



## Presentation Outline

- ⚙ Corporate Profile
- ⚙ Business Overview
- ⚙ Financial Highlights
- ⚙ Outlook & Strategies / Recent Developments

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 **XMH**

YOUR CONNECTION TO THE RIGHT MACHINE

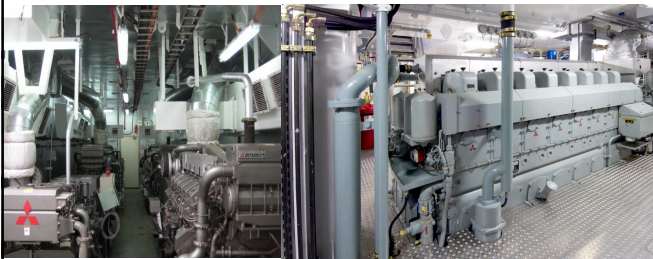
## Corporate Profile

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## Corporate Profile

- A diesel engine, propulsion and power generating solutions provider in the marine and industrial sectors
- Over 50 years of operating track record mainly in Asia
- Listed on the Main Board of the SGX-ST on 26 January 2011



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## Corporate Milestones

1955

- Founder Mr Tan Tum Beng started a small machinery repair and maintenance shop

1960 - 70s

- Resale of used industrial diesel engines and machinery purchased from suppliers in the UK
- Modification of engines for customers in the timber industry

1980s

- Leading supplier of used industrial and marine diesel engines and related machinery manufactured in Japan

1990s

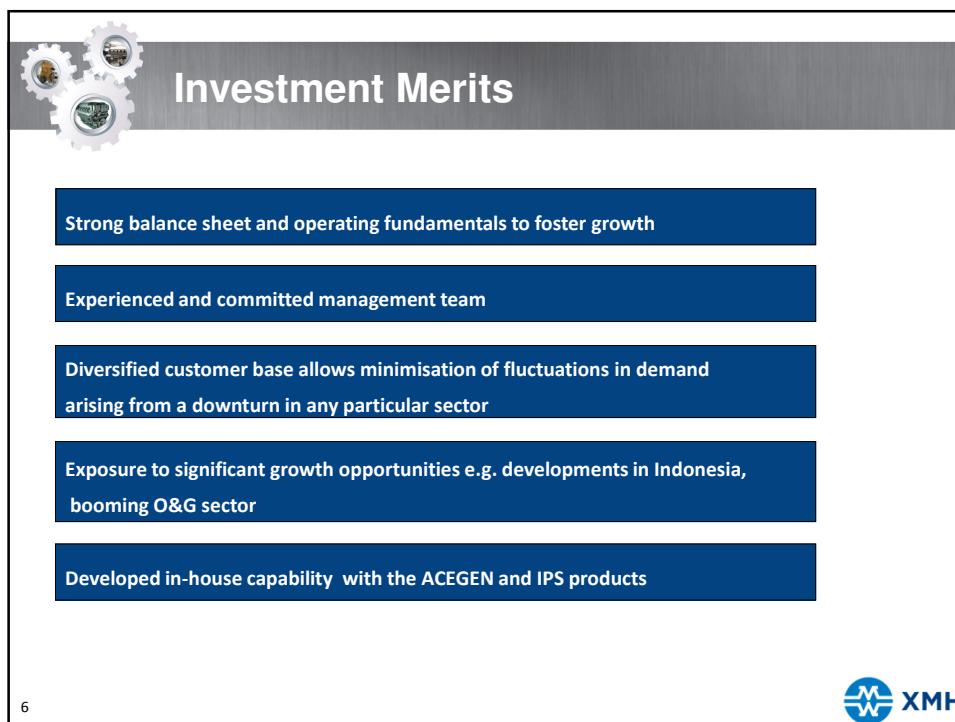
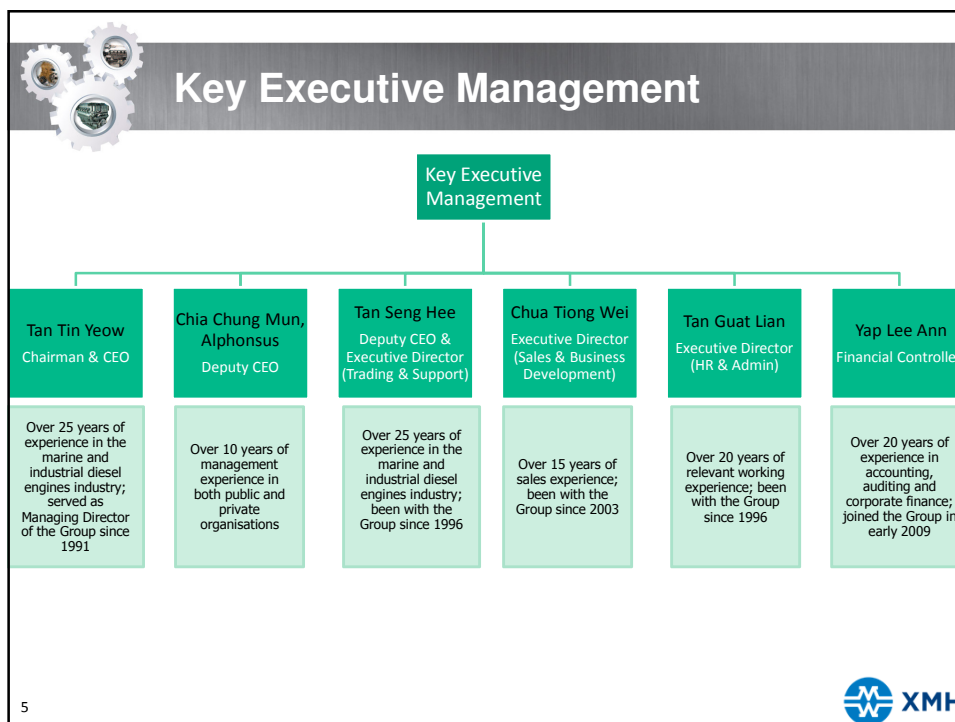
- Xin Ming Hua ("XMH") incorporated in 1991
- Began distribution of new engines and power generating sets under Mitsubishi brand in 1996
- Secured exclusive distribution rights for SOLÉ brand of marine diesel engines and its genuine spare parts for certain regions in 1998

2000s

- Progressively secured distribution rights for products from a wide range of brands namely Akasaka, Hyundai, Doosan, Korsch, Reintjes and CENTA, with some on exclusive basis.
- e-Gen was started in 2000 with 3rd party contracting work of genset assembly and Acegen, which can offer value-added customisation services, was incorporated in 2013 to do genset assembly inhouse
- Established XMH Engineering Pte Ltd to design and develop XMH-IPS in 2007, a one-stop integrated solution for the propulsion requirements of marine vessels

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## Share Statistics

<b>Bloomberg code</b>	XMH SP EQUITY	
<b>Reuters code</b>	XMHL.SI	
Share Price	S\$0.42	
Market Capitalization (385.0M shares)	S\$161.7 million	
P/E	14	
NAV per share	S\$0.11	
Free Float	18.3%	
Substantial Shareholders	Directors	77.7%

*Source: Bloomberg as at 2 July 2013*

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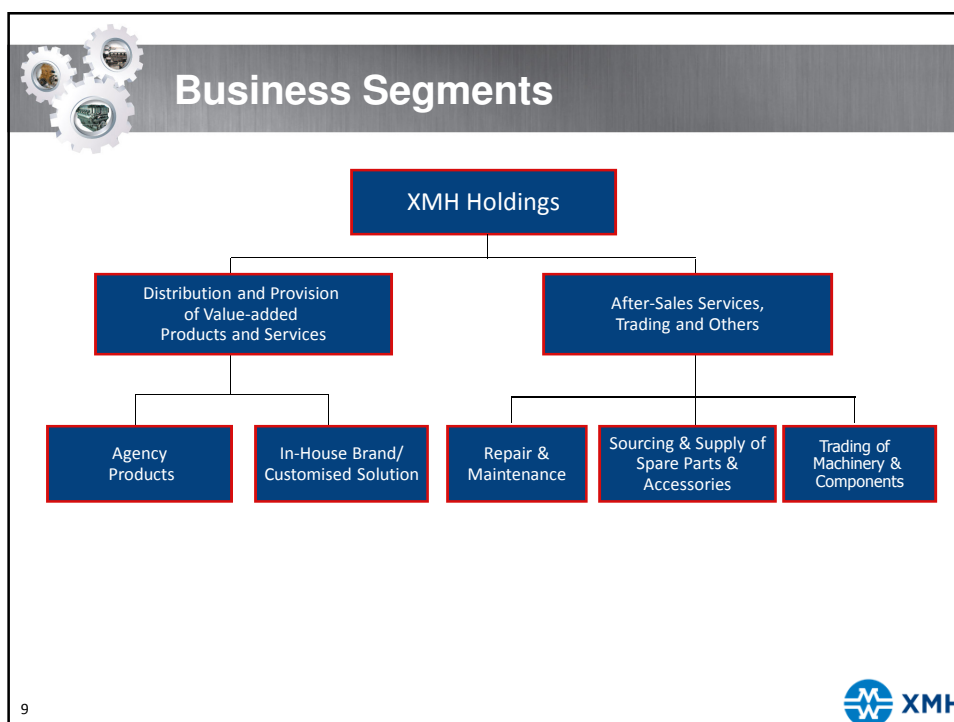


 **XMH**

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## Business Overview

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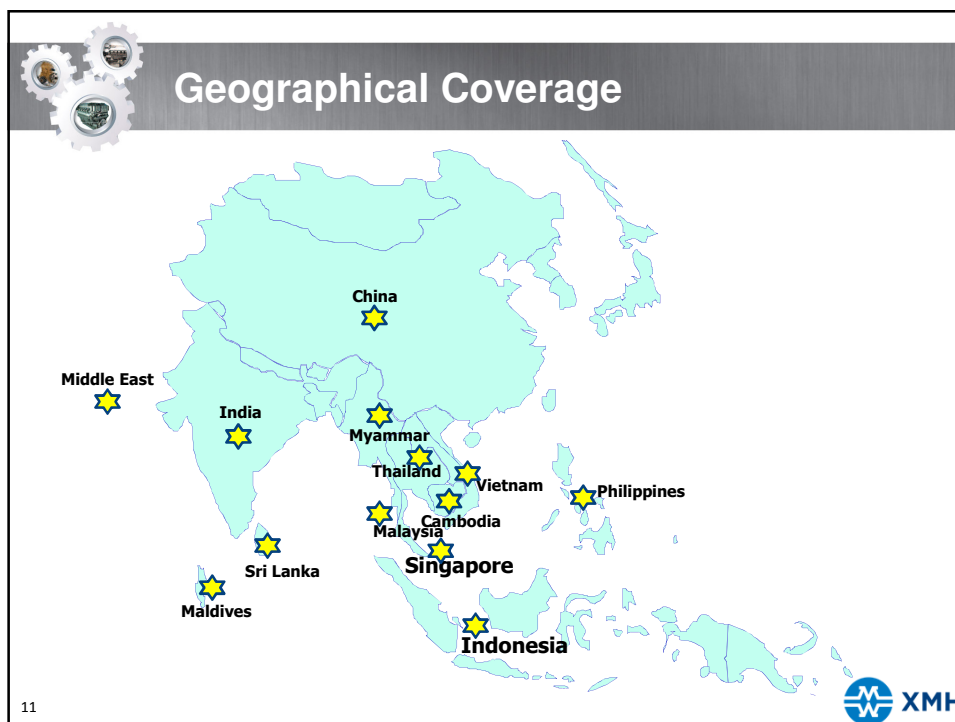
## Product Range & Applications

Distribute a wide range of marine and industrial diesel engines, power generating sets and related components for the following applications:

	Marine	Industrial
<b>Applications:</b>	<ul style="list-style-type: none"> <li>• Transportation vessels (tugs and barges, self-propelled barges, cargo vessels and ferries)</li> <li>• Offshore support vessels (anchor handling and supply tugs)</li> <li>• Specialised vessels (crane &amp; pipe laying &amp; accommodation barges)</li> <li>• Bulk carriers and tankers</li> <li>• Fishing vessels</li> </ul>	<ul style="list-style-type: none"> <li>• Power generating sets used in hotels and buildings</li> <li>• Power packs for water and oil pumps</li> </ul>
<b>Target Customers include:</b>	<ul style="list-style-type: none"> <li>• Shipyards</li> <li>• Vessel owners</li> <li>• Dealers</li> </ul>	<ul style="list-style-type: none"> <li>• Hotel proprietors</li> <li>• Building owners</li> <li>• Main contractors</li> </ul>

Diversified customer base helps to mitigate the downturn from any particular sector

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## Reputable Distribution Brands

BRAND	PRODUCT TYPE	TERRITORIES
Mitsubishi	1) Limited range of high-speed and medium-speed marine diesel engine and power generating sets, including related spare parts and accessories	1) China, India, <b>Indonesia, the Maldives, Singapore, Vietnam</b>
	2) OEM industrial power generating sets	2) Worldwide
Akasaka	Main engine for propulsion and after-sales services	Singapore, Malaysia, Indonesia
Hyundai	Marine engine and generator	<b>Malaysia, Singapore, Indonesia</b>
Doosan	Marine engines and related spare parts	Indonesia, Singapore, Malaysia
SOLE	Marine engines and power generating sets, including related spare parts and accessories	<b>Cambodia, Indonesia, Malaysia, the Maldives, Myanmar, the Philippines, Singapore, Sri Lanka, Thailand, Vietnam</b>
Scania	Marine propulsion engines, marine auxiliary engines and related spare parts	Singapore

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Note: Territories highlighted in red represent **exclusive** distribution





## Reputable Distribution Brands

BRAND	PRODUCT TYPE	TERRITORIES
Reintjes	Gearboxes and related spare parts	Indonesia
D-I	Gearbox Steering Systems and PTO	Singapore and Indonesia Singapore and Indonesia
Korsør	Controllable pitch propellers	China, India, Indonesia, Malaysia, Middle East, Singapore, Thailand, Vietnam
Kamome Propeller	Propellers and Thrusters	Indonesia
Mentrade	Fixed pitch propellers	Indonesia and Vietnam
Guangzhou Diesel	Industrial/Marine diesel engine and power generating sets	Singapore, Malaysia and Indonesia
Centa	Couplings for marine and industrial applications	Indonesia

Note: Territories highlighted in red represent exclusive distribution

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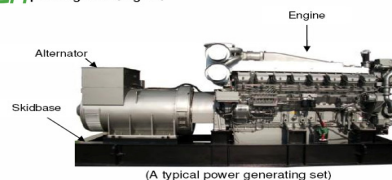
## In-house Brands/Solutions

Leveraged on internal technical know-how to develop value-added products and customized solutions:

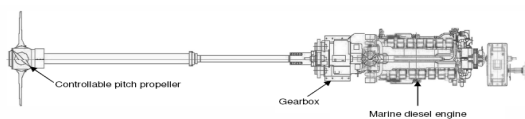
**ACEGEN**

- In-house range of marine and industrial power generating sets
- Offers customers a choice between standardised and customised packages

ACEGEN power generating set



- A one-stop integrated solution to vessel owners requiring diesel engine (or electricity) driven propeller-based propulsion systems to power their vessels



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