

Delta Electronics (Thailand) PCL. Q4'20 Press Announcement

February 23, 2021



Time	Topics	Presenter
11:15	Business Outlook	Mr. Chang Tsai-hsing President
11:25	Financial Highlight	Mr. Yu Po-wen CFO
11:35	Q&A	Ms. Kulwadee Kawayawong Investor Relations
12:00	Meeting adjourn	

Business Outlook

- Delta European team had seen significant growth in Q4'20 revenue compared with Q3'20 due to:
 - Automotive related revenue had growth of more than 6% in Q4'20 compared to Q3'20 due to the continued strong growth trend after COVID-19 shutdowns in the industry. Within the automotive market, the EV market is growing well with strong demand in Europe and China.



- Revenue from Industrial Electrical Vehicle businesses increased due to strong demand for AGV chargers in the ecommerce market spurred by COVID-19. New safety certification for the 1kW wireless charger and a licensing agreement with WiTricity paves the way for additional wireless charger applications and power levels from 150W-150kW.
- DIN Rail power supplies in various markets and medical products for life-saving ventilators and dialysis equipment continues to see growth due to existing global demand from COVID-19.



- Revenue in the SEA Industrial Automation business slightly decreased in Q4'20 revenue compared with Q3'20 but had double digit growth from the same period in the previous year. Slowed growth was mainly due to year end delays in project progress by key customers.
- Main contributions to overall sales revenue in the region were from Thailand and Vietnam. Main sources of revenue were power quality control and transport infrastructure projects.



- Delta India revenue had significant growth of 30% in Q4'20 compared with Q3'20 with main contributions coming from telecom power, display, EV charging and mission critical infrastructure power solutions.



- Delta Thailand revenue and production seen healthy growth in Q4'20 compared with Q3'20.
- Main contributions were high-end data center, server power system and automotive businesses which remained stable throughout the pandemic.



- Dec, 2020-Delta signed an MOU with the PEA and Mitsubishi Motors Thailand to support e-mobility.
- Dec, 2020-Delta supported the Mitsubishi Outlander PHEV Thailand launch with EV charging and home battery solutions.
- Dec, 2020-Delta received the Supplier Performance Excellence Award by Mercedes-Benz Manufacturing (Thailand) Limited.
- Oct, 2020-Delta signed an MOU with SCG Chemicals for collaboration in smart industrial solutions.



Joins MSCI Global Standard Indexes List 2020

November 12, 2020

- Delta was added to the MSCI Global Standard Indexes by Morgan Stanley Capital International in recognition of excellent performance and corporate ESG.
- Delta was among only two Thai companies added to the MSCI Global Standard Indexes List of Additions/Deletions released on November 10, 2020.



ASEAN Energy Award 2020

November 24, 2020

- Delta received the ASEAN Energy Awards 2020, in the Large Industry-Energy Management for Industry Category, from the ASEAN Centre for Energy (ACE) for its successful energy reduction project at the Delta Plant 6.
- Delta Plant 6 Specific Energy Consumption (SEC) exceeded the original plan targets to reach a 35% energy consumption reduction before 2020.



Excellent Score in Corporate Governance Report 2020

November 25, 2020

- Delta Thailand maintained its excellent score of 93% in the Corporate Governance Report (CGR) of Thai Listed Companies 2020 for the fifth consecutive year.
- In 2020, Delta is one of the 240 companies to score 90% or above with five logos and an “Excellent” score.



Prime Minister's Industry Award 2020 in the Energy Management Category

December 14, 2020

- Delta Thailand received the Prime Minister's Industry Award 2020 in the Energy Management award category in recognition of excellence in energy saving and renewable energy.
- This is the sixth year for Delta to win the Prime Minister's Industry Award.



THSI Award at SET Sustainability Awards 2020

December 15, 2020

- Delta Thailand received the Thailand Sustainability Investment (THSI) 2020 Award.
- This year is in the sixth consecutive year for Delta to join the SET THSI List for ESG performance.



2020 COVID-19 Community Support and SD achievement

- The company's extensive COVID-19 prevention measures like education campaign and daily distribution of face masks is recognized with an "Excellent" score in the Thaipat Institute's Corporate Health Check Report on COVID-19.
- Delta Thailand donated 10,500 DC brushless blowers to support the development of a Powered Air Purifying Respirator and Personal Protective Equipment (PPE) for Thai COVID-19 medical personnel.
- Delta Thailand won the prestigious S&P Global Silver Class distinction for excellent sustainability results. It's the only awarded Thai company in the "Electronic Equipment, Instruments & Components" sector.



2020 saw Delta continuing to support Thailand 4.0 goals with:

- Delta Angel Fund 2020: 3.2 million THB in corporate sponsorship
- BOI and ThaiSubcon business matching for 50 Thai vendors
- The third Delta Future Industry Summit for business leaders to discuss “new normal” opportunities for Thailand
- Donation of new robots, industrial automation equipment to the Delta Automation Lab for KMITL Innovation Engineering Co-working Space
- Delta and Burapha University Sign MOU to develop English language competency criteria for EEC workforce development



Financial Highlights



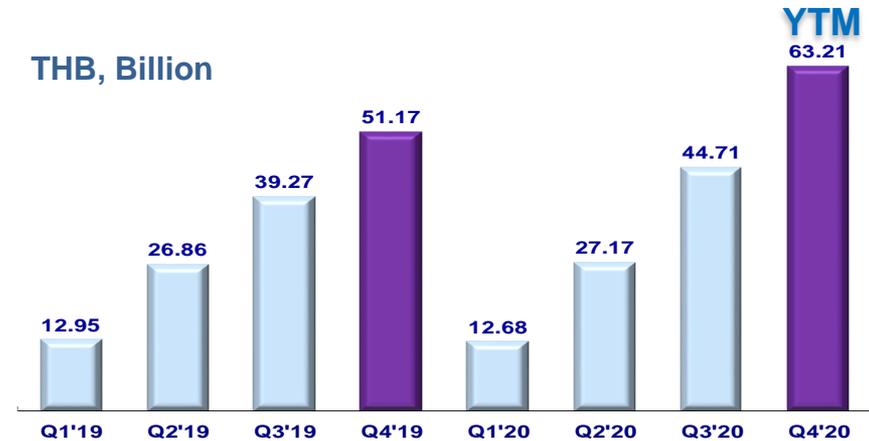
Sales Revenues

Q4'20 total was THB 18.50 billion,
Go up 55.5% when compared with Q4'19.

YTM'20 total was THB 63.21 billion,
Go up 23.5% when compared with YTM'19.

Customer demand boost up in cloud computing and data center related product such as Critical Infrastructure Solutions and Networking Power along with Electric Vehicle Solutions and Industrial Tools

Q4'20 Financial Highlights – 1





Gross Profit

Q4'20 total was THB 4.07 billion or 22.0% of revenue,
Go up 73.2% when compared with Q4'19

YTM'20 total was THB 15.12 billion or 23.9% of revenue,
Go up 44.4% when compared with YTM'19

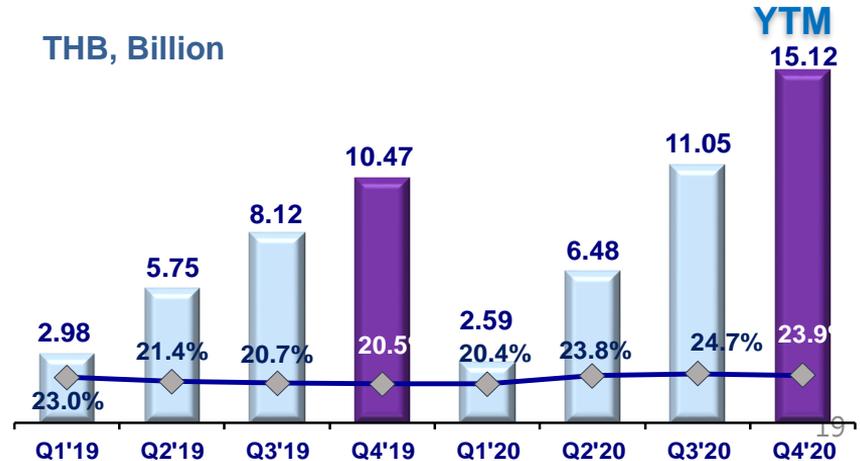
Major contribute from Product mix different,
revenue remarkable increase in high margin products

Q4'20 Financial Highlights – 2

THB, Billion



THB, Billion





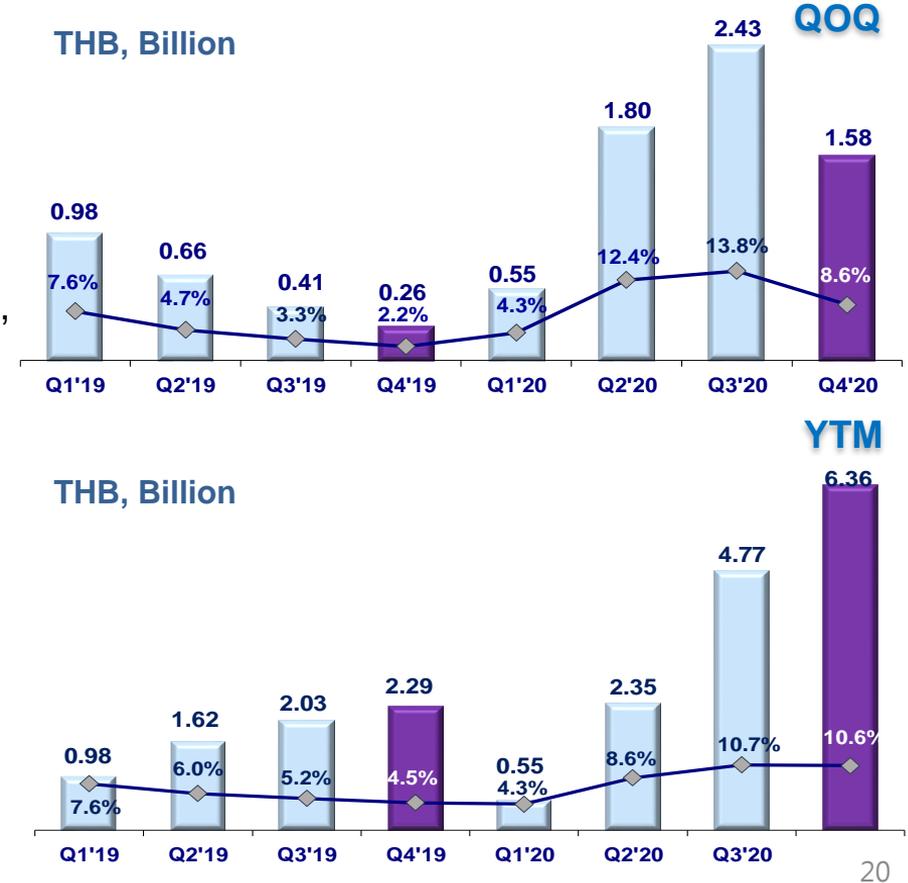
Operating Profit

Q4'20 total was THB 1.58 billion or 8.6% of revenue,
Go up 507.7% when compared with Q4'19.

YTM'20 total was THB 6.36 billion or 10.6% of revenue,
Go up 177.7% when compared with YTM'19.

Major contribute from better GP ratio and
Expense controlling

Q4'20 Financial Highlights – 3





Net Profit

Q4'20 total was THB 1.58 billion or 8.6% of revenue,
Go up 315.8% when compared with Q4'19.

YTM'20 total was THB 7.10 billion or 11.2% of revenue,
Go up 139.9% when compared with YTM'19.

Major from Interest income THB 110 million
Exchange gain THB 388 million

Q4'20 Financial Highlights – 4

THB, Billion



QOQ

THB, Billion



YTM

2020 Key Financial Ratio

Item	Unit	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	THB,B	32.85	27.00	35.73	38.43	40.78	41.20	44.12	46.94	46.89	49.27	53.07	51.17	63.21
GP	%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	22.8%	20.5%	23.9%
OP	%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	8.9%	4.5%	10.1%
NP	%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	9.7%	5.8%	11.1%
EPS	Baht	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38	4.42	3.95	4.12	2.37	5.69
ROE	%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	15.1%	8.9%	20.1%
D/E ratio	Times	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43	0.45	0.42	0.42	0.39	0.52
Quick ratio	Times	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71	2.48	2.37	2.22	2.04	1.62

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

