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## FUTURE PLANS AND USE OF [REDACTED]

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### FUTURE PLANS

See “Business — Our Strategies” for a detailed description of our future plans.

### USE OF [REDACTED]

Assuming an [REDACTED] of HK\$[REDACTED] per H Share (being the [REDACTED] of the [REDACTED] Range of between HK\$[REDACTED] and HK\$[REDACTED] per H Share) and the [REDACTED] is not exercised, we estimate that we will receive net [REDACTED] of approximately [REDACTED] from the [REDACTED] after deducting the [REDACTED] and other estimated expenses paid and payable by us in connection with the [REDACTED]. In line with our strategies, we intend to use our [REDACTED] from the [REDACTED] for the purposes and in the amounts set forth below:

- Approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be used to further enhance our R&D capabilities, primarily to support the advancement of XK-Qian AI, our AI foundation and QianNexus, our AI agent matrix, in line with our long-term technology roadmap, including:
  - (i) approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be allocated to establishing a core R&D team composed of large model algorithm experts, AI engineers, and industry specialists. Such investment is intended to strengthen our ability to translate AI capabilities into deployable, enterprise-grade applications, and to support the continuous development of our AI foundation, AI agents and scenario-based application frameworks, and;
  - (ii) approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be allocated to establishing and expanding our R&D centers. [REDACTED] will be applied to support the setup, expansion and/or operation of multiple R&D centers in major cities in China, including Shanghai, Shenzhen and Wuxi, with a view to enhancing cross-regional collaborations, improving R&D efficiency and supporting scalable technology development and solution delivery.
- Approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be allocated to sales and marketing initiatives to support broader solution deployment and business expansion, including:
  - (i) approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be allocated to expanding our sales team and strengthening channel development in line with our business growth needs, with a focus on improving market coverage within target enterprise customer segments and supporting the rollout of the solutions across a broader range of application scenarios.

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- (ii) approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be allocated to increase marketing efforts through online and offline marketing activities, including brand promotion initiatives, with the objectives of enhancing market visibility, strengthening customer awareness and supporting customer acquisition and retention.
- Approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be applied for investment and acquisition activities. In addition to organic growth and ecosystem-based expansion, we plan to pursue selective investments and acquisitions as part of our strategy to enter into new industry domains and capture market growth opportunities. Our investments and acquisitions activities will be conducted on a prudent and disciplined basis, with a focus on small-scale transactions that demonstrate strong strategic alignment and synergy with our existing business. Such transactions are primarily intended to complement and enhance our core capabilities in providing solutions, including AI engineering capabilities, rather than capital-intensive investments.
- Approximately [REDACTED] of the net [REDACTED], or [REDACTED], will be used for the working capital and general corporate purposes.

In the event that the [REDACTED] is set at the [REDACTED] or the [REDACTED] of the indicative [REDACTED] range, the [REDACTED] of the [REDACTED] will increase or decrease by approximately [REDACTED], respectively.

The additional net [REDACTED] that we would receive if the [REDACTED] is exercised in full would be (i) [REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per H Share, being the [REDACTED]), (ii) [REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per H Share, being the [REDACTED] of the [REDACTED] range) and (iii) [REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per H Share, being the [REDACTED]).

To the extent that the net [REDACTED] from the [REDACTED] (including the net [REDACTED] from the exercise of the [REDACTED]) are either more or less than expected, we may adjust our allocation of the net [REDACTED] for the above purposes on a pro rata basis.

To the extent that the net [REDACTED] of the [REDACTED] are not immediately used for the above purposes, we may only hold such funds in short-term interest-bearing accounts at licensed commercial banks and/or other authorized financial institutions (as defined under the SFO or the applicable laws and regulations in other jurisdictions). In such event, we will comply with the appropriate disclosure requirements under the Listing Rules.