



Qian Hu Corporation Limited

1H2007 Results Briefing

23 July 2007



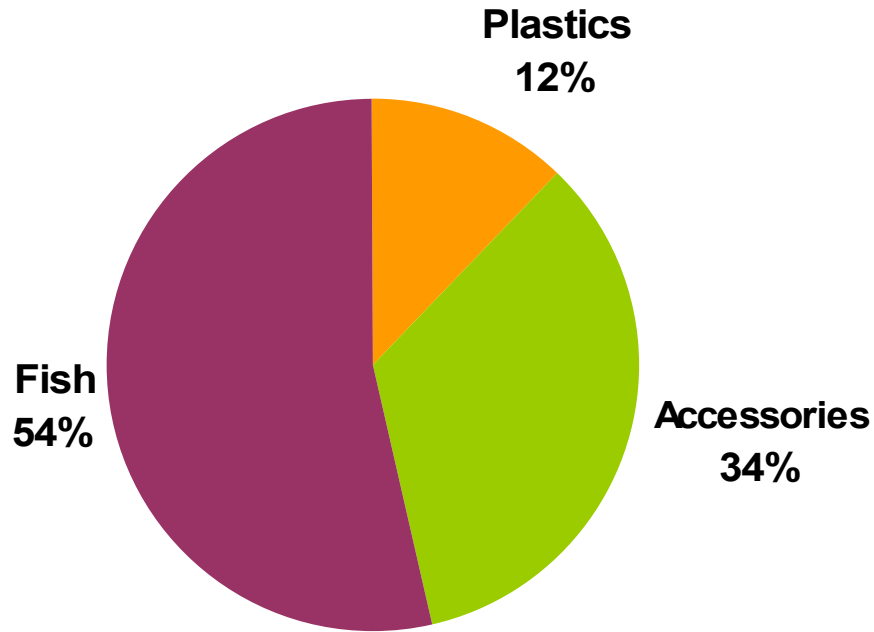
Financial Highlights



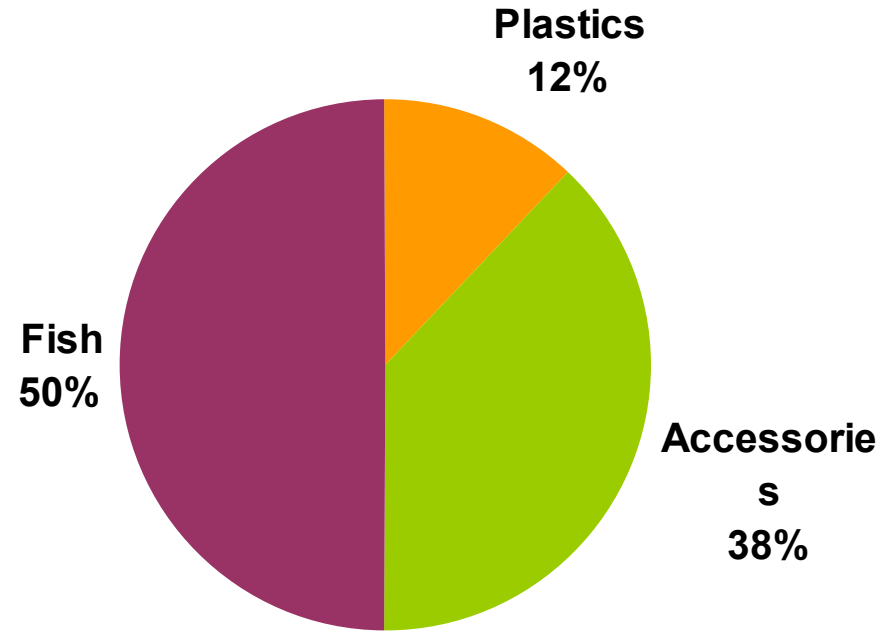
	1HFY07 (S\$m)	1HFY06 (S\$m)	Growth (%)	2Q07 (S\$m)	2Q06 (S\$m)	Growth (%)
Revenue	44.4	36.4	↑ 21.9	22.4	18.3	↑ 22.6
EBITDA	5.4	4.2	↑ 28.6	3.0	2.3	↑ 26.2
Net Profit	2.1	1.1	↑ 88.4	1.2	0.6	↑ 94.4
Earnings per share (fully diluted)	1.63 cents	0.87 cents				
Return on equity	4.8%	2.7%				
Net Assets backing per share	39.78 cents	36.27 cents				

Turnover by Activities

6 months ended 30 June



1H2006

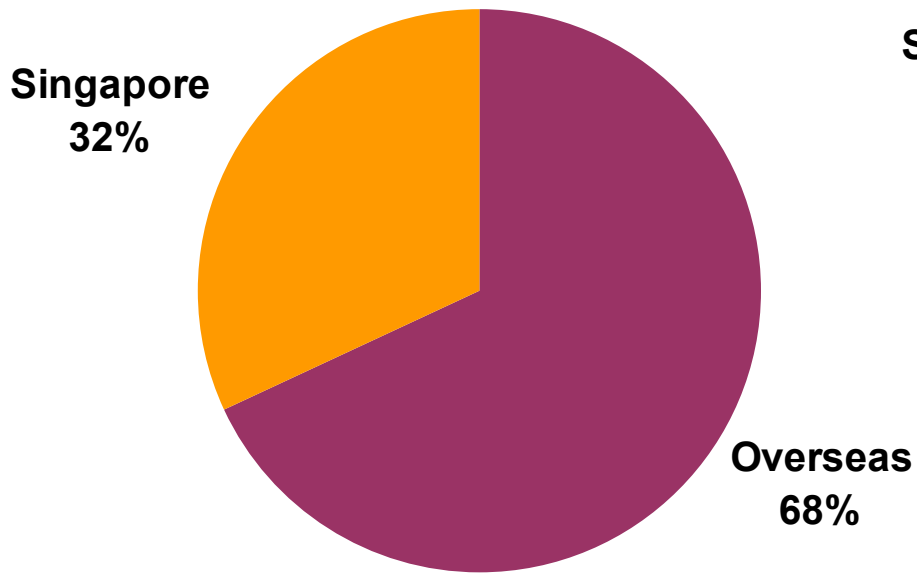


1H2007

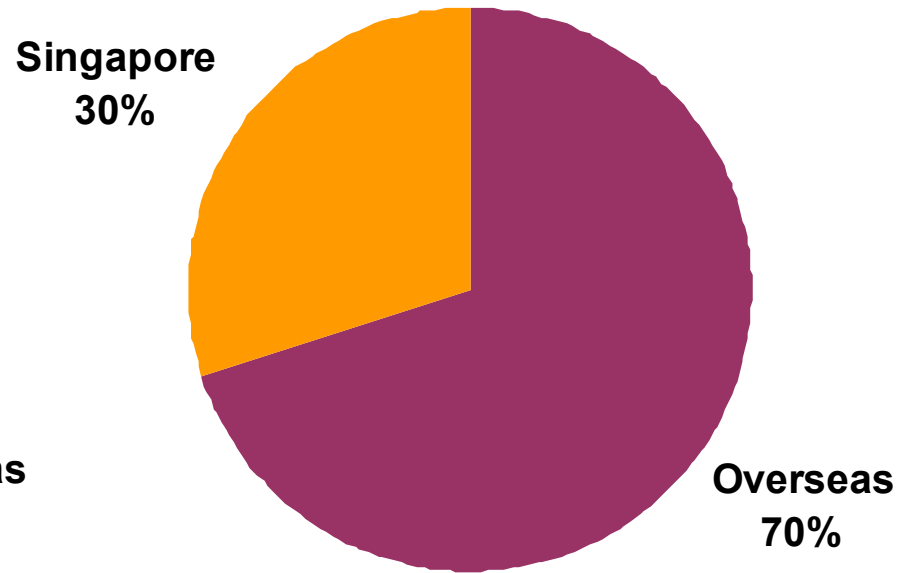


Turnover by Regions

6 months ended 30 June



1H2006

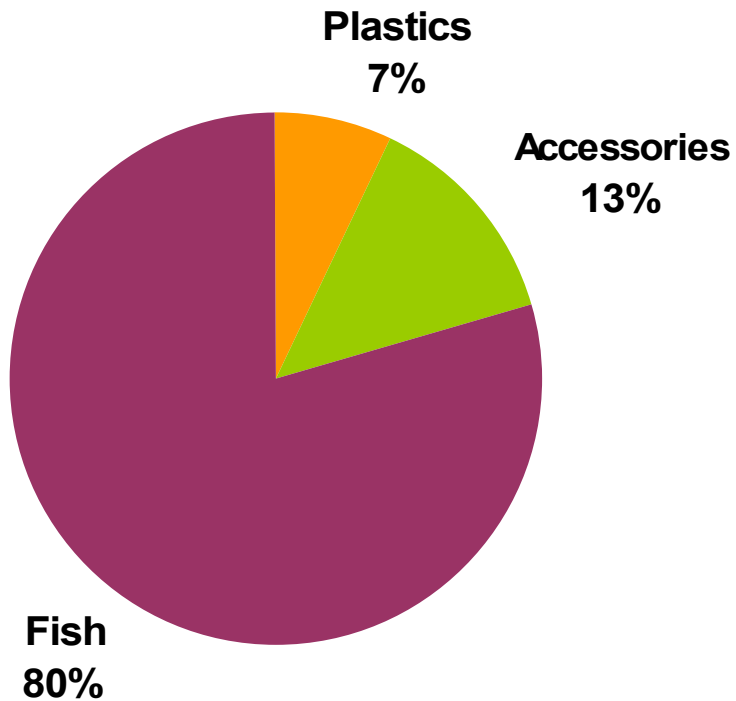


1H2007

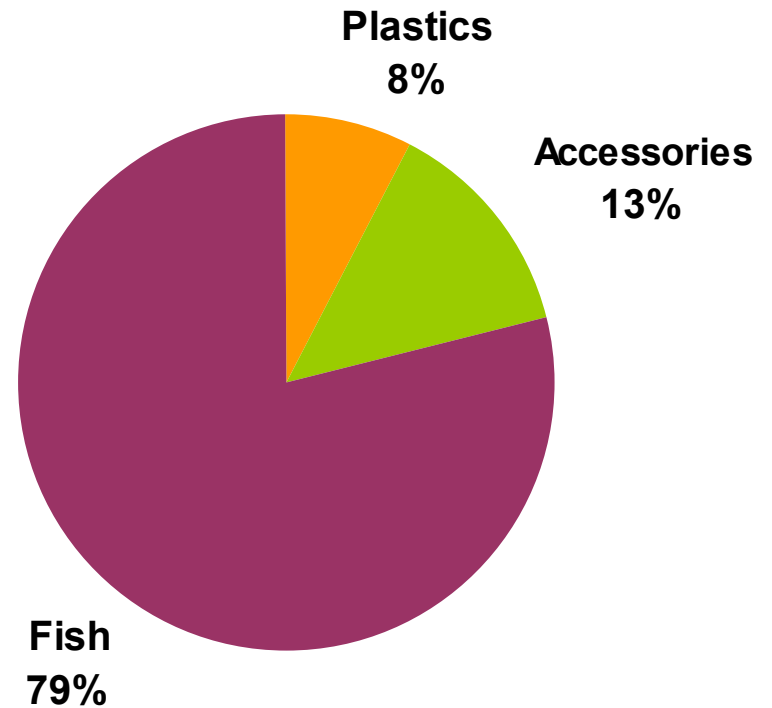


Profit by Activities

6 months ended 30 June



1H2006



1H2007

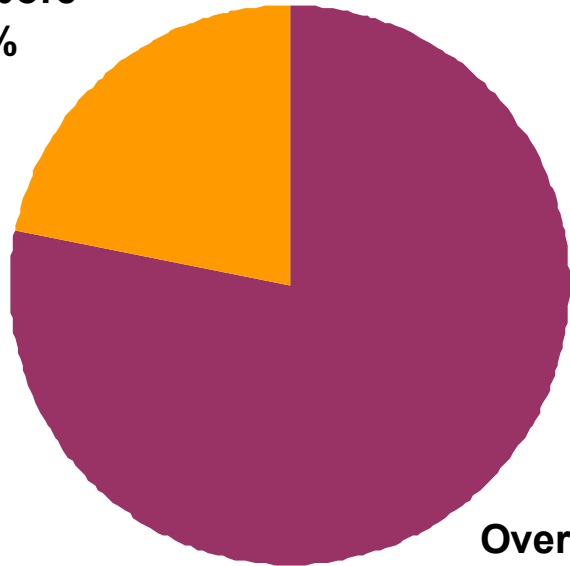


Profit by Regions

6 months ended 30 June



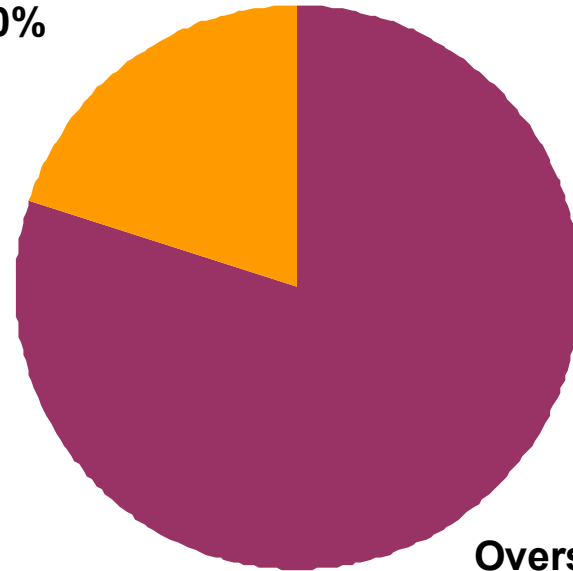
Singapore
22%



Overseas
78%

1H2006

Singapore
20%



Overseas
80%

1H2007



Q2'07 vs Q1'07



	Q2 / 2007 (S\$m)	Q1 / 2007 (S\$m)	Growth (%)
Turnover	22.4	22.0	↑ 2.0
Profit attributable to shareholders of the company	1.2	0.9	↑ 22.0



Q2'07 vs Q2'06



	Q2 / 2007 (S\$m)	Q2 / 2006 (S\$m)	Growth (%)
Turnover	22.4	18.3	↑ 22.6
Profit attributable to shareholders of the company	1.2	0.6	↑ 94.4



Balance Sheet Highlight



	30/06/07 (S\$m)	31/12/06 (S\$m)
Total Assets	82.1	75.4
Total Liabilities	30.8	26.5
Total Shareholder's Equity	51.3	48.9



Cash Flow Statement



	1H2007 (S\$m)	1H2006 (S\$m)
Cash generated from operating activities	2.9	4.1
Cash used in investing activities	(3.9)	(2.9)
Cash generated from/(used in) financing activities	0.4	(0.7)
Net (decrease)/increase in cash and equivalents	(0.6)	0.5
Cash and cash equivalent at end of period	4.8	4.9

Key Indicators



	1H2007	FY2006
Inventory Turnover	149 days	168 days
Trade Debtors Turnover	69 days	74 days
Debt Equity Ratio	0.60	0.54



Business Updates



Ornamental Fish



	2Q07 (S\$m)	2Q06 (S\$m)	Growth (%)	1HFY07 (S\$m)	1HFY06 (S\$m)	Growth (%)
Revenue	11.3	9.8	↑ 15.3	22.3	19.5	↑ 14.2
Operating Profit	2.1	1.5	↑ 39.7	3.9	2.9	↑ 36.7

- Self-bred Dragon Fish sales continue to dominate the growth in the ornamental fish turnover
- Growth also comes from continuous effort to export more fish from Singapore, Malaysia and Thailand to more new markets - Middle East, Russia and Australia



Aquarium & Pet Accessories



	2Q07 (S\$m)	2Q06 (S\$m)	Growth (%)	1HFY07 (S\$m)	1HFY06 (S\$m)	Growth (%)
Revenue	8.5	6.1	↑ 38.4	16.7	12.5	↑ 33.5
Operating Profit	0.5	0.4	↑ 21.3	0.7	0.5	↑ 38.3

- Enhance presence in China (target: over 100 distribution points)
- Focus on exporting accessories to as many countries as possible
- Target: Sales contribution from Accessories to be at same level as Ornamental Fish
- Improved efficiency and continuously securing and delivering more production orders from our Guangzhou factory



Recent Acquisition



- 20% stake in Arcadia Products PLC, a UK- based manufacturer of aquarium lamps
- Provides the perfect platform to export and distribute aquarium and pet accessories to the European continent
- Collaborate with Arcadia to enhance its R&D capabilities in developing and improving aquarium and pet accessories
- The acquisition will be funded by both internal fund and external borrowings



Plastics



	2Q07 (S\$m)	2Q06 (S\$m)	Growth (%)	1HFY07 (S\$m)	1HFY06 (S\$m)	Growth (%)
Revenue	2.7	2.4	↑ 12.3	5.5	4.4	↑ 22.9
Operating Profit	0.19	0.15	↑ 24.2	0.4	0.3	↑ 44.5

- Focus on selling more high value items with an enlarged product and customer base
- Stable and steady growth from the plastic activities



Future Growth



- Increase the export of ornamental fish to new markets, and to expand the domestic distribution network in Singapore, Malaysia, Thailand and China
- Escalate our export of aquarium and pet accessories
- Expansion of the distribution network for pet accessories by leveraging on Qian Hu's house brands and strategic alliance with Arcadia
- Continuous growth of our breeding and sales of Dragon Fish
- Expand our distribution capabilities
- Enhance our production efficiency and R&D strengths



Q&A

