



Corporate Presentation 2011



BH GLOBAL MARINE LIMITED

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Corporate Overview



BH GLOBAL MARINE LIMITED

Corporate Overview

- Founded in 1963 and listed on the SGX-Mainboard since September 2005, BH Global is an integrated Marine & Offshore electrical solutions provider



Corporate Overview

- **Founded:** 1963, Singapore
(IPO on 12th Sept 2005 at SGX)
(TDR on 20th Oct 2010 at TWSE)
- **Employees:** 300+
- **Inventory:** > S\$ 50 Million
- **Stock:** > 10,000 SKU's from
300+ Suppliers
- **Warehouse space:** > 20,000 sqm
- **Shipyard space:** 35 Hectares
- **49 Years Experience** Operating in
Asia
- **Certified ISO 9001:2000**
Operations Value Added Services
to Customers.



Customer Portfolio

Marine & Offshore and Oil & Gas Industries

- Maritime Shipping – Ship Owners & Chandlers
- Ship Repair & Conversions
- Shipbuilding
- Oil & Gas Upstream – Offshore Infrastructures Modules
- Oil & Gas Downstream – On-shore Facilities, Petrochemical
- MRO – Maintenance, Repair & Overhauls



Established Clientele

OVER 800 SHIP CHANDLERS, SHIP-OWNERS, SHIPYARDS, SHIPPING COMPANIES, EPC CONTRACTORS & OIL MAJORS



sembcorp



BW Offshore



PERTAMINA



Swiber



Kreuz



Human Energy



Prosafe



MODEC

JGC CORPORATION



Member of the SBM Offshore Group



BH GLOBAL MARINE LIMITED

Share Statistics

Bloomberg code	BHGM SP SGD	
Share price (Closing on 8 February 2011)	S\$0.22	
Market capitalization (out of 480.0m shares)	S\$103.2 million	
52 week high / low	S\$0.28/S\$0.18	
P/E	8.0	
P/B	0.9	
NAV per share	S\$0.25	
Major shareholders	Beng Hui Holding (S) Pte Ltd Management	59.7% 3.8%

Source: Bloomberg as at 8 February 2012

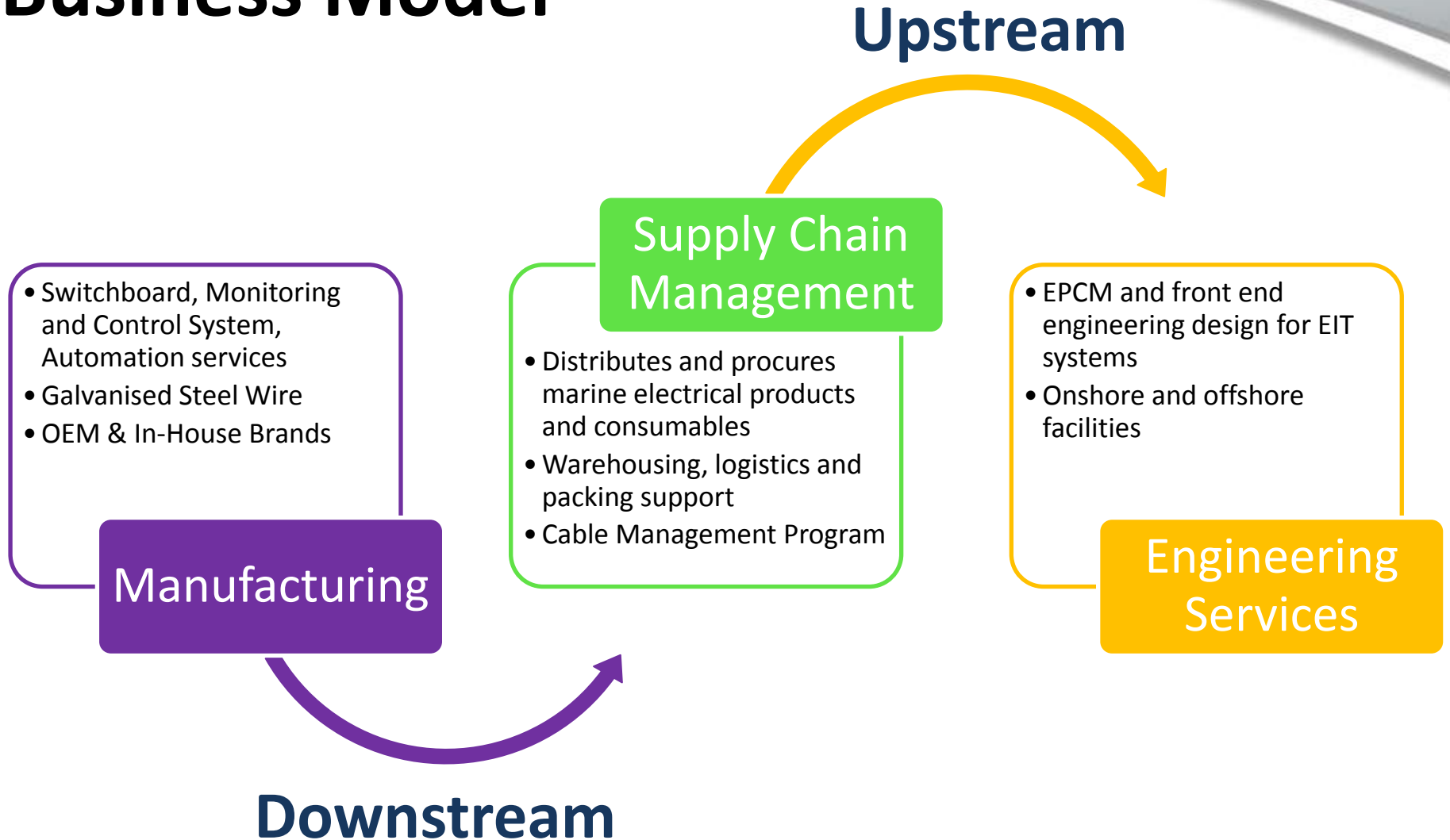


Business Model



BH GLOBAL MARINE LIMITED

Business Model



Manufacturing



Z-POWER AUTOMATION

- Niigata engines & Remote Control Systems, Z-Pellers Service Agent
- Marine Switchboards, Distribution Panels
- Motor Control Centers, Control Consoles
- Engineering Works
- Ship's Commissioning Works, Shipboard Cable Installation Works
- On-Shore/ Off-Shore Installation
- Other Related Automation Works



Manufacturing

- Group operates manufacturing of galvanised steel wire under 60% owned subsidiary, Sky Holdings Pte Ltd



EVERYTHING UNDER THE SKY



THE WILL OF STEEL
GROWING IN STRENGTH



Supply Chain Management

Group of Companies

BENG HUI MARINE ELECTRICAL PTE LTD
DREAM MARINE SHIP SPARE PARTS TRADING LLC
HAN JIANG PTE LTD
SANSHIN MARINE (S.E.A) PTE LTD
YORKSHIRE MARINE & OFFSHORE (S) PTE LTD



CABLES & ACCESSORIES



AUDIO & VISUAL ALARM



LIGHTINGS FIXTURES



LIGHTINGS FIXTURES



BATTERY CHARGES



SWITCHBOARD & PANELS

MARINE & OFFSHORE ELECTRICAL SPECIALIST - YOUR ONE STOP SUPPLY



NAVIGATIONAL LIGHTS



EX PROOF EQUIPMENTS



CABLE GLANDS



HELIDECK LIGHTINGS



EX PROOF LIGHTINGS



PLUG & SOCKETS

Supply Chain Management

Comprehensive Product Range

- >10,000 product line items from 370 internationally renowned manufacturers and suppliers
- Products meet industry safety specifications and are technically certified to ABS and DNV class standards

Premium Logistics and Warehouse Support

- >200,000sqft facility houses material handling equipment and machinery, storage and manufacturing grounds
- Cable management program provides interim storage for ordered products and keeps customers updated of inventory level via inventory reports

Service Differentiation

- Fast and reliable delivery services within Asia-Pacific and Middle East region within 3 working days
- On/off-site sales, technical and engineering support services 365 days a year



Supply Chain Management

More than 50 distributorships in Asia Pacific or ASEAN regions



Supply Chain Management



A STRONG COLLECTION OF BUSINESS PARTNERS WITH A
LONG HISTORY OF PRODUCT QUALITY & INNOVATION

Engineering Services



OIL & GAS SOLUTIONS PTE LTD
A Subsidiary of BH GLOBAL MARINE LTD

An E.P.C.M – Engineering, Procurement, Construction Management design firm.

Scope of Work:

- Fabrication Work (Structural & Piping)
- E & I Engineering
- Control & Safety System

Clientele in both Onshore & Offshore, Oil & Gas Industry:

- Floating Production Storage Offloading (FPSO) & FSO Vessels
- Offshore Platforms
- Refineries/Petrochemical plants
- Pipeline
- Gas Terminals & Bottlenecking plants
- Power Plant/Generation
- Mining Industry



Engineering Services



Scope of Work:

- Turnkey installation services for electrical and installation contracts, fire safety and security protection systems
- Capabilities in FPSO conversion, construction of tugs & barges, small oil tankers

Ongoing Projects:

- FPSO conversion project in Dalian, China
- Construction of 2 3,540DWT tankers to be delivered in 1QFY2012
- Ongoing electrical and installation contracts – outstanding orderbook: S\$30 milion



Geographical Coverage



- **Multiple Operating Resellers/Joint Ventures** in Major Markets (China, India, Indonesia, Japan, Malaysia, Philippines, Thailand, Bangladesh, U.A.E, Vietnam & Oman)



Financial Highlights



BH GLOBAL MARINE LIMITED

Financial Highlights - Profit & Loss

	4QFY11	4QFY10	Change	Reason/s
	S\$'000	S\$'000	%	
Revenue	34,010	29,856	14%	Increase in revenue contribution from Engineering Services business
Gross Profit	6,726	8,772	(23%)	Change in product mix resulted in lower gross margins
Gross Profit Margin	20%	29%	-	
Operating Expenses ¹	5,051	6,355	(21)	Firmer control of operating costs; 15% of the Group's revenue (4QFY10: 21%)
Profit Before Tax	2,261	2,513	(10%)	Higher sales revenue coupled with consistent costs
Net Profit Attributable to Equity holders	1,750	1,857	(6%)	
Net Profit Margin	5%	6%	-	
Basic Earnings Per Ordinary Share (Singapore cents) ²	0.36	0.40	(10%)	

¹: includes distribution costs and administrative costs

²: * calculated based on the total number of issued shares (excluding treasury shares) in issue 480,000,000 as at 31 December 2011 (31 Dec 2010: 480,000,000)

Financial Highlights - Profit & Loss

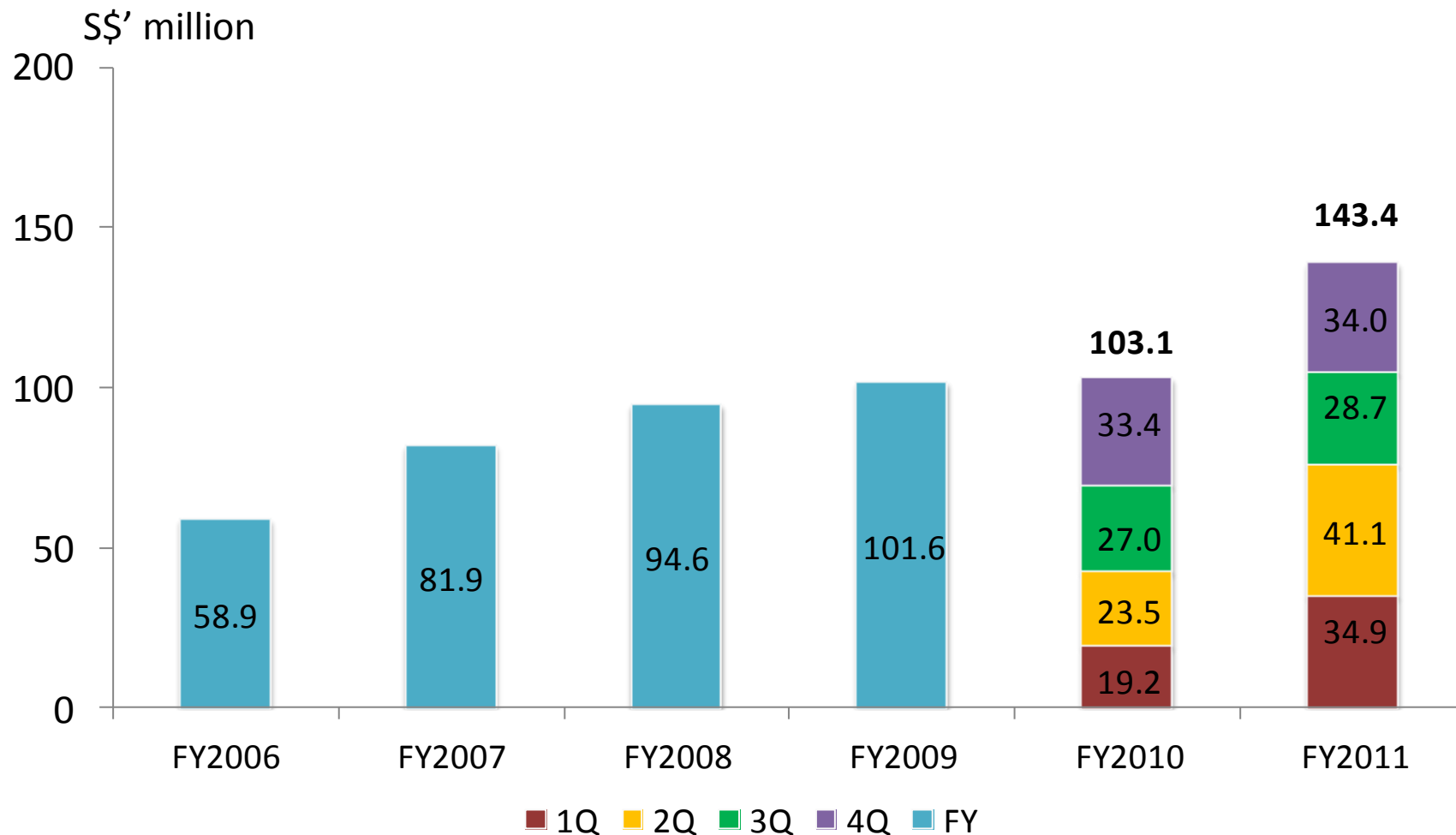
	FY2011	FY2010	Change
	S\$'000	S\$'000	%
Revenue	143,442	103,001	39%
Gross Profit	39,089	33,363	17%
Gross Profit Margin	27%	32%	-
Operating Expenses ¹	23,078	18,862	22%
Profit Before Tax	16,502	14,542	13%
Net Profit Attributable to Equity holders	12,916	11,948	14%
Net Profit Margin	9%	11%	-
Basic Earnings Per Ordinary Share (Singapore cents) ²	2.69	2.63	(2%)

¹: includes distribution costs and administrative costs

²: calculated based on the total number of issued shares (excluding treasury shares) in issue 480,000,000 as at 31 December 2011
(31 Dec 2010: 480,000,000)

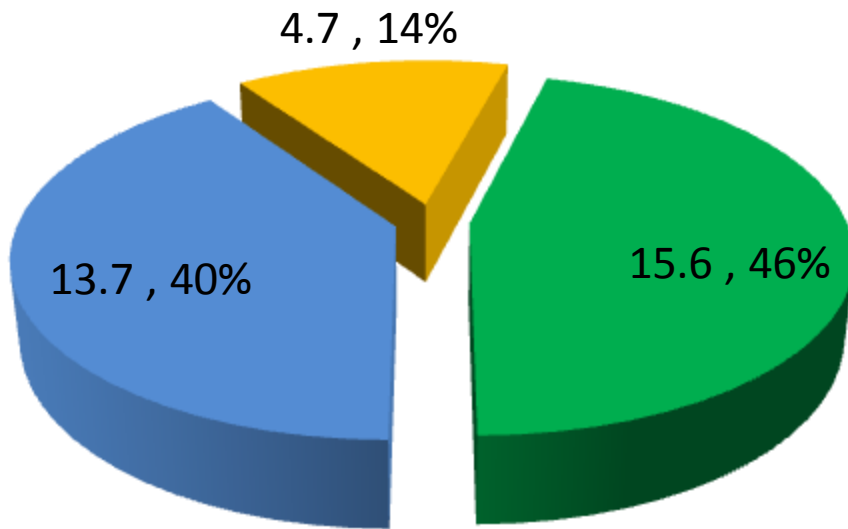


Revenue Trend

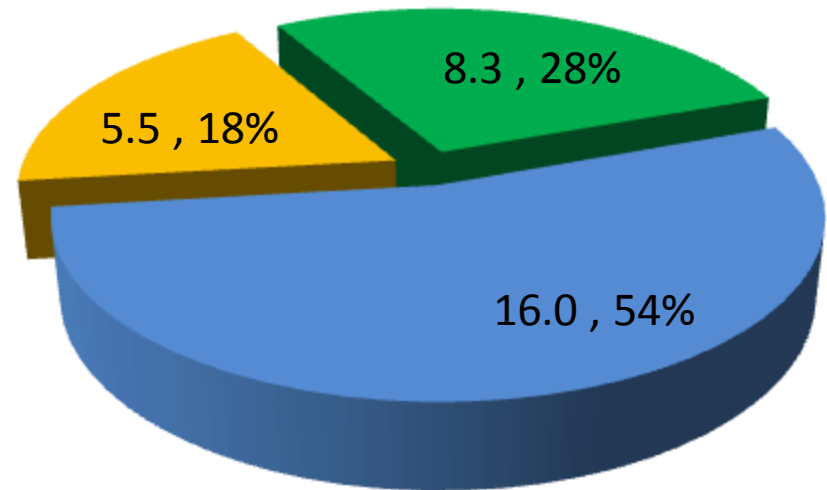


Revenue Breakdown – Business Segments

4QFY11



4QFY10



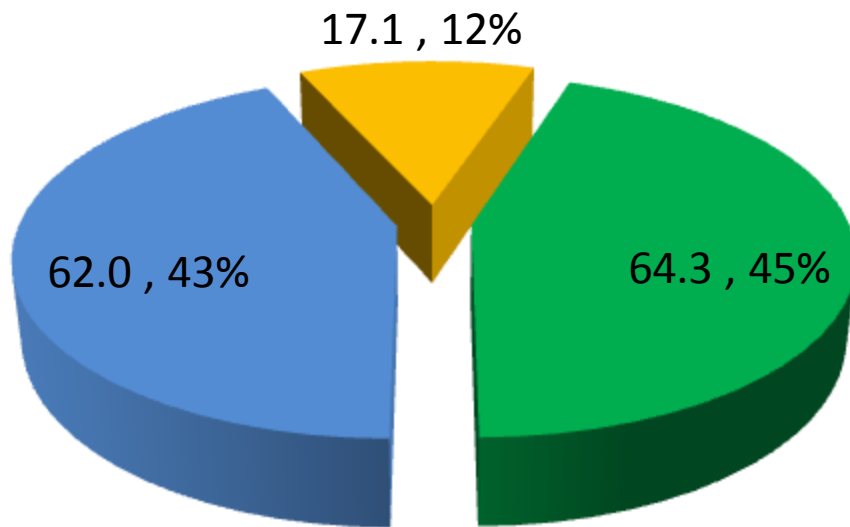
■ Supply Chain Management ■ Manufacturing

■ Engineering Services

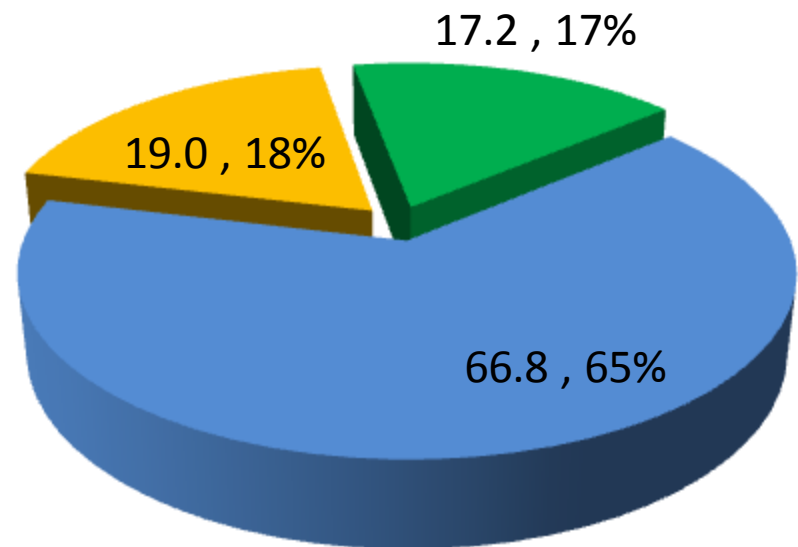
All amounts are stated in S\$' millions

Revenue Breakdown – Business Segments

FY2011



FY2010



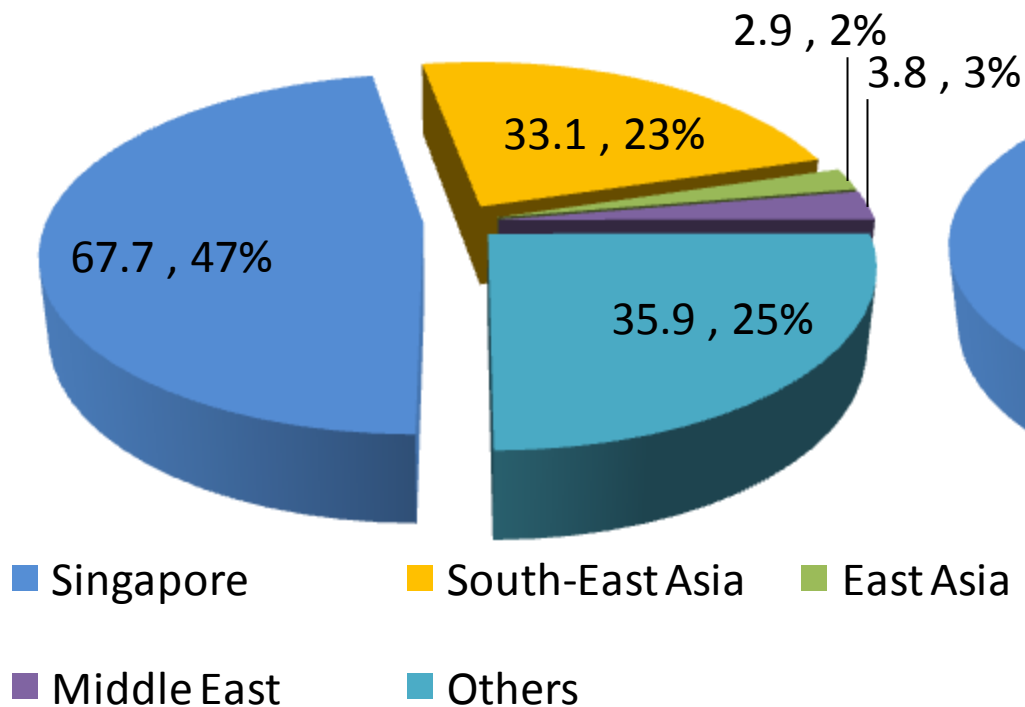
■ Supply Chain Management ■ Manufacturing

■ Engineering Services

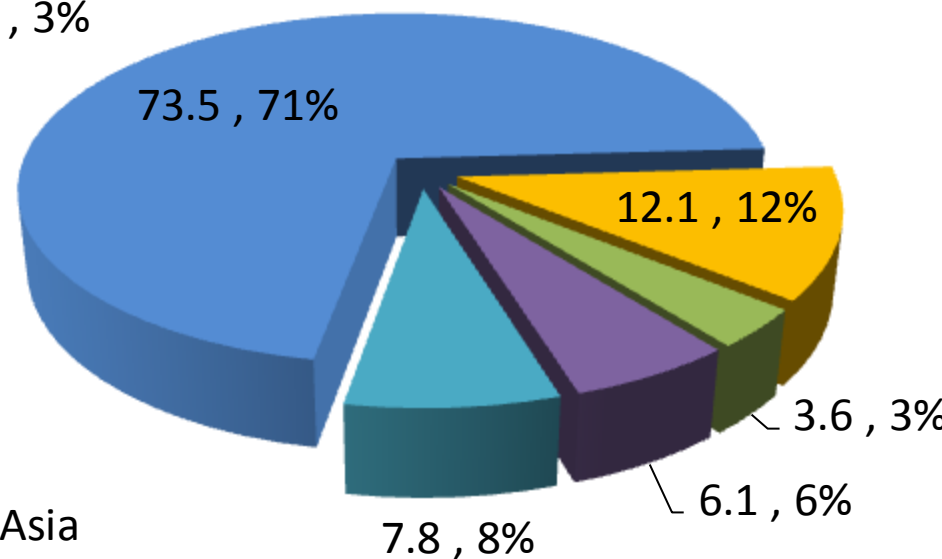
All amounts are stated in S\$' millions

Revenue Breakdown – Geographical

FY2011

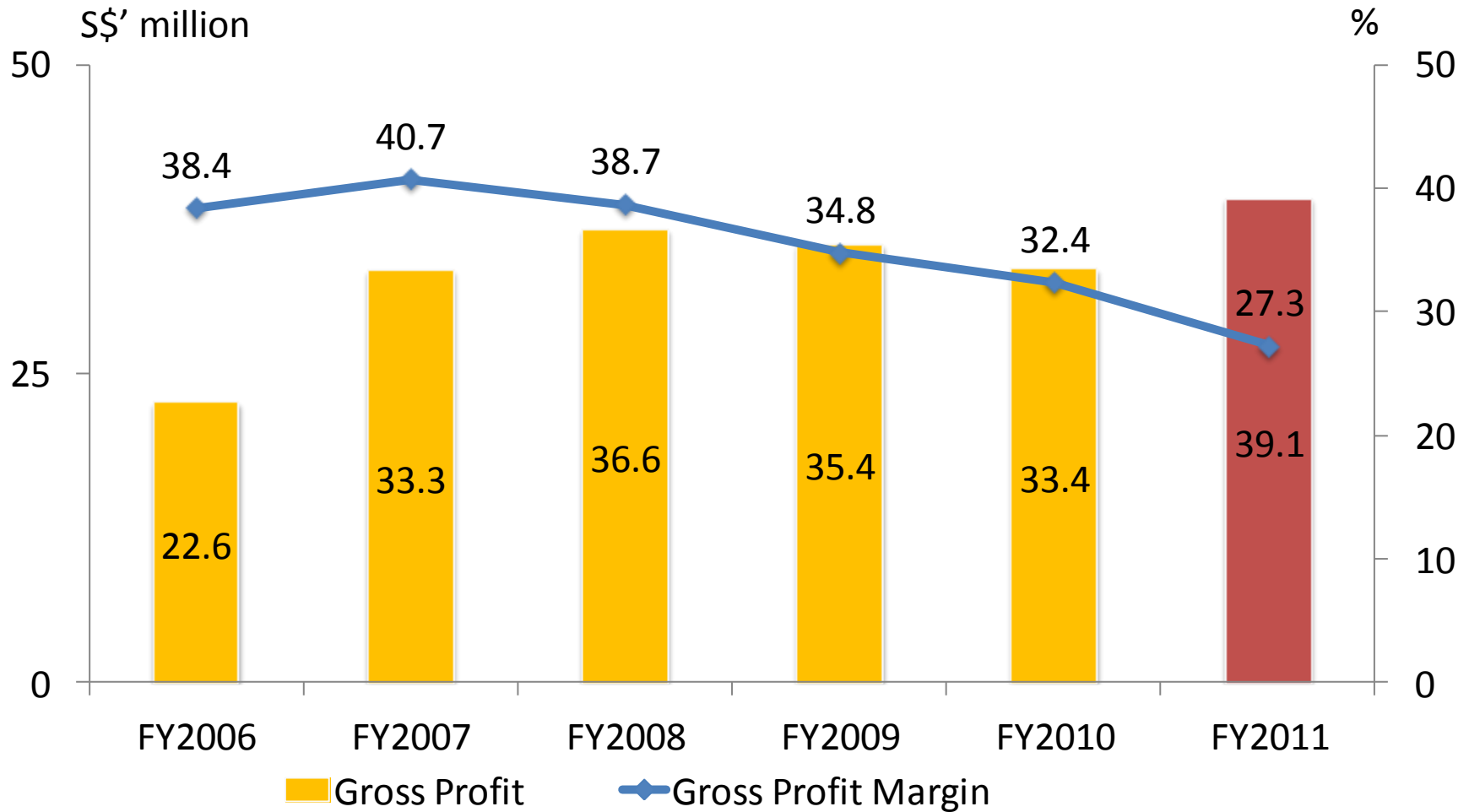


FY2010

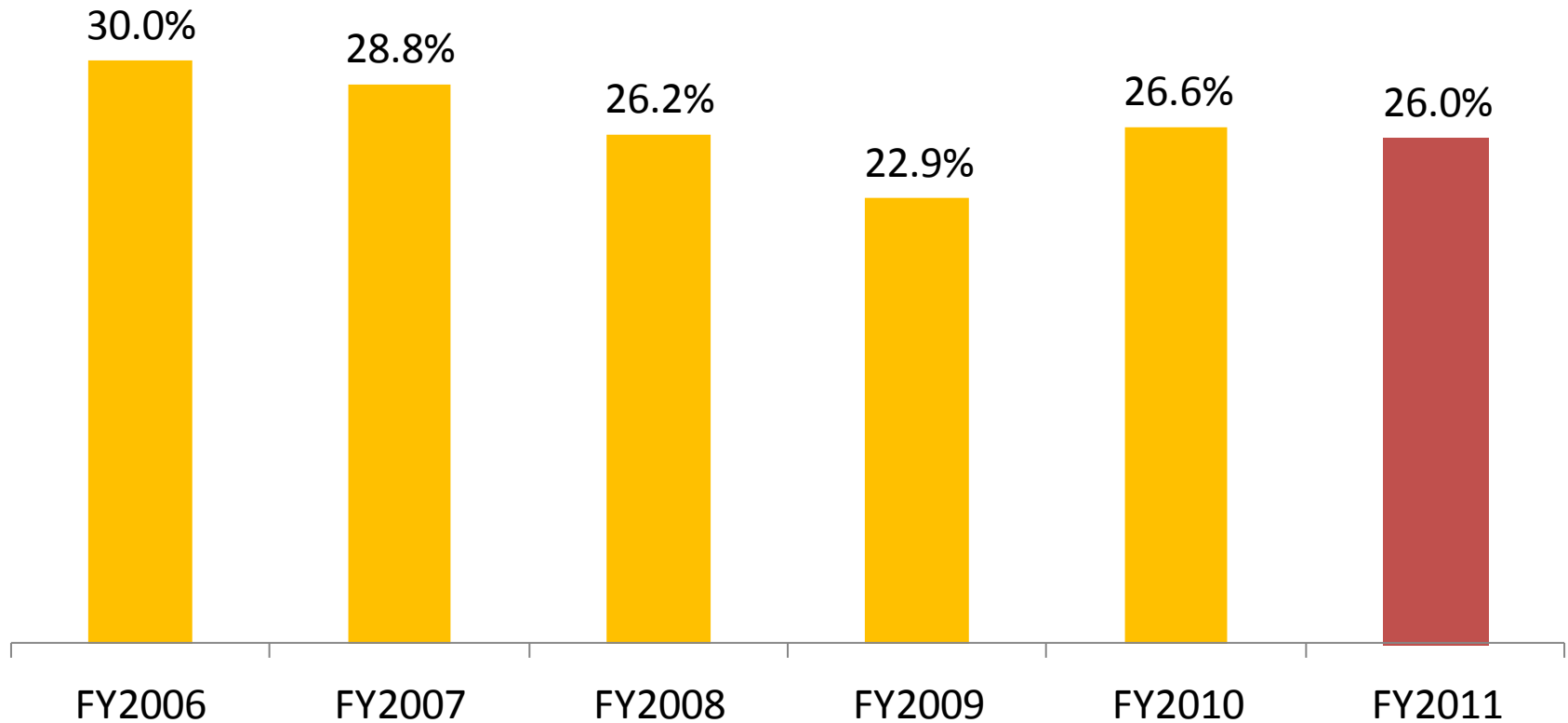


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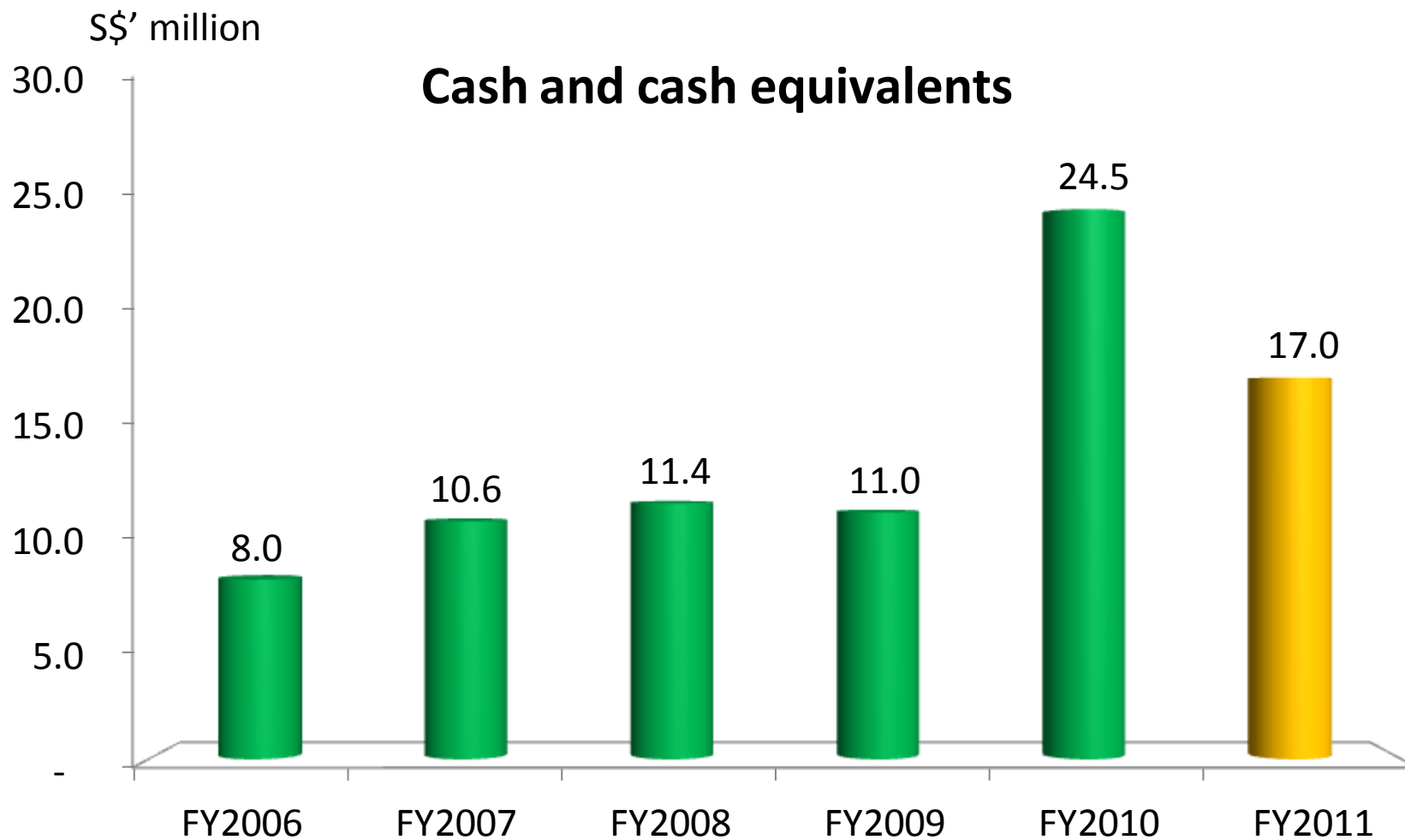
Profit Track Record – Gross Profit



Dividend Payout Ratio



Strong Financial Position





Operations Review

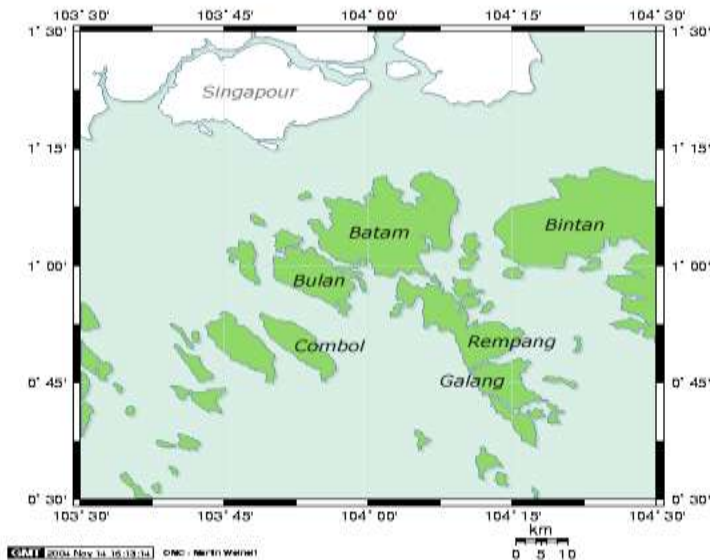


BH GLOBAL MARINE LIMITED

Developments in 2011

Fabrication yard - Batam

- **PT BH Marine & Offshore Engineering (90%)**
- Acquired a new yard with Area 30 Hectares
- Investment > S\$5 million



Developments in 2011

LED Lightings - Shanghai

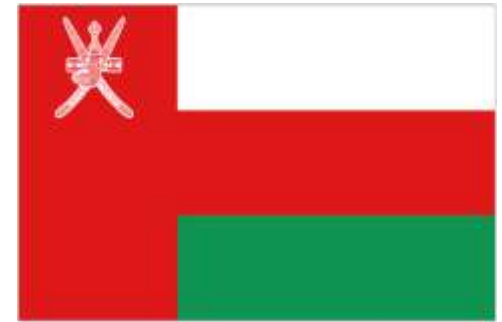
- **GL Lighting Holding Pte Ltd (25%)**
- R&D and Manufacturing in Shanghai
- Investment US\$5 million



Developments in 2011

Galvanised Steel Wires – Oman

- **Gulf Specialty Steel Industries LLC (51%)**
- Factory to be ready by 1Q 2013
- Estimated Investment US\$10 million



Award Accreditations

➤ **FORBES ASIA, BEST UNDER A BILLION TOP 200 COMPANIES - 2007/2008**

➤ **SINGAPORE CORPORATE AWARDS**

Best Investor Relations

2007 – Merit

2008 – Silver

2009 – Silver

2010 – Gold

Best Managed Board – 2011 – Silver

Best CFO – 2011 – Mr Keegan Chua

➤ **SINGAPORE PRESTIGIOUS BRAND AWARD 2008**





Market Outlook & Growth Strategies



BH GLOBAL MARINE LIMITED

Growth Strategies

- Uncertain and Challenging

- Cautious Approach

- Focus on existing businesses

 - Ensure GSSI manufacturing plant on track

 - Develop M&O LED Lightings

 - Develop newly acquired fabrication yard in stages

- Review and Consolidate



Thank You!

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