Prospective In

2018

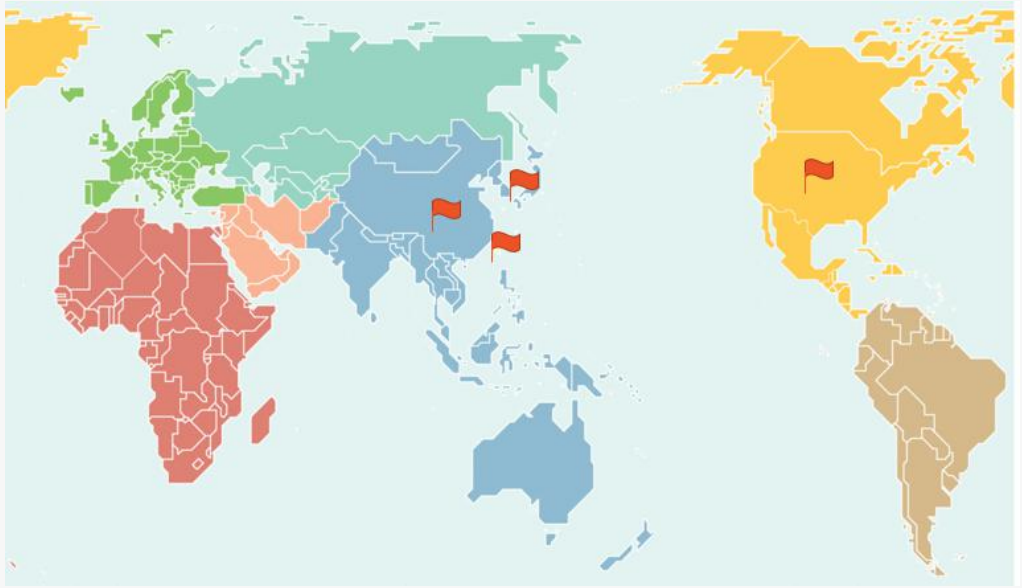
Beyond Today For
The Future

ZKTeco POS Business Training

High Quality, Cost Effective POS for Retail and Hospitality Marketing

CONTENT

- Background of POS Business
- Positioning of ZKTeco POS
- ZKTeco POS Hardware
- ZKTeco Pos Software
- Marketing Stragtegy
- Promotion & Achievement



*Non or low threshhold, fierce competition.
*Hardware and software are divided.
* Most of additional value retains in software.

*South Korea/Japan: PosBank/Okpos/Toshiba
*Taiwan: Posiflex/ Poindus / flytech/ Tysso/ Partner
*China: Hisense/ Wintec/ Zonerich/ Ejeton
*America: Elo/ Bematech

*China, Europe, Middle East, Russia, America, South Africa are the key area.

OEM

South Korea/Taiwan

*We believe the smart supermarket are next breakthrough of biometric verification industry, smart POS solution would be the best entrance.

*One-stop service, provide hardware and software at the same time, including C/S & B/S software.

*Combine with Big Boss, member verification and passenger flow analysis.

Best Biometric products Provider

- Developed own biometric algorithm of fingerprint, face, finger vein and iris for verification.
- Top class R&D investment
- Perfect production facilities

Global Branches and Existing Sales Channel

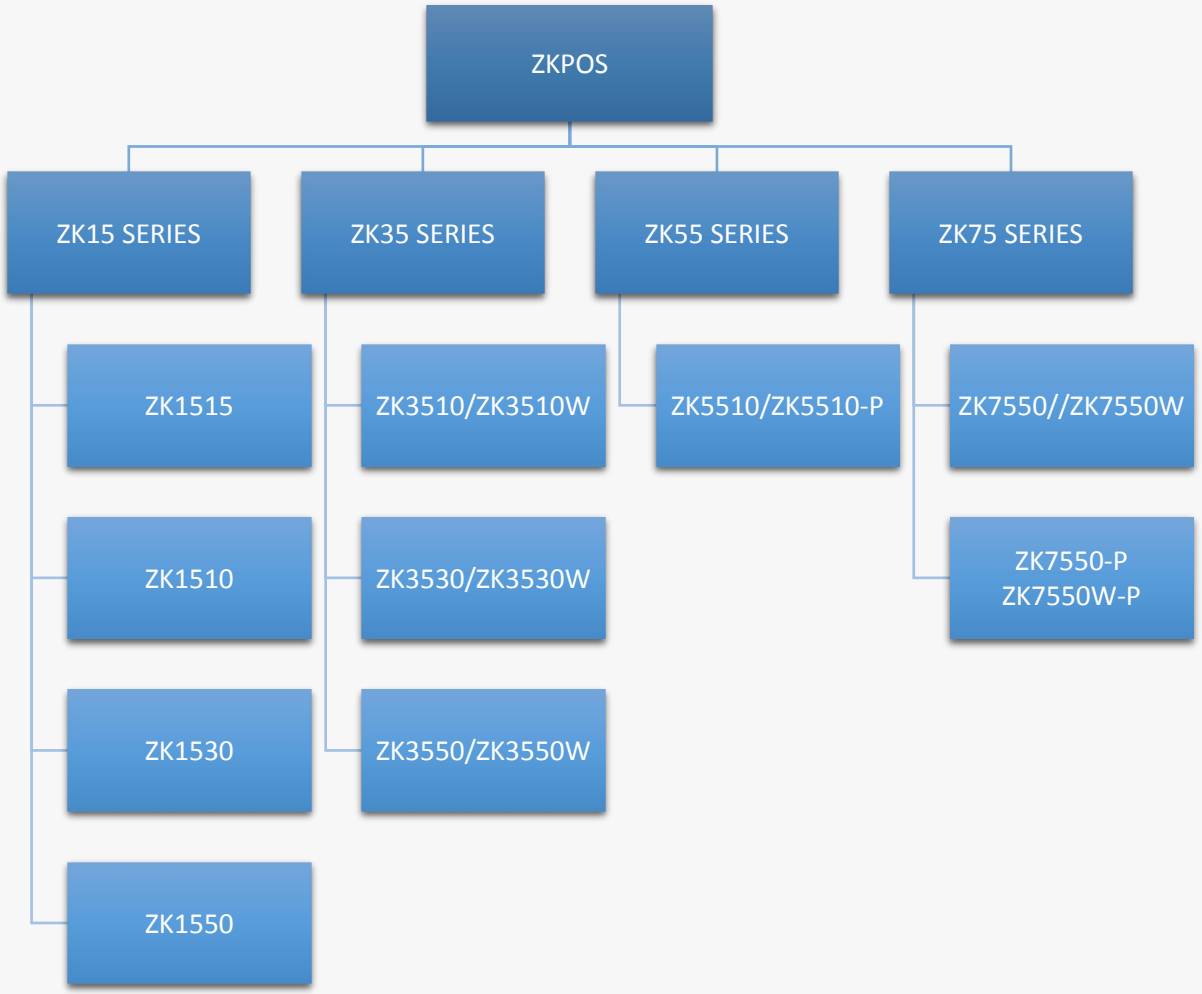
- More than 30 branches across the world.
- Numerous loyal clients at some countries.
- Structured sales policy through authorized distribution channel

High Quality with Competitive price

- High quality manufacturing through strict quality control
- Manufactured from top quality components and materials
- Competitive price will be created profit for clients

Various and Elegant POS Terminals

- Different appearance and features All in One POS terminals
- Various Peripherals for POS
- Different level products to meet clients' demand



Naming Rule

10=Celeron J1900
30=Core i3
50=Core i5
W=15.6” touch screen
P=Projected Capacitive touch screen

Principles

*Reliable

*Affordble

*Support and response timely

ZKTeco can provide a whole set of solutions for POS systems

Thermal Printer

Cash Drawer

Touch Monitor

ZK SLK20R

Barcode

ZK POS software

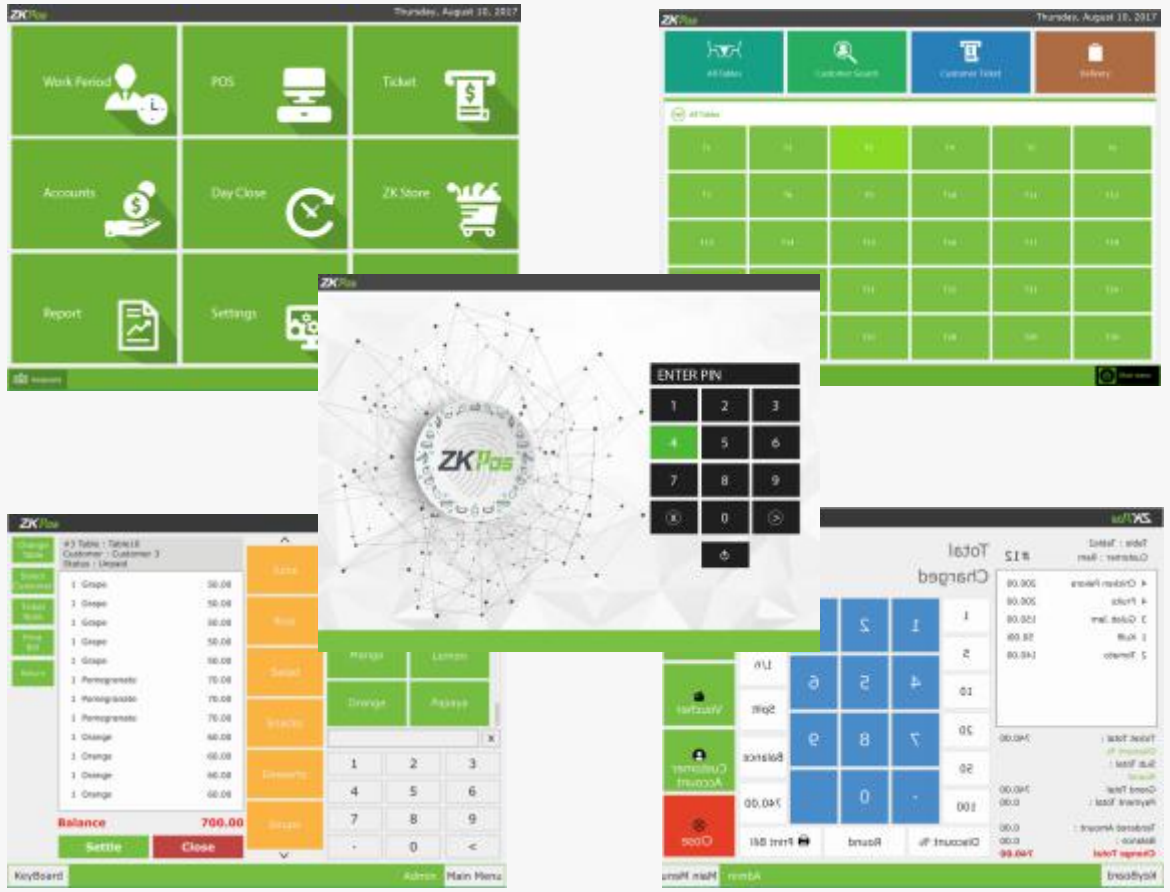
*Design a brand-new model, embeded with fingerprint reader, support Andriod system, share picture after CNY.

*ZKAI02000 series, built-in themal printer

*ZK1510e, Intel Celeron J1800 cpu.

*Bluetooth portable themal printer, 58mm

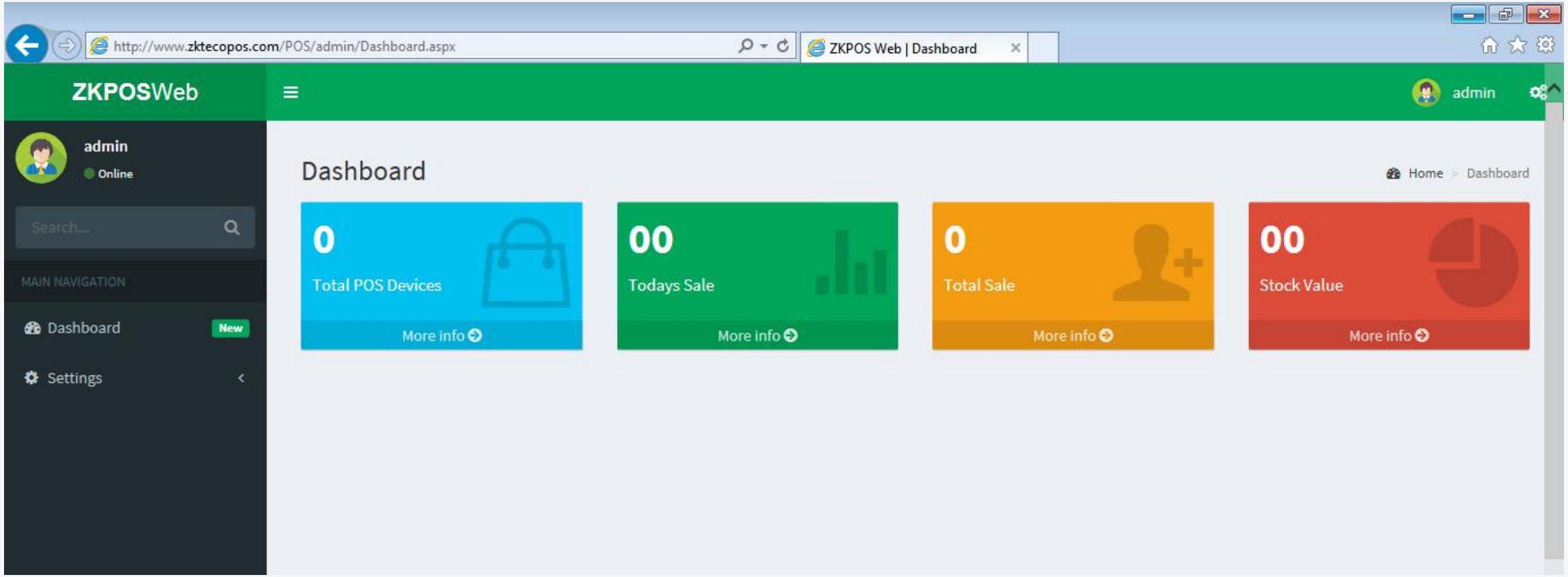
POS Terminal
POS Software
Peripherals
HOTEL


Work Period
POS
Ticket
Accounts
Day Close
ZK Store
Report
Settings
ENTER PIN
ZKPos
Balance
700.00
Settle
Close
Total
Charged

www.zktecopos.com/pos/admin

User:admin, Passwords:admin

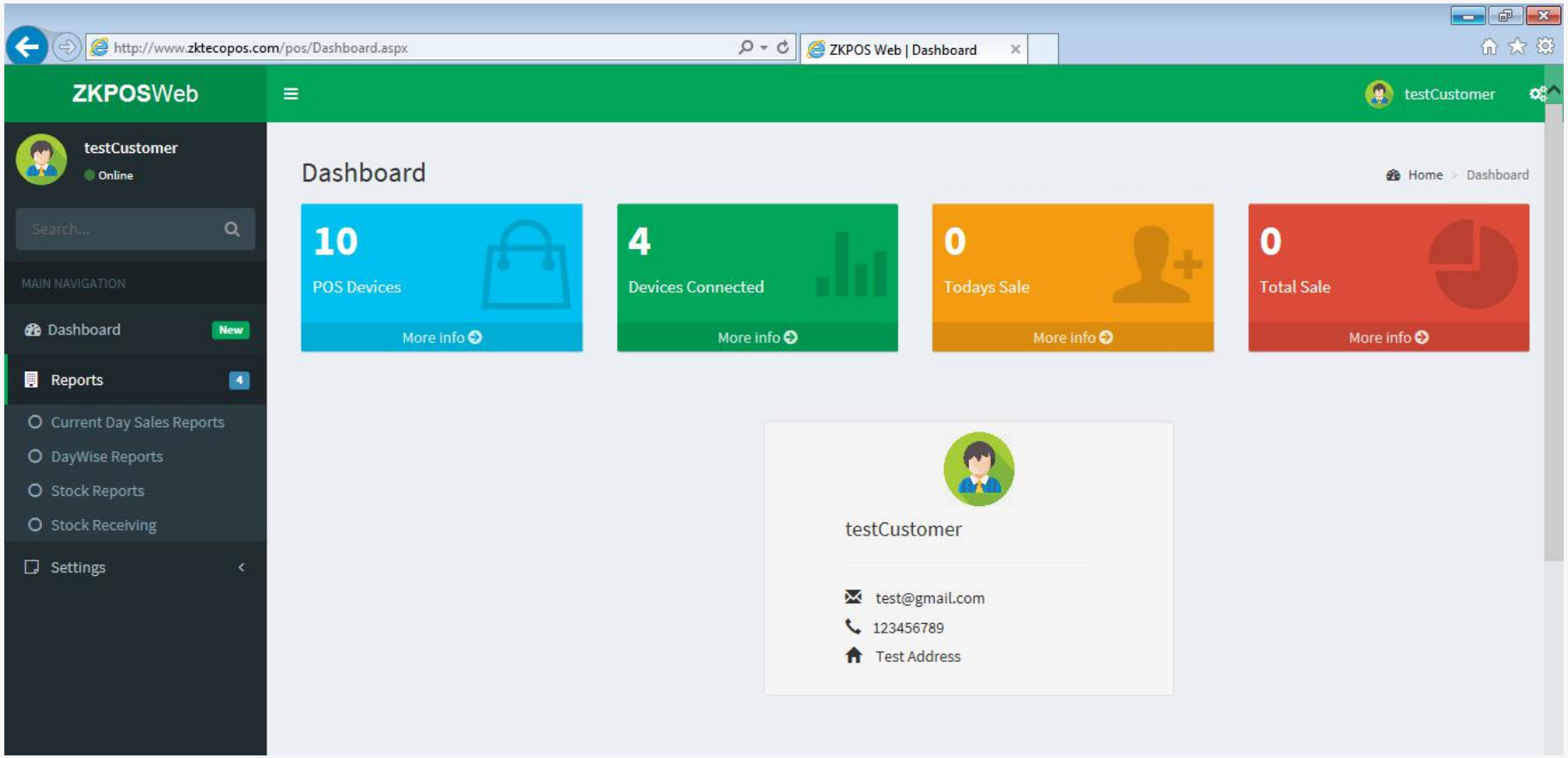
Back-stage management, checking all our customers.



www.zktecopos.com/pos

User:test@gmail.com, Passwords:test

Back-stage management, for customers to check all sorts of reports.



*Precondition of that customer must use ZKPos_C/S software firstly, because Web version software is to asccess the SQL of C/S software to collect useful data.

*Five steps planning

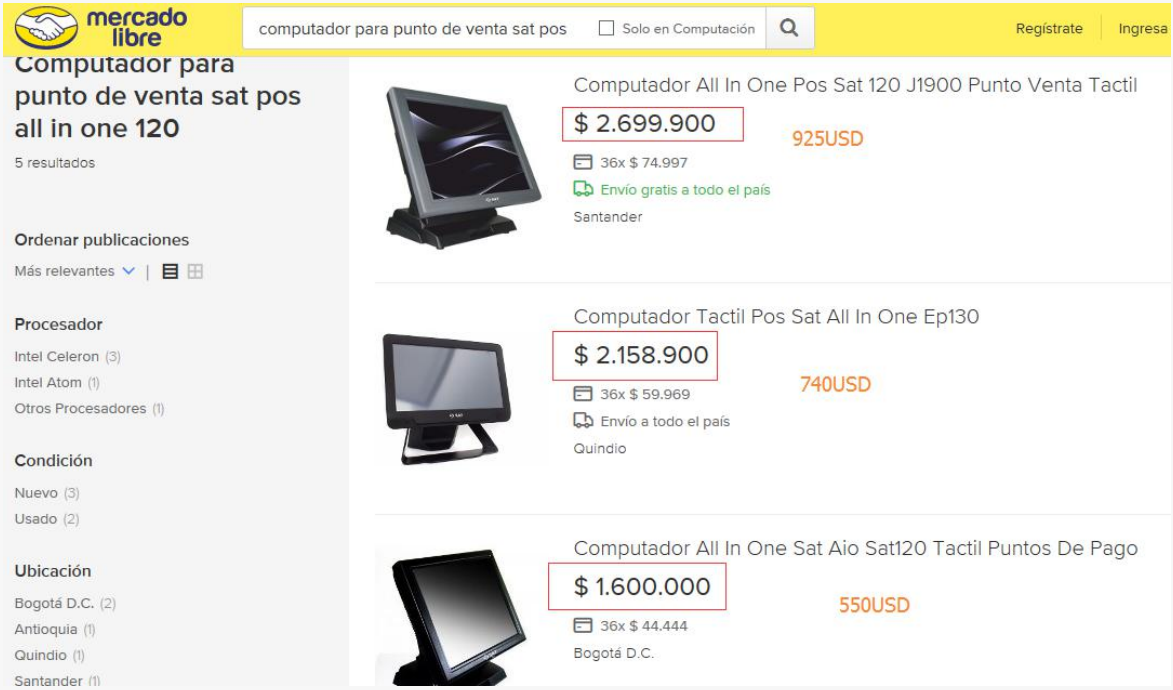
I : Complete ZKPos C/S software.
II: Back-stage Management.
III: Order online, delivery of food.
IV: Enable GPS to track delivery.
V: Built ZKPos Bank Platform, cooperate with pay U. (https://corporate.payu.com/payments)

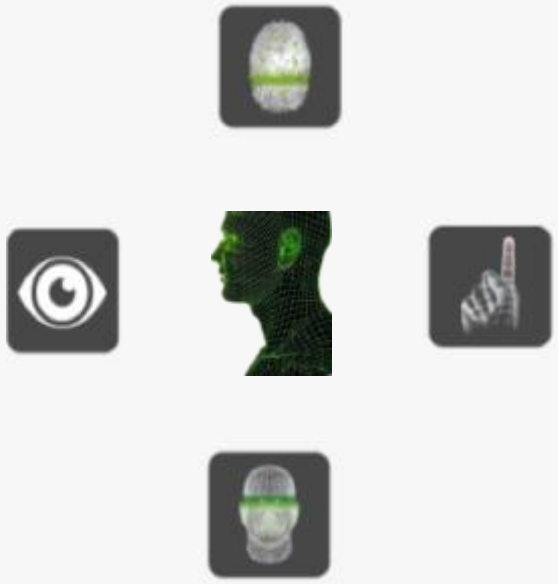
Margin

*At least 15-30% in selling POS hardware for our agent.

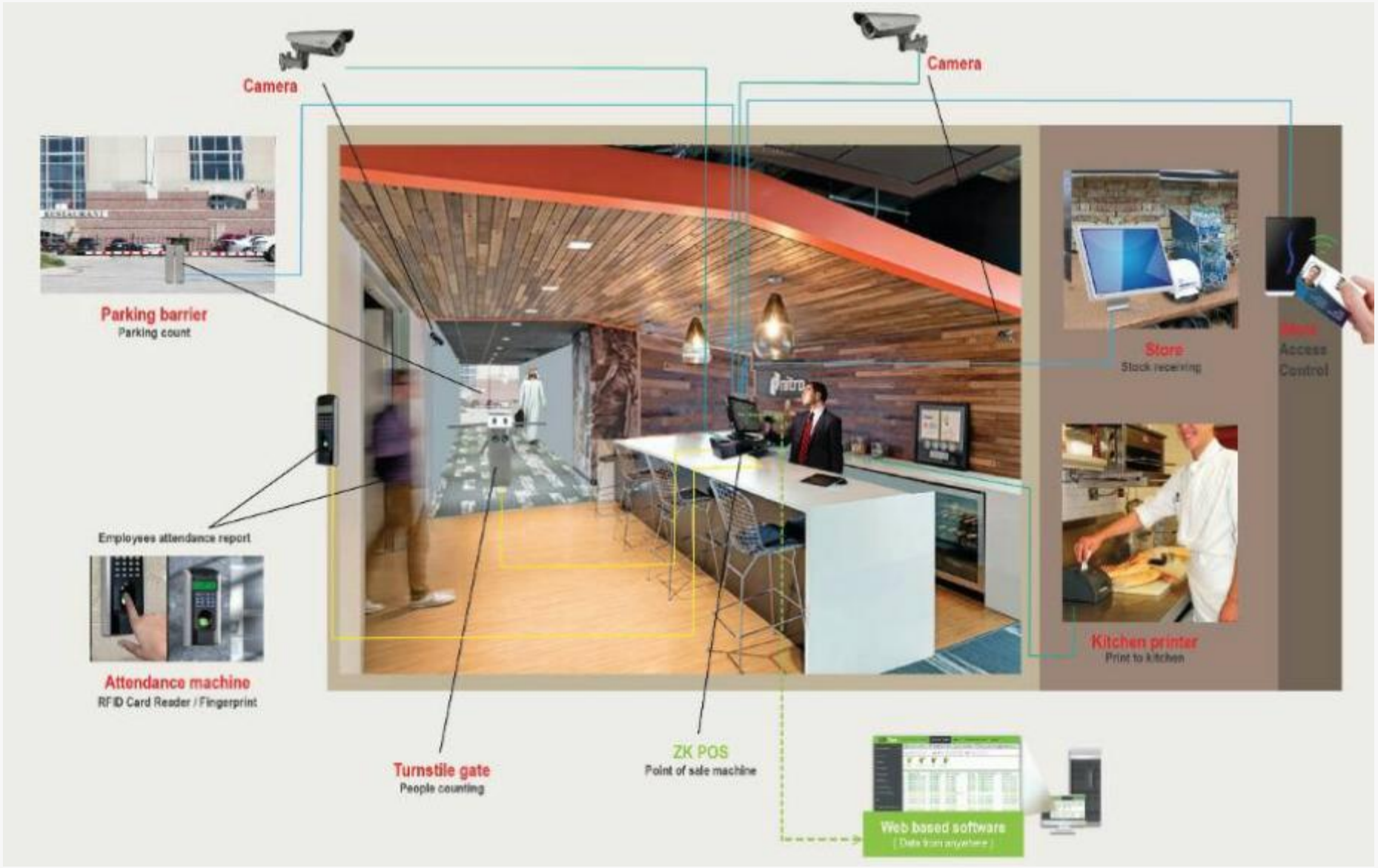
*ZKPos C/S software is free.

*ZKPosweb is charged by license of each point each year.





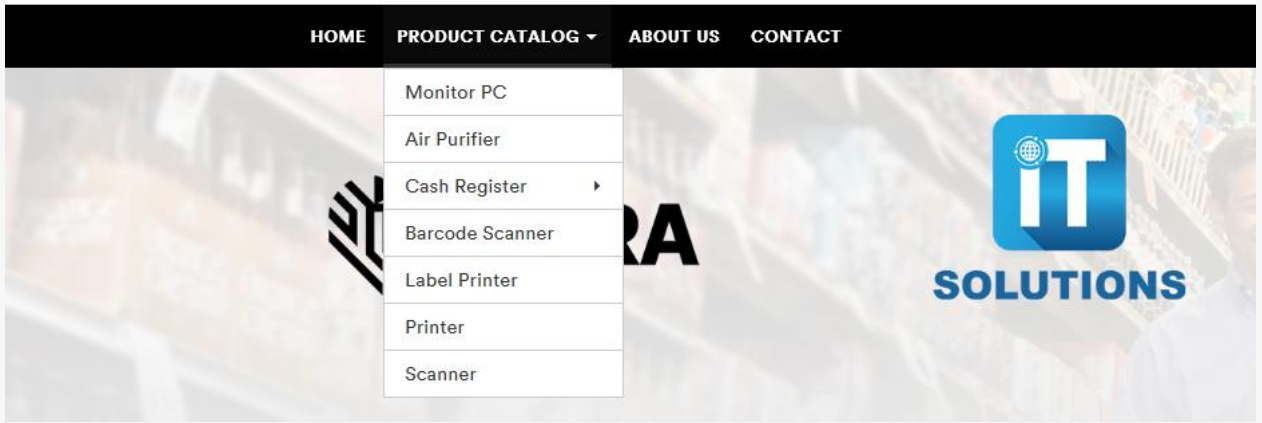
- Log in and Log out for Software(When the casher log in the software, they need verify by fingerprint.)
- Club Member Management(That is also called club member card management. In general, there are 2 cards. If customer use rechargeable card, which can protect the cash that recharged into the card. If customer use the loyalty card, they just do not need use the card, they can use fingerprint to verify.)
- Administrate Management (Different position have different privilege to check the related information)

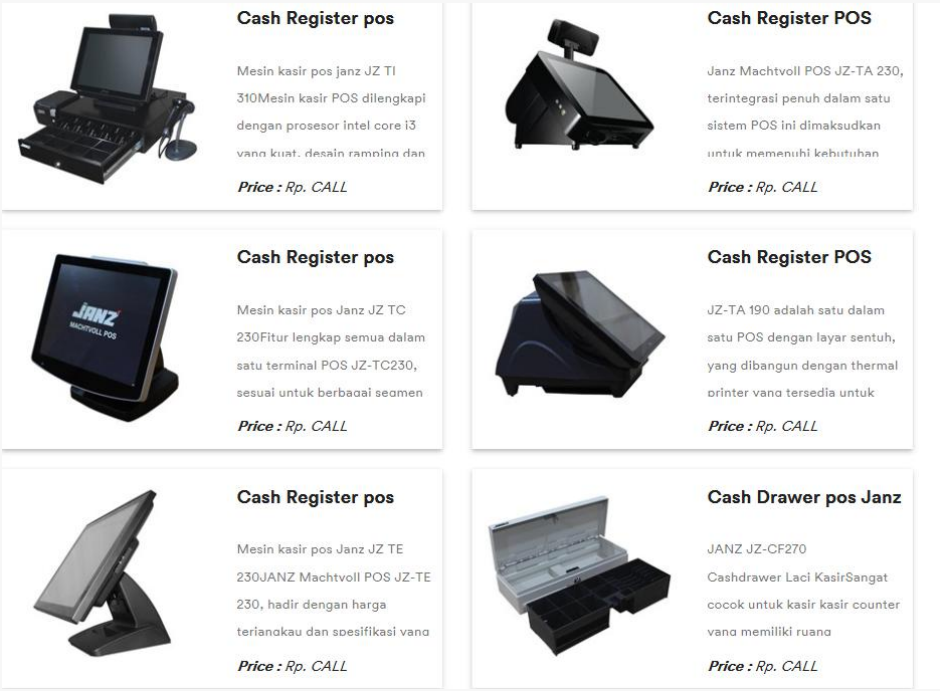


- Time Attendance
- Access Control
- Entrance
- CCTV
- POS
- Big Boss

Some of our partners have their own dealers involved in POS busness, or expect to expand new business.

Import different hardwares from several manufacturers, cooperate with different suppliers, focus on distribution.





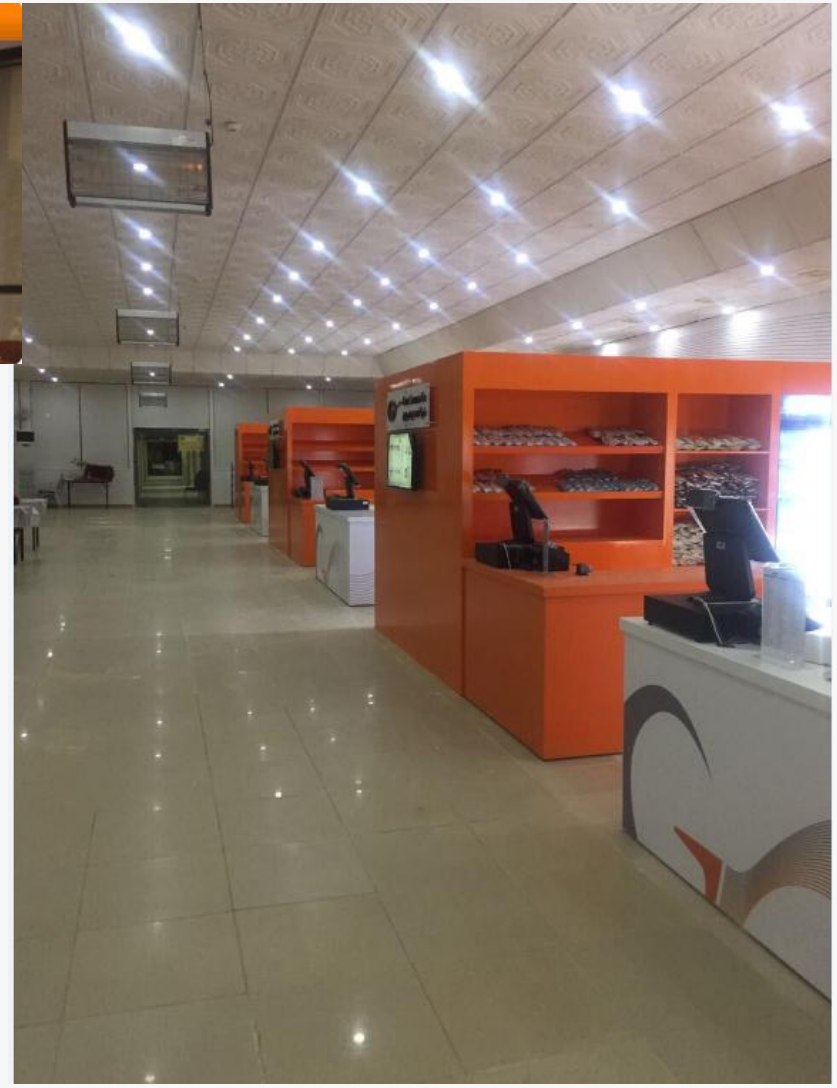
Develop their own software or already have software supplier, whilist having hardware supplier, deal with enduser mostly, or project business.

Application Scenarios

F&B: Food & Beverage

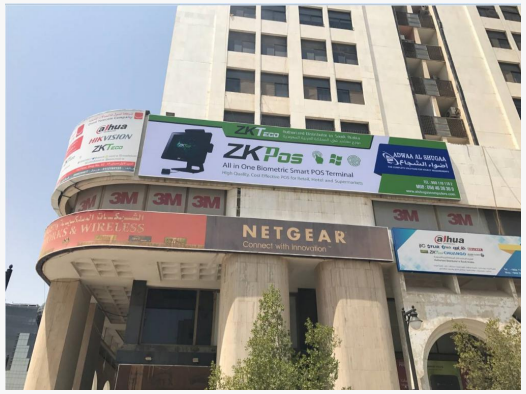
Hospitality

Retail: Shops /Stores



ZKTeco

ESS Exhibition in Columbia



Outdoor Advertisement

GITEX Exhibition in Dubai

THANK YOU