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重慶長安民生物流股份有限公司
Changan Minsheng APLL Logistics Co., Ltd. *

(A joint stock limited company incorporated in the People's Republic of China with limited liability)
(Stock Code : 01292)

(I) NON-EXEMPT CONTINUING CONNECTED TRANSACTIONS FOR 2024 AND MAJOR TRANSACTION; AND
(II) CONTINUING CONNECTED TRANSACTIONS EXEMPT FROM INDEPENDENT SHAREHOLDERS' APPROVAL REQUIREMENTS FOR 2024

NON-EXEMPT CONTINUING CONNECTED TRANSACTIONS

On 30 October 2023, the Company entered into the following framework agreements, each for a term of three years commencing on 1 January 2024 and expiring on 31 December 2026:

- (1) the framework agreement with Changan Automobile, pursuant to which the Group shall provide logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, and supply chain management for car raw materials, components and parts) to Changan Automobile and its associates;
- (2) the framework agreement with China Changan, pursuant to which the Group shall provide logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, supply chain management for car raw materials, components and parts; and logistics services for non-automobile products, such as transformer, steel, optical product and specialty product) to China Changan and its associates;
- (3) the framework agreement with Minsheng Industrial, pursuant to which the Group shall purchase logistics services from Minsheng Industrial and its associates; and
- (4) the framework agreement with Zhuangbei Finance, pursuant to which Zhuangbei Finance shall provide the Group with settlements, deposit and loans, note discounting services.

As at the date of the announcement, China Changan holds approximately 25.44% of the total issued share capital of the Company and 17.97% equity interests in Changan Automobile. In addition, CSGC holds 100% equity interests in China Changan and 14.22% equity interests in Changan Automobile. SIAMC, a wholly-owned subsidiary of CSGC, holds 5.10% equity interests in Changan Automobile. The ultimate shareholder of SIAMC is CSGC. The ultimate beneficial owner of CSGC is the SASAC of the State Council of the PRC. Zhuangbei Finance is a member company of CSGC in that CSGC holds 22.90% equity interests and China Changan holds 13.27% equity interests. The ultimate beneficial owner of Zhuangbei Finance is CSGC. As at the date of the announcement, the Company holds approximately 0.81% equity interests in Zhuangbei Finance. Therefore, according to the Listing Rules, the transactions between the Group and each of China Changan, Changan Automobile, Zhuangbei Finance and their respective associates become connected transactions of the Company.

In addition, Minsheng Industrial is a substantial shareholder of the Company, holding approximately 15.90% of the total issued share capital of the Company, thus Minsheng Industrial and its associates are also connected persons of the Company. The ultimate shareholder of Minsheng Industrial is Chongqing SASAC of the PRC.

The Framework Agreements for the Non-Exempt Continuing Connected Transactions are not inter-conditional with each other.

NON-EXEMPT CONTINUING CONNECTED TRANSACTIONS FOR 2024 AND MAJOR TRANSACTION

In order to provide a more appropriate level of the annual cap for each of 2024, 2025 and 2026 in relation to each of the Non-Exempt Continuing Connected Transactions contemplated under the Framework Agreements for the Non-Exempt Continuing Connected Transactions, the Company has estimated and will seek for approval by Independent Shareholders at the EGM for the annual cap in relation to the Non-Exempt Continuing Connected Transactions for 2024. With respect to the annual cap for each of 2025 and 2026 in relation to the Non-Exempt Continuing Connected Transactions contemplated under the Framework Agreements for the Non-Exempt Continuing Connected Transactions, the Company will re-comply with the relevant Listing Rule requirements (including setting the annual caps, issuing announcement(s) and obtaining Independent Shareholders' approval).

Since one or more of the applicable percentage ratios of the Non-Exempt Continuing Connected Transactions for 2024 contemplated under the Framework Agreements for the Non-Exempt Continuing Connected Transactions as calculated under Rule 14.07 of the Listing Rules are above 5%, the Non-Exempt Continuing Connected Transactions for 2024 are subject to the reporting, annual review, announcement and Independent Shareholders' approval requirements.

Since the highest applicable percentage ratio in relation to the maximum outstanding daily balance on the Deposit for 2024 under the framework agreement with Zhuangbei Finance in relation to the settlement, deposit and loans, note discounting services as calculated under Rule 14.07 of the Listing Rules exceeds 25% but less than 75%, the deposit transaction contemplated under such framework agreement with Zhuangbei Finance also constitutes a major transaction of the Company and is subject to the reporting, annual review, announcement and Independent Shareholders' approval requirements.

Under Rule 14A.90 of the Listing Rules, the transactions relating to the provision of loans and note discounting services to the Group by Zhuangbei Finance contemplated under the framework agreement with Zhuangbei Finance in relation to the settlement, deposit and loans, note discounting services are exempted from the reporting, annual review, announcement and Independent Shareholders' approval requirement as these constitute financial assistance provided by a connected person for the benefit of the Group on normal commercial terms where no security over the assets of the Group is granted in respect of the financial services.

Under the Listing Rules, the transactions relating to the provision of settlement service to the Group by Zhuangbei Finance contemplated under the framework agreement with Zhuangbei Finance in relation to the settlement, deposit and loans, note discounting services are exempted from the reporting, annual review, announcement and Independent Shareholders' approval requirements as the annual amount for the settlement services is expected to be less than HK\$3,000,000.

CONTINUING CONNECTED TRANSACTIONS EXEMPT FROM INDEPENDENT SHAREHOLDERS' APPROVAL REQUIREMENTS

On 30 October 2023, the Company entered into the following framework agreements, each for a term of three years commencing on 1 January 2024 and expiring on 31 December 2026:

- (1) the framework agreement with China Changan, pursuant to which the Group shall purchase security and cleaning services and property leasing services from China Changan and its associates;
- (2) the framework agreement with APLL, pursuant to which the Group shall (i) provide logistics services to APLL and its associates and (ii) purchase logistics services from APLL and its associates; and
- (3) the framework agreement with Minsheng Industrial, pursuant to which the Group shall provide logistics services to Minsheng Industrial and its associates.

On 30 October 2023, Nanjing CMSC entered into the framework agreement with Baogang Zhushang, pursuant to which Nanjing CMSC will provide logistics services to Baogang Zhushang and its associates for a term of three years commencing on 1 January 2024 and expiring on 31 December 2026.

The Framework Agreements for the Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements are not inter-conditional with each other.

As at the date of the announcement, APLL is a substantial shareholder of the Company, holding approximately 20.74% of the total issued share capital of the Company. Therefore, according to the Listing Rules, the transactions between the Company and each of China Changan, APLL, Minsheng Industrial and their respective associates become connected transactions of the Company.

As the Company and Sumitomo hold 67% and 33% of the registered capital of Nanjing CMSC respectively, and Sumitomo holds 49% of the registered capital of Baogang Zhushang. Therefore, according to the Listing Rules, Baogang Zhushang is a connected person of the Company at the subsidiary level and the transactions between Nanjing CMSC and Baogang Zhushang contemplated under such framework agreement constitute continuing connected transactions of the Company.

CONTINUING CONNECTED TRANSACTIONS EXEMPT FROM INDEPENDENT SHAREHOLDERS' APPROVAL REQUIREMENTS FOR 2024

In order to provide a more appropriate level of the annual cap for each of 2024, 2025 and 2026 in relation to each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements contemplated under each of the Framework Agreements for the Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements, the Company has estimated the annual cap in relation to the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024. With respect to the annual cap for each of 2025 and 2026 in relation to the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements contemplated under the Framework Agreements for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements, the Company will re-comply with the relevant Listing Rule requirements (including issuing announcement(s) and, if required, obtaining Independent Shareholders' approval).

With respect to the provision of security and cleaning services and property leasing services to the Group by China Changan and its associates, the provision of logistics services to APLL and its associates by the Group, the purchase of logistics services from APLL and its associates by the Group and the provision of logistics services to Minsheng Industrial and its associates by the Group

Since the applicable percentage ratios in respect of each of the provision of the security and cleaning services and property leasing services to the Group by China Changan and its associates under the relevant framework agreement with China Changan, the provision of the logistics services to APLL and its associates by the Group and the provision of logistics services to the Group by APLL and its associates under the relevant framework agreement with APLL and the provision of the logistics

services to Minsheng Industrial and its associates by the Group under the relevant framework agreement with Minsheng Industrial as calculated under Rule 14.07 of the Listing Rules are all less than 5%, the above transactions are subject to reporting, annual review and announcement requirements, but exempt from Independent Shareholders' approval requirements.

With respect to the logistics services provided by Nanjing CMSC to Baogang Zhushang

Baogang Zhushang is a connected person of the Company at the subsidiary level. Since the applicable percentage ratios of the transaction of the provision of logistics services to Baogang Zhushang and its associates by Nanjing CMSC under the relevant framework agreement between Nanjing CMSC and Baogang Zhushang as calculated under Rule 14.07 of the Listing Rules are less than 5%, the above transactions are subject to reporting, annual review and announcement requirements, but exempt from Independent Shareholders' approval requirements.

THE EGM

The Company proposes to convene the EGM to seek approval from Independent Shareholders on (among others) Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of Non-Exempt Continuing Connected Transactions and the maximum outstanding balance on the Deposit for 2024).

The Independent Board Committee comprising of all the independent non-executive Directors will be formed to advise the Independent Shareholders in connection with the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and the maximum outstanding balance on the Deposit for 2024), and Quam Capital Limited has been appointed as the Independent Financial Adviser to advise the Independent Board Committee and the Independent Shareholders on the fairness and reasonableness of the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and the maximum outstanding balance on the Deposit for 2024), and whether such transactions are in the interests of the Company and its Shareholders as a whole.

A circular regarding further particulars of the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and the maximum outstanding balance on the Deposit for 2024), with the letter from each of the Independent Board Committee and from Quam Capital Limited to Shareholders, is expected to be despatched to Shareholders on or before 8 December 2023, as additional time is required to prepare certain information to be contained in the circular by the Company.

I. NON-EXEMPT CONTINUING CONNECTED TRANSACTIONS

1. Introduction

Reference is made to the announcement of the Company dated 4 November 2020 and the circular of the Company dated 14 December 2020 in relation to, among other things, the framework agreements for non-exempt continuing connected transactions entered into between the Company and each of Changan Automobile, China Changan, Minsheng Industrial and Zhuangbei Finance on 4 November 2020, which shall expire on 31 December 2023. In order to continue relevant business with each of Changan Automobile, China Changan, Minsheng Industrial and Zhuangbei Finance and their respective associates after 31 December 2023, the Company renewed framework agreements with each of Changan Automobile, China Changan, Minsheng Industrial and Zhuangbei Finance on 30 October 2023.

Same as the internal control measures adopted by the Company in the past three years, in order to provide a more appropriate level of the annual cap for each of the three financial years ending 31

December 2026 in relation to each of the Non-Exempt Continuing Connected Transactions contemplated under the Framework Agreements for the Non-Exempt Continuing Connected Transactions, the Company has estimated and will seek for approval by Independent Shareholders at the EGM for the Proposed Cap for each of the Non-Exempt Continuing Connected Transactions for 2024. With respect to the Proposed Cap for each of the two financial years ending 31 December 2026 in relation to the Non-Exempt Continuing Connected Transactions contemplated under the Framework Agreements for the Non-Exempt Continuing Connected Transactions, the Company will re-comply with the relevant Listing Rule requirements (including setting the Proposed Cap for each of the two financial years ending 31 December 2026, issuing announcement(s) and obtaining Independent Shareholders' approval).

As at the date of the announcement, China Changan holds approximately 25.44% of the total issued share capital of the Company and 17.97% equity interests in Changan Automobile. In addition, CSGC holds 100% equity interests in China Changan and 14.22% equity interests in Changan Automobile. SIAMC, a wholly-owned subsidiary of CSGC, holds 5.10% equity interests in Changan Automobile. The ultimate shareholder of SIAMC is CSGC. The ultimate beneficial owner of CSGC is the SASAC of the State Council of the PRC. Zhuangbei Finance is a member company of CSGC in that CSGC holds 22.90% equity interests and China Changan holds 13.27% equity interests. The ultimate beneficial owner of Zhuangbei Finance is CSGC. As at the date of the announcement, the Company holds approximately 0.81% equity interests in Zhuangbei Finance. Therefore, according to the Listing Rules, the transactions between the Group and each of China Changan, Changan Automobile, Zhuangbei Finance and their respective associates become connected transactions of the Company.

In addition, Minsheng Industrial is a substantial shareholder of the Company, holding approximately 15.90% of the total issued share capital of the Company, thus Minsheng Industrial and its associates are also connected persons of the Company. The ultimate shareholder of Minsheng Industrial is Chongqing SASAC of the PRC.

2. Changan Group CCT

Historically, China Changan and its associates have been the Group's major customers. The Non-exempt Continuing Connected Transactions with Changan Automobile and China Changan (the "**Changan Group CCT**") include:

- (i) provision of logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, and supply chain management for car raw materials, components and parts) to Changan Automobile and its associates, in relation to the whole automobile industrial chain with a main focus on finished vehicle transportation; and
- (ii) provision of logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, supply chain management for car raw materials, components and parts; and logistics services for non-automobile products, such as transformer, steel, optical product and specialty product) to China Changan and its associates, primarily automobile parts transportation.

With respect to the Changan Group CCT, the Group mainly provides inbound logistics, outbound logistics, after-sales logistics, international logistics and distribution processing (mainly tire assembly) to Changan Group.

For logistics industry, the alliance between automobile manufacturers and logistics services providers are common in the PRC market. It is typical that a substantial part of the logistics services will be provided by related entity(ies) within the group of companies. The Group is no exception and Changan Group has been the Group's long-term client. As the Group is primarily engaged in automobile logistics and relies on the automobile production and sales of Changan Group, the fluctuation of Changan Group's automobile production and sales would undoubtedly impact on the business performance of the Group. The Company is fully aware that if Changan Group ceases to use or substantially reduces the use

of the Group's logistics services and if the Group is not able to secure new customers with similar sales volume on terms acceptable to the Group, the business scale of the Group will be substantially reduced and the financial performance of the Group will be adversely affected. To mitigate potential risk that may cause to the Group, the Group has adopted the following measures:

- maintain the flexibility in switching the use of distribution centres and/or storage facilities for other independent customers;
- explore full range automobile industry chain businesses by developing wider after-sales logistics and automobile aftermarket logistics. The after-sales logistics and automobile aftermarket logistics services can be provided independently and will not be affected by the business fluctuation of Changan Group; and
- explore emerging businesses in new energy vehicles and used cars in order to reduce the reliance on the business from Changan Group.

In addition, for the past few years, the Group has adopted the general development strategy of “beyond Changan Group and beyond Automobile Industry” which in brief indicates that the Group shall (i) consolidate traditional businesses (i.e. automobile logistics businesses with Changan Group): traditional business is the foothold of the Group's sustainable development. As the revenue derived from transactions with Changan Group still accounts for a substantial portion of the revenue of the Group, the Group would need to first consolidate traditional business to stabilize our primary sources of revenue of the Group; (ii) explore automobile logistics business from non-connected parties: in addition to traditional business, the Group leverages on its automobile logistics strength and extensive network nationwide to explore automobile logistics business from non-connected parties to mitigate sales fluctuation of Changan Automobile; and (iii) explore non-automobile logistics businesses: given the inherent volatility of the automobile industry, the Company considers it would be in the best interests of the Company and its shareholders as a whole to diversify and explore revenue stream from other source and from non-connected parties so as to mitigate the uncertainties and risks of having business sources concentrated in a single industry.

Additionally, to maintain a balanced customer portfolio and to mobilize employee enthusiasm in market expansion, the Company has set up a special fund to incentivize and reward those market development personnel. The reward will vary in percentage based on the nature and profit of the developed business with Independent Third Parties. The Company shall from time to time evaluate the achievement of the special working group and the effectiveness of the reward scheme.

With all the efforts, for the three years ended 31 December 2022, the transaction amount with business partners who are Independent Third Parties amounted to RMB974,535,000, RMB1,809,936,000 and RMB2,486,780,000, representing approximately 20.80%, 30.06% and 32.31% of the total revenue of the Group, respectively. As shown by those figures, the Group has been making progress in reducing heavy reliance on the business transactions with Changan Group during the past few years.

For the financial year ended 31 December 2022 and the six months ended 30 June 2023, the transaction amount with business partners who are Independent Third Parties amounted to approximately RMB2,486,780,000 (audited) and RMB1,378,571,000 (unaudited) respectively, representing approximately 32.31% and 34.60% of the Group's revenue for the financial year ended 31 December 2022 and the six months ended 30 June 2023. As indicated above, the revenue derived from Independent Third Parties increased by approximately by 2.29%, compared to the corresponding period of the previous year.

The Group will remain committed to the “beyond Changan Group and beyond Automobile Industry” development strategy to continue to explore automobile business with non-connected parties and non-automobile business to reduce reliance on Changan Group.

3. The Framework Agreement(s) for the Non-Exempt Continuing Connected Transactions

On 30 October 2023, the Company entered into the following framework agreements, each for a term of three years commencing on 1 January 2024 and expiring on 31 December 2026:

- (1) the framework agreement with Changan Automobile, pursuant to which the Group shall provide logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, and supply chain management for car raw materials, components and parts) to Changan Automobile and its associates;
- (2) the framework agreement with China Changan, pursuant to which the Group shall provide logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, supply chain management for car raw materials, components and parts; and logistics services for non-automobile products, such as transformer, steel, optical product and specialty product) to China Changan and its associates;
- (3) the framework agreement with Minsheng Industrial, pursuant to which the Group shall purchase logistics services from Minsheng Industrial and its associates; and
- (4) the framework agreement with Zhuangbei Finance, pursuant to which Zhuangbei Finance shall provide the Group with settlements, deposit and loans, note discounting services.

The transactions contemplated under each of the Framework Agreements for the Non-Exempt Continuing Connected Transactions shall be conducted on a non-exclusive basis. Separate written agreement(s) setting out the detailed terms shall be, if required, entered into between the relevant parties for each Non-Exempt Continuing Connected Transaction. Payment of each Non-Exempt Continuing Connected Transaction will be settled in cash in arrears, or in accordance with the payment terms agreed by the relevant parties in the contract(s) to be entered into pursuant to the relevant framework agreements. The Framework Agreements for the Non-Exempt Continuing Connected Transactions, including the related Proposed Caps for each of the financial years ending 31 December 2026, are conditional upon the obtaining of approval from the Independent Shareholders in accordance with the provisions of the Listing Rules.

The Framework Agreements for the Non-Exempt Continuing Connected Transactions are not inter-conditional with each other.

4. Internal Control Measures to ensure the Continuing Connected Transactions be conducted in Accordance with the Framework Agreement(s) for the Non-Exempt Continuing Connected Transactions

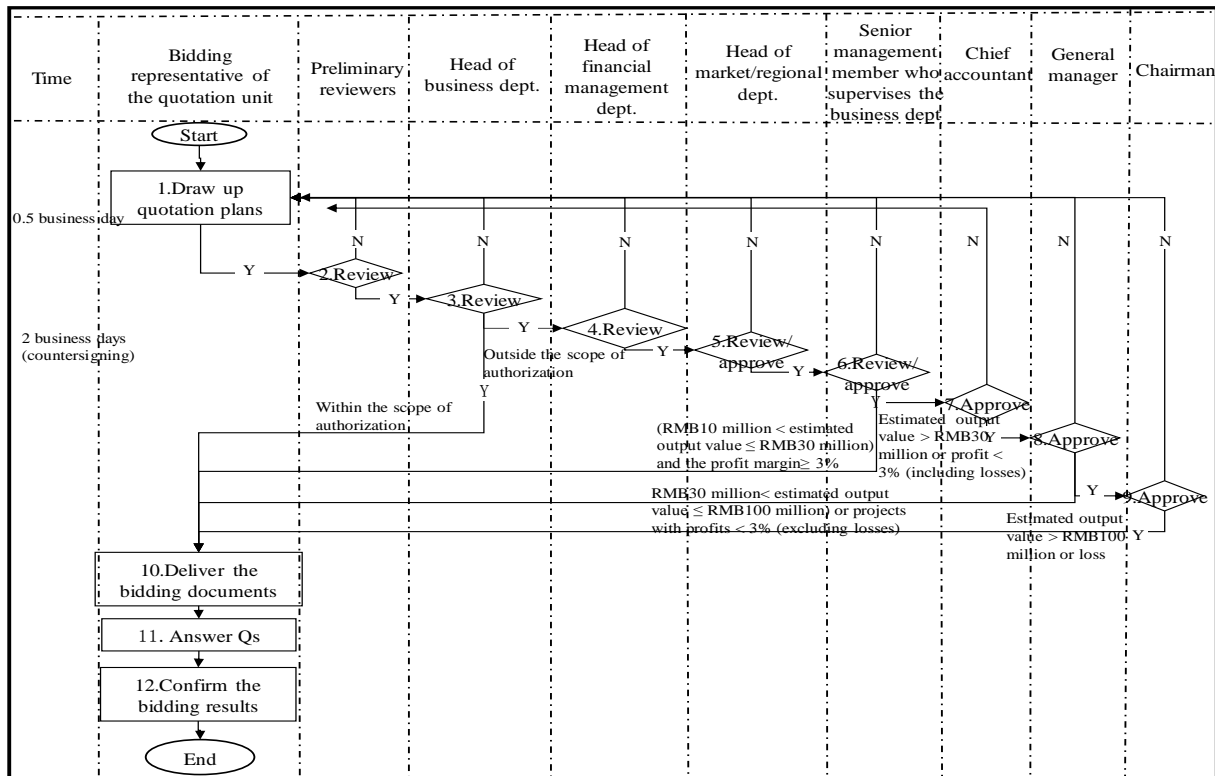
The Company has established a series of internal control measures in order to ensure that the pricing mechanism and terms of the transactions are fair and reasonable and no less favorable than the terms provided by any independent third party so as to ensure that they serve the interest of the Company and the Shareholders as a whole. Such internal control measures mainly include:

- (1) The pricing in relation to the provision of logistics services to our customers is largely market driven. The price for outsourced logistics business is primarily determined by internal comparison method, whereas the price for newly outsourced business is primarily determined by bidding process.
- (2) If the pricing in relation to the provision of logistic services to our customers is to be determined by bidding, the Company will adhere to the following key procedures under the Company's Bidding Quotation Process and Bidding Quote Management Procedure:
 - (i) *Parties responsible for preparing the bidding documents:*

Role	Responsibility	Participants
Bidding representative of the quotation unit (at all levels)	<p>Bidding representative of the quotation unit (at all levels) shall be responsible for:</p> <p>(a) clarifying any further information regarding bidding requirements in the process of quotation by maintaining communication with the customer;</p> <p>(b) gathering up the technical and operation plans and business plan as reviewed and approved, submit those documents in the manner as required by the customer;</p> <p>(c) initiating the quotation process, truthfully filling in the project operation analysis list (including but not limited to output value, profit, contract period, payment period and method to suppliers and customers, etc.) according to the quotation process requirements, and finally checking whether the project wins the bid; If it is, confirming the final quotation, cost, and supplier information, and if it is not, drawing up and uploading an analysis report;</p> <p>(d) selecting cooperative suppliers for the market collaborative development project and checking whether the supplier is a supplier in the library, if the business is developed with advantageous suppliers.</p>	Business development managers/commercial attaches/ marketing specialists/ marketing officers
Preliminary Reviewers	<p>The marketing manager/commercial manager shall be responsible for conducting the review of the business plan and operational risk assessment, etc. within the scope of authorization and compliance and legal assessment of market collaborative development projects and evaluation of suppliers out of the library.</p> <p>Head of the business department (at all levels) shall be responsible for reviewing project cost and capital occupation risk within the scope of authorization.</p>	Marketing manager, commercial manager, head of business department (at all levels)
Head of business department (at all levels)	<p>Head of the business unit shall be responsible for:</p> <p>(1) reviewing and approving operating conditions, financial settlement risks, capital occupation, profit, etc. of projects with estimated contract output value \leq RMB10 million and profit margin \geq 3%;</p> <p>(2) reviewing the feasibility of business and technical plans of projects with estimated contract output value $>$ RMB10 million or profit margin $<$ 3% (including losses);</p> <p>(3) reviewing and approving the selection of supplier, if it is a collaborative development project.</p>	Head of the business department, deputy head of the department, commercial manager
Head of financial management department	Head of the financial management department is responsible for reviewing the operating conditions, financial settlement risks, capital occupation, profit, etc. of projects with estimated contract output value $>$ RMB10 million or profit margin $<$ 3% (including losses).	Head of financial management department

<p>Head of the market/regional management department (at all levels)</p>	<p>Head of the market management department is responsible for reviewing market risks and feasibility of projects with estimated contract output value > RMB10 million or profit margin < 3% (including losses) in the six major business lines (i.e., auto—finished vehicles logistics, auto—parts and components logistics, auto—spare parts logistics, auto—international logistics, non-automobile logistics and new ecology).</p> <p>Head of the regional management department is responsible for reviewing risks and feasibility of projects with estimated contract output value > RMB10 million or profit margin < 3% (including losses) in three business lines (i.e., auto—parts and components logistics, non-automobile logistics and new ecology).</p>	<p>Head of the market/regional management department (at all levels)</p>
<p>Senior management member who supervises the business department</p>	<p>Senior management member who supervises the business department is responsible for:</p> <p>(1) approving overall risks and feasibility of the project with (10 million yuan < estimated contract output value ≤ RMB30 million) and the profit margin ≥ 3%;</p> <p>(2) reviewing overall risks and feasibility of projects with estimated contract output value > RMB30 million or profit margin < 3% (including losses).</p>	<p>Senior management member</p>
<p>Chief accountant</p>	<p>Chief accountant is responsible for reviewing the investment budget, capital occupation, cost control, operating efficiency, etc. of projects with estimated contract output value > RMB30 million or profit margin < 3% (including losses) that need to be reported to the general manager and chairman.</p>	<p>Chief accountant</p>
<p>General Manager</p>	<p>General manager is responsible for</p> <p>(1) approving the overall feasibility of projects (RMB30 million < estimated contract output value ≤ RMB100 million) or projects with profit margin < 3% (excluding losses);</p> <p>(2) reviewing the overall feasibility of estimated contract output value > RMB100 million or loss.</p>	<p>General Manager</p>
<p>Chairman</p>	<p>Chairman is responsible for approving the overall feasibility of projects with estimated contract output value > RMB100 million or losses.</p>	<p>Chairman</p>

(ii) Work flowchart regarding the bidding



- (3) In respect of purchasing logistics services by the Group, the Group has to adhere to the process of procurement set out in the Group's Procurement Management Procedure of Bidding and Compared Pricing. The Company will sign the implementation contract(s) governed by the relevant framework agreement(s).
- (4) When bidding or compared pricing method is adopted, all the specification documents will be made public to potential bidders, with all primary terms of relevant contracts clearly set out therein, so as to ensure that the terms obtained are no less favourable than the terms offered to or by independent third parties.
- (5) When adopting the cost-plus approach to arrive at the price for provision of logistic services, the Group will initially gather necessary information including the technical specification and operational requirements, etc. regarding the logistic services from potential customers. Based on the customers' requirements, the Group will devise the prices after having taken into account all the direct fixed and variable costs (cost of materials, labour cost and other overhead expenses) associated with the services, with a mark-up (ranging from 3% to 12%) to the cost. The mark-up represents the gross profit of the Group. Please refer to paragraph (2)(i) above regarding the parties responsible for reviewing the pricing using the cost-plus approach.
- (6) The external auditors of the Company will conduct an interim review and year-end audit for each financial year, and will issue their opinion and letter to the Board in relation to the pricing policies and annual caps of the continuing connected transactions of the Company conducted during the preceding financial year pursuant to the Listing Rules. In addition, according to the Listing Rules, the independent non-executive Directors of the Company will conduct an annual review with respect to the continuing connected transactions of the Company throughout the preceding financial year and confirm the transactional amounts and terms of the transactions in the annual report of the Company.

- (7) The Supervisory Committee are also responsible for, among others, supervising on the continuing connected transactions of the Company and reviewing the fairness of the transactions and whether the pricing of the transactions is fair and reasonable.
- (8) The Company's Audit and Legal Affairs Center established protocols including *Internal Control Assessment Workflow* and *Internal Control Assessment Manual*, assessing and monitoring the internal control work of the Group from the top down. All units of the Group shall update their internal control manual on a regular basis to ensure its effectiveness, and to identify and remedy the deficiencies in a prompt manner.
- (9) The Company's Audit and Legal Affairs Center established the *Regulation on Connected Transactions of Changan Minsheng APLL Logistics Co., Ltd.*, joining efforts of relevant departments to control connected transactions of the Group collectively. Primary measures include (i) the Audit and Legal Affairs Center, operational units and Finance Management Center shall pay extra attention to and conduct prudent review of the separate written agreements governed by relevant framework agreements entered into by the Group and connected persons to ensure the terms of the agreements conform to the corresponding framework agreement and are on normal commercial terms; (ii) the Finance Management Center updates the aggregated amount of each of the connected transactions under the framework agreements based on the monthly financial data and submits a report on the connected transactions of the Group to the Audit and Legal Affairs Center; (iii) the Audit and Legal Affairs Center compares the report(s) with the approved annual caps of the connected transactions under each of the framework agreements and report to or warn the officers of the Company and relevant departments and advise the management of the Company to consider whether or not to adjust the relevant annual caps according to the Listing Rules.
- (10) The Company's Audit and Legal Affairs Center, the Audit and Risk Committee of the Company and the Supervisory Committee shall each conduct random internal assessments on the internal control measures and the financial information of the Company, in order to ensure that the internal control measures in respect of the connected transactions remain complete and effective. Furthermore, they convene meetings at least twice a year to discuss and assess the implementation status of connected transactions. Meanwhile, the Audit and Legal Affairs Center shall conduct prudent review and appraisal of the contracts entered into by the Company, the operational departments shall monitor the transactional amounts in a timely manner and manage the compliance during the process of business operations.

The Company shall strictly follow the relevant protocols of internal control to ensure the pricing mechanism is transparent and the implementation of such pricing mechanism is subject to strict scrutiny by the Group and that connected transactions are conducted in a fair and reasonable manner and in all respect in the best interests of the Company and its shareholders as a whole.

5. Pricing Policy, Historical Figures, Historical Caps, Proposed Caps for each of the Non-Exempt Continuing Connected Transactions for 2024 and Rationale

The caps in respect of each of the Non-Exempt Continuing Connected Transactions for 2024 are set out as follows:

1. Logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, and supply chain management for car raw materials, components and parts) provided by the Group to Changan Automobile and its associates	
Pricing policy	Generally, the pricing of the logistics services to be provided by the Group is market driven. As the transactions contemplated under the framework agreement shall be conducted on a non-exclusive basis, the Group has specified marketing and client servicing teams to liaise with and ascertain whether any particular logistic service will be conducted by public tender. The pricing of the services provided under the agreement shall be determined in accordance with, to the extent if the Group has a choice, the principles and order of this section:

	<p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. The Company has established Bidding Quotation Process and Bidding Quote Management Procedures. Briefly, the Company’s Enterprise Technical Center will draw up the technical and operation plans whereas the Marketing Management Center will provide business plan and the two departments will collaborate in preparing the bidding document in accordance with the specific requirements of our customers. Bidding representative of the Company will deliver the bidding offer and follow up on the bidding process. The Company will set up a working group to assist the bidding representative in response to the bidding before the bidding representative will finally be informed of the bidding results.</p> <p>(2) Internal Compared Price: in determining the quote to be offered by the Group in internal compared pricing method, whenever practical and appropriate, the Company will comprehensively consider the feasibility of the project, and the Company’s knowledge on at least two competing third parties to ascertain whether and at what price the Group should participate in the project.</p> <p>(3) Cost-plus Price: to be determined with reference to a reasonable cost plus a reasonable profit margin. The Company will consider the labor cost, equipment operation cost, material inputs and etc. to comprehensively measure the cost. The profit margin for each project varies depending on the different technical requirements, staffing, resources commitment and location.</p> <p>If the Group does not have a choice in the pricing policy, the Group will endeavor to determine the price(s) based on cost-plus basis to ensure that the Group can achieve a reasonable profit in participating in the project(s).</p>			
Proposed cap and basis	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	For the two years ended 31 December 2022, and 8 months ended 31 August 2023, RMB4,115,105,000 RMB5,029,170,000 and RMB3,374,550,000 respectively	For the three years ended 31 December 2023, RMB5,000,000,000 RMB6,000,000,000 and RMB7,000,000,000 respectively	For the year ending 31 December 2024, RMB7,000,000,000	After decline in Q1 2023, China’s auto market has been recovering to a steady growth from April. From January to August 2023, the automobile production volume and sales volume in the PRC were approximately 18,225,000 vehicles and 18,210,000 vehicles respectively, up by 7.4% and 8% year on year. The growth rate of Changan Automobile is higher than the industry average. From January to August 2023, the production volume and sales volume of Changan Automobile reached 1,589,678 vehicles and 1,632,800 vehicles respectively, increased by 12.75% and 11.43% year on year. As a major logistics service provider of Changan Automobile, the Group expects to seize the opportunity and continue to provide logistics services for Changan Automobile and its associates in 2024 to maximize the revenue of the Group. The proposed annual cap for the year ending 31 December 2024 for provision of logistics services to Changan Automobile and its associates by the Group was determined after having considered: (i) the estimated transaction amount with Changan Automobile and its associates in 2023 is approximately RMB5.5

			<p>billion; (ii) the projected level of the incremental transaction amount with Changan Automobile and its associates in 2024 is approximately RMB700 million thanks to that the export volume of Changan Automobile by sea is expected to increase to 250,000 units in 2024 from 180,000 units in 2023, with a growth rate of approximately 40%; (iii) Changan Automobile released its overseas strategy this year and will increase its overseas presence. In the second half of 2023, a subsidiary of Changan Automobile was established in Thailand and sales will start at the end of this year, and the Group is closely following up the pace of the customer to build its Thailand project. This project is estimated to generate a revenue close to RMB100 million in 2024 for the Group; and (iv) Changan Automobile released a new brand of new energy cars--Changan Qiyuan in August 2023, which will release such models as A05, A06, A07, Q05 and so on. Keep a moderate buffer to respond to the inherent volatility of the auto market and to accommodate any potential momentum increase in the launch of new models of Changan Automobile and its associates in 2024. With reference to the above factors, the Board is of the view that the proposed annual cap for the year ending 31 December 2024 is fair and reasonable.</p>
<p>2. Logistics services (including but not limited to the following logistics services: finished vehicle transportation, tire assembly, supply chain management for car raw materials, components and parts; and logistics services for non-automobile products, such as transformer, steel, optical product and specialty product) provided by the Group to China Changan and its associates</p>			
<p>Pricing policy</p>	<p>Generally, the pricing of the logistics services to be provided by the Group is market driven. As the transactions contemplated under the framework agreement shall be conducted on a non-exclusive basis, the Group has specified marketing and client servicing teams to liaise with and ascertain whether any particular logistic service will be conducted by public tender. The pricing of the services provided under the agreement shall be determined in accordance with, to the extent if the Group has a choice, the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. The Company has established Bidding Quotation Process and Bidding Quote Management Procedures. Briefly, the Company's Enterprise Technical Center will draw up the technical and operation plans whereas the Marketing Management Center will provide business plan and the two departments will collaborate in preparing the bidding document in accordance with the specific requirements of our customers. Bidding representative of the Company will deliver the bidding offer and follow up on the bidding process. The Company will set up a working group to assist the bidding representative in response to the bidding before the bidding representative will finally be informed of the bidding results.</p>		

	<p>(2) Internal Compared Price: in determining the quote to be offered by the Group in internal compared pricing method, whenever practical and appropriate, the Company will comprehensively consider the feasibility of the project, and the Company’s knowledge on at least two competing third parties to ascertain whether and at what price the Group should participate in the project.</p> <p>(3) Cost-plus Price: to be determined with reference to a reasonable cost plus a reasonable profit margin. The Company will consider the labor cost, equipment operation cost, material inputs and etc. to comprehensively measure the cost. The profit margin for each project varies depending on the different technical requirements, staffing, resources commitment and location.</p> <p>If the Group does not have a choice in the pricing policy, the Group will endeavor to determine the price(s) based on cost-plus basis to ensure that the Group can achieve a reasonable profit in participating in the project(s).</p>			
Proposed cap and basis	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	For the two years ended 31 December 2022, and 8 months ended 31 August 2023, RMB89,002,000 RMB170,920,000 and RMB129,170,000 respectively	For the three years ended 31 December 2023, RMB120,000,000 RMB210,000,000 and RMB210,000,000 respectively	For the year ending 31 December 2024, RMB300,000,000	The Company has established steady business contact with China Changan and its associates and expects to continue to conduct business with China Changan and its associates for the upcoming year to maximize the revenue of the Group. The proposed annual cap for the year ending 31 December 2024 for the continuing connected transactions with China Changan and its associates is derived with reference to that (i) the estimated transaction amount with China Changan and its associates in 2023 is approximately RMB200 million; (ii) the projected level of the incremental transaction amount expected to be generated in 2024 is approximately RMB40 million, mainly from the provision of inbound logistics for Chongqing Tsingshan Industry Limited Liability Company and Sichuan Jian’an Industrial Co., Ltd., which are associates of China Changan, contributed by the growth of the production and sales volume of Changan Automobile; (iii) it is expected that the transaction amount in 2024 is approximately RMB50 million from provision of inbound logistics and transportation service to China Changan Automobile Group Co., Ltd. Chongqing Chassis System Branch and Southern TRW Chassis System Co., Ltd., which are associates of China Changan, and a newly established wholly-owned subsidiary of China Changan Chenzhi Technology Co., Ltd.; and (iv) a moderate buffer added to respond to fluctuations of the transaction amount with China Changan and its associates in 2024. Having considered the above factors,

				the Board is of the view that the proposed annual cap for 2024 for the provision of logistics services by the Group to China Changan and its associates in 2024 is fair and reasonable.
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3. Logistics services provided to the Group by Minsheng Industrial and its associates

Pricing policy	<p>The pricing of the services provided under the agreement shall be determined in accordance with the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. According to the Bidding Quote Management Procedures, in terms of procurement through bidding, the Company shall publish announcements at such public media as China Bidding to invite bidders. The Group will screen and select bidders whom the Group considers can undertake the procurement with relevant qualification and capability.</p> <p>(2) Internal Compared Price: the price will be determined by the Company or its subsidiaries (as the case may be) by comparing internally the quote offered by Minsheng Industrial or its associate (as the case may be) and the quote offered by at least two independent third parties or the price of services of similar nature purchased by independent third parties. In terms of internal compared pricing, the Group will choose the lowest quotes offered among the eligible participants as its procurement price. Pursuant to the Compared Pricing Management Procedures, in terms of internal compared pricing, the Group shall compare quotes provided by or the price of services of similar nature purchased by at least two independent third parties.</p> <p>At present, there are only a few suppliers who have the qualification and capability to provide Yangtze River automobile related transportation services. To increase procurement efficiency and ensure the reasonableness of prices, the Company usually adopts the internal compared pricing policy for selection of its water transportation supplier.</p>
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Proposed cap and basis	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	<p>For the two years ended 31 December 2022, and 8 months ended 31 August 2023, RMB175,103,000 RMB248,340,000 and RMB182,470,000 respectively</p>	<p>For the three years ended 31 December 2023, RMB250,000,000 RMB250,000,000 and RMB450,000,000 respectively</p>	<p>For the year ending 31 December 2024, RMB450,000,000</p>	<p>Minsheng Industrial and its associates have been providing waterway transportation services to the Group for years. Minsheng Industrial and its associates are equipped with ro-ro ships of various capacity and extensive shipping lines covering major ports along the Yangtze River, which can make up for the lack of direct resources of the Company along the Yangtze River to assist the Group in providing better services for customers. The Group intends to continue to purchase logistics services from Minsheng Industrial and its associates in 2024. The proposed annual cap for the year ending 31 December 2024 was arrived at after having regard to (i) the projected transaction amount with Minsheng Industrial and its associates in 2023 is approximately RMB300 million; (ii) the estimated incremental amount for purchase of services from Minsheng Industrial and its associates in 2024 is approximately RMB70 million due to</p>

				that the export volume of Changan Automobile by sea is expected to increase to 250,000 units in 2024 from 180,000 units in 2023, with a growth rate of approximately 40%; (iii) considering the fluctuations of oil prices, keep a moderate buffer in response to increasing water transport cost due to a rise in oil prices; and (iv) a moderate buffer added to cater for potential incremental purchase amount caused by potential increase in logistics demand from Changan Automobile. With reference to the above factors, the Board is of the view that the proposed annual cap for the year ending 31 December 2024 is fair and reasonable.
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4. Settlement, deposits and loans, note discounting services to be provided by Zhuangbei Finance to the Group

Pricing policy	<p>The fees and charges payable by the Group to Zhuangbei Finance under the framework agreement will be on terms not less favourable than the benchmark rates set by PBOC (if applicable) as well as those available from other independent commercial banks in the PRC and are determined on the following bases:</p> <ul style="list-style-type: none"> • Settlement services – the fees charged for the settlement services must not be higher than (i) the relevant benchmark charging rates set by PBOC (if applicable); and (ii) the fees charged by other independent commercial banks in the PRC for providing services of similar nature. • Deposit services – the interest rates for Deposits placed by the Group must not be lower than (i) the relevant benchmark interest set by PBOC; and (ii) the interest rates provided by other independent commercial banks in the PRC for deposits of similar nature and under similar terms. • Provision of loans – the interest rates for borrowings by the Group must not be higher than (i) the relevant benchmark interest rates set by PBOC; and (ii) the interest rates charged by other independent commercial banks in the PRC for borrowings of similar nature and under similar terms. • Note discounting services – the fees charged for the services and the interest rates for the note discounting services must not be higher than (i) the relevant benchmark charging rates (if applicable) and interest rates set by PBOC; and (ii) the fees and interest rates charged by other independent commercial banks in the PRC for providing note discounting services of similar nature and under similar terms. <p>The Company will adopt a series of measures to maintain the independence of the Company's decision-making and the fairness of transaction prices. Relevant measures include, but are not limited to, the Company's right to make independent decisions on transaction prices, and to understand and grasp market information through various means. In addition, when Zhuangbei Finance provides note discounting and loan services to the Group, the conditions for providing such services by Zhuangbei Finance to the Group shall be on normal commercial terms and no less favorable than at least five quotes to be provided by independent third parties, including Industrial and Commercial Bank of China Limited, China Construction Bank Limited, Bank of China Limited, China Merchants Bank Co., Ltd. and Shanghai Pudong Development Bank Limited, where no security over assets of the Group is granted in respect of such services.</p>			
		Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024
The maximum amount of Deposit (including	For the two years ended 31 December 2022, and 8 months ended 31 August 2023,	For the three years ended 31 December 2023, RMB190,000,000 RMB200,000,000	For the year ending 31 December 2024, RMB200,000,000	Zhuangbei Finance is a non-banking financial company with a sound capital base and renowned credibility among the member companies of CSGC. As Zhuangbei Finance

interests) on a daily basis	RMB189,724,000 RMB199,582,000 and RMB188,580,000 respectively	and RMB190,000,000 respectively		provides the Group with free settling services, the Group maintains a deposits account in Zhuangbei Finance to settle transaction fees with major suppliers. The proposed annual cap for the year ending 31 December 2024 is determined after having considered (i) the historical maximum daily outstanding balance of deposits placed by the Group in Zhuangbei Finance for the eight months ended 31 August 2023 and the utilization rate of the 2023 annual cap; and (ii) As at 31 August 2023, the Group had a total deposit of approximately RMB1.165 billion. The proposed annual cap of the deposit (on a daily basis) with Zhuangbei Finance represents less than 20% of the total deposits of the Group as at 31 August 2023. The Company is of the view that by allocating the Group's cash among Zhuangbei Finance and other licensed banking institutions in the PRC such as China Merchants Bank, China Construction Bank and Industrial and Commercial Bank of China, the Group is able to reasonably reduce the financial risks of capital overconcentration while retaining the benefit of financial settlement through Zhuangbei Finance. As such, the Directors are of the view that the proposed annual cap for the year ending 31 December 2024 for the deposit transaction with Zhuangbei Finance is fair and reasonable.
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6. Reasons for and Benefits of the Non-Exempt Continuing Connected Transactions for 2024 and Major Transaction

With respect to the logistics services provided by the Group to Changan Automobile and its associates

Since the establishment of the Company, the Group has had business and maintained a good relationship with Changan Automobile. The Group is a major logistics services supplier of Changan Automobile and its associates. The Group's logistics services have been highly recognized by Changan Automobile and its associates. Provision of logistics services to Changan Automobile and its associates by the Group continues to occupy a major portion of the Group's business, thus contributing significantly to the revenue of the Group. As such, the Company believes that it is essential to maintain the provision of logistics services by the Group to Changan Automobile and its associates to ensure source of revenue. In addition, according to the China Association of Automobile Manufacturers, the year-on-year growth rate of sales of China passenger cars was 6.7% from January to August 2023 which shows that the domestic automobile market is recovering and showing a momentum of steady growth. Changan CS75 ranked Top 10 Best Selling Cars in China in the first half of 2023. Deepal, a new energy vehicle brand of Changan Automobile, and Avatr, a high-end intelligent EV brand, all gain good response in the market. Changan Automobile released a new brand of new energy cars--Changan Qiyuan in August 2023, which will

release such models as A05, A06, A07, Q05 and so on. Therefore, the Board is of the view that it is in the interests of the Company and its shareholders as a whole that the Group seizes the momentum and maximize the revenue to be generated from providing logistics services for Changan Automobile and its associates.

With respect to the logistic services provided by the Group to China Changan and its associates

The principal businesses of the Group are supply chain management services for the automobiles and automobile raw materials, components and parts. Such services include finished vehicle transportation and related logistics services, automobile raw materials and components and parts supply chain management services, tires assembly and after-sales logistics service. The Group's development strategies include: (i) take root in automobile logistics: automobile logistics is the foundation of the Group. The logistics demand of Changan Group is substantial and is the traditional business of the Group. The Group will continuously consolidate the existing traditional business and further explore the rest of the logistics demand of Changan Group by improving our logistics technology, service quality and logistics network; (ii) take advantage of the comparatively strong service capacity of the Group in the domestic automobile logistics market to explore automobile logistics business with non-related parties; (iii) explore non-automobile logistics business: on top of the automobile logistics business, the Group will gradually explore non-automobile logistics business to diversify the revenue portfolio of the Group.

China Changan is essentially a large enterprise with businesses mainly ranging from parts and components to automobile retail. It has roughly 18 member companies engaging in parts production such as automobile engines, transmissions, power components, chassis, shock absorbers, supercharges, pistons and so on. China Changan has recently established a wholly-owned subsidiary--Chenzhi Technology Co., Ltd., which will build its R&D centres in each of Chongqing, Shanghai and Chengdu, with products covering smart car braking, steering, suspension, lightweight and chassis integration etc. The Group stepped up efforts in exploring the parts business of China Changan and its associates ever since China Changan became one of the substantial shareholders of the Company. Currently, the Group has established steady business contact with several member companies of China Changan. The Group anticipates that by leveraging on the current business relationship, the Group can establish more business contact with Changan Group and can tap into the market potentials presented by China Changan and its associates, thereby increasing business sources and maximizing revenue of the Group.

With respect to the logistic services provided to the Group by Minsheng Industrial and its associates

The Group is a third-party automobile logistics service provider and provides comprehensive logistics solution for customers. However, the Group currently does not have any vessel or enough freight carriers to ensure an independent operation of business and needs to purchase logistics services from suppliers with sufficient transportation capacity and logistics facilities and equipment. Minsheng Industrial is fully equipped with ro-ro ships of various volumes and car transporters and has extensive, well-established logistics network across the country. Therefore, Minsheng Industrial and its associates are competent in providing logistics services to the Group. In addition, Minsheng Industrial and its associates have been a credible and reliable business partner of the Group, and have been providing various logistics services such as waterway transportation of car components and parts, finished vehicles transportation by road, customs clearance, container transportation, etc. to the Group for many years. As such, the Directors are of the view that the Group should continue to purchase logistics services from Minsheng Industrial and its associates to support the smooth running of the Group's primary business and tap on the strength of Minsheng Industrial's various resources to our advantage and provide our customers with quality services and maximize the revenue of the Group. The Directors are of the view that the transaction is in the interest of the Company and its Shareholders as a whole.

With respect to the deposit transaction between the Group and Zhuangbei Finance

Zhuangbei Finance is a non-banking financial institution in the PRC as approved by CBIRC and is established with capital contribution from member companies of CSGC for purpose of centralizing

capital management and optimizing capital efficiency within the CSGC. Zhuangbei Finance has been providing financial services for member companies of CSGC for years and is highly recognized for its financial management services. In addition, the major customers of the Group are member companies within CSGC and they all have maintained accounts with Zhuangbei Finance. It would reduce the time costs and finance cost if the Company deposits and conducts note discounting services with, and/or to obtain loan advancement from, Zhuangbei Finance. Moreover, Zhuangbei Finance offers more favourable terms and comparatively less finance fees and charges than those payable to external banks in the PRC.

In addition, the Board has taken into consideration the following factors with respect to the deposit transaction under the framework agreement:

- (i) As a non-banking financial institution, Zhuangbei Finance is regulated by the PBOC and the CBIRC and provides its services in accordance with and in compliance of the rules and operational requirements of these regulatory authorities including capital risk guidelines and requisite capital adequacy ratios. The regulations imposed on non-banking institutions regarding the capital adequacy ratios is more stringent than those imposed on commercial banks in the PRC;
- (ii) The pricing policies of Zhuangbei Finance are subject to guidelines set by PBOC. The interest rates for Deposit of similar nature and under similar terms will be at least be equal to or more favorable than (i) the relevant benchmark interest rate set by PBOC and (ii) the three quotations from major independent commercial banks in the PRC. Moreover, currently, the fees payable to normal commercial banks for settlement services, including account management, online banking system management, confirmation, etc. are free of charge to Zhuangbei Finance, which would reduce the finance costs of the Group;
- (iii) The risk of the Deposit transaction with Zhuangbei Finance is further reduced by (i) the undertakings provided by Zhuangbei Finance, (ii) various internal control and risk management awareness of and measures took by Zhuangbei Finance in respect of credit risk, liquidity risk, market risk, operational risk, information technology risk and etc.;
- (iv) Zhuangbei Finance has advanced information security protection system, the security protection of which is no less than the protection level of head office of commercial banks and Zhuangbei Finance established data security backup center in Chongqing and was granted technical security certification by CFCA, all of which proves that Zhuangbei Finance was competent enough to protect the information and the fund security of the Group; and
- (v) In addition, as a fellow member of the CSGC, Zhuangbei Finance has a better understanding of the operations and financial requirements of the Group which give Zhuangbei Finance a built-in advantage to allow it to provide the Group with more expedient and efficient services.

In arriving at the above proposed caps, the Directors have considered, in addition to specific factors mentioned above, the market condition of logistics industry as well as the current and projected level of the relevant transactions.

The Directors (excluding the independent non-executive Directors) are of the view that the Non-exempt Continuing Connected Transactions for 2024 and major transaction will be conducted on normal commercial terms or on terms no less favorable than those available from independent third parties under prevailing local market conditions, and that the Non-exempt Continuing Connected Transactions for 2024 and major transaction were entered in the ordinary and usual course of business of the Company, and are fair and reasonable and in the interests of the Company and its shareholders as a whole.

7. Financial Effects of the Deposit Transaction on the Group

As at 31 August 2023, the total deposit amount of the Group was approximately RMB1.165 billion and

the deposit amount with Zhuangbei Finance was approximately RMB189 million, representing approximately 16% of the total deposit amount of the Group.

For the eight months period ended 31 August 2023, the deposit interest income from Zhuangbei Finance was approximately RMB3.41 million, representing approximately 29% of the total deposit interest income of the Group and approximately 0.06% of the Group's unaudited revenue during the corresponding period.

Therefore, the Company anticipates that the deposit interest income to be earned from Zhuangbei Finance for the year ending 31 December 2024 will not have any material impact to the Group's revenue, assets and liabilities.

8. Risks Control Relating to the Deposits Transaction under the Framework Agreement with Zhuangbei Finance

In order to control the potential risks relating to the Deposits transactions, ensure the safety of the Deposit and protect the interests of the Company and its shareholders regarding the Deposit placed or to be placed from time to time, Zhuangbei Finance provided an undertaking as a part of the framework agreement to the Company. Pursuant to the framework agreement, Zhuangbei Finance undertakes to the Company that it will:

- (i) provide to the Company, at any time, financial services with terms which are no less favourable than for comparable financial services provided to members of the CSGC and those of the comparable financial services the Company may obtain from other financial institutions;
- (ii) ensure that the Financial Operation Licence (金融許可證) and other business permits, approvals and filings etc. have been lawfully obtained by Zhuangbei Finance and will remain valid and effective;
- (iii) ensure the safe operations of its fund settlement and clearance network, assure the safety of funds, control the risk exposure and safety of the Deposit and will satisfy the requirements for the payment of the Deposit;
- (iv) ensure the strict compliance with the risk monitoring indicators for financial institutions promulgated by the CBIRC and that the major regulatory indicators such as gearing ratio, interbank borrowing ratio and liquidity ratio will also comply with the requirements of the CBIRC and other relevant laws and regulations;
- (v) report its business and financial positions to the Company regularly, co-ordinate with the auditors of the Company in the course of their audit work to enable the Company to fulfill the requirements of the Listing Rules; and
- (vi) on happening of new, or special event that may possibly affect the Company, Zhuangbei Finance shall proactively inform the Company on a timely basis.

In order to further safeguard the interests of the Shareholders, the Group will adopt certain guidelines and principles in monitoring, amongst other things, the Deposit arrangements. These include an assessment of the fund operation and control of risk exposure of Zhuangbei Finance and evaluation of its services provided through its reports to be obtained regularly as mentioned above. In particular, the Company will (i) conduct stricter monitoring on the deposit transactions with Zhuangbei Finance than with other independent banks/financial institutions by assigning designated employee(s) to conduct weekly special checking on the maximum amount of Deposit (including interests) on a daily basis to ensure that the amount deposited is within the approved annual cap; and (ii) obtain the credit rating report of Zhuangbei Finance from time to time to check its long-term credit standing and default risk.

Given the undertakings provided by Zhuangbei Finance on risk control of the financial services (including the Deposit) to be provided to the Group and given that the Deposit will be subject to annual review conducted by the independent non-executive Directors, the auditors of the Company and strict compliance with the risk monitoring by the CBIRC on Zhuangbei Finance, the Directors (excluding the independent non-executive Directors) are of the view that the arrangements for, amongst other things, the Deposit are in the interests of the Company and the Shareholders as a whole.

9. Implication under the Listing Rules

Since one or more of the applicable percentage ratios of the Non-Exempt Continuing Connected Transactions for 2024 contemplated under each of the Framework Agreements for the Non-Exempt Continuing Connected Transactions with Changan Automobile and China Changan and their respective associates (notwithstanding the fact that the annual caps for the continuing connected transactions under the framework agreement with Changan Automobile and the framework agreement with China Changan are subject to aggregation for purpose of Rule 14A.82 of the Listing Rules) as calculated under Rule 14.07 of the Listing Rules are above 5%, each of the Non-Exempt Continuing Connected Transactions for 2024 with Changan Automobile and China Changan and their respective associates are subject to the reporting, annual review, announcement and Independent Shareholders' approval requirements.

Since one or more of the applicable percentage ratios of the Non-Exempt Continuing Connected Transactions for 2024 contemplated under the Framework Agreement for the Non-Exempt Continuing Connected Transactions with Minsheng Industrial and its associates as calculated under Rule 14.07 of the Listing Rules are above 5%, the Non-Exempt Continuing Connected Transactions for 2024 with Minsheng Industrial and its associates are subject to the reporting, annual review, announcement and Independent Shareholders' approval requirements.

Since the highest applicable percentage ratio in relation to the maximum outstanding daily balance on the Deposit for 2024 under the framework agreement with Zhuangbei Finance in relation to the deposit as calculated under Rule 14.07 of the Listing Rules exceeds 25% but less than 75%, the deposit transaction contemplated under such framework agreement with Zhuangbei Finance also constitutes a major transaction of the Company under Chapter 14 of the Listing Rules and is subject to the reporting, annual review, announcement, and Independent Shareholders' approval requirements.

Under Rule 14A.90 of the Listing Rules, the transactions relating to the provision of loans and note discounting services to the Group by Zhuangbei Finance contemplated under the framework agreement with Zhuangbei Finance are exempted from the reporting, annual review, announcement and Independent Shareholders' approval requirement as these financial assistance provided by a connected person for the benefit of the Group are conducted on normal commercial terms where no security over the assets of the Group will be granted in respect of the financial services.

Under the Listing Rules, the transactions relating to the provision of settlement service to the Group by Zhuangbei Finance contemplated under the framework agreement with Zhuangbei Finance is exempt from the reporting, annual review, announcement and Independent Shareholders' approval requirements as the annual amount for the settlement services is expected to be less than HK\$3,000,000.

The Non-Exempt Continuing Connected Transactions for 2024 with each of Changan Automobile, China Changan, Minsheng Industrial and their respective associates, and the major transaction regarding the deposit transactions with Zhuangbei Finance are subject to approval by the Independent Shareholders in accordance with the Listing Rules. China Changan and its associates will abstain from voting in relation to the resolutions for approving the framework agreements entered into between the Company and each of Changan Automobile, China Changan, Zhuangbei Finance and the non-exempt continuing connected transactions for 2024 contemplated under such agreements. Minsheng Industrial, Ming Sung (HK) and their respective associates will abstain from voting in relation to the resolutions

approving the framework agreement entered into between the Company and Minsheng Industrial and the non-exempt continuing connected transactions for 2024 contemplated under such agreement. The voting at the EGM will be taken by a poll and the Company will make an announcement of the poll results.

II. CONTINUING CONNECTED TRANSACTIONS EXEMPT FROM INDEPENDENT SHAREHOLDERS' APPROVAL REQUIREMENTS

1. Introduction

Reference is made to the announcement of the Company dated 4 November 2020 in relation to, among other things, the framework agreements for continuing connected transactions exempt from independent shareholders' approval requirements entered into between the Company and each of China Changan, APLL and Minsheng Industrial and the framework agreement entered into between Nanjing CMSC and Baogang Zhushang, which shall expire on 31 December 2023. In order to continue relevant business with each of China Changan, APLL, Minsheng Industrial and their respective associates after 31 December 2023, the Company renewed framework agreements with each of China Changan, APLL and Minsheng Industrial on 30 October 2023. In addition, in order to continue business with Baogang Zhushang after 31 December 2023, Nanjing CMSC renewed framework agreement with Baogang Zhushang on 30 October 2023.

Same as the internal control measures adopted by the Company in the past three years, in order to provide a more appropriate level of the annual cap for each of the three financial years ending 31 December 2026 in relation to each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements contemplated under each of the Framework Agreements for the Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements, the Company has estimated the annual cap for each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024. With respect to the annual cap for each of the two financial years ending 31 December 2026 in relation to the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements contemplated under the Framework Agreements for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements, the Company will re-comply with the relevant Listing Rule requirements (including issuing announcement(s) and, if required, obtaining Independent Shareholders' approval).

2. The Framework Agreement(s) for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements

On 30 October 2023, the Company entered into the following framework agreements, each for a term of three years commencing on 1 January 2024 and expiring on 31 December 2026:

- (1) the framework agreement with China Changan, pursuant to which the Group shall purchase security and cleaning services and property leasing services from China Changan and its associates;
- (2) the framework agreement with APLL, pursuant to which the Group shall (i) provide logistics services to APLL and its associates and (ii) purchase logistics services from APLL and its associates; and
- (3) the framework agreement with Minsheng Industrial, pursuant to which the Group shall provide logistics services to Minsheng Industrial and its associates.

On 30 October 2023, Nanjing CMSC entered into the framework agreement with Baogang Zhushang, pursuant to which Nanjing CMSC shall provide logistics services to Baogang Zhushang and its associates for a further term of three years commencing on 1 January 2024 and expiring on 31 December 2026.

The Framework Agreements for the Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements are not inter-conditional with each other.

As at the date of the announcement, APLL is a substantial shareholder of the Company, holding approximately 20.74% of the total issued share capital of the Company. Therefore, according to the Listing Rules, the transactions between the Company and each of China Changan, APLL, Minsheng Industrial and their respective associates become connected transactions of the Company.

As the Company and Sumitomo hold 67% and 33% of the registered capital of Nanjing CMSC respectively, and Sumitomo holds 49% of the registered capital of Baogang Zhushang. Therefore, according to the Listing Rules, Baogang Zhushang is a connected person of the Company at the subsidiary level and the transactions between Nanjing CMSC and Baogang Zhushang contemplated under such framework agreement constitute continuing connected transactions of the Company.

The transactions contemplated under each of the Framework Agreements for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements shall be conducted on a non-exclusive basis. Separate written agreement(s) setting out the detailed terms shall be, if required, entered into between the relevant parties for each Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements. Payment of each Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements will be settled in cash in arrears, or in accordance with the payment terms agreed by the relevant parties in the contract(s) to be entered into pursuant to the relevant framework agreements.

3. Internal Control Measures to ensure the Continuing Connected Transactions be conducted in accordance with the Framework Agreements for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements

Please refer to the section as set out in the Internal Control Measures to ensure the Continuing Connected Transactions be conducted in accordance with the Framework Agreement(s) for the Non-Exempt Continuing Connected Transactions.

4. Pricing Policy, Historical Figures, Historical Caps, Proposed Cap for each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 and Rationale

The cap in respect of each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 is set out as follows:

1. Security and cleaning services and property leasing services provided by China Changan and its associates to the Group	
Pricing Policy	<p>The pricing of the services provided under the agreement shall be determined in accordance with the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. According to the Bidding Quote Management Procedures, in terms of procurement through bidding, the Company shall publish announcements at such public media as China Bidding to invite bidders. The Group will screen and select bidders whom the Group considers can undertake the procurement with relevant qualification and capability.</p> <p>(2) Internal Compared Price: the price will be determined by the Company or its subsidiaries (as the case may be) by comparing internally the quote offered by China Changan or its associate (as the case may be) and the quote offered by at least two independent third parties or the price of services of similar nature purchased by independent third parties. In terms of internal compared pricing, the Group will choose the lowest quotes offered among the eligible participants as its procurement price.</p>

	Pursuant to the Compared Pricing Management Procedures, in terms of internal compared pricing, the Group shall compare quotes provided by or the price of services of similar nature purchased by at least two independent third parties.			
Proposed cap and basis for security and cleaning services	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB10,337,000 RMB12,570,000 and RMB6,910,000 respectively	For the three years ended 31 December 2023, RMB12,000,000 RMB14,000,000 and RMB12,000,000 respectively	For the year ending 31 December 2024, RMB14,000,000	Changan Property, an associate of China Changan, is a first-class property management company in the country and has been providing security and cleaning services for the Group since 2014. In order to avoid unnecessary disruption to and maintain the stability of daily business operation, the Company wishes to continue to employ Changan Property to provide security and cleaning services around warehouses and office buildings for the Group. The proposed annual cap for the year ending 31 December 2024 is determined with reference to (i) the projected level of transaction amount in 2024 estimated in accordance with the transaction amount for the two years ended 31 December 2022 and the 8 months ended 31 August 2023; and (ii) the incremental transaction amount to be generated in 2024 contributed by the new demand of security and cleaning services from Hefei and Hebei bases of the Group in 2024. Having considered the historical transaction amounts, the Directors are of the view that the proposed annual cap for the year ending 31 December 2024 is fair and reasonable and in the interests of the Company and its Shareholders as a whole.
Proposed cap and basis for property leasing services	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB718,000 RMB660,000 and RMB1,860,000 respectively	For the three years ended 31 December 2023, RMB2,600,000 RMB2,600,000 and RMB2,600,000 respectively	For the year ending 31 December 2024, RMB5,000,000	China Changan and its associates has been providing properties leasing services for the Group for years. China Changan and its associates are able to better understand the Group's requirements for properties including warehouses and stockyards, such as the internal layout, fitting sizes to better accommodate the business volume, and proper location. In addition, most of properties, especially warehouses and stockyards that are available for leasing to the Group by China Changan and its associates are located in the vicinity of the production bases of the Group's customers. Leasing of the properties from China Changan and its associates to serve the Group's daily operations is relatively more cost-saving. As such, in order to support daily business operation, (i) Hangzhou Changan Minsheng

				Logistics Co., Ltd., a wholly-owned subsidiary of the Company, plans to lease stockyards from Hangzhou Changan Ford, an associate of China Changan, to be used as vehicle distribution centres, in 2024; and (ii) Nanjing CMSC, a joint venture of the Company, plans to lease stockyards from Changan Mazda, an associate of China Changan, to be used as vehicle inter-city distribution centres, in 2024, with a total cost of approximately RMB5 million. Having considered the estimated transaction amounts, the Directors are of the view that the proposed annual cap for the year ending 31 December 2024 is fair and reasonable and in the interests of the Company and its Shareholders as a whole.
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2.1 Logistics services provided by the Group to APLL and its associates

Pricing Policy	<p>Generally, the pricing of the logistics services to be provided by the Group is market driven. The pricing of the services provided under the agreement shall be determined in accordance with, to the extent if the Group has a choice, the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. The Company has established Bidding Quotation Process and Bidding Quote Management Procedures. Briefly, the Company's Enterprise Technical Center will draw up the technical and operation plans whereas the Marketing Management Center will provide business plan and the two departments will collaborate in preparing the bidding document in accordance with the specific requirements of our customers. Bidding representative of the Company will deliver the bidding offer and follow up on the bidding process. The Company will set up a working group to assist the bidding representative in response to the bidding before the bidding representative will finally be informed of the bidding results.</p> <p>(2) Internal Compared Price: in determining the quote to be offered by the Group in internal compared pricing method, whenever practical and appropriate, the Company will comprehensively consider the feasibility of the project, and the Company's knowledge on at least two competing third parties to ascertain whether and at what price the Group should participate in the project.</p> <p>(3) Cost-plus Price: to be determined with reference to a reasonable cost plus a reasonable profit margin. The Company will consider the labor cost, equipment operation cost, material inputs and etc. to comprehensively measure the cost. The profit margin for each project varies depending on the different technical requirements, staffing, resources commitment and location.</p> <p>If the Group does not have a choice in the pricing policy, the Group will endeavor to determine the price(s) based on cost-plus basis to ensure that the Group can achieve a reasonable profit in participating in the project(s).</p>			
	Proposed cap and basis	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024
	For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB75,000 RMB40,000 and RMB Nil respectively	For the three years ended 31 December 2023, RMB5,000,000 RMB5,000,000 and RMB5,000,000 respectively	For the year ending 31 December 2024, RMB5,000,000	Although the Group has provided few logistics services to APLL and its associates at present, as a shareholder of the Company, the Group will continue to explore business relationship with APLL. APLL is one of the leading market participants in the logistics industry and owing to its advanced logistics technology, APLL has been operating business in various industries in the PRC. In addition, the Company is of the view that with the

				opening up of our country, developing overseas business is inevitable for the Company's future development. Apart from business presence in the China's mainland, APLL also has substantial overseas businesses in America and India etc. Considering the fact that APLL is one of the substantial shareholders of the Company and that the Group has a comparatively great capacity in the logistics industry, APLL is expected to support the Company's business expansion and conduct businesses with the Group. The Board believes that it is reasonable to set the annual cap for the year ending 31 December 2024 so as to allow more room for the cooperation between the Group and APLL, and thereby maximizing the Group's revenue generated from such services.
2.2 Logistics services purchased by the Group from APLL and its associates				
Pricing Policy	<p>The pricing of the services provided under the agreement shall be determined in accordance with the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. According to the Bidding Quote Management Procedures, in terms of procurement through bidding, the Company shall publish announcements at such public media as China Bidding to invite bidders. The Group will screen and select bidders whom the Group considers can undertake the procurement with relevant qualification and capability.</p> <p>(2) Internal Compared Price: the price will be determined by the Company or its subsidiaries (as the case may be) by comparing internally the quote offered by APLL or its associate (as the case may be) and the quote offered by at least two independent third parties or the price of services of similar nature purchased by independent third parties. In terms of internal compared pricing, the Group will choose the lowest quotes offered among the eligible participants as its procurement price. Pursuant to the Compared Pricing Management Procedures, in terms of internal compared pricing, the Group shall compare quotes provided by or the price of services of similar nature purchased by at least two independent third parties.</p>			
Proposed cap and basis	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB149,000 RMB Nil and RMB Nil respectively	For the three years ended 31 December 2023, RMB5,000,000 RMB5,000,000 and RMB5,000,000 respectively	For the year ending 31 December 2024, RMB5,000,000	Changan Automobile, the Group's major customer, released its overseas strategy this year under which it will increase its overseas presence. In the second half of 2023, a subsidiary of Changan Automobile was established in Thailand and sales will start at the end of this year. In addition, Changan Automobile will enter the Europe in 2024 and gradually complete its layout in major European markets. Changan Automobile may require the Group to provide overseas storage services, customs clearance services and other international logistics services for it. APLL has state of art local warehouses, distribution and logistics center in Dubai and operates in world's major trade lines, such as Asia to Europe, Trans-Pacific and

				Intra Asia. APLL and its associates operate in world's major trade lines, such as Asia to Europe, Trans-Pacific and Intra Asia. APLL and its associates are able to provide the Group with intermodal international freight forwarding, customs clearance services and etc. Considering the strong capacities in international logistics of APLL, the Board considers it appropriate to reserve a reasonable level of annual cap for the year ending 31 December 2024 to cater for potential procurement of overseas storage and distribution services, and other international logistics services from APLL and its associates for the year of 2024.
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3. Logistics services provided by the Group to Minsheng Industrial and its associates

Pricing Policy	<p>Generally, the pricing of the logistics services to be provided by the Group is market driven. As the transactions contemplated under the framework agreement shall be conducted on a non-exclusive basis, the Group has specified marketing and client servicing teams to liaise with and ascertain whether any particular logistic service will be conducted by public tender. The pricing of the services provided under the agreement shall be determined in accordance with, to the extent if the Group has a choice, the principles and order of this section:</p> <p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. The Company has established Bidding Quotation Process and Bidding Quote Management Procedures. Briefly, the Company's Enterprise Technical Center will draw up the technical and operation plans whereas the Marketing Management Center will provide business plan and the two departments will collaborate in preparing the bidding document in accordance with the specific requirements of our customers. Bidding representative of the Company will deliver the bidding offer and follow up on the bidding process. The Company will set up a working group to assist the bidding representative in response to the bidding before the bidding representative will finally be informed of the bidding results.</p> <p>(2) Internal Compared Price: in determining the quote to be offered by the Group in internal compared pricing method, whenever practical and appropriate, the Company will comprehensively consider the feasibility of the project, and the Company's knowledge on at least two competing third parties to ascertain whether and at what price the Group should participate in the project.</p> <p>(3) Cost-plus Price: to be determined with reference to a reasonable cost plus a reasonable profit margin. The Company will consider the labor cost, equipment operation cost, material inputs and etc. to comprehensively measure the cost. The profit margin for each project varies depending on the different technical requirements, staffing, resources commitment and location.</p> <p>If the Group does not have a choice in the pricing policy, the Group will endeavor to determine the price(s) based on cost-plus basis to ensure that the Group can achieve a reasonable profit in participating in the project(s).</p>
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	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
Proposed cap and basis	For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB2,650,000 RMB6,210,000 and RMB90,000 respectively	For the three years ended 31 December 2023, RMB11,000,000 RMB11,000,000 and RMB11,000,000 respectively	For the year ending 31 December 2024, RMB11,000,000	Occasionally, Minsheng Industrial and its associates need the Group to provide transportation by land and railway or other intermodal transportation services before the cargo reaches the departure port for transportation by ro-ro ships or after the cargo leaves destination port. Also, the Group can provide other logistics services such as warehouse management, station management

				and logistics technology support to Minsheng Industrial and its associates. In addition, the Group is trying to secure more strategic resources such as the ro-ro ship dedicated ports and warehouses to increase our business share and improve negotiation position. The proposed annual cap for the year ending 31 December 2024 keeps the same as that in 2023 after considering (i) the export volume of Changan Automobile by sea is expected to increase to 250,000 units in 2024 from 180,000 units in 2023, with a growth rate of approximately 40%, which is estimated to increase the transaction volume of transportation services purchased by Minsheng Industrial and its associates from the Group in 2024; (ii) the increase in export volume of Changan Automobile will cause an increase in transaction amount of warehouse management, station management and other businesses purchased by Minsheng Industrial and its associates from the Group in 2024; and (iii) a moderate buffer added to accommodate any potential momentum increase in transaction amount with Minsheng Industrial and its associates caused by the potential increase in logistics demand of Changan Automobile. The Group believes that the annual cap set for the year ending 31 December 2024 provides the Group with more room to explore business with Minsheng Industrial and help maximize the overall revenue of the Group.
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4. Logistics services provided by Nanjing CMSC to Baogang Zhushang and its associates

Pricing Policy	Generally, the pricing of the logistics services to be provided by Nanjing CMSC is market driven. The pricing of the services provided under the agreement shall be determined in accordance with, to the extent if the Group has a choice, the principles and order of this section:
	<p>(1) Bidding Price: the price will be arrived at by bidding process in principle. The bidding price shall be a price conducted after a bidding procedure according to the PRC Bidding Law. Nanjing CMSC has established Bidding Quotation Process and Bidding Quote Management Procedures. Briefly, Nanjing CMSC’s Enterprise Technical Center will draw up the technical and operation plans whereas the Marketing Management Center will provide business plan and the two departments will collaborate in preparing the bidding document in accordance with the specific requirements of its customers. Bidding representative of Nanjing CMSC will deliver the bidding offer and follow up on the bidding process. Nanjing CMSC will set up a working group to assist the bidding representative in response to the bidding before the bidding representative will finally be informed of the bidding results.</p> <p>(2) Internal Compared Price: in determining the quote to be offered by Nanjing CMSC in internal compared pricing method, whenever practical and appropriate, Nanjing CMSC will comprehensively consider the feasibility of the project, and its knowledge on at least two competing third parties to ascertain whether and at what price Nanjing CMSC should participate in the project.</p> <p>(3) Cost-plus Price: to be determined with reference to a reasonable cost plus a reasonable profit margin.</p>

	<p>Nanjing CMSC will consider the labor cost, equipment operation cost, material inputs and etc. to comprehensively measure the cost. The profit margin for each project varies depending on the different technical requirements, staffing, resources commitment and location.</p> <p>If Nanjing CMSC does not have a choice in the pricing policy, Nanjing CMSC will endeavor to determine the price(s) based on cost-plus basis to ensure that it can achieve a reasonable profit in participating in the project(s).</p>			
	Historical figures	Historical caps (for 2021-2023)	Proposed Cap for 2024	Basis of determination of the Proposed Cap for 2024
	<p>For the two years ended 31 December 2022 and 8 months ended 31 August 2023, RMB4,131,000 RMB4,230,000 and RMB2,540,000 respectively</p>	<p>For the three years ended 31 December 2023, RMB7,000,000 RMB7,000,000 and RMB7,000,000 respectively</p>	<p>For the year ending 31 December 2024, RMB7,000,000</p>	<p>Baogang Zhushang produces steels for automobile parts and components, processing of steels and other metallic materials. Baogang Zhushang has been in business contacts with Nanjing CMSC for years and has established long-term business relationship. Nanjing CMSC has been providing steel transportation services for Baogang Zhushang for a considerable period of time. Nanjing CMSC wishes to maintain that business relationship as it brings a steady stream of income. The transaction amount for the two years ended 31 December 2022 and the projected level of the transaction amount for the year ending 31 December 2023, estimated with reference to the amount for the eight months ended 31 August 2023, fall in to a very narrow gap. The proposed cap for the year ending 31 December 2024 remains the same level of that in 2023 after taking into the historical transaction amount for the two years ended 31 December 2022, the amount for the eight months ended 31 August 2023 and the projected amount for the year ending 31 December 2023. The Group is of view that Baogang Zhushang represents a stable business source and on a mutual commercial basis, continuing to provide steel transportation service for Baogang Zhushang would help maximize the revenue of the Group. The Company is of the view that Nanjing CMSC should continue to provide logistics services for Baogang Zhushang and the annual cap for the year ending 31 December 2024 is fair and reasonable.</p>
Proposed cap and basis				

5. Reasons for and Benefits of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024

With respect to the security and cleaning services and property leasing services provided by China Changan and its associates to the Group

Changan Property, an associate of China Changan, is a first-class property management company in the

country and a member of the China Property Management Institute and has extensive property management experience. The Group considers that procurement of security and cleaning services from China Changan and its associates, mainly from Changan Property, can provide assurance to the Group that it would be provided with comprehensive, standard and high-level security and cleaning services, thereby ensuring the smooth running of the daily operation of the business projects of the Group. As such, the Directors are of the view that it is in the interests of the Company and its Shareholders as a whole for the Group to continue to purchase security and cleaning services from China Changan and its associates.

China Changan and its associates have long been providing property leasing services for the Group and is rather familiar with the Group's requirement on the leased properties and will continue to respond quickly and in cost-efficient manner to any new requirement that the Group may have. Most warehouses and stations available from China Changan and its associates are geographically convenient for the Group to store car raw materials and finished vehicles. In addition, entering into property leasing transactions with China Changan would provide the Group with stability and substantially to reduce the risks of possible shortage of suitable warehouses and stations. Besides, the Group maintains the flexibility in leasing properties such as warehouses and stations from other independent parties. Therefore, the Directors are of the view that the Group should continue the property leasing transactions with China Changan and its associates as it is in the interests of the Company and its Shareholders as a whole.

With respect to the logistics services provided by the Group to APLL and its associates

As a seasoned international logistics service provider with advanced logistics technology, APLL has strengthened its footprint overseas with extensive branches reaching mainland China, America and India. APLL and its associates have been providing supply chain management services for IT companies in Mainland China. The Group has strong logistics capacity in Mainland China and is also looking to explore non-automobile logistics business and overseas business to achieve further development. APLL is the substantial shareholder of the Company and is open to cooperation with the Group. Cooperation with APLL will not only help the Group to obtain various outsourced logistics business from APLL to generate revenue but also will help the Group keep abreast of the cutting-edge international logistics technology, leading operation schema and time-tested management method to optimize the business operation of the Group. The Directors is of the view that the continuing connected transactions with APLL and its associates are beneficial for the Group's development and is in the interests of the Company and its Shareholders as a whole.

With respect to the logistics services purchased by the Group from APLL and its associates

The Group's customers, Changan Ford and Changan Automobile have business in overseas countries such as America, Mexico, Vietnam and Philippines. The Group needs to purchase international logistics services from qualified international logistics service providers with sufficient capacity and well-established logistics network. APLL offers a comprehensive suite of services extending from international freight forwarding to both origin and destination services, including freight consolidation, warehousing and distribution management and operates in several international trade lines. The Company is of the view that APLL and its associates are competent to provide comprehensive international logistics services for the Group and will help to ensure the Group's service quality. In addition, having APLL and its associates to provide logistics services for the Group will give the Group with more choice in the selection of international logistics service providers. Therefore, the Directors is of the view that it is in the interests of the Company and its Shareholders as a whole.

With respect to the logistics services provided by the Group to Minsheng Industrial and its associates

Minsheng Industrial and its associates specialized in waterway transportation and has affluent resources such as ro-ro ships, vessels and vast waterway logistics network, enabling them to operate smoothly along the Yangtze River. However, in order to provide comprehensive logistics solution to its customer, like combined transportation by waterway plus road, occasionally, Minsheng Industrial and its associates

find themselves in need of logistics services from the Group such as short distance transportation, station management support and road transportation support. Minsheng Industrial is a loyal and reliable supplier of the Group and has been at the Group's service for years. The Directors are of the view that the Group should continue to do business with Minsheng Industrial and its associates in the hope that by combining the resources and strength from both parties, Minsheng Industrial and the Group will find common ground to cooperate to our mutual benefit.

With respect to the logistics services provided by Nanjing CMSC to Baogang Zhushang

Baogang Zhushang needs to purchase steel transportation services, etc. Nanjing CMSC has been providing steel transportation services for Baogang Zhushang for a considerable period of time and is recognized by Baogang Zhushang for its service quality. In addition, as the business with Baogang Zhushang is rather stable, the Directors are of the view that Nanjing CMSC should continue to provide logistics services to Baogang Zhushang to ensure a stable revenue source to maximize the revenue of the Group and is in the interests of the Company and its Shareholders as a whole.

In arriving at the above proposed caps for each of the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024, the Directors have considered, in addition to specific factors mentioned above, the market condition of logistics industry as well as the current and projected level of the relevant transactions.

The Board (including the independent non-executive Directors) are of the view that (1) the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 and the relevant annual caps for 2024 contemplated under the Framework Agreements for the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements were entered into in the ordinary and usual course of business of the Group and are on normal commercial terms; (2) the terms of the framework agreements and the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 contemplated thereby were fair and reasonable and (3) the entering into of the framework agreements and the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 contemplated thereby is in the interests of the Company and the Shareholders as a whole.

6. Board of Directors' View

The Board has resolved to approve the proposal of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 regarding the security and cleaning services and property leasing services with China Changan and its associates. Except for Mr. Xie Shikang, Mr. Wan Nianrong and Mr. Dong Shaojie, being the related Directors, who are deemed to be interested in the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with China Changan and its associates, none of the other Directors has abstained from voting on the relevant resolution approving the framework agreement of Continuing Connected Transaction Exempt from Independent Shareholders' Approval Requirements for 2024 with China Changan and its associates and the transactions thereby contemplated.

The Board has resolved to approve the proposal of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 regarding the provision of logistics services by APLL and its associates to the Group and the provision of logistics services to APLL and its associates by the Group. Except for Ms. Jin Jie, being the related Directors, who are deemed to be interested in the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with APLL and its associates, none of the other Directors has abstained from voting on the resolution approving the relevant framework agreements of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with APLL and its associates and the transactions thereby contemplated.

The Board has resolved to approve the proposal of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with Minsheng Industrial and its associates.

Except for Mr. Che Dexi and Mr. Chen Wenbo, being the related Directors, who are deemed to be interested in the Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with Minsheng Industrial and its associates, none of the other Directors has abstained from voting on the resolution approving the relevant framework agreement of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 with Minsheng Industrial and its associates and the transactions thereby contemplated.

The Board has resolved to approve the proposal of Continuing Connected Transactions Exempt from Independent Shareholders' Approval Requirements for 2024 between Nanjing CMSC and Baogang Zhushang. No Directors is required to abstain from voting at the relevant resolution.

7. Implication under the Listing Rules

With respect to the provision of security and cleaning services and property leasing services to the Group by China Changan and its associates, the provision of logistics services to APLL and its associates by the Group, the purchase of the logistics services from APLL and its associates by the Group and the provision of logistics services to Minsheng Industrial and its associates by the Group

Since the applicable percentage ratios in respect of each of the provision of the security and cleaning services and property leasing services to the Group by China Changan and its associates under the relevant framework agreement with China Changan, the provision of the logistics services to APLL and its associates by the Group and the provision of logistics services to the Group by APLL and its associates under the relevant framework agreement with APLL and the provision of the logistics services to Minsheng Industrial and its associates by the Group under the relevant framework agreement with Minsheng Industrial as calculated under Rule 14.07 of the Listing Rules are all less than 5%, the above transactions are subject to reporting, annual review and announcement requirements, but exempt from Independent Shareholders' approval requirements.

With respect to the logistics services provided by Nanjing CMSC to Baogang Zhushang

Baogang Zhushang is a connected person of the Company at the subsidiary level. Since the applicable percentage ratios of the transaction of the provision of logistics services to Baogang Zhushang and its associates by Nanjing CMSC under the relevant framework agreement between Nanjing CMSC and Baogang Zhushang as calculated under Rule 14.07 of the Listing Rules are less than 5%, the above transactions are subject to reporting, annual review and announcement requirements, but exempt from Independent Shareholders' approval requirements.

III. THE EGM

The Company proposes to convene the EGM to seek approval from Independent Shareholders on (among others) Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of Non-Exempt Continuing Connected Transactions and maximum outstanding daily balance on the Deposit for 2024).

The Independent Board Committee comprising of all the independent non-executive Directors will be formed to advise the Independent Shareholders in connection with the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and maximum outstanding daily balance on the Deposit for 2024), and Quam Capital Limited has been appointed as the Independent Financial Adviser to advise the Independent Board Committee and the Independent Shareholders on the fairness and reasonableness of the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and maximum outstanding daily balance on the Deposit for 2024), and whether such transactions are in the interests of the Company and its Shareholders as a whole.

A circular regarding further particulars of the Non-Exempt Continuing Connected Transactions for 2024

and major transaction (including the respective annual caps for each of the Non-Exempt Continuing Connected Transactions and maximum outstanding daily balance on the Deposit for 2024), each with the letter from each of the Independent Board Committee and from Quam Capital Limited to Shareholders, is expected to be despatched to Shareholders on or before [*]8 December 2023, as additional time is required to prepare certain information to be contained in the circular by the Company.

IV. GENERAL INFORMATION

The Company is a foreign-invested limited liability company incorporated in the PRC and provides a variety of logistics services mainly for car manufacturers and car component and parts suppliers in China.

APLL engages in supply chain management services.

Baogang Zhushang engages in the processing of semi-finished automobile parts; laser welding, processing and production; the processing of steel and other metallic materials and related supporting services and etc.

Changan Automobile produces and sells automobiles and is the major customer of the Group.

China Changan is a limited liability company incorporated in the PRC on 26 December 2005. It is one of the substantial shareholders of the Company. China Changan is primarily engaged in automobile and motorcycle production; automobile and motorcycle engines production; the design, development, production and sale of automobile and motorcycle components and parts; sale of optical devices, electronic optoelectronic devices, night vision devices information and communication devices; and the relevant technical development, technical transfer, technical consultation, technical services and import and export business and consultation on assets merger and asset restructuring.

Minsheng Industrial engages in transportation via rivers and by sea.

Zhuangbei Finance is a company incorporated in the PRC on 21 October 2005. The principal businesses of Zhuangbei Finance are to accept enterprises deposit, process financial activities such as enterprise loan and fund raising as approved by CBIRC. Zhuangbei Finance is a non-bank financial institution regulated by CBIRC.

V. DEFINITIONS

“APLL”	APL Logistics Ltd.
“associate(s)”	has the meaning ascribed to it under the Listing Rules
“Baogang Zhushang”	Nanjing Baosteel Summit Metal Products Co., Ltd. (南京寶鋼住商金屬製品有限公司)
“Board”	the board of directors of the Company
“CBIRC”	China Banking and Insurance Regulatory Commission
“Changan Automobile”	Chongqing Changan Automobile Co., Ltd. (重慶長安汽車股份有限公司), a joint stock company established in China on 31 October 1996, the shares of which are listed on the A and B share markets of the Shenzhen Stock Exchange

“Changan Ford”	Changan Ford Automobile Co., Ltd.
“Changan Property”	Chongqing Changan Property Management Co., Ltd. (重慶市長安物業管理有限公司)
“China Changan”	China Changan Automobile Group Co., Ltd. (中國長安汽車集團股份有限公司), a joint stock limited company established in the PRC on 26 December 2005, former name was China South Industries Automobile Corporation (中國南方工業汽車股份有限公司)
“China” or “PRC”	the People’s Republic of China which, for the purpose of this announcement, excludes Hong Kong, Macau and Taiwan
“Company”	Changan Minsheng APLL Logistics Co., Ltd. (重慶長安民生物流股份有限公司)
“Continuing Connected Transactions Exempt from Independent Shareholders’ Approval Requirements”	the continuing connected transactions contemplated under each of the framework agreements as set out in the paragraph headed “Continuing Connected Transactions Exempt from Independent Shareholders’ Approval--The Framework Agreement(s) for the Continuing Connected Transactions Exempt from Independent Shareholders’ Approval Requirements
“Continuing Connected Transactions Exempt from Independent Shareholders’ Approval Requirements for 2024”	the continuing connected transactions to be conducted in 2024, as set out under the paragraph headed “Continuing Connected Transactions Exempt from Independent Shareholders’ Approval for 2024” in this announcement
“CSGC”	China South Industries Group Corporation (中國南方工業集團公司), renamed to China South Industries Group Corporation Co., Ltd. (中國兵器裝備集團有限公司), a company established in the PRC on 1 July 1999 with limited liability
“CFCA”	China Financial Certification Authority (中國金融認證中心)
“Deposit”	the deposit from time to time placed or to be placed by the Group with Zhuangbei Finance pursuant to the framework agreement entered into between the Company and Zhuangbei Finance
“Director(s)”	directors of the Company
“EGM”	an extraordinary general meeting of the Company expected to be convened in December 2023 for purposes of considering and approving, among others, each of the Framework Agreements for the Non-Exempt Continuing Connected Transactions, the respective annual caps for each of Non-Exempt Continuing Connected Transactions for 2024
“Framework Agreement(s) for the Continuing Connected Transactions Exempt from Independent Shareholders’ Approval Requirements”	the framework agreement entered into on 30 October 2023 by the Company with each of China Changan, APLL and Minsheng Industrial, as well as the framework agreement between Nanjing CMSC and Baogang Zhushang, all of such agreements shall be for a term of three years from 1 January 2024 to 31 December 2026, individually or collectively (as the case may be)
“Framework Agreement(s) for the Non-Exempt Continuing Connected Transactions”	the framework agreement entered into on 30 October 2023 by the Company with each of Changan Automobile, China Changan, Minsheng Industrial and Zhuangbei Finance, all of such agreements shall be for a term of three years from 1 January 2024 to 31 December 2026, individually or collectively (as the case may be)

“Quam Capital Limited” or “Independent Financial Advisor”	Quam Capital Limited, a licensed corporation to carry out Type 6 (advising on corporate finance) regulated activity under the Securities and Futures Ordinance (Chapter 571 of Laws of Hong Kong), and the independent financial adviser to advise the Independent Board Committee and the Independent Shareholders in relation to the Non-exempt Continuing Connected Transactions for 2024 and major transaction (including the Proposed Caps and the maximum outstanding daily balance on the Deposit)
“Group”	the Company and its subsidiaries from time to time
“Hong Kong”	the Hong Kong Special Administrative Region of the PRC
“Independent Board Committee”	a committee comprised of Mr. Li Ming, Mr. Man Wing Pong and Ms. Chen Jing, all of whom are independent non-executive directors of the Company, formed to advise the Shareholders in connection with the Non-Exempt Continuing Connected Transactions for 2024 and major transaction (including the Proposed Caps and the maximum outstanding daily balance on the Deposit)
“Independent Third Party(ies)”	person(s) who or company(ies) together with its/their ultimate beneficial owner(s) which is/are third party(ies) independent of the Company and its connected person(s) (as defined under the Listing Rules)
“Independent Shareholders”	shareholders of the Company that, in relation to the resolutions approving each of the Non-exempt Continuing Connected Transactions for 2024 contemplated under each of the framework agreements with China Changan, Changan Automobile, Zhuangbei Finance and their respective associates, but excluding China Changan and its associates; in relation to the resolution approving the Non-exempt Continuing Connected Transactions for 2024 contemplated under the framework agreement with Minsheng Industrial and its associates, but excluding Minsheng Industrial, Ming Sung (HK) and their respective associates
“Listing Rules”	the Rules Governing the Listing of Securities of The Stock Exchange of Hong Kong Limited
“Minsheng Industrial”	Minsheng Industrial (Group) Co., Ltd.(民生實業(集團)有限公司), a limited liability company established in China on 10 October 1996
“Ming Sung (HK)”	Ming Sung Industrial Co., (HK) Limited, a company established in Hong Kong with limited liability on 31 May 1949
“Nanjing CMSC”	Nanjing CMSC Logistics Co., Ltd. (南京長安民生住久物流有限公司), a foreign invested joint venture company established in 2007
“Non-Exempt Continuing Connected Transactions”	the non-exempt continuing connected transactions contemplated under each of framework agreement as set out in the paragraph headed “Non-Exempt Continuing Connected Transactions” in this announcement
“Non-Exempt Continuing Connected Transactions for 2024”	the continuing connected transactions to be conducted in 2024, as set out under the paragraph headed “Non-Exempt Continuing Connected Transactions for 2024 and Major Transaction” in this announcement, individually or collectively (as the case may be)
“percentage ratio(s)”	has the same meaning ascribed thereto under the Listing Rules

“PBOC”	The People’s Bank of China
“Proposed Cap(s)”	the proposed annual maximum limitation or the maximum daily balance of the Non-Exempt Continuing Connected Transactions for 2024 and the Continuing Connected Transactions Exempt from Independent Shareholders’ Approval Requirements for 2024, and the deposit transaction with Zhuangbei Finance, individually or collectively (as the case may be)
“RMB”	Renminbi, the lawful currency of the PRC
“SASAC”	the State-owned Assets Supervision and Administration Commission
“Shareholders”	shareholders of the Company
“Shares”	ordinary shares of the Company, with a par value of RMB1.00 each
“SIAMC”	China South Industries Assets Management Co., Ltd. (南方工業資產管理有限責任公司)
“Stock Exchange”	The Stock Exchange of Hong Kong Limited
“Sumitomo”	Sumitomo Corporation, a limited company established in Japan on 24 December 1919
“Supervisory Committee”	the supervisory committee of the Company
“Zhuangbei Finance”	China South Industries Group Finance Co., Ltd. (兵器裝備集團財務有限責任公司)
“%”	per cent

By Order of the Board
Changan Minsheng APLL Logistics Co., Ltd.
Xie Shikang
Chairman

Chongqing, the PRC
30 October 2023

As at the date of this announcement, the board of directors of the Company comprises: (1) Mr. Xie Shikang and Mr. Wan Nianyong as executive directors; (2) Mr. Che Dexi, Mr. Chen Wenbo, Ms. Jin Jie and Mr. Dong Shaojie as non-executive directors; (3) Mr. Li Ming, Mr. Man Wing Pong and Ms. Chen Jing as independent non-executive directors.

** For identification purpose only*