

## Overview

In Quarter 2/2015, Consolidated financial statement of Phol Dhanya Public Company Limited (the Company) shows revenue from sales and services of 213.02 million baht, increasing by 28.59 million baht or 15.50%, compared with 184.43 million baht in the same quarter of previous year, due to the revenue from sales of Occupational Safety, Health and Environment Products were increase by the petrochemical sector and government sector customers. In addition, the revenue from sales of Water Treatment Products were increase, compare with the same quarter of the previous year. However, the Company's selling and administrative expenses were increase, so the Company's consolidate net profit (attributable to owners of the parent) was 4.53 million baht, decreasing by 2.06 million baht or 31.23%, compared with 6.58 million baht in the same quarter of previous year.

For the six months period of 2015, The company's consolidated financial statement shows revenue from sales and services of 417.09 million baht, increasing by 32.93 million baht or 8.57%, compared with 384.16 million baht in the same period of previous year. The Company's consolidate net profit (attributable to owners of the parent) was 15.49 million baht, decreasing by 2.62 million baht or 14.46%, compared with 18.11 million baht in the same period of previous year.

## Operating performance

	Quarter					6 Months		
	2Q2015	2Q2014	% YoY	1Q2015	% QoQ	Y2015	Y2014	% YoY
	Unit : Million baht							
Revenue from sales	211.39	183.10	15.45%	202.75	4.26%	414.14	381.62	8.52%
Revenue from rendering of services	1.63	1.33	22.68%	1.32	23.43%	2.95	2.55	16.03%
Other Revenue	1.06	0.47	124.79%	3.23	-67.28%	1.91	2.53	-24.38%
<b>Total Revenue</b>	<b>214.08</b>	<b>184.90</b>	<b>15.78%</b>	<b>207.30</b>	<b>3.27%</b>	<b>419.01</b>	<b>386.69</b>	<b>8.36%</b>
Cost of sales	152.65	133.88	14.03%	148.02	3.13%	300.67	277.07	8.52%
Cost of rendering of services	1.15	0.89	29.10%	1.08	6.02%	2.23	1.93	15.53%
<b>Total Costs</b>	<b>153.80</b>	<b>134.76</b>	<b>14.12%</b>	<b>149.10</b>	<b>3.15%</b>	<b>302.90</b>	<b>278.99</b>	<b>8.57%</b>
<b>Gross Profit</b>	<b>59.23</b>	<b>49.67</b>	<b>19.24%</b>	<b>54.98</b>	<b>7.73%</b>	<b>114.20</b>	<b>105.17</b>	<b>8.58%</b>
<b>Gross Profit (%)</b>	<b>27.80%</b>	<b>26.93%</b>	<b>0.87%</b>	<b>26.94%</b>	<b>0.86%</b>	<b>27.38%</b>	<b>27.38%</b>	<b>0.00%</b>
Total Selling & Administrative Expenses	52.20	41.43	25.99%	43.53	19.90%	93.36	84.21	10.86%
EBIT	8.08	8.71	-7.19%	14.67	-44.91%	22.75	23.49	-3.13%
<b>EBIT (%)</b>	<b>3.78%</b>	<b>4.71%</b>	<b>-0.93%</b>	<b>7.08%</b>	<b>-3.30%</b>	<b>5.43%</b>	<b>6.07%</b>	<b>-0.64%</b>
Net Profit	4.53	6.58	-31.23%	10.96	-58.70%	15.49	18.11	-14.46%
<b>Net Profit (%)</b>	<b>2.11%</b>	<b>3.56%</b>	<b>-1.45%</b>	<b>5.29%</b>	<b>-60.00%</b>	<b>3.70%</b>	<b>4.68%</b>	<b>-0.99%</b>
Basic earnings per share (Baht)	0.03	0.04	-31.23%	0.07	-58.70%	0.10	0.11	-14.46%
Weighted average number of ordinary shares (Million shares)	162.00	162.00		162.00		162.00	162.00	

## Revenues

Unit : Million Baht

Revenue structure	Quarter						6 Months						
	2Q2015	%	2Q2014*	%	% YoY	1Q2015	%	% QoQ	Y 2015	%	Y 2014	%	% YoY
Occupational Safety, Health and Environment Products (SAFETY)	173.12	81%	152.02	82%	13.87%	176.69	87%	-2.02%	349.80	84%	327.40	85%	6.84%
Control Environment Products (CE)	25.63	12%	26.97	15%	-4.97%	21.00	10%	22.06%	46.62	11%	44.23	12%	5.42%
Water Treatment Products (WATER)	14.28	7%	5.44	3%	162.51%	6.39	3%	123.48%	20.67	5%	12.54	3%	64.86%
<b>Total revenue from sales and services</b>	<b>213.02</b>	<b>100%</b>	<b>184.43</b>	<b>100%</b>	<b>15.50%</b>	<b>204.07</b>	<b>100%</b>	<b>4.39%</b>	<b>417.09</b>	<b>100%</b>	<b>384.16</b>	<b>100%</b>	<b>8.57%</b>

Note: \* The Company had reclassified the type of revenue during SAFETY Products and CE Products, so the revenue structure had changed.

In Quarter 2/2015, the Company's sales were 213.02 million baht, increasing by 28.59 million baht or 15.50%, compared with 184.43 million baht in the same quarter of previous year.

Revenue from sales of Occupational Safety, Health and Environment Products were 173.12 million baht, increasing by 21.09 million baht or 13.87%, due to the revenue from sales to the petrochemical sector and government sector customers were increase. However, in general production of each sectors are quite weak in relation to country's economy, so the revenues from each sectors to decline.

Revenue from sales of Control Environment Products was 25.63 million baht, increasing by 1.34 million baht or 4.97%

Revenue from Water Treatment Product were 14.28 million baht, increasing by 8.84 million baht or 162.51%, comprised of 1.63 million baht from revenue from Waste water recycling system services and 12.65 million baht from revenue from sale of Water Treatment systems and equipment. Majority of sales are to industrial customers which increase from the same quarter of previous year.

Other revenues were 1.06 million baht from rental income and other income.

## Cost of Sales and Services

In Quarter 2/2015, the Company's cost of sales and services amounted to 153.80 million baht comprising of 152.65 million baht of cost of sales and 1.15 million baht of cost of services. Cost of sales and services increase according to increase of revenue from sales and services. Cost of sales and services was accounted for 72.20% of total sales and services revenue, resulting in 27.80% of gross profit margin.

### Selling and Administrative Expenses

In Quarter 2/2015, selling and administrative expenses amounted to 52.20 million baht comprised of selling expenses amounted to 26.01 million baht and administrative expenses amounted to 26.19 million baht. Selling expenses was increase due to the increase from revenue from sales. Administrative expenses amounted to 26.19 million baht comprised of administrative expenses 21.24 million baht and loss on exchange rate 2.38 million baht and loss on impairment of asset 2.58 million baht from the reduction of the size of the water treatment project in Mae Ka.

### Net profit

The Company's consolidate net profit (attributable to owners of the parent) was 4.53 million baht, accounted for net profit margin 2.11%.

### Financial Position

Consolidated	June 30, 2015		December 31, 2014		Unit : Million baht % Change
	Amount	%	Amount	%	
	Assets	565.60	100.00%	550.37	
Liabilities	249.27	44.07%	229.69	41.73%	8.52%
Shareholders' equity	316.33	55.93%	320.68	58.27%	-1.36%

### Assets

As of June 30, 2015, the Company's total assets were 565.60 million baht, which increase by 15.23 million baht or 2.77%, mainly due to the increase in trade account receivable amount to 9.35 million baht and inventories increase amount to 3.82 million baht and cash and cash equivalent increase amount to 3.33 million baht. Other receivable decrease from the impairment of asset amount to 2.58 million baht due to the reduction of the size of the water treatment project in Mae ka.

Non-current assets were increase, due to the building improvements amount to 1.8 million baht and Vehicles amount to 2.9 million baht, However, non-current assets were decrease by 6.49 million baht from depreciation and amortization during the period.

### Liabilities

The Company's total liabilities as of June 30, 2015, were 249.27 million baht which increase by 19.58 million baht or 8.52%, mainly due to the increase in short-term loan from financial institution amount to 50.71 million baht, However trade payables and other payable were decrease 30.74 million baht.

### Shareholders' equity

As of June 30, 2015, Shareholders' equity of the company was 318.95 million baht, unappropriated retained earnings was decrease due to the dividend paid amount to 19.44 million baht and the resulting from net profit was 15.49 million baht.

### Cash Flow

Unit : Million Baht

Cash Flow	June 30, 2015	June 30, 2014
Cashflow from (used in) operating activities	(17.85)	1.55
Cashflow from (used in) investing activities	(5.06)	(2.15)
Cashflow from (used in) financing activities	26.26	(21.86)
Net increase (decrease) in cash and cash equivalents	3.35	(22.46)
Cash and cash equivalents at the end of the year	34.95	23.63

The Company had net cashflow from operating activities amounted to 17.85 million baht in which the profit from operations before change in operating assets and liabilities amounted to 35.29 million baht. Assets and liabilities from operation were changed mainly due to increase in trade and other receivables amounted to 10.01 million baht, increase in inventories amounted to 4.98 million baht, however, trade and other payable were decrease by 31.64 million baht.

Cashflow used in investment activities amounted to 5.06 million baht which was cash for acquisition of fixed assets and computer software amounted to 5.16 million baht and interest received amount to 0.20 million baht.

Cashflow from financing activities amounted to 26.26 million baht due to short-term loan from financial institution amounted to 50.46 million baht, repayment of long-term loan amounted to 3 million baht, interest payment amounted to 1.7 million baht and dividend paid amount to 19.44 million baht.