

WELCOME

Q1/2016 Operation Result Meeting

Apichart Lee-issaranukul

August 1, 2016

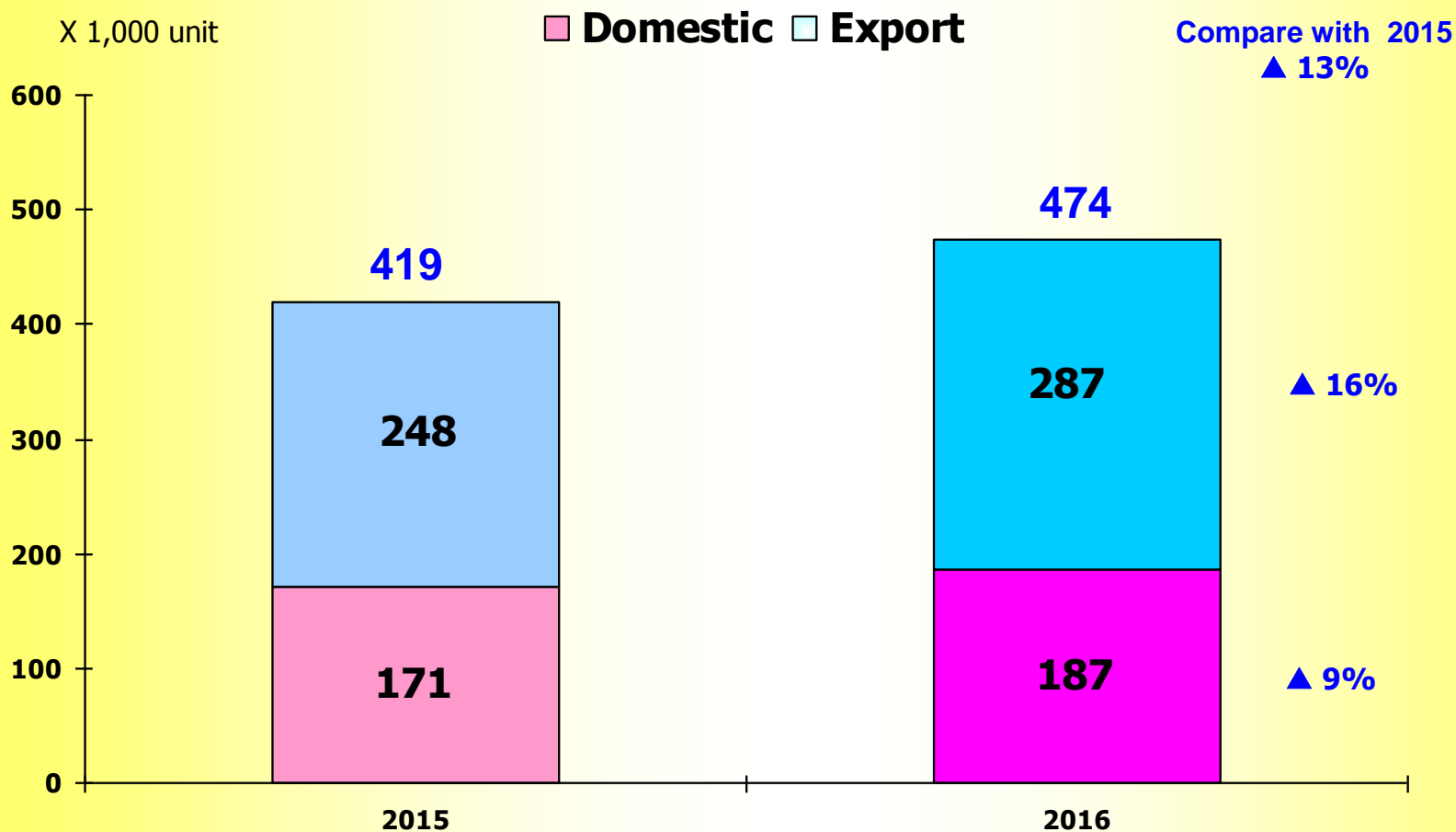
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2016 (April – June)**
- 2. The 1st Quarterly 2016 Financial Statement**
- 3. New Products**

4W Market Sale 2016 (April – June) Domestic & Export

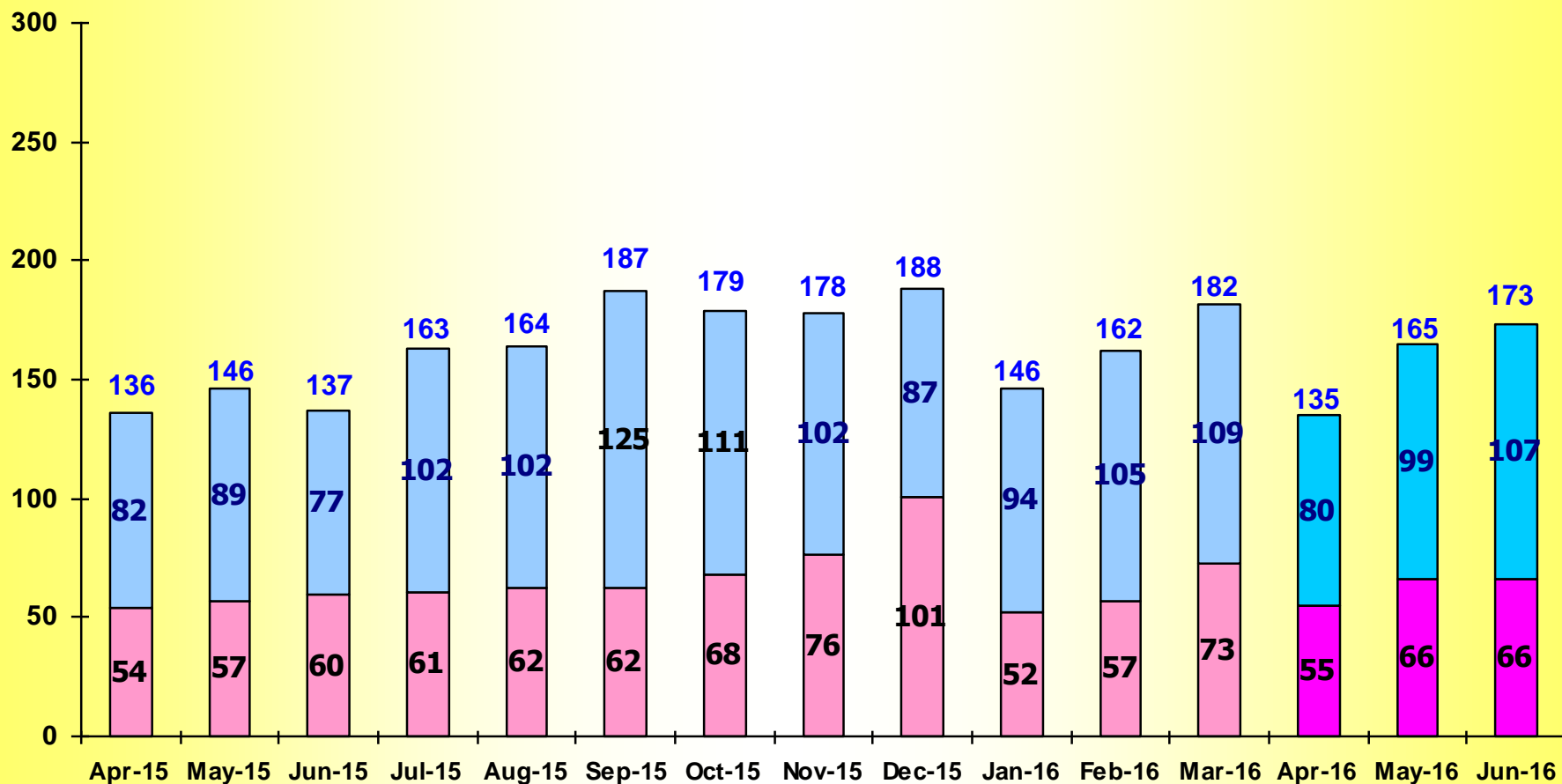


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2015 – June 2016)

X 1,000 unit

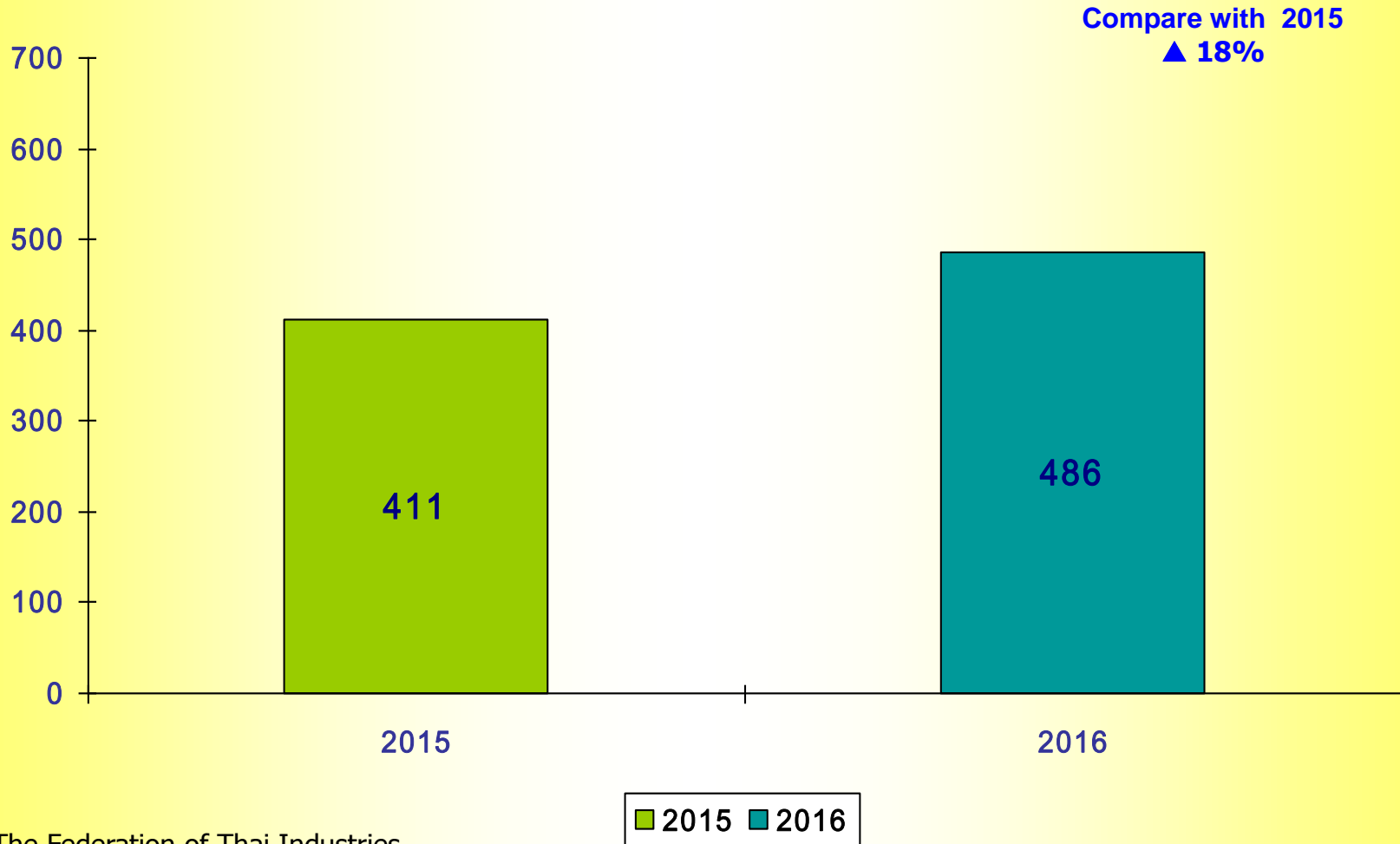
Domestic Export



Source: The Federation of Thai Industries

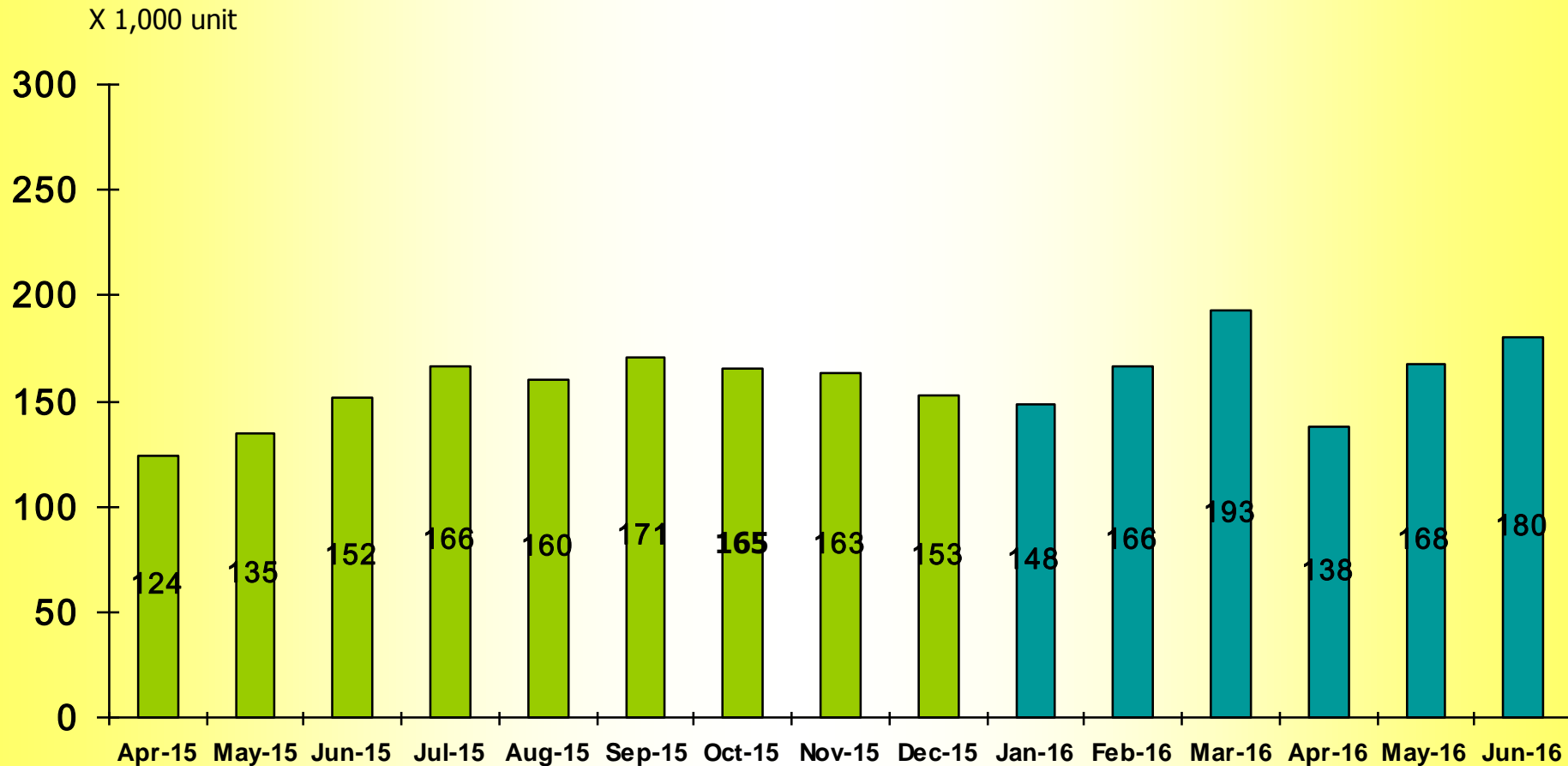
4W Production (April – June 2016)

X 1,000 unit



Source: The Federation of Thai Industries

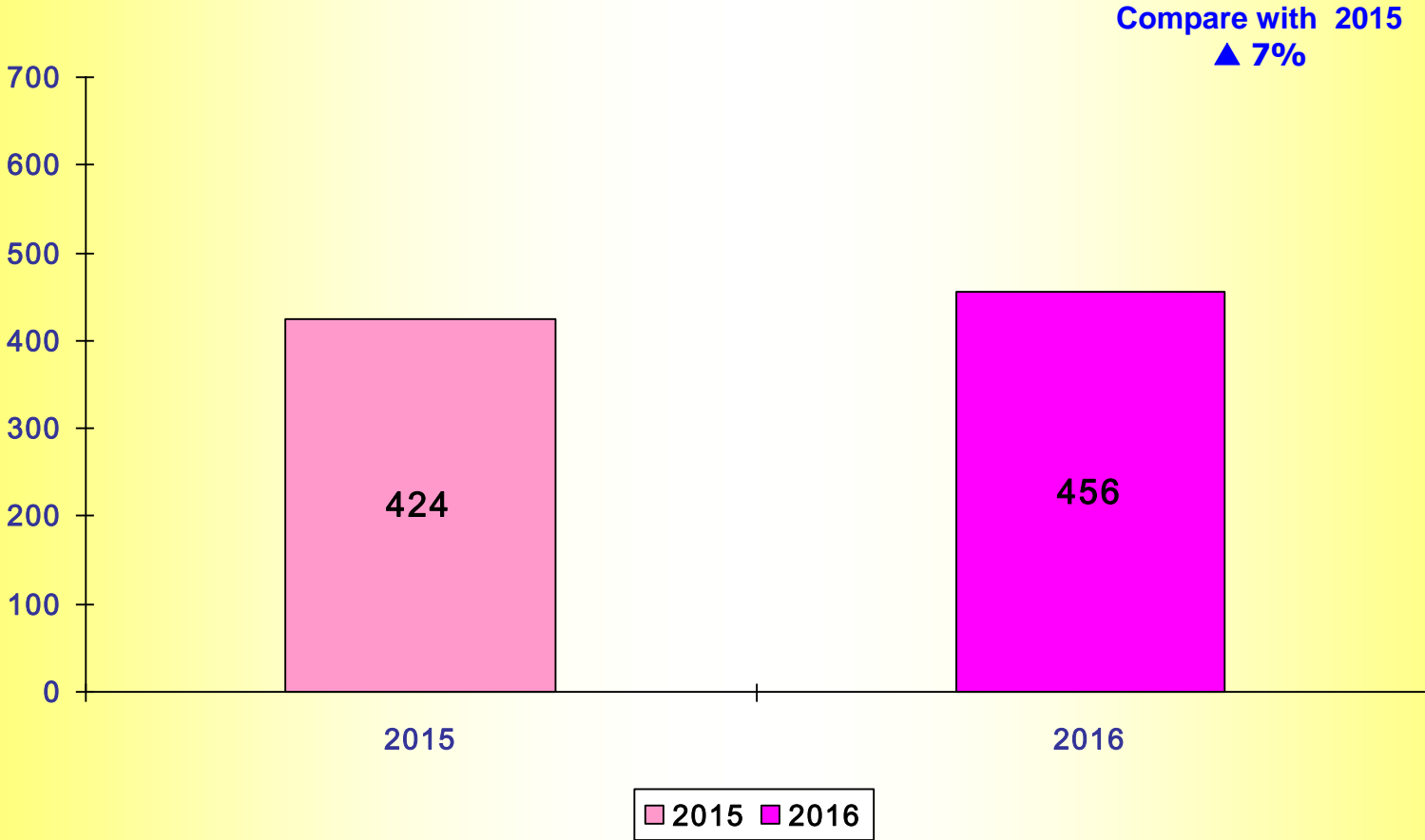
4W Production (By Month) (April 2015 – June 2016)



Source: The Federation of Thai Industries

2W Sales - Domestic (April – June 2016)

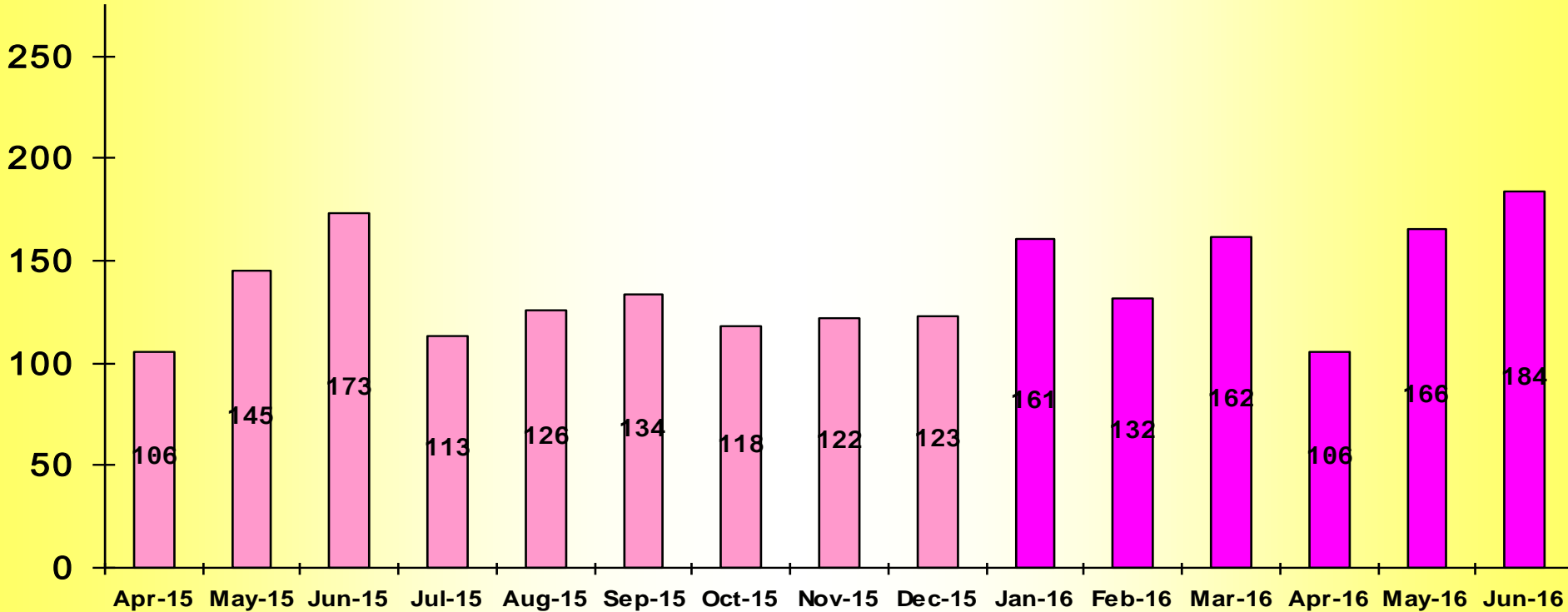
X 1,000 unit



Source: The Federation of Thai Industries

2W Sale (By Month) April 2015 – June 2016

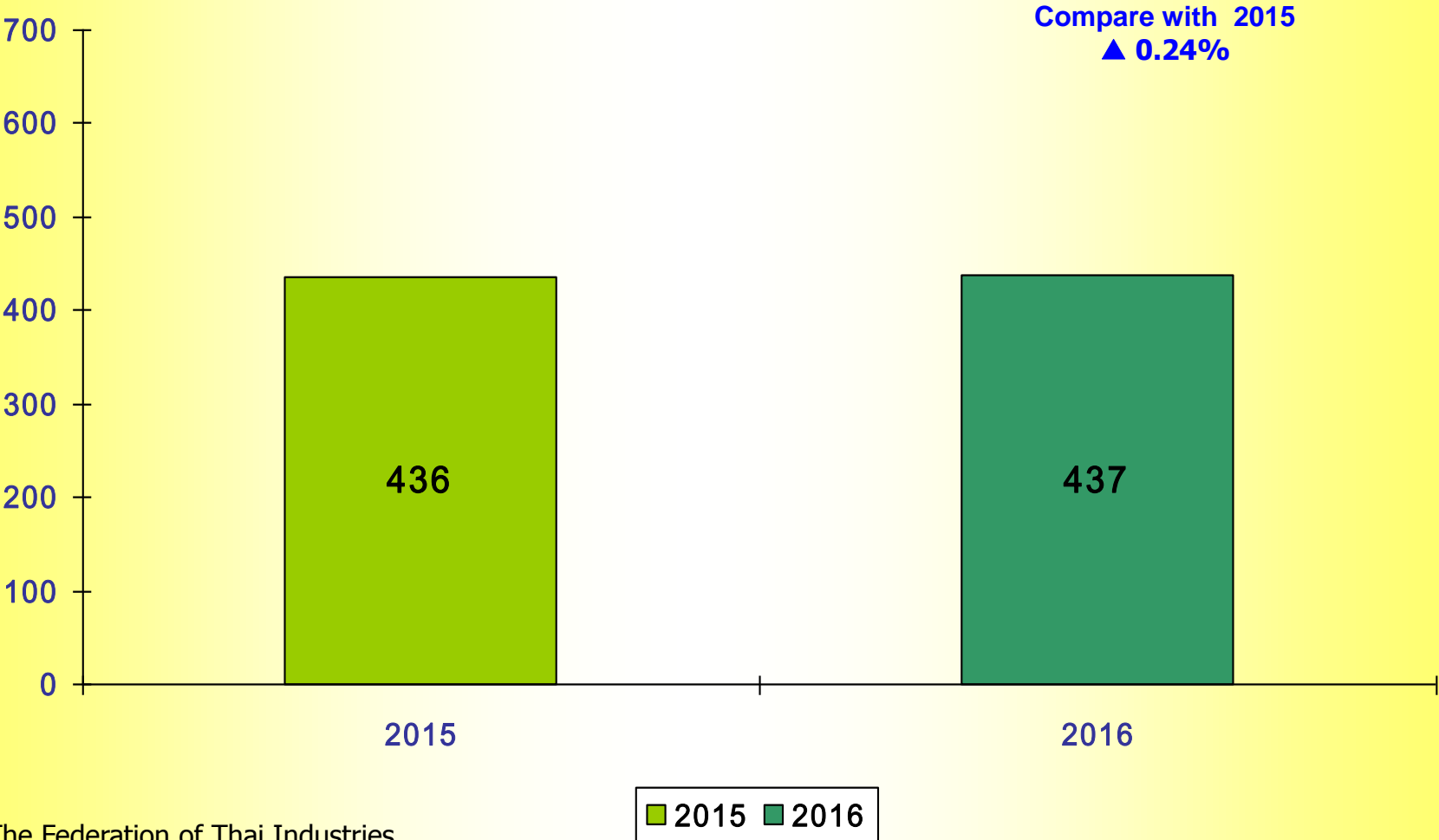
X 1,000 unit



Source: The Federation of Thai Industries

2W Production (April – June 2016)

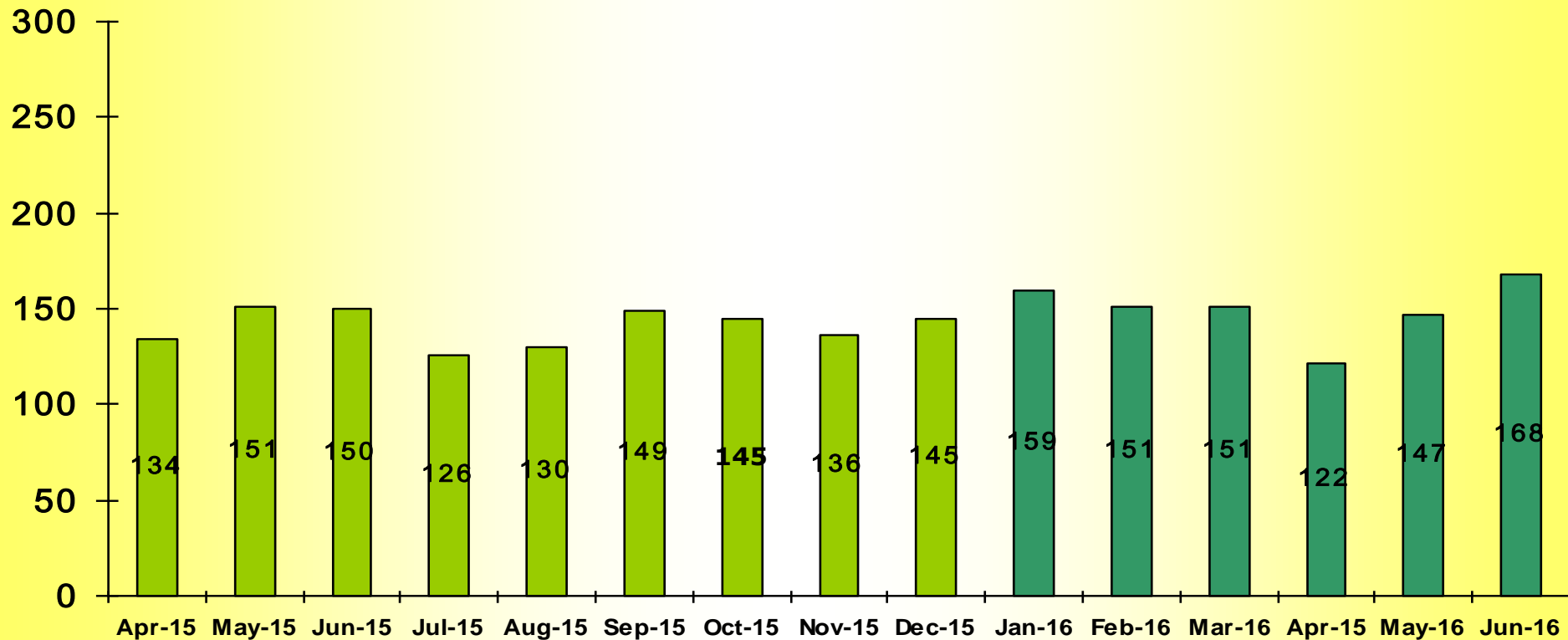
X 1,000 unit



Source: The Federation of Thai Industries

2W Production (By Month) April 2015 – June 2016

X 1,000 unit



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	30 June 2016	31 March 2016	Change
	(M฿)	(M฿)	(%)
Current Assets	7,262.64	7,059.50	2.88
Non current assets	7,322.68	7,347.77	(0.34)
Total Assets	14,585.32	14,407.27	1.24
Current Liabilities	1,580.25	1,643.23	(3.83)
Non Current liabilities	256.63	256.09	0.21
Total Liabilities	1,836.88	1,899.33	(3.29)
Shareholders' Equity	12,748.45	12,507.95	1.92
Total Liabilities and Shareholders' Equity	14,585.32	14,407.27	1.24

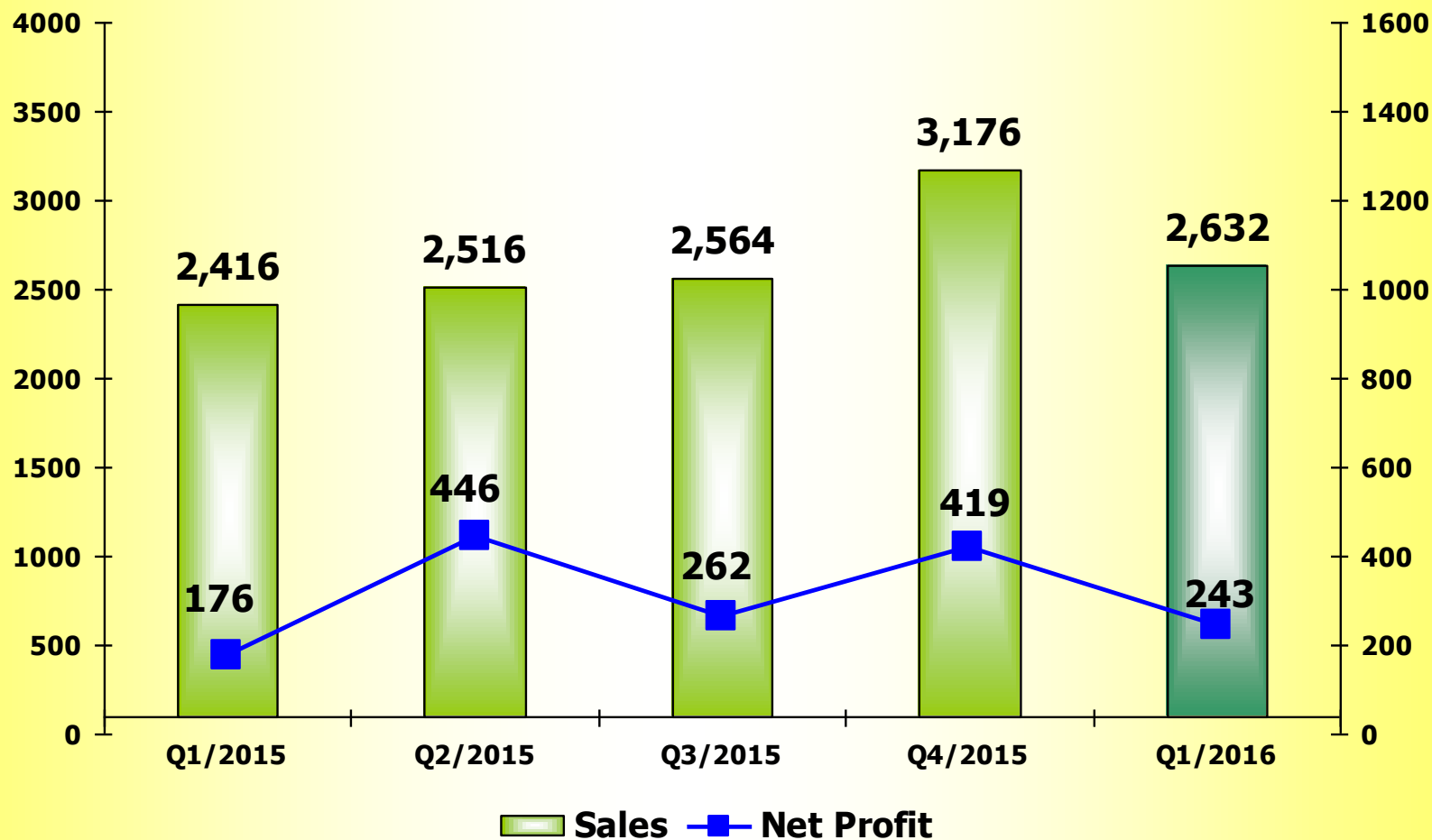
Statement of Income

The Equity Method	30 June 2016 (MB)	30 June 2015 (MB)	Change (%)
Sales	2,631.79	2,415.67	8.95
Cost of sales	2,229.77	2,085.28	6.93
Gross Profit	402.02	330.39	21.68
Selling and Administrative expenses	188.52	191.65	(1.63)
Share of profit from investments in associates	48.87	45.20	8.12
Profit before income tax	300.59	225.87	33.08
Net profit for the period	243.30	176.11	38.15

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30 June 2016	31 June 2015
	(MB)	(MB)
Net Cash by Operating Activities	704.45	568.77
Net Cash used in Investing Activities	601.51)	521.48)
Net increase cash / Cash equivalents	102.94	47.29
Cash / Cash equivalents at beginning of the period	1,839.89	2,350.31
Effects of Exchange rate changes	0.37)	1.05
Cash / Cash equivalents at end of the period	1,942.46	2,398.65

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Renault - Alaskan (Nissan Navara Platform)



Head Combination Lamp



Rear Combination Lamp

This slides contain statements that constitute forward-looking statements, plans for the Future, management targets, etc. relating to the Company and its subsidiaries. These forward-looking statements are base on current assumptions of future events and trends , which may be incorrect and are subject to risks and uncertainties.

Actual result may differ materially from those in such forward-looking statements as a result of various factors.

Unless otherwise noted, the financial data contained in these materials are presented under Thai Accounting Standards (TAS). The company disclaims any obligation to update or to announce any revision to forward-looking statements to reflect future events or developments.

Information concerning financial institutions other than the company and its subsidiaries are base on publicly available information.

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