

American Electric Technologies, Inc.

Investor Overview Presentation

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AETI Corporate Overview

- American Electric Technologies (AETI) is the premium provider of custom-designed power delivery solutions for the traditional and alternative energy industries.
- AETI was formed in May 2007 by the merger of M&I Electric Industries and American Access Technologies
- As of February 28, 2008, we had 569 employees
- 2007 revenue: \$55.7M
- Headquarters in Houston with manufacturing operations and service centers in Houston and Beaumont, Texas, Florida, Mississippi, Singapore and China.
- Worldwide sales, service and support

AETI Texas Facilities



Houston, Texas
Corporate Headquarters



Beaumont, Texas
**M&I Manufacturing
Center**

American Access Technologies



**Keystone Heights, Florida
Manufacturing Center**



South Coast Electric Systems



**Pearlington, Mississippi
Manufacturing Center**





in Xi'an, China



New Facility – Xi'an



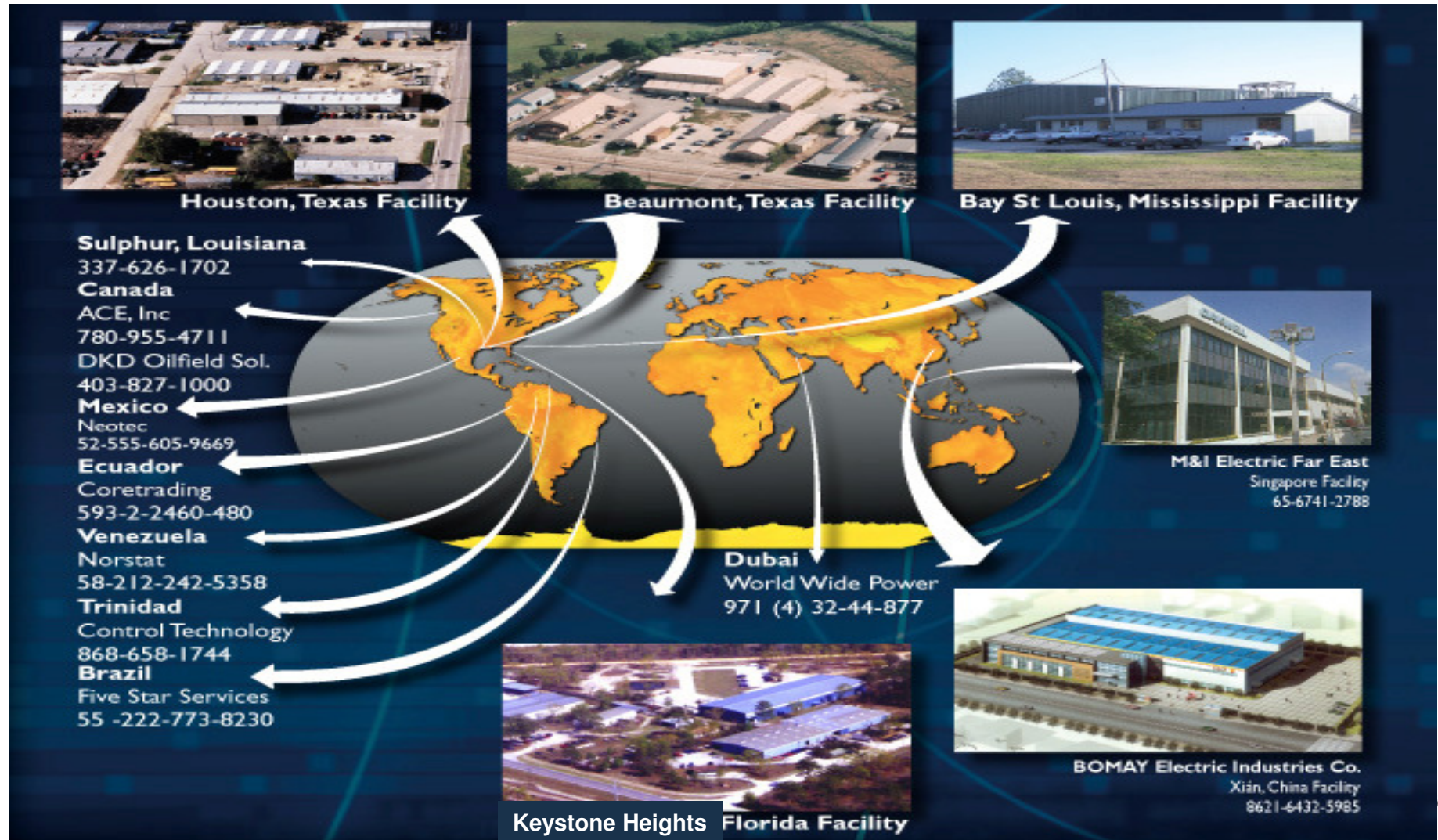
M&I Electric Far East, Singapore



PT M&I Indonesia

- In March 2008, AETI increased its presence in Indonesia by entering a new strategic partnership in Jakarta, Indonesia. The new joint venture will concentrate on the service and marketing of power delivery products to benefit the burgeoning Indonesian power generation and oil and gas markets. Our Singapore joint venture, M&I Electric Far East, will have 45 percent ownership of the new joint venture.

US and International Operations



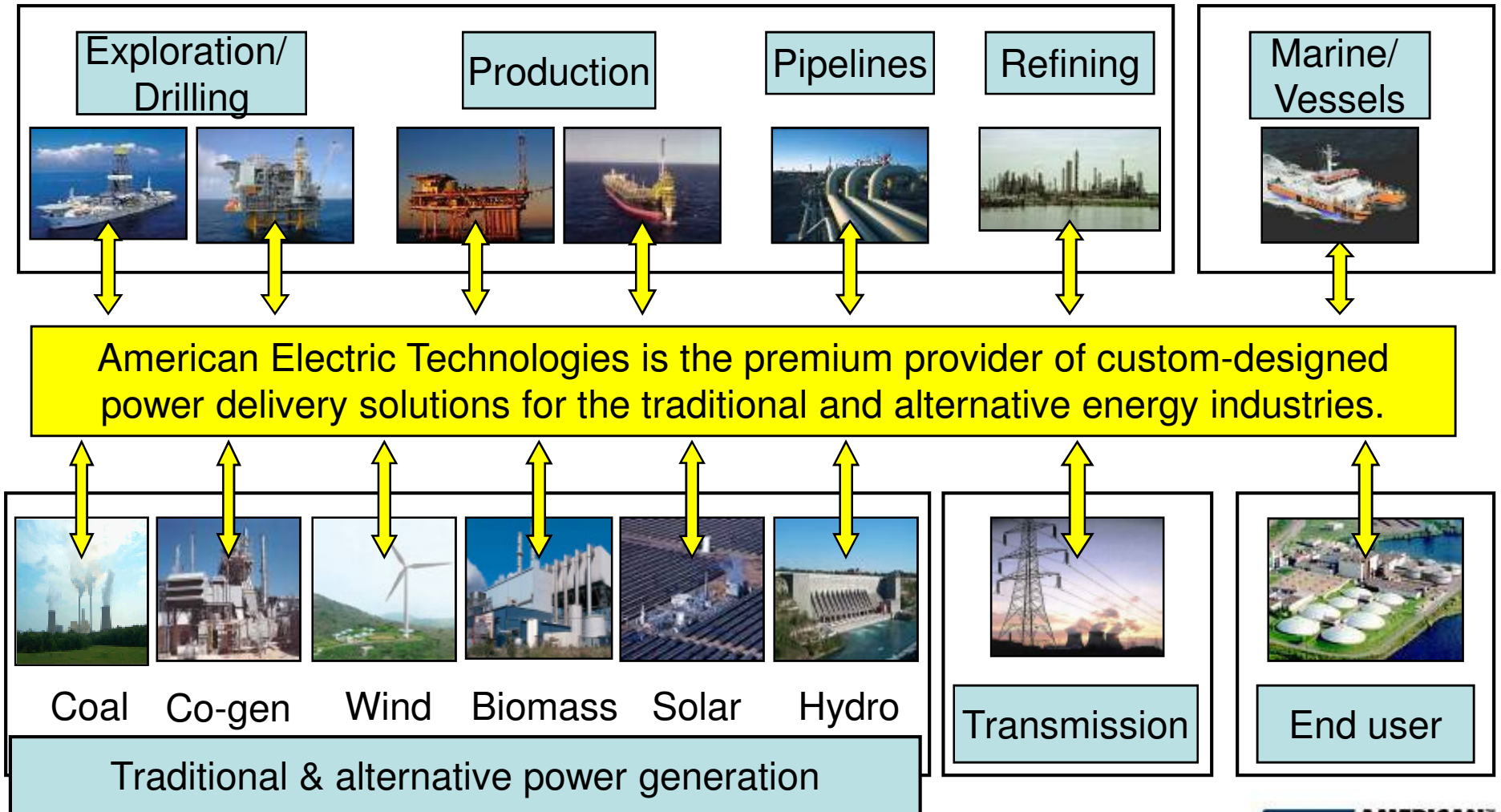
China Market Leader



- BOMAY is the AETI joint venture in Xi'an, China
 - 40% owned by AETI, majority owner is BOMCO
 - BOMCO is the largest oilfield equipment company in China
 - BOMCO is owned by China National Petroleum Company (CNPC)/Petro China
- 2007 JV revenues of \$49M US\$ and AETI recorded equity income of \$1.4 million.



Our M&I Electric Division Business



Customer List

Land and offshore drilling



Pipelines and production



CNOOC LIMITED
中国海洋石油有限公司

Refining and petrochemical



Marine/vessels



TIDEWATER



Power generation

Solar Turbines
A Caterpillar Company



AETI Solutions and Industry Leadership

Power delivery solutions



- Power distribution and control systems
 - Fully custom-designed LV and MV switchgear
 - AC & DC variable speed drives
 - Automation and controls
 - Motor Control Centers
 - Power Control Buildings
- American Access zone cabling enclosures
- Technical Field services
- High voltage/testing services
- E&I construction services
- Turn-key project management
- Omega Metals custom metal fabrication services

Industry-leadership

- Only company that can provide complete total power system responsibility
- Industry's fastest delivery times
- Complex designs for toughest applications
 - Harsh environmental and hazardous environments
 - Custom assemblies with non-standard and/or multi-vendor components
 - Special enclosure sizing or design
- Ability to meet broadest set of industry standard requirements including ABS, DNV, Lloyds, CE, IEEE, NEMA, NEC, Sira, USCG, UL, more

Custom Designed Switchgear

- Low-voltage and medium-voltage custom-designed switchgear
 - ANSI and IEC switchgear
 - Metal-clad and metal-enclosed
 - Low voltage metal enclosed switchgear through 600VAC
 - MV Metal-clad switchgear up to 3,000A
 - MV Metal-enclosed switchgear for 600 and 1200 amp capacity through 38kV.
 - Distribution switchgear and generator control switchgear



480VAC Low-voltage switchgear built for US Coast Guard



Medium-voltage metal-clad ANSI switchgear

Small form-factor 6.6KV IEC switchgear (600mm wide, NEMA 4x)



Built for Solar Turbines



Medium-voltage 11KV IEC Generator control and distribution switchgear built for Boeing SBX project



Medium-voltage Metal-enclosed switchgear Build for Goodyear



Broadest Drive Line-up in Industry

- Low-voltage and medium-voltage drives
 - LV and MV soft-start drives
 - Digital SCR drives
 - Analog SCR drives (Hill Hayes)
 - AC Liquid cooled drives (LV and MV)
 - AC air cooled drives (LV and MV)
 - Analog AC/DC drives
 - Digital Generator Control drives
 - Permanent Magnet Motor/Generator drives
- Key applications include:
 - Marine propulsion
 - Drilling system (mud-pump and top drive)
 - Pipeline (compressor/pump drives)



Digital SCR drive
built for ENSCO
106 offshore drilling
jack-up rig



5KV solid state soft
start built for power
barge project

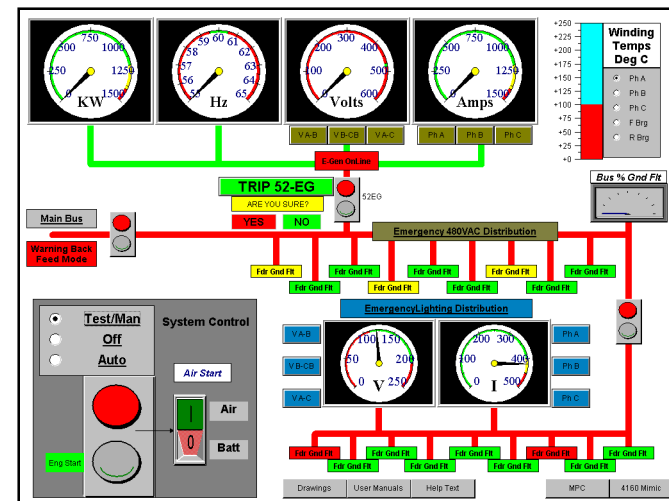
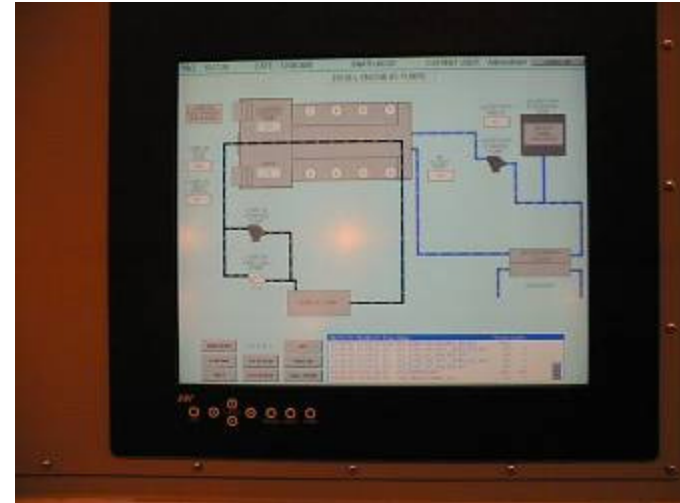


AC VFD built
for Parker
Drilling land
drilling rig



Turn-key Automation/Control Solutions

- Custom-designed instrumentation
- SCADA systems
- Data acquisition
- RTU
- Marshalling cabinet
- PLC support includes:
 - Siemens
 - AB/Rockwell
 - Wago
- Industry solutions
 - Drilling consoles
 - Refinery systems
 - Water/wastewater
 - SCADA



Motor Control Center

- Low-voltage and medium-voltage MCCs through 7.2KV
 - Eaton/Cutler-Hammer
 - Allen Bradley
 - GE
 - Siemens
- Custom arrangements with transition to switchgear and bus duct are available.
- Some of the custom features include PLC Controls, marshaling cabinets, microprocessor based metering & protection, solid state starters and soft-starts, etc.
- Key applications include
 - Pipeline compressor stations
 - Marine and drilling power distribution

Power Control Buildings

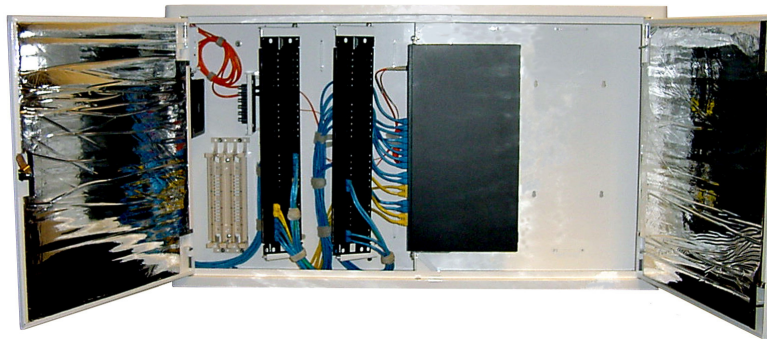
- Galvanized or stainless steel construction
- Interlocking panel and crimp-plate design
- Pressurized system
- Class 1, Div 2
- Raised computer floors
- Specialized coatings
- Up to 100 ft



Skid-mounted Substation



Zone Cabling Enclosures American Access Technologies



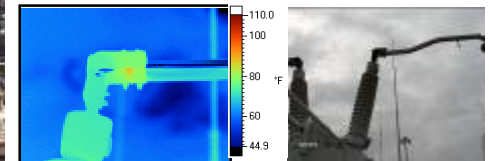
Technical Field Services

- System start-up and commissioning
- Troubleshooting
- Warranty and post-warranty maintenance
- Global service/support



High Voltage/Testing Services

- Power infrastructure consulting services
 - Power infrastructure analysis
 - System failure analysis
 - Power quality analysis
 - Power systems monitoring
 - P.M. program design
 - Short circuit and coordination studies
- Substation services
 - High voltage cable, breaker and transformer testing and repair
 - Protective relay testing and calibration
 - Ground grid testing
 - Station battery and UPS system testing
 - Infrared analysis
 - Power and harmonic recording analysis
 - Substation preventative maintenance and repair
- Breaker retrofits, reconditioning and repair
- Switchgear mods, upgrades and repair
- Custom power engineering projects



E&I Construction

- Construction services
 - Excavation
 - Civil
 - Structural
 - Power and control wiring
 - Lighting
 - Grounding
 - Cable tray
 - Instrumentation
 - Switchgear and control installation
- 15 crews with over 150 construction employees
- Industries served:
 - Industrial
 - Marine
 - Water/wastewater
 - Heavy commercial
- Geographic coverage
 - Greater Houston
 - Texas and surrounding states
- \$40M aggregate/\$20M single project bonding capability

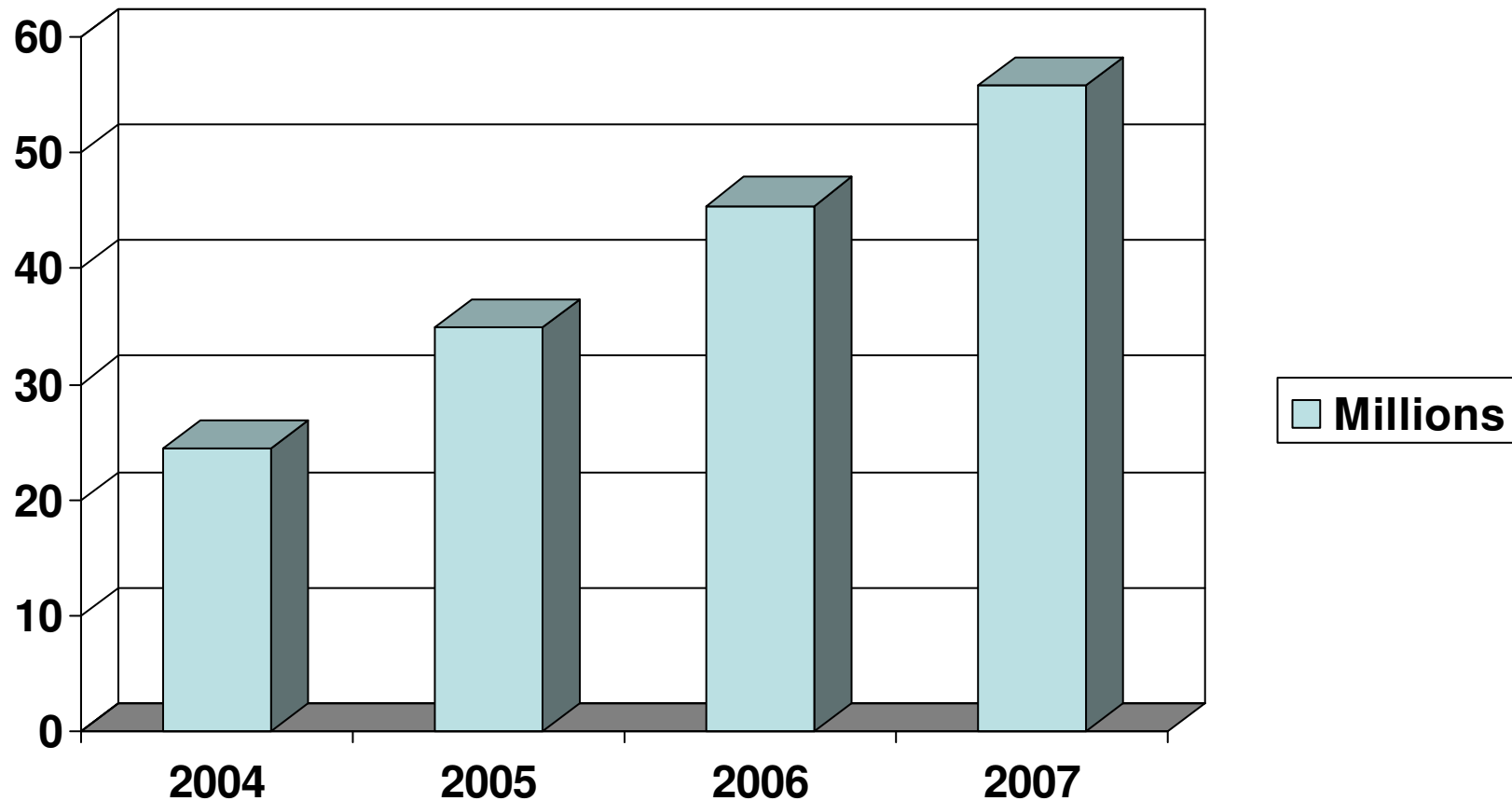


Custom Metal Fabrication Services

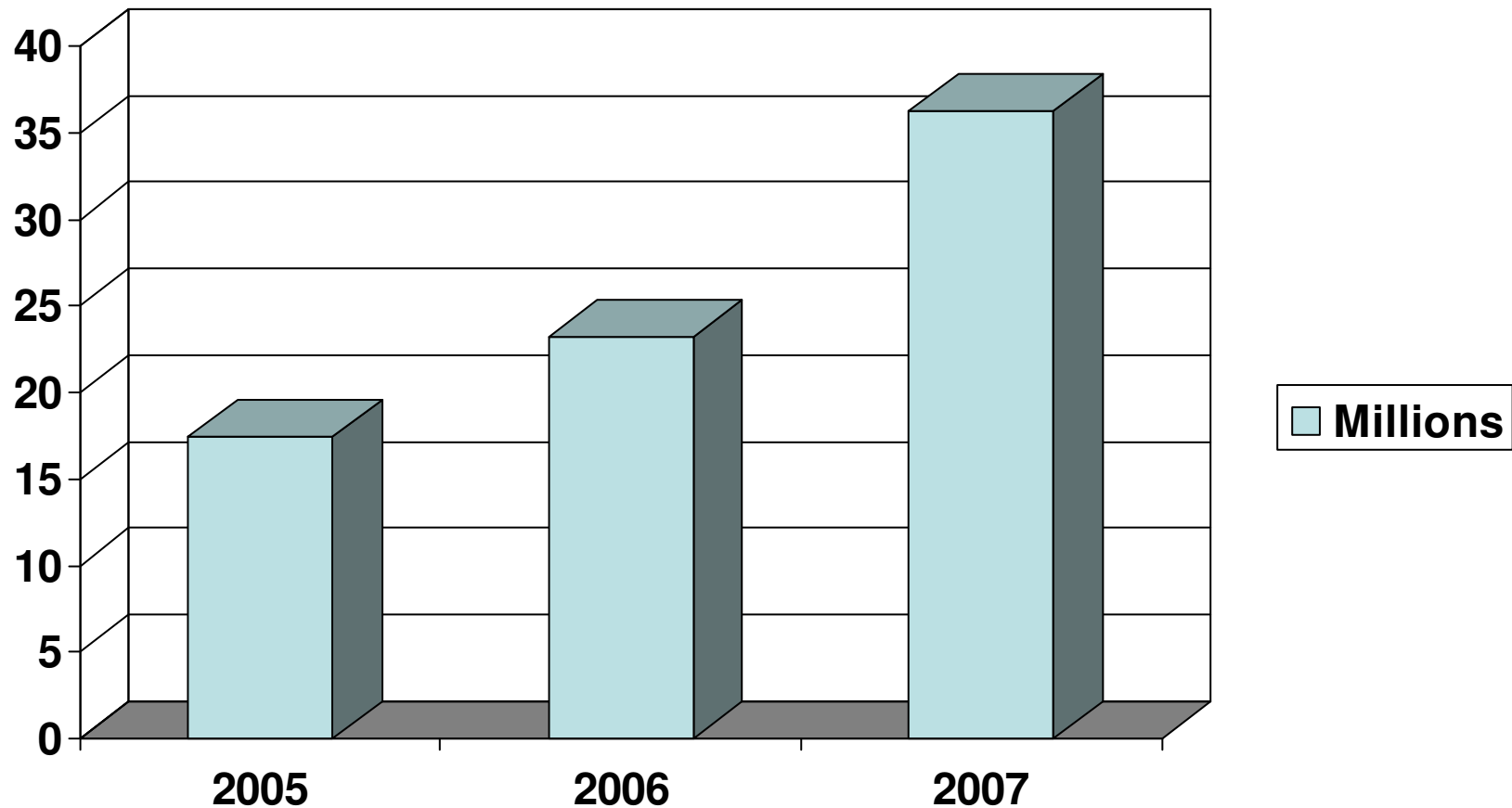
- Provides custom enclosures and value-added contract manufacturing in Southeast US
- Serves electrical and electronics, telecom, medical and other industrial segments



AETI Revenues 2004-2007



AETI Assets 2005-2007



Financial and Stock Information

- The 2007 American Electric Technologies, Inc. financial statements were filed with the SEC on Form 10-K on March 31, 2008 and are available on our website www.aeti.com.
- Our stock trades on the NASDAQ Stock Exchange under the ticker symbol AETI.
- As of April 4, 2008, AETI has 7,661,241 shares outstanding. There are approximately 1,500,00 shares in the public float.

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DISCLAIMER

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Certain information provided in this presentation constitutes forward looking statements. The words "anticipate", "expect", "project" and similar expressions are intended to identify such forward looking statements. Although American Electric believes that these statements are based on information and assumptions which are current, reasonable and complete, these statements are necessarily subject to a variety of risks and uncertainties pertaining to operating performance, economic conditions, industry trends and technological advances. You can find a discussion of those risks and uncertainties in our SEC filings. While we make these forward-looking statements in good faith, should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary significantly from those expected. American Electric assumes no obligation to publicly update or revise any forward looking statements made herein or otherwise, whether as a result of new information, future events or otherwise.



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