

Ossen Innovation Co., Ltd.







Safe Harbor Statement

This presentation contains forward-looking statements, including financial projections. In some cases, you can identify forward looking statements by terms such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "potential," and similar expressions. Forward-looking statements involve risks and uncertainties that may cause actual results, performance or financial condition to be materially different from the expectations of future results, performance or financial condition expressed or implied in any forward-looking statements. Such factors include, but are not limited to the company's ability to complete product orders, coordinate product design with its customers, ability to expand and grow its distribution channels, political and economic factors in the People's Republic of China, and other factors detailed in the Company's filings with the Securities and Exchange Commission. Actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements due to numerous potential risks and uncertainties. Forward-looking statements made during this presentation speak only as of the date on which they are made, and we do not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.

The Company makes no expressed or implied representation or warranty as to whether it can attain the projected financial information or the accuracy of any other forward looking statements set forth in this presentation or as to the accuracy or completeness of the assumptions from which the forward looking statements are derived. The Company does not have any obligation to update or revise any forward looking statement to reflect any change in its expectations or any change in events, conditions, or circumstances on which any such statement is based.





Company Snapshot

NASDAQ: OSN	
Price (04/21/16)	\$1.10
Fully Diluted Shares Outstanding (at 12/31/15)	19.83 M
Market Cap (04/21/16)	\$21.81M
Three Months Ended December 31, 2015	
Revenue	\$35.3 M
Net Income*	\$0.6 M
EPS	\$0.03
FY2015	
Revenue	\$117.9 M
Net Income	\$5.9M
EPS	\$0.30
Legal	Ellenoff Grossman & Schole LLP
Auditor	BDO

^{*}Net income attributable to controlling interest





Company Overview

- ❖ Founded in October 2004 with headquarters in Shanghai, China - 204 employees
- Ossen Innovation manufactures and sells customized prestressed steel materials primarily used in the construction of bridges and other infrastructure projects in China and abroad
- Only company in China capable of producing rare earth coated prestressed steel wires and strands
- Two production facilities located in Anhui and Jiangxi



www.osseninnovation.com





Investment Highlights

Leading Provider

- One of the four companies in China capable of producing coated prestressed steel wires and strands
- Only producer in China with rare earth coating technology

Proprietary
Technology /
In-House R&D
Capabilities

- 29 patents granted in China
- ❖ Both facilities recognized as high & New Tech companies by regional government
- Collaboration with universities and institutes on R&D

Worldwide Brand Recognition

- ❖ Established track record by participation in hundreds of high profile projects
- ❖ The "Ossen" brand is recognized globally for its excellent quality and value

Robust Growth Opportunity

- Estimated that approximately 50.6 million tons of prestressed steel materials will be consumed in China over the next 10 years*
- Coated prestressed steel materials are key components of bridges

Experienced Management Team

- Executives on average have 15 years of industry experience
- Founders were among the first in China to introduce and promote the use of prestressed steel materials in construction of infrastructure projects

⁵





Management Overview

Dr. Liang Tang *Chairman of Board*

- Over 20 years of experience in the prestressed steel materials industry
- Vice Chairman of China Chamber of Metallurgy Industry
- Vice Chairman of China Committee of Corporate Citizenship
- Honorable Leader of the Shanghai Municipal Government
- Top 10 Most Socially Responsible Entrepreneur in China
- Knighted and awarded the Royal Knights Medal by the King of Spain
- PhD and professor of economics at East China Normal University

Wei Hua

- Over 25 years of experience in the prestressed steel materials industry
- Chairman of Ossen (Jiujiang) from 2007
- Vice Supervisor of the Department of Technology and Quality Supervision within Baosteel Group, a Fortune 500 company in China
- Business Management degree from Shanghai University

Feng Peng CFO

- Over 10 years of experience in the financial services industry, including extensive capital markets experience in the U.S. and Asia
- Previously Senior Vice President at MZ Group, where he worked with over a dozen U.S.-listed companies and several pre-IPO companies to provide strategic communication and advisory services
- ❖ BA degree from Shanghai Jiao Tong University and a Master of Science degree from the New Jersey Institute of Technology





Favorable Positioning

Rare earth coated prestressed steel materials are the next evolution

- Rare earth coated prestressed steel materials are corrosion resistant for up to 50 years, 2-3 times higher than regular zinc coated prestressed steel materials
- Corrosion resistance + high strength properties are conducive for use in large-span bridges

Ossen is well positioned to capitalize on a tremendous market opportunity

- One of four companies in China capable of producing coated prestressed steel products
- Only company in China with commercial rare earth coating technology
- Close proximity to major steel manufacturers and access to low-cost river transport provide measurable cost advantage
- Established track record of large-scale project participation and ability to win majority of competitive bids





Product Overview

Unbonded plain surface prestressed steel strands *Used in bridges and buildings*

Plain surface prestressed steel strands that are coated with grease and extruded with high-density polyethylene

Prestressed steel wires *Used in buildings, railway ties and sleepers*

Three product categories:

- Plain surface
- Indented
- Helical (spiral) rib

Prestressed steel strands *Used in bridge surfaces*

 Twisted prestressed steel strands are used in precasted concrete

Rare earth coated prestressed steel wire and strand Used in suspension and cable-stayed bridges

- Rare earth coating includes cerium and lanthanum, mixed with zinc
- Minimal quantities of rare earth elements required by production eliminate supply risk
- Protective layer provides corrosion-resistance and a longer lifespan
- Our products meet the highest quality standards



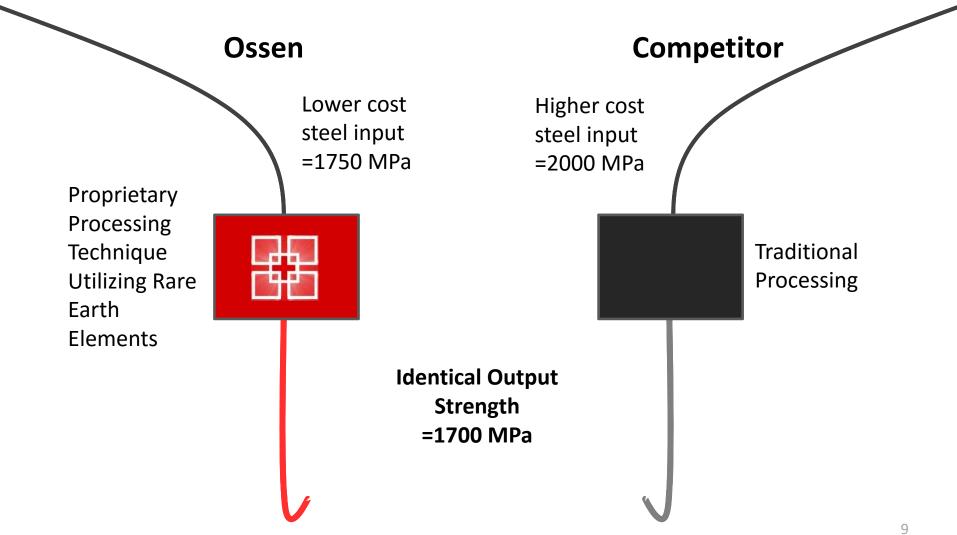








Product Strength







Revenue Composition

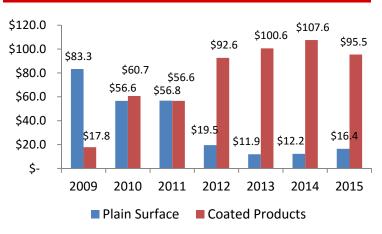
Strategic shift in product sales

- High strength coated products are priced at >10% premium over traditional uncoated products
- ➤ High strength coated products have an average gross margin of 15-20%, compared to average 10-15% gross margin for plain surface products
- > Focused on the significant growth opportunities in China
- In 2015 approximately 81% of revenues were derived from coated products

Gross Margin Comparison 35.0% 29.1% 26.3% 30.0% 25.3% 25.0% 17.5% 20.0% 12.2% 11.1% 10.4% 11.9% 15.0% 11.0% 10.0% 7.9% 10.6% 5.0% 0.0% 2010 2011 2012 2013 2014 2015



Plain Surface ——Coated Products







Proprietary Technology and R&D

29 patents granted in China:

- Special device designed for prestressed steel products production
- Production method for plain surface prestressed steel wires and strands
- Production method for coating
- 19 R&D professionals focused on improving production technology, quality and safety, and new product development
 - Actively collaborating with research institutions and universities
 - > Ability to produce a wide array of customized prestressed steel materials
- Ossen is the only producer of 15.20mm, 1,860 megapascal rare earth coated prestressed steel strand*
 - Higher strength prestressed steel strand replaces traditional cable used on bridges, simplifying construction and saving on overall cost
 - Market preference is toward higher strength, higher performance materials which improve construction quality





Production Facilities

- Two facilities with 18 production lines
- High quality machinery meets international production standards
- ❖ Production process is automated through enhanced technology and ERP system

Maanshan Facility



Location Maanshan City, Anhui Province
Production Lines 7

Jiujiang Facility



Location
Production Lines

Jiujiang City, Jiangxi Province





Sales and Distribution

Bidding process

- Contracts are awarded based on experience, delivery time, technical merit and price
- ➤ Historical win rate of over 90% illustrates brand recognition

Utilizes direct-sales and distributors

- Use distributors in both domestic and international markets
- > Domestic sales network covers 24 provinces, administrative regions and municipalities

International Sales

- Plain surface products are actively sold in other Asian countries
- Coated products target global markets

Distribution Advantages

- Located in Anhui and Jiangxi province, our effective sales radius covers Southern China where most of our existing clients are located
- Strategically located close to the Yangtze River, railways, national highways and airports, which provide flexible and low cost transportation





Customer Base

- Products are sold to agents or project companies
 - ▶ In 2015, domestic sales accounted for 93.4% of total revenue
 - > Top 6 customers accounted for over 79.5% of revenue
 - ➤ Majority of contracts are flexible pricing margins are protected from fluctuations in steel prices
- Excess demand for coated prestressed steel wires due to a large backlog of infrastructure projects in China
- Emerging markets in Asia and Africa and developed markets in Europe represent new opportunities for future growth

Name of Customer	2015 Revenues (%)	2014 Revenues (%)	2013 Revenues (%)
Zhangjiagang Shajing Iron and Steel Trading Co., Ltd.**	22.7%	*	16%
Jiangsu Jinrun Steel Cable Co., Ltd.	*	14.4%	11%
Zhangjiagang Zhenyu Logistics & Warehousing Co., Ltd.	*	*	10%
Wuhan Weikaer Steel Wire Product Co., Ltd.	12.1%	20.2%	*
Zhejiang Kexin Engineering Material Co., Ltd.	*	12.5%	*
Wuhan Steel & Iron Jiangbei Group Metal Products Co., Ltd.	15.1%	16.5%	*
Wuhan Xianggang Metal Products Co., Ltd.	16.2%	*	*

^{*} Less than 10% of our annual revenues.

^{**} Zhangjiagang Ruifeng Iron and Steel Co., Ltd. changed its name to Zhangjiagang Shajing Iron and Steel Trading Co., Ltd. in 2013.





Competition

Competition among manufacturers of plain surface products in China is fragmented, with both large and small companies competing with each other

❖ We are one of four PRC companies that manufacture zinc coated prestressed steel products and the only company in China capable of producing rare earth coated prestressed steel wires and strands

Our competitors include:

- Subsidiary of Bao Steel
- China JV of Nippon Steel and Tokyo Steel
- Subsidiary of Walsin







Current High-Profile Projects

Products are used in numerous major infrastructure projects under construction:



Balimiao Canal Bridge Shandong Province, China



Ningbo Yongjiang Grand Bridge Zhejiang Province, China



Taohuayu Yellow River Bridge Henan Province, China



Aizhai Suspension Bridge Hunan Province, China



Lishui Grand Bridge Hunan Province, China



Nanjing South Railway Station
Jiangsu province, China





Income Statement

Financials	Fiscal Year Ending Dec 31						
(in million USD)	FY09	FY10	FY11	FY12	FY13	FY14	FY15
Total Revenue	\$101.1	\$117.5	\$118.6	\$122.4	\$113.9	\$123.6	\$117.9
Gross Profit	\$14.5	\$25.2	\$22.0	\$10.8	\$11.5	\$13.3	\$15.7
Gross Margin	14.4%	21.4%	18.6%	8.8%	10.1%	10.8%	13.3%
Operating Income	\$11.8	\$22.7	\$18.1	\$5.9	\$7.4	\$6.2	\$10.2
Operating Margin	11.7%	19.3%	15.2%	4.8%	6.5%	5.0%	8.7%
Income Before Tax	\$10.5	\$20.4	\$15.2	\$3.3	\$5.3	\$4.7	\$7.8
EBT Margin	10.4%	17.4%	12.8%	2.7%	4.6%	3.8%	6.6%
Тах	\$0.7	\$2.9	\$2.1	\$0.6	\$1.2	\$0.6	\$1.2
Minority Interest	\$1.7	\$2.9	\$1.5	\$0.3	\$0.4	\$0.3	\$0.7
Net Income after Minority Interest	<u>\$8.0</u>	<u>\$14.6</u>	<u>\$11.5</u>	<u>\$2.4</u>	<u>\$3.6</u>	<u>\$3.9</u>	<u>\$5.9</u>
Net Income Margin	7.9%	12.5%	9.7%	1.9%	3.2%	3.1%	5.0%





Balance Sheet

Selected Balance Sheet Items	Fiscal Year Ending Dec 31						
(in million USD)	FY09	FY10	FY11	FY12	FY13	FY14	FY15
Cash and cash equivalents	8.4	12.3	1.6	2.0	1.1	0.7	0.8
Restricted cash	11.8	13.8	19.8	25.4	31.8	17.6	8.8
Accounts receivable	15.2	13.3	48.0	45.7	48.2	53.8	43.2
Inventories	10.2	27.9	17.2	9.8	18.8	20.1	27.3
PP&E	13.1	12.0	11.0	9.7	8.5	7.2	5.6
Total Assets	85.7	117.2	168.6	187.0	182.0	170.8	154.2
Notes Payable*	19.7	26.0	24.8	36.9	51.0	26.5	12.5
Short Term Bank Loans	27.3	38.3	48.0	50.7	27.3	18.7	17.7
Accounts Payable	0.2	2.5	0.9	0.6	0.5	3.2	1.9
Due to Related Parties	12.8**	-	-	-	0.02	0.07	0.07
Total Liabilities	65.5	68.4	79.3	94.2	83.5	67.4	50.1
Total Shareholders' Equity	20.2	72.6	89.4	82.6	87.9	92.5	92.5

^{*}Notes payable is interest free

^{**} The loan has been forgiven as disclosed in company's 6-K filing dated November 26, 2010





Contacts

Company:

Ossen Innovation Co., Ltd.

Feng Peng, Chief Financial Officer

Email: feng.peng@ossencorp.com

Phone: +86 (21) 6888-8886

Web: www.osseninnovation.com

Investor Relations:

Weitian Group LLC

Phone: +1-917-609-0333

Email: tina.xiao@weitian-ir.com