



MEDIA RELEASE

Total: 4 pages

D-SIMLAB Recognized as a “Born Global” Company by International Commercialization Alliance

Exemplary profiling validates D-SIMLAB’s business model and success since inception

Singapore, 21 March 2013 – D-SIMLAB Technologies Pte Ltd (“D-SIMLAB”), the Singapore-headquartered leading provider of high-performance, simulation-based business analytics and process optimization solutions has been selected to present its journey as a Born Global¹ company at the International Commercialization Forum (“ICF”) in Toronto, Canada. Hosted by the Centre for Commercialization of Research, the third annual ICF is a by-invitation event among experts to discuss and share compelling novel ideas to improve the state of global innovation. D-SIMLAB was last honored with a Red Herring award in 2010, an annual list of the hottest start-ups in the world.

Since its inception in 2007, D-SIMLAB has consistently derived the majority of its revenue from companies outside Singapore. The company has gained significant traction from global companies in the aerospace industry through D-SIMSPAIR, a software suite for spare parts inventory network planning and optimization in a multi-airline, multi-station network. Two of the top four civil aviation manufacturers have already been secured as customers. In the MRO

¹ The term “Born Global” was coined by Michael Rennie, Managing Partner at McKinsey, in 1993 to describe a company that targets global customers from its beginning. Born-Globals allocate their resources across many countries not just domestically and anticipate revenues from these many countries.

(Maintenance, Repair and Overhaul) vertical, long term subscription and service agreements have also been signed with major players. With a number of top players in the aerospace industry as users, D-SIMSPAIR is on track to becoming the de-facto solution for components support contract design and optimization. Besides, D-SIMCON, the company's technology platform for optimizing production logistics in semiconductor manufacturing has also completed two reference implementations in Singapore and Germany. A European subsidiary in Dresden (Germany) and a US subsidiary in Phoenix AZ have been established and work is also ongoing to establish a presence in China.

Dr Peter Lendermann, CEO and Co-Founder, presented how D-SIMLAB was supported by Exploit Technologies Pte Ltd ("ETPL"), the technology transfer arm of the Agency for Science, Technology and Research (A*STAR) to achieve the internationalization feat. "We founded D-SIMLAB as scientists and knew that we had to develop the company with a global mindset right from the start to become successful. ETPL worked with us and linked us with major aerospace companies through their industry and research networks which brought us the right connections and opportunities to grow. Today, I spend a majority of my time travelling and meeting clients around the world while our team ensures full execution support and conducts rigorous R&D to develop new products. We have limited the number of global locations to three, yet we are able to ensure high quality of delivery and deep knowledge of the target domains. This allows immense scalability for the company and returns for our clients and stakeholders."

D-SIMLAB is committed to providing high performance simulation-based business analytics and process optimization solutions for asset-intensive industries that enable sustainable performance enhancements leading to sustainable savings. "The recognition of being a Born Global company is another important milestone on our way to being recognised worldwide as a leader in simulation-based business analytics and process optimization solutions," said Dr. Nirupam Julka, CFO and Co-Founder of D-SIMLAB.

For media enquiries, please contact:

Dr Nirupam Julka

D-SIMLAB Technologies Pte Ltd

Phone: +65 6665 2017

Mobile: +65 97452897

Email: julka@d-simlab.com

About D-SIMLAB Technologies Pte Ltd

D-SIMLAB Technologies is a leading provider of high-performance, simulation-based decision-support solutions for high value asset management in aerospace and semiconductor manufacturing. Established in 2006 and incubated at Exploit Technologies, it is a spin-off company from Singapore Institute of Manufacturing Technology founded by Dr Peter Lendermann, Gan Boon Ping and Dr Nirupam Julka. D-SIMLAB's present shareholders include Exploit Technologies Investments, Imprimatur Capital (UK) and Tan Gee Beng Pte Ltd (Singapore).

For more information, please visit www.d-simlab.com.

About ETPL

ETPL is the technology transfer arm of the Agency for Science, Technology and Research (A*STAR), Singapore's lead agency for fostering world-class scientific research and talent. A*STAR oversees 14 biomedical sciences, physical sciences and engineering research institutes, and six consortia and centers. As a one-stop resource, ETPL supports A*STAR in transforming the economy through driving innovation and commercializing its research outcomes.

Also known as Exploit Technologies Pte Ltd, ETPL enhances the research output of A*STAR scientists by translating their inventions into marketable products or processes. Through shaping and facilitating licensing deals and spin-offs, ETPL actively engages industry leaders and players to commercialize A*STAR's technologies and apply them to building ecosystems that benefit business, industry and economy.

For more information, please visit <http://etpl.sg>

About Imprimatur Capital Limited

Imprimatur Capital Limited is a London based international, operational, investment business focusing on early stage Intellectual Property ("IP") equity. Imprimatur's business model is founded upon long term relationships with key universities and research institutes working alongside them as a valued partner for the identification, evaluation and commercialization of

their technology. Imprimatur's international perspective and network is a point of significant differentiation in the emerging IP equity investment domain. As an investor Imprimatur provides both principal investment capital and supporting services, working alongside founders and management to build high growth and high value businesses.

For more information, please visit www.impcap.com