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**If you are in any doubt** as to any aspect of this circular or as to the action to be taken, you should consult your stockbroker or other registered dealer in securities, bank manager, solicitor, professional accountant or other professional advisers.

If you have sold or transferred all your shares in ZH International Holdings Limited, you should at once hand this circular to the purchaser(s) or transferee(s) or to the stockbroker, registered dealer in securities or other agent through whom the sale was effected for transmission to the purchaser(s) or the transferee(s).

This circular is for information purposes only and does not constitute an invitation or offer to acquire, purchase or subscribe for any shares of the Company.

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(Incorporated in Hong Kong with limited liability) (Stock Code: 185)

# MAJOR TRANSACTION IN RELATION TO ACQUISITION OF LAND USE RIGHTS IN HENAN PROVINCE, THE PRC

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The following expressions in this circular have the meanings set out below unless the content requires otherwise:

| "Acquisition"                         |   | the acquisition of land use rights of the Land Parcel<br>through listing for sale process at the Auction held on<br>15 October 2018   |
|---------------------------------------|---|---|
| "Agreement"                           | : | the agreement entered into between Ms. Huang and<br>the Company in relation to the sale and purchase of<br>entire issued share capital of Honor Challenge<br>Investment Limited on 27 September 2017          |
| "Auction"                             | : | the public auction held by Land and Resources<br>Bureau of Zhengzhou City at which the Land Parcel<br>was offered for sale  |
| "Board"                               | : | the board of Directors  |
| "close associates"                    | : | has the meaning ascribed to it under the Listing Rules  |
| "Company"                             | : | ZH International Holdings Limited, a company<br>incorporated in Hong Kong with limited liability, the<br>shares of which are listed on the Main Board of the<br>Stock Exchange                                |
| "Confirmation Notice"                 | : | the confirmation notice of land transaction by<br>auction* (成交確認書) issued on 16 October 2018 by<br>Land and Resources Bureau of Zhengzhou City to<br>Henan Huafu confirming the Acquisition at the<br>Auction |
| "connected person(s)"                 | : | has the meaning ascribed to it under the Listing Rules  |
| "Consideration on the Land<br>Parcel" | : | RMB326,480,000 being the price for the Acquisition of the land use rights of the Land Parcel  |
| "controlling shareholder"             | : | has the meaning ascribed to it under the Listing Rules  |
| "Director(s)"                         | : | the director(s) of the Company  |
| "Group"                               | : | the Company and its subsidiaries from time to time  |
| "Henan Huafu"                         | : | Henan Zensun Huafu Real Estate Company Limited*<br>(河南正商華府置業有限公司), a company established<br>in the PRC with limited liability, an indirect<br>wholly-owned subsidiary of the Company                          |

# DEFINITIONS

| "HK\$"  | : | Hong Kong dollar(s), the lawful currency of Hong<br>Kong   |
|---|---|--|
| "Hong Kong"   | : | the Hong Kong Special Administrative Region of the<br>People's Republic of China   |
| "Independent Third Party"                           | : | a third party independent of the Company and the connected persons of the Company  |
| "Land and Resources<br>Bureau of Zhengzhou<br>City" | : | Land and Resources Bureau of Zhengzhou City* (鄭州<br>市國土資源局)  |
| "Land Parcel"                                       | : | a piece of land located at south of Xingyun Road and<br>west of Tianshan Road* (幸運路以南、天山路以西),<br>Huiji District, Zhengzhou City, Henan Province, the<br>PRC with a total site area of 40,941.43 sq.m. and<br>permitted plot ratio between 1.0 and 2.5 which was<br>offered for sale at the Auction held on 15 October 2018 |
| "Land Use Rights Grant<br>Contract"                 | : | the land use rights grant contract entered into<br>between Henan Huafu and Land and Resources<br>Bureau of Zhengzhou City in respect of the Land<br>Parcel on 29 October 2018 and any supplemental<br>agreement thereof  |
| "Latest Practicable Date"                           | : | 13 November 2018, being the latest practicable date<br>prior to the printing of this circular for the purpose of<br>ascertaining certain information contained in this<br>circular   |
| "Listing Rules"                                     | : | Rules Governing the Listing of Securities on the Stock<br>Exchange   |
| "Mr. Zhang"   | : | Mr. Zhang Jingguo, the Chairman, Chief Executive<br>Officer and executive Director of the Company  |
| "Ms. Huang"   | : | Ms. Huang Yanping, the non-executive Director and a controlling shareholder of the Company   |
| "PRC"   | : | the People's Republic of China, which shall, for the<br>purposes of this circular, exclude Hong Kong, the<br>Macau Special Administrative Region of the PRC and<br>Taiwan  |
| "PRC Governmental Body"                             | : | has the meaning ascribed to it under the Listing Rules   |

# DEFINITIONS

| "PRC law"                 | : | has the meaning ascribed to it under the Listing Rules   |
|---------------------------|---|--|
| "RMB"                     | : | Renminbi, the lawful currency of the PRC   |
| "SFO"                     | : | the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong)  |
| "Share(s)"                | : | ordinary share(s) in the share capital of the Company  |
| "Shareholder(s)"          | : | the holder(s) of the Shares  |
| "sq.m."                   | : | square meters  |
| "Stock Exchange"          | : | The Stock Exchange of Hong Kong Limited  |
| "U.S." or "United States" | : | the United States of America   |
| "U.S.\$"                  | : | United States dollars, the lawful currency of the United States  |
| "Zensun"                  | : | Zensun Real Estate Co., Ltd* (河南正商置業有限公司),<br>a company established in the PRC with limited<br>liability and ultimately controlled by Ms. Huang who<br>is a Director and controlling shareholder of the<br>Company |
| "%"                       | : | per cent.  |

English names marked with "\*" are translations of their Chinese names and are included in this circular for identification purpose only, and should not be regarded as their official English translation. In the event of any inconsistency, the Chinese name prevails.

# 

(Incorporated in Hong Kong with limited liability) (Stock Code: 185)

Executive Directors: Mr. Zhang Jingguo (Chairman and Chief Executive Officer) Mr. Zhang Guoqiang Registered and principal office: 24/F., Wyndham Place, 40–44 Wyndham Street, Central, Hong Kong

Non-executive Director: Ms. Huang Yanping

Independent non-executive Directors: Dr. Liu Qiao Mr. Liu Da Mr. Ma Yuntao

22 November 2018

To the Shareholders (for information only),

Dear Sir or Madam,

# MAJOR TRANSACTION IN RELATION TO ACQUISITION OF LAND USE RIGHTS IN HENAN PROVINCE, THE PRC

Reference is made to the announcement of the Company dated 15 October 2018, in relation to the Acquisition. The purpose of this circular is to provide you with, among other things, further details of the Acquisition and such other information as required under the Listing Rules.

The Board is pleased to announce that Henan Huafu, an indirect wholly owned subsidiary of the Company, has been successful in the bidding of land use rights of the Land Parcel through listings for sale process in the Auction held by Land and Resources Bureau of Zhengzhou City for transfer of state-owned land use rights of the Land Parcel at a consideration of RMB326,480,000 on 15 October 2018.

The value of the Land Parcel shall be its consideration.

### THE LAND PARCEL

The Land Parcel is located at south of Xingyun Road and west of Tianshan Road\* (幸 運路以南、天山路以西), Huiji District, Zhengzhou City, Henan Province, the PRC with a total site area of 40,941.43 sq.m. and permitted plot ratio between 1.0 and 2.5. The Land Parcel is designated for residential usage with a term of 70 years. A sum of RMB163,240,000 has been paid as the security deposit for the Auction of the Land Parcel. The Confirmation Notice was issued by Land and Resources Bureau of Zhengzhou City on 16 October 2018. The Land Use Rights Grant Contract was entered into between Henan Huafu and Land and Resources Bureau of Zhengzhou City on 29 October 2018. The Group will finance the Acquisition and the development of the Land Parcel with internal resources.

## THE CONFIRMATION NOTICE

| Date                        |      | 16 October 2018   |  |
|-----------------------------|------|---|--|
| Parties                     |      | Henan Huafu; and  |  |
|                             |      | Land and Resources Bureau of Zhengzhou City   |  |
| Code of the land parcel     | :    | 鄭政出 [2018] 119#   |  |
| Consideration               |      | RMB326,480,000, which was arrived at after bidding<br>at the Auction. A sum of RMB163,240,000,000 has been<br>paid by Henan Huafu as the security deposit for the<br>Auction of the Land Parcel. The details of the<br>payment terms of the Consideration of the Land<br>Parcel are set out in the Land Use Rights Grant<br>Contract. |  |
| MAJOR TERMS OF THE LAN      | ID U | JSE RIGHTS GRANT CONTRACT   |  |
| Date                        | :    | 29 October 2018   |  |
| Parties                     |      | Henan Huafu (as transferee); and  |  |
|                             |      | Land and Resources Bureau of Zhengzhou City (as transferor)   |  |
| Location of the land parcel | :    | south of Xingyun Road and west of Tianshan Road*<br>(幸運路以南、天山路以西), Huiji District, Zhengzhou  |  |

Total site area : 40,941.43 sq.m.

City, Henan Province, the PRC

| Conditions of the land use rights  | : | The permitted plot ratio between 1.0 and 2.5   |   |  |
|------------------------------------|---|--|---|--|
| Nature of the land use rights      | : | Residential use  |   |  |
| Term of the land use rights        | : | 70 years   |   |  |
| Payment terms of the consideration | : | (1) A sum of RMB163,240,000 has been paid b<br>Henan Huafu on 11 October 2018 as the securit<br>deposit for the Auction of the Land Parcel |   |  |
|                                    |   | (2)  | The remaining amount of RMB163,240,000 is<br>payable within 60 calendar days from the date<br>of the Land Use Rights Grant Contract |  |
| Handover date                      | : | On or before 26 January 2019   |   |  |
| Commencement of construction       | : | On or before 28 October 2019   |   |  |
| Completion of construction         |   | On or  | before 28 April 2022  |  |

It is currently expected that the Land Parcel will be used for the property development for residential use. The estimated construction gross floor area for the Land Parcel will be approximately 102,353.58 sq.m. based on the permitted plot ratio. The capital commitment for this development project will be no less than RMB737.8 million. The construction work on the Land Parcel shall be subject to invitation tenders.

As one of the applicable percentage ratios calculated under Rule 14.07 of the Listing Rules in respect of the Acquisition exceeds 25% but is less than 100%, the Acquisition constitutes a major transaction of the Company under the Listing Rules. Since the Acquisition (i) involves an acquisition of governmental land in the PRC from a PRC Governmental Body (as defined under Listing Rules) through an auction governed by PRC Law; and (ii) is undertaken on a sole basis by the Group (being a "qualified issuer" as defined under Rule 14.04(10B) of the Listing Rules) in its ordinary and usual course of business, the Acquisition is regarded as a qualified property acquisition under Rule 14.04(10C) of the Listing Rules. Hence, the Acquisition is only subject to reporting and announcement requirement and is exempt from shareholders' approval requirements pursuant to Rule 14.33A of the Listing Rules.

#### **REASONS FOR AND BENEFITS OF THE ACQUISITION**

The Board believes that the Acquisition complements the Group's strategy in expanding its development in Henan Province and other first and second tier cities in the PRC. The Directors further consider that the Acquisition is transaction carried out in the ordinary and usual course of business and is on normal commercial terms, which is fair and reasonable and in the interests of the Company and its Shareholders as a whole.

The Company will continue to seek viable business opportunities in accordance with its overall strategy. The Company will make use of the Group's financial, human and technological resources to enhance its portfolio, asset base and brand image.

#### **INFORMATION OF THE PARTIES**

The Group is principally engaged in property development, property investment and management, hotel operations and securities trading and investment.

Henan Huafu is a company established in the PRC, indirect wholly-owned subsidiary of the Company and property development company.

Land and Resources Bureau of Zhengzhou City, being the transferor of the land use rights of the Land Parcel, is a PRC Governmental Body and is responsible for, among other things, administering the examination and approval of land planning, assignment and transfer of the land use rights of the state-owned land in Zhengzhou City, Henan Province, the PRC, and the issue of various types of land certificates.

To the best of the Directors' knowledge, information and belief and having made all reasonable enquiries, Land and Resources Bureau of Zhengzhou City, its ultimate beneficial owners are third parties independent of the Company and its connected persons.

#### FINANCIAL EFFECTS OF THE ACQUISITION OF THE COMPANY

As the Group intends to use its own funds to finance the consideration of the Acquisition and accordingly it is expected that there would be no material financial effect on the Group's total assets and total liabilities upon completion of the Acquisition. The Company considers that there will not be any material effect on the earnings of the Group immediately upon the Acquisition. In view of the future prospects of the property market in Henan Province, the PRC, it is anticipated that the Acquisition will improve the Group's trading prospects in the future and the Directors consider the Acquisition will contribute to the revenue and earnings base of the Group upon completion of this property development project but the quantification of such contribution will depend on the future performance of the property market.

#### FINANCIAL AND TRADING PROSPECTS OF THE GROUP

Following completion of the Acquisition, the Group will continue to be principally engaged in the business of property development, property investment and management, hotel operation, and look for investment opportunities which strengthen profitability under the acceptable risk in Hong Kong, the PRC and overseas markets.

The Group will primarily finance the repayments on existing financial assistance from Zensun through proceeds from the pre-sale and sale of Group's properties, internally generated cash flows from other operations, and borrowings from commercial banks and financial institutions. Going forward, the Group believes our future fund needs in support of project construction and land acquisition activities will be satisfied by the above-mentioned sources and additional issuance of equity securities or other capital market instruments.

The Group seeks to manage the level of our liquid assets to ensure the availability of sufficient cash flows to meet any unexpected cash requirements arising from our business. The Group will also continue to assess available financial resources in support of our business needs on an ongoing basis and plan and adjust our development schedule or implement cost control measures if necessitated by our then-existing financial conditions and cash requirements.

The Group intends to continue to access existing capital resources, and to seek new sources of funding, to maintain and grow our business on a cost-effective basis.

#### The PRC

During the year of 2016, the Company began to leverage on the PRC property development and investment experience of its management team to seek different suitable projects in anticipation of high potential returns to Shareholders. The Group has successfully bidded five pieces of land parcels in the second half of 2016, with a total consideration of approximately RMB2.29 billion. These land parcels were all located in Zhengzhou City, Henan Province, the PRC. Construction work has already been commenced for one of these new land parcels during 2016 and the handover process for the other four new land parcels have been completed in the first quarter of 2017. As of 31 December 2016, the Group has three ongoing projects under development in Zhengzhou City, namely Zensun Xinghan Gar den, Zensun Jingkai Plaza and Zensun Shuxiangmingzhu Project. Zensun Xinghan Garden and Zensun Jingkai Plaza have been completed in the fourth quarter of 2017. Based on the current construction progress and the delivery schedule, Zensun Shuxiangmingzhu Project is expected to be completed in the fourth quarter of 2019.

During the year of 2017 and up to the third quarter of 2018, the Group acquired 59 land parcels through listings for sale and acquisition processes with different local, governmental land bureaus, independent third parties. Details of certain large-scaled land acquisitions completed during 2017 and 2018 are summarised as below:

- (a) In April 2017, the Group has made two successful bids for land use rights of two land parcels in Beijing City, the PRC with site area of approximately 53,213.75 sq.m. for residential and educational use at a consideration of RMB2,890,000,000 and site area of approximately 41,170.23 sq.m. for residential, commercial and office use at a consideration of RMB1,210,000,000 respectively. These two development projects are expected to be completed no later than the second quarter of 2021;
- (b) In July 2017, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of 62,286.39 sq.m. for residential use at a consideration of RMB2,205,000,000. This development project is expected to be completed no later than the third quarter of 2020;

- (c) In September 2017, the Group has made five successful bids for land use rights for five land parcels in Dengfeng City, Henan Province, the PRC (i) with site area of approximately 46,898.78 sq.m. for residential use at a consideration of RMB106,228,500; (ii) with site area of approximately 27,210.04 sq.m. for residential use and commercial (wholesale & retailing, accommodation & catering) use at a consideration of RMB65,312,000; (iii) with site area of approximately 50,435.88 sq.m. for residential use and commercial (wholesale & retailing, accommodation & catering) use at a consideration of RMB130,496,250; (iv) with site area of approximately 15,991.63 sq.m. for residential use and commercial (wholesale & retailing, accommodation & catering) use at a consideration of RMB25,429,400; and (v) with site area of approximately 32,986.48 sq.m. for residential use and commercial (wholesale & retailing, accommodation & catering) use at a consideration of RMB52,448,800. These development projects are expected to be completed gradually and no later than the third quarter of 2020 and the first quarter of 2021;
- (d) In November 2017, the Group has made three successful bids for land use rights for three land parcels in Xuchang City, Henan Province, the PRC (i) with site area of approximately 59,989 sq.m. for residential use at a consideration of RMB175,400,000; (ii) with site area of approximately 55,460 sq.m. for residential use at a consideration of RMB179,000,000; and (iii) with site area of approximately 60,948 sq.m. for residential use at a consideration of RMB250,500,000. These development projects are expected to be completed gradually and no later than the fourth quarter of 2020 and the fourth quarter of 2021;
- (e) In December 2017, the Group has made three successful bids for land use rights for (i) a land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 58,337.95 sq.m. for residential use at a consideration of RMB1,825,000,000; and two land parcels in Xinxiang City, Henan Province, the PRC; (ii) with site area of approximately 45,591.03 sq.m. for residential use and commercial use at a consideration of RMB441,093,215; and (iii) with site area of approximately 36,711.87 sq.m. for residential use and commercial use at a consideration of RMB347,477,850. These development projects are expected to be completed gradually and no later than the first quarter of 2021 and the first quarter of 2022;

- (f) In January 2018, the Group has made four successful bids for land use rights including (i) a land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 50,920.98 sq.m. for residential use and commercial and financial use at a consideration of RMB1,146,000,000; and three land parcels in Xinzheng City, Henan Province, the PRC: (ii) with site area of approximately 43,470.40 sq.m. for residential use at a consideration of RMB800,870,000; (iii) with site area of approximately 46,805.08 sq.m. for residential use at a consideration of RMB1,024,160,000; and (iv) with site area of approximately 45,515.87 sq.m. for residential use at a consideration of RMB995,490,000. These development projects are expected to be completed gradually and respectively no later than the first quarter, the third quarter and the fourth quarter of 2021 and the first quarter of 2022;
- (g) In March 2018, the Group has made sixteen successful bids for land use rights for sixteen land parcels in Gongyi City, Henan Province, the PRC with total site area of approximately 743,799.14 sq.m. for residential use, commercial and public facilities use at an aggregate consideration of RMB312,420,000. These development projects are expected to be completed gradually and no later than the fourth quarter of 2020;
- (h) In April 2018, the Group has made four successful bids for land use rights of three land parcels in Zhengzhou City, Henan Province, the PRC (i) with site area of approximately 79,585.58 sq.m for residential use at a consideration of RMB635,420,000; (ii) with site area of approximately 63,391.95 sq.m for residential use at a consideration of RMB458,650,000; (iii) with site area of approximately 84,309.66 sq.m. for residential use at a consideration of RMB610,070,000; and (iv) one land parcel in Xuchang City, Henan Province, the PRC with site area of approximately 62,832 sq.m. for residential use at a consideration of RMB284,500,000. These development projects are expected to be completed gradually and no later than the fourth quarter of 2021;
- (i) In June 2018, the Group has made seven successful bids for land use rights for seven land parcels in Gongyi City, Henan Province, the PRC with total site area of approximately 243,903.45 sq.m. for residential use, commercial, accommodation and catering usage at an aggregate consideration of RMB134,890,000. These development projects are expected to be completed gradually and no later than the first quarter of 2021.

- (j) In August 2018, the Group has made five successful bids for land use rights including (i) one land parcel in Wuhan City, Hubei Province, the PRC with site area of approximately 46,888 sq.m. for residential use at a consideration of RMB656,440,000; and four land parcels in Zhengzhou City, Henan Province, the PRC: (ii) with site area of approximately 68,818.90 sq.m. for residential use at a consideration of RMB2,480,000,000; (iii) with site area of approximately 44,426.12 sq.m. for residential use at a consideration of RMB241,640,000; (iv) with site area of approximately 31,005.38 sq.m. for retail, wholesale, catering, hotel and commercial finance usages at a consideration of RMB270,960,000; and (v) with site area of approximately 54,297.57 sq.m. for residential use at a consideration of RMB746,300,000. These development projects are expected to be completed gradually and respectively no later than the second quarter, the third quarter of 2021 and the first quarter of 2022.
- (k) In September 2018, the Group has made a successful bid for land use rights for one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 45,504.68 sq.m. for residential use at consideration of RMB1,740,000,000. This development project is expected to be completed no later than the fourth quarter of 2021.

Following the Group's strategy in expanding its business operation in the PRC, the Board will continue to identify new property development projects and bid for land use rights of other selective land parcels in the PRC with focus on Zhengzhou City, Henan Province and other first and second tier cities in the PRC in the coming few years.

In addition to existing business partners, the Company will continue to seek potential partners' cooperation to explore capital resources, reduce capital investment at an early stage and facilitate project development. The management remains cautiously optimistic on the long-term prospects of the real estate industry and will quicken its property development and sales of its development projects in the PRC through making use of its own advantages and leveraging on the national network and business resources of Zensun. The synergistic effect brought by Zensun will improve the position of the Group in the real estate industry in the PRC.

## The United States

As at the Latest Practicable Date, the Group has approximately 12.0% equity interest in a New York Stock Exchange listed REIT, Global Medical REIT, Inc. ("GMR") and 99% equity interest in American Housing REIT, Inc. ("AHR"), both are operated and managed by Inter-American Management, LLC ("IAM"), the 85%-owned REIT management arm of the Group, led by a specialized team of highly experienced professionals with deep knowledge in the U.S. real estate market.

#### 1. GMR

The Group has continued providing REIT management services and receiving recurring management fees directly to and from GMR pursuant to the revised management agreement between GMR and IAM. During the first half of 2018, GMR completed 6 acquisitions of medical and healthcare facilities and continuously enlarged its asset base. It is expected that future fund raising of GMR will further increase its capital base which in return increases the management fee income to be received from GMR.

#### 2. AHR

AHR is currently 99%-controlled by the Company and owns a portfolio of single-family rentals primarily in Texas, Florida, Georgia and North Carolina. With the Group's strategy in seeking for higher-than-average annualised yield, the Group revisits the current properties portfolio of AHR and diversifies its investment from single family housing to senior housing communities in order to seize the potential opportunity for the current strong demand on retirement communities and elderly care industry on the USA.

#### Other operations

The Group will regularly review the Singapore property market to explore business opportunity in this market in the foreseeable future. For the non-core Japan hotel business, while the Group is seeking potential buyers to dispose the hotels or operation to enable the Group to deploy its resources in the most efficient way, it is actively seeking ways to enhance its overall profitability with a view to enabling the operation to be self-sustainable.

#### Overall

The Company will make use of the Group's financial, human and technological resources to enhance its portfolio, asset base and brand image in the PRC, USA and overseas with business growth opportunities.

#### LISTING RULES IMPLICATIONS

As one of the applicable percentage ratios calculated under Rule 14.07 of the Listing Rules in respect of the Acquisition exceeds 25% but is less than 100%, the Acquisition constitutes a major transaction of the Company under the Listing Rules. Since the Acquisition (i) involves an acquisition of governmental land in the PRC from a PRC Governmental Body (as defined under Listing Rules) through an auction governed by PRC Law; and (ii) is undertaken on a sole basis by the Group (being a "qualified issuer" as defined under Rule 14.04(10B) of the Listing Rules) in its ordinary and usual course of business, the Acquisition is regarded as a qualified property acquisition under Rule 14.04(10C) of the Listing Rules. Hence, the Acquisition is only subject to reporting and announcement requirements and is exempt from shareholders' approval requirements pursuant to Rule 14.33A of the Listing Rules.

To the best of the knowledge, information, and belief of the Directors, after having made all reasonable enquiries, as no Shareholder has material interests in the Acquisition, no Shareholder would be required to abstain from voting if the Company is to convene a general meeting for approving the Acquisition. However, in accordance with the Listing Rules, the Acquisition is subject to reporting and announcement requirements but is exempt from Shareholders' approval requirements, the Company will not be required to convene an extraordinary general meeting for approving the Acquisition.

### RECOMMENDATION

The Directors (including the independent non-executive Directors) consider that the terms of the Confirmation Notice and the Land Use Rights Grant Contract in respect of the Acquisition are fair and reasonable and in the interests of the Company and its Shareholders as a whole. None of the Directors have any material interest in the Acquisition and the Land Use Rights Grant Contract.

Accordingly, the Directors (including the independent non-executive Directors) would recommend the Shareholders to vote in favour of the resolution for approving the Acquisition if an extraordinary general meeting of the Company is required to be held to consider and approve the Acquisition.

## ADDITIONAL INFORMATION

Your attention is also drawn to the additional information set out in the appendices to this circular.

Yours faithfully, By order of the Board **ZH International Holdings Limited Zhang Jingguo** Chairman, Chief Executive Officer and Executive Director

# APPENDIX I FINANCIAL INFORMATION OF THE GROUP

## 1. AUDITED CONSOLIDATED FINANCIAL STATEMENTS

Financial information of the Group for the nine months ended 31 December 2015, for the year ended 31 December 2016 and for the year ended 31 December 2017 are disclosed in the following documents which have been published on the websites of the Stock Exchange (http://www.hkexnews.hk) and the Company (http://www.zhsuccess.com):

- annual report of the Company for the nine months ended 31 December 2015 published on 28 April 2016 (pages 60 to 169);
- annual report of the Company for the year ended 31 December 2016 published on 25 April 2017 (pages 77 to 185); and
- annual report of the Company for the year ended 31 December 2017 published on 25 April 2018 (pages 86 to 198).

## 2. WORKING CAPITAL

The Directors are of the opinion that, after taking into account the expected completion of the Acquisition and the financial resources and the banking facilities available to the Group (including the existing financial assistance) and in the absence of unforeseen circumstances, the Group will have sufficient working capital to meet its requirements for at least 12 months from the date of this circular.

## 3. INDEBTEDNESS STATEMENT

As at the close of business on 30 September 2018, being the latest practicable date for the purpose of this indebtedness statement prior to the printing of this circular, the Group has outstanding borrowings of approximately HK\$31,518.7 million, comprising mortgage loans of approximately HK\$52.1 million, bank and other loans of approximately HK\$7,709.6 million, bonds of approximately HK\$1,564.2 million, issued assets backed securities of approximately HK\$1,814.6 million and loans and amounts from related companies of approximately HK\$20,378.2 million. The Group's facilities and financial guarantees in respect of mortgage loan facilities provided to the Group's properties buyers were secured by certain land and buildings, investment properties, properties under development for sale and other contract costs and pledged deposits of the Group with total carrying value of approximately HK\$16,687.8 million. In addition, shares of certain subsidiaries of the Group are pledged to secure certain bank and financial institutions facilities granted to the Group. Certain bank and financial institutions facilities were guaranteed by related companies, in which controlled by controlling shareholder of the Company and together with her spouse. No any assets of the Group was pledged to these related companies in respect of the guarantees.

# APPENDIX I FINANCIAL INFORMATION OF THE GROUP

As at 30 September 2018, the Group provided financial guarantees in respect of mortgage facilities provided by certain banks in connection with the mortgage loans entered into by the Group's properties buyers amounting to approximately HK\$3,887.5 million. These guarantees will be released upon the earlier of (i) the repayment of the mortgage loan by the buyers of the property; and (ii) the issuance of the property ownership certificate for the mortgage property and the completion of the deregistration of the mortgage.

Save as aforesaid and apart from the intra-group liabilities, as at the close of business on 30 September 2018, the Group did not have outstanding mortgages, charges, debentures or other loan capital, bank overdrafts or loans, other similar indebtedness, finance lease or hire purchase commitments, liabilities under acceptance or acceptance credits, guarantees or other material contingent liabilities.

### 1. **RESPONSIBILITY STATEMENT**

This circular, for which the Directors collectively and individually accept full responsibility, includes particulars given in compliance with the Listing Rules for the purpose of giving information with regard to the Group. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief the information contained in this circular is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this circular misleading.

### 2. INTERESTS OF DIRECTORS

# (a) Interest in the Shares, underlying Shares and debentures of the Company and its associated corporations

As at the Latest Practicable Date, the interests and short positions of the Directors and the chief executive of the Company in the Shares, underlying Shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) which (i) were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they were taken or deemed to have under such provision of the SFO); or (ii) were required, pursuant to section 352 of the SFO, to be entered in the register of the Company referred to therein; or (iii) were required, pursuant to the Model Code for Securities Transactions by Directors of Listed Companies set out in Appendix 10 to the Listing Rules, to be notified to the Company and the Stock Exchange, were as follows:

#### Long positions

| Name of<br>Director | Capacity in which<br>interests are held     | Number of Shares<br>held | Approximate<br>percentage of<br>the issued share<br>capital of the<br>Company<br>(%) |
|---------------------|---|--------------------------|--|
| Mr. Zhang           | Spousal interest<br>(Note 1)                | 3,579,612,209            | 57.95  |
| Ms. Huang           | Interest of controlled corporation (Note 2) | 3,579,612,209            | 57.95  |

(i) Interest in the Shares of the Company

#### Notes:

- (1) Mr. Zhang (Chairman, Chief Executive Officer and Executive Director of the Company) is the spouse of Ms. Huang, he is deemed to be interested in 3,579,612,209 Shares.
- (2) 3,579,612,209 Shares are directly held by Joy Town Inc., in which is wholly owned by Zensun Group Limited. Ms. Huang as the sole shareholder of Zensun Group Limited is deemed to be interested in the Shares held by Joy Town Inc. Both Zensun Group Limited and Joy Town Inc. are holding companies of the Company, each of them is an associated corporation of the Company under SFO.

#### Long positions

(ii) Interest in ordinary shares of associated corporations of the Company

| Name of<br>Director | Name of<br>associated<br>corporation | Capacity in<br>which the<br>interests are held     | Number of<br>share held | Approximate<br>percentage of<br>the issued<br>share capital<br>(%) |
|---------------------|--------------------------------------|--|-------------------------|--|
| Ms. Huang           | Zensun Group<br>Limited              | Interest of<br>controlled<br>corporation<br>(Note) | 1                       | 100  |
| Ms. Huang           | Joy Town Inc.                        | Beneficial owner<br>(Note)                         | 1                       | 100  |

*Note:* 3,579,612,209 Shares are directly held by Joy Town Inc., in which is wholly owned by Zensun Group Limited. Ms. Huang as the sole shareholder of Zensun Group Limited is deemed to be interested in the Shares held by Joy Town Inc. Mr. Zhang is the sole director of Zensun Group Limited and Ms. Huang is the sole director of Joy Town Inc. Both Zensun Group Limited and Joy Town Inc. are holding companies of the Company, each of them is an associated corporation of the Company under SFO.

Save as disclosed above, as at the Latest Practicable Date, none of the Directors and the chief executive of t he Company or their respective associates had any interest or short position in the Shares, underlying Shares or debentures of the Company or any associated corporation (within the meaning of Part XV of the SFO) which (i) were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they were taken or deemed to have under such provision of the SFO); or (ii) were required, pursuant to Section 352 of the SFO, to be entered in the register of the Company referred to therein; or (iii) were required, pursuant to the Model Code for Securities Transactions by Directors of Listed Companies set out in Appendix 10 to the Listing Rules, to be notified to the Company and the Stock Exchange.

## (b) Interests in assets

Save as disclosed in the paragraph headed "Material Acquisition after 31 December 2017", as at the Latest Practicable Date, none of the Directors had any interest, direct or indirect, in any asset which has been, since 31 December 2017, being the date to which the latest published audited financial statements of the Company were made up, acquired or disposed of by or leased to any member of the Group, or was proposed to be acquired or disposed of by or leased to any member of the Group.

## (c) Interests in contracts

As at the Latest Practicable Date, save as the Agreement, the supplemental agreement to the Agreement entered into on 30 January 2018 and the agreement to terminate the Agreement as amended by the supplementary agreement entered into on 9 March 2018, no contracts or arrangements were subsisting in which a Director was materially interested and which were significant in relation to the business of the Group.

## (d) Interests in competing business

As at the Latest Practicable Date, none of the Directors and his/her close associates was interested in any business, which competed or was likely to compete, either directly or indirectly, with the Group's businesses except that Mr. Zhang and Ms. Huang are individually and collectively deemed interested in Zensun, Henan Zensun Corporate Development Company Limited\* (河南正商企業發展有限責任公司) and/or their subsidiaries and associated companies which are engaged in construction, property development and related business in the PRC.

As the Board is independent of the boards of directors of these companies, the Company has therefore been capable of carrying on its businesses independently of, and at arm's length from, the above businesses.

## (e) Directors' service contracts

As at the Latest Practicable Date, none of the Directors has any existing or proposed service contract with any member of the Group which is not expiring or terminable by the Group within one year without payment of compensation (other than statutory compensation).

#### 3. INTERESTS OF SUBSTANTIAL SHAREHOLDERS

As at the Latest Practicable Date, so far as was known to the Directors and the chief executive of the Company, the persons (other than the Directors and chief executives of the Company) who had an interest or short position in the Shares or underlying Shares which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or who were recorded in the register required to be kept by the Company under section 336 of the SFO were as follows:

| Name of<br>Shareholder  | Nature of interests                                  | Number of<br>Shares held | Approximate<br>percentage of<br>the issued<br>share capital of<br>the Company<br>(%) |
|-------------------------|--|--------------------------|--|
| Zensun Group<br>Limited | Interest of controlled corporation ( <i>Note 1</i> ) | 3,579,612,209            | 57.95  |
| Joy Town Inc.           | Beneficial owner (Note 1)                            | 3,579,612,209            | 57.95  |
| Chan Heng Fai           | Beneficial owner (Note 2)                            | 322,580,166              | 5.22   |
| Chan Yoke Keow          | Beneficial owner (Note 2)                            | 322,580,166              | 5.22   |

#### Long positions in the Shares of the Company

Notes:

- (1) Joy Town Inc. is wholly-owned by Zensun Group Limited. Ms. Huang as the sole shareholder of Zensun Group Limited is deemed to be interested in the Shares held by Joy Town Inc. Mr. Zhang is the sole director of Zensun Group Limited and Ms. Huang is the sole director of Joy Town Inc.
- (2) These Shares are owned by Chan Heng Fai and Chow Yoke Keow. Chan Heng Fai is the spouse of Chan Yoke Keow, they are deemed interest in the Shares held by each other.

Save as disclosed above, as at the Latest Practicable Date, the Directors and chief executives of the Company were not aware of any person (other than the Directors and chief executives of the Company) who had an interest or short position in the Shares or underlying Shares which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or who were recorded in the register required to be kept by the Company under section 336 of the SFO.

Save as disclosed above, as at the Latest Practicable Date, none of the Directors or proposed Directors was a director or employee of a company which had an interest or short position in the Shares or underlying Shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO.

#### 4. MATERIAL ACQUISITION AFTER 31 DECEMBER 2017

On 27 September 2017, the Company and Ms. Huang entered into the Agreement pursuant to which Ms. Huang has conditionally agreed to sell, and the Company has conditionally agreed to acquire the entire issued share capital of Honor Challenge Investment Limited at a total consideration of HK\$1,060,953,720.

The consideration was expected to settled by way of (i) allotment and issue of the consideration Shares, being 4,212,000,000 new Shares, credited as fully paid, by the Company to Ms. Huang (or her nominee(s)), at the issue price of HK\$0.223 per consideration Share at completion of the Agreement; and (ii) issue of convertible bonds in the principal amount equal to HK\$121,677,720 by the Company to Ms. Huang (or her nominee(s)) at completion of the Agreement subject to the terms and conditions set out in the instrument constituting the convertible bonds. On 30 January 2018, after the date to which the latest published audited accounts of the Company were made up, a supplemental agreement to the Agreement was entered into between the Company and Ms. Huang to amend and extend the long stop date to 1 August 2018. On 9 March 2018, a termination agreement was entered into between the Company and Ms. Huang to terminate the Agreement as amended by the supplemental agreement.

Details and further particulars of the acquisition transaction of the entire issued share capital of Honor Challenge Investment Limited and its termination are disclosed in the announcements which have been published on the websites of the Stock Exchange (www.hkexnews.hk) and the Company (http://www.zhsuccess.com) on 27 September 2017, 30 January 2018 and 9 March 2018.

On 22 January 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 50,920.98 sq.m. for residential use and commercial and financial use at a consideration of RMB1,146,000,000. This development project is expected to be completed no later than the first quarter of 2021.

On 22 January 2018, the Group has made three successful bids for land use rights of three land parcels in Xinzheng City, Henan Province, the PRC (i) with site area approximately 43,470.40 sq.m. for residential use at a consideration of RMB800,870,000; (ii) with site area approximately 46,805.08 sq.m. for residential use at a consideration of RMB1,024,160,000; and (iii) with site area approximately 45,515.87 sq.m. for residential use at a consideration of RMB995,490,000. These development projects are expected to be completed gradually and respectively no later than the third quarter and the fourth quarter of 2021 and the first quarter of 2022.

On 16 March 2018, the Group has made sixteen successful bids for land use rights of sixteen land parcels in Gongyi City, Henan Province, the PRC with an aggregate site area approximately 743,799.14 sq.m. for residential use, commercial use and public facilities use at an aggregate consideration of RMB312,420,000. These development projects are expected to be completed gradually and no later than the fourth quarter of 2020.

On 10 April 2018, the Group has made two successful bids for land use rights of two land parcels in Zhengzhou City, Henan Province, the PRC (i) with site area approximately 79,585.58 sq.m. for residential use at a consideration of RMB635,420,000; (ii) with site area approximately 63,391.95 sq.m. for residential use at a consideration of RMB458,650,000. These development projects are expected to be completed no later than the fourth quarter of 2021.

On 12 April 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area approximately 84,309.66 sq.m. for residential use at a consideration of RMB610,070,000. This development project is expected to be completed no later than the fourth quarter of 2021.

On 20 April 2018, the Group has made a successful bid for land use rights of one land parcel in Xuchang City, Henan Province, the PRC with site area approximately 62,832 sq.m. for residential use at a consideration of RMB284,500,000. This development project is expected to be completed no later than the fourth quarter of 2021.

On 28 June 2018, the Group has made seven successful bids for land use rights for seven land parcels in Gongyi City, Henan Province, the PRC with total site area of approximately 243,903.45 sq.m. for residential use, commercial, accommodation and catering usage at an aggregate consideration of RMB134,890,000. These development projects are expected to be completed gradually and no later than the first quarter of 2021.

On 14 August 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 68,818.90 sq.m. for residential use at a consideration of RMB2,480,000,000. This development project is expected to be completed no later than the third quarter of 2021.

On 24 August 2018, the Group has made two successful bids for land use rights of two land parcels in Zhengzhou City, Henan Province, the PRC (i) with site area of approximately 44,426.12 sq. m. for residential use at a consideration of RMB241,640,000; (ii) with site area of approximately 31,005.38 sq.m. for retail, wholesale, catering, hostel and commercial finance usages at a consideration of RMB270,960,000. These development projects are expected to be completed no later than the first quarter of 2022.

On 30 August 2018, the Group has made a successful bid for land use rights of one land parcel in Wuhan City, Hubei Province, the PRC with site area of approximately 46,888 sq.m. for residential use at a consideration of RMB656,440,000. This development project is expected to be completed no later than the second quarter of 2021.

On 31 August 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 54,297.57 sq.m. for residential use at a consideration of RMB746,300,000. This development project is expected to be completed no later than the first quarter of 2022.

# **GENERAL INFORMATION**

On 14 September 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 45,504.68 sq.m. for residential use at a consideration of RMB1,740,000,000. This development project is expected to be completed no later than the fourth quarter of 2021.

On 22 October 2018, the Group has made a successful bid for land use rights of one land parcel in Zhengzhou City, Henan Province, the PRC with site area of approximately 14,646.68 sq.m. for residential use at a consideration of RMB114,320,000. This development project is expected to be completed no later than the third quarter of 2021.

Save as disclosed above, the Group did not enter into or complete any agreement for material acquisition after 31 December 2017.

## 5. MATERIAL LITIGATION

As at the Latest Practicable Date, no member of the Group was engaged in any litigation or arbitration of material importance and there was no litigation or claim of material importance known to the Directors to be pending or threatened against any member of the Group.

## 6. MATERIAL CONTRACTS

The following contracts (not being contracts entered into in the ordinary course of business) were entered into by members of the Group within two years immediately preceding up to and including the Latest Practicable Date:

- (a) On 14 February 2017, American Senior Housing REIT, Inc., an indirect 98.82% owned subsidiary of the Company, has entered into two agreements with two Independent Third Parties, CBC Oxford McKinney, LLC and Oxford Derby Memory Care, LLC to acquire two senior housing communities in the U.S., namely, the Oxford Grand McKinney and the Glen Garr House, for a consideration of US\$17,050,000 and a consideration US\$10,500,000 respectively. The transaction was completed in April 2017;
- (b) On 27 September 2017, the Company entered into the Agreement with Ms. Huang to acquire the entire issued share capital of Honor Challenge Investment Limited at a total consideration of HK\$1,060,953,720. On 30 January 2018, the Company and Ms. Huang entered into a supplemental agreement to amend and extend the long stop date to 1 August 2018. On 9 March 2018, a termination agreement was entered into between the Company and Ms. Huang to terminate the Agreement as amended by the supplemental agreement;

- (c) On 7 February 2018, the Company as the issuer entered into a subscription agreement with Ever Diamond Global Company Limited as the guarantor, AMTD Global Markets Limited as the placing agent and the investors in relation to the issue and sale of US\$200,000,000 7.5% bonds due 2019. All conditions precedent of the subscription agreement have been fulfilled and closing has taken place. All subscription monies have been received by the Company on 14 February 2018;
- (d) On 18 April 2018, the Company as subscriber entered into a subscription agreement with China First Capital Group Limited as issuer to conditionally agree to subscribe for US\$47,000,000 9.7% notes due 19 October 2018. All conditions precedent of the subscription agreement have been fulfilled and the closing has taken place in April 2018; and
- (e) On 31 July 2018, the Group has successfully issued the asset-backed securities through the establishment of P&A – Xinghan Zensun's Account Receivables for the Balance Payment of Properties Sold Asset-backed Securities Scheme with an aggregate size of RMB1,600,000,000 with two tranches. Further information in respect of the issue scheme is available in the Company's announcement dated 31 July 2018.

## 7. MATERIAL ADVERSE CHANGE

As at the Latest Practicable Date, the Directors were not aware of any material adverse change in the financial or trading position of the Group since 31 December 2017, being the date to which the latest published audited consolidated financial statement of the Company were made up.

## 8. GENERAL

- (a) The registered and principal office of the Company is situated at 24/F., Wyndham Place, 40–44 Wyndham Street, Central, Hong Kong.
- (b) The share registrar of the Company is Tricor Friendly Limited, which is situated at Level 22, Hopewell Centre, 183 Queen's Road East, Hong Kong.
- (c) The secretary of the Company is Mr. Yuen Ping Man, who is a fellow member of the Institute of Chartered Secretaries and Administrators (U.K.) and of the Hong Kong Institute of Chartered Secretaries.
- (d) The English text of this circular shall prevail over the Chinese text in case of inconsistency.

## 9. DOCUMENTS AVAILABLE FOR INSPECTION

Copies of the following documents will be made available for inspection during normal business hours from 9:00 a.m. to 6:00 p.m. (save for Saturdays and public holidays) at the principal place of business of the Company in Hong Kong, from the date of this circular, up to and including 6 December 2018.

- (a) the amended memorandum and new articles of association of the Company;
- (b) the annual reports of the Company for the year ended 31 December 2016 and for the year ended 31 December 2017;
- (c) the material contracts referred to in the paragraph headed "Material Contracts" in this appendix;
- (d) a copy of each circular issued pursuant to the requirements set out in Chapters 14 and/or 14A of the Listing Rules which has been issued since 31 December 2017 being the date of the latest published audited accounts; and
- (e) this circular.