

6 November 2013

To: The President
The Stock Exchange of Thailand
Re: Q3-2013 operating results

We, Delta Electronics (Thailand) Public Company Ltd, would like to notify the Company's Q3-2013 and 9M-2013 operating results based on its reviewed consolidated financial statements ended 30 September 2013 as follows.

Operating results of 3 month period (Jul-Sep 2013)

Sales revenues of this quarter are similar to those of the same period last year, from Baht 11,277 million (equivalent to USD 358 million) to Baht 11,294 million (equivalent to USD 356 million). The Q3 revenues remained strong in almost all product groups, especially Telecom power supply which increased about 10.3% versus the same quarter of last year, particularly from the EMEA (Europe, Middle East and Africa) and India market and strong market demand in power supplies for storage and data center.

Gross profit in Q3-2013 amounting to Baht 3,075 million was 11.6% lower than that of Q3-2012 which its margin declined from 30.8% to 27.2%. In Q3-2012 there was a reversion of the inventory provisions for Solar products. Without inventory provisions, gross profit margin in Q3-2013 would be 28.0%, compared to that of Q3-2012 of 29.3% as telecom power supplies sales in the emerging markets were standard type. Consequently, EPS dropped from Baht 1.54 in Q3-2012 to Baht 1.32. As a result of the lower gross margin stated earlier, net profit in Q3-2013 dropped to Baht 1,642 million, representing a 14.5% decrease from that of last year.

%SG&A expenses/sales declined from 14.3% in Q3-2012 to 13.7%, as a result from close monitoring and new strategy implemented in sales offices in emerging markets. The Company posted a foreign exchange gain of Baht 101 million following from Thai Baht depreciation in this quarter.

Operating results of 9 month period (Jan-Sep 2013)

Sales revenues in Thai Baht for 9 month period of 2013 (9M-2013) rose 0.5% from Baht 30,353 million to Baht 30,499 million. But, in US dollar, sales revenues grew 3% from USD 968 million to USD 997 million due to appreciation of Thai Baht in the first half of 2013. Gross profit in 9M-2013 amounting to Baht 8,182 million was 1.3% lower than that of 9M-2012 which its margin was declined from 27.3% in 9M-2012 to 26.8%. Excluding the inventory provisions, gross profit margin in 9M-2013 was 27.1% which was slightly higher than that of 9M-2012 of 27.0%.

Operating profit margin rose from 11.4% in 9M-2012 to 12.2% because of lower operating expenses, from Baht 4,819 million to Baht 4,458 million, a 7.5% decrease. This was resulted from some changes of strategies in R&D and sales in Emerging markets. Together with a foreign exchange gain of Baht 203 million, the Company's net profit in 9M-2013 amounted to Baht 4,320 million, 22.3% up from that of the same period last year and EPS went up from Baht 2.83 in 9M-2012 to Baht 3.46.

Please be informed accordingly.

Anusorn Muttaraid
Director