



After-Sales Services & Trading Activities

- **Provision of after-sales services such as repair and maintenance**
 - Supported by a team of skilled and experienced engineers and technicians
- **Sourcing and supply of spare parts and accessories**
 - Achieve time-savings for customers by maintaining a ready supply of genuine spare parts and accessories to cater to their immediate needs
- **Trading activities to provide diesel engines, power generating sets and other machinery and related components**

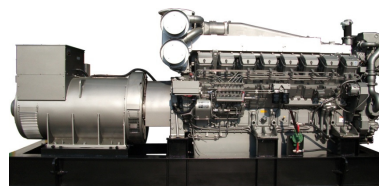


15



Key Competitive Strengths

- **Wide product range of reputable brand names**
 - Currently have distributorship agency or dealership arrangements for mainly **13 brands** of products, covering a range of **over 4000 product items**
 - Recognised by **Mitsubishi** as its **largest worldwide distributor** for marine diesel engines for **7 consecutive years** since 2005
- **Strong after-sales support and value-added products and services**
 - **Skilled, experienced engineers and technicians** in place to attend to customers' product requests
 - Provide **timely after-sales support** and minimise customers' downtime



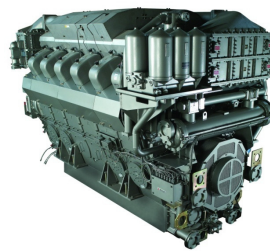
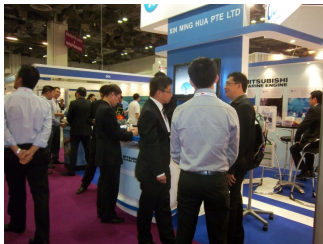
16





Key Competitive Strengths

- **Developed strong customer and supplier relationships over the years**
 - Strong customer loyalty with **high repeat sales averaging over 70%** in the last three financial years
 - Key distributor **of Mitsubishi** for **17 years** and running
- **Experienced and committed management team**
 - Group led by industry veteran **Mr Elvin Tan Tin Yeow** who is instrumental in developing the Group's business and chartering its strategic directions
 - A senior management team with an average of **over 20 years of experience** in their respective areas of expertise



17



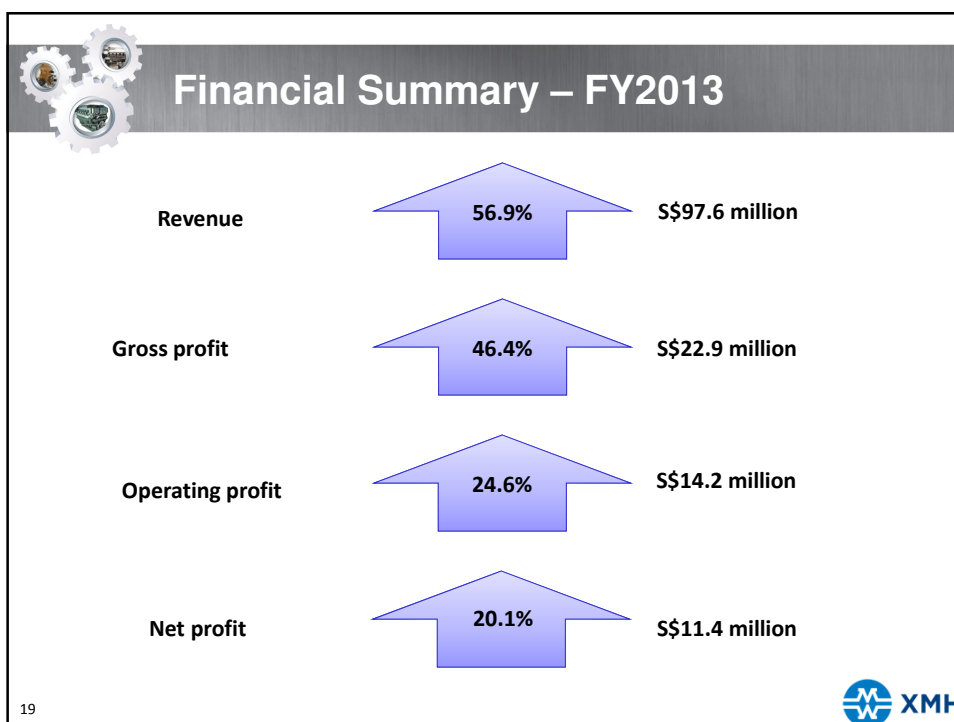




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Financial Highlights

18

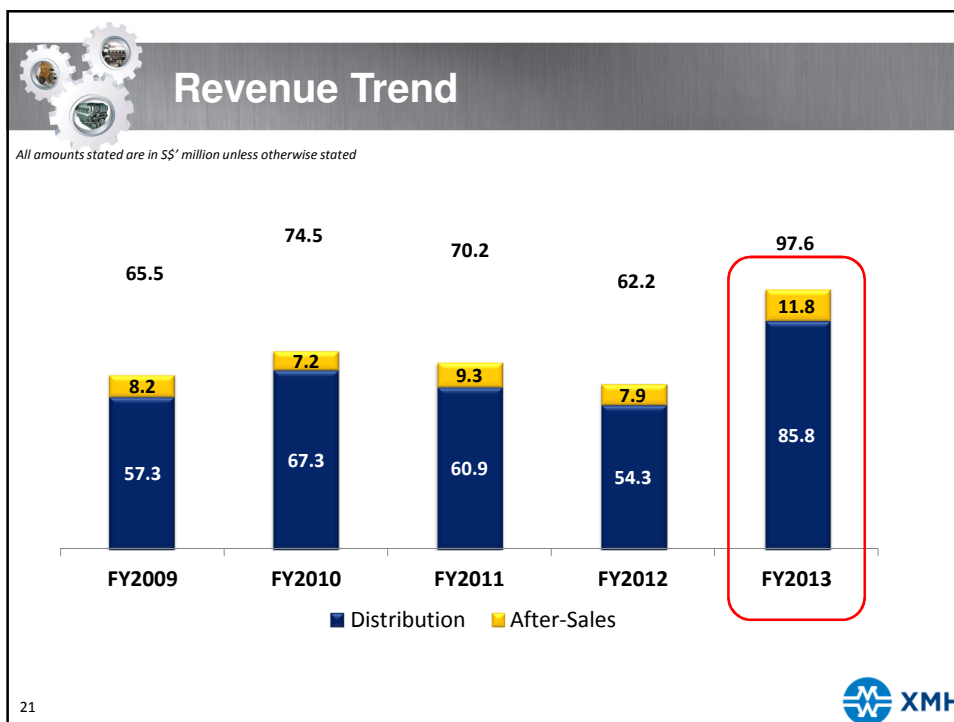


P&L Snapshot

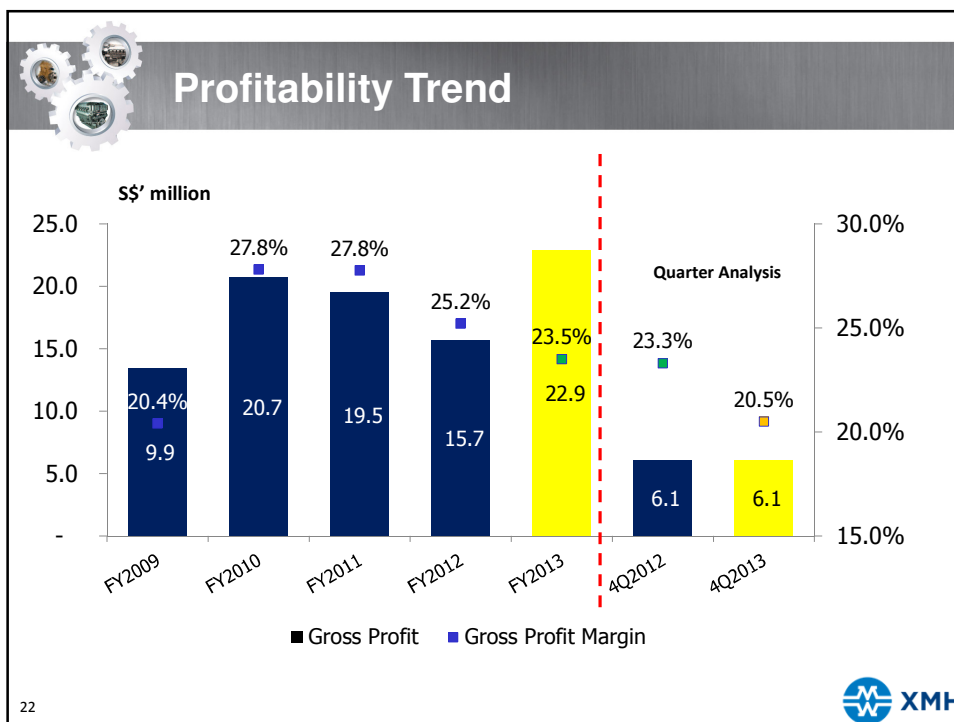
Profit & Loss	FY2013 S\$'000	FY2012 S\$'000	Change %	
Revenue	97,645	62,249	56.9	Higher revenue from "Distribution & Value-Added Product & Services"
Gross Profit	22,918	15,656	46.4	In line with higher revenue
Gross Profit Margin	23.5%	25.2%	(1.7) pp	
Operating Expenses	(9,834)	(8,220)	19.6	Increased due to payroll and benefits, marketing & promotion activities and professional fees
Operating Profit	14,168	11,374	24.6	
Net Profit Attributable to Equity holders	11,431	9,514	20.1	
Net Profit Margin	11.7%	15.3%	(3.6) pp	
Basic Earnings Per Share (S\$' cents) [#]	2.96	2.40	23.3	

[#]: Based on the weighted average number of ordinary shares in issue of 386,130,535 in FY2013 (FY2012: 395,650,140)

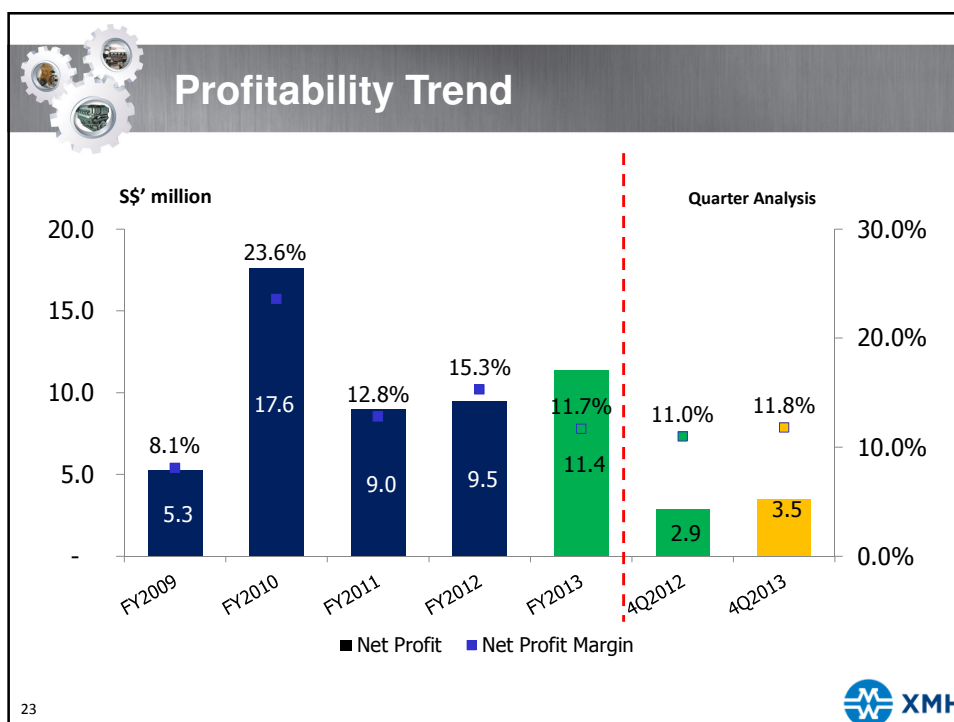
20



21



22

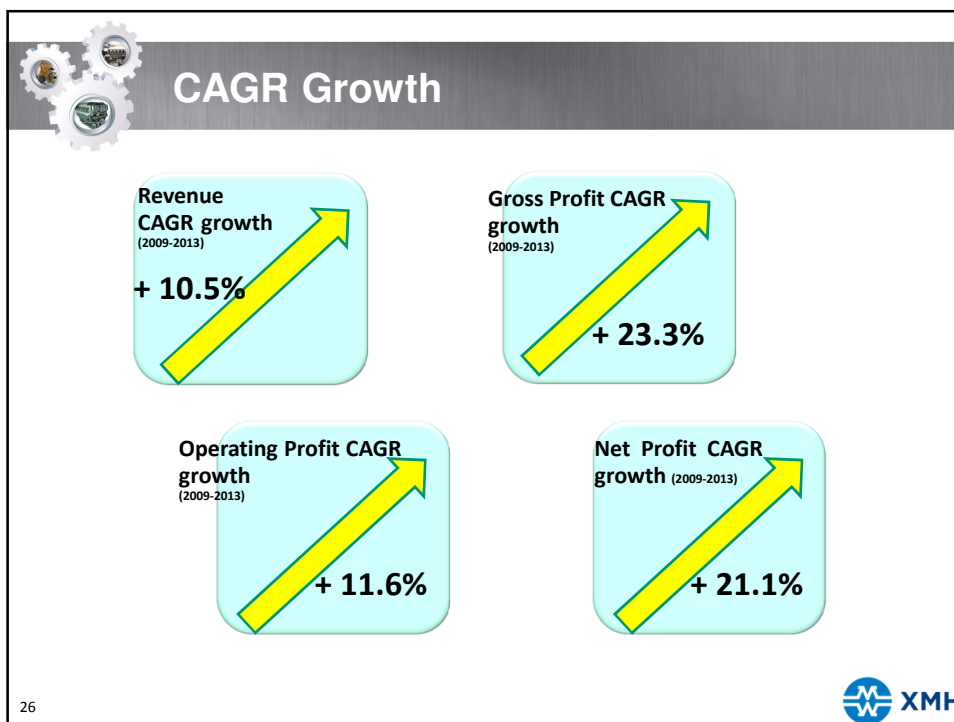
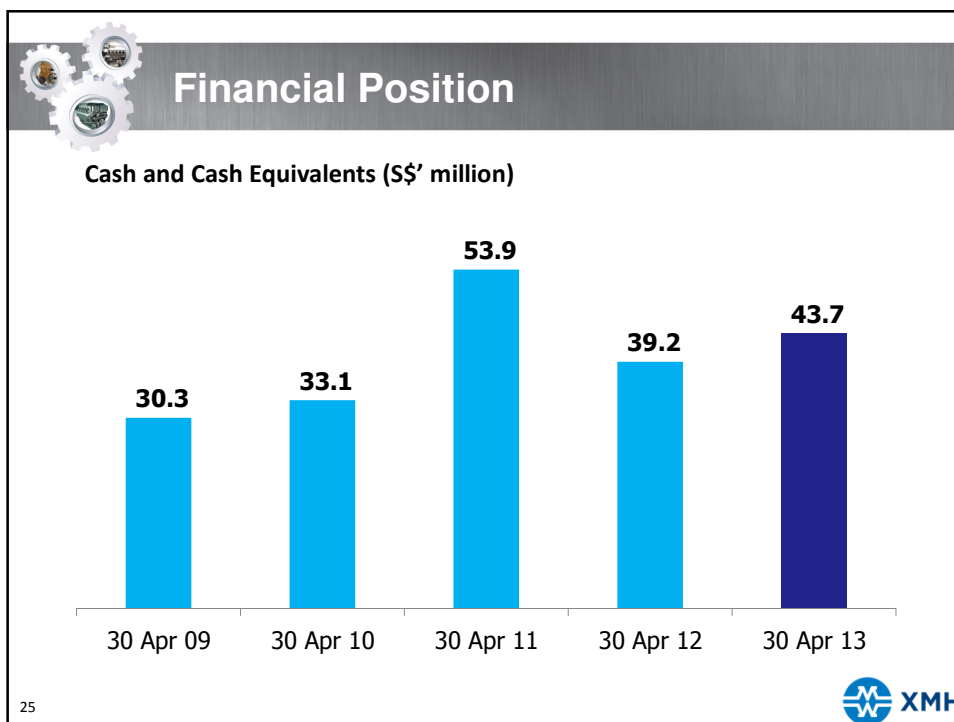


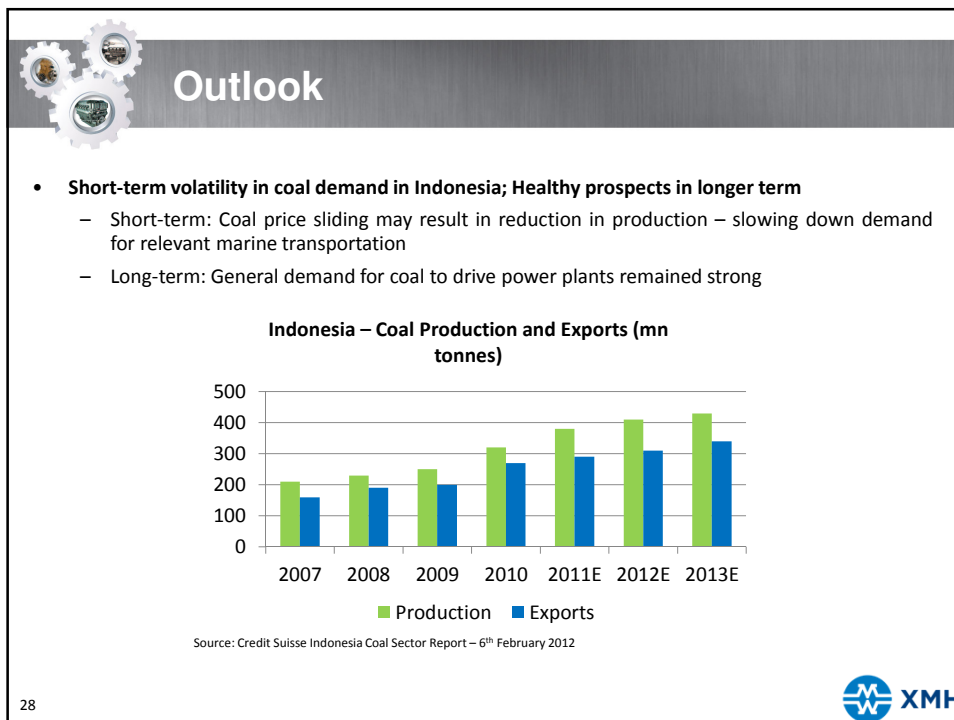
Balance Sheet

Balance Sheet	30 April 2013 S\$'000	30 April 2012 S\$'000
Property, plant and equipment	1,964	1,975
Inventories	15,964	26,118
Trade and other receivables	6,638	14,967
Cash and cash equivalents	43,687	39,233
Total equity	44,200	42,560
Net gearing ratio	Net cash	Net cash
Net asset value per ordinary share (S\$' cents)	11.48	11.02

24

XMH







Outlook

Indonesia's 2013 Coal Output May Rise 5.2%, Association Says

By Fibi Wulandari - Feb 20, 2013 2:33 PM GMT+0800



0 COMMENTS

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Coal output from Indonesia, the world's largest exporter of the fuel for power-stations, may rise by 5.2 percent this year.

The country may produce 400 million metric tons as long as prices stay above \$92 a ton, Bob Kamandanu, the chairman of Indonesian Coal Mining Association, said in an interview while attending a conference in Singapore today. Output was 380 million in 2012.

"Indonesian producers managed to maintain production growth last year amid price distress," Kamandanu said. "If prices range from \$92 to \$95 a ton this year, miners can increase output."

Power-station coal at the Australian port of Newcastle, a benchmark grade for Asia, fell to \$94.29 a ton in 2012, from more than \$120 in 2011, according to data from IHS McCloskey. Prices slid last year as slower economic growth in China and Europe cut demand while Colombia, the U.S. and other exporters increased shipments to Asia.

The group forecasts that Newcastle price will average from \$92 to \$96 a ton this year, he said. The price was \$92.85 a ton in the week ended Feb. 15.

"Demand for the fuel remains high," Kamandanu said. "We see that India demand will pick up this year. China also increasingly need lower grade quality for blending with their domestic coal."

Low-grade coal will lead growth in Indonesia's future supply while output of higher grade quality may be stagnant in the coming years, he said. About 93 percent of the country's reserves, an estimated 28 billion metric tons in 2011, are below top quality, according to the government's data.

29

Source: Bloomberg



Outlook

- **Potentially benefit from continual growth in oil & gas sector**
 - Increased offshore oil & gas exploration activities
 - Potential replacement of a number of supply vessels which are near their scrap age
- **Expected increase in demand for after-sales services and spare parts**
 - Increase in demand for genuine spare parts and after-sales services from customers who had bought marine diesel engines or generating sets from the Group



30

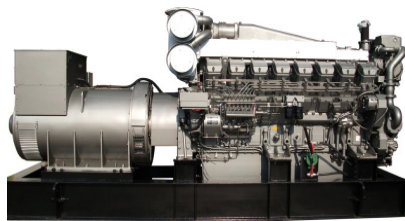




Growth Strategies

- **Expand in-house range of products and services**

- Further develop and market range of power generating units under **ACEGen** trademark and strengthen  **XMH** project management services
- Establish assembly line for in-house range of power generating sets and exhaust silencers
- Acquisition and development of new premise in line with business expansion
-  **XMH** *showed good growth in 2013 and its growth is expected to continue*



31



Growth Strategies

- **Exploration of new revenue streams**

- Focus on expansion of supplier base and secure new distributorships from other manufacturers
- Received orders for new products XMH currently represents
- Increase market share in relevant markets by forming strategic partnerships of joint venture

- **Securing new customers in emerging markets such as Vietnam, India**

- Deploy marketing staff to these regions and/or establish subsidiaries or representative or marketing offices
- Exploration of new revenue streams and increasing market share in relevant markets
- Marketing efforts in **Vietnam** and **India** are underway; source actively for sales leads

32





Recent Developments

- **Progress on the construction of the Group's new premises**
 - Acquired from JTC on total land area of 15,184 square metres
 - Construction is targeted for completion in 2016
 - To accommodate new assembly and production lines
 - Increase general warehousing capabilities
- **Developed in-house capabilities**
 - Developed range of power generating units under the **ACEGen** trademark
- **Entry of Credence Capital**
 - New major institutional shareholder of XMH
 - Net proceeds to fund the proposed development of the recently acquired JTC land and enhance working capital
 - Approval-in-principal received from SGX-ST on 17 June 2013, EGM date is 15 July 2013
- **Branding exercise**
 - XMH undergone a rebranding exercise and developed a new logo

33



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THANK YOU

Investor Relations | Financial PR Pte Ltd |
Romil SINGH, Associate Director |
Jonathan THEO, Associate
T: +65 6438 2990 F: +65 6438 0064 |
staff@financialpr.com.sg