

Delta Electronics (Thailand) PCL.

Q1'16 Press Announcement

April 27, 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 Server-Networking-Telecom (SNT) business for datacentre was above budget mainly driven from continuing strong global new datacentre deployments.
2. DES team's Automotive business sees the trend in Q1, 2016 with continuing growth from the still new automotive electrification market. The healthy growth came from already launched On-board charger and new OEM products like DC/DC converter and battery junction boxes (BJB).
3. Delta India sees very strong pick-up in Indian PV market in Q1, 2016. PV Inverter business recorded a strong growth in both the top line and bottom line. Delta India also received 63MW of orders for the newly launched RPI 500 PV Central Inverter.

Operations

1. Overall production revenue performance is very good in Q1'16 with growth in both top and bottom lines.
2. Delta India Telecom Power received three prestigious vendor awards from Indus Towers, the world's largest telecom infrastructure company.



Delta India Telecom Power received the following three awards from Indus Towers (world's largest telecom infrastructure company). This is the first time a company has received all the above 3 awards at the same time.

- Platinum Award: Partner of the Year
- Gold Award: Technology Partner
- Silver Award: Infra Equipment Supplier



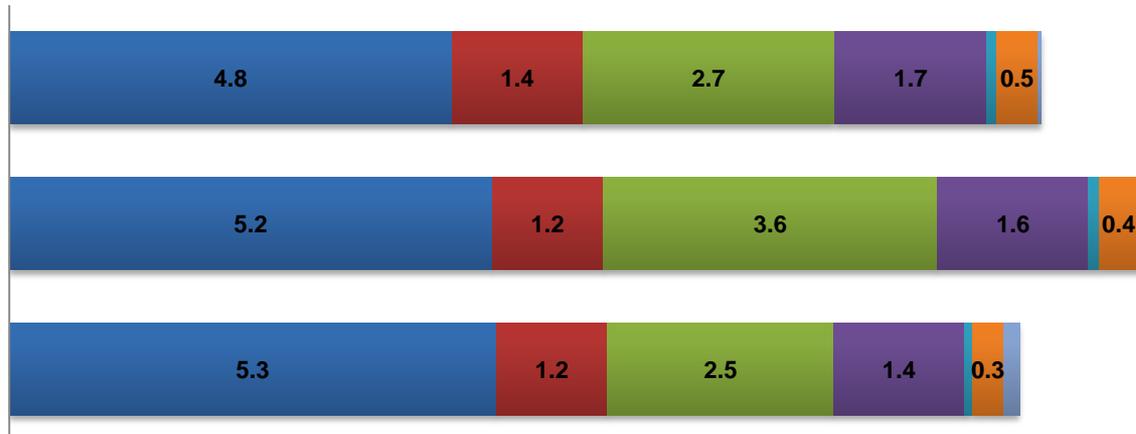
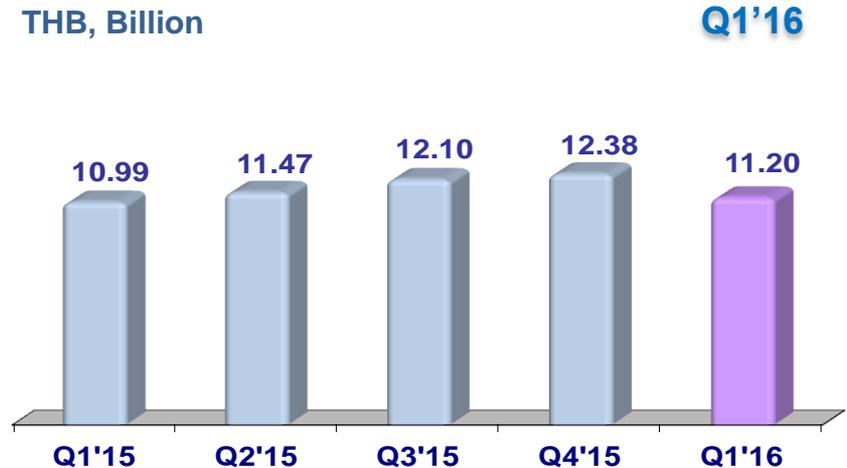
Financial Highlights



Sales revenues :

Q1'16 total was THB 11.20 billion grew 2% when compared with Q1'15.

- ✓ MPBG sale was THB1.42 billion grew 18 % when compare with Q.1/15
- ✓ FMBG sale was THB 1.66 billion grew 17 % when compare with Q.1/15
- ✓ IABG sale was THB 0.45 billion grew 30% when compare with Q.1/15



Gross Profit :

Q1'16 total was THB 2.96 billion
 (26.4% of revenue),
 dropped 2.7% when compared with Q1'15.

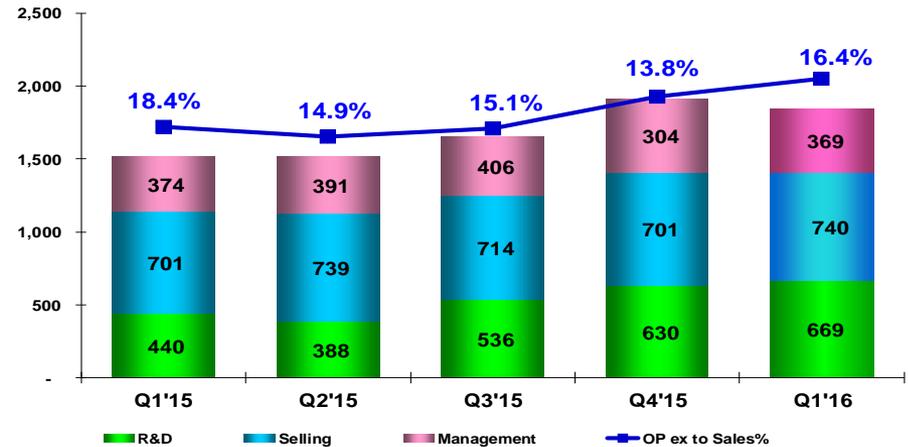
- ✓ Decline sale in Embedded power supplies



Operating Profit

Q1'16 total was THB 1.1 billion
(9.9% of revenue),
dropped 26.9% when compared with Q1'15.

- ✓ R&D expense was increase THB 229 M effect 18.8% for technical support for future growth.



Net Profit :

Q1'16 total was THB 1.3 billion (11.2% of revenue), dropped 19.8% when compared with Q1'15.

- ✓ Net interest income THB 53 million
- ✓ Foreign Exchange gain THB 39 million

THB, Billion

Q1'16



Consolidated Balance Sheets

Unit : THB Million

	31 Dec 15	31 Mar 16
Cash and Cash equiv & Short term Invest	20,488	21,262
Accounts receivable , net	9,654	9,169
Inventory	6,141	6,203
Other Cur .Assets	866	1,022
Investment in associated		
Fixed assets	4,942	5,244
Other assets	1,511	1,442
Total assets	43,602	44,342

	31 Dec 15	31 Mar 16
Short-term loans	190	196
Accounts payable	10,111	9,789
Dividend payable		
Other Cur. Liab	808	741
Non-Cur Liab	1,935	2,014
Total liabilities	13,044	12,740
Total Equities	30,558	31,601
Total liabilities and Shareholder's equity	43,602	44,342



Q1'16 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Q1'16
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	11.20
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%	26.4%
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%	9.9%
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%	11.2%
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	1.00
ROE	%	9.2%	15.2%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	15.8%
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	0.40
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	2.84

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

ขอบคุณ

Thank you for your participation

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

