

Delta Electronics (Thailand) PCL.

Q3'18 Press Announcement

Oct 29, 2018



Time	Topics	Presenter
15:00	Registration	
15:15	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
15:20	Business Outlook	Mr. Dick Hsieh President
15:30	Financial Highlight	Mrs. Aruwan Sangrung-a-run CFO
15:40	Q&A	Ms. Kulwadee Kawayawong Investor Relations
16:00	Meeting adjourn	

Business Outlook



Business Outlook

Market outlook

1. Delta India had seen growth in its Q3'18 revenue compared with Q2'18.
2. DES automotive business had achieved its sales budget in Q3'18. New business from a major European car brand gained in Q3'18 is helping to expand the DES automotive market footprint and enhance global industry recognition.
3. DET's regional business in Australia had significant growth in its Q3'18 revenue compared with Q3'17.
4. Industrial automation business in SEA has seen healthy growth in year-on-year revenue.

Operations

1. Thailand production revenue achieved Q3'18 budget and favorable outlook for the rest of 2018.
2. Delta included in Stock Exchange of Thailand's (SET) first Thailand Sustainability Index (SETTHSI Index).
3. Delta is in the FTSE4Good Emerging Index 2018.
4. Delta awarded the Thailand Energy Award 2018.
5. Delta awarded Thailand's Top Corporate Brand Values Award 2018.



Recognition

Thailand Sustainability Index (SETTHSI Index)



Thailand Sustainability Investment 2018

July 5, 2018

- Delta is in the Stock Exchange of Thailand's (SET) first Thailand Sustainability Index (SETTHSI Index).
- In June 2018 SET announced the launch of its new SETTHSI Index for top performers in Environmental, Social and Governance (ESG) aspects.
- Delta is one of the five companies from the technology sector in the first SETTHSI Index.

Recognition

FTSE4Good Emerging Index



August 1, 2018

- Delta is in the FTSE4Good Emerging Index for the second consecutive year.
- FTSE4Good Index Series measures performance in companies demonstrating strong Environmental, Social and Governance (ESG) practices.
- As part of the London Stock Exchange Group (LSEG), FTSE Russell's services and products reach a wide range of institutional and retail investors globally.

Recognition

Thailand Energy Award 2018



August 27, 2018

- Delta received the Thailand Energy Award 2018 for outstanding performance in energy conservation and renewable energy development.
- This year the Delta Energy Management System team's rooftop solar power project at Delta Plant 6 in Chachoengsao met the rigorous TEA award criteria.
- This is the third year for Delta to win the TEA with previous awards in 2013 and 2017.

Thailand's Top Corporate Brand Values Award 2018

September 20, 2018

- Delta received Thailand's Top Corporate Brand Values Award 2018 by the Chulalongkorn Business School at the Stock Exchange of Thailand (SET), Bangkok.
- This is the fourth consecutive year for Delta to win the prestigious award, achieving corporate brand value worth 58,378 million baht according to Chulalongkorn University's Corporate Brand Success (CBS) Valuation.



Financial Highlights



Q3'18 Financial Highlights – 1

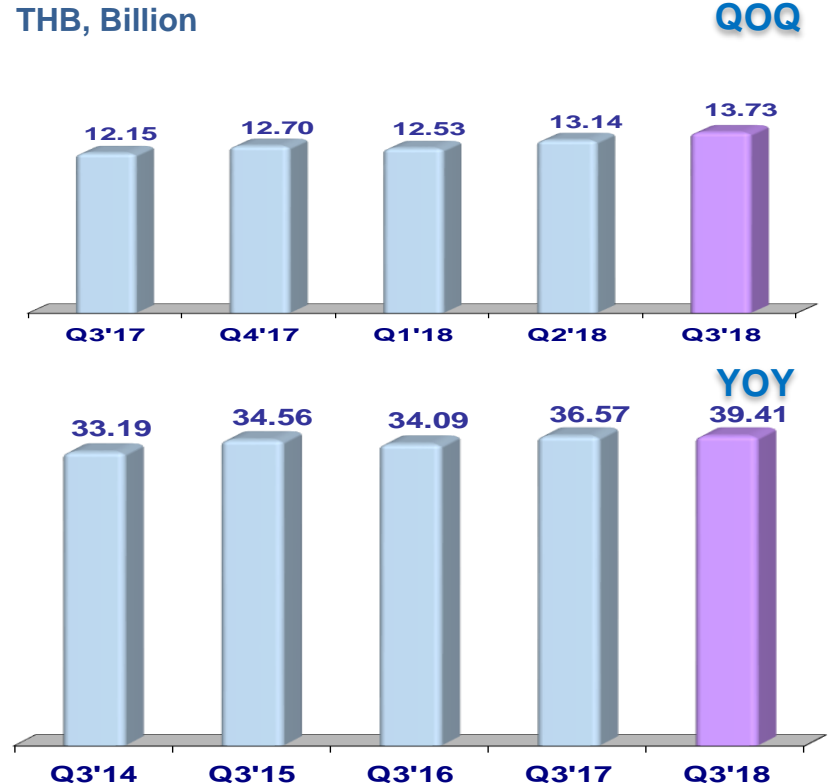
Sales Revenues

Q3'18 total was THB 13.73 billion grew 13.05% when compared with Q3'17

- ✓ PSBG sale was 6.9 billion grew 8.9% when compare with Q3'17
- ✓ ICTBG sale was 2.3 billion grew 21.5% when compare with Q3'17
- ✓ EVSBG sale was 1.5 billion grew 22.2% when compare with Q3'17

Q3'18 YOY total was THB 39.41 billion grew 7.75% when compared with 3Q'17

- ✓ PSBG sale was 19.0 billion grew 4.6% when compare with Q3'17 YOY
- ✓ ICTBG sale was 7.2 billion grew 2.6% when compare with Q3'17 YOY
- ✓ EVSBG sale was 4.9 billion grew 39.6% when compare with Q3'17 YOY





Q3'18 Financial Highlights – 2

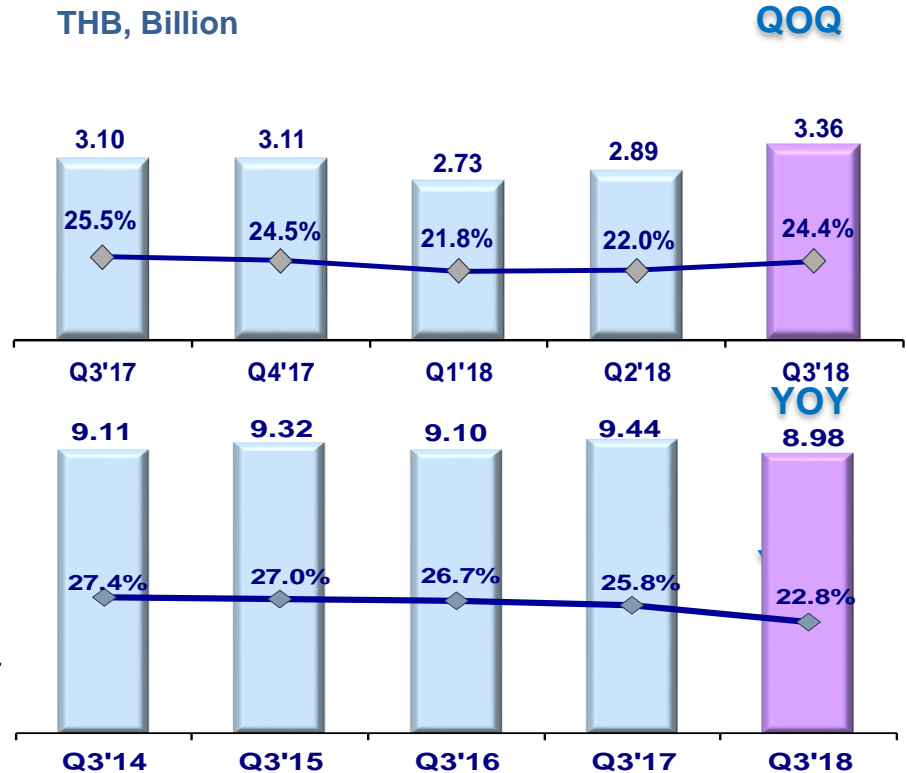
Gross Profit

Q3'18 total was THB 3.36 billion (24.4% of revenue), grew 8.32% when compared with Q3'17.

- ✓ PSBG grew 10.4% when compare with Q3'17

Q3'18 YOY total was THB 8.98 billion (22.8% of revenue), dropped 4.9% when compared with Q3'17.

- ✓ PSBG dropped 4.9% when compare with Q3'17 YOY





Q3'18 Financial Highlights – 3

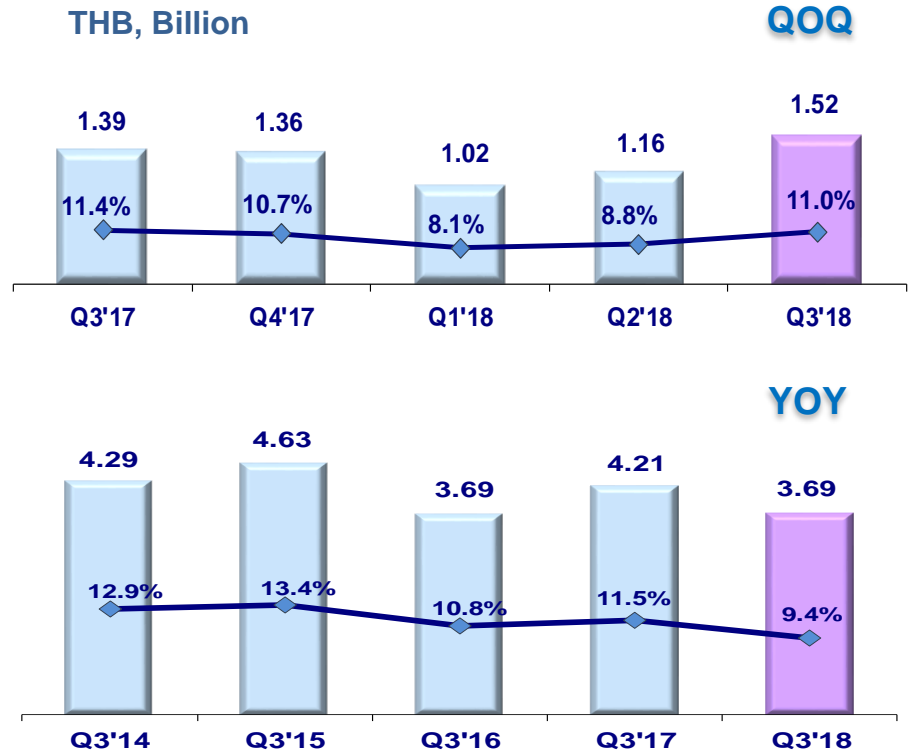
Operating Profit

Q3'18 total was THB 1.52 billion (11.0% of revenue), grew 9.1% when compared with Q3'17.

- ✓ PSBG grew 23.8 % when compare with Q3'17

Q3'18 YOY total was THB 3.69 billion (9.4% of revenue), dropped 12.2% when compared with Q3'17.

- ✓ PSBG dropped 5.5% when compare with Q3'17 YOY





Q3'18 Financial Highlights – 4

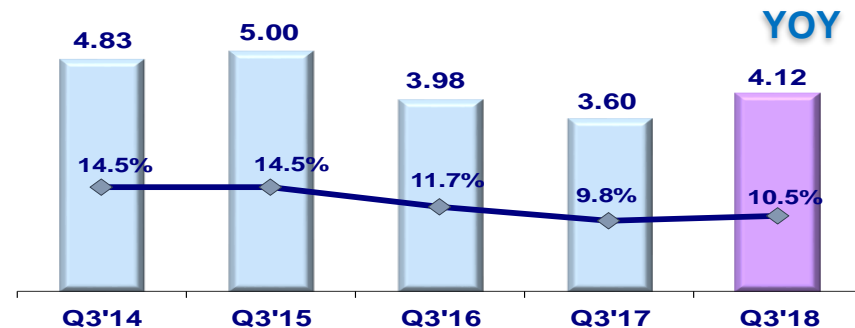
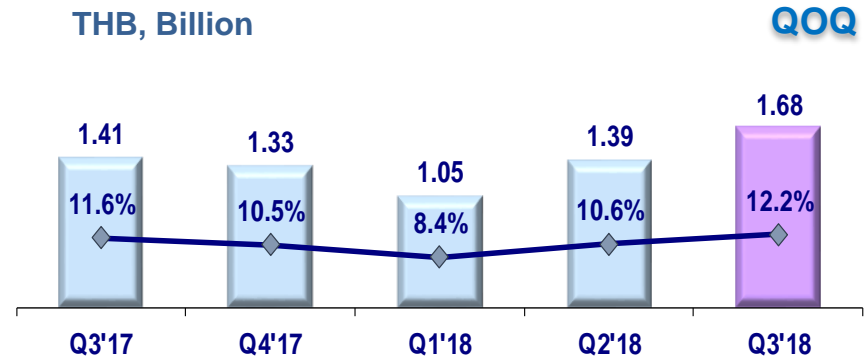
Net Profit

Q3'18 total was THB 1.68 billion (12.2% of revenue), grew 19.2% when compared with Q3'17.

- ✓ Net interest income THB 69 million
- ✓ Foreign Exchange gain THB 68 million

Q3'18 YOY total was THB 4.12 billion (10.5% of revenue), grew 14.47% when compared with Q3'17.

- ✓ Net interest income THB 161 million
- ✓ Foreign Exchange gain THB 116 million



Consolidated Balance Sheets

Unit : THB Million

	31-Dec-17	30-Sep-18
Cash and Cash equivalent & Short term Invest	17,320	16,403
Current Investment	215	
Accounts receivable , net	10,468	11,267
Inventory	7,684	9,518
Other Cur .Assets	866	1,494
Fixed assets	7,302	7,409
Other assets	2,298	2,423
Total assets	46,154	48,514

	31-Dec-17	30-Sep-18
Short-term loans	229	-
Accounts payable	10,480	12,899
Other Cur. Liability	1,127	571
Non-Cur Liability	1,844	1,868
Total liabilities	13,680	15,337
Total Equities	32,474	33,177
Total liabilities and Shareholder's equity	46,154	48,514

Item	Unit	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Q3'18 YOY
Revenue	THB,B	43.55	33.77	32.85	27.00	35.73	38.43	40.78	41.20	44.12	46.94	46.89	49.27	39.41
GP	%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	22.8%
OP	%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	9.4%
NP	%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	10.5%
EPS	Baht	1.58	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38	4.42	3.95	3.31
ROE	%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	16.6%
D/E ratio	Times	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43	0.45	0.42	0.46
Quick ratio	Times	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71	2.48	2.37	2.05

Quick ratio: Cash +Investment +AR / Currency Liability

Smarter. Greener. Together.

To learn more about Delta, please visit www.deltathailand.com
or scan the QR code



Our Website



Our Annual
Report



Our Sustainability
Development
Report

