

WELCOME

Q1/2018 Operation Result Meeting

Apichart Lee-issaranukul

August 6 , 2018

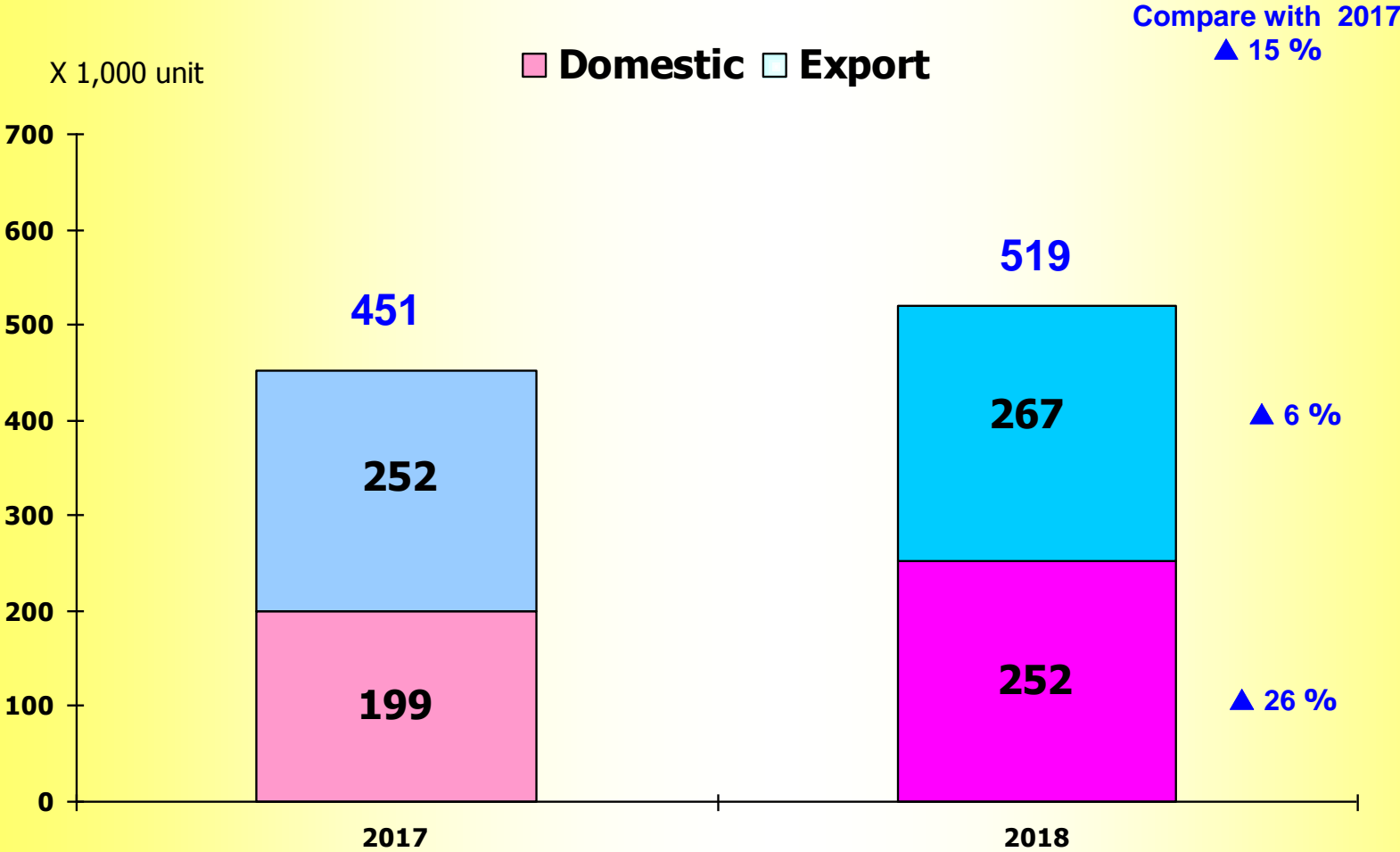
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2018 (April – June)**
- 2. The 1st Quarterly 2018 Financial Statement**
- 3. New Product**

4W Market Sale 2018 June) Domestic & Export

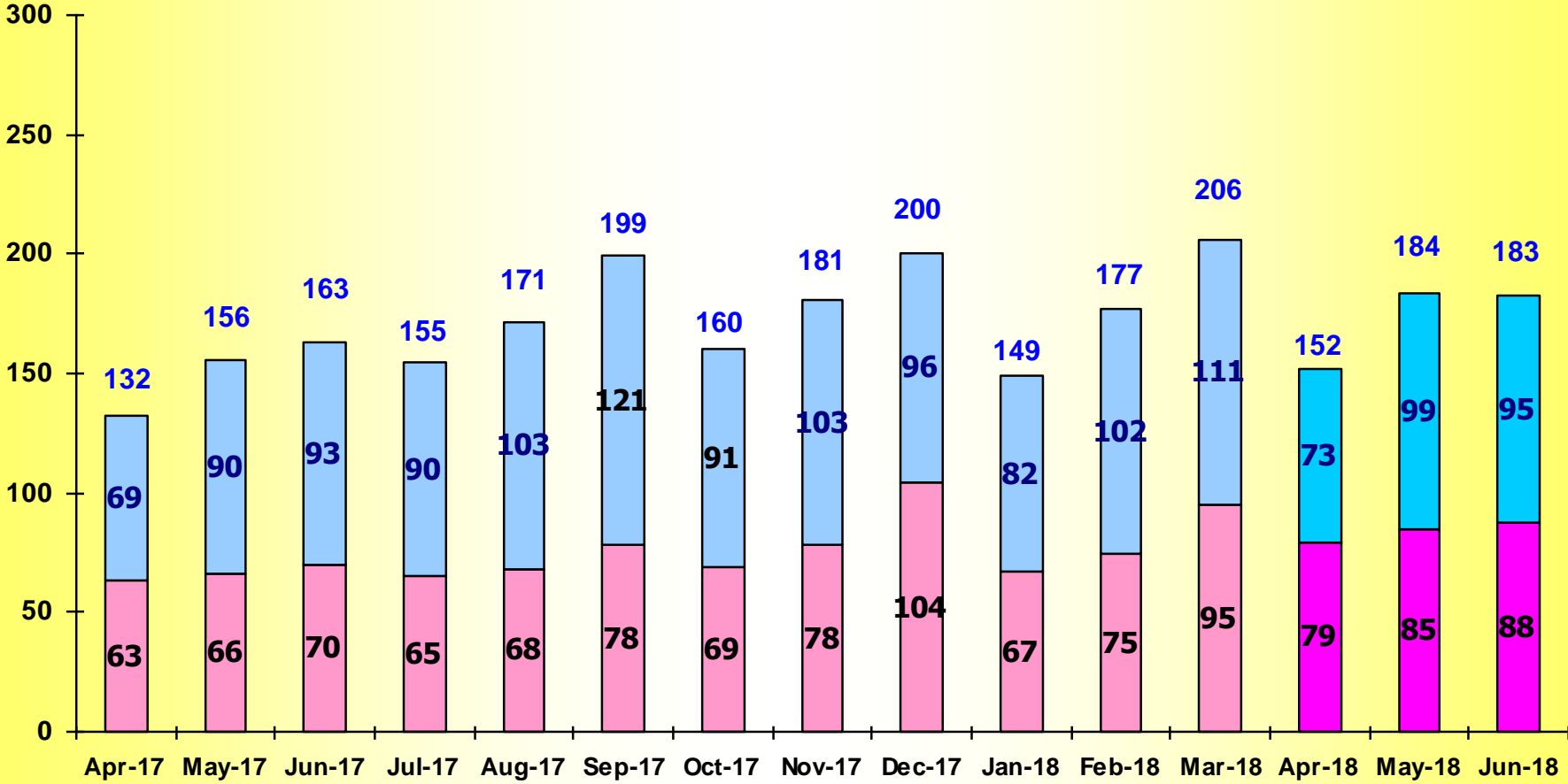


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2017 – June 2018)

X 1,000 unit

Domestic Export

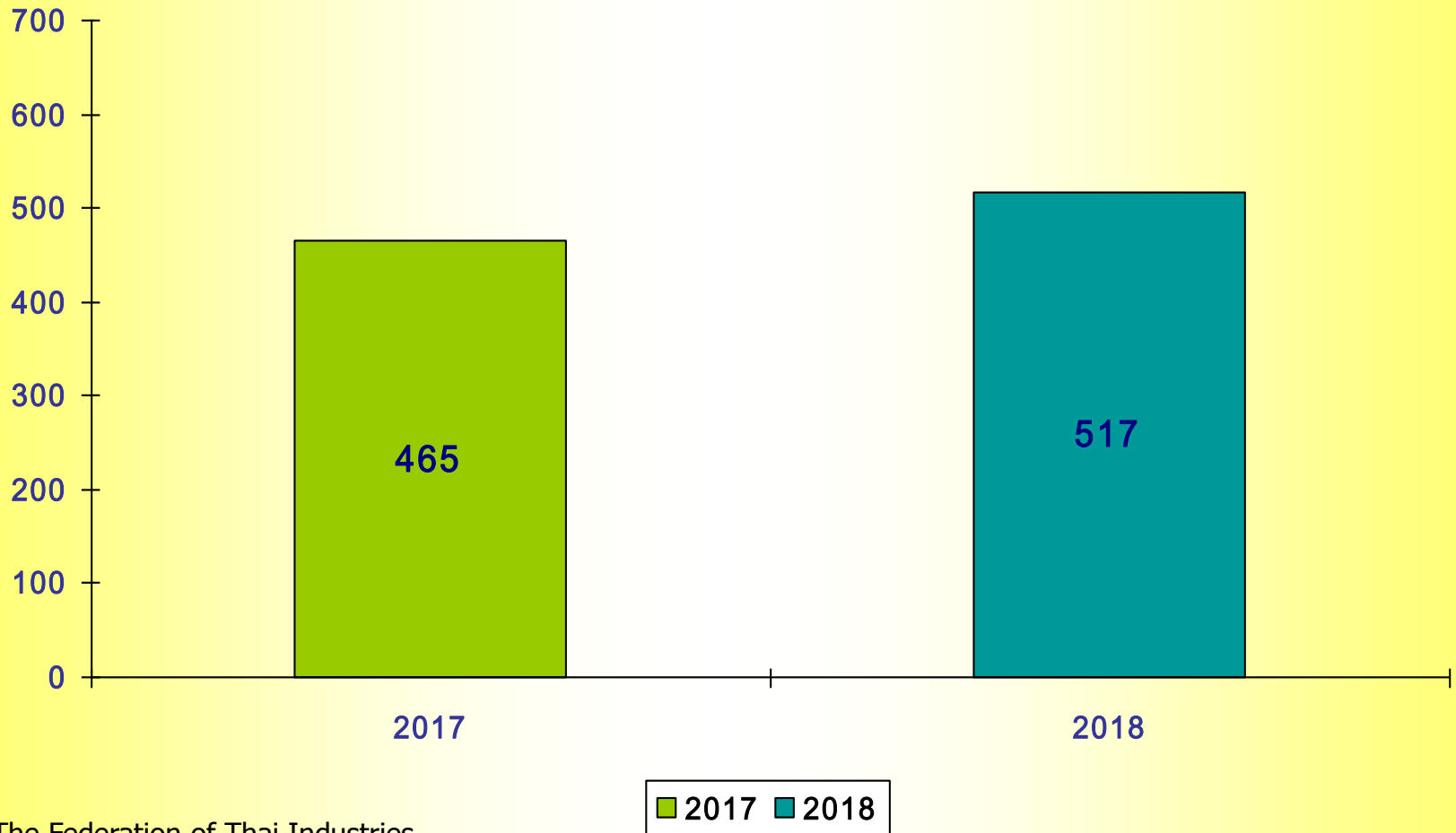


Source: The Federation of Thai Industries

4W Production (April – June 2018)

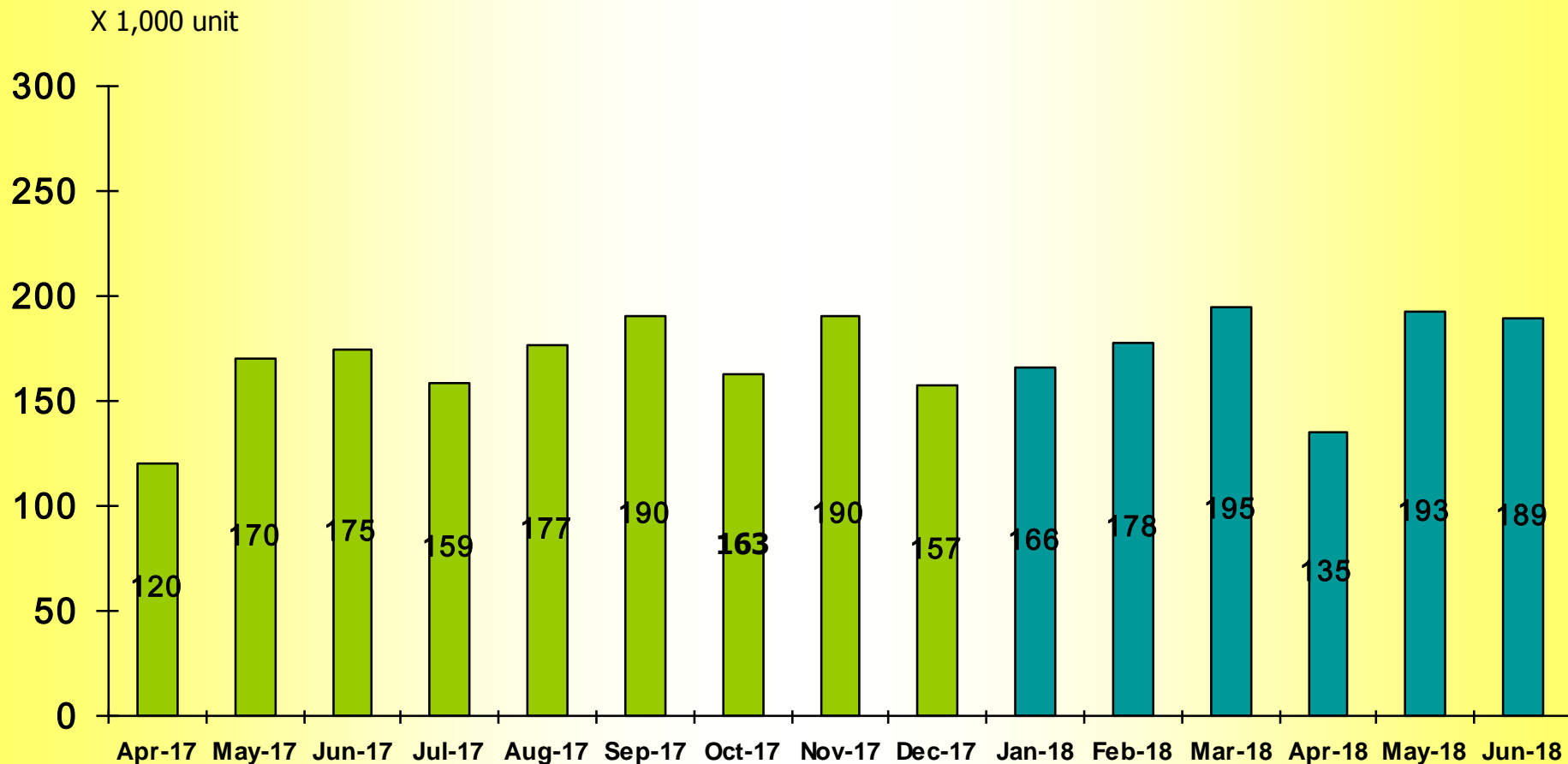
X 1,000 unit

Compare with 2017
▲ 11 %



Source: The Federation of Thai Industries

4W Production (By Month) (April 2017 – June 2018)

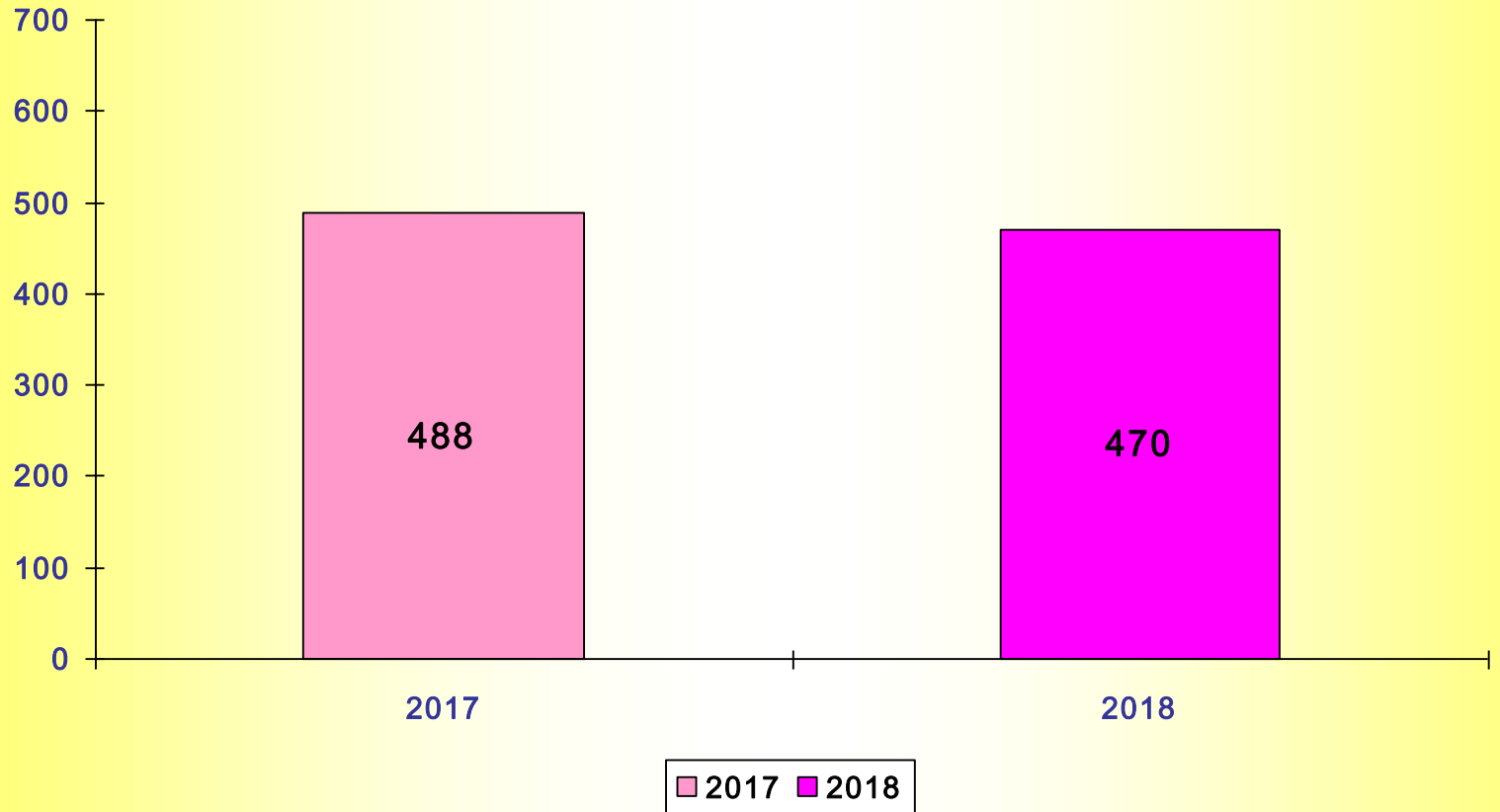


Source: The Federation of Thai Industries

2W Sales - Domestic (April – June 2018)

X 1,000 unit

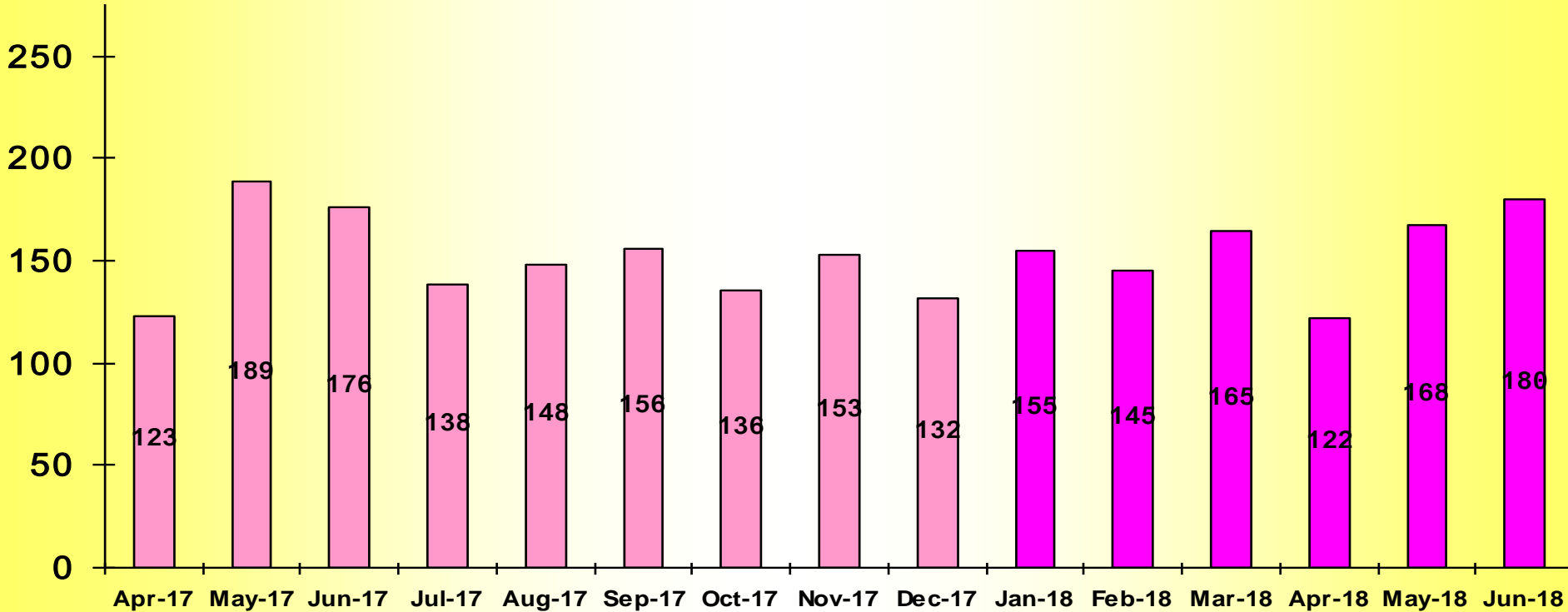
Compare with 2017
▼ 4%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2017 – June 2018

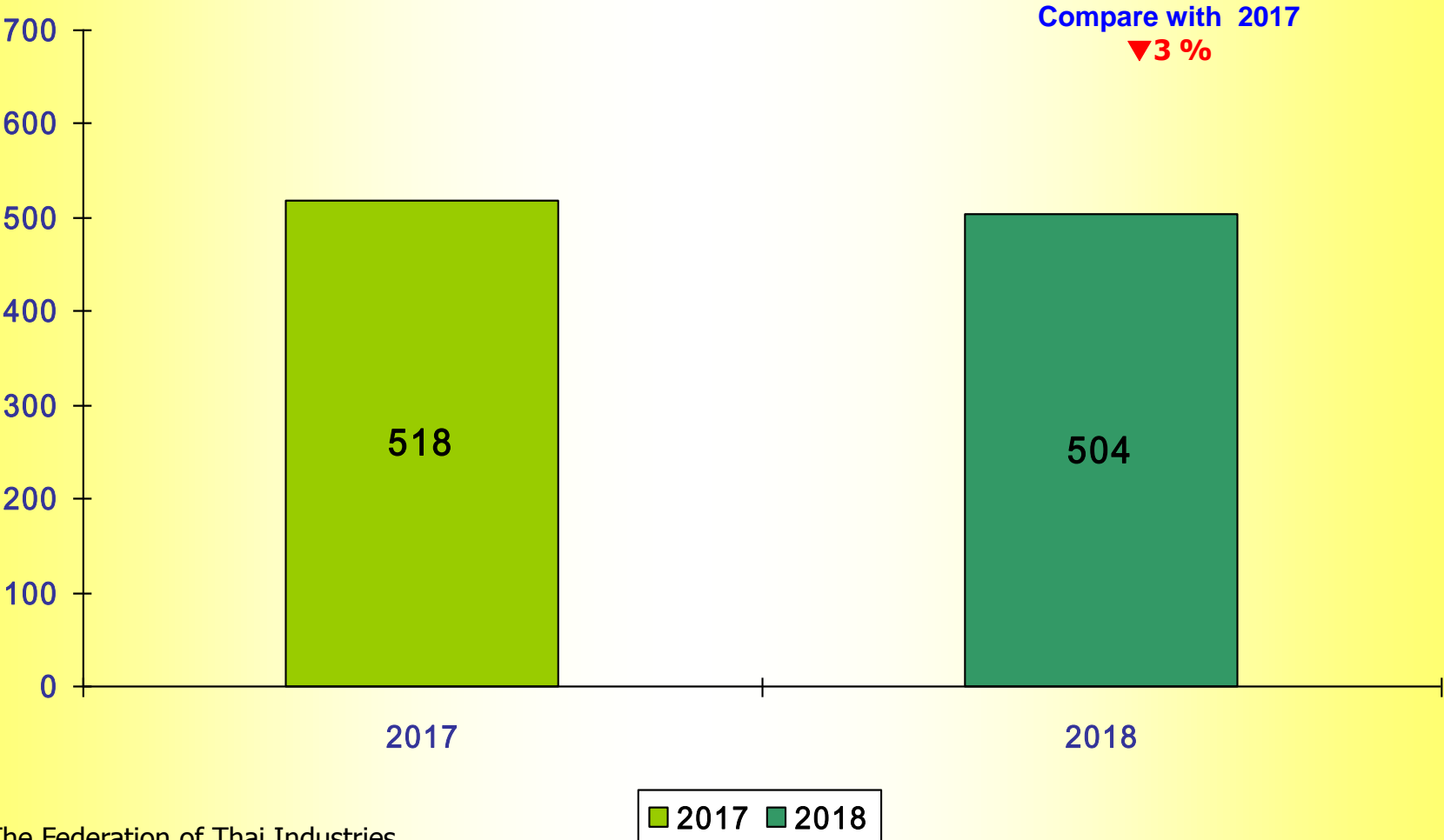
X 1,000 unit



Source: The Federation of Thai Industries

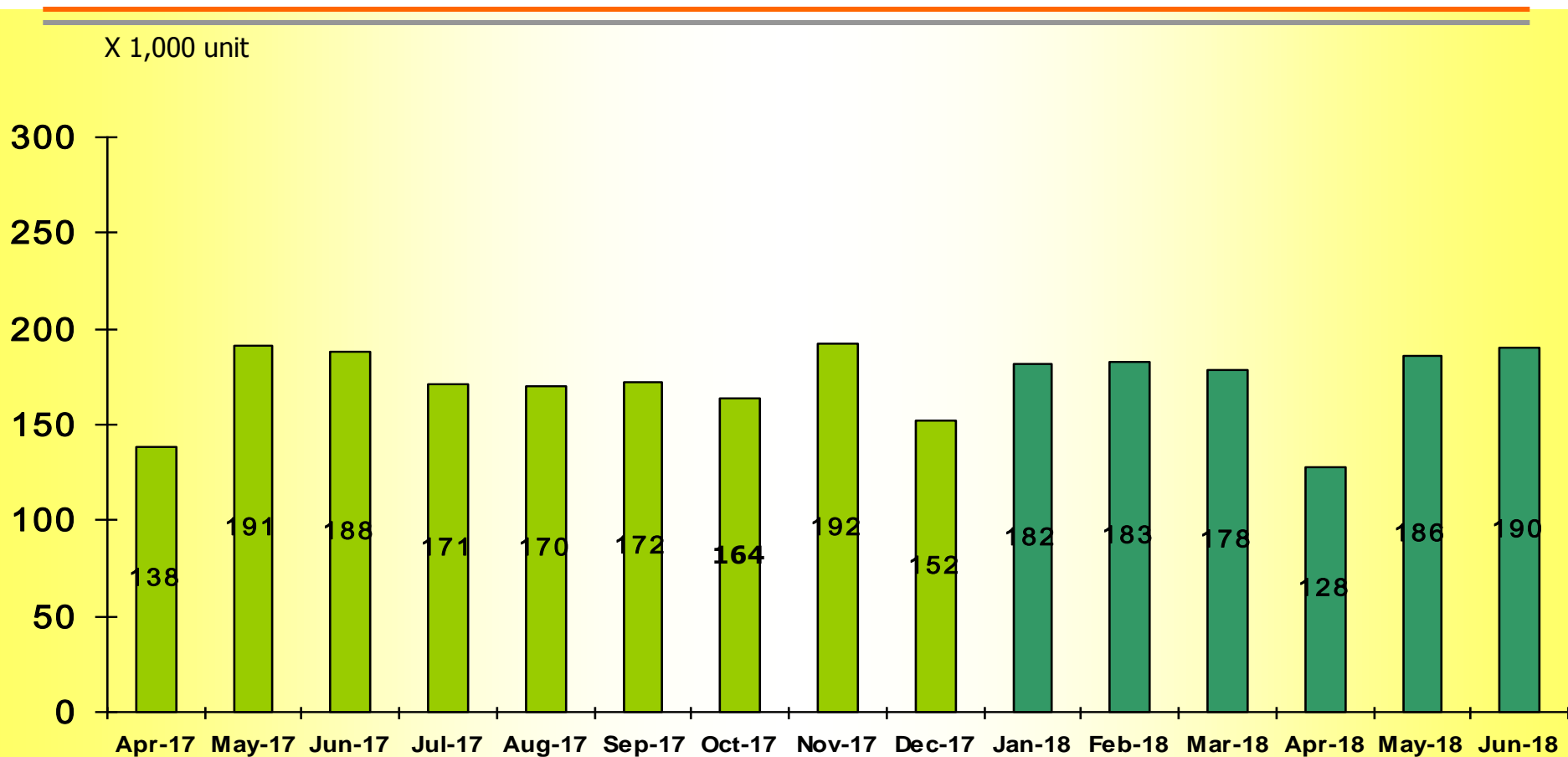
2W Production (April – June 2018)

X 1,000 unit



Source: The Federation of Thai Industries

2W Production (By Month) April 2017 – June 2018



Source: The Federation of Thai Industries

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Statement of Financial Position

| The Equity Method | 30 June 2018 | 31 Mar 2018 | Change |
|--|--------------|-------------|--------|
| | (M฿) | (M฿) | (%) |
| Current Assets | 9,507.32 | 9,290.06 | 2.34 |
| Non current assets | 8,096.58 | 7,648.72 | 5.86 |
| Total Assets | 17,603.89 | 16,938.77 | 3.93 |
| Current Liabilities | 2,281.57 | 2,066.18 | 10.42 |
| Non Current liabilities | 357.37 | 341.21 | 4.74 |
| Total Liabilities | 2,638.94 | 2,407.39 | 9.62 |
| Shareholders' Equity | 14,964.96 | 14,531.38 | 2.98 |
| Total Liabilities and Shareholders' Equity | 17,603.89 | 16,938.77 | 3.93 |

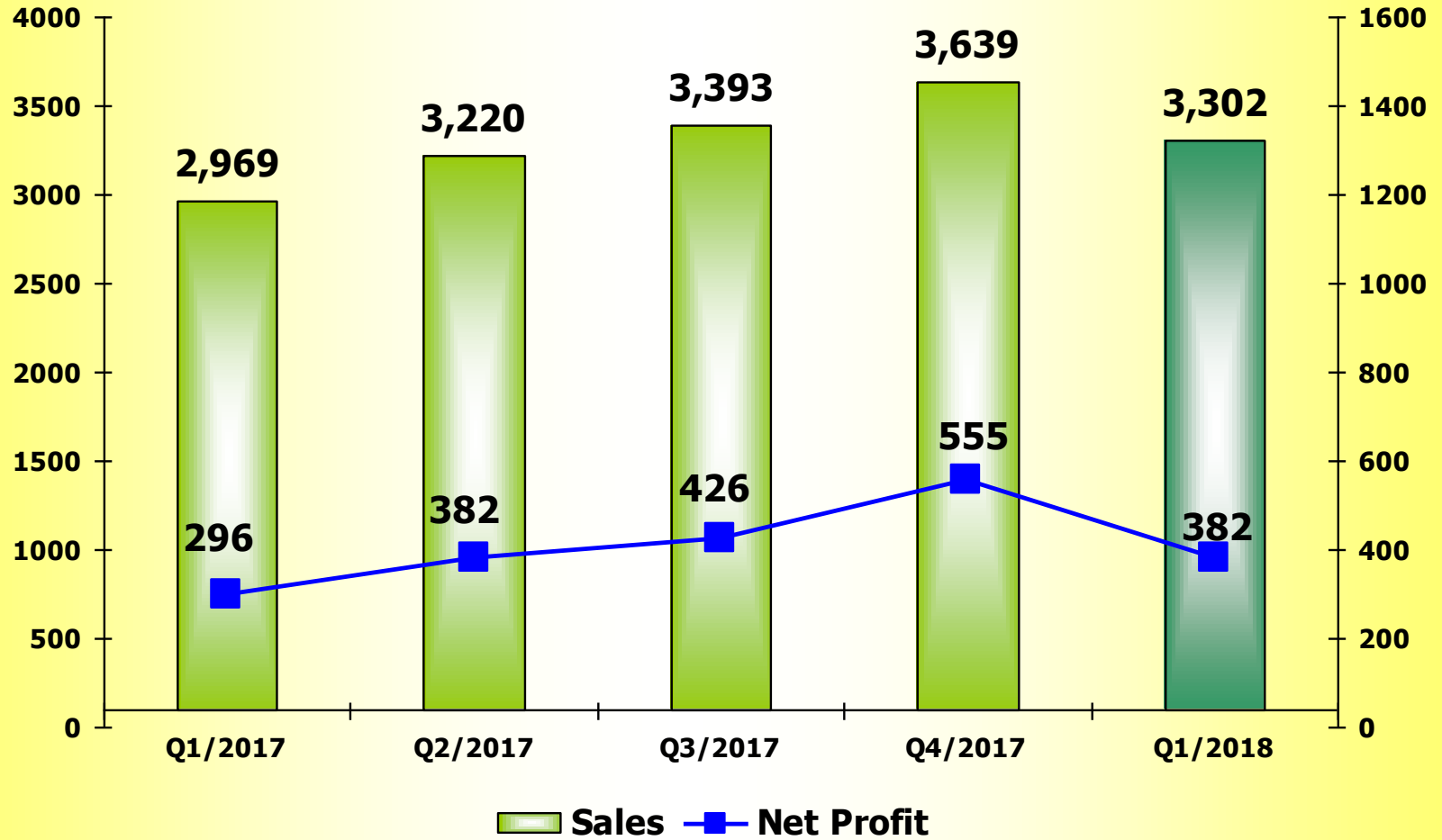
Statement of Income

| The Equity Method | 30 June 2018 (MB) | 30 June 2017 (MB) | Change (%) |
|--|----------------------|----------------------|---------------|
| Sales | 3,302.33 | 2,968.55 | 11.24 |
| Cost of sales | 2,726.23 | 2,517.97 | 8.27 |
| Gross Profit | 576.10 | 450.58 | 27.86 |
| Selling and Administrative expenses | 224.18 | 201.73 | 11.13 |
| Share of profit from investments in associates | 71.56 | 72.84 | (1.76) |
| Profit before income tax | 474.29 | 367.53 | 29.05 |
| Net profit for the period | 381.98 | 295.54 | 29.25 |

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

| The Equity Method | 30 June 2018 | 31 June 2017 |
|---|--------------|--------------|
| | (MB) | (MB) |
| Net Cash received from Operating Activities | 766.86 | 545.80 |
| Net Cash received from (used in) Investing Activities | (1,554.27) | 242.60 |
| Net increase (decrease) in cash and Cash equivalents | (787.40) | 788.41 |
| Cash and Cash equivalents at beginning of the period | 2,012.03 | 1,085.63 |
| Effects of Exchange rate changes | 6.08 | (0.45) |
| Cash / Cash equivalents at end of the period | 1,230.71 | 1,873.59 |

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HONDA – CLICK 150i



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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