Creating and facilitating global trade between buyers and suppliers

Corporate overview for buyers, suppliers, team members and investors
Introduction

At Global Sources, we believe that the expansion of free trade is essential to social and economic progress. To us, this makes sound business sense.

In 1971, we featured neither a product nor a person on the cover of our first magazine, but instead, our mission statement. It read, in part:

“... We intend to advance the marketing potential of sources of Asian-made product lines... through compelling, professionally prepared advertising messages. In our editorial content, we intend to eliminate as much as possible the uncertainty and complexities of international commerce... for merchandisers responsible for making procurement, distribution and marketing decisions....”

We have changed how we express our mission and the ways in which we fulfill it in response to the changing world. However, the fundamental belief behind our overriding purpose remains firm, and our commitment to delivering value to our stakeholders is stronger than ever.

Our mission
To create and facilitate global trade between buyers and suppliers, by providing the right information, at the right time, in the right format.
Dear Global Sources stakeholder,

Whether you are a supplier, buyer, investor, partner or Global Sources team member, this corporate brochure is for you.

This brochure has two primary objectives, namely: to provide you with an overview of how Global Sources creates and facilitates global trade between buyers and suppliers worldwide, and; to help you better appreciate the important role that content plays in global trade.

Through this, I hope you feel as excited as I do about the outstanding value we deliver to our supplier community, the superior products we offer to our buyers, and the excellent opportunities that Global Sources presents to its team members and investors.

Our view on the importance of content to global commerce cannot be overstated. Inefficiencies in international purchasing and selling are largely information-driven. Businesses succeed when the right people have the right information, at the right time, in the right format.

The availability of greatly enhanced information helps buyers and sellers remove some of the uncertainties involved in cross-border trade. Many companies are turning to e-commerce tools to help them use information more effectively. Efficiency gains include reduced overall supply chain costs, more effective collaboration and shorter time-to-market.

However, e-commerce applications designed to address these needs are only as good as the content that is available to them. Most of the market has greatly misjudged the importance of content, and has realized that the barriers to developing quality, structured electronic content are significant.

There are no content management shortcuts. Simply put, it is a resource-intensive, painstakingly hard task. Content creation, delivery and management is one of Global Sources’ core competencies.

We are certain that the Internet, electronic marketplaces and digital content will fundamentally alter how people conduct commerce. However, Global Sources has long realized that the market requires a mix of traditional media working together with electronic tools.

For over 30 years, our trade journals have been helping suppliers market their products to buyers around the world. Today, buyers and suppliers use Global Sources magazines, CD-ROMs, Global Sources Online and private catalog tools to help them trade more efficiently. This mix of tools gives buyers and sellers the flexibility to use the media that best suits their particular needs at any given time.

Our combination of traditional and electronic media, working together with our comprehensive content services, ideally position Global Sources to meet the needs of the global trade community today and into the future.

Merle A. Hinrichs  
Chairman and Chief Executive Officer  
Global Sources Limited
Global merchandise trade opportunities and challenges

The growth of global trade is ushering in an era of heightened interdependence between countries and trade partners.

Global markets currently produce and consume about 20% of world output. That’s about $6 trillion of the planet’s $28 trillion Gross Domestic Product (GDP). Within 30 years, global markets are expected to account for about 80% of the world’s $91 trillion output.

Opportunities

As this develops, nations and trade blocs will continue to reduce or remove barriers to trade. Consumers will benefit as retailers compete for their business by offering more product and quality choice.

This is opening business opportunities for manufacturers, traders and importers who are positioned to quickly respond to new demand.

With access to the right information, trading partners develop products using the most efficient combinations of materials, factories and human resources, in numerous countries. This gets merchandise from concept stage to retail shelves faster than ever before.

Challenges

Sourcing and shipping goods across borders is an extremely complex and time-consuming business. In addition to the normal challenges and risks of purchasing products for resale, there are geographic and cultural barriers, plus constantly changing tariffs, duties, exchange rates, rules, regulations and a myriad of documents required for clearances, declarations and other customs-related matters.

The complexity is amplified by the fact that numerous parties are involved, making it difficult to ensure timely, consistent and accurate communication among all participants.
It is the “...initial sourcing process, from supplier search and identification through contract negotiation and final purchase, [that] has the greatest impact on the cost, quality, and delivery of a product or service.”

Aberdeen Research

Sourcing cycles remain long at most companies

Source: Aberdeen Group

More efficient sourcing can help cut time-to-market and reduce costs.

Buyer realities

The spectrum of buyers involved in global trade runs from merchandisers at huge multinationals that control hundreds of millions of dollars worth of imports annually, to small trading houses with just a few buyers.

While there are significant differences between buying firms, such as the size of their orders and the amount of influence they can exert over suppliers, they all have core issues in common:

• Intense competitive pressures to find the right quality product at the right price points
• Strong financial incentives to cut sourcing cycle time and ensure reliable delivery
• Urgent need to find more competitive and flexible suppliers, wherever they may be

Supplier realities

The suppliers that feed global demand range from giant high-tech electronics conglomerates to local, labor-intensive handicraft makers.

They too have issues in common, such as:

• Tough competition for buyers’ orders – much of it from suppliers in lower-priced countries or regions
• Strong pressure from buyers to meet strict price, quality and delivery requirements
• Pressing need to market to buyers around the globe cost-effectively

In short, buyers and suppliers in this geographically dispersed, fragmented sector urgently require ways to trade more efficiently and profitably.

Boston Consulting Group estimates that the average cargo ship carries about 500 pounds of paperwork. Paper-based trade processes cost companies $400 billion annually, representing 7% of total global trade value. Structured, electronic information can help cut this waste, allowing companies to increase their ROI.
Complexities of content creation and information management

Fast, easy access to the right quantity and quality of information is vital to compete and survive in today’s global business environment. Electronic, structured content is a prerequisite to make this happen.

A fundamental characteristic of sourcing decisions is their uncertainty. Buyers never have complete details about all aspects of supplier performance. As a result, buyers try to reduce uncertainty by seeking information.

**Content is the fuel for sourcing**

Since inefficiencies in purchasing are largely information-driven, the availability of greatly enhanced information and content-rich marketplaces enable buyers to be much more efficient.

Global Sources knows that electronic-based trade is a certainty. We also know that buyers’ and suppliers’ needs and preferences dictate a range of tools for them to best do their jobs. However, more buyers and suppliers will use electronic tools increasingly to market and source. The pace of adoption will pick up through education, competitive pressures and financial realities.

**Multiple channels required**

The business-to-business media study conducted by Yankelovich and Harris Interactive shows: 97% of executives agree that to stay on top of developments in their field, it is important to seek information from multiple media sources.

Results further suggest marketing messages appearing in multiple B2B media, working in tandem, are more effective than a single-medium messaging approach. Global Sources’ customers show a clear preference for, and high usage of, multiple channels, including print, online, CD-ROMs and other electronic tools.

**Content formatting and management**

Content digitization is essential, as it gives both buyers and suppliers the power to share information using electronic tools. These tools allow companies to trade more efficiently.

Organizations have identified several key areas that could benefit greatly from improved automation. These include:

- Discovery of the right suppliers and products
- Categorization of suppliers, products, and services into a comprehensive virtual catalog
- Screening and sorting of supplier profiles
- Development and transmission of RFQs

Digitized content is required to realize these and other far-reaching improvements.

<table>
<thead>
<tr>
<th>Content Definitions</th>
<th>Content Types</th>
<th>Low Value</th>
<th>Content Value</th>
<th>High Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unstructured, inconsistent and inaccurate information from original sources</td>
<td>Raw content</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Raw content that has had inaccuracies and inconsistencies removed</td>
<td>Clean content</td>
<td></td>
<td></td>
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<tr>
<td>Clean content that has been structured to reflect a specific environment or context</td>
<td>Rationalized content</td>
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<tr>
<td>Rationalized content used to compare alternatives, make decisions and take action</td>
<td>Normalized content</td>
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<td></td>
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<tr>
<td>Normalized content available to those who need and can use it</td>
<td>Syndicated content</td>
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The value of content increases through each of the major stages of enhancement.

Source: AMR Research
Global Sources’ content creation expertise

Content management is one of Global Sources’ core competencies. It is a complex process. Our 1,800 team members are dedicated to doing it better than any other company.

**Content collection**
Gathering the right supplier and market information
- Qualify & interview suppliers
- Material collection & creation
- Capability & facility data gathering
- Digital photography & data research

**Content cleaning**
Digitizing, screening and enhancing information
- Multi-language translation
- Classification
- Cross-checking and verification

**Content formatting**
Readying information to apply to relevant media
- Proprietary cataloging software and search engine architecture
- Capture buyer & supplier preferences
- Mapping to classification systems
- 3rd party content evaluation

**Content application**
Aligning the right information for the right format
- Mapped to buyer preferences, supplier products, flexible taxonomy
- Industry-specific specialized magazines & CD-ROMs
- Global Sources Online + networks
- Trade Show Center marketplace
- E-mail Product Alerts, Private Offers
- Global Sources Market Intelligence
- 3rd party content integration

**Content delivery and use**
Extending the right information, at the right time, to the right users
- Continuous feedback and refining
- Extensive customer service support
Global Sources’ content creation expertise

Content collection
- 700 account executives
- 40,000 personal visits / month
- 28 data specialists
- 60 offices, 36 in China
- 18 countries
- 85 writers

Content cleaning
- 14 dedicated translators
- 872 input stations
- 4,000 product classifications

Content formatting
- 4,000 Private Supplier Catalog users trained
- 180 page developers
- 15 editors
- 106 layout artists
- and copywriters

Content application
- Millions of web pages annually
- 600,000 unique products online annually
- 51,000 ads every year
- 10,000 editorial reports annually
- 19 gigabytes on CD-ROMs per year

Content delivery and use
- 306,000 buyers
- 80 trade shows
- 25 customer service reps
- 888 My Catalog users, including WWRE members
- 135,000 suppliers
- 2.9 million RFIs
- 12 million user sessions
- 9 million Product Alerts
Information is the fuel for global trade. For trading partners to meet and do business, they need a free flow of information between them about products and suppliers, buyer demand, consumer preferences, plus supply market and other trade-related intelligence.

Buyers and suppliers require this information to be readily available in the right quantity and in the right format – whenever they require it.

Global Sources’ unique product and service offering provides supplier and market information to buyers through instant e-mail alerts, daily online product updates, monthly and periodic trade journals, seasonal offline electronic catalogs and online trade show services.

**Buyer benefits**

Through Global Sources’ channels, buyers discover new suppliers, learn about their products, quality, price, and manufacturing capabilities.

Buyers can quickly and efficiently compare and evaluate companies from all over the world, then advise them of their specific requirements.

This helps them upgrade their supply base, place orders with more confidence and cut time-to-market.

**Supplier benefits**

Through multiple channels, Global Sources delivers suppliers’ product information to new and better buyers in diversified international markets, in a way that helps each company differentiate itself from competitors to attract the right customers.

This gives suppliers the opportunity to receive more of the right type of purchase orders and grow their business.

**The tools of trade**

Global Sources offers a combination of magazines, CD-ROMs, online marketplaces and private catalogs. This mix gives buyers the tools they need to find the right trading partners that offer maximum ROI with minimum risk.

**Marketing suppliers’ capabilities to buyers worldwide**

Global Sources helps buyers and suppliers meet their shared objective to find the right trading partner to buy and sell product, at the right terms to allow both parties to maximize their return on investment.

**CRITICAL SUCCESS FACTORS**

The world is full of buyers and suppliers. All are in search of the right trading partners that offer the maximum ROI with the minimum risk. Conditions that help bring this about include:

**Community**

Critical mass of volume buyers and suppliers to give options for participants to find the right partner

**Communication**

Suppliers who precisely define and communicate clearly their unique selling points – so buyers know why they should buy from one supplier rather than another

**Channels**

Multiple-media channels with the right information that offer the best combination of quantity, quality, format and time attributes

**Contact**

Efficient tools that help buyers contact the right suppliers, gather further information and quickly evaluate options – leading to placing the right purchase orders

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The right information for the global merchandise trade industry

**Buyers’ location**

- Western Europe: 17%
- Eastern Europe & CIS: 4%
- North America: 22%
- Africa: 4%
- Middle East: 13%
- Asia: 31%
- Australasia: 3%
- Central & South America: 6%

**Buyers’ annual import value**

- Above $100M: 2%
- $50 to $100M: 3%
- $10 to $50M: 3%
- $5 to $10M: 16%
- $1 to $5M: 13%
- $0.5 to $1M: 13%
- $0.1 to $0.5M: 26%
- Up to $0.1M: 34%

**Buyers’ company type**

- Wholesaler: 20%
- Distributor: 19%
- Trading House: 18%
- Manufacturer: 17%
- Agent: 8%
- Other: 8%
- Buying house: 8%
- Retailer: 4%

Source: Geographical origin of RFI’s, Jan - Dec 31, 2001
Oracle database extraction analysis of Global Sources Online

Source: Global Sources buyer survey, Oct 18 - Nov 19, 2001

Global Sources’ buyer community spans 230 countries and territories. All are involved in buying merchandise for resale.
Many buyers contact suppliers and then purchase products after using Global Sources magazines, CD-ROMs and websites.

 Buyers send inquiries to suppliers
in Global Sources magazine and on CD-ROMs

<table>
<thead>
<tr>
<th>Year</th>
<th>1998</th>
<th>1999</th>
<th>2000</th>
<th>2001</th>
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<tr>
<td>Jan - Dec:</td>
<td>0.7</td>
<td>0.5</td>
<td>2,906,825</td>
<td>3.0</td>
</tr>
</tbody>
</table>

| Source: Global Sources buyer survey, Oct 18 - Nov 19, 2001 |

| RFIs sent by buyers to suppliers with Global Sources Online Inquiry Manager service |

62% Contacted suppliers directly  
39% Contacted suppliers via Global Sources inquiry service

Specialized online marketplaces
Provide buyers a wide selection of product and supplier information in selected categories in an online, structured format that is available 24/7.

Global Sources Online
Presents buyers with the largest choice of detailed product, supplier and source market information available online in an easy-to-evaluate format.

My Catalogs and Private Supplier Catalogs
These password-protected tools allow suppliers to create and manage their own Private Supplier Catalogs using structured data, and to offer one-to-one Private Offers to buyers. With My Catalogs, buyers can receive one-to-one confidential Private Offers from suppliers, and access the Global Sources Online database.

Specialized magazines & CD-ROMs
Magazines offer buyers a summary of a targeted selection of products from suppliers who specialize in each category. Each CD-ROM is a searchable electronic catalog of suppliers in a portable, offline format.

Industry-specific trade magazines
Give buyers an overview of a wide range of products as they read the magazine to discover new suppliers and what they offer.

Trade Show Center marketplace
Allows buyers to preview products and set appointments with suppliers to meet face-to-face during shows, which saves time and maximizes the return on their trade show investment.

Global Sources' integrated sourcing, marketing and cataloging products and services meet the needs of buyers and suppliers worldwide.

Delivering the tools of trade: Global Sources’ integrated sourcing, marketing and cataloging products and services meet the needs of buyers and suppliers worldwide.

flexibility to use the media that is right for their needs, when they need it.

“You have the most comprehensive sourcing information available to any business.”
Patiack McGlashan, President  
USA

“This is simply the very best way to get all information in one place and the most important tool we use in getting in touch with new suppliers.”

Soeren Lysgaard, Managing Director  
Denmark

“Global Sources enables us to maximize return on investment.”

Jin Qi, General Manager  
China
Global Sources gives buyers the right type of information, in the right quantity, when they need it

Instant e-mail alerts
Summary of key, time-sensitive information.

Monthly magazines
Regular, familiar formats give brief overview, pointing to more content online.

Periodic specialized magazines & CD-ROMs
Specific information timed with key buying seasons, plus offline version of electronic catalogs.

24/7 Global Sources Online & vertical websites
Detailed information on specific suppliers, capabilities and products, plus market trade news.
The right information for Asia’s electronics sector

Whether it’s toasters or PDAs, consumers are demanding products that are increasingly dependent on electronic components. As Asian manufacturers boost output to meet growing demand, their need for electronic components will soar.

The electronics industry, and the semiconductor sector in particular, has exhibited robust growth for over the past 15 years. Today, Asia is the world’s second largest consumer of semiconductors. Mainland China’s electronic production grew by 36% in 2001, valued at over $162 billion annually.

Global Sources recognized the importance of this sector, and China’s role in it, early on. In 1985, Global Sources launched Electronic News for China, now called Electronic Buyers’ News – China.

This move put Global Sources squarely at the center of creating and facilitating imports into Asia and China for the electronics sector.

Print, online, face-to-face

Global Sources, through its joint venture with CMP Media LLC, is uniquely positioned to best meet the information needs of the region’s electronics engineers, who design products and specify components. It also serves the information requirements of procurement managers who are responsible for sourcing the components that go into finished products.

Through print, online and face-to-face channels, Global Sources helps suppliers of components, whether domestic or international, market their products to buyers and engineers in this huge growth region.

Serving the electronics engineering community

Since 1987, Global Sources has been delivering the latest industry and technology trend information to Asia’s engineering community at a time and in formats appropriate for their design needs.

Today, Electronic Engineering Times – Asia reaches over 63,000 qualified subscribers. It is published biweekly in simplified and traditional Chinese, Korean, and English. These editions allow engineers to learn about new technology in their native language. Electronic Engineering Times – Asia Online delivers daily...
technology news to users through e-mail alerts.

**Serving China’s electronic manufacturers**

Through Electronic Buyers’ News – China (EBN-China), Global Sources provides timely market, product and technology news in simplified Chinese to over 36,000 senior executives in Mainland China. Global Sources publishes EBN-China monthly and provides daily news on its website, EBN-China Online.

This technology content helps buyers develop and execute successful procurement and production practices. It reduces uncertainties about supply, increases sourcing options and improves overall efficiencies.

**Conferences and exhibitions**

Global Sources organizes and hosts premier events that allow vendors and thousands of electronic industry specialists to meet face-to-face. These events help educate Asia’s engineering community about cutting-edge technologies, applications, trends and practices.

The events also serve as targeted venues for international technology vendors to introduce their new products to Asia’s design engineering community.

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**Global Sources Conferences and Exhibitions**

- International IC Conference & Exhibition
- Embedded Systems Conferences – China & Asia
- Electronic Design Automation & Test Expo
- Communications Design China Conference & Exhibition
- China Entrepreneur Conference & Exhibition
- Franchise China

Events are held in cities throughout greater China, including: Shanghai, Beijing, Shenzhen, Dalian, Chengdu, Guangzhou, Xian, Taipei, and Hsinchu.

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“The traditional pattern of the U.S. and Europe as the pioneers and China as the follower will become less and less pertinent in the future.”

George Wang, Director IBM China Research and Development Laboratory

China’s IT Sector Shrugs Off Recession

The Nikkei Weekly

“Within a decade, the mainland [China] will likely be the world’s largest producer of information technology hardware.”

Dong Tao, Senior Regional Economist

Credit Suisse First Boston in Hong Kong

China’s Coming Tech Boom

The Asian Wall Street Journal
The right information for China’s business professionals

Global Sources has long recognized China’s potential. Since 1980, Global Sources has been in China, working with Import/Export corporations to help them market their products to the world. At that time, many companies had little knowledge of how to reach buyers and do business in market economies.

As China opened its doors wider to the outside world, Global Sources began working with more private enterprises. In addition to pursuing export opportunities, the senior managers Global Sources was working with were hungry for information about overseas management techniques.

Imported management excellence

In 1992, Global Sources launched a monthly management magazine written in simplified Chinese, which is now titled Global Sources Chief Executive China. Today, more than 110,000 senior managers in Mainland China read Chief Executive China.

Chief Executive China presents practical, world-class management ideas that managers can implement effectively in the context of the Chinese business environment. Coverage includes:

• Managing Information Technology
• Management Elites
• Management Techniques
• Human Resource Management
• Management Strategies
• Export Management
• Managing Finance

Chief Executive China Online elaborates on the management ideas covered in the magazine, and offers interactive chat with peers and experts. Over 50,000 registered users belong to the online community, and make an average of 2.5 million page views every month.

Chief Executive China also organizes and hosts seminars and conferences that bring members of the China management community together to learn and discuss management ideas in the China context.

Global Sources is committed to helping educate China’s next-generation business leaders through Chief Executive China, Chief Executive China Online and participatory management events.
The right technology for global trade applications

Global Sources uses technology to develop products and services to create content, electronically enable suppliers, and deliver the right information, at the right time, in the right format to buyers and suppliers.

Our approach to product development is built on our 31 years of industry experience working closely with our buyer and supplier communities. The value that we bring to our community is not driven by technology, but backed by it.

Taxonomy and search engine platform

Underlying all of our electronic tools is the Global Sources taxonomy. This is our export trade product classification system. Continuously developed and enhanced over the past 31 years, the Global Sources taxonomy is used across print, CD-ROM and online media. Operating in the background, it is relied upon every day by trading partners worldwide, facilitating the information exchange that opens business opportunities.

Interoperability is a key focus for Global Sources. Our own technology teams work with partners and other leading players to optimize our taxonomy and the data attributes held in our systems. These are key factors in ensuring compatibility with evolving international and industry standards.

Global Sources is committed to supporting those standards most relevant to current and future market needs, with the objective of providing practical and cost-effective interoperability and data exchange.

Working with our taxonomy is the Global Sources search engine. Developed in-house, this powerful, purpose-built platform is designed to meet the sourcing needs of global buyers. Together, our taxonomy and search engine applications combine to power our evolving range of electronic tools.

Technical infrastructure

Global Sources’ technical infrastructure uses the most advanced Internet technology available worldwide.

- Online marketplace services run on Oracle DBMS release 8.0.5
- Catalog functions supported by Oracle Application Server 3.0
- Three Sun E10000 servers hosted at SingTel
- Internet Exchange (STiX) bandwidth provider
- Direct connection to Internet Backbone
- World class storage solution through StorageTek L700 Tape Library with Veritas Netbackup SAN

Global Sources integrates online services

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
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<tbody>
<tr>
<td>Global Sources Online</td>
<td>Global public marketplace</td>
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<tr>
<td>Global Sources online verticals</td>
<td>Industry-specific public marketplaces</td>
</tr>
<tr>
<td>Global Sources Private Supplier Catalog</td>
<td>Private content creation, management and cataloging tool for suppliers</td>
</tr>
<tr>
<td>Global Sources My Catalog</td>
<td>Private environment for individual buyers</td>
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<tr>
<td>Global Sources Enterprise Center</td>
<td>Private environment for enterprise-wide catalog access and communication</td>
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</table>

Global Sources formats allow for maximum interoperability with other platforms.

“The WorldWide Retail Exchange selected Global Sources as our only strategic partner for the Asian Supplier Sourcing Program to enable our members to quickly tap into the leading electronically-enabled Asian supplier community. Clean, structured content and proven web-based applications allow WWRE members to search and identify new supplier sources faster and at a lower cost.”

Peter Jueptner, Chief Commercial Officer

WWRE®

Global Sources’ technical infrastructure is constantly upgraded to provide superior IT performance.
Global Sources milestones

31 years facilitating global trade

1971 Established Asian Sources magazine
1985 Launched first magazine for China market
1991 Launched trade management software
1995 Launched Global Sources Online
1998 Introduced Private Buyer Catalogs
1998 Reached 100,000 RFIs per month
1/00 Introduced Private Supplier Catalogs
4/00 First Asian B2B to list on Nasdaq
2000 E-commerce revenue exceeds 50% of total
2001 Strategic alliance with WorldWide Retail Exchange (WWRE)
2002 Buyer community tops 306,000

Awards and accolades

Forbes

200 Best Small Companies
200 Best Small Companies
2001 Forbes Global 2001

Revolution

Best B2B Site
Revolution Magazine 2001

Internet World Asia Industry Awards 2001

Fittest 50 Award
Darwin Magazine 2001

Best B2B Internet Site

Enterprise Award

DHL/SCMP Hong Kong Business Awards 2000

Forbes

B2B

Best of the Web
Forbes 2000

Gold Award,
e-Futurist Award
Standard Chartered
Bank's e-nnovator of the Year Awards 2000

300 Best Small Companies,
Top 20 Best Small Companies
Forbes Global 2000

WebBusiness Annual
50/50 Awards
CIO Magazine 1999

Best International Business Website
Web Awards 1999
About Global Sources

Global Sources (Nasdaq: GSOL) creates and facilitates global trade between buyers and suppliers, by providing the right information, at the right time, in the right format. Our integrated sourcing, marketing and cataloging products and services offer unique solutions that help our community overcome the complexities of cross-border trade.

We aggregate and format value-added content and deliver it to our community via a combination of magazines, CD-ROMs, independent online marketplaces, and private catalogs. Forbes ranked Global Sources as one of the International Top 200 Small Companies in the World.

We serve our established, independently certified community of more than 306,000 active buyers in over 230 countries and territories as of Q4 2001. These buyers purchase direct goods in volume for resale and generate more than 2.9 million inquiries annually for over 135,000 suppliers through Global Sources Online.

Global Sources Online hosts more marketing and sourcing activity than any other global merchandise trade marketplace. The Global Sources Online network is comprised of 27 vertical marketplaces and 14 geographic portals.

We offer unparalleled supplier enablement capabilities in the world’s leading supply markets through 60 content management offices and 700 sales representatives who make approximately 40,000 supplier visits monthly.

Global Sources’ solutions are based on 31 years as a trade magazine publisher serving the global trade community, 11 years as a trade management software developer, and 6 years as a global trade online marketplace operator.

What buyers say about Global Sources

“This is a very useful tool for buyers and suppliers and makes initial contacts very easy.”

Onye Akpala, Owner
Oriona
United Kingdom

“This import millions of dollars worth of goods per year... Global Sources is now the ONLY Internet marketing tool that I use. I wish I could say enough about how much my company has profited from your services, but words would be inadequate.”

Rose Bradley, President
Parisian Cowgirl Fashion Imports
USA

“Great service! You are bridging the world together and making it a smaller place. You are simplifying what otherwise would be a difficult and tedious task of sourcing companies in Asia.”

Elias Jabbour, Business Development Manager
Al-Radwan Group
Hong Kong

“Some of the best supplier sources in the world are available on your website.”

Anil Khemlani, Marketing Executive
Sanwin Watches & Electronics Ltd
Hong Kong

“I really are the most useful tool for finding products and suppliers. We have never been disappointed with the people and companies found through your web page.”

Pilar Fernandez, Manager
Promociones Teasers, C.A.
Venezuela

“Global Sources, quite simply, is an essential tool for the modern business. Use it, because if you don’t, you can bet your competition is!”

Ron Van Egmond, Managing Director
The Alice Group Pte Ltd
Singapore

What suppliers say about Global Sources

“Most buyers found us via Global Sources Online, some from Asian Sources magazines and CD-ROMs.”

Zhen Jie Feng, Asst. General Manager
Xiamen Overseas Chinese Electronic Co., Ltd
China

“The results were amazing. Three days after our products appeared on Global Sources Online, we received 80 inquiries from buyers all over the world.”

Wang Ya Long, Manager
Xianyang Planzhuan Group Corp.
China

“I honestly speaking, we get more inquiries from the Global Sources website. But sometimes, we get the inquiries from the customer directly who reads the magazines.”

Winsea Gu, Salesperson
Apple Metal & Plastic Goods Factory
China

“We are very impressed with these RFI’s through Global Sources.”

Wolfgang Papenmier, Managing Director
Lumberg Sales & Services (Singapore) Pte Ltd
Singapore

“Global Sources is our reliable, long-term partner”

Lin Wei, Chairman
Chaozhou Hongsheng Ceramics Co., Ltd
China

“We perfect in reaching our target customers cost effectively!”

Johnson Chen, Deputy General Manager
Unitex International Button Accessories Ltd
Hong Kong

“Global Sources, quite simply, is an essential tool for the modern business. Use it, because if you don’t, you can bet your competition is!”

Ron Van Egmond, Managing Director
The Alice Group Pte Ltd
Singapore

“We are very impressed with these RFI’s through Global Sources.”

Wolfgang Papenmier, Managing Director
Lumberg Sales & Services (Singapore) Pte Ltd
Singapore
Key contacts for buyers, suppliers and team members

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