

WELCOME

Q2/2017 Operation Result Meeting

Apichart Lee-issaranukul

November 3 , 2017

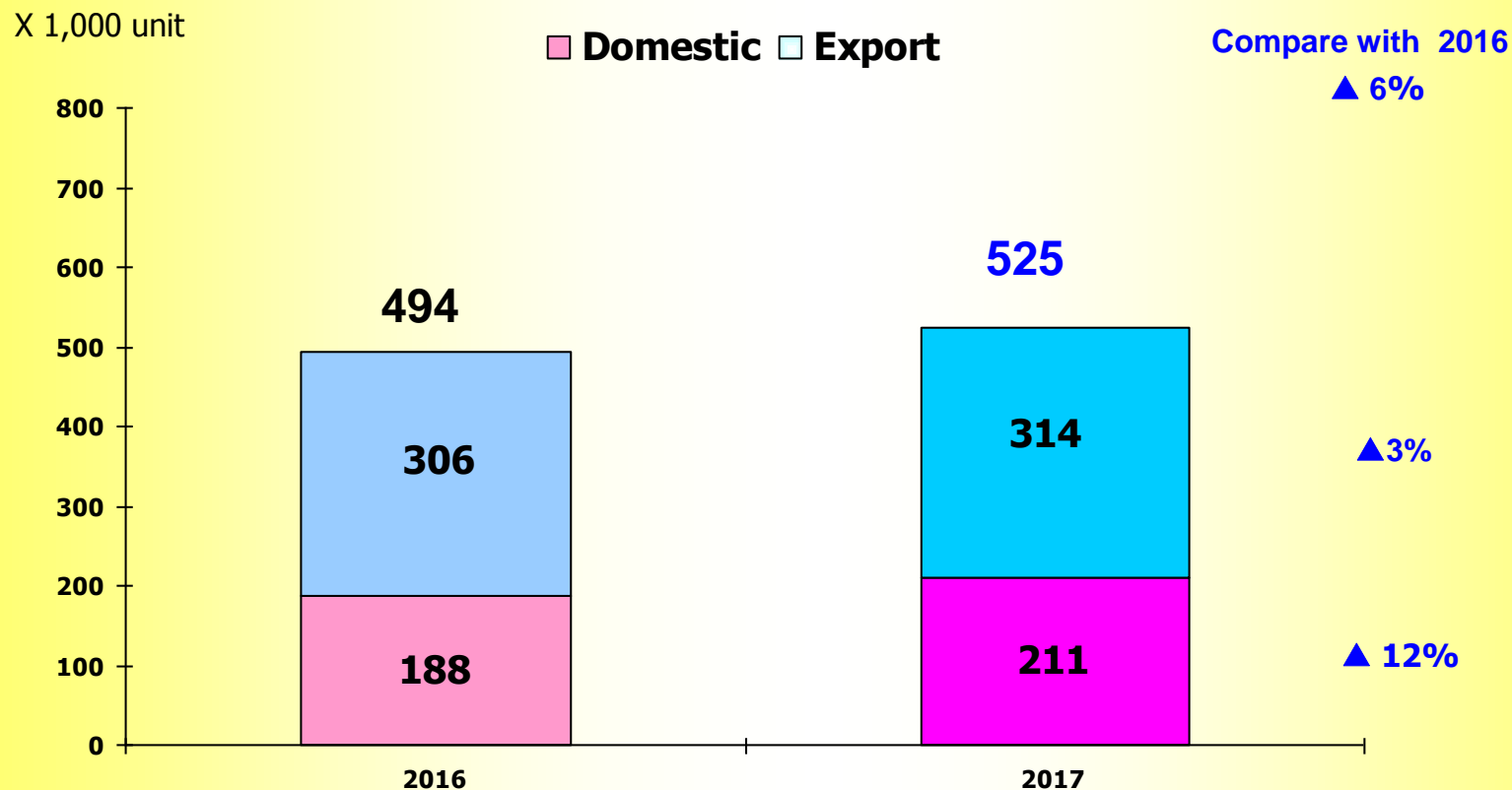
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

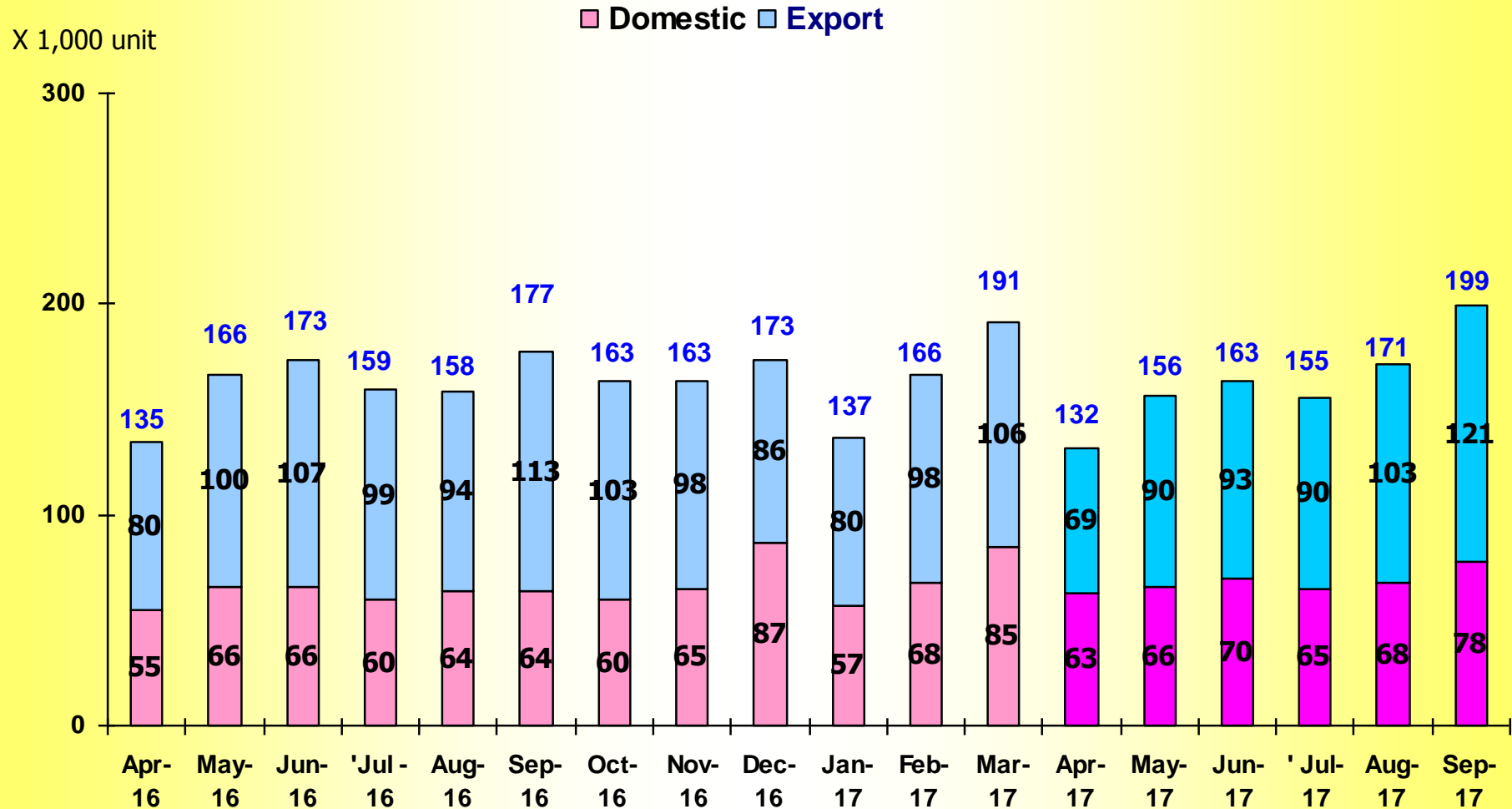
- 1. Market Trend – 2017 (July – September)**
- 2. The 2nd Quarterly 2017 Financial Statement**
- 3. New Product**

4W Market Sale 2017(July – September) Domestic & Export



Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2016 – September 2017)



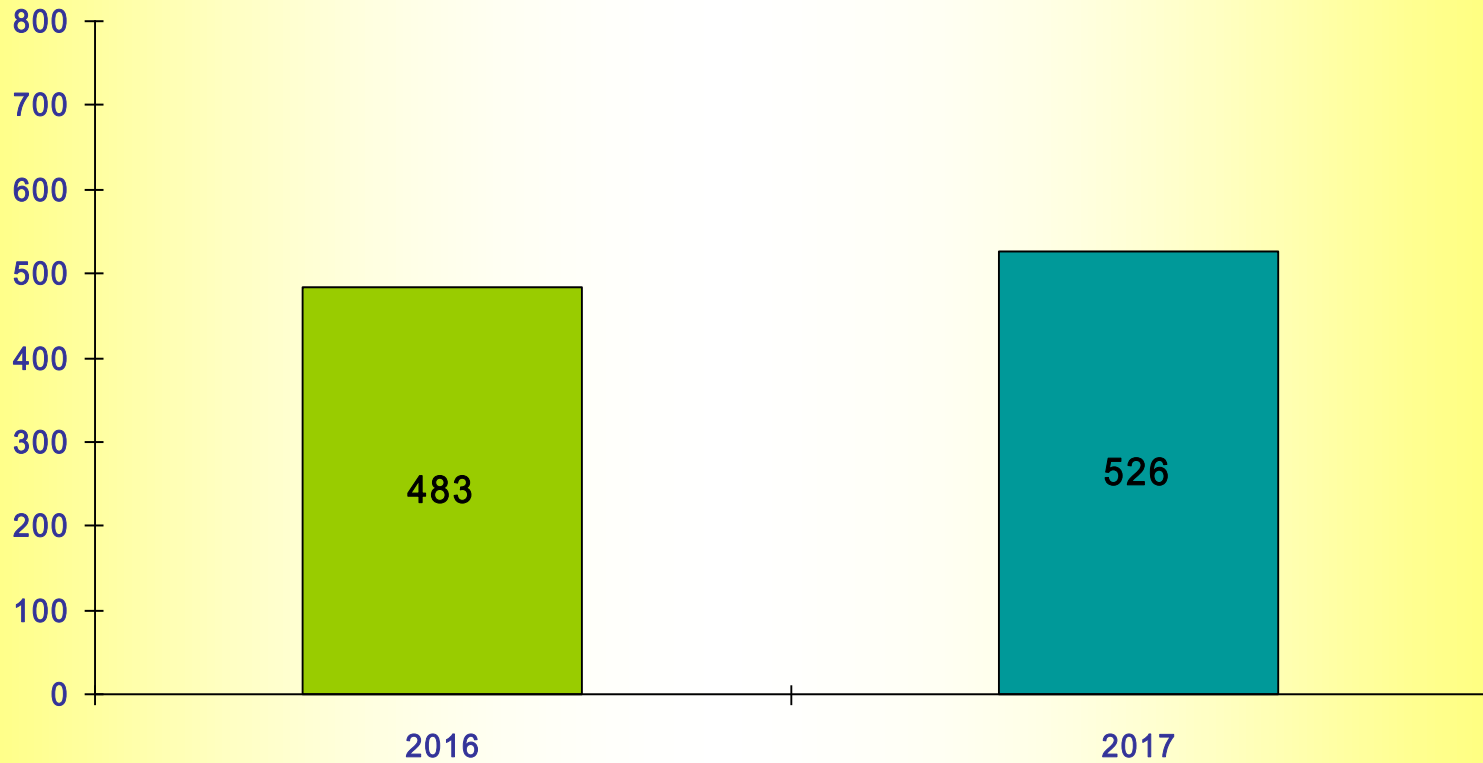
Source: The Federation of Thai Industries

4W Production (July – September 2017)

X 1,000 unit

Compare with 2016

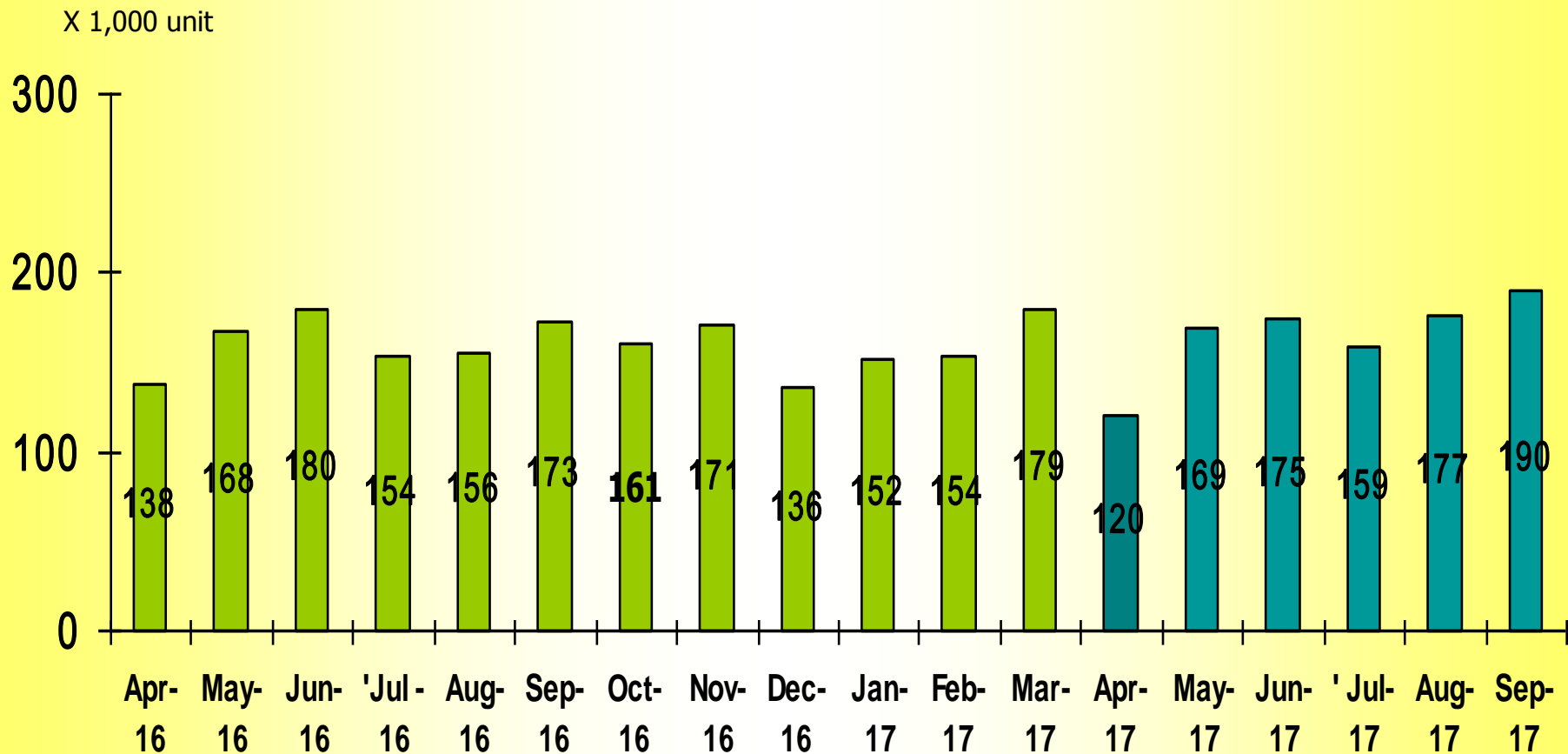
▲ 9%



Source: The Federation of Thai Industries

■ 2016 ■ 2017

4W Production (By Month) (April 2016 – September 2017)



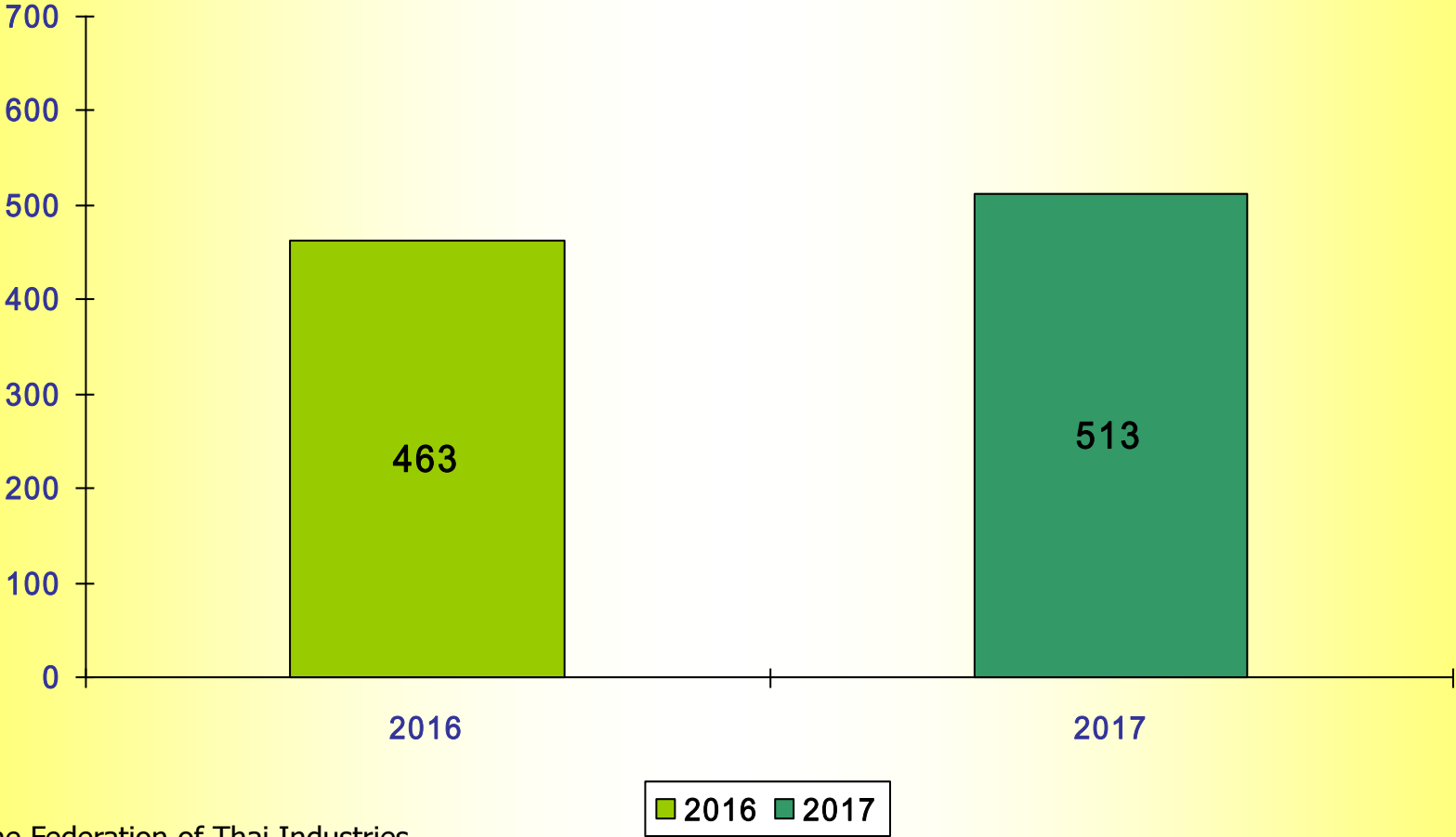
Source: The Federation of Thai Industries

2W Production (July – September 2017)

X 1,000 unit

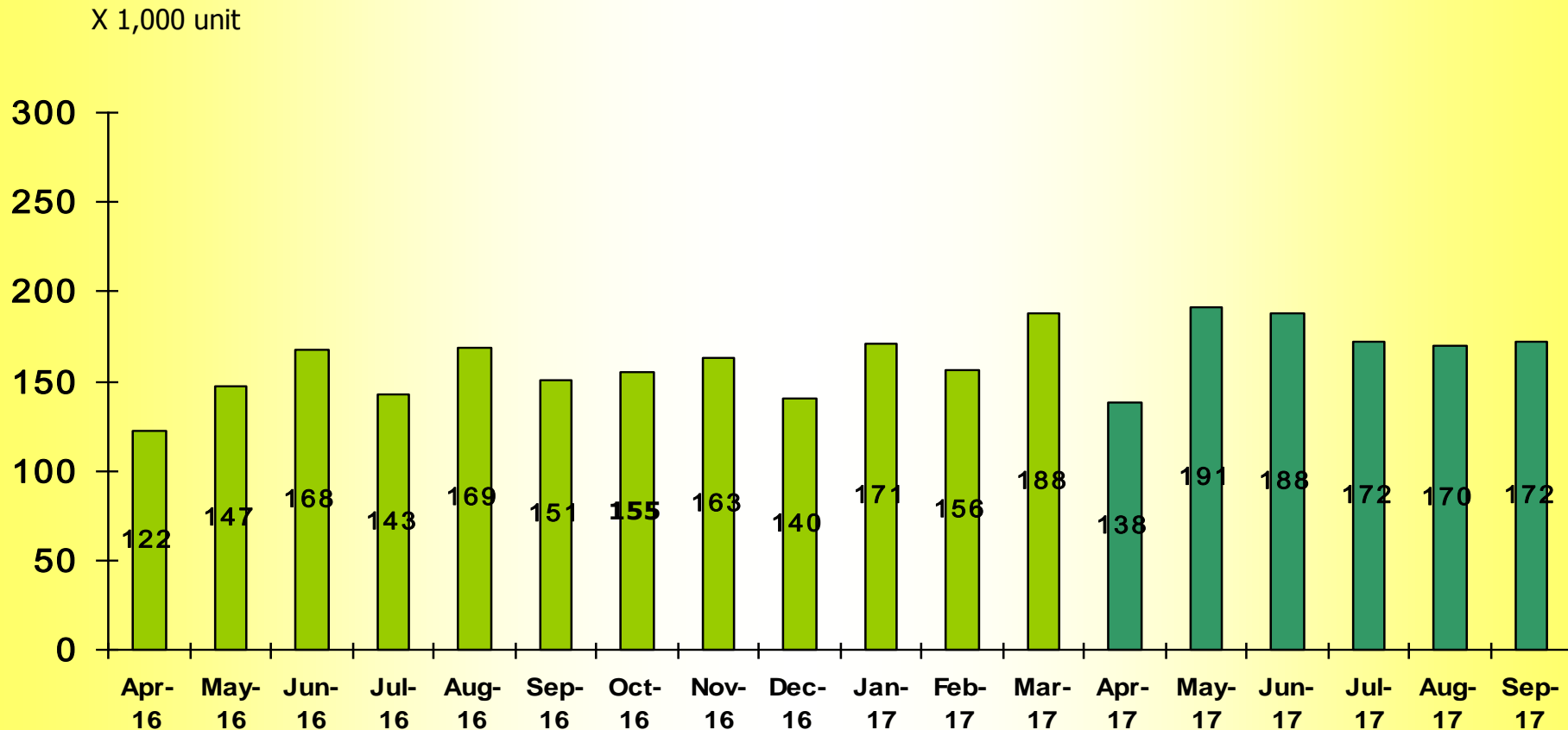
Compare with 2016

▲ 11%



Source: The Federation of Thai Industries

2W Production (By Month) April 2016 – September 2017



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	30 September 2017	31 March 2017	Change
	(M฿)	(M฿)	(%)
Current Assets	8,503.37	7,738.07	9.89
Non Current Asset	7,314.07	7,447.76	(1.80)
Total Assets	15,817.44	15,185.83	4.16
Current Liabilities	1,853.23	1,548.24	19.70
Total Liabilities	2,173.41	1,844.35	17.84
Shareholders' Equity	13,644.03	13,341.48	2.27
Total Liabilities and Shareholders' Equity	15,817.44	15,185.83	4.16

Statement of Income

The Three Month Period

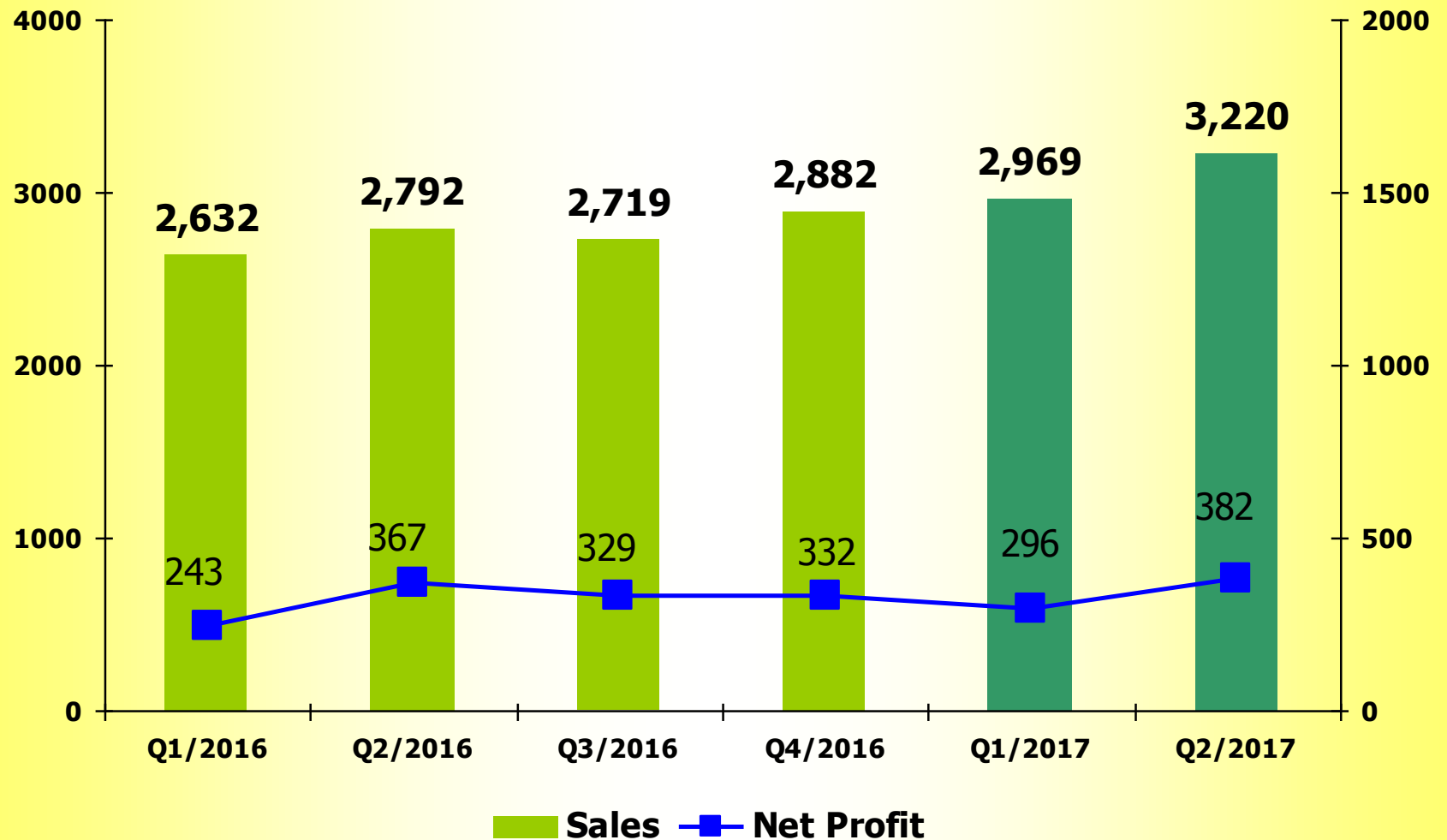
The Equity Method	30 September 2017 (M฿)	30 September 2016 (M฿)	Change (%)
Sales	3,220.34	2,792.21	15.33
Cost of sales	2,636.09	2,244.35	17.45
Gross Profit	584.25	547.86	6.64
Selling and Administrative expenses	227.09	202.10	12.37
Share of profit from investments in associates	66.13	54.90	20.45
Profit before income tax	474.35	455.34	4.18
Net profit for the period	382.12	366.97	4.13

The Six Month Period	1 st Half 2017	1 st Half 2016	
The Equity Method	30 September 2017	30 September 2016	Change
	(M฿)	(M฿)	(%)
Sales	6,188.89	5,423.99	14.10
Cost of sales	5,154.06	4,474.13	15.20
Gross Profit	1,034.83	949.87	8.94
Selling and Administrative expenses	428.82	390.61	9.78
Share of profit from investments in associates	138.98	103.77	33.93
Profit before income tax	841.88	755.92	11.37
Net profit for the period	677.66	610.28	11.04

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30 September 2017 (MB)	30 September 2016 (MB)
Net Cash by Operating Activities	1,146.31	1,322.66
Net Cash used in Investing Activities	(196.71)	(1,242.86)
Net Cash used in Financing Activities	(383.12)	(382.86)
Net increased (decreased) cash / Cash equivalents	566.48	(303.07)
Cash / Cash equivalents at beginning of the period	1,085.63	1,839.89
Effects of Exchange rate changes	1.73	0.92
Cash / Cash equivalents at end of the period	1,653.84	1,537.74

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Rear Combination Lamp

Fog 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.

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