

Delta Electronics (Thailand) PCL.

Q3'17 Press Announcement

October 25, 2017



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

Business Outlook



Business Outlook

Market outlook

1. Delta India's Industrial Automation business recorded highest ever PLC component sales in Q3'17. However, India's overall revenue was affected by new GST implementation from Jul 1, 2017 causing major customers delaying orders to later months.
2. DES revenue for Q3'17 in Server, Networking and Telecom (SNT) business achieved budget and exceeded Q2'17 result. Key reasons are due to several new product launches and continuing strength in datacenter related demand for cloud.
3. DES Q3'17 automotive business exceeded budget significantly again. The success is largely due to the team's ability to meet customers' volume and quality demands for both existing and new automotive platforms.
4. DET's regional business in Southeast Asia for Industrial Automation business is continuing to see growth in Q3'17 as compared to Q2'17.

Operations

1. Thailand production revenue achieved Q3'17 budget. Major contribution- Power Electronics and Energy Management.
2. Delta (Thailand) Ranks in the Top 5 on "Electronic Equipment, Instruments & Components" sector of DJSI.
3. Delta's Head Office receives LEED Gold Certification from the U.S. Green Building Council.
4. Thailand's first EV Technology & Innovation Learning Center by Thailand Automotive Institute uses Delta EV charger.
5. Delta wins Thailand's Top Corporate Brand Values Award.
6. Delta wins Thailand Energy Awards 2017 in Two Categories.



Recognition

Delta (Thailand) Ranks in the Top 5 on Electronic Equipment, Instruments & Components Sector of DJSI

Delta Electronics Thailand PCL
ITC Electronic Equipment,
Instruments & Components



Corporate Sustainability Assessment Result

| Rank | Percentile | Company Name |
|------|------------|----------------------------------|
| 1 | 100 | Samsung SDI Co Ltd |
| 2 | 97 | AU Optronics Corp |
| 3 | 94 | Delta Electronics Inc |
| 4 | 92 | Samsung Electro-Mechanics Co Ltd |
| 5 | 89 | Delta Electronics Thailand PCL |

Delta Electronics (Thailand) Public Company Limited is ranked in the top five companies within the “ITC Electronic Equipment, Instruments & Components” sector on the world-renowned Dow Jones Sustainability Index (DJSI).

DJSI is a stock price index jointly compiled by Dow Jones & Company, Inc. in the United States, and RobecoSAM, a research company conducting Corporate Sustainability Assessment (CSA) in Switzerland. DJSI is used to assess the sustainability factors of the world's major companies from Economic, Environmental, and Social perspectives. Participation for assessment is by invitation only.

Recognition

Delta's HQ Receives LEED Gold Certification by U.S. Green Building Council



LEED-EBOM Gold Certification

- First Factory in Thailand to receive LEED certification in EBOM (Existing Buildings: Operations and Maintenance) category
- Energy savings up to 23 % (compared energy baseline including historical data)
- 35% Water Saving Solutions
- SRI of 78- Heat Reduction with Roof Coating
- Delta's Energy Saving Solutions:
 - Solar PV System (3M kWh/yr)
 - Water Efficiency Management
 - Datacenter Solution
 - Energy Management Software
 - Smart HVAC Solution
 - Variable Frequency Drive Elevator
 - Intelligent Lighting



Thailand's First Technology and Innovation Learning Center for Electric Vehicles Uses Delta EV Charger

Recognition



Thailand Automotive Institute Opens Thailand's First Technology and Innovation Learning Center for Electric Vehicles. As part of Delta Electronics (Thailand) PCL. support for Thailand's EV industry development, we had sponsored a state-of-the-art 50kW DC Quick EV Charger and AC Charger to the new learning center. Apart from the EV charging station, the event also showcased many types of EV such as E-Tuk Tuk, E-Bike and EV cars.

Deputy Permanent Secretary of Ministry of Industry presides over the grand opening of Thailand's first Technology and Innovation Learning Center for Electric Vehicles (EV). Dr. Somchai was accompanied by Mr. Adisak Rohitasune, Acting Deputy Director of Thailand Automotive Institute (TAI), at TAI's Bangpoo office in Samut Prakarn province. Delta was represented by Mr. Hsieh Shen-yen, President of Delta, at the opening ceremony.

Delta Wins Thailand's Top Corporate Brand Values Award



Delta Electronics (Thailand) PCL. has been honored for the third consecutive year at the Thailand's Top Corporate Brand values Awards. The company was awarded for achieving the highest corporate brand value in Thailand worth 50,381 million baht.

Professor Bundhit Eua-arporn, Dean of Chulalongkorn University, presenting the Thailand's Top Corporate Brand Values 2017 Award to Mr. Hsieh Shen-yen, President of Delta, at the Sukree Kaewcharoen Auditorium in Stock Exchange of Thailand.

Delta Wins Thailand Energy Awards 2017 in Two Categories



Delta Electronics (Thailand) PCL. won the prestigious Thailand Energy Award 2017 in two categories, namely,

- Outstanding Personnel in Energy Management for Mr. Hsieh Shen-yen, President of Delta
- Outstanding Energy Management Team for Delta's Facility team which is represented by Mr. Pitisook Chitkasem, Plant Administration Senior Manager.

The Thailand Energy Awards is organized annually by the Ministry of Energy in collaboration with the Department of Alternative Energy Development and Efficiency.

Mr. Hsieh Shen-yen (second from the right) and Mr. Pitisook Chitkasem (second from the left) with Delta's Facility team.

Financial Highlights



Q3'17 Financial Highlights – 1

Sales Revenues

Q3'17 total was THB 12.19 billion grew 4.6% when compared with Q3'16

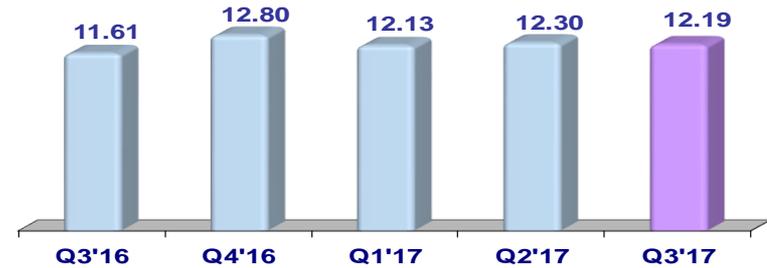
- ✓ EVSBG sale was 1.3 billion grew 49.3% when compare with Q3'16
- ✓ EPSBG sale was 4.5 billion grew 9.7% when compare with Q3'16
- ✓ ICTBG sale was 1.9 billion drop 8.8% when compare with Q3'16

Q3'17 YOY total was THB 36.57 billion grew 7.3% when compared with Q3'16

- ✓ EVSBG sale was 3.5 billion grew 68.4% when compare with Q3'16

THB, Billion

Q3'17 QOQ



Q3'17 YOY





Q3'17 Financial Highlights – 2

Gross Profit

Q3'17 total was THB 3.1 billion (25.5% of revenue), grew 0.7% when compared with Q3'16.

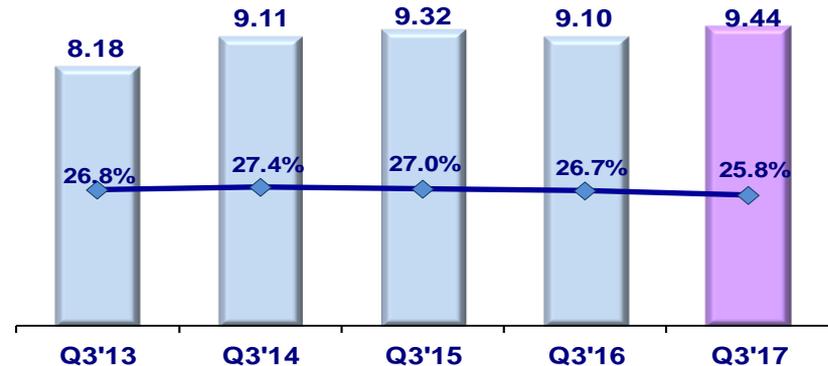
Q3'17 total was THB 9.4 billion (25.8% of revenue), grew 3.7% when compared with Q3'16.

THB, Billion

Q3'17 QOQ



Q3'17 YOY





Q3'17 Financial Highlights – 3

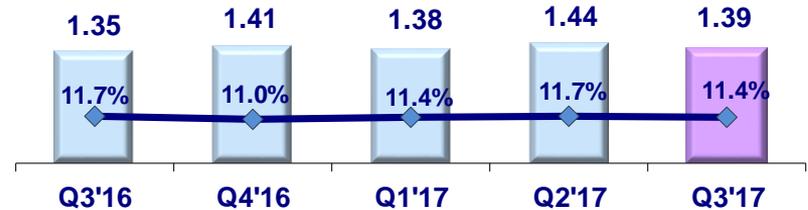
Operating Profit

Q3'17 total was THB 1.4 billion (11.4 % of revenue), grew 2.7% when compared with Q3'16.

Q3'17 total was THB 4.2 billion (11.5% of revenue), grew 14.1% when compared with Q3'16.

THB, Billion

Q3'17 QOQ



Q3'17 YOY





Q3'17 Financial Highlights – 4

Net Profit

Q3'17 total was THB 1.4 billion (11.6% of revenue), grew 0.3% when compared with Q3'16.

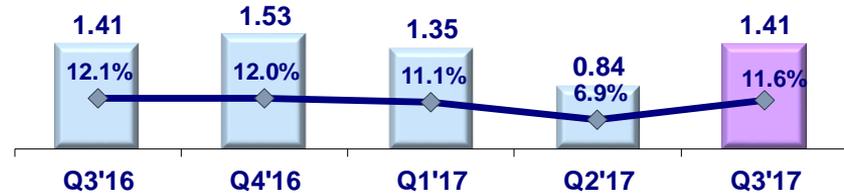
- ✓ Net interest income THB 47 million
- ✓ Foreign Exchange gain THB 8 million

Q3'17 total was THB 3.6 billion (9.9% of revenue), dropped 9.6% when compared with Q3'16

- ✓ Net interest income THB 129 million
- ✓ Foreign Exchange gain THB 38 million

THB, Billion

Q3'17 QOQ



Q3'17 YOY





Consolidated Balance Sheets

Unit : THB Million

| | 31-Dec-16 | 30-Sep-17 |
|---|---------------|---------------|
| Cash and Cash equiv & Short term Invest | 19,685 | 17,534 |
| Current Investment | 431 | 221 |
| Accounts receivable , net | 10,697 | 9,706 |
| Inventory | 7,297 | 8,024 |
| Other Cur .Assets | 818 | 1,029 |
| Fixed assets | 5,966 | 6,695 |
| Other assets | 1,425 | 2,505 |
| Total assets | 46,319 | 45,714 |

| | 31-Dec-16 | 30-Sep-17 |
|---|---------------|---------------|
| Short-term loans | 321 | 265 |
| Accounts payable | 11,249 | 11,336 |
| Other Cur. Liability | 832 | 925 |
| Non-Cur Liability | 2,026 | 1,879 |
| | | |
| Total liabilities | 14,428 | 14,405 |
| Total Equities | 31,891 | 31,308 |
| Total liabilities and Shareholder's equity | 46,319 | 45,714 |

| Item | Unit | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | Q3'17 YOY 2017 |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------------------|
| Revenue | 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 | 36.57 |
| GP | % | 18.8% | 18.6% | 22.3% | 24.3% | 26.2% | 26.7% | 23.5% | 26.5% | 26.3% | 26.8% | 27.3% | 26.5% | 25.8% |
| OP | % | 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% |
| NP | % | 5.2% | 4.5% | 9.3% | 8.6% | 8.1% | 11.7% | 7.5% | 10.7% | 13.1% | 13.5% | 14.3% | 11.8% | 9.8% |
| EPS | 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 | 2.89 |
| ROE | % | 15.2% | 13.5% | 20.7% | 17.2% | 12.4% | 21.7% | 14.4% | 19.3% | 21.4% | 21.6% | 22.0% | 17.3% | 15.3% |
| D/E ratio | 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 | 0.46 |
| Quick ratio | 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 | 2.19 |

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

