

ZK International Group Co., Ltd. Company Contact: Di Chen, Secretary +86 577-86852999 www.ZKInternationalGroup.com

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China is home to 20% of the global population yet only has 7% of the world's fresh water resources.<sup>1</sup> ZK International's mission is to supply China with clean water through innovative, high-quality and reliable water piping infrastructure.

# **Company Overview:**

- Manufacturer and designer of highperformance stainless steel piping and fittings for the water and gas distribution sector;
- Provides systemic solutions to construction projects that require sophisticated piping systems predominately in China, while supplying some international markets;
- Work closely with urban planners and real estate developers to offer sophisticated pipe and fitting products as well as engineered expertise;
- Bring communities reliable and durable gas and water transmission systems;
- Extensive Sales Network: 27 regional offices and 80 sales representatives in major urban hubs in China;
- 28 innovation, utility and design patents as well as nationally recognized for innovation; and
- 2016 Revenue: \$36.8M; Net Income: \$5.3M.

# **Initial Public Offering**

Shares to be Offered:	Minimum: 1,000,000 Maximum: 1,500,000
Shares Offered by Selling Shareholders:	1,500,000 Ordinary Shares
Shares Outstanding Prior to Completion of Offering:	12,000,000
Shares Outstanding after Offering:	Minimum: 13,000,000 Maximum: 13,500,000
Assumed Offering Price per Share:	\$5.00
Gross Proceeds to Company Before Expenses:	Minimum: \$4,650,000 Maximum: \$6,985,000
Pre-Money Valuation:	\$60 Million
Proposed NASDAQ Symbol:	'ZKIN'
Use of Proceeds:	R&D and Marketing, New Equipment, Talent Aquisition, Working Capital
Revenue, Net Income and EPS (2016):	\$36.8M, \$5.3M, and \$0.59/share

# Significant Projects:

- ZKIN is proud to supply some of the national construction projects in China;
- Project examples include: China Pavilion of Shanghai Expo, Beijing National Aquatics Center "The Water Cube", Beijing National Stadium "The Bird's Nest", and Beijing International Airport;
- Thus far we have successfully supplied products to nearly 2,000 projects in various industries, including hotel, hospital, school, airport, pharmaceutical, food & beverage, governmental building, real estate, and stadiums.



# **Urbanization of China:**

- China is home to 20% of the global population yet only has 7% of the world's fresh water resources.1
- China is projected to move roughly 250 million people (more than the total U.S. urban population) into cities – some of which have not been built yet – within just the next 10-20 years.2
- This will bring total urban population to approximately 900 million people, or roughly 13% of the world's population.<sup>2</sup>
- In less than ten years, China will have almost one quarter of the world's 400 largest cities.2
- In addition to supporting urban growth, China will need to provide water for 400 million rural residents and meet the tremendous demands from agriculture, energy and manufacturing sectors.3
- 61.5% of group water and 28.8% of key rivers are classified as unfit for human contact.4
- Over 20% of water supply is so polluted that it cannot be used for industrial or agricultural use – much less for human consumption.4
- The Chinese Government has recognized this and has set aside \$610 billion, to spend on water infrastructure between 2011 and 2030.5

# ZK International Group Co., Ltd. www.ZKInternationalGroup.com

# **ZK International Product Overview:**

Description

Product

- Products consist of cold-rolled stainless steel strips, regular carbon and stainless steel pipe, light gauge stainless steel pipe, and connections and fittings;
- Specifications of piping are tailored based on design of clients' piping system architecture;
- End users are provided with environmentally friendly and safe water and gas pipeline networks.

Specialty • Manufacture cold-rolled stainless steel strip for sale and Steel Strip: for internal use in the production of pipes Ability to produce the stainless steel strip in-house allows us to ensure the quality and consistency of our pipe and fitting products. Steel Pipe: • Produce high-quality carbon steel and stainless steel pipes primarily used in water and gas transmission systems. · Carbon steel pipes are generally stronger than stainless steel, and therefore are typically used in applications that require high-pressure resistance. • Stainless steel pipes, in contrast, are more corrosion resistant **Light Gauge** • LGSSP has 40% thinner walls than regular stainless steel Stainless pipes. Steel Pipe • Without compromising safety performance, thinner pipe (LGSSP): wall leads to a reduced manufacturing cost and weight and enhances installation flexibility due to its smaller size. LGSSP is an affordable option for household plumbing systems that require easy installation. Manufacture high-quality pipe connections and fittings Pipe Connections that are used to connect pipes. and Fittings: • Pipe fittings have wide applications for any piping and plumbing systems in both industrial and commercial

# Connection & Fitting, Steel Strip and Piping





#### Management Team:

# Jiancong Huang, Chairman and President:

• Extensive experience in manufacturing industry;

applications.

- Held president position in two companies before ZKIN was founded;
- Earned his EMBA from Renmin University of China and Engineering Professional Title;
- Awarded Top 10 Wenzhou Entrepreneurship;
- Appointed to be the Vice Director of China Construction and Building Standard and Safety Committee;
- Member of National Pipe Standard Committee and National Building Water Supply and Waste Standard Committee.

#### Hanjun Wang, Vice President:

- General Manager in Ball Star Bearing Group and Shandong Hengdian Group before he joined Zhengkang;
- Extensive executive experience and now is in charge of ZKIN'S strategy executive and administration;
- Graduated from Nanjing University with MBA degree.

#### Guolin Wang, Co-Founder and General Manager:

- Held various positions in research and management since 1983 until he Co-Founded ZKIN;
- Extensive experience in manufacturing industry with EMBA from Renmin University of China and designation of Professional Engineer;
- Member of National Building Water Supply and Waste Standard Committee.

### Minghao Wang, Co-Founder and Deputy General Manager:

- Held various positions in trading and marketing prior to Co-Founding ZKIN;
- Extensive experience in marketing and finance with strong network in water and gas sector;
- Earned EMBA from Renmin University of China with degree as Professional Engineer.

# Shaochai Yang, Chief Financial Officer:

- Over 10 years experience in accounting and financial management;
- Previously, worked as CFO at Kaidishi Industrial from 2009 to 2016;
- From 2002 to 2009, was CFO at Weiduli Valve, a manufacturer of valve and piping products;
- Received Bachelor degree in business administration from China Computer Science College with major in Accounting.

#### Hui Liu, Marketing Director:

- Worked previously in Shenyang Jinde Pipe Group and Fujian Jinchang Plastic Ltd, as marketing manager before he joined Zhengkang at 2007;
- Has over 16 years experience in metal pipe marketing management and has great relationship with water and gas suppliers and real estate development companies;
- Earned his Bachelor degree and designation of Professional Engineer.

#### Tengzhong Yu, R&D Director:

- Engineering expert with direct experience in significant R&D projects;
- Drafted the industry standard for Press-type Carbon Steel Pipe & Fittings as requested by National Department of Housing Construction;
- Awarded Municipal Working Model by Wenzhou Municipality and Provincial Working Model by Zhejiang Provincial Government.

#### Di Chen, Secretary:

- Previously, Mr. Chen served as the Senior Associate at Pacific Seaboard Investment, a corporate advisory firm based in Canada that focuses on guiding clients through IPO, M&A and private placement investments;
- From 2012 to 2014 he worked as the accounting manager in Azizmalco, a property management company in Canada, where he oversaw the accounting department of Azizmalco's subsidiaries.

This free writing prospectus relates to the proposed initial public offering of ordinary shares of ZK International Group Co., Ltd. (the "Company") that is being registered on a Registration Statement on Form S-1 (No. 333-218198) (the "Registration Statement") and should be read together with the statutory prospectus dated July 7, 2017, which can be accessed through the following link:

# https://www.sec.gov/Archives/edgar/data/1687451/000114420417036079/0001144204-17-036079-index.htm

The Company has filed the Registration Statement and the statutory prospectus with the SEC for the offering to which this communication relates. Before you invest, you should carefully read the prospectus in that Registration Statement and the statutory prospectus, any later-dated prospectus relating to the offering and all related exhibits to the Registration Statement for more complete information about the Company and this offering. You may get these documents for free by visiting EDGAR on the SEC website at<u>www.sec.gov</u>. Alternatively, the Company, any underwriter or any dealer participating in the offering will arrange to send you the prospectus if you request it by emailing Boustead Securities LLC, at angela@boustead1828.com.

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## Footnotes:

1 UN WATER Water and Energy Sustainability Available from: http://www.un.org/waterforlifedecade/pdf/01\_2014\_sustainability\_eng.pdf 2 The New York Times – "China's Great Uprooting: Moving 250 Million into Cities"

3 The Nature Conservancy - https://blog.nature.org/conservancy/2013/07/03/a-thirst-for-growth-fueling-chinas-urban-expansion/ 4 According to the latest report from the Chinese Ministry of Environmental Protection

5 (REUTERS (2013) After China's multibillion dollar clean-up, water still un t to drink Available from: http://www.reuters.com/

article/2013/02/20/us-china-pollution-water-idUSBRE91J19N20130220 3 The Nature Conservancy -

https://blog.nature.org/conservancy/2013/07/03/a-thirst-for-growth-fueling-chinas-urban-expansion/