GLOSSARY

> *This glossary contains terms used in this document in connection with us. As such, these terms and their meanings may not correspond to standard industry meanings or usage of these terms.*

"4S experience stores"
a type of the points of sales controlled by our offline distributors named by us which typically have an independent physical storefront and provide a suite of upgraded and customized services; "4S" refers to sales, services, support and survey

"APP"
applications on smart mobile devices

"CAGR"
compound annual growth rate

"device shipment"
the units of device sales to our distributors for which revenue is recognized

"ERP system"
enterprise resource planning system

"first-tier cities"
in this document, Beijing, Shanghai, Guangzhou and Shenzhen

"MAU"
monthly active users, referring to the aggregate number of registered users that have logged on to our user platform at least once within a calendar month

"registered users"
the end users who register with and log on to our user platform for online services through their smart education devices, our official website or our mobile APP as of a relevant date; in addition, our smart learning devices may be logged on and used by more than one registered user

"second-tier cities"
in this document, Chengdu, Hangzhou, Wuhan, Chongqing, Nanjing, Tianjin, Suzhou, Xi'an, Changsha, Shenyang, Qingdao, Zhengzhou, Dalian, Dongguan, Ningbo, Xiamen, Fuzhou, Wuxi, Hefei, Kunming, Harbin, Jinan, Foshan, Changchun, Wenzhou, Shijiazhuang, Nanning, Changzhou, Quanzhou, Nanchang, Guiyang, Taiyuan, Yantai, Jiaxing, Nantong, Jinhua, Zhuhai, Huizhou, Xuzhou, Haikou, Urumchi, Shaoxing, Zhongshan, Taizhou, Lanzhou

GLOSSARY

"sq.m."   square meters

"STEAM"   science, technology, engineering, art and mathematics

"third- and lower-tier cities"   in this document, cities other than first- and second-tier cities in China

"%"   percentage

THIS DOCUMENT IS IN DRAFT FORM, INCOMPLETE AND SUBJECT TO CHANGE AND THAT THE INFORMATION MUST BE READ IN CONJUNCTION WITH THE SECTION HEADED "WARNING" ON THE COVER OF THIS DOCUMENT

GLOSSARY

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