

# Delta Thailand Briefing

1Q23 Earnings – Three Month Period Ended 31 March 2023

April, 2023

Delta Confidential



# Corporate Mission

To provide innovative, clean and energy-efficient solutions for a better tomorrow.



**1,508 Delta PV inverters with up to 98.6% efficiency support a 75.4MW solar energy project in Denmark to power 32,250 homes / year**

# Brand Promise

## Smarter. Greener. Together.

### "Smarter"

is our continuous innovation in power electronics technology.

### "Greener"

represents Delta's mission since our founding.

### "Together"

is our business philosophy in building long-term partnership with our stakeholders.



# Global Operations



Delta Thailand Group

|    | Country     | Sales Office | Factory | R&D |
|----|-------------|--------------|---------|-----|
| 1  | Thailand    | •            | •       | •   |
| 2  | India       | •            | •       | •   |
| 3  | Australia   | •            |         |     |
| 4  | Singapore   | •            |         | •   |
| 5  | Vietnam     | •            |         |     |
| 6  | Indonesia   | •            |         |     |
| 7  | Philippines | •            |         |     |
| 8  | Myanmar     | •            | •       |     |
| 9  | Germany     |              |         | •   |
| 10 | Slovakia    |              | •       |     |
| 11 | Romania     |              |         | •   |
| 12 | USA         |              |         | •   |
| 13 | UK          |              |         | •   |

| Delta Group     | Asia-Pacific | Americas | EMEA | Total |
|-----------------|--------------|----------|------|-------|
| ■ Sales Offices | 98           | 27       | 33   | 158   |
| ■ Plant Sites   | 41           | 6        | 4    | 51    |
| ■ R&D Centers   | 48           | 10       | 15   | 73    |

# Delta Group Overview

- **Founded in 1971**
- **World's Leader in Switching Power Supplies and DC Brushless Fans**
- Dedicated to providing:
  - Telecom Power Systems
  - Industrial Automation
  - Passive and Magnetic Components
  - Networking Products
  - Visual Displays
  - Data Center Infrastructure
  - Renewable Energy and Energy Storage
  - EV Charging Infrastructure

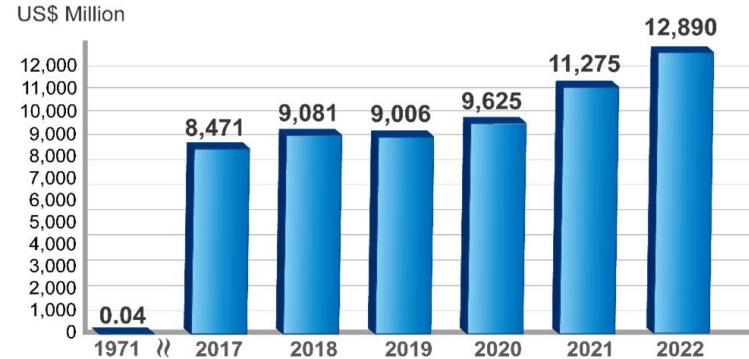


Bruce Cheng  
Founder and Honorary Chairman



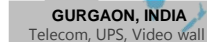
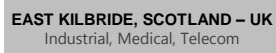
Yancey Hai  
Chairman

## Worldwide Revenues



# Delta Thailand Overview

- **Founded in 1988**
- **Thailand's largest listed electronics manufacturer on the Stock Exchange of Thailand (SET)**
- **Business management center** for Southeast Asia, India and Australia/ New Zealand markets
- **Product development management center with R&D centers in Bangkok (Thailand), Soest/ Teningen (Germany),UK, USA, India and Bucharest (Romania).**
- **Manufacturing management center** to synergize advanced technologies and highly efficient production across manufacturing plants in Thailand, India, Slovakia and Myanmar.



## Group R&D

# Delta Thailand Diversified Production Facilities

## Strategic locations of Thailand factories

Delta Thailand's manufacturing plants are built near important seaports and international airport to ensure efficiency and security of logistics for global and regional delivery.



| Country     | Location          | Occ %*  | Product                                                                                                                             |                                                   |
|-------------|-------------------|---------|-------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|
| Thailand    | Bangpoo: Plant 1  | 100%    | Automotive Electronics Product                                                                                                      |                                                   |
|             | Bangpoo: Plant 3  | 98%     | DNI Delta networking product                                                                                                        |                                                   |
|             | Bangpoo: Plant 5  | 96%     | IT/ Appliance/ Industrial Power Solutions/ Customer Design Power/ Communication & Information Solutions/ Industrial & Medical Power |                                                   |
|             | Wellgrow: Plant 6 | 93%     | DC Fan/ EMI Filter & Solenoids                                                                                                      |                                                   |
|             | Wellgrow: Plant 7 | 100%    | Computer & Networking/ DC Power                                                                                                     |                                                   |
|             | Myanmar           | Yangon  | N/A                                                                                                                                 | Magnetics & Solenoids Product for Internal Use    |
|             | India             | Gurgaon | 84%                                                                                                                                 | Display solutions products/ Industrial Automation |
| Rudrapur    |                   | 67%     | Telecom Power System/ UPS/ Wind Power Converter                                                                                     |                                                   |
| Krishnagiri |                   | 82%     | Power Supply/ Industrial Automation                                                                                                 |                                                   |
| Slovakia    | Nova Dubnica      | 81%     | Medical & Industrial Power Supply/ Bulk Power/ Telecom Power System                                                                 |                                                   |
|             | Liptovsky Hradok  | 80%     | Eltek Telecom Power System                                                                                                          |                                                   |

\* Occupancy As at 31 December 2022



# Major Shareholders

A subsidiary of Delta Electronics, Inc. (Taiwan)

## Top Shareholders (as of 1 March 2023)

|                                                                        | Holding              | %              |
|------------------------------------------------------------------------|----------------------|----------------|
|                                                                        | 534,479,306          | 42.85%         |
| DELTA INTERNATIONAL HOLDING LIMITED                                    | 191,984,450          | 15.39%         |
| CITI (NOMINEES) LIMITED-CBHK-PBGSG-RESTRICTED SHARES                   | 172,845,420          | 13.86%         |
| DELTA ELECTRONICS INC.                                                 | 69,128,140           | 5.54%          |
| THE HONGKONG AND SHANGHAI BANKING CORPORATION LIMITED, HONGKONG BRANCH | 60,200,000           | 4.83%          |
| RAFFLES NOMINEES (PTE) LIMITED                                         | 57,857,500           | 4.64%          |
| UBS AG HONG KONG BRANCH                                                | 54,760,000           | 4.39%          |
| THAI NVDR COMPANY LIMITED                                              | 40,108,816           | 3.22%          |
| SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED                           | 11,270,567           | 0.90%          |
| STATE STREET EUROPE LIMITED                                            | 7,574,457            | 0.61%          |
| OTHERS                                                                 | 47,172,958           | 3.78%          |
| <b>Total Shareholdings</b>                                             | <b>1,247,381,614</b> | <b>100.00%</b> |



# Business Categories

## Power Electronics



Power & System  
Components  
Fans & Thermal Management  
Automotive Electronics



## Automation



Industrial Automation  
Building Automation



## Infrastructure



ICT Infrastructure  
Energy Infrastructure & Industrial  
Solutions



# Delta Solutions Address Global Megatrends

## Rapid Urbanization (City Infra and Smart Application)

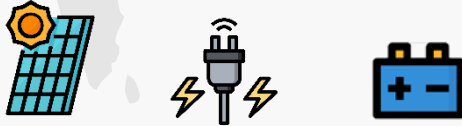
### Sustainable City and Building



### Connectivity and e-Commerce



### Energy Infrastructure



### Manufacturing Expansion



## Demographic Shift (Population Bonus and Middle Class)

Climate Change  
(Renewables and Energy Application)

Technology Adoption  
(Connected and Smart Manufacturing)

# Delta Green Solutions



# Delta is Everywhere

We Provide the Answers with High Value Added Products & Solutions



*Delta datacenter  
for leading telco  
in Vietnam*



*Delta provides Mitsubishi  
Thailand with EV charger  
and battery solutions*

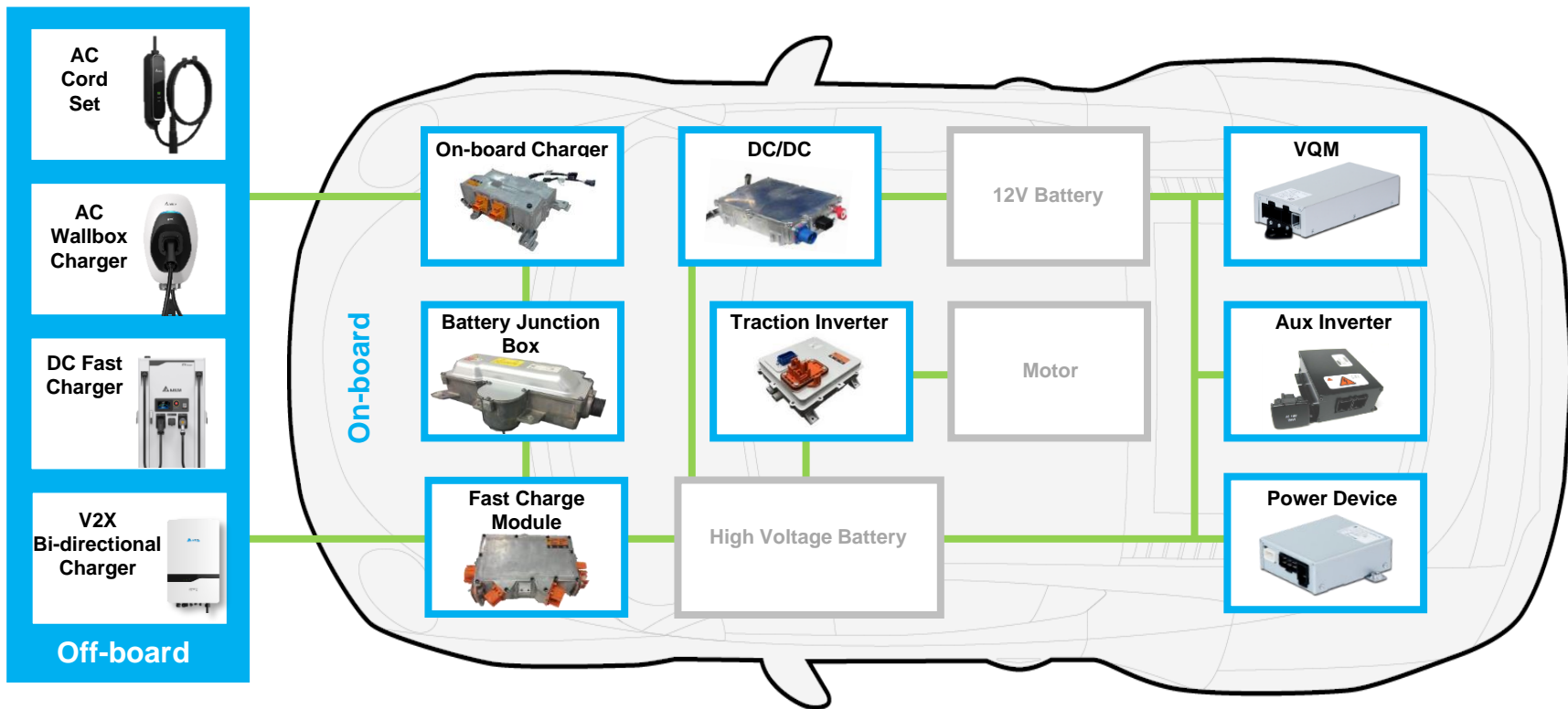


*Delta security  
cam in Bangkok's  
public transport*



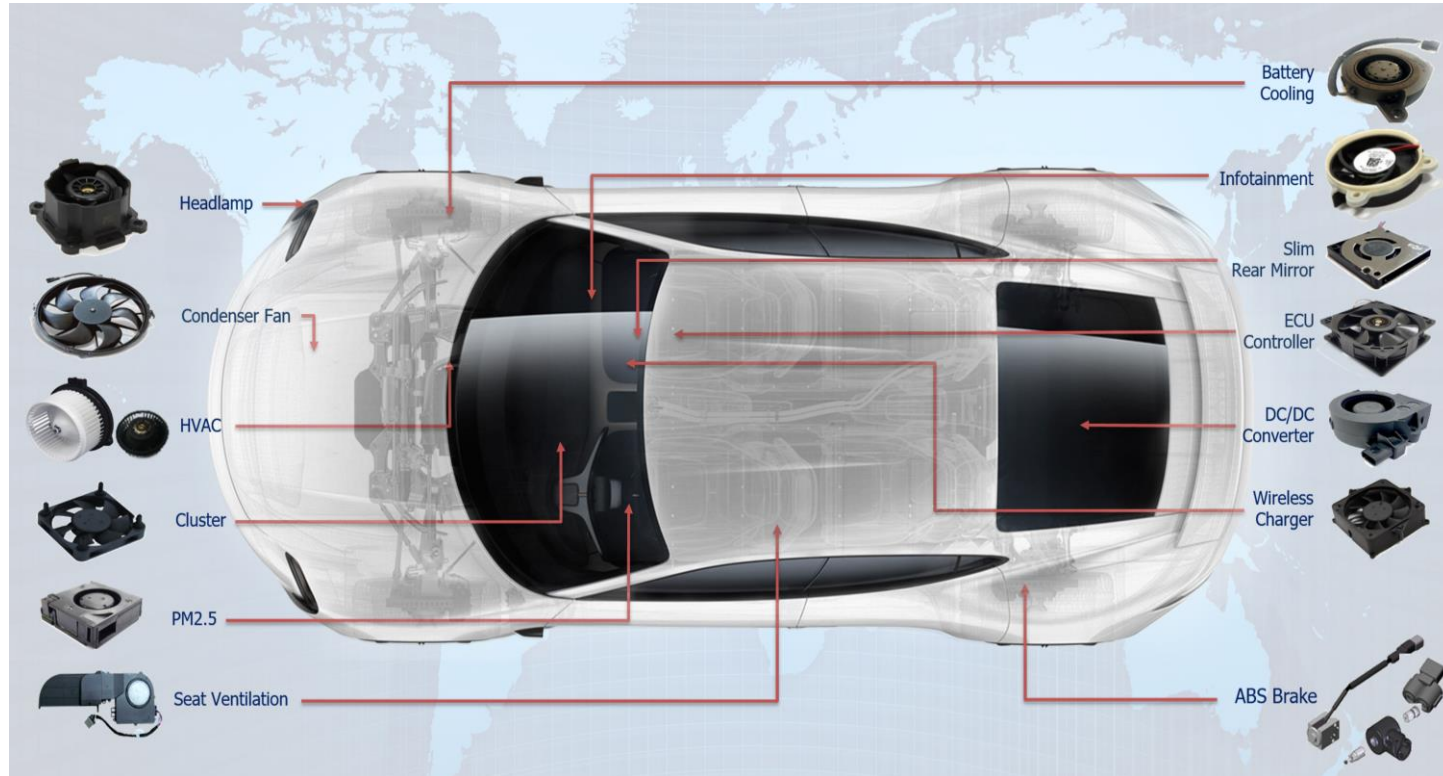
*Delta EV chargers in  
major Bangkok mall*

# Electric Vehicle Solutions



Delta Product 2016 2022 2030 Lighter , Smaller & High Power

# EV/ Vehicle Thermal Management Products



# A Business Built on Sustainability

Environmental, Social, Governance

Mission Statement

“To provide innovative, clean and energy-efficient solutions for a better tomorrow.”



Innovation

Eco-efficient operation

Partnership

## Delivering Value Add for Stakeholders

Shareholders

Good Returns

Customer

High Value Added Products/ Solutions

Employee

Well-being

Supplier

Partnership

Community

Give Back



# ESG Award & Recognition



Dow Jones Sustainability World Index  
2021  
By S&P Global



ASEAN Energy Awards 2020  
Large Industry- Energy Management  
By ASEAN Centre for Energy



2020 & 2021  
Thailand Energy Awards  
By The Ministry of Energy



2019  
SET Best Sustainability Excellence Award  
By Stock Exchange of Thailand



**FTSE4Good**

2017 - 2021  
Listed in the FTSE4Good Emerging Index, part  
of London Stock Exchange Group



2019 Thailand's Top  
Corporate Brand Hall of Fame  
By Chulalongkorn University



2018 Prime Minister's Industry  
Award: CSR Category  
By Ministry of Commerce



2016 - 2021  
Excellence in CG Score  
By IOD for CG Report



# 1Q-2023 Financial Performance

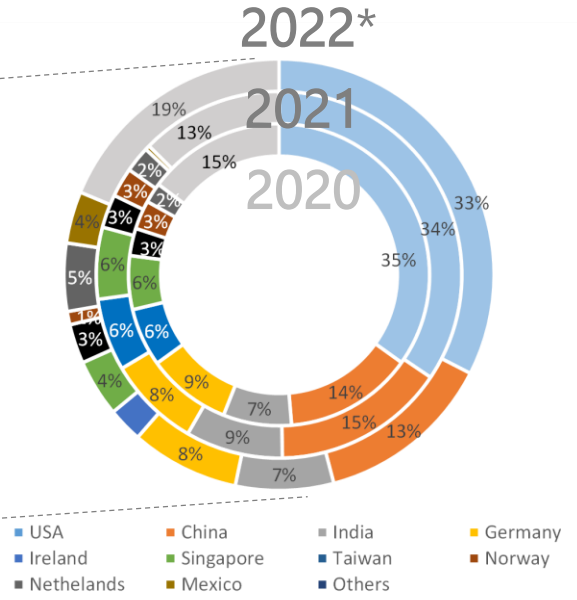
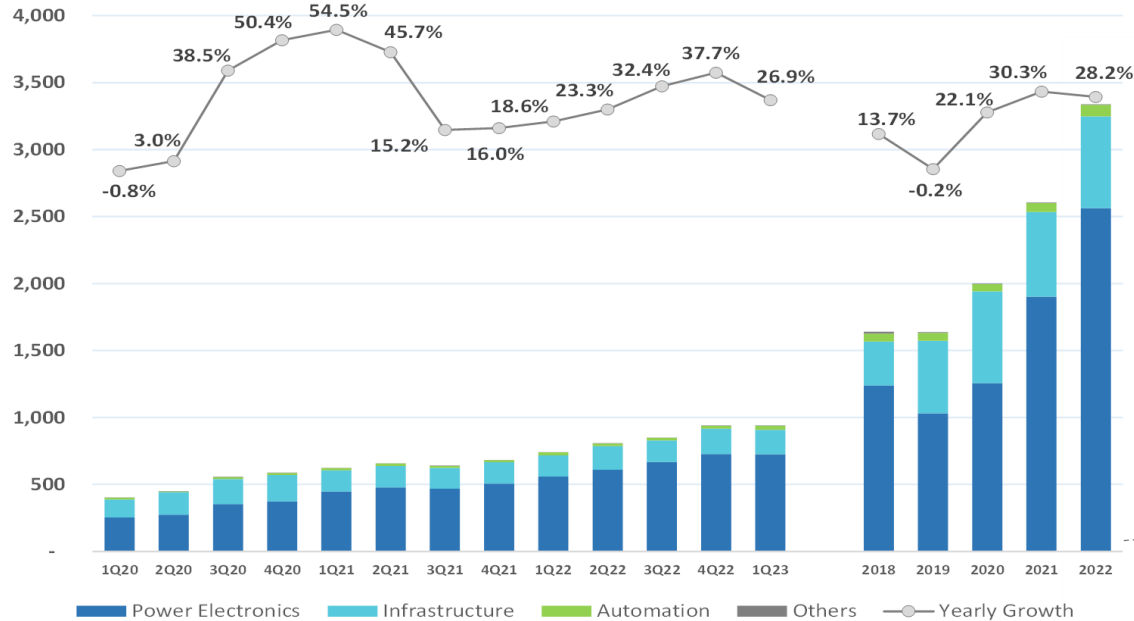
# Financial Highlights

Unit : USD Million

| Product Group       | 1Q21                     | 2Q21                     | 3Q21                     | 4Q21                     | 1Q22                      | 2Q22                       | 3Q22                       | 4Q22                       | 1Q23                       | 1H22                       | 2H22                       | 2019                     | 2020                       | 2021                      | 2022                       |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|--------------------------|----------------------------|---------------------------|----------------------------|
| Power Electronics   | 448                      | 478                      | 470                      | 507                      | 558                       | 610                        | 667                        | 727                        | 726                        | 1,168                      | 1,394                      | 1,032                    | 1,256                      | 1,903                     | 2,562                      |
| Infrastructure      | 158                      | 161                      | 154                      | 159                      | 160                       | 177                        | 161                        | 188                        | 183                        | 337                        | 349                        | 539                      | 686                        | 631                       | 686                        |
| Automation          | 18                       | 16                       | 16                       | 15                       | 21                        | 21                         | 20                         | 23                         | 30                         | 42                         | 44                         | 60                       | 53                         | 66                        | 86                         |
| Others              | 1                        | 1                        | 1                        | 1                        | 2                         | 1                          | 0                          | 1                          | 1                          | 2                          | 1                          | 5                        | 4                          | 4                         | 3                          |
| <b>Sale Revenue</b> | <b>625</b>               | <b>656</b>               | <b>641</b>               | <b>682</b>               | <b>741</b>                | <b>809</b>                 | <b>849</b>                 | <b>939</b>                 | <b>940</b>                 | <b>1,549</b>               | <b>1,788</b>               | <b>1,636</b>             | <b>1,999</b>               | <b>2,604</b>              | <b>3,337</b>               |
| <b>YoY Growth</b>   | <b>55%</b>               | <b>46%</b>               | <b>15%</b>               | <b>16%</b>               | <b>19%</b>                | <b>23%</b>                 | <b>32%</b>                 | <b>38%</b>                 | <b>27%</b>                 | <b>21%</b>                 | <b>35%</b>                 | <b>(0.2%)</b>            | <b>22%</b>                 | <b>30%</b>                | <b>28%</b>                 |
| Gross Profit        | 136<br>21.8%             | 144<br>22.0%             | 124<br>19.4%             | 134<br>19.6%             | 157<br>21.3%              | 204<br>25.3%               | 197<br>23.2%               | 232<br>24.7%               | 195<br>20.8%               | 362<br>23.4%               | 429<br>24.0%               | 337<br>20.6%             | 488<br>24.4%               | 539<br>20.7%              | 791<br>23.7%               |
| Operating Profit    | 46<br>7.4%               | 45<br>6.8%               | 40<br>6.2%               | 56<br>8.2%               | 69<br>9.3%                | 113<br>14.0%               | 102<br>12.0%               | 129<br>13.7%               | 97<br>10.4%                | 182<br>11.7%               | 230<br>12.9%               | 75<br>4.6%               | 215<br>10.7%               | 187<br>7.2%               | 412<br>12.3%               |
| <b>Net Profit</b>   | <b>58</b><br><b>9.2%</b> | <b>53</b><br><b>8.0%</b> | <b>46</b><br><b>7.2%</b> | <b>62</b><br><b>9.2%</b> | <b>84</b><br><b>11.3%</b> | <b>123</b><br><b>15.2%</b> | <b>113</b><br><b>13.3%</b> | <b>114</b><br><b>12.1%</b> | <b>106</b><br><b>11.3%</b> | <b>207</b><br><b>13.4%</b> | <b>227</b><br><b>12.7%</b> | <b>94</b><br><b>5.8%</b> | <b>225</b><br><b>11.3%</b> | <b>209</b><br><b>8.0%</b> | <b>434</b><br><b>13.0%</b> |
| <b>YoY Growth</b>   | <b>112%</b>              | <b>(17%)</b>             | <b>(57%)</b>             | <b>22%</b>               | <b>46%</b>                | <b>134%</b>                | <b>145%</b>                | <b>82%</b>                 | <b>26%</b>                 | <b>88%</b>                 | <b>109%</b>                | <b>(40%)</b>             | <b>139%</b>                | <b>(7%)</b>               | <b>108%</b>                |

# Revenue Structure & Geographic Profile

Sales Revenue (USD million)

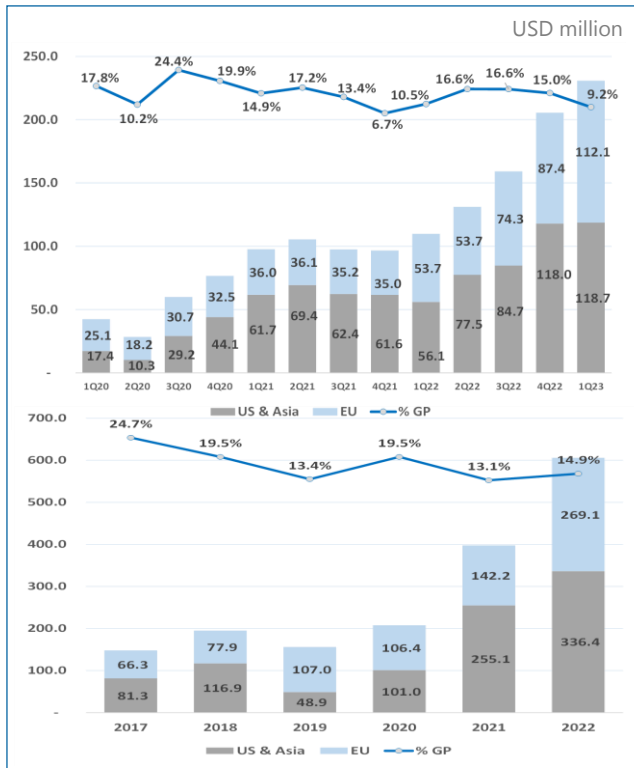


Revenue from external customers is based on locations of the customers  
\*As at 31 December 2022

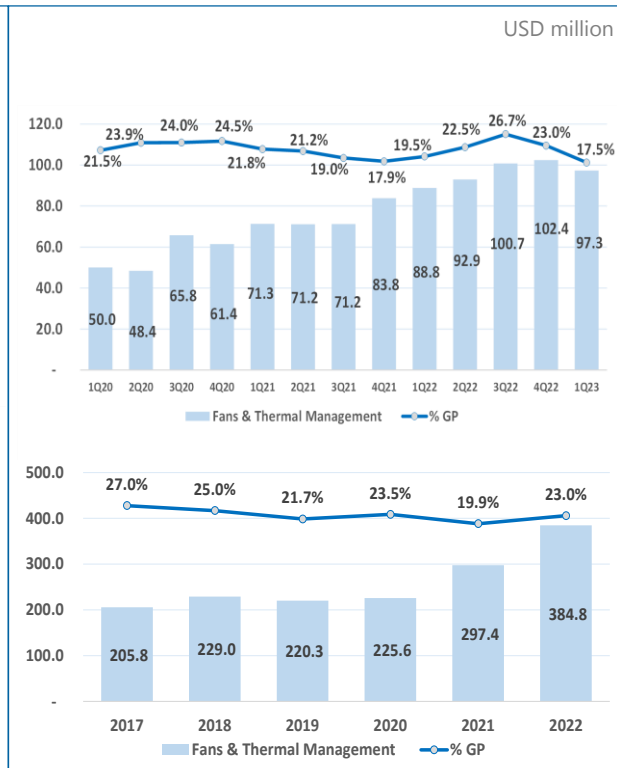


# Segmental Revenue Performance

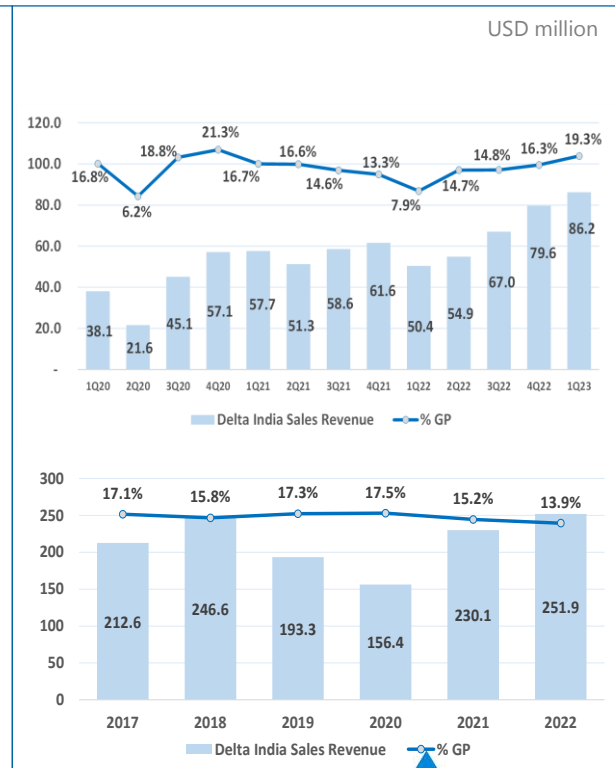
## Sales of EV Power



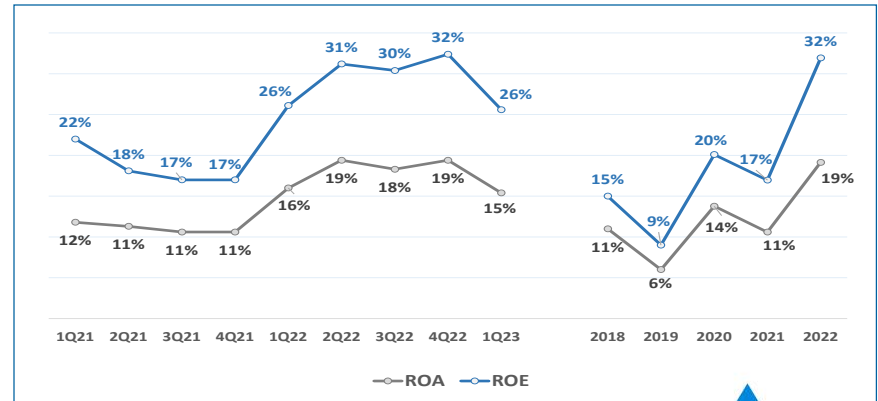
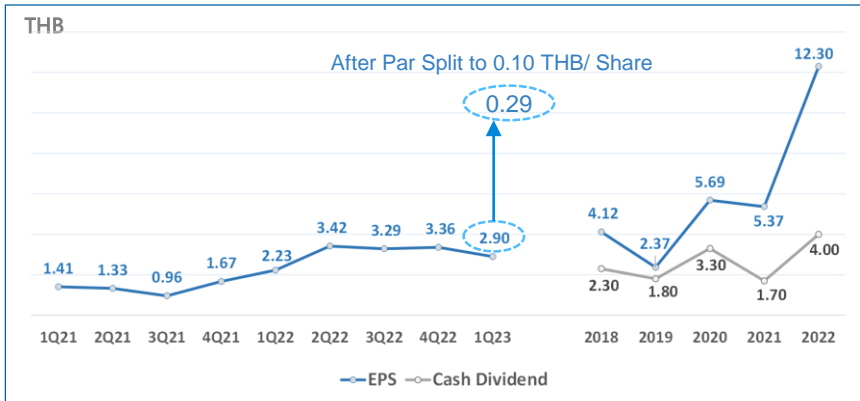
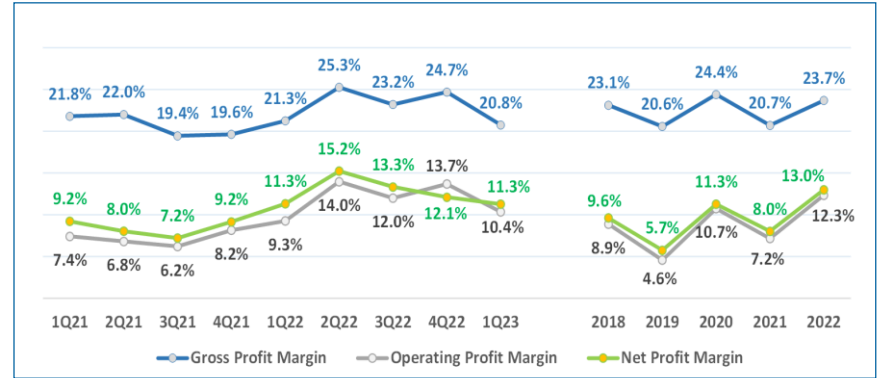
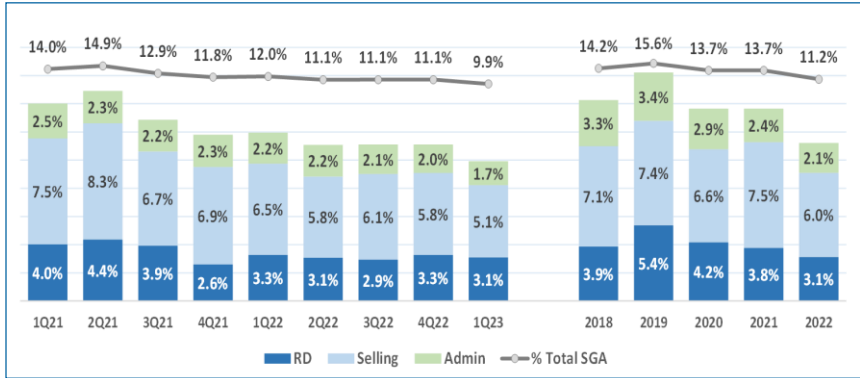
## Delta Fan & Thermal Management



## Delta India Business



# Profitability Performance



# Smarter. Greener. Together.



To learn more about Delta,  
please visit [www.DeltaThailand.com](http://www.DeltaThailand.com)  
or scan the QR code



# High Value Added Products & Solutions

We are dedicated to creating a cleaner and more energy-efficient tomorrow



# Success Stories of Delta Group



Building control system for a luxury hotel in Tampa Bay



1,500 PV inverters for the largest ground-mounted solar park in Southern Germany.



EV charging solutions installed all across Europe



Modular UPS systems and InfraSuite Manager DCIM systems for cloud services provider in the Netherlands



EV Charging Station that is capable of assisting disaster response for the city of Yokohama



4.6 MW distributed solar power system with energy storage system in Ako, Japan



2MW/1MWh Energy Storage System for Xia Xing Power Station on Kinmen Island



Building management solutions provided by subsidiary Delta Controls for more than 180 buildings at a university in the eastern U.S.



Cross-system, cross-area building automation systems for Xi'an International Medical Center



Building management solution from subsidiary LOYTEC for Yangzhou Canal Grand Theater in China



High-power UPS solutions for Alibaba



Cloud-based energy management system for a large home appliance factory



Outdoor telecom power solutions with integrated PV systems for a telecom operator in Africa



Renewable energy solutions featuring subsidiary Eltek's Rectifier for 104 Hospitals in Zimbabwe under the UNDP's program



Modular containerized data center solution for a submarine cable landing station in Myanmar



Smart streetlight total solution including 21,000 LED streetlights for smart city project in Jakarta



Mobile plant-growing control system facilitating agricultural automation in New Zealand



One of the world's largest video wall with 324 DLP 80" cubes and DVCS system in China





# Energy Savings for Delta Customers

From 2010 to 2021,  
Delta's high-efficiency products & solutions enabled:



# Power Electronics Components



Power Chokes  
for Portable Devices / Cloud Computing / Automotive  
Ultra Small Sizes down to  $1.25 \times 1.0 \times 1.0 \text{ mm}^3$   
Max Operating Temp.  $165^\circ\text{C}$



Optical Transceiver  
Modules



RF Modules



EMI Filters / Solenoids



Power Magnetic Components  
for Portable Devices /  
Industrial Applications



Power Module for Portable Devices /  
Cloud Computing / Industrial Applications  
Smallest Sizes down to  $2.0 \times 2.5 \times 1.0 \text{ mm}^3$



Current Sensing Resistors  
for Portable Devices / Automotive /  
Industrial Applications  
Small Sizes down to  $0201 \text{ mm}$   
High Wattage up to 9W



Miniaturization Fuse Resistance Protectors  
Small Sizes down to  $4.0 \times 3.0 \times 0.85 \text{ mm}^3$

# Power Electronics

## Power & System

Power Shelf Solution



Data Center



5G Radio



Industrial Power Supplies



Lighting Power



Server, Networking, Data Storage



NAS, Enterprise Server



DC-DC Converter



Medical Power Supplies



# Power Electronics

## Power & System

Desktop, Workstation, Printer, Surveillance



Game and entertainment



Single UPS



External Power Supply



TV, Home Appliance Inverter and PWBA



Low speed Mobility control board, Battery Charger



# Power Electronics

## Fans & Thermal Management



Ventilation Fans



Portable Device Fans and Blowers



Automotive, Server, Storage, Industrial and Consumer Fans and Blowers



Electronically Commutated Fans



Cabinet Thermal Solution Products  
Air Conditioners and Heat Exchangers



Thermal Management Products

# Power Electronics

## Automotive Electronics



Integrated Power Electronics



OBC&DCDC Combo



DC/DC Converter



Battery Junction Box



Traction Inverter



Bi-Directional OBC



48V DC/DC Converter



DCGM



Traction Motor



On Board Charger



On Board Generator



EVCC

DCGM: Digital Communication Gateway Module, EVCC: Electric Vehicle Communication Controller

# Power Electronics

## Innergie

- One For All -



Innergie 60C Pro  
USB-C Power Adapter  
60W · Ultra Compact



Innergie 45H (Intl)  
USB-C Power Adapter  
45W · USB-C+A

- Laptop -



Innergie 65U Pro (Intl)  
Laptop Power Adapter  
65W · Ultra Compact

- Mobile -



Innergie 30D  
USB-C Car Charger  
30W · USB-C + A



Innergie 27M  
USB-C Wall Charger  
27W · USB-C+A

- Accessory -



Innergie 18T  
USB-C Power Tip

# Automation

## Industrial Automation

### Manufacturing Operation Management



Industrial Energy Management System (IEMS) DIAEnergie  
Manufacturing Execution System (MES)

### Equipment Control & Visualization



Equipment IoT Platform DIALink  
SCADA System DIAView  
Block Control System (BCS)

### Network



IIoT Industrial Cloud Routers /  
Industrial Fieldbus Solutions



Industrial Network Solutions



# Automation

## Industrial Automation

Control

Drive & Motion



Industrial PCs (IPC & PPC)



PC-Based Motion Controllers (PAC)



AC Motor Drives



Servo Systems



Human Machine Interfaces (HMI)



Programmable Logic Controllers (PLC)



CNC Controllers



Power Regeneration



Linear Stages and Modules for Motion Control

# Automation

## Industrial Automation

### Field Device



Machine Vision Systems



Smart Sensors



Rotary Optical Encoders



Pressure Sensors



Temperature Controllers



Power Meters

### Robot



SCARA Robots



Articulated Robots

### Automation Equipment



Robot Workstations



Production AOI  
Customized Applications



Production Automation  
Customized Applications

# Automation

## Building Automation



### Surveillance



### Building Management



#### -Surveillance-



Smart Camera

#### -Access-



Access Controller

Recognition Camera and Reader

#### -Lighting Control-



Lighting Controller and Module



Multi-Sensor

#### -Room Control-



Room Controller



Sensor Hub



Network Thermostat

#### -HVAC / Infrastructure-



Automation Server /Touch Panels



Building System Controller

#### -Indoor Air Quality-



I/O Controller



IAQ Sensor

# Automation

## Building Automation



### Smart Light Control and Location Based Service



Industrial Lights



Commercial Lights



Outdoor Lights

### Smart City



LED Street Light



Smart Pole

# Infrastructure

## ICT Infrastructure

### Telecom Power Systems



Outdoor Individual Rectifiers



High Efficiency Rectifiers



Controllers



Inverters



Eltek Rectifier HE  
230V / 1500VA  
48V / 1200W



Outdoor Telecom Power Systems



Power Shelf



Renewable Hybrid Power Systems



Indoor Telecom Power Systems

### Networking Systems



SOHO Wireless Routers



VPN Routers



SMB / Enterprise Wireless APs



Smart Grid Data Concentrators



Industrial Switches



Datacenter Ethernet Switches



SMB / Enterprise Ethernet Switches

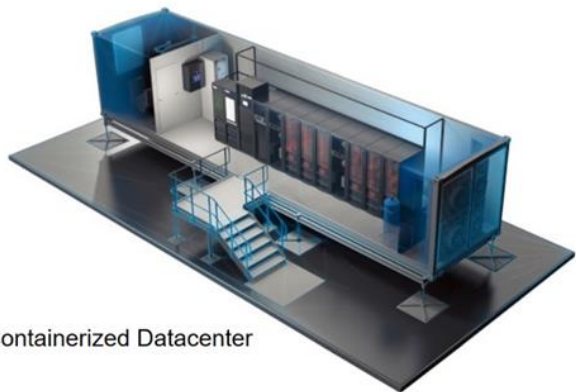


Chassis Ethernet Switches

# Infrastructure

## ICT Infrastructure

### UPS & Datacenter Infrastructure



Containerized Datacenter



Micro Datacenter



Modular Datacenter



Power Container



Datacenter Infrastructure Management (DCIM)



AC Power



Eltek Converged Power Systems



Precision Cooling



Power Shelf



Racks



Power Distribution Units (PDU)

# Infrastructure

## Energy Infrastructure

### EV Charging



DC Chargers



AC Chargers



V2X Chargers



DC Fast Chargers



Charging Management System

### Renewables and Energy Storage



DeltaGrid<sup>®</sup>  
Energy Management System



DeltaGrid<sup>®</sup> Gateway  
and Controllers



PV Inverters



Wind Turbine Converters



48V LV Li-ion  
Battery Module



48V IP65 LV Li-ion  
Battery Module



Energy Storage  
Cabinets



Energy Storage System  
Containers



Power Conditioning  
Systems

# Infrastructure

## Industrial Solutions

### Industrial Inspection



Automatic Test System



Energy-Recycling  
Burn-in Chamber



Industrial CT



Industrial Vision



High Voltage and  
Precision Power Supplies



X-Ray Generators

### Power Supplies



Programmable Power Supplies

### High Power Motor Drive



Medium Voltage Drives



# Infrastructure

## Visualization

### Display & Visualization



Distributive Vision Control System (DVCS)



8K DLP® Laser Projector



DLP Video Wall



LED Display

# Infrastructure

**vivitek**

A brand of **DELTA**



Pocket & Personal Projectors



Portable Projectors



Home Cinema Projectors



Multimedia Projectors



Education Projectors



Large Venue Projectors



Novo Collaboration Solutions



product  
design  
award

COMPUTEX  
awards  
by IF

GOOD  
DESIGN

GOLDEN  
PIN  
DESIGN  
AWARD

red dot design award

TAIWAN  
EXCELLENCE

# Infrastructure

## Image & Medical

Healthcare

Medical Testing Equipment

Imaging Equipment



Blood Glucose Monitoring Systems



Fingertip Pulse Oximeters



Mesh Nebulizers



Rapid Test Reader



Optical CT



Veterinary X-Ray System



In vivo X-ray Micro CT



Ex vivo X-ray Micro CT

# Where You Can Find Us

[www.deltathailand.com](http://www.deltathailand.com)

