



27 October 2023

To: The President
The Stock Exchange of Thailand

Subject: Q3-2023 Operating Results

Delta Electronics (Thailand) Public Company Limited (the “Company”) would like to notify the Company’s Q3-2023 (July - September 2023) operating results based on its reviewed consolidated financial statements ended 30 September 2023 as follows.

Highlights on Q3-2023 Operating Results

Unit : Million Baht	Q3-23		Q3-22		Q2-23		% Change	
	Amount	%	Amount	%	Amount	%	% Y-o-Y	% Q-o-Q
Sales revenue	40,478	100.0	31,324	100.0	35,840	100.0	29.2	12.9
Gross profit	9,145	22.6	7,298	23.3	8,369	23.4	9.3	25.3
Operating profit	5,047	12.5	3,774	12.0	4,573	12.8	33.7	10.4
Net profit	5,429	13.4	4,110	13.1	4,668	13.0	32.1	16.3
EPS (Baht)	0.44		0.33		0.37			

Sales revenues and Service income this quarter equal to Baht 40,478 million, reflecting a rise of 29.2% Y-o-Y, thanks to Power Electronics maintaining its strong growth momentum with Electric Vehicle Solutions doubled sales record Y-o-Y alongside DC Power and Industrial Automation. Server & Networking power together with Data Center-related products, stabled Q-o-Q but grew modestly from a relatively high base established last year, in line with the uprising demand for artificial intelligence technology among the various verticals. On the other hand, uncertainty in global trade and investment remains elevated with a slowdown in economic growth outlook started putting a hit on demand metrics in Europe. Fan & Thermal Management Solutions and Infrastructure business sales performance softened from last quarter and previous year due to customers cautious spending and optimization of project plan to address inventory management challenges resulting from the market situation.

Gross profit of this quarter amounted to Baht 9,145 million, increased by 9.3% Y-o-Y attributable to EV Power sales acceleration in parallel with well-managed production costs, alongside other growth products under Power Electronics and Automation Solutions. Gross profit margin posted a slight drop Q-o-Q and Y-o-Y due to differing product mix. The continued easing of raw material situation would further support efficient cost management and improved profitability.

Selling and administrative expenses (including research and development) totaled Baht 4,098 million, a rise of 16.3% Y-o-Y in line with growing sales and increased R&D activities. SGA expenses accounted for 10.0% of total revenue in this quarter, lower from 11.1% in the same period of last year, thanks to operational excellence strategy in curbing costs while driving high sales growth.

Operating profit in Q3’23 stood at Baht 5,047 million, with a corresponding healthy profit margin of 12.5%, up from a 12.0% in the same quarter last year due to better profitability of high growth products.



Net profit this quarter hit an all-time high of Baht 5,429 million, represented a net profit margin of 13.4% and EPS at Baht 0.44, a remarkable increase of 33.7% from Baht 0.33 in Q3'22.

Highlights on Financial Position

Unit : Million Baht	30 September 2023	31 December 2022	% Change
Cash and cash equivalents	8,653	10,142	(14.7)
Trade and other receivables	33,791	28,132	20.1
Inventories	33,656	25,049	34.4
Other current assets	1,534	2,702	(43.2)
Property, plant and equipment	28,843	22,700	27.1
Right-of-use assets	559	482	15.8
Consolidation goodwill	448	437	2.5
Other assets	1,686	1,341	25.7
Total Assets	109,170	90,984	20.0
Short-term loans from financial institutions	781	945	(17.4)
Trade and other payables	38,214	30,202	26.5
Income tax payable & Provision from tax assessments	298	423	(29.7)
Other current liabilities	1,415	1,099	28.7
Provision for long-term employee benefits	1,380	1,329	3.8
Other non-current liabilities	2,808	2,306	21.8
Total Liabilities	44,895	36,305	23.7
Total Shareholders' Equity	64,275	54,680	17.5
Total Liabilities and Shareholders' Equity	109,170	90,984	20.0

Total Assets

As at 30 September 2023, the Company and its subsidiaries reported total assets at Baht 109,170 million, an increase of Baht 18,185 million or 20.0% from 31 December 2022. Some changes in key assets are summarized below.

Cash and cash equivalents as at 30 September 2023 were Baht 8,653 million, a drop of Baht 1,490 million or 14.7% from 31 December 2022 due to cash flow used for dividend payment during the year.



Net trade and other receivables as at 30 September 2023 were Baht 33,791 million, a rise of Baht 5,659 million or 20.1% from 31 December 2022 in line with growing sales.

Inventory (net) as at 30 September 2023 were Baht 33,656 million, an increase of Baht 8,608 million or 34.4% from 31 December 2022 to support increasing production and sales uptrend.

Property, plant and equipment as at 30 September 2023 amounted to Baht 28,843 million, rose by Baht 6,143 million or 27.1% from 31 December 2022, following the continued investment in Research & Development centers as well as new factories in the south of India and Bangpoo Industrial Estate Thailand.

Total Liabilities

As at 30 September 2023, total liabilities of the Company and its subsidiaries amounted Baht 44,895 million, a rise of Baht 8,590 million or 23.7% from 31 December 2022, mainly driven by higher trade and other payables in proportion to increased raw materials and property, plant and equipment.

Shareholders' Equity

As at 30 September 2023, shareholders' equity of the Company and its subsidiaries were Baht 64,275 million, an increase of Baht 9,596 million or 17.5% from 31 December 2022, contributed by interim net profit over the year.

Please be informed accordingly.

Chang Tsai-hsing
Director