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## FUTURE PLANS AND USE OF [REDACTED]

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### FUTURE PLANS

See “Business – Our Strategies” in this document for a detailed description of our future plans.

### USE OF [REDACTED]

Assuming that the [REDACTED] is not exercised, after deducting the [REDACTED] and other estimated [REDACTED] expenses payable by us in connection with the [REDACTED], and assuming an [REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED] of HK\$[REDACTED] and HK\$[REDACTED]), we estimate that we will receive net [REDACTED] of approximately HK\$[REDACTED] from the [REDACTED]. We intend to use the [REDACTED] from the [REDACTED] for the purposes and in the amounts set forth below:

- approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], for expansion of city-specific cloud hospital platforms to enlarge our medical networks and user base. We plan to further expand our cloud hospital network to new cities and enrich our service offerings and capabilities on our existing city-specific cloud hospital platforms, thereby enlarging our network of medical institutions and attracting new and maintaining existing users. In particular, we plan to allocate:
  - (i) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for increasing penetration of our city-specific cloud hospital platforms to more cities such as the Yangtze River Delta, Pearl River Delta, the Beijing-Tianjin-Hebei Metropolitan Region, and Central and Western China. For ascertaining the target cities for development, we aim to assess the market potential of cities based on their respective size of population (for example, we typically prefer cities with a population of above 1.0 million, subject to other considerations), economic development status, public acceptance of digital healthcare and residents’ consumer behavior for purposes of establishing the city-specific cloud hospital platforms. Meanwhile, we intend to explore market opportunities around cities in which we have established solid market presence. For example, Ningbo Cloud Hospital platform is deployed via the Internet home care services infrastructure and is referred to as a role model of Zhejiang province by the provincial government of Zhejiang in terms of digital healthcare application. Accordingly, we expect to closely monitor any relevant market opportunities arising from Zhejiang province as part of our development strategies. Apart from opportunities in Zhejiang province, we will also leverage our success in Shenyang to further expand to cities nearby. In addition, we will explore expansion to more cities in the three provincial-level Internet healthcare service supervision platforms in Jiangsu, Liaoning and Yunnan provinces;

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- (ii) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for strengthening our business development capabilities and designing, promoting and implementing cloud hospital platforms, to attract more medical institutions, in particular large hospitals;
- approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], for enriching our offerings across the industry value chain to provide more professional and diversified healthcare services. We aim to further strengthen our collaborations with medical specialists of different areas at top medical institutions, and enhance and diversify our medical specialty-based service offerings to address the diversified needs of patients, thereby further improving their experience and enlarging the user base of our cloud hospital platforms. In particular, we plan to allocate:
  - (i) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for enhancing our collaborations with renowned medical specialists and medical groups to develop more medical specialty-based solutions and services, and recruiting professional operations talents to promote and market our medical specialty-based service offerings. We intend to form medical specialty consortiums in joint efforts with medical specialists and doctor groups, and are willing to explore innovative ways of cooperation with them. We also intend to recruit approximately 100 professional operations talents with relevant industry experience;
  - (ii) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for diversifying service offerings to end patients and healthcare consumers and increasing efforts to market and promote our brand and raise awareness of our service offerings, to improve user stickiness and recognition of our cloud hospital platforms;
- approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], for research and development on technology infrastructure and data capabilities. We plan to continually improve the technology infrastructure of our platforms and our data processing and security capabilities. We intend to increase investments in research and development to enhance the security, reliability and flexibility of our cloud hospital platforms. We also intend to continually integrate big data analytics, AI and blockchain technology to our platforms to further enhance our service capabilities. In particular, we plan to allocate:
  - (i) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for continuously investing in and upgrading our cloud-based infrastructure. We intend to upgrade our cloud-based infrastructure through enhancing its security, reliability and flexibility via integration of advanced technology;

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- (ii) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for recruiting and training top engineers and technical experts, and purchasing and integrating third-party technology, to continuously reinforce our data analytical capabilities, including big data and AI. In particular, we intend to recruit approximately 100 top engineers and technical experts;
- (iii) approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for development and application of technology to our cloud hospital platforms to improve our medical service quality controls and data security capabilities;
- approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], in the next three to five years, for potential mergers and acquisitions opportunities. We plan to enrich the healthcare service offerings on our platforms through strategic cooperation and mergers and acquisitions, so as to create additional value for stakeholders of the healthcare system. We favor target companies that (i) have advanced technology capabilities, including, for example, data processing and security capabilities, (ii) can help us develop more medical specialty-based service offering, including, for example, chronic disease management services and smart healthcare products, and (iii) are supplementary to our business and can generate synergistic effects. We may also prudently assess a target's financial condition, management capabilities and compliance history, among other things. As of the Latest Practicable Date, we have not identified any potential investment or acquisition target or entered into any definite investment or acquisition agreement. According to Frost & Sullivan, there are currently more than 1,000 candidates based on the foregoing criteria for potential investment or acquisition in China; and
- approximately [REDACTED]% of the net [REDACTED], or HK\$[REDACTED], for working capital and other general corporate purposes.

In the event that the [REDACTED] is set at the maximum [REDACTED] or the minimum [REDACTED] of the indicative [REDACTED], the net [REDACTED] of the [REDACTED] will increase or decrease by approximately HK\$[REDACTED], respectively.

The additional net [REDACTED] that we would receive if the [REDACTED] were exercised in full would be (i) HK\$[REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per Share, being the maximum [REDACTED] of the indicative [REDACTED]), (ii) HK\$[REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per Share, being the mid-point of the indicative [REDACTED]) and (iii) HK\$[REDACTED] (assuming an [REDACTED] of HK\$[REDACTED] per Share, being the minimum [REDACTED] of the indicative [REDACTED]).

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

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## **FUTURE PLANS AND USE OF [REDACTED]**

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To the extent that the net [REDACTED] of the [REDACTED] are not immediately used for the above purposes or if we are unable to effect any part of our future development plans as intended, we will hold such funds in short-term deposits with licensed banks or authorized financial institutions (as defined under the Securities and Futures Ordinance or other applicable laws in the PRC) in Hong Kong or the PRC for so long as it is deemed to be in the best interests of the Company. In such event, we will comply with the appropriate disclosure requirements under the Listing Rules.