

Delta Electronics (Thailand) PCL. Q4'19 Press Announcement

Feb 21, 2020





Agenda

Time	Topics	Presenter
15:10	Registration	
15:20	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
15:25	Business Outlook	Mr. Dick Hsieh President
15:35	Financial Highlight	Mr. Beau Yu CFO
15:45	Q&A	Ms. Kulwadee Kawayawong Investor Relations
16:20	Meeting adjourn	



Business Outlook



Business Outlook

Market outlook

1. DES's Automotive revenue in Q4'19 had strong growth compared to the same period last year. This reflects positive outlook in the EV segment and demand in the European market due to severe penalty threats for car manufacturers not meeting carbon emission targets.
2. DET's Industrial Automation business in SEA had seen growth in Q4'19 revenue compared with the same period last year.
3. Delta India revenue in Q4'19 had seen growth compared with Q3'19 but total revenue in 2019 is 20% lower than 2018.
4. With the Phase 1 Deal, the US cut tariffs from 15% to 7.5% and China cut tariffs from 10% to 5% and 5% to 2.5%. Lower tariffs on Chinese exports of electronics-related goods may impact the pace of Thailand's electronic manufacturing growth until after the 2020 US presidential election.
5. Overall DET revenue will be negatively impacted in Q1'20 due to supply and material shortage from China-based suppliers affected by the new COVID-19 virus.

Operations

1. Thailand had decreased production in Q4'19 due to major drop in demand for the automotive sector.
2. COVID-19 will impact production capacity due to material shortage in Q1' or even Q2' 2020 depending on the situation.
3. Delta maintained Excellent Score in Corporate Governance Report 2019.
4. Delta received Best Sustainability Award and THSI Award at SET Sustainability Awards 2019.



Recognition

Excellent Score in Corporate Governance Report 2019

October 30, 2019

- Delta Thailand maintained its excellent score in the Corporate Governance Report (CGR) of Thai Listed Companies 2019.
- In 2019, **Delta is one of the 193 companies, 29% of all assessed companies, to score 90% or above** with five logos and an “Excellent” score.





Best Sustainability Award and THSI Award at SET Sustainability Awards 2019

Recognition



November 15, 2019

- Delta received the Stock Exchange of Thailand (SET) Best Sustainability Excellence Award and the Thailand Sustainability Investment (THSI) 2019 Award at the SET Sustainability Awards 2019.
- This year is in the **fifth consecutive year for Delta to join the SET Thailand Sustainability Investment (THSI) List.**



Financial Highlights



Q4'19 Financial Highlights – 1

Sales Revenues

Q4'19 total was THB 11.90 billion ,
Dropped 12.87% when compared with Q4'18.

THB, Billion

QOQ



Y2019 total was THB 51.17 billion,
Dropped 3.57% when compared with Y2018.

YOY



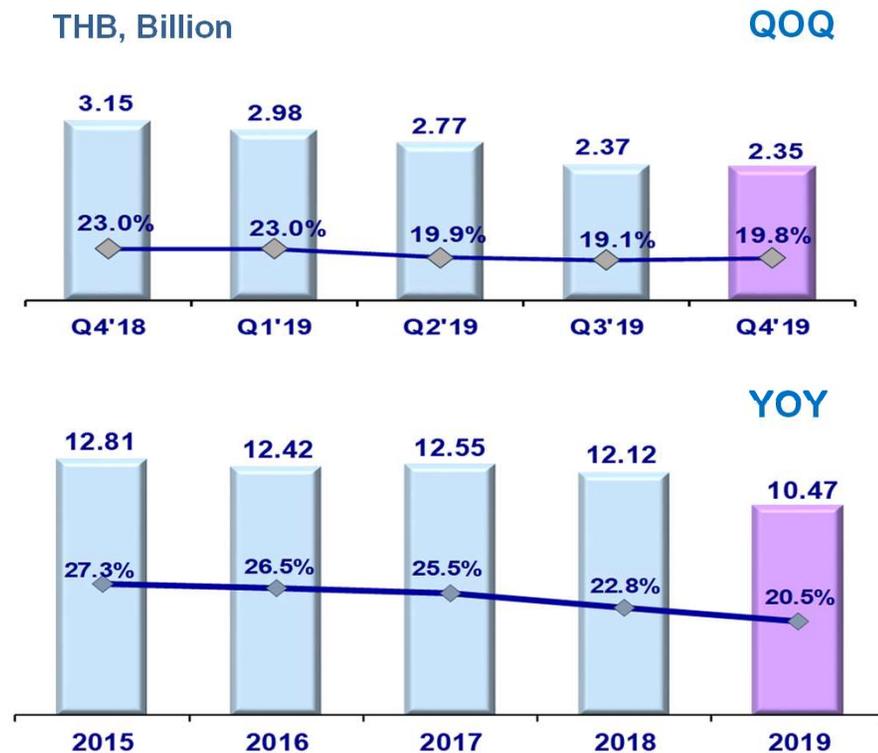


Q4'19 Financial Highlights – 2

Gross Profit

Q4'19 total was THB 2.35 billion (19.8% of revenue), dropped 25.25% when compared with Q4'18.

Y2019 total was THB 10.47 billion (20.5% of revenue), dropped 13.60% when compared with Y2018.



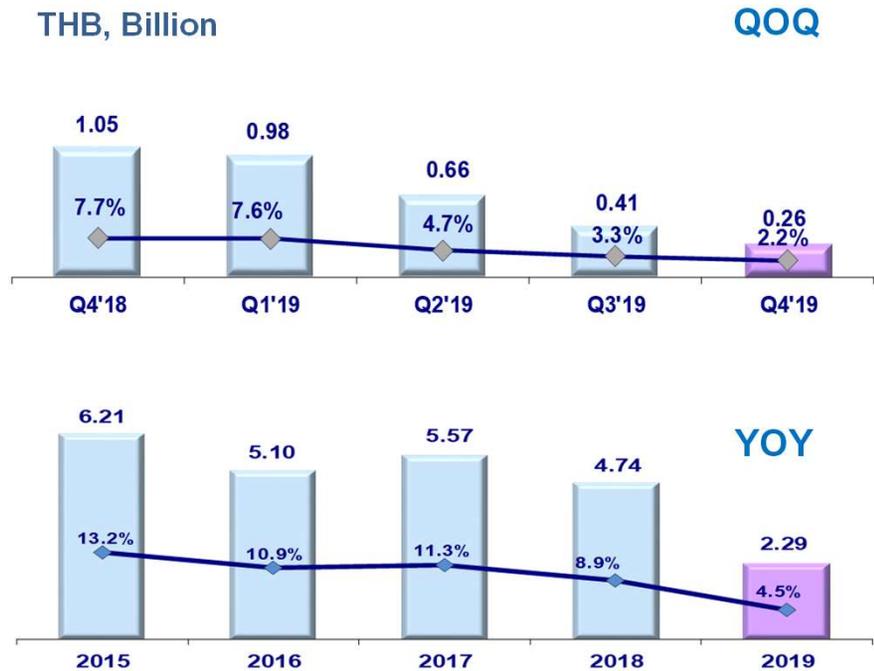


Q4'19 Financial Highlights – 3

Operating Profit

Q4'19 total was THB 0.26 billion (2.2% of revenue), dropped 74.95% when compared with Q4'18.

Y2019 total was THB 2.29 billion (4.5% of revenue), dropped 51.64% when compared with Y2018.





Net Profit

Q4'19 total was THB 0.38 billion (3.2% of revenue), dropped 61.85% when compared with Q4'18.

- ✓ Net interest income THB 50 million
- ✓ Foreign Exchange gain THB 22 million

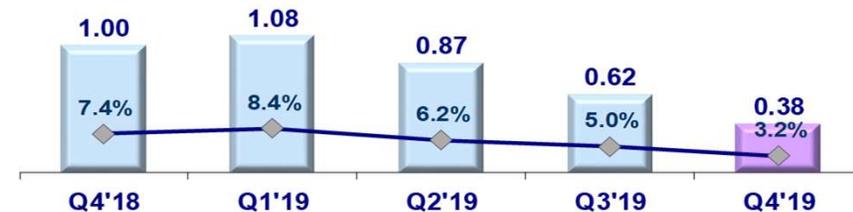
Y2019 total was THB 2.95 billion (5.8% of revenue), dropped 42.41% when compared with Y2018.

- ✓ Net interest income THB 238 million
- ✓ Foreign Exchange loss THB 33 million

Q4'19 Financial Highlights – 4

THB, Billion

QOQ



YOY





Consolidated Balance Sheets

Unit : THB Million

	31-Dec-18	31-Dec-19
Cash and Cash equivalent & Short term Invest	15,608	12,394
Current Investment	223	2
Accounts receivable , net	11,558	9,739
Inventory	9,461	8,963
Other Cur .Assets	1,138	1,281
Fixed assets	8,177	11,601
Other assets	2,036	1,979
Total assets	48,201	45,958

	31-Dec-18	31-Dec-19
Short-term loans	-	-
Accounts payable	11,802	10,151
Other Cur. Liability	556	688
Non-Cur Liability	1,902	2,114
Total liabilities	14,260	12,952
Total Equities	33,941	33,006
Total liabilities and Shareholder's equity	48,201	45,958



2019 Key Financial ratio

Item	Unit	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	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	51.17
GP	%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	22.8%	20.5%
OP	%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	8.9%	4.5%
NP	%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	9.7%	5.8%
EPS	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	2.37
ROE	%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	15.1%	8.9%
D/E ratio	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	0.39
Quick ratio	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	2.04

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

