

# 台達電子111年2月25日財報法人說明會

## 線上Q&A說明

- 會議將於 [2/25 15:00](#) 準時開始
- 與會者可於線上進行提問
- 提問前請先輸入您所屬的代表機構及姓名
- 如無法線上提問，請聯絡技術團隊 (02)8797-2088 # 5074

## Delta Electronics, Inc. Feb 25, 2022 Analyst Meeting

### Instructions of online Q&A

- [The meeting will start at 15:00, Feb 25](#)
- Participants may raise your questions via textbox  
Please identify your name and company before asking questions
- Please contact our IT team should you encounter any technical issues: (02)8797-2088 # 5074



# 台達智慧電網、儲能、電力交易平台發展

Smart Grid, Energy Storage System (ESS), and Energy-Trading Business Development

2022/2/25





# 能源轉型驅動 電力與汽車 產業質變

Energy transition is driving the industry transformation of electric power and automobile.

## 低碳電網

Low-Carbon Grid

## 電動交通

Electrified Mobility

# 儲能市場未來發展與前景

Prospect of energy storage market

台灣

Taiwan

**2025年累積容量可達 1GW/3GWh 以上**  
**2030年預期可達 6GW/15GWh**

The cumulative capacity may reach more than 1GW/3GWh in 2025, and 6GW/15GWh in 2030.

全球

Global

**全球儲能建置加速**  
**2030年上看 US\$40B 市場規模**

Global energy storage construction is accelerating, with US\$40B expected market size in 2030.

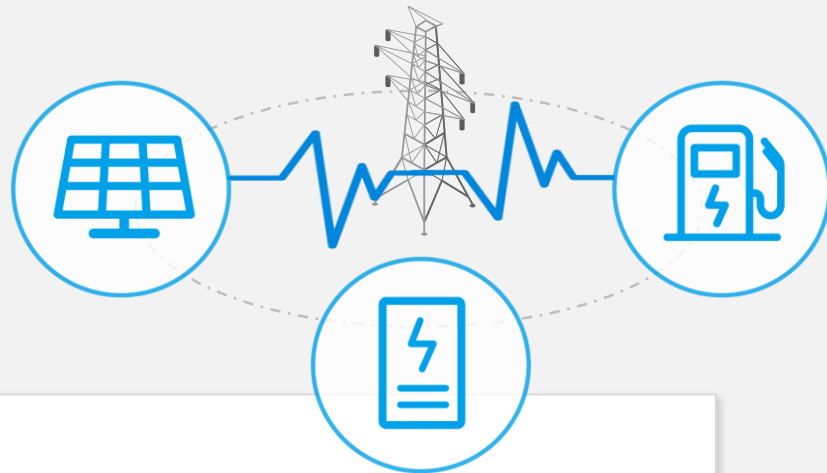
# 儲能系統是電網挑戰的解方

Energy storage system can be the answer to grid challenges

電網面貌改變

伴隨著 **電網穩定** 與 **電力調度** 問題

The challenges of the grid stability and power dispatching will also come along with the transformation of the grid.



儲能系統的 **調控** 是問題的解方

整合再生能源、儲能、充電的能源基礎設施會是未來發展的大方向

With the capability of rapid power charging & discharging, the controllable ESS can be the solution to the grid challenges. The integration of renewable energy, ESS and EV charging facilities will be the future trend.



# 儲能系統「智慧調度」 實現智慧電網

Smart dispatching of ESS can help to realize the success of smart grid

## 供電端確保可靠度與穩定度

Ensuring Reliability and Stability on Power Supply Side

### 再生能源發電廠

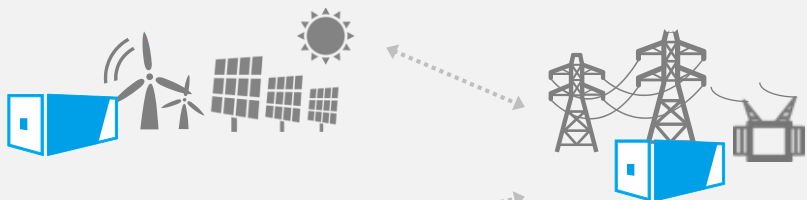
Renewable Power Plant

讓不可控的再生能源穩定輸出  
Stabilize the output of uncontrollable renewables

### 輸配電網

Transmission & Distribution

緊急備援與調頻  
Emergency backup, Frequency regulation



### 傳統發電機電廠

Traditional Power Plant

緊急備援與調頻  
Emergency backup, Frequency regulation

## 工商企業用戶端應用

Applications on the Enterprise Side

### 回應趨勢 Respond to trends

RE100 / ESG / 用電大戶  
Energy-intensive C&I

### 優化電費 Cost Optimization

削峰填谷, 優化契約容量  
Peak shaving, Demand contract optimization

### 支援電網 Grid Ancillary

需量反應, 輔助服務  
Demand response, Ancillary service

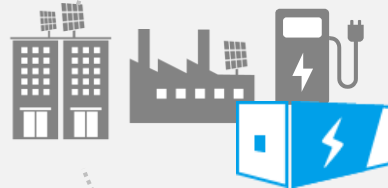
### 整合再生能源

Renewables Integration

提高太陽能自發自用  
Increase self-generation & consumption

### 輔助廠區設施 Facility Support

備用電源, 充電站  
Backup power, EV charging station



# 因應大量再生能源併網衝擊 建立電力交易平台

Energy Trading Platform established to minimize the impact of a large amount of renewable energy on the grid

## 台灣政府能源轉型目標

Taiwan government's policy goals for energy transition



## 台電電力交易平台穩定電網

Taipower Company's Energy Trading Platform

2025年達20% ( 20GW光電及5.9GW離岸風電 )

Reach 20% in 2025 with 20GW solar and 5.9GW offshore wind power



## 電力交易平台上線 擴大民間合格交易者參與日前市場

Energy Trading Platform launched for the participation of qualified private traders in the day-ahead market.

目前民間合格調頻備轉容量合計 19.1 MW

**10MW** 為 台達儲能系統解決方案 ( 台達5MW + 漢翔 5MW )

At present, the total qualified private capacity is 19.1MW for **regulation reserve** service, with 10MW service provided by Delta's energy storage system solutions, where Delta contributes 5MW and AIDC contributes another 5MW.



# 台達平鎮廠儲能系統 參加調頻備轉輔助服務

Delta Pingjhen Plant Energy Storage System for TPC Automatic Frequency Control (AFC) Service



## 5 MW / 3.6 MWh 儲能系統

- Delta MW PCS
- Delta Li-ion Battery System
- DeltaGrid® Energy Management



## 建立完整儲能解決方案

Build complete energy storage solutions and deepen key technology development.



## 提供客戶合適儲能系統方案

Provide suitable energy storage system solution to assist customers in response to ever changing market demand



## 首家通過台電三項 調頻輔助服務能力測試

The first company to pass Taipower's three types of AFC service capability tests.



# 插旗歐美日台 台灣儲能應用覆蓋率最高

The first in Taiwan to achieve various types of ESS applications



**台電金門夏興電廠** Taipower Xiaxing Power Plant

2MW, 發電機備援、頻率調節  
Generator backup and frequency regulation



**台達桃園平鎮廠** Delta Pingjhen Plant

5MW, 調頻備轉輔助服務  
Regulation reserve ancillary service (AFC)



**高雄永安太陽光電廠** Taipower Yongan Solar Power Plant

1MW, 太陽能平滑化 PV Smoothing



**日本赤穗太陽能源區** Ako Delta Energy Park

500kW, 太陽能平滑化  
PV Smoothing



**嘉義中油綠能示範站** CPC Chiayi Station

250kW, 太陽能平滑、電動載具充電  
PV Smoothing, E-Scooter Charging

# 台達儲能與能源基礎設施解決方案

Delta ESS and Energy Infrastructure Solution

## DeltaGrid® 能源管理系統

Energy Management System



### 功率調節系統

Power Conditioning System (PCS)



- 儲能系統能源管理 ESS Energy Management
- 電力交易輔助服務管理 Energy-Trading Management
- 電動車充電站管理 EV Charging Management
- 維運管理 Operation & Maintenance Management



### 再生能源

Renewable Energy



### 電池儲能系統

Battery Energy Storage System



### 電動車充電設備

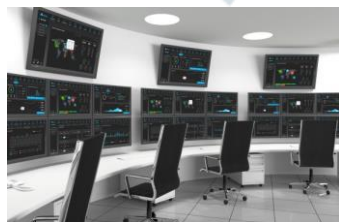
EV Charging Solution

# 下一個儲能應用 - 走入電動車充電站

The next energy storage application - EV charging station

整合再生能源與儲能，具微電網概念的電動車充電基礎設施

Transforming EV charging station to microgrid by integrating renewable energy, energy storage, and EV charger and energy management system



能源與維運管理

Energy & Facility Operation Management



太陽能/再生能源

Solar/Renewables

儲能系統

Energy Storage System

電動車充電

EV Charging





# Delta Electronics, Inc. Q4 2021 Results

台達電子2021年第四季財報法人說明會

25 Feb 2022



- **The financial numbers hereby are based on International Financial Reporting Standards (IFRS)**  
本簡報財務數字係根據國際財務報導準則編製
- **Cumulative consolidated numbers were audited by CPA**  
合併數字經會計師查核簽證





# Q4 2021 Financial Results

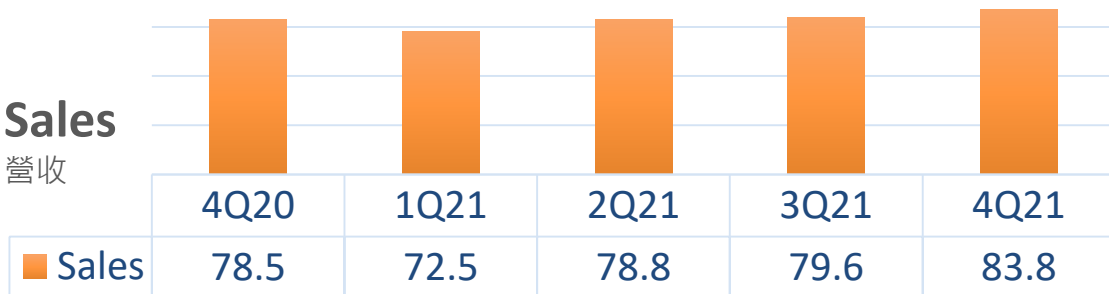
2021年第四季結算數字

# Sales Revenues & Gross Profits

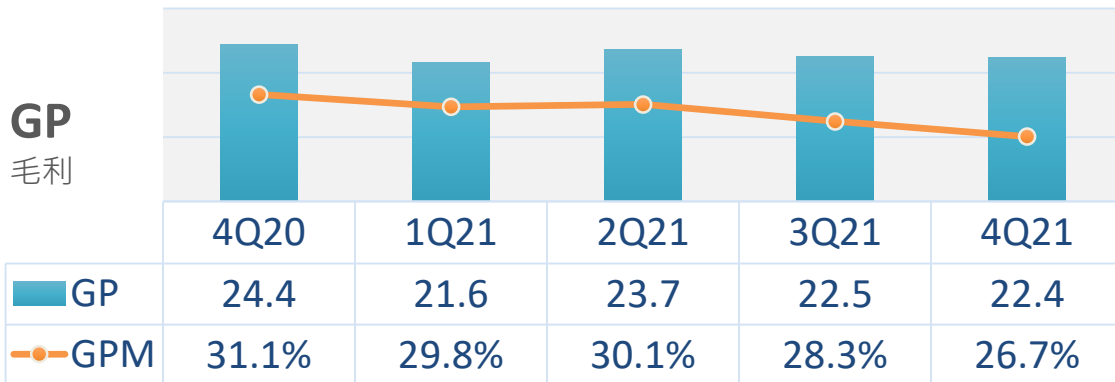
合併營收及毛利

NT\$ billion  
新台幣十億元

**Sales**  
營收



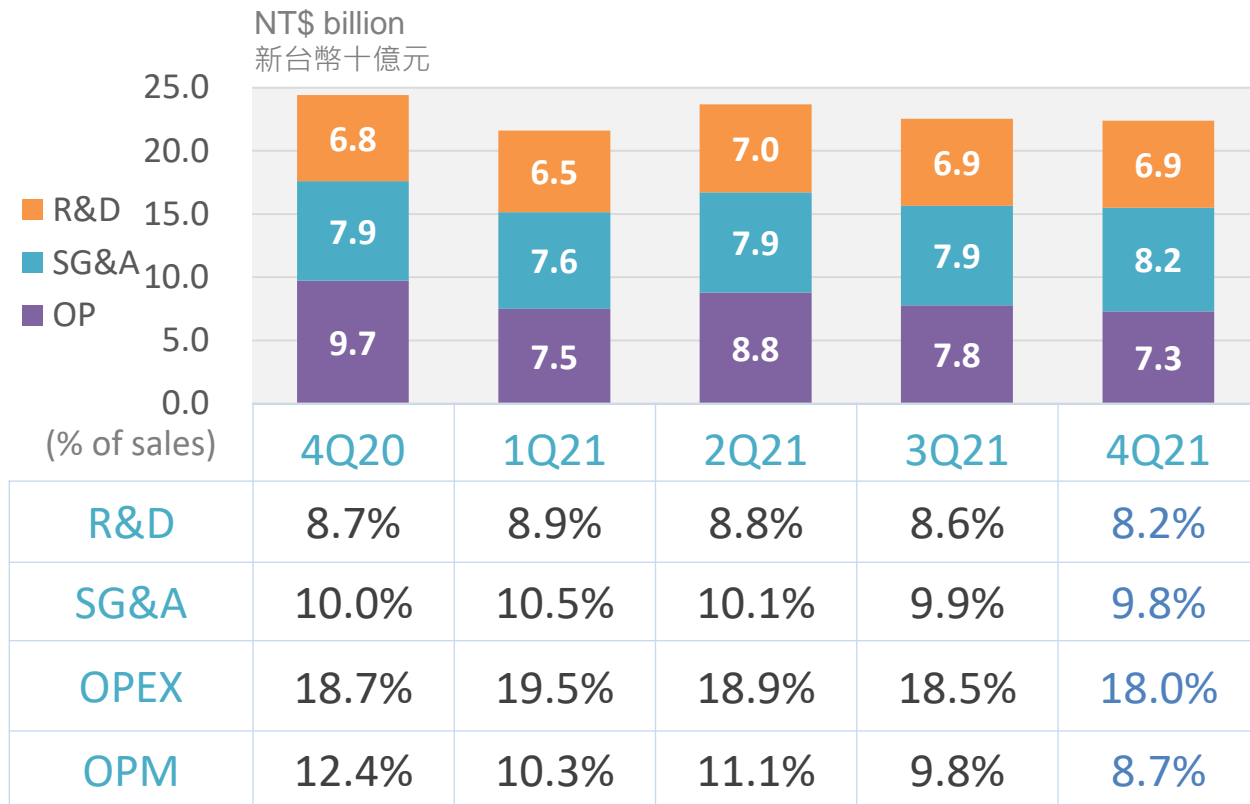
**GP**  
毛利



|             | y/y<br>年對年 | q/q<br>季對季 |
|-------------|------------|------------|
| Sales<br>營收 | +7%        | +5%        |
| GP<br>毛利    | -8%        | -1%        |

# Operating Profits & Expenses

營業淨利及費用



|               | y/y<br>年對年 | q/q<br>季對季 |
|---------------|------------|------------|
| R&D<br>研發費用   | +1%        | 0%         |
| SG&A<br>銷管費用  | +4%        | +4%        |
| OPEX<br>總營業費用 | +3%        | +2%        |
| OP<br>營業淨利    | -25%       | -6%        |

# Performance by Segment

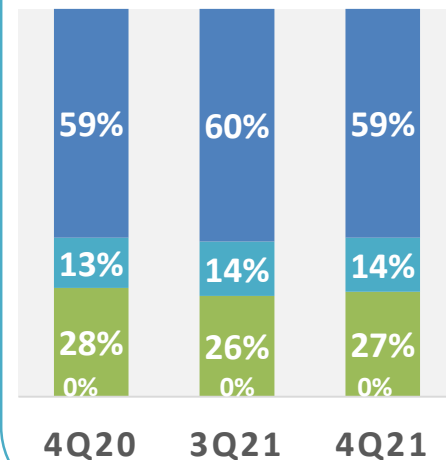
主要部門表現

| NT\$ million<br>新台幣百萬元      | Sales      |            | Profits    |            |      |      |
|-----------------------------|------------|------------|------------|------------|------|------|
|                             | y/y<br>年對年 | q/q<br>季對季 | y/y<br>年對年 | q/q<br>季對季 |      |      |
| Power Electronics<br>電源及零組件 | 49,226     | +6%        | +3%        | 5,244      | -21% | -8%  |
| Automation<br>自動化           | 11,665     | +16%       | +3%        | 1,047      | -9%  | +15% |
| Infrastructure<br>基礎設施      | 22,700     | +3%        | +10%       | 1,014      | -47% | -15% |

## Sales%

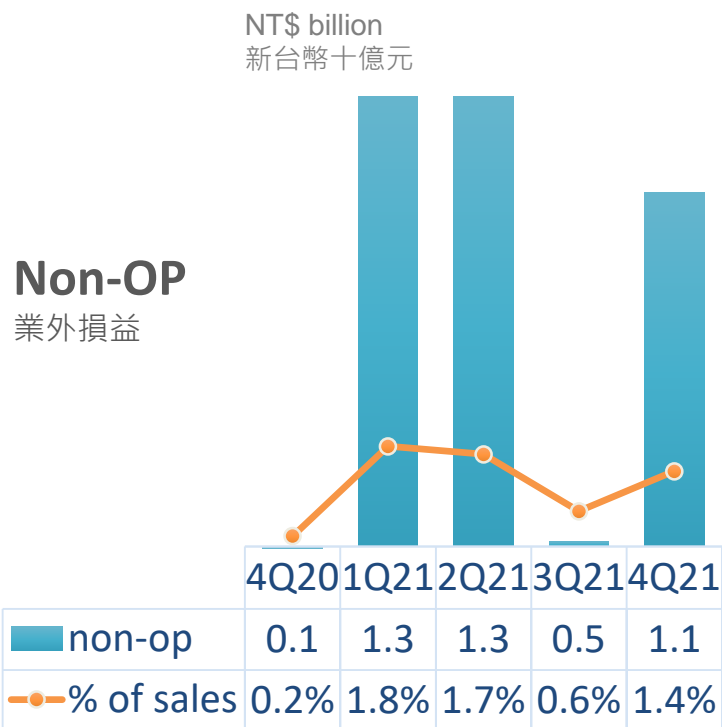
營收佔比

- Power Electronics
- Automation
- Infrastructure
- Others



# Non-operating Profits

業外損益



| NT\$ million<br>新台幣百萬元                   | 4Q20       | 3Q21       | 4Q21         |
|--|------------|------------|--------------|
| Gain on disposal of investment<br>處分投資損益 | (15)       | 0          | 0            |
| Interest income<br>利息收益                  | 32         | 44         | 1            |
| FX income<br>匯兌損益                        | 12         | 412        | 131          |
| Others<br>其他                             | 121        | 53         | 1,008        |
| <b>Total</b><br>合計                       | <b>150</b> | <b>509</b> | <b>1,140</b> |



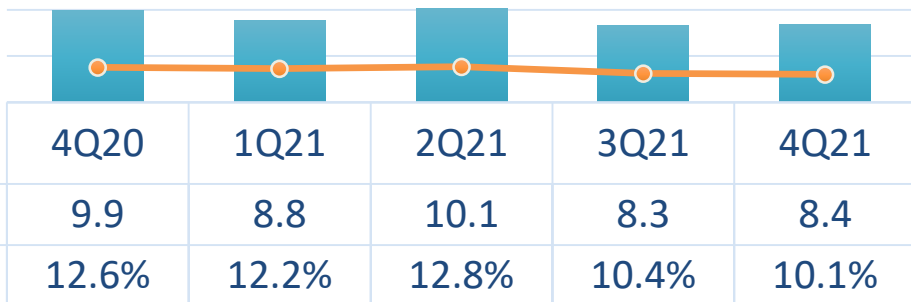
# Profits before Tax v.s EBITDA

稅前淨利及息稅折舊及攤銷前利潤

## Profits before tax

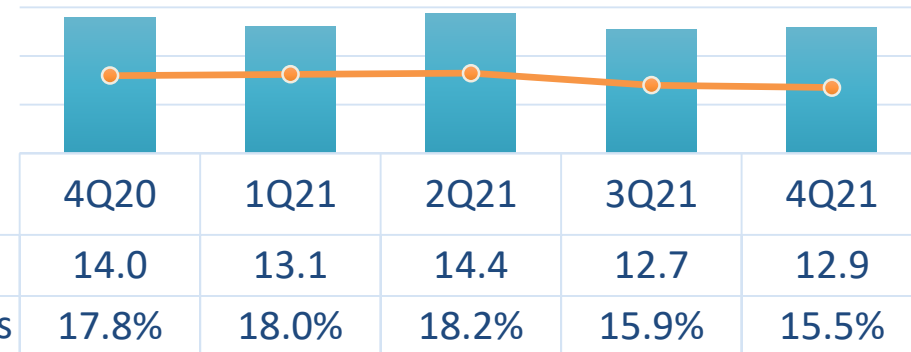
稅前淨利

NT\$ billion  
新台幣十億元



## EBITDA

息稅折舊及攤銷前利潤



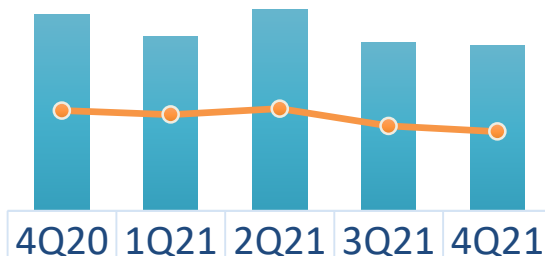
|                            | y/y<br>年對年 | q/q<br>季對季 |
|----------------------------|------------|------------|
| Profits before tax<br>稅前淨利 | -15%       | +2%        |
| EBITDA<br>息稅折舊及攤銷前利潤       | -7%        | +2%        |



NT\$ billion  
新台幣十億元

## Net profits after tax

稅後淨利



|           |      |      |      |      |      |
|-----------|------|------|------|------|------|
| ■ 稅後淨利    | 7.4  | 6.6  | 7.6  | 6.4  | 6.3  |
| —●— 稅後淨利率 | 9.5% | 9.1% | 9.6% | 8.0% | 7.5% |

|                       | y/y  | q/q |
|-----------------------|------|-----|
| Net profits after tax | -16% | -2% |

## Net Profits after Tax

稅後淨利

| NT\$ million<br>新台幣百萬元               | 4Q20         | 3Q21         | 4Q21         |
|--------------------------------------|--------------|--------------|--------------|
| Profit before income tax<br>稅前淨利     | 9,884        | 8,287        | 8,445        |
| Income tax<br>所得稅                    | (1,963)      | (1,689)      | (1,650)      |
| Non-controlling interest<br>非控制權益    | (490)        | (229)        | (537)        |
| <b>Net profit after tax<br/>稅後淨利</b> | <b>7,431</b> | <b>6,369</b> | <b>6,258</b> |



# EPS

每股淨利

Unit: NT\$  
新台幣元



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

每股盈餘之設算基於在外流通股數25.98億股。

# 2021 Full-year Financial Results

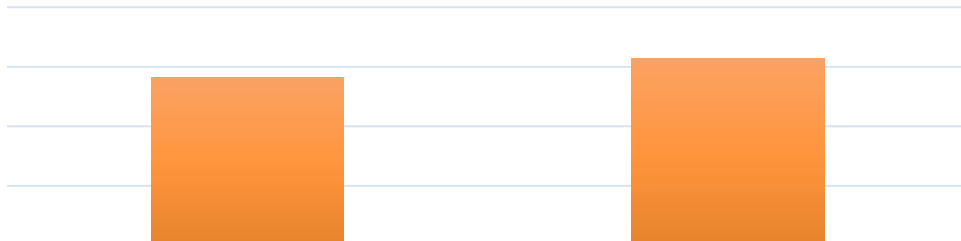
2021年全年結算數字

# Sales Revenues & Gross Profits

合併營收及毛利

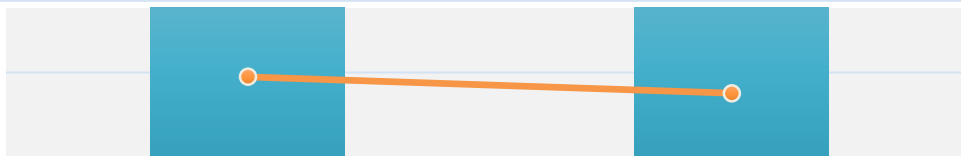
NT\$ billion  
新台幣十億元

**Sales**  
營收



|   | 2020  | 2021  |
|---|-------|-------|
| <span style="color: orange;">■</span> Sales | 282.6 | 314.7 |

**GP**  
毛利



|  | 2020  | 2021  |
|--|-------|-------|
| <span style="color: teal;">■</span> GP             | 87.2  | 90.2  |
| <span style="color: orange;">—●—</span> % of sales | 30.9% | 28.7% |

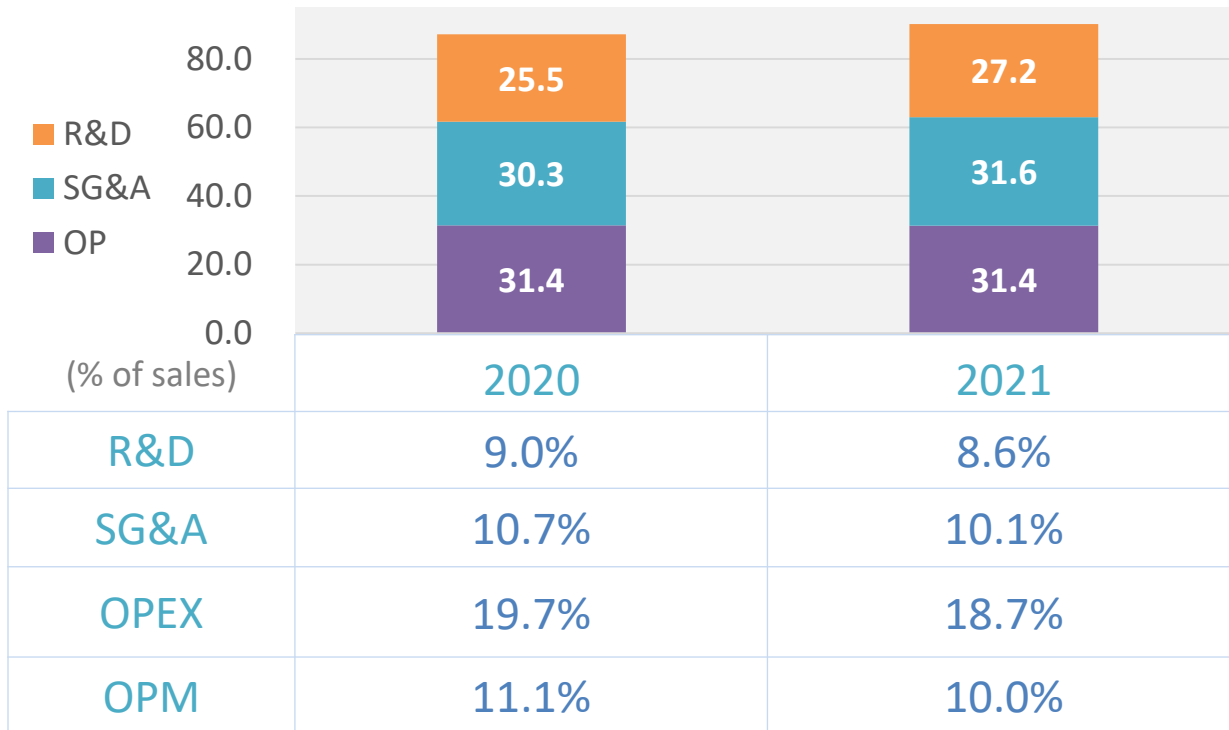
| y/y<br>年對年  |      |
|-------------|------|
| Sales<br>營收 | +11% |
| GP<br>毛利    | +3%  |



# Operating Profits & Expenses

營業淨利及費用

NT\$ billion  
新台幣十億元

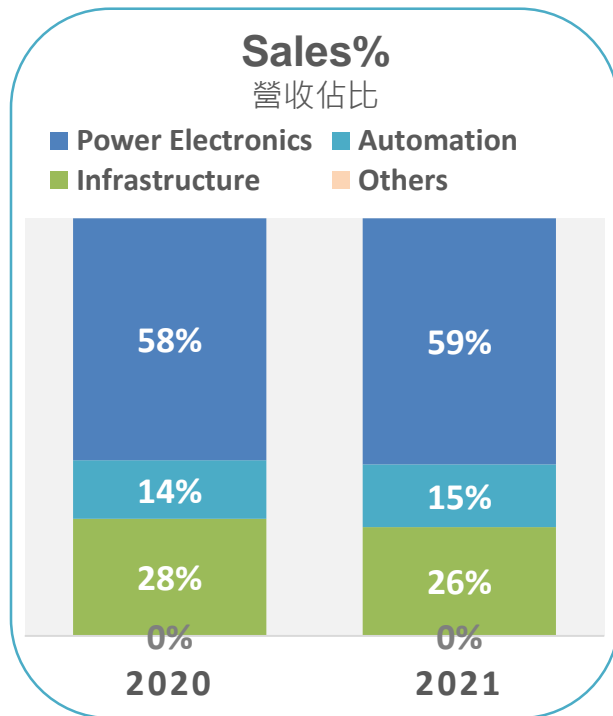


|               | y/y<br>年對年 |
|---------------|------------|
| R&D<br>研發費用   | +7%        |
| SG&A<br>銷管費用  | +4%        |
| OPEX<br>總營業費用 | +5%        |
| OP<br>營業淨利    | +0%        |

# Performance by Segment

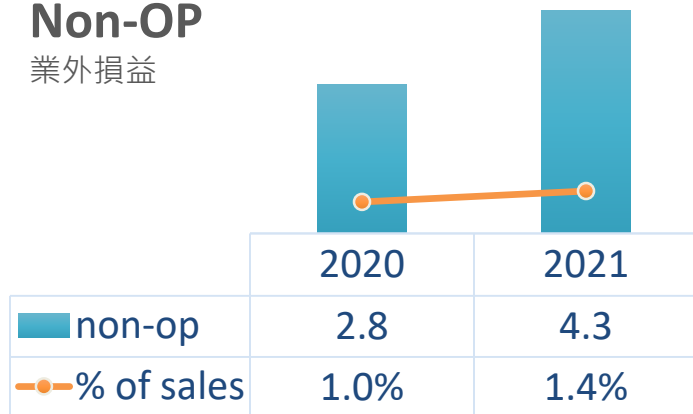
主要部門表現

| NT\$ million<br>新台幣百萬元      | Sales   |            | Profits |            |
|-----------------------------|---------|------------|---------|------------|
|                             |         | y/y<br>年對年 |         | y/y<br>年對年 |
| Power Electronics<br>電源及零組件 | 187,317 | +14%       | 21,443  | -1%        |
| Automation<br>自動化           | 45,881  | +18%       | 4,976   | +28%       |
| Infrastructure<br>基礎設施      | 81,080  | +2%        | 4,945   | -16%       |



NT\$ billion  
新台幣十億元

### Non-OP 業外損益



| NT\$ million<br>新台幣百萬元                   | 2020         | 2021         |
|--|--------------|--------------|
| Gain on disposal of investment<br>處分投資損益 | (95)         | 90           |
| Interest income<br>利息收益                  | 168          | 134          |
| FX income<br>匯兌損益                        | 524          | 1,166        |
| Others<br>其他                             | 2,252        | 2,873        |
| <b>Total</b><br>合計                       | <b>2,849</b> | <b>4,263</b> |

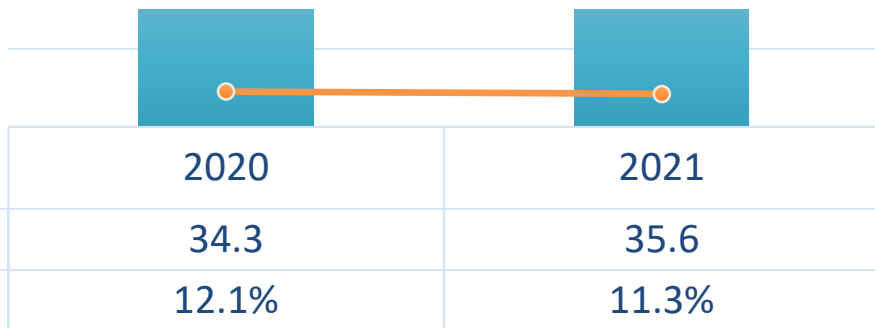
# Profits before Tax v.s EBITDA

稅前淨利及息稅折舊及攤銷前利潤

## Profits before tax

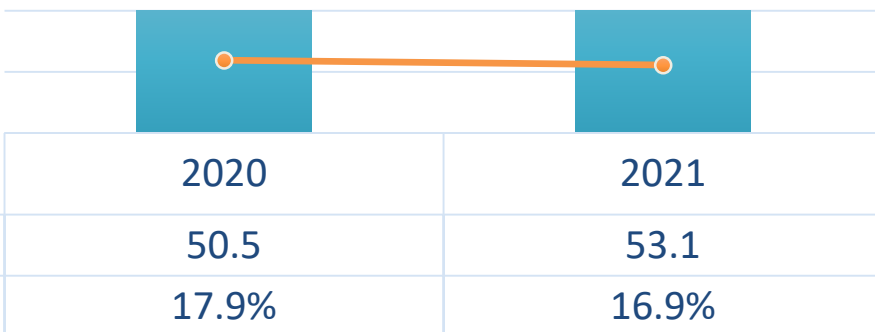
稅前淨利

NT\$ billion  
新台幣十億元



## EBITDA

息稅折舊及攤銷前利潤



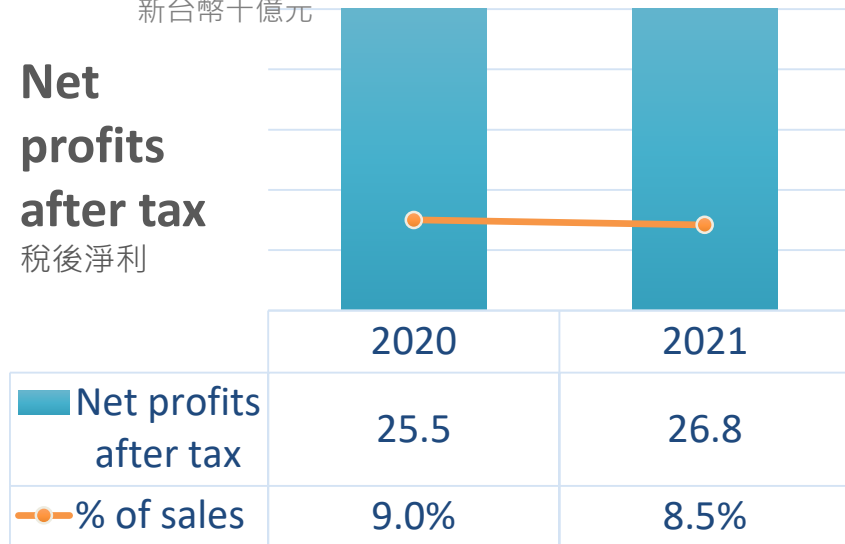
|                            | y/y<br>年對年 |
|----------------------------|------------|
| Profits before tax<br>稅前淨利 | +4%        |
| EBITDA<br>息稅折舊及攤銷前利潤       | +5%        |

# Net Profits after Tax

稅後淨利

NT\$ billion  
新台幣十億元

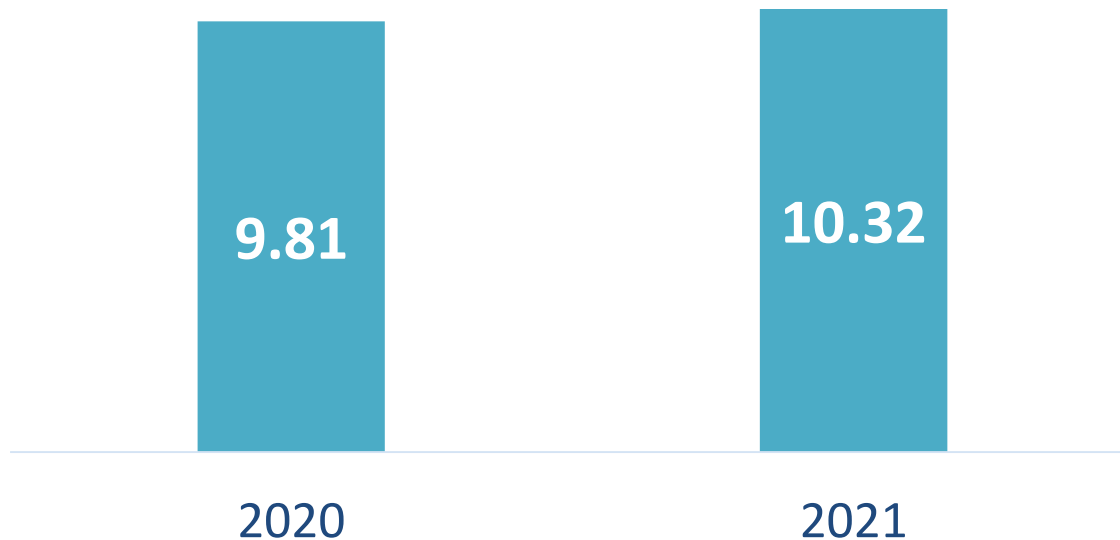
**Net profits after tax**  
稅後淨利



|                       | y/y |
|-----------------------|-----|
| Net profits after tax | +5% |

| NT\$ million<br>新台幣百萬元               | 2020          | 2021          |
|--------------------------------------|---------------|---------------|
| Profit before income tax<br>稅前淨利     | 34,275        | 35,628        |
| Income tax<br>所得稅                    | (6,891)       | (7,129)       |
| Non-controlling interest<br>非控制權益    | (1,899)       | (1,703)       |
| <b>Net profit after tax<br/>稅後淨利</b> | <b>25,485</b> | <b>26,796</b> |

Unit: NT\$  
新台幣元



\*EPS based on shares outstanding of 2,598 million  
每股盈餘之設算基於在外流通股數25.98億股。

# Proposed Earnings Distribution

董事會建議盈餘分配

## Cash dividend per share: NT\$5.5

現金股利每股新台幣5.5元



電源及零組件  
Power Electronics

- **Power supplies**  
電源供應器
- **Fans & thermal**  
風扇及散熱管理
- **Passive components**  
被動元件
- **On-board EV solutions**  
汽車電子



自動化  
Automation

- **Industrial automation**  
工業自動化
- **Building automation**  
樓宇自動化



基礎設施  
Infrastructure

- **ICT infrastructure**  
資通訊基礎設施
  - ✓ **Telecom power**  
通信電源
  - ✓ **Datacenter solutions**  
資料中心解決方案
  - ✓ **Networking**  
網通系統
- **EIS infrastructure**  
能源基礎設施
  - ✓ **Off-board EV charger**  
電動車充電設備
  - ✓ **Renewable energy & Energy Storage System**  
可再生能源及儲能設備
  - ✓ **Display**  
視訊系統



# Smarter. Greener. Together.

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

