



Online • Trade shows • Magazines • Research
(NASDAQ-GS: GSOL)

Investor Presentation

Safe Harbor

This presentation contains forward-looking statements within the meaning of Section 27-A of the Securities Act of 1933, as amended and Section 21-E of the Securities Exchange Act of 1934, as amended. The company's actual results could differ materially from those set forth in the forward-looking statements as a result of the risks associated with the company's business, changes in general economic conditions, and changes in the assumptions used in making such forward-looking statements.

Business at a Glance

A leading B2B media company facilitating China trade

Total Solution

- Online marketplaces
- Trade Shows
- Magazines
- Apps
- Private Sourcing Events

global  **sources**

- Established 1971
- HQ: Hong Kong
- 2,500 team members
- 60 locations, 40 in Greater China

Revenue Sources*

- Marketing services
 - 56% exhibitions
 - 39% online and other media services
 - 5% miscellaneous
- 89% China

Financial Strength

- Revenue of \$167M*
- Adjusted EBITDA of \$29M#*
- \$88M Cash and Securities**
- No debt**

* TTM ending June 30, 2016

** As of June 30, 2016

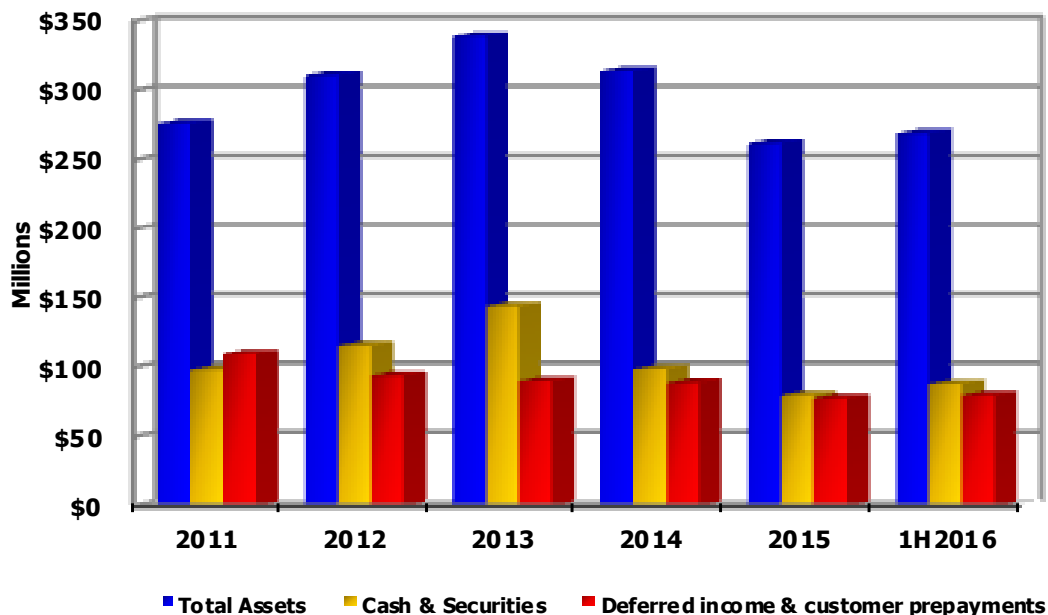
See reconciliation in the appendix

Income Statement

(in US\$ millions except number of shares and per share data)	1H2016	1H2015
Revenue		
Exhibitions	47.4	46.2
Online and other media services	30.7	35.7
Miscellaneous	3.7	4.0
Total revenue	81.8	85.9
Operating expenses	(73.1)	(74.3)
Profit from Operations	8.7	11.6
Interest income	0.3	0.6
Gain on sale of available-for-sale securities	0.1	0.1
Profit on sale of investment	0.0	0.0
Interest expenses	0.0	(0.1)
Profit before Income Taxes	9.1	12.2
Income tax credit / (expense)	0.6	(2.2)
Net Profit from continuing operations	9.7	10.0
Net Profit from discontinued operations, net of income tax	0.0	5.4
Net profit	9.7	15.4
Net (profit)/loss attributable to non-controlling interests from:		
Continuing operations	(0.9)	(1.2)
Discontinued operations	0.0	0.3
Total	(0.9)	(1.0)
Net profit attributable to the Company's shareholders from:		
Continuing operations	8.8	8.8
Discontinued operations	0.0	5.7
Total	8.8	14.5
Diluted net profit per share attributable to the Company's shareholders from:		
Continuing operations	0.35	0.28
Discontinued operations	0.00	0.18
Total	0.35	0.46
Total shares used in diluted net profit per share calculations (IFRS Net profit)	25,358,358	31,534,448

Strong Balance Sheet

Total Assets, Cash & Securities, and Deferred Income & Customer Prepayments

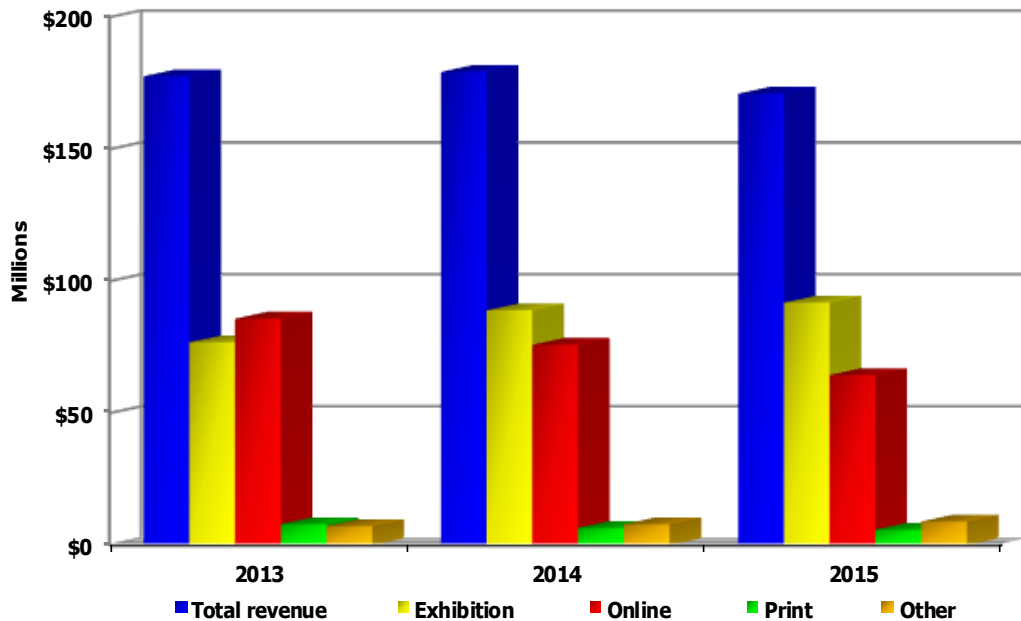


- No debt*
- Cash and securities: \$88M*, 33% of total assets
- In June 2015, completed sale of eMedia subsidiary
- In July 2015, completed \$50 million cash tender offer
- In December 2015, completed \$21.1 million sale of investment property in Shenzhen
- Deferred income \$80M*

* As of June 30, 2016

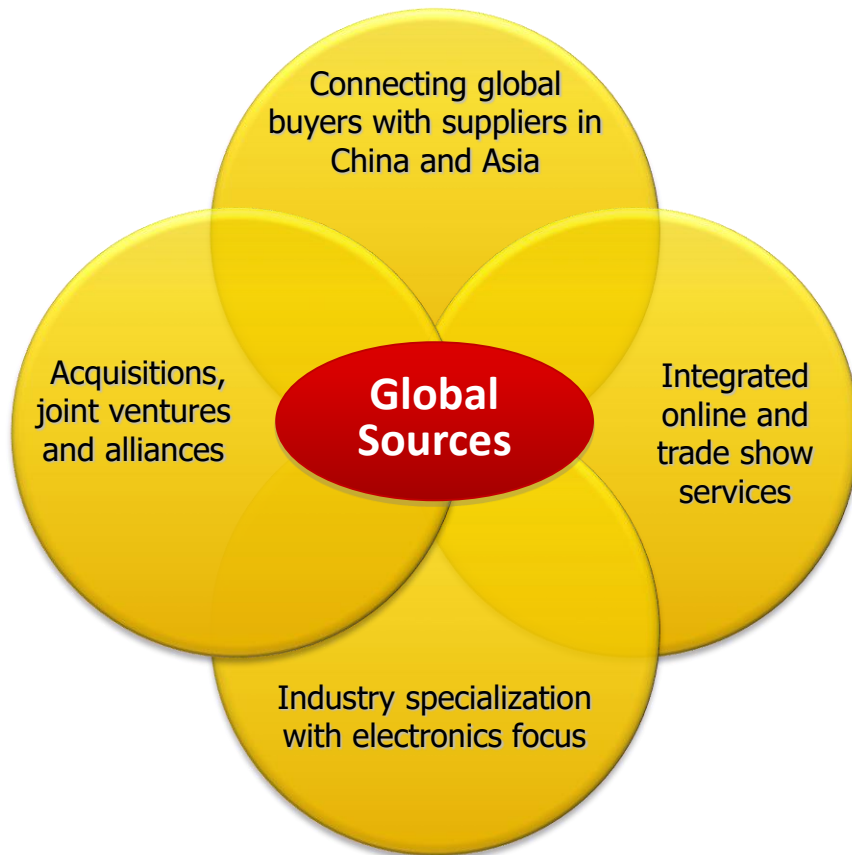
Revenue

Total Revenue & Revenue Mix From Continuing Operations



- Exhibitions accounted for 54% of total revenue in 2015
- Online accounted for 38% of total revenue in 2015

Strategy



- Focus on core business of connecting buyers worldwide with suppliers in China and Asia
- Develop services and content that integrate online marketplaces with trade shows
- Industry specialization: gifts & home, hardware, fashion – and with particular focus on electronics
- Acquisitions, joint ventures, and alliances

Connecting buyers worldwide with suppliers in China and Asia

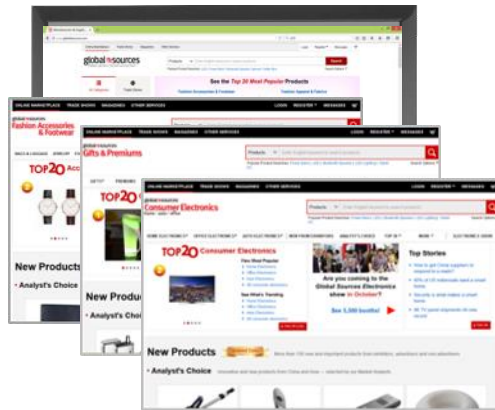


Community: More than 250,000 verified and unverified suppliers

- 13 industry-specific verticals
- 15,000 booths annually (April and October in Hong Kong)



Community: More than one million active buyers worldwide



global sources

Find suppliers online • Meet at our shows

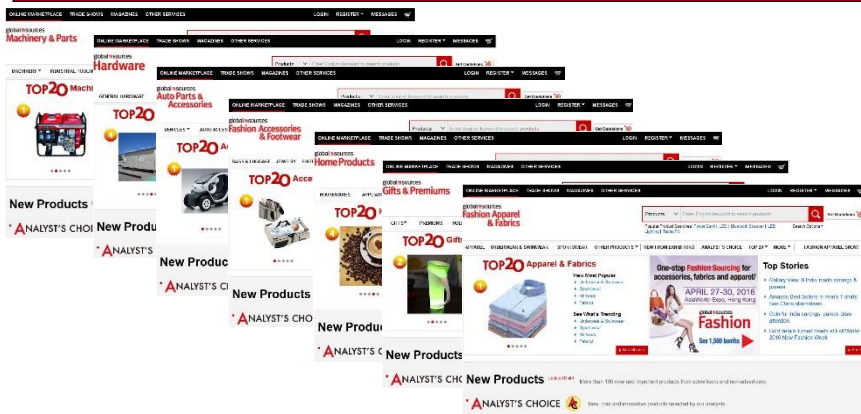
Develop integrated online and trade show offering

Find suppliers online
Meet at our shows



- Objective to integrate the best of online and trade shows
- Before shows, buyers need to be online to browse categories, contact suppliers, get pricing and plan meetings
- Being at the show is invaluable to understand suppliers capabilities – and to get prices and minimum order quantities on the spot
- Mobile app enables buyers at the show to take notes, attach pictures and send inquiries

Industry specialization with electronics focus



- 13 industry vertical websites covering gifts & home, hardware, fashion and electronics
- China's electronics industry:
 - World's largest electronics manufacturing hub
 - Growing product innovation and robust activity around start-ups, accelerators and incubators
 - Electronics exports forecast to grow 10% per annum (on average) from 2015 – 2030¹



Sources: 1 HSBC

Continued...Leadership in China's electronics export industry



- *Global Sources Electronics* :
 - World's largest electronics sourcing show – including the *Startup Launchpad*
 - More than 5,000 booths every April and October
 - 40,000 suppliers online
 - 950,000 buyers, including 220,000 verified at our shows
 - 5 industry-specialized websites – focused on highlighting new, important and innovative products

Industry specialized sites include *Consumer Electronics*, *Security Products*, *Electronic Components*, *Drones and Robotics*; and *Mobile Electronics*.

Acquisitions, joint ventures and/or alliances

SIMM 深圳机械展



China International Fashion
Brand Fair-Shenzhen



- Seeking complementary businesses, technologies or products
- Priorities include acquiring media properties that will extend and enhance existing brands
- Completed acquisition of *Shenzhen International Machinery Manufacturing Industry Exhibition* in 2014
- Acquired *China (Shenzhen) International Brand Clothing and Accessories Fair* in 2012

Guidance: 2H 2016 vs. 2H 2015

- Revenue* \$74M to \$76M
 - Compared to \$85M
- IFRS EPS* \$0.24 to \$0.29
 - Compared to \$0.58
- Non-IFRS EPS* \$0.29 to \$0.34
 - Compared to \$0.33

** From continuing operations*

Board of Directors



Merle Hinrich
Executive Chairman

Founder; Director on the Board of The Thunderbird Independent Alumni Association; Member of Economic Strategy Institute; International Board Member of the Weizmann Institute of Science; Investment Promotion Ambassador with Invest Hong Kong; Graduate Degree in International Trade from Thunderbird School of Global Management; Honorary Doctorate Degrees from the University of Nebraska and Thunderbird School of Global Management; and Honorary University Fellowship from Hong Kong Baptist University.



Sarah Benecke
Independent Director

Chairman of Compensation Committee and Member of Executive Sessions Committee; former Principal Executive Officer from 1994 to 1999; former consultant for *China Sourcing Fairs* launch, development and expansion; and current Board Member of McPherson Media and Asia Contemporary Art Ltd.



Eddie Heng
Independent Director

Chairman of Audit Committee and Member of Executive Sessions Committee; former Chief Financial Officer from 1994 to 2009; Singapore Chartered Accountant and Member of Institute of Singapore Chartered Accountants; Fellow Member of UK Association of Chartered Certified Accountants; current Audit Committee Member of Prison Fellowship Singapore; and former Regional Financial Controller of Hitachi Data Systems.



David Jones
Independent Director

Member of Audit, Compensation and Executive Sessions Committees; current Executive Chairman of VGI Partners; current Chairman of Kudos Energy and Derwent Executive; current Chair of the National Museum of Australia; current Director of EC English Pty Ltd, EMR Capital Pty Ltd and Cape York Partnership Group Limited; former Managing Director of CHAMP Private Equity; and previously founded and led the development of UBS Capital's Australian and New Zealand business. .



James Watkins
Independent Director

Member of Audit, Compensation and Executive Sessions Committees; former Partner in Linklaters law firm, London and Hong Kong; former Director and Group General Counsel of Jardine Matheson Group, Hong Kong; and current Audit Committee Member of Jardine Cycle & Carriage Ltd. and Asia Satellite Telecommunications Holdings Ltd.



Fumbi Chima
Independent Director

Member of Compensation and Executive Sessions Committees; current Chief Information Officer for Burberry plc; former Chief Information Officer for Asia at Wal-Mart Stores; and former Vice President of Corporate Systems at American Express (New York).



Michael Scown
Independent Director

Member of Compensation and Executive Sessions Committees; current Asia Managing Director, Treasury, for Intel Capital; previously Asia Regional Counsel for Intel Capital; former Partner in law firm Russin & Vecchi, LLC's San Francisco and Ho Chi Minh City offices; former Asia Assistant Regional Counsel for Marriott International, Inc. and former Foreign Service Officer with the U.S. Department of State.

Awards and Indexes



*Gold Award for Management
and Corporate Governance
2011, 2012, 2013, 2014 & 2015*



*Titanium Award for Corporate
Governance & Investor Relations
2009 & 2010*



*2006, 2007, 2008, 2009,
2010, 2011, 2012 & 2013*



*Forbes Asia's 200
'Best Under a Billion'
2007*



Microcap® Index



Investment Highlights

- Large market opportunity primarily focused on China exports of electronics and other consumer goods
- Leading provider to the professional market
 - Deep relationships with the largest buyers
 - High quality community of verified suppliers
- Industry's broadest multi-channel platform driven by unique integration of trade shows and online marketplaces
- Strong balance sheet and 45-year track record of profitability



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Thank You

IFRS to Non-IFRS Reconciliation

Management believes non-IFRS metrics are useful measures of operations and provides IFRS to non-IFRS reconciliation tables at the end of this press release. Global Sources defines non-IFRS net profit income as IFRS net profit income excluding non-cash stock based compensation, SBC expense or credit, amortization of intangibles assets as it relates to certain equity compensation plans, profits or losses on acquisitions and disposals of, investments, and disposal net of transaction costs and related tax expenses, and/or impairment charges net of related taxes, for all historical and future references to non-IFRS metrics.

In U.S. Dollars Thousands, Except Number of Shares and Per Share Data

	Six months ended June 30,	
	2016	2015
IFRS diluted net profit per share from continuing operations	\$ 0.35	\$ 0.28
IFRS Net Profit from continuing operations	\$ 8,825	\$ 8,825
Non-cash stock based compensation expense (Note 1)	946	1,120
Amortization of intangibles (Note 2)	184	293
Profit on sale of investment	(43)	-
Impairment of goodwill and intangibles (Note 3)	1,426	-
Non-IFRS Net Profit continuing operations	\$ 11,338	\$ 10,238
Non-IFRS diluted net profit per share from continuing operations	\$ 0.45	\$ 0.32
Total shares used in non-IFRS diluted net profit per share calculations	25,358,358	31,534,448

Notes:

- (1) Actual SBC is calculated based on actual share price on date of the awards.
- (2) Amortization of intangible assets relating to certain non-compete agreements.
- (3) Impairment of intangibles are net of related taxes.

Adjusted EBITDA Reconciliation

Adjusted EBITDA is defined as profit earnings before interest, taxes, depreciation, amortization, non-cash stock- based compensation expense or credit, impairment of goodwill and intangible assets, and profits or losses on acquisitions and disposals of, investments, and disposal net of transaction costs and related tax expenses and impairment of goodwill and intangible assets.

In U.S. Dollars Thousands

	Six months ended June 30, 2016	2015	TTM ending June 30, 2016
IFRS profit from continuing operations	\$ 8,724	\$ 11,592	\$ 25,604
Depreciation and amortization from continuing operations	4,767	5,038	9,728
EBITDA	13,491	16,630	35,332
Non-cash stock based compensation expense	946	1,120	1,975
Impairment of goodwill and intangibles	1,902	-	1,902
Profit on sale of property, net of transaction costs	-	-	(9,791)
Adjusted EBITDA from continuing operations	\$ 16,339	\$ 17,750	\$ 29,418