

Delta Electronics (Thailand) PCL.

Q4'15 Press Announcement

February 19, 2016





Agenda

Time	Topics	Presenter
11:00	Registration	
11:20	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
11:25	Business Outlook	Mr. Dick Hsieh President
11:35	Financial Highlight	Mrs. Aruwan Sangrung-a-run CFO
11:45	Q&A	Ms. Kulwadee Kawayawong Investor Relations
12:00	Meeting adjourn	



Business Outlook

Market outlook

1. DES team's Q4'15 and full year results for Server-Networking-Telecom (SNT) business is exceeding forecast mainly driven by new server customer system introductions.
2. DES team's Automotive business sees strongest quarterly revenue in Q4'15. full year of 2015 sees continuing quarter to quarter growth since Q1'15. Outlook remains positive.
3. Industrial Automation business led by Delta Singapore team is seeing a strong Q4'15 revenue in Southeast Asia region.

India Operations

2015 India revenues was INR 11 Billions (USD170 Millions) which is the recorded high. The revenues mainly contributed by Telecom Power, Industrial Automation and Solar Inverter business.

We expect the renewable energy market in India will be very prospect and we shall continue to expand our market shares in this country.

Operations

1. Overall production revenue remains healthy in Q4'15 and for the year of 2015.
2. Delta Thailand awarded a position in the list for Thailand Sustainability Investment 2015

Award SET's Thailand Sustainability Investment 2015



Left image: Mr. Anusorn Muttaraid, Executive Director of Delta Electronics (Thailand) on the right, represented the company to receive the Award from Mr. Apisak Tantivorawong (Thai Minister of Finance) at the Stock Exchange of Thailand on October 16, 2015.

Right image: From the left Delta's team comprising of Mr. Youngyut Pakdougjan, Ms. Wilailak Funthanakun and Mr. Anusorn Muttaraid.

- The Stock Exchange of Thailand (SET) selected Delta Electronics (Thailand) PCL. for the 'Thailand Sustainability Investment 2015' which is a list of stocks showing superior performance on environmental, social and governance (ESG) aspects.
- The list functions as an investment tool for investors who are seeking quality securities involved in sustainable business practices which can create positive impacts on society and the environment.



Financial Highlights

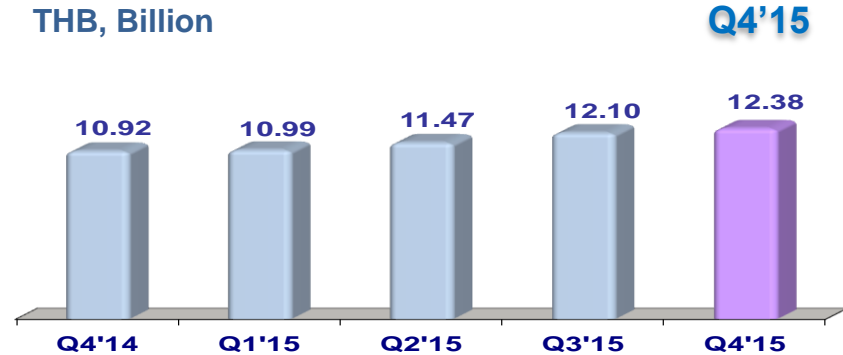




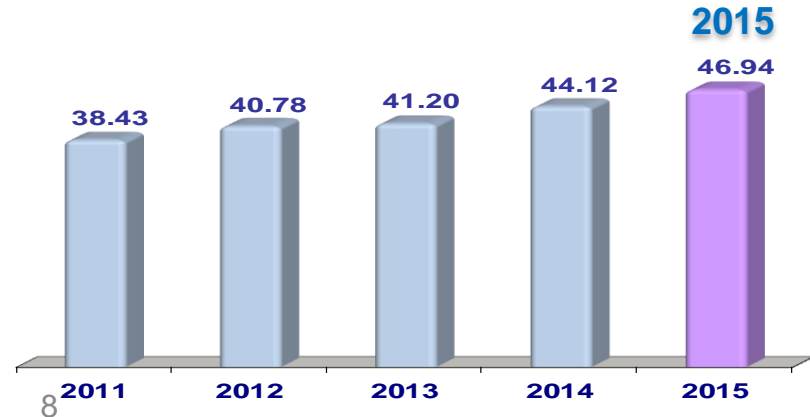
Q4'15 Financial Highlights – 1

Sales revenues :

Q4'15 total was THB 12.4 billion grew 13.4% when compared with Q4'14.



Y2015 total was THB 46.94 billion grew 6% when compared with Y2014

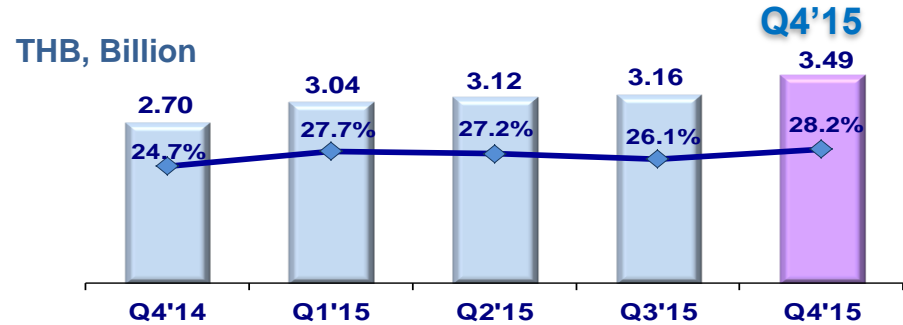




Q4'15 Financial Highlights – 2

Gross Profit :

Q4'15 total was THB 3.5 billion
(28.2% of revenue),
grew 29.8% when compared with Q4'14.



Y2015 total was THB 12.81 billion
(27.3% of revenue),
grew 8.4% when compared with Y2014.



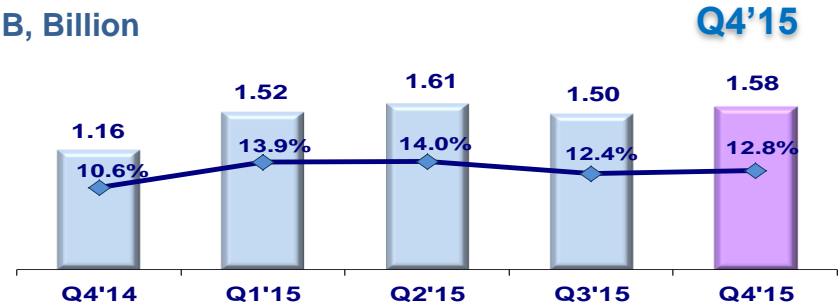


Q4'15 Financial Highlights – 3

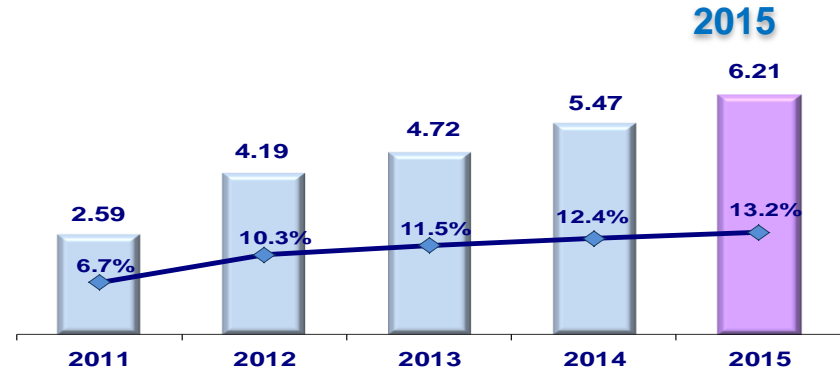
Operating Profit

Q4'15 total was THB 1.6 billion
(12.8% of revenue),
grew 36.1% when compared with Q4'14.

THB, Billion



Y2015 total was THB 6.21 billion
(13.2% of revenue),
grew 13.6% when compared with Y2014.





Q4'15 Financial Highlights – 4

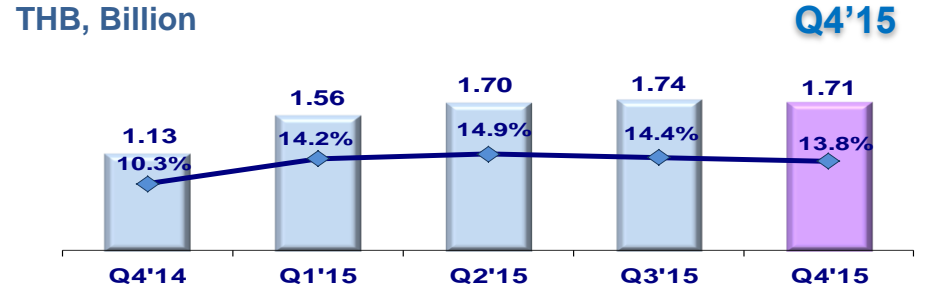
Net Profit :

Q4'15 total was THB 1.7 billion
(13.8% of revenue), grew 50.7%
when compared with Q4'14

- ✓ Net interest income THB 53 million
- ✓ Foreign Exchange gain THB 94 million

Y2015 total was THB 6.7 billion
(14.3% of revenue), grew 12.6%
when compared with Y2014.

- ✓ Net interest income THB 185 million
- ✓ Foreign Exchange gain THB 412 million.





Consolidated Balance Sheets

Unit : THB Million

	31 Dec 14	31 Dec 15
Cash and Cash equiv & Short term Invest	17,931	20,488
Accounts receivable , net	8,371	9,654
Inventory	5,320	6,141
Other Cur .Assets	672	866
Investment in associated	-	
Fixed assets	4,361	4,942
Other assets	1,590	1,511
Total assets	38,245	43,602

	31 Dec 14	31 Dec 15
Short-term loans	250	190
Accounts payable	8,660	10,111
Dividend payable		
Other Cur. Liab	480	808
Non-Cur Liab	1,689	1,935
Total liabilities	11,079	13,044
Total Equities	27,166	30,558
Total liabilities and Shareholder's equity	38,245	43,602



2015 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Revenue	THB,B	48.34	43.91	43.55	33.77	32.85	27.00	35.73	38.43	40.78	41.20	44.12	46.94
GP	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%
OP	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%
NP	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%
EPS	Baht	1.03	1.92	1.58	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38
ROE	%	9.2%	15.2%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	23.3%
D/E ratio	Times	1.10	0.83	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43
Quick ratio	Times	1.63	1.70	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71

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

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

