



**QIAN HU CORPORATION LIMITED**  
(Company Registration No. : 199806124N)

**FINANCIAL STATEMENTS AND DIVIDEND ANNOUNCEMENT  
FOR THE YEAR ENDED 31 DECEMBER 2008**

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**QIAN HU CORPORATION LIMITED**  
(Company Registration No. : 199806124N)

**FULL YEAR FINANCIAL STATEMENTS AND DIVIDEND ANNOUNCEMENT**

1(a) **STATEMENT OF PROFIT AND LOSS FOR THE FOURTH QUARTER AND FINANCIAL YEAR ENDED 31 DECEMBER 2008**

|                                       | Note | Group                 |                |             | Group                       |                |             |
|---------------------------------------|------|-----------------------|----------------|-------------|-----------------------------|----------------|-------------|
|                                       |      | 3 months ended 31 Dec |                | Change<br>% | Financial year ended 31 Dec |                | Change<br>% |
|                                       |      | 2008<br>\$'000        | 2007<br>\$'000 |             | 2008<br>\$'000              | 2007<br>\$'000 |             |
| Revenue                               |      | 22,859                | 24,623         | (7.2)       | 93,062                      | 91,720         | 1.5         |
| Cost of sales                         |      | (14,799)              | (16,712)       | (11.4)      | (59,992)                    | (60,175)       | (0.3)       |
| <b>Gross profit</b>                   |      | <b>8,060</b>          | <b>7,911</b>   | <b>1.9</b>  | <b>33,070</b>               | <b>31,545</b>  | <b>4.8</b>  |
| Other operating income                | i    | 35                    | 17             | 105.9       | 161                         | 210            | (23.3)      |
|                                       |      | <b>8,095</b>          | <b>7,928</b>   | <b>2.1</b>  | <b>33,231</b>               | <b>31,755</b>  | <b>4.6</b>  |
| Selling & distribution expenses       | ii   | (532)                 | (477)          | 11.5        | (2,698)                     | (2,805)        | (3.8)       |
| General & administrative expenses     | ii   | (4,998)               | (5,110)        | (2.2)       | (20,438)                    | (20,223)       | 1.1         |
| <b>Profit from operations</b>         | iii  | <b>2,565</b>          | <b>2,341</b>   | <b>9.6</b>  | <b>10,095</b>               | <b>8,727</b>   | <b>15.7</b> |
| Financial income                      | iv   | 3                     | 1              | 200.0       | 21                          | 7              | 200.0       |
| Financial expenses                    | iv   | (217)                 | (207)          | 4.8         | (876)                       | (839)          | 4.4         |
|                                       |      | <b>2,351</b>          | <b>2,135</b>   | <b>10.1</b> | <b>9,240</b>                | <b>7,895</b>   | <b>17.0</b> |
| Share of (losses) profit of associate |      | (9)                   | 6              | (250.0)     | (49)                        | 24             | (304.2)     |
| <b>Profit before taxation</b>         |      | <b>2,342</b>          | <b>2,141</b>   | <b>9.4</b>  | <b>9,191</b>                | <b>7,919</b>   | <b>16.1</b> |
| Taxation                              | v    | (290)                 | (222)          | 30.6        | (1,790)                     | (1,602)        | 11.7        |
| <b>Profit for the period/year</b>     |      | <b>2,052</b>          | <b>1,919</b>   | <b>6.9</b>  | <b>7,401</b>                | <b>6,317</b>   | <b>17.2</b> |
| Attributable to:                      |      |                       |                |             |                             |                |             |
| <b>Equity holders of the Company</b>  |      | <b>1,736</b>          | <b>1,578</b>   | <b>10.0</b> | <b>6,043</b>                | <b>4,948</b>   | <b>22.1</b> |
| Minority interests                    |      | 316                   | 341            | (7.3)       | 1,358                       | 1,369          | (0.8)       |
|                                       |      | <b>2,052</b>          | <b>1,919</b>   | <b>6.9</b>  | <b>7,401</b>                | <b>6,317</b>   | <b>17.2</b> |
| Gross profit margin                   |      | 35.3%                 | 32.1%          |             | 35.5%                       | 34.4%          |             |
| Net profit margin                     |      | 9.0%                  | 7.8%           |             | 8.0%                        | 6.9%           |             |
| Return on equity                      |      | -                     | -              |             | 11.8%                       | 11.4%          |             |

**Notes to Statement of Profit and Loss**

(i) **Other operating income**

The amount of other operating income earned in the current financial year was lower as compared to that of 2007 mainly due to higher gain on disposal of property, plant and equipment of approximately \$96K in 2007 recorded as compared to \$64K in 2008.



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**Notes to Statement of Profit and Loss (cont'd)**

(ii) **Selling & distribution expenses**  
**General & administration expenses**

The total amount of operating expenses incurred in the 4<sup>th</sup> quarter of 2008 and FY 2008 were relatively consistent as compared to that of its corresponding periods in 2007.

(iii) **Profit from operations**

This is determined after charging (crediting) the following:

|   | <u>Group</u>                 |                              | <u>Group</u>                       |                                    |
|---|------------------------------|------------------------------|------------------------------------|------------------------------------|
|   | <u>3 months ended 31 Dec</u> | <u>3 months ended 31 Dec</u> | <u>Financial year ended 31 Dec</u> | <u>Financial year ended 31 Dec</u> |
|   | <b>2008</b>                  | <b>2007</b>                  | <b>2008</b>                        | <b>2007</b>                        |
|   | \$'000                       | \$'000                       | \$'000                             | \$'000                             |
| Auditors' remuneration                                  |                              |                              |                                    |                                    |
| - auditors of the Company                               | 20                           | 23                           | 74                                 | 80                                 |
| - other auditors  | 9                            | 12                           | 25                                 | 29                                 |
| Non-audit fees  |                              |                              |                                    |                                    |
| - other auditors  | 20                           | 31                           | 39                                 | 55                                 |
| Directors' fees   |                              |                              |                                    |                                    |
| - directors of the Company                              | 14                           | 17                           | 54                                 | 45                                 |
| Directors' remuneration                                 |                              |                              |                                    |                                    |
| - directors of the Company                              | 314                          | 272                          | 1,152                              | 1,049                              |
| - directors of subsidiaries                             | 170                          | 137                          | 558                                | 666                                |
| Amortisation of product listing fees                    | 3                            | 12                           | 18                                 | 43                                 |
| Bad trade receivables                                   |                              |                              |                                    |                                    |
| - written off   | 4                            | 6                            | 10                                 | 7                                  |
| - recovered   | -                            | -                            | (17)                               | -                                  |
| Depreciation of   |                              |                              |                                    |                                    |
| - property, plant and equipment                         | 481                          | 440                          | 1,897                              | 1,832                              |
| - brooder stocks  | 140                          | 107                          | 510                                | 374                                |
| Property, plant and equipment written off               | 5                            | 1                            | 11                                 | 2                                  |
| (Gain) Loss on disposal of                              |                              |                              |                                    |                                    |
| - property, plant and equipment                         | (24)                         | (4)                          | (64)                               | (96)                               |
| - quoted equity investment                              | -                            | -                            | -                                  | 1                                  |
| Allowance for (Write back of)                           |                              |                              |                                    |                                    |
| - doubtful trade receivables                            | 96                           | 92                           | 195                                | 593                                |
| - inventory obsolescence                                | (35)                         | (116)                        | (22)                               | (3)                                |
| Operating lease expenses                                | 273                          | 191                          | 955                                | 732                                |
| Personnel expenses *                                    | 2,857                        | 3,106                        | 12,098                             | 11,718                             |
| Exchange (gain) loss, net                               | (231)                        | 62                           | (515)                              | (271)                              |
| Change in fair value less estimated point-of-sale costs | 275                          | 324                          | 275                                | 324                                |

\* Included directors' remuneration.



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**Notes to Statement of Profit and Loss (cont'd)**

(iv) **Financial expenses - net**

|                             | <u>Group</u>                 |             | <u>Group</u>                       |             |
|-----------------------------|------------------------------|-------------|------------------------------------|-------------|
|                             | <u>3 months ended 31 Dec</u> |             | <u>Financial year ended 31 Dec</u> |             |
|                             | <u>2008</u>                  | <u>2007</u> | <u>2008</u>                        | <u>2007</u> |
|                             | \$'000                       | \$'000      | \$'000                             | \$'000      |
| Interest expenses           |                              |             |                                    |             |
| - bank loans and overdrafts | 158                          | 144         | 609                                | 563         |
| - bills payable             | 52                           | 54          | 232                                | 241         |
| - finance lease obligation  | 7                            | 9           | 35                                 | 35          |
|                             | <u>217</u>                   | <u>207</u>  | <u>876</u>                         | <u>839</u>  |
| Interest income             |                              |             |                                    |             |
| - bank deposits             | (3)                          | (1)         | (21)                               | (7)         |
| Net financial expenses      | <u>214</u>                   | <u>206</u>  | <u>855</u>                         | <u>832</u>  |

The increase in interest expenses in the 4<sup>th</sup> quarter of 2008 and for the year ended 31 December 2008 was mainly due to interest incurred on higher amount of bank borrowings during the financial year.

(v) **Taxation**

|  | <u>Group</u>                 |             | <u>Group</u>                       |              |
|--|------------------------------|-------------|------------------------------------|--------------|
|  | <u>3 months ended 31 Dec</u> |             | <u>Financial year ended 31 Dec</u> |              |
|  | <u>2008</u>                  | <u>2007</u> | <u>2008</u>                        | <u>2007</u>  |
|  | \$'000                       | \$'000      | \$'000                             | \$'000       |
| Current tax                                |                              |             |                                    |              |
| - current year                             | 346                          | 229         | 1,123                              | 1,230        |
| - over provision in respect of prior years | (126)                        | (141)       | (126)                              | (141)        |
| Deferred tax                               |                              |             |                                    |              |
| - temporary differences                    | 105                          | 356         | 828                                | 735          |
| - reduction in tax rate                    | -                            | (146)       | -                                  | (146)        |
| - over provision in respect of prior year  | (35)                         | (76)        | (35)                               | (76)         |
|  | <u>290</u>                   | <u>222</u>  | <u>1,790</u>                       | <u>1,602</u> |

The tax charge for the 4<sup>th</sup> quarter of 2008 and for FY 2008 were higher than the amount obtained by applying the statutory tax rate on profit before taxation mainly due to varying statutory tax rates of different countries in which the Group operates.

As at 31 December 2008, the Group has unutilised tax losses and unabsorbed capital allowances of approximately \$2,493,778 (2007: \$3,486,677) and \$Nil (2007: \$467,621) respectively available for offset against future taxable profits, subject to the agreement of the tax authorities and compliance with relevant provisions of the tax legislation of the respective countries in which the subsidiaries operate. The potential deferred tax assets have not been recognised in the financial statements because it is not probable that future taxable profit will be available against which the Group can utilise the benefits.



**QIAN HU CORPORATION LIMITED**  
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1(b) **BALANCE SHEETS**

|   | Note | Group             |                   | Company           |                   |
|---|------|-------------------|-------------------|-------------------|-------------------|
|   |      | 31 Dec 2008       | 31 Dec 2007       | 31 Dec 2008       | 31 Dec 2007       |
|   |      | \$                | \$                | \$                | \$                |
| <b>Equity attributable to equity holders of the Company</b> |      |                   |                   |                   |                   |
| Share capital   | i    | 29,411,915        | 29,295,961        | 29,411,915        | 29,295,961        |
| Reserves  |      | 24,179,248        | 18,701,650        | 13,427,936        | 10,859,010        |
|   |      | <b>53,591,163</b> | <b>47,997,611</b> | <b>42,839,851</b> | <b>40,154,971</b> |
| <b>Minority Interests</b>                                   |      | 9,143,011         | 7,635,185         | -                 | -                 |
| <b>Total Equity</b>   |      | <b>62,734,174</b> | <b>55,632,796</b> | <b>42,839,851</b> | <b>40,154,971</b> |
| <b>Non-Current Assets</b>                                   |      |                   |                   |                   |                   |
| Property, plant and equipment                               |      | 14,639,378        | 12,438,592        | 4,680,364         | 2,653,895         |
| Brooder stocks  | ii   | 26,745,893        | 21,365,162        | 1,196,790         | 1,225,980         |
| Investments in subsidiaries                                 | iii  | -                 | -                 | 11,991,086        | 11,152,586        |
| Investment in associate                                     | iv   | 787,794           | 836,467           | 812,600           | 812,600           |
| Intangible assets   | v    | 2,205,392         | 2,139,436         | 239,772           | 173,816           |
| <b>Current Assets</b>                                       |      |                   |                   |                   |                   |
| Inventories   | vi   | 22,385,773        | 22,008,603        | 7,512,040         | 6,715,116         |
| Breeder stocks  | vii  | 1,595,170         | 1,420,870         | 444,690           | 245,800           |
| Trade receivables   | viii | 20,712,162        | 17,606,700        | 7,118,439         | 6,840,494         |
| Other receivables, deposits and prepayments                 | ix   | 2,604,894         | 1,835,473         | 1,103,238         | 578,626           |
| Due from  |      |                   |                   |                   |                   |
| - subsidiaries (trade)                                      |      | -                 | -                 | 18,842,672        | 16,689,951        |
| - subsidiaries (non-trade)                                  |      | -                 | -                 | 2,624,119         | 2,855,941         |
| - associate (trade)   |      | 508,334           | 1,655,630         | 508,334           | 1,655,630         |
| Fixed deposits  |      | 24,560            | 23,706            | 24,560            | 23,706            |
| Cash and bank balances                                      |      | 8,302,611         | 7,492,720         | 5,469,044         | 4,744,282         |
|   |      | <b>56,133,504</b> | <b>52,043,702</b> | <b>43,647,136</b> | <b>40,349,546</b> |
| <b>Current Liabilities</b>                                  |      |                   |                   |                   |                   |
| Trade payables  |      | 9,189,826         | 7,356,060         | 3,383,071         | 2,740,663         |
| Bills payable to banks (unsecured)                          | x    | 4,156,350         | 5,002,650         | 638,044           | 1,341,255         |
| Other payables and accruals                                 | xi   | 5,182,697         | 4,782,181         | 3,992,125         | 3,763,148         |
| Due to  |      |                   |                   |                   |                   |
| - subsidiaries (trade)                                      |      | -                 | -                 | 88,614            | 50,842            |
| - subsidiaries (non-trade)                                  |      | -                 | -                 | 810,000           | 480,000           |
| - minority shareholder of a subsidiary (non-trade)          |      | 122,171           | 869,356           | -                 | -                 |
| Finance lease obligations                                   | xii  | 172,640           | 164,849           | 72,703            | 59,732            |
| Bank term loans   | xiii | 10,268,215        | 7,357,093         | 10,000,000        | 7,100,000         |
| Provision for taxation                                      |      | 1,058,178         | 775,093           | 535,299           | 469,275           |
| Bank overdrafts (unsecured)                                 |      | 1,623,138         | 2,066,483         | -                 | -                 |
|   |      | <b>31,773,215</b> | <b>28,373,765</b> | <b>19,519,856</b> | <b>16,004,915</b> |
| <b>Net Current Assets</b>                                   |      | <b>24,360,289</b> | <b>23,669,937</b> | <b>24,127,280</b> | <b>24,344,631</b> |
| <b>Non-Current Liabilities</b>                              |      |                   |                   |                   |                   |
| Finance lease obligations                                   | xii  | (351,917)         | (331,987)         | (108,041)         | (73,537)          |
| Bank term loans   | xiii | (2,058,459)       | (1,545,566)       | -                 | -                 |
| Deferred taxation   |      | (3,594,196)       | (2,939,245)       | (100,000)         | (135,000)         |
| <b>Net Assets</b>   |      | <b>62,734,174</b> | <b>55,632,796</b> | <b>42,839,851</b> | <b>40,154,971</b> |



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1(b) **BALANCE SHEETS (cont'd)**

|                                   | <b>Group</b>       |                    | <b>Company</b>     |                    |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|
|                                   | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
| Inventory turnover (days)         | 145                | 142                | 86                 | 65                 |
| Trade receivables turnover (days) | 75                 | 67                 | 56                 | 53                 |
| Debt equity ratio                 | 0.60               | 0.60               | 0.46               | 0.40               |

**Notes to Balance Sheets**

(i) **Share capital**

|  | <b>Number of shares</b> | <b>\$</b>         |
|--|-------------------------|-------------------|
| <b>Ordinary shares issued and fully paid</b> |                         |                   |
| Balance as at 1 Jan 2008                     | 411,911,279             | 29,295,961        |
| Issue of new shares                          |                         |                   |
| - Exercise of warrants issued                | 3,312,990               | 115,954           |
| Balance as at 31 Dec 2008                    | <u>415,224,269</u>      | <u>29,411,915</u> |

As at 31 December 2008, there were no (2007: Nil) unissued ordinary shares in the Company under options granted to eligible employees of the Group, including associates of controlling shareholders of the Company, under the Qian Hu Post-IPO Share Option Scheme.

The Company issued 64,965,868 warrants in September 2007, of which 22,115,477 were exercised by warrant holders to subscribe for 22,115,477 new ordinary shares of the Company at the exercise price of \$0.035 per share as at 31 December 2007. During the financial year ended 31 December 2008, there were an additional 3,312,990 warrants exercised by warrant holders to subscribe for 3,312,990 new ordinary shares of the Company. Accordingly, there were 39,537,401 warrants outstanding as at 31 December 2008.

(ii) **Brooder stocks**

|   | <b>Group</b>       |                    | <b>Company</b>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|   | <b>\$</b>          | <b>\$</b>          | <b>\$</b>          | <b>\$</b>          |
| <b>Cost</b>   |                    |                    |                    |                    |
| Balance as at 1 Jan                                   | 22,557,297         | 16,099,284         | 1,459,500          | 1,459,500          |
| Additions during the year                             | 6,678,018          | 6,491,591          | -                  | -                  |
| Translation differences                               | (824,434)          | (33,578)           | -                  | -                  |
| Balance as at 31 Dec                                  | <u>28,410,881</u>  | <u>22,557,297</u>  | <u>1,459,500</u>   | <u>1,459,500</u>   |
| <b>Accumulated depreciation and impairment losses</b> |                    |                    |                    |                    |
| Balance as at 1 Jan                                   | 1,192,135          | 819,373            | 233,520            | 204,330            |
| Depreciation charge for the year                      | 510,239            | 374,173            | 29,190             | 29,190             |
| Translation differences                               | (37,386)           | (1,411)            | -                  | -                  |
| Balance as at 31 Dec                                  | <u>1,664,988</u>   | <u>1,192,135</u>   | <u>262,710</u>     | <u>233,520</u>     |
| <b>Net carrying value</b>                             |                    |                    |                    |                    |
| Balance as at 31 Dec                                  | <u>26,745,893</u>  | <u>21,365,162</u>  | <u>1,196,790</u>   | <u>1,225,980</u>   |



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**Notes to Balance Sheets (cont'd)**

(ii) **Brooder stocks (cont'd)**

Brooder stocks are parent stocks of Dragon Fish, held by the Group and the Company for use in the breeding of Dragon Fish. Due to the uniqueness of each Dragon Fish and as an active market does not exist for the brooder stocks, the brooder stocks are stated at cost less accumulated depreciation and any impairment loss.

(iii) **Investments in subsidiaries**

The details of subsidiaries are as follows:

| Name  | Effective equity interest<br>held by the Group |             | Cost of investment<br>by the Company |             |
|---|--|-------------|--------------------------------------|-------------|
|   | 31 Dec 2008                                    | 31 Dec 2007 | 31 Dec 2008                          | 31 Dec 2007 |
|   | %  | %           | \$                                   | \$          |
| Qian Hu Tat Leng Plastic Pte Ltd<br>(Singapore)   | 100  | 100         | 57,050                               | 57,050      |
| Qian Hu Aquarium and Pets (M)<br>Sdn Bhd and its subsidiary:<br>(Malaysia)                              | 100  | 100         | 150,451                              | 150,451     |
| - Qian Hu The Pet Family (M) Sdn Bhd<br>(Malaysia)  | 100  | 100         | -                                    | -           |
| Kim Kang Aquaculture Sdn Bhd<br>and its subsidiary:<br>(Malaysia)                                       | 65   | 65          | 8,538,391 #                          | 7,699,891   |
| - Kim Kang Frozen Food Sdn Bhd  | - ^  | 65          | -                                    | -           |
| Beijing Qian Hu Aquarium & Pets<br>Co., Ltd<br>(People's Republic of China)                             | 100  | 100         | 171,824                              | 171,824     |
| Guangzhou Qian Hu Aquarium & Pets<br>Accessories Manufacturing Co., Ltd<br>(People's Republic of China) | 100  | 100         | 1,686,039                            | 1,686,039   |
| Shanghai Qian Hu Aquarium and Pets<br>Co., Ltd<br>(People's Republic of China)                          | 100  | 100         | 1,086,516                            | 1,086,516   |
| Qian Hu Marketing Co Ltd<br>(Thailand)  | 74   | 74          | 148,262                              | 148,262     |
| Thai Qian Hu Company Limited<br>(Thailand)  | 60   | 60          | 121,554                              | 121,554     |
| NNTL (Thailand) Limited<br>(Thailand)   | 49 *   | 49 *        | 30,999                               | 30,999      |
|   |  |             | 11,991,086                           | 11,152,586  |

\* The Company has voting control at general meetings & Board meetings of NNTL (Thailand) Limited.

# In June 2008, the Company subscribed for its share of the increase in Kim Kang's share capital.

^ Disposed off in October 2008.



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**Notes to Balance Sheets (cont'd)**

**(iii) Investments in subsidiaries (cont'd)**

KPMG Singapore is the auditor of the Singapore-incorporated subsidiary. Another member firm of KPMG International is the auditor of a significant foreign-incorporated subsidiary (as defined under Listing Rule 718 of the Singapore Exchange Listing Manual), namely Kim Kang Aquaculture Sdn Bhd.

**(iv) Investment in associate**

The details of associate are as follows:

|   | <b>Group</b>       |                    | <b>Company</b>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|   | \$                 | \$                 | \$                 | \$                 |
| Unquoted equity investment<br>- Arcadia Product PLC | 812,600            | 812,600            | 812,600            | 812,600            |
| Share of post-acquisition (loss) profit             | (24,806)           | 23,867             | -                  | -                  |
|   | <b>787,794</b>     | <b>836,467</b>     | <b>812,600</b>     | <b>812,600</b>     |

In July 2007, the Company acquired a 20% equity interest in Arcadia Products PLC (“Arcadia”), an aquarium lamp manufacturer based in the United Kingdom, for an initial consideration of £264K (approximately S\$813K). In addition, it was agreed that if Arcadia achieves a net profit after tax (“PAT”) of not less than £400K (the “Required PAT”) in respect of Arcadia’s financial year ended 30 June 2008 (“FY 2008”), a further consideration for the acquisition amounting to 20% of six times the amount of Arcadia’s PAT less the amount of initial consideration already paid by the Company (“further consideration”) will be paid. As Arcadia did not achieve the Required PAT for FY 2008, the further consideration, calculated on the same abovementioned basis for the financial year ending 30 June 2009 (“FY 2009”), will be payable upon Arcadia achieving the Required PAT in FY 2009.

**(v) Intangible assets**

|  | <b>Group</b>       |                    | <b>Company</b>     |                    |
|--|--------------------|--------------------|--------------------|--------------------|
|  | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|  | \$                 | \$                 | \$                 | \$                 |
| Trademarks/customer<br>acquisition costs | 826,774            | 743,059            | 809,897            | 725,497            |
| Product listing fees                     | 196,153            | 196,153            | 196,153            | 196,153            |
| Goodwill on consolidation                | 1,965,620          | 1,965,620          | -                  | -                  |
|  | <b>2,988,547</b>   | <b>2,904,832</b>   | <b>1,006,050</b>   | <b>921,650</b>     |
| Less accumulated amortisation            | (783,155)          | (765,396)          | (766,278)          | (747,834)          |
|  | <b>2,205,392</b>   | <b>2,139,436</b>   | <b>239,772</b>     | <b>173,816</b>     |





## QIAN HU CORPORATION LIMITED

(Company Registration No. : 199806124N)

### Notes to Balance Sheets (cont'd)

#### (v) Intangible assets (cont'd)

Trademarks/customer acquisition costs relate to costs paid to third parties in relation to the acquisition of trademarks rights and existing customer base of two brands of pet food, namely "ARISTO-CATS YI HU" and "Nature's Gift". With the adoption of the revised FRS 38 *Intangible Assets*, trademarks/customer acquisition costs were determined to have indefinite lives and were no longer amortised but subjected to annual impairment testing.

Product listing fees relate to cost paid to third parties in relation to the entitlements to list and sell the Company's products in certain supermarkets, and are amortised over 3 years.

Goodwill on consolidation represents the excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets of subsidiaries acquired. It was stated at cost from the date of initial recognition and amortised over its estimated useful life of 20 years. With the adoption of FRS 103 Business Combinations, the Group discontinued amortisation of goodwill on consolidation. The remaining goodwill balance is subject to annual impairment testing.

#### (vi) Inventories

|   | <u>Group</u>       |                    | <u>Company</u>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> |
|   | \$                 | \$                 | \$                 | \$                 |
| Fish                                      | 6,700,278          | 7,800,580          | 3,206,189          | 2,979,900          |
| Accessories                               | 15,416,961         | 13,627,378         | 4,606,851          | 4,057,776          |
| Plastics products - raw materials         | 243,516            | 500,293            | -                  | -                  |
| Plastics products - finished goods        | 419,808            | 496,702            | -                  | -                  |
|   | <u>22,780,563</u>  | <u>22,424,953</u>  | <u>7,813,040</u>   | <u>7,037,676</u>   |
| Less allowance for inventory obsolescence | (394,790)          | (416,350)          | (301,000)          | (322,560)          |
|   | <u>22,385,773</u>  | <u>22,008,603</u>  | <u>7,512,040</u>   | <u>6,715,116</u>   |

The increase in accessories balance as at 31 December 2008 was mainly due to higher raw materials and finished goods held in our Guangzhou factory for production orders and delivery due in the coming quarter.

#### (vii) Breeder stocks

|   | <u>Group</u>       |                    | <u>Company</u>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> |
|   | \$                 | \$                 | \$                 | \$                 |
| As at 1 January   | 1,420,870          | 1,721,800          | 245,800            | 245,800            |
| Change in fair value less estimated point-of-sale costs | (275,200)          | (324,120)          | (28,500)           | 15,200             |
| Decreases due to sales                                  | (1,531,310)        | (1,878,660)        | (328,370)          | (671,560)          |
| Net increase due to births                              | 1,980,810          | 1,901,850          | 555,760            | 656,360            |
| As at 31 December                                       | <u>1,595,170</u>   | <u>1,420,870</u>   | <u>444,690</u>     | <u>245,800</u>     |



**QIAN HU CORPORATION LIMITED**  
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**Notes to Balance Sheets (cont'd)**

(viii) **Trade receivables**

|   | <b>Group</b>       |                    | <b>Company</b>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|   | \$                 | \$                 | \$                 | \$                 |
| Trade receivables                             | 22,958,865         | 19,676,399         | 9,018,920          | 8,609,654          |
| Less allowance for doubtful trade receivables | (2,246,703)        | (2,069,699)        | (1,900,481)        | (1,769,160)        |
|   | <u>20,712,162</u>  | <u>17,606,700</u>  | <u>7,118,439</u>   | <u>6,840,494</u>   |

The increase in trade receivables as at 31 December 2008 was mainly due to higher credit sales generated in the last quarter of 2008. The Group typically grants existing customers credit terms of 30 to 90 days.

(ix) **Other receivables, deposits and prepayments**

|   | <b>Group</b>       |                    | <b>Company</b>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|   | \$                 | \$                 | \$                 | \$                 |
| Other receivables                                     | 322,899            | 362,165            | 86,074             | 201,650            |
| Deposits  | 313,762            | 362,833            | 56,398             | 48,547             |
| Prepayments   | 453,125            | 509,321            | 124,319            | 49,489             |
| Advances to suppliers                                 | 451,347            | 45,317             | 365,615            | -                  |
| Deposit for purchase of property, plant and equipment | 470,832            | 278,940            | 470,832            | 278,940            |
| Tax recoverable                                       | 592,929            | 276,897            | -                  | -                  |
|   | <u>2,604,894</u>   | <u>1,835,473</u>   | <u>1,103,238</u>   | <u>578,626</u>     |

The increase in other receivables, deposits and prepayments as at 31 December 2008 was mainly due to advances made to suppliers in relation to the on-going infrastructure construction work in our Singapore farm and the deposits placed for the purchase of related equipment.

(x) **Bills payable to banks**

The weighted average effective interest rates per annum of bills payable for the Group and the Company as at 31 December 2008 are 4.93% (2007: 4.93%) and 5.25% (2007: 5.25%) respectively. These bills mature within one to three months from the end of the year.

(xi) **Other payables and accruals**

|                                 | <b>Group</b>       |                    | <b>Company</b>     |                    |
|---------------------------------|--------------------|--------------------|--------------------|--------------------|
|                                 | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|                                 | \$                 | \$                 | \$                 | \$                 |
| Accrued operating expenses      | 329,191            | 382,613            | 218,268            | 134,528            |
| Accrued staff costs             | 2,139,748          | 2,177,374          | 1,555,234          | 1,755,252          |
| Other payables                  | 2,545,918          | 2,222,194          | 2,218,623          | 1,873,368          |
| Advance received from customers | 167,840            | -                  | -                  | -                  |
|                                 | <u>5,182,697</u>   | <u>4,782,181</u>   | <u>3,992,125</u>   | <u>3,763,148</u>   |



**QIAN HU CORPORATION LIMITED**  
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**Notes to Balance Sheets (cont'd)**

(xii) **Finance lease obligations**

**Group**

|                                 | <b>Payments</b> | <b>Interest</b>  | <b>Principal</b> |
|---------------------------------|-----------------|------------------|------------------|
|                                 | \$              | \$               | \$               |
| <b>31 Dec 2008</b>              |                 |                  |                  |
| Payable:                        |                 |                  |                  |
| After 1 year but within 5 years | 430,824         | (78,907)         | 351,917          |
| Within 1 year                   | 203,831         | (31,191)         | 172,640          |
|                                 | <u>634,655</u>  | <u>(110,098)</u> | <u>524,557</u>   |
| <b>31 Dec 2007</b>              |                 |                  |                  |
| Payable:                        |                 |                  |                  |
| After 1 year but within 5 years | 355,495         | (23,508)         | 331,987          |
| Within 1 year                   | 184,531         | (19,682)         | 164,849          |
|                                 | <u>540,026</u>  | <u>(43,190)</u>  | <u>496,836</u>   |

**Company**

|                                 | <b>Payments</b> | <b>Interest</b> | <b>Principal</b> |
|---------------------------------|-----------------|-----------------|------------------|
|                                 | \$              | \$              | \$               |
| <b>31 Dec 2008</b>              |                 |                 |                  |
| Payable:                        |                 |                 |                  |
| After 1 year but within 5 years | 124,131         | (16,090)        | 108,041          |
| Within 1 year                   | 81,708          | (9,005)         | 72,703           |
|                                 | <u>205,839</u>  | <u>(25,095)</u> | <u>180,744</u>   |
| <b>31 Dec 2007</b>              |                 |                 |                  |
| Payable:                        |                 |                 |                  |
| After 1 year but within 5 years | 82,000          | (8,463)         | 73,537           |
| Within 1 year                   | 67,929          | (8,197)         | 59,732           |
|                                 | <u>149,929</u>  | <u>(16,660)</u> | <u>133,269</u>   |

(xiii) **Bank term loans**

|                                  | <b>Group</b>       |                    | <b>Company</b>     |                    |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|
|                                  | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|                                  | \$                 | \$                 | \$                 | \$                 |
| Due within 1 year:               |                    |                    |                    |                    |
| Short term loans (unsecured)     | 10,000,000         | 7,100,000          | 10,000,000         | 7,100,000          |
| Long-term loans, current portion |                    |                    |                    |                    |
| - secured                        | 31,113             | 29,826             | -                  | -                  |
| - unsecured                      | 237,102            | 227,267            | -                  | -                  |
|                                  | 268,215            | 257,093            | -                  | -                  |
|                                  | <u>10,268,215</u>  | <u>7,357,093</u>   | <u>10,000,000</u>  | <u>7,100,000</u>   |
| Due after 1 year:                |                    |                    |                    |                    |
| Long-term loans                  |                    |                    |                    |                    |
| - secured                        | 75,853             | 111,276            | -                  | -                  |
| - unsecured                      | 1,982,606          | 1,434,290          | -                  | -                  |
|                                  | 2,058,459          | 1,545,566          | -                  | -                  |
|                                  | <u>12,326,674</u>  | <u>8,902,659</u>   | <u>10,000,000</u>  | <u>7,100,000</u>   |



**QIAN HU CORPORATION LIMITED**  
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**Notes to Balance Sheets (cont'd)**

**(xiii) Bank term loans (cont'd)**

The proceeds from the additional bank borrowings were mainly utilised for capital expenditure in relation to the expansion of our Dragon Fish breeding and farming facilities in Singapore and Malaysia.

The unsecured short-term loans are revolving bank loans that bear interest at rates ranging from 2.31% to 3.58% (2007: 3.81% to 4.19%) per annum and are repayable within the next 12 months from the balance sheet date.

The long-term loans, taken by a subsidiary, comprise:

- a 7-year bank loan of RM0.5 million, secured by a mortgage on a subsidiary's freehold land, bears interest at 7.75% (2007: 8.00%) per annum and is repayable in 84 instalments commencing January 2005;
- a 5-year unsecured bank loan of RM1.85 million, bears interest at 8.00% (2007: 8.25%) per annum and is repayable in 60 monthly instalments commencing August 2006;
- a 10-year unsecured bank loan of RM2.5 million, bears interest at 8.00% (2007: 8.25%) per annum and is repayable in 120 monthly instalments commencing March 2007; and
- a 5-year unsecured bank loan of RM3.0 million, of which RM2.0 million was drawdown as at 31 December 2008, bears interest at 7.50% (2007: Nil) per annum and is repayable in 60 monthly instalments commencing upon the full drawdown of the loan.

As at 31 December 2008, there were corporate guarantees given by the Company to financial institutions for banking facilities extended to subsidiaries amounting to approximately \$10.5 million (2007: \$9.6 million). As announced previously, the adoption of the amendments to FRS 39 *Financial Instruments: Recognition and Measurement - Financial Guarantee Contracts* (effective from financial years beginning on or after 1 January 2006), which required the Company to measure the financial guarantees given to financial institutions for bank borrowings of its subsidiaries at fair value upon inception of the guarantees, was assessed to have no material financial impact on the Group's financial statements.



# QIAN HU CORPORATION LIMITED

(Company Registration No. : 199806124N)

## 1(c) STATEMENT OF CASH FLOWS FOR THE FOURTH QUARTER AND FINANCIAL YEAR ENDED 31 DECEMBER 2008

|  | Group                         |                    | Group                               |                    |
|--|-------------------------------|--------------------|-------------------------------------|--------------------|
|  | 3 months ended 31 Dec<br>2008 | 2007               | Financial year ended 31 Dec<br>2008 | 2007               |
|  | \$                            | \$                 | \$                                  | \$                 |
| <b>Cash flows from operating activities</b>            |                               |                    |                                     |                    |
| Profit before taxation and minority interests          | 2,341,989                     | 2,141,114          | 9,191,531                           | 7,919,479          |
| Adjustments for:                                       |                               |                    |                                     |                    |
| Bad trade receivables                                  |                               |                    |                                     |                    |
| - written off  | 3,512                         | 6,448              | 10,169                              | 6,624              |
| - recove red   | 80                            | -                  | (16,800)                            | -                  |
| Depreciation of  |                               |                    |                                     |                    |
| - property, plant and equipment                        | 480,613                       | 439,646            | 1,896,780                           | 1,831,693          |
| - brooder stocks                                       | 139,690                       | 107,063            | 510,239                             | 374,173            |
| (Gain) Loss on disposal of                             |                               |                    |                                     |                    |
| - property, plant and equipment                        | (23,775)                      | (3,596)            | (64,222)                            | (95,699)           |
| - quoted equity investment                             | -                             | -                  | -                                   | 1,032              |
| Property, plant and equipment written off              | 4,759                         | 577                | 10,851                              | 2,075              |
| Change in fair values less estimated                   |                               |                    |                                     |                    |
| point-of-sale costs                                    | 275,200                       | 324,120            | 275,200                             | 324,120            |
| Amortisation of product listing fees                   | 2,981                         | 12,072             | 18,445                              | 42,678             |
| Allowance for (Write back of)                          |                               |                    |                                     |                    |
| - doubtful trade receivables                           | 95,736                        | 92,277             | 194,926                             | 592,965            |
| - inventory obsolescence                               | (35,298)                      | (115,900)          | (21,560)                            | (2,900)            |
| Share of losses (profit) of associate                  | 9,067                         | (5,392)            | 48,673                              | (23,867)           |
| Financial expenses                                     | 217,590                       | 208,136            | 876,568                             | 839,772            |
| Financial income                                       | (3,557)                       | (1,855)            | (21,140)                            | (7,415)            |
| <b>Operating profit before working capital changes</b> | <b>3,508,587</b>              | <b>3,204,710</b>   | <b>12,909,660</b>                   | <b>11,804,730</b>  |
| (Increase) Decrease in:                                |                               |                    |                                     |                    |
| Inventories  | 420,954                       | (110,922)          | (560,815)                           | (408,393)          |
| Breeder stocks   | (449,500)                     | (23,190)           | (449,500)                           | (23,190)           |
| Trade receivables                                      | (2,417,570)                   | (568,760)          | (3,204,048)                         | (2,260,740)        |
| Other receivables, deposits and prepayments            | (388,439)                     | 96,686             | (473,659)                           | 59,760             |
| Due from associate (trade)                             | 184,344                       | (606,454)          | 1,147,296                           | (1,655,630)        |
| Increase (Decrease) in:                                |                               |                    |                                     |                    |
| Trade payables   | 1,540,769                     | 400,449            | 1,816,450                           | 1,343,913          |
| Bills payable to banks                                 | (262,016)                     | 402,327            | (703,211)                           | (145,119)          |
| Other payables and accruals                            | 511,300                       | 773,548            | 416,668                             | 1,032,656          |
| <b>Cash generated from operations</b>                  | <b>2,648,429</b>              | <b>3,568,394</b>   | <b>10,898,841</b>                   | <b>9,747,987</b>   |
| Payment of income tax                                  | (18,551)                      | (149,675)          | (1,079,687)                         | (1,097,704)        |
| <b>Net cash generated from operating activities</b>    | <b>2,629,878</b>              | <b>3,418,719</b>   | <b>9,819,154</b>                    | <b>8,650,283</b>   |
| <b>Cash flows from investing activities</b>            |                               |                    |                                     |                    |
| Purchase of  |                               |                    |                                     |                    |
| - property, plant and equipment                        | (979,172)                     | (366,459)          | (4,141,803)                         | (2,399,375)        |
| - brooder stocks                                       | (1,229,677)                   | (2,318,466)        | (6,678,018)                         | (6,491,591)        |
| Proceeds from disposal of                              |                               |                    |                                     |                    |
| - property, plant and equipment                        | 40,383                        | 3,990              | 95,186                              | 134,401            |
| - quoted equity investment                             | -                             | -                  | -                                   | 2,573              |
| Payment for trademarks/customer acquisition costs      | (35,231)                      | (14,927)           | (84,401)                            | (42,105)           |
| Investment in associate                                | -                             | -                  | -                                   | (812,600)          |
| Interest received                                      | 3,557                         | 1,855              | 21,140                              | 7,415              |
| <b>Net cash used in investing activities</b>           | <b>(2,200,140)</b>            | <b>(2,694,007)</b> | <b>(10,787,896)</b>                 | <b>(9,601,282)</b> |



**QIAN HU CORPORATION LIMITED**  
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1(c) **STATEMENT OF CASH FLOWS FOR THE FOURTH QUARTER AND FINANCIAL YEAR ENDED 31 DECEMBER 2008 (cont'd)**

|   | <b>Group</b>                      |                  | <b>Group</b>                            |                  |
|---|-----------------------------------|------------------|---|------------------|
|   | <b>3 months ended 31 Dec 2008</b> | <b>2007</b>      | <b>Financial year ended 31 Dec 2008</b> | <b>2007</b>      |
|   | \$                                | \$               | \$                                      | \$               |
| <b>Cash flows from financing activities</b>                                 |                                   |                  |   |                  |
| Proceeds from issuance of new shares (net)                                  | -                                 | 578,472          | 115,954                                 | 1,203,282        |
| Drawdown of   |                                   |                  |   |                  |
| - bank term loans   | 666,000                           | -                | 3,736,000                               | 2,342,500        |
| - loans from minority shareholder of a subsidiary                           | -                                 | 32,625           | -                                       | 32,625           |
| Repayment of  |                                   |                  |   |                  |
| - finance lease obligations   | (41,320)                          | (53,240)         | (255,469)                               | (221,567)        |
| - bank term loans   | (57,122)                          | (209,617)        | (241,537)                               | (655,866)        |
| - loans from minority shareholder of a subsidiary                           | (20,832)                          | (6,942)          | (261,710)                               | (307,208)        |
| Payment of dividends to equity holders                                      | -                                 | -                | -                                       | (634,054)        |
| Interest paid   | (211,151)                         | (206,365)        | (886,799)                               | (838,820)        |
| <b>Net cash generated from financing activities</b>                         | <b>335,575</b>                    | <b>134,933</b>   | <b>2,206,439</b>                        | <b>920,892</b>   |
| <b>Net increase (decrease) in cash and cash equivalents</b>                 | <b>765,313</b>                    | <b>859,645</b>   | <b>1,237,697</b>                        | <b>(30,107)</b>  |
| <b>Cash and cash equivalents at beginning of period/year</b>                | <b>5,938,791</b>                  | <b>4,621,584</b> | <b>5,449,943</b>                        | <b>5,467,328</b> |
| Effect of exchange rate changes on cash balances held in foreign currencies | (71)                              | (31,286)         | 16,393                                  | 12,722           |
| <b>Cash and cash equivalents at end of period/year (Note ii)</b>            | <b>6,704,033</b>                  | <b>5,449,943</b> | <b>6,704,033</b>                        | <b>5,449,943</b> |

**Notes to Statement of Cash Flows**

(i) **Disposal of subsidiary**

The cash flow effect of the subsidiary disposed of is set out as follows:-

|  | <b>Group</b>       |                    |
|--|--------------------|--------------------|
|  | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|  | \$                 | \$                 |
| Total consideration                                | 1                  | -                  |
| Less:  |                    |                    |
| Cash and bank balances disposed                    | (1)                | -                  |
| <b>Net cash flow from disposal of a subsidiary</b> | <b>-</b>           | <b>-</b>           |



**QIAN HU CORPORATION LIMITED**  
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**Notes to Statement of Cash Flows**

(ii) Cash and cash equivalents comprise:

|                        | <b>Group</b>       |                    |
|------------------------|--------------------|--------------------|
|                        | <b>31 Dec 2008</b> | <b>31 Dec 2007</b> |
|                        | \$                 | \$                 |
| Fixed deposits         | 24,560             | 23,706             |
| Cash and bank balances | 8,302,611          | 7,492,720          |
| Bank overdrafts        | (1,623,138)        | (2,066,483)        |
|                        | <b>6,704,033</b>   | <b>5,449,943</b>   |

Fixed deposits bear average effective interest rate of 1.14% (2007: 1.80%) per annum with maturity within 18 months from the end of the year. The fixed deposits are pledged to a financial institution to secure performance guarantees issued by that financial institution.

Cash and bank balances earn interest at floating rates based on daily bank deposit rates from 0% to 0.375% (2007: 0.25% to 2.875%) per annum.

The average effective interest rate of bank overdrafts of the Group is 7.75% (2007: 8.00%) per annum. The bank overdrafts are repayable on demand.

(iii) The improvement in the Group's **net cash generated from operating activities** for the year ended 31 December 2008 was due to higher operating profit generated in FY 2008 as compared to FY 2007. However, the profit generated has yet been fully realised into cash as our trade receivables balances increased in accordance with the higher credit sales generated in the last quarter of FY 2008.

**Net cash used in investing activities** was mainly related to the purchase of brooder stocks in Kim Kang Aquaculture Sdn Bhd amounting to approximately \$6.7 million and capital expenditure incurred for the expansion of our Dragon Fish breeding facilities in Singapore, as well as on-going enhancement to the infrastructure and farm facilities in overseas entities.

**Net cash generated from financing activities** in FY 2008 was related to cash proceeds from the issuance of new shares arising from exercise of warrants and the additional drawdown of bank loans granted by financial institutions mainly to finance the capital expenditure incurred. The amount was partially offset by repayment made to minority shareholder of a subsidiary and the settlement of finance lease obligations on a monthly basis, as well as the servicing of interest payments.



**QIAN HU CORPORATION LIMITED**  
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1(d) **STATEMENT OF CHANGES IN EQUITY**

| Group  | Equity attributable to Shareholders of the Company |                           |                                    |             |                          |                    |
|--|--|---------------------------|------------------------------------|-------------|--------------------------|--------------------|
|  | Share capital<br>\$                                | Accumulated profits<br>\$ | Currency translation reserve<br>\$ | Total<br>\$ | Minority interests<br>\$ | Total Equity<br>\$ |
| <b>Balance at 1 Jan 2007</b>                     | 18,997,444   | 24,076,821                | (587,474)                          | 42,486,791  | 6,264,461                | 48,751,252         |
| Net gain (loss) recognised directly in equity:   |  |                           |                                    |             |                          |                    |
| - Currency translation differences               | -  | -                         | (6,576)                            | (6,576)     | 2,052                    | (4,524)            |
| Profit for the year                              | -  | 4,948,168                 | -                                  | 4,948,168   | 1,368,672                | 6,316,840          |
| Total recognised income (expense) for the year   | -  | 4,948,168                 | (6,576)                            | 4,941,592   | 1,370,724                | 6,312,316          |
| Issue of new shares                              | 10,494,087   | -                         | -                                  | 10,494,087  | -                        | 10,494,087         |
| Share of issuance expenses                       | (195,570)  | -                         | -                                  | (195,570)   | -                        | (195,570)          |
| Payment of                                       |  |                           |                                    |             |                          |                    |
| - first and final dividend                       | -  | (634,054)                 | -                                  | (634,054)   | -                        | (634,054)          |
| - special interim dividend                       | -  | (9,095,235)               | -                                  | (9,095,235) | -                        | (9,095,235)        |
| <b>Balance at 31 Dec 2007</b>                    | 29,295,961   | 19,295,700                | (594,050)                          | 47,997,611  | 7,635,185                | 55,632,796         |
| Net gain recognised directly in equity:          |  |                           |                                    |             |                          |                    |
| - Currency translation differences               | -  | -                         | 9,524                              | 9,524       | 7,310                    | 16,834             |
| Profit for the period                            | -  | 1,265,593                 | -                                  | 1,265,593   | 342,565                  | 1,608,158          |
| Total recognised income for the period           | -  | 1,265,593                 | 9,524                              | 1,275,117   | 349,875                  | 1,624,992          |
| Issue of new shares                              | 65,003   | -                         | -                                  | 65,003      | -                        | 65,003             |
| <b>Balance at 31 Mar 2008</b>                    | 29,360,964   | 20,561,293                | (584,526)                          | 49,337,731  | 7,985,060                | 57,322,791         |
| Net gain (loss) recognised directly in equity:   |  |                           |                                    |             |                          |                    |
| - Currency translation differences               | -  | -                         | (519,429)                          | (519,429)   | (274,338)                | (793,767)          |
| Profit for the period                            | -  | 1,508,810                 | -                                  | 1,508,810   | 340,509                  | 1,849,319          |
| Total recognised income (expense) for the period | -  | 1,508,810                 | (519,429)                          | 989,381     | 66,171                   | 1,055,552          |
| Issue of new shares                              | 47,661   | -                         | -                                  | 47,661      | -                        | 47,661             |
| Capital contribution                             | -  | -                         | -                                  | -           | 451,500                  | 451,500            |
| <b>Balance at 30 Jun 2008</b>                    | 29,408,625   | 22,070,103                | (1,103,955)                        | 50,374,773  | 8,502,731                | 58,877,504         |
| Net gain recognised directly in equity:          |  |                           |                                    |             |                          |                    |
| - Currency translation differences               | -  | -                         | 25,767                             | 25,767      | 761                      | 26,528             |
| Profit for the period                            | -  | 1,532,511                 | -                                  | 1,532,511   | 359,388                  | 1,891,899          |
| Total recognised income for the period           | -  | 1,532,511                 | 25,767                             | 1,558,278   | 360,149                  | 1,918,427          |
| Issue of new shares                              | 3,290  | -                         | -                                  | 3,290       | -                        | 3,290              |
| <b>Balance at 30 Sep 2008</b>                    | 29,411,915   | 23,602,614                | (1,078,188)                        | 51,936,341  | 8,862,880                | 60,799,221         |
| Net gain (loss) recognised directly in equity:   |  |                           |                                    |             |                          |                    |
| - Currency translation differences               | -  | -                         | (81,011)                           | (81,011)    | (35,779)                 | (116,790)          |
| Profit for the period                            | -  | 1,735,833                 | -                                  | 1,735,833   | 315,910                  | 2,051,743          |
| Total recognised income (expense) for the period | -  | 1,735,833                 | (81,011)                           | 1,654,822   | 280,131                  | 1,934,953          |
| <b>Balance at 31 Dec 2008</b>                    | 29,411,915   | 25,338,447                | (1,159,199)                        | 53,591,163  | 9,143,011                | 62,734,174         |





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1(d) **STATEMENT OF CHANGES IN EQUITY (cont'd)**

| <b>Company</b>                         | <b>Share capital</b><br>\$ | <b>Accumulated profits</b><br>\$ | <b>Total</b><br>\$ |
|--|----------------------------|----------------------------------|--------------------|
| <b>Balance at 1 Jan 2007</b>           | 18,997,444                 | 18,042,095                       | 37,039,539         |
| Total recognised income for the year   |                            |                                  |                    |
| - Profit for the year                  | -                          | 2,546,204                        | 2,546,204          |
| Issue of new shares                    | 10,494,087                 | -                                | 10,494,087         |
| Share issuance expenses                | (195,570)                  | -                                | (195,570)          |
| Payment of                             |                            |                                  |                    |
| - first and final dividend             | -                          | (634,054)                        | (634,054)          |
| - special interim dividend             | -                          | (9,095,235)                      | (9,095,235)        |
| <b>Balance at 31 Dec 2007</b>          | <b>29,295,961</b>          | <b>10,859,010</b>                | <b>40,154,971</b>  |
| Total recognised income for the period |                            |                                  |                    |
| - Profit for the period                | -                          | 460,312                          | 460,312            |
| Issue of new shares                    | 65,003                     | -                                | 65,003             |
| <b>Balance at 31 Mar 2008</b>          | <b>29,360,964</b>          | <b>11,319,322</b>                | <b>40,680,286</b>  |
| Total recognised income for the period |                            |                                  |                    |
| - Profit for the period                | -                          | 255,031                          | 255,031            |
| Issue of new shares                    | 47,661                     | -                                | 47,661             |
| <b>Balance at 30 Jun 2008</b>          | <b>29,408,625</b>          | <b>11,574,353</b>                | <b>40,982,978</b>  |
| Total recognised income for the period |                            |                                  |                    |
| - Profit for the period                | -                          | 1,172,815                        | 1,172,815          |
| Issue of new shares                    | 3,290                      | -                                | 3,290              |
| <b>Balance at 30 Sep 2008</b>          | <b>29,411,915</b>          | <b>12,747,168</b>                | <b>42,159,083</b>  |
| Total recognised income for the period |                            |                                  |                    |
| - Profit for the period                | -                          | 680,768                          | 680,768            |
| <b>Balance at 31 Dec 2008</b>          | <b>29,411,915</b>          | <b>13,427,936</b>                | <b>42,839,851</b>  |

2 **AUDIT**

The full year financial statements have been audited by the Company's auditors.

3 **AUDITORS' REPORT**

See attached auditors' report.

4 **ACCOUNTING POLICIES**

There were no changes in accounting policies and methods of computation adopted in the financial statements for the current reporting period as compared to the most recent audited annual financial statements as at 31 December 2007.

5 **CHANGES IN ACCOUNTING POLICIES**

Not applicable.



**QIAN HU CORPORATION LIMITED**  
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6 **EARNINGS PER ORDINARY SHARE (EPS)**

|   | <u>Group</u>                 |             | <u>Group</u>                       |             |
|---|------------------------------|-------------|------------------------------------|-------------|
|   | <u>3 months ended 31 Dec</u> | <u>2007</u> | <u>Financial year ended 31 Dec</u> | <u>2007</u> |
|   | <u>2008</u>                  |             | <u>2008</u>                        |             |
| EPS (based on consolidated net profit attributable to shareholders) |                              |             |                                    |             |
| - on weighted average number of ordinary shares on issue (cents)    | 0.42                         | 0.39        | 1.46                               | 1.34        |
| - on a fully diluted basis (cents)                                  | 0.39                         | 0.41        | 1.36                               | 1.23        |

Earnings per ordinary share on existing issued share capital is computed based on the weighted average number of shares in issue during the financial year of 414,583,323 (2007: 368,066,986).

Earnings per ordinary share on a fully diluted basis is computed based on the weighted average number of shares during the financial year adjusted to assume conversion of all potential dilutive ordinary shares of 443,482,534 (2007: 402,357,596).

7 **NET ASSET VALUE PER SHARE**

|   | <u>Group</u>       |                    | <u>Company</u>     |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> | <u>31 Dec 2008</u> | <u>31 Dec 2007</u> |
| Net asset value per share based on existing issued share capital as at the respective dates (cents) | 15.11              | 13.51              | 10.32              | 9.75               |

Net asset value per share is computed based on the number of shares in issue as at 31 December 2008 of 415,224,269 (2007: 411,911,279).

8 **REVIEW OF GROUP PERFORMANCE**

(a) **Revenue**

**Financial year 2008 vs financial year 2007**

|             | <u>Group</u>  |               | <u>Increase</u> |            |
|-------------|---------------|---------------|-----------------|------------|
|             | <u>2008</u>   | <u>2007</u>   | <u>\$'000</u>   | <u>%</u>   |
|             | <u>\$'000</u> | <u>\$'000</u> |                 |            |
| Fish        | 45,708        | 45,336        | 372             | 0.8        |
| Accessories | 35,627        | 35,350        | 277             | 0.8        |
| Plastics    | 11,727        | 11,034        | 693             | 6.3        |
|             | <u>93,062</u> | <u>91,720</u> | <u>1,342</u>    | <u>1.5</u> |

For the year ended 31 December 2008, our ornamental fish and accessories activities continued to be our core activities, which together accounted for approximately 87% of our total revenue. Our revenue increased marginally by \$1.3 million or 1.5% from \$91.7 million for the year ended 31 December 2007 to \$93.1 million for the year ended 31 December 2008.



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8 **REVIEW OF GROUP PERFORMANCE (cont'd)**

(a) **Revenue (cont'd)**

**Financial year 2008 vs financial year 2007 (cont'd)**

On a geographical basis, revenue from Singapore dipped marginally by 1.0% while overseas revenue grew by 2.5% in FY 2008 as compared to FY 2007. Both the Singapore and overseas operations' constant effort in expanding our distribution network into overseas untapped markets contributed to the increase in overseas revenue.

**4Q 2008 vs 4Q 2007**

|             | <b>Group</b>                  |                               | <b>Decrease</b> |              |
|-------------|-------------------------------|-------------------------------|-----------------|--------------|
|             | <b>4Q<br/>2008<br/>\$'000</b> | <b>4Q<br/>2007<br/>\$'000</b> | <b>\$'000</b>   | <b>%</b>     |
| Fish        | 10,483                        | 11,603                        | (1,120)         | (9.7)        |
| Accessories | 9,585                         | 10,198                        | (613)           | (6.0)        |
| Plastics    | 2,791                         | 2,822                         | (31)            | (1.1)        |
|             | <b>22,859</b>                 | <b>24,623</b>                 | <b>(1,764)</b>  | <b>(7.2)</b> |

Revenue decreased by approximately \$1.8 million or 7.2% from \$24.6 million in the 4<sup>th</sup> quarter of 2007 to \$22.8 million in the 4<sup>th</sup> quarter of 2008. All business activities registered a reduction in revenue during the current quarter as compared to its corresponding period in 2007.

**Fish**

The lower ornamental fish revenue registered in the 4<sup>th</sup> quarter of 2008 as compared to its corresponding period in 2007 was mainly due to shortage in the supply of Dragon Fish for sales in the current quarter. In order to maintain a reliable supply of Dragon Fish going forward, we have since invested approximately \$10 million in breeding facilities and brooder stocks in our Dragon Fish farms located in Singapore and Malaysia. With the improved productivity derived from our R&D findings on the breeding behavior of Dragon Fish and the consistency in supply of Dragon Fish from our own farms, we would be able to satisfy the increasing demand for such fish from the China, India and Vietnam markets in the coming years.

In addition, the temporary closure of the Bangkok International Airport in November has affected the amount of ornamental fish export from our Thailand subsidiary for that month.

**Accessories**

Our subsidiaries in Malaysia, Thailand and China have managed to expand their distribution network in those countries to capture more sales in the 4<sup>th</sup> quarter of 2008 as compared to its corresponding period in 2007. The slight reduction in accessories revenue reported in the current quarter was due to the spillover effect of the reduction in revenue contribution from our Guangzhou factory as a result of the delay in roll-out of new products commissioned by our OEM customers when the production plan originally scheduled in September was deferred to October as mentioned in our previous announcement. The production of these new products has commenced in mid-October with regular delivery and increasing revenue recorded for the rest of the quarter.



## QIAN HU CORPORATION LIMITED

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### 8 REVIEW OF GROUP PERFORMANCE (cont'd)

#### (a) Revenue (cont'd)

##### 4Q 2008 vs 4Q 2007 (cont'd)

##### Plastics

Revenue from our plastics activities remained relatively consistent in the current quarter, comparable to that of the corresponding period in 2007.

##### 4Q 2008 vs 3Q 2008

|             | Group                |                      | Increase<br>(Decrease) |        |
|-------------|----------------------|----------------------|------------------------|--------|
|             | 4Q<br>2008<br>\$'000 | 3Q<br>2008<br>\$'000 |                        |        |
| Fish        | 10,483               | 11,820               | (1,337)                | (11.3) |
| Accessories | 9,585                | 8,541                | 1,044                  | 12.2   |
| Plastics    | 2,791                | 3,252                | (461)                  | (14.2) |
|             | 22,859               | 23,613               | (754)                  | (3.2)  |

Although the revenue from our accessories activities registered growth of \$1.0 million or 12.2% in the 4<sup>th</sup> quarter of 2008, our ornamental fish and plastic revenue decreased by \$1.8 million; resulting in the marginal reduction in our overall revenue by approximately \$0.8 million or 3.2% in the current quarter as compared to that of the previous quarter.

##### Fish

As mentioned earlier, the reduction in ornamental fish revenue in the current quarter by \$1.3 million or 11.3% as compared to the previous quarter was mainly due to the shortage in supply of Dragon Fish for sales in the current quarter. In addition, the temporary closure of the Bangkok International Airport in November has affected the amount of ornamental fish export from our Thailand subsidiary for that month.

##### Accessories

The improved accessories revenue registered in the current quarter was mainly due to the production of new products for our OEM customers, which has commenced in mid-October. Revenue contribution from our Guangzhou factory in the previous quarter was affected by the delay in the roll-out of these new products. The sales and delivery of these new products in the current quarter has brought the revenue generated from our accessories business to a new height.

##### Plastics

Our revenue from plastics business decreased by \$0.5 million or 14.2% in the current quarter as compared to the previous quarter mainly due to adjustments made to the selling prices of our plastic products following the significant reduction in the cost of our raw material (resins – which fluctuate with the oil prices). Despite the reduction in revenue, we were able to command a better profit margin in the current quarter (please refer to commentary on profitability below).



## QIAN HU CORPORATION LIMITED

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### 8 REVIEW OF GROUP PERFORMANCE (cont'd)

#### (b) Profitability

##### Financial year 2008 vs financial year 2007

|                                | <u>Group</u>                       |               |                 |             |
|--------------------------------|------------------------------------|---------------|-----------------|-------------|
|                                | <u>Financial year ended 31 Dec</u> |               |                 |             |
|                                | <u>2008</u>                        | <u>2007</u>   | <u>Increase</u> |             |
|                                | <u>\$'000</u>                      | <u>\$'000</u> | <u>\$'000</u>   | <u>%</u>    |
| Fish                           | 8,751                              | 8,100         | 651             | 8.0         |
| Accessories                    | 2,425                              | 1,803         | 622             | 34.5        |
| Plastics                       | 718                                | 688           | 30              | 4.4         |
| Unallocated corporate expenses | (2,703)                            | (2,672)       | (31)            | (1.2)       |
|                                | <u>9,191</u>                       | <u>7,919</u>  | <u>1,272</u>    | <u>16.1</u> |

Our operating profit before taxation has increased by \$1.3 million or 16.1% from \$7.9 million in FY 2007 to \$9.2 million in FY 2008. Profit after taxation attributable to equity holders of the Company increased by \$1.1 million or 22.1% from \$4.9 million in FY 2007 to approximately \$6.0 million in FY 2008. Our fish business was the main profit contributor in both financial years.

##### 4Q 2008 vs 4Q 2007

|                                | <u>Group</u>  |               |                   |            |
|--------------------------------|---------------|---------------|-------------------|------------|
|                                | <u>4Q</u>     | <u>4Q</u>     |                   |            |
|                                | <u>2008</u>   | <u>2007</u>   | <u>(Decrease)</u> |            |
|                                | <u>\$'000</u> | <u>\$'000</u> | <u>\$'000</u>     | <u>%</u>   |
| Fish                           | 2,175         | 2,316         | (141)             | (6.1)      |
| Accessories                    | 604           | 614           | (10)              | (1.6)      |
| Plastics                       | 213           | 130           | 83                | 63.8       |
| Unallocated corporate expenses | (650)         | (919)         | 269               | 29.3       |
|                                | <u>2,342</u>  | <u>2,141</u>  | <u>201</u>        | <u>9.4</u> |

With the dip in revenue from all our business activities in the 4<sup>th</sup> quarter of 2008, the operating profit from business activities decreased marginally as compared to its corresponding period in 2007. However, the reduction in unallocated corporate expenses incurred in the current quarter has managed to lift the overall profitability of the Group by \$0.2 million or 9.4%.

Unallocated corporate expenses were staff costs and administrative expenses incurred in relation to the overseeing of the Group's operations both locally and overseas. The lower corporate expenses reported were due to conscientious effort made to contain operating costs, which was in accordance with the Group's objective to be more productive and efficient in the long run.

##### Fish

Despite an almost 10% reduction in revenue from our ornamental fish during the 4<sup>th</sup> quarter of 2008, the operating profit from our ornamental fish business decreased only marginally by approximately \$0.1 million or 6.1% as compared to its corresponding period in 2007. This was mainly due better margins yielded from the sales of our self-bred Dragon Fish and the reliant of our export of ornamental fish business which continue to turn in consistent revenue and respectable profit margins.



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8 **REVIEW OF GROUP PERFORMANCE (cont'd)**

(b) **Profitability (cont'd)**

**4Q 2008 vs 4Q 2007 (cont'd)**

**Accessories**

The operating profit from our accessories business remained consistent in both quarters despite the reduction in accessories revenue recorded in the 4<sup>th</sup> quarter of 2008 as compared to its corresponding period in 2007. The better profit margin contributions from our export of accessories has managed to offset the reduction in profit contributions from our Guangzhou factory as a result of the delay in the roll-out of new products commissioned by its OEM customers as mentioned above.

**Plastics**

Despite registering stable revenue contribution, the operating profit from our plastics activities improved on a quarter-on-quarter basis mainly due to better profit margins yielded.

**4Q 2008 vs 3Q 2008**

|                                | <u>Group</u>  |               | <u>Increase</u>   |              |
|--------------------------------|---------------|---------------|-------------------|--------------|
|                                | <u>4Q</u>     | <u>3Q</u>     | <u>(Decrease)</u> |              |
|                                | <u>2008</u>   | <u>2008</u>   | <u>\$'000</u>     | <u>%</u>     |
|                                | <u>\$'000</u> | <u>\$'000</u> |                   |              |
| Fish                           | 2,175         | 1,956         | 219               | 11.2         |
| Accessories                    | 604           | 809           | (205)             | (25.3)       |
| Plastics                       | 213           | 155           | 58                | 37.4         |
| Unallocated corporate expenses | (650)         | (563)         | (87)              | (15.5)       |
|                                | <u>2,342</u>  | <u>2,357</u>  | <u>(15)</u>       | <u>(0.6)</u> |

**Fish**

Despite registering reduction in revenue, the operating profit from our ornamental fish activities increased by approximately \$0.2 million or 11.2% in the current quarter as compared to the previous quarter mainly due to better margins yielded from the sales of our self-bred Dragon Fish and the difference in sales mix recorded in both quarters.

**Accessories**

Although with a much higher revenue from our Guangzhou factory as compared to its previous quarter, our accessories business registered a reduction in profit as a result of our conscientious effort made to reduce our inventory level which has affected the profitability of our accessories business during the quarter.

**Plastics**

Despite a reduction in revenue contribution in the current quarter as compared to the previous quarter, the operating profit from our plastics activities improved mainly due to better profit margins yielded as mentioned earlier.

9 **VARIANCE FROM PROSPECT STATEMENT**

There is no variance from the previous prospect statement.



**QIAN HU CORPORATION LIMITED**  
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10 **PROSPECTS**

**PROPECTS FOR FY 2009**

In FY 2009, our Group's growth will depend on:

**Increase in our export of ornamental fish**

Ornamental fish will continue to be an important core business activity of our Group. Currently, we export to more than 80 countries around the world from our export hubs in Singapore, Malaysia, Thailand and China. We believe that we are the region's biggest exporter of ornamental fish capturing around 5% of the world market share. While we will increase our efforts on expanding our export distribution to more countries around the world, we will focus on high-growth regions such as the Middle East, Eastern Europe, China and India.

**Escalation of our export of aquarium and pet accessories**

Our export footprint for aquarium and pet accessories will continue to expand. Currently, we export our accessories products to approximately 30 countries around the world but with limited presence in Europe. However, this is set to change through our 20% stake in Arcadia and the setting up of a marketing base in London. Through these, we aim to increase our visibility in the European continent and target to increase our export of aquarium and pet accessories to more than 40 countries within the year.

**Continued growth in our breeding and sales of Dragon Fish**

China, Taiwan, India and Japan are huge markets for Dragon Fish, and we have been experiencing increasing sales from these markets in the past few years. We envisage that our Dragon Fish sales will continue to grow in FY 2009.

Our collaboration with Temasek Life Sciences Laboratory in researching the breeding behaviour of Dragon Fish since 2003 has enabled us to increase the production of Dragon Fish in our farms, and hence enhance our Group's ability to meet the future increase in demand of Dragon Fish. Our "Qian Hu" Dragon Fish has gradually established itself as a premium brand in China.

**Increase in our profit margin**

Our Group's current business model has become more robust and diversified after the completion of the restructuring exercise in FY 2006. Our profit margins had shown improvement in the subsequent two years (FY 2007 & FY 2008). In Year 2009, we will focus on containing operating costs and increasing our productivity which accordingly, our profit should grow at a faster pace than that of the increase in revenue (in terms of percentage). As we are operating in a niche market, namely the lifestyle and service industry, we believe that we can achieve respectable profit margin by leveraging on our own house brands, strong R&D efforts and an efficient supply chain management.

**Expansion of our domestic distribution network**

Our headquarters in Singapore, together with our subsidiaries in Bangkok, Kuala Lumpur, Beijing, Shanghai, and Guangzhou distribute ornamental fish and aquarium and pet accessories in their respective countries. The Singapore base should record organic growth, but we anticipate that the Thailand, Malaysia, and China markets will continue to grow healthily with much untapped markets. In China, we intend to further increase our distribution points from the existing 150 locations to more than 200 locations in Year 2009.

**In spite of the lingering global economic situation, we envisage – barring any unforeseen circumstances – continued growth in our revenue and profitability in Year 2009.**





**QIAN HU CORPORATION LIMITED**  
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10 **PROSPECTS (cont'd)**

**OUR LONG-TERM PROPECTS**

**To be the world's Number 1 ornamental fish exporter**

As mentioned earlier, currently, we export ornamental fish to more than 80 countries around the world and we believe that Qian Hu has captured around 5% of the world's market share in terms of ornamental fish export. Our long-term goal is to double our global market share to 10% and that we are able to export ornamental fish to 100 countries – this will make us the top ornamental fish exporter in the world. We hope to achieve this by exporting more ornamental fish to more customers and countries all over the world from our existing distribution hubs and exporting more Dragon Fish to China, India and Vietnam.

In addition, we are looking out for opportunities in India, Indonesia, Vietnam and the Middle East to develop our distribution network and to set up new joint ventures in these markets which we are not too familiar with (instead of running the operations solely). Through these possible opportunities and strategic joint ventures, we believe that there will be a positive contribution to our ornamental fish revenue moving forward.

**To improve revenue contribution from pet accessories**

In FY 2008, the percentage of our ornamental fish and aquarium and pet accessories revenue was 49% and 38% of total revenue respectively, and within accessories, approximately 90% were revenue contribution from aquarium accessories products with the balance 10% from the pet accessories business. It is our long-term target to have equal revenue contribution from both the ornamental fish and the accessories businesses. In addition, within the accessories segment, half of the revenue should be from aquarium accessories sales and the other half from pet accessories. In order to achieve that, we will continue to leverage on our own house-brands, namely “BARK” and ‘Nature Gift’ for dog accessories products, “Aristo-cats YI HU” for cat accessories products and “Delikate” for small animals.

**To export our aquarium and pet accessories to more countries**

It is our intention to grow our export of aquarium and pet accessories to as many countries as our ornamental fish export in five years' time. We aim to do this by cross selling our accessories products to our existing ornamental fish customers, as well as expanding our customer base in new countries through active marketing and participation in trade shows. It is important that we focus on innovative product development, ensuring consistency in quality and the building up of our own propriety brand names.

**To have the widest distribution network in China**

As at December 2008, Qian Hu has more than 150 distribution points across China distributing our Dragon Fish and aquarium accessories. We intend to further enhance our presence in China by increasing our marketing effort and leveraging on our premium brand status. We also intend to increase the number of distribution points to more than 250 locations in the next few years. We expect that as China becomes more prosperous, we will need to move beyond the 1st-tier cities into the 2<sup>nd</sup>, 3<sup>rd</sup> or 4<sup>th</sup> tiers cities in order to open up more distribution points. Distribution points are managed by our appointed agents in the respective cities or with our strategic partners in China.

**To continue our investment in research & development (“R&D”)**

We will set up a R&D department in the Singapore HQ in FY 2009, to be headed by our Qian Hu scholar, Dr. Alex Chang. With the conscientious R&D effort put into the researching of Dragon Fish breeding behaviour, we aim to be Asia's most innovative and profitable dragon fish breeder. Our R&D work will also be integrated in nature, for instance, by making use of our fish breeding experience to develop innovative and practical aquarium accessories such as filters and tanks.





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10 **PROSPECTS (cont'd)**

**OUR LONG-TERM PROSPECTS (cont'd)**

**To be able to change in accordance with the changing environment and to continue to differentiate ourselves**

The achievability of our long-term growth will depend on our ability to change and react in accordance with the ever changing environment. We have demonstrated our tenacity by enduring the painful process of restructuring in FY 2004. We will work on building up a knowledgeable and competitive workforce, to keep on differentiating ourselves through innovative products and services, to pursue business excellent practices and finding new ways of doing things. We need to challenge the status quo and to better equip ourselves so that we can build an organisation that will last for generations.

**To stay focus in whatever we do**

We are an integrated ornamental fish service provider and must always capitalise on our core competencies and stay focus dealing with the ornamental fish and aquarium and pet accessories related activities. We may be a small company now but we are in a niche market and we are one of the leaders in the ornamental fish market. By staying focused, and relentlessly pursuing business excellence, Qian Hu will become a bigger and better company one day and we will continue to enjoy better long-term prospects.

11 **RISK FACTORS AND RISK MANAGEMENT**

Risk management form an integral part of business management. The Company's risk and control policy is designed to provide reasonable assurance that objectives are met by integrating management control into daily operations, by ensuring compliances with legal requirements and by safeguarding the integrity of the Company's financial reporting and its related disclosures. It makes management responsible for identifying the critical business risks and the implementation of appropriate risk management processes.

The following set out an overview of Qian Hu's approach to risk management and business control with a brief description of the nature and the extent of its exposure to these risks. The risk overview, however, is not exhaustive.

**Market risk**

The Group has established subsidiaries in four countries. These subsidiaries are exposed to changes in government regulations and unfavourable political developments, which may limit the realisation of business opportunities and investments in those countries. In addition, our business operations are exposed to economic uncertainties that continue to affect the global economy and international capital markets. Although these circumstances may be beyond our control, the Board and the management consistently keep themselves up-to-date on the changes in political and industry regulations so as to be able to anticipate or response to any adverse changes in market conditions in an efficient and timely manner.

**Business risk**

Ornamental fish, like other livestock, is susceptible to disease and infection. However, different breeds of fishes are vulnerable to different types of diseases. While it is possible that a rare or virulent strain of bacteria or virus may infect a particular breed of fish in the farm, fatal infection across breeds is uncommon. We have institutionalized a comprehensive health management and quarantine system for all our domestic and overseas operations to ensure a consistently high standard of good health care management and hygiene for our fishes. Currently, all our domestic and overseas fish operations have attained ISO 9002 certification.



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11 **RISK FACTORS AND RISK MANAGEMENT (cont'd)**

**Operational risk**

Operational risk is the potential loss caused by a breakdown in internal process, deficiencies in people and management, or operational failure arising from external events. The operational risk management process is to minimise unexpected losses and manage expected losses.

Our Group currently operates in four countries with assets and activities spreading across the Asia Pacific. As at 31 December 2008, almost 70% of our Group's assets are located overseas. Revenue from our overseas' customers constitute approximately 72% of the total revenue in FY 2008. In view of our Group's expansion plan, the percentage of its overseas assets and activities will continue to increase moving forward. The effect of greater geographical diversification reduces the risk of concentration in a single operation.

It is also noted that Qian Hu has always been viewed as a family business largely run and controlled by the Yap family. However, in fact, it is run by a team of dedicated Qian Hu family members, not solely by the Yap family members. Although no individual is indispensable, the loss of specialized skills and the leadership of our Executive Chairman & Managing Director, Mr Kenny Yap, and the other founding members, including our key management, could result in business interruptions and a loss in shareholders' confidence. To dispel the worries, we have since put in place a structured succession planning programme so as to identify and develop a team of talented employees based on their merit – family members are not given special preferences – who can take Qian Hu to the next lap of growth. We believe that training a team of next-generation leaders is critical to the continuity of the business which should last beyond our generation.

**Product risk**

For the year ended 31 December 2008, our Dragon Fish sales contributed approximately 25% of our Group total revenue. We sell over 1,000 species and varieties of ornamental fish and more than 3,000 kinds of accessories products to more than 80 countries and are not reliant on the sale of any particular type or species of fish or accessories products.

**Investment risk**

Our Group grows businesses through organic growth of our existing activities, development of new capabilities (e.g. setting up retail chain stores) and through acquisitions of operating business entities. Investment activities are evaluated through performing of due diligence exercise and are supported by external professional advices. All business proposals are reviewed by the Company's Board of Directors and its senior management before obtaining final Board approval.

**Foreign exchange risk**

The foreign exchange risk of our Group arises from sales, purchases and borrowings that are denominated in currencies other than Singapore dollars. The currencies giving rise to this risk are primarily the United States dollar, Euro, Malaysian Ringgit and Chinese Renminbi.

Our Group does not have any formal hedging policy against foreign exchange fluctuations. However, we continuously monitor the exchange rates of major currencies and enter into hedging contracts with banks from time to time whenever the management detects any movements in the respective exchange rates which may impact on the Group's profitability.

Foreign currencies received are kept in foreign currencies accounts and are converted to the respective measurement currencies of the Group companies on a need-to basis so as to minimise foreign exchange exposure.



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11 **RISK FACTORS AND RISK MANAGEMENT (cont'd)**

**Credit risk**

Credit risk is the potential financial loss resulting from the failure of a customer or a counterparty to settle its financial and contractual obligations to our Group as and when they fall due. Credit risk is managed through the application of credit approvals, performing credit evaluations, setting credit limits and monitoring procedures.

None of our customers or suppliers contributes more than 5% of our Group's revenue and purchases. It is our Group's policy to sell to a diversity of creditworthy customers so as to reduce concentration of credit risk. Cash terms, advance payments are required for customers with lower credit standing.

While our Group faces the normal business risks associated with ageing collections, we have adopted a prudent accounting policy of making specific provisions once trade debts are deemed not collectible. Accordingly, our Group does not expect to incur material credit losses on its risk management or other financial instruments.

**Interest rate risk**

Interest rate risk is managed by our Group on an on-going basis with the objective to limit the extent to which our Group's results could be affected by an adverse movement in interest rate.

Our Group's cash balances are placed with reputable banks and financial institutions. For financing obtained through bank borrowings and finance lease arrangements, our Group's policy is to obtain the most favourable interest rates available without increasing its foreign currency exposure.

**Liquidity risk**

The objective of liquidity management is to ensure that our Group has sufficient funds to meet its contractual and financial obligations as and when they fall due. To manage liquidity risk, our Group monitors its net operating cash flow and maintains a level of cash and cash equivalents deemed adequate by management for working capital purposes so as to mitigate the effects of fluctuations in cash flows.

**Derivative financial instrument risk**

Our Group does not hold or issue derivative financial instruments for trading purposes.

12 **DIVIDEND**

(a) **Present period**

| <u>Name of dividend</u> | <u>First &amp; final</u>     |
|-------------------------|------------------------------|
| Dividend type           | Cash                         |
| Dividend rate           | 0.2 cents per ordinary share |
| Tax rate                | One-tier tax exempt          |

(b) **Previous corresponding period**

| <u>Name of dividend</u> | <u>Special Interim</u>                   | <u>Final</u> |
|-------------------------|--|--------------|
| Dividend type           | Cash                                     | Nil          |
| Dividend rate           | 8.54 cents per ordinary share (less tax) | Nil          |
| Tax rate                | 18.0%                                    | Nil          |

The Company paid approximately \$9.1 million of special interim cash dividend on 25 September 2007.



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12 **DIVIDEND (cont'd)**

(c) **Total annual dividend**

|            | Latest year<br>(\$'000) | Previous year<br>(\$'000) |
|------------|-------------------------|---------------------------|
| Ordinary   | 830                     | 9,095                     |
| Preference | -                       | -                         |
| Total:     | 830                     | 9,095                     |

(d) **Date payable**

Subject to shareholders' approval at the Annual General Meeting to be held on 11 March 2009, the dividends will be paid on 6 April 2009.

(e) **Books closure date**

Registrable Transfers received by the Company's Registrar, M&C Services Private Limited at 138 Robinson Road #17-00, The Corporate Office, Singapore 068906, up to 5:00 pm on 24 March 2009 will be registered before entitlements to the proposed dividend are determined. The Register of Transfer and the Register of Members of the Company will be closed on 25 March 2009 for the preparation of dividend warrants.

13 **INTERESTED PERSON TRANSACTIONS**

Except for consultancy fees amounting to \$8,300 (2007: \$8,300) paid by the Group and by the Company to a company in which a director has a substantial interest, there was no other interested person transaction, as defined in Chapter 9 of the Listing Manual of the Singapore Exchange Securities Trading Limited, entered into by the Group or by the Company during the financial year ended 31 December 2008.



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14 **SEGMENT INFORMATION**

(a) **Business segments**

| Group                               | Financial year ended 31 Dec 2008 |                       |                    |                        |                 |
|-------------------------------------|----------------------------------|-----------------------|--------------------|------------------------|-----------------|
|                                     | Fish<br>\$'000                   | Accessories<br>\$'000 | Plastics<br>\$'000 | Eliminations<br>\$'000 | Total<br>\$'000 |
| <b>Revenue</b>                      |                                  |                       |                    |                        |                 |
| External revenue                    | 45,708                           | 35,627                | 11,727             | -                      | 93,062          |
| Inter-segment revenue               | 6,983                            | 8,839                 | 173                | (15,995)               | -               |
| <b>Total Revenue</b>                | <b>52,691</b>                    | <b>44,466</b>         | <b>11,900</b>      | <b>(15,995)</b>        | <b>93,062</b>   |
| <b>Results</b>                      |                                  |                       |                    |                        |                 |
| Segment results                     | 9,239                            | 2,484                 | 718                | 56                     | 12,497          |
| Unallocated expenses                |                                  |                       |                    |                        | (2,402)         |
|                                     |                                  |                       |                    |                        | 10,095          |
| Financial expenses - net            |                                  |                       |                    |                        | (855)           |
|                                     |                                  |                       |                    |                        | 9,240           |
| Share of losses of associate        |                                  |                       |                    |                        | (49)            |
| Profit before taxation              |                                  |                       |                    |                        | 9,191           |
| Taxation                            |                                  |                       |                    |                        | (1,790)         |
| <b>Profit for the year</b>          |                                  |                       |                    |                        | <b>7,401</b>    |
| <b>Net profit margin</b>            | <b>20.2%</b>                     | <b>7.0%</b>           | <b>6.1%</b>        |                        | <b>8.0%</b>     |
| <b>Assets and Liabilities</b>       |                                  |                       |                    |                        |                 |
| Segment assets                      | 61,745                           | 31,709                | 3,752              | -                      | 97,206          |
| Investment in associate             |                                  |                       |                    |                        | 1,296           |
| Unallocated assets                  |                                  |                       |                    |                        | 2,010           |
| <b>Total Assets</b>                 |                                  |                       |                    |                        | <b>100,512</b>  |
| Segment liabilities                 | 12,311                           | 4,773                 | 1,780              | -                      | 18,864          |
| Unallocated liabilities             |                                  |                       |                    |                        | 18,914          |
| <b>Total Liabilities</b>            |                                  |                       |                    |                        | <b>37,778</b>   |
| <b>Other Segment Information</b>    |                                  |                       |                    |                        |                 |
| Capital expenditure                 | 10,186                           | 839                   | 90                 | -                      | 11,115          |
| Depreciation and amortisation       | 1,502                            | 761                   | 162                | -                      | 2,425           |
| Other non-cash expenses<br>(income) | 419                              | (37)                  | 6                  | -                      | 388             |



**QIAN HU CORPORATION LIMITED**  
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14 **SEGMENT INFORMATION (cont'd)**

(a) **Business segments (cont'd)**

| Group                               | Financial year ended 31 Dec 2007 |                       |                    |                        |                 |
|-------------------------------------|----------------------------------|-----------------------|--------------------|------------------------|-----------------|
|                                     | Fish<br>\$'000                   | Accessories<br>\$'000 | Plastics<br>\$'000 | Eliminations<br>\$'000 | Total<br>\$'000 |
| <b>Revenue</b>                      |                                  |                       |                    |                        |                 |
| External revenue                    | 45,336                           | 35,350                | 11,034             | -                      | 91,720          |
| Inter-segment revenue               | 8,448                            | 13,214                | 151                | (21,813)               | -               |
| <b>Total Revenue</b>                | <b>53,784</b>                    | <b>48,564</b>         | <b>11,185</b>      | <b>(21,813)</b>        | <b>91,720</b>   |
| <b>Results</b>                      |                                  |                       |                    |                        |                 |
| Segment results                     | 8,514                            | 1,847                 | 689                | (734)                  | 10,316          |
| Unallocated expenses                |                                  |                       |                    |                        | (1,589)         |
|                                     |                                  |                       |                    |                        | 8,727           |
| Financial expenses - net            |                                  |                       |                    |                        | (832)           |
|                                     |                                  |                       |                    |                        | 7,895           |
| Share of profit of associate        |                                  |                       |                    |                        | 24              |
| Profit before taxaton               |                                  |                       |                    |                        | 7,919           |
| Taxation                            |                                  |                       |                    |                        | (1,602)         |
| <b>Profit for the year</b>          |                                  |                       |                    |                        | <b>6,317</b>    |
| <b>Net profit margin</b>            | <b>18.8%</b>                     | <b>5.2%</b>           | <b>6.2%</b>        |                        | <b>6.9%</b>     |
| <b>Assets and Liabilities</b>       |                                  |                       |                    |                        |                 |
| Segment assets                      | 53,436                           | 26,888                | 3,977              | -                      | 84,301          |
| Investment in associate             |                                  |                       |                    |                        | 2,492           |
| Unallocated assets                  |                                  |                       |                    |                        | 2,030           |
| <b>Total Assets</b>                 |                                  |                       |                    |                        | <b>88,823</b>   |
| Segment liabilities                 | 11,734                           | 4,597                 | 1,684              | -                      | 18,015          |
| Unallocated liabilities             |                                  |                       |                    |                        | 15,175          |
| <b>Total Liabilities</b>            |                                  |                       |                    |                        | <b>33,190</b>   |
| <b>Other Segment Information</b>    |                                  |                       |                    |                        |                 |
| Capital expenditure                 | 8,583                            | 614                   | 121                | -                      | 9,318           |
| Depreciation and amortisation       | 1,263                            | 817                   | 169                | -                      | 2,249           |
| Other non-cash expenses<br>(income) | 602                              | 238                   | (12)               | -                      | 828             |



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14 **SEGMENT INFORMATION (cont'd)**

(b) **Geographical segments**

| Group                 | Revenue                     |               | Segment assets              |               | Capital expenditure         |              |
|-----------------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|--------------|
|                       | Financial year ended 31 Dec |               | Financial year ended 31 Dec |               | Financial year ended 31 Dec |              |
|                       | 2008                        | 2007          | 2008                        | 2007          | 2008                        | 2007         |
|                       | \$'000                      | \$'000        | \$'000                      | \$'000        | \$'000                      | \$'000       |
| Singapore             | 25,832                      | 26,103        | 31,539                      | 27,178        | 2,769                       | 527          |
| Other Asian countries | 39,021                      | 38,150        | 67,677                      | 59,153        | 8,346                       | 8,791        |
| Europe                | 19,138                      | 18,637        | 1,296                       | 2,492         | -                           | -            |
| Others                | 9,071                       | 8,830         | -                           | -             | -                           | -            |
| <b>Total</b>          | <b>93,062</b>               | <b>91,720</b> | <b>100,512</b>              | <b>88,823</b> | <b>11,115</b>               | <b>9,318</b> |

15 **BREAKDOWN OF REVENUE**

| Group   | Fish          | Accessories   | Plastics      | Total         |
|---|---------------|---------------|---------------|---------------|
|   | \$'000        | \$'000        | \$'000        | \$'000        |
| <b>4Q 2008</b>  |               |               |               |               |
| Singapore (including domestic sales & sales to Singapore) | 1,524         | 1,927         | 2,706         | 6,157         |
| Overseas (including export to & sales in overseas)        | 8,959         | 7,658         | 85            | 16,702        |
| <b>Total revenue</b>                                      | <b>10,483</b> | <b>9,585</b>  | <b>2,791</b>  | <b>22,859</b> |
| <b>4Q 2007</b>  |               |               |               |               |
| Singapore   | 1,581         | 1,831         | 2,811         | 6,223         |
| Overseas  | 10,022        | 8,367         | 11            | 18,400        |
| <b>Total revenue</b>                                      | <b>11,603</b> | <b>10,198</b> | <b>2,822</b>  | <b>24,623</b> |
| <b>Financial year ended 31 Dec 2008</b>                   |               |               |               |               |
| Singapore (including domestic sales & sales to Singapore) | 6,585         | 7,859         | 11,388        | 25,832        |
| Overseas (including export to & sales in overseas)        | 39,123        | 27,768        | 339           | 67,230        |
| <b>Total revenue</b>                                      | <b>45,708</b> | <b>35,627</b> | <b>11,727</b> | <b>93,062</b> |
| <b>Financial year ended 31 Dec 2007</b>                   |               |               |               |               |
| Singapore   | 7,695         | 7,506         | 10,902        | 26,103        |
| Overseas  | 37,641        | 27,844        | 132           | 65,617        |
| <b>Total revenue</b>                                      | <b>45,336</b> | <b>35,350</b> | <b>11,034</b> | <b>91,720</b> |



**QIAN HU CORPORATION LIMITED**  
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16 **QUARTERLY ANALYSIS**

|   | <b>2008</b>   | <b>2007</b>   | <b>Increase<br/>(Decrease)</b> |
|---|---------------|---------------|--------------------------------|
|   | \$'000        | \$'000        | %                              |
| <b>Revenue</b>  |               |               |                                |
| 1st Quarter   | 23,014        | 21,981        | 4.7                            |
| 2nd Quarter   | 23,576        | 22,428        | 5.1                            |
| 3rd Quarter   | 23,613        | 22,688        | 4.1                            |
| 4th Quarter   | 22,859        | 24,623        | (7.2)                          |
|   | <u>93,062</u> | <u>91,720</u> | 1.5                            |
| <b>Profit before taxation</b>                           |               |               |                                |
| 1st Quarter   | 2,126         | 1,668         | 27.5                           |
| 2nd Quarter   | 2,366         | 2,173         | 8.9                            |
| 3rd Quarter   | 2,357         | 1,937         | 21.7                           |
| 4th Quarter   | 2,342         | 2,141         | 9.4                            |
|   | <u>9,191</u>  | <u>7,919</u>  | 16.1                           |
| <b>Profit after taxation<br/>and minority interests</b> |               |               |                                |
| 1st Quarter   | 1,266         | 947           | 33.7                           |
| 2nd Quarter   | 1,508         | 1,155         | 30.6                           |
| 3rd Quarter   | 1,533         | 1,268         | 20.9                           |
| 4th Quarter   | 1,736         | 1,578         | 10.0                           |
|   | <u>6,043</u>  | <u>4,948</u>  | 22.1                           |

• **Revenue**

During the financial year, our Group's revenue grew steadily as compared to the previous year.

Our ornamental fish and accessories business has performed comparably to the previous financial year. Our continuous effort in increasing our export market for ornamental fish and accessories to more customers and to more countries around the world, coupled with the continuous rising demand of Dragon Fish during the financial year, has resulted in the improved revenue contributions. Our subsidiaries in Malaysia, Thailand and China have also managed to expand their domestic distribution network in those countries to capture more sales during the financial year.

In addition, with improved efficiency, our Guangzhou factory was able to further increase its revenue contributions in 2008 by securing, fulfilling and delivering increasing number of production orders every quarter (except during the 3<sup>rd</sup> quarter when there was a delay in the roll-out of new products commissioned by its OEM customers).

• **Profitability**

The increase in our Group's overall profitability during the financial year was due to:

- increase in sales of our self-bred Dragon Fish with better margin yield;
- increase in export sales of both ornamental fish and accessories;
- increase accessories sales to domestic customers and better profitability from our retail chain stores throughout the region; and
- increase in production orders delivered by our Guangzhou factory which led to the improvement in operational efficiency and profitability.

**BY ORDER OF THE BOARD**

Kenny Yap Kim Lee  
Executive Chairman and Managing Director  
12/01/2009





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## **Independent auditors' report**

Members of the Company  
Qian Hu Corporation Limited

We have audited the accompanying financial statements of Qian Hu Corporation Limited (the Company) and its subsidiaries (the Group), which comprise the balance sheets of the Group and the Company as at 31 December 2008, the income statements and statements of changes in equity of the Group and the Company, and the consolidated cash flow statement of the Group for the year then ended, and a summary of significant accounting policies and other explanatory notes, as set out on pages FS1 to FS51.

### *Management's responsibility for the financial statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the provisions of the Singapore Companies Act, Chapter 50 (the Act) and Singapore Financial Reporting Standards. This responsibility includes:

- (a) devising and maintaining a system of internal accounting controls sufficient to provide a reasonable assurance that assets are safeguarded against loss from unauthorised use or disposition; and transactions are properly authorised and that they are recorded as necessary to permit the preparation of true and fair profit and loss accounts and balance sheets and to maintain accountability of assets;
- (b) selecting and applying appropriate accounting policies; and
- (c) making accounting estimates that are reasonable in the circumstances.

### *Auditors' responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Singapore Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*

In our opinion:

- (a) the consolidated financial statements of the Group and the balance sheet, income statement and statement of changes in equity of the Company are properly drawn up in accordance with the provisions of the Act and Singapore Financial Reporting Standards to give a true and fair view of the state of affairs of the Group and of the Company as at 31 December 2008 and the results and changes in equity of the Group and of the Company and cash flows of the Group for the year ended on that date; and
- (b) the accounting and other records required by the Act to be kept by the Company and by the subsidiary incorporated in Singapore of which we are the auditors have been properly kept in accordance with the provisions of the Act.

**KPMG LLP**  
*Public Accountants and*  
*Certified Public Accountants*

**Singapore**  
**12 January 2009**