



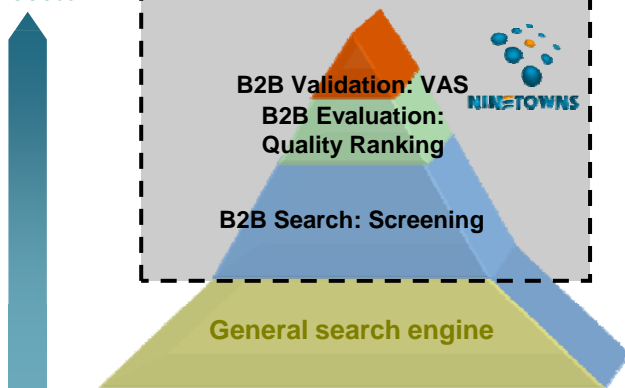
Ninetowns (NASDAQ: NINE) is a leading provider of online solutions for international trade, with key services in automating import / export e-filing, as well as in operating tootoo.com, the leading B2B search and service provider for international trade.

NASDAQ : NINE

## tootoo.com - Powerful Tools for International Trade

### Value Added B2B Search and Services

Procurement Process



### Tootoo.com: Value Proposition to our Clients

#### Value-added Services

- Advanced Evaluation tools;
- E-marketing premium package;
- More...

#### Paying Members

- Priority product placement
- Priority supplier placement
- Premium showroom
- Offline promotion

#### Registered Users

- Organic placement
- Standard showroom
- Standard TOS scoring
- Online communication
- Blogs

## Enterprise Software – Leading Solutions & Automated B2G Services



### New Product

- The most recently launched version of our iQM product series enables international trade enterprises to collect, analyze, monitor, correct and track product quality-related data throughout the production process.
- Such information can be submitted to government agencies prior to the import/export of finished products, which may result in a faster declaration process.

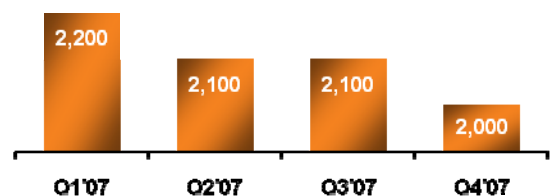
### Functionalities

- ✓ the declaration of electronic supervision data;
- ✓ enterprise quality management;
- ✓ a mobile business platform;
- ✓ statistics and quality analyses.

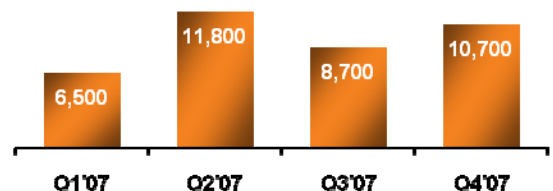
### Sample Clients

- Wrigley Confectionery (China) Ltd.
- Mentholatum (China) Pharmaceutical Co., Ltd.
- Guangzhou Pepsi Cola Beverage Co., Ltd.
- Guangdong Hitachi Koki Co., Ltd.
- Mitsubishi Heavy Industries - Jinling Air-Conditioners Co., Ltd.
- Panasonic Home Appliances Air-Conditioning (Guangzhou) Co., Ltd.

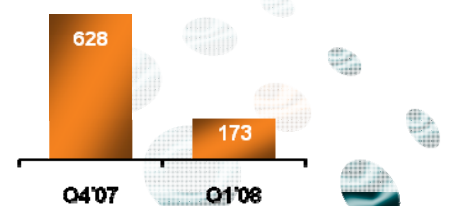
### iDeclare Package Total Sold in 2007: 8,400



### iDeclare Services Total Sold in 2007: 37,700



### iQM Package Total Sold So Far: 801





"We are encouraged by the progress we have made on our B2B service to date. While our online services are still very much in a development mode, we will continue to improve the user experience and enhance our services for quality product searches, aided by the continuous feedback we are receiving from our existing paying members. Currently, we estimate that tootoo.com features and services will be fully operational in the first half of 2009, at which time we will deploy our full scale sales and marketing efforts globally."



Shuang Wang  
CEO

## Management Q&A

In addressing the investment community during the recent conference call, CEO Wang highlighted a few important issues:

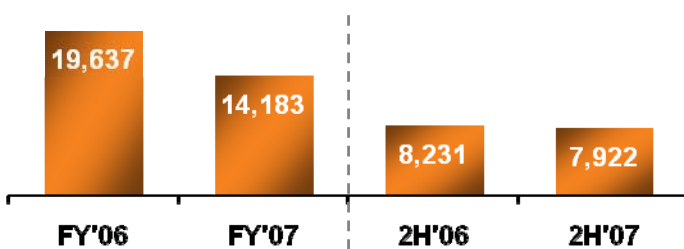
For the tootoo.com trial service named "Golden Positions", we currently have 150 paying members who have provided valuable feedback, enabling the continued improvement of user experiences in order to roll out better services in the future.

Once tootoo.com is fully operational, the sales and marketing strategy is to leverage our existing B2G network as well as to collaborate with intermediaries such as distributors, so the associated incremental sales and marketing expenses from tootoo.com will not be significant.

For the B2G business segment, the newly launched iQM system will have similar market potential as our iDeclare package, however, the selling price for iQM is much higher than iDeclare

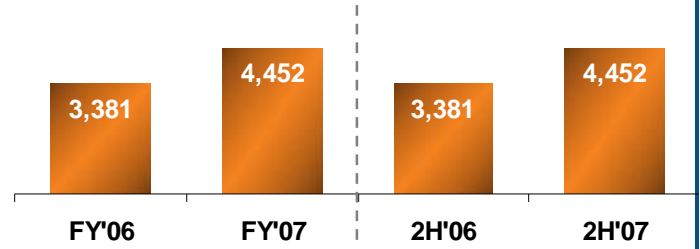
### Total Net Revenue

USD in thousands



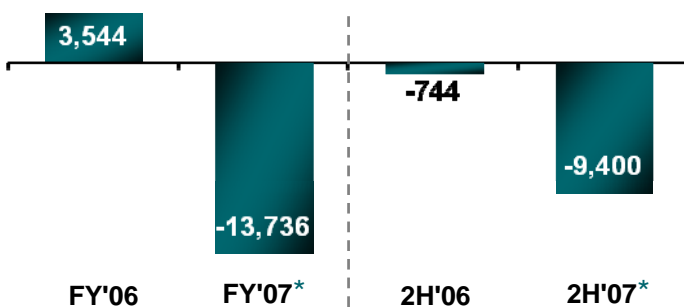
### Unearned Revenue

USD in thousands



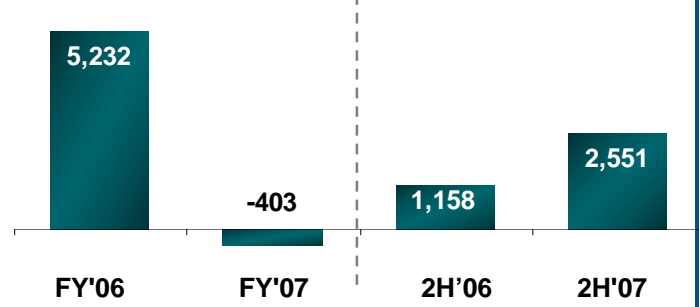
### Operating Profit / Loss

USD in thousands



### Operating Cash Flow

USD in thousands



\* excluding goodwill impairment charge

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