

# Qian Hu Corporation Limited

4Q and FY2016  
Results Briefing

12 January 2017





## Financial Highlights (4Q)

(S\$'000)	4Q2016	4Q2015	Change (%)
Revenue	22,112	19,335	14.4
Profit/(Loss) Before Tax	(128)	8	NM
EBITDA	439	570	(23.0)
Net Profit/(Loss)	36	(198)	118.2
Earnings/ (Loss) per share (fully diluted)	0.03 cents	(0.17) cents	



# Financial Highlights (FY2016)

(S\$'000)	FY2016	FY2015	Change (%)
Revenue	80,470	77,970	3.2
Profit/(Loss) Before Tax	(10)	549	(101.8)
EBITDA	2,208	2,508	(12.0)
Net Profit	68	19	257.9
Earnings per share (fully diluted)	0.05 cents	0.02 cents	

# Roadmap to Growth



# Genetic breeding of Albino Dragon Fish

- Growing demand for Albino Dragon Fish
- Will leverage on our genetic breeding expertise to breed more unique variants of Silver Arowana and other varieties
- These initiatives will gain pace in FY2017 and expect profitability to improve in subsequent years



# Farming of antibiotic-free edible food in Hainan Province, China

- Using our cutting-edge HYDROPURE filtration technology, we are able to diversify into the farming of **antibiotic-free edible fish** eg groupers
- Set up 51% owned subsidiary – Qian Hu Aquaculture (Hainan) Co., Ltd
  - Land area: 0.4 hectares
  - Lease tenure: 16.5 years
- Hainan farm to supply edible fish to the China markets
- If executed correctly, the new aquaculture business is expected to be many times bigger than ornamental fish, and will start contributing in FY2018





# Brand building: Ocean Free and OF brands

- Focus on building our “Ocean Free” and “OF” brands to lead the growth of the Accessories segment
- Target to expand to more than 60 countries
- These brands will continue to develop exciting pipeline of cutting-edge, innovative aquarium accessories and fish nutrition



# Positioning : Innovation & Technology Company

- Qian Hu will be positioned as an innovation and technology company
- R&D remains a critical capability that sets Qian Hu apart from its competitors
- E-commerce platforms such as T-Mall 天猫 and [www.qianhushop.com](http://www.qianhushop.com)

天猫 TMALL.COM





# To be the world's #1 ornamental fish exporter

- Moving ahead, Qian Hu is on track to becoming the world's number 1 ornamental fish exporter
- Currently exports to more than 80 cities and countries. The Group is working towards expanding to more than 100 countries
- Long-term goal is to increase global market share from the current 5% to 10%
- Focus on high-growth regions such as Middle East, Eastern Europe, China and India