

Delta Electronics (Thailand) PCL.

Q2'18 Press Announcement

Aug 7, 2018



Time	Topics	Presenter
11:20	Registration	
11:35	Welcome Speech	Mr. Anusorn Muttaraid Executive Director
11:40	Business Outlook	Mr. Dick Hsieh President
11:50	Financial Highlight	Mrs. Aruwan Sangrung-a-run CFO
12:00	Q&A	Ms. Kulwadee Kawayawong Investor Relations
12:20	Meeting adjourn	

Business Outlook



Business Outlook

Market outlook

1. Delta India saw healthy growth in overall business for Q2'18 as compared to Q2'17.
2. DES' Industrial & Medical Business (IM) business saw healthy growth in its Q2'18 revenue compared with Q1'18. Positive key customers' feedbacks for Delta's medical related products are expected to contribute to increased sales throughout 2018.
3. DES' automotive business saw much higher growth in Q2'18 compared with the Q2'17 due to EV market growth and enlarged product portfolio.
4. DET's Industrial Automation business for Southeast Asia is meeting sales budget and continuing its healthy growth trend in Q2'18 as compared to Q1'18. Significant growth is seen in Malaysia.
5. US-China tariff war provides opportunities for Southeast Asia region in the short term.

Operations

1. Thailand production revenue achieved Q2'18 budget. Major contributions- Power Electronics and Energy Management.
2. Delta included in Nikkei Asia300 list.
3. Delta included in Thaipat Institute's ESG100 Universe for the 4th consecutive year.



Recognition

Nikkei Asian Review- Asia300

April 18, 2018

- Delta included on the exclusive Nikkei Asia300 list of the biggest and fastest-growing companies from 11 economies across the continent.
- Nikkei Asia300 list is based on market capitalization, with consideration on growth potential and geographic balance to focus on ASEAN economies.

The Asia300 logo features the word 'Asia' in a bold, red, sans-serif font, followed by '300' in a grey, sans-serif font. A grey swoosh underline is positioned above the 'Asia' text, extending from the left and curving over the top of the '300'.



Recognition

Thaipat Institute's ESG100 Universe 2018



100 อันดับหลักทรัพย์ที่มีความโดดเด่นในการดำเนินธุรกิจอย่างยั่งยืน (ESG100)

ADVANC	AJ	AOT	BAFS	BAY	BOH	BOP	BCPG	BOMS
BORM	BH	BUC	BTS	BWG	CENTEL	OK	COM7	CPALL
CPN	D	DELTA	DTAC	DTC	EGOO	EPW	GLOW	GPSC
HANA	HMPRO	INTUCH	IPC	IPPC	ITEL	IVL	JUBILEE	KBANK
KGP	KSL	KTB	KTC	KYE	LH	LHFG	LPN	M
MINT	MOONG	NSI	NTV	PB	PPS	PSH	PTT	PTTEP
FLH	ROBINS	S&J	SAT	SCB	SCC	SG	SMT	SMPG

June 21, 2018

- Delta recognized for outstanding performance in Environmental, Social and Governance (ESG).
- Delta assessed with 683 companies public listed on the Stock Exchange of Thailand (SET) from 39 industries by leading ESG advocate Thaipat Institute.
- Delta included in Thaipat Institute's ESG100 Universe for the 4th consecutive year.

Financial Highlights



Q2'18 Financial Highlights – 1

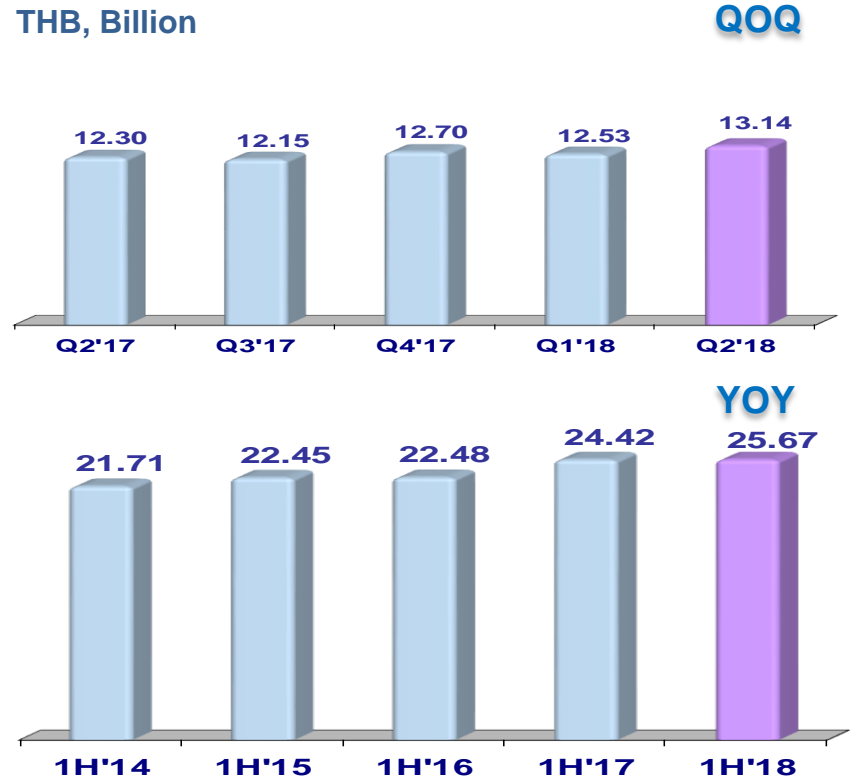
Sales Revenues

Q2'18 total was THB 13.14 billion grew 6.89% when compared with Q2'17

- ✓ EVSBG sale was 1.5 billion grew 15.1% when compare with Q2'17
- ✓ FMBG sale was 1.9 billion grew 10% when compare with Q2'17

1H'18 total was THB 25.67 billion grew 5.11% when compared with 1H'17

- ✓ EVSBG sale was 3.3 billion grew 49.4% when compare with 1H'17
- ✓ FMBG sale was 3.7 billion grew 3.8% when compare with 1H'17





Q2'18 Financial Highlights – 2

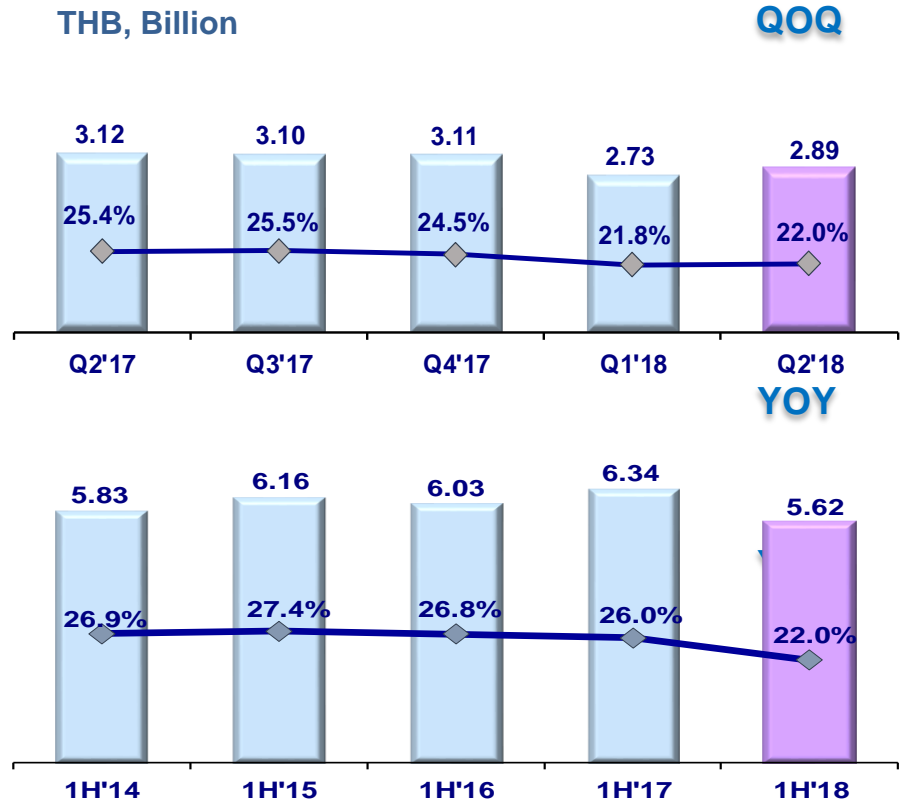
Gross Profit

Q2'18 total was THB 2.89 billion (22.0% of revenue), dropped 7.49% when compared with Q2'17.

- ✓ PSBG dropped 10.3% when compare with Q2'17

1H'18 total was THB 5.62 billion (22.0% of revenue), dropped 11.35% when compared with 1H'17.

- ✓ PSBG dropped 13.0% when compare with 1H'17





Q2'18 Financial Highlights – 3

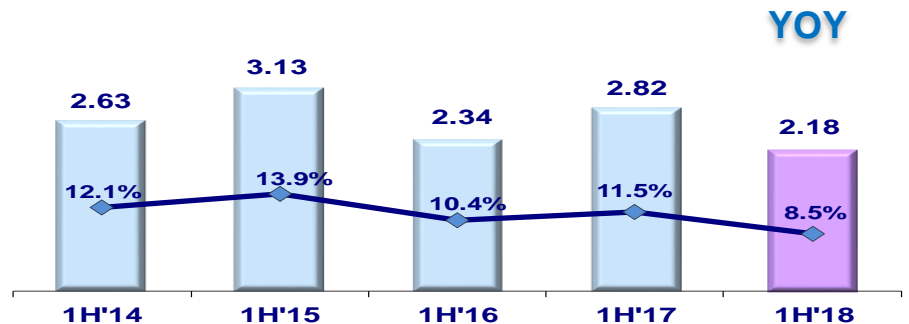
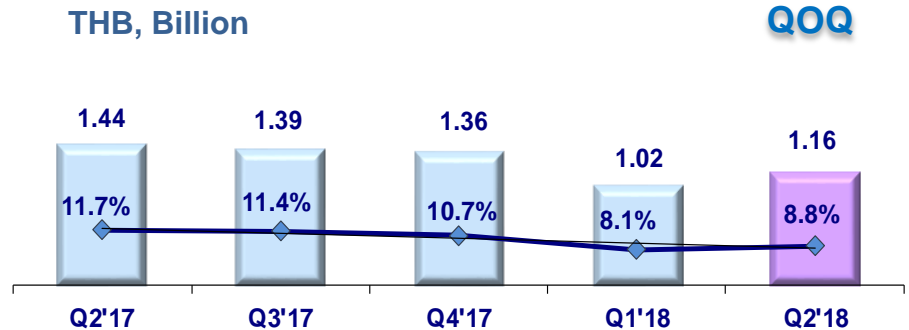
Operating Profit

Q2'18 total was THB 1.16 billion (8.8% of revenue), dropped 19.4% when compared with Q2'17.

- ✓ PSBG dropped 18.6% when compare with Q2'17

1H'18 total was THB 2.18 billion (8.5% of revenue), dropped 17.11% when compared with 1H'17.

- ✓ PSBG dropped 20.2% when compare with 1H'17





Q2'18 Financial Highlights – 4

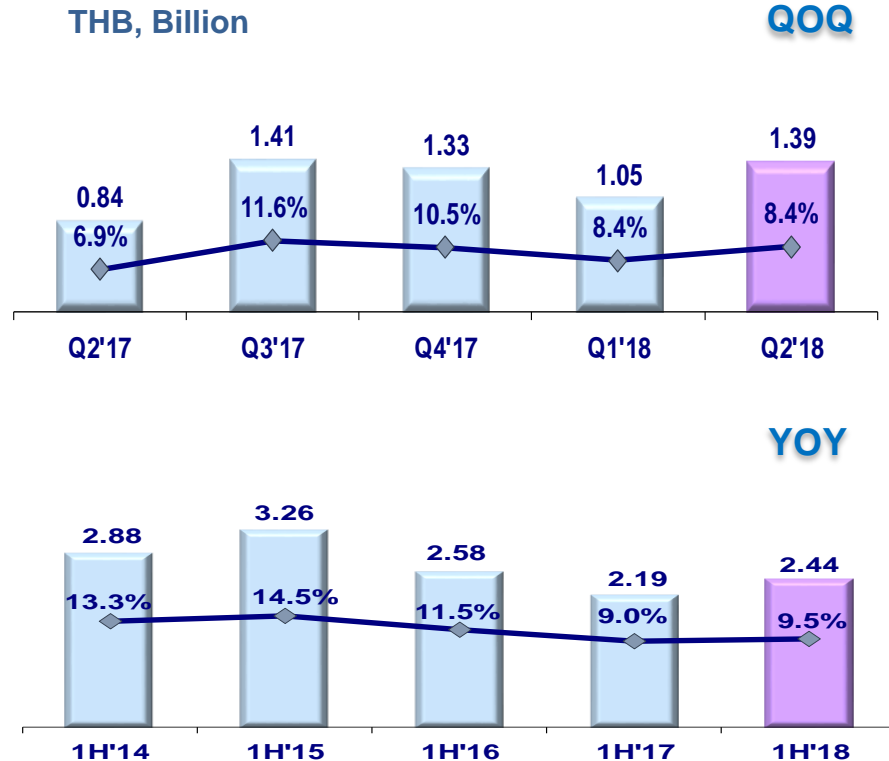
Net Profit

Q2'18 total was THB 1.39 billion (8.4% of revenue), grew 64.5% when compared with Q2'17.

- ✓ Net interest income THB 47 million
- ✓ Foreign Exchange gain THB 97 million

1H'18 total was THB 2.44 billion (9.5% of revenue), grew 11.46% when compared with 1H'17.

- ✓ Net interest income THB 91 million
- ✓ Foreign Exchange gain THB 49 million





Consolidated Balance Sheets

Unit : THB Million

	31-Dec-17	30-Jun-18
Cash and Cash equiv & Short term Invest	17,320	15,607
Accounts receivable , net	10,468	11,310
Inventory	7,684	8,480
Other Cur .Assets	945	1,520
Fixed assets	7,258	7,422
Other assets	2,343	2,454
Total assets	46,018	46,793

	31-Dec-17	30-Jun-18
Short-term loans	229	-
Accounts payable	10,480	12,211
Other Cur. Liability	991	725
Non-Cur Liability	1,844	1,863
Total liabilities	13,544	14,799
Total Equities	32,474	31,994
Total liabilities and Shareholder's equity	46,018	46,793

Item	Unit	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1H'18
Revenue	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	25.67
GP	%	18.6%	22.3%	24.3%	26.2%	26.7%	23.5%	26.5%	26.3%	26.8%	27.3%	26.5%	25.5%	21.9%
OP	%	5.2%	8.9%	9.2%	9.1%	11.2%	6.7%	10.3%	11.5%	12.4%	13.2%	10.9%	11.3%	8.5%
NP	%	4.5%	9.3%	8.6%	8.1%	11.7%	7.5%	10.7%	13.1%	13.5%	14.3%	11.8%	10.0%	9.5%
EPS	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	1.96
ROE	%	13.5%	20.7%	17.2%	12.4%	21.7%	14.4%	19.3%	21.4%	21.6%	22.0%	17.3%	15.2%	15.3%
D/E ratio	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	0.46
Quick ratio	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	2.08

Quick ratio: Cash +Investment +AR / Currency Liability

Smarter. Greener. Together.

To learn more about Delta, please visit www.deltathailand.com
or scan the QR code



Our Website



Our Annual
Report



Our Sustainability
Development
Report

