

CONNECTED TRANSACTIONS

Prior to [REDACTED], our Company entered into certain transactions with our connected persons in our ordinary and usual course of business. Upon [REDACTED], the transactions between our Company and our connected persons as disclosed in this section will constitute our continuing connected transactions under Chapter 14A of the Listing Rules.

OUR CONNECTED PERSONS

The following persons, with whom we have entered into certain transactions in our ordinary and usual course of business, will become our connected persons (as defined under the Listing Rules) upon [REDACTED]:

Name of our Connected Persons	Connected Relationship
Qifei Coffee Shop, Cangqian Street, Yuhang District, Hangzhou (杭州余杭區倉前街道齊飛咖啡館) (“ Qifei Coffee Shop ”)	Ms. Dai Yingqi (戴穎琪) (“ Ms. Dai ”), the sole shareholder of Qifei Coffee Shop, is the daughter of Mr. Dai, our executive Director and one of our Controlling Shareholders. Therefore, Qifei Coffee Shop is an associate of Mr. Dai and will become a connected person of our Group upon [REDACTED].
Zhejiang Hongying Trading Co., Ltd. (浙江弘英貿易有限公司) (“ Hongying Trading ”)	Hongying Trading is owned as to 67% and 33% by Ms. Zhang Ying (張英) (“ Ms. Zhang Ying ”) and Mr. Zhu Hongbin (朱紅斌) (“ Mr. Zhu ”) respectively. Ms. Zhang Ying is the elder sister of Mr. Dai while Mr. Zhu is the brother-in-law of Mr. Dai. Therefore, Hongying Trading is an associate of Mr. Dai and will become a connected person of our Group upon [REDACTED].

SUMMARY OF OUR CONTINUING CONNECTED TRANSACTIONS

Nature of Transaction	Applicable Listing Rules	Waivers Sought	Historical Amount during the Track Record Period (RMB in thousand)	Proposed Annual Cap for the Year Ending December 31, (RMB in thousand)		
				2026	2027	2028
Fully-exempt continuing connected transaction						
Product or service procurement framework agreement						
Procuring catering services from Qifei Coffee Shop	14A.76	N/A	For the year ended December 31, 2023: 59 2024: 54 2025: 62	80.0	80.0	80.0
Partially-exempt continuing connected transaction (subject to annual reporting, announcement and annual review requirements)						

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				2026	2027	2028
<i>Product or service procurement framework agreement</i>						
Procuring raw materials (such as iron pallets, plastic straps, covers, hardware accessories and ancillary services) from Hongying Trading	14A.35, 14A.49, 14A.71, 14A.105	Announcement	For the year ended December 31, 2023: 7,641 2024: 7,405 2025: 5,985	8,500	8,500	8,500

FULLY-EXEMPT CONTINUING CONNECTED TRANSACTION

1. Procuring catering services from Qifei Coffee Shop

During the Track Record Period, our Group from time to time procured food and beverage services from Qifei Coffee Shop in the ordinary and usual course of our business. It is expected that such procurement will continue after [REDACTED], which will constitute a continuing connected transaction of our Company under Chapter 14A of the Listing Rules (the “Fully-exempt Continuing Connected Transaction”).

To comply with the requirements of the Listing Rules, on [●], our Company entered into a product or service procurement framework agreement with Qifei Coffee Shop (the “**Qifei’s Product or Service Procurement Framework Agreement**”), pursuant to which we will procure food and beverage products and related services from Qifei Coffee Shop. The initial term of the Qifei’s Product or Service Procurement Framework Agreement shall commence on the [REDACTED] and continue for a term of three (3) years with an annual cap of RMB80,000 for each of the three years ending December 31, 2028, subject to renewal for an additional term of three (3) years upon the mutual consent of the parties and compliance with the Listing Rules, the applicable laws and regulations and the Articles.

As all applicable percentage ratios (other than the profits ratio) under the Listing Rules in respect of the transaction contemplated under the Qifei’s Product or Service Procurement Framework Agreement for each of the three years ending December 31, 2028 calculated for the purpose of Chapter 14A of the Listing Rules are expected to be less than 0.1% on an annual basis, the transaction contemplated thereunder will constitute a de minimis continuing connected transaction of our Company that will be fully exempt from the reporting, annual review, announcement and independent Shareholders’ approval requirements under Chapter 14A of the Listing Rules.

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PARTIALLY-EXEMPT CONTINUING CONNECTED TRANSACTION

2. Procuring raw materials from Hongying Trading

During the Track Record Period, our Group from time to time procured certain raw materials from Hongying Trading in the ordinary and usual course of our business, which will, upon [REDACTED], constitute a continuing connected transaction of our Company that is subject to the annual reporting, announcement and annual review requirements under Chapter 14A of the Listing Rules (the “**Partially-exempt Continuing Connected Transaction**”).

To comply with the requirements of the Listing Rules, on [●], our Company entered into a product or service procurement framework agreement (the “**Hongying’s Product or Service Procurement Framework Agreement**”) with Hongying Trading pursuant to which we will procure certain raw materials from Hongying Trading.

Principal Terms

Pursuant to the Hongying’s Product or Service Procurement Framework Agreement, our Group agreed to procure certain raw materials such as iron pallets, plastic straps, covers and hardware accessories and ancillary services from Hongying Trading.

The initial term of the Hongying’s Product or Service Procurement Framework Agreement shall commence on the [REDACTED] and continue for a term of three (3) years, subject to renewal for an additional term of three (3) years upon the mutual consent of the parties and compliance with the Listing Rules, the applicable laws and regulations and the Articles. Specific terms and conditions regarding pricing, specifications, delivery and payment will be set out in definitive agreements or purchase orders to be entered into from time to time between relevant parties in accordance with the principles set out in the Hongying’s Product or Service Procurement Framework Agreement.

Reasons for and benefits of the Transaction

Hongying Trading has historically supplied raw materials such as iron pallets, plastic straps, covers and hardware accessories to members of the Group due to its satisfactory service quality and fair market prices. We have established a business relationship with Hongying Trading since March 2022, and Hongying Trading has been a stable and reliable supplier of our Group. In addition, the terms Hongying Trading offered to us are no less favorable than those offered by our other suppliers who are Independent Third Parties. Therefore, our procurement of raw materials and ancillary services from Hongying Trading is in the interests of our Group and our Shareholders as a whole.

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Pricing Policies

The purchase price of the raw materials and ancillary services shall be determined on normal commercial terms and on an arm’s length basis, with reference to the prevailing market price for comparable products and services and their nature, procurement scale and/or complexity, but in any event shall not be higher than the prices of comparable products and services, which will be obtained by the Group on an annual basis, that can be procured from Independent Third Parties by the Group.

Historical Amounts

For the years ended December 31, 2023, 2024 and 2025, the historical amounts of our procurement of raw materials from Hongying Trading were approximately RMB7.6 million, RMB7.4 million and RMB6.0 million, respectively.

Annual Caps and Basis of Determination

The proposed annual caps for the transactions under the Hongying’s Product or Service Procurement Framework Agreement for the years ending December 31, 2026, 2027 and 2028 are set out below:

Proposed annual caps for the year ending December 31,		
2026	2027	2028
(RMB in thousands)		
8,500	8,500	8,500

The above annual caps are determined with reference to:

- (1) the expected increase in the procurement amount as compared to the procurement amount for the year ended December 31, 2025, taking into account our Group’s strategy of increasing its overall production capacity, in particular, in the Chinese Mainland, as well as the expected business growth of our business operations. Therefore, it is expected that the procurement amount from Hongying Trading, being a supplier in the Chinese Mainland, will increase along with the increase in our production capacity and our expected business growth;
- (2) the historical transaction amounts of our raw materials from Hongying Trading during the Track Record Period. While there is fluctuation in historical amounts from RMB7.4 million for the financial year ended December 31, 2024 to RMB6.0 million for the financial year ended December 31, 2025, which was partly due to shifting market dynamics and macroeconomic uncertainties, and customer demand cycles. This led to a decrease in production volume of our products in the Chinese Mainland and a decrease in demand for the raw materials from Hongying Trading in 2025. However, we expect our business in the Chinese Mainland will continue to grow, such cap is set to align with our business expectation; and

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- (3) prices of relevant raw materials, which are inherently sensitive to fluctuations in global commodity prices, exchange rates, transportation and logistics costs, and geopolitical developments (including tariffs and trade restrictions). Recent volatility in supply chains and input costs has resulted in unpredictable unit price movements.

WAIVER APPLICATION FOR PARTIALLY-EXEMPT CONTINUING CONNECTED TRANSACTION

In respect of the procurement of raw materials and ancillary services by our Group from Hongying Trading as disclosed in the subsection headed “— Partially exempt continuing connected transaction”, as all applicable percentage ratios (other than the profits ratio) under the Listing Rules in respect of the transactions contemplated under the Product and Service Procurement Framework Agreement for each of the three years ending December 31, 2028 calculated for the purpose of Chapter 14A of the Listing Rules are expected to exceed 0.1% but be less than 5% on an annual basis, the transactions contemplated thereunder are subject to the annual reporting requirement under Rules 14A.49 and 14A.71 of the Listing Rules and the announcement requirement under Rule 14A.35 of the Listing Rules upon [REDACTED].

As the Partially-exempt Continuing Connected Transaction is expected to continue on a recurring and continuing basis and has been fully disclosed in this document, our Directors consider that compliance with the announcement requirement upon [REDACTED] would lead to unnecessary administrative costs and would be unduly burdensome to us.

Accordingly, pursuant to Rule 14A.105 of the Listing Rules, we have applied to the Hong Kong Stock Exchange for, and the Hong Kong Stock Exchange [has] granted, a waiver from strict compliance with the announcement requirement under Chapter 14A of the Listing Rules in respect of the Partially-exempt Continuing Connected Transaction upon [REDACTED], provided that the total amount of such transactions for each of the three years ending [December 31, 2028] shall not exceed the relevant proposed annual caps as set out in this section above.

INTERNAL CONTROL MEASURES

Our Group has an independent internal control, accounting and financial management system as well as an independent finance department which makes financial decisions according to our Group’s own business needs. In order to ensure that the terms under the relevant framework agreements for the continuing connected transactions are fair and reasonable, or no less favorable than terms available to or from Independent Third Parties, and are carried out under normal commercial terms, we will adopt the following internal control procedures:

- our various internal departments will be responsible for the control and daily management in respect of the continuing connected transactions;

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- our various internal departments will be jointly responsible for evaluating the terms under the relevant framework agreements in respect of the continuing connected transactions, in particular, the fairness of the pricing policies and annual caps under each transaction;
- our various internal departments will regularly monitor the fulfillment status of the annual caps and the transaction updates under the framework agreements; and
- our independent non-executive Directors and auditors will conduct an annual review of the continuing connected transactions under the framework agreements and provide an annual confirmation to ensure that, in accordance with the Listing Rules, the transactions are conducted in accordance with the terms of the framework agreements, on normal commercial terms and in accordance with the relevant pricing policies. The confirmation from our independent non-executive Directors and our auditors will be disclosed annually according to the requirements of the Listing Rules.

CONFIRMATION FROM OUR DIRECTORS

Our Directors (including our independent non-executive Directors) are of the view that (i) the above Fully-exempt Continuing Connected Transaction and the Partially-exempt Continuing Connected Transaction have been entered into in the ordinary and usual course of our business, on normal commercial terms or better, which are fair and reasonable and in the interests of our Shareholders as a whole; and (ii) the proposed annual caps for such Fully-exempt Continuing Connected Transaction and Partially-exempt Continuing Connected Transaction are fair and reasonable and in the interests of our Shareholders as a whole.

CONFIRMATION FROM THE SOLE SPONSOR

The Sole Sponsor has (i) reviewed the relevant documents and information provided by the Company in relation to the Partially-exempt Continuing Connected Transaction; (ii) obtained necessary representations and confirmations from the Company and the Directors; and (iii) participated in the due diligence and discussions with the management of the Group.

Based on the aforementioned matters, the Sole Sponsor is of the view that the aforesaid (i) Partially-exempt Continuing Connected Transaction, for which waivers have been sought, has been and will be entered into in the ordinary and usual course of our business on normal commercial terms that are fair and reasonable and in the interests of the Company and its Shareholders as a whole; and (ii) the proposed annual caps of the Partially-exempt Continuing Connected Transaction are fair and reasonable and in the interests of the Company and its Shareholders as a whole.