

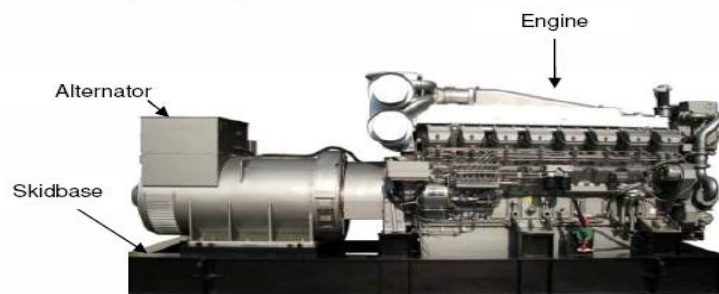
In-house Brands/Solutions

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

ACEGEN

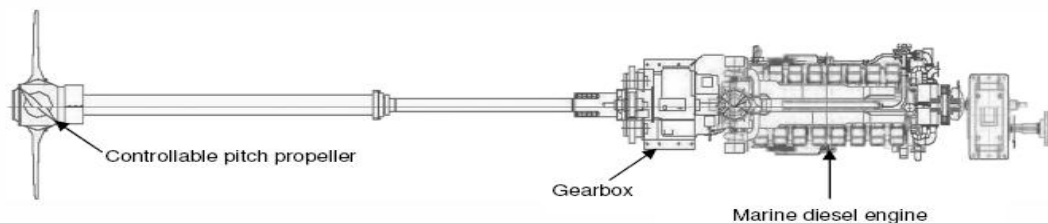
- In-house range of marine and industrial power generating sets
- Offers customers a choice between standardised and customised packages

ACEGEN power generating set



(A typical power generating set)

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



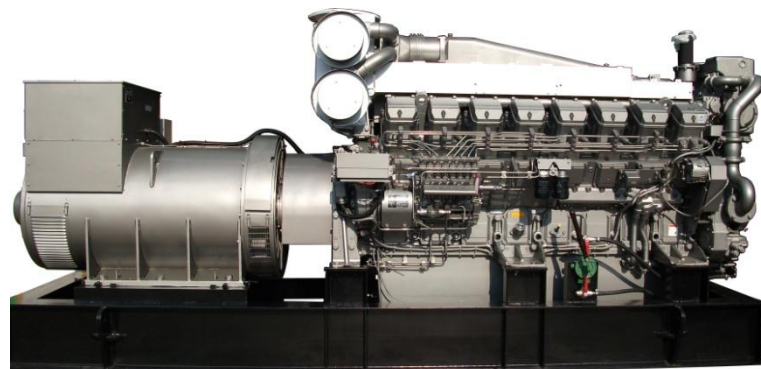
After-Sales Services & Trading Activities

- **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**



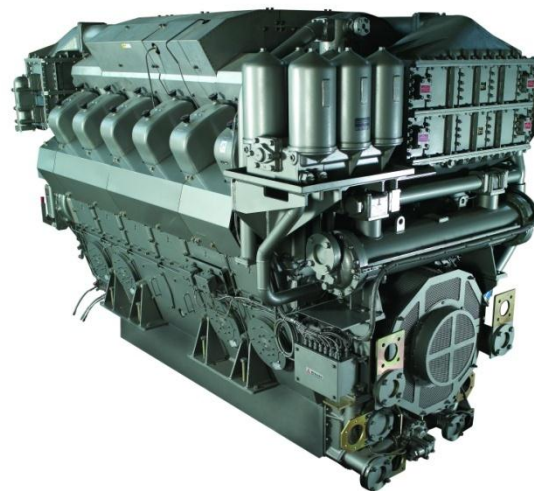
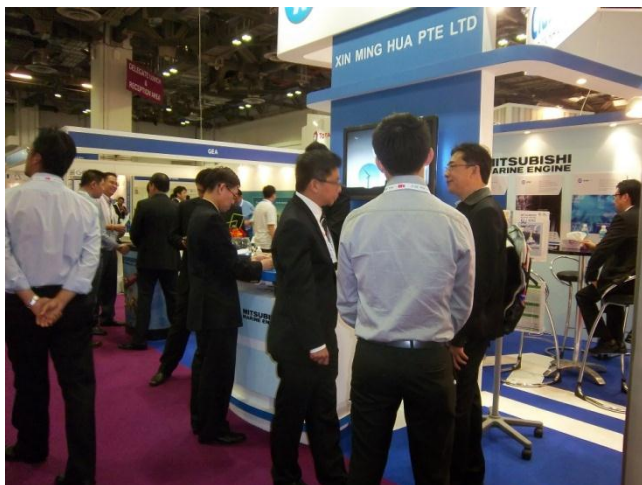
Key Competitive Strengths

- **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 **8 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



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





YOUR CONNECTION TO THE RIGHT MACHINE

Financial Highlights

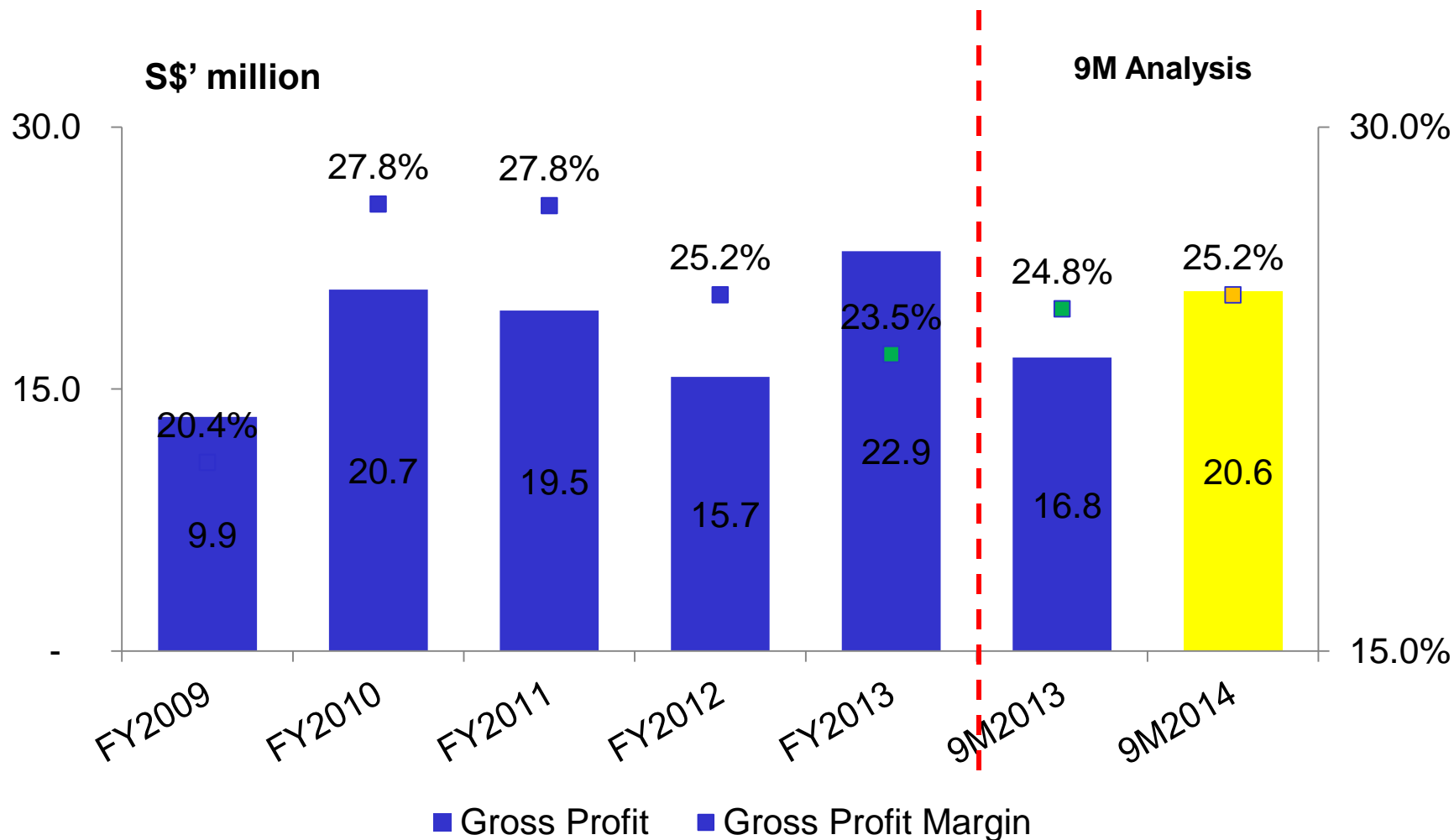


P&L Snapshot

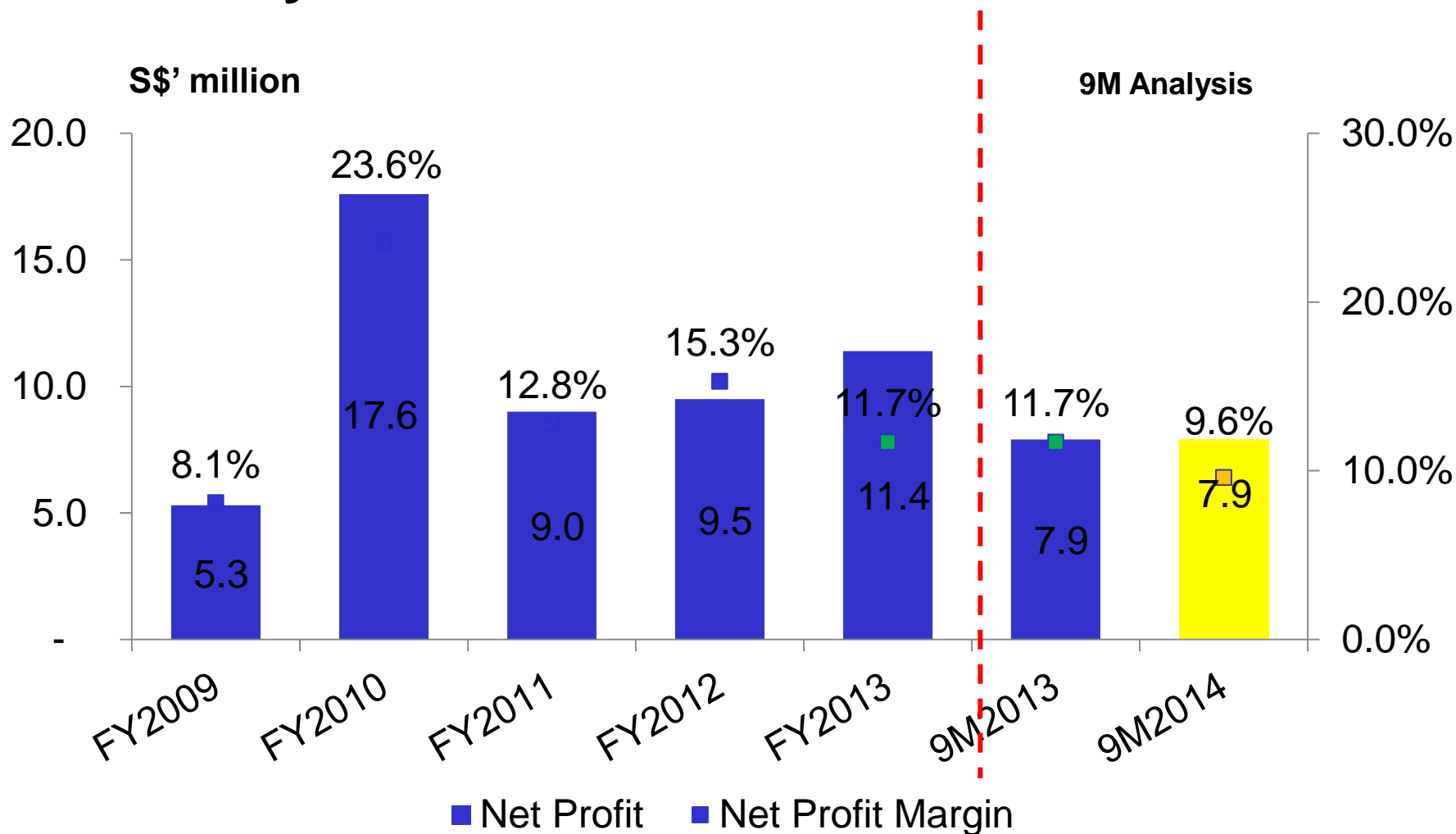
Profit & Loss	9M2014 S\$'000	9M2013 S\$'000	Change %	
Revenue	81,592	67,995	20.0	Increase in revenue due to contribution from MPG Group
Gross Profit	20,555	16,831	22.1	In line with higher revenue & increase in sales of higher margin products
Gross Profit Margin	25.2%	24.8%	0.4 pp	
Operating Expenses	(11,960)	(5,889)	103.1	Increased due to payroll and benefits, marketing & promotion activities and professional fees
Operating Profit	9,161	11,064	(17.2)	
Net Profit Attributable to Equity holders	7,870	7,924	(0.7)	
Net Profit Margin	9.6%	11.7%	(2.1) pp	
Fully Diluted Earnings Per Share (S\$' cents) #	1.81	2.04	(11.3)	

#: # Based on 434,466,835 weighted average number of shares for 9M2014 (9M2013: 388,802,786)

Profitability Trend



Profitability Trend



Balance Sheet

Balance Sheet	31 Jan 2014 S\$'000	30 April 2013 S\$'000
Property, plant and equipment	6,629	1,964
Inventories	23,341	15,964
Trade and other receivables	25,230	6,638
Cash and cash equivalents	37,655	43,687
Total equity	60,093	44,200
Net gearing ratio	Net cash	Net cash
Net asset value per ordinary share (S\$' cents)	13.90	11.48



YOUR CONNECTION TO THE RIGHT MACHINE

Outlook & Strategies



Outlook

“Supported by a number of positive factors, including increased demand from domestic power plants coming online and continued demand from other parts of Asia, Indonesia’s coal production is likely to continue to grow over the coming years...”

It is worth noting that the coal mining business appears to be largely unaffected by this regulation. Supported by a number of positive factors, including increased demand from domestic power plants coming online and continued demand from other parts of Asia, Indonesia’s coal production is likely to continue to grow over the coming years. While a much talked about potential ban on the export of low-rank coal has not eventuated, investors will continue to watch government plans around domestic market obligations for coal producers, and specific quotas for coal-fired power plants. The main challenge for coal producers is the lack of transportation infrastructure in remote areas where much of the large reserves are now located — reserve replacement may be affected if such infrastructure is not prioritized.

Source: <http://www.thejakartapost.com/news/2014/01/27/challenging-times-ahead-indonesian-mining-sector.html>

Outlook

“Foreign investors will be more willing to come back into the (Indonesian) market, assuming smooth and successful 2014 elections”

5. Potential fund inflows on deep discounts and election euphoria — assuming smooth and successful 2014 elections, we expect foreign investors will be more willing to come back into the market, particularly given that the Indonesian market is already more than 25 percent cheaper in dollar terms.

In the lead up to the 2014 elections, the political climate is likely to heat up, but we expect cooler heads to maintain stable conditions on the ground. Given that this is President Susilo Bambang Yudhoyono's final term, the prospect of a new leader on the ground means a continued fluid political situation for now with the Indonesian Democratic Party of Struggle (PDI-P) currently the most popular political party according to most polls.

Nevertheless, we are hopeful that the new president, whomever that may be, will be market friendly and will continue to be pro-democracy, bringing reforms that should bode well for both longer-term economic growth and a sustainable market performance ahead.

“... hopeful that the new President will be market friendly, bringing reforms that should bode well for both longer-term economic growth and a sustainable market performance ahead”



Source: <http://www.thejakartapost.com/news/2014/01/27/capital-markets-darkest-dawn.html>

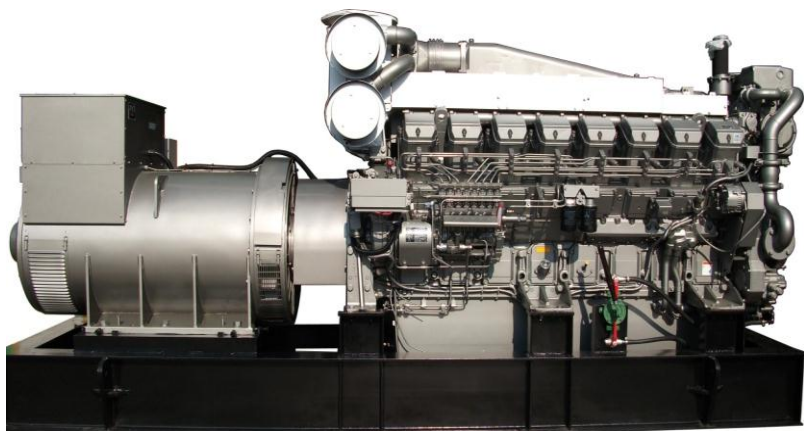
Outlook

- **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
- **Fresh exposure and entry to new industries with completion of the MPG acquisition**
 - MPG's products are supplied to:
 - shipyards and ports,
 - hospitals, education centres, data centres,
 - airports, hotels and resorts infrastructural projects (roads, bridges, underground tunnels, waste treatment plants etc.)
 - plants and factories worldwide

Growth Strategies

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


- Further develop and market range of power generating units under **ACEGEN** trademark and strer  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
-  ***showed good growth in 2013 and its potential upside is expected to continue***



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

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 2015
 - To accommodate new assembly and production lines
 - Increase general warehousing capabilities
- **Developed in-house capabilities**
 - Developed range of power generating units under the  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
- **Branding exercise**
 - XMH undergone a rebranding exercise and developed a new logo

Recent Developments

- **Aug 2013 – Contract win of S\$4.6 million from a return Indonesian customer**
 - Order is to supply engines, gearboxes and ACEGEN marine power generating sets
- **Oct 2013 – Completed acquisition of Mech-Power Generation Group**
 - Acquisition is part of Group's diversification plan
 - Gives Group entry into adjacent sectors
 - Gives Group access to 1.4 hectare plant in Malaysia's Iskandar Region
 - Acquisition adds synergy to Group operations
- **March 2014 – Awards building contract for new 7-storey ramp-up industrial building in Tuas facilities to Soilbuild Construction**
 - Expected to be completed in the second quarter of 2015
 - Land area of 15,184 square meters; facilities to accommodate new assembly and production lines and increase general warehousing capabilities



YOUR CONNECTION TO THE RIGHT MACHINE

THANK YOU

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