



Qian Hu Corporation Limited

FY2006 Results Briefing

15 January 2007



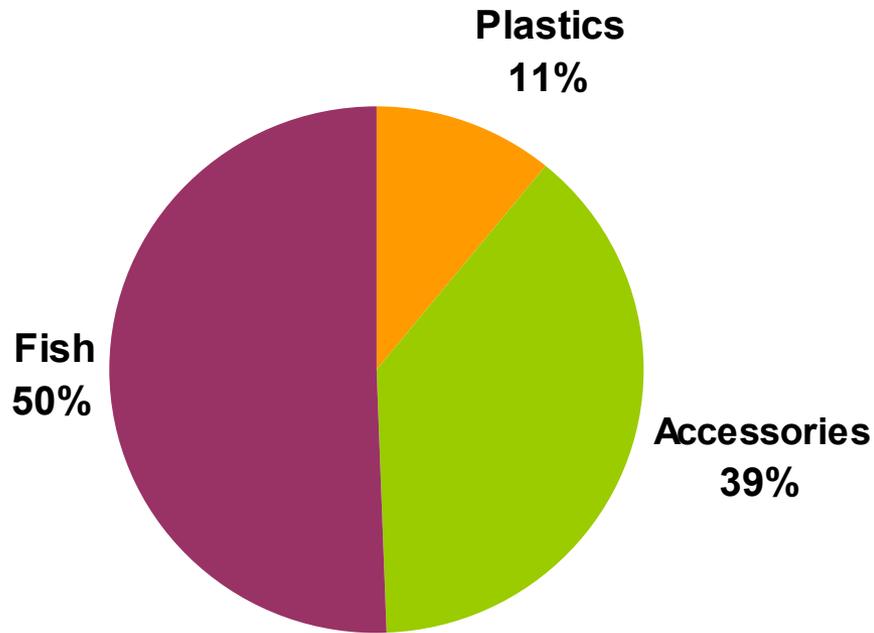
Financial Highlights



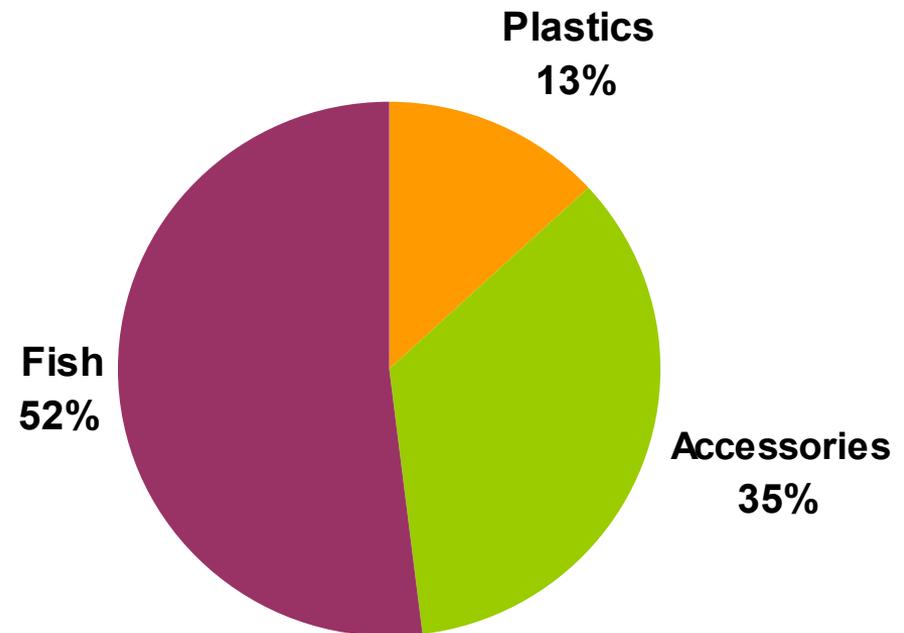
	FY06 (S\$m)	FY05 (S\$m)	Growth (%)	4Q06 (S\$m)	4Q05 (S\$m)	Growth (%)
Revenue	76.1	66.3	↑ 14.9	20.7	18.3	↑ 13.2
EBITDA	8.3	6.9	↑ 19.6	2.4	2.1	↑ 13.4
Net Profit	2.6	2.0	↑ 28.9	0.9	0.5	↑ 62.1
Earnings per share (fully diluted)	2.03 cents	1.58 cents				
Return on equity	6.2%	5.0%				
Net Assets backing per share	37.92 cents	35.46 cents				

Turnover by Activities

Full year ended 31 December



FY2005

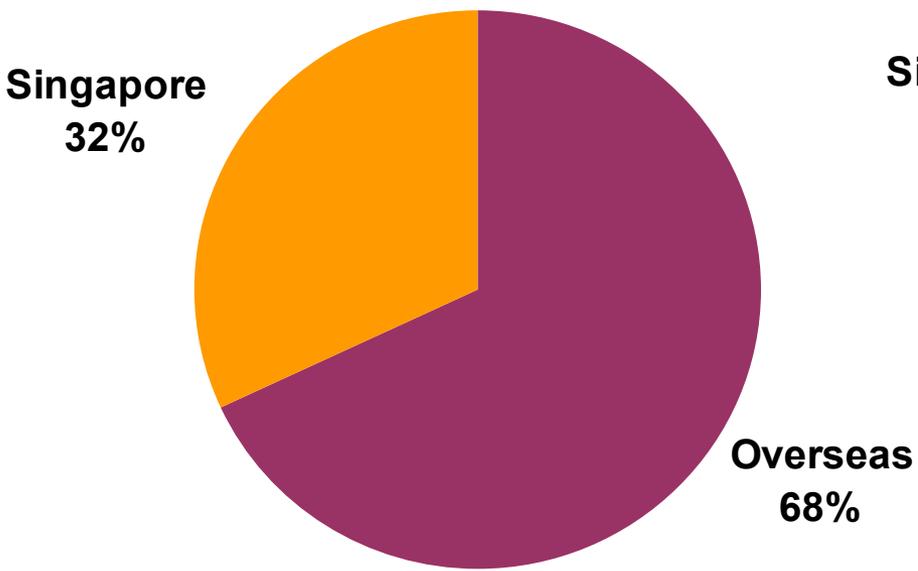


FY2006

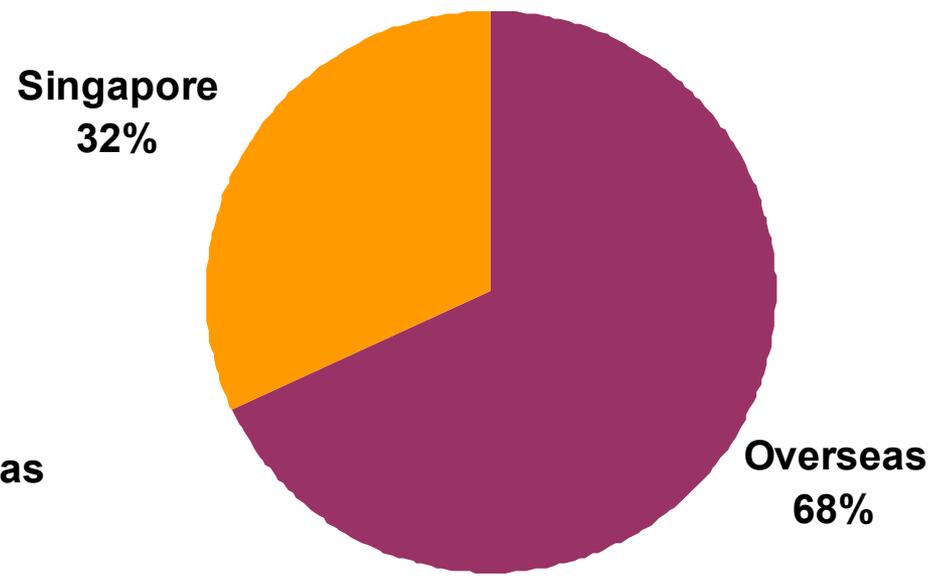


Turnover by Regions

Full year ended 31 December



FY2005

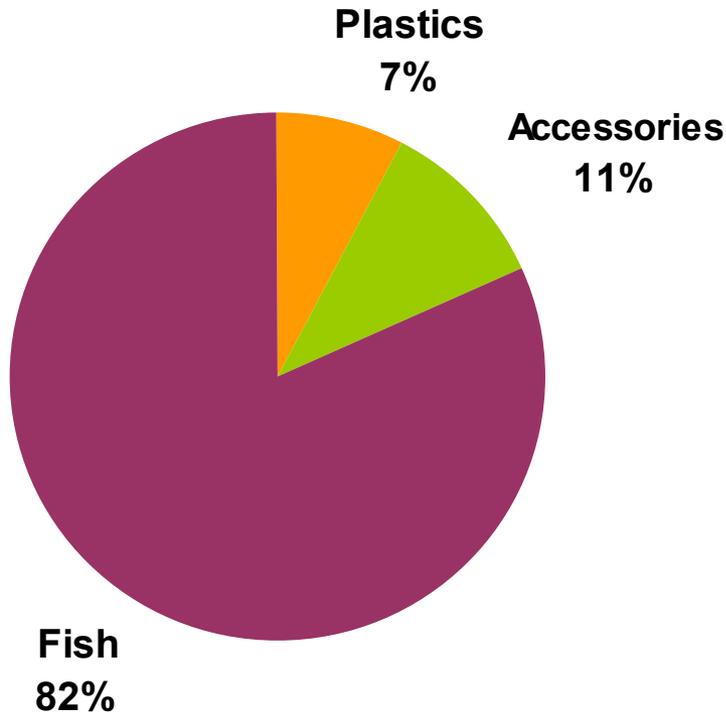


FY2006

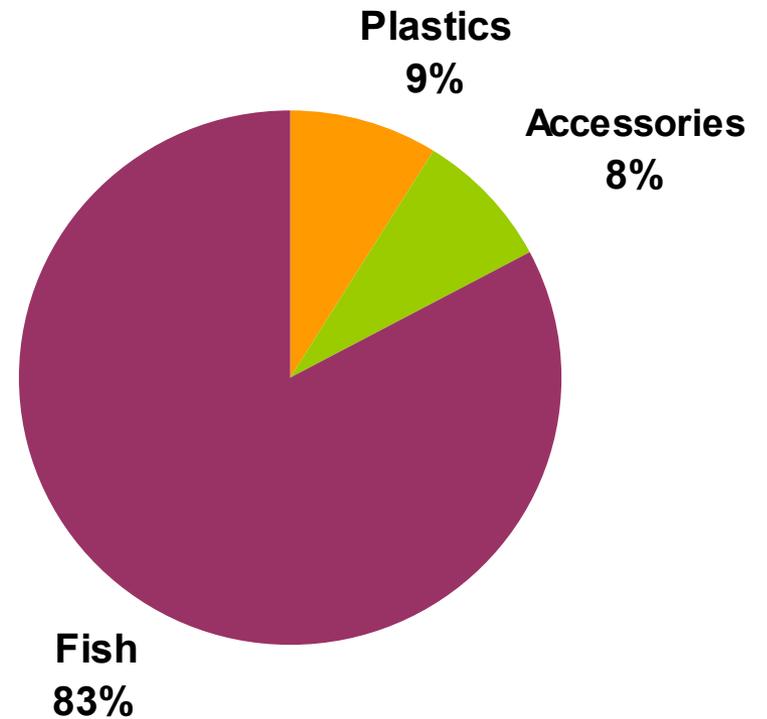


Profit by Activities

Full year ended 31 December



FY2005

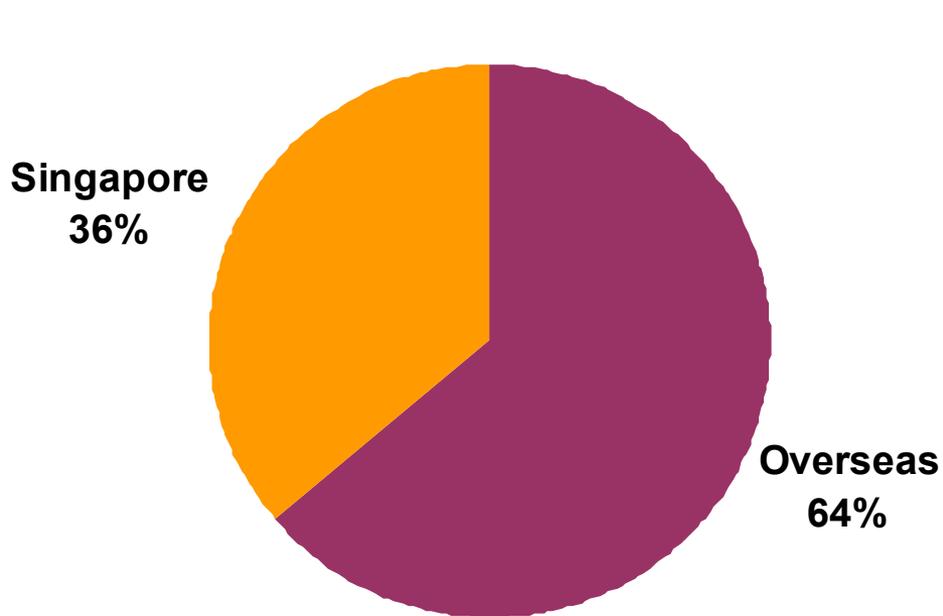


FY2006

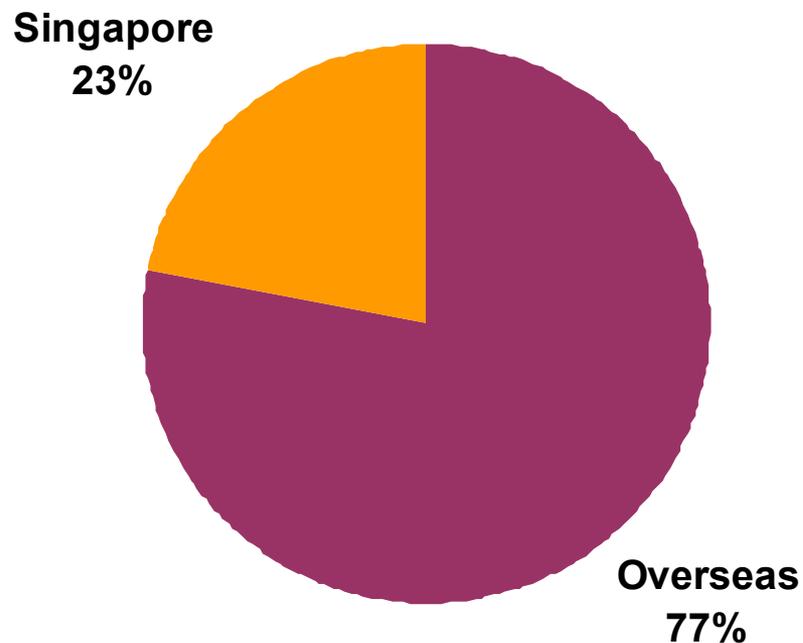


Profit by Regions

Full year ended 31 December



FY2005



FY2006



Q4'06 vs Q3'06



	Q4 / 2006 (S\$m)	Q3 / 2006 (S\$m)	Growth (%)
Turnover	20.7	19.0	↑ 9.2
Profit attributable to shareholders of the company	0.9	0.6	↑ 37.5



Q4'06 vs Q4'05



	Q4 / 2006 (S\$m)	Q4 / 2005 (S\$m)	Growth (%)
Turnover	20.7	18.3	↑ 13.2
Profit attributable to shareholders of the company	0.9	0.5	↑ 62.1



Balance Sheet Highlight



	31/12/06 (S\$m)	31/12/05 (S\$m)
Total Assets	75.4	68.4
Total Liabilities	26.5	22.7
Total Shareholder's Equity	48.9	45.7



Cash Flow Statement



	FY2006 (S\$m)	FY2005 (S\$m)
Cash generated from operating activities	8.6	6.7
Cash used in investing activities	(6.6)	(4.0)
Cash used in financing activities	(0.9)	(2.5)
Net increase in cash and equivalents	1.1	0.2
Cash and cash equivalent at end of period	5.4	4.3

Key Indicators



	FY2006	FY2005
Inventory Turnover	168 days	187 days
Trade Debtors Turnover	74 days	79 days
Debt Equity Ratio	0.54	0.50



Dividends



The Directors have recommended a first and final gross dividend of 0.6 cents per ordinary share, which if approved by shareholders, will be paid out on 11 April 2007.



Business Updates



Ornamental Fish



	4Q06 (S\$m)	4Q05 (S\$m)	Growth (%)	FY06 (S\$m)	FY05 (S\$m)	Growth (%)
Revenue	10.1	8.7	↑ 16.2	39.6	33.5	↑ 18.3
Operating Profit	1.6	1.8	↓ 8.2	5.9	4.4	↑ 32.6

- Dragon Fish sales continue to dominate the growth in the ornamental fish turnover
- More fish exported through Singapore and Thailand
- Reliable source of demand for Dragon Fish both domestically and overseas





Accessories / Retail Chain Stores

	4Q06 (S\$m)	4Q05 (S\$m)	Growth (%)	FY06 (S\$m)	FY05 (S\$m)	Growth (%)
Revenue	7.82	7.78	↑ 0.6	26.6	25.6	↑ 3.7
Operating Profit	0.06	(0.3)	↑ 119.0	0.59	0.57	↑ 2.8

- 12 “Qian Hu – The Pet Family” retail chain store as at 31 December 2006
 - More to be set up in Malaysia
 - More distribution points in China for Dragon Fish and accessories (Target: over 100)
- Increase export of our “Ocean Free” brand of accessories to more countries. **“Ocean Free” – No 1 aquarium accessories brand (Euromonitor)**
- Increased production capacity of our Guangzhou factory to capture rising demand from Group’s distribution network and OEMs



Plastics



	4Q06 (S\$m)	4Q05 (S\$m)	Growth (%)	FY06 (S\$m)	FY05 (S\$m)	Growth (%)
Revenue	2.8	1.8	↑ 52.4	9.9	7.2	↑ 38.5
Operating Profit	0.2	0.1	↑ 83.0	0.6	0.4	↑ 47.9

- Focus on sales of higher value items
- Strong growth due to enlarged customer base and expansion of distribution channels



Future Growth



- Increase the export of ornamental fish & aquarium accessories
- Continuous growth of Dragon Fish sales
- Expansion of the distribution network for pet accessories by leveraging on Qian Hu's house brands
- Expanding distribution capabilities through setting up more retail chain stores and distribution points regionally
- Enhance efficiency and ability in manufacturing accessories products



Q&A

