



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
- Digital and print magazines
- Private Sourcing Events

global  sources

- Established 1971
- HQ: Hong Kong
- 2,900 team members
- 60 locations, 40 in Greater China

Financial Strength

- Revenue of \$204M*
- Adjusted EBITDA of \$42M#*
- \$146M Cash and Securities**
- No debt**

Revenue Sources*

- 97% for marketing services
- By media:
 - 48% online
 - 42% exhibitions
 - 7% print
 - 3% miscellaneous
- 83% China

* TTM ending September 30, 2013

** As of September 30, 2013

See reconciliation in the appendix



Media for Global Trade

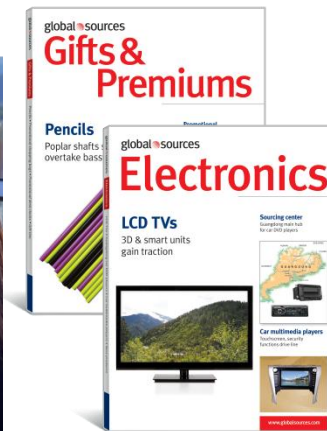


Community: More than 250,000 verified and unverified suppliers

19 Consumer Product Categories



Community: More than 1 million active buyers worldwide (certified with Ernst & Young)



global sources



Verified Suppliers

Media for China Trade



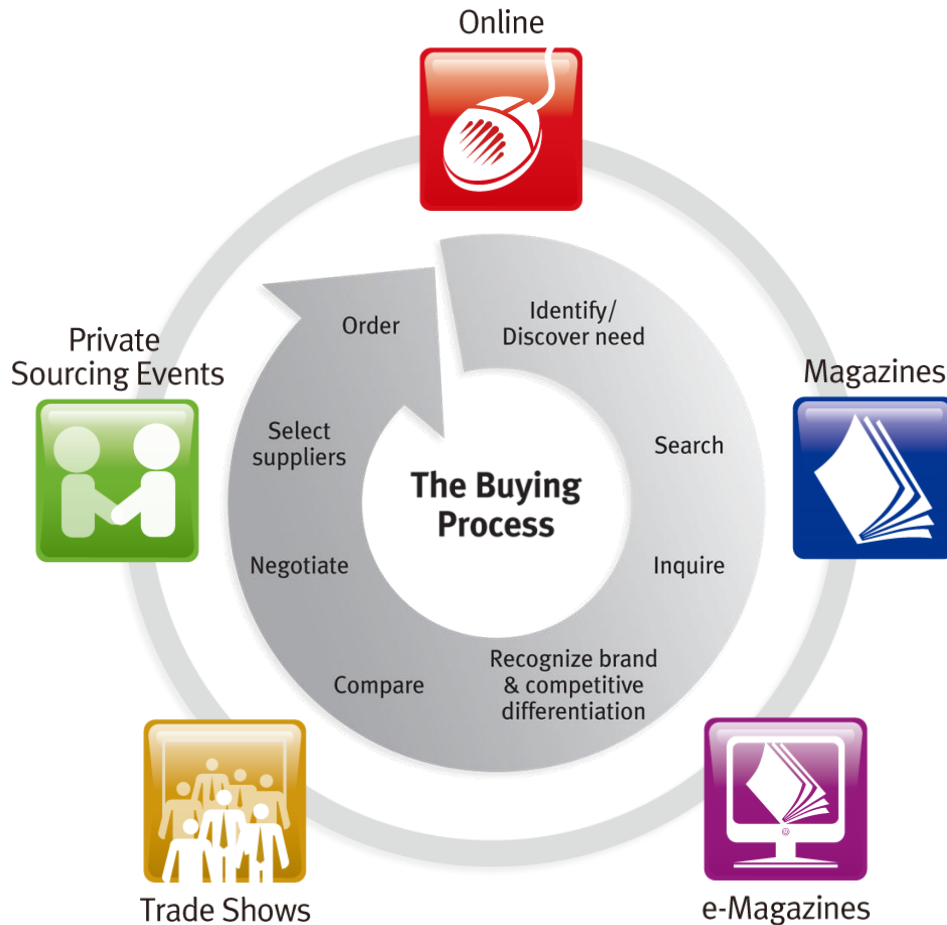
Community: More than 4 million registered online users and magazine readers



Community: Overseas manufacturers of semi-conductors and electronics equipment; luxury consumer brands; domestic suppliers of fashion and electronic products



Fully Integrated Offering



- Addressing all stages of the buying process
- Each media plays a different role. Examples:
 - Online is effective early – to search and make inquiries
 - Trade shows & Private Sourcing Events enable negotiation, supplier selection, and ordering



Large, Professional Buyers



- 80:20 rule generally applies where 80% of imports come from 20% of the buyers^{1,2}
- Professional buyers typically require experienced, financially sound exporters with manufacturing facilities
- In 2012, Private Sourcing Events were held for some 320 sourcing teams, creating more than 1,500 high-quality, one-on-one selling opportunities for suppliers

1 Source: U.S. Customs & Border Control

2 Source: Global Sources estimate from U.S. Customs data



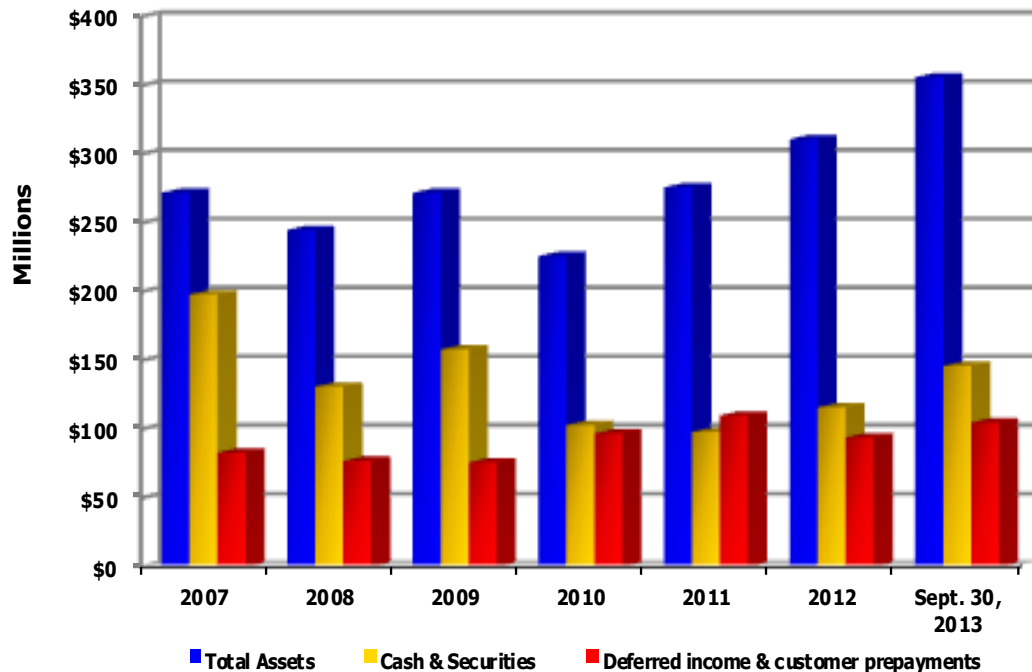
Income Statement

(in US\$ millions except number of shares and per share data)	Q3 2013	Q3 2012	YTD SEPT 2013	YTD SEPT 2012
Revenues				
Online	22.0	30.0	69.7	90.9
Print	3.4	4.1	9.9	12.9
Exhibitions	17.6	23.3	52.4	56.1
Miscellaneous	1.7	1.6	5.5	5.0
Total revenue	44.8	59.1	137.5	164.8
Operating expenses	(36.4)	(47.4)	(120.7)	(140.0)
Profit on sale of property	0.0	0.0	15.4	0.0
Profit from Operations	8.4	11.7	32.2	24.8
Interest income	0.5	0.3	1.1	0.7
Share of loss of associate	0.0	0.0	0.0	0.0
Impairment loss on investment in associate	0.0	0.0	0.0	(0.3)
Profit before Income Taxes	8.8	12.0	33.3	25.2
Income Tax Expense	(1.7)	(1.5)	(4.3)	(2.1)
Net profit attributable to non-controlling interests	(1.8)	(2.3)	(1.2)	(2.1)
IFRS Net Profit	5.3	8.2	27.8	21.0
IFRS Net Profit per diluted share	0.15	0.23	0.77	0.59
Total shares used in diluted net profit per share calculations (IFRS Net Profit)	36,186,254	35,862,759	36,045,545	35,718,965



Strong Balance Sheet

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



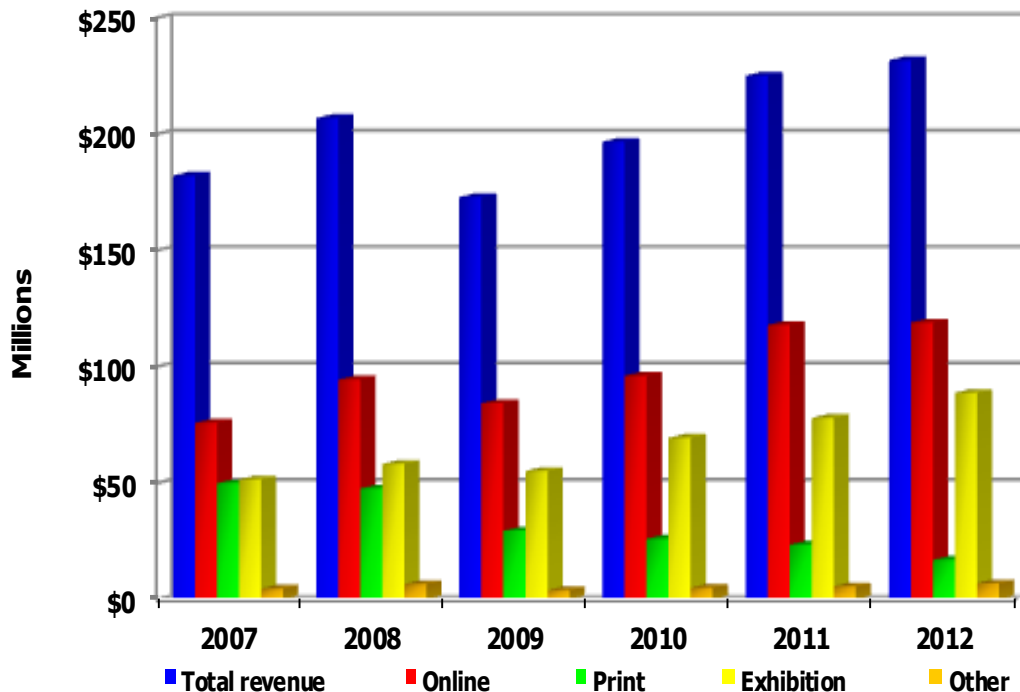
- No debt*
- Cash and securities: \$146M*
 - 41% of total assets
- Deferred income \$105M*
 - 51% of TTM revenue

* As of September 30, 2013



Revenue

Total Revenue & Revenue Mix



- Online accounted for 51% of total revenue in 2012
- Exhibitions becoming a greater proportion of total revenue
- \$89M of exhibition revenue in 2012, 14% YOY growth

Key Trends



- Cost pressures on manufacturers
 - Materials, components, labor, Yuan
- Weakening and shifting demand
 - Weak demand from Europe
 - Growing importance of emerging markets
- Incidents of fraud
 - Heightened appreciation of quality content and trusted content providers
- Trade shows becoming more digital
 - Serving buyers before, at and after the physical shows

Strategy



Four foundations:

- Strengthen position in core, export-focused business
- New product and market development
- Expansion in China's domestic B2B market
- Acquisitions, joint ventures, and alliances



Export Market Penetration

- Objectives:
 - Leverage the combined strengths of GlobalSources.com and the *China Sourcing Fairs*
 - Help customers penetrate emerging markets
 - Help customers differentiate and boost their image

New and Developing Initiatives



- *Find Them and Meet Them* initiative aims to integrate the best of online with the best of and shows
- Adding Product Showcases to China Sourcing Fairs to include additional suppliers and featured products

New Product and Market Development

- Plans include:
 - New geographies
 - New verticals
 - Site and search UI development

New and Developing Initiatives



- Launched China Sourcing Fairs in Brazil in August 2012
- *Mobile and Wireless* show scheduled to launch in 2014 -- along with magazine and online vertical
- New “one-row” has become buyers’ preferred search format

Expansion in China's Domestic B2B Market

- Currently over 4 million registered online users and magazine readers
- Positions in the semiconductor, optoelectronic, fashion and management sectors

New and Developing Initiatives



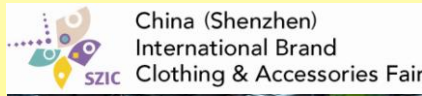
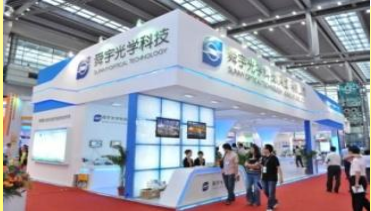
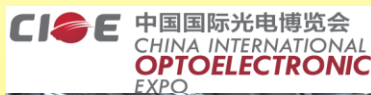
- Further development of organic and acquired businesses
- Expanding into new verticals



Acquisitions and/or Alliances

- Strategy to seek complementary businesses, technologies or products that will help us maintain or achieve market leading positions
- Priorities include acquiring media properties that will extend and enhance existing brands

New and Developing Initiatives



- **2013:** Entered agreement to acquire *Shenzhen International Machinery Manufacturing Industry Exhibition*
- **2012:** Acquired *China (Shenzhen) International Brand Clothing and Accessories Fair*
- **2011:** Acquired EDN-China and EDN-Asia
- **2009:** Acquired *China International Optoelectronic Expo*



Guidance: 2H 2013 vs. 2H 2012

- Revenue \$101M to \$103M
 - Compared to \$126M
- IFRS EPS \$0.32 to \$0.36
 - Compared to \$0.54
- Non-IFRS EPS \$0.36 to \$0.40
 - Compared to \$0.63



Board of Directors



Merle Hinrichs
Executive Chairman

Founder; Member of Board of Trustees of Thunderbird School of Global Management; Board Member of Economic Strategy Institute; Masters Degree in International Trade from Thunderbird; and Honorary Doctorate Degrees from the University of Nebraska and Thunderbird.



Sarah Benecke
Director

Chief Executive Officer from 1994 to 1999; launched flagship website *Global Sources Online*; consultant for *China Sourcing Fairs* launch, development and expansion; and former Vice Chairman of the Hong Kong Exhibition & Convention Industry Association.



Eddie Heng
Director

Former Chief Financial Officer; Singapore CPA and Member of Singapore Institute of CPAs; Fellow Member of UK Association of Chartered Certified Accountants; Director and Audit Committee Chairman of Prison Fellowship Singapore; and former Regional Financial Controller of Hitachi Data Systems.



Roderick Chalmers
Independent Director

Member of Audit, Compensation & Executive Sessions Committees; former Asia-Pacific Chairman & Global Management Board Member of PricewaterhouseCoopers; has at various times been a Non-executive Director of Hong Kong Securities & Futures Commission, Member of Hong Kong Takeovers & Mergers Panel, and Chairman of Hong Kong Working Group on Financial Disclosure.



David Jones
Independent Director

Member of Audit, Compensation & Executive Sessions Committees; Managing Director of CHAMP Private Equity; founded and led the development of UBS Capital's Australian and New Zealand business; former Chairman of Australian Venture Capital Association Limited.



James Watkins
Independent Director

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



Peter Yam
Independent Director

Former President of Emerson Greater China and Chairman of Emerson Electric (China) Holdings Co., Ltd.; non-executive director of ISG Asia Investment (HK) Ltd.; a director of the Executive Committee of Foreign Investment Companies in Beijing from 2003 to 2008; and a non-executive director of Sun Life Hong Kong Limited and affiliates from 2003 to 2010.



Awards and Indexes



*Gold Award for Social
Responsibility and
Investor Relations 2012*



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



*2006, 2007, 2008, 2009,
2010*, 2011*



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



Since June 2007



Highest listing requirements

**Best IR Website in China; Certificate of Excellence for Corporate Governance
in Greater China; Certificate of Excellence for IR Websites in Asia-Pacific*



Investment Highlights

- Large and attractive market opportunity primarily focused on China export and domestic B2B market
- 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 online marketplaces and trade shows
- Strong balance sheet and 43 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 income as net income excluding non-cash, stock based compensation (SBC) expense or credit, amortization of intangibles as it relates to certain equity compensation plans, profits or losses on acquisitions and investments net of transaction costs and related tax expenses, and/or impairment charges, for all historical and future references to non-IFRS metrics. Non-IFRS EPS is defined as non-IFRS net income divided by the weighted average of diluted common shares outstanding.

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

	Three months ended September 30, 2013	Three months ended September 30, 2012	Nine months ended September 30, 2013	Nine months ended September 30, 2012
IFRS EPS	\$ 0.15	\$ 0.23	\$ 0.77	\$ 0.59
IFRS Net Profit	\$ 5,356	\$ 8,205	\$ 27,751	\$ 21,029
Non-cash stock based compensation expense (Note 1)	609	683	1,562	1,807
Amortization of intangibles (Note 2)	167	221	594	604
Impairment loss on investment in associate	-	-	-	302
Impairment of goodwill and intangibles	-	-	2,531	-
Profit on sale of property, net of transaction costs & related tax expenses	-	-	(13,124)	-
Non-IFRS Net Profit	\$ 6,132	\$ 9,109	\$ 19,314	\$ 23,742
Non-IFRS diluted net profit per share	\$ 0.17	\$ 0.25	\$ 0.54	\$ 0.66
Total shares used in non-IFRS diluted net profit per share calculations	36,186,254	35,862,759	36,045,545	35,718,965

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.



Adjusted EBITDA Reconciliation

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

In U.S. Dollars Thousands

	Three months ended September 30,		TTM ending September 30,	Nine months ended September 30,	
	2013	2012	2013	2013	2012
IFRS profit from operations	\$ 8,359	\$ 11,724	\$ 42,399	\$ 32,182	\$ 24,754
Depreciation and amortization	2,038	2,875	8,671	6,487	6,928
EBITDA	10,397	14,599	51,070	38,669	31,682
Non-cash stock based compensation expense	609	683	2,164	1,562	1,807
Impairment of goodwill and intangibles	-	-	3,920	2,531	-
Profit on sale of property, net of transaction costs	-	-	(15,410)	(15,410)	-
Adjusted EBITDA	\$ 11,006	\$ 15,282	\$ 41,744	\$ 27,352	\$ 33,489



2014 Export Show Schedule

Location	Hong Kong		Miami	Sao Paulo	Johannesburg	New Delhi
Show Dates	Apr 12-15, 27-30	Oct 11-14, 18-21, 19-22 & 27-30	Jun 19-21	August 11-13	Nov 20-22	TBC
CSF: Electronics & Components	●	●				●
CSF: Mobile & Wireless	●	●				
CSF: Electronics			●	●	●	
CSF: Security Products	●	●				
CSF: Solar & Energy Saving Products		●				
CSF: Gifts & Premiums	●	●	●	●	●	
CSF: Home Products	●	●	●		●	●
CSF: Fashion Accessories	●	●	●		●	
CSF: Underwear & Swimwear	●	●				
CSF: Garments & Textiles	●	●	●	●	●	
CSF: Hardware & Building Materials				●	●	●
ISF: Garments & Accessories	●	●				
KSF: Gifts & Premiums	●					
KSF: Electronics & Components	●	●				
KSF: Mobile & Wireless		●				
Korea Sourcing Fair			●			
Total (by show period)	11	12	6	4	6	3
Total (by location)	23		6	4	6	3
Total shows	42					

Legend: CSF = China Sourcing Fair ; ISF = India Sourcing Fair ; KSF = Korea Sourcing Fair

