

# Quarterly Financial Update

1Q'2015

**LOXLEY PUBLIC COMPANY LIMITED**

**May 15, 2015**



- 1. 1Q'2015 Financial Highlights**
- 2. Order Backlog and Project Highlights**

# Q1'2015 Financial Highlights



# Q1'2015 Financial Highlights

## Year on Year Comparison



THB Million

	1Q'2014	1Q'2015	YoY
<b>Sales</b>	<b>3,198</b>	<b>2,620</b>	<b>(18%)</b>
Costs	(2,656)	(2,199)	(17%)
Gross profit	542	421	(22%)
Selling & admin expenses	(541)	(521)	(4%)
EBIT before equity profit	40	(55)	(238%)
<b>Equity profit from associate</b>	<b>158</b>	<b>133</b>	<b>(16%)</b>
<b>EBIT</b>	<b>198</b>	<b>78</b>	<b>(61%)</b>
Finance cost	(45)	(33)	(27%)
Income tax	(43)	(8)	(81%)
Non-controlling interest	(8)	1	113%
<b>Net profit</b>	<b>103</b>	<b>38</b>	<b>(63%)</b>
<b>Key financial ratios</b>			
% Gross margin	17%	16%	(1%)
% SG&A/sales	17%	20%	3%
% Net margin	3%	1%	(2%)
EPS (baht/share)	0.05	0.02	(66%)

Note: Some numbers may not be summed due to rounding errors

# 1Q'2015 Financial Highlights

## Sales



### Details of Sales

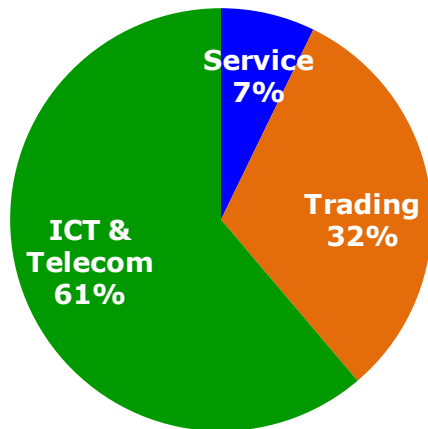
THB:Million

	Q1'2014	Q1'2015	% YoY
ICT & Telecom	1,957	1,284	(34%)
Trading	1,011	1,074	6%
Service	230	263	14%
<b>Total</b>	<b>3,198</b>	<b>2,620</b>	<b>(18%)</b>

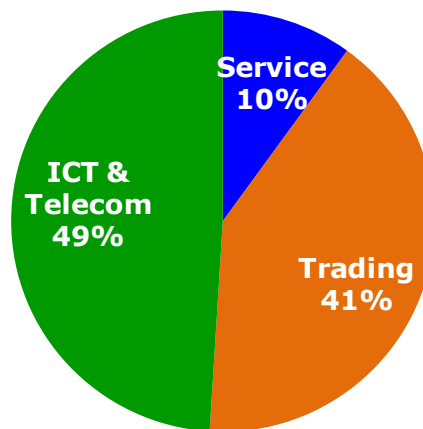
Gross profit margin      16.9%      16.1%

### Sales Structure

Q1'2014



Q1'2015



### • Sales

- Overall: Increased from Trading and Service groups but decreased from ICT & Project based. Note that Q1'2015's sales was in line with the 2015 overall budget as it was expected that sales in the first quarter would be relatively low
- ICT & Project Based Group:
  - In Q1'2014, one mega project completed which resulted in high sales
  - In Q1'2015, new projects declined as project biddings were postponed
- Trading group:
  - Consumer and chemical products were still a strong sales base with a growth driver from construction material as mass transportation expanded
- Service group
  - Increase due to customer expansion base to various industries

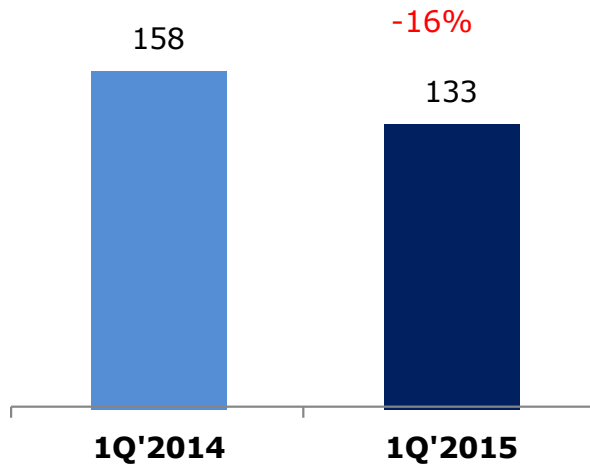
# 1Q'2015 Financial Highlights

## Equity Profit and Net Profit



### Equity Profit from Associates

THB'Million

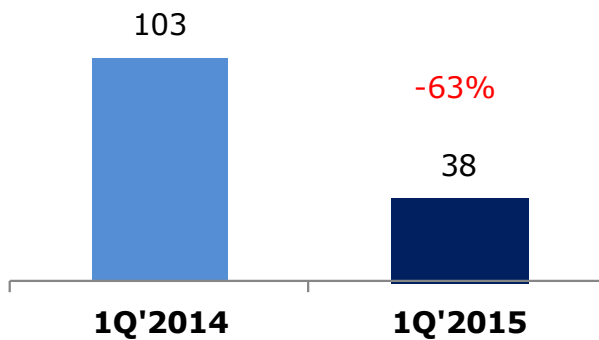


- **Equity Profit from Associates**

- One of our major associates recorded lower sales as their projects were delayed due to economic and political circumstances

### Net Profit

THB'Million



- **Net Profit**

- Decrease due mainly to sales and equity profit from associates dropped

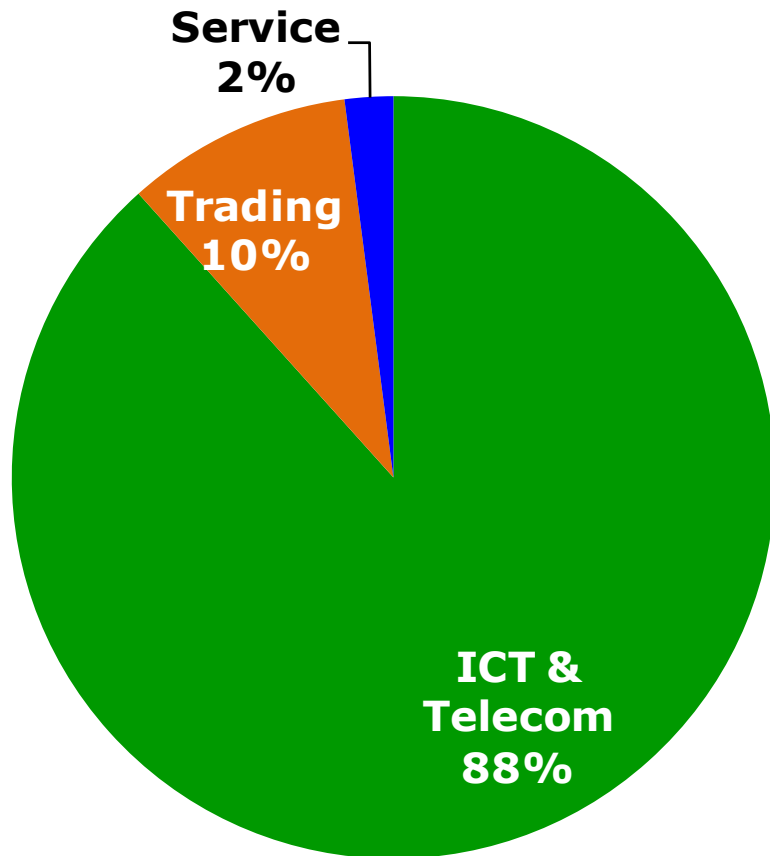
# Order Backlog and Project Highlights



# Strategies and Sustainable Growth

Order Backlog, High Potential, and Potential (as of 31 Apr 2015)

**Order Backlog  
8,925 MB**



**New Backlog  
during Jan-Apr 2015 of 4,000 MB**



• Digital TV Network  
930 MB



• Power Substation  
740 MB



• Transmission line  
400 MB



• Telecom network  
450 MB



• ICT 468 MB



• Construction materials  
336 MB

*Note: 44% of total backlog will be recognized as revenue in Q2-Q4'2015*



# Strategies and Sustainable Growth

Order Backlog, High Potential, and Potential (as of 31 Apr 2015)

## High Potential 25,700 MB

### ICT & Telecom 5,400 MB

- ICT 2,300 MB
- Automatic banking machine 1,700 MB
- Utility Network 1,500 MB

### Technology 11,700 MB

- Airport link train 4,800 MB
- Red line train 4,800 MB

### Project 4,900 MB

- Power substation 2,400 MB
- DTV 800 MB
- Transmission line 600 MB

- Construction materials 1,000 MB
- Service business 2,730 MB

## Potential 41,000 MB

### ICT & Telecom 10,100 MB

- Telecom infrastructure 8,000 MB
- ICT 2,100 MB

### Technology 12,600 MB

- Signaling system 6,000 MB
- Locomotive 5,600 MB
- Control system 1,000 MB

### Project 6,000 MB

- Transmission line 2,000 MB
- Power substation 1,600 MB
- Digital system 1,400 MB
- Environmental system 1,000 MB

- Construction materials 5,500 MB
- Service Business 6,800 MB

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# Thank you



**Opportunity Day**  
1H2015's operating performance  
Tuesday, 1 September 2015  
Slot 5, 14:10-15:10 PM

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