



25 April 2019

To: The President
The Stock Exchange of Thailand

Re: Q1-2019 operating results

We, Delta Electronics (Thailand) Public Company Ltd, would like to notify the Company's Q1-2019 (Jan-Mar) operating results based on its reviewed consolidated financial statements ended 31 March 2019 as follows.

Highlights on Q1-2019 Operating results

Unit : Million Baht	Q1-19		Q1-18		Q4-18		% Change	
	Amount	%	Amount	%	Amount	%	Q1-19 VS Q1-18	Q1-19 VS Q4-18
Sales Revenue	12,949	100.0	12,511	100.0	13,660	100	3.5	(5.2)
Gross profit	2,978	23.0	2,731	21.8	3,145	23.0	9.0	(5.3)
Operating profit	979	7.6	1,020	8.2	1,050	7.7	(4.0)	(6.8)
Net profit	1,083	8.4	1,054	8.4	1,004	7.4	2.7	7.9
EPS (Baht)	0.87		0.85		0.80			

Sales revenues and Service Income of this quarter amounting to Baht 12,949 million, went up 3.5% from those of the same period last year but slightly dropped 5.2% from last quarter due to electric vehicle business slowdown and telecommunication technology life cycle impact .

Gross profit of this quarter amounted to Baht 2,978 million, 9.0% went up from the same quarter of last year due to the demand and supply in electronic commodity market came back to normal situation in Q1'2019 and 5.3% down from last quarter mainly because of the significant slowdown in electric vehicle business, As a results of the above reasons, gross margin has remain at 23.0%, same as last quarter and went up from 21.8% from the same quarter of last year.

Selling and administrative expenses (including research and development – R&D) in Q1'19 went up 16.7% from Q1'18 and keep close to Q4'18 due to the R&D and sales force invested in order to enhance the capability to develop new products to catch up with the technology changing and the dynamic marketing.

Operating profit in Q1-19 totaling Baht 979 million or Baht 71 million down from the same quarter of last year making operating profit margin dropped from 8.2% in the same quarter last year to 7.6% following the increase of Selling and administrative expenses as mentioned earlier. Net profit in this quarter is Baht 1,083 million, 2.7% went up from the same period last year, with EPS of Baht 0.87, compared to Baht 0.85 in Q1-18.



Highlight on Financial Position

Unit : Million Baht	31 Mar 2019	31 Dec 2018	% Change
Cash and cash equivalents	15,692	15,608	0.5
Current investments	107	223	(51.9)
Trade and other receivables	10,849	11,558	(6.1)
Inventories	10,383	9,461	9.8
Investments in associated companies	527	536	(1.8)
Consolidation goodwill	430	438	(1.9)
Property, plant and equipment	9,045	8,177	10.6
Other assets	2,485	2,200	13.0
Tota Assets	49,518	48,201	2.7
Trade and other payables	11,816	11,801	0.1
Liabilities and provision from tax assessments	239	239	0.0
Other current liabilities	445	317	40.3
Provision for long-term employee benefit	1,201	1,234	(2.7)
Other non-current liabilities	706	668	5.7
Total liabilities	14,406	14,260	1.0
Total shareholders' equity	35,111	33,941	3.4
Total liabilities and shareholders' equity	49,518	48,201	2.7

Total Assets

As of 31 March 2019, total assets of the company and its subsidiaries stood at Baht 49,518 million, insignificantly changed from those of 31 December 2018. Some changes in key assets are summarized below.

Net trade and other receivables as of 31 March 2019 were Baht 10,849 million, decrease of Baht 709 million or 6.7% down from its balance as of 31 December 2018. Most of the outstanding balance of trade and other receivables, almost 88% of total net trade and other receivables, were under current due.

Inventory (net) as of 31 March 2019 amounted to Baht 10,383 million, an increase of Baht 923 million or 9.7% from those of 31 December 2018. The major increase item is raw material which is result from the strategic buy of raw material under the abnormal market situation in last year.



Property, plant and equipment as of 31 March 2019 amounted to 9,045 million baht, an increase of Baht 868 million or 10.6% from those of 31 December 2018. The company and its subsidiaries have invested in Research & Development center in India and invested in machinery and equipment for replacements and improvement of production capacity and efficiency aiming for a production automation in Thailand under the scheme of “Delta Smart Manufacturing”.

Total Liabilities

As of 31 March 2019, total liabilities of the company and its subsidiaries stood at Baht 14,406 million, slightly up from those of 31 December 2018. Major change in liabilities is other current liabilities and accrued expenses.

Shareholders' Equity

As of 31 March 2019, shareholders' equity of the company and its subsidiaries were Baht 35,111 million, an increase of Baht 1,171 million or 3.4% from those of 31 December 2018. This is attributed to the profits generated during the first quarter of this year totally Baht 1,083 million.

Please be informed accordingly.

Anusorn Muttaraid
Director