# **Delta Thailand Briefing**

### 1Q/2024 Earnings - Three Month Period Ended 31 March 2024



### **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.

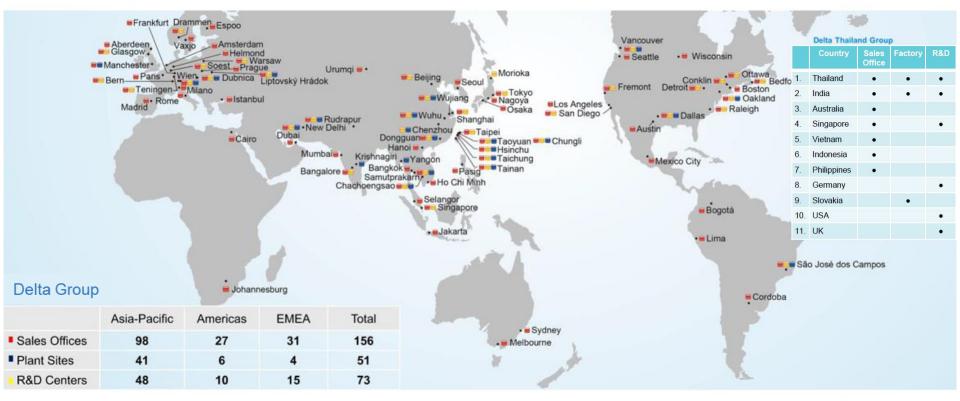
"Smarter" is our continuous innovation in power electronics technology. **"Greener"** represents Delta's mission since our founding. "Together" is our business philosophy in building long-term partnership with our stakeholders.

## **Corporate Culture**

Integrity	Honestly dedicated to achieving quality with our work, upholding the highest level of professional standards and matching our words with action.	Integrity
Innovation	Looking ahead to discover future possibilities, embracing continuous learning to innovate on creative solutions and breaking through the status quo.	Empowerment Innovation
Collaboration	Creating synergetic partnerships that achieve shared goals with agility and precision, putting partners, clients and users at the center of our collaborative efforts.	Inclusion
Inclusion	Open to diverse perspectives, respecting of differing opinions and inclusive of various backgrounds that offer unique contributions.	Collaboration
Empowerment	Achieving our own success by empowering others to realize their own goals, encouraging active and enthusiastic growth to fulfill everyone's potential.	Cit in the second s



## **Delta Group Global Operation**





## **Delta Group Overview**

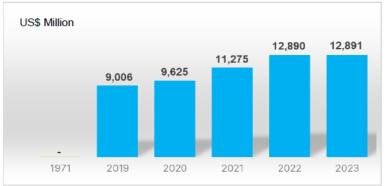
- Founded in 1971
- World's Leader in Switching Power Supplies and DC Brushless Fans
- Dedicated to providing:
  - Telecom Power Systems
  - Industrial Automation
  - Passive and Magnetic Components
  - Networking Products
  - Visual Displays
  - Data Center Infrastructure
  - Renewable Energy and Energy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



Bruce Cheng Founder and Honorary Chairman



#### **Worldwide Revenues**

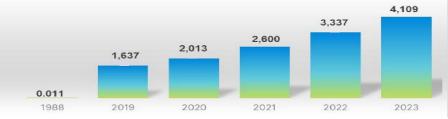




## **Delta Thailand Overview**

**Group R&D** 

- Founded in 1988
- Thailand's largest SET-listed electronics manufacturer on the Stock Exchange of Thailand
- 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
- Manufacturing management center to synergize advanced technologies and highly efficient production across manufacturing plants in Thailand, India, Slovakia





Automotive Power, Wind power



TENINGEN, GERMAN Industrial, Medical Power



### **Delta Thailand Group Business Locations (SEA, India, Oceania)**

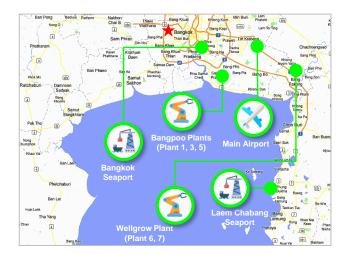




### **Delta Thailand Diversified Production Facilities**

#### **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	78%	Automotive Electronics Product
	Bangpoo: Plant 3	84%	DNI Delta networking product Magnetics & Solenoids Product for Internal Use
	Bangpoo: Plant 5	100%	IT/ Appliance/ Industrial Power Solutions/ Customer Design Power/ Communication & Information Solutions/ Industrial & Medical Power
	Wellgrow: Plant 6	58%	DC Fan/ EMI Filter & Solenoids
	Wellgrow: Plant 7	88%	Computer & Networking/ DC Power
India	Gurgaon	88%	Display solutions products/ Industrial Automation
	Rudrapur	99%	Telecom Power System/ UPS/ Wind Power Converter
	Krishnagiri	82%	Power Supply/ Industrial Automation
Slovakia	Nova Dubnica	75%	Medical & Industrial Power Supply/ Bulk Power/ Telecom Power System
	Liptovsky Hradok	85%	Eltek Telecom Power System

\* Occupancy As at 31 December 2023



## **Major Shareholders**

A subsidiary of Delta Electronics, Inc. (Taiwan)

Top Shareholders (as of 8 March 2024)	Holding	%
DELTA ELETRONICS INT'L (SINGAPORE) PTE. LTD	5,344,793,060	42.85%
DELTA INTERNATIONAL HOLDING LIMITED	1,830,611,700	14.68%
CITI (NOMINEES) LIMITED-CBHK-PBGSG-RESTRICTED SHARES	1,728,454,200	13.86%
DELTA ELECTRONICS INC.	691,281,400	5.54%
THE HONGKONG AND SHANGHAI BANKING CORPORATION LIMITED, HONGKONG BRANCH	601,790,000	4.82%
RAFFLES NOMINEES (PTE) LIMITED	573,870,600	4.60%
UBS AG HONG KONG BRANCH	547,600,000	4.39%
THAI NVDR COMPANY LIMITED	320,132,271	2.57%
SOUTH EAST ASIA UK (TYPE C) NOMINEES LIMITED	106,444,359	0.85%
STATE STREET EUROPE LIMITED	84,806,422	0.68%
OTHERS	644,032,128	5.16%
Total Shareholdings	12,473,816,140	100.00%



## **Business Categories**













### **Delta Green Solutions**







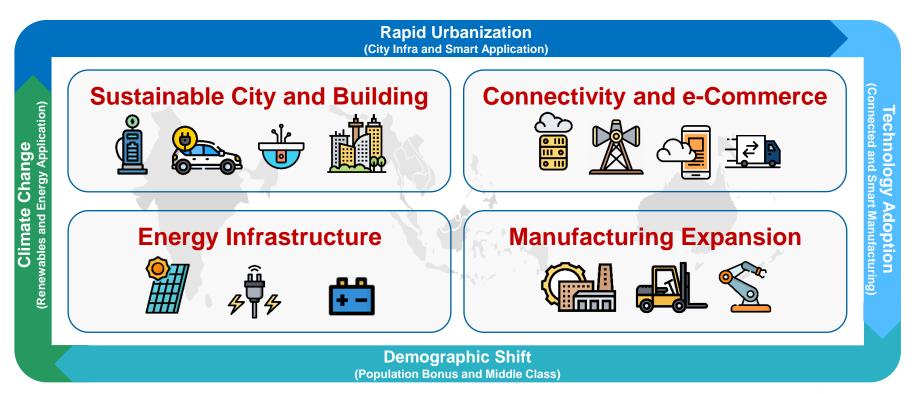
## **Smart Green Factory**

#### **Green Factory + Smart Energy-saving Monitoring Solutions**



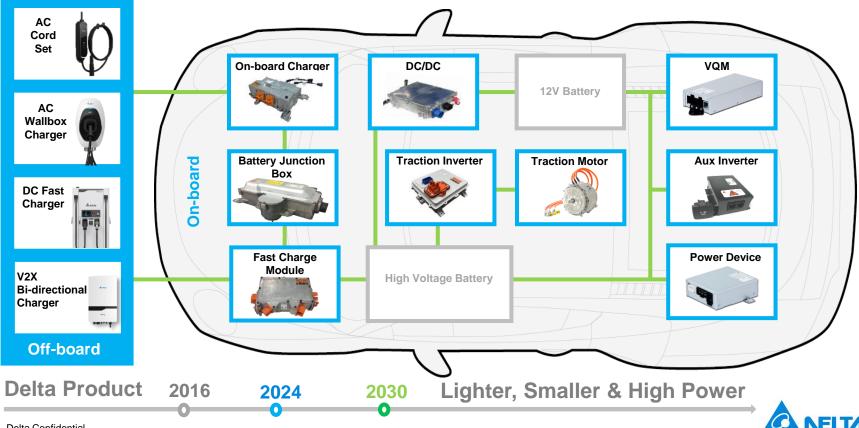


## **Delta Solutions Address Global Megatrends**

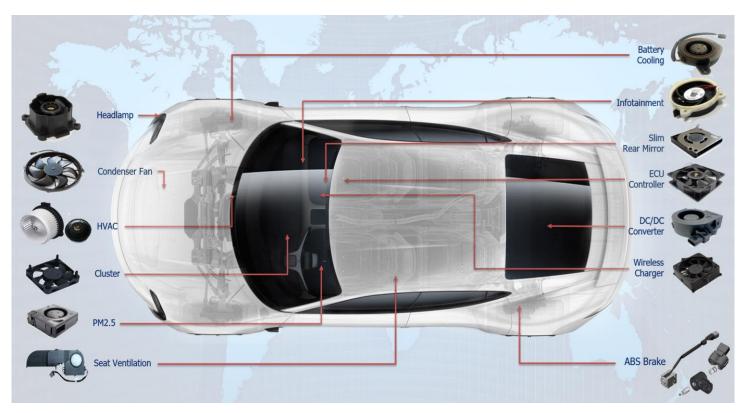




### **Delta Electric Vehicle Solutions**



## **Delta Thermal Management Products**





## **A Business Built on Sustainability**





### **Delta Thailand ESG Recognitions**





# 1Q-2024 Financial Performance



## **Financial Highlights**

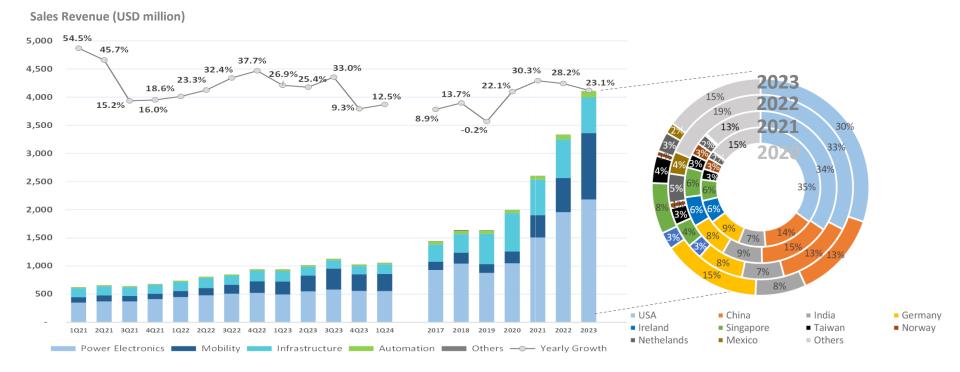
#### Unit : USD Million

Product Group	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24
Power Electronics	448	479	508	522	495	549	583	556	554
Mobility	110	131	159	205	231	278	372	299	305
Infrastructure	160	177	161	188	183	158	147	145	169
Automation	21	21	20	23	30	29	25	25	27
Others	2	1	0	1	1	1	1	1	1
Sale Revenue	741	809	849	939	940	1,014	1,129	1,027	1,057
YoY Growth	19%	23%	32%	38%	27%	25%	33%	9%	12%
Gross Profit	<b>157</b> 21.3%	<b>204</b> 25.3%	<b>197</b> 23.2%	<b>232</b> 24.7%	<b>195</b> 20.8%	<b>237</b> 23.3%	<b>257</b> 22.8%	<b>241</b> 23.5%	<b>232</b> 21.9%
Operating Profit	69 9.3%	113 14.0%	102 12.0%	129 13.7%	97 10.4%	132 13.0%	144 12.8%	<b>127</b> 12.4%	111 10.5%
Net Profit	84 11.3%	123 15.2%	113 13.3%	114 12.1%	106 11.3%	134 13.2%	154 13.6%	131 12.7%	120 11.4%
YoY Growth	46%	134%	145%	82%	26%	9%	36%	15%	14%

2019	2020	2021	2022	2023
877	1,048	1,506	1,957	2,183
156	207	397	605	1,179
539	686	631	686	633
60	53	66	86	110
5	4	4	3	4
1,636	1,999	2,604	3,337	4,109
(0.2%)	22%	30%	28%	23%
337	488	539	791	930
20.6%	24.4%	20.7%	23.7%	22.6%
75	215	187	412	500
4.6%	10.7%	7.2%	12.3%	12.2%
94	225	209	434	524
5.8%	11.3%	8.0%	13.0%	12.8%
(40%)	139%	(7%)	108%	21%

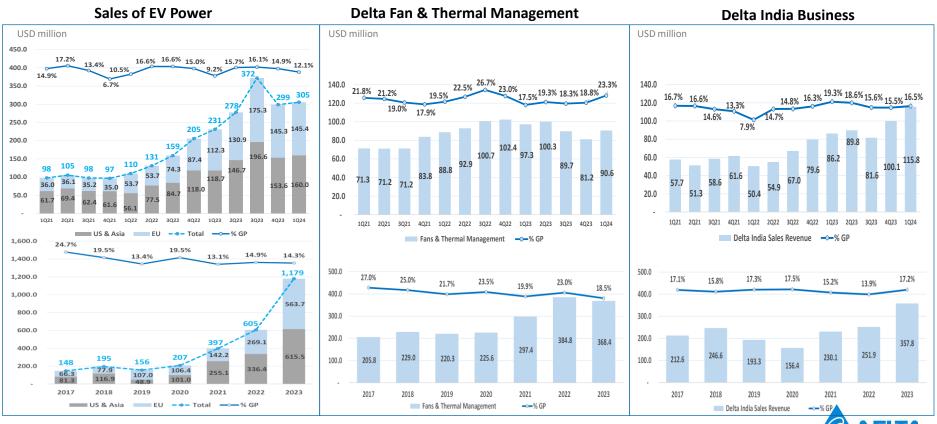


## **Revenue Structure & Geographic Profile**



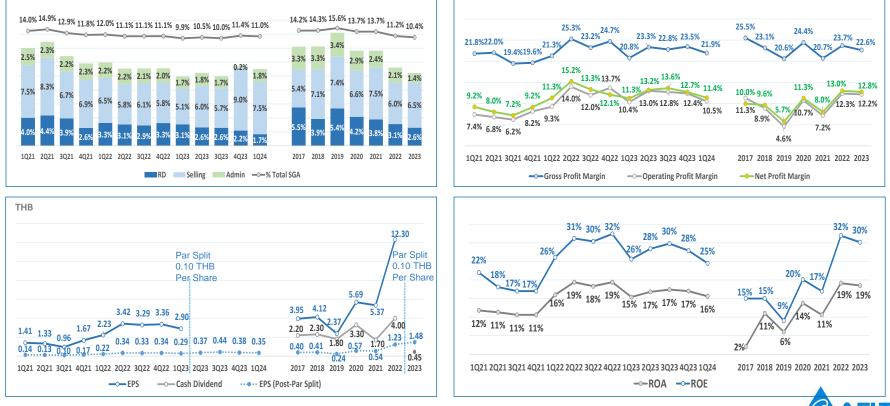


## **Segmental Revenue Performance**



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## **Profitability Performance**



# Smarter. Greener. Together.



IR@deltathailand.com

To learn more about Delta, please visit <u>www.DeltaThailand.com</u> or scan the QR code

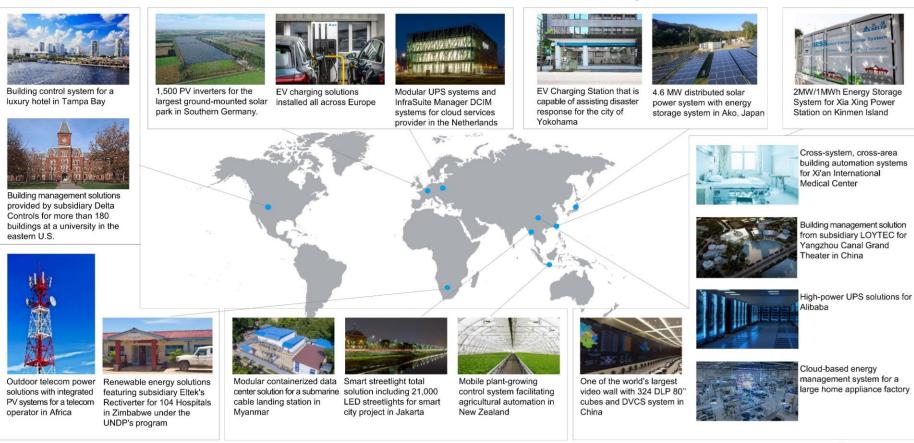


# High Value Added Products & Solutions

To deliver best in class solutions with energy efficient and sustainable technology



### **Success Stories of Delta Group**





## **Energy Savings for Customers**

From 2010 to 2022, Delta's high-efficiency products and solutions helped customers:



Source: U.S. Environmental Protection Agency



## Thailand



- Established in 1999
- Producing DC-DC Converters, Consumer Electronics Adaptor, Server, Networking, Telecom and Energy Storage Power Supplies
- R&D facility
- 778,250ft<sup>2</sup> (72,300m<sup>2</sup>)





- Established in 1990
- Producing Automotive Electronics
- 272,550ft<sup>2</sup> (25,320m<sup>2</sup>)



Highly automated production



- Established in 2019
- Producing

Networking Products

155,000ft<sup>2</sup>
(14,400m<sup>2</sup>)



Highly automated component assembly



## Thailand



High-tech Parylene

Coating Process

- Established in 2001
- Producing DC Fans, EMI Filters, Magnetic Components and Solenoids/Valve
- R&D facility
- 376,600ft<sup>2</sup> (35,000m<sup>2</sup>)



GOLD

LEED Certified Gold

Green Building

- Established in 2021
- Producing DC-DC Converters, Server,
- Networking and Storage
- Power Supply
- 531,758 ft<sup>2</sup> (49,402m<sup>2</sup>)



- meet growing demand
- Both manufacturing and RD facilities
- 327,223ft<sup>2</sup> (30,400m<sup>2</sup>)



### India



- The company was established since 1992 with current building in operation since 2009
- Major products: Display solutions
- R&D facility
- 118,403ft<sup>2</sup> (11,000m<sup>2</sup>)



Building in

association with

LEED

Rudrapur

Plant

- Established: 2008
- Certified Gold rated Green Building

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The Berth

- Major products: Telecom
  - Power Systems and UPS
- 215,284ft<sup>2</sup> (20,000m<sup>2</sup>)



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IGBC Certified GOLD Green Building in association with LEED



### India



- Fully operational: Q3 2023
- Main R&D center for India
- Products: Railways(PQC), EV, solar, two wheeler charging
- 209,896.5ft<sup>2</sup> (19,500m<sup>2</sup>)



- Established: 2020
- Mainly for EV and ICT related products to meet growing demand
- 2,530,836ft<sup>2</sup> (235,122m<sup>2</sup>)



## Slovakia



- Established since 2007
- Major products: High end Server Networking, Industrial, Medical, Solar Inverter, Telecom Power System, EV chargers
- Total land area: 72,000m<sup>2</sup>
- IMS: ISO 9001/14001, OHSAS 18001
- Medical: ISO 13485



- Established since 2022
- Major products: Cabinets, IT and Telecom Power Solutions
- Total land area: 5,100 m<sup>2</sup>



### Germany



 Developing advanced power products for storage, server, telecom, networking, automotive and wind energy.





- Established since 2022
- Major products: Cabinets, IT and Telecom Power Solutions
- Total land area: 5,100 m<sup>2</sup>





### **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

### Power Electronics Components









Power Chokes for Portable Devices / Cloud Computing / Automotive Ultra Small Sizes down to 1.2\*1.0\*0.6 mm<sup>3</sup> Max Operating Temp. 180°C

Optical Transceiver Modules



EMI Filters / Solenoids



Power Magnetic Components for Portable Devices / Industrial / Automotive Applications



Power Modules for Portable Devices / Cloud Computing / Industrial Applications Smallest Sizes down to 2.0\*2.5\*1.1 mm<sup>3</sup>



Current Sensing Resistors for Portable Devices / Automotive / Industrial Applications Small Sizes down to 0201mm High Wattage up to 36W Automotive Shunt Sensor Modules High Accuracy ±0.1% / ASIL-C



Miniaturization Fuse Resistance Protectors Small Sizes down to 4.0\*3.0\*0.85 mm<sup>3</sup>



# Power & System





## **Power Electronics Power & System**

### **Networking Power**



Ethernet Switch and Router **Power Supplies** 



Network Device Power Supplies



Workstation Computer and High-end Desktop Computer **Power Supplies** 



**Client Device Power** 

Surveillance and Safety Device **Power Supplies** 



**Multi-Function Printer** Power Board



WiFi Router Adapter



**CPE** Power Supplies and **PoE Injectors** 



Game Console **Power Supplies** 



**Portable Adapters** 



Portable Power Station



# **Power Electronics**

Power & System

Industrial Power Supplies



**LED Drivers** 



Industrial Power Supplies



Medical Power Supplies





Commercial LED Drivers

Signage LED Drivers



Roadway LED Drivers



**Outdoor LED Drivers** 



Industrial Adapters

**DC-UPS & Redundancy Modules** 



Medical Adapters



Refrigerator / Freezer LED Drivers



industrial Adapte

# Power & System



# **Power Electronics**

### Fans & Thermal Management



Server, Storage, Industrial and Consumer Fans and Blowers



Thermal Management Products : Liquid and Air Cooling Solutions



Slim Vapor Chambers / Heat Pipes / Slim Fans and Blowers



Automotive Fans and Blowers / Thermal Management Products



Electronically Commutated Fans



Ventilation Fans / Heater Fans Fresh Air Systems / Circulation Fans

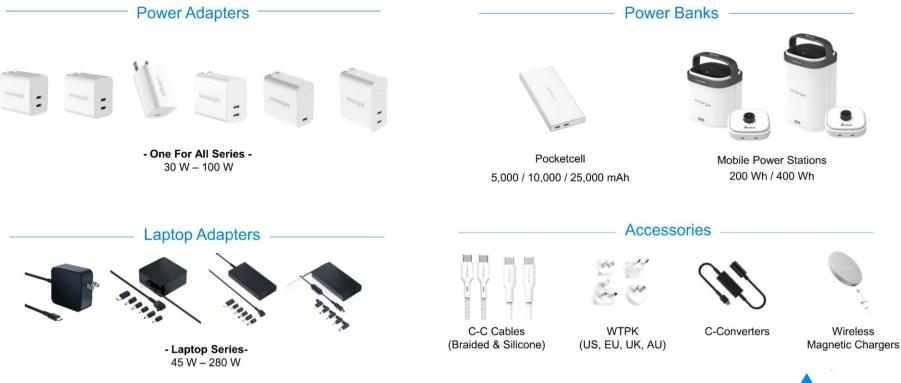


Climate Thermal Solution Products : Air Conditioners and Heat Exchangers



# Power Electronics

A brand of 🛕 NELTA





# **Mobility** EV Powertrain Systems

**EV Power Electronics** 



400V On Board Chargers



800V Bi-Directional OBC



On Board Generators



800V On Board Chargers



400V Bi-Directional OBC



400V DC/DC Converters



800V DC/DC Converters



EVCC (Electric Vehicle Communication Controller)



Auxiliary Inverters



# **Mobility EV Powertrain Systems**



400V Traction Inverters



**OBCM-DCDC** Integration



X-in-1

**Bi-directional OBCM-DCDC Integration** 



400V Traction Motors



800V Traction Motors



800V Traction Inverters



Integrated Motor Drives



Inverter-OBCM-DCDC Integration



Inverter-OBCM-DCDC-EVCC Integration





### **Industrial Automation**

#### -Automation Integration -

#### - Manufacturing Management — Intra-Plant Logistics

DIAEAP Equipment Automation Program

DIASECS

Semiconductor Equipment Standard Communication and Control Application Software

#### DIACFX

Electronics Assembly Equipment Standard Communication and Control Application Software

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DIAMES Manufacturing Execution System

#### DIAEMS Equipment Management System

DIASPC Statistical Process Control

#### DIASVP

Smart Visualization Platform

#### DIAAMS

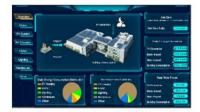
Alarm Management System



DIAWMS Warehouse Management System

DIAMCS Material Control System

### Energy Saving & Facility Monitoring



VTScada | DIAView SCADA System

DIAEnergie Industrial Energy Management System (IEMS)



Equipment Predictive Maintenance (PdM AI)





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### **Industrial Automation**



### Industrial Automation

Network



IIoT Industrial Cloud Routers / Industrial Fieldbus Solutions



Industrial Network Solutions



Industrial PCs (IPC / PPC)



Human Machine Interfaces (HMI)



Programmable Logic Controllers (PLC)



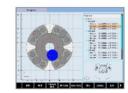
PLC-Based / Standalone Motion Controllers



**CNC** Controllers



**Temperature Controllers** 



CAD / CAM Computer-Aided Design / Manufacturing



Delta Confidential

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**Robot Controllers** 





Control

### **Industrial Automation**

### **Drive & Motion**

**Field Devices** 



AC Motor Drives



Servo Systems







Pressure Sensors

**Optical Sensors** 

Motion Sensors



e-LSV / e-Bike / e-Scooter Powertrains



**Planetary Gearboxes** 



Linear Motion



Industrial Cameras



Machine Vision Systems



Smart Power Meters



Powertrains

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### **Building Automation**

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### Al Surveillance





- Access -



Network Video Recorders



Network Cameras



Facial Recognition Cameras and Readers



Sensor Hubs



Delta

Network Thermostats

23,9



**Digital Building Management** 

- HVAC Control / Room Control / Lighting Control / Energy Management / Facility Maintenance-



IoT Controllers / Automation Servers / I/O Controllers

**Programmable Touch Panels** 





Access Controllers



Room Controllers



**Lighting Controllers** 

and Modules

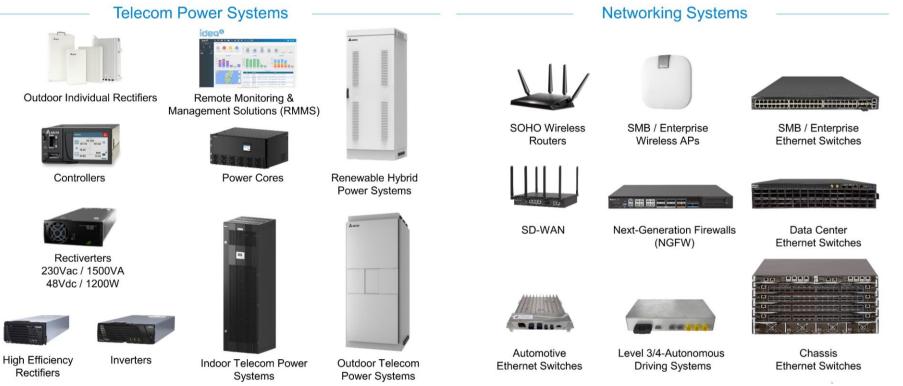




### **Building Automation**



# Infrastructure





# Infrastructure

### UPS & Data Center Infrastructure



FIT

## Infrastructure **Energy Infrastructure**



**DC** Chargers



AC Chargers

V2X Chargers

DeltaGrid® EM **Energy Management** Systems

Renewables and Energy Storage



(Treasure

**PV** Inverters

**DeltaGrid®** Gateway and Controllers



Wind Power Converters



**DC Fast Chargers** 



DeltaGrid® EVM **EV Charging Management** Systems



Prefabricated Energy Storage Systems



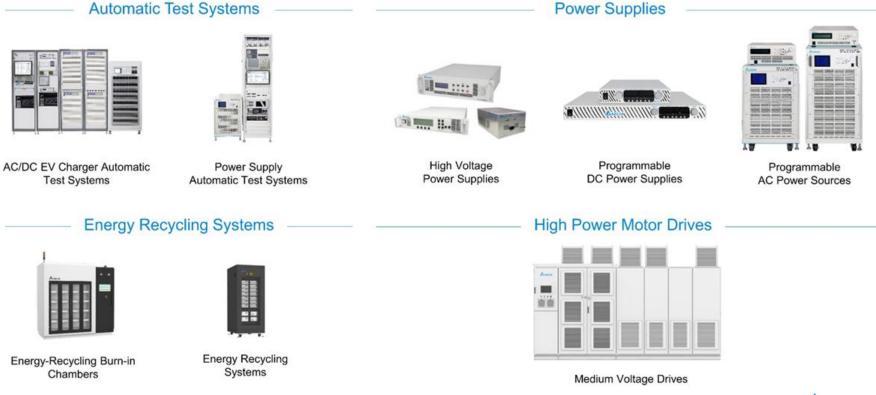
**Power Conditioning Systems** 



Battery Energy Storage Systems



### **Infrastructure** Industrial Solutions





## Infrastructure Image & Medical



FIT/

## **Infrastructure** Display Solutions

**Display & Visualization** 



Distributive Vision Control Systems (DVCS)





DLP Video Walls



LED Displays



# Infrastructure

A brand of A belta



Pocket & Personal Projectors



Portable Projectors



Home Cinema Projectors



Multimedia Projectors



**Education Projectors** 



Large Venue Projectors



Novo Collaboration Solutions



# Where You Can Find Us

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