

# WELCOME

## The 2017 Operation Result Meeting

Apichart Lee-issaranukul

May 21, 2018

**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

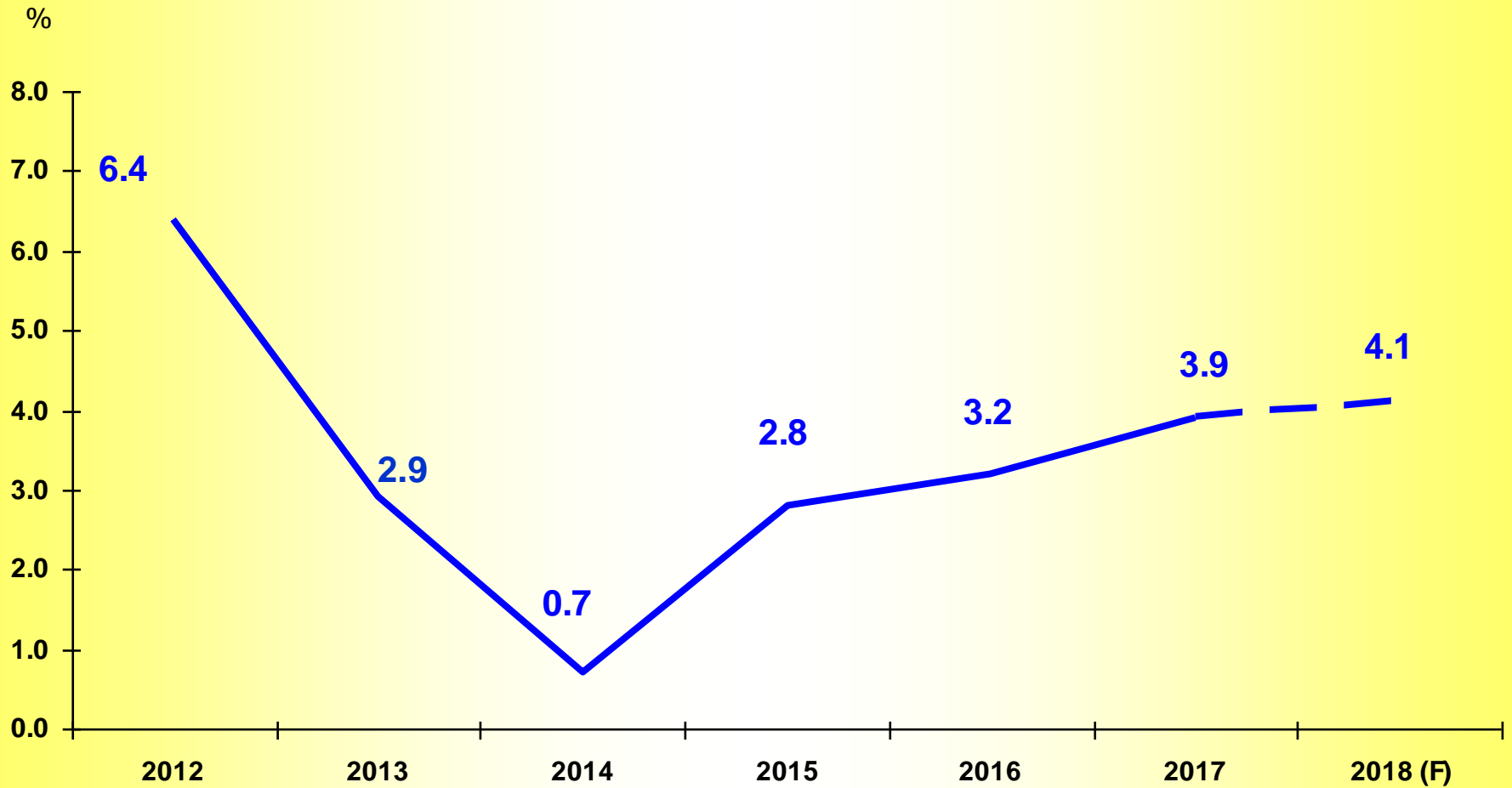
# Agenda

**1. Business Report 2017**

**2. The Fiscal Year 2017 Financial Statement**

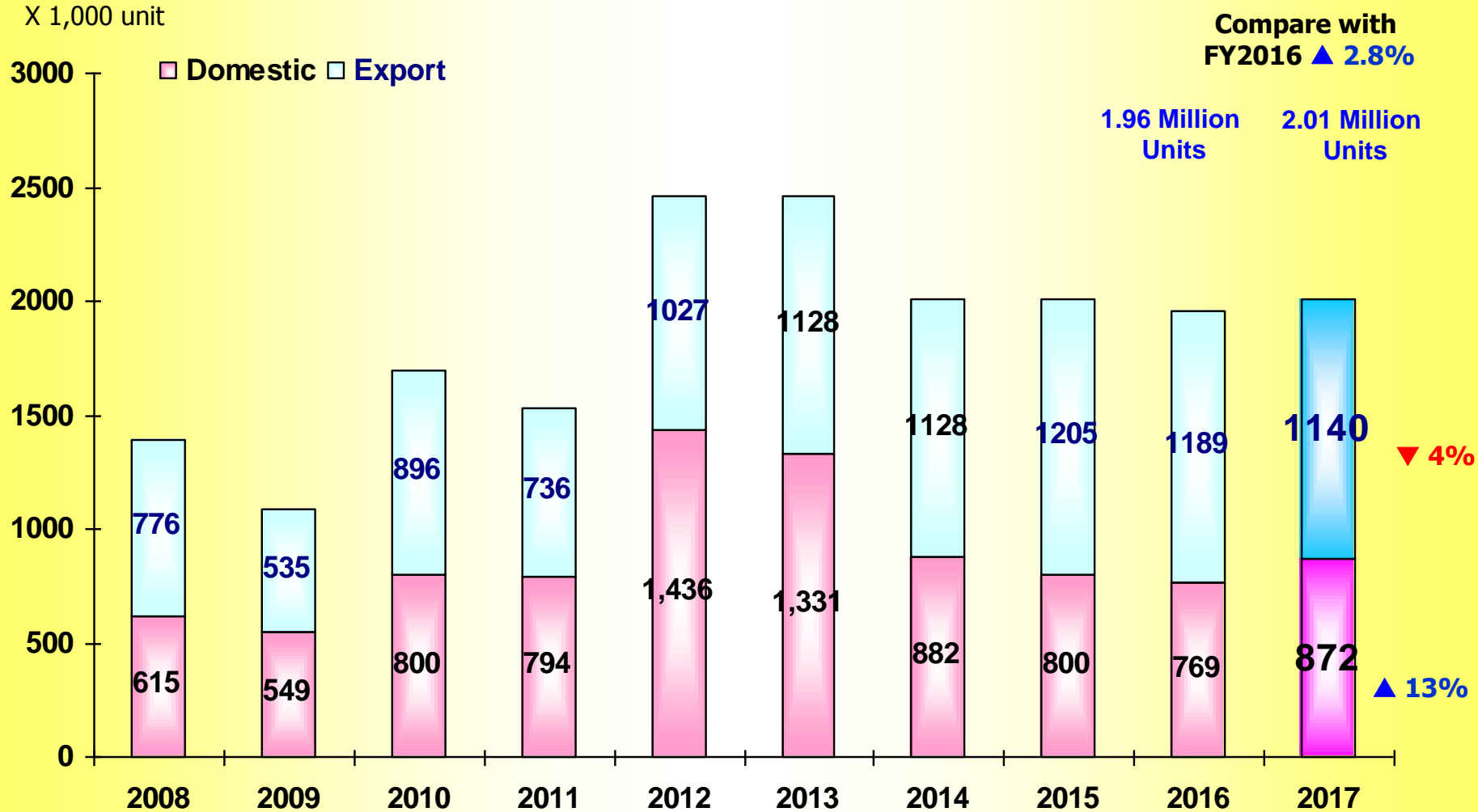
**3. New Product (Jan – Mar 2018)**

## GDP Growth 2001 – 2016



Source: Bank of Thailand (<https://www.bot.or.th/Thai/MonetaryPolicy/MonetPolicyCommittee/MPR/Pages/default.aspx>)

## 4W Market Sale (Domestic & Export) 2008 – 2017 (January – December)



Source: The Federation of Thai Industries

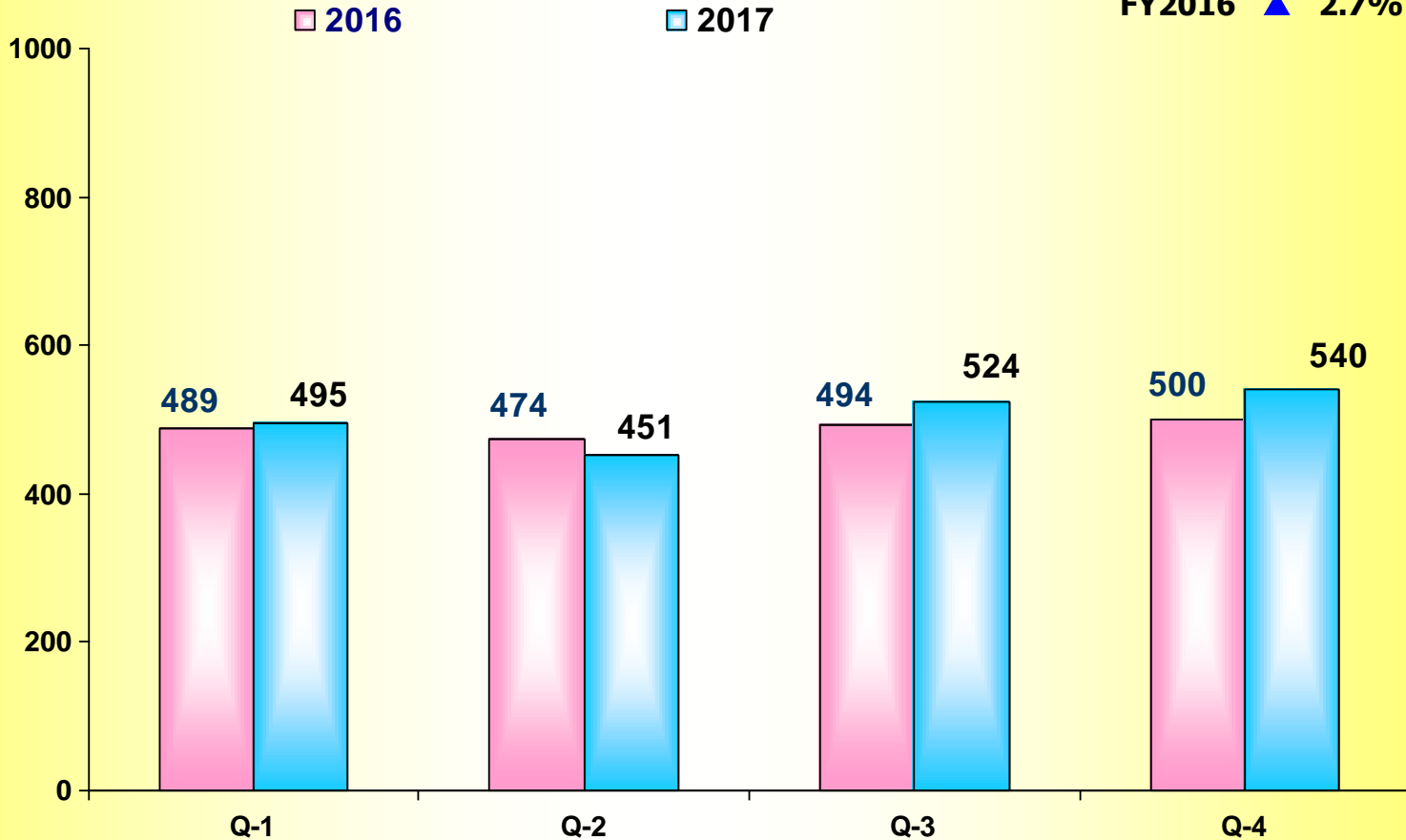
# 4W Market Sales (Domestic & Export) 2016 - 2017 by Quarterly (January - December)

X 1000 unit

1,957,303 units

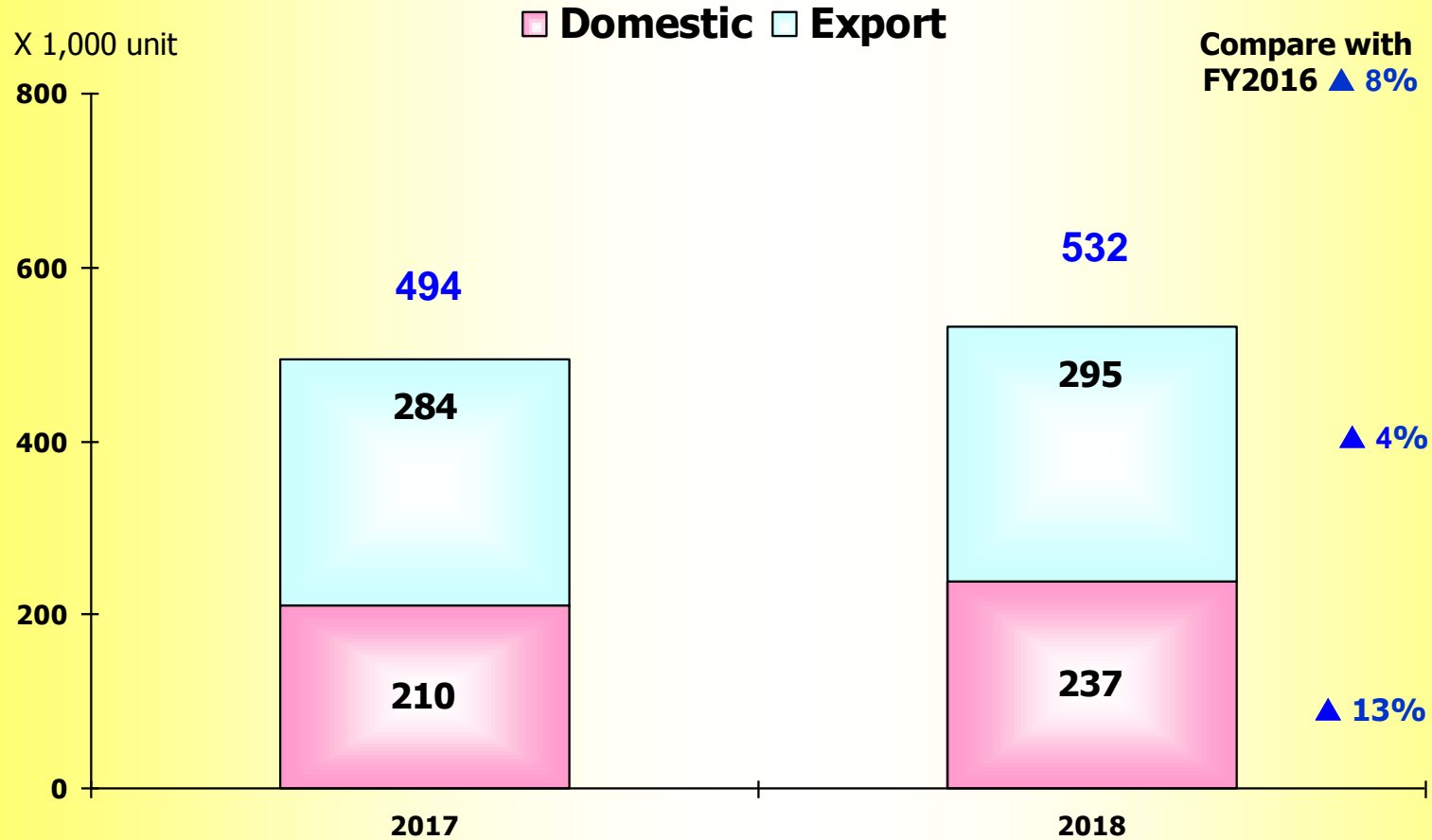
2,011,346 units

Compare with  
FY2016 ▲ 2.7%



Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) 2018 (January – March)



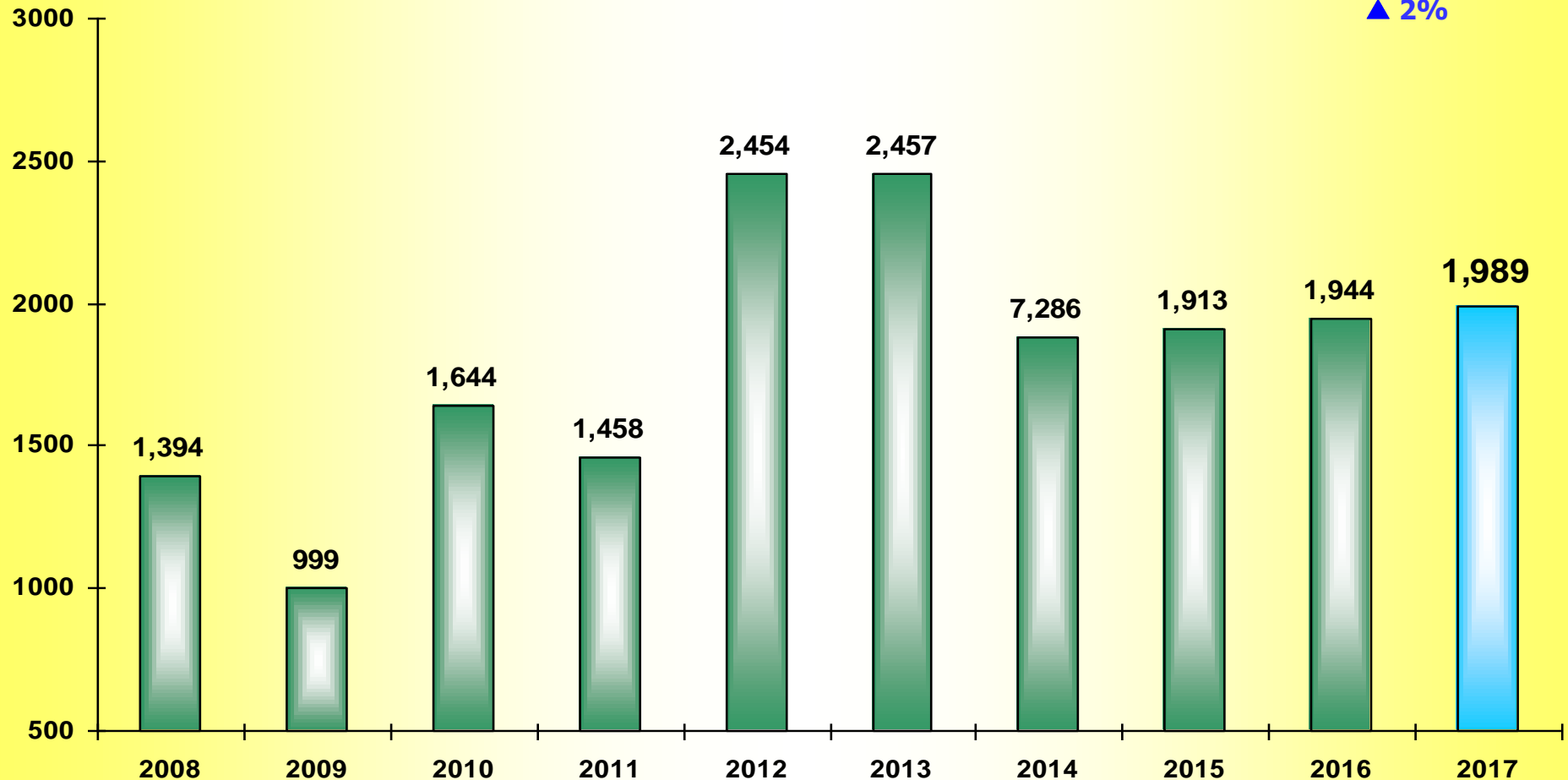
Source: The Federation of Thai Industries

## 4W Productions 2008 – 2017 (January – December)

X 1,000 unit

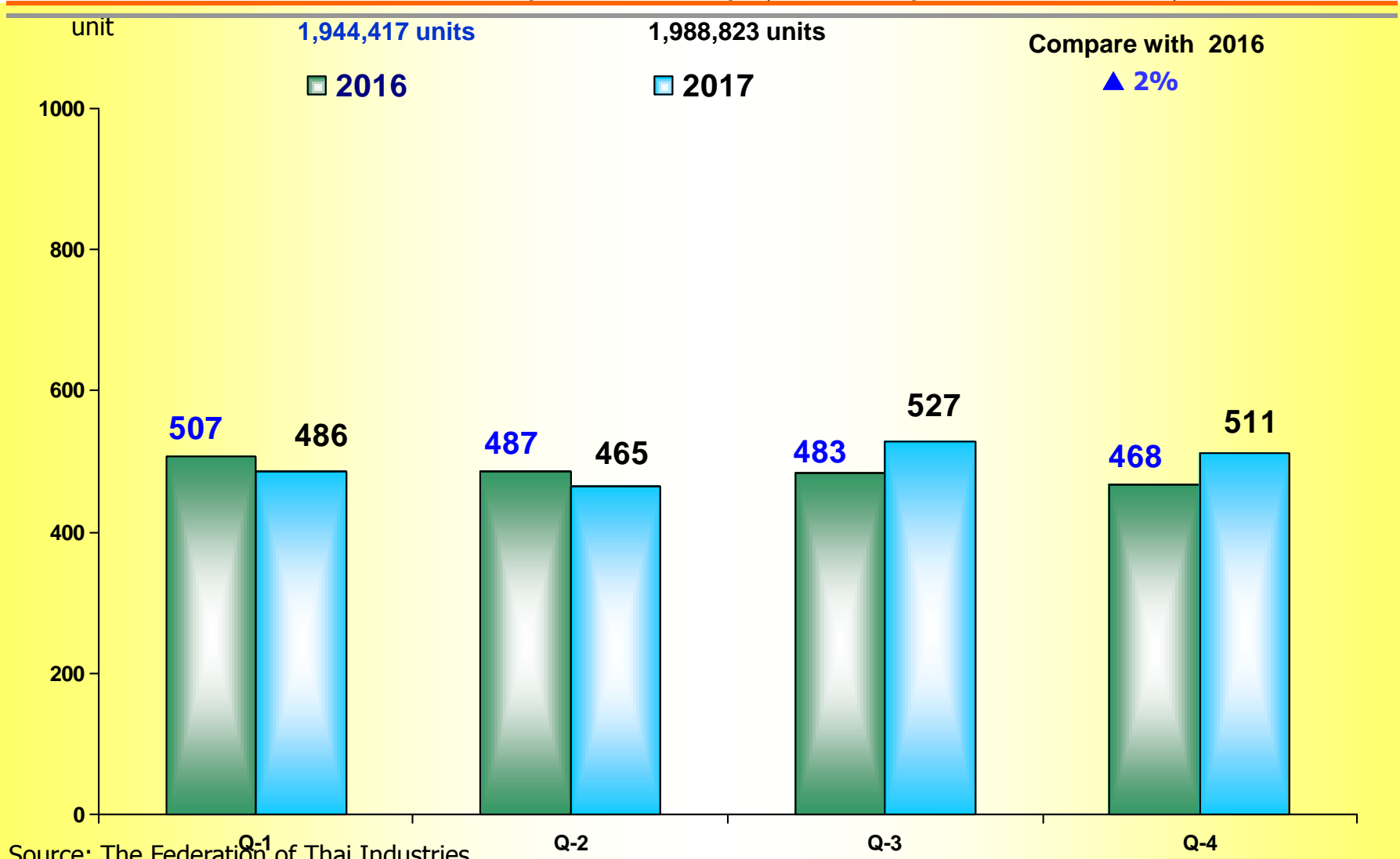
Compare with 2016

▲ 2%



Source: The Federation of Thai Industries

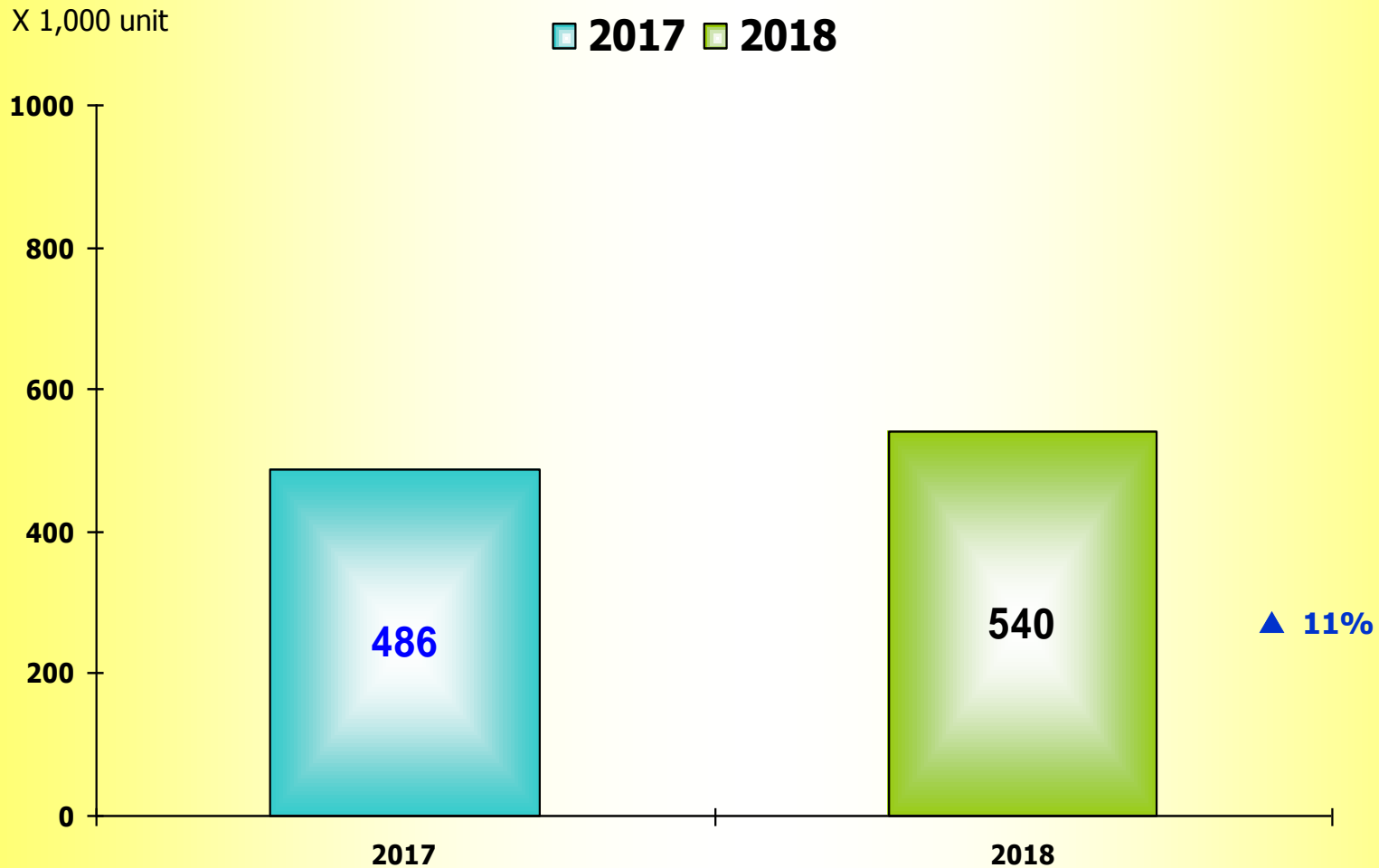
# 4W Production 2016 - 2017 by Quarterly (January - December)



Source: The Federation of Thai Industries



## 4W Productions 2018 (January – March)

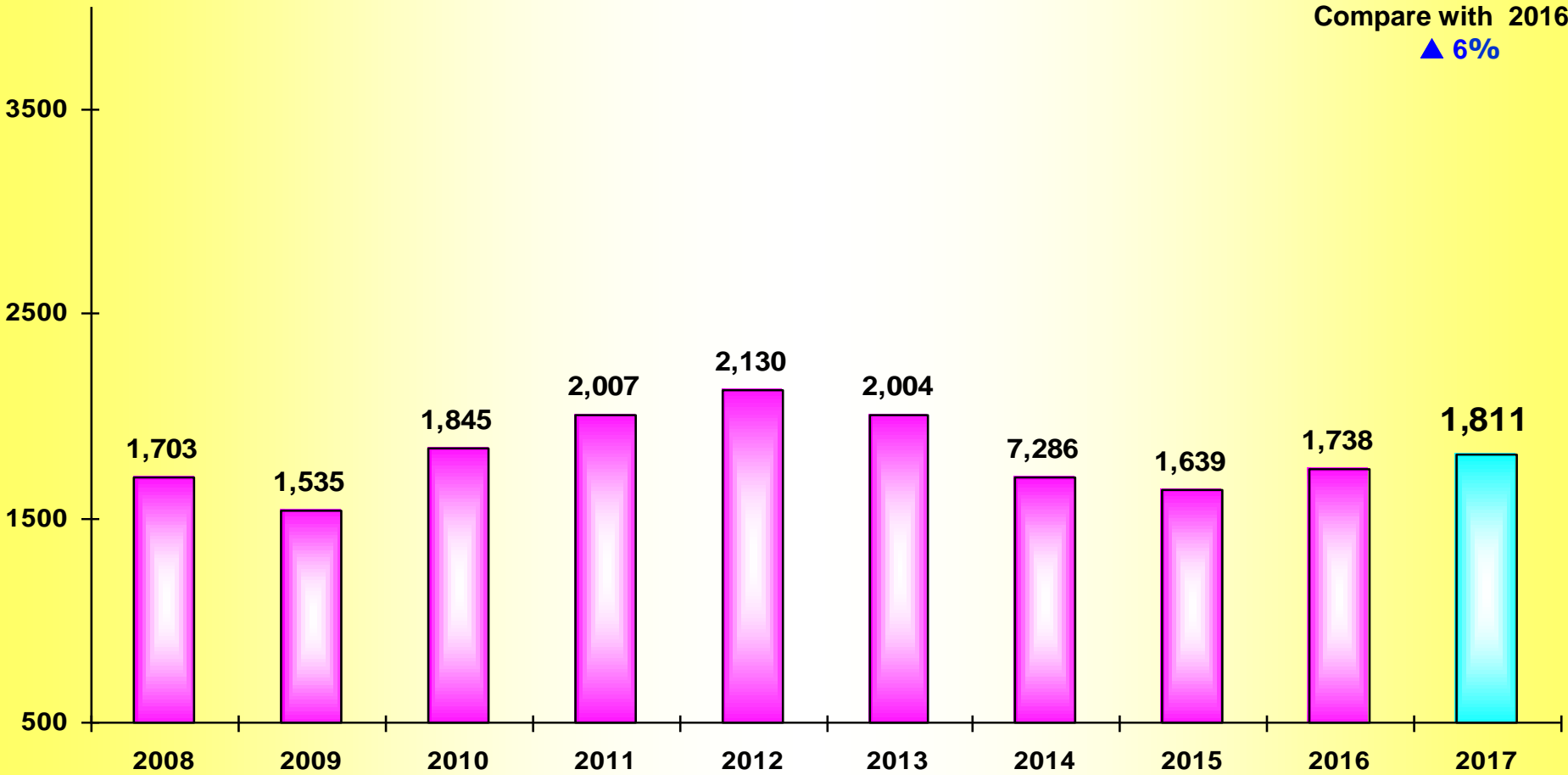


Source: The Federation of Thai Industries

## 2W Market Sale (2008 – 2017 January - December)

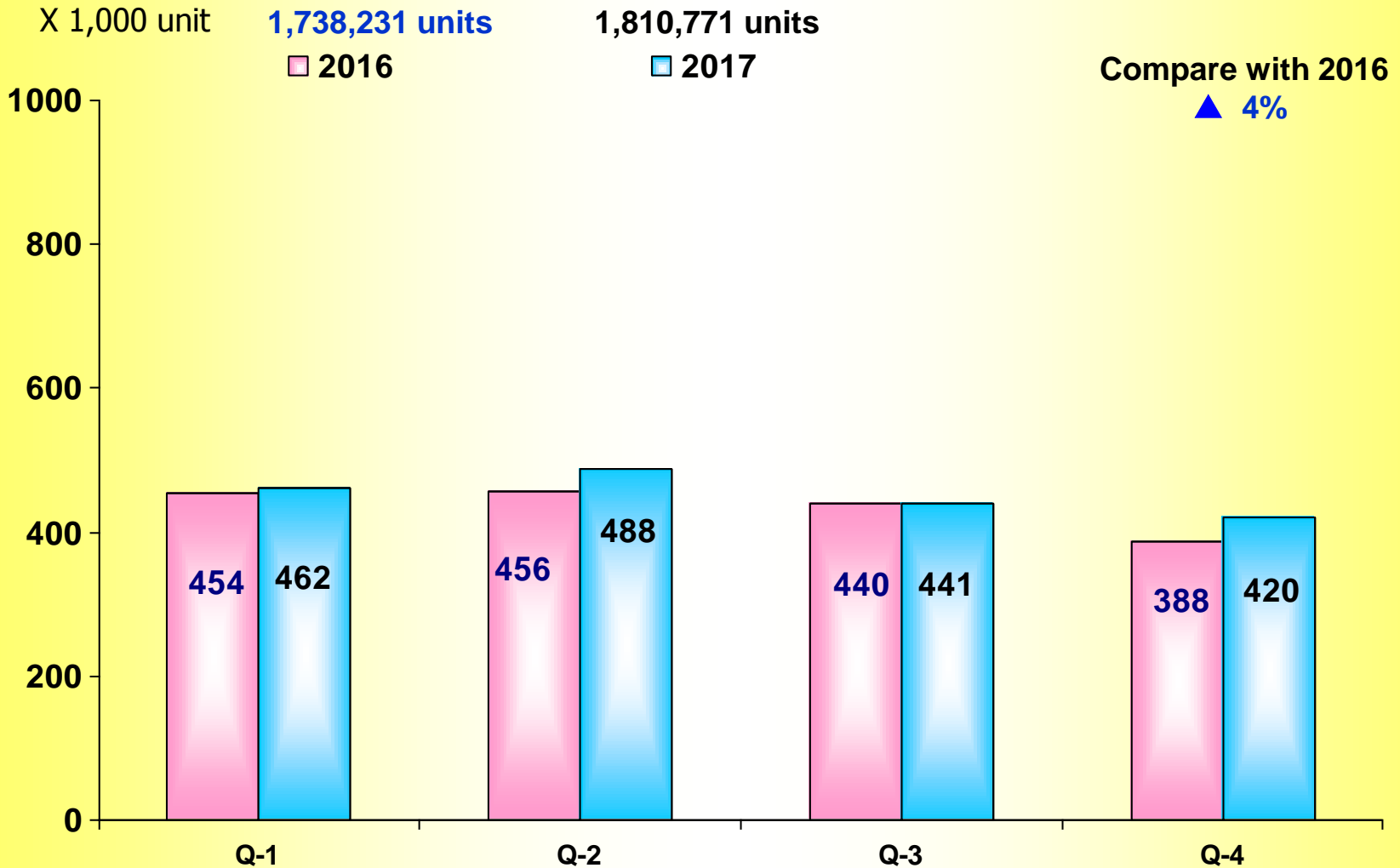
X 1,000 unit

Compare with 2016  
▲ 6%



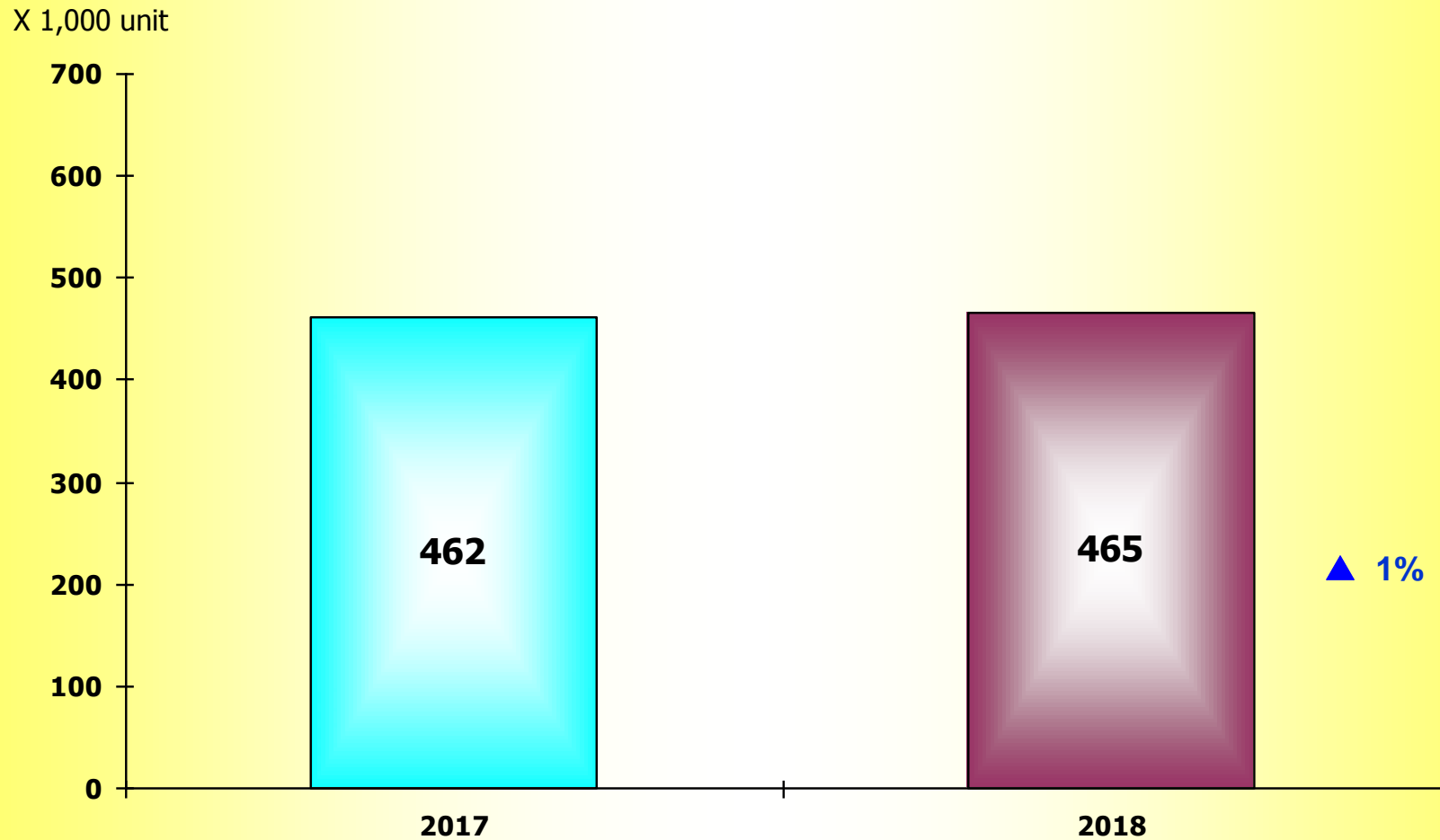
Source: The Federation of Thai Industries

## 2W Market Sales 2016 - 2017 by Quarterly (January - December)



Source: The Federation of Thai Industries

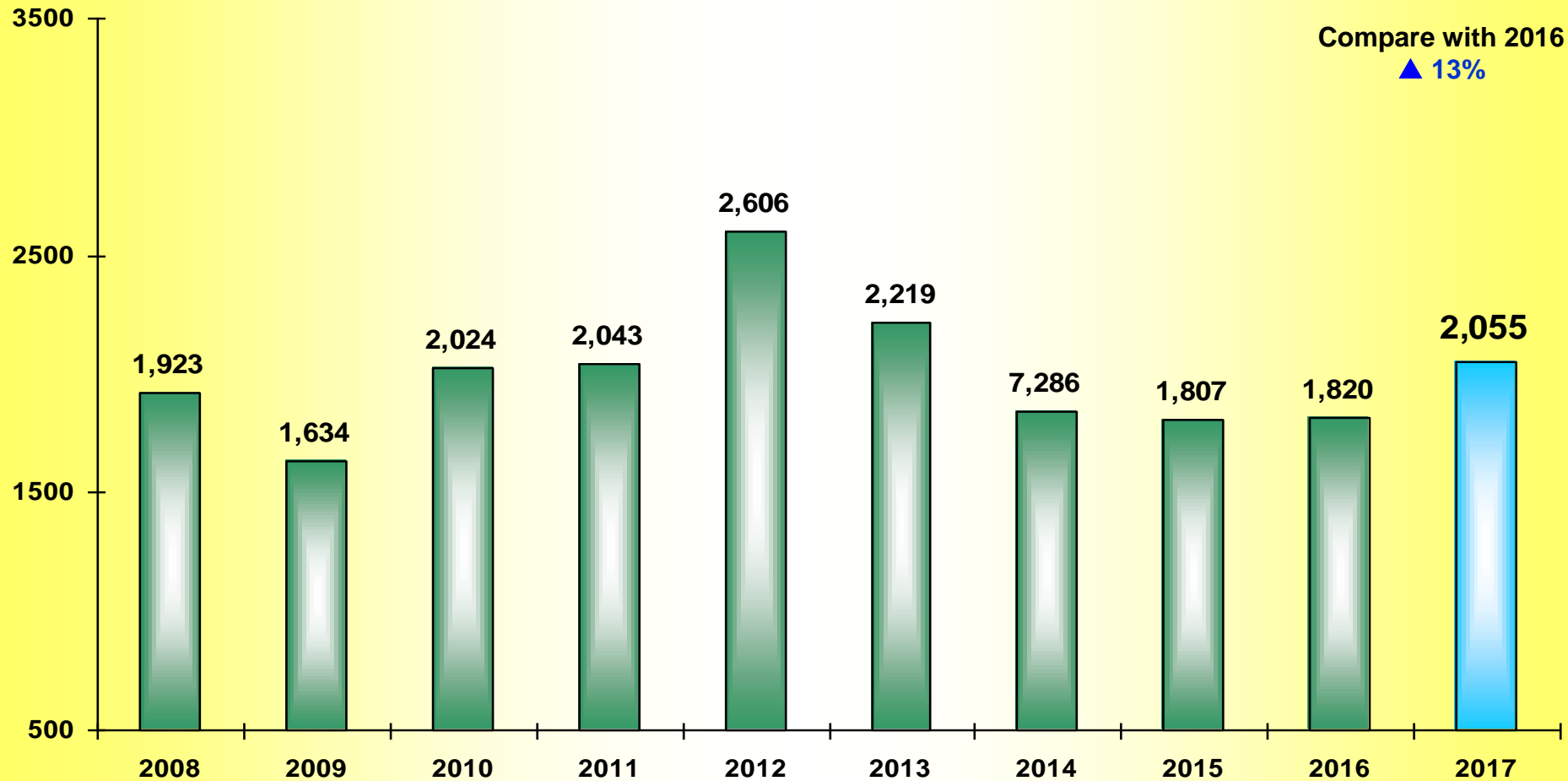
## 2W Market Sales 2018 - Domestic (January - March)



Source: The Federation of Thai Industries

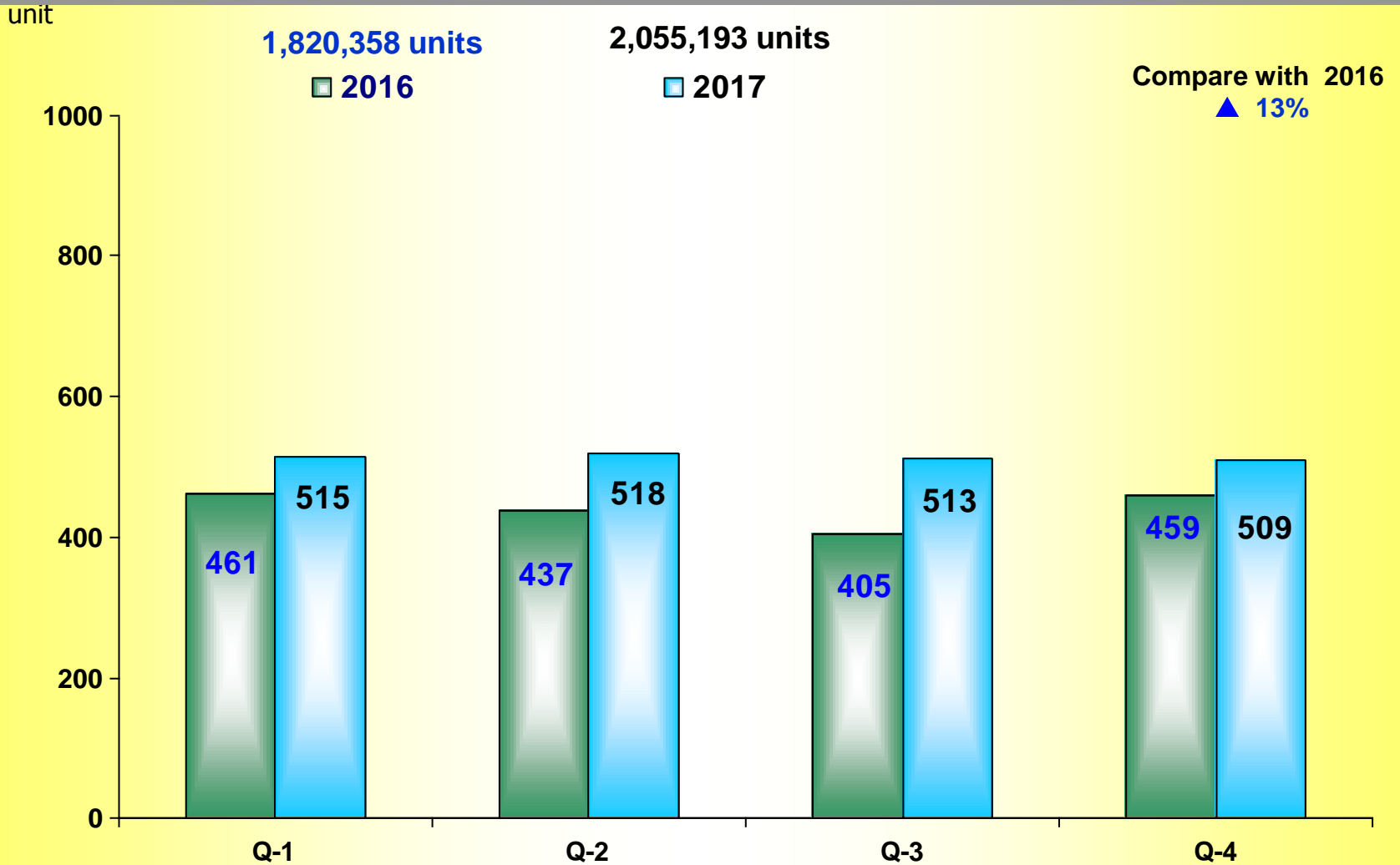
## 2W Productions 2008 – 2017 (January – December)

X 1,000 unit



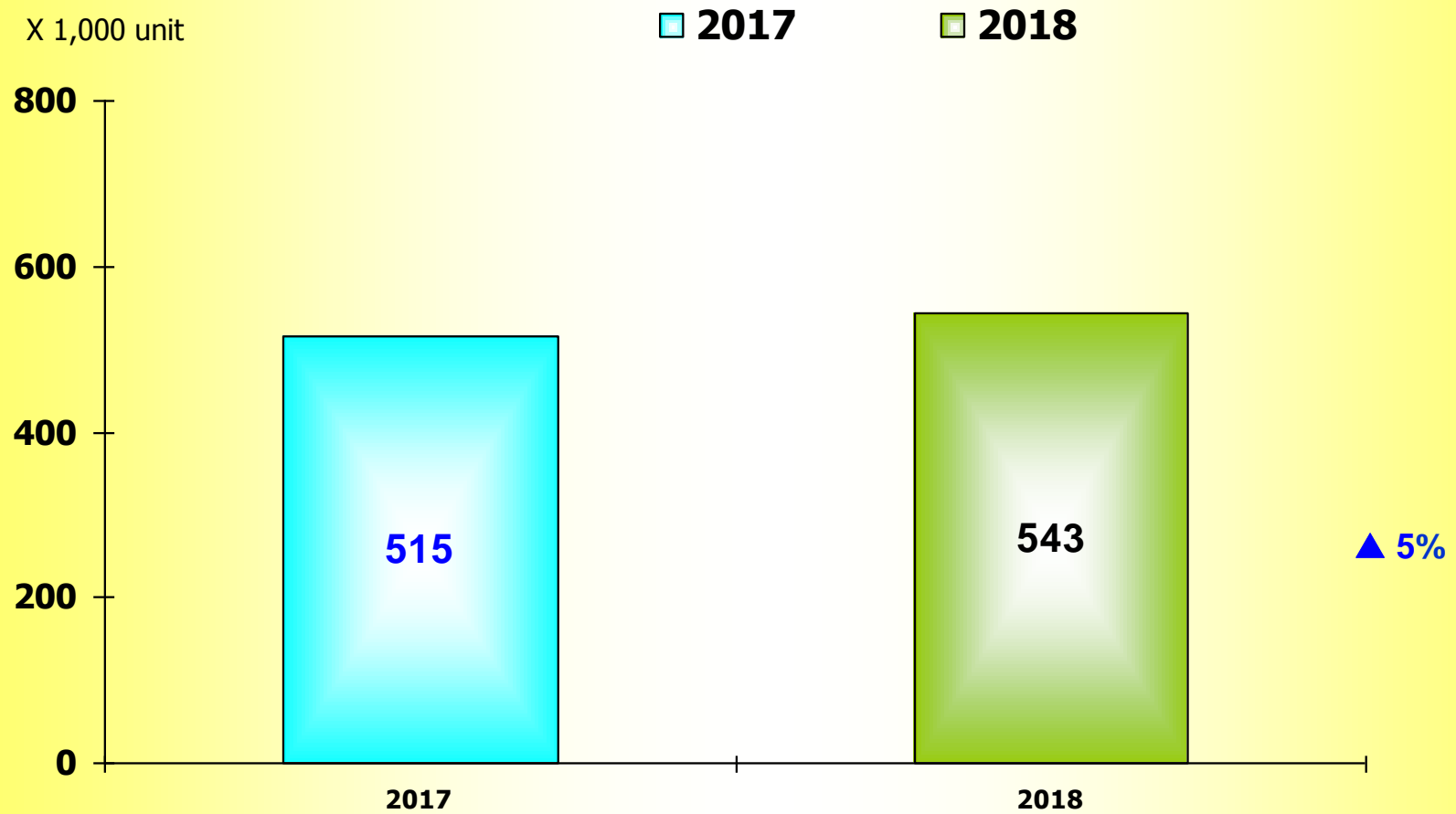
Source: The Federation of Thai Industries

## 2W Production 2016 - 2017 by Quarterly (January - December)



Source: The Federation of Thai Industries

## 2W Productions 2018 (January – March)



Source: The Federation of Thai Industries

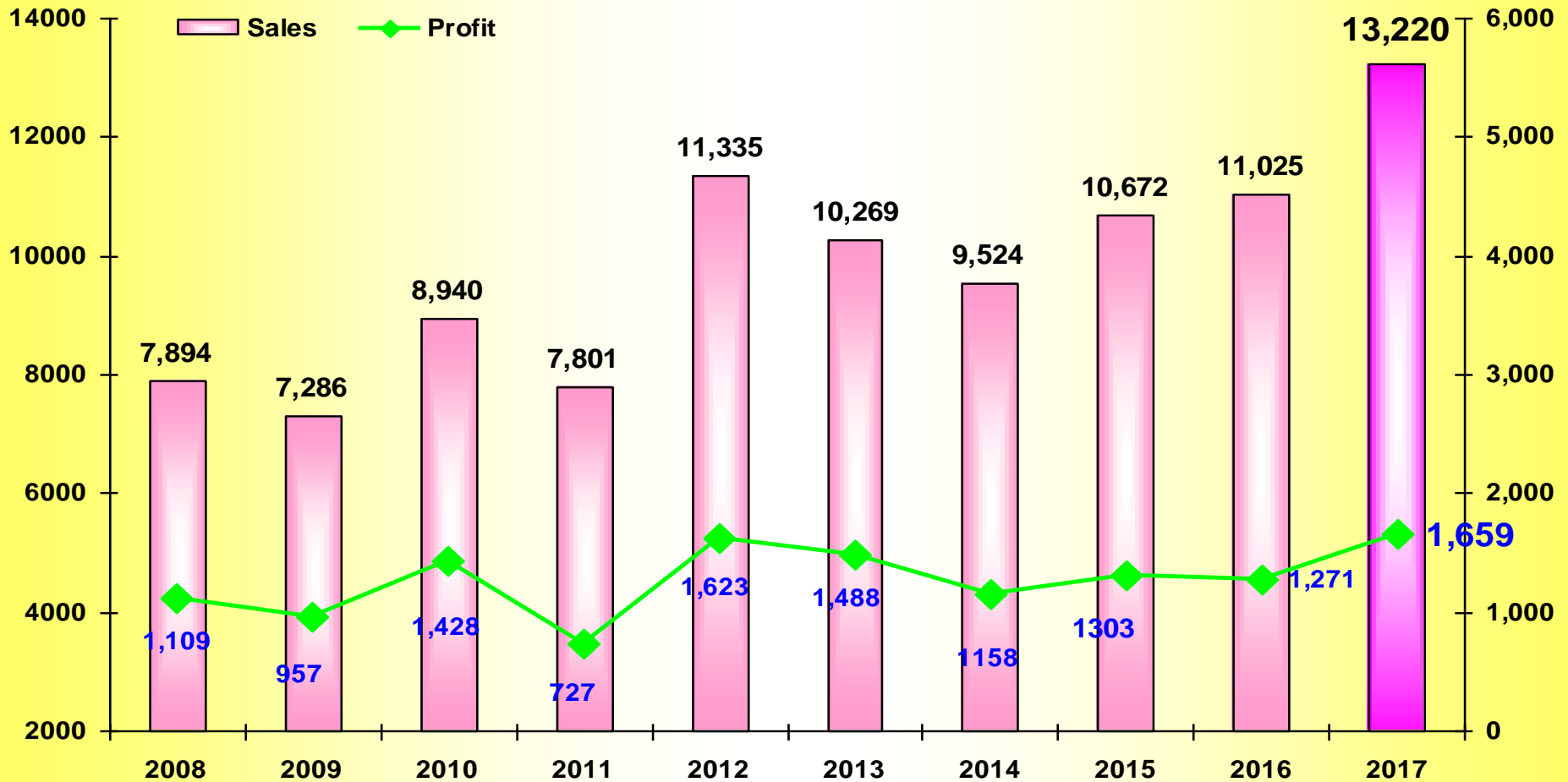
# THS Business Result (FY2008 – FY2017) (Sales & Net Profit)



Compare with FY2016

Sale ▲ 20%

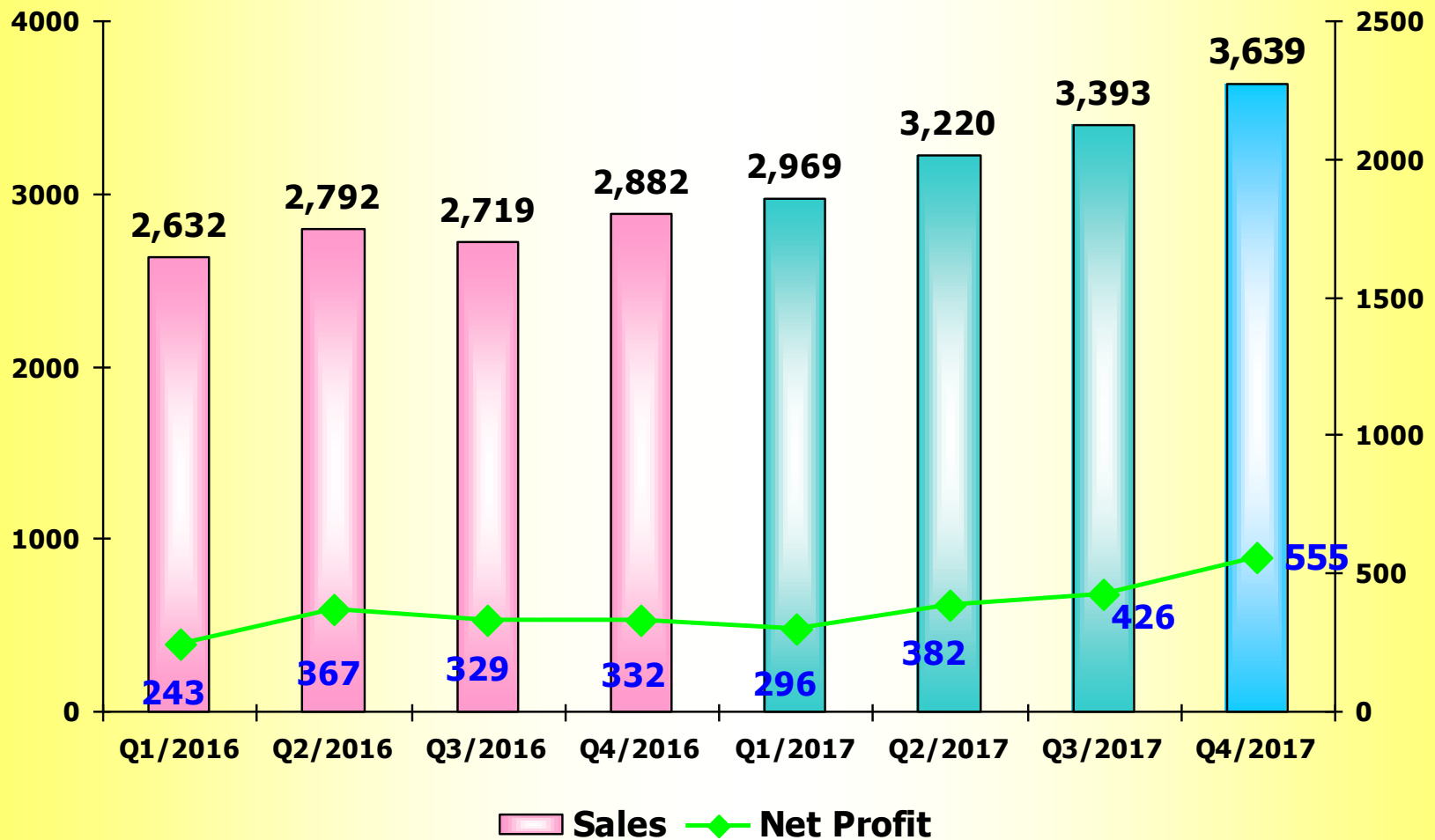
Profit ▲ 31%





## Analysis by Quarterly

Unit : MB



## Operating Income

Unit: Million baht

	Fiscal year 2017 (Apr 2017-Mar 2018)		Fiscal year 2016 (Apr 2016 -Mar 2017)		Change (%)
	Amount	ratio	Amount	Ratio	
<b>Auto bulb plant</b>	592.37	4.48%	627.77	5.69%	(5.64)
<b>Automotive lamp plant</b>	12,186.60	92.18%	9,865.91	89.49%	23.53
<b>Die &amp; mold plant &amp; R&amp;D</b>	441.49	3.34%	531.12	4.82%	(16.88)
<b>Total</b>	<b>13,220.46</b>	<b>100%</b>	<b>11,024.80</b>	<b>100%</b>	<b>19.92</b>

## Capital expenditures

Unit: Million baht

	<b>Fiscal year 2017 (Apr 2017 - Mar 2018)</b>	<b>Fiscal year 2016 (Apr 2016 - Mar 2017)</b>	<b>Change</b>
	amount	amount	
<b>Land</b>	6.09	20.66	(70.53)%
<b>Buildings</b>	142.58	2.20	6,380.91%
<b>Machines &amp; Equipment</b>	728.09	574.48	26.74%
<b>Molds &amp; Tools</b>	270.12	338.77	(25.42)%
<b>Others</b>	10.27	9.24	11.15%
<b>Total</b>	<b>1,157.15</b>	<b>945.35</b>	<b>22.41%</b>

# Employment

Unit: Person

	<b>Fiscal year 2017 (Apr 2017-Mar 2018)</b>	<b>Fiscal year 2016 (Apr 2016-Mar 2017)</b>	<b>Change</b>
<b>Local employee (male)</b>	1,590	1,556	2.19%
<b>Local employee (female)</b>	1,381	1,313	5.18%
<b>Japanese staff</b>	26	28	(7.15)%
<b>Total</b>	<b>2,997</b>	<b>2,897</b>	<b>3.46%</b>

**Award form Government**

1. **The Thailand Labour Management Excellence Award 2017 (August 2017)**
2. **The Best Performance Company of Safety , Occupational Health and Workplace Environment as of year 2017 From Department of Labor Protection and Welfare for 14 consecutive years ( August 2017)**
3. **An Outstanding Establishment for Labor Relations Welfare Award as of year 2016 From Ministry of Labor for 12 consecutive years (September 2017 )**
4. **The Excellence Award - ASEAN – OSHNET Award from The ASEAN – OCCUPATIONAL SAFETY AND HEALTH NETWORK (ASEAN – OSHNET) (April 2018)**



**Award From Customers**

1. **VAVE Award from Toyota Motors (Thailand) Co.,Ltd.**
2. **Q-Award Excellent Quality Status Recognition from Auto Alliance Thailand Co.,Ltd.**



# Agenda

**1. Business Report 2017**

**2. The Fiscal Year 2017 Financial Statement**

**3. New Product (Jan – Mar 2018)**

# Statements of Financial Position



The Equity Method	31 March 2018 (MB)	31 March 2017 (MB)	Change (%)
Current Assets	9,290.06	7,738.07	20.06
Total Assets	16,938.77	15,185.83	11.55
Current Liabilities	2,066.18	1,548.24	33.46
Total Liabilities	2,407.39	1,844.35	30.53
Shareholders' Equity	14,531.38	13,341.48	8.92
Total Liabilities and Shareholders' Equity	16,938.77	15,185.83	11.55

# Statements of Income



The Equity Method	31 March 2018 (MB)	31 March 2017 (MB)	Change (%)
Sales	13,220.45	11,024.80	19.92
Cost of sales	10,775.58	9,087.20	18.58
Gross Profit	2,444.87	1,937.60	26.18
Selling and Administrative expenses	889.95	799.01	11.39
Share of profit from investments in associates	294.79	255.72	15.28
Profit before income tax	2,048.58	1,580.28	29.64
Net profit for the year	1,658.69	1,270.77	30.53



# Statements of Cash Flows



The Equity Method

March  
31, 2018

March  
31, 2017

Unit : MB

Net Cash received from Operating Activities	2,732.73	2,372.08
Net Cash used in Investing Activities	(1,423.64)	(2,743.10)
Net Cash used in Financing Activities	(383.12)	(382.86)
Net decrease cash and Cash equivalents	925.96	(753.88)
Cash / Cash equivalents at beginning of the year	1,085.63	1,839.89
Effects of Exchange rate changes	0.47	(0.37)
Cash / Cash equivalents at end of the year	2,012.06	1,085.63

# Agenda

**1. Business Report 2017**

**2. The Fiscal Year 2017 Financial Statement**

**3. New Product (Jan – Mar 2018)**















**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.**

**These materials do not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever.**

**Download : The presentation files at**

**[www.thaistanley.com/Investor Relations/Analyst Meeting Presentation](http://www.thaistanley.com/Investor Relations/Analyst Meeting Presentation)**

**For further questions, please contact :**

**Ms.Rattanaporn Boonwong : Investor Relations**

**Tel : 662-581-5462-3 (10 lines) ext. 1164**

**Fax: 662-581-4502**

**E-mail : [rattanaporn@stanley.co.th](mailto:rattanaporn@stanley.co.th)**