

WELCOME

Q3/2016 Operation Result Meeting

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February 17, 2017

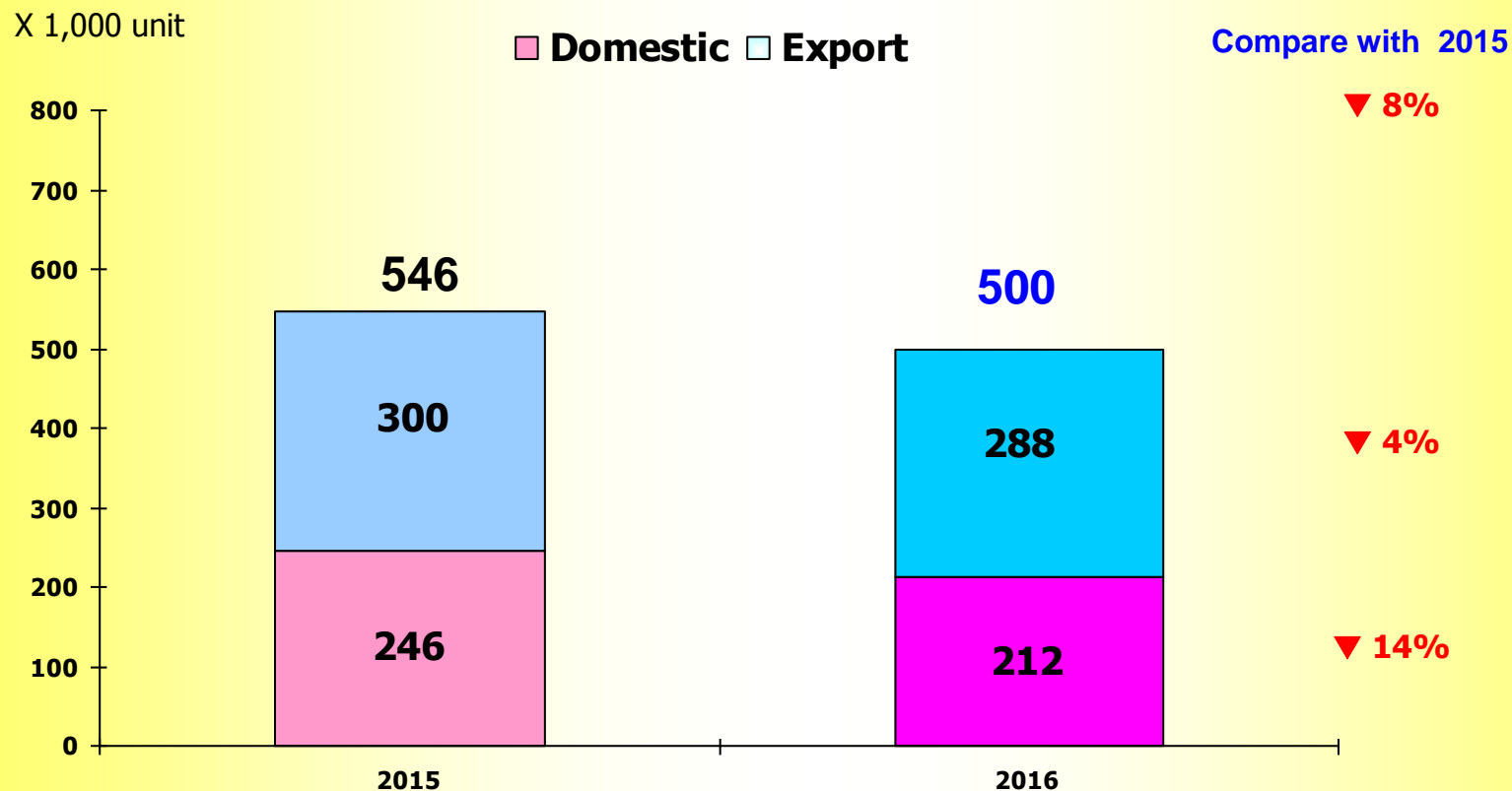
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

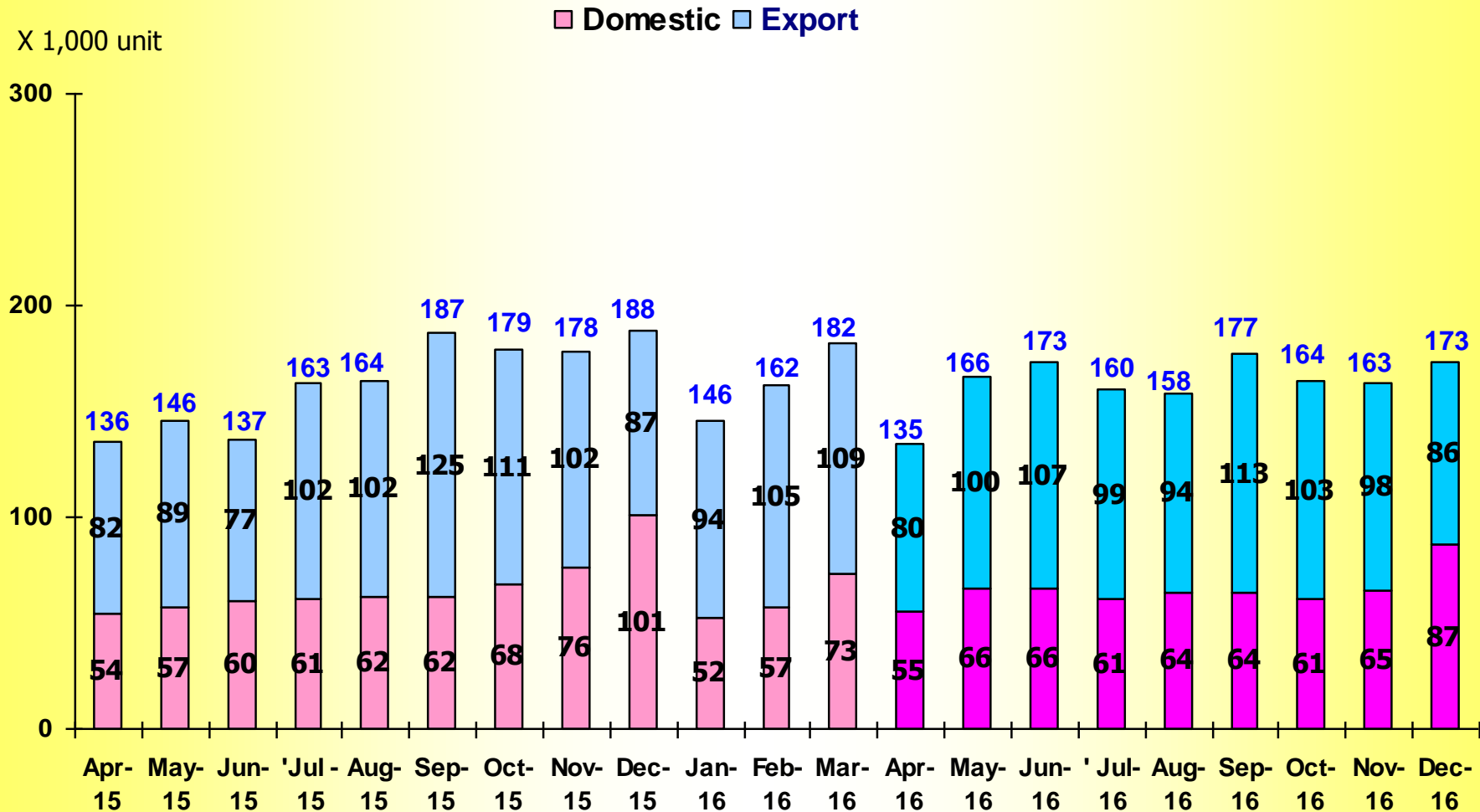
- 1. Automotive Market Data – 2016
(October – December)**
- 2. The 3rd Quarterly 2016 Financial Statement**
- 3. New Product**

4W Market Sale 2016 (October – December) Domestic & Export



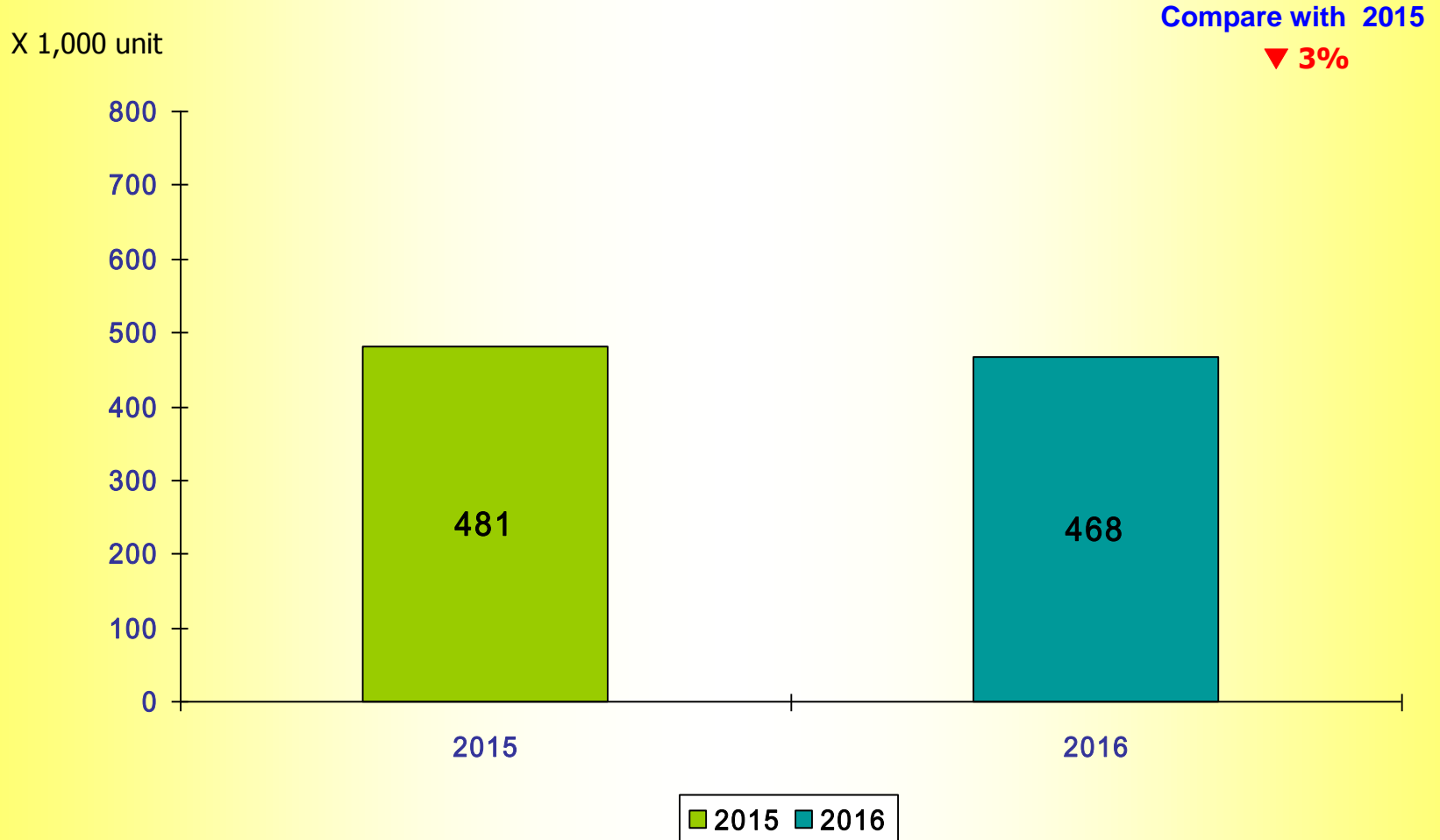
Source: The Federation of Thai Industries

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



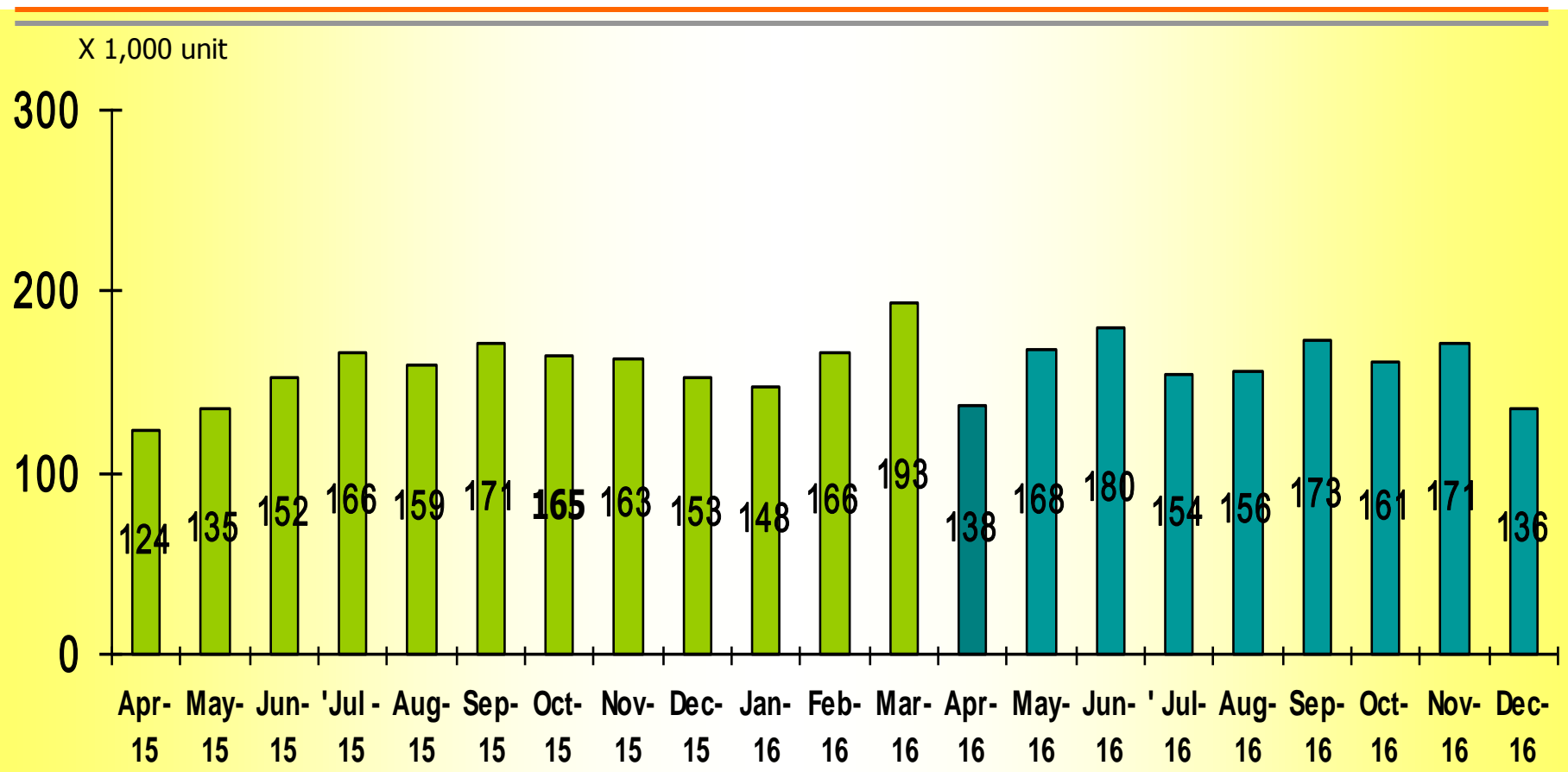
Source: The Federation of Thai Industries

4W Production (October – December 2016)



Source: The Federation of Thai Industries

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

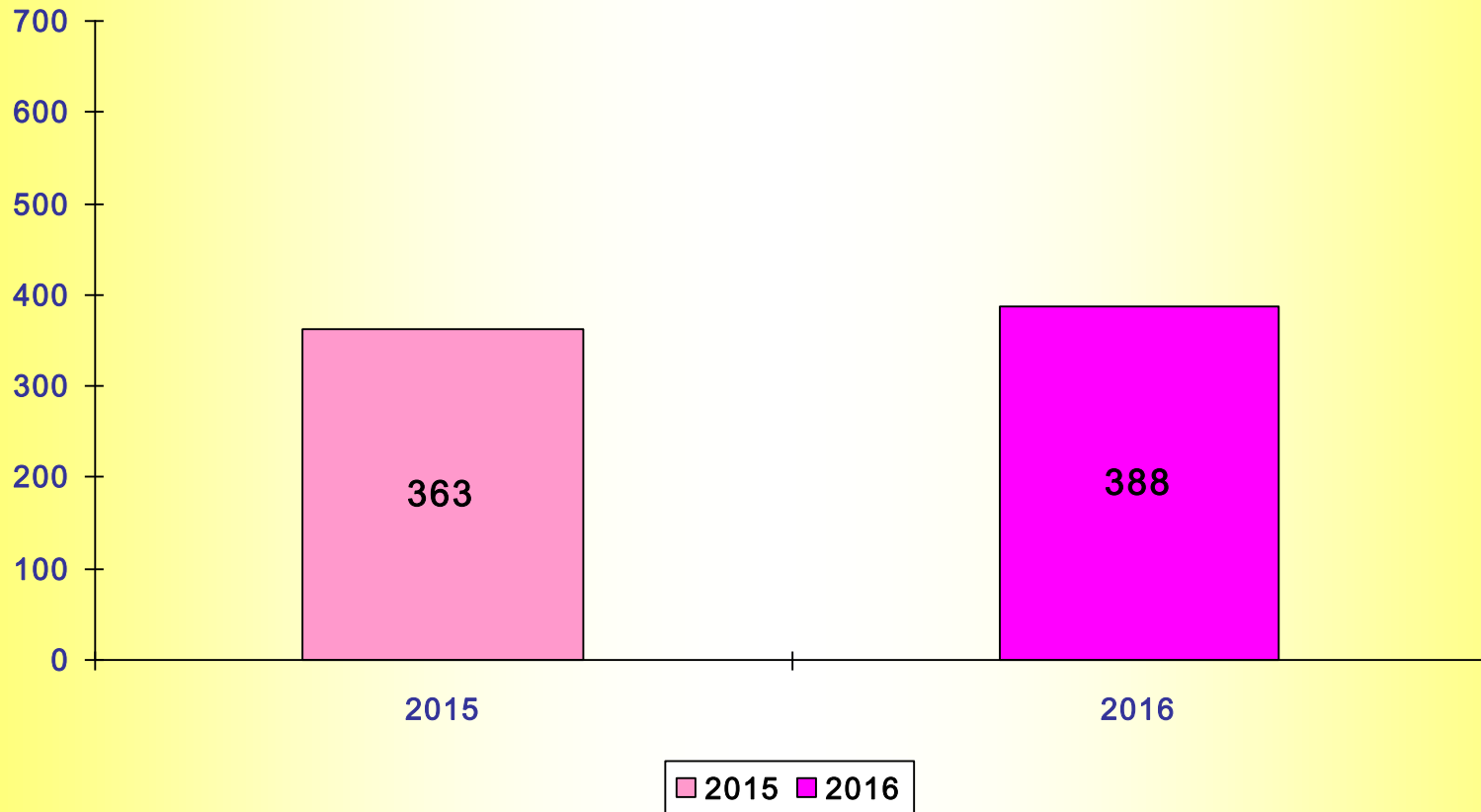


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2016)

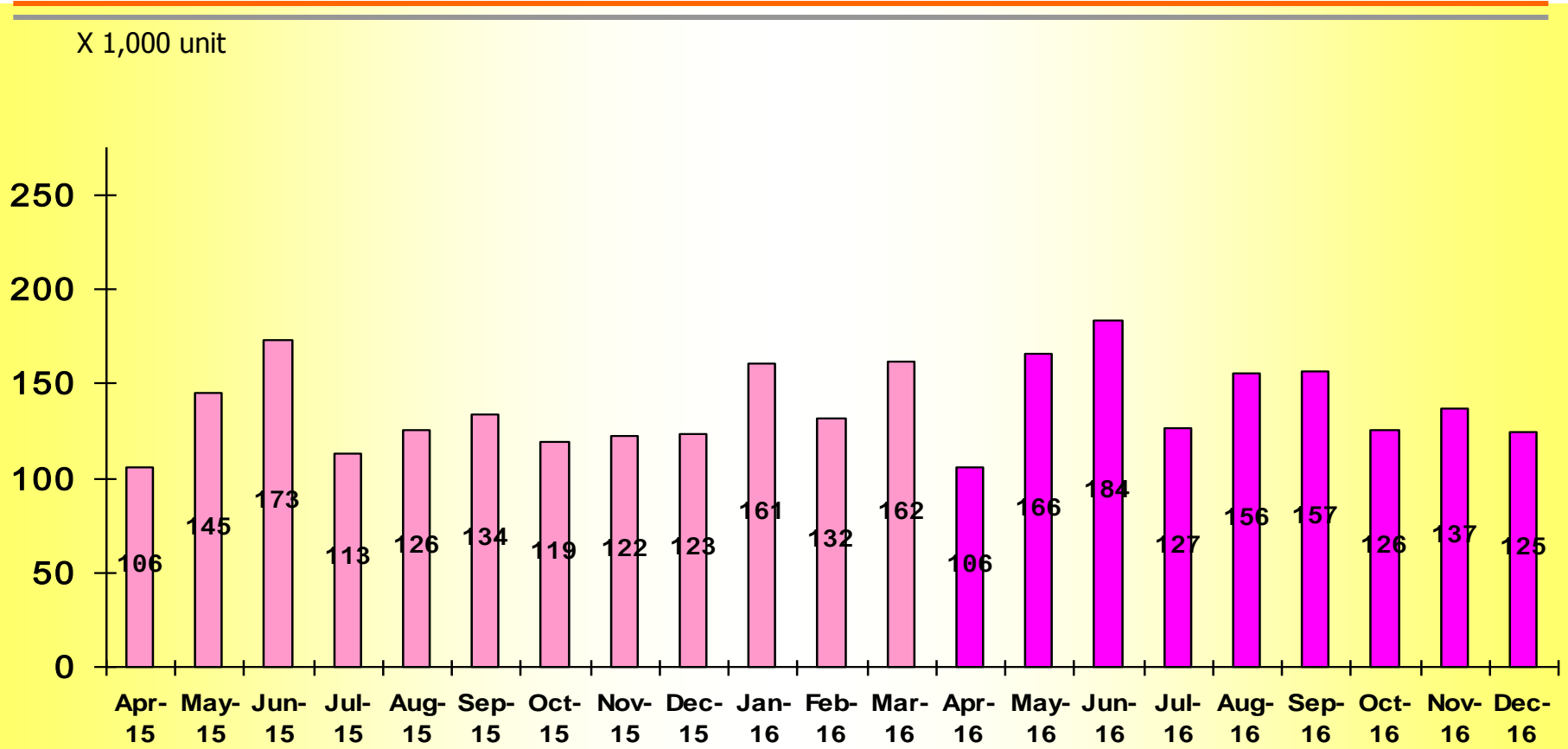
X 1,000 unit

Compare with 2015
▲ 7%



Source: The Federation of Thai Industries

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



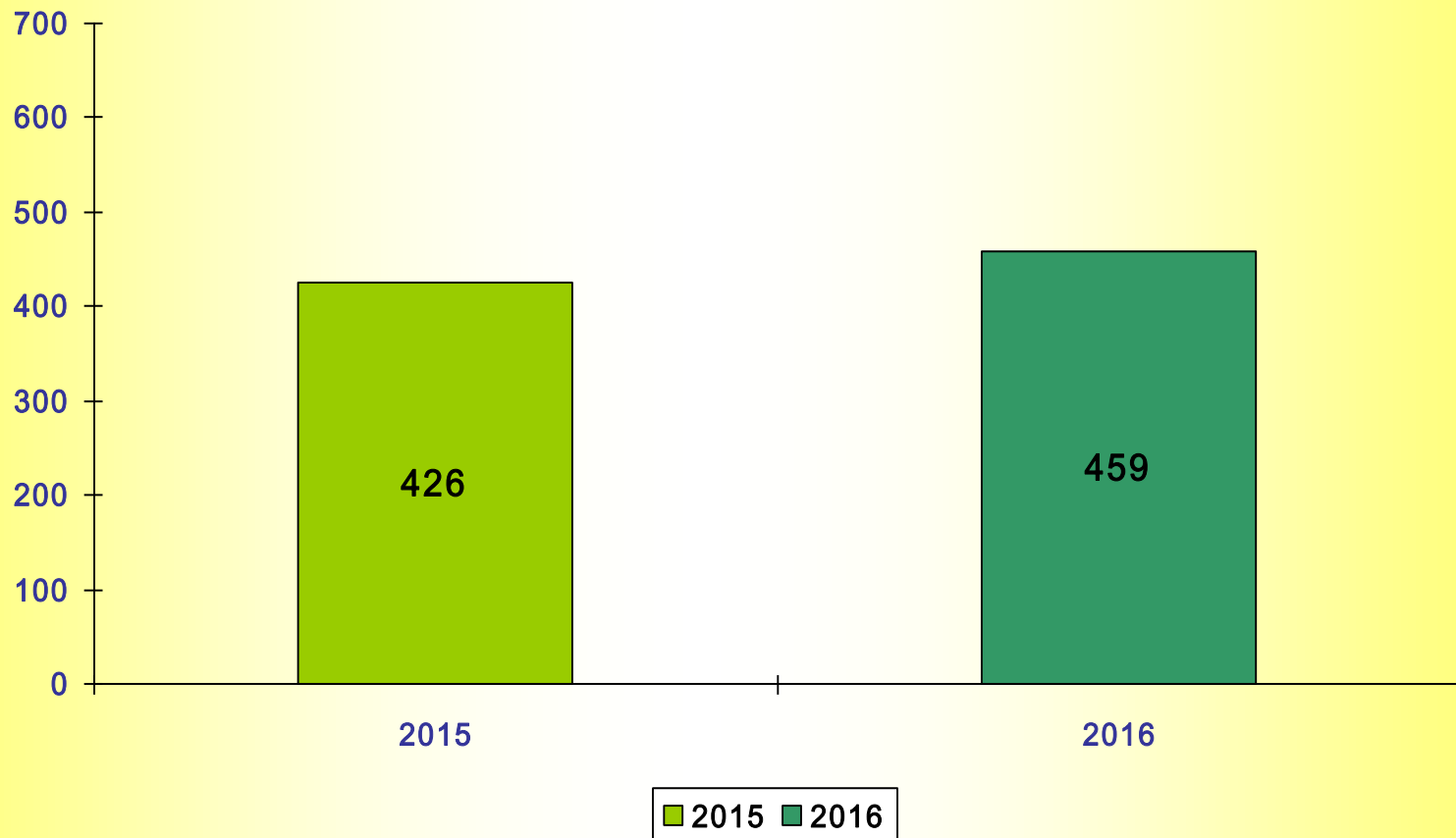
Source: The Federation of Thai Industries

2W Production (October - December 2016)

X 1,000 unit

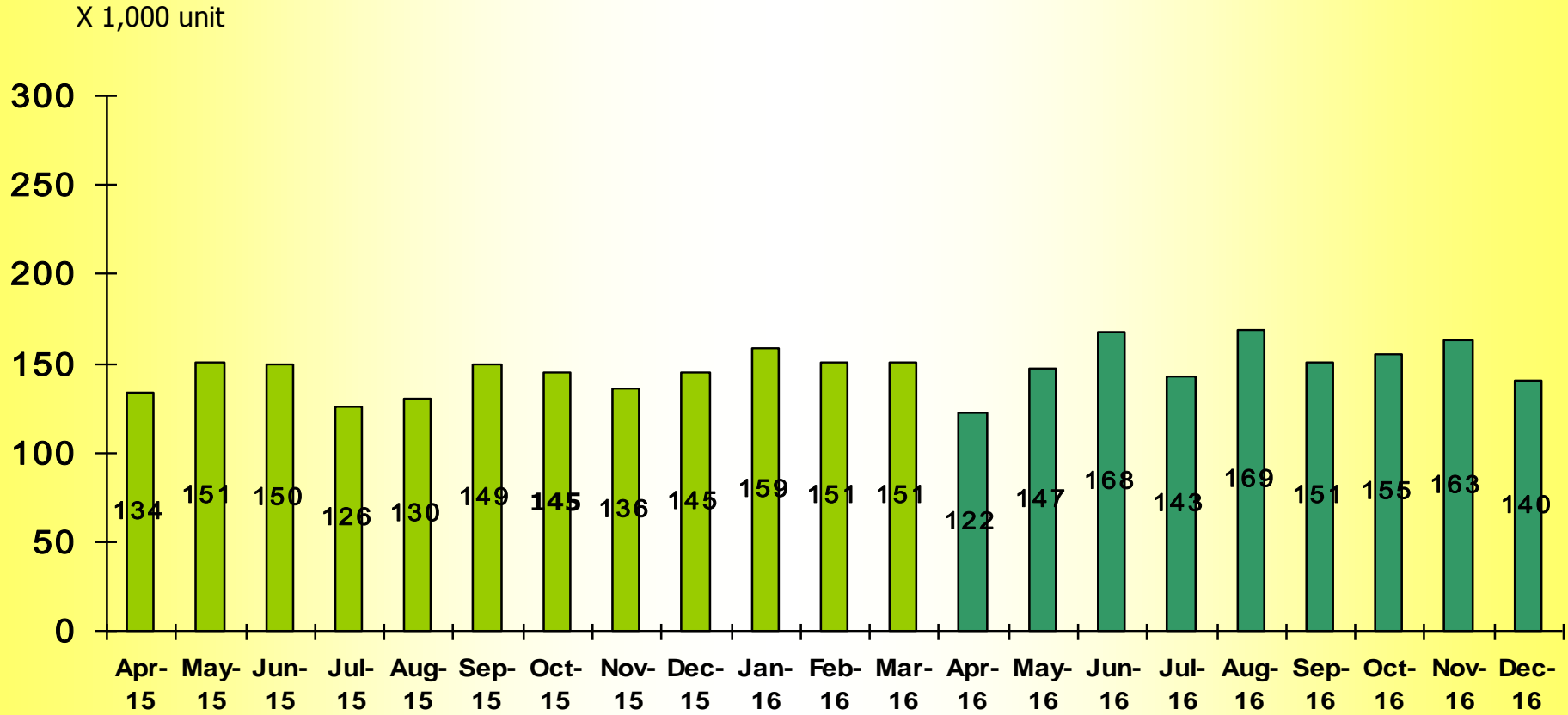
Compare with 2015

▲ 8%



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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Statements of Financial Position

The Equity Method	31 December 2016 (M฿)	31 March 2016 (M฿)	Change (%)
Current Assets	7,254.62	7,059.50	2.76
Total Assets	14,831.95	14,407.27	2.95
Current Liabilities	1,469.80	1,643.23	(10.55)
Total Liabilities	1,766.63	1,899.33	(6.99)
Shareholders' Equity	13,065.32	12,507.95	4.46
Total Liabilities and Shareholders' Equity	14,831.95	14,407.27	2.95

The Three Month Period

Statement of Income

The Equity Method	31 December 2016 (MB)	31 December 2015 (MB)	Change (%)
Sales	2,718.94	2,563.93	6.05
Cost of sales	2,245.91	2,142.13	4.84
Gross Profit	473.03	421.80	12.15
Selling and Administrative expenses	204.77	199.68	2.55
Share of profit from investments in associates	94.45	63.55	48.62
Profit before income tax	410.80	324.17	26.72
Net profit for the period	328.64	262.26	25.31

Financial Statement – Statement of Income



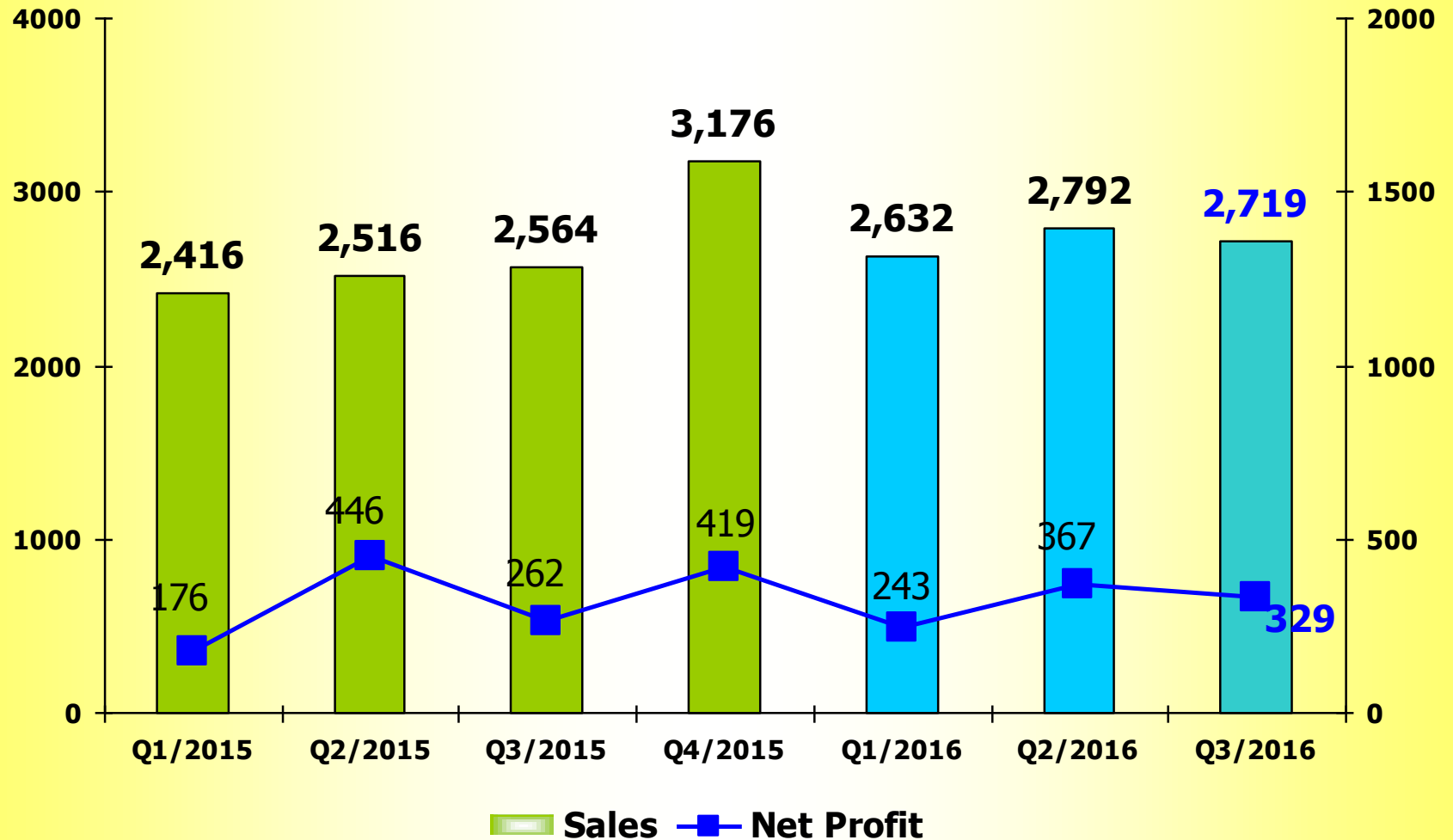
The Nine Month Period

The Equity Method	31 December 2016 (M฿)	31 December 2015 (M฿)	Change (%)
Sales	8,142.93	7,496.04	8.63
Cost of sales	6,720.04	6,349.60	5.83
Gross Profit	1,422.89	1,146.44	24.11
Selling and Administrative expenses	595.38	587.36	1.37
Share of profit from investments in associates	198.22	157.49	25.86
Profit before income tax	1,166.72	1,109.30	5.18
Net profit for the period	938.91	884.71	6.13

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	31 December 2016 (MB)	31 December 2015 (MB)
Net Cash received from Operating Activities	1,896.01	1,453.39
Net Cash used in Investing Activities	(2,219.09)	(2,638.01)
Net cash used in financing activity	(382.86)	(367.79)
Net increase(decrease) cash / Cash equivalents	(705.94)	(1,552.40)
Cash / Cash equivalents at beginning of the period	1,839.89	2,350.31
Effects of Exchange rate changes	1.66	0.99
Cash / Cash equivalents at end of the period	1,135.62	798.90

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Rear Combination Lamp





Head 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.

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