
FUTURE PLANS AND USE OF [REDACTED]

FUTURE PLANS

Please 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] of between HK\$[REDACTED] and HK\$[REDACTED] per H Share) and the [REDACTED] is not exercised, we estimate that we will receive [REDACTED] of approximately HK\$[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 [REDACTED], or HK\$[REDACTED], will be used to research and develop (“R&D”) our solution platforms and AI solutions.
- Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used to further develop our solution platforms.
 - (i) We will continue to optimize our K-APA Platform. This includes advancing its environment-adaptive capabilities to ensure system stability across diverse business scenarios. We will further upgrade the process mining technology, enabling users to visualize the execution of processes and identify nodes suitable for automation and intelligent optimization. We will also strengthen large language models (“LLMs”) to automatically generate business scripts, and will conduct research into lightweight platform architectures to enable more efficient deployment. We will further integrate LLM technology into our K-APA platform to enhance the platform’s ability to deliver more industry-specific solutions.
 - (ii) For our Ki-Agent Platform, we will focus on enhancing its agentic capabilities. We plan to continuously improve its standard components and place strong emphasis on industry adaptability. For example, we will conduct specialized training for domain-specific LLMs and enabling agents to better understand and serve the unique business logic and requirements of each industry.
 - (iii) We also plan to invest in industry knowledge accumulation, data labeling, and foundational computing infrastructure to support the upgrade and iteration of our platforms and solutions. As industry knowledge data is a key foundation for building robust AI applications, we will systematically enhance our knowledge bases spanning multiple vertical sectors. Since computing power is the foundational engine for AI development, we plan to establish in-house computing centers or form high-level partnerships with leading organizations to jointly invest in computing infrastructure. Also, to ensure a high-quality data supply, we will seek opportunities to invest in the data labeling industry.
- Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used for the R&D for our industry-specific solutions. In particular:
 - (i) Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used to invest in our solutions in the financial services sector. Specifically, our efforts will include the intelligent optimization of our existing solutions, the development of new solutions, and the expansion of our technical service team that supports these offerings.

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- (ii) Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used to invest in our solutions in the non-financial sector. Specifically, we will continue to R&D our solutions tailored to specific industry verticals, including but not limited to, energy, customs, education, courts, logistics, and property management, identifying additional viable application scenarios and enhancing the scalability and replicability.
- Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used to further develop our sales and marketing network across a broader range of business sectors and geographic regions, as well as to expand our sales channel partners.
 - (i) Approximately [REDACTED]%, or HK\$[REDACTED], will be used in developing our sales and marketing network across more diversified and granular industry verticals. In the financial services sector, in 2026, we plan to further segment our banking customers and establish specialized customer service teams for different sub-segments, expanding our banking division with additional pre-sales, consulting and delivery personnel to provide more professional and efficient services to better address needs of major banking clients. At the same time, we plan to gradually expand specialized customer service teams to better serve potential customers in other financial services sub-sectors, including securities, futures, funds and insurance, with a focus on sub-segments where the annual order value contributed by customers within such sub-sector exceeds RMB[REDACTED]. In the non-financial sector, consistent with the same RMB[REDACTED] selection criterion, we will continue to monitor and build dedicated sales teams for those selected key industry verticals, such as energy, education, customs and courts by 2027, deepen collaboration with top-tier clients, and develop benchmark AI solution offerings.
 - (ii) Approximately [REDACTED]%, or HK\$[REDACTED], will be used in deepening the geographical reach of our sales and marketing teams. We plan to broaden our marketing teams in major cities in China, and gradually expand our marketing teams in Hong Kong market by 2026. Through these offices, we will build or further enlarge localized teams to better address the specific needs of customers in different regions and expand our reach to potential customers in local markets. The detailed regional expansion plan is set out in the table below.

Region	City	Planned Establishment Date	Specialized Customer Service Teams Expected/Office	Local Support Managers Expected/Office
Eastern China	Hangzhou	2026	2	3
	Jinan	2026	1	2
Northern China	Taiyuan	2026	1	2
Southern China	Haikou, Nanning, Changsha	2026	1	2
Western China	Xi'an	2026	1	2
Central China	Zhengzhou	2026	1	3
Hong Kong	Hong Kong	–	3	3

- (iii) Approximately [REDACTED]%, or HK\$[REDACTED], will be used to strengthen our channel partner network alongside our industry and geographic expansion. In the financial services sector like insurance, we will identify more partners with strong customer access and influence. In the non-financial sector such as human resources and social security, we are engaging with technology companies and big data centers to jointly promote our solutions by leveraging their policy insight and customer coverage. We will support channel partners

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in solution enablement and interactive marketing initiatives, including deploying solutions at partner sites and organizing city-level workshops to enhance customer engagement. Geographically, we will roll out phased channel recruitment activities across key regions in 2026 and select partners with strong local customer relationships and broad coverage, including government entities, energy companies, among others, to enhance market penetration.

To support the above initiatives, the following table set forth a detailed implementation plans for personnel recruiting strategies from 2026 to 2028.

Position	Roles and functions	Experience and qualification required	Estimated No. of Staff to be recruited			
			2026	2027	2028	Total
Specialized Customer Service personnel	(i) pre-sales (ii) consulting (iii) delivery	(i) more than five years in software pre-sales/government/SOE consulting; (ii) financial/government/enterprise client resources preferred; (iii) consulting firm background preferred; (iv) FinTech experience preferred	35	39	37	111
Local support manager	(i) adapt solutions to meet local requirements (including Chinese Mainland and Hong Kong); (ii) solution presentation; and (iii) establish channel partner networks	(i) Bachelor’s degree; (ii) local financial/SOE/government/large enterprise experience preferred; (iii) familiar with local government operations; (iv) good at coordination and project execution skills	15	20	22	57

- Approximately [REDACTED]% of the [REDACTED], or HK\$[REDACTED], will be used in marketing and branding activities. We plan to set up more product demonstration centers to provide direct and interactive presentations of our solutions, allowing customers to better experience solutions’ function and thereby enhancing market penetration. Building on our existing demonstration centers in Beijing, Urumqi and Zhuhai, we plan to establish new ones in Guangzhou, Nanning and Jinan in 2026, and further expand into additional key cities in 2027. In addition, we plan to enhance our brand visibility through participation in major industry forums, including Digital China Summit, World Artificial Intelligence Conference, and others across the finance, manufacturing and energy sectors throughout the year. We also intend to continue promoting our “AI Digital Employee Hundred Cities Roadshow” campaign in China, which consists of a series of marketing events held in different cities to demonstrate our K-APA platform and its application scenarios. Such events typically include live demonstrations of automation scenarios and on-site hands-on workshops, where participants can experience the creation of automated workflows using our products. The demonstrated scenarios include among others, bank-enterprise reconciliation, invoice verification, resume search, recruitment assistance, document comparison, web data extraction and sales and procurement data analysis. As of the Latest Practicable Date, such campaign has been conducted in multiple cities in China, including Shenzhen, Zhuhai, Hangzhou, Hong Kong, Xining, Changsha, Chongqing and Shijiazhuang, and we plan to

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continue conducting such campaign in China. We currently intend to focus such campaign on the PRC market and will evaluate potential opportunities to extend such campaign to overseas markets in the future based on our business development and market demand. For further details of our path to profit, please see “Business — Expand Our Customer Base — Rationale for Our Targeted Marketing Efforts.”

- Approximately [REDACTED]% of the [REDACTED], or HK\$[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 HK\$[REDACTED], respectively.

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

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