

## GLOSSARY OF TECHNICAL TERMS

*This glossary of technical terms contains explanations of certain technical terms used in this document in connection with our Group and our business. As such, these terms and their meanings may not correspond to standard industry meanings or usage of these terms.*

"ASEAN"	the Association of Southeast Asian Nations, a regional intergovernmental organization comprising ten Southeast Asian countries, which is committed to promoting intergovernmental cooperation and facilitates economic, political, security, military, educational, and sociocultural integration among its members and other Asian states
"auto services"	include automobile repair and maintenance and other auto-related value-added services
"average students enrolled"	an approximation of the average number of students enrolled during a certain period, representing the sum of the number of students enrolled at our operating Schools at the end of each month divided by the number of months during such period, without taking into account any transfer or withdrawal
"CAGR"	compound annual growth rate
"Information Technology"	refers to information technology and computer software-related industry
"long-term programs"	programs that have a length of one year or longer
"new student enrollment"	the total number of students newly enrolled at our operating Schools in a certain period
"person-time"	number of students registered per time for relevant courses
"private school"	a school that is not run by local, provincial or national governments
"public schools"	schools administered by local, provincial or national governments
"recommended employment rate"	represents the percentage of our graduates who were employed through our recommendations to and coordination with their employers
"school sponsor"	the individual(s) or entity(ies) that funds or holds interests in an educational institution

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“secondary vocational education”	refers to higher vocational (school) education undertaken by secondary vocational schools, including regular specialized secondary schools, vocational high schools, skilled workers schools, and adult specialized secondary schools, which mainly provide three years of vocational education
“short-term programs”	programs that have a length shorter than one year
“student(s) enrolled”	based on the length of the program each student is admitted to, a student will be regarded as a student enrolled during the period for the number of months the enrolled program lasts commencing from the month he/she is admitted in
“technical school(s)”	the secondary vocational technical schools (中等職業技術學校) that aim to cultivate technical workers and provide vocational technical education services equal to high school level education, and form part of the national vocational technical education of the nation
“turnover rate for teachers and instructors”	is calculated by the number of full-time teachers and instructors resigned for the year/period divided by our total number of in-service full-time teachers and instructors for the same year/period
“universal two-child policy”	China’s population control policy implemented in 2016 by the <i>Decision of the Central Committee of the Communist Party of China and the State Council on Implementing the Universal Two-Child Policy and Reforming and Improving the Management of Family Planning Services</i> (《中共中央、國務院關於實施全面兩孩政策改革完善計劃生育服務管理的決定》), according to which a family is allowed to have up to two children
“vocational training education”	a non-formal vocational education with a long training period, aiming to improve students’ vocational skills, which can also be used for vocational or related industry qualification examinations