Presentation Overview

- Introduction
- Our Values
- Business Organization
- Business Overview
- Customer Track Record
Introduction
Introduction - History

1982: Seiho Machinery
1990: World Ship Spares
1995: Global Pyramid
2007: Golden Alliance Marine
2011: Ding Yang Investment
2012: World Ship Engineering
Our Values
Seiho Corporate Presentation

Our Values

- Ownership
- Service Excellence
- Honor
- Efficiency
- Initiative
Our Values- Visions and Mission

Mission
We aim to set the highest standards in our industry by providing high quality products, excellent customer service and customized customer solutions.

Vision
To be the leading auxiliary marine engine spare-parts hub and services integrator.
Organization

Seiho Machinery & Electric
Singapore • Malaysia • China
Seiho Corporate Presentation

Organization - Key Details

1. Founding Year: 04-06-1982
2. Years in Business: 30 Years
3. No of Employees (Seiho & All Subsidiaries) : 50
4. No of Subsidiaries: 4
5. Total Sales (2012): $29.4 M
Managing Director
(Kuah Swe Guan)

Finance Director
(Kuah Soon Guan)

General Manager
(Kuah Jian Guang)

Finance Manager
(Grace Chan Foon Fun)

Sales Manager
(Tommy Eng Eng Nee)

Christopher Teo Chuan Beng
(Assistant Sales Manager)

Chelsea Li Qian
(Logistics Manager)

Kong Jean
(Assistant Logistics Manager)

Lina Wijaya
(Assistant Accounts Manager)

Vivian Wang Shaoyu
(Internal Sales Manager)

Zhu ShaoJie
(Warehouse Manager)

Toh Hong Heng
(Internal Warehouse Manager)

Henry Koh
(Business Development Manager)
Organization - Key Subsidiaries

Seiho Machinery & Electric Pte Ltd

SME

Presentation Overview
Introduction
Our Values
Organization
Business Overview
Products Line
Our Services
Customer References
Organization - Warehouse Facility

6000 Square Feet Warehouse Facility
Organization- Key Subsidiaries

1982: The Humble Roots of Seiho

**Major Business Activities**
- Authorized Yanmar Dealer in Singapore
- Supplier of Other Japanese Auxiliary Engine Spares
- Supplier other Japanese Auxiliary Equipment such as Pumps, Purifiers, Air Compressors and Vessel Instruments
- Vessel Servicing and Reconditioning of Spares

**Major Customer Network**
- Global Ship Management Companies and Ship Owners

1990: The Founding of World Ship

**Major Business Activities**
- Specialist in Pump Spare-parts Supplier (Centrifugal, Cargo, Cooling Water, Ballast, Lub Oil)
- Fuel Injection Pump Reconditioning Services
- Japanese Auxiliary Engines Reconditioned Spares

**Major Customer Network**
- Indonesian and Singapore Ship Owners and Ship Management Companies
1995: The Expansion into Malaysia

**Major Business Activities**
- Supplier of Other Japanese Auxiliary Engine Spares
- Supplier other Japanese Auxiliary Equipment such as Pumps, Purifiers, Air Compressors and Vessel Instruments

**Major Customer Network**
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2005: Growth Within Emerging Markets

**Major Business Activities**
- Authorized Yanmar Spare-parts Supplier in Shanghai
- **Japanese Auxiliary Engine Spares**
- Vessel Servicing and Reconditioning of Spares

**Major Customer Network**
- China Trading Houses and Ship Management Companies
1995: The Expansion into Malaysia

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2005: Growth Within Emerging Markets

**Major Business Activities**
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Organization - Key Subsidiaries

2011: The Expansion into Malaysia

**Major Business Activities**
- Specialist Supplier in Anti-Piracy Instruments
- Supplier of Lifeboat Safety Equipment
- Supplier of HAVC Turn-Key Solutions

**Major Customer Network**
- Malaysia Ship Management Companies and Ship Owners

2012: The Expansion into Engineering Services

**Major Business Activities**
- Service of Fuel Systems of all 2 & 4 Stroke Engine Systems
- Reconditioning of Fuel Pumps, Valves and Injectors
- Reconditioning of Plungers and Barrels

**Major Customer Network**
- Indonesian and Singapore Ship Owners and Ship Management Companies
Presentation Overview

Business Overview - Core Businesses

Core Businesses

- Auxiliary Engine
  - Pump
  - Air Compressor
  - Purifier
  - Vessel Instrument
  - Turbocharger

- Auxiliary Marine Equipment

- Vessel Servicing

- Spares Reconditioning
  - Laser Cladding Division
  - Fuel Injection Division
2012: Rebuilding of Engine for Vessel MV Kota Jasa

- Dismantle 2nd Yanmar Auxiliary Engine Model M220AL-EN and check timing gears and crank bearings
- Calibration and Replacement of worn out Con Rods with new Con Rods
- Renewal of Pistons that have excessive wear on 1st ring groove with new Pistons.
- Replacement of Shaft Assembly and Bush for Lub Oil Pump
- Replacement of Splint Gear of Governor Drive Shaft.
- Replacement of worn out Crankshaft with new Crankshaft
2012: Rebuilding of Engine for Vessel MV Bow Asia

- Before installation of Reconditioned Crankshaft, inspection of Crankshaft was performed which included:
  - Checking of overall dimensions and gears
  - Calibration of Journals and Pins
  - Magnetic Particle Inspection (MPI) of journals and pins
  - Hardness check for journals and pins
  - Inspection of crankshaft straightness and markings

- Before installation of Reconditioned Cylinder Block, inspection of Cylinder Block was performed which included:
  - Inspection for cracks
  - Retighten Bearing Caps for alignment check
  - Inspection and Calibration of all Main Bearing Pockets
  - Inspection and Calibration of Liner Seats
  - Calibration of Cam Shaft Pocket with bush
  - Flatness check of engine block underside landing surface
2012: Rebuilding of Engine for Vessel MV Bow Asia

- Installation of Reconditioned Crankshaft and Cylinder Block with inspection and certification by Det Norske Veritas (DNV) Surveyor
2012: Rebuilding of Engine for Vessel MV Asia Star

- Before installation of Reconditioned Connecting Rods, inspection of Connecting Rods was performed which included:
  • Calibration of Con Rods
  • Recondition of Con Rig Big Ends
  • Renewal of Small End Bush
  • Renewal of Con Rod Bolts
  • Magnetic Particle Inspection (MPI) to check for any crack

- Replacement of used Crankshaft with reconditioned and Yanmar recalibrated Crankshaft (NK Class Stamping with balancing weights and crank gear)

- Replacement of used pistons with Laser Stellite Cladded pistons with enhanced durability and standard size ring grooves
2012: Rebuilding of Engine for Vessel MV Asia Star

- Installation of Cylinder Block Assembly and Cylinder Bed
- Assembly with inspection and certification by Det Norske Veritas (DNV) Surveyor
Business Overview - Laser Cladding Of Engine Spares

Laser Cladding Reconditioning
1. Repair high value parts with local damages
2. Repair of conventionally not repairable parts
3. Repair Thin walled parts (4 - 5mm) (Cannot administer welding)
4. Creation of wear resistant surfaces (Longer Durability)

Engine Components We Repair
1. 4 Stroke Pistons with Bore Size (≤ 330mm)
2. Smaller 2 Stroke Pistons (Mitsubishi UEC 33 & 35)
3. Turbo-Charger Shafts (IHI RH 133, 143, 163, 183)
4. Valve Cage with bore size (≥220mm)
5. Exhaust Valve Spindles (2 Stroke Pistons)

Benefits of Our Service
1. Rebuilding Worn Spares to Original Sizes
2. Increases Physical Durability of Spares
3. Increases Chemical Resistance of Spares
4. Reduced down times for ship owners and charters requiring repairs
5. Save Costs on Purchase of Spares by Reconditioning
2012: Laser Cladding Of IHI Turbo Charger Shaft

**Before**
Worn Bearing Seats and Sealing Grooves

**After Laser Cladding**
Enhanced Durability
2012: Laser Cladding Of 4 Stroke Yanmar M220AL-EN Pistons

**Before**
Worn 1\textsuperscript{st} and 2\textsuperscript{nd} Ring Groove

**After Laser Cladding**
Enhanced Durability of 1\textsuperscript{st} and 2\textsuperscript{nd} Ring Groove
2012: Laser Cladding Of Valve Cage

**Before**
Worn Valve Seats

**After Laser Cladding**
Enhanced Durability of Valve Seats
Fuel Injection Division

1. Service of fuel systems of all 2 and 4 Stroke Engine Systems
2. Reconditioning of Fuel Pumps (Single / Inline)
3. Reconditioning of Plungers and Barrels
4. Reconditioning of Fuel Valves and Injectors

One Stop Service Package

Our One Stop Service Package consists of the following
1. Inspection
2. Cleaning
3. Overhaul & Repair
4. Renewing of Spare-Parts
5. Calibration & Optimization (Test Bench)

Benefits of Our Service

1. Most Competitive Price
2. Fully Equipped Fuel Injection Facility
3. Fully Trained Staff with over 20 Years of Experience
4. One Stop Facility for all Fuel System Services
5. Fast Response Time
Customer References - Ship Management Company Examples

- Anglo Eastern Ship Management Group
- ASP Ship Management Group
- Belships Management Group
- BW Fleet Management Pte Ltd
- Columbia Ship Management Ltd
- Fleet Management Limited
- MTM Ship Management Pte Ltd
- Odfjell Singapore Pte Ltd
- Raffles Ship Management Pte Ltd
- Tanker Pacific Pte Ltd
- Thome Ship Management Pte Ltd
- Wallem Ship Management Pte Ltd
- TMS Ship Management Pte Ltd
Customer Track Record - Ship Owner Examples

- Berge Bulk Singapore Pte Ltd
- DD Shipping Pte Ltd
- East Marine Holdings
- Gearbulk Holding Limited
- KGJ Cement Group Co Ltd
- MasterBulk Pte Ltd
- Mermaid Maritime Pte Limited
- MISC Sdn Bhd
- Pacific Basin Shipping Limited
- Posh Semco Pte Ltd
- Primorsk Shipping Corporation
- Regional Container Lines
- SMIT Singapore Pte Ltd
- Superin Chemical Pte Ltd
- Tai Chong Cheang Steamship Co Ltd
- Thorensen Cp Ltd
- Tidewater Marine Pte Ltd
- ZIM International Shipping Lines
Summary

Seiho Machinery & Electric
Singapore • Malaysia • China
We aim to be the leading specialists in Main and Auxiliary Engine Spares Supplier and Engineering Service in Asia.
Thank you for viewing our Presentation!