

Overview

In 2015, Consolidated financial statement of Phol Dhanya Public Company Limited (the company) shows revenue from sales and services of 914.90 million baht, increasing by 111.89 million baht or 13.93%, compared with 803.01 million baht of previous year, The increase of revenue is sales of Occupational Safety, Health and Environment Products and revenue from services of Water Treatment Products for both public and private sectors.

However, the company's selling and administrative expenses were increase amount to 25.03 million baht or 14.62%, so the Company's consolidate net profit (attributable to owners of the parent) was 34.31 million baht, decreasing by 4.54 million baht or 11.69%, compared with 38.86 million baht of the previous year.

Operating performance

	Unit : Million baht		
	Y2015	Y2014	% YoY
Revenue from sales	847.39	797.71	6.23%
Revenue from rendering of services	67.51	5.30	1174.28%
Other Revenue	3.04	4.48	-32.15%
Total Revenue	917.94	807.49	13.68%
Cost of sales	624.78	580.99	7.54%
Cost of rendering of services	49.84	4.18	1093.15%
Total Costs	674.62	585.17	15.29%
Gross Profit	240.29	217.85	10.30%
Gross Profit (%)	26.26%	27.13%	-0.86%
Total Selling & Administrative Expenses	196.31	171.28	14.62%
EBIT	47.02	51.05	-7.90%
EBIT (%)	5.12%	6.32%	-1.20%
Net Profit	34.31	38.86	-11.69%
Net Profit (%)	3.74%	4.81%	-1.07%
Basic earnings per share (Baht)	0.21	0.24	-11.69%
Weighted average number of ordinary shares (Million shares)	162.00	162.00	

Revenues

Unit : Million Baht

Revenue structure	Quarter						Year						
	4Q2015	%	4Q2014*	%	% YoY	3Q2015	%	% QoQ	Y 2015	%	Y 2014*	%	% YoY
Occupational Safety, Health and Environment Products (SAFETY)	181.11	67%	170.83	84%	6.01%	184.31	81%	-1.74%	715.45	78%	675.77	84%	5.87%
Control Environment Products (CE)	28.01	10%	25.10	12%	11.59%	30.18	13%	-7.18%	104.82	11%	98.11	12%	6.83%
Water Treatment Products (WATER)	61.58	23%	6.49	3%	849.54%	12.62	6%	388.00%	94.64	10%	29.13	4%	224.93%
Total revenue from sales and services	270.70	100%	202.42	100%	33.73%	227.11	100%	19.20%	914.90	100%	803.01	100%	13.93%

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

In 2015, the company's sales and services were 914.90 million baht, increasing by 111.89 million baht or 13.93%, compared with 803.01 million baht of previous year.

Revenue from sales and services of Occupational Safety, Health and Environment Products (SAFETY) were 715.45 million baht, increasing by 39.68 million baht or 5.87%, due to the increase revenue of sales to government sector. In addition, the increase in the revenue was from new products and services to petrochemical industry and from new customers in new areas. However, in general production of each sectors are quite weak in relation to country's economy, so the revenues from each sectors were quite similar to the previous year while sales in some sectors were decrease.

Revenue from sales of Control Environment Products (CE) were 104.82 million baht, increasing by 6.70 million baht or 6.83%. Main customer of CE products were in electronics industry. Eventhough, some companies had been relocated to other regions and the whole electronic industry had shrunk, revenue from CE sector was still growing as we can keep good potential existing customers.

Revenue from Water Treatment Product (WATER) were 94.64 million baht, increasing by 65.51 million baht or 224.93%, comprised of 31.69 million baht from revenue from sale of Water Treatment systems and equipment and 62.95 million baht from revenue of service, comprised of 5.59 million baht from sale of recycling waste water system and 57.36 million baht from the construction services of water recycling system for both public and private sectors.

Cost of Sales and Services

In 2015, the company's cost of sales and services amounted to 674.62 million baht comprising of 624.78 million baht of cost of sales and 49.84 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 73.74% of total sales and services revenue, resulting in 26.26% of gross profit margin.

Selling and Administrative Expenses

In 2015, selling and administrative expenses amounted to 196.31 million baht comprised of selling expenses amounted to 101.59 million baht and administrative expenses amounted to 94.04 million baht. Selling expenses was increase due to the increase from revenue from sales. Administrative expenses amounted to 94.04 million baht included loss on impairment of asset 5.93 million baht from the project in Mae Ka.

In 2015, the company's cost of financial amounted to 4.25 million baht, increasing by 1.60 million baht or 60.41%, due to the increase in short-term loan from financial institution by issuing Bill of Exchange amounted to 100 million baht and promissory note amounted to 40 million baht to support the water treatment business

Net profit

The Company's consolidate net profit (attributable to owners of the parent) was 34.31 million baht, accounted for net profit margin 3.74%

Financial Position

Consolidated	December 31, 2015		December 31, 2014		Unit : Million baht % Change
	Amount	%	Amount	%	
	Assets	667.40	100.00%	550.37	
Liabilities	346.10	51.86%	229.69	41.73%	50.68%
Shareholders' equity	321.30	48.14%	320.68	58.27%	0.19%

Assets

As of December 31, 2015, the company's total assets were 667.40 million baht, which increase by 117.03 million baht or 21.26%, mainly due to the increase in cash and cash equivalent amount to 27.52 million baht, trade account receivable was increase 22.99 million baht unbilled receivables and advance payment to sub-contractors amounted to 39.04 million baht and net inventories was increase 11.63 million baht.

Non-current assets were increase, due to the increase from property, plant and equipment from investment assets and demonstration goods in service center for safety products amount to 16.02 million baht, the building improvements amount to 2.49 million baht and acquisition of new vehicles amount to 5.76 million baht. However, there was disposal of vehicles amount to 4.35 million baht and 14.48 million baht for depreciation and amortization during the period.

Liabilities

The company's total liabilities as of December 31, 2015, were 346.10 million baht which increase by 116.41 million baht or 50.68%, mainly due to the increase in short-term loan from financial institution amount to 98.18 million baht from bill of exchange and trade payables and other payable were increase 20.16 million baht. Long-term liabilities under finance leases was increase 4.16 million baht from acquisition of new vehicles for operation and employee benefit obligations was increase 2.53 million baht. However, long term loan from financial institutions were decrease 6 million baht.

Shareholders' equity

As of December 31, 2015, Shareholders' equity of the company was 321.30 million baht, unappropriated retained earnings was decrease due to the dividend paid amount to 32.40 million baht and the resulting from net profit was 34.31 million baht.

Cash Flow

Unit : Million Baht

Cash Flow	December 31, 2015	December 30, 2014
Cashflow from (used in) operating activities	(23.21)	32.37
Cashflow from (used in) investing activities	(4.29)	(2.59)
Cashflow from (used in) financing activities	55.20	(33.14)
Net increase (decrease) in cash and cash equivalents	2.39	(44.25)
Cash and cash equivalents at the end of the year	59.14	31.62

The Company had net cashflow from operating activities amounted to 4.61 million baht in which the profit from operations before change in operating assets and liabilities amounted to 71.21 million baht. Assets and liabilities from operation were changed mainly due to increase in trade and other receivables amounted to 31.91 million baht, unbilled receivable and advance payment to sub-contractors increase 39.04 million baht and increasing in inventories amounted to 15.20 million baht, and trade and other payable were increase by 6.68 million baht.

Cashflow used in investment activities amounted to 4.29 million baht which was cash for acquisition of fixed assets and amounted to 6.20 million baht and additional of leasehold right 0.45 million baht. However, cash inflow were from disposal of assets amount to 1.69 million baht and interest received amount to 0.41 million baht.

Cashflow from financing activities amounted to 55.20 million baht due to the increase in short-term loan from financial institution amounted to 98.18 million baht, repayment of long-term loan amounted to 6 million baht, interest payment amounted to 4.22 million baht and dividend paid amount to 32.40 million baht.