



NEWS RELEASE

GES MARKS TWO MILLION IBM POS MILESTONE

Singapore, 22 May 2006 – GES International Limited (“GIL”), one of the world’s leading Original Design Manufacturers (ODM) of Point-of-Sale (POS) systems, has produced two million POS products for IBM, crossing a new milestone in its 14-year collaboration with the multinational corporation. This translates to about US\$1 billion worth of GES shipments to the world’s largest information technology company. IBM and GES jointly celebrated this milestone with their business partners and staff in a commemoration event in Singapore yesterday.

GES launched its foray into the ODM business when IBM approached the company to co-design and build its POS machines in 1992. Working in close partnership, IBM and GES crossed a major milestone in 2001 with the first millionth POS machine. In just half the time, the long-standing business partners recorded the two million milestone this year. The POS products manufactured by GES are shipped worldwide and many of them can be found on the checkout counters of major retail stores globally.

Over the last 14 years, GES has constantly enhanced its expertise to offer integrated ODM solutions that embrace product design, engineering, manufacture and after-sale support service. Besides co-designing and building new POS products to meet changing market demands, GES has also provided IBM with engineering support to improve existing products, thus extending the life cycle of its Retail Store Solutions POS products.

Mr Goh Lik Tuan, Executive Chairman, GES International Limited, said: “We are very proud to have successfully co-designed and built two million POS machines for IBM

and have sustained the 14-year partnership. IBM was our first major customer and remains as one of our key customers today. The trust and confidence that IBM has placed on our capabilities in design, manufacturing and engineering services will continue to spur us to surpass their expectations.”

Acknowledging the consistently high standards of GES, IBM has presented the company with numerous awards for outstanding manufacturing and delivery performance.

Mr Goh added: “We are confident that with our commitment to quality, service and flexibility for our customers, we will continue to offer technologically-advanced POS products for IBM in the years ahead. As our ODM activities continue to grow, our ODM business will remain as the main engine of growth for the company.”

Recognising the opportunities in the ODM business, GES embarked on a strategy to evolve into a major ODM-POS manufacturer in the global business environment. Today, GES counts as a key player in the global ODM-POS business, with Singapore producing more than half of the global output. With the continued success from its ODM activities, the ODM business will remain as the main engine of growth for GES.

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About GES International Limited

GES International Limited is a homegrown Original Design Manufacturer of Point-of-Sale systems and other industrial applications such as metering products, industrial controllers and medical test equipment as well as an Original Equipment Manufacturer of electronic products. Established in 1975, the Company is listed on the Singapore Exchange. GES is recognised as one of the world’s largest manufacturers of POS systems and has manufacturing facilities in Singapore, Malaysia, China and the United States of America.

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