

Delta Electronics (Thailand) PCL.

Q2'14 Press Announcement

July 30, 2014



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



Business Outlook

Market outlook

1. First On-board chargers delivered in Q2 '14. Many new products for leading plug-in hybrid electrical vehicle (PHEV) car brands will be launched in Q4 '14.
2. Delta India reported very strong Q2 '14 driven by Telecom Power and IABG businesses. New political optimism expected to continue driving overall growth.
3. Wind power converters growth potential is very good in India as tax benefits and orders increased.
4. Delta Australia won major TPS project with top telco. Trial site starts in Sept '14.
5. High end server and networking product sales did not meet budget. New generation products in Q4 '14 should improve high end server product sales.
6. Brazil's coming presidential election in October is deterring new investments. However Delta Brazil continues to lead in Telecom Power and continue to receive major project.

Operations

1. India launched the digital security & surveillance solution, "ProTech", for ATMs. Pilot trials are already installed at all major Indian banks' ATMs with very good feedback.
2. Thailand plants will be installing twelve robotic arms. Apart from improving productivity, IABG team will be using these investments as learning platform for the business.

New Product

ProTech, an innovative e-Surveillance and Power Efficiency Solution with next-generation technology to enable a sustainable ecosystem for Safe and Green ATM Banking. Based on a single user interface, ProTech:

- Delivers a 360 degree view of an ATM and the site
- Reduces overall energy spend at ATM sites by 30%
- Provides security with real time video monitoring
- Engages the local ecosystem to prevent/ reduce security threat
- Leverages advanced image analytics to reduce manpower at Central Monitoring Station (CMS). The system proactively identifies threats and warns the CMS to take action
- Ensures proactive maintenance of ATM hardware and software to ensure higher uptime
- Introduces intelligent solutions like e-checks for services like Housekeeping

ProTech
LEAN. GREEN. SECURE.

**Innovative e-Surveillance
and Integrated Power
Efficient Solutions
for ATMs**





Financial Highlights

Sales revenues :

Total was THB 11.0 billion , grew 13.7% when compare to Q2'13 .

✓ EPSBG sales was THB 4.9 billion , increase 7% when compare to Q2'13

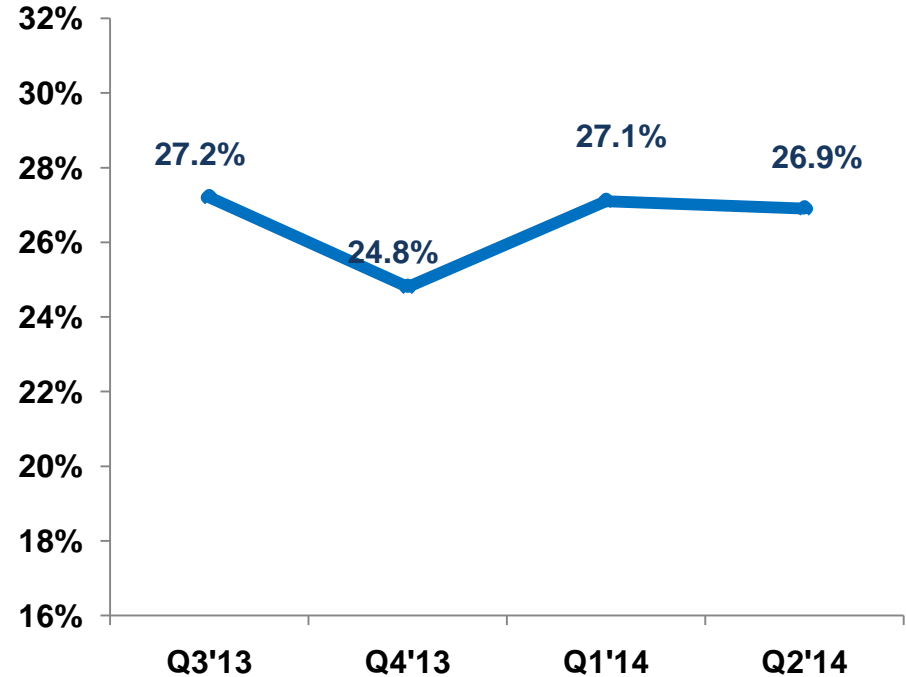
✓ TPS sales was THB 2.4 billion, significantly grew in India & EMEA

✓ FMBG sales was THB 1.4 billion, increased 12% when compare to Q2'13, mainly due to Telecom & Automotive fans



Gross Profit :

- ✓ Total was THB 3.0 billion(26.9% of revenue) , increased 16.8% when compare to Q2'13.
- ✓ THB depreciated against USD which contributed approx. 1% of revenue when compare to Q2'13.
- ✓ Inventory provision was THB 100 M , effected 0.9% of revenue, mainly from Solar inverter.



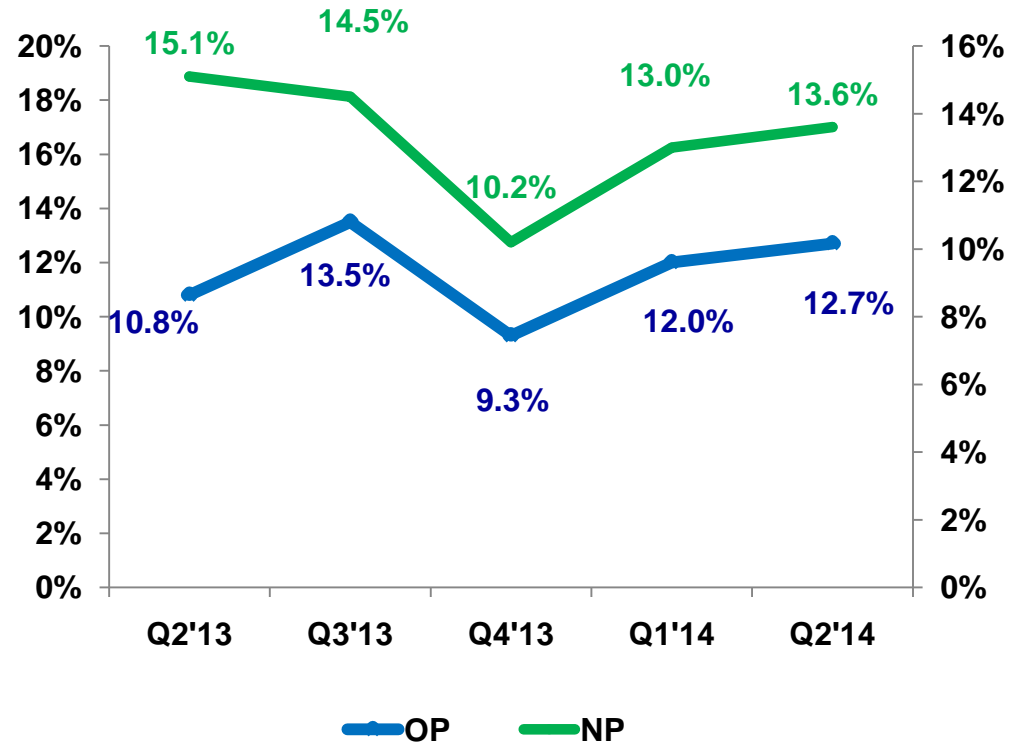


Q2'14 Financial Highlights – 3

Operating Profit and Net Profit :

Net Profit : Total was THB 1.49 billion (13.6% of revenue), grew 2.0% when compare to Q2'13 ,

- ✓ Net Interest income THB 20 M
- ✓ FX Income THB 58 M



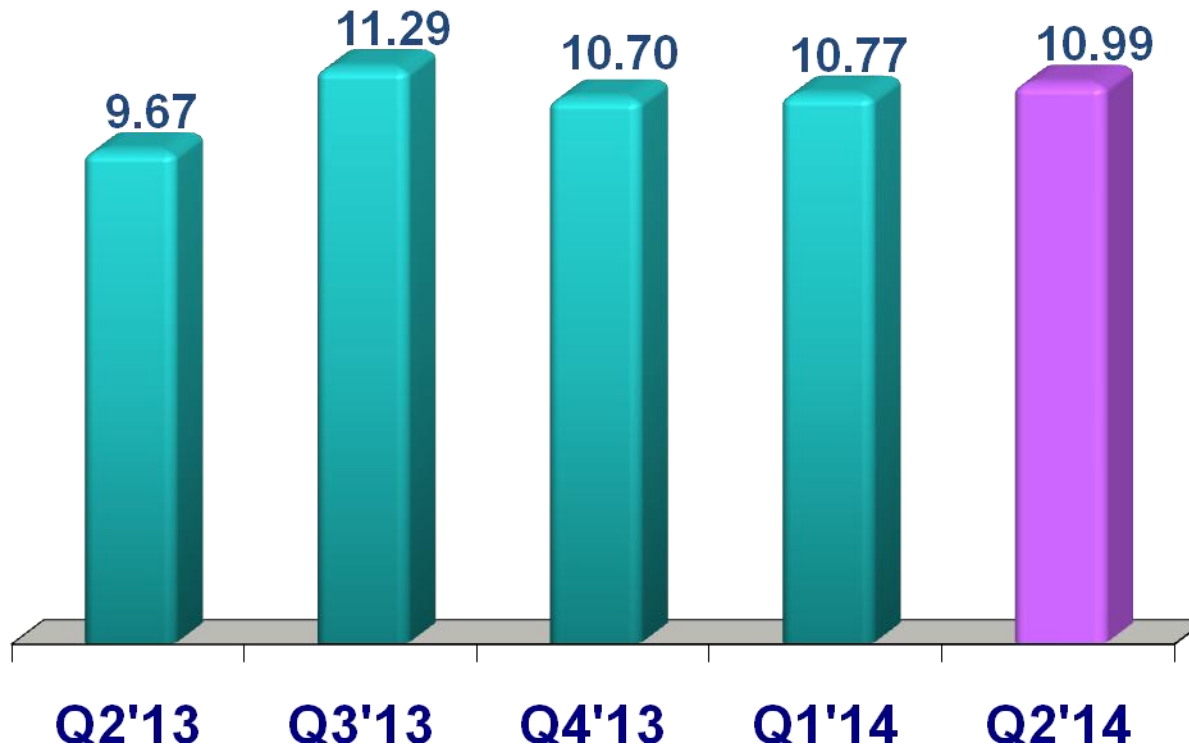
2014 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	1H'14
Revenue	THB,B	48.34	43.91	43.55	33.77	32.85	27.00	35.73	38.43	40.78	41.20	21.76
GP	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	27.0%
OP	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.3%
NP	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.3%
D/E ratio	Times	1.10	0.83	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.46
Quick ratio	Times	1.63	1.70	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.26

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

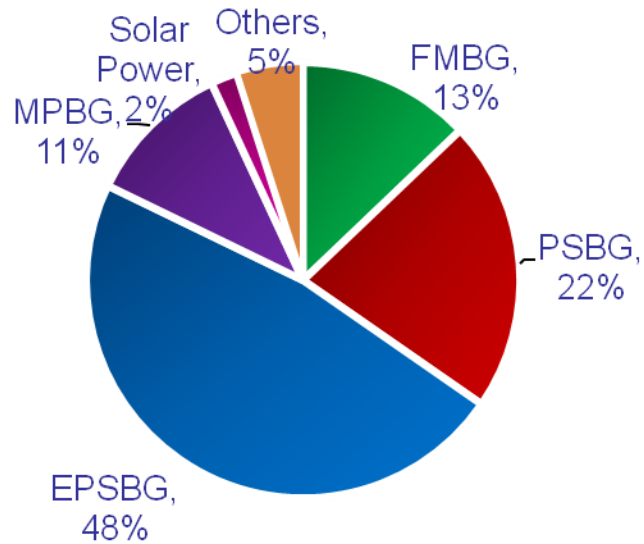
- **Consolidated financials are based on International Accounting Standard No.27**
- **Consolidated numbers are reviewed by CPA (Ernst & Young)**

Unit : THB billion

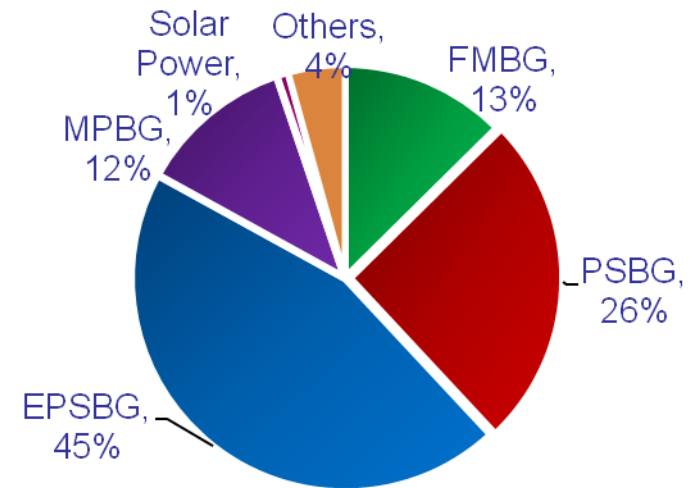


Revenue Contribution (Q2'13 VS Q2'14)

Q2'13



Q2'14





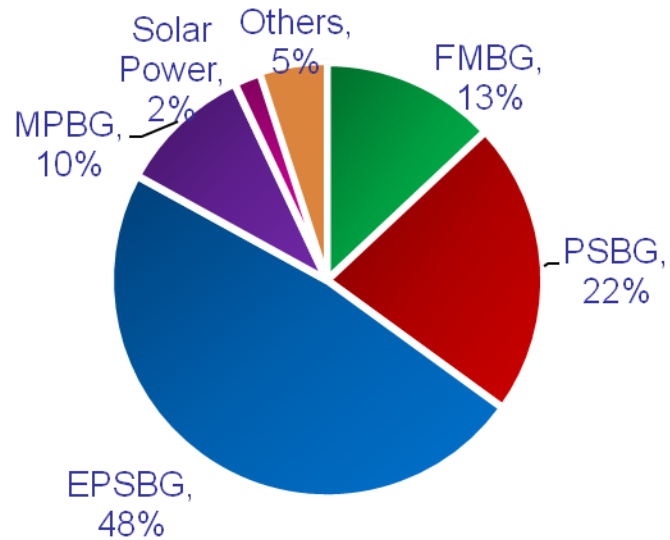
Revenues by Product (Q2'13 VS Q2'14)

Unit : THB Million

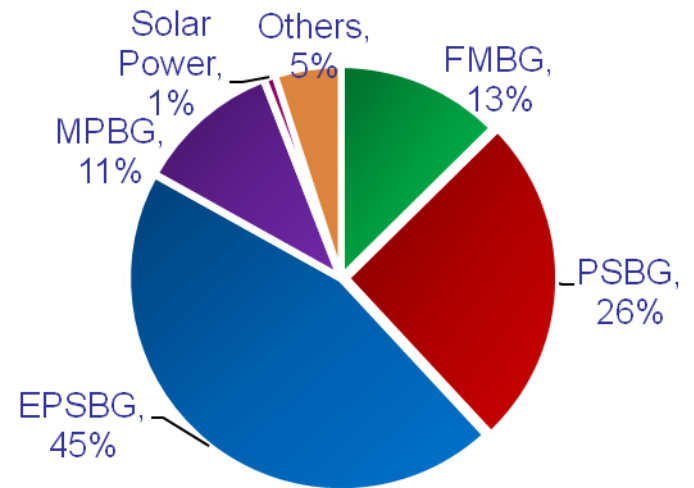
	Q2'13	Q2'14	Change
EPSBG	4,598	4,938	7%
PSBG	2,106	2,800	33%
FMBG	1,232	1,379	12%
MPBG	1,021	1,297	27%
Solar Power	222	102	-54%
Others	486	471	-3%
Total	9,665	10,986	14%

Revenue Contribution (1H'13 VS 1H'14)

1H'13



1H'14



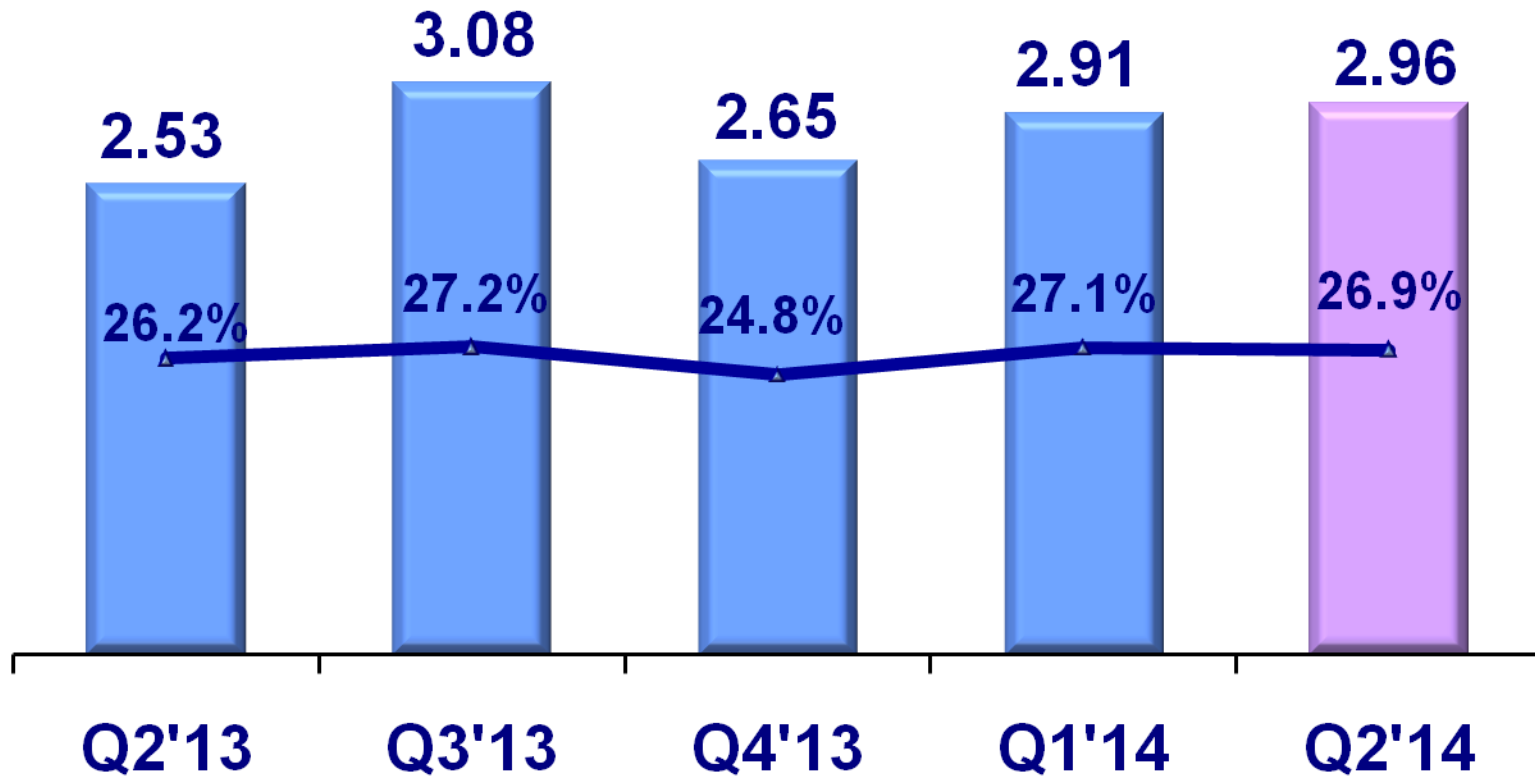


Revenues by Product (1H'13 VS 1H'14)

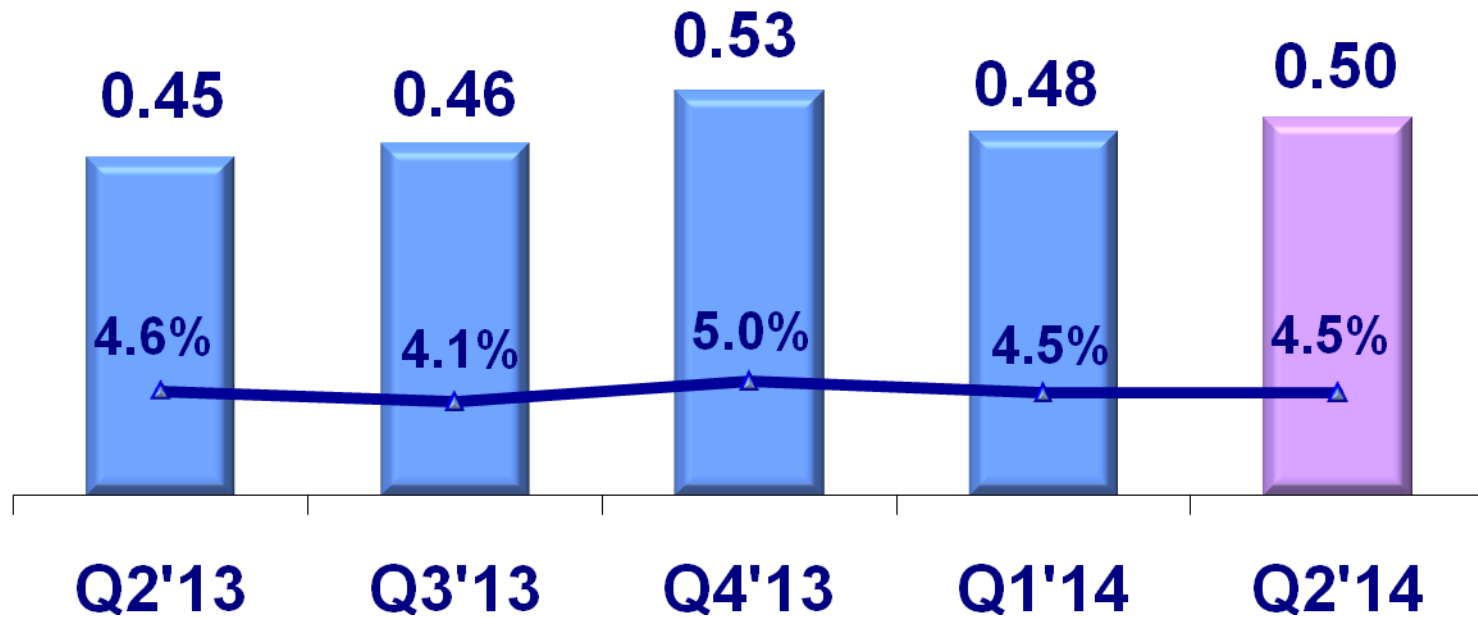
Unit : THB Million

	1H'13	1H'14	Change
EPSBG	9,183	9,711	8%
PSBG	4,245	5,604	32%
FMBG	2,468	2,746	11%
MPBG	1,938	2,427	25%
Solar Power	457	206	-55%
Others	915	1,062	16%
Total	19,205	21,756	13%

Unit : THB billion and % of Sales

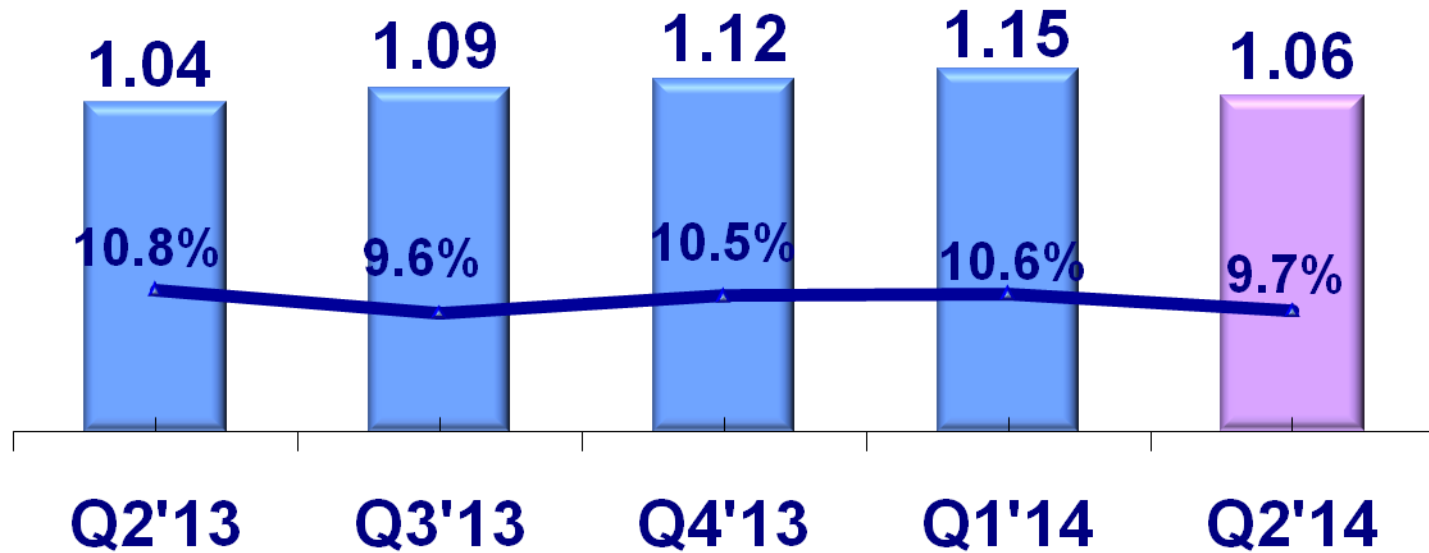


Unit : THB billion and % of Sales



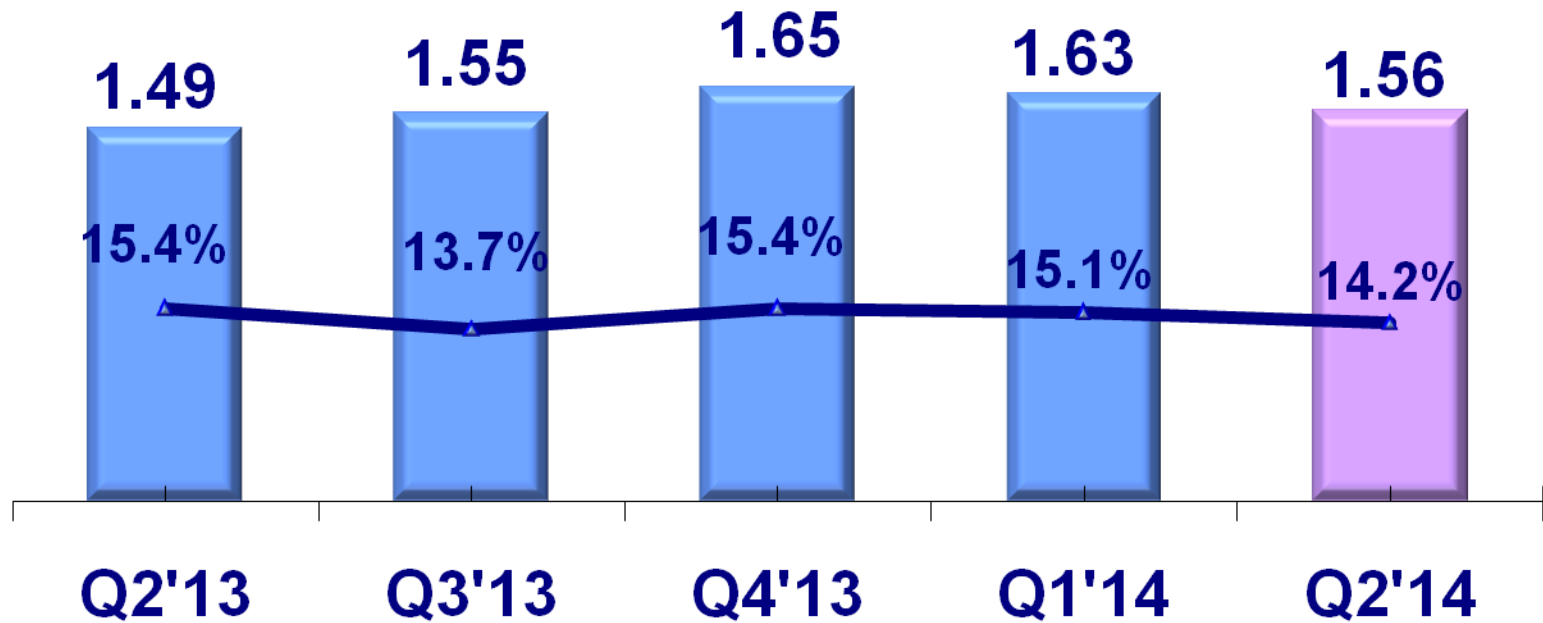
SG&A Expense

Unit : THB billion and % of Sales



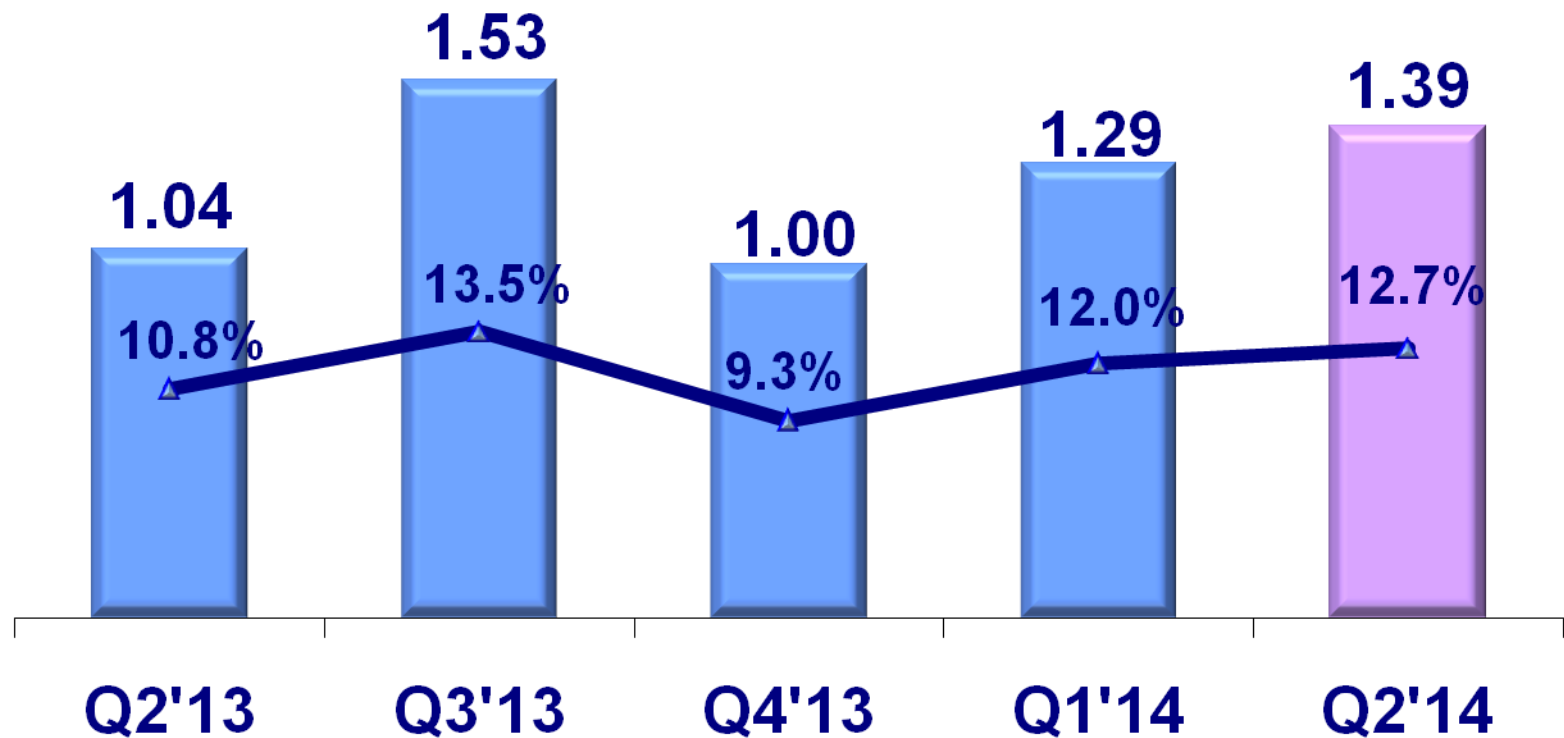
Operating Expenses

Unit : THB billion and % of Sales



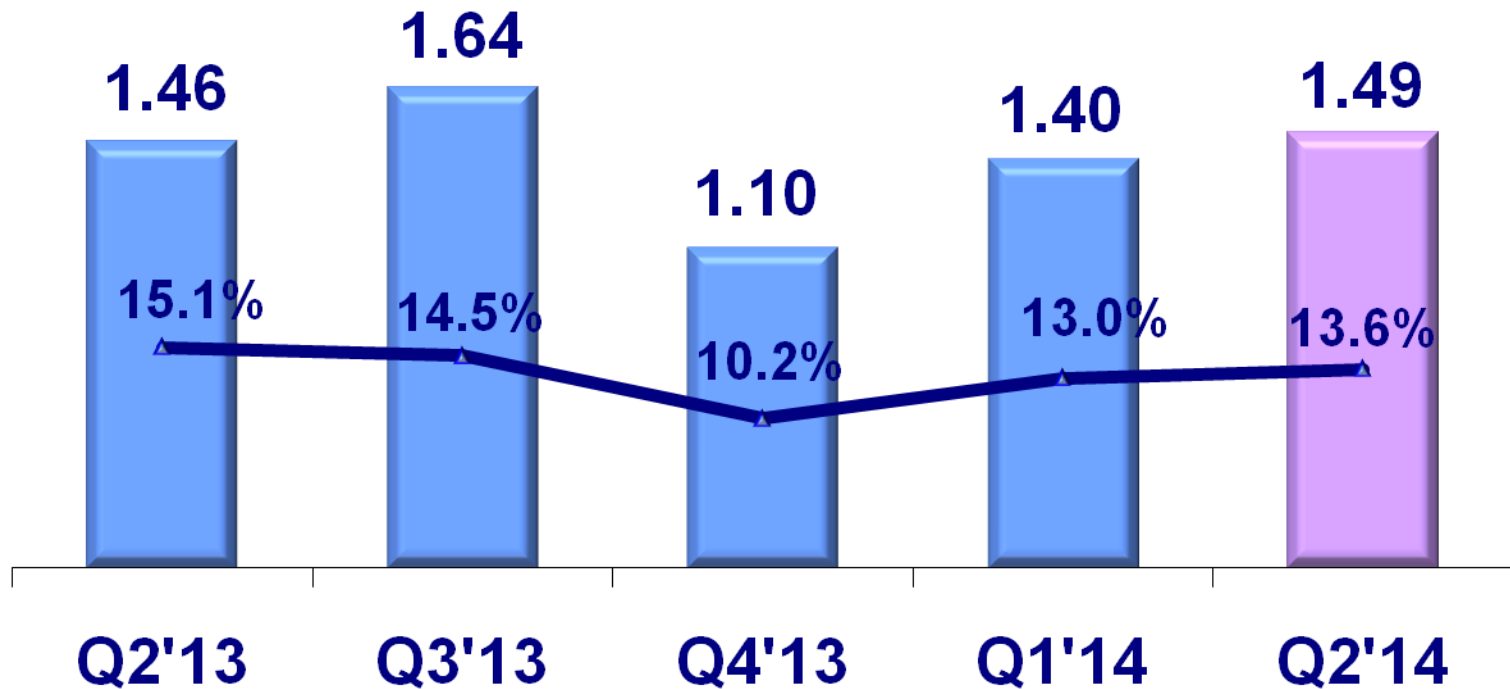
Operating Profit

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 Jun 14
Cash and Cash equiv & Short term Invest	14,953	14,071
Accounts receivable , net	8,254	8,754
Inventory	5,949	5,778
Other Cur .Assets	1,018	1,029
Investment in associated	194	174
Fixed assets	4,767	4,738
Other assets	1,730	1,681
Total assets	36,865	36,225

	31 Dec 13	30 Jun 14
Short-term loans	667	640
Accounts payable	8,969	9,053
Dividend payable		
Other Cur. Liab	684	416
Non-Cur Liab	1,219	1,255
Total liabilities	11,539	11,365
Total Equities	25,326	24,860
Total liabilities and Shareholder's equity	36,865	36,225

ขอบคุณ

Thank you for your participation

To learn more about Delta,
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