



Qian Hu Corporation Limited

FY2007 Results Briefing

14 January 2007



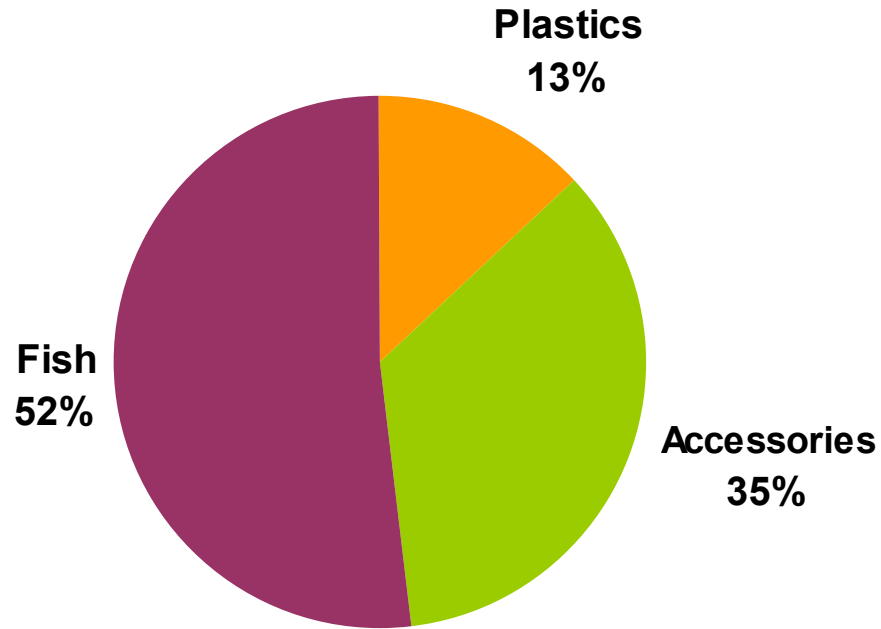
Financial Highlights



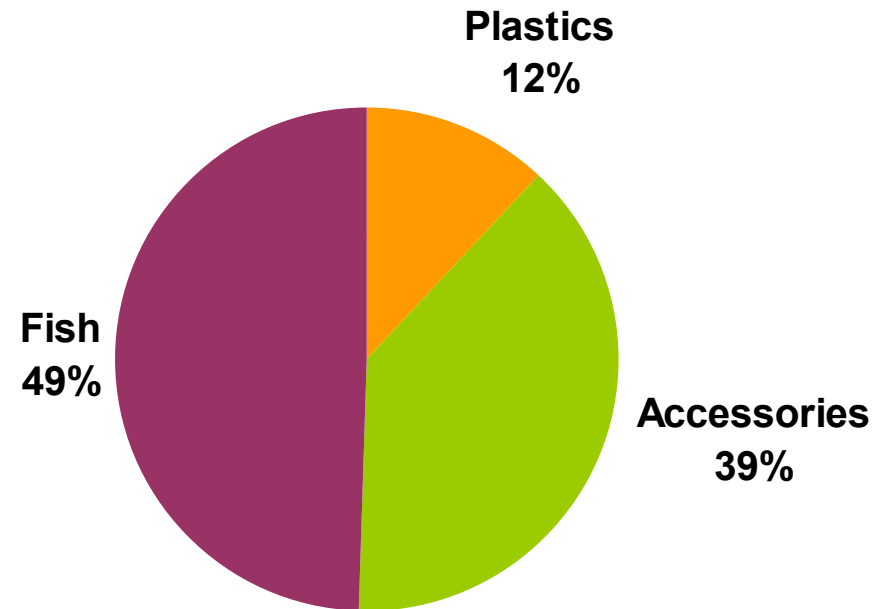
	FY07 (S\$m)	FY06 (S\$m)	Growth (%)	4Q07 (S\$m)	4Q06 (S\$m)	Growth (%)
Revenue	91.7	76.1	↑ 20.5	24.6	20.7	↑ 18.9
EBITDA	11.0	8.3	↑ 32.1	2.9	2.4	↑ 22.0
Net Profit	5.0	2.6	↑ 89.1	1.6	0.9	↑ 81.6
Earnings per share (fully diluted)	1.23 cents	0.74 cents				
Return on equity	10.3%	6.2%				
Net Assets backing per share	13.51 cents	37.83 cents				

Turnover by Activities

FY ended 31 December 2007



FY2006

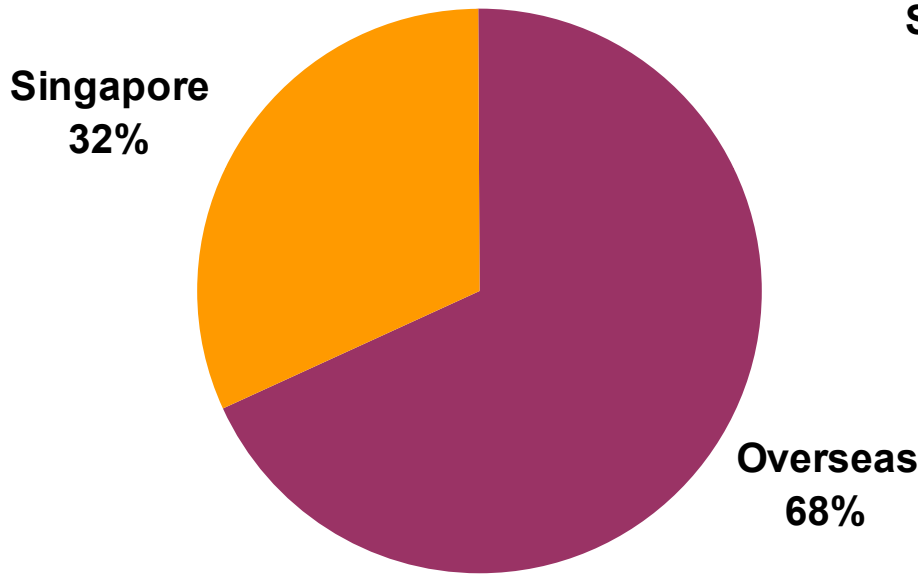


FY2007

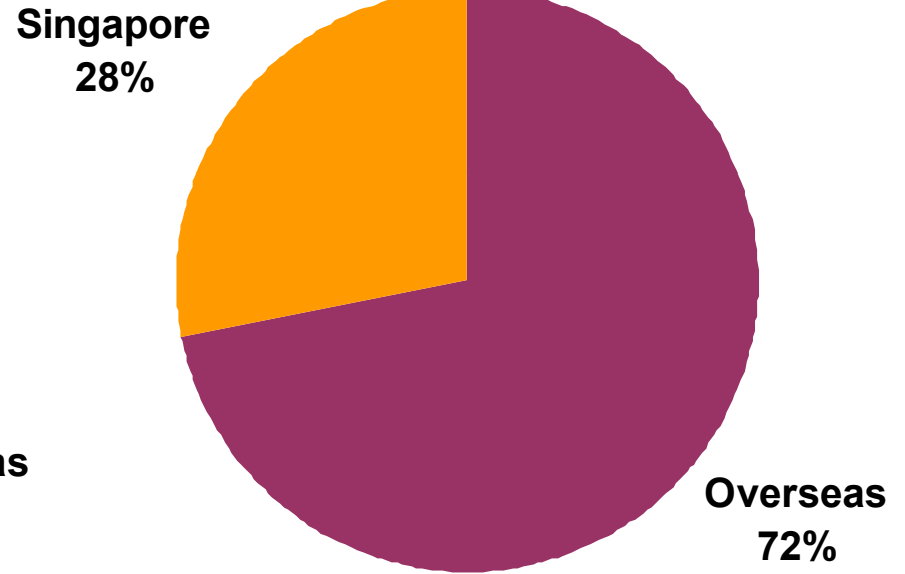


Turnover by Regions

FY ended 31 December 2007



FY2006

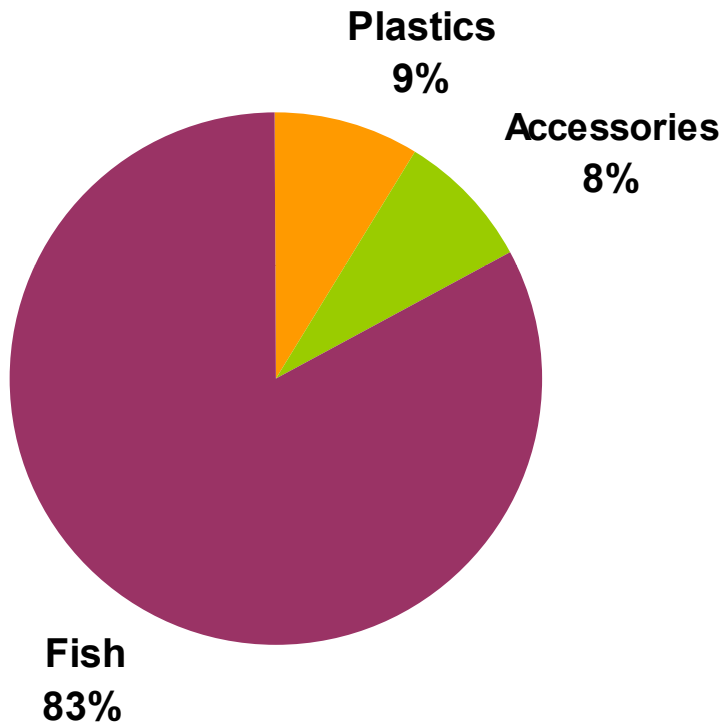


FY2007

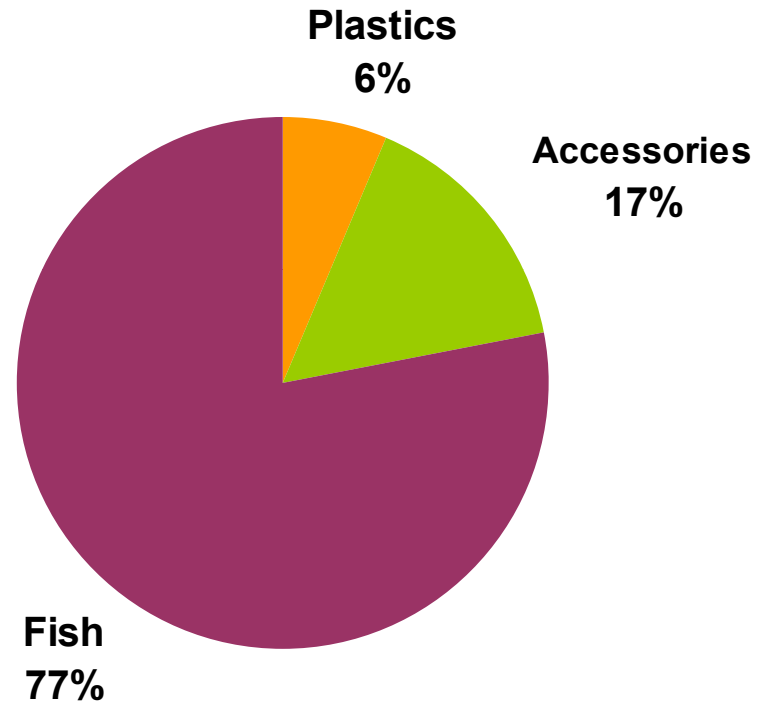


Profit by Activities

FY ended 31 December 2007



FY2006



FY2007

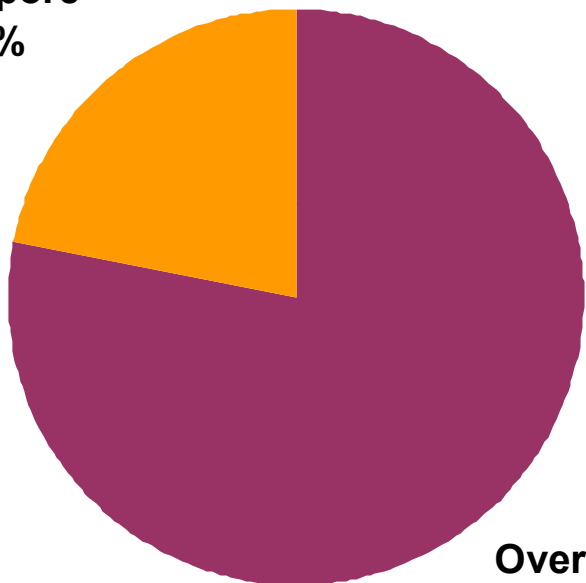


Profit by Regions

FY ended 31 December 2007



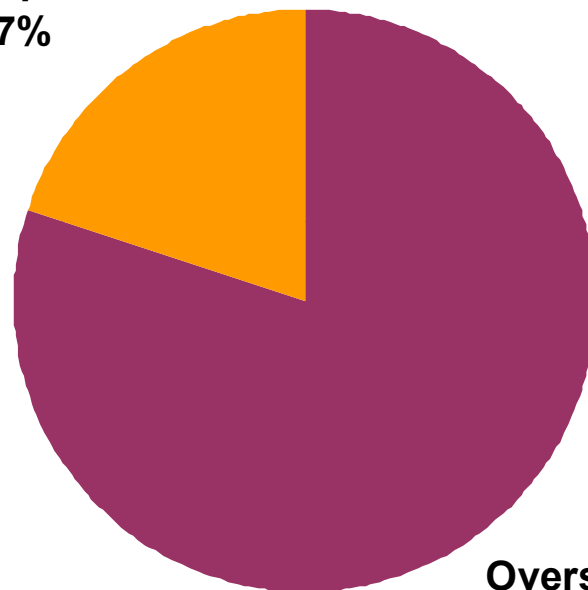
Singapore
23%



Overseas
77%

FY2006

Singapore
17%



Overseas
83%

FY2007



Q4'07 vs Q3'07



	Q4 / 2007 (S\$m)	Q3 / 2007 (S\$m)	Growth (%)
Turnover	24.6	22.7	↑ 8.5
Profit attributable to shareholders of the company	1.6	1.3	↑ 24.4



Q4'07 vs Q4'06



	Q4 / 2007 (S\$m)	Q4 / 2006 (S\$m)	Growth (%)
Turnover	24.6	20.7	↑ 18.9
Profit attributable to shareholders of the company	1.6	0.9	↑ 81.6



Balance Sheet Highlight



	31/12/07 (S\$m)	31/12/06 (S\$m)
Total Assets	88.8	75.6
Total Liabilities	33.2	26.6
Total Shareholder's Equity	55.6	48.8



Cash Flow Statement



	FY2007 (S\$m)	FY2006 (S\$m)
Cash generated from operating activities	8.7	9.4
Cash used in investing activities	(9.6)	(6.6)
Cash generated from (used in) financing activities	0.9	(1.7)
Net increase in cash and equivalents	-	1.1
Cash and cash equivalent at end of year	5.5	5.5

Key Indicators



	1H2007	FY2006
Inventory Turnover	142 days	168 days
Trade Debtors Turnover	67 days	74 days
Debt Equity Ratio	0.60	0.55



Business Updates



Ornamental Fish



	4Q07 (S\$m)	4Q06 (S\$m)	Growth (%)	FY07 (S\$m)	FY06 (S\$m)	Growth (%)
Revenue	11.6	10.1	↑ 15.0	45.3	39.6	↑ 14.5
Operating Profit	2.3	1.6	↑ 42.4	8.1	5.9	↑ 37.8

- Strong export sales of Ornamental Fish to new markets – Eastern Europe, Middle East, Russia and Australia
- Strong demand for self-bred Dragon Fish sales in China which yielded higher margins
- Target to increase exports to more than 80 countries



Acquisition in 2007



- 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



Aquarium & Pet Accessories



	4Q07 (S\$m)	4Q06 (S\$m)	Growth (%)	FY07 (S\$m)	FY06 (S\$m)	Growth (%)
Revenue	10.2	7.8	↑ 30.4	35.4	26.6	↑ 33.0
Operating Profit	0.6	0.06	↑ 1016.4	1.8	0.6	↑ 206.63

- Strong demand from domestic and overseas markets
- Increasing production orders from Guangzhou factory, with Arcadia expected to channel its production needs to our factory in 2008
- Enhance presence in China (target: over 100 distribution points)
- Currently exporting to more than 20 countries, the Group aims to increase exports to more than 70 countries by 2010



Plastics



	4Q07 (S\$m)	4Q06 (S\$m)	Growth (%)	FY07 (S\$m)	FY06 (S\$m)	Growth (%)
Revenue	2.82	2.80	↑ 0.8	11.0	9.9	↑ 11.1
Operating Profit	0.13	0.19	↓ 33.0	0.7	0.6	↑ 8.2

- Stable organic growth, generating healthy cashflow
- Dip in operating profit in 4Q07 due to impact of higher resin prices



Future Growth



- Increase export of ornamental fish
- Escalate export of aquarium and pet accessories
- Continued growth of breeding and sales of Dragon Fish
- Expand pet accessories distribution network by leveraging on house-brands
- Increase distribution points from 100 to 150 points in FY2008
- Expand distribution capabilities from owning the business to owning the customers
- Enhance production efficiency and R&D strengths



Q&A

