

ECS HOLDINGS LTD

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## NEWS RELEASE

### ECS HOLDINGS LIMITED ANNOUNCES PARTNERSHIP WITH TOSHIBA IN CHINA

Expects US\$60 million to US\$80 million incremental revenue  
from new partnership of Toshiba's leading PC notebooks

**SINGAPORE** - 15 April 2004 - In a strategic move to reinforce its business in China, mainboard listed ECS Holdings Ltd today announced that one of its subsidiaries, ECS Technology (China) Limited, has been appointed by Toshiba Computer Systems (Shanghai) Co Ltd. as its new distributor for Toshiba's latest range of PC notebooks for the China market. This appointment is expected to have a positive material impact on ECS' FY2004 earnings and will further strengthen ECS' leadership in the China IT distribution market.

ECS is targeting a US\$60 million to US\$80 million increase in its revenue in China through this appointment. Several analysts in China are forecasting a fast growing PC notebook market in China. PC notebook shipments in China increased 86% year-on-year in 2003 to reach 1.8 million units, indicates research house IDC.

Toshiba's latest generation of notebooks will include the Satellite M18 and Tecra M2V.

Highlighting the importance of strong strategic alliance with Toshiba, which is one of the top three leading PC notebook vendors in China, Mr Tay Eng Hoe, Group CEO for ECS Holdings Limited, the parent company of ECS Technology (China) Limited, said this appointment signifies ECS' leadership among the established technology vendors.

Mr Tay said, "ECS has developed a solid foundation of management, business strategy and local market commitment across this region—these attributes are important to our partners. Our vendors have recognized ECS' solid track record of providing strong market coverage through its 5,500 resellers and partners in China, and understand that ECS has been helping corporations to achieve business value through effective end-to-end value chain management, including enablement of enterprise collaboration from business process to execution tools with supporting infrastructure. Today, some of the best-in-class products are produced by leading Japanese technology vendors, such as Toshiba. Our significant commitment in China and this important local partnership with Toshiba demonstrate our successful penetration in a high growth PC notebook market."

ECS Technology (China) has been in operation in China since 1992 and a major contributor of the Group's FY2003 revenue. Mr Tay, continued, "Our partnership with Toshiba is a significant development for our continued growth in China. We are moving in the right direction and we are excited to be working closely with Toshiba as our strategic partner in China for PC notebooks. With its proven leadership in the

PC notebook market, we can now offer an even more comprehensive integration among our portfolio of leading products and technologies to help businesses in China sustain their competitive advantage through rapid implementation and deployment of technology, information and services."

Commenting on the partnership, Shuji Murakami, President, Toshiba Computer Systems (Shanghai) Co Ltd. said, "ECS is a strong and proven player in the distribution and IT value chain market and we are confident that their expertise and experience will help us extend our leading offerings in the China market. We also look forward to work closely with them in future joint programs and initiatives to deliver even more value-added services to our customers."

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#### About ECS Holdings Ltd

ECS Holdings Limited is the holding company of a group of five subsidiary companies comprising ECS Computers (Asia) Pte Ltd in Singapore, ECS Technology (China) Limited in China. ECS Kush Sdn Bhd in Malaysia, The Value Systems Co., in Thailand and ECS Indo in Indonesia. The Group is a leading e-infrastructure enabler and e-services provider serving and supporting Asia's growing internet economies. ECS is listed on the mainboard of the Singapore Exchange Securities Trading Limited.

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