

Delta Electronics (Thailand) PCL.

Q2'16 Press Announcement

Jul 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. Delta India's Industrial Automation (IA) and PV Inverter saw sharp increase in revenues compared to Q1'16.
2. Delta India Telecom Power and UPS business are expected to pick up in H2'16 due to strong orders for delivery in H2'16.
3. DES team's Automotive business is on track with planned budget. The ongoing demand increase by the market plus new Delta product launches in Q3'16 and Q4'16 are expected to boost the sales further for 2016.
4. Delta Thailand IA business expects to see significant growth in H2'16.

Operations

1. Overall production revenue performance is healthy in Q2'16. Gross profit margin maintains as compared to Q1'16.
2. Delta India will be building a new 65,000 sqm facility for laboratory and office use in Bangalore's Electronics City. The building will be LEED Platinum certified green building and ready by end 2017.
3. Delta Thailand is awarded the National Outstanding Award for Safety, Occupation Health and Environment organized by the Ministry of Labor.
4. Delta India has been awarded the National Excellence Award from Ministry of New and Renewable Energy (MNRE).

National Outstanding Award for Safety, Occupational Health and Environment



July 2, 2016- Mr. Sumej Mahosoj, Deputy Permanent Secretary presented Delta Electronics (Thailand) PCL. with the National Outstanding Awards for Safety, Occupational Health and Environment at BITEC Convention Hall. The awards from **Ministry of Labor** aim to encourage and motivate corporations to invest in time and resources to ensure the safety, health and environmental aspects concerning the employees and area of work.

National Excellence (Solar Inverter) Award from India's Ministry of New and Renewable Energy (MNRE)



Mr. Dalip Sharma, Managing Director, Delta Electronics India along with Mr. Niranjan Nayak – Vice President, Solar Inverters receiving the award from Mr. Piyush Goyal, Minister of State with Independent Charge for Power, Coal, New and Renewable Energy, Government of India.

June 7, 2016- Delta India was honored with the National Excellence Award from Ministry of New and Renewable Energy (MNRE) at the National Workshop on **Rooftop Solar** conducted at Vigyan Bhawan, New Delhi. The National Workshop was conducted for the rooftop solar industry to launch new policies which will help improve the solar energy sector and serve as a platform for various stake holders to showcase the latest developments in the sector. Delta is recognized for its outstanding contribution towards the development of Indian rooftop solar sector.



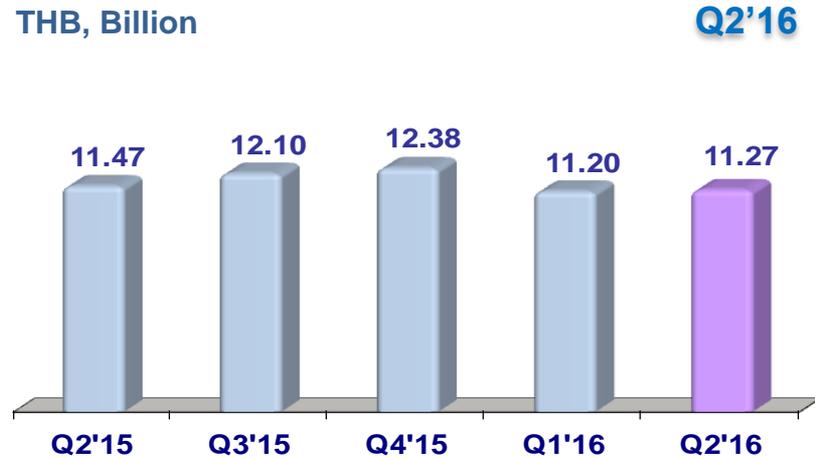
Financial Highlights



Sales revenues :

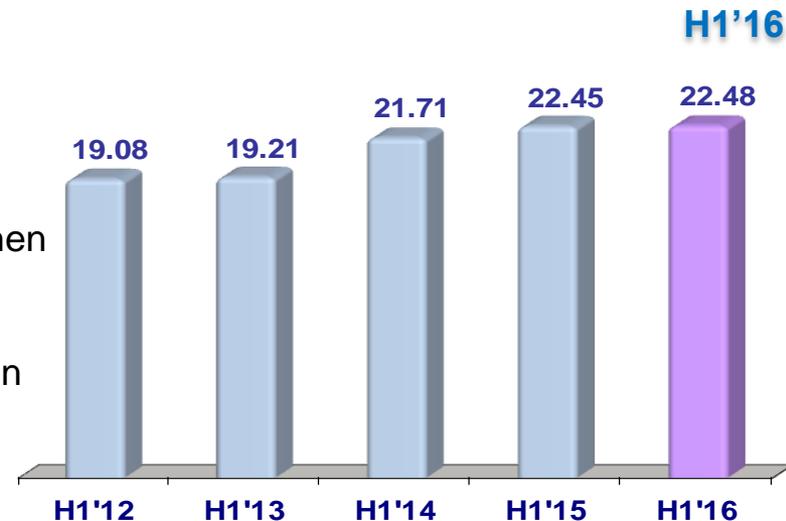
Q2'16 total was THB 11.3 billion dropped 1.7% when compared with Q2'15.

- ✓ FMBG sale was THB 1.78 billion grew 25 % when compare with Q.2/15
- ✓ MPBG sale was THB 1.36 billion dropped 13% when compare with Q.2/15
- ✓ EPSBG sale was THB 4.67 billion dropped 6% when compare with Q2.15



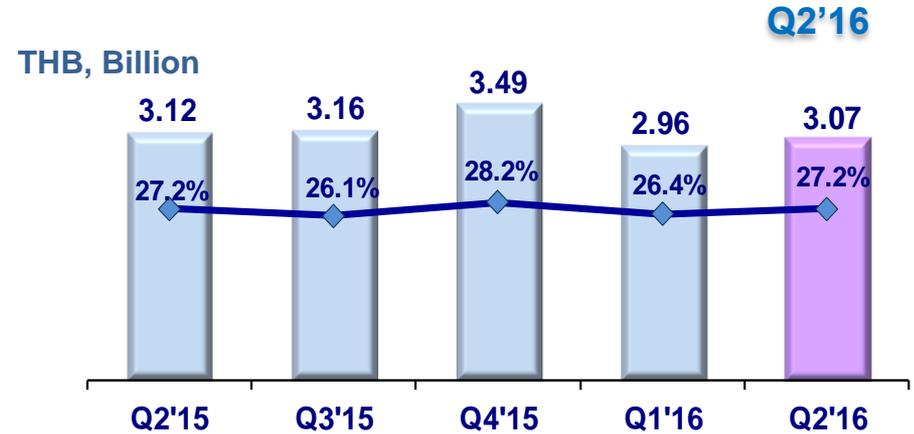
H1'16 total was THB 22.5 billion grew 0.1% when compared with H1'15.

- ✓ FMBG sale was THB 3.44 billion grew 21 % when compare with H.1/15
- ✓ PSBG sale was THB 5.51 billion grew 1% when compare with H1/15
- ✓ EPSBG sale was THB 9.48 billion dropped 7% when compare with H1.15

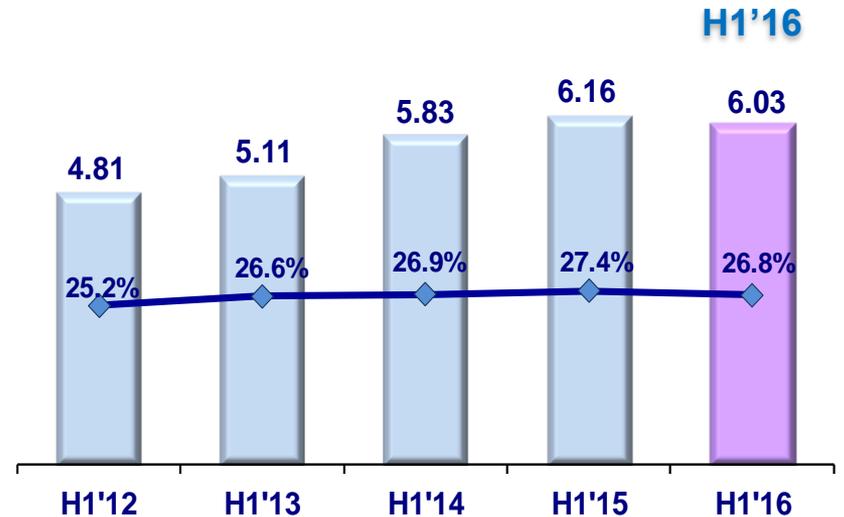


Gross Profit :

Q2'16 total was THB 3.1 billion (27.2% of revenue), dropped 1.7% when compared with Q2'15.



H1'16 total was THB 6.0 billion (26.8% of revenue), dropped 2.2% when compared with H1'15.



Operating Profit

Q2'16 total was THB 1.2 billion (10.8% of revenue), dropped 23.9% when compared with Q2'15.



H1'16 total was THB 2.3 billion (10.4% of revenue), dropped 25.3% when compared with H1'15.



Net Profit :

Q2'16 total was THB 1.3 billion (11.8% of revenue), dropped 22% when compared with Q2'15.

- ✓ Net interest income THB 31 million
- ✓ Foreign Exchange gain THB 31 million



H1'16 total was THB 2.6 billion (11.5% of revenue), dropped 20.8% when compared with H1'15.

- ✓ Net interest income THB 84 million
- ✓ Foreign Exchange gain THB 70 million





Consolidated Balance Sheets

Unit : THB Million

	31 Dec 15	30 Jun 16
Cash and Cash equiv & Short term Invest	20,488	18,473
Accounts receivable , net	9,654	9,250
Inventory	6,141	6,579
Other Cur .Assets	866	1,075
Investment in associated		
Fixed assets	4,942	5,434
Other assets	1,511	1,418
Total assets	43,602	42,229

	31 Dec 15	30 Jun 16
Short-term loans	190	309
Accounts payable	10,111	10,279
Dividend payable		
Other Cur. Liab	808	645
Non-Cur Liab	1,935	2,085
Total liabilities	13,044	13,318
Total Equities	30,558	28,911
Total liabilities and Shareholder's equity	43,602	42,229



'16 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	1H'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	22.48
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%	26.8%
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%	10.4%
NP	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.5%
EPS	Baht	1.03	1.92	1.58	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38	2.07
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%	17.8%
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	0.46
Quick ratio	Times	1.63	1.70	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71	2.47

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

