

Delta Electronics (Thailand) PCL.

Q4'18 Press Announcement

Feb 20, 2019



Time	Topics	Presenter
10:10	Registration	
10:25	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
10:30	Business Outlook	Mr. Dick Hsieh President
10:40	Financial Highlight	Mrs. Aruwan Sangrung-a-run CFO
10:50	Q&A	Ms. Kulwadee Kawayawong Investor Relations
11:10	Meeting adjourn	

Business Outlook

Market outlook

1. Delta Thailand (DET) achieved record high sales revenue, 53,067 MTHB, in 2018.
2. Delta India had seen growth in its Q4'18 revenue compared with the same period last year.
3. DES' Automotive business saw healthy quarter-to-quarter growth in Q4'18. European vehicle manufacturers' growing portfolio of PHEV's and BEV's are expected to contribute to revenue growth from On-board chargers and new DCDC converters.
4. DET's Regional business in Australia had good growth in its Q4'18 revenue.
5. DET's Industrial Automation business in SEA has seen healthy growth in Q4'18 revenue compared with Q3'18.

Operations

1. Thailand production revenue achieved Q4'18 budget. Major contributions- EV Automotive Products.
2. Delta ranked among the top five companies in the "ITC Electronic Equipment, Instruments & Components" in DJSI 2018.
3. Delta retained excellent score in the Corporate Governance Report of Thai Listed Companies (CGR) 2018.
4. Delta awarded the SET Outstanding Sustainability Award and the Thailand Sustainability Investment (THSI) 2018 Award.
5. Delta awarded the Prime Minister's Industry Award 2018: Potential Industry and the Corporate Social Responsibility (CSR).

Thai Listed Companies 2018 Corporate Governance Report (CGR)



October 25, 2018

- Delta retained its excellent score in the Corporate Governance Report of Thai Listed Companies (CGR) 2018.
- The Thai Institute of Directors Association (Thai IOD), with support from the Stock Exchange of Thailand (SET), conducts the Corporate Governance Report (CGR).
- Delta is one of the **142 companies, 22%** of all assessed companies, to score 90% or above with five logos and an “**Excellent**” score.

Recognition

SET Outstanding Sustainability Award and Thailand Sustainability Investment (THSI) 2018 Award

November 1, 2018



- Delta received the Stock Exchange of Thailand (SET) Outstanding Sustainability Award and the Thailand Sustainability Investment (THSI) 2018 Award.
- This year Delta is among 15 SET-listed companies to receive the Outstanding Sustainability Award in the category of companies with a market capitalization between 30,000-100 billion Baht.
- This is the fourth year for Delta to receive the THSI Award, which recognizes organizations with excellent stock performance and exemplary business practices based on the key SD principles.

Recognition

Prime Minister's Industry Award 2018 Potential Industry and Corporate Social Responsibility (CSR)

December 20, 2018

- Delta won the Prime Minister's Industry Award 2018 in the two new award categories: Potential Industry and the Corporate Social Responsibility (CSR).
- The Ministry of Industry selects outstanding industrial enterprises for the Prime Minister's Industry Award to boost development and set role models for excellence in Thailand's industry.
- This is the fifth year for Delta to win the Prime Minister's Industry Award. The company has won the award in many categories in 1995, 2010, 2011 and the Prime Minister's Best Industry Award in 2012.



Financial Highlights



Q4'18 Financial Highlights – 1

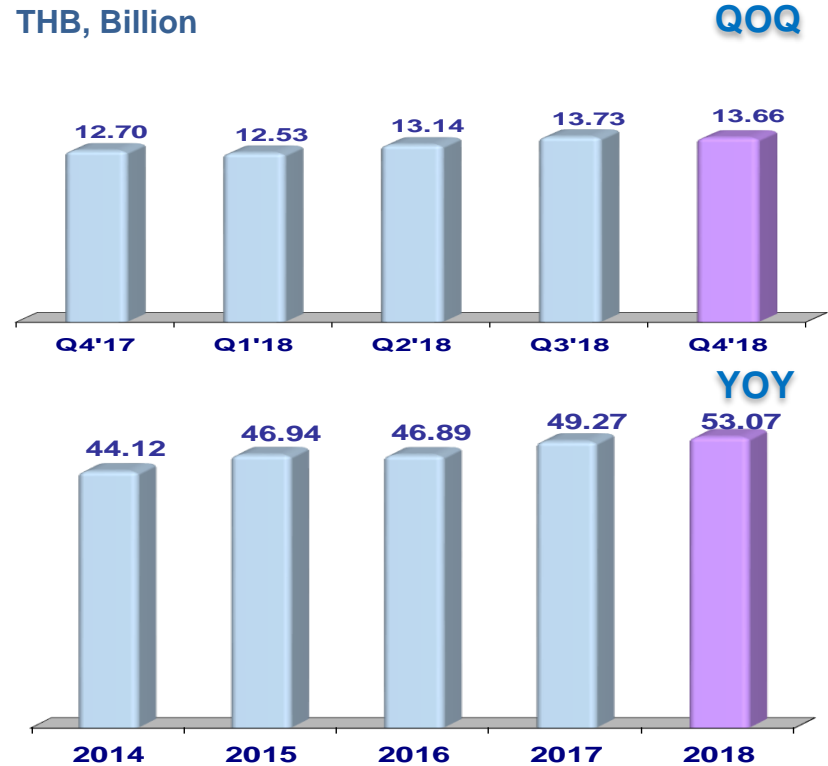
Sales Revenues

Q4'18 total was THB 13.66 billion grew 7.58% when compared with Q4'17

- ✓ PSBG sale was 5.7 billion grew 16.0% when compare with Q4'17
- ✓ FMBG sale was 1.9 billion grew 10.4% when compare with Q4'17

Y2018 total was THB 53.07 billion grew 7.81 % when compared with Y2017

- ✓ EVSBG sale was 6.3 billion grew 26.2 % when compare with Y.2017
- ✓ PSBG sale was 20.6 billion grew 8.5 % when compare with Y.2017





Q4'18 Financial Highlights – 2

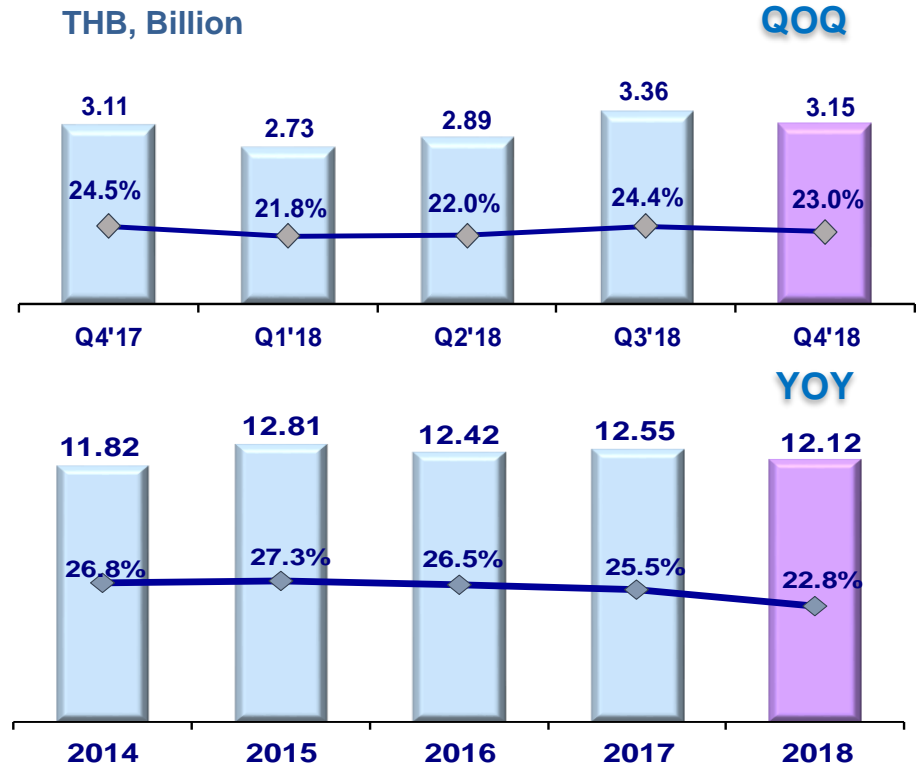
Gross Profit

Q4'18 total was THB 3.15 billion (23.0% of revenue), grew 1.26% when compared with Q4'17.

- ✓ PSBG grew 22.1% when compare with Q4'17

Y2018 total was THB 12.12 billion (22.8% of revenue), dropped 3.38% when compared with Y2017.

- ✓ EISBG dropped 10.8% when compare with Y.2017





Q4'18 Financial Highlights – 3

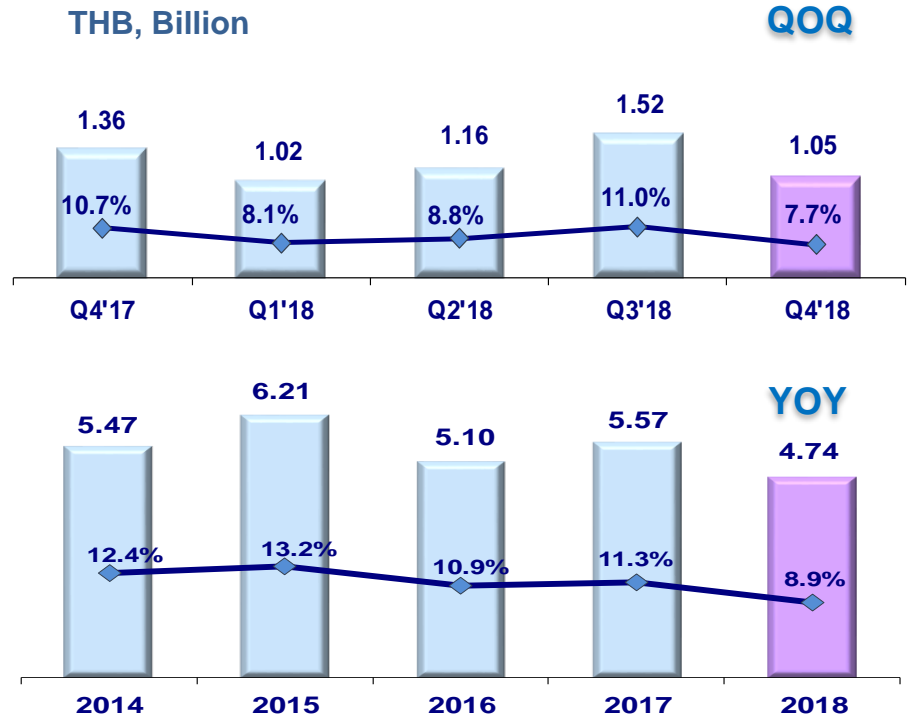
Operating Profit

Q4'18 total was THB 1.05 billion (7.7% of revenue), dropped 22.9% when compared with Q4'17.

- ✓ FMBG dropped 40.1 % when compare with Q4'17

Y2018 total was THB 4.74 billion (8.9% of revenue), dropped 14.8% when compared with Y2017.

- ✓ FMBG dropped 16.6% when compare with Y.2017





Q4'18 Financial Highlights – 4

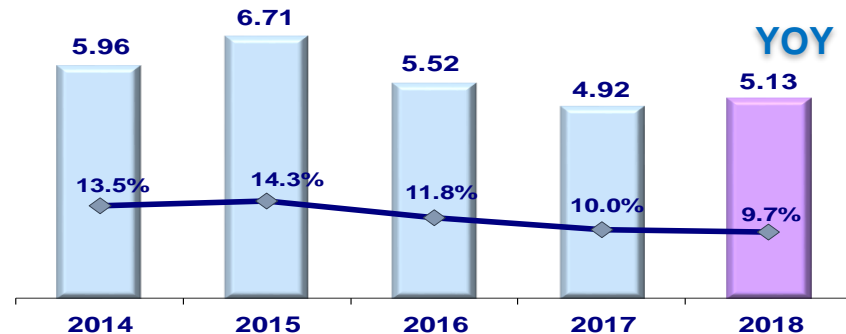
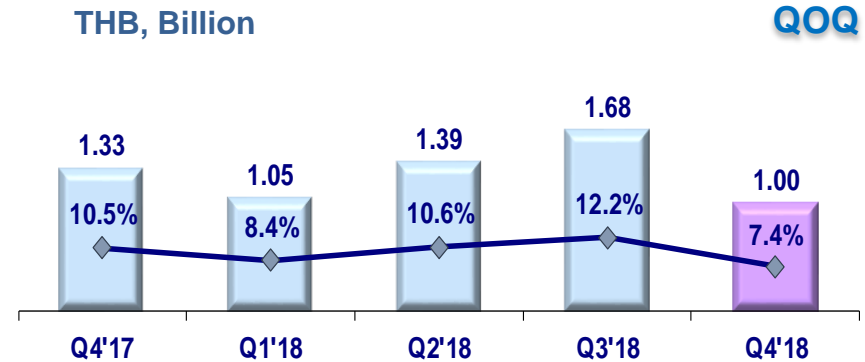
Net Profit

Q4'18 total was THB 1.0 billion (7.4% of revenue), dropped 24.5% when compared with Q4'17.

- ✓ Net interest income THB 70 million
- ✓ Foreign Exchange gain THB 60 million

Y2018 total was THB 5.13 billion (9.7% of revenue), grew 4.0% when compared with Y2017.

- ✓ Net interest income THB 231 million
- ✓ Foreign Exchange gain THB 176 million





Consolidated Balance Sheets

Unit : THB Million

	31-Dec-17	31-Dec-18
Cash and Cash equivalent & Short term Invest	17,320	15,608
Current Investment	215	223
Accounts receivable , net	10,468	11,558
Inventory	7,684	9,461
Other Cur .Assets	866	1,138
Fixed assets	7,302	8,177
Other assets	2,298	2,036
Total assets	46,154	48,201

	31-Dec-17	31-Dec-2018
Short-term loans	229	-
Accounts payable	10,480	11,802
Other Cur. Liability	1,127	556
Non-Cur Liability	1,844	1,902
Total liabilities	13,680	14,260
Total Equities	32,474	33,941
Total liabilities and Shareholder's equity	46,154	48,201

Item	Unit	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	53.07
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%	8.9%
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%	9.7%
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	4.12
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%	15.1%
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	0.42
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	2.22

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

