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## GLOSSARY OF TECHNICAL TERMS

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*This glossary contains explanations of certain terms used in this Prospectus in connection with the Group and its business. These technical terms and their given meanings may not correspond to their standard meanings and usages adopted in the industry.*

“3PL”	acronym for third party logistics
“4S outlet”	a manufacturer or supplier authorised automobile outlet which provides vehicle sales, spare parts, services and conducts customer surveys (信息反饋) for the manufacturer or supplier
“4S outlet operator”	a retail business operator of a 4S outlet
“CAGR”	acronym for compound annual growth rate
“Cold Chain Management”	a temperature-controlled supply chain management with an uninterrupted series of storage and distribution activities which maintain a given temperature range
“city dealership or dealership”	an authorised automobile dealer of a particular marque which sources the motor vehicles from an authorised automobile importer or distributor, operates a 4S outlet and has an existing franchised dealership agreement with a particular marque automobile distributor and is responsible for the retail business of the sale of the motor vehicles to sell that brand of automobile to end consumers at a specified location
“distributorship”	an authorised automobile distributor of a particular marque which does not import the automobile directly but has the supply of the motor vehicles from the automobile manufacturer is responsible for the distribution and service operations of the motor vehicles in the specified territory to dealers, city dealers and 4S outlets within the specified territory, including the right to appoint dealers or city-dealers for the sale of the motor vehicles to end consumers, and may sometimes sell the motor vehicles directly to end consumers
“DIY”	acronym for do-it-yourself
“CIQ”	acronym for China Inspection and Quarantine
“ERP”	acronym for enterprise resource planning
“FMCG”	fast moving consumer goods
“FRT”	motor vehicle first registration tax
“GDP”	acronym for gross domestic product
“Genuine Parts”	spare parts distributed as part of the motor vehicle dealerships which bear the motor vehicle marques
“GPS”	acronym for global positioning system

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“GSE”	acronym for ground support equipment
“GVW”	acronym for gross vehicle weight
“HACCP”	<p>acronym for Hazard Analysis and Critical Control Point, which is an international standard for effective control of food safety based on 7 principles:</p> <ul style="list-style-type: none"><li>• Analysis of food hazards: biological, chemical or physical</li><li>• Identification of critical control points: raw materials, storage, processing, distribution and consumption</li><li>• Establishment of critical control limits and preventive measures: for example, minimum cooking temperature and time</li><li>• Monitoring of these critical control points</li><li>• Establishment of corrective actions</li><li>• Records keeping</li><li>• Systematic and regular auditing of the system in place by independent third party certification bodies</li></ul>
“importorship”	an authorised automobile importer of a particular marque which imports the automobiles to the specified territory on behalf of the automobile manufacturer for supply of the motor vehicles to the authorised dealers or distributors in the specified territory
“IT”	acronym for information technology
“national distributorship”	a distributorship for the whole of the specified country
“OE Parts”	acronym for original equipment parts
“regional distributorship”	a distributorship for the whole of the specified territory or region
“ULD”	acronym for unit load device