認 購 股 份 指 示
Shares Subscription Instruction

現金申購

致： **新富證券有限公司**（“**新富**”）
香港皇后大道中 183 號 新紀元廣場
中遠大廈 20 字樓

To： **SANFULL SECURITIES LIMITED (“SSL”)**
20/F, Cosco Tower,
183 Queen’s Road Central, Hong Kong

有關： 申請認購 「優地機器人（無錫）股份有限公司」 主板股份代號 (3231)
Re： Subscription application for 「**Excelland Robotics (Wuxi) Co. Ltd.**」 Main Board Stock Code (3231)

1. 本人／吾等 得悉上述公司正發售在交易所新上市及／或配售的證券股份（“申請”）。
本人／吾等 要求並授權新富代本人／吾等 以每 H 股 19.55 港元 申請_____ 股上述證券。
申請金額總數為_____港元（**已包括 HK$40 手續費**）。
I/We understand that the above-mentioned company is offering Initial Public Offer shares and/or Placement shares for application, and hereby request and authorize SSL to act on my/our behalf to apply for _____ shares in the above-mentioned company at HK$ 19.55 per H shares.
The total application money amounts to HK$_____ **(Include Handling Fee of HK$40)**.

2. 本人／吾等 確認在發出認購指示前已取得及閱讀有關上述證券的招股書及認購表格（“招股文件”），並且符合申請人的資格。新富可依據本人／吾等 的聲明而不需另行審核本人／吾等 的申請人資格。
I/We confirm that I/we have acquired and read the prospectus and application form (“Listing documents”) of the above-mentioned company before issuing this subscription instruction. I/We further confirm that I/we am/are a qualified applicant. SSL may rely on my/our declaration, and do not have to reassess my applicant qualification.

3. 本人／吾等 同意遵守及接納上述發行股份招股／配售文件中所載之條款約束，尤其是本人／吾等 特此：
I/We agree to be bound by the terms of the Listing/Placement documents of the above-mentioned company and in particular, I/We hereby:

   a. 保證及承諾申請乃是為本人／吾等 利益，遞交有關同一次證券發行所作出的唯一申請，而本人／吾等 在該次發行並沒有其他申請；
   warrants and undertakes that the Application shall be the only application made for my/our benefit in respect of the same issue of securities and that I/We shall make no other application in that issue;

   b. 授權新富向有關監管機構聲明及保證本人／吾等 不會亦不擬作出申請，並且不會亦不擬為本人／吾等 的利益而作出其他申請；
   authorises SSL to represent and warrant to the relevant regulatory authorities that no other application shall be made or shall be intended to be made by me/us or for my/our benefit;

   c. 確認新富作出申請時，會依賴上述保證、承諾和授權。
   acknowledges that SSL will rely on the above warranties, undertakings and authorizations in making the application.

4. 如本人／吾等 未能於新富指定限期前支付所需的認購款項時，新富有權酌情接受或拒絕代本人／吾等 的認購申請。在此情況下引起的所有損失和開支，本人／吾等 保證及承諾向新富承擔責任，並須繳付新富所定的額外費用。
I/We understand and agree that SSL has the discretion to accept or reject my/our subscription application if I/we am/are unable to pay the subscription money before the deadline as stated by SSL. I/We warrants and undertakes to be responsible to SSL for all losses and expenses, and shall be subject to such additional charges thereof as SSL may determine.

5. 本人／吾等 同意新富會盡力處理本人／吾等 的認講指示。若因為任何人為疏忽或機器故障等原因而導致本人／吾等 之認講申請不能或錯誤遞交，本人／吾等 承諾放棄追究權利及不會對新富採取任何法律行動。
I/We understand that SSL shall use its best endeavor to process my/our subscription application. I/We undertake not to hold SSL responsible and not to take any legal actions against SSL as a result of any error or omission regarding this Application.

6. 本人／吾等 同意遵守及接納新富客戶協議中的條款，並確認已閱讀及明白有關證券交易的風險披露聲明。
I/We agree and accept to be bound by the terms in the Client Agreement, and confirm my/our understanding in the Risk Disclosure Statement in relation to securities trading.

7. 本人／吾等 授權下述人士就本人／吾等 獲分配的股份向新富發出沽售指示，並確認完全明白有關此授權的風險。
I/We hereby authorize the following person to give disposal instruction to SSL on my allotted shares, and further confirm that I/we fully understand the risk of this authorization.

授權人士名稱 _____

姓名 Name：

帳號 A/C No.：

授權人士聯絡電話 _____

日期 Date：