

Qian Hu Corporation Limited

4Q and FY2015
Results Briefing

12 January 2016



Financial Highlights (4Q)

(S\$'000)	4Q2015	4Q2014	Change (%)
Revenue	19,335	21,298	(9.2)
Profit Before Tax	8	358	(97.8)
EBITDA	570	953	(40.2)
Net Profit	(198)	176	(212.5)
(Loss)/Earnings per share (fully diluted)	(0.17) cents	0.16	



Financial Highlights (FY2015)

(S\$'000)	FY2015	FY2014	Change (%)
Revenue	77,970	83,526	(6.7)
Profit Before Tax	549	1,098	(50.0)
EBITDA	2,508	3,056	(17.9)
Net Profit	19	392	(95.2)
Earning per share (fully diluted)	0.02 cents	0.35 cents	(94.3)

3 Reasons For Dip In Revenue & Profit

1. MARKET

- ✓ Europe
- ✓ Russia
- ✓ China

2. CURRENCY

- ✓ Malaysian Ringgit

3. PRODUCT MIX

3 Solutions

1. EXPLORE MORE COUNTRIES & MARKETS

- ✓ Selling more in Indonesia and China markets

2. CURRENCIES SHOULD BE MORE STABLE IN 2016

3. SELL MORE!

- ✓ Varieties of Dragon Fish eg Albino Silver Arowana
- ✓ In-house innovative accessories products

Ornamental Fish

(S\$' 000)	4Q2015	4Q2014	Change (%)	3Q2015	Change (%)
Revenue	7,695	8,710	(11.7)	6,879	11.9
PBT	76	301	(74.8)	318	(76.1)

- ✓ Impacted by prolonged recessionary conditions in Europe and Russia
- ✓ China's stock market volatility and weak economy outlook affect demand for Dragon Fish
- ✓ While waiting for conditions to improve, we will seek to diversify customer base and geographical markets





Accessories

(S\$' 000)	4Q2015	4Q2014	Change (%)	3Q2015	Change (%)
Revenue	8,831	9,817	(10.0)	8,163	8.2
PBT	143	618	(76.9)	311	(54.0)

- Apart from weak market conditions in China, our Accessories segment was hit by Malaysia's political uncertainties and significant devaluation of the Ringgit
- Plan to revive sales by introducing more of our own-brand innovative products which derive better margins



Plastics

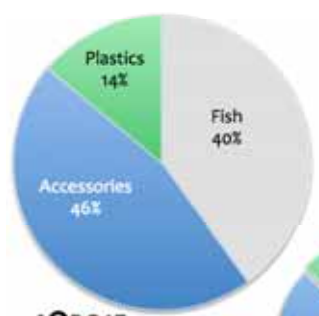
(S\$' 000)	4Q2015	4Q2014	Change (%)	3Q2015	Change (%)
Revenue	2,809	2,771	1.4	2,798	0.4
PBT	183	112	63.4	155	18.1

- The only bright spark in FY2015
- Sales and Profitability improved after raw material and selling prices stabilised

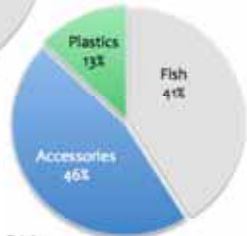




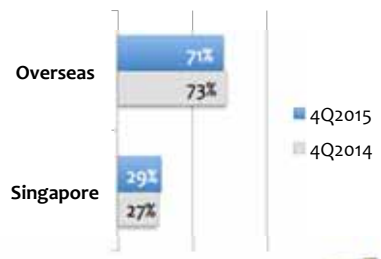
Revenue by Activities/Regions



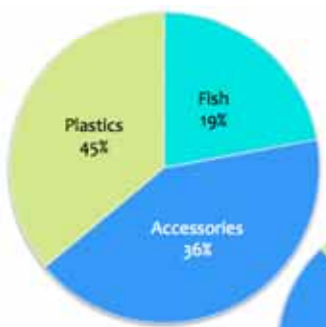
4Q2015



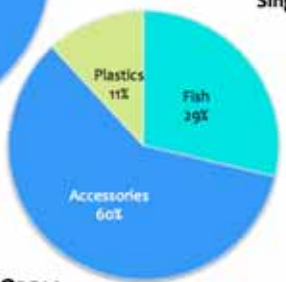
4Q2014



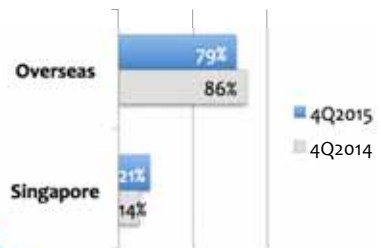
PBT by Activities/Regions



4Q2015



4Q2014





Balance Sheet Highlights

(S\$' 000)	31 December 2015	31 December 2014
Total Assets	75,817	76,688
Total Liabilities	25,509	25,635
Total Shareholder's Equity	50,308	51,053



Cash Flow Statement

(S\$' 000)	FY2015	FY2014
Cash from operating activities	1,538	3,948
Cash used in investing activities	(1,664)	(1,771)
Cash used in financing activities	(552)	(403)
Net (decrease)/increase in cash and equivalents	(678)	1,774
Cash and cash equivalent at end of year	7,772	8,557





Key Indicators

	31 December 2015	31 December 2014
Inventory Turnover	106 days	101 days
Trade Receivables Turnover*	120 days	113 days
Trade Receivables Turnover (without Guangzhou Qian Hu balances)	76 days	74 days
Debt Equity Ratio	0.51	0.50

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



Q&A

