

DELTA ELECTRONICS

THAILAND / ELECTRONIC COMPONENT

DELTA TB

REDUCE

UNCHANGED

TARGET PRICE	THB70.00
CLOSE	THB77.50
UP/DOWNSIDE	-9.7%
PRIOR TP	THB70.00
CHANGE IN TP	UNCHANGED
TP vs CONSENSUS	-11.8%

ยังคาดการณ์กำไรปีนี้โตดีต่อ แต่ราคาหุ้นยังแพงไป

- กำไร 4Q23 เติบโตค่าใช้จ่ายมากกว่าปกติ และคำสั่งซื้อ EV power ลดลง
- บริษัทให้หัว EV 1Q24 ทรงตัว q-q และค่าใช้จ่ายที่บริษัทแม่เรียกเก็บ ยังมีต่อเนื่อง
- คงประมาณการกำไรและราคาเป้าหมาย แนะนำขาย ตามเดิม

กำไร 4Q23 เติบโตค่าใช้จ่ายมากกว่าปกติ

DELTA รายงานกำไรสุทธิ 4Q23 ที่ 4.7 พันลบ. (-13% q-q, +12.5% y-y) หากไม่รวม FX Loss 93 ลบ. และกำไรจากการผิดสัญญาการค้า (เก็บจากลูกค้าหลายราย) 546 ลบ. จะมีกำไรปกติที่ 4.26 พันลบ. (-16% q-q, -5% y-y) ต่ำกว่าที่เราและตลาด มาจากค่าใช้จ่ายที่สูงกว่าปกติ 1) ค่าบริการด้านเทคนิคจ่ายให้กับ Delta Taiwan 1.37 พันลบ. (เรียกเก็บย้อนหลังของ 9M23 ด้วย) และ 2) อัตราภาษีสูงขึ้นเป็น 9.7% จาก 3% ใน 3Q23 และ 7% ใน 4Q22 จากรายได้ Non-BOI สูงขึ้น ขณะที่รายได้ EV power อ่อนลง q-q พอลดจากทั้งลูกค้า US & Asian และ EU ส่วนอัตรากำไรขั้นต้นทำได้เพิ่มขึ้น q-q จากกลุ่ม Data Center มีมาร์จิ้นดีขึ้น และสัดส่วน AI power system สูงขึ้น จบปี 2023 มีกำไรสุทธิวิธีใหม่ 1.84 หมื่นลบ. +20% y-y

แนวโน้ม EV power 1Q24 อาจฟื้นตัว q-q ช้ากว่าคาด

จากประชุมเมื่อวันศุกร์ (16 ก.พ.) บริษัทให้ภาพคำสั่งซื้อ EV power ใน 1Q24 ไม่ฟื้นตัว อาจทรงตัว q-q (แต่โตสูง y-y เพราะฐานต่ำ) ขณะที่ค่าบริการด้านเทคนิคจ่ายให้บริษัทแม่ นำยั้งต้องรับรู้ต่อในปี 2024 แต่อาจกลายเป็นรายไตรมาส เช่นเดียวกับค่า Royalty fee ที่ปัจจุบันจ่ายให้ Delta Taiwan ทุกปีอยู่แล้ว และมีโอกาสถูกรีวิวเพิ่มขึ้นอีกขึ้นอยู่กับบริษัทแม่เป็นหลัก ทั้งนี้บริษัทยังตั้งเป้ารายได้ปี 2024 โตต่อ 10-20% y-y และตั้งเป้าอัตรากำไรขั้นต้น +1-2% จากปี 2023 เป็น 23-24%

ภาพรวมทั้งปี 2024 น่าจะยังโตได้ดี และเดินหน้าขยายกำลังการผลิตต่อ

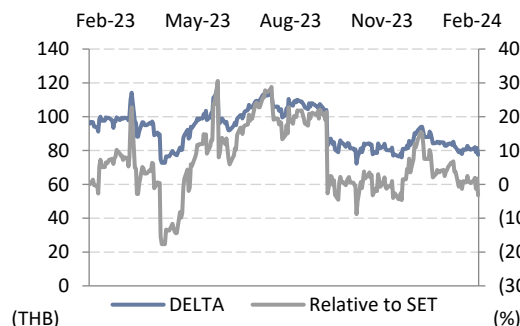
ปัจจัยหนุนการโตในปี 2024 ยังมาจาก EV power เป็นหลัก ตั้งเป้าโตสูงต่อเนื่อง รวมถึงการฟื้นตัวของรายได้กลุ่มอื่นทั้ง Data Center, Fan และ India business ทั้งนี้ยังมีแผนลงทุนขยายกำลังการผลิตต่อเนื่อง หลังจากขยายโรงงานบางปู (EV related) ในปี 2023 โดยปี 2024 จะเริ่มขยายโรงงานที่เวสโกรว จะเชิงเทรา (กลุ่ม Power electronics) ใช้เงินลงทุนราว 3 พันลบ. จะแล้วเสร็จปี 2025 รวมถึงมีแผนขยายที่อินเดียและเยอรมนีด้วย ด้วยเงินลงทุน 3.3 พันลบ. และ 964 ลบ. เรายังคาดการณ์กำไรสุทธิปี 2024 โตต่อราว 19% เป็น 2.2 หมื่นลบ. โดยใช้ assumptions ใกล้เคียงเป้าบริษัท

คงประมาณการกำไรและราคาเป้าหมาย แนะนำขาย ตามเดิม

ยังคงราคาเป้าหมาย 70 บาท อิง PE 40x ตามเดิม แม้ราคาหุ้นปรับลงมาแล้ว 15% YTD แต่ราคาหุ้นยังเต็มมูลค่า และปัจจุบันเทรดบน 2024E P/E ที่ 44x จึงคงคำแนะนำขาย และบริษัทประกาศจ่ายปันผลงวด 2023 หุ้นละ 0.45 บาท Dividend yield เพียง 0.6%

KEY STOCK DATA

YE Dec (THB m)	2023	2024E	2025E	2026E
Revenue	146,371	166,307	186,514	204,363
Net profit	18,423	21,416	24,780	28,849
EPS (THB)	1.48	1.72	1.99	2.31
vs Consensus (%)	-	19.9	18.1	17.7
EBITDA	22,992	26,320	30,032	33,331
Recurring net profit	17,201	21,416	24,780	28,849
Core EPS (THB)	1.38	1.72	1.99	2.31
Chg. In EPS est. (%)	nm	(1.8)	(1.8)	nm
EPS growth (%)	18.1	24.5	15.7	16.4
Core P/E (x)	56.2	45.1	39.0	33.5
Dividend yield (%)	0.6	0.7	0.8	0.9
EV/EBITDA (x)	41.9	36.2	31.5	26.4
Price/book (x)	14.3	11.5	9.8	8.1
Net debt/Equity (%)	(6.0)	(16.7)	(21.3)	(73.5)
ROE (%)	28.1	28.2	27.1	26.5



Share price performance	1 Month	3 Month	12 Month
Absolute (%)	(6.6)	(6.6)	(20.6)
Relative to country (%)	(5.6)	(4.7)	(5.0)
Mkt cap (USD m)	26,838		
3m avg. daily turnover (USD m)	29.3		
Free float (%)	0		
Major shareholder Delta Electronics International (Singapore) Pte Ltd (43%)			
12m high/low (THB)	119.50/70.50		
Issued shares (m)	12,473.82		

Sources: Bloomberg consensus; FSSIA estimates



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Investment thesis

เรามุ่งมองเชิงบวกต่อการเติบโตของ DELTA ด้วยสินค้าหลักอย่าง Power Supplies มีความจำเป็นต่อการใช้งานของสินค้าหลายกลุ่มอุตสาหกรรม อาทิ Automotive, Industrial, Data Center, Cloud Computing และ Medical นอกจากนี้บริษัทยังได้ขยายไปยังธุรกิจปลายน้ำอย่าง EV power และ EV battery chargers รวมถึงโครงสร้างพื้นฐานด้านโทรคมนาคม และการจัดการพลังงานในภูมิภาค อย่างไรก็ตาม ราคาหุ้นปัจจุบันยังคงเติมมูลค่าในมุมมองของเรา โดยปัจจุบันเทรดที่ PE2024-25 สูงถึง 45x และ 39x ตามลำดับ สูงกว่าค่าเฉลี่ยของตัวเองในอดีตและสูงกว่าค่าเฉลี่ยของกลุ่มชิ้นส่วนอิเล็กทรอนิกส์

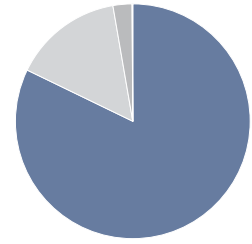
Company profile

DELTA เป็นผู้ผลิตและส่งออกอุปกรณ์อิเล็กทรอนิกส์ในกลุ่ม Power Supplies และชิ้นส่วนในกลุ่ม Fan & Thermal management, EMI Filters, Solenoids โดยผลิตภัณฑ์หลักในการจัดการพลังงานประกอบด้วย Switching power supplies, EV chargers, DC-DC converters and solar inverters. บริษัทมีฐานการผลิตและการตลาดครอบคลุมหลายภูมิภาคทั่วโลกทั้ง เอเชีย ยุโรป และอเมริกาใต้ โดยสิ้นปี 2023 บริษัทมีรายได้มาจากกลุ่ม Power Electronics 80.4% รองมาคือ Infrastructure 15.1%, Automation 2.6% และอื่นๆ 0.1% ของรายได้รวม ตามลำดับ

www.deltathailand.com

Principal activities (revenue, 2023)

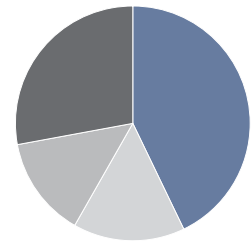
- Power electronics - 82.2 %
- Infrastructure - 15.1 %
- Automation - 2.6 %
- Others - 0.1 %



Source: Delta Electronics

Major shareholders

- Delta Electronics International (Singapore) Pte Ltd - 42.9 %
- Delta International Holding Limited - 15.4 %
- Delta Electronics Inc. - 13.9 %
- Others - 27.9 %



Source: Delta Electronics

Catalysts

ปัจจัยหนุนการเติบโตในปี 2024 คือ 1) การเติบโตของคำสั่งซื้อกลุ่ม EV power และบริษัทมีการขยายกำลังการผลิตมารองรับ 2) การฟื้นตัวของกลุ่ม Data Center และ Fan 3) ต้นทุนวัตถุดิบปรับลงและปัญหา Inventory provision หดหายไป 4) การประสบความสำเร็จในการขยายตลาดใหม่

Risks to our call

ความเสี่ยงด้านบวกต่อราคาเป้าหมายของเรา 1) ยอดขายรถยนต์ EV ทั่วโลกเติบโตมากกว่าคาด 2) ต้นทุนวัตถุดิบปรับลงเร็วกว่าคาด 3) ค่าเงินบาทอ่อนตัวมากกว่าคาด

Event calendar

Date	Event
April 2024	1Q24 results announcement 1Q23 analyst meeting

Key assumptions

	2024E	2025E	2026E
Power electronics (USD m)	4,159	4,699	5,169
Infrastructure (USD m)	750	803	859
Automation (USD m)	127	145	160
Total revenue (USD m)	5,040	5,652	6,193
FX rate (USD/THB)	33.0	33.0	33.0
Gross margin (%)	23.1	23.5	0.0

Source: FSSIA estimates

Earnings sensitivity

- For every 1% increase in USD revenue, we estimate 2024 net profit to rise by 0.9%, and vice versa, all else being equal.
- For every THB1/USD increase, we estimate 2024 net profit to fall by 6.5%, and vice versa, all else being equal.
- For every 0.5% increase in GPM, we estimate 2024 net profit to rise by 3.4%, and vice versa, all else being equal.
- For every 0.2% increase in SG&A, we estimate 2024 net profit to fall by 1.8%, and vice versa, all else being equal.

Source: FSSIA estimates

Exhibit 1: DELTA - 4Q23 earnings results

	4Q22	1Q23	2Q23	3Q23	4Q23	----- Change -----		2022	2023	Change
	(THB m)	(THB m)	(THB m)	(THB m)	(THB m)	(q-q%)	(y-y%)	(THB m)	(THB m)	(y-y%)
Sales	34,606	32,294	35,840	40,478	37,759	(6.7)	9.1	118,558	146,371	23.5
Cost of sales	26,117	25,581	27,472	31,333	28,495	(9.1)	9.1	90,618	112,881	24.6
Gross profit	8,489	6,713	8,369	9,145	9,264	1.3	9.1	27,940	33,491	19.9
SG&A	3,829	3,236	3,796	4,098	4,353	6.2	13.7	13,447	15,483	15.1
Operating profit	4,661	3,477	4,573	5,047	4,911	(2.7)	5.4	14,493	18,008	24.3
Interest expense	12	25	22	34	28	(17.0)	131.9	20	109	460.3
Tax expense	314	121	279	167	506	203.7	61.2	467	1,073	129.8
Other gain (Loss)	(311)	155	234	380	452	19.2	nm	781	1,221	56.4
Reported net profit	4,190	3,614	4,668	5,429	4,711	(13.2)	12.5	15,343	18,423	20.1
Core profit	4,500	3,459	4,434	5,049	4,259	(15.6)	(5.4)	14,563	17,201	18.1

Key Ratios (%)			(ppt)	(ppt)			(ppt)			
Gross margin	24.5	20.8	23.4	22.6	24.5	1.9	0.0	23.6	22.9	(0.7)
SG&A / Sales	11.1	10.0	10.6	10.1	11.5	1.4	0.5	11.3	10.6	(0.8)
Operating margin	13.5	10.8	12.8	12.5	13.0	0.5	(0.5)	12.2	12.3	0.1
Net margin	12.1	11.2	13.0	13.4	12.5	(0.9)	0.4	12.9	12.6	(0.4)
Core margin	13.0	10.7	12.4	12.5	11.3	(1.2)	(1.7)	12.3	11.8	(0.5)

Operating Statistics										
THB total revenue (THB m)	34,606	32,294	35,840	40,478	37,759	(6.7)	9.1	118,558	146,371	23.5
USD total revenue (USD m)	939	940	1,014	1,129	1,100	(2.6)	17.1	3,337	4,183	25.4

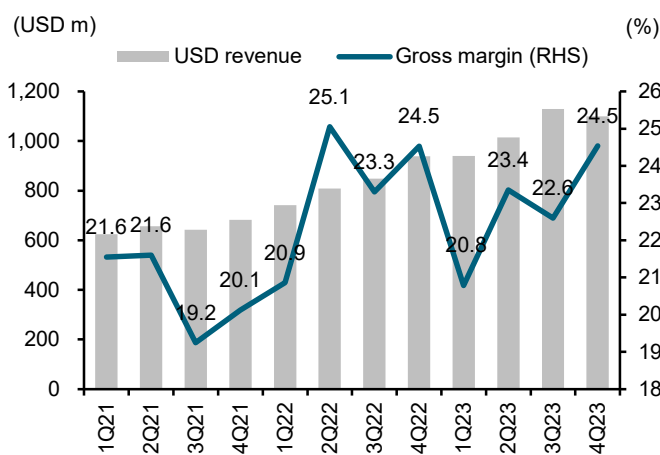
Revenue by segment (USD m)										
Power Electronics	727	726	827	955	855	(10.5)	17.6	2,562	3,363	31.3
Infrastructure	188	183	158	147	145	(1.4)	(22.9)	686	633	(7.7)
Automation	23	30	29	25	25	0.0	8.7	85	109	28.2

Revenue by key product (USD m)										
EV power	205	231	278	372	299	(19.6)	45.5	606	1,179	94.7
Fan & Thermal management	102	97	100	90	81	(9.5)	(20.7)	385	368	(4.3)
India business	80	86	90	82	100	22.7	25.8	252	358	42.0

Gross margin by key product (%)										
EV power	15.0	9.2	15.7	16.1	14.9	(1.2)	(0.1)	14.9	14.3	(0.6)
Fan & Thermal management	23.0	17.5	19.3	18.3	18.8	0.5	(4.2)	23.0	18.5	(4.5)
India business	16.3	19.3	18.6	15.6	15.5	(0.1)	(0.8)	13.9	17.2	3.3

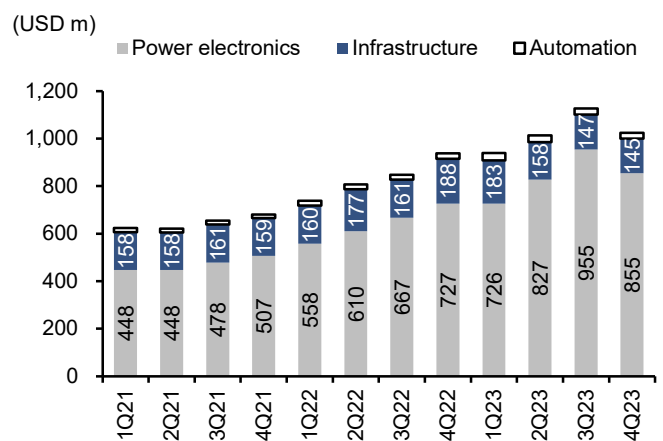
Sources: DELTA, FSSIA's compilation

Exhibit 2: USD revenue and gross margin



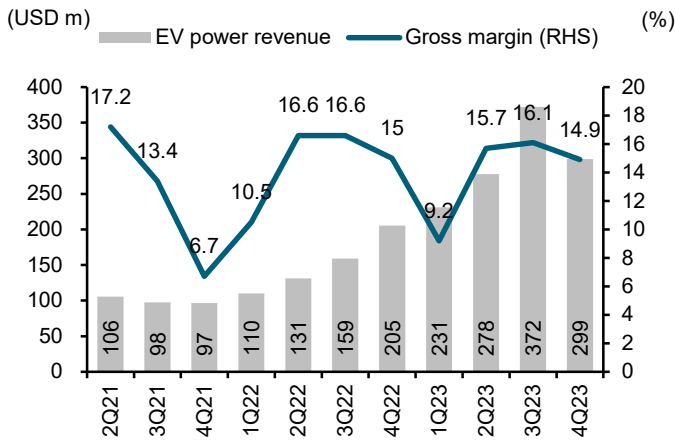
Sources: DELTA, FSSIA's compilation

Exhibit 3: Revenue breakdown by segment



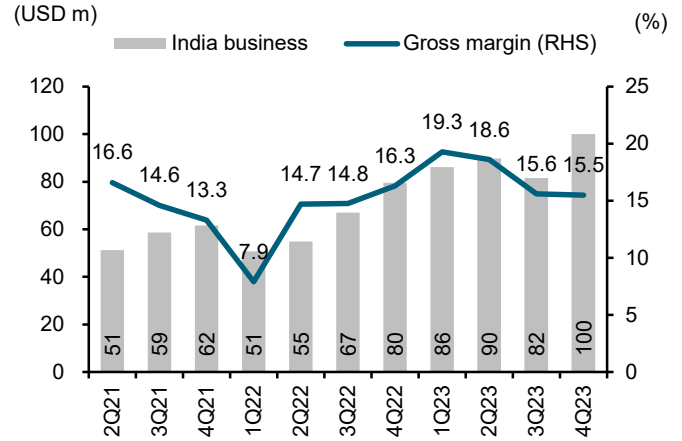
Sources: DELTA, FSSIA's compilation

Exhibit 4: EV power revenue and gross margin



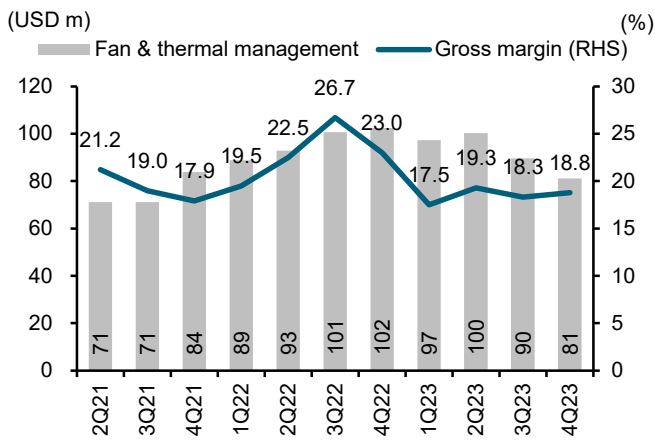
Sources: DELTA, FSSIA's compilation

Exhibit 5: India business and gross margin



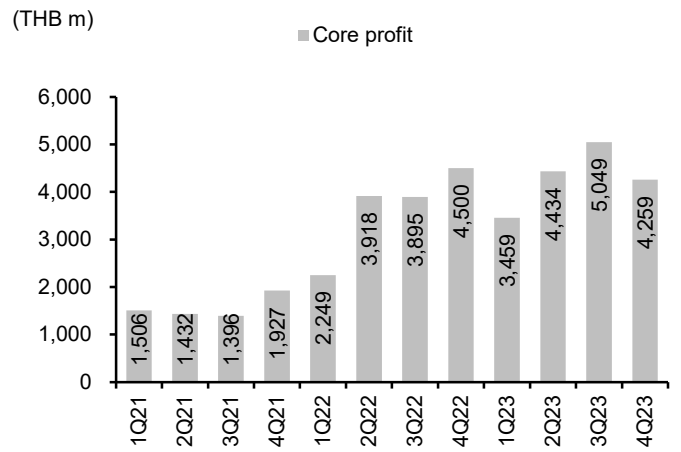
Sources: DELTA, FSSIA's compilation

Exhibit 6: Fan & thermal management and gross margin



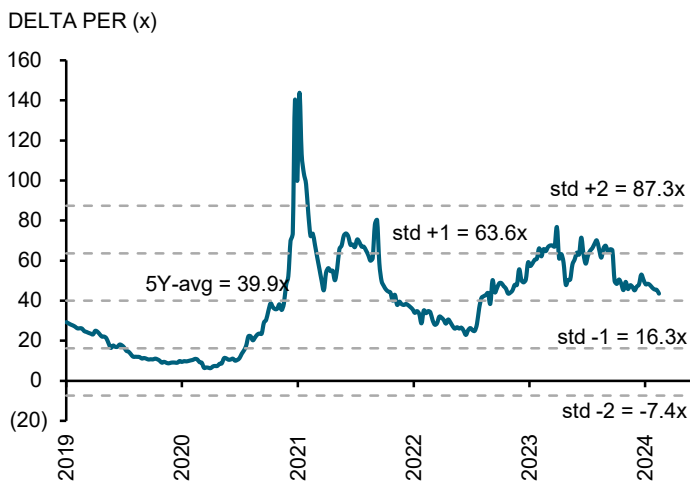
Sources: DELTA, FSSIA's compilation

Exhibit 7: Core profit



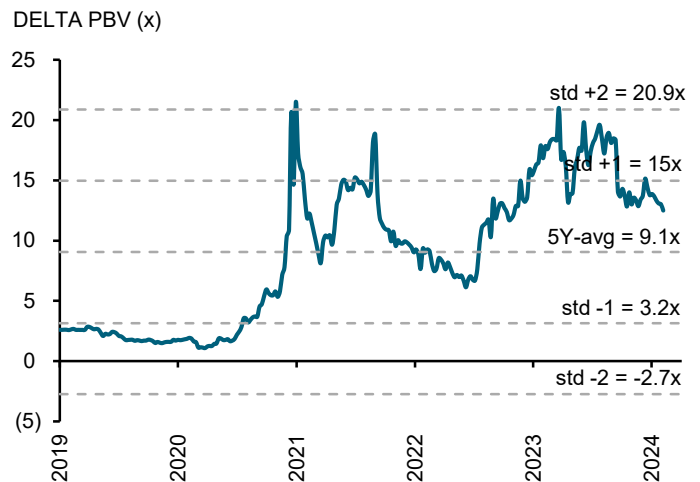
Sources: DELTA, FSSIA's compilation

Exhibit 8: Historical P/E band



Sources: Bloomberg, FSSIA's compilation

Exhibit 9: Historical P/BV band



Sources: Bloomberg, FSSIA's compilation

Financial Statements

Delta Electronics

Profit and Loss (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Revenue	118,558	146,371	166,307	186,514	204,363
Cost of goods sold	(90,618)	(112,881)	(127,890)	(142,683)	(155,521)
Gross profit	27,940	33,491	38,417	43,831	48,843
Other operating income	613	758	998	1,119	1,226
Operating costs	(13,502)	(15,865)	(17,235)	(19,307)	(21,128)
Operating EBITDA	18,240	22,992	26,320	30,032	33,331
Depreciation	(3,190)	(4,608)	(4,140)	(4,390)	(4,390)
Goodwill amortisation	0	0	0	0	0
Operating EBIT	15,050	18,384	22,180	25,642	28,941
Net financing costs	(20)	(109)	(100)	(95)	(90)
Associates	0	0	0	0	0
Recurring non-operating income	0	0	0	0	0
Non-recurring items	781	1,221	0	0	0
Profit before tax	15,811	19,496	22,080	25,548	28,851
Tax	(467)	(1,073)	(662)	(766)	0
Profit after tax	15,345	18,423	21,417	24,782	28,851
Minority interests	(1)	0	(2)	(2)	(2)
Preferred dividends	0	0	0	0	0
Other items	-	-	-	-	-
Reported net profit	15,343	18,423	21,416	24,780	28,849
Non-recurring items & goodwill (net)	(781)	(1,221)	0	0	0
Recurring net profit	14,563	17,201	21,416	24,780	28,849
Per share (THB)					
Recurring EPS *	1.17	1.38	1.72	1.99	2.31
Reported EPS	1.23	1.48	1.72	1.99	2.31
DPS	0.40	0.45	0.52	0.60	0.69
Diluted shares (used to calculate per share data)	12,474	12,474	12,474	12,474	12,474
Growth					
Revenue (%)	40.6	23.5	13.6	12.2	9.6
Operating EBITDA (%)	109.9	26.1	14.5	14.1	11.0
Operating EBIT (%)	143.5	22.1	20.6	15.6	12.9
Recurring EPS (%)	139.7	18.1	24.5	15.7	16.4
Reported EPS (%)	129.0	20.1	16.2	15.7	16.4
Operating performance					
Gross margin inc. depreciation (%)	23.6	22.9	23.1	23.5	23.9
Gross margin exc. depreciation (%)	26.3	26.0	25.6	25.9	26.0
Operating EBITDA margin (%)	15.4	15.7	15.8	16.1	16.3
Operating EBIT margin (%)	12.7	12.6	13.3	13.7	14.2
Net margin (%)	12.3	11.8	12.9	13.3	14.1
Effective tax rate (%)	3.0	5.5	3.0	3.0	0.0
Dividend payout on recurring profit (%)	34.3	32.6	30.0	30.0	30.0
Interest cover (X)	771.2	168.1	221.3	271.3	320.9
Inventory days	93.2	97.4	97.4	92.9	44.8
Debtor days	75.0	76.5	76.5	75.7	36.5
Creditor days	109.1	105.0	99.0	95.2	44.8
Operating ROIC (%)	28.3	26.3	26.2	27.6	42.7
ROIC (%)	27.1	25.3	25.2	26.5	41.0
ROE (%)	30.3	28.1	28.2	27.1	26.5
ROA (%)	18.2	17.4	18.3	18.4	21.9
* Pre-exceptional, pre-goodwill and fully diluted					
Revenue by Division (THB m)					
Power electronics	91,252	120,290	137,240	155,081	170,590
Infrastructure	24,185	22,105	24,753	26,486	28,340
Automation	3,009	3,830	4,175	4,801	5,281
Others	112	146	139	146	153

Sources: Delta Electronics; FSSIA estimates

Financial Statements

Delta Electronics

Cash Flow (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Recurring net profit	14,563	17,201	21,416	24,780	28,849
Depreciation	3,190	4,608	4,140	4,390	4,390
Associates & minorities	-	-	-	-	-
Other non-cash items	-	(546)	0	0	0
Change in working capital	(5,108)	(10,111)	(2,012)	(6,383)	42,745
Cash flow from operations	12,644	11,152	23,543	22,786	75,983
Capex - maintenance	-	-	-	-	-
Capex - new investment	(7,788)	(11,633)	(8,335)	(5,000)	0
Net acquisitions & disposals	-	-	-	-	-
Other investments (net)	213	(595)	(488)	(802)	2,798
Cash flow from investing	(7,575)	(12,227)	(8,823)	(5,802)	2,798
Dividends paid	(1,855)	(5,188)	(6,425)	(7,434)	(8,655)
Equity finance	0	0	0	0	0
Debt finance	569	3,568	(1,745)	298	(3,810)
Other financing cash flows	(213)	(376)	1,826	(3,000)	0
Cash flow from financing	(1,499)	(1,996)	(6,344)	(10,136)	(12,465)
Non-recurring cash flows	-	-	-	-	-
Other adjustments	0	546	0	0	0
Net other adjustments	0	546	0	0	0
Movement in cash	3,571	(2,525)	8,376	6,848	66,316
Free cash flow to firm (FCFF)	5,088.89	(965.85)	14,820.11	17,078.61	78,871.14
Free cash flow to equity (FCFE)	5,425.24	2,663.13	14,800.79	14,282.25	74,970.68

Per share (THB)

FCFF per share	0.41	(0.08)	1.19	1.37	6.32
FCFE per share	0.43	0.21	1.19	1.14	6.01
Recurring cash flow per share	1.42	1.70	2.05	2.34	2.66

Balance Sheet (THB m) Year Ending Dec	2022	2023	2024E	2025E	2026E
Tangible fixed assets (gross)	37,631	47,866	57,866	62,866	62,866
Less: Accumulated depreciation	(14,449)	(17,659)	(23,463)	(27,853)	(32,242)
Tangible fixed assets (net)	23,182	30,207	34,403	35,013	30,624
Intangible fixed assets (net)	629	591	629	629	629
Long-term financial assets	248	236	236	236	236
Invest. in associates & subsidiaries	-	-	-	-	-
Cash & equivalents	10,142	7,617	15,993	22,842	89,158
A/C receivable	28,132	33,237	36,451	40,880	0
Inventories	25,049	32,747	33,286	37,137	0
Other current assets	2,702	1,965	3,326	3,730	0
Current assets	66,025	75,566	89,057	104,588	89,158
Other assets	901	1,545	1,996	2,798	0
Total assets	90,984	108,145	126,319	143,264	120,646
Common equity	54,680	67,539	84,356	98,701	118,896
Minorities etc.	0	0	0	0	0
Total shareholders' equity	54,680	67,539	84,356	98,701	118,896
Long term debt	930	969	954	874	794
Other long-term liabilities	2,705	3,461	3,326	3,730	0
Long-term liabilities	3,635	4,431	4,280	4,604	794
A/C payable	30,202	32,096	35,038	37,137	0
Short term debt	1,011	2,607	982	956	956
Other current liabilities	1,457	1,472	1,663	1,865	0
Current liabilities	32,670	36,176	37,683	39,958	956
Total liabilities and shareholders' equity	90,984	108,145	126,319	143,264	120,646
Net working capital	24,225	34,380	36,362	42,745	0
Invested capital	49,184	66,959	73,625	81,420	31,488

* Includes convertibles and preferred stock which is being treated as debt

Per share (THB)

Book value per share	4.38	5.41	6.76	7.91	9.53
Tangible book value per share	4.33	5.37	6.71	7.86	9.48

Financial strength

Net debt/equity (%)	(15.0)	(6.0)	(16.7)	(21.3)	(73.5)
Net debt/total assets (%)	(9.0)	(3.7)	(11.1)	(14.7)	(72.4)
Current ratio (x)	2.0	2.1	2.4	2.6	93.3
CF interest cover (x)	678.1	131.7	231.8	205.0	832.3

Valuation	2022	2023	2024E	2025E	2026E
Recurring P/E (x) *	66.4	56.2	45.1	39.0	33.5
Recurring P/E @ target price (x) *	60.0	50.8	40.8	35.2	30.3
Reported P/E (x)	63.0	52.5	45.1	39.0	33.5
Dividend yield (%)	0.5	0.6	0.7	0.8	0.9
Price/book (x)	17.7	14.3	11.5	9.8	8.1
Price/tangible book (x)	17.9	14.4	11.5	9.9	8.2
EV/EBITDA (x) **	52.6	41.9	36.2	31.5	26.4
EV/EBITDA @ target price (x) **	47.4	37.8	32.6	28.4	23.6
EV/invested capital (x)	19.5	14.4	12.9	11.6	27.9

* Pre-exceptional, pre-goodwill and fully diluted ** EBITDA includes associate income and recurring non-operating income

Sources: Delta Electronics; FSSIA estimates

Delta Electronics Thailand (DELTA TB)

FSSIA ESG rating

87.59 /100
Exhibit 10: FSSIA ESG score implication

Rating	Score	Implication
★★★★★	>79-100	Leading its industry peers in managing the most significant ESG risks which not only better cost efficiency but also lead to higher profitability.
★★★★	>59-79	A mixed track record of managing the most significant ESG risks and opportunities relative to industry peers.
★★★	>39-59	Relevant ESG materiality matrix has been constructively addressed, well-managed and incorporated into day-to-day operations, in which targets and achievements are evaluated annually.
★★	>19-39	Relevant ESG materiality matrix has been identified with key management in charge for progress to be followed up on and to provide intensive disclosure. Most targets are conventional and achievable.
★	1-19	The company has adopted the United Nations Sustainable Development Goals (UN SDGs), established sustainability management guidelines and fully complies with regulations or ESG suggested guidance from related organizations such as the SET and SEC.

Sources: FSSIA estimates

Exhibit 11: ESG – peer comparison

	FSSIA ESG score	Domestic ratings						Global ratings						Bloomberg	
		DJSI	SET THSI	THSI	CG score	AGM level	Thai CAC	Morningstar ESG risk	ESG Book	MSCI	Moody's	Refinitiv	S&P Global	ESG score	Disclosure score
SET100	69.20	5.34	4.40	4.40	4.76	4.65	3.84	Medium	51.76	BBB	20.87	58.72	63.91	3.72	28.17
Coverage	67.12	5.11	4.15	4.17	4.83	4.71	3.53	Medium	52.04	BB	16.97	56.85	62.09	3.40	31.94
DELTA	87.59	Y	Y	Y	5.00	5.00	Certified	Low	68.81	AA	--	91.19	74.00	4.15	--
HANA	56.35	--	Y	Y	5.00	5.00	Certified	Negligible	56.93	BBB	--	44.01	31.00	1.81	--
KCE	45.77	--	--	--	5.00	5.00	Certified	Medium	52.70	--	--	61.53	16.00	2.16	52.98

Sources: SETTRADE.com; FSSIA's compilation

Exhibit 12: ESG score by Bloomberg

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
ESG financial materiality scores - ESG score	3.90	3.63	3.92	4.13	4.06	4.24	4.03	4.15
BESG environmental pillar score	4.87	4.68	5.12	5.75	5.33	5.80	5.25	—
BESG social pillar score	2.72	2.72	2.72	2.72	2.72	2.72	2.72	—
BESG governance pillar score	3.91	3.27	3.71	3.65	3.90	3.94	3.91	—
ESG disclosure score	61.65	63.10	63.96	60.99	65.87	67.09	68.34	—
Environmental disclosure score	59.71	63.03	65.00	63.03	63.03	69.86	70.52	—
Social disclosure score	37.79	38.82	39.42	32.47	47.13	43.95	47.07	—
Governance disclosure score	87.36	87.36	87.36	87.36	87.36	87.36	87.36	—
Environmental								
Emissions reduction initiatives	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Climate change policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Climate change opportunities discussed	No	No	No	No	No	No	Yes	Yes
Risks of climate change discussed	No	No	No	No	No	No	Yes	Yes
GHG scope 1	0	0	0	0	0	1	1	1
GHG scope 2 location-based	40	41	40	39	42	40	51	60
GHG Scope 3	—	28	19	46	40	82	127	167
Carbon per unit of production	—	—	—	—	—	—	—	—
Biodiversity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Energy efficiency policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Total energy consumption	76	80	80	92	84	80	102	121
Renewable energy use	0	0	3	7	9	10	10	—
Electricity used	74	78	79	92	80	80	91	120
Fuel used - natural gas	—	—	—	—	—	196	233	—

Sources: Bloomberg; FSSIA's compilation

Exhibit 13: ESG score by Bloomberg (cont.)

FY ending Dec 31	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Fuel used - crude oil/diesel	No	No	No	No	No	No	No	No
Waste reduction policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Hazardous waste	0	0	0	0	0	0	0	0
Total waste	2	2	2	2	3	6	8	9
Waste recycled	1	2	2	2	3	4	4	5
Waste sent to landfills	0	0	0	0	0	0	0	0
Environmental supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Water consumption	—	—	—	—	—	434	445	536
Social								
Human rights policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Policy against child labor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Quality assurance and recall policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Consumer data protection policy	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Equal opportunity policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Gender pay gap breakout	No	No	No	No	Yes	Yes	Yes	No
Pct women in workforce	84	80	75	71	71	65	69	—
Pct disabled in workforce	—	—	—	—	—	—	—	—
Business ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Anti-bribery ethics policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Health and safety policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lost time incident rate - employees	—	—	—	—	0	—	0	0
Total recordable incident rate - employees	1	1	0	0	1	0	—	—
Training policy	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Fair remuneration policy	No	No	No	No	No	No	No	No
Number of employees – CSR	10,466	9,764	10,691	11,088	11,297	13,852	16,951	20,022
Employee turnover pct	13	11	—	—	7	6	7	3
Total hours spent by firm - employee training	131,464	96,865	115,161	128,431	168,455	678,748	1,017,000	1,561,720
Social supply chain management	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Governance								
Board size	9	8	8	9	9	9	9	9
No. of independent directors (ID)	4	3	3	4	4	4	4	4
No. of women on board	1	0	0	1	1	1	1	1
No. of non-executive directors on board	7	6	6	7	6	6	6	6
Company conducts board evaluations	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
No. of board meetings for the year	5	5	6	6	6	5	5	6
Board meeting attendance pct	93	97	93	96	100	100	98	98
Board duration (years)	3	3	3	3	3	3	3	3
Director share ownership guidelines	No	No	No	No	No	No	No	No
Age of the youngest director	52	53	54	55	52	53	54	61
Age of the oldest director	72	71	72	73	73	73	74	75
No. of executives / company managers	5	5	5	5	5	3	4	4
No. of female executives	1	1	1	1	0	0	1	1
Executive share ownership guidelines	No	No	No	No	No	No	No	No
Size of audit committee	3	3	3	3	3	3	3	3
No. of ID on audit committee	3	3	3	3	3	3	3	3
Audit committee meetings	5	4	4	4	4	4	4	4
Audit meeting attendance %	100	90	92	100	100	100	100	100
Size of compensation committee	3	5	3	3	3	3	3	3
No. of ID on compensation committee	2	3	2	2	2	2	2	2
No. of compensation committee meetings	2	4	4	4	4	5	5	6
Compensation meeting attendance %	60	91	83	83	100	93	100	94
Size of nomination committee	3	5	3	3	3	3	3	3
No. of nomination committee meetings	2	4	4	4	4	5	5	6
Nomination meeting attendance %	60	91	83	83	100	93	100	94
Sustainability governance								
Verification type	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

Sources: Bloomberg; FSSIA's compilation

Disclaimer for ESG scoring

ESG score	Methodology	Rating																											
The Dow Jones Sustainability Indices (DJSI) By S&P Global	The DJSI World applies a transparent, rules-based component selection process based on the companies' Total Sustainability Scores resulting from the annual S&P Global Corporate Sustainability Assessment (CSA). Only the top-ranked companies within each industry are selected for inclusion.	Be a member and invited to the annual S&P Global Corporate Sustainability Assessment (CSA) for DJSI. Companies with an S&P Global ESG Score of less than 45% of the S&P Global ESG Score of the highest scoring company are disqualified. The constituents of the DJSI indices are selected from the Eligible Universe.																											
Sustainability Investment List (THSI) by The Stock Exchange of Thailand (SET)	THSI quantifies responsibility in Environmental and Social issues by managing business with transparency in Governance, updated annually. Candidates must pass the preemptive criteria, with two crucial conditions: 1) no irregular trading of the board members and executives; and 2) free float of >150 shareholders, and combined holding must be >15% of paid-up capital. Some key disqualifying criteria include: 1) CG score of below 70%; 2) independent directors and free float violation; 3) executives' wrongdoing related to CG, social & environmental impacts; 4) equity in negative territory; and 5) earnings in red for > 3 years in the last 5 years.	To be eligible for THSI inclusion , verified data must be scored at a minimum of 50% for each indicator, unless the company is a part of DJSI during the assessment year. The scoring will be fairly weighted against the nature of the relevant industry and materiality. SETTHSI Index is extended from the THSI companies whose 1) market capitalization > THB5b (~USD150b); 2) free float >20%; and 3) liquidity >0.5% of paid-up capital for at least 9 out of 12 months. The SETTHSI Index is a market capitalisation-weighted index, cap 5% quarterly weight at maximum, and no cap for number of stocks.																											
CG Score by Thai Institute of Directors Association (Thai IOD)	An indicator of CG strength in sustainable development, measured annually by the Thai IOD, with support from the Stock Exchange of Thailand (SET). The results are from the perspective of a third party, not an evaluation of operations.	Scores are rated in six categories: 5 for Excellent (90-100), 4 for Very Good (80-89), 3 for Good (70-79), 2 for Fair (60-69), 1 for Pass (60-69), and not rated for scores below 50. Weightings include: 1) the rights; 2) and equitable treatment of shareholders (weight 25% combined); 3) the role of stakeholders (25%); 4) disclosure & transparency (15%); and 5) board responsibilities (35%).																											
AGM level By Thai Investors Association (TIA) with support from the SEC	It quantifies the extent to which shareholders' rights and equitable treatment are incorporated into business operations and information is transparent and sufficiently disclosed. All form important elements of two out of five the CG components to be evaluated annually. The assessment criteria cover AGM procedures before the meeting (45%), at the meeting date (45%), and after the meeting (10%). <i>(The first assesses 1) advance circulation of sufficient information for voting; and 2) facilitating how voting rights can be exercised. The second assesses 1) the ease of attending meetings; 2) transparency and verifiability; and 3) openness for Q&A. The third involves the meeting minutes that should contain discussion issues, resolutions and voting results.)</i>	The scores are classified into four categories: 5 for Excellent (100), 4 for Very Good (90-99), 3 for Fair (80-89), and not rated for scores below 79.																											
Thai CAC By Thai Private Sector Collective Action Against Corruption (CAC)	The core elements of the Checklist include corruption risk assessment, establishment of key controls, and the monitoring and developing of policies. The Certification is good for three years. <i>(Companies deciding to become a CAC certified member start by submitting a Declaration of Intent to kick off an 18-month deadline to submit the CAC Checklist for Certification, including risk assessment, in place of policy and control, training of managers and employees, establishment of whistleblowing channels, and communication of policies to all stakeholders.)</i>	The document will be reviewed by a committee of nine professionals. A passed Checklist will move for granting certification by the CAC Council approvals whose members are twelve highly respected individuals in professionalism and ethical achievements.																											
Morningstar Sustainalytics	The Sustainalytics' ESG risk rating provides an overall company score based on an assessment of how much of a company's exposure to ESG risk is unmanaged. Sources to be reviewed include corporate publications and regulatory filings, news and other media, NGO reports/websites, multi-sector information, company feedback, ESG controversies, issuer feedback on draft ESG reports, and quality & peer reviews.	A company's ESG risk rating score is the sum of unmanaged risk. The more risk is unmanaged, the higher ESG risk is scored. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>NEGL</th> <th>Low</th> <th>Medium</th> <th>High</th> <th>Severe</th> </tr> </thead> <tbody> <tr> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40+</td> </tr> </tbody> </table>	NEGL	Low	Medium	High	Severe	0-10	10-20	20-30	30-40	40+																	
NEGL	Low	Medium	High	Severe																									
0-10	10-20	20-30	30-40	40+																									
ESG Book	The ESG score identifies sustainable companies that are better positioned to outperform over the long term. The methodology considers the principle of financial materiality including information that significantly helps explain future risk-adjusted performance. Materiality is applied by over-weighting features with higher materiality and rebalancing these weights on a rolling quarterly basis.	The total ESG score is calculated as a weighted sum of the features scores using materiality-based weights. The score is scaled between 0 and 100 with higher scores indicating better performance.																											
MSCI	MSCI ESG ratings aim to measure a company's management of financially relevant ESG risks and opportunities. It uses a rules-based methodology to identify industry leaders and laggards according to their exposure to ESG risks and how well they manage those risks relative to peers. <table border="0" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td style="text-align: right;">AAA</td> <td style="text-align: left;">8.571-10.000</td> <td style="text-align: right;">Leader:</td> <td style="text-align: left;">leading its industry in managing the most significant ESG risks and opportunities</td> </tr> <tr> <td style="text-align: right;">AA</td> <td style="text-align: left;">7.143-8.570</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;">A</td> <td style="text-align: left;">5.714-7.142</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;">BBB</td> <td style="text-align: left;">4.286-5.713</td> <td style="text-align: right;">Average:</td> <td style="text-align: left;">a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers</td> </tr> <tr> <td style="text-align: right;">BB</td> <td style="text-align: left;">2.857-4.285</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;">B</td> <td style="text-align: left;">1.429-2.856</td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;">CCC</td> <td style="text-align: left;">0.000-1.428</td> <td style="text-align: right;">Laggard:</td> <td style="text-align: left;">lagging its industry based on its high exposure and failure to manage significant ESG risks</td> </tr> </tbody> </table>	AAA	8.571-10.000	Leader:	leading its industry in managing the most significant ESG risks and opportunities	AA	7.143-8.570			A	5.714-7.142			BBB	4.286-5.713	Average:	a mixed or unexceptional track record of managing the most significant ESG risks and opportunities relative to industry peers	BB	2.857-4.285			B	1.429-2.856			CCC	0.000-1.428	Laggard:	lagging its industry based on its high exposure and failure to manage significant ESG risks
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Moody's ESG solutions	Moody's assesses the degree to which companies take into account ESG objectives in the definition and implementation of their strategy policies. It believes that a company integrating ESG factors into its business model and relatively outperforming its peers is better positioned to mitigate risks and create sustainable value for shareholders over the medium to long term.																												
Refinitiv ESG rating	Designed to transparently and objectively measure a company's relative ESG performance, commitment and effectiveness across 10 main themes, based on publicly available and auditable data. The score ranges from 0 to 100 on relative ESG performance and insufficient degree of transparency in reporting material ESG data publicly. <i>(Score ratings are 0 to 25 = poor; >25 to 50 = satisfactory; >50 to 75 = good; and >75 to 100 = excellent.)</i>																												
S&P Global	The S&P Global ESG Score is a relative score measuring a company's performance on and management of ESG risks, opportunities, and impacts compared to its peers within the same industry classification. The score ranges from 0 to 100.																												
Bloomberg	ESG Score	Bloomberg score evaluating the company's aggregated Environmental, Social and Governance (ESG) performance. The score is based on Bloomberg's view of ESG financial materiality. The score is a weighted generalized mean (power mean) of Pillar Scores, where the weights are determined by the pillar priority ranking. Values range from 0 to 10; 10 is the best.																											
Bloomberg	ESG Disclosure Score	Disclosure of a company's ESG used for Bloomberg ESG score. The score ranges from 0 for none to 100 for disclosure of every data point, measuring the amount of ESG data reported publicly, and not the performance on any data point.																											

Rating regarding the sustainable development of Thai listed companies, both on the SET and MAI, are publicly available on the website of the Securities and Exchange Commission of Thailand (SEC). Currently, ratings available are 1) "CG Score"; 2) "AGM Level"; 3) "Thai CAC"; and 4) THSI. The ratings are updated on an annual basis. FSSIA does not confirm nor certify the accuracy of such ratings.

Source: FSSIA's compilation

GENERAL DISCLAIMER

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Sureporn Teewasuwet FSS International Investment Advisory Securities Co., Ltd

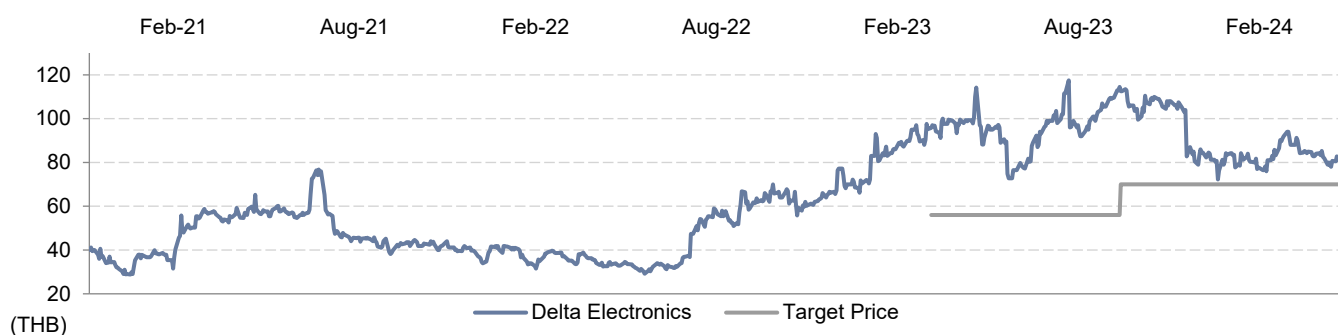
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History of change in investment rating and/or target price

Delta Electronics (DELTA TB)



Date	Rating	Target price	Date	Rating	Target price	Date	Rating	Target price
17-Feb-2023	REDUCE	56.00	02-Aug-2023	REDUCE	70.00	-	-	-

Sureporn Teewasuwet started covering this stock from 17-Feb-2023

Price and TP are in local currency

Source: FSSIA estimates

Company	Ticker	Price	Rating	Valuation & Risks
Delta Electronics	DELTA TB	THB 77.50	REDUCE	Upside risks to our P/E-based TP include 1) higher-than-expected global EV car sales; 2) lower-than-expected raw material costs; and 3) a weaker-than-expected THB against USD.

Source: FSSIA estimates

Additional Disclosures

Target price history, stock price charts, valuation and risk details, and equity rating histories applicable to each company rated in this report is available in our most recently published reports. You can contact the analyst named on the front of this note or your representative at Finansia Syrus Securities Public Company Limited.

All share prices are as at market close on 16-Feb-2024 unless otherwise stated.

RECOMMENDATION STRUCTURE

Stock ratings

Stock ratings are based on absolute upside or downside, which we define as $(\text{target price}^* - \text{current price}) / \text{current price}$.

BUY (B). The upside is 10% or more.

HOLD (H). The upside or downside is less than 10%.

REDUCE (R). The downside is 10% or more.

Unless otherwise specified, these recommendations are set with a 12-month horizon. Thus, it is possible that future price volatility may cause a temporary mismatch between upside/downside for a stock based on market price and the formal recommendation.

* In most cases, the target price will equal the analyst's assessment of the current fair value of the stock. However, if the analyst doesn't think the market will reassess the stock over the specified time horizon due to a lack of events or catalysts, then the target price may differ from fair value. In most cases, therefore, our recommendation is an assessment of the mismatch between current market price and our assessment of current fair value.

Industry Recommendations

Overweight. The analyst expects the fundamental conditions of the sector to be positive over the next 12 months.

Neutral. The analyst expects the fundamental conditions of the sector to be maintained over the next 12 months.

Underweight. The analyst expects the fundamental conditions of the sector to be negative over the next 12 months.

Country (Strategy) Recommendations

Overweight (O). Over the next 12 months, the analyst expects the market to score positively on two or more of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Neutral (N). Over the next 12 months, the analyst expects the market to score positively on one of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.

Underweight (U). Over the next 12 months, the analyst does not expect the market to score positively on any of the criteria used to determine market recommendations: index returns relative to the regional benchmark, index sharpe ratio relative to the regional benchmark and index returns relative to the market cost of equity.