

ANNOUNCEMENT OF OFFER PRICE AND ALLOTMENT RESULTS

SUMMARY

Offer Price

- The Offer Price has been determined at HK\$6.60 per Offer Share (exclusive of brokerage of 1.0%, SFC transaction levy of 0.0027% and Stock Exchange trading fee of 0.005%).

Net Proceeds from the Global Offering

- Based on the Offer Price of HK\$6.60 per Offer Share and 333,400,000 Offer Shares, the net proceeds from the Global Offering to be received by the Company, after deduction of the underwriting commissions, fees and other estimated expenses payable by the Company in connection with the Global Offering and assuming that the Over-allotment Option is not exercised, are estimated to be approximately HK\$2,075.6 million. The Company intends to apply such net proceeds in accordance with the purposes as set out in the section headed “*Net Proceeds from the Global Offering*” in this announcement.

Applications and Indications of Interest Received

Hong Kong Public Offering

- A total of 190,329 valid applications have been received pursuant to the Hong Kong Public Offering on **WHITE** and **YELLOW** Application Forms, through giving **electronic application instructions** to HKSCC via CCASS and through the **White Form eIPO** service for a total of 21,264,773,000 Hong Kong Offer Shares, representing approximately 637.82 times of the total number of 33,340,000 Hong Kong Offer Shares initially available for subscription under the Hong Kong Public Offering. The Hong Kong Offer Shares initially offered under the Hong Kong Public Offering have been very significantly over-subscribed.

- As the over-subscription in the Hong Kong Public Offering represents 637.82 times of Offer Shares initially available for subscription under the Hong Kong Public Offering, the reallocation procedures as described in the section headed “*Structure of the Global Offering — the Hong Kong Public Offering — Reallocation*” in the Prospectus has been applied and a total of 133,360,000 Offer Shares have been reallocated from the International Offering to the Hong Kong Public Offering. As a result of such reallocation, the final number of Offer Shares under the Hong Kong Public Offering is 166,700,000 Offer Shares, representing 50% of the total number of the Offer Shares initially available under the Global Offering (before any exercise of the Over-allotment Option). The Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed “*Basis of Allocation under the Hong Kong Public Offering*” in this announcement.

International Offering

- The Offer Shares initially offered under the International Offering have been significantly over-subscribed, representing approximately 18.5 times of the total number of Offer Shares initially offered under the International Offering. The final number of Offer Shares allocated under the International Offering is 166,700,000 Offer Shares, representing approximately 50% of the total number of Offer Shares initially available under the Global Offering (assuming the Over-allotment Option is not exercised). There are 218 places in total.

Over-allotment Option

- In connection with the Global Offering, the Company has granted the Over-allotment Option to the International Underwriters, exercisable by the Joint Global Coordinators (on behalf of the International Underwriters) at any time from the Listing Date until 30 days after the last day for lodging applications under the Hong Kong Public Offering, to require the Company to allot and issue up to an aggregate of 50,010,000 Offer Shares, representing 15% of the total number of Offer Shares initially available under the Global Offering, at the Offer Price under the International Offering to cover over-allocations in the International Offering, if any. There has been an over-allocation of 50,010,000 Shares in the International Offering and such over-allocation will be settled using Shares to be borrowed under the Stock Borrowing Agreement between CMB International Securities Limited and GYH J Limited. Such borrowed Shares will be covered by exercising the Over-allotment Option or by making purchases in the secondary market or by a combination of these means. In the event the Over-allotment Option is exercised, an announcement will be made on the websites of the Company at www.jiumaojiu.com and of the Stock Exchange at www.hkexnews.hk. As of the date of this announcement, the Over-allotment Option has not been exercised.

Cornerstone Investors

- The Company has entered into cornerstone investment agreements (each a “**Cornerstone Investment Agreement**”, and together the “**Cornerstone Investment Agreements**”) with certain cornerstone investors, namely (i) BlackRock Strategic Funds — BlackRock Asia Pacific Absolute Return Fund, BlackRock Global Funds — China Flexible Equity Fund, BlackRock Global Funds — China Fund and BlackRock Emerging Frontiers Fund Limited (“**BlackRock Funds**”), (ii) China Alpha Fund Management Ltd (“**China Alpha**”), (iii) WT Investment Management (“**WT**”), and (iv) Orient Sun Rise Global Superior Choice SPC — Global Superior Choice Series Fund One SP (“**GSC Fund One**”), and Orient Sun Rise Global Superior Choice SPC — Vision Fund 1 SP (“**Vision Fund 1**”) (each a “**Cornerstone Investor**”, and together, the “**Cornerstone Investors**”).
- Based on the Offer Price of HK\$6.60 per Offer Share, and pursuant to the Cornerstone Investment Agreements, (i) BlackRock Funds has subscribed for 23,558,000 Offer Shares, (ii) China Alpha has subscribed for 17,669,000 Offer Shares, (iii) WT has subscribed for 17,669,000 Offer Shares, and (iv) GSC Fund One and Vision Fund 1 have subscribed for 5,889,000 Offer Shares, in all totaling 64,785,000 Offer Shares, representing in aggregate (i) approximately 19.4% of the Offer Shares in issue upon completion of the Global Offering assuming that the Over-allotment Option is not exercised; and (ii) approximately 4.9% of the total issued share capital of the Company upon completion of the Global Offering assuming that the Over-allotment Option is not exercised. Please refer to the section headed “*Cornerstone Investors*” below for further details.
- The Cornerstone Investors will acquire the Offer Shares pursuant to, and as part of, the International Offering. The Offer Shares to be subscribed for by the Cornerstone Investors will rank *pari passu* in all respects with the other fully paid Offer Shares in issue and will be counted towards the public float of the Company. The Cornerstone Investors will not subscribe for any Offer Shares under the Global Offering (other than pursuant to the respective Cornerstone Investment Agreement).

- To the best knowledge of the Directors, save for the investment in the Company through the Cornerstone Placing, each of the Cornerstone Investors is an independent third party, is not the Company's connected person (as defined in the Listing Rules) and does not have any other relationship, whether present or past, with the Group, Directors and senior management, the substantial Shareholders, the Controlling Shareholders, any connected persons (as defined in the Listing Rules) of the Company or any of their respective associates save as disclosed in the paragraph headed "Cornerstone Investors — The Cornerstone Investors" in the Prospectus. The subscription of Offer Shares by the Cornerstone Investors under the Cornerstone Placing is not financed directly or indirectly by the Company, any of the Directors, the chief executive, any of the existing Shareholders or their respective close associates. The Cornerstone Investors are making independent investment decisions and the Cornerstone Investors are not accustomed to take instructions from a core connected person (as defined in the Listing Rules) of the Company, any of the Directors, the chief executive, any of the existing Shareholders, or their respective close associates in relation to the acquisition, disposal, voting or other disposition of the Offer Shares.
- Immediately following the completion of the Global Offering, the Cornerstone Investors will not have any board representation in the Company, nor will any of them become a substantial Shareholder of the Company. The Cornerstone Investors do not have any preferential rights in the Cornerstone Investment Agreements compared with other public Shareholders. Other than the Cornerstone Investment Agreements, there are no side arrangements between the Company, any of the Directors, the chief executive, any of the existing Shareholders, or their respective associates and the Cornerstone Investors or any benefit, direct or indirect, conferred on the Cornerstone Investors by virtue of or in relation to the Cornerstone Placing.
- Each of the Cornerstone Investors has agreed that it will not, without the prior written consent of each of the Company and the Sole Sponsor, whether directly or indirectly, at any time during the period of six months following the Listing Date (the "**Lock-up Period**"), dispose of, in any way, any of the Offer Shares it has purchased pursuant to the Cornerstone Investment Agreements or any interest in any company or entity holding such Offer Shares, save for certain limited circumstances such as transfers to any of its wholly-owned subsidiaries who will be bound by the same obligations of such Cornerstone Investors, including the Lock-up Period restriction.

Placees with Consent under Paragraph 5(1) of the Placing Guidelines

- Under the International Offering, (i) 636,000 Shares, representing approximately 0.191% of the Offer Shares initially available under the Global Offering, were placed to CMB International Asset Management Limited, which is a connected client of CMB International Capital Limited, one of the Joint Global Coordinators, within the meaning of the Placing Guidelines; and (ii) 590,000 Shares, representing approximately 0.177% of the Offer Shares initially available under the Global Offering, were placed to China International Capital Corporation Limited (as agent and the discretionary investment manager of CICC Qirong No. 1 QDII Specific Asset Management Plan), which is a connected client of China International Capital Corporation Hong Kong Securities Limited, one of the Joint Global Coordinators, within the meaning of the Placing Guidelines.
- The Company has applied to the Stock Exchange for, and the Stock Exchange has granted the Company the consent under paragraph 5(1) of the Placing Guidelines (the “**Placing Guidelines**”) to permit the Company to allocate Offer Shares in the International Offering to each of the above connected clients. Such Offer Shares will be held by the above connected clients on a discretionary basis on behalf of independent third parties and are in compliance with all the conditions under the consent granted by the Stock Exchange. Please refer to the section headed “*Placees with Consent under Paragraph 5(1) of the Placing Guidelines*” below.

- The Directors confirm to the best of their knowledge, information and belief, having made all reasonable enquiries, save as disclosed above, that no International Offer Shares have been allocated to placees who are (i) Directors or existing Shareholders; or (ii) core connected persons (as such term is defined in the Listing Rules) of the Company; or (iii) the close associates (as such term is defined in the Listing Rules) of (i) and/or (ii), whether in their own names or through nominees. Save as disclosed above, the International Offering is in compliance with the Placing Guidelines. Save as disclosed in this announcement and confirmed by the Directors, no Offer Shares placed by or through the Joint Global Coordinators, the Joint Bookrunners or the Underwriters under the Global Offering have been placed with any core connected person (as defined in the Listing Rules) of the Company or persons set out in paragraph 5 of the Placing Guidelines, whether in their own names or through nominees. The Directors confirm that no subscription of the Offer Shares by the placees or the public has been financed directly or indirectly by any of the Directors, senior management, substantial Shareholders, Controlling Shareholders or existing Shareholders of the Company or any of its subsidiaries or their respective close associates, and none of the placees and the public who has subscribed for the Offer Shares is accustomed to taking instructions from any of the Directors, senior management, substantial Shareholders, Controlling Shareholders or existing Shareholders of the Company or any of its subsidiaries or their respective close associates in relation to the acquisition, disposal, voting or other disposition of the Offer Shares registered in his/her/its name or otherwise held by him/her/it. Save as disclosed above, none of the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, the Underwriters or their respective affiliate companies and connected clients of the lead broker or of any distributors (as defined in Appendix 6 of the Listing Rules) has taken up any Offer Shares for its own benefit under the Global Offering. The Directors confirm that (a) no placee will, individually, be placed more than 10% of the enlarged issued share capital of the Company immediately after the completion of the Global Offering; (b) there will not be any new substantial Shareholder (as defined in the Listing Rules) immediately after the completion of the Global Offering; (c) the number of Offer Shares in public hands will satisfy the minimum percentage under Rule 8.08(1) of the Listing Rules as disclosed in the section headed “*Public Float*” below; (d) the three largest public Shareholders do not hold more than 50% of the Offer Shares in public hands at the time of Listing in compliance with Rules 8.08(3) and 8.24 of the Listing Rules; and (e) there will be at least 300 Shareholders at the time of Listing in compliance with Rule 8.08(2) of the Listing Rules.

Lock-up Undertakings

- The Company, the Controlling Shareholders and the Pre-IPO Investors are subject to certain lock-up undertakings as set out in the paragraph headed “*Lock-up Undertakings*” in this announcement.

Results of Allocations

- The final Offer Price, the level of indications of interests in the International Offering, the level of applications in the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares will be published on Tuesday, January 14, 2020 on the Company's website at www.jiumaojiu.com and the Stock Exchange's website at www.hkexnews.hk.
- Results of allocations of the Hong Kong Public Offering, the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants (where appropriate) and the number of Hong Kong Offer Shares successfully applied for under **WHITE** and **YELLOW** Application Forms, by **White Form eIPO** and by giving **electronic application instructions** to HKSCC via CCASS, will be made available through a variety of channels on Tuesday, January 14, 2020 as described below:
 - in the announcement to be posted on the Company's website at www.jiumaojiu.com and the Stock Exchange's website at www.hkexnews.hk by no later than 9:00 a.m. on Tuesday, January 14, 2020;
 - from the designated results of allocations website at www.iporeresults.com.hk (alternatively: English <https://www.eipo.com.hk/en/Allotment>; Chinese <https://www.eipo.com.hk/zh-hk/Allotment>) with a "search by ID" function on a 24-hour basis from 8:00 a.m. on Tuesday, January 14, 2020 to 12:00 midnight on Monday, January 20, 2020;
 - by telephone enquiry line by calling (852) 2862 8669 between 9:00 a.m. and 10:00 p.m. from Tuesday, January 14, 2020 to Friday, January 17, 2020;
 - in the special allocation results booklets which will be available for inspection during opening hours from Tuesday, January 14, 2020 to Thursday, January 16, 2020 at all the receiving banks designated branches.

Despatch/Collection of Share Certificates and Refund Monies

- Applicants who applied for 1,000,000 Hong Kong Offer Shares or more on a **WHITE** Application Form or through the **White Form eIPO** service and who have been successfully or partially successfully allocated Hong Kong Offer Shares and are eligible to collect Share certificates (where applicable) in person may collect their Share certificate(s) (where applicable) in person from the Share Registrar, Computershare Hong Kong Investor Services Limited, at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Tuesday, January 14, 2020.

- Share certificate(s) for Hong Kong Offer Shares allocated to applicants who applied on a **WHITE** Application Form or through the **White Form eIPO** service which are either not available for personal collection or which are available but are not collected in person by 1:00 p.m. on Tuesday, January 14, 2020, are expected to be despatched by ordinary post to those entitled to them at their own risk on or before Tuesday, January 14, 2020.
- Wholly or partially successful applicants who applied on a **YELLOW** Application Form or who applied by giving **electronic application instructions** to HKSCC will have their Share certificate(s) issued in the name of HKSCC Nominees Limited and deposited into CCASS for credit to their CCASS Investor Participant stock accounts or the stock accounts of their designated CCASS Participants who gave **electronic application instructions** on their behalf or as instructed by them in their **YELLOW** Application Form on Tuesday, January 14, 2020.
- Applicants who applied through a designated CCASS Participant (other than a CCASS Investor Participant) should check the number of Hong Kong Offer Shares allocated to them with that CCASS Participant.
- Applicants who applied for 1,000,000 Hong Kong Offer Shares or more on a **WHITE** or **YELLOW** Application Form and have provided all information required by their **WHITE** and **YELLOW** Application Forms may collect their refund cheque(s) (where applicable) from the Share Registrar, Computershare Hong Kong Investor Services Limited, at Shops 1712–1716, 17th Floor, Hopewell Centre, 183 Queen’s Road East, Wanchai, Hong Kong from 9:00 a.m. to 1:00 p.m. on Tuesday, January 14, 2020.
- Refund cheque(s) in respect of wholly or partially unsuccessful applications using **WHITE** or **YELLOW** Application Forms which are either not available for personal collection or which are available but are not collected in person by 1:00 p.m. on Tuesday, January 14, 2020, are expected to be despatched by ordinary post to those entitled at their own risk on or before Tuesday, January 14, 2020. No interest will be paid thereon.
- For applicants who applied through the **White Form eIPO** service and paid the application monies from a single bank account, refund monies (if any) will be despatched to their application payment account in the form of e-Refund payment instructions on Tuesday, January 14, 2020. For applicants who applied through the **White Form eIPO** service and paid the application monies from multiple bank accounts, refund monies (if any) will be despatched to the addresses specified on their **White Form eIPO** applications in the form of refund cheque(s) by ordinary post at their own risk on or before Tuesday, January 14, 2020.

- Refund monies (if any) for applicants who have applied by giving **electronic application instructions** to HKSCC via CCASS are expected to be credited to the relevant applicants' designated bank accounts or the designated bank account of their broker or custodian on Tuesday, January 14, 2020. No interest will be paid thereon.
- Share certificate(s) will only become valid at 8:00 a.m. on the Listing Date which is expected to be January 15, 2020 provided that the Global Offering has become unconditional in all respects at or before that time and the right of termination described in the section headed "*Underwriting — Underwriting Arrangements and Expenses — Hong Kong Public Offering — Grounds for Termination*" in the Prospectus has not been exercised.
- The Company will not issue any temporary documents of title in respect of the Hong Kong Offer Shares. No receipt will be issued for application monies received.

Public Float

- Immediately following the completion of the Global Offering, assuming the Over-allotment Option is not exercised, the number of Shares in public hands represents no less than 25% of the total issued share capital of the Company which satisfies the minimum percentage prescribed in Rule 8.08(1) of the Listing Rules.

Commencement of Dealings

- Dealings in the Offer Shares on the Main Board of the Stock Exchange are expected to commence at 9:00 a.m. on Wednesday, January 15, 2020. The Offer Shares will be traded in board lots of 1,000 Shares each. The stock code of the Offer Shares is 9922.

In view of the high concentration of shareholding in a small number of Shareholders, Shareholders and prospective investors should be aware that the price of the Offer Shares could move substantially even with a small number of Offer Shares traded, and should exercise extreme caution when dealing in the Offer Shares.

OFFER PRICE

The final Offer Price has been determined at HK\$6.60 per Offer Share (exclusive of brokerage of 1.0%, SFC transaction levy of 0.0027% and Stock Exchange trading fee of 0.005%).

NET PROCEEDS FROM THE GLOBAL OFFERING

Based on the Offer Price of HK\$6.60 per Offer Share, the net proceeds from the Global Offering to be received by the Company, after deduction of the underwriting commissions, fees and other estimated expenses payable by the Company in connection with the Global Offering and assuming that the Over-allotment Option is not exercised, are estimated to be approximately HK\$2,075.6 million. The Company intends to apply such net proceeds for the following purposes:

- approximately 74.3% of the total estimated net proceeds, or HK\$1,540.7 million, will be used to expand restaurant network. In particular, the Company intends to allocate:
 - (i) approximately 8.3% of the total estimated net proceeds, or HK\$171.9 million, to be used for opening 18 and 20 Jiu Mao Jiu restaurants in 2020 and 2021, respectively, to further penetrate existing markets;
 - (ii) approximately 44.2% of the total estimated net proceeds, or HK\$917.1 million, to be used for opening 80 and 100 Tai Er restaurants in 2020 and 2021, respectively;
 - (iii) approximately 9.2% of the total estimated net proceeds, or HK\$191.1 million, to be used for opening 24 and 36 restaurants of other brands, which include Double Eggs, Cooking Spicy Kebab and Uncle Chef, in 2020 and 2021, respectively, primarily in Southern China; and
 - (iv) approximately 12.6% of the total estimated net proceeds, or HK\$260.6 million, to be used for restaurants expansion and operation in 2022.
- approximately 6.4% of our total estimated net proceeds, or HK\$133.7 million, will be used to further strengthen the supply and support capabilities for restaurants and enhance the centralized procurement system. In particular, the Company intends to allocate:
 - (i) approximately 3.7% of the total estimated net proceeds, or HK\$76.4 million, to be used for opening one new central kitchen in Foshan by 2021; and
 - (ii) approximately 2.7% of the total estimated net proceeds, or HK\$57.3 million, to be used for renovating existing central kitchens and upgrading equipment and facilities.

- approximately 10.1% of the total estimated net proceeds, or HK\$210.2 million, will be used to repay part of the following loans:
 - (i) a syndicated loan facility of HK dollar equivalent of RMB180.0 million arranged by China Merchants Bank Co., Ltd., Hong Kong Branch, which bears an interest rate of HIBOR plus 0.8% per annum. In the event that the Listing Date falls within nine months from the date of the first drawdown, the maturity date of the syndicated loan facility shall be either one month from the Listing Date or ten months from the date of the first drawdown, whichever is earlier; and
 - (ii) a loan facility of RMB9.9 million from China Merchants Bank Co., Ltd., Guangzhou Branch, which bears an interest rate of 4.35% per annum, due on January 25, 2020.
- approximately 9.2% of the total estimated net proceeds, or HK\$191.1 million, will be used for working capital and general corporate purposes.

If the Over-allotment Option is exercised in full, the Company will receive additional net proceeds of approximately HK\$315.2 million for 50,010,000 Offer Shares to be issued upon the exercise of the Over-allotment Option. Any additional net proceeds received from the exercise of the Over-allotment Option will be used for restaurants expansion and operation in 2022.

For further information, please refer to the section headed “*Future Plans and Use of Proceeds*” in the Prospectus.

APPLICATIONS AND INDICATIONS OF INTEREST RECEIVED

Hong Kong Public Offering

The Company announces that the Hong Kong Offer Shares initially offered under the Hong Kong Public Offering have been very significantly over-subscribed. At the close of the application lists at 12:00 noon on Wednesday, January 8, 2020, a total of 190,329 valid applications have been received pursuant to the Hong Kong Public Offering on **WHITE** and **YELLOW** Application Forms, through giving **electronic application instructions** to HKSCC via CCASS and through the **White Form eIPO** service for a total of 21,264,773,000 Hong Kong Offer Shares, representing approximately 637.82 times of the total number of 33,340,000 Hong Kong Offer Shares initially available for subscription under the Hong Kong Public Offering.

- 184,309 valid applications in respect of a total of 4,723,173,000 Hong Kong Offer Shares were for the Hong Kong Public Offering with an aggregate subscription amount based on the Maximum Offer Price of HK\$6.60 per Offer Share (exclusive of brokerage of 1.0%, SFC transaction levy of 0.0027% and Stock Exchange trading fee of 0.005%) of HK\$5 million or less, representing approximately 283.33 times of the 16,670,000 Hong Kong Offer Shares initially comprised in Pool A; and
- 6,020 valid applications in respect of a total of 16,541,600,000 Hong Kong Offer Shares were for the Hong Kong Public Offering with an aggregate subscription amount based on the Maximum Offer Price of HK\$6.60 per Offer Share (exclusive of brokerage of 1.0%, SFC transaction levy of 0.0027% and Stock Exchange trading fee of 0.005%) of more than HK\$5 million, representing approximately 992.3 times of the 16,670,000 Hong Kong Offer Shares initially comprised in Pool B.

Six applications have been identified and rejected for not being completed in accordance with the instructions set out in the Application Forms. 504 multiple or suspected multiple applications have been identified and rejected. Seven applications have been rejected due to bounced cheques. No application for more than 16,670,000 Hong Kong Offer Shares (being 50% of the Hong Kong Offer Shares initially available under the Hong Kong Public Offering) has been identified.

As the over-subscription in the Hong Kong Public Offering represents 637.82 times the total number of Offer Shares initially available for subscription under the Hong Kong Public Offering, the reallocation procedures as described in the section headed “*Structure of the Global Offering — the Hong Kong Public Offering — Reallocation*” in the Prospectus has been applied and a total of 133,360,000 Offer Shares have been reallocated from the International Offering to the Hong Kong Public Offering. As a result of such reallocation, the final number of Offer Shares under the Hong Kong Public Offering is 166,700,000 Offer Shares, representing 50% of the total number of the Offer Shares initially available under the Global Offering (before any exercise of the Over-allotment Option).

The Hong Kong Offer Shares offered in the Hong Kong Public Offering were conditionally allocated on the basis set out in the paragraph headed “*Basis of allocation under the Hong Kong Public Offering*” below.

International Offering

The Offer Shares initially offered under the International Offering have been significantly over-subscribed, representing approximately 18.5 times of the total number of Offer Shares initially offered under the International Offering. The final number of Offer Shares allocated under the International Offering is 166,700,000 Offer Shares, representing approximately 50% of the total number of Offer Shares initially available under the Global Offering (assuming the Over-allotment Option is not exercised). There are 218 places in total.

Over-allotment Option

In connection with the Global Offering, the Company has granted the Over-allotment Option to the International Underwriters, exercisable by the Joint Global Coordinators (on behalf of the International Underwriters) at any time from the Listing Date until 30 days after the last day for lodging applications under the Hong Kong Public Offering, to require the Company to allot and issue up to an aggregate of 50,010,000 Offer Shares, representing 15% of the total number of Offer Shares initially available under the Global Offering, at the Offer Price under the International Offering to cover over-allocations in the International Offering, if any. There has been an over-allocation of 50,010,000 Shares in the International Offering and such over-allocation will be settled using Shares to be borrowed under the Stock Borrowing Agreement between CMB International Securities Limited and GYH J Limited. Such borrowed Shares will be covered by exercising the Over-allotment Option or by making purchases in the secondary market or by a combination of these means. In the event the Over-allotment Option is exercised, an announcement will be made on the websites of the Company at www.jiumaojiu.com and of the Stock Exchange at www.hkexnews.hk. As of the date of this announcement, the Over-allotment Option has not been exercised. If the Over-allotment Option is exercised in full, the Company will receive additional net proceeds of approximately HK\$315.2 million. Additional net proceeds received due to the exercise of any Over-allotment Option will be used for the purposes set out in the section headed “*Net Proceeds from the Global Offering*” in this announcement.

Cornerstone Investors

The Company has entered into cornerstone investment agreements (each a “Cornerstone Investment Agreement”, and together the “**Cornerstone Investment Agreements**”) with certain cornerstone investors namely (i) BlackRock Strategic Funds — BlackRock Asia Pacific Absolute Return Fund, BlackRock Global Funds — China Flexible Equity Fund, BlackRock Global Funds — China Fund and BlackRock Emerging Frontiers Fund Limited (“**BlackRock Funds**”), (ii) China Alpha Fund Management Ltd (“**China Alpha**”), (iii) WT Investment Management (“**WT**”), and (iv) Orient Sun Rise Global Superior Choice SPC — Global Superior Choice Series Fund One SP (“**GSC Fund One**”), and Orient Sun Rise Global Superior Choice SPC — Vision Fund 1 SP (“**Vision Fund 1**”) (each a “**Cornerstone Investor**”, and together, the “**Cornerstone Investors**”).

Based on the Offer Price of HK\$6.60 per Offer Share, and pursuant to the Cornerstone Investment Agreements, (i) BlackRock Funds has subscribed for 23,558,000 Offer Shares, (ii) China Alpha has subscribed for 17,669,000 Offer Shares, (iii) WT has subscribed for 17,669,000 Offer Shares, and (iv) GSC Fund One and Vision Fund 1 have subscribed for 5,889,000 Offer Shares, in all totaling 64,785,000 Offer Shares, representing in aggregate (i) approximately 19.4% of the Offer Shares in issue upon completion of the Global Offering assuming that the Over-allotment Option is not

exercised; and (ii) approximately 4.9% of the total issued share capital of the Company upon completion of the Global Offering assuming that the Over-allotment Option is not exercised.

The Cornerstone Investors will acquire the Offer Shares pursuant to, and as part of, the International Offering. The Offer Shares to be subscribed for by the Cornerstone Investors will rank *pari passu* in all respects with the other fully paid Offer Shares in issue and will be counted towards the public float of the Company. The Cornerstone Investors will not subscribe for any Offer Shares under the Global Offering (other than pursuant to the respective Cornerstone Investment Agreement).

To the best knowledge of the Directors, save for the investment in the Company through the Cornerstone Placing, each of the Cornerstone Investors is an independent third party, is not the Company's connected person (as defined in the Listing Rules) and does not have any other relationship, whether present or past, with the Group, Directors and senior management, the substantial Shareholders, the Controlling Shareholders, any connected persons (as defined in the Listing Rules) of the Company or any of their respective associates save as disclosed in the paragraph headed "*Cornerstone Investors — The Cornerstone Investors*" in the Prospectus. The subscription of Offer Shares by the Cornerstone Investors under the Cornerstone Placing is not financed directly or indirectly by the Company, any of the Directors, the chief executive, any of the existing Shareholders or their respective close associates. The Cornerstone Investors are making independent investment decisions and the Cornerstone Investors are not accustomed to take instructions from a core connected person (as defined in the Listing Rules) of the Company, any of the Directors, the chief executive, any of the existing Shareholders, or their respective close associates in relation to the acquisition, disposal, voting or other disposition of the Offer Shares.

Immediately following the completion of the Global Offering, the Cornerstone Investors will not have any board representation in the Company, nor will any of them become a substantial Shareholder of the Company. The Cornerstone Investors do not have any preferential rights in the Cornerstone Investment Agreements compared with other public Shareholders. Other than the Cornerstone Investment Agreements, there are no side arrangements between the Company, any of the Directors, the chief executive, any of the existing Shareholders, or their respective associates and the Cornerstone Investors or any benefit, direct or indirect, conferred on the Cornerstone Investors by virtue of or in relation to the Cornerstone Placing.

Each of the Cornerstone Investors has agreed that it will not, without the prior written consent of each of the Company and the Sole Sponsor, whether directly or indirectly, at any time during the period of six months following the Listing Date (the "**Lock-up Period**"), dispose of, in any way, any of the Offer Shares it has purchased pursuant to the Cornerstone Investment Agreements or any interest in any company or entity holding

such Offer Shares, save for certain limited circumstances, such as transfers to any of its wholly-owned subsidiaries who will be bound by the same obligations of such Cornerstone Investors, including the Lock-up Period restriction.

Set out below is the shareholding information with respect to the final Offer Price:

Cornerstone Investor	Investment amount US\$, million	Hong Kong dollar equivalent HK\$, million ⁽¹⁾	Number of Offer Shares to be subscribed for	Approximate percentage of the Offer Shares			Approximate percentage of the Shares in issue immediately following completion of the Global Offering		
				(assuming that Over-allotment Option is not exercised)	(assuming that Over-allotment Option is exercised in full)	(assuming that the Share Option Scheme are granted and exercised)	(assuming that the Over-allotment Option is not exercised)	(assuming that the Over-allotment Option is exercised in full)	(assuming that the Share Option Scheme are granted and exercised)
BlackRock Funds	20	155.5	23,558,000	7.07%	6.14%	4.56%	1.77%	1.70%	1.55%
China Alpha	15	116.6	17,669,000	5.3%	4.61%	3.42%	1.33%	1.28%	1.16%
WT	15	116.6	17,669,000	5.3%	4.61%	3.42%	1.33%	1.28%	1.16%
GSC Fund One and Vision Fund I	5	38.9	5,889,000	1.77%	1.54%	1.14%	0.44%	0.43%	0.39%

(1) Calculated based on an exchange rate of US\$1.00: HK\$7.7744

Please refer to the section headed “*Cornerstone Investors*” in the Prospectus for further details relating to the Cornerstone Investors.

Placées with Consent under Paragraph 5(1) of the Placing Guidelines

Certain Offer Shares were placed to China International Capital Corporation Limited (as agent and the discretionary investment manager of CICC Qirong No. 1 QDII Specific Asset Management Plan) and CMB International Asset Management Limited, being connected clients of the Joint Global Coordinators within the meaning of the Placing Guidelines, details of which are set out below:

Connected Client	Joint Global Coordinator	Number of Shares placed	Approximate percentage of the Offer Shares initially available under the Global Offering*	Approximate percentage of the total issued share capital of the Company immediately following the completion of the Global Offering*	Relationship with the Joint Global Coordinator
China International Capital Corporation Limited (as agent and the discretionary investment manager of CICC Qirong No. 1 QDII Specific Asset Management Plan)	China International Capital Corporation Hong Kong Securities Limited	590,000	0.177%	0.044%	China International Capital Corporation Hong Kong Securities Limited is indirectly wholly owned by China International Capital Corporation Limited
CMB International Asset Management Limited	CMB International Capital Limited	636,000	0.191%	0.048%	CMB International Asset Management Limited is of the same group of companies as CMB International Capital Limited

* Assuming that the Over-allotment Option is not exercised

The Company has applied to the Stock Exchange for, and the Stock Exchange has granted the Company the consent under paragraph 5(1) of the Placing Guidelines to permit the Company to allocate Offer Shares in the International Offering to China International Capital Corporation Limited (as agent and the discretionary investment manager of CICC Qirong No. 1 QDII Specific Asset Management Plan) and CMB International Asset Management Limited. Such Offer Shares will be held by China International Capital Corporation Limited (as agent and the discretionary investment manager of CICC Qirong No. 1 QDII Specific Asset Management Plan) and CMB

International Asset Management Limited on a discretionary basis on behalf of independent third parties and are in compliance with all the conditions under the consent granted by the Stock Exchange.

The Directors confirm to the best of their knowledge, information and belief, having made all reasonable enquiries, save as disclosed above, that no International Offer Shares have been allocated to placees who are (i) Directors or existing Shareholders; or (ii) core connected persons (as such term is defined in the Listing Rules) of the Company; or (iii) the close associates (as such term is defined in the Listing Rules) of (i) and/or (ii), whether in their own names or through nominees. Save as disclosed above, the International Offering is in compliance with the Placing Guidelines. Save as disclosed in this announcement and confirmed by the Directors, no Offer Shares placed by or through the Joint Global Coordinators, the Joint Bookrunners or the Underwriters under the Global Offering have been placed with any core connected person (as defined in the Listing Rules) of the Company or persons set out in paragraph 5 of the Placing Guidelines, whether in their own names or through nominees. The Directors confirm that no subscription of the Offer Shares by the placees or the public has been financed directly or indirectly by any of the Directors, senior management, substantial Shareholders, Controlling Shareholders or existing Shareholders of the Company or any of its subsidiaries or their respective close associates, and none of the placees and the public who has subscribed for the Offer Shares is accustomed to taking instructions from any of the Directors, senior management, substantial Shareholders, Controlling Shareholders or existing Shareholders of the Company or any of its subsidiaries or their respective close associates in relation to the acquisition, disposal, voting or other disposition of the Offer Shares registered in his/her/its name or otherwise held by him/her/it. Save as disclosed above, none of the Sole Sponsor, the Joint Global Coordinators, the Joint Bookrunners, the Joint Lead Managers, the Underwriters or their respective affiliate companies and connected clients of the lead broker or of any distributors (as defined in Appendix 6 of the Listing Rules) has taken up any Offer Shares for its own benefit under the Global Offering. The Directors confirm that (a) no placee will, individually, be placed more than 10% of the enlarged issued share capital of the Company immediately after the completion of the Global Offering; (b) there will not be any new substantial Shareholder (as defined in the Listing Rules) immediately after the completion of the Global Offering; (c) the number of Offer Shares in public hands will satisfy the minimum percentage under Rule 8.08(1) of the Listing Rules as disclosed in the section headed “*Public Float*” below; (d) the three largest public Shareholders do not hold more than 50% of the Offer Shares in public hands at the time of Listing in compliance with Rules 8.08(3) and 8.24 of the Listing Rules; and (e) there will be at least 300 Shareholders at the time of Listing in compliance with Rule 8.08(2) of the Listing Rules.

LOCK-UP UNDERTAKINGS

Pursuant to the respective agreements and/or rules, each of the following Shareholders is subject to certain lock-up undertakings and the following table sets forth the dates when such lock-up periods expire:

Name of Shareholder	Shares held upon completion of the Global Offering (Assuming the Over-allotment Option is not exercised)		Date when the lock-up period expires ¹
	Number	Approximate percentage	
<i>Pre-IPO Investors</i> (including Eskdale Green Limited, YSY J Limited, FY J Limited, HQ J Limited and GDF J Limited)	203,000,000	15.22%	14 July 2020
<i>Controlling Shareholders</i> (including Mr. Guan Yihong and GYH J Limited)	614,445,000	46.08%	
— First Six-Month Period after the Listing			14 July 2020
— Second Six-Month Period after the Listing			14 January 2021 ²
<i>Cornerstone Investors</i> (including BlackRock Funds, China Alpha, WT and GSC Fund One and Vision Fund 1)	64,785,000	4.86%	14 July 2020

Notes:

- (1) Relevant Shares can be dealt with freely on the day after the date indicated (subject to any restriction disclosed herein).
- (2) Except for (among others) disposing of, or entering into any agreement to dispose of any of the Shares or securities of the Company in respect of which the Shareholder is shown by the Prospectus to be the beneficial owner if, immediately following such (among others) disposal, the Shareholder will cease to be a controlling shareholder.

BASIS OF ALLOCATION UNDER THE HONG KONG PUBLIC OFFERING

Subject to the satisfaction of the conditions set out in the section headed “*Structure of the Global Offering — Conditions of the Global Offering*” in the Prospectus, valid applications made by the public on **WHITE** and **YELLOW** Application Forms and through giving **electronic application instructions** to HKSCC via CCASS and to the White Form eIPO Service Provider under the **White Form eIPO** service will be conditionally allocated on the basis set out below:

No. of Shares applied for	No. of valid applications	Basis of allotment/ballot	Approximate percentage allotted of the total no. of Shares applied for
POOL A			
1,000	67,439	16,860 out of 67,439 to receive 1,000 Shares	25.00%
2,000	12,422	3,354 out of 12,422 to receive 1,000 Shares	13.50%
3,000	8,357	2,407 out of 8,357 to receive 1,000 Shares	9.60%
4,000	3,806	1,157 out of 3,806 to receive 1,000 Shares	7.60%
5,000	6,112	1,895 out of 6,112 to receive 1,000 Shares	6.20%
6,000	2,754	892 out of 2,754 to receive 1,000 Shares	5.40%
7,000	5,127	1,759 out of 5,127 to receive 1,000 Shares	4.90%
8,000	1,918	690 out of 1,918 to receive 1,000 Shares	4.50%
9,000	1,517	560 out of 1,517 to receive 1,000 Shares	4.10%
10,000	14,814	5,481 out of 14,814 to receive 1,000 Shares	3.70%
15,000	8,625	3,234 out of 8,625 to receive 1,000 Shares	2.50%
20,000	11,615	4,646 out of 11,615 to receive 1,000 Shares	2.00%
25,000	3,523	1,497 out of 3,523 to receive 1,000 Shares	1.70%
30,000	10,402	4,993 out of 10,402 to receive 1,000 Shares	1.60%
35,000	1,448	710 out of 1,448 to receive 1,000 Shares	1.40%
40,000	1,842	995 out of 1,842 to receive 1,000 Shares	1.35%
45,000	1,239	719 out of 1,239 to receive 1,000 Shares	1.29%
50,000	3,342	2,139 out of 3,342 to receive 1,000 Shares	1.28%
60,000	1,960	1,494 out of 1,960 to receive 1,000 Shares	1.27%
70,000	1,261	1,112 out of 1,261 to receive 1,000 Shares	1.26%
80,000	1,200	1,000 Shares	1.25%
90,000	731	1,000 Shares plus 58 out of 731 to receive additional 1,000 Shares	1.20%
100,000	5,889	1,000 Shares plus 589 out of 5,889 to receive additional 1,000 Shares	1.10%
200,000	3,082	2,000 Shares	1.00%
300,000	1,663	2,000 Shares plus 815 out of 1,663 to receive additional 1,000 Shares	0.83%
400,000	705	3,000 Shares	0.75%
500,000	718	3,000 Shares plus 359 out of 718 to receive additional 1,000 Shares	0.70%
600,000	500	4,000 Shares	0.67%
700,000	298	4,000 Shares plus 164 out of 298 to receive additional 1,000 Shares	0.65%
	184,309		

No. of Shares applied for	No. of valid applications	Basis of allotment/ballot	Approximate percentage allotted of the total no. of Shares applied for
POOL B			
800,000	1,833	8,000 Shares	1.00%
900,000	381	8,000 Shares plus 144 out of 381 to receive additional 1,000 Shares	0.93%
1,000,000	1,498	9,000 Shares	0.90%
2,000,000	831	12,000 Shares	0.60%
3,000,000	361	15,000 Shares	0.50%
4,000,000	168	18,000 Shares	0.45%
5,000,000	192	21,000 Shares	0.42%
6,000,000	109	24,000 Shares	0.40%
7,000,000	83	27,000 Shares	0.39%
8,000,000	68	30,000 Shares	0.38%
9,000,000	31	33,000 Shares	0.37%
10,000,000	132	36,000 Shares	0.36%
15,000,000	43	49,000 Shares	0.33%
16,670,000	<u>290</u>	51,000 Shares	0.31%
	<u><u>6,020</u></u>		

The final number of Offer Shares comprising the Hong Kong Public Offering is 166,700,000 Offer Shares, representing approximately 50% of the total number of Offer Shares initially available under the Global Offering (before any exercise of the Over-allotment Option).

RESULTS OF ALLOCATIONS

The final Offer Price, the level of indications of interests in the International Offering, the level of applications in the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares will be published on Tuesday, January 14, 2020 on the Company's website at www.jiumaojiu.com and the Stock Exchange's website at www.hkexnews.hk.

Results of allocations of the Hong Kong Public Offering, the Hong Kong identity card/passport/Hong Kong business registration numbers of successful applicants (where appropriate) and the number of Hong Kong Offer Shares successfully applied for under **WHITE** and **YELLOW** Application Forms, by **White Form eIPO** and by giving **electronic application instructions** to HKSCC via CCASS, will be made available through a variety of channels on Tuesday, January 14, 2020 as described below:

- in the announcement to be posted on the Company's website at www.jiumaojiu.com and the Stock Exchange's website at www.hkexnews.hk by no later than 9:00 a.m. on Tuesday, January 14, 2020;
- from the designated results of allocations website at www.iporesults.com.hk (alternatively: English <https://www.eipo.com.hk/en/Allotment>; Chinese <https://www.eipo.com.hk/zh-hk/Allotment>) with a "search by ID" function on a 24-hour basis from 8:00 a.m. on Tuesday, January 14, 2020 to 12:00 midnight on Monday, January 20, 2020;
- by telephone enquiry line by calling (852) 2862 8669 between 9:00 a.m. and 10:00 p.m. from Tuesday, January 14, 2020 to Friday, January 17, 2020;
- in the special allocation results booklets which will be available for inspection during opening hours from Tuesday, January 14, 2020 to Thursday, January 16, 2020 at all the receiving bank designated branches.

CMB WING LUNG BANK LIMITED

District	Branch Name	Address
Hong Kong Island	Head Office	45 Des Voeux Road Central
	Johnston Road Branch	118 Johnston Road
Kowloon	Mongkok Branch	B/F CMB Wing Lung Bank Centre, 636 Nathan Road

The final Offer Price, the indications of level of interests in the International Offering, the level of applications in the Hong Kong Public Offering and the basis of allocation of the Hong Kong Offer Shares are also published on Tuesday, January 14, 2020 on the Company's website at www.jiumaojiu.com and the website of the Stock Exchange at www.hkexnews.hk.

SHAREHOLDING CONCENTRATION ANALYSIS

Set out below is the analysis of shareholding concentration in the International Offering and immediately following the Global Offering:

Top 1, 5, 10 and 25 places in the International Offering

Placee	Subscription in the International Offering	Subscription as % of International Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of International Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Shares held immediately following the Global Offering	% of the Company's enlarged total issued capital (assuming no exercise of the Over-allotment Option)	% of the Company's enlarged total issued capital (assuming full exercise of the Over-allotment Option)
Top 1	23,558,000	14.1%	10.9%	7.1%	6.1%	23,558,000	1.8%	1.7%
Top 5	83,586,000	50.1%	38.6%	25.1%	21.8%	83,586,000	6.3%	6.0%
Top 10	127,455,000	76.5%	58.8%	38.2%	33.2%	127,455,000	9.6%	9.2%
Top 25	168,211,000	100.9%	77.6%	50.5%	43.9%	168,211,000	12.6%	12.2%

Top 1, 5, 10 and 25 holders of the Offer Shares in the Global Offering

Placee	Subscription in the International Offering	Subscription as % of International Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of International Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Shares held immediately following the Global Offering	% of the Company's enlarged total issued capital (assuming no exercise of the Over-allotment Option)	% of the Company's enlarged total issued capital (assuming full exercise of the Over-allotment Option)
Top 1	23,558,000	14.1%	10.9%	7.1%	6.1%	23,558,000	1.8%	1.7%
Top 5	83,586,000	50.1%	38.6%	25.1%	21.8%	83,586,000	6.3%	6.0%
Top 10	127,455,000	76.5%	58.8%	38.2%	33.2%	127,455,000	9.6%	9.2%
Top 25	168,211,000	100.9%	77.6%	50.5%	43.9%	168,211,000	12.6%	12.2%

Top 1, 5, 10 and 25 Shareholders upon Listing

Placee	Subscription in the International Offering	Subscription as % of International Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of International Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming no exercise of the Over-allotment Option)	Subscription as % of total Offer Shares initially available under the Global Offering (assuming full exercise of the Over-allotment Option)	Shares held immediately following the Global Offering	% of the Company's enlarged total issued capital (assuming no exercise of the Over-allotment Option)	% of the Company's enlarged total issued capital (assuming full exercise of the Over-allotment Option)
Top 1	—	0.0%	0.0%	0.0%	0.0%	614,445,000	46.1%	44.4%
Top 5	—	0.0%	0.0%	0.0%	0.0%	977,000,000	73.3%	70.6%
Top 10	83,586,000	50.1%	38.6%	25.1%	21.8%	1,060,586,000	79.5%	76.7%
Top 25	152,261,000	91.3%	70.3%	45.7%	39.7%	1,152,261,000	86.4%	83.3%

In view of the high concentration of shareholding in a small number of Shareholders, Shareholders and prospective investors should be aware that the price of the Offer Shares could move substantially even with a small number of Offer Shares traded, and should exercise extreme caution when dealing in the Offer Shares.