

台達電子2017年第三季財報法人說明會
Delta Electronics, Inc.
3Q 2017 Results Analyst Meeting

31 Oct 2017



- **本簡報財務數字係根據國際財務報導準則編製**
The financial numbers hereby are based on International Financial Reporting Standards (IFRS)
- **合併數字係經由會計師核閱簽證**
Cumulative consolidated numbers were reviewed by CPA



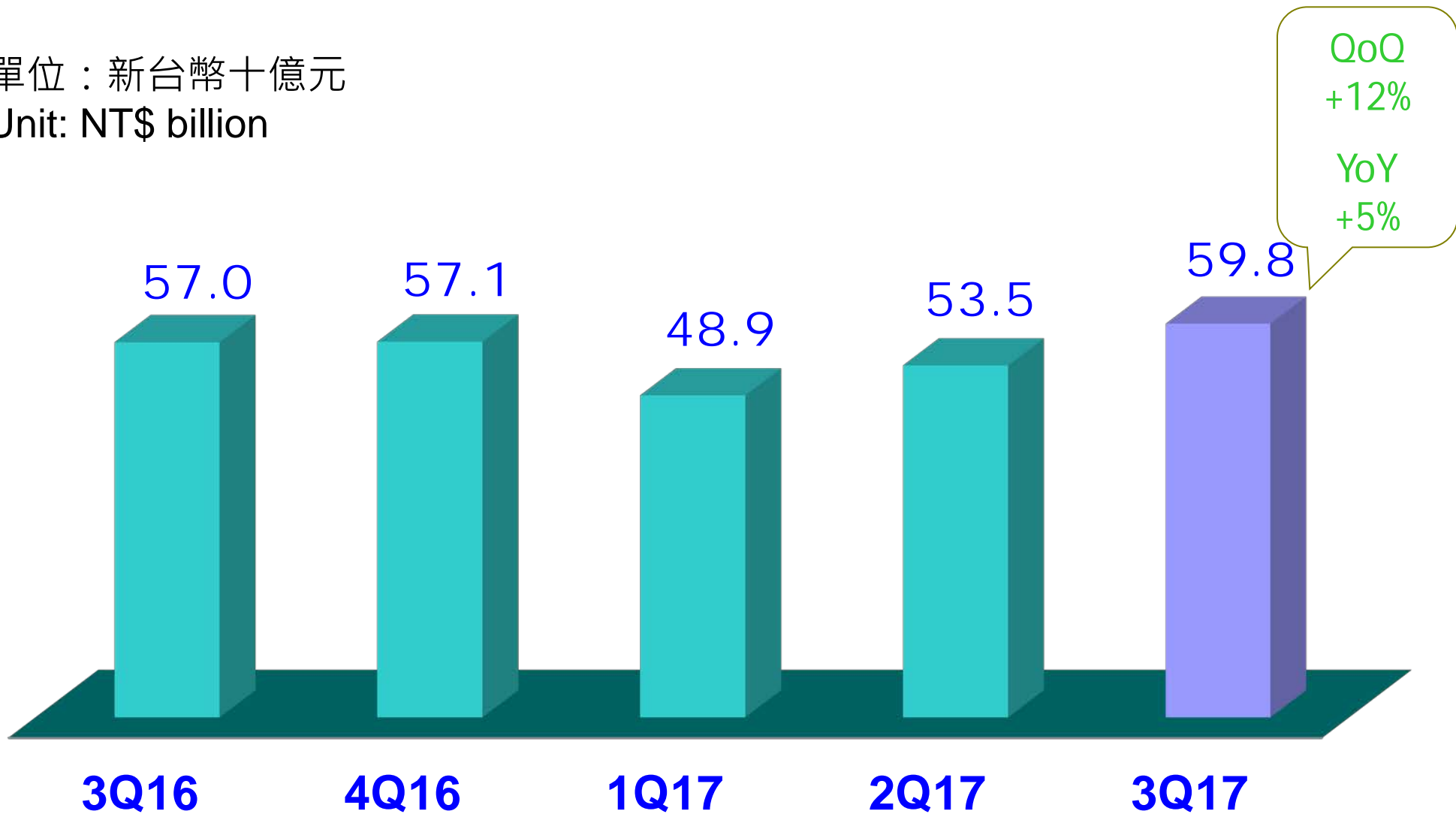
2017年第三季結算數字

2017 Third Quarter Results



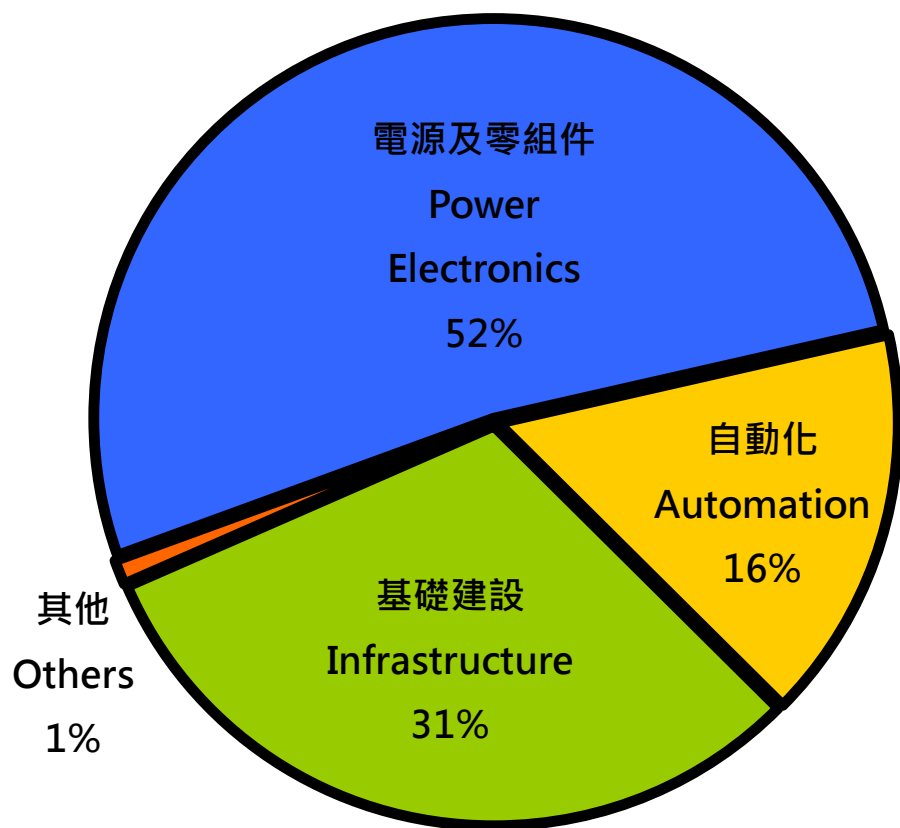
合併營收 Sales Revenue

單位：新台幣十億元
Unit: NT\$ billion

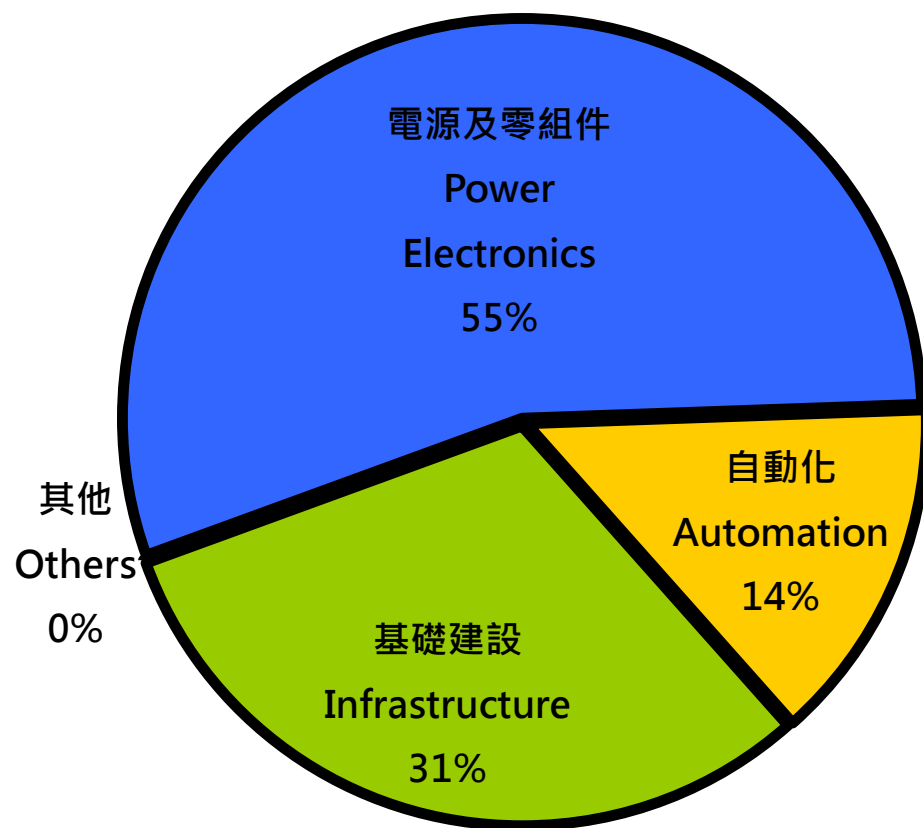


業務分類 (季對季) Sales Revenue by Business (QoQ)

2Q17



3Q17





業務分類 (季對季)

Sales Revenue by Business (QoQ)

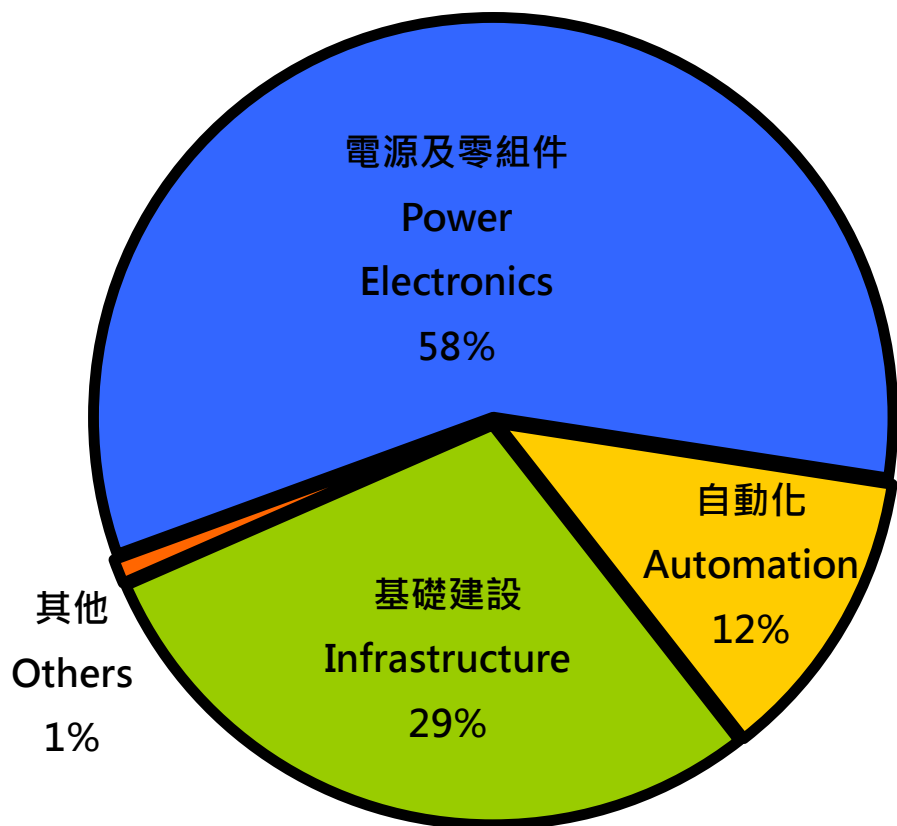
單位：新台幣百萬元

Unit: NT\$ million

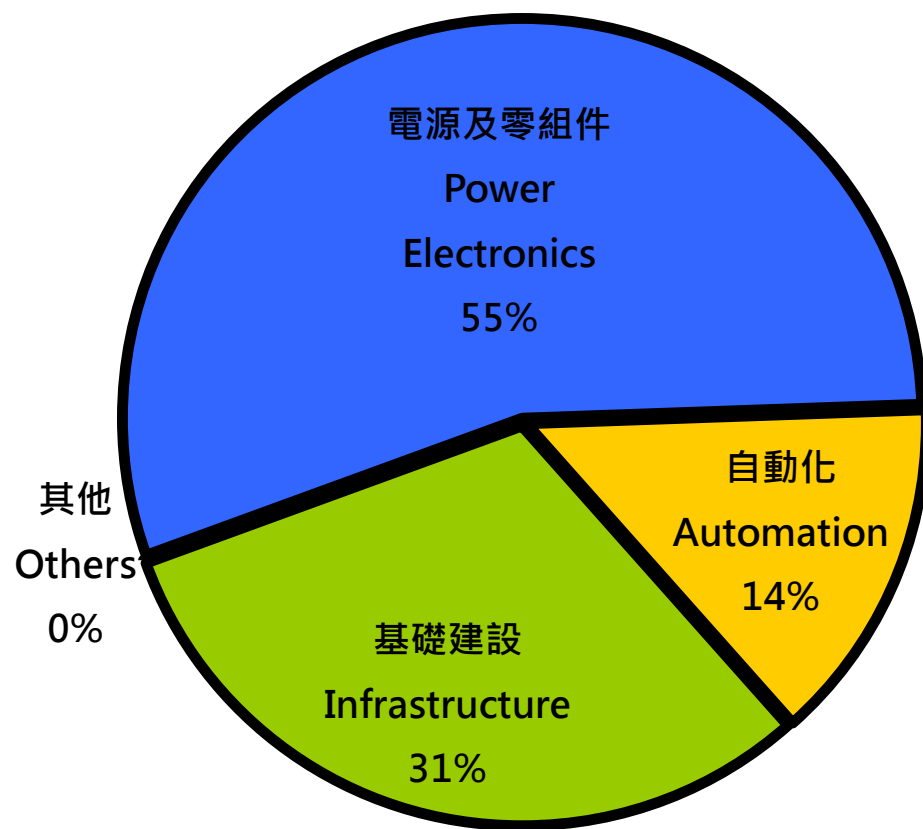
	2Q17	3Q17	Change
電源及零組件 Power Electronics	27,832	32,641	17%
自動化 Automation	8,284	8,342	1%
基礎建設 Infrastructure	16,757	18,315	9%

業務分類 (年對年) Sales Revenue by Business (YoY)

3Q16



3Q17





業務分類 (年對年)

Sales Revenue by Business (YoY)

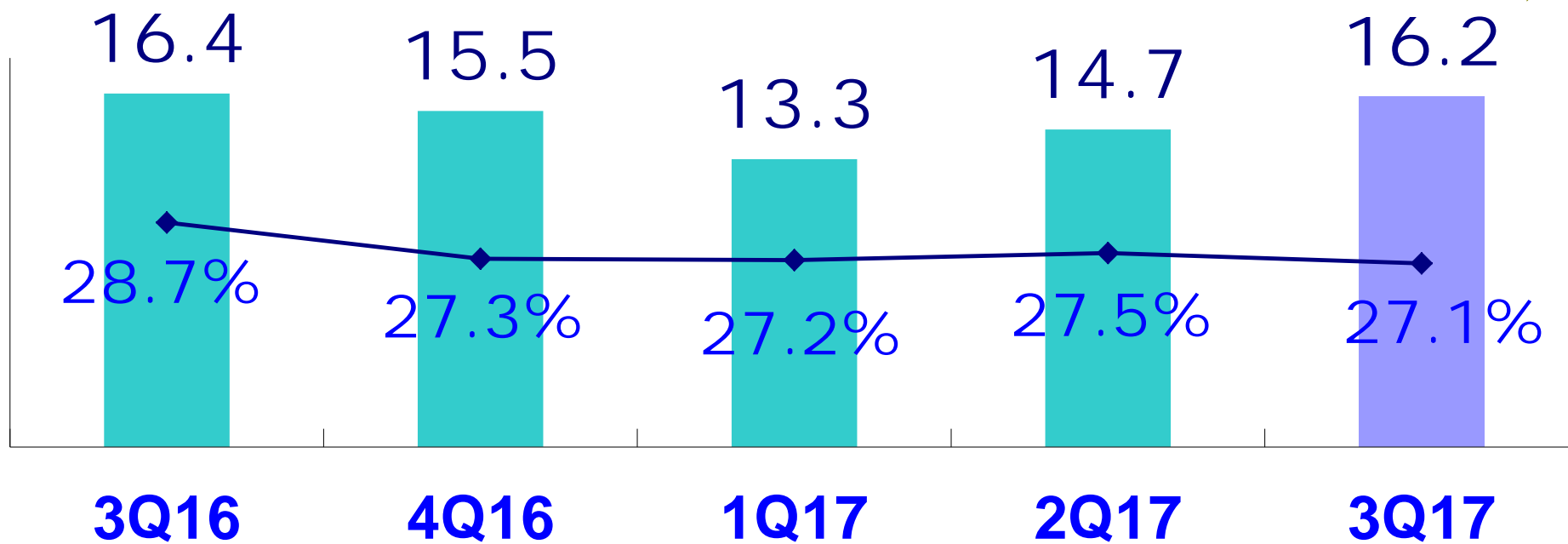
單位：新台幣百萬元

Unit: NT\$ million

	3Q16	3Q17	Change
電源及零組件 Power Electronics	32,826	32,641	-1%
自動化 Automation	6,994	8,342	19%
基礎建設 Infrastructure	16,819	18,315	9%

單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales

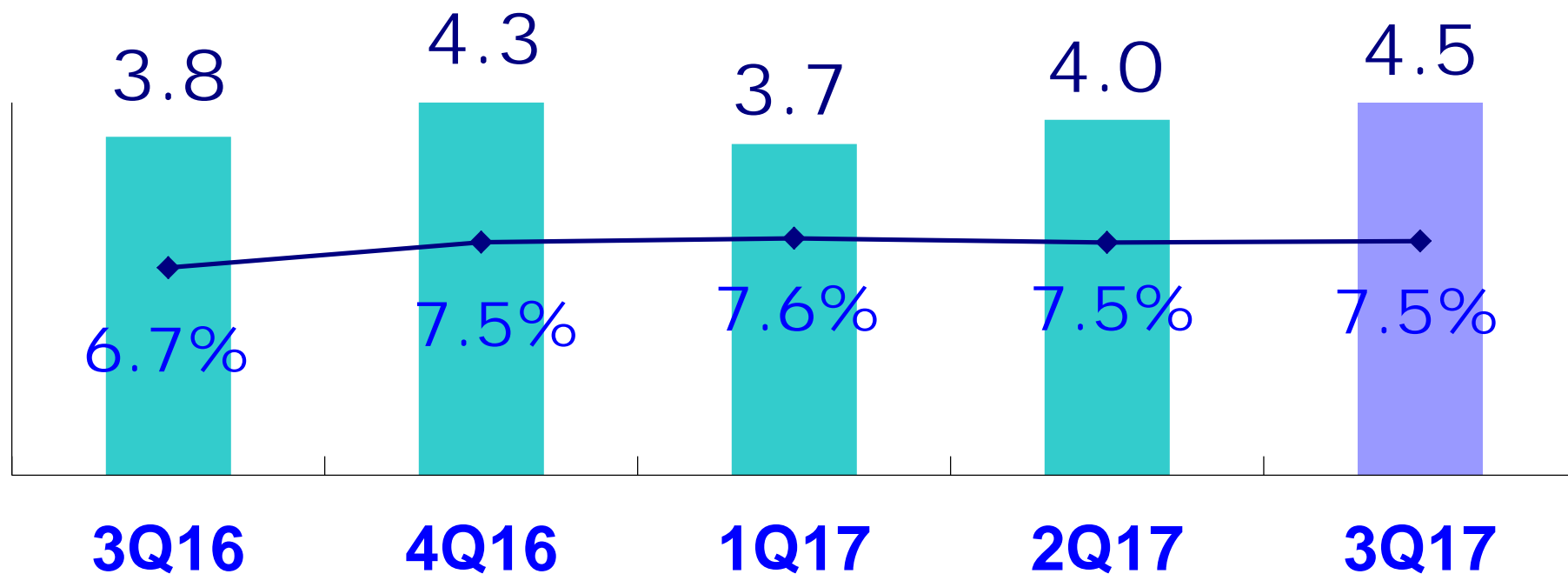
QoQ
+10%
YoY
-1%



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales

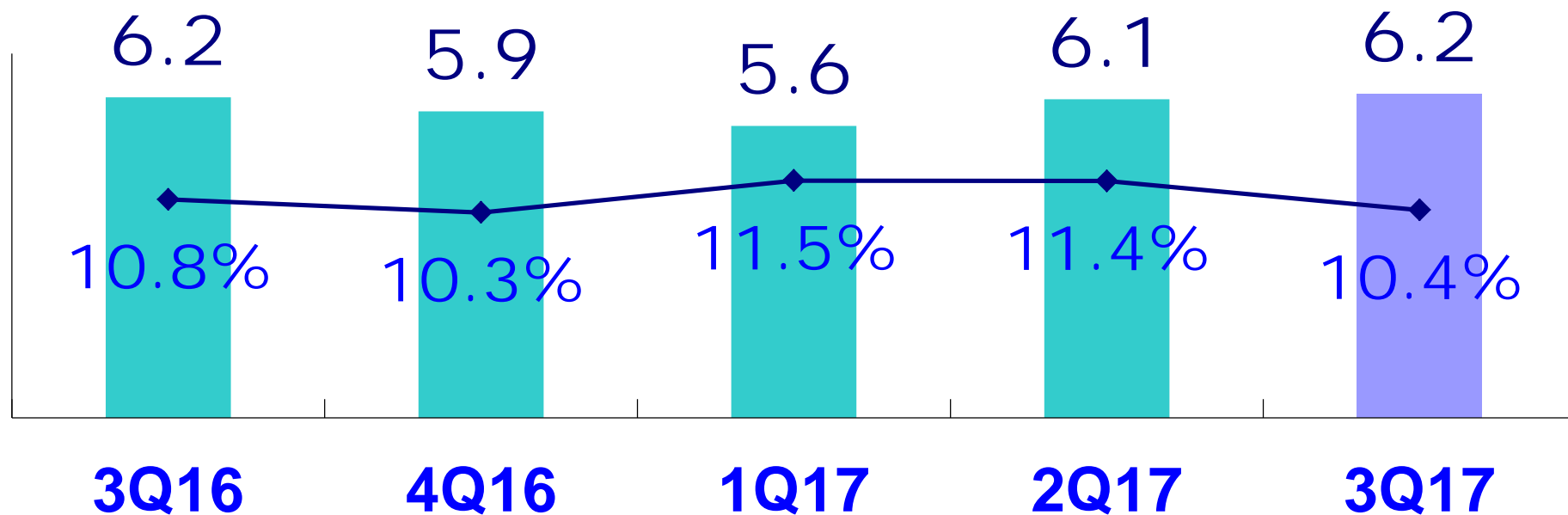
QoQ
+13%

YoY
+18%



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales

QoQ
+2%
YoY
+1%



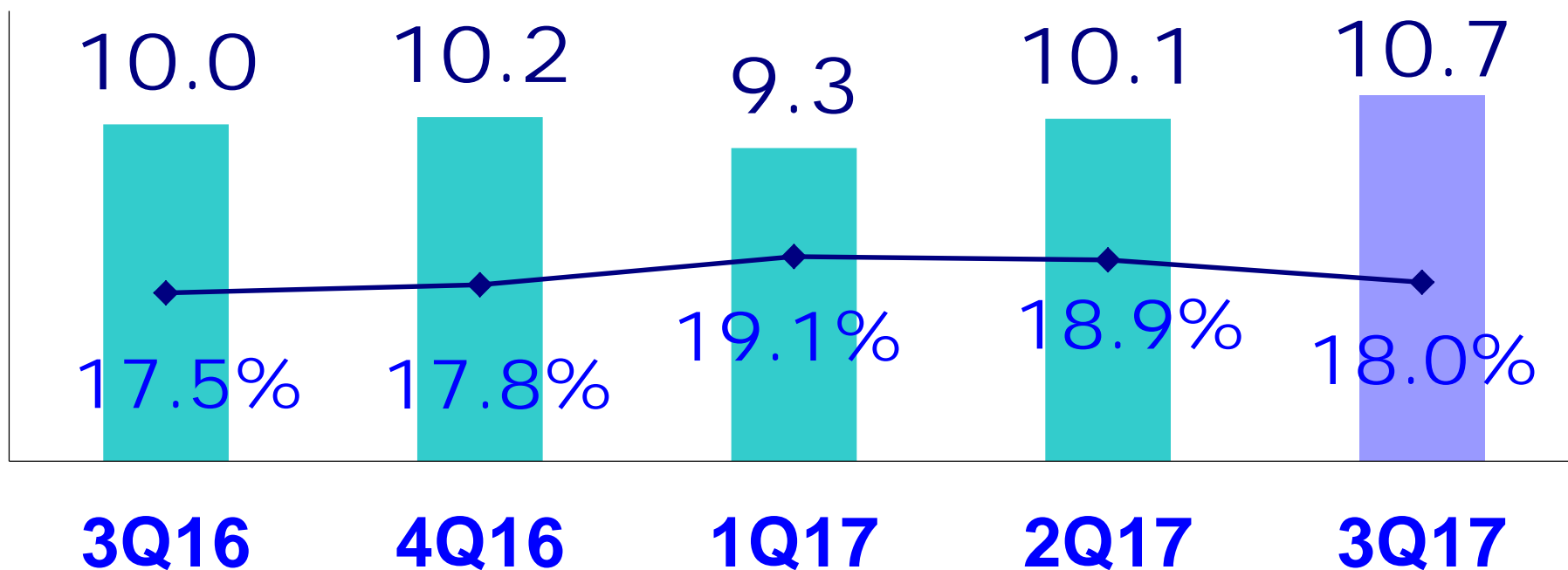
Total Operating Expenses

單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales

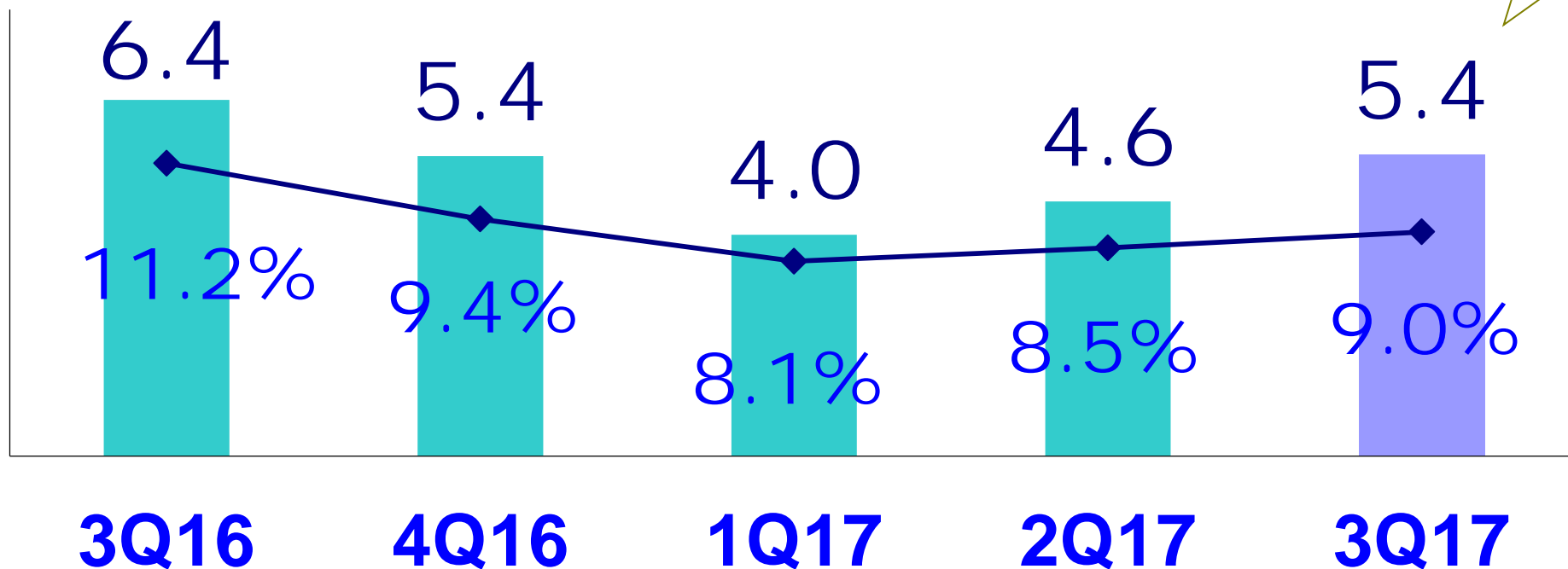
QoQ
+6%

YoY
+8%



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales

QoQ
+20%
YoY
-14%





主要部門營業淨利 Operating Profit by Sector

單位：新台幣百萬元

Unit: NT\$ million

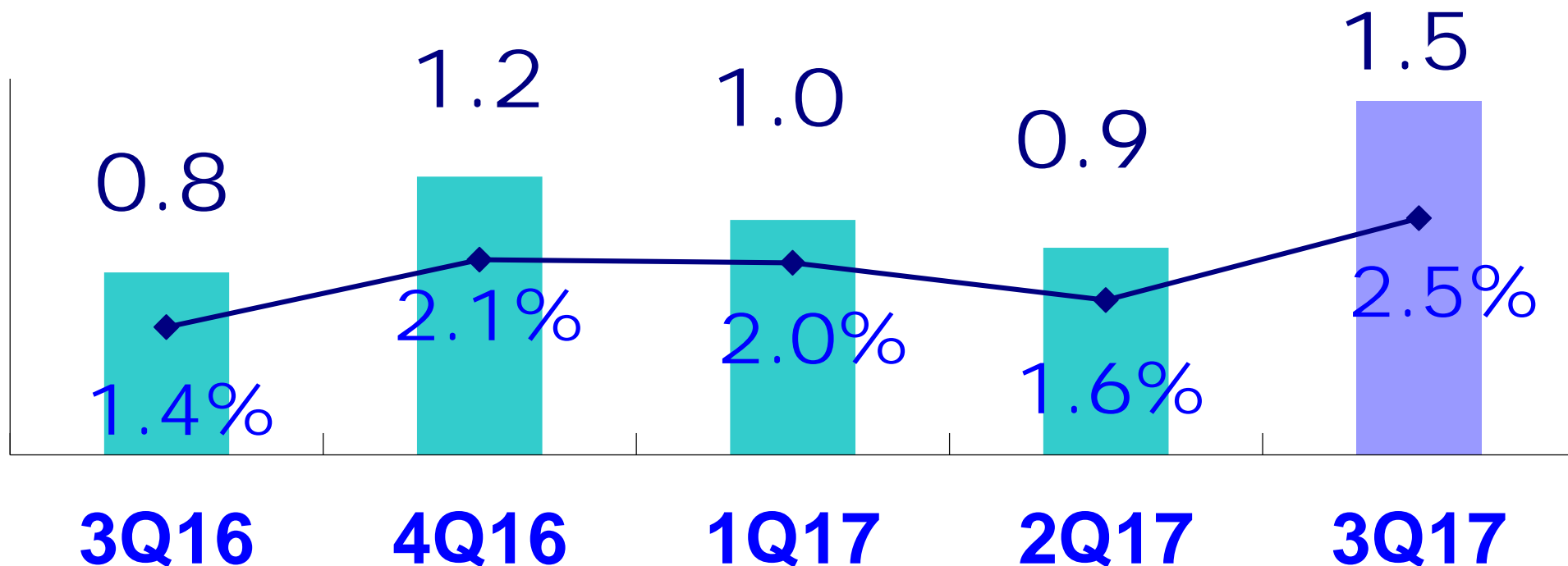
	3Q16	2Q17	3Q17
電源及零組件 Power Electronics	4,912	3,107	4,049
自動化 Automation	1,308	1,602	1,221
基礎建設 Infrastructure	1,317	1,034	1,570

單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales

QoQ
+71%

YoY
+94%





業外損益細項

Non-Operating Profit Breakdown

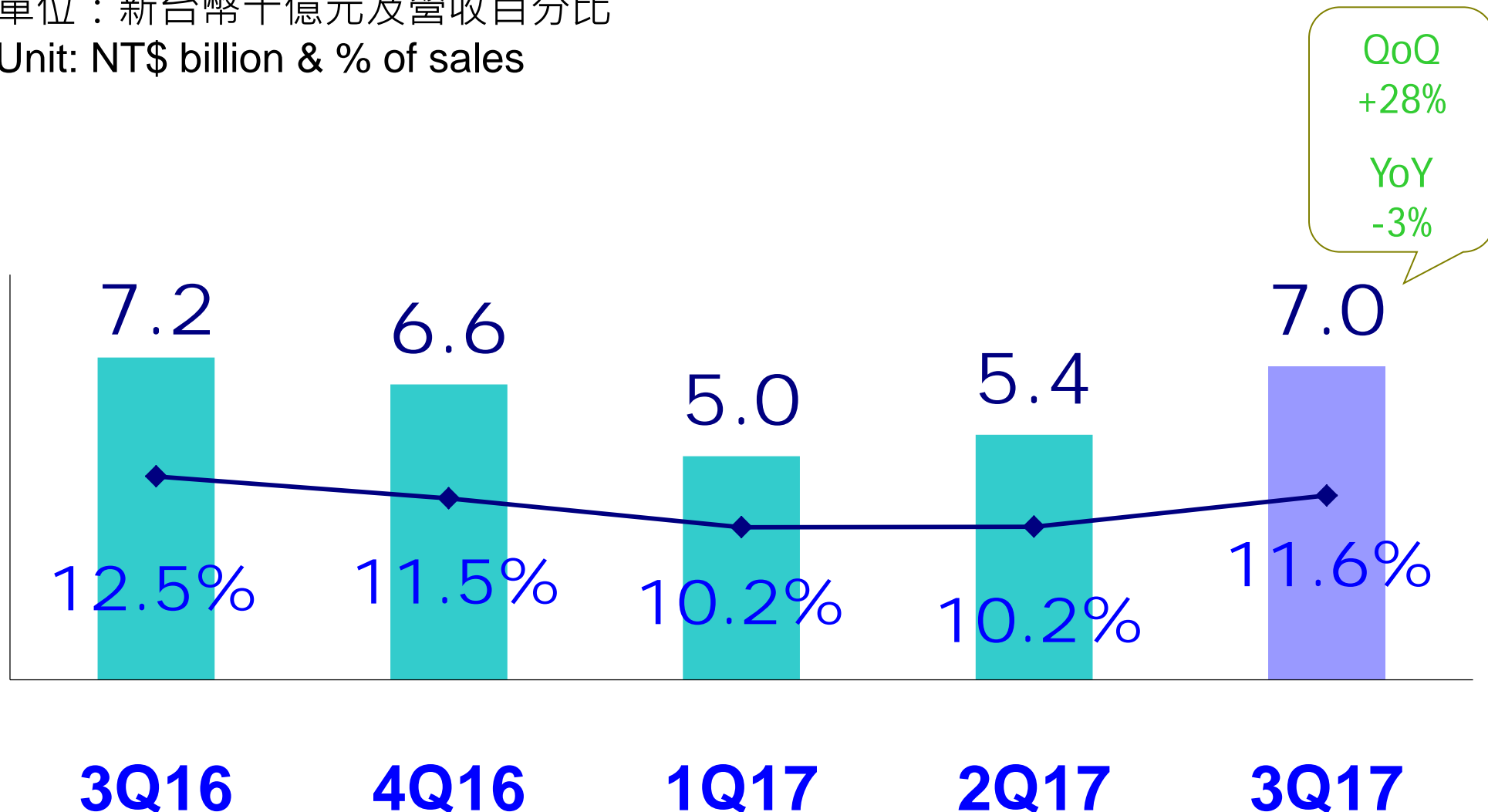
單位：新台幣百萬元

Unit: NT\$ million

NTD\$M元	3Q16	2Q17	3Q17
處分投資	61	113	47
Investment disposal			
採權益法之投資損益	232	25	249
Investment income under equity method			
利息收益淨額	38	89	66
Interest income			
滙兌損益	(63)	10	46
FX income			
其他	508	644	1,097
Others			
合計	776	881	1,505
Total			

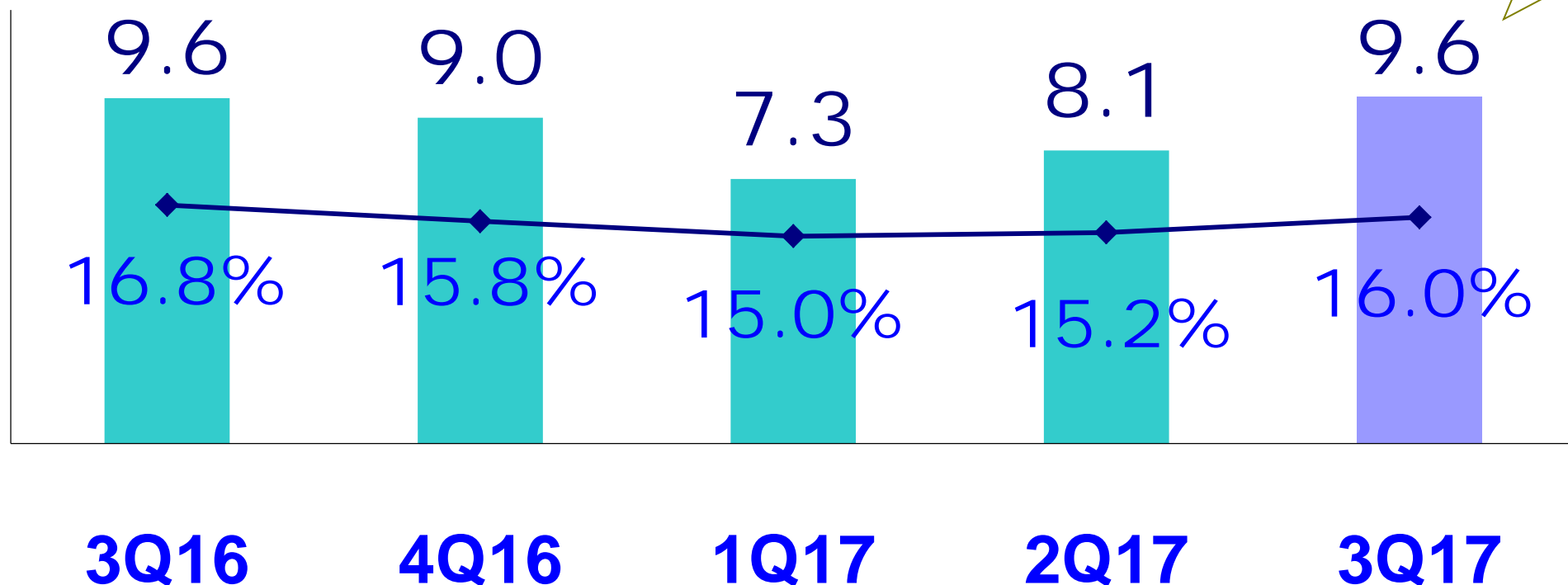
單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales

QoQ
+18%
YoY
+0%





所得稅與非控制權益

Income Tax & Non-Controlling Interest

單位：新台幣百萬元

Unit: NT\$ million

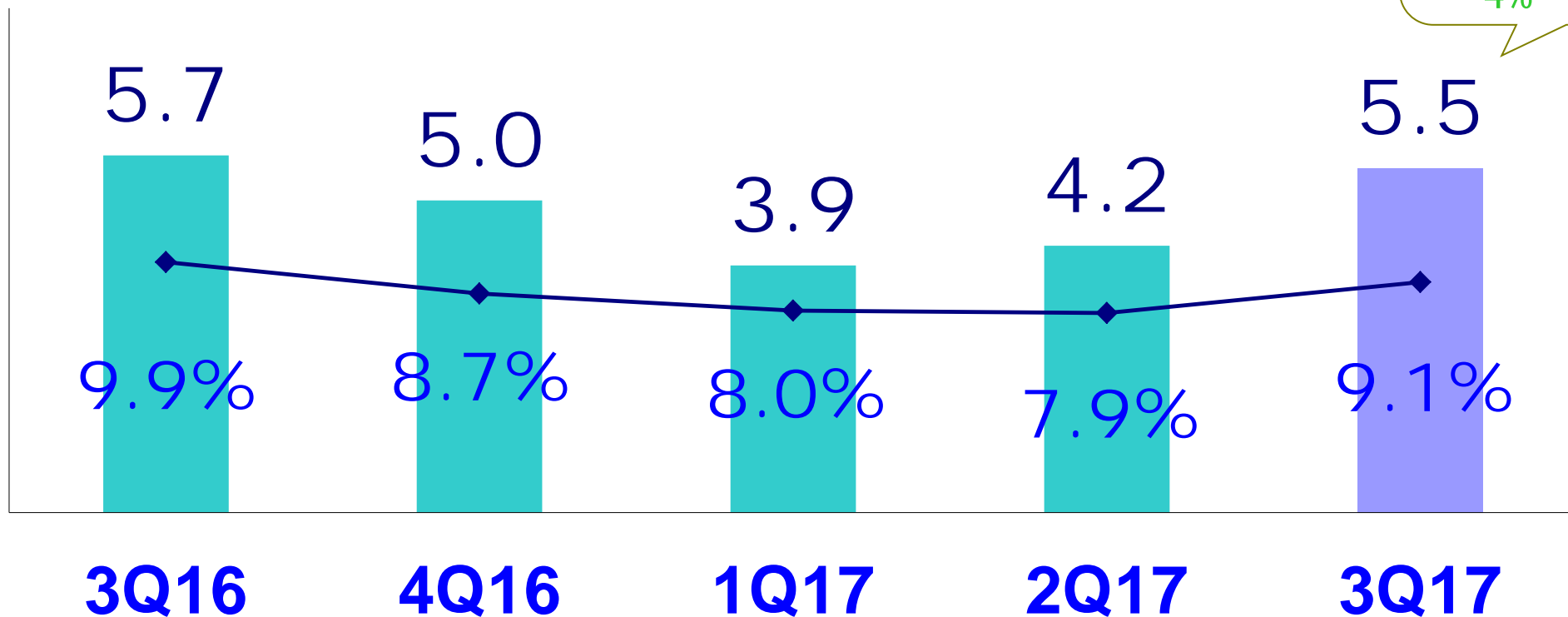
	3Q16	2Q17	3Q17
稅前淨利 Profit before income tax	7,154	5,441	6,964
所得稅 Income tax	(1,377)	(1,138)	(1,389)
非控制權益 Non-controlling interest	(111)	(70)	(109)
稅後淨利 Net profit after tax	5,666	4,233	5,466

單位：新台幣十億元及營收百分比

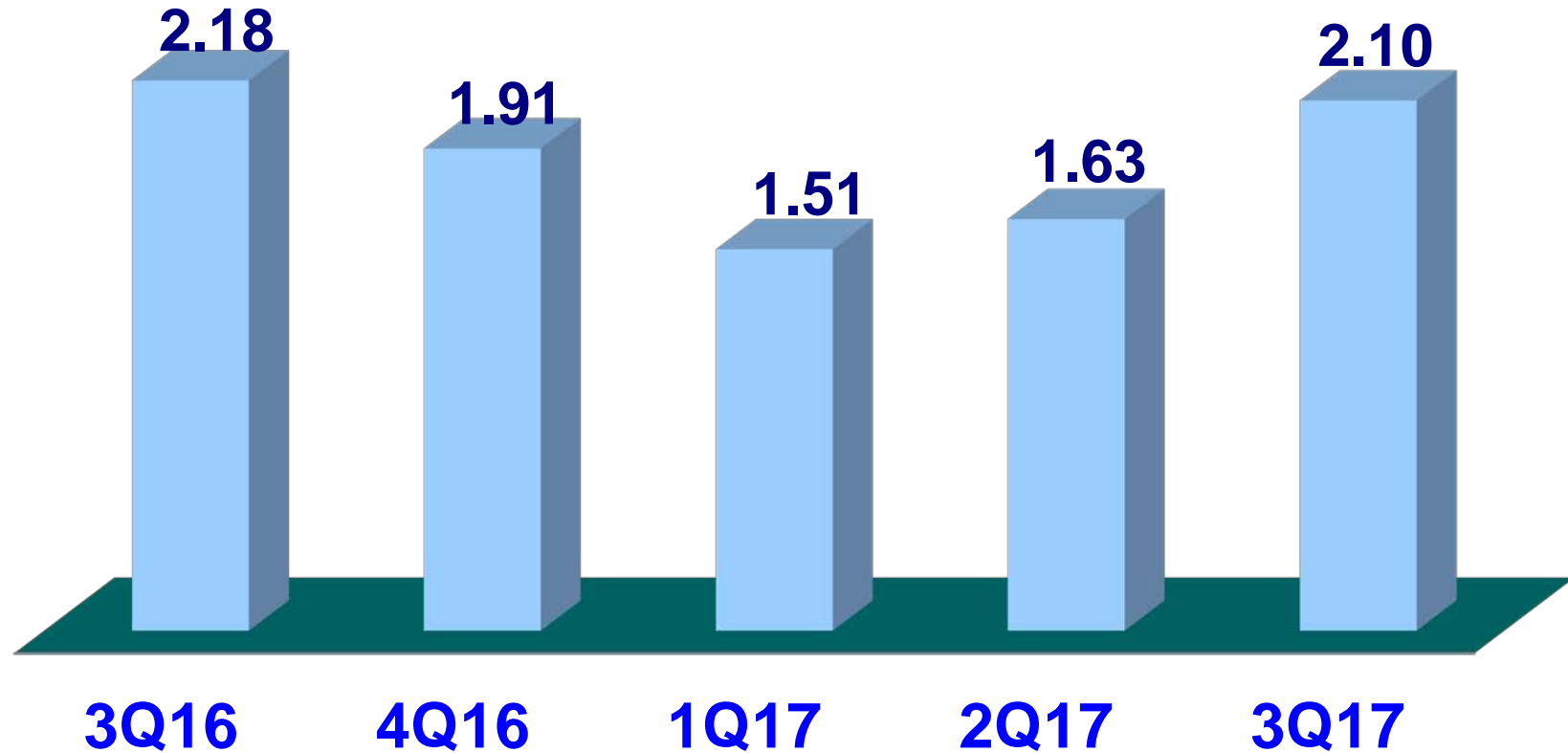
Unit: NT\$ billion & % of sales

QoQ
+29%

YoY
-4%



每股淨利(新台幣元) EPS (unit: NT\$)



*每股盈餘之設算基於在外流通股數25.98億股。

*EPS based on shares outstanding of 2,598 million.



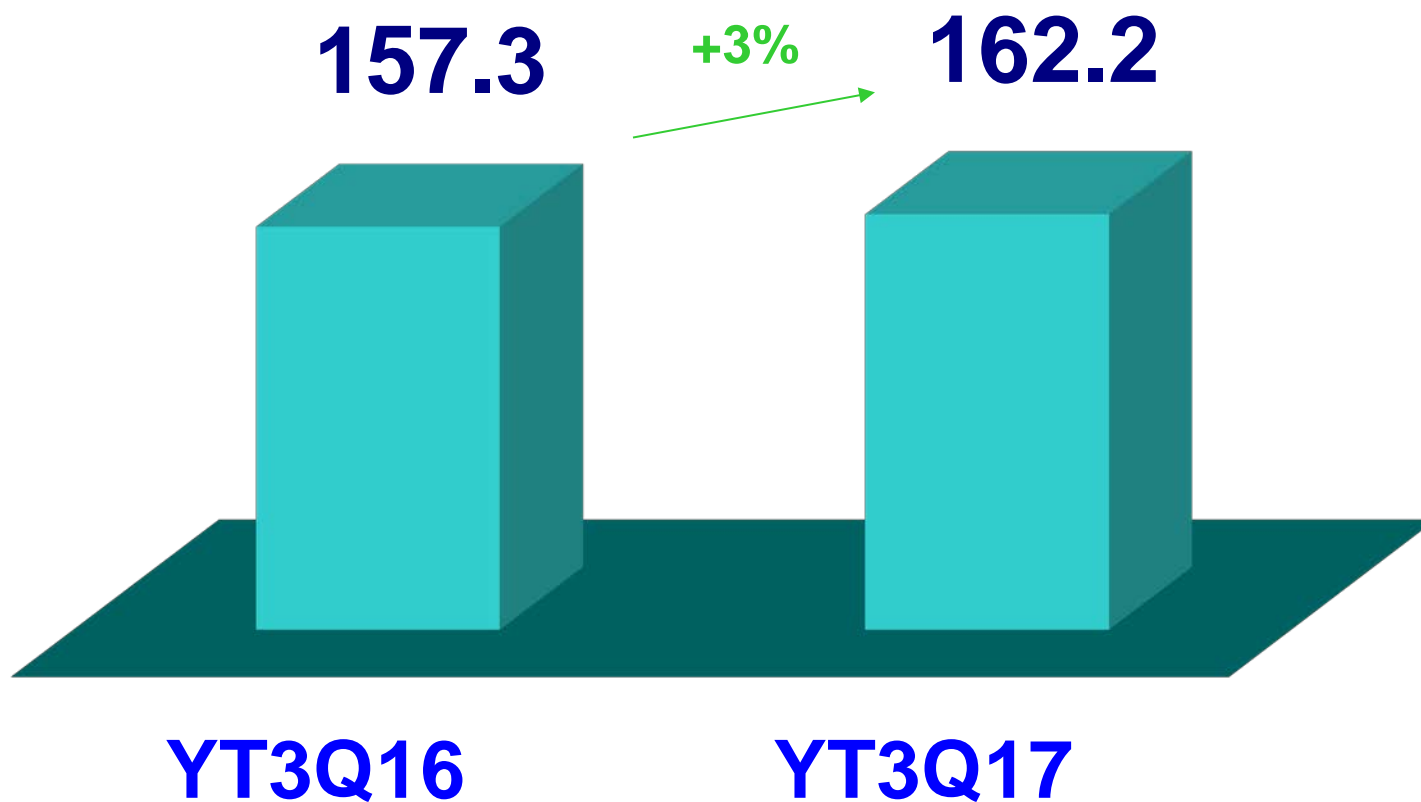
2017年前三季結算數字

2017 Year-to-3Q Accumulated Results



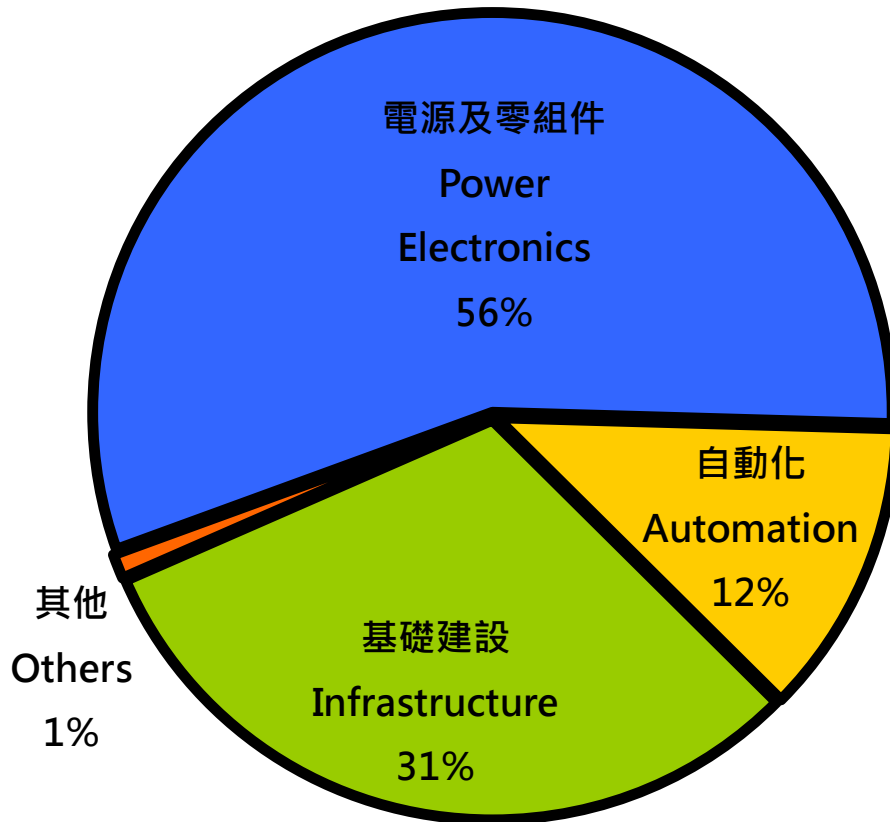
合併營收 Sales Revenue

單位：新台幣十億元
Unit: NT\$ billion

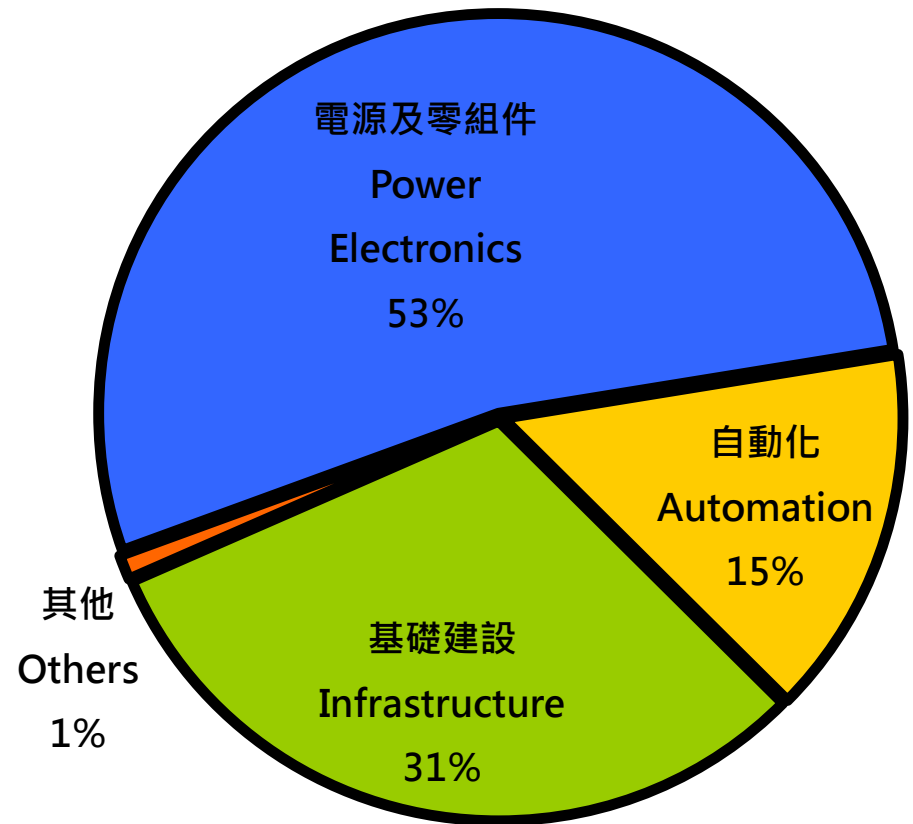


Sales Revenue by Business

YT3Q16



YT3Q17





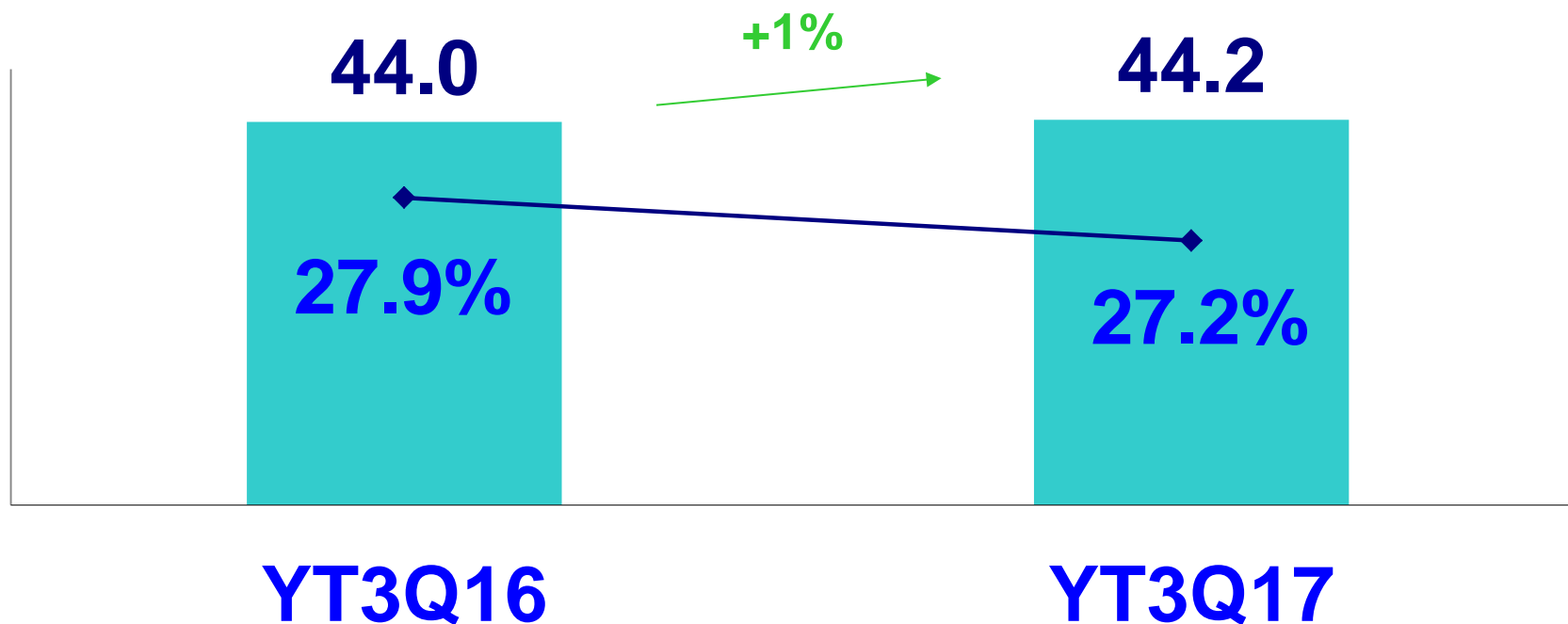
Revenues by Business

單位：新台幣百萬元

Unit: NT\$ million

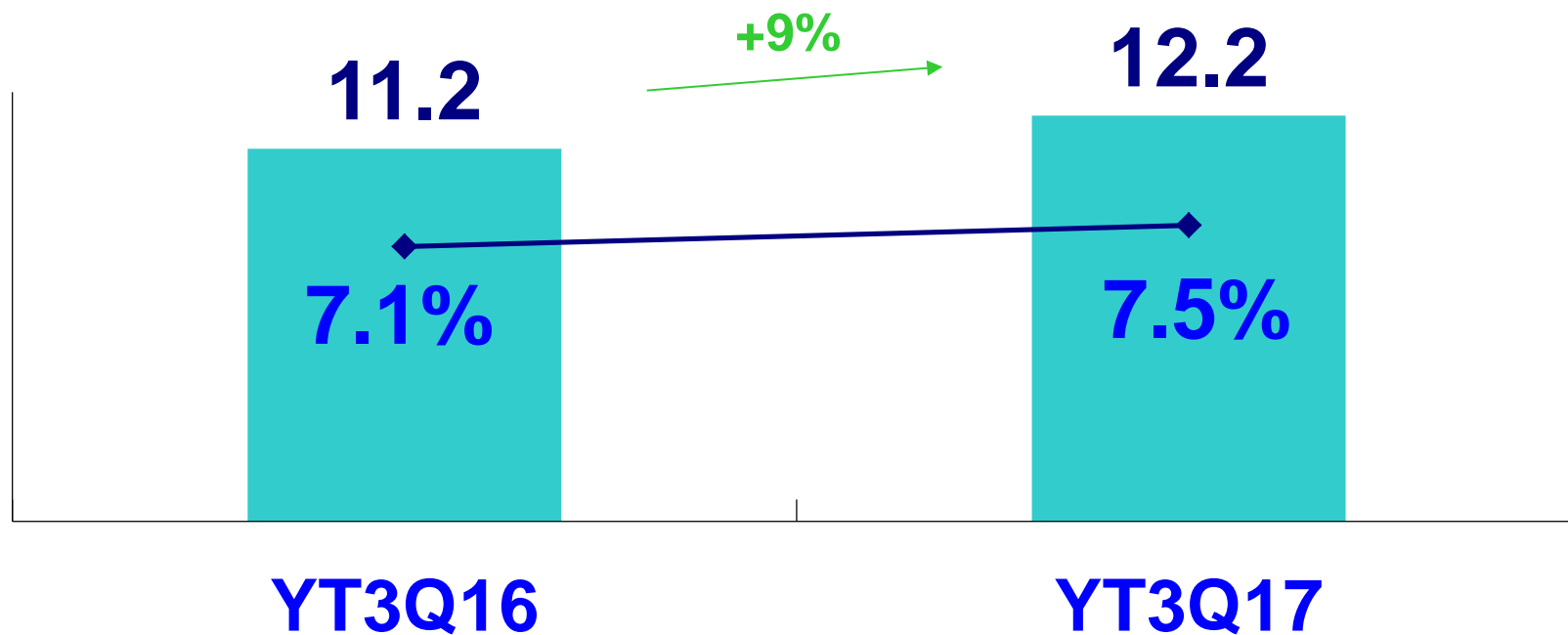
	YT3Q16	YT3Q17	Change
電源及零組件 Power Electronics	87,594	86,547	-1%
自動化 Automation	19,789	23,533	19%
基礎建設 Infrastructure	48,696	50,368	3%

單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales



單位：新台幣十億元及營收百分比

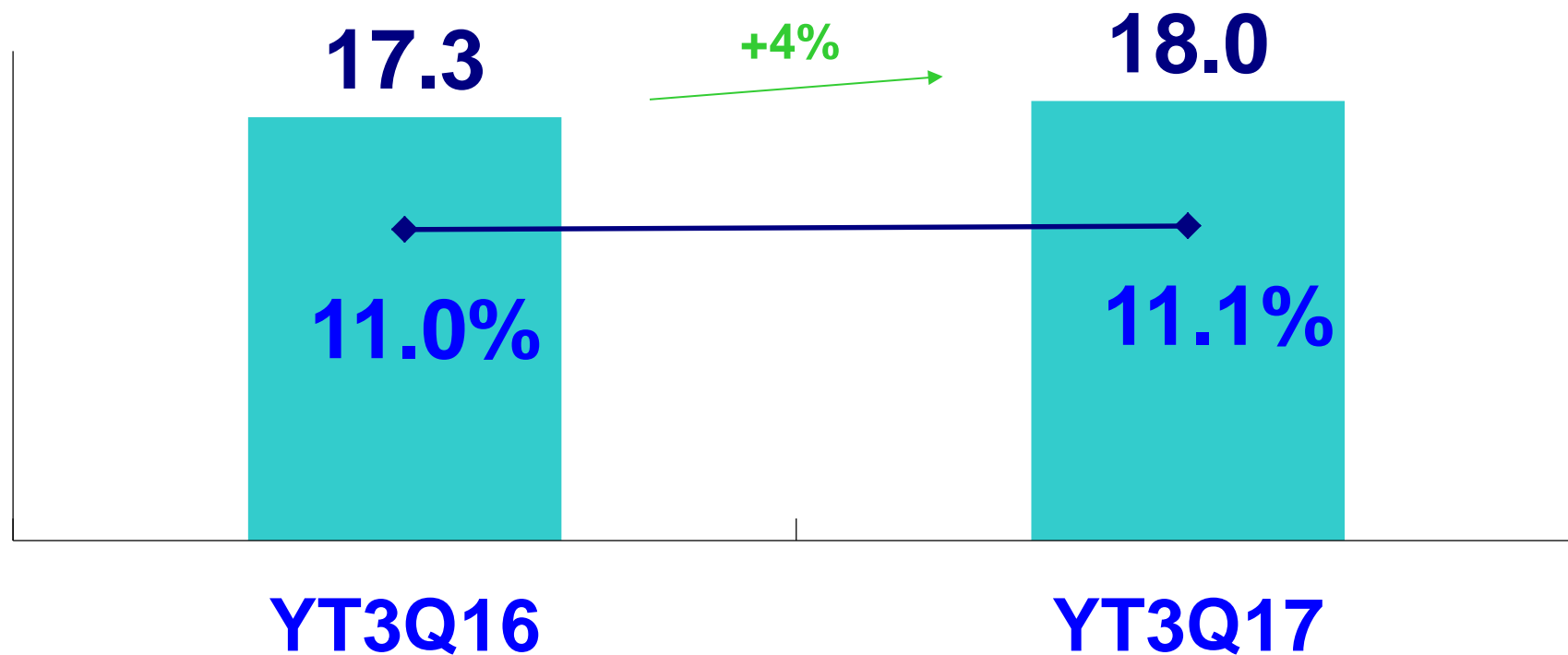
Unit: NT\$ billion & % of sales





銷管費用 SG&A Expenses

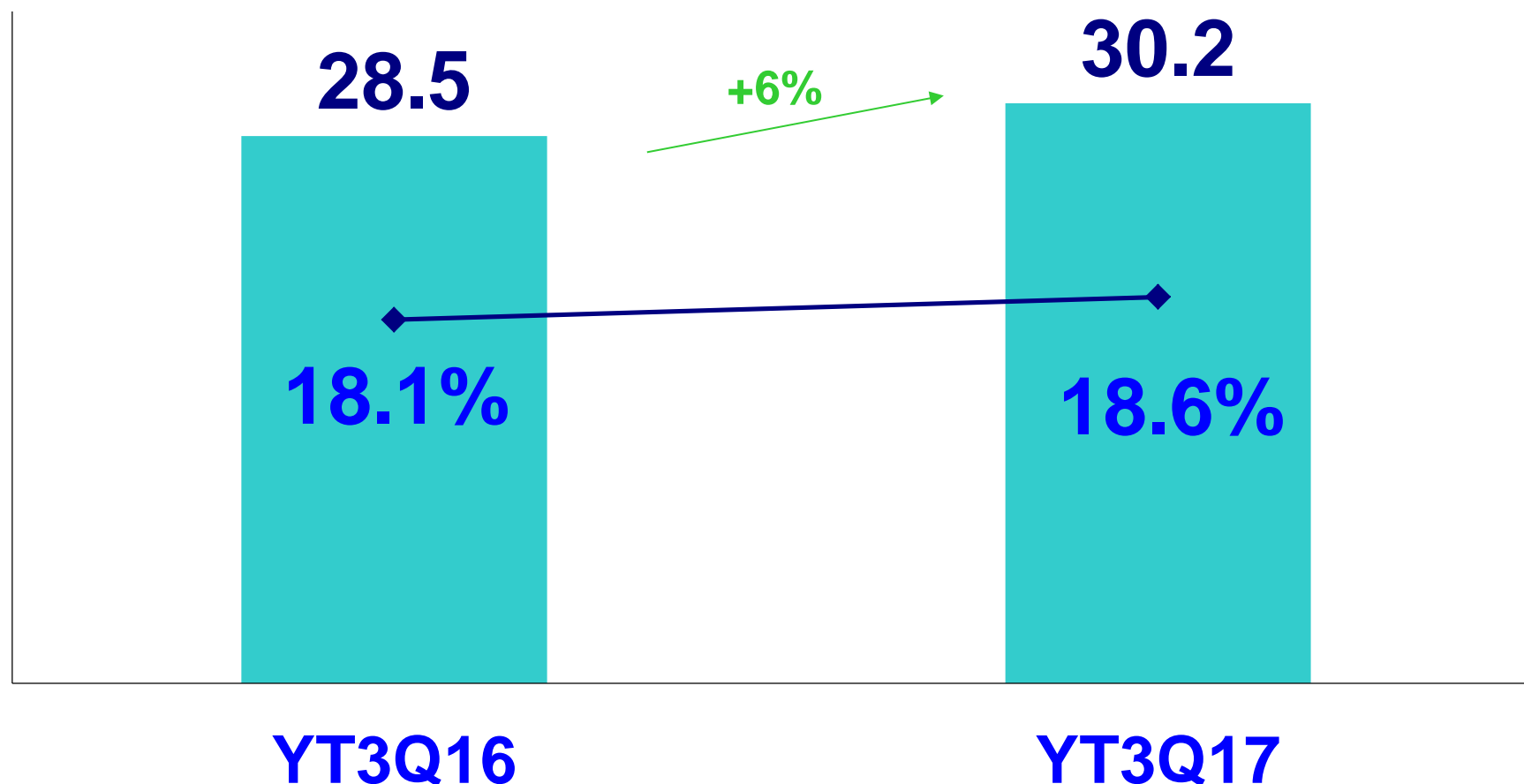
單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales



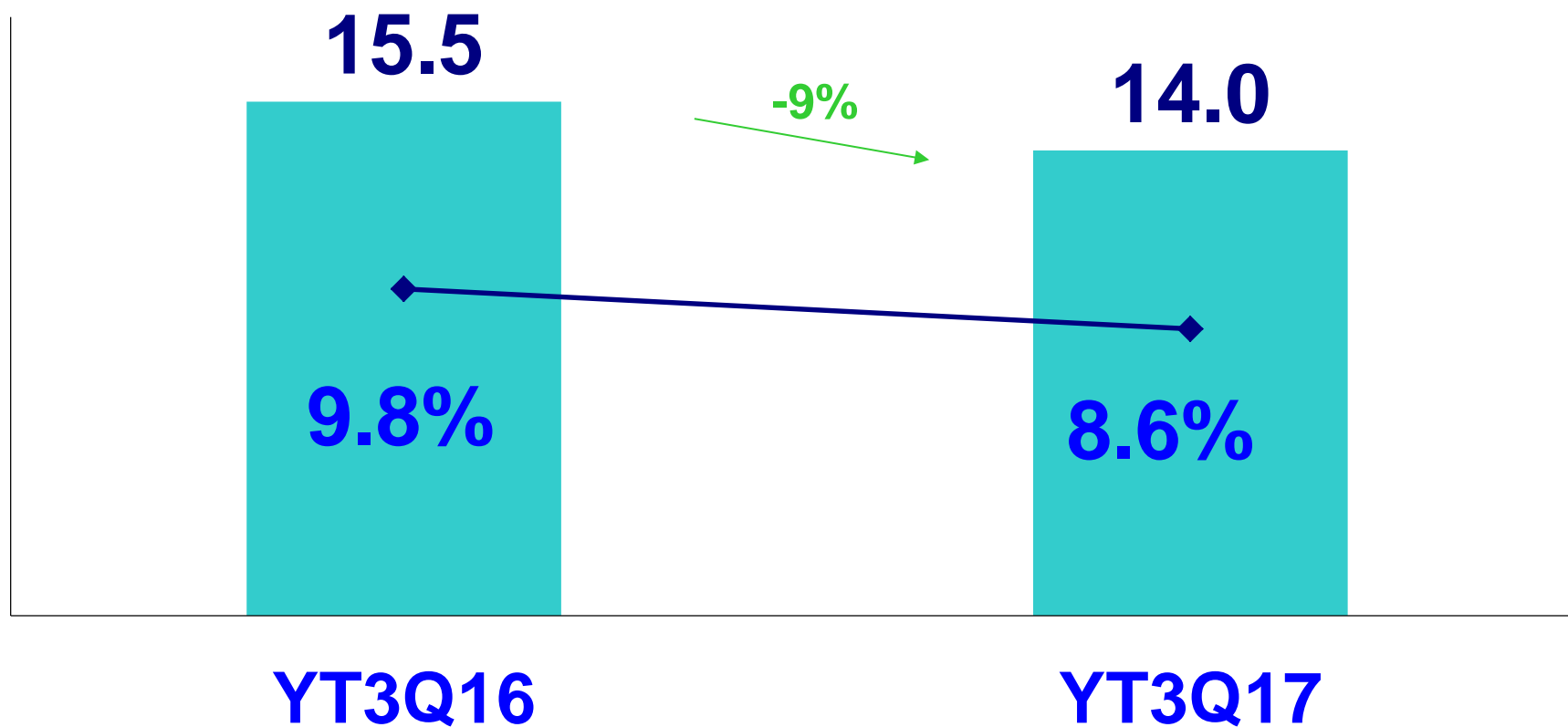
Total Operating Expenses

單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales





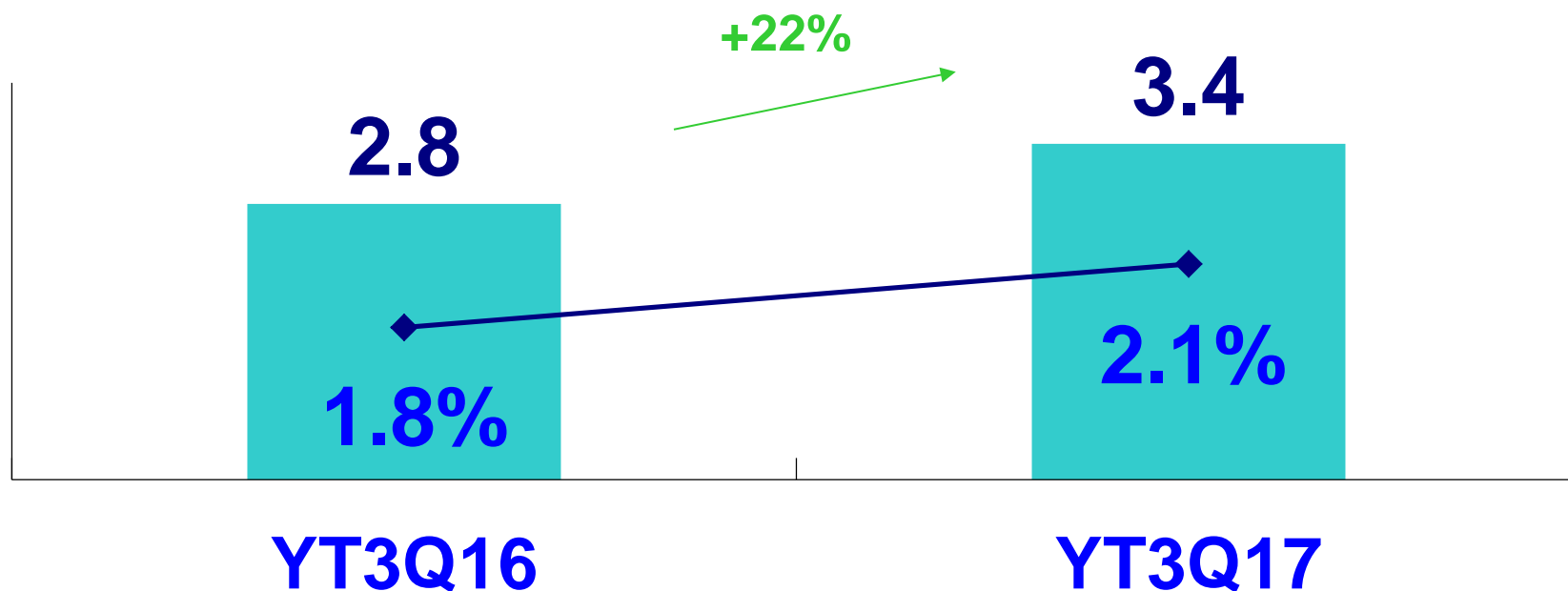
主要部門營業淨利 Operating Profits by Sector

單位：新台幣百萬元

Unit: NT\$ million

	YT3Q16	YT3Q17
電源及零組件 Power Electronics	11,934	10,111
自動化 Automation	3,516	3,990
基礎建設 Infrastructure	3,454	3,576

單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales





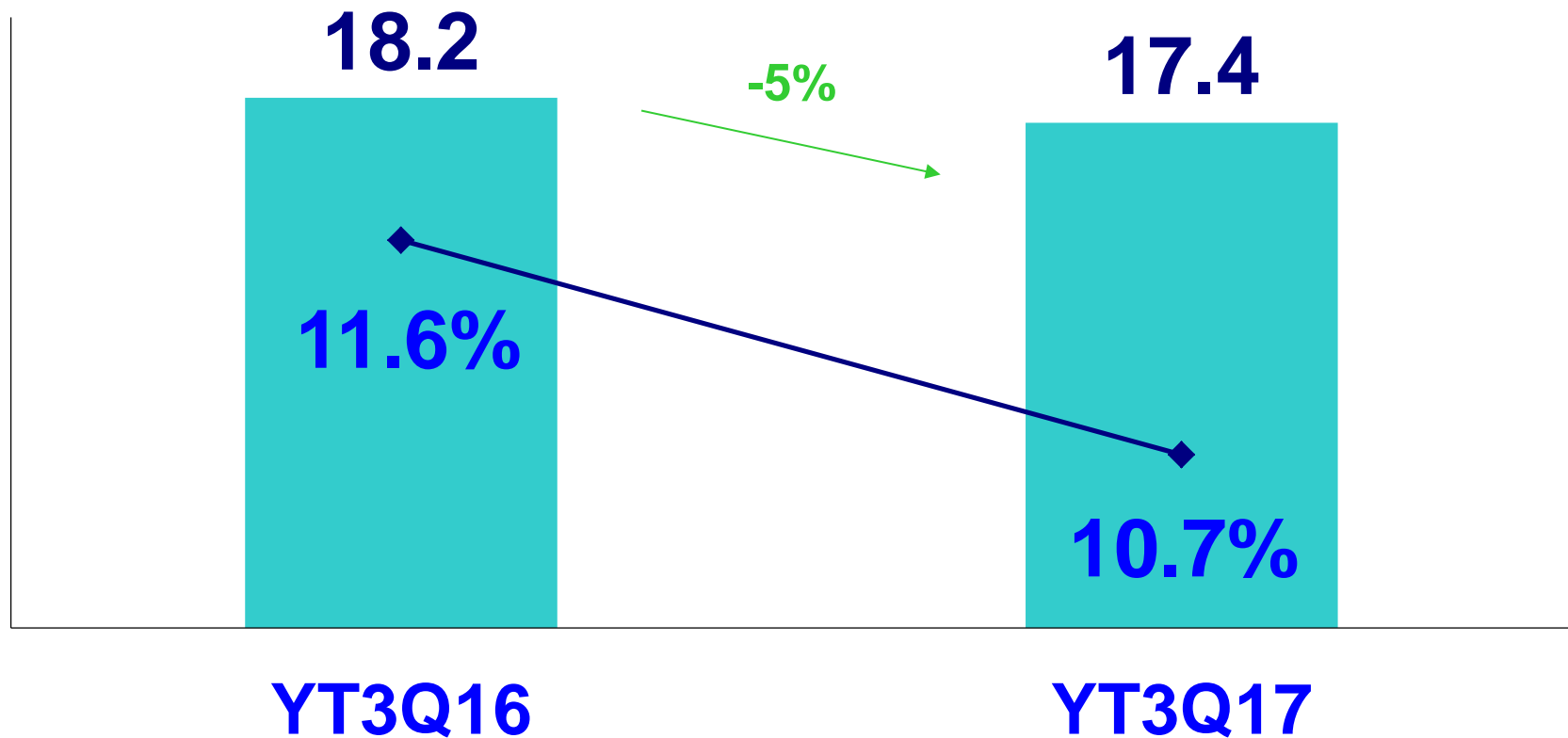
Non-Operating Income Breakdown

單位：新台幣百萬元

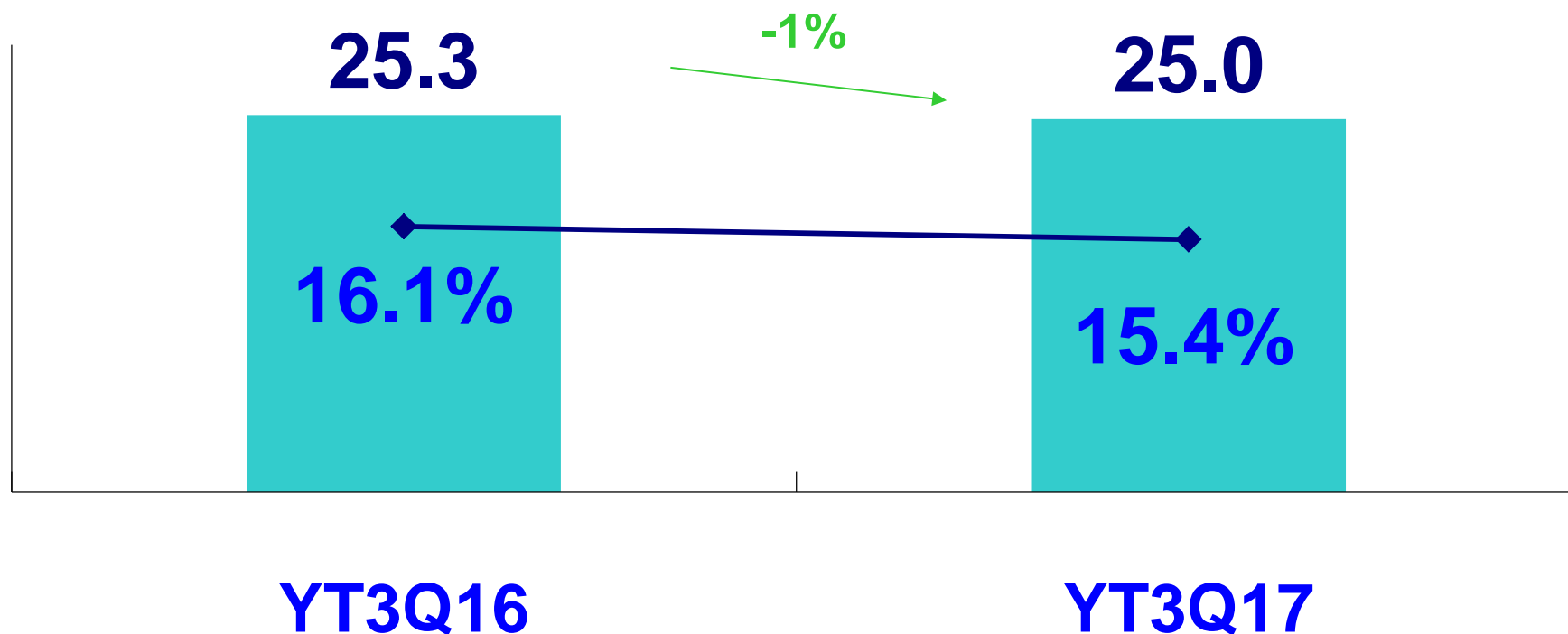
Unit: NT\$ million

NTD\$M元	YT3Q16	YT3Q17
處分投資 (Investment disposal)	175	243
採權益法之投資損益 (Investment income under equity method)	669	480
利息收益淨額 (Interest income)	171	191
滙兌損益 (FX income)	46	199
其他 (Others)	1,719	2,272
合計 (Total)	2,780	3,385

單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales



單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales





所得稅與非控制權益 Taxes & Non-controlling Interests

單位：新台幣百萬元

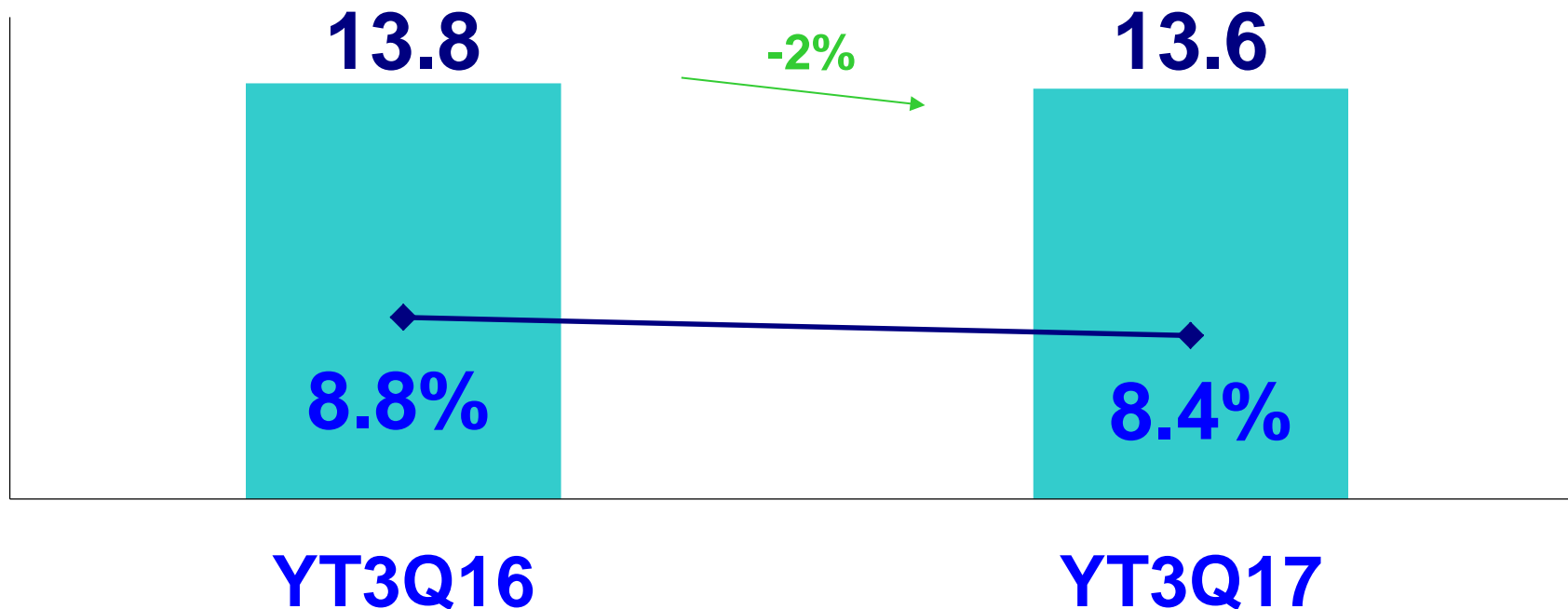
Unit: NT\$ million

	YT3Q16	YT3Q17
稅前淨利(Net income before tax)	18,231	17,371
所得稅(Tax)	(4,041)	(3,520)
非控制權益(Non-controlling interest)	(344)	(233)
稅後淨利(Net income after tax)	13,846	13,618

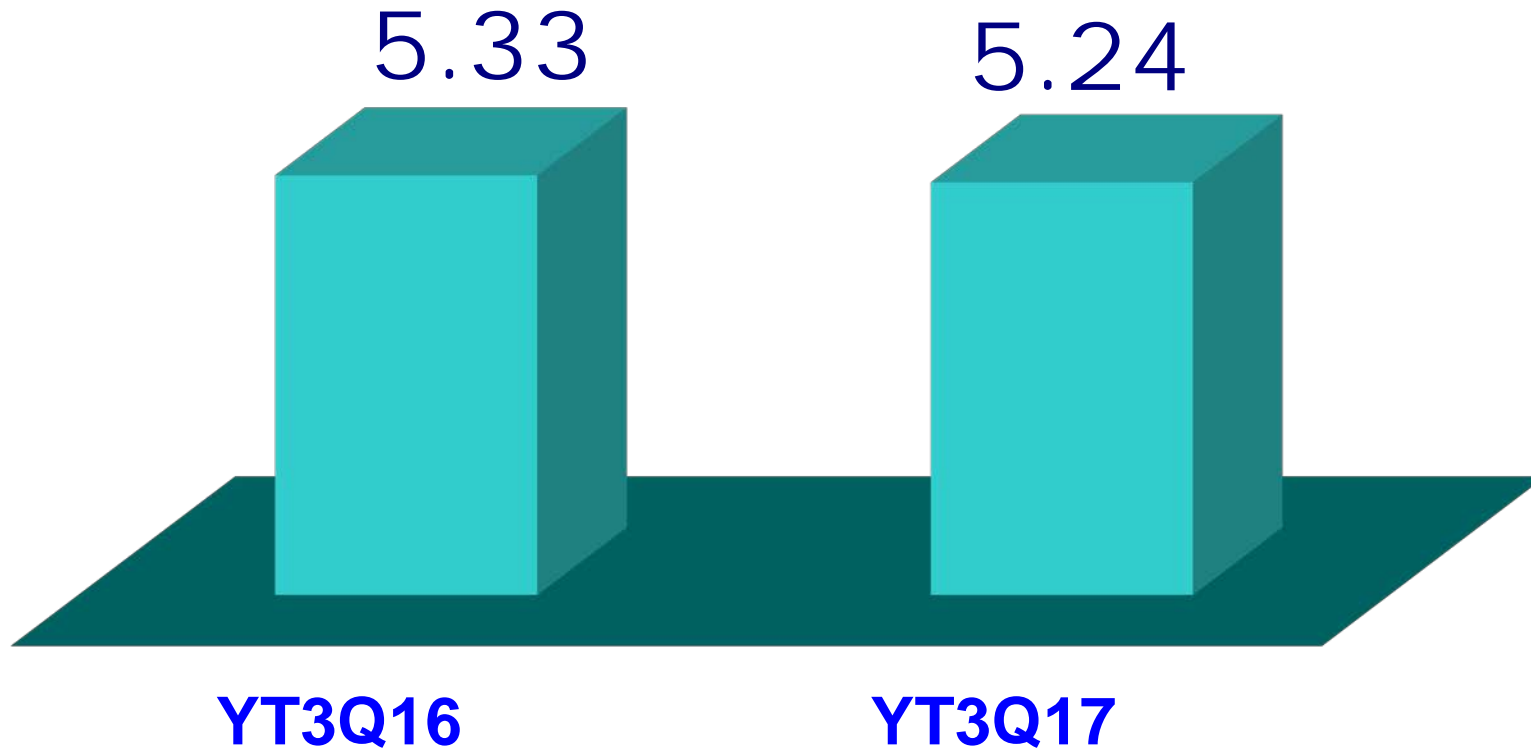


稅後淨利 Net Profit after Tax

單位：新台幣十億元及營收百分比
Unit: NT\$ billion & % of sales



每股淨利(新台幣元)
EPS (unit: NT\$)



*每股盈餘之設算基於在外流通股數25.98億股。

*EPS based on shares outstanding of 2,598 million.



業務分類

Business Categories



電源及零組件
Power Electronics

- Power Supplies
- Components
- Fans & Thermal Mgmt.
- Automotive Electronics



自動化
Automation

- Industrial Automation
- Building Automation



基礎設施
Infrastructure

- ICT Infrastructure
- Energy Infrastructure

Power Supplies



Power supplies for

- PCs, NBs, servers, switches, game consoles, medical equipment, industrial equipment and home appliances

Display projector

Fans & Thermal



Cooling fans or systems for

- PCs, NBs, servers, storages, vehicles, industrial and datacenters

Ventilation fans

Thermal management products

- Vaper chambers
- Heat pipes

Components



Power chokes

Power modules

Optical transceivers

Resistors

RF modules

Automotive Electronics



Powertrain solutions

- Traction motors
- Traction inverters

Power managements

- On board chargers (AC-DC)
- DC-DC converters

Industrial Automation



Manufacturing Data Management

- Manufacturing Execution System



Network

- IoT industrial cloud router



Control

- PLC
- HMI
- CNC controller
- PC-based motion controller



Drive & Motion

- AC motor drive (inverter)
- Servo motor systems
- SCARA robots
- Articulated robots



Field Devices

- Machine vision system
- Smart sensors

Building Automation



Building management system



Energy system



HVAC system



Lighting system



Surveillance management

ICT Infrastructure



Telecom power



Networking

- Switches
- Routers
- Broadband access



Datacenter infrastructure

- UPS
- Racks
- Cooling systems
- Power distribution units
- Management system



Energy Infrastructure



EV charging

- DC chargers (150kW/50kW/25kW)
- AC residential charger
- Site management system



Renewable energy

- Solar inverters for residential/commercial/utilities
- Wind turbine converters



Energy storage systems

- Power conditioning systems
- Energy storage device cell/module/cabinet/container



Medium voltage drives

(high power inverter for industrial)

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