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#### **Application Proof of**

## 

(incorporated in the Cayman Islands with limited liability)

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#### **IMPORTANT**

If you are in any doubt about any of the contents of this document, you should obtain independent professional advice.

# Wisdom Education International Holdings Company Limited 春 見 教 育 國 際 控 股 有 限 公 司

(incorporated in the Cayman Islands with limited liability)

#### [REDACTED]

Number of [REDACTED] : [REDACTED] Shares (subject to the

[REDACTED])

Number of [REDACTED] : [REDACTED] Shares (subject to

adjustment)

Number of [REDACTED] : [REDACTED] Shares (subject to

adjustment [REDACTED])

Maximum [REDACTED] : [REDACTED]

Nominal value : HK\$[0.01] per Share

**Stock code : [REDACTED]** 

Sole Sponsor



[REDACTED]

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A copy of this document, having attached thereto the documents specified in the paragraph headed "Documents Delivered to the Registrar of Companies" in Appendix VI to this document, has been registered by the Registrar of Companies in Hong Kong as required by section 342C of the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong). The Securities and Futures Commission and the Registrar of Companies in Hong Kong take no responsibility for the contents of this document or any other document referred to above.

The [REDACTED] is expected to be fixed by agreement between [REDACTED] (on behalf of [REDACTED]) and us on the [REDACTED]. [REDACTED] is expected to be on or around [REDACTED] and, in any event, not later than [REDACTED]. The [REDACTED] will not be more than [REDACTED] and is currently expected to be not less than [REDACTED]. Investors applying for the [REDACTED] must pay, on application, the maximum [REDACTED] of [REDACTED] for each Share together [REDACTED].

The [REDACTED] (on behalf of [REDACTED]) with the consent of our Company, may reduce the number of [REDACTED] and/or the indicative [REDACTED] below that stated in this document (which is [REDACTED] to [REDACTED] per [REDACTED]) at any time prior to the morning of the last day for lodging applications under [REDACTED]. In such a case, notices of the reduction in the number of [REDACTED] and/or the indicative [REDACTED] will be published in the South China Morning Post (in English) and the Hong Kong Economic Times (in Chinese) not later than the morning of the last day for lodging applications under [REDACTED]. Such notice will also be available at the website of the Stock Exchange at www.hexnews.hk and our website at www.gmhs.cn. Further details are set out in the sections headed "[REDACTED]" and "[REDACTED]" in this document. If, for any reason, [REDACTED] (on behalf of [REDACTED]) and we are unable to reach an agreement on [REDACTED] by [REDACTED], the [REDACTED] will not become unconditional and will lapse immediately.

Prior to making an investment decision, prospective investors should consider carefully all of the information set out in this document, including the risk factors set out in the section headed "Risk Factors" in this document. The obligations of the [REDACTED] under [REDACTED] to subscribe for, and to procure subscribers for, the [REDACTED], are subject to termination by [REDACTED] (on behalf of [REDACTED]) if certain events shall occur prior to 8:00 a.m. on [REDACTED]. Such grounds are set out in the section headed "[REDACTED]" in this document. It is important that you refer to that section for further details.

The [REDACTED] have not been and will not be registered under the U.S. Securities Act or any state securities law in the United States and may not be offered, sold, pledged or transferred within the United States or to, or for the account or benefit of U.S. persons (as defined in Regulation S) except in transactions exempt from, or not subject to, the registration requirements of the U.S. Securities Act. The [REDACTED] are being offered and sold (i) solely to QIBs as defined in Rule 144A pursuant to an exemption from registration under the U.S. Securities Act and (ii) outside the United States in offshore transactions in accordance with Regulation S.

## [REDACTED]

## [REDACTED]

## [REDACTED]

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This summary aims to give you an overview of the information contained in this document. As this is a summary, it does not contain all the information that may be important to you. You should read the entire document before you decide to invest in [REDACTED]. There are risks associated with any investment. Some of the particular risks in investing in [REDACTED] are set out in "Risk Factors" of this document. You should read that section carefully before you decide to invest in [REDACTED].

#### **OVERVIEW**

We are the largest private education group in South China operating premium primary and secondary schools, as measured by student enrolment as of 1 September 2015, according to the Frost & Sullivan Report. Premium private schools offer higher quality education, more advanced educational facilities and a more satisfying environment to students through higher tuition fees than non-premium or mass market private schools, according to the Frost & Sullivan Report. As of 1 September 2015, we operated five premium private schools with a total student enrolment of 27,644 students.

We believe that we have a reputation for providing quality premium private education and that our brand name is well-known in and beyond the regions where our schools are located. For each of the 2013/2014 and 2014/2015 school years, at least 94.8% of our high school graduates were admitted to universities in China and for the 2013/2014 and 2014/2015 school years, and approximately 18.4% and 21.4% of our high school graduates were admitted to First Class Universities in China, respectively. In addition to PRC educational programmes, we provide international programmes for our high school students. Graduates from our international programmes were generally admitted to reputable universities and colleges overseas. We offer a wide-range of school-based elective courses, including courses for sports, art, music and Chinese culture, in order to facilitate the well-rounded development of our students.

We experienced stable growth during the Track Record Period in terms of student enrolment, teachers employed, revenue and net profit. For the years ended 31 August 2013, 2014 and 2015, our total revenue amounted to RMB320.1 million, RMB450.9 million, and RMB568.7 million, respectively, representing a CAGR of approximately 21.1% from 2013 to 2015, and our net profit amounted to RMB89.0 million, RMB90.9 million and RMB182.3 million, respectively, representing a CAGR of approximately 27.0% from 2013 to 2015. Our revenue and net profit for the nine months ended 31 May 2016 amounted to RMB540.6 million and RMB118.9 million, respectively. The table below sets forth certain information with respect to our growth during the Track Record Period.

|   | As of 1 September |                 |                 |                 |  |
|---|-------------------|-----------------|-----------------|-----------------|--|
|   | 2012              | 2013            | 2014            | 2015            |  |
| Student enrolment<br>Number of teachers | 13,947<br>808     | 19,354<br>1,162 | 22,837<br>1,359 | 27,644<br>1,666 |  |

As of the Latest Practicable Date, based on (i) the number of prospective first year students who paid tuition fees for enrolment in our schools for the 2016/2017 school year, being approximately 10,664, and; (ii) the total number of students enrolled in our schools (excluding the graduation-year students) for the 2015/2016 school year, being approximately 20,922, the total number of student enrollment in our schools for the 2016/2017 school year is estimated to be approximately 31,586.

#### **OUR SCHOOLS**

As of the Latest Practicable Date, we operated five premium private schools on four campuses. Four of our schools are located in Guangdong province in the Pearl River Delta economic zone and one is located in Liaoning province in the Northeast Three Provinces economic zone. The following chart set out certain operational details of our schools for the 2015/2016 school year:

| Name of school  | Student<br>enrolments<br>as of<br>September<br>2015 | (Note)        |
|---|---|---------------|
|   |   | (RMB)         |
| Dongguan Guangming School (Established in April 2003) |   |               |
| High school   | 2,744   | 23,000-25,200 |
| Middle school   | 7,588   |               |
| International programmes                              | 85  | 92,600        |
| Dongguan Guangming Primary School                     |   | , _,,         |
| (Established in August 2004)                          |   |               |
| Primary School  | 5,959   | 15,040-21,000 |
| Dongguan Guangzheng Preparatory School                |   |               |
| (Acquired in August 2013)                             |   |               |
| High school   | 3,187   | 20,400-22,400 |
| Middle school   | 1,942   | 18,000-19,400 |
| Primary school  | 2,421   | 16,400-18,000 |
| International programmes                              | 218   | 50,600-88,600 |
| Huizhou Guangzheng Preparatory School                 |   |               |
| (Established in April 2014)                           |   |               |
| High school   | 903   | 23,000        |
| Middle school   | 914   | 18,000        |
| Primary school  | 683   | 18,200        |
| Panjin Guangzheng Preparatory School                  |   |               |
| (Commenced schooling in September 2014)               |   |               |
| Middle school   | 304   | 18,000        |
| Primary school  | 696   | 13,000-14,200 |

Note: The tuition and boarding fees we charge are typically based on the demand for our educational programmes, the cost of our operations, the geographic markets where we operate our schools, the tuition fees charged by our competitors, our pricing strategy to gain market share and general economic conditions in China and the areas in which our schools are located.

#### **Development of New Schools**

We expect Weifang Guangzheng Preparatory School, our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone, to commence operations in September 2016 and to enrol approximately 1,000 students for the 2016/2017 school year. As one of our development strategies, we intend to continue to strengthen our leading position in the Pearl River Delta economic zone with a focus on Guangdong province and intend to expand into the West Delta economic zone. We have entered into cooperation agreements with the local governments of Guang'an, Sichuan province and Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. We also intend to engage in discussions with the local government authorities of various cities in Guangdong, Shandong and Sichuan provinces to explore the possibility of establishing a new school in each city. In addition, we entered into a memorandum of understanding with Dewey College in Canada with respect to the potential cooperation on the development of a new school overseas.

#### **OUR CUSTOMERS AND SUPPLIERS**

Our customers primarily consist of our students and their parents. We did not have any single customer who accounted for more than 5% of our revenue for each of the years ended 31 August 2013, 2014 and 2015 and for the nine months ended 31 May 2016. Our suppliers primarily comprise food, educational services and educational material suppliers. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, purchases from our five largest suppliers amounted to RMB17.1 million, RMB22.3 million, RMB29.9 million and RMB27.4 million, respectively, representing approximately 10.1%, 9.3%, 10.3% and 9.6% of the cost of revenue, respectively. Please refer to "Business – Customers and Suppliers" of this document for further details.

#### **OUR COMPETITIVE STRENGTHS**

We believe that the following are our key competitive strengths that have contributed significantly to our success and differentiate us from our competitors: (i) largest private educational group in South China operating premium primary and secondary curriculum programmes; (ii) strong reputation for student performance and high quality PRC curriculum programmes; (iii) high business visibility through offering a full range of primary and secondary curriculum programmes; (iv) successful track record in replicating our profitable business model; and (v) committed and stable management team.

#### **OUR STRATEGIES**

We intend to maintain and strengthen our position as a leading provider of premium private primary and secondary education in China. To achieve this goal, we intend to pursue the following business strategies: (i) continue to enhance our reputation as a leading provider of premium private primary and secondary school education; (ii) increase the utilization rate of our existing schools; (iii) continue to focus on the Pearl River Delta economic zone and strategically expand in or into other economic zones to enlarge our school network; (iv) enhance profitability by optimizing pricing strategies and increasing revenue sources; and (v) continually adapt to changing educational preferences in target markets.

#### SELECTED HISTORICAL FINANCIAL INFORMATION

The following tables set forth selected financial data from our combined financial information for the Track Record Period, extracted from the Accountants' Report set out in Appendix I to this document. The selected financial data set forth below should be read together with our combined financial statements and the related notes, as well as "Financial Information" of this document.

#### **Selected Combined Statements of Comprehensive Income**

|                                |           |              |           | For the ni  | ne months |
|--------------------------------|-----------|--------------|-----------|-------------|-----------|
|                                | For the   | year ended 3 | 1 August  | ended       | 31 May    |
|                                | 2013      | 2014         | 2015      | 2015        | 2016      |
|                                | (RMB'000) | (RMB'000)    | (RMB'000) | (RMB'000)   | (RMB'000) |
|                                | ·         | ,            | , ,       | (Unaudited) | ,         |
| Revenue                        | 320,051   | 450,913      | 568,715   | 435,688     | 540,579   |
| Cost of revenue                | (170,021) | (239,717)    | (289,194) | (223,211)   | (286,841) |
|                                |           |              |           |             |           |
| Gross profit                   | 150,030   | 211,196      | 279,521   | 212,477     | 253,738   |
| Profit before taxation         | 107,908   | 112,269      | 212,342   | 158,188     | 145,221   |
| Taxation                       | (18,868)  | (21,360)     | (30,045)  | (22,317)    | (26,295)  |
|                                |           |              |           |             |           |
| Profit and total comprehensive |           |              |           |             |           |
| income for the year/period     | 89,040    | 90,909       | 182,297   | 135,871     | 118,926   |
|                                |           |              |           |             |           |

#### **Imputed Interest Income and Related Interest Expenses**

During the Track Record Period, we made advances to Cinese Group and other related parties. These advances were non-trade in nature and non-interest bearing. For each reporting period during the Track Record Period, we recognised imputed interest income on certain portion of such advances under IFRS. However, such imputed interest income is only a hypothetical income under IFRS and had no cash inflow during the Track Record Period. During the Track Record Period, we primarily funded these advances to Cinese Group and other related parties through interest-bearing bank borrowings and a substantial portion of our bank borrowings during the Track Record Period related to such advances. As a result, a substantial portion of our interest expenses on bank and other borrowings during the Track Record Period related to advances on which we recognised imputed interest income. We are settling the amounts due to and from related parties and expect to settle all amounts due to and from related parties, including our advances to Cinese Group and other related parties, prior to [REDACTED]. As a result, we do not expect to continue to recognise imputed interest income on advances to related parties following the [REDACTED]. Because we will no longer be funding such advances through bank borrowings, we also expect a corresponding reduction in interest expenses on bank borrowings following the [REDACTED].

The aggregate carrying amounts of our advances to Cinese Group and other related parties on which we recognised imputed interest income were RMB565.7 million, RMB1,165.4 million, RMB1,163.0 million and RMB869.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our imputed interest income was RMB44.4 million, RMB42.2 million, RMB112.4 million and RMB61.4 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively.

Our bank and other borrowings were RMB535.0 million, RMB1,270.0 million, RMB1,275.5 million and RMB896.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our interest expenses on bank and other borrowings were RMB51.2 million, RMB79.0 million, RMB109.9 million and RMB73.1 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively.

In addition, we had amounts due to related parties that are non-trade in nature, unsecured, non-interest bearing and repayable on demand, which amounted to RMB344.2 million, RMB333.3 million, RMB426.9 million and RMB886.6 million, respectively, as of 31 August 2013, 2014 and 2015 and 31 May 2016.

For further details about the imputed interest income on advances to Cinese Group and other related parties, please refer to "- Financial Information - Imputed Interest Income and Related Interest Expenses" of this document. Save as disclosed above, our Directors confirm that there are no other material non-trade factors that would affect our financial statements during the Track Record Period.

#### Selected Financial Information from Our Combined Statements of Financial Position

|                                  | A         | As of     |           |             |
|----------------------------------|-----------|-----------|-----------|-------------|
|                                  | 2013      | 2014      | 2015      | 31 May 2016 |
|                                  | (RMB'000) | (RMB'000) | (RMB'000) | (RMB'000)   |
| Non-current assets               | 1,007,733 | 2,326,869 | 1,433,344 | 1,680,316   |
| Current assets                   | 783,988   | 359,404   | 1,531,639 | 1,438,381   |
| Non-current liabilities          | 523,003   | 1,133,274 | 743,533   | 706,537     |
| Current liabilities              | 738,990   | 1,042,584 | 1,546,199 | 1,616,822   |
| Net current assets (liabilities) | 44,998    | (683,180) | (14,560)  | (178,441)   |

During the Track Record Period, we recognised tuition fees, boarding fees and ancillary services as deferred revenue. Such amounts, among other things, have contributed to our net current liabilities position as of 31 August 2014 and 2015, 31 May 2016 and 30 June 2016. Please refer to "Financial Information" of this document for further details.

#### **Key Financial Ratios**

The following table sets forth certain financial ratios as of the respective dates:

|  | As of/for th | e year ended | 31 August | As of/for the nine months ended 31 May |
|--|--------------|--------------|-----------|--|
|  | 2013         | 2014         | 2015      | 2016                                   |
| Net profit margin <sup>(1)</sup>       | 27.8%        | 20.2%        | 32.1%     | 22.0%                                  |
| Return on assets <sup>(2)</sup>        | 5.0%         | 3.4%         | 6.1%      | 5.1%                                   |
| Return on equity <sup>(3)</sup>        | 16.8%        | 17.8%        | 27.0%     | 19.9%                                  |
| Current ratio <sup>(4)</sup>           | 1.06         | 0.34         | 0.99      | 0.89                                   |
| Debt to equity ratio <sup>(5)</sup>    | 0.95         | 2.46         | 1.87      | 0.97                                   |
| Gearing ratio <sup>(6)</sup>           | 1.01         | 2.49         | 1.89      | 1.13                                   |
| Interest coverage ratio <sup>(7)</sup> | 2.26         | 1.89         | 1.89      | 2.30                                   |

#### Notes:

- (1) Net profit margin equals our net profit after tax divided by revenue for the year/period.
- (2) Return on assets equals net profit for the year/period divided by average total assets as of the end of the year/period. Return on assets for the nine months ended 31 May 2016 was calculated using the profit for the nine months ended 31 May 2016 adjusted on an annual basis.
- (3) Return on equity equals net profit for the year/period divided by average total equity amounts as of the end of the year/period. Return on equity for the nine months ended 31 May 2016 was calculated using the profit for the nine months ended 31 May 2016 adjusted on an annual basis.
- (4) Current ratio equals our current assets divided by current liabilities as of the end of the year/period.
- (5) Debt to equity ratio equals total interest-bearing bank loans and other borrowings net of cash and cash equivalents at the end of the year/period divided by total equity at the end of the year/period.
- (6) Gearing ratio equals total debt divided by total equity as of the end of the year/period. Total debt includes all interest-bearing bank loans and other borrowings.
- (7) Interest coverage ratio equals profit before interest and tax of one year/period divided by finance cost of the same year/period.

#### [REDACTED]

#### [REDACTED] EXPENSES

We expect to incur a total of approximately RMB[37.7] million of [REDACTED] expenses (assuming an [REDACTED] of [REDACTED], being the mid-point of the indicative [REDACTED] range between [REDACTED] and [REDACTED], and assuming that the [REDACTED] is not exercised at all) in relation to [REDACTED], of which approximately RMB18.1 million were charged to profit and loss and approximately RMB6.0 million was capitalised during the Track Record Period. For the remaining expenses, we expect to charge approximately RMB[10.2] million to our profit or loss and to capitalise approximately RMB[3.4] million. [REDACTED] expenses represent professional fees and other fees incurred in connection with [REDACTED], excluding [REDACTED] commissions. The [REDACTED] expenses above were the best estimate as at the Latest Practicable Date and were for reference only and the actual amount may differ from this estimate.

#### [REDACTED]

We estimate that we will receive [REDACTED] of approximately [REDACTED] (after deducting the [REDACTED]), assuming the [REDACTED] is not exercised at all and an [REDACTED] of [REDACTED] per Share, being the mid-point of the indicative [REDACTED] range stated in this document. We intend to use [REDACTED] as follows:

[REDACTED]

To the extent that our actual [REDACTED] is higher than our estimate above, we intend to apply the additional amount to item 1 above. To the extent that our actual [REDACTED] is lower than our estimate above, we intend to reduce the amount of [REDACTED] to be applied to item 4 above.

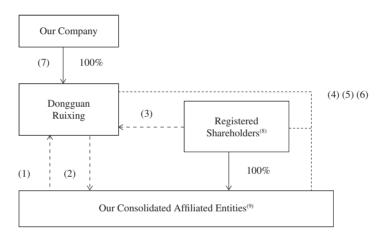
#### CONTRACTUAL ARRANGEMENTS

#### **Overview of the Contractual Arrangements**

PRC laws and regulations currently prohibit foreign ownership of primary and middle schools in the PRC and restrict the operation of high schools to Sino-foreign ownership. We do not hold any equity interest in our Consolidated Affiliated Entities and we conduct our private education business in the PRC through the Contractual Arrangements, through which we obtain control over and derive the economic benefits from our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements" in this document for further details.

On 19 January 2015, MOFCOM published the Draft Foreign Investment Law and its accompanying explanatory notes proposing major changes to the PRC foreign investment regulatory regime, which was expected to have a significant impact on businesses operated in the PRC by foreign invested enterprises primarily through contractual arrangements, including our business conducted through the Contractual Arrangements. Our Company has adopted measures to ensure our compliance with the Draft Foreign Investment Law and undertakes to provide periodic updates in its annual and interim reports to inform investors of the status of its compliance with the Draft Foreign Investment Law and its accompanying explanatory notes.

The following simplified diagram illustrates the flow of economic benefits from our Consolidated Affiliated Entities to our Group stipulated under the Contractual Arrangements:



Notes:

- (1) Payment of service fees. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Exclusive Management Consultancy and Business Cooperation Agreement" of this document for further details.
- (2) Provision of services. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements – Exclusive Management Consultancy and Business Cooperation Agreement" of this document for further details.
- (3) Powers of attorney to exercise all shareholders' rights in our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Powers of attorney" of this document for further details.
- (4) Exclusive call option to acquire all or part of the equity interest in our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Call Option Agreement" of this document for further details.
- (5) Pledge of all the equity interest in Guangdong Guangzheng. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Equity Pledge Agreement" of this document for further details.
- (6) Provision of loans. Please refer to "Contractual Arrangements Summary of material terms of the Contractual Arrangements Loan Agreement" of this document for further details.

- (7) Dongguan Ruixing is an indirect wholly-owned subsidiary of our Company.
- (8) Registered Shareholders refer to the registered shareholders of Guangdong Guangzheng, i.e. Ms. Li and Mr. SP Liu. Guangdong Guangzheng is legally held as to 98.8% by Ms. Li and 1.2% by Mr. SP Liu. Out of the 98.8% equity interest in Guangdong Guangzheng held by Ms. Li, 60.8% equity interest is held on trust by Ms. Li for Mr. Liu. The 1.2% equity interest in Guangdong Guangzheng is held on trust by Mr. SP Liu for Mr. Liu.
- (9) Our Consolidated Affiliated Entities include Guangdong Guangzheng, Dongguan Guangming High School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Weifang Guangzheng, Weifang Guangzheng Preparatory School, Guang'an Guangzheng and Dongguan Wenhui.
- (10) "\_\_\_\_" denotes direct legal and beneficial ownership in the equity interest.
- (11) "----" denotes Contractual Arrangements.

#### Risks Relating to the Contractual Arrangements

The PRC government may find that the Contractual Arrangements do not comply with applicable PRC laws and regulations, which may subject us to severe penalties and our business may be materially and adversely affected. We strongly urge you to read the section headed "Risk Factors" in this document in its entirety, including "Risk Factors – Risks Relating to Our Contractual Arrangements" for further details of the risks relating to the Contractual Arrangements.

#### SHAREHOLDER INFORMATION

Immediately after the completion of the Capitalisation Issue and the [REDACTED], and assuming that the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, Mr. Liu and Ms. Li, who are co-founders of our Group and are parties acting in concert, will be interested in and control indirectly, through Bright Education Holdings and Bright Education Investment respectively, in aggregate [REDACTED] of our issued share capital and will remain as our controlling shareholder under the Listing Rules.

#### RECENT DEVELOPMENTS

Subsequent to 31 May 2016, being the latest date of our combined financial statements as set out in the Accountants' Report included in Appendix I to this document and up to the Latest Practicable Date, our business has undergone developments including in the following aspects:

- We expect Weifang Guangzheng Preparatory School to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. The school will offer primary and middle school education for the 2016/2017 school year and may also offer high school education and international programmes in the future.
- In July 2016, we entered into a cooperation agreement with the local government authority in Yunfu to establish a new school offering, among other things, primary, middle and high school education. Please refer to "Business Development of New Schools" in this document for further details.
- According to the Notice regarding Cancellation of the Fee Charge Permit System and Strengthening the Supervision in process and afterwards (《國家發展改革委財政部關於取消收費許可證制度加強事中事後監管的通知》), or Circular 36, which was issued jointly by the NDRC and the Ministry of Finance on 9 January 2015, the fee charge permit system according to the Interim Measures for the Management of the Collection of Private Education Fees (《民辦教育收費管理暫行辦法》), which was promulgated by the NDRC, the MOE and the Ministry of Labor and Social Security (currently known as the Ministry

of Human Resources and Social Security (中華人民共和國人力資源和社會保障部)) on 2 March 2005, pursuant to which, the types and amounts of fees charged by our primary, middle and high schools must be approved by the relevant governmental pricing authority, shall be cancelled nationwide from 1 January 2016. Barring any unforeseen circumstances and subject to applicable local requirements, from the 2016/2017 school year onward, approval for the types and amounts of fees charged by our primary, middle and high schools will not be required and therefore we will have more flexibility in setting our tuition levels for our schools according to our strategies and market conditions. For details, please refer to "Regulations – Regulations on Private Education in the PRC – Interim Measures for the Management of the Collection of Private Education Fees" of this document.

• As at the Latest Practicable Date, the tuition fees and boarding fee rates for the 2016/2017 school year (there are two school terms per school year) of our schools are as follows:

**Tuition and** 

|  | Boarding Fees <sup>(1)</sup> |
|--|------------------------------|
|  | 2016/2017                    |
|  | school year                  |
|  | (RMB)                        |
| Dongguan Guangming School                            |                              |
| High school  | 25,600-30,600                |
| Middle school  | 23,600-27,600                |
| International programmes                             | $92,600^{(2)}$               |
| Dongguan Guangming Primary School                    | 18,180-24,400                |
| Dongguan Guangzheng Preparatory School               | 10,100 2 1,100               |
| High school  | 22,800-25,800                |
| Middle school  | 19,800-23,000                |
| Primary school                                       | 16,600-21,200                |
| International programmes                             | 50,600-88,600 <sup>(2)</sup> |
| Huizhou Guangzheng Preparatory School                |                              |
| High school  | 23,000-25,600                |
| Middle school  | 18,000-20,600                |
| Primary school                                       | 18,200-20,800                |
| Panjin Guangzheng Preparatory School                 |                              |
| Middle school  | 18,000                       |
| Primary school                                       | 13,000-14,200                |
| Weifang Guangzheng Preparatory School <sup>(3)</sup> |                              |
| Middle school  | 13,000                       |
| Primary school                                       | 11,000                       |

## Notes:

- (1) We increased tuition and boarding fees prior to and during the Track Record Period for certain of our schools. Our increased tuition and boarding fees are only applicable to newly admitted students for the respective school year, while our existing students continue to pay the tuition and boarding fees prior to the increase. As a result, tuition and boarding fees for certain of our schools are presented as a range, comprising the tuition and boarding fees paid by students who are admitted to our schools at different school years.
- (2) Information was indicative as of the Latest Practicable Date and is subject to change.
- (3) We expect the school to commence operations in September 2016.

Our Directors confirm that there has been no material adverse change in our financial, operational or trading positions or prospects subsequent to 31 May 2016, being the latest date of our combined financial statements as set out in the Accountants' Report included in Appendix I to this document.

#### DIVIDEND POLICY

As of the Latest Practicable Date, we had not declared or paid any dividends on our ordinary shares. Any amount of dividends we pay will be at the discretion of our Directors and will depend on our future operations and earnings, capital requirements and surplus, general financial conditions, contractual restrictions and other factors that our Directors consider relevant. Any declaration and payment as well as the amount of dividends will be subject to our constitutional documents and the relevant laws. Our future declarations of dividends, if any, will be at the absolute discretion of our Directors.

#### RISKS RELATING TO OUR BUSINESS AND INDUSTRY

We are subject to various risks related to our business and our industry. Major risks we face include, among others, (i) our business depends on our ability to maintain or raise the tuition and boarding fee levels we charge at our schools; (ii) we generate all of our revenue from a limited number of cities in China and from a limited number of schools; (iii) our business depends on the market recognition of our brand and reputation; (iv) we may fail to continue to attract and retain students in our schools; (v) our students' academic performance may fall and satisfaction with our educational services may otherwise decline; (vi) we may be subject to pricing pressures, reduced operating margins, loss of market share, departure of key employees and increased capital expenditures due to competition in the education sector; (vii) our business depends on our ability to recruit and retain qualified and committed teachers and other school personnel; and (viii) we may not be able to obtain all necessary approvals, licenses and permits and to make all necessary registrations and filings for our educational and other services in China. A detailed discussion of these and other risks relating to our business, our industry, the PRC and [REDACTED] are set out in "Risk Factors" of this document.

#### PROPERTY VALUATION

According to the property valuation report prepared by DTZ Cushman & Wakefield Limited, an independent valuer, as contained in Appendix III to this document, the value of the properties held by us for investment in the PRC as of 30 June 2016 was approximately RMB18.3 million and the value of the properties held and occupied by us in the PRC as of the same date was approximately RMB490.0 million. Please refer to Appendix III to this document for detailed information on the valuation of our properties, including major assumptions for the valuation. Please refer to "Risk Factors – Risks relating to our business and industry – The appraisal value of our properties may be different from their actual realizable values and are subject to uncertainty or change" for details of the risks associated with the assumptions made in the valuation of our properties.

## LEGAL PROCEEDINGS AND COMPLIANCE

During the Track Record Period, we were not in compliance with certain PRC laws and regulations, including, (i) we breached the relevant requirements for making full contributions to the social insurance plans and the housing provident fund for our employees; (ii) we had not obtained the land use right certificates for certain parcels of land used by one of our schools; (iii) one of our schools has not obtained the registration certificate for private non-enterprise entities; (iv) we used certain personal accounts opened under the names of some of our Directors and senior management for the settlement of corporate funds for Guangdong Guangzheng and four of our schools; and (v) we had not obtained real estate ownership certificates and certain requisite certificates or permits for certain of our owned buildings. Please refer to "Business – Legal Proceedings and Compliance" in this document for further details.

In this document, unless the context otherwise requires, the following terms shall have the meanings set out below. Certain other terms are explained in the section headed "Glossary of Technical Terms."

"affiliate"

with respect to any specified person, any other person, directly or indirectly, controlling or controlled by or under direct or indirect common control with such specified person

#### [REDACTED]

"Articles" or "Articles of Association"

the articles of association conditionally adopted by our Company on [●] 2016, with effect from the [REDACTED], as amended from time to time, a summary of which is set forth in Appendix IV to this document

"BNP Paribas"

BNP Paribas Securities (Asia) Limited, acting as [REDACTED], [REDACTED] and [REDACTED] of [REDACTED] and the sole sponsor of [REDACTED], a corporation licensed to conduct type 1 (dealing in securities), type 2 (dealing in future contracts), type 4 (advising on securities) and type 6 (advising on corporate finance) regulated activities under the SFO

"Board"

the board of directors of our Company

"Bright Education BVI"

Bright Education Co. Limited, a limited liability company incorporated in the BVI on 29 July 2010 and a wholly-owned subsidiary of our Company

"Bright Education HK"

Bright Education (HK) Co. Limited, a limited liability company incorporated in Hong Kong on 15 September 2010 and a wholly-owned subsidiary of our Company

"Bright Education Holdings"

Bright Education (Holdings) Co. Limited, a limited liability company incorporated in the BVI on 23 June 2010, all the issued shares of which are held by Mr. Liu, and one of our Controlling Shareholders

"Bright Education Investment"

Bright Education Investment Co. Limited, a limited liability company incorporated in the BVI on 23 June 2010, all the issued shares of which are held by Ms. Li, and one of our Controlling Shareholders

"Business Day"

a day (other than a Saturday or a Sunday) on which banks in Hong Kong are open for normal banking business

"BVI"

the British Virgin Islands

"CAD" Canadian dollars, the lawful currency of Canada

"CAGR" compound annual growth rate

"Call Option Agreement" the call option agreement entered into by and among our

Company, Ms. Li, Mr. SP Liu and Guangdong Guangzheng

dated 1 July 2016

"Capitalisation Issue" the issue of Shares to be made upon capitalisation of certain

sums standing to the credit of the share premium account of our Company referred to in the paragraph headed "A. Further Information about our Group – 3. Resolutions of the Shareholders of our Company" in Appendix V to this document

"Cayman Companies Law" the Companies Law, Chapter 22 (Law 3 of 1961, as

consolidated and revised) of the Cayman Islands as amended,

supplemented or otherwise modified from time to time

### [REDACTED]

"Consolidated Affiliated Entities" or "Consolidated Affiliated Entity" the entities that we control through the Contractual Arrangements, namely, Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Weifang Guangzheng, Weifang Guangzheng Preparatory School, Dongguan Wenhui and Guang'an Guangzheng

#### [REDACTED]

"Cinese Group"

Cinese Group Company Limited (富盈集團有限公司), a company with limited liability established in the PRC on 18 May 1995 and beneficially wholly owned by Mr. Liu

"Companies Ordinance"

the Companies Ordinance (Chapter 622 of the Laws of Hong Kong) effective from 3 March 2014, as amended, supplemented or otherwise modified from time to time

"Companies (Winding Up and Miscellaneous Provisions) Ordinance" the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong) as amended, supplemented or otherwise modified from time to time

"Company", "our Company", or "the Company"

Wisdom Education International Holdings Company Limited (睿見教育國際控股有限公司) (formerly known as Wisdom Education Group Company Limited (睿見教育集團有限公司) and Bright Education Group Co. Ltd. (光正教育(集團)有限公司)), an exempted company with limited liability incorporated in the Cayman Islands on 13 July 2010

"Contractual Arrangements"

the series of contractual arrangements entered into by, among other entities, Dongguan Ruixing, Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Weifang Guangzheng, Weifang Guangzheng Preparatory School, Dongguan Wenhui and Guang'an Guangzheng, details of which are described in the section headed "Contractual Arrangements" in this document

"Controlling Shareholders"

has the meaning ascribed thereto under the Listing Rules and, in the context of this document, means collectively Mr. Liu, Ms. Li, Bright Education Holdings and Bright Education Investment

"CSRC"

China Securities Regulatory Commission (中國證券監督管理委員會), a regulatory body responsible for the supervision and regulation of the PRC national securities markets

"Deed of Indemnity"

the deed of indemnity dated [●] 2016 entered into by our Controlling Shareholders in favour of our Company in respect of, among other things, certain indemnities, further information of which is set out in "E. Other Information – 1. Deed of Indemnity" in Appendix V to this document

"Deed of Non-competition"

the deed of non-compete undertaking dated [•] 2016 and entered into by our Controlling Shareholders in favour of our Company, pursuant to which our Controlling Shareholders agreed to provide with us certain non-compete undertaking, a summary of which is set out in "Relationship with Our Controlling Shareholders – Non-compete Undertaking" of this document

"Directors"

the directors of our Company

東莞市安德烈斯教育投資有限公司 "Dongguan Andres" (Dongguan

Andres Education Investment Co., Ltd), a company with limited liability established in the PRC on 24 February 2016 and the

entire share capital of which is held by Mr. Liu

"Dongguan Cinese Real Estate"

東莞市富盈房地產開發有限公司 (Dongguan Cinese Real Estate Development Co. Ltd), a company established in the PRC on 27 June 2002 and is indirectly wholly-owned by Mr. Liu

"Dongguan Guangming Primary School"

東莞市光明小學 (Dongguan Guangming Primary School), an entity established under the laws of the PRC on 25 August 2004. of which the school sponsor's interest is wholly-owned by Guangdong Guangzheng, and a Consolidated Affiliated Entity of our Company

"Dongguan Guangming School"

東莞市光明中學 (Dongguan Guangming School), an entity established under the laws of the PRC on 9 April 2003, of which the school sponsor's interest is wholly-owned by Guangdong Guangzheng, and a Consolidated Affiliated Entity of our Company

"Dongguan Guangzheng Pharmaceutical"

東莞市光正醫藥有限公司 (Dongguan Guangzheng Pharmaceutical Co., Ltd), a company with limited liability established in the PRC on 29 September 2003 and a former subsidiary of Guangdong Guangzheng which was disposed of by Guangdong Guangzheng and Mr. Liu to Mr. Liu Jiefeng (a nephew of Mr. Liu) in January 2016

"Dongguan Guangzheng Preparatory School"

東莞市光正實驗學校 (Dongguan Guangzheng Preparatory School), an entity established under the laws of the PRC on 1 July 2004, of which the school sponsor's interest is whollyowned by Guangdong Guangzheng, and a Consolidated Affiliated Entity of our Company

"Dongguan Guangzheng Property"

東莞市光正物業服務有限公司 (Dongguan Guangzheng Property Services Co., Ltd), a company with limited liability established in the PRC on 16 January 2009 and a former subsidiary of Guangdong Guangzheng which was disposed of by Guangdong Guangzheng to Mr. Liu Jiefeng (a nephew of Mr. Liu) and Mr. SP Liu in February 2016

"Dongguan Ruixing"

東莞瑞興商務服務有限公司 (Dongguan Ruixing Business Services Co., Ltd.), a company with limited liability established in the PRC on 17 May 2013 and a wholly-owned subsidiary of our Company

"Dongguan Trust"

東莞信託有限公司 (Dongguan Trust Co., Ltd), a company with limited liability established in the PRC on 13 March 1987 and a former holder of 62.5% equity interest in Panjin Guangzheng and 75% equity interest in Huizhou Guangzheng

"Dongguan Wenhui" 東莞市文匯教育投資有限公司 (Dongguan Wenhui Education

Investment Co., Ltd.), a company with limited liability established in the PRC on 6 August 2015 and a Consolidated

Affiliated Entity of our Company

"Dongguan Yuexing" 東莞悦興教育諮詢有限公司 (Dongguan Yuexing Education

Consulting Co., Ltd.), a company with limited liability established in the PRC on 4 December 2012 and a wholly-

owned subsidiary of our Company

"Draft Foreign Investment Law" the PRC Law on Foreign Investment (Draft for Comment) (《外

國投資法(草案徵求意見稿)》) published by MOFCOM on 19

January 2015

"EIT" the enterprise income tax of the PRC

"EIT Law" the PRC Enterprise Income Tax Law (《中華人民共和國企業所

得税法》) issued on 16 March 2007 and its implementation rules issued on 6 December 2007, both effective from 1 January

2008

Cooperation Agreement"

"Equity Pledge Agreement" the equity pledge agreement entered into by and among

Dongguan Ruixing, Ms. Li, Mr. SP Liu and Guangdong

Guangzheng dated 1 July 2016

"Exclusive Management the exclusive management consultancy and business cooperation agreement entered into by and among Dongguan

cooperation agreement entered into by and among Dongguan Ruixing, our Consolidated Affiliated Entities and the Registered

Shareholders dated 1 July 2016

"Foreign Investment Catalog" the Foreign Investment Industries Guidance Catalog of 2015

(《外商投資產業指導目錄 (2015) 》), which was promulgated jointly by the MOFCOM and NDRC on 10 March 2015 and

came into effect on 10 April 2015

"Frost & Sullivan" Frost & Sullivan (Beijing) Inc., Shanghai Branch Co., an

independent market, research and consulting company which

prepared the Frost & Sullivan Report

"Frost & Sullivan Report" the report written by Frost & Sullivan as commissioned by the

Company containing an analysis of the PRC education industry and other relevant economic and statistical data, as referred in

"Industry Overview" of this document

"Group", "our Group", our Company, its subsidiaries and our Consolidated Affiliated "the Group", "we", "us", Entities from time to time or, where the context so requires, in or "our" respect of the period prior to our Company becoming the holding company of its present subsidiaries, such subsidiaries as if they were subsidiaries of our Company at the relevant time 廣安光正教育發展有限公司 (Guang'an Guangzheng Education "Guang'an Guangzheng" Development Co., Ltd.) a company with limited liability established in the PRC on 8 April 2016 and a Consolidated Affiliated Entity of our Company "Guangdong Guangzheng" 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.), a company with limited liability established in the PRC on 10 October 2002 and a Consolidated Affiliated Entity of our Company "HK dollars" or "HK\$" Hong Kong dollars, the lawful currency of Hong Kong "HKFRS" the Hong Kong Financial Reporting Standards (including HKASs and their interpretations) issued by the Hong Kong Institute of Certified Public Accountants "HKSCC" Hong Kong Securities Clearing Company Limited, a whollyowned subsidiary of Hong Kong Exchanges and Clearing Limited "HKSCC Nominees" HKSCC Nominees Limited, a wholly-owned subsidiary of **HKSCC** 

the Hong Kong Special Administrative Region of the PRC

[REDACTED]

"Hong Kong" or "HK"

### [REDACTED]

"Huizhou Guangzheng" 惠州市光正投資有限公司(Huizhou Guangzheng Investment

Co., Ltd.), a company with limited liability established in the PRC on 23 July 2009 and a Consolidated Affiliated Entity of

our Company

"Huizhou Guangzheng 惠州市光正實驗學校 (Huizhou Guangzheng Preparatory Preparatory School" School), an entity established under the laws of the PRC on 10

April 2014, of which the school sponsor's interest is whollyowned by Huizhou Guangzheng, and a Consolidated Affiliated

Entity of our Company

"IFRS" International Financial Reporting Standards, as issued from time to time by the International Accounting Standards Board

"Independent Third Party(ies)" an individual or a company who or which is not a director, chief

executive or substantial shareholder of our Company or any of our subsidiaries, or an associate of any of such director, chief

executive or substantial shareholder

#### [REDACTED]

"Latest Practicable Date"

5 August 2016, being the latest practicable date for the purpose of ascertaining certain information contained in this document prior to its publication

#### [REDACTED]

"Listing Committee"

the listing committee of the Stock Exchange

### [REDACTED]

"Listing Rules" the Rules Governing the Listing of Securities on The Stock

Exchange of Hong Kong Limited, as amended, supplemented or

otherwise modified from time to time

"Main Board" the stock exchange (excluding the option market) operated by

the Stock Exchange which is independent from and operates in parallel with the Growth Enterprise Market of the Stock

Exchange

"M&A Rules" Rules on Merger and Acquisition of Domestic Enterprises by

Foreign Investors(《關於外國投資者併購境內企業的規定》) joint issued by the MOFCOM, the State-Owned Assets Supervision and Administration Commission of the State Council (國務院國有資產監督管理委員會), the State Administration of Taxation (國家稅務總局), the State Administration of Industry and Commerce (國家工商行政管理 總局), the CSRC and the SAFE on 8 August 2006, effective as

from 8 September 2006 and amended on 22 June 2009

"Memorandum" or "Memorandum of Association"

the memorandum of association of our Company adopted by our Company on [•] 2016, as amended from time to time

"MOFCOM" the Ministry of Commerce of the PRC (中華人民共和國商務部)

Mr. Liu Xuebin (劉學斌), our Chairman, an executive Director

and one of our Controlling Shareholders

"Mr. SP Liu" Mr. Liu Shoupeng (劉壽彭), the father of Mr. Liu

"Ms. Li" Ms. Li Suwen (李素文), our Chief Executive Officer, an

executive Director and one of our Controlling Shareholders

"Nantong Guangzheng" 江蘇省南通市光正投資有限公司 (Jiangsu Nantong

Guangzheng Investment Co., Ltd.), a company with limited liability established in the PRC on 12 August 2011 and a former subsidiary of Guangdong Guangzheng which was disposed of by Guangdong Guangzheng to Mr. Liu and Ms. Li in April 2016

"NDRC" the National Development and Reform Commission of the PRC

(中華人民共和國國家發展和改革委員會)

"Mr. Liu"

#### [REDACTED]

"Panjin Guangzheng" 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co.,

Ltd.), a company with limited liability established in the PRC on 13 March 2013 and a Consolidated Affiliated Entity of our

Company

Consolidated Affiliated Entity of our Company in the PRC which commenced schooling on 1 September 2014, of which the school sponsor's interest is wholly-owned by Panjin

Guangzheng

"PBOC" People's Bank of China, the central bank of the PRC

"Pearl River Delta" a PRC geographic region comprising Guangzhou, Shenzhen,

Zhuhai, Dongguan, Foshan, Zhongshan, Huizhou, Jiangmen, Zhaoqing, Qingyuan, Yunfu, Yangjiang, Meizhou and Heyuan,

all of which are located in Guangdong province

"Powers of Attorney" the powers of attorney dated 1 July 2016 executed by Ms. Li

and Mr. SP Liu respectively in favour of Dongguan Ruixing

"PRC" or "China" People's Republic of China and "Chinese" shall be construed

accordingly. References in this document to the PRC or China

exclude Hong Kong, Macau and Taiwan

"PRC government" or "Chinese

government"

the central government of the PRC, including all governmental subdivisions (including provincial, municipal and other

regional or local government entities)

"PRC Legal Adviser"

Commerce & Finance Law Offices, a law firm licensed to provide advice with respect to PRC laws

#### [REDACTED]

"QIB" a qualified institutional buyer as defined in Rule 144A

"Registered Shareholders" Ms. Li and Mr. SP Liu, the registered shareholders of

Guangdong Guangzheng

"Regulation S" Regulation S under the U.S. Securities Act

"Reorganisation" the reorganisation steps implemented by our Group, as

described in the section headed "History and development" of

this document

"Repurchase Mandate" the general unconditional mandate to repurchase Shares given

to the Board by our Shareholders, particulars of which are set forth in the paragraph headed "A. Further information about our Company and our subsidiaries – 3. Resolutions of the Shareholders of our Company" in Appendix V to this document

Shareholders of our company in Appendix v to this documen

"RMB" or "Renminbi" Renminbi yuan, the lawful currency of the PRC

"Rule 144A" Rule 144A under the U.S. Securities Act

"SAFE" State Administration of Foreign Exchange of the PRC (中華人

民共和國國家外匯管理局), the PRC government authority responsible for matters relating to foreign exchange

administration

"SFC" the Securities and Futures Commission of Hong Kong

"SFO" Securities and Futures Ordinance (Chapter 571 of the Laws of

Hong Kong) as amended, supplemented or otherwise modified

from time to time

"Shareholders" holders of Shares

"Share Option Scheme" the share option scheme conditionally adopted by our Company

on [•] 2016, the principal terms of which are summarised under the paragraph headed "Share Option Scheme" in Appendix V of

this document

| 1 | ) | $\mathbf{F}$ | F | T | V | T | $\Gamma$ |  | 1 | C |
|---|---|--------------|---|---|---|---|----------|--|---|---|
|   |   |              |   |   |   |   |          |  |   |   |

"Shares" shares with a nominal value of HK\$[0.01] each in the capital of

our Company

"Shenzhen Youyue" 深圳光正優越科技開發有限公司 (Shenzhen Guangzheng

Youyue Technology Development Co., Ltd.), a company with limited liability established in the PRC on 10 October 2015 and

a wholly-owned subsidiary of our Company

"Sino-Foreign Regulation" the Regulation on Sino-Foreign Cooperation in

Operating Schools (中華人民共和國中外合作辦學條例), promulgated by the State Council in 2003 and amended on 18

July 2013

"Sole Sponsor" or

"[REDACTED]" or "[REDACTED]"

**BNP** Paribas

"South China" a PRC geographic region comprising Guangdong province,

Guangxi province and Hainan province

"SP Liu Spouse's Undertaking" the undertaking executed by the spouse of Mr. SP Liu, namely

Ms. Huang Ailing (黃愛領), dated 1 July 2016

[REDACTED]

"State Council" State Council of the PRC (中華人民共和國國務院)

[REDACTED]

"Stock Exchange" The Stock Exchange of Hong Kong Limited

"Track Record Period" the period comprising the three financial years ended 31 August

2015 and the nine months ended 31 May 2016

[REDACTED]

"U.S." or "United States" the United States of America, its territories and possessions,

any State of the United States and the District of Columbia

"U.S. Securities Act" the United States Securities Act of 1933, as amended

supplemented or otherwise modified from time to time, and the

rules and regulations promulgated thereunder

"USD" or "US\$" United States dollars, the lawful currency of the United States

"VAT" the value added tax of the PRC

"Weifang Guangzheng" 維坊光正實驗學校投資有限公司 (Weifang Guangzheng

Preparatory School Investment Co., Ltd.), a company with limited liability established in the PRC on 9 October 2015 and

a Consolidated Affiliated Entity of our Company

of which the school sponsor's interest is wholly-owned by Guangdong Guangzheng, and a Consolidated Affiliated Entity

of our Company

"West Delta" a PRC geographical region comprising Sichuan province,

Shaanxi province and Chongqing municipality city

#### [REDACTED]

"%" per cent

In this document, the terms "associate", "close associate", "connected person", "core connected person", "connected transaction", "controlling shareholder", "subsidiary" and "substantial shareholder" shall have the meanings given to such terms in the Listing Rules, unless the context otherwise requires.

The English translation and/or transliteration of the names of PRC nationals, entities, enterprises, government authorities, departments, facilities, certificates, titles, laws and regulations included in this document is included for identification purposes only. In the event of any inconsistency between the English translation and/or transliteration and the Chinese versions, the Chinese versions shall prevail.

Certain amounts and percentage figures included in this document have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables may not be an arithmetic aggregation of the figures preceding them.

## **GLOSSARY OF TECHNICAL TERMS**

This glossary contains definitions of certain terms used in this document in connection with our Company and our business. Some of these may not correspond to standard industry definitions.

| "A Level courses"          | courses designed to prepare students for the examinations required for obtaining the United Kingdom General Certificate of Education Advanced Level qualification offered to students completing secondary education   |
|----------------------------|--|
| "ACT courses"              | courses designed to prepare students for the ACT college readiness assessment, a standardised test for college admissions in the United States   |
| "compulsory education"     | grade one to grade nine education, which all citizens in China must receive, according to the Compulsory Education Law of the PRC  |
| "feeder school"            | a PRC primary or middle school, many of whose graduates continue their education at another specific middle or high school   |
| "First Class Universities" | first-tier universities identified in the "University Application and Enrolment Guidelines for Guangdong Province" issued by the Education Examinations Authority of Guangdong Province for the 2012/2013, 2013/2014, 2014/2015 and 2015/2016 school years                     |
| "fundamental education"    | preschool, primary school, middle school and high school level education   |
| "high schools"             | schools that provide education for students in grade 10 through grade 12   |
| "IELTS courses"            | courses designed to prepare students for the International<br>English Language Testing System (IELTS), a standardised test<br>of English language proficiency  |
| "IGCSE courses"            | courses designed to prepare students for the examinations required for obtaining the International General Certificate of Secondary Education (IGCSE), an English language curriculum offered to secondary students to prepare them for more advanced secondary qualifications |
| "middle class"             | the broad group of people who fall socio-economically between<br>the working class and upper class   |
| "middle schools"           | schools that provide education for students in grade seven through grade nine  |

## **GLOSSARY OF TECHNICAL TERMS**

| "non-distributable reserve" | a non-distributable reserve established by our Group to manage<br>the retained earnings and profit from our on-campus canteens   |
|-----------------------------|--|
| "one-child policy"          | China's population control policy implemented by the Population and Family Planning Law of the PRC, according to which a family can have only one child, with certain exceptions |
| "primary schools"           | schools that provide education for students in grade one through six   |
| "private schools"           | schools which are not administered by local, provincial or national governments  |
| "public schools"            | schools administered by local, provincial or national governments  |
| "secondary schools"         | schools that include middle schools and high schools   |
| "school year"               | the school year for all of our schools, which generally starts on or around 1 September of each calendar year and ends on 31 August of the next calendar year                    |

#### FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements that state our intentions, beliefs, expectations or predictions for the future that are, by their nature, subject to significant risks and uncertainties. These forward-looking statements include all statements in this document that are not historical fact, including, without limitation, statements relating to:

- our operations and business prospects;
- our business and operating strategies and our ability to implement such strategies;
- our ability to develop and manage our operations and business;
- our ability to maintain or increase student enrollment in our schools;
- our ability to maintain or increase tuition fees;
- our ability to maintain or increase utilization of our facilities;
- our capital expenditure programmes and future capital requirements;
- our future general and administrative expenses;
- our ability to control costs;
- future developments, trends and conditions in the industry and markets in which we operate;
- general economic conditions;
- changes to regulatory and operating conditions in the industry and geographical markets in which we operate;
- the amount and nature of, and potential for, future development of our business;
- capital market developments;
- the actions and developments of our competitors;
- our dividend policy; and
- all other risks and uncertainties described in "Risk Factors" in this document.

When used in this document, the words "aim", "anticipate", "believe", "could", "endeavour", "envisage", "estimate", "expect", "going forward", "in the future", "intend", "may", "plan", "seek", "will", "would" and similar expressions, as they relate to us, are intended to identify a number of these forward-looking statements. Such statements reflect the current views of our management with respect to future events and are subject to certain risks, uncertainties and assumptions, including the risk factors described in this document. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove to be incorrect, our results of operations and financial condition may be adversely affected and may vary materially from those described herein as anticipated, believed or expected. Accordingly, such statements are not a guarantee of future performance and you should not place undue reliance on such forward-looking information. Moreover, the inclusion of forward-looking statements should not be regarded as representations by us that our plans and objectives will be achieved or realised.

You should carefully read and consider all of the information in this document including the risks and uncertainties described below before deciding to make any investment in our Shares. Our business, financial condition or results of operations could be materially adversely affected by any of these risks and uncertainties. The trading price of our Shares could decline due to any of these risks and uncertainties. As a result you may lose part or all of your investment.

We believe there are certain risks and uncertainties involved in our operations, some of which are beyond our control. We have categorised these risks and uncertainties into: (i) risks relating to our Contractual Arrangements; (ii) risks relating to our business and our industry; (iii) risks relating to doing business in China; and (iv) risks relating to [REDACTED].

#### RISKS RELATING TO OUR CONTRACTUAL ARRANGEMENTS

We may be subject to severe penalties if the PRC government finds that the agreements that establish the structure for operating our business in China do not comply with applicable PRC laws and regulations.

Foreign investment in the education industry in China is extensively regulated and subject to various restrictions. Under the Foreign Investment Catalog, foreign investors are prohibited from investing in primary and middle schools in the PRC for students in grades one through nine. In addition, under the Sino-Foreign Regulation, foreign investment in high schools in the PRC must be in the form of cooperation between Chinese educational institutions and foreign educational institutions. Furthermore, under the Implementation Opinions of the MOE on Encouraging and Guiding the Entry of Private Capital in the Fields of Education and Promoting the Healthy Development of Private Education, which was issued by the MOE on 18 June 2012, the foreign portion of the total investment in a Sino-foreign joint venture school must be below 50%. Please refer to "Regulations" of this document for further details.

Accordingly, our subsidiaries in China are currently ineligible to apply for the required education licenses and permits in China for the operation of primary and middle schools. In addition, although foreign investment in high schools is not prohibited, our subsidiaries in China are still ineligible to independently or jointly invest and operate high schools. We have entered into a series of arrangements pursuant to which our wholly-owned subsidiary Dongguan Ruixing receives the economic benefits from our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements" of this document for further details. We have been and are expected to continue to be dependent on our Contractual Arrangements to operate our education business in China.

If the Contractual Arrangements that establish the structure for operating our business in China are found to violate any PRC laws or regulations in the future or fail to obtain or maintain any of the required permits or approvals, the relevant PRC regulatory authorities, including the MOE, which regulates the education industry, would have broad discretion in dealing with such violations, including:

- revoking the business and operating licenses of our PRC subsidiaries or Consolidated Affiliated Entities:
- discontinuing or restricting the operations of any related-party transactions among our PRC subsidiaries or Consolidated Affiliated Entities;
- imposing fines or other requirements with which we or our PRC subsidiaries or Consolidated Affiliated Entities may not be able to comply;
- requiring us to restructure our operations in such a way as to compel us to establish new entities, re-apply for the necessary licenses or relocate our businesses, staff and assets;

- imposing additional conditions or requirements with which we may not be able to comply;
   or
- restricting the use of proceeds from our [REDACTED] or financing to finance our business and operations in China.

If any of the above penalties are imposed on us, our business, financial condition and results of operations may be materially and adversely affected.

# Our business may be significantly affected by the Draft Foreign Investment Law, if implemented as proposed.

On 19 January 2015, MOFCOM published the Draft Foreign Investment Law. The Draft Foreign Investment Law proposes significant changes to the PRC foreign investment legal regime and, when implemented, may have a significant impact on businesses in China controlled by foreign invested enterprises primarily through contractual arrangements, such as our business. Please refer to "Regulations – Foreign Investment in Education in the PRC" for further details. The MOFCOM solicited comments on the Draft Foreign Investment Law in 2015, but no new draft has been published since then. There is substantial uncertainty with respect to its final content, interpretation, adoption timeline or effective date.

In the event that the Contractual Arrangements under which we operate our education business are not treated as a domestic investment and/or our education business is classified as "prohibited business" in the Prohibited List under the Draft Foreign Investment Law as finally enacted, such Contractual Arrangements may be deemed as invalid and illegal and we may be required to unwind the Contractual Arrangements and/or dispose of such education business. As we primarily conduct our education business and operate in the PRC, the occurrence of such an event could have a material and adverse effect on our business, financial condition and results of operations such that the financial results of our Consolidated Affiliated Entities would no longer be consolidated into our financial results and we would have to derecognise their assets and liabilities according to the relevant accounting standards. An investment loss would be recognised as a result of such derecognition.

As a measure to ensure the Contractual Arrangements remain a domestic investment and are compliant with the Draft Foreign Investment Law, Mr. Liu and Ms. Li, as our Controlling Shareholders, [have each given] an undertaking in favour of our Company that, among other things, they will continue to maintain their Chinese nationality for as long as they hold a controlling interest in our Company. Please refer to "Contractual Arrangements – Development in the PRC Legislation on Foreign Investment – Potential Measures to Maintain Control Over and Receive Economic Benefits from our Consolidated Affiliated Entities" in this document for further details. Our compliance with the Draft Foreign Investment Law depends on their adherence to the terms of such undertaking. In the event that any of them breaches the undertaking or any of their successors/beneficiaries do not comply with or otherwise adhere to such undertaking, the Stock Exchange has limited enforcement power against any of them and we may not be able to seek effective recourse against any of them. In such event, the Contractual Arrangements may be deemed invalid and illegal and we may be required to unwind the Contractual Arrangements and/or dispose of our Consolidated Affiliated Entities, which could have a material and adverse effect on our business, financial condition and result of operations.

In addition, it is uncertain whether the measures to be adopted by us to maintain control over and receive economic benefits from our Consolidated Affiliated Entities alone will be effective in ensuring compliance with the Draft Foreign Investment Law (if and when it becomes effective). In the event that such measures are not complied with, the Stock Exchange may take enforcement actions against us, such as suspending trade in our Shares, which may have a material adverse effect on the trading and liquidity of our Shares. For details of the Draft Foreign Investment Law and the negative list, its potential impact on our Company, and our potential measures to maintain control over and receive economic benefits from our Consolidated Affiliated Entities, please refer to "Contractual Arrangements – Development in the PRC Legislation on Foreign Investment" and "Regulations" of this document for further details.

Furthermore, the undertakings given by our Controlling Shareholders may require them to exercise their influence over our Company to prevent us from issuing additional Shares (or securities convertible into Shares) if the effect of any such issuance was to dilute their interest below a level sufficient to represent "control" under the Draft Foreign Investment Law. This may, in turn, impact our ability to finance our future expansion plans or use Shares as consideration for acquisitions or as a form of equity incentive for our management and employees. We also cannot assure you that the undertakings will not serve as a disincentive to parties proposing to acquire a material interest in our Shares or control of our Company, which may have a negative impact on the price and liquidity of our Shares.

# Our Contractual Arrangements may not be as effective in providing control over our Consolidated Affiliated Entities as equity ownership.

We have relied and expect to continue to rely on Contractual Arrangements to operate the majority of our education business in China. Please refer to "Contractual Arrangements" of this document for further details of a description of these Contractual Arrangements. These Contractual Arrangements may not be as effective in providing us with control over our Consolidated Affiliated Entities as equity ownership. If we had equity ownership of our Consolidated Affiliated Entities, we would be able to exercise our rights as a direct or indirect shareholder to effect changes in the board of directors of our Consolidated Affiliated Entities, which in turn could effect changes, subject to any applicable fiduciary obligations, at the management level. However, as these Contractual Arrangements stand now, if our Consolidated Affiliated Entities or their shareholders fail to perform their respective obligations under these Contractual Arrangements, we cannot exercise shareholders' rights to direct corporate actions as direct ownership would otherwise entail. If the parties under such Contractual Arrangements refuse to carry out our directions in relation to everyday business operations, we will be unable to maintain effective control over the operations of our schools in China. If we were to lose effective control over our Consolidated Affiliated Entities, certain negative consequences would result, including our being unable to consolidate the financial results of our Consolidated Affiliated Entities with our financial results. Given that we derived all of our revenue from our Consolidated Affiliated Entities for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, our financial position would be materially and adversely affected if we were to lose effective control over our Consolidated Affiliated Entities. In addition, losing effective control over our Consolidated Affiliated Entities may negatively impact our operational efficiency and brand image. Further, losing effective control over our Consolidated Affiliated Entities may impair our access to their cash flow from operations, which may reduce our liquidity.

# The owners of our Consolidated Affiliated Entities may have conflicts of interest with us, which may materially and adversely affect our business, financial condition and results of operations.

Our control over our Consolidated Affiliated Entities is based upon the Contractual Arrangements with our Consolidated Affiliated Entities. The beneficial shareholders of our Consolidated Affiliated Entities, Mr. Liu and Ms. Li, are also our Controlling Shareholders. Either of them may potentially have conflicts of interest with us and breach any of their contracts or undertakings with us if it would further any of their own interests or if any of them otherwise acts in bad faith. We cannot assure you that when conflicts of interest arise between our Company and our

Consolidated Affiliated Entities, any of them will act completely in our interest or that the conflicts of interest will be resolved in our favour. In the event that such conflict of interest cannot be resolved in our favour, we may have to rely on legal proceedings which may disrupt our business operations and subject us to uncertainties as to the outcome of such legal proceedings. As a result, our business, financial condition and results of operations may be materially and adversely affected.

We may have to incur additional costs and expend substantial resources to enforce the Contractual Arrangements, temporarily or permanently lose control over our primary operations or lose access to our primary sources of revenue, if our Consolidated Affiliated Entities or their respective ultimate shareholders fail to perform their obligations under our Contractual Arrangements.

Under the current Contractual Arrangements, if any of our Consolidated Affiliated Entities or their ultimate shareholders fails to perform its or his/her respective obligations under these Contractual Arrangements, we may incur substantial costs and resources to enforce such arrangements and relying on legal remedies under PRC laws, including seeking specific performance or injunctive relief and claiming damages.

Our Contractual Arrangements described above are governed by PRC law and provide for the resolution of disputes through arbitration in China. Accordingly, these contracts would be interpreted in accordance with PRC laws and any disputes would be resolved in accordance with PRC legal procedures. Under PRC laws, rulings by arbitrators are final and the parties to a dispute cannot appeal the arbitration results in any court based on the substance of the case. The prevailing party may enforce the arbitration award by instituting arbitration award recognition proceedings with the competent PRC court. The legal environment in the PRC is not as developed as in other jurisdictions, such as Hong Kong and the United States. As a result, uncertainties in the PRC legal system could limit our ability to enforce these Contractual Arrangements. In the event that we are unable to enforce these Contractual Arrangements, we may not be able to exert effective control over our affiliated entities for an extended period of time or we may be permanently unable to exert control over our affiliated entities. If this were to occur, we would be unable to consolidate the financial results of our Consolidated Affiliated Entities with our financial results, which may materially and adversely affect our business, financial condition and results of operations and may decrease the value of our Shareholders' investments in our Company.

In addition to the enforcement costs outlined above, during the course of disputes regarding such enforcement action, we may temporarily lose effective control over our schools in China, which may lead to loss of revenue or potentially lead to our having to incur additional costs and expend substantial resources to operate our business in the absence of effective enforcement of these Contractual Arrangements. If this were to occur, our business, financial condition and results of operations may be materially and adversely affected and the value of our Shareholders' investments in our Company may decrease.

## Certain terms of our Contractual Arrangements may not be enforceable under PRC laws.

Our Contractual Arrangements provide for the resolution of disputes through arbitration in accordance with the arbitration rules of the China International Economic and Trade Arbitration Commission in Beijing. Our Contractual Arrangements contain provisions to the effect that the arbitral body may award remedies over the shares and/or assets of our Consolidated Affiliated Entities, injunctive relief and/or winding up of our Consolidated Affiliated Entities. In addition, our Contractual Arrangements contain provisions to the effect that courts in Hong Kong and the Cayman Islands are empowered to grant interim remedies in support of the arbitration pending the formation of an arbitral tribunal. However, we have been advised by our PRC Legal Adviser that the abovementioned provisions contained in our Contractual Arrangements may not be enforceable. Under PRC laws, an arbitral body granting any injunctive relief or provisional or final liquidation order to preserve the assets of or any equity interest in Chinese legal entities in case of disputes must submit the application to the court in China. Therefore, such remedies may not be available to us,

notwithstanding the relevant contractual provisions contained in our Contractual Arrangements. PRC laws allow an arbitral body to award the transfer of assets of or an equity interest in China in favour of an aggrieved party. In the event of non-compliance with such award, enforcement measures may be sought from the court. However, the court may or may not support the award of an arbitral body when deciding whether to take enforcement measures. Under PRC laws, courts of judicial authorities in the PRC generally would not grant injunctive relief or the winding-up order against an entity as interim remedies to preserve the assets or shares in favour of any aggrieved party.

### Our Contractual Arrangements may be subject to scrutiny by the PRC tax authorities, which may impose late payment fees and other penalties on us.

Under PRC laws and regulations, arrangements and transactions among related parties may be subject to audit or challenge by the PRC tax authorities. We could face material and adverse tax consequences if the PRC tax authorities determine that the exclusive management consultancy and business cooperation agreements we have with our Consolidated Affiliated Entities and Dongguan Ruixing do not represent an arm's-length price and adjust any of those entities' income in the form of a transfer pricing adjustment. A transfer pricing adjustment could increase our tax liabilities. In addition, PRC tax authorities may form the view that our subsidiaries or Consolidated Affiliated Entities have improperly minimised their tax obligations and we may not be able to rectify any such incident within the limited timeline required by PRC tax authorities. As a result, PRC tax authorities may impose late payment fees and other penalties on us for under-paid taxes, which may materially and adversely affect our business, financial condition and results of operations.

# We rely on dividends and other payments from Dongguan Ruixing or another PRC subsidiary to pay dividends and other cash distributions to our Shareholders.

We are a holding company and our ability to pay dividends and other cash distributions to our Shareholders, service any debt we may incur and meet our other cash requirements depends significantly on our ability to receive dividends and other distributions from Dongguan Ruixing, one of our PRC subsidiaries, or another PRC subsidiary. The amount of dividends paid to us by Dongguan Ruixing or another PRC subsidiary depends solely on the service fees paid to Dongguan Ruixing or another PRC subsidiary from our Consolidated Affiliated Entities. However, there are restrictions under PRC laws for the payment of dividends to us by Dongguan Ruixing or another PRC subsidiary. For example, relevant PRC laws and regulations permit payments of dividends by Dongguan Ruixing or another PRC subsidiary only out of its retained earnings, if any, as determined in accordance with PRC accounting standards and regulations. Under PRC laws and regulations, Dongguan Ruixing or another PRC subsidiary is required to set aside at least 10% of its after-tax profits based on the PRC accounting standards each year to fund a statutory reserve, until the accumulated amount of such reserve has exceeded 50% of its registered capital. Consequently, Dongguan Ruixing or another PRC subsidiary is restricted in its ability to transfer a portion of its net assets to us or any of our other subsidiaries in the form of dividends, loans or advances. The foregoing restrictions on the ability of Dongguan Ruixing or another PRC subsidiary to pay dividends to us and the limitations on the ability of Consolidated Affiliated Entities to pay service fees to Dongguan Ruixing or another PRC subsidiary could materially and adversely limit our ability to borrow money outside of China or pay dividends to holders of our Shares.

# Our Consolidated Affiliated Entities may be subject to limitations on their ability to operate private education or make payments to related parties.

The principal regulations governing private education in China are the Law for Promoting Private Education, which became effective as of 2003 and was revised in 2013, and the Implementation Rules. Under these regulations, a private school may elect to be a school that does not require reasonable returns or a school that requires reasonable returns. A private school that does not require reasonable returns cannot distribute dividends to its school sponsors. Each of our schools has elected to be a school that requires reasonable returns. A private school that requires reasonable returns must publicly disclose such election and any additional information required under the PRC

regulations. A private school must consider factors such as the school's tuition, the ratio of the funds used for education-related activities to the course fees collected, admission standards and educational quality when determining the percentage of the school's net income that would be distributed to the investors as reasonable returns. However, the current PRC laws and regulations do not provide a formula or guidelines for determining what constitutes a "reasonable return". PRC laws and regulations require a private school that requires reasonable returns to make an annual appropriation of 25% of its after-tax income to its development fund prior to dividend payments. Such appropriations are required to be used for the construction or maintenance of the school or for the procurement or upgrading of educational equipment. The total amount of development fund reserves our schools made during the three years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016 was RMB18.9 million, RMB28.7 million, RMB39.3 million and RMB28.2 million, respectively.

In addition, we established a non-distributable reserve to manage the retained earnings from our on-campus canteens. Funds in the non-distributable reserve will not be distributed to the school sponsors or otherwise be paid to Dongguan Ruixing or another PRC subsidiary pursuant to the Contractual Arrangements. As of 31 May 2016, the total amount of funds transferred to the non-distributable reserve was RMB175.5 million. Please refer to "Business – Ancillary Services" for further details.

Furthermore, the current PRC laws and regulations do not set forth different requirements or restrictions on a private school's ability to operate its education business based on such school's status as a school that requires reasonable returns or a school that does not require reasonable returns.

As a holding company, our ability to pay dividends and other cash distributions to our Shareholders depends solely on our ability to receive dividends and other distributions from Dongguan Ruixing or another PRC subsidiary. The amount of dividends and other distributions Dongguan Ruixing or another PRC subsidiary is able to pay to us depends on the amount of service fees paid to Dongguan Ruixing or another PRC subsidiary from our Consolidated Affiliated Entities. Our PRC Legal Adviser advises us that Dongguan Ruixing's or another PRC subsidiary's right to receive the service fees from our Consolidated Affiliated Entities does not contravene any PRC laws and regulations. However, if the relevant PRC government authorities take a different view to our PRC Legal Adviser, they may seek to confiscate any or all of the service fees that have been paid by our Consolidated Affiliated Entities to Dongguan Ruixing or another PRC subsidiary, including retrospectively, to the extent that such service fees are viewed as being "reasonable returns" taken by the school sponsors of these schools in violation of PRC laws and regulations. The relevant PRC authorities may also seek to stop student enrolments at our schools or, in a more serious situation, revoke the operation permits of these schools.

We may lose the ability to use and enjoy certain important assets, which could reduce the size of our operations, impair our ability to generate revenue and materially affect the market price of our Shares, if any of our Consolidated Affiliated Entities becomes the subject of a bankruptcy or liquidation proceeding.

We currently conduct the majority of our operations in China through the Contractual Arrangements. As part of these arrangements, our Consolidated Affiliated Entities hold a majority of the assets that are important to the operation of our business, including operating permits and licenses, real estate leases, buildings and other educational facilities related to the schools. Under the Contractual Arrangements, Ms. Li and Mr. SP Liu may not unilaterally, without our consent, decide to voluntarily liquidate our Consolidated Affiliated Entities.

If any of these entities goes bankrupt and all or part of their assets become subject to liens or rights of third-party creditors, we may be unable to continue some or all of our business activities, which could materially and adversely affect our business, financial condition and results of operations. If any of our Consolidated Affiliated Entities undergoes a voluntary or involuntary liquidation proceeding, its shareholders or unrelated third-party creditors may claim rights to some or all of these assets, thereby hindering our ability to operate our business, which could materially and adversely affect our business, our ability to generate revenue and the market price of our Shares.

Our exercise of the option to acquire the equity interests of our Consolidated Affiliated Entities may be subject to certain limitations and the ownership transfer may subject us to substantial costs.

Under the Sino-Foreign Regulation, foreign investors of Sino-foreign joint venture schools must be foreign educational institutions. According to the Sino-Foreign Regulation, such foreign investors must be foreign institutions with relevant qualifications and experience in a foreign country (the "Qualification Requirement"). As part of our efforts to meet the Qualification Requirement, we have entered into a memorandum of understanding with Dewey College on 10 February 2016 with respect to the parties' proposed cooperation in setting up a private school in Ontario, Canada, as well as other proposed cooperation in international education. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which we expected to be established prior to [REDACTED] and owned by our Group and Dewey Education Group Inc. for the potential development of the new school in Canada. If the restrictions on the percentage of foreign ownership in high schools and the prohibition on foreign ownership in primary and middle schools are lifted, we may be unable to unwind the Contractual Arrangements before we are in a position to comply with the Qualification Requirement, or if we attempt to unwind the Contractual Arrangements before we are able to comply with the Qualification Requirement we may be ineligible to operate the schools and may be forced to suspend their operations, which could materially and adversely affect our business, financial condition and results of operations.

Furthermore, our exercise of the option to acquire the equity ownership of our Consolidated Affiliated Entities may incur substantial costs on our part. Pursuant to our Contractual Arrangements, Dongguan Ruixing has the exclusive right to require the shareholders of our Consolidated Affiliated Entities to transfer any and all the shares of our Consolidated Affiliated Entities to Dongguan Ruixing and/or a third party designated by it, in whole or in part at any time and from time to time, at the lowest price allowable under PRC laws and regulations at the time of transfer. If the relevant PRC authorities determine that the purchase price for acquiring our Consolidated Affiliated Entities is below the market value, they may require Dongguan Ruixing to pay EIT for ownership transfer income with reference to the market value. The amount of the tax may be substantial, which could materially and adversely affect our business, financial condition and results of operations.

#### RISKS RELATING TO OUR BUSINESS AND OUR INDUSTRY

Our business depends on our ability to maintain or raise the tuition and boarding fee levels we charge at our schools.

We derive the majority of our revenue from tuition fees and boarding fees. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, revenue from tuition fees and boarding fees represented 77.8%, 78.0%, 77.8% and 76.5% of our total revenue, respectively. We determine the tuition and boarding fee rate for each of our schools primarily based on the demand for our educational programmes, the cost of operations of the school, the tuition charged by our competitors, our pricing strategy, the economic conditions of the city in which the school is located and the general economic conditions in China. However, we may not be able to maintain our current tuition rates for some or all of our schools, and may not be able to raise the tuition fees and boarding fees for our schools at our desired rates, times and places or at all in the future. Even if we are able to maintain or raise our tuition and boarding fee levels, we may fail to attract sufficient prospective students to apply for our schools at those levels. As a result, our business, financial condition and results of operations may be materially and adversely affected.

### We generate all of our revenue from a limited number of cities in China and from a limited number of schools.

During the Track Record Period, we operated in three cities in China, namely, Dongguan, Huizhou and Panjin. Dongguan and Huizhou are located in Guangdong province, South China and Panjin is located in Liaoning province. Dongguan is particularly important to our overall business as it is the home of three of our schools, two of which were the largest schools in our school network in terms of number of students enrolled as of 1 September 2015. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, we generated 100.0%, 99.4%, 94.4% and 89.1%, respectively, of our revenue from our three schools in Dongguan. We expect that we will continue to generate the majority of our revenue from the three schools in Dongguan for the foreseeable future and our schools in Huizhou and Panjin will generate an increasing portion of our revenue. In addition, four of our schools are located in Guangdong province. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, we generated substantially all of our revenue from our schools in Guangdong province.

Consequently, we are highly susceptible to factors adversely affecting the PRC private education industry, or us, in any of the limited geographic areas in which our schools are located. If Guangdong province or any of the cities in which we operate, especially Dongguan, experiences an event that materially and negatively affects its education industry or us, such as an economic downturn, a natural disaster or an outbreak of a contagious disease, or if any governmental authorities governing Guangdong province or any of the cities in which we operate, especially Dongguan, adopt regulations that place additional restrictions or burdens on us or on the education industry in general, our business, financial condition and results of operations may be materially and adversely affected. In addition, if any of our schools, especially our Dongguan Guangming School, Dongguan Guangzheng Preparatory School and Dongguan Guangming Primary School, experiences an event that materially and negatively affects its student enrolment, tuition, school operations or reputation in general, our business, financial condition and results of operations may be materially and adversely affected.

### Our business depends on the market recognition of our brand and reputation that we may not be able to maintain.

The success of our business has depended and will continue to depend on our brand and reputation. Our brand and reputation may be affected by a number of factors, including student and parent satisfaction rate, teaching quality, academic performance of students, university admission rates, campus accidents, scandals involving our schools, negative publicity and failure to pass governmental inspections. Some of these factors are beyond our control. In addition, as we continue to grow in size, expand our programmes, services and products and extend our geographic reach, it may become difficult to maintain quality and consistency in the services we offer, which may lead to diminishing confidence in our brand name and negatively affect our reputation. If our brand or reputation is damaged or negatively affected, students' and parents' interest in our schools may decrease and our business, financial condition and results of operations could be materially and adversely affected.

We have developed our student base primarily through word-of-mouth referrals, advertisements, public promotion events, trial classes and feeder school visits. However, we cannot assure you that our marketing efforts will be successful or sufficient in further promoting our brand and reputation to help us maintain or increase student enrolment. Moreover, there can be no assurance that our brand and reputation will hold sufficient market recognition in the geographic areas where we plan to establish new schools. If we are unable to further enhance the market recognition of our brand and reputation, or if we are required to incur excessive marketing expenses to promote our brand and reputation, our business, financial condition and results of operations may be materially and adversely affected.

#### We may fail to continue to attract and retain students in our schools.

The success of our business depends on the number of students enrolled in our current schools and in any new schools we may establish or acquire in the future, as well as on the amount of tuition our students and parents are willing to pay. Our ability to attract and retain students depend on several factors, including our ability to:

- enhance existing programmes to respond to market changes and the demands of students and parents;
- develop new programmes or schools that appeal to students;
- maintain and improve our reputation for providing high quality primary, middle and high school education:
- maintain and improve the academic and non-academic performance of our students;
- recruit and retain qualified teachers;
- manage our growth while maintaining the consistency of our teaching quality;
- expand our geographic reach;
- effectively market our schools and programmes to prospective students; and
- respond to the increasing competition in the market.

In addition, local and provincial government authorities may impose restrictions on the number of students we can recruit or the areas in which we can recruit students. As of 1 September 2015, the number of students enrolled at each of our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School exceeded the student admission limit set by Dongguan Education Bureau for each school when the school first commenced operations (the "initial limit"). We have applied for written approval by Dongguan Education Bureau to increase the initial limit for our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School. However, we cannot assure you that we will obtain such written approval or that we will not be subject to penalties for exceeding the initial limit. As of the Latest Practicable Date, no fines or other penalties had been imposed on us for exceeding the initial limit. We have engaged our PRC Legal Adviser to conduct an interview with Dongguan Education Bureau, being the competent government authority supervising student enrolment matters in Dongguan, which confirmed that although the initial limit is exceeded, the number of students admitted by our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School each year are in compliance with the annual student recruitment quota granted by Dongguan Education Bureau (the "annual quota"). Based on the interview and taking into account the advice from our PRC Legal Adviser, our Directors believe that exceeding the initial limit does not have a material impact on the operations of our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School. However, according to our interview with, and the Working Plan for Regulating Significant Over-enrolment in Private Schools (關於整治民辦學校嚴重超規模辦學的工作方案) issued by, Dongguan Education Bureau, the bureau will gradually limit the annual quota granted to each school to maintain appropriate student body size and class size of the schools in Dongguan. As a result, we may not be able to obtain the annual quota necessary to maintain or increase student enrolment at our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School in the future. If we fail to obtain the approval to increase the initial limit and if the relevant government authority reduces or does not increase our annual quota for student recruitment, our ability to maintain or increase student enrolment at our Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School may be substantially limited, and our business, financial condition and results of operations may be materially and adversely affected.

Our students' academic performance may fall and satisfaction with our educational services may otherwise decline.

Our students' academic performance may be affected by various factors, including teaching method and materials, personal efforts, learning environment, pressure and family influence, some of which may be beyond our control. If their academic performance fall or do not improve as expected, our students may be unable to achieve the test scores necessary for their desired university, high school or middle school admissions and satisfaction with our educational services may decline. Satisfaction with our educational services may also decline due to negative publicity on our schools, Directors or management, lack of qualified teachers, unsatisfactory learning environment or other factors, which may result in, among others, a decrease in word-of-mouth referrals and reputation, students' withdrawal from our schools and decreased application for our schools. If our student retention rate decreases substantially or if we otherwise fail to continue to attract and admit students due to decreased students' or parents' satisfaction with our educational services, our business, financial condition and results of operations may be materially and adversely affected.

We may be subject to pricing pressures, reduced operating margins, loss of market share, departure of key employees and increased capital expenditures due to competition in the education sector.

The education sector in China is rapidly evolving, highly fragmented and competitive and we expect competition in this sector to persist and intensify. In each geographic market in which we operate our schools, we compete with public schools and other private schools that offer primary, middle and high school education. We compete with these schools across a range of factors, including programme and curriculum offerings, tuition level, school location and premises, qualified teachers and other key personnel.

Our competitors that are private schools may offer similar or superior educational programmes, with different pricing and service packages that are more appealing than those offered at our schools. Some of our competitors that are private schools may have more resources than us and may be able to devote greater resources than we can to the development and promotion of their schools and respond more quickly than we can to changes in student demands, testing materials, admissions standards, market needs or new technology. In August and December 2015, the Standing Committee of the National People's Congress reviewed the amendment to The Law for Promoting Private Education that allows private schools to register as for-profit entities and, if registered as such, to make their own decisions on tuition levels, which may attract more private school players and further increase competition in the education industry once adopted.

Our competitors that are public schools may have access to resources that may not be available to private schools and may be able to offer quality educational programmes at lower prices than our schools. According to the Frost & Sullivan Report, tuition fees charged by public schools are generally lower than tuition fees charged by private schools, especially premium private schools. In addition, the PRC public education system continues to improve in terms of resources, admission policies and teaching quality and approaches. If public schools relax their admission limitations, offer more diversified curriculum, upgrade their campus facilities or reforms the exam-oriented education approach, they may become more attractive to students, which may lead to increased competition in the education industry.

As a result, we may be required to reduce tuition or increase spending in order to retain or attract students or pursue new market opportunities. If we are unable to successfully retain and attract students, maintain or increase our tuition level, recruit and retain qualified teachers or other key personnel, enhance the quality of our educational services or control competition costs, our business, financial condition and results of operations may be materially and adversely affected.

# Our business depends on our ability to recruit and retain qualified and committed teachers and other school personnel.

We rely substantially on our teachers for the provision of educational services to our students. Our teachers are critical to maintaining the quality of our programmes and upholding our brand and reputation. As of 1 September 2015, we had a team of 1,666 teachers, including 415 high school teachers, 645 middle school teachers, 568 primary school teachers and 38 teachers for the international programmes. We must continue to attract qualified teachers who are committed to teaching and loyal to our schools. We face competition from public schools, other private education providers and other institutions for high quality candidates and may have to incur additional costs for our recruitment efforts. We may not be able to recruit enough teachers to keep pace with the growth of our student enrolment while maintaining consistent teaching quality and the overall quality of our education programmes across different schools. In addition, criteria such as dedication, capability and loyalty are difficult to ascertain during the recruitment process and we may fail to identify and select the desired candidates.

Furthermore, we may be unable to retain high quality teachers or have to incur significant expenditures for our retention efforts. For the 2012/2013, 2013/2014 and 2014/2015 school years, 22.4%, 14.5% and 9.7% of our teachers voluntarily resigned from our schools. Teachers may be dissatisfied with their workload, compensation, benefits, career path or working environment, which may disrupt our school operations and teaching activities, adversely affect our reputation and damage our ability to attract and retain teachers and students. In March 2015, some high school teachers of Dongguan Guangming School gathered to express dissatisfaction with respect to their compensation package and certain classes at the school were affected. Management of our Dongguan Guangming School met with the teacher representatives on the same day and the school resumed normal operations on the next day. We increased the compensation package of teachers in Dongguan Guangming School and Dongguan Guangming Primary School starting from March 2015 and made an aggregate payment of RMB10.5 million to 660 teachers in Dongguan Guangming School and Dongguan Guangming Primary School in June 2015. The incident was widely reported (whether accurately or not) by the media and we cannot assure you that similar incidents will not happen in the future.

Similarly, other school personnel such as administrators, counsellors and financial staff also play an important role in the efficient and smooth running of our schools. There is no guarantee that we can recruit and retain quality personnel to perform these functions in the future without incurring significant costs or at all. If we are unable to recruit and retain qualified and committed teachers and other school personnel at reasonable costs or at all, or if there is a significant decrease in teaching quality or educational experiences in our schools due to lack of qualified teachers or other school personnel, or if our teachers or other school personnel take disruptive actions to express their dissatisfaction with our schools or our Group, our business, financial condition and results of operations may be materially and adversely affected.

# We may not be able to obtain all necessary approvals, licenses and permits and to make all necessary registrations and filings for our educational and other services in China.

We are required to obtain and maintain various approvals, licenses and permits and fulfil registration and filing requirements in order to operate our schools and provide educational and other services to our students. For instance, we are required to obtain and/or renew a private school operation permit, obtain and/or renew a registration certificate for private non-enterprise entities, pass annual inspections conducted by the relevant government authorities, obtain a tax registration certificate, obtain approval from the relevant government authorities as to the scale and scope of our student recruitment activities and obtain approval for cooperating with the other parties in the operation of international programmes at our schools.

While we intend to obtain all requisite approvals, licenses and permits, and complete the necessary filings, renewals and registrations on a timely basis for our schools, there is no assurance that our efforts will result in full compliance as there may be factors beyond our control, intention and anticipation, and the local PRC authorities may have significant discretion in interpreting, implementing and enforcing the relevant rules and regulations. We have failed to maintain the requisite approvals, licenses or permits in the past. For instance, our Dongguan Guangming School and Dongguan Guangzheng Preparatory School did not pass the 2014/2015 school year inspection conducted by Dongguan Education Bureau; and our Panjin Guangzheng Preparatory School has not obtained, among other things, the registration certificate for private non-enterprise entities, the tax registration certificate and the certificate for passing fire control assessments and has not made the fee collection filing. We cannot assure you that such incidents will not happen in the future or that our remedial measures are or would be appropriate, timely and effective. If we fail to obtain or renew the required approvals, licenses or permits in a timely manner or at all, we may be subject to fines, confiscation of the gains derived from our schools, suspension of some or all of our school operations, be required to compensate the economic losses suffered by our students or other relevant parties, or be subject to other penalties or administrative actions, which may materially and adversely affect our business, financial condition and results of operations.

In addition, our Dongguan Guangzheng Preparatory School did not obtain the written approval from the relevant education authority for operating its international programmes. Although Dongguan Education Bureau, being the competent government authority regulating the international programmes, acknowledged the international programmes operated by our Dongguan Guangzheng Preparatory School during its interview with our PRC Legal Adviser, we cannot assure you that the education authority will not change its position or policies with regard to the international programmes at Dongguan Guangzheng Preparatory School. Furthermore, we did not obtain written approval from the relevant government authorities for the fees charged at the international programmes of Dongguan Guangming School and Dongguan Guangzheng Preparatory School. Although the pricing authority in Dongguan, being the competent government authority regulating the pricing practices of private schools, acknowledged such pricing practice and confirmed that our schools are allowed to determine the fee standards of the international programmes by themselves during an interview with our PRC Legal Adviser, we cannot assure you that the pricing authority will not change its position or policies regarding the fees charged by our international programmes. If the relevant government authority changes its position or policies with respect to the aforesaid issues, we may be subject to fines, confiscation of the gains derived from our international programmes, suspension of our international programmes and/or be required to compensate economic losses suffered by our students or other relevant parties, or be subject to other penalties or administrative actions, which may materially and adversely affect our business, financial condition and results of operations.

### We may lose government support or fail to partner with the relevant local government authorities for the establishment and operations of our schools.

All of our schools have received government support, which we believe give us access to resources that may not be available to other private schools, including high quality teachers, government administered teacher and school principal training programmes, government support in student recruitment activities, government assistance with regulatory filings and applications and preferential policies on land allocation or assignment. We also intend to apply for support from the relevant government authorities in the markets into which we seek to penetrate. However, we cannot assure you that the government authorities will continue to support our existing schools or that we will be able to obtain the support from the government authorities with which we intend to cooperate for the establishment of our new schools. The government authorities may decide not to support our schools or cooperate with us in the future due to various reasons, many of which may be beyond our control. If we lose government support for our existing schools or are unable to find government authorities that are willing to cooperate with us for the establishment of our new schools, we may lose access to certain resources, incur significant costs or have to change the target location for our new schools, and our business, financial condition and results of operations may be materially and adversely affected.

We may be adversely affected by negative publicity concerning our schools, our Group, our Controlling Shareholders, our Directors or our employees.

Any negative publicity concerning our schools, our Group, our Controlling Shareholders, our Directors, our employees or any of them, even if untrue, could adversely affect our reputation, business, growth prospect and our ability to recruit qualified teachers and staff. There has been negative publicity about our schools or our Group in the past, such as our schools' failure to pass annual inspections, labour disputes with our teachers and staff, complaints about our student recruitment and fee collection activities, alleged theft in our dormitories, lawsuits with respect to the construction of our schools and our schools' alleged involvement in activities unrelated to educational services. Our schools and our Group may be subject to additional negative publicity in the future, which, even if untrue, may damage our brand image and reputation, deter prospective students and teachers and take up excessive time of our management and other resources. In addition, there has been and may be, from time to time, negative publicity concerning our Directors or Controlling Shareholders, which, whilst not necessarily related to our Group or our business, may negatively affect our reputation. As a result, our business, financial condition and results of operations may be materially and adversely affected.

### The non-distributable reserve we established may not be a sufficient or appropriate measure for the operation of on-campus canteens.

Under the relevant PRC laws and regulations, on-campus canteens in principle must be operated on a not-for-profit basis. However, the provision of "not-for-profit" is not defined in any PRC laws and regulations. We conducted consultation with the relevant education authorities and price authorities with respect to the understanding of the "not-for-profit" principle, from which we understand that the principle of "not-for-profit" is met if our schools do not seek to distribute to our school sponsors the retained earnings from our on-campus canteens, which may be applied to the continuous operation and improvement of the relevant on-campus canteens. We have voluntarily established a non-distributable reserve and have transferred all the retained earnings of our on-campus canteens since the operation thereof into such reserve. As of 31 May 2016, all such retained earnings in the amount of RMB175.5 million had been transferred to the aforesaid non-distributable reserve. Funds in the non-distributable reserve may be used for continuous operation and improvement of the relevant on-campus canteens and other purposes permitted by PRC laws, and are not distributable to the school sponsors. Accordingly, our PRC Legal Adviser is of the view that, our operation of the on-campus canteens, the establishment of the non-distributable reserve and the transfer of such balance to the reserve to be applied to continuous operation and improvement of the relevant on-campus canteens and other purposes permitted by PRC laws and regulations, are not in breach of the "not-for-profit" principle. Please refer to "Business - Ancillary Services" for further details. However, the relevant PRC laws may change and the relevant government authorities may have different interpretations and the establishment of a non-distributable reserve or any of our additional measures may not be sufficient or appropriate for the operation of our on-campus canteens. We therefore may be subject to penalties or other administrative action and may not be able to identify an effective alternative measure in time or at all. In addition, if the relevant PRC laws and regulations change or the relevant government authorities' interpretation of the "not-for-profit" principle changes, we may not be allowed to operate the on-campus canteens in a manner that the canteens are currently being operated or at all. Furthermore, our ability to distribute or deploy the funds in the reserve for purposes other than the aforementioned will be limited. As a result, our business, financial condition and results of operations may be materially and adversely affected.

## We used personal bank accounts for the settlement of corporate funds, which may subject us to penalties.

During the Track Record Period and until 1 June 2016, we used 12 personal bank accounts to facilitate certain operations of Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School and Panjin Guangzheng Preparatory School. Ten of the personal bank accounts we used were registered under the name of Ms.

Li, our Chief Executive Officer, executive Director and Controlling Shareholder, one was registered under the name of Mr. Liu, our Chairman, executive Director and Controlling Shareholder and one was registered under the name of Mr. Shan He, our senior management and executive vice principal of Panjin Guangzheng Preparatory School. Our PRC Legal Adviser has advised us that the use of the personal bank accounts for the settlement of corporate funds was not in compliance with the relevant PRC laws and regulations and that we may be subject to penalties, including confiscation of any illegal income, a fine of one to five times of the illegal income if the illegal income amounts to RMB50,000 or more, or a fine ranging between RMB50,000 to RMB500,000 if the illegal income is less than RMB50,000. Our Directors confirmed that our prior use of the Arrangements and the parties concerned did not involve any illegal income. As of 1 June 2016, we had ceased the use of all personal bank accounts for the settlement of corporate funds. Please refer to "Business - Settlement through Personal Bank Accounts" for further details. As of the Latest Practicable Date, no fine or other penalties had been imposed by the relevant government authorities with respect to our prior use of the personal bank accounts to settle corporate funds. However, we cannot assure you that we will not be subject to fines or other penalties due to our prior use of the personal bank accounts for the settlement of corporate funds, which may materially and adversely affect our business, financial condition and results of operations.

### Our business depends on our ability to promptly and adequately respond to changes in admission requirements for higher-level education, testing materials and technologies.

In order to further their education, our high school graduates need to sit for the college level admissions and assessment tests administered by educational authorities in China or relevant educational institutions overseas, depending on where our students choose to apply for university education. Our middle and primary school students are subject to PRC high school and middle school entrance exams, as applicable. The admission scores for the various universities, high schools or middle schools in China usually change from year to year and so do the admission requirements for overseas universities. Testing materials may also change in terms of focus areas, format and the manner in which such tests are administered. In addition, some admission tests may be conducted in a computer-based format, which requires certain level of computer proficiency by test takers. These changes require us to continually update and enhance the courses we offer and to continually train our students to take standardized tests so as to maximize their performance on these tests. If we fail to adequately prepare our students for admission tests in our everyday classroom teaching and any test preparation courses we offer, our students' admissions rates to PRC and overseas universities, PRC high schools and PRC middle schools, as applicable, may decrease and our programmes and services may become less attractive to students. Furthermore, if we fail to timely develop and introduce new education services and programmes in our schools based on the changing education standards in China and abroad, our ability to attract and retain students may decrease. As a result, our reputation, business, financial condition and results of operations may be materially and adversely affected.

#### We may fail to manage our growth effectively.

We have experienced steady growth in the number of students, which has placed significant pressure on our management and resources. As of 1 September 2012, 2013, 2014 and 2015, the total number of students enrolled in our schools was approximately 13,947, 19,354, 22,837 and 27,644, respectively. We expect the student enrolment in all of our schools to continue to increase. We also plan to expand our operations by establishing new schools in China and overseas. The increase in student enrolment and our expansion plan may result in substantially higher demands for resources such as teachers, staff and facilities, make it more difficult for us to maintain the teaching quality and learning environments of our schools and require our management to devote significantly more time and resources to manage our operations. To support our growth, we may also need to incur significant expenditures for, among other things, management and staff recruitment, facilities maintenance and expansion and the construction and operation of new schools. If we fail to manage our growth and expansion effectively, our business, financial condition and results of operations may be materially and adversely affected.

#### We may not be able to successfully execute our growth strategies.

Our growth strategies include increasing student enrolment in our existing schools, establishing more schools in the Pearl River Delta economic zone in Guangdong province, expanding our school network to the other major economic zones and other regions in China, and the development of new schools overseas. We intend to expand our school network through constructing new schools by ourselves, partnering with local schools or other third parties, or acquiring existing schools. Please refer to "Business – Development of New Schools" of this document for further details about our new school development plans. We may not succeed in executing our growth strategies due to a number of factors, including the following:

- we may not be able to admit all qualified students who would like to enrol in our schools due to the capacity constraints of our school facilities;
- we may fail to identify cities with sufficient growth potential in which to establish new schools:
- we may fail to effectively execute our expansion plans as contemplated;
- we may fail to acquire or lease suitable land sites in the cities to which we plan to expand our operations;
- we may lose government support or fail to partner with local governments in cities where we already have schools or in cities to which we plan to expand our operation;
- we may fail to effectively market our schools or brand in new markets or promote ourselves in existing markets;
- we may not be able to replicate our successful growth model in new markets;
- we may not be able to effectively integrate any future acquisitions into our education system;
- we may fail to obtain the requisite licenses and permits from the authorities necessary to open new schools at our desired locations;
- we may not be able to continue to enhance our course materials or adapt our course materials to changing student needs and teaching methods;
- we may fail to follow the expected timetable with respect to the development of new schools; and
- we may fail to achieve the benefits we expect from our expansion.

In particular, as part of our growth strategies and our efforts to meet the Qualification Requirement, we entered into a memorandum of understanding with Dewey College in February 2016 with respect to the parties' potential cooperation in setting up a private school in Ontario, Canada. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which we expected to be established prior to [REDACTED] and owned by our Group and Dewey Education Group Inc. for the potential investment and development of a new school in Canada. Please refer to "Business – Development of New Schools" for further details. However, in addition to the various factors mentioned above, we have not established or operated any schools outside of China before and may lack the relevant experience or expertise for implementing our business plan for the development of a new school in Canada and for providing the other proposed educational services. If we fail to successfully execute our growth strategies, we may not be able to maintain our growth rate and our business, financial condition and results of operations may be materially and adversely affected.

### We may not be able to successfully establish new schools pursuant to our proposed timeline or at all.

We intend to continue to expand our school network by establishing new schools in China and overseas. We expect our new school in Weifang, Shandong province to commence operations in September 2016. We have also entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. In addition, we intend to engage in discussions with the local government authorities of various cities in Guangdong, Shandong and Sichuan provinces to explore the possibility of establishing a new school in each city, but had not entered into any agreement with the local government authorities. Furthermore, we plan to cooperate with Dewey College in establishing a new school in Canada. Please refer to "Business - Development of New Schools" for further details about the development of our new schools. Successful establishment of a new school depends on various factors, including obtaining financing, completing the construction of school campus and buildings, receiving government approvals, licences and permits, recruitment of qualified teachers and staff and recruitment of students, many of which are out of our control. We may be unable to establish new schools according to our proposed timeline or at all if we encounter difficulties with any of the factors affecting the establishment of a new school and our business, financial condition and results of operations may be materially and adversely affected.

## We may expand our school network through acquisition and may not be able to successfully integrate businesses that we acquire.

We may expand our school network through acquisition of additional schools. We have limited experience in acquiring schools and believe we face challenges in integrating business operations and management philosophies of acquired schools. The benefits of our future acquisitions depend in significant part on our ability to effectively and timely integrate management, operations, technology and personnel. The integration of acquired schools is a complex, time-consuming and expensive process that, without proper planning and implementation, could significantly disrupt our business and operations and reputation. The main challenges involved in integrating acquired entities include the following:

- ability to find suitable targets;
- retaining qualified teaching staff of any acquired school;
- consolidating educational services and implementing our educational philosophy and curriculum;
- integrating information technology platforms and administrative infrastructure;
- ensuring and demonstrating to our students and their parents that the new acquisitions will
  not result in any adverse changes to our established brand image, reputation, service
  quality or standards; and
- minimizing the diversion of our management's attention from on-going business concerns.

We may not successfully integrate our operations and the operations of the schools we acquire in a timely manner, or at all, and we may not realize the anticipated benefits or synergies of the acquisitions to the extent, or in the timeframe, we anticipated. As a result, our business, financial condition and results of operations may be materially and adversely affected.

We may be affected by changes in our target customer group's preferences towards primary, middle and high school education.

We have designed our educational programmes, engaged teachers and staff and constructed our school facilities primarily to serve the demands for high-quality primary, middle and high school education by our target customer group, which is primarily the rapidly growing middle class in densely populated and economically developed cities in the PRC. As of 1 September 2015, 27,341 students enrolled in our PRC curriculum programmes. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, we derived almost all of our revenue from our PRC curriculum programmes. We believe the demands for private primary, middle and high school education by our target customer group will continue to grow and expect the revenue from our PRC curriculum programmes to continue to be the primary source of our revenue. However, our target customer group's preferences for educational services may change. They may become less interested in PRC curriculum programmes and be more attracted to international programmes, international schools or other educational programmes such as vocational secondary education. As of the Latest Practicable Date, we did not operate international schools or offer vocational secondary education. We offer international programmes at two of our schools, which are limited in size. As of 1 September 2015, 303 students enrolled in our international programmes. If our target customer group's interest in PRC curriculum programmes decreases, student enrolment in our schools' PRC curriculum programmes may substantially decrease and we may need to lower our tuition fees to attract more students. In addition, our effort to enlarge our international programmes or to establish new international schools to adapt to the changes in the educational preferences of our target customer group may not succeed and we may have to incur significant expenses. As a result, our business, financial condition and results of operations may be materially and adversely affected.

Our cooperation with an Independent Third Party for the international programmes at our Dongguan Guangming School and our proposed cooperation with other Independent Third Parties may fail.

The international programmes at our Dongguan Guangming School were established through cooperation agreements between Dongguan Guangming School and an Independent Third Party. As of 1 September 2015, 85 students enrolled in the international programmes at Dongguan Guangming School. We may cooperate with other Independent Third Parties for the provision of international programmes or other educational services at our schools, or for the expansion of our school network in the PRC and overseas. For example, we entered into a memorandum of understanding on 10 February 2016 with Dewey College, an independent high school subject to inspection by the Ontario Ministry of Education, Canada, with respect to the parties' proposed cooperation in setting up a private school in Ontario, Canada, providing secondary and pre-university education, as well as other proposed cooperation in international education. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which we expected to be established prior to [REDACTED] and owned by our Group and Dewey Education Group Inc. for the potential development of the new school in Canada.

If our cooperation agreements with the Independent Third Parties are terminated prior to their expiration date or are not renewed upon expiration, or we determine that the Independent Third Parties have become unsuitable to continue to be our cooperation partners, we may not be able to find appropriate alternatives in time or at all to continue our cooperation programmes or projects. In addition, in the event that we are unable to find appropriate cooperation partners or if our cooperation partners are unable to deliver the services we expect, we may be unable to successfully implement our business strategies. We have limited experience in cooperating with Independent Third Parties in offering international programmes or other educational services, or in establishing schools in overseas, and may fail to select the most appropriate cooperation partners or may be unsuccessful in cooperating with our partners.

Furthermore, we may not be able to fully control the quality of the educational services, such as the quality of teachers, course contents and teaching approaches, delivered by the Independent Third Parties. If students and parents complain about the educational quality of such cooperation programmes or schools, it may negatively affect our reputation and our ability to attract and retain students in our schools. Negative publicity involving the Independent Third Parties we cooperate with, whether relevant or irrelevant to our cooperation with such Independent Third Parties, may also negatively affect our reputation and deter prospective students from enrolling in our schools. As a result, our business, financial condition and results of operations may be materially and adversely affected.

We are subject to extensive governmental approvals and compliance requirements for the construction and development of our schools and in relation to the land and buildings that we own.

For campuses and school facilities constructed and developed for our schools, we must obtain various permits, certificates and other approvals from the relevant authorities at various stages of property development, including the land use right certificates, planning permits, construction permits, certificates for passing environmental assessments, certificates for passing fire control assessments, certificates for passing construction completion inspections and building ownership certificates.

As of the Latest Practicable Date, we had not fully obtained all the requisite permits, certificates and approvals for the construction and development of our schools. As of the Latest Practicable Date, we owned the land use rights for 17 parcels of land with a total gross site area of approximately 728.124.2 sg.m. and owned 46 buildings and eight units with an aggregate gross floor area of approximately 488,478.4 sq.m. in the PRC. As of the Latest Practicable Date, we had not obtained the land use right certificates for seven parcels of land with a gross site area of approximately 24,192.0 sq.m., the building ownership certificates for 29 buildings with a gross floor area of 283,359.3 sq.m. and certain other requisite certificates or permits for the buildings for which we had not obtained the ownership certificates, including planning permits, construction permits, certificates for passing construction completion inspections, certificates for passing environmental assessments and certificates for passing fire control assessments. Please refer to "Business - Properties" and "Business – Legal Proceedings and Compliance" for further details. As a result, our rights to these parcels of land and buildings may be limited or challenged by the relevant government authorities or other third parties. We may also be subject to administrative fines or other penalties due to the lack of the requisite permits, certificates and approvals, which may materially and adversely affect our business operations, divert management attention and other resources and incur significant costs. In particular,

- for the properties that we have put into use without obtaining the land use right certificates, our rights to the land may be challenged by third parties;
- for the properties that we have put into use without obtaining the certificates for passing environmental assessments, we may be subject to a fine no more than RMB50,000 and/or temporary suspension of the usage of the relevant properties before the incident is rectified;
- for the properties that we have put into use without obtaining the certificates for passing fire control assessments, we may be subject to a fine ranging between RMB30,000 to RMB300,000 and/or temporary suspension of the usage of the relevant properties before the incident is rectified;
- for the properties that we have put into use without obtaining the certificates for passing construction completion inspections, we may be subject to a fine ranging between 2% to 4% of the total price of the construction contract of the affected premises and/or temporary suspension of the usage of the affected premises before the incident is rectified; and

• for the properties that we have put into use or construction activities without obtaining the planning and construction certificates, we may be required to demolish the relevant buildings, be subject to fines of up to 10% and 2% of the construction costs of the buildings, respectively, or be subject temporary suspension of the usage of the buildings before we obtain the relevant certificates.

In the event that if we lose the rights to any of our land or buildings, our uses of such land or buildings may be limited, or we may be forced to relocate and incur additional costs, which may result in disruptions to our school operations and materially and adversely affect our business, financial condition and results of operations. In addition, we may in the future encounter problems in obtaining the relevant permits, certificates and approvals for the construction and development of our new schools, which may negatively affect our growth strategies. As a result, our business, financial condition and results of operations may be materially and adversely affected.

Our right to certain leased properties could be challenged by property owners or other third parties and we may be unable to find suitable alternative premises if our leases are terminated.

As of 31 May 2016, we leased one parcel of land and 16 buildings from Independent Third Parties for the operations of our schools. As of the Latest Practicable Date, the lessors of one parcel of land used by our Dongguan Guangming School with a total gross site area of approximately 2,398 sq.m. 12 buildings used by our Dongguan Guangming School as student dormitories and staff apartments with a gross floor area of 63,008.2 sq.m., the lessors of two buildings used by our Dongguan Guangzheng Preparatory School as staff apartments with a gross floor area of approximately 13,836.0 sq.m. and the lessor of one building used by our Weifang Guangzheng Preparatory School as staff apartments with a gross floor area of 197.1 sq.m. had been unable to provide us with valid title documents to the respective properties. Please refer to "Business -Properties" of this document for further details. As a result, the lessors may not have the right to lease the relevant properties to us and our leases may be challenged by actual property owners who may file claims against us, require us to relocate, or demand substantially higher rental for the properties. As of the Latest Practicable Date, we were not aware of any actual or contemplated actions, claims or investigations by any third party with respect to possible defects in our leased properties. If any of our leases were terminated as a result of challenges by third parties to the lessors' rights, we may be forced to relocate and incur additional costs, which may result in disruptions to our school operations and materially and adversely affect our business, financial condition and results of operations.

In addition, we have not registered any of our lease agreements with relevant government authorities. Under relevant PRC laws and regulations, an executed lease must be registered and filed with the relevant government authority. According to our PRC Legal Adviser, although the lack of registration will not affect the validity and enforceability of the lease agreements, a fine ranging from RMB1,000 to RMB10,000 may be imposed on the parties to an unregistered lease.

Furthermore, if any of our landlords terminates the existing lease agreements, refuses to continue to lease the premises to our schools when such lease agreements expire, or increase rent to the level not acceptable to us, we may be forced to relocate our student dormitories or apartments for our teachers and staff. We may not be able to find suitable premises for such relocation without incurring significant time and costs, or at all. If this occurs, our business, results of operations and financial condition could be materially and adversely affected.

## The appraisal value of our properties may be different from their actual realizable values and are subject to uncertainty or change.

The property valuation report set out in Appendix III to this document with respect to the appraised value of our properties are based on various assumptions, which are subjective and uncertain in nature. The assumptions that DTZ Cushman & Wakefield Limited used in the property valuation report include: (i) the transferable land use rights of the properties for their respective terms at nominal annual land use fees have been granted and that any premium payable has already been fully paid and (ii) the Group has an enforceable title to each of the properties and has free and uninterrupted rights to use, occupy or assign the properties for the whole of the respective unexpired land use term as granted.

Certain of the assumptions used by DTZ Cushman & Wakefield Limited in reaching the appraised value of our properties may be inaccurate. Hence, the appraised value of our properties should not be taken as their actual realizable value or a forecast of their realizable value. Unexpected changes to our properties and to the national and local economic conditions may affect the value of these properties. You should not place undue reliance on such appraised value attributable to these properties by DTZ Cushman & Wakefield Limited.

#### Capacity constraints of our school facilities could cause us to lose students to our competitors.

The educational facilities of our schools are limited in space and size. We may not be able to admit all qualified students who would like to enrol in our schools due to the capacity constraints of our current school facilities. For example, the utilization rate, being the number of students enrolled at a school divided by the school's existing capacity for students, of our Dongguan Guangming School was 99.5%, 99.5% and 98.9% as of 1 September 2013, 2014 and 2015. In addition, we may not be able to expand our capacity at our current campuses unless we relocate to other facilities in the local area with more space. If we fail to expand our capacity as quickly as the demand for our services grows, or if we otherwise fail to grow by establishing or acquiring additional schools and campuses, we could lose potential students to our competitors, and our business, financial condition and results of operations may be materially and adversely affected.

### Our historical financial and operating results may not be indicative of our future performance and our financial and operating results may be difficult to forecast.

Our financial and operating results may not meet the expectations of public market analysts or investors, which could cause the price of our Shares to decline. Our revenue, expenses and operating results may vary from year to year in response to a variety of factors beyond our control, including:

- our ability to increase student enrolment in our schools and raise tuitions fees;
- general economic conditions and regulations or government actions pertaining to the provision of private educational services in China;
- shifts in consumer attitude toward private primary, middle and high school education in China;
- our ability to control cost of revenue, in particular staff costs relating to teacher salaries and allowances and other costs; and
- non-recurring charges incurred in connection with acquisitions or other extraordinary transactions or unexpected circumstances.

Due to these factors, we believe that year-to-year comparisons of our operating results may not be indicative of our future performance and you should not rely on them to predict the future performance of our Shares. Please refer to "Financial Information" of this document for further details.

#### Our financial statements during the Track Record Period may have been affected.

During the Track Record Period, we made advances to Cinese Group and other related parties. These advances were non-trade in nature and non-interest bearing. For each reporting period during the Track Record Period, we recognised imputed interest income on certain portion of such advances under IFRS. However, such imputed interest income is only a hypothetical income under IFRS and had no cash inflow during the Track Record Period. The aggregate carrying amounts of our advances to Cinese Group and other related parties on which we recognised imputed interest income were RMB565.7 million, RMB1,165.4 million, RMB1,163.0 million and RMB869.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our imputed interest income was RMB44.4 million, RMB42.2 million, RMB112.4 million and RMB61.4 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively. During the Track Record Period, we primarily funded these advances to Cinese Group and other related parties through interest-bearing bank borrowings and a substantial portion of our bank borrowings during the Track Record Period related to such advances. As a result, a substantial portion of our interest expenses on bank and other borrowings during the Track Record Period related to advances on which we recognised imputed interest income. Our bank and other borrowings were RMB535.0 million, RMB1,270.0 million, RMB1,275.5 million and RMB896.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our interest expenses on bank and other borrowings were RMB51.2 million, RMB79.0 million, RMB109.9 million and RMB73.1 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively. In addition, we had amounts due to related parties that are non-trade in nature, unsecured, non-interest bearing and repayable on demand, which amounted to RMB344.2 million, RMB333.3 million, RMB426.9 million and RMB886.6 million, respectively, as of 31 August 2013, 2014 and 2015 and 31 May 2016. We are settling the amounts due to and from related parties and expect to settle all amounts due to and from related parties, including our advances to Cinese Group and other related parties, prior to [REDACTED]. As a result, we do not expect to continue to recognise imputed interest income on advances to related parties following the [REDACTED]. Because we will no longer be funding such advances through bank borrowings, we also expect a corresponding reduction in interest expenses on bank borrowings following [REDACTED]. Please refer to "Financial Information – Imputed Interest Income and Related Interest Expenses" for further details. As a result, our financial statements during the Track Record Period may have been affected.

### We recorded net current liabilities as of 31 August 2014 and 2015, 31 May 2016 and 30 June 2016 and may record net current liabilities in the future.

As of 31 August 2014 and 2015, 31 May 2016 and 30 June 2016, we recorded net current liabilities of RMB683.2 million, RMB14.6 million, RMB178.4 million and RMB160.8 million, respectively. We recorded net current liabilities as of 31 August 2014 and 2015, 31 May 2016 and 30 June 2016 primarily because of (i) amounts due to related parties, (ii) amounts recognised as deferred revenue from tuition fees, boarding fees and ancillary services, (iii) bank borrowings and (iv) other payables and accrued expenses. For additional information on our net current liabilities position, please refer to "Financial Information – Current Assets and Current Liabilities" of this document. While we intend to settle all amounts due to and from related parties prior to [REDACTED], we may continue to have net current liabilities in the future as our business expands. We cannot assure you that we will be able to obtain adequate financing to meet our future working capital requirements. In addition, we cannot assure you that we will be able to obtain additional working capital to execute our growth strategies, or that future expansion of our school network will not materially and adversely impact the current or future level of working capital.

### Accidents or injuries suffered by our students, employees or other people at our schools may adversely affect our reputation and subject us to liability.

There are inherent risks of accidents or injuries in schools. We could be held liable in the event of personal injuries, disease, fires or other accidents suffered by students, employees or other people that occur at our schools. Although we designate certain staff members in each of our campuses to

be in charge of student health and security, in the event of personal injuries, disease, food poisoning, fires or other accidents suffered by our students, employees or other people on our campuses, we may face claims for damages and our schools may be perceived unsafe by prospective parents and students. In 2014, a student fell from his dormitory building in Dongguan Guangming School. The school immediately called an ambulance to send him to the hospital, but the student died despite emergency treatment at the hospital. In November 2015, the court ruled that our school was not at fault in the management, education and security protection of students and that the school should pay the plaintiffs RMB100,000 in compensation and dismissed all other claims of the plaintiffs. As of the Latest Practicable Date, the appeal was on-going outcome of this legal proceeding had not yet been finalized. In 2013, a student collapsed during a physical education course in Dongguan Guangming School. The school immediately called an ambulance to send him to the hospital, but the student died despite emergency treatments at the hospital. The court ruled that the school had no fault as to the incident but ordered us to pay damages in the amount of RMB150,000 to the student's family since the incident took place during a school activity. We cannot assure you that similar incidents will not happen in the future. Claims against us arising from injuries incurred or claimed to have incurred on our campuses may adversely affect our reputation, subject us to significant amounts of damages, divert management attention and other resources or increase our insurance costs. As a result, our business, financial condition and results of operations may be materially and adversely affected.

### We may be involved in legal and other disputes and claims from time to time arising out of our operations.

We may, from time to time, be involved in disputes with and subject to claims by parents and students, teachers and other school personnel, our suppliers, construction companies, third-party sub-contractors and other parties involved in our business. For instance, in March 2015, an individual, who is an Independent Third Party, initiated court proceedings against us in relation to the advances he made on behalf of our Dongguan Guangzheng Preparatory School during its establishment for a total amount of RMB5.0 million and related interest. As of the Latest Practicable Date, the outcome of this legal proceeding had yet to be finalized. In April 2015, parents of a student initiated court proceedings against us seeking over RMB780,000 in damages in relation to the death of the student who fell from his dormitory building in Dongguan Guangming School in 2014. In November 2015, the court ruled that our school was not at fault in the management, education and security protection of students and that the school should pay the plaintiffs RMB100,000 in compensation and dismissed all other claims of the plaintiffs. As of the Latest Practicable Date, the appeal was on-going and the outcome of this legal proceeding had yet to be finalized. Please refer to "Business - Legal Proceedings and Compliance" of this document for further details about the legal or other proceedings we are involved in. Legal or other proceedings involving us may, among others, incur significant costs, divert management's attention and other resources, negatively affect our business operations, cause negative publicity against us or damage our reputation. As a result, our business, financial condition and results of operations may be materially and adversely affected.

# We may lose the services of our executive Directors, senior management and other key personnel.

Our future success depends heavily upon the continuing services of our executive Directors and senior management team and in particular, our co-founders, Mr. Liu and Ms. Li, who have been our leaders since our inception. If one or more of our executive Directors, senior management or other key personnel are unable or unwilling to continue in their present positions, we may not be able to replace them easily or at all and our business may be disrupted and our financial condition and results of operations may be materially and adversely affected. Competition for experienced executive Directors or management personnel in the private education sector is intense, the pool of qualified candidates is very limited and we may not be able to retain the services of our executive Directors or senior management or key personnel, or attract and retain high-quality executive Directors or senior executives or key personnel in the future. In addition, if any member of our executive Directors or senior management team or any other key personnel joins a competitor or forms a competing company, we may lose teachers, students and staff members. As a result, our business, financial condition and results of operations may be materially and adversely affected.

Each of our executive officers and key employees has entered into an employment contract and certain executive officers and/or key employees have entered into confidentiality agreements with us. The employment contracts and confidentiality agreements are governed by PRC laws and any disputes would be resolved in accordance with PRC legal procedures. The legal environment in the PRC is not as developed as in other jurisdictions such as Hong Kong and uncertainties in the PRC legal system could limit our ability to enforce these agreements. For example, prior court decisions may be cited for reference but have limited precedential value in the PRC and the PRC arbitration tribunals and courts have significant discretion in interpreting, implementing or enforcing relevant PRC laws. It is thus difficult to predict the outcome of any arbitration awards or court proceedings or gauge the level of legal protection that such awards or proceedings may provide. Accordingly, if any disputes arise between any of our senior executives or key personnel and us, it may be difficult to enforce these agreements against these individuals. As a result, our business, financial condition and results of operations may be materially and adversely affected.

## Failure to make adequate contributions to various employee benefit plans as required by PRC regulations may subject us to penalties.

Companies operating in China are required to participate in various employee benefit plans, including pension insurance, unemployment insurance, medical insurance, work-related injury insurance, maternity insurance and housing provident fund and contribute to the plans in amounts equal to certain percentages of salaries, including bonuses and allowances, of their employees up to a maximum amount specified by the local government from time to time at locations where they operate their businesses. During the Track Record Period, we did not make full contributions to the social insurance plans and the housing provident fund for our employees as required according to the relevant PRC laws and regulations. As of the Latest Practicable Date, we had not received any notice from the local authorities or any claim from our current and former employees regarding our non-compliance in this regard. We estimate that the aggregate amount of social insurance payments and housing provident fund contributions that we did not make during the Track Record Period was RMB9.7 million, RMB13.9 million, RMB16.5 million and RMB12.5 million, respectively, with respect to social insurance payments, and RMB4.2 million, RMB6.1 million, RMB4.7 million and RMB3.1 million, respectively, with respect to housing provident fund contributions. Please refer to "Business - Legal Proceedings and Compliance" of this document for further details. Based on the interviews we conducted with and the written confirmations issued by the competent local human resources and social security bureaus and housing provident fund management centres in the cities where our schools are located, our PRC Legal Adviser has advised that, the possibility that any of the competent government authorities will initiate a request for payment or a penalty proceeding on its own solely based on the fact that we made partial social insurance payments and housing provident fund contributions is relatively remote. However, we cannot assure you that the relevant local government authorities will not require us to pay the outstanding amount within a prescribed time and impose late fees or fines on us, which may materially and adversely affect our business, financial condition and results of operations.

### The tax provision we made may not be sufficient to cover the PRC taxes and/or penalties that the PRC tax authorities may require us to pay.

We underpaid certain PRC taxes during the Track Record Period, including EIT, business tax and VAT. We made tax provisions during the Track Record Period, including provisions for EIT in the amount of RMB88.2 million. In July and August 2016, our relevant PRC entities made re-filings with the relevant tax authorities with respect to EIT, business tax and VAT payable for the calendar years 2013, 2014 and 2015. As of the Latest Practicable Date, such PRC entities had already paid the tax based on the aforesaid re-filings, the amount of which is lower than the aforesaid provision, and had also paid the late surcharge in the total amount of RMB4.8 million to the relevant tax authorities. We cannot assure you that the relevant tax authorities would not require us to pay any additional amount within a prescribed period and/or impose penalties on us, the total amount of which may exceed our provision. Our PRC Legal Adviser has advised that, for failure to fully pay PRC taxes, the relevant tax authorities may impose late payment surcharge and fines ranging between 50% to

five times of the tax in arrears, and may also require the payment of the outstanding amount within a prescribed period. If we were required to pay the additional amount or be subject to penalties, it could affect our cash flow and our business, financial condition and results of operations may be materially and adversely affected.

#### We have limited insurance coverage.

We maintain various insurance policies to safeguard against certain risks and unexpected events, such as school liability insurance, student personal accident insurance and property insurance for vehicles. However, our insurance may not be sufficient in terms of amounts and scope. If we were held liable for amounts and claims exceeding the scope or amounts covered by our insurance policies, or suffered losses from incidents for which we do not currently maintain any insurance, we may be required to pay significant damages or suffer significant loss without being able to recover all or part of the amounts from insurance companies, and our business, results of operations and financial condition may be materially and adversely affected. In addition, we do not have any business disruption insurances to cover losses caused by natural disasters or catastrophic events, which may significantly disrupt our business operations and incur substantial costs on us, and may materially and adversely affect our business, financial condition and results of operations.

#### We face risks related to health epidemics, natural disasters or terrorist attacks in China.

All our schools are private Monday-to-Friday boarding schools. As of 1 September 2015, 27,644 students lived in the student dormitories at our schools. We also provide on-campus or nearby off-site accommodation to our teachers and staff. The boarding and accommodation arrangements make our students, teachers and staff vulnerable to outbreaks of health epidemics such as the H1N1 flu virus, avian influenza and severe acute respiratory syndrome, or SARS, and Influenza A virus, such as H5N1 subtype and H5N2 subtype flu viruses, natural disasters, such as earthquakes, floods, landslides, as well as terrorist attacks, other acts of violence or war or social instability, especially when such health epidemics, natural disasters or terrorist attacks take place in our schools or in or near the regions where our schools are located. In 2009, a student enrolled in our Dongguan Guangming Primary School fell sick while staying at home during a weekend and died despite hospital treatments. The student was later tested positive for H1N1 flu virus. The school took immediate preventative measures such as school closure and thorough cleaning and there was no outbreak of the H1N1 flu in the school. However, in the future, we may be unable to take effective measures to protect our students, teachers and staff in case of health epidemics, natural disasters or terrorist attacks. In addition, the general economic conditions may be negatively affected by the actual or perceived occurrence of health epidemics, natural disasters or terrorist attacks, which may result in significant decreases in the number of students enrolled in our schools. As a result, our business, financial condition and results of operations may be materially and adversely affected.

## We may be negatively affected by the oil pumping machines located next to our Panjin Preparatory School.

There are several oil pumping machines next to the campus of our Panjin Preparatory School, which are owned and managed by Independent Third Parties. We have no control over whether the Independent Third Parties has undertaken appropriate and adequate safety measures over the oil pumping machines or the oil pumping activities. Even if safety measures were undertaken, accidents may occur as oil pumping activities are subject to significant inherent hazards and risks, including environmental pollution, fires, explosions, noise, pipeline ruptures and spills. Given the proximity of the oil pumping machines to our school, in the event of accidents, the operations of Panjin Guangzheng Preparatory School and the health and safety of our students, teachers, staff and other people in the school may be significantly affected. We may have to incur significant costs to take preventative or remedial measures to protect the health and safety of our students, teachers, staff and other people in Panjin Guangzheng Preparatory School. Our preventative or remedial measures may not be sufficient and effective in the events of accidents or natural disasters, and personal injuries, wrongful deaths or other damages may occur, which may subject us to significant amount of damages, negatively affect our reputation and deter prospective students from enrolling in our schools. As a result, our business, financial condition and results of operations may be materially and adversely affected.

Our brand and reputation may be negatively affected if we fail to adequately protect our intellectual property rights.

Our trademarks, trade name and other intellectual property rights are important to the promotion of our brand. We have spent more than a decade building our brand by emphasising quality education and the well-rounded development in our students. Unauthorised use of our trademarks, trade name or other intellectual property rights may damage our reputation and brand. The measures we take to protect our trademarks and other intellectual property rights may not be adequate. For instance, the trademark currently used by our Dongguan Guangming School and Dongguan Guangming Primary School was not registered. Furthermore, the application of laws governing intellectual property rights in China is uncertain and evolving and, as such, enforcement of intellectual property rights in China is relatively difficult. However, we cannot assure you that we will be able to complete the trademark registration. If we are unable to adequately protect our trademarks and other intellectual property rights, we may not be able to benefit from these rights, our brand name and reputation may be damaged. As a result, our business, financial condition and results of operations may be materially and adversely affected.

Unauthorised disclosure or manipulation of sensitive information relating to our students and teachers may expose us to litigation and damages or may adversely affect the reputation of our schools.

We possess sensitive and private information about our students and teachers, such as names, addresses, contact numbers, ID numbers and exam scores of our students. We store these sensitive data primarily in computers located in our school offices. If such data was obtained, disclosed or manipulated by unauthorised third parties through security breaches to our computers or network, or was negligently misappropriated or disclosed by our staff, we may be sued and held liable for damages, which may incur significant costs, negatively affect our reputation and divert management attention and other resources. As a result, our business, financial condition and results of operations may be materially and adversely affected.

#### RISKS RELATING TO DOING BUSINESS IN CHINA

Adverse changes in the PRC economic, political and social conditions as well as laws and government policies, may materially and adversely affect our business, financial condition, results of operations and growth prospects.

The economic, political and social conditions in the PRC differ from those in more developed countries in many respects, including structure, government involvement, level of development, growth rate, control of foreign exchange, capital reinvestment, allocation of resources, rate of inflation and trade balance position. Before the adoption of its reform and opening up policies in 1978, the PRC was primarily a planned economy. In recent years, the PRC government has been reforming the PRC economic system and government structure. For example, the PRC government has implemented economic reform and measures emphasizing the utilisation of market forces in the development of the PRC economy in the past three decades. These reforms have resulted in significant economic growth and social prospects. Economic reform measures, however, may be adjusted, modified or applied inconsistently from industry to industry or across different regions of the country.

We cannot predict whether the resulting changes will have any adverse effect on our current or future business, financial condition or results of operations. Despite these economic reforms and measures, the PRC government continues to play a significant role in regulating industrial development, allocation of natural and other resources, production, pricing and management of currency, and there can be no assurance that the PRC government will continue to pursue a policy of economic reform or that the direction of reform will continue to be market friendly.

Our ability to successfully expand our business operations in the PRC depends on a number of factors, including macro-economic and other market conditions, and credit availability from lending

institutions. Stricter credit or lending policies in the PRC may affect our customers' consumer credit or consumer banking business, and may also affect our ability to obtain external financing, which may reduce our ability to implement our expansion strategies. We cannot assure you that the PRC government will not implement any additional measures to tighten credit or lending standards, or that, if any such measure is implemented, it will not adversely affect our future results of operations or profitability.

Demand for our services and our business, financial condition and results of operations may be materially and adversely affected by the following factors:

- political instability or changes in social conditions of the PRC;
- changes in laws, regulations, and administrative directives or the interpretation thereof;
- measures which may be introduced to control inflation or deflation; and
- changes in the rate or method of taxation.

These factors are affected by a number of variables which are beyond our control.

#### Uncertainties with respect to the PRC legal system could materially and adversely affect us.

Our business and operations in the PRC are governed by the PRC legal system that is based on written statutes. Prior court decisions may be cited for reference but have limited precedential value. Since the late 1970s, the PRC government has promulgated laws and regulations dealing with economic matters such as foreign investment, corporate organization and governance, commerce, taxation and trade. However, as these laws and regulations are relatively new and continue to evolve, interpretation and enforcement of these laws and regulations involve significant uncertainties and different degrees of inconsistency. Some of the laws and regulations are still in the developmental stage and are therefore subject to change. Many laws, regulations, policies and legal requirements have only been recently adopted by PRC central or local government authorities, and their implementation, interpretation and enforcement may involve uncertainties due to the lack of established practice available for reference. We cannot predict the effect of future legal developments in the PRC, including the promulgation of new laws, changes in existing laws or their interpretation or enforcement, or the pre-emption of local regulations by national laws. For instance, MOFCOM published the Draft Foreign Investment Law on 19 January 2015, which proposes significant changes to the PRC foreign investment legal regime and may have a significant impact on our business. Please refer to "- Our business may be significantly affected by the Draft Foreign Investment Law, if implemented" above for further details. As a result, there is substantial uncertainty as to the legal protection available to our Shareholders and us. Furthermore, due to the limited volume of published cases and the non-binding nature of prior court decisions, the outcome of dispute resolution may not be as consistent or predictable as in other more developed jurisdictions, which may limit the legal protection available to us. In addition, any litigation in the PRC may be protracted and result in substantial costs and the diversion of resources and management attention.

As our Shareholder, you hold an indirect interest in our operations in China. Our operations in the PRC are subject to PRC regulations governing PRC companies and schools. These regulations contain provisions that are required to be included in the articles of association of PRC companies and are intended to regulate the internal affairs of these companies. PRC company law and regulations, in general, and the provisions for the protection of shareholders' rights and access to information, in particular, may be considered less developed than those applicable to companies incorporated in Hong Kong, the United States and other developed countries or regions. In addition, PRC laws, rules and regulations applicable to companies listed overseas do not distinguish among minority and controlling shareholders in terms of their rights and protections. As such, our minority shareholders may not have the same protections afforded to them by companies incorporated under the laws of the United States and certain other jurisdictions.

You may experience difficulties in effecting service of legal process, enforcing foreign judgments or bringing original actions in China against us or our management named in this document based on Hong Kong or other foreign laws.

We are a company incorporated under the laws of the Cayman Islands, we conduct substantially all of our operations in China and substantially all of our assets are located in China. In addition, a substantial number of our senior executive officers reside within China for a significant portion of the time and most are PRC nationals. As a result, it may be difficult for our Shareholders to effect service of process upon us or those persons inside mainland China. In addition, our PRC Legal Adviser has advised us that China does not have treaties providing for the reciprocal recognition and enforcement of judgments of courts with the Cayman Islands and many other countries and regions. Therefore, recognition and enforcement in China of judgments of a court in any of these non-PRC jurisdictions in relation to any matter not subject to a binding arbitration provision may be difficult or impossible. Please refer to "Appendix V – Summary of the Constitution of the Company and Cayman Islands Company Law and Taxation" of this document for further details of the relevant laws of the Cayman Islands.

On 14 July 2006, Hong Kong and the PRC entered into the Arrangement on Reciprocal Recognition and Enforcement of Judgments in Civil and Commercial Matters by the Courts of the Mainland and of the Hong Kong Special Administrative Region Pursuant to Choice of Court Agreements Between Parties Concerned (the "Arrangement"), pursuant to which a party with a final court judgment rendered by a Hong Kong court requiring payment of money in a civil and commercial case pursuant to a choice of court agreement in writing may apply for recognition and enforcement of the judgment in the PRC. Similarly, a party with a final judgment rendered by a PRC court requiring payment of money in a civil and commercial case pursuant to a choice of court agreement in writing may apply for recognition and enforcement of the judgment in Hong Kong. A choice of court agreement in writing is defined as any agreement in writing entered into between parties after the effective date of the Arrangement in which a Hong Kong court or a PRC court is expressly designated as the court having sole jurisdiction for the dispute. Therefore, it is not possible to enforce a judgment rendered by a Hong Kong court in the PRC if the parties in dispute have not agreed to enter into a choice of court agreement in writing. Although the Arrangement became effective on 1 August 2008, the outcome and effectiveness of any action brought under the Arrangement may still be uncertain.

PRC regulation of loans and direct investment by offshore holding companies to PRC entities may delay or prevent us from using the [REDACTED] to make loans or additional capital contributions to our PRC subsidiaries or Consolidated Affiliated Entities, which could materially and adversely affect our liquidity and our ability to fund and expand our business.

In utilising the [REDACTED] in the manner described in "[REDACTED]" of this document as an offshore holding company, we may extend loans to our PRC subsidiaries and our Consolidated Affiliated Entities, establish new subsidiaries, make additional capital contributions to our PRC subsidiaries or acquire, in offshore transactions, offshore entities with business operations inside China. Any loans to our PRC subsidiaries or our Consolidated Affiliated Entities are subject to PRC regulations and approvals. For example:

- loans we extend to Dongguan Ruixing, our wholly-owned subsidiary in China, or another PRC subsidiary, cannot exceed statutory limits and must be registered with the SAFE or its local counterparts;
- loans we extend to our Consolidated Affiliated Entities, over a certain threshold, must be approved by the relevant government authorities and must also be registered with the SAFE or its local counterparts; and
- capital contribution to our Consolidated Affiliated Entities must be approved by MOE and Ministry of Civil Affairs or their respective local counterparts.

On 30 March 2015, the SAFE promulgated the Circular on Reforming the Management Approach regarding the Settlement of Foreign Exchange Capital of Foreign-invested Enterprises (《國家外匯管理局關於改革外商投資企業外匯資本金結匯管理方式的通知》) ("Circular 19"). Circular 19 stipulates that the use of capital by foreign-invested enterprises shall follow the principles of authenticity and self-use within the business scope of enterprises. For further details of Circular 19, please refer to "Regulations" of this document. As a result, we are required to apply Renminbi funds converted from the [REDACTED] within the business scope of Dongguan Ruixing or another PRC subsidiary. Circular 19 may significantly limit our ability to transfer [REDACTED] or any other offering of additional equity securities to Dongguan Ruixing or another PRC subsidiary or invest in or acquire any other companies in the PRC.

In addition, any capital contributions to Dongguan Ruixing or another PRC subsidiary or to any new subsidiaries that we may establish in the future must be approved by the MOFCOM or its local counterpart. We cannot assure you that we will be able to obtain these government registrations or approvals on a timely basis, if at all. If we fail to receive such registrations or approvals, our ability to use [REDACTED] and to capitalise our PRC operations may be negatively affected, which could adversely and materially affect our liquidity and our ability to fund and expand our business.

Restrictions on currency exchange under PRC laws may limit our ability to convert cash derived from our operating activities into foreign currencies and may materially and adversely affect the value of your investment.

The PRC government imposes controls on the convertibility of Renminbi into foreign currencies and, in certain cases, the remittance of currency out of China. We receive substantially all of our revenue in Renminbi. Under our current corporate structure, our income is primarily derived from dividend payments from Dongguan Ruixing or another PRC subsidiary. Shortages in the availability of foreign currency may restrict the ability of our PRC subsidiaries and our affiliated entities to remit sufficient foreign currency to pay dividends or other payments to us, or otherwise satisfy their foreign currency denominated obligations, if any. Under existing PRC foreign exchange regulations, conversion of Renminbi is permitted, without prior approval from the SAFE, for current account transactions, including profit distributions, interest payments and expenditures from trade-related transactions, as long as certain procedural requirements are complied with. However, approval from and registration with the SAFE and other PRC regulatory authorities are required where Renminbi is to be converted into foreign currency and remitted out of China for capital account transactions, which includes foreign direct investment and repayment of loans denominated in foreign currencies. The PRC government may also, at its discretion, restrict access in the future to foreign currencies for current account transactions. Any existing and future restrictions on currency exchange in China may limit our ability to convert cash derived from our operating activities into foreign currencies to fund expenditures denominated in foreign currencies. If the foreign exchange restrictions in China prevent us from obtaining Hong Kong dollars or other foreign currencies as required, we may not be able to pay dividends in Hong Kong dollars or other foreign currencies to our Shareholders, or pay the salaries of our non-PRC teachers in currencies other than Renminbi. Furthermore, foreign exchange control in respect of the capital account transactions could affect our PRC subsidiaries' ability to obtain foreign exchange or conversion into Renminbi through debt or equity financing, including by means of loans or capital contributions from us.

If we are classified as a PRC "resident enterprise," holders of our Shares may be subject to a PRC withholding tax upon the dividends payable by us and upon gain from the sale of our Shares.

Under the EIT Law and its implementing regulations, an enterprise established outside China with its "de facto management body" within China is considered a "resident enterprise" in China and will be subject to the PRC EIT at the rate of 25% on its worldwide income. The tax authority will normally review factors such as the routine operation of the organisational body that effectively manages the enterprise's production and business operations, locations of personnel holding decision-making power, location of finance and accounting functions and properties of the enterprise. The EIT Law's implementation regulations define the term "de facto management bodies" as "establishments that carry out substantial and overall management and control over the manufacturing and business operations, personnel, accounting, properties, etc. of an enterprise." The State Administration of Taxation issued the Notice Regarding the Determination of Chinese-Controlled Overseas Incorporated Enterprises as PRC Tax Resident Enterprises on the Basis of De Facto Management Bodies (the "SAT Circular 82") on 22 April 2009. SAT Circular 82 provides certain specific criteria for determining whether the "de facto management body" of a Chinesecontrolled offshore incorporated enterprise is located inside China, stating that only a company meeting all the criteria would be deemed having its de factor management body inside China. One of the criteria is that a company's major assets, accounting books and minutes and files of its board and shareholders' meetings are located or kept in the PRC. In addition, the SAT issued a bulletin on 27 July 2011, effective 1 September 2011, providing more guidance on the implementation of SAT Circular 82. This bulletin clarifies matters including residence status determination, postdetermination administration and competent tax authorities. Although both SAT Circular 82 and the bulletin only apply to offshore enterprises controlled by PRC enterprises and there are currently no further detailed rules or precedents applicable to us governing the procedures and specific criteria for determining "de facto management body" for companies like ours, the determination criteria set forth in SAT Circular 82 and the bulletin may reflect the SAT's general position on how the "de facto management body" test should be applied in determining the tax residency status of offshore enterprises and how the administration measures should be implemented with respect to such enterprises, regardless of whether they are controlled by PRC enterprises or PRC individuals.

As substantially all of our management members are based in China, it remains unclear how the tax residency rule will apply to our case. We do not believe that our Company, Bright Education Holdings, or any of our Hong Kong or BVI subsidiaries, should be qualified as a "resident enterprise" as each of our offshore holding entities is a company incorporated outside the PRC and we are not an offshore enterprise controlled by PRC individuals or domestic enterprises. As holding companies, each of these entities' corporate documents, minutes and files of the board and shareholders' meetings are located and kept outside of the PRC. Therefore, we believe that none of our offshore holding entities should be treated as a "resident enterprise" with its "de facto management bodies" located within China as defined by the relevant regulations for PRC EIT purposes. However, as the tax resident status of an enterprise is subject to determination by the PRC tax authorities, there are uncertainties and risks associated with this issue.

Under the EIT Law, shareholders of a PRC resident enterprise will be subject to a 10% withholding tax upon dividends received from the PRC resident enterprise and on gain recognised with respect to the sale of shares of the resident enterprise. Accordingly, if we are treated as a PRC resident enterprise, our Shareholders may be subject to a 10% withholding tax upon dividends received from us and on gain recognised with respect to the sale of our Shares, unless such withholding tax is reduced by an applicable income tax treaty between China and the jurisdiction of the Shareholder. Any such tax may reduce the returns on your investment in our Shares.

Fluctuations in exchange rates may result in foreign currency exchange losses and may have a material adverse effect on your investment.

The change in the value of Renminbi against the Hong Kong dollar and other currencies may fluctuate and is affected by, among other things, changes in China's political and economic conditions. For instance, in the PRC from 1995 until July 2005, the conversion of the Renminbi into foreign currencies, including the Hong Kong dollar and U.S. dollar, has been based on fixed rates set by the PBOC. The PRC government, however, has, with effect from 21 July 2005, reformed the exchange rate regime by moving into a managed floating exchange regime based on market supply and demand with reference to a basket of currencies. On 19 June 2010, the PBOC announced that it intends to further reform the Renminbi exchange rate regime by enhancing the flexibility of the Renminbi exchange rate. Following this announcement, the Renminbi had appreciated from approximately RMB6.83 per U.S. dollar to RMB6.12 per U.S. Dollar as of 15 June 2015. On 11 August 2015, the PBOC further enlarged the floating band for trading prices in the inter-bank spot exchange market of Renminbi against the U.S. dollar to 2.0% around the closing price in the previous trading session, and Renminbi depreciated against the U.S. dollar by approximately 1.9% as compared to 10 August 2015, and further depreciated nearly 1.6% on the next day. On 30 November 2015, the Executive Board of the International Monetary Fund (IMF) completed the regular five-year review of the basket of currencies that make up the Special Drawing Right ("SDR") and decided that effective as of 1 October 2016, Renminbi is determined to be a freely usable currency and will be included in the SDR basket as a fifth currency, along with the U.S. dollar, the euro, the Japanese ven and the British pound. With the development of the foreign exchange market and progress towards interest rate liberalization and Renminbi internationalization, the PRC government may in the future announce further changes to the exchange rate system and we cannot assure you that the Renminbi will not appreciate or depreciate significantly in value against the Hong Kong dollar or the U.S. dollar in the future.

Our revenue and costs are mostly denominated in Renminbi and a significant portion of our financial assets are also denominated in Renminbi. We rely entirely on dividends and other fees paid to us by our PRC subsidiaries and Consolidated Affiliated Entities. Any significant change in the exchange rates of the Hong Kong dollar against Renminbi may materially and adversely affect the value of and any dividends payable on, our Shares in Hong Kong dollars. For example, a further appreciation of Renminbi against the Hong Kong dollar would make any new Renminbi-denominated investments or expenditures more costly to us, to the extent that we need to convert Hong Kong dollars into Renminbi for such purposes. An appreciation of Renminbi against the Hong Kong dollar would also result in foreign currency translation losses for financial reporting purposes when we translate our Hong Kong dollar denominated financial assets into Renminbi, as Renminbi is the functional currency of our subsidiaries and Consolidated Affiliated Entities inside China. Conversely, if we decide to convert our Renminbi into Hong Kong dollars for the purpose of making payments for dividends on our Shares or for other business purposes, appreciation of the Hong Kong dollar against Renminbi would have a negative effect on the Hong Kong dollar amount available to us.

### We may not be entitled to any preferential tax treatments.

As at the Latest Practicable Date, Bright Education HK was in the process of setting up a wholly foreign-owned enterprise in Tibet (the "Proposed Tibet WFOE"), which we may designate as the service provider under the Exclusive Management Consultancy and Business Cooperation Agreement for the purpose of the Contractual Arrangements, in replacement of Dongguan Ruixing in the future. We may make such arrangement in view of the preferential tax policies under the Regulations on the Implementation of Enterprise Income Tax Policy of Tibet Autonomous Region (《西藏自治區企業所得税政策實施辦法》) promulgated on 1 May 2014, pursuant to which the Tibet local government has exempted 40% enterprise income tax payable by enterprises in the Tibet Autonomous Region for a period of two years commencing from 1 January 2015 to 31 December 2017. As at the Latest Practicable Date, we were not entitled to any such preferential tax treatments. We cannot assure you that the Proposed Tibet WFOE will be established as contemplated or at all and that even if the Proposed Tibet WFOE has been established, it is entitled to the preferential tax treatments, if any, and will continue to receive such preferential tax treatments.

RISKS RELATING TO THE [REDACTED]

# WAIVERS FROM COMPLIANCE WITH THE LISTING RULES AND EXEMPTIONS FROM THE COMPANIES (WINDING UP AND MISCELLANEOUS PROVISIONS) ORDINANCE

In preparation for the [REDACTED], our Company has sought the following waivers from strict compliance with the relevant provisions of the Listing Rules.

#### 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. Our business operations are located in China. Due to the business requirements of our Group, we expect that we will not have at least two executive Directors to be ordinarily based in Hong Kong after [REDACTED].

Accordingly, we have applied to the Stock Exchange for[, and the Stock Exchange has granted,] a waiver from strict compliance with the requirements under Rule 8.12 of the Listing Rules. In order to maintain effective communication with the Stock Exchange, we have or will put in place the following measures in order to ensure that regular communication is maintained between the Stock Exchange and us:

- (a) we have appointed two authorised representatives pursuant to Rule 3.05 of the Listing Rules, who will act as our principal channel of communication with the Stock Exchange. The two authorised representatives are Mr. Liu Xuebin, our executive Director and Mr. Ng Cheuk Him, our executive Director and company secretary. The authorised representatives will provide their usual contact details to the Stock Exchange and will be readily contactable by telephone, facsimile and email by the Stock Exchange, if necessary, to deal with enquiries from the Stock Exchange from time to time;
- (b) each of the authorised representatives has the means to contact all the 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;
- (c) all the Directors who are not ordinarily resident in Hong Kong possess or can apply for valid travel documents to visit Hong Kong and would be able to come to Hong Kong and meet with the Stock Exchange upon reasonable notice;
- (d) First Shanghai Capital Limited, our compliance adviser, will act as an additional channel of communication with the Stock Exchange; and
- (e) each Director will provide their respective mobile phone numbers, office phone numbers, email addresses and fax numbers to the Stock Exchange.

#### CONNECTED TRANSACTIONS

We have entered into certain transactions which would constitute continuing connected transactions of our Company under the Listing Rules following the completion of [REDACTED]. We have applied to the Stock Exchange for, and the Stock Exchange [has granted] us, a waiver from strict compliance with (i) the announcement and independent shareholders' approval requirements, (ii) the annual cap requirement, and (iii) in respect of the Contractual Arrangements, the requirement of limiting the term of the continuing connected transactions set out in Chapter 14A of the Listing Rules for such continuing connected transactions. For further details in this respect, see the section headed "Connected Transactions" in this document.

# WAIVERS FROM COMPLIANCE WITH THE LISTING RULES AND EXEMPTIONS FROM THE COMPANIES (WINDING UP AND MISCELLANEOUS PROVISIONS) ORDINANCE

#### ACCOUNTS IN THIS DOCUMENT

The Accountants' Report set out in Appendix I to this document contains the combined results of our Group for the financial years ended 31 August 2013, 2014 and 2015, and the nine months ended 31 May 2016. Rule 4.04(1) of the Listing Rules requires that the combined results of our Group in respect of each of the three financial years immediately preceding the issue of this document be included in the Accountants' Report to this document. Section 342(1)(b) of the Companies (Winding Up and Miscellaneous Provisions) Ordinance requires all prospectuses to include, among other things, matters specified in the Third Schedule of the Companies (Winding Up and Miscellaneous Provisions) Ordinance, Paragraph 27 of Part I of the Third Schedule of the Companies (Winding Up and Miscellaneous Provisions) Ordinance requires the listing applicant to set out in the prospectus a statement as to the gross trading income or sales turnover during each of the three financial years immediately preceding the issue of the prospectus, including an explanation of the method used for the computation of such income or turnover and a reasonable breakdown of the more important trading activities. Paragraph 31 of Part II of the Third Schedule of the Companies (Winding Up and Miscellaneous Provisions) Ordinance requires that the listing applicant to include in the prospectus a report by the auditors with respect to the profits and losses and assets and liabilities of the listing applicant in respect of each of the three financial years immediately preceding the issue of the prospectus.

We have applied for (i) a waiver from the Stock Exchange from strict compliance with Rule 4.04(1) of the Listing Rules; and (ii) a certificate of exemption under section 342A of the Companies (Winding Up and Miscellaneous Provisions) Ordinance from the SFC from strict compliance with paragraphs 27 and 31 of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance, in relation to the inclusion of the Accountants' Report for the full financial year ended 31 August 2016 in this document, on the following grounds:

- (a) if the accountants are required to complete the auditing work for the three months ended 31 August 2016, the additional time required would result in our Company being unable to issue this document according to the timetable contemplated. Therefore it will be unduly burdensome to include in this document the audited financial statements of our Company for the full financial year ended 31 August 2016;
- (b) the preliminary unaudited financial information for the financial year ended 31 August 2016 and a relevant commentary on the results for the year will be appended to this document to ensure that sufficient information is provided to potential investors to make an informed assessment of the financial position of the Group;
- (c) notwithstanding that this document will not include the audited financial statements for the three months ended 31 August 2016, our Directors confirm that they have performed sufficient due diligence to ensure that, up to the date of this document, there is no material adverse change in our financial or trading position or prospects since 31 May 2016, and there is no event since 31 May 2016 which would materially affect the information shown in the Accountants' Report set forth in Appendix I to this document; and
- (d) in view of the reasons above, our Directors are of the view that all information that is reasonably necessary for the potential investors to make an informed assessment of the activities or financial position of our Group has been included in this document, therefore the granting of a waiver and an exemption from compliance with such requirements would not prejudice the interests of the investing public.

# WAIVERS FROM COMPLIANCE WITH THE LISTING RULES AND EXEMPTIONS FROM THE COMPANIES (WINDING UP AND MISCELLANEOUS PROVISIONS) ORDINANCE

The waiver from strict compliance with Rule 4.04(1) of the Listing Rules [was granted] by the Stock Exchange on the following conditions:

#### (a) [REDACTED];

- (b) we obtain a certificate of exemption from the SFC on compliance with the requirements set out in paragraphs 27 of Part I and 31 of Part II of the Third Schedule to the Companies (Winding Up and Miscellaneous Provisions) Ordinance;
- (c) the financial information for the year ending 31 August 2016 and a commentary on the results for the year will be included in this document. The financial information to be included in this document will (a) follow the same content requirements as for a preliminary results announcements under Rule 13.49 of the Listing Rules; and (b) be agreed with the reporting accountants following their review under Practice Note 730 "Guidance for Auditors Regarding Preliminary Announcements of Annual Results" issued by the Hong Kong Institute of Certified Public Accountants.

The certificate of exemption [has been] granted by the SFC under section 342A of the Companies (Winding Up and Miscellaneous Provisions) Ordinance on the conditions that (i) the particulars of the exemption be set forth in this document and (ii) this document be issued on or before [**REDACTED**].

#### PUBLICATION OF PRELIMINARY RESULTS

Pursuant to Rule 13.49(1) of the Listing Rules, an issuer is required to publish its preliminary results in respect of each financial year as soon as possible, but in any event no later than three months after the end of the financial year.

[The Company has included in this document the unaudited financial information for the year ended 31 August 2016 and a commentary on the results for the year and Conyers Dill & Pearman, our legal adviser as to the Cayman Islands law has confirmed that we are not in breach of the Articles of Association, Cayman Islands laws and regulations or other regulatory requirements regarding our obligation to publish annual results announcements if we do not publish the preliminary results announcements for the year ended 31 August 2016 in accordance with Rule 13.49(1) of the Listing Rules.] Accordingly, we have applied to the Stock Exchange for, [and the Stock Exchange has granted], a waiver from strict compliance with the requirements under Rule 13.49(1) of the Listing Rules in respect of the publication of the preliminary results announcement for the year ended 31 August 2016.

## **DIRECTORS AND PARTIES INVOLVED IN [REDACTED]**

For further information on our Directors, please refer to the section headed "Directors and Senior Management" of this document.

## **DIRECTORS**

| Name                                | Address  | Nationality |  |  |
|-------------------------------------|--|-------------|--|--|
| <b>Executive Directors</b>          |  |             |  |  |
| LIU Xuebin (劉學斌)                    | Fuying Building, Chiling Road<br>Hou Jie, Dongguan City, Guangdong<br>The People's Republic of China                             | Chinese     |  |  |
| LI Suwen (李素文)                      | 1803, Floor 18, Block 2<br>Wangzu Jiayuan, Dongcheng Road<br>Dongcheng District, Dongguan City<br>The People's Republic of China | Chinese     |  |  |
| LI Jiuchang (李久常)                   | No. 68, Guangming Road Dongcheng District Dongguan City The People's Republic of China   | Chinese     |  |  |
| NG Cheuk Him (吳卓謙)                  | Flat A, 3/F, Block 18, Cherry Mansions<br>9 Shung King Street<br>Site 2, Whampoa Garden<br>Hung Hom, Kowloon<br>Hong Kong        | Chinese     |  |  |
| Independent non-executive Directors |  |             |  |  |
| SUN Kai Lit Cliff (孫啟烈)             | Flat A & B, 20/F, Block E<br>Wylie Court, 21 Wylie Path<br>Kowloon, Hong Kong  | Chinese     |  |  |
| TAM King Ching Kenny<br>(譚競正)       | Flat E, 13th Floor, Tower 6<br>The Belcher's, 89 Pok Fu Lam Road<br>Hong Kong  | Chinese     |  |  |
| YAU Sze Ka (游思嘉)                    | Unit 2, 6/F, Block A Elm Tree Towers 8 Chun Fai Road Hong Kong   | Chinese     |  |  |

## DIRECTORS AND PARTIES INVOLVED IN [REDACTED]

## PARTIES INVOLVED IN [REDACTED]

Sole Sponsor BNP Paribas Securities (Asia) Limited

59/F to 63/F, Two International Finance Centre

8 Finance Street

Central Hong Kong

**Legal Advisers to the Company** as to Hong Kong and United States laws:

**Ashurst Hong Kong** 11/F Jardine House One Connaught Place

Central Hong Kong

as to PRC law:

**Commerce & Finance Law Offices** 

6/F NCI Tower

A12 Jianguomenwai Avenue

Chaoyang District

Beijing PRC

as to Cayman Islands law:

Conyers Dill & Pearman

Cricket Square

Hutchins Drive, P.O. Box 2681

Grand Cayman, KY1-1111

Cayman Islands

as to Canadian law:

Miller Thomson LLP

40 King Street West, Suite 5800 Toronto, Ontario, M5H 3S1

Legal Advisers to the Sole Sponsor and [REDACTED]

[REDACTED]

## DIRECTORS AND PARTIES INVOLVED IN [REDACTED]

Auditors and Reporting Accountants

Deloitte Touche Tohmatsu

Certified Public Accountants 35/F One Pacific Place 88 Queensway, Admiralty

Hong Kong

Industry Consultant Frost & Sullivan (Beijing) Inc., Shanghai

**Branch Co** 

Suite 2802-2803, Tower A

Dawning Center 500 Hongbaoshi Road

Shanghai PRC

Property Valuer DTZ Cushman & Wakefield Limited

16/F, Jardine House 1 Connaught Place

Central Hong Kong

Receiving Bank [REDACTED]

## **CORPORATE INFORMATION**

**Registered Office** Cricket Square

Hutchins Drive, PO Box 2681 Grand Cayman, KY1-1111

Cayman Islands

Head Office and Principal Place of Business

in China

No. 68 Guangming Da Dao

Dongcheng District

Dongguan the PRC

**Principal Place of Business in Hong Kong** 36/F., Tower Two

Times Square
1 Matheson Street

Causeway Bay, Hong Kong

Company's Website www.gmhs.cn

(The information on the website does not form

part of this document)

Company Secretary Ng Cheuk Him CPA

Flat A, 3/F, Block 18, Cherry Mansions

9 Shung King Street Site 2, Whampoa Garden

Hung Hom Kowloon Hong Kong

**Authorised Representatives**Liu Xuebin

Fuying Building, Chiling Road Hou Jie, Dongguan City, Guangdong The People's Republic of China

Ng Cheuk Him

Flat A, 3/F, Block 18, Cherry Mansions

9 Shung King Street Site 2, Whampoa Garden

Hung Hom Kowloon Hong Kong

Audit Committee Tam King Ching Kenny (Chairman)

Sun Kai Lit Cliff Yau Sze Ka

**Remuneration Committee**Sun Kai Lit Cliff (Chairman)

Yau Sze Ka Liu Xuebin

Nomination Committee Yau Sze Ka (Chairman)

Tam King Ching Kenny

Li Suwen

## **CORPORATE INFORMATION**

Compliance Adviser First Shanghai Capital Limited

19 Floor, Wing On House 71 Des Voeux Road

Central Hong Kong

[REDACTED] [REDACTED]

[REDACTED] [REDACTED]

Principal Bankers

Bank of China, Dongguan Branch
No. 72 Guantai Road, Nancheng District

Dongguan City, the PRC

Bank of Dongguan Corporation Limited, Dongcheng Branch

Changchun Court, Jinze Garden Gangbei Dongcheng Road Central

Dongcheng District Dongguan City, the PRC

China Construction Bank, Dongguan Branch

No. 5 Tiyu Road Nancheng District Dongguan City, the PRC

Dongguan Rural Commercial Bank Co., Ltd., Central Branch

No. 2 Hongfu Dong Road Dongcheng District Dongguan City, the PRC

We believe that the sources of the information in this section are appropriate sources for such information, and have taken reasonable care in extracting and reproducing such information. We have no reason to believe that such information is false or misleading, or that any fact has been omitted that would render such information false or misleading. The information from official government and non-official sources has not been independently verified by us, the Sole Sponsor, [REDACTED], any of their respective directors and advisers, or any other persons or parties involved in [REDACTED], and no representation is given as to its accuracy. Accordingly, the official government and non-official sources contained herein may not be accurate and should not be unduly relied upon.

#### SOURCES OF INFORMATION

We commissioned Frost & Sullivan, an independent market research consulting firm which is principally engaged in the provision of market research consultancy services, to conduct an analysis of the PRC fundamental education market, as well as the private fundamental education market in the PRC and South China. During the preparation of the Frost & Sullivan Report, Frost & Sullivan undertook both primary and secondary researches, and obtained knowledge, statistics, information and industry insights on the industry trends of the PRC fundamental education market, and the private fundamental education market in the PRC and South China. Primary research involved discussing the status of the industry with industry participants and industry experts. Secondary research involved reviewing annual reports of companies, independent research reports and Frost & Sullivan's proprietary database.

The Frost & Sullivan Report includes estimates of student enrolment and market share information for and the rankings of the top five premium private primary and secondary education groups in South China in 2015/16 school year. According to Frost & Sullivan, there is no publicly available official data with respect to student enrolment or market share for premium private primary and secondary education groups in South China (the markets of which are highly fragmented in nature), and the student enrolment and market share estimates presented in this document have been compiled by Frost & Sullivan by conducting detailed primary research which involves discussing the status of the industry with leading industry participants and industry experts and based on the information in the database of Frost & Sullivan as at July 2016. Frost & Sullivan is also of the view that: (i) there are inherent limitations in the methodology used by Frost & Sullivan, including any information gaps where interviewees have refused to divulge confidential data or figures and incomplete statistics or unconscious omission of industry participants due to latent ownership or highly fragmented characteristics for the market; and (ii) other methodologies may have yielded substantially different outcomes with respect to the identity of the top private primary and secondary education groups and the estimates of their respective student enrolment and market shares contained in the Frost & Sullivan Report, particularly due to the high fragmented nature of the PRC private school industry. Consequently, prospective investors are cautioned not to place undue reliance on the rankings, student enrolment and market share estimates contained in this document. The Frost & Sullivan Report was compiled based on the following assumptions: (i) China's economy is likely to maintain steady growth in the next decade; (ii) China's social, economic and political environment is likely to remain stable in the forecast period from 2016 to 2020; and (iii) market drivers, such as Chinese families' attention on children's education, the support from PRC central and local governments, improved investments on private education in China and the increase of household income and wealth, are likely to drive the PRC private fundamental education industry.

On the basis and subject to the aforesaid, our Directors believe that the disclosure of future projections and industry data in this section is not biased or misleading. We believe that the sources of information in this section are appropriate sources for the information and we have taken reasonable care in extracting and reproducing this information. Our Directors have no reason to believe that such information is false or misleading or that any material fact has been omitted that would render such information false or misleading. After taking reasonable care and based on Frost & Sullivan's views, our Directors confirm that there has been no adverse change in the market information since the date of the Frost & Sullivan Report up to the Latest Practicable Date which may qualify, contradict or have an impact on the information in this section.

Frost & Sullivan is an independent global consulting firm, which was founded in 1961 in New York. It offers industry research and market strategies, and provides growth consulting and corporate training. It has over 40 offices worldwide with over 2,000 industry consultants, market research analysts and economists. We are contracted to pay a fee of RMB780,000 to Frost & Sullivan in connection with the preparation of the Frost & Sullivan Report. We have extracted certain information from the Frost & Sullivan Report in this section, as well as in the sections headed "Summary" "Risk Factors" "Business" "Financial Information" and elsewhere in this document to provide our potential investors with a more comprehensive presentation of the industries in which we operate.

#### OVERVIEW OF THE EDUCATION SYSTEM IN CHINA

#### Overview

The PRC education system in general can be categorised into formal education and informal education. Formal education in the PRC comprises fundamental education, vocational education and higher education. Further, fundamental education can be divided into three stages: preschool, primary and secondary schools. The following diagram illustrates the composition of the PRC formal education system:



\*Note: (1) Within formal education system, the illustration only covers regular formal education, while adult education, which belongs to formal education according to Ministry of Education's classification, is not specifically covered.

(2) Secondary schools in the Frost & Sullivan Report include junior secondary school (middle school) and senior secondary school (high school) and exclude secondary vocational school which are categorized as part of vocational education rather than fundamental education.

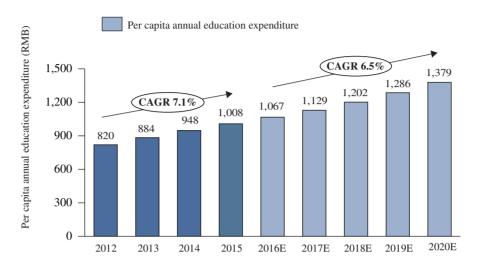
Source: Frost & Sullivan Report

#### Annual expenditure on education in China

Education is widely recognised as a prioritised and indispensable expenditure for the Chinese community. According to the Frost & Sullivan Report, because of the increasing wealth of Chinese household and general consciousness in children's education, the per capita annual education expenditure of urban households increased from approximately RMB820 in 2012 to RMB1,008 in

2015, representing a CAGR of approximately 7.1%, and this increasing trend is expected to continue from 2015 to 2020. The following diagram sets forth per capita annual education expenditure of urban households in the PRC from 2012 to 2015, as well as a forecast of such figures from 2016 to 2020:

# Per capita annual education expenditure of urban households (China), 2012-2020E



Note: For all years indicated with "E" in this section, the relevant figures for such years are estimated figures according to the Frost & Sullivan Report.

Source: Frost & Sullivan Report

#### Development trends of the education industry in China

The development of the overall education industry in China is driven primarily by the following factors:

- Income growth for middle class in China is expected to drive up education spending: According to Frost & Sullivan, the per capita disposable income of Chinese urban households has increased rapidly from RMB24,565 in 2012 to RMB31,195 in 2015, and is forecasted to increase to approximately RMB44,290 in 2020. The rise of middle class families in China is expected to drive the spending on premium education, as such families are relatively well educated and they consider that good education background could benefit their children in the long run.
- Encouragement for private investment in the education sector: Currently, the majority of the education institutions in China is funded and operated by government authorities and education resources are not necessarily able to be distributed equally. The central government tends to increasingly welcome private investment in the education industry to improve efficiency, hence private-owned education group with large scale will likely be benefited.
- Demand for well-rounded education with premium quality: Many believe the existing education in China may have over emphasised examination scores, while other aspects of students such as social skills, psychological and physical health may have often been neglected. There is an increasing preference from parents to seek for high quality academic programs from private schools that can offer a more comprehensive education programme that aim to educate students with all rounded ability.

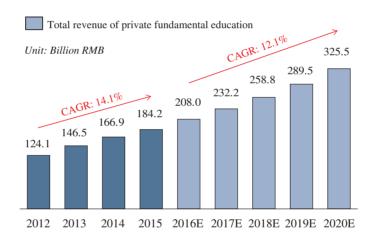
#### OVERVIEW OF THE PRIVATE FUNDAMENTAL EDUCATION INDUSTRY IN CHINA

## Market size and trends of the private fundamental education industry in China

Private education was first allowed in China by law in early 1980s to bridge the shortage of public resources. Private education has experienced rapid growth and become an important segment in the PRC education system.

According to the Frost & Sullivan Report, total revenue generated by the PRC private fundamental education industry increased from RMB124.1 billion in 2012 to RMB184.2 billion in 2015, and is expected to increase to RMB325.5 billion in 2020, representing a CAGR of approximately 14.1% and 12.1% respectively. This rapid growth was primarily driven by the parents' and students' rising preference for private schools, which resulted in the increased student enrolment in private schools, as well as increased tuition fees charged by private schools. The following chart sets forth the total revenue generated from the PRC private fundamental education industry from 2012 to 2015, and the forecast revenue from 2016 to 2020:

Total revenue of private fundamental education (China), 2012-2020E



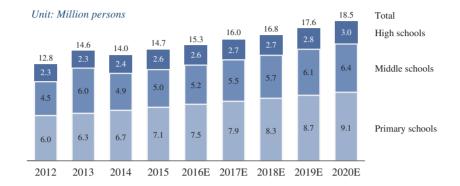
Source: Frost & Sullivan Report

## Student enrolment in the private primary and secondary schools in China

According to the Frost & Sullivan Report, there were an increasing number of students shifting from public schools to private schools from 2012 to 2015. The total number of students enrolled in the PRC private primary and secondary schools increased from 12.8 million in 2012 to 14.7 million in 2015, representing a CAGR of approximately 4.7%. The total number of students enrolled in private schools is expected to increase from 14.7 million in 2015 to 18.5 million in 2020, representing a CAGR of approximately 4.7%. Such expected growth is primarily driven by favourable laws and regulations in support of the development of private schools and the increasing demand for private school education in the PRC.

The following chart sets forth the total number of student enrolled in private primary and secondary education in the PRC from 2012 to 2015, and the forecast number of student enrolment from 2016 to 2020:

Total number of student enrolment of private primary and secondary education (China), 2012-2020E

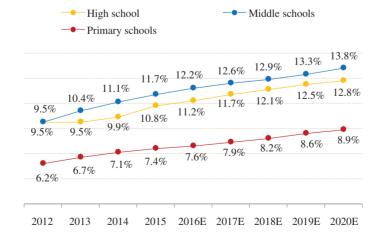


Source: Frost & Sullivan Report

The penetration of private schools in the overall fundamental education system has increased over the past five years and this trend is likely to continue in the future. It is expected that the penetration rate of private primary schools, private middle schools and private high schools will increase from 7.4%, 11.7% and 10.8% in 2015, respectively, to 8.9%, 13.8% and 12.8% in 2020, respectively according to the Frost & Sullivan Report. This suggests that private education is increasingly more popular in China and is considered as a higher quality choice for the middle class population.

The following diagram sets forth the penetration rate of private schools in primary, middle and high school education in the PRC in terms of student enrolment from 2012 to 2015, and a forecast of penetration rates from 2016 to 2020:

Private schools penetration in primary and secondary education by number of student enrolments (China), 2012-2020E



Source: Frost & Sullivan Report

## Comparison between private and public fundamental education in China

According to the Frost & Sullivan Report, as compared to public schools, private schools have the following advantages:

- *Flexibility in enrolment plan:* Private schools generally have more flexible enrolment plan and less limitations regarding students' background, whereas public schools usually have specific requirements, such as students' registered permanent residence.
- Curriculum diversification: Many public schools are reluctant to make adjustments and the diversification in public schools' curriculums is limited due to the requirements of governmental departments. In contrast, private schools tend to have more diverse and broader curriculum offerings and a greater degree of flexibility in terms of the level of tuition they charge.
- *Motivation for improvements:* Private schools react more actively towards market needs and demand compared to public schools which are mainly driven by the government guidance. As a result, private schools are more motivated to continuously making improvements allowing them to attract high quality students and charge higher tuition fees.
- Operation flexibility: Private schools in China generally have higher level of operation independence. With greater motivation to react to market dynamics and improve, private schools also possess greater flexibility in operation that enables them to do so. They have their own employment system and stimulus measures, which broaden the source of teachers and encourage them to improve teaching quality.
- Tuition fee: Tuition and miscellaneous fees are generally higher in private schools than public schools. According to the Frost & Sullivan Report, annual average tuition and miscellaneous fees in private high schools, middle schools and primary schools are estimated to be RMB7,719, RMB3,289 and RMB2,567, respectively in 2015. In China, primary schools and middle schools are compulsory education, and public schools do not charge tuition fee for compulsory education, while only a limited amount of miscellaneous fees will be collected. Public high schools charge tuition and miscellaneous fees, which is on average at around RMB2,000.

#### **Emergence of premium private education**

Private schools providing fundamental education in China can be generally classified into three categories: (i) premium private international schools providing international curriculum; (ii) premium private schools providing the PRC curriculum; and (iii) non-premium/mass market private schools providing the PRC curriculum. The type of private education that Chinese parents are willing to pay more is premium private schools, which offer higher quality education, more advanced educational facilities and a more satisfying environment to students through charging higher tuition fees than non-premium/mass market private schools. Premium private schools generally pay more attention to develop all-rounded education curriculum for students and help students to gain better access to top universities. Non-premium/mass market private schools are more commonly found in industrial area that employs large number of labours who comes from many other provinces whose children are difficult to enter into public school system. These schools aim to serve students in large class size at low and affordable tuition costs for workers with relatively lower income. The Frost & Sullivan Report defines "premium private schools" by reference to the tuition fees they charge and the average per student public fiscal budget on education in the province they operate in. Please refer to "Competitive landscape of premium private primary and secondary market in South China" below for further details.

#### Drivers of private fundamental education in China

The development of private primary and secondary education in China is driven primarily by the following factors:

• Increase of income level and higher attention on children's education of Chinese households: Children's education is generally the priority for most parents. There is also an increasing number of Chinese parents who would like their children to receive

differentiated and well-rounded education which are usually provided by premium private schools. With the increase of disposable income of urban households in China, tuition fees charged by premium private schools has become more affordable and we expect that it will support the growth of the industry.

- Government support: Since the 1980s, the PRC government, both at the central and local level, has launched a series of policies to encourage the development of private education institutions. For example, PRC government expenditure on private education has increased at a CAGR of 14.8% from 2012 to 2015. The PRC government also encourages private investment to invest in education sector. For example, in the 2015 Draft Amendment for Non-governmental Education Promotion Law (《民辦教育促進法修正案(草案)》) has increased the flexibility for private education groups. Additionally, the 12th Five-Year Plan for National Economic and Social Development issued by the National People's Congress in 2011 encouraged private capital to run education and ensured that private schools enjoy equal legal status as public ones. In some regions, local government has taken many favourable policies to attract well-branded private schools to establish local branch such as free land or financial support for campus building.
- *Increase in private investment:* With the continuous development of the PRC education sector and the support from the PRC government, the sector has attracted increasing attention from private investors and significant investments have been made by them in the form of private investment, initial public offering, etc. We expect that this trend will continue and become an important funding channel for the industry.

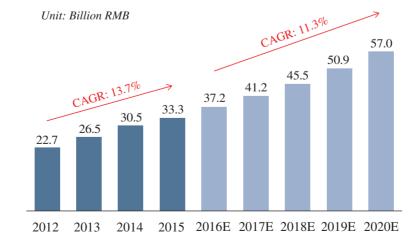
## OVERVIEW OF THE PRIVATE FUNDAMENTAL EDUCATION INDUSTRY IN SOUTH CHINA

South China, which includes Guangdong, Guangxi and Hainan provinces, is an important economic region zone in China accounting for 12% of China's total population and 14% of the national GDP in 2015, according to the Frost & Sullivan Report. It is also the area where the majority of our schools located.

## Market size in the private fundamental education industry in South China

According to the Frost & Sullivan Report, total revenue generated by the private fundamental education industry in South China was RMB33.3 billion in 2015, compared to RMB22.7 billion in 2012, representing a CAGR of approximately 13.7%. The total revenue of private fundamental education in South China is expected to reach RMB57.0 billion in 2020, representing a CAGR of approximately 11.3% from 2015 to 2020. In 2015, the total revenue of private fundamental education in South China accounted for 18% of that in China. The following chart sets forth the total revenue generated by the private fundamental education industry in South China from 2012 to 2015, and the forecast of revenue from 2016 to 2020:

Total revenue of private fundamental education (South China), 2012-2020E



Source: Frost & Sullivan Report

In South China, Guangdong province has the highest penetration rate of private fundamental education. In 2015, the penetration rate for Guangdong province reached 28.7%, while the rate for Hainan province and Guangxi province are 24.2% and 16.9% respectively.

The average annual tuition and miscellaneous fee in 2015 for private schools in South China is RMB7,698, RMB3,138 and RMB2,538 for high school students, middle school students and primary school students, respectively, which is slightly lower than the national average for private education. A considerable amount of private schools in Guangdong provides non-premium/mass market education, which leads to the lower average tuition fee in South China.

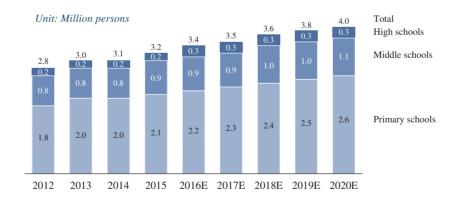
## Student enrolment in the private primary and secondary schools in South China

South China is a region where private primary and secondary education is highly developed and recognised. In 2015, while the total population in South China accounts for only 12% of China's total population, the total number of students enrolled in private primary and secondary schools in South China accounts for 22% of that in overall China.

According to the Frost & Sullivan Report, the total number of students enrolled in private primary and secondary schools in South China increased from 2.8 million in 2012 to 3.2 million in 2015, representing a CAGR of approximately 5.0%, and is expected to increase from 3.2 million in 2015 to 4.0 million in 2020, representing a CAGR of approximately 4.4%.

Such increase in student enrolment is primarily attributable to (i) the PRC central government's guidelines, local government supportive policies and efforts from relevant departments relating to areas such as taxation, land, capital or employment to drive the development of private education, (ii) population inflow to South China, and (iii) funds from various social sectors to the private education industry. The following diagram sets forth the number of students enrolled in private primary and secondary education in South China from 2012 to 2015, as well as a forecast of student enrolment expected from 2016 to 2020:

Total number of student enrolment of private primary and secondary education (South China), 2012-2020E



Source: Frost & Sullivan Report

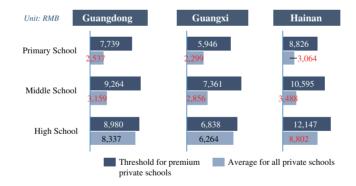
## COMPETITIVE LANDSCAPE OF PREMIUM PRIVATE PRIMARY AND SECONDARY EDUCATION MARKET IN SOUTH CHINA

According to the Frost & Sullivan Report, the private primary and secondary education industry is highly fragmented on a nationwide basis and none of the players have a sizable market share. Private fundamental education operators commonly focus on regional markets in China for their operation and development, given that China's private primary and secondary education market is relatively local-based in terms of regulative environment, competition and resources.

## Premium private school vs non-premium/mass market private school

Private schools are divided into premium private schools and non-premium/mass market private schools. Premium private schools target middle class students who are unsatisfied with public education while non-premium/mass market private schools mainly target students who cannot get enrolled in the public schools due to limited public education resources and local limitation policies. Given that premium private schools differ from non-premium/mass market private schools in terms of target market, service offering and business model, it is more precise and appropriate to consider only premium private schools when analysing the competitive landscape of the market our Group operates in. According to the Frost & Sullivan Report, premium private schools in China are defined to include private schools whose annual tuition fee is higher than the average per student public fiscal budget on education of the province where it operates in. Due to the difference of economic development in each province, the average per student public fiscal budget on education is different and therefore the threshold for premium private school varies in each province. The following chart sets forth the average tuition and miscellaneous fees of private schools and the threshold for premium private schools in South China (the region that the majority of our schools are located) in 2015:

# Annual Tuition and Miscellaneous Fees for Private Schools (South China), 2015



#### Positioning of our Group in South China

The premium private primary and secondary education in South China is a large and highly fragmented market. According to the Frost & Sullivan Report, the number of students enrolled in premium private primary and secondary schools account for approximately 29% of the total number of students in private primary and secondary education in South China in 2015/16 school year. In terms of market share by number of students, the market is highly fragmented with the top five players accounting for only approximately 9.1% market share. In 2015/16 school year, our Group was the largest provider of premium private primary and secondary education in South China, in terms of student enrolment, with a market share of approximately 2.8%. The other sizable players identified by the Frost & Sullivan Report, Company A, Company B, Company C and Company D, have a market share of approximately 2.2%, 1.5%, 1.3% and 1.3% respectively.

#### Leading Premium Private Primary and Secondary School Operators in South China

| Company   | Market Share in terms of student enrolment |  |  |
|---|--|--|--|
| Our Group<br>Company A<br>Company B<br>Company C<br>Company D | 2.8%<br>2.2%<br>1.5%<br>1.3%<br>1.3%       |  |  |
|   |  |  |  |

Source: Frost & Sullivan Report

## ENTRY BARRIERS FOR PRIVATE PRIMARY AND SECONDARY EDUCATION INDUSTRIES IN CHINA

The PRC private primary and secondary education industry have fairly high entry barriers, in particular, the primary and middle school education which is closely regulated by the MOE. Specific entry barriers are set forth below:

- Regulatory approvals: School operators in China are required to obtain and maintain a series of approvals, licenses and permits by the relevant PRC governmental authorities, and comply with specific registration and filing requirements in order to provide education services. The establishment of a school in China is also subject to the approval of relevant government authorities under the Education Law of the PRC (中華人民共和國教育法), and the establishment of a private school in China is subject to further approvals stipulated under the Law for Promoting Private Education of the PRC (中華人民共和國民辦教育促進法) and the Implementation Rules for the Law of Promoting Private Education (中華人民共和國民辦教育促進法實施條例). The process to obtain such approvals is lengthy and complex, thereby forming a natural barrier for the industry, especially for the new school operators;
- Brand awareness and source of students: For private schools, brand awareness is critical because it is one of the most important factors that parents and students consider when choosing schools. A private school with long operating history and well-established reputation are more attractive to parents and students than new schools. Establishing brand awareness and reputation takes time and experience, which make it difficult for new entrants to attract and enroll students in the early years of operation;
- Capital requirements: The establishment of a school in China requires large initial capital investment for the acquisition of the land use right and the construction of campus and school facilities, as well as other related expenses. The establishment of a school also requires an on-going long-term investment commitment in addition to the initial capital outlay. Thus, this sets up a high capital barriers for new entrants;
- Availability of land: The availability of land and relevant facilities remain a challenge for new market entrants as a result of tight supply of available land in certain cities and regions in the PRC and the rising rental costs. Sufficient area of land and adequate school facilities are the basic requirements to operate schools and have direct impact on the class size and quality of education school that operators can offer. Based on the foregoing, considerable time and resources are required for school operators to establish new schools in a new location; and
- Availability of qualified teaching staff: The quality of education depends on the quality of the teaching staff. Due to the general demand for smaller class size and shortage of qualified teaching staff, school operators who wish to expand their existing schools or establish new schools are faced with pressure to attract and retain high-quality teachers. In addition, qualified teachers are usually more attracted to public schools and well-established private schools, which make it more difficult for new market entrants to attract such teachers at development stage.

#### FOREIGN INVESTMENT IN EDUCATION IN THE PRC

## Foreign Investment Industries Guidance Catalog (2015)

Pursuant to the Foreign Investment Industries Guidance Catalog (Amended in 2015) (《外商投資產業指導目錄》(2015 年修訂)), the "Foreign Investment Catalog") which was amended and promulgated by the NDRC and the MOFCOM on 10 March 2015 and became effective on 10 April 2015, preschool education, high school education and higher education are restricted industries for foreign investors, and foreign investments are only allowed to invest in preschool education, high school education and higher education in cooperative ways and the domestic party shall play a dominant role in the cooperation, which means the principal or other chief executive officer of the schools shall be a PRC national and the representative of the domestic party shall account for no less than half of the total members of the board of directors, the executive council or the joint administration committee of the sino-foreign cooperative educational institution. In addition, according to the Foreign Investment Catalog, foreign investors are prohibited from investing in compulsory education, namely primary school to middle school.

Sino-foreign cooperation in operating schools is specifically governed by the Regulation on Operating Sino-foreign Schools of the PRC (《中華人民共和國中外合作辦學條例》), which was promulgated by State Council on 1 March 2003 and became effective on 1 September 2003 and amended on 18 July 2013, the Law for Promoting Private Education of the PRC (《中華人民共和國民辦教育促進法》), and the Implementing Rules for the Regulations on Operating Sino-foreign Schools (《中華人民共和國中外合作辦學條例實施辦法》, the "Implementing Rules"), which were issued by the MOE on 2 June 2004 and became effective on 1 July 2004.

The Regulation on Operating Sino-foreign Schools and its Implementing Rules apply to the activities of educational institutions established in the PRC cooperatively by foreign educational institutions and Chinese educational institutions, the students of which are to be recruited primarily among PRC citizens and encourage substantial cooperation between overseas educational organizations with relevant qualifications and experience in providing high-quality education, and PRC educational organizations to jointly operate various types of schools in the PRC, with such cooperation in the areas of higher education and occupational education being encouraged. The overseas educational organization must be a foreign educational institution with relevant qualification and high-quality education ability. Our PRC Legal Adviser have advised that based on their current understanding and knowledge, it is uncertain as to what type of information (including the length and type of experience) a foreign investor must provide to the competent PRC government authority to demonstrate that it meets the qualification requirement. PRC-foreign cooperative schools are not permitted, however, to engage in compulsory education and military, police, political and other kinds of education that are of a special nature in the PRC. Any PRC-foreign cooperation school and cooperation program shall be approved by relevant education authorities and obtain an Operation Permit for Sino-foreign Cooperation School, and a sino-foreign cooperation school established without the above approval or permit may be prohibited by the relevant authorities, be ordered to refund the fees collected from its students and be subject to a fine of no more than RMB100,000, while a sino-foreign cooperation program established without such approval or permit may also be banned and be ordered to refund the fees collected from its students.

On 18 June 2012, MOE issued the Implementation Opinions of the MOE on Encouraging and Guiding the Entry of Private Capital in the Fields of Education and Promoting the Healthy Development of Private Education (《關於鼓勵和引導民間資金進入教育領域促進民辦教育健康發展的實施意見》) to encourage private investment and foreign investment in the field of education. According to these opinions, the proportion of foreign capital in a sino-foreign education institute shall be less than 50%.

On 19 January 2015, MOFCOM published the Draft Foreign Investment Law. At the same time, MOFCOM published an accompanying explanatory note of the Draft Foreign Investment Law (the "Explanatory Note"), which contains important information about the Draft Foreign Investment Law, including its drafting philosophy and principles, main content, plans to transition to the new legal regime and treatment of business in the PRC controlled by foreign invested enterprises (the "FIEs"), primarily through contractual arrangements. The Draft Foreign Investment Law is intended to replace the current foreign investment legal regime consisting of three laws: the Sino-Foreign Equity Joint Venture Enterprise Law, the Sino-Foreign Cooperative Joint Venture Enterprise Law and the Wholly Foreign-Invested Enterprise Law, as well as detailed implementing rules. The Draft Foreign Investment Law proposes significant changes to the PRC foreign investment legal regime and introduced the concept of "actual control" determined by the identity of the ultimate natural person or enterprise that controls the domestic enterprise. If an enterprise is actually controlled by a foreign investor through contractual arrangements, such enterprise may be regarded as a FIE. Such FIE is restricted or prohibited from investment in certain industries listed on the negative list unless permission from the competent authority in the PRC is obtained. Nevertheless, as the negative list has yet to be published, it is unclear whether it will differ from the current list of industries subject to restrictions or prohibitions on foreign investment (including our industry). The Draft Foreign Investment Law also provides that any FIEs operating in industries on the negative list will require entry clearance and other approvals that are not required of PRC domestic entities. As a result of the entry clearance and approvals, certain FIE's operating in industries on the negative list may not be able to continue to conduct their operations through contractual arrangements.

Pursuant to the Draft Foreign Investment Law, as far as new variable interests entity (the "VIE") structures are concerned, if the domestic enterprise under the VIE structure is controlled by Chinese nationals, such domestic enterprise may be treated as a Chinese investor and therefore, the VIE structures may be regarded as legal. On the contrary, if the domestic enterprise is controlled by foreign investors, such domestic enterprise may be treated as a foreign-investor or foreign-invested enterprise, and therefore, the operation of such domestic enterprise through VIE structures may be regarded as illegal if the domestic enterprise operates in a sector which is on the negative list and the domestic enterprise does not apply for and obtain the necessary permission.

The Draft Foreign Investment Law stipulates restriction of foreign investment in certain industry sectors. The negative list set out in the Draft Foreign Investment Law classified the relevant prohibited and restricted industries into the Catalogue of Prohibitions and the Catalogue of Restrictions, respectively.

Foreign investors are not allowed to invest in any sectors set out in the Catalogue of Prohibitions. Where any foreign investor directly or indirectly holds shares, equities, properties or other interests or voting rights in any domestic enterprise, such domestic enterprise is not allowed to invest in any sector set out in the Catalogue of Prohibitions, unless otherwise specified by the State Council.

Foreign investors are allowed to invest in sectors set out in the Catalogue of Restrictions, provide that the foreign investors are required to fulfil certain conditions and apply for permission before making such investment.

Notwithstanding that the accompanying explanatory notes of the Draft Foreign Investment Law (the "Explanatory Notes") do not provide a clear direction in dealing with VIE structures existing before the Draft Foreign Investment Law becoming effective, which is still pending for further study as of the Latest Practicable Date, the Explanatory Notes contemplate three possible approaches in dealing with foreign-invested enterprises with existing VIE structures that conduct business in an industry falling in the Negative List:

(a) to make a declaration to the competent authority that the actual control is vested with Chinese investors, then the VIE structures may be retained for its operation;

- (b) to apply to the competent authority for certification of its actual control vested with Chinese investors and upon verification by the competent authority, the VIE structures may be retained for its operation; and
- (c) to apply to the competent authority for permission and the competent authority together with the relevant departments shall make a decision after taking into account the actual control of the foreign-invested enterprise and other factors.

The Draft Foreign Investment Law introduces the concepts of "control" and "actual control." Under Article 18 of the Draft Foreign Investment Law, the term "control" means a status whereby any of the following conditions is met in respect of an enterprise:

- (i) holding directly or indirectly 50% or more of the equity interest, assets, voting rights or similar equity interest of the subject entity;
- (ii) holding directly or indirectly less than 50% of the equity interest, assets, voting rights or similar equity interest of the subject entity but (a) having the power to directly or indirectly appoint or otherwise secure at least 50% of the seats on the board or other equivalent decision making bodies, (b) having the power to secure its nominated person to acquire at least 50% of the seats on the board or other equivalent decision making bodies, or (c) having the voting power to exert material influence over decision-making bodies, such as the shareholders' meeting or the board; or
- (iii) having the power to exert decisive influence, via contractual or trust arrangements, over the subject entity's operations, financial, staffing and technology matters.

In respect of "actual control," the Draft Foreign Investment Law looks at the identity of the ultimate natural person or enterprise that controls the foreign-invested enterprise. "Actual control" refers to the power or position to control an enterprise through investment arrangements, contractual arrangements or other rights and decision-making arrangements. Article 19 of the Draft Foreign Investment Law defined "actual controllers" as the natural persons or enterprises that directly or indirectly control foreign investors or foreign-invested enterprises.

Where foreign investors and foreign-invested enterprises circumvent the provisions of the Draft Foreign Investment Law by entrusted holding, trust, multi-level re-investment, leasing, contracting, financing arrangements, protocol control, overseas transaction or otherwise, make investments in sectors specified in the Catalogue of Prohibitions, or make investments in sectors specified in the Catalogue of Restrictions without permission or violate the information reporting obligations specified therein, the penalty shall be imposed in accordance with Article 144 (Investments in Sectors Specified in the Catalogue of Prohibitions), Article 145 (Violation of Provisions on Access Permission), Article 147 (Administrative Legal Liability for Violating the Information Reporting Obligation) or Article 148 (Criminal Legal Liability for Violating the Information Reporting Obligation) of the Draft Foreign Investment Law, as the case may be.

Where foreign investors make investments in the sectors specified in the Catalogue of Prohibitions, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the Central Government at the place where the investments are made shall order them to cease the implementation of such investments, dispose of equity or other assets within a prescribed time limit, confiscate illegal gains, if any, and impose a fine of not less than RMB100,000 but not more than RMB1.0 million or of not more than 10% of illegal investments.

Where foreign investors make investments in the sectors specified in the Catalogue of Restrictions without authorization, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the PRC central government at the place where the investments are made shall order them to cease the implementation of such investments, dispose of equity or other assets within a prescribed time limit, confiscate illegal gains, if any, and impose a fine of not less than RMB100,000 but not more than RMB1.0 million or of not more than 10% of illegal investments.

Where foreign investors or foreign-invested enterprises are in violation of the provisions of the Draft Foreign Investment Law, including evading the performance of the information reporting obligation, or concealing the truth or providing false or misleading information, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the Central Government at the place where the investments are made shall order them to make rectifications within a prescribed time limit; if they fail to make rectifications within the prescribed time limit, or the circumstances are serious, a fine of not less than RMB50,000 but not more than RMB500,000 or of not more than 5% of the investments shall be imposed.

Where foreign investors or foreign-invested enterprises are in violation of the provisions of the Draft Foreign Investment Law, including failing to perform on schedule, or evading the performance of, the information reporting obligation, or concealing the truth or providing false or misleading information, and if the circumstances are extremely serious, a fine shall be imposed on the foreign investors or foreign-invested enterprises and the directly responsible person-in-charge and other persons liable shall be sentenced to fixed-term imprisonment of not more than one year or criminal detention.

#### REGULATIONS ON PRIVATE EDUCATION IN THE PRC

#### **Education Law of the PRC**

On 18 March 1995, the National People's Congress of the PRC (全國人大常務委員會) enacted the Education Law of the PRC (《中華人民共和國教育法》, the "Education Law"), which was amended on 27 August 2009. The Education Law sets forth provisions relating to the fundamental education systems of the PRC, including a school education system comprising preschool education, primary education, secondary education and higher education, a system of nine-year compulsory education, a national education examination system, and a system of education certificates. The Education Law stipulates that the government formulates plans for the development of education, establishes and operates schools and other institutions of education. Furthermore, it provides that in principle, enterprises, social organizations and individuals are encouraged to establish and operate schools and other types of educational institution in accordance with PRC laws and regulations. Meanwhile, no organization or individual may establish or operate a school or any other educational institution for profit-making purposes. However, private schools may be operated for "reasonable returns," as described in more detail below. The Education Law also stipulates that some basic conditions shall be fulfilled for the establishment of a school or any other institution of education, and the establishment, modification or termination of a school or any other institution of education shall, in accordance with the relevant PRC laws and regulations, go through the procedures of examination, verification, approval, registration or filing. On 27 December 2015, the Education Law was amended (the "amended Education Law"), which came into effect on 1 June 2016. The amended Education Law does not include the requirement that no organization or individual may establish or operate a school or any other educational institution for profit-making purposes, but schools and other educational institutions sponsored by all or part of government financial funds and donated assets are forbidden to be established as for-profit organizations.

# The Law for Promoting Private Education and the Implementation Rules for the Law for Promoting Private Education

The Law for Promoting Private Education of the PRC 《民辦教育促進法》became effective on 1 September 2003 and was amended on June 29, 2013, and the Implementation Rules for the Law for Promoting Private Education of the PRC (《中華人民共和國民辦教育促進法實施條例》) became effective on 1 April 2004. Under these regulations, "private schools" are defined as schools established by social organizations or individuals using non-government funds. The establishment of a private school shall meet the local need for educational development and the requirements provided for by the Education Law and relevant laws and regulations, and the standards for the establishment of private schools shall conform to those for the establishment of public schools of the same grade and category. In addition, private schools providing academic qualifications education, preschool education, education for self-study examination and other education shall be subject to approval by the education authorities at or above the county level, while private schools engaging in occupational qualification training and occupational skill training shall be subject to approvals from the authorities in charge of labor and social welfare at or above the county level. A duly approved private school will be granted a Permit for operating a Private School (民辦學校辦學許可證), and shall be registered with the Ministry of Civil Affairs of the PRC (中華人民共和國民政部, the "MCA") or its local counterparts as a privately run non-enterprise institution (民辦非企業單位). Except for Panjin Guangzheng Preparatory School, each of our schools has obtained the Permit for Operating a Private School and has been registered with the relevant local counterpart of the MCA.

Under the above regulations, private schools have the same status as public schools, though private schools are prohibited from providing military, police, political and other kinds of education which are of a special nature. Public schools that provide compulsory education are not permitted to be converted into private schools. The operations of a private school are highly regulated. For example, a private school shall establish the executive council, the board of directors or any other form of the decision-making body and such decision-making body shall meet at least once a year. Furthermore, the text books selected by the private primary schools and middle schools for teaching state fundamental classes should be approved in accordance with related laws and regulations, and the curriculum arrangements of the teaching courses should be in conformity with the provisions of the MOE. Teachers employed by a private school shall have the qualifications specified for teachers and meet the conditions for the post as provided for in the Teachers Law of the PRC (《中華人民共 和國教師法》) and other relevant laws and regulations, and there shall be a definite number of full-time teachers in a private school, and in private schools offering academic qualifications education full-time teachers shall account for not less than one-third of the total number of the teachers. Each of our schools provides a diploma or certificate to students. In line with relevant regulations, all of our courses required for PRC diplomas are taught by teachers that are certified by the relevant city education bureaus after undergoing systematic training and passing standardized tests in the subject as they teach.

## School Sponsor's Reasonable Returns

According to PRC laws and regulations, entities and individuals who establish private schools are commonly referred to as "school sponsors" rather than "owners" or "shareholders." The economic substance of "school sponsorship" with respect of private schools is substantially similar to that of ownership in terms of legal, regulatory and tax matters. Private education is treated as a public welfare undertaking under the regulations. Nonetheless, school sponsors of a private school may choose to require "reasonable returns" from the annual net balance of the school after deduction of costs for school operations, donations received, government subsidies (if any), the reserved development fund and other expenses as required by the regulations.

The election to establish a private school the school sponsors of which require reasonable returns must be set out in the articles of association of the school. The percentage of the school's annual net balance that can be distributed as reasonable return shall be determined by the school's executive council, board of directors or other form of the decision-making body, taking into

consideration the following factors: (i) items and criteria for the school's fees, (ii) the ratio of the school's expenses used for educational activities and improving the educational conditions to the total fees collected; and (iii) the school operation level and educational quality. The relevant information relating to the school operation level and the quality of education shall be publicly disclosed before the determination of the percentage of the school's annual net balance that can be distributed as reasonable returns. Such information and the decision to distribute reasonable returns shall also be filed with the approval authorities within 15 days from the decision made. However, none of the current PRC laws and regulations provides a formula or guidelines for determining what constitutes a "reasonable return". In addition, no current PRC laws or regulations set forth any requirements or restrictions on a private school's ability to operate its education business that differ based on such school's status as a school the school sponsor of which requires reasonable returns or a school the school sponsor of which does not require reasonable returns. All of our schools elected to be a school whose school sponsor requires reasonable return.

At the end of each fiscal year, every private school is required to allocate a certain amount to its development fund for the construction or maintenance of the school or procurement or upgrade of educational equipment. In the case of a private school the school sponsor of which requires reasonable returns, this amount shall be no less than 25% of the annual net income of the school, while in the case of a private school the school sponsor of which does not require reasonable returns, this amount shall be equal to no less than 25% of the annual increase in the net assets of the school, if any. Private schools the school sponsor of which does not require reasonable returns shall be entitled to the same preferential tax treatment as public schools, while the preferential tax treatment policies applicable to private schools the school sponsor of which require reasonable returns shall be formulated by the finance authority, taxation authority and other authorities under the State Council. To date, however, no regulations have been promulgated by such authorities in this regard.

A school sponsor of a private school has the obligation to make capital contributions to the school in a timely manner. The contributed capital can be in the form of tangible or non-tangible assets such as materials in kind, land use rights or intellectual property rights. The capital contributed by the school sponsor becomes assets of the school and the school has independent legal person status. In addition, the sponsor of a private school has the right to exercise ultimate control over the school by becoming the member of (if school sponsor is individual) and controlling the composition of the school's decision-making body. Specifically, the school sponsor has control over the private school's constitutional documents and has the right to elect and replace the private school's decision-making bodies, such as the school's board of directors, and therefore controls the private school's business and affairs.

#### Interim Measures for the Management of the Collection of Private Education Fees

Pursuant to the Interim Measures for the Management of the Collection of Private Education Fees(《民辦教育收費管理暫行辦法》),which was promulgated by the NDRC,the MOE and the Ministry of Labor and Social Security (currently known as the Ministry of Human Resources and Social Security (中華人民共和國人力資源和社會保障部) on 2 March 2005,and the Implementation Rules for the Law for Promoting Private Education, the types and amounts of fees charged by a private school providing academic qualifications education shall be examined and verified by education authorities or the labor and social welfare authorities and approved by the governmental pricing authority, and the school shall obtain the Fee Charge Permit. A private school that provides non-academic qualifications education shall file its pricing information with the governmental pricing authority and publicly discloses such information. If a school raises its tuition levels without obtaining the proper approval or making the relevant filing with the relevant government pricing authorities, the school would be required to return the additional tuition fees obtained through the raise and become liable for compensation of any losses caused to the students in accordance with relevant PRC laws.

According to the Notice regarding Cancellation of the Fee Charge Permit System and Strengthening the Supervision in process and afterwards (《國家發展改革委財政部關於取消收費許可證制度加強事中事後監管的通知》), or Circular 36, which was issued jointly by the NDRC and the Ministry of Finance on January 9, 2015, the fee charge permit system shall be cancelled nationwide from January 1, 2016.

Pursuant to the Notice on Regulations Applicable to Service Charges and Fees Collected-on-behalf in the Primary and Middle Schools (《關於規範中小學服務性收費和代收費管理有關問題的通知》) jointly promulgated by the National Development and Reform Commission and Ministry of Education on 23 July 2010, service charges in the primary and middle schools refer to the fees charged by the school for the services provided by the school and selected by the students or their parents on a voluntary basis after completion of normal teaching. "Fees collected-on-behalf" in the primary and middle schools refer to the fees collected, on a voluntary basis of students or their parents, by the school on behalf of third parties who provide services for the purpose of convenience of students' learning and living in school. Services charges and fees collected-on-behalf should be publicly disclosed and paid on a voluntary and non-profit basis.

## Regulations on Safety and Health Protection of Schools

Pursuant to the Food Safety Law of the PRC (《中華人民共和國食品安全法》), which was amended on 24 April 2015 and became effective on 1 October 2015, collective canteens of schools shall obtain the license in accordance with the laws and strictly abide by the laws, regulations and food safety standards. With regard to the order of meals from the feeding entity, the order shall be issued to an enterprise obtaining the food production and trading license and the inspection shall be conducted on the food ordered as required.

According to Administrative Measures on License of Catering Industry (《餐飲服務許可管理辦法》), which was promulgated on 4 March 2010 and became effective on 1 May 2010, a licensing system for catering industry is implemented. A catering service provider shall obtain food service license, and assume the food safety liability in accordance with the law. Pursuant to Administrative Measures for Food Operation Licensing (《食品經營許可管理辦法》) promulgated on 31 August 2015 and became effective on 1 October 2015, food operation license shall be obtained in accordance with the law to engage in food selling and catering services within the territory of the PRC. The principle of one license for one site shall apply to the licensing for food operation, and classified licensing for food operation according to food operators' types of operation and the degree of risk of their operation projects is implemented.

Pursuant to Administrative Measures for the Supervision of Food Safety in Catering Service (《餐飲服務食品安全監督管理辦法》), catering service providers shall carry out catering service activities in accordance to laws, regulations, food safety standards and relevant requirements, be responsible for society and the general public, ensure food safety, accept social supervision, and take responsibilities for food safety in catering service.

In accordance with the Regulation on Hygiene Administration of School Canteens and Collective Dining of Students (《學校食堂與學生集體用餐衛生管理規定》), which was promulgated on 20 September 2002 and became effective on 1 November 2002, hygiene administration of school canteens and collective dining of students should (a) follow a policy of precaution in the first place, and (b) observe the principles of being supervised and instructed by hygiene administrative department, being managed and inspected by education administrative department, and being executed by school. School canteens should keep environment inside and outside clean and tidy, and strictly supervise the process of food procurement. Staff members and management personnel of canteens should master the basic requirements of food hygiene. The principal shall be responsible for the food safety of the school canteen, and full-time or part-time food hygiene management personnel shall be appointed.

According to the Circular on Strengthening Hygiene and Epidemic Prevention and Food Hygiene and Safety of Private Schools (《關於加強民辦學校衛生防疫與食品衛生安全工作的通知》), which was promulgated on 28 April 2016, the private schools should pay high attention to and strengthen the school hygiene and epidemic prevention and the food hygiene and safety.

According to the Administrative Measures of Safety of Kindergartens, Primary and Middle School (《中小學幼兒園安全管理辦法》), which was promulgated on 30 June 2016 and became effective on 1 September 2016, schools should strictly implement Regulation on Hygiene Administration of School Canteens and Collective Dining of Students (《學校食堂與學生集體用餐衛生管理規定》) and Norms on Hygiene of Catering Industry and Delivery Entity of Collective Dining of Students (《餐飲業和學生集體用餐配送單位衛生規範》), and should strictly comply with the hygiene operation norms. In order to ensure the hygiene and safety of food and drink of teachers and students, schools should (a) establish a system of procurement of canteen supplies from designated suppliers, (b) establish a system of demanding for certificate and keeping record during procurement, (c) establish a system of retention of food for check-up and record, and (d) examine the situation of hygiene and safety of drinking water.

Pursuant to Circular on Further Strengthening Food Safety of School Canteens (《關於進一步加強學校食堂食品安全工作的通知》) issued on 11 August 2011, school canteens are comprehensively required to carry out food safety self-inspection. Local food and drug administration at all levels are required to comprehensively strengthen supervision and inspection on food safety of school canteens before commencement of each term, and, before the commencement of every spring term and every autumn term, should consider school canteens as key point of supervision and strengthen the supervision and inspection. School food safety responsibility system should be comprehensively carried out.

According to the Laws of the PRC on the Protection of Minors of PRC (《中華人民共和國未成年人保護法》), which was amended on 26 October 2012 and became effective in January 2013, schools shall establish safety system, improve safety education among the minors and adopt measures to guarantee their personal safety.

In accordance with the Regulation on Safety Management of Middle, Primary schools and Kindergartens (《中小學幼兒園安全管理辦法》), which was promulgated on 30 June 2006 and became effective on 1 September 2006, schools shall be responsible for safety management and safety education, establish and improve internal safety management system and safety emergency response mechanism, incorporate safety education in to teaching content and carry out safety education among the students.

According to the Regulation on Sanitary Work of Schools (《學校衛生工作條例》), which was promulgated on 4 June 1990 and became effective on 4 June 1990, schools shall carry out sanitary work. The main tasks of the sanitary work include monitoring health conditions of students, carrying out health education among students, helping students to develop good health habits, improving health environment and health conditions for teachers, strengthening prevention and treatment of infectious disease and common diseases among students.

## **Regulations on Compulsory Education**

In accordance to the Law for Compulsory Education of the PRC (《中華人民共和國義務教育法》), which was promulgated by the National People's Congress on 12 April 1986 and was amended by the tenth Standing Committee of the National People's Congress on 29 June 2006 and by the twelfth Standing Committee of the National People's Congress on 24 April 2015., a 9-year system of compulsory education, including 6 years of primary school and 3 years of middle school, was adopted.

Further, the MOE issued the Reform Guideline on the Curriculum System of Compulsory Education (Trial) (《基礎教育課程改革綱要(試行)》) on 8 June 2001, which became effective on the same day, pursuant to which schools providing compulsory education shall follow a "state-local-school" three-tier curriculum system. In other words, the schools must follow the state curriculum standard for state courses, while the local educational authorities have the power to determine the curriculum standard for other courses, and the schools may also develop curriculum that are suitable for their specific needs.

## Regulations on the Operation of High Schools

The MOE has promulgated several regulations on the operation of high schools, mainly concerning the choice of textbooks, the curriculum system and the graduation exam system.

According to the Circular of the Central Office of the MOE on the Selection of the Trial Text books for the Curriculum of High Schools (《教育部辦公廳關於做好普通高中新課程實驗教材選用 工作的通知》) promulgated on 26 April 2005 and the Interim Measures for the Management of the Selection of the Primary and Middle School Textbooks (《中小學教科書選用管理暫行辦法》) promulgated and simultaneously came in to effect on 30 September 2014, the text books used by the primary and middle schools can only be selected from the catalog created by the MOE; And the provincial educational authority is in charge of textbook selection within its relevant administrative jurisdiction and has the power to approve the curriculum system applied in its primary and middle schools.

Further, the MOE issued the Notice on Developing Trial Curriculum System in High Schools (《教育部關於開展普通高中新課程實驗工作的通知》), the Guidance on Strengthening Instruction on Developing Trial Curriculum System in High Schools (《教育部關於進一步加強普通高中新課程實驗工作的指導意見》), the Notice on Propelling 2006 Trial Curriculum System in High Schools (《教育部辦公廳關於2006年推進普通高中新課程實驗工作的通知》) and the Notice on Propelling 2007 Trial Curriculum System in High Schools (《教育部辦公廳關於2007推進普通高中新課程實驗工作的通知》) from 2003 through 2007, pursuant to which the MOE developed a new curriculum system in high schools nationwide, and the implementation of such curriculum system is carried on mainly by the provincial educational authorities while the MOE mainly provides guidance to its local counterparts. Under the guidelines of the MOE and subject to approval by the respective provincial educational authorities, the high schools may adopt their own unique curriculum system.

In addition to the supervision and administration in textbooks and curriculum system applied in high school, the PRC government also provides strict guidelines on the graduation exam system. According to the National Educational Committee's Opinions on Carrying Graduation Exam System in High Schools (《國家教委關於在普通高中實行畢業會考制度的意見》, the "Graduation Exam System Opinions") which became effective from 20 August 1990, the graduation exam is a standard exam uniformly organized by a provincial educational authority to determine the studying results of a high school graduate, who can only obtain a high school diploma after passing such graduation exam. Thereafter, the MOE promulgated the Opinions on the Reform of the Graduation Exam System in High Schools (《關於普通高中畢業會考制度改革的意見》, the "Reform Opinions") on 15 March 2000. Based on the Reform Opinions, passing the uniform Graduation Exam is no longer a prerequisite condition for obtaining a high school diploma. Upon approval by a provincial educational administration, a high school may select its own way to conduct the graduation exam, including picking the subjects and the scope of such exam.

## The Guidelines for Overseas Study Tour participated by the Primary and Middle School Students (Trial)

The Ministry of Education has promulgated the Guidelines for Overseas Study Tour participated by the Primary and Middle School Students (Trial) (中小學學生赴境外研學旅行活動指南(試行), the "Guidelines") on 14 July 2014. The Guidelines stipulate that overseas study tours participated in by primary and middle school students(the "Overseas Study Tour") means, by adapting to the characteristics of the primary and middle school students and the educational needs, programmes that organize the primary and middle school students to go overseas to learn foreign languages and attend other short-term curriculum, perform art shows, compete in contests, visit schools, attend summer/winter school programmes, or take part in other activities that help the students expand their horizon and promote enrichment and enhancement, in the manner of group travel and group accommodation during the academic term or vacation. Overseas Study Tours attended by the primary and middle school students shall follow the principles of safety, civility and efficiency. The schedule for study, from the perspective of both the content and the duration, shall be no less than 1/2 of the

total schedule. The organizer shall choose legitimate and qualified cooperation institutions, and stress the importance of safe education, and shall appoint a guiding teacher for each group. The organizer shall apply the rules of cost accounting, notify the students and their supervisors of the composition of the fees and expenses, and enter into an agreement as required by law. The school and its staff shall not seek any economic benefit from organizing its own students to attend an Overseas Study Tour.

## Outline of China's National Plan for Medium-and Long-Term Education Reform and Development (2010-2020)

On 8 July 2010, the PRC central government promulgated the Outline of China's National Plan for Medium-and Long-Term Education Reform and Development (2010-2020) (《國家中長期教育改 革和發展規劃綱要(2010-2020)》) which for the first time announced the policy that the government will implement a reform to divide private education entities into two categories, for-profit private education entities and not-for-profit private education entities. On 24 October 2010, the General Office of the State Council (國務院辦公廳) issued the Notices on the National Education System Innovation Pilot (《關於開展國家教育體制改革試點的通知》, "Pilot Notice"). Following the Pilot Notice, the MOE submitted to the State Council A Series of Suggested Amendments to Varies of Educational Laws (《教育法律一攬子修訂建議草案(送審稿)》, the "Suggested Drafted Amendments") which were published by the legislation office of the State Council on 5 September 2013. The Sixteenth Session of the Twelfth Standing Committee of the National People's Congress deliberated for the first time A Series of Amendments to Various of Educational Laws (Draft) (《教 育法律一攬子修正案(草案) 》, the "Drafted Amendments") in August 2015, and the Eighteenth Session of the Twelfth Standing Committee of the National People's Congress deliberated the second draft of the amendment to The Law for Promoting Private Education (《民辦教育促進法修正案(草 案二次審議稿) 》, the "**Second Drafted Amendment**") in December 2015. Under the Pilot Notice, Suggested Drafted Amendments, Drafted Amendments and Second Drafted Amendment, the PRC government plans to implement a for-profit and not-for-profit classified management system for private schools. According to the Drafted Amendments, private schools can choose to register as a non-for-profit or for-profit legal entity and charge fees on the basis of the cost of running a school, market demand and other factors. The standard of fees charged by non-for-profit private schools is prescribed by provincial governments, while for-profit private schools can make their own decisions on the standard of fees which is subject to the market adjustments. While the amendments to the Educational Law were approved by the Standing Committee of the National People's Congress on 27 December 2015 and came into effect on 1 June 2016. The amendment to The Law for Promoting Private Education of the PRC was not approved as the National People's Congress suggest the State Council further discuss and propose relevant specific measures in regard with the for-profit and not-for-profit classified management system, which has been given priority by the MOE in 2016.

On 18 June 2012, the MOE issued the Implementation Opinions on Encouraging and Guiding the Entry of Private Capital in the Fields of Education and Promoting the Healthy Development of Private Education (《關於鼓勵和引導民間資金進入教育領域促進民辦教育健康發展的實施意見》) to encourage private investment and foreign investment in the field of education. According to these opinions, the proportion of foreign capital in a sino-foreign education institute shall be less than 50%.

#### LEGAL REGULATIONS OVER PROPERTY IN THE PRC

Pursuant to the Property Law of the PRC (《中華人民共和國物權法》, the "Property Law") which was promulgated on 16 March 2007 and with effect from 1 October 2007, educational, medical and health and other public welfare facilities and other properties of institutions and social groups with the aim of benefiting the public such as schools, kindergartens, hospitals are not allowed to be mortgaged. As advised by our PRC Legal Adviser, educational facilities in our schools cannot be mortgaged.

According to the Property Law, transferable fund units and equity, property right in intellectual property rights of transferable exclusive trademark rights, patent rights, copyrights, accounts receivable and other property rights as stipulated by any law or administrative regulation to be

pledgeable may be pledged. As advised by our PRC Legal Adviser, as no law or administrative regulation stipulates that school sponsor's right is pledgeable, the school sponsor's right cannot be pledged under the PRC laws and regulations.

#### LEGAL REGULATIONS OVER TRADEMARK AND DOMAIN NAME IN THE PRC

#### Trademark

Pursuant to the Trademark Law of the PRC (《中華人民共和國商標法》, the "Trademark Law"), which was revised on 30 August 2013 and with effect from 1 May 2014, registered trademarks refer to trademarks that have been approved and registered by the Trademark Office of the State Administration For Industry & Commerce (國家工商行政管理總局商標局), which include commodity trademarks, service trademarks, collective marks and certification marks. The trademark registrant shall enjoy an exclusive right to use the trademark, which shall be protected by law.

#### **Domain Name**

Pursuant to the Measures for the Administration of Internet Domain Names of China (《中國互聯網域名管理辦法》), which was promulgated by Ministry of Industry and Information Technology of the PRC (中華人民共和國工業和信息化部) on 5 November 2004 and with effect from 20 December 2004, "domain name" shall refer to the character mark of hierarchical structure, which identifies and locates a computer on the internet and corresponds to the Internet protocol (IP) address of that computer. And the principle of "first come, first serve" is followed for the domain name registration service. After completing the domain name registration, the applicant becomes the holder of the domain name registered by him/it. Furthermore, the holder shall pay operation fees for registered domain names on schedule. If the domain name holder fails to pay the corresponding fees as required, the original domain name registrar shall write it off and notify the holder of the domain name in written form.

## LEGAL REGULATIONS OVER LABOR PROTECTION IN THE PRC

According to the Labor Law of the PRC (《中華人民共和國勞動法》, the "Labor Law"), which was promulgated by the Standing Committee of the National People's Congress on 5 July 1994, came into effect on 1 January 1995 and was amended on 27 August 2009, an employer shall establish a comprehensive management system to safeguard the rights of its employees, including developing and improving its labor safety and health system, stringently implementing national protocols and standards on labor safety and health, conducting labor safety and health education for workers, guarding against labor accidents and reduce occupational hazards. Labor safety and health facilities must comply with relevant national standards. An employer must provide employees with the necessary labor protection equipment that comply with labor safety and health conditions stipulated under national regulations, as well as provide regular health checks for workers that are engaged in operations with occupational hazards. Laborers engaged in special operations shall have received specialized training and obtained the pertinent qualifications. An employer shall develop a vocational training system. Vocational training funds shall be set aside and used in accordance with national regulations and vocational training for workers shall be carried out systematically based on the actual conditions of the company.

The Labor Contract Law (《勞動合同法》), which was promulgated by the Standing Committee of the National People's Congress on 29 June 2007, came into effect on 1 January 2008, and was amended on 28 December 2012, and the Implementation Regulations on Labor Contract Law (《勞動合同法實施條例》), which was promulgated and became effective on 18 September 2008, regulate employer and employee relations and contain specific provisions involving the terms of the labor contract. Labor contract must be made in writing. An employer and an employee may enter into a fixed-term labor contract, an un-fixed term labor contract, or a labor contract that concludes upon the completion of certain work assignments, after reaching agreement upon due negotiations. An employer may legally terminate a labor contract and dismiss its employees after reaching agreement upon due negotiations with the employee or by fulfilling the statutory conditions. Labor contracts concluded prior to the enactment of the Labor Law and subsisting within the validity period thereof shall continue to be honored.

According to the Interim Regulations on the Collection and Payment of Social Insurance Premiums (《社會保險費徵繳暫行條例》), the Regulations on Work Injury Insurance (《工傷保險條例》), the Regulations on Unemployment Insurance (《失業保險條例》) and the Trial Measures on Employee Maternity Insurance of Enterprises (《企業職工生育保險試行辦法》), enterprises in the PRC shall provide benefit plans for their employees, which include basic pension insurance, unemployment insurance, maternity insurance, work injury insurance and basic medical insurance. An enterprise must provide social insurance by processing social insurance registration with local social insurance agencies, and shall pay or withhold relevant social insurance premiums for or on behalf of employees. The Law on Social Insurance (《社會保險法》) (No. 35 of the President), which was promulgated on 28 October 2010 and became effective on 1 July 2011, has consolidated pertinent provisions for basic pension insurance, unemployment insurance, maternity insurance, work injury insurance and basic medical insurance, and has elaborated in detail the legal obligations and liabilities of employers who do not comply with relevant laws and regulations on social insurance.

According to the Interim Measures for Participation in the Social Insurance System by Foreigners Working within the Territory of China (《在中國境內就業的外國人參加社會保險暫行辦法》), which was promulgated by the Ministry of Human Resources and Social Security on 6 September 2011 and became effective on 15 October 2011, employers who employ foreigners shall participate in the basic pension insurance, unemployment insurance, basic medical insurance, occupational injury insurance, and maternity leave insurance in accordance with the law, with the social insurance premiums to be contributed respectively by the employers and foreigner employees as required. In accordance with such Interim Measures, the social insurance administrative agencies shall supervise and exam the legal compliance of foreign employees and employers and the employers who do not pay social insurance premium in conformity with the laws shall be subject to the administrative provisions provided in the Social Insurance Law and the relevant regulations and rules mentioned above.

According to the Regulations on the Administration of Housing Provident Fund (《住房公積金管理條例》), which was promulgated and became effective on 3 April 1999, and was amended on 24 March 2002, employers are required to contribute, on behalf of their employees, to housing provident funds.

The employer shall process housing provident fund payment and deposit registrations with the housing provident fund administration center. The employer shall timely pay up and deposit housing provident fund contributions in full amount, any employer who violates the above regulations shall be fined and ordered to make good the deficit within a designed period. Those who fail to process their registrations within the designated period shall be subject to a fine ranging from RMB10,000 to RMB50,000. When companies breach the these regulations and fail to pay up housing provident fund contributions in full amount as due, the housing provident fund administration center shall order such companies to pay up within a designated period, and may further apply to the People's Court for mandatory enforcement against those who still fail to comply after the expiry of such period.

## LEGAL REGULATIONS OVER TAX IN THE PRC

#### **Income Tax**

According to the Enterprise Income Tax Law of the PRC (《中華人民共和國企業所得稅法》, the "EIT Law"), which was promulgated on 16 March 2007 and became effective from 1 January 2008, and the Implementation Rules to the EIT Law (《中華人民共和國企業所得稅法實施條例》) (the "Implementation Rules"), which was promulgated on 6 December 2007 and became effective from 1 January 2008 by the State Council, enterprises are classified as either resident enterprises or non-resident enterprises. The income tax rate for resident enterprises, including both domestic and foreign-invested enterprises shall typically be 25% commencing from 1 January 2008. An enterprise established outside China with its "de facto management bodies" located inside China is considered as a "resident enterprise", which means it can be treated as domestic enterprise for EIT purposes. A non-resident enterprise that does not have an establishment or place of business in China but the income has no actual relationship with such establishment or place of business, shall pay EIT on its passive income deriving from inside China at the reduced rate of EIT of 10%.

According to Notice of the Ministry of Finance and the State Administration of Taxation on Tax Policies Relating to Education (《財政部、國家稅務總局關於教育稅收政策的通知》, the "Circular 39") and Notice of the Ministry of Finance and the State Administration of Taxation on Issues Concerning Strengthening the Administration over the Collection of Business Tax on Educational Services (《財政部、國家稅務總局關於加強教育勞務營業稅徵收管理有關問題的通知》, the "Circular 3"), schools shall be exempt from EIT on fees they have collected upon approval and have incorporated under the fiscal budget management or the special account management of the funds outside the fiscal budget. Schools shall be exempt from EIT on the financial allocations they have received and special subsidies they have obtained from their administrative departments or institutions at higher levels.

According to the Law for Promoting Private Education and its implementing rules, a private school that does not require reasonable returns enjoys the same preferential tax treatment as public schools, whereas the preferential tax treatment policies applicable to private schools that require reasonable returns are separately formulated by the relevant authorities under the PRC State Council.

#### Income Tax In Relation To Dividend Distribution

The PRC and the government of Hong Kong entered into the Arrangement between the Mainland of the PRC and Hong Kong for the Avoidance of Double Taxation and the Prevention of Fiscal Evasion with respect to Taxes on Income (《內地和香港特別行政區關於對所得稅避免雙重徵稅和防止偷漏稅的安排》, the "Arrangement") on 21 August 2006. According to the Arrangement, if the beneficiary of the dividends is a Hong Kong resident enterprise, which directly holds no less than 25% equity interests of the aforesaid enterprise, the tax levied shall be 5% of the distributed dividends. The 10% withholding tax rate applies to dividends paid by a PRC company to a Hong Kong resident if such Hong Kong resident holds less than 25% of the equity interests in the PRC company.

Pursuant to the Circular of the State Administration of Taxation on Relevant Issues relating to the Implementation of Dividend Clauses in Tax Agreements (《國家稅務總局關於執行稅收協定股息條款有關問題的通知》) promulgated by the State Administration of Taxation of the PRC (中華人民共和國國家稅務總局, the "SAT") and became effective on 20 February 2009, all of the following requirements shall be satisfied where a fiscal resident of the other party to a tax agreement needs to be entitled to such tax agreement treatment as being taxed at a tax rate specified in the tax agreement for the dividends paid to it by a Chinese resident company: (i) such a fiscal resident who obtains dividends should be a company as provided in the tax agreement; (ii) owner's equity interests and voting shares of the Chinese resident company directly owned by such a fiscal resident reaches a specified percentage; and (iii) the equity interests of the Chinese resident company directly owned by such a fiscal resident, at any time during the twelve months prior to the obtainment of the dividends, reach a percentage specified in the tax agreement.

Pursuant to the Administrative Measures for Tax Convention Treatment for Non-resident Taxpayers (《非居民納稅人享受稅收協定待遇管理辦法》), which came into force on 1 November 2015, a non-resident taxpayer meeting conditions for enjoying the convention treatment may be entitled to the convention treatment itself/himself when filing a tax return or making a withholding declaration through a withholding agent, subject to the subsequent administration by the tax authorities.

#### **Business Tax**

According to the Provisional Regulations on Business Tax (《營業稅暫行條例》), which was promulgated by the State Council on 13 December 1993, came into effect on 1 January 1994, and was amended on 10 November 2008, and the Detailed Implementing Rules on the Temporary Regulations on Business Tax (《營業稅暫行條例實施細則》), which was promulgated by the MOF and the SAT and came into effect on 25 December 1993, was amended on 22 May 1997, 15 December 2008 and further amended on 28 October 2011, business tax is imposed on income derived from the furnishing of specified services and transferring of immovable property or intangible property at rates ranging from 3% to 20%, depending on the activity.

According to Circular 39, Circular 3 and the Provisional Regulations of the PRC on Business Tax, educational services provided by schools and other educational institutions shall be exempt from business tax. Hence, the educational services provided by our schools are not subject to business tax.

#### Value-added Tax

According to the Temporary Regulations on Value-added Tax (《增值税暫行條例》), which was promulgated by the State Council on 13 December 1993, came into effect on 1 January 1994, and was amended on 10 November 2008, and the Detailed Implementing Rules of the Temporary Regulations on Value-added Tax (《增值税暫行條例實施細則》), which was promulgated by the MOF and came into effect on 25 December 1993, and was amended on 15 December 2008 and 28 October 2011, all taxpayers selling goods, providing processing, repairing or replacement services or importing goods within the PRC shall pay value-added tax.

According to the Circular on Comprehensively Promoting the Pilot Program of the Collection of Value-added Tax in Lieu of Business Tax (《關於全面推開營業稅改增值稅試點的通知》, the "Circular 36"), which was promulgated on 23 March 2016 and became effective from 1 May 2016, education services provided by schools engaged in diploma education shall be exempted from VAT. "Circular 36" stipulates that income from the provision of education services that is exempted from VAT refers to the income from the provision of degree education services for student enrolled within the officially prescribed admission plans, specifically including: income from tuitions, accommodation fees, textbook fees, exercise-book fees, and exam entry fees that are examined and approved by the relevant government authorities and charged according to the prescribed standards, as well as income from boarding fees for catering services provided by school canteens. Except for aforesaid income, income from the sponsorship fees and school-selection fees charged by schools in any name is not exempted from VAT.

#### Other Tax Exemptions

According to Circular 39 and Circular 3, the real properties and land used by schools, nurseries and kindergartens established by enterprises shall be exempt from house property tax and urban land use tax. Schools expropriate arable land upon approval shall be exempt from arable land use tax. Schools and educational institutions established by any enterprises, government affiliated institutions, social groups or other social organizations or individuals and citizens with non-state fiscal funds for education and open to the public upon the approval of the administrative department for education or for labor of the relevant people's government at the county level or above which has also issued the relevant school running license, shall be exempted from deed tax on their ownerships of land and houses used for teaching activities.

#### REGULATIONS ON COMPANIES IN PRC

The establishment, operation and management of corporate entities in the PRC are governed by the Company Law of the PRC (《中華人民共和國公司法》, the "PRC Company Law"), which was promulgated on 29 December 1993 and amended on 25 December 1999, 28 August 2004, 27 October 2005 and 28 December 2013. Under the PRC Company Law, companies are generally classified into two categories: limited liability companies and limited companies by shares. The PRC Company Law also applies to foreign-invested limited liability companies but where other relevant laws regarding foreign investment have provided otherwise, such other laws shall prevail.

The latest amendment to the PRC Company Law took effect from 1 March 2014, pursuant to which there is no longer a prescribed timeframe for the shareholders to make full capital contribution to a company, except in situations where there are requirements otherwise in other relevant laws, administrative regulations and State Council decisions. Instead, shareholders are only required to state the capital amount that they commit to subscribe in the articles of association of the company. Further, the initial payment of a company's registered capital is no longer subject to a minimum amount requirement and the business license of a company will not show its paid-up capital. In addition, shareholders' contribution of the registered capital is no longer required to be verified by capital verification agencies.

#### LEGAL REGULATIONS OVER FOREIGN EXCHANGE IN THE PRC

The principal regulation governing foreign currency exchange in China is the Foreign Exchange Administration Rules of the PRC (《中華人民共和國外匯管理條例》) (the "Foreign Exchange Administration Rules"). These were promulgated by the State Council of the PRC on 29 January 1996 and with effect from 1 April 1996 and were amended on 14 January 1997 and 1 August 2008. Under these rules, Renminbi is generally freely convertible for payments of current account items, such as trade and service-related foreign exchange transactions and dividend payments, but not freely convertible for capital account items, such as direct investment, loan or investment in securities outside China, unless the prior approval of the SAFE or its local counterparts is obtained.

Under the Foreign Exchange Administration Rules, foreign-invested enterprises in the PRC may, without the approval of SAFE, make a payment from their foreign exchange accounts at designed foreign exchange banks for paying dividends with certain evidencing documents (board resolutions, tax certificates, etc.), or for trade and services-related foreign exchange transactions by providing commercial documents evidencing such transactions. They are also allowed to retain foreign currency (subject to a cap approval by SAFE) to satisfy foreign exchange liabilities. In addition, foreign exchange transactions involving overseas direct investment or investment and trading in securities, derivative products abroad are subject to registration with SAFE or its local counterparts and approval form or filling with the relevant PRC government authorities (if necessary).

According to the Circular on the Management of Offshore Investment and Financing and Round Trip Investment By Domestic Residents through Special Purpose Vehicles (《關於境內居民通過特殊 目的公司境外投融資及返程投資外匯管理有關問題的通知》, the "Circular No. 37"), which is promulgated on 4 July 2014 and with effect from the same day, before a domestic resident contributes its legally owned onshore or offshore assets and equity into an SPV, the domestic resident shall be required to register with local branch of SAFE for foreign exchange registration of overseas investments before contributing the domestic and overseas lawful assets or interests to a SPV, and to update such registration in the event of any change of basic information of the registered SPV or major change in capital, including increases and decreases of capital, share transfers, share swaps, mergers or divisions. The SPV is defined as "offshore enterprise directly established or indirectly controlled by the domestic resident (including domestic institution and individual resident) with their legally owned assets and equity of the domestic enterprise, or legally owned offshore assets or equity, for the purpose of investment and financing"; "Round Trip Investments" refer to "the direct investment activities carried out by a domestic resident directly or indirectly via an SPV, i.e. establishing a foreign-invested enterprise or project within the PRC through a new entity, merger or acquisition and other ways, while obtaining ownership, control, operation and management and other rights and interests". In addition, according to the procedural guidelines as attached to the Circular No. 37, the principle of review has been changed to "the domestic individual resident is only required to register the SPV directly established or controlled (first level)".

Pursuant to Circular of the State Administration of Foreign Exchange on Further Simplifying and Improving the Direct Investment-related Foreign Exchange Administration Policies (《關於進一步簡化和改進直接投資外匯管理政策的通知》, the "Circular 13"), which was promulgated on 13 February 2015 and implemented 1 June 2015, the initial foreign exchange registration for establishing or taking control of a SPV by domestic residents can be conducted with a qualified bank, instead of the local foreign exchange bureau, and the Circular 13 also simplifies some procedures of foreign exchange for direct investments.

On 30 March 2015, the SAFE promulgated the Circular on Reforming the Management Approach regarding the Settlement of Foreign Exchange Capital of Foreign-invested Enterprises (《國家外匯管理局關於改革外商投資企業外匯資本金結匯管理方式的通知》), which came into effect from 1 June 2015. According to Circular 19, the foreign exchange capital of foreign-invested enterprises shall be subject to the Discretional Foreign Exchange Settlement ("Discretional Foreign Exchange Settlement to the foreign exchange

capital in the capital account of an foreign-invested enterprise for which the rights and interests of monetary contribution has been confirmed by the local foreign exchange bureau (or the book-entry registration of monetary contribution by the banks) can be settled at the banks based on the actual operational needs of the foreign-invested enterprise. The proportion of Discretional Foreign Exchange Settlement of the foreign exchange capital of a foreign-invested enterprise is temporarily determined as 100%. The Renminbi converted from the foreign exchange capital will be kept in a designated account and if a foreign-invested enterprise needs to make further payment from such account, it still needs to provide supporting documents and go through the review process with the banks.

Furthermore, Circular 19 stipulates that the use of capital by foreign-invested enterprises shall follow the principles of authenticity and self-use within the business scope of enterprises. The capital of a foreign-invested enterprise and capital in Renminbi obtained by the foreign-invested enterprise from foreign exchange settlement shall not be used for the following purposes:

- 1. directly or indirectly used for the payment beyond the business scope of the enterprises or the payment prohibited by relevant laws and regulations;
- 2. directly or indirectly used for investment in securities unless otherwise provided by relevant laws and regulations;
- 3. directly or indirectly used for granting the entrust loans in Renminbi (unless permitted by the scope of business), repaying the inter-enterprise borrowings (including advances by the third party) or repaying the bank loans in Renminbi that have been sub-lent to the third party; and
- 4. paying the expenses related to the purchase of real estate that is not for self-use (except for the foreign-invested real estate enterprises).

SAFE issued the Circular on Reforming and Regulating Policies on the Control over Foreign Exchange Settlement of Capital Accounts (《國家外匯管理局關於改革和規範資本項目結匯管理政策的通知》), or SAFE Circular 16, on 9 June 2016, which became effective simultaneously. Pursuant to SAFE Circular 16, enterprises registered in the PRC may also convert their foreign debts from foreign currency to Renminbi on self-discretionary basis. This Circular provides an integrated standard for conversion of foreign exchange under capital account items (including but not limited to foreign currency capital and foreign debts) on self-discretionary basis which applies to all enterprises registered in the PRC. Circular 16 reiterates the principle that Renminbi converted from foreign currency-denominated capital of a company may not be directly or indirectly used for purposes beyond its business scope or prohibited by PRC laws or regulations, while such converted Renminbi shall not be provided as loans to its non-affiliated entities.

As Circular 16 is newly issued and SAFE has not provided detailed guidelines with respect to its interpretation or implementations, it is uncertain how these rules will be interpreted and implemented.

# Provisions on the Merger and Acquisition of Domestic Enterprises by Foreign Investors (Revised in 2009)

Under the Provisions on the Merger and Acquisition of Domestic Enterprises by Foreign Investors (Revised in 2009) (《關於外國投資者併購境內企業的規定》, the "M&A Rules"), a foreign investor is required to obtain necessary approvals when (i) a foreign investor acquires equity in a domestic non-foreign invested enterprise thereby converting it into a foreign-invested enterprise, or subscribes for new equity in a domestic enterprise via an increase of registered capital thereby converting it into a foreign-invested enterprise; or (ii) a foreign investor establishes a foreign-invested enterprise which purchases and operates the assets of a domestic enterprise, or which purchases the assets of a domestic enterprise and injects those assets to establish a foreign-invested

enterprise. According to Article 11 of the M&A Rules, where a domestic company or enterprise, or a domestic natural person, through an overseas company established or controlled by it/him/her, acquires a domestic company which is related to or connected with it/him/her, approval from MOFCOM is required. Particularly, the M&A Rules requires special purpose offshore companies formed for overseas listing purposes and controlled directly or indirectly by Chinese companies or individuals to obtain the approval of the CSRC prior to publicly listing their securities on an overseas stock exchange.

## LAWS AND REGULATIONS IN ONTARIO, CANADA

This section summarises relevant Ontario statutes and other regulatory requirements that may affect our school(s) in Ontario in the future, if any, specifically in relation to the process in Ontario of operating a private high school in Ontario offering credits towards an Ontario Secondary School Diploma.

The power to regulate education in Canada is granted to Provinces pursuant to section 93 of the Constitution Act, 1867. In Ontario, the provision of elementary and secondary education is subject the Education Act (Ontario) (the "Education Act").

#### **Publicly Funded Elementary and Secondary Schools**

Publicly funded elementary and secondary school education for children and youth between the ages of 3.8 years and 18 years of age who reside in Ontario is regulated by the Ontario Ministry of Education (the "Ministry"). The regulatory scheme is set out in the Education Act, regulations thereunder, Ministry Policy Program Memoranda (the "PPMs") and educational programming policy documents, which together provide for the delivery of elementary and secondary education by publicly funded district school boards and school authorities to resident pupils.

Compulsory attendance at school is required by children and youth resident in Ontario between the ages of 6 years and 18 years, unless the child or youth is excused pursuant to legislation. Excusal from attendance at a publicly funded school includes the receipt of satisfactory instruction elsewhere, including private schools.

## **Private Schools**

The legal framework governing private schools in Ontario is restricted to specific provisions of the Education Act and particular Ministry PPMs and educational programming policy and procedure documents.

Ontario private schools are defined in the Education Act as "an institution at which instruction is provided at any time between the hours of 9 a.m. and 4 p.m. on any school day for five or more pupils who are of or over compulsory school age in any of the subjects of the elementary or secondary school courses of study and that is not a school as defined in this section".

In contrast to publicly funded schools operated by district school boards and school authorities, private schools are independent of the Ministry and do not receive provincial funding. Also, individuals providing instruction in private schools are not required to be members of the Ontario College of Teachers, nor members of one of the provincial teachers unions.

Private schools may operate as for profit businesses, as well as not-for-profit corporations. The Ministry notes on its website that "in Ontario, private schools operate as businesses or non-profit organizations independently of the Ministry of Education and in accordance with the legal requirements established by the Education Act. Unlike private schools in other provinces, they do not receive any funding or other financial support from the government".

While all private schools in Ontario must meet the same general requirements, additional requirements are imposed on private schools seeking the authority to grant credits toward the Ontario Secondary School Diploma (OSSD).

## Notice of Intent to Operate a Private School

While private schools operating in Ontario are not subject to the same regulatory framework and requirements established for publicly funded elementary and secondary schools operated by district school boards and school authorities, nevertheless, the Education Act requires that all private schools file, in the form required, an annual notice of their intention to operate (the "NOI") by 1 September.

Failure to provide such notice may result in an offence pursuant to the Education Act and conviction requiring the payment of a fine. Similarly, private schools are required to file with the Ministry specific statistical information such as, the number of students enrolled, the number of private school staff and the courses of study offered. A failure to return the information requested within (60) sixty days of the request may result in a conviction and fine. Moreover, the Ministry has the authority to direct an inspection of a private school, including the records retained by the school.

#### **Board School Identification Number**

When a private school located in Ontario provides notice of operation, the Ministry issues a Board School Identification Number (the "BSID") to those schools validated to be in compliance with the basic requirements for private schools identified in the Education Act and the policies and procedures namely:

- providing instruction between the hours of 9 a.m. and 4 p.m. on any school day;
- for five or more pupils;
- who are of or over compulsory school age;
- in any of the subjects of the elementary or secondary school courses of study;
- a principal in charge of the school;
- control of the program content or courses of study;
- control of the quality of instruction;
- control of the evaluation of student achievement;
- a common school-wide attendance policy; and
- secure maintenance of student records.

In the event that a private school is not validated and does not receive a BSID, it must cease operation for the remainder of the school year, but may provide notice of its intention to operate for the following school year.

Private schools are responsible for ensuring that the information required to be filed with the Ministry of Education is updated when changes occur out of cycle. For example, in the event that there is a change in private school ownership, the Ministry requires immediate notice. Other changes, such as a change of principal, may also trigger notice requirements. Otherwise, the private school will be responsible for filing a NOI before September 1 of each year.

## **Granting Credits Towards an OSSD**

Once validated, an Ontario private school may offer and provide elementary programs and non-credit bearing secondary school programs. However, Ministry inspections are required if a private school desires to offer credits, including distance education via the internet, leading to the award of an Ontario Secondary School Diploma (the "OSSD"), which is granted by the Ministry on the basis of a principal's recommendation. In such cases, the Ministry's inspection is for the purpose of verifying whether the standard of instruction in courses offering credits towards the OSSD is compliant with the Ministry's requirements. If a private school is not compliant, the Ministry may revoke the authority to grant secondary school credits towards an OSSD. The Ministry's policy manual for private schools states: "Ensuring the integrity of OSSD credits through inspections is a critical part of the Ministry's role with respect to private education."

Inspections are cyclical, and while generally conducted every two years, the Ministry has discretion to conduct them more frequently where the inspector deems necessary. Compliance with Ministry expectations includes the requirements outlined in the Ministry's policy framework outlined in Ontario Schools, Kindergarten to Grade 12 Policy and Program Requirements. Following the inspection process, an inspection report will be issued which identifies the inspector's findings as well as recommendations for compliance, if any. The inspector will recommend whether or not the private school principal may issue credits towards an OSSD. In addition to prohibiting a private school from offering secondary school credit bearing courses or granting credits, the Ministry may also revoke the school's BSID following inspection, in which case the private school must immediately cease operating.

#### **Private School Principal**

The principal of an Ontario private school plays an essential role in its management. S/he is responsible for ensuring the appropriate delivery of educational programming, the necessary assessment and evaluation of students and appropriate reporting practices. An OSSD is granted by the Ministry on the recommendation of the private school's principal. A change in the school principal can trigger an inspection, at the discretion of the Ministry.

#### **Policies and Procedures**

Information regarding the validation and inspection process together with the Ministry's PPMs, policies and procedures applicable to Ontario private schools is outlined in the Ministry of Education's Private Schools: Policies and Procedures Manual.

## HISTORY AND DEVELOPMENT

#### OVERVIEW OF OUR GROUP'S HISTORY

Our history can be traced back to October 2002 when our founders, Mr. Liu and Ms. Li, established Guangdong Guangzheng to engage in the provision of private education in the PRC. Please refer to the section headed "Directors and Senior Management" of this document for further details of the experience and qualifications of Mr. Liu and Ms. Li.

Guangdong Guangzheng established our first school, namely Dongguan Guangming School, in April 2003 in Dongguan, Guangdong province, offering middle school and high school education. After one year of operation, our second school, Dongguan Guangming Primary School, was established in August 2004 in the same campus of Dongguan Guangming School, offering primary school education.

In August 2013, in view of the rising demand for private fundamental education in the PRC and the increasing number of student applying to our schools, we acquired Dongguan Guangzheng Preparatory School from an Independent Third Party. Dongguan Guangzheng Preparatory School was established in Dongguan, Guangdong province in 2004 under the name H.S. Kama International School (東莞市華南師大嘉瑪學校). Taking into account the then existing infrastructure of the school available to our Group after the acquisition, we considered the acquisition would enable us to expand our school network and student capacity in a relatively short timeframe.

Leveraging on our established education model in Dongguan, we further expanded our school network to other cities in the PRC. In April 2014, we established Huizhou Guangzheng Preparatory School in Huizhou, Guangdong province, offering primary, middle and high school education. In September 2014, we also established and enrolled students in Panjin Guangzheng Preparatory School in Panjin, Liaoning province, offering primary, middle and high school education. We expect Weifang Guangzheng Preparatory School, our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone, to commence operations in September 2016. The school will offer primary and middle school education for the 2016/2017 school year and may also offer high school education and international programmes in the future.

#### **KEY MILESTONES**

The following is a summary of our Group's key development milestones:

| Year | Event  |
|------|--|
| 2003 | Dongguan Guangming School was established.   |
| 2004 | Dongguan Guangming Primary School was established.   |
| 2012 | We established our international programmes in Dongguan Guangming School and entered into cooperation agreements with an Independent Third Party in relation to the operation of the international programmes. |
| 2013 | We acquired H.S. Kama International School (東莞市華南師大嘉瑪學校), the name of which was later changed to Dongguan Guangzheng Preparatory School.   |
| 2014 | Huizhou Guangzheng Preparatory School was established.   |
|      | Panjin Guangzheng Preparatory School commenced schooling.  |
| 2015 | We entered into a cooperation agreement with the local government of Weifang, Shandong province to establish the Weifang Guangzheng Preparatory School.  |
| 2016 | We entered into a cooperation agreement with the local government of Guang'an, Sichuan province to establish the Guang'an Guangzheng Preparatory School.   |
|      | Weifang Guangzheng Preparatory School was established. The school is expected to commence operations in September 2016.  |

## HISTORY AND DEVELOPMENT

#### **OUR CONSOLIDATED AFFILIATED ENTITIES**

Our Consolidated Affiliated Entities are the major entities which principally affected the results, assets or liabilities of our Group. The following table sets out the details of our Consolidated Affiliated Entities as at the Latest Practicable Date:

| Company                                   | Date of establishment/commencement of schooling (Note 1) | Registered capital         | Principal business activities   |
|---|--|----------------------------|---|
| Guangdong Guangzheng                      | 10 October 2002  | RMB83,400,000              | Education investment  |
| Huizhou Guangzheng                        | 23 July 2009   | RMB2,000,000               | Education investment  |
| Panjin Guangzheng                         | 13 March 2013  | RMB80,000,000              | Education investment  |
| Dongguan Wenhui                           | 6 August 2015  | RMB5,000,000<br>(Note 2)   | Education investment  |
| Weifang Guangzheng                        | 9 October 2015   | RMB30,000,000<br>(Note 2)  | Education investment  |
| Guang'an Guangzheng                       | 8 April 2016   | RMB30,000,000<br>(Note 2)  | Education investment  |
| Dongguan Guangming<br>School              | 9 April 2003   | RMB232,524,000<br>(Note 3) | Provision of high school<br>and middle school full<br>time education                    |
| Dongguan Guangming<br>Primary School      | 25 August 2004   | RMB85,912,900<br>(Note 3)  | Provision of primary school full time education   |
| Dongguan Guangzheng<br>Preparatory School | 1 July 2004  | RMB50,434,793.86           | Provision of high school,<br>middle school and<br>primary school full time<br>education |
| Huizhou Guangzheng<br>Preparatory School  | 10 April 2014  | RMB5,000,000               | Provision of high school,<br>middle school and<br>primary school full time<br>education |
| Panjin Guangzheng<br>Preparatory School   | 1 September 2014 (Note 1)                                | N/A<br>(Note 1)            | Provision of high school,<br>middle school and<br>primary school full time<br>education |
| Weifang Guangzheng<br>Preparatory School  | 28 July 2016   | RMB20,000,000              | Provision of middle school<br>and primary school full<br>time education                 |

Notes:

<sup>(1)</sup> This date refers to the date of establishment of our Consolidated Affiliated Entities, except that, in the case of Panjin Guangzheng Preparatory School, which has not obtained the registration certificate for private non-enterprise entities as at the Latest Practicable Date, the date refers to the date of commencement of schooling. With Panjin Guangzheng as its school sponsor, Panjin Guangzheng Preparatory School commenced schooling in September 2014. Please refer to the section headed "Business – Legal proceedings and compliance" in this document for further details.

<sup>(2)</sup> The registered capital of Dongguan Wenhui, Guang'an Guangzheng and Weifang Guangzheng has not been contributed as at the Latest Practicable Date.

(3) The capital of Dongguan Guangming School was increased from RMB5 million to approximately RMB232 million in October 2014, contributed by way of injection of land and property from Guangdong Guangzheng. The capital of Dongguan Guangming Primary School was increased from RMB5 million to approximately RMB86 million in November 2014, contributed by way of injection of land and property from Guangdong Guangzheng. The registration of the transfer of the said land and property to Dongguan Guangming School and Dongguan Guangming Primary School has not been completed as at the Latest Practicable Date.

### Guangdong Guangzheng

Guangdong Guangzheng was established by Mr. Liu and Ms. Li, with a registered capital of RMB15 million contributed by Mr. Liu as to 51% and by Ms. Li as to 49% respectively through their own financial resources.

Guangdong Guangzheng underwent a series of capital injections and transfers of equity interests from July 2005 to December 2011. During the Track Record Period and up to the Latest Practicable Date, the registered capital was legally held by Ms. Li as to 98.8% and Mr. SP Liu (the father of Mr. Liu) as to 1.2% and, as at the Latest Practicable Date, the registered capital was increased to RMB83.4 million, which was legally held by Ms. Li as to 98.8% and Mr. SP Liu as to 1.2%. On 22 November 2011, Ms. Li and Mr. SP Liu agreed to hold 68.8% and 1.2% equity interest in Guangdong Guangzheng on trust for Mr. Liu, respectively, until the termination of such trust arrangement. Subsequently, on 24 June 2016, Mr. Liu agreed to transfer the beneficial ownership in 8% equity interest in Guangdong Guangzheng to Ms. Li. Accordingly, Mr. Liu and Ms. Li confirmed that each of them was the beneficial owner of 62% and 38% equity interest in Guangdong Guangzheng, respectively, as at the Latest Practicable Date. As confirmed by Mr. Liu and Ms. Li, the trust arrangement was intended to facilitate Ms. Li's communications with government authorities or other third parties in relation to our schools' operation and development. As advised by our PRC Legal Adviser, the aforesaid trust arrangement is legal, valid and binding and does not contravene any PRC laws and regulations.

As at the Latest Practicable Date, Guangdong Guangzheng held the entire school sponsor's interest in four schools directly, namely Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School and Weifang Guangzheng Preparatory School.

### Dongguan Guangming School

Dongguan Guangming School was established by Guangdong Guangzheng with RMB5 million from its internal resources in April 2003. The capital of Dongguan Guangming School was subsequently increased to approximately RMB233 million in October 2014, contributed by way of injection of land and property from Guangdong Guangzheng to Dongguan Guangming School.

### Dongguan Guangming Primary School

Dongguan Guangming Primary School was established by Guangdong Guangzheng with RMB5 million from its internal resources in August 2004. The capital of Dongguan Guangming Primary School was subsequently increased to approximately RMB86 million in November 2014, contributed by way of injection of land and property from Guangdong Guangzheng to Dongguan Guangming Primary School.

### Dongguan Guangzheng Preparatory School

In August 2013, Guangdong Guangzheng entered into an agreement to acquire Dongguan Guangzheng Preparatory School (then known as H.S. Kama International School (東莞市華南師大嘉 瑪學校)) from an Independent Third Party at the consideration of RMB250 million, which was determined after arm's lengths negotiations between the parties by reference to the net asset value of Dongguan Guangzheng Preparatory School as at the date of the agreement based on its management accounts. From an accounting perspective, the transfer of risks and rewards of ownership in Dongguan Guangzheng Preparatory School was completed on 31 August 2013. As advised by our PRC Legal Adviser, the acquisition was legally completed and settled on 25 November 2013, upon which the entire school sponsor's interest in Dongguan Guangzheng Preparatory School became wholly-owned by Guangdong Guangzheng, and the relevant PRC regulatory approval had been obtained in respect of the acquisition.

### Weifang Guangzheng Preparatory School

Weifang Guangzheng Preparatory School was established by Guangdong Guangzheng with RMB20 million from its internal resources in July 2016 and is expected to commence operations in September 2016.

### Disposed Companies

Guangdong Guangzheng held interests in three companies established in the PRC, namely Nantong Guangzheng, Dongguan Guangzheng Property and Dongguan Guangzheng Pharmaceutical (the "**Disposed Companies**"), prior to their disposal or deregistration. The following table sets forth the details of such companies:

| Disposed<br>Companies                    | Shareholding<br>structure prior to<br>disposal or<br>deregistration | Principal business activities             | Disposal or deregistration   |
|--|---|---|--|
| Nantong<br>Guangzheng                    | Guangdong<br>Guangzheng (100%)                                      | Education<br>investment                   | Nantong Guangzheng had not established any school and had not engaged in any material business activities. On 18 January 2016, Guangdong Guangzheng agreed to transfer 70% and 30% equity interest in Nantong Guangzheng to Mr. Liu and Ms. Li at the consideration of RMB42 million and RMB18 million, respectively, which was determined after arm's lengths negotiations between the parties by reference to the registered capital of Nantong Guangzheng. The transfers were legally completed and settled in April 2016.                                      |
| Dongguan<br>Guangzheng<br>Property       | Guangdong<br>Guangzheng (100%)                                      | Property investment                       | Dongguan Guangzheng Property had not engaged in any material business activities. On 29 January 2016, Guangdong Guangzheng agreed to transfer 60% and 40% equity interest in Dongguan Guangzheng Property to Mr. Liu Jiefeng (a nephew of Mr. Liu) and Mr. SP Liu at the consideration of RMB120,000 and RMB80,000, respectively, which was determined after arm's lengths negotiations between the parties by reference to the registered capital of Dongguan Guangzheng Property. The transfers were legally completed and settled in February 2016.             |
| Dongguan<br>Guangzheng<br>Pharmaceutical | Guangdong<br>Guangzheng (60%)<br>Mr. Liu (40%)                      | Investment in the pharmaceutical industry | Dongguan Guangzheng Pharmaceutical had not been engaged in any educational business. On 7 December 2015, Guangdong Guangzheng and Mr. Liu agreed to transfer 60% and 40% equity interest in Dongguan Guangzheng Pharmaceutical to Mr. Liu Jiefeng (a nephew of Mr. Liu) at the consideration of RMB600,000 and RMB400,000, respectively, which was determined after arm's lengths negotiations between the parties by reference to the registered capital of Dongguan Guangzheng Pharmaceutical. The transfers were legally completed and settled in January 2016. |

### **Huizhou Guangzheng**

Huizhou Guangzheng was established on 23 July 2009 by Guangdong Guangzheng with a registered capital of RMB5 million. After a series of capital injections and transfers of equity interests to fund the establishment of Huizhou Guangzheng Preparatory School, Huizhou Guangzheng was owned as to 25% by Guangdong Guangzheng and as to 75% by Cinese Group, as at 26 September 2013. In July 2014, 75% equity interest in Huizhou Guangzheng was transferred from Cinese Group to Guangdong Guangzheng at the consideration of RMB15 million, which was determined after arm's lengths negotiations between the parties by reference to the then capital of Huizhou Guangzheng. As advised by our PRC Legal Adviser, the transfer was legally completed and settled in July 2014.

As at the Latest Practicable Date, Huizhou Guangzheng held the entire school sponsor's interests in Huizhou Guangzheng Preparatory School directly.

### Huizhou Guangzheng Preparatory School

Huizhou Guangzheng Preparatory School was established by Huizhou Guangzheng with RMB5 million from its internal resources in April 2014.

### Panjin Guangzheng

Panjin Guangzheng was established as a limited liability company under the laws of the PRC on 13 March 2013 by Guangdong Guangzheng with a registered capital of RMB30 million.

To finance the establishment of Panjin Guangzheng Preparatory School, in May 2014, Guangdong Guangzheng, Panjin Guangzheng and Dongguan Trust, an Independent Third Party, entered into the financing arrangements, pursuant to which Dongguan Trust injected RMB200 million (RMB50 million as registered capital and RMB150 million as capital reserve) into Panjin Guangzheng. Accordingly, for the purpose of the financing arrangements, the registered capital of Panjin Guangzheng was increased to RMB80 million, which was held by Dongguan Trust as to 62.5% and Guangdong Guangzheng as to 37.5%. Pursuant to the financing arrangements, among other matters, Dongguan Trust agreed to transfer 62.5% equity interest in Panjin Guangzheng it held to Guangdong Guangzheng upon full repayment of RMB200 million, together with interests thereon, by Guangdong Guangzheng to Dongguan Trust. Dongguan Trust confirmed that, under the above financing arrangements, although the registered ownership of 62.5% equity interest in Panjin Guangzheng was held by Dongguan Trust, Dongguan Trust has never involved in the operation or management of Panjin Guangzheng and it did not dispose of any of its equity interest in Panjin Guangzheng during the term of the financing arrangements. As advised our PRC Legal Adviser, the aforesaid financing arrangements are legal, valid and binding and do not contravene any PRC laws and regulations. In June 2016, 62.5% equity interest in Panjin Guangzheng was transferred from Dongguan Trust to Guangdong Guangzheng upon full repayment of the said amount pursuant to the financing arrangements. As advised by our PRC Legal Adviser, the transfer was legally completed and settled in June 2016.

As at the Latest Practicable Date, Panjin Guangzheng held the entire school sponsor's interests in Panjin Guangzheng Preparatory School directly.

### Panjin Guangzheng Preparatory School

With Panjin Guangzheng as its school sponsor, Panjin Guangzheng Preparatory School commenced schooling in September 2014. As at the Latest Practicable Date, Panjin Guangzheng Preparatory School was still in the process of obtaining the registration certificate for private non-enterprise entities for its legal establishment. Please refer to the section headed "Business – Legal proceedings and compliance" in this document for further details.

### Weifang Guangzheng

For the establishment of potential new schools in the future, Weifang Guangzheng was established by Guangdong Guangzheng on 9 October 2015. At its establishment, it had a registered capital of RMB30 million, which has not yet been contributed and is required to be contributed by Guangdong Guangzheng before 24 September 2045 according to its articles.

### Guang'an Guangzheng

Guang'an Guangzheng was established by Mr. Liu and Ms. Wang Yanfeng, an employee of our Group, on 8 April 2016. At its establishment, Mr. Liu and Ms. Wang Yanfeng held 99% and 1% of its equity interest respectively. For the establishment of Guang'an Guangzheng Preparatory School, in May 2016, Guangdong Guangzheng, as the proposed school sponsor, acquired the entire equity interest from Mr. Liu and Ms. Wang Yanfeng at the total consideration of RMB20,000, which was determined after arm's lengths negotiations between the parties by reference to the establishment costs of Guang'an Guangzheng, and such acquisition was legally completed and settled on 10 May 2016. As at the Latest Practicable Date, Guang'an Guangzheng had a registered capital of RMB30 million, which has not yet been contributed and is required to be contributed by Guangdong Guangzheng before 30 April 2036 according to its articles.

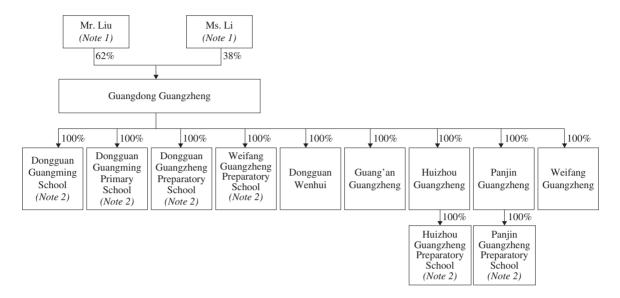
### Dongguan Wenhui

For the establishment of potential new schools in the future, Dongguan Wenhui was established by Guangdong Guangzheng on 6 August 2015. At its establishment, it had a registered capital of RMB5 million, which has not yet been contributed and is required to be contributed by Guangdong Guangzheng before 1 August 2025 according to its articles.

As advised by our PRC Legal Adviser, as at the Latest Practicable Date, save as disclosed, all of the capital injections, acquisitions and disposals set out in this paragraph headed "– Our Consolidated Affiliated Entities" have been legally completed and settled and all material approvals in relation thereto from the relevant PRC government authorities have been obtained.

### REORGANISATION

The following chart sets forth the beneficial ownership structure of our Group immediately prior to the Reorganisation:



Notes:

- (1) Ms. Li is a co-founder of our Group and our Chief Executive Officer and an executive Director. Guangdong Guangzheng is legally held as to 98.8% by Ms. Li and 1.2% by Mr. SP Liu. Out of the 98.8% equity interest in Guangdong Guangzheng held by Ms. Li, 60.8% equity interest is held on trust by Ms. Li for Mr. Liu. Mr. SP Liu is the father of Mr. Liu, who is another co-founder of our Group, an executive Director, our Chairman and one of our Controlling Shareholders. The 1.2% equity interest in Guangdong Guangzheng is held on trust by Mr. SP Liu for Mr. Liu. Accordingly, Guangdong Guangzheng is beneficially owned as to 62% by Mr. Liu and 38% Ms. Li.
- (2) Guangdong Guangzheng is the school sponsor of each of Dongguan Guangming School, Dongguan Guangming School Primary School, Dongguan Guangzheng Preparatory School and Weifang Guangzheng Preparatory School. Huizhou Guangzheng and Panjin Guangzheng is the school sponsor of Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School.

### (a) Establishment of our Company and various group companies

### Our Company

Our Company was incorporated in the Cayman Islands on 13 July 2010 with an authorised share capital of US\$50,000 divided into 50,000 Shares of US\$1.0 each. On the same day, (i) Bright Education Holdings (a company wholly-owned by Mr. Liu) acquired one Share from the incorporator at par and a further six Shares were allotted and issued to Bright Education Holdings as fully-paid at nominal value; and (ii) three Shares were allotted and issued to Bright Education Investment (a company wholly-owned by Ms. Li) as fully-paid at nominal value.

On 24 June 2016, our Company allotted and issued 63 shares and 27 shares to Bright Education Holdings and Bright Education Investment respectively at nominal value on a pro-rated basis. On the same day, Bright Education Holdings sold eight shares in the Company to Bright Education Investment at the consideration of RMB90 million, which was determined after arm's lengths negotiations between the parties on normal commercial terms by reference to the profit-to-earning multiples. Upon completion of such sale, 62 shares and 38 shares were held by Bright Education Holdings and Bright Education Investment, representing 62% and 38% of the entire issued share capital of our Company, respectively.

On [•] 2016, the authorised share capital of our Company was increased by HK\$100,000,000 by the creation of 10,000,000,000 ordinary shares of a nominal value of HK\$0.01 each, following which our Company issued fully paid (i) 48,360 shares of a nominal value of HK\$0.01 each to Bright Education (Holdings) (a company wholly-owned by Mr. Liu), and (ii) 29,640 shares of a nominal value of HK\$0.01 each fully paid to Bright Education Investment (a company wholly-owned by Ms. Li). On the same date, our Company repurchased and cancelled (i) 62 shares of a nominal value of US\$1.0 each registered in the name of Bright Education (Holdings) (a company wholly-owned by Mr. Liu), and (ii) 38 shares of a nominal value of US\$1.0 each registered in the name of Bright Education Investment (a company wholly-owned by Ms. Li). Following the repurchase, the authorised but unissued share capital of our Company was diminished by the cancellation of all the 50,000 unissued shares of nominal value US\$1.00 each in the capital of our Company.

### Bright Education BVI

Bright Education BVI was incorporated in the British Virgin Islands on 29 July 2010, with our Company as the initial subscriber of one share.

### Bright Education HK

Bright Education HK was incorporated in Hong Kong on 15 September 2010, with our Company as the initial subscriber of one share.

### Dongguan Ruixing

Dongguan Ruixing was established in the PRC on 17 May 2013 as a wholly-owned foreign enterprise with a registered capital of RMB1 million, which was wholly-owned by Bright Education HK. Bright Education HK contributed the registered capital in Dongguan Ruixing in full in May 2015.

### Shenzhen Youyue

For the purpose of preparing for the potential business of the sale of electronic educational materials in the future, Shenzhen Youyue was established in the PRC on 10 October 2015 as a wholly-owned foreign enterprise with a registered capital of RMB1 million, which was wholly-owned by Bright Education HK. Bright Education HK is required to contribute to the initial registered capital of Shenzhen Youyue before 31 December 2020 according to its articles of association. As at the Latest Practicable Date, Bright Education HK has not made any registered capital contribution in Shenzhen Youyue and Shenzhen Youyue has not commenced any business operation.

### Dongguan Yuexing

Dongguan Yuexing was established in the PRC on 4 December 2012 as a wholly-owned foreign enterprise with a registered capital of RMB10 million, which was wholly-owned by Bright Education HK. As at the Latest Practicable Date, the registered capital has not been contributed and was required to be contributed by 15 November 2022 according to its articles.

### (b) Entering into of the Contractual Arrangements

On 1 July 2016, Dongguan Ruixing and other parties entered into various agreements which constitute the Contractual Arrangements with our Consolidated Affiliated Entities, under which all economic benefits arising from the business of our Consolidated Affiliated Entities are transferred to Dongguan Ruixing to the extent permitted under the PRC laws and regulations by means of services fees payable by our Consolidated Affiliated Entities to Dongguan Ruixing. Please refer to the section headed "Contractual Arrangements" in this document for further details of the Contractual Arrangements.

### (c) Capitalisation Issue prior to [REDACTED]

Conditional upon the share premium account of our Company being credited as a result of the [REDACTED], the amount of HK\$[14,999,220] from such account will be capitalised.

### PRC LEGAL COMPLIANCE

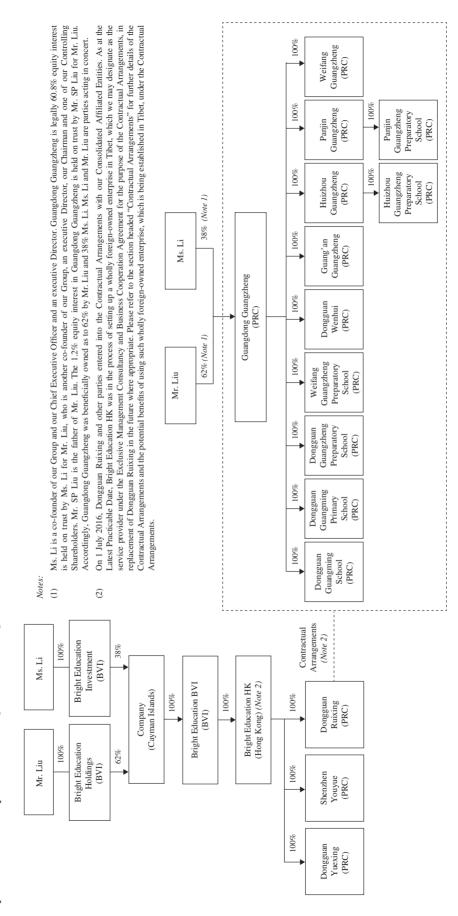
As advised by our PRC Legal Adviser, as at the Latest Practicable Date, all of our ultimate Shareholders, namely Mr. Liu and Ms. Li, who are subject to the registration requirements under Circular 37 have filed their applications for Circular 37 registrations. We expect that their Circular 37 registrations will be completed before [REDACTED].

Our PRC Legal Adviser has confirmed that all requisite approvals, permits and licences from the relevant PRC government authorities in relation to the Reorganisation have been obtained, and the Reorganisation has complied with all applicable PRC laws and regulations.

# CORPORATE STRUCTURE

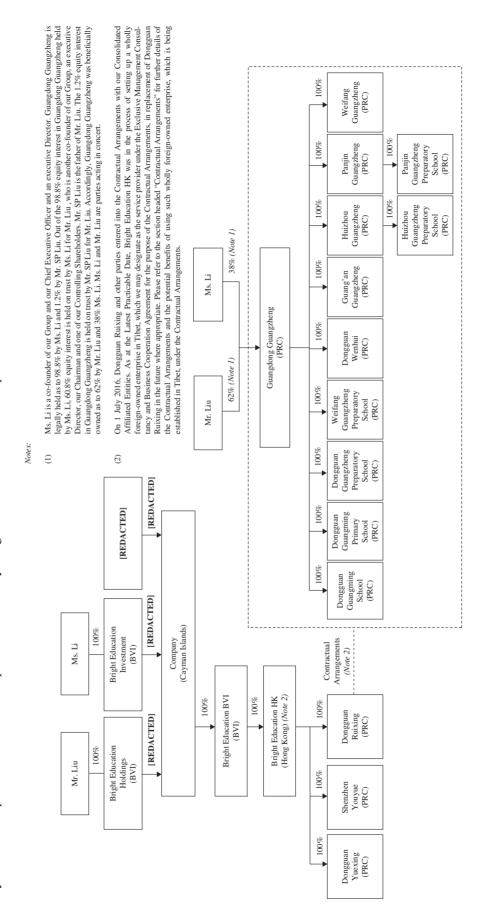
# Corporate structure after Reorganisation and before the [REDACTED]

The following chart depicts the shareholding and beneficial ownership structure of our Group immediately following the Reorganisation and prior to the completion of the [REDACTED]:



# Corporate structure immediately following [REDACTED]

The following chart depicts the shareholding and beneficial ownership structure of our Group immediately following the completion of the Capitalisation Issue and [REDACTED], assuming that [REDACTED] is not exercised at all and without taking into account of any Shares which may be issued upon the exercise of options which may be granted under the Share Option Scheme:



### **OVERVIEW**

We are the largest private education group in South China operating premium primary and secondary schools, as measured by student enrolment as of 1 September 2015, according to the Frost & Sullivan Report. Premium private schools offer higher quality education, more advanced educational facilities and a more satisfying environment to students through higher tuition fees than non-premium or mass market private schools, according to the Frost & Sullivan Report. As of 1 September 2015, we operated five premium private schools with a total student enrolment of 27,644 students.

We initially selected Dongguan, Guangdong province, to begin the development of our school network in 2003 based on its high population density, strategic location within the Pearl River Delta economic zone and rapidly expanding middle class population. In 2013, we expanded our school network to Huizhou, Guangdong province, another densely populated city with robust economic growth. After successfully establishing our presence and reputation in Guangdong province, we began to expand to other cities located in China's major economic zones. In September 2014, our school in Panjin, Liaoning province in the Northeast Three Provinces economic zone commenced operations. We expect our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. We have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities.

Our educational objectives are "to serve the society with honesty and integrity through our services" and "to cultivate talents with a warm and loving heart" (以誠心服務社會, 以愛心培育人才). As an educational service provider, we believe we are entrusted to nurture the future of our society, and we therefore seek to provide our educational services in a manner consistent with the values and attitudes in which we believe. Our schools have received various awards in Guangdong province and in China, such as "Outstanding Private School in Dongguan" awarded by Dongguan Private Education Association in 2014, "Top 100 Education and Research Institution for Primary and Secondary Education in China" awarded by National Association of Primary and Secondary Education in 2013 and "Featured School for Traditional Sports in Guangdong (track and field)" awarded by the Sports Bureau and Department of Education of Guangdong Province in 2013.

We believe that we have a reputation for providing quality private education and that our brand name is well-known in and beyond the regions where our schools are located. For each of the 2013/2014 and 2014/2015 school years, at least 94.8% of our high school graduates were admitted to universities in China and for the 2013/2014 and 2014/2015 school years, and 18.4% and 21.4% of our high school graduates were admitted to First Class Universities in China, respectively. In addition to PRC educational programmes, we provide international programmes for our high school students. Graduates from our international programmes were admitted to reputable universities and colleges overseas. We offer a wide-range of school-based elective courses, including courses for sports, art, music and Chinese culture, in order to facilitate the well-rounded development of our students.

We experienced stable growth during the Track Record Period in terms of student enrolment, teachers employed, revenue and net profit. From the year ended 31 August 2013 to the year ended 31 August 2015, our total revenue increased at a CAGR of approximately 21.1% and our net profit increased at a CAGR of approximately 27.0%, respectively. The table below sets forth certain information with respect to our growth during the Track Record Period.

|                    | 2012   | 2013   | 2014   | 2015   |
|--------------------|--------|--------|--------|--------|
| Student enrolment  | 13,947 | 19,354 | 22,837 | 27,644 |
| Number of teachers | 808    | 1,162  | 1,359  | 1,666  |

|               | For t         | he years ended 31 | For the nin   |                              |               |
|---------------|---------------|-------------------|---------------|------------------------------|---------------|
|               | 2013          | 2014              | 2015          | 2015                         | 2016          |
|               | (RMB million) | (RMB million)     | (RMB million) | (RMB million)<br>(Unaudited) | (RMB million) |
| Total revenue | 320.1         | 450.9             | 568.7         | 435.7                        | 540.6         |
| Net profit    | 89.0          | 90.9              | 182.3         | 135.9                        | 118.9         |

### **OUR STRENGTHS**

We believe that the following are our key competitive strengths that have contributed significantly to our success and differentiate us from our competitors:

## Largest private educational group in South China operating premium primary and secondary schools

We are the largest private education group in South China operating premium primary and secondary schools, as measured by student enrolment as of 1 September 2015, according to the Frost & Sullivan Report. As of 1 September 2015, we operated five premium private schools with a total student enrolment of 27,644 students, four of which are in Guangdong province and the other of which is in Liaoning province. 26,644 of our 27,644 students enrolled in our schools located in South China.

We established our first school in Dongguan, Guangdong province in 2003; our second and third schools commenced operations in Dongguan in 2004 and 2013, respectively; and we established our fourth school in Huizhou, Guangdong province in 2014. We have since become a leading private educational group in Guangdong province, a densely populated and economically developed province in South China. According to the National Bureau of Statistics of China, as of 31 December 2015, Guangdong province had a population of 108.5 million and contributed the largest GDP among all provinces and municipalities in China, accounting for 10.8% of the national total. After successfully established our reputation and presence in Guangdong province, we expanded into the Northeast Three Provinces economic zone by establishing a school in Panjin, Liaoning province in 2014. We expect our new school in Weifang, Shandong province to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. We experienced a rapid growth during the Track Record Period in terms of student enrolment, as presented in the table below:

| School  | Year of<br>Establishment | Student<br>2012 | Enrolment as 2013 | of 1 September<br>2014 | 2015   |
|---|--------------------------|-----------------|-------------------|------------------------|--------|
| South China   |                          | 10.500          | 40.500            | 10.116                 | 10.115 |
| Dongguan Guangming School<br>Dongguan Guangming Primary | 2003                     | 10,528          | 10,580            | 10,416                 | 10,417 |
| School School   | 2004                     | 3,419           | 4,367             | 5,130                  | 5,959  |
| Dongguan Guangzheng                                     |                          |                 |                   |                        |        |
| Preparatory School                                      | 2013                     | _               | 4,151             | 5,820                  | 7,768  |
| Huizhou Guangzheng<br>Preparatory School                | 2014                     | _               | 256               | 1,189                  | 2,500  |
| Other regions   |                          |                 | 200               | 1,109                  | 2,000  |
| Panjin Guangzheng Preparatory                           |                          |                 |                   |                        |        |
| School  | 2014                     | _               | _                 | 282                    | 1,000  |
| Weifang Guangzheng<br>Preparatory School <sup>(2)</sup> | 2016                     | _               | _                 | _                      | _      |
| Total   | _                        | 13,947          | 19,354            | 22,837                 | 27,644 |
|   |                          |                 |                   |                        |        |

Notes:

<sup>(1)</sup> As of the Latest Practicable Date, based on (i) the number of prospective first year students who paid tuition fees for enrolment in our schools for the 2016/2017 school year, being approximately 10,664, and; (ii) the total number of students enrolled in our schools (excluding the graduation-year students) for the 2015/2016 school year, being approximately 20,922, the total number of student enrollment in our schools for the 2016/2017 school year is estimated to be approximately 31,586.

<sup>(2)</sup> We expect the school to commence operations in September 2016.

According to the Frost & Sullivan Report, the fast-growing middle class and their increasing awareness of well-rounded education, as well as government support have been and will continue to be the driving forces for the development of premium private education in China. According to the Frost & Sullivan Report, from 2012 to 2015, the total revenue of private fundamental education expenditure increased from RMB124.1 billion to RMB184.2 billion, representing a CAGR of approximately 14.1% and is expected to continue to increase at a CAGR of approximately 12.1% to RMB325.5 billion from 2015 to 2020. We believe that the private education industry has strong growth potential and that we are able to capitalize on the business opportunities in the private education market based on our established reputation and school network.

All of our schools have received government support, which we believe give us access to resources that may not be available to other private schools, including high quality teachers, government administered teacher and school principal training programmes, government support in student recruitment activities, government assistance with regulatory filings and applications and preferential policies on land allocation or assignment. We believe that the relevant government authorities take a prudent approach in choosing cooperation partners and have selected our schools based on our reputation, efficient management and the quality of our educational programmes. In particular, the local government of Panjin granted us free land use rights, provided government grants and assigned experienced teachers to support the establishment of our Panjin Guangzheng Preparatory School. We believe that we are well positioned to continue to receive support from the relevant government authorities in our existing markets and in the markets into which we seek to penetrate. We have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. Pursuant to the cooperation agreements, the local government authorities have agreed to provide various types or support to our new schools, including granting land use rights for free or at a designated price, providing preferential policies and offering assistance to help facilitate campus construction and school operations.

### Strong reputation for student performance and high quality PRC curriculum programmes

We focus on providing high quality PRC curriculum programmes for primary and secondary school students and emphasize the well-rounded development of our students. We believe that our brand name is well-known in and beyond the regions where our schools are located. For each of the 2013/2014 and 2014/2015 school years, 94.8% of our high school graduates were admitted to universities in China. According to the Frost & Sullivan Report, the national average admission rate to universities was 38.7% and 38.9% for the 2014/2015 and 2015/2016 school years, respectively. In addition, for the 2013/2014 and 2014/2015 school years, approximately 18.4% and 21.4% of our high school graduates were admitted to First Class Universities in China, respectively. According to the Frost & Sullivan Report, the provincial admission rate to First Class Universities in Guangdong was 8.6% and 10.0% for 2014/2015 and 2015/2016 school years, respectively. In the 2016 PRC national higher education entrance examination, one of our high school graduates was ranked in the top 10 and one was ranked in the top 20 in Guangdong province in terms of the total exam scores achieved, and 10 of our high school graduates were admitted to Peking University and Tsinghua University. We provide various resources to help our students prepare for standardised examinations for higher education, including exam preparation lectures by experienced teachers, practice tests, mock exams and review courses.

In order to emphasize the well-rounded development of our students, we offer a wide range of school-based elective courses, including courses for sports, art, music, Chinese culture, as well as activities for the development of the moral character of our students. As a private education group operating premium primary and secondary schools, we are able to encourage our students to pursue their interests from an early age and to continuously provide them with different levels of courses to enhance such interests.

Our students have made significant achievements in areas such as basketball, track & field, martial arts, music, dance and Chinese calligraphy. Our Dongguan Guangming School high school male basketball team has won various national, provincial and municipal championships and our students have obtained various national, provincial and city prizes in Chinese calligraphy, choral and dancing competitions. Our Dongguan Guangming School was designated as the Sports-Specialty Students Training Base for Tsinghua University in 2009 and the Youth Basketball Training Base for Guangdong Province in 2011. In September 2015, our Dongguan Guangming School high school male basketball team was invited to attend the prestigious Iolani Classic Basketball Tournament held in Honolulu, Hawaii.

We consistently seek to facilitate our students' moral development and organise annual "Inspirational Students Award" events to reward students who have demonstrated outstanding moral character and personalities. We also participate, and encourage our students to participate, in a variety of social service activities, including elderly service programmes, local community volunteering and donating to Sichuan earthquake relief initiatives. In order to produce worthy and capable, sincere and upright graduates, we have sought to uphold our educational objective, namely, "serving the society with honesty and integrity through our services and cultivating talents with a warm and loving heart". We established a Love & Care Foundation to offer financial assistance to students whose families face financial difficulties and provide annual scholarships to students from low-income families. Please refer to "— Our Educational Philosophy" below for further details.

We have a team of qualified and committed teachers as we believe the quality of teachers is critical to the success of our schools. As of 1 September 2015, we employed 1,666 teachers and over 88% of our PRC-qualified teachers held bachelors or higher degrees. We provide competitive compensation to attract and retain good teachers, offer training and personalised support to our teachers and continuously monitor the teaching quality at our schools.

## High business visibility through offering a full range of primary and secondary curriculum programmes

We offer both primary and secondary school curriculum programmes, which allows us to attract students at an early age and create a stable student pipeline for our schools. For the 2012/13, 2013/14 and 2014/15 school years, approximately 83.8%, 86.9% and 82.4% of our primary school graduates enrolled in our middle schools, and approximately 47.1%, 51.9% and 54.9% of our middle school graduates enrolled in our high schools. We believe that the continuity of the curriculum offered by our primary and secondary schools and the offering of art, music and sports classes from an early age at our schools have contributed to our business visibility and have helped us achieve solid track record of stable revenue growth and high profit margins. In addition, we believe that our offering of a full range of primary and secondary curriculum programmes provides us with certain advantages of economies of scale, including the ability to attract and retain qualified teachers, the ability to offer various extra-curricular courses, leverage in negotiations with suppliers for lower costs and reduced fixed costs per student.

We believe our reputation, market leadership, advanced educational facilities and our school capacities enable us to attract and retain large student bodies, which allows us to increase revenue without incurring significant additional costs. We believe our profitability largely reflects the economies of scale present at our schools. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, our net profit margin was 27.8%, 20.2%, 32.1% and 22.0%, respectively.

### Successful track record in replicating our profitable business model

We believe we are able to successfully and efficiently replicate our business model of operating reputable schools with high profit margins. We established our first and second schools in Dongguan and have successfully expanded our school network in Guangdong province in the Pearl River Delta economic zone and into other economic zones. We expect our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone to commence operations in September 2016 and have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities.

In order to leverage on the success of our Dongguan Guangming School and Dongguan Guangming Primary School, we apply consistent principles in all of our schools in terms of school objective, educational philosophy and management approaches, and utilise consistent systems and guidelines in all of our schools in terms of student recruitment, curriculum, teaching methods, student discipline, parent communication and daily operations. In 2014, we successfully replicated our business model in Huizhou, Guangdong province by establishing Huizhou Guangzheng Preparatory School. We assigned principals, teachers and staff who are well-trained school managers to our school in Huizhou to help implement our principles, systems and guidelines and to provide training and on-going support. We believe the success of our business model is demonstrated by our ability to quickly commence operations at our Huizhou school and the significant interest the school attracted at its early stage of operations. As of 1 September 2015, we had 2,500 students enrolled in our Huizhou Guangzheng Preparatory School, representing a year-on-year growth of 110.3%. We believe our school in Huizhou continues to hold significant potential for further scalability, and therefore increased profitability. Adopting a similar approach, student enrolment in our Panjin Guangzheng Preparatory School increased to 1,000 students within one year from its commencement of operations.

In addition, we are able to operate our schools efficiently through a centralized core management team, comprehensive and detailed guidelines, collective procurement and internal control measures, which we believe have substantially contributed to cost savings and increasing our profit margins.

### Committed and stable management team

We have an experienced and stable management team with extensive knowledge in business management and the PRC private education industry. Our management team consists of our executive Directors and senior management, including principals of our schools.

Mr. Xuebin Liu (our Chairman and executive Director) and Ms. Suwen Li (our Chief Executive Officer and executive Director) co-founded our first school in Dongguan in 2003 and have since led us to become a leading provider of private primary, middle and high school education in China. Mr. Liu has over 20 years of experience in business management and over 10 years of experience in the PRC private education industry. Mr. Liu completed a graduate programme on project management from the Economics Department of Peking University in March 2004. In recognition of his accomplishments and contribution to the society, Mr. Liu received the World Outstanding Chinese Award granted by the World Chinese Business Investment Foundation in 2007. Ms. Li has over 10 years of experience in the PRC private education industry and is responsible for the overall business strategy and development of our schools and our Group. Mr. Jiuchang Li, our vice president and executive Director, has been with our Group since its establishment in 2003. Mr. Li has over 12 years of experience in the PRC private education industry and is responsible for the overall management of our schools. Mr. Cheuk Him Ng, our Chief Financial Officer and executive Director, is a member of the Hong Kong Institute of Certified Public Accountants and Hong Kong Institute of Chartered Secretaries. Mr. Ng has over 15 years of experience in financial management, investment and mergers and acquisitions, and is responsible for the overall financial management and corporate governance of our Group.

Each of our schools is managed on a day-to-day basis by its principals, who are assisted by several vice principals. All principals and vice principals of our schools are seasoned educators with extensive experience in the education industry. Mr. Yongchun Wang, the high school principal of our Dongguan Guangming School, and Mr. Shan He, the executive vice principal of our Panjin Guangzheng Preparatory School, have been with our Group since its establishment in 2003. Mr. Wang and Mr. He each has over 10 years of experience as teachers and school administrators and have worked various positions within our Group. Mr. Shuangxi Du, the vice principal of our Dongguan Guangming Primary School, and Mr. Jingfeng Zhang, the principal of our Huizhou Guangzheng Preparatory School, joined our Group in 2006. Mr. Du has more than 14 years of experience as a teacher and school administrator and was awarded "National Top 100 Academic Leaders for Primary and Middle School Education" in 2010. Mr. Zhang has over 14 years of experience as a teacher and school administrator and worked as the vice principal of our Dongguan Guangming School before becoming the principal of our Huizhou Guangzheng Preparatory School. Ms. Xi Chen, the middle school principal of our Dongguan Guangming School and Dongguan Guangzheng Preparatory School, joined our Group in 2007. Ms. Chen has over 29 years of experience as a teacher and school administrator and has published several articles on education and school management.

We manage our schools through a centralized managing system, including a core management team and centralized finance, human resources and information technology systems. Many members of our management team, school principals and mid-level managers of our schools have worked as teachers at our schools and therefore have in-depth understanding of our culture and the operations of our schools.

### **OUR STRATEGIES**

We intend to pursue the following business strategies:

# Continue to enhance our reputation as a leading provider of premium private primary and secondary school education

Academic performance is one of the key factors that prospective parents and students consider when selecting schools. In order to maintain and improve the quality of education in our schools, we plan to continue to monitor the academic performance of our students, provide tailored guidance to our students, grant scholarships and subsidies to encourage academic achievements and maintain active contact with parents to seek their feedback on our schools. We will continue to emphasize the well-rounded development of our students. We intend to review, adjust and expand from time to time our school-based elective courses in order to provide a happy learning environment that stimulates interests and helps build the confidence of our students. We believe good teachers and appropriate teaching methods are critical to the success of our schools. We will continue our efforts to recruit and retain high-quality teachers. We plan to further enhance discussion and experience-sharing among our teachers by holding regular group meetings and subject-specific seminars. We also plan to organise campus visits to, and exchange programmes with, other schools and educational institutions from time to time, with a view to provide our teachers with insights on the latest teaching methods and approaches. In addition, we intend to further promote our brand name through various marketing channels, including increasing media coverage of our schools and our Group, conducting promotional events, donating to good causes, organizing campaigns to help the underprivileged groups and participating in community services.

### Increase the utilisation rate of our existing schools

We intend to increase the utilisation rate of our schools, especially our relatively recently established schools in Huizhou and Panjin. We believe a further increase of student enrolment at our existing schools can help us further improve our financial results. For our schools in Dongguan, which we believe are more established and influential amongst parents and students, we intend to attract more students primarily through public recognition of our brand name and word-of-mouth referrals. For our schools in Huizhou and Panjin, which were established relatively recently, we intend to further promote our brand name and strengthen our student recruitment efforts, including advertising through newspapers and other media, visiting potential feeder schools to introduce our educational programmes, inviting prospective parents and students for campus tours, distributing information booklets, providing free trial classes and providing scholarships and tuition discounts. We plan to continue to encourage our primary and middle school students to enrol in our middle and high schools, respectively, by offering priority to our students in the admission process. In addition, we intend to upgrade and expand our facilities, further improve the curriculum and course contents we offer and employ additional high quality teachers in our schools, which we believe will help attract more high quality students to enrol in our schools.

# Continue to focus on the Pearl River Delta economic zone and strategically expand in or into other economic zones to enlarge our school network

As of the Latest Practicable Date, we had established three schools in Guangdong province in the Pearl River Delta economic zone. We intend to continue to strengthen our leading position in the Pearl River Delta economic zone with a focus on Guangdong province. We have entered into a cooperation agreement with the local government of Yunfu, Guangdong province to establish a new school in the city. We also intend to engage in discussions with the local government authorities of various other cities in Guangdong province to explore the possibility of establishing a new school in each city.

In addition, we have expanded into the Northeast Three Provinces economic zone by establishing a school in Panjin, Liaoning province, which commenced operations in September 2014, and into the Bohai Economic Rim economic zone by establishing a school in Weifang, Shandong province, which we expect to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. The school will offer primary and middle school education for the 2016/2017 school year and may also offer high school education and international programmes in the future. We intend to further expand into the West Delta economic zone and have entered into a cooperation agreement with the local government of Guang'an, Sichuan province to establish a new school in the city. We also intend to engage in discussions with the local government authorities of various cities in Shandong and Sichuan provinces to explore the possibility of establishing a new school in each city.

We consider various factors when selecting the location for our new schools, including geographic location, economic development, social and cultural environment, population, number of school-aged children, birth rate, average household income, government support and competition. Moreover, we generally choose to establish new schools in regions that we believe have high growth potential and relatively less competition in the premium private education market.

We plan to establish new schools primarily through constructing our own schools with government support or partnering with local schools that are reputable and have stable student enrolment. We may also expand our school network through acquisition of high-quality local schools. To identify suitable acquisition targets, we plan to use various methods including providing management services to a potential target school to gain a better understanding of the school's business and operations, conducting due diligence on potential target schools and seeking references from third parties.

### Enhance profitability by optimizing pricing strategies and increasing revenue sources

We expect tuition and boarding fees to continue to be the primary source of our revenue. We intend to upgrade and expand our facilities, further improve the contents of the courses we offer and employ additional high quality teachers in our schools, which we believe will help us remain attractive to prospective parents and students even at higher tuition levels. Subject to regulatory approval and market conditions, we plan to increase tuition and boarding fees in schools where we believe there is high demand for our educational programmes and where we have built sufficient parent and student loyalty. We believe that our economies of scale enable us to improve our facilities and educational programmes in the manner necessary to attract new students at lower costs than schools with a smaller student body. In August and December 2015, the Standing Committee of the PRC State Council reviewed the amendment to The Law for Promoting Private Education that allows private schools to register as for-profit entities and to make their own decisions on tuition levels. We believe that, once this is implemented, this may give us more flexibility in setting and adjusting tuition fees charged at our schools if they are registered as such.

### Continually adapt to changing educational preferences in target markets

We believe that education plays an important role in the development of modern society. We have successfully serviced and capitalised on the educational demands for premium private primary, middle and high school education in the past and intend to continue to contribute to China's development by providing high quality educational services to our students. We believe globalization and economic development has created an increasing demand for international schools and international programmes. We intend to continually monitor the educational preferences of our target consumer group and adapt to such preferences by making changes to our services accordingly, which may include adjusting the contents of courses offered at our schools, offering additional school-based elective courses and gearing our facilities towards attractive features. To foster the quality of our services, we intend to cooperate with renowned institutions that have extensive experience in operating educational programmes overseas. In February 2016, we entered into a memorandum of understanding with Dewey College, an independent high school subject to inspection by the Ontario Ministry of Education, Canada, with respect to the parties' proposed cooperation in establishing a private school in Canada, offering secondary and pre-university education, as well as other proposed cooperation in international education. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which we expect to be established prior to [REDACTED] and owned by our Group and Dewey Education Group Inc. for our potential investment and development of a new school in Canada.

### **OUR EDUCATIONAL PHILOSOPHY**

Our educational objectives are "to serve the society with honesty and integrity through our services" and "to cultivate talents with a warm and loving heart" (以誠心服務社會,以愛心培育人才)". To achieve our objectives, we have established the following educational philosophy: enhance morality and foster talents; nurture worthy and capable, sincere and upright graduates (賢良方正, 立德樹人). As an educational service provider, we seek to provide our educational services in a manner consistent with the values and attitudes in which we believe. We established a Love & Care Foundation to offer financial assistance to students whose families are in difficulties, provide annual scholarships to students from low-income families and organized a successful fundraising event to help one of our teachers fight cancer.

With the aim of facilitating the well-rounded development of our students, we offer a wide-range of school-based elective courses, including courses for sports, art, music and Chinese culture. In order to emphasize the moral aspects of our education, we encourage our students to participate in a variety of social services, including serving the elderly, volunteering in local communities and donating to Sichuan earthquake relief initiatives. We also organize free summer camps for children from under-privileged regions in China. We consistently seek to reward positive behavior and foster our students' capability for moral reasoning. In our annual "Inspirational Students Award" event, we reward students who have demonstrated outstanding moral character and personalities. In addition, we believe our teachers have acted as positive role models to our students. For instance, one of our teachers donated his entire annual salary to under-privileged children in Western China to support their educational programmes.

### **OUR SCHOOLS**

As of the Latest Practicable Date, we operated five premium private schools on four campuses. Four of our schools are located in Guangdong province in the Pearl River Delta economic zone: Dongguan Guangming School, Dongguan Guangming Primary School (located at the same campus site as Dongguan Guangming School), Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School. Our fifth school, Panjin Guangzheng Preparatory School, is located in Liaoning province in the Northeast Three Provinces economic zone. Panjin Guangzheng Preparatory School commenced operations in September 2014 and is our first school outside of Guangdong province as part of our expansion strategy. In addition, we expect our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone to commence operations in September 2016, for which we expect to recruit approximately 1,000 students for the 2016/2017 school year.

The following table sets forth the type of education that we provide in each of our schools:

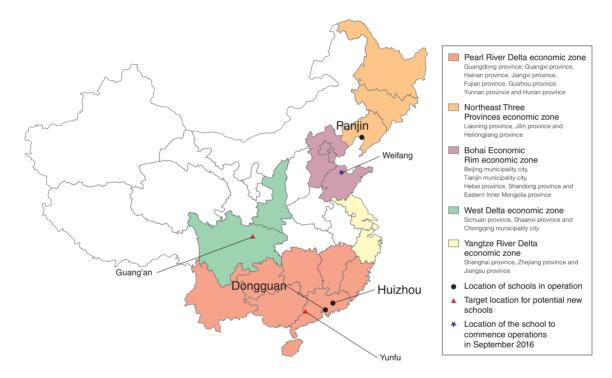
|                                | Primary School<br>PRC   | ·                       |                                | h School                   |
|--------------------------------|-------------------------|-------------------------|--------------------------------|----------------------------|
| School                         | Curriculum<br>Programme | Curriculum<br>Programme | PRC<br>Curriculum<br>Programme | International<br>Programme |
| Dongguan Guangming School      |                         | $\sqrt{}$               | $\sqrt{}$                      | $\sqrt{}$                  |
| Dongguan Guangming Primary     | $\sqrt{}$               |                         |                                |                            |
| School                         |                         |                         |                                |                            |
| Dongguan Guangzheng            | $\sqrt{}$               | $\sqrt{}$               | $\sqrt{}$                      | $\sqrt{}$                  |
| Preparatory School             |                         |                         |                                |                            |
| Huizhou Guangzheng             |                         |                         | $\sqrt{}$                      |                            |
| Preparatory School             |                         |                         |                                |                            |
| Panjin Guangzheng Preparatory  |                         | $\sqrt{}$               |                                |                            |
| School                         |                         |                         |                                |                            |
| Weifang Guangzheng Preparatory | $\sqrt{}$               |                         |                                |                            |
| School <sup>(1)</sup>          |                         |                         |                                |                            |

Note:

<sup>(1)</sup> We expect the school to commence operations in September 2016.

As of the Latest Practicable Date, we entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. We also intend to engage in discussions with the local government authorities of various cities in Guangdong, Shandong and Sichuan provinces to explore the possibility of establishing a new school in each city. In addition, in February 2016, we entered into a memorandum of understanding with Dewey College, an independent high school subject to inspection by the Ontario Ministry of Education, Canada, with respect to the parties' proposed cooperation in establishing a private school in Canada, offering secondary and pre-university education, as well as other proposed cooperation in other areas of international education. Please refer to "— Development of New Schools" below for further details of our plans for the development of new schools.

The following map sets forth the geographical location of our schools as of the Latest Practicable Date, as well as our school under construction and the proposed location for our schools in the PRC to be built in the future:



Each of our schools offers a PRC curriculum programme that is tailored to, among other things, the learning patterns and interests of the student body of the respective school, as well as the cultural and social characteristics of the city in which the school operates. We also offer international programmes at two of our schools. All of our schools are boarding schools with on-campus dormitories.

As of 1 September 2015, our school campuses varied in size from 69,471.9 sq.m. to 123,763.8 sq.m. with the existing capacity ranging from 1,455 to 10,532 students. We equip our schools with advanced education facilities, which enables us to offer a variety of courses. Our school facilities generally include classrooms, multi-media rooms, a gymnasium, outdoor fields, sports courts (such as basketball, badminton or soccer courts), table tennis centres, laboratories, library, art rooms (such as dancing and drawing rooms), administrative offices, canteen, laundry rooms and student dormitories, as well as staff apartments. We also offer school supplies, daily necessities and other items at our schools for the convenience of our students.

### **Number of Students**

As of 1 September 2015, we had a total student enrolment of approximately 27,644 students, including 6,834 high school students, 10,748 middle school students, 9,759 primary school students and 303 students in the international programmes. The following table sets forth information with respect to the approximate student enrolment, capacity and utilization rate of each of our schools as of the dates indicated:

|   |                      | Student E<br>as of 1 So        |                                |                                | Ca                   | pacity for<br>as of 1 Se       | Students                       | (1)                            | Schoo                | l Utilisati<br>as of 1 Se    | on Rate (<br>eptember        | %) <sup>(1)</sup>            |
|---|----------------------|--------------------------------|--------------------------------|--------------------------------|----------------------|--------------------------------|--------------------------------|--------------------------------|----------------------|------------------------------|------------------------------|------------------------------|
| School  | $2012^{(2)}$         | 2013(3)                        | 2014 <sup>(4)</sup>            | 2015 <sup>(5)</sup>            | $2012^{(2)}$         | 2013(3)                        | 2014 <sup>(4)</sup>            | 2015(5)                        | $2012^{(2)}$         | 2013(3)                      | 2014 <sup>(4)</sup>          | 2015(5)                      |
| Dongguan Guangming School <sup>(6)</sup> High school Middle school International programme              | 3,806<br>6,695<br>27 | 3,362<br>7,160<br>58           | 2,908<br>7,421<br>87           | 2,744<br>7,588<br>85           | 3,810<br>6,944<br>32 | 3,394<br>7,168<br>68           | 2,954<br>7,424<br>88           | 2,760<br>7,680<br>92           | 99.9<br>96.4<br>84.4 | 99.1<br>99.9<br>85.3         | 98.4<br>100.0<br>98.9        | 99.4<br>98.8<br>92.4         |
| Subtotal  | 10,528               | 10,580                         | 10,416                         | 10,417                         | 10,786               | 10,630                         | 10,466                         | 10,532                         | 97.6                 | 99.5                         | 99.5                         | 98.9                         |
| Dongguan Guangming Primary<br>School  | 3,419                | 4,367                          | 5,130                          | 5,959                          | 4,466                | 4,858                          | 5,496                          | 6,062                          | 76.6                 | 89.9                         | 93.3                         | 98.3                         |
| Dongguan Guangzheng Preparatory School High school Middle school Primary school International programme | -<br>-<br>-<br>-     | 1,576<br>1,113<br>1,314<br>148 | 2,260<br>1,523<br>1,885<br>152 | 3,187<br>1,942<br>2,421<br>218 | -<br>-<br>-<br>-     | 3,856<br>1,296<br>1,336<br>208 | 3,416<br>1,592<br>1,926<br>208 | 4,040<br>1,952<br>2,822<br>224 | -<br>-<br>-<br>-     | 40.9<br>85.9<br>98.4<br>71.2 | 66.2<br>95.7<br>97.9<br>73.1 | 78.9<br>99.5<br>85.8<br>97.3 |
| Subtotal  | -                    | 4,151                          | 5,820                          | 7,768                          | -                    | 6,696                          | 7,142                          | 9,038                          | -                    | 62.0                         | 81.5                         | 85.9                         |
| Huizhou Guangzheng Preparatory<br>School<br>High school<br>Middle school<br>Primary school              | -<br>-<br>-          | -<br>166<br>90                 | 372<br>459<br>358              | 903<br>914<br>683              | -<br>-<br>-          | -<br>576<br>368                | 624<br>624<br>679              | 1,312<br>1,208<br>945          | -<br>-<br>-          | -<br>28.8<br>24.5            | 59.6<br>73.6<br>52.7         | 68.8<br>75.7<br>72.3         |
| Subtotal  |                      | 256                            | 1,189                          | 2,500                          |                      | 944                            | 1,927                          | 3,465                          |                      | 27.1                         | 61.7                         | 72.2                         |
| Panjin Guangzheng Preparatory<br>School<br>Middle school<br>Primary school                              | -<br>-               | -<br>-                         | 81<br>201                      | 304<br>696                     | -<br>-               | -<br>-                         | 448<br>240                     | 448<br>1,007                   | -<br>-               | -<br>-                       | 18.1<br>83.8                 | 67.9<br>69.1                 |
| Subtotal  |                      |                                | 282                            | 1,000                          |                      |                                | 688                            | 1,455                          |                      |                              | 48.7                         | 68.7                         |
| Total   | 13,947               | 19,354                         | 22,837                         | 27,644                         | 15,252               | 23,128                         | 25,719                         | 30,552                         | 91.4                 | 83.7                         | 89.0                         | 90.5                         |

### Notes:

- (2) Represents the beginning of the 2012/2013 school year.
- (3) Represents the beginning of the 2013/2014 school year.
- (4) Represents the beginning of the 2014/2015 school year.
- (5) Represents the beginning of the 2015/2016 school year.
- (6) Capacity for students for the high school section of Dongguan Guangming School decreased as we reallocated certain student dormitories to the middle school section based on student enrolment.

<sup>(1)</sup> As all of our schools are boarding schools, capacity for students is calculated based on the approximate number of beds available in student dormitories according to the respective school's internal records and calculations. School utilisation rate is calculated by dividing the number of students enrolled at a school by the capacity for students of the school. Although we have calculated our schools' respective capacity based on the number of beds available, we believe the facilities at our Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School may accommodate additional beds without material capital expenditure (subject to the receipt of necessary approvals).

### **Educational Programmes and Curriculum**

Each of our schools offers a PRC curriculum programme at the primary school, middle school or high school level, as applicable. We also offer international programmes at Dongguan Guangming School and Dongguan Guangzheng Preparatory School. Our programmes emphasize four key aspects: enjoyable learning, student-centred teaching, skills-based training and talent fostering.

### PRC Curriculum Programmes

Our PRC curriculum programmes comprise the curriculum mandated by the PRC regulatory authorities, together with individualized school-based elective courses. We offer courses such as Chinese, Mathematics, English, Chinese and Moral Education under the curriculum mandated by the PRC regulatory authorities. As a private educational group, we have flexibility in designing additional elective courses in order to develop an individualized school-based curriculum for each of our schools based on, among other things, the learning patterns and interests of the respective student body as well as the cultural and social characteristics of the city in which the respective school operates. The elective courses we have developed generally fall within one or more of five categories: (i) extended learning in core subjects; (ii) learning habits and everyday life skills; (iii) personal development and moral character; (iv) music, sports and art; and (v) creative thinking and technological innovation. We believe our individualized school-based courses are well received by our students.

All courses under the PRC government mandated curriculum are taught by PRC-certified teachers using textbooks and materials designated by relevant PRC authorities. Students who have passed all courses under the PRC government mandated curriculum are eligible for PRC primary or secondary school diplomas, as applicable. All courses under the school-based curriculum are taught by PRC-certified or foreign teachers. Students are encouraged but not required to enroll in school-based courses.

### **International Programmes**

We offer international programmes at two of our schools: Dongguan Guangming School and Dongguan Guangzheng Preparatory School. We offer two types of international programmes, (i) a one-year programme that admits high school graduates or third year high school students, preparing them for their studies overseas and (ii) a three-year programme that admits first year high school students and certain second year high school students, offering ACT, A Level or IGCSE courses. Please refer to "– Dongguan Guangming School" and "– Dongguan Guangzheng Preparatory School" below for further details of our international programmes.

### Extra-Curricular Programmes

Our extra-curricular programmes enable us to further refine our individualized school-based educational programmes. We offer a wide range of extra-curricular programmes designed to enable the well-rounded development of our students into lifelong learners. Our extra-curricular programmes are designed to stimulate scientific interests, enhance social understanding, promote cross-cultural communication and develop self-care abilities. Extra-curriculum activities are optional, some of which are offered by our schools in cooperation with parties, which are to the best knowledge of the Directors, Independent Third Parties.

### **Student Placement**

For each of the 2013/2014 and 2014/2015 school years, at least 94.8% of our high school graduates were admitted to universities in China each school year, and approximately 18.4% and 21.4% of our high school graduates were admitted to First Class Universities in China. In the 2016 PRC national higher education entrance examination, one of our high school graduates was ranked in the top 10 and one was ranked in the top 20 in Guangdong province in terms of the total exam scores achieved, and 10 of our high school graduates were admitted to Peking University and Tsinghua University. We offer various resources to help our students prepare for the PRC national higher education entrance examination, including exam preparation lectures by experienced teachers, practice tests, mock exams and review courses. Graduates from our international programmes were admitted to reputable universities and colleges overseas.

For the 2012/13, 2013/14 and 2014/15 school years, approximately 47.1%, 51.9% and 54.9% of our middle school graduates enrolled in our high schools, and approximately 83.8%, 86.9% and 82.4% of our primary school graduates enrolled in our middle schools.

We provide scholarships to students who achieve academic excellence and provide cash awards of up to RMB100,000 to high school graduates who are admitted to top-tier universities in China.

### **Counsellors**

For each of our schools, we have a team of counsellors to provide care, support and guidance to our students. Our counsellors work with our students outside of the classrooms, overseeing their safety and wellbeing while they stay on campus. Our counsellors are available to provide 24-hour services to students. For grade 1-3 primary school students, our counsellors assist students with their daily routines and teach students independent living skills. For grade 4-6 primary school students, our counsellors teach them social skills and help build their independence from a very young age. For middle and high school students, our counsellors supervise their dormitories to provide orderly, safe, clean and healthy living conditions for our students. We also provide on-campus medical staff and mental-health counsellors to create a healthy and safe campus environment for our students. Please refer to "— Health and Safety Matters" below for further details.

### **Management of Schools**

Major decisions and policies concerning our schools such as school principal nominations, tuition levels, the construction of material new facilities and the use of significant funds are determined by Guangdong Guangzheng, our PRC subsidiary. Guangdong Guangzheng oversees day-to-day school management affairs through a review and reporting system, which requires each school to report material activities such as significant procurement and significant personnel changes to Guangdong Guangzheng for its review. Guangdong Guangzheng monitors the financial activities of each school through biannual and periodic audits from time to time. Guangdong Guangzheng also oversees school management through periodic joint principal meetings, at which school principals report to Guangdong Guangzheng on school developments and major issues. Each of our schools is managed on a day-to-day basis by its principals, who are assisted by several vice principals. Each vice principal is responsible for one or more specific aspects of each school's operations, such as educational curriculum, student admissions, moral education, security and logistics, student affairs and human resources. All of our school principals and vice principals have extensive experience in education and school administration. We believe this management system allows us to maximize the capabilities of our educators and administrative personnel to enhance the quality of education we provide and promote students' well-being.

To facilitate parent-school communication and to timely obtain feedback from our students' parents, we set up parents committee at each of our schools comprising of parent-representatives from each grade. The parents committees act as a liaison between the school and parents and allows parent to voice their opinions about our schools. We also organize a variety of events and activities for our students' parents, such as teacher-parent meetings, mom chorus, dad basketball teams, parent-in-the-classroom day and parent inspection groups during exam periods. We believe these events and activities strengthened the relationship between our schools and our students' parents and contributed to creating a harmonious learning environment.

### **Government Support and Grants**

All of our new schools or schools in planning, such as Panjin Guangzheng Preparatory School, Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School, have received government support, which we believe gives us access to resources that may not be available to other private schools, including high quality teachers, government administered teacher and school principal training programmes, government support in student recruitment activities, government assistance with regulatory filings and applications and preferential policies on land allocation or assignment. We believe that the relevant government authorities take a prudent approach in choosing cooperation partners and have selected our schools based on our reputation, efficient management and the quality of our educational programmes. As part of our growth strategies, we will seek to obtain equivalent level of government support for our new schools.

Three of our schools, Dongguan Guangming School, Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School have received discretionary government grants for the school activities we organized or the academic achievements of our students. For the 2012/2013, 2013/2014 and 2014/2015 school years, the total amount of government grants our schools received amounted to RMB0.4 million, RMB0.6 million and RMB1.5 million, respectively.

### **Tuition and Boarding Fees**

We charge our students tuition and boarding fees and for the ancillary services provided at our schools. To attract students with academic excellence or specialties in sports, music or art to enroll in our schools, we offer partial tuition fee waiver to a certain percentage of our middle and high school students who have achieved relatively high test scores in the standardized middle or high school entrance exams or who have specialties in sports, music or art each school year. For the 2012/2013, 2013/2014, 2014/2015 and 2015/2016 school years, approximately 15.8%, 12.4%, 11.1% and 9.9% of our students were offered partial tuition fee waiver in recognition of their academic excellence or specialties in sports, music or art and paid tuition fees that were lower than our normal tuition fees. In addition, we charge higher tuition fees to a small number of high school students who were admitted to our high schools from the waiting list administered by the relevant education bureau. For the 2012/2013, 2013/2014, 2014/2015 and 2015/2016 school years, approximately 4.0%, 3.6%, 3.9% and 4.0% of our students in our high schools paid higher tuition fees. We also offer discounted tuition fee rates to children of our teachers and staff who enrol in our schools. The staff tuition fee rates are half of the normal tuition fee.

The following table sets forth the tuition and boarding fee rates applicable to the majority of our students for the 2012/2013, 2013/2014, 2014/2015 and 2015/2016 school years. Tuition and boarding fee rates applicable to a small percentage of our students who receive partial tuition fee waiver, receive discounted tuition fee rates as a result of one or more of the aforementioned circumstances are not included.

|                                   | Tuition and Boarding Fees <sup>(1)</sup> |                                   |                                   |                                   |                                   |  |  |  |
|-----------------------------------|--|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|--|--|--|
|                                   | 2012/2013<br>school year<br>(RMB)        | 2013/2014<br>school year<br>(RMB) | 2014/2015<br>school year<br>(RMB) | 2015/2016<br>school year<br>(RMB) | 2016/2017<br>school year<br>(RMB) |  |  |  |
|                                   |  |                                   |                                   |                                   |                                   |  |  |  |
| Dongguan Guangming School         |  |                                   |                                   |                                   |                                   |  |  |  |
| High school                       | 18,700-                                  | 18,700-                           | 23,000-                           | 23,000-                           | 25,600-                           |  |  |  |
|                                   | 21,200                                   | 21,200                            | 25,200                            | 25,200                            | 30,600                            |  |  |  |
| Middle school                     | 17,100-                                  | 17,100-                           | 21,000-                           | 21,000-                           | 23,600-                           |  |  |  |
|                                   | 19,800                                   | 19,800                            | 23,200                            | 23,200                            | 27,600                            |  |  |  |
| International programmes          | 92,600                                   | 92,600                            | 92,600                            | 92,600                            | $92,600^{(2)}$                    |  |  |  |
| Dongguan Guangming Primary        | 14,200-                                  | 14,200-                           | 15,040-                           | 15,040-                           | 18,180-                           |  |  |  |
| School                            | 18,600                                   | 18,600                            | 21,000                            | 21,000                            | 24,400                            |  |  |  |
| Dongguan Guangzheng               |  |                                   |                                   |                                   |                                   |  |  |  |
| Preparatory School                | (2)                                      |                                   |                                   |                                   |                                   |  |  |  |
| High school                       | _(3)                                     | 20,000                            | 20,400-                           | 20,400-                           | 22,800-                           |  |  |  |
|                                   | (2)                                      |                                   | 22,400                            | 22,400                            | 25,800                            |  |  |  |
| Middle school                     | _(3)                                     | 18,000                            | 18,000-                           | 18,000-                           | 19,800-                           |  |  |  |
|                                   | (2)                                      |                                   | 19,400                            | 19,400                            | 23,000                            |  |  |  |
| Primary school                    | _(3)                                     | 16,000                            | 16,400-                           | 16,400-                           | 16,600-                           |  |  |  |
|                                   | (2)                                      |                                   | 18,000                            | 18,000                            | 21,200                            |  |  |  |
| International programmes          | _(3)                                     | 36,200-                           | 50,600-                           | 50,600-                           | 50,600-                           |  |  |  |
|                                   |  | 52,000                            | 88,600                            | 88,600                            | $88,600^{(2)}$                    |  |  |  |
| Huizhou Guangzheng                |  |                                   |                                   |                                   |                                   |  |  |  |
| Preparatory School                | (4)                                      | (5)                               | (6)                               | (6)                               |                                   |  |  |  |
| High school                       | _(4)                                     | _(5)                              | $23,000^{(6)}$                    | $23,000^{(6)}$                    | 23,000-                           |  |  |  |
|                                   |  |                                   |                                   |                                   | 25,600                            |  |  |  |
| Middle school                     | _(4)                                     | 18,000                            | 18,000                            | 18,000                            | 18,000-                           |  |  |  |
|                                   |  |                                   |                                   |                                   | 20,600                            |  |  |  |
| Primary school                    | _(4)                                     | 18,200                            | 18,200                            | 18,200                            | 18,200-                           |  |  |  |
|                                   |  |                                   |                                   |                                   | 20,800                            |  |  |  |
| Panjin Guangzheng Preparatory     |  |                                   |                                   |                                   |                                   |  |  |  |
| School <sup>(7)</sup>             | (4)                                      | (4)                               |                                   |                                   |                                   |  |  |  |
| Middle school                     | - <sup>(4)</sup>                         | - <sup>(4)</sup>                  | 18,000                            | 18,000                            | 18,000                            |  |  |  |
| Primary school                    | _(5)                                     | _(4)                              | 13,000-                           | 13,000-                           | 13,000-                           |  |  |  |
|                                   |  |                                   | 14,200                            | 14,200                            | 14,200                            |  |  |  |
| Weifang Guangzheng                |  |                                   |                                   |                                   |                                   |  |  |  |
| Preparatory School <sup>(8)</sup> | (4)                                      | (4)                               | (5)                               | (5)                               | 12.000                            |  |  |  |
| Middle school                     | _(4)<br>_(4)                             | _(4)                              | _(5)                              | _(5)<br>_(5)                      | 13,000                            |  |  |  |
| Primary school                    | -(4)                                     | _(4)                              | _ <sup>(5)</sup>                  | _(3)                              | 11,000                            |  |  |  |

Notes:

<sup>(1)</sup> We increased tuition and boarding fees prior to and during the Track Record Period for certain of our schools. Our increased tuition and boarding fees may only apply to newly admitted students for the respective school year, while our existing students may continue to pay the tuition and boarding fees prior to the increase. As a result, tuition and boarding fees for certain of our schools are presented as a range, which include the tuition and boarding fees paid by students who are admitted to our schools at different school years. Tuition fees for certain of our schools include miscellaneous fees such as medical examination fee and course material fee.

<sup>(2)</sup> Information was indicative as of the Latest Practicable Date and is subject to change.

<sup>(3)</sup> We acquired the school in August 2013 and the school has been operated by us since the 2013/2014 school year.

- (4) The school did not commence operations for the school year.
- (5) High school section of the school did not admit any students for the school year.
- (6) We did not obtain the fee permit for the high school section of the school for the 2014/2015 and 2015/2016 school years, respectively. On 15 July 2016, the Development and Reform Commission of Huizhou, being the competent government authority for price regulation, issued written confirmation confirming that the school had passed all inspections conducted by the authority since its establishment and had not been subject to penalties for violating the relevant laws and regulations on price regulation.
- (7) The school has not obtained the registration certificate for private non-enterprise entities. Please refer to"-Legal Proceedings and Compliance" for further details.
- (8) We expect the school to commence operations in September 2016.

There are two school terms in each school year. Tuition fees and boarding fees are generally paid in advance prior to the beginning of each school term and are recognised as revenue proportionately each month over the period of the relevant educational programmes. We typically refund 90% of the tuition fees paid if a student withdraws before the school term starts, 70% if the student withdraws after the school term starts but before the end of the first calendar month of the school term, 50% if the student withdraws after the first calendar month and prior to the end of the second calendar month of the school term, and 30% if the student withdraws after the end of the second calendar month and prior to the end of the third calendar month of the school term. We do not offer refund of tuition fees paid if the student withdraws after the end of the third calendar month of the school term. According to our PRC Legal Adviser, our school refund policies are in compliance with the applicable PRC laws and regulations.

### **Ancillary Services**

All our schools are boarding schools and we provide dormitories for boarding students who live on-campus Monday through Friday during school terms. To promote the health and welfare of our students, we provide ancillary services at our schools, including on-campus canteens and medical rooms, for which we charge separately in addition to tuition and boarding fees.

### Canteens

Each of our schools has an on-campus canteen that offers meals for our students and staff. Middle and high school students choose their meals from the canteen menus and primary school students are offered set meals at the canteens. Middle and high school students use their prepaid on-campus identity cards to make payments when the meals of their choice are delivered. Primary school students pay for their set meals in advance of each school term. The canteens at our Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School also offer pre-packaged food to students. Our PRC Legal Adviser has advised us that a school must obtain the requisite food operation licences to offer pre-packaged food on campus and failure to do so may subject the school to fines ranging from five to twenty times of the value of the food offered or other penalties. The relevant government authorities may also require a school to temporarily discontinue the relevant services of offering pre-packaged food until it obtains the requisite licences. As of the Latest Practicable Date, our Panjin Guangzheng Preparatory School had not received the requisite licence for offering pre-packaged food. We therefore do not offer pre-packaged food in the on-campus canteen of our Panjin Guangzheng Preparatory School.

Under the relevant PRC laws and regulations, on-campus canteens in principle must be operated on a "not-for-profit" basis. However, such "not-for-profit" principle is not defined in any PRC laws and regulations. We have consulted the relevant education authorities and price authorities with respect to the understanding of the "not-for-profit" principle, from which we understand that the principle of "not-for-profit" is met if our schools do not seek to distribute to our school sponsors the retained earnings, if any, from our on-campus canteens, which may be applied for the continuous operation and improvement of the relevant on-campus canteens. During the Track Record Period,

none of our schools had distributed any retained earnings (including any retained earnings from the on-campus canteens) to our school sponsors. In addition, our Directors have decided to voluntarily establish a non-distributable reserve and transfer all the retained earnings of our on-campus canteens since the operation thereof into such reserve. As of 31 May 2016, all such retained earnings in the amount of RMB175.5 million had been transferred to the aforesaid non-distributable reserve. Accordingly, our PRC Legal Adviser is of the view that, our operation of the on-campus canteens, the establishment of the non-distributable reserve and the transfer of such retained earnings to the reserve for the continuous operation and improvement of the relevant on-campus canteens and other purposes permitted by PRC laws and regulations, are not in breach of the aforesaid "not-for-profit" principle.

The non-distributable reserve will be administered by a committee comprising two Directors and a school principal (the "Committee"), which will be chaired by a Director member and meet at least once per year. Funds in the non-distributable reserve will be used for purposes related to the on-campus canteens, including providing a better dining environment, improving the quality and safety of the food offered, covering the operational, routine maintenance and non-recurring costs incurred by the on-campus canteens for improving the canteen facilities or any other purposes permitted by PRC laws and regulations. Any use of the funds in the non-distributable reserve must be agreed by at least a simple majority of the Committee. The funds in the non-distributable reserve will not be distributed to the school sponsors or otherwise be paid to Dongguan Ruixing or another PRC subsidiary pursuant to the Contractual Arrangements. For further details on risks and uncertainties relating to our non-distributable reserve, please refer to "Risk Factors – The non-distributable reserve we established may not be a sufficient or appropriate measure for the operation of on-campus canteens".

### Medical Rooms

Each of our schools has a on-campus medical room that offers healthcare services to our students. The medical room at our Dongguan Guangming School and Dongguan Guangming Primary School is licenced on-site infirmaries and offer medical diagnosis and the prescription of medication and treatments, as well as basic healthcare services to our students. The medical rooms at our Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School, however, are not infirmaries and only provide basic healthcare services. In situations of emergency or when necessary and appropriate, we promptly send our students to nearby hospitals for medication and treatments.

Our PRC Legal Adviser has advised us that, under the relevant PRC laws and regulations, a boarding school must have a licenced on-site infirmary to provide medical services to students. Our PRC Legal Adviser has also advised that there is no penalty provision under the relevant PRC laws and regulations if a boarding school fails to have in place such licenced on-site infirmary. As of the Latest Practicable Date, no administrative action, fine or penalty had been imposed by the relevant PRC government authorities with respect to the lack of licenced on-site infirmaries at our Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School, nor had any of these schools been required to rectify this matter. Our PRC Legal Adviser has advised us that, based on the fact that no medical services that require an on-site infirmary licence are provided at these schools, the possibility of our Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School being subject to fines or other penalties due to the lack of licenced on-site infirmaries is relatively remote. However, any competent PRC government authority may require us to rectify this matter within a prescribed period. We are in the process of applying for the requisite licences for operating on-site infirmaries at our Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School. Taking into account the above and based on the advice of our PRC Legal Adviser, our Directors believe that this is not a material non-compliance matter and will not have a material adverse effect on our business operations or financial condition as a whole.

### Other Services

All of our schools are boarding schools and most of our students live on-campus. We arrange third-party suppliers to provide transportation services to our students to facilitate their commute

between home and school. In addition, as we generally require our students to wear school uniforms during school year, we arrange third-party suppliers to provide school uniform purchasing service for the convenience of parents. For our school bus and school uniform purchasing services, we charge our students the amount charged by the third-party suppliers on behalf of the suppliers plus any additional costs we incur. We have engaged our PRC Legal Adviser to conduct interviews with the competent PRC government authorities, which confirmed that our aforementioned charging practices with respect to the transportation and school uniform purchasing services are not in violation of the relevant PRC laws and regulations.

### **Dongguan Guangming School**

Dongguan Guangming School was established in 2003 in Dongguan, Guangdong province and is one of the earliest schools operated by us. The educational philosophy of the school is to "form a foundation for lifelong learning and to educate for the advancement of society". The school offers both PRC curriculum programmes and international programmes. As of 1 September 2015, the school had a total student enrolment of 10,417 students, comprising of 2,744 high school students, 7,588 middle school students and 85 students in the international programmes and employed 606 teachers.

For the 2012/2013, 2013/2014 and 2014/2015 school years, 193, 268 and 279 high school graduates from Dongguan Guangming School were admitted to First Class Universities in China, including Peking University and Tsinghua University.

We believe Dongguan Guangming School is well recognised for its school-based elective courses on sports, art, music and Chinese culture. For each school year during the Track Record Period, high school graduates from Dongguan Guangming School were admitted to first-tier specialized PRC universities, including Beijing Sport University and the Central Academy of Fine Art, in recognition of their sports or art specialties.

The school is located on the same campus site as Dongguan Guangming Primary School. The school occupied premises with a gross site area of 116,231.2 sq.m. and had a capacity of 10,532 students as of 1 September 2015. The school campus offers a variety of facilities, some of which are shared with Dongguan Guangming Primary School.

### **International Programmes**

Dongguan Guangming School established its international programmes in 2012, offering international courses to students who wish to pursue higher education overseas. The international programmes are co-operated by the school with an Independent Third Party, which is a wholly owned subsidiary of an educational institution listed on the Stock Exchange. Dongguan Guangming School entered into cooperation agreements with this Independent Third Party in May 2012. The major terms of the cooperation agreements include: a term of five years commencing May 2012; the Independent Third Party is responsible providing the educational services for the international programmes and the school is responsible for administrative matters; the Independent Third Party is responsible for student and teacher recruitment; and each party receives 50% of the tuition fees collected and shares 50% of the marketing costs.

Dongguan Guangming School offers two types of international programmes: a three-year programme which admits first year high school students and certain second year high school students; and a one-year programme which admits high school graduates and third year high school students. Students enrolled in the three-year programme take international foundation courses such as English, culture studies and communication skills in the first year, and A Level or ACT courses in the second and third years. Students enrolled in the one-year international programme take a variety of preparation courses for their studies overseas, including IELTS courses, culture studies, mathematics techniques, information and technology skills, communication skills and introduction to business courses.

As of 1 September 2015, the international programmes had 85 students at Dongguan Guangming School and 11 teachers, 3 of which are foreign teachers. Graduates from the international programmes are eligible for certificates of completion for completing A Level or ACT courses. During the Track Record Period, graduates from the international programmes were admitted to reputable overseas universities and colleges.

### **Dongguan Guangming Primary School**

Dongguan Guangming Primary School was established in 2004 in Dongguan, Guangdong province and is one of the earliest schools operated by us. The school offers primary school education. As of 1 September 2015, the school had a total student enrolment of 5,959 students and employed 321 teachers.

We believe Dongguan Guangming Primary School is well recognised for its school-based elective courses on English, sports, music, art and Chinese culture. The school provides English courses, including spoken English courses to all students, which we believe has substantially stimulated students' interests for studying English and encouraged their confidence in communicating in English. Students from Dongguan Guangming Primary School have won various awards in martial arts, drawing, singing and dancing contests, and we have organized various events promoting students' understanding of Chinese culture, such as Traditional Culture Festival and Recital Contest of Famous Chinese Literature.

The school is located on the same campus site as Dongguan Guangming School. As of 1 September 2015, the school campus had a gross site area of approximately 68,215.2 sq.m. and had a capacity of 6,062 students. The school campus offers a variety of campus facilities, some of which are shared with Dongguan Guangming School.

### Dongguan Guangzheng Preparatory School

We acquired H.S. Kama International School (東莞市華南師大嘉瑪學校) in August 2013 and changed its name to Dongguan Guangzheng Preparatory School. The school is located in Dongguan, Guangdong province and offers both PRC curriculum programmes and international programmes. As of 1 September 2015, the school had a total student enrolment of 7,768 students, comprising of 3,187 high school students, 1,942 middle school students, 2,421 primary school students and 218 students in the international programmes and employed 464 teachers.

For the 2013/2014 and 2014/2015 school years, 26 and 29 high school graduates from Dongguan Guangzheng Preparatory School were admitted to First Class Universities in China. We believe Dongguan Guangzheng Preparatory School is well recognised for its English, sports, art and music courses.

As of 1 September 2015, the school occupied premises with a gross site area of 126,285.5 sq.m. and had a capacity of 9,038 students.

### International Programme

Dongguan Guangzheng Preparatory School offers a three-year international programme which admits first year high school students. The international programme of the school was authorized by the London Examination Board in 2005, offering IGCSE courses and A Level courses to high school students who wish to pursue higher education overseas. In 2006, the London Examination Board designated the school as its sole test centre in south China.

As of 1 September 2015, the international programmes had 218 students and employed 27 teachers, including 13 PRC teachers and 14 foreign teachers. Graduates from the international programmes are eligible for certificates of completion for completing A Level or ACT courses. During the Track Record Period, graduates from the international programme were admitted to reputable universities and colleges overseas.

### **Huizhou Guangzheng Preparatory School**

Huizhou Guangzheng Preparatory School was established in 2014 in Huizhou (Huicheng District), Guangdong province and is the first school we operated outside of Dongguan. The school offers primary and secondary school education. As of 1 September 2015, the school had total student enrolment of 2,500 students, comprising of 903 high school students, 914 middle school students and 683 primary school students and employed 190 teachers. The school produced its first batch of middle and high school graduates at the end of the 2015/2016 school year.

We believe Huizhou Guangzheng Preparatory School is well recognised for its sports, music and art courses. As of 1 September 2015, the school occupied premises with a gross site area of 108,747.9 sq.m. and had a capacity of 3,456 students.

### Panjin Guangzheng Preparatory School

Panjin Guangzheng Preparatory School commenced schooling in 2014 in the city centre of Panjin, Liaoning province, representing the first school operated by us outside of Guangdong province. We selected Panjin to establish our fifth school because Panjin is a resource-rich city with growth potential, a substantial portion of whose population we believe are middle class families that value high quality private education. According to the Statistics Bureau of Panjin, the annual per capita disposable income of Panjin increased at a CAGR of approximately 12.1% from 2012 to 2014. We believe that our Panjin Guangzheng Preparatory School will be able to attract students from middle class families in the city, as well as students from nearby cities such as Shenyang and Dalian. In addition, the local government of Panjin provided substantial support to the establishment of our school by offering us free land use rights, providing government grants and assigning experienced teachers to our school, which allowed us to commence operations within a short period of time and at relatively low costs.

Panjin Guangzheng Preparatory School offers primary and middle school education. As of 1 September 2015, the school had a total student enrolment of 1,000 students, comprising of 304 middle school students and 696 primary school students and employed 85 teachers.

Since the school commenced operations in September 2014, there were no middle school graduates as at the end of the 2014/2015 school year. We expect the school to produce its first batch of middle school graduates by the end of the 2016/2017 school year.

Panjin Guangzheng Preparatory School offers a variety of school-based elective courses, including dancing, martial arts and sport. The school has a spacious football court on campus and offers football classes to students as football is a popular sport in Liaoning province.

As of 1 September 2015, the school occupied premises with a gross site area of 89,901.9 sq.m. and had a capacity of 1,455 students.

### **Development of New Schools**

As of the Latest Practicable Date, we had established schools in three of the five major economic zones, namely, the Pearl River Delta economic zone, the Northeast Three Provinces economic zone and the Bohai Economic Rim economic zone. As one of our development strategies, we intend to continue to strengthen our leading position in the Pearl River Delta economic zone with a focus on Guangdong province and intend to expand into the West Delta economic zone. We have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. We also intend to engage in discussions with the local government authorities of various cities in Guangdong, Shandong and Sichuan provinces, to explore the possibility of establishing a new school in each city. In addition, we entered into a memorandum of understanding with Dewey College in Canada with respect to the potential cooperation on the development of a new school overseas.

We will use our best efforts to facilitate the establishment and the commencement of operations of the new schools, as well as the discussions with the relevant government authorities, subject to receiving the requisite approvals, licences and permits. The following tables set forth our expectations, as of the Latest Practicable Date, with respect to certain of our new schools:

### New Schools in the PRC

| School                                    | Status  | Intended<br>school<br>commencement<br>date | Estimated<br>maximum<br>capacity for<br>students <sup>(1)</sup> | Estimated total capital expenditure (RMB'000) | Costs<br>incurred <sup>(2)</sup><br>(RMB'000) | Intended source of funds                   |
|---|---|--|---|---|---|--|
| Weifang Guangzheng<br>Preparatory School  | Construction in progress  | 1 September 2016                           | 7,550   | 322,670                                       | 200,000                                       | Self-owned capital                         |
| Guang'an Guangzheng<br>Preparatory School | Entered into a cooperation agreement with the local government in May 2016  | 1 September<br>2017                        | 9,280   | 439,800                                       | 170,000                                       | Self-owned capital<br>and<br>[REDACTED]    |
| Yunfu Guangzheng<br>Preparatory School    | Entered into a cooperation agreement with the local government in July 2016 | 1 September 2017                           | 10,000  | 522,000                                       | -   | Self-owned capital<br>and/or<br>[REDACTED] |

Notes:

### New School in Canada

| School                           | Status                      | Intended<br>school<br>commencement<br>date | Estimated<br>maximum<br>capacity for<br>students | Estimated total capital expenditure (CAD'000) | Costs incurred <sup>(1)</sup> (CAD'000) | Intended source of funds             |
|----------------------------------|-----------------------------|--|--|---|---|--------------------------------------|
| Dewey College (secondary school) | Business proposal submitted | 1 September 2017                           | 500-600  | 2,000   | -                                       | Self-owned capital and/or [REDACTED] |

Note:

Please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – We may not be able to successfully execute our growth strategies" of this document for further details about risks and uncertainties involved in developing new schools.

Relates to the target maximum capacity for primary, middle and high school education, as well as international programmes.

<sup>(2)</sup> Represents capital expenditure incurred up to the period ended 31 May 2016.

<sup>(1)</sup> Represents capital expenditure incurred up to the period ended 31 May 2016.

In order to implement our school development strategy, we have established a development centre, which is responsible for project evaluation, liaison with local government authorities, and the construction, establishment and promotion our new schools. The development centre reports directly to our vice president and had 17 staff as of 31 May 2016. We generally intend to model our new school campuses based on the campus site of our Dongguan Guangming School and Dongguan Guangming Primary School, and may also make adjustments based on local conditions.

### Weifang Guangzheng Preparatory School

On 20 April 2015, we entered into a cooperation agreement with the local government of Weifang, Shandong province to establish a school in Weifang, offering, among other things, primary, middle and high school education, as well as international programmes. We expect our Weifang Guangzheng Preparatory School to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. The major terms of the cooperation agreement are set forth below:

Land use right The local government allocates the land use right to us at a

designated price. The land must be used for educational purposes and cannot be transferred without the prior consent of

the local government<sup>(1)</sup>.

**School construction** We are responsible for the construction of and have ownership

to the campus site and all the real estate properties of the

school.

Preferential policies The local government offers certain preferential policies and

provides assistance to the school to facilitate its construction

and operations.

Target maximum capacity<sup>(2)</sup>

7,550 students.

Notes:

- (1) No commercial value is ascribed to the property by our Property Valuer as the land use right was allocated to us by the local government of Weifang. Please refer to the property valuation report as set out in Appendix III to this document for further details.
- (2) Relates to the target maximum capacity for primary, middle and high school education, as well as international programmes.

We have strategically selected Weifang to establish a new school because Weifang has a number of factors that we believe are important to driving the demand for high quality private education. For instance, Weifang is located in Shandong province in the Bohai Economic Rim economic zone, one of the five major economic zones in China; its neighboring cities, Qingdao and Yantai, are two of the leading economies in Shandong province and have a rapidly growing middle-class; it has a long-lasting tradition of promoting education as it is close to the hometown of Confucius, a well-known teacher and philosopher in the history of China. As of 31 December 2015, Weifang had a population of 9.3 million and a GDP of RMB517.1 billion, according to the Statistics Bureau of Weifang.

Weifang Guangzheng Preparatory School will be a boarding school with on-campus dormitories and will primarily target to recruit PRC students. The school will offer the curriculum mandated by the PRC regulatory authorities and school-based elective courses for its PRC curriculum programmes.

### Guang'an Guangzheng Preparatory School

On 4 May 2016, Guang'an Guangzheng, a wholly owned subsidiary of Guangdong Guangzheng and Cinese Group, a company controlled by Mr. Liu, entered into a cooperation agreement with the local government of Guang'an, Sichuan province and the management committee of Guang'an Zaoshan Logistics and Trade Park. In July 2016, Guang'an Guangzheng and Cinese Group entered into a supplemental agreement in accordance with the principles of the cooperation agreement. Under these agreements, we are assigned to establish a new school in Guang'an, offering, among other things, primary, middle and high school education, as well as international programmes. The major terms of the cooperation agreement are set forth below:

Land use right

The local government allocates the land use right to us for free provided that the land is used for primary, middle and high school education and allocates the land use right to us at a designated price if the land is used for kindergarten and international programmes<sup>(1)</sup>.

**School construction**We are responsible for completing the construction of the campus site and the school buildings by the end of August 2017.
The school is expected to commence operations in September

2017.

Preferential policies The local government offers certain preferential policies and

provides assistance to the school to facilitate its construction.

Target maximum capacity<sup>(2)</sup>

9,280 students.

Notes:

- (1) As of the Latest Practicable Date, the local government of Guang'an had yet to allocate the relevant land use right to us.
- (2) Relates to the target maximum capacity for primary, middle and high school education, as well as international programmes.

We have strategically selected Guang'an to establish a new school because Guang'an has a number of factors that we believe are important to driving the demand for high quality private education. For instance, Guang'an is located in Sichuan province in the West Delta economic zone, one of the five major economic zones in China and a geographic region into which we intend to expand our school network. As of 31 December 2015, Guang'an had a GDP of RMB100.6 billion, according to the Statistics Bureau of Guang'an.

We expect Guang'an Guangzheng Preparatory School to commence operations in or around September 2017. The school will be a boarding school with on-campus dormitories and will primarily target to recruit PRC students. The school will offer the curriculum mandated by the PRC regulatory authorities and school-based elective courses for its PRC curriculum programmes.

### Yunfu Guangzheng Preparatory School

On 19 July 2016, we entered into a cooperation agreement with the local government of Yunfu, Guangdong province to establish a school in Yunfu, offering, among other things, primary, middle and high school education. The major terms of the cooperation agreement are set forth below:

Land use right The local government allocates the land use right to us at a

designated price. The land must be used for educational

purposes(1).

**School construction** We are responsible for the construction of the campus site and

all the real estate properties of the school.

Preferential policies The local government offers certain preferential policies and

provides assistance to the school to facilitate its construction

and operations.

Target maximum capacity<sup>(2)</sup>

10,000 students.

Notes:

(1) As of the Latest Practicable Date, the local government of Yunfu had yet to allocate the relevant land use right to us.

(2) Relates to the target maximum capacity for primary, middle and high school education, as well as international programmes.

We have strategically selected Yunfu to establish a new school because Yunfu has a number of factors that we believe are important to driving the demand for high quality private education. For instance, Yunfu is located in Guangdong province in the Pearl River Delta economic zone, a geographic region in which we intend to strengthen our leading position. As of 31 December 2015, Yunfu had a population of 2.5 million and a GDP of RMB7.1 billion, according to the Statistics Bureau of Yunfu.

Yunfu Guangzheng Preparatory School will be a boarding school with on-campus dormitories and will primarily target to recruit PRC students. We expect a majority of the students to be from Yunfu, with the remainder being primarily from Yunfu's neighbouring cities and other parts of Guangdong province. The school will offer the curriculum mandated by the PRC regulatory authorities and school-based elective courses for its PRC curriculum programmes.

### Dewey College (secondary school)

On 10 February 2016, we entered into a memorandum of understanding ("MOU") with Dewey College, an independent high school subject to inspection by the Ontario Ministry of Education, Canada, with respect to the parties' potential cooperation in setting up a private school in Ontario, Canada, providing secondary and pre-university education. According to the MOU, we will provide funding for the new school, the amount of which will be determined at a later date; while Dewey College will provide school management services and utilize its partnership relations with certain Canadian universities to provide assistance to our graduates who wish to pursue further studies in Canada. In addition, according to the MOU, the parties agree to jointly organize holiday study programmes such as English summer camps, explore further business opportunities in the education sector in Canada, explore and develop joint training and research projects, arrange seminars, workshops and academic exchange activities, and exchange information on education and training. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which we expect to be established prior to [REDACTED] and owned by our Group and Dewey Education Group Inc. for the potential investment and development of a new school in Canada. Further, we have made a business proposal with respect to the work schedule, financial projections and implementation of the proposed business development plans including (i) expanding

the campus of Dewey College (including acquiring a new campus) in order to increase the student enrolment number and improving the current school facilities to accommodate the future inflow of student graduates from our schools; and (ii) developing online education programmes and teaching resources for Ontario Secondary School credits towards achievement of an Ontario Secondary School Diploma which can be introduced to the students of our schools in the PRC on a fee basis. The potential cooperation with Dewey College under the MOU and the proposed business development plans outlined above are subject to uncertainties, and therefore may or may not materialise as contemplated or at all. For details of the risks associated therewith, please refer to "Risk Factors – Risks relating to our business and our industry – We may not be able to successfully execute our growth strategies" of this document.

As of the Latest Practicable Plan, we intended to allocate up to CAD2.0 million for the purpose of establishing the new school. The execution of the MOU, the proposed establishment of a joint venture company in Canada, the budget allocation and the other steps we have taken for the potential development of new schools overseas are also part of our efforts towards meeting the Qualification Requirement, with a view to equipping ourselves with the necessary tools to unwind the Contractual Arrangements wholly or partially as and when permissible and practicable under the prevailing PRC laws and regulations in the future. Please refer to "Contractual Arrangements" of this document for further details.

### OUR STUDENTS AND STUDENT RECRUITMENT

As of 1 September 2015, we had a total student enrolment of approximately 27,644 students, including 6,834 high school students, 10,748 middle school students, 9,759 primary school students and 303 students in the international programmes.

We believe our reputation for providing high quality private primary, middle and high school education and our dedication in achieving the well-rounded development in students are key attractions for our prospective students. For student recruitment in our high schools, we participate in the unified admission procedure administered by the relevant Educational Bureau and generally admit middle school graduates who have applied to our schools through the unified admission system and have reached or exceeded the standardized test scores required by us. We also recruit a limited number of specialty students who have sports, music or art talents for our high schools each school year and administer additional tests to evaluate applicants' skills in the respective specialty area. For student recruitment in our middle schools, we generally admit primary school graduates who have achieved the requisite scores in admission tests administered by us. For student recruitment in our primary schools, we require applicants to participate in on-campus interviews and generally admit kindergarten graduates who are enthusiastic about learning and have performed well in our interviews. We accept applications for our international programmes throughout the year and applicants who pass the tests administered by us will be admitted. We also accept a limited number of transfer students each school year who meet our admission requirements.

We encourage our primary and middle school graduates to apply for our middle and high schools, as applicable, either within the same school or with another school in our school network that provides the desired higher level of education. Graduates from our schools enjoy priority in the admission process and will generally be admitted to their desired higher-level schools within our school network. For the 2012/2013, 2013/2014 and 2014/2015 school years, approximately 83.8%, 86.9% and 82.4% of the primary school students from our primary schools enrolled in our middle schools. For the same school years, approximately 47.1%, 51.9% and 54.9% of our first year high school students were graduates from our middle schools.

To attract high-quality students to apply for our schools, we engage in a variety of marketing and recruitment methods, including advertising our relatively recently established schools through newspapers and other media, visiting potential feeder schools to introduce our educational programmes, inviting prospective parents and students for campus tours, distributing information booklets, providing free trial classes and providing scholarships and tuition discounts. We believe that our brand name also plays an essential role in student recruitment and engage in a variety of

marketing methods to promote our brand name, including increasing media coverage of our Group, organizing promotion events, donating to good causes and participating in community services. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, our selling expenses in relation to marketing and student recruitment were RMB4.4 million, RMB6.3 million, RMB7.5 million and RMB10.0 million, respectively.

### **OUR TEACHERS AND TEACHER RECRUITMENT**

We employ a team of qualified and committed teachers, which enables us to offer a variety of mandatory and elective courses and provide moral guidance to our students. As of 1 September 2015, we employed 1,666 teachers, including 415 high school teachers, 645 middle school teachers, 568 primary school teachers and 38 teachers for the international programmes. The following table sets forth the number of teachers for each of our schools as of the dates specified:

| School  | 2012 | 1 Sept<br>2013 | tember 2014 | 2015  |
|---|------|----------------|-------------|-------|
| Dongguan Guangming School<br>Dongguan Guangming Primary | 623  | 622            | 605         | 606   |
| School  | 185  | 239            | 268         | 321   |
| Dongguan Guangzheng Preparatory School                  | _    | 280            | 366         | 464   |
| Huizhou Guangzheng Preparatory<br>School                | _    | 21             | 84          | 190   |
| Panjin Guangzheng Preparatory<br>School                 |      |                | 36          | 85    |
| Total   | 808  | 1,162          | 1,359       | 1,666 |

As of 1 September 2015, three of our teachers had Exceptional Teacher qualifications, 93 had Advanced Teacher qualifications, two were provincial level academic leaders and 21 were city-level academic leaders. As of 1 September 2015, over 88% of our PRC-qualified teachers held bachelors or higher degrees.

We employ our teachers through different channels and methods, including campus recruitment, general public recruitment, candidate self-nominations and the use of online recruiting websites. We generally follow the following procedures in recruiting our new teachers: determine our recruiting demands; recruitment advertising; collect resumes; select appropriate candidates; assess candidates' professional qualifications; asses candidates' moral qualities; professional skills tests; trial lectures; interview by school principals; group discussion by teachers and administrative personnel; obtain approval for hiring; notify results to candidates; verify identities and professional certificates of new hires; verify prior work experiences of new hires and physical check-up of new hires; new teacher report to work.

To attract and retain high-quality teachers, we believe we offer a relatively competitive salary and benefits package and generally offer free or low cost accommodation on campus or close to our schools. As of 1 September 2015, approximately 13.7% of our 1,666 teachers had been with us for over five years and 10.5% had been with us for more than ten years. We believe we have experienced a relatively low turnover ratio involving our teachers during the Track Record Period. For the 2012/2013, 2013/2014 and 2014/2015 school years, approximately 22.4%, 14.5% and 9.7% of our teachers voluntarily resigned from our schools.

Our newly hired teachers undergo training programmes in which they familiarize themselves with the requirements and expectations of their respective school and our Group, and get to know their work environment and colleagues. We also provide on-going training programmes for our teachers such as discussion groups, cross-school teacher seminars and outdoor training camps, where our teachers share experiences, enhance teaching skills and improve teamwork.

We monitor teaching quality through a teaching evaluation system based on various factors, including student questionnaires, achievement of teaching targets and student test scores. We reward teachers with high performance evaluations and require teachers who do not meet out expectations to improve within a prescribed period of time. We implement strict rules prohibiting our teachers from accepting gifts of monetary value from parents and students. As of the Latest Practicable Date, we were not aware of any negative news about our teachers receiving gifts from parents or students.

### **COMPETITION**

The education sector in China is rapidly evolving, highly fragmented and competitive. We face competition for students in each geographic market in which we operate. In particular, we compete with public schools and private schools that offer PRC curriculum programmes at primary, middle and high school levels and, to a lesser degree, with private schools that offer international programmes and international schools. We believe that the principal competitive factors in our relevant markets include brand and reputation, operating experience, quality of educational programmes, types of educational programmes, tuition fees, academic performance of students, students and parents satisfaction rate, student placement and ability to attract and retain high quality teachers and staff.

We believe our principal competitive advantages include:

- the reputation of our educational group and our schools;
- our extensive operating experience and replicable business model;
- the scope and quality of our education programmes, services and offerings;
- the academic performance of our students;
- educational programmes that offer primary, middle and high school education;
- our emphasis on the well-rounded development of students and student achievements in sports, music and art;
- the ability to rapidly evolve and expand;
- students' and parents' satisfaction; and
- the quality of our teachers.

We expect competition to persist and intensify. Our existing and potential competitors may have access to resources that we do not have, may be able to devote greater resources to student recruitment, campus development and brand promotion than we can and may respond more quickly to changes in the market than we do. Please refer to "Industry Overview", "Risk Factors – Risks Relating to Our Business and Industry – Competition in the education industry sectors that we serve could lead to pricing pressures, reduced operating margins, loss of market share, departure of key employees and increased capital expenditures" and "Risk Factors – Improvements in the PRC public education system may lead to increased competition and fee pressure" of this document for further details about the competition we face and the impacts on our business.

### **EMPLOYEES**

We had 1,359, 2,046, 2,348, 2,763 and 2,793 employees as of 1 September 2012, 2013, 2014 and 2015 and 31 May 2016, respectively. The following table sets forth the approximate numbers of our employees by function as of the dates indicated:

|                                     |       | As      | of    |       | As of  |
|-------------------------------------|-------|---------|-------|-------|--------|
|                                     |       | 1 Septe | mber  |       | 31 May |
| Types of Employees                  | 2012  | 2013    | 2014  | 2015  | 2016   |
| Executive Directors and senior      |       |         |       |       |        |
| management                          | 9     | 9       | 9     | 9     | 10     |
| Teachers                            | 808   | 1,162   | 1,359 | 1,666 | 1,678  |
| Counsellors                         | 174   | 291     | 342   | 418   | 420    |
| Administrative and supporting staff | 244   | 374     | 386   | 396   | 399    |
| Campus security                     | 36    | 66      | 74    | 73    | 74     |
| Accounting and finance staff        | 25    | 28      | 32    | 29    | 31     |
| Ancillary service supporting staff  | 63    | 116     | 146   | 172   | 181    |
| Total                               | 1,359 | 2,046   | 2,348 | 2,763 | 2,793  |

As of the Latest Practicable Date, our employees were primarily located in the PRC. As required by the regulations in the PRC, we participate in various employee social security plans for our PRC employees that are administered by municipal and provincial governments, including housing, pension, medical insurance and unemployment insurance. Please refer to "– Legal Proceedings and Compliance" below for further details about our compliance with the relevant social insurance and housing provident fund regulations. During the Track Record Period, there was no labour union within our Group and we generally did not rely on employment agents for the recruitment of our employees.

### **CUSTOMERS AND SUPPLIERS**

Our customers primarily consist of our students and their parents. We did not have any single customer who accounted for more than 5% of our revenue for each of the years ended 31 August 2013, 2014 and 2015 and for the nine months ended 31 May 2016.

Our suppliers primarily comprise of food, educational services and educational material suppliers. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, purchases from our five largest suppliers amounted to RMB17.1 million, RMB22.3 million, RMB29.9 and RMB27.4 million, respectively, representing 10.1%, 9.3%, 10.3% and 9.6% of the cost of revenue, respectively. During the same periods, purchases from our largest supplier, 東莞市盈威 食品有限公司 (Dongguan Yingwei Foods Company Limited), amounted to RMB10.3 million, RMB10.9 million, RMB12.0 million and RMB11.3 million, respectively. Three of our five largest suppliers during the Track Record Period are related parties of our Group for accounting purposes, namely 東莞市盈威食品配送中心 (Dongguan Yingwei Foods Co. Ltd) and 東莞市厚街長盈食品經營 店 (Dongguan Houjie Chang Ying Food Store) which are controlled by Mr. SP Liu (being the father of Mr. Liu) and 東莞市厚街盈發副食店 (Dongguan Houjie Yingfa Grocery Store) which is controlled by the close family member of Mr. Liu. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, purchases from these three suppliers in aggregate amounted to RMB10.3 million, RMB13.9 million, RMB16.9 million and RMB16.9 million, respectively. As of the Latest Practicable Date, we intended to discontinue the aforesaid related party transactions prior to [REDACTED]. Please refer to "Financial Information – Related Party Transactions" and note 37 to the Accountants' Report in Appendix I to this document for further details. None of our Directors, their respective close associates, or any Shareholder who, to the knowledge of our Directors, owns more than 5% of our issued capital, had any interest in any of our five largest suppliers during the Track Record Period and up to the Latest Practicable Date.

### INTELLECTUAL PROPERTY

As of the Latest Practicable Date, we had five trademarks in the PRC relating to Dongguan Guangzheng. We are also the registered owner of three domain names, including "gmps.cn", which is registered by Dongguan Guangming Primary School and "gmhs.cn" and "gmhs.com.cn", which are registered by Dongguan Guangming School. Please refer to "C. Further Information About Our Business – 2. Intellectual property rights of our Group" in Appendix V of this document for further details.

During the Track Record Period and up to the Latest Practicable Date, we had not been subject to any intellectual property infringement claims which had any material impact on our Group. Please also refer to "Risk Factors – Risks relating to Our Business and Our Industry – Our brand and reputation may be negatively affected if we fail to adequately protect our intellectual property rights" of this document for further details.

### AWARDS AND RECOGNITIONS

We pride ourselves on the achievements of our students. Our Dongguan Guangming School high school male basketball team won two consecutive Dongguan city championships in 2009 and 2010, won provincial championship of Guangdong province in 2010 and became national runner-up among all Chinese high school basketball teams in 2011. Our badminton, table tennis and athletic teams have won multiple championships in various tournaments in Dongguan. Our students have won various gold, silver and bronze prices in singing and dancing competitions and numerous first prizes in national, provincial and municipal Chinese calligraphy contests. We believe the accomplishments of our students reflect their well-rounded development at our schools.

In addition, our schools have received various awards recognizing our achievements in various aspects of private primary, middle and high school education. The following tables set forth some of the awards and accolades we have received:

### **Comprehensive Awards**

| Year | Award/Accreditation                                   | Awarding Organization                                 | Awarded Entity                       |
|------|---|---|--------------------------------------|
| 2014 | Outstanding Private School in<br>Dongguan (東莞市優秀民辦學校) | Dongguan Private Education<br>Association (東莞市民辦教育協會) | Dongguan Guangming School            |
| 2014 | Leading Private School in Dongguan (東莞市先進民辦學校)        | Dongguan Private Education<br>Association (東莞市民辦教育協會) | Dongguan Guangming School            |
| 2006 | First-tier School in Dongguan<br>(東莞市一級學校)            | Dongguan Education Bureau (東莞市教育局)                    | Dongguan Guangming<br>Primary School |

### **Academic Awards**

| Year | Award/Accreditation  | Awarding Organization   | Awarded Entity  |
|------|--|---|---|
| 2014 | Model School for Standardized<br>Compulsory Education in<br>Guangdong Province (廣東省義務教育標準化學校)                    | Department of Education of Guangdong<br>Province (廣東省教育廳)                   | Dongguan Guangming<br>Primary School; Dongguan<br>Guangming School (middle<br>school section) |
| 2014 | Model School for Language and Writing Standardization in Dongguan (東莞市語言文字規範化示範校)                                | Language Commission, Dongguan<br>Education Bureau (東莞市語言文字工<br>作委員會、東莞市教育局) | Dongguan Guangming<br>School<br>Dongguan Guangzheng<br>Preparatory School                     |
| 2013 | Top 100 Education and Research<br>Institution for Primary and<br>Secondary Education in China<br>(全國中小學教育科研百強單位) | National Association of Primary and<br>Secondary Education (全國中小學教<br>育學會)  | Dongguan Guangming<br>Primary School  |

| Year | Award/Accreditation  | Awarding Organization   | Awarded Entity                       |
|------|--|---|--------------------------------------|
| 2013 | Model School for Language and<br>Writing Standardization in<br>Guangdong Province<br>(廣東省語言文字規範化示範校)   | Language Commission, Department of Education of Guangdong Province (廣東省教育廳、廣東省語言文字工作委員會)  | Dongguan Guangming<br>Primary School |
| 2010 | Leading Research Institution for<br>Research Projects by the Ministry of<br>Education<br>(教育部課題研究先進單位) | Chinese Education Expert Association,<br>National Secondary School Education<br>and Research Consortium (全國教育<br>專家委員會、全國中學教育科研聯合<br>體)               | Dongguan Guangming School            |
| 2008 | Top 100 School in Education and Research in China (全國教育科研百強學校)   | Chinese Education Expert Association,<br>National Primary and Secondary<br>School Consortium of Education and<br>Research<br>(全國教育專家委員會、全國中小學教育科研聯合體) | Dongguan Guangming School            |
| 2006 | Experimental School for China's<br>Fundamental Education Network<br>(中國基礎教育網絡實驗學校)                     | China Fundamental Education Website (中國基礎教育網)   | Dongguan Guangming School            |
| 2006 | Experimental School for Advanced<br>Education Technology (現代教育技術<br>實驗學校)                              | Department of Education of Guangdong<br>Province<br>(廣東省教育廳)  | Dongguan Guangming School            |

### Sports, Art and Chinese Culture Education Awards

| Year | Award/Accreditation  | Awarding Organization  | Awarded Entity                            |
|------|--|--|---|
| 2015 | Dongguan Guangming School high<br>school male basketball team was<br>invited to attend the prestigious<br>Iolani Classic Basketball Tournament<br>held in Honolulu, Hawaii as China's<br>representative team | China School Sports Federation,<br>Basketball Branch (中國中學生體育協會籃球分會)   | Dongguan Guangming School                 |
| 2013 | Featured School for Traditional Sports<br>in Guangdong (track and field) (廣東<br>省體育傳統項目學校 (田徑))  | Sports Bureau of Guangdong Province<br>(廣東省體育局)  | Dongguan Guangzheng<br>Preparatory School |
|      | 日瞪月时必次日子仅 (四年))  | Department of Education<br>of Guangdong Province<br>(廣東省教育廳)   |   |
| 2011 | Youth Basketball Training Base for<br>Guangdong<br>(廣東省青年少籃球訓練基地)  | Sports Bureau of Guangdong Province<br>(廣東省體育局)  | Dongguan Guangming School                 |
| 2009 | Sports-specialty Students Training Base<br>for Tsinghua University (清華大學體<br>育特長生培養基地)   | Sports Department, Tsinghua University<br>(清華大學體育部)  | Dongguan Guangming School                 |
| 2008 | Training Base for Arts-Specialty Students in China (中國藝術特長生優秀培訓基地)   | Ministry of Education – Committee for the Promotion of Art Education in China; Ministry of Culture – Development Foundation of Chinese Society and Culture; Election Office for Outstanding Specialty Students in China; Dongguan Office for Star Kids ((教育部)中國藝術教育促進會;(文化部)中華社會文化發展基金會;中國優秀特長生推選活動辦公室;東莞市寶貝之星活動辦公室) | Dongguan Guangzheng<br>Preparatory School |
| 2008 | Leading School for Calligraphy<br>Education in Guangdong (廣東書法<br>教育先進學校)  | Guangdong Teenage Calligraphy<br>Competition Organizing Committee<br>(廣東省青少年書法大賽組委會)   | Dongguan Guangming School                 |

### **Moral Education Awards**

| Year | Award/Accreditation  | Awarding Organization                     | Awarded Entity                            |
|------|--|---|---|
| 2013 | Dongguan Model School for Moral<br>Education (東莞市德育示範學校)   | Dongguan Education Bureau (東莞市教育局)        | Dongguan Guangzheng<br>Preparatory School |
| 2012 | Dongguan Model School for Moral<br>Education (東莞市德育示範學校)   | Dongguan Education Bureau (東莞市教育局)        | Dongguan Guangming School                 |
| 2006 | National Moral Education Base for<br>Primary and Middle School Students<br>(全國中小學思想道德建設活動先進單<br>位) | The Chinese Society of Education (中國教育學會) | Dongguan Guangzheng<br>Preparatory School |

### **Campus Related Awards**

| Year | Award/Accreditation                         | Awarding Organization                           | Awarded Entity  |
|------|---|---|---|
| 2016 | Most Beautiful Campus in Dongguan (東莞市最美校園) | China News Service, Dongguan Branch (中國新聞社東莞支社) | Dongguan Guangming<br>School<br>Dongguan Guangming<br>Primary School<br>Dongguan Guangzheng<br>Preparatory School |

### **PROPERTIES**

As of the Latest Practicable Date, we owned the land use rights for 17 parcels of land in the PRC with a total site area of approximately 728,124.2 sq.m. and 46 buildings and eight units with a total gross floor area of approximately 488,878.7 sq.m. All of the above properties are used for non-property activities as defined under Rule 5.01(2) of the Listing Rules. As of the Latest Practicable Date, we also leased the land use rights for one parcel of land with a total site area of approximately 2,398 sq.m. and 16 buildings with a total gross floor area of 77,163.8 sq.m. from Independent Third Parties for the operations of our schools.

### **Owned Properties**

### Land

As of 31 May 2016, we owned the land use rights for 17 parcels of land with a total gross site area of approximately 728,124.2 sq.m.. The following table sets forth a summary of the land use rights we owned:

| Land Used by                           | No. of<br>Parcels<br>of<br>Land | Gross Site Area (sq.m.) | Location                     | Existing<br>Use | Expiry Date                      |
|--|---------------------------------|-------------------------|------------------------------|-----------------|----------------------------------|
| Dongguan Guangming School              | 3                               | 135,247.2               | Dongguan, Guangdong Province | Education       | 19 February 2053                 |
| Dongguan Guangming Primary School      | 7                               | 24,192                  | Dongguan, Guangdong Province | Education       | N/A                              |
| Dongguan Guangzheng Preparatory School | 3                               | 193,265.3               | Dongguan, Guangdong Province | Education       | 27 March 2055 –<br>19 March 2056 |
| Huizhou Guangzheng Preparatory School  | 1                               | 64,321.1                | Huizhou, Guangdong Province  | Education       | N/A                              |
| Panjin Guangzheng Preparatory School   | 2                               | 206,340.7               | Panjin, Liaoning Province    | Education       | N/A                              |
| Weifang Guangzheng Preparatory School  | 1                               | 104,758                 | Weifang, Shandong Province   | Education       | N/A                              |
| Total                                  | 17                              | 728,124.2               |                              |                 |                                  |

As of the Latest Practicable Date, we had not obtained the land use right certificates for the seven parcels of land used by Dongguan Guangming Primary School with a gross site area of approximately 24,192 sq.m.. For further details on the legal consequences, potential penalties and risks and uncertainties associated with the lack of land use right certificates, please refer to "– Legal Proceedings and Compliance" below, "Risk Factors – Risks Relating to Our Business and Our Industry – We are subject to extensive governmental approvals and compliance requirements for the construction and development of our schools and in relation to the land and buildings that we own" of this document.

### **Buildings**

As of 31 May 2016, we owned 46 buildings and eight units in the PRC with an aggregate gross floor area of approximately 488,478.4 sq.m.. The following table sets forth a summary of the buildings we owned:

| Building Used by                       | No. of<br>Buildings/<br>Units | Gross Floor<br>Area<br>(sq.m.) | Location                     | Existing<br>Use |
|--|-------------------------------|--------------------------------|------------------------------|-----------------|
| Guangdong Guangzheng                   | 8 units                       | 1,475.0                        | Dongguan, Guangdong Province | Office          |
| Dongguan Guangming School              | 14 buildings                  | 138,429.3                      | Dongguan, Guangdong Province | Education       |
| Dongguan Guangming Primary School      | 6 buildings                   | 69,471.9                       | Dongguan, Guangdong Province | Education       |
| Dongguan Guangzheng Preparatory School | 12 buildings                  | 138,525.3                      | Dongguan, Guangdong Province | Education       |
| Huizhou Guangzheng Preparatory School  | 3 buildings                   | 63,988.8                       | Huizhou, Guangdong Province  | Education       |
| Panjin Guangzheng Preparatory School   | 11 buildings                  | 76,588.2                       | Panjin, Liaoning Province    | Education       |
| Total                                  | 46 buildings                  |                                |                              |                 |
|  | and 8 units                   | 488,478.4                      |                              |                 |

As of the Latest Practicable Date, we leased, as the landlord, the eight units owned by Guangdong Guangzheng with a total gross floor area of approximately 1,475 s.q.m to a single tenant for a term due to expire on 31 December 2020. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, our property rental income was RMB0.8 million, RMB1.0 million, RMB0.9 million and RMB0.8 million, respectively.

### Building ownership certificates

As of the Latest Practicable Date, we had not obtained the building ownership certificates for a total of 29 of our owned buildings: (i) eight of the 14 buildings used by Dongguan Guangming School with a gross floor area of approximately 67,070 sq.m., (ii) six buildings used by Dongguan Guangming Primary School with a gross floor area of approximately 69,471.9 sq.m., (iii) four of the 12 buildings used by Dongguan Guangzheng Preparatory School with a gross floor area of approximately 70,229.2 sq.m., and (iv) 11 buildings occupied by Panjin Guangzheng Preparatory School with a gross floor area of approximately 76,588.2 sq.m., including four buildings that had not been put to use as of the Latest Practicable Date with a gross floor area of 27,401.1 sq.m..

### Other certificates

In addition, as of the Latest Practicable Date, we had not obtained certain other requisite certificates or permits for certain buildings under construction and certain buildings in use for which we had not obtained the building ownership certificates, primarily caused by administrative oversight and the relevant school management being unfamiliar with the relevant regulatory requirements. A summary of the material outstanding certificates and permits is set forth below:

### Affected total gross floor area (sq.m.)

|  |             |              | (-4.         | )             |
|--|-------------|--------------|--------------|---------------|
|  |             |              | Certificate  | Certificate   |
|  |             |              | for passing  | for passing   |
|  | Planning    | Construction | fire control | environmental |
|  | certificate | permit       | assessments  | assessments   |
| Dongguan Guangming School              | 48,030.0    | 21,836.0     | N/A          | N/A           |
| Dongguan Guangming Primary School      | 69,471.9    | 69,471.9     | N/A          | 69,471.9      |
| Dongguan Guangzheng Preparatory School | 62,145.5    | 62,145.5     | 19,925.0     | 70,229.2      |
| Panjin Guangzheng Preparatory School   | N/A         | N/A          | 49,187.12    | N/A           |
| Weifang Guangzheng Preparatory School  | N/A         | 84,764.6     | N/A          | N/A           |

For further details on the legal consequences, potential penalties and risks and uncertainties associated with the legal defects to certain of our owned buildings, please refer to "- Legal Proceedings and Compliance" below, "Risk Factors - Risks Relating to Our Business and Our Industry - We are subject to extensive governmental approvals and compliance requirements for the construction and development of our schools and in relation to the land and buildings that we own" of this document.

As of the Latest Practicable Date, except as otherwise disclosed in this document, we were not aware of any actual or contemplated actions, claims or investigations by any government authorities or third parties against us with respect to the lack of land ownership certificates, building ownership certificates and other relevant certificates or permits for certain of our owned properties. We are in the process of applying for the requisite outstanding certificates and permits for all of our owned properties. We also intend to apply for all requisite certificate and permits for our owned properties before they will be put into use in the future.

### **Leased Properties**

As of 31 May 2016, we leased one parcel of land with a total gross site area of approximately 2,398 sq.m. in Dongguan, Guangdong Province from an Independent Third Party. The land lease has a term of nine years and expires in 2024. The leased land is used by Dongguan Guangming School for leisure and recreational activities.

As of 31 May 2016, we leased 16 buildings and units with a total gross floor area of approximately 77,163.8 sq.m. from Independent Third Parties, including 12 buildings in Dongguan, Guangdong Province with a gross floor area of approximately 63,008.2 sq.m., which were used as student dormitories and staff apartments for Dongguan Guangming School, two buildings in Dongguan, Guangdong Province with a gross floor area of approximately 13,836 sq.m., which were used as staff apartments for Dongguan Guangzheng Preparatory School, one unit in Weifang, Shandong Province with a gross floor area of approximately 197.1 sq.m., which was used as staff apartments for Weifang Guangzheng Preparatory School, and one unit in Panjin, Liaoning Province with a gross floor area of approximately 122.5 sq.m., which was used as staff office and apartments. The 12 leased buildings in Dongguan, Guangdong Province have lease terms ranging from two to 20 years. The leased unit in Weifang, Shandong Province has a lease term of one year and the lease expires in November 2016. The lease term of the leased unit in Panjin, Liaoning Province has expired on 31 July 2016, and the unit is currently leased under an informal lease whereby the lessor is entitled to terminate the lease with reasonable notice to us. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, our property rental expenses were RMB2.2 million, RMB2.9 million, RMB3.3 million and RMB2.7 million, respectively.

As of the Latest Practicable Date, the lessors of the one parcel of land and the 14 buildings we leased in Dongguan, Guangdong Province and the lessor of the one building we leased in Weifang, Shandong Province had not provided us with valid building ownership certificates. According to our PRC Legal Adviser, in the event that landlords do not have valid building ownership certificates, the relevant lease agreements may be deemed invalid or other third parties may claim lessors' rights against us. Please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – Our right to certain leased properties could be challenged by property owners or other third parties and we may be unable to find suitable alternative premises if our leases are terminated" of this document for further details. As of the Latest Practicable Date, we were not aware of any actual or contemplated actions, claims or investigations by any government authorities or third parties against us with respect to the lack of building ownership certificates for certain of our leased buildings.

In addition, as of the Latest Practicable Date, all of our lease agreements were not registered with relevant PRC government authorities. Our PRC Legal Adviser has advised us that we may be required by the relevant PRC authorities to register the relevant lease agreements within a prescribed time period. If we fail to do so, we may be subject to fines ranging from RMB1,000 to RMB10,000 for each non-registered lease, although the lack of registration will not affect the validity and enforceability of the lease agreements. However, as of the Latest Practicable Date, we had not been fined by the relevant PRC authorities with respect to the unregistered leases. For further details on the risks associated with our leased properties, please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – Our right to certain leased properties could be challenged by property owners or other third parties and we may be unable to find suitable alternative premises if our leases are terminated" in this document.

Our leased properties are primarily used as student dormitories and staff apartments. Our Directors believe that in the event that we need to vacate the relevant leased land or buildings, we would be able to locate comparable alternative accommodation without incurring significant expenses and within reasonable time and that our educational activities, business operations and financial condition as a whole would not be materially and adversely affected by such relocation. Based on the advice from our PRC Legal Adviser, our Directors are of the view that the defects in our leased land and buildings do not have a material adverse effect on our business operations or financial condition as a whole.

### **Indemnity from our Controlling Shareholders**

Each of our Controlling Shareholders [has agreed] to indemnify our Group pursuant to the Deed of Indemnity, on a joint and several basis, against any costs, expenses, claims, liabilities, penalties, losses or damages incurred or suffered by our Group arising from any title or other defects with respect to our properties including to procure suitable alternative premises for our use where appropriate.

### **INSURANCE**

We maintain various insurance policies against certain risks and unexpected events, such as school liability insurance, student personal accident insurance and property insurance for vehicles. We also provide social security insurance including pension insurance, unemployment insurance, work related injury insurance and medical insurance for our PRC employees. We do not maintain business interruption insurance, product liability insurance or key-man life insurance. We consider our insurance coverage to be generally in line with companies of similar size in the same industry in China. Please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – We have limited insurance coverage" of this document for further details of risks associated with our insurance coverage.

### **Licences and Permits**

Our PRC Legal Adviser has advised that, as of the Latest Practicable Date, except as otherwise disclosed in this document, we had obtained the licences, permits, approvals and certificates and

made the registrations and filings necessary to conduct our operations in all material respects from the relevant government authorities in the PRC and that such licences, permits, approvals, certificates, registrations and filings remained in full effect in all material respects.

The table below sets forth details of our material licences and permits:

| Holder  | Licence/Permit   | Granting authority                               | Grant date       | Expiry date      |
|---|--|--|------------------|------------------|
| Dongguan Guangming<br>School                            | Private school operating licence <sup>(1)</sup>              | Dongguan Education<br>Bureau                     | 1 January 2014   | 31 December 2019 |
|   | Registration certificate for private non-enterprise entities | Dongguan Civil<br>Affairs Bureau                 | 14 November 2014 | 13 November 2018 |
| Dongguan Guangming<br>Primary School                    | Private school operating licence                             | Dongguan Education<br>Bureau                     | 1 January 2014   | 31 December 2019 |
|   | Registration certificate for private non-enterprise entities | Dongguan Civil<br>Affairs Bureau                 | 14 November 2014 | 13 November 2018 |
| Dongguan Guangzheng<br>Preparatory School               | Private school operating licence <sup>(1)</sup>              | Dongguan Education<br>Bureau                     | 15 October 2013  | 31 December 2016 |
|   | Registration certificate for private non-enterprise entities | Dongguan Civil<br>Affairs Bureau                 | 25 November 2013 | 24 November 2017 |
| Huizhou Guangzheng<br>Preparatory School                | Private school operating licence                             | Huizhou Education<br>Bureau                      | 6 May 2015       | 5 May 2019       |
|   | Registration certificate for private non-enterprise entities | Huizhou Civil<br>Affairs Bureau                  | 17 December 2015 | 6 May 2019       |
| Panjin Guangzheng<br>Preparatory School <sup>(2)</sup>  | Private school operating licence                             | Panjin Education<br>Bureau                       | 27 November 2014 | November 2016    |
| Weifang Guangzheng<br>Preparatory School <sup>(3)</sup> | Private school operating licence                             | Weifang Weicheng<br>District Education<br>Bureau | 15 June 2016     | 14 June 2019     |
|   | Registration certificate for private non-enterprise entities | Weifang Civil Affairs<br>Bureau                  | 28 July 2015     | 27 July 2020     |

Notes:

<sup>(1)</sup> Our PRC Legal Adviser has advised us that, under the relevant PRC laws and regulations, private schools are required to pass annual inspections conducted by the relevant government authorities. For the 2014/2015 school year, our Dongguan Guangming School and Dongguan Guangzheng Preparatory School failed to pass their annual inspections primarily due to school management oversight. We promptly improved the management of the two schools. On 29 April 2016, Dongguan Education Bureau, being the competent government authority responsible for the annual inspection of schools in Dongguan, issued a letter confirming that our Dongguan Guangming School and Dongguan Guangzheng Preparatory School had complied with all the relevant laws, regulations and rules in relation to education and had met the standards of all on-site and other inspections conducted by the relevant governing authorities during the year of 2016 up to the date of the letter. We also

engaged our PRC Legal Adviser to conduct an interview with Dongguan Education Bureau on 17 May 2016, which confirmed that after conducting a preliminary inspection of Dongguan Guangming School and Dongguan Guangzheng Preparatory School, they did not find any incident that would prevent the schools from passing their 2015/2016 annual inspections. Both our Dongguan Guangming School and Dongguan Guangzheng Preparatory School passed the latest annual inspection, namely, the 2015/2016 annual inspection, conducted by the relevant government authority. Based on the above, our Directors are of the view that failure to pass the 2014/2015 annual inspection does not have a material adverse impact on our Dongguan Guangming School or Dongguan Guangzheng Preparatory School.

- (2) As of the Latest Practicable Date, we had not received the registration certificate for private non-enterprise entities for our Panjin Guangzheng Preparatory School. Please refer to "- Legal Proceedings and Compliance" below for further details.
- (3) We expect the school to commence operations in September 2016.

### HEALTH AND SAFETY MATTERS

We are dedicated to protecting the health and safety of our students. Our student dormitories implement comprehensive boarding rules and are under the dual supervision of teachers and counsellors. We maintain security guards and camera surveillance equipment on each of our campuses. We arrange third-party suppliers to provide school bus services to pick-up/drop-off students at our schools. We also have on-campus medical staff and mental-health counsellors to handle routine medical treatments and psychological counselling for our students, who will promptly send our students to hospitals when necessary.

In 2014, a student in Dongguan Guangming School fell from his dormitory building and his parents initiated court proceedings against us in relation to the student's death. In November 2015, the court ruled that our school was not at fault in the management, education and security protection of students and that the school should pay the plaintiffs RMB100,000 in compensation and dismissed all other claims of the plaintiffs. As of the Latest Practicable Date, the outcome of this legal proceeding was yet to be finalized. Please refer to "– Legal Proceedings and Compliance" below for further details.

### LEGAL PROCEEDINGS AND COMPLIANCE

From time to time, we are subject to legal proceedings, investigations and claims incidental to the conduct of our business.

- in March 2015, an individual who is an Independent Third Party, initiated court proceedings in Dongguan against us in relation to, according to his allegations, the advances he made on behalf of our Dongguan Guangzheng Preparatory School during its establishment for a total amount of RMB5.0 million and related interests. As of the Latest Practicable Date, the outcome of this legal proceeding had yet to be finalized; and
- In April 2015, parents of a student initiated court proceedings against us seeking over RMB780,000 in damages in relation to the death of the student who fell from his dormitory building in Dongguan Guangming School in 2014. In November 2015, the court ruled that our school was not at fault in the management, education and security protection of students and that the school should pay the plaintiffs RMB100,000 in compensation and dismissed all other claims of the plaintiffs. As of the Latest Practicable Date, the appeal was on-going and the outcome of this legal proceeding had yet to be finalized.

Except as described above, during the Track Record Period and up to the Latest Practicable Date, we had not been and were not a party to any material legal, arbitral or administrative proceedings and we were not aware of any material pending or threatened legal, arbitral or administrative proceedings against us or any of our Directors which, in the opinion of our Directors, could have a material adverse effect on our business operations or financial condition as a whole.

During the Track Record Period and up to the Latest Practicable Date, other than as disclosed in this document, we did not experience any material or systemic non-compliance of the laws or regulations which taken as a whole, in the opinion of our Directors, is likely to have a material adverse effect on our business operations or financial condition as a whole. During the same periods, we also did not experience any material non-compliance of the laws or regulations which taken as a whole, in the opinion of our Directors, reflects negatively on the ability or tendency of us, our Directors or our senior management, to operate in a compliant manner in all material aspects. Our PRC Legal Adviser is of the opinion that, other than as disclosed in this document, we have complied with all relevant PRC laws and regulations in all material respects during the Track Record Period and up to the Latest Practicable Date.

### Material Non-compliance $\overline{\mathbf{e}}$

able Date,

|--|

### provident fund management centres in Dongguan, Huizhou and Panjin to determine the likelihood of resources and social security bureaus and housing the fact that we made partial social insurance (a) it would not initiate any request for payment these authorities confirmed in the interview that: made partial social insurance payments and of the outstanding balance solely based on interpretation of the relevant regulations. Each authorities with respect to implementation and penalties solely based on the fact that we We have engaged our PRC Legal Adviser to (b) it would not initiate any proceedings of conduct interviews with the relevant human payments and housing provident fund penalties and the current practice of these Remedies and rectification measures taken to prevent future breach and ensure on-going compliance contributions; and within a prescribed time period and a late fee of 0.05% of the total outstanding balance under the relevant PRC laws and regulations, timely manner. If any competent government we may be subject to a fine ranging between one to three times of the total outstanding Our PRC Legal Adviser has advised us that, employees breached the requirements under relevant PRC laws and regulations, it can per day. If we fail to pay the outstanding balance within the prescribed time period, late fees and fines will be imposed on an order us to pay the outstanding balance insurance payments for employees in a authority is of the view that the social insurance payments we made for our employer for not making full social Legal consequences and potential maximum penalties balance. implementation or interpretation by local authorities in the PRC of being unfamiliar with the relevant regulatory requirements, different levels of acceptance of the social administrative oversight, the relevant school management employees and inconsistent The non-compliance was insurance scheme by our he relevant regulations. primarily caused by Reasons for the non-compliance provident fund for our employees. contributions that we did not pay during the three years ended 31 August 2013, 2014 and 2015 RMB16.5 million and RMB12.5 During the Track Record Period and up to the Latest Practicable nsurance plans and the housing We estimate that the amount of Date, we breached the relevant social insurance payments and requirements for making full 31 May 2016 were RMB9.7 and the nine months ended Non-compliance incident contributions to the social million, RMB13.9 million, nousing provident fund -148 -

is of the view that the contributions for the requirements under relevant PRC laws and housing provident fund do not satisfy the been imposed by the relevant government administrative action, fine or penalty had outstanding balance to the relevant local compliance incident, nor had any of the outstanding amount of social insurance regulations, it can order us to pay the authorities within a prescribed period. As of the Latest Practicable Date, no payments and housing provident fund authorities with respect to this nonschools been required to settle the contributions

advice from our PRC Legal Adviser, our Directors believe that we do not need to make provision or the outstanding balance of the Given the interviews with and written confirmation from the competent authorities and the social insurance payments and Potential impact on our operations and financial housing provident fund condition Mr. Jiuchang Li, Mr. Ng Cheuk Him and Mr. Guoqing Senior management rectification in charge of Deng.

contributions.

and on the basis that we will fully rectify this non-compliance by the ursuant to the Deed of Indemnity and of 2017, our Directors are of non- compliance will not have a or this non-compliance incident. agreed] to indemnify our Group Furthermore, on the same basis ousiness operations or financial Controlling Shareholders [have material adverse effect on our condition as a whole. Our the view that this

We have also obtained written confirmation from

that, if any competent government authority Our PRC Legal Adviser has also advised us

housing provident fund contributions.

the relevant local human resources and social

security bureaus and housing provident fund

management centres in Dongguan, Huizhou and Panjin, to the effect, confirming that we did not violate the relevant PRC laws and regulations or

we have started to make the relevant

contributions.

nillion, respectively, with respect to social insurance payments, and vith respect to housing provident

und contributions.

RMB3.1 million, respectively,

nillion, RMB4.7 million and

RMB4.2 million, RMB6.1

implementation of any necessary measures to comply with the applicable laws and

regulations.

We have established an internal control team to monitor our on-going compliance with the

social insurance and housing provident fund

contribution regulations and oversee the

contributions to the social insurance plans and the housing provident funds by the end

filings to the competent government

authorities, we intend to make full

Potential impact on our operations and financial condition Senior management in charge of rectification confirmation are the competent authorities for their respective cities. In addition, our PRC Legal Adviser has advised us that, based on the endeavours to comply with applicable laws and regulations. We have started to make full the authorities that have been interviewed by our PRC Legal Adviser or that have issued us written the fact that we made partial social insurance our employees since 1 June 2016 and intend interviews and written confirmations, it is of the the possibility that any of the relevant local until it is fully rectified. As it takes time to Our PRC Legal Adviser has also confirmed that the possibility that any of the relevant local human resources and social security bureaus will initiate any payment request or penalty housing provident fund management centres will initiate any payment request or penalty and the housing provident fund for some of proceeding on its own and solely based on proceeding on its own and solely based on contributions to the social insurance plans to continue to rectify this non-compliance We have taken reasonable steps to rectify this collect information and make the relevant Our Directors undertake to use their best provident fund contributions is relatively the fact that we made partial housing payments is relatively remote; and Remedies and rectification measures taken to prevent future breach and ensure on-going compliance non-compliance: remote. view that: Legal consequences and potential maximum penalties Reasons for the non-compliance Non-compliance incident

| Potential impact on our operations and financial condition  |  | Our Directors take the view that this non-compliance will not have a material adverse effect on our business operations or financial condition as a whole, because (i) the relevant government authority has accepted our application for the relevant real estate ownership certificates, (ii) we intend to submit all the requisite documents to the government authority and complete all the requisite ocumplete all the requisite procedures to obtain the real estate ownership certificates; and (iii) our Controlling Shareholders [have agreed] to indemnify our Group pursuant to the Deed of Indemnity for this non-compliance incident including, where required, to procure appropriate alternative suitable premises for our use. On the basis of aforesaid, our Directors believe that we do not need to make provision for this non-compliance incident.  |
|---|--|---|
| Senior management<br>in charge of<br>rectification  |  | Mr. Jiuchang Li, Mr. Ng Cheuk Him and Mr. Guoqing Deng.   |
| Remedies and rectification measures taken to prevent future breach and ensure on-going compliance | We will disclose the process of the aforesaid rectification in our interim/annual reports as appropriate and, where applicable, explanation for any delay in such rectification.  Our PRC Legal Adviser is of the view that there is no legal impediment for us to rectify this noncompliance. | We have taken reasonable steps to rectify this non-compliance:      We have applied for the real estate ownership certificates for the real estate used by our Dongguan Guangming Primary School. On 24 December 2015, Office for Application of Properties of Rich 東城街道聯事處已建텱屋輔辦房地產手灣聯公室, being, as confirmed by our PRC Legal Advisor, the competent authority for accepting application for real estate ownership certificate post-registration of completed properties, accepted our application.  We want closely following up with the government authority with respect to the status of our application.  We will disclose the process of the aforesaid rectification in our interim/annual reports as appropriate and, where applicable, explanation for any delay in such rectification.  Our PRC Legal Adviser is of the view that, after submitting the requisite documents to the relevant government authority and completing the requisite procedures, there is no legal impediment for us to rectify this non-compliance. |
| Legal consequences and potential maximum penalties  |  | Our PRC Legal Adviser has advised us that, under the relevant PRC laws and regulations, our rights to the land may be challenged by third parties if we use land without a land use right certificate.  As advised by our PRC Legal Adviser, we may be subject to administrative fines or other penalties due to the lack of the relevant certificates and permits for our buildings including those as set out in 'Risk Factor - Risk Relating to Our Business and Our Industry - We are subject to extensive governmental approvals and compliance requirements for the construction and development of our schools and in relation to the land and buildings that we own".  As of the Latest Practicable Date, no administrative action, fine or penalty had been imposed by the relevant PRC government authorities with respect to this non-compliance, nor had any of our schools been required to rectify this non-compliance or our rights to the land be challenged by third party.  |
| Reasons for the<br>non-compliance   |  | The non-compliance related to Dongguan Guangming Primary School was primarily caused by administrative oversight, and the relevant school management being unfamiliar with the relevant regulatory requirements for the transfer of land use rights.  |
| Non-compliance incident   |  | During the Track Record Period and up to the Latest Practicable Date, we had not obtained the land use right certificates for the seven parcels of land used by our Donguan Guangming Primary School with a gross site area of approximately 24,192 sq.m. and the construction permits for the buildings built on such land.  Revenue from our Donguan Guangming Primary School accounted for 18,7%, 17,2%, 17,0% and 16.1% of our total revenue for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively. As of 30 June 2016, the properties held and occupied by Dongguan Guangming Primary School had no commercial value. Please refer to the property valuation report as set out in Appendix III to this document for further details.   |

| Potential impact on our operations and financial condition  | In the unlikely event that we are unable to obtain the land use right certificates and required to discontinue our use of the affected buildings, we do not believe it will have a material adverse impact on our operations as we believe that there will be alternative premises available with proximity of the relevant affected buildings (including premises to be procured by our Controlling Shareholders pursuant to the Deed of Indemnity where appropriate) and/or that our other properties could be reconfigured at minimal cost to accommodate our use, where | Our Directors take the view that this non-compliance will not have a material adverse effect on our business operations or financial condition as a whole, because (i) we have obtained written confirmation from the government of Xinglongtai District and the  | Civil Attains Bureau of Xinglongiai District as aforesaid; (ii) we intend to submit all the requisite documents to the relevant government authority and complete all the requisite procedures to obtain the certificate for private                 | non-enterprise entities and (iii) our Controlling Shareholders have agreed to indemnify our Group pursuant to the Deed of Indemnity. Directors believe that we do not need to make provision for this   | non-compliance incident.  |
|---|---|---|--|---|---|
| Senior management<br>in charge of<br>rectification  |   | Mr. Jiuchang Li,<br>Mr. Ng Cheuk Him<br>and Mr. Guoqing<br>Deng.  |  |   |   |
| Remedies and rectification measures taken to prevent future breach and ensure on-going compliance |   | We have obtained written confirmation from the Civil Affairs Bureau of Xinglongiai District, Panjin, being, as confirmed by our PRC Legal Adviser, the competent government authority governing the relevant application for the registration certificate for private non-enterprise entities, confirming that they are processing the matters. | The Government of Xinglongiai District also confirmed that they supported and will continue to support the operations of our Panjin Guangzheng Preparatory School and that Panjin Guangzheng Preparatory School can maintain its current operations. | We are closely following up with the government authority with respect to the status of our application. We will disclose the process of the aforesaid rectification in our interim/annual reports as appropriate and, where applicable, explanation for any delay in such rectification. | Our PRC Legal Adviser is of the view that, after submitting the requisite documents to the relevant government authority and completing the requisite procedures, there is no legal impediment for us to rectify this non-compliance. |
| Legal consequences and potential maximum penalties  |   | Our PRC Legal Adviser has advised us that for operating a private school without the registration certificate for non-enterprise entities, we may be subject to confiscation of property, temporary suspension of the school operations before the non-compliance is rectified, or other penalties and administrative actions.                  | As of the Latest Practicable Date, no administrative action, fine or penalty had been imposed by the relevant PRC government authorities with respect to this non-compliance, nor had our Panjin Guangzheng Preparatory School been                  | required to rectify this non-compliance.  |   |
| Reasons for the<br>non-compliance   |   | This non-compliance was primarily caused by administrative oversight and the relevant school management being unfamiliar with the relevant regulatory requirements.   |  |   |   |
| Non-compliance incident   |   | Panjin Guangzheng Preparatory<br>School has not obtained the<br>registration certificate for private<br>non-enterprise entities.  |  |   |   |

# Set forth below is a summary of our systemic non-compliance matters during the Track Record Period and up to the Latest Practicable Date:

## Building ownership certificates and related certificates and permits (a)

Systemic Non-compliance

(ii)

|             | Non-compliance<br>incident  | Reasons for the<br>non-compliance  | Legal consequences and potential maxi  |
|-------------|---|--|--|
|             | As of the Latest<br>Practicable Date, we had<br>not obtained (i) the<br>building ownership                              | The non-compliance was primarily caused by administrative oversight, and the | In October 2015, the local government an million on us for commencing the construction permit.   |
|             | certificates for certain buildings, a summary of which is set out in "-   | relevant school management being unfamiliar with the relevant regulatory     | Our PRC Legal Adviser is of the view th will not materially impact our safe use of the buildings for which we had not obtain assessments as of the Lanest Practicable.   |
|             | properties – Buildings"<br>above; and (ii) certain<br>other requisite<br>certificates or permits for                    | requirements.  | meet the safe-use requirements (fire and regulations, (ii) the affected buildings wi between 1 July to 31 August 2016, (iii) v control assessments or obtain the relevan |
| <b>–</b> 1: | the buildings for which we had not obtained the building ownership certificates, a summary                              |  | the affected buildings, where practicable, school year, and (iv) we have not encour in our owned properties.   |
| 52 –        | of the material outstanding certificates and permits is set out in "— Properties – Owned properties – Buildings" above. |  | As of the Latest Practicable Date, except were not aware of any actual or contemp government authorities or third parties agrelevant certificates or permits for certain |

| 10n-compliance  | Legal consequences and potential maximum penalties  |
|---|---|
| The non-compliance was primarily caused by administrative | In October 2015, the local government authority of Panjin imposed a penalty of RMB1.7 million on us for commencing the construction of certain properties without the relevant construction permit. |
| elevant school  | Our PRC Legal Adviser is of the view that the lack of the relevant certificates and permits will not materially impact our safe use of the respective buildings, because (i) except for             |
| infamiliar with the                                       | the buildings for which we had not obtained the certificates for passing fire control   |
| elevant regulatory  | assessments as of the Latest Practicable Date, all of our owned buildings and units in use  |
| Paniremente   | meet the cafe-use requirements (fire and quality control) under the DRC laws and  |

betained the certificates for passing fire control ble Date, all of our owned buildings and units in use and quality control) under the PRC laws and swill not be used during the summer break, which is iii) we intend to complete all the outstanding fire event confirmation with respect to the fire safety of able, prior to the commencement of the 2016/2017 at the lack of the relevant certificates and permits the respective buildings, because (i) except for nered any fire or other property safety incidents

plated actions, claims or investigations by any against us with respect to the lack of the other as otherwise disclosed in this document, we in of our owned properties.

and vice principals of our schools) and employees

involved with continuing training programmes and

(including the principals

senior management

In addition, we plan to provide our Directors,

updates regarding the relevant PRC laws and regulations regularly.

### adverse effect our business operations or financial condition as a whole, because permits for all of our owned properties; (ii) except as otherwise disclosed, we had not been subject to penalties for the lack of the relevant certificates and Date, we can use all of our buildings which are already in use safely; and (iv) our Controlling Shareholders [has permits; (iii) except for the buildings for (i) we are in the process of applying for Based on the advice from our PRC Legal Adviser, our Directors are of the view that, the lack of the relevant certificates and permits for our owned the requisite outstanding certificates and assessments as of the Latest Practicable this incident including, where required, to procure appropriate alternative pursuant to the Deed of Indemnity for collectively, does not have a material which we had not obtained the certificates for passing fire control buildings, either individually or agreed] to indemnify our Group premises for our use. Mr. Jiuchang Li, Mr. Ng Cheuk Him and Mr. Guoqing Deng.

policies and procedures with respect to compliance

issues.

compliance checklist,

guidelines and a

which set forth our

We have established internal compliance

owned properties.

Potential impact on our operations and financial condition

Senior management in charge of rectification

rectification measures taken to prevent future breach and ensure on-

Remedies and

going compliance

applying for the requisite outstanding certificates and permits for all of our

We are in the process of

buildings, we do not believe it will have a material adverse impact on our Indemnity where appropriate) and/or that In the unlikely event that we are unable to obtain the building ownership operations as we believe that there will be alternative premises available with proximity of the relevant affected buildings (including premises to be procured by our Controlling Shareholders pursuant to the Deed of discontinue our use of the affected our other properties could be reconfigured at minimal cost to accommodate our use, where certificates and are required to

appropriate.

### (b) Settlement through Personal Bank Accounts

### (A) Background

During the Track Record Period, we used a total of 12 personal bank accounts opened with different branches of four PRC banks (the "Personal Bank Accounts") under the names of Mr. Liu (our Chairman, executive Director and Controlling Shareholder), Ms. Li (our Chief Executive Officer, executive Director and Controlling Shareholder) and Mr. Shan He (our senior management and executive vice principal of Panjin Guangzheng Preparatory School), for the settlement of corporate funds (the "Arrangements") for Guangdong Guangzheng and four of our schools, namely, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School and Panjin Guangzheng Preparatory School.

The following table sets forth a summary of the Personal Bank Accounts:

|    | Corresponding<br>Corporate Account     | Name of Bank  | Opening<br>Date            | Cessation<br>Date | Primary Use  |
|----|--|---|----------------------------|-------------------|--|
| 1. | Mr. Liu<br>Guangdong<br>Guangzheng     | Industrial and<br>Commercial Bank<br>of China, Dongguan<br>branch, Hou Street<br>sub-branch | 5 May 2008                 | 4 March<br>2014   | Making intercompany transfers  |
| 2. | Ms. Li Dongguan Guangming School       | Bank of China,<br>Guang Da branch   | 16 November<br>2009        | 23 August 2014    | Deposits of cash generated from<br>students' pre-payments for the<br>on-campus canteen; Making<br>payments for operating<br>expenses of the on-campus<br>canteen |
| 3. | Ms. Li<br>Dongguan Guangming<br>School | Bank of China,<br>Guang Da branch   | 22 June 2011               | 31 July 2013      | Making small payments for the on-campus canteen  |
| 4. | Ms. Li<br>Dongguan Guangming<br>School | Bank of China   | 1 October<br>2011          | 13 August<br>2013 | Receiving intercompany transfers and making tuition refunds  |
| 5. | Ms. Li<br>Dongguan Guangming<br>School | Industrial and<br>Commercial Bank<br>of China, Jing Hu<br>branch                            | Prior to<br>August<br>2012 | 31 August 2015    | Making payments for operating expenses of the school   |
| 6. | Ms. Li Dongguan Guangming School       | Dongguan Rural<br>Commercial Bank,<br>Dongcheng District<br>Guangming office                | 29 June 2013               | 1 June 2016       | Deposits of cash generated from<br>students' pre-payments for the<br>on-campus canteen; Making<br>payments for operating<br>expenses of the on-campus<br>canteen |
| 7. | Ms. Li<br>Dongguan Guangming<br>School | Dongguan Rural<br>Commercial Bank,<br>Dongcheng District<br>Guangming office                | 29 June 2013               | 1 June 2016       | Making small payments for the on-campus canteen  |

|     | Corresponding<br>Corporate Account                  | Name of Bank  | Opening<br>Date   | Cessation<br>Date  | Primary Use  |
|-----|---|---|-------------------|--------------------|--|
| 8.  | Ms. Li<br>Dongguan Guangming<br>School              | Industrial and<br>Commercial Bank<br>of China, Dongguan<br>branch, Hou Street<br>sub-branch | 26 August 2013    | 26 August 2013     | Receiving intercompany transfers and making tuition refunds  |
| 9.  | Ms. Li<br>Dongguan Guangzheng<br>Preparatory School | Bank of China,<br>Guang Da branch   | 2 August<br>2013  | 31 January<br>2015 | Deposits of cash generated from<br>students' pre-payments for the<br>on-campus canteen; Making<br>payments for operating<br>expenses of the on-campus<br>canteen |
| 10. | Ms. Li<br>Dongguan Guangzheng<br>Preparatory School | Dongguan Rural<br>Commercial Bank,<br>ChaShan ZengBu<br>branch                              | 2 December 2013   | 1 June 2016        | Deposits of cash generated from<br>students' pre-payments for the<br>on-campus canteen; Making<br>payments for operating<br>expenses of the on-campus<br>canteen |
| 11. | Ms. Li<br>Dongguan Guangzheng<br>Preparatory School | Dongguan Rural<br>Commercial Bank,<br>ChaShan ZengBu<br>branch                              | 19 August<br>2014 | 31 August 2015     | Deposits of cash generated from<br>students' pre-payments for the<br>on-campus canteen; Making<br>payments for operating<br>expenses of the on-campus<br>canteen |
| 12. | Mr. Shan He Panjin Guangzheng Preparatory School    | China Guangfa Bank,<br>Panjin branch  | 11 July 2014      | 31 August 2015     | Making payments for the operating expenses of the school and to suppliers  |

We opened one Personal Bank Account under the name of Mr. Liu in 2008 for making tax payments. The Personal Bank Account was used for the settlement of corporate funds mostly prior to the Track Record Period. On 4 March 2014, we completely ceased the use of this Personal Bank Account for the settlement of corporate funds. During the financial year ended 31 August 2014, we transferred the remaining balance in this Personal Bank Account to our corporate account.

We used Personal Bank Accounts registered under the name of Ms. Li to more efficiently manage the various aspects of the business operations of our Dongguan Guangming School and Dongguan Guangzheng Preparatory School. Banks in the PRC are generally open seven days a week (Monday to Sunday) for individual clients, but are only open five days a week (Monday to Friday) for corporate clients. Through the use of the Personal Bank Accounts, we were able to deposit and withdraw cash with more flexibility to meet the needs of our daily operations, including making payments for operating expenses and tuition refunds. Ms. Li is the co-founder, executive Director and Chief Executive Officer of our Group, and is familiar with the general operations of our Dongguan Guangming School and Dongguan Guangzheng Preparatory School.

We used one Personal Bank Account registered under the name of Mr. He because, as of the Latest Practicable Date, we had not received the registration certificate for private non-enterprise entities for Panjin Guangzheng Preparatory School, without which, as advised by our PRC Legal Adviser, we were unable to open a corporate bank account registered under the name of the school. Please refer to "– Legal Proceedings and Compliance" below for further details on the legal consequences and potential penalties associated with the lack of the registration certificate for private

non-enterprise entities. In addition, as Panjin Guangzheng Preparatory School is geographically far from Guangdong province, where our corporate bank accounts were located when we first started business in Panjin, we considered it inefficient and costly to deposit and withdraw cash from our corporate bank accounts for the use of Panjin Guangzheng Preparatory School.

As a result of the foregoing, we used a Personal Bank Account registered under the name of Mr. He, who is based in Panjin. Mr. He is a senior management of our Group and executive vice principal of Panjin Guangzheng Preparatory School. Through the use of the Personal Bank Account registered under the name of Mr. He, we were able to make payments more efficiently to the relevant suppliers to enable the timely commencement of operations of our Panjin Guangzheng Preparatory School. When Panjin Guangzheng Preparatory School commenced operations in September 2014, we were also able to make payments for the operating expenses of the school more efficiently through the Personal Bank Account registered under the name of Mr. He.

### (B) Internal control measures for the Personal Bank Accounts and personnel involved

We applied the same internal control measures to the Personal Bank Accounts as our corporate bank accounts to (i) ensure that all funds deposited in the Personal Bank Accounts were used solely for our operations in accordance with the relevant PRC laws and regulations and were not misappropriated by any entity or individual; (ii) to segregate the duties of authorising, executing, monitoring and book keeping of fund transfer from and to the Personal Bank Accounts; and (iii) prevent incident of fraud and misappropriation of funds. The internal control measures we applied to the Personal Bank Accounts include:

- all bank books, debit cards, security devices and passwords of the Personal Bank Accounts, as applicable, were kept and safeguarded by designated personnel of the respective school other than Mr. Liu, Ms. Li or Mr. He:
  - for Dongguan Guangming School, designated accounting and administrative personnel jointly controlled the access to the Personal Bank Accounts used for the school;
  - for Dongguan Guangzheng Preparatory School, designated accounting personnel had possession of the bank books and debit cards for the Personal Bank Accounts used for the school; and
  - for Panjin Guangzheng Preparatory School, designated accounting personnel had possession of the bank books and debit cards for the Personal Bank Accounts used for the school;
- a senior accounting staff member of the finance department of the respective school was
  responsible for monitoring the operation of the Personal Bank Accounts, keeping records
  of the Personal Bank Accounts and making corresponding accounting entries in the
  accounting system of the school for the movements of the Personal Bank Accounts;
- at the end of each month, another senior accounting staff member of the finance department would perform monthly bank reconciliation or checking of the bank statements of the Personal Bank Accounts against the respective school's accounting ledger; and
- the aforesaid accounting entries and month-end bank reconciliation or checking would be
  reviewed and approved by the accounting manager of the finance department of the
  respective school. Such accounting and record keeping procedures in respect of the
  Personal Bank Accounts were operated in the same way as that of the corporate accounts
  of the Group.

As of 1 June 2016, we had ceased the use of all Personal Bank Accounts. As of the Latest Practicable Date, we had transferred all material bank balances in the Personal Bank Accounts to our corporate bank accounts.

### (C) Number of transactions, amount involved and the nature of fund-flows

As of 31 August 2013, 2014 and 2015 and 31 May 2016, the total balance in the Personal Bank Accounts was RMB4.2 million, RMB4.9 million, RMB2.1 million and RMB0.03 million, respectively.

As of 31 August 2013, 2014 and 2015 and 31 May 2016, the total credit from the Personal Bank Accounts was RMB78.1 million, RMB113.9 million, RMB151.3 million and RMB87.3 million, respectively. As of the same dates, the total number of credit transactions was 8,523, 10,279, 9,166 and 914, respectively. The credit was primarily used for payments to suppliers, intercompany transfers, staff payroll and bonuses and other purposes. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, payments to suppliers represented 39.8%, 37.0%, 35.6% and 53.8% of the total credit from the Personal Bank Accounts, respectively. For the same periods, intercompany transfers represented 30.8%, 42.4%, 50.9% and 39.0% of the total credit from the Personal Bank Accounts, respectively.

As of 31 August 2013, 2014 and 2015 and 31 May 2016, the total debit in the Personal Bank Accounts was RMB76.6 million, RMB114.6 million, RMB148.6 million and RMB85.3 million, respectively. As of the same dates, the total number of debit transactions was 381, 646, 1,029 and 511, respectively. The debit primarily consist of bank deposits, which are mainly payments received in advance for ancillary services, intercompany transfers and other debit. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, bank deposits represented 82.6%, 83.8%, 78.5% and 82.8% of the total debit into the Personal Bank Accounts, respectively. For the same periods, intercompany transfers represented 17.3%, 14.4%, 11.3% and 7.2% of the total debit into the Personal Bank Accounts, respectively.

### (D) Ownership of the funds deposited into the Personal Bank Accounts

Our PRC Legal Adviser advised that we, as the beneficial owner of the funds, have the right to own and use the funds in the Personal Bank Accounts according to the Property Law of the PRC (中國物權法). Further, based on the facts that the funds received by us during our course of business and are owned by us, our PRC Legal Adviser is of the view that we shall include the bank balances of the Personal Bank Accounts in our bank balances and cash according to the Accounting Law of the PRC (中國會計法), which requires an enterprise to adopt accounting procedures and to record the financial aspects of its business transactions.

### (E) Transactions under the Arrangements

As confirmed by the executive Directors, all receipts of payments from students under the Arrangements were fully supported by transaction documents. The executive Directors have also confirmed the accuracy and completeness of our accounting books and records in all material respects.

### (F) No tax evasion or violation of PRC laws and regulations in relation to tax

We have conducted interviews with the local tax authorities in Dongguan and Panjin, being the competent government authorities for their respective cities, which confirmed, among others, that they were aware of the Arrangements, the Arrangements do not violate the relevant PRC tax laws and regulations and they will not impose penalties for on our prior use of the Arrangements. As of the Latest Practicable Date, we had transferred all material bank balances in the Personal Bank Accounts to our corporate bank accounts.

Our PRC Legal Adviser is of the view that, based on the facts and the interviews with the relevant tax authorities, it is unlikely that the Arrangements would be regarded as involving any tax evasion by our Group.

### (G) Legal consequence of the Arrangements

As advised by our PRC Legal Adviser, the use of the Personal Bank Accounts for the settlement of corporate funds was not in compliance with relevant PRC laws and regulations as described below:

- according to the Company Law of the PRC (公司法), companies cannot establish any account book in addition to those required by law and no account can be opened in the name of any individual for keeping company's assets. However, no legal consequence of such breach was provided by the Company Law of the PRC; and
- according to the Law on Commercial Banks of the PRC (商業銀行法), if a personal bank account is opened for the funds of an entity, the People's Bank of China may impose penalties on the user of the personal bank account, including confiscation of any illegal income, a fine of one to five times of the illegal income if the illegal income amounts to RMB50,000 or more, or a fine ranging between RMB50,000 to RMB500,000 if the illegal income is less than RMB50,000;

Our Directors confirmed that our prior use of the Arrangements and the parties concerned did not involve any illegal income. As of the Latest Practicable Date, no fine or other penalties had been imposed by the relevant government authorities with respect to our prior use of the Arrangements. Our PRC Legal Adviser has advised us that for the prior use of the Arrangements, we may be subject to the aforementioned penalties according to the Law on Commercial Banks of the PRC (商業銀行法), however, the relevant penalties, if any, will not have a material impact on our business and financial condition as a whole. For further details about risks associated with the Arrangements, please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – We used personal bank accounts for the settlement of corporate funds, which may subject us to penalties". Based on the fact that we have ceased the use of all Personal Bank Accounts as of 1 June 2016 and taking into account of our PRC Legal Adviser's advice, our Directors are of the view that the prior use of the Arrangements did not have and will not have a material adverse effect on our business operations or financial conditions as a whole.

### (H) Enhanced internal control measures to prevent future re-occurrence

To prevent future re-occurrence of the use of personal bank accounts for settlement of corporate funds, we have enhanced our internal control measures:

- we have enhanced our internal control manual to require all the receipts and payments must be made through corporate accounts and no personal bank account could be opened and used. As of the Latest Practicable Date, such manual had become effective and the relevant staff of our Group had been notified; and
- the managers of the finance department of our Group shall, under the supervision of Mr. Ng Cheuk Him, our Chief Financial Officer and executive Director, closely monitor all members of our Group to ensure that no personal bank account is opened and used by any member of our Group by (i) checking all accounting records to detect whether any personal bank account is involved in the receipt or payment of funds and (ii) reviewing all bank statements of the corporate accounts of our Group to detect any abnormal or unauthorised transfer of funds. In case of any indication of use of personal bank accounts for the receipt or payment of funds by any member of our Group, they should report to Mr. Ng Cheuk Him immediately.

The independent internal control consultant of the Group (the "Internal Control Consultant") performed (i) initial internal control reviews during the period from December 2015 to February 2016 and (ii) performed follow-up reviews in during the period from April to June 2016. The Internal Control Consultant confirmed that as of June 2016, we had fully rectified the incident with respect to the use of personal bank accounts.

Each of our Controlling Shareholders [has agreed] to indemnify our Group pursuant to the Deed of Indemnity on a joint and several basis, against any costs, expenses, claims, liabilities, penalties, losses or damages incurred or suffered by our Group arising from the non-compliance incidents disclosed above.

### INTERNAL CONTROL AND RISK MANAGEMENT

We have engaged an independent business consulting and internal audit firm (the "Internal Control Consultant") to conduct an evaluation of our internal control system in connection with the [REDACTED]. As part of the engagement, we have consulted with our Internal Control Consultant to identify the factors relevant to enhancing our internal control system and the steps to be taken and the Internal Control Consultant made a number of recommendations. The Internal Control Consultant conducted its work during the period from December 2015 to February 2016 and provided a number of findings and recommendations in its report. We have subsequently taken remedial actions in response to such findings and recommendations. The Internal Control Consultant performed follow-up procedures on our system of internal control with regard to those actions taken by us and reported further commentary during the period from April to June 2016. In its follow-up reviews, the Internal Control Consultant noted that, except for the findings and recommendations in relation to certain corporate governance matters, which we expect to complete the relevant remedial actions in all material respects prior to [REDACTED], we had followed all of the Internal Control Consultant's recommendations and accordingly have taken corrective actions to address our internal control deficiencies and weaknesses.

Set out below is a summary of the key recommendations from the Internal Control Consultant and the corrective actions adopted by us to prevent future occurrence of the non-compliance incidents:

### 

The manager of the human resources departments of our Group would review the reporting and contributions of social insurance and housing provident fund for the employees of our Group regularly. Our human resources department will also consult our PRC legal adviser on the requirements under the relevant PRC laws and regulations in relation to social insurance and housing provident fund. We would provide training to the relevant personnel from time to time to keep them abreast of these areas.

The manager of the human resources department would report to Chief Financial Officer and deputy finance officer of our Group on the legal and regulatory compliance and provide improvement recommendations when required.

### Compliance with the licencing, permits and other regulatory requirements in the PRC

We have established compliance guidelines and a compliance checklist, which set forth our policies and procedures with respect to compliance issues. The compliance guidelines and checklist will be implemented by the relevant functional departments in each of our schools. The relevant functional departments will monitor our on-going compliance with the relevant PRC laws and regulations that govern our business operations and oversee the implementation of any necessary measures. In addition, we plan to provide our Directors, senior management (including the principals and vice principals of our schools) and employees involved with continuing training programmes and updates regarding the relevant PRC laws and regulations regularly with a view to proactively identify any concerns and issues relating to potential non-compliance. Our executive Directors, Mr. NG Cheuk Him and Mr. Jiuchang Li, are responsible for ensuring our overall on-going compliance.

We have ceased the use of all Personal Bank Accounts since 1 June 2016. Please refer to "-Settlement through Personal Bank Accounts" above for further details. In addition to the above measures, to enhance the effectiveness of our corporate governance measures and to strengthen the monitoring of our internal control system, we have put in place, among others, the following measures to ensure on-going compliance with all applicable laws and regulations:

- we have established internal audit policies and an independent internal audit department. Our internal audit policies cover, among other things, the supervision of financial operations, business operations, compliance matters and risk management matters. The internal audit department will perform internal audits on, among other things, the financial, operational, compliance and risk management aspects of our Group and reports to the audit committee of our Board from time to time. Members of the internal audit department will not participate in the ordinary business operations of our Group;
- we have established a risk assessment system, which covers, among other things, the management of strategic risks, market risks, legal risks, operational risks, financial risks and information and technology risks of our Group. Senior management of the Company has also assessed our risks and established corresponding measures to control identified risks;
- we have adopted policies, systems and procedures relating to human resources management, information system management, financial reporting and disclosure, cash flow and investment management; and
- we have adopted policies, systems and procedures relating to sales, procurement, suppliers, fixed assets management and the management of construction in progress.

Taking into account the internal control measures implemented by us in connection with the non-compliance incidents disclosed under "– Legal Proceedings and Compliance" above, the on-going monitoring and supervision by our Board and the principals of our schools with the assistance from professional external advisers where required and the fact that, as confirmed by the Directors, the non-compliance incidents did not involve fraud or dishonesty, the Directors are of the view that our enhanced internal control measures are adequate and effective; the suitability of our Directors is compliant with Rules 3.08 and 3.09 of the Listing Rules; and our Company is suitable for [REDACTED] under Rule 8.04 of the Listing Rules. Based on their review of the internal control report and other due diligence documents, discussions with the Directors, the Internal Control Consultant and our PRC Legal Adviser and the Directors' confirmation, nothing has come to the attention of the Sole Sponsor that would cast doubts on the views of the Directors.

### Risk Management

We are exposed to various risks in the operations of our business and we believe that risk management is important to our success. Key operational risks faced by us include, among others, changes in general market conditions and perceptions of private education, changes in the regulatory environment in the PRC education industry, our ability to offer quality education to our students, our ability to increase student enrolment and/or raising tuitions, our potential expansion into other regions in China, availability of financing to fund our expansion and business operations and competition from other school operators that offer similar quality of education and have similar scale. Please refer to "Risk Factors" of this document for further details of disclosures on various risks we face. In addition, we also face various market risks, such as foreign exchange, interest rate, credit and liquidity risks that arise in the normal course of our business. Please refer to "Financial Information – Quantitative and Qualitative Disclosures about Market Risk" of this document for further details of a discussion on these market risks.

To properly manage these risks, we have established the following risk management structures and measures:

- our Board of Directors is responsible and has the general power to manage the operations of our schools, and is in charge of the overall risk control of our Group. Any significant business decision involving material risks, such as decisions to expand into new geographic regions, raise tuitions or construct material new school facilities are reviewed, analysed and approved by our Board of Directors to ensure a thorough examination of the associated risks at our highest corporate governance body;
- we maintain insurance coverage which we believe is in line with the customary practice in the PRC education industry. We also adopt health and safety measures on our campuses to safeguard our students' well-being; and
- we have made arrangements with banks to ensure that we are able to obtain credits to support our business operation and expansion.

You should read the following discussion in conjunction with the combined financial statements included in the Accountants' Report and the notes thereto included in Appendix I to this document and the selected historical financial information and operating data included elsewhere in this document. The combined financial statements have been prepared in accordance with IFRS.

Our historical results do not necessarily indicate results expected for any future periods. The following discussion and analysis contains forward-looking statements that involve risks and uncertainties. Our actual results may differ from those anticipated in these forward-looking statements as a result of any number of factors, including those set out in "Forward-looking Statements" and "Risk Factors" in this document.

During the Track Record Period, we recorded imputed interest income on advances to Cinese Group and other related parties and incurred interest-bearing bank borrowings and interest expenses to fund such advances. We do not expect to recognise such imputed interest income or incur such bank borrowings or interest expenses following the [REDACTED]. Please refer to "— Imputed Interest Income and Related Interest Expenses" below for further details.

### **OVERVIEW**

We are the largest private education group in South China operating premium primary and secondary schools, as measured by student enrolment as of 1 September 2015, according to the Frost & Sullivan Report. Premium private schools offer higher quality education, more advanced educational facilities and a more satisfying environment to students through higher tuition fees than non-premium or mass market private schools, according to the Frost & Sullivan Report. As of 1 September 2015, we operated five premium private schools with a total student enrolment of 27,644 students.

We initially selected Dongguan, Guangdong province, to begin the development of our school network in 2003 based on its high population density, strategic location within the Pearl River Delta economic zone and rapidly expanding middle class population. In 2013, we expanded our school network to Huizhou, Guangdong province, another densely populated city with robust economic growth. After successfully establishing our presence and reputation in Guangdong province, we began to expand to other cities located in China's major economic zones. In September 2014, our school in Panjin, Liaoning province in the Northeast Three Provinces economic zone commenced operations. We expect our new school in Weifang, Shandong province in the Bohai Economic Rim economic zone to commence operations in September 2016 and to recruit approximately 1,000 students for the 2016/2017 school year. We have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities.

Our educational objectives are "to serve the society with honesty and integrity through our services" and "to cultivate talents with a warm and loving heart" (以誠心服務社會, 以愛心培育人才). As an educational service provider, we believe we are entrusted to nurture the future of our society, and we therefore seek to provide our educational services in a manner consistent with the values and attitudes in which we believe. Our schools have received various awards in Guangdong province and in China, such as "Outstanding Private School in Dongguan" awarded by Dongguan Private Education Association in 2014, "Top 100 Education and Research Institution for Primary and Secondary Education in China" awarded by National Association of Primary and Secondary Education in 2013 and "Featured School for Traditional Sports in Guangdong (track and field)" awarded by the Sports Bureau and Department of Education of Guangdong Province in 2013.

We believe that we have a reputation for providing quality private education and that our brand name is well-known in and beyond the regions where our schools are located. For each of the 2013/2014 and 2014/2015 school years, at least 94.8% of our high school graduates were admitted to universities in China and for the 2013/2014 and 2014/2015 school years, approximately 18.4% and 21.4% of our high school graduates were admitted to First Class Universities in China, respectively. In addition, we provide international programmes for our high school students. Graduates from our international programmes were admitted to reputable universities and colleges overseas. We offer a wide-range of school-based elective courses, including courses for sports, art, music and Chinese culture, in order to facilitate the well-rounded development of our students.

We experienced stable growth during the Track Record Period in terms of student enrolment, teachers employed, revenue and net profit. From the year ended 31 August 2013 to the year ended 31 August 2015, our total revenue increased at a CAGR of approximately 21.1% and our net profit increased at a CAGR of approximately 27.0%, respectively. The table below sets forth certain information with respect to our growth during the Track Record Period.

|                    | As of 1 September |        |        |        |  |  |
|--------------------|-------------------|--------|--------|--------|--|--|
|                    | 2012              | 2013   | 2014   | 2015   |  |  |
| Student enrolment  | 13,947            | 19,354 | 22,837 | 27,644 |  |  |
| Number of teachers | 808               | 1,162  | 1,359  | 1,666  |  |  |

### SELECTED HISTORICAL COMBINED FINANCIAL INFORMATION

The selected financial information set forth below is derived from the Accountants' Report set out in Appendix I to this document and should be read in conjunction with the Accountants' Report set out in Appendix I to this document, the operating data included elsewhere in this document and "— Management's Discussion and Analysis of Financial Condition and Results of Operations" below.

The following table presents a summary of our combined statements of profit and loss and other comprehensive income for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2015 and 2016:

### Combined Statements of Profit and Loss and Other Comprehensive Income

|                                    | Year ended 31 August           |                                |                | Nine months ended 31 May       |                    |  |
|------------------------------------|--------------------------------|--------------------------------|----------------|--------------------------------|--------------------|--|
|                                    | <b>2013</b> ( <i>RMB</i> '000) | <b>2014</b> ( <i>RMB</i> '000) | 2015 (RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | 2016<br>(RMB'000)  |  |
|                                    | ,                              |                                |                | (Unaudited)                    |                    |  |
| Revenue                            | 320,051                        | 450,913                        | 568,715        | 435,688                        | 540,579            |  |
| Cost of revenue                    | (170,021)                      | (239,717)                      | (289,194)      | (223,211)                      | (286,841)          |  |
| Gross profit                       | 150,030                        | 211,196                        | 279,521        | 212,477                        | 253,738            |  |
| Other income                       | 5,891                          | 7,007                          | 6,858          | 4,985                          | 4,540              |  |
| Other gains and losses             | 4,858                          | 176                            | (1,260)        | (1,226)                        | (6,879)            |  |
| Selling expenses                   | (4,409)                        | (6,289)                        | (7,513)        | (5,767)                        | (9,972)            |  |
| Administrative expenses            | (48,097)                       | (72,150)                       | (76,114)       | (56,885)                       | (75,448)           |  |
| [REDACTED] expenses Finance income | 47,510                         | 46,316                         | 117,600        | 86,423                         | (18,113)<br>61,556 |  |
| Finance costs                      | (47,875)                       | (73,987)                       | (106,750)      | (81,819)                       | (64,201)           |  |
| Tinanec costs                      | (47,873)                       | (73,967)                       | (100,730)      | (01,019)                       | (04,201)           |  |
| Profit before taxation             | 107,908                        | 112,269                        | 212,342        | 158,188                        | 145,221            |  |
| Taxation                           | (18,868)                       | (21,360)                       | (30,045)       | (22,317)                       | (26,295)           |  |
| Profit and total comprehensive     |                                |                                |                |                                |                    |  |
| income for the year/period         | 89,040                         | 90,909                         | 182,297        | 135,871                        | 118,926            |  |
| Attributable to:                   |                                |                                |                |                                |                    |  |
| Owners of the Company              | 89,046                         | 90,917                         | 182,305        | 135,875                        | 118,930            |  |
| Non-controlling interests          | (6)                            | (8)                            | (8)            | (4)                            | (4)                |  |
|                                    |                                |                                |                |                                |                    |  |
|                                    | 89,040                         | 90,909                         | 182,297        | 135,871                        | 118,926            |  |
|                                    |                                |                                |                |                                |                    |  |

The following table presents a summary of our combined statements of financial position as of 31 August 2013, 2014 and 2015 and 31 May 2016:

### **Combined Statements of Financial Position**

|   |   | Our G   | •   | A   |
|---|---|---|---|---|
|   | 2013<br>(RMB'000)   | At 31 August 2014 (RMB'000)   | <b>2015</b> ( <i>RMB</i> '000)  | At 31 May<br>2016<br>(RMB'000)  |
| NON-CURRENT ASSETS Property, plant and equipment Prepaid lease payments Investment properties Amounts due from related parties Deposits Deferred tax assets Prepayments for construction to a related company | 610,310<br>206,113<br>16,900<br>97,312<br>76,447<br>651               | 925,194<br>218,308<br>17,500<br>1,074,930<br>90,271<br>666                | 1,006,912<br>213,055<br>18,100<br>99,220<br>95,380<br>677                 | 1,193,190<br>209,276<br>18,300<br>-<br>18,753<br>797<br>240,000           |
|   | 1,007,733   | 2,326,869   | 1,433,344   | 1,680,316   |
| CURRENT ASSETS Inventories – goods for sale Deposits, prepayments and other receivables Amounts due from related parties Prepaid lease payments Bank balances and cash  | 1,110<br>18,645<br>725,363<br>4,962<br>33,908<br>783,988              | 1,591<br>51,952<br>287,537<br>5,253<br>13,071<br>359,404                  | 1,978<br>25,761<br>1,486,418<br>5,253<br>12,229<br>1,531,639              | 5,361<br>27,825<br>1,271,381<br>5,323<br>128,491<br>1,438,381             |
| CURRENT LIABILITIES Deferred revenue Trade payables Other payables and accrued expenses Amounts due to related parties Income tax payable Borrowings  | 178,290<br>8,355<br>171,344<br>346,597<br>19,404<br>15,000<br>738,990 | 224,817<br>14,362<br>286,552<br>336,908<br>38,583<br>141,362<br>1,042,584 | 285,146<br>25,185<br>203,971<br>432,838<br>61,210<br>537,849<br>1,546,199 | 211.930<br>42,477<br>173,807<br>908,649<br>81,410<br>198,549<br>1,616,822 |
| NET CURRENT ASSETS (LIABILITIES)  | 44,998  | (683,180)   | (14,560)  | (178,441)   |
| TOTAL ASSETS LESS CURRENT LIABILITIES   | 1,052,731   | 1,643,689   | 1,418,784   | 1,501,875   |
| CAPITAL AND RESERVES Combined share capital/paid-in capital Reserves  | 83,400<br>446,537   | 83,400<br>427,232   | 83,400<br>592,076   | 83,400<br>711,938   |
| Equity attributable to owners of the Company<br>Non-controlling interests   | <u>529,937</u> (209)  | $\frac{510,632}{(217)}$   | $\frac{675,476}{(225)}$   | 795,338   |
| Non-controlling interests   | 529,728   | 510,415   | 675,251   | 795,338   |
| NON-CURRENT LIABILITIES Borrowings Deferred tax liabilities   | 520,000<br>3,003<br>523,003   | 1,128,638<br>4,636<br>1,133,274   | 737,651<br>5,882<br>743,533   | 698,151<br>8,386<br>706,537   |
|   |   |   |   |   |
|   | 1,052,731   | 1,643,689   | 1,418,784   | 1,501,875   |

The following table sets forth a summary of our combined statements of cash flows for the years ended 31 August 2013, 2014 and 2015, and the nine months ended 31 May 2016:

### **Combined Statements of Cash Flow**

|                                       | Year      | ended 31 Aug | zust      | Nine months ended 31 May |
|---------------------------------------|-----------|--------------|-----------|--------------------------|
|                                       | 2013      | 2014         | 2015      | 2016                     |
|                                       | (RMB'000) | (RMB'000)    | (RMB'000) | (RMB'000)                |
| Net cash from operating activities    | 165,634   | 241,100      | 319,148   | 182,329                  |
| Net cash used in investing activities | (244,692) | (909,972)    | (308,769) | (60,195)                 |
| Net cash from (used in) financing     |           |              |           |                          |
| activities                            | 68,186    | 648,035      | (11,221)  | (5,872)                  |
| (Decrease) Increase in Cash and       |           |              |           |                          |
| Cash Equivalents                      | (10,872)  | (20,837)     | (842)     | 116,262                  |
| Cash and cash equivalents at          |           |              |           |                          |
| beginning of the year/period          | 44,780    | 33,908       | 13,071    | 12,229                   |
| Cash and cash equivalents at the end  |           |              |           |                          |
| of the year/period                    | 33,908    | 13,071       | 12,229    | 128,491                  |

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

You should read the following discussion and analysis in conjunction with the Accountants' Report set out in Appendix I to this document and the operating data included elsewhere in this document.

### **BASIS OF PRESENTATION**

Due to regulatory restrictions on foreign ownership of our schools in China, we conduct a substantial portion of our business through our Consolidated Affiliated Entities. We do not hold any equity interests in our Consolidated Affiliated Entities. A wholly-owned subsidiary of our Company, Dongguan Ruixing, has entered into Contractual Arrangements with Guangdong Guangzheng and its equity holders, which became effective on 1 July 2016. As a result of the Contractual Arrangements, we effectively control our Consolidated Affiliated Entities and are able to receive substantially all of their economic interest returns. Consequently, we regard the Consolidated Affiliated Entities as indirect subsidiaries. We have combined the financial position and results of the Consolidated Affiliated Entities into our financial statements during the Track Record Period. Please refer to "Contractual Arrangements" of this document and the significant accounting policies set out in the Accountants' Report included in Appendix I to this document for further details.

### FACTORS AFFECTING OUR RESULTS OF OPERATIONS

Our results of operations have been, and are expected to continue to be, affected by a number of factors, which primarily include the following:

### **Demand for Private Education in China**

Our business has benefited from the increasing demand for private education in China. Demand for private education in China is a function of a number of factors, including the level of economic development and changes in demographics. The overall economic growth and the increase in per capita disposable income have increased the level of per capita expenditure of urban households on education services in China, which increased at a CAGR of 7.1% from 2012 to 2015, according to the Frost & Sullivan Report. In addition, demand for private education has increased along with the growth in urban population in China. According to the Frost & Sullivan Report, the total number of students enrolled in the PRC private primary and secondary schools increased from 12.8 million in 2012 to 14.7 million in 2015, representing a CAGR of approximately 4.7%. From the year ended 31 August 2013 to the year ended 31 August 2015, our total revenue increased at a CAGR of approximately 21.1%. China's family planning policy was further relaxed in October 2015, and the related laws and regulations are expected to be further amended accordingly to allow almost all families to have two children, which may lead to a faster growth rate in urban populations in China, according to the Frost & Sullivan Report. Therefore, we anticipate the demand for high quality private education in China to continue to increase.

We are strategically expanding our school network to capitalise on the increasing demand for private education in China. As of the Latest Practicable Date, we had established schools in three of the five major economic zones, namely, the Pearl River Delta economic zone, the Northeast Three Provinces economic zone and the Bohai Economic Rim economic zone. As one of our development strategies, we intend to continue to strengthen our leading position in the Pearl River Delta economic zone with a focus on Guangdong province and intend to expand into the West Delta economic zone. We have entered into cooperation agreements with the local government of Guang'an, Sichuan province and the local government of Yunfu, Guangdong province, respectively, to establish a new school in each of these cities. We also intend to engage in discussions with the local government authorities of various cities in Guangdong, Shandong and Sichuan provinces to explore the possibility of establishing a new school in each city. In addition, we entered into a memorandum of understanding with Dewey College with respect to the parties' potential cooperation on the development of a new school overseas. Please refer to "Business – Development of New Schools" of this document for further details.

### **Student Enrolment Levels**

Our revenue largely depends on the number of students enrolled in our schools, which affects the amount of tuition fees, boarding fees and fees from ancillary services we collect from our students. As of 1 September 2012, 2013, 2014 and 2015, the total number of students enrolled in our schools amounted to approximately 13,947, 19,354, 22,837 and 27,644, respectively, growing a CAGR of 18.7% from 2012 to 2015. Our student enrolment level depends on a number of factors, in particular, the reputation of our schools, which is mainly driven by the quality of education we provide, our tuition levels and our capacity. The quality of education we provide is mainly reflected by the placement of our graduates, the well-rounded development of our students, the curriculum offered at our schools and our school facilities. We believe our proven track record in these aspects will continue to help us attract students who seek premium private education. Moreover, the quality of our teachers is also a major factor that has in the past played, and will continue to play, an important role in the success of our schools. Accordingly, we provide competitive compensation to attract and retain high quality teachers, maintain continuous training programmes and enforce stringent teacher evaluation systems to maintain and improve our teachers' performances, which we believe will have a positive impact on student enrolment levels at our schools.

### **Tuition and Boarding Fees**

Our results of operations are affected by the level of tuition and boarding fees we charge. We charged tuition and boarding fees ranging between RMB14,200 and RMB21,200 per student for the 2012/2013 school year, between RMB14,200 and RMB21,200 per student for the 2013/2014 school year, between RMB13,000 and RMB25,200 per student for the 2014/2015 and between RMB13,000 and RMB25,200 for the 2015/2016 school years for our PRC curriculum programmes. For our international programmes, we charged tuition and boarding fees ranging between RMB36,200 and RMB92,600 per student for the 2012/2013, 2013/2014, 2014/2015 and 2015/2016 school years.

During the Track Record Period, the tuition and boarding fees we charge per school year increased from RMB21,000-RMB21,400 to RMB23,200 per middle school student and from RMB23,000-RMB23,100 to RMB25,200 per high school student for newly admitted students of Dongguan Guangming School, and the tuition and boarding fees we charge per school year increased from RMB15,000 to RMB16,000-RMB18,000 per primary school student, from RMB17,000 to RMB18,000-RMB19,400 per middle school student and from RMB17,600 to RMB20,400-RMB20,400 per high school student at Dongguan Guangzheng Preparatory School.

There are two school terms in each school year. We usually require students to pay tuition and boarding fees prior to the commencement of each school term. The tuition and boarding fees we charge are typically based on the demand for our educational programmes, the cost of our operations, the geographic markets where we operate our schools, the tuition fees charged by our competitors, our pricing strategy to gain market share and general economic conditions in China and the areas in which our schools are located. While we have successfully increased tuition and boarding rates at certain of our schools during the Track Record Period, there is no guarantee we will be able to continue to raise tuition and boarding fees. Please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – Our business depends on our ability to maintain or raise tuition and boarding fee levels we charge at our schools" of this document for further details. For those students who are unable to complete a school term, we have refund policies in place. We also offer partial tuition fee waiver to a certain percentage of our middle and high school students and discounted tuition fee rates to children of our teachers and staff who enrol in our schools. Please refer to "Business – Our Schools – Tuition and Boarding Fees" of this document for further details.

According to the Frost & Sullivan report, tuition rates at our schools are higher than those in the public school system in China. Historically, we have kept our tuition and boarding fees at levels we believe are competitive as compared to our competitors in order to attract more students and thereby, increase our student enrolment and market share. During the Track Record Period, even though we increased our tuition rates on several occasions for certain of our schools, we believe such increases did not adversely impact our reputation or affect our student enrolment.

### **Utilisation Rate of Our Facilities**

In addition to student enrolment and tuition and boarding fees, the utilisation rate of our school facilities may also affect our revenue, gross margin and growth capacity. We incur a substantial amount of fixed costs in relation to the operation of our business each year. If we are able to increase the utilisation rate of our facilities, especially the utilisation rate of our schools that were established relatively recently, we expect to improve our gross margin. As of 1 September 2012, 2013, 2014 and 2015, we had an overall facility utilisation rate of approximately 91.4%, 83.7%, 89.0% and 90.5%, respectively, based on an aggregate capacity of 15,252, 23,128, 25,719 and 30,552, respectively, for all of our schools. The table below sets forth the utilisation rate of each of our existing schools as of the dates indicated:

|   | School Utilisation Rate $(\%)^{(1)}$<br>as of 1 September<br>$2012^{(2)}$ $2013^{(3)}$ $2014^{(4)}$ |                     |                     |              |  |
|---|---|---------------------|---------------------|--------------|--|
| School  | $2012^{(2)}$  | 2013 <sup>(3)</sup> | 2014 <sup>(4)</sup> | $2015^{(5)}$ |  |
| Dongguan Guangming School<br>Dongguan Guangming Primary | 97.6  | 99.5                | 99.5                | 98.9         |  |
| School  | 76.6  | 89.9                | 93.3                | 98.3         |  |
| Dongguan Guangzheng Preparatory School                  | _   | 62.0                | 81.5                | 85.9         |  |
| Huizhou Guangzheng Preparatory School                   | _   | 27.1                | 61.7                | 72.2         |  |
| Panjin Guangzheng Preparatory<br>School                 |   |                     | 48.7                | 68.7         |  |
| Total   | 91.4  | 83.7                | 89.0                | 90.5         |  |

Notes:

- (1) School utilisation rate is calculated by dividing the number of students enrolled at a school by the capacity for students of the school. Capacity for students of a school is calculated based on the approximate number of beds available in student dormitories according to the internal records and calculations of the school. Please refer to "Business Our Schools Student Numbers" of this document for further details. Although we have calculated our schools' respective capacity based on the number of beds available, we believe the facilities at certain of our schools may accommodate additional beds without material capital expenditure (subject to the receipt of necessary approvals).
- (2) Represents the beginning of 2012/2013 school year.
- (3) Represents the beginning of 2013/2014 school year.
- (4) Represents the beginning of 2014/2015 school year.
- (5) Represents the beginning of 2015/2016 school year.

Utilisation rate of our schools that were established more recently is relatively lower because most students enrol from first grade, and student enrolment in our new schools will gradually increase as students progress into higher grades. It usually takes a few years for a new school to increase its utilisation rate to high levels, which is affected by various factors, including market condition, pricing and the reputation of our schools, as well as competition in the relevant market. Our results of operations are affected by the amount of time our new schools take to increase their utilisation rate to a relatively high level. We added two new schools to our school network as at 1 September 2013, namely, Dongguan Guangzheng Preparatory School, which was acquired in August 2013, and Huizhou Guangzheng Preparatory School, which commenced operations in September 2013. As a result, our overall utilisation rate decreased from 91.4% as of 1 September 2012 to 83.7% as of 1 September 2013. Our overall utilisation rate increased from 83.7% as of 1 September 2013 to 89.0% as of 1 September 2014 mainly due to increased student enrolment in Dongguan Guangzheng

Preparatory School and Panjin Guangzheng Preparatory School as they entered into the second school year operated by us. As part of our strategy, we intend to continue to expand our existing schools and establish new schools to increase our capacity. Please refer to "Business – Development of New Schools" of this document for further details.

### **Teachers' Salaries**

Our profitability also depends on our ability to effectively control our costs. A significant component of our cost of revenue is staff costs, which primarily consist of salaries and other benefits for our teachers. We offer competitive remuneration to our teachers in order to attract and retain high-quality teachers and maintain and improve the teaching quality of our schools. For the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, salaries and other benefits for our teachers represented 27.7%, 28.4%, 27.0%, and 27.1% of our revenue, and 52.2%, 53.5%, 53.1% and 51.2% of our cost of revenue, respectively. Our staff costs increased during the Track Record Period as a result of increased number of teachers employed by us, as well as an increase in compensation levels. We employed approximately 808, 1,162, 1,359 and 1,666 teachers for our schools as of 1 September 2012, 2013, 2014 and 2015, respectively. In March 2015, we increased teachers' salaries at Dongguan Guangming School and Dongguan Guangming Primary School, as part of our strategy to maintain and attract high-quality teachers. As we continue to expand our school network and increase the capacity of our existing schools, we will need to recruit more teachers. We may also need to increase teachers' salaries and other benefits from time to time to stay competitive in the labour market. As a result, our staff costs as a percentage of revenue may increase. If we are unable to effectively manage any such increase, our profitability and results of operations may be adversely affected. Please refer to "Risk Factors – Our business depends on our ability to recruit and retain qualified and committed teachers and other school personnel" of this document for further details.

### CRITICAL ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES

Our combined financial statements are prepared in accordance with the significant accounting policies set out in the Accountants' Report included in Appendix I to this document. We set forth below certain information with respect to those accounting policies which we believe are of critical importance to us or involve the most critical accounting estimates and judgments used in the preparation of our combined financial statements. Our estimates are based on our historical experience and other factors that we consider to be relevant and are reviewed on an on-going basis. However, our actual results may differ from these estimates. We have not changed our material assumptions or estimates in the past and have not noticed any material error regarding our assumptions or estimates. Our significant accounting policies and our accounting policies requiring critical accounting judgment or providing key sources of estimation uncertainty are set forth in note 3 and 4 of the Accountants' Report in Appendix I to this document.

### **Revenue Recognition**

We measure revenue at the fair value of the consideration we receive or is receivable by us. Our revenue is reduced for estimated returns, discounts, and sales related tax. Our revenue consists of tuition fees, boarding fees and revenue from ancillary services. Our tuition and boarding fees are generally paid in advance at the beginning of each school semester, and we initially record such these payments as deferred revenue. We then recognise tuition and boarding fees as revenue proportionately over the relevant period of the applicable programme. We typically refund 90% of the tuition fees paid if a student withdraws before the school semester starts, 70% if the student withdraws after the school term starts but before the end of the first calendar month of the school term, 50% if the student withdraws after the first calendar month and prior to the end of the second calendar month of the school term, and 30% if the student withdraws after the end of the school term. We do not offer refund of tuition fees paid if the student withdraws after the end of the third month of the school term.

Revenue from ancillary services is recognised when the goods are delivered and services are provided to the students and the students have made payments for the relevant services.

### Property, Plant and Equipment

Our property, plant and equipment, other than construction in progress, including our schools and administrative offices in use, are stated at cost less subsequent accumulated depreciation and subsequent accumulated impairment losses, if any. We recognise depreciation on property, plant and equipment in use using the straight-line method so as to write off the cost of items of property, plant and equipment to their estimated residual values over their estimated useful lives. We review the estimated useful lives, residual values and depreciation method at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis. Our estimates of useful lives are based on our experience of the actual useful lives of property, plant and equipment of similar nature and functions. We increase the depreciation charge where useful lives are estimated to be shorter than previously estimated.

We carry construction in progress at cost, less any recognised impairment loss. Construction in progress is classified to the appropriate categories of property, plant and equipment when completed and ready for intended use. Depreciation of these assets, on the same basis as other property, plant and equipment, commences when the assets are ready for their intended use.

We also assess our property, plant and equipment for impairment whenever events or changes in circumstances indicate that the carrying amount of an item of property, plant and equipment may not be recoverable and write-off or write-down obsolete assets that have been abandoned or impaired. We did not have material instances of impairment to plant, property and equipment due to obsolesce or otherwise during the Track Record Period.

As at 31 August 2013, 2014 and 2015 and 31 May 2016, the carrying amount of property, plant and equipment were RMB610.3 million, RMB925.2 million, RMB1,006.9 million and RMB1,193.2 million, respectively. Any change in our estimates with respect to the useful lives, residual values or value in use of our property, plant or equipment may have a material impact on our results of operations.

### **Accounting Judgments**

In the process of applying our accounting policies, our Directors have made the following critical judgments, apart from those involving estimations, which have the most significant effect on the amounts recognised in the combined financial statements and related notes:

### **Contractual Arrangements**

We conduct a substantial portion of our business through the Consolidated Affiliated Entities in China due to regulatory restrictions on foreign ownership in our schools in the PRC. Although we do not have any equity interest in the Consolidated Affiliated Entities, our Directors concluded that we have control over the Consolidated Affiliated Entities as a result of the Contractual Arrangements and other measures, as we have the power over the Consolidated Affiliated Entities, have rights to variable returns from our involvement with the Consolidated Affiliated Entities and have the ability to affect those returns through our power over the Consolidated Affiliated Entities. Accordingly, we have combined the financial information of our Consolidated Affiliated Entities during the Track Record Period in the combined financial statements.

### RESULTS OF OPERATIONS

The following table presents our summary combined statements of profit or loss and other comprehensive income for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2015 and 2016:

|   |           |                      |           | Nine mont                |           |
|---|-----------|----------------------|-----------|--------------------------|-----------|
|   |           | Year ended 31 August |           |                          | lay       |
|   | 2013      | 2014                 | 2015      | 2015                     | 2016      |
|   | (RMB'000) | (RMB'000)            | (RMB'000) | (RMB'000)<br>(Unaudited) | (RMB'000) |
| Revenue   | 320,051   | 450,913              | 568,715   | 435,688                  | 540,579   |
| Cost of revenue   | (170,021) | (239,717)            | (289,194) | (223,211)                | (286,841) |
| Gross profit  | 150,030   | 211,196              | 279,521   | 212,477                  | 253,738   |
| Other income  | 5,891     | 7,007                | 6,858     | 4,985                    | 4,540     |
| Other gains and losses                                    | 4,858     | 176                  | (1,260)   | (1,226)                  | (6,879)   |
| Selling expenses  | (4,409)   | (6,289)              | (7,513)   | (5,767)                  | (9,972)   |
| Administrative expenses                                   | (48,097)  | (72,150)             | (76,114)  | (56,885)                 | (75,448)  |
| [REDACTED] expenses                                       | _         | _                    | _         | _                        | (18,113)  |
| Finance income  | 47,510    | 46,316               | 117,600   | 86,423                   | 61,556    |
| Finance costs   | (47,875)  | (73,987)             | (106,750) | (81,819)                 | (64,201)  |
| Profit before taxation                                    | 107,908   | 112,269              | 212,342   | 158,188                  | 145,221   |
| Taxation  | (18,868)  | (21,360)             | (30,045)  | (22,317)                 | (26,295)  |
| Profit and total comprehensive income for the year/period | 89,040    | 90,909               | 182,297   | 135,871                  | 118,926   |
| Jour, period  | 57,010    |                      | 102,277   | 133,071                  | 110,720   |

### KEY COMPONENTS OF OUR RESULTS OF OPERATIONS

### Revenue

We derive revenue from tuition fees and boarding fees collected from our students and from ancillary services provided to our students. The table below sets forth the revenue generated from tuition fees, boarding fees and ancillary services, by amount and as a percentage of our total revenue, for the periods indicated:

|                         |           | Nine months ended 31 May |           |       |           |       |                          |       |           |       |
|-------------------------|-----------|--------------------------|-----------|-------|-----------|-------|--------------------------|-------|-----------|-------|
|                         | 2013      |                          | 2014      |       | 2015      |       | 2015                     |       | 2016      |       |
|                         | (RMB'000) | %                        | (RMB'000) | %     | (RMB'000) | %     | (RMB'000)<br>(Unaudited) | %     | (RMB'000) | %     |
| Davianua                |           |                          |           |       |           |       | (Chadaitea)              |       |           |       |
| Revenue<br>Tuition fees | 222,937   | 69.6%                    | 315,211   | 69.9% | 391.685   | 68.9% | 292,544                  | 67.1% | 368,154   | 68.1% |
| Boarding fees           | 26,140    | 8.2%                     | 36,439    | 8.1%  | 50,539    | 8.9%  | 37,824                   | 8.7%  | 45,386    | 8.4%  |
| Ancillary services      | 70,974    | 22.2%                    | 99,263    | 22.0% | 126,491   | 22.2% | 105,320                  | 24.2% | 127,039   | 23.5% |
| Total                   | 320,051   | 100%                     | 450,913   | 100%  | 568,715   | 100%  | 435,688                  | 100%  | 540,579   | 100%  |

The table below sets forth the revenue generated from each school for the periods indicated, by amount and as a percentage of our total revenue:

|   | 2013      |       | Year ended 31 August 2014 |       | 2015      |       | Nine months ended 31 May 2015 2016 |       |           |       |
|---|-----------|-------|---------------------------|-------|-----------|-------|------------------------------------|-------|-----------|-------|
|   | (RMB'000) | %     | (RMB'000)                 | %     | (RMB'000) | %     | (RMB'000)<br>(Unaudited)           | %     | (RMB'000) | %     |
| Revenue Dongguan Guangming School         |           |       |                           |       |           |       |                                    |       |           |       |
| Tuition fees                              | 170,735   | 53.3% | 181,521                   | 40.2% | 187,559   | 33.0% | 139,696                            | 32.0% | 147,295   | 27.3% |
| Boarding fees                             | 18,652    | 5.8%  | 19,202                    | 4.3%  | 22,078    | 3.9%  | 16,528                             | 3.8%  | 16,793    | 3.1%  |
| Ancillary services <sup>(1)</sup>         | 70,974    | 22.2% | 78,784                    | 17.5% | 89,889    | 15.8% | 74,059                             | 17.0% | 79,166    | 14.6% |
|   | 260,361   | 81.3% | 279,507                   | 62.0% | 299,526   | 52.7% | 230,283                            | 52.8% | 243,254   | 45.0% |
| Dongguan Guangming<br>Primary School      |           |       |                           |       |           |       |                                    |       |           |       |
| Tuition fees                              | 52,202    | 16.3% | 68,240                    | 15.1% | 83,607    | 14.7% | 62,801                             | 14.4% | 75,402    | 14.0% |
| Boarding fees                             | 7,488     | 2.4%  | 9,531                     | 2.1%  | 13,129    | 2.3%  | 9,827                              | 2.3%  | 11,375    | 2.1%  |
| Ancillary services <sup>(1)</sup>         |           |       |                           |       |           |       |                                    |       |           |       |
| Danasan Carasahana                        | 59,690    | 18.7% | 77,771                    | 17.2% | 96,736    | 17.0% | 72,628                             | 16.7% | 86,777    | 16.1% |
| Dongguan Guangzheng<br>Preparatory School |           | ~     | (2.104                    | 1400  | 07.422    | 15 10 | <b>52.01</b> 6                     | 16.00 | 104.555   | 10.46 |
| Tuition fees                              | -         | -%    | 63,194                    | 14.0% | 97,423    | 17.1% | 73,016                             | 16.8% | 104,575   | 19.4% |
| Boarding fees                             | _         | -%    | 7,515                     | 1.7%  | 12,534    | 2.2%  | 9,405                              | 2.2%  | 12,490    | 2.3%  |
| Ancillary services                        |           |       | 19,692                    | 4.4%  | 29,909    | 5.3%  | 25,901                             | 5.9%  | 34,053    | 6.3%  |
|   | _         | -%    | 90,401                    | 20.1% | 139,866   | 24.6% | 108,322                            | 24.9% | 151,118   | 28.0% |
| Huizhou Guangzheng<br>Preparatory School  |           |       |                           |       |           |       |                                    |       |           |       |
| Tuition fees                              | -         | -%    | 2,256                     | 0.5%  | 18,929    | 3.4%  | 14,039                             | 3.2%  | 31,191    | 5.8%  |
| Boarding fees                             | _         | -%    | 191                       | 0.0%  | 2,465     | 0.4%  | 1,824                              | 0.4%  | 3,978     | 0.7%  |
| Ancillary services                        |           |       | 787                       | 0.2%  | 5,903     | 1.0%  | 4,904                              | 1.1%  |           | 1.9%  |
| D 11 0                                    | -         | -%    | 3,234                     | 0.7%  | 27,297    | 4.8%  | 20,767                             | 4.7%  | 45,662    | 8.4%  |
| Panjin Guangzheng<br>Preparatory School   |           |       |                           |       |           |       |                                    |       |           |       |
| Tuition fees                              | -         | -%    | -                         | -%    | 4,167     | 0.7%  | 2,992                              | 0.7%  | 9,691     | 1.8%  |
| Boarding fees                             | -         | -%    | -                         | -%    | 333       | 0.1%  | 240                                | 0.1%  | 750       | 0.1%  |
| Ancillary services                        |           |       |                           |       | 790       | 0.1%  | 456                                | 0.1%  | 3,327     | 0.6%  |
|   |           | %     |                           | %     | 5,290     | 0.9%  | 3,688                              | 0.9%  | 13,768    | 2.5%  |
| Total                                     | 320,051   | 100%  | 450,913                   | 100%  | 568,715   | 100%  | 435,688                            | 100%  | 540,579   | 100%  |

Note:

<sup>(1)</sup> During the Track Record Period, ancillary services for Dongguan Guangming Primary School were provided through the facilities of Dongguan Guangming School and revenue from ancillary services for Dongguan Guangming Primary School was recognised as revenue from ancillary services attributable to Dongguan Guangming School.

Tuition fees consist of the amount we charge our students for the educational services provided, such as curriculum and teaching materials, at our schools. Boarding fees consist of the amount we charge our students for staying at our on-campus dormitories. Ancillary services mainly include services provided at our on-campus canteens and medical rooms.

### Cost of Revenue

Our cost of revenue primarily consists of (i) staff costs, which primarily consist of salaries and other benefits for our teachers, (ii) cost of goods sold for ancillary services, which primarily consist of cost of goods sold at our on-campus canteens, (iii) depreciation and amortisation on property, plant and equipment and land and buildings used by our schools, (iv) utilities and maintenance costs for our schools and (v) education expenses, which primarily consist of expenses related to educational activities, including teaching material expenses, scholarships and student activity expenses. The following table sets forth the components of our cost of revenue, by amount and as a percentage of revenue, for the periods indicated.

|                                       |                                |       |                                |           |                                |       | N                                | line mont | hs ended                       |       |
|---------------------------------------|--------------------------------|-------|--------------------------------|-----------|--------------------------------|-------|----------------------------------|-----------|--------------------------------|-------|
|                                       |                                |       | Year ended 3                   | 31 August | 31 May                         |       |                                  |           |                                |       |
|                                       | <b>2013</b> ( <i>RMB</i> '000) | %     | <b>2014</b> ( <i>RMB</i> '000) | %         | <b>2015</b> ( <i>RMB</i> '000) | %     | 2015<br>(RMB'000)<br>(Unaudited) | %         | <b>2016</b> ( <i>RMB</i> '000) | %     |
| Staff costs<br>Cost of goods sold for | 88,737                         | 27.7% | 128,260                        | 28.4%     | 153,633                        | 27.0% | 115,428                          | 26.5%     | 146,755                        | 27.1% |
| ancillary services Depreciation and   | 32,918                         | 10.3% | 47,432                         | 10.5%     | 57,549                         | 10.1% | 49,637                           | 11.4%     | 66,405                         | 12.3% |
| amortisation                          | 18,623                         | 5.8%  | 28,869                         | 6.4%      | 38,894                         | 6.8%  | 27,888                           | 6.4%      | 35,170                         | 6.5%  |
| Utilities and maintenance             | 15,911                         | 5.0%  | 21,776                         | 4.8%      | 22,775                         | 4.0%  | 20,101                           | 4.6%      | 20,803                         | 3.8%  |
| Education expenses                    | 13,832                         | 4.3%  | 13,380                         | 3.0%      | 16,343                         | 2.9%  | 10,157                           | 2.3%      | 17,708                         | 3.3%  |
| Total cost of revenue                 | 170,021                        | 53.1% | 239,717                        | 53.1%     | 289,194                        | 50.8% | 223,211                          | 51.2%     | 286,841                        | 53.0% |

### Sensitivity Analysis

The following table sets out a sensitivity analysis of: (i) the effect of the fluctuations of tuition fees during the Track Record Period, and (ii) the effect of the fluctuations of our staff costs during the Track Record Period, assuming no change of any other costs. The sensitivity analysis is hypothetical in nature and we assume that all other variables remained constant. The following sensitivity analysis is for illustrative purposes only, which indicates the likely impact on our profitability during the Track Record Period if the relevant variables increased or decreased to the extent illustrated. To illustrate the potential effect on our financial performance, the sensitivity analysis below shows the impact on our profit for the year/period with a 5% and 10% increase or decrease in tuition fees income and staff costs. While none of the hypothetical fluctuation ratios applied in the sensitivity analysis equals the historical fluctuations of the tuition fees and staff costs, we believe that the application of hypothetical fluctuations of 5% and 10% in the tuition fees income and staff costs presents a meaningful analysis of the potential impact of changes in the tuition fees and staff costs on our revenue and profitability.

|                                 |  |             |           | Nine mon  | ths ended |  |  |  |  |
|---------------------------------|--|-------------|-----------|-----------|-----------|--|--|--|--|
|                                 | Year                                     | ended 31 Au | 31 May    |           |           |  |  |  |  |
|                                 | 2013                                     | 2014        | 2015      | 2015      | 2016      |  |  |  |  |
|                                 | (RMB'000)                                | (RMB'000)   | (RMB'000) | (RMB'000) | (RMB'000) |  |  |  |  |
| Sensitivity analysis of tuition |  |             |           |           |           |  |  |  |  |
| fees                            |  |             |           |           |           |  |  |  |  |
| Tuition fee income              |  |             |           |           |           |  |  |  |  |
| (decrease)/increase             | Impact to our profit for the year/period |             |           |           |           |  |  |  |  |
| (10)%                           | (16,720)                                 | (23,641)    | (29,376)  | (21,941)  | (27,612)  |  |  |  |  |
| (5)%                            | (8,360)                                  | (11,820)    | (14,688)  | (10,970)  | (13,806)  |  |  |  |  |
| 5%                              | 8,360                                    | 11,820      | 14,688    | 10,970    | 13,806    |  |  |  |  |
| 10%                             | 16,720                                   | 23,641      | 29,376    | 21,941    | 27,612    |  |  |  |  |
| Sensitivity analysis of staff   |  |             |           |           |           |  |  |  |  |
| costs                           |  |             |           |           |           |  |  |  |  |
| Staff costs                     |  |             |           |           |           |  |  |  |  |
| (decrease)/increase             | Impact to our profit for the year/period |             |           |           |           |  |  |  |  |
| (10)%                           | 6,655                                    | 9,620       | 11,522    | 8,657     | 11,007    |  |  |  |  |
| (5)%                            | 3,328                                    | 4,810       | 5,761     | 4,329     | 5,503     |  |  |  |  |
| 5%                              | (3,328)                                  | (4,810)     | (5,761)   |           | (5,503)   |  |  |  |  |
| 10%                             | (6,655)                                  | (9,620)     | (11,522)  | (8,657)   | (11,007)  |  |  |  |  |

### Other Income

Investment and other income primarily consist of (i) rental income from investment properties, (ii) government grants, which primarily consists of discretionary subsidies we received from the PRC government authorities for organising school activities and outstanding academic performance of our schools, (iii) donations, (iv) staff quarter income, which consists of rental income from the staff quarters provided to our teachers and other staff and (v) other income, which primarily consists of rebates from suppliers.

### Other Gains and Losses

Other gains and losses primarily consist of (i) net losses recognised upon the disposal of property, plant and equipment, (ii) gains arising from change in fair value of investment properties, (iii) gains arising from bargain purchase from our acquisition of Dongguan Guangzheng Preparatory School, (iv) penalties and late surcharges, which consist of the late payment surcharge imposed by tax authorities and a penalty imposed by a government authority in Panjin on Panjin Guangzheng for violating the relevant PRC laws and regulations. Please refer to "– Taxation" below for further details, (v) losses recognised upon the disposal of Dongguan Guangzheng Pharmaceutical and Nantong Guangzheng Property and (vi) other gains and losses.

# **Selling Expenses**

Selling expenses primarily consist of (i) advertising expenses, which primarily comprise expenses for advertising our schools in newspapers and other media and public relations expenses, (ii) salaries for our marketing staff and (iii) other marketing expenses, which primarily comprise student recruitment bonuses, travelling expenses and miscellaneous expenses relating to student recruitment and the marketing of our schools. The table below summarises our selling expenses, by amount and as a percentage of revenue, for the periods indicated.

|                              |           |      |               |          |           |      | N                        |        | ths ended |      |  |
|------------------------------|-----------|------|---------------|----------|-----------|------|--------------------------|--------|-----------|------|--|
|                              |           |      | Year ended 31 | l August |           |      |                          | 31 May |           |      |  |
|                              | 2013      |      | 2014          |          | 2015      | 2015 |                          | 2015   |           | )    |  |
|                              | (RMB'000) | %    | (RMB'000)     | %        | (RMB'000) | %    | (RMB'000)<br>(Unaudited) | %      | (RMB'000) | %    |  |
| Advertising expenses         | 3,364     | 1.1% | 4,979         | 1.1%     | 6,274     | 1.1% | 4,928                    | 1.1%   | 6,800     | 1.3% |  |
| Salaries for marketing staff | 111       | 0.0% | 267           | 0.1%     | 176       | 0.0% | 156                      | 0.0%   | 181       | 0.0% |  |
| Other marketing expenses     | 934       | 0.3% | 1,043         | 0.2%     | 1,063     | 0.2% | 683                      | 0.2%   | 2,991     | 0.5% |  |
| Total selling expenses       | 4,409     | 1.4% | 6,289         | 1.4%     | 7,513     | 1.3% | 5,767                    | 1.3%   | 9,972     | 1.8% |  |

# **Administrative Expenses**

Administrative expenses primarily consist of (i) salaries and other benefits for general and administrative staff, (ii) rental expenses, (iii) depreciation of office buildings and equipment, (iv) office expenses, (v) travel expenses, (vi) entertainment expenses and (vii) other expenses, which mainly consist of environmental greening expenses, legal and professional fees and other miscellaneous administrative expenses. The table below summarises our administrative expenses, by amount and as a percentage of revenue, for the periods indicated.

|                                      |           |       | Year ended 3 | 1 August |           |       | N                        | Vine mon<br>31 N | ths ended<br>May |       |
|--------------------------------------|-----------|-------|--------------|----------|-----------|-------|--------------------------|------------------|------------------|-------|
|                                      | 2013      |       | 2014 2015    |          |           | 2015  |                          | 2016             |                  |       |
|                                      | (RMB'000) | %     | (RMB'000)    | %        | (RMB'000) | %     | (RMB'000)<br>(Unaudited) | %                | (RMB'000)        | %     |
| Salaries and other benefits          | 33,012    | 10.3% | 49,211       | 10.9%    | 50,119    | 8.8%  | 38,116                   | 8.7%             | 47,533           | 8.8%  |
| Rental expenses                      | 3,221     | 1.0%  | 6,903        | 1.5%     | 8,303     | 1.5%  | 5,933                    | 1.4%             | 10,930           | 2.0%  |
| Depreciation of office buildings and |           |       |              |          |           |       |                          |                  |                  |       |
| equipment                            | 2,723     | 0.8%  | 5,401        | 1.2%     | 7,396     | 1.3%  | 4,838                    | 1.1%             | 9,435            | 1.8%  |
| Office expenses                      | 3,174     | 1.0%  | 2,904        | 0.7%     | 2,817     | 0.5%  | 1,988                    | 0.5%             | 2,930            | 0.5%  |
| Travel expenses                      | 656       | 0.2%  | 1,065        | 0.2%     | 1,165     | 0.2%  | 749                      | 0.2%             | 848              | 0.2%  |
| Entertainment expenses               | 2,801     | 0.9%  | 869          | 0.2%     | 974       | 0.2%  | 701                      | 0.2%             | 893              | 0.2%  |
| Other expenses                       | 2,510     | 0.8%  | 5,797        | 1.3%     | 5,340     | 0.9%  | 4,560                    | 1.0%             | 2,879            | 0.5%  |
| Total administrative expenses        | 48,097    | 15.0% | 72,150       | 16.0%    | 76,114    | 13.4% | 56,885                   | 13.1%            | 75,448           | 14.0% |

# [REDACTED] Expenses

[REDACTED] expenses consists of expenses incurred in relation to [REDACTED]. We did not incur any [REDACTED] expenses for the years ended 31 August 2013, 2014 and 2015 and incurred [REDACTED] expenses of RMB18.1 million for the nine months ended 31 May 2016 in relation to the preparation for [REDACTED].

#### **Finance Income**

Finance income consists of (i) imputed interest income on advances to Cinese Group; (ii) imputed interest income on advances to other related parties; (iii) interest income from deposits paid to a local government to secure a school building project; and (iv) interest income from bank deposits. The table below sets forth the components of our finance income for the periods indicated.

|   | Year                           | ended 31 Augi     | Nine months ended<br>31 May |                                  |                   |
|---|--------------------------------|-------------------|-----------------------------|----------------------------------|-------------------|
|   | <b>2013</b> ( <i>RMB</i> '000) | 2014<br>(RMB'000) | 2015<br>(RMB'000)           | 2015<br>(RMB'000)<br>(Unaudited) | 2016<br>(RMB'000) |
| Imputed interest income on advances to Cinese Group <sup>(1)</sup> Imputed interest income on | 39,579                         | 34,923            | 101,074                     | 73,843                           | 61,412            |
| advances to other related parties <sup>(1)</sup> Interest income from deposits paid           | 4,869                          | 7,298             | 11,328                      | 8,496                            | -                 |
| for a school building project<br>Bank interest income   | 2,920<br>142                   | 3,824<br>271      | 5,109<br>89                 | 4,018                            | 144               |
|   | 47,510                         | 46,316            | 117,600                     | 86,243                           | 61,556            |

Note:

## **Finance Costs**

Finance costs consist of the interest expenses for our bank and other borrowings less interest capitalized in the cost of property, plant and equipment. The table below sets forth the components of our finance costs for the periods indicated.

|  | Year ended 31 August           |                   |                                | Nine months ended 31 May                  |                       |  |
|--|--------------------------------|-------------------|--------------------------------|---|-----------------------|--|
|  | <b>2013</b> ( <i>RMB</i> '000) | 2014<br>(RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | 2015<br>( <i>RMB</i> '000)<br>(Unaudited) | <b>2016</b> (RMB'000) |  |
| Interest expense on bank and other borrowings  – wholly repayable within |                                |                   |                                |   |                       |  |
| 5 years  – not wholly repayable within                                   | 51,194                         | 67,465            | 86,124                         | 63,597                                    | 55,617                |  |
| 5 years  | _                              | 11,574            | 23,752                         | 20,740                                    | 17,477                |  |
| Less: amounts capitalised in the cost of property, plant and equipment   | (3,319)                        | (5,052)           | (3,126)                        | (2,518)                                   | (8,893)               |  |
|  | 47,875                         | 73,987            | 106,750                        | 81,819                                    | 64,201                |  |

<sup>(1)</sup> The amount of the advances to Cinese Group and other related parties was measured at its fair value at initial recognition based on the best estimate of the expected repayments by Cinese Group and other related parties at the time of recognising the amount due from Cinese Group and other related parties. The differences between the amount due from Cinese Group and other related parties and the fair value at initial recognition were recognised in equity as deemed distribution to equity holders, and the amount due from Cinese Group and other related parties was then carried at amortised cost using the effective interest method. Subsequently, if we revise our estimate of the expected repayments by Cinese Group and other related parties, the carrying amount of such amount due from Cinese Group and other related parties will be adjusted to reflect the actual and revised estimated cash flow. The adjustments were also recognised in equity as deemed distribution to equity holders. Due to the nature of the imputed interest income as a hypothetical income under IFRS, it had no cash inflow during the Track Record Period. We expect to settle all amounts due to and from our related parties prior to [REDACTED]. Please refer to "-Imputed Interest Income and Related Interest Expenses" below for further details.

#### **Taxation**

Our income tax comprises current and deferred tax.

Our Company was incorporated in the Cayman Islands and is tax exempted under the tax laws of Cayman Islands as no business is carried out in Cayman Islands. Our wholly owned subsidiary, Bright Education BVI, was incorporated in the BVI and is tax exempted under the tax laws of BVI as no business is carried out in BVI.

Our wholly owned subsidiary in Hong Kong, Bright Education HK, is subject to profits tax under the tax laws of Hong Kong. However, no provision for Hong Kong profits tax has been made as our operations in Hong Kong had no assessable profit during the Track Record Period.

Our subsidiaries and Consolidated Affiliated Entities in the PRC are subject to EIT of 25%. We made provisions in respect of EIT during the Track Record Period in the amount of RMB88.2 million. In July and August 2016, our relevant PRC entities made re-filings with the relevant tax authorities with respect to EIT, business tax and VAT payable for the calendar years 2013, 2014 and 2015. As of the Latest Practicable Date, such PRC entities had already paid the tax based on the aforesaid re-filings, the amount of which is lower than the aforesaid provision, and had also paid the late payment surcharge in the total amount of RMB4.8 million to the relevant tax authorities. As at the Latest Practicable Date, save for the aforesaid late payment surcharge which had been fully paid, no administrative action, fine or penalty had been imposed by the relevant tax authorities with respect to the aforesaid matters, nor had we been required to pay any underpaid amounts. Subsequent to the aforesaid re-filings and payment, our PRC entities have also obtained written confirmation from the relevant tax authorities confirming that we have made tax payments and that they have not found incidents of material violation of the relevant tax laws and regulations. We expect that the effect of such payment will be reflected in our financial results for the year ending 31 August 2016.

During the Track Record Period, we did not enjoy any preferential tax treatment and were not involved in any material tax dispute with respect to our income tax.

Please refer to "Risk Factor – The tax provision we made may not be sufficient to cover the PRC taxes and/or penalties that the PRC tax authorities may require us to pay" of this document for further details about the risks and uncertainties associated with our underpayment of taxes.

## **Imputed Interest Income and Related Interest Expenses**

During the Track Record Period, we made advances to Cinese Group and other related parties. These advances were non-trade in nature and non-interest bearing. For each reporting period during the Track Record Period, we recognised imputed interest income on certain portion of such advances under IFRS. However, such imputed interest income is only a hypothetical income under IFRS and had no cash inflow during the Track Record Period. During the Track Record Period, we primarily funded these advances to Cinese Group and other related parties through interest-bearing bank borrowings and a substantial portion of our bank borrowings during the Track Record Period related to such advances. As a result, a substantial portion of our interest expenses on bank and other borrowings during the Track Record Period related to advances on which we recognised imputed interest income. We are settling the amounts due to and from related parties and expect to settle all amounts due to and from related parties, including our advances to Cinese Group and other related parties, prior to [REDACTED]. As a result, we do not expect to continue to recognise imputed interest income on advances to related parties following the [REDACTED]. Because we will no longer be funding such advances through bank borrowings, we also expect a corresponding reduction in interest expenses on bank borrowings following the [REDACTED].

The aggregate carrying amounts of our advances to Cinese Group and other related parties on which we recognised imputed interest income were RMB565.7 million, RMB1,165.4 million,

RMB1,163.0 million and RMB869.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our imputed interest income was RMB44.4 million, RMB42.2 million, RMB112.4 million and RMB61.4 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively.

Our bank and other borrowings were RMB535.0 million, RMB1,270.0 million, RMB1,275.5 million and RMB896.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Our interest expenses on bank and other borrowings were RMB51.2 million, RMB79.0 million, RMB109.9 million and RMB73.1 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively.

In addition, we had amounts due to related parties that are non-trade in nature, unsecured, non-interest bearing and repayable on demand, which amounted to RMB344.2 million, RMB333.3 million, RMB426.9 million and RMB886.6 million, respectively, as of 31 August 2013, 2014 and 2015 and 31 May 2016.

For further details about the imputed interest income on advances to Cinese Group and other related parties, please refer to "- Finance Income" above and "- Related Party Transactions and Balances" below. Save as disclosed above, our Directors confirm that there are no other material non-trade factors that would affect our financial statements during the Track Record Period.

#### PERIOD TO PERIOD COMPARISON OF RESULTS OF OPERATIONS

## Nine Months Ended 31 May 2016 Compared to Nine Months Ended 31 May 2015

#### Revenue

Our revenue increased by 24.1% from RMB435.7 million for the nine months ended 31 May 2015 to RMB540.6 million for the nine months ended 31 May 2016, primarily as a result of increased student enrolment, which resulted in an increase in tuition and boarding fees, as well as an increase in revenue from ancillary services. Student enrolment in our schools increased by 21.0% from 22,837 as of 1 September 2014 to 27,644 as of 1 September 2015, the beginning of the 2014/2015 and 2015/2016 school years, respectively, mainly due to an increase in the number of students enrolled in our Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School as they entered into the third school year operated by us.

Revenue from tuition fees increased by 25.8% from RMB292.5 million for the nine months ended 31 May 2015 to RMB368.2 million for the year ended 31 May 2016, primarily as a result of the increased student enrolment in our schools.

Revenue from boarding fees increased by 20.0% from RMB37.8 million for the nine months ended 31 May 2015 to RMB45.4 million for the nine months ended 31 May 2016, primarily attributable to increased student enrolment in our schools.

Revenue from ancillary services increased by 20.6% from RMB105.3 million for the nine months ended 31 May 2015 to RMB127.0 million for the nine months ended 31 May 2016, primarily as a result of the increased student enrolment in our schools.

## Cost of Revenue

Cost of revenue increased by 28.5% from RMB223.2 million for the nine months ended 31 May 2015 to RMB286.8 million for the nine months ended 31 May 2016. Cost of revenue increased primarily as a result of increased staff costs, which increased by 27.1% from RMB115.4 million for the nine months ended 31 May 2015 to RMB146.8 million for the nine months ended 31 May 2016, primarily because (i) the number of teachers we employed increased by 22.1% from 1,364 as of 1 September 2014 to 1,666 as of 1 September 2015 in order to accommodate increased student enrolment in our schools and (ii) we increased teachers' salaries at our Dongguan Guangming School and Dongguan Guangming Primary School in March 2015 as part of our strategy to continue to attract and retain high quality teachers.

Cost of goods sold for ancillary services increased by 33.8% from RMB49.6 million for the nine months ended 31 May 2015 to RMB66.4 million for the nine months ended 31 May 2016, primarily due to increased sales volumes at our on-campus canteens mainly as a result of increased student enrolment. Our costs of goods sold for ancillary services increased at a higher rate than the increase of our revenue from ancillary services primarily because we were not seeking to maintain our margins for our on-campus canteens in light of the not-for-profit principle. Please refer to "Business – Ancillary Services" for further details about the not-for-profit principle.

Depreciation and amortisation increased by 26.1% from RMB27.9 million for the nine months ended 31 May 2015 to RMB35.2 million for the nine months ended 31 May 2016, primarily due to the enhancement and expansion of our Huizhou Guangzheng Preparatory School and Dongguan Guangzheng Preparatory School.

Utilities and maintenance costs increased by 3.5% from RMB20.1 million for the nine months ended 31 May 2015 to RMB20.8 million for the nine months ended 31 May 2016. Our utilities and maintenance costs increased at a lower rate than our revenue because a substantial portion of our utilities and maintenance costs are fixed costs.

Education expenses increased by 74.3% from RMB10.2 million for the nine months ended 31 May 2015 to RMB17.7 million for the nine months ended 31 May 2016, primarily as a result of increased expenses on student scholarships as a result of increased student performances and increased expenses on teaching materials due to increased student enrolment in our schools.

## Gross Profit

Gross profit increased by 19.4% from RMB212.5 million for the nine months ended 31 May 2015 to RMB253.7 million for the nine months ended 31 May 2016. Our gross margin, which is gross profits stated as a percentage of revenue, decreased from 48.8% for the nine months ended 31 May 2015 to 46.9% for the nine months ended 31 May 2016.

## Other Income

Other income decreased by 8.9% from RMB5.0 million for the nine months ended 31 May 2015 to RMB4.5 million for the nine months ended 31 May 2016, primarily as a result of decreased staff quarter rental income mainly due to decreased rental charges for staff.

## Other Gains and Losses

Other gains and losses increased from a loss of RMB1.2 million for the nine months ended 31 May 2015 to a loss of RMB6.9 million for the nine months ended 31 May 2016, primarily as a result of penalties and late surcharges of RMB4.4 million comprising a late payment surcharge of RMB2.7 million imposed by tax authorities and a penalty of RMB1.7 million imposed by a government authority in Panjin on Panjin Guangzheng for violating the relevant PRC laws and regulations, and losses of RMB2.4 million recognised upon the disposals of Dongguan Guangzheng Pharmaceutical and Dongguan Guangzheng Property.

## Selling Expenses

Selling expenses increased by 72.9% from RMB5.8 million for the nine months ended 31 May 2015 to RMB10.0 million for the nine months ended 31 May 2016, primarily as a result of increased advertising expenses and student recruitment bonuses in relation to the promotion of our Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School, which were established relatively recently.

## Administrative Expenses

Our administrative expenses increased by 32.6% from RMB56.9 million for the nine months ended 31 May 2015 to RMB75.4 million for the nine months ended 31 May 2016, primarily as a result

of increased staff salaries and other benefits and increased depreciation of office buildings and equipment as a result of school expansion and renovation.

# [REDACTED] Expenses

We incurred [**REDACTED**] expenses of RMB18.1 million for the nine months ended 31 May 2016 in preparation for [**REDACTED**], while we did not incur any [**REDACTED**] expenses for the nine months ended 31 May 2015.

#### Finance Income

Finance income decreased by 28.8% from 86.4 million for the nine months ended 31 May 2015 to RMB61.6 million for the nine months ended 31 May 2016, primarily as a result of a decrease in the amount of imputed interest income on advances to Cinese Group and other related parties, which was mainly due to the repayment of advances by Cinese Group, the absence of imputed interest income on advances to other related parties and a decrease in interest income from deposits paid for a school building project as the project was cancelled and the deposits were repaid to the Group in September 2015.

#### Finance Costs

Finance costs decreased by 21.5% from RMB81.8 million for the nine months ended 31 May 2015 to RMB64.2 million for the nine months ended 31 May 2016, primarily as a result of a decrease in the level of our bank borrowings during the respective periods.

# Profit before Taxation

As a result of the foregoing, our profit before taxation decreased by 8.2% from RMB158.2 million for the nine months ended 31 May 2015 to RMB145.2 million for the nine months ended 31 May 2016. Our profit before taxation as a percentage of revenue was 36.3% for the nine months ended 31 May 2015 compared to 26.9% for the nine months ended 31 May 2016.

## **Taxation**

Our income tax expenses increased by 17.8% from RMB22.3 million for the nine months ended 31 May 2015 to RMB26.3 million for the nine months ended 31 May 2016, primarily attributable to an increase in our taxable income. Our effective income tax rate, being tax charged for the year divided by profits before taxation, was 14.1% for the nine months ended 31 May 2015 and 18.1% for the nine months ended 31 May 2016. Our effective income tax rate is higher for the nine months ended 31 May 2016 than the nine months ended 31 May 2015 primarily due to a decrease in imputed interest income, which is not subject to the EIT.

## Profit for the Period

As a result of the foregoing, our profit decreased by 12.5% from RMB135.9 million for the nine months ended 31 May 2015 to RMB118.9 million for the nine months ended 31 May 2016.

# Year Ended 31 August 2015 Compared to Year Ended 31 August 2014

#### Revenue

Our revenue increased by 26.1% from RMB450.9 million for the year ended 31 August 2014 to RMB568.7 million for the year ended 31 August 2015, primarily as a result of increased student enrolment, which resulted in an increase in tuition and boarding fees, as well as an increase in revenue from ancillary services. Student enrolment in our schools increased by 18.0% from 19,354

as of 1 September 2013 to 22,837 as of 1 September 2014, mainly due to an increase in the number of students enrolled in our Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School as they entered into the second school year operated by us.

Revenue from tuition fees increased by 24.3% from RMB315.2 million for the year ended 31 August 2014 to RMB391.7 million for the year ended 31 August 2015 mainly due to increased student enrolment. Revenue from tuition fees increased also as a result of increased tuition fees per student for newly admitted students.

Revenue from boarding fees increased by 38.7% from RMB36.4 million for the year ended 31 August 2014 to RMB50.5 million for the year ended 31 August 2015, attributable to increased student enrolment, as well as increased boarding fees per student at our Dongguan Guangming School, Dongguan Guangming Primary School and Dongguan Guangzheng Preparatory School for the 2014/2015 school year.

Revenue from ancillary services increased by 27.4% from RMB99.3 million for the year ended 31 August 2014 to RMB126.5 million for the year ended 31 August 2015, primarily due to increased student enrolment in our schools, particularly increased number of high school and middle school students who generally utilise higher levels of ancillary services.

## Cost of Revenue

Cost of revenue increased by 20.6% from RMB239.7 million for the year ended 31 August 2014 to RMB289.2 million for the year ended 31 August 2015. Cost of revenue increased primarily as a result of increased staff costs, which increased by 19.8% from RMB128.3 million for the year ended 31 August 2014 to RMB153.6 million for the year ended 31 August 2015, mainly because (i) we increased teachers' salaries at our Dongguan Guangming School and Dongguan Guangming Primary School in March 2015 as part of our strategy to continue to attract and retain high quality teachers, and (ii) the number of teachers we employed increased by 16.9% from 1,167 as of 1 September 2013 to 1,364 as of 1 September 2014, as a result of increased student enrolment in our schools.

Cost of goods sold for ancillary services increased by 21.3% from RMB47.4 million for the year ended 31 August 2014 to RMB57.5 million for the year ended 31 August 2015, primarily due increased sales volumes at our on-campus canteens, which was mainly as a result of increased student enrolment in our schools.

Depreciation and amortisation increased by 34.7% from RMB28.9 million for the year ended 31 August 2014 to RMB38.9 million for the year ended 31 August 2015, primarily due to (i) the first full financial year of depreciation on certain newly constructed school buildings and student dormitories for Dongguan Guangzheng Preparatory School and (ii) the first full financial year of depreciation on Panjin Guangzheng Preparatory School, which commenced operations in September 2014.

Utilities and maintenance costs increased by 4.6% from RMB21.8 million for the year ended 31 August 2014 to RMB22.8 million for the year ended 31 August 2015, mainly due to the further expansion of Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School as they entered into the second school year operated by us. The increase was partially offset by a decrease in utilities and maintenance costs in Dongguan Guangming School as a result of the school's cost saving measures.

Education expenses increased by 22.1% from RMB13.4 million for the year ended 31 August 2014 to RMB16.3 million for the year ended 31 August 2015, primarily as a result of increased education expenses in Dongguan Guangming School and Huizhou Guangzheng Preparatory School. The increase in Dongguan Guangming School was mainly due to an increased amount of scholarships granted to students, and the increase in Huizhou Guangzheng Preparatory School was primarily the result of an increased amount of educational activities as the school entered into the second school year since its establishment.

# Gross Profit

Gross profit increased by 32.4% from RMB211.2 million for the year ended 31 August 2014 to RMB279.5 million for the year ended 31 August 2015, primarily driven by our increased revenue. Our gross margin increased from 46.8% for the year ended 31 August 2014 to 49.1% for the year ended 31 August 2015.

## Other Income

Other income decreased by 2.1% from RMB7.0 million for the year ended 31 August 2014 to RMB6.9 million for the year ended 31 August 2015, primarily as a result of decreased miscellaneous other income and rental income from investment properties, which was partially offset by an increase in government grants.

#### Other Gains and Losses

Other gains and losses were a gain of RMB0.2 million for the year ended 31 August 2014 and a loss of RMB1.3 million for the year ended 31 August 2015. In the year ended 31 August 2015, we incurred late payment surcharge of RMB1.8 million imposed by tax authorities.

# Selling Expenses

Selling expenses increased by 19.5% from RMB6.3 million for the year ended 31 August 2014 to RMB7.5 million for the year ended 31 August 2015, primarily as a result of increased advertising expenses and student recruitment bonuses in relation to the promotion of our Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School, which were established relatively recently.

## Administrative Expenses

Our administrative expenses increased by 5.5% from RMB72.2 million for the year ended 31 August 2014 to RMB76.1 million for the year ended 31 August 2015. Administrative expenses grew at a slower rate than revenue primarily because the number of and compensation for administrative staff remained relatively stable while student enrolment increased as we entered into the second school year operating Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School.

#### Finance Income

Finance income increased by 153.9% from RMB46.3 million for the year ended 31 August 2014 to RMB117.6 million for the year ended 31 August 2015, primarily as a result of an increase in the amount of imputed interest income on advances to Cinese Group and other related parties, which was primarily as a result of an increase in the level of outstanding advances to Cinese Group and other related parties during the respective years.

# Finance Costs

Finance costs increased by 44.3% from RMB74.0 million for the year ended 31 August 2014 to RMB106.8 million for the year ended 31 August 2015, primarily as a result of the first full year effect of the interest expenses incurred on certain of our bank loans.

# Profit before Taxation

As a result of the foregoing, our profit before taxation increased by 89.1% from RMB112.3 million for the year ended 31 August 2014 to RMB212.3 million for the year ended 31 August 2015. Our profit before taxation as a percentage of revenue was 24.9% for the year ended 31 August 2014 compared to 37.3% for the year ended 31 August 2015.

## **Taxation**

Our income tax expenses increased by 40.7% from RMB21.4 million for the year ended 31 August 2014 to RMB30.0 million for the year ended 31 August 2015, primarily as a result of an increase in our taxable income. Our effective income tax rate, being tax charged for the year divided by profits before taxation, was 19.0% for the year ended 31 August 2014 and 14.1% for the year ended 31 August 2015. Our effective income tax rate is lower for the year ended 31 August 2015 than the year ended 31 August 2014 primarily due to an increase in imputed interest income, which is not subject to the EIT tax.

# Profit for the Period

As a result of the foregoing, our profit increased by 100.5% from RMB90.9 million for the year ended 31 August 2014 to RMB182.3 million for the year ended 31 August 2015.

# Year Ended 31 August 2014 Compared to Year Ended 31 August 2013

#### Revenue

Our revenue increased by 40.9% from RMB320.1 million for the year ended 31 August 2013 to RMB450.9 million for the year ended 31 August 2014, primarily as a result of increased student enrolment, which resulted in an increase in tuition and boarding fees as well as an increase in revenue from ancillary services. Student enrolment in our schools increased by 38.8% from 13,947 as of 1 September 2012 to 19,354 as of 1 September 2013, mainly due to our acquisition of Dongguan Guangzheng Preparatory School in August 2013 and increased student enrolment in our Dongguan Guangming Primary School.

Revenue from tuition fees increased by 41.4% from RMB222.9 million for the year ended 31 August 2013 to RMB315.2 million for the year ended 31 August 2014, revenue from boarding fees increased by 39.4% from RMB26.1 million for the year ended 31 August 2013 to RMB36.4 million for the year ended 31 August 2014 and revenue from ancillary services increased by 39.9% from RMB71.0 million for the year ended 31 August 2013 to RMB99.3 million for the year ended 31 August 2014. In addition to increased student enrolment in our schools, the increase in revenue from tuition and boarding fees were also as a result of increased tuition and boarding fees per newly admitted student.

# Cost of Revenue

Cost of revenue increased by 41.0% from RMB170.0 million for the year ended 31 August 2013 to RMB239.7 million for the year ended 31 August 2014. The increase in cost of revenue was primarily attributable to our acquisition of Dongguan Guangzheng Preparatory School in August 2013 and the commencement of operations of Huizhou Guangzheng Preparatory School in September 2013, which resulted in increases in the number of teachers we employed, the number of properties used by our schools and related operating costs.

Staff costs increased by 44.5% from RMB88.7 million for the year ended 31 August 2013 to RMB128.3 million for the year ended 31 August 2014, cost of goods sold for ancillary services increased by 44.1% from RMB32.9 million for the year ended 31 August 2013 to RMB47.4 million for the year ended 31 August 2014, depreciation and amortisation increased by 55.0% from RMB18.6 million for the year ended 31 August 2013 to RMB28.9 million for the year ended 31 August 2014 and utilities and maintenance costs increased by 36.9% from RMB15.9 million for the year ended 31 August 2013 to RMB21.8 million for the year ended 31 August 2014.

Education expenses decreased by 3.3% from RMB13.8 million for the year ended 31 August 2013 to 13.4 million for the year ended 31 August 2014, primarily attributable to decreases in Dongguan Guangming School and Dongguan Guangming Primary School, which was partially offset

by increases in Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School, as well as by an increase in Panjin Guangzheng Preparatory School as a result of its preparatory activities to commence operations in September 2014.

## Gross Profit

Gross profit increased by 40.8% from RMB150.0 million for the year ended 31 August 2013 to RMB211.2 million for the year ended 31 August 2014, primarily driven by our increased revenue. Our gross margin was 46.9% for the year ended 31 August 2013 and 46.8% for the year ended 31 August 2014.

#### Other Income

Other income increased by 18.9% from RMB5.9 million for the year ended 31 August 2013 to RMB7.0 million for the year ended 31 August 2014. The increase was primarily attributable to an increase in staff quarter income.

## Other Gains and Losses

Other gains and losses decreased by 96.4% from a gain of RMB4.9 million for the year ended 31 August 2013 to a gain of RMB0.2 million for the year ended 31 August 2014, primarily because we recognised a gain from the acquisition of Dongguan Guangzheng Preparatory School during the year ended 31 August 2013.

## Selling Expenses

Selling expenses increased by 42.6% from RMB4.4 million for the year ended 31 August 2013 to RMB6.3 million for the year ended 31 August 2014 mainly due to an increase in advertising expenses, primarily as a result of additional marketing efforts to promote our newly acquired Dongguan Guangzheng Preparatory School and our newly established Huizhou Guangzheng Preparatory School.

#### Administrative Expenses

Our administrative expenses increased by 50.0% from RMB48.1 million for the year ended 31 August 2013 to RMB72.2 million for the year ended 31 August 2014. Administrative expenses increased at a faster pace than revenue primarily due to the acquisition of our Dongguan Guangzheng Preparatory School in August 2013 and the commencement of operations of our Huizhou Guangzheng Preparatory School in September 2013, which resulted in increases in the number of administrative staff, the number of office buildings used by us and other ramp up costs for the first-year school operation.

#### Finance Income

Finance income decreased by 2.5% from RMB47.5 million for the year ended 31 August 2013 to RMB46.3 million for the year ended 31 August 2014, primarily as a result of a net decrease in imputed interest income on advances to Cinese Group and other related parties.

## Finance Costs

Finance costs increased by 54.5% from RMB47.9 million for the year ended 31 August 2013 to RMB74.0 million for the year ended 31 August 2014, primarily due to an increase in our level of bank borrowings during the respective years.

## Profit before Taxation

As a result of the foregoing, our profit before taxation increased by 4.0% from RMB107.9 million before taxation for the year ended 31 August 2013 to RMB112.3 million for the year ended

31 August 2014. Our profit before taxation as a percentage of revenue was 33.7% for the year ended 31 August 2013 and 24.9% for the year ended 31 August 2014.

#### **Taxation**

Our income tax expenses increased by 13.2% from RMB18.9 million for the year ended 31 August 2013 to RMB21.4 million for the year ended 31 August 2014. The increase was primarily attributable to an increase in our taxable income. Our effective income tax rate was 17.5% for the year ended 31 August 2013 and 19.0% for the year ended 31 August 2014. Our effective income tax rate is higher for the year ended 31 August 2014 than the year ended 31 August 2013 primarily as a result of a decrease in imputed interest income, which is not subject to the EIT tax.

# Profit for the Period

As a result of the foregoing, our profit increased by 2.1% from RMB89.0 million for the year ended 31 August 2013 to RMB90.9 million for the year ended 31 August 2014.

## **CURRENT ASSETS AND CURRENT LIABILITIES**

The following table sets forth details of our current assets and current liabilities as of the dates indicated:

|   | A<br>2013 | s of 31 Augu<br>2014 | ıst<br>2015 | As of 31 May 2016 | As of 30 June 2016       |
|---|-----------|----------------------|-------------|-------------------|--------------------------|
|   | (RMB'000) | (RMB'000)            |             | (RMB'000)         | (RMB'000)<br>(Unaudited) |
| CURRENT ASSETS<br>Inventories – goods for     |           |                      |             |                   |                          |
| sale Deposits, prepayments and                | 1,110     | 1,591                | 1,978       | 5,361             | 5,214                    |
| other receivables<br>Amounts due from related | 18,645    | 51,952               | 25,761      | 27,825            | 28,132                   |
| parties                                       | 725,363   | 287,537              | 1,486,418   | 1,271,381         | 921,872                  |
| Prepaid lease payments                        | 4,962     | 5,253                | 5,253       | 5,323             | 5,123                    |
| Bank balances and cash                        | 33,908    | 13,071               | 12,229      | 128,491           | 147,795                  |
| TOTAL CURRENT                                 |           |                      |             |                   |                          |
| ASSETS  | 783,988   | 359,404              | 1,531,639   | 1,438,381         | 1,108,136                |
| CURRENT LIABILITIES                           |           |                      |             |                   |                          |
| Deferred revenue                              | 178,290   | 224,817              | 285,146     | 211,930           | 165,761                  |
| Trade payables                                | 8,355     | 14,362               | 25,185      | 42,477            | 45,485                   |
| Other payables and                            |           |                      |             |                   |                          |
| accrued expenses Amounts due to related       | 171,344   | 286,552              | 203,971     | 173,807           | 178,092                  |
| parties                                       | 346,597   | 336,908              | 432,838     | 908,649           | 691,490                  |
| Income tax payable                            | 19,404    | 38,583               | 61,210      | 81,410            | 84,786                   |
| Borrowings                                    | 15,000    | 141,362              | 537,849     | 198,549           | 103,349                  |
| TOTAL CURRENT                                 |           |                      |             |                   |                          |
| LIABILITIES                                   | 738,990   | 1,042,584            | 1,546,199   | 1,616,822         | 1,268,963                |
| NET CURRENT ASSETS                            |           |                      |             |                   |                          |
| (LIABILITIES)                                 | 44,998    | (683,180)            | (14,560)    | (178,441)         | (160,827)                |

As of 30 June 2016, our net current liabilities decreased primarily as a result of decreased amounts due to related parties, decreased bank borrowings and decreased deferred revenue, which was mainly because an additional amount of deferred revenue was recognised as revenue as an additional amount of educational services were rendered as of 30 June 2016.

As of 31 August 2013, 2014 and 2015 and 31 May 2016, we recorded net current assets of RMB45.0 million, net current liabilities of RMB683.2 million, net current liabilities of RMB14.6 million and net current liabilities of RMB178.4 million, respectively.

We recorded net current liabilities as of 31 August 2014 and 2015 and 31 May 2016, primarily as a result of (i) amounts recognised as deferred revenue from tuition fees, boarding fees and ancillary services. There are two school terms each school year. Tuition fees and boarding fees are generally paid in advance prior to the beginning of each school term and are initially recorded as deferred revenue. We record payment of tuition fees and boarding fees initially as a liability under deferred revenue and recognise such amounts received as revenue proportionately over the relevant period of the applicable programme. Revenue from ancillary services is recognised when the goods or services, such as meals at our on-campus canteens are delivered to students. The amount of deferred revenue is typically less as of May 31 since a certain amount of educational services have been rendered with the corresponding deferred revenue being recognised as revenue; (ii) amounts due to related parties, which primarily consist of amounts due to Cinese Group that are non-trade in nature, non-interest bearing and repayable on demand. We expect to settle all amounts due to and from related parties prior to [REDACTED]. Please refer to "- Related Party Transactions and Balances" below for further details; (iii) other payables and accrued expenses, which primarily consist of accruals for construction in connection with the maintenance and improvement of our school facilities, and accrued staff benefits and payroll; and (iv) borrowings, which primarily consist of our short-term bank borrowings.

For risks associated with our net current liabilities position, please refer to "Risk Factors – Risks Relating to Our Business and Our Industry – We recorded net current liabilities as of 31 August 2014 and 2015, 31 May 2016 and 30 June 2016 and may record net current liabilities in the future" of this document for further details.

We expect to improve our net current liabilities position by (i) settling all amounts due to and from related parties prior to [REDACTED]; (ii) receiving funds generated from our business operations and (iii) receiving [REDACTED]. Taking into account of the funds generated from our business operations and our financial resources, including our unutilized banking facilities, our Directors are of the opinion that we have sufficient working capital to meet in full our financial obligations as they fall due for at least the next twelve months from the end of the reporting period and accordingly, the financial information have been prepared on a going concern basis.

# LIQUIDITY AND CAPITAL RESOURCES

Our primary uses of cash are to fund our working capital requirements, our purchase of property, plant and equipment and to repay loans and related interest expenses. To date, we have funded our operations principally with cash generated from our operations and bank loans and other borrowings. In the future, we believe that our liquidity requirements will be satisfied with a combination of cash flows generated from our operating activities, bank loans and other borrowings, [REDACTED] from time to time. Any significant decrease in student enrolment, our tuition fees, boarding fees and revenue from ancillary services, or a significant decrease in the availability of bank loans or other financing may adversely impact our liquidity. As of 31 August 2013, 2014 and 2015 and 31 May 2016, we had cash and cash equivalents of RMB33.9 million, RMB13.1 million, RMB12.2 million and RMB128.5 million, respectively.

#### Cash Flow

The following table sets forth a summary of our cash flows for the periods indicated.

|                             |           |             |           | Nine months ended |           |  |  |
|-----------------------------|-----------|-------------|-----------|-------------------|-----------|--|--|
|                             | Year      | ended 31 Au | ıgust     | 31 May            |           |  |  |
|                             | 2013      | 2014        | 2015      | 2015              | 2016      |  |  |
|                             | (RMB'000) | (RMB'000)   | (RMB'000) | (RMB'000)         | (RMB'000) |  |  |
|                             |           |             |           | (Unaudited)       |           |  |  |
| Net cash from operating     |           |             |           |                   |           |  |  |
| activities                  | 165,634   | 241,100     | 319,148   | 160,401           | 182,329   |  |  |
| Net cash used in investing  |           |             |           |                   |           |  |  |
| activities                  | (244,692) | (909,972)   | (308,769) | (238,721)         | (60,195)  |  |  |
| Net cash from (used in)     |           |             |           |                   |           |  |  |
| financing activities        | 68,186    | 648,035     | (11,221)  | 80,579            | (5,872)   |  |  |
| (Decrease) increase in cash |           |             |           |                   |           |  |  |
| and cash equivalents        | (10,872)  | (20,837)    | (842)     | 2,259             | 116,262   |  |  |
| Cash and cash equivalents   |           |             | , , ,     |                   |           |  |  |
| at beginning of the         |           |             |           |                   |           |  |  |
| year/period                 | 44,780    | 33,908      | 13,071    | 13,071            | 12,229    |  |  |
| Cash and cash equivalents   | ,         | ,           | ,         | ,                 | ,         |  |  |
| at the end of the           |           |             |           |                   |           |  |  |
| year/period                 | 33,908    | 13,071      | 12,229    | 15,330            | 128,491   |  |  |
| J r                         | 20,000    | -2,0,1      | ,>        | -0,000            | 3, . , .  |  |  |

# Cash Flow from Operating Activities

We generate cash from operating activities primarily from tuition fees, boarding fees and ancillary services.

Our net cash from operating activities was RMB182.3 million for the nine months ended 31 May 2016, primarily consisting of RMB212.8 million of cash generated from operating activities before working capital adjustments, negative working capital adjustments of RMB26.8 million and cash outflows of RMB3.7 million attributable to income tax paid. Working capital adjustments primarily consist of a decrease in deferred revenue of RMB73.2 million primarily attributable to the deferred revenue being recognised as revenue over the period, which was partially offset by an increase in trade payables of RMB17.3 million.

Our net cash from operating activities was RMB319.1 million for the year ended 31 August 2015, consisting of cash generated from operating activities of RMB247.3 million before working capital adjustments, working capital adjustments of RMB78.0 million and cash outflows of RMB6.2 million attributable to income tax paid. Working capital adjustments primarily consist of an increase in deferred revenue of RMB60.3 million primarily due to increased student enrolment in our schools and an increase in trade payables of RMB10.8 million.

Our net cash from operating activities was RMB241.1 million for the year ended 31 August 2014, consisting of cash generated from operating activities of RMB173.7 million before working capital adjustments, working capital adjustments of RMB68.0 million and cash outflows of RMB0.6 million attributable to income tax paid. Working capital adjustments primarily consist of an increase in deferred revenue of RMB46.5 million primarily due to increased student enrolment in our schools and an increase in other payables and accruals of RMB19.3 million.

Our net cash from operating activities was RMB165.6 million for the year ended 31 August 2013, consisting of cash generated from operating activities of RMB124.7 million before working capital adjustments and working capital adjustments of RMB40.9 million. Working capital adjustments primarily consist of an increase in deferred revenue of RMB20.1 million mainly due to

increased student enrolment in our schools and an increase in other payables and accrued expenses of RMB11.8 million mainly due to an increase in accruals for construction resulting from the construction of our Huizhou Guangzheng Preparatory School.

## Cash Flows used in Investing Activities

Our expenditures for investing activities were primarily for advances to and repayments from Cinese Group other related parties.

Our net cash used in investing activities was RMB60.2 million for the nine months ended 31 May 2016, primarily attributable to advances to related parties of RMB980.2 million and RMB136.3 million used to purchase property, plant and equipment for the enhancement of our schools, which were partially offset by repayments from related parties of RMB554.1 million and repayments from Cinese Group of RMB428.8 million.

Our net cash used in investing activities was RMB308.8 million for the year ended 31 August 2015, primarily attributable to advances to related parties of RMB786.7 million, RMB193.6 million used to purchase property, plant and equipment for the enhancement of our school facilities and advances to Cinese Group of RMB100.0 million, which were partially offset by repayments from related parties of RMB664.0 million and repayments from Cinese Group of RMB94.5 million.

Our net cash used in investing activities was RMB910.0 million for the year ended 31 August 2014, primarily attributable to RMB1,190.0 million advances to Cinese Group, RMB428.0 million advances to related parties and RMB231.6 million used to purchase property, plant and equipment for our Panjin Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Dongguan Guangzheng Preparatory School, which was partially offset by repayments from related parties of RMB555.2 million and repayments from Cinese Group of RMB455.0 million.

Our net cash used in investing activities was RMB244.7 million for the year ended 31 August 2013, primarily attributable to RMB282.5 million of advances to related parties, RMB141.2 million used to acquire Dongguan Guangzheng Preparatory School and RMB82.2 million used to purchase property, plant and equipment primarily for the construction of our Huizhou Guangzheng Preparatory School, which was partially offset by repayments from related parties of RMB144.5 million and repayments from Cinese Group of RMB120.0 million.

## Cash Flows (used in) from Financing Activities

Our cash flows relating to financing activities primarily relate to advances from related parties, repayments to related parties and repayment of bank borrowings.

Our net cash used in financing activities was RMB5.9 million for the nine months ended 31 May 2016, attributable RMB428.8 million used in repayment of bank borrowings, RMB186.3 million used in repayments to related parties, RMB80.7 million of interest paid on bank loans and RMB7.1 million in [REDACTED] expenses paid, which were partially offset by RMB647.0 million in advances from related parties and RMB50.0 million in proceeds from bank borrowings.

Our net cash used in financing activities was RMB11.2 million for the year ended 31 August 2015, attributable to RMB110.3 million of interest paid on bank loans, RMB102.7 million in repayments to related parties and RMB94.5 million in repayment of bank borrowings, which were partially offset by RMB196.3 million in advances from related parties and RMB100.0 million in proceeds from bank borrowings.

Our net cash from financing activities was RMB648.0 million for the year ended 31 August 2014, attributable to RMB1,190.0 million in proceeds from bank borrowings and RMB59.1 million in advances from related parties, which were partially offset by RMB455.0 million in repayment of bank borrowings, RMB76.1 million of interest paid on bank loans and RMB70.0 million in repayments to related parties.

Our net cash from financing activities was RMB68.2 million for the year ended 31 August 2013, attributable to RMB267.6 million in advances from related parties and RMB70.0 million in proceeds from bank borrowings, which were partially offset by RMB120.0 million in repayment of bank borrowings, RMB96.2 million in repayments to related parties and RMB53.2 million of interest paid on bank loans.

# **Working Capital**

We intend to continue to finance our working capital with cash generated from our operating activities. We will closely monitor the level of our working capital, particularly in view of our strategy to continue to expand our school network.

Our future working capital requirements will depend on a number of factors, including, but not limited to, our operating income, the size of our school network, the cost of constructing new school premises, maintaining and upgrading existing school premises, purchasing additional educational facilities and equipment for our schools and hiring additional teachers and other educational staff. Our Directors are of the view that our available cash balance, the anticipated cash flow from operations, bank loans and other borrowings and [REDACTED] will be sufficient to meet our present and anticipated cash requirements for the next 12 months from the date of this document. Based on the review of financial documents and other due diligence documents, discussion with the Directors and the Directors' confirmation, the Sole Sponsor has no reason to believe that the Company cannot meet the working capital requirement for the 12 months period from the date of this document.

## **CAPITAL EXPENDITURES**

Our capital expenditures during the Track Record Period primarily related to the acquisition of Dongguan Guangzheng Preparatory School, the purchase of land use rights for Huizhou Guangzheng Preparatory School and the construction of school premises for Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School. Our capital expenditures for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016 were RMB226.9 million, RMB262.6 million, RMB210.6 million and RMB158.5 million, respectively. The following table sets forth our additions of property, plant and equipment and leasehold levels, respectively, for the periods indicated.

|           |                     |   | Nine mon  | iths ended  |  |
|-----------|---------------------|---|---|---|--|
| Year      | ended 31 A          | ugust   | 31 May  |   |  |
| 2013 2014 |                     | 2015  | 2015  | 2016  |  |
| 3'000)    | (RMB'000)           | (RMB'000)   | (RMB'000)   | (RMB'000)   |  |
|           |                     |   | (Unaudited)   |   |  |
|           |                     |   |   |   |  |
| 32,165    | 231,558             | 193,628   | 135,067   | 136,308   |  |
| 3,500     | 5,000               | _   | _   | 19,216  |  |
|           |                     |   |   |   |  |
| 1,233     | 26,000              | 17,000  | 15,000  | 3,000   |  |
|           |                     |   |   |   |  |
| 26,898    | 262,558             | 210,628   | 150,067   | 158,524   |  |
| 1         | <b>2013</b> (8'000) | 2013 2014<br>3'000) (RMB'000)<br>32,165 231,558<br>3,500 5,000<br>41,233 26,000 | 3'000) (RMB'000) (RMB'000)<br>32,165 231,558 193,628<br>3,500 5,000 —<br>41,233 26,000 17,000 | Year ended 31 August 2013       2014 2015 2015         2000) (RMB'000) (RMB'000) (RMB'000) (Unaudited)         32,165 231,558 3,500 5,000 |  |

# CONTRACTUAL OBLIGATIONS, CAPITAL COMMITMENTS AND CONTINGENT LIABILITIES

# **Operating Leases**

During the Track Record Period, we, as tenant, leased certain office properties and staff apartments under operating leases. The table below sets forth our future minimum lease payments payable under non-cancellable operating leases as of the dates indicated:

|  |                                | At 31 Augus       | t                              | At<br>31 May          | At<br>30 June                    |
|--|--------------------------------|-------------------|--------------------------------|-----------------------|----------------------------------|
|  | <b>2013</b> ( <i>RMB</i> '000) | 2014<br>(RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | <b>2016</b> (RMB'000) | 2016<br>(RMB'000)<br>(Unaudited) |
| Within one year<br>In the second to fifth year | 2,616                          | 3,181             | 4,788                          | 4,589                 | 4,439                            |
| inclusive                                      | 9,157                          | 13,365            | 13,720                         | 13,958                | 14,209                           |
| Over five years                                | 40,504                         | 37,965            | 35,302                         | 34,543                | 34,288                           |
| Total  | 52,277                         | 54,511            | 53,810                         | 53,090                | 52,936                           |

# **Capital Commitments**

Our capital commitments primarily relate to the construction of new schools, the expansion and improvement of our existing schools. The following table sets forth a summary of our capital commitments as of the dates indicated:

|           |              |           | AS UI     | AS UI       |
|-----------|--------------|-----------|-----------|-------------|
| A         | s of 31 Augu | 31 May    | 30 June   |             |
| 2013      | 2014         | 2015      | 2016      | 2016        |
| (RMB'000) | (RMB'000)    | (RMB'000) | (RMB'000) | (RMB'000)   |
|           |              |           |           | (Unaudited) |

Ac of

Capital expenditure
contracted but not
provided in the
Financial Information in
respect of the
acquisition of
property, plant and
equipment

183,491 61,777 31,404 306,123 296,916

## **Contingent Liabilities**

As of 30 June 2016, except as otherwise disclosed in this document, we did not have any material contingent liabilities, guarantees or any litigations or claims of material importance, pending or threatened against any member of our Group. The Directors have confirmed that there has not been any material change in our contingent liabilities since 30 June 2016.

#### INDEBTEDNESS

Our indebtedness include bank and other borrowings, amounts due to related parties that are non-trade in nature and other payables.

# Bank and Other Borrowings

Our borrowings primarily consisted of short-term working capital loans and long-term borrowings primarily used to fund our business operations. Our borrowings as of 31 August 2013, 2014 and 2015, 31 May 2016 and 30 June 2016, being the latest practicable date for the purpose of indebtedness statement, were as follows:

|  | 2013              | as of 31 Augu<br>2014<br>(RMB'000) | 2015               | As of<br>31 May<br>2016<br>(RMB'000) | As of 30 June 2016 (RMB'000) (Unaudited) |
|--|-------------------|------------------------------------|--------------------|--------------------------------------|--|
| Borrowings Bank loans - Secured - Unsecured                                    | 535,000           | 1,070,000                          | 1,075,500          | 896,700                              | 801,500                                  |
|  | 535,000           | 1,070,000                          | 1,075,500          | 896,700                              | 801,500                                  |
| Trust financing arrangements with equity repurchase obligations                | _                 | 200,000                            | 200,000            | _                                    | _  |
| Total borrowings   | 535,000           | 1,270,000                          | 1,275,500          | 896,700                              | 801,500                                  |
| Carrying amounts repayable   |                   |                                    |                    |                                      |  |
| <ul><li>Within one year</li><li>One to two years</li></ul>                     | 15,000<br>475,000 | 141,362<br>297,849                 | 337,849<br>118,849 | 198,549<br>128,849                   | 182,549<br>112,849                       |
| <ul><li>Two to five years</li><li>More than five years</li></ul>               | 45,000            | 396,547<br>234,242                 | 345,547<br>273,255 | 296,047<br>273,255                   | 236,047<br>270,055                       |
|  | 535,000           | 1,070,000                          | 1,075,500          | 896,700                              | 801,500                                  |
| Trust financing arrangements with equity repurchase obligations <sup>(1)</sup> |                   |                                    |                    |                                      |  |
| <ul><li>Within one year</li><li>One to two years</li></ul>                     |                   | 200,000                            | 200,000            |                                      |  |
|  |                   | 200,000                            | 200,000            |                                      |  |
| Total borrowings   | 535,000           | 1,270,000                          | 1,275,500          | 896,700                              | 801,500                                  |
| The exposure of borrowings:  |                   |                                    |                    |                                      |  |
| <ul><li>Fixed rate</li><li>Variable rate</li></ul>                             | 535,000           | 390,000<br>880,000                 | 390,000<br>885,500 | 50,000<br>846,700                    | 50,000<br>751,500                        |
|  | 535,000           | 1,270,000                          | 1,275,500          | 896,700                              | 801,500                                  |

Note:

<sup>(1)</sup> We entered into trust financing arrangements with a trust financing company in the form of transferring equity interest and issuing new shares of Panjin Guangzheng to the trust financing company with repurchase obligation at a fixed amount in a future date. Please refer to "History and Development – Our Consolidated Affiliated Entities" for further details of the trust financing arrangements.

Our borrowings as of 31 August 2013, 2014 and 2015 and 31 May 2016 were all denominated in RMB. The table below sets for the effective interest rates for our borrowings as at the dates indicated:

|  | As      | at 31 August |         | months<br>ended<br>31 May |
|--|---------|--------------|---------|---------------------------|
|  | 2013    | 2014         | 2015    | 2016                      |
|  | (%)     | (%)          | (%)     | (%)                       |
| Effective interest rate for variable-  |         |              |         |                           |
| rate bank loans                        | 6.4-7.6 | 6.4-8.4      | 5.9-8.6 | 4.9-7.9                   |
| Effective interest rate for fixed-rate |         |              |         |                           |
| bank loans                             | N/A     | 7.3          | 7.3     | 4.6                       |
| Effective interest rate for fix-rate   |         |              |         |                           |
| trust financing arrangements           | N/A     | 12.0         | 12.0    | N/A                       |

As of 30 June 2016, we had unutilised banking facilities of RMB85.0 million.

During the Track Record Period, certain of our related parties provided guarantees and mortgages for the loans we borrowed. We expect that all guarantees and mortgages provided by our related parties will be released upon [REDACTED].

Our bank loan agreements contain certain covenants that, among other things, require the borrower to ensure that its debt to equity ratio does not exceed certain percentage, and/or to obtain prior written consent from the debtor prior to incurring material additional debt, reducing registered capital and engaging in certain transactions such as mergers and acquisitions, investments, share transfers, change in controlling shareholders or beneficial owners and material asset and securities sales.

Our Directors confirm that as at the Latest Practicable Date, except as otherwise disclosed in this document, there was no material covenant on any of our outstanding debt and there was no breach of any covenants during the Track Record Period and up to the Latest Practicable Date. Our Directors further confirm that we did not experience any difficulty in obtaining bank loans and other borrowings and we did not have any material default in payment of trade and non-trade payables, bank loans and other borrowings or breach of covenants during the Track Record Period and up to the Latest Practicable Date.

## **Amounts due to Related Parties**

During the Track Record Period, we incurred indebtedness from amounts due to related parties that are non-trade in nature, unsecured, non-interest bearing and repayable on demand. We expect to settle all amounts due to and from related parties prior to [**REDACTED**]. Our amounts due to related parties that are non-trade in nature as of 31 August 2013, 2014 and 2015, 31 May 2016 and 30 June 2016, being the latest practicable date for the purpose of indebtedness statement, were as follows:

|  | Relationship                                  | As<br>2013<br>(RMB'000) ( | of 31 Augu<br>2014<br>RMB'000) ( | 2015      | As of 31 May 2016 RMB'000) | As of<br>30 June<br>2016<br>(RMB'000)<br>(Unaudited) |
|--|---|---------------------------|----------------------------------|-----------|----------------------------|--|
| Mr. Liu  | Controlling<br>Equity Holders                 | (91,496)                  | (102,727)                        | (119,725) | (219,969)                  | (192,006)  |
| Ms. Li   | and director<br>Controlling<br>Equity Holders | (7,521)                   | (7,521)                          | (10,317)  | (15,264)                   | (18,226)   |
| Cinese Group   | and director<br>Controlled by                 | (173,468)                 | (147,625)                        | (145,307) | (147,391)                  | (25,725)   |
| 東莞富盈酒店有限公司 (Dongguan<br>Cinese Hotel Co. Ltd.)   | Mr. SP Liu<br>Controlled by<br>Mr. Liu        | (5,930)                   | (300)                            | (313)     | (388)                      | (319)  |
| ("Dongguan Cinese Hotel")<br>東莞富盛實業投資有限公司<br>(Dongguan Fusheng Industrial<br>Investment Co. Ltd.)  | Controlled by<br>Mr. Liu                      | (200)                     | (200)                            | (200)     | (200)                      | (200)  |
| ("Dongguan Fusheng")<br>東莞萬盛房地產開發有限公司<br>(Dongguan Wansheng Real<br>Estate Development Co. Ltd.)<br>("Dongguan Wansheng Real<br>Estate") | Controlled by<br>Mr. Liu                      | (59,468)                  | (68,852)                         | (143,897) | (127,282)                  | (65,380)   |
| 東莞市興大教育投資有限公司<br>Dongguan Xingda Education   | Controlled by<br>Ms. Li                       | (4,395)                   | (4,395)                          | (4,385)   | (4,385)                    | (4,385)  |
| Investment Co. Ltd<br>東莞市合興教育投資有限公司<br>Dongguan Hexing Education   | Controlled by<br>Ms. Li                       | (598)                     | (598)                            | (598)     | (598)                      | (598)  |
| Investment Co. Ltd<br>東莞市富勤實業投資有限公司<br>Dongguan Fuqin Industrial   | Controlled by<br>Ms. Li                       | (1,095)                   | (1,095)                          | (1,095)   | (1,095)                    | (1,095)  |
| Investment Co. Ltd<br>Dongguan Cinese Real Estate  | Controlled by<br>Mr. Liu                      | _                         |                                  | (1,031)   | (370,000)                  | (370,000)  |
|  |   | (344,171)                 | (333,313)                        | (426,868) | (886,572)                  | (677,934)  |

# Other Payables

Our indebtedness also include consideration payable for the acquisition of Dongguan Guangzheng Preparatory School and payables for the land use right acquired for the use of Dongguan Guangzheng Preparatory School. We acquired our Dongguan Guangzheng Preparatory School in August 2013 for a total consideration of RMB250.0 million. As at 31 August 2013, 2014 and 2015, 31 May 2016 and 30 June 2016, being the latest practicable date for the purpose of indebtedness statement, consideration payable for the acquisition of Dongguan Guangzheng Preparatory School amounted to RMB50.0 million, RMB24.0 million, RMB7.0 million, RMB4.0 million and RMB4.0 million, respectively. As at 31 August 2014 and 2015, 31 May 2016 and 30 June 2016, being the latest practicable date for the purpose of indebtedness statement, our payables for the land use right acquired for the use of Dongguan Guangzheng Preparatory School amounted to RMB12.4 million, RMB12.4 million, RMB12.4 million, respectively.

# **Contingent Liability**

On 19 March 2015, an individual who is an Independent Third Party, initiated court proceedings in relation to the advances he made on behalf of Dongguan Guangzheng Preparatory School during its establishment for a total amount of RMB5.0 million and the related interests thereof. As of the Latest Practicable Date, the outcome of this legal proceeding had yet to be finalised.

Except as disclosed above, as of 30 June 2016, being the latest practicable date for determining our indebtedness, we did not have any loan capital issued and outstanding or agreed to be issued, bank overdrafts, loans or other similar indebtedness, liabilities under acceptances or acceptable credits, debentures, mortgages, charges, hire purchases commitments, guarantees or other material contingent liabilities.

## [REDACTED] EXPENSES

We expect to incur a total of approximately RMB37.7 million of [REDACTED] expenses (assuming an [REDACTED] of [REDACTED], being the mid-point of the indicative [REDACTED] range between [REDACTED] and [REDACTED], and assuming that the [REDACTED] is not exercised at all) in relation to [REDACTED], of which approximately RMB18.1 million were charged to profit and loss and approximately RMB6.0 million was capitalised during the Track Record Period. For the remaining expenses, we expect to charge approximately RMB10.2 million to our profit or loss and to capitalise approximately RMB3.4 million. [REDACTED] expenses represent professional fees and other fees incurred in connection with the [REDACTED], excluding [REDACTED]. The [REDACTED] expenses above were the best estimate as at the Latest Practicable Date and were for reference only and the actual amount may differ from this estimate.

#### **KEY FINANCIAL RATIOS**

The following table sets forth certain financial ratios as of the respective dates:

|   | As of/for th<br>2013 | ne year ended 2014 | 31 August<br>2015 | As of/for the<br>nine months<br>ended 31 May<br>2016 |
|---|----------------------|--------------------|-------------------|--|
| Net profit margin <sup>(1)</sup><br>Return on assets <sup>(2)</sup> | 27.8%                | 20.2%              | 32.1%             | 22.0%  |
| Return on assets <sup>(2)</sup>                                     | 5.0%                 | 3.4%               | 6.1%              | 5.1%   |
| Return on equity <sup>(3)</sup>                                     | 16.8%                | 17.8%              | 27.0%             | 19.9%  |
| Current ratio <sup>(4)</sup>  | 1.06                 | 0.34               | 0.99              | 0.89   |
| Debt to equity ratio <sup>(5)</sup>                                 | 0.95                 | 2.46               | 1.87              | 0.97   |
| Debt to equity ratio <sup>(5)</sup> Gearing ratio <sup>(6)</sup>    | 1.01                 | 2.49               | 1.89              | 1.13   |
| Interest coverage ratio <sup>(7)</sup>                              | 2.26                 | 1.89               | 1.89              | 2.30   |

Notes:

- (1) Net profit margin equals our net profit after tax divided by revenue for the year/period.
- (2) Return on assets equals net profit for the year/period divided by average total assets as of the end of the year/period. Return on assets for the nine months ended 31 May 2016 was calculated using the profit for the nine months ended 31 May 2016 adjusted on an annual basis.
- (3) Return on equity equals net profit for the year/period divided by average total equity amounts as of the end of the year/period. Return on equity for the nine months ended 31 May 2016 was calculated using the profit for the nine months ended 31 May 2016 adjusted on an annual basis.
- (4) Current ratio equals our current assets divided by current liabilities as of the end of the year/period.
- (5) Debt to equity ratio equals total interest-bearing bank loans and other borrowings net of cash and cash equivalents at the end of the year/period divided by total equity at the end of the year/period.
- (6) Gearing ratio equals total debt divided by total equity as of the end of the year/period. Total debt includes all interest-bearing bank loans and other borrowings.
- (7) Interest coverage ratio equals profit before interest and tax of one year/period divided by finance cost of the same year/period.

## **Analysis of Key Financial Ratios**

# Net Profit Margin

Our net profit margin decreased from 27.8% for the year ended 31 August 2013 to 20.2% for the year ended 31 August 2014, primarily due to expenses associated with the first school year ramp up period for Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School, both of which commenced operations in September 2013. Our net profit margin increased to 32.1% for the year ended 31 August 2015, primarily because student enrolment in our schools increased mainly because our Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School entered into the second school year operated by us. Net profit margin decreased to 22.0% for the nine months ended 31 May 2016, mainly because of the [REDACTED] expenses incurred of RMB18.1 million and increased administrative expenses.

# Return on Assets and Return on Equity

Our return on assets ratio decreased from 5.0% for the year ended 31 August 2013 to 3.4% for the year ended 31 August 2014 and increased to 6.1% for the year ended 31 August 2015, mainly due to the first school year ramp up period for Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School, both of which commenced operations in September 2013. Our return on assets ratio decreased to 5.1% for the nine months ended 31 May 2016 from 6.1% for the year ended 31 August 2015, mainly due to increased investment in and the ramp up period of our relatively recently established schools.

Our return on equity ratio remained relatively stable at 16.8% for the year ended 31 August 2013 and 17.8% for the year ended 31 August 2014. Return on equity ratio increased to 27.0% for the year ended 31 August 2015, primarily because student enrolment in our schools increased. Our return on equity ratio decreased to 19.9% for the nine months ended 31 May 2016 primarily due to the [REDACTED] expenses incurred.

#### Current Ratio

Our current ratio decreased from 1.06 as of 31 August 2013 to 0.34 as of 31 August 2014, primarily as a result of an increase in amounts due to related parties and a decrease in amounts due from related parties. Our current ratio increased to 0.99 as of 31 August 2015, primarily due to an increase in amounts due from related parties.

Our current ratio, decreased to 0.89 as of 31 May 2016, primarily due to a decrease in amounts due from related parties and an increase in amounts due to related parties.

## Debt to Equity Ratio and Gearing Ratio

Our debt to equity ratio increased from 0.95 as of 31 August 2013 to 2.46 as of 31 August 2014, and our gearing ratio increased from 1.01 as of 31 August 2013 to 2.49 for the year ended 31 August 2014, mainly because of an increase in our bank borrowings at year end. Our debt to equity ratio and gearing ratio decreased to 1.87 and 1.89 as of 31 August 2015, respectively, mainly because of increased total equity at year end.

Our debt to equity ratio and gearing ratio decreased to 0.97 and 1.13 as of 31 May 2016, respectively, primarily due to decreased bank borrowings at period end.

# Interest Coverage Ratio

Our interest coverage ratio decreased from 2.26 for the year ended 31 August 2013 to 1.89 for the year ended 31 August 2014, primarily due to increased finance costs. Our interest coverage ratio remained stable at 1.89 for the year ended 31 August 2015. Our interest coverage ratio increased to 2.30 for the nine months ended 31 May 2016, mainly because of decreased finance costs.

# RELATED PARTY TRANSACTIONS AND BALANCES

# Related Party Transactions and Balances that are Trade in Nature

# Related Party Transactions

During the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, we entered into the following transactions with related parties:

| Related party                  | Relationship  | Nature of transactions      | 2013   | ended 31 A<br>2014<br>(RMB'000) | 2015   | Nine mont<br>31 May<br>2015<br>(RMB'000)<br>(Unaudited) | 31 May<br>2016 |
|--------------------------------|---|-----------------------------|--------|---------------------------------|--------|---|----------------|
| Dongguan Yingwei               | Controlled by<br>Mr. SP Liu                             | Purchase of goods           | 10,303 | 10,943                          | 11,957 | 10,250  | 11,307         |
| Dongguan Changying             | Controlled by<br>Mr. SP Liu                             | Purchase of goods           | -      | 2,622                           | 3,754  | 3,431   | 5,086          |
| Dongguan Yingfa                | Controlled by<br>a close family<br>member of Mr.<br>Liu | Purchase of goods           | 655    | 1,656                           | 2,987  | 2,559   | 3,105          |
| Dongguan Cinese Hotel          | Controlled by Mr. Liu                                   | Hospitality expenses        | 24     | 45                              | 364    | 72  | 250            |
| Dongguan Wenfeng               | Controlled by<br>a close family<br>member of Mr.<br>Liu | Construction expenses       | -      | 504                             | 5,158  | -   | 47,320         |
| Dongguan Cinese Real<br>Estate | Controlled by<br>Mr. Liu                                | Construction expenses       | _      | _                               | _      | -   | 130,000        |
| Mr. Liu                        | Controlling equity holder and director                  | Acquisition of a subsidiary | -      | -                               | -      | -   | 10             |
| Mr. Liu Jiefeng (劉杰鋒)          | Close family<br>member of<br>Mr. Liu                    | Disposal of subsidiaries    | -      | -                               | -      | -   | 720            |
| Mr. SP Liu                     | Father of Mr.<br>Liu                                    | Disposal of a subsidiary    |        |                                 |        | _   | 80             |

During the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, the Group entered into the following construction contracts with related parties, which are controlled by Mr. Liu and/or their close family members:

| Dongguan Wenfeng            | Controlled by a<br>close family<br>member of Mr.<br>Liu | Contract amounts entered | - | 5,351 | 29,937 | 29,937 | 51,774  |
|-----------------------------|---|--------------------------|---|-------|--------|--------|---------|
| Dongguan Cinese Real Estate | Controlled by Mr.<br>Liu                                | Contract amounts entered | - | -     | -      | -      | 590,000 |

We expect to discontinue the aforesaid related party transactions in relation to the purchase of goods and hospitality expenses prior to [REDACTED], while the aforesaid disposal of subsidiaries had been completed as of the Latest Practicable Date. During the nine months ended 31 May 2016, we entered into construction agreements with Dongguan Cinese Real Estate, a company controlled by Mr. Liu with respect to the construction of Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School. Please see "Connected Transactions" section for further details of the proposed construction arrangement with Dongguan Cinese Real Estate after [REDACTED].

Our Directors believe that each of the related party transactions set out above and in note 37 to the Accountant's Report in Appendix I to this document was conducted in the ordinary course of business on an arm's length basis. Our Directors are also of the view that our related party transactions during the Track Record Period would not distort our track record results or make our historical results not reflective of our future performance.

# Related Party Balances

As of 31 August 2013, 2014 and 2015 and 31 May 2016, we did not incur amounts due from related parties that are trade in nature and our amounts due to related parties that are trade in nature were RMB2.4 million, RMB3.6 million, RMB6.0 million and RMB22.1 million, respectively. The table below sets forth a summary of the amounts due to our related parties that are trade in nature, by amount and as a percentage of the total amounts due to our related parties that are trade in nature, as of the dates indicated.

|                                      | As of 31 August |       |           |       |           |       | As of 31 May |       |  |
|--------------------------------------|-----------------|-------|-----------|-------|-----------|-------|--------------|-------|--|
|                                      | 2013            |       | 2014      |       | 2015      |       | 2016         |       |  |
|                                      | (RMB'000)       | %     | (RMB'000) | %     | (RMB'000) | %     | (RMB'000)    | %     |  |
| Amounts due to Dongguan Yingwei      | 594             | 24.5% | 1,229     | 34.2% | 2,449     | 41.0% | 5,320        | 24.1% |  |
| Amounts due to Dongguan Changying    | 157             | 6.5%  | 382       | 10.6% | 1,272     | 21.3% | 4,042        | 18.3% |  |
| Amounts due to Dongguan Yingfa       | 79              | 3.2%  | 388       | 10.8% | 653       | 11.0% | 1,412        | 6.4%  |  |
| Amounts due to Dongguan Wenfeng      | 1,596           | 65.8% | 1,596     | 44.4% | 1,596     | 26.7% | 11,303       | 51.2% |  |
| Total amounts due to related parties | 2,426           | 100%  | 3,595     | 100%  | 5,970     | 100%  | 22,077       | 100%  |  |

Amounts due to the abovesaid related parties are trade in nature, unsecured, non-interest bearing and repayable on demand. As of 31 August 2013, 2014 and 2015 and 31 May 2016, amounts due to the abovesaid related parties were aged within 180 days based on invoice date.

# Related Party Balances that are Non-Trade in Nature

# Amounts Due From Related Parties

As of 31 August 2013, 2014 and 2015 and 31 May 2016, amounts due from our related parties that are non-trade in nature were RMB822.7 million, RMB1,362.5 million, RMB1,585.6 million and RMB1,271.4 million, respectively. The table below sets forth a summary of the amounts due from our related parties as of the dates indicated.

|                                     |   |                   |                                  |                     | At             | Maximum amount outstanding during Nine months end |                                 |           |                |                |
|-------------------------------------|---|-------------------|----------------------------------|---------------------|----------------|---|---------------------------------|-----------|----------------|----------------|
|                                     | Relationship                            | 2013              | At 31 Augus<br>2014<br>(RMB'000) | 2015                | 31 May<br>2016 | Year<br>2013<br>(RMB'000)                         | ended 31 A<br>2014<br>(RMB'000) | 2015      | 31 May<br>2015 | 31 May<br>2016 |
| Mr. Liu                             | Controlling Equity Holders and director | 31,046            | 120,424                          | 149,877             | 235,222        | 31,046  | 120,424                         | 214,735   | 214,735        | 235,222        |
| Ms. Li                              | Controlling Equity Holders and director | 84,968            | 77,811                           | 54,221              | 44,234         | 84,968  | 84,968                          | 77,811    | 77,811         | 54,221         |
| Cinese Group – borrowings           | Controlled by<br>Mr. SP Liu             | 468,380           | 1,014,409                        | 1,163,021           | 869,691        | 468,380   | 1,014,409                       | 1,163,201 | 1,137,791      | 1,163,201      |
| Cinese Group                        | Controlled by<br>Mr. SP Liu             | 46,465            | 148,721                          | 216,416             | 120,665        | 46,465  | 148,721                         | 216,416   | 148,721        | 216,416        |
| Dongguan Wansheng Real Estate       | Controlled by<br>Mr. Liu                | 2,000             | -                                | -                   | -              | 2,000   | 2,000                           | -         | -              | -              |
| Dongguan Fusheng                    | Controlled by Mr. Liu                   | 266               | 266                              | 266                 | 266            | 266   | 266                             | 266       | 266            | 266            |
| Dongguan Cinese Real Estate         | Controlled by Mr. Liu                   | 189,545           | -                                | -                   | -              | 181,545   | 181,545                         | -         | -              | -              |
| Dongguan Cinese Hotel               | Controlled by<br>Mr. Liu                | 5                 | 836                              | 1,837               | 1,303          | 5   | 836                             | 1,837     | 836            | 1,837          |
|                                     |   | 822,675           | 1,362,467                        | 1,585,638           | 1,271,381      |   |                                 |           |                |                |
| Analysed for reporting purposes as: |   |                   |                                  |                     |                |   |                                 |           |                |                |
| Current assets Non-current assets   |   | 725,363<br>97,312 | 287,537<br>1,074,930             | 1,486,418<br>99,220 | 1,271,381      |   |                                 |           |                |                |
|                                     |   | 822,675           | 1,362,467                        | 1,585,638           | 1,271,381      |   |                                 |           |                |                |

Amounts due from Cinese Group (borrowings) represented advances provided by our Group to Cinese Group with carrying amount of RMB468.4 million, RMB1,014.4 million, RMB1,163.0 million and RMB869.7 million as of 31 August 2013, 2014 and 2015 and 31 May 2016, respectively. Such advances were unsecured, non-interest bearing and repayable in two years. The nominal value of the advances as of 31 August 2013, 2014 and 2015 and 31 May 2016 were RMB470.0 million, RMB1,165.0 million, RMB1,230.0 million and RMB875.0 million, respectively.

Amounts due from Mr. Liu and Ms. Li, both of whom are Directors of our Group, include advances provided by our Group to Mr. Liu and Ms. Li with carrying amount of RMB97.3 million and RMB151.0 million as of 31 August 2013 and 2014, respectively. Such advances were unsecured, non-interest bearing and the management expected the advances would be repayable over one year. The nominal value of the advances as of 31 August 2013 and 2014 was RMB104.6 million and RMB162.4 million, respectively.

During the Track Record Period, we recognised imputed interest income on the aforesaid advances to Cinese Group and Mr. Liu and Ms. Li under IFRS. The imputed interest income recognised on advances to Cinese Group was RMB39.6 million, RMB34.9 million and RMB101.1 million and RMB61.4 million for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016, respectively. The imputed interest income recognised on advances to Mr. Liu and Ms. Li was RMB4.9 million and RMB7.3 million and RMB11.3 million as of 31 August 2013, 2014 and 2015, respectively. Such imputed interest income is only a hypothetical income under IFRS and had no cash inflow during the Track Record Period. We are settling the amounts due to and from related parties and expect to settle all amounts due to and from related parties prior to [REDACTED]. Please refer to "– Finance Income" and "– Imputed Interest Income and Related Interest Expenses" above for further details.

The remaining amounts due from Cinese Group, Mr. Liu and Ms. Li and other related parties are also unsecured, non-interest bearing and repayable on demand.

## Amounts Due To Related Parties

As of 31 August 2013, 2014 and 2015 and 31 May 2016, amounts due to our related parties that are non-trade in nature were RMB344.2 million, RMB333.3 million, RMB426.9 million and RMB886.6 million, respectively. The table below sets forth a summary of the amounts due to our related parties as of the dates indicated.

|   |   |                                |                                   |                   | At                          |
|---|---|--------------------------------|-----------------------------------|-------------------|-----------------------------|
|   | Relationship                                  | <b>2013</b> ( <i>RMB</i> '000) | At 31 August<br>2014<br>(RMB'000) | 2015<br>(RMB'000) | 31 May<br>2016<br>(RMB'000) |
| Mr. Liu   | Controlling Equity<br>Holders and<br>director | 91,496                         | 102,727                           | 119,725           | 219,969                     |
| Ms. Li  | Controlling Equity Holders and director       | 7,521                          | 7,521                             | 10,317            | 15,264                      |
| Cinese Group                                    | Controlled by<br>Mr. SP Liu                   | 173,468                        | 147,625                           | 145,307           | 147,391                     |
| Dongguan Cinese Hotel                           | Controlled by Mr. Liu                         | 5,930                          | 300                               | 313               | 388                         |
| Dongguan Fusheng                                | Controlled by<br>Mr. Liu                      | 200                            | 200                               | 200               | 200                         |
| Dongguan Wansheng Real Estate                   | Controlled by Mr. Liu                         | 59,468                         | 68,852                            | 143,897           | 127,282                     |
| Dongguan Cinese Real Estate                     | Controlled by<br>Mr. Liu                      | -                              | -                                 | 1,031             | 370,000                     |
| Dongguan Xingda Education Investment Co.<br>Ltd | Controlled by Ms. Li                          | 4,395                          | 4,395                             | 4,385             | 4,385                       |
| Dongguan Hexing Education Investment Co.        | Controlled by<br>Ms. Li                       | 598                            | 598                               | 598               | 598                         |
| Dongguan Fuqin Industrial Investment Co.<br>Ltd | Controlled by<br>Mr. Liu                      | 1,095                          | 1,095                             | 1,095             | 1,095                       |
|   |   | 344,171                        | 333,313                           | 426,868           | 886,572                     |

The aforementioned amounts due to our related parties are non-trade in nature, unsecured, non-interest bearing and repayable on demand.

We expect to settle all amounts due to and from our related parties prior to [REDACTED].

## Compensation of key management personnel

The remuneration of Directors and other members of key management of our Group during the Track Record Period is set out in note 37 of the Accountants' Report in Appendix I to this document.

# OFF-BALANCE SHEET COMMITMENTS AND ARRANGEMENTS

As of the Latest Practicable Date, we had not entered into any off-balance sheet transactions.

## **DISTRIBUTABLE RESERVES**

Our Company was incorporated in the Cayman Islands and has not carried out any business since the date of its incorporation. Accordingly, our Company has no reserve available for distribution to the Shareholders as of 31 May 2016.

#### NON-DISTRIBUTABLE RESERVES AND DIVIDEND POLICY

As of the Latest Practicable Date, we had not declared or paid any dividends on our ordinary shares. Any amount of dividends we pay will be at the discretion of our Directors and will depend on our future operations and earnings, capital requirements and surplus, general financial conditions, contractual restrictions and other factors which our Directors consider relevant. Any declaration and payment as well as the amount of dividends will be subject to our constitutional documents and the relevant laws. Our Shareholders in a general meeting may approve any declaration of dividends, which must not exceed the amount recommended by our Board. No dividend shall be declared or payable except out of our profits and reserves lawfully available for distribution. Our future declarations of dividends, if any, and will be at the absolute discretion of the Board.

As we are a holding company, our ability to declare and pay dividends will depend on receipt of sufficient funds from our subsidiaries and, particularly, our Consolidated Affiliated Entities, which are incorporated in the PRC. Our Consolidated Affiliated Entities must comply with their respective constitutional documents and the laws and regulations of the PRC in declaring and paying dividends to us. Pursuant to the laws applicable to the PRC's Foreign Investment Enterprises, our Company's subsidiaries and Consolidated Affiliated Entities in the PRC must make appropriations from after-tax profit to non-distributable reserve funds as determined by the board of directors of each relevant entity prior to payment of dividends. These reserves include (i) a general reserve and (ii) a development fund. Subject to certain cumulative limits, the general reserve requires annual appropriations of 10% of after-tax profits as determined under PRC laws and regulations at each year-end until the balance reaches 50% of the relevant PRC entity's registered capital. PRC laws and regulations requires a private school that requires reasonable returns to make an annual appropriation of 25% of its after-tax income to its development fund prior to dividend payments. Such appropriations are required to be used for the construction or maintenance of the school or for the procurement or upgrading of educational equipment. The total amount of development fund reserves our schools made during the three years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016 was RMB18.9 million, RMB28.7 million, RMB39.3 million and RMB28.2 million, respectively.

Under the relevant PRC laws and regulations, on-campus canteens shall in principle be operated on a "not-for-profit" basis. However, such "not-for-profit" principle is not defined in any PRC laws and regulations. We have consulted the competent education authorities and price authorities pursuant to which we understand that the principle of "not-for-profit" is met if our schools do not seek to distribute to our school sponsors the surplus, if any, from the operation of our on-campus canteens which may be applied for the continuous operation and improvement of the relevant on-campus canteens. During the Track Record Period, none of our schools had distributed any surplus (including any surplus from the on-campus canteens) to our school sponsors. Our Directors have decided to voluntarily establish a non-distributable reserve and transfer all the retained earnings of our on-campus canteens since the operation thereof into such reserve. As of 31 May 2016, all such

retained earnings in the amount of RMB175.5 million had been transferred to the aforesaid non-distributable reserve. Accordingly, our PRC Legal Adviser is of the view that, our operation of the on-campus canteens, the establishment of the non-distributable reserve and the transfer of such surplus/earnings to the reserve for the continuous operation and improvement of the relevant on-campus canteens and other purposes permitted by PRC laws, are not in breach of the aforesaid "not-for-profit" principle. Funds in the non-distributable reserve will be used for purposes related to the on-campus canteens and will not be distributed to the school sponsors or otherwise be paid to Dongguan Ruixing or another PRC subsidiary pursuant to the Contractual Arrangements. Please refer to "Business – Ancillary Services" for further details.

No dividend has been paid or proposed by our Company during the Track Record Period, nor has any dividend been proposed since the Track Record Period.

# QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

### Foreign Exchange Risk

Substantially all of our revenue and expenses are denominated in Renminbi. We do not believe that we currently have any significant direct foreign exchange risk and have not used any derivative financial instruments to hedge our exposure to such risk. Although in general, our exposure to foreign exchange risk should be limited, the value of your investment in our Shares will be affected by the exchange rate between the Hong Kong dollar and the Renminbi because the value of our business is effectively denominated in Renminbi, while the Shares will be traded in Hong Kong dollars.

The change in the value of Renminbi against the Hong Kong dollar and other currencies may fluctuate and is affected by, among other things, changes in China's political and economic conditions. For instance, in the PRC from 1995 until July 2005, the conversion of the Renminbi into foreign currencies, including the Hong Kong dollar and US dollar, was based on fixed rates set by the PBOC. The PRC government, however, has, with effect from 21 July 2005, reformed the exchange rate regime by moving into a managed floating exchange regime based on market supply and demand with reference to a basket of currencies. On 21 July 2005, this revaluation resulted in the Renminbi appreciating against the US dollar and the Hong Kong dollar by approximately 2 per cent on that date. On 23 September 2005, the PRC government widened the daily trading band for the Renminbi against non-US dollar currencies from 1.5 per cent to 3.0 per cent to improve the flexibility of the new foreign exchange system. As a result, the Renminbi has fluctuated sharply since July 2008 against other freely traded currencies, in tandem with the U.S. dollar. On 20 June 2010, the PBOC announced that it intended to further reform the Renminbi exchange rate regime by enhancing the flexibility of the Renminbi exchange rate. On 16 April 2012, the PBOC enlarged the previous floating band of the trading prices of the Renminbi against the US dollar in the inter-bank spot foreign exchange market from 0.5 per cent to 1 per cent in order to further improve the managed floating Renminbi exchange rate regime based on market supply and demand with reference to a basket of currencies. On 15 March 2014, the PBOC further enlarged the floating band of the trading prices of the Renminbi against the US dollar in the inter-bank spot foreign exchange market from 1 per cent to 2 per cent, effective from March 2014. On 11 August 2015, the People's Bank of China (PBOC) announced a change to the daily fixing mechanism of the RMB exchange rate, which is now based on the previous day's average closing rate and takes into account exchange rate developments of the most important international currencies. On 30 November 2015, the International Monetary Fund (IMF) included the RMB with a 10.92% weighting to its Special Drawing Right (SDR) basket, effective 1 October 2016. To the extent that we need to convert Hong Kong dollars we receive from [REDACTED] into Renminbi for our operations, appreciation of the Renminbi against the Hong Kong dollar would have an adverse effect on the Renminbi amount we receive from the conversion. Conversely, if we decide to convert the Renminbi into Hong Kong dollars for the purpose of making payments for dividends on our Shares or for other business purposes, appreciation of the Hong Kong dollar against the Renminbi would have a negative effect on the Hong Kong dollar amounts available to us.

#### **Interest Rate Risk**

Our fair value interest rate risk primarily related to our fixed-rate borrowings. We are also exposed to cash flow interest rate risk through the impact of rate changes on interest bearing financial assets and liabilities, mainly bank balances and cash and bank borrowings which carried interest at prevailing market interest rates. It is our policy to keep certain borrowings at floating rates of interest so as to minimise the fair value interest rate risk. We currently do not use any derivative contracts to hedge its exposure to interest rate risk. However, the Directors will consider hedging significant interest rate risk should the need arise.

### Sensitivity Analysis

The sensitivity analysis below has been determined based on the exposure to interest rates for variable rate bank borrowings at the end of each reporting period and assumed that the amount of liabilities outstanding at the end of each reporting period was outstanding for the whole year/period. A 50 basis point increase or decrease is used when reporting interest rate risk internally to key management personnel and represents management's assessment of the reasonably possible change in interest rates.

If interest rates had been 50 basis points higher/lower and all other variables were held constant, our post-tax profit for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2016 would decrease/increase by RMB1,879,000, RMB3,251,000, RMB3,275,000 and RMB2,693,000, respectively. This is mainly attributable to our exposure to interest rates on its bank borrowings.

In management's opinion, the sensitivity analysis is unrepresentative of the inherent interest rate risk as the year/period end exposure at the end of the reporting period does not reflect the exposure during the respective years/periods.

#### Credit Risk

Our maximum exposure to credit risk in the event of the counterparties' failure to perform its obligations is arising from the carrying amounts of the respective recognised financial assets as stated in the combined statements of financial position.

In order to minimise the credit risk on other receivables, management makes periodic collective assessments as well as individual assessment on the recoverability of other receivables based on historical settlement records and past experience. The directors of our Company believe that there is no material credit risk inherent in our outstanding balance of other receivables.

The credit risk on bank balances is limited because the counterparties are reputable financial institutions.

## Liquidity risk

As of 31 August 2014 and 2015 and 31 May 2016, we recorded net current liabilities of RMB683.2 million, RMB14.6 million and RMB178.4 million, respectively. In view of these circumstances, our Directors have given consideration of our future liquidity and performance and our available sources of finance in assessing whether we will have sufficient financial resources to continue as a going concern. Our Directors are satisfied that our Group will have sufficient financial resources to meet its financial obligations as they fall due in the foreseeable future by taking into account our cash flow projection, repayment of advance from related parties, unutilised bank facilities and our future capital expenditure in respect of its non-cancellable capital commitments. Our Directors consider that we have sufficient working capital to meet in full our financial obligations as they fall due for at least the next twelve months from the end of the reporting period and accordingly, our financial statements have been prepared on a going concern basis.

# DISCLOSURE UNDER RULES 13.13 TO 13.19 OF THE LISTING RULES

Our Directors confirm that, except as otherwise disclosed in this document, as of the Latest Practicable Date, there was no circumstance that would give rise to a disclosure requirement under Rules 13.13 to 13.19 of the Listing Rules.

## NO MATERIAL ADVERSE CHANGE

Our Directors confirm that, up to the Latest Practicable Date, there had been no material adverse change in the industry in which we operate since 31 May 2016 and there was no event since 31 May 2016 which would materially affect the information shown in the Accountant's Report in Appendix I to this document.

[REDACTED]

## BACKGROUND OF THE CONTRACTUAL ARRANGEMENTS

We currently conduct our private education business through our Consolidated Affiliated Entities in the PRC as PRC laws and regulations generally prohibit or restrict foreign ownership in the private education industry in the PRC. PRC laws and regulations currently prohibit foreign ownership of primary and middle schools in the PRC and restrict the operation of high schools to Sino-foreign ownership, in addition to imposing a qualification requirement on the foreign owners. Further, government approval in respect of Sino-foreign ownership had been withheld. We do not hold any equity interest in our Consolidated Affiliated Entities. The Contractual Arrangements, through which we obtain control over and derive the economic benefits from our Consolidated Affiliated Entities, have been narrowly tailored to achieve our business purpose and minimise the potential conflict with relevant PRC laws and regulations.

# PRC LAWS AND REGULATIONS RELATING TO FOREIGN OWNERSHIP IN THE EDUCATION INDUSTRY

## Primary school and middle school education

Pursuant to the Implementation Opinions on Encouraging and Guiding Private Fund's Entry into the Education Sector and Promoting Healthy Development of Private Education (關於鼓勵和引導民間資金進入教育領域促進民辦教育健康發展的實施意見) promulgated by the MOE on 18 June 2012 (the "Implementation Opinions"), foreign-invested companies that engage in educational activities in the PRC should comply with the Foreign Investment Catalog.

Under the Foreign Investment Catalog, the latest amendment to which was promulgated by the NDRC and the MOFCOM in March 2015 and became effective on 10 April 2015, primary schools and middle schools offering compulsory education for students from grade one to nine fall within the "prohibited" category. As a result of the prohibition on foreign ownership, foreign investors (including individuals, companies, partnerships, educational institution and any other entities) are prohibited from owning primary schools or middle schools in the PRC, whether through direct investments or through wholly-owned subsidiaries in the PRC.

For this reason, the primary schools and middle schools operated by us in the PRC are held by Guangdong Guangzheng, Panjin Guangzheng and Huizhou Guangzheng, which are directly or indirectly wholly-owned by the Registered Shareholders, and controlled by us pursuant to the Contractual Arrangements.

## High school education

Pursuant to the Foreign Investment Catalog, the provision of high school education in the PRC falls within the "restricted" category. In particular, the Foreign Investment Catalog explicitly restricts high schools to Sino-foreign cooperation, which means that foreign investors may only operate pre-schools and high schools through joint ventures with PRC incorporated entities that are in compliance with the Sino-Foreign Regulation. In addition, the Foreign Investment Catalog also provides that the domestic party shall play a dominant role in the Sino-foreign cooperation, meaning that (a) the principal or other chief executive officer of the schools shall be a PRC national; and (b) the representative of the domestic party shall account for no less than half of the total members of the board of directors, the executive council or the joint administration committee of the Sino-foreign cooperative educational institution (the "Foreign Control Restriction").

In relation to the interpretation of Sino-foreign cooperation, pursuant to the Sino-Foreign Regulation, the foreign investor in a Sino-foreign cooperative school for PRC students at a high school (a "Sino-Foreign Cooperative Private School") must be a foreign educational institution with relevant qualification and high quality of education (the "Qualification Requirement"). Furthermore, pursuant to the Implementation Opinions, the foreign portion of the total investment in a Sino-Foreign Cooperative Private School should be below 50% (the "Foreign Ownership Restriction") and the establishment of these schools is subject to approval of education authorities at the provincial or national level.

Our PRC Legal Adviser has advised that it is currently uncertain as to what specific criteria must be met by a foreign investor (such as length of experience and form and extent of ownership in the foreign jurisdiction) in order to demonstrate to the relevant educational authority that it meets the Qualification Requirement.

On 17 May 2016, with the assistance of our PRC Legal Adviser, we consulted Dongguan Education Bureau. We were advised by the interviewee at Dongguan Education Bureau that:

- 1. save for one kindergarten, no Sino-Foreign cooperative private high schools in Dongguan had been approved after the Sino-Foreign Regulation became effective on 1 September 2003;
- 2. the execution of the Contractual Arrangements will not be considered as Sino-foreign cooperation in the operation of schools and does not require approval from the education authorities;
- 3. generally a full secondary school operates as a single entity and has only one school sponsor, and separation of an established full secondary school to a middle school and a high school is generally not supported by the government.

As advised by our PRC Legal Adviser, the Guangdong governmental authority has not promulgated any implementing measures or specific guidance pursuant to the Sino-Foreign Regulation as of the Latest Practicable Date. Our Company is not aware of any applications in respect of Sino-Foreign cooperative schools, whether private or public, being previously submitted for approval with the authority in Guangdong Province. As advised by our PRC Legal Adviser, private schools established by enterprises, institutions, public organizations, other social organisations and individuals using non-government funds are highly regulated under the Law for Promoting Private Education (中華人民共和國民辦教育促進法) and the Implementation Rules for the Law for Promoting Private Education (中華人民共和國民辦教育促進法) which are not applicable to public schools. Please refer to the section headed "Regulatory Overview – Regulations on Private Education in the PRC" in this document for further details.

Given that as at the Latest Practicable Date, as advised by our PRC Legal Adviser, we did not meet the Qualification Requirement as we had no experience in operating a school outside of the PRC, it is therefore not practicable for us to seek to apply to reorganise any of our Consolidated Affiliated Entities as a Sino-Foreign Cooperative Private School.

Notwithstanding the above, we are committed to working towards meeting the Qualification Requirement. We have adopted a specific plan and will continue to expend genuine efforts and financial resources to do so. We will make inquiries of relevant educational authorities following the [REDACTED] to understand any regulatory developments, including whether there will be any change in policy for approving Sino-Foreign Cooperative Private School in the Guangdong Province, and assess whether we are qualified to meet the Qualification Requirement, with a view to unwinding the Contractual Arrangements wholly or partially as and when practicable and permissible under the prevailing PRC laws and regulations. Please refer to the paragraphs headed "Circumstances in which we will unwind the Contractual Arrangements" and "Plan to comply with the Qualification Requirement" in this section for further details.

Due to the regulatory restrictions stated above, our high schools are in the form of a domestic Chinese high school and we do not hold any direct equity interest in, but rather control by way of the Contractual Arrangements with, such schools.

As at the Latest Practicable Date, we have not encountered any interference or encumbrance from any governing bodies in relation to the Contractual Arrangements. The combined financial results of our Consolidated Affiliated Entities, which engage in education service, are combined to those of our Group. Our PRC Legal Adviser has opined that save for Panjin Guangzheng Preparatory School each of our Consolidated Affiliated Entities has been legally established and the Contractual Arrangements in relation to the operation of schools are valid, legal and binding and do not

contravene PRC laws and regulations. According to our PRC Legal Adviser, under PRC laws and regulations, the failure to meet the Qualification Requirement and the adoption of the Contractual Arrangements to operate our schools do not render our education business as illegal operations in the PRC.

# Circumstances in which we will unwind the Contractual Arrangements

Under the Sino-Foreign Regulation, foreign investment in high schools in the PRC is required to be in the form of cooperation between Chinese educational institutions and foreign educational institutions and subject to the Foreign Ownership Restriction and the Foreign Control Restriction, foreign investors can only hold less than 50% interest in a Sino-Foreign Cooperative Private School and not less than 50% of the governing body of the high school or institute offering higher education must be appointed by the Chinese school sponsors.

In the event that the Qualification Requirement is removed or we are able to meet the Qualification Requirement (provided that the PRC government allows the separate operation of middle school and high school in an established full secondary school) under the applicable laws and regulations but (a) the Foreign Ownership Restriction and the Foreign Control Restriction remain, (b) the Foreign Ownership Restriction remains and the Foreign Control Restriction is removed, or (c) the Foreign Ownership Restriction is removed and the Foreign Control Restriction remains, or (d) both of the Foreign Ownership Restriction and the Foreign Control Restriction are removed, as permitted by the applicable PRC laws and regulations at the relevant time:

- 1. in circumstance (a), our Company will partially unwind the Contractual Arrangements and directly hold equity interest of less than 50% in the relevant school (such as 49.99% equity interest) as our Company or any of its subsidiaries, as a foreign investor, can only hold a portion of the total investment in a Sino-Foreign Cooperative Private School up to no more than 50%. However, our Company will not be able to control such school without the Contractual Arrangements in place with respect to the domestic interests. Accordingly, if the Foreign Ownership Restriction and the Foreign Control Restriction remain, regardless of whether the Qualification Requirement is removed, our Company will still rely on the Contractual Arrangements to establish control over the schools. Our Company will also acquire rights to appoint members to the board of directors who together shall constitute less than 50% of board of directors of the relevant school. We will then control the voting power of the other members to the board of directors appointed by the domestic interest holder(s) by way of Contractual Arrangements;
- 2. in circumstance (b), we will partially unwind the Contractual Arrangements and directly hold equity interest of less than 50% in the relevant school (such as 49.99% equity interest) as our Company or any of its subsidiaries, as a foreign investor, can only hold a portion of the total investment in a Sino-Foreign Cooperative Private School up to no more than 50%. However, our Company will not be able to control such school without the Contractual Arrangements in place with respect to the domestic interests. Our Company will also acquire rights to appoint all members to the board of directors of the school;
- 3. in circumstance (c), notwithstanding we will be able to hold majority interests in Sino-Foreign Cooperative Private Schools, the Sino-Foreign Regulation still dictates that there be a domestic interest in the school and we are not eligible to operate the schools by ourselves. Under such circumstances, we will acquire rights to appoint members to the board of directors who together shall constitute less than 50% of board of directors of the relevant school. We will then control the voting power of such members appointed by the domestic interest holder(s) by way of the Contractual Arrangements. We also plan to hold the maximum percentage of equity interests permissible by the relevant laws and regulations in the relevant schools directly, subject to the approval of relevant government authorities. As for the remaining minority domestic interests which our Company intends to consolidate, we will then control them pursuant to the Contractual Arrangements; and

4. in circumstance (d), our Company would be allowed to directly hold 100% of the interests in the schools and our Company will fully unwind the Contractual Arrangements and directly hold all equity interest in the schools. Our Company will also acquire rights to appoint all members to the board of directors of the school.

In addition, we have decided that, if the PRC regulatory environment changes and all of the Qualification Requirement, the Foreign Ownership Restriction and the Foreign Control Restriction are removed (and assuming there are no other changes in the relevant PRC laws and regulations), Dongguan Ruixing will exercise the call option under the Call Option Agreement in full to unwind the Contractual Arrangements so that we are able to directly operate our schools without using the Contractual Arrangements or include only the domestic interests under the Contractual Arrangements.

# Plan to comply with the Qualification Requirement

We have adopted a specific plan and begun to take concrete steps which we reasonably believe are meaningful endeavours to demonstrate compliance with the Qualification Requirement.

As of the Latest Practicable Date, we had taken the following concrete steps to implement our plan. In February 2016, we entered into a memorandum of understanding (the "MOU") with Dewey College, an independent high school subject to inspection by the Ontario Ministry of Education, Canada, with respect to the parties' proposed cooperation in setting up a private school in Canada, offering secondary and pre-university education, as well as other proposed cooperations in international education. According to the MOU, we will provide funding for the new school, the amount of which will be determined at a later date; Dewey College will provide school management services and utilize its partnership relations with certain Canadian universities to provide assistance to our graduates who wish to pursue further studies in Canada. As at the Latest Practicable Date, we were in the process of establishing a joint venture company in Canada, which is expected to be established prior to [REDACTED] and to be held by our Group and Dewey Education Group Inc., to act as the investor and business developer for the development of the new school in Canada. Please refer to the section headed "Business – Development of New Schools – Dewey College (high school)" in this document for further details of the MOU and our international development plan.

In the opinion of our PRC Legal Adviser, if both of the Foreign Ownership Restriction and the Foreign Control Restriction are removed but the Qualification Requirement remains and assuming we gain a level of foreign experience sufficient to demonstrate compliance with the Qualification Requirement and obtain the approval of the relevant education authorities for the establishment of a Sino-Foreign Cooperative Private School in the future (provided that the PRC laws and regulations do not impose new requirements, restrictions or prohibitions in relation to the establishment of a Sino-Foreign Cooperative Private School), we will be able to operate our schools in the PRC directly through our new school overseas or such other entity subject to the approval from the competent educational authorities.

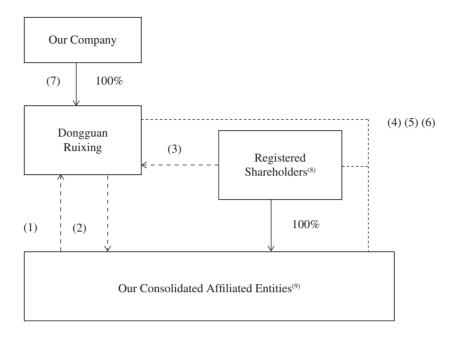
Furthermore, we [have undertaken] to the Stock Exchange that we will:

- (a) under the guidance of a PRC legal adviser, continue to keep ourselves updated with regard to all relevant regulatory developments and guidance relating to the Qualification Requirement; and
- (b) provide periodic updates in our annual and interim reports after [**REDACTED**] to inform our Shareholders of our efforts and actions undertaken with the Qualification Requirement.

## OPERATION OF THE CONTRACTUAL ARRANGEMENTS

In order to comply with the PRC laws and regulations as set out above while availing ourselves to international capital markets and maintaining effective control over all of our operations, on 1 July 2016, our wholly-owned subsidiary, Dongguan Ruixing entered into various agreements that constitute the Contractual Arrangements with, among others, our Consolidated Affiliated Entities, under which all economic benefits arising from the business of our Consolidated Affiliated Entities are transferred to Dongguan Ruixing to the extent permitted under the PRC laws and regulations by means of services fees payable by our Consolidated Affiliated Entities to Dongguan Ruixing.

The following simplified diagram illustrates the flow of economic benefits from our Consolidated Affiliated Entities to our Group stipulated under the Contractual Arrangements:



Notes:

- (1) Payment of service fees. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Exclusive Management Consultancy and Business Cooperation Agreement" of this document for further details.
- (2) Provision of services. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Exclusive Management Consultancy and Business Cooperation Agreement" of this document for further details.
- (3) Powers of attorney to exercise all shareholders' rights in our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Powers of attorney" of this document for further details.
- (4) Exclusive call option to acquire all or part of the equity interest in our Consolidated Affiliated Entities. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Call Option Agreement" of this document for further details.
- (5) Pledge of all the equity interest in Guangdong Guangzheng. Please refer to "Contractual Arrangements Summary of the material terms of the Contractual Arrangements Equity Pledge Agreement" of this document for further details.
- (6) Provision of loans. Please refer to "Contractual Arrangements Summary of material terms of the Contractual Arrangements Loan Agreement" of this document for further details.
- (7) Dongguan Ruixing is an indirect wholly-owned subsidiary of our Company.
- (8) Registered Shareholders refer to the registered shareholders of Guangdong Guangzheng, i.e. Ms. Li and Mr. SP Liu. Guangdong Guangzheng is legally held as to 98.8% by Ms. Li and 1.2% by Mr. SP Liu. Out of the 98.8% equity interest in Guangdong Guangzheng held by Ms. Li, 60.8% equity interest is held on trust by Ms. Li for Mr. Liu. The 1.2% equity interest in Guangdong Guangzheng is held on trust by Mr. SP Liu for Mr. Liu.
- (9) Our Consolidated Affiliated Entities include Guangdong Guangzheng, Dongguan Guangming High School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Weifang Guangzheng, Weifang Guangzheng Preparatory School, Guang'an Guangzheng and Dongguan Wenhui.
- (10) "\_\_\_\_" denotes direct legal and beneficial ownership in the equity interest.
- (11) "----" denotes Contractual Arrangements.

# Summary of the Material Terms of the Contractual Arrangements

A description of each of the specific agreements that comprise the Contractual Arrangements is set out below.

# Exclusive Management Consultancy and Business Cooperation Agreement

Pursuant to the exclusive management consultancy and business cooperation agreement entered into by and among Dongguan Ruixing, our Consolidated Affiliated Entities and the Registered Shareholders on 1 July 2016 (the "Exclusive Management Consultancy and Business Cooperation Agreement"), Dongguan Ruixing has the exclusive right to provide, or designate any third party to provide each of our Consolidated Affiliated Entities with corporate management and educational management consultancy services, intellectual property licensing services as well as technical and business support services. Such services include advisory services on asset and business operation, debt disposal, material contracts or mergers and acquisitions, educational software and course materials research and development, employee training, technology development, transfer and consulting services, public relation services, market survey, research and consulting services, market development and planning services, human resources and internal information management, network development, upgrade and ordinary maintenance services, sales of proprietary products, and software and trademark and know-how licensing and other additional services as the parties may mutually agree from time to time. Without Dongguan Ruixing's prior written consent, none of our Consolidated Affiliated Entities may accept services covered by the Exclusive Management Consultancy and Business Cooperation Agreements from any third party. Dongguan Ruixing owns all intellectual property rights arising out of the performance of this agreement.

In consideration of the services provided by Dongguan Ruixing or its designated third party, our Consolidated Affiliated Entities agree to pay service fees equal to 100% of their net income after deducting the relevant costs, tax payment and reserved funds as required by applicable PRC laws and regulations to Dongguan Ruixing or its designated third party who provided the services and they will agree with Dongguan Ruixing or its designated third party who provided the services on the actual amount of the service fees to be paid after good faith negotiations. The Exclusive Management Consultancy and Business Cooperation Agreement will not expire unless the parties mutually agree to terminate or the term of operation of each of the parties to the agreement expire.

Furthermore, in order to prevent the leakage of assets and values of our Consolidated Affiliated Entities to their respective shareholders, under the Exclusive Management Consultancy and Business Cooperation Agreement, without the prior written approval from Dongguan Ruixing, our Consolidated Affiliated Entities shall not enter into any transaction (save as those transactions entered into in the ordinary course of business) that may affect its assets, obligations, rights or operation, including (i) the provision of any guarantee to any third party or the creation of any encumbrances in relation to its assets; (ii) the entering into of any loan or debt obligations owing to any third party; and (iii) the disposal or acquisition of any assets (including intellectual properties) with a value higher than RMB3 million.

In addition, under the Exclusive Management Consultancy and Business Cooperation Agreement, without the prior written consent of Dongguan Ruixing, none of the Consolidated Affiliated Entities shall change or remove the members of its board of directors who are appointed by Dongguan Ruixing in accordance with the articles of association of each of our Consolidated Affiliated Entities. Dongguan Ruixing also has the right to appoint the school principals, financial controllers and other senior managers of our Consolidated Affiliated Entities. Dongguan Ruixing has absolute control over the distribution of dividends or any other amounts to the shareholders of our Consolidated Affiliated Entities as our Consolidated Affiliated Entities and their shareholders have undertaken not to make any distribution without Dongguan Ruixing's prior written consent. Dongguan Ruixing also has the right to periodically receive or inspect the accounts of our Consolidated Affiliated Entities and the financial results of the Consolidated Affiliated Entities can be consolidated into our Group's financial information as if they were our Company's subsidiaries.

As at the Latest Practicable Date, Bright Education HK was in the process of setting up a wholly foreign-owned enterprise in Tibet, which we may designate as the service provider under the Exclusive Management Consultancy and Business Cooperation Agreement for the purpose of the Contractual Arrangements, in replacement of Dongguan Ruixing in the future where appropriate. We may make such arrangement in view of the preferential tax policies under the Regulations on the Implementation of Enterprise Income Tax Policy of Tibet Autonomous Region (《西藏自治區企業所得稅政策實施辦法》) promulgated on 1 May 2014, pursuant to which Tibet local government has exempted 40% enterprise income tax payable by enterprises in Tibet Autonomous Region for a period of two years commencing from 1 January 2015 to 31 December 2017. As at the Latest Practicable Date, we were not entitled to any such preferential tax treatments. Please see "Risk Factors – The discontinuation of any preferential tax treatments, in particular the tax exempt status of our schools, could materially and adversely affect our results of operations".

# Call Option Agreement

Under the call option agreement entered into by and among Dongguan Ruixing, the Registered Shareholders and Guangdong Guangzheng on 1 July 2016 (the "Call Option Agreement"), the Registered Shareholders unconditionally and irrevocably agreed to grant Dongguan Ruixing or its designated third party an exclusive option to purchase all or part of the equity interests in Guangdong Guangzheng at nil consideration or the minimum amount of consideration permitted by applicable PRC laws and regulations, under circumstances in which Dongguan Ruixing or its designated third party is permitted under PRC laws and regulations to own all or part of the equity interests of Guangdong Guangzheng.

Where the purchase price is required by the relevant PRC laws and regulations to be an amount other than nil consideration, the Registered Shareholders shall return the amount of purchase price they have received to each of Guangdong Guangzheng, Dongguan Ruixing or its designated third party. We have the sole discretion to decide when to exercise the option, and whether to exercise the option in part or in full. The key factor for us to decide whether to exercise the option is whether the current regulatory restrictions on foreign investment in the educational business will be removed in the future, the likelihood of which we were not in a position to know or comment on at the Latest Practicable Date.

In order to prevent the flow of the assets and value of our Consolidated Affiliated Entities to their respective shareholders, pursuant to the Call Option Agreement, none of the assets of our Consolidated Affiliated Entities are to be sold, transferred or otherwise disposed of without the written consent of Dongguan Ruixing. In addition, under the Call Option Agreement, none the shareholders of our Consolidated Affiliated Entities may transfer or permit the encumbrance of or allow any guarantee or security to be created on any of his or her equity interests in our Consolidated Affiliated Entities without Dongguan Ruixing's prior written consent.

In the event that the Registered Shareholders receive any profit distribution or dividend from our Consolidated Affiliated Entities, the Registered Shareholders must immediately pay or transfer such amount (subject to the relevant tax payment being made under the relevant laws and regulations) to Dongguan Ruixing or its designated third party. If Dongguan Ruixing exercises this option, all or any part of the equity interests of our Consolidated Affiliated Entities acquired would be transferred to Dongguan Ruixing and the benefits of equity ownership would flow to Dongguan Ruixing and its shareholders.

## Equity Pledge Agreement

Pursuant to the equity pledge agreement entered into by and among Dongguan Ruixing, the Registered Shareholders and Guangdong Guangzheng on 1 July 2016 (the "Equity Pledge Agreement"), the Registered Shareholders unconditionally and irrevocably pledged all of the equity interests in Guangdong Guangzheng to Dongguan Ruixing to guarantee performance of the obligations of Guangdong Guangzheng and its subsidiaries and schools under the Exclusive

Management Consultancy and Business Cooperation Agreement and performance of their obligations under the Call Option Agreement and Powers of Attorney with Dongguan Ruixing. Under the Equity Pledge Agreement, the Registered Shareholders have agreed that, without the prior written consent of Dongguan Ruixing, they will not transfer or dispose the pledged equity interests or create or allow any encumbrance on the pledged equity interests that would prejudice Dongguan Ruixing's interest.

The equity pledge is required to be registered under the relevant laws and regulations. We are processing the filing of the Equity Pledge Agreement and other relevant documents with the corresponding local administration bureau for industry and commerce for the registrations for the equity pledge. We expect that equity pledge registration of Guangdong Guangzheng with the Dongguan City Administration Bureau for Industry and Commerce will be completed prior to [REDACTED]. Our PRC Legal Adviser has confirmed that there is no legal impediment in the registration of the Equity Pledge Agreement with the relevant PRC legal authority pursuant to PRC laws and regulations. The Equity Pledge Agreement shall remain valid until (i) all the contractual obligations of Guangdong Guangzheng, its subsidiaries and schools, the Registered Shareholders are satisfied in full under the Exclusive Management Consultancy and Business Cooperation Agreement, the Call Option Agreement and Powers of Attorney, or (ii) the nullification or termination of the Exclusive Management Consultancy and Business Cooperation Agreement, the Call Option Agreement and Powers of Attorney, whichever is later.

There is no equity pledge arrangement regarding any equity pledges of our schools. As advised by our PRC Legal Adviser, even if we were to make an equity pledge arrangement regarding any equity pledges of our schools, such arrangement would be unenforceable under PRC laws and regulations.

To further enhance our Company's security over our schools, our Company has taken measures to ensure that the seals of the schools are properly secured, are within the full control of the Company and cannot be used by the Registered Shareholders without its permission. Such measures include arranging for the company seals of the schools to be kept in the safe custody of the finance department of our Group and setting up lines of authority for using the company seals, financial chops and business registration certificates such that the company seals, financial chops and business registration certificates can only be used under direct authorisation of our Company.

# Powers of Attorney

Each of the Registered Shareholders has executed an irrevocable power of attorney dated 1 July 2016 (the "Powers of Attorney") appointing Dongguan Ruixing, or any person designated by Dongguan Ruixing, as his or her attorney-in-fact to appoint directors and vote on his or her behalf on all matters of Guangdong Guangzheng requiring shareholders' approval under its articles of associations and under the relevant PRC laws and regulations. These powers of attorney remain effective as long as the Registered Shareholders remain a shareholder of Guangdong Guangzheng, unless Dongguan Ruixing requests to replace the appointed designee under the Powers of Attorney.

The articles of association of Guangdong Guangzheng state that the shareholders, in a shareholders' meeting, have the power to approve its operating strategy and investment plan, elect the members of the board of directors and approve their compensation, and review and approve the annual budget and earning distribution plan. Therefore, through the irrevocable power of attorney arrangement, we and our wholly-owned PRC subsidiary, Dongguan Ruixing, have the ability to exercise effective control over Guangdong Guangzheng through shareholder votes and, through such votes, to also control the composition of the board of directors for Guangdong Guangzheng.

In addition, the Powers of Attorney specifically provide that (i) the attorney-in-fact is entitled to sign minutes, file documents with the relevant companies registries, and (ii) in the event of a winding-up of any of our Consolidated Affiliated Entities, the attorney-in-fact has the right to appoint a liquidator to deal or manage the assets obtained after such winding-up for the benefit of our Company and its shareholders.

Those of our powers to direct the activities of our Consolidated Affiliated Entities that most significantly impact these entities' economic performance include:

- (a) as the attorney-in-fact of shareholders, we elect all members of the board of directors for each of our Consolidated Affiliated Entities, approve the director compensation, review and approve annual budget and vote on all matters that requiring approval from shareholders:
- (b) through the control over the Consolidated Affiliated Entities' boards, we appoint all senior management, approve executive compensation and review and approve operating, investing, and financing plans; and
- (c) through control over the management team, we effectively control the daily operations of our Consolidated Affiliated Entities.

# Loan Agreement

Pursuant to the Loan Agreement, Dongguan Ruixing agreed to provide interest-free loans to Guangdong Guangzheng or its subsidiaries (including any entities controlled through contractual arrangements) or the Registered Shareholders from time to time in accordance with the PRC laws and regulations. All proceeds of such loans shall be utilised in the operation of Guangdong Guangzheng or its subsidiaries and loans advanced to Guangdong Guangzheng or the Registered Shareholders may be injected to Guangdong Guangzheng or its subsidiaries as capital. The Loan Agreement will expire unless the parties mutually agree to terminate or the term of operation of each of the parties to the agreement expire. Each loan to be granted under the Loan Agreement will be for an infinite term until termination at the sole discretion of Dongguan Ruixing. The loan will become due and payable upon Dongguan Ruixing's demand under any of the following circumstances: (i) the winding-up or liquidation of Guangdong Guangzheng; (ii) Guangdong Guangzheng or the Registered Shareholders becoming insolvent or incurring any other significant personal debt which may affect the ability of Guangdong Guangzheng to repay the loan under the Loan Agreement, or (iii) Dongguan Ruixing exercising in full its option to purchase all school sponsor's interests to the extent permitted by PRC laws and regulations. As advised by our PRC Legal Adviser, interest-free loans granted by Dongguan Ruixing to Guangdong Guangzheng or its subsidiaries or the Registered Shareholders are not in violation of the applicable PRC laws and regulations.

# Dispute Resolution

In the event of any dispute with respect to the construction and performance of the provisions, each of the Exclusive Management Consultancy and Business Cooperation Agreement, Call Option Agreement and Equity Pledge Agreement stipulates that the parties shall negotiate in good faith to resolve the dispute. In the event the parties fail to reach an agreement on the resolution of such a dispute, any party may submit the relevant dispute to the China International Economic and Trade Arbitration Commission for arbitration, in accordance with the then effective arbitration rules. The arbitration shall be conducted in Beijing, and the language used during arbitration shall be Chinese. The arbitration ruling shall be final and binding on all parties.

The dispute resolution clause of each of the Contractual Arrangements also provide that the arbitral tribunal may award remedies over the shares or land assets of our Consolidated Affiliated Entities, injunctive relief (e.g. for the conduct of business or to compel the transfer of assets) or order the winding up of our Consolidated Affiliated Entities; and the courts of Hong Kong, the Cayman Islands (being the place of incorporation of our Company) and the PRC (being the place of incorporation of our Consolidated Affiliated Entities) also have jurisdiction for the grant and/or enforcement of the arbitral award and the interim remedies against the shares or properties of our Consolidated Affiliated Entities.

However, our PRC Legal Adviser has advised that the tribunal has no power to grant such injunctive relief, nor will it be able to order the winding up of our Consolidated Affiliated Entities pursuant to current PRC laws. In addition, interim remedies or enforcement orders granted by overseas courts such as those of Hong Kong and the Cayman Islands may not be recognisable or enforceable under the current PRC laws.

Our PRC Legal Adviser has advised us that the practical consequences for the Group arising from the possible non-enforceability of provisions in the agreements underlying the Contractual Arrangements are as follows:

- (a) Should Dongguan Ruixing intend to seek interim remedies in support of the arbitration when formation of the arbitral tribunal is pending or under appropriate circumstances, Dongguan Ruixing may either seek (i) the interim remedies available from a PRC arbitral tribunal described below, or (ii) the interim remedies before a PRC court pursuant to Articles 100 and 101 of the PRC Civil Procedure Law and Article 28 of the PRC Arbitration Law, rather than before any courts in Hong Kong or the Cayman Islands.
- (b) Under the current PRC law, the remedies that arbitral tribunals, including the China International Economic and Trade Arbitration Commission, are empowered to award are limited to the following:
  - cessation of infringements;
  - removal of obstacles:
  - elimination of dangers;
  - return of property;
  - restoration of original condition;
  - repair, reworking or replacement;
  - compensation for losses;
  - payment of breach of contract damages;
  - elimination of ill effects and rehabilitation of reputation; and
  - extension of apology.

Because the remedies that the China International Economic and Trade Arbitration Commission is empowered to award do not include injunctive relief or winding up orders, under PRC law, Dongguan Ruixing can only seek similar but not identical remedies, such as cessation of infringements or return of property, from the China International Economic and Trade Arbitration Commission. Alternatively, Dongguan Ruixing may seek similar remedies from a competent court, such as interim measures (e.g., asset preservation) over the assets or shares of our Consolidated Affiliated Entities and winding up orders against the Consolidated Affiliated Entities under appropriate circumstances.

(c) Even if the abovementioned provisions may not be enforceable under the current PRC laws, our PRC Legal Adviser has confirmed that the remaining provisions of the dispute resolution clauses are legal, valid and binding on the parties to the agreements under the Contractual Arrangements.

#### Succession

The provisions set out in the Contractual Arrangements are also binding on the successors of the shareholders of our Consolidated Affiliated Entities, as if the successor was a signing party to the Contractual Arrangements. Although our Contractual Arrangements do not specify the identity of successors to such shareholders, under the succession law of the PRC, the statutory successors include the spouse, children, parents, brothers, sisters, paternal grandparents and the maternal grandparents and any breach by the successors would be deemed to be a breach of the Contractual Arrangements. In case of a breach, Dongguan Ruixing or our Company can enforce its right against the successors. Further, pursuant to the Powers of Attorney, in the event of death or any other event which causes the inability of any of the Registered Shareholders to perform their day-to-day obligations, the successor of any of the Registered Shareholders is to inherit any of the rights and obligations of any of the Registered Shareholders subject to him or her being bound by the provisions of the Powers of Attorney.

Therefore, our PRC Legal Adviser is of the view that (i) the Contractual Arrangements provide protection to our Group even in the event of death of the shareholders of our Consolidated Affiliated Entities; and (ii) the death of the such shareholders would not affect the validity of the Contractual Arrangements, and Dongguan Ruixing or our Company can enforce its right under the Contractual Arrangements against the successors of such shareholders.

# **Conflicts of Interests**

To ensure our effective control over our Consolidated Affiliated Entities, we have implemented measures to protect against the potential conflicts of interest between our Company and the Registered Shareholders, the shareholders of Guangdong Guangzheng. Pursuant to the Call Option Agreement, the Registered Shareholders agreed to grant us or our designated third party an exclusive option to purchase part or all of the equity interests in Guangdong Guangzheng, under circumstances in which our company or its designated third party is permitted under PRC laws and regulations to own all or part of the equity interests of Guangdong Guangzheng. Under the irrevocable Powers of Attorney executed by each of Registered Shareholders, they appointed Dongguan Ruixing, or any person designated by Dongguan Ruixing, as their respective attorney-in-fact to appoint directors and vote on her behalf on all matters of Guangdong Guangzheng requiring shareholders' approval under its articles of associations and under the relevant PRC laws and regulations.

Furthermore, there are mechanisms in place to protect against the spouse of Mr. SP Liu from exercising any control or influence over the Consolidated Affiliated Entities. Ms. Huang Ailing (黄愛領), the spouse of Mr. SP Liu, executed an irrevocable undertaking on 1 July 2016 (the "SP Liu Spouse's Undertaking") whereby she expressly and irrevocably (i) acknowledged the entry into of the Contractual Arrangements by Mr. SP Liu; (ii) undertook that she shall not take any actions that are in conflict with purpose and intention of the Contractual Arrangements, including acknowledging that any equity interests held by the shareholders do not fall within the scope of their community properties; and (iii) confirmed that her consent and approval is not required for the implementation of the Contractual Arrangements, any amendments thereto or the termination thereof.

The Registered Shareholders have undertaken that during the period that the Contractual Arrangements remain effective, (i) unless otherwise agreed to by Dongguan Ruixing in writing, they would not, directly or indirectly (either on their own account or through any natural person or legal entity) participate, or be interested, or engage in, acquire or hold (in each case whether as a shareholder, partner, agent, employee or otherwise) any business which is or may potentially be in competition with the businesses of our Consolidated Affiliated Entities or any of its affiliates; and (ii) any of their actions or omissions would not lead to any conflict of interest between them and Dongguan Ruixing (including its shareholders). Furthermore, in the event of the occurrence of a conflict of interests (where Dongguan Ruixing has the sole absolute discretion to determine whether such conflict arises), they agree to take any appropriate actions as instructed by Dongguan Ruixing or its designee. Based on the above, our Directors are of the view that the measures we have adopted

are sufficient to mitigate the risks associated with the potential conflicts of interest between our Group and the Registered Shareholders and such measures are sufficient to protect our Group's interest in Guangdong Guangzheng.

Based on the above, our Directors are of the view that the measures we have adopted are sufficient to mitigate the risks associated with the potential conflicts of interest between our Group and the Registered Shareholders and such measures are sufficient to protect our Group's interest in Guangdong Guangzheng.

# Loss Sharing

None of the agreements constituting the Contractual Arrangements expressly provide that the Company or Dongguan Ruixing is obligated to share the losses of our Consolidated Affiliated Entities or provide financial support to our Consolidated Affiliated Entities. Further, Guangdong Guangzheng is a limited liability company and shall be solely liable for its own debts and losses with assets and properties owned by it. Under PRC laws and regulations, our Company or Dongguan Ruixing, as the primary beneficiary of our Consolidated Affiliated Entities, is not expressly required to share the losses of our Consolidated Affiliated Entities or provide financial support to our Consolidated Affiliated Entities. Despite the foregoing, given that our Group conducts its businesses in the PRC through our Consolidated Affiliated Entities which hold the requisite PRC licenses and approvals, and that our Consolidated Affiliated Entities' financial condition and results of operations are combined into our Company's financial statements and results of operations under the applicable accounting principles, our Company's business, financial condition and results of operations would be adversely affected if our Consolidated Affiliated Entities suffer losses. Therefore, the provisions in the contractual arrangements are tailored so as to limit, to the greatest extent possible, the potential adverse effect on Dongguan Ruixing and our Company resulting from any loss suffered by our Consolidated Affiliated Entities.

For instance, as provided in the Call Option Agreement, none of the assets of our Consolidated Affiliated Entities are to be sold, transferred or otherwise disposed of without the written consent of our Company. In addition, under the Call Option Agreement, none of the shareholders of our Consolidated Affiliated Entities may transfer or permit the encumbrance of or allow any guarantee or security to be created on any of his or her equity interests in our Consolidated Affiliated Entities without our Company's prior written consent.

In addition, under the Exclusive Management Consultancy and Business Cooperation Agreement, without the prior written consent of Dongguan Ruixing, our Consolidated Affiliated Entities shall not change or remove the members of the boards of directors who are appointed by Dongguan Ruixing in accordance with the memorandum and articles of association of each of our Consolidated Affiliated Entities. Dongguan Ruixing also has the right to appoint the school principals, financial controllers and other senior managers of our Consolidated Affiliated Entities. Dongguan Ruixing has absolute control over the distribution of dividends or any other amounts to the shareholders of our Consolidated Affiliated Entities as our Consolidated Affiliated Entities and their shareholders have undertaken not to make any distribution without the prior written consent of Dongguan Ruixing. Dongguan Ruixing also has the right to periodically receive or inspect the accounts of our Consolidated Affiliated Entities and the financial results of our Consolidated Affiliated Entities can be consolidated into our Group's financial information as if they were our Group's subsidiaries.

# Liquidation

According to the Exclusive Management Consultancy and Business Cooperation Agreement and the Call Option Agreement, the shareholders of our Consolidated Affiliated Entities undertake to appoint a committee designated by Dongguan Ruixing as the liquidation committee upon the winding up of our Consolidated Affiliated Entities to manage their assets. However, in the event of a mandatory liquidation required by PRC laws or bankruptcy liquidation, all of the remaining assets and residual interests of Consolidated Affiliated Entities shall be transferred to Dongguan Ruixing after such liquidation pursuant to PRC laws.

#### Insurance

Our Company does not maintain an insurance policy to cover the risks relating to the Contractual Arrangements.

# Our Confirmation

As of the Latest Practicable Date, we had not encountered any interference or encumbrance from any PRC governing bodies in operating its businesses through our Consolidated Affiliated Entities under the Contractual Arrangements.

#### LEGALITY OF THE CONTRACTUAL ARRANGEMENTS

Based on the above, our PRC Legal Adviser is of the opinion that the Contractual Arrangements are narrowly tailored to minimise the potential conflict with relevant PRC laws and regulations and that, save as disclosed in this document:

- (a) each of Dongguan Ruixing and our Consolidated Affiliated Entities is a duly incorporated and validly existing company or school, and their respective establishment is valid, effective and complies with the relevant PRC laws; each of the Registered Shareholders is a natural person with full civil and legal capacity. Each of Dongguan Ruixing, our Consolidated Affiliated Entities and the Registered Shareholders has obtained all necessary approvals and authorisations to execute and perform the Contractual Arrangements;
- (b) as at the date of issuing their PRC opinion, no PRC laws explicitly prohibit contractual arrangements in the private education industry in China and none of the content or the execution of the Contractual Arrangements violates any provisions of PRC laws. Parties to each of the agreements are entitled to execute the agreements and perform their respective obligations thereunder. Each of the agreements is binding on the parties thereto and none of them would be deemed as "concealment of illegal intentions with a lawful form" and void under the PRC Contract Law;
- (c) none of the Contractual Arrangements violates any provisions of the articles of association of our Consolidated Affiliated Entities and Dongguan Ruixing;
- (d) each of the Contractual Arrangements is binding on the assignees or successors of the parties thereto. In the event of bankruptcy of any of our Consolidated Affiliated Entities, Dongguan Ruixing is entitled to enforce its rights against the assignees or successors of any of the shareholder of our Consolidated Affiliated Entities;
- (e) the parties to each of the Contractual Arrangements are not required to obtain any approvals or authorisations from the PRC governmental authorities, except that the Call Option Agreement is subject to approval by MOFCOM or its branch, and registration with the local administration bureau for industry and commerce upon the exercise by the Company of its rights under the Call Option Agreement to acquire all or part of the equity interests in our Consolidated Affiliated Entities. On 8 August 2006, six PRC governmental and regulatory agencies, including MOFCOM and the CSRC, promulgated the M&A Rules, a regulation with respect to the mergers and acquisitions of domestic enterprises by foreign investors that became effective on 8 September 2006 and revised on 22 June 2009. Pursuant to the M&A Rules, the acquisition of a PRC domestic enterprise by a Foreign Investor (as defined in the M&A Rules) is subject to approval by, and registration with the relevant PRC regulatory authorities. In the event that our Company exercises of its rights under the Call Option Agreement to acquire all or part of the equity interests in our Consolidated Affiliated Entities, it will need to obtain the approval of relevant PRC regulatory authorities pursuant to the M&A Rules;

- (f) each of the Contractual Arrangements is enforceable under PRC laws, except for the following provisions regarding dispute resolution and the liquidating committee:
  - the Contractual Arrangements provide that any dispute shall be submitted to the (i) China International Economic and Trade Arbitration Centre for arbitration, in accordance with the then effective arbitration rules. The arbitration shall be conducted in Beijing. They also provide that the arbitrator may award interim remedies over the shares or land assets of our Consolidated Affiliated Entities or injunctive relief (e.g. for the conduct of business or to compel the transfer of assets) or order the winding up of our Consolidated Affiliated Entities; and the courts of Hong Kong, the Cayman Islands (being the place of incorporation of the Company) and the PRC (being the place of incorporation of our Consolidated Affiliated Entities) also have jurisdiction for the grant and/or enforcement of the arbitral award and the interim remedies against the shares or properties of our Consolidated Affiliated Entities. However, our PRC Legal Adviser has advised that the tribunal has no power to grant such injunctive relief, nor will it be able to order the winding up of our Consolidated Affiliated Entities pursuant to the current PRC laws. In addition, interim remedies or enforcement order granted by overseas courts such as those of Hong Kong and the Cayman Islands may not be recognizable or enforceable in China; and
  - (ii) the Contractual Arrangements provide that the shareholders of our Consolidated Affiliated Entities undertake to appoint a committee designated by Dongguan Ruixing as the liquidation committee upon the winding up of our Consolidated Affiliated Entities to manage their assets. However, in the event of a mandatory liquidation required by PRC laws or bankruptcy liquidation, these provisions may not be enforceable under PRC laws.

Our Directors are of the view that the Contractual Arrangements are narrowly tailored because the Contractual Arrangements are only used to enable our Group to consolidate the financial results of our Consolidated Affiliated Entities which engage in the operation of primary, middle schools and high schools where the PRC laws and regulations currently prohibit foreign ownership of primary and middle schools in the PRC and restrict operation of high schools to Sino-foreign ownership, in addition to imposing Qualification Requirements on the foreign owners and withholding government approval in respect of Sino-foreign ownership.

We have been advised by our PRC Legal Adviser, however, that there are substantial uncertainties regarding the interpretation and application of current and future PRC laws and regulations. Accordingly, there can be no assurance that the PRC regulatory authorities will not in the future take a view that is contrary to the above opinion of our PRC Legal Adviser.

The imposition of any of these penalties could have a material adverse effect on our ability to conduct our business. Please refer to the section headed "Risk Factors – Risks Relating to the Contractual Arrangements" in this document.

## **Accounting Aspects of the Contractual Arrangements**

## Consolidation of Financial Results of our Consolidated Affiliated Entities

According to IFRS 10 – Consolidated Financial Statements, a subsidiary is an entity that is controlled by another entity (known as the parent). An investor controls an investee when it is exposed, or has rights to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Although our Company does not directly or indirectly own our Consolidated Affiliated Entities, the Contractual Arrangements as mentioned above enable our Company to exercise control over our Consolidated Affiliated Entities.

Under the Exclusive Management Consultancy and Business Cooperation Agreement, it was agreed that, in consideration of the services provided by Dongguan Ruixing, each of our Consolidated Affiliated Entities will pay service fees to Dongguan Ruixing or its designated third party. The service fees are equal to 100% of the net income after deducting the relevant costs, tax payments and reserved funds as required by relevant laws and regulations of our Consolidated Affiliated Entities and our Consolidated Affiliated Entities will agree with Dongguan Guangzheng or its designated third party who provided the services on the actual amount of service fees to be paid after good faith negotiations. This arrangement allows the Consolidated Affiliated Entities to retain sufficient working capital to carry out any growth plans. Dongguan Ruixing also has the right to periodically receive or inspect the accounts of the Consolidated Affiliated Entities. Accordingly, Dongguan Ruixing has the ability, at its sole discretion, to extract substantially all of the economic benefit of our Consolidated Affiliated Entities through the Exclusive Management Consultancy and Business Cooperation Agreement. In addition, under the Exclusive Management Consultancy and Business Cooperation Agreements, Dongguan Ruixing has absolute contractual control over the distribution of dividends or any other amounts to the shareholders of our Consolidated Affiliated Entities as Dongguan Ruixing's prior written consent is required before any distribution can be made. In the event that the registered shareholders of our Consolidated Affiliated Entities receive any profit distribution or dividend from the Consolidated Affiliated Entities, the registered shareholders must immediately pay or transfer such amount (subject to the relevant tax payment being made under the relevant laws and regulations) to the Company. As a result of these Contractual Arrangements, our Company has obtained control of our Consolidated Affiliated Entities through Dongguan Ruixing or its designated third party and, at our Company's sole discretion, can receive substantially all of the economic interest returns generated by our Consolidated Affiliated Entities.

Accordingly, our Consolidated Affiliated Entities' results of operations, assets and liabilities, and cash flows are consolidated into our Company's financial statements. In this regard, our Directors consider that the Company can consolidate the financial results of our Consolidated Affiliated Entities into our Group's financial information as if they were our Group's subsidiaries. The basis of consolidating the results of our Consolidated Affiliated Entities is disclosed in note 3 to the Accountant's Report set out in Appendix I to this document.

## DEVELOPMENT IN THE PRC LEGISLATION ON FOREIGN INVESTMENT

# **Draft Foreign Investment Law**

The MOFCOM published a discussion draft of the proposed Foreign Investment Law (中華人民共和國外國投資法) in January 2015 aiming to, upon its enactment, replace the major existing laws and regulations governing foreign investment in China. While the MOFCOM solicited comments on this draft in 2015, substantial uncertainties exist with respect to its enactment timetable, interpretation and implementation. The Draft Foreign Investment Law, if enacted as proposed, may materially impact the entire legal framework regulating foreign investments in China.

Among other things, the Draft Foreign Investment Law purports to introduce the principle of "actual control" in determining whether a company is considered a foreign invested enterprise, or an foreign invested entity ("FIE"). The Draft Foreign Investment Law specifically provides that entities established in China but "controlled" by foreign investors will be treated as FIEs, whereas an entity organized in a foreign jurisdiction, but cleared by the authority in charge of foreign investment as "controlled" by PRC entities and/or citizens, would nonetheless be treated as a PRC domestic entity for investment in the "restricted category" on the "negative list" to be issued, subject to the examination of the relevant authority in charge of foreign investment. For these purposes, "control" is broadly defined in the draft law to cover any of the following summarised categories:

- holding directly or indirectly 50% or more of the equity interest, assets, voting rights or similar equity interest of the subject entity;
- holding directly or indirectly less than 50% of the equity interest, assets, voting rights or similar equity interest of the subject entity but (a) having the power to directly or indirectly

appoint or otherwise secure at least 50% of the seats on the board or other equivalent decision making bodies, (b) having the power to secure its nominated person to acquire at least 50% of the seats on the board or other equivalent decision making bodies, or (c) having the voting power to exert material influence over decision-making bodies, such as the shareholders' meeting or the board; or

 having the power to exert decisive influence, via contractual or trust arrangements, over the subject entity's operations, financial, staffing and technology matters.

In respect of "actual control", the Draft Foreign Investment Law looks at the identity of the ultimate natural person or enterprise that controls the foreign-invested enterprise. "Actual control" refers to the power or position to control an enterprise through investment arrangements, contractual arrangements or other rights and decision-making arrangements. Article 19 of the Draft Foreign Investment Law defined "actual controllers" as the natural persons or enterprises that directly or indirectly control foreign investors or foreign-invested enterprises.

If an entity is determined to be an FIE, and its investment amount exceeds certain thresholds or its business operation falls within a "negative list" to be separately issued by the State Council in the future, market entry clearance by the authority in charge of foreign investment would be required.

The "variable interest entity" structure, or VIE structure, has been adopted by many PRC-based companies, and has been adopted by our Company in the form of the Contractual Arrangements, to establish control of our Consolidated Affiliated Entities by Dongguan Ruixing, through which we operate our education business in PRC. Under the Draft Foreign Investment Law, variable interest entities that are controlled via contractual arrangements would also be deemed as FIEs, if they are ultimately "controlled" by foreign investors. For companies with a VIE structure in an industry category that is in the "restricted category" on the "negative list" it is possible that the existing VIE structure may be deemed legitimate only if the ultimate controlling person(s) is/are of PRC nationality (either PRC state-owned enterprises or agencies, or PRC citizens). Conversely, if the actual controlling person(s) is/are of foreign nationalities, then the variable interest entities will be treated as FIEs and any operation in the industry category on the "negative list" without market entry clearance may be considered as illegal.

Pursuant to the Draft Foreign Investment Law, as far as the new VIE structures are concerned, if a domestic enterprise under the VIE structure is controlled by Chinese nationals, such domestic enterprise may be treated as a Chinese investor and therefore the VIE structures may be regarded as legal. On the contrary, if the domestic enterprise is controlled by foreign investors, such domestic enterprise may be treated as a foreign-investor or foreign-invested enterprise, and therefore the operation of such domestic enterprise through VIE structures may be regarded as illegal if the domestic enterprise operates in a sector which is on the "negative list" and the domestic enterprise does not apply for and obtain the necessary permission.

The Draft Foreign Investment Law stipulates restriction of foreign investment in certain industry sectors. The "negative list" set out in the Draft Foreign Investment Law classified the relevant prohibited and restricted industries into the Catalogue of Prohibitions and the Catalogue of Restrictions, respectively.

Foreign investors are not allowed to invest in any sector set out in the Catalogue of Prohibitions. Where any foreign investor directly or indirectly holds shares, equities, properties or other interests or voting rights in any domestic enterprise, such domestic enterprise is not allowed to invest in any sector set out in the Catalogue of Prohibitions, unless otherwise specified by the State Council.

Foreign investors are allowed to invest in sectors set out in the Catalogue of Restrictions, provided that the foreign investors are required to fulfil certain conditions and apply for permission before making such investment.

Notwithstanding that the accompanying explanatory notes to the Draft Foreign Investment Law (the "Explanatory Notes") do not provide a clear direction in dealing with VIE structures existing before the Draft Foreign Investment Law becoming effective, which is still pending for further study as of the Latest Practicable Date, the Explanatory Notes contemplate three possible approaches in dealing with foreign-invested enterprises with existing VIE structures and conducting business in an industry falling in the Negative List:

- (i) to make a declaration to the competent authority that the actual control is vested with Chinese investors, then the VIE structures may be retained for its operation;
- (ii) to apply to the competent authority for certification of its actual control vested with Chinese investors and upon verification by the competent authority, the VIE structures may be retained for its operation; and
- (iii) to apply to the competent authority for permission and the competent authority together with the relevant departments shall make a decision after taking into account the actual control of the foreign-invested enterprise and other factors.

Where foreign investors and foreign-invested enterprises circumvent the provisions of the Draft Foreign Investment Law by entrusted holding, trust, multi-level re-investment, leasing, contracting, financing arrangements, protocol control, overseas transaction or otherwise, make investments in sectors specified in the Catalogue of Prohibitions, or make investments in sectors specified in the Catalogue of Restrictions without permission or violate the information reporting obligations specified therein, the penalty shall be imposed in accordance with Article 144 of (Investments in Sectors Specified in the Catalogue of Prohibitions), Article 145 (Violation of Provisions on Access Permission), Article 147 (Administrative Legal Liability for Violating the Information Reporting Obligation) or Article 148 (Criminal Legal Liability for Violating the Information Reporting Obligation) of the Draft Foreign Investment Law, as the case may be.

Where foreign investors make investments in the sectors specified in the Catalogue of Prohibitions, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the Central Government at the place where the investments are made shall order them to cease the implementation of such investments, dispose of equity or other assets within a prescribed time limit, confiscate illegal gains, if any, and impose a fine of not less than RMB100,000 but not more than RMB1 million or of not more than 10% of illegal investments.

Where foreign investors make investments in the sectors specified in the Catalogue of Restrictions without authorization, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the Central Government at the place where the investments are made shall order them to cease the implementation of such investments, dispose of equity or other assets within a prescribed time limit, confiscate illegal gains, if any, and impose a fine of not less than RMB100,000 but not more than RMB1 million or of not more than 10% of illegal investments.

Where foreign investors or foreign-invested enterprises are in violation of the provisions of the Draft Foreign Investment Law, including failing to perform on schedule, or evading the performance of, the information reporting obligation, or concealing the truth or providing false or misleading information, the competent authorities of foreign investment of the people's governments of provinces, autonomous regions and municipalities directly under the Central Government at the place where the investments are made shall order them to make rectifications within a prescribed time limit; if they fail to make rectifications within the prescribed time limit, or the circumstances are serious, a fine of not less than RMB50,000 but not more than RMB500,000 or of not more than 5% of the investments shall be imposed.

Where foreign investors or foreign-invested enterprises are in violation of the provisions of the Draft Foreign Investment Law, including failing to perform on schedule, or evading the performance of, the information reporting obligation, or concealing the truth or providing false or misleading information, and if the circumstances are extremely serious, a fine shall be imposed on the foreign investors or foreign-invested enterprises and the directly responsible person-in-charge and other persons liable shall be sentenced to fixed-term imprisonment of not more than one year or criminal detention.

# Potential impact to our Company if the Contractual Arrangements are not treated as domestic investment

If the operation of our schools is no longer in the "negative list" and our Group can legally operate the education business under PRC Laws, Dongguan Ruixing will exercise the call option under the Call Option Agreement to acquire the equity interest of Guangdong Guangzheng and unwind the Contractual Arrangements subject to reapproval by the relevant authorities.

If the operation of our schools is in the "negative list", the Contractual Arrangements may be viewed as prohibited or restricted foreign investment. If the Draft Foreign Investment Law is refined and deviates from the current draft, depending on the treatment of existing VIE structures, the Contractual Arrangements may be regarded as invalid and illegal. As a result, our Group would not be able to operate our schools through the Contractual Arrangements and we would lose our rights to receive the economic benefits of our PRC Operating Entities. As a result, the financial results of our Consolidated Affiliated Entities would no longer be consolidated into our Group's financial results and we would have to derecognise their assets and liabilities according to the relevant accounting standards. An investment loss would be recognised as a result of such derecognition.

Nevertheless, considering that a number of existing conglomerates are operating under contractual arrangements and some of which have obtained listing status abroad, our Directors are of the view that it is unlikely, if the Draft Foreign Investment Law is promulgated, the relevant authorities will take retrospective effect to require the relevant enterprises to remove the contractual arrangements.

However, there are uncertainties as to what the definition of control may be under the finally enacted version of the Foreign Investment Law in the future, and the relevant government authorities will have a broad discretion in interpreting the law and may ultimately take a view that is inconsistent with our PRC Legal Adviser's understanding. Please refer to the section headed "Risk Factors – Risks relating to our Contractual Arrangements" of this document for further details of the risks we face relating to our Contractual Arrangements. In any event, our Company will take reasonable steps in good faith to seek compliance with the enacted version of the Foreign Investment Law, if and when it comes into force.

If the Foreign Investment Law is promulgated in the current draft form, on the basis that (i) Mr. Liu and Ms. Li, the co-founders of our Group who are parties acting in concert and are of Chinese nationality, will indirectly hold an aggregate of [REDACTED]% (assuming the [REDACTED] will not be exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme) or [REDACTED]% (assuming the [REDACTED] will be exercised in full and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme) of the issued share capital of our Company upon completion of the [REDACTED] and the [REDACTED]; (ii) our Company through Dongguan Ruixing exercises effective control over our Consolidated Affiliated Entities pursuant to the Contractual Arrangements and each of Mr. Liu and Ms. Li is of Chinese nationality, our PRC Legal Adviser is of the view that we can apply for the recognition of the Contractual Arrangements as domestic investment and it is likely that the Contractual Arrangements will be considered as legal.

# Potential measures to maintain control over and receive economic benefits from our Consolidated Affiliated Entities

To ensure the Contractual Arrangements to remain a domestic investment so that our Group can maintain control over our Consolidated Affiliated Entities and receive all economic benefits derived from our Consolidated Affiliated Entities, each of Mr. Liu and Ms. Li [has given] an undertaking (the "Undertaking") to our Company, and our Company has agreed with the Stock Exchange to enforce such Undertaking, that during the subsistence of the Contractual Arrangements, each of Mr. Liu and Ms. Li will use his/her best efforts to do and procure our Company to do all such possible acts which are necessary to give effect to the Contractual Arrangements and/or to enable the continuation of business operations of our Consolidated Affiliated Entities as a result of any impact due to the promulgation and implementation of the Draft Foreign Investment Law and other future laws and regulations, including without limitation:

- (i) Mr. Liu and Ms. Li will continue to maintain their Chinese nationality and citizenship;
- (ii) Mr. Liu and Ms. Li will remain as beneficial owners of an aggregate of not less than 50% voting rights of our Company and otherwise maintain control for the purposes of the relevant foreign investment laws and related laws applicable to our Group in relation to domestic investment when they become effective; and
- (iii) Mr. Liu and Ms. Li will obtain prior written consent of our Company as to the identity of the transferee(s) before he/she disposes of or transfers any of the interest in our Company that he/she beneficially owns. The transferee(s) (the "Transferee(s)") shall be PRC entity(ies) and/or citizen(s), who alone or together as parties acting in concert (where applicable) will be "ultimate controlling person(s)" as defined under the Draft Foreign Investment Law and hold not less than 50% voting rights of our Company, and the transferee(s) shall give an undertaking to our Company with similar effect to the Undertaking. Prior to any such disposal, transfer or other transactions which may result in Mr. Liu and Ms. Li together ceasing to have control of our Company for the purposes of the relevant foreign investment laws, Mr. Liu or Ms. Li (as the case may be) shall demonstrate to the satisfaction of our Company and the Stock Exchange that the Contractual Arrangements will remain a domestic investment for the purpose of the relevant foreign investment laws and related laws applicable to our Group in relation to domestic investment.

The Undertaking will become effective from the date of the [REDACTED] and will remain effective until compliance with the relevant requirements under the Draft Foreign Investment Law (together with, if any, all its subsequent amendments or updates, as promulgated) is not required and the Stock Exchange has consented to such termination.

Taking into account that Mr. Liu and Ms. Li can only transfer his/her interests in our Company to PRC entity(ies) and/or citizen(s) and any subsequent transferees of Mr. Liu and Ms. Li (as well as their respective transferees) will be required to give an undertaking to our Company with similar effect to the Undertaking, our Directors believe that such arrangement will ensure that not less than 50% voting rights of our Company will at all times be held by PRC entity(ies) and/or citizen(s). Furthermore, as mentioned in the paragraph headed "– Draft Foreign Investment Law" above, based on the definition of the term "control", although 50% or more of the equity or other forms of interests is not the only circumstance where a person will be deemed as the ultimate control person, it will significantly reduce the uncertainty when carrying out the "control" test under the Draft Foreign Investment Law.

Furthermore, the following control arrangements will be in place to ensure the compliance of the Undertaking after [REDACTED]:

- (a) the Shares held by the ultimate control persons who are PRC entity(ies) and/or citizen(s) which shall account for not less than 50% of the issued share capital of our Company, namely, the Shares held by Mr. Liu (through Bright Education Holdings) and Ms. Li (through Bright Education Investment) upon [REDACTED] and the Shares held by the subsequent Transferee(s) will not be deposited into [REDACTED] but will be held in the form of physical certificates; and
- (b) we have instructed our [REDACTED], not to register any subscription, purchase and transfer of Shares unless and until our Company is satisfied that the same will not result in any breach of the Undertaking.

We consider that with the assistance of our [REDACTED], it is unlikely that the Undertaking will be breached resulting in the shareholding ultimately controlled by PRC entity(ies) and/or citizen(s) to fall below 50%. If for whatever reason that the Undertaking is breached, our Company as well as other interested parties such as public shareholders through our Company can claim against the defaulting entities for remedies including, without limitation, injunctive actions for rescission of the transfers in breach of the Undertaking to the extent available. We are therefore of the view that the Undertaking together with the abovementioned arrangements are sufficient to ensure that the ultimate control by PRC entity(ies) and/or citizen(s) is maintained.

Based on the view of our PRC Legal Adviser and the Undertaking given by Mr. Liu and Ms. Li, our Directors are of the view that (i) the Contractual Arrangements are likely to be deemed as a domestic investment and to be permitted to continue; and (ii) our Group can continue to maintain control over our Consolidated Affiliated Entities and receive all economic benefits derived from our Consolidated Affiliated Entities, through the provision of services by Dongguan Ruixing to our Consolidated Affiliated Entities.

Notwithstanding the above, there may be uncertainties that the above measures to maintain control over and receive the economic benefit from our Consolidated Affiliated Entities alone may not be effective in ensuring compliance with the new Foreign Investment Law together with, if any, all its subsequent amendments or updates, as promulgated (if and when it becomes effective). In the event that such measures are not complied with, the Stock Exchange may take enforcement actions against us which may have a material adverse effect on the trading of our Shares. Please refer to the section headed "Risk Factors – Risks Related to the Contractual Arrangements" in this document.

# COMPLIANCE WITH THE CONTRACTUAL ARRANGEMENTS

Our Group has adopted the following measures to ensure the effective operation of our Group with the implementation of the Contractual Arrangements and our compliance with the Contractual Arrangements:

- (i) major issues arising from the implementation and compliance with the Contractual Arrangements or any regulatory enquiries from government authorities will be submitted to our Board, if necessary, for review and discussion on an occurrence basis;
- (ii) our Board will review the overall performance of and compliance with the Contractual Arrangements at least once a year;
- (iii) our Company will disclose the overall performance and compliance with the Contractual Arrangements in its annual report to update the Shareholders and potential investors;

- (iv) our Directors undertake to provide periodic updates in our annual reports regarding the qualification requirement as stipulated under the section headed "Contractual Arrangements Background of the Contractual Arrangements" and the latest development of the Draft Foreign Investment Law as disclosed under the section headed "Contractual Arrangements Development in the PRC Legislation on Foreign Investment", including the latest relevant regulatory development as well as our plan and progress in acquiring the relevant experience to meet these qualification requirement; and
- (v) our Company will engage external legal advisers or other professional advisers, if necessary, to assist the Board to review the implementation of the Contractual Arrangements, review the legal compliance of Dongguan Ruixing and our Consolidated Affiliated Entities to deal with specific issues or matters arising from the Contractual Arrangements.

In addition, we believe that our Directors are able to perform their roles in our Group independently and our Group is capable of managing its business independently after the **[REDACTED]** under the following measures:

- (i) the decision-making mechanism of the Board as set out in the Articles includes provisions to avoid conflict of interest by providing, amongst other things, that in the event of conflict of interest in such contract or arrangement which is material, a Director shall declare the nature of his or her interest at the earliest meeting of the Board at which it is practicable for him or her to do so, and if he or she is to be regarded as having material interest in any contracts or arrangements, such Director shall abstain from voting and not be counted in the quorum;
- (ii) each of our Directors is aware of his fiduciary duties as a Director which requires, amongst other things, that he acts for the benefits and in the best interests of our Group;
- (iii) we have appointed three independent non-executive Directors, comprising over one' third of our Board, to provide a balance of the number of interested and independent Directors with a view to promoting the interests of our Company and our Shareholders as a whole; and
- (iv) we will disclose in accordance with the requirements under the Listing Rules regarding decisions on matters reviewed by our Board (including independent non-executive Directors) relating to any business or interest of each Director and his associates that competes or may compete with the business of our Group and any other conflicts of interest which any such person has or may have with our Group.

Immediately following completion of the [REDACTED] and the [REDACTED], assuming that the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, Mr. Liu and Ms. Li, who are co-founders of our Group and are parties acting in concert, will be interested in and control indirectly, through Bright Education Holdings and Bright Education Investment respectively, in aggregate [REDACTED]% of the issued share capital of our Company and will remain as our Controlling Shareholders under the Listing Rules. Accordingly, Mr. Liu, Ms. Li, Bright Education Holdings and Bright Education Investment are our Controlling Shareholders.

## INDEPENDENCE FROM CONTROLLING SHAREHOLDERS

## **Delineation of Business and Non-competition**

Other than his interests in our Group, as confirmed by Mr. Liu, Mr. Liu also holds direct or indirect interests in other companies engaged in other businesses in the PRC including real estate, construction, hotel management and tourism.

Further, Mr. Liu, through Dongguan Andres, held interests in eight kindergartens in the PRC as at the Latest Practicable Date. We did not include the business of these kindergartens in our Group primarily because (i) being an education group providing private education at primary, middle and high school levels, we were not engaged in, and had no intention to engage in, the operation of kindergartens as at the Latest Practicable Date; and (ii) the operation of kindergartens involves resources and personnel substantially different from the operation of the schools operated by our Group. Our Directors are of the view that the business activities of these kindergartens are clearly delineated from those of our Group and the potential competition between these kindergartens and our Group is minimal, taking into account that (i) the students at the kindergartens in which Dongguan Andres is interested and the primary, middle and high school operated by our Group are in distinct age groups; and (ii) our Controlling Shareholders including Mr. Liu [have executed] the Deed of Non-competition in favour of our Company and other members of our Group, details of which are set out in the paragraph headed "Non-compete Undertaking" below.

Accordingly and based on the confirmation by Mr. Liu, our Directors are of the view that the business activities of Dongguan Andres and other companies in which Mr. Liu has a direct or indirect interest (other than our Group) are clearly delineated from and are not directly or indirectly in competition with those carried on by our Group.

Other than her interests in our Group, as confirmed by Ms. Li, Ms. Li also holds direct or indirect interests in other companies, none of which is engaged in any education business activities in the PRC.

Accordingly and based on the confirmation by Ms. Li, our Directors are of the view that the business activities of the companies in which Ms. Li has a direct or indirect interest (other than our Group) are clearly delineated from and are not directly or indirectly in competition with those carried by out by our Group.

None of our Controlling Shareholders, or their close respective associates have any interest in a business, other than our Group's business, which competes or is likely to compete, either directly or indirectly, with our Group's business.

## **Management Independence**

Although each of Mr. Liu and Ms. Li is also a director of Bright Education Holdings and Bright Education Investment respectively, each of Bright Education Holdings and Bright Education Investment is an investment holding company and other than the interest in our Company, it does not have any other business. Therefore the time required for Mr. Liu and Ms. Li to attend to the affairs of Bright Education Holdings and Bright Education Investment is limited. Further, the day-to-day

management of our business is primarily rested with our Board as well as other members of our senior management team referred to in "Directors and Senior Management-Senior Management". We consider that our Board and other members of our senior management team will function independently from our controlling shareholder because:

- each Director is aware of his or her fiduciary duties as a Director of our Company which requires, among other things, that he or she acts for the benefit and in the best interest of our Company and does not allow any conflict between his or her duties as a Director and his or her personal interest;
- none of our non-director senior management team holds any position in Bright Education Holdings and Bright Education Investment; and
- in the event that there is a potential conflict of interest arising out of any transaction to be entered into between our Company and our Directors or their respective close associates, the interested Director is obliged to declare and fully disclose such potential conflict of interest and shall abstain from voting at the relevant Board meetings of our Company in respect of such transactions and shall not be counted in the quorum.

# **Operational Independence**

Our Group is not operationally dependent on our Controlling Shareholders. We do not rely on our Controlling Shareholders for our business development, staffing or marketing and sales activities. Our Directors and senior management are responsible for the conduct of our business. We have independent access to our customers and an independent management team to handle our day-to-day operations. We do not rely on our Controlling Shareholders for any relevant material licenses necessary to carry on and operate our business and we have sufficient operational capacity in terms of capital and employees to operate independently.

During the Track Record Period, we conducted certain related party transactions in relation to the purchase of goods and hospitality expenses. Please see "Financial Information – Related Party Transactions and Balances" for details. We expect to discontinue such related party transactions prior to [REDACTED]. During the Track Record Period, we also incurred certain construction expenses to related parties. We engaged Dongguan Cinese Real Estate in the construction of schools and expect to continue doing so after the [REDACTED]. Please see "Connected Transaction – Continuing Connected Transactions – Master Construction Agreement" for further details.

Our Directors are of the view that considering that alternative construction contractors are generally available in the market, there is no operational dependence by us on our Controlling Shareholders in relation to the construction services under the Master Construction Agreement.

## **Financial Independence**

Our Group has its own financial management system, internal control and accounting systems, accounting and finance department, independent treasury function for cash receipts and payments and the ability to operate independently from our Controlling Shareholders from a financial perspective. As at 31 May 2016, Ms. Li, Mr. Liu and related parties have provided guarantees and mortgages for the loans we borrowed, the outstanding amount of which was approximately RMB916.7 million in aggregate. All the aforesaid guarantees and mortgages are expected to be fully released upon [REDACTED]. Our Directors believe that our Group is capable of obtaining financing from external sources without reliance on our Controlling Shareholders.

In addition, all the amount due from Mr. Liu and/or related parties will be fully settled prior to the [REDACTED].

Having considered the above reasons, our Directors are of the view that our Group is capable of carrying its business independently of our Controlling Shareholders and their respective close associates after the [REDACTED].

#### NON-COMPETE UNDERTAKING

Our Controlling Shareholders [have executed] the Deed of Non-competition dated [•] 2016 in favour of our Company and other members of our Group. Pursuant to the Deed of Non-competition, our Controlling Shareholders have undertaken to our Company that conditional upon [REDACTED], they will not, directly or indirectly, carry on, engage, invest, participate or otherwise be interested in any business which competes or is likely to compete with any of the existing and/or future businesses carried on by any member of our Group in relation to the provision of primary, middle and high school educational services (the "Restricted Business").

Notwithstanding the foregoing, our Controlling Shareholders may conduct any of the following:

- carry on, engage, invest, participate or otherwise be interested in such Restricted Business where the opportunity to carry on, engage, invest, participate or otherwise be interested in such Restricted Business has first been offered or made available to our Company, and our Company, after review and approval by our independent non-executive Directors or Shareholders as required under relevant laws and regulations, has declined such opportunity, provided that the principal terms by which our Controlling Shareholders or any of their close associates subsequently engages, invests, participates or otherwise is interested in such Restricted Business are not more favourable in any material aspect than those offered or made available to our Company;
- in aggregate, have interests in shares or other securities of a company (other than our Group) representing not more than 10% of such company conducting any Restricted Business whose shares are listed on the Stock Exchange or any other stock exchange provided that none of our Controlling Shareholders is in a position to control the board of directors of such company and that none of our Controlling Shareholders is the single largest shareholder of such company; and
- in aggregate, have interests in the shares or other securities of a company (other than our Group) which is listed on the Stock Exchange or any other stock exchange provided that any Restricted Business conducted or engaged in by such company (and assets relating thereto) accounts for less than five % of that company's consolidated turnover or consolidated assets, as shown in that company's latest audited accounts.

Pursuant to the Deed of Non-competition, the above restrictions would cease to have effect if our Shares cease to be listed on the Stock Exchange.

## CORPORATE GOVERNANCE MEASURES

We will adopt the following corporate governance measures to consider new business opportunities referred to us, to manage any potential conflicts of interest arising from any future potential competing business of our controlling shareholder and to safeguard the interests of our Shareholders:

- Our independent non-executive Directors will review, at least on an annual basis, the compliance with the non-compete undertakings by our Controlling Shareholders and any decisions in relation to new business opportunities referred to us.
- Our independent non-executive Directors will be responsible for deciding, without attendance by any executive Director (except as invited by our independent non-executive Directors to assist them or provide any relevant information but in no circumstances shall the executive Directors participate in such meeting be counted towards the quorum or allowed to vote in such meeting), whether or not to take up a new business opportunity referred to us under the terms of the non-compete undertakings.
- Our independent non-executive Directors may employ an independent financial adviser as they consider necessary to advise them on the terms of any new business opportunity.

- Each of our Controlling Shareholders has undertaken to us to provide all information necessary for the annual review by our independent non-executive Directors and the enforcement of the non-compete undertakings.
- We will disclose the review by our independent non-Executive Directors relating to the compliance with, and the enforcement of, the non-compete undertakings in our annual report.
- Our Controlling Shareholders will make an annual declaration of their compliance with the non-compete undertakings in our annual reports.

In the event that our Company decides not to proceed with any business opportunities referred to us and that our Controlling Shareholders or any of their respective close associates decides to proceed with such business opportunity, we will disclose such decision in our annual reports to Shareholders setting out the basis for us not taking the business opportunity.

## **OVERVIEW**

Our Group has entered into certain agreements with persons and entities that will, upon [REDACTED], become our Company's connected persons (as defined under Chapter 14A of the Listing Rules). Following the [REDACTED], the transactions contemplated under such agreements will continue and constitute continuing connected transactions of our Group under Chapter 14A of the Listing Rules.

## CONTINUING CONNECTED TRANSACTIONS

# **Master Construction Agreement**

## Principal terms

On [•] 2016, Guangdong Guangzheng entered into a master construction services agreement (the "Master Construction Agreement") with Dongguan Cinese Real Estate, pursuant to which Guangdong Guangzheng agreed to engage Dongguan Cinese Real Estate (by itself or through any of its subsidiaries) as the contractor for the construction of new schools to be established by our Group in accordance with the terms of the Master Construction Agreement. The principal terms of the Master Construction Agreement include:

- with respect to each new school, Guangdong Guangzheng will enter into an individual
  construction agreement with Dongguan Cinese Real Estate or its relevant subsidiary as
  contractor, which will prescribe specific terms and conditions of the engagement,
  including the scope of work, estimated construction and management fee, specifications of
  the school and other relevant matters;
- the terms of the individual construction agreements shall be on normal commercial terms;
- the service fee payable under each individual construction agreement shall reflect the then prevailing market rates and no less favourable than the terms and conditions offered by independent contractors for comparable construction projects; and
- the term of the Master Construction Agreement shall commence from the [REDACTED] Date until 31 August 2019 and, subject to compliance with the requirement under the Listing Rules, may be renewed by mutual consent of the parties.

## Reasons for the transactions

In view of our plan for development of new schools as detailed in the section headed "Business – Development of New Schools" in this document, our Group needs to engage contractors for the construction of new schools from time to time. In the past, Dongguan Cinese Real Estate has provided to us with certain construction project management advice, such as in relation to the selection of contractors, for the constructions of Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School on a gratuitous basis. Taking into account (i) our strategy to focus our resources on education business; (ii) we may not have extra resources to manage the construction projects of our new schools, including Weifang Guangzheng Preparatory School, Guang'an Guangzheng Preparatory School and Yunfu Guangzheng Preparatory School; (iii) Dongguan Cinese Real Estate's experience and reputation in property development and construction and its track record in providing certain construction project management advice to our schools in the past, our Directors (including the independent non-executive Directors) consider that it is fair and reasonable and in the interests of the Company and the Shareholders as a whole to engage Dongguan Cinese Real Estate for the construction of our new schools after [REDACTED] in accordance with the terms of the Master Construction Agreement.

# Pricing policy

The parties will agree on an estimated construction fee for the construction project for each new school under the relevant individual construction agreement, which will form the basis of the payment schedule for our Group in relation to the construction project. After completion of the construction, Dongguan Cinese Real Estate shall calculate and submit the construction fee incurred for the construction project for review and audit by our Group. In the event that the construction fee proposed by Dongguan Cinese Real Estate is not agreed by our Group, an auditor to be appointed by our Group shall audit the proposed construction fee. Apart from the construction fee, a management fee calculated based on a certain percentage of the total construction fee will also be payable by our Group to Dongguan Cinese Real Estate. In connection with the percentage of the management fee, we have engaged an independent business consulting firm to provide high-level analysis on the percentage of management fee based on, among other things, applicable regulations and guidances on transfer pricing, as well as selected market comparables. The independent business consulting firm has advised that the interquartile range of the weighted average gross margin percentages of the selected market comparable listed companies ranges from 8.5% to 17.3%, with a median of 14.1%. The management fee under each individual construction agreement entered or to be entered into is or is expected to be (as the case may be) lower than 14% of the total construction fee.

The payment terms in relation to the construction and management fees under each individual construction agreement will be determined by the parties through arm's length negotiation and on normal commercial terms and based on the proposal submitted by Dongguan Cinese Real Estate, the definitive specification of the new schools and with reference to the construction and management fees generally charged by independent contractors of similar experience and reputation for the construction of schools of similar size to ensure that the terms are no less favourable to the Group than terms available by independent contractors.

# Proposed annual caps

Construction fees

We have entered into individual construction agreements with Dongguan Cinese Real Estate for the construction projects for the Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School (both of which constructions were on-going as at the Latest Practicable Date), the respective salient terms of which are set out as follows:

Individual construction agreement for Weifang Guangzheng Preparatory School

Date 30 March 2016

Parties Guangdong Guangzheng and Dongguan Cinese Real Estate

Construction scope The scope of construction includes an eastern school gate, an

arts building, primary school classroom buildings, primary school dormitories, secondary school dormitories, a stadium, and secondary school classroom buildings, etc. The final scope shall be subject to the Planning Permit for Construction Work.

Construction area The total construction area of the project is approximately 108,298 sq.m. (including both above-ground and underground works), subject to the Planning Permit for Construction Work.

Based on preliminary estimate, the amount of the construction fee would be approximately RMB250 million.

The parties agree that Guangdong Guangzheng shall pay the construction fee by instalments as follows:

1. RMB200 million within 5 working days from the date on which all conditions for commencement of work have been satisfied;

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- 2. RMB30 million shall be paid within 5 working days from the date on which the construction of the external structure of the buildings has been completed;
- 3. RMB20 million shall be paid within 5 working days from the date of final acceptance and fire inspections of the entire project; and
- 4. any outstanding amount shall be paid or any extra amount paid shall be refunded, within 15 working days from the date of the completion of the construction.

Within 15 working days from the date of the completion of the construction, Dongguan Cinese Real Estate shall provide Guangdong Guangzheng with the total construction fee of the project for its audit within the next 20 working days. If the parties cannot agree on the total construction fee, an auditor appointed by Guangdong Guangzheng shall be engaged to perform an audit.

Management fee

12% (inclusive of tax) of the total construction fee of the project shall be payable to Dongguan Cinese Real Estate as management fee.

Construction permits

Dongguan Cinese Real Estate shall be responsible for the application of construction work planning permits, construction work commencement permits and other permits required for the project.

Work commencement date

Dongguan Cinese Real Estate shall commence construction work within 10 working days from the notice to be issued by Guangdong Guangzheng.

Delivery

Dongguan Cinese Real Estate shall be responsible for the passing of the final inspections and fire inspections of the completed construction work within one year from the signing of the agreement, and shall deliver the completed project to Guangdong Guangzheng no later than 30 June 2017.

Individual construction agreement for Guang'an Guangzheng Preparatory School

Date 30 May 2016

Parties Guangdong Guangzheng and Dongguan Cinese Real Estate

Construction scope

The scope of construction includes classroom buildings, students' living quarters, teachers' apartments, cafeterias, an arts building, and a stadium, etc. The final scope shall be subject to the Planning Permit for Construction Work.

Construction area

The total construction area of the project is approximately 170,000 sq.m. (including both above-ground and underground works), subject to the Planning Permit for Construction Work.

#### Construction fees

Based on preliminary estimate, the amount of the construction fee would be approximately RMB340 million.

The parties agree that Guangdong Guangzheng shall pay the construction fee by instalments as follows:

- 1. RMB170 million within 5 working days from the date on which all conditions for commencement of work have been satisfied:
- 2. not more than RMB50 million shall be paid within 180 days from the date of commencement of construction work;
- 3. RMB40 million shall be paid within 5 working days from the date on which the construction of the external structure of the buildings has been completed;
- 4. RMB40 million shall be paid within 5 working days from the date of final acceptance and fire inspections of the entire project; and
- 5. any outstanding amount shall be paid or any extra amount paid shall be refunded, within 15 working days from the date of the completion of the construction.

Within 15 working days from the date of the completion of the construction, Dongguan Cinese Real Estate shall provide Guangdong Guangzheng with the total construction fee of the project for its audit within the next 20 working days. If the parties cannot agree on the total construction fee, an auditor appointed by Guangdong Guangzheng shall be engaged to perform an audit.

Management fee

12% (inclusive of tax) of the total construction fee of the project shall be payable to Dongguan Cinese Real Estate as management fee.

Construction permits

Dongguan Cinese Real Estate shall be responsible for the application of construction work planning permits, construction work commencement permits and other permits required for the project.

Work commencement date

Dongguan Cinese Real Estate shall commence construction work within 10 working days from the notice to be issued by Guangdong Guangzheng.

Delivery

Dongguan Cinese Real Estate shall be responsible for the passing of the final inspections and fire inspections of the completed construction work within one year from the signing of the agreement, and shall deliver the completed project to Guangdong Guangzheng no later than 31 August 2018.

According to the individual construction agreements, the estimated construction and management fees for Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School are expected to be approximately RMB280 million and RMB380.8 million respectively. Although the individual construction agreements for Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School were entered into prior to the Master Construction Agreement, given that as at the Latest Practicable Date the constructions of these two schools had not been completed and there had been outstanding payments payable to Dongguan Cinese Real Estate under the respective individual construction agreements, we have included the estimated fees payable for the construction of these schools under the proposed annual caps as more particularly set out below. We also expect to engage Dongguan Cinese Real Estate for the construction project for Yunfu Guangzheng Preparatory School, the estimated construction and management fees payable for which are expected to be approximately RMB448 million. As at the Latest Practicable Date, the individual construction agreement for Yunfu Guangzheng Preparatory School has not yet been entered into.

We expect that the annual aggregate construction and management fee to be paid to Dongguan Cinese Real Estate and/or its subsidiaries for the construction of Weifang Guangzheng Preparatory School, Guang'an Guangzheng Preparatory School, Yunfu Guangzheng Preparatory School, and any other new schools to be constructed under the Master Construction Agreement will not exceed the following proposed annual caps:

| For the year ending 31 August |               |               |  |  |  |
|-------------------------------|---------------|---------------|--|--|--|
| 2017                          | 2018          | 2019          |  |  |  |
| RMB                           | RMB           | RMB           |  |  |  |
| nillion                       | 220.0 million | 150 0 million |  |  |  |

Proposed annual caps

470.0 million

220.0 million

150.0 million

The above proposed annual caps are arrived at based on (i) the historical costs for the construction of our schools including Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School; (ii) the expected construction and management fees payable for the construction of Weifang Guangzheng Preparatory School and Guang'an Guangzheng Preparatory School pursuant to the respective individual construction agreements; (iii) the expected construction and management fees payable for the construction of Yunfu Guangzheng Preparatory School; (iv) possible inflation and delay in construction schedule which may render the actual construction and management fees higher then as expected; and (v) the cooperation agreements we entered into with the local government authorities in the PRC in relation to the establishment of new schools and our plan for development of new schools as detailed in the section headed "Business – Development of New Schools" in this document.

# Listing Rules implications

Dongguan Cinese Real Estate is indirectly wholly-owned by Mr. Liu, an executive Director, our Chairman and one of our Controlling Shareholders, and is therefore an associate of Mr. Liu. Thus, Dongguan Cinese Real Estate is our connected person pursuant to Rules 14A.12(2)(b) and 14A.07(1) of the Listing Rules and the transactions contemplated under the Master Construction Agreement constitute continuing connected transactions of our Company upon [REDACTED]. Our Directors anticipate that the applicable percentage ratios on the amount of fees payable for the construction of Weifang Guangzheng Preparatory School, Guang'an Guangzheng Preparatory School, Yunfu Guangzheng Preparatory School, and any other new schools to be constructed under the Master Construction Agreement will be more than 5% on an annual basis. Accordingly, such continuing connected transactions are, upon [REDACTED], subject to the reporting, announcement, annual review and independent Shareholders' approval requirements under Chapter 14A of the Listing Rules.

# Application for waiver

We have applied to the Stock Exchange for, and the Stock Exchange [has granted], a waiver to us under Rule 14A.105 of the Listing Rules from strict compliance with the announcement and independent Shareholders' approval requirements under Chapter 14A of the Listing Rules in respect of the transactions contemplated under the Master Construction Agreement, provided that the annual aggregate construction and management fee to be paid to Dongguan Cinese Real Estate and/or its subsidiaries for the construction of Weifang Guangzheng Preparatory School, Guang'an Guangzheng Preparatory School, Yunfu Guangzheng Preparatory School and any other new schools to be constructed under the Master Construction Agreement for each of the three years ending 31 August 2017, 2018 and 2019 will not exceed the relevant proposed annual caps set forth above.

# Confirmation from our Directors and Sole Sponsor

Our Directors (including the independent non-executive Directors) are of the view that (i) the transactions contemplated under the Master Construction Agreement have been and will be entered into in the ordinary and usual course of business, are on normal terms or better that are fair and reasonable and in the interest of our Company and the Shareholders as a whole; and (ii) the above proposed annual caps are fair and reasonable and in the interests of our Company and the Shareholders as a whole.

The Sole Sponsor has reviewed the relevant documents and information in relation to the transactions contemplated under the Master Construction Agreement and have also conducted due diligence by discussing these transactions with our management. Based on the Sole Sponsor' due diligence, the Sole Sponsor is of the view that (i) the transactions contemplated under the Master Construction Agreement will be entered into in the ordinary and usual course of business, are on normal terms or better that are fair and reasonable and in the interest of our Company and the Shareholders as a whole; and (ii) the above proposed annual caps are fair and reasonable and in the interests of our Company and the Shareholders as a whole.

# **Contractual Arrangements**

# Background

As disclosed in the section headed "Contractual Arrangements" in this document, due to regulatory restrictions on foreign ownership in our schools in the PRC, we conduct our business in China through our Consolidated Affiliated Entities. We do not hold any equity interests in our Consolidated Affiliated Entities, which are beneficially owned by Ms. Li as to 38% and Mr. Liu as to 62%. Through a series of contractual arrangements (the "Contractual Arrangements"), we effectively control these Consolidated Affiliated Entities and are able to derive substantially all of their economic benefits, and expect to continue to do so. The Contractual Arrangements among us, Dongguan Ruixing, our Consolidated Affiliated Entities and shareholders of our Consolidated Affiliated Entities enable us to (i) receive substantially all of the economic benefits from our Consolidated Affiliated Entities in consideration for the services provided by Dongguan Ruixing; (ii) exercise effective control over our Consolidated Affiliated Entities; and (iii) hold an exclusive option to purchase all or part of the equity interests in our Consolidated Affiliated Entities when and to the extent permitted by PRC laws.

The Contractual Arrangements include: (a) the Exclusive Management Consultancy and Business Cooperation Agreement, (b) the Call Option Agreement, (c) the Equity Pledge Agreement, (d) the Powers of Attorney, (e) the Loan Agreement and (f) the SP Liu Spouse's Undertaking (terms are defined in the section headed "Contractual Arrangements" in this document). Please refer to the section headed "Contractual Arrangements" in this document for detailed terms of these documents.

# Listing Rules implications

The table below sets forth the connected persons of our Company involved in the Contractual Arrangements and the nature of their connection with our Group. The transactions contemplated under the Contractual Arrangements constitute continuing connected transactions of our Company under the Listing Rules upon [REDACTED].

| Name                 | Connected relationships   |
|----------------------|---|
| Mr. Liu              | Mr. Liu is an executive Director, our Chairman and one of our Controlling Shareholders and is therefore our connected person pursuant to Rule 14A.07(1) of the Listing Rules.   |
| Ms. Li               | Ms. Li is our Chief Executive Officer, an executive Director and one of our Controlling Shareholders and is therefore our connected person pursuant to Rule 14A.07(1) of the Listing Rules.   |
| Mr. SP Liu           | Mr. SP Liu is the father of Mr. Liu and is therefore an associate of Mr. Liu and our connected person pursuant to Rules 14A.12(2)(a) and 14A.07(4) of the Listing Rules.  |
| Guangdong Guangzheng | Guangdong Guangzheng is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.   |
| Dongguan Wenhui      | Dongguan Wenhui is a wholly-owned subsidiary of Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.     |
| Guang'an Guangzheng  | Guang'an Guangzheng is a wholly-owned subsidiary of Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules. |
| Huizhou Guangzheng   | Huizhou Guangzheng is a wholly-owned subsidiary of Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.  |
| Panjin Guangzheng    | Panjin Guangzheng is a wholly-owned subsidiary of Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.   |

#### Name

# **Connected relationships**

Weifang Guangzheng

Weifang Guangzheng is a wholly-owned subsidiary of Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Dongguan Guangming School

Dongguan Guangming School is wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Dongguan Guangming Primary School

Dongguan Guangming Primary School is wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Dongguan Guangzheng Preparatory School Dongguan Guangzheng Preparatory School is wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and is therefore an associate of Ms. Li and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Huizhou Guangzheng Preparatory School Huizhou Guangzheng Preparatory School is, via Huizhou Guangzheng, indirectly wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Panjin Guangzheng Preparatory School Panjin Guangzheng Preparatory School is, via Panjin Guangzheng, indirectly wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and is therefore an associate of Ms. Li and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Weifang Guangzheng Preparatory School Weifang Guangzheng Preparatory School is indirectly wholly-owned by Guangdong Guangzheng, which is beneficially owned as to 38% by Ms. Li and 62% by Mr. Liu, and is therefore an associate of Ms. Li and Mr. Liu and our connected person pursuant to Rules 14A.12(1)(c) and 14A.07(4) of the Listing Rules.

Our Directors (including the independent non-executive Directors) are of the view that the Contractual Arrangements and the transactions contemplated thereunder are fundamental to our Group's legal structure and business, that such transactions have been and will be entered into in the ordinary and usual course of business of our Group, are on normal commercial terms and are fair and reasonable and in the interests of our Company and our Shareholders as a whole. Accordingly, notwithstanding that the transactions contemplated under the Contractual Arrangements and any new transactions, contracts and agreements or renewal of existing transactions, contracts and agreements to be entered into, among others, by any of our Consolidated Affiliated Entities and any member of our Group technically constitute continuing connected transactions under Chapter 14A of the Listing Rules, our Directors consider that, given that our Group is placed in a special situation in relation to the connected transactions rules under the Contractual Arrangements, it would be unduly burdensome and impracticable, and would add unnecessary administrative costs to our Company if such transactions are subject to strict compliance with the requirements set out under Chapter 14A of the Listing Rules, including, among others, the announcement and independent shareholders' approval requirements.

# Application for waiver

In view of the Contractual Arrangements, we have applied to the Stock Exchange for, and the Stock Exchange [has granted], a waiver from strict compliance with (i) the announcement and independent Shareholders' approval requirements under Chapter 14A of the Listing Rules in respect of the transactions contemplated under the Contractual Arrangements pursuant to Rule 14A.105 of the Listing Rules, (ii) the requirement of setting an annual cap for the transactions under the Contractual Arrangements under Rule 14A.53 of the Listing Rules, and (iii) the requirement of limiting the term of the Contractual Arrangements to three years or less under Rule 14A.52 of the Listing Rules, for so long as [REDACTED] subject however to the following conditions:

## (a) No change without independent non-executive Directors' approval

No change to the Contractual Arrangements will be made without the approval of the independent non-executive Directors;

# (b) No change without independent Shareholders' approval

Save as described in paragraph (d) below, no change to the agreements governing the Contractual Arrangements will be made without the approval of the independent Shareholders.

Once independent Shareholders' approval of any change has been obtained, no further announcement or approval of the independent Shareholders will be required under Chapter 14A of the Listing Rules unless and until further changes are proposed. The periodic reporting requirement regarding the Contractual Arrangements in the annual reports of our Company (as set out in paragraph (e) below) will however continue to be applicable.

## (c) Economic benefits flexibility

The Contractual Arrangements shall continue to enable our Group to receive the economic benefits derived by our Consolidated Affiliated Entities through (i) our Group's option, to the extent permitted under PRC laws and regulations to acquire, all or part of the entire equity interests in our Consolidated Affiliated Entities for nil consideration or at the lowest possible amount permissible under the applicable PRC laws and regulations, (ii) the business structure under which the net profit generated by our Consolidated Affiliated Entities is substantially retained by our Group, such that no annual cap shall be set on the amount of service fees payable to Dongguan Ruixing by our Consolidated Affiliated Entities under the Exclusive Management Consultancy and Business Cooperation Agreement, and (iii) our Group's right to control the management and operation of, as well as, in substance, all of the voting rights of our Consolidated Affiliated Entities.

## (d) Renewal and reproduction

On the basis that the Contractual Arrangements provide an acceptable framework for the relationship between our Company and its subsidiaries in which our Company has equity shareholding, on one hand, and our Consolidated Affiliated Entities, on the other hand, such framework may be renewed and/or reproduced upon the expiry of the existing arrangements or in relation to any existing or new wholly foreign owned enterprise or operating company (including branch company) engaging in the same business as that of our Group which our Group might wish to establish when justified by business expediency, without obtaining the approval of the independent Shareholders, on substantially the same terms and conditions as the existing Contractual Arrangements. The directors, chief executive or substantial shareholders of any existing or new wholly foreign owned enterprise or operating company (including branch company) engaging in the same business as that of our Group which our Group may establish will, upon renewal and, or reproduction of the Contractual Arrangements, however be treated as connected persons of our Company and transactions between these connected persons and our Company other than those under similar Contractual Arrangements shall comply with Chapter 14A of the Listing Rules. This condition is subject to relevant PRC laws, regulations and approvals.

## (e) Ongoing reporting and approvals

Our Group will disclose details relating to the Contractual Arrangements on an on-going basis as follows:

- The Contractual Arrangements in place during each financial period will be disclosed in our Company's annual report in accordance with relevant provisions of the Listing Rules.
- Our independent non-executive Directors will review the Contractual Arrangements annually and confirm in our Company's annual report for the relevant year that (i) the transactions carried out during such year have been entered into in accordance with the relevant provisions of the Contractual Arrangements, have been operated so that the profit generated by our Consolidated Affiliated Entities has been substantially retained by our Group, (ii) no dividends or other distributions have been made by our Consolidated Affiliated Entities to the holders of its equity interests which are not otherwise subsequently assigned or transferred to our Group, and (iii) the Contractual Arrangements and if any, any new transactions, contracts and agreements entered into, renewed or reproduced between our Group and our Consolidated Affiliated Entities during the relevant financial period under paragraph (d) above are fair and reasonable, or advantageous, so far as our Group is concerned and in the interests of our Shareholders as a whole.
- Our Company's auditors will carry out procedures annually on the transactions carried out pursuant to the Contractual Arrangements and will provide a letter to our Directors with a copy to the Stock Exchange, confirming that the transactions have received the approval of our Directors, have been entered into in accordance with the relevant Contractual Arrangements and that no dividends or other distributions have been made by our Consolidated Affiliated Entities to the holders of its equity interests which are not otherwise subsequently assigned or transferred to our Group.
- For the purpose of Chapter 14A of the Listing Rules, and in particular the definition of "connected person", each of our Consolidated Affiliated Entities will be treated as our Company's wholly-owned subsidiary, but at the same time, the directors, chief executives or substantial shareholders of each of our Consolidated Affiliated Entities and their respective associates will be treated as connected persons of our Company, and transactions between these connected persons and our Group, other than those under the Contractual Arrangements, will be subject to requirements under Chapter 14A of the Listing Rules.

 Each of our Consolidated Affiliated Entities will undertake that, for so long as our Shares are listed on the Stock Exchange, each of our Consolidated Affiliated Entities will provide our Group's management and our Company's auditors full access to its relevant records for the purpose of our Company's auditors' review of the continuing connected transactions.

## Transactions among our Consolidated Affiliated Entities and our Company

Given that the financial results of our Consolidated Affiliated Entities will be consolidated into our financial results and the relationship between our Consolidated Affiliated Entities on the one hand, and our Company and our subsidiaries in which our Company has equity shareholding on the other hand, under the Contractual Arrangements, all agreements other than the Contractual Arrangements that have been or may in the future be entered into between any of our Consolidated Affiliated Entities on the one hand, and our Company or any of our subsidiaries in which our Company has direct or indirect equity shareholding on the other hand, will also be exempted from the "continuing connected transactions" provisions of the Listing Rules.

# Confirmation from our Directors and Sole Sponsor

Our Directors (including the independent non-executive Directors) and the Sole Sponsor are of the view that the transactions contemplated under the Contractual Arrangements have been and will be entered into in the ordinary and usual course of business of our Group, are fundamental to our Group's legal structure and business operations and on normal commercial terms or better that are fair and reasonable and in the interests of our Company and the Shareholders as a whole. With respect to the term of the relevant agreements underlying the Contractual Arrangements which is of a duration longer than three years, it is a justifiable and normal business practice to ensure that (i) the financial and operational policies of our consolidate affiliated entities can be effectively controlled by Dongguan Ruixing or its designated third party, (ii) Dongguan Ruixing or its designated third party can obtain the economic benefits derived from the Consolidated Affiliated Entities, and (iii) any possible leakages of assets and values of the Consolidated Affiliated Entities can be prevented, on an uninterrupted basis.

# **SHARE CAPITAL**

## AUTHORISED AND ISSUED SHARE CAPITAL

The following is a description of the authorised and issued share capital of our Company in issue [REDACTED]:

# **Authorised Share Capital**

Aggregate nominal value
Number of of Shares
Shares (HK\$)

[10,000,000,000] [100,000,000]

# **Issued Share Capital**

Assuming that the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, the issued share capital of our Company immediately following the completion of the [REDACTED] will be as follows:

| Number of<br>Shares | Description of Shares  | Aggregate<br>nominal value<br>of Shares<br>(HK\$) |
|---------------------|--|---|
| [78,000]            | Shares in issue as at the date of this document  | [780]   |
| [REDACTED]          | Shares to be issued under the [REDACTED]   | [REDACTED]  |
| [REDACTED]          | Shares to be issued under the [REDACTED] (excluding any shares which may be issued under the [REDACTED]) | [REDACTED]  |
| [REDACTED]          | Shares in total  | [REDACTED]  |

Assuming that the [REDACTED] is exercised in full and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, the issued share capital of our Company immediately following the completion of the [REDACTED] will be as follows:

| Number of<br>Shares | Description of Shares                                       | Aggregate<br>nominal value<br>of Shares<br>(HK\$) |
|---------------------|---|---|
| [78,000]            | Shares in issue as at the date of this document             | [780]   |
| [REDACTED]          | Shares to be issued under the [REDACTED]                    | [REDACTED]  |
| [REDACTED]          | Shares to be issued under the [REDACTED] and the [REDACTED] | [REDACTED]  |
| [REDACTED]          | Shares in total   | [REDACTED]  |

## SHARE CAPITAL

#### **ASSUMPTIONS**

The above tables assume that the [REDACTED] has become unconditional. The above tables also do not take into account any Shares which may be issued or repurchased by us under the general mandates granted to our Directors as referred to below.

#### RANKING

The [REDACTED] will rank pari passu in all respects with all Shares now in issue or to be issued as mentioned in this document, and will qualify and rank equally for all dividends or other distributions declared, made or paid on the Shares on a record date which falls after the date of this document except with respect to entitlements under the [REDACTED].

# CIRCUMSTANCES UNDER WHICH GENERAL MEETINGS ARE REQUIRED

There are certain circumstances where annual meetings or extraordinary general meetings of our Company are required under our Articles and the Listing Rules. A general summary of such circumstances are set out below:

- an annual general meeting of our Company must be held in each year, other than the year of adoption of the Articles (within a period of not more than 15 months after the holding of the last preceding annual general meeting or a period of 18 months from the date of adoption of the Articles, unless a longer period would not infringe the rules of any Designated Stock Exchange (as defined in the Articles)) at such time and place as may be determined by our Board.
- our Board may, at its discretion, call extraordinary general meetings. However, any one or more members holding at the date of deposit of the requisition not less than one-tenth of the paid up capital of our Company carrying the right of voting at general meetings of our Company (the "requisitionist") shall have the right, by written requisition to our Board or the secretary of our Company, to require an extraordinary general meeting to be called by our Board for the transaction of any business specified in such requisition; and such meeting shall be held within two months after the deposit of such requisition. If within 21 days of such deposit our Board fails to proceed to convene such meeting the requisitionist(s) himself/herself/itself/themselves may do so in the same manner, and all reasonable expenses incurred by the requisitionist(s) as a result of the failure of our Board shall be reimbursed to the requisitionist(s) by our Company.

Other than the above circumstances, certain corporate actions may require the approval of members, which would be obtained at a general meeting. For details, please refer to "Summary of the Constitution of our Company and Cayman Islands Companies Law" in Appendix IV to this document.

## GENERAL MANDATE TO ISSUE SHARES

Subject to the [REDACTED] becoming unconditional, our Directors have been granted a general unconditional mandate to allot, issue and deal with Shares with a total nominal value of not more than the sum of:

- 20% of the aggregate nominal value of Shares in issue immediately following completion of the [REDACTED] and the [REDACTED] (assuming the [REDACTED] is not exercised at all); and
- the aggregate nominal value of Shares repurchased by us under the authority referred to in "- General Mandate to Repurchase Shares" below.

## SHARE CAPITAL

This general mandate to issue Shares will expire at the earliest of:

- the conclusion of the next annual general meeting of our Company unless renewed by an ordinary resolution of our Shareholders in a general meeting, either unconditionally or subject to conditions; or
- the expiration of the period within which our Company's next annual general meeting is required by the memorandum and articles of association of our Company or any other applicable laws to be held; or
- the date when it is varied or revoked by an ordinary resolution of our Shareholders in general meeting.

Please refer to "A. Further Information about Our Company and Our Subsidiaries-3. Resolutions of the Shareholder of our Company" in Appendix V to this document for further details of this general mandate to allot, issue and deal with Shares.

## GENERAL MANDATE TO REPURCHASE SHARES

Subject to the [REDACTED] becoming unconditional, our Directors have been granted a general unconditional mandate to exercise all the powers of our Company to repurchase our own securities with nominal value of up to 10% of the aggregate nominal value of our Shares in issue immediately following the completion of the [REDACTED] and the [REDACTED] (assuming the [REDACTED] is not exercised at all).

The repurchase mandate only relates to repurchases made on the Stock Exchange, or on any other stock exchange on which our Shares are listed (and which are recognised by the SFC and the Stock Exchange for this purpose), and which are in accordance with the Listing Rules. A summary of the relevant Listing Rules is set out in "A. Further Information about Our Company and Our Subsidiaries – 5. Repurchase of Our Own Securities" in Appendix V to this document.

This general mandate to repurchase Shares will expire at the earliest of:

- the conclusion of the next annual general meeting of our Company unless renewed by an ordinary resolution of our Shareholders in a general meeting, either unconditionally or subject to conditions; or
- the expiration of the period within which our Company's next annual general meeting is required by the memorandum and articles of association of our Company or any other applicable laws to be held; or
- the date when it is varied or revoked by an ordinary resolution of our Shareholders in general meeting.

Please refer to "A. Further Information about Our Company and Our Subsidiaries – 3. Resolutions of the Shareholder of our Company" in Appendix V to this document for further details of the Repurchase Mandate.

# SUBSTANTIAL SHAREHOLDERS

#### SUBSTANTIAL SHAREHOLDERS

So far as our Directors are aware, immediately following the completion of the [REDACTED] and the [REDACTED] and assuming that the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, the following persons are expected to have an interest and/or short positions in the Shares or underlying shares of our Company which would fall to be disclosed to us pursuant to the provisions of Divisions 2 and 3 of Part XV of the SFO, or, who are, directly or indirectly, interested in 10% or more of the nominal value of any class of our share capital carrying rights to vote in all circumstances at general meetings of our Company:

| Name of substantial shareholder | Capacity/Nature of<br>Interest                       | Number of<br>Shares held<br>or interested<br>(Note 1) | Appropriate<br>percentage of<br>interest in our<br>Company |
|---------------------------------|--|---|--|
| Mr. Liu (Note 2)                | Interest of controlled corporation ( <i>Note 3</i> ) | [REDACTED]  | [REDACTED]   |
| Bright Education Holdings       | Beneficial owner (Note 3)                            | [REDACTED]  | [REDACTED]   |
| Ms. Li (Note 2)                 | Interest of controlled corporation ( <i>Note 4</i> ) | [REDACTED]  | [REDACTED]   |
| Bright Education<br>Investment  | Beneficial owner (Note 4)                            | [REDACTED]  | [REDACTED]   |

Notes:

- (1) All interests stated are long positions.
- (2) Mr. Liu and Ms. Li are co-founders of our Group and parties acting in concert with each other.
- (3) Mr. Liu holds the entire issued share capital of Bright Education Holdings and is therefore deemed to be interested in [REDACTED] Shares held by Bright Education Holdings.
- (4) Ms. Li holds the entire issued share capital of Bright Education Investment and is therefore deemed to be interested in [REDACTED] Shares held by Bright Education Investment.

Except as disclosed above, our Directors are not aware of any other person who will, immediately following the completion of the [REDACTED] and the [REDACTED], have any interest and/or short positions in the Shares or underlying shares of our Company which would fall to be disclosed to us pursuant to the provisions of Divisions 2 and 3 of Part XV of the SFO, or, who are, directly or indirectly, interested in 10% or more of the nominal value of any class of our share capital carrying rights to vote in all circumstances at general meetings of our Company. Our Directors are not aware of any arrangement which may at a subsequent date result in a change of control of our Company.

# **DIRECTORS AND SENIOR MANAGEMENT**

# DIRECTORS AND SENIOR MANAGEMENT

Our Board consists of seven members, four of whom are executive Directors and three of whom are independent non-executive Directors:

| Name                          | Age | Position  | Date of joining<br>our Group | Date of appointment as a Director | Roles and responsibilities  |
|-------------------------------|-----|---|------------------------------|-----------------------------------|---|
| LIU Xuebin<br>(劉學斌)           | 44  | Chairman and executive Director                                   | October 2002                 | July 2010                         | Primarily responsible<br>for the overall<br>formulation,<br>supervision and<br>guidance of<br>business strategies,<br>planning and<br>development of<br>our Group |
| LI Suwen<br>(李素文)             | 43  | Executive Director and chief executive officer                    | October 2002                 | July 2010                         | Primarily responsible<br>for the overall<br>management and<br>business<br>development of<br>our Group   |
| LI Jiuchang<br>(李久常)          | 37  | Executive Director and chief operating officer                    | September 2003               | June 2016                         | Primarily responsible<br>for the overall<br>management of the<br>operation of our<br>schools  |
| NG Cheuk Him<br>(吳卓謙)         | 41  | Executive Director, chief financial officer and company secretary | September 2015               | June 2016                         | Primarily responsible<br>for the overall<br>financial<br>management and<br>corporate<br>governance of our<br>Group  |
| SUN Kai<br>Lit Cliff<br>(孫啟烈) | 63  | Independent<br>non-executive<br>Director                          | [•] 2016                     | [•] 2016                          | Primarily responsible for providing guidance and supervision regarding the business, operations and corporate governance of our Group                             |

# DIRECTORS AND SENIOR MANAGEMENT

| Name                             | Age | Position                                 | Date of joining<br>our Group | Date of appointment as a Director | Roles and responsibilities  |
|----------------------------------|-----|--|------------------------------|-----------------------------------|---|
| TAM King Ching<br>Kenny<br>(譚競正) | 67  | Independent<br>non-executive<br>Director | [●] 2016                     | [●] 2016                          | Primarily responsible for providing guidance and supervision regarding the business, operations and corporate governance of our Group |
| YAU Sze Ka<br>(游思嘉)              | 44  | Independent<br>non-executive<br>Director | [●] 2016                     | [•] 2016                          | Primarily responsible for providing guidance and supervision regarding the business, operations and corporate governance of our Group |

#### **Executive Directors**

Mr. LIU Xuebin (劉學斌), aged 44, is our Chairman and a co-founder of our Group. He was appointed as a Director on 13 July 2010, and as an executive Director and Chairman of the Board on 7 June 2016. He is primarily responsible for the overall formulation, supervision and guidance of business strategies, planning and development of our Group. Out of his commitment in social responsibilities, Mr. Liu founded our Group by establishing Guangdong Guangzheng with Ms. Li in October 2002 and has acted as its director since then.

In addition to our Group, Mr. Liu also holds direct or indirect interests in other companies engaged in other business in the PRC including real estate, construction, hotel and tourism.

Mr. Liu completed a graduate programme on project management from the Economics Department of Peking University in March 2004. Mr. Liu was awarded the World Outstanding Chinese Award (世界傑出華人獎) by United World Chinese Association Limited (世界華人協會) in 2007.

As at the Latest Practicable date, Mr. Liu was a director of Bright Education BVI, Bright Education HK, Dongguan Ruixing, Dongguan Yuexing, Shenzhen Youyue and our Consolidated Affiliated Entities (except Dongguan Wenhui and Weifang Guangzheng).

Upon [REDACTED], assuming that the [REDACTED] is not exercised at all and without taking into account of any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, Mr. Liu will be interested in [REDACTED]% of the total issued share capital of our Company through Bright Education Holdings and will, together with our co-founder Ms. Li, be interested in an aggregate of [REDACTED]% of the total issued share capital of our Company.

# DIRECTORS AND SENIOR MANAGEMENT

Ms. LI Suwen (李素文), aged 43, is the Chief Executive Officer of our Company and a co-founder of our Group. She was appointed as a Director on 13 July 2010 and as an executive Director on 7 June 2016. She is primarily responsible for the overall management and business development of our Group. Ms. Li founded our Group in establishing Guangdong Guangzheng with Mr. Liu in October 2002.

Ms. Li has dedicated her career to the cause of education since the establishment in October 2002. She founded a number of educational institutions within our Group including Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School and Panjin Guangzheng Preparatory School.

As at the Latest Practicable date, Ms. Li was (i) a director of Bright Education BVI, Bright Education HK, Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Huizhou Guangzheng Preparatory School, Panjin Guangzheng Preparatory School and Weifang Guangzheng Preparatory School; (ii) a supervisor of Shenzhen Youyue and Panjin Guangzheng; and (iii) a general manager of Dongguan Ruixing and Dongguan Yuexing.

Upon [REDACTED], assuming that the [REDACTED] is not exercised at all and without taking into account of any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, Ms. Li will be interested in approximately [REDACTED]% of the total issued share capital of our Company through Bright Education Investment and will, together with our co-founder Mr. Liu, be interested in an aggregate of approximately [REDACTED]% of the total issued share capital of our Company.

Mr. LI Jiuchang (李久常), aged 37, is the Chief Operating Officer of our Company. He was appointed as an executive Director on 7 June 2016 and is primarily responsible for the overall management of the operation of our schools.

Mr. Li has more than 12 years of experience in the educational sector. He joined Guangdong Guangzheng in September 2003 as a high school teacher. He has acted as the deputy general manager of Guangdong Guangzheng since September 2012, primarily responsible for the daily operation of the school, and the principal of Dongguan Guangzheng Preparatory School since September 2013.

As at the Latest Practicable Date, Mr. Li was also a director of Dongguan Wenhui, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Panjin Guangzheng Preparatory School and Weifang Guangzheng Preparatory School.

Mr. Li's dedication in education has been well recognised. He was awarded the Dongguan Outstanding Youth Volunteer (東莞市優秀青年志願者) by the Communist Youth League, Dongguan branch (共青團東莞市委) and Dongguan Young Volunteers Association (東莞市青年志願者協會) in April 2006. He was also appointed a core member of the Research Team for Project Studies under the Eleventh Five-Year Plan of the National Educational Science Programme of the MOE (全國教育科學"十一五"教育部規劃課題研究組) in October 2007 and an Advanced Practitioner in Project Studies of the MOE (教育部課題研究先進工作者) in November 2010.

Mr. Li obtained a bachelor's degree in history from the Shaanxi Normal University (陝西師範大學), China in July 2003.

Mr. NG Cheuk Him (吳卓謙), aged 41, is the chief financial officer and company secretary of our Company. He was appointed as an executive Director on 7 June 2016 and is primarily responsible for overall financial management and corporate governance of our Group.

Mr. Ng has over 15 years of experience in accounting and auditing, corporate financial management, investment and mergers and acquisitions, and he worked with companies listed on the Main Board as well as an international investment bank. Mr. Ng joined our Group in September 2015 and was appointed Chief Financial Officer and company secretary of our Company on 7 June 2016.

Prior to joining our Group, Mr. Ng worked served as the senior financial manager in China Ting Group Holding Limited, a company listed on the Main Board (stock code: 3398) principally engaged in manufacturing and retailing of garment from August 2005 to April 2007. From June 2007 to January 2009, he held a senior position in BNP Paribas Capital (Asia Pacific) Limited, a corporate finance advisory firm, and he was mainly responsible for advising on investment and mergers and acquisitions. From April 2009 to August 2013, he acted as the chief financial officer and company secretary of China Sunshine Paper Holdings Company Limited, a company listed on the Main Board (stock code: 2002) and principally engaged in the production and sale of white top linerboard, light-coated linerboard and core board, and he was primarily responsible for its overall financial management and company secretarial affairs. From August 2013 to September 2015, he acted as the chief financial officer and a joint company secretary of Miko International Holdings Limited, a company listed on the Main Board (stock code: 1247) principally engaged in the manufacture and sale of children's apparel, and he was primarily responsible for its overall financial management and company secretarial affairs.

Mr. Ng obtained a bachelor's degree of arts in accountancy from the Hong Kong Polytechnic University in November 1997. He is an associate member of the Hong Kong Institute of Certified Public Accountants and the Hong Kong Institute of Chartered Secretaries.

#### **Independent Non-Executive Directors**

Mr. SUN Kai Lit Cliff (孫啟烈), aged 63, was appointed as an independent non-executive Director on [•] 2016. Since August 2002, he has served as a co-founder and a non-executive director of China South City Holdings Limited, a company listed on the Main Board (stock code: 1668). Mr. Sun is an associate of the Institute of Industrial Engineers, Ohio and has over 30 years experience in the household products manufacturing industry. Since 1980, Mr. Sun has been the executive director of Kinox Enterprises Limited and Kin Hip Metal and Plastic Factory Ltd., both of which are principally engaged in the manufacturing of kitchenware and other metal and plastic products. Since June 2007, he has also acted as an independent non-executive director of Ka Shui International Holdings Ltd., a company listed on the Main Board (stock code: 0822) principally engaged in the manufacture of zinc, magnesium and aluminium alloy die casting, plastic injection products and components and lighting products. From July 2007 to March 2016, he also acted as an independent non-executive director of Ming Fai International Holdings Ltd., a company listed on the Main Board (stock code: 3828) principally engaged in the supply and manufacture of quality amenity products and accessories and distribution and retail of the cosmetics products and fashion accessories in the PRC.

He was appointed as Justice of the Peace by the Government of Hong Kong in July 2003, and was awarded a Bronze Bauhinia Star (BBS) by the Government of Hong Kong Special Administration Region in July 2006. He is currently a member of the 11th Zhejiang Committee of Chinese People's Political Consultative Conference (中國人民政治協商會議第十一屆浙江省委員會) and has served as a standing committee member of both the CPPCC Shenzhen and Ningbo committee. He is currently chairman of ICAC Business Ethics Development Advisory Committee (廉政公署商業道德諮詢委員會主席), President of Shenzhen CPPCC HK and Macau members Association (深圳市政協歷屆港澳委員聯誼會會長), Mr. Sun holds a number of honorary posts due to his past services in the respective organizations which include Honorary President of the Federation of Hong Kong industries, Honorary Chairman of the Hong Kong Exporter's Association, Honorary Chairman of the Hong Kong Q Mark Council, and Hong Kong Plastics Manufacturers Association Ltd. Mr. Sun also involves himself in educational institutions and served in the Vocational Training Council as council member for 6 years until end of 2015 and is currently a board governor of Australian International School.

Mr. TAM King Ching Kenny (譚競正), aged 67, was appointed as an independent non-executive Director on [●] 2016.

Mr. Tam has served as an independent non-executive director of each of the following eight companies listed on the Main Board: (i) Kingmaker Footwear Holdings Limited (stock code: 1170), a company principally engaged in the manufacture, trading and retailing of footwear, since May 1994; (ii) CCT Fortis Holdings Limited (stock code: 0138), a company principally engaged in property development and trading in Hong Kong and property investment, securities business, manufacture and sale of plastic components; investment in classic cars and provision of services for classic cars and sale and trading of classic cars, since December 1999; (iii) Shougang Concord Grand (Group) Limited (stock code: 0730), a company principally engaged in finance leasing and other financial services, property leasing and provision of building management services and assets management, since February 1996; (iv) Starlite Holdings Limited (stock code: 0403), a company principally engaged in printing and manufacturing of packaging materials, labels and paper products, including environmental friendly paper products, since July 2004; (v) Hong Kong Shanghai Alliance Holdings Limited (stock code: 1001), a company principally engaged in the stockholding and distribution of construction materials such as steel products, sanitary wares, kitchen cabinets and engineering plastics and steel recycling and property business, since September 2004; (vi) West China Cement Limited (stock code: 2233), a company principally engaged in the production and sale of cement in western China, since July 2010; (vii) BeijingWest Industries International Limited (stock code: 2339), a company principally engaged in manufacture and sale of automotive parts and components and the trading of automotive parts and components, since January 2014; (viii) CCT Land Holdings Limited (stock code: 261), a company principally engaged in the design and development, manufacture and sale of telecom, electronic and infant and baby products, trading and sale of child products, and property development in China, since February 2016. From September 2004 to February 2013, he also served as an independent non-executive director of a listed company North Asia Strategic Holdings Limited, a company listed on the Growth Enterprise Market of the Stock Exchange (stock code: 8080) principally engaged in hi-technology distribution and services, mining consulting, finance leasing and investment holding.

Mr. Tam is a practising Certified Public Accountant in Hong Kong. He is a fellow member of the Hong Kong Institute of Certified Public Accountants and a member of the Chartered Professional Accountants of Ontario, Canada. Mr. Tam is a member of the Small and Medium Practitioners Committee and the Insolvency SD Vetting Committee in the Hong Kong Institute of Certified Public Accountants. He was also a president of The Society of Chinese Accountants and Auditors.

Mr. Tam received a bachelor's degree in commerce from the Concordia University Canada in November 1975.

Mr. YAU Sze Ka (游思嘉), aged 44, was appointed as an independent non-executive Director on [●] 2016.

Mr. Yau has over 22 years of experience in capital markets, corporate management and real estates. He has successfully executed a wide range of transactions including initial public offerings, equity and bond fundraisings, syndicated loans, project financings, mergers and acquisitions and corporate restructuring.

Since June 2011, Mr. Yau has been the chief financial officer of CIFI Holdings (Group) Co. Ltd., a company listed on the Main Board (stock code: 884) principally engaged in property development and property investment in China.

From December 2005 to June 2011, Mr. Yau was the director of corporate affairs of Lai Sun Garment (International) Limited, a company listed on the Main Board (stock code: 191) principally engaged in property investment and development in Hong Kong, China and overseas as well as investment in and operation of hotels and restaurants, where he was responsible for corporate finance, business development and investor relations. From January 2003 to December 2005, he was a director of DBS Asia Capital Limited, a company principally engaged in corporate finance and investment banking. From September 1999 to January 2003, he worked for ICEA Capital Limited, a company principally engaged in corporate finance and investment banking, and his last position held at such company was its executive director (investment banking division).

He graduated with a bachelor's degree of science from the University of California at Berkeley, the United States in May 1994. He is also a holder of Chartered Financial Analyst.

Please refer to "Statutory and General Information – C. Further Information about Our Directors – 1. Directors – (a) Disclosure of interest – Interests and Short Positions of Our Directors and the Chief Executives of Our Company in the Shares, Underlying Shares and Debentures of Our Company and Its Associated Corporations" in Appendix IV to this document for further details of the Directors' interests in the Shares (within the meaning of Part XV of the SFO).

Save as disclosed in this document, each of our Directors has confirmed that he or she has not held any other directorships in any listed company during the three years immediately prior to the date of this document, that there are no other matters relating to his or her appointment as a Director that need to be brought to the attention of our Shareholders and there is no other information in relation to his or her appointment which is required to be disclosed pursuant to Rule 13.51(2) of the Listing Rules.

#### SENIOR MANAGEMENT

The following table provides information about members of our senior management:

| Name                  | Age | Position   | Date of joining<br>our Group | Date of appointment as senior management | Roles and responsibilities   |
|-----------------------|-----|--|------------------------------|--|--|
| DENG Guoqing<br>(鄧國清) | 45  | Deputy financial officer   | July 2014                    | July 2014                                | Primarily responsible<br>for the financial<br>management and<br>corporate<br>governance of our<br>Group  |
| CHEN Xi (陳曦)          | 50  | Principal of the middle school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School | August 2007                  | August 2012                              | Primarily responsible for overseeing the daily operations of the middle school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School |

| Name                    | Age | Position  | Date of joining<br>our Group | Date of<br>appointment<br>as senior<br>management | Roles and responsibilities   |
|-------------------------|-----|---|------------------------------|---|--|
| DU Shuangxi (杜雙喜)       | 40  | Principal of Dongguan Guangming Primary School, and principal of the primary school section of Dongguan Guangzheng Preparatory School           | August 2006                  | July 2013   | Primarily responsible<br>for overseeing the<br>daily operations of<br>Dongguan<br>Guangming<br>Primary School  |
| HE Shan (何山)            | 37  | Executive vice<br>principal of<br>Panjin<br>Guangzheng<br>Preparatory<br>School   | July 2003                    | September 2014                                    | Primarily responsible<br>for overseeing the<br>daily operations of<br>Panjin<br>Guangzheng<br>Preparatory School   |
| WANG Yongchun<br>(王永春)  | 35  | Principal of the<br>high school<br>section of each<br>of Dongguan<br>Guangming<br>School and<br>Dongguan<br>Guangzheng<br>Preparatory<br>School | August 2003                  | September 2015                                    | Primarily responsible for overseeing the daily operations of the high school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School |
| ZHANG Jingfeng<br>(章競峰) | 37  | Executive vice<br>principal of<br>Huizhou<br>Guangzheng<br>Preparatory<br>School  | March 2006                   | July 2013   | Primarily responsible<br>for overseeing the<br>daily operations of<br>Huizhou<br>Guangzheng<br>Preparatory School  |

Mr. DENG Guoqing (鄧國清), aged 45, is the deputy financial officer of our Company. He was appointed to such position in July 2014 and is primarily responsible for assisting the chief financial officer in the financial management and corporate governance of our Group.

Mr. Deng has over 20 years of experience in accounting and financial management. He joined our Group in July 2014 as the deputy financial officer of our Company. Before joining our Group, Mr. Deng was the finance manager of the Cinese Group, a company controlled by Mr. Liu and principally engaged in the manufacture and sale of furniture, hotel management, real estate and tourism, between August 2007 and July 2014, mainly in charge of accounts management and financial operations.

Mr. Deng obtained a bachelor's degree in accounting from the Guangzhou Open University (廣州市廣播電視大學), China in July 1999. He obtained the professional qualification of accountancy issued by the Ministry of Finance of the PRC (國家財政部) in October 1994.

Ms. CHEN Xi (陳曦), aged 50, is the principal of the middle school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School and she was appointed to such positions in August 2012 and July 2015 respectively. She is primarily responsible for overseeing the daily operations of the middle school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School.

Ms. Chen joined our Group in August 2007. Prior to the appointment to her present positions in our Group, she served on various positions in the following schools:

| Period of time               | Name of school  | Major<br>positions | Principal role  |
|------------------------------|---|--------------------|---|
| February 2013 to August 2015 | Dongguan<br>Guangming<br>School                                 | Principal          | Overall management<br>of the daily<br>operations of<br>Dongguan<br>Guangming<br>School        |
| August 2007 to August 2015   | Dongguan<br>Guangming<br>Primary School                         | Principal          | Overall management<br>of the daily<br>operations of the<br>primary school                     |
| August 1999 to August 2005   | Dongguan Chang'an<br>Central Primary<br>School (東莞市長<br>安鎮中心小學) | Vice principal     | Overall management<br>of the operation<br>and education<br>programme of the<br>primary school |
| August 1997 to<br>July 1999  | Chang'an Jinxia<br>Primary School<br>(東莞市長安鎮錦<br>廈小學)           | Principal          | Overall management<br>of the daily<br>operations of the<br>primary school                     |
| August 1987 to<br>July 1997  | Chang'an Jinxia<br>Primary School<br>(東莞市長安鎮錦<br>廈小學)           | Teacher            | Teaching in language education  |

Ms. Chen has received various awards relating to education, including the Green School Gardener Award (綠色學校園丁獎) jointly granted by the MOE and the Ministry of Environmental Protection of the PRC (中華人民共和國環境保護部, previously known as the State Environmental Protection Administration of China (中國國家環境保護總局)) in February 2003 and the first prize of a dissertation competition held by the Chinese Society of Education (中國教育學會) with her dissertation on educational management in May 2008.

Ms. Chen obtained a bachelor's degree of arts in education management from Guangdong University of Education (廣東第二師範學院) (previously known as Guangdong Institute of Education (廣東教育學院)) in July 2005. She also holds a degree in education from South China Normal University (華南師範大學), awarded in June 2000. Ms. Chen obtained the qualification of Primary School Senior Teacher in Language Education (小學語文高級教師) issued by the Dongguan Municipal Bureau of Personnel (東莞市人事局) in 2002.

Mr. DU Shuangxi (杜雙喜), aged 40, is the principal of each of Dongguan Guangming Primary School and the primary school section of Dongguan Guangzheng Preparatory School. He was appointed to such position in July 2015 and is primarily responsible for overseeing the daily operations of Dongguan Guangming Primary School.

Mr. Du joined our Group in August 2006. Prior to the appointment to his present position in our Group, he served on various positions in the following schools:

| Period of time                      | Name of school   | Major<br>positions   | Principal role  |
|-------------------------------------|--|----------------------|---|
| September 2012 to<br>September 2013 | Dongguan<br>Guangming<br>Primary School                          | Vice principal       | Overall management<br>of the daily<br>operations of the<br>primary school |
| August 2006 to September 2012       | Dongguan<br>Guangming<br>Primary School                          | Teaching<br>director | Management of<br>teaching work at<br>the primary<br>school                |
| August 2003 to<br>July 2006         | Hunan Linli<br>Preparatory<br>Primary School<br>(湖南省臨澧縣實<br>驗小學) | Principal            | Overall management<br>of the daily<br>operations of the<br>primary school |
| August 2002 to<br>July 2003         | Hunan Linli Baizhi<br>Middle School<br>(湖南省臨澧縣柏<br>枝鄉中學)         | Principal            | Overall management<br>of the daily<br>operations of the<br>middle school  |

In recognition of his contributions in education, Mr. Du was recognised as a Core Teacher in Chinese Language Education in Primary Schools of Hunan Province (湖南省小學語文骨幹教師) by the Department of Education of Hunan (湖南省教育廳) in December 2002, an Outstanding Individual in the Project Study for the Tenth Five-Year Plan of Educational Technology Development of Hunan Province (湖南省現代教育技術"十五"課題研究先進個人) by the E-education Centre of Hunan (湖南省電化教育館) and Hunan Education Technology Association (湖南省教育技術協會) in April 2006 and one of the Top 100 Leading Scholars of Primary and Middle Schools in China (全國中小學百佳學術研究帶頭人) by the Chinese Society of Primary and Middle School Education (中國中小學教育學會) in November 2010. Mr. Du also received various awards for his dissertations, including the first prize in a dissertation competition held by the National Education Association of Primary and Middle Schools in December 2010 for his case study on life education.

Mr. Du obtained a bachelor's degree in public administration from the Central China Normal University through distance learning in July 2003. Ms. Du obtained the qualification of Primary School Senior Teacher (小學高級教師) issued by the Education Office of Baizhi County (柏枝鄉教育辦) in September 1999.

Mr. HE Shan (何山), aged 37, is the executive vice principal of Panjin Guangzheng Preparatory School. He was appointed to such position in September 2014 and is primarily responsible for overseeing the daily operations of Panjin Guangzheng Preparatory School.

Mr. He joined our Group in July 2003. Prior to the appointment to his present position in our Group, he served on various positions in Dongguan Guangming School between July 2003 and August 2014, including class teacher, grade leader, human resources officer and assistant to the principal. From March to August 2014, he acted as an assistant to the general management of our Group, primarily responsible for the establishment of Panjin Guangzheng Preparatory School.

Mr. He received various awards for his achievements in education, including the third prize for Guangdong Primary and Middle School Innovative Education Achievement Award (廣東省中小學教育創新成果獎) awarded by Guangdong Education Promotion Association (廣東省教育促進會) in December 2011. His study on reading education was also published on a university journal in the PRC in November 2012.

Mr. He obtained a bachelor's degree of arts in Chinese Language and Literature from Guangxi Normal University (廣西師範大學), China in 2003. He obtained the qualification of First Grade Middle School Teacher (中學一級教師) issued by the MOE in June 2003 and the qualification of Primary and Middle School Principals (中小學校長任職資格) issued by the Panjin Bureau of Education (盤錦市教育局) in September 2014.

Mr. WANG Yongchun (王永春), aged 35, is the principal of the high school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School and he was appointed to both positions in September 2015. He is primarily responsible for overseeing the daily operations of the high school section of each of Dongguan Guangming School and Dongguan Guangzheng Preparatory School.

Mr. Wang joined our Group in August 2003. Prior to the appointment to his present position in our Group, Mr. Wang served on various positions in our schools between August 2003 and August 2015, including the class teacher, grade leader, director of moral education and administrative officer. In particular, from September 2012 to August 2015, he acted as the vice principal of Dongguan Guangzheng Preparatory School.

In recognition of his contributions in education, Mr. Wang was recognised as an Outstanding Practitioner of Dongguan in the Middle School Education of Geography (東莞市優秀中學地理教育工作者) by the Geography Teaching Research Society of Dongguan (東莞市地理教學研究會) in June 2012 and an Outstanding Individual of Dongguan Schools for Communist Youth League Work (東莞市學校共青團工作優秀個人) for year 2009-2010 by the Dongguan Committee of the Communist Youth League (共青團東莞市委員會) and the Dongguan Education Bureau in March 2011. Mr. Wang also received various awards for his dissertations, including the First Prize in Dissertations on Geography Education in Middle Schools of Guangdong Province issued by the Geographical Society of Guangdong (廣東省地理學會) and the Middle School Geography Teaching Committee of the Guangdong Society of Education (廣東教育學會中學地理教學專業委員會) in June 2010.

Mr. Wang holds a bachelor's degree of science in 2003 from the Tourism and Environment College of Shaanxi Normal University (陝西師範大學旅遊與環境學院), China. He obtained various professional qualifications, including the qualification of First Grade Middle School Teacher in Geography Education (中學地理一級教師), Senior High School Teacher (高級中學教師) and Guangdong Province Primary and Middle School Principal (廣東省中小學校長任職資格).

Mr. ZHANG Jingfeng (章競峰), aged 37, is the executive vice principal of Huizhou Guangzheng Preparatory School. He was appointed to such position in July 2013 and is primarily responsible for overseeing the daily operations of the Huizhou Guangzheng Preparatory School.

He joined our Group in March 2006 as a language teacher at Dongguan Guangming School until March 2011. From March 2011 to August 2012, he served as the officer-in-charge of the supervision and guidance office of Guangdong Guangzheng. Between August 2012 and July 2013, he served as the vice principal of Dongguan Guangming School.

Mr. Zhang was awarded the second prize for Guangdong Innovative Education Achievement Award (廣東省教育創新成果獎) jointly by, among others, the Guangdong Education Promotion Association (廣東省教育促進會), the Guangdong Society of Education (廣東教育學會) and Guangdong Television Station in December 2014, and the first prize for the same award in December 2013.

Mr. Zhang obtained a bachelor's degree of arts in Chinese Language and Literature from Hubei University in 2001.

#### **COMPANY SECRETARY**

Mr. NG Cheuk Him (吳卓謙) was appointed as the company secretary of our Company on 7 June 2016. His details are set out under the subsection headed "- Executive Directors" above.

#### DIRECTORS' AND SENIOR MANAGEMENT'S REMUNERATION

Each of the executive Directors has entered into a service contract with us with effect for a term from the [REDACTED] Date for an initial term of three years which may be terminated by either party by serving on the other party a prior written notice of not less than three months. Under these service contracts, our executive Directors are not entitled to any remuneration and benefits in their capacity as the executive Directors.

Each of our independent non-executive Directors [has entered] into an appointment letter with us with effect from the [REDACTED] Date for an initial term of three years which may be terminated by either party by serving on the other party a prior written notice of not less than three months. Under these appointment letters, each of them will receive an annual director's fee of HK\$[•].

The aggregate amount of fees, salaries, allowances and retirement benefits scheme contributions we paid to our Directors in respect of the financial years ended 31 August 2013, 31 August 2014 and 31 August 2015 and the nine months ended 31 May 2016 were RMB315,000, RMB315,000, RMB315,000 and RMB236,000, respectively. Further information on the remuneration of each Director during the Track Record Period is set out in note 37 to the Accountants' Report as set out in Appendix I to this document.

During the Track Record Period, no remuneration was paid to our Directors as an inducement to join or upon joining our Group. No compensation was paid to, or receivable by, our Directors or past Directors during the Track Record Period for the loss of office as director of any member of our Group or of any other office in connection with the management of the affairs of any member of our Group. None of our Directors waived any emoluments during the Track Record Period.

Under the arrangements currently in force, the aggregate amount of remuneration (excluding any discretionary bonus which may be paid) payable by our Group to our Directors for the financial year ending 31 August 2016 will be approximately RMB315,000.

The five highest paid individuals of our Group for the financial years ended 31 August 2013, 31 August 2014 and 31 August 2015 and the nine months ended 31 May 2016 included one, one, one and one Director, respectively, whose remunerations are included in the aggregate amount of fees, salaries, allowances and retirement benefits scheme contributions we paid to the relevant Directors set out above. For the financial years ended 31 August 2013, 31 August 2014 and 31 August 2015 and the nine months ended 31 May 2016, the aggregate amount of fees, salaries, allowances and retirement benefits scheme contributions we paid to the remaining four, four, four and four highest paid individuals who are neither a Director nor chief executive of our Group were RMB1.12 million, RMB1.14 million, RMB1.35 million and RMB1.06 million, respectively.

During the Track Record Period, no remuneration was paid to the five highest paid individuals of our Group as an inducement to join or upon joining our Group. No compensation was paid to or receivable by such individuals during the Track Record Period for the loss of any office in connection with the management of the affairs of any member of our Group.

Save as disclosed above, no other payments have been paid or are payable in respect of the Track Record Period to our Directors by our Group.

#### **CORPORATE GOVERNANCE**

#### **Audit Committee**

We established an audit committee on [•] 2016. The primary duties of the audit committee are to provide our Directors with an independent review of the effectiveness of the financial reporting process, internal control and risk management system of our Group, to oversee the audit process and to perform other duties and responsibilities as assigned by our Directors. The audit committee is chaired by [Mr. Tam King Ching Kenny] and comprises [Mr. Sun Kai Lit] and [Mr. Yau Sze Ka], each an independent non-executive Director.

#### **Remuneration Committee**

We established a remuneration committee on [•] 2016. The primary duties of the remuneration committee include (but without limitation): (i) making recommendations to our Directors on our policy and structure for remunerations of all our Directors and senior management and on the establishment of a formal and transparent procedure for developing policies on such remuneration; (ii) determining the terms of the specific remuneration package of our Directors and senior management; and (iii) reviewing and approving performance-based remuneration by reference to corporate goals and objectives resolved by our Directors from time to time. The remuneration committee is chaired by [Mr. Sun Kai Lit Cliff (an independent non-executive Director)] and comprises [Mr. Yau Sze Ka (an independent non-executive Director)] and [Mr. Liu Xuebin (an executive Director)].

#### **Nomination Committee**

We established a nomination committee on [●] 2016. The primary duties of the nomination committee are to make recommendations to our Directors on all new appointments of Directors and senior management, interviewing nominees, to take up references and to consider related matters. The nomination committee is chaired by [Mr. Yau Sze Ka (an independent non-executive Director)] and comprises [Mr. Tam King Ching Kenny (an independent non-executive Director)] and [Ms. Li Suwen (an executive Director)].

#### **COMPLIANCE ADVISER**

We have appointed First Shanghai Capital Limited as our compliance adviser upon [REDACTED] pursuant to Rule 3A.19 of the Listing Rules. The material terms of the compliance adviser's agreement entered into between the Company and First Shanghai Capital Limited include the following:

- (a) First Shanghai Capital Limited is to be appointed by the Company as its compliance adviser for the purpose of Rule 3A.19 of the Listing Rules for a period commencing on the [REDACTED] Date and ending on the date on which the Company complies with Rule 13.46 of the Listing Rules in respect of its financial results for the first full financial year commencing after the [REDACTED] Date or on the date on which such agreement is terminated pursuant to the terms thereof, whichever is earlier; and
- (b) pursuant to Rule 3A.23 of the Listing Rules, the Company will consult with and, if necessary, seek advice from First Shanghai Capital Limited on a timely basis in the following circumstances:
  - (i) before the publication of any regulatory announcement, circular or financial report;
  - (ii) where a transaction, which might be a notifiable or connected transaction, is contemplated including share issues and share repurchases;
  - (iii) where we proposes to use the proceeds of the [REDACTED] in a manner different from that detailed in this document or where the business activities, developments or results of our Group deviate from any forecast, estimate, or other information in this document: or
  - (iv) where the Stock Exchange makes an inquiry of us of unusual movements in the price or trading volume of our listed securities or any other matters in accordance with Rule 13.10 of the Listing Rules.

The term of the appointment will commence on the [REDACTED] Date and end on the date on which we distribute our annual report in respect of our financial results as required under Rule 13.46 of the Listing Rules for the first full financial year commencing after the [REDACTED] Date and such appointment may be extended by mutual agreement.

#### FUTURE PLANS AND [REDACTED]

#### **FUTURE PLANS**

Please refer to "Business – Our Strategies" of this document for a detailed description of our future plans.

#### **USE OF PROCEEDS**

We estimate that we will receive net proceeds from the [REDACTED] of approximately HK\$[REDACTED] (after deducting the [REDACTED] and estimated expenses payable by us in relation to the [REDACTED]), assuming the [REDACTED] is not exercised at all and an [REDACTED] of HK\$[REDACTED], being the mid-point of the [REDACTED] range stated in this document, and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme. We intend to use the net proceeds we receive from the [REDACTED] as follows:

#### [REDACTED]

To the extent that our actual net proceeds from the [REDACTED] is higher than our estimate above, we intend to apply the additional amount to item 1 above. To the extent that our actual net proceeds from the [REDACTED] is lower than our estimate above, we intend to reduce the amount of net proceeds to be applied to item 4 above.

After deducting the [REDACTED] and estimated expenses payable by us in relation to the [REDACTED], we estimate that we will receive net proceeds from them [REDACTED] of approximately HK\$[REDACTED] assuming the [REDACTED] is determined to be HK\$[REDACTED], being the high-end of the [REDACTED] range stated in this document, and approximately HK\$[REDACTED], assuming the [REDACTED] is determined to be HK\$[REDACTED], being the low-end of the [REDACTED] range stated in this document.

To the extent that the net proceeds of the [REDACTED] we receive are not immediately used for the above purposes, we may allocate part or all of the proceeds to short-term interest-bearing deposits or money-market instruments with licensed banks or authorised financial institutions in Hong Kong or the PRC.

We will issue announcement, where required, if there is any material change in the abovementioned use of proceeds.

# **ACCOUNTANTS' REPORT**

The following is the text of a report, prepared for the purpose of inclusion in this document, received from the reporting accountants, Deloitte Touche Tohmatsu, Certified Public Accountants, Hong Kong.

# Deloitte.

# 德勤

[Date]

The Directors Wisdom Education International Holdings Company Limited BNP Paribas Securities (Asia) Limited

Dear Sirs,

We set out below our report on the financial information (the "Financial Information") relating to Wisdom Education International Holdings Company Limited (the "Company") and its subsidiaries (hereinafter collectively referred to as the "Group") for each of the three years ended 31 August 2015 and the nine months ended 31 May 2016 (the "Track Record Period") for inclusion in the document of the Company dated [•] (the "Document") in connection with the [REDACTED] of the Company on the Main Board of The Stock Exchange of Hong Kong Limited (the "Stock Exchange") [REDACTED].

The Company was incorporated in the Cayman Islands and registered as an exempted company with limited liability under the Companies Law Chapter 22 of the Cayman Islands on 13 July 2010. Pursuant to a special resolution of the Company dated 12 May 2016, the name of the Company has been changed from Bright Education Group Co. Limited to Wisdom Education Group Company Limited, the name of the Company has been further changed to Wisdom Education International Holdings Company Limited pursuant to a special resolution of the Company dated 28 June 2016. The change was certified by the Registrar of Companies of Cayman Islands on 5 July 2016.

Pursuant to a corporate reorganization, as described more fully in the section headed "History and development" to the Document, the Company became the holding company of the Group on 1 July 2016.

Particulars of the Company's subsidiaries at the date of this report are as follows:

|   | Date and place of  | Issued and fully paid share           | Equity interests attributable to the Group  As at Date of |                  |            |                |      |                                 |  |  |
|---|--|---------------------------------------|---|------------------|------------|----------------|------|---------------------------------|--|--|
| Name of Subsidiary  | incorporation/<br>establishment  | capital/registered                    | As at 2013  | 31 Augus<br>2014 | st<br>2015 | 31 May<br>2016 | this | Principal activities            |  |  |
| Bright Education Co. Limited<br>("Bright Education BVI")<br>光正教育有限公司                                | 29 July 2010<br>British Virgin<br>Islands ("BVI")                      | United States<br>Dollars<br>("USD") 1 | 100%  | 100%             | 100%       | 100%           | 100% | Investment holding              |  |  |
| Bright Education (HK) Co.<br>Limited ("Bright Education<br>HK")<br>光正教育(香港)有限公司                     | 15 September 2010<br>Hong Kong   | Hong Kong Dollars<br>("HK\$") 1       | 100%  | 100%             | 100%       | 100%           | 100% | Investment holding              |  |  |
| 廣東光正教育集團有限公司<br>Guangdong Guangzheng<br>Educational Group Co.,<br>Ltd.* ("Guangdong<br>Guangzheng") | 10 October 2002<br>The People's<br>Republic of<br>China<br>(the "PRC") | RMB83,400,000                         | 100%  | 100%             | 100%       | 100%           | 100% | Education investment            |  |  |
| 東莞瑞興商務服務有限公司<br>Dongguan Ruixing Business<br>Services Co., Ltd.*<br>("Dongguan Ruixing")            | 17 May 2013<br>The PRC   | HK\$1,000,000                         | 100%  | 100%             | 100%       | 100%           | 100% | Educational consultancy service |  |  |

# **ACCOUNTANTS' REPORT**

|   | Date and place of                        | Issued and fully paid share   | Equi               | <b>Equity interests attribut</b> |                  | able to the G<br>As at | roup<br>Date of |   |  |
|---|--|-------------------------------|--------------------|----------------------------------|------------------|------------------------|-----------------|---|--|
| Name of Subsidiary  | incorporation/<br>establishment          | capital/registered<br>capital | As a 2013          | at 31 Aug<br>2014                | 2015             | 31 May<br>2016         | this            | Principal activities  |  |
| 東莞悦興教育諮詢有限公司<br>Dongguan Yuexing Education<br>Consulting Co., Ltd.*<br>("Dongguan Yuexing") | 4 December 2012<br>The PRC               | HK\$- (note vii)              | 100%               | 100%                             | 100%             | 100%                   | 100%            | Educational consultancy service   |  |
| 盤錦光正投資有限公司<br>Panjin Guangzheng<br>Investment Co., Ltd.*<br>("Panjin Guangzheng")           | 13 March 2013<br>The PRC                 | RMB80,000,000                 | 100%               | 100%<br>(note i)                 | 100%<br>(note i) | 100%<br>(note i)       | 100%            | Education investment  |  |
| 盤錦光正實驗學校<br>Panjin Guangzheng<br>Preparatory School*  | 1 September 2014<br>The PRC<br>(note ii) | N/A                           | N/A                | N/A                              | 100%             | 100%                   | 100%            | Provision of<br>high school,<br>middle school<br>and primary<br>school full<br>time education |  |
| 惠州市光正投資有限公司<br>Huizhou Guangzheng<br>Investment Co., Ltd.*<br>("Huizhou Guangzheng")        | 23 July 2009<br>The PRC                  | RMB20,000,000                 | 100%<br>(note iii) | 100%                             | 100%             | 100%                   | 100%            | Education investment  |  |
| 惠州市光正實驗學校<br>Huizhou Guangzheng<br>Preparatory School*                                      | 10 April 2014<br>The PRC                 | RMB5,000,000                  | N/A                | 100%                             | 100%             | 100%                   | 100%            | Provision of<br>high school,<br>middle school<br>and primary<br>school full<br>time education |  |
| 東莞市光明中學<br>Dongguan Guangming<br>School*  | 9 April 2003<br>The PRC                  | RMB232,524,000                | 100%               | 100%                             | 100%             | 100%                   | 100%            | Provision of<br>high school<br>and middle<br>school full<br>time education                    |  |
| 東莞市光明小學<br>Dongguan Guangming<br>Primary School*  | 25 August 2004<br>The PRC                | RMB85,912,900                 | 100%               | 100%                             | 100%             | 100%                   | 100%            | Provision of primary school full time education   |  |
| 東莞市光正實驗學校<br>Dongguan Guangzheng<br>Preparatory School*                                     | 1 July 2004<br>The PRC                   | RMB50,434,794                 | 100%               | 100%                             | 100%             | 100%                   | 100%            | Provision of<br>high school,<br>middle school<br>and primary<br>school full<br>time education |  |

# **ACCOUNTANTS' REPORT**

|  | Data and place of                              | Issued and fully                            | Equity interests attributable to the Group  As at Date of |                 |            |                |      |   |  |
|--|--|---|---|-----------------|------------|----------------|------|---|--|
| Name of Subsidiary   | Date and place of incorporation/ establishment | paid share<br>capital/registered<br>capital | As at 2013  | 31 Augu<br>2014 | st<br>2015 | 31 May<br>2016 | this | Principal activities  |  |
| 深圳光正優越科技開發<br>有限公司<br>Shenzhen Guangzheng<br>Youyue Technology<br>Development Co., Ltd*<br>("Shenzhen Youyue")   | 10 October 2015<br>The PRC                     | RMB- (note vii)                             | N/A   | N/A             | N/A        | 100%           | 100% | Software<br>development   |  |
| 江蘇省南通市光正投資<br>有限公司<br>Jiangsu Nantong Guangzheng<br>Investment Co., Ltd.*<br>("Nantong Guangzheng")              | 12 August 2011<br>The PRC                      | RMB60,000,000                               | 100%  | 100%            | 100%       | (note iv)      | -    | Inactive  |  |
| 東莞市光正物業服務有限公司<br>Dongguan Guangzheng<br>Property Services Co.,<br>Ltd.* ("Dongguan<br>Guangzheng Property")      | 16 January 2009<br>The PRC                     | RMB200,000                                  | 100%  | 100%            | 100%       | (note v)       | -    | Inactive  |  |
| 東莞市光正醫藥有限公司<br>Dongguan Guangzheng<br>Pharmaceutical Co., Ltd.*<br>("Dongguan Guangzheng<br>Pharmaceutical")     | 29 September 2003<br>The PRC                   | RMB1,000,000                                | 60%   | 60%             | 60%        | (note vi)      | -    | Inactive  |  |
| 東莞市文匯教育投資有限公司<br>Dongguan Wenhui Education<br>Investment Co., Ltd*<br>("Dongguan Wenhui")                        | 6 August 2015<br>The PRC                       | RMB- (note vii)                             | N/A   | N/A             | 100%       | 100%           | 100% | Education investment  |  |
| 濰坊光正實驗學校投資<br>有限公司<br>Weifang Guangzheng<br>Preparatory School<br>Investment Co., Ltd*<br>("Weifang Guangzheng") | 9 October 2015<br>The PRC                      | RMB- (note vii)                             | N/A   | N/A             | N/A        | 100%           | 100% | Education<br>investment   |  |
| 潍坊光正實驗學校<br>Weifang Guangzheng<br>Preparatory School*  | 28 July 2016<br>The PRC                        | RMB20,000,000                               | N/A   | N/A             | N/A        | N/A            | 100% | Provision of<br>middle school<br>and primary<br>school full<br>time education |  |
| 廣安光正教育發展有限公司<br>Guang'an Guangzheng<br>Education Development<br>Co., Ltd.* ("Guang'an<br>Guangzheng")            | 8 April 2016<br>The PRC                        | RMB- (note vii)                             | N/A   | N/A             | N/A        | 100%           | 100% | Education investment  |  |

<sup>\*</sup> The English names are for identification purpose only.

# **ACCOUNTANTS' REPORT**

Notes:

- i. To finance the establishment of Panjin Guangzheng Preparatory School, in May 2014, Guangdong Guangzheng, Panjin Guangzheng and 東莞信託有限公司 ("Dongguan Trust"), an independent third party, entered into a financing arrangement, pursuant to which Dongguan Trust injected RMB200 million, of which RMB50 million in the form of registered capital and RMB150 million in the form of contributed surplus into Panjin Guangzheng. Accordingly, for the purpose of the financing arrangements, the registered capital of Panjin Guangzheng has increased to RMB80 million, of which RMB50 million, equivalent to 62.5% of the registered capital of Panjin Guangzheng, was held under the name of Dongguan Trust as security of the financial arrangement. Pursuant to the financing arrangements, among other matters, Dongguan Trust agreed to transfer back the 62.5% of registered capital in Panjin Guangzheng to the Group upon full repayment of RMB200 million in two years, together with interests thereon, by Guangdong Guangzheng to Dongguan Trust. In June 2016, 62.5% of registered capital in Panjin Guangzheng was transferred from Dongguan Trust to Guangdong Guangzheng upon full repayment of the said amount pursuant to the financing arrangement. Details of the financing arrangement is included in note 24 of Section A.
- ii. Panjin Guangzheng Preparatory School has not obtained the registration certificate for private non-enterprise entity as at the Latest Practicable Date.
- Huizhou Guangzheng and Dongguan Trust entered into a financing arrangement, pursuant to which Dongguan Trust injected RMB100 million, of which RMB15 million in the form of registered capital and RMB85 million in the form of contributed surplus into Huizhou Guangzheng. Accordingly, for the purpose of the financing arrangements, the registered capital of Huizhou Guangzheng has increased to RMB20 million, of which RMB15 million, equivalent to 75.0% of the registered capital, was held under the name of Dongguan Trust as security of the financial arrangement. Pursuant to the financing arrangements, among other matters, Dongguan Trust agreed to transfer back the 75.0% of registered capital in Huizhou Guangzheng to the Group upon full repayment of RMB100 million in two years, together with interests thereon, by Guangdong Guangzheng to Dongguan Trust. In May 2013, full repayment of the said amount pursuant to the financing arrangement has been made to Dongguan Trust. In September 2013, 75.0% of registered capital in Huizhou Guangzheng was transferred from Dongguan Trust to 富盈集團有限公司 ("Cinese Group"), a company controlled by Mr. Liu Xuebin ("Mr. Liu"), one of the controlling shareholders of the Company. In July 2014, Cinese Group transferred the 75% of registered capital in Huizhou Guangzheng to the Group for a consideration of RMB15 million. Details of the financing arrangement is included in note 24 of Section A.
- iv. Nantong Guangzheng was disposed on 18 January 2016 to Mr. Liu and Ms. Li Suwen ("Ms. Li"), controlling shareholders of the Company for RMB1,000,000. The disposal was completed with consideration received in April 2016. Details of the disposal are included in note 33 of section A.
- v. Dongguan Guangzheng Property was disposed of on 29 January 2016 to Mr. Liu Jiefeng ("Mr. JF Liu"), a close family member of Mr. Liu and Mr. Liu Shoupeng ("Mr. SP Liu"), father of Mr. Liu for RMB200,000. The disposal was completed with consideration received in February 2016. Details of the disposal are included in note 33 of section A.
- vi. Dongguan Guangzheng Pharmaceutical was disposed of on 7 December 2015 to Mr. JF Liu for RMB600,000. The disposal was completed with consideration received in January 2016. Details of the disposal are included in note 33 of section A.
- vii. As at the date of this report, no registered capital has been paid.

# **ACCOUNTANTS' REPORT**

Bright Education BVI was a direct subsidiary of the Company and other subsidiaries are indirect subsidiaries of the Company.

The Company's financial year end date is 31 August, which is consistent with the school year. Except for the Company and Bright Education HK that have a financial year end of 31 August, all subsidiaries have a financial year end of 31 December.

The statutory financial statements of the following subsidiaries established in the PRC were prepared in accordance with relevant accounting principles and financial regulations applicable to the PRC enterprises and were audited by the following certified public accountants registered in the PRC.

| Name of subsidiaries                      | Financial year/period ended        | Name of auditors  |
|---|------------------------------------|---|
| Dongguan Guangming School                 | 31 December 2013, 2014 and 2015    | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Guangming Primary<br>School      | 31 December 2013, 2014 and 2015    | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Guangzheng<br>Preparatory School | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Huizhou Guangzheng<br>Preparatory School  | 31 December 2014 and 2015          | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Ruixing                          | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Yuexing                          | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch     |
| Guangdong Guangzheng                      | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch     |

# **ACCOUNTANTS' REPORT**

| Name of subsidiaries                  | Financial year/period ended        | Name of auditors  |
|---------------------------------------|------------------------------------|---|
| Huizhou Guangzheng                    | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Guangzheng Property          | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普<br>通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch |
| Dongguan Guangzheng<br>Pharmaceutical | 31 December 2013, 2014<br>and 2015 | 大信會計師事務所(特殊普通合伙)廣東分所<br>Daxin Certified Public<br>Accountants (LLP)<br>Guangdong Branch     |

According to the Law for Promoting Private Education, the private schools should engage external auditors to issue audit report for each fiscal year. Panjin Guangzheng Preparatory School has not engaged an auditor to issue statutory financial statement for the years ended 31 December 2015, since audited financial statements were not requested by local authorities during the annual inspection.

Panjin Guangzheng has not engaged an auditor to issue statutory financial statements for the period from 13 March 2013 to 31 December 2013 and for the year ended 31 December 2014 and 2015 as it was not required by local authorities.

No statutory financial statements were prepared for Nantong Guangzheng as it was inactive during the Relevant Periods since its date of establishment.

No audited financial statements have been prepared for Weifang Guangzheng, Weifang Guangzheng Preparatory School, Guang'an Guangzheng, Shenzhen Youyue and Dongguan Wenhui as they are either newly incorporated/established or incorporated in jurisdictions which do not have any statutory audit requirements.

No statutory financial statements have been prepared for the Company and Bright Education BVI as they were incorporated in jurisdictions where there are no statutory audit requirements.

Statutory financial statements of Bright Education HK for the year ended 31 August 2013, 2014 and 2015 were prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRSs") issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") and were audited by us.

For the purpose of this report, the directors of the Company have prepared the financial statements of Guangdong Guangzheng and its subsidiaries ("Guangdong Guangzheng Financial Statements") and the consolidated financial statements of the Company and its subsidiaries ("Wisdom Financial Statements") for the Track Record Period in accordance with accounting policies which confirm with International Financial Reporting Standards ("IFRSs") issued by the International Accounting Standards Board (the "IASB"). We have undertaken an independent audit on Guangdong Guangzheng Financial Statements and Wisdom Financial Statements (together referred to as the "Underlying Financial Statements") in accordance with International Standards on Auditing and have examined the Underlying Financial Statements in accordance with the Auditing Guideline 3.340 "Prospectuses and the Reporting Accountant" as recommended by the HKICPA.

# **ACCOUNTANTS' REPORT**

The Financial Information set out in this report has been prepared from the Underlying Financial Statements on the basis set out in note 1 of the Section A below. No adjustment is considered necessary for the purpose of preparing our report for inclusion in the Document.

The preparation of the Underlying Financial Statements are the responsibility of the directors of the relevant entities who approved their issue. The directors of the Company are also responsible for the contents of the Document in which this report is included. It is our responsibility to compile the Financial Information set out in this report from the Underlying Financial Statements, to form an independent opinion on the Financial Information, and to report our opinion to you.

In our opinion, on the basis of preparation set out in note 1 to Section A below, the Financial Information together with the notes thereon gives, for the purpose of this report, a true and fair view of the financial position of the Company and the Group as at 31 August 2013, 2014 and 2015 and at 31 May 2016 and of the financial performance and cash flows of the Group for the Track Record Period.

The comparative combined statement of profit or loss and other comprehensive income, combined statement of changes in equity and combined statement of cash flows of the Group for the nine months ended 31 May 2015 together with the notes thereon have been extracted from the Group's unaudited combined financial information for the same period (the "May 2015 Financial Information") which was prepared by the directors of the Company solely for the purpose of this report. We conducted our review on the May 2015 Financial Information in accordance with International Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the International Auditing and Assurance Standards Board. Our review of the May 2015 Financial Information consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly we do not express an audit opinion on the May 2015 Financial Information. Based on our review, nothing has come to our attention that causes us to believe that the May 2015 Financial Information is not prepared, in all material respects, in accordance with the accounting policies consistent with those used in the preparation of the Financial Information which conforms with IFRSs.

# A. FINANCIAL INFORMATION

# COMBINED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

|                                |       |               |              | Nine months ended |                                       |           |
|--------------------------------|-------|---------------|--------------|-------------------|---------------------------------------|-----------|
|                                | 3.7   |               | ended 31 Aug |                   | 31 May                                | 31 May    |
|                                | Notes | 2013          | 2014         | 2015              | 2015                                  | 2016      |
|                                |       | (RMB'000)     | (RMB'000)    | (RMB'000)         | (RMB'000)                             | (RMB'000) |
|                                |       |               |              |                   | (Unaudited)                           |           |
| Revenue                        | 5     | 320,051       | 450,913      | 568,715           | 435,688                               | 540,579   |
| Cost of revenue                |       | (170,021)     | (239,717)    | (289,194)         | (223,211)                             | (286,841) |
|                                |       | <del></del> : |              |                   | · · · · · · · · · · · · · · · · · · · |           |
| Gross profit                   |       | 150,030       | 211,196      | 279,521           | 212,477                               | 253,738   |
| Other income                   | 6     | 5,891         | 7,007        | 6,858             | 4,985                                 | 4,540     |
| Other gains and losses         | 7     | 4,858         | 176          | (1,260)           | (1,226)                               | (6,879)   |
| Selling expenses               |       | (4,409)       | (6,289)      | (7,513)           | (5,767)                               | (9,972)   |
| Administrative expenses        |       | (48,097)      | (72,150)     | (76,114)          | (56,885)                              | (75,448)  |
| Listing expenses               |       | _             | _            | _                 | _                                     | (18,113)  |
| Finance income                 | 8a    | 47,510        | 46,316       | 117,600           | 86,423                                | 61,556    |
| Finance costs                  | 8b    | (47,875)      | (73,987)     | (106,750)         | (81,819)                              | (64,201)  |
|                                |       |               |              |                   |                                       |           |
| Profit before taxation         |       | 107,908       | 112,269      | 212,342           | 158,188                               | 145,221   |
| Taxation                       | 9     | (18,868)      | (21,360)     | (30,045)          | (22,317)                              | (26,295)  |
|                                |       |               |              |                   |                                       |           |
| Profit and total comprehensive |       |               |              |                   |                                       |           |
| income for the year/period     | 10    | 89,040        | 90,909       | 182,297           | 135,871                               | 118,926   |
|                                |       |               |              |                   |                                       |           |
| Attributable to:               |       |               |              |                   |                                       |           |
| Owners of the Company          |       | 89,046        | 90,917       | 182,305           | 135,875                               | 118,930   |
| Non-controlling interests      |       | (6)           | (8)          | (8)               | (4)                                   | (4)       |
|                                |       |               |              |                   |                                       |           |
|                                |       | 89,040        | 90,909       | 182,297           | 135,871                               | 118,926   |
|                                |       |               |              |                   |                                       |           |

# **ACCOUNTANTS' REPORT**

# COMBINED STATEMENTS OF FINANCIAL POSITION

|   |  |  | The Group<br>At 31 August   |  | At 31 May   |
|---|--|--|---|--|---|
|   | Notes                                  | <b>2013</b> ( <i>RMB</i> '000)                             | <b>2014</b> ( <i>RMB</i> '000)  | <b>2015</b> ( <i>RMB</i> '000)                               | <b>2016</b> ( <i>RMB</i> '000)                                  |
| NON-CURRENT ASSETS Property, plant and equipment Prepaid lease payments Investment properties Amounts due from related parties Deposits Deferred tax assets Prepayments for construction to a related company | 14<br>15<br>16<br>25<br>18<br>26<br>19 | 610,310<br>206,113<br>16,900<br>97,312<br>76,447<br>651    | 925,194<br>218,308<br>17,500<br>1,074,930<br>90,271<br>666                | 1,006,912<br>213,055<br>18,100<br>99,220<br>95,380<br>677    | 1,193,190<br>209,276<br>18,300<br>-<br>18,753<br>797<br>240,000 |
|   |  | 1,007,733  | 2,326,869   | 1,433,344  | 1,680,316   |
| CURRENT ASSETS Inventories – goods for sale Deposits, prepayments and other receivables Amounts due from related parties Prepaid lease payments Bank balances and cash  | 18<br>25<br>15<br>20                   | 1,110<br>18,645<br>725,363<br>4,962<br>33,908              | 1,591<br>51,952<br>287,537<br>5,253<br>13,071                             | 1,978<br>25,761<br>1,486,418<br>5,253<br>12,229              | 5,361<br>27,825<br>1,271,381<br>5,323<br>128,491                |
|   |  | 783,988  | 359,404   | 1,531,639  | 1,438,381   |
| CURRENT LIABILITIES Deferred revenue Trade payables Other payables and accrued expenses Amounts due to related parties Income tax payable Borrowings  | 21<br>22<br>23<br>25<br>24             | 178,290<br>8,355<br>171,344<br>346,597<br>19,404<br>15,000 | 224,817<br>14,362<br>286,552<br>336,908<br>38,583<br>141,362<br>1,042,584 | 285,146<br>25,185<br>203,971<br>432,838<br>61,210<br>537,849 | 211,930<br>42,477<br>173,807<br>908,649<br>81,410<br>198,549    |
| NET CURRENT ASSETS (LIABILITIES)  |  | 44,998   | (683,180)   | (14,560)   |   |
|   |  |  |   |  | (178,441)   |
| TOTAL ASSETS LESS CURRENT LIABILITIES   |  | 1,052,731  | 1,643,689   | 1,418,784  | 1,501,875   |
| CAPITAL AND RESERVES<br>Combined share capital/paid-in capital<br>Reserves  | 27                                     | 83,400<br>446,537  | 83,400<br>427,232   | 83,400<br>592,076  | 83,400<br>711,938   |
| Equity attributable to owners of the Company  |  | 529,937  | 510,632   | 675,476  | 795,338   |
| Non-controlling interests   |  | (209)  | (217)   | (225)  |   |
|   |  | 529,728  | 510,415   | 675,251  | 795,338   |
| NON-CURRENT LIABILITIES Borrowings Deferred tax liabilities   | 24<br>26                               | 520,000<br>3,003   | 1,128,638<br>4,636  | 737,651<br>5,882   | 698,151<br>8,386  |
|   |  | 523,003  | 1,133,274   | 743,533  | 706,537   |
|   |  | 1,052,731  | 1,643,689   | 1,418,784  | 1,501,875   |

# **ACCOUNTANTS' REPORT**

# STATEMENTS OF FINANCIAL POSITION

|  |          |  | The Co                      | 44 21 Man                      |                                  |
|--|----------|--|-----------------------------|--------------------------------|----------------------------------|
|  | Notes    | <b>2013</b> ( <i>RMB</i> '000)             | At 31 August 2014 (RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | At 31 May<br>2016<br>(RMB'000)   |
| NON-CURRENT ASSET<br>Investment in a subsidiary  | 17       |  |                             |                                |                                  |
| CURRENT ASSET Deferred listing expenses  |          |  |                             |                                | 6,038                            |
| CURRENT LIABILITIES Accrued listing expenses Amount due to a director Amount due to a subsidiary | 25<br>25 | 27<br>———————————————————————————————————— | 61 -                        | 63 -                           | 17,056<br>4,320<br>759<br>22,135 |
| NET CURRENT LIABILITIES  |          | (27)                                       | (61)                        | (63)                           | (16,097)                         |
| TOTAL ASSETS LESS CURRENT LIABILITIES  |          | (27)                                       | (61)                        | (63)                           | (16,097)                         |
| CAPITAL AND RESERVES<br>Share capital<br>Reserves  | 27<br>28 | (27)                                       | (61)                        | (63)                           | (16,097)                         |
|  |          | (27)                                       | (61)                        | (63)                           | (16,097)                         |

# **ACCOUNTANTS' REPORT**

# COMBINED STATEMENTS OF CHANGES IN EQUITY

# Attributable to owners of the Company

|   | Chana  | Attributable to owners of the Company       |  |   |                               |                 |  |                 |  |  |
|---|--|---|--|---|-------------------------------|-----------------|--|-----------------|--|--|
|   | Share<br>capital/<br>paid-up<br>capital<br>(RMB'000) | Capital<br>reserve<br>(RMB'000)<br>(note i) | Discretionary<br>special<br>reserve<br>(RMB'000)<br>(note iii) | Statutory<br>surplus<br>reserve<br>(RMB'000)<br>(note iv) | Accumulated profits (RMB'000) | Total (RMB'000) | Non-<br>controlling<br>interest<br>(RMB'000) | Total (RMB'000) |  |  |
| At 1 September 2012   | 83,400   | -   | -  | 119,626   | 245,163                       | 448,189         | (203)  | 447,986         |  |  |
| Profit and total comprehensive income for the year                                |  |   |  |   | 89,046                        | 89,046          | (6)  | 89,040          |  |  |
| Deemed distribution to equity holder (note ii)                                    | -  | -   | -  | -   | (7,298)                       | (7,298)         | ) –  | (7,298)         |  |  |
| Transfer  |  |   |  | 18,870  | (18,870)                      |                 |  |                 |  |  |
| At 31 August 2013   | 83,400   |   |  | 138,496   | 308,041                       | 529,937         | (209)  | 529,728         |  |  |
| Profit and total comprehensive income for the year                                |  |   |  |   | 90,917                        | 90,917          | (8)  | 90,909          |  |  |
| Deemed contribution from equity<br>holder<br>Deemed distribution to equity holder | -  | 85,000                                      | -  | -   | -                             | 85,000          | -  | 85,000          |  |  |
| (note ii)<br>Transfer   |  |   |  | 28,676  | (195,222)<br>(28,676)         | (195,222)       |  | (195,222)       |  |  |
| At 31 August 2014   | 83,400   | 85,000                                      |  | 167,172   | 175,060                       | 510,632         | (217)  | 510,415         |  |  |
| Profit and total comprehensive income for the year                                |  |   |  |   | 182,305                       | 182,305         | (8)  | 182,297         |  |  |
| Deemed distribution to equity holder (note ii)<br>Transfer                        |  |   | _<br>  | 39,331  | (17,461)<br>(39,331)          |                 | )  | (17,461)        |  |  |
| At 31 August 2015   | 83,400   | 85,000                                      |  | 206,503   | 300,573                       | 675,476         | (225)  | 675,251         |  |  |
| Profit and total comprehensive income for the period                              |  |   |  |   | 118,930                       | 118,930         | (4)  | 118,926         |  |  |
| Disposal of a subsidiary (note 33)  | -  | -   | -  | _   | -                             | -               | 229  | 229             |  |  |
| Deemed contribution from equity<br>holders (note ii)<br>Transfer                  | -<br>-   | -<br>-                                      | 175,512  | 28,188  | 932<br>(203,700)              | 932             | -<br>-                                       | 932             |  |  |
| At 31 May 2016  | 83,400   | 85,000                                      | 175,512  | 234,691   | 216,735                       | 795,338         | _  | 795,338         |  |  |
| At 1 September 2014<br>Profit and total comprehensive income                      | 83,400   | 85,000                                      |  | 167,172   | 175,060                       | 510,632         | (217)  | 510,415         |  |  |
| for the period  |  |   |  |   | 135,875                       | 135,875         | (4)  | 135,871         |  |  |
| Deemed distribution to equity holder (note ii) Transfer                           |  |   |  | 25,769  | (17,461)<br>(25,769)          | (17,461)        | )  | (17,461)        |  |  |
| At 31 May 2015 (unaudited)  | 83,400   | 85,000                                      |  | 192,941   | 267,705                       | 629,046         | (221)  | 628,825         |  |  |
|   |  |   |  |   |                               |                 |  |                 |  |  |

# **ACCOUNTANTS' REPORT**

Notes:

- i. Pursuant to the trust financing arrangement between the Group, Huizhou Guangzheng and Dongguan Trust, 75% of equity interest of Huizhou Guangzheng was transferred to Cinese Group from Dongguan Trust upon the full repayment of RMB100,000,000 by Cinese Group in May 2013. The repayment by Cinese Group was settled with the Group's current accounts. In September 2013, the 75% equity interest in Huizhou Guangzheng was subsequent transferred from Cinese Group to the Group at a consideration of RMB15,000,000 and settled by the current accounts with Cinese Group. The difference of RMB85,000,000 between the consideration and the investment in Huizhou Guangzheng by Cinese Group of RMB100,000,000 is accounted for as a deemed contribution from equity holders.
- ii. The deemed distribution to equity holders represents the differences between the fair value of the lower-than-market interest rate advances to Cinese Group and other related parties, and the principal amount of the advances at initial recognition. Details of the advances to Cinese Group and other related parties is included in note 25 of section A below. For the nine months period ended 31 May 2016, the deemed contribution includes the gain on disposal of Nantong Guangzheng amounting to RMB932,000, which represents the differences between the consideration received and the carrying amount of the assets and liabilities disposed of at the date of disposal.
- iii. Discretionary special reserve represents the accumulated surplus in the school campus canteen operations specifically set aside by the Group for the improvement and enhancement of the services and conditions of the school campus canteens. This reserve is non-distributable to equity holders during the school operating period. Upon liquidation or wind-up of the schools, the underlying assets and liabilities of the special reserve would be treated similar to other assets and liabilities of the schools pursuant to 《中華人民共和國民辦教育促進法》 and 《中華人民共和國企業破產法》.
- iv. Pursuant to the relevant laws in the PRC, the Company's subsidiaries in the PRC shall make appropriations from after-tax profit to non-distributable reserve funds as determined by the board of directors of the relevant PRC subsidiaries. These reserves include (a) general reserve of the limited liabilities companies and (b) the development fund of schools.
  - (a) For PRC subsidiaries with limited liability, they are required to make annual appropriations to general reserve of 10% of after-tax profits as determined under the PRC laws and regulations at each year-end until the balance reaches 50% of the relevant PRC entity's registered capital.
  - (b) According to the relevant PRC laws and regulations, for private school that requires for reasonable return, it is required to appropriate to development fund of not less than 25% of the net income of the relevant schools as determined in accordance with generally accepted accounting principles in the PRC. The development fund shall be used for the construction or maintenance of the schools or procurement or upgrading of educational equipment.

# **ACCOUNTANTS' REPORT**

# COMBINED STATEMENTS OF CASH FLOWS

|   |       |                                |                                |                                | Nine mon                         |                                |
|---|-------|--------------------------------|--------------------------------|--------------------------------|----------------------------------|--------------------------------|
|   |       |                                | ended 31 Au                    |                                | 31 May                           | 31 May                         |
|   | Notes | <b>2013</b> ( <i>RMB</i> '000) | <b>2014</b> ( <i>RMB</i> '000) | <b>2015</b> ( <i>RMB</i> '000) | 2015<br>(RMB'000)<br>(Unaudited) | <b>2016</b> ( <i>RMB</i> '000) |
| OPERATING ACTIVITIES  |       |                                |                                |                                |                                  |                                |
| Profit before taxation Adjustments for:   |       | 107,908                        | 112,269                        | 212,342                        | 158,188                          | 145,221                        |
| Finance costs   |       | 47,875                         | 73,987                         | 106,750                        | 81,819                           | 64,201                         |
| Interest income   |       | (47,510)                       | (46,316)                       | (117,600)                      | (86,423)                         | (61,556)                       |
| [REDACTED] expenses   |       | _                              | _                              | _                              | _                                | 18,113                         |
| Depreciation of property, plant and equipment   |       | 19,708                         | 29,308                         | 41,037                         | 29,044                           | 40,470                         |
| Increase in fair value of investment properties Release of prepaid lease                  |       | (1,000)                        | (600)                          | (600)                          | (300)                            | (200)                          |
| payments Gain on bargain purchase from  |       | 1,638                          | 4,962                          | 5,253                          | 3,938                            | 4,172                          |
| acquisition of a subsidiary   |       | (3,908)                        | _                              | _                              | _                                | _                              |
| Loss on disposal of subsidiaries  |       |                                | _                              | _                              | _                                | 2,353                          |
| Loss on disposal of property,   |       |                                |                                |                                |                                  |                                |
| plant and equipment   |       |                                | 95                             | 153                            |                                  | 49                             |
| Operating cash flows before   |       |                                |                                |                                |                                  |                                |
| movements in working capital  |       | 124,711                        | 173,705                        | 247,335                        | 186,266                          | 212,823                        |
| Decrease (increase) in inventories Decrease (increase) in deposits, prepayments and other |       | 226                            | (481)                          | (387)                          | (462)                            | (3,386)                        |
| receivables   |       | 9,496                          | (4,551)                        | (4,448)                        | (2,690)                          | 3,404                          |
| Increase (decrease) in deferred   |       | , , , ,                        | ( ) /                          | ( ) - /                        | ( )/                             | -, -                           |
| revenue   |       | 20,116                         | 46,527                         | 60,329                         | (68,536)                         | (73,216)                       |
| (Decrease) increase in trade  |       | (775)                          | C 007                          | 10.022                         | 26.064                           | 17 202                         |
| payables Increase in amounts due to related   |       | (775)                          | 6,007                          | 10,823                         | 26,964                           | 17,292                         |
| parties   |       | 22                             | 1,170                          | 2,375                          | 5,378                            | 16,107                         |
| Increase in other payables and accrued expenses   |       | 11,838                         | 19,286                         | 9,304                          | 17,970                           | 13,016                         |
|   |       |                                |                                |                                |                                  |                                |
| Cash generated from operations  |       | 165,634                        | 241,663                        | 325,331                        | 164,890                          | 186,040                        |
| Income tax paid   |       |                                | (563)                          | (6,183)                        | (4,489)                          | (3,711)                        |
| NET CASH FROM OPERATING   |       |                                |                                |                                |                                  |                                |
| ACTIVITIES  |       | 165,634                        | 241,100                        | 319,148                        | 160,401                          | 182,329                        |
|   |       |                                |                                |                                |                                  |                                |

# **ACCOUNTANTS' REPORT**

|  |       |                                |                                |                                | Nine months ended                |                                |  |
|--|-------|--------------------------------|--------------------------------|--------------------------------|----------------------------------|--------------------------------|--|
|  |       | Year                           | ended 31 Au                    | gust                           | 31 May                           | 31 May                         |  |
|  | Notes | <b>2013</b> ( <i>RMB</i> '000) | <b>2014</b> ( <i>RMB</i> '000) | <b>2015</b> ( <i>RMB</i> '000) | 2015<br>(RMB'000)<br>(Unaudited) | <b>2016</b> ( <i>RMB</i> '000) |  |
|  |       |                                |                                |                                |                                  |                                |  |
| INVESTING ACTIVITIES Interest received                               |       | 142                            | 271                            | 89                             | 66                               | 144                            |  |
| Refund of deposits paid for a school                                 |       | 142                            | 2/1                            | 0,9                            | 00                               | 144                            |  |
| building project   |       | _                              | _                              | _                              | _                                | 95,380                         |  |
| Deposit paid for a school building                                   |       |                                |                                |                                |                                  | ,                              |  |
| project  |       | _                              | (40,000)                       | -                              | -                                | -                              |  |
| Payments for acquisition of  |       | (02.165)                       | (001 550)                      | (102 (20)                      | (125.0(7)                        | (12( 200)                      |  |
| property, plant and equipment<br>Payments for acquisition of prepaid |       | (82,165)                       | (231,558)                      | (193,628)                      | (135,067)                        | (136,308)                      |  |
| lease  |       | (3,500)                        | (5,000)                        | _                              | _                                | (19,216)                       |  |
| Proceeds from disposal of property,                                  |       | (3,300)                        | (3,000)                        |                                |                                  | (17,210)                       |  |
| plant and equipment  |       | _                              | 108                            | _                              | _                                | 110                            |  |
| Advances to related parties  |       | (282,469)                      | (427,993)                      | (786,738)                      | (428,458)                        | (980,206)                      |  |
| Repayments from related parties                                      |       | 144,533                        | 555,200                        | 664,008                        | 324,738                          | 554,101                        |  |
| Advances to Cinese Group   |       | 120,000                        | (1,190,000)                    | (100,000)                      | (100,000)                        | 420 000                        |  |
| Repayment from Cinese Group<br>Repayment from a local land           |       | 120,000                        | 455,000                        | 94,500                         | 85,000                           | 428,800                        |  |
| authority  | 18    | _                              | _                              | 30,000                         | 30,000                           | _                              |  |
| Payment for acquisition of a   |       |                                |                                | ,                              | ,                                |                                |  |
| subsidiary   | 32    | (141,233)                      | (26,000)                       | (17,000)                       | (15,000)                         | (3,000)                        |  |
|  |       |                                |                                |                                |                                  |                                |  |
| NET CASH USED IN INVESTING   |       |                                |                                |                                |                                  |                                |  |
| ACTIVITIES   |       | (244,692)                      | (909,972)                      | (308,769)                      | (238,721)                        | (60,195)                       |  |
|  |       |                                |                                |                                |                                  |                                |  |
| FINANCING ACTIVITIES Proceeds from bank borrowings                   |       | 70,000                         | 1,190,000                      | 100,000                        | 100,000                          | 50,000                         |  |
| Repayment of bank borrowings   |       | (120,000)                      | (455,000)                      | (94,500)                       | (85,000)                         | (428,800)                      |  |
| Repayments to related parties  |       | (96,202)                       | (69,972)                       | (102,729)                      | (118,268)                        | (186,272)                      |  |
| Advances from related parties  |       | 267,600                        | 59,113                         | 196,284                        | 268,566                          | 647,023                        |  |
| Interest paid  |       | (53,212)                       | (76,106)                       | (110,276)                      | (84,719)                         | (80,728)                       |  |
| [REDACTED] expenses paid   |       |                                |                                |                                |                                  | (7,095)                        |  |
|  |       |                                |                                |                                |                                  |                                |  |
| NET CASH FROM (USED IN)  |       | 60.106                         | (40.025                        | (11.001)                       | 00.570                           | (5.070)                        |  |
| FINANCING ACTIVITIES   |       | 68,186                         | 648,035                        | (11,221)                       | 80,579                           | (5,872)                        |  |
| NET (DECREASE) INCREASE IN   |       |                                |                                |                                |                                  |                                |  |
| CASH AND CASH  |       |                                |                                |                                |                                  |                                |  |
| EQUIVALENTS  |       | (10,872)                       | (20,837)                       | (842)                          | 2,259                            | 116,262                        |  |
| CASH AND CASH EQUIVALENTS  |       | (,)                            | (==,==-)                       | (* '-)                         | _,,                              | ,                              |  |
| AT BEGINNING OF THE  |       |                                |                                |                                |                                  |                                |  |
| YEAR/PERIOD  |       | 44,780                         | 33,908                         | 13,071                         | 13,071                           | 12,229                         |  |
| CACH AND CACH FOUNDATENES  |       |                                |                                |                                |                                  |                                |  |
| CASH AND CASH EQUIVALENTS AT END OF THE                              |       |                                |                                |                                |                                  |                                |  |
| YEAR/PERIOD,   |       |                                |                                |                                |                                  |                                |  |
| REPRESENTING BANK  |       |                                |                                |                                |                                  |                                |  |
| BALANCES AND CASH  |       | 33,908                         | 13,071                         | 12,229                         | 15,330                           | 128,491                        |  |
|  |       |                                |                                |                                |                                  |                                |  |

### NOTES TO THE FINANCIAL INFORMATION

# 1. CORPORATE INFORMATION, GROUP REORGANISATION AND BASIS OF PRESENTATION OF FINANCIAL INFORMATION

The Company was incorporated in the Cayman Islands on 13 July 2010 as an exempted company under the Companies Law of the Cayman Islands. Its parent is Bright Education (Holdings) Co. Limited (incorporated in the British Virgin Islands) and its ultimate controlling parties are Mr. Liu, who is also the Chairman and executive director of the Company and Ms. Li, who is the Chief Executive Officer and executive director of the Company (Mr. Liu and Ms. Li collectively as the "Controlling Equity Holders"). The address of the registered office of the Company is Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman, KY1-1111, Cayman Islands and the address of principal place of business of the Company is No. 28 Chiling Road Section, Guantai Road, Houjie Town, Dongguan, Guangdong, the PRC.

The Group provides full spectrum private fundamental education, including primary, middle and high schools in the PRC.

Prior to the incorporation of the Company and the completion of the reorganisation, the main operating activities of the Group were carried out by Guangdong Guangzheng and its subsidiaries, which were established in the PRC. The Company and its subsidiaries comprising the Group are under the control of Mr. Liu and Ms. Li, of which Mr. Liu and Ms. Li effectively owns 70% and 30% interests respectively in the Company and Guangdong Guangzheng. On [•], Mr. Liu and Ms. Li have executed an acting in concert confirmation whereby they confirmed the existence of their acting in concert arrangements in the past, present and future to collectively control over the Company and Guangdong Guangzheng. In preparation for the [REDACTED] on the Main Board of the Stock Exchange of Hong Kong Limited, the Group underwent the reorganisation through entering into contractual arrangements (the "Contractual Arrangements") between Guangdong Guangzheng and Dongguan Ruixing, an indirect subsidiary of the Company as detailed below.

Pursuant to the reorganisation as more fully explained in the paragraph headed under the section headed "Contractual Arrangements" in the Document, the Company became the holding company of the companies now comprising the Group on 1 July 2016. Since the Controlling Equity Holders control all the companies now comprising the Group before and after the reorganisation, the Group comprising the Company and its subsidiaries (including the Consolidated Affiliated Entities as defined below) is regarded as a continuing entity.

Due to regulatory restrictions on foreign ownership in the schools in the PRC, the Group conducts a substantial portion of the business through Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Weifang Guangzheng, Weifang Guangzheng Preparatory School, Dongguan Wenhui and Guang'an Guangzheng ("Consolidated Affiliated Entities") in the PRC. A wholly-owned subsidiary of the Company, Dongguan Ruixing, has entered into the Contractual Arrangements with Guangdong Guangzheng and their respective equity holders, which, effective from 1 July 2016, enable Dongguan Ruixing and the Group to:

- exercise effective financial and operational control over the Consolidated Affiliated Entities;
- exercise equity holders' voting rights of the Consolidated Affiliated Entities;
- receive substantially all of the economic interest returns generated by the Consolidated Affiliated Entities in consideration for the corporate management and educational management consultancy services, intellectual property licensing services as well as technical and business support services provided by Dongguan Ruixing. Such services include advisory services on asset and business operation, debt disposal, material contracts or mergers and acquisitions, educational software and course materials research and development, employee training, technology development, transfer and consulting services, public relation services, market survey, research and consulting services, market development and planning services, human resources and internal information management, network development, upgrade and ordinary maintenance services, sales of proprietary products, and software and trademark and know-how licensing and other additional services as the parties may mutually agree from time to time; and
- obtain an irrevocable and exclusive right to purchase all or part of equity interests in the Consolidated Affiliated Entities from the respective equity holders at nil consideration or a minimum purchase price permitted under PRC laws and regulations. Dongguan Ruixing may exercise such options at any time until it has acquired all equity interests in and/or all assets of the Consolidated Affiliated Entities. In addition, the Consolidated Affiliated Entities are not allowed to sell, transfer, or dispose any assets, or make any distributions to their equity holders without prior consent of Dongguan Ruixing.

# **ACCOUNTANTS' REPORT**

The Company does not have any equity interest in the Consolidated Affiliated Entities. However, as a result of the Contractual Arrangements, the Company has power over the Consolidated Affiliated Entities, has rights to variable returns from its involvement with the Consolidated Affiliated Entities and has the ability to affect those returns through its power over the Consolidated Affiliated Entities and therefore is considered to have control over the Consolidated Affiliated Entities. Consequently, the Company regards the Consolidated Affiliated Entities as indirect subsidiaries. The Group has combined the financial position and results of Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Dongguan Wenhui and Guang'an Guangzheng in the Financial Information during the Track Record Period.

The following financial statement balances and amounts of the Consolidated Affiliated Entities and the Consolidated Affiliated Entities' subsidiaries were included in the Financial Information:

|                         |           |                  |                      | Nine mont   | ths ended      |
|-------------------------|-----------|------------------|----------------------|-------------|----------------|
|                         | Year      | r ended 31 A     | ugust                | 31 May      | 31 May         |
|                         | 2013      | 2014             | 2015                 | 2015        | 2016           |
|                         | (RMB'000) | (RMB'000         | (RMB'000)            | (RMB'000)   | (RMB'000)      |
|                         |           |                  |                      | (Unaudited) |                |
| Revenue                 | 320,051   | 450,913          | 3 568,715            | 435,688     | 540,579        |
| Profit before taxation  | 107,941   | 112,340          | 212,376              | 158,189     | 160,684        |
|                         |           | 2013             | At 31 August<br>2014 | 2015        | At 31 May 2016 |
|                         | (R        | 2013<br>2MB'000) | (RMB'000)            | (RMB'000)   | (RMB'000)      |
| Non-current assets      | 1         | ,007,733         | 2,326,869            | 1,433,344   | 1,680,316      |
| Current assets          |           | 783,968          | 358,584              | 1,530,824   | 1,432,471      |
| Current liabilities     |           | (738,902)        | (1,041,625)          | (1,545,211) | (1,595,247)    |
| Non-current liabilities |           | (523,003)        | (1,133,274)          | (743,533)   | (706,537)      |

The Financial Information is presented in RMB, which is also the functional currency of the Company.

# **ACCOUNTANTS' REPORT**

#### 2. ADOPTION OF NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS

For the purposes of preparing and presenting the Financial Information for the Track Record Period, the Group has consistently applied the International Accounting Standards ("IASs"), IFRSs, amendments and the related Interpretations ("IFRICs"), which are effective for the accounting period beginning on 1 September 2015 throughout the Track Record Period.

At the date of this report, the following new and revised standards and amendments have been issued which are not yet effective. The Group has not early adopted these standards and amendments in the preparation of the Financial Information for the Track Record Period.

IFRS 9 Financial Instruments1 IFRS 15 Revenue from Contracts with Customers1 Leases<sup>2</sup> IFRS 16 Amendments to IFRS 2 Classification and Measurement of Share-based Payment Transactions<sup>1</sup> Amendments to IFRS 11 Accounting for Acquisitions of Interests in Joint Operations<sup>3</sup> Amendments to IFRS 15 Clarifications to HKFRS 15 Revenue from Contracts with Customers<sup>1</sup> Amendments to IAS 1 Disclosure Initiative<sup>3</sup> Amendments to IAS 16 and IAS 38 Clarification of Acceptable Methods of Depreciation and Amortisation<sup>3</sup> Annual Improvements to IFRSs 2012 - 2014 Cycle<sup>3</sup> Amendments to IFRSs Amendments to IAS 16 and IAS 41 Agriculture: Bearer Plants<sup>3</sup> Amendments to IAS 27 Equity Method in Separate Financial Statements<sup>3</sup> Amendments to IFRS 10 and IAS 28 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture4 Amendments to IFRS 10, IFRS 12 and IAS 28 Investment Entities: Applying the Consolidation Exception<sup>3</sup> Disclosure Initiative<sup>5</sup> Amendment to IAS 7 Amendment to IAS 12 Tax Recognition of Deferred Assets for Unrealised Losses<sup>5</sup>

- <sup>1</sup> Effective for annual periods beginning on or after 1 January 2018
- <sup>2</sup> Effective for annual periods beginning on or after 1 January 2019
- <sup>3</sup> Effective for annual periods beginning on or after 1 January 2016
- <sup>4</sup> Effective for annual periods beginning on or after a date to be determined
- <sup>5</sup> Effective for annual periods beginning on or after 1 January 2017

#### IFRS 15 Revenue from Contracts with Customers

IFRS 15 was issued which establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 *Revenue*, IAS 11 *Construction Contracts* and the related Interpretations when it becomes effective.

The core principle of IFRS 15 is that an entity should recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the standard introduces a 5-step approach to revenue recognition:

- Step 1: Identify the contract(s) with a customer
- Step 2: Identify the performance obligations in the contract
- Step 3: Determine the transaction price
- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognise revenue when (or as) the entity satisfies a performance obligation

Under IFRS 15, an entity recognises revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer. Far more prescriptive guidance has been added in IFRS 15 to deal with specific scenarios. Furthermore, extensive disclosures are required by IFRS 15. The management of the Group has yet to perform a detailed review on the potential impacts of IFRS 15. Hence, it is not practicable to provide a reasonable estimate of the financial effect and the relevant disclosures at this juncture.

# **ACCOUNTANTS' REPORT**

#### **IFRS 16 Leases**

IFRS 16 was issued by IASB in January 2016. This new standard provides a comprehensive model for the identification of lease arrangements and their treatment in the financial statements of both lessors and lessees.

IFRS 16 introduces a single lessee accounting model and requires a lessee to recognise assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. Specifically, under IFRS 16, a lessee is required to recognise a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. Accordingly, a lessee should recognise depreciation of the right-of-use asset and interest on the lease liability, and also classify cash repayments of the lease liability into a principal portion and an interest portion and presents them in the statement of cash flows. Also, the right-of-use asset and the lease liability are initially measured on a present value basis. The measurement includes non-cancellable lease payments and also includes payments to be made in optional periods if the lessee is reasonably certain to exercise an option to extend the lease, or not to exercise an option to terminate the lease. This accounting treatment is significantly different from the lessee accounting for leases that are classified as operating leases under IAS 17.

In respect of the lessor accounting, IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

As set out in note 34, total operating lease commitments of the Group in respect of leased premises as at 31 August 2013, 2014 and 2015 and 31 May 2016 are amounted to RMB52,277,000, RMB54,511,000, RMB53,810,000 and RMB53,090,000, respectively, the directors of the Company do not expect the adoption of IFRS 16 would result in significant impact on the Group's financial performance but it is expected that certain portion of these lease commitments will be required to be recognised in the combined statements of financial position as right-of-use assets and lease liabilities.

Except as described above, the directors of the Company consider that the application of the other new and revised standard and amendments is unlikely to have a material impact on the Group's financial position and performance as well as disclosure.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

The Financial Information has been prepared on the historical cost basis, except for investment properties that are measured at fair values at the end of each reporting period, as appropriate, and in accordance with the following accounting policies which conform to IFRSs issued by IASB. In addition, the Financial Information includes the applicable disclosures required by the Rules Governing the Listing of Securities on the Stock Exchange and by the Hong Kong Companies Ordinance.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Group takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in the Financial Information is determined on such a basis, except for leasing transactions that are within the scope of IAS 17 *Leases* and measurements that have some similarities to fair value but are not fair value, such as net realisable value in IAS 2 *Inventories* or value in use in IAS 36 *Impairment of Assets*.

# **ACCOUNTANTS' REPORT**

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for asset or liability.

The principal accounting policies are set out below.

#### Basis of combination

The Financial Information incorporates the financial statements of the Company and entities (including the Consolidated Affiliated Entities) controlled by the Company and its subsidiaries. Control is achieved when the Company:

- (i) has power over the investee;
- (ii) is exposed, or has rights, to variable returns from its involvement with the investee; and
- (iii) has the ability to use its power to affect its returns.

The Company reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

When the Group has less than a majority of the voting rights of an investee, it has power over the investee when the voting rights are sufficient to give it the practical ability to direct the relevant activities of the investee unilaterally. The Group considers all relevant facts and circumstances in assessing whether or not the Group's voting rights in an investee are sufficient to give it power, including:

- the size of the Group's holding of voting rights relative to the size and dispersion of holdings of the other vote holders:
- potential voting rights held by the Group, other vote holders or other parties;
- rights arising from other contractual arrangements; and
- any additional facts and circumstances that indicate that the Group has, or does not have, the current ability to
  direct the relevant activities at the time that decisions need to be made, including voting patterns at previous
  shareholders' meetings.

Combination of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year/period are included in the combined statements of profit or loss and other comprehensive income from the date the Group gains control until the date when the Group ceases to control the subsidiary.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policy.

All intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated on combination.

Non-controlling interests in subsidiaries are presented separately from the Group's equity thereon.

When the Group loses control of a subsidiary, a gain or loss is recognised in profit or loss and is calculated as the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets, and liabilities of the subsidiary and any non-controlling interests. All amounts previously recognised in other comprehensive income in relation to that subsidiary are accounted for as if the Group had directly disposed of the related assets or liabilities of the subsidiary (i.e. reclassified to profit or loss or transferred to another category of equity as specified/permitted by applicable IFRSs).

#### Business combinations other than those under common control

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets

# **ACCOUNTANTS' REPORT**

transferred by the Group, liabilities incurred by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. Acquisition-related costs are generally recognised in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value, except that:

- deferred tax assets or liabilities, and assets or liabilities related to employee benefit arrangements are recognised and measured in accordance with IAS 12 *Income Taxes* and IAS 19 *Employee Benefits* respectively;
- liabilities or equity instruments related to share-based payment arrangements of the acquiree or share-based
  payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree
  are measured in accordance with IFRS 2 Share-based Payment at the acquisition date (see the accounting policy
  below); and
- assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations are measured in accordance with that standard.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed. If, after re-assessment, the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held interest in the acquiree (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain.

Non-controlling interests that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation may be initially measured either at fair value or at the non-controlling interests' proportionate share of the recognised amounts of the acquiree's identifiable net assets. The choice of measurement basis is made on a transaction-by-transaction basis. Other types of non-controlling interests are measured at their fair value or, when applicable, on the basis specified in another IFRS.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period (see above), and additional assets or liabilities are recognised, to reflect new information obtained about facts and circumstances that existed at the acquisition date that, if known, would have affected the amounts recognised at that date.

#### Merger accounting for business combination involving entities under common control

The Financial Information incorporates the financial statements items of the combining entities or businesses in which the common control combination occurs as if they had been combined from the date when the combining entities or businesses first came under the control of the controlling party.

The net assets of the combining entities or businesses are combined using the existing book values from the controlling party's perspective. No amount is recognised in respect of goodwill or excess of acquirer's interest in the net fair value of acquiree's identifiable assets, liabilities and contingent liabilities over cost at the time of common control combination, to the extent of the continuation of the controlling party's interest.

The combined statements of profit or loss includes the results of each of the combining entities or businesses from the earliest date presented or since the date when the combining entities or businesses first came under the common control, where this is a shorter period.

#### Investments in subsidiaries

Investments in subsidiaries are stated in the statements of financial position of the Company at cost less any identified impairment loss.

#### Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated returns, discounts, and sales related tax.

Service income includes tuition fees and boarding fees from primary schools, middle schools and high schools of the Group.

Tuition and boarding fees received from primary schools, middle schools and high schools are generally paid in advance at the beginning of school term, and are initially recorded as deferred revenue. Tuition and boarding fees are

# **ACCOUNTANTS' REPORT**

recognised proportionately over the relevant period of the applicable program. The portion of tuition and boarding payments received from students but not earned is recorded as deferred revenue and is reflected as a current liability as such amounts represent revenue that the Group expects to earn within one year.

Revenue from ancillary services, including the services provided at the on-campus canteens and medical rooms, is recognised when the goods are delivered and titles have passed or the services have been rendered, at which time all the following conditions are satisfied:

- the Group has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Group; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Interest income from a financial asset is recognised when it is probable that the economic benefits will flow to the Group and the amount of the income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

Donations are recognised when entitlement of the Group to receive donations is established.

The Group's accounting policy for recognition of revenue from operating leases is described in the accounting policy for leasing below.

#### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

#### The Group as lessor

Rental income from operating leases is recognised in profit or loss on a straight-line basis over the term of the relevant lease.

#### The Group as lessee

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

#### Foreign currencies

In preparing the financial statements of each individual group entity, transactions in currencies other than the functional currency of that entity (foreign currencies) are recorded in the respective functional currency (i.e. the currency of the primary economic environment in which the entity operates) at the rates of exchange prevailing on the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are recognised in profit or loss in the period in which they arise.

### **Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets until such time as the assets are substantially ready for their intended use or sale.

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

# **ACCOUNTANTS' REPORT**

#### **Government grants**

Government grants are not recognised until there is reasonable assurance that the Group will comply with the conditions attaching to them and that the grants will be received.

Government grants are recognised in profit or loss on a systematic basis over the periods in which the Group recognises as expenses the related costs for which the grants are intended to compensate.

Government grants that are receivable as compensation for expenses of losses already incurred or for the purpose of giving immediate financial support to the Group with no future related costs are recognised in profit or loss in the period in which they become receivable.

#### Retirement benefit costs

Payments to state-managed retirement benefit schemes are charged as expenses when employees have rendered services entitling them to the contributions.

#### **Taxation**

Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year/period. Taxable profit differs from profit before taxation as reported in the combined statements of profit or loss and other comprehensive income because of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of each reporting period.

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the Financial Information and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences, and deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively.

For the purposes of measuring deferred tax liabilities or deferred tax assets arising from investment properties that are measured using the fair value model, the directors of the Company have reviewed the Group's investment property portfolios and concluded that the Group's investment properties are not held under a business model whose objective is to consume substantially all of the economic benefits embodied in the investment properties over time. Therefore, in determining the Group's deferred taxation on investment properties, the directors have determined that the presumption that the carrying amounts of investment properties measured using the fair value model are recovered entirely through sale is not rebutted. The Group recognised additional deferred tax relating to land appreciation tax and Enterprise Income Tax ("EIT") on changes in fair value of such investment properties.

# **ACCOUNTANTS' REPORT**

#### Property, plant and equipment

Property, plant and equipment including buildings held for use in the production or supply of goods or services, or for administrative purposes (other than construction in progress as described below) are stated in the combined statements of financial position at cost less subsequent accumulated depreciation and subsequent accumulated impairment losses, if any.

Depreciation is recognised so as to write off the cost of items of property, plant and equipment other than construction in progress less their residual values over their estimated useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

Construction in progress is carried out at cost, less any recognised impairment loss. Construction in progress is classified to the appropriate categories of property, plant and equipment when completed and ready for intended use. Depreciation of these assets, on the same basis as other property, plant and equipment, commences when the assets are ready for their intended use.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

#### **Investment properties**

Investment properties are properties held to earn rentals and/or for capital appreciation.

Investment properties are initially measured at cost, including any directly attributable expenditure. Subsequent to initial recognition, investment properties are measured at fair value. Gains and losses arising from changes in the fair value of investment properties are included in profit or loss in the period in which they arise.

An investment property is derecognised upon disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from its disposals. Any gain or loss arising on derecognition of the property (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the profit or loss in the period in which the property is derecognised.

### Prepaid lease payments

Prepaid lease payments represent payments for obtaining land use right and is amortised to profit or loss on a straight-line basis over the lease terms as stated in the relevant land use right certificate granted for usage by the Group in the PRC and the remaining terms of the operating license of the PRC entity, whichever is the shorter. Prepaid lease payments which is to be amortised to profit or loss in the next twelve months is classified as current assets.

### Impairment of assets

At the end of the reporting period, the Group reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss, if any. When it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flow are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the assets for which the estimated of future cash flows have not been adjusted.

If the recoverable amount of an asset (or a cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the assets (or a cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

Where an impairment loss subsequently reverses, the carrying amount of the assets (or a cash-generating unit) is increased to the revised estimated of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or a cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

# **ACCOUNTANTS' REPORT**

#### Financial instruments

Financial assets and financial liabilities are recognised in the combined statements of financial position when a group entity becomes a party to the contractual provisions of the instrument.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

#### Financial assets

The Group's financial assets are classified into loans and receivables. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

#### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial asset, or, where appropriate, a shorter period to the net carrying amount on initial recognition.

Interest income is recognised on an effective interest basis for debt instruments.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Subsequent to initial recognition, loans and receivables (including other receivables, amounts due from related parties and bank balances and cash) are carried at amortised cost using the effective interest method, less any impairment (see accounting policy in respect of impairment loss on financial assets below).

Interest income is recognised by applying the effective interest rate, except for short-term receivables where the recognition of interest would be immaterial.

### Impairment of loan and receivables

Loan and receivables are assessed for indicators of impairment at the end of each reporting period. Loan and receivables are considered to be impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial assets, the estimated future cash flows of the financial assets have been affected.

Objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as a default or delinquency in interest or principal payments; or
- it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

The amount of impairment loss recognised is the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets. Subsequent recoveries of amounts previously written off are credited to profit or loss.

If, in a subsequent period, the amount of impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment losses was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the asset at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

#### Financial liabilities and equity instruments

Debt and equity instruments issued by a group entity are classified either as financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

# **ACCOUNTANTS' REPORT**

Equity instruments

An equity instrument is any contract that evidences a residual interest in the assets of the Group after deducting all of its liabilities. Equity instruments issued by the group entities are recognised at the proceeds received, net of direct issue costs

Financial liabilities

Financial liabilities including trade payable, other payables, amounts due to related parties, directors and a subsidiary, and borrowings, are subsequently measured at amortised cost, using the effective interest method.

Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial liability, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Interest expense is recognised on an effective interest basis.

#### Derecognition

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity.

On derecognition of a financial asset, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

The Group derecognises financial liability when, and only when, the Group's obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

### 4. CRITICAL ACCOUNTING JUDGEMENT AND KEY SOURCES OF ESTIMATION UNCERTAINTY

In the application of the Group's accounting policies, which are described in note 3, management is required to make judgments, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

# Critical accounting judgments

The following are the critical judgments, apart from those involving estimations, that the directors of the Company have made in the process of applying the Group's accounting policies and that have the most significant effect on the amounts recognised in the Financial Information.

### **Contractual Arrangements**

The Group conducts a substantial portion of the business through the Consolidated Affiliated Entities in the PRC due to regulatory restrictions on foreign ownership in the Group's schools in the PRC. The Group does not have any equity interest in the Consolidated Affiliated Entities. The directors of the Company assessed whether or not the Group has control over the Consolidated Affiliated Entities based on whether the Group has the power over the Consolidated Affiliated Entities, has rights to variable returns from its involvement with the Consolidated Affiliated Entities and has the ability to affect those returns through its power over the Consolidated Affiliated Entities. After assessment, the directors of the Company concluded that the Group has control over the Consolidated Affiliated Entities as a result of the Contractual Arrangements and other measures and accordingly, the Group has combined the financial information of Guangdong Guangzheng, Dongguan Guangming School, Dongguan Guangming Primary School, Dongguan Guangzheng Preparatory School, Huizhou Guangzheng, Huizhou Guangzheng Preparatory School, Panjin Guangzheng, Panjin Guangzheng Preparatory School, Weifang Guangzheng Preparatory School, Dongguan Wenhui and Guang'an Guangzheng in the Financial Information during the Track Record Period.

# **ACCOUNTANTS' REPORT**

Nevertheless, the Contractual Arrangements and other measures may not be as effective as direct legal ownership in providing the Group with direct control over the Consolidated Affiliated Entities and uncertainties presented by the PRC legal system could impede the Group's beneficiary rights of the results, assets and liabilities of the Consolidated Affiliated Entities. The directors of the Company, based on the advice of its legal counsel, consider that the Contractual Arrangements among Dongguan Ruixing, the Consolidated Affiliated Entities and their equity holders are in compliance with the relevant PRC laws and regulations and are legally enforceable.

#### Key sources of estimation uncertainty

The following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next twelve months from the end of each reporting period.

#### Useful life and impairment of property, plant and equipment

The Group's management determines the estimated useful lives and the depreciation method in determining the related depreciation charges for its property, plant and equipment. This estimate is based on the management's experience of the actual useful lives of property, plant and equipment of similar nature and functions. In addition, management assesses impairment whenever events or changes in circumstances indicate that the carrying amount of an item of property, plant and equipment may not be recoverable. Management will increase the depreciation charge where useful lives are estimated to be shorter than previously estimated, or will write off or write down obsolete assets that have been abandoned or impaired. As at 31 August 2013, 2014 and 2015 and 31 May 2016, the carrying amount of property, plant and equipment are RMB610,310,000, RMB925,194,000, RMB1,006,912,000 and RMB1,193,190,000 respectively. Any change in these estimates may have a material impact on the results of the Group.

#### 5. REVENUE AND SEGMENT INFORMATION

The Group is mainly engaged in the provision of education services in the PRC.

Revenue represents service income from tuition fees, boarding fees and ancillary services less returns, discounts and sales related tax.

The Group's chief operating decision maker ("CODM") has been identified as the Chief Executive Officer who reviews revenue analysis of the Group as a whole.

Information reported to the CODM, for the purpose of resource allocation and assessment of segment performance is on a school by school basis. Each individual school constitutes an operating segment. The services provided and type of customers are similar in each operating segment, and each operating segment are subject to similar regulatory environment. Accordingly, their segment information is aggregated as a single reportable segment. The management of the Group assesses the performance of the reportable segment based on the revenue and gross profit for the year/period of the Group as presented in the combined statements of profit or loss and other comprehensive income. The accounting policies of the reportable segment are the same as the Group's accounting policies described in note 3. No analysis of the Group's assets and liabilities is regularly provided to the management of the Group for review.

The revenues attributable to the Group's service lines are as follows:

|                    |           |                      |           |             | Nine months ended |  |  |
|--------------------|-----------|----------------------|-----------|-------------|-------------------|--|--|
|                    | Year      | Year ended 31 August |           |             |                   |  |  |
|                    | 2013      | 2014                 | 2015      | 2015        | 2016              |  |  |
|                    | (RMB'000) | (RMB'000)            | (RMB'000) | (RMB'000)   | (RMB'000)         |  |  |
|                    |           |                      |           | (Unaudited) |                   |  |  |
| Tuition fees       | 222,937   | 315,211              | 391,685   | 292,544     | 368,154           |  |  |
| Boarding fees      | 26,140    | 36,439               | 50,539    | 37,824      | 45,386            |  |  |
| Ancillary services | 70,974    | 99,263               | 126,491   | 105,320     | 127,039           |  |  |
|                    | 320,051   | 450,913              | 568,715   | 435,688     | 540,579           |  |  |

### **Major customers**

No single customer contributes over 10% or more of total revenue of the Group during the Track Record Period.

#### Geographical information

The Group primarily operates in the PRC. Substantially all of the non-current assets of the Group are located in the PRC.

# **ACCOUNTANTS' REPORT**

# 6. OTHER INCOME

|                               |           |                |           | Nine months ended |           |  |
|-------------------------------|-----------|----------------|-----------|-------------------|-----------|--|
|                               | Year      | r ended 31 Aug | 31 May    | 31 May            |           |  |
|                               | 2013      | 2014           | 2015      | 2015              | 2016      |  |
|                               | (RMB'000) | (RMB'000)      | (RMB'000) | (RMB'000)         | (RMB'000) |  |
|                               |           |                |           | (Unaudited)       |           |  |
| Rental income from investment |           |                |           |                   |           |  |
| properties                    | 815       | 1,046          | 896       | 672               | 764       |  |
| Government grants (note i)    | 356       | 620            | 1,450     | 1,066             | 1,251     |  |
| Donations                     | 755       | 260            | 260       | 30                | 40        |  |
| Staff quarter income          | 2,512     | 3,418          | 3,442     | 2,566             | 2,028     |  |
| Others                        | 1,453     | 1,663          | 810       | 651               | 457       |  |
|                               | 5,891     | 7,007          | 6,858     | 4,985             | 4,540     |  |

Note:

# 7. OTHER GAINS AND LOSSES

|   |                      |           |           | Nine months ended        |           |  |
|---|----------------------|-----------|-----------|--------------------------|-----------|--|
|   | Year ended 31 August |           |           | 31 May                   | 31 May    |  |
|   | 2013                 | 2014      | 2015      | 2015                     | 2016      |  |
|   | (RMB'000)            | (RMB'000) | (RMB'000) | (RMB'000)<br>(Unaudited) | (RMB'000) |  |
| Loss on disposal of property, plant                       |                      |           |           |                          |           |  |
| and equipment, net  | _                    | (95)      | (153)     | _                        | (49)      |  |
| Gain on change in fair value of                           |                      |           |           |                          |           |  |
| investment properties (note 16)                           | 1,000                | 600       | 600       | 300                      | 200       |  |
| Gain on bargain purchase from acquisition of a subsidiary |                      |           |           |                          |           |  |
| (note 32)   | 3,908                | _         | _         | _                        | _         |  |
| Penalties and late surcharges                             | _                    | (330)     | (1,847)   | (1,526)                  | (4,401)   |  |
| Loss on disposal of subsidiaries                          |                      |           |           |                          |           |  |
| (note 33)   | _                    | _         | _         | _                        | (2,353)   |  |
| Others  | (50)                 | 1         | 140       | _                        | (276)     |  |
|   |                      |           |           |                          | (270)     |  |
|   | 4,858                | 176       | (1,260)   | (1,226)                  | (6,879)   |  |

### 8a. FINANCE INCOME

|  |           |                | Nine months ended |                                  |                       |
|--|-----------|----------------|-------------------|----------------------------------|-----------------------|
|  | Year      | r ended 31 Aug | 31 May            | 31 May                           |                       |
|  | 2013      | 2014           | 2015              | 2015<br>(RMB'000)<br>(Unaudited) | <b>2016</b> (RMB'000) |
|  | (RMB'000) | (RMB'000)      | (RMB'000)         |                                  |                       |
| Bank interest income   | 142       | 271            | 89                | 66                               | 144                   |
| Interest income from deposits paid<br>for a school building project<br>(note 18) | 2,920     | 3.824          | 5.109             | 4.018                            | _                     |
| Imputed interest income on advances to   | 2,720     | 3,024          | 3,109             | 4,010                            |                       |
| Cinese Group   | 39,579    | 34,923         | 101,074           | 73,843                           | 61,412                |
| Imputed interest income on advances to related parties                           | 4,869     | 7,298          | 11,328            | 8,496                            |                       |
|  | 47,510    | 46,316         | 117,600           | 86,423                           | 61,556                |

i. Government grants mainly represent non-conditional subsidies from government for organising schools activities and outstanding academic performance of the schools.

#### 8b. FINANCE COSTS

|   | Year ended 31 August |                   |                   | Nine months ended<br>31 May 31 May |                   |
|---|----------------------|-------------------|-------------------|------------------------------------|-------------------|
|   | 2013<br>(RMB'000)    | 2014<br>(RMB'000) | 2015<br>(RMB'000) | 2015<br>(RMB'000)<br>(Unaudited)   | 2016<br>(RMB'000) |
| Interest expense on bank and other borrowings  – wholly repayable within 5    |                      |                   |                   |                                    |                   |
| years  - not wholly repayable within 5  | 51,194               | 67,465            | 86,124            | 63,597                             | 55,617            |
| years  Less: amounts capitalised in the cost of property, plant and equipment | -                    | 11,574            | 23,752            | 20,740                             | 17,477            |
|   | (3,319)              | (5,052)           | (3,126)           | (2,518)                            | (8,893)           |
|   | 47,875               | 73,987            | 106,750           | 81,819                             | 64,201            |

Borrowing costs capitalised during the year ended 31 August 2013, 2014, 2015 and during the nine months period ended 31 May 2015 and 2016 arose on the general borrowing pool and are calculated by applying a capitalisation rate of 7.6%, 9.2%, 8.5%, 8.5% and 9.1% per annum, respectively to expenditure on property, plant and equipment (construction in progress).

#### 9. TAXATION

|                                   |           |           |           | Nine months ended |           |  |
|-----------------------------------|-----------|-----------|-----------|-------------------|-----------|--|
|                                   | Year      | 31 May    | 31 May    |                   |           |  |
|                                   | 2013      | 2014      | 2015      | 2015              | 2016      |  |
|                                   | (RMB'000) | (RMB'000) | (RMB'000) | (RMB'000)         | (RMB'000) |  |
|                                   |           |           |           | (Unaudited)       |           |  |
| The income tax expense comprises: |           |           |           |                   |           |  |
| Current tax:                      |           |           |           |                   |           |  |
| PRC EIT                           | 17,695    | 19,742    | 28,810    | 21,323            | 23,911    |  |
| Deferred tax (note 26)            | 1,173     | 1,618     | 1,235     | 994               | 2,384     |  |
|                                   | 18,868    | 21,360    | 30,045    | 22,317            | 26,295    |  |

The income tax expense for the year/period can be reconciled to the profit before taxation as follows:

|           |  |  | Nine mont  | hs ended   |
|-----------|--|--|--|--|
| Year      | ended 31 Aug   | 31 May   | 31 May   |  |
| 2013      | 2014   | 2015   | 2015   | 2016   |
| (RMB'000) | (RMB'000)  | (RMB'000)  | (RMB'000)<br>(Unaudited)   | (RMB'000)  |
| 107,908   | 112,269  | 212,342  | 158,188  | 145,221  |
| 26,977    | 28.067   | 53.086   | 39.547   | 36,305   |
| 2,856     | 3,101  | 4,556  | 3,036  | 4,212  |
| (12,089)  | (10,555)   | (28,101)   | (20,585)   | (15,353)   |
| 787       | 686  | 952  | 749  | 1,669  |
| _         | _  | (552)  | (552)  | (552)  |
| 337       | 61   | 104  | 122  | 14   |
| 18,868    | 21,360   | 30,045   | 22,317   | 26,295   |
|           | 2013<br>(RMB'000)<br>107,908<br>26,977<br>2,856<br>(12,089)<br>787 | 2013 (RMB'000) (2014 (RMB'000) (RMB'000) (2014 (RMB'000) (RMB'000) (2014 (RMB'000) (RMB'000) (2014 (RMB'000) (RMB'00 | (RMB'000)         (RMB'000)         (RMB'000)           107,908         112,269         212,342           26,977         28,067         53,086           2,856         3,101         4,556           (12,089)         (10,555)         (28,101)           787         686         952           -         -         (552)           337         61         104 | Year ended 31 August 2013         31 May 2015           (RMB'000)         (RMB'000)         (RMB'000)         (RMB'000)           (107,908)         112,269         212,342         158,188           26,977         28,067         53,086         39,547           2,856         3,101         4,556         3,036           (12,089)         (10,555)         (28,101)         (20,585)           787         686         952         749           -         -         (552)         (552)           337         61         104         122 |

The Company was incorporated in the Cayman Islands and Bright Education BVI was incorporated in the BVI that are tax exempted as no business carried out in Cayman Islands and BVI under the tax laws of the Cayman Islands and the BVI.

## **ACCOUNTANTS' REPORT**

Detiroment

No provision for Hong Kong Profits Tax has been made as the Group's operation in Hong Kong had no assessable profit during the Track Record Period.

All subsidiaries of the Company established in the PRC are subject to the PRC EIT of 25% during the Track Record Period.

As at 31 August 2013, 2014 and 2015 and at 31 May 2016, the Group had estimated unused tax losses of approximately RMB11,424,000, RMB23,828,000, RMB42,052,000 and RMB58,900,000, respectively available for offset against future profits. No deferred tax asset has been recognised in respect of the estimated unused tax losses due to the unpredictability of future profit streams. The estimated tax losses may be carried forward over five years.

### 10. PROFIT FOR THE YEAR/PERIOD

|   | Year                           | ended 31 Aug          | ust                    | Nine mont<br>31 May              | hs ended<br>31 May     |
|---|--------------------------------|-----------------------|------------------------|----------------------------------|------------------------|
|   | <b>2013</b> ( <i>RMB</i> '000) | 2014<br>(RMB'000)     | 2015<br>(RMB'000)      | 2015<br>(RMB'000)<br>(Unaudited) | 2016<br>(RMB'000)      |
| Profit for the year/period has been arrived at after charging (crediting): Staff costs, including directors' remuneration |                                |                       |                        |                                  |                        |
| <ul> <li>salaries and other allowances</li> <li>retirement benefit scheme</li> </ul>                                      | 115,245                        | 165,346               | 191,618                | 146,934                          | 184,514                |
| contributions   | 6,711                          | 10,360                | 12,263                 | 9,106                            | 15,758                 |
| Total staff costs   | 121,956                        | 175,706               | 203,881                | 156,040                          | 200,272                |
| Depreciation of property, plant and equipment Release of prepaid lease payments Auditors' remuneration                    | 19,708<br>1,638<br>109         | 29,308<br>4,962<br>71 | 41,037<br>5,253<br>181 | 29,044<br>3,938<br>68            | 40,470<br>4,172<br>149 |
|   |                                |                       |                        |                                  |                        |

### 11. DIRECTORS' AND EMPLOYEES' EMOLUMENTS

### Directors

Mr. Liu and Ms. Li were appointed as directors of the Company on 12 July 2010. The emoluments paid or payable to the directors and chief executive of the Company (including emoluments for services as employee/ directors of the group entities by entities comprising the Group during the Track Record Period are as follows:

Salarios

### For the year ended 31 August 2013

|   | Directors' fee<br>(RMB'000) | and other<br>allowances<br>(RMB'000)             | Discretionary<br>bonus<br>(RMB'000) | benefit scheme<br>contributions<br>(RMB'000)               | Total<br>(RMB'000) |
|---|-----------------------------|--|-------------------------------------|--|--------------------|
| Executive directors Mr. Liu Xuebin              | _                           | _  | _                                   | _  | _                  |
| Ms. Li Suwen                                    |                             | 300  |                                     | 15   | 315                |
|   |                             | 300  |                                     | 15   | 315                |
| For the year ended 31 Au                        | gust 2014                   |  |                                     |  |                    |
|   | Directors' fee<br>(RMB'000) | Salaries<br>and other<br>allowances<br>(RMB'000) | Discretionary<br>bonus<br>(RMB'000) | Retirement<br>benefit scheme<br>contributions<br>(RMB'000) | Total<br>(RMB'000) |
| Executive directors Mr. Liu Xuebin Ms. Li Suwen |                             | 300  |                                     | 15   | 315                |
|   |                             | 300  |                                     | 15   | 315                |
|   |                             |  |                                     |  |                    |

## **ACCOUNTANTS' REPORT**

### For the year ended 31 August 2015

|                                    | Directors' fee (RMB'000) | Salaries<br>and other<br>allowances<br>(RMB'000) | Discretionary<br>bonus<br>(RMB'000) | Retirement<br>benefit scheme<br>contributions<br>(RMB'000) | Total<br>(RMB'000) |
|------------------------------------|--------------------------|--|-------------------------------------|--|--------------------|
| Executive directors Mr. Liu Xuebin | _                        | _  | _                                   | _  | _                  |
| Ms. Li Suwen                       |                          | 300  |                                     | 15   | 315                |
|                                    |                          | 300  | _                                   | 15   | 315                |

### For the nine months ended 31 May 2015 (unaudited)

|                                | Directors' fee (RMB'000) | Salaries<br>and other<br>allowances<br>(RMB'000) | Discretionary<br>bonus<br>(RMB'000) | Retirement<br>benefit scheme<br>contributions<br>(RMB'000) | Total (RMB'000) |
|--------------------------------|--------------------------|--|-------------------------------------|--|-----------------|
| Executive directors            |                          |  |                                     |  |                 |
| Mr. Liu Xuebin<br>Ms. Li Suwen |                          | 225  |                                     | 11   | 236             |
|                                |                          | 225  | _                                   | 11   | 236             |

### For the nine months ended 31 May 2016

|   | Directors' fee (RMB'000) | Salaries<br>and other<br>allowances<br>(RMB'000) | Discretionary<br>bonus<br>(RMB'000) | Retirement<br>benefit scheme<br>contributions<br>(RMB'000) | Total (RMB'000) |
|---|--------------------------|--|-------------------------------------|--|-----------------|
| Executive directors Mr. Liu Xuebin Ms. Li Suwen |                          | _<br>225   | -                                   | -<br>11  | -<br>236        |
| MS. LI Suwell                                   |                          | 225  |                                     | 11   | 236             |

## **Employees**

The five highest paid individuals of the Group included one, one, one, one (unaudited) and one director of the Company for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2015 and 31 May 2016 respectively whose emoluments are included in the disclosures above. The emoluments of the remaining four, four, four (unaudited) and four individuals for the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2015 and 31 May 2016, respectively, are as follows:

|  |           |              |             | Nine mont                | hs ended    |
|--|-----------|--------------|-------------|--------------------------|-------------|
|  | Year      | ended 31 Aug | ust         | 31 May                   | 31 May      |
|  | 2013      | 2014         | 2015        | 2015                     | 2016        |
|  | (RMB'000) | (RMB'000)    | (RMB'000)   | (RMB'000)<br>(Unaudited) | (RMB'000)   |
| Salaries and other benefits<br>Retirement benefit scheme contributions | 1,084     | 1,099        | 1,280<br>74 | 885<br>28                | 1,009<br>55 |
|  | 1,121     | 1,135        | 1,354       | 913                      | 1,064       |

## **ACCOUNTANTS' REPORT**

The emoluments of the five highest paid individuals, other than directors of the Company, were within the following bands:

|                   |      |               |      | Nine mon            | ths ended |
|-------------------|------|---------------|------|---------------------|-----------|
|                   | Year | r ended 31 Au | gust | 31 May              | 31 May    |
|                   | 2013 | 2014          | 2015 | 2015<br>(Unaudited) | 2016      |
| Nil to [REDACTED] | 4    | 4             | 4    | 4                   | 4         |

During the Track Record Period, no remuneration was paid by the Group to the directors of the Company or the five highest paid employees as an inducement to join or upon joining the Group or as compensation for loss of office.

### 12. DIVIDENDS

No dividend has been paid or proposed by the Company during the Track Record Period, nor has any dividend been proposed since the end of the reporting period.

## 13. EARNINGS PER SHARE

No earnings per share is presented as the Financial Information is prepared on a combined basis as detailed in note 1 above.

# **ACCOUNTANTS' REPORT**

## 14. PROPERTY, PLANT AND EQUIPMENT

|  | Buildings<br>(RMB'000) | Leasehold improvements (RMB'000) | Motor<br>vehicles<br>(RMB'000) | Furniture<br>and fixtures<br>(RMB'000) | Construction<br>in progress<br>(RMB'000) | Total (RMB'000)      |
|--|------------------------|----------------------------------|--------------------------------|--|--|----------------------|
| COST   |                        |                                  |                                |  |  |                      |
| At 1 September 2012                          | 340,450                | 3,718                            | 2,512                          | 29,679                                 | 9,793                                    | 386,152              |
| Additions                                    | 10,628                 | -                                | 923                            | 4,943                                  | 147,840                                  | 164,334              |
| Transfer                                     | 121,216                | 9,020                            | _                              | _                                      | (130,236)                                | _                    |
| Acquired on acquisition of a subsidiary      |                        |                                  |                                |  |  |                      |
| (note 32)                                    | 98,500                 |                                  | 361                            | 1,915                                  | 24,322                                   | 125,098              |
| At 31 August 2013                            | 570,794                | 12,738                           | 3,796                          | 36,537                                 | 51,719                                   | 675,584              |
| Additions                                    | 13,483                 | 12,301                           | 93                             | 14,539                                 | 303,979                                  | 344,395              |
| Transfer                                     | 299,401                | _                                | _                              | 1,564                                  | (300,965)                                | _                    |
| Disposals                                    |                        |                                  | (528)                          | (1,101)                                |  | (1,629)              |
| A4 21 Avenue 2014                            | 992 (79                | 25.020                           | 2 261                          | 51 520                                 | 54.722                                   | 1 010 250            |
| At 31 August 2014<br>Additions               | 883,678<br>6,872       | 25,039<br>12,809                 | 3,361<br>294                   | 51,539<br>20,689                       | 54,733<br>82,244                         | 1,018,350<br>122,908 |
| Transfer                                     | 120,812                | 4,775                            | 29 <del>4</del><br>–           | 429                                    | (126,016)                                | 122,906              |
| Disposals                                    |                        |                                  | _                              | (1,509)                                | (120,010)                                | (1,509)              |
| 1, 21, 1                                     | 1 011 2/2              | 10.600                           | 2.655                          | 71 140                                 | 10.061                                   | 1 120 710            |
| At 31 August 2015                            | 1,011,362              | 42,623                           | 3,655                          | 71,148                                 | 10,961                                   | 1,139,749            |
| Additions                                    | 16,359                 | 13,435                           | 110                            | 22,291                                 | 174,712                                  | 226,907              |
| Transfer<br>Disposals                        | 6,870                  | 6,686                            | (750)                          | (1,023)                                | (13,556)                                 | (1,773)              |
| Disposais                                    |                        |                                  | (730)                          |  |  | (1,773)              |
| At 31 May 2016                               | 1,034,591              | 62,744                           | 3,015                          | 92,416                                 | 172,117                                  | 1,364,883            |
| DEDDEGLATION                                 |                        |                                  |                                |  |  |                      |
| DEPRECIATION                                 | (29,261)               | (1.102)                          | (1.252)                        | (12.760)                               |  | (45,566)             |
| At 1 September 2012<br>Provided for the year | (10,446)               |                                  | (1,352)<br>(149)               | (13,760)<br>(7,140)                    | _  | (19,708)             |
| Trovided for the year                        | (10,440)               | (1,773)                          | (147)                          |  |  | (17,700)             |
| At 31 August 2013                            | (39,707)               |                                  | (1,501)                        | (20,900)                               | -  | (65,274)             |
| Provided for the year                        | (15,427)               | (4,241)                          | (374)                          | (9,266)                                | _  | (29,308)             |
| Eliminated on disposals                      |                        |                                  | 528                            | 898                                    |  | 1,426                |
| At 31 August 2014                            | (55,134)               | (7,407)                          | (1,347)                        | (29,268)                               | _  | (93,156)             |
| Provided for the year                        | (22,221)               |                                  | (328)                          | (11,358)                               |  | (41,037)             |
| Eliminated on disposals                      |                        |                                  |                                | 1,356                                  |  | 1,356                |
| A. 21 A 2015                                 | (77.255)               | (14.527)                         | (1 (75)                        | (20.270)                               |  | (122,027)            |
| At 31 August 2015<br>Provided for the period | (77,355)               |                                  | (1,675)<br>(204)               | (39,270)                               | _  | (132,837)            |
| Eliminated on disposals                      | (19,559)               | (8,093)                          | 680                            | (12,012)<br>934                        | _  | (40,470)<br>1,614    |
| Elililiated on disposais                     |                        |                                  |                                |  |  | 1,014                |
| At 31 May 2016                               | (96,914)               | (23,232)                         | (1,199)                        | (50,348)                               |  | (171,693)            |
| NET BOOK VALUES                              |                        |                                  |                                |  |  |                      |
| NET BOOK VALUES                              | 521 087                | 0.572                            | 2 205                          | 15 627                                 | 51 710                                   | 610 210              |
| At 31 August 2013                            | 531,087                | 9,572                            | 2,295                          | 15,637                                 | 51,719                                   | 610,310              |
| At 31 August 2014                            | 828,544                | 17,632                           | 2,014                          | 22,271                                 | 54,733                                   | 925,194              |
| 5. 1148461 2011                              | 520,344                | 11,032                           | 2,017                          |  |  | 723,174              |
| At 31 August 2015                            | 934,007                | 28,086                           | 1,980                          | 31,878                                 | 10,961                                   | 1,006,912            |
|  | 751,007                | 20,000                           | 1,700                          | =====                                  |  | 1,000,712            |
| At 31 May 2016                               | 937,677                | 39,512                           | 1,816                          | 42,068                                 | 172,117                                  | 1,193,190            |
| 11. 31 may 2010                              | 731,011                | 37,312                           | 1,010                          | 72,000                                 | 1/2,11/                                  | 1,1/3,1/0            |

## **ACCOUNTANTS' REPORT**

The above items of property, plant and equipment, other than construction in progress, after taking into account their estimated residual value, are depreciated on a straight-line basis over at the following useful life:

| Buildings              | 30 - 50 years |
|------------------------|---------------|
| Leasehold improvements | 4 - 5 years   |
| Motor vehicles         | 4 - 5 years   |
| Furniture and fixtures | 4 - 5 years   |
| Computer equipment     | 4-5 years     |

At 31 August 2013, 2014, 2015 and at 31 May 2016, the Group is in the process of obtaining the property certificates for the buildings with an aggregate carrying value of RMB236,950,000, RMB487,699,000, RMB504,938,000 and RMB498,323,000 which are located in the PRC.

### 15. PREPAID LEASE PAYMENTS

The Group's prepaid lease payments comprise leasehold land in the PRC and are analysed for reporting purposes as:

|                    | At 31 August |           |           | At 31 May |  |
|--------------------|--------------|-----------|-----------|-----------|--|
|                    | 2013         | 2014      | 2015      | 2016      |  |
|                    | (RMB'000)    | (RMB'000) | (RMB'000) | (RMB'000) |  |
| Current assets     | 4,962        | 5,253     | 5,253     | 5,323     |  |
| Non-current assets | 206,113      | 218,308   | 213,055   | 209,276   |  |
|                    | 211,075      | 223,561   | 218,308   | 214,599   |  |
|                    |              |           |           |           |  |

The prepaid lease payments represent the land use rights and are amortised on a straight-line basis over lease terms of 50 - 65 years as stated in the relevant land use right certificates granted for usage by the Group in the PRC.

At 31 August 2013, 2014 and 2015 and 31 May 2016, the carrying value of the land use rights of RMB38,346,000, RMB37,497,000, RMB36,649,000 and RMB36,012,000 respectively was allocated by the government without land use right certificates. The Group is legally entitled to use them for 50 to 65 years which are stated in the corresponding state-owned land use certificates. However, without the relevant administrative authorities' permission, the Group cannot transfer, lease or pledge as security such land use rights allocated by the government.

### 16. INVESTMENT PROPERTIES

|   | (RMB'000)     |
|---|---------------|
| FAIR VALUE<br>At 1 September 2012   | 15,900        |
| Unrealised gain in fair value (included in other gains and losses)                      | 1,000         |
| At 31 August 2013<br>Unrealised gain in fair value (included in other gains and losses) | 16,900        |
| At 31 August 2014<br>Unrealised gain in fair value (included in other gains and losses) | 17,500        |
| At 31 August 2015<br>Unrealised gain in fair value (included in other gains and losses) | 18,100<br>200 |
| At 31 May 2016  | 18,300        |

## **ACCOUNTANTS' REPORT**

The Group's investment properties are office units located in Dongguan, PRC and are leased out.

The Group's property interests held under operating leases to earn rentals are measured using the fair value model and are classified and accounted for as investment properties.

The fair value of the Group's investment properties at 31 August 2013, 2014 and 2015 and 31 May 2016 was RMB16,900,000, RMB17,500,000, RMB18,100,000 and RMB18,300,000 respectively. The fair value has been arrived at based on a valuation carried out by DTZ Cushman & Wakefield Limited ("DTZ"), an independent valuer not connected with the Group. DTZ, located in 16th Floor Jardine House, Connaught Place Central, Hong Kong, is a member of the Hong Kong Institute of Surveyors. The valuation was determined by capitalising the rental income derived from the existing tenancies with due provision for the reversionary income potential of the property interests. The key inputs are term capitalisation rate and market unit rent of individual unit.

Income capitalisation method has been adopted for valuing the Group's commercial property units. Key inputs used in valuing the Group's commercial property units were the monthly market rent per square meter which is RMB61, RMB63 and RMB65 and RMB66 as at 31 August 2013, 2014 and 2015 and 31 May 2016 and the discount rate of 5.5% used. Market rent per square meter is extrapolated using zero growth rate. An increase in the market rent per square meter or discount rate used would result in an increase or decrease in fair value measurement of the commercial property units, and vice versa.

There has been no change from the valuation technique used in the prior year. In estimating the fair value of the properties, the highest and best use of the properties is their current use.

Details of the Group's investment properties and information about the fair value hierarchy as at 31 August 2013, 2014 and 2015 and 31 May 2016 are as follows:

Commercial property units located in PRC

|                   | Level 3 (RMB '000) | Fair value (RMB'000) |
|-------------------|--------------------|----------------------|
| At 31 August 2013 | 16,900             | 16,900               |
| At 31 August 2014 | 17,500             | 17,500               |
| At 31 August 2015 | 18,100             | 18,100               |
| At 31 May 2016    | 18,300             | 18,300               |

There were no transfers into or out of Level 3 during the Track Record Period.

## 17. INVESTMENT IN A SUBSIDIARY

|                                      |           | At 31 August |           |           |
|--------------------------------------|-----------|--------------|-----------|-----------|
|                                      | 2013      | 2014         | 2015      | 2016      |
|                                      | (RMB'000) | (RMB'000)    | (RMB'000) | (RMB'000) |
| The Company Unlisted shares, at cost | _         | _            | _         | _         |
| omisted shares, at cost              |           |              |           |           |

Investment in a subsidiary represents the investments cost in Bright Education BVI.

### 18. DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES

|   | 2013      | At 31 August<br>2014 | 2015      | At 31 May<br>2016 |
|---|-----------|----------------------|-----------|-------------------|
|   | (RMB'000) | (RMB'000)            | (RMB'000) | (RMB'000)         |
| Deposits paid for a school building project     |           |                      |           |                   |
| (note i)  | 46,447    | 90,271               | 95,380    | _                 |
| Deposits paid for land use right                | _         | _                    | _         | 18,753            |
| Advances to a local land authority              |           |                      |           |                   |
| (note ii)                                       | 30,000    | 30,000               | _         | _                 |
| Deposits paid for construction of properties    | 4,055     | 2,811                | 2,172     | 1,658             |
| Other deposits                                  | 7,283     | 8,126                | 8,883     | 8,500             |
| Staff advances                                  | 1,203     | 1,583                | 3,650     | 3,431             |
| Receivables from education bureau discretionary |           |                      |           |                   |
| government subsidies                            | 2,922     | 7,900                | 4,276     | 4,704             |
| Other receivables                               | 606       | 492                  | 1,061     | 1,278             |
| Prepayments                                     | 2,576     | 1,040                | 5,719     | 2,216             |
| Deferred [REDACTED] expenses                    |           |                      |           | 6,038             |
|   | 95,092    | 142,223              | 121,141   | 46,578            |
| Analysed for reporting purpose as:              |           |                      |           |                   |
| Current assets                                  | 18,645    | 51,952               | 25,761    | 27,825            |
| Non-current assets                              | 76,447    | 90,271               | 95,380    | 18,753            |
|   | 95,092    | 142,223              | 121,141   | 46,578            |
|   |           |                      |           |                   |

### Notes:

- i. In 2011, a deposit of RMB40,000,000 was paid to a local government to secure a school building project. An addition RMB40,000,000 deposit was paid to the local government during the year ended 31 August 2014. As at 31 August 2013, 2014 and 2015, these deposits carried a weight-average interest rate of 7.2%, 7.2%, 6.6% per annum, respectively. In September 2015, the school building project was cancelled mutually by the Group and the local government and subsequently, the deposits of RMB80,000,000 and together with the interest of RMB15,380,000 were refunded to the Group. The accrued interest was recognised as finance income (note 8a). As the school building project was expected to last for more than one year, the deposit was classified as non-current assets.
- ii. In 2009 and 2011, the Group made two advances of RMB15,000,000 each to a local land authority for land expropriation purpose. The advances was interest free, unsecured and repayable on demand. During the year ended 31 August 2015, RMB30,000,000 was repaid by the local land authority. At 31 August 2013, the advances was not expected to be repaid within one year, therefore the balance was classified as non-current assets.

### 19. PREPAYMENTS FOR CONSTRUCTION TO A RELATED COMPANY

During the nine months ended 31 May 2016, the Group entered into two agreements with 東莞市富盈房地產開發有限公司 (Dongguan Cinese Real Estate Development Co. Ltd\*) ("Dongguan Cinese Real Estate"), a related company controlled by Mr. Liu, to construct the school premises in Weifang and Guang'an and RMB370,000,000 has been prepaid in accordance with the agreements and settled by the current accounts with Cinese Group.

During the nine months ended 31 May 2016, RMB130,000,000 have been transferred to construction in progress with reference to the construction progress and the remaining RMB240,000,000 remains as prepayments as at 31 May 2016.

The school construction in Weifang and Guang'an are expected to complete not later than 30 June 2017 and 31 August 2017 respectively.

### 20. BANK BALANCES AND CASH

Bank balance and cash comprise cash and short-term deposits held by the Company and the Group with an original maturity of three months or less.

As at 31 August 2013, 2014 and 2015 and 31 May 2016, the Group's bank deposits carried a weighted-average interest rate of 0.42%, 0.48%, 0.43% and 0.67% per annum, respectively.

As at 31 August 2013, 2014 and 2015 and 31 May 2016, included in bank balances and cash of RMB4,233,000, RMB4,892,000, RMB2,076,000 and RMB29,000 respectively were kept in personal bank accounts under the name of Mr. Liu, Ms. Li and a senior management of the Group.

### 21. DEFERRED REVENUE

|                    | At 31 August |           |           |           |
|--------------------|--------------|-----------|-----------|-----------|
|                    | 2013         | 2014      | 2015      | 2016      |
|                    | (RMB'000)    | (RMB'000) | (RMB'000) | (RMB'000) |
| Tuition fees       | 158,416      | 194,540   | 245,954   | 173,111   |
| Boarding fees      | 17,924       | 27,256    | 30,272    | 21,219    |
| Ancillary services | 1,950        | 3,021     | 8,920     | 17,600    |
|                    | 178,290      | 224,817   | 285,146   | 211,930   |

### 22. TRADE PAYABLES

The credit period granted by suppliers on purchase of goods is 30 to 180 days. The Group has financial risk management policies in place to ensure that all payables are settled within the credit time frame. As at 31 August 2013, 2014 and 2015 and 31 May 2016, the trade payables were aged within 180 days.

### 23. OTHER PAYABLES AND ACCRUED EXPENSES

|   | <b>2013</b> ( <i>RMB</i> '000) | At 31 August<br>2014<br>(RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | At 31 May<br>2016<br>(RMB'000) |
|---|--------------------------------|-----------------------------------|--------------------------------|--------------------------------|
| Consideration payable for the acquisition of      |                                |                                   |                                |                                |
| Dongguan Guangzheng Preparatory School            |                                |                                   |                                |                                |
| (note)  | 50,000                         | 24,000                            | 7,000                          | 4,000                          |
| Discretionary government subsidies receipt in     |                                |                                   |                                |                                |
| advance   | _                              | _                                 | 4,775                          | 12,721                         |
| Payables for land use right (note)                | _                              | 12,448                            | 12,448                         | 12,448                         |
| Accruals for construction                         | 82,969                         | 189,510                           | 115,025                        | 66,217                         |
| Payables to an independent third party relating   |                                |                                   |                                |                                |
| to international programmes                       | 1,049                          | 2,824                             | 2,071                          | 2,811                          |
| Receipt on behalf of ancillary services providers | 1,518                          | 1,861                             | 2,099                          | 2,571                          |
| Deposits received                                 | 1,532                          | 1,657                             | 1,222                          | 1,995                          |
| Other tax payables                                | 798                            | 2,015                             | 4,224                          | 5,777                          |
| Accrued staff benefits and payroll                | 16,533                         | 31,541                            | 30,868                         | 27,868                         |
| Interest payable                                  | 6,750                          | 9,683                             | 9,283                          | 1,649                          |
| Accrued operating expenses                        | 2,639                          | 1,009                             | 3,894                          | 4,896                          |
| Other payables                                    | 7,556                          | 10,004                            | 11,062                         | 13,798                         |
| Accrued [REDACTED] expenses                       |                                |                                   |                                | 17,056                         |
|   | 171,344                        | 286,552                           | 203,971                        | 173,807                        |

Note:

The amounts were interest free, unsecured and repayable on demand.

## **ACCOUNTANTS' REPORT**

## 24. BORROWINGS

|   | <b>2013</b> ( <i>RMB</i> '000) | At 31 August 2014 (RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | At 31 May<br>2016<br>(RMB'000) |
|---|--------------------------------|-----------------------------|--------------------------------|--------------------------------|
| Borrowings:<br>Bank   |                                |                             |                                |                                |
| - Secured   | 535,000                        | 1,070,000                   | 1,075,500                      | 896,700                        |
| Trust financing arrangements with equity repurchase obligations   |                                | 200,000                     | 200,000                        |                                |
| Total borrowings  | 535,000                        | 1,270,000                   | 1,275,500                      | 896,700                        |
| Carrying amounts repayable:  - Within one year  | 15,000                         | 141,362                     | 337,849                        | 198,549                        |
| - More than one year, but not exceeding two years   | 475,000                        | 297,849                     | 118,849                        | 128,849                        |
| <ul><li>More than two years, but not exceeding five years</li><li>More than five years</li></ul>                                      | 45,000                         | 396,547<br>234,242          | 345,547<br>273,255             | 296,047<br>273,255             |
|   | 535,000                        | 1,070,000                   | 1,075,500                      | 896,700                        |
| Trust financing arrangements with equity repurchase obligations  - Within one year  - More than one year, but not exceeding two years | -                              | 200,000                     | 200,000                        | -                              |
| years   |                                | 200,000                     | 200,000                        |                                |
| Less: Amounts due within one year shown under current liabilities   | (15,000)                       | (141,362)                   | (537,849)<br>737,651           | (198,549)<br>698,151           |
| The exposure of borrowings:  - Fixed rate  - Variable rate  | 535,000                        | 390,000<br>880,000          | 390,000<br>885,500             | 50,000<br>846,700              |
|   | 535,000                        | 1,270,000                   | 1,275,500                      | 896,700                        |

## **ACCOUNTANTS' REPORT**

The following table sets out details of the trust financing arrangements with equity repurchase obligation during the years ended 31 August 2013, 2014 and 2015:

|                    | <b>2013</b> (RMB'000) | At 31 August<br>2014<br>(RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | Principal<br>amount<br>(RMB'000) | Interest<br>rate | Security  | Duration                      |
|--------------------|-----------------------|-----------------------------------|--------------------------------|----------------------------------|------------------|---|-------------------------------|
| Huizhou Guangzheng | -                     | -                                 | -                              | 100,000                          | 13.0%            | 75% equity<br>interest of<br>Huizhou<br>Guangzheng  | 6 July 2011 to<br>30 May 2013 |
| Panjin Guangzheng  | _                     | 200,000                           | 200,000                        | 200,000                          | 12.0%            | 62.5% equity<br>interest of<br>Panjin<br>Guangzheng | 8 May 2014 to<br>8 May 2016   |
|                    | _                     | 200,000                           | 200,000                        |                                  |                  |   |                               |

The Group has variable-rate borrowings which carry interest with reference to the Benchmark Borrowing Rate of The People's Bank of China. The ranges of effective interest rates (which are also equal to contracted interest rates) on the Group's borrowing are as follows:

|   |             | At<br>31 May |             |             |
|---|-------------|--------------|-------------|-------------|
|   | 2013        | 2014         | 2015        | 2016        |
| Effective interest rate:  |             |              |             |             |
| Fixed rates bank borrowings   | N/A         | 7.3%         | 7.3%        | 4.6%        |
| Variable-rate bank borrowings   | 6.4% - 7.6% | 6.4% - 8.4%  | 5.9% - 8.6% | 4.9% - 7.9% |
| Fixed rates trust financing arrangements with equity repurchase obligations | N/A         | 12.0%        | 12.0%       | N/A         |

### Bank borrowings

The Group's bank borrowings are secured by the rights to receive the tuition fees and boarding fees of Dongguan Guangming School, Dongguan Primary School, Dongguan Guangzheng Preparatory School and Huizhou Guangzheng Preparatory School, the land use rights held by 東莞市富盈十里銀灣建造有限公司 (Dongguan Cinese Silver Beach Construction Co., Limited\*) ("Dongguan Cinese Silver Beach"), 重慶市富盈酒店有限公司 (Chongqing Cinese Hotel Co., Limited)\* ("Chongqing Cinese Hotel"), 盤錦萬盈房地產開發有限公司 (Panjin Wanying Real Estate Development Co. Ltd\*) ("Panjin Wanying") and 盤錦盈天酒店有限公司 (Panjin Yintian Hotel Co. Limited\*) ("Panjin Yintian") at no cost and the properties of Dongguan Cinese Real Estate and 東莞石碣富盈酒店有限公司 (Dongguan Shijie Cinese Hotel Co. Limited\*) ("Dongguan Shijie Cinese Hotel") at no cost. Dongguan Cinese Silver Beach, Chongqing Cinese Hotel, Panjin Wanying, Panjin Yintian, Dongguan Cinese Real Estate and Dongguan Shijie Cinese Hotel are controlled by Mr. Liu and related parties of the Group.

## **ACCOUNTANTS' REPORT**

The borrowings are also guaranteed by certain related parties at no cost. The guarantee amounts provided by the related parties at 31 August 2013, 2014 and 2015 and 31 May 2016 are as follows:

|   |           | At 31 August |           | At 31 May |
|---|-----------|--------------|-----------|-----------|
| Name of related parties   | 2013      | 2014         | 2015      | 2016      |
| -   | (RMB'000) | (RMB'000)    | (RMB'000) | (RMB'000) |
| Mr. Liu, Ms. Li and Mr. SP Liu<br>Mr. Liu, Mr. SP Liu, Cinese Group,<br>Dongguan Cinese Real Estate,<br>Mr. Liu Xuewen and Mr. Liu Xuewei | 70,000    | 160,000      | 135,000   | 112,500   |
| (note i)  | _         | 100,000      | 98,000    | 92,000    |
| Mr. Liu, Ms. Li, Cinese Group and<br>Dongguan Cinese Real Estate  | _         | 100,000      | 175,000   | 244,700   |
| Mr. Liu, Ms. Li and Dongguan Cinese Real Estate   | _         | 200,000      | 200,000   | _         |
| Mr. Liu, Ms. Wang Lijuan, Ms. Li and Cinese Group (note ii)   | _         | 20,000       | 20,000    | 10,000    |
| Mr. Liu, Ms. Li, Mr. SP Liu and Cinese<br>Group   | _         | 500,000      | 457,500   | 457,500   |
| Mr. Liu, Mr. SP Liu, Cinese Group and<br>Dongguan Cinese Real Estate  | _         | 190,000      | 190,000   | -         |
| Cinese Group  | 25,000    | 15,000       | _         | _         |

note i: Mr. Liu Xuewen and Mr. Liu Xuewei are close family members of Mr. Liu.

note ii: Ms. Wang Lijuan is the spouse of Mr. Liu.

All of the borrowings are denominated in RMB which is the same as the functional currency of the corresponding group entities and in the opinion of directors of the Company, the guarantee by these related parties are expected to be fully released upon [REDACTED] of the Company.

### Trust financing arrangements

The Group entered into trust financing arrangements with Dongguan Trust, a trust financing company in the form of transferring equity interest of and issuing new paid-in capital of Huizhou Guangzheng and Panjin Guangzheng to the trust financing company with repurchase obligation at a fixed amount in a future date. Under this circumstance with the arrangement, the Group holds legal equity interests or board seats of Huizhou Guangzheng and Panjin Guangzheng at less than 50% during the trust financing period.

The operation environment and structure of Huizhou Guangzheng and Panjin Guangzheng require that all the major financial and operating policies are determined before trust financing arrangements are entered into. Huizhou Guangzheng and Panjin Guangzheng may not deviate from their approved purpose and design in any material respect. At the same time, according to various legal documents, including the articles of association of Huizhou Guangzheng and Panjin Guangzheng, the trust financing arrangement contracts, framework agreements and other agreements with the trust financing company, the Group retains the power to operate and manage Huizhou Guangzheng and Panjin Guangzheng in the ordinary course of business and the day-to-day management. The board seats and the veto/unilateral rights held by the trust financing company is considered as a protection to safeguard the creditor's rights.

In addition, pursuant to the trust financing arrangements, the Group has the obligations to repurchase the equity interests from the trust financing company for fixed amounts upon termination or expiry of the relevant trust financing arrangement. In light of such obligations to repurchase, the instruments are classified as financial liability. Accordingly, the trust financing company is only entitled to pre-determined fixed return as specified in the trust agreements, while the Group is entitled to majority beneficiary interests and bears risks from the operation of Huizhou Guangzheng and Panjin Guangzheng.

# **ACCOUNTANTS' REPORT**

## 25. AMOUNTS DUE FROM (TO) RELATED PARTIES

Details of the current accounts with directors of the Company and related companies disclosed pursuant to the Hong Kong Companies Ordinance are as follows:

## The Group

|  |  |                   |                      |                     | At             | M       | laximum an                      | nount outsta      | _              | ng<br>ths ended |
|--|--|-------------------|----------------------|---------------------|----------------|---------|---------------------------------|-------------------|----------------|-----------------|
|  | Relationship                                     | 2013              |                      | 2015                | 31 May<br>2016 | 2013    | ended 31 A<br>2014<br>(RMB'000) | 2015<br>(RMB'000) | 31 May<br>2015 | 31 May<br>2016  |
| Mr. Liu (note i)   | Controlling<br>Equity<br>Holders and<br>director | 31,046            | 120,424              | 149,877             | 235,222        | 31,046  | 120,424                         | 214,735           | 214,735        | 235,222         |
| Ms. Li (note i)  | Controlling Equity Holders and director          | 84,968            | 77,811               | 54,221              | 44,234         | 84,968  | 84,968                          | 77,811            | 77,811         | 54,221          |
| Cinese Group (note ii) - borrowings  | Controlled by<br>Mr. Liu                         | 468,380           | 1,014,409            | 1,163,021           | 869,691        | 468,380 | 1,014,409                       | 1,163,201         | 1,137,791      | 1,163,201       |
| Cinese Group (note ii)   | Controlled by<br>Mr. Liu                         | 46,465            | 148,721              | 216,416             | 120,665        | 46,465  | 148,721                         | 216,416           | 148,721        | 216,416         |
| 東莞市萬盛房地產開發有限公司<br>Dongguan Wansheng Real<br>Estate Development Co. Ltd*<br>("Dongguan Wansheng Real<br>Estate") (note iii) | Controlled by<br>Mr. Liu                         | 2,000             | -                    | -                   | -              | 2,000   | 2,000                           | -                 | -              | -               |
| 東莞市富盛實業投資有限公司<br>Dongguan Fusheng Industrial<br>Investment Co. Ltd*<br>("Dongguan Fusheng")<br>(note iii)                  | Controlled by<br>Ms. Li                          | 266               | 266                  | 266                 | 266            | 266     | 266                             | 266               | 266            | 266             |
| Dongguan Cinese Real Estate (note iii)   | Controlled by<br>Mr. Liu                         | 189,545           | -                    | -                   | -              | 189,545 | 189,545                         | -                 | -              | -               |
| 東莞市富盈酒店有限公司<br>Dongguan Cinese Hotel<br>Management Co. Ltd*<br>("Dongguan Cinese Hotel")<br>(note iii)                     | Controlled by<br>Mr. Liu                         |                   | 836                  | 1,837               | 1,303          | 5       | 836                             | 1,837             | 836            | 1,837           |
|  |  | 822,675           | 1,362,467            | 1,585,638           | 1,271,381      |         |                                 |                   |                |                 |
| Analysed for reporting purposes as:  |  |                   |                      |                     |                |         |                                 |                   |                |                 |
| Current assets<br>Non-current assets   |  | 725,363<br>97,312 | 287,537<br>1,074,930 | 1,486,418<br>99,220 | 1,271,381      |         |                                 |                   |                |                 |
|  |  | 822,675           | 1,362,467            | 1,585,638           | 1,271,381      |         |                                 |                   |                |                 |

# **ACCOUNTANTS' REPORT**

## The Group

|   | Dolotionskin  | 2013               | At 31 August                   | 2015           | At 31 May 2016                 |
|---|---|--------------------|--------------------------------|----------------|--------------------------------|
|   | Relationship  | (RMB'000)          | <b>2014</b> ( <i>RMB</i> '000) | (RMB'000)      | <b>2016</b> ( <i>RMB</i> '000) |
| Mr. Liu (note i)  | Controlling Equity Holders and director                 | (91,496)           | (102,727)                      | (119,725)      | (219,969)                      |
| Ms. Li (note i)   | Controlling Equity Holders and director                 | (7,521)            | (7,521)                        | (10,317)       | (15,264)                       |
| Cinese Group (note ii)  | Controlled by<br>Mr. Liu                                | (173,468)          | (147,625)                      | (145,307)      | (147,391)                      |
| Dongguan Cinese Hotel (note iii)  | Controlled by<br>Mr. Liu                                | (5,930)            | (300)                          | (313)          | (388)                          |
| Dongguan Fusheng (note iii)   | Controlled by<br>Ms. Li                                 | (200)              | (200)                          | (200)          | (200)                          |
| Dongguan Wansheng Real Estate (note iii)  | Controlled by<br>Mr. Liu                                | (59,468)           | (68,852)                       | (143,897)      | (127,282)                      |
| Dongguan Cinese Real Estate (note iii)  | Controlled by<br>Mr. Liu                                | -                  | _                              | (1,031)        | (370,000)                      |
| 東莞市興大教育投資有限公司<br>Dongguan Xingda Education Investment<br>Co. Ltd* (note iii)              | Controlled by<br>Ms. Li                                 | (4,395)            | (4,395)                        | (4,385)        | (4,385)                        |
| 東莞市合興教育投資有限公司 Dongguan<br>Hexing Education Investment Co. Ltd*<br>(note iii)              | Controlled by<br>Ms. Li                                 | (598)              | (598)                          | (598)          | (598)                          |
| 東莞市富勤實業投資有限公司 Dongguan<br>Fuqin Industrial Investment Co. Ltd*<br>(note iii)              | Controlled by<br>Ms. Li                                 | (1,095)            | (1,095)                        | (1,095)        | (1,095)                        |
| 東莞市盈威食品配送中心<br>Dongguan Yingwei Foods Co. Ltd*<br>("Dongguan Yingwei") (note iv)          | Controlled by<br>Mr. SP Liu                             | (594)              | (1,229)                        | (2,449)        | (5,320)                        |
| 東莞市厚街長盈食品經營店 Dongguan Houjie Chang Ying Food Store* ("Dongguan Changying") (note iv)      | Controlled by<br>Mr. SP Liu                             | (157)              | (382)                          | (1,272)        | (4,042)                        |
| 東莞市厚街盈發副食店 Dongguan Houjie Yingfa Grocery Store* ("Dongguan Yingfa") (note iv)            | Controlled by<br>a close family<br>member of Mr.<br>Liu | (79)               | (388)                          | (653)          | (1,412)                        |
| 東莞市文峰建築工程有限公司<br>Dongguan Wenfeng Construction Co. Ltd*<br>("Dongguan Wenfeng") (note iv) | Controlled by<br>a close family<br>member of Mr.<br>Liu | (1,596)            | (1,596)                        | (1,596)        | (11,303)                       |
|   |   | (346,597)          | (336,908)                      | (432,838)      | (908,649)                      |
| Company   |   |                    |                                |                |                                |
|   | 2013  | At 31 Augus<br>201 | 4                              | 2015<br>P'000) | At 31 May<br>2016              |

The C

|                  | At 31 August                   |                                |                                | At 31 May                      |  |
|------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--|
|                  | <b>2013</b> ( <i>RMB</i> '000) | <b>2014</b> ( <i>RMB</i> '000) | <b>2015</b> ( <i>RMB</i> '000) | <b>2016</b> ( <i>RMB</i> '000) |  |
| Mr. Liu (note i) | (27)                           | (61)                           | (63)                           | (4,320)                        |  |

Amount due to a subsidiary is unsecured, non-interest bearing and repayable on demand.

## **ACCOUNTANTS' REPORT**

note i: The amounts due from/(to) directors represented advances from/(to) Mr. Liu and Ms. Li, directors of the Group as at 31 August 2013, 2014 and 2015 and 31 May 2016.

Include in the amounts due from directors of the Group were advances provided by the Group to the directors with carrying amount of RMB97,312,000 and RMB151,039,000 as at 31 August 2013 and 2014. These advances were unsecured, non-interest bearing and the management of the Company expected the advances would not be recovered within one year. The nominal value of the advances as at 31 August 2013 and 2014 were RMB104,610,000 and RMB162,367,000 with effective interest rate of 7.5% and 7.5% p.a., respectively. The imputed interest income recognised in profit or loss for the year ended 31 August 2013, 2014 and 2015 were RMB4,869,000, RMB7,298,000 and RMB11,328,000, respectively. As these advances were not expected to receive within one year, the amounts were classified as non-current assets.

The remaining amounts due from/(to) to directors are non-trade in nature, unsecured, non-interest bearing and repayable on demand.

note ii: The amount due from Cinese Group mainly represented borrowings provided by the Group to Cinese Group with carrying amount of RMB468,380,000, RMB1,014,409,000 and RMB1,163,021,000 and RMB869,691,000 as at 31 August 2013, 2014 and 2015 and 31 May 2016. The borrowings were unsecured, non-interest bearing and repayable in two years terms. The nominal value of the borrowings as at 31 August 2013, 2014 and 2015 and 31 May 2016 were RMB470,000,000, RMB1,165,000,000 and RMB1,230,000,000 and RMB875,000,000 with effective interest rate of 9.4%, 9.4% and 8.2% and 8.2% p.a., respectively. The imputed interest income recognised in profit or loss for the year ended 31 August 2013, 2014 and 2015 and for the period ended 31 May 2016 was RMB39,579,000, RMB34,923,000, RMB101,074,000 and RMB61,412,000, respectively.

The remaining amounts due from/(to) Cinese Group are non-trade in nature, unsecured, non-interest bearing and repayable on demand.

Fair value

- note iii: The amounts are non-trade in nature, unsecured, non-interest bearing and repayable on demand.
- note iv: The amounts are trade in nature, unsecured, non-interest bearing and repayable on demand. As at 31 August 2013, 2014 and 2015 and 31 May 2016, these amounts were aged within 180 days based on invoice date.

The directors of the Company have represented that these amounts will be settled by the relevant parties before the [REDACTED] of the Company on the Stock Exchange.

### 26. DEFERRED TAXATION

The following are the major deferred taxation recognised and movements thereon during the current and prior year period:

|   | Revaluation<br>of investment<br>properties<br>(RMB'000) | change of<br>properties<br>and prepaid<br>lease<br>payments<br>(RMB'000) | Others<br>(RMB'000) | <b>Total</b> ( <i>RMB</i> '000) |
|---|---|--|---------------------|---------------------------------|
| At 1 September 2012                               | 1,830   | _  | _                   | 1,830                           |
| Charge to profit or loss                          | 343   | _  | 830                 | 1,173                           |
| Acquired on acquisition of a subsidiary (note 32) |   | (651)  |                     | (651)                           |
| At 31 August 2013 and 1 September 2013            | 2,173   | (651)  | 830                 | 2,352                           |
| Charge to profit or loss                          | 157   | 13   | 1,448               | 1,618                           |
| At 31 August 2014 and 1 September 2014            | 2,330   | (638)  | 2,278               | 3,970                           |
| Charge to profit or loss                          | 158   | 13   | 1,064               | 1,235                           |
| At 31 August 2015                                 | 2,488   | (625)  | 3,342               | 5,205                           |
| Charge to profit or loss                          | 50  | 10   | 2,324               | 2,384                           |
| At 31 May 2016                                    | 2,538   | (615)  | 5,666               | 7,589                           |
| At 31 May 2016                                    | 2,538   | (615)  | 5,666               | 7,589                           |

# **ACCOUNTANTS' REPORT**

For the purpose of presentation of deferred tax assets and deferred tax liabilities, certain deferred tax assets and liabilities have been offset. The following is the analysis of the deferred tax balances for financial reporting purpose.

|                          | At 31 August |           |           | At 31 May |  |
|--------------------------|--------------|-----------|-----------|-----------|--|
|                          | 2013         | 2014      | 2015      | 2016      |  |
|                          | (RMB'000)    | (RMB'000) | (RMB'000) | (RMB'000) |  |
| Deferred tax assets      | (651)        | (666)     | (677)     | (797)     |  |
| Deferred tax liabilities | 3,003        | 4,636     | 5,882     | 8,386     |  |
|                          | 2,352        | 3,970     | 5,205     | 7,589     |  |

## 27. COMBINED SHARE CAPITAL/PAID-IN CAPITAL

### The Company

|   | Number of shares | Amount US\$ | Amount<br>RMB | Shown in the<br>Financial<br>Information as<br>(RMB'000) |
|---|------------------|-------------|---------------|--|
| Ordinary shares of US\$1.00 each<br>Authorised:<br>At 1 September 2012,<br>31 August 2013, 2014 and 2015 and 31<br>May 2016 | 50,000           | 50,000      | 300,000       |  |
| Issued and fully paid:<br>At 1 September 2012,<br>31 August 2013, 2014 and 2015 and 31<br>May 2016                          | 10               | 10          | 60            |  |

## The Group

The combined share capital/paid-in capital as at 31 August 2013, 2014 and 2015 and 31 May 2016 represented the combined share capital of the Company and the paid-in capital of Guangdong Guangzheng.

## 28. RESERVES

## The Company

|   | Accumulated losses (RMB'000) |
|---|------------------------------|
| At 1 September 2012                                 | 13                           |
| Other comprehensive expense and loss for the year   | 14                           |
| At 31 August 2013                                   | 27                           |
| Other comprehensive expense and loss for the year   | 34                           |
| At 31 August 2014                                   | 61                           |
| Other comprehensive expense and loss for the year   | 2                            |
| At 31 August 2015                                   | 63                           |
| Other comprehensive expense and loss for the period | 16,034                       |
| At 31 May 2016                                      | 16,097                       |

### 29. RETIREMENT BENEFIT PLANS

The employees of the Group in the PRC are members of a state-managed retirement benefits scheme operated by the PRC government. The Group is required to contribute a specified percentage of payroll costs as determined by respective local government authority to the retirement benefits scheme to fund the benefits. The only obligation of the Group with respect to the retirement benefits scheme is to make the specified contributions under the scheme.

The amounts of contributions made by the Group in respect of the retirement benefit scheme for the Track Record Period are disclosed in note 10.

### 30. CAPITAL RISK MANAGEMENT

The Group's policy is to maintain a strong capital base so as to maintain creditor and market confidence and to sustain future development of business. The Group's overall strategy remains unchanged throughout the Track Record Period.

The capital structure of the Group consists of net debt, which includes borrowings disclosed in note 24, bank balance and cash, and equity attributable to equity holders of the Company, comprising capital, reserves and accumulated profits.

The directors of the Company review the capital structure on a continuous basis taking into account the cost of capital and the risks associated with each class of capital. Based on recommendations of the directors, the Group will balance its overall capital structure through [REDACTED] issues as well as the issue of new debts as well as the redemption of the existing debts.

### 31. FINANCIAL INSTRUMENTS

### (a) Categories of financial instruments

|   | The Group |            |            | The Company  |             |            |          |              |
|---|-----------|------------|------------|--------------|-------------|------------|----------|--------------|
|   | A         | at 31 Augu | a <b>t</b> | At<br>31 May | A + -       | 31 August  |          | At<br>31 May |
|   | 2013      | 2014       | 2015       | 2016         | 2013        | 2014       | 2015     | 2016         |
|   | (RMB'000) | (RMB'000)  | RMB'000)(  | (RMB'000)(   | RMB'000)(RI | MB'000)(RM | B'000)(R | MB'000)      |
| Financial assets                                |           |            |            |              |             |            |          |              |
| Other receivables                               | 4,731     | 9,975      | 8,987      | 9,413        | _           | _          | _        | _            |
| Amounts due from related                        | 4,731     | 7,713      | 0,707      | 7,413        |             |            |          |              |
| parties   | 822,675   | 1,362,467  | 1,585,638  | 1,271,381    | _           | _          | _        | _            |
| Bank balances and cash                          | 33,908    |            | 12,229     |              | _           | _          | _        | _            |
|   |           |            |            |              |             |            |          |              |
| Loans and receivables                           | 861,314   | 1,385,513  | 1,606,854  | 1,409,285    |             |            |          | _            |
|   |           |            |            |              |             |            |          |              |
| Financial liabilities                           |           |            |            |              |             |            |          |              |
| Trade and other payables Amounts due to related | 70,010    | 67,156     | 65,862     | 92,821       | _           | _          | -        | -            |
| parties   | 346,597   | 336,908    | 432,838    | 908,649      | 2.7         | 61         | 63       | 4,320        |
| Amount due to a subsidiary                      | _         | _          | _          | _            | _           | _          | _        | 759          |
| Borrowings                                      | 535,000   | 1,270,000  | 1,275,500  | 896,700      |             |            |          | _            |
|   |           | <u> </u>   |            |              |             |            |          |              |
| Liabilities measured at                         |           |            |            |              |             |            |          |              |
| amortised cost                                  | 951,607   | 1,674,064  | 1,774,200  | 1,898,170    | 27          | 61         | 63       | 5,079        |

### (b) Financial risk management objectives and policies

The Group's major financial instruments include other receivables, amounts due from related parties, bank balances and cash, trade payables, other payables, amounts due to related parties, and borrowings. Details of these financial instruments are disclosed in the respective notes.

The risks associated with these financial instruments and the policies on how to mitigate these risks are set out below.

## **ACCOUNTANTS' REPORT**

The management manages and monitors these exposures to ensure appropriate measures are implemented on a timely and effective manner. These risks include interest rate risk, credit risk and liquidity risk.

#### Interest rate risk

The Group's fair value interest rate risk relates primarily to its fixed-rate borrowings. The Group is also exposed to cash flow interest rate risk through the impact of rate changes on interest bearing financial assets and liabilities, mainly bank balances and cash and borrowings (note 24 for details of borrowings) which carried at prevailing market interest rates. It is the Group's policy to keep certain borrowings at floating rate of interests so as to minimise the fair value interest rate risk. The Group currently does not use any derivative contracts to hedge its exposure to interest rate risk. However, the directors of the Company will consider hedging significant interest rate risk should the need arise.

Sensitivity analysis

The sensitivity analysis below has been determined based on the exposure to interest rates for variable rate bank borrowings and bank balances at the end of each reporting period and assumed that the amount outstanding at the end of each reporting period was outstanding for the whole year/period. A 50 basis point increase or decrease is used when reporting interest rate risk internally to key management personnel and represents management's assessment of the reasonably possible change in interest rates.

If interest rates had been 50 basis points higher/lower and all other variables were held constant, the Group's post-tax profit for the years ended 31 August 2013, 2014 and 2015 for the nine months ended 31 May 2016 would decrease/increase by RMB1,879,000, RMB3,251,000, RMB3,275,000 and RMB2,693,000, respectively. This is mainly attributable to the Group's exposure to interest rates on its bank balances and borrowings with variable rate.

In management's opinion, the sensitivity analysis is unrepresentative of the inherent interest rate risk as the year/period end exposure at the end of the reporting period does not reflect the exposure during the respective years/periods.

### Credit risk

The Group's maximum exposure to credit risk in the event of the counterparties' failure to perform its obligations is arising from the carrying amounts of the respective recognised financial assets as stated in the combined statements of financial position.

In order to minimise the credit risk on other receivables and amounts due from related parties, management makes periodic collective assessments as well as individual assessment on the recoverability of other receivables based on historical settlement records and past experience. The directors of the Company believe that there is no material credit risk inherent in the Group's outstanding balances of other receivables. In addition, the credit risk on amounts due from related parties are reduced as the Group can closely monitor the repayment of the related parties.

The credit risk on bank balances is limited because the counterparties are reputable financial institutions.

### Liquidity risk

As of 31 August 2014 and 2015 and 31 May 2016, the Group recorded net current liabilities of RMB683,180,000, RMB14,560,000 and RMB178,441,000, respectively. In view of these circumstances, the directors of the Company have given consideration of the future liquidity and performance of the Group and its available sources of finance in assessing whether the Group will have sufficient financial resources to continue as a going concern. The Group's net current liabilities as of 31 May 2016 primarily as a result of: (i) amounts due to related parties, which primarily consist of amounts due to Cinese Group that are non-trade in nature and repayable on demand (ii) amounts recognised as deferred revenue from tuition fees, boarding fees and ancillary services; (iii) borrowings, which primarily consist of short-term bank borrowings; and (iv) other payables and accrued expenses, which consist primarily of accruals for construction in connection with the maintenance and improvement of our school facilities, and accrued staff benefits and payroll.

The directors of the Company are satisfied that the Group will have sufficient financial resources to meet its financial obligations as they fall due in the foreseeable future by taking into account the Group's cash flow projection, repayment of advance from related parties, unutilised bank facilities and the Group's future capital expenditure in respect of its non-cancellable capital commitments, the directors of the Company consider that it has sufficient working capital to meet in full its financial obligations as they fall due for at least the next twelve months from the end of the reporting period and accordingly, the Financial Information has been prepared on a going concern basis.

## **ACCOUNTANTS' REPORT**

The following tables detail the Group's and the Company's remaining contractual maturity for its financial liabilities based on the agreed repayment terms. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Group and the Company can be required to pay. The table includes both interest and principal cash flows. To the extent that interest rates are of floating rates, the undiscounted amount is derived from interest rate curve at the end of each reporting period.

|   | Weighted<br>average<br>effective<br>interest rate | demand<br>or less<br>than<br>1 month<br>(RMB'000) | 1 – 3  | to 1 year | 1 - 5<br>years<br>(RMB'000) | 5 years   | Total<br>undiscounted<br>cash flows<br>(RMB'000) | Carrying<br>amount<br>(RMB'000) |
|---|---|---|--------|-----------|-----------------------------|-----------|--|---------------------------------|
| The Group  Non derivative financial liabilities |   |   |        |           |                             |           |  |                                 |
| Other payables                                  | _   | 70,010  | _      | _         | _                           | _         | 70,010   | 70,010                          |
| Amounts due to related parties<br>Borrowings    | -   | 346,597   | -      | -         | -                           | -         | 346,597  | 346,597                         |
| – variable rate                                 | 7.4   | 3,296   | 6,593  | 44,667    | 558,545                     |           | 613,101  | 535,000                         |
| At 31 August 2013                               |   | 419,903   | 6,593  | 44,667    | 558,545                     |           | 1,029,708  | 951,607                         |
| Non derivative financial liabilities            |   |   |        |           |                             |           |  |                                 |
| Other payables Amounts due to related parties   | _   | 67,156<br>336,908                                 | -      | -         | -                           | -         | 67,156<br>336,908                                | 67,156<br>336,908               |
| Borrowings                                      |   |   |        |           |                             |           |  |                                 |
| - fixed rate                                    | 9.8   | 3,156   | 6,312  | 28,403    | 427,871                     | - 252 (70 | 465,742  | 390,000                         |
| – variable rate                                 | 8.3   | 6,091   | 12,181 | 196,177   | 565,587                     | 253,679   | 1,033,715  | 880,000                         |
| At 31 August 2014                               |   | 413,311   | 18,493 | 224,580   | 993,458                     | 253,679   | 1,903,521  | 1,674,064                       |
| Non derivative financial liabilities            |   |   |        |           |                             |           |  |                                 |
| Other payables                                  | -   | 65,862  | -      | -         | -                           | -         | 65,862   | 65,862                          |
| Amounts due to related parties<br>Borrowings    | -   | 432,838   | _      | _         | _                           | -         | 432,838  | 432,838                         |
| - fixed rate                                    | 9.8   | 3,156   | 6,312  | 418,403   |                             | _         | 427,871  | 390,000                         |
| – variable rate                                 | 7.7   | 5,638   | 11,276 | 198,589   | 520,480                     | 292,765   | 1,028,748  | 885,500                         |
| At 31 August 2015                               |   | 507,494   | 17,588 | 616,992   | 520,480                     | 292,765   | 1,955,319  | 1,774,200                       |
| Non derivative financial liabilities            |   |   |        |           |                             |           |  |                                 |
| Other payables                                  | _   | 92,821  | _      | _         | _                           | _         | 92,821   | 92,821                          |
| Amounts due to related parties<br>Borrowings    | -   | 908,649   | -      | -         | -                           | -         | 908,649  | 908,649                         |
| - fixed rate                                    | 4.6   | 190   | 381    | 51,713    | -                           | -         | 52,284   | 50,000                          |
| – variable rate                                 | 6.6   | 4,779   | 9,558  | 174,349   | 471,999                     | 290,407   | 951,092  | 846,700                         |
| At 31 May 2016                                  |   | 1,006,439   | 9,939  | 226,062   | 471,999                     | 290,407   | 2,004,846  | 1,898,170                       |

## **ACCOUNTANTS' REPORT**

|  | Weighted<br>average<br>effective<br>interest rate<br>% | On<br>demand<br>or less<br>than<br>1 month<br>(RMB'000) | 1 – 3<br>months | 3 months<br>to 1 year<br>(RMB'000) | 1 - 5<br>years<br>(RMB'000) | Over<br>5 years<br>(RMB'000) | Total<br>undiscounted<br>cash flows<br>(RMB'000) | Carrying<br>amount<br>(RMB'000) |
|--|--|---|-----------------|------------------------------------|-----------------------------|------------------------------|--|---------------------------------|
| The Company Non derivative financial liabilities Amount due to a director at 31 August 2013                      | -  | 27  |                 |                                    |                             |                              | 27   | 27                              |
| Non derivative financial liabilities<br>Amount due to a director at<br>31 August 2014                            | -  | 61  |                 |                                    |                             |                              | 61   | 61                              |
| Non derivative financial liabilities<br>Amount due to a director at<br>31 August 2015                            | -  | 63  |                 |                                    |                             |                              | 63   | 63                              |
| Non derivative financial liabilities<br>At 31 May 2016<br>Amount due to a director<br>Amount due to a subsidiary | -<br>-   | 4,320<br>759  |                 |                                    |                             |                              | 4,320<br>759                                     | 4,320<br>759                    |
|  |  | 5,079   |                 |                                    |                             |                              | 5,079  | 5,079                           |

### (c) Fair value measurements of financial instruments

The fair value of the Group's and the Company's financial assets and financial liabilities are determined in accordance with generally accepted pricing models based on discounted cash flow analysis.

The directors of the Company consider that the carrying amounts of financial assets and financial liabilities approximate their fair values.

### 32. ACQUISITION OF SUBSIDIARIES

(a) During the year ended 31 August 2013, Guangdong Guangzheng acquired the entire equity interest in Dongguan Guangzheng Preparatory School from an independent third party, for cash consideration of RMB250,000,000. Dongguan Guangzheng Preparatory School is principally engaged in provision of high school, middle school and primary school full time education.

The acquisition have been accounted for using purchase method where assets and liabilities acquired are measured at fair value.

### Assets acquired and liabilities registered at the date of acquisition is as follows:

|   | (RMB'000) |
|---|-----------|
| Property, plant and equipment               | 125,098   |
| Prepaid lease payment                       | 138,000   |
| Inventories                                 | 587       |
| Deposits, prepayments and other receivables | 4,798     |
| Bank balances and cash                      | 8,767     |
| Amount due from a group company             | 26,712    |
| Deferred tax assets                         | 651       |
| Deferred revenue                            | (33,348)  |
| Other payables and accruals                 | (5,713)   |
| Income tax payable                          | (1,640)   |
| Amount due to fellow subsidiaries           | (74)      |
| Amount due to a director                    | (9,930)   |
|   | (253,908) |

(b)

Cash consideration paid

# **ACCOUNTANTS' REPORT**

(20)

|  | Total<br>(RMB'000)   |
|--|--|
| Net cash outflow on acquisition:   |  |
| Cash consideration paid  | (250,000)  |
| Deferred consideration   | 50,000   |
| Deposits previously paid Bank balances and cash acquired   | 50,000<br>8,767  |
| Bank banancos and cash dequired  |  |
|  | (141,233)  |
| Gain on a bargain purchase from acquisition  |  |
|  | Total  |
|  | (RMB'000)  |
| Consideration transferred  | 250,000  |
| Net assets acquired  | (253,908)  |
|  | (3,908)  |
|  |  |
| Gain on a bargain purchase of RMB3,908,000 was recognised upon completion of the Guangzheng Preparatory School. The gain on a bargain purchase on acquisition was may value of the acquired business because of vast amount of investment was expected in  | inly attributable to low market  |
| Dongguan Guangzheng Preparatory School has not contributed any profit for the year acquisition was completed on 31 August 2013. If the acquisition had been completed Group's revenue and profit for the year ended 31 August 2013 would have RMB92,667,000, respectively. The proforma information is for illustrative purposes of indication of the results of the operations of the Group that actually would have been ach completed on 1 September 2012, nor is it intended to be a projection of future results. | d on 1 September 2012, total<br>been RMB370,734,000 and<br>only and is not necessarily an<br>nieved had the acquisition been |
| During the period ended 31 May 2016, the Group acquired the entire equity interest in Mr. Liu and an independent third party, for cash consideration of RMB20,000. Guang engaged in education investment.  |  |
| Assets acquired and liabilities registered at the date of acquisition is as follows:   |  |
|  | (RMB'000)  |
| Deposits, prepayments and other receivables  | 20   |
| .1, 1, 1,  | <u> </u>   |
|  |  |
|  | Total (RMB'000)  |
|  | (Mab 000)  |
| Net cash outflow on acquisition:   | (20)   |

## **ACCOUNTANTS' REPORT**

(30)

### 33. DISPOSALS OF SUBSIDIARIES

During the nine months ended 31 May 2016, the Group disposed of Dongguan Guangzheng Pharmaceutical, a subsidiary with 60% equity interest, Nantong Guangzheng and Dongguan Guangzheng Property, wholly-owned subsidiaries for a consideration of RMB600,000, RMB1,000,000 and RMB200,000, respectively.

Analysis of assets and liabilities over which control was lost:

|  | (RMB'000)   |
|--|---|
| Bank balances and cash Trade and other receivables Inventories Amounts due from related parties Other payables Amounts due to directors Amounts due to related parties | 30<br>56<br>3<br>4,744<br>(794)<br>(645)<br>(402) |
| Net assets disposed of   | 2,992   |
| Consideration received or receivable: Deferred cash consideration  | 1,800   |
| Loss on disposal of subsidiaries: Consideration received or receivable Net assets disposed of Non-controlling interests  | 1,800<br>(2,992)<br>(229)                         |
| Loss on disposal   | (1,421)   |
| Included as:  - loss on disposal of subsidiaries  - deemed contribution from equity holders (note)   | (2,353)<br>932                                    |
|  | (1,421)   |
| Note: Nantong Guangzheng was sold to Mr. Liu and Ms. Li for RMB1,000,000. The gain on disposas a deemed contribution from equity holders.                              | osal is accounted for                             |
| Net cash outflow arising on disposal: Cash consideration Bank balances and cash disposed of  | (30)  |

### 34. OPERATING LEASES

### The Group as lessee

Minimum lease payments paid under operating leases during the Track Record Period:

|          |           |               |           | Nine mont                | hs ended  |
|----------|-----------|---------------|-----------|--------------------------|-----------|
|          | Year      | ended 31 Augu | 31 May    | 31 May                   |           |
|          | 2013      | 2014          | 2015      | 2015                     | 2016      |
|          | (RMB'000) | (RMB'000)     | (RMB'000) | (RMB'000)<br>(Unaudited) | (RMB'000) |
| Premises | 2,260     | 3,502         | 4,814     | 3,298                    | 4,146     |

## **ACCOUNTANTS' REPORT**

At the end of each reporting period, the Group's commitments for future minimum lease payments under non-cancellable operating leases fall due as follows:

|                                       | At 31 August |           |           | At 31 May |  |
|---------------------------------------|--------------|-----------|-----------|-----------|--|
|                                       | 2013         | 2014      | 2015      | 2016      |  |
|                                       | (RMB'000)    | (RMB'000) | (RMB'000) | (RMB'000) |  |
| Within one year                       | 2,616        | 3,181     | 4,788     | 4,589     |  |
| In the second to fifth year inclusive | 9,157        | 13,365    | 13,720    | 13,958    |  |
| Over five years                       | 40,504       | 37,965    | 35,302    | 34,543    |  |
|                                       | 52,277       | 54,511    | 53,810    | 53,090    |  |

Operating lease payments represent rentals payable by the Group for certain of its office properties and staff apartments. Leases are negotiated and rentals are fixed for lease terms of one to ten years.

### The Group as lessor

Property rental income earned during the years ended 31 August 2013, 2014 and 2015 and the nine months ended 31 May 2015 and 31 May 2016 was RMB815,000, RMB1,046,000, RMB896,000 and RMB672,000 (unaudited) and RMB764,000 respectively. The direct outgoings to generate property rental income is insignificant throughout the Track Record Period. Certain of the properties held have committed tenants for the next 6 years.

At the end of each reporting period, the Group had contracted with tenants for the following future minimum lease payments:

|     |  | <b>2013</b> ( <i>RMB</i> '000) | At 31 August<br>2014<br>(RMB'000) | <b>2015</b> ( <i>RMB</i> '000) | At 31 May<br>2016<br>(RMB'000) |
|-----|--|--------------------------------|-----------------------------------|--------------------------------|--------------------------------|
|     | Within one year<br>In the second to fifth year inclusive<br>Over five years  | 896<br>1,195<br>               | 896<br>299<br>                    | 1,043<br>4,705<br>409          | 1,116<br>4,277<br>—            |
|     |  | 2,091                          | 1,195                             | 6,157                          | 5,393                          |
| 35. | CAPITAL COMMITMENTS  |                                |                                   |                                |                                |
|     |  | <b>2013</b> ( <i>RMB</i> '000) | At 31 August 2014 (RMB'000)       | <b>2015</b> ( <i>RMB</i> '000) | At 31 May<br>2016<br>(RMB'000) |
|     | Capital expenditure contracted<br>for but not provided in the<br>Financial Information in respect of the<br>acquisition of property, plant and |                                |                                   |                                |                                |
|     | equipment  | 183,491                        | 61,777                            | 31,404                         | 306,125                        |

There is no capital commitment in respect of the constructions of school premises for which were authorised but not contracted for as at 31 May 2016.

### 36. CONTINGENT LIABILITY

On 19 March 2015, an individual who is an independent third party, initiated court proceedings in relation to the advances he made on behalf of Dongguan Guangzheng Preparatory School during its establishment for a total amount of RMB5,000,000 and the interests thereof. As of the date of this report, the outcome of this legal proceeding was yet to be finalised. In the opinion of the directors of the Company, after consultation of the external legal counsel, there is no reasonable ground to support the arguments of the plaintiff, and accordingly, no provision is made in the Financial Information.

### 37. RELATED PARTY TRANSACTIONS AND BALANCES

During the year ended 31 August 2013, 2014 and 2015 and 31 May 2016, the Group entered into the following transactions with Mr. Liu, Mr. SP Liu, Mr. JF Lin and related parties, which are controlled by Mr. Liu and/or their close family members:

|                             |   | Nature of                   | Yea               | r ended 31 A      | ngust             | Nine mor                         | nths ended<br>31 May |
|-----------------------------|---|-----------------------------|-------------------|-------------------|-------------------|----------------------------------|----------------------|
| Related party               | Relationship  | transactions                | 2013<br>(RMB'000) | 2014<br>(RMB'000) | 2015<br>(RMB'000) | 2015<br>(RMB'000)<br>(unaudited) | 2016<br>(RMB'000)    |
| Dongguan Yingwei            | Controlled by<br>Mr. SP Liu                             | Purchase of goods           | 10,303            | 10,943            | 11,957            | 10,250                           | 11,307               |
| Dongguan Changying          | Controlled by<br>Mr. SP Liu                             | Purchase of goods           | -                 | 2,622             | 3,754             | 3,431                            | 5,086                |
| Dongguan Yingfa             | Controlled by<br>a close family<br>member of Mr.<br>Liu | Purchase of goods           | 655               | 1,656             | 2,987             | 2,559                            | 3,105                |
| Dongguan Cinese Hotel       | Controlled by<br>Mr. Liu                                | Hospitality expenses        | 24                | 45                | 364               | 72                               | 250                  |
| Dongguan Wenfeng            | Controlled by close<br>family member of<br>Mr. Liu      | Construction expenses       | -                 | 504               | 5,158             | -                                | 47,320               |
| Dongguan Cinese Real Estate | Controlled by<br>Mr. Liu                                | Construction expenses       | -                 | -                 | -                 | -                                | 130,000              |
| Mr. Liu                     | Controlling equity<br>holder and<br>director            | Acquisition of a subsidiary | -                 | -                 | -                 | -                                | 10                   |
| Mr. JF Liu                  | Close family<br>member of<br>Mr. Liu                    | Disposal of subsidiaries    | -                 | -                 | -                 | -                                | 720                  |
| Mr. SP Liu                  | Father of Mr. Liu                                       | Disposal of a subsidiary    | _                 | _                 |                   | _                                | 80                   |

During the year ended 31 August 2013, 2014 and 2015 and 31 May 2016, the Group entered into the following construction contracts with related parties, which are controlled by Mr. Liu and/or his close family members:

| Dongguan Wenfeng            | Controlled by close<br>family member of<br>Mr. Liu | Contract amounts entered | - | 5,351 | 29,937 | 29,937 | 51,774  |
|-----------------------------|--|--------------------------|---|-------|--------|--------|---------|
| Dongguan Cinese Real Estate | Controlled by Mr.<br>Liu                           | Contract amounts entered |   | _     | _      | _      | 590,000 |

In the opinion of the directors of the Company, except for the construction expenses paid to related parties, all other related party transactions will discontinue upon [REDACTED].

## **ACCOUNTANTS' REPORT**

### Compensation of key management personnel

The remuneration of directors and other members of key management of the Group during the Track Record Period are as follows:

|                          |           |                 |           | Nine mont   | hs ended  |
|--------------------------|-----------|-----------------|-----------|-------------|-----------|
|                          | Year      | r ended 31 Augu | 31 May    | 31 May      |           |
|                          | 2013      | 2014            | 2015      | 2015        | 2016      |
|                          | (RMB'000) | (RMB'000)       | (RMB'000) | (RMB'000)   | (RMB'000) |
|                          |           |                 |           | (Unaudited) |           |
| Short-term benefits      | 1,659     | 1,695           | 1,989     | 1,396       | 1,610     |
| Post-employment benefits | 59        | 62              | 123       | 48          | 96        |
|                          | 1,718     | 1,757           | 2,112     | 1,444       | 1,706     |

Balances and other arrangement with related parties are set out in the combined statement of financial position on pages I-9 and I-10, combined statement of changes in equity on page I-11 and I-12 and in notes 19, 24 and 25, 32 and 33.

### B. DIRECTORS' AND SENIOR MANAGEMENT'S REMUNERATION

Under the arrangements currently in force, the aggregate amount of remuneration (excluding any discretionary bonus which may be paid) payable by the Group to the directors for the financial year ending 31 August 2016 will be approximately RMB315,000.

## C. SUBSEQUENT EVENTS

[The following events took place subsequent to the reporting date:

## **Entering into of the Contractual Arrangements**

On 1 July 2016, Dongguan Ruixing and other parties entered into various agreements which constitute the Contractual Arrangements with the Consolidated Affiliated Entities, under which all economic benefits arising from the business of the Consolidated Affiliated Entities are transferred to Dongguan Ruixing.]

## D. SUBSEQUENT FINANCIAL STATEMENTS

No audited financial statements of the Group, the Company or any of its subsidiaries have been prepared in respect of any period subsequent to 31 May 2016.

Yours faithfully,

[Deloitte Touche Tohmatsu]
Certified Public Accountants
Hong Kong

## PROPERTY VALUATION REPORT

The following is the text of a letter, summary of valuations and valuation certificates prepared for the purpose of incorporation in this document received from DTZ Cushman & Wakefield Limited, an independent property valuer, in connection with its opinion of value of the property interests of Wisdom Education International Holdings Company Limited as at 30 June 2016.



16/F Jardine House 1 Connaught Place Central Hong Kong

[•] 2016

The Directors
Wisdom Education International Holdings Company Limited
68 Guangming Road
Dongcheng District
Dongguan
Guangdong Province
the PRC

Dear Sirs,

### Instructions, Purpose & Valuation Date

In accordance with your instructions for us to value the property interests of Wisdom Education International Holdings Company Limited (referred to as the "Company") and its subsidiaries (together referred to as the "Group") in the People's Republic of China (the "PRC") (as more particularly described in the attached valuation certificates), we confirm that we have inspected the properties, made relevant enquiries and obtained such further information as we consider necessary for the purpose of providing you with our opinion of the values of such property interests as at 30 June 2016.

## **Definition of Market Value**

Our valuations of each of the properties represent its Market Value. The definition of Market Value adopted in The HKIS Valuation Standards 2012 Edition follows the International Valuation Standards published by the International Valuation Standards Council ("IVSC"). Market Value is defined by the IVSC as "the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion".

### **Valuation Basis and Assumptions**

In valuing the properties, we have complied with the requirements set out in Chapter 5 and Practice Note 12 of the Rules governing the Listing of Securities published by The Stock Exchange of the Hong Kong Limited, and The HKIS Valuation Standards 2012 Edition published by the Hong Kong Institute of Surveyors.

Our valuations exclude an estimated price inflated or deflated by special terms or circumstances such as atypical financing, sale and leaseback arrangement, special considerations or concessions granted by anyone associated with the sale, or any element of special value.

In the course of our valuation of the properties in the PRC, we have assumed that, unless otherwise stated, the transferable land use rights of the properties for their respective terms at nominal annual land use fees have been granted and that any premium payable has already been fully

## PROPERTY VALUATION REPORT

paid. We have relied on the information and advice given by the Company and its legal adviser, Commerce & Finance Law Offices (通商律師事務所) regarding the title to each of the properties and the interests of the Group in the properties. In valuing the properties, we have assumed that the Group has an enforceable title to each of the properties and has free and uninterrupted rights to use, occupy or assign the properties for the whole of the respective unexpired land use term as granted.

In respect of the properties situated in the PRC, the status of titles and grant of major certificates, approvals and licenses, in accordance with the information provided by the Group are set out in the notes of the respective valuation certificates.

No allowance has been made in our valuations for any charges, mortgages or amounts owing on the properties nor for any expenses or taxation which may be incurred in effecting a sale. Unless otherwise stated, it is assumed that the properties are free from encumbrances, restrictions and outgoings of an onerous nature which could affect their values.

### **Method of Valuation**

In valuing the property in Group I, which is held by the Group for investment in the PRC, we have used Investment Approach on the basis of capitalization of net rental income derived from the existing tenancies with due allowance for reversionary income potential of the property or by reference to comparable sales evidences as available in the relevant market.

In valuing properties in Group II, which are held and occupied by the Group in the PRC, we have used Depreciated Replacement Costs ("DRC") Approach, which requires a valuation of the market value of the land in its existing use and an estimate of the new replacement cost of the buildings and structures, from which deductions are made to allow for the age, condition and functional obsolescence. The reported market value by Depreciated Replacement Cost Approach only applies to the whole of the property as a unique interest, and no piecemeal transaction of the property is assumed. The market value is subject to adequate potential profitability of the business from the use of the property as a whole.

In valuing properties in Group III and IV, which are held by the Group under development and for future development, we have valued it on the basis that it will be developed and completed in accordance with the latest development proposals provided to us by the Group (if any). We have assumed that all consents, approvals and licenses from relevant government authorities for the development proposals have been or will be obtained without onerous conditions or delays. We have also assumed that the design and construction of the development are in compliance with the local planning and other relevant regulations and have been or will be approved by the relevant authorities. In arriving at our valuation, we have adopted the direct comparison approach by making reference to comparable sales evidence as available in the relevant market and have also taken into account the expended construction costs as well as the costs that will be expended to complete the development. The "market value when completed" represents our opinion of the aggregate selling prices of the development assuming that it were completed as at the valuation date.

In valuing the properties in Group V, which are leased and occupied by the Group in the PRC, we consider that the properties have no commercial value due mainly to the prohibition against assignment and subletting or otherwise to the lack of substantial profit rents.

### **Sources of Information**

We have been provided by the Group with extracts of documents in relation to the titles to the properties. However, we have not inspected the original documents to ascertain any amendments which may not appear on the copies handed to us.

In the course of our valuation, we have relied to a very considerable extent on the information given to us by the Group and its legal adviser, Commerce & Finance Law Offices (通商律師事務所) regarding the title to each of the properties and the interests of the Group in the properties. We have

## PROPERTY VALUATION REPORT

accepted advice given by the Group on such matters as planning approvals or statutory notices, easements, tenure, identification of land and buildings, completion date of buildings, particulars of occupancy, site and floor areas, interest attributable to the Group and all other relevant matters.

Dimensions, measurements and areas included in the valuation certificates are based on information provided to us and are therefore only approximations. We have had no reason to doubt the truth and accuracy of the information provided to us by the Group which is material to the valuations. We were also advised by the Group that no material facts have been omitted from the information provided.

# **Title Investigation**

We have been provided with extracts of documents relating to the titles of the properties in the PRC, but no searches have been made in respect of the properties. We have not searched the original documents to verify ownership or to ascertain any amendment which may not appear on the copies handed to us. We are also unable to ascertain the title of the properties in the PRC and we have therefore relied on the advice given by the Group regarding the Group's interests in the PRC properties.

### **Site Inspection**

Our valuers, Mr. Victor Li and Jeffery Wang, inspected the exterior and, whenever possible, the interior of the properties in December 2015. Mr. Victor Li has about 2 years' experience in property valuation in the PRC. Mr Jeffery Wang has about 10 years' experience in property valuation in the PRC and is a Registered China Real Estate Appraiser. However, we have not carried out investigation on site to determine the suitability of the soil conditions and the services etc. for any future development. Our valuation is prepared on the assumption that these aspects are satisfactory and that no extraordinary costs or delays will be incurred during the construction period. No structural survey has been made, but in the course of our inspection, we did not note any serious defects. We are not, however, able to report that the properties are free of rot, infestation or any other structural defects. No tests were carried out to any of the services. Unless otherwise stated, we have not been able to carry out on-site measurements to verify the site and floor areas of the properties and we have assumed that the area shown on the documents handed to us are correct.

## **Currency**

Unless otherwise stated, all sums stated in our valuations are in Renminbi, the official currency of the PRC.

We enclose herewith a summary of our valuations and our valuation certificates.

Yours faithfully,
for and on behalf of
DTZ Cushman & Wakefield Limited
Andrew K.F. Chan

Registered Professional Surveyor (General Practice)
Registered China Real Estate Appraiser

MSc., M.H.K.I.S.

Senior Director

Note: Mr. Andrew K. F. Chan is a Registered Professional Surveyor who has over 28 years of experience in the valuation of properties in the PRC.

## PROPERTY VALUATION REPORT

## **SUMMARY OF VALUATIONS**

# Group I - Property held by the Group for investment in the PRC

|     | Property   | Market value in existing state as at 30 June 2016 (RMB) | Interest<br>attributable<br>to the Group<br>(%) | Market value in existing state attributable to the Group as at 30 June 2016 (RMB) |
|-----|--|---|---|---|
| 1.  | Units 1601 to 1608 of<br>Huicheng Building,<br>No. 102 Hongfu Road,<br>Nancheng District,<br>Dongguan,<br>Guangdong Province,<br>the PRC | 18,300,000  | 100   | 18,300,000  |
|     | 中國廣東省東莞市南城區鴻福路102號<br>匯成大廈1601<br>至1608單元  |   |   |   |
|     | Sub-total of Group I:  | 18,300,000  |   | 18,300,000  |
| Gro | oup II – Properties held and occupied by   | the Group in the  | e PRC   |   |
| 2.  | Dongguan Guangming School, Guangming Road, Dongcheng District, Dongguan, Guangdong Province, the PRC                                     | 251,000,000   | 100   | 251,000,000   |
|     | 中國廣東省東莞市東城區<br>光明大道東莞市光明中學   |   |   |   |
| 3.  | Dongguan Guangming Primary School, Guangming Road, Dongcheng District, Dongguan, Guangdong Province, the PRC                             | No commercial value                                     | 100   | No commercial value   |
|     | 中國廣東省東莞市東城區<br>光明大道東莞市光明小學   |   |   |   |

## PROPERTY VALUATION REPORT

|    | Property   | Market value in existing state as at 30 June 2016 (RMB) | Interest<br>attributable<br>to the Group<br>(%) | Market value in existing state attributable to the Group as at 30 June 2016 (RMB) |
|----|--|---|---|---|
| 4. | Dongguan Guangzheng Preparatory School, Zengbu Village, Chashan County, Dongguan, Guangdong Province, the PRC  | 239,000,000   | 100   | 239,000,000   |
|    | 中國廣東省東莞市茶山鎮增埗村<br>東莞市光正實驗學校  |   |   |   |
| 5. | The completed portion of Huizhou Guangzheng Preparatory School, Xia Village, Ruhu Town, Jiangbei District, Huicheng District, Huizhou, Guangdong Province, the PRC                 | No commercial value                                     | 100   | No commercial value   |
|    | 中國廣東省惠州市惠城區江北區汝湖鎮<br>蝦村惠州市光正實驗學校完工部份   |   |   |   |
| 6. | The completed portion of Panjin Guangzheng Preparatory School, south of Youyi Street, east of Zhonghua Road, Xinglongtai District, Panjin, Liaoning Province, the PRC 中國遼寧省盤錦市興隆台區 | No commercial value                                     | 100   | No commercial value   |
|    | 中華路東友誼街南盤錦市<br>光正實驗學校完工部分  |   |   |   |
|    | Sub-total of Group II:   | 490,000,000   |   | 490,000,000   |

# PROPERTY VALUATION REPORT

# Group III - Properties held by the Group under development in the PRC

|    | Property  | Market value<br>in existing<br>state as at<br>30 June<br>2016<br>(RMB) | Interest<br>attributable<br>to the Group<br>(%) | Market value in existing state attributable to the Group as at 30 June 2016 (RMB) |
|----|---|--|---|---|
| 7. | The under construction portion of Huizhou Guangzheng Preparatory School, Xia Village, Ruhu Town, Jiangbei District, Huicheng District, Huizhou, Guangdong Province, the PRC  中國廣東省惠州市惠城區 江北區汝湖鎮蝦村惠州市 光正實驗學校在建部分 | No commercial value  | 100   | No commercial value   |
| 8. | The under construction portion of Weifang Guangzheng Preparatory School, south of Xuanwu Street, west of Qingping Road, north of Lechuan Street, Kuiwen District, Weifang, Shandong Province, the PRC           | No commercial value  | 100   | No commercial value   |
|    | 中國山東省濰坊市奎文區玄武街以南、<br>清平路以西、樂川街以北<br>濰坊市光正實驗學校在建部份   |  |   |   |
|    | Sub-total of Group III:   | No commercial value  |   | No commercial value   |

# PROPERTY VALUATION REPORT

# Group IV - Property held by the Group for future development in the PRC

|     | Property  | Market value<br>in existing<br>state as at<br>30 June<br>2016<br>(RMB) | Interest<br>attributable<br>to the Group<br>(%) | Market value in existing state attributable to the Group as at 30 June 2016 (RMB) |
|-----|---|--|---|---|
| 9.  | The development site for Panjin Guangzheng Preparatory School, south of Youyi Street, east of Zhonghua Road, Xinglongtai District, Panjin, Liaoning Province, the PRC   | No commercial value  | 100   | No commercial value   |
|     | 中國遼寧省盤錦市興隆臺區<br>中華路東友誼街南盤錦市<br>光正實驗學校待建部分   |  |   |   |
| 10. | The development site for portion of Weifang Guangzheng Preparatory School, south of Xuanwu Street, west of Qingping Road, north of Lechuan Street, Kuiwen District, Weifang, Shandong Province, the PRC 中國山東省濰坊市奎文區 | No commercial value  | 100   | No commercial value   |
|     | 中國山東有濰功市筆又區 玄武街以南、清平路以西、樂川街以北 潍坊市光正實驗學校待建部分   |  |   |   |
|     | Sub-total of Group IV:  | No commercial value  |   | No commercial value   |

# PROPERTY VALUATION REPORT

# Group V - Properties leased and occupied by the Group in the PRC

|     | Property  | Market value in existing state as at 30 June 2016 (RMB) | Interest<br>attributable<br>to the Group<br>(%) | Market value in existing state attributable to the Group as at 30 June 2016 (RMB) |
|-----|---|---|---|---|
| 11. | Properties leased for Dongguan Guangming School, Guangming Road, Dongcheng District, Dongguan, Guangdong Province, the PRC                                    | No commercial value                                     | 100   | No commercial value   |
|     | 中國廣東省東莞市東城區<br>光明大道東莞市光明中學<br>租賃物業  |   |   |   |
| 12. | Properties leased for Dongguan<br>Guangzheng Preparatory School,<br>Zengbu Village,<br>Chashan County,<br>Dongguan,<br>Guangdong Province,<br>the PRC         | No commercial value                                     | 100   | No commercial value   |
|     | 中國廣東省東莞市茶山鎮增埗村<br>東莞市光正實驗學校租賃物業   |   |   |   |
| 13. | Room 201, Unit 3, Building 12,<br>District 2 of Jinxing Garden,<br>57 Liaohe South Road,<br>Xinglongtai District,<br>Panjin,<br>Liaoning Province,<br>the PRC | No commercial<br>value                                  | 100   | No commercial value   |
|     | 中國遼寧省盤錦市興隆臺區<br>遼河南路57號錦興花園2區<br>12號樓3單元201號房   |   |   |   |

# PROPERTY VALUATION REPORT

|     | Property   | Market value<br>in existing<br>state as at<br>30 June<br>2016<br>(RMB) | Interest attributable to the Group (%) | Market value<br>in existing state<br>attributable to<br>the Group as at<br>30 June 2016<br>(RMB) |
|-----|--|--|--|--|
| 14. | Room 3-601, Building 3, Qingping Garden, 3197 Fushou West Road, Weicheng District, Weifang, Shandong Province, the PRC | No commercial value  | 100                                    | No commercial value  |
|     | 中國山東省濰坊市濰城區<br>福壽西路3197號清平花園小區<br>3號樓3-601房  |  |  |  |
|     | Sub-total of Group V:  | No commercial value  |  | No commercial value  |
|     | Grand total of Groups I to V:  | 508,300,000  |  | 508,300,000  |

#### PROPERTY VALUATION REPORT

#### **VALUATION CERTIFICATE**

#### Group I - Property held by the Group for investment in the PRC

| state as at 30 June 2016     |
|------------------------------|
| RMB18,300,000                |
| 00% interest attributable to |
| ne Group: RMB18,300,000)     |
|                              |
|                              |
|                              |
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|                              |
|                              |
|                              |

#### Notes:-

(1) According to eight Real Estate Title Certificates issued by 東莞市房產管理局 (Bureau of Housing Management of Dongguan Municipality), the land use rights and building ownership of the property have been vested in 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) with details as follows:

| No. | Certificate No. | Date of Issue | Location in Huicheng Building | Gross floor<br>area<br>(sq m) |
|-----|-----------------|---------------|-------------------------------|-------------------------------|
| 1   | 0400036704      | 3-Jul-2009    | Unit 1601                     | 173.70                        |
| 2   | 0400041756      | 16-Jul-2009   | Unit 1602                     | 171.98                        |
| 3   | 0400041759      | 16-Jul-2009   | Unit 1603                     | 243.65                        |
| 4   | 0400041760      | 16-Jul-2009   | Unit 1604                     | 171.98                        |
| 5   | 0400041757      | 16-Jul-2009   | Unit 1605                     | 173.70                        |
| 6   | 0400041755      | 16-Jul-2009   | Unit 1606                     | 168.28                        |
| 7   | 0400041761      | 16-Jul-2009   | Unit 1607                     | 188.17                        |
| 8   | 0400041758      | 16-Jul-2009   | Unit 1608                     | 184.49                        |
|     |                 |               | Total:                        | 1,475.95                      |

- (2) According to Business License No. 441900000068478 dated 13 October 2014, 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) has been established with a registered capital of RMB83,400,000 and a valid operation period since 10 October 2002.
- (3) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The Real Estate Title Certificates of the property are legal, valid and enforceable under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.); and
  - (iii) 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) has the right to freely occupy, use, lease, transfer, mortgage and dispose of the land use rights and building ownership of the property.

#### PROPERTY VALUATION REPORT

(4) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

Real Estate Title Certificates

Susiness License

Yes

Yes

(5) Our major assumptions in our valuation method are as follows:

| Use    | Average market<br>monthly unit rent<br>(RMB/sq m) | Capitalisation rate |
|--------|---|---------------------|
| Office | 64  | 5.5%                |

In undertaking our valuation, we have made reference to various recent lettings within the property as well as other similar properties within the same district. The monthly rental levels of those major lettings of office properties with range from approximately RMB50 per sq m to RMB80 per sq m.

We have gathered and analysed various recent sales transactions of office properties and noted that the capitalisation rates implied in those transactions are generally within the range from 5% to 6% for office premises.

The above market rents assumed by us are consistent with the level of the recent lettings within the property and other similar properties within the same district as mentioned above. The capitalisation rates used are reasonable having regard to the capitalisation rates analysed from sales of comparable properties which we have collected.

#### **VALUATION CERTIFICATE**

# Group II - Properties held and occupied by the Group in the PRC

|    | Property  | Description and ten   | ure  | Particulars of occupancy  | Market value in existing state as at 30 June 2016                        |
|----|---|---|--|---|--|
| 2. | Dongguan Guangming School, Guangming Road, Dongcheng District, Dongguan, Guangdong Province, the PRC 中國廣東省東莞市 東城區光明大道 東莞市光明中學 | The property is a schedeveloped on three padjoining land with a area of approximatel 135,247.21 sq m.  Completed in the per 2003 and 2008, the promption of buildings, teaching be dormitories and relat facilities. The proper total gross floor area approximately 138,4.  For portion of the practical gross floor area approximately 120,9 relevant certificates in respect of construity the government hobtained with details | riod between property fice mildings, and ancillary thas a cof 29.90 sq m.  roperty with ea of 23.28 sq m, and approval ction issued ave been | As at the valuation date, the property was occupied by the Group as a school. | RMB251,000,000 (100% interest attributable to the Group: RMB251,000,000) |
|    |   |   | Approximate  |   |  |
|    |   | •   | gross floor  |   |  |
|    |   | Use   | area   |   |  |
|    |   |   | (sq m)   |   |  |
|    |   | Teaching Buildings  | 23,940.81  |   |  |
|    |   | Dormitories   | 49,264.00  |   |  |
|    |   | Experimental  | ŕ  |   |  |
|    |   | Building  | 11,564.58  |   |  |
|    |   | Office Buildings  | 24,232.19  |   |  |
|    |   | Literature and Art  |  |   |  |
|    |   | Building  | 11,621.70  |   |  |
|    |   | Total   | 120,623.28   |   |  |
|    |   | Such certificates and have not been obtain remaining buildings gross floor area of a 17,806.52 sq m.  The property is held use rights for terms   | ed for the with a total pproximately with land   |   |  |

#### Notes:-

(1) We have ascribed no commercial value to the portion of the property with a total gross floor area of approximately 17,806.52 sq m that relevant certificates and approval from the government in respect of the construction have not been obtained.

on 19 February 2053 for

education use.

# PROPERTY VALUATION REPORT

(2) According to three State-owned Land Use Rights Certificates all issued by 東莞市人民政府 (Dongguan Peoples' Government), the land use rights of the property with a total site area of 135,247.21 sq m have been vested in 東莞市光正實業投資有限公司 (Dongguan Guangzheng Investment Enterprise Co., Ltd.) for education use with details as follows:-

| No. | Certificate No. | Date of issue | Land use  | Expiry date of land use term | Site area (sq m) |
|-----|-----------------|---------------|-----------|------------------------------|------------------|
| 1   | (2003) 115      | 26-Mar-2003   | Education | 19-Feb-2053                  | 28,245.76        |
| 2   | (2003) 116      | 26-Mar-2003   | Education | 19-Feb-2053                  | 51,918.00        |
| 3   | (2003) 117      | 26-Mar-2003   | Education | 19-Feb-2053                  | 55,083.45        |
|     |                 |               |           | Total:                       | 135,247.21       |

(3) According to six Real Estate Title Certificates issued by 東莞市房產管理局 (Bureau of Housing Management of Dongguan Municipality), the land use rights and building ownership of the property have been vested in 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) with details as follows:

| No. | Certificate No. | Date of Issue | Location in<br>Dongguan Guangming School | Gross floor<br>area<br>(sq m) |
|-----|-----------------|---------------|--|-------------------------------|
| 1   | 0200949203      | 20-May-2016   | Experimental Literature and Art Building | 11,621.70                     |
| 2   | 0200949204      | 20-May-2016   | Teaching Building                        | 11,822.88                     |
| 3   | 0200949205      | 20-May-2016   | Office Building                          | 17,821.43                     |
| 4   | 0200954200      | 30-May-2016   | Office Building Phase 2                  | 6,410.76                      |
| 5   | 0200954201      | 30-May-2016   | Teaching Building Phase 2                | 12,117.93                     |
| 6   | 0200954202      | 30-May-2016   | Experimental Building                    | 11,564.58                     |
|     |                 |               | Total:                                   | 71,359.28                     |

Real Estate Title Certificates have not been obtained for portion of the property with a total gross floor area of 67,070.00 sq m.

(4) According to three Planning Permits for Construction Use of Land issued by 東莞市城市規劃局 (Construction Planning Bureau of Dongguan Municipal), the construction site of land with a site area of 135,247.00 sq m are in compliance with the urban planning requirements and have been approved with the following details:

| Certificate No. | Date of issue  | Project Name in<br>Guangming School    | Land area (sq m)  |
|-----------------|----------------|--|---|
| 02988           | 11-Dec-2002    | Junior High School Teaching Area       | 55,087.00   |
| 02989           | 11-Dec-2002    | Living Quarters                        | 28,245.00   |
| 02990           | 11-Dec-2002    | Teaching Area                          | 51,915.00   |
|                 |                | Total:                                 | 135,247.00  |
|                 | 02988<br>02989 | 02988 11-Dec-2002<br>02989 11-Dec-2002 | Certificate No.  Date of issue  Guangming School  11-Dec-2002  Junior High School Teaching Area  11-Dec-2002  Living Quarters  11-Dec-2002  Teaching Area |

# PROPERTY VALUATION REPORT

(5) According to eight Planning Permits for Construction Works issued by 東莞市城建規劃局 (Planning Bureau of Dongguan Municipal), the subject development, situated at Guangming Road, Dongcheng District with a total gross floor area of 97,776.10 sq m are in compliance with the urban planning requirements and have been approved with details as follows:

| No. | Certificate No. | Date of issue | Project Name in<br>Guangming School      | Construction<br>Scale<br>(sq m) |
|-----|-----------------|---------------|--|---------------------------------|
| 1   | A2003035        | 29-Jan-2003   | Office Building                          | 12,182.00                       |
| 2   | A2003036        | 29-Jan-2003   | Office Building                          | 17,924.00                       |
| 3   | A2003037        | 29-Jan-2003   | Experimental Literature and Art Building | 11,805.00                       |
| 4   | A2003038        | 29-Jan-2003   | Corridor A/B                             | 1,379.00                        |
| 5   | A2004112        | 2-Jun-2004    | Experimental Building Phase 2            | 12,541.90                       |
| 6   | A2004113        | 2-Jun-2004    | Teaching Building Phase 2                | 13,208.10                       |
| 7   | A2004114        | 2-Jun-2004    | Dormitory Building Phase 2               | 21,110.00                       |
| 8   | A2004115        | 2-Jun-2004    | Office Building Phase 2                  | 7,626.10                        |
|     |                 |               | Total:                                   | 97,776.10                       |

(6) According to nine Permits for Commencement of Construction Works issued by 東莞市建設局 (Construction Bureau of Dongguan Municipal), the subject development is in compliance with the requirements for works commencement and have been permitted with details as follows:

| No. | Certificate No.    | Date of issue | Project Name in<br>Guangming School | Construction<br>Scale<br>(sq m) |
|-----|--------------------|---------------|-------------------------------------|---------------------------------|
| 1   | 441900200302120301 | 12-Feb-2003   | Teaching Building                   | 12,182.00                       |
| 2   | 441900200302120401 | 12-Feb-2003   | Comprehensive Office Building Frame | 17,924.00                       |
| 3   | 441900200302120501 | 12-Feb-2003   | Literature and Art Building         | 11,805.00                       |
| 4   | 441900200302120601 | 12-Feb-2003   | Corridor A/B                        | N/A                             |
| 5   | 441900200303060301 | 06-Mar-2003   | Living Quarters Dormitory Building  | 30,224.00                       |
| 6   | 441900200503070401 | 07-Mar-2005   | Dormitory Building Phase 2          | 19,040.00                       |
| 7   | 441900200503070501 | 07-Mar-2005   | Teaching Building Phase 2           | 13,692.90                       |
| 8   | 441900200503070601 | 07-Mar-2005   | Experimental Building Phase 2       | 11,967.45                       |
| 9   | 441900200503070701 | 07-Mar-2005   | Office Building Phase 2             | 6,928.41                        |
|     |                    |               | Total:                              | 123,763.76                      |

(7) According to four Proof Reports of Completion and Acceptance for Construction Works issued by 東莞市建設局 (Construction Bureau of Dongguan Municipal), the subject development with a total gross floor area of 123,763.76 sq m have been completed with details as follows:

| No. | Certificate No.    | Date of issue | Project Name in<br>Guangming School | Construction<br>Scale<br>(sq m) |
|-----|--------------------|---------------|-------------------------------------|---------------------------------|
| 1   | 441900200711200001 | 20-Nov-2007   | Dormitory Building Phase 2          | 19,040.00                       |
| 2   | 441900200711200002 | 20-Nov-2007   | Experimental Building Phase 2       | 11,967.45                       |
| 3   | 441900200711280006 | 28-Nov-2007   | Teaching Building Phase 2           | 13,692.90                       |
| 4   | 441900200711280007 | 28-Nov-2007   | Office Building Phase 2             | 6,928.41                        |
|     |                    |               | Total:                              | 51,628.76                       |

(8) According to Business License No. 441900000068478 dated 13 October 2014, 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) has been established with a registered capital of RMB83,400,000 and a valid operation period since 10 October 2002.

# PROPERTY VALUATION REPORT

- (9) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The State-owned Land Use Rights Certificates and Real Estate Title Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.);
  - (iii) 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) is the legal land user of the property;
  - (iv) 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) has the right to freely occupy, use, lease, transfer, mortgage and dispose of the land use rights and building ownership of the property; and
- (10) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| State-owned Land Use Rights Certificates                          | Yes |
|---|-----|
| Real Estate Title Certificates                                    | Yes |
| Planning Permits for Construction Use of Land                     | Yes |
| Planning Permits for Construction Works                           | Yes |
| Permits for Commencement of Construction Works                    | Yes |
| Proof Reports of Completion and Acceptance for Construction Works | Yes |
| Business License  | Yes |

#### PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

#### Particulars of Market value in existing **Property** Description and tenure occupancy state as at 30 June 2016 The property is a school No commercial value 3. Dongguan As at the valuation developed on seven parcels of Guangming date, the property was Primary School, occupied by the adjoining land with a total site Guangming Road, area of approximately 24,192.04 Group as a school. Dongcheng District sq m. Dongguan, Guangdong Completed in the period between 2008 and 2010, the property Province, the PRC comprises various office buildings, teaching buildings, 中國廣東省東莞市 dormitories and related ancillary 東城區光明大道 facilities. 東莞市光明小學 As advised by the Group, the property has a total gross floor area of approximately 69,471.88 sq m with details as follows:-Annrovimoto

| Use               | Approximate<br>Gross Floor<br>Area |
|-------------------|------------------------------------|
|                   | (sq m)                             |
| Teaching Building | 20,962.30                          |
| Office Building   | 3,747.70                           |
| Art Building      | 15,209.60                          |
| Experimental      |                                    |
| Building          | 4,114.00                           |
| Dormitories       | 25,438.28                          |
| Total             | 69,471.88                          |

Relevant certificates and approval in respect of the construction of the property have not been obtained from the government.

The property is held with collectively-owned land use rights (For details, please see Note (2).

#### Notes:-

(1) As advised by the Group, the Land Use Right Certificates for the property had not been obtained since the procedures for purchasing collectively-owned Land use right had not been completed. We have ascribed no commercial value to the property.

# PROPERTY VALUATION REPORT

(2) According to Transfer Contract of Collective-owned Land Use Rights entered into between 東莞市康華信用擔保有限公司 (Dongguan Kanghua Credit Guarantee Co., Ltd.) (the Transferor) and 東莞市光正實業投資有限公司 (Dongguan Guangzheng Investment Enterprise Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:-

(i) Location : The intersection of Guangming First Ring Road and Second Ring Road, Dongcheng

District, Dongguan City

(ii) Site area : 11,700.00 sq m
(iii) Consideration : RMB8,190,000

According to Transfer Contract of Collective-owned Land Use Rights entered into between 吳澤森 (the Transferor) and 東莞市光正實業投資有限公司 (Dongguan Guangzheng Investment Enterprise Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : The intersection of Guangming First Ring Road and Second Ring Road, Dongcheng

District, Dongguan City

(ii) Site area : 4,157.00 sq m

(iii) Consideration : RMB12,500,000

According to Transfer Contract of Collective-owned Land Use Rights entered into between 朱仕花 (the Transferor) and 東莞市光正實業投資有限公司 (Dongguan Guangzheng Investment Enterprise Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : 48 Puxin Village, Dongcheng District, Dongguan City

 $(ii) \quad \text{Site area} \qquad \qquad : \qquad 1,355.00 \,\,\text{sq m}$ 

(iii) Consideration : RMB7,000,000

According to Transfer Contract of Collective-owned Land Use Rights entered into between 溫勝田 (the Transferor) and 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : Puxin Village, East Dongguan Guangming Primary School, Dongcheng District,

Dongguan City

(ii) Site area : 212.00 sq m

(iii) Consideration : RMB148,400

According to Transfer Contract of Collective-owned Land Use Rights entered into between 溫勝田 (the Transferor) and 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : Puxin Village, East Dongguan Guangming Primary School, Dongcheng District,

Dongguan City

(ii) Site area : 455.00 sq m

(iii) Consideration : RMB318,500

# PROPERTY VALUATION REPORT

According to Transfer Contract of Collective-owned Land Use Rights entered into between 鄧志堅 (the Transferor) and 東莞市光明小學 (Dongguan Guangming Primary School) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : Puxin Village, Guangming Community, Dongcheng District, Dongguan City

(ii) Site area : 2,138.44 sq m
(iii) Consideration : RMB7,400,000

According to Transfer Contract of Collective-owned Land Use Rights entered into between 鄧日通 (the Transferor) and 東莞市光正實業投資有限公司 (Dongguan Guangzheng Investment Enterprise Co., Ltd.) (Transferee), the Transferor has agreed to grant the land use rights of the property to the Transferee with the details as follows:—

(i) Location : Guangming Management District, Dongcheng District, Dongguan City

(ii) Site area : 4,174.60 sq m

(iii) Consideration : RMB8,000,000

- (3) According to Business License No. 441900000068478 dated 13 October 2014, 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) has been established with a registered capital of RMB83,400,000 and a valid operation period since 10 October 2002.
- (4) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) and 東莞市光明小學 (Dongguan Guangming Primary School) have submitted application for the Land Use Right Certificates. According to the PRC Legal Opinion, the Land Use Right Certificate will be issued by the relevant departments upon completion of the application procedures; and
  - (ii) 廣東光正教育集團有限公司 (Guangdong Guangzheng Educational Group Co., Ltd.) and 東莞市光明小學 (Dongguan Guangming Primary School) have the right to freely occupy and use the land use rights and building ownership of the property.
- (5) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

Transfer Contracts of Collective-owned Land Use Rights

Yes
Business Licence

Yes

#### PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

#### **Property**

# Dongguan Guangzheng Preparatory School, Zengbu Village, Chashan County, Dongguan, Guangdong Province, the PRC

中國廣東省東莞市 茶山鎮增埗村 東莞市光正實驗 學校

#### Description and tenure

The property is a school developed on three parcels of adjoining land with a total site area of approximately 193,265.27 sq m.

Completed in the period between 2003 and 2015, the property comprises various office buildings, teaching buildings, dormitories and related ancillary facilities. The property has a total gross floor area of approximately 138,525.57 sq m.

For portion of the property with a total gross floor area of approximately 76,379.78 sq m, relevant certificates and approval in respect of construction issued by the government have been obtained with details as follows:

# Use Approximate Gross Floor Area (sq m) Teaching Buildings 30,743.85 Canteen 8,083.70 Dormitories 37,552.23 Total 76,379.78

Such certificates and approval have not been obtained for the remaining buildings with a total gross floor area of approximately 62,145.79 sq m.

The property is held with land use rights for terms of 50 years for education use. (For details, please see Note (2).

Notes:-

(1) We have ascribed no commercial value to the portion of the property with a total gross floor area of approximately 62,145.79 sq m that relevant certificates and approval from the government in respect of the construction have not been obtained.

# Particulars of occupancy

As at the valuation date, the property was occupied by the Group as a school.

Market value in existing state as at 30 June 2016

RMB239,000,000

(100% interest attributable to the Group: RMB239,000,000)

# PROPERTY VALUATION REPORT

(2) According to three State-owned Land Use Rights Certificates all issued by 東莞市人民政府 (Dongguan Peoples' Government), the land use rights of the property with a total site area of 193,265.27 sq m have been vested in 東莞市光正實驗學校 (Dongguan Guangzheng Preparatory School) for education use with details as follows:-

| No. | Certificate No. | Date of issue | Land use           | Expiry date of land use term | Site area (sq m) |
|-----|-----------------|---------------|--------------------|------------------------------|------------------|
| 1   | (2005)1522      | 16-Jul-2013   | Public<br>Building | 27-Mar-2055                  | 131,211.65       |
| 2   | (2006)882       | 16-Jul-2013   | Education          | 19-Mar-2056                  | 15,269.87        |
| 3   | (2007)68        | 16-Jul-2013   | Education          | 19-Mar-2056                  | 46,783.75        |
|     |                 |               |                    | Total:                       | 193,265.27       |

(3) According to eight Real Estate Title Certificates issued by 東莞市房產管理局 (Bureau of Housing Management of Dongguan Municipality), the land use rights and building ownership of the property have been vested in 東莞市光正 實驗學校 (Dongguan Guangzheng Preparatory School) with details as follows:

| No. | Certificate No. | Date of Issue | <b>Location in Dongguan Guangzheng Preparatory School</b> | Gross floor<br>area<br>(sq m) |
|-----|-----------------|---------------|---|-------------------------------|
| 1   | 3300965574      | 17-June-2016  | Teaching Building A                                       | 10,247.95                     |
| 2   | 3300965575      | 17-June-2016  | Teaching Building A1                                      | 10,247.95                     |
| 3   | 3300965576      | 17-June-2016  | Teaching Building A2                                      | 10,247.95                     |
| 4   | 3300965577      | 17-June-2016  | Dormitory A   | 7,592.86                      |
| 5   | 3300965575      | 17-June-2016  | Dormitory A1  | 7,592.86                      |
| 6   | 3300965579      | 17-June-2016  | Dormitory A2  | 7,592.86                      |
| 7   | 3300965580      | 17-June-2016  | Dormitory B   | 7,387.65                      |
| 8   | 3300965581      | 17-June-2016  | Dormitory C   | 7,386.00                      |
|     |                 |               | Total:  | 68,296.08                     |

Real Estate Title Certificates have not been obtained for portion of the property with a total gross floor area of 70,229.49 sq m.

- (4) According to Planning Permit for Construction Use of Land No. 2004-29-10008 issued by 東莞市城建規劃局 (Construction Planning and Construction Bureau of Dongguan Municipal) on 5 March 2004, the construction site of land with a site area of 327,314.70 sq m are in compliance with the urban planning requirements and have been approved.
- (5) According to Planning Permit for Construction Works No. 2004-29-10005 issued by 東莞市城建規劃局 (Construction Planning and Construction Bureau of Dongguan Municipal) on 5 March 2004, the construction works situated Zengbu Village, Chashan County, with a total gross floor area of 8,084.00 sq m are in compliance with the urban planning requirements and have been approved.

# PROPERTY VALUATION REPORT

(6) According to three Permits for Commencement of Construction Works issued by 東莞市建設局 (Construction Bureau of Dongguan Municipal), the property is in compliance with the requirements for works commencement and have been permitted with details as follows:

| No. | Certificate No.    | Date of issue | Project Name                | Construction Scale (sq m) |
|-----|--------------------|---------------|-----------------------------|---------------------------|
| 1   | 441900200406301001 | 30-Jun-2004   | Canteen                     | 8,083.70                  |
| 2   | 441900200406300801 | 30-Jun-2004   | Teaching Building A, A1, A2 | 32,199.00                 |
| 3   | 441900200406300901 | 30-Jun-2004   | Student Dormitories A, B, C | 43,781.70                 |
|     |                    |               | Total:                      | 84,064.40                 |

(7) According to two Proof Reports of Completion and Acceptance for Construction Works issued by 東莞市建設局 (Construction Bureau of Dongguan Municipal), the subject development with a total gross floor area of 69,127.26 sq m have been completed with details as follows:

| No. | Certificate No.                          | Date of issue              | Project Name   | Construction Scale (sq m) |
|-----|--|----------------------------|--|---------------------------|
| 1 2 | 441900200806190001<br>441900200806200003 | 19-Jun-2008<br>20-Jun-2008 | Zengbu Village, Chashan County<br>Zengbu Village, Chashan County | 32,199.00<br>36,928.26    |
|     |  |                            | Total:   | 69,127.26                 |

- (8) According to Registration Certificate of Private Non-enterprise Entities No. 010475 dated 25 November 2013, 東莞 市光正實驗學校 (Dongguan Guangzheng Preparatory School) has been established with a registered capital of RMB50,434,793.86 and a valid operation period from 25 November 2013 to 29 November 2017.
- (9) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The State-owned Land Use Rights Certificates and Real Estate Title Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 東莞市光正實驗學校 (Dongguan Guangzheng Preparatory School);
  - (iii) 東莞市光正實驗學校 (Dongguan Guangzheng Preparatory School) is the legal land user of the property; and
  - (iv) 東莞市光正實驗學校 (Dongguan Guangzheng Preparatory School) has the right to freely occupy, use, lease, transfer, mortgage and dispose of the land use rights and building ownership of the property.
- (10) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| State-owned Land Use Rights Certificates                          | Yes |
|---|-----|
| Real Estate Title Certificates                                    | Yes |
| Planning Permit for Construction Use of Land                      | Yes |
| Planning Permit for Construction Works                            | Yes |
| Permits for Commencement of Construction Works                    | Yes |
| Proof Reports of Completion and Acceptance for Construction Works | Yes |
| Business License  | Yes |

#### PROPERTY VALUATION REPORT

#### **VALUATION CERTIFICATE**

|    | Property  | Description and ten  | ure  | Particulars of occupancy  | Market value in existing state as at 30 June 2016 |
|----|---|--|--|---|---|
| 5. | The completed portion of Huizhou Guangzheng Preparatory School, Xia Village, Ruhu Town, Jiangbei District, Huicheng District, Huizhou, Guangdong Province, the PRC 中國廣東省惠州市惠城區江北區 汝湖鎮蝦村 惠州市光正實驗學校完工部份 | Upon completion, Hu Guangzheng Preparatis a school developed of land with a total sapproximately 64,321  Completed in the per 2013 and 2015, the promprises the complete of Huizhou Guangzher Preparatory School a comprises various teabuildings, dormitorie ancillary facilities.  As advised by the Graproperty has a total garea of approximately sq m with details as | ory School I on a parcel ite area of 1.10 sq m. iod between property eted portion eng aching a and related roup. the gross floor y 63,988.76 | As at the valuation date, the property was occupied by the Group as a preparatory school. | No commercial value                               |
|    |   | A  | Approximate gross floor  |   |   |
|    |   | Use  | area (sq m)  |   |   |
|    |   | Teaching Buildings<br>Student  | 22,913.39  |   |   |
|    |   | Dormitories  | 41,075.37  |   |   |
|    |   | Total  | 63,988.76  |   |   |
|    |   | The property is held   | with   |   |   |

# Notes:-

(1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.

allocated land use rights for

education use.

- (2) According to Allocated Land Use Rights Certificate No. (2014)13020100008 issued by 惠州市人民政府 (Huizhou Peoples' Government) on 2 April 2014, the land use rights of the property with a total site area of 64,321.10 sq m have been allocated to 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) for education use.
- (3) According to three Real Estate Title Certificates issued by 惠州市房產管理局 (Bureau of Housing Management of Huizhou Municipality), the land use rights and building ownership of the property have been vested in 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) with details as follows:

| No. | Certificate No. | Date of Issue | Location in Huizhou<br>Guangzheng Preparatory School | Gross floor<br>area<br>(sq m) |
|-----|-----------------|---------------|--|-------------------------------|
| 1   | 100380113       | 1-April-2016  | Primary School Teaching Building                     | 22,913.39                     |
| 2   | 100380114       | 1-April-2016  | Dormitory  | 12,627.64                     |
| 3   | 100380117       | 1-April-2016  | Dormitory  | 28,447.73                     |
|     |                 |               | Total:   | 63,988.76                     |

#### PROPERTY VALUATION REPORT

- (4) According to Planning Permit for Construction Use of Land issued by 惠州市住房和城鄉規劃建設局 (Housing & Urban and Rural Planning Bureau of Huizhou Municipal) on 13 April 2012, the construction site of land with a site area of 179,575.00 sq m are in compliance with the urban planning requirements and have been approved.
- (5) According to four Planning Permits for Construction Works issued by 惠州市住房和城鄉規劃建設局 (Housing & Urban and Rural Planning Bureau of Huizhou Municipal), the construction works, situated Xia Village, Ruhu Town, Jiangbei District, Huicheng District, with a total gross floor area of 97,776.10 sq m are in compliance with the urban planning requirements and have been approved with details as follows:

| No. | Certificate No.   | Date of issue | Project Name                             | Construction Scale (sq m) |
|-----|-------------------|---------------|--|---------------------------|
| 1   | 441302(2013)10149 | 14-Mar-2013   | Primary School Teaching Building         | 21,180.00                 |
| 2   | 441302(2013)10150 | 14-Mar-2013   | Primary School Dormitory Building        | 26,969.00                 |
| 3   | 441302(2013)10151 | 14-Mar-2013   | Senior High School Dormitory<br>Building | 11,782.00                 |
| 4   | 441302(2013)10602 | 06-Sep-2013   | Junior High School Teaching<br>Building  | 32,679.00                 |
|     |                   |               | Total:                                   | 92,610.00                 |

(6) According to two Permits for Commencement of Construction Works issued by 惠州市惠城區城鄉規劃建設局 (Urban and Rural Planning and Construction Bureau of Huicheng District, Huizhou Municipal), the property is in compliance with the requirements for works commencement and have been permitted with details as follows:

| No. | Certificate No.    | Date of issue | Project Name  | Construction<br>Scale<br>(sq m) |
|-----|--------------------|---------------|---|---------------------------------|
| 1   | 442501201306190101 | 12-Feb-2003   | Primary School Teaching Building,<br>Dormitory Building, Senior High<br>School Dormitory Building | 59,931.00                       |
| 2   | 442501201404040101 | 04-Apr-2014   | Junior High School Teaching<br>Building   | 32,679.00                       |
|     |                    |               | Total:  | 92,610.76                       |

(7) According to three Proof Reports of Completion and Acceptance for Construction Works issued by 惠州市住房和城 鄉規劃建設局 (Housing & Urban and Rural Planning Bureau of Huizhou Municipal), the subject development with a total gross floor area of 12,193.20 sq m have been completed with details as follows:

| No. | Certificate No. | Date of issue | Project Name                             | Construction Scale (sq m) |
|-----|-----------------|---------------|--|---------------------------|
| 1   | (2014)0054      | 21-Apr-2014   | Senior High School Dormitory<br>Building | 1,736.90                  |
| 2   | (2014)0055      | 21-Apr-2014   | Primary School Teaching Building         | 5,074.10                  |
| 3   | (2014)0056      | 21-Apr-2014   | Primary School Dormitory<br>Building     | 5,383.20                  |
|     |                 |               | Total:                                   | 12,194.20                 |

(8) According to Business License No. 441300000084474 dated 21 July 2014, 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB20,000,000 and a valid operation period since 23 July 2009.

# PROPERTY VALUATION REPORT

- (9) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The Allocated-owned Land Use Rights Certificate and Real Estate Title Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.);
  - (iii) 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.
- (10) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| Allocated Land Use Rights Certificate                             | Yes |
|---|-----|
| Real Estate Title Certificates                                    | Yes |
| Planning Permit for Construction Use of Land                      | Yes |
| Planning Permits for Construction Works                           | Yes |
| Permits for Commencement of Construction Works                    | Yes |
| Proof Reports of Completion and Acceptance for Construction Works | Yes |
| Business License  | Yes |

# PROPERTY VALUATION REPORT

#### **VALUATION CERTIFICATE**

|    | Property  | Description and ten  | ure                      | Particulars of occupancy  | Market value in existing state as at 30 June 2016 |
|----|---|--|--------------------------|---|---|
| 6. | The completed portion of Panjin Guangzheng Preparatory School, south of | Panjin Guangzheng P<br>School is a school de<br>two parcels of land w<br>site area of approxim<br>206,340.70 sq m. | eveloped on with a total | As at the valuation date, the property was occupied by the Group as a school. | No commercial value                               |
|    | Youyi Street,<br>east of Zhonghua<br>Road,                              | Completed in 2014, t<br>comprises the complete<br>of Panjin Guangzhen  | eted portion             |   |   |
|    | Xinglongtai District,   | Preparatory School as comprises various tea  |                          |   |   |
|    | Panjin,   | buildings, gymnasiun   | ıs,                      |   |   |
|    | Liaoning Province,<br>the PRC   | dormitories and relate facilities.   | ed ancillary             |   |   |
|    | 中國遼寧省盤錦市<br>興隆臺區中華路東<br>友誼街南<br>盤錦市<br>光正實驗學校                           | The property has a to<br>floor area of approxin<br>76,588.22 sq m with<br>follows:-                                | mately                   |   |   |
|    | 完工部分  | A  | Approximate              |   |   |
|    |   | Use  | gross floor<br>area      |   |   |
|    |   | CSC  | (sq m)                   |   |   |
|    |   | Teaching Buildings   | 32,755.52                |   |   |
|    |   | Gymnasiums   | 5,573.00                 |   |   |
|    |   | Kindergarten   | 5,900.00                 |   |   |
|    |   | Dormitories  | 31,879.70                |   |   |
|    |   | Ancillary Facilities   | 480.00                   |   |   |
|    |   | Total  | 76,588.22                |   |   |

The property is held with allocated land use rights for education use.

#### Notes:-

- (1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.
- (2) According to Allocated Land Use Rights Certificates Nos. (2016)300124 and (2016)300125 issued by 盤錦市人民政府 (Panjin Peoples' Government) on 5 May 2016, the land use rights of the property with a total site area of 104,729.20 sq m and 101,611.50 respectively have been allocated to 盤錦市光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) for education use.

# PROPERTY VALUATION REPORT

(3) According to two Planning Permits for Construction Use of Land issued by 盤錦市規劃局興隆臺區分局 (Planning Bureau of Xinglongtai District, Panjin Municipal), the construction site of land with a site of 312,095.40 sq m are in compliance with the urban planning requirements and have been approved with the following details:

| No. | Certificate No. | Date of issue | Project Name in Panjin<br>Guangzheng Preparatory School | Construction<br>Scale<br>(sq m) |
|-----|-----------------|---------------|---|---------------------------------|
| 1   | 211100201330019 | 23-Aug-2013   | Phase 1   | 132,225.70                      |
| 2   | 211100201430002 | 26-Jan-2014   | Phase 2   | 179,869.70                      |
|     |                 |               | Total:  | 312,095.40                      |

(4) According to two Planning Permits for Construction Works issued by 盤錦市規劃局興隆臺區分局 (Planning Bureau of Xinglongtai District, Panjin Municipal), the construction works, situated South of Youyi Street, East of Zhonghua Road, Xinglongtai District with a total gross floor area of 192,108.70 sq m are in compliance with the urban planning requirements and have been approved with details as follows:

| No. | Certificate No. | Date of issue | Project Name in Panjin<br>Guangzheng Preparatory School | Construction Scale (sq m) |
|-----|-----------------|---------------|---|---------------------------|
| 1   | 211100201330045 | 11-Nov-2013   | Phase 1   | 50,187.10                 |
| 2   | 211100201430005 | 28-Feb-2014   | Phase 2   | 141,921.60                |
|     |                 |               | Total:  | 192,108.70                |

- (5) According to Business License No. 130000400003614 dated 21 October 2011, 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB80,000,000 and a valid operation period since 13 March 2013.
- (6) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The Allocated-owned Land Use Rights Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.);
  - (iii) 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.
- (7) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| Allocated Land Use Rights Certificates        | Yes |
|---|-----|
| Planning Permits for Construction Use of Land | Yes |
| Planning Permits for Construction Works       | Yes |
| Business License                              | Yes |
|   |     |

#### PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

#### Group III - Properties held by the Group under development in the PRC

|    | Property  | Description and tenure   | Particulars of occupancy                                       | Market value in existing state as at 30 June 2016 |
|----|---|--|--|---|
| 7. | The under<br>construction<br>portion of Huizhou<br>Guangzheng<br>Preparatory<br>School, | Upon completion, Huizhou<br>Guangzheng Preparatory School<br>is a school developed on a parcel<br>of land with a total site area of<br>approximately 64,321.10 sq m. | As at the valuation date, the property was under construction. | No commercial value                               |
|    | Xia Village,<br>Ruhu Town,<br>Jiangbei District,  | The property comprises the under construction portion Huizhou Guangzheng Preparatory School.   |  |   |
|    | Huicheng District,<br>Huizhou,  | Upon completion, the property will comprise teaching buildings   |  |   |
|    | Guangdong<br>Province,<br>the PRC   | with a planned gross floor area of approximately 32,679 sq m   |  |   |
|    | 中國廣東省惠州市<br>惠城區江北區<br>汝湖鎮蝦村   | As advised by the Group, the property is scheduled to be completed in 2016.  |  |   |
|    | 惠州市光正<br>實驗學校在建部份   | The property is held with allocated land use rights for education use.   |  |   |

#### Notes:-

- (1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.
- (2) According to Allocated Land Use Rights Certificate No. (2014)13020100008 issued by 惠州市人民政府 (Huizhou Peoples' Government) on 2 April 2014, the land use rights of the property with a total site area of 64,321.10 sq m have been allocated to 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) for education use.
- (3) According to Planning Permit for Construction Use of Land issued by 惠州市住房和城鄉規劃建設局 (Housing & Urban and Rural Planning Bureau of Huizhou Municipal) on 13 April 2012, the construction site of land with a site area of 179,575.00 sq m are in compliance with the urban planning requirements and have been approved.
- (4) According to Planning Permit for Construction Works No. 441302(2013)10602 issued by 惠州市住房和城鄉規劃建設 局 (Housing & Urban and Rural Planning Bureau of Huizhou Municipal dated 6 September 2013, the construction works, situated Xia Village, Ruhu Town, Jiangbei District, Huicheng District, with a total gross floor area of 32,679.00 sq m are in compliance with the urban planning requirements and have been approved.
- (5) According to Permit for Commencement of Construction Works No. 442501201404040101 issued by 惠州市惠城區 城鄉規劃建設局 (Urban and Rural Planning and Construction Bureau of Huicheng District, Huizhou Municipal) dated 4 April 2014, the property is in compliance with the requirements for works commencement and have been permitted
- (6) According to Business License No. 441300000084474 dated 21 July 2014, 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB20,000,000 and a valid operation period since 23 July 2009.
- (7) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:-
  - (i) The Allocated-owned Land Use Rights Certificate and Real Estate Title Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.);
  - (iii) 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 惠州市光正投資有限公司 (Huizhou Guangzheng Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.

# PROPERTY VALUATION REPORT

(8) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| Allocated Land Use Rights Certificate         | Yes |
|---|-----|
| Planning Permit for Construction Use of Land  | Yes |
| Planning Permit for Construction Works        | Yes |
| Permit for Commencement of Construction Works | Yes |
| Business License                              | Yes |

# PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

|    | Property   | Description and tenure  | Particulars of occupancy  | Market value in existing state as at 30 June 2016 |
|----|--|---|---|---|
| 8. | The under construction portion of Weifang Guangzheng Preparatory School, | Upon completion, Weifang<br>Guangzheng Preparatory School<br>is a school erected on a parcel of<br>land with a total site area of<br>approximately 104,758.00 sq m. | As at the date of valuation, the property was under construction. | No commercial value                               |
|    | South of   | The property comprises the under  |   |   |
|    | Xuanwu Street,<br>West of  | development portion of Weifang  |   |   |
|    | Qingping Road,   | Guangzheng Preparatory School.  |   |   |
|    | North of<br>Lechuan Street,<br>Kuiwen District,<br>Weifang,              | As advised by the Group, the property is scheduled to be completed in 2016.   |   |   |
|    | Shandong Province,<br>the PRC  | The property will have a total above-ground gross floor area of approximately 84,764.00 sq m.   |   |   |
|    | 中國山東省濰坊市   | approximately 64,764.00 sq iii.   |   |   |
|    | 奎文區玄武街以<br>南、清平路以西、<br>樂川街以北<br>潍坊市<br>光正實驗學校<br>在建部份                    | The property is held with allocated land use rights for education use.  |   |   |

#### Notes:-

- (1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.
- (2) According to Allocated Land Use Rights Certificate No. (2016)B57 issued by 潍坊市人民政府 (Weifang Peoples' Government) on 14 July 2016, the land use rights of the property with a total site area of 104,758.00 sq m have been allocated to 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) for education use
- (3) According to Planning Permit for Construction Use of Land No. 07022015WK018 issued by 潍坊市規劃局 (Planning Bureau of Weifang) on 28 December 2015, the construction site of land with a site area of 104,758.00 sq m and a construction scale of 94,823.50 sq m are in compliance with the urban planning requirements and have been approved.
- (4) According to 8 Planning Permits for Construction Works issued by 濰坊市規劃局 (Planning Bureau of Weifang), the construction works with a total gross floor area of 84,764.60 sq m are in compliance with the urban planning requirements and have been approved with details as follows:

| No. | Certificate No. | Date of issue | Construction Scale (sq m) |
|-----|-----------------|---------------|---------------------------|
| 1   | 3707022016WK067 | 2 August 2016 | 16,869.80                 |
| 2   | 3707022016WK068 | 2 August 2016 | 180.32                    |
| 3   | 3707022016WK069 | 2 August 2016 | 26,648.22                 |
| 4   | 3707022016WK070 | 2 August 2016 | 3,858.67                  |
| 5   | 3707022016WK071 | 2 August 2016 | 4,325.38                  |
| 6   | 3707022016WK072 | 2 August 2016 | 6,060.63                  |
| 7   | 3707022016WK073 | 2 August 2016 | 6,214.93                  |
| 8   | 3707022016WK074 | 2 August 2016 | 20,606.65                 |
|     |                 | Total         | 84,764.60                 |

(5) As advised by the Group, the total expended construction cost of the property as at the Valuation Date was RMB200,000,000 whilst the outstanding construction cost for completion of the property as at the Valuation Date was RMB50,000,000.

# PROPERTY VALUATION REPORT

- (6) According to Business License No. 91370702MA3BX2CX19 dated 9 October 2015, 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB30,000,000 and a valid operation period from 9 October 2015 to 8 October 2065.
- (7) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The Allocated-owned Land Use Rights Certificate of the property is legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.);
  - (iii) 濰坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 濰坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.
- (8) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| Allocated Land Use Rights Certificate        | Yes |
|--|-----|
| Planning Permit for Construction Use of Land | Yes |
| Business License                             | Yes |

#### PROPERTY VALUATION REPORT

#### **VALUATION CERTIFICATE**

# Group IV - Properties held by the Group for future development in the PRC

|    | Property  | Description and tenure   | Particulars of occupancy                                 | Market value in existing state as at 30 June 2016 |
|----|---|--|--|---|
| 9. | The development<br>site for portion of<br>Panjin Guangzheng<br>Preparatory<br>School,<br>south of | Panjin Guangzheng Preparatory<br>School is a school developed on<br>two parcels of land with a total<br>site area of approximately<br>206,340.70 sq m.   | As at the date of valuation, the property was bare land. | No commercial value                               |
|    | Youyi Street, east of Zhonghua Road, Xinglongtai District, Panjin, Liaoning Province, the PRC     | The property is the land portion of Panjin Guangzheng Preparatory School for future development. Upon completion, the property will comprise various teaching buildings, gymnasiums, dormitories and related ancillary facilities. |  |   |
|    | 中國遼寧省盤錦市<br>興隆臺區中華路東<br>友誼街南盤錦市<br>光正實驗學校<br>待建部分   | The property will have a total gross floor area of approximately 235,507.18 sq m.  The property is held with allocated land use rights for education use.  |  |   |

#### Notes:-

- (1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.
- (2) According to Allocated Land Use Rights Certificate Nos. (2016)300124 and (2016)300125 issued by 盤錦市人民政府 (Panjin Peoples' Government) on 5 May 2016, the land use rights of the property with a total site area of 104,729.20 sq m and 101,611.50 respectively have been allocated to 盤錦市光正投資有限公司 (Panjin Guangzheng Enterprise Co., Ltd.) for education use.
- (3) According to two Planning Permits for Construction Use of Land issued by 盤錦市規劃局興隆臺區分局 (Planning Bureau of Xinglongtai District, Panjin Municipal), the construction site of land with a site of 312,095.40 sq m are in compliance with the urban planning requirements and have been approved with the following details:

| No. | Certificate No. | Date of issue | Project Name in Panjin<br>Guangzheng Preparatory School | Construction Scale (sq m) |
|-----|-----------------|---------------|---|---------------------------|
| 1   | 211100201330019 | 23-Aug-2013   | Phase 1   | 132,225.70                |
| 2   | 211100201430002 | 26-Jan-2014   | Phase 2   | 179,869.70                |
|     |                 |               | Total:  | 312,095.40                |

# PROPERTY VALUATION REPORT

(4) According to two Planning Permits for Construction Works issued by 盤錦市規劃局興隆臺區分局 (Planning Bureau of Xinglongtai District, Panjin Municipal), the construction works, situated South of Youyi Street, East of Zhonghua Road, Xinglongtai District with a total gross floor area of 192,108.70 sq m are in compliance with the urban planning requirements and have been approved with details as follows:

| No. | Certificate No. | Date of issue | Project Name in Panjin<br>Guangzheng Preparatory School | Construction Scale (sq m) |
|-----|-----------------|---------------|---|---------------------------|
| 1   | 211100201330045 | 11-Nov-2013   | Phase 1   | 50,187.10                 |
| 2   | 211100201430005 | 28-Feb-2014   | Phase 2   | 141,921.60                |
|     |                 |               | Total:  | 192,108.70                |

(5) According to two Permits for Commencement of Construction Works issued by 盤錦市興隆臺區住房和城鄉建設局 (Housing & Urban and Rural Construction Bureau of Xinglongtai District, Panjin Municipal), the property is in compliance with the requirements for works commencement and have been permitted with details as follows:

| No. | Certificate No.    | Date of issue        | Project Name in Panjin<br>Guangzheng Preparatory School | Construction Scale (sq m) |
|-----|--------------------|----------------------|---|---------------------------|
| 1   | 211103201512150101 | 15-December-<br>2015 | Phase 2   | 43,352.70                 |
| 2   | 211103201510270501 | 27-October-2015      | Phase 1   | 33,235.52                 |
|     |                    |                      | Total:  | 76,588.22                 |

- (6) According to Business License No. 130000400003614 dated 21 October 2011, 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB80,000,000 and a valid operation period since 13 March 2013.
- (7) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:—
  - (i) The Allocated-owned Land Use Rights Certificates of the property are legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.);
  - (iii) 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 盤錦光正投資有限公司 (Panjin Guangzheng Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.
- (8) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

| Allocated Land Use Rights Certificates         | Yes |
|--|-----|
| Planning Permits for Construction Use of Land  | Yes |
| Planning Permits for Construction Works        | Yes |
| Permits for Commencement of Construction Works | Yes |
| Business License                               | Yes |

# PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

|     | Property  | Description and tenure  | Particulars of occupancy                                 | Market value in existing state as at 30 June 2016 |
|-----|---|---|--|---|
| 10. | The development<br>site for portion of<br>Weifang<br>Guangzheng<br>Preparatory<br>School, | Upon completion, Weifang<br>Guangzheng Preparatory School<br>is a school erected on a parcel of<br>land with a total site area of<br>approximately 104,758.00 sq m. | As at the date of valuation, the property was bare land. | No commercial value                               |
|     | South of  | The property comprises the land   |  |   |
|     | Xuanwu Street,<br>West of   | portion of Weifang Guangzheng<br>Preparatory school for future  |  |   |
|     | Qingping Road,<br>North of  | development.  |  |   |
|     | Lechuan Street,<br>Kuiwen District,<br>Weifang,<br>Shandong                               | The property will have a total above-ground gross floor area of approximately 10,059.50 sq m.   |  |   |
|     | Province,   | The property is held with   |  |   |
|     | the PRC   | allocated land use rights for education use.  |  |   |
|     | 中國山東省<br>濰坊市奎文區<br>玄武街以西<br>清平路以西<br>樂川街以北<br>濰坊市光正實驗<br>學校待建部分                           |   |  |   |

#### Notes:-

- (1) The land use rights of the property are allocated in nature. We have therefore ascribed no commercial value to the property.
- (2) According to Allocated Land Use Rights Certificate No. (2016)B57 issued by 潍坊市人民政府 (Weifang Peoples' Government) on 14 July 2016, the land use rights of the property with a total site area of 104,758.00 sq m have been allocated to 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) for education use.
- (3) According to Planning Permit for Construction Use of Land No. 07022015WK018 issued by 濰坊市規劃局 (Planning Bureau of Weifang) on 28 December 2015, the construction site of land with a site area of 104,758.00 sq m and a construction scale of 94,823.50 sq m are in compliance with the urban planning requirements and have been approved.
- (4) According to Business License No. 91370702MA3BX2CX19 dated 9 October 2015, 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) has been established as a limited company with a registered capital of RMB30,000,000 and a valid operation period since from 9 October 2015 to 8 October 2065.
- (5) We have been provided with a Legal Opinion on the property prepared by the Group's PRC legal adviser, which contains, inter alia, the following information:-
  - (i) The Allocated-owned Land Use Rights Certificate of the property is legal and valid under the PRC laws;
  - (ii) The land use rights and building ownership of the property have been vested in 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.);
  - (iii) 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) is the legal land user of the property; and
  - (iv) 維坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) has the right to freely occupy and use of the land use rights and building ownership of the property.
- (6) The status of the title and grant of major approvals and licenses in accordance with the information provided to us are as follows:-

Allocated Land Use Rights Certificate
Planning Permit for Construction Use of Land
Business License
Yes
No

# PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

#### Group IV - Properties leased and occupied by the Group in the PRC

#### Description and particulars of tenancy **Property**

Market value in existing state as at 30 June 2016

Properties leased for Dongguan Guangming School. Guangming Road. Dongcheng District, Dongguan, Guangdong Province,

the PRC

The property comprises various properties leased for Dongguan Guangming School.

No commercial value

中國廣東省東莞市東城區 光明大道東莞市 光明中學租賃物業

The property comprises a parcel of land with a site area of 2,398.00 sq m occupied by Dongguan Guangming School for leisure and recreational activities, and various properties with a total gross floor area of approximately 63,008.31 sq m occupied as dormitories or apartments for students or staff.

The property is leased from various independent third parties to 東莞市光明中學 (Dongguan Guangming School) with various expiry dates of tenancies from 30 October 2016 to 21 March 2036 at a total monthly rent of RMB248,633.

According to the PRC legal opinion, the lessors have not provided the Building Ownership Certificates of the property and it is not certain whether the lessors are entitled to lease the property.

The leases have not been registered in the relevant authority.

Properties leased for Dongguan Guangzheng Preparatory School, Zengbu Village, Chashan County, Dongguan, Guangdong Province, the PRC

茶山鎮增埗村

租賃物業

The property comprises various properties currently occupied by Dongguan Guangzheng Preparatory School as staff dormitories.

The property has a gross floor area of 13,836 sq m and is currently occupied by the Group as staff dormitories.

No commercial value

The property is leased from two independent third parties to 東莞市光正實驗學校 (Dongguan Guangzheng 中國廣東省東莞市 Preparatory School) under two tenancy agreements at a total monthly rent of RMB118,800. 東莞市光正實驗學校

According to the PRC legal opinion, the lessors have not provided the Building Ownership Certificates of the property and it is not certain whether the lessors are entitled to lease the property.

The leases have not been registered in the relevant authority.

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# PROPERTY VALUATION REPORT

#### VALUATION CERTIFICATE

Market value in

#### **Property**

the PRC

#### Description and particulars of tenancy

existing state as at 30 June 2016

No commercial value

Room 201. 13. Unit 3, Building 12. District 2 of Jinxing Garden, 57 Liaohe South Road, Xinglongtai District, Panjin, Liaoning Province,

> 中國遼寧省盤錦市興隆臺區 鐐河南路57號錦興花園2區 12號樓3單元201房間

The property comprises one room in Unit 3, Building 12, District 2 of Jinxing Garden.

The property has a gross floor area of approximately 122.50 sq m and is currently occupied by the Group for office and staff dormitory use.

The property is leased from an independent third party to 盤錦市光正實驗學校 (Panjin Guangzheng Preparatory School) for a term of one year from 1 August 2015 to 31 July 2016 at a monthly rent of RMB9,000.

According to the PRC legal opinion, the lessors have not provided the Building Ownership Certificates of the property and it is not certain whether the lessors are entitled to lease the property.

The leases have not been registered in the relevant authority.

14. Room 3-601, Building 3, Qingping Garden, 3197 Fushou West Road. Weicheng District, Weifang, Shandong Province, the PRC

> 中國山東省濰坊市濰城區 福壽西路3197號 清平花園小區3號樓3-601房

The property comprises one room in Building 3 of Qingping Garden.

The property has a gross floor area of approximately 197.09 sq m and is currently occupied by the Group for residential use.

The property is leased from an independent third party to 潍坊光正實驗學校投資有限公司 (Weifang Guangzheng Preparatory School Investment Co., Ltd.) for a term of one year from 10 November 2015 to 9 November 2016 at a monthly rent of RMB1,706.

According to the PRC legal opinion, the lessors have not provided the Building Ownership Certificates of the property and it is not certain whether the lessors are entitled to lease the property.

The leases have not been registered in the relevant authority.

No commercial value

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

Set out below is a summary of certain provisions of the Memorandum and Articles of Association of the Company and of certain aspects of Cayman company law.

The Company was incorporated in the Cayman Islands as an exempted company with limited liability on 13 July 2010 under the Cayman Companies Law. The Company's constitutional documents consist of its Memorandum of Association and its Articles of Association.

#### 1. MEMORANDUM OF ASSOCIATION

- (a) The Memorandum states, inter alia, that the liability of members of the Company is limited to the amount, if any, for the time being unpaid on the shares respectively held by them and that the objects for which the Company is established are unrestricted (including acting as an investment company), and that the Company shall have and be capable of exercising all the functions of a natural person of full capacity irrespective of any question of corporate benefit, as provided in section 27(2) of the Companies Law and in view of the fact that the Company is an exempted company that the Company will not trade in the Cayman Islands with any person, firm or corporation except in furtherance of the business of the Company carried on outside the Cayman Islands.
- (b) The Company may by special resolution alter its Memorandum with respect to any objects, powers or other matters specified therein.

#### 2. ARTICLES OF ASSOCIATION

The Articles were conditionally adopted on [●] with effect from the [REDACTED] Date. The following is a summary of certain provisions of the Articles:

### (a) Shares

#### (i) Classes of shares

The share capital of the Company consists of ordinary shares.

#### (ii) Variation of rights of existing shares or classes of shares

Subject to the Companies Law, if at any time the share capital of the Company is divided into different classes of shares, all or any of the special rights attached to the shares or any class of shares may (unless otherwise provided for by the terms of issue of that class) be varied, modified or abrogated either with the consent in writing of the holders of not less than three-fourths in nominal value of the issued shares of that class or with the sanction of a special resolution passed at a separate general meeting of the holders of the shares of that class. To every such separate general meeting the provisions of the Articles relating to general meetings will *mutatis mutandis* apply, but so that the necessary quorum (other than at an adjourned meeting) shall be two persons holding or representing by proxy not less than one-third in nominal value of the issued shares of that class and at any adjourned meeting two holders present in person or by proxy (whatever the number of shares held by them) shall be a quorum. Every holder of shares of the class shall be entitled to one vote for every such share held by him.

Any special rights conferred upon the holders of any shares or class of shares shall not, unless otherwise expressly provided in the rights attaching to the terms of issue of such shares, be deemed to be varied by the creation or issue of further shares ranking *pari passu* therewith.

# (iii) Alteration of capital

The Company may by ordinary resolution of its members:

(i) increase its share capital by the creation of new shares;

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

- (ii) consolidate all or any of its capital into shares of larger amount than its existing shares;
- (iii) divide its shares into several classes and attach to such shares any preferential, deferred, qualified or special rights, privileges, conditions or restrictions as the Company in general meeting or as the directors may determine;
- (iv) sub divide its shares or any of them into shares of smaller amount than is fixed by the Memorandum; or
- (v) cancel any shares which, at the date of passing of the resolution, have not been taken and diminish the amount of its capital by the amount of the shares so cancelled.

The Company may reduce its share capital or any capital redemption reserve or other undistributable reserve in any way by special resolution.

#### (iv) Transfer of shares

All transfers of shares may be effected by an instrument of transfer in the usual or common form or in a form prescribed by The Stock Exchange of Hong Kong Limited (the "Stock Exchange") or in such other form as the board may approve and which may be under hand or, if the transferor or transferee is a clearing house or its nominee(s), by hand or by machine imprinted signature or by such other manner of execution as the board may approve from time to time.

The instrument of transfer shall be executed by or on behalf of the transferor and the transferee provided that the board may dispense with the execution of the instrument of transfer by the transferee. The transferor shall be deemed to remain the holder of the share until the name of the transferee is entered in the register of members in respect that share.

The board may, in its absolute discretion, at any time transfer any share upon the principal register to any branch register or any share on any branch register to the principal register or any other branch register.

The board may decline to recognise any instrument of transfer unless a fee (not exceeding the maximum sum as Stock Exchange may determine to be payable) determined by the Directors is paid to the Company, the instrument of transfer is properly stamped (if applicable), it is in respect of only one class of share and is lodged at the relevant registration office or registered office or such other place at which the principal register is kept accompanied by the relevant share certificate(s) and such other evidence as the board may reasonably require to show the right of the transferor to make the transfer (and if the instrument of transfer is executed by some other person on his behalf, the authority of that person so to do).

The registration of transfers may be suspended and the register closed on giving notice by advertisement in any newspaper or by any other means in accordance with the requirements of the Stock Exchange, at such times and for such periods as the board may determine. The register of members must not be closed for periods exceeding in the whole thirty (30) days in any year.

Subject to the above, fully paid shares are free from any restriction on transfer and free of all liens in favour of the Company.

#### (v) Power of the Company to purchase its own shares

The Company is empowered by the Companies Law and the Articles to purchase its own shares subject to certain restrictions and the board may only exercise this power on behalf of the Company subject to any applicable requirements imposed from time to time by Stock Exchange.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

Where the Company purchases for redemption a redeemable share, purchases not made through the market or by tender must be limited to a maximum price determined by the Company in general meeting. If purchases are by tender, tenders must be made available to all members alike.

#### (vi) Power of any subsidiary of the Company to own shares in the Company

There are no provisions in the Articles relating to ownership of shares in the Company by a subsidiary.

#### (vii) Calls on shares and forfeiture of shares

The board may from time to time make such calls upon the members in respect of any monies unpaid on the shares held by them respectively (whether on account of the nominal value of the shares or by way of premium). A call may be made payable either in one lump sum or by installments. If the sum payable in respect of any call or instalment is not paid on or before the day appointed for payment thereof, the person or persons from whom the sum is due shall pay interest on the same at such rate not exceeding twenty per cent. (20%) per annum as the board may agree to accept from the day appointed for the payment thereof to the time of actual payment, but the board may waive payment of such interest wholly or in part. The board may, if it thinks fit, receive from any member willing to advance the same, either in money or money's worth, all or any part of the monies uncalled and unpaid or installments payable upon any shares held by him, and upon all or any of the monies so advanced the Company may pay interest at such rate (if any) as the board may decide.

If a member fails to pay any call on the day appointed for payment thereof, the board may serve not less than fourteen (14) clear days' notice on him requiring payment of so much of the call as is unpaid, together with any interest which may have accrued and which may still accrue up to the date of actual payment and stating that, in the event of non-payment at or before the time appointed, the shares in respect of which the call was made will be liable to be forfeited.

If the requirements of any such notice are not complied with, any share in respect of which the notice has been given may at any time thereafter, before the payment required by the notice has been made, be forfeited by a resolution of the board to that effect. Such forfeiture will include all dividends and bonuses declared in respect of the forfeited share and not actually paid before the forfeiture.

A person whose shares have been forfeited shall cease to be a member in respect of the forfeited shares but shall, notwithstanding, remain liable to pay to the Company all monies which, at the date of forfeiture, were payable by him to the Company in respect of the shares, together with (if the board shall in its discretion so require) interest thereon from the date of forfeiture until the date of actual payment at such rate not exceeding twenty per cent. (20%) per annum as the board determines.

#### (b) Directors

# (i) Appointment, retirement and removal

At each annual general meeting, one third of the Directors for the time being (or if their number is not a multiple of three, then the number nearest to but not less than one third) shall retire from office by rotation provided that every Director shall be subject to retirement at an annual general meeting at least once every three years. The Directors to retire by rotation shall include any Director who wishes to retire and not offer himself for re-election. Any further Directors so to retire shall be those who have been longest in office since their last re-election or appointment but as between persons who became or were last re-elected Directors on the same day those to retire will (unless they otherwise agree among themselves) be determined by lot.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

Neither a Director nor an alternate Director is required to hold any shares in the Company by way of qualification. Further, there are no provisions in the Articles relating to retirement of Directors upon reaching any age limit.

The Directors have the power to appoint any person as a Director either to fill a casual vacancy on the board or as an addition to the existing board. Any Director appointed to fill a casual vacancy shall hold office until the first general meeting of members after his appointment and be subject to re-election at such meeting and any Director appointed as an addition to the existing board shall hold office only until the next following annual general meeting of the Company and shall then be eligible for re-election.

A Director may be removed by an ordinary resolution of the Company before the expiration of his period of office (but without prejudice to any claim which such Director may have for damages for any breach of any contract between him and the Company) and members of the Company may by ordinary resolution appoint another in his place. Unless otherwise determined by the Company in general meeting, the number of Directors shall not be less than two. There is no maximum number of Directors.

The office of director shall be vacated if:

- (aa) he resigns by notice in writing delivered to the Company;
- (bb) he becomes of unsound mind or dies;
- (cc) without special leave, he is absent from meetings of the board for six (6) consecutive months, and the board resolves that his office is vacated;
- (dd) he becomes bankrupt or has a receiving order made against him or suspends payment or compounds with his creditors;
- (ee) he is prohibited from being a director by law; or
- (ff) he ceases to be a director by virtue of any provision of law or is removed from office pursuant to the Articles.

The board may appoint one or more of its body to be managing director, joint managing director, or deputy managing director or to hold any other employment or executive office with the Company for such period and upon such terms as the board may determine and the board may revoke or terminate any of such appointments. The board may delegate any of its powers, authorities and discretions to committees consisting of such Director or Directors and other persons as the board thinks fit, and it may from time to time revoke such delegation or revoke the appointment of and discharge any such committees either wholly or in part, and either as to persons or purposes, but every committee so formed must, in the exercise of the powers, authorities and discretions so delegated, conform to any regulations that may from time to time be imposed upon it by the board.

#### (ii) Power to allot and issue shares and warrants

Subject to the provisions of the Companies Law and the Memorandum and Articles and to any special rights conferred on the holders of any shares or class of shares, any share may be issued (a) with or have attached thereto such rights, or such restrictions, whether with regard to dividend, voting, return of capital, or otherwise, as the Company may by ordinary resolution determine (or, in the absence of any such determination or so far as the same may not make specific provision, as the board may determine), or (b) on terms that, at the option of the Company or the holder thereof, it is liable to be redeemed.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

The board may issue warrants conferring the right upon the holders thereof to subscribe for any class of shares or securities in the capital of the Company on such terms as it may determine.

Subject to the provisions of the Companies Law and the Articles and, where applicable, the rules of Stock Exchange and without prejudice to any special rights or restrictions for the time being attached to any shares or any class of shares, all unissued shares in the Company are at the disposal of the board, which may offer, allot, grant options over or otherwise dispose of them to such persons, at such times, for such consideration and on such terms and conditions as it in its absolute discretion thinks fit, but so that no shares shall be issued at a discount.

Neither the Company nor the board is obliged, when making or granting any allotment of, offer of, option over or disposal of shares, to make, or make available, any such allotment, offer, option or shares to members or others with registered addresses in any particular territory or territories being a territory or territories where, in the absence of a registration statement or other special formalities, this would or might, in the opinion of the board, be unlawful or impracticable. Members affected as a result of the foregoing sentence shall not be, or be deemed to be, a separate class of members for any purpose whatsoever.

# (iii) Power to dispose of the assets of the Company or any of its subsidiaries

There are no specific provisions in the Articles relating to the disposal of the assets of the Company or any of its subsidiaries. The Directors may, however, exercise all powers and do all acts and things which may be exercised or done or approved by the Company and which are not required by the Articles or the Companies Law to be exercised or done by the Company in general meeting.

#### (iv) Borrowing powers

The board may exercise all the powers of the Company to raise or borrow money, to mortgage or charge all or any part of the undertaking, property and assets and uncalled capital of the Company and, subject to the Companies Law, to issue debentures, bonds and other securities of the Company, whether outright or as collateral security for any debt, liability or obligation of the Company or of any third party.

#### (v) Remuneration

The ordinary remuneration of the Directors is to be determined by the Company in general meeting, such sum (unless otherwise directed by the resolution by which it is voted) to be divided amongst the Directors in such proportions and in such manner as the board may agree or, failing agreement, equally, except that any Director holding office for part only of the period in respect of which the remuneration is payable shall only rank in such division in proportion to the time during such period for which he held office. The Directors are also entitled to be prepaid or repaid all travelling, hotel and incidental expenses reasonably expected to be incurred or incurred by them in attending any board meetings, committee meetings or general meetings or separate meetings of any class of shares or of debentures of the Company or otherwise in connection with the discharge of their duties as Directors.

Any Director who, by request, goes or resides abroad for any purpose of the Company or who performs services which in the opinion of the board go beyond the ordinary duties of a Director may be paid such extra remuneration as the board may determine and such extra remuneration shall be in addition to or in substitution for any ordinary remuneration as a Director. An executive Director appointed to be a managing director, joint managing director, deputy managing director or other executive officer shall receive such remuneration and such other benefits and allowances as the board may from time to time decide. Such remuneration may be either in addition to or in lieu of his remuneration as a Director.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

The board may establish or concur or join with other companies (being subsidiary companies of the Company or companies with which it is associated in business) in establishing and making contributions out of the Company's monies to any schemes or funds for providing pensions, sickness or compassionate allowances, life assurance or other benefits for employees (which expression as used in this and the following paragraph shall include any Director or ex-Director who may hold or have held any executive office or any office of profit with the Company or any of its subsidiaries) and ex-employees of the Company and their dependents or any class or classes of such persons.

The board may pay, enter into agreements to pay or make grants of revocable or irrevocable, and either subject or not subject to any terms or conditions, pensions or other benefits to employees and ex-employees and their dependents, or to any of such persons, including pensions or benefits additional to those, if any, to which such employees or ex-employees or their dependents are or may become entitled under any such scheme or fund as is mentioned in the previous paragraph. Any such pension or benefit may, as the board considers desirable, be granted to an employee either before and in anticipation of, or upon or at any time after, his actual retirement.

#### (vi) Compensation or payments for loss of office

Pursuant to the Articles, payments to any Director or past Director of any sum by way of compensation for loss of office or as consideration for or in connection with his retirement from office (not being a payment to which the Director is contractually entitled) must be approved by the Company in general meeting.

#### (vii) Loans and provision of security for loans to Directors

The Company must not make any loan, directly or indirectly, to a Director or his close associate(s) if and to the extent it would be prohibited by the Companies Ordinance (Chapter 622 of the laws of Hong Kong) as if the Company were a company incorporated in Hong Kong.

#### (viii) Disclosure of interests in contracts with the Company or any of its subsidiaries

A Director may hold any other office or place of profit with the Company (except that of the auditor of the Company) in conjunction with his office of Director for such period and upon such terms as the board may determine, and may be paid such extra remuneration therefor in addition to any remuneration provided for by or pursuant to the Articles. A Director may be or become a director or other officer of, or otherwise interested in, any company promoted by the Company or any other company in which the Company may be interested, and shall not be liable to account to the Company or the members for any remuneration, profits or other benefits received by him as a director, officer or member of, or from his interest in, such other company. The board may also cause the voting power conferred by the shares in any other company held or owned by the Company to be exercised in such manner in all respects as it thinks fit, including the exercise thereof in favour of any resolution appointing the Directors or any of them to be directors or officers of such other company, or voting or providing for the payment of remuneration to the directors or officers of such other company.

No Director or proposed or intended Director shall be disqualified by his office from contracting with the Company, either with regard to his tenure of any office or place of profit or as vendor, purchaser or in any other manner whatsoever, nor shall any such contract or any other contract or arrangement in which any Director is in any way interested be liable to be avoided, nor shall any Director so contracting or being so interested be liable to account to the Company or the members for any remuneration, profit or other benefits realised by any such contract or arrangement by reason of such Director holding that office or the fiduciary relationship thereby established. A Director who to his knowledge is in any way, whether

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

directly or indirectly, interested in a contract or arrangement or proposed contract or arrangement with the Company must declare the nature of his interest at the meeting of the board at which the question of entering into the contract or arrangement is first taken into consideration, if he knows his interest then exists, or in any other case, at the first meeting of the board after he knows that he is or has become so interested.

A Director shall not vote (nor be counted in the quorum) on any resolution of the board approving any contract or arrangement or other proposal in which he or any of his close associates is materially interested, but this prohibition does not apply to any of the following matters, namely:

- (aa) any contract or arrangement for giving to such Director or his close associate(s) any security or indemnity in respect of money lent by him or any of his close associates or obligations incurred or undertaken by him or any of his close associates at the request of or for the benefit of the Company or any of its subsidiaries;
- (bb) any contract or arrangement for the giving of any security or indemnity to a third party in respect of a debt or obligation of the Company or any of its subsidiaries for which the Director or his close associate(s) has himself/themselves assumed responsibility in whole or in part whether alone or jointly under a guarantee or indemnity or by the giving of security;
- (cc) any contract or arrangement concerning an offer of shares or debentures or other securities of or by the Company or any other company which the Company may promote or be interested in for subscription or purchase, where the Director or his close associate(s) is/are or is/are to be interested as a participant in the underwriting or sub-underwriting of the offer;
- (dd) any contract or arrangement in which the Director or his close associate(s) is/are interested in the same manner as other holders of shares or debentures or other securities of the Company by virtue only of his/their interest in shares or debentures or other securities of the Company; or
- (ee) any proposal or arrangement concerning the adoption, modification or operation of a share option scheme, a pension fund or retirement, death, or disability benefits scheme or other arrangement which relates both to Directors, his close associates and employees of the Company or of any of its subsidiaries and does not provide in respect of any Director, or his close associate(s), as such any privilege or advantage not accorded generally to the class of persons to which such scheme or fund relates.

#### (c) Proceedings of the Board

The board may meet for the despatch of business, adjourn and otherwise regulate its meetings as it considers appropriate. Questions arising at any meeting shall be determined by a majority of votes. In the case of an equality of votes, the chairman of the meeting shall have an additional or casting vote.

#### (d) Alterations to constitutional documents and the Company's name

The Articles may be rescinded, altered or amended by the Company in general meeting by special resolution. The Articles state that a special resolution shall be required to alter the provisions of the Memorandum, to amend the Articles or to change the name of the Company.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

#### (e) Meetings of members

#### (i) Special and ordinary resolutions

A special resolution of the Company must be passed by a majority of not less than three-fourths of the votes cast by such members as, being entitled so to do, vote in person or, in the case of such members as are corporations, by their duly authorised representatives or, where proxies are allowed, by proxy at a general meeting of which notice has been duly given in accordance with the Articles.

Under the Companies Law, a copy of any special resolution must be forwarded to the Registrar of Companies in the Cayman Islands within fifteen (15) days of being passed.

An ordinary resolution is defined in the Articles to mean a resolution passed by a simple majority of the votes of such members of the Company as, being entitled to do so, vote in person or, in the case of corporations, by their duly authorised representatives or, where proxies are allowed, by proxy at a general meeting of which notice has been duly given held in accordance with the Articles.

#### (ii) Voting rights and right to demand a poll

Subject to any special rights or restrictions as to voting for the time being attached to any shares, at any general meeting on a poll every member present in person or by proxy or, in the case of a member being a corporation, by its duly authorised representative shall have one vote for every fully paid share of which he is the holder but so that no amount paid up or credited as paid up on a share in advance of calls or installments is treated for the foregoing purposes as paid up on the share. A member entitled to more than one vote need not use all his votes or cast all the votes he uses in the same way.

At any general meeting a resolution put to the vote of the meeting is to be decided by way of a poll save that the chairman of the meeting may in good faith, allow a resolution which relates purely to a procedural or administrative matter to be voted on by a show of hands in which case every member present in person (or being a corporation, is present by a duly authorized representative), or by proxy(ies) shall have one vote provided that where more than one proxy is appointed by a member which is a clearing house (or its nominee(s)), each such proxy shall have one vote on a show of hands.

If a recognised clearing house (or its nominee(s)) is a member of the Company it may authorise such person or persons as it thinks fit to act as its representative(s) at any meeting of the Company or at any meeting of any class of members of the Company provided that, if more than one person is so authorised, the authorisation shall specify the number and class of shares in respect of which each such person is so authorised. A person authorised pursuant to this provision shall be deemed to have been duly authorised without further evidence of the facts and be entitled to exercise the same powers on behalf of the recognised clearing house (or its nominee(s)) as if such person was the registered holder of the shares of the Company held by that clearing house (or its nominee(s)) including, where a show of hands is allowed, the right to vote individually on a show of hands.

Where the Company has any knowledge that any shareholder is, under the rules of the Stock Exchange, required to abstain from voting on any particular resolution of the Company or restricted to voting only for or only against any particular resolution of the Company, any votes cast by or on behalf of such shareholder in contravention of such requirement or restriction shall not be counted.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

## (iii) Annual general meetings

The Company must hold an annual general meeting of the Company every year within a period of not more than fifteen (15) months after the holding of the last preceding annual general meeting or a period of not more than eighteen (18) months from the date of adoption of the Articles, unless a longer period would not infringe the rules of the Stock Exchange.

## (iv) Notices of meetings and business to be conducted

An annual general meeting must be called by notice of not less than twenty-one (21) days and not less than twenty (20) business days. All other general meetings must be called by notice of at least fourteen (14) days and not less than ten (10) business days. The notice is exclusive of the day on which it is served or deemed to be served and of the day for which it is given, and must specify the time and place of the meeting and, in the case of special business, the general nature of that business.

In addition notice of every general meeting, must be given to all members of the Company other than to such members as, under the provisions of the Articles or the terms of issue of the shares they hold, are not entitled to receive such notices from the Company, and also to the auditors for the time being of the Company.

Any notice to be given to or by any person pursuant to the Articles may be served on or delivered to any member of the Company personally, by post to such member's registered address or by advertisement in newspapers published daily and circulating generally in Hong Kong and in accordance with the requirements of the Stock Exchange. Subject to compliance with Cayman Islands law and the rules of the Stock Exchange, notice may also be served or delivered by the Company to any member by electronic means.

All business that is transacted at an extraordinary general meeting and at an annual general meeting is deemed special, save that in the case of an annual general meeting, each the following business is deemed an ordinary business:

- (aa) the declaration and sanctioning of dividends;
- (bb) the consideration and adoption of the accounts and balance sheet and the reports of the directors and the auditors;
- (cc) the election of directors in place of those retiring;
- (dd) the appointment of auditors and other officers;
- (ee) the fixing of the remuneration of the directors and of the auditors;
- (ff) the granting of any mandate or authority to the directors to offer, allot, grant options over or otherwise dispose of the unissued shares of the Company representing not more than twenty per cent (20%) in nominal value of its existing issued share capital; and
- (gg) the granting of any mandate or authority to the directors to repurchase securities of the Company.

# (v) Quorum for meetings and separate class meetings

No business shall be transacted at any general meeting unless a quorum is present when the meeting proceeds to business, but the absence of a quorum shall not preclude the appointment of a chairman.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

The quorum for a general meeting shall be two members present in person (or, in the case of a member being a corporation, by its duly authorised representative) or by proxy and entitled to vote. In respect of a separate class meeting (other than an adjourned meeting) convened to sanction the modification of class rights the necessary quorum shall be two persons holding or representing by proxy not less than one-third in nominal value of the issued shares of that class.

## (vi) Proxies

Any member of the Company entitled to attend and vote at a meeting of the Company is entitled to appoint another person as his proxy to attend and vote instead of him. A member who is the holder of two or more shares may appoint more than one proxy to represent him and vote on his behalf at a general meeting of the Company or at a class meeting. A proxy need not be a member of the Company and is entitled to exercise the same powers on behalf of a member who is an individual and for whom he acts as proxy as such member could exercise. In addition, a proxy is entitled to exercise the same powers on behalf of a member which is a corporation and for which he acts as proxy as such member could exercise if it were an individual member. Votes may be given either personally (or, in the case of a member being a corporation, by its duly authorised representative) or by proxy.

## (f) Accounts and audit

The board shall cause true accounts to be kept of the sums of money received and expended by the Company, and the matters in respect of which such receipt and expenditure take place, and of the property, assets, credits and liabilities of the Company and of all other matters required by the Companies Law or necessary to give a true and fair view of the Company's affairs and to explain its transactions.

The accounting records must be kept at the registered office or at such other place or places as the board decides and shall always be open to inspection by any Director. No member (other than a Director) shall have any right to inspect any accounting record or book or document of the Company except as conferred by law or authorised by the board or the Company in general meeting. However, an exempted company must make available at its registered office in electronic form or any other medium, copies of its books of account or parts thereof as may be required of it upon service of an order or notice by the Tax Information Authority pursuant to the Tax Information Authority Law of the Cayman Islands.

A copy of every balance sheet and profit and loss account (including every document required by law to be annexed thereto) which is to be laid before the Company at its general meeting, together with a printed copy of the Directors' report and a copy of the auditors' report, shall not less than twenty-one (21) days before the date of the meeting and at the same time as the notice of annual general meeting be sent to every person entitled to receive notices of general meetings of the Company under the provisions of the Articles; however, subject to compliance with all applicable laws, including the rules of the Stock Exchange, the Company may send to such persons summarised financial statements derived from the Company's annual accounts and the directors' report instead provided that any such person may by notice in writing served on the Company, demand that the Company sends to him, in addition to summarised financial statements, a complete printed copy of the Company's annual financial statement and the directors' report thereon.

At the annual general meeting or at a subsequent extraordinary general meeting in each year, the members shall appoint an auditor to audit the accounts of the Company and such auditor shall hold office until the next annual general meeting. The remuneration of the auditors shall be fixed by the Company in general meeting or in such manner as the members may determine.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

The financial statements of the Company shall be audited by the auditor in accordance with generally accepted auditing standards which may be those of a country or jurisdiction other than the Cayman Islands. The auditor shall make a written report thereon in accordance with generally accepted auditing standards and the report of the auditor must be submitted to the members in general meeting.

## (g) Dividends and other methods of distribution

The Company in general meeting may declare dividends in any currency to be paid to the members but no dividend shall be declared in excess of the amount recommended by the board.

The Articles provide dividends may be declared and paid out of the profits of the Company, realised or unrealised, or from any reserve set aside from profits which the directors determine is no longer needed. With the sanction of an ordinary resolution dividends may also be declared and paid out of share premium account or any other fund or account which can be authorised for this purpose in accordance with the Companies Law.

Except in so far as the rights attaching to, or the terms of issue of, any share may otherwise provide, (i) all dividends shall be declared and paid according to the amounts paid up on the shares in respect whereof the dividend is paid but no amount paid up on a share in advance of calls shall for this purpose be treated as paid up on the share and (ii) all dividends shall be apportioned and paid pro rata according to the amount paid up on the shares during any portion or portions of the period in respect of which the dividend is paid. The Directors may deduct from any dividend or other monies payable to any member or in respect of any shares all sums of money (if any) presently payable by him to the Company on account of calls or otherwise.

Whenever the board or the Company in general meeting has resolved that a dividend be paid or declared on the share capital of the Company, the board may further resolve either (a) that such dividend be satisfied wholly or in part in the form of an allotment of shares credited as fully paid up, provided that the shareholders entitled thereto will be entitled to elect to receive such dividend (or part thereof) in cash in lieu of such allotment, or (b) that shareholders entitled to such dividend will be entitled to elect to receive an allotment of shares credited as fully paid up in lieu of the whole or such part of the dividend as the board may think fit.

The Company may also upon the recommendation of the board by an ordinary resolution resolve in respect of any one particular dividend of the Company that it may be satisfied wholly in the form of an allotment of shares credited as fully paid up without offering any right to shareholders to elect to receive such dividend in cash in lieu of such allotment.

Any dividend, interest or other sum payable in cash to the holder of shares may be paid by cheque or warrant sent through the post addressed to the holder at his registered address, or in the case of joint holders, addressed to the holder whose name stands first in the register of the Company in respect of the shares at his address as appearing in the register or addressed to such person and at such addresses as the holder or joint holders may in writing direct. Every such cheque or warrant shall, unless the holder or joint holders otherwise direct, be made payable to the order of the holder or, in the case of joint holders, to the order of the holder whose name stands first on the register in respect of such shares, and shall be sent at his or their risk and payment of the cheque or warrant by the bank on which it is drawn shall constitute a good discharge to the Company. Any one of two or more joint holders may give effectual receipts for any dividends or other moneys payable or property distributable in respect of the shares held by such joint holders.

Whenever the board or the Company in general meeting has resolved that a dividend be paid or declared the board may further resolve that such dividend be satisfied wholly or in part by the distribution of specific assets of any kind.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

All dividends or bonuses unclaimed for one year after having been declared may be invested or otherwise made use of by the board for the benefit of the Company until claimed and the Company shall not be constituted a trustee in respect thereof. All dividends or bonuses unclaimed for six years after having been declared may be forfeited by the board and shall revert to the Company.

No dividend or other monies payable by the Company on or in respect of any share shall bear interest against the Company.

## (h) Inspection of corporate records

Pursuant to the Articles, the register and branch register of members shall be open to inspection for at least two (2) hours during business hours by members without charge, or by any other person upon a maximum payment of HK\$2.50 or such lesser sum specified by the board, at the registered office or such other place at which the register is kept in accordance with the Companies Law or, upon a maximum payment of HK\$1.00 or such lesser sum specified by the board, at the office where the branch register of members is kept, unless the register is closed in accordance with the Articles.

## (i) Rights of minorities in relation to fraud or oppression

There are no provisions in the Articles relating to rights of minority shareholders in relation to fraud or oppression. However, certain remedies are available to shareholders of the Company under Cayman Islands law, as summarised in paragraph 3(f) of this Appendix.

# (j) Procedures on liquidation

A resolution that the Company be wound up by the court or be wound up voluntarily shall be a special resolution.

Subject to any special rights, privileges or restrictions as to the distribution of available surplus assets on liquidation for the time being attached to any class or classes of shares:

- (i) if the Company is wound up and the assets available for distribution amongst the members of the Company shall be more than sufficient to repay the whole of the capital paid up at the commencement of the winding up, the excess shall be distributed *pari passu* amongst such members in proportion to the amount paid up on the shares held by them respectively; and
- (ii) if the Company is wound up and the assets available for distribution amongst the members as such shall be insufficient to repay the whole of the paid-up capital, such assets shall be distributed so that, as nearly as may be, the losses shall be borne by the members in proportion to the capital paid up, or which ought to have been paid up, at the commencement of the winding up on the shares held by them respectively.

If the Company is wound up (whether the liquidation is voluntary or by the court) the liquidator may, with the authority of a special resolution and any other sanction required by the Companies Law divide among the members in specie or kind the whole or any part of the assets of the Company whether the assets shall consist of property of one kind or shall consist of properties of different kinds and the liquidator may, for such purpose, set such value as he deems fair upon any one or more class or classes of property to be divided as aforesaid and may determine how such division shall be carried out as between the members or different classes of members. The liquidator may, with the like authority, vest any part of the assets in trustees upon such trusts for the benefit of members as the liquidator, with the like authority, shall think fit, but so that no contributory shall be compelled to accept any shares or other property in respect of which there is a liability.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

## (k) Subscription rights reserve

The Articles provide that to the extent that it is not prohibited by and is in compliance with the Companies Law, if warrants to subscribe for shares have been issued by the Company and the Company does any act or engages in any transaction which would result in the subscription price of such warrants being reduced below the par value of a share, a subscription rights reserve shall be established and applied in paying up the difference between the subscription price and the par value of a share on any exercise of the warrants.

## 3. CAYMAN ISLANDS COMPANY LAW

The Company is incorporated in the Cayman Islands subject to the Companies Law and, therefore, operates subject to Cayman Islands law. Set out below is a summary of certain provisions of Cayman company law, although this does not purport to contain all applicable qualifications and exceptions or to be a complete review of all matters of Cayman company law and taxation, which may differ from equivalent provisions in jurisdictions with which interested parties may be more familiar:

## (a) Company operations

As an exempted company, the Company's operations must be conducted mainly outside the Cayman Islands. The Company is required to file an annual return each year with the Registrar of Companies of the Cayman Islands and pay a fee which is based on the amount of its authorised share capital.

# (b) Share capital

The Companies Law provides that where a company issues shares at a premium, whether for cash or otherwise, a sum equal to the aggregate amount of the value of the premiums on those shares shall be transferred to an account, to be called the "share premium account". At the option of a company, these provisions may not apply to premiums on shares of that company allotted pursuant to any arrangement in consideration of the acquisition or cancellation of shares in any other company and issued at a premium.

The Companies Law provides that the share premium account may be applied by the company subject to the provisions, if any, of its memorandum and articles of association in (a) paying distributions or dividends to members; (b) paying up unissued shares of the company to be issued to members as fully paid bonus shares; (c) the redemption and repurchase of shares (subject to the provisions of section 37 of the Companies Law); (d) writing-off the preliminary expenses of the company; and (e) writing-off the expenses of, or the commission paid or discount allowed on, any issue of shares or debentures of the company.

No distribution or dividend may be paid to members out of the share premium account unless immediately following the date on which the distribution or dividend is proposed to be paid, the company will be able to pay its debts as they fall due in the ordinary course business.

The Companies Law provides that, subject to confirmation by the Grand Court of the Cayman Islands (the "Court"), a company limited by shares or a company limited by guarantee and having a share capital may, if so authorised by its articles of association, by special resolution reduce its share capital in any way.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

## (c) Financial assistance to purchase shares of a company or its holding company

There is no statutory restriction in the Cayman Islands on the provision of financial assistance by a company to another person for the purchase of, or subscription for, its own or its holding company's shares. Accordingly, a company may provide financial assistance if the directors of the company consider, in discharging their duties of care and acting in good faith, for a proper purpose and in the interests of the company, that such assistance can properly be given. Such assistance should be on an arm's-length basis.

## (d) Purchase of shares and warrants by a company and its subsidiaries

A company limited by shares or a company limited by guarantee and having a share capital may, if so authorised by its articles of association, issue shares which are to be redeemed or are liable to be redeemed at the option of the company or a shareholder and the Companies Law expressly provides that it shall be lawful for the rights attaching to any shares to be varied, subject to the provisions of the company's articles of association, so as to provide that such shares are to be or are liable to be so redeemed. In addition, such a company may, if authorised to do so by its articles of association, purchase its own shares, including any redeemable shares. However, if the articles of association do not authorise the manner and terms of purchase, a company cannot purchase any of its own shares unless the manner and terms of purchase have first been authorised by an ordinary resolution of the company. At no time may a company redeem or purchase its shares unless they are fully paid. A company may not redeem or purchase any of its shares if, as a result of the redemption or purchase, there would no longer be any issued shares of the company other than shares held as treasury shares. A payment out of capital by a company for the redemption or purchase of its own shares is not lawful unless immediately following the date on which the payment is proposed to be made, the company shall be able to pay its debts as they fall due in the ordinary course of business.

Shares purchased by a company is to be treated as cancelled unless, subject to the memorandum and articles of association of the company, the directors of the company resolve to hold such shares in the name of the company as treasury shares prior to the purchase. Where shares of a company are held as treasury shares, the company shall be entered in the register of members as holding those shares, however, notwithstanding the foregoing, the company is not be treated as a member for any purpose and must not exercise any right in respect of the treasury shares, and any purported exercise of such a right shall be void, and a treasury share must not be voted, directly or indirectly, at any meeting of the company and must not be counted in determining the total number of issued shares at any given time, whether for the purposes of the company's articles of association or the Companies I aw

A company is not prohibited from purchasing and may purchase its own warrants subject to and in accordance with the terms and conditions of the relevant warrant instrument or certificate. There is no requirement under Cayman Islands law that a company's memorandum or articles of association contain a specific provision enabling such purchases and the directors of a company may rely upon the general power contained in its memorandum of association to buy and sell and deal in personal property of all kinds.

Under Cayman Islands law, a subsidiary may hold shares in its holding company and, in certain circumstances, may acquire such shares.

#### (e) Dividends and distributions

The Companies Law permits, subject to a solvency test and the provisions, if any, of the company's memorandum and articles of association, the payment of dividends and distributions out of the share premium account. With the exception of the foregoing, there are no statutory provisions relating to the payment of dividends. Based upon English case law, which is regarded as persuasive in the Cayman Islands, dividends may be paid only out of profits.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

No dividend may be declared or paid, and no other distribution (whether in cash or otherwise) of the company's assets (including any distribution of assets to members on a winding up) may be made to the company, in respect of a treasury share.

## (f) Protection of minorities and shareholders' suits

The Courts ordinarily would be expected to follow English case law precedents which permit a minority shareholder to commence a representative action against or derivative actions in the name of the company to challenge (a) an act which is ultra vires the company or illegal, (b) an act which constitutes a fraud against the minority and the wrongdoers are themselves in control of the company, and (c) an irregularity in the passing of a resolution which requires a qualified (or special) majority.

In the case of a company (not being a bank) having a share capital divided into shares, the Court may, on the application of members holding not less than one fifth of the shares of the company in issue, appoint an inspector to examine into the affairs of the company and to report thereon in such manner as the Court shall direct.

Any shareholder of a company may petition the Court which may make a winding up order if the Court is of the opinion that it is just and equitable that the company should be wound up or, as an alternative to a winding up order, (a) an order regulating the conduct of the company's affairs in the future, (b) an order requiring the company to refrain from doing or continuing an act complained of by the shareholder petitioner or to do an act which the shareholder petitioner has complained it has omitted to do, (c) an order authorising civil proceedings to be brought in the name and on behalf of the company by the shareholder petitioner on such terms as the Court may direct, or (d) an order providing for the purchase of the shares of any shareholders of the company by other shareholders or by the company itself and, in the case of a purchase by the company itself, a reduction of the company's capital accordingly.

Generally claims against a company by its shareholders must be based on the general laws of contract or tort applicable in the Cayman Islands or their individual rights as shareholders as established by the company's memorandum and articles of association.

## (g) Disposal of assets

The Companies Law contains no specific restrictions on the power of directors to dispose of assets of a company. However, as a matter of general law, every officer of a company, which includes a director, managing director and secretary, in exercising his powers and discharging his duties must do so honestly and in good faith with a view to the best interests of the company and exercise the care, diligence and skill that a reasonably prudent person would exercise in comparable circumstances.

# (h) Accounting and auditing requirements

A company must cause proper books of account to be kept with respect to (i) all sums of money received and expended by the company and the matters in respect of which the receipt and expenditure takes place; (ii) all sales and purchases of goods by the company; and (iii) the assets and liabilities of the company.

Proper books of account shall not be deemed to be kept if there are not kept such books as are necessary to give a true and fair view of the state of the company's affairs and to explain its transactions.

An exempted company must make available at its registered office in electronic form or any other medium, copies of its books of account or parts thereof as may be required of it upon service of an order or notice by the Tax Information Authority pursuant to the Tax Information Authority Law of the Cayman Islands.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

## (i) Exchange control

There are no exchange control regulations or currency restrictions in the Cayman Islands.

## (j) Taxation

Pursuant to section 6 of the Tax Concessions Law (2011 Revision) of the Cayman Islands, the Company has obtained an undertaking from the Governor-in-Cabinet:

- (1) that no law which is enacted in the Cayman Islands imposing any tax to be levied on profits, income, gains or appreciation shall apply to the Company or its operations; and
- (2) that the aforesaid tax or any tax in the nature of estate duty or inheritance tax shall not be payable on or in respect of the shares, debentures or other obligations of the Company.

The undertaking for the Company is for a period of twenty years from [•].

The Cayman Islands currently levy no taxes on individuals or corporations based upon profits, income, gains or appreciations and there is no taxation in the nature of inheritance tax or estate duty. There are no other taxes likely to be material to the Company levied by the Government of the Cayman Islands save for certain stamp duties which may be applicable, from time to time, on certain instruments executed in or brought within the jurisdiction of the Cayman Islands. The Cayman Islands are a party to a double tax treaty entered into with the United Kingdom in 2010 but otherwise is not party to any double tax treaties.

## (k) Stamp duty on transfers

No stamp duty is payable in the Cayman Islands on transfers of shares of Cayman Islands companies except those which hold interests in land in the Cayman Islands.

## (l) Loans to directors

There is no express provision in the Companies Law prohibiting the making of loans by a company to any of its directors.

## (m) Inspection of corporate records

Members of the Company have no general right under the Companies Law to inspect or obtain copies of the register of members or corporate records of the Company. They will, however, have such rights as may be set out in the Company's Articles.

## (n) Register of members

An exempted company may maintain its principal register of members and any branch registers at such locations, whether within or without the Cayman Islands, as the directors may, from time to time, think fit. A branch register must be kept in the same manner in which a principal register is by the Companies Law required or permitted to be kept. The company shall cause to be kept at the place where the company's principal register is kept a duplicate of any branch register duly entered up from time to time.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

There is no requirement under the Companies Law for an exempted company to make any returns of members to the Registrar of Companies of the Cayman Islands. The names and addresses of the members are, accordingly, not a matter of public record and are not available for public inspection. However, an exempted company shall make available at its registered office, in electronic form or any other medium, such register of members, including any branch register of members, as may be required of it upon service of an order or notice by the Tax Information Authority pursuant to the Tax Information Authority Law of the Cayman Islands.

## (o) Register of Directors and Officers

The Company is required to maintain at its registered office a register of directors and officers which is not available for inspection by the public. A copy of such register must be filed with the Registrar of Companies in the Cayman Islands and any change must be notified to the Registrar within sixty (60) days of any change in such directors or officers.

## (p) Winding up

A company may be wound up (a) compulsorily by order of the Court, (b) voluntarily, or (c) under the supervision of the Court.

The Court has authority to order winding up in a number of specified circumstances including where the members of the company have passed a special resolution requiring the company to be wound up by the Court, or where the company is unable to pay its debts, or where it is, in the opinion of the Court, just and equitable to do so. Where a petition is presented by members of the company as contributories on the ground that it is just and equitable that the company should be wound up, the Court has the jurisdiction to make certain other orders as an alternative to a winding-up order, such as making an order regulating the conduct of the company's affairs in the future, making an order authorising civil proceedings to be brought in the name and on behalf of the company by the petitioner on such terms as the Court may direct, or making an order providing for the purchase of the shares of any of the members of the company by other members or by the company itself.

A company (save with respect to a limited duration company) may be wound up voluntarily when the company so resolves by special resolution or when the company in general meeting resolves by ordinary resolution that it be wound up voluntarily because it is unable to pay its debts as they fall due. In the case of a voluntary winding up, such company is obliged to cease to carry on its business (except so far as it may be beneficial for its winding up) from the time of passing the resolution for voluntary winding up or upon the expiry of the period or the occurrence of the event referred to above.

For the purpose of conducting the proceedings in winding up a company and assisting the Court therein, there may be appointed an official liquidator or official liquidators; and the court may appoint to such office such person, either provisionally or otherwise, as it thinks fit, and if more persons than one are appointed to such office, the Court must declare whether any act required or authorised to be done by the official liquidator is to be done by all or any one or more of such persons. The Court may also determine whether any and what security is to be given by an official liquidator on his appointment; if no official liquidator is appointed, or during any vacancy in such office, all the property of the company shall be in the custody of the Court.

As soon as the affairs of the company are fully wound up, the liquidator must make a report and an account of the winding up, showing how the winding up has been conducted and how the property of the company has been disposed of, and thereupon call a general meeting of the company for the purposes of laying before it the account and giving an explanation thereof. This final general meeting must be called by at least 21 days' notice to each contributory in any manner authorised by the company's articles of association and published in the Gazette.

# SUMMARY OF THE CONSTITUTION OF OUR COMPANY AND CAYMAN COMPANIES LAW

## (q) Reconstructions

There are statutory provisions which facilitate reconstructions and amalgamations approved by a majority in number representing seventy-five per cent. (75%) in value of shareholders or class of shareholders or creditors, as the case may be, as are present at a meeting called for such purpose and thereafter sanctioned by the Court. Whilst a dissenting shareholder would have the right to express to the Court his view that the transaction for which approval is sought would not provide the shareholders with a fair value for their shares, the Court is unlikely to disapprove the transaction on that ground alone in the absence of evidence of fraud or bad faith on behalf of management.

#### (r) Take-overs

Where an offer is made by a company for the shares of another company and, within four (4) months of the offer, the holders of not less than ninety per cent. (90%) of the shares which are the subject of the offer accept, the offeror may at any time within two (2) months after the expiration of the said four (4) months, by notice in the prescribed manner require the dissenting shareholders to transfer their shares on the terms of the offer. A dissenting shareholder may apply to the Court within one (1) month of the notice objecting to the transfer. The burden is on the dissenting shareholder to show that the Court should exercise its discretion, which it will be unlikely to do unless there is evidence of fraud or bad faith or collusion as between the offeror and the holders of the shares who have accepted the offer as a means of unfairly forcing out minority shareholders.

## (s) Indemnification

Cayman Islands law does not limit the extent to which a company's articles of association may provide for indemnification of officers and directors, except to the extent any such provision may be held by the Court to be contrary to public policy (e.g. for purporting to provide indemnification against the consequences of committing a crime).

#### 4. **GENERAL**

Conyers Dill & Pearman, the Company's special legal counsel on Cayman Islands law, have sent to the Company a letter of advice summarising certain aspects of Cayman Islands company law. This letter, together with a copy of the Companies Law, is available for inspection as referred to in the paragraph headed "Documents available for inspection" in Appendix V to this document. Any person wishing to have a detailed summary of Cayman Islands company law or advice on the differences between it and the laws of any jurisdiction with which he is more familiar is recommended to seek independent legal advice.

## A. FURTHER INFORMATION ABOUT OUR GROUP

## 1. Incorporation

Our Company was incorporated in the Cayman Islands on 13 July 2010 as an exempted company with limited liability under the Cayman Companies Law. Our Company has established a principal place of business in Hong Kong at 36/F., Tower Two, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong and was registered with the Registrar of Companies in Hong Kong as a non-Hong Kong company under Part 16 of the Companies Ordinance (Chapter 622 of the Laws of Hong Kong) on 17 November 2015. Mok Ming Wai has been appointed as the authorised representative of our Company for acceptance of service of process in Hong Kong. The address for acceptance of service of process in Hong Kong of our Company is 36/F., Tower Two, Times Square, 1 Matheson Street, Causeway Bay, Hong Kong.

Pursuant to the written resolutions of our Shareholders passed on 12 May 2016, our Company name has been changed from "Bright Education Group Co. Ltd." to "Wisdom Education Group Company Limited (睿見教育集團有限公司)" and its dual foreign name has been changed from "光正教育(集團)有限公司" to "睿見教育集團有限公司". On 10 June 2016, a certificate of registration of alteration of name of registered non-Hong Kong company has been issued to our Company with the name of Wisdom Education Group Company Limited (睿見教育集團有限公司).

Pursuant to the written resolutions of our Shareholders passed on 28 June 2016, our Company name has been changed from "Wisdom Education Group Company Limited" to "Wisdom Education International Holdings Company Limited" and its dual foreign name has been changed from "睿見教育集團有限公司" to "睿見教育國際控股有限公司". On 4 August 2016, a certificate of registration of alteration of name of registered non-Hong Kong company has been issued to our Company with our current name of Wisdom Education International Holdings Company Limited (睿見教育國際控股有限公司).

As our Company was incorporated in the Cayman Islands, it operates subject to Cayman Islands laws and its constitutive documents comprising the Memorandum of Association and the Articles of Association. A summary of certain parts of our constitution and relevant aspects of the Cayman Companies Law is set out in Appendix IV to this document.

## 2. Changes in Share Capital and Corporate Reorganisation

As at the date of incorporation of the Company, the authorised share capital of the Company was US\$50,000 divided into 50,000 Shares with a par value of US\$1.0 each. The following alterations in the issued and paid up share capital of the Company have taken place since its date of incorporation up to the date of this document:

- (a) on 13 July 2010, Bright Education Holdings (a company wholly-owned by Mr. Liu) acquired one Share from the incorporator at par and a further six Shares were allotted and issued to Bright Education Holdings as fully-paid at nominal value; and (ii) three Shares were allotted and issued to Bright Education Investment (a company wholly-owned by Ms. Li) as fully-paid at nominal value;
- (b) on 24 June 2016, our Company allotted and issued 63 shares and 27 shares to Bright Education Holdings and Bright Education Investment respectively at nominal value. On the same day, Bright Education Holdings transferred eight shares in our Company to Bright Education Investment, upon which 62 shares and 38 shares were held by Bright Education Holdings and Bright Education Investment, representing 62% and 38% of the entire issued share capital of our Company, respectively; and

## [REDACTED]

Save as disclosed above, there has been no alteration in the share capital of our Company during the two years immediately preceding the date of this document.

In order to streamline the corporate structure and rationalize our corporate structure for the [REDACTED], our Group underwent the Reorganisation. Please refer to the section headed "History and Development – Reorganisation" in this document for details.

## 3. Resolutions of the Shareholders of Our Company

Pursuant to the resolutions of the our Shareholders passed on [●] 2016:

- (a) our Company approved and adopted our Articles of Association with effect from the [REDACTED] Date;
- (b) conditional upon the share premium account of our Company having sufficient balance, or otherwise being credited as a result of the issue of the [REDACTED] by our Company pursuant to the [REDACTED], our Directors were authorised to allot and issue a total of [REDACTED] Shares credited as fully paid at par to the persons whose names appear on the register of members of our Company at the close of business on [●] 2016 (as nearly as possible without involving fractions) by way of capitalisation of such sum standing to the credit of the share premium account of our Company, and the Shares to be allotted and issued shall rank *pari passu* in all respects with the existing issued Shares;
- (c) conditional upon all the conditions set out in [REDACTED] of this document being fulfilled:
  - (i) the [**REDACTED**] be approved and our Directors be authorised to allot and issue the Shares pursuant to the [**REDACTED**];
  - (ii) the granting of the [**REDACTED**] be approved and our Directors be authorised to effect the same and to allot and issue the Shares upon the exercise of the [**REDACTED**];
  - (iii) the proposed [REDACTED] be approved and our Directors be authorised to implement such [REDACTED]; and
- (d) a general unconditional mandate was given to our Directors to exercise all the powers of our Company to allot, issue and deal with (including the power to make an offer or agreement, or grant securities that would or might require Shares to be allotted and issued), otherwise than by way of rights issue, scrip dividend schemes or similar arrangements in accordance with the Articles of Association, or pursuant to the issue of Shares upon the exercise of any subscription rights attached to any warrants of our Company or any other

## STATUTORY AND GENERAL INFORMATION

option scheme or similar arrangement for the time being adopted, Shares with an aggregate nominal amount not exceeding 20% of the aggregate nominal value of Shares in issue immediately following the completion of the [REDACTED] and the [REDACTED], excluding the Shares which may be issued under the [REDACTED] and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, and the aggregate nominal value of Shares repurchased by us under the authority referred to in sub-paragraph (e) below;

- (e) a general unconditional mandate was given to our Directors to exercise all powers of our Company to repurchase Shares on the Stock Exchange, or on any other stock exchange on which the securities of our Company may be listed and which is recognised by the SFC and the Stock Exchange for this purpose, with a total nominal value up to 10% of the aggregate nominal value of our Shares in issue immediately following the completion of the [REDACTED] and the [REDACTED], excluding any Shares which may be issued under the [REDACTED] and upon the exercise of any options which may be granted under the Share Option Scheme; and
- (f) the extension of the general mandate to allot, issue and deal with Shares to include the nominal amount of Shares which may be repurchased pursuant to sub-paragraph (e) above.

Each of the general mandates referred to in sub-paragraphs (d), (e) and (f) above will expire at the earliest of:

- the conclusion of the next annual general meeting of our Company unless renewed by an ordinary resolution of our Shareholders in a general meeting, either unconditionally or subject to conditions; or
- the expiration of the period within which our Company's next annual general meeting is required by the Articles of Association or any other applicable laws to be held; or
- the date when it is varied or revoked by an ordinary resolution of our Shareholders in general meeting.

# 4. Changes in Share Capital of Our Subsidiaries

A summary of the corporate information and the particulars of our subsidiaries are set out in the Accountants' Report as set out in Appendix I to this document.

The following sets out the changes in the share capital of our subsidiaries during the two years immediately preceding the date of this document:

- (a) in November 2014, the capital of Dongguan Guangming School was increased from RMB5 million to approximately RMB233 million, contributed by way of injection of land and property from Guangdong Guangzheng to Dongguan Guangming School; and
- (b) in November 2014, the capital of Dongguan Guangming Primary School was increased from RMB5 million to approximately RMB86 million by way of the capital contribution from the registered capital and other internal resources of Guangdong Guangzheng.

Save as disclosed above, there has been no alteration in the share capital of any of the subsidiaries of our Company within the two years immediately preceding the date of this document.

Save for the subsidiaries mentioned in the Accountants' Report set out in Appendix I to this document, our Company has no other subsidiaries.

# STATUTORY AND GENERAL INFORMATION

## 5. Repurchase of Our Own Securities

The following paragraphs include, among others, certain information required by the Stock Exchange to be included in this document concerning the repurchase of our own securities.

## (a) Provision of the Listing Rules

The Listing Rules permit companies with a primary listing on the Stock Exchange to repurchase their own securities on the Stock Exchange subject to certain restrictions, the most important of which are summarised below:

## (i) Shareholders' Approval

All proposed repurchases of securities (which must be fully paid up in the case of shares) by a company with a primary listing on the Stock Exchange must be approved in advance by an ordinary resolution of the shareholders in general meeting, either by way of general mandate or by specific approval of a particular transaction.

Pursuant to a resolution passed by our Shareholders on [•] 2016, a general unconditional mandate (the "Repurchase Mandate") was given to our Directors authorising them to exercise all powers of our Company to repurchase Shares on the Stock Exchange, or on any other stock exchange on which the securities of our Company may be listed and which is recognised by the SFC and the Stock Exchange for this purpose, with a total nominal value up to 10% of the aggregate nominal value of our Shares in issue immediately following the completion of the [REDACTED] and the [REDACTED] (excluding any Shares which may be issued under the [REDACTED] and upon the exercise of the options which may be granted under the Share Option Scheme), such mandate to expire at the earliest of (i) the conclusion of the next annual general meeting of our Company (unless renewed by an ordinary resolution of our Shareholders in a general meeting, either unconditionally or subject to conditions), (ii) the expiration of the period within which our Company's next annual general meeting is required by the Articles of Association or any other applicable laws to be held, and (iii) the date when it is varied or revoked by an ordinary resolution of our Shareholders in general meeting.

## (ii) Source of Funds

Repurchases must be funded out of funds legally available for such purpose in accordance with the Memorandum and the Articles of Association and the Listing Rules and the applicable laws of the Cayman Islands. A listed company may not repurchase its own securities on the Stock Exchange for a consideration other than cash or for settlement otherwise than in accordance with the Listing Rules. Subject to the foregoing, any repurchases by our Company may be made out of funds of our Company otherwise available for dividend or distribution, out of the Company's share premium account or out of a fresh issue of Shares made for the purpose of the repurchase or, if so authorised by the Articles of Association and subject to the provisions of the Cayman Companies Law, out of capital and, in the case of any premium payable on the purchase, out of the funds of our Company otherwise available for dividend or distribution or from sums standing to the credit of the share premium account of our Company or, out of capital.

## (iii) Trading Restrictions

The total number of shares which a listed company may repurchase on the Stock Exchange is the number of shares representing up to a maximum of 10% of the aggregate number of shares in issue. A company may not issue or announce a proposed issue of new securities for a period of 30 days immediately following a repurchase (other than an issue of securities pursuant to an exercise of warrants, share options or similar instruments

# STATUTORY AND GENERAL INFORMATION

requiring the company to issue securities which were outstanding prior to such repurchase) without the prior approval of the Stock Exchange. In addition, a listed company is prohibited from repurchasing its shares on the Stock Exchange if the purchase price is 5% or more than the average closing market price for the five preceding trading days on which its shares were traded on the Stock Exchange. The Listing Rules also prohibit a listed company from repurchasing its securities if the repurchase would result in the number of listed securities which are in the hands of the public falling below the relevant prescribed minimum percentage as required by the Stock Exchange. A company is required to procure that the broker appointed by it to effect a repurchase of securities discloses to the Stock Exchange such information with respect to the repurchase as the Stock Exchange may require.

## (iv) Status of Repurchased Shares

All repurchased securities (whether effected on the Stock Exchange or otherwise) will be automatically delisted and the certificates for those securities must be cancelled and destroyed. Under the Cayman Companies Law, a company's repurchased shares may be treated as cancelled or held as treasury shares and, if so cancelled the amount of the company's issued share capital shall be reduced by the aggregate value of the repurchased shares accordingly although the authorised share capital of the company will not be reduced.

## (v) Suspension of Repurchase

A listed company may not make any repurchase of securities after a price sensitive development has occurred or has been the subject of a decision until such time as the price sensitive information has been made publicly available. In particular, during the period of one month immediately preceding the earlier of (a) the date of the board meeting (as such date is first notified to the Stock Exchange in accordance with the Listing Rules) for the approval of a listed company's results for any year, half-year, quarterly or any other interim period (whether or not required under the Listing Rules) and (b) the deadline for publication of an announcement of a listed company's results for any year or half-year under the Listing Rules, or quarterly or any other interim period (whether or not required under the Listing Rules), the listed company may not repurchase its shares on the Stock Exchange other than in exceptional circumstances. In addition, the Stock Exchange may prohibit a repurchase of securities on the Stock Exchange if a listed company has breached the Listing Rules.

## (vi) Reporting Requirements

Certain information relating to repurchases of securities on the Stock Exchange or otherwise must be reported to the Stock Exchange not later than 30 minutes before the earlier of the commencement of the morning trading session or any pre-opening session on the following business day. In addition, a listed company's annual report is required to disclose details regarding repurchases of securities made during the year, including a monthly analysis of the number of securities repurchased, the purchase price per share or the highest and lowest price paid for all such repurchases, where relevant, and the aggregate prices paid.

#### (vii) Core Connected Persons

A listed company is prohibited from knowingly repurchasing securities on the Stock Exchange from a core connected person, that is, a director, chief executive or substantial shareholder of the company or any of its subsidiaries or a close associate of any of them and a core connected person is prohibited from knowingly selling his securities to the company.

# STATUTORY AND GENERAL INFORMATION

#### (b) Reasons for Repurchases

Our Directors believe that the ability to repurchase Shares is in the interests of our Company and the Shareholders. Repurchases may, depending on the circumstances, result in an increase in the net asset value and/or earnings per Share. Our Directors sought the grant of a general authority from the Shareholders to give our Company the flexibility to repurchase Shares if and when appropriate. The number of Shares to be repurchased on any occasion and the price and other terms upon which the same are repurchased will be decided by our Directors at the relevant time having regard to the circumstances then pertaining and any repurchases will only be made when our Directors believe that such repurchases will benefit our Company and the Shareholders.

## (c) Funding of Repurchases

In repurchasing securities, our Company may only apply funds lawfully available for such purpose in accordance with its Memorandum and the Articles of Association, the Listing Rules and the applicable laws of the Cayman Islands. There could be a material adverse impact on the working capital and/or gearing position of our Company (as compared with the position disclosed in this document) in the event that the Repurchase Mandate were to be carried out in full at any time during the share repurchase period.

However, our Directors do not propose to exercise the general mandate to such extent as would, in the circumstances, have a material adverse effect on the working capital requirements of our Company or the gearing levels which in the opinion of our Directors are from time to time appropriate for our Company.

#### (d) General

The exercise in full of the Repurchase Mandate, on the basis of [REDACTED] Shares in issue immediately following the completion of the [REDACTED] and the [REDACTED], but assuming the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, could accordingly result in up to [REDACTED] Shares being repurchased by our Company during the period prior to the earliest of:

- the conclusion of the next annual general meeting of our Company unless renewed by an ordinary resolution of our Shareholders in a general meeting, either unconditionally or subject to conditions;
- the expiration of the period within which our Company's next annual general meeting is required by the Articles of Association or any other applicable laws to be held; or
- the date when it is varied or revoked by an ordinary resolution of our Shareholders in general meeting.

None of our Directors nor, to the best of their knowledge having made all reasonable enquiries, any of their close associates currently intends to sell any Shares to our Company.

Our Directors have undertaken to the Stock Exchange that, so far as the same may be applicable, they will exercise the Repurchase Mandate in accordance with the Listing Rules and the applicable laws in the Cayman Islands.

If, as a result of any repurchase of Shares, a Shareholder's proportionate interest in the voting rights of our Company is increased, such increase will be treated as an acquisition for the purposes of the Hong Kong Code on Takeovers and Mergers (the "Takeovers Code"). Accordingly, a Shareholder or a group of Shareholders acting in concert could obtain or consolidate control of our Company and become obliged to make a mandatory offer in accordance with Rule 26 of the Takeovers Code. Save as aforesaid, our Directors are not aware of any consequences which would arise under the Takeovers Code as a consequence of any repurchases pursuant to the Repurchase Mandate.

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Any repurchase of Shares that results in the number of Shares held by the public being reduced to less than 25% of the Shares then in issue could only be implemented if the Stock Exchange agreed to waive the Listing Rules requirements regarding the public shareholding referred to above. It is believed that a waiver of this provision would not normally be given other than in exceptional circumstances.

None of the Directors and any of their close associates has notified our Company that he or she has a present intention to sell Shares to our Company, or has undertaken not to do so, if the Repurchase Mandate is exercised.

#### B. FURTHER INFORMATION ABOUT OUR BUSINESS

## 1. Summary of Material Contracts

The following contracts (not being contracts entered into in the ordinary course of business) have been entered into by members of our Group within the two years preceding the date of this document and are or may be material:

- (a) an exclusive management consultancy and business cooperation agreement dated 1 July 2016 and entered into by and among Dongguan Ruixing, our Consolidated Affiliated Entities and the Registered Shareholders, pursuant to which our Consolidated Affiliated Entities and the Registered Shareholders agreed to engage Dongguan Ruixing as the exclusive service provider to provide, or designate any third party to provide, each of our Consolidated Affiliated Entities with corporate management and educational management consultancy services, intellectual property licensing services as well as technical and business support services, and in return, Dongguan Ruixing or its designated third party which provides the services will charge for the services;
- (b) an exclusive call option agreement dated 1 July 2016 and entered into by and among Dongguan Ruixing, the Registered Shareholders and Guangdong Guangzheng, pursuant to which the Registered Shareholders granted Dongguan Ruixing or its designated third party an exclusive option to purchase all or part of the equity interests in Guangdong Guangzheng at nil consideration or at the lowest price permitted under the PRC laws and regulations;
- (c) an equity pledge agreement dated 1 July 2016 and entered into by and among Dongguan Ruixing, the Registered Shareholders and Guangdong Guangzheng, pursuant to which the Registered Shareholders unconditionally and irrevocably pledged all of the equity interests in Guangdong Guangzheng to Dongguan Ruixing to guarantee performance of the obligations of Guangdong Guangzheng and its subsidiaries and schools under the Exclusive Management Consultancy and the Business Cooperation Agreement, performance of their obligations under the Call Option Agreement and the Powers of Attorney;
- (d) a power of attorney executed by Ms. Li dated 1 July 2016 appointing Dongguan Ruixing, or any person designated by Dongguan Ruixing, as her attorney-in-fact to appoint directors and vote on her behalf on all matters of Guangdong Guangzheng requiring shareholders' approval under its articles of associations and under the relevant PRC laws and regulations;
- (e) a power of attorney executed by Mr. SP Liu dated 1 July 2016 appointing Dongguan Ruixing, or any person designated by Dongguan Ruixing, as his attorney-in-fact to appoint directors and vote on his behalf on all matters of Guangdong Guangzheng requiring shareholders' approval under its articles of associations and under the relevant PRC laws and regulations;
- (f) a spouse undertaking dated 1 July 2016 executed by Ms. Huang Ailing (黃愛領), the spouse of Mr. SP Liu, in favour of Dongguan Ruixing, acknowledging and consenting the signing of the Contractual Arrangements by Mr. SP Liu;

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- (g) a loan agreement entered into by and among Dongguan Ruixing, our Consolidated Affiliated Entities and the Registered Shareholders dated 1 July 2016, pursuant to which Dongguan Ruixing agreed to extend interest-free loans to Guangdong Guangzheng or its subsidiaries or the Registered Shareholders from time to time;
- (h) the Deed of Non-competition;
- (i) the Deed of Indemnity; and
- (j) the [**REDACTED**] Agreement.

# 2. Intellectual Property Rights

As at the Latest Practicable Date, the Group had registered the following intellectual property rights which are material to its business:

## (a) Trademarks

| Trademark | Registered Owner                  | Class(es)     | Place of<br>Registration | Validity Period                     | Registration<br>Number |
|-----------|-----------------------------------|---------------|--------------------------|-------------------------------------|------------------------|
| 2216      | Guangdong<br>Guangzheng<br>(Note) | 36            | PRC                      | 14 March 2014 to<br>13 March 2024   | 11589782               |
| 来的教育      | Guangdong<br>Guangzheng<br>(Note) | 36            | PRC                      | 14 March 2014 to<br>13 March 2024   | 11589840               |
|           | Guangdong<br>Guangzheng<br>(Note) | 41            | PRC                      | 14 March 2014 to<br>13 March 2024   | 11589933               |
| 未的教育      | Guangdong<br>Guangzheng<br>(Note) | 41            | PRC                      | 14 April 2014 to<br>13 March 2024   | 11589979               |
| 未改技育      | Guangdong<br>Guangzheng<br>(Note) | 16            | PRC                      | 14 March 2015 to<br>13 March 2025   | 11590192               |
| A)<br>B)  | Bright Education<br>HK            | 16, 36 and 41 | Hong Kong                | 6 October 2015 to<br>5 October 2025 | 303556099              |

Note: Bright Education HK and Guangdong Guangzheng entered into a trademark transfer agreement on 25 January 2016 in relation to the transfer of these trademarks from Guangdong Guangzheng to Bright Education HK at the consideration of RMB100,000. As at the Latest Practicable Date, the registration of the transfer was still in progress.

# (b) Domain names

| Domain Name | Registered owner          | <b>Expiration Date</b> |  |
|-------------|---------------------------|------------------------|--|
| www.gmhs.cn | Dongguan Guangming School | 29 November 2016       |  |

#### C. FURTHER INFORMATION ABOUT OUR DIRECTORS

#### 1. Directors

## (a) Disclosure of Interest

Interests and Short Positions of Our Directors and the Chief Executives of Our Company in the Shares, Underlying Shares and Debentures of Our Company and Its Associated Corporations

Immediately following completion of the [REDACTED] and the [REDACTED] and assuming that the [REDACTED] is not exercised at all and without taking into account any Shares which may be issued upon the exercise of any options which may be granted under the Share Option Scheme, the interests and short positions of our Directors or chief executives of our Company in the Shares, underlying shares and debentures of our Company or its associated corporation (within the meaning of Part XV of the SFO) which have to be notified to our Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they were taken or deemed to have under such provisions of the SFO) or which will be required, pursuant to section 352 of the SFO, to be entered in the register referred to therein, or which will be required, pursuant to the Model Code for Securities Transactions by Directors of Listed Companies to be notified to our Company and the Stock Exchange, once the Shares are listed, are as follows:

Long position in the Shares, underlying shares and debentures of our Company:

| Name of Director       | Nature of interest                                | Total number of Shares held | Approximate % of interest in our Company |
|------------------------|---|-----------------------------|--|
| Mr. Liu <sup>(1)</sup> | Interest in controlled corporation <sup>(2)</sup> | [REDACTED]                  | [REDACTED]                               |
| Ms. Li <sup>(1)</sup>  | Interest in controlled corporation <sup>(3)</sup> | [REDACTED]                  | [REDACTED]                               |

#### Notes:

- (1) Mr. Liu and Ms. Li are co-founders of our Group and are parties acting in concert with each other.
- (2) Mr. Liu holds the entire issued share capital of Bright Education Holdings and is therefore deemed to be interested in [REDACTED] Shares held by Bright Education Holdings.
- (3) Ms. Li holds the entire issued share capital of Bright Education Investment and is therefore deemed to be interested in [REDACTED] Shares held by Bright Education Investment.

# (b) Directors' Service Contracts and Letters of Appointment

Each of the executive Directors has entered into a service contract with us with effect for a term from the [REDACTED] Date for an initial term of three years which may be terminated by either party by serving on the other party a prior written notice of not less than three months. Under these service contracts, our executive Directors are not entitled to any remuneration and benefits in their capacity as the executive Directors.

Each of our independent non-executive Directors [has entered] into an appointment letter with us with effect from the [**REDACTED**] Date for an initial term of three years which may be terminated by either party by serving on the other party a prior written notice of not less than three months. Under these appointment letters, each of them will receive an annual director's fee of HK\$[•].

# STATUTORY AND GENERAL INFORMATION

None of our Directors has or is proposed to have a service contract with any member of our Group other than contracts expiring or determinable by the employer within one year without the payment of compensation other than the statutory compensation.

## 2. Interest in Material Contract or Arrangement

Save as disclosed in this document, there is no contract or arrangement subsisting at the date of this document in which a Director is materially interested and which is significant in relation to the business of our Group.

## D. SHARE OPTION SCHEMES

## 1. Share Option Scheme

The following is a summary of the principal terms of the Share Option Scheme conditionally approved and adopted by the Shareholders on [●] 2016, the implementation of which is conditional upon the [REDACTED]:

## (a) Purposes of the scheme

The purpose of the Share Option Scheme is to incentivise and reward the Eligible Persons (as defined in sub-paragraph (b) below) for their contribution to the Group and to align their interests with that of the Company so as to encourage them to work towards enhancing the value of the Company.

## (b) Who may participate

The Board (including any committee or delegate of the Board appointed by the Board to perform any of its functions pursuant to the rules of the Share Option Scheme) may, at its absolute discretion, offer to grant an option to subscribe for such number of Shares as the Board may determine to an employee (whether full time or part-time) or a director of a member of the Group or associated companies of the Company (the "Eligible Persons").

## (c) Maximum number of Shares in respect of which options may be granted

The maximum number of Shares which may be issued upon exercise of all options to be granted under the Share Option Scheme and any other share option schemes (together, the "Other Schemes") of the Company must not in aggregate exceed 10% of the total number of Shares in issue as at the [REDACTED] Date (the "Scheme Mandate Limit"). Options lapsed in accordance with the terms of the Share Option Scheme and any Other Scheme of the Company will not be counted for the purpose of calculating the Scheme Mandate Limit.

The Board may, with the approval of the Shareholders in general meeting, refresh the Scheme Mandate Limit provided that the total number of Shares which may be issued upon the exercise of all options to be granted under the Share Option Scheme and any Other Schemes of the Company under the Scheme Mandate Limit as refreshed must not exceed 10% of the Shares in issue as at the date of on which the Shareholders approve the refreshment of the Scheme Mandate Limit. Options previously granted under the Share Option Scheme and any Other Schemes of the Company (including those outstanding, cancelled, lapsed in accordance with the terms of the relevant scheme, or exercised options) will not be counted for the purpose of calculating the Scheme Mandate Limit as "refreshed". The Board may, with the approval of the Shareholders in general meeting, grant options to any Eligible Person specifically identified by them which would cause the Scheme Mandate Limit to be exceeded. The Company shall send to the Shareholders a circular containing the information required under the Listing Rules for the purpose of seeking the approval of the Shareholders.

At any time, the maximum number of Shares which may be issued upon exercise of all outstanding options granted and not yet exercised under the Share Option Scheme and any Other Schemes of the Company to Eligible Persons must not exceed 30% of the total number of Shares in issue from time to time.

## STATUTORY AND GENERAL INFORMATION

The maximum number of Shares in respect of which options may be granted shall be adjusted, in such manner as the auditors of the Company or independent financial advisor appointed by the Board shall certify in writing to the Board to be fair and reasonable, in the event of any alteration in the capital structure of the Company whether by way of capitalisation of profits or reserves, rights issue, repurchase, consolidation, redenomination, subdivision or reduction of the share capital of the Company provided that no such adjustment shall be made in the event of an issue of Shares as consideration in respect of a transaction.

# (d) Maximum entitlement of each individual

No options shall be granted to any Eligible Person under the Share Option Scheme and any Other Schemes of the Company which, if exercised, would result in such Eligible Person becoming entitled to subscribe for such number of Shares as, when aggregated with the total number of Shares already issued or to be issued to him under all options granted to him (including exercised, cancelled and outstanding options) in the 12-month period up to and including the date of offer of such options, exceeds 1% of the Shares in issue at such date. Any further grant of options to an Eligible Person in excess of this 1% limit shall be subject to the approval of the Shareholders in general meeting with such Eligible Person and his associates abstaining from voting. The Company must send a circular to the Shareholders disclosing the identity of the Eligible Person in question, the number and terms of the options to be granted (and options previously granted to such Eligible Person) and such other information required under the Listing Rules. The number and terms (including the exercise price) of the options to be granted to such Eligible Person must be fixed before the Shareholder' approval and the date of the Board meeting approving such further grant shall be taken as the date of grant for the purpose of determining the exercise price of the options.

## (e) Grant of options to connected persons

Each grant of options to a director (including an independent non-executive Director), chief executive or substantial shareholder of the Company or any of its subsidiaries, or any of their respective associates, under the Share Option Scheme must be approved by the independent non-executive Directors (excluding any independent non-executive Director who is the proposed grantee of the options).

Where any grant of options to a substantial shareholder or an independent non-executive Director of the Company, or any of their respective associates, would result in the Shares issued and to be issued upon exercise of all options already granted and to be granted under the Share Option Scheme (including options exercised, cancelled and outstanding) to such person in the 12-month period up to and including the date of such grant:

- (i) representing in aggregate over 0.1% of the Shares in issue; and
- (ii) having an aggregate value, based on the closing price of the securities at the date of each grant, in excess of HK\$5 million,

such further grant of options by the Board must be approved by the Shareholders in general meeting. The grantee, his associates and all core connected person of the Company must abstain from voting in favor of the resolution to approve such further grant of options. The Company shall send to the Shareholders a circular containing the information required under the Listing Rules for the purpose of seeking the approval of the Shareholders.

# STATUTORY AND GENERAL INFORMATION

## (f) Acceptance of an offer of options

An offer of options shall be open for acceptance in writing or by facsimile transmission or (if the Board agree) by electronic communication received by the Chairman (or a person designated by him with the approval of the Board) for such period (not exceeding 30 days inclusive of, and from, the date of offer) as the Board may determine and notify to the Eligible Person concerned provided that no such offer shall be open for acceptance after the expiry of the duration of the Share Option Scheme. An offer of options not accepted within this period shall lapse. An amount of HK\$1.00 is payable upon acceptance of the grant of an option and such payment shall not be refundable and shall not be deemed to be a part payment of the exercise price. The Company shall issue option certificates to any Eligible Person who has accepted an offer under the common seal of the Company (or the securities seal of the Company) within seven days after the end of the period for acceptance of the offer.

# (g) Exercise price

Subject to any adjustment made as described in sub-paragraph (u) below, the exercise price shall be such price as determined by the Board and notified to an option-holder and which shall not be less than the higher of: (i) the closing price of the Shares as stated in the Stock Exchange's daily quotation sheets on the date of offer of the option; (ii) the average of the closing price of the Shares as stated in the Stock Exchange's daily quotation sheets for the five trading days immediately preceding the date of offer of the option; and (iii) the nominal value of the Shares.

## (h) Duration of Share Option Scheme

The Share Option Scheme shall be valid and effective for a period of ten years commencing on the [REDACTED] Date, after which period no further options will be granted but the provisions of the Share Option Scheme shall remain in full force and effect to the extent necessary to give effect to the exercise of any options granted prior thereto which are at that time or become thereafter capable of exercise under the Share Option Scheme, or otherwise to the extent as may be required in accordance with the provisions of the Share Option Scheme.

# (i) Time of vesting and exercise of options

Any option shall be vested on an option-holder immediately upon his acceptance of the offer of options provided that if any vesting schedule and/or conditions are specified in the offer of the option, such option shall only be vested on an option-holder according to such vesting schedule and/or upon the fulfilment of the vesting conditions (as the case may be). Any vested option which has not lapsed and which conditions have been satisfied or waived by the Board in its sole discretion may, unless the Board determines otherwise in its absolute discretion, be exercised at any time from the next business day after the offer of options has been accepted. Any option which remain unexercised shall lapse upon the expiry of the option period, which period shall be determined by the Board and shall not exceed ten years from the offer date of the option (the "Option Period").

An option shall be subject to such terms and conditions (if any) as may be determined by the Board and specified in the offer of the option, including any vesting schedule and/or conditions, any minimum period for which any option must be held before it can be exercised and/or any performance target which need to be achieved by an option-holder before the option can be exercised. Such terms and conditions determined by the Board must not be contrary to the purpose of the Share Option Scheme and must be consistent with such guidelines (if any) as may be approved from time to time by the Shareholders.

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If an option-holder is transferred to work in the PRC or another country and still continues to hold a salaried office or employment under a contract with a member of the Group or associated companies of the Company, and as a result of that transfer, he either (i) suffers a tax disadvantage in relation to his options (this being shown to the satisfaction of the Board); or (ii) becomes subject to restrictions on his ability to exercise his options or to hold or deal in the Shares or the proceeds of the sale of the Shares acquired on exercise because of the security laws or exchange control laws of the PRC or the country to which he is transferred, then the Board may allow him to exercise his options, vested or unvested, during the period starting three months before and ending three months after the transfer takes place.

No option may be exercised in circumstances where such exercise would, in the opinion of the Board, be in breach of a statutory or regulatory requirement.

An option-holder may exercise any or all of his options by notice of exercise in writing in such form as the Board may from time to time require delivered to the Chairman (or a person designated by him with the approval of the Board). The notice of exercise of the option must be completed, signed by the option-holder or by his appointed agent, and must be accompanied by the:

- (i) relevant option certificate; and
- (ii) correct payment in full in cleared funds of the total option price for the number of Shares being acquired.

## (j) Restriction on the time of grant of options

A grant of options may not be made after inside information has come to the knowledge until such inside information has been announced as required under the Listing Rules. In particular, no option may be granted during the period commencing one month immediately preceding the earlier of:

- (i) the date of the Board meeting (as such date is first notified to the Stock Exchange in accordance with the Listing Rules) for the approval of the Company's results for any year, half-year, quarterly or other interim period (whether or not required under the Listing Rules); and
- (ii) the deadline for the Company to publish an announcement of the results for any year, or half-year under the Listing Rules, or quarterly or any other interim period (whether or not required under the Listing Rules),

and ending on the date of the results announcement. The period during which no option may be granted will cover any period of delay in the publication of a results announcement.

## (k) Ranking of the Shares

No dividends (including distributions made upon the liquidation of the Company) will be payable and no voting rights will be exercisable in relation to an option that has not been exercised. Shares allotted and issued on the exercise of an option will rank equally in all respects with the Shares in issue on the date of allotment. They will not rank for any rights attaching to Shares by reference to a record date preceding the date of allotment.

# STATUTORY AND GENERAL INFORMATION

#### (l) Restrictions on transfer

Except for the transmission of an option on the death of an option-holder to his personal representatives, neither the option nor any rights in respect of it may be transferred, assigned or otherwise disposed of by any option-holder to any other person or entity. If an option-holder transfers, assigns or disposes of any such option or rights, whether voluntarily or involuntarily, then the relevant option will immediately lapse.

## (m) Rights on voluntary resignation

If an option-holder ceases to be an Eligible Person by reason of his voluntary resignation (other than in circumstances where he is constructively dismissed), any outstanding offer of options shall continue to be open for acceptance for such period as determined by the Board at its absolute discretion and notified to such Eligible Person, and all options (to the extent vested but not already exercised) will continue to be exercisable for such period as the Board may determine at its absolute discretion and notify to such Eligible Person on the date of cessation of employment of such Eligible Person.

## (n) Rights on termination of employment

If an option-holder ceases to be an Eligible Person by reason of (i) his employer terminating his contract of employment in accordance with its terms or any right conferred on his employer by law, or (ii) his contract of employment, being a contract for a fixed term, expiring and not being renewed, or (iii) his employer terminating his contract for serious or gross misconduct, then any outstanding offer of an option and all options, vested or unvested, will lapse on the date the option-holder ceases to be an Eligible Person.

## (o) Rights on death, disability, retirement and transfer

If an option-holder ceases to be an Eligible Person by reason of:

- (i) his death; or
- (ii) his serious illness or injury which in the opinion of the Board renders the option-holder concerned unfit to perform the duties of his employment and which in the normal course would render the option-holder unfit to continue performing the duties under his contract of employment for the following 12 months provided such illness or injury is not self-inflicted; or
- (iii) his retirement in accordance with the terms of an option-holder's contract of employment; or
- (iv) his early retirement by agreement with the option-holder's employer; or
- (v) his employer terminating his contract of employment by reason of redundancy; or
- (vi) his employer ceasing to be a member of the Group or an associated company of the Company or under the control of the Company; or
- (vii) a transfer of the business, or the part of the business, in which the option-holder works to a person who is neither under the control of the Company nor a member of the Group or associated companies of the Company; or

# STATUTORY AND GENERAL INFORMATION

(viii) if the Board determines in its absolute discretion that circumstances exist which mean that it is appropriate and consistent with the purpose of the Share Option Scheme to treat an option-holder whose options would otherwise lapse so that such options do not lapse but continue to subsist in accordance with (and subject to) the provisions of the Share Option Scheme, then, any outstanding offer of an option which has not been accepted and any unvested option will lapse and the option-holder or his personal representatives (if appropriate) may exercise all his options (to the extent vested but not already exercised) within a period of three months of the date of cessation of employment. Any option not exercised prior to the expiry of this period shall lapse.

If the Board determines that an option-holder who ceases to be an Eligible Person in circumstances such that his options continue to subsist in accordance with (i) to (viii) above:

- (i) is guilty of any misconduct which would have justified the termination of his contract of employment for cause but which does not become known to the Company until after he has ceased employment with any member of the Group or associated companies; or
- (ii) is in breach of any material term of contract of employment (or other contract or agreement related to his contract of employment), without limitation, any confidentiality agreement or agreement containing non-competition or non-solicitation restrictions between him and any member of the Group or associated companies; or
- (iii) has disclosed trade secrets or confidential information of any member of the Group or associated companies; or
- (iv) has entered into competition with any member of the Group or associated companies or breached any non-solicitation provisions in his contract of employment, then it may, in its absolute discretion, determine that any unexercised options, vested or not vested, held by the option-holder shall immediately lapse upon the Board resolving to make such determination (whether or not the option-holder has been notified of the determination).

# (p) Rights on cessation to be a director

In the event that any director ceases to be a director of any member of the Group or associated companies, the Company shall, as soon as practicable thereafter, give notice to the relevant option-holder who as a result ceases to be an Eligible Person. Any outstanding offer of an option which has not been accepted and any unvested option will lapse on the date the option-holder ceases to be an Eligible Person. The option-holder (or his personal representative) may exercise all his options (to the extent vested but not already exercised) within a period of three months of the date of the notification by the Board. Any option not exercised prior to the expiry of this period shall lapse.

## (q) Rights on a general offer

In the event of a general offer by way of a take-over is made to all the Shareholders (or all such Shareholders other than the offeror and/or any person controlled by the offeror and/or any person acting in concert with the offeror) and such offer becomes or is declared unconditional, an option-holder (or his personal representatives) may thereafter (but before such time as shall be notified by the Company) exercise the option to its full extent or to the extent specified in such notice.

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## (r) Rights on company reconstructions

In the event of a general offer by way of a scheme of arrangement is made to all the Shareholders and the scheme has been approved by the necessary number of Shareholders at the requisite meetings, an option-holder (or his personal representatives) may thereafter (but before such time as shall be notified by the Company) by notice in writing to the Company exercise the option to its full extent or to the extent specified in such notice.

Other than a general offer contemplated in sub-paragraph (q) above or a scheme of arrangement, if a compromise or arrangement between the Company and its members or creditors is proposed for the purposes of or in connection with a scheme for the reconstruction of the Company or its amalgamation with any other company or companies, the Company shall give notice thereof to an option-holder (together with a notice of the existence of the provisions of this paragraph) on the same date or soon after it despatches the notice to each member or creditor of the Company summoning the meeting to consider such a compromise or arrangement, and thereupon the option-holder (or his personal representatives) may forthwith and until the expiry of the period commencing with such date and ending with the earlier of two months thereafter and the date on which such compromise or arrangement is sanctioned by the court of competent jurisdiction, exercise any of his options whether in full or in part, but the exercise of an option as aforesaid shall be conditional upon such compromise or arrangement being sanctioned by the court of competent jurisdiction and becoming effective. Upon such compromise or arrangement becoming effective, all options shall lapse except insofar as previously exercised under the Share Option Scheme. The Company may require the option-holder (or his personal representatives) to transfer or otherwise deal with the Shares issued as a result of the exercise of options in these circumstances so as to place the option-holder in the same position as nearly as would have been the case had such Shares been subject to such compromise or arrangement.

## (s) Rights on winding up

In the event a notice is given by the Company to its members to convene a general meeting for the purposes of considering, and if thought fit, approving a resolution to voluntarily wind-up the Company, the Company shall on the same date as or soon after it despatches such notice to each member of the Company give notice thereof to all option-holder (together with a notice of the existence of the provisions of this paragraph) and thereupon, each option-holder (or his personal representatives) is entitled to exercise all or any of his options at any time not later than two business days prior to the proposed general meeting of the Company by giving notice in writing to the Company, accompanied by a remittance for the full amount of the aggregate exercise price for the Shares in respect of which the notice is given whereupon the Company shall as soon as possible and, in any event, no later than the business day immediately prior to the date of the proposed general meeting referred to above, allot the relevant Shares to the option-holder credited as fully paid.

#### (t) Lapse of options

An option will lapse on the earlier of:

- (i) the expiry of the Option Period as determined by the Board;
- (ii) the date on which an option-holder is in breach of the relevant provisions of the Share Options Scheme; or
- (iii) the expiry of the time provided for in the applicable rule where any of the circumstances provided in sub-paragraphs (m) to (s) above apply.

## STATUTORY AND GENERAL INFORMATION

## (u) Effect of alteration to share capital

In the event of any alteration in the capital structure of the Company whilst any option remains exercisable, whether by way of capitalisation of profits or reserves, rights issues, repurchase, consolidation, redenomination, subdivision or reduction of the share capital of the Company in accordance with applicable laws and regulatory requirements (other than an issue of any share capital as consideration in respect of a transaction), such corresponding adjustments (if any) shall be made to the number of Shares, the subject matter of the option (insofar as it is unexercised) and/or the price at which the options are exercisable, as the auditors of the Company or an independent financial advisor appointed by the Board shall certify in writing to the Board to be in their opinion fair and reasonable. Notice of any adjustments shall be given by the Company to an option-holder.

Any such adjustments shall be made on the basis that an option-holder shall have the same proportion of the issued share capital of the Company as that to which he was entitled before such adjustment. No such adjustment shall be made the effect of which would be to enable any Share to be issued at less than its nominal value, or to increase the proportion of the issued share capital of the Company for which any option-holder would have been entitled to subscribe had he exercised all the options held by him immediately prior to such adjustments.

The auditors of the Company or the independent financial advisor selected by the Board (as appropriate) must confirm to the Board in writing that the adjustment satisfies the requirements of the Note to paragraph 17.03(13) of the Listing Rules and such applicable guidance and/or interpretation of the Listing Rules from time to time issued by the Stock Exchange (including, without limitation, the "Supplemental Guidance on Main Board Listing Rule 17.03(13) and the Notice immediately after the Rule" attached to the letter of the Stock Exchange dated 5 September 2005 to all issuers relating to share option schemes), except where such adjustment is made on a capitalisation issue.

The capacity of the auditors or independent financial advisors is that of experts and not of arbitrators and their certification shall be final and binding on the Company and the option-holders in the absence of fraud or manifest error. The costs of the auditors or independent financial advisors shall be borne by the Company.

The Company will notify an option-holder of any adjustments made in accordance with sub-paragraph (u).

## (v) Cancellation of options

The Board may cancel an option granted but not exercised by an option-holder with the approval of an option-holder of such option.

No options may be granted to an Eligible Person in place of his cancelled options unless there are available unissued options (excluding the cancelled options) within the limit as mentioned in sub-paragraph (c).

## (w) Termination of the Share Option Scheme

The Share Option Scheme will expire automatically on the day immediately preceding the tenth anniversary of the [REDACTED] Date. The Board may terminate the Share Option Scheme at any time without Shareholders' approval by resolving that no further options shall be granted under the Share Option Scheme and in such case, no new offers to grant options under the Share Option Scheme will be made and any options which have been granted but not yet exercised shall either (i) continue subject to the Share Option Scheme, or (ii) be cancelled in accordance with sub-paragraph (v).

## STATUTORY AND GENERAL INFORMATION

## (x) Amendments to the Share Option Scheme

The Board may amend any of the provisions of the Share Option Scheme (including amendments in order to comply with changes in legal or regulatory requirements) at any time (but not so as to affect adversely any rights which have accrued to any option-holder at that date), except that amendments which are to the advantage of present or future option-holders in respect of matters contained in Rule 17.03 of the Listing Rules must be approved by the Shareholders in general meeting.

Any amendments to the terms and conditions of the Share Option Scheme which are of a material nature or any amendments to the terms of any options granted may only be made with the approval of the shareholders of the Company save where the amendments take effect automatically under the existing terms of the Share Option Scheme.

The Board need not obtain the approval of the shareholders of the Company in general meeting for any minor amendments:

- (i) to benefit the administration of the Share Option Scheme;
- (ii) to comply with or take account of the provisions of any proposed or existing legislation;
- (iii) to take account of any changes to any legislative or regulatory requirements; or
- (iv) to obtain or maintain favourable tax, exchange control or regulatory treatment of any member of the Group or any present or future option-holder.

Any amendments to the terms of options granted to an option-holder who is a substantial shareholder of the Company or an independent non-executive Director, or any of their respective associates, must be approved by the Shareholders in general meeting. The resolution to approve the amendment must be taken on a poll and any connected person of the Company must abstain from voting on the resolution to approve such amendment, except that such a connected person may vote against such resolution.

Any change to the authority of the Board in relation to any amendment of the rules of the Share Option Scheme may only be made with the approval of the Shareholders in general meeting.

The amended terms of the Share Option Scheme must still comply with Chapter 17 of the Listing Rules.

## (y) Conditions of the Share Option Scheme

The adoption of the Share Option Scheme is conditional on:

- (i) the Listing Committee granting (or agreeing to grant) approval (subject to such conditions as the Stock Exchange may impose) for the listing of, and permission to deal in, the Shares which may fall to be issued pursuant to the exercise of any options which may be granted under the Share Option Scheme; and
- (ii) the commencement of the dealings in the Shares on the Stock Exchange.

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If the conditions above are not satisfied on or before the date following six months after the date the Share Option Scheme was conditionally adopted:

- (i) the Share Option Scheme shall forthwith determine;
- (ii) any option granted or agreed to be granted pursuant to the Share Option Scheme and any offer of such a grant shall be of no effect; and
- (iii) no person shall be entitled to any rights or benefits or be under any obligation under or in respect of the Share Option Scheme or any option.

## (z) General

An application has been made to the Listing Committee to the Stock Exchange for the listing of, and permission to deal in, the new Shares which may be issued pursuant to the exercise of the options which may be granted pursuant to the Share Option Scheme. As of the Latest Practicable Date, no option had been granted or agreed to be granted by the Company pursuant to the Share Option Scheme. Details of the Share Option Scheme, including particulars and movements of the options granted during each financial year of the Company, and the employee costs arising from the grant of the options will be disclosed in the annual report.

## E. OTHER INFORMATION

## 1. Deed of Indemnity

Each of Our Controlling Shareholders [has entered] into the Deed of Indemnity in favour of our Company to, among other things, jointly and severally indemnify our Group against any claims, costs, penalties, fines, damages, losses, fees, expenses and liabilities which may be incurred or suffered by our Group arising from, among other things, (a) any title or other defects with respect to our properties described in "Business – Properties" of this document and (b) the non-compliance incidents as described in "Business – Legal Proceedings and Compliance" of this document.

## 2. Estate Duty

Our Directors have been advised that no material liability for estate duty is likely to fall on our Company or any of our subsidiaries.

## 3. Litigation

Save as disclosed in this document and so far as our Directors are aware, no litigation or claim of material importance is pending or threatened against any member of our Group.

## 4. Sole Sponsor

The Sole Sponsor has made an application on our behalf to the Listing Committee for the listing of, and permission to deal in, the Shares in issue, the Shares to be issued pursuant to the [REDACTED] and the [REDACTED] (including any Shares which may fall to be issued pursuant to the exercise of the [REDACTED] and any Shares which may be issued upon the exercise of the options which may be granted under the Share Option Scheme).

The Sole Sponsor satisfies the independence criteria applicable to sponsors set out in Rule 3A.07 of the Listing Rules.

Our Company has entered into an engagement agreement with the Sole Sponsor, pursuant to which our Company agreed to pay the Sole Sponsor a fee of US\$700,000 to act as sponsor to our Company in the [REDACTED].

## STATUTORY AND GENERAL INFORMATION

## 5. Consents of Experts

The following experts have each given and have not withdrawn their respective written consents to the issue of this document with copies of their reports, letters, opinions or summaries of opinions (as the case may be) and the references to their names included herein in the form and context in which they are respectively included.

| Name   | Qualification   |
|--|---|
| BNP Paribas Securities (Asia) Limited                  | Licensed to conduct type 1 (dealing in securities), type 2 (dealing in future contracts), type 4 (advising on securities) and type 6 (advising on corporate finance) regulated activities under the SFO |
| Deloitte Touche Tohmatsu                               | Certified Public Accountants  |
| Commerce & Finance Law Offices                         | PRC legal adviser   |
| Conyers Dill & Pearman                                 | Cayman Islands attorneys-at-law   |
| Frost & Sullivan (Beijing) Inc., Shanghai<br>Branch Co | Industry consultant   |
| DTZ Cushman & Wakefield Limited                        | Property valuer   |
| Miller Thomson LLP                                     | Canadian legal adviser  |

Save as disclosed in this document, none of the experts named above has any shareholding interest in our Company or any of our subsidiaries or the right (whether legally enforceable or not) to subscribe for or to nominate persons to subscribe for securities in our Company or any of our subsidiaries.

## 6. Binding Effect

This document shall have the effect, if an application is made in pursuance hereof, of rendering all persons concerned bound by all the provisions (other than the penal provisions) of sections 44A and 44B of the Companies Ordinance so far as applicable.

## [REDACTED]

## 8. Promoter

Our Company has no promoter.

## 9. Preliminary Expenses

The total preliminary expenses of our Company are estimated to be approximately US\$2,000 and are payable by our Company.

# STATUTORY AND GENERAL INFORMATION

## 10. Disclaimers

- (a) Save as disclosed in this document, within the two years immediately preceding the date of this document:
  - (i) no share or loan capital or debenture of our Company or any of our subsidiaries has been issued or agreed to be issued or is proposed to be issued for cash or as fully or partly paid other than in cash or otherwise;
  - (ii) no share or loan capital of our Company or any of our subsidiaries is under option or is agreed conditionally or unconditionally to be put under option; and
  - (iii) no commissions, discounts, brokerages or other special terms have been granted or agreed to be granted in connection with the issue or sale of any share or loan capital of our Company or any of our subsidiaries.
- (b) Save as disclosed in this document:
  - (i) there are no founder, management or deferred shares nor any debentures in our Company or any of our subsidiaries;
  - (ii) no share or loan capital or debenture of our Company of any of our subsidiaries is under option or is agreed conditionally or unconditionally to be put under option; and
  - (iii) no commission was paid within the two years preceding the date of this document, or is payable, by our Company for subscribing or agreeing to subscribe, or procuring or agreeing to procure subscriptions, for any shares in or debentures of our Company or any of our subsidiaries.
- (c) Save as disclosed in "B. Further Information about Our Business 1. Summary of Material Contracts" above, none of our Directors or proposed Directors or experts (as named in this document), have any interest, direct or indirect, in any assets which have been, within the two years immediately preceding the date of this document, acquired or disposed of by or leased to, any member of our Group, or are proposed to be acquired or disposed of by or leased to any member of our Group.

# DOCUMENTS DELIVERED TO THE REGISTRAR OF COMPANIES IN HONG KONG AND AVAILABLE FOR INSPECTION

## DOCUMENTS DELIVERED TO THE REGISTRAR OF COMPANIES

The documents attached to the copy of this document delivered to the Registrar of Companies in Hong Kong for registration were, among other documents:

## [REDACTED]

- (b) the written consents referred to under "D. Other Information 4. Consents of Experts" in Appendix V to this document; and
- (c) copies of the material contracts referred to in "B. Further Information about Our Business 1. Summary of Material Contracts" in Appendix V to this document.

#### DOCUMENTS AVAILABLE FOR INSPECTION

Copies of the following documents will be available for inspection at our office in Hong Kong at Ashurst Hong Kong, 11/F Jardine House, One Connaught Place Central, Hong Kong during normal business hours up to and including the date which is 14 days from the date of this document:

- (a) the Memorandum and the Articles of Association;
- (b) the Accountants' Report and the report on the [REDACTED] of our Group prepared by Deloitte Touche Tohmatsu, the texts of which are set out in Appendices I and II to this document:
- (c) the audited combined financial statements of our Company for the two financial years ended 31 August 2014 and 2015;
- (d) the PRC legal opinions issued by Commerce & Finance Law Offices, our legal adviser on PRC law, in respect of certain general corporate matters and property interests of our Group;
- (e) the letter of advice prepared by Conyers Dill & Pearman, our legal adviser on Cayman Islands law, summarising certain aspects of the Cayman Companies Law referred to in Appendix IV to this document;
- (f) the Cayman Companies Law;
- (g) the report relating to our property interest prepared by DTZ Cushman & Wakefield Limited, the text of which is set out in Appendix III to this document and the full valuation report prepared by DTZ Cushman & Wakefield Limited;
- (h) the letter of advice prepared by Miller Thomson LLP, our legal adviser on Canadian law, summarising certain aspects of the laws in Ontario, Canada referred to in the section headed "Regulations" of this document;
- (i) the Frost & Sullivan Report;
- (j) the written consents referred to under the paragraph headed "D. Other Information 4. Consents of Experts" in Appendix V to this document;
- (k) the material contracts referred to in "B. Further Information about Our Business 1. Summary of Material Contracts" in Appendix V to this document;
- (1) the service contracts and the letters of appointment with our Directors referred to in "Directors' service contracts and letters of appointment" in Appendix V to this document; and
- (m) the rules of the Share Option Scheme.