

Delta Thailand Briefing

3Q/2023 Earnings – Three Month Period Ended 30 September 2023

October 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

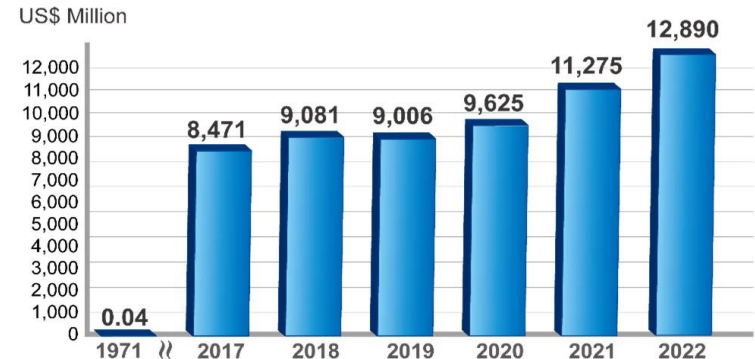


Bruce Cheng
Founder and Honorary Chairman



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.



EAST KILBRIDE, SCOTLAND – UK
Industrial, Medical, Telecom

MICHIGAN, USA
Automotive

BUCHAREST, ROMANIA
Automotive power

GURGAON, INDIA
Telecom, UPS, Video wall



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
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	%
DELTA ELETRONICS INT'L (SINGAPORE) PTE. LTD	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%
Total Shareholdings	1,247,381,614	100.00%

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)

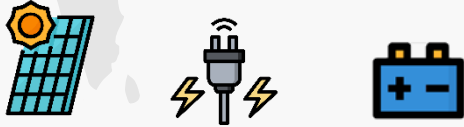
Sustainable City and Building



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



Industrial Automation



Datacenter



Telecom Energy



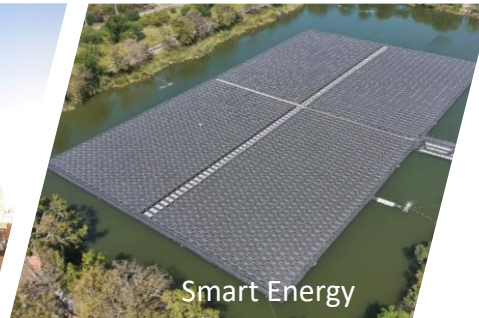
EV Charging



Display and Monitoring



Building Automation



Smart Energy

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*

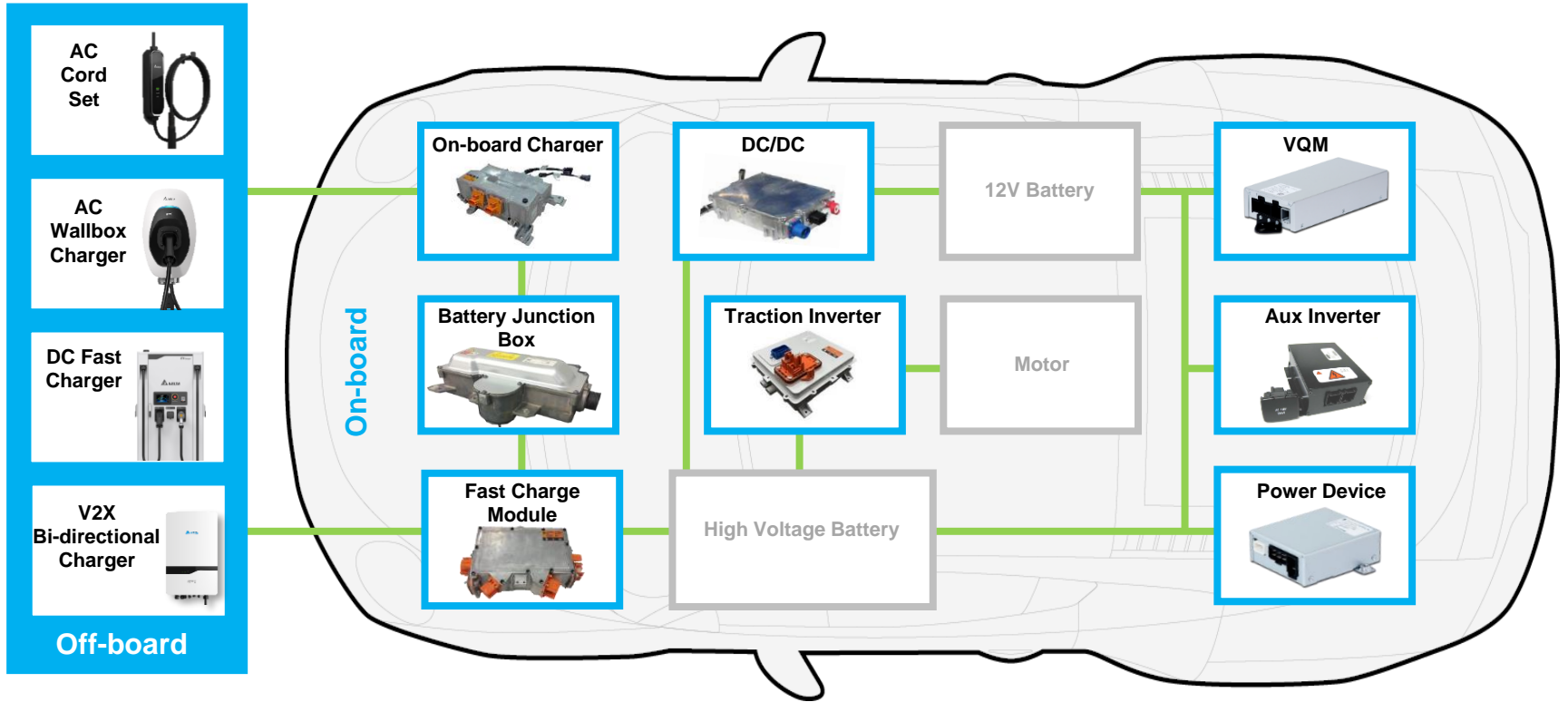


*Delta security
cam in Bangkok's
public transport*



*Delta EV chargers in
major Bangkok mall*

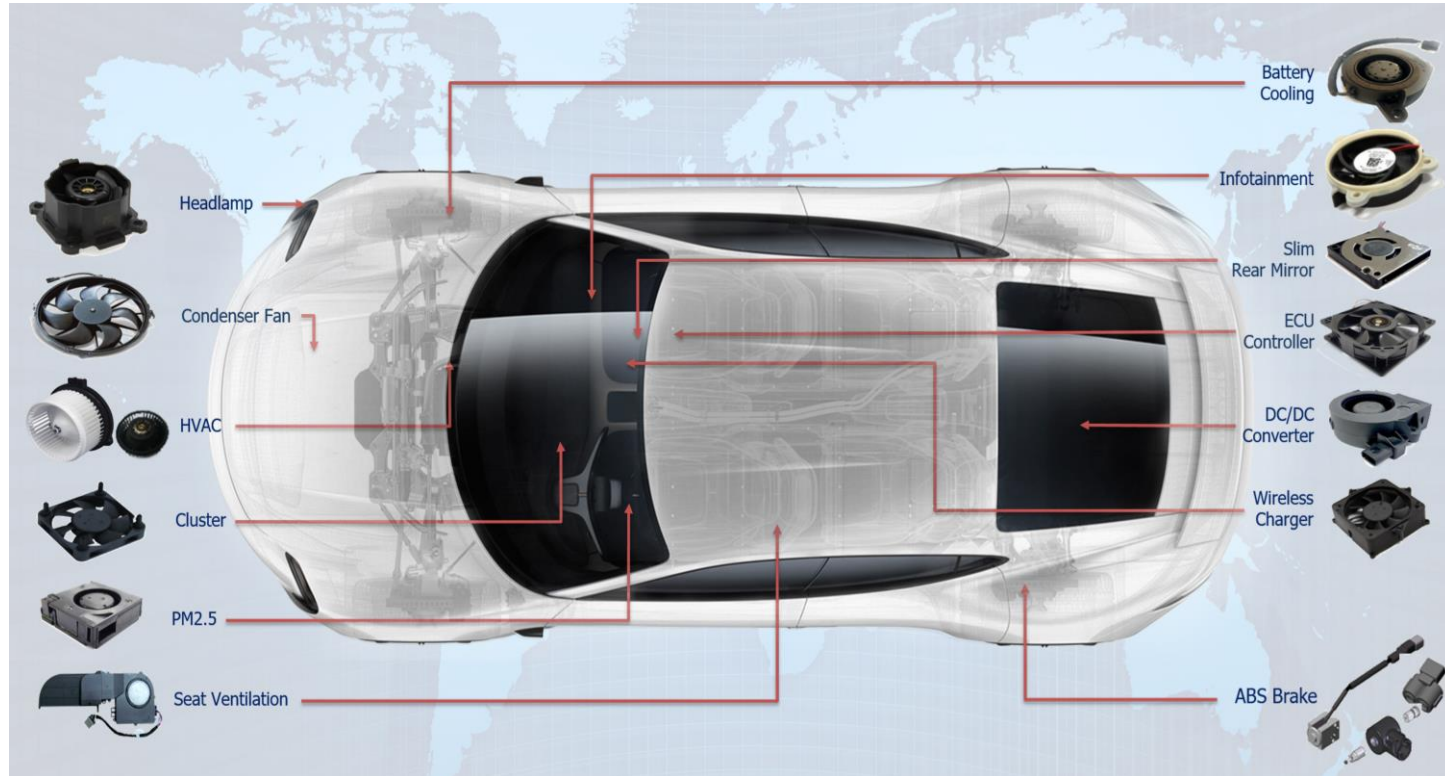
Electric Vehicle Solutions



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

3Q-2023 Financial Performance

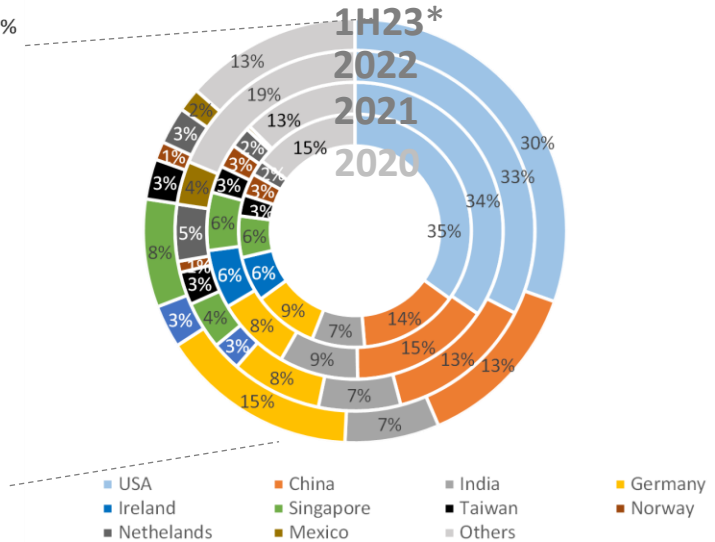
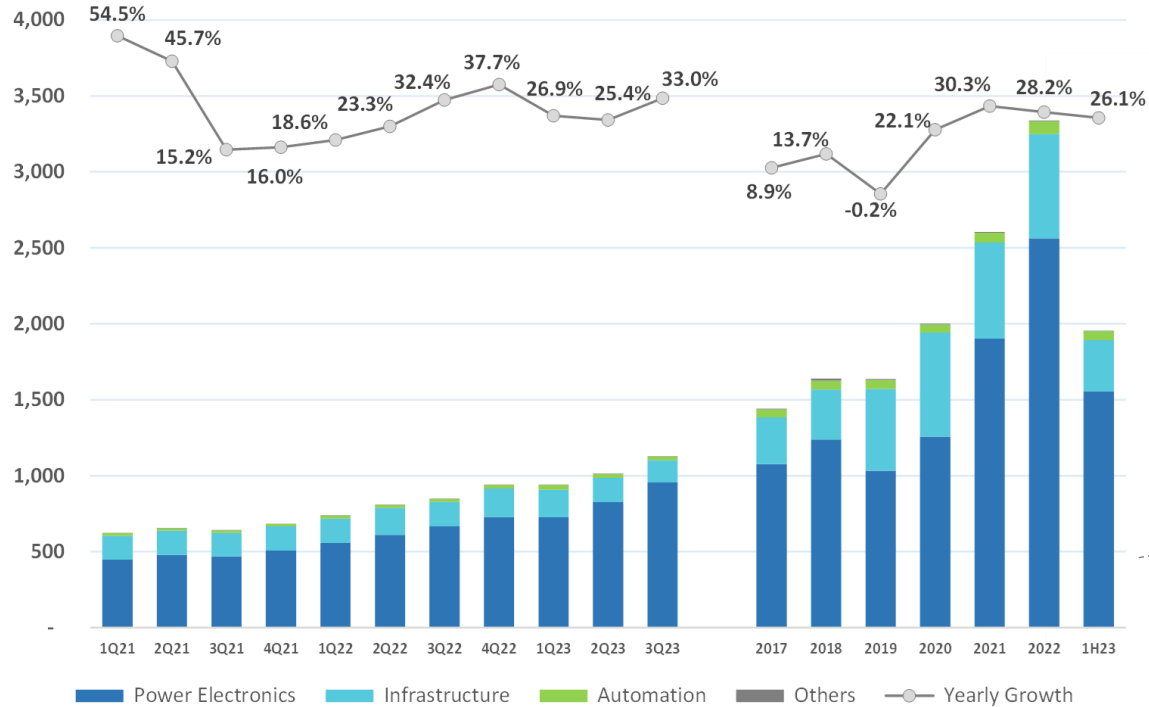
Financial Highlights

Unit : USD Million

Product Group	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	9M21	9M22	9M23	2019	2020	2021	2022
Power Electronics	448	478	470	507	558	610	667	727	726	827	955	1,396	1,835	2,507	1,032	1,256	1,903	2,562
Infrastructure	158	161	154	159	160	177	161	188	183	158	147	472	498	488	539	686	631	686
Automation	18	16	16	15	21	21	20	23	30	29	25	50	62	85	60	53	66	86
Others	1	1	1	1	2	1	0	1	1	1	1	4	3	3	5	4	4	3
Sale Revenue	625	656	641	682	741	809	849	939	940	1,014	1,129	1,922	2,398	3,083	1,636	1,999	2,604	3,337
YoY Growth	55%	46%	15%	16%	19%	23%	32%	38%	27%	25%	33%	36%	25%	29%	(0.2%)	22%	30%	28%
Gross Profit	136 21.8%	144 22.0%	124 19.4%	134 19.6%	157 21.3%	204 25.3%	197 23.2%	232 24.7%	195 20.8%	237 23.3%	257 22.8%	405 21.1%	559 23.3%	689 22.3%	337 20.6%	488 24.4%	539 20.7%	791 23.7%
Operating Profit	46 7.4%	45 6.8%	40 6.2%	56 8.2%	69 9.3%	113 14.0%	102 12.0%	129 13.7%	97 10.4%	132 13.0%	144 12.8%	131 6.8%	283 11.8%	373 12.1%	75 4.6%	215 10.7%	187 7.2%	412 12.3%
Net Profit	58 9.2%	53 8.0%	46 7.2%	62 9.2%	84 11.3%	123 15.2%	113 13.3%	114 12.1%	106 11.3%	134 13.2%	154 13.6%	157 8.1%	320 13.4%	394 12.8%	94 5.8%	225 11.3%	209 8.0%	434 13.0%
YoY Growth	114%	(17%)	(45%)	22%	46%	134%	145%	82%	26%	9%	36%	(10%)	105%	23%	(40%)	139%	(7%)	108%

Revenue Structure & Geographic Profile

Sales Revenue (USD million)

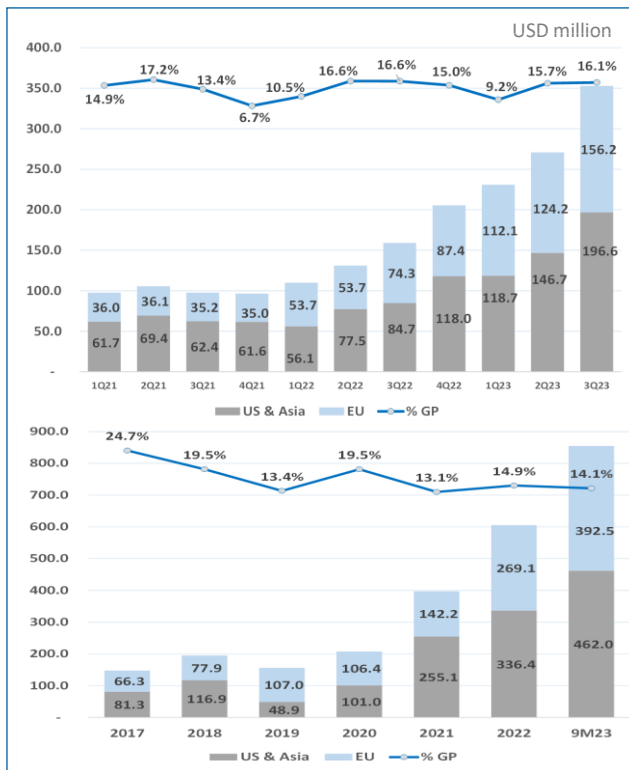


Revenue from external customers is based on locations of the customers
*As at 30 June 2023

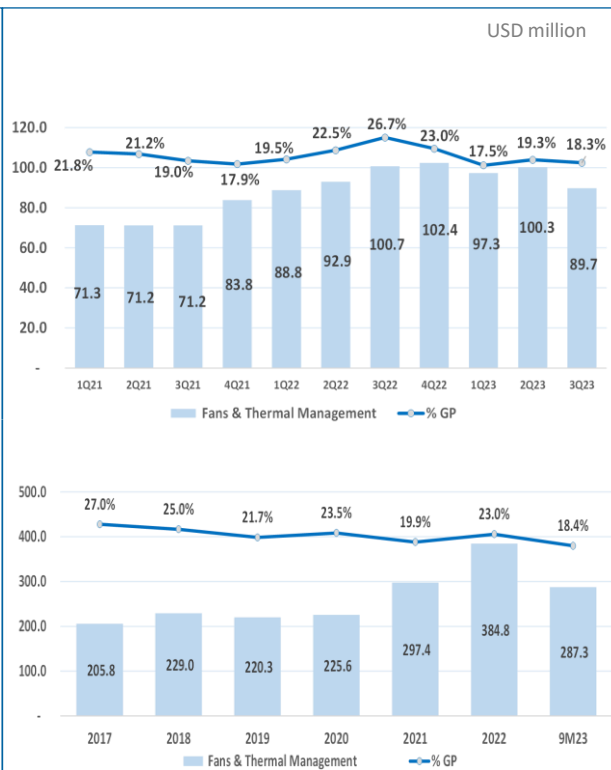


Segmental Revenue Performance

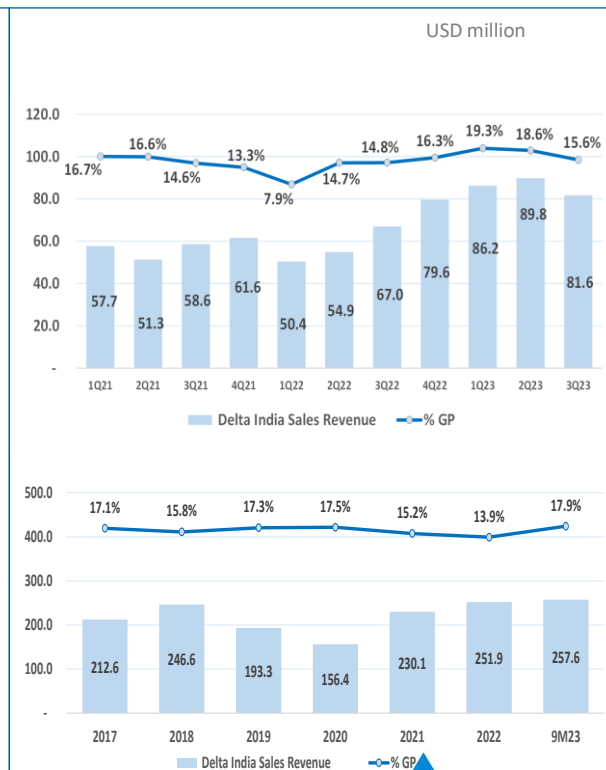
Sales of EV Power



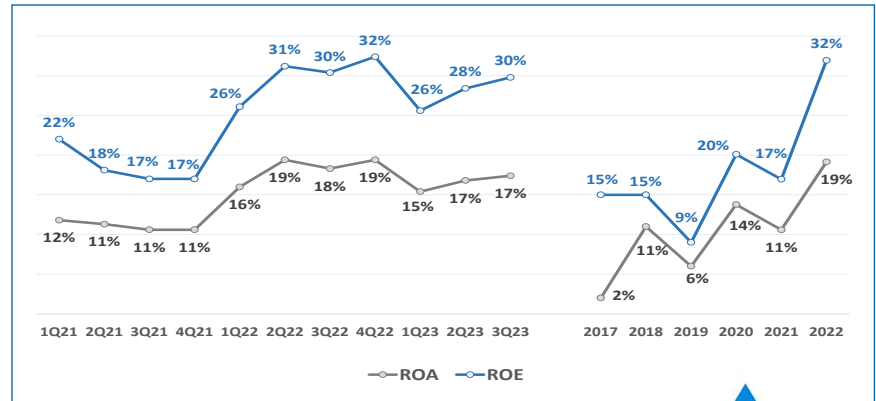
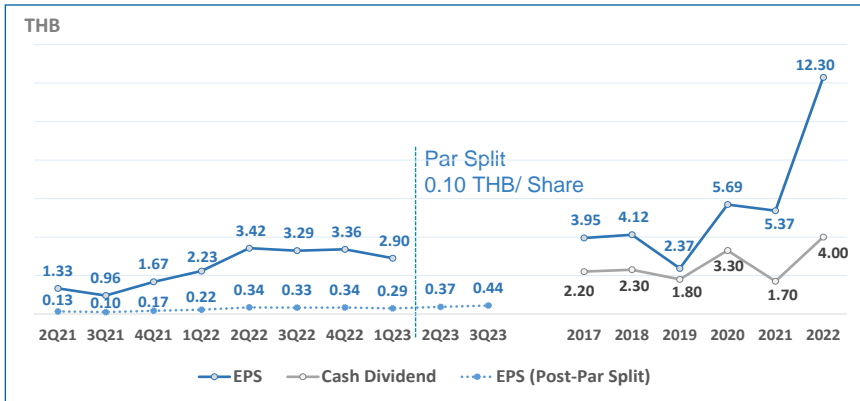
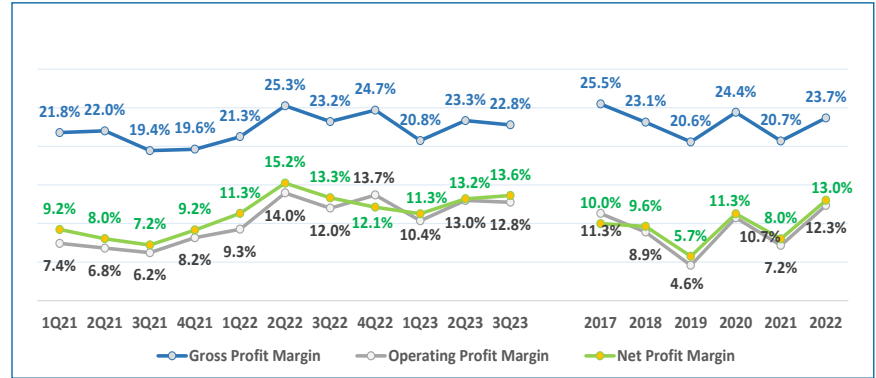
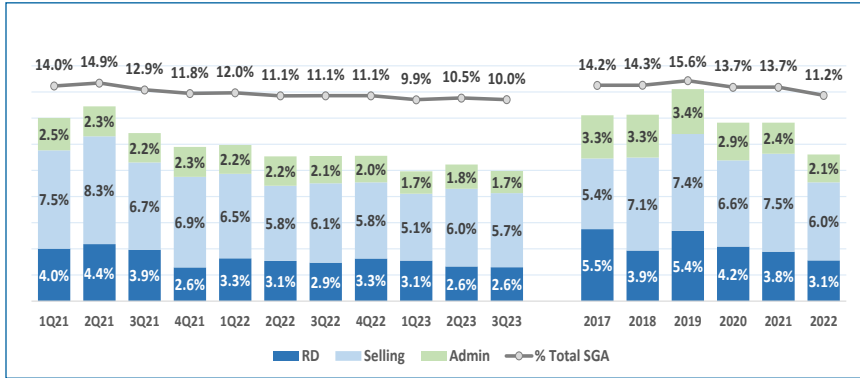
Delta Fan & Thermal Management



Delta India Business



Profitability Performance



Smarter. Greener. Together.



To learn more about Delta,
please visit www.DeltaThailand.com
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



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°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 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



-Surveillance-



Smart Camera

-Access-



Access Controller

Recognition Camera and Reader

Building Management



-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

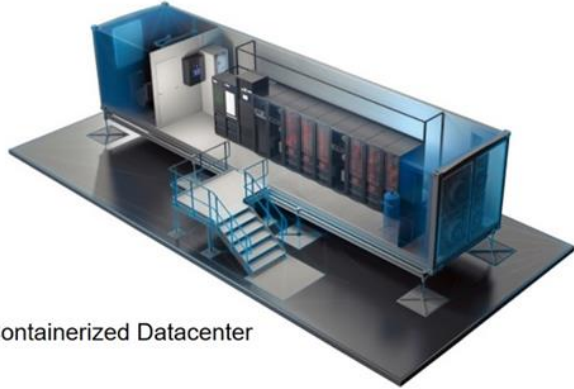


Chassis Ethernet Switches

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[®]
Energy Management System



DeltaGrid[®] 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



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

