



## PCH INTERNATIONAL SECURES \$21 MILLION IN VENTURE CAPITAL FUNDING FROM LIGHTSPEED, NORWEST AND FOCUS

(Cork, Ireland) 17<sup>th</sup> September 2008 - PCH international, a global supply chain services firm, announced today that it has received \$21 million in venture funding from Lightspeed Venture Partners, Norwest Venture Partners and Focus Ventures, three leading venture capital firms based in Silicon Valley.

The funding will be used to accelerate the growth of the company by expanding its sales and marketing operations in the U.S. and Europe, broadening its service capabilities within China and South East Asia, and enhancing its IT infrastructure and systems. The partnership with the new investors will also provide PCH with access to potential new clients particularly in its core market of the US.

PCH was founded in Cork, Ireland in 1996 and currently has its operations headquarters in Shenzhen, China. Since 2005, the company has successfully transitioned from being an electronic component sourcing operation to a business that provides full supply chain management services. It services a range of global customers within the consumer electronics, personal computer, medical devices, telecom and other technology industries.

PCH's range of services substantially reduces its clients' time to market, front-end inventory requirements and working capital needs. The Company's client roster includes some of the leading consumer brand companies in North America, Europe, Asia and South America. PCH currently employs 700 people in Ireland, China, Singapore, the U.K., the U.S., Brazil and South Africa.

Commenting **Liam Casey**, CEO PCH International, said: "Over the past decade, consumer electronics devices have become more sophisticated, product life cycles have shortened, and consumer taste has changed rapidly. Product companies are increasingly demanding greater speed and flexibility in their supply chains, shorter-term lower-volume product commitments and the ability to personalise and custom-configure their products and packaging. PCH capitalises on this trend by offering flexible contract manufacturing capacity, and increased transparency resulting in the ability of its clients to develop, launch and deliver products faster."

**Jim Boettcher**, General Partner of Focus Ventures, said he is excited about PCH as it "provides western companies, large and small, consumer electronics as well as traditional manufacturers, a value added partner to help them leverage the growing manufacturing prowess of China. PCH also can streamline and effect big cost savings in global supply and logistics value chains. PCH has built up an incredible customer base over its short existence and we see many opportunities for further growth and expansion into new SAAS and financing services as well."

### **About PCH**

PCH International is an integrated specialist supply chain services firm serving the consumer electronics, personal computer, medical devices, telecom and other industries worldwide. Based in Shenzhen, China PCH offers end-to-end supply chain

management services, from product concept and design, to manufacturing, to final consumer. PCH was founded in Cork, Ireland in 1996 by Liam Casey, who was voted Ireland's Ernst & Young Entrepreneur of the Year in 2007.