

# Delta Electronics (Thailand) PCL.

## Q3'19 Press Announcement

Oct 31, 2019





# Agenda

Time	Topics	Presenter
10:00	Registration	
10:10	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
10:15	Business Outlook	Mr. Dick Hsieh President
10:25	Financial Highlight	Mr. Beau Yu CFO
10:35	Q&A	Ms. Kulwadee Kawayawong Investor Relations
11:00	Meeting adjourn	



# Business Outlook



# Business Outlook

## Market outlook

1. DES's Automotive revenue in Q3'19 had strong growth compared to Q2'19. Existing products have strong demand in the European market and penalty for car manufacturers not meeting carbon emission targets are expected to boost the EV sales. However at the same time there was a slowdown in the US automotive market.
2. DET's Industrial Automation business in SEA had slightly less revenue in Q3'19 revenue compared with the same period last year mainly due to the impact of the US-China trade war.
3. Delta India revenue in Q3'19 was less compared with Q2'19 due to softer demand in the infrastructure sector.
4. Overall Y-o-Y DET revenue for Q3'19 decreased from in Q3'18 due to less demand worldwide and effects of the US-China trade war.

## Operations

1. Thailand Q3'19 production had 20% lower revenue in compared Q2' 19 but is expected to have strong growth in the data center power system segment in the final quarter.
2. Delta was included in the FTSE4Good Index Series 2019.
3. Delta received Thailand's Top Corporate Brand Hall of Fame 2019 Award.
4. Delta received ASEAN Energy Award 2019 in Green Building Category.



# Recognition

## FTSE4Good Index Series 2019



FTSE4Good

*August 7, 2019*

- Delta Thailand is in the FTSE4Good Emerging Index for the **third consecutive year**.
- Delta remains a constituent of the FTSE4Good Index Series following the June 2019 index review by global index provider FTSE Russell part of London Stock Exchange Group (LSEG).



# Recognition

## Thailand's Top Corporate Brand Hall of Fame 2019 Award



*August 23, 2019*

- Delta received Thailand's Top Corporate Brand Hall of Fame 2019 award by the Chulalongkorn Business School at the Stock Exchange of Thailand (SET), Bangkok.
- The prestigious Hall of Fame award recognizes Delta's **five straight years of winning the highest brand value in the electronics part sector.**



# Recognition

## ASEAN Energy Award 2019 in Green Building Category



*September 5, 2019*

- Delta received 1st Runner Up for the ASEAN Energy Award 2019 in the ASEAN Energy Efficiency and Conservation Best Practices category and the Green Building sub-category.
- This is the **first time for Delta to win the prestigious regional award from the ASEAN Centre for Energy (ACE)** for its green building headquarter in a Samutprakarn, Thailand.



# Financial Highlights





## Q3'19 Financial Highlights – 1

### Sales Revenues

Q3'19 total was THB 12.40 billion ,  
Dropped 9.68% when compared with Q3'18.

- Automotive power slow down in US
- TPS slow down in India

Q3'19 YOY total was THB 39.27 billion,  
Dropped 0.35% when compared with Q3'18.





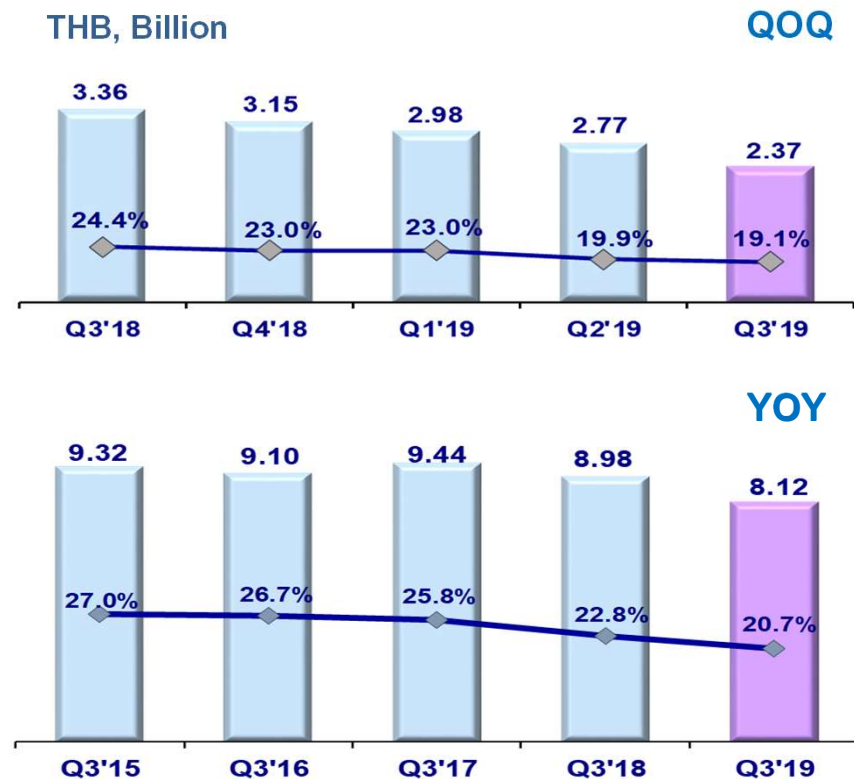
## Q3'19 Financial Highlights – 2

### Gross Profit

Q3'19 total was THB 2.37 billion (19.1% of revenue), dropped 29.33% when compared with Q3'18.

- Unfavorable USD/THB exchange rate (Q3/18 33.0 vs Q3/19 30.7)
- Machinery invested for advanced Automation
- Slow moving stock provision

Q3'19 YOY total was THB 8.12 billion (20.7% of revenue), dropped 9.52% when compared with Q3'18.





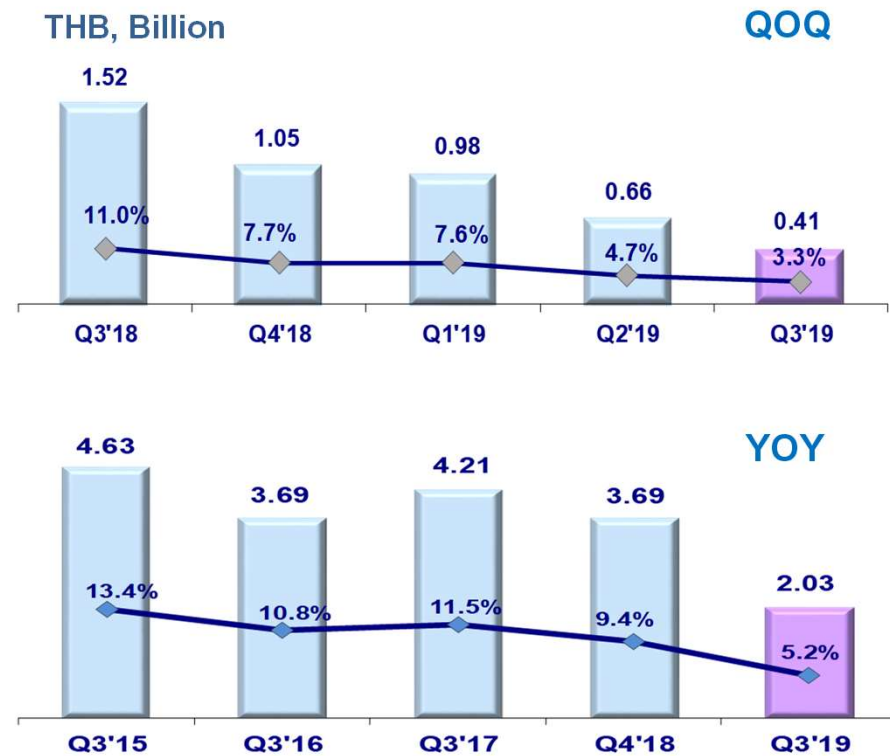
## Q3'19 Financial Highlights – 3

### Operating Profit

Q3'19 total was THB 0.41 billion (3.3% of revenue), dropped 73.04% when compared with Q3'18.

Q3'19 YOY total was THB 2.03 billion (5.2% of revenue), dropped 45.02% when compared with Q3'18.

- DE's R&D expenditure for external services, prototype, inventory issued ,small equipment major invested for Automotive





## Net Profit

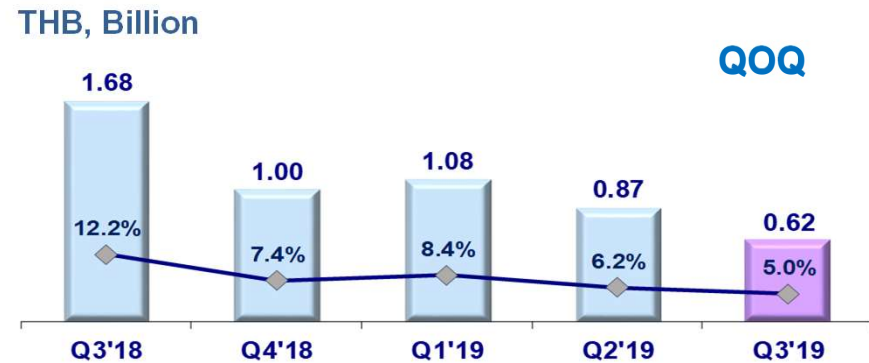
Q3'19 total was THB 0.62 billion (5.0% of revenue), dropped 63.21% when compared with Q3'18.

- ✓ Net interest income THB 55 million
- ✓ Foreign Exchange gain THB 27 million

Q3'19 YOY total was THB 4.12 billion (6.5% of revenue), dropped 37.66% when compared with Q3'18.

- ✓ Net interest income THB 188 million
- ✓ Foreign Exchange loss THB 11 million

## Q3'19 Financial Highlights – 4





## Consolidated Balance Sheets

Unit : THB Million

	31-Dec-18	30-Sep-19
Cash and Cash equivalent & Short term Invest	15,608	12,420
Current Investment	223	2
Accounts receivable , net	11,558	10,303
Inventory	9,461	9,462
Other Cur .Assets	1,138	1,615
Fixed assets	8,177	10,762
Other assets	2,036	1,910
<b>Total assets</b>	<b>48,201</b>	<b>46,474</b>

	31-Dec-18	30-Sep-2019
Short-term loans	-	
Accounts payable	11,802	11,000
Other Cur. Liability	556	508
Non-Cur Liability	1,902	2,021
<b>Total liabilities</b>	<b>14,260</b>	<b>13,530</b>
<b>Total Equities</b>	<b>33,941</b>	<b>32,945</b>
<b>Total liabilities and Shareholder's equity</b>	<b>48,201</b>	<b>46,474</b>



## 2019 Key Financial ratio

Item	Unit	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	YTM' 2019
<b>Revenue</b>	THB,B	33.77	32.85	27.00	35.73	38.43	40.78	41.20	44.12	46.94	46.89	49.27	53.07	39.3
<b>GP</b>	%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	22.8%	20.7%
<b>OP</b>	%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	8.9%	5.2%
<b>NP</b>	%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	9.7%	6.5%
<b>EPS</b>	Baht	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38	4.42	3.95	4.12	2.07
<b>ROE</b>	%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	15.1%	10.4%
<b>D/E ratio</b>	Times	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43	0.45	0.42	0.42	0.41
<b>Quick ratio</b>	Times	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71	2.48	2.37	2.22	1.97

Quick ratio: Cash +Investment +AR / Currency Liability

# Smarter. Greener. Together.

To learn more about Delta, please visit [www.deltathailand.com](http://www.deltathailand.com) or scan the QR code



Our Website



Our Annual Report



Our Sustainability Development Report

