

## *BUSINESS*

### *1. What is your business?*

*IT Tech Packaging Inc. (NYSE MKT: ITP) ("the Company") is a leading paper manufacturer in North China. Using recycled paper as its primary raw material, the company produces and distributes three categories of paper products: packaging paper (corrugating medium paper), offset printing paper, and other paper products.*

### *2. Where is your headquarter located?*

*Headquarter in Baoding, Hebei Province of China*

*Tissue paper based in Xingtai, Hebei Province of China*

## *FINANCIALS*

### *3. What are your key financials?*

*(\$ millions)*

*Revenues*

*Regular Corrugating Medium Paper ("CMP")\**

*Light-Weight CMP\*\**

*Offset Printing Paper*

*Tissue Paper Products*

*Digital Photo Paper*

*Gross profit*

Gross margin

Regular Corrugating Medium Paper ("CMP")\*

Light-Weight CMP\*\*

Offset Printing Paper

Tissue Paper Products

Digital Photo Paper

Operating income

Net income

EBITDA

Basic and Diluted earnings per share

For the Six Months Ended June 30,		
2018	2017	% Change
35.0	48.1	-27.1%
24.2	33.3	-27.4%
6.3	5.5	14.6%
4.6	7.9	-42.0%
0.0	1.4	-100.0%
0.014	0.0	NM
2.3	9.1	-74.6%
6.6%	19.0%	-12.3 pp
8.0%	19.1%	-11.1 pp
5.1%	21.0%	-15.9 pp
1.4%	19.1%	-17.7 pp
NA	6.4%	NM
-25.5%	NA	NM
-4.5	3.6	-224.6%
-4.0	1.7	-330.7%
-11.5	10.9	-205.3%
-0.19	0.08	-330.7%

\* Products from PM6

\*\* Products from PM1

\*\*\* pp represents percentage points

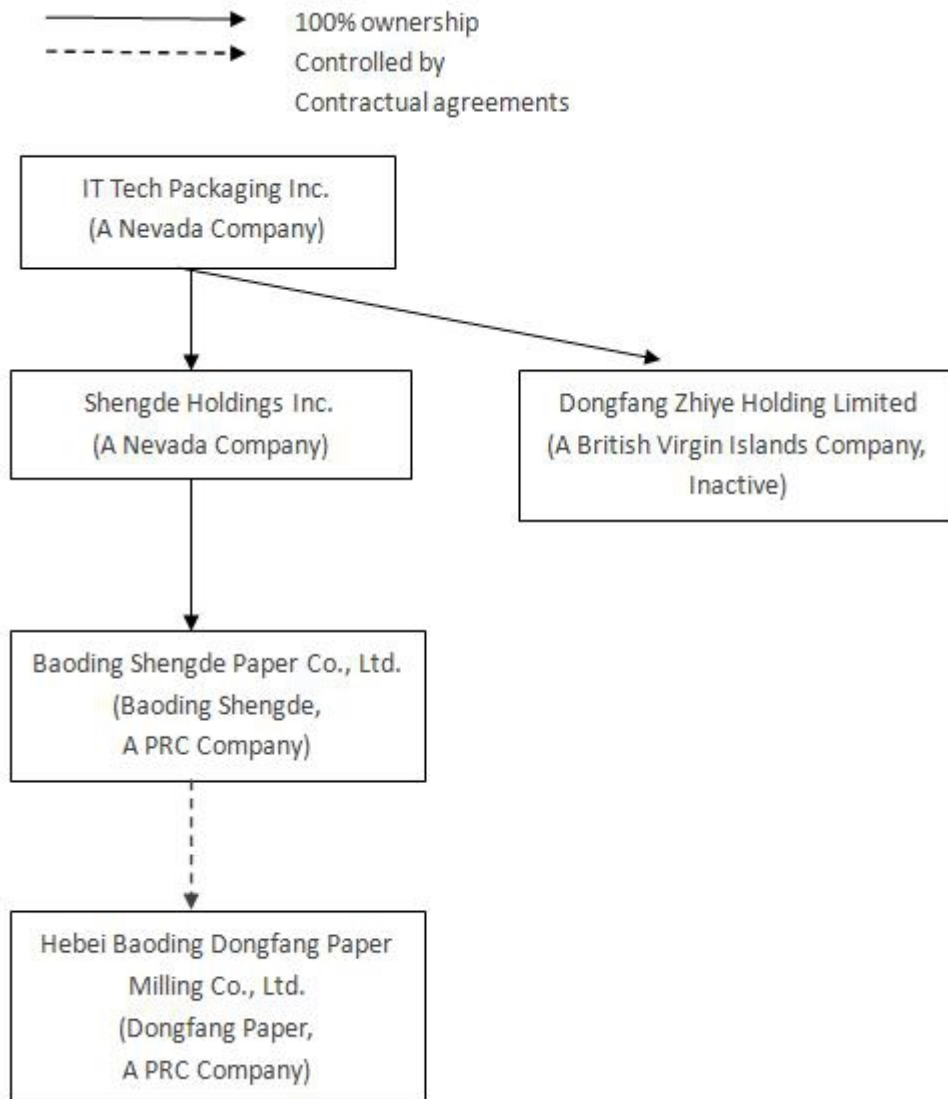
4. What is your cash position?

As of June 30, 2018, the Company had cash and cash equivalents of \$5.7 million compared to \$2.9 million at the end of 2017.

As of June 30, 2018, the Company had current assets of \$19.2 million and current liabilities of \$25.6 million, resulting in a working capital deficit of \$6.4 million. This compared to current assets of \$20.0 million, current liabilities of \$21.8 million and working capital deficit of \$1.8 million at the end of 2017.

CORPORATE STRUCTURE

5. What is your corporate structure?



#### MISCELLANEOUS

6. Where can I view IT Tech Packaging's SEC filings?

Please visit <http://www.itpackaging.cn/cn/filings.html>

7. When does IT Tech Packaging fiscal year end?

Fiscal year ends on December 31

8. Where can I view stock information?

Please visit <https://www.nyse.com/quote/XASE:ITP>

9. What's your contact information?

Headquarter's Contacts

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Safe Harbor Statement

This document contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact in this announcement are forward-looking statements, including but not limited to, anticipated

revenues; the actions and initiatives of current and potential competitors; the Company's ability to introduce new products; the Company's ability to implement the planned capacity expansion; market acceptance of new products; general economic and business conditions; the ability to attract or retain qualified senior management personnel and research and development staff; and other risks detailed in the Company's filings with the Securities and Exchange Commission. These forward-looking statements involve known and unknown risks and uncertainties and are based on current expectations, assumptions, estimates and projections about the companies and the industry. The Company undertakes no obligation to update forward-looking statements to reflect subsequent occurring events or circumstances, or to changes in its expectations, except as may be required by law. Although the Company believes that the expectations expressed in these forward looking statements are reasonable, it cannot assure you that its expectations will turn out to be correct, and investors are cautioned that actual results may differ materially from the anticipated results.