

# 台達電子2016年第一季財報法人說明會

## Delta Electronics, Inc.

### 1Q 2016 Results Analyst Meeting

29 April 2016



- **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**



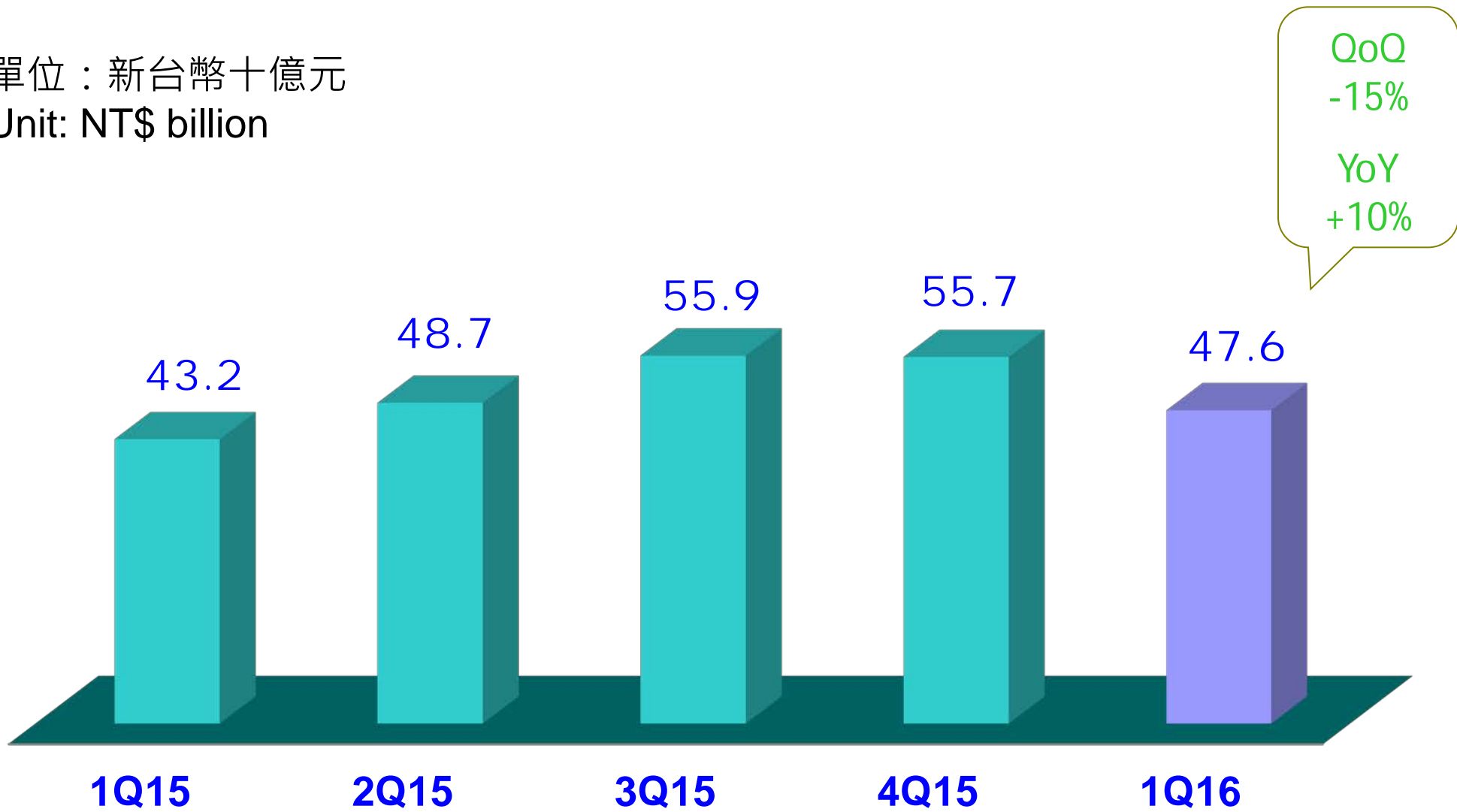
# 2016年第一季結算數字

## 2016 First Quarter Results



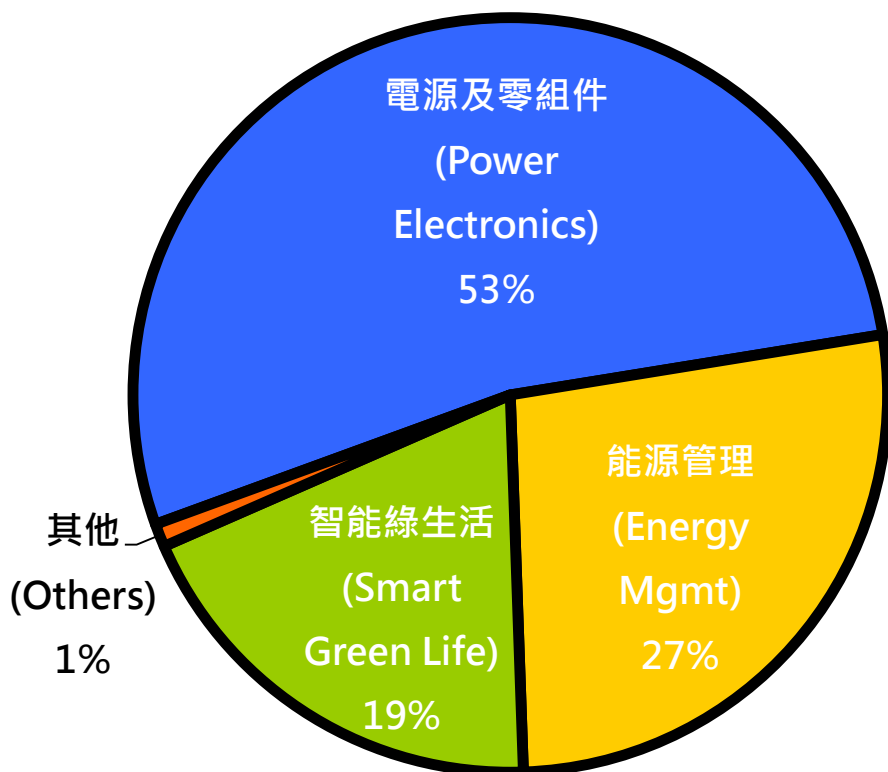
# 合併營收 Sales Revenue

單位：新台幣十億元  
Unit: NT\$ billion

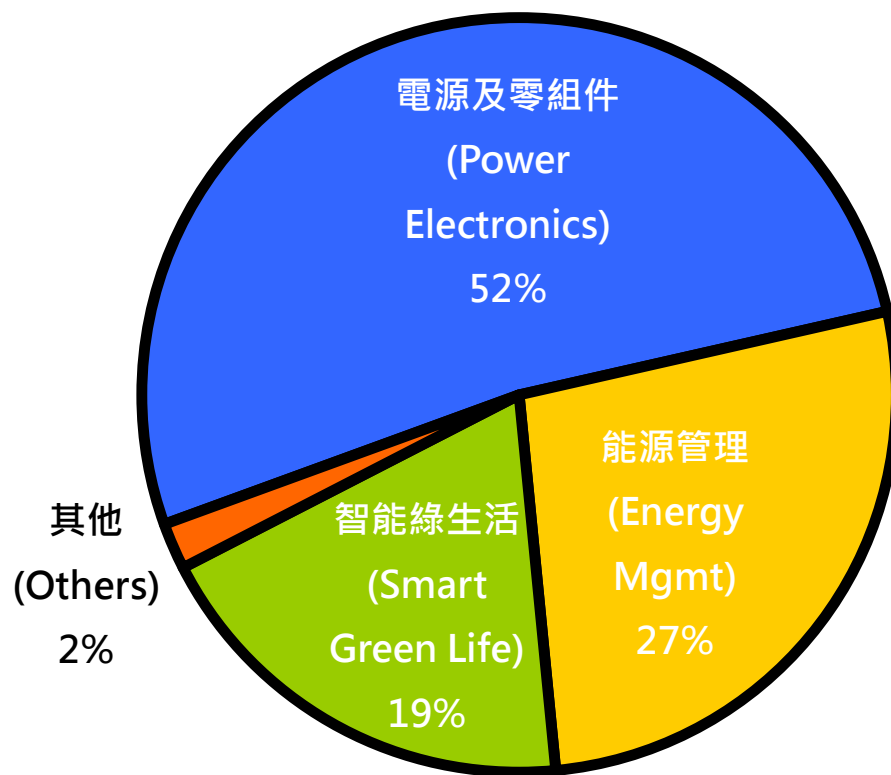


# 業務分類 (季對季) Sales Revenue by Business (QoQ)

## 4Q15



## 1Q16





## 業務分類 (季對季)

# Sales Revenue by Business (QoQ)

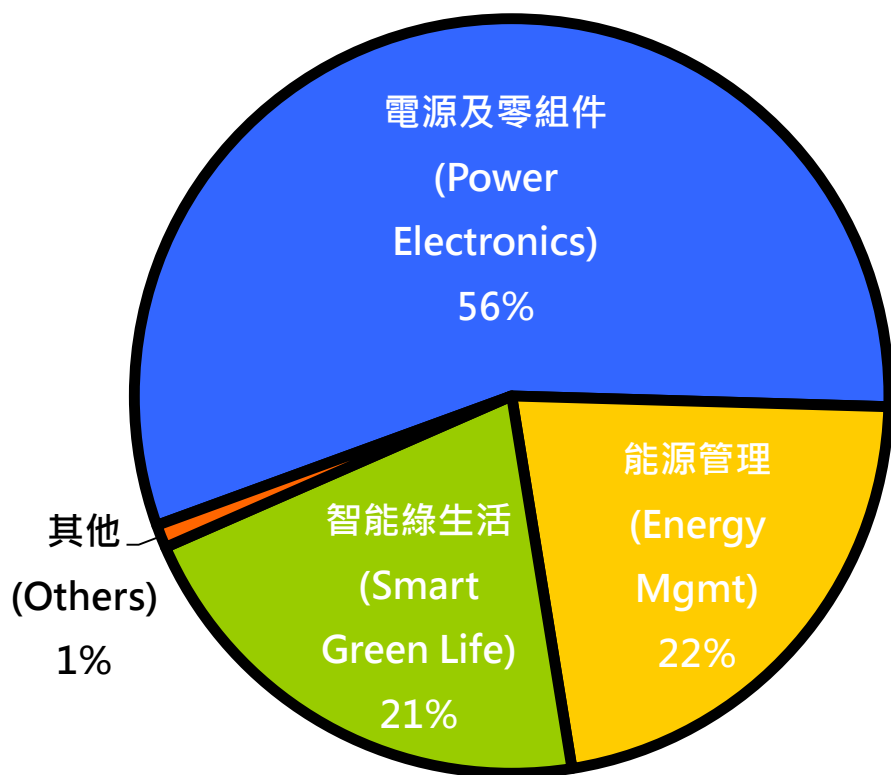
單位：新台幣百萬元

Unit: NT\$ million

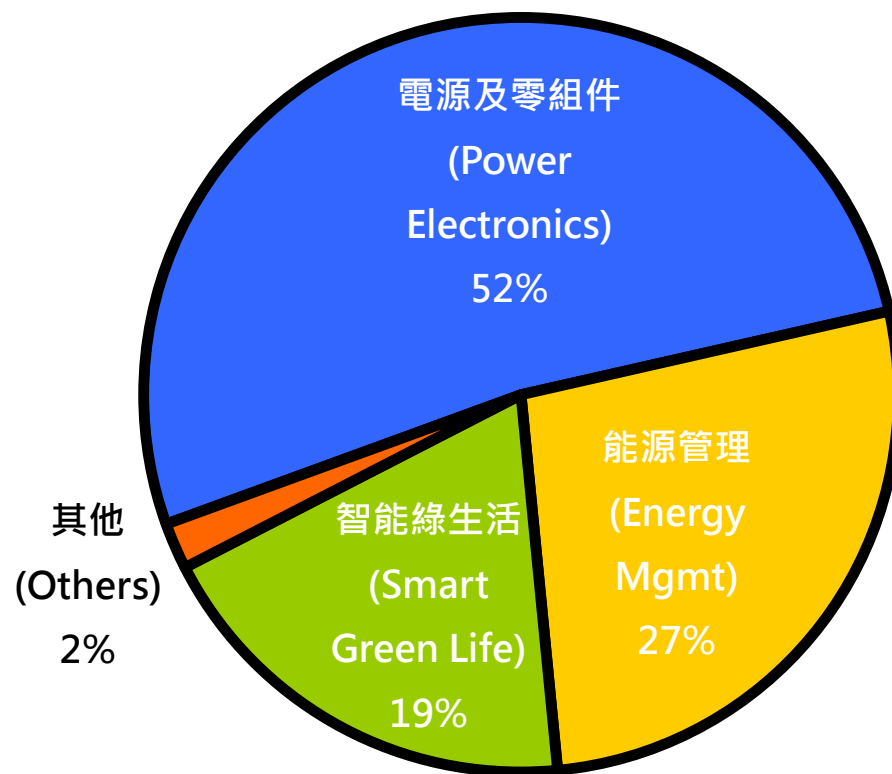
	4Q15	1Q16	Change
電源及零組件 (Power Electronics)	29,197	24,785	-15%
能源管理 (Energy Management)	14,851	13,305	-10%
智能綠生活 (Smart Green Life)	10,581	8,842	-16%

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

## 1Q15



## 1Q16





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

單位：新台幣百萬元

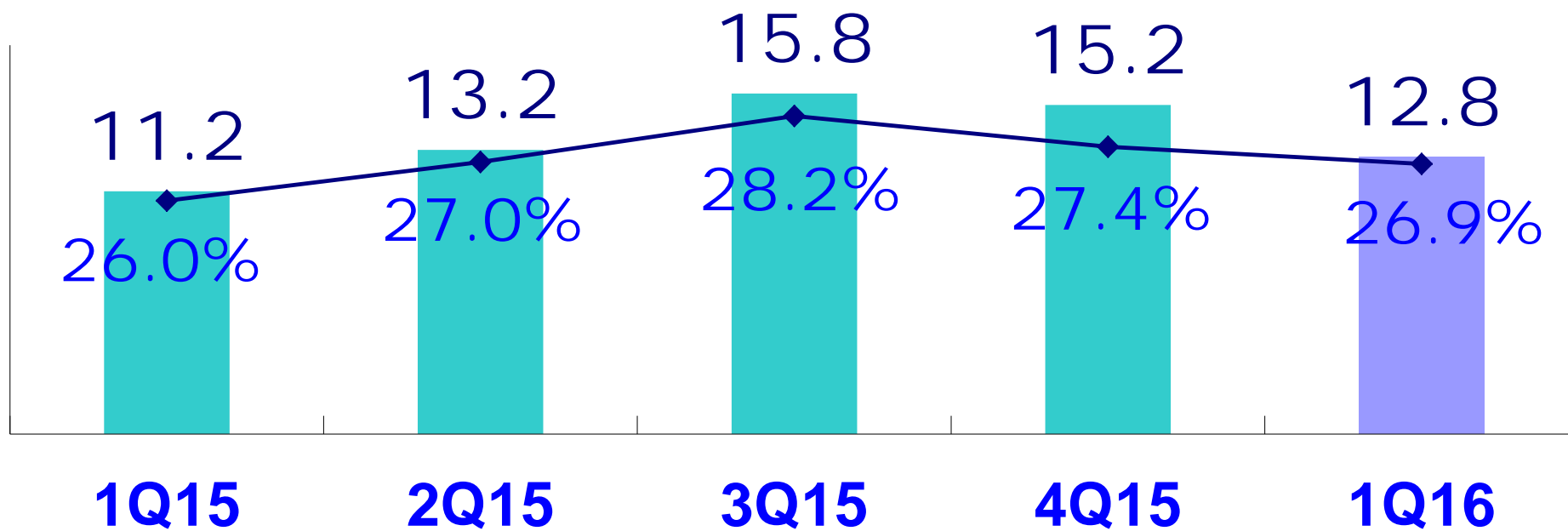
Unit: NT\$ million

	1Q15	1Q16	Change
電源及零組件 (Power Electronics)	24,537	24,785	1%
能源管理 (Energy Management)	9,450	13,305	41%
智能綠生活 (Smart Green Life)	8,954	8,842	-1%



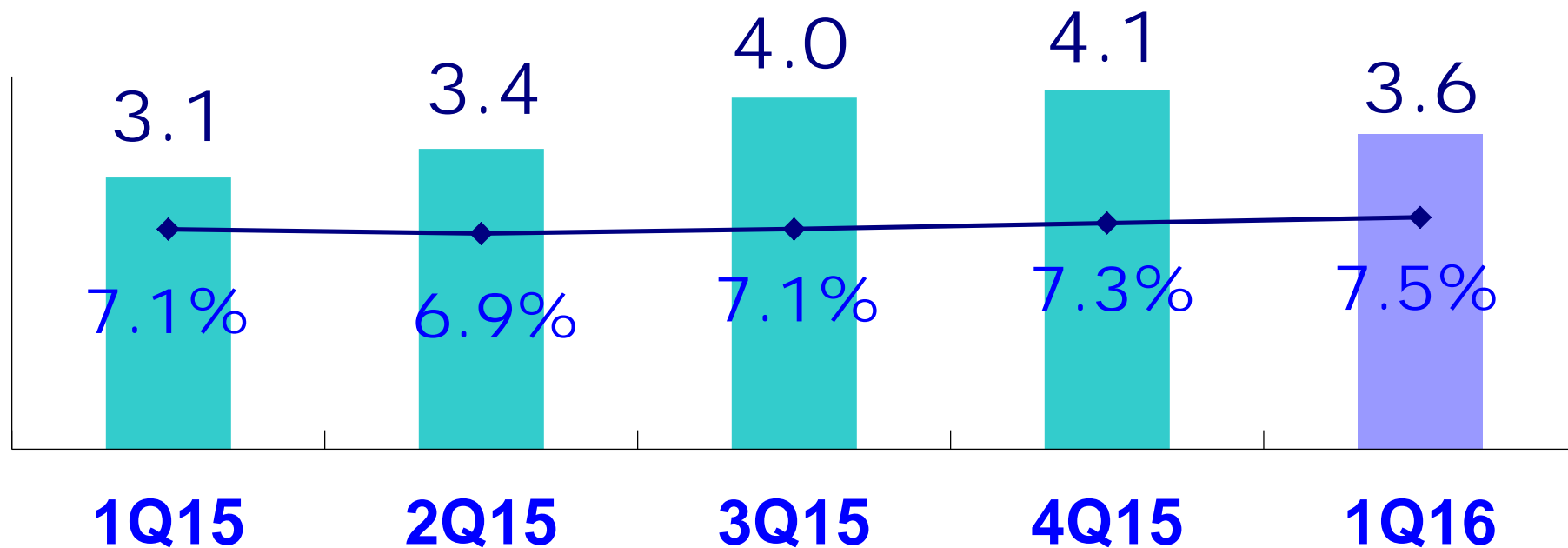
單位：新台幣十億元及營收百分比  
Unit: NT\$ billion & % of sales

QoQ  
-16%  
YoY  
+14%



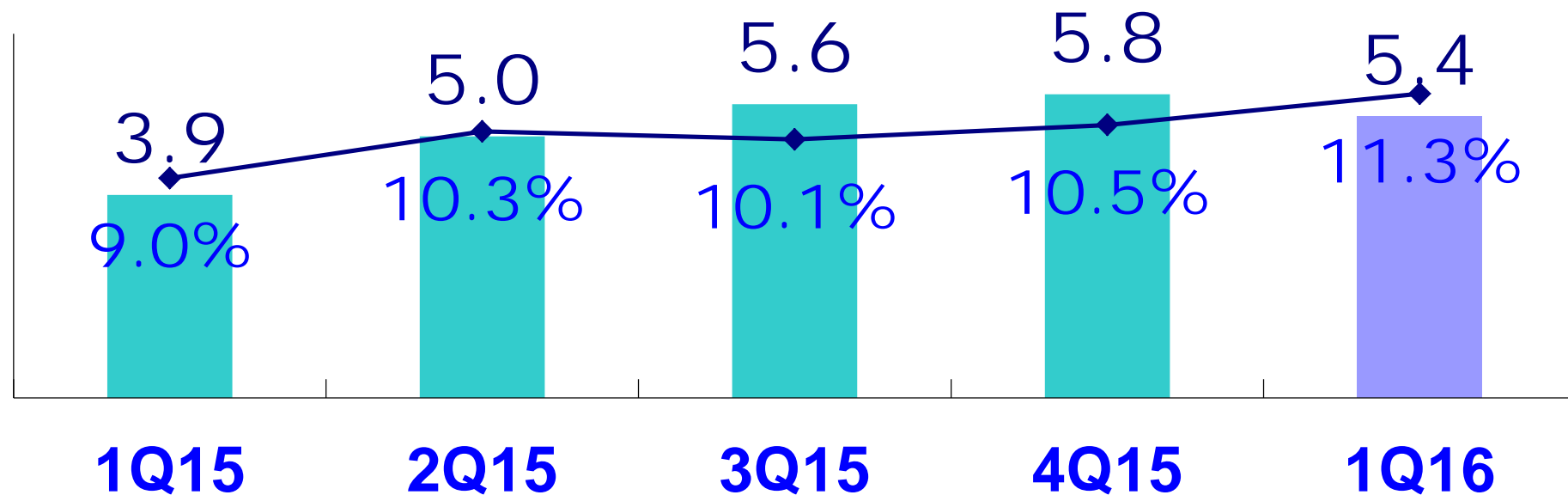
單位：新台幣十億元及營收百分比  
Unit: NT\$ billion & % of sales

QoQ  
-12%  
YoY  
+16%



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

QoQ  
-7%  
YoY  
+38%



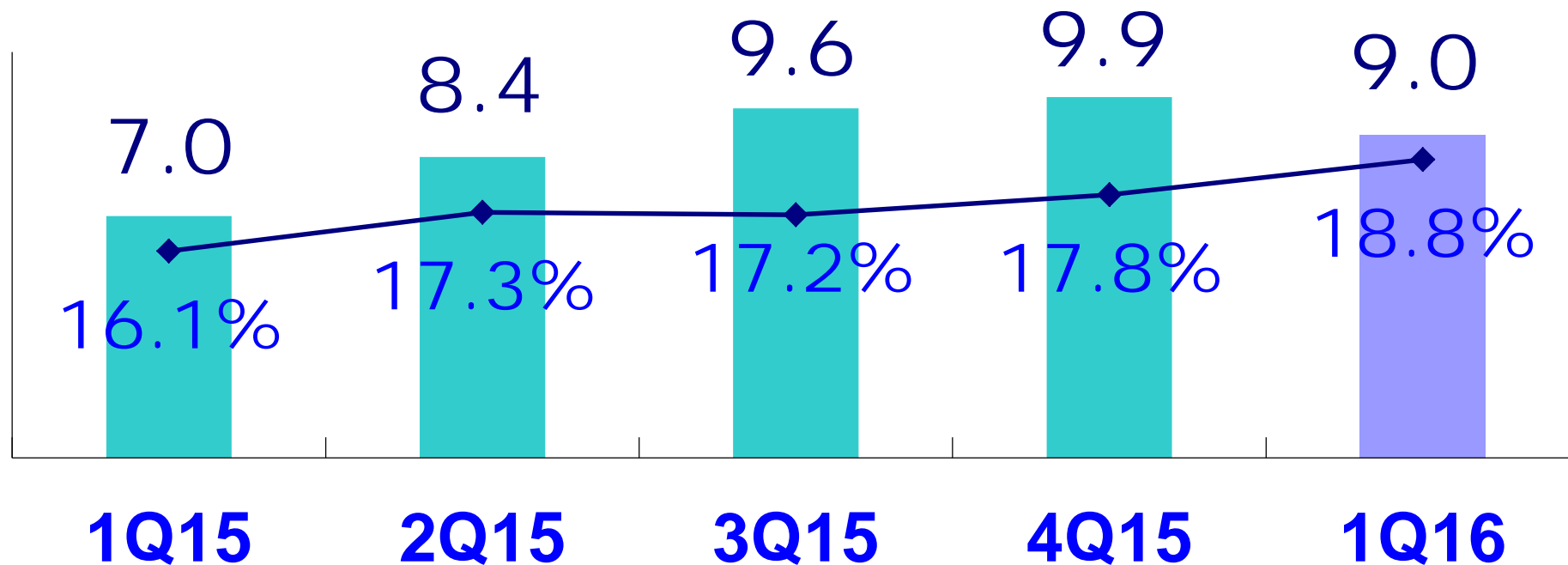
## Total Operating Expenses

單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales

QoQ  
-9%

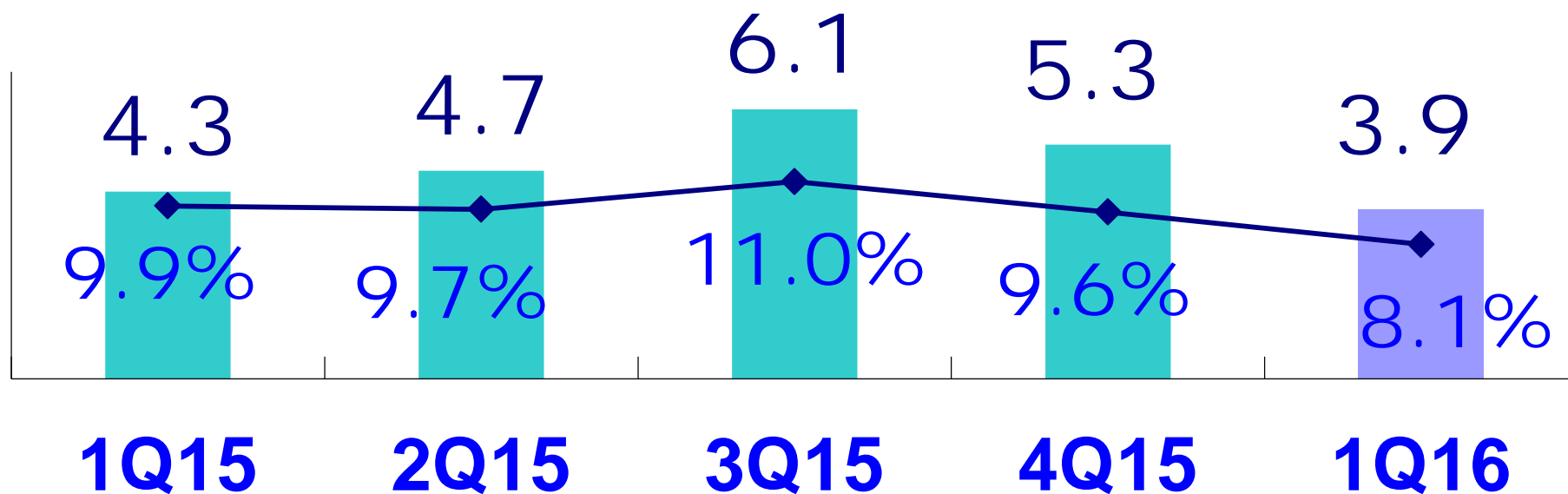
YoY  
+29%



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

QoQ  
-28%

YoY  
-9%





# 主要部門營業淨利 Operating Profit by Sector

單位：新台幣百萬元

Unit: NT\$ million

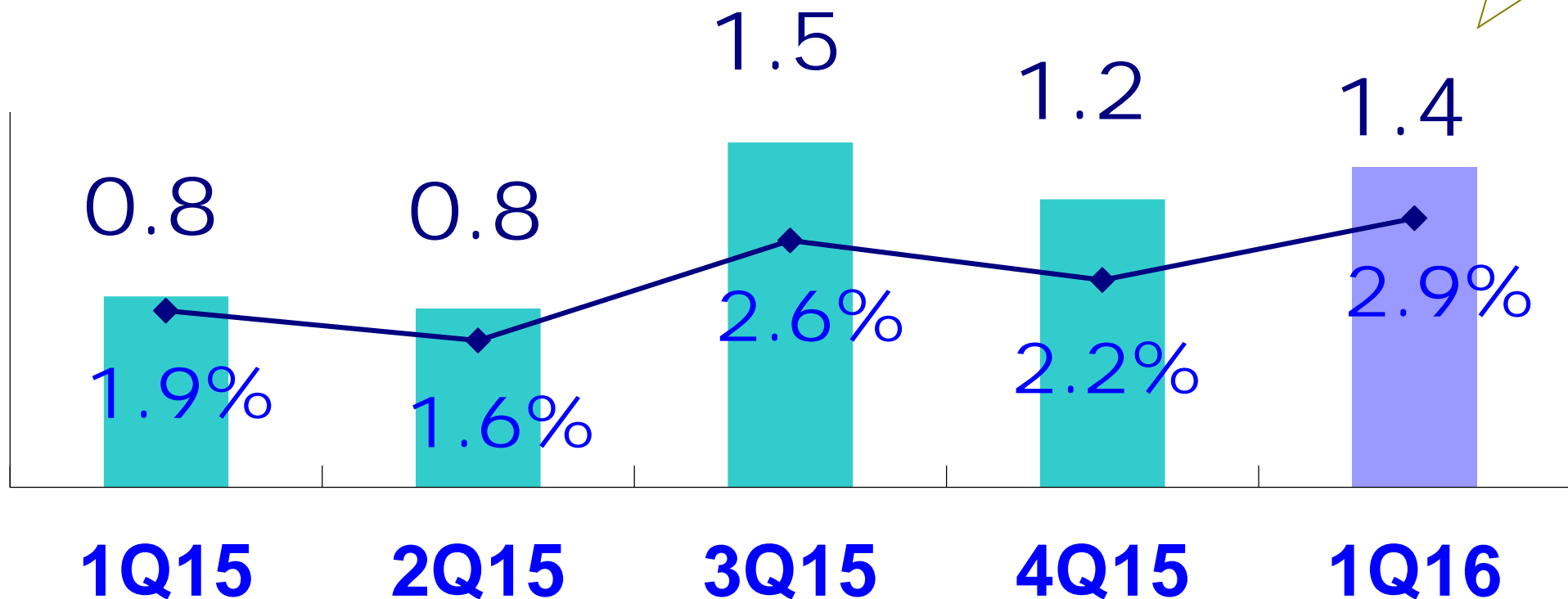
	1Q15	4Q15	1Q16
電源及零組件 (Power Electronics)	3,150	4,078	3,243
能源管理 (Energy Management)	1,470	1,598	1,387
智能綠生活 (Smart Green Life)	809	1,107	508

單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales

QoQ  
+11%

YoY  
+68%





## Non-Operating Profit Breakdown

單位：新台幣百萬元

Unit: NT\$ million

	1Q15	4Q15	1Q16
處分投資(Investment disposal)	(78)	118	92
投資損益(Investment income)	298	324	216
利息及匯兌收益(Interest and FX income)	226	8	99
其他業外損益(Others)	368	779	959
合計(Total)	814	1,229	1,366

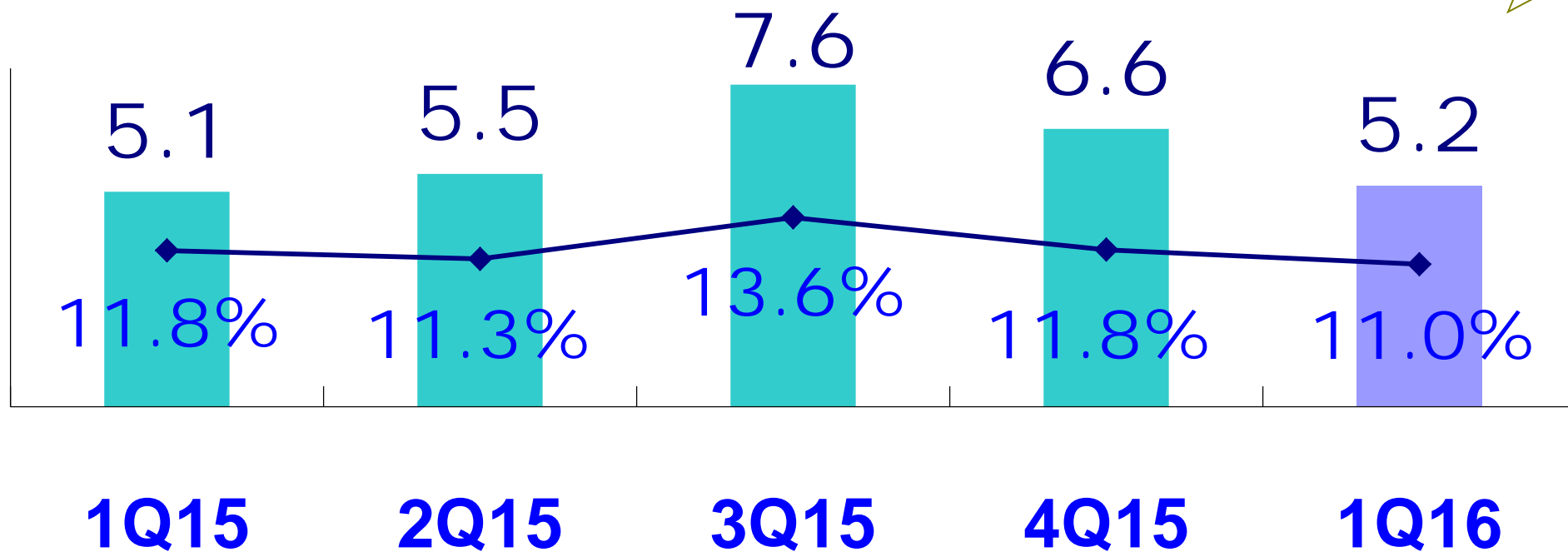


單位：新台幣十億元及營收百分比

Unit: NT\$ billion & % of sales

QoQ  
-20%

YoY  
+3%

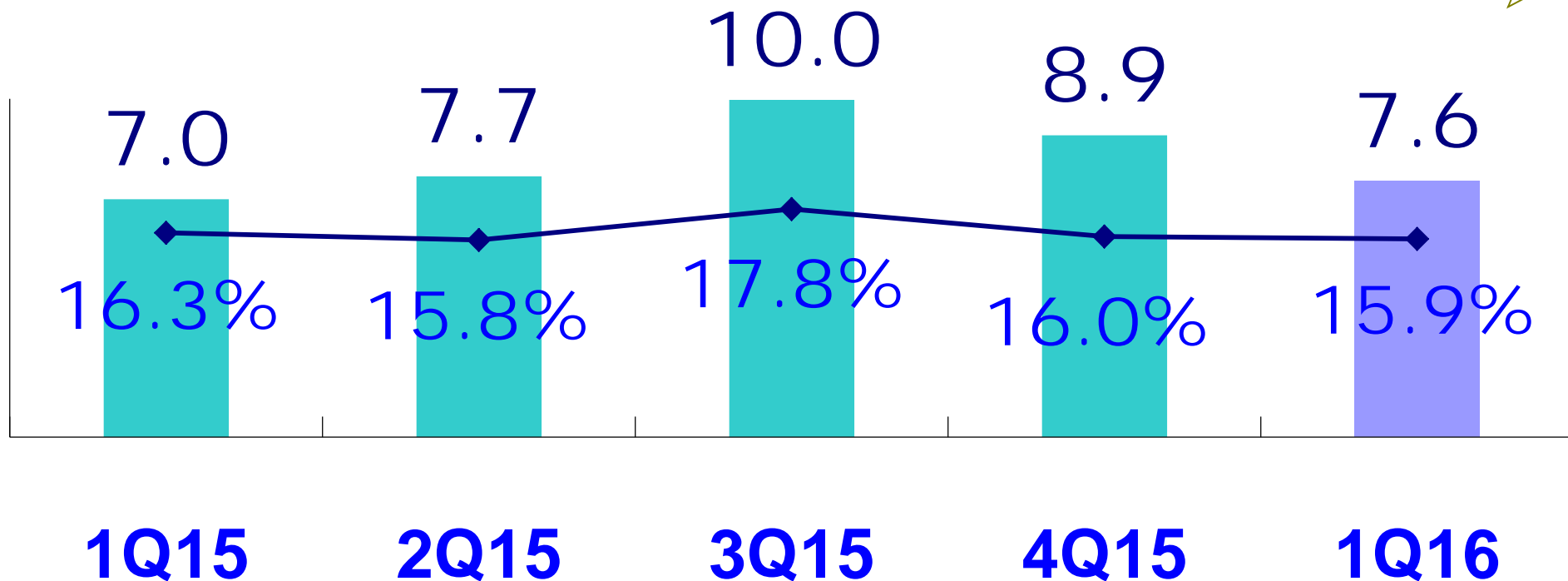




# 息稅折舊及攤銷前利潤 EBITDA

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

QoQ  
-15%  
YoY  
+8%





# 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

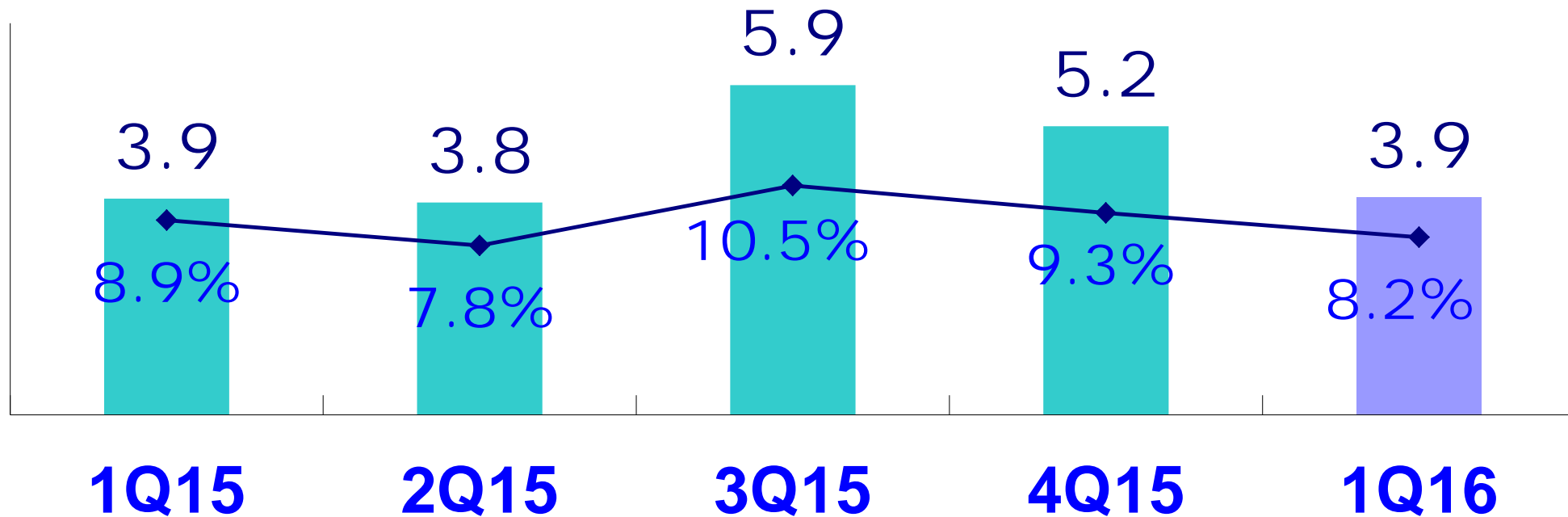
	1Q15	4Q15	1Q16
稅前淨利(Profit before income tax)	5,083	6,569	5,235
所得稅(Income tax)	(825)	(1,286)	(1,189)
非控制權益(Non-controlling interest)	(392)	(125)	(160)
稅後淨利(Net profit after tax)	3,866	5,158	3,887



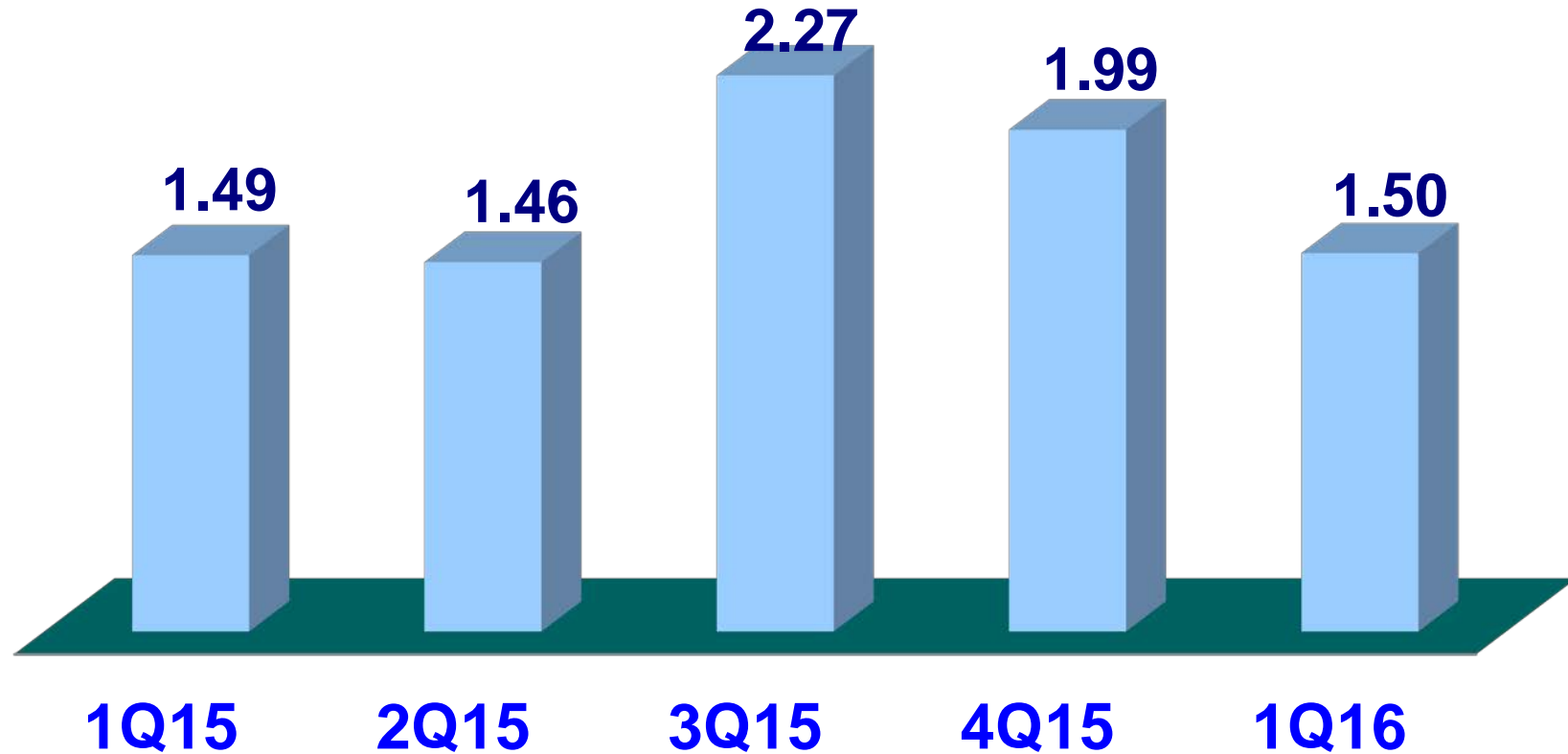
# 稅後淨利 Net Profit after Tax

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

QoQ  
-25%  
YoY  
+1%



# 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

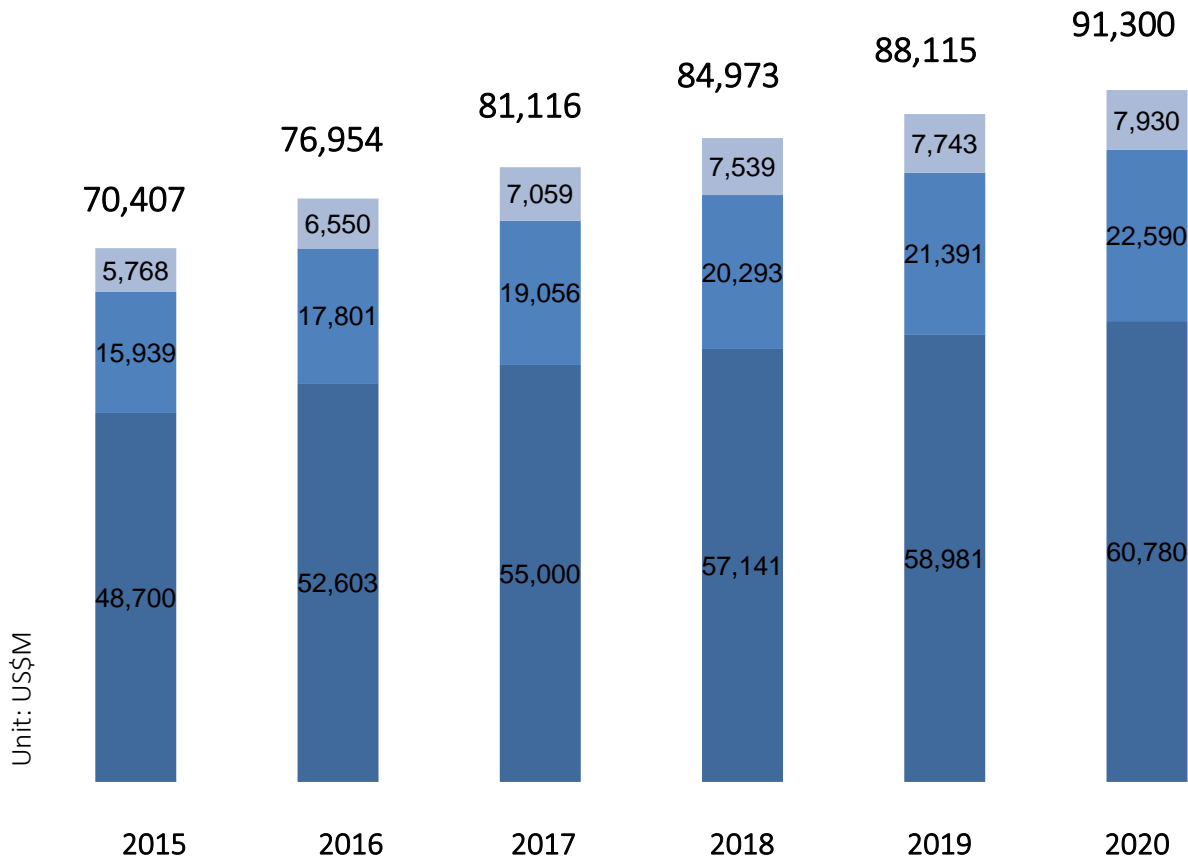
# Building Automation Solutions



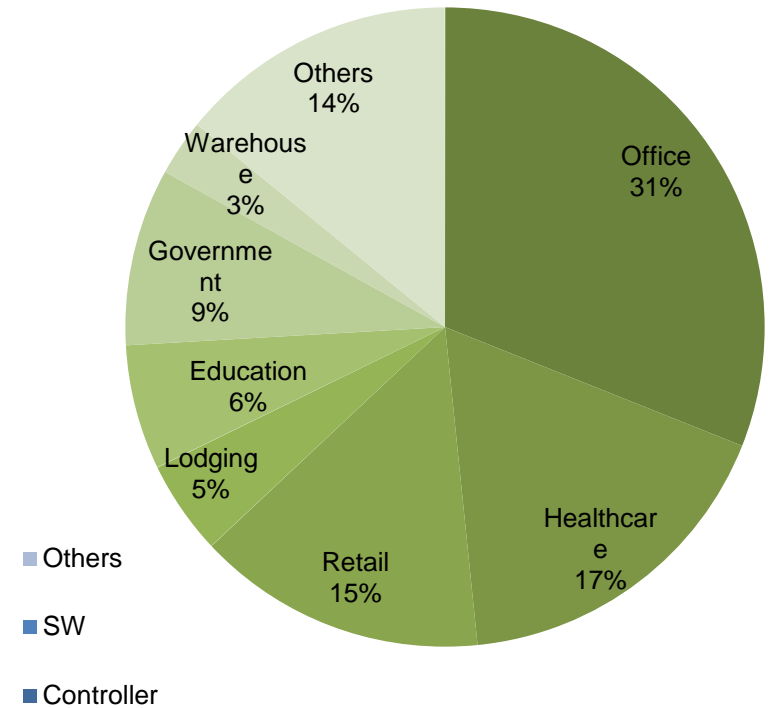


# WW Commercial Building Automation System (CBAS) Market

- ✓ CBAS is a big & stable industry with more than \$90B market size at around 5% CAGR despite economic uncertainty.
- ✓ Energy efficiency is vital to sustainability. Buildings consume ~40% of global energy, and BAS helps buildings to become more energy efficient buildings.

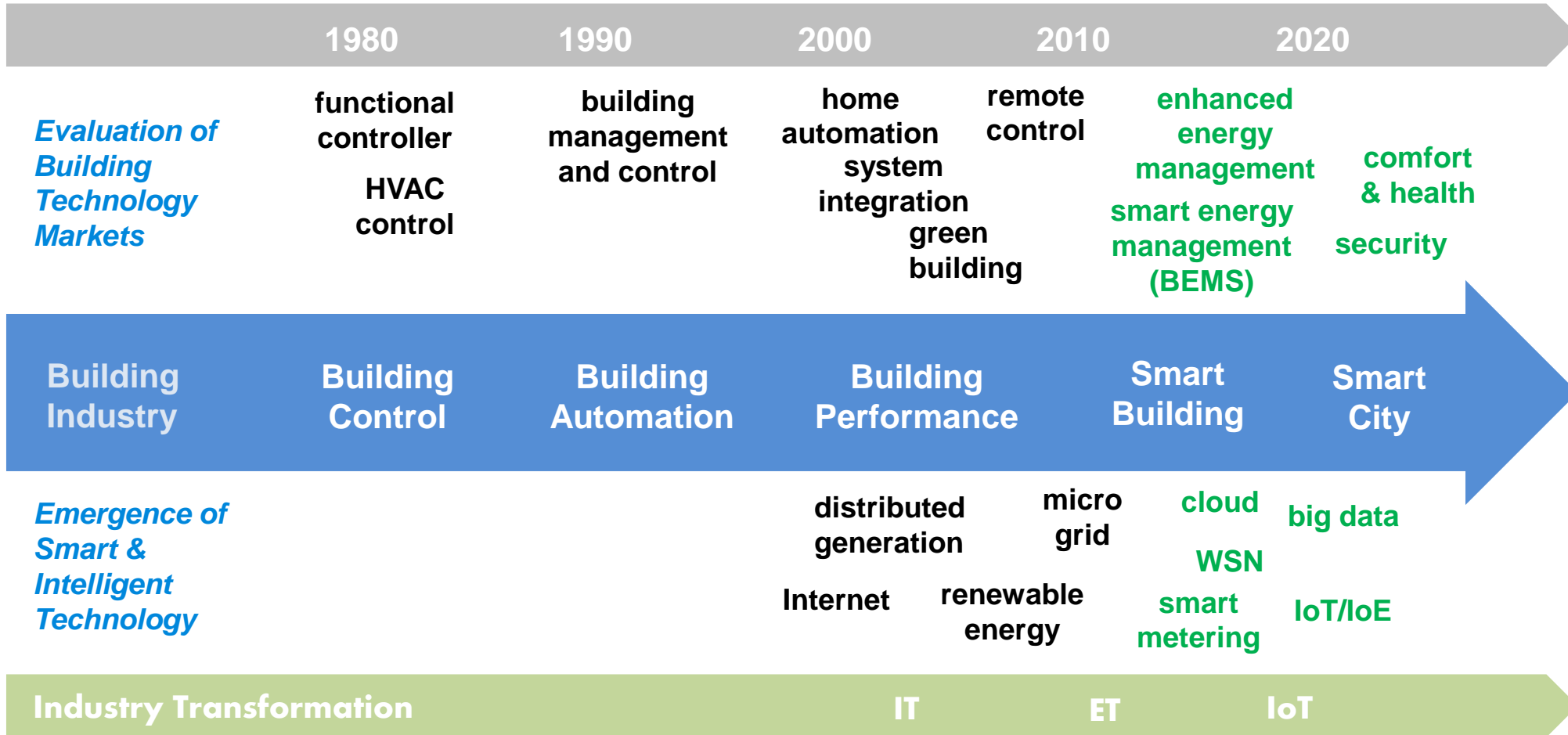


Commercial Building Automation  
By Building Type (2020)



Source: Delta SIBD estimates based on Navigant and MarketsandMarkets

# Evolution of Building Automations

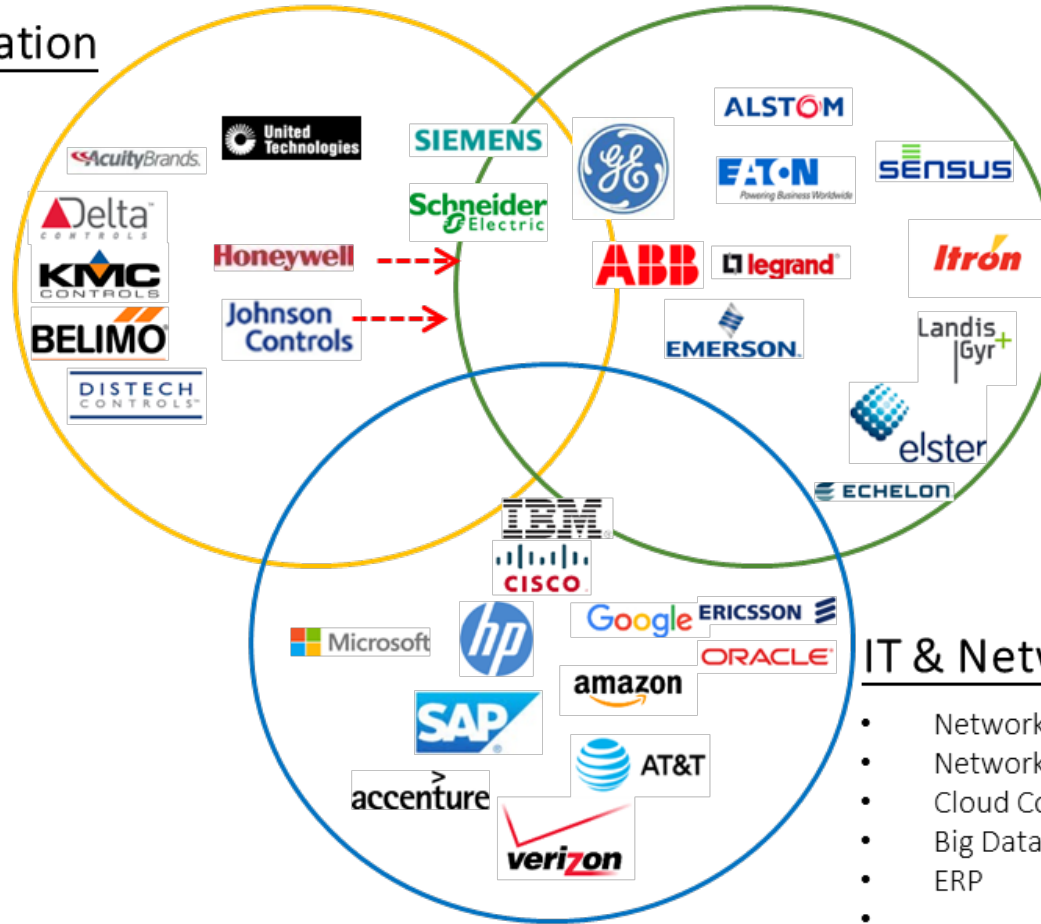




## Convergence

### Building Automation

- HVAC
- BEMS
- Lighting
- Fire & Life Safety
- Security & Access Control
- ...



### Smart Grid

- Smart Meter
- Distributed Energy Storage
- Renewable Energy
- Power Transmission & Distribution
- Demand Response
- ...

### IT & Networking

- Network Infrastructure
- Network Security
- Cloud Computing
- Big Data & Analytics
- ERP
- ...

## Building Automation Solutions



Heating, Ventilation, Air Conditioning, Lighting, Elevator, Electrical Power System

valves, actuators, meters, sensors, detectors, controllers, IP CAM, NVR/NAS

building controllers, protocol converter, BAS/BMS software

advanced BMS/BEMS, segment solutions (hotel, hospital...), integrated platform

- System integration
- O&M
- EPC/ESCO
- Consultant

**Power, HVAC, Lighting**

**Integrated Control & Communication**

**Domain Application**

**Global Operation & Local Service**

# Smarter. Greener. Together.

To learn more about Delta,  
please visit [www.deltaww.com](http://www.deltaww.com)

