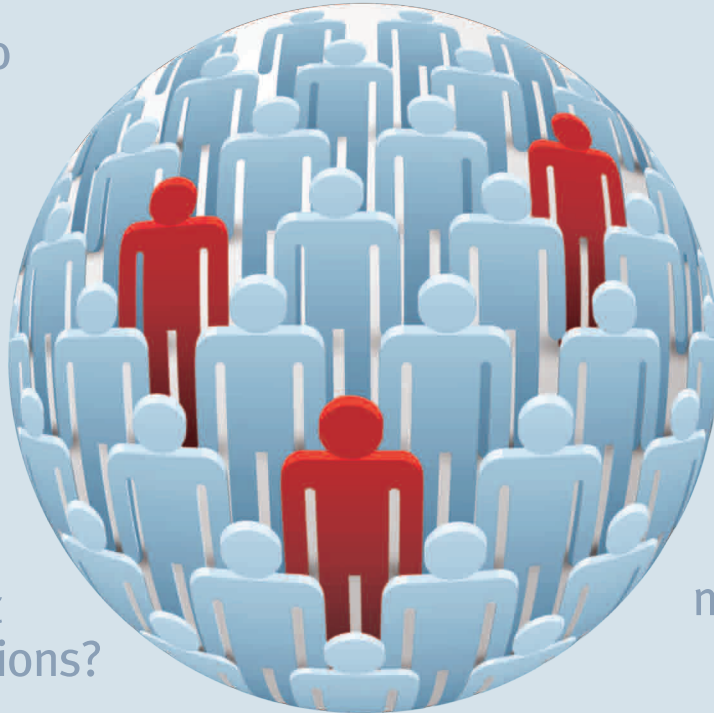


With so many suppliers online, how do you find *the right suppliers*?

Are they who
they say
they are?

Have they
made the
product
before?

Will the
quality meet
my expectations?



Can they
follow
through
on their
promises?

Do they
really have
manufacturing
facilities?

Find *the right suppliers* by using a unique combination of online and trade show services:

Find products online – exclusive products from Verified Suppliers – and products just released by exhibitors at our trade shows, and

Meet face-to-face with the suppliers you've researched – at any of our *China Sourcing Fairs* around the world



Find Them & Meet Them

Finding suppliers is not the problem

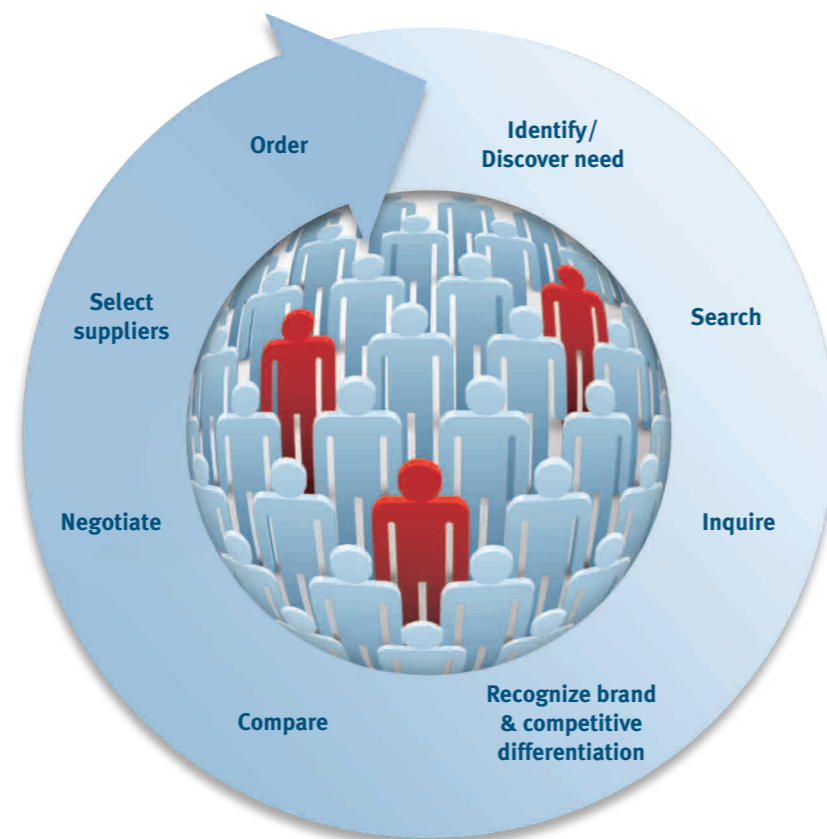
Let Global Sources help you find *the right suppliers!*

How do you find the right suppliers?

Finding the right suppliers has always been difficult. But today, it is riskier and more difficult than ever.

When we interviewed more than 9,000 buyers during the last year, most of them were overwhelmed by the quantity of products and suppliers that are online. The clear request was: How can Global Sources help me filter through the clutter to find reliable suppliers?

With 43 years of experience helping professional buyers source from Asia, we are committed to helping you identify the suppliers that are right for you – no matter what your business type is, how big you are – or what stage you are at in the sourcing process.



The Sourcing Process

Online marketplaces and magazines are most effective in the early stages of the sourcing process – to identify and discover needs, to search, and to make inquiries. However, trade shows are more effective in the later stages – to negotiate, to select suppliers and to place orders.

But why Global Sources?

Our primary objectives are to present you with valuable and exclusive products – and to give you access to all of the qualified suppliers.

We have five guiding beliefs that helped us determine how to best serve you:

- There is an overwhelming quantity of products and suppliers online – and a lot of risk.
- Online-only sourcing content is absolutely necessary – but absolutely *not* sufficient.
- Sourcing at trade shows is necessary for many buyers, but absolutely *not* sufficient.
- Products exhibited at shows have been very carefully selected.
- If possible, you would like to meet a supplier before making a large commitment.

Our Find Them *and* Meet Them initiative strives to integrate the best of online with the best of trade shows. The goal is to help you overcome limitations of online-only sourcing and to provide essential sourcing services.



FIND suppliers – however you choose – using our digital and print magazines, online marketplace, *Product and Supplier Alerts*, *Private Sourcing Events*, or trade shows – *see Page 2*

MEET suppliers, examine their products, and look them in the eye – at our 45 shows all over the world – *see Page 8*





Find Them

GlobalSources.com

“ I really appreciate Global Sources’ clear, usable interface and quick search results. They provide relevant information – no clutter, junk or rubbish splash adverts. I also like the range of info given about companies; e.g., verification, credit check, etc. ”

Keith Bottomley
Izen-Tech



Want help finding *the right suppliers*? See exclusive products from qualified suppliers

Exclusive products from qualified suppliers

Global Sources services are specialized by industry verticals – ranging from electronics, fashion, gifts and home products, hardware and more.

Exclusive products:

- ✓ **60%** of the products from our Verified Suppliers* are not on other websites
- ✓ **Thousands** of exhibitors’ carefully-selected products are online – before, during and after trade shows

The right suppliers:

- ✓ More than **12,000** Verified Suppliers
- ✓ More than **20,000** exhibitors – from all Asian sourcing shows

The industry’s preferred, and most content-rich search results

- Up to 6 products and expandable to 46.
- Headlines describe each supplier’s strengths and capabilities.
- Star Ranking (★★★★★★) enables you to identify larger and more experienced companies.
- Icons highlight certifications, major customers, business license, and much more.

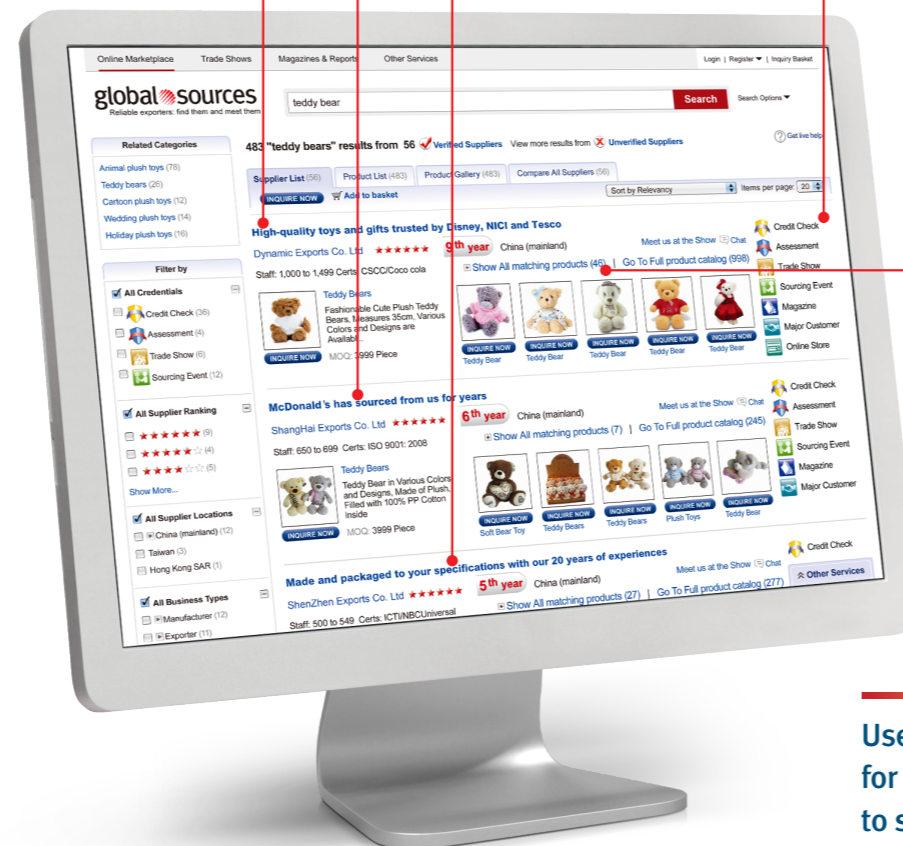
*Note: Verified by Global Sources with 3 or more on-site visits or calls.

Headline highlight unique selling point of the company

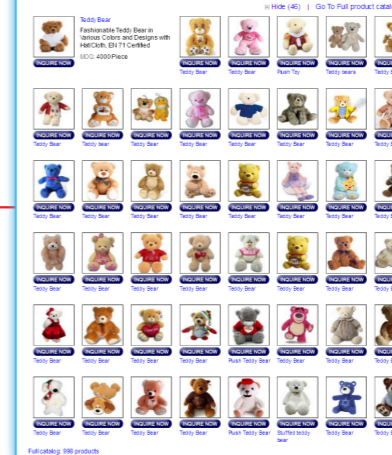
Icons highlight company credentials



9th year (Years as a Global Sources customer)



Expandable products



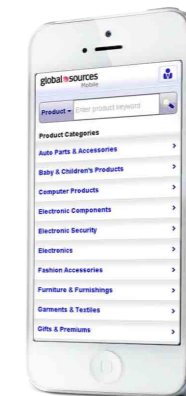
Products from trade shows are online!

Go online to find the industry’s best coverage of products exhibited at trade shows:

- Exhibitors’ products are online before, during and after shows.
- You can filter search results to show trade show exhibitors.
- Search for and find most of the companies who have exhibited at any sourcing show in Asia.
- Exhibitors’ booths are online after shows.



Use our mobile site to search for products and suppliers, to send inquiries – or to get trade show information.
Visit m.GlobalSources.com





Find Them

Product & Supplier Alerts

“Product Alert brings products and suppliers to me.”

Jeff Miller
Star Stores Inc



Need an easy way to keep up-to-date? Get our alerts sent directly to your inbox!

Product Alerts

To keep up-to-date with the product categories you source, you can customize the service according to more than 7,500 different categories:

- Receive updates with photos and specifications whenever new products are posted online.
- See which suppliers plan to exhibit at upcoming shows.

Supplier Alerts

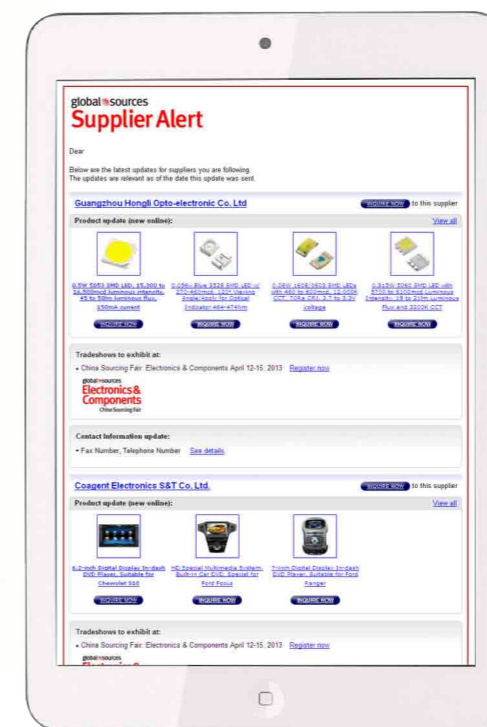
To keep up-to-date with your existing suppliers – or important potential suppliers – simply select those you want to follow. You will then receive an alert whenever they:

- Post new products online
- Make plans to exhibit at a trade show; or
- Have any type of change in their contact information



For your **Product Alerts** you can choose from one or more of 7,500 products categories.

Supplier Alerts let you follow important suppliers and get notified whenever they post new products, make plans to exhibit at a show, or change their contact information.



Contact suppliers for more information

Get quick answers to your questions about pricing, delivery times, certifications and more:

1. From your *Product Alert* and *Supplier Alert* e-mails, simply click the “Inquire Now” button next to any product or supplier listed. Or,
2. Search product categories on GlobalSources.com then:
 - Shortlist them in your Inquiry Basket, and
 - Send inquiries using the inquiry form, or
 - Try our online chat





Find Them

Magazines & Reports

“ The e-Magazines provide a quick and efficient method of searching for advertisers. The adverts tend to be of good quality and provide the necessary details. ”

Brian Forster
Hot Rock Musica



Keep up with industry developments! Choose from 19 different monthly editions

19 specialized sourcing magazine titles

Each issue includes editorial product surveys along with hundreds of advertisements that feature each supplier's most important products. Also, digital formats include video and 360 degree product views.

- Auto Parts & Accessories
- Baby & Children's Products
- Computer Products
- Electronic Components
- Electronics
- Fashion Accessories
- Garments & Textiles
- Gifts & Premiums
- Hardware & DIY
- Home Products
- Machinery & Industrial Supplies
- Medical & Health Products
- Mobile & Wireless
- Security Products
- Solar & Energy Saving Products
- Sports & Leisure
- Telecom Products
- India Products
- Korea Products

Market research on emerging supply markets

- Reports cover markets including India, Indonesia, Cambodia, Vietnam, the Philippines, Myanmar and Nepal.
- Each report covers a specific product line and provides detailed supplier profiles, photos of top-selling products, pricing forecasts, new trends and more.
- Choose from printed or PDF digital versions.



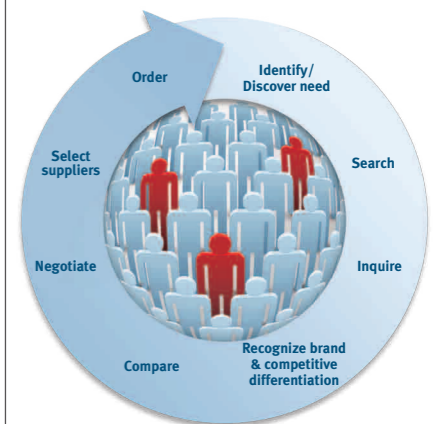
Available on the App Store
global sources Sourcing Magazines

Choose whatever format you prefer: printed editions, PDF e-magazines, or iPad App versions with 360 degree product views.



Find Them and Meet Them

Global Sources enables you to find suppliers with the industry's broadest range of sourcing media. Online marketplaces and magazines are most effective in the early stages of the sourcing process – to discover, to search and to make inquiries.



However, trade shows are more effective in the later stages – for negotiation, supplier selection, and ordering.





Meet Them

Global Sources Trade Shows

“ I think the suppliers from China have been great. The benefits of coming are you can really see and touch the products, communicate with the suppliers, and be able to source well; it really helps. ”

Mmamosa Moekets
TYT Enterprise



Attend *China Sourcing Fairs* in Hong Kong and around the world Evaluate suppliers and inspect their products

Meet suppliers face-to-face

After identifying potential suppliers online or with our magazines, attending our shows will enable you to answer your most important questions:

- Are they really who they say they are?
- Have they made the product?
- Do they really have manufacturing facilities?
- Will the quality meet my expectations?
- Can they follow through on their promises?

Global shows

During the primary sourcing seasons every April and October, Global Sources holds three phases of trade shows in Hong Kong.

- The shows encompass a full range of electronics, gifts and home products, as well as fashion products.
- Exhibitors from throughout Greater China and the rest of Asia show their most important products in more than 6,500 booths.
- Attendees include tens of thousands of international buyers – including virtually all of the biggest names – from over 100 countries.

Regional shows

Throughout the year, Global Sources also takes suppliers to Johannesburg, Sao Paulo, New Delhi and Miami. Benefits of the regional shows include:

- Convenient for newer importers and local buyers.
- Ideal for sourcing in-between the large shows in Hong Kong.
- Exhibitors show products that they feel are suitable for that specific region.



The top 5 reasons to attend

1. Most exhibitors are private, China-based manufacturers.
2. 90% of exhibitors are exclusive – with no presence at other shows.
3. Valuable pre- and post-show services
 - Before the show, see exhibitor's products and profiles on GlobalSources.com.
 - After the show, see exhibitor's products and booth images on GlobalSources.com.
4. Convenient organization with all exhibitors in the Hong Kong venue on the same floor and in category-specific pavilions.
5. Product Showcase galleries provide quick access to the featured products from hundreds of additional products and suppliers.



Exhibitors at the Hong Kong *China Sourcing Fairs* will have more than 100,000 of their products on GlobalSources.com – before the show.





Meet Them

Global Sources Trade Shows

“ We are here to find suppliers and new ideas. People are experienced here. It is very convenient for us to go to only one place and still find many suppliers and different items. Sometimes I am afraid to source from Alibaba. I prefer to come and meet people here. ”

Delphine Perret
ATS Développement Siège Social



See more products and more suppliers From Greater China and throughout Asia

Profitable sourcing in Hong Kong

Each April and October, we hold three comprehensive phases of sourcing shows featuring:

- The *China Sourcing Fairs* as well as *Korea* and *India Sourcing Fairs*.
- More than 6,500 booths of leading products and verified suppliers; plus
- *Product Showcases* with the most important products from hundreds of additional suppliers.

Electronics

The largest selection of consumer electronics products in Asia, comprising more than 4,000 booths. Major categories include:

- Consumer electronics
- iProduct accessories
- Computer products
- In-car electronics
- Home entertainment
- Interconnection technology
- Security products
- Smartphones
- Tablets, mobile devices & accessories
- Personal digital electronics
- GPS
- Telecom products
- Electronic components

Gifts & Home Products

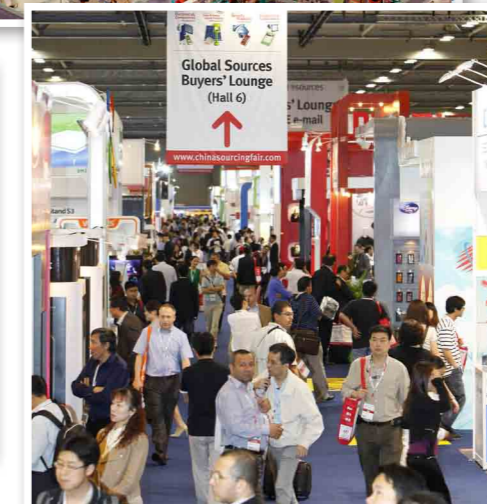
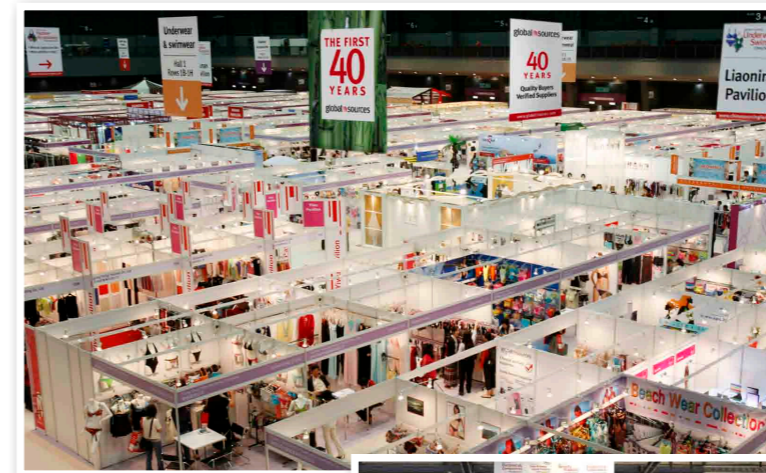
More than 1,500 booths of exhibitors – many of whom have green and socially responsible policy statements. Major categories include:

- Green lighting & electrical
- Household, appliances & health
- Bags & luggage
- Electronic premiums
- Christmas, seasonal & party
- Building and décor
- Kitchen & dining
- Stationery
- Gifts & event promotions
- Toys and baby care

Fashion, Apparel & Accessories

Over 1,300 booths with major categories including:

- Headwear, scarves & gloves
- Casual, fashion & evening bags
- Fashion belts
- Swimwear & beachwear
- Fabric, lace & trimmings
- Children's wear
- Fashion jewelry
- Fashion footwear
- Underwear & sleepwear
- Casual wear
- Garments & textiles
- Sweaters & knitwear



Personal sourcing services

If you can't find what you need, Global Sources is committed to helping you.

If you are at our shows, use our *Personal Shortlisting Service*. Or if you are online, you can chat with our customer service staff.

Simply give us your requirements and we will do our best to provide you with a shortlist of potential suppliers.



See more than 6,500 booths every April & October – where more than 90% of exhibitors cannot be seen at other shows in the region! Plus hundreds of other suppliers will be showing their very best products in convenient *Product Showcase galleries!*





Meet Them

Private Sourcing Events



Find better suppliers faster! In production hubs throughout China

Private Sourcing Events

This service has been used by many of the world's largest buyers since 2004.

WHAT: Meetings with verified suppliers – pre-selected to match your requirements.

WHY: Find better suppliers faster.

WHERE: At Global Sources' trade shows and offices throughout China – and virtually, via the internet and/or teleconference.

To apply, contact us at PrivateSourcingEvents@globalsources.com or visit www.PrivateSourcingEvents.com.



During the past year, 62 *Private Sourcing Events* were held – for 109 leading brands and retailers – resulting in more than 1,900 individual meetings.

Buyers who have used Global Sources' Private Sourcing Events

- AEON
- Amazon.com
- Boots
- Brookstone
- Casino
- Creta
- Disney
- El Corte Ingles
- Falabella
- Foxconn
- Gloria Jeans
- Intelbras
- Kmart
- Lightinthebox
- Lotus
- Macy's
- Mothercare
- Monster
- Nike
- Office Depot
- Okaidi
- Oxylane
- Philips
- Sears
- Siemens
- Tesco
- Woolworths Aus
- AG Electronica
- Auchan
- Bosch
- Carrefour
- Coppel
- Dell
- Dollar General
- Eximagen
- Flextronics
- Future Group
- IKEA
- JC Penney
- Li & Fung
- Liverpool
- LPP
- Mary Kay
- Metro
- Moto
- Nokia
- OfficeMax
- OSRAM
- Panasonic
- Sanyo
- Sharp
- Staples
- The Source
- Zara

Here's what buyers have to say!

“ Global Sources is a great source for buyers. The *Private Sourcing Events* offer a great platform and business opportunity for us. Besides meeting potential vendors, we also learn the latest trend and market information. ”

Lisa Pan
Staples Brand Consulting

“ The volume of suppliers and lines on the Global Sources website – from small quantity to OEM – is amazing. I have no need to use any other site for all my purchasing requirements. ”

Keith Lloyd
Electronic Cigarettes

“ I come here twice a year, in April and October. This event (*China Sourcing Fair*) is great and there are many new products. Global Sources makes it very easy for you to find products. Services at the show are very good. ”

Michael Hoekstra
Controlled Comfort



“ Global Sources features a large selection of suppliers and products. It also sends me regular e-mail alerts about new suppliers or products in my chosen category. ”

Desmond Cohen
Pacific Oasis

“ The Fair is the nicest show. It is easier to see products separated by pavilion. Here, companies are more established. At Canton Fair, most exhibitors are trading companies and do not have factories. ”

Hy Laniado
la femme fatale

“ We were impressed with the suppliers we met at the Event. We look forward to working more with Global Sources going forward to find even more suppliers at the next *Samsung Custom Private Sourcing Event* in the third quarter. ”

Jang Yoo Chun
Samsung Electronics



Reliable Exporters – Find Them *and* Meet Them



Integrating the best of online and trade shows

Exclusive products:

- ✓ **60%** of products from Verified Suppliers are not on other websites
- ✓ **Thousands** of exhibitors' carefully-selected products are online – before, during and after trade shows

The right suppliers:

- ✓ More than **12,000** Verified Suppliers
- ✓ More than **20,000** exhibitors – from sourcing shows throughout Asia



With Global Sources you can find suppliers with the industry's broadest range of sourcing media – and meet suppliers at shows in Hong Kong, Johannesburg, Sao Paulo, New Delhi and Miami.

Visit us today at GlobalSources.com or e-mail us at service@globalsources.com.

global  sources

www.globalsources.com