

# Delta Electronics (Thailand) PCL.

## Q1'18 Press Announcement

May 2, 2018



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 continues its growth momentum with Q1'18 revenue gaining significant growth over Q4'17.
2. DES' Industrial & Medical Business (IM) business continues to see positive outlook for 2018 and achieving sales budget. Medical related products significantly exceeded Q1'18 sales budget.
3. DES' automotive business seen good revenue growth for Q1'18 as compared to Q4'17. End user demand is increasing from quarter to quarter and expect to be so for rest of the year. Major demand increases are On-board charges and and DCDC converters.
4. DET's regional business in Southeast Asia for Industrial Automation business is meeting sales budget and continuing its healthy growth trend in Q1'18 as compared to Q4'17. Most significant growth is seen in Australia.

## Operations

1. Thailand production revenue achieved Q1'18 budget. Major contributions- Power Electronics and Energy Management.
2. Delta awarded Robecosam's Sustainability Award- Bronze Class 2018.
3. Delta is ranked 94th, among 191 stocks, in SET's Dividend Universe 2017.

## Robecosam's Sustainability Award- Bronze Class 2018



**ROBECOSAM**  
Sustainability Award  
Bronze Class 2018

*February 12, 2018*

- Delta Electronics (Thailand) PCL. won a global distinction with Robecosam's Sustainability Award- Bronze Class 2018.
- The award recognizes Delta's excellent sustainability performance for ranking among the top 5 in the Dow Jones Sustainability Index within its industry.
- The only Thai company to earn this award in the electronics category.



*October 31, 2017*

- Delta prioritizes sustainable industry sectors including electric vehicles (EV), automation, robotics and clean energy.
- Its performance is reflected in its dividend payout as recognized by the Stock Exchange of Thailand (SET)'s Dividend Universe 2017. The company is ranked 94th, among 191 stocks.
- The list is a survey that ranks the highest dividend payout among SET listed companies.

# Financial Highlights

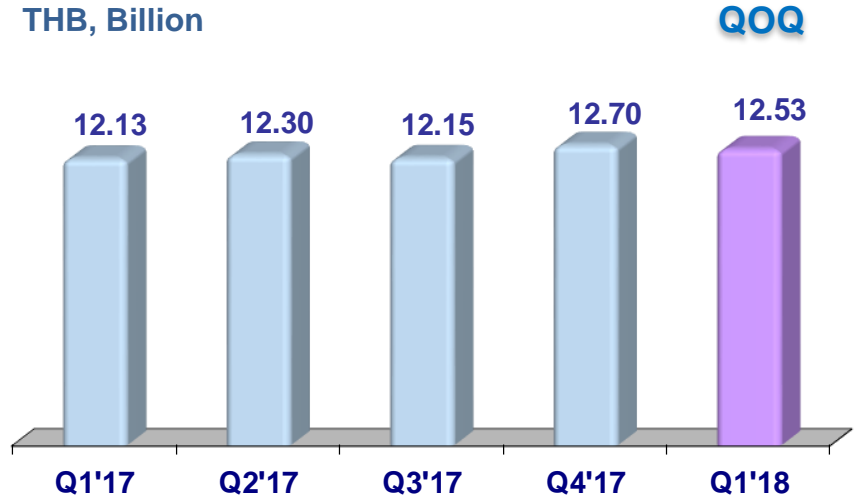


# Q1'18 Financial Highlights – 1

## Sales Revenues

**Q1'18 total was THB 12.53 billion, grew 3.3% when compared with Q1'17.**

- ✓ **Sales revenue in USD grew 15.1% (USD 397M in Q1'18)**
- ✓ **Sales growth remains driven by Power Electronics business group, especially power supplies for automotive sector (Electric Vehicle Solution)**







# Q1'18 Financial Highlights – 2

## Gross Profit

Q1'18 total was THB 2.73 billion (21.8% of revenue), dropped 15.1% when compared with Q1'17.

- ✓ The significant appreciation of THB/USD from average 35.11 in Q1'17 to average 31.54 in Q1'18
- ✓ Shortage of some electrical parts





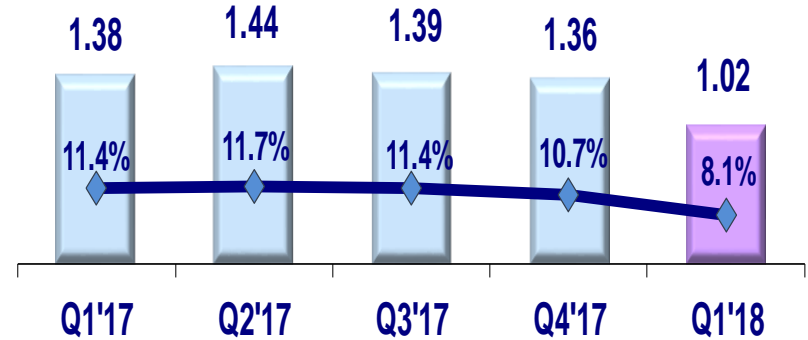
# Q1'18 Financial Highlights – 3

## Operating Profit

Q1'18 total was THB 1.0 billion (8.1% of revenue), dropped 25.9% when compared with Q1'17.

THB, Billion

QOQ





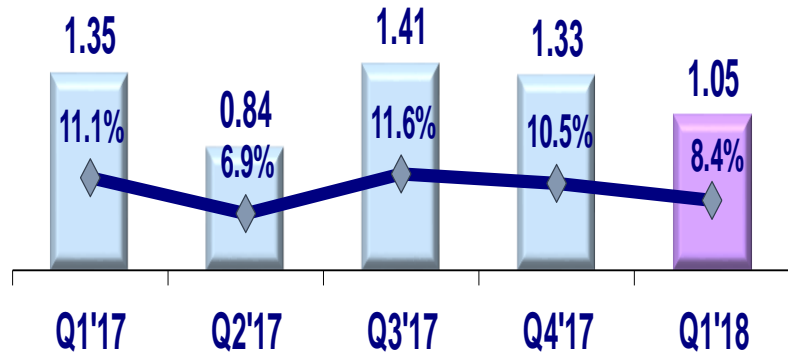
# Q1'18 Financial Highlights – 4

## Net Profit

Q1'18 total was THB 1.05 billion (8.4% of revenue), dropped 21.8% when compared with Q1'17.

THB, Billion

QOQ





# Consolidated Balance Sheets

Unit : THB Million

	31-Dec-17	31-Mar-18
Cash and Cash equiv & Short term Invest	17,320	17,833
Current Investment	215	
Accounts receivable , net	10,468	10,352
Inventory	7,684	7,995
Other Cur .Assets	866	917
Fixed assets	7,302	7,285
Other assets	2,298	2,360
<b>Total assets</b>	<b>46,154</b>	<b>46,741</b>

	31-Dec-17	31-Mar-18
Short-term loans	229	215
Accounts payable	10,480	11,022
Other Cur. Liability	1,127	570
Non-Cur Liability	1,844	1,824
<b>Total liabilities</b>	<b>13,680</b>	<b>13,631</b>
<b>Total Equities</b>	<b>32,474</b>	<b>33,110</b>
<b>Total liabilities and Shareholder's equity</b>	<b>46,154</b>	<b>46,741</b>

## 2018 Key Financial ratio

Itemf	Unit	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Q1'18
<b>Revenue</b>	THB,B	43.55	33.77	32.85	27.00	35.73	38.43	40.78	41.20	44.12	46.94	46.89	49.27	12.52
<b>GP</b>	%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	21.8%
<b>OP</b>	%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	8.1%
<b>NP</b>	%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	8.4%
<b>EPS</b>	Baht	1.58	2.53	2.32	1.76	3.33	2.30	3.49	4.34	4.78	5.38	4.42	3.95	0.85
<b>ROE</b>	%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	12.7%
<b>D/E ratio</b>	Times	0.80	0.65	0.60	0.53	0.53	0.51	0.47	0.46	0.41	0.43	0.45	0.42	0.41
<b>Quick ratio</b>	Times	1.45	1.77	1.73	1.97	1.67	1.84	2.12	2.25	2.80	2.71	2.48	2.37	2.39

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

