

FOR IMMEDIATE RELEASE

Press Contact in Asia

Camellia So
Tel: (852) 2555-5021
e-mail: cs@globalsources.com

Investor Contact in Asia

Suzanne Wang
Tel: (852) 2555-4747
e-mail: investor@globalsources.com

Press Contact in U.S.

Brendon Ouimette
Tel: (1-480) 664-8309
e-mail: bouimette@globalsources.com

Investor Contact in U.S.

Cathy Mattison
LHA
Tel: (1-415) 433-3777
e-mail: cmattison@lhai.com

Global Sources reports third quarter 2012 results

– Reported revenue of \$59.1 million –

– Posted IFRS EPS of \$0.23 and Non-IFRS EPS of \$0.25 –

– Increases revenue guidance range to be between \$124 million to \$125 million for the second half of 2012 –

NEW YORK, November 15, 2012 – Global Sources Ltd. (NASDAQ: GSOL) reported financial results for the third quarter ended September 30, 2012.

“Our third quarter results reflect the increasing contribution of our exhibitions business and especially several of our shows for the mainland China domestic market,” said Global Sources’ executive chairman, Merle A. Hinrichs. “*SZIC* was held in July and is one of the largest fashion shows in Asia. The *China International Optoelectronic Expo* was held in September and is one of the world’s largest optoelectronics shows. Both shows performed very well and represent a substantial broadening of our footprint in the mainland China domestic market.

“With regards to our core international trade-related business, we expect the soft overseas consumer demand to continue impacting our results. However, at our just completed fall series of *China Sourcing Fairs* in Hong Kong, we were quite satisfied with the overall attendance and level of buying activity.”

Financial highlights – Third quarter: 2012 compared to 2011

- Revenue was \$59.1 million, as compared to \$47.0 million.
 - * Online revenue was \$30.0 million, as compared to \$30.4 million.
 - * Exhibitions revenue was \$23.3 million, as compared to \$9.0 million.
 - * Print revenue was \$4.1 million, as compared to \$6.3 million.

- IFRS net income was \$8.2 million, or \$0.23 per diluted share, as compared to third quarter 2011 IFRS net income of \$4.0 million, or \$0.11 per diluted share.
- Non-IFRS net income was \$9.1 million, or \$0.25 per diluted share, as compared to \$4.9 million, or \$0.14 per diluted share, for the third quarter of 2011.
- Adjusted EBITDA was \$15.3 million, as compared to \$8.4 million for the third quarter of 2011.
- Total deferred income and customer prepayments were \$115.4 million as at September 30, 2012, as compared to \$126.7 million as at September 30, 2011.

Financial highlights – Nine Months Ended September 30: 2012 compared to 2011 – in accordance with IFRS

- Revenue was \$164.8 million, as compared to \$151.1 million.
- IFRS net income was \$21.0 million, or \$0.59 per diluted share, as compared to \$17.6 million, or \$0.50 per diluted share.
- Non-IFRS net income was \$23.7 million, or \$0.66 per diluted share, as compared to \$20.1 million, or \$0.57 per diluted share, for the nine months ended September 30, 2011.
- Adjusted EBITDA was \$33.5 million, as compared to \$26.8 million for the nine months ended September 30, 2011.

Global Sources' CFO, Connie Lai, said: "Third quarter results were substantially enhanced by two new shows – *SZIC* and the *China Sourcing Fairs* in Sao Paulo, Brazil. In addition, the Mumbai show moved from the fourth quarter last year to the third quarter this year. Our balance sheet remains strong. We closed the quarter with a cash and securities position of \$110.8 million, as compared to \$106.0 million at the end of June 2012, and we continue to have no debt."

"We are increasing our second half 2012 revenue and earnings guidance. For the second half of 2012, we expect the revenue mix to range between 46% and 47% for online, 44% and 45% for exhibitions, 6% and 7% for print, and approximately 3% for miscellaneous. In comparison, the revenue mix for the second half of 2011 was approximately 50% for online, 37% for exhibitions, 11% for print, and 2% for miscellaneous."

Financial expectations for the second half of 2012 under IFRS

- For the second half of 2012 ending December 31, 2012:
 - * Revenue is expected to be in the range of \$124.0 million to \$125.0 million, as compared to \$121.0 million for the second half of 2011.

- * IFRS EPS is expected to be in the range of \$0.45 to \$0.47, as compared to \$0.45 per diluted share in the second half of 2011. SBC and the amortization of intangibles as it relates to certain equity compensation plans and impairment of goodwill and intangibles are estimated to be an expense of \$0.07 per diluted share for the second half of 2012.
- * Non-IFRS EPS is expected to be in the range of \$0.52 to \$0.54, as compared to \$0.52 per diluted share for the same period in 2011.
- * Adjusted EBITDA is expected to be in the range of \$27.1 million to \$27.8 million, as compared to \$23.5 million in the second half of 2011.

Recent Corporate Highlights

- Renewed contracts with AsiaWorld-Expo Management to host *China Sourcing Fairs* at Hong Kong's AsiaWorld-Expo for 2015 and 2016. The contracts represent a total value of US\$21.4 million.
- Organized its series of fall shows with more than 7,100 booths in October at Hong Kong's AsiaWorld-Expo. Total attendance exceeded 61,200, and included buyers from 153 countries and territories.
- The fifth annual *China Sourcing Fairs* were held in Mumbai, India in September featuring 400 booths. The *Fairs* are managed by Pico Event Management under license from Global Sources.
- Held the *China International Optoelectronic Expo (CIOE)* in September featuring nearly 3,000 exhibitors.
- The inaugural *China Sourcing Fairs* in Sao Paulo, Brazil were launched in August. The *Fairs* were the largest expositions of mainland China-made products in Brazil, featuring 500 booths. Total attendance exceeded 5,400 and included buyers from 23 countries. The *Fairs* are managed by Milton Exhibits under license from Global Sources.
- Held the *SZIC* fashion show in Shenzhen in July featuring more than 3,500 booths. The *Fair* is one of the largest fashion shows in Asia.
- Held the second *China Sourcing Fairs* in Miami in July for buyers in the U.S.A. and Latin America, featuring over 650 booths. Total attendance exceeded 6,000 and included buyers from 60 countries and territories.
- *Private Sourcing Events* were held from July through October for more than 110 sourcing teams from very large buying organizations including Amazon.com, Auchan, Future Group, Grainger, Home Depot, IKEA, Intercoop, Liverpool, Meijer, Okaidi, OSRAM, William E. Connor and Woolworths. These events created over 600 high quality, one-on-one selling opportunities for Global Sources suppliers.

Conference call for Global Sources third quarter 2012 earnings

Executive Chairman Merle A. Hinrichs and CFO Connie Lai are scheduled to conduct a conference call at 8:00 a.m. ET on November 15, 2012 (9:00 p.m. on November 15, 2012 in Hong Kong) to review these results in more detail. Investors in the United States may participate in the call by dialing (877) 941-2068, and non-Hong Kong international participants may dial (1-480) 629-9712. Investors in Hong Kong may participate by dialing (852) 3009-5027. The conference ID is 4570106 and participants are encouraged to dial 10 minutes prior to the call to prevent a delay in joining. A live webcast of the conference call is scheduled to be available on Global Sources' corporate site at <http://www.investor.globalsources.com>.

For those who cannot listen to the live broadcast, a webcast replay of the call is scheduled to be available on the company's corporate site for 30 days. A telephone replay of the call is also scheduled to be available through November 23, 2012. To listen to the telephone replay dial (800) 406-7325 or dial (1-303) 590-3030 outside the United States, and enter pass code 4570106. For those in the Hong Kong area, the replay dial-in number is (852) 3056-2777, and the pass code is 4570106.

About Global Sources

Global Sources is a leading business-to-business media company and a primary facilitator of trade with Greater China.

The core business facilitates trade between Asia and the world using English-language media such as online marketplaces (<http://www.globalsources.com>), print and digital magazines, sourcing research reports, private sourcing events, trade shows, and online sourcing fairs.

Over 1.18 million international buyers, including 90 of the world's top 100 retailers, use these services to obtain product and company information to help them source more profitably from overseas supply markets. These services also provide suppliers with integrated marketing solutions to build corporate image, generate sales leads and win orders from buyers in more than 240 countries and territories.

Global Sources' other businesses provides Chinese-language media to companies selling to and within Greater China. These services include online web sites, print and digital magazines, seminars and trade shows. In mainland China, Global Sources has a network of more than 30 office locations and a community of over 4 million registered online users and magazine readers of its Chinese-language media.

Now in its fifth decade, Global Sources has been publicly listed on the NASDAQ since 2000.

Global Sources' non-IFRS metrics

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, SBC expense or credit, amortization of intangibles as it relates to certain equity compensation plans, gains or losses on acquisitions and investments, 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. Adjusted EBITDA is defined as earnings before interest, taxes, depreciation, amortization, stock-based compensation and impairment of goodwill and intangible assets.

Safe Harbor Statement

This news release 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.

- Tables Follow –

GLOBAL SOURCES LTD. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(In U.S. Dollars Thousands, Except Number of Shares and Per Share Data)

	<u>As at September 30,</u> <u>2012</u>	<u>As at December 31,</u> <u>2011</u>
	(Unaudited)	
ASSETS		
Current assets		
Cash and cash equivalents.....	\$ 100,134	\$ 81,903
Term deposits with banks.....	2,988	2,764
Financial assets, available-for-sale.....	7,651	13,250
Accounts receivables.....	4,197	4,711
Receivables from sales representatives.....	11,814	6,523
Inventories.....	297	230
Prepaid expenses and other current assets.....	25,573	20,895
	<u>152,654</u>	<u>130,276</u>
Non-current assets		
Property and equipment.....	54,064	55,761
Investment properties.....	74,321	75,370
Intangible assets.....	34,919	11,946
Long term investment.....	100	100
Deferred income tax assets.....	311	325
Other non-current assets.....	3,363	2,552
	<u>167,078</u>	<u>146,054</u>
Total assets.....	\$ 319,732	\$ 276,330
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities		
Accounts payable.....	\$ 10,801	\$ 7,698
Deferred income and customer prepayments.....	103,589	101,841
Accrued liabilities.....	18,852	17,723
Income tax liabilities.....	2,559	714
	<u>135,801</u>	<u>127,976</u>
Non-current liabilities		
Deferred income and customer prepayments.....	11,819	8,290
Deferred income tax liabilities.....	6,232	1,510
	<u>18,051</u>	<u>9,800</u>
Total liabilities.....	153,852	137,776
Equity attributable to Company's shareholders		
Common shares.....	520	518
Treasury shares.....	(150,089)	(150,089)
Other reserves.....	155,061	152,591
Retained earnings.....	147,682	126,653
Total Company shareholders' equity.....	153,174	129,673
Non-controlling interests.....	12,706	8,881
Total equity.....	\$ 165,880	\$ 138,554
Total liabilities and equity.....	\$ 319,732	\$ 276,330

GLOBAL SOURCES LTD. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS
(In U.S. Dollars Thousands, Except Number of Shares and Per Share Data)

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue:				
Online and other media services (Note 1)	\$ 34,115	\$ 36,669	\$ 103,748	\$ 104,612
Exhibitions.....	23,342	9,006	56,066	42,498
Miscellaneous.....	1,646	1,305	4,984	3,948
	\$ 59,103	\$ 46,980	\$ 164,798	\$ 151,058
Operating Expenses:				
Sales (Note 2)	18,686	17,249	57,252	55,058
Event production	6,548	2,616	16,534	13,364
Community and content (Note 2)	8,172	7,859	24,068	24,648
General and administrative (Note 2).....	10,647	10,315	32,225	28,939
Information and technology (Note 2)	3,326	3,294	9,965	9,537
Total Operating Expenses	\$ 47,379	\$ 41,333	\$ 140,044	\$ 131,546
Profit from Operations	\$ 11,724	\$ 5,647	\$ 24,754	\$ 19,512
Interest income	300	83	732	199
Share of loss of associate	-	-	(24)	-
Impairment loss on investment in associate	-	-	(302)	-
Profit before Income Taxes	\$ 12,024	\$ 5,730	\$ 25,160	\$ 19,711
Income tax expense	(1,514)	(633)	(2,050)	(1,157)
Net Profit	\$ 10,510	\$ 5,097	\$ 23,110	\$ 18,554
Net profit attributable to non-controlling interests	(2,305)	(1,134)	(2,081)	(967)
Net profit attributable to the Company's shareholders.....	\$ 8,205	\$ 3,963	\$ 21,029	\$ 17,587
Diluted net profit per share attributable to the Company's shareholders	\$ 0.23	\$ 0.11	\$ 0.59	\$ 0.50
Shares used in diluted net profit per share calculations	35,862,759	35,482,592	35,718,965	35,387,418

Note: 1. Online and other media services consists of:

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Online services	\$ 29,975	\$ 30,378	\$ 90,897	\$ 87,480
Print services.....	4,140	6,291	12,851	17,132
	\$ 34,115	\$ 36,669	\$ 103,748	\$ 104,612

Note: 2. Non-cash compensation expenses associated with the several equity compensation plans and Global Sources Directors Share Grant Award Plan included under various categories of expenses are as follows:

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Sales	\$ 175	\$ 186	\$ 412	\$ 530
Community and content.....	23	56	39	173
General and administrative.....	424	434	1,159	1,053
Information and technology.....	61	64	197	207
	\$ 683	\$ 740	\$ 1,807	\$ 1,963

GLOBAL SOURCES LTD. AND SUBSIDIARIES
ACTUAL IFRS to NON-IFRS RECONCILIATION
(In U.S. Dollars Thousands, Except Number of Shares and Per Share Data)

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
IFRS EPS	\$ 0.23	\$ 0.11	\$ 0.59	\$ 0.50
IFRS Net Profit	\$ 8,205	\$ 3,963	\$ 21,029	\$ 17,587
Non-cash stock based compensation expense (Note 1)	683	740	1,807	1,963
Amortization of intangibles (Note 2)	221	191	604	572
Impairment loss on investment in associate	-	-	302	-
Non-IFRS Net Profit	\$ 9,109	\$ 4,894	\$ 23,742	\$ 20,122
Non-IFRS diluted net profit per share	\$ 0.25	\$ 0.14	\$ 0.66	\$ 0.57
Total shares used in non-IFRS diluted net profit per share calculations	35,862,759	35,482,592	35,718,965	35,387,418

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.

GLOBAL SOURCES LTD. AND SUBSIDIARIES
ADJUSTED EBITDA RECONCILIATION
(In U.S. Dollars Thousands)

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
IFRS profit from operations	\$ 11,724	\$ 5,647	\$ 24,754	\$ 19,512
Depreciation and amortization	2,875	1,984	6,928	5,321
EBITDA	14,599	7,631	31,682	24,833
Non-cash stock based compensation expense	683	740	1,807	1,963
Adjusted EBITDA	\$ 15,282	\$ 8,371	\$ 33,489	\$ 26,796

GLOBAL SOURCES LTD. AND SUBSIDIARIES
GUIDANCE IFRS to NON-IFRS RECONCILIATION
(In U.S. Dollars Million, Except Number of Shares and Per Share Data)

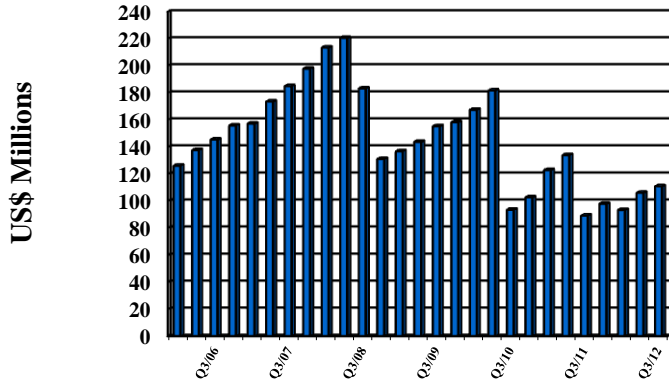
	GUIDANCE		ACTUAL
	Six months ended December 31, 2012		Six months ended December 31, 2011
Revenue	\$124.0	to	\$125.0
IFRS EPS	\$0.45	to	\$0.47
Non-cash stock based compensation expense (Note 1)	\$0.04		\$0.04
Amortization of intangibles (Note 2)	\$0.01		\$0.01
Impairment of goodwill and intangibles	\$0.02		\$0.02
Non-IFRS diluted net income per share	\$0.52	to	\$0.54
Total shares used in non-IFRS diluted net income per share calculations	35,875,000		35,385,218

Notes:

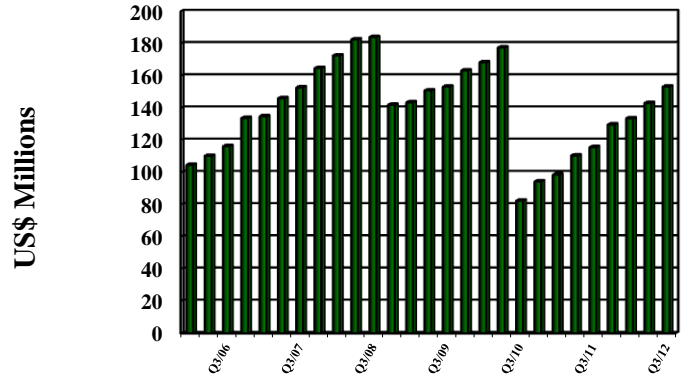
- (1) Actual SBC is calculated based on actual share price on date of the awards.
(2) Amortization of intangible assets relating to certain non-compete agreements.

GLOBAL SOURCES LTD. AND SUBSIDIARIES

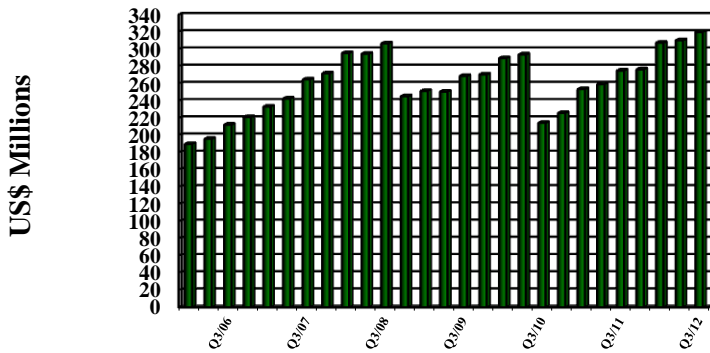
Total Cash and Securities



Total Shareholders' Equity



Total Assets



**Total Deferred Income
Customer Prepayments**

