

Qian Hu Corporation Limited

FY2013
Results Briefing

10 January 2014





Exciting Prospects

- **On track to becoming the world's number 1 ornamental fish exporter**
 - Currently supplying 60% - 70% of world's ornamental fish (5% of global market share)
 - Plan to increase to 10% global market share
- **Boost productivity by automation**
 - Transforming Singapore into a next-generation, high-tech fish operation
 - Replicate automation to our hubs in Thailand, China, Malaysia, Indonesia
- **Strengthen market capability**
 - Ornamental fish: to more than 100 countries
 - Accessories: to reach more than 60 countries





Exciting Prospects (cont'd)

- Enhance growth by R&D and Innovation
 - 3 major research directions:
 - New filtration technology and tank systems using our patented HYDRAPURE
 - Fish nutrition
 - Dragon Fish research to produce unique Dragon Fish





Financial Highlights (4Q)

(S\$'000)	4Q2013	4Q2012	Change (%)
Revenue	21,555	19,829	8.7
Gross Profit	5,995	5,911	1.4
Profit Before Tax	273	140	95.0
EBITDA	864	739	16.9
Net Profit/(Loss)	69	(49)	240.8
Earnings/(Loss) per share (fully diluted)	0.02 cents	(0.01) cents	NM



Financial Highlights (FY)

(S\$'000)	FY2013	FY2012	Change (%)
Revenue	83,462	84,443	(1.2)
Gross Profit	24,205	25,381	(4.6)
Profit/(Loss) Before Tax	954	(8,683)	111.0
EBITDA	3,431	(5,499)	NM
Net Profit	302	(9,137)	103.3
Earnings/(Loss) per share (fully diluted)	0.07 cents	(2.01) cents	NM



Ornamental Fish

(S\$' 000)	4Q2013	4Q2012	Change (%)	3Q2013	Change (%)
Revenue	8,671	7,813	11.0	8,613	0.7
PBT	216	106	103.8	263	(17.9)

- ✓ Stabilising Dragon Fish prices and strong demand in Northeast Asia esp China.
- ✓ Contributions from newly set-up subsidiary in Indonesia
- ✓ Continuous effort to increase exports – Qian Hu is the region's biggest exporter – 5% of global market share
- ✓ Long term goal – 10% global market share





Accessories

(S\$' 000)	4Q2013	4Q2012	Change (%)	3Q2013	Change (%)
Revenue	9,883	9,218	7.2	9,157	7.9
PBT	430	375	14.7	394	9.1

- Different sales mix focusing on innovative proprietary products
- Accessories is the top profit contributor of the Group
- More exciting products in the offing:
 - Using HYDRAPURE technology
 - Cutting-edge filtration systems, aquarium accessories and fish nutrition





Plastics

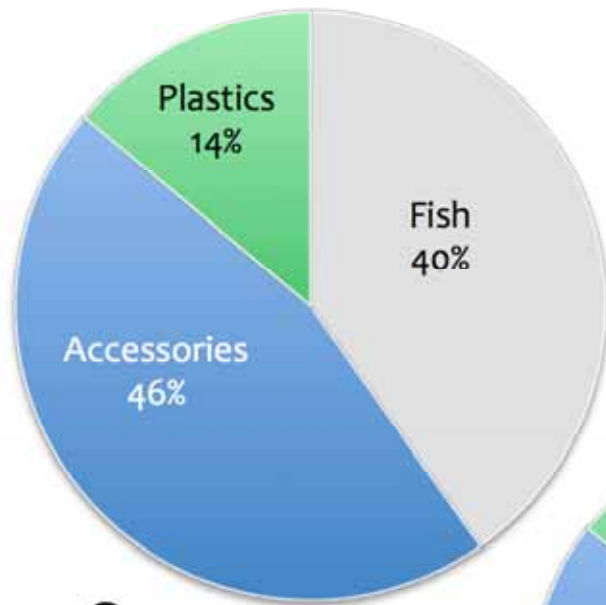
(S\$' 000)	4Q2013	4Q2012	Change (%)	3Q2013	Change (%)
Revenue	3,001	2,798	7.3	2,725	10.1
PBT	164	236	(30.5)	149	10.1

- Margin suffered because of rising raw material prices and operational costs
- Continues to be a stable source of revenue for the Group

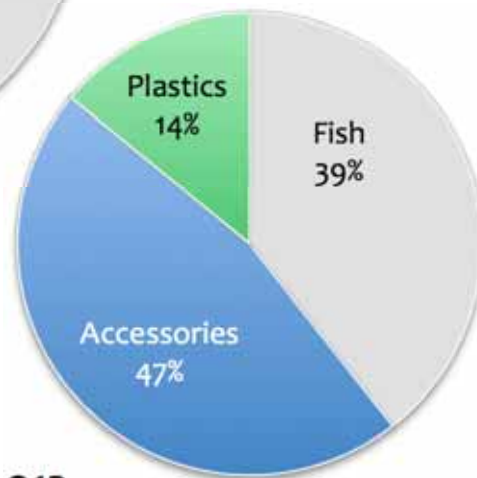




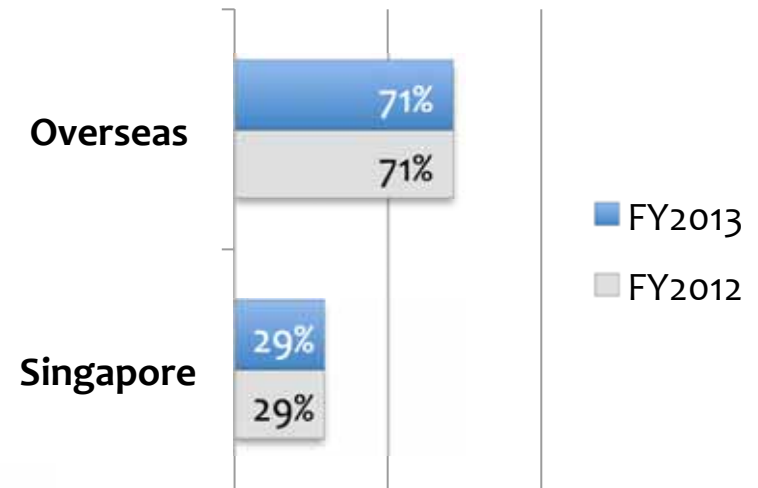
Revenue by Activities/Regions



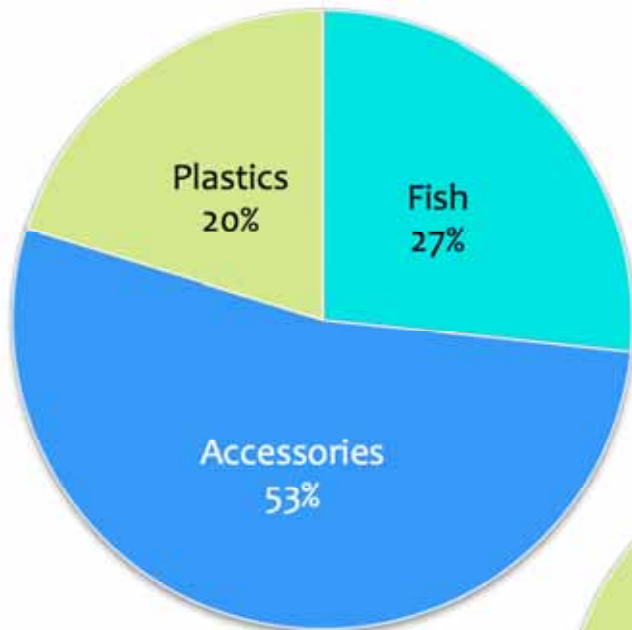
4Q2013



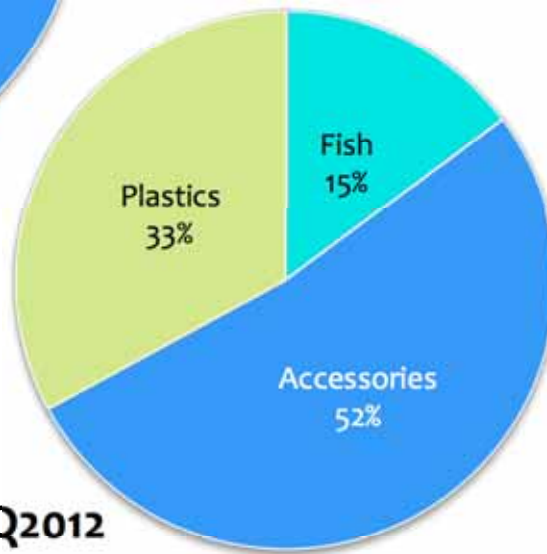
4Q2012



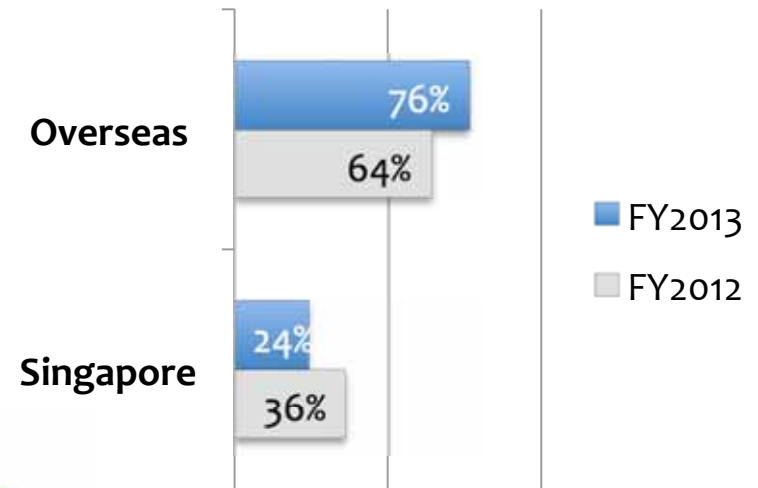
PBT by Activities/Regions



4Q2013



4Q2012





Balance Sheet Highlights

(S\$' 000)

	31 December 2013	31 December 2012
Total Assets	75,887	77,942
Total Liabilities	24,892	23,822
Total Shareholder's Equity	50,995	54,120

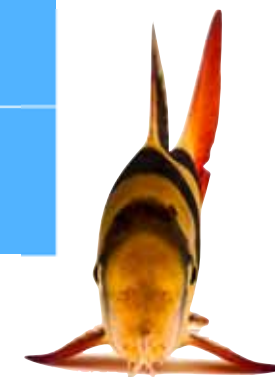




Cash Flow Statement

(S\$' 000)

	FY2013	FY2012
Cash from operating activities	3,675	3,584
Cash used in investing activities	(1,876)	(1,551)
Cash used in financing activities	(3,348)	(2,178)
Net decrease in cash and equivalents	(1,549)	(145)
Cash and cash equivalent at end of period	6,712	8,272





Key Indicators

	31 December 2013	31 December 2012
Inventory Turnover	102 days	115 days
Trade Receivables Turnover	120 days	116 days
Trade Receivables Turnover (without Guangzhou Qian Hu balances)	75 days	71 days
Debt Equity Ratio	0.49	0.44

- Trade receivables balance include the reclassification of trade balance with Guangzhou Qian Hu, a former subsidiary, upon its disposal



Q&A

