

# Delta Electronics (Thailand) PCL. Q4'17 Press Announcement

February 27, 2018



Time	Topics	Presenter
11:20	Registration	
11:30	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
11:35	Business Outlook	Mr. Dick Hsieh President
11:45	Financial Highlight	Mrs. Aruwan Sangrung-a-run CFO
11:55	Q&A	Ms. Kulwadee Kawayawong Investor Relations
12:15	Meeting adjourn	

# Business Outlook



# Business Outlook

## Market outlook

1. Delta India's Q4'17 revenue gained significant growth over Q3'17. Y2017 had also seen significant growth as compared to Y2016.
2. DET's automotive business revenue for Q4'17 as compared to Q3'17; and for Y2017 as compared to Y2016 have exceeded budget significantly. While 2016 demand was mainly driven by plug-in hybrid (PHEV) market, 2017 saw further boost from fully electrical vehicles (BEV).
3. DET's regional business in Southeast Asia for Industrial Automation business is continuing its healthy growth momentum in Q4'17 as compared to Q3'17; and also for Y2017 as compared to Y2016.

## Operations

1. Thailand production revenue achieved USD 1 billion . Major contribution- Power Electronics and Energy Management.
2. Delta awarded SET Sustainability Awards 2017- Rising Star Award and selected for THIS.
3. Delta receives three Gold Level National Occupational Safety and Health Awards 2017.

## SET Sustainability Awards 2017- Rising Star Award, THSI

*November 06, 2017*

At the SET Sustainability Awards 2017 ceremony  
Delta Electronics (Thailand) PCL. was awarded:

- Rising Star Award for listed companies with market capitalization >100,000 million baht
- Thailand Sustainability Investment Award 2017 (THSI)



# Recognition

## Delta Electronics (Thailand) PCL. Attains Excellence in Corporate Governance Score

*October 17, 2017*

Delta Electronics (Thailand) PCL. has attained the score of “Excellent” for Corporate Governance (CG) score which is reported on The Thai Institute of Directors Association (IOD) Corporate Governance Report (CGR), with support from the Stock Exchange of Thailand (SET).



# Financial Highlights



# Q4'17 Financial Highlights – 1

## Sales Revenues

**Q4'17 total was THB 12.70 billion, dropped 0.8% when compared with Q4'16.**

**Y2017 total was THB 49.27 billion, grew 5.1% when compared with Y2016.**

- ✓ EVSBG sale was 5.0 billion grew 73.2% when compare with Y2016.

THB, Billion

QOQ



YOY





# Q4'17 Financial Highlights – 2

## Gross Profit

Q4'17 total was THB 3.1 billion (24.5% of revenue), dropped 6.2% when compared with Q4'16.

Y2017 total was THB 12.5 billion (25.5% of revenue), grew 1.1% when compared with Y2016.

- ✓ Impact by the appreciation of Baht.





# Q4'17 Financial Highlights – 3

## Operating Profit

Q4'17 total was THB 1.4 billion (10.7% of revenue), dropped 3.2% when compared with Q4'16.

Y2017 total was THB 5.6 billion ( 11.3% of revenue ), grew 9.3% when compared with Y2016.

THB, Billion

QOQ



YOY





# Q4'17 Financial Highlights – 4

## Net Profit

**Q4'17 total was THB 1.3 billion (10.5% of revenue), dropped 13.3% when compared with Q4'16.**

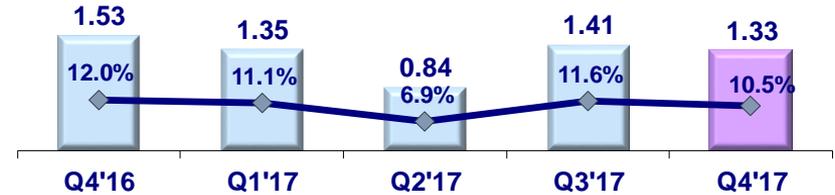
- ✓ Net interest income THB 44 million
- ✓ Foreign Exchange gain THB 26 million

**Y2017 total was THB 4.9 billion (10.0% of revenue), dropped 10.6% when compared with Y2016.**

- ✓ Net interest income THB 173 million
- ✓ Foreign Exchange gain THB 64 million

THB, Billion

QOQ



YOY





## Consolidated Balance Sheets

Unit : THB Million

	31-Dec-16	31-Dec-17
Cash and Cash equiv & Short term Invest	19,685	17,320
Current Investment	431	215
Accounts receivable , net	10,697	10,468
Inventory	7,297	7,684
Other Cur .Assets	818	866
Fixed assets	5,966	7,302
Other assets	1,425	2,298
<b>Total assets</b>	<b>46,319</b>	<b>46,154</b>

	31-Dec-16	31-Dec-17
Short-term loans	321	229
Accounts payable	11,249	10,480
Other Cur. Liability	832	1,127
Non-Cur Liability	2,026	1,844
<b>Total liabilities</b>	<b>14,428</b>	<b>13,680</b>
<b>Total Equities</b>	<b>31,891</b>	<b>32,474</b>
<b>Total liabilities and Shareholder's equity</b>	<b>46,319</b>	<b>46,154</b>



## 2017 Key Financial ratio

Item	Unit	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<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	49.27
<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%	25.5%
<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%	11.3%
<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%	10.0%
<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	3.95
<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%	15.2%
<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	0.42
<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	2.37

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](http://www.deltathailand.com)  
or scan the QR code



Our Website



Our Annual  
Report



Our Sustainability  
Development  
Report

