

# Delta Electronics (Thailand) PCL.

## Q2'17 Press Announcement

Jul 26, 2017



| Time  | Topics              | Presenter                                     |
|-------|---------------------|---|
| 10:45 | Registration        |   |
| 11:00 | Welcome Speech      | Mr. Anusorn Muttaraid<br>Executive Director   |
| 11:05 | Business Outlook    | Mr. Dick Hsieh<br>President                   |
| 11:15 | Financial Highlight | Mrs. Aruwan Sangrung-a-run<br>CFO             |
| 11:25 | Q&A                 | Ms. Kulwadee Kawayawong<br>Investor Relations |
| 11:50 | Meeting adjourn     |   |



# Business Outlook

## Market outlook

1. Delta India's Q2'17 revenue is meeting budget with Telecom Power Solution business exceeding budget.
2. Delta India's solar PVI business made significant progress in megawatts project, securing a total of over 700MW rooftop projects for Y2017 so far.
3. DES revenue for Q2'17 in Server, Networking and Telecom (SNT) business achieved budget. Major contributor is from datacenter business due to growing global demand for cloud service.
4. DES Q2'17 automotive business exceeded budget significantly again, similar to Q1'17. The revenue increase is the direct result of growing demand for existing automotive products for used in both existing and new automotive platforms. DES also successfully launched two new DC converters in Q2'17.

## Operations

1. Overall production revenue achieved budget in Q2'17 with Power Electronics exceeding budget.
2. Delta Thailand been listed in 2017 ESG100 Universe for third consecutive year.
3. Delta India awarded the Rising Star Award in the category of Utility Scale – Domestic Manufacturer. The award is organized by the well established Solar Quarter magazine.

## Listed In 2017 ESG100 Universe for Third Consecutive Year

|              |        |       |        |        |       |        |       |        |        |
|--------------|--------|-------|--------|--------|-------|--------|-------|--------|--------|
| AAV          | ADVANC | AHC   | ALUCON | ARROW  | BAFS  | BAY    | BCP   | BDMS   | BEAUTY |
| BEM          | BKD    | BWG   | CENDEL | CHG    | CK    | CM     | CPN   | D      | DCC    |
| <b>DELTA</b> | DTAC   | DTC   | EGCO   | ERW    | FPI   | FORTH  | GC    | GLOW   | GPSC   |
| GYT          | HANA   | HMPRO | ILINK  | INTUCH | IRC   | IRPC   | ITEL  | IVL    | KBANK  |
| KCE          | KKP    | KSL   | KTB    | KTC    | KYE   | LHBANK | LPH   | LPN    | M      |
| MBK          | MINT   | MSC   | NSI    | NTV    | OGC   | PB     | PM    | PR     | PREB   |
| PPS          | PSH    | PT    | S&J    | SAT    | SCB   | SCC    | SIS   | SMIT   | SMPC   |
| SNC          | SPA    | SPALI | SPI    | SPRC   | SSSC  | STANLY | SYNEX | SYNTEC | TACC   |
| TASCO        | TCAP   | TF    | THANI  | THIP   | TISCO | TKS    | TMB   | TMD    | TMT    |
| TOG          | TOP    | TPCH  | TPCORP | TTW    | TU    | TVO    | UPF   | VNT    | WINNER |

|   |   |  |  |
|---|---|--|--|
| <span style="color: red;">■</span> Agro & Food Industry (AGRO)        | <span style="color: orange;">■</span> Consumer Products (CONSUMP) | <span style="color: yellow;">■</span> Financials (FINCIAL) | <span style="color: green;">■</span> Industrials (INDUS) |
| <span style="color: teal;">■</span> Property & Construction (PROPCON) | <span style="color: lightblue;">■</span> Resources (RESOURC)      | <span style="color: purple;">■</span> Services (SERVICE)   | <span style="color: brown;">■</span> Technology (TECH)   |

Delta Electronics (Thailand) Public Company Limited is selected as 1 of 100 best-performing publicly listed companies in ESG (Environment, Social and Governance) areas included in Thaipat's ESG100 universe for the 3<sup>rd</sup> consecutive year

ESG Rating unit of the Thaipat Institute, the pioneer in the development of Thailand's corporate sustainability database, has compiled the ESG100 list since 2015. ESG100 refers to 100 best-performing publicly listed companies in ESG areas. Just 100 out of the 656 companies on the Thai stock market (excluding businesses that have been undergoing rehabilitation) have made it to the ESG100 list.

## Delta India Awarded the Rising Star Award by Solar Quarter



June 22, 2017- □India's most recognized solar industry awards, India Solar Week Excellence Awards, were presented at Hotel Holiday Inn, Aerocity, New Delhi. The awards were organized by SolarQuarter, India's largest solar energy media. The India Solar Week Excellence Awards were focused on personalities, projects & products from companies that have set the new benchmark in the Indian solar sector. Delta Power Solutions India Pvt Ltd was awarded the Rising Star Award in the category of Utility Scale – Domestic Manufacturer ( DeICEN1000).



# Financial Highlights

## Sales Revenues

Q2'17 total was THB 12.30 billion grew 9.1% when compared with Q2'16

- ✓ EPSBG sale was 4.3 billion grew 7.5 % when compare with Q2'16
- ✓ EVSBG sale was 1.3 billion grew 99.3% when compare with Q2'16

1H'17 total was THB 24.4 billion grew 8.6% when compared with 1H'16

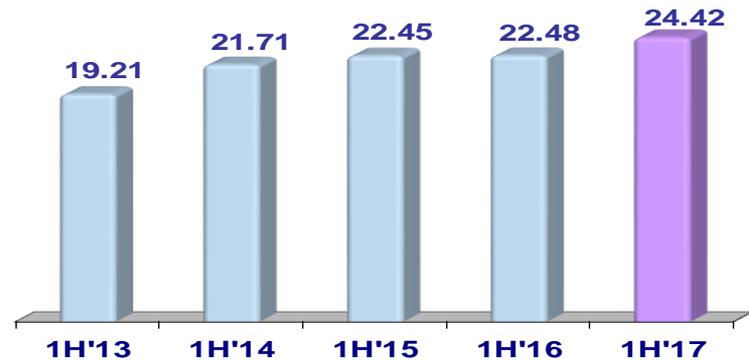
- ✓ EVSBG sale was 2.2 billion grew 81.6% when compare with H1'16
- ✓ MPBG sale was 3.6 billion grew 19.4% when compare with H1'16

THB, Billion

Q2'17



1H'17





## Gross Profit

Q2'17 total was THB 3.1 billion (25.4% of revenue), grew 1.7% when compared with Q2'16.

1H'17 total was THB 6.3 billion (26.0% of revenue), grew 5.1% when compared with 1H'16.

## Q2'17 Financial Highlights – 2





# Q2'17 Financial Highlights – 3

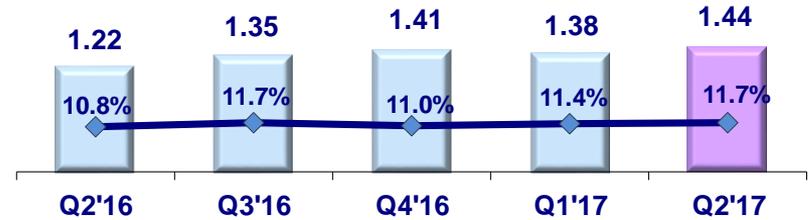
## Operating Profit

Q2'17 total was THB 1.4 billion ( 11.7 % of revenue ), grew 17.9% when compared with Q2'16.

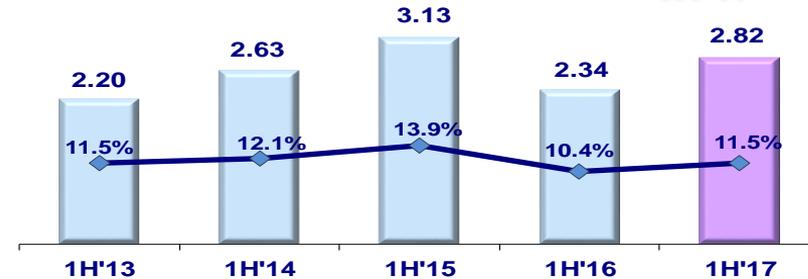
1H'17 total was THB 2.8 billion ( 11.5% of revenue ), grew 20.5% when compared with 1H'16.

THB, Billion

Q2'17



1H'17





# Q2'17 Financial Highlights – 4

## Net Profit

Q2'17 total was THB 0.84 billion ( 7% of revenue ), dropped 36.6% when compared with Q2'16.

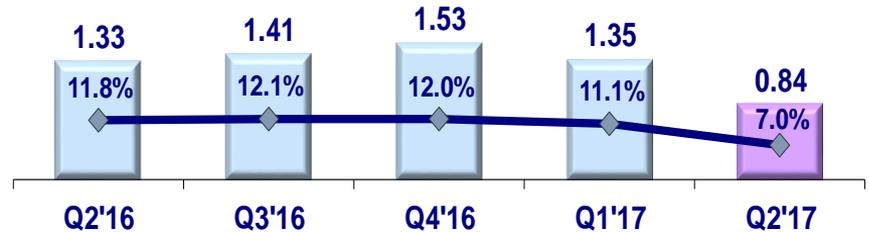
- ✓ Net interest income THB 43 million
- ✓ Foreign Exchange gain THB 5 million

1H'17 total was THB 2.2 billion ( 9.0% of revenue ), dropped 15.1% when compared with 1H'16.

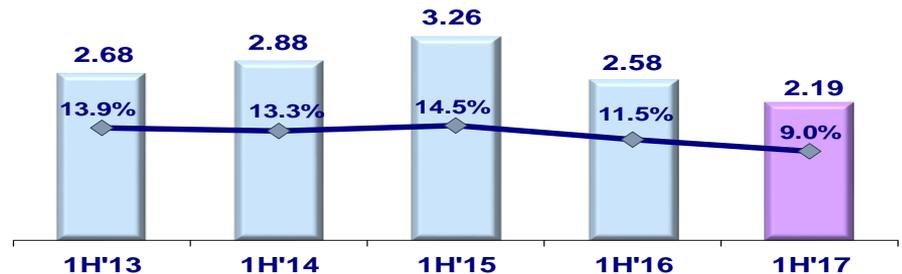
- ✓ Net interest income THB 81 million
- ✓ Foreign Exchange gain THB 30 million

THB, Billion

Q2'17



1H'17





# Consolidated Balance Sheets

Unit : THB Million

|   | 31-Dec-16     | 30-Jun-17     |
|---|---------------|---------------|
| Cash and Cash equiv & Short term Invest | 19,685        | 16,508        |
| Current Investment                      | 431           | 155           |
| Accounts receivable , net               | 10,697        | 10,104        |
| Inventory                               | 7,297         | 7,721         |
| Other Cur .Assets                       | 818           | 776           |
| Fixed assets                            | 5,966         | 6,535         |
| Other assets                            | 1,425         | 2,548         |
| <b>Total assets</b>                     | <b>46,319</b> | <b>44,347</b> |

|   | 31-Dec-16     | 30-Jun-17     |
|---|---------------|---------------|
| Short-term loans                                  | 321           | 116           |
| Accounts payable                                  | 11,249        | 10,728        |
| Other Cur. Liability                              | 832           | 1,543         |
| Non-Cur Liability                                 | 2,026         | 1,884         |
|   |               |               |
| <b>Total liabilities</b>                          | <b>14,428</b> | <b>14,271</b> |
| <b>Total Equities</b>                             | <b>31,891</b> | <b>30,076</b> |
| <b>Total liabilities and Shareholder's equity</b> | <b>46,319</b> | <b>44,347</b> |

| Item               | Unit  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 1H'17 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>Revenue</b>     | THB,B | 43.91 | 43.55 | 33.77 | 32.85 | 27.00 | 35.73 | 38.43 | 40.78 | 41.20 | 44.12 | 46.94 | 46.89 | 24.42 |
| <b>GP</b>          | %     | 18.8% | 18.6% | 22.3% | 24.3% | 26.2% | 26.7% | 23.5% | 26.5% | 26.3% | 26.8% | 27.3% | 26.5% | 26.0% |
| <b>OP</b>          | %     | 4.9%  | 5.2%  | 8.9%  | 9.2%  | 9.1%  | 11.2% | 6.7%  | 10.3% | 11.5% | 12.4% | 13.2% | 10.9% | 11.5% |
| <b>NP</b>          | %     | 5.2%  | 4.5%  | 9.3%  | 8.6%  | 8.1%  | 11.7% | 7.5%  | 10.7% | 13.1% | 13.5% | 14.3% | 11.8% | 9.0%  |
| <b>EPS</b>         | Baht  | 1.92  | 1.58  | 2.53  | 2.32  | 1.76  | 3.33  | 2.30  | 3.49  | 4.34  | 4.78  | 5.38  | 4.42  | 1.76  |
| <b>ROE</b>         | %     | 15.2% | 13.5% | 20.7% | 17.2% | 12.4% | 21.7% | 14.4% | 19.3% | 21.4% | 21.6% | 22.0% | 17.3% | 14.7% |
| <b>D/E ratio</b>   | Times | 0.83  | 0.80  | 0.65  | 0.60  | 0.53  | 0.53  | 0.51  | 0.47  | 0.46  | 0.41  | 0.43  | 0.45  | 0.47  |
| <b>Quick ratio</b> | Times | 1.70  | 1.45  | 1.77  | 1.73  | 1.97  | 1.67  | 1.84  | 2.12  | 2.25  | 2.80  | 2.71  | 2.48  | 2.16  |

Quick ratio : Cash +Invest +Trade AR+ Amt due fm related party/ 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

