
FUTURE PLANS AND [REDACTED]

FUTURE PLANS

See "Business – Our Strategies" for a detailed description of our future plans.

USE OF [REDACTED]

After deducting the [REDACTED], commissions and estimated expenses payable by us in relation to the [REDACTED], we estimate that we will receive net [REDACTED] of:

- approximately HK\$[REDACTED] from the [REDACTED], assuming the [REDACTED] is determined to be HK\$[REDACTED] per [REDACTED], being the high-end of the indicative [REDACTED] range stated in this document;
- approximately HK\$[REDACTED], assuming the [REDACTED] is determined to be HK\$[REDACTED] per [REDACTED], being the low-end of the indicative [REDACTED] range stated in this document; or
- approximately HK\$[REDACTED], assuming the [REDACTED] is determined to be HK\$[REDACTED] per [REDACTED], being the mid-point of indicative [REDACTED] range stated in this document.

Assuming an [REDACTED] at the mid-point of the indicative [REDACTED] range, we intend to use the net [REDACTED] from the [REDACTED] for the following purposes and in the amounts set out below, subject to changes in light of our evolving business needs and changing market conditions:

- **approximately [REDACTED]%, or HK\$[REDACTED] million, will be used to expand our logistics networks, improve our infrastructure, and strengthen our sorting and warehouse capacity and capabilities in Southeast Asia and other existing markets, including:**
 - o For machinery and equipment upgrade: we plan to increase the number of our automated sorting machines and equipment, upgrade our hardware and software with data analytics and AI-enabled intelligent decision making capability at our sorting centers, to optimize delivery routes and timing and deliver greater estimated delivery accuracy with real-time visibility, reducing human error and labor costs per parcel thereby increasing efficiency and optimizing capacity;
 - o For line-haul network: we plan to further strengthen our line-haul network through acquiring additional transportation vehicles to expand self-owned fleet, adding additional line-haul routes and peak network capacity. To enhance our line-haul transportation efficiency, we will also enhance our line-haul capacities of engaging select transportation service providers with efficient and premium services; and
 - o For sorting center and warehouse network expansion: we plan to strategically acquire land use rights or properties in Southeast Asia and other existing markets, and enter into lease agreements in certain areas or locations to expand our sorting center and warehouse network, which we expect will increase our sorting capacity, shorten distance from sorting centers to outlets and our network partners, lower cost for us and our network partners, and improve our capabilities to serve a more extensive network.

FUTURE PLANS AND [REDACTED]

- **approximately [REDACTED]%, or HK\$[REDACTED] million, will be used to expand in new markets and diverse our service offering, including:**
 - o New Markets and geographical service coverage expansion: we plan to replicate our success in Southeast Asia and in other carefully selected markets. We plan to further invest in infrastructure such as sorting centers, line-haul transportation, facilities and equipment in these markets. We intend to further invest in building pickup and delivery outlets and capabilities. We will also explore cooperation with network partners in these areas to acquire the capability of last-mile pickup and first-mile delivery capacities;
 - o New service offerings: we plan to invest in the expansion and development of our business primarily on an organic basis, including expanding our services offerings in warehousing, transportation, supply chain solutions, etc. We may also consider selective investment and acquisition opportunities strategically across the logistics value chain. We will consider various criteria when evaluating the investment and acquisition targets, including: infrastructure, service capability and quality, customer base, synergy effect, and reputation of the target; and
 - o Investment in cross-border services: to leverage our well-developed domestic logistics network in Southeast Asia and other existing markets and better service our customers and e-commerce platforms, we plan to make select investment in the cross-border industry, including but not limited to enhancing our cross-border network and relationship with logistics service providers.

- **approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for research and development and technology innovations, including:**
 - o IT system and infrastructure: we plan to continually develop our cloud infrastructure and system and develop our proprietary JMS/JLS system to cater to our globalized operations, including adding more customized modules and functions tailored for different markets and service offerings, for more effective deployment of the system in new markets we enter into or for new service offering we launch in the future. We also intend to further develop our integrated technology platform and enhance functionalities across data management, network management, service quality management, customer relationship management, transportation management, and device and materials management, among others. We will develop more applications and APIs to further improve customer experience and enhance our operational efficiency;
 - o Automated sorting: we plan to further develop our automated sorting system and enhance the connectivity of equipment across sorting centers. We intend to deploy more AI technologies in our system to increase traceability of the parcels and improve the accuracy and speed for parcel sortation, in order to further increase capacity and reliability of our sorting centers and optimize the overall delivery process;

FUTURE PLANS AND [REDACTED]

- o AI and data analytics: we plan to further unify the data scattered across our daily operations through our data management platform and develop more advanced machine learning and deep learning algorithms. We intend to further improve our data analytics capabilities based on advanced machine learning in order to coordinate logistics resources in real time, perform more accurate forecasting of delivery demands, and optimize delivery routes and allocation of parcels across our logistics network; we also intend to invest in cloud such as Internet of Things (IoT), Natural Language Processing (NLP), and computer vision, among others, to employ AI across our business operations to improve our efficiency and enhance end customer experience; and
 - o R&D and IT investment: we plan to invest in our R&D team and in partnership with other institutions globally for the enhanced technology capabilities, R&D and technology innovations endeavors.
- **approximately [REDACTED]%, or HK\$[REDACTED] million, will be used for general corporate purposes and working capital needs.**

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

If the [REDACTED] is exercised in full, the net [REDACTED] that we will receive will be (i) approximately HK\$[REDACTED] million, assuming an [REDACTED] of HK\$[REDACTED] per Share (being the high-end of the indicative [REDACTED] range); (ii) approximately HK\$[REDACTED] million, assuming an [REDACTED] of HK\$[REDACTED] per Share (being the low-end of the indicative [REDACTED] range); and (iii) approximately HK\$[REDACTED] million, assuming an [REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED] range). In the event that the [REDACTED] is exercised in full, we intend to apply the additional net [REDACTED] to the above purposes in the proportions stated above.

To the extent that the net [REDACTED] of the [REDACTED] are not immediately required for the above purposes or if we are unable to put into effect any part of our plan as intended, to the extent permitted by applicable law and regulations and so long as it is deemed to be in the best interests of the Company, we will hold such funds in short-term interest-bearing accounts at authorized licensed banks or financial institutions.

We will issue announcements, where required, if there is any material change in the use of [REDACTED] mentioned above.