

ECS HOLDINGS PTE LTD

A M&A CASE

ECS HOLDINGS AND ITS GROUP OF COMPANIES ARE IN THE BUSINESS OF:

- DISTRIBUTION OF HARDWARE
- DISTRIBUTION OF SOFTWARE
- LARGE CONTRACTS
- TRAINING & MAINTENANCE

MERGER & ACQUISITION



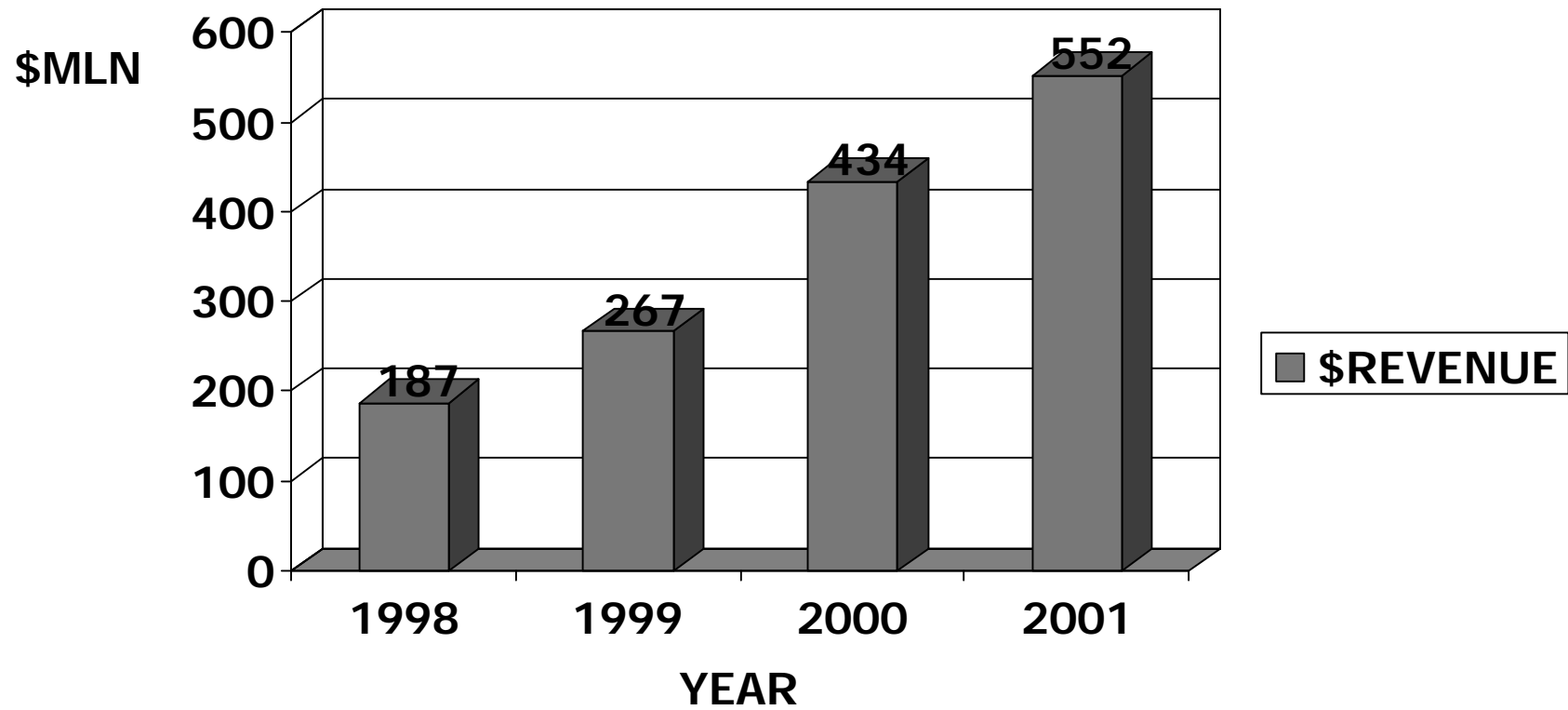
GLOBAL GIANTS

- INGRAM MICRO
- CHS
- TECH PACIFIC
- CSC/CSA

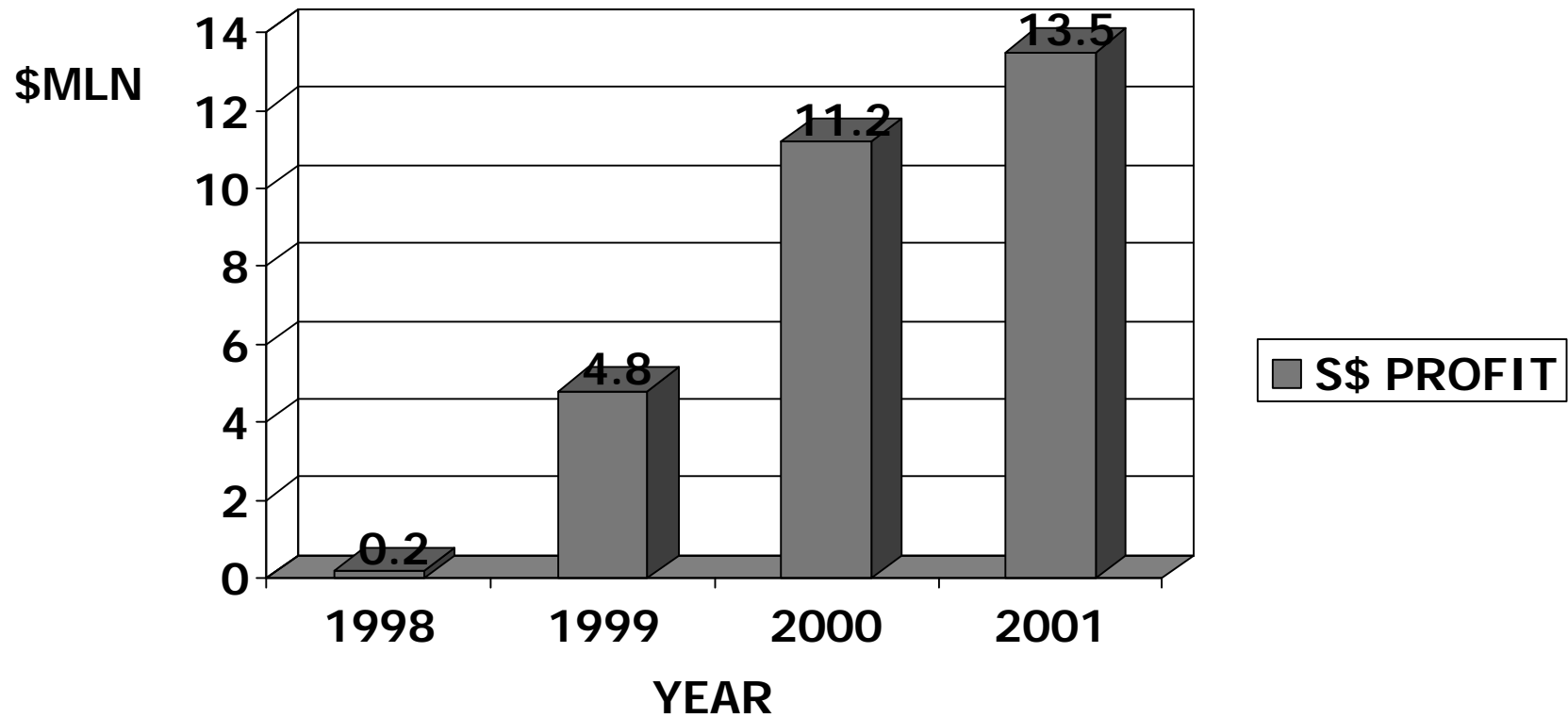
2000 REVENUE BREAKDOWN

■ SINGAPORE	S\$219 MLN
■ THAILAND	S\$130 MLN
■ MALAYSIA	S\$ 85 MLN
■ TOTAL	S\$434 MLN

REVENUE



PROFIT AFTER TAX



PRODUCT RANGE

	HP	SUN	MS	IBM	CPO	CHK PT	LEXMARK	CANNON
ECS SGP	X	X				X		
KU M'SIA	X			X			X	X
VALUE THAI	X		X		X			

WHY?

- SIZE
- THREATS
- COMMON PRINCIPALS
- UNCOMMON PRINCIPALS
- LIKE MINDED FOUNDERS
- NEED TO GROW AND COMPETE

EFFECTS

- BETTER SUPPLY COST
- LESS INVENTORY
- FOCUS ON COUNTRY
- SHARE SYSTEM & RESOURCES
- GEOGRAPHICAL REACH & SIZE

CHALLENGES

- DIFFERENT LAWS IN DIFFERENT COUNTRIES
- DIFFERENT COMPANY CULTURES
- DIFFERENT SYSTEMS
 - IT
 - FINANCE
 - LOGISTIC