



PRESS RELEASE

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Qian Hu posts \$357K in FY24 net profit as sales rises 1.6% to \$71.4M

- Directors propose first and final dividend of 0.4 Singapore cent per ordinary share at upcoming AGM on 3 April 2025, payment on 30 April 2025

\$'000	2H2024	2H2023	Change (%)	FY2024	FY2023	Change (%)
Revenue	36,267	35,969	0.8	71,418	70,314	1.6
Gross Profit	12,984	11,778	10.2	25,318	23,566	7.4
Profit/(Loss) Before Tax	231	(9,155)	NM	620	(8,969)	NM
Net Profit/(Loss)	106	(9,307)	NM	357	(9,277)	NM

Period ended 31 December

NM = Not meaningful

SINGAPORE – 15 January 2025 – Mainboard-listed integrated fish service provider **Qian Hu Corporation Limited** (“Qian Hu” or “the Group”) reported today that it has turned in a net profit attributable to shareholders of \$356,656 for the full year ended 31 December 2024.

This was achieved on the back of a 1.6% rise in Group revenue to \$71.4 million as its Fish and Plastics segments reported higher sales which was partially offset by a decline in sales from its Accessories unit.

As of 31 December 2024, the Group’s cash and cash equivalents remained healthy, at \$14.6 million.

EPS/NAV Per Share

For the full year, the Group achieved earnings per share of 0.31 Singapore cent reversing a loss per share of 8.17 Singapore cents a year ago. Its net asset value per share rose to 35.04 Singapore cents as of 31 December 2024.

Dividend

The Directors have proposed a first and final dividend of 0.4 Singapore cents per ordinary share, which is subject to approval at the next Annual General Meeting to be held on 3 April 2025. If approved, the dividend will be disbursed on 30 April 2025.

Revenue by Segments

S'000	2H2024	2H2023	Change (%)	FY2024	FY2023	Change (%)
Fish	14,875	13,470	10.4	29,324	27,646	6.1
Accessories	17,298	18,384	(5.9)	34,032	34,650	(1.8)
Plastics	4,094	4,115	(0.5)	8,062	8,018	0.5
	36,267	35,969	0.8	71,418	70,314	1.61

Period ended 31 December

Fish

The Group's fish exports stabilised in the second half of FY2024 despite the ongoing trade tensions and geopolitical landscape, leading to a 6.1% improvement in FY2024 sales to \$29.3 million, buoyed by a marked increase in orders for its Aquaculture products.

The Group remains optimistic that given the strength of the US economy in the months ahead, its ornamental fish exports will extend its growth trajectory for its product categories.

The rising demand for bio-secure fish, which the Group produces using its Recirculating Aquaculture system (RAS), is a positive development for Qian Hu. Its land-based Aqua-Ring Technology (ART) system, which is ideal for intensive breeding and farming of both freshwater and marine fish in Singapore, will enable the Group to focus on the breeding and farming of certain essential ornamental fish species, such as guppies and goldfish.

Qian Hu's new aquaculture farm in Malaysia, which focuses on cultivating the highly popular food fish, Marble Goby, commenced operations in the second half of 2024 and will be able to ramp up supply to meet growing demand in the region. It will also look to expand its edible seafood offerings in the near

future. The Group is also exploring a collaboration with a Guangzhou-based company that specialises in laboratory diagnostics services, water conditioning and medications to help farmers improve water quality and yields in Malaysia.

Accessories

In FY2024, the Group's Accessories segment registered a 1.8% dip in sales to \$34.0 million, largely due to the weakened purchasing sentiments from its customers globally.

However, the rising demand for pet foods, medications and accessories for dogs, cats and small animals is fueling the Group's expansion in this segment. While our main markets in Singapore, Malaysia and Thailand remains relatively stable, Qian Hu is focusing on developing new growth markets in the region, such as Indonesia.

Towards the end of the year, Qian Hu teamed up with N&E Innovations, a Singapore-based deep-technology company with an established patented antimicrobial (AMR) technology – a biodegradable, food-based solution derived from fruit wastes that are approved for human consumption. The Group plans to launch an AMR-based pet product line comprising cat litter, wet wipes, anti-odour sprays and other related products containing these sustainable ingredients in FY2025.

Plastics

Revenue growth from its Plastics segment was largely flat at about \$4.1 million in FY2024 as the segment maintained a stable customer base while focusing on selling products with more sustainable margins such as essential items used to enhance hygiene for the healthcare, waste management and hospitality sectors. Looking ahead, the Group intends to expand its operations into Malaysia and venture into new product varieties, such as biodegradable plastics.

Profit/(Loss) Before Tax by Segments

S'000	2H2024	2H2023	Change (%)	FY2024	FY2023	Change (%)
Fish	602	1,056	(43.0)	2,048	2,102	(2.6)
Accessories	869	88	887.5	1,019	461	121.0
Plastics	514	479	7.3	988	831	18.9
Unallocated Corporate Expenses	(1,755)	(1,819)	3.5	(3,435)	(3,454)	0.6
	230	(196)	NM	620	(60)	NM
Loss on biological assets	-	(7,391)	NM	-	(7,391)	NM
Allowance for inventory obsolescence	-	(1,568)	NM	-	(1,518)	NM
	230	(9,155)	NM	620	(8,969)	NM

Period ended 31 December

NM= Not meaningful

Fish

In spite of the 6.1% improvement in Fish revenue for the full year, the Fish segment's pre-tax profitability declined by 2.6% to \$2.0 million due to lower fees from the handling of transshipments.

Accessories

The Accessories segment, however, saw a jump of 121.0% in profit to \$1.0 million despite recording a 1.8% dip in full-year revenue, thanks to a one-time compensation income of \$0.7 million following a land expropriation by the local government in China, as well as the Group's on-going efforts to review and streamline inventory management processes and its focus on deriving better margins from selling more in-house proprietary products.

Plastics

Despite the flat growth in sales, the Plastics segment reported an 18.9% improvement in pre-tax profit to \$524,000, boosted by higher margin yields and an optimal sales mix.

Business Outlook

Said Mr Yap Kok Cheng, Qian Hu's Executive Chairman & CEO: "The current macroeconomic landscape continues to be hazy as inflation remains on the cards with the threat of more trade tariffs to be imposed with greater intensity under US President's second term. Notwithstanding, we think that ASEAN remains a global growth driver with growing domestic sectors. Our Ornamental Fish segment continues to be resilient while the rising demand for edible seafood

underpins the prospects of our Aquaculture business. We are also focusing on developing more sustainable products through collaborations such as the new antimicrobial products for pets and biodegradable plastics products and looking for new markets for these segments.”

Barring unforeseen circumstances, the Group envisages that FY2025 will be another profitable year despite external changes.

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About Qian Hu Corporation Limited

Incorporated in 1998, Qian Hu is an integrated ornamental fish service provider – providing a spectrum of services involving distribution of well over 1,000 species and varieties of ornamental fish from all around the world as well as the manufacturing and distribution of a wide range of aquarium accessories, including pet foods and medications.

In 2017, the Group kick-started its aquaculture business, farming antibiotic-free edible fish fingerlings in Hainan Province, China. It also deals in the export of edible fish and seafood from Hainan to Southeast Asia, and the import of other edible fish and seafood from the rest of the world into China. Its two farms occupy a combined land area of 10,000 square metres and have more than 200 tanks to rear a host of edible fish and seafood.

Since its listing in 2000, Qian Hu (which means “Thousand Lakes” in Chinese), has been recognised for its best practices in corporate transparency and governance – such as the Securities Investors Association of Singapore’s Most Transparent Company Awards, the Singapore Corporate Governance Award, Shareholder Communications Excellence Award and various accolades by the organisers of the Singapore Corporate Awards - Best Managed Board, Chief Financial Officer of the Year, Best Risk Management, Best Investor Relations and Best Annual Report Awards. Since the inception of Singapore Corporate Awards, Qian Hu has bagged numerous awards – to date, 19 in total (11 Gold, 1 Silver, 4 Bronze, 2 Merit and the Best Chief Financial Officer Award).

In 2012, the Group won top honours amongst SMEs at the Singapore Sustainability Awards organised by the Singapore Business Federation and attained “Application Level C” from Global Reporting Initiative (GRI), the international standard for sustainability reporting.