

Delta Electronics (Thailand) PCL.

Q3'14 Press Announcement

Oct 29, 2014



Time	Topics	Presenter
10:45	Registration	
11:00	Welcome	
11:05	Business Outlook	Mr. Dick Hsieh President
11:15	Financial Highlight	Mr. Beau Yu Chief Financial Officer
11:25	Q&A	Ms. Kulwadee Kawayawong Investor Relations
11:35	Meeting adjourn	



Business Outlook

Market outlook

1. Three new products launched in Q2 & Q3'14 have driven sales nearer to full year budget in automotive power business.
2. Delta India's Q3'14 business remains healthy. Main contributors are from telecom power, UPS and IA products. Display Solution expects to see strong growth in Q4 '14.
3. DES' telecom power business reported strong sales in Q3'14 which exceeded budget. Expect same trend in Q4'14.
4. High end server and networking product sales remain weak. New products and large data centre demand in Q4'14 should improve high end server product sales.

Operations

1. Production demand remains healthy in Q3'14 mainly due to telecom and data center products.
2. Delta Thailand awarded Thailand's Corporate Brand Rising Stars 2014.
3. Delta Thailand won the Prime Minister's Business Enterprise Award 2014 for Best Exporter.



The Prime Minister's Business Enterprise Award 2014 for Best Exporter.

- An annual event established since 1992 by the Ministry of Commerce of Royal Thai Government
- To recognize highest standards of goods and services from Thailand to the global market.
- Only 21 winners out of 325 applications.

< Delta Electronics (Thailand) PCL.'s President, Mr. Dick Hsieh, receiving the award from H.E. Prayuth Chan-ocha, Prime Minister of Thailand.

Corporate Brand Rising Stars 2014: Technology Category



< Delta Electronics (Thailand) PCL.'s Executive Committee, Mr. Vichai Saksuriya, receiving the award from Prof. Pirom Kamolratanakul, President of Chulalongkorn University.

- Thailand's Top Corporate Brand Values and Corporate Brand Rising Stars 2014 is jointly organized by Chulalongkorn Business School, Manager Online, Settrade and Interbrand.
- Aim to create awareness on Corporate Brand development which is an important factor in driving the business into a sustainable future.



Financial Highlights



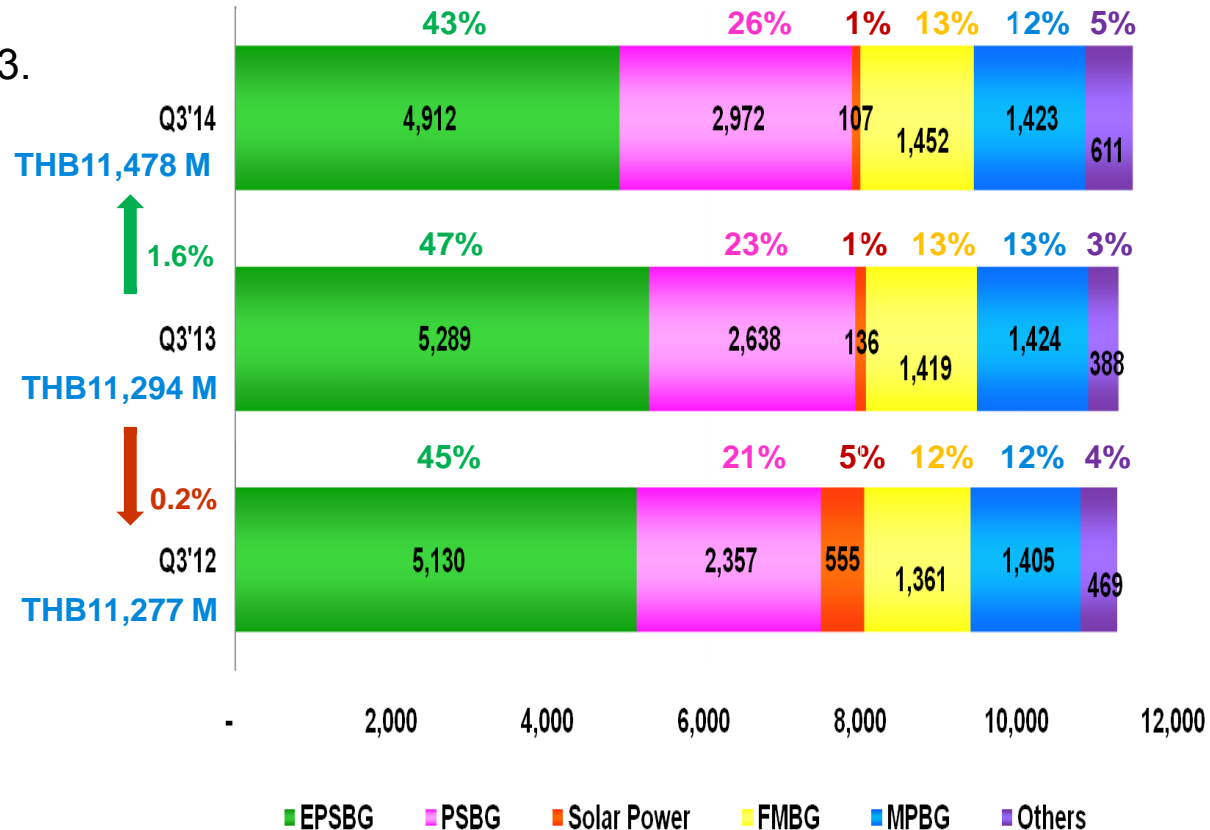
Q3'14 Financial Highlights – 1 Income Statement

Sales revenues :

Total was THB 11.5 billion , grew 1.6% when compare to Q3'13.

✓ EPSBG sales was THB 4,912 M, because of demands dropped from data center, storage and DC to DC power supply.

✓ PSBG sales was THB 2,972 M, TPS significant grow in all region , except Brazil.

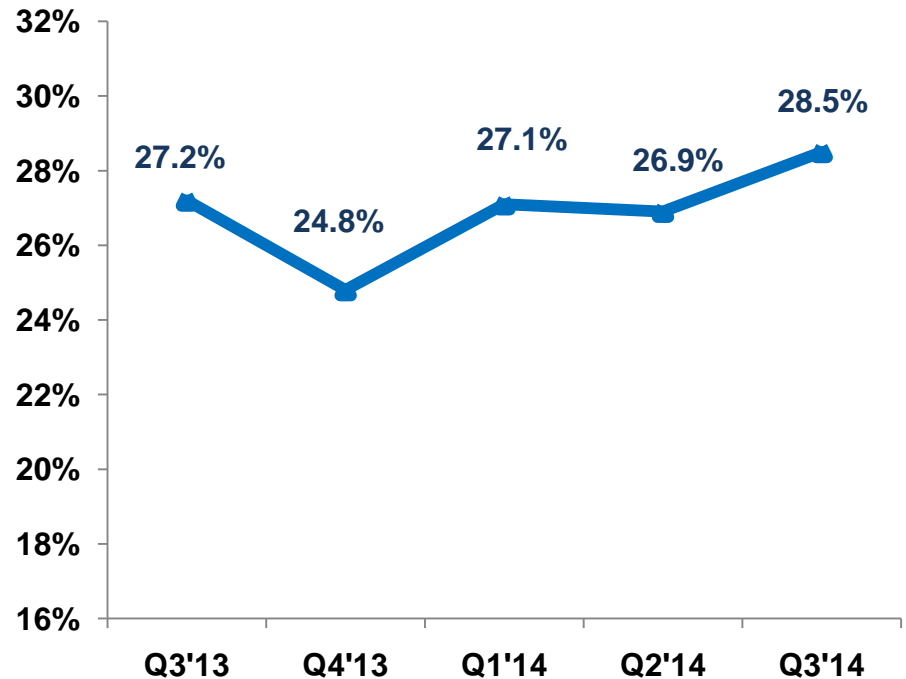




Q3'14 Financial Highlights – 2

Gross Profit :

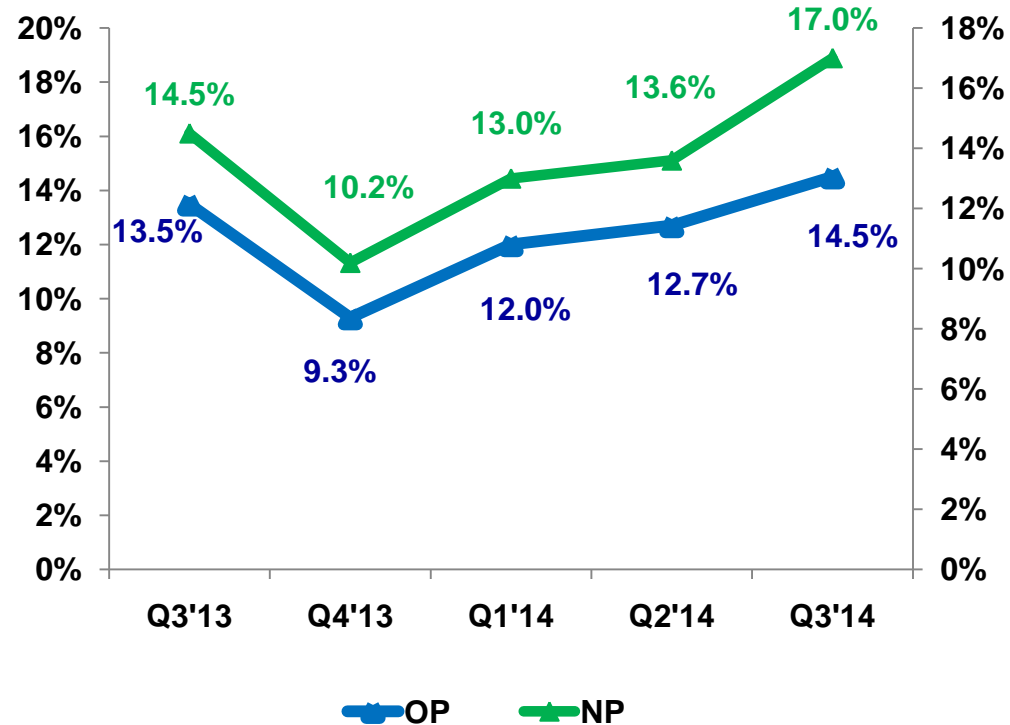
- ✓ Total was THB 3.3 billion(28.5% of revenue) , increased 6.5% when compare to Q3'13
- ✓ THB depreciated against USD which contributed with GP approx 0.5% of revenue when compare to Q3'13 (Q3'14 vs Q3'13 = 32.1 vs 31.5)



Operating Profit and Net Profit :

Net Profit : Total was THB 1.95 billion (17% of revenue), grew 15.6% when compare to Q3'13.

- ✓ Gain from disposal investment in Delta Greentech SGP PTE LTD. approx. THB 194 M.





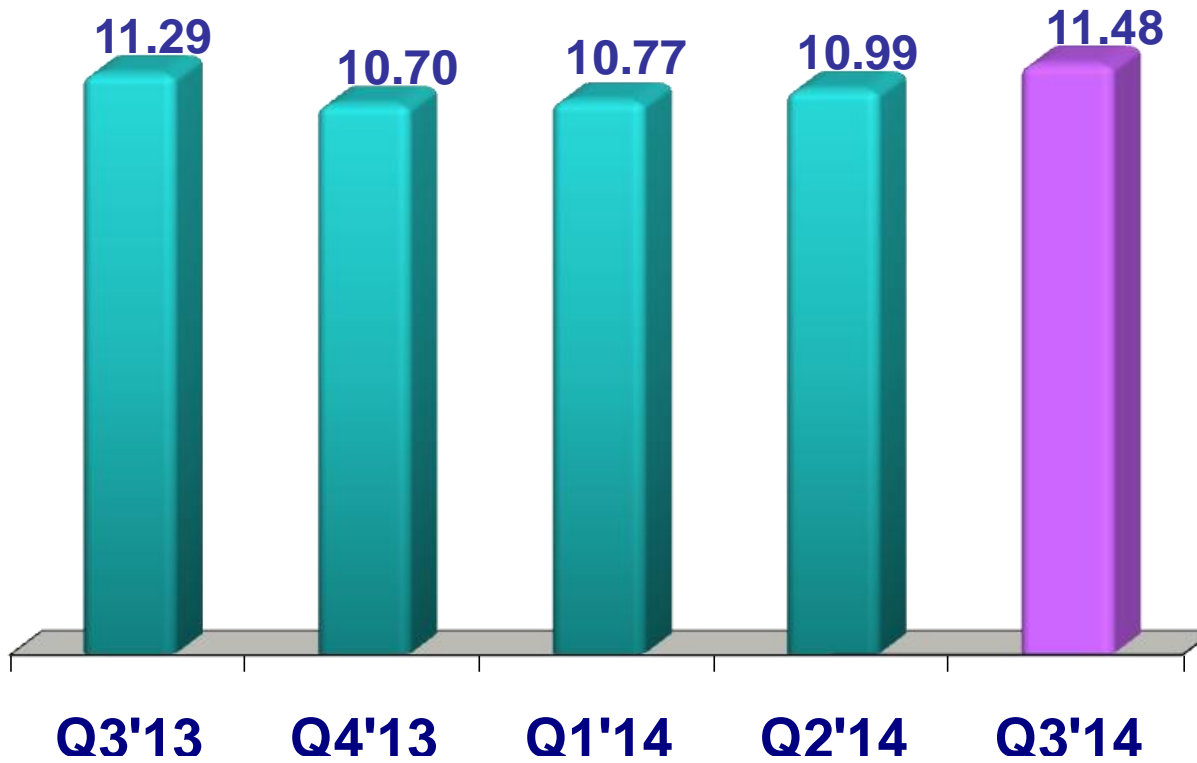
2014 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	YTM 3Q'14
Revenue	THB,B	48.34	43.91	43.55	33.77	32.85	27.00	35.73	38.43	40.78	41.20	33.23
GP	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	27.5%
OP	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	13.1%
NP	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	14.6%
D/E ratio	Times	1.10	0.83	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.44
Quick ratio	Times	1.63	1.70	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.40

Quick ratio : Cash +Invest +Trade AR+ Amt due fm related party/ Curr .Liab

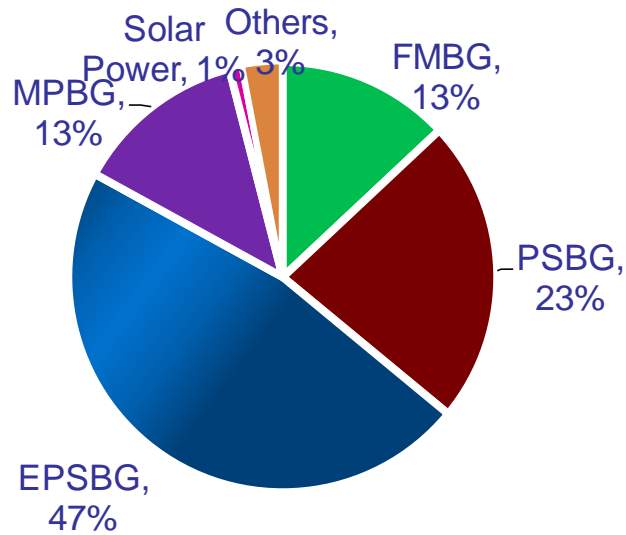
- **Consolidated financials are based on International Accounting Standard No.27**
- **Consolidated numbers are reviewed by CPA (Ernst & Young)**

Unit : THB billion

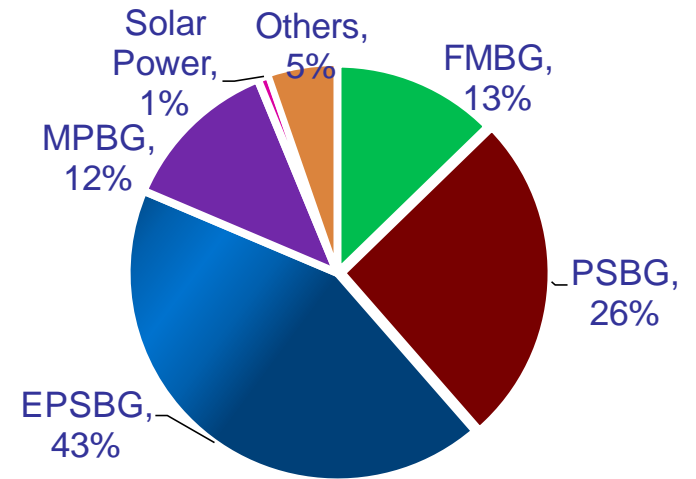


Revenue Contribution (Q3'13 VS Q3'14)

Q3'13



Q3'14





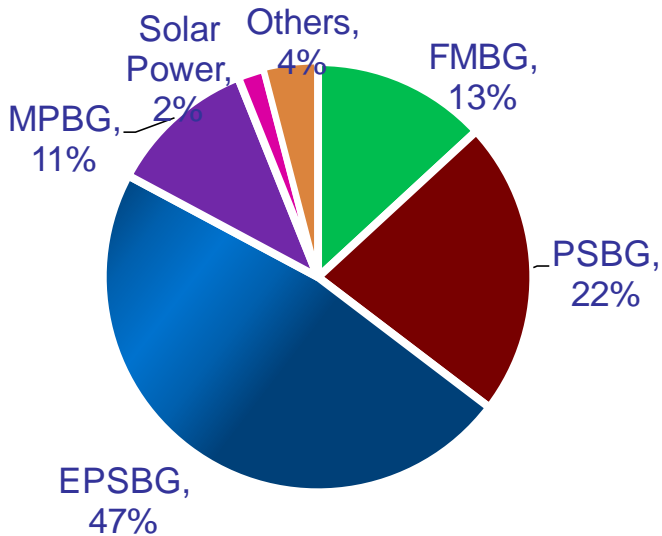
Revenues by Product (Q3'13 VS Q3'14)

Unit : THB Million

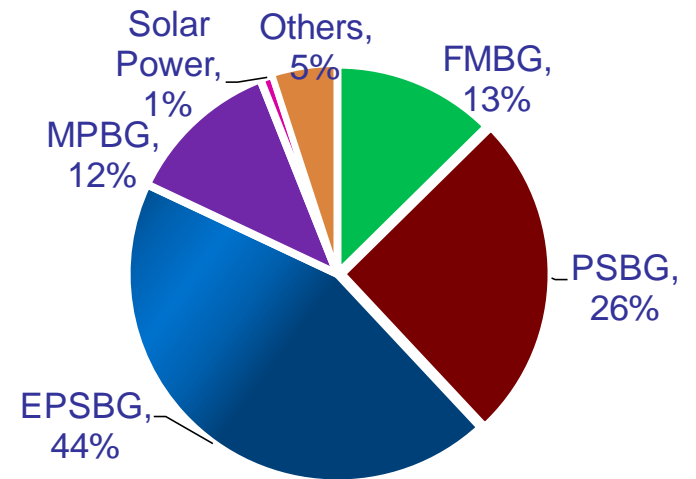
	Q3'13	Q3'14	Change
EPSBG	5,289	4,912	-7%
PSBG	2,638	2,972	13%
FMBG	1,419	1,452	2%
MPBG	1,424	1,423	-0.07%
Solar Power	136	107	-21%
Others	388	611	57%
Total	11,294	11,478	2%

Revenue Contribution (3Q'13 VS 3Q'14)

3Q'13



3Q'14



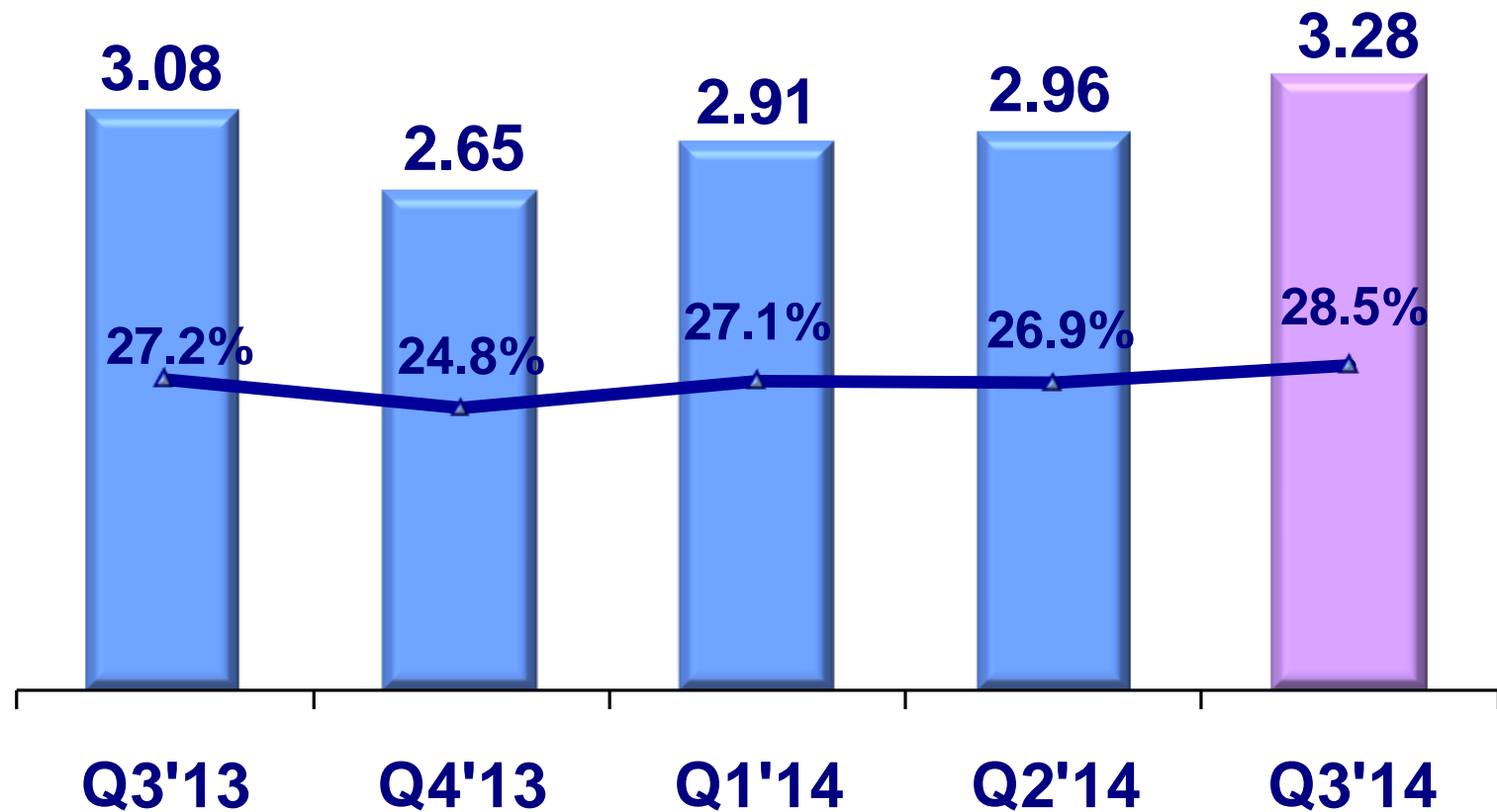


Revenues by Product (3Q'13 VS 3Q'14)

Unit : THB Million

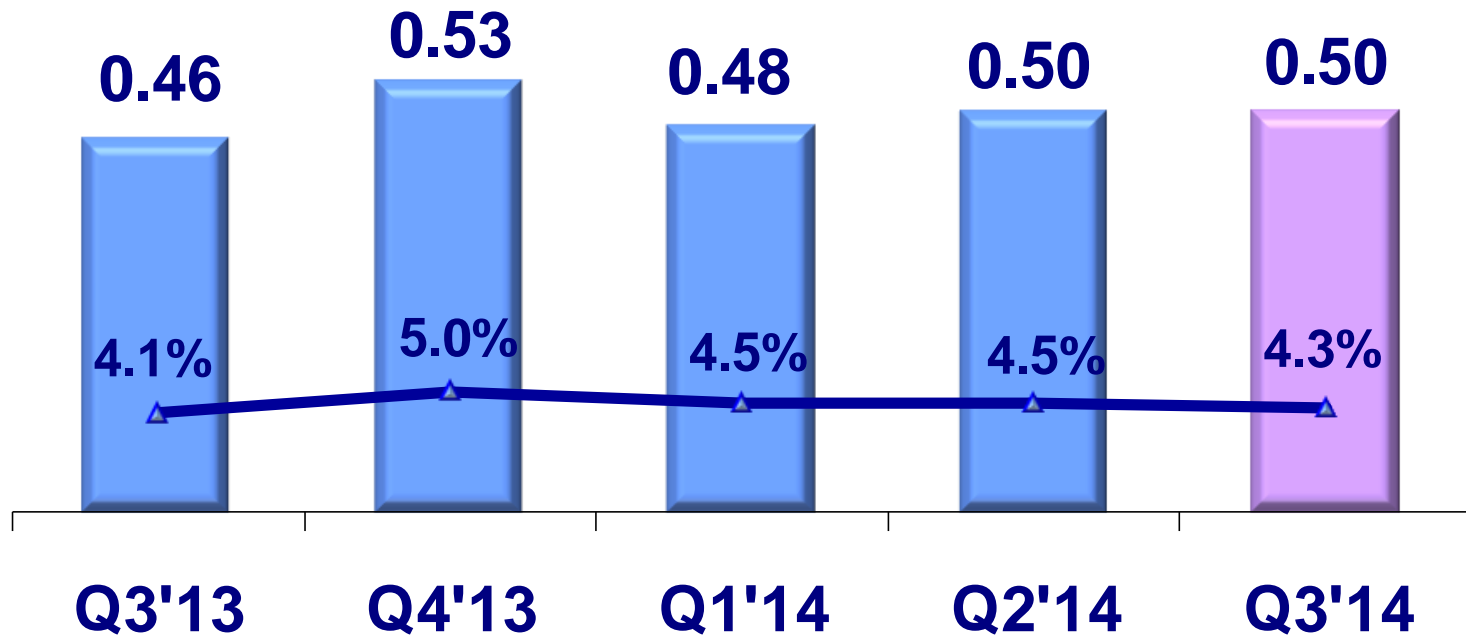
	3Q'13	3Q'14	Change
EPSBG	14,473	14,624	1%
PSBG	6,855	8,577	25%
FMBG	3,887	4,198	8%
MPBG	3,359	3,850	15%
Solar Power	593	313	-47%
Others	1,333	1,672	25%
Total	30,499	33,234	9%

Unit : THB billion and % of Sales



R&D Expense

Unit : THB billion and % of Sales



SG&A Expense

Unit : THB billion and % of Sales



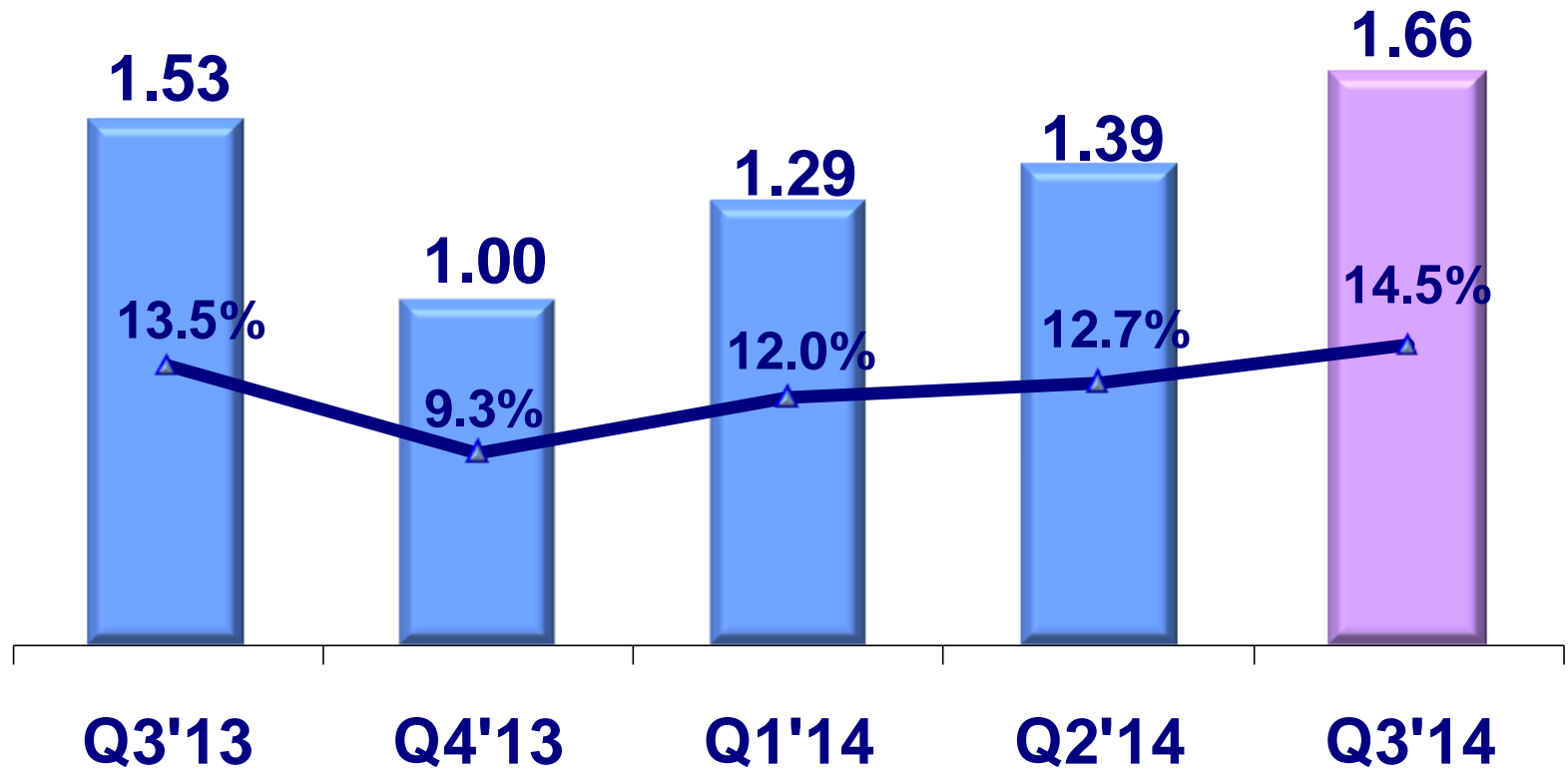
Operating Expenses

Unit : THB billion and % of Sales



Operating Profit

Unit : THB billion and % of Sales



Net Income After tax

Unit : THB billion and % of Sales





Consolidated Balance Sheets

Unit : THB Million

	31 Dec 13	30 Sep 14
Cash and Cash equiv & Short term Invest	14,953	16,271
Accounts receivable , net	8,254	8,740
Inventory	5,949	5,980
Other Cur .Assets	1,018	1,001
Investment in associated	194	-
Fixed assets	4,767	4,525
Other assets	1,730	1,635
Total assets	36,865	38,153

	31 Dec 13	30 Sep 14
Short-term loans	667	265
Accounts payable	8,969	9,804
Dividend payable		
Other Cur. Liab	684	351
Non-Cur Liab	1,219	1,213
Total liabilities	11,539	11,633
Total Equities	25,326	26,520
Total liabilities and Shareholder's equity	36,865	38,153

ขอบคุณ

Thank you for your participation

To learn more about Delta,
please visit www.deltathailand.com

