Delta Electronics (Thailand) PCL. Q3'15 Press Announcement

October 28, 2015







Time	Topics	Presenter					
10:45	Registration						
11:00	Welcome Speech	Mr.Anusorn Muttaraid Executive Director					
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



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Business Outlook

Market outlook

- 1. DES team's Q3'15 result for Server-Networking-Telecom (SNT) business is exceeding forecast.
- 2. DES team's Automotive business sees continuing quarter to quarter growth since Q1'15. Outlook is positive with new products for growing plug-in hybrid car demand.
- 3. Delta India Q3'15 revenue met forecast and exceeded Q2'15 performance.

Operations

- 1. Overall production revenue remains healthy in Q3'15.
- 2. Delta India awarded Supply and Innovation Excellence by Bharti Infratel Limited.
- 3. Delta Thailand received Thailand's Top Corporate Brand Values 2015 from Chulalongkorn University.
- 4. Delta Thailand received Carbon Footprint Reduction (CFR) Award and Low Emission Support Scheme (LESS) Award from Thailand Greenhouse Gas Organization (TGO).



Award

Thailand's Top Corporate Brand Values 2015



On August 18, 2015 at The Stock Exchange of Thailand, Mr. Dick Hsieh, President of Delta Electronics (Thailand) represented the company to receive the Award from Prof. Pirom Kamolratanakul, M.D. President of Chulalongkorn University.

- Delta Electronics (Thailand) PCL. has been recognized as "**Thailand's Top Corporate Brand Values 2015**" through a research conducted by the Faculty of Commerce and Accountancy of Chulalongkorn University.
- The research was based on a model developed by Assoc. Prof. Dr. Guntalee Ruenrom and Dr. Ake Pattaratanakun.



Award

Carbon Footprint Reduction (CFR) Award Low Emission Support Scheme (LESS) Award



Delta team receiving the awards from General Surasak Kanchanarat (Minister of Natural Resources and Environment of Thailand). The event was organized by Thailand Greenhouse Gas Organization (TGO) at Centara Grand in Ladprao, Bangkok.

- The awards are organized by Thailand Greenhouse Gas Organization (TGO) supported by the Ministry of Natural Resources and Environment of Thailand.
- Delta won the awards due to the excellent results from our activities committed to reduce global warming in Thailand.
- Delta has now completed the carbon footprint inventory and verification of several B2B products in accordance to the PAS 2050 standards issued by the British Standards Institution (BSI).



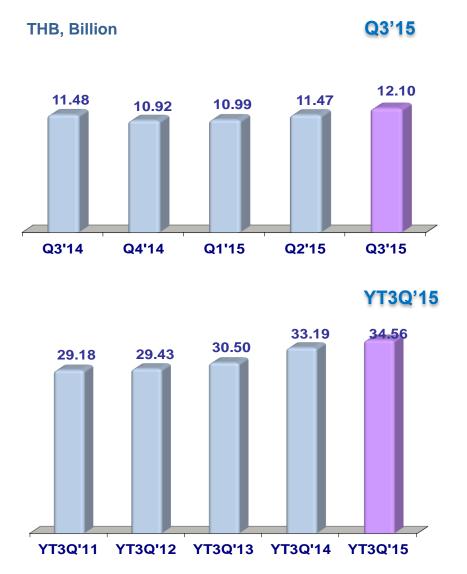
Financial Highlights





Sales revenues :

- Q3'15 total was THB 12.1 billion grew 5% when compared with Q3'14.
- ✓ Mobile Power Solutions grew about 19%
- ✓ Industrial Automation grew 72% mainly due to increasing sales in SEA and India
- ✓ Telecom Power Solutions sales keep increasing in India
- YT3Q'15 total was THB 34.6 billion grew 4% when compared with YT3Q'14.





Gross Profit :

Q3'15 total was THB 3.2 billion (26.1% of revenue), dropped 3.6% when compared with Q3'14.



YT3Q'15

YT3Q'15 total was THB 9.3 billion (27.0% of revenue), grew 2% when compared with YT3Q'14.





Operating Profit

Q3'15 total was THB 1.5 billion (12.4% of revenue), dropped 9% when compared with Q3'14.



YT3Q'15

YT3Q'15 total was THB 4.6 billion (13.4% of revenue), grew 7.9% when compared with YT3Q'14.





Net Profit :

Q3'15 total was THB 1.7 billion (14.4% of revenue), dropped 10.5% when compared with Q3'14

- ✓ Net interest income THB 44 million
- ✓ Foreign Exchange gain THB 189 million

YT3Q'15 total was THB 5.0 billion (14.5% of revenue), grew 3.6% when compared with YT3Q'14

- ✓ Net interest income THB 132 million
- ✓ Foreign Exchange gain THB 318 million



YT3Q"15





Consolidated Balance Sheets

Unit : THB Million

	31 Dec 14	30 Sep 15		
Cash and Cash equiv & Short term Invest	17,931	18,968		
Accounts receivable , net	8,371	10,389		
Inventory	5,320	6,470		
Other Cur .Assets	672	1,048		
Investment in associated	-			
Fixed assets	4,361	4,802		
Other assets	1,590	1,533		
Total assets	38,245	43,209		

	31 Dec 14	30 Sep 15
Short-term loans	250	220
Accounts payable	8,660	11,256
Dividend payable		
Other Cur. Liab	480	868
Non-Cur Liab	1,689	1,819
Total liabilities	11,079	14,163
Total Equities	27,166	29,047
Total liabilities and Shareholder's equity	38,245	43,209

SELTA 2015 Financial Highlight – Key Financial ratio

ltem	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	YT3Q '15
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	34.56
GP	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.0%
OP	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.4%
NP	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.5%
EPS	Baht	1.03	1.92	1.58	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	4.01
ROE	%	9.2%	15.2%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	23.9%
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	0.49
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	2.38

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

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ໃວນຸຄູ Thank you for your participation

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

