# Synopsis of Hong Kong Stock Exchange's New Guide for New Listing Applicants

# Client Alert

The descriptions and analyses of any laws, regulations and rules in this synopsis are based on our general understanding of the relevant laws, regulations and rules and are for reference only. Nothing in this synopsis should be regarded as our legal advice or opinions on the relevant issues.

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#### **Background: New Guide for New Listing Applicants**

In an effort to enable new listing applicants and their advisers to systematically and conveniently navigate all new listing-related guidance, The Stock Exchange of Hong Kong Limited (the "HKEX") published the <u>Guide</u> for New Listing Applicants (the "Guide") on November 29, 2023. A few things to note with respect to the Guide:

- The Guide will come into effect on January 1, 2024;
- The Guide consolidated and enhanced all currently effective guidance letters and listing decisions relating to new listings.
  - Consolidation: A diagram setting out applicability of key chapters of the Guide in a typical new listing is included in the section headed "<u>Applicability of the Guide in A Typical New Listing</u>" of this synopsis. For readers' ease of reference, we set out in the section headed "<u>Table of Destination</u>" of this synopsis a table of destination, setting out the connection between currently effective guidance letters and listing decisions and relevant portions of the Guide;
  - Enhancement: Despite no major changes being made, the HKEX incorporated certain updates to existing guidance relating to new listings, the key updates of which are summarized in the section headed "<u>Highlights of</u> <u>Key Updates to HKEX's Guidance</u>" of this synopsis;
- Upon the effectiveness of the Guide, corresponding guidance letters and listing decisions will be **archived**. The HKEX will **only issue new guidance by way of updating the Guide**.

This Guide is divided into six main sections: (i) eligibility and suitability for listing; (ii) special listing regimes; (iii) disclosure in a listing document generally applicable to all new listing applicants; (iv) specific topics relating to a new listing application; (v) other listing structures; and (vi) other matters, with an annex setting out streamlined listing decisions to enhance readability and presentation while retaining the HKEX's principles and guidance.

The HKEX emphasized that the Guide is not exhaustive and is not intended to be a checklist for satisfying the listing document content requirements under applicable laws and regulations and/or the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules"). The Guide does not override the Listing Rules, and if there is any conflict or inconsistency between the Guide and the Listing Rules, the Listing Rules shall prevail.

#### Highlights of Key Updates to HKEX's Guidance

A summary of the key updates to the existing guidance relating to new listings from the HKEX is set out below:

| HIGHLIGHTS OF KEY UPDATES TO GUIDANCE FROM HKEX   |  |   |
|---|--|---|
| ΤΟΡΙϹ   | UPDATED GUIDANCE   | REFERENCE IN<br>THE GUIDE                                       |
| LATEST REGULATOR  | Y PRACTICE <u>(AS HIGHLIGHTED BY HKEX)</u>   |   |
| Contractual<br>Arrangements   | <ul> <li>In exceptional circumstances, applicants may be allowed to use contractual<br/>arrangements if their non-restricted businesses are inseparable from the prohibited or<br/>restricted businesses, and/or are immaterial in terms of revenue, profit or otherwise<br/>during the track record period and after listing</li> </ul> | Paragraph 15 of Chapter<br>4.1                                  |
| Title Certificate<br>RequirementsIn the absence of the requisite certificates for land and properties that are significant<br>to an applicant's operations, the HKEX has the discretion to consider, on a case-by-<br>case basis, whether such defect would affect the applicant's suitability for listing or<br>can otherwise be addressed by way of disclosureParagraph<br>4.11 |  | Paragraph 2 of Chapter<br>4.11                                  |
| Over-boarded<br>Independent Non-<br>executive Director<br>("INED")Where an applicant identifies an INED who will be holding their 7th (or more) listed<br>company directorship, the applicant should consider appointing another INED instead<br>(rather than disclosing why its board believes the individual would be able to devote<br>sufficient time to the board)           |  | Paragraph 7 of Chapter<br>3.10                                  |
| Special Purpose <ul> <li>Updated to "A SPAC and a Successor Company should seek legal advice on the extent to which its listing document at initial listing and the De-SPAC transaction (as the case may be) must comply with the prospectus requirements of the C(WUMP)O." (changes underlined)</li> </ul>   |  | Paragraph 10 of Chapter<br>2.4                                  |
| Biological Assets   | <ul> <li>Clarified the guidance that the sponsor should advise details of, and steps taken to<br/>address, any limitations on due diligence (e.g., limitation in stock take)</li> </ul>  | Paragraph 4 – Risks and<br>limitations, (ii) of Chapter<br>4.10 |
| PROSPECTUS DISCLOSURE REQUIREMENTS  |  |   |
| Corporate<br>Governance &<br>Environmental,<br>Social and<br>Governance<br>("ESG")  | <ul> <li>New chapter on disclosure requirements of Corporate Governance &amp; ESG, including in<br/>Directors and Senior Management section, Business section, Risk Factors section,<br/>Industry Overview section, Applicable Laws and Regulations section and Financial<br/>Information section</li> </ul>                             | Chapter 4.3   |

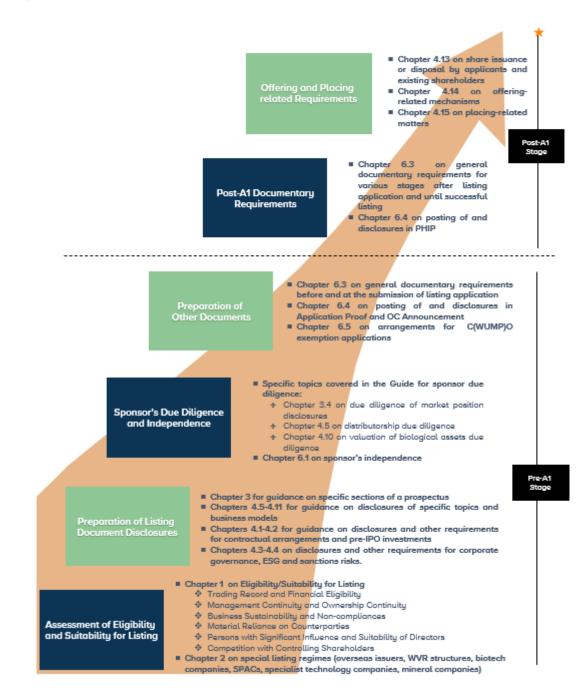
| ΤΟΡΙϹ                | UPDATED GUIDANCE  | <b>REFERENCE IN</b> |
|----------------------|---|---------------------|
|                      |   | THE GUIDE           |
|                      |   |                     |
| Biotech<br>Companies | <ul> <li>Added some illustrations of a Regulated Product to have been developed beyond the<br/>concept stage for meeting the clinical trial and regulatory milestones</li> </ul>  | Chapter 2.3         |
|                      | <ul> <li>The listing document should include a breakdown of the IPO proceeds allocated to each indication of the Core Product and other products, with details of the applicant's future development plans (with expected timeline) for such products. The Guide also provides updated guidance on how the listing proceeds may be allocated</li> </ul>   |                     |
|                      | <ul> <li>For in/out-licensed or jointly developed Core Product, the applicant must demonstrate<br/>that it owns and will own all IP independently developed by the applicant</li> </ul>   |                     |
|                      | <ul> <li>Updated guidance on section-specific disclosures:</li> </ul>   |                     |
|                      | • Summary section (e.g., introductory paragraph with prescribed information, fact of spin-off from a listed parent company)   |                     |
|                      | <ul> <li>Risk Factors section (e.g., clinical holds on similar products, unfavorable<br/>guidelines, recommendations or study results, high levels of competition,<br/>product liability in respect of jointly developed products or products supplied by<br/>third parties, acceptability of clinical trial results across jurisdictions, inclusion of<br/>products in reimbursement scheme which may significantly drive down prices)</li> </ul>  |                     |
|                      | • History and Development section (e.g., key development milestones of the Core<br><i>Product</i> )   |                     |
|                      | <ul> <li>Business section (e.g., whether the clinical trial design is the current standard of<br/>care or recommended modality according to national and international<br/>guidelines, technology platform used to discover and develop product<br/>candidates, arrangements for combination therapies, ESG matters)</li> </ul>   |                     |
|                      | • Financial Information section (e.g., breakdown of R&D expenses attributable to the Core Product and/or the underlying technology by development stage)  |                     |
| Summary Section      | <ul> <li>Amount of material continuing connected transactions after listing and the related<br/>historical amounts during the track record period</li> </ul>  | Chapter 3.2         |
|                      | <ul> <li>Succinct financial data (e.g., key line items of financial statements) and other key<br/>financial/operational metrics (e.g., sales volume, average selling price, average<br/>transaction value, gross/net profit margins in percentage terms) by category (e.g.,<br/>business segment, product type, brand and distribution channel)—an applicant is<br/>required to disclose in a listing document quantitative and qualitative information on<br/>its financial/operating data after the track record period and up to the latest<br/>practicable date, except for liquidity disclosure</li> </ul> |                     |
|                      | <ul> <li>For applicants with a large number of leased stores—a schedule showing details of<br/>leased properties (e.g., the region, range of rental expenses, estimated reinstatement<br/>costs upon termination and remaining tenure)</li> </ul>   |                     |
|                      | • For applicants that are not listing under Rule 8.05(1)—a statement that the applicant is applying for listing under an alternative test ( <i>i.e., Rule 8.05(2) or 8.05(3</i> )), with the basis of the applicant's compliance with the eligibility requirements  |                     |
|                      | <ul> <li>For spin-off listing applications—a statement of such fact</li> </ul>  |                     |
|                      | <ul> <li>Current listing on other securities exchanges or quotation systems</li> </ul>  |                     |

| HIGHLIGHTS OF KEY UPDATES TO GUIDANCE FROM HKEX             |   |                           |
|---|---|---------------------------|
| TOPIC   | UPDATED GUIDANCE  | REFERENCE IN<br>THE GUIDE |
| Industry Overview<br>Section                                | <ul> <li>Relevant market information for new businesses undertaken/to be undertaken</li> <li>Basis for the expected trends of the relevant markets with qualitative and quantitative information</li> <li>If an applicant considers that the identities of the key market players cannot be disclosed, it should:         <ul> <li>advise compelling reasons for such non-disclosure and whether it has proactively requested (with details of the actions taken) for public disclosure of their identities; and</li> <li>disclose detailed background information of the key market players such that a reasonable industry participant would be able to discern their identities by reading the disclosure</li> </ul> </li> <li>Note: Sponsor should advise details of the due diligence to verify validity of market position disclosure, including the industry consultant's methodology</li> </ul>   | Chapter 3.4               |
| History and<br>Development<br>Section                       | <ul> <li>Lock-up arrangements on shareholders</li> <li>Compliance record of excluded business</li> <li>Whether the acquisition during the track record period falls within the scope of Rule 4.05A of the Listing Rules, with basis</li> <li>Sponsor's view on current or previous listing or listing attempt</li> </ul>  | Chapter 3.6               |
| Business Section  | <ul> <li>Revenue model and product/service monetization</li> <li>Where the business model is complicated, description of parties/intermediaries involved and flow of products/services and funds with flowcharts</li> <li>Any third-party payment arrangement (e.g., reason for such arrangement, the number of customers involved and their relationship with the third-party payors, transaction amounts and percentage and legality of such arrangement and basis thereof) and a corresponding risk factor in the Risk Factors section</li> <li>Note: the HKEX would normally expect the applicant to terminate such arrangement prior to listing and demonstrate that the cessation did not result in any material adverse impact on the applicant, with enhanced internal control measures to avoid recurrence</li> <li>For project-based transactions: customers' identities and background, material control projects on hand, revenue recognized/to be recognized, number of tenders submitted, tender success rate, customer stickiness, etc.</li> <li>Internet information services and data security (details of regulatory framework, personal data obtained and data protection policies, compliance status, etc.)</li> <li>Governmental regulatory pricing guidelines (e.g., ceiling/mark-up/defined profit margin) and compliance status</li> <li>Legality of engaging outsourced employment agents</li> </ul> | Chapter 3.7               |
| Relationship With<br>Controlling<br>Shareholders<br>Section | <ul> <li>Business relationship and arrangement between the applicant and its controlling shareholders, with appropriate quantitative and qualitative information (e.g., revenue contribution, number and amount of transactions)</li> <li>Financial assistance (e.g., loans, guarantees or other forms of collateral or security) obtained from controlling shareholders and the plans for these arrangements after listing</li> </ul>  | Chapter 3.8               |

| HIGHLIGHTS OF KEY UPDATES TO GUIDANCE FROM HKEX |   |                           |
|---|---|---------------------------|
| ΤΟΡΙϹ   | UPDATED GUIDANCE  | REFERENCE IN<br>THE GUIDE |
| Financial<br>Information<br>Section             | <ul> <li>Transfer pricing arrangement with adviser's view</li> <li>Details of impairment testing for goodwill/intangible asset with indefinite useful life/intangible asset not yet available for use, if material</li> <li>Ability to pay dividends in view of accumulated losses and/or net liabilities positions (with the support of a legal opinion)</li> <li>Breakdown of listing expenses setting out (i) underwriting-related expenses (e.g., commissions and fees); and (ii) non-underwriting-related expenses, which should be further categorized into (a) fees and expenses of legal advisers and accountants; and (b) other fees and expenses</li> <li>Maturity analysis of financial liabilities</li> <li>How an applicant manages the liquidity risk</li> <li>The HKEX may require the applicant to include a profit/loss estimate in the listing document in certain circumstances (e.g., where an applicant recorded significant deteriorating financial performance after the track record period)</li> </ul> | Chapter 3.11              |
| Use of Proceeds<br>Section                      | <ul> <li>Commercial reasons for and details of each expansion plan (e.g., justify the significant enhancement of production capacity, particularly where the historical utilization rate was low)</li> <li>Estimated number of potential acquisition/investment targets available (with basis and supported by view of industry consultant)</li> <li>For proceeds that are not immediately used in accordance with the specified plans, an applicant should only deposit such proceeds into short-term interest-bearing accounts at licensed commercial banks and/or other authorized financial institutions</li> </ul>   | Chapter 3.12              |

#### Applicability of the Guide in A Typical New Listing

The diagram below sets out the applicability of key chapters of the Guide in a typical new listing on the HKEX.



#### **Table of Destination**

The following table of destination sets forth the corresponding references to guidance letters and listing decisions that are currently effective (but will be archived upon the Guide coming into effect on January 1, 2024) for each sub-section of the Guide. The HKEX also published a <u>mapping schedule</u> in this regard.

| CHAPTER OF THE  | REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE<br>LETTERS AND LISTING DECISIONS   |  |
|---|--|--|
| GUIDE   | GUIDANCE LETTERS   | LISTING DECISIONS  |
| 1.ELIGIBILITY/SUITABILITY F   | OR LISTING   |  |
| 1.1. Eligibility for Listing  | GL89-16 on issues related to "controlling shareholder"<br>and related Listing Rules implications   | Listing Decisions on rejection of listing<br>applications (LD126-2020, LD121-2019, LD119-<br>2018, LD107-2017, LD100-2016 and LD92-2015)                     |
|   | GL45-12 on trading record and financial eligibility requirements and disclosure of certain financial information   | Listing Decisions on management continuity<br>and ownership continuity and control (LD54-2,<br>LD54-1, LD51-5, LD51-4, LD48-3, LD45-1, LD44-4<br>and LD42-4) |
|   | GL25-11 on conditions for waivers from strict compliance with Main Board Rule 4.04(1) and GEM Rules 7.03(1) and 11.10  |  |
| 1.2. Suitability for Listing  | GL100-19 on competition with controlling shareholders  | Listing Decisions on suitability for listing and rejection of listing applications (LD134-2022,  |
|   | GL97-18 on applicants in the internet technology sector or that have internet-based business models  | LD126-2020, LD121-2019, LD119-2018, LD107-<br>2017, LD100-2016 and LD92-2015)  |
|   | GL86-16 on producing simplified listing documents  |  |
|   | GL68-13A and GL68-13 on suitability for listing  |  |
|   | GL63-13 on disclosure of non-compliance incidents  |  |
| 2.SPECIAL LISTING REGIMES   |  |  |
| 2.1. Overseas Issuers   | GL111-22 on overseas issuers   | N/A  |
|   | GL55-13 on documentary requirements and administrative matters   |  |
| 2.2. Companies with<br>Weighted Voting Rights<br>("WVR") Structures | GL94-18 on suitability for Grandfathered Greater China<br>Issuers and Non-Greater China Issuers to list with WVR<br>structure and (B) the Contractual Arrangements of<br>Grandfathered Greater China Issuers and Non-Greater<br>China Issuers                              | Listing Decision on suitability to list with a WVR structure (LD138-2022)  |
|   | GL93-18 on suitability for an applicant (other than<br>Grandfathered Greater China Issuers or Non-Greater<br>China Issuers with a WVR structure applying for (i) a dual<br>primary listing; or (ii) a secondary listing under Chapter<br>19C) to list with a WVR structure |  |
| 2.3. Biotech Companies  | GL107-20 on disclosure in listing documents for Biotech<br>Companies   | Listing Decision on Biotech Companies (LD135-<br>2022)   |

| CHAPTER OF THE REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE LETTERS AND LISTING DECISIONS |   | Y EFFECTIVE GUIDANCE  |
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| GUIDE  | GUIDANCE LETTERS  | LISTING DECISIONS   |
|  | GL92-18 on suitability for listing of Biotech Companies   |   |
| 2.4. SPACs   | GL114-22 on qualifications and obligations of a trustee/custodian regarding the operation of the escrow account of a SPAC | N/A   |
|  | GL113-22 on SPACs   |   |
| 2.5. Specialist Technology<br>Companies  | GL115-23 on Specialist Technology Companies   | N/A   |
| 2.6. Mineral Companies   | GL52-13 on Mineral Companies  | Listing Decisions on rejection of listing applications (LD100-2016 and LD92-2015)   |
| 3.LISTING DOCUMENT DISCL   | OSURE   |   |
| 3.1. General Principles  | GL86-16 on producing simplified listing documents   | N/A   |
| <b>GUIDANCE ON SPECIFIC SEC</b>  | TIONS   |   |
| 3.2. Summary   | GL86-16 on producing simplified listing documents   | N/A   |
|  | GL37-12 on disclosure on financial information and prospects  |   |
| 3.3. Risk Factors  | GL86-16 on producing simplified listing documents   | N/A   |
| 3.4. Industry Overview   | GL98-18 on disclosure in listing documents  | N/A   |
|  | GL86-16 on producing simplified listing documents   |   |
| 3.5. Regulations   | GL97-18 on applicants in the internet technology sector or that have internet-based business models                       | N/A   |
|  | GL86-16 on producing simplified listing documents   |   |
| 3.6. History and Development   | GL97-18 on applicants in the internet technology sector or that have internet-based business models                       | Listing Decisions on rejection of listing applications (LD121-2019 and LD92-2015)   |
|  | GL86-16 on producing simplified listing documents   | Listing Decision on completion of reorganization<br>immediately after listing (LD87-1)<br>Listing Decision on satisfaction of ownership |
|  | GL11-09 on conditions for waiver regarding disclosure of pre-IPO share option schemes                                     | and management continuity absent a single<br>legal structure amongst separate groups of<br>entities (LD47-1)                            |
| 3.7. Business  | GL86-16 on producing simplified listing documents   | Listing Decision on pawn loan business (LD33-<br>2012)  |

| CHAPTER OF THE   | REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE<br>LETTERS AND LISTING DECISIONS   |  |
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| GUIDE  | GUIDANCE LETTERS   | LISTING DECISIONS  |
| 3.8. Relationship With<br>Controlling<br>Shareholders    | GL89-16 on issues related to "controlling shareholder"<br>and related Listing Rules implications   | N/A  |
|  | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |  |
| 3.9. Continuing Connected<br>Transactions                | GL97-18 on applicants in the internet technology sector or that have internet-based business models  | Listing Decision on continuing connected transactions (LD88-1) |
|  | GL73-14 on pricing policies for continuing connected transactions  |  |
|  | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |  |
| 3.10. Directors, Supervisors<br>and Senior<br>Management | GL108-20 on experience and qualification requirements of a company secretary   | N/A  |
|  | GL86-16 on producing simplified listing documents  |  |
|  | GL9-09 on conditions for waiver regarding sufficient management presence in Hong Kong  |  |
| 3.11. Financial Information                              | GL111-22 on overseas issuers   | N/A  |
|  | GL103-19 on presentation of the non-GAAP financial measures  |  |
|  | GL102-19 on accounting policies and stock-taking procedures performed by reporting accountants   |  |
|  | GL98-18 on disclosure in listing documents   |  |
|  | GL86-16 on producing simplified listing documents  |  |
|  | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |  |
|  | GL45-12 on trading record and financial eligibility requirements and disclosure of certain financial information   |  |
|  | GL37-12 on disclosure on financial information and prospects   |  |

| CHAPTER OF THE        | REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE<br>LETTERS AND LISTING DECISIONS   |  |
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| GUIDE                 | GUIDANCE LETTERS   | LISTING DECISIONS  |
|                       | GL35-12 on profit forecast and special dividend  |  |
| 3.12. Use of Proceeds | GL86-16 on producing simplified listing documents  | N/A  |
| 3.13. Offering        | GL86-16 on producing simplified listing documents  | N/A  |
|                       | GL81-15 on mixed media offer   |  |
|                       | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |  |
|                       | GL34-12 on hard underwriting   |  |
| 3.14. Miscellaneous   | GL98-18 on disclosure in listing documents   | Listing Decision on listing of domestic shares as<br>H shares for sale in open market (LD56-1) |
|                       | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |  |

#### **4.SPECIFIC TOPICS**

#### CORPORATE, SHAREHOLDING AND CAPITAL STRUCTURE

| 4.1. | Contractual<br>Arrangements   | N/A  | Listing Decision on contractual arrangements<br>(LD43-3)            |
|------|-------------------------------|--|---|
| 4.2. | Pre-IPO Investments           | GL44-12 on pre-IPO investments in convertible instruments  | Listing Decisions on pre-IPO investments (LD15-<br>2011 and LD41-1) |
|      |                               | GL43-12 on pre-IPO investments   |   |
|      |                               | GL29-12 on pre-IPO investments   |   |
| GOV  | ERNANCE AND BUSINESS          | S EXPOSURE   |   |
| 4.3. | Corporate Governance<br>& ESG | GL86-16 on producing simplified listing documents  | N/A   |
| 4.4. | Sanctions Risks               | GL101-19 on sanctions risks  | N/A   |
| BUS  | INESS MODEL AND INDU          | STRY SPECIFIC GUIDANCE   |   |
| 4.5. | Distributorship               | GL36-12 on due diligence to be conducted by sponsor<br>and disclosure relating to distributorship business model | N/A   |

| CHAPTER OF THE   | REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE<br>LETTERS AND LISTING DECISIONS   |  |
|--|--|--|
| GUIDE  | GUIDANCE LETTERS   | LISTING DECISIONS  |
| 4.6. Forfeited Income From<br>Prepayments                                      | GL26-12 on business models with significant forfeited income from prepayments  | N/A  |
| 4.7. Gambling Activities   | GL71-14 on gambling activities   | N/A  |
| 4.8. Pawn Loan Business  | N/A  | Listing Decision on pawn loan business (LD33-<br>2012)   |
| 4.9. Restaurant Business   | GL28-12 on restaurant business   | N/A  |
| 4.10. Valuation of Biological<br>Assets  | GL46-12 on unrealized fair value gains on valuation of<br>biological assets, disclosure requirements for applicants<br>with biological assets and expected due diligence on<br>biological assets | N/A  |
| 4.11. Land and Properties  | GL19-10 on land use right certificates and/or building<br>ownership certificates, properties with defective titles,<br>idle land, civil defense projects and land resettlement<br>operations     | Listing Decision on whether construction permits<br>are acceptable in lieu of long-term land use<br>right certificates (LD4-2)   |
| LISTING AND OFFERING-REL   | ATED MATTERS   |  |
| 4.12. Liquidity Arrangements<br>for Listing by<br>Introduction                 | GL53-13 on liquidity arrangements for listing by introduction where the securities to be listed are already listed on another stock exchange   | Listing Decision on public float and free float<br>based on estimate of number of shareholders<br>and shareholder groupings at time of listing<br>(LD47-5)   |
| 4.13. Restrictions on Share<br>Issuance/Disposal by<br>Applicants and Existing | GL89-16 on issues related to "controlling shareholder"<br>and related Listing Rules implications   | Listing Decision on lock-up of controlling shareholder (LD85-2015)   |
| Shareholders   |  | Listing Decision on issue of further shares within six months of listing (LD68-1)  |
|  |  | Listing Decision on satisfaction of minimum<br>public float requirement by placing existing<br>and/or new shares prior to completion of asset<br>injection transaction which caused the company<br>to be deemed a new listing applicant (LD44-1) |
| 4.14. Offering-related<br>Mechanisms   | GL91-18 on reallocation of shares from placing tranche to public subscription tranche  | Listing Decisions on minimum public<br>subscription requirement (LD60-2 and LD60-1)  |
|  | GL90-18 on pricing flexibility   | Listing Decision on offer size adjustment option<br>(LD36-3)<br>Listing Decision on over-allotment option (LD26-   |
|  | GL42-12 on Rule 9.09(b)  | 3)   |
|  | GL18-10 on publicity materials, e-IPO advertisements and mixed media offer   |  |
| 4.15. Placing-related Matters  | GL110-21 on pre-vetting for placing to connected clients   | Listing Decision on filing of placee lists with<br>respect to IPO shares sold in public offers<br>outside Hong Kong (LD48-4)   |
|  | GL85-16 on placing to connected clients, and existing shareholders or their close associates   |  |

| CHAPTER OF THE REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE LETTERS AND LISTING DECISIONS |  |   |
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| GUIDE  | GUIDANCE LETTERS   | LISTING DECISIONS   |
|  | GL51-13 on cornerstone investment  | Listing Decision on shares being placed to investment funds (LD33-1)  |
| 5.0THER LISTING STRUCTUR   | ES   |   |
| 5.1. Hong Kong Depositary<br>Receipts  | GL39-12 on Hong Kong Depository Receipts—pre-<br>release and pre-cancellation  | N/A   |
| 5.2. Authorised Collective<br>Investment Schemes   | GL79-14 on documentary requirements and administrative matters for collective investment schemes applications  | N/A   |
| 5.3. Investment Companies  | GL55-13 on documentary requirements and administrative matters   | N/A   |
|  | GL17-10 on Chapter 21 companies  |   |
| 5.4. Business Trusts and<br>Stapled Securities   | GL40-12 on listing of business trusts and stapled securities   | N/A   |
| 6.0THER MATTERS  |  |   |
| 6.1. Sponsor's Independence and  | GL99-18 on assessment of a sponsor's independence  | Listing Decisions on rejection of listing<br>applications (LD121-2019 and LD92-2015)  |
| Expert Engagement  | GL68-13 on suitability for listing   | Listing Decision on whether sponsor could<br>continue to act as sponsor where associate<br>subscribed for share capital through conversion      |
|  | GL35-12 on profit forecast and special dividend  | of convertible notes (LD52-5)   |
| 6.2. Return of Listing<br>Applications   | GL61-13 on accelerated procedures for reviewing a decision to return a listing application   | Listing Decisions on return of listing applications<br>(LD127-2020, LD120-2018, LD106-2017, LD101-<br>2016, LD91-2015, LD84-2014, LD75-2013 and |
|  | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website | LD48-2013)  |
| 6.3. General Documentary<br>Requirements   | GL55-13 on documentary requirements and administrative matters   | N/A   |
| 6.4. Posting of AP, PHIP, OC<br>Announcement and<br>Statements                                 | GL57-13 on logistical arrangements for submission and<br>publication of Application Proofs, OC Announcements,<br>Post Hearing Information Packs and related materials on<br>the HKEX's website     | N/A   |
|  | GL56-13 on (i) disclosure requirements for substantially<br>complete Application Proofs; and (ii) publication of<br>Application Proofs and Post Hearing Information Packs<br>on the HKEX's website |   |
|  | GL55-13 on documentary requirements and administrative matters   |   |

| CHAPTER OF THE  | REFERENCE NUMBERS OF CURRENTLY EFFECTIVE GUIDANCE<br>LETTERS AND LISTING DECISIONS |  |  |
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| 6.5. Arrangements for<br>C(WUMP)O Exemption<br>Applications                 | GL14-09 on application for exemptions from the Companies Ordinance                 | N/A  |  |
| ANNEX   |  |  |  |
| A.1 – Trading Record and<br>Financial Eligibility                           | N/A  | Listing Decisions on rejection of listing<br>applications (LD126-2020, LD121-2019, LD107-<br>2017, LD100-2016 and LD92-2015)   |  |
| A.2 – Management<br>Continuity  | N/A  | Listing Decisions on management continuity<br>(LD54-2, LD54-1 and LD45-1)  |  |
| A.3 – Ownership Continuity<br>and Control                                   | N/A  | Listing Decisions on rejection of listing<br>applications (LD119-2018 and LD107-2017)<br>Listing Decisions on ownership continuity and<br>control (LD51-5, LD51-4, LD48-3, LD44-4 and<br>LD42-4) |  |
| A.4 – Minimum Market<br>Capitalization                                      | N/A  | Listing Decision on rejection of listing applications (LD107-2017)   |  |
| A.5 – Qualification for GEM<br>Transfer                                     | N/A  | Listing Decision on rejection of listing applications (LD92-2015)  |  |
| A.6 – Business Sustainability   | N/A  | Listing Decisions on suitability for<br>listing/rejection of listing applications (LD134-<br>2022, LD126-2020, LD121-2019, LD119-2018,<br>LD107-2017, LD100-2016 and LD92-2015)                  |  |
| A.7 – Material Reliance on<br>Counterparties                                | N/A  | Listing Decisions on suitability for<br>listing/rejection of listing applications (LD133-<br>2022, LD121-2019, LD107-2017 and LD92-2015)   |  |
| A.8 – Persons With<br>Significant Influence and<br>Suitability of Directors | N/A  | Listing Decisions on suitability to act as<br>director/rejection of listing applications (LD132-<br>2022, LD126-2020, LD121-2019, LD107-2017,<br>LD100-2016 and LD92-2015)                       |  |
| A.9 – Non-compliances   | N/A  | Listing Decision rejection of listing applications (LD92-2015)   |  |
| A.10 – Companies With WVR<br>Structures                                     | N/A  | Listing Decision on suitability to list with a WVR structure (LD138-2022)  |  |
| A.11 – Biotech Companies  | N/A  | Listing Decision on Biotech Companies (LD135-<br>2022)   |  |
| A.12 – Mineral Companies  | N/A  | Listing Decisions on rejection of listing applications (LD100-2016 and LD92-2015)  |  |

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| A.13 – History and<br>Development   | N/A  | Listing Decisions on rejection of listing applications (LD121-2019 and LD92-2015)   |
|   |  | Listing Decision on completion of reorganization immediately after listing (LD87-1)   |
|   |  | Listing Decision on satisfaction of ownership<br>and management continuity absent a single<br>legal structure amongst separate groups of<br>entities (LD47-1)               |
| A.14 – Continuing<br>Connected Transactions                                     | N/A  | Listing Decision on continuing connected transactions (LD88-1)  |
| A.15 – Pre-IPO Investments  | N/A  | Listing Decisions on pre-IPO investments (LD15-<br>2011 and LD41-1)   |
| A.16 – Liquidity<br>Arrangements for Listing by<br>Introduction                 | N/A  | Listing Decision on listing by introduction (LD52-<br>2013)   |
| A.17 – Restrictions on Share<br>Issuance/Disposal by<br>Applicants and Existing | N/A  | Listing Decision on waiver of Rule 10.07(1)(b) to<br>allow dilution of interest from conversion of<br>convertible bonds (LD79-1)  |
| Shareholders  |  | Listing Decision on issue of further shares within six months of listing (LD68-1)   |
|   |  | Listing Decision on whether issue of shares<br>upon conversion of convertible notes prior to<br>listing should be regarded as deemed disposal<br>of interest (LD47-4)       |
| A.18 – Offering-related<br>Mechanisms   | N/A  | Listing Decisions on minimum public subscription requirement (LD60-2 and LD60-1)  |
|   |  | Listing Decision on offer size adjustment option (LD36-3)   |
|   |  | Listing Decision on over-allotment option (LD26-<br>3)  |
| A.19 – Placing-related<br>Matters   | N/A  | Listing Decision on filing of placee lists with<br>respect to IPO shares sold in public offers<br>outside Hong Kong (LD48-4)  |
|   |  | Listing Decision on shares being placed to investment funds (LD33-1)  |
| A.20 – Sponsor's<br>Independence and Expert<br>Engagement                       | N/A  | Listing Decisions on rejection of listing applications (LD121-2019 and LD92-2015)   |
|   |  | Listing Decision on whether sponsor could<br>continue to act as sponsor where associate<br>subscribed for share capital through conversion<br>of convertible notes (LD52-5) |
| A.21 – Return of Listing<br>Applications  | N/A  | Listing Decisions on return of listing applications<br>(LD127-2020, LD120-2018, LD106-2017, LD101-<br>2016, LD91-2015, LD84-2014, LD75-2013 and<br>LD48-2013)               |

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