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In preparation for the Global Offering, our Company has sought the following waivers from strict compliance with the relevant provisions of the Listing Rules and exemptions from strict compliance with the relevant provisions of the Companies (Winding Up and Miscellaneous Provisions) Ordinance.

WAIVER IN RELATION TO MANAGEMENT PRESENCE IN HONG KONG

Pursuant to Rule 8.12 of the Listing Rules, we must have sufficient management presence in Hong Kong. This normally means that at least two of the executive Directors must be ordinarily resident in Hong Kong.

The headquarters of our Group is located in the PRC. Since all of the business operations and management functions of our Group are carried out in the PRC, there is no business need to appoint executive Directors based in Hong Kong. As none of our executive Directors or senior management currently resides in Hong Kong, we do not and, for the foreseeable future, will not have sufficient management presence in Hong Kong for the purpose of satisfying the requirement under Rule 8.12 of the Listing Rules.

Accordingly, we have applied to the Stock Exchange for, and the Stock Exchange has agreed to grant, a waiver from strict compliance with the requirements under Rule 8.12 of the Listing Rules, subject to the condition that the following measures and arrangements are made for maintaining regular communication between the Stock Exchange and us:

- (a) pursuant to Rule 3.05 of the Listing Rules, we have appointed two authorized representatives, namely Mr. Tian Lijun (田立軍), our executive Director and Ms. Szeto Kar Yee Cynthia (司徒嘉怡), a joint company secretary of our Company, to act as the principal channel of communication between the Stock Exchange and our Company. The authorized representatives will be available to meet with the Stock Exchange in Hong Kong within a reasonable period of time upon request and will be readily contactable by the Stock Exchange by telephone, facsimile and/or email to deal promptly with any enquiries which may be made by the Stock Exchange. Each of the authorized representatives is authorized to communicate on behalf of our Company with the Stock Exchange;
- (b) each of the authorized representatives has access to all Directors (including the independent non-executive Directors) promptly at all times as and when the Stock Exchange wishes to contact the Directors on any matters. Our Company will implement a policy whereby:

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- i. each Director will provide his or her mobile phone number, office phone number, email address and facsimile number to the authorized representatives;
 - ii. each Director will provide his or her phone numbers or means of communication to the authorized representatives when he or she is travelling; and
 - iii. each Director will provide his or her mobile phone number, office phone number, email address and facsimile number to the Stock Exchange;
- (c) in compliance with Rule 3A.19 of the Listing Rules, our Company has retained Somerley Capital Limited as our compliance adviser who will act as an additional channel of communication with the Stock Exchange and our Company for the period commencing on the Listing Date and ending on the date that our Company publishes its financial results for the first full financial year commencing after the Listing Date pursuant to Rule 13.46 of the Listing Rules;
- (d) any meetings between the Stock Exchange and the Directors may be arranged through the authorized representatives within a reasonable time frame;
- (e) our Company will inform the Stock Exchange promptly in respect of any change in our Company's authorized representatives; and
- (f) our Directors who are not ordinarily resident in Hong Kong possess or will apply for valid travel documents to visit Hong Kong and would be able to meet with the Stock Exchange within a reasonable period of time upon request.

WAIVER IN RELATION TO OUR JOINT COMPANY SECRETARY

Pursuant to Rules 3.28 and 8.17 of the Listing Rules and the Guidance on experience and qualification requirements of a company secretary (HKEx-GL108-20), the company secretary of our Company must be an individual who, by virtue of his or her academic or professional qualifications or relevant experience, is, in the opinion of the Stock Exchange, capable of discharging the functions of a company secretary. According to the Guidance Letter HKEx-GL108-20, the waiver under Rule 3.28 of the Listing Rules will be granted for a fixed period of time, but in any case, will not exceed three years from the Listing Date (the “**Waiver Period**”) and on the conditions that (i) the company secretary in question must be assisted by a person who possesses the qualifications or experience as required under Rule 3.28 and is appointed as a joint company secretary throughout the Waiver Period; and (ii) the waiver can be revoked if there are material breaches of the Listing Rules by the Company.

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We have appointed Ms. Yang Yanling (楊艷玲) as one of our joint company secretaries. Ms. Yang joined the Group in March 2018 and currently serves as a human resources manager of the Group and is in charge of the overall management of the human resources department and assists in the management of other operation departments including medical, design and creative departments. Before joining the Group, Ms. Yang served as a human resources specialist in Beijing Suifang Information Technology Co., Ltd. (北京隨方信息技術有限公司) from August 2015 to February 2018, a human resources specialist in Beijing SDL Technology Co., Ltd. (北京雪迪龍科技股份有限公司) from December 2014 to July 2015 and worked in the human resources department in Beijing Zeyuan Huitong Technology Development Co., Ltd. (北京澤源惠通科技發展有限公司) from March 2013 to November 2014. Ms. Yang obtained a bachelor's degree in agriculture from Hebei North University (河北北方學院) in June 2013. However, Ms. Yang Yanling (楊艷玲) does not possess the qualification and sufficient relevant experience as stipulated in Rule 3.28 of the Listing Rules and may not be able to solely fulfill the requirements as stipulated under Rule 3.28 and Rule 8.17 of the Listing Rules. As a result, our Company has appointed and engaged Ms. Szeto Kar Yee Cynthia (司徒嘉怡), who is an associate member of the Hong Kong Institute of Chartered Secretaries and the Chartered Governance Institute (formerly known as the Institute of Chartered Secretaries and Administrators) in the United Kingdom and thus meets the requirements under Rule 3.28 of the Listing Rules, to act as the other joint company secretary of our Company and to provide assistance to Ms. Yang Yanling (楊艷玲) for an initial period of three years from the Listing Date so as to fully comply with the requirements set forth under Rules 3.28 and 8.17 of the Listing Rules.

Ms. Szeto Kar Yee Cynthia (司徒嘉怡) will work closely with Ms. Yang Yanling (楊艷玲) to jointly discharge the duties and responsibilities as joint company secretaries with reference to their past experience and education background and Ms. Szeto Kar Yee Cynthia (司徒嘉怡) will assist Ms. Yang Yanling (楊艷玲) to acquire the relevant experience as required under Rules 3.28 and 8.17 of the Listing Rules. In addition, we will ensure Ms. Yang Yanling (楊艷玲) has access to relevant training and support to familiarize herself with the Listing Rules and other relevant rules and regulations in Hong Kong. Further, Ms. Yang Yanling (楊艷玲) undertakes to take no less than 15 hours of relevant training courses on the Listing Rules, corporate governance, information disclosure, investors relation as well as the functions and duties of the company secretary of a Hong Kong listed issuer during each financial year as required under Rule 3.29 of the Listing Rules.

We have applied to the Stock Exchange for, and the Stock Exchange has granted, a waiver from strict compliance with Rule 3.28 and Rule 8.17 of the Listing Rules, for an initial period of three years from the Listing Date, on the condition that Ms. Szeto Kar Yee Cynthia (司徒嘉怡) is engaged as a joint company secretary and provides assistance to Ms. Yang Yanling (楊艷玲) during this period. If Ms. Szeto Kar Yee Cynthia (司徒嘉怡) ceases to render assistance to Ms. Yang

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Yanling (楊艷玲) during this period, or if there are material breaches of the Listing Rules by our Company, the waiver will be immediately revoked. It is intended that before the expiry of the initial period of three years, a further evaluation of the qualification and experience of Ms. Yang Yanling (楊艷玲) and the need for on-going assistance would be made. The expectation is that our Company and Ms. Yang Yanling (楊艷玲) would then endeavor to demonstrate to the Stock Exchange's satisfaction that Ms. Yang Yanling (楊艷玲) having had the benefit of Ms. Szeto Kar Yee Cynthia (司徒嘉怡)'s assistance, would then have acquired the "relevant experience" within the meaning of Rule 3.28 of the Listing Rules such that a further waiver may not be required.

For further details of the biographies of Ms. Yang Yanling (楊艷玲) and Ms. Szeto Kar Yee Cynthia (司徒嘉怡), see the section headed "Directors and Senior Management".

WAIVER IN RESPECT OF AVAILABILITY OF COPIES OF THE PROSPECTUS IN PRINTED FORM

Pursuant to Rules 12.04(3), 12.07 and 12.11 of the Listing Rules, we are required to make available copies of the prospectus in printed form.

We have adopted a fully electronic application process for the Hong Kong Public Offering and we will not provide printed copies of this prospectus or printed copies of any application forms to the public in relation to the Hong Kong Public Offering. Electronic, in lieu of printed, prospectuses and application forms will help mitigate the environmental impact of printing, including the exploitation of precious natural resources such as trees and water, the handling and disposal of hazardous materials, air pollution, among others. In addition, given the widespread availability and the use of the Internet, electronic application is the most used and popular channel for application in Hong Kong public offerings. A fully electronic application process with no printed application forms and prospectus will allow our Company to fulfil its social responsibility of protecting the environment while at the same time lower costs and improve efficiencies without compromising investor protection and information dissemination. Such approach will also reinforce Hong Kong's reputation as a progressive, forward-thinking financial market by upholding social responsibility through digitalization. The proposed waiver from the Prospectus Availability Requirements is also consistent with the recent amendments to the Listing Rules relating to paperless listing and subscription regime and environmental, social and governance matters commencing on or after July 5, 2021.

In light of the severity of the ongoing COVID-19 pandemic, the provision of printed prospectuses and printed white and yellow application forms will elevate the risk of contagion of the virus through circulation and collection of printed materials. The government of Hong Kong has imposed social distancing measures to restrict public gatherings since early 2020 to minimize

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the risk of COVID-19 spreading in public and has created a new norm for the public to practice social distancing. Stricter social distancing measures have been imposed since December 2020 as the number of cases of infection in the territory dramatically increased. In any event, it is impossible to accurately predict the development of the COVID-19 pandemic as of the Latest Practicable Date. In this uncertain environment, an electronic application process with a paperless prospectus will reduce the need for prospective investors to gather in public, including branches of the receiving bank and other designated points of collection, in connection with the Hong Kong Public Offering.

Our Hong Kong Share Registrar has implemented enhanced measures to support the **HK eIPO White Form** service, including increasing its server capacity and making available a telephone hotline to answer investors' queries in connection with the fully electronic application process. Our Hong Kong Share Registrar will also create a step-by-step guide setting out the steps for payment and completion of application for the retail investors as well as FAQs to address potential questions from the retail investors in relation to the Hong Kong Public Offering and the electronic application channels. Both the guide and the FAQs will be available in both English and Chinese and will be displayed in the **IPO App** and on the **HK eIPO White Form** service website. For details of the telephone hotline and the application process, please see "How to Apply for the Hong Kong Public Offer Shares".

We will publish a formal notice of the Global Offering on the official websites of the Stock Exchange and our Company and in selected English and Chinese local newspapers describing the fully electronic application process including the available channels for share subscription and the enhanced support provided by our Hong Kong Share Registrar in relation to the Hong Kong Public Offering and reminding investors that no printed prospectuses or application forms will be provided. We will advertise through the **HK eIPO White Form** service in the **IPO App** and on the **HK eIPO White Form** service website the electronic methods for subscription of the Hong Kong Public Offer Shares.

We have applied for, and the Stock Exchange has granted to us, a waiver from strict compliance with the requirements under Rules 12.04(3), 12.07 and 12.11 of the Listing Rules in respect of the availability of copies of the prospectus in printed form based on our specific and prevailing circumstances.

CONTINUING CONNECTED TRANSACTIONS

We have entered into, and are expected to continue, certain transactions that will constitute non-exempt continuing connected transactions of our Company under the Listing Rules upon the Listing. Accordingly, we have applied to the Stock Exchange for, and the Stock Exchange has

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granted, waivers in relation to certain continuing connected transactions between us and certain connected persons under Chapter 14A of the Listing Rules. For further details in this respect, see the section headed “Continuing Connected Transactions” in this prospectus.

WAIVER AND EXEMPTION IN RELATION TO THE PRE-IPO SHARE OPTION SCHEME

Under Rule 17.02(1)(b) of, and paragraph 27 of the Part A of Appendix I to the Listing Rules, and paragraph 10 of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance, this prospectus is required to include, among other things, details of the number, description, and amount of any shares in or debentures of our Company which any person has, or is entitled to be given, an option to subscribe for, together with certain particulars of each option, namely the period during which it is exercisable, the price to be paid for shares or debentures subscribed for under it, the consideration (if any) given or to be given for it or for the right to it, the names and addresses of the persons to whom it was given, and their potential dilution effect on the shareholding upon listing as well as the impact on the earnings per share arising from the exercise of such outstanding options (the “**Share Option Disclosure Requirements**”).

As of Latest Practicable Date, our Company have granted Pre-IPO Share Options under the Pre-IPO Share Option Scheme to 62 Grantees on April 2, 2021, including Directors, senior management and other employees of our Group, to subscribe for an aggregate of 26,754,000 Shares, representing 3.88% of the total issued share capital immediately after completion of the Global Offering (assuming the Over-allotment Option is not exercised and without taking into account any Shares which may be issued upon the exercise of any options granted or to be granted under the Share Option Schemes), on the terms set out in “Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme” to this prospectus.

Our Company has applied to the Stock Exchange and the SFC for: (i) a waiver from strict compliance with the applicable Share Option Disclosure Requirements; and (ii) a certificate of exemption under section 342A of the Companies (Winding Up and Miscellaneous Provisions) Ordinance exempting our Company from strict compliance with paragraph 10(d) of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance, respectively, on the ground that strict compliance with the above requirements would be unduly burdensome for our Company for the following reasons, and the exemption would not prejudice the interests of the investing public:

- (a) the 62 Grantees comprise three Directors, four senior management, two other connected persons of our Company and six employees who were granted Pre-IPO Share Options to subscribe for 260,000 or more Shares. The remaining 47 Grantees are other employees

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of our Group and are not connected persons of our Company. Strict compliance with the above disclosure requirements to disclose names, addresses and entitlements on an individual basis in respect of these 47 grantees will require additional number of pages of disclosure that does not provide any material or meaningful information to the investing public;

- (b) strict compliance with such disclosure requirements in setting out full details of all the Grantees in this prospectus requires our Company to compile information and seek and obtain consent from each of the Grantees in order to comply with personal data privacy laws and principles and to ensure that each employee is comfortable with the number of options granted to him/her and others, which would be significantly time consuming and unduly burdensome;
- (c) as the Pre-IPO Share Options are in many instances considered as part of the Grantee's remuneration package, information on such options is highly sensitive and confidential among the Grantees and to our Group. Given the nature of the business of our Company and the fact that among professional physicians platforms in China, few have the level of precision delivery capability required by pharmaceutical and medical device companies to conduct targeted marketing across multiple digital channels, it is extremely important for our Company to recruit and retain talents and the success of our Company's long term development plan will depend on the loyalty and contribution of the Grantees;
- (d) the full disclosure on the Pre-IPO Share Options granted to each of the Grantees, would allow the employees of our Group to gain access to the others' compensation, which could negatively affect the employees' morale, give rise to negative internal competitions, and lead to an increase in the costs for recruitment and retention. The lack of full disclosure with the above disclosure requirements will give our Company flexibility in terms of determining the compensation of our broader group of employees;
- (e) the full disclosure of the details of the Grantees (which include their addresses), as well as the Pre-IPO Share Options granted to each of them, would provide our Group's competitors with our Group's employees' compensation details and facilitate their soliciting activities which, given the nature of the business of our Company and the fact that among professional physicians platforms in China, few have the level of precision delivery capability required by pharmaceutical and medical device companies to conduct targeted marketing across multiple digital channels, could impact our Group's ability to recruit and retain valuable personnel;

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- (f) lack of full compliance with the above disclosure requirements would not prevent our Company from providing its potential investors with an informed assessment of the activities, assets, liabilities, financial position, management and prospects of our Company;
- (g) material information relating to the Pre-IPO Share Options under the Pre-IPO Share Option Scheme will be disclosed in this prospectus, including the total number of Shares subject to the Pre-IPO Share Option Scheme, the exercise price per Share, the potential dilution effect on shareholding, and impact on earnings per Share upon full exercise of the Pre-IPO Share Options granted under the Pre-IPO Share Option Scheme. Our Directors consider that the information that is reasonably necessary for the potential investors to make an informed assessment of our Company in their investment decision making process has been included in this prospectus; and
- (h) the names and addresses of the remaining 47 other Grantees are immaterial information to potential investors to make an informed assessment of our Company in their investment decision making process.

The Stock Exchange has granted to us a waiver under the Listing Rules on the conditions that:

- (a) full details of the Pre-IPO Share Options under the Pre-IPO Share Option Scheme granted to each of (i) our Directors, (ii) members of our senior management, (iii) connected persons of our Company and (iv) other grantees who were granted Pre-IPO Share Options to subscribe for 260,000 or more Shares, will be disclosed in “Appendix IV — Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme” to this prospectus, on an individual basis, as required under the applicable Share Option Disclosure Requirements;
- (b) for the remaining Grantees (being the other Grantees who are not (i) our Directors, (ii) members of our senior management, (iii) connected persons of our Company, or (iv) other grantees who were granted Pre-IPO Share Options to subscribe for 260,000 or more Shares), disclosure will be made for, on an aggregate basis of (1) the aggregate number of Grantees and the number of Shares underlying the Pre-IPO Share Options granted to them under the Pre-IPO Share Option Scheme, (2) the consideration paid for the grant of the Pre-IPO Share Options under the Pre-IPO Share Option Scheme, (3) the exercise period and (4) the exercise price for the Pre-IPO Share Options granted under the Pre-IPO Share Option Scheme;

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- (c) there will be disclosure in this prospectus for the aggregate number of Shares underlying the Pre-IPO Share Options under the Pre-IPO Share Option Scheme and the percentage of our Company's total issued share capital represented by such number of Shares as of the Latest Practicable Date;
- (d) the dilutive effect and impact on earnings per Share upon full exercise of the Pre-IPO Share Options under the Pre-IPO Share Option Scheme will be disclosed in "Appendix IV — Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme" to this prospectus;
- (e) a summary of the major terms of the Pre-IPO Share Option Scheme will be disclosed in "Appendix IV — Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme" to this prospectus;
- (f) the particulars of the waiver and the exemption will be disclosed in this prospectus;
- (g) a full list of all the Grantees (including those persons whose details have already been disclosed in this prospectus) under the Pre-IPO Share Option Scheme, containing all the particulars as required under the applicable Share Option Disclosure Requirements be made available for public inspection in accordance with the section headed "Appendix V — Documents Delivered to the Registrar of Companies and Available for Inspection" to this prospectus;
- (h) further information relating to the Grantees who have been granted Pre-IPO Share Options is provided to the Stock Exchange; and
- (i) the grant of a certificate of exemption under the Companies (Winding Up and Miscellaneous Provisions) Ordinance from the SFC exempting our Company from the disclosure requirements provided in paragraph 10(d) of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance.

The SFC has agreed to grant to our Company the certificate of exemption under section 342A of the Companies (Winding Up and Miscellaneous Provisions) Ordinance from strict compliance with paragraph 10(d) of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance on the conditions that:

- (a) on an individual basis, full details of the Pre-IPO Share Options under the Pre-IPO Share Option Scheme granted to each of (i) our Directors, (ii) members of our senior management, (iii) connected persons of our Company and (iv) other grantees who were

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granted Pre-IPO Share Options to subscribe for 260,000 or more Shares, will be disclosed in “Appendix IV — Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme” to this prospectus as required under paragraph 10 of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance;

- (b) for the remaining Grantees (being the other Grantees who are not (i) our Directors, (ii) members of our senior management, (iii) connected persons of our Company, or (iv) other grantees who were granted Pre-IPO Share Options to subscribe for 260,000 or more Shares), disclosure will be made of, on an aggregate basis, (1) the aggregate number of Grantees and the number of Shares underlying the Pre-IPO Share Options granted to them under the Pre-IPO Share Option Scheme, (2) the consideration paid for the grant of the Pre-IPO Share Options under the Pre-IPO Share Option Scheme, (3) the exercise period and (4) the exercise price for the Pre-IPO Share Options granted under the Pre-IPO Share Option Scheme;
- (c) a full list of all the Grantees (including those persons whose details have already been disclosed in this prospectus) under the Pre-IPO Share Option Scheme, containing all the particulars as required under paragraph 10 of Part I of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance, will be made available for public inspection in accordance with the section headed “Appendix V — Documents Delivered to the Registrar of Companies and Available for Inspection” to this prospectus; and
- (d) the particulars of the exemption will be disclosed in this prospectus and that this prospectus will be issued on or before June 30, 2021.

Further details of the Pre-IPO Share Option Scheme are set forth in “Appendix IV — Statutory and General Information — D. Share Option Schemes — 1. Pre-IPO Share Option Scheme” to this prospectus.

WAIVER IN RELATION TO PUBLIC FLOAT

Rule 8.08(1)(a) of the Listing Rules generally requires that at least 25% of an issuer’s total number of issued shares must at all times be held by the public. However, Rule 8.08(1)(d) of the Listing Rules provides that the Stock Exchange may, at its discretion, accept a lower percentage of between 15% and 25%, if an issuer meets the following requirements under Rule 8.08(1)(d) of the Listing Rules:

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- (a) the issuer will have an expected market capitalization at the time of listing of over HK\$10 billion;
- (b) the number of securities concerned and the extent of their distribution would enable the market to operate properly with a lower percentage;
- (c) the issuer will make appropriate disclosure of the lower prescribed percentage of public float in the initial listing document;
- (d) the issuer will confirm the sufficiency of the public float in successive annual reports after listing; and
- (e) a sufficient portion (to be agreed in advance with the Stock Exchange) of any securities intended to be marketed contemporaneously within and outside Hong Kong must normally be offered in Hong Kong.

To maintain the flexibility of a lower public float upon and after Listing, we have applied to the Stock Exchange to request the Stock Exchange to exercise its discretion under Rule 8.08(1)(d) of the Listing Rules, and the Stock Exchange has granted to us, a waiver from strict compliance with the requirements under Rule 8.08(1)(a) of the Listing Rules and that the minimum percentage of the Shares from time to time held by the public will be the higher of: (i) 22.47%, being the percentage of Shares held by the public upon completion of the Global Offering (where the Over-allotment Option is not exercised) and (ii) such percentage of Shares held by the public after the full or partial exercise of the Over-allotment Option.

In support of the application, we confirmed to the Stock Exchange that:

- (a) it is expected that the Company will have a market capitalization of approximately HK\$16,633.2 million to HK\$18,772.8 million at the time of Listing (i.e. giving effect to the completion of the Global Offering but without taking into account the exercise of the Over-allotment Option). Thus, the proposed market capitalization of our Company upon the completion of the Listing is expected to meet the minimum level required by Rule 8.08(1)(d) of the Listing Rules and therefore satisfies the market capitalization requirement for a lower public float;
- (b) there will be an open market in the Shares and that the number of Shares concerned and the extent of their distribution would enable the market to operate properly with only 22.47% of the total number of issued Shares of our Company in public hands from time to time;

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- (c) we will undertake to make appropriate disclosure of the lower prescribed percentage of public float of our Company in this prospectus and to confirm the sufficiency of the public float in successive annual reports after Listing; and

- (d) we will comply with Rules 8.08(2) and 8.08(3) of the Listing Rules at the time of Listing. We will also implement appropriate measures and mechanisms to ensure continuous maintenance of the minimum percentage of public float prescribed by the Stock Exchange.