

Delta Thailand Briefing

FY2022 Earnings – Twelve Month Period Ended 31 Dec 2022

Feb, 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.



Delta Group Global Operation



Delta Group Overview

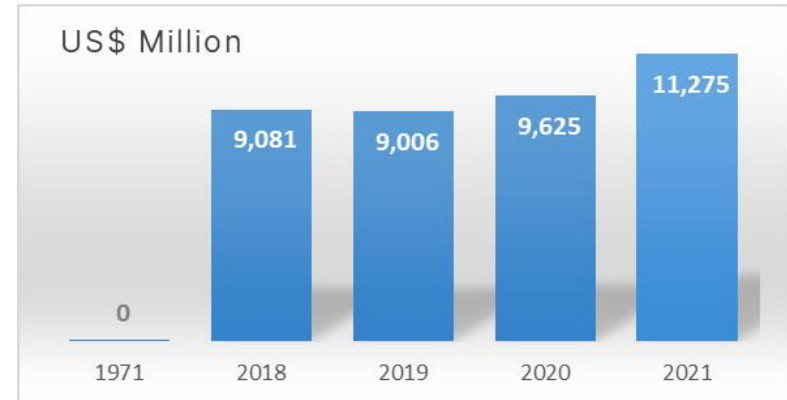
- **Founded in 1971**
- **World's Leader in Switching Power Supplies and DC Brushless Fans**
- Dedicated to providing:
 - Telecom Power Systems
 - Industrial Automation
 - Passive and Magnetic Components
 - Networking Products
 - Visual Displays
 - Data Center Infrastructure
 - Renewable Energy and Energy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



Bruce Cheng
Founder and Honorary Chairman



Yancey Hai
Chairman



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



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
Innergie



Automation



Industrial Automation
Building Automation



Infrastructure



ICT Infrastructure
Energy Infrastructure & Industrial
Solutions
Display Solutions - Vivitek



Delta Solutions Address Global Megatrends

Climate Change
(Renewables and Energy Application)

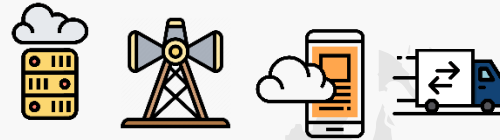
Technology Adoption
(Connected and Smart Manufacturing)

Rapid Urbanization (City Infra and Smart Application)

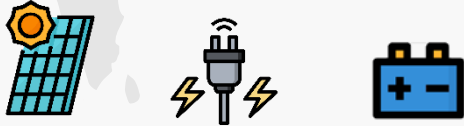
Sustainable City and Building



Connectivity and e-Commerce



Energy Infrastructure



Manufacturing Expansion



Demographic Shift (Population Bonus and Middle Class)

Delta Green Solutions



Industrial Automation



Datacenter



Telecom Energy



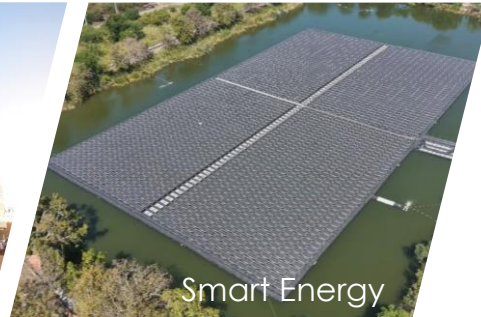
EV Charging



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*

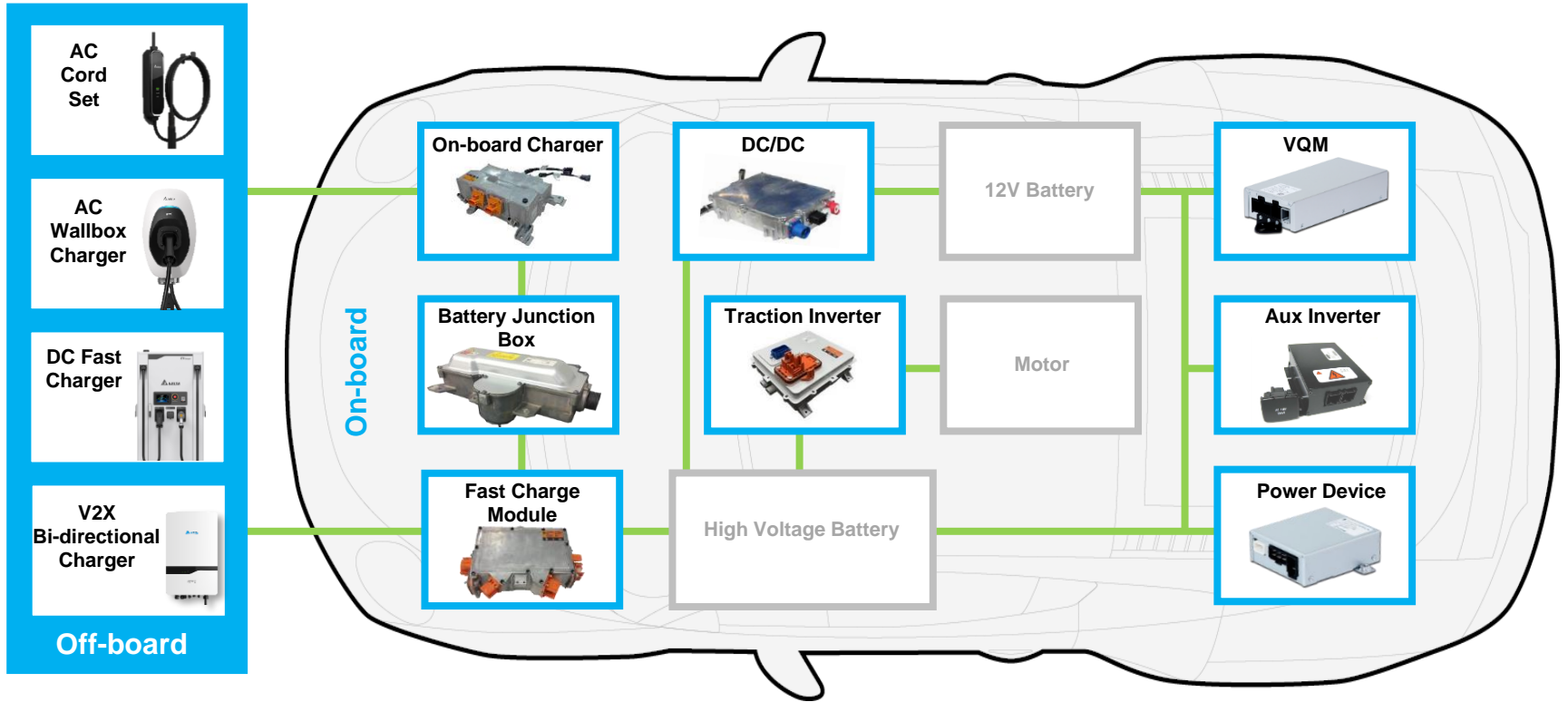


*Delta security
cam in Bangkok's
public transport*



*Delta EV chargers in
major Bangkok mall*

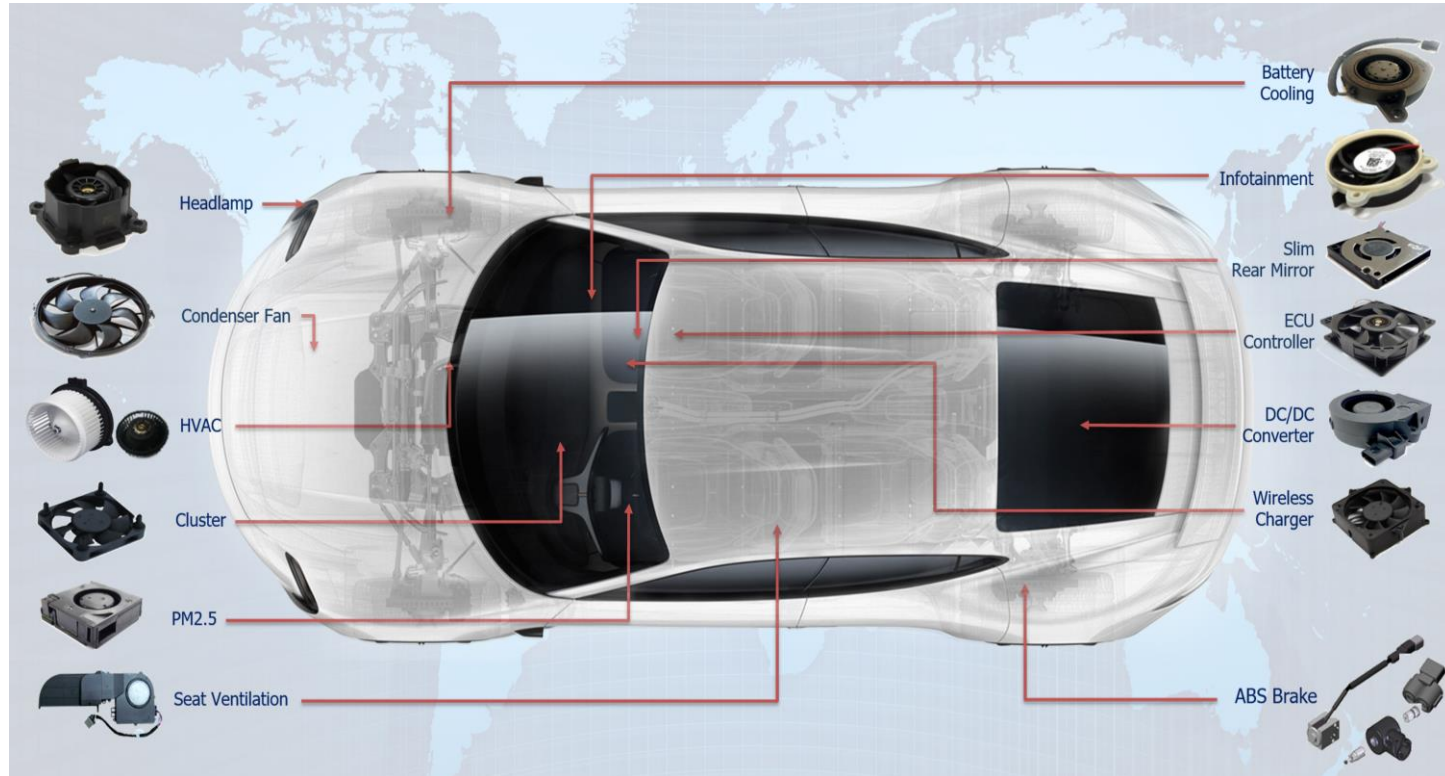
Electric Vehicle Solutions



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

The only Thai electronics manufacturer to be listed in ITC sector



FTSE4Good



Dow Jones Sustainability World Index 2021 - 2022
By S&P Global



2017 - 2021 FTSE4Good Emerging Index,
By London Stock Exchange



2021-2022 Thailand Energy Awards by
The Ministry of Energy



Included in ASEAN Asset Class 2022 for Excellence in Corporate Governance
By the ASEAN CG Scorecard Project



Delta Electronics (Thailand) Public Company Limited (DELTA)
Electronic Equipment, Instruments & Components | TH
Leads most peers in employee management practices



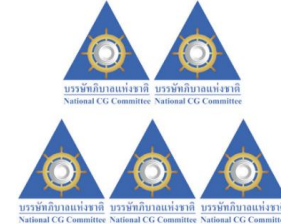
2022 Rated AA on MSCI ESG Ratings
By MSCI



HR Asia Best Companies to Work for in Asia Award 2021 in Thailand
By HR Asia



2016 - 2022 Excellence in CG Score
By IOD for CG Report



4Q-2022 Financial Performance

Financial Highlights

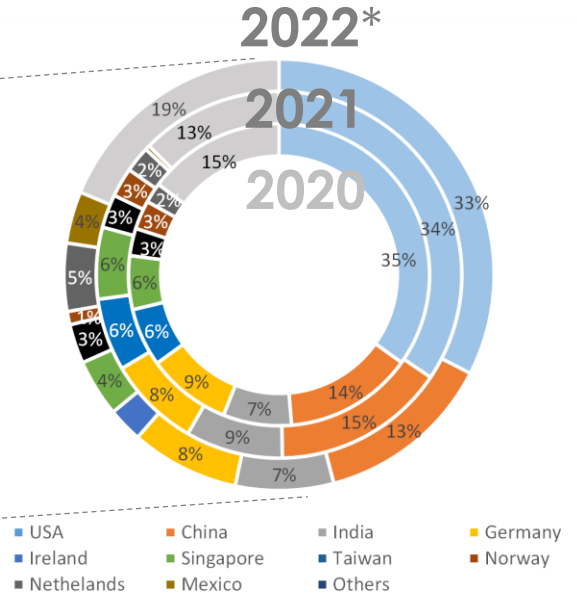
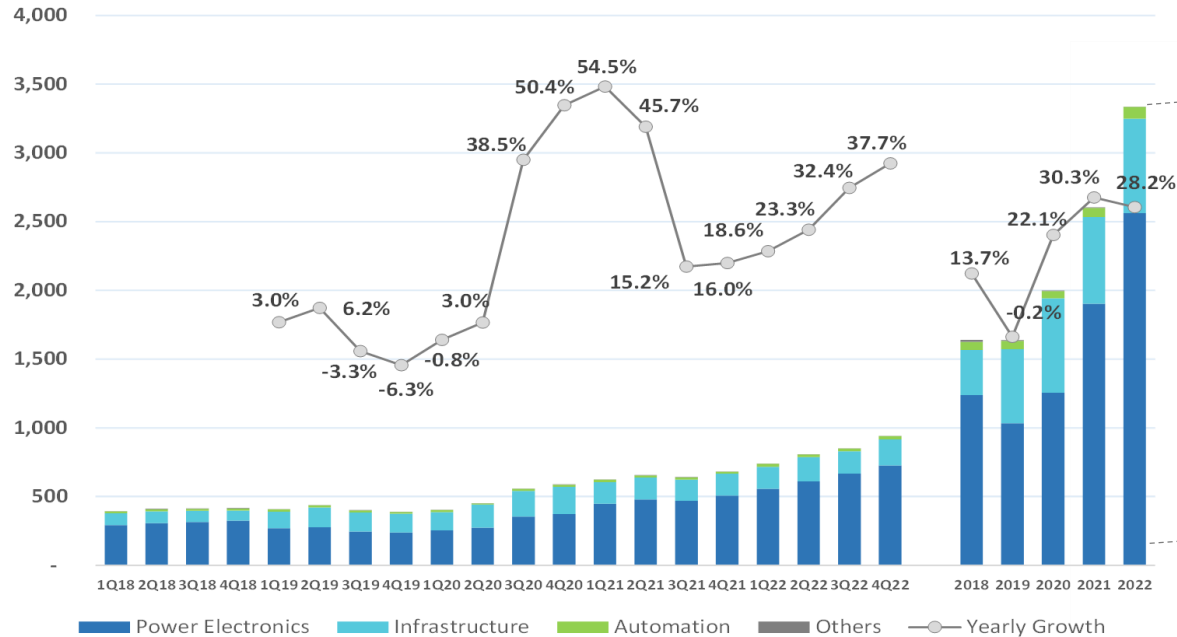
Unit : USD Million

Product Group	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Power Electronics	448	478	470	507	558	610	667	727
Infrastructure	158	161	154	159	160	177	161	188
Automation	18	16	16	15	21	21	20	23
Others	1	1	1	1	2	1	0	1
Sale Revenue	625	656	641	682	741	809	849	939
YoY Growth	55%	46%	15%	16%	19%	23%	32%	38%
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%
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%
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%
YoY Growth	112%	(17%)	(57%)	22%	46%	134%	145%	82%

1H22	2H22	2018	2019	2020	2021	2022
1,168	1,394	1,064	1,032	1,256	1,903	2,562
337	349	510	539	686	631	686
42	44	56	60	53	66	86
2	1	11	5	4	4	3
1,549	1,788	1,640	1,636	1,999	2,604	3,337
21%	35%	13%	(0.2%)	22%	30%	28%
362 23.4%	429 24.0%	379 23.1%	337 20.6%	488 24.4%	539 20.7%	791 23.7%
182 11.7%	230 12.9%	146 8.9%	75 4.6%	215 10.7%	187 7.2%	412 12.3%
207 13.4%	227 12.7%	158 9.6%	94 5.8%	225 11.3%	209 8.0%	434 13.0%
88%	109%	9%	(40%)	139%	(7%)	108%

Revenue Structure & Geographic Profile

Sales Revenue (USD million)

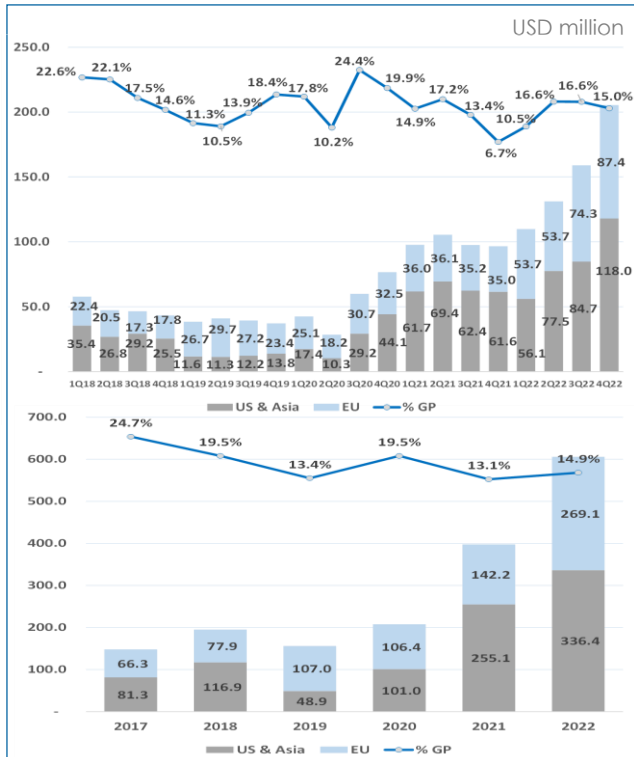


Revenue from external customers is based on locations of the customers
*As at 31 December 2022

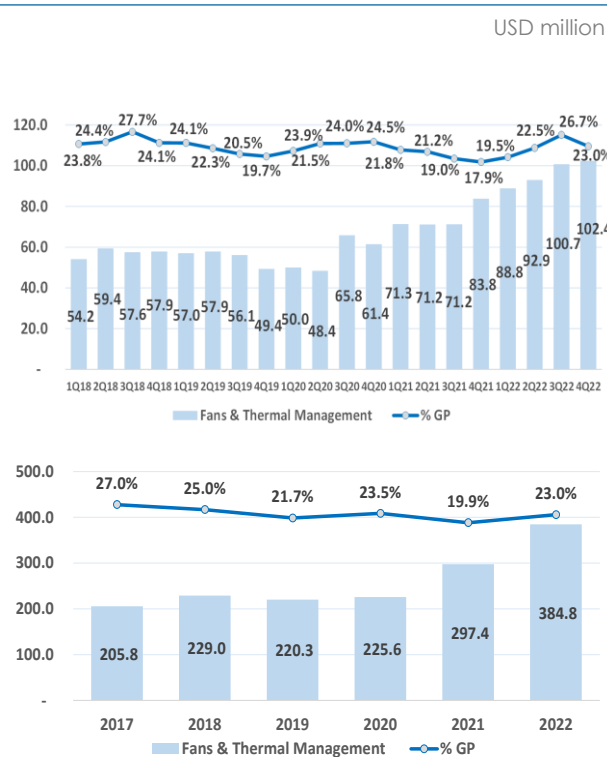


Segmental Revenue Performance

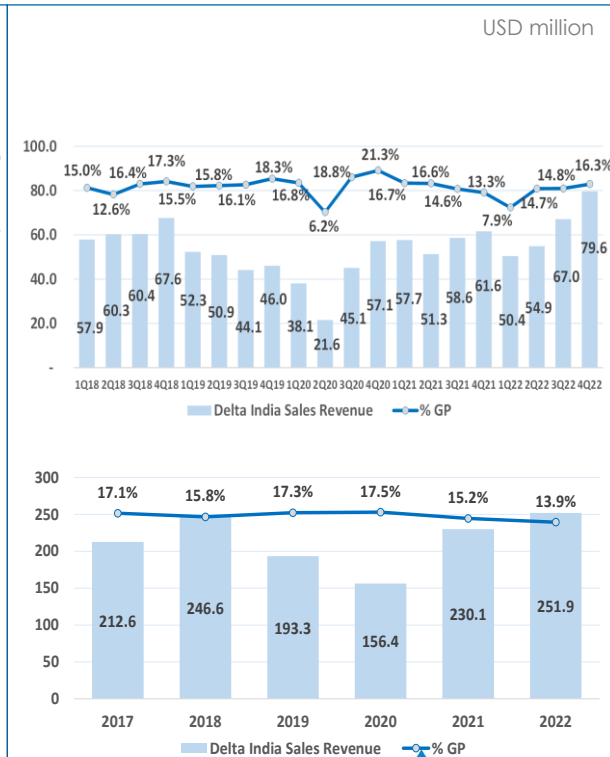
Sales of EV Power



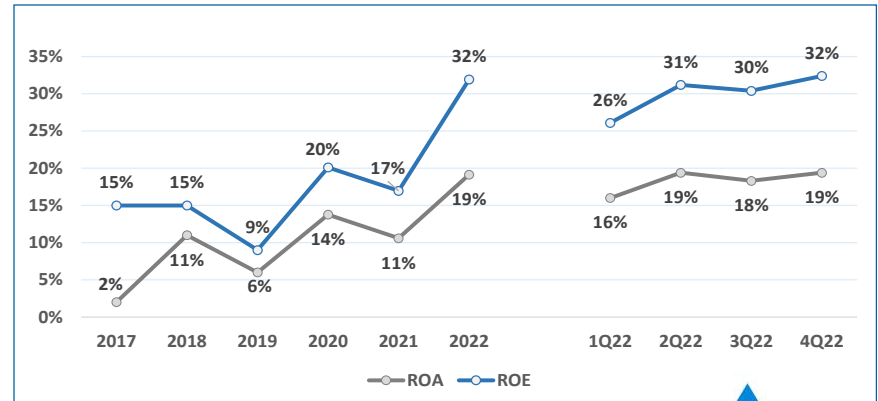
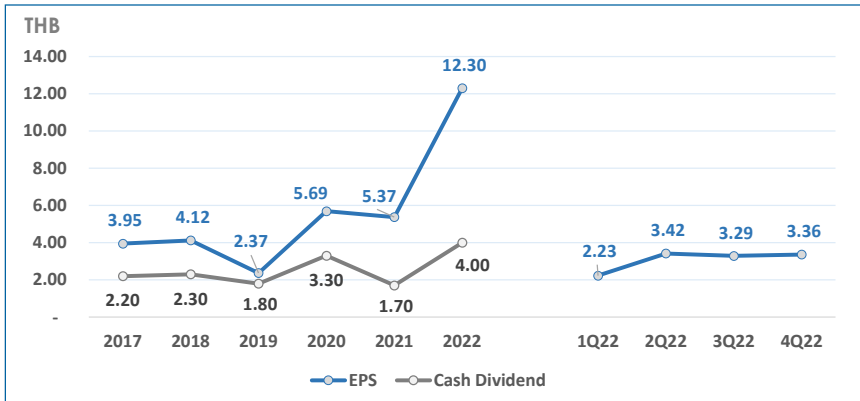
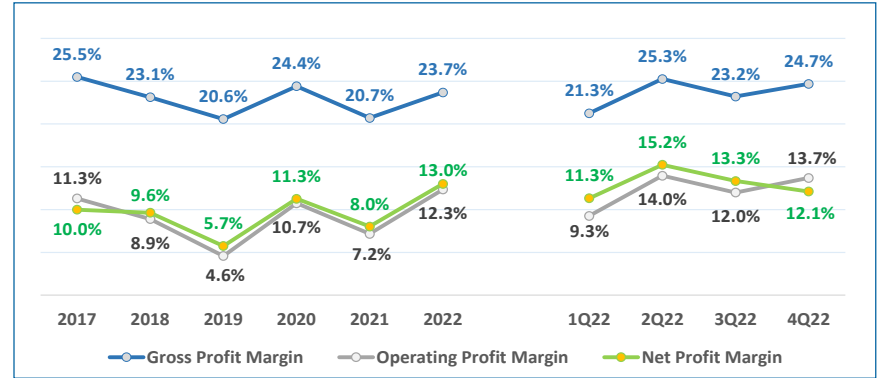
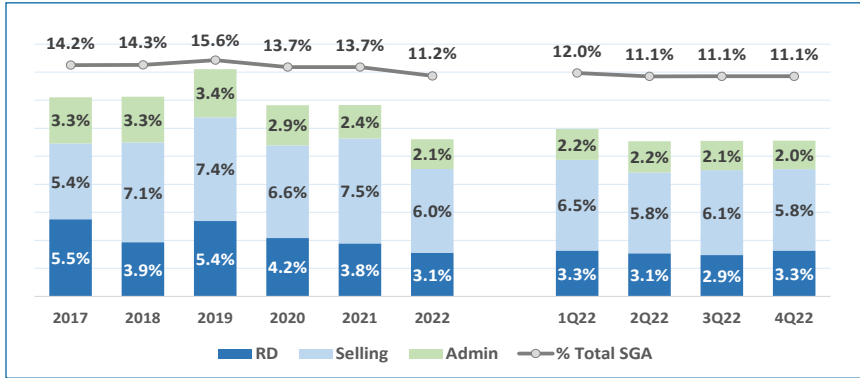
Delta Fan & Thermal Management



Delta India Business



Profitability Performance



Smarter. Greener. Together.



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



Articulated robots applied for function testing of SCARA robots to shorten testing time.



High-power UPS solutions for Alibaba



LED-based DLP Video walls for the first traffic management center in Bangalore, India.



Solar farm with 20 Delta C500 inverters generates an up to 1,200 MWh/Month in Kadappa, India.



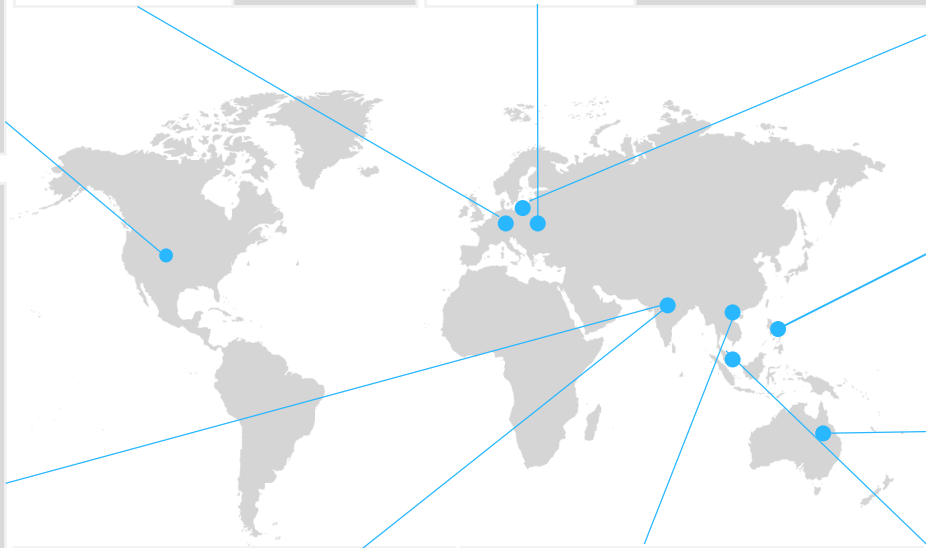
Smart monitoring and power management solution for a nationwide ATM network in India.



EV charging solutions in Northern and Western Europe.



InfraSuite datacenter solution for a web-hosting company in Berlin that serves a large Germany shopping website.



PV inverters for 75.4 MW solar energy project in Denmark.



Ultron and Modulon series UPS 100-160 kVA safeguard operations of MRI and CT Scan equipment in the Philippines.



Rooftop Solar System with 27 30 kW RPI M30A saves 1,226 MWh/Year for farm in Queensland, Australia.



Active Power Filters (APF) for power management of electrical equipment in a landmark tower in Melbourne, Australia.



PV inverters for rooftop solar solution that generates an average of 165 MWh/Month in Kolar, India.



Modulon DPH 200 kVA for the datacenter of one of The top telecom companies in Thailand.



Ultron and Amplon series UPS 20-260 kVA protect power for operations at a top global thin film transistor LCD panel manufacturer in Singapore.

Energy Savings for Delta Customers



From 2010 to 2021,
Delta's high efficiency products
and solutions helped customers

Electricity Consumption
Savings of

35.9 B kWh



Carbon Emissions
Reduction

19.01 M Tons

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

Robot

Automation Equipment



Machine Vision Systems



Smart Sensors



SCARA Robots



Robot Workstations



Rotary Optical Encoders



Pressure Sensors



Articulated Robots



Production AOI
Customized Applications



Temperature Controllers



Power Meters

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

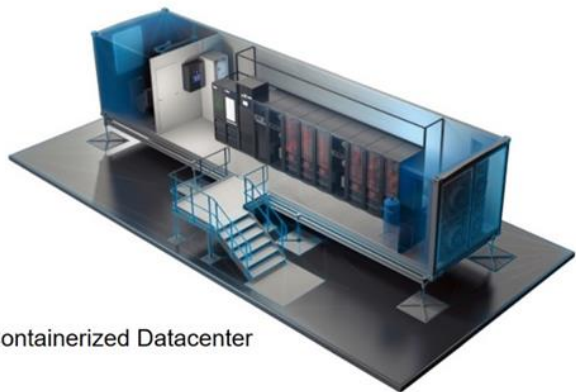


Chassis Ethernet Switches

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



High Voltage and
Precision Power Supplies



Programmable Power Supplies

High Power Motor Drive



Industrial CT



Industrial Vision



X-Ray Generators



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

