

# Delta Electronics (Thailand) PCL.

## Q3'16 Press Announcement

October 27, 2016



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	Mrs.Aruwan Sangrung-a-run CFO
11:25	Q&A	Ms. Kulwadee Kawayawong Investor Relations
11:40	Meeting adjourn	



# Business Outlook



# Business Outlook

## Market outlook

1. Delta India's Industrial Automation (IA) and PV Inverter remain strong in Q3'16.
2. DES team's Automotive business continues to see growth from both already launched OBC and new OEM products like DC/DC converter and battery junction boxes (BJB).
3. Delta Thailand's and SEA's IA business continue to see growth. Scheduled new product launches are also on track.

## Operations

1. Overall production revenue performance remains healthy in Q3'16.
2. Delta Thailand awarded Thailand's Top Corporate Brand in Electronics Sector.
3. Delta Thailand awarded Model Organization for Breastfeeding Promotion.

## Thailand's Top Corporate Brand in Electronics Sector



August 18, 2016- The Master of Science in Marketing program, Chulalongkorn Business School partnered with Manager Online, Settrade, and Interbrand organize “Thailand’s Top Corporate Brand Values in Electronics Sector 2016” to create the awareness on Corporate Brand development, important factor in driving the business into a sustainable future.

*Mr. Vichai Saksuriya, Operation VP of Delta Electronics (Thailand) PCL. receiving the Award from Prof. Bundhit Eua-arporn, Ph.D., President of Chulalongkorn University*

## Award Model Organization for Breastfeeding Promotion



August 25, 2016- Delta Electronics (Thailand) PCL. was presented the "Model Organization for Breastfeeding Promotion" award which is only given to top five companies that had been assessed and qualified by the Ministry of Public Health. The award was jointly organized by the Ministry of Public Health, Ministry of Labour, Thai Breastfeeding Center Foundation, Thai Health Promotion Foundation and UNICEF Thailand.

*Mr. Anusorn Muttaraid, Director of the Board of Delta Electronics (Thailand) PCL. receiving the award from Dr. Piyasakol Sakonsattayatorn, Minister of Health and Clinical Professor Emeritus*



# Financial Highlights



## Sales revenues :

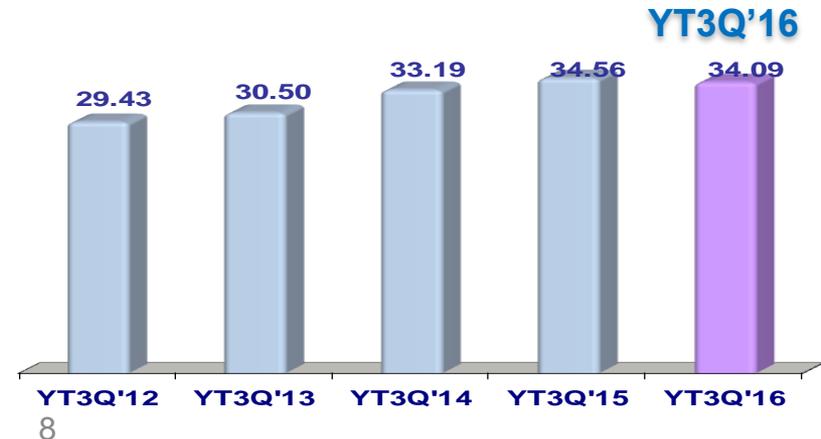
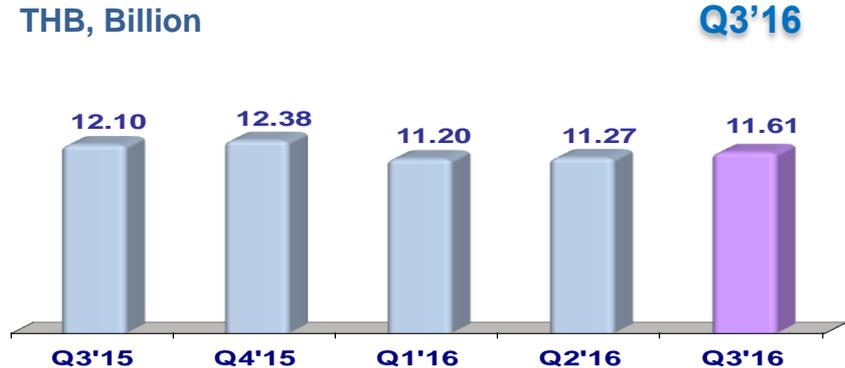
**Q3'16 total was THB 11.6 billion  
dropped 4.0% when compared with Q3'15.**

- ✓ FMBG sale was THB 1.91 billion grew 22 % when compare with Q.3/15
- ✓ PSBG sale was THB 2.36 billion drop 27 % when compare with Q.3/15
- ✓ EPSBG sale was THB 4.96 billion drop 0.2%

**YT3Q'16 total was THB 34.09 billion dropped  
1.4% when compared with YT3Q'15.**

- ✓ FMBG sale was THB 5.36 billion grew 21% when compare with YT3Q'15
- ✓ PSBG sale was THB 7.87 billion drop 8 % when compare with YT3Q'15
- ✓ EPSBG sale was THB 14.44 billion drop 5% when compare with YT3Q'15

## Q3'16 Financial Highlights – 1





## Q3'16 Financial Highlights – 2

### Gross Profit :

Q3'16 total was THB 3.08 billion ( 26.5% of revenue ), dropped 2.5% when compared with Q3'15.

YT3Q'16 total was THB 9.10 billion ( 26.7% of revenue ), dropped 2.3% when compared with YT3Q'15.





# Q3'16 Financial Highlights – 3

## Operating Profit

Q3'16 total was THB 1.35 billion ( 11.7% of revenue ), dropped 9.9% when compared with Q3'15.



YT3Q'16 total was THB 3.69 billion ( 10.8% of revenue ), dropped 20.3% when compared with YT3Q'15.





## Q3'16 Financial Highlights – 4

### Net Profit :

Q3'16 total was THB 1.4 billion ( 12.1% of revenue ), dropped 19.2% when compared with Q3'15.

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

YT3Q'16 total was THB 3.9 billion ( 11.7% of revenue ), dropped 20.3% when compared with YT3Q'15.

- ✓ Net interest income THB 115 million
- ✓ Foreign Exchange gain THB 101 million

THB, Billion

Q3'16



YT3Q'16



# Consolidated Balance Sheets

Unit : THB Million

	31 Dec 15	30 Sep 16
Cash and Cash equiv & Short term Invest	20,488	19,300
Accounts receivable , net	9,654	9,534
Inventory	6,141	7,068
Other Cur .Assets	846	1,049
Investment in associated		
Fixed assets	4,942	5,686
Other assets	1,531	1,413
<b>Total assets</b>	<b>43,602</b>	<b>44,050</b>

	31 Dec 15	30 Sep 16
Short-term loans	190	313
Accounts payable	10,111	10,817
Dividend payable		
Other Cur. Liab	808	586
Non-Cur Liab	1,935	2,101
<b>Total liabilities</b>	<b>13,044</b>	<b>13,816</b>
<b>Total Equities</b>	<b>30,558</b>	<b>30,234</b>
<b>Total liabilities and Shareholder's equity</b>	<b>43,602</b>	<b>44,050</b>



# YT3Q'16 Financial Highlight – Key Financial ratio

Item	Unit	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	YT3Q'16
<b>Revenue</b>	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	34.09
<b>GP</b>	%	15.6%	18.8%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.7%
<b>OP</b>	%	3.5%	4.9%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.8%
<b>NP</b>	%	2.5%	5.2%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.7%
<b>EPS</b>	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	3.19
<b>ROE</b>	%	9.2%	15.2%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.5%
<b>D/E ratio</b>	Times	1.10	0.83	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43	0.46
<b>Quick ratio</b>	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	2.46

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

# Smarter. Greener. Together.

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

