

# Qian Hu Corporation Limited

**FY2014  
Results Briefing**

12 January 2015





# Exciting R&D breakthroughs



Stingray and koi tanks



Pellet food for a wider variety of fish (apart from Dragon Fish)

Our brand-new  
RevoReef brand  
of marine fish  
tanks





## Financial Highlights (4Q)

(S\$'000)	4Q2014	4Q2013	Change (%)
Revenue	21,298	21,555	(1.2)
Profit Before Tax	358	273	31.1
EBITDA	819	864	(5.2)
Net Profit	176	69	155.1
Earnings per share (fully diluted)	0.04 cents	0.02 cents	100



## Financial Highlights (FY)

(S\$'000)	FY2014	FY2013	Change (%)
Revenue	83,526	83,462	0.1
Profit Before Tax	1,098	954	15.1
EBITDA	2,922	3,431	(14.8)
Net Profit	392	302	29.8
Earning per share (fully diluted)	0.09 cents	0.07 cents	28.6





## Ornamental Fish

(S\$' 000)	4Q2014	4Q2013	Change (%)	3Q2014	Change (%)
Revenue	8,710	8,671	0.4	8,351	4.3
PBT	301	216	39.4	261	15.3

- ✓ Steady contribution from Dragon Fish sales in Northeast Asia, especially China
- ✓ Contributions from newly set-up subsidiary in Indonesia
- ✓ Continuous effort to increase exports – Qian Hu is the region's biggest exporter – 5% of global market share
- ✓ Long term goal – 10% global market share





## Accessories

(S\$' 000)	4Q2014	4Q2013	Change (%)	3Q2014	Change (%)
Revenue	9,817	9,883	(0.7)	9,456	3.8
PBT	618	430	43.7	424	45.8

- Different sales mix focusing on innovative proprietary products
- Improved Accessories exports with hubs in Malaysia, Thailand and China expanding distribution networks to capture more sales
- More exciting products launched in 2014





## Plastics

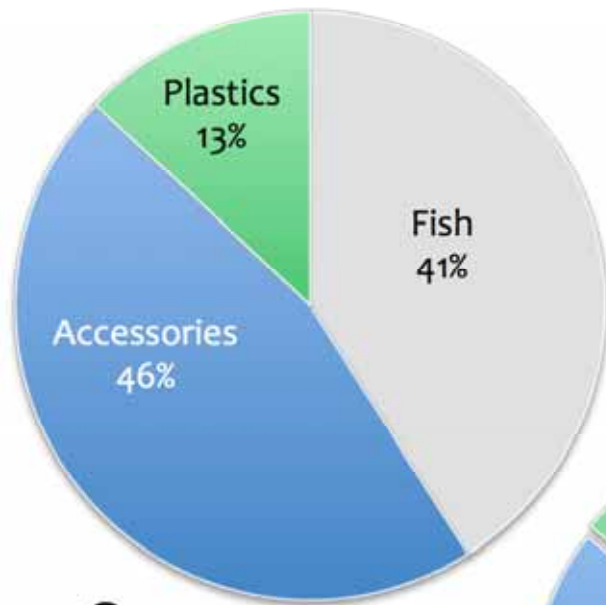
(S\$' 000)	4Q2014	4Q2013	Change (%)	3Q2014	Change (%)
Revenue	2,771	3,001	(7.7)	2,654	4.4
PBT	112	164	(31.7)	97	15.5

- Margin suffered because of higher raw material prices and operational costs in 2014
- Demand has since resumed from 3Q2014
- Expect margin to improve in the quarters ahead

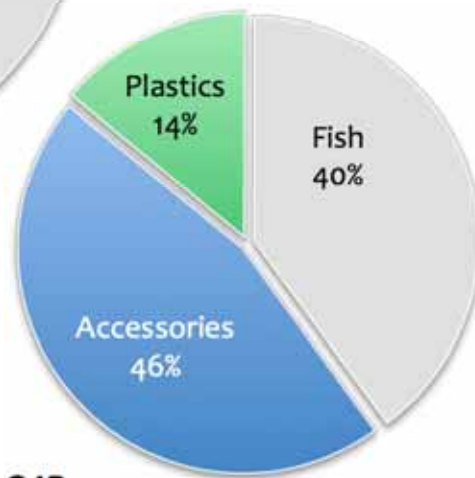




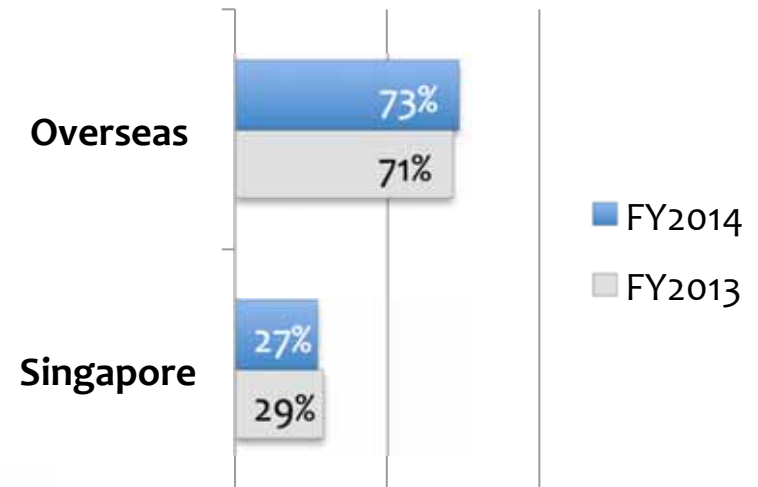
# Revenue by Activities/Regions



4Q2014

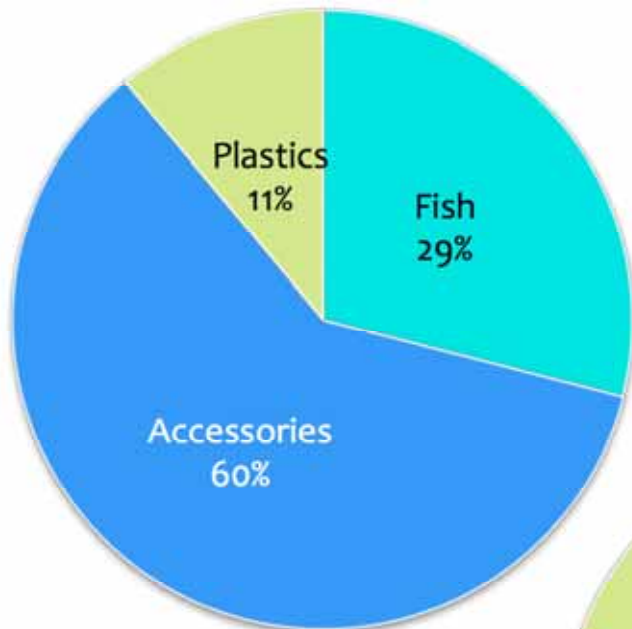


4Q2013

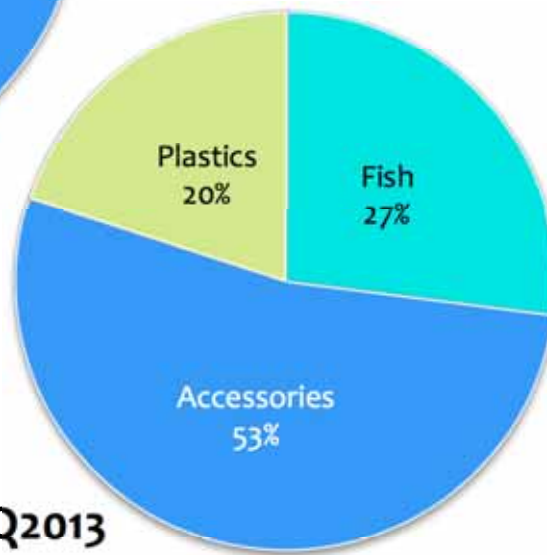




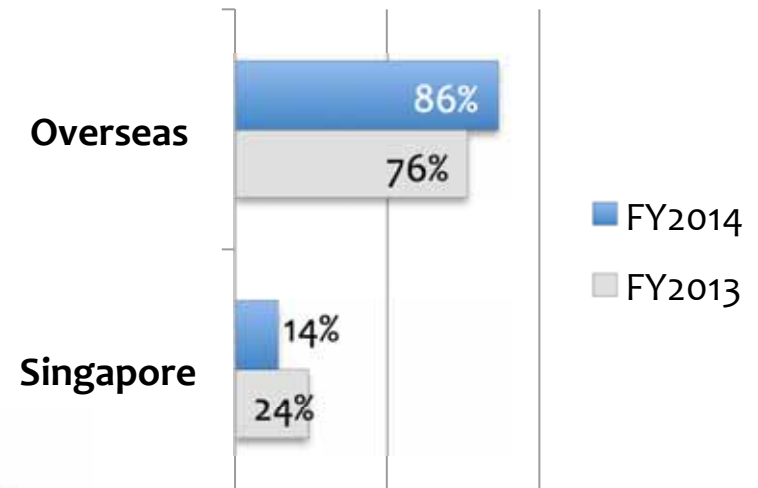
# PBT by Activities/Regions



4Q2014



4Q2013





## Balance Sheet Highlights

(S\$' 000)

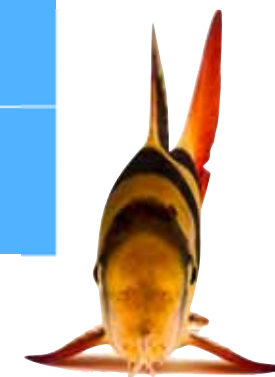
	31 December 2014	31 December 2013
<b>Total Assets</b>	76,688	75,887
<b>Total Liabilities</b>	25,635	24,892
<b>Total Shareholder's Equity</b>	51,053	50,995





## Cash Flow Statement

(S\$' 000)	FY2014	FY2013
Cash from operating activities	3,948	3,675
Cash used in investing activities	(1,771)	(1,876)
Cash used in financing activities	(403)	(3,348)
Net increase/(decrease) in cash and equivalents	1,774	(1,549)
Cash and cash equivalent at end of year	8,557	6,712





## Key Indicators

	31 December 2014	31 December 2013
Inventory Turnover	101 days	102 days
Trade Receivables Turnover*	113 days	120 days
Trade Receivables Turnover (without Guangzhou Qian Hu balances)	74 days	75 days
Debt Equity Ratio	0.50	0.49

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





# Q&A

