THIS CIRCULAR IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION

If you are in doubt as to any aspect of this circular or as to the action to be taken, you should consult your stockbroker or other registered dealer in securities, bank manager, solicitor, professional accountant or other professional advisor.

If you have sold or transferred all your shares in Raymond Industrial Limited, you should at once hand this circular and the accompanying form of proxy to the purchaser or the transferee or to the bank, stockbroker or other agent through whom the sale or transfer was effected for transmission to the purchaser or the transferee.

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(Incorporated in Hong Kong with limited liability)

(Stock code: 0229)

PROPOSALS FOR GENERAL MANDATE TO ISSUE NEW SHARES, RE-ELECTION OF RETIRING DIRECTORS, AND NOTICE OF ANNUAL GENERAL MEETING

A notice of the annual general meeting (the "AGM") of Raymond Industrial Limited (the "Company") to be held at 10/F., United Centre, 95 Queensway, Admiralty, Hong Kong at 2:30 p.m. on 22 May 2020 (Friday) is set out on pages 10 to 13 of this circular.

A form of proxy for use at the AGM is also enclosed with this circular. Whether or not you intend to attend and vote at the AGM in person, you are requested to complete and return the accompanying form of proxy in accordance with the instructions printed thereon to the registered office of the Company at Rooms 1801-1813, 18th Floor, Grandtech Centre, 8 On Ping Street, Shatin, New Territories, Hong Kong as soon as possible but in any event not later than 48 hours before the time appointed for holding AGM or any adjournment thereof. Completion and return of the form of proxy will not preclude you from attending and voting at the AGM or any adjournment thereof should you so wish.

PRECAUTIONARY MEASURES FOR THE ANNUAL GENERAL MEETING

Please see page 1 of this circular for measures being taken to try to prevent and control the spread of the Coronavirus at the Annual General Meeting, including:

- Compulsory temperature checks and health declarations
- Compulsory wearing of surgical face masks
- No distribution of corporate gifts and refreshments

Any person who does not comply with the precautionary measures may be denied entry into the AGM venue. The Company requires attendees to wear face masks and reminds Shareholders that they may appoint the Chairman of the meeting as their proxy to vote on the relevant resolutions at the AGM as an alternative to attending the AGM in person.

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PRECAUTIONARY MEASURES FOR THE ANNUAL GENERAL MEETING

In view of the ongoing Novel Coronavirus (COVID-19) epidemic and recent requirements for prevention and control of its spread, the Company will implement the following preventive measures at the Annual General Meeting to protect attending Shareholders, staff and other stakeholders from the risk of infection:

- (i) Compulsory body temperature checks will be conducted on every Shareholder, proxy and other attendee at the entrance of the AGM venue. Any person with a body temperature of over 37.4 degrees Celsius may be denied entry into the AGM venue or be required to leave the AGM venue.
- (ii) All Shareholders, proxies and other attendees are required to complete and submit at the entrance of the AGM venue a declaration form confirming their names and contact details, and confirming that they have not travelled to, or to their best of knowledge had physical contact with any person who has recently travelled to, any affected countries or areas outside of Hong Kong (as per guidelines issued by the Hong Kong government at www.chp.gov.hk/en/ features/102742.html) at any time in the preceding 14 days. Any person who does not comply with this requirement may be denied entry into the AGM venue or be required to leave the AGM venue.
- (iii) The Company requires attendees to wear surgical face masks inside the AGM venue at all times, and to maintain a safe distance between seats.
- (iv) No refreshments will be served, and there will be no corporate gifts.

To the extent permitted under law, the Company reserves the right to deny entry into the AGM venue or require any person to leave the AGM venue in order to ensure the safety of the attendees at the AGM.

In the interest of all stakeholders' health and safety and consistent with recent COVID-19 guidelines for prevention and control, the Company reminds all Shareholders that physical attendance in person at the AGM is not necessary for the purpose of exercising voting rights. As an alternative, by using proxy forms with voting instructions inserted, Shareholders may appoint the Chairman of the AGM as their proxy to vote on the relevant resolutions at the AGM instead of attending the AGM in person.

The proxy form is attached to the AGM Circular for Shareholders who opt to receive physical circulars. Alternatively, the proxy form can be downloaded from the Company's website at www.raymondfinance.com. If you are not a registered Shareholder (if your Shares are held via banks, brokers, custodians or the Hong Kong Securities Clearing Company Limited), you should consult directly with your banks or brokers or custodians (as the case may be) to assist you in the appointment of proxy.

If Shareholders choosing not to attend the AGM in person have any questions about the relevant resolutions, or about the Company or any matters for communication with the Board, they are welcome to send their questions to the Company's registered office no later than two days prior to the date of the AGM.

If Shareholders have any questions relating to the AGM, please contact Computershare Hong Kong Investor Services Limited, the Company's Share Registrar as follows:

Computershare Hong Kong Investor Services Limited 17M Floor, Hopewell Centre 183 Queen's Road East Wanchai, Hong Kong

E-mail: hkinfo@computershare.com.hk

Tel: 852 2862 8555 Fax: 852 2865 0990

DEFINITIONS

In this circular, unless the context otherwise requires, the following expressions have the following meanings:

"AGM" the annual general meeting of the Company to be convened

and held at 10/F., United Centre, 95 Queensway, Admiralty, Hong Kong at 2:30 p.m. on 22 May 2020 (Friday), the notice

of which is set out on pages 10 to 13 of this circular

"Articles of Association" the articles of association of the Company (as amended from

time to time)

"Board" the board of Directors

"Company" Raymond Industrial Limited, a company incorporated in Hong

Kong with limited liability and the Shares of which are listed

on the Main Board of the Stock Exchange

"controlling shareholder" has the same meaning ascribed to it under the Listing Rules

"Director(s)" the director(s) of the Company

"Group" the Company and its subsidiaries

"HK\$" Hong Kong Dollars, the lawful currency of Hong Kong

"Hong Kong" the Hong Kong Special Administrative Region of the PRC

"Latest Practicable Date" 9 April 2020, being the latest practicable date prior to the

printing of this circular for the purpose of ascertaining certain

information contained herein

"Listing Rules" the Rules Governing the Listing of Securities on the Stock

Exchange

"PRC" The People's Republic of China which, for the purpose

of this circular, exclude Hong Kong, the Macau Special

Administrative Region of the PRC and Taiwan

"SFO" the Securities and Future Ordinance (Cap. 571 of the Laws of

Hong Kong)

DEFINITIONS

"Share(s)" the ordinary share(s) of the Company

"Share Issue Mandate" a general and unconditional mandate proposed to be granted to

the Directors to exercise the powers of the Company to allot, issue and deal with new Shares up to 20% of the aggregate number of issued Shares of the Company as at the date of

passing of the ordinary resolution in relation thereof

"Shareholders" the holder(s) of Share(s)

"Stock Exchange" The Stock Exchange of Hong Kong Limited

"substantial shareholder" has the same meaning ascribed to it under the Listing Rules

"%" per cent

LETTER FROM THE BOARD



(Incorporated in Hong Kong with limited liability)

(Stock code: 0229)

Executive Directors

Dr. Wong, Wilson Kin Lae (Chairman)

Mr. Wong, John Ying Man

Dr. Wong, Raymond Man Hin

Mr. Mok, Kin Hing

Non-executive Directors

Mr. Xiong, Zhengfeng

Mr. Wong, David Ying Kit

Independent Non-executive Directors

Mr. Leung, Michael Kai Hung

Mr. Fan, Anthony Ren Da

Mr. Ng, Yiu Ming

Mr. Lo, Wilson Kwong Shun

Alternate Director

Mr. Zhang, Yuankun

(alternate to Dr. Wong, Wilson Kin Lae)

Registered Office:

Rooms 1801-1813

18th Floor, Grandtech Centre

8 On Ping Street

Shatin, New Territories

Hong Kong

20 April 2020

To the Shareholders

Dear Sir or Madam,

PROPOSALS FOR GENERAL MANDATE TO ISSUE NEW SHARES, RE-ELECTION OF RETIRING DIRECTORS, AND NOTICE OF ANNUAL GENERAL MEETING

1. INTRODUCTION

The purpose of this circular is to provide you with (i) information in respect of the granting of the Share Issue Mandate; (ii) information in respect of the re-election of the retiring Directors; and (iii) the notice of the AGM, and to seek your approval of the resolutions relating to these matters at the AGM.

LETTER FROM THE BOARD

2. GENERAL MANDATE TO ISSUE NEW SHARES

At the annual general meeting of the Company held on 24 May 2019, a general mandate was given by the Company to the Directors to exercise the powers of the Company to allot, issue and deal with Shares of not exceeding 20% of the aggregate number of issued Shares of the Company as at the date of the passing of the resolution. Such general mandate will lapse at the conclusion of the AGM.

At the AGM, an ordinary resolution will be proposed to grant the Share Issue Mandate to the Directors in order to ensure flexibility to the Directors to issue new Shares. As at the Latest Practicable Date, a total of 494,499,860 Shares was in issue. Subject to the passing of the proposed ordinary resolution approving the Share Issue Mandate and on the basis that there are no further changes in the issued Shares of the Company from the Latest Practicable Date up to the date of convening the AGM, the Directors would be allowed under the Share Issue Mandate to issue a maximum of 98,899,972 Shares, representing 20% of the total number of Shares in issue as at the date of passing of the relevant resolution at the AGM.

3. RE-ELECTION OF RETIRING DIRECTORS

In accordance with Article 112 of the Articles of Association, at each annual general meeting of the Company, one-third of the Directors for the time being (or if their number is not three or a multiple of three, then the number nearest to one-third) shall retire from office by rotation. The Directors to retire in every year shall be those who have been longest in office since their last election but as between persons who became Directors on the same day, those to retire shall (unless they otherwise agree between themselves) be determined by lot. A retiring Director shall retain office until the close of the meeting at which he retires and shall then be eligible for re-election at that meeting. Dr. Wong, Wilson Kin Lae; Mr. Mok Kin Hing; Mr. Wong, David Ying Kit and Mr. Leung, Michael Kai Hung will retire by rotation at the AGM. Dr. Wong, Wilson Kin Lae; Mr. Mok Kin Hing and Mr. Wong, David Ying Kit will offer themselves for re-election at the AGM while Mr. Leung, Michael Kai Hung will not offer himself for re-election at the AGM.

The biographical details of the Directors proposed to be re-elected are set out in Appendix I to this circular in accordance with the relevant requirements of the Listing Rules.

4. THE AGM

A notice of the AGM to be held at 10/F., United Centre, 95 Queensway, Admiralty, Hong Kong at 2:30 p.m. on 22 May 2020 (Friday) is set out on pages 10 to 13 of this circular.

LETTER FROM THE BOARD

5. PROXY ARRANGEMENT

A form of proxy for use at the AGM is enclosed with this circular and has been posted on the websites of the Stock Exchange (www.hkex.com.hk) and the Company (www.raymondfinance.com) respectively. Whether or not you intend to attend and vote at the AGM in person, you are requested to complete and return the accompanying form of proxy in accordance with the instructions printed thereon to the registered office of the Company at Rooms 1801-1813, 18th Floor, Grandtech Centre, 8 On Ping Street, Shatin, New Territories, Hong Kong as soon as possible but in any event not less than 48 hours before the time appointed for holding the AGM or any adjournment thereof. Completion and return of the form of proxy will not preclude you from attending and voting at the AGM or any adjournment thereof should you so wish.

6. VOTING BY POLL

Pursuant to Rule 13.39(4) of the Listing Rules, any vote of shareholders at a general meeting must be taken by a poll. Therefore, all resolutions proposed at the AGM shall be voted by poll. The results of the poll will be published on the HKEx news website at www.hkexnews.hk and the Company's website at www.raymondfinance.com after the AGM as soon as possible.

7. RESPONSIBILITY STATEMENT

This circular includes particulars given in compliance with the Listing Rules for the purpose of giving information with regard to the Company. The Directors individually and collectively accept full responsibility for the accuracy of the information contained in this circular and confirm, having made all reasonable enquiries, that to the best of their knowledge and belief, there are no other facts the omission of which would make any statement in this circular misleading.

8. RECOMMENDATION

The Directors consider that (i) the granting of the Share Issue Mandate and (ii) the re-election of the retiring Directors are in the interests of the Company and the Shareholders as a whole. Accordingly, the Directors recommend the Shareholders to vote in favour of the relevant resolutions to be proposed at the AGM.

Yours faithfully
For and on behalf of the Board
Wong, Wilson Kin Lae
Chairman

APPENDIX I

DETAILS OF DIRECTORS PROPOSED TO BE RE-ELECTED

Pursuant to the Listing Rules, the details of the retiring Directors proposed for re-election at the AGM are provided as follows:

1. Dr. WONG, Wilson Kin Lae

Chairman and Executive Director

Dr. Wong, Wilson Kin Lae, aged 84, is the Chairman of the Company. He obtained a Bachelor of Engineering Degree (Chemical Engineering) in 1959 from McGill University in Canada. He was a lecturer at the Hong Kong Technical College. In 1964, Dr. Wong founded the Company. In 1998, he was awarded a honorary Doctor of Science from McGill University in Canada.

Dr. Wong is the father of Dr. Wong, Raymond Man Hin, a deputy executive Chairman and an executive Director of the Company, Dr. Wong is the uncle of Mr. Wong, John Ying Man, an executive Director of the Company and Mr. Wong, Daivd Ying Kit, a non-executive Director of the Company.

Save as disclosed above, Dr. Wong does not have any relationship with any Directors, senior management, substantial or controlling shareholders of the Company and does not hold any directorship or position in the Group, and does not hold any directorship or position in other listed companies the securities of which are listed on any securities market in Hong Kong or overseas in the past three years.

As at the Latest Practicable Date, Dr. Wong is deemed to be interested in 107,348,981 Shares within the meaning of Part XV of the SFO as a result of (i) the corporate interests in 107,198,981 Shares through his beneficial interests in 91.7% of the share capital of Diamond-Harvest Limited, and (ii) the personal interests of his spouse, Ms. Sun, Amelia Kwing Hai, who is interested in 150,000 Shares.

There is no service contract between Dr. Wong and the Company. His directorship is subject to retirement by rotation and re-election at the annual general meeting in accordance with the Articles of Association of the Company. The Director's fee, commission/bonus and others (allowances and benefits) paid to Dr. Wong for the year ended 31 December 2019 were HK\$200,000, HK\$410,000 and HK\$7,350 respectively, which were determined with reference to market condition, his duties and responsibilities in the Group during the year.

Save as disclosed above, there are no other matters concerning Dr. Wong that need to be brought to the attention of the Shareholders nor any information to be disclosed pursuant to Rule 13.51(2)(h) to (v) of the Listing Rules.

DETAILS OF DIRECTORS PROPOSED TO BE RE-ELECTED

2. Mr. MOK, Kin Hing

Executive Director and General Manager

Mr. Mok, Kin Hing, aged 57, was alternate Director to Mr. Wong, Wilson Kin Lae, the Chairman and executive Director of the Company until 1 July 2008 when he was appointed as an executive Director with effect from 1 July 2008. Mr. Mok joined the Company as a production planning coordinator in 1990. He was appointed as a production manager in 1993 and general manager of Raymond (Panyu Nansha) Electrical Appliances Development Co. Ltd. in 1996. Since 2005, Mr. Mok has been appointed as a member of Chinese People's Political Consultative Conference in Guangzhou City, Nansha District.

Save as disclosed above, Mr. Mok does not have any relationship with any Directors, senior management, substantial or controlling Shareholders of the Company and does not hold any directorship and position in the Group or in other listed companies the securities of which are listed on any securities market in Hong Kong or overseas in the past three years.

As at the Latest Practicable Date, Mr. Mok has personal interests in 1,825,000 Shares and 3,000,000 underlying Shares in respect of share options granted by the Company within the meaning of Part XV of the SFO.

There is no service contract between Mr. Mok and the Company. His directorship is subject to retirement by rotation and re-election at the annual general meeting in accordance with the Articles of Association of the Company. The director's fee, salaries, commission/bonus and others (allowances and benefits) paid to Mr. Mok for the year ended 31 December 2019 were HK\$150,000, HK\$1,620,000, HK\$270,000 and HK\$522,000 respectively, which were determined with reference to market condition, his duties and responsibilities in the Group during the year.

Save as disclosed above, there are no other matters concerning Mr. Mok that need to be brought to the attention of the Shareholders nor any information to be disclosed pursuant to Rule 13.51(2)(h) to (v) of the Listing Rules.

DETAILS OF DIRECTORS PROPOSED TO BE RE-ELECTED

3. Mr. WONG, David Ying Kit

Non-Executive Director

Mr. Wong, David Ying Kit, aged 56, was appointed a non-executive Director on 26 May 2014. Prior to his appointment, he was an alternate Director of Dr. Wong, Philip Kin Hang (a retired non-executive director of the Company) on 4 July 2008. Mr. Wong is a Registered Architect and Authorized Person in Hong Kong. He also a member of the Hong Kong Institute of Architects. Mr. Wong is the founder and executive director of Hong Kong Wine Vault.

Mr. Wong is a nephew of Dr. Wong, Wilson Kin Lae, an executive Director and the Chairman of the Company; a brother of Mr. Wong, John Ying Man, an executive Director and a cousin of Dr. Wong, Raymond Man Hin, a deputy executive Chairman and an executive Director.

Save as disclosed above, Mr. Wong does not have any relationship with any Directors, senior management, substantial or controlling shareholders of the Company and does not hold any directorship and position in the Group or in other listed companies the securities of which are listed on any securities market in Hong Kong or overseas in the past three years.

As at the Latest Practicable Date, Mr. Wong has personal interests in 1,350,000 Shares within the meaning of Part XV of the SFO.

There is no service contract between Mr. Wong and the Company. His directorship is subject to retirement by rotation and re-election at the annual general meeting in accordance with the Articles of Association of the Company. The director's fee will be paid to Mr. Wong for the year ended 31 December 2019 were HK\$150,000, was determined with reference to market conditions, his duties and responsibilities in the Group during the year.

Save as disclosed above, there are no other matters concerning Mr. Wong that need to be brought to the attention of the Shareholders nor any information to be disclosed pursuant to Rule 13.51(2)(h) to (v) of the Listing Rules.



(Incorporated in Hong Kong with limited liability)
(Stock code: 0229)

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT the annual general meeting (the "**AGM**") of Raymond Industrial Limited (the "**Company**") will be held at 10/F., United Centre, 95 Queensway, Admiralty, Hong Kong at 2:30 p.m. on 22 May 2020 (Friday) for the following purposes:

Ordinary Business

- 1. To receive and adopt the audited financial statements, report of the board (the "**Board**") of directors (the "**Directors**") of the Company and the independent auditors of the Company for the year ended 31 December 2019.
- 2. To declare a final dividend of HK4 cents per share for the year ended 31 December 2019.
- 3. (a) To re-elect Dr. Wong, Wilson Kin Lae as an executive Director;
 - (b) To re-elect Mr. Mok Kin Hing as an executive Director;
 - (c) To re-elect Mr. Wong, David Ying Kit as a non-executive Director; and
 - (d) To authorise the Board of Directors to fix the remuneration of the Directors.

Special Business

To consider and, if thought fit, to pass with or without amendments the following resolutions as ordinary resolutions:

4. "THAT

(a) subject to paragraph (c) of this resolution, the exercise by the Directors during the Relevant Period (as hereinafter defined) of all the powers of the Company to allot, issue and deal with additional shares of the Company (the "Shares") and to make or grant offers, agreements and options (including bonds, warrants and debentures convertible into the Shares) which might require the exercise of such powers be and is hereby generally and unconditionally approved;

- (b) the approval in paragraph (a) of this resolution shall authorise the Directors during the Relevant Period to make or grant offers, agreements and options (including bonds, warrants and debentures convertible into the Shares) which might require the exercise of such powers after the end of the Relevant Period;
- (c) the aggregate number of issued Shares of the Company allotted or agreed conditionally or unconditionally to be allotted, issued or dealt with (whether pursuant to an option or otherwise) by the Directors pursuant to the approval in paragraph (a) of this resolution, otherwise than pursuant to (i) a Rights Issue (as hereinafter defined); (ii) the exercise of the subscription rights or conversion under the terms of any securities which are convertible into the Shares or warrants to subscribe for the Shares; (iii) any share option scheme or similar arrangement for the time being adopted for the grant to the Directors and employees of the Company and/or other eligible persons of the rights to acquire the Shares; or (iv) any scrip dividend on the Shares in accordance with the Articles of Association of the Company, shall not exceed 20% of the aggregate number of issued Shares of the company as at the date of the passing of this resolution; and
- (d) for the purpose of this resolution:

"Relevant Period" means the period from the passing of this resolution until whichever is the earlier of:

- (i) the conclusion of the next annual general meeting of the Company;
- (ii) the expiration of the period within which the next annual general meeting of the Company is required by the Articles of Association of the Company or any applicable law to be held; or
- (iii) the revocation or variation of the authority given under this resolution by ordinary resolution of the shareholders in general meeting;

and

"Rights Issue" means an offer of Shares open for a period fixed by the Directors to holders of Shares on the register of members of the Company on a fixed record date in proportion to their then holdings of such Shares (subject to such exclusions or other arrangements as the Directors may deem necessary or expedient in relation to fractional entitlements or having regard to any restrictions or obligations under the laws of or the requirements of any recognised regulatory body or any stock exchange in any territory outside Hong Kong)."

By Order of the Board Wong, Wilson Kin Lae Chairman

Hong Kong, 20 April 2020

Registered office and principal place of business: Rooms 1801-1813, 18th Floor, Grandtech Centre 8 On Ping Street, Shatin New Territories, Hong Kong

Notes:

- 1. Any member of the Company entitled to attend and vote at the above meeting is entitled to appoint one or more proxies to attend and vote in his stead. A proxy need not be a member of the Company.
- 2. In the case of joint holders of a Share, any one of such joint holders may vote, either in person or by proxy, in respect of such Share as if he was solely entitled thereto; but if more than one of such joint holders are present at the above meeting, the vote of the person, whether attending in person or by proxy, whose name stands first on the register of members of the Company in respect of such Share shall be accepted to the exclusion of the vote(s) of the other joint holder(s).
- 3. To be valid, a form of proxy, together with the power of attorney or other authority, if any, under which it is signed, or a certified copy of such power or authority must be deposited at the registered office of the Company at Rooms 1801-1813, 18th Floor, Grandtech Centre, 8 On Ping Street, Shatin, New Territories, Hong Kong not less than 48 hours before the time appointed for the holding of the above meeting or any adjourned meeting. Completion and return of the form of proxy will not preclude any member from attending and voting at the above meeting (or any adjournment thereof) in person.
- 4. The Register of Members of the Company will be closed for the following periods:—
 - (1) For the purpose of determining shareholders who are entitled to attend and vote at the forthcoming annual general meeting to be held on Friday, 22 May 2020 (the "2020 AGM"), the register of members of the Company will be closed from Monday, 18 May 2020 to Friday, 22 May 2020, both days inclusive. In order to be qualified for attending and voting at the 2020 AGM, all transfer documents, accompanied by the relevant share certificates, should be lodged for registration with the Company's share registrar, Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Hong Kong no later than 4:30 p.m. on Friday, 15 May 2020.
 - (2) For the purpose of determining shareholders who are qualified for the final dividend, the register of members of the Company will be closed from Thursday, 28 May 2020 to Monday, 1 June 2020, both days inclusive. In order to be qualified for the final dividend, all transfer documents, accompanied by the relevant share certificates, should be lodged for registration with the Company's share registrar, Computershare Hong Kong Investor Services Limited at Shops 1712-1716, 17/F., Hopewell Centre, 183 Queen's Road East, Hong Kong no later than 4:30 p.m. on Wednesday, 27 May 2020.
- 5. A circular containing, inter alia, details of the proposed general mandate to issue shares of the Company and information of the retiring Directors who are proposed to be re-elected at the 2020 AGM will be dispatched to the shareholders of the Company.

As at the date hereof, the Board comprises the following Directors:

Executive Directors:

Dr. Wong, Wilson Kin Lae; Mr. Wong, John Ying Man; Dr. Wong, Raymond Man Hin and Mr. Mok, Kin Hing

Non-executive Directors:

Mr. Xiong, Zhengfeng and Mr. Wong, David Ying Kit

Independent Non-executive Directors:

Mr. Leung, Michael Kai Hung; Mr. Fan, Anthony Ren Da, Mr. Ng, Yiu Ming and Mr. Lo, Wilson Kwong Shun

Alternate Director:

Mr. Zhang, Yuankun (alternate to Dr. Wong, Wilson Kin Lae)