
SUMMARY

This summary aims to give you an overview of the information contained in this prospectus. As it is a summary, it does not contain all the information that may be important to you. You should read the whole document before you decide to invest in the Offer Shares. Some of the particular risks in investing in the Offer Shares are set out in the section headed “Risk Factors” in this prospectus. You should read that section carefully before you invest in Offer Shares.

OVERVIEW

We are an aluminum alloy automobile wheel manufacturer focusing on the aftermarket which is the market for parts and accessories used in the repair or maintenance of an automobile. We manufacture and sell different types of aluminum alloy automobile wheels to our customers. According to Frost & Sullivan, in terms of exported value of aluminum alloy automobile wheel, we took up approximately 1.0% market share in the aluminum alloy automobile wheel market in PRC in 2021. For the years ended December 31, 2019 and 2020, our revenue decreased from approximately RMB374.0 million to approximately RMB362.2 million, primarily due to the COVID-19 pandemic which adversely affected some of our overseas markets. For the year ended December 31, 2021, our revenue increased to approximately RMB440.4 million, indicating a strong recovery in our results of operations since the COVID-19 pandemic. For the five months ended May 31, 2021 and 2022, our revenue decreased from approximately RMB159.5 million to approximately RMB149.8 million, mainly due to the regional outbreaks of COVID-19 in the PRC in early 2022 which temporarily affected our business operation, in particular, the delivery of our products to overseas markets due to the restrictions on transportation to the port area. For the five months ended May 31, 2022, our revenue from the PRC and overseas markets were RMB59.6 million and RMB90.2 million, respectively, representing approximately 39.8% and 60.2% of our total revenue, respectively.

Our principal operating subsidiary, Buyang Wheel was incorporated in 2007. Our manufacturing facility is located in Yongkang City, Jinhua City, Zhejiang Province, PRC, and is leased from Buyang PRC, which is controlled by our Controlling Shareholders. As of May 31, 2022, we self-owned and operated 31 gravity casting machines, 12 low pressure casting machines, 52 CNC lathes, 22 machining centers, three pretreatment spray equipment, six powder spray machines and ten liquid spray machines and had a maximum designed production capacity of approximately 1.2 million units of aluminum alloy automobile wheel per year.

During the Track Record Period, substantially all of our revenue is generated from the sale of our aluminum alloy automobile wheels to the aftermarket. Our customers are mainly aluminum alloy automobile wheel wholesale traders and retailers in the aftermarket. We had 204, 169, 134 and 97 customers located in the PRC for the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, respectively and had 102, 94, 67 and 44 customers located in 51, 52, 37 and 26 overseas countries and territories for the corresponding periods. The total number of our customers decreased continuously from 306 in the year ended December 31, 2019 to 263 in the year ended December 31, 2020 and further to 201 in the year ended December 31, 2021 primarily due to our strategy of prioritizing sales of our products to our major wholesale trader customers who placed large batch of orders with us. As a result, due to the limitation of our production capacity, we lost some wholesale trader and retailer customers as we were unable to take up their orders. The total number of our customers decreased from 150 in the five months ended May 31, 2021 to 141 in the five months ended May 31, 2022 primarily due to the impacts on export of our products to overseas markets caused by the regional outbreaks of COVID-19 in the PRC in early 2022, resulting in decrease in sales to wholesale trader customers targeting overseas markets.

OUR PRODUCTS

Our products comprise of a wide variety of aluminum alloy automobile wheels. We generally design and produce aluminum alloy automobile wheels with a wide variety of elements, including size, design and color pursuant to customers’ specific requirements and specifications. We also periodically offer our own designs to our customers based on our knowledge of contemporary market trends. During the Track Record Period, we sold a total of approximately 19,900 distinct types of aluminum alloy automobile wheels. Our products are used by a wide range of automobiles from subcompact and compact cars to full-size SUV and pickup truck. For more details, please refer to “Business — Our Products” in this prospectus.

Sales of aluminum alloy automobile wheel by size

The following table sets forth our revenue by size of aluminum alloy automobile wheel, in absolute amount and as a percentage of total revenue derived from sales of aluminum alloy automobile wheel, for the periods indicated.

SUMMARY

	Year ended December 31,						Five months ended May 31,			
	2019		2020		2021		2021		2022	
	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%
	(unaudited)									
Small	92,925	25.6	56,749	16.0	56,150	13.1	22,863	14.6	15,893	10.8
Medium	236,519	65.1	253,765	71.7	315,917	73.5	115,149	73.7	111,246	75.9
Large	34,012	9.3	43,695	12.3	57,391	13.4	18,240	11.7	19,478	13.3
Total revenue from sales of aluminum alloy automobile wheel	<u>363,456</u>	<u>100.0</u>	<u>354,209</u>	<u>100.0</u>	<u>429,458</u>	<u>100.0</u>	<u>156,252</u>	<u>100.0</u>	<u>146,617</u>	<u>100.0</u>

Note: Small, medium and large aluminum alloy automobile wheels refer to aluminum alloy automobile wheels with diameter of 12-16 inches, 17-20 inches and 21-24 inches, respectively.

The following table sets forth our sales volume by product size of aluminum alloy automobile wheel for the periods indicated:

	Year ended December 31,						Five months ended May 31,			
	2019		2020		2021		2021		2022	
	unit	%	unit	%	unit	%	unit	%	unit	%
Small	515,003	42.3	300,134	28.7	258,742	22.7	114,655	25.2	63,279	18.6
Medium	644,253	52.9	671,406	64.2	786,731	69.0	307,468	67.6	248,058	72.9
Large	59,256	4.8	73,672	7.1	94,395	8.3	32,481	7.2	28,863	8.5
Total	<u>1,218,512</u>	<u>100.0</u>	<u>1,045,212</u>	<u>100.0</u>	<u>1,139,868</u>	<u>100.0</u>	<u>454,604</u>	<u>100.0</u>	<u>340,200</u>	<u>100.0</u>

The total sales volume of our aluminum alloy automobile wheels dropped in 2020 mainly due to the adverse impact caused by the COVID-19 pandemic. Our total sales volume increased in 2021 as we experienced a strong recovery from the COVID-19 pandemic. However, due to the regional outbreak of COVID-19 in the PRC in early 2022, our sales volume dropped again for the five months ended May 31, 2022 as compared to the corresponding period in 2021.

The following table sets forth the average sales prices by product size of aluminum alloy automobile wheel, calculated by dividing sales amount by sales volume of the specific product size, for the periods indicated:

	Year ended December 31,			Five months ended May 31,	
	2019	2020	2021	2021	2022
	RMB	RMB	RMB	RMB	RMB
Small	180	189	217	199	251
Medium	367	378	402	375	448
Large	574	593	608	562	675
Average sales price of aluminum alloy automobile wheel	<u>298</u>	<u>339</u>	<u>377</u>	<u>344</u>	<u>431</u>

The average sales price of our aluminum alloy automobile wheels increased continuously throughout the Track Record Period primarily due to (i) the increase in the cost of aluminum alloy ingot which is our principal raw material; and (ii) our strategy of increasing the sales volume of medium and large-sized wheels while reducing the sales volume of small-sized wheels.

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The following table sets forth our gross profit and gross profit margin by product size of aluminum alloy automobile wheels, for the periods indicated.

	Year ended December 31,						Five months ended May 31,			
	2019		2020		2021		2021		2022	
	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin
	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%
	(unaudited)									
Small	11,299	12.2	6,857	12.1	7,621	13.6	2,752	12.0	2,646	16.6
Medium	53,244	22.5	57,054	22.5	56,576	17.9	19,978	17.3	20,215	18.2
Large	9,365	27.5	12,395	28.4	12,061	21.0	3,860	21.2	4,196	21.5

For further information, please refer to “Financial Information — Description of key consolidated statement of profit or loss and other comprehensive income line items” in this prospectus.

Revenue by Geographic Market

The following table sets forth our revenue by country of delivery for the periods indicated.

	Year ended December 31,						Five months ended May 31,			
	2019		2020		2021		2021		2022	
	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%
	(unaudited)									
The PRC	94,326	25.2	99,228	27.4	148,629	33.8	48,419	30.4	59,629	39.8
Japan	47,289	12.6	20,630	5.7	12,997	2.9	8,686	5.5	3,843	2.6
The United States	39,122	10.5	68,578	18.9	86,201	19.6	27,766	17.4	26,330	17.6
Lithuania	31,033	8.3	33,238	9.2	50,215	11.4	21,910	13.7	12,426	8.3
United Arab Emirates	24,565	6.6	13,731	3.8	19,730	4.5	8,601	5.4	8,541	5.7
Canada	22,812	6.1	33,505	9.3	40,091	9.1	12,320	7.7	7,963	5.3
Nigeria	10,131	2.7	11,115	3.1	6,684	1.5	3,544	2.2	1,741	1.2
Latvia	7,773	2.1	2,100	0.5	1,540	0.4	1,540	1.0	— ⁽¹⁾	— ⁽¹⁾
Morocco	4,452	1.2	2,355	0.6	635	0.1	635	0.4	— ⁽¹⁾	— ⁽¹⁾
Yemen	4,450	1.2	5,034	1.4	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
United Kingdom	4,352	1.2	6,788	1.9	3,347	0.8	1,710	1.1	2,414	1.6
Dominica	3,767	1.0	4,565	1.2	5,786	1.3	2,801	1.7	4,417	2.9
Israel	3,752	1.0	4,995	1.4	4,629	1.1	2,028	1.3	376	0.2
Thailand	2,780	0.7	4,073	1.1	6,335	1.4	1,717	1.1	3,863	2.6
Syria ⁽³⁾	352	0.1	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Russia	239	0.1	2,383	0.7	6,756	1.5	1,674	1.0	1,892	1.3
Iran ⁽³⁾	140	* ⁽²⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Crimea ⁽³⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Others	72,706	19.4	49,835	13.8	46,781	10.6	16,151	10.1	16,372	10.9
Total	374,041	100.0	362,153	100.0	440,356	100.0	159,502	100.0	149,807	100.0

Note:

- (1) “—” represents that there is no revenue generated from the geographical market (by country of delivery) in the respective period.
- (2) “*” represents figure that is less than 0.1.
- (3) The table above sets forth our revenue by country of delivery only. For our revenue derived from the sales and/or deliveries to Syria, Iran and Crimea, it amounted to approximately RMB2,137,000, RMB1,843,000 and RMB668,000, respectively, for the year ended December 31, 2019. Our revenue derived from the sales and/or deliveries to Syria, Iran and Crimea amounted to approximately RMB328,000, nil and nil, respectively, for the year ended December 31, 2020. We did not derive revenue from sales and/or deliveries from Syria, Iran and Crimea in the year ended December 31, 2021 and the five months ended May 31, 2022. For more details, please refer to the paragraph headed “Business — Business activities relating to Sanctioned Countries” in this prospectus.

SUMMARY

The following table sets forth our gross profit and gross profit margin by geographic market (country of delivery), for the periods indicated.

	Year ended December 31,						Five months ended May 31,			
	2019		2020		2021		2021		2022	
	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin	Gross profit	Gross profit margin
	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%	RMB'000	%
	(unaudited)									
The PRC	19,418	20.6	21,891	22.1	26,403	17.8	8,245	17.0	10,336	17.3
The United States	8,999	23.0	17,702	25.8	17,600	20.4	5,428	19.6	5,410	20.5
Lithuania	8,292	26.7	9,333	28.1	10,708	21.3	4,913	22.4	3,269	26.3
Japan	6,421	13.6	2,732	13.2	2,053	15.8	1,253	14.4	765	19.9
Canada	4,562	20.0	6,311	18.8	5,569	13.9	1,622	13.2	1,410	17.7
United Arab Emirates	4,171	17.0	2,059	15.0	1,999	10.1	753	8.8	975	11.4
Latvia	1,631	21.0	451	21.5	266	17.2	273	17.7	— ⁽¹⁾	— ⁽¹⁾
Nigeria	1,469	14.5	2,055	18.5	948	14.2	527	14.9	247	14.2
United Kingdom	1,130	26.0	1,657	24.4	653	19.5	335	19.6	481	19.9
Dominica	1,057	28.1	1,170	25.6	969	16.7	489	17.4	634	14.4
Israel	752	20.0	1,028	20.6	546	11.8	265	13.0	59	15.8
Morocco	727	16.3	332	14.1	62	9.8	71	11.2	— ⁽¹⁾	— ⁽¹⁾
Thailand	707	25.4	935	23.0	1,330	21.0	316	18.4	730	18.9
Yemen	375	8.4	531	10.6	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Syria	93	26.6	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Russia	92	38.7	470	19.7	940	13.9	292	17.4	290	15.3
Iran	24	17.0	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Crimea	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾	— ⁽¹⁾
Others	<u>13,807</u>	<u>19.0</u>	<u>8,926</u>	<u>17.9</u>	<u>7,123</u>	<u>15.2</u>	<u>2,270</u>	<u>14.1</u>	<u>2,873</u>	<u>17.5</u>
Total/Overall	<u>73,727</u>	<u>19.7</u>	<u>77,583</u>	<u>21.4</u>	<u>77,169</u>	<u>17.5</u>	<u>27,052</u>	<u>17.0</u>	<u>27,479</u>	<u>18.3</u>

Note:

(1) “—” represents that there is no revenue generated from the geographical market (by country of delivery) in the respective period.

Further information is set out in “Financial Information — Description of key consolidated statement of profit or loss and other comprehensive income line items” in this prospectus.

PRODUCTION AND UTILIZATION

During the Track Record Period, our manufacturing facility ran at a utilization rate of approximately 99.4%, 85.2%, 93.6% and 86.5% for the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, respectively. After the Track Record Period and up to the Latest Practicable Date, the overall utilization rate of our manufacturing facility increased to 97.3%. For more details, please refer to “Business — Production — Production equipment and facility — Production capacity and utilization” in this prospectus.

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CUSTOMERS

Our customers are mainly aluminum alloy automobile wheel wholesale traders and retailers in the aftermarket, who purchase our branded and/or non-branded aluminum alloy automobile wheels and sell them in aftermarket to meet modification, repair and maintenance needs of the end users.

For the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, revenue generated from the sales to our top five customers amounted to approximately RMB122.7 million, RMB128.1 million, RMB169.5 million and RMB48.7 million respectively, representing approximately 32.9%, 35.3%, 38.5% and 32.4% of our total revenue for the same periods, respectively. For the same periods, revenue generated from the sales to our largest customer amounted to approximately RMB38.1 million, RMB39.5 million, RMB46.7 million and RMB15.3 million, representing approximately 10.2%, 10.9%, 10.6% and 10.2% of our total revenue, respectively. We have maintained stable and long-term business relationship with a group of highly loyal customers. During the Track Record Period, our top five customers, on average, have around six years of business relationship with us. For more details, please refer to “Business — Customers” in this prospectus.

BUSINESS ACTIVITIES IN SANCTIONED COUNTRIES

During the Track Record Period, we made sales and/or deliveries of our Chinese-origin products to the Relevant Regions which are the Sanctioned Countries relevant to the Group’s business operations during the Track Record Period. Among the Relevant Regions, Crimea, Iran and Syria are subject to comprehensive U.S. economic sanctions. To the best knowledge of our Directors, for the years ended December 31, 2019, 2020, 2021 and the five months ended May 31, 2022, our revenue derived from the sales and/or deliveries to the Relevant Regions (excluding Crimea, Iran and Syria) amounted to approximately RMB22.2 million, RMB12.6 million, RMB33.0 million and RMB16.1 million, respectively, representing approximately 5.9%, 3.5%, 7.5% and 10.7% of our total revenue for the same periods, respectively; and our revenue derived from the sales and/or deliveries to Crimea, Iran and Syria, which were all transacted in USD, amounted to approximately RMB 4.6 million, RMB0.3 million, nil and nil, respectively, representing approximately 1.2%, 0.1%, nil and nil of our total revenue for the same periods, respectively. For more details, please refer to “Business — Business activities relating to Sanctioned Countries” in this prospectus.

In relation to Crimea, Iran and Syria which are countries/regions subject to comprehensive U.S. economic sanctions, from 2015 to March 6, 2020, we received 297 payments in an aggregate amount of approximately US\$14.5 million for U.S. dollar-denominated transactions during the ordinary course of our business. Among these payments, we received (i) 12 payments from one customer in relation to our sales and/or deliveries to Crimea; (ii) 240 payments from 33 customers in relation to our sales and/or deliveries to Iran; and (iii) 45 payments from five customers in relation to our sales and/or deliveries to Syria. As advised by our International Sanctions Legal Advisors, such U.S. dollar-denominated transactions appear to be in violation of U.S. primary sanctions laws that prohibit the use of U.S. financial system for this type of trade with Comprehensively Sanctioned Countries (currently Cuba, Iran, North Korea, Syria, the Crimea region of Ukraine/Russia and the self-proclaimed Luhansk People’s Republic and self-proclaimed Donetsk People’s Republic regions). After consulting with our International Sanctions Legal Advisors, we submitted an initial notification of VSD on April 8, 2020 to OFAC with regard to the U.S. dollar-denominated payments related to Crimea, Iran and Syria, and submitted a full VSD report to OFAC on August 26, 2020 which was followed by a supplemental VSD submitted on September 29, 2020 to OFAC. On May 12, 2021, OFAC issued the Cautionary Letter to us which represents a final enforcement response to the apparent violations disclosed in the VSD. OFAC indicated that it was not pursuing any civil monetary penalty against us and the matter is addressed by issuance of the Cautionary Letter. Accordingly, both we and the Sole Sponsor (as advised by our International Sanctions Legal Advisors) and OFAC now consider the possible legal issues raised through the VSD to be fully closed with the issuance of the Cautionary Letter and without the imposition of any civil monetary penalty. For more details and our potential risk exposure, please refer to “Business — Business Activities relating to Sanctioned Countries” and “Risk Factors — Risks Related to our Business and Industry — We could be adversely affected as a result of any sales we make to certain countries that are, or become subject to, sanctions administered by the U.S., the EU, the UN, Australia and other relevant sanctions authorities” in this prospectus.

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As advised by our International Sanctions Legal Advisors, apart from the Group's U.S. dollar-denominated transactions in relation to Iran, Crimea and Syria which have implicated restrictions under U.S. primary sanctions due to (i) the U.S. dollar payments received for such sales and/or deliveries; and (ii) such U.S. dollar payments were processed through the U.S. financial system, which were resolved with OFAC through the issuance of the Cautionary Letter, we did not violate relevant sanctions as a result of Primary Sanctioned Activity or Secondary Sanctionable Activity during the Track Record Period because, for the Group's sales to the Relevant Regions (excluding Iran, Crimea and Syria) during the Track Record Period, (i) the Group has not engaged in Primary Sanctioned Activity as it had no business activities in a Comprehensively Sanctioned Country or (a) with; or (b) directly or indirectly benefiting, or involving the property or interests in property of, a Sanctioned Person; (ii) and the Group has not engaged in Secondary Sanctionable Activity because it had no business activities targeted by extra-territorial provisions of sanctions law or regulation in the Relevant Jurisdictions.

Since March 7, 2020, we have ceased all business activities in connection with Crimea, Iran and Syria, which are subject to comprehensive sanctions. During the Track Record Period, our revenue generated from Crimea, Iran and Syria in aggregate accounted for approximately 1.2% and 0.1% of our total revenue for the years ended December 31, 2019 and 2020, respectively. Given that the revenue contribution derived from such countries/region in the years ended December 31, 2019 and 2020 is immaterial, our Directors are of the view, which is concurred by the Sole Sponsor, that our business, results of operations and financial performance has not been and will not be materially and adversely affected by the cessation of all business activities in connection with Crimea, Iran and Syria. Subject to our strict adherence to our internal control and risk management measures, we intend to continue our sales and/or deliveries of our products to customers in Sanctioned Countries other than those that are subject to comprehensive sanctions programs. For more details, please refer to "Business — Business activities relating to Sanctioned Countries" in this prospectus.

SALES AND MARKETING

During the Track Record Period, we sold our products to customers located in both PRC and overseas countries and territories. We had 306, 263, 201 and 141 customers located in 52, 53, 38 and 27 countries and territories for the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, respectively.

From 2019 to 2021, we focused on increasing our sales to selected overseas markets through our active participation in various international industrial exhibition. Meanwhile, our sales to overseas markets for the five months ended May 31, 2022 were affected by the regional outbreaks of COVID-19 in the PRC in early 2022 which caused delay in delivery of our products to overseas markets. The revenue deriving from our overseas market amounted to approximately RMB279.7 million, RMB263.0 million, RMB291.8 million and RMB90.2 million for the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, respectively, representing approximately 74.8%, 72.6%, 66.2% and 60.2% of our total revenue for the same periods.

We maintain an internal list of reference prices for our products. We categorize our products based on the size of the aluminum alloy automobile wheels and other specifications and assign each category a reference price. Price of each batch of products is negotiated with the customers at arm's length and adjusted based on our internal reference price. Fluctuation in the aluminum alloy ingots price is the primary factor affecting our product price as the aluminum alloy ingots accounts for over half of our cost of sales. Furthermore, when setting price for our products sold to overseas markets, the foreign exchange rate will also be considered. For more details, please refer to "Business — Sales and Distribution — Pricing and Payment Terms" in this prospectus.

RAW MATERIALS AND SUPPLIERS

Our major suppliers during the Track Record Period were primarily suppliers of aluminum alloy ingots. For the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, purchase amount from our top five supplier were approximately RMB179.1 million, RMB182.5 million, RMB244.0 million and RMB75.8 million, respectively, accounting for approximately 74.2%, 74.6%, 77.8% and 82.6% of our procurement cost for the same periods, respectively. Our top five suppliers for the five months ended May 31, 2022 had maintained business relationships with us for an average of around six years. For more details, please refer to "Business — Suppliers" in this prospectus.

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The principal raw materials we use for our production is aluminum alloy ingots. Our raw materials also include paints and packaging materials. During the Track Record Period, we were able to procure raw materials in quantities sufficient for our production need from our suppliers. For more details about our raw materials, please refer to “Business — Raw Materials” in this prospectus.

OUR STRENGTHS

We believe that our success and our ability to capitalize on future growth opportunities are attributable to our following strengths:

- Aluminum alloy automobile wheel manufacturer with global market reach
- Extensive overseas and domestic markets that complement each other
- Strong and flexible design and production capability that cater to individualized customer needs
- Comprehensive and strict quality control
- Strong and stable relationships with our major customers
- Stable and experienced management team

OUR BUSINESS STRATEGIES

We plan to strengthen and further expand our existing market position in both the PRC and overseas markets. Our principal strategies include the following:

- Expand our production capacity to enhance our market shares
- Improve our design and development capability
- Intensify our sales and marketing efforts in selected overseas markets and promote our own brand

REGULATORY COMPLIANCE

During the Track Record Period, we failed to register for and/or fully contribute to certain social insurance fund and housing provident fund for Buyang Wheel’s employees. In addition, we failed to obtain the environmental impact assessment approval in respect of our technological upgrade project of our production facilities conducted between 2011 and 2012. For further details, please refer to “Business — Regulatory Compliance and Legal Proceedings” in this prospectus.

SUMMARY OF FINANCIAL INFORMATION

The following is a summary of our consolidated financial information during the Track Record Period. We have derived the summary from our consolidated financial information set forth in the Accountants’ Report in Appendix I to this prospectus.

Highlights of consolidated statements of profit or loss and other comprehensive income

The following table sets forth selected consolidated statements of profit or loss and other comprehensive income items for the periods indicated.

SUMMARY

	Year ended December 31,			Five months ended May 31,	
	2019	2020	2021	2021	2022
	RMB'000	RMB'000	RMB'000	RMB'000 (unaudited)	RMB'000
Revenue	374,041	362,153	440,356	159,502	149,807
Gross profit	73,727	77,583	77,169	27,052	27,479
Profit from operations	62,623	45,181	49,795	13,260	21,897
Net finance (costs)/income	(1,910)	559	528	199	(44)
Profit before taxation	60,713	45,740	50,323	13,459	21,853
Profit for the year/period	46,096	34,706	37,663	10,039	16,382

Non-HKFRS measures

We recognized listing expenses during the Track Record Period and therefore we also present the adjusted profit for the year/period, which is a non-HKFRS measure, to supplement our consolidated financial information which are presented in accordance with HKFRS. We define “adjusted profit for the year/period” (non-HKFRS measure) as profit for the year/period adjusted by adding back Listing expenses. The adjustment has been consistently made during the Track Record Period, which complies with Guidance Letter HKEX-GL103-19 issued by the Stock Exchange.

We present such additional financial measure as it was used by our management to evaluate our financial performance by eliminating the impact of listing expenses, which are expenses related to the Global Offering. Our Directors believe that such non-HKFRS measure provides additional information to investors and others in understanding and evaluating our results of operations in the same manner as our management and in comparing financial results across accounting periods. However, our presentation of such non-HKFRS measure may not be comparable to similarly titled measures presented by other companies. The use of this non-HKFRS measure has limitations as an analytical tool, and you should not consider it in isolation from, or as a substitute for an analysis of, our results of operations or financial condition as reported under HKFRS.

The following table sets forth our adjusted profit for each respective year/period (non-HKFRS measure) during the Track Record Period:

	Year ended December 31,			Five months ended May 31,	
	2019	2020	2021	2021	2022
	RMB'000	RMB'000	RMB'000	RMB'000 (unaudited)	RMB'000
Profit for the year/period	46,096	34,706	37,663	10,039	16,382
Add: Listing expenses	4,216	14,415	6,757	2,951	1,533
Adjusted profit for the year/period (non-HKFRS measure)	<u>50,312</u>	<u>49,121</u>	<u>44,420</u>	<u>12,990</u>	<u>17,915</u>

Our adjusted profit for the year, which is a non-HKFRS measure, would decrease from RMB49.1 million in 2020 to RMB44.4 million in 2021, representing a decrease of 9.6%, which was primarily due to the increase in the procurement cost of aluminum alloy ingot.

Our revenue decreased from RMB374.0 million in 2019 to RMB362.2 million in 2020 primarily due to the adverse impact of the COVID-19 pandemic which affected some of our overseas market. Our revenue increased to RMB440.4 million in 2021, primarily as a result of our strong efforts in recovering customer demand in light of the adverse impact caused by the COVID-19 pandemic which had a negative impact on our results of operations for 2020. Our revenue decreased from RMB159.5 million in the five months ended May 31, 2021 to RMB149.8 million in the five months ended May 31, 2022, primarily as a result of the regional outbreaks of COVID-19 in the PRC in early 2022 which temporarily affected our business operation, in particular, the delivery of our products to overseas markets.

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Our gross profit increased slightly from RMB73.7 million in 2019 to RMB77.6 million in 2020 as a result of increase in our gross profit margin. Our gross profit remained stable between 2020 and 2021, and between the five months ended May 31, 2021 and 2022.

Our net profit decreased from RMB46.1 million in 2019 to RMB34.7 million in 2020 primarily due to (i) the increase in the listing expenses; (ii) the decrease in revenue as a result of the adverse impact caused by the COVID-19 pandemic; and (iii) other net loss as a result of the fluctuation of the exchange rate of U.S. dollar against the RMB. Our net profit increased from RMB34.7 million in 2020 to RMB37.7 million in 2021 primarily attributable to (i) the decrease in the listing expenses; and (ii) our increase of revenue as we experienced a strong recovery of our customer demand from the adverse impact caused by the COVID-19 pandemic, which were partially offset by the decrease in our profit margin caused by the increase in the price of aluminum alloy ingot. Our net profit increased from RMB10.0 million in the five months ended May 31, 2021 to RMB16.4 million in the five months ended May 31, 2022 as a result of (i) other net gain primarily attributable to the net exchange gain from translation of trade receivables and cash at bank denominated in USD into RMB due to the appreciation of USD against RMB in the first five months ended May 31, 2022; and (ii) the decrease in the listing expenses. For more details, please refer to “Financial Information — Description of key consolidated statement of profit or loss and other comprehensive income line items” in this prospectus.

Highlights of consolidated statements of financial position

	As of December 31,			As of May 31,
	2019	2020	2021	2022
	RMB'000	RMB'000	RMB'000	RMB'000
Total non-current assets	62,586	75,982	79,140	75,803
Total non-current liabilities	8,745	8,283	7,819	8,767
Total current assets	185,503	263,851	269,122	274,462
Total current liabilities	200,808	154,815	126,023	110,728
Total net current (liabilities)/assets	(15,305)	109,036	143,099	163,734
Net Assets	38,536	176,735	214,420	230,770

We recorded net current liabilities as of December 31, 2019 primarily due to approximately RMB192.0 million trade and other payables. Such significant amount of trade and other payables were primarily due to the record of approximately RMB104.0 million payable for deemed distribution arising from Reorganization to related parties, which accounted for approximately 54.1% of our trade and other payables as of December 31, 2019, and such sum was settled in full as of December 31, 2020. Our net current assets increased as of December 31, 2020 primarily attributable to (i) the settlement of the payable for deemed distribution arising from Reorganization of RMB104.0 million using the proceeds from the issue of shares in the same period; and (ii) our profit for the year generated in 2020. Our net current assets further increased as of December 31, 2021 primarily attributable to increase in our inventories and trade and other receivables as a result of increase in sales activities. Our net current assets further increased as of May 31, 2022 primarily attributable to our profit generated for the five months ended May 31, 2022.

Our net assets increased significantly as of December 31, 2020 when compared to the net assets as of December 31, 2019 primarily attributable to (i) the issuance of 100,000 Shares by the Company on March 24, 2020 which were subscribed by the Shareholders at the total consideration of USD14,888,780 (which is equal to RMB105,709,000); and (ii) the addition of the total comprehensive income during the year ended December 31, 2020. Our net assets increased continuously during the year ended December 31, 2021 and the five months ended May 31, 2022 primarily attributable to the addition of the total comprehensive income for the relevant periods. For more details, please refer to “Financial Information — Working Capital” and “Financial Information — Description of Certain Line Items in the Consolidated Statements of Financial Position” in this prospectus.

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Highlights of consolidated statements of cash flows

	Year ended December 31,			Five months ended May 31,	
	2019	2020	2021	2021	2022
	RMB'000	RMB'000	RMB'000	RMB'000 (unaudited)	RMB'000
Net cash generated from operating activities	86,192	32,646	26,211	16,782	32,044
Net cash used in investing activities	(11,636)	(21,586)	(25,090)	(6,474)	(3,414)
Net cash (used in) / generated from financing activities	(87,543)	34,638	(23,279)	(1,994)	(1,796)
Cash and cash equivalents at the end of the year/ period	<u>52,271</u>	<u>95,753</u>	<u>72,206</u>	<u>102,938</u>	<u>99,980</u>

Our net cash generated from operating activities decreased from 2019 to 2020 primarily attributable to our decrease in profit before taxation. Our net cash used in investing activities was primarily due to our payment for purchase of property, plant and equipment and intangible assets. Our net cash generated from operating activities decreased to RMB26.2 million in 2021 as a result of changes in working capital which primarily included increase in inventories of RMB10.7 million and increase in trade and other receivables of RMB11.4 million in 2021. Our net cash generated from operating activities increased from RMB16.8 million for the five months ended May 31, 2021 to RMB32.0 million for the five months ended May 31, 2022 as a result of (i) our increase in profit before taxation of RMB8.4 million; and (ii) the increase in working capital mainly attributable to the combined effect of (a) the decrease in inventories of RMB10.0 million; (b) the decrease in pledged deposits of RMB11.3 million; and (c) the decrease in trade and other payables of RMB15.1 million. For more details, please refer to “Financial Information — Liquidity and Capital Resources” in this prospectus.

SUMMARY OF KEY FINANCIAL RATIOS

	Year ended December 31,			Five months ended May 31,	
	2019	2020	2021	2021 (unaudited)	2022
Gross profit margin ⁽¹⁾	19.7%	21.4%	17.5%	17.0%	18.3%
Adjusted net profit margin (non-HKFRS measure) ⁽²⁾	13.5%	13.6%	10.1%	8.1%	12.0%

Notes:

- (1) Calculated by dividing gross profit by revenue for the year/period and multiplied by 100%.
- (2) Calculated by dividing adjusted profit for the year/period (non-HKFRS measure) by revenue and multiplied by 100%. We define “adjusted profit for the year/period” (non-HKFRS measure) as profit for the year/period, adding back the Listing expenses. Adjusted profit for the year/period (non-HKFRS measure) and adjusted net profit margin (non-HKFRS measure) are not measures required by or presented in accordance with HKFRSs. The use of adjusted profit for the year/period (non-HKFRS measure) has limitations as an analytical tool, and it should not be considered in isolation from, or as a substitute for analysis of, our results of operations or financial condition as reported under HKFRSs.

RISK FACTORS

Our business primarily faces the following risks:

- Our sales and production of aluminum alloy automobile wheels may be adversely affected by developments and changes in the automobile industry and government policies affecting demand in the aftermarket.
- The outbreak and ongoing spread of COVID-19 could severely disrupt our business operations.

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- We are subject to various international trade regulations, quotas, tariffs and duties, including anti-dumping, which may adversely affect our business, financial condition and results of operations.
- We could be adversely affected as a result of any sales we make to certain countries that are, or become subject to, sanctions administered by the U.S., the EU, the UN, Australia and other relevant sanctions authorities.
- Our products are subject to additional tariff imposed by the United States government since May 2019.
- Changes in international trade policies or imposition of barriers to trade, and the ongoing political tension between Lithuania and the PRC may have an adverse effect on our business.
- Our failure to maintain or enlarge our customer base may reduce our revenue and profitability.
- A significant portion of our revenue is derived from a limited number of our customers located both in the PRC and overseas and any decrease or termination of our sales to our major customers may have a material adverse effect on our business and financial condition.

APPLICATION FOR THE OFFER SHARES

The application for the Hong Kong Offer Shares will commence on Tuesday, November 29, 2022 through Wednesday, December 7, 2022, being longer than normal market practice of four days. The application monies (including the brokerage fees, SFC transaction levy, Stock Exchange trading fee and AFRC transaction levy) will be held by the receiving bank on behalf of the Company and the refund monies, if any, will be returned to the applicants without interest on Wednesday, December 14, 2022. Investors should be aware that the dealings in the Shares on the Stock Exchange are expected to commence on Thursday, December 15, 2022.

OFFER STATISTICS

	<u>Based on the Offer Price of HK\$0.50 per Offer Share</u>	<u>Based on the Offer Price of HK\$0.60 per Offer Share</u>
Market capitalization at the Listing (HK\$) ⁽¹⁾	500 million	600 million
Unaudited pro forma adjusted consolidated net tangible assets per Share (HK\$) ⁽²⁾	0.37	0.40

Notes:

(1) The calculation of market capitalization is based on 1,000,000,000 Shares expected to be in issue immediately upon completion of the Global Offering.

(2) Please refer to Appendix II to this prospectus for the bases and assumptions in calculating the figures.

RECENT DEVELOPMENTS

Outbreak of COVID-19

The COVID-19 outbreak in early 2020 has materially and adversely affected both the supply and demand side of the global economy. Both the PRC government and the governments of other countries adopted various measures to control and contain the spread of the disease such as cities lockdown, completely or partially shutting down cross-border businesses and tourism and halting international flights to imposing curfews and banning on mass gatherings.

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The COVID-19 outbreak presented challenges to our business and financial conditions in the first half of 2020. In the first half of 2019 and 2020, our revenue decreased from approximately RMB149.2 million to approximately RMB132.6 million, and our sales volume decreased from approximately 453,000 units to 371,000 units. We have also experienced longer trade and bills receivables turnover days, which may lead to an increase in the expected credit loss on our trade and bills receivables. In the second half of 2020, we have been able to recover demand from our customers both in terms of revenue and sales volume and our results of operations have returned to a level prior to the COVID-19 pandemic. For details, please refer to the paragraph headed “Financial Information — Recent developments and material adverse change” in this prospectus. We have continued to maintain a strong recovery in our results of operations in 2021. For the year ended December 31, 2021, our overall revenue generated was approximately RMB440.4 million, representing a 21.6% increase from the year ended December 31, 2020. Furthermore, our sales volume increased from approximately 1,045,000 units for the year ended December 31, 2020 to approximately 1,140,000 units for the year ended December 31, 2021, representing a year-to-year increase of approximately 9.1%.

Recent regional outbreaks of COVID-19 in the PRC

In early 2022, regional outbreaks of COVID-19 hit certain areas in the PRC. In response, local governments in the affected areas imposed various restrictions, including city lockdowns and traffic control across certain regions. In particular, due to the outbreaks of COVID-19 in Ningbo City in January 2022 and Jinhua City in April 2022, restrictions were imposed on transportation between Yongkang City (which is governed by Jinhua City and where our Group is located at) and Ningbo port. Ningbo port is the major port for the delivery of our products to overseas markets. As a result, there was delay in delivery of products to our overseas markets. Although no penalty has ever been imposed on our Group in respect of such delay in delivery, such delay caused adverse impact on our operations as our actual production volume decreased during the affected period. This is because upon the occurrence of the delay in delivery of our products, our Group had to postpone our production schedule to a later stage to (i) prevent overstock of products due to the limited storage space in our manufacturing facility; and (ii) have better management of our cash flow as delay in delivery of products will affect our Group’s collection of payment in respect of the relevant orders.

In addition, in February and March 2022, COVID-19 broke out in Baise City, Guangxi Province, the PRC, which is one of the most important production cities of bauxite and aluminum ingot, and large-scale lockdown of Baise City directly impacted the aluminum ingot delivery capability. Further, there were uncertainties on the supply of ancillary raw material to our Group by one of our suppliers located in Shanghai due to the outbreak of COVID-19 in Shanghai in April 2022. In view of such uncertainties which could result in the lack of supply of our raw materials and also in support of the disease prevention measures of the local government, we (i) slowed down the production of our manufacturing facility between mid-April to early May 2022 by reducing the number and the operating time of certain machines. During the affected period, we reduced the operating number of our gravity casting machines, low pressure casting machines and machines and equipment in machining phase by approximately 20%, 42% and 28% of the total number of the relevant machines respectively. We also reduced the operating time of the heat treatment furnaces and the painting lines by 20 to 25% respectively; and (ii) arranged closure of our manufacturing facility for inspection and maintenance. Our production volume was adversely affected not only during the closing period but also during the period both before and after the closure, as we informed our customers in advance prior to the closure and it took time for us to resume our operations after the closure. In light of the aforementioned, our revenue decreased from approximately RMB159.5 million for the five months ended May 31, 2021 to approximately RMB149.8 million for the five months ended May 31, 2022, and our sales volume decreased from approximately 455,000 units to approximately 340,000 units for the same periods.

Despite the regional outbreaks of COVID-19 in the PRC in early 2022, our business operation has resumed normal since mid-May 2022 and we had not experienced further slowdown or closure of our manufacturing facility up to the Latest Practicable Date. Based on our unaudited management accounts, our revenue increased by 4.3% and our gross profit increased by 19.6% for the nine months ended September 30, 2021 and 2022.

Having considered that (i) since mid-May 2022, our manufacturing facility has resumed normal operation with sufficient supply of raw material; (ii) the government authorities have put into significant resources and

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efforts to contain the regional outbreaks of COVID-19 in the PRC and the gradual relaxation of control measures; and (iii) based on our unaudited management accounts, our financial performance for the nine months ended September 30, 2022 has improved compared to the corresponding period in 2021, our Directors believe the regional outbreaks of COVID-19 in the PRC is unlikely to have a material adverse impact on our business, results of operations and financial conditions as a whole in the long term. We will closely monitor the development of the COVID-19 pandemic and continuously evaluating any potential impact on our business, results of operations and financial condition.

In view of the ongoing outbreak caused by the pandemic, we have implemented a complete business contingency plan to mitigate the adverse effects brought by the pandemic and tried to keep the disruption of our production to a minimum. In 2020, in light of the impact caused by the COVID-19 pandemic, we received finance loans interest subsidy from the local government of Yongkang City and we were also temporarily exempted from making employer's contributions to the social insurance premiums in light of impact caused by the COVID-19 pandemic. For details, please refer to the paragraph headed "Financial Information — Recent developments and material adverse change" in this prospectus.

Political tension between the PRC and the countries of our major overseas markets

United States is one of our major overseas markets during the Track Record Period. Following the start of China–United States trade frictions in 2018, our sales to the United States were negatively affected. We undertook measures to mitigate the negative impact of the tariff on our products. As a result, we did not experience any material adverse change in respect of our revenue derived from the U.S. market during the Track Record Period. For further details of the impact of and the risks in relation to the China-United States trade friction and the risks, please refer to "Business — Sales and Distribution — Sales to the United States and impact of the China-United States trade frictions" and "Risk Factors — Risk Related to Our Business and Industry - Our products are subject to additional tariff imposed by the United States government since May 2019" in this prospectus.

Lithuania is also one of our major overseas markets during the Track Record Period. For the years ended December 31, 2019, 2020 and 2021 and the five months ended May 31, 2022, we generated revenue of approximately RMB31.0 million, RMB33.2 million, RMB50.2 million and RMB12.4 million, respectively, from sales to Lithuania, which accounted for approximately 8.3%, 9.2%, 11.4% and 8.3% of our total revenue in the same periods, respectively. In November 2021, the PRC government downgraded its diplomatic ties with Lithuania after Lithuania allowed the opening of the Taiwanese Representative Office in Lithuania. It is reported that Lithuanian exporters had experienced difficulties in exporting their goods to the PRC. Our Directors are of the view that our overall business and financial performance were not adversely affected by such political tension in 2021 given that (i) there was no restriction or limitation on export of aluminum alloy automobile wheels from the PRC to Lithuania as at the Latest Practicable Date; and (ii) we have maintained a long-term and stable business relationship with UAB Group, our largest Lithuanian customer during the Track Record Period. For the years ended December 31, 2019, 2020, 2021 and the five months ended May 31, 2022, our revenue from sales to UAB Group amounted to approximately 7.8%, 8.7%, 10.6% and 7.5% of our total revenue. Based on our communication with UAB Group, if trade ban is imposed due to the worsening of the relations between the PRC and Lithuania, UAB Group plans to continue conducting business with us by registering a new company in Poland, a nearby country to Lithuania and where one of its largest customers is located at. UAB Group will use the new company to place orders and settle payment with us, and our products will be delivered to Poland. For more details and our potential risk exposure if the political tension between China and Lithuania intensifies, please refer to "Risk Factors — Risks related to our business and industry — Changes in international trade policies or imposition of barriers to trade, and the ongoing political tension between Lithuania and the PRC may have an adverse effect on our business" in this prospectus.

Regulatory Developments

Regulatory Changes on Overseas Listing

On December 24, 2021, the CSRC published the *Administration of Overseas Securities Offering and Listing by Domestic Companies (Draft for Comments)* (《國務院關於境內企業境外發行證券和上市的管理規定(草

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稿徵求意見稿》) (“**Draft Administrative Provisions**”) and the *Administrative Measures for the Filing of Overseas Securities Offering and Listing by Domestic Companies (Draft for Comments)* (《境內企業境外發行證券和上市備案管理辦法(徵求意見稿)》) (“**Draft Measures for Filing**”, together with the Draft Administrative Provisions, “**Drafts relating to Overseas Listings**”), which are open for public comments until January 23, 2022. Pursuant to the Drafts relating to Overseas Listings, PRC domestic companies that seek to offer and list securities in overseas markets, either in direct or indirect means, are required to file the required documents with the CSRC within three working days after its application for overseas listing is submitted. As of the Latest Practicable Date, both the Draft Administrative Provisions and the Draft Measures for Filing had not been formally adopted, and due to the lack of detailed guidance or implementation rules, there were still uncertainties regarding the Drafts relating to Overseas Listings. For further details of the Drafts relating to Overseas Listings, please refer to the paragraphs headed “Risk Factors — We may be required to complete the filing with the CSRC for the Listing and subject to additional regulatory requirements if certain new draft regulations in relation to overseas listing are implemented in China” and “Regulatory Overview — PRC Laws and Regulations – 13. Overseas Listing Regulation” in this prospectus.

DIVIDEND POLICY

We may distribute dividends in the form of cash, shares or a combination of cash and shares. Our Board formulates our profit distribution plan based on our results of operations, cash flow, financial condition, future business prospects, statutory and regulatory restrictions on the payment of dividends and other factors that our board deems relevant. All of our Shareholders have equal rights to dividends and other distributions proportionate to their shareholding.

During the Track Record Period, we neither declared nor paid any dividends to our equity shareholders.

Our Company does not intend to adopt fixed dividend policy specifying a dividend payout ratio after our Listing. The declaration, payment and amount of dividends will be subject to our discretion. There shall be no assurance that our Company will be able to declare or distribute any dividend in the amount set out in any plan of our Board or at all. Our historical dividends may not be indicative of the amount of our future dividends.

USE OF PROCEEDS

Assuming the Over-allotment Option is not exercised and an Offer Price of HK\$0.55 per Offer Share, being the mid-point of the proposed Offer Price range of HK\$0.50 to HK\$0.60 per Offer Share, our Company will receive net proceeds of approximately HK\$90.1 million (equivalent to approximately RMB78.6 million) from the issue of the Offer Shares, after deducting underwriting fees and other expenses paid and payable by us in connection with the Global Offering in the aggregate amount of approximately HK\$47.4 million (equivalent to approximately RMB41.4 million).

We intend to use the net proceeds of the Global Offering for the following purposes:

- Approximately 57.0% (approximately HK\$51.4 million or RMB44.8 million) will be used for the expansion of our production capacity, including purchase of new equipment for our production of aluminum alloy automobile wheels;
- Approximately 36.2% (approximately HK\$32.5 million or RMB28.4 million) will be used for the construction of a new manufacturing facility, warehouse and other supporting facilities to accommodate our expansion of production capacity; and
- Approximately 6.8% (approximately HK\$6.2 million or RMB5.4 million) will be used for the design, development and testing of our new molds and prototypes.

For more details of our use of proceeds, please refer to “Future Plans and Use of Proceeds” in this prospectus.

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OUR CONTROLLING SHAREHOLDERS

Immediately following the completion of the Capitalization Issue and the Global Offering (without taking into account of any Share which may be issued upon exercise of the Over-allotment Option and the options that may be granted under the Share Option Scheme), First Oriental will be interested in 75% of the issued Shares of our Company. As at the Latest Practicable Date, First Oriental was wholly-owned by TopSun which was in turn was owned as to 70% by Mr. Xu and 30% by Ms. Chen, the spouse of Mr. Xu. As Mr. Xu and Ms. Chen hold their interests in our Company through TopSun and First Oriental, Mr. Xu and Ms. Chen together with TopSun and First Oriental shall be regarded as a group of Controlling Shareholders under the Listing Rules. For more details, please refer to “Relationship with Our Controlling Shareholders – Our Controlling Shareholders” in this prospectus.

LISTING EXPENSES

Listing expenses represent professional fees, underwriting commission and fees incurred in connection with the Listing and the Global Offering. Listing expenses to be borne by us are estimated to be approximately RMB41.4 million, comprising (i) underwriting commission of approximately RMB3.6 million; and (ii) non-underwriting-related expenses of approximately RMB37.8 million, including fees and expenses of legal advisors and reporting accountants (approximately RMB25.1 million), the Sole Sponsor (approximately RMB5.3 million), industry consultant (approximately RMB1.1 million), search agents (approximately RMB1.3 million), internal control consultant (approximately RMB0.5 million) and other fees and expenses related to the Listing of approximately RMB4.5 million, representing approximately 34.5% of the gross proceeds from the Global Offering (assuming an Offer Price of HK\$0.55, being the mid-point of the indicative Offer Price range, excluding any discretionary incentive fee which may be paid, and that the Over-allotment Option will not be exercised), of which approximately RMB12.0 million is directly attributable to the issue of Shares to the public and to be deducted from equity, and approximately RMB29.4 million has been or is expected to be reflected in our consolidated statements of profit or loss and other comprehensive income. During the Track Record Period, we incurred RMB34.7 million Listing expenses, of which RMB26.9 million was recognized in our consolidated statements of profit or loss and other comprehensive income, and RMB7.8 million is expected to be charged to equity upon Listing. We expect to further incur Listing expenses (including underwriting commission for all Offer Shares) of approximately RMB6.7 million upon the completion of the Global Offering, out of which approximately RMB2.5 million is expected to be reflected in our consolidated statements of profit or loss and other comprehensive income, and approximately RMB4.2 million is expected to be charged to equity upon Listing. Our Directors do not expect such expenses will materially impact our results of operations for 2022. The aforementioned Listing expenses were the best estimate as of the Latest Practicable Date and for reference only. The actual amount may differ from this estimate.

Save as disclosed above in this section, our Directors have confirmed that there has been no material adverse change in our financial or trading position or prospects since May 31, 2022 (being the date of our latest audited financial statements) up to the date of this prospectus and there has been no event since May 31, 2022 up to the date of this prospectus which would materially affect the information shown in the Accountants’ Report set out in Appendix I to this prospectus. Our Directors are of the view that the COVID-19 outbreak would not have any material adverse effect on our results of operations and our long-term business development.