

# Delta Electronics (Thailand) PCL.

## Q2'13 Press Announcement

14<sup>th</sup> Aug 2013



Time	Topics	Presenter
10:45	Registration	
11:00	Welcome Speech	Mr. Anusorn Muttaraid Director
11:05	Business Outlook	Mr. Henry Shieh President
11:15	Financial Highlight	Mr. Beau Yu Chief Financial Officer
11:25	Q&A	Ms. Kulwadee Kawayawong Investor Relations
11:45	Meeting adjourn	

# Business Outlook

## Market outlook

- a. Telecom and data center power supply demands are stable and healthy.
- b. Wind power in India is taking off at a steady pace.
- c. Demand for automotive power is not as strong as expected.
- d. Demand for consumer products remains flat.
- e. Solar inverter business is still slow in Europe, Australia and India.

## Operations

- a. Second EV charger order in Thailand has been received.
- b. DGiT is increasing its focus in Thailand, Myanmar, Australia and Malaysia for energy saving management and data center power solution businesses.
- c. India's preparation is in full swing for volume delivery of wind power converters.
- d. Received Recognition for Workplace Support from HRH Princess Srirasmi, the Royal Consort to HRH Crown Prince Maha Vajiralongkorn.

## Recognition for Workplace Breastfeeding Support



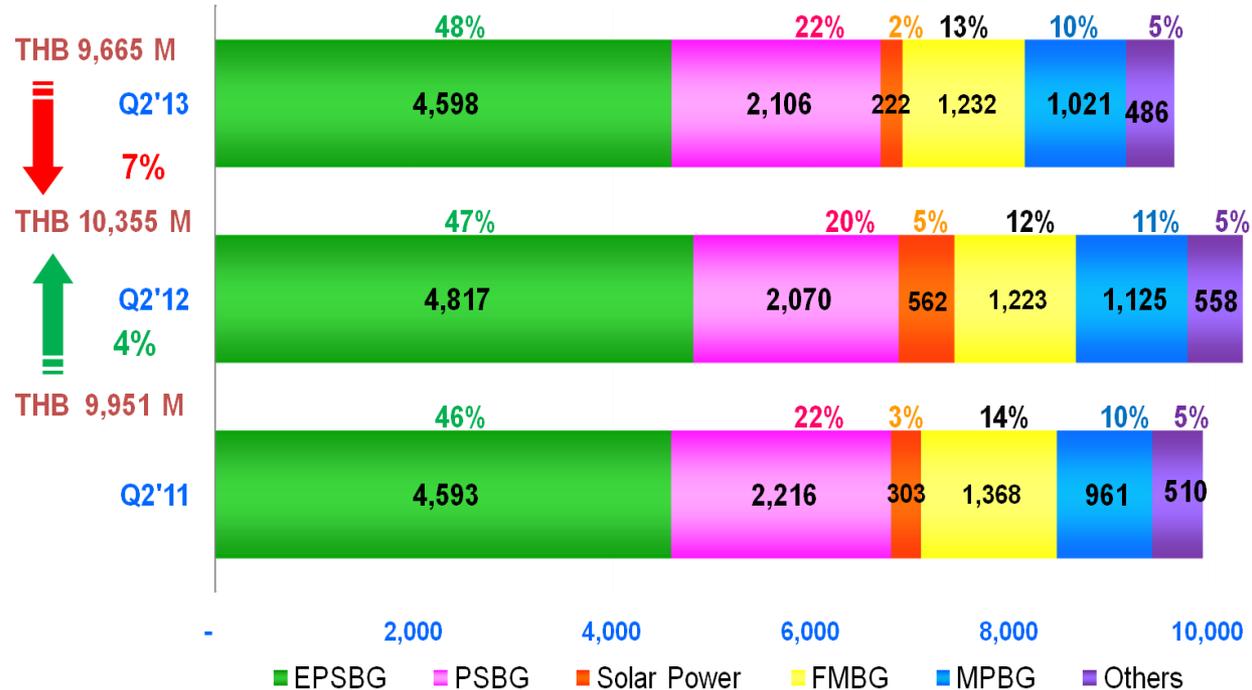
HRH Princess Srirasmi, the Royal Consort to HRH Crown Prince Maha Vajiralongkorn, graciously presided over the award ceremony in recognition for workplace breastfeeding support on 5 June 2013.

Delta Electronics (Thailand) PCL. was one of the recipients among the 31 companies awarded. Delta's "Breastfeeding Room" is part of a staff welfare program that supports and encourages mothers to continue breastfeeding after returning to work.

# Financial Highlights

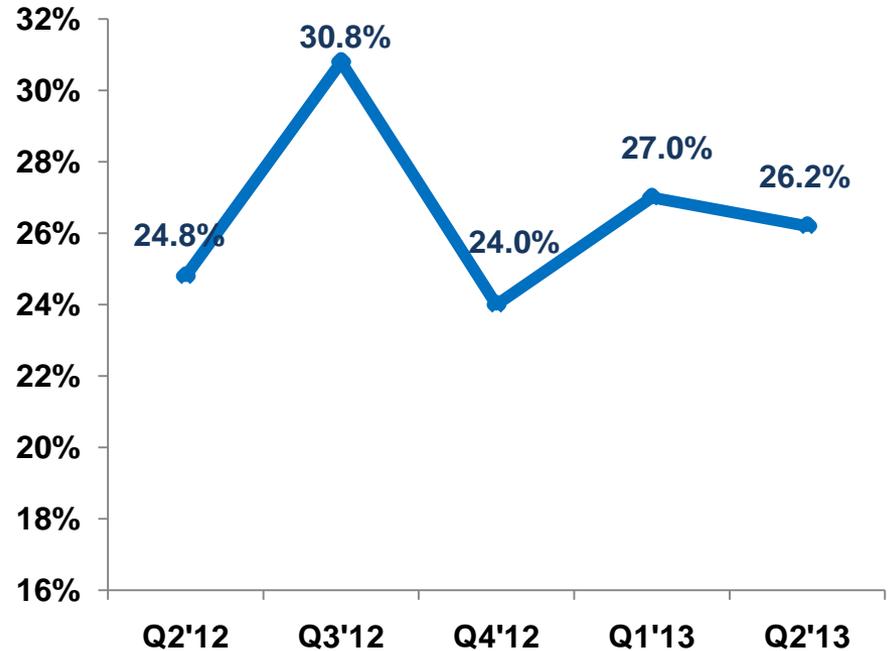
## Sales revenues :

- ✓ Total was THB 9.7 billion, decreased 7% when compare to the same period last year
- ✓ PSBG sales increased 2% , mainly contributed by TPS in India market due to 4G LTE , and EMEA due to expand in Africa market
- ✓ Sales of Solar Power is declined 60% , because EMEA & Australia market are not active.



### Gross Profit :

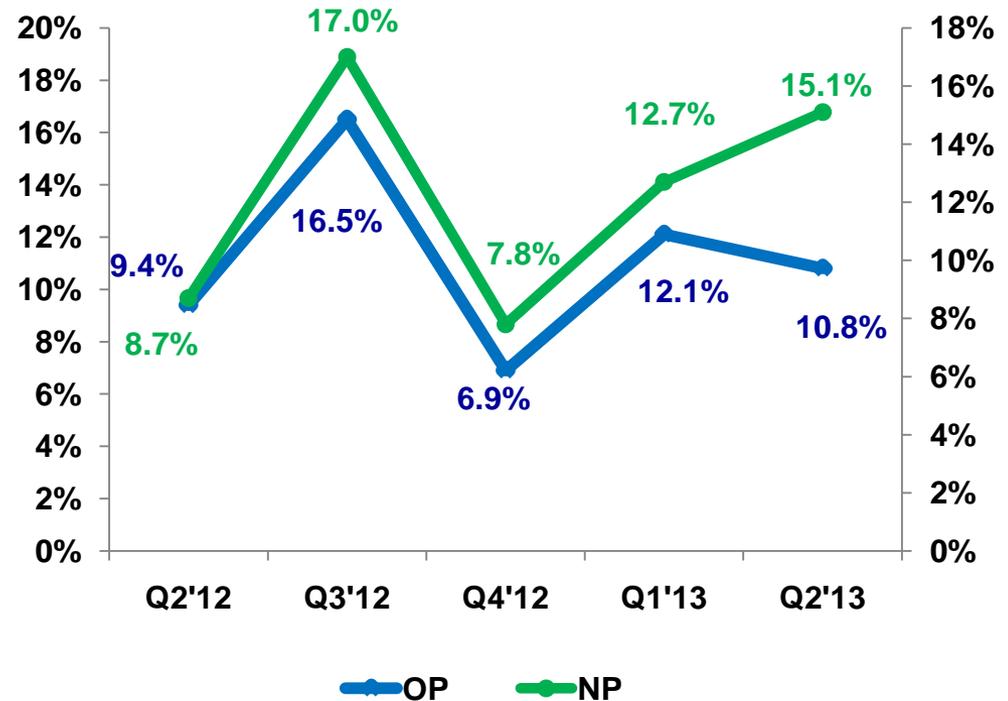
- ✓ Total was THB 2.5 billion or 26.2 % of revenue , lower than Q1'13. Q1'13 GP was higher mainly due to the reversal of slow moving stock provision for TPS and Solar Power



## Operating Profit and Net Profit :

**Net Profit** : Total was THB 1.5 billion or 15.1% of revenue , increased significantly from Q1'13

- ✓ Gain from disposal of investment approx. THB 254 M.
- ✓ FX gain approx. THB 94 M due to THB depreciated against with USD (1 Apr'13 is 1/29.4323 and 30 Jun'13 is 30.5595)



## 2013 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	1H'13
<b>Revenue</b>	THB,B	48.34	43.91	43.55	33.77	32.85	27.00	35.73	38.43	40.78	19.20
<b>GP</b>	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.6%
<b>OP</b>	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%
<b>NP</b>	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.9%
<b>D/E ratio</b>	Times	1.10	0.83	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.49
<b>Quick ratio</b>	Times	1.63	1.70	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.08

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)**

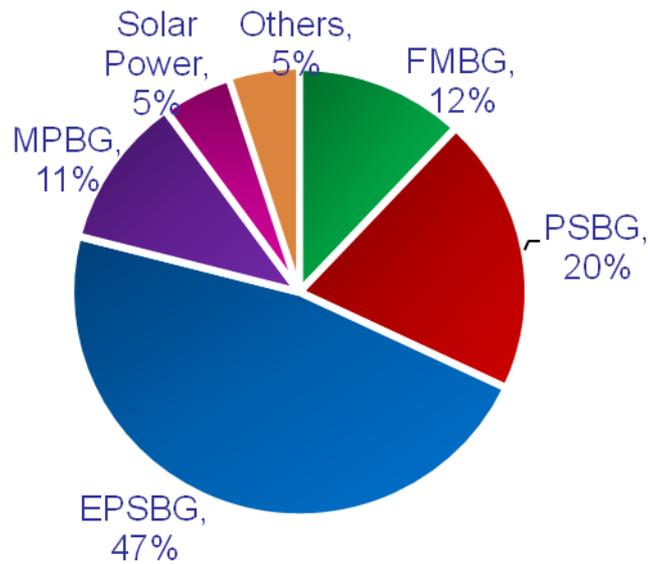
# Revenues

Unit : THB billion

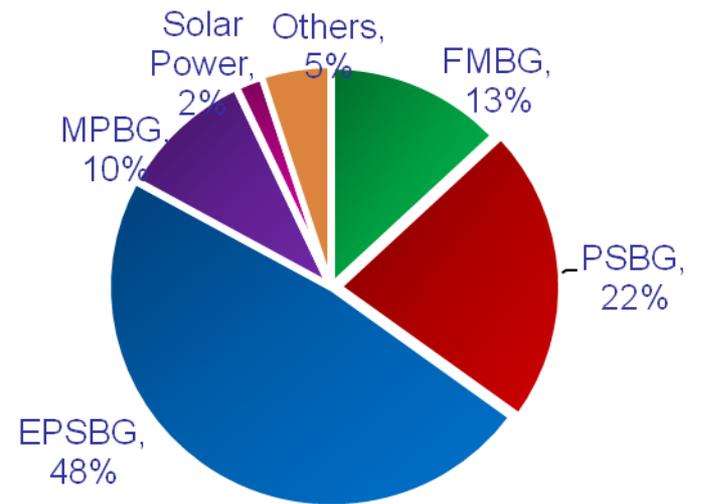


# Revenue Contribution (Q2'12 VS Q2'13)

## Q2'12



## Q2'13





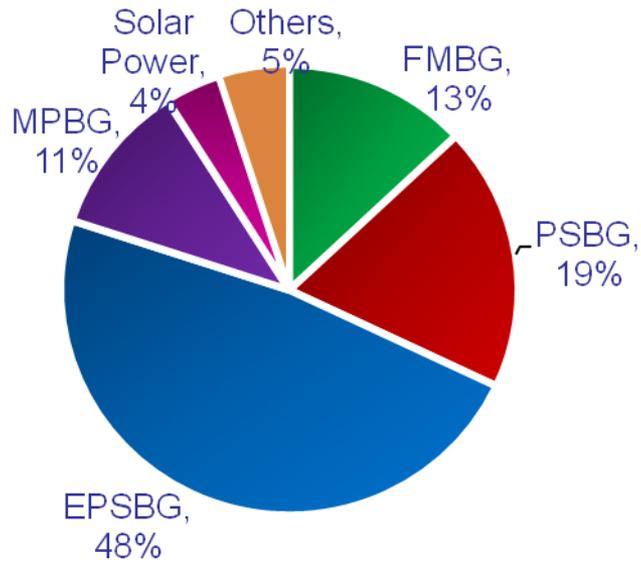
## Revenues by Product (Q2'12 VS Q2'13)

Unit : THB Million

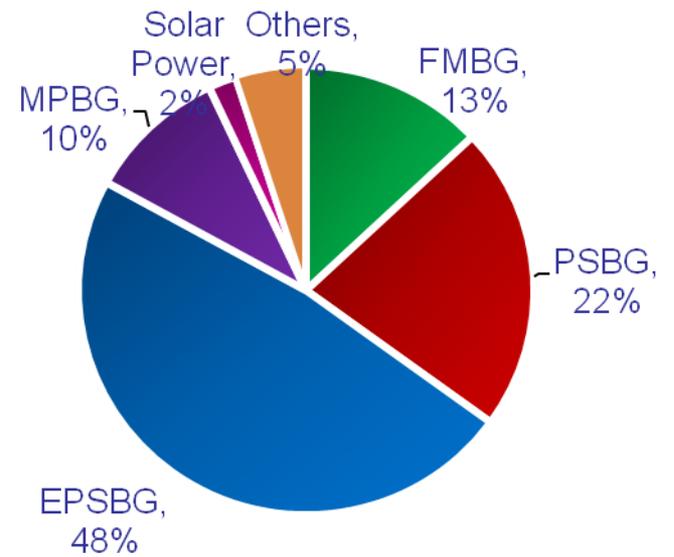
	Q2'12	Q2'13	Change
EPSBG	4,817	4,598	-5%
PSBG	2,070	2,106	2%
FMBG	1,223	1,232	1%
MPBG	1,125	1,021	-9%
Solar Power	562	222	-60%
Others	559	486	-13%
<b>Total</b>	<b>10,355</b>	<b>9,665</b>	<b>-7%</b>

# Revenue Contribution (1H'12 vs 1H'13)

## 1H'12



## 1H'13





## Revenues by Product (1H'12 VS 1H'13)

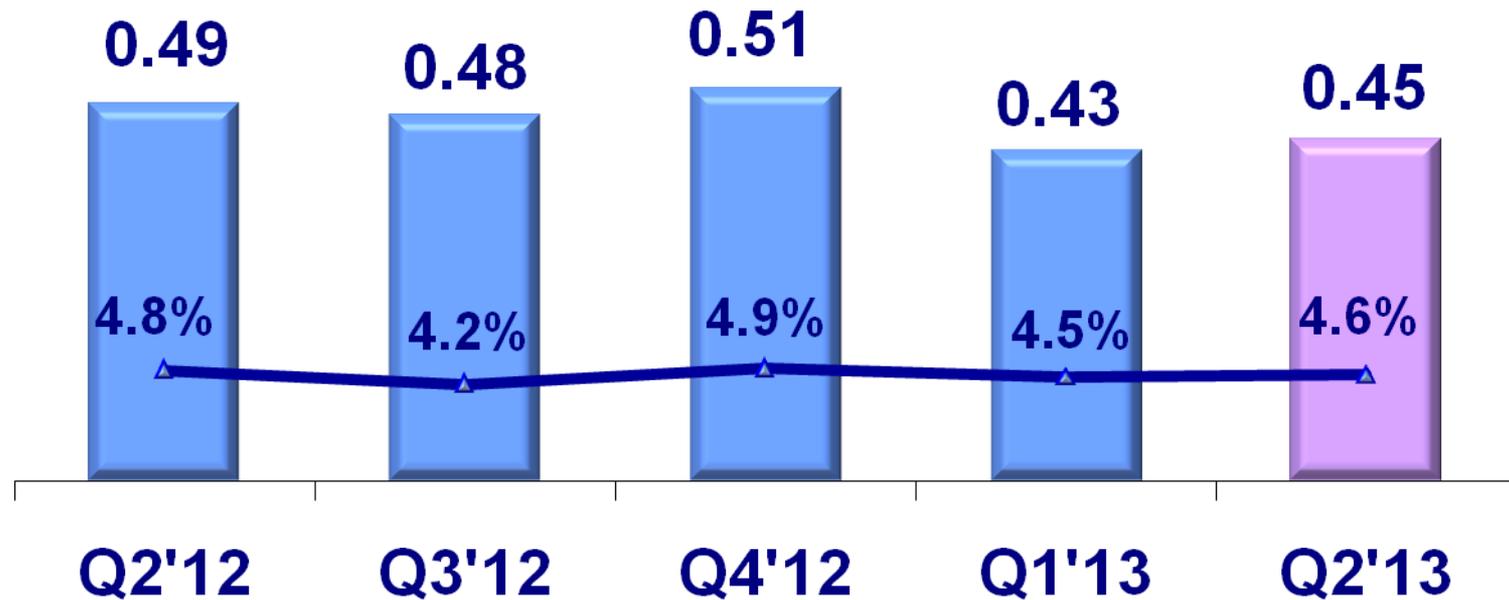
Unit : THB Million

	1H'12	1H'13	Change
EPSBG	9,089	9,183	1%
PSBG	3,683	4,245	15%
FMBG	2,503	2,468	-1%
MPBG	2,069	1,938	-6%
Solar Power	825	457	-45%
Others	906	914	1%
<b>Total</b>	<b>19,075</b>	<b>19,205</b>	<b>1%</b>

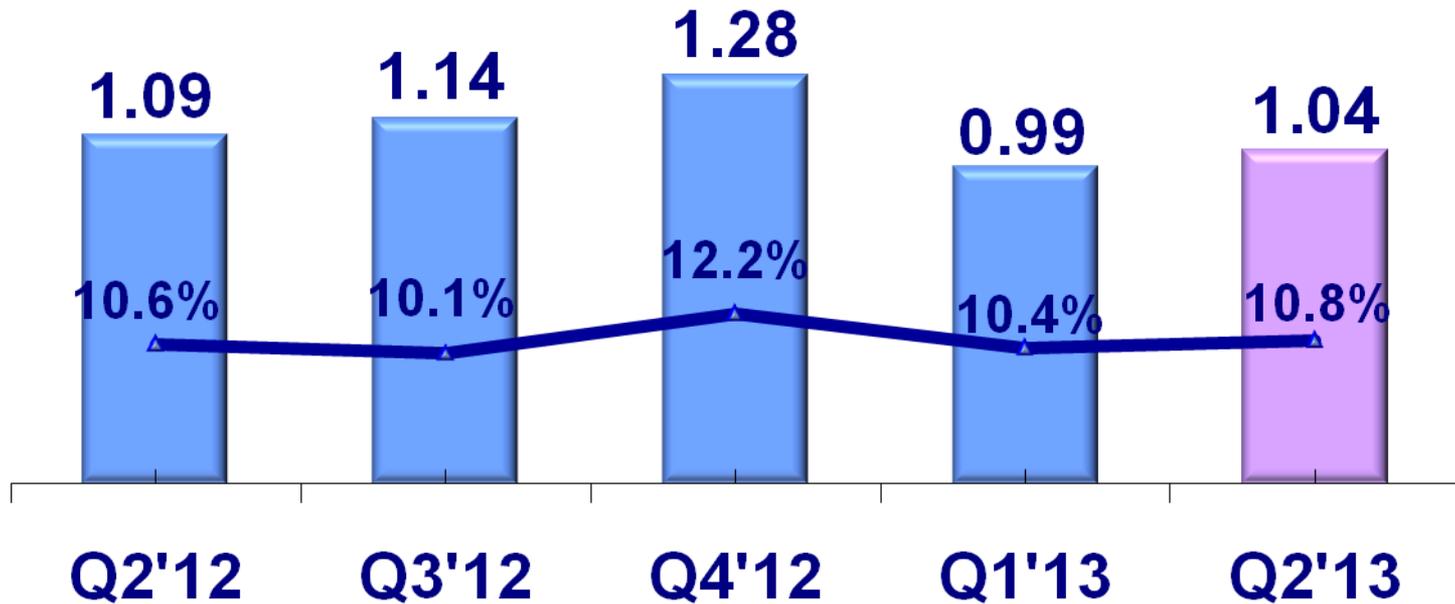
Unit : THB billion and % of Sales



Unit : THB billion and % of Sales



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

	30 Jun 13	31 Dec 12
Cash and Cash equiv & Short term Invest	12,355	12,782
Accounts receivable , net	7,493	7,027
Inventory	5,871	5,466
Other Cur .Assets	890	852
Long-term equity investments	188	412
Fixed assets	4,718	4,984
Other assets	1,476	1,552
<b>Total assets</b>	<b>32,992</b>	<b>33,075</b>

	30 Jun 13	31 Dec 12
Short-term loans	687	661
Accounts payable	8,371	8,144
Dividend payable		
Other Cur. Liab	480	560
Non-Cur Liab	1,317	1,213
<b>Total liabilities</b>	<b>10,856</b>	<b>10,578</b>
<b>Total Equities</b>	<b>22,136</b>	<b>22,497</b>
<b>Total liabilities and Shareholder's equity</b>	<b>32,992</b>	<b>33,075</b>

# ขอบคุณ

Thank you for  
your participation

To learn more about Delta,  
please visit [www.deltathailand.com](http://www.deltathailand.com)

