
FUTURE PLANS AND [REDACTED]

FUTURE PLANS AND PROSPECTS

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

[REDACTED]

We estimate that we will receive [REDACTED] from the [REDACTED] of approximately HK\$[REDACTED], after deducting [REDACTED], fees and estimated expenses payable by us in connection with the [REDACTED], and assuming the [REDACTED] being not exercised and an [REDACTED] of HK\$[REDACTED] per Share, which is the mid-point of the indicative [REDACTED] stated in this document. If the [REDACTED] is set at HK\$[REDACTED] per Share, which is the high end of the indicative [REDACTED], the net [REDACTED] from the [REDACTED] will increase by approximately HK\$[REDACTED]. If the [REDACTED] is set at HK\$[REDACTED] per Share, which is the low end of the indicative [REDACTED], the [REDACTED] from the [REDACTED] will decrease by approximately HK\$ [REDACTED].

Assuming an [REDACTED] at the mid-point of the [REDACTED], we currently intend to apply these net [REDACTED] for the following purposes:

- [REDACTED]%, or approximately HK\$[REDACTED], will be used to enhance our service capabilities, improve customer coverage, and expand categories of intralogistics equipment. Specifically:
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to strengthen our marketing capabilities. We plan to expand our sales team and improve sales and marketing methods, including participating exhibitions and conducting online and offline advertising activities to increase brand awareness and attract additional customers from the manufacturing, logistics, and other targeted industries.
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to expand our service outlet, further enhancing our service efficiency and customer outreach. As of December 31, 2022, we established a nationwide service network with 161 service outlet covering 87 cities in China. In the upcoming years, we plan to increase the number of service outlets located in key manufacturing and logistics hubs across China to further improve our service coverage, reach more customers, and provide timely services to meet their various needs.
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to expand the scale and categories of our intralogistics equipment fleet. We plan to continuously invest in acquiring intralogistics equipment, expanding our categories of intralogistics equipment, and providing corresponding lifecycle

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solutions to increase our market shares and demonstrate our scale advantages. For instance, we plan to acquire additional intralogistics equipment, covering storage, sorting, and conveying equipment.

- [REDACTED]%, or approximately HK\$[REDACTED], will be used to expand and upgrade our supply chain infrastructure. This includes both improving our existing supply chain facilities and constructing new supply chain bases according to our strategies. Specifically:
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to expand and upgrade our existing supply chain facilities, specifically for our equipment part warehouses at our headquarter and automated warehouses in local bases. We plan to enhance our current facilities by performing maintenance on our manufacturing processes, upgrading equipment and service capacities at our main supply chain bases, and renovating our equipment part warehouses to improve efficiency. Our aim is to streamline our supply chain by automating the storage and retrieval of parts, resulting in reduced manual labor and increased accuracy.
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to build new supply chain bases in strategic locations across China to better synergize our resources. We plan to improve our connectivity with both upstream and downstream industry sectors with high transportation efficiency and accessibility.
- [REDACTED]%, or approximately HK\$[REDACTED], will be used to strengthen our technology capabilities and infrastructure. Specifically:
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to upgrade our IoT infrastructure. For example, we plan to launch more wearable devices and install multidimensional sensors to improve our IoT infrastructure. These upgrades will enable efficient tracking and recording of intralogistics equipment. Additionally, we plan to recruit additional employee and collaborate with research institutions and leading companies to establish a cooperative platform for IoT intelligent management.
 - [REDACTED]%, or approximately HK\$[REDACTED], will be used to enhance our overall digital technology capabilities. We plan to enhance our data analysis by investing in big data, cloud computing, and other new software technologies.
- [REDACTED]%, or approximately HK\$[REDACTED], will be used to conduct strategic mergers and acquisitions that align with our regional coverage, industry focus, and business priorities. We will particularly focus on participants that have strengths in terms of asset quality, service capacities, customer resources, market

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influence and talent pool that complement our business and strategy. As of the Latest Practicable Date, we had no specific acquisition plans nor identified any specific targets. We will seek collaboration opportunities in a sustainable and prudent manner after the [REDACTED].

- [REDACTED]%, or approximately HK\$[REDACTED], will be used for our general working capital and general corporate purposes.

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] stated in this document.

If the [REDACTED] is exercised in full, the net [REDACTED] that we will receive will be approximately HK\$[REDACTED], assuming an [REDACTED] of HK\$[REDACTED] per Share (being the mid-point of the indicative [REDACTED]). In the event that the [REDACTED] is exercised in full, we intent to apply the additional net [REDACTED] to the above purposes in the proportions stated above.

To the extent that the [REDACTED] from the [REDACTED] are not immediately applied to the above purposes and to the extent permitted by applicable law and regulations, so long as it is deemed to be in the best interests of the Company, we may hold such funds in short-term demand deposits with licensed banks or authorized financial institutions in Hong Kong. We will issue an appropriate announcement if there is any material change to the above [REDACTED].