

## FUTURE PLANS AND [REDACTED]

### FUTURE PLANS AND PROSPECTS

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

[REDACTED]

We estimate that we will receive [REDACTED] from the [REDACTED] of approximately HK\$[REDACTED], after deducting [REDACTED] commissions, fees and estimated expenses payable by us in connection with the [REDACTED], and assuming an [REDACTED] of HK\$[REDACTED] per Share, being the mid-point of the indicative [REDACTED] range stated in this document. If the [REDACTED] is set at HK\$[REDACTED] per Share, being the high end of the indicative [REDACTED] range, the [REDACTED] from the [REDACTED] will increase by approximately HK\$[REDACTED]. If the [REDACTED] is set at HK\$[REDACTED] per Share, being the low end of the indicative [REDACTED] range, the [REDACTED] from the [REDACTED] will decrease by approximately HK\$[REDACTED]. We currently intend to use the [REDACTED] from the [REDACTED] for the purposes and in the amounts as set out below:

| For the year ending December 31,                                                                               |                   |                   |                   |                   |                   |
|----------------------------------------------------------------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                                                                                                                | 2027              | 2028              | 2029              | 2030              | 2031              |
| <i>(HK\$ in millions)</i>                                                                                      |                   |                   |                   |                   |                   |
| R&D of AI, other cutting edge technologies and product iteration . . . . .                                     | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        |
| Global capabilities and system development . . . . .                                                           | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        |
| Developing and upgrading collaboration platform for ecosystem partners and customer operation system . . . . . | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        |
| Potential strategic investments and acquisitions . . . . .                                                     | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        |
| Working capital and other general corporate purposes . . . . .                                                 | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        | [REDACTED]        |
| <b>Total.</b> . . . .                                                                                          | <u>[REDACTED]</u> | <u>[REDACTED]</u> | <u>[REDACTED]</u> | <u>[REDACTED]</u> | <u>[REDACTED]</u> |

Assuming an [REDACTED] at the mid-point of the indicative [REDACTED] range and that the [REDACTED] is not exercised, we currently intend to apply these [REDACTED] for the following purposes:

- Approximately [REDACTED]%, or HK\$[REDACTED], will be used for the R&D of AI and other technologies, as well as product iteration. More specifically, we plan to apply:
  - approximately [REDACTED]%, or HK\$[REDACTED], for the R&D of AI platform technologies and other advanced technologies. Specifically:

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- (i) approximately [REDACTED]%, or HK\$[REDACTED], will be used to enhance YonGPT with respect to its functionality, security, domain expertise and technological advancement. We will continue to refine its domain-specific training and improve model precision and reliability in complex enterprise scenarios.
- (ii) approximately [REDACTED]%, or HK\$[REDACTED], will be used to advance the YonAI intelligence platform. We will continue to iterate and upgrade its LLM service platform, and enhance capabilities for intelligent agent construction as well as platform management and operation. We will focus on algorithm optimization and system scalability to support broader industry applications and more efficient model deployment.
- (iii) approximately [REDACTED]%, or HK\$[REDACTED], will be used to strengthen our intelligent data platform. We will enhance data asset accumulation and utilization efficiency to with respect to support for data-driven business innovation. We aim to enhance real-time insights and reinforce the foundation for intelligent analytics.

We plan to recruit 50, 70, 20, 10 and five employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Specifically, approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment, computing power for AI training and office supplies.

- approximately [REDACTED]%, or HK\$[REDACTED] million, for intelligent application innovation centered on AI agents. Specifically:
  - (i) approximately [REDACTED]%, or HK\$[REDACTED], will be allocated to the development of intelligent agents across different domains. We aim to build interconnected and collaborative AI agents that can efficiently address diversified enterprise needs.
  - (ii) approximately [REDACTED]%, or HK\$[REDACTED], will be used to advance the development of scenario-specific intelligent agents and deepen AI-empowered application use cases. We will further explore industry-focused scenarios and strengthen application adaptation.
  - (iii) approximately [REDACTED]%, or HK\$[REDACTED], will be dedicated to building data service capabilities across our entire product portfolio. We will enhance data model development to support data-driven insight, analysis, simulation, decision-making, planning and execution through our data service system.

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## FUTURE PLANS AND [REDACTED]

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We plan to recruit 30, 60, 30, 20 and five employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.

- Approximately [REDACTED]%, or HK\$[REDACTED], for accelerating the AI-driven transformation of our R&D processes and significantly enhancing our R&D efficiency. Specifically, (i) approximately [REDACTED]%, or HK\$[REDACTED], will be used for the development of AI programming; (ii) approximately [REDACTED]%, or HK\$[REDACTED], will be used for the development of AI testing; and (iii) approximately [REDACTED]%, or HK\$[REDACTED], will be used for the development of AI-enabled intelligent operations. We plan to recruit five, 15, 15, 15 and 10 employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
- Approximately [REDACTED]%, or HK\$[REDACTED], for the construction and upgrade of our intelligent delivery tools. We will develop intelligent delivery products with AI technologies and construct intelligent delivery system. We plan to recruit five, 15, 15, 15 and 10 employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
- Approximately [REDACTED]%, or HK\$[REDACTED], for our global capabilities and system development. To execute our global expansion strategy, we have developed concrete regional and customer coverage plans, supported by our overseas operating experience, service network and product adaptability. Building on over two decades of overseas market experience, we will deepen our presence in established markets such as Hong Kong, Macau, Taiwan and Southeast Asia, while accelerating expansion into high-potential regions including the Americas, Europe and the Middle East. As of March 31, 2026, we had served over 1,800 overseas enterprise customers, comprising approximately 60% local clients and 40% Chinese enterprises with international operations, demonstrating our understanding of cross-border business needs and regulatory requirements. In addition, overseas customers accounted for approximately 4.8% of our backlog not yet recognized as revenue as of March 31, 2026, indicating growing overseas demand and supporting our continued global expansion. From a product perspective, Yonyou BIP supports global deployment across core enterprise management domains, multi-language environments, time zones and diverse legal and tax frameworks. Together with our AI-empowered technology stack and competitive pricing, these capabilities position us to deliver scalable and localized solutions in overseas markets.

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## FUTURE PLANS AND [REDACTED]

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See “Business — Our Growth Strategies — Global Expansion 2.0: Further Expanding Overseas Presence and Customer Coverage” for more details. More specifically, we plan to apply:

- approximately [REDACTED]%, or HK\$[REDACTED], for enhancing global adaptation of our products. We will continue to enhance our products’ localization and compliance adaptability across jurisdictions. Specifically, we will enhance the global adaptability of our products by strengthening support for multi-language, multi-currency and multi-time zone environments, international data security standards and scalable localization architecture. We will also develop standardized domain-specific global models, adapt core modules to local compliance and operational requirements, and enhance support for global corporate structuring, reporting, workforce management and cross-border supply chain collaboration. We plan to recruit approximately 10, 20, 25, 20 and 10 employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
- approximately [REDACTED]%, or HK\$[REDACTED], for enhancing global business operations and marketing capabilities. We aim to enhance our global operational capabilities by further optimizing our institutional setup and marketing network based on our existing regional presence. We plan to establish new offices in Europe, strengthen localized service capabilities in Europe, the Middle East, Africa and North America, continue to deepen our presence in Southeast Asia, and expand into Northeast Asia, thereby building a broader regional network and further strengthening our operations in the Asia-Pacific market. We believe that our international expansion plan will not be subject to any tariff or international trade policies. See “Business — Sales and Marketing — Impact of Geopolitical Risks” for details. We plan to recruit 10, 20, 20, 15 and 10 employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
- approximately [REDACTED]%, or HK\$[REDACTED], for overseas branding and communication development. We will enhance our global brand recognition by increasing overseas brand promotion, strengthening local operations and expanding industry influence in key regions such as Europe, the Americas, the Middle East and Asia-Pacific. We will adopt a multi-channel marketing approach covering traditional, local and digital media, including partnerships with global media outlets, high-exposure local advertising channels and multilingual digital campaigns. Through platforms such as Google Ads, Facebook, YouTube and LinkedIn, supported by data analytics and AI-driven optimization, we aim to improve brand exposure, enhance lead conversion and further strengthen our competitive advantage in overseas

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markets. We plan to recruit three, five, three, two and one employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.

- approximately [REDACTED]%, or HK\$[REDACTED], for building a robust global ecosystem. We plan to expand and develop a comprehensive overseas ecosystem including product development partners, sales partners, and professional service partners. We plan to recruit three, five, three, two and one employees for this purpose in 2027, 2028, 2029, 2030 and 2031, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
- Approximately [REDACTED]%, or HK\$[REDACTED], for developing and upgrading intelligent platforms for ecosystem partner collaboration and customer operations. The partner collaboration platform supports business and technical collaboration with ecosystem partners, including data and process integration with Yonyou BIP, online management of product planning, launch, delivery and settlement, and one-stop technical support, training and certification services. We charge platform usage fees to ecosystem partners, subject to preferential arrangements for partners in the business expansion phase. The customer operations platform supports our internal lead-to-cash process, covering opportunity management, quotation, contract execution, product delivery and pipeline management, thereby enhancing the transparency, traceability and efficiency of our sales operations. More specifically, we plan to apply:
  - approximately [REDACTED]%, or HK\$[REDACTED], for the intelligent platforms for ecosystem partners. We plan to recruit approximately 70 employees for this purpose over the next five years. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.
  - approximately [REDACTED]%, or HK\$[REDACTED], for the customer operations platform. We plan to recruit approximately 70 employees for this purpose over the next five years, of which 15, 20, 15, 10 and 10 employees will be recruited in relation to the intelligent platforms for ecosystem partners in 2027, 2028, 2029, 2030 and 2031, respectively, and 15, 20, 15, 10 and 10 employees will be recruited in relation to the customer operations platform in the same years, respectively. Approximately HK\$[REDACTED] will be used to provide salary and compensation for such personnel. Approximately HK\$[REDACTED] will be used to purchase related specialized equipment and office supplies.

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## FUTURE PLANS AND [REDACTED]

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- Approximately [REDACTED]%, or HK\$[REDACTED], will be used for potential strategic investments and acquisitions. We will focus on products incorporating leading technologies in the fields of data applications and AI infrastructure, as well as innovative AI-native applications in core enterprise operation domains especially (i) companies offering AI-native application products or solutions with both technological and business model innovations in specific enterprise scenarios, and (ii) companies with a strong technological edge in foundational data and AI technologies. As of the Latest Practicable Date, we had not identified or pursued any acquisition target. We focus on investment and acquisition targets that align with our strategic vision for advancing enterprises’ digital and intelligent transformation. Such potential targets are typically smaller niche technology companies that are complementary to, rather than compete with, our existing business focus. Such companies and technologies should demonstrate clear synergies with our Yonyou BIP or complement our technology stack, data assets, or customer resources. We expect the revenue scale of target companies acquired or invested by us to achieve a minimum of RMB20 million, with commercially validated products and a track record of successful project implementations. As advised by Frost & Sullivan, as of March 31, 2026, there were more than 1,000 companies in China that can satisfy the above criteria.
- Approximately [REDACTED]%, or HK\$[REDACTED], will be used for working capital and other general corporate purposes.

The new hires contemplated in our [REDACTED] are primarily intended to strengthen our capabilities in emerging areas such as artificial intelligence, global product adaptation and promotion, and internal system upgrade. These areas require specialized expertise that is currently underrepresented in our existing team. As AI has become a core driver of our future product strategy and technological competitiveness, attracting and cultivating AI-related talent is essential for maintaining our leadership in the industry. The prior workforce adjustment mainly involved employees engaged in traditional software development, delivery, and sales roles, whose skillsets did not align with our evolving product roadmap and strategic focus, especially on AI-driven innovation and global adaptation. In addition, we intend to maintain a steady talent renewal and capability building mechanism to ensure the ongoing enrichment and optimization of our R&D, implementation, and support teams as part of our long-term organizational development.

The above allocation of the [REDACTED] from the [REDACTED] will be adjusted on a pro rata basis in the event that the [REDACTED] is fixed at a higher or lower level compared to the mid-point of the indicative [REDACTED] stated in this document.

If the [REDACTED] is exercised in full, the [REDACTED] that we will receive will be approximately HK\$[REDACTED], after deducting the estimated [REDACTED] commissions and other fees and expenses payable by us in connection with the [REDACTED] assuming an

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[REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED] range). In the event that the [REDACTED] is exercised in full, we intent to apply the additional [REDACTED] to the above purposes in the proportions stated above.

If the [REDACTED] of the [REDACTED] are not immediately applied to the above purposes, we will only deposit those [REDACTED] into short term interest-bearing accounts at licensed commercial banks and/or authorized financial institutions (as defined under the Securities and Futures Ordinance or applicable laws and regulations in other jurisdictions).

We will issue an appropriate announcement if there is any material change to the above proposed [REDACTED].