

Dear Registered Shareholders,

Raymond Industrial Limited (the "Company")

– Notice of Publication of (1) Annual Report 2023 and (2) Circular dated 25 April 2024 in relation to the Proposals for General Mandate to Issue and New Shares, Re-election of Retiring Directors and Notice of Annual General Meeting ("AGM Notice"); (3) AGM Notice; (4) Proxy Form (collectively the "Current Corporate Communications"); and 2023 Environmental, Social and Governance Report (the "ESG Report")

The Current Corporate Communications and the ESG Report of the Company have been published in English and Chinese languages and are available on the website of The Stock Exchange of Hong Kong Limited ("HKEX") at www.hkexnews.hk and the Company's website at www.raymondfinance.com. If you have any difficulty in receiving or gaining access to the Current Corporate Communications posted on the Company's website for any reason, please send your request (specifying your name, address and request) by email at raymondind.ecom@computershare.com.hk or by notice in writing to the Company's Hong Kong share registrar (the "Share Registrar"), Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong. The Company will promptly upon receipt of your request send the Current Corporate Communications to you in printed form free of charge.

Arrangement of Electronic Dissemination of Corporate Communications

Pursuant to Rule 2.07A of the Rules Governing The Listing of Securities on The Stock Exchange of Hong Kong Limited under the expansion of paperless listing regime and electronic dissemination of corporate communications that came into effect on 31 December 2023, the Articles of Association of Raymond Industrial Limited (the "Company") and the Companies Ordinance (Chapter 622 of the Laws of Hong Kong), the Company is writing to inform you that the Company has adopted electronic dissemination of corporate communications (the "Corporate Communications"), which, as prescribed under the Listing Rules, mean any documents issued or to be issued by the Company for the information or action of holders of any of its securities, including but not limited to (a) the directors' report, its annual accounts together with a copy of the auditors' report and, where applicable, its summary financial report; (b) the interim report and, where applicable, its summary interim report; (c) a notice of meeting; (d) a listing document; (e) a circular and (f) a proxy form.

Please note that both the English and Chinese versions of all future Corporate Communications will be available electronically on the website of the Company at www.raymondfinance.com and the HKEXnews website at www.hkexnews.hk in place of printed copies.

Solicitation of electronic contact details

To ensure timely receipt of the latest Corporate Communications and Actionable Corporate Communications*, the Company recommends you to provide your email address by completing, signing and returning the enclosed reply form (the "Reply Form") to the Company's Hong Kong share registrar (the "Share Registrar"), Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong.

Pursuant to section 833 of the Companies Ordinance, the Company hereby requests you to agree that Corporate Communications may be sent or supplied by the Company to you by making the Corporate Communications available electronically on the Company's website and HKEX's website abovementioned. If the Company does not receive the duly completed and signed Reply Form or any response in writing indicating any objection from you by 24 April 2024, and until you inform the Share Registrar, you are deemed to have consented to read all future Corporate Communications published on the website of the Company at www.raymondfinance.com (the "Website Version"), and a notification of the publication of the Corporate Communications on the Company's website will be sent to you in the future. Should you object to receiving Corporate Communications in such manner or have not agreed that Corporate Communications may be sent to you in electronic form, the Company will send you Corporate Communications in printed form.

If you elect to receive the Website Version of future Corporate Communications, you are requested to provide an email address in the Reply Form for the purpose of receiving (i) email notifications for the publication of the relevant Corporate Communications on the website of the Company as and when Corporate Communications are published on the website of the Company and (ii) all future Actionable Corporate Communications* in electronic form from the Company. If no valid and functional email address is provided by you in the Reply Form or if you are otherwise deemed to have consented to receive the Website Version of future Corporate Communications, the Company will send to you by post at your address as appearing in the Company's register of members maintained by the Share Registrar, (i) a notification letter for the publication of Corporate Communications on the website of the Company and (ii) all future Actionable Corporate Communications in printed form, until such time when you have provided a valid and a functional email address to the Share Registrar for receiving the same.

If you want to receive future Corporate Communications in printed form, please complete the Reply Form on the reverse side and send it to the Share Registrar or send an email to raymondind.ecom@computershare.com.hk specifying your name, address and request to receive the Corporate Communications in printed form. Please note that such instruction shall be valid for one year starting from the receipt date of your instruction and will expire thereafter.

Should you have any queries relating to this letter, please send an email to raymondind.ecom@computershare.com.hk.

By order of the Board
Raymond Industrial Limited
Dr. Wong, Man Hin Raymond
Chairman

* Actionable Corporate Communication is any corporate communication that seeks instructions from issuer's securities holders on how they wish to exercise their rights or make an election as the issuer's securities holder.

各位登記股東：

利民實業有限公司（「本公司」）

(1) 2023年報、(2) 有關建議一般授權發行新股份、重選退任董事及股東週年大會通告（「股東週年大會通告」）之日期為2024年4月25日之通函、(3) 股東週年大會通告，以及(4) 代表委任表格（統稱「本次公司通訊」）；及2023可持續發展報告（「可持續發展報告」）之發佈通知

本公司的本次公司通訊文件及可持續發展報告備有中、英文版本，並已上載於香港聯合交易所有限公司（「香港交易所」）網站（www.hkexnews.hk）及本公司網站（www.raymondfinance.com），歡迎瀏覽。閣下若因任何理由以致在收取或接收載於本公司網址上的本次公司通訊文件出現困難，閣下可將要求（註明閣下的姓名、地址及要求）以電郵方式發送到本公司之電郵地址 raymondind.ecom@computershare.com.hk 或以書面方式郵寄致本公司的香港股份過戶登記處（「股份過戶處」）香港中央證券登記有限公司，地址為香港灣仔皇后大道東183號合和中心17M樓。本公司將於接到閣下通知後，盡快向閣下免費發送有關本次公司通訊文件的印刷本。

以電子方式發布公司通訊之安排

根據香港聯合交易所有限公司證券上市規則第2.07A條已於2023年12月31日起生效的擴大無紙化制度及以電子方式發布公司通訊規定下，利民實業有限公司（「公司」）的組織章程細則以及公司條例（香港法例第622章），公司謹此通知閣下，公司已採用以電子方式發布公司通訊（「公司通訊」）之安排，該公司通訊是指公司向任何證券持有人提供資訊或提醒其採取行動而發布或將要發布的任何文件，包括但不限於(a) 董事會報告、年度帳目以及審計報告副本以及（如適用）財務摘要報告；(b) 中期報告及其中期報告摘要（如適用）；(c) 會議通知；(d) 上市文件；(e) 通函和 (f) 代表委任表格。

請注意，所有未來公司通訊的英文版和中文版將在公司網站 www.raymondfinance.com 和披露易網站 www.hkexnews.hk 上提供，以代替印刷本。

徵集電子聯絡資料

為確保及時收到最新的公司通訊及可供採取行動的公司通訊*，公司建議閣下透過填妥、簽署本函背頁之回條（「回條」）並交回公司的香港股份過戶登記處（「股份過戶處」）香港中央證券登記有限公司，地址為香港灣仔皇后大道東183號合和中心17M樓，以提供閣下的電子郵件地址。

根據公司條例第833條，本公司藉此要求閣下同本公司可通過在上述公司網站及香港交易所網站上以電子方式送交或提供公司通訊予閣下。倘若公司於2024年4月24日之前尚未收到閣下已填妥並簽署之回條或表示反對之任何書面回覆，閣下將被視為已同意瀏覽於本公司網站 www.raymondfinance.com（「網上版本」）上的所有公司通訊，而公司日後將向閣下發送已在公司網站登載的公司通訊之通知。如果閣下反對以這種方式接收公司通訊或已不同意公司通訊可以電子形式送交給閣下，公司將向閣下發送公司通訊印刷本。

如閣下選擇接收日後公司通訊的網上版本，閣下需要在回條中提供電郵地址，以便接收(i) 當公司通訊登載於公司網站時有關公司網站發布相關公司通訊的電郵通知，以及(ii) 公司日後以電子形式發布的所有可供採取行動的公司通訊*。若閣下在回條中沒有提供有效且可用的電郵地址，或閣下被視為已同意接收日後公司通訊的網上版本，公司將根據股份過戶處所存置的股東名冊上所示的地址透過郵寄方式向閣下發送(i) 在公司網站上發布公司通訊的通知函及(ii) 所有日後可供採取行動的公司通訊的印刷本，直至閣下向股份過戶登記處提供有效且可用的電郵地址以接收該等公司通訊。

若閣下希望收取日後公司通訊之印刷本，請填妥回條或發送電子郵件至 raymondind.ecom@computershare.com.hk，並註明閣下的姓名、地址以及收取公司通訊印刷本的要求。請注意，收取未來公司通訊印刷本之指示由收悉閣下指示當日起計一年內有效，此後將過期。

如閣下對本函有任何疑問，請發送電子郵件至 raymondind.ecom@computershare.com.hk。

承董事會命
利民實業有限公司
黃文顯博士
主席

2024年4月25日

*「可供採取行動的公司通訊」指任何涉及要求發行人的證券持有人指示其擬如何行使其有關證券持有人的權利或作出選擇的公司通訊。

