



**Presentation Outline**

- Financial Highlights
- Outlook / Growth Strategies
- Q&A
- Appendix



### Summary of Quarter's Performance (v last year)

*(All amounts are stated in S\$'000)*

Revenue	38,438	↑	57%
Gross Profit	13,700	↑	64%
Gross Profit Margins	35.6%	↑	
Profit Before Tax	5,695	↑	470%
Net Profit Attributable to Shareholders	4,707	↑	1,955%
Earnings per Share (Basic)*	5.21	↑	1,904%

\* Denominated in Singapore cents

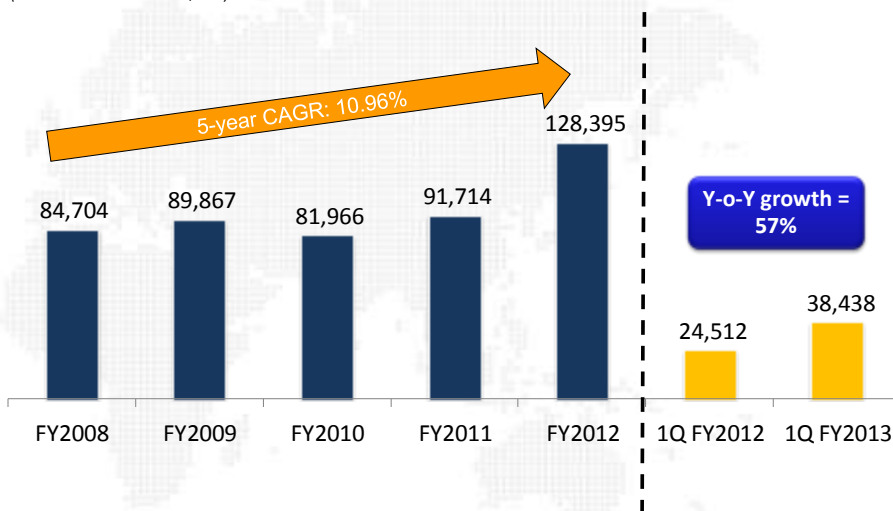
## Results Commentary

- **Revenue** registered impressive growth of 57% y-o-y to S\$38.4 million , well-supported by:
  - Positive growth in underlying core business
  - Increased in revenue contribution from Bharain operations
  - Better than expected performance by Premier Group
- Good cost control and successful integration of Premier Group aids consistent **strong margins**, both at gross and net level
- **Solid cash balance** of S\$20.0 million as at 31 March 2012
- **Positive cash flow** and maintained **low net gearing ratios**



## Revenue Trend

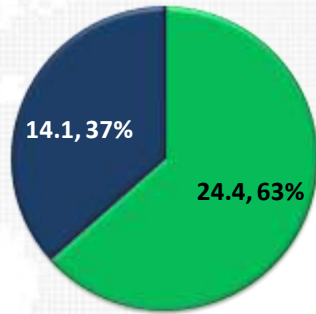
(All amounts are stated in S\$'000)



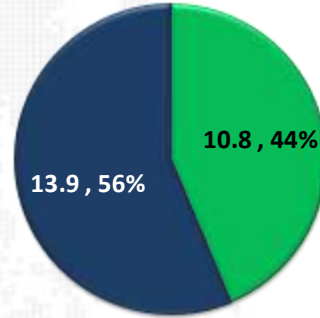
## Revenue Breakdown – Business Segments

All amounts are stated in (S\$' millions)

1QFY2013



1QFY2012

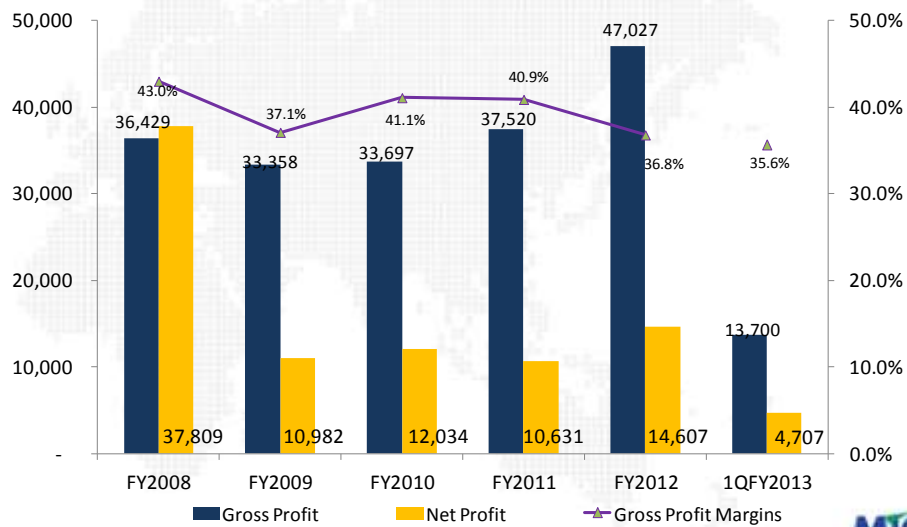


Oilfield Engineering Engine Systems



## Profitability Trend

(All amounts are stated in S\$'000)

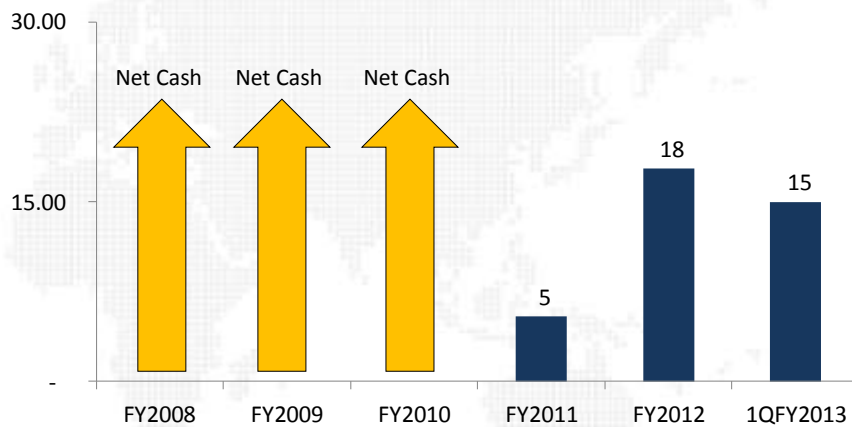


## Balance Sheet Highlights

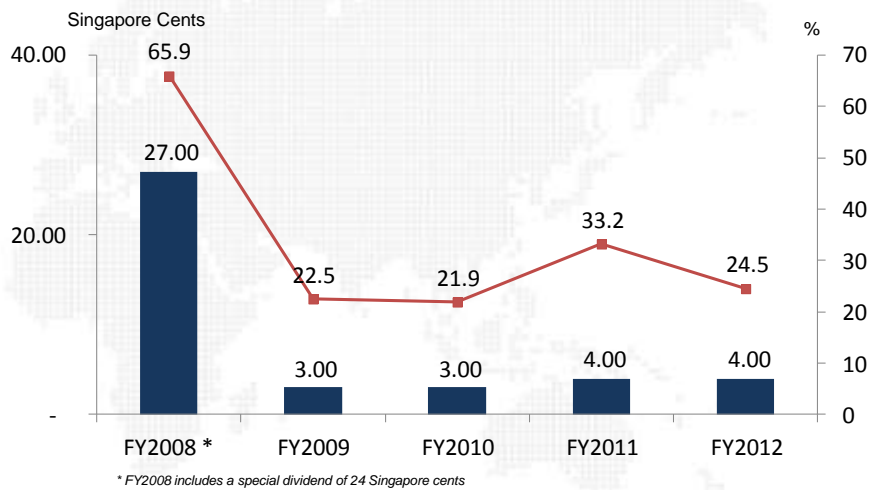
S\$'000	30 June 2012	31 Mar 2012
Net Current Assets	40,901	26,865
Total Assets	75,697	164,018
Total Liabilities	66,021	77,886
Total Shareholders' Fund	84,834	86,132
Net Asset Value per share (in Singapore cents)*	93.97	95.41
Cash and Cash Equivalents	20,029	27,314
Net Debt Gearing Ratio	15%	18%



## Net Gearing (%)

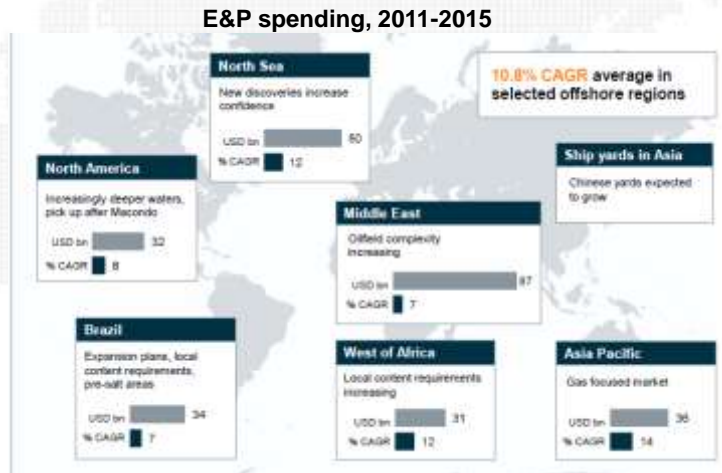


## Dividend Payout



## Industry Statistics

- High oil price will continue to fuel drilling activities which in turn stimulate demand for MTQ's services



Source: Aker Solutions presentation slides dated 9 May 2012 – 1st quarter results 2012



## Growth Strategies

- Focus on growing underlying organic business ie. Oilfield Engineering and Engine Systems
- Gradually increase production capacity in Bahrain and mould it to be the next growth engine for the Group
- Keep a lean cost structure to maintain competitive margins
- Encouraging prospects but adopt a cautious approach in threading forward





Q&A



Appendix

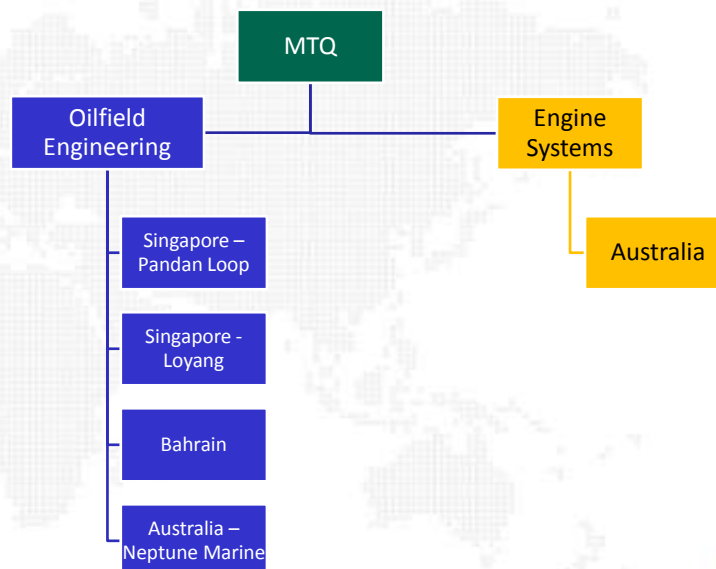


## Corporate Profile

- Established in 1959, listed on SGX-SESDAQ in 1988 and subsequently upgraded to SGX-Mainboard in 1999
- Premier integrated engineering solutions provider in the region specialising in Oilfield Engineering and Engine Systems
- Operates two yards, one in Singapore's Pandan Loop Industrial Estate and the other in Bahrain International Investment Park, Al Hidd (*combined land area of more than 50,000 sqm*)



## Business Model



## Oilfield Engineering

- Specializes in oilfield equipment services, predominantly subsea
- Core activities are repairs and reconditioning, manufacturing, agency, fabrication and rental operations
- Focus on drilling equipment, notably Blow-Out preventors and related components
- Authorised vendor for many OEMs, including Cameron, GE, NOV, Aker
- Serves wide range of customers in the Oil & Gas industry such as OEMs, drilling contractors, rig owners, oil companies and service companies

Over 30 years of  
reputable standing and  
track record

Renowned for superior  
quality and prompt  
delivery



## Oilfield Engineering - Products



- Rebuilt and complete stack-up 18 3/4" – 15,000 PSI Blowout Preventer for semi-submersible rig



Spools



Diverters



BOP



## Oilfield Engineering - Customers

- MTQ services OEMs, drilling contractors, service companies and oil companies



## Yard Operations – Oilfield Engineering

Pandan Loop	Loyang	Bahrain
<ul style="list-style-type: none"><li>• Fully-equipped workshop with blasting and painting facilities</li><li>• Houses one of the largest vertical and horizontal boring equipment</li><li>• 14,000 sqm</li></ul>	<ul style="list-style-type: none"><li>• API certified machine workshop</li><li>• Capable of complete refurbishment, manufacturing and repair services</li></ul>	<ul style="list-style-type: none"><li>• API certified and fully operational since late 2011</li><li>• Over 40,000 sqm of production area</li></ul>

## Investment in Neptune Marine

- Major shareholder in **Neptune Marine Services Limited (“Neptune”)**
- Neptune is publicly listed on ASX and provides offshore engineering services to O&G, Marine and Renewable Energy industries
- Headquartered in Perth, Neptune has a comprehensive focus on Subsea services with operations in Australia and UK:
  - Asset Integrity Maintenance and Service
  - Diving
  - Geomatics
  - ROV
  - Subsea Stabilisation
  - Engineering and fabrication



## Engine Systems

- Largest suppliers of turbochargers and diesel four wheel drive kits in Australia with 12 branches nationwide
- Major supplier of quality diesel fuel injection spare parts
- Authorised service agents/distributors for world renowned brands such as Bosch, IHI, Garrett, Denso, Schwitzer etc
- The only nationwide, comprehensive business in this space in Australia



## Investment Merits

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- **Reputable standing with established track record**
  - Established service company with a proven track record with all industry players
  - Good growth prospects in the oil field drilling business
  - Entry barrier to industry is high, hence strong track record and extensive experience are testament to solid capabilities
- **Strong operational presence**
  - Well-established in Singapore and recently started in Bahrain, Middle East
  - Sweet-spot in benefitting from O&G focus in Asia
- **Comprehensive suit of offshore engineering solutions**
- **Qualified and experienced management team**
  - Dedicated and dynamic management team with many years of experience in the O&G business



## Recap of Corporate Developments

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*2012 till date*

26 July 2012: MTQ's 1QFY2013 net earning surges to S\$4.7 million

7 May 2012: MTQ's FY2012 net profit increased by 37% to S\$14.6m

27 April 2012: MTQ secures US\$13.5 million three years committed multi-currency revolving credit facility ("Facility") offered by DBS Bank Ltd for subsidiary companies

30 March 2012: Increased investment in Neptune Marine Services Limited to 17.4%

1 March 2012: Liquidation of MTQ Investments Pte. Ltd., a wholly-owned subsidiary of the Group

