

WELCOME

Q2/2019 Operation Result Meeting

Apichart Lee-issaranukul

November 13, 2019

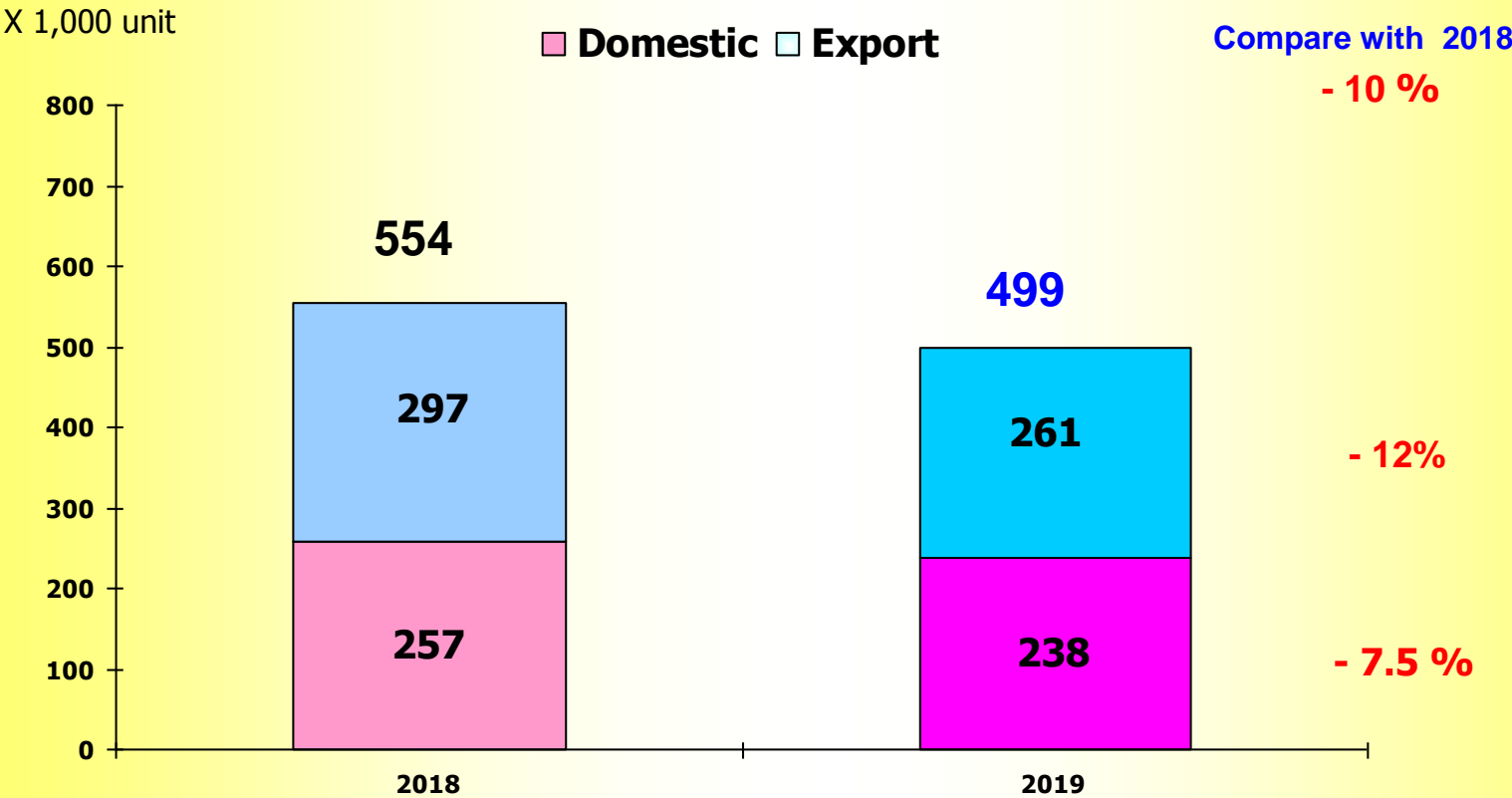
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2019 (July – September)**
- 2. The 2nd Quarterly 2019 Financial Statement**
- 3. New Product**

4W Market Sale 2019 (July – September) Domestic & Export

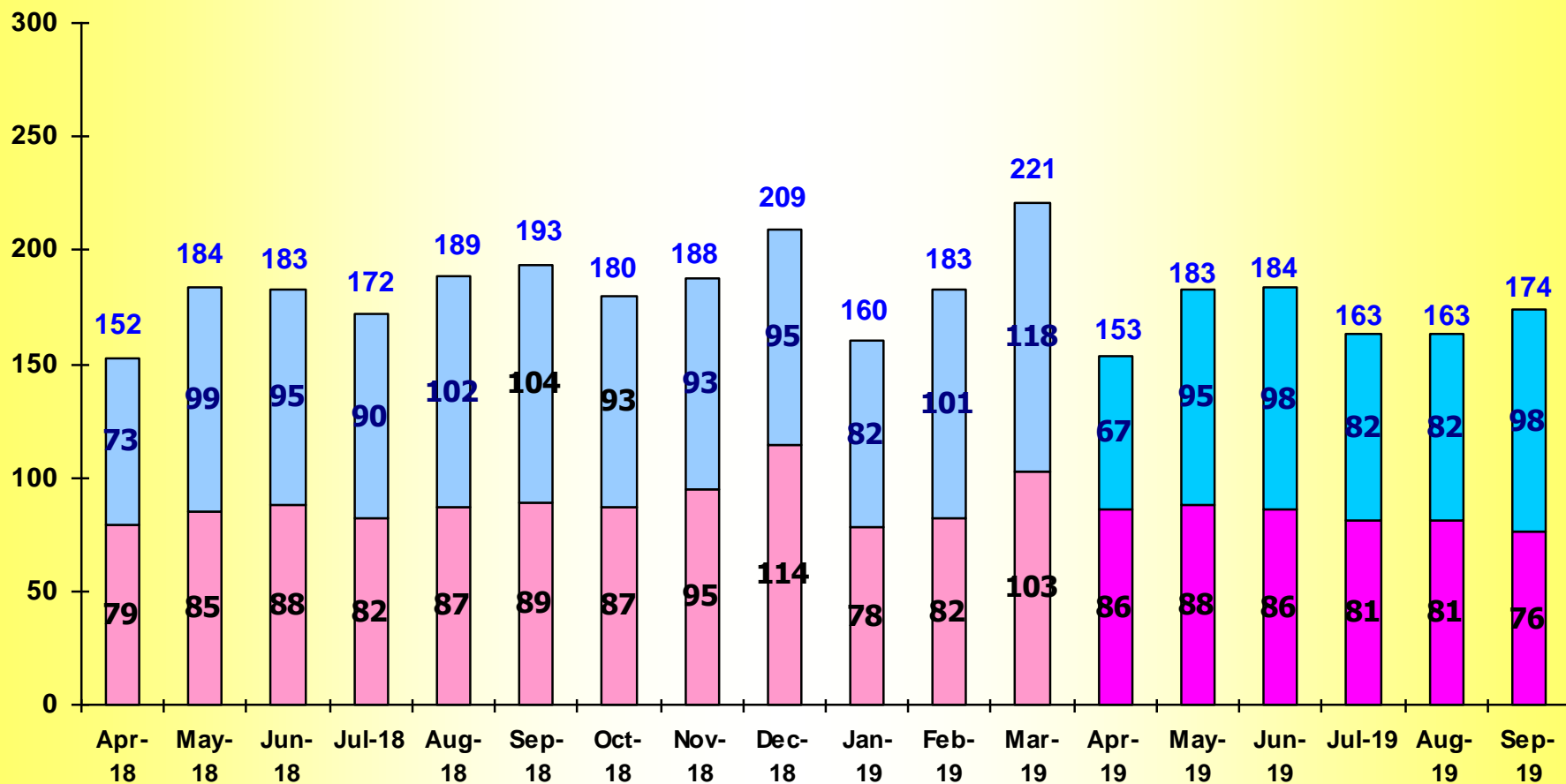


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2018 – September 2019)

X 1,000 unit

Domestic Export



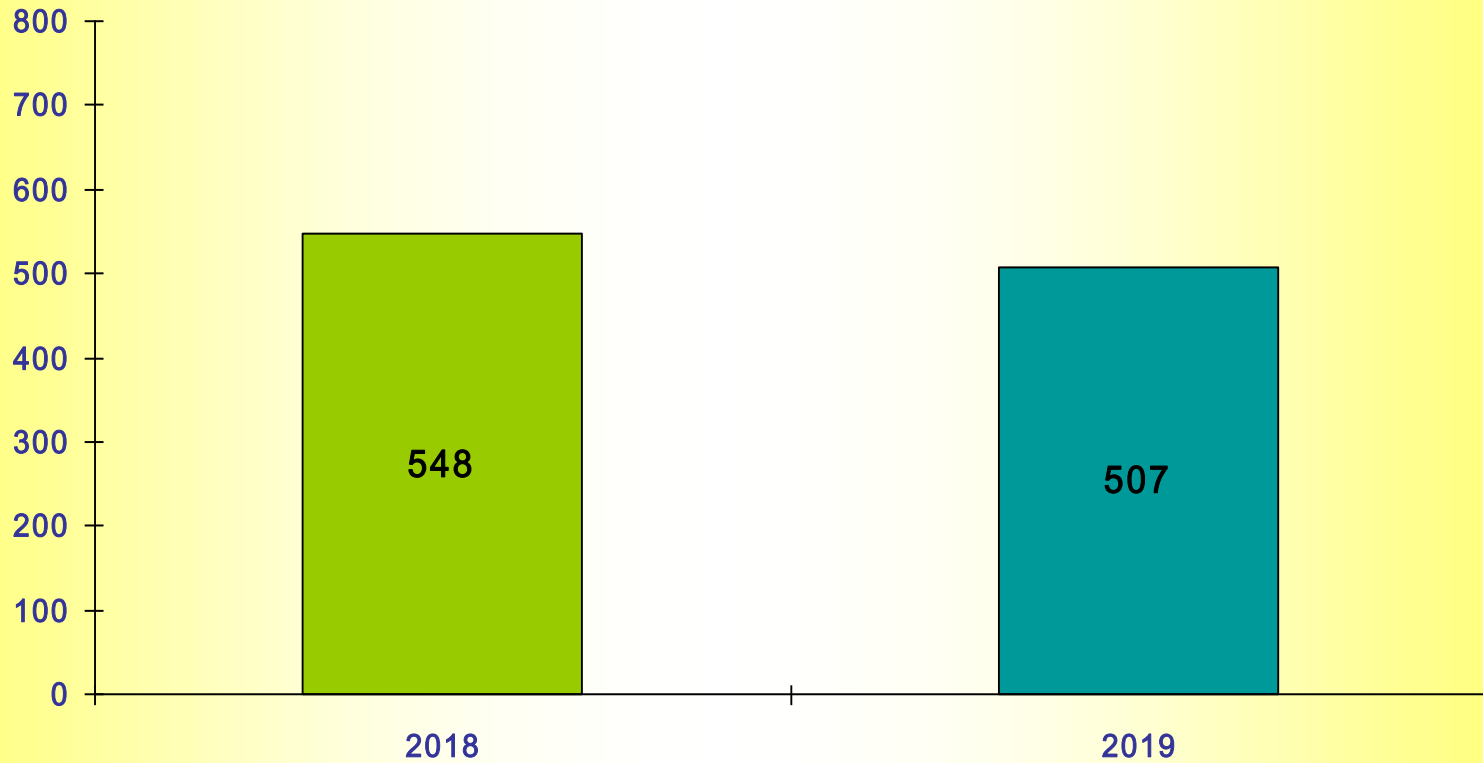
Source: The Federation of Thai Industries

4W Production (July – September 2019)

X 1,000 unit

Compare with 2018

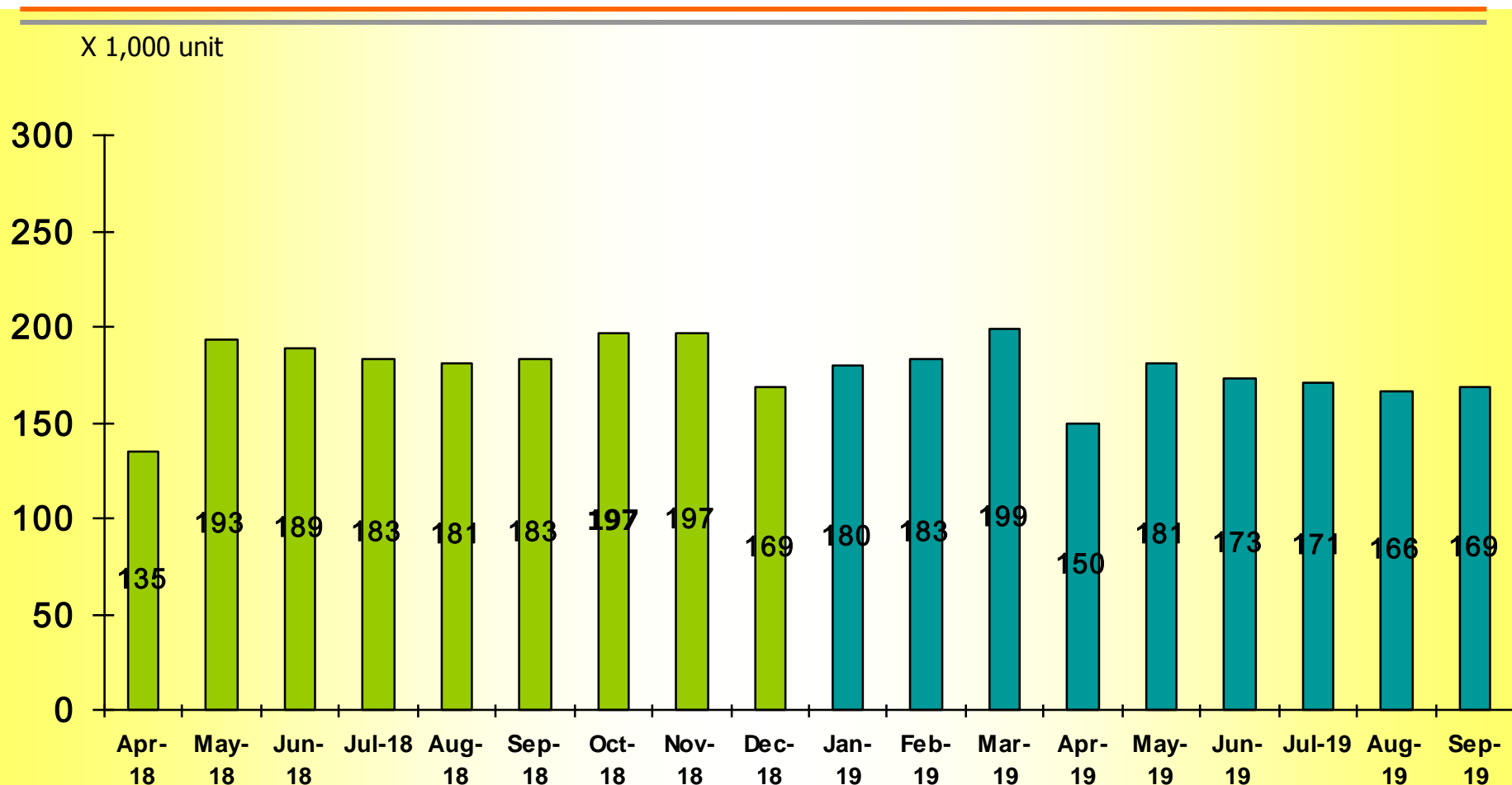
-7%



Source: The Federation of Thai Industries

■ 2018 ■ 2019

4W Production (By Month) (April 2018 – September 2019)

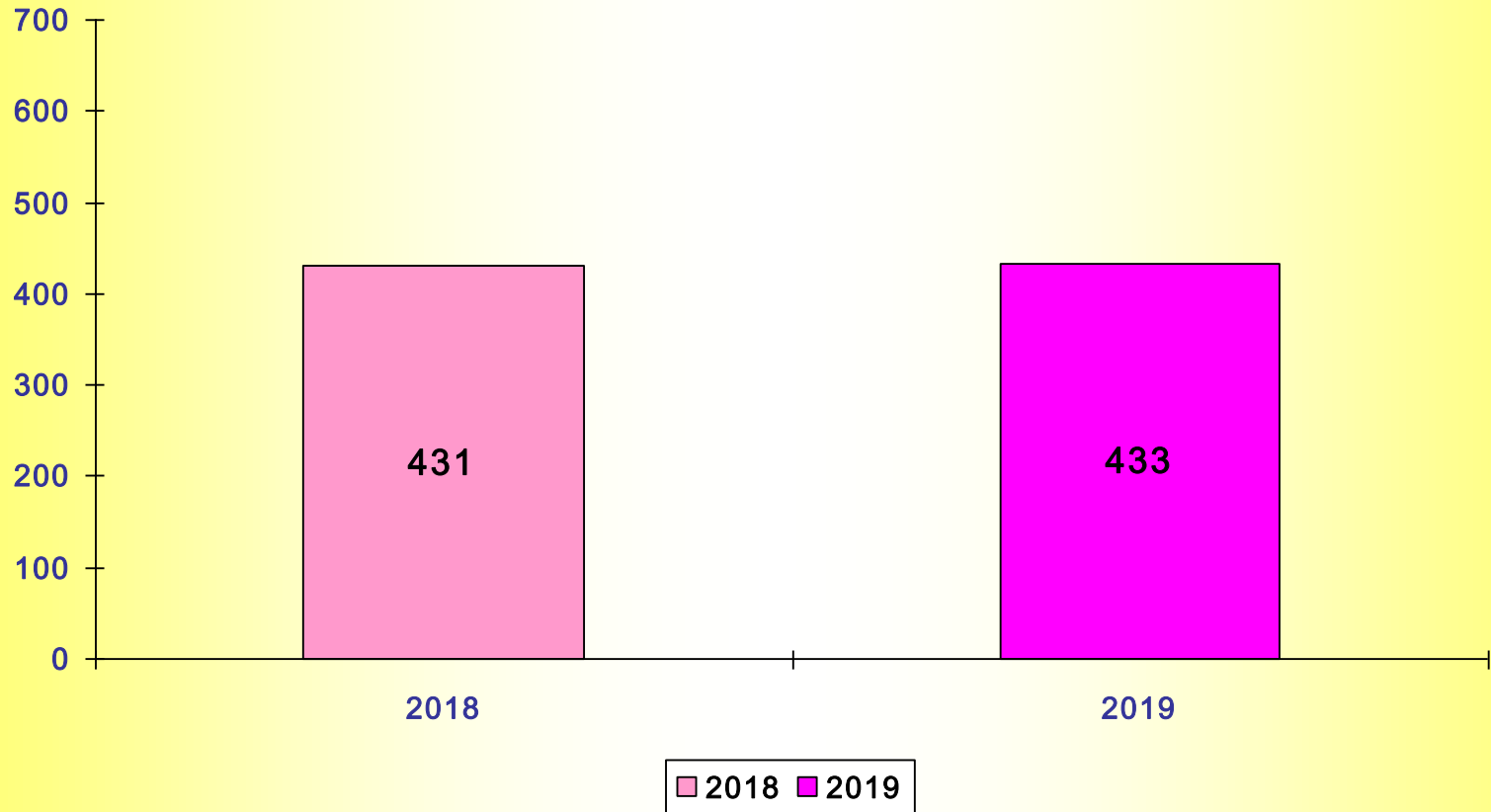


Source: The Federation of Thai Industries

2W Sales - Domestic (July – September 2019)

X 1,000 unit

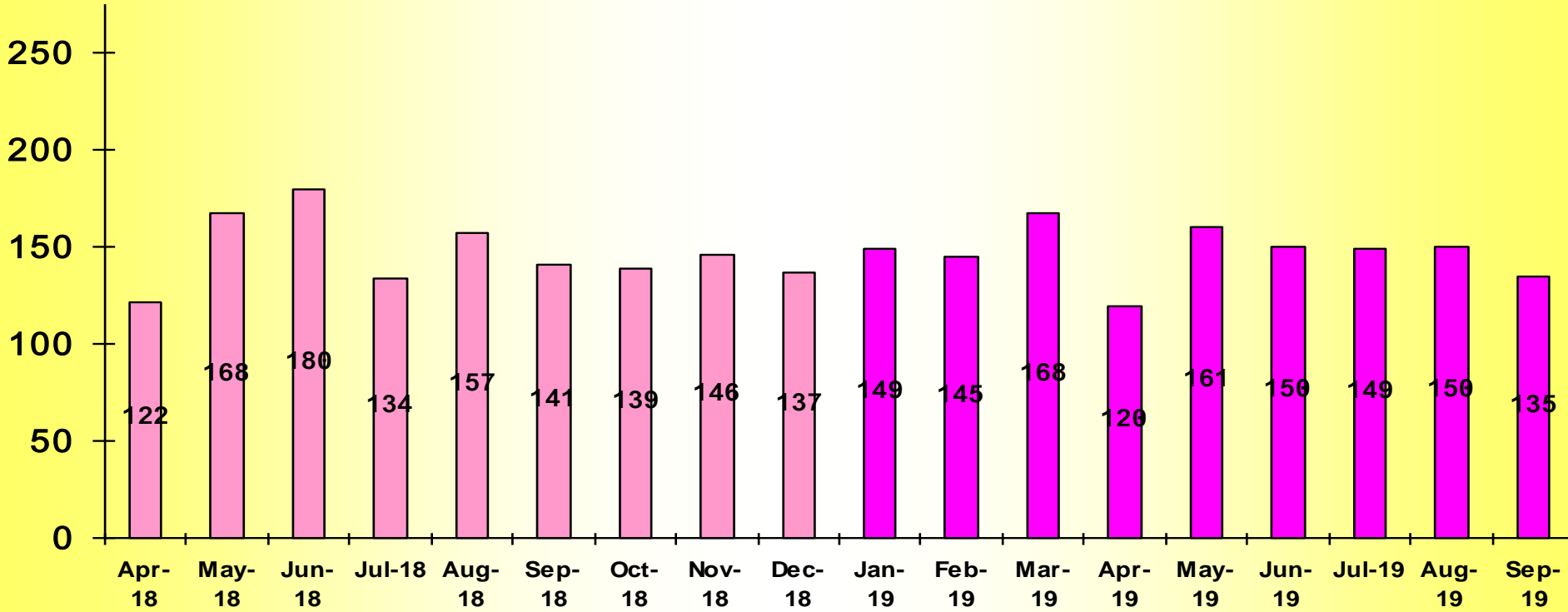
Compare with 2018
- 0.4%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2018 – September 2019

X 1,000 unit

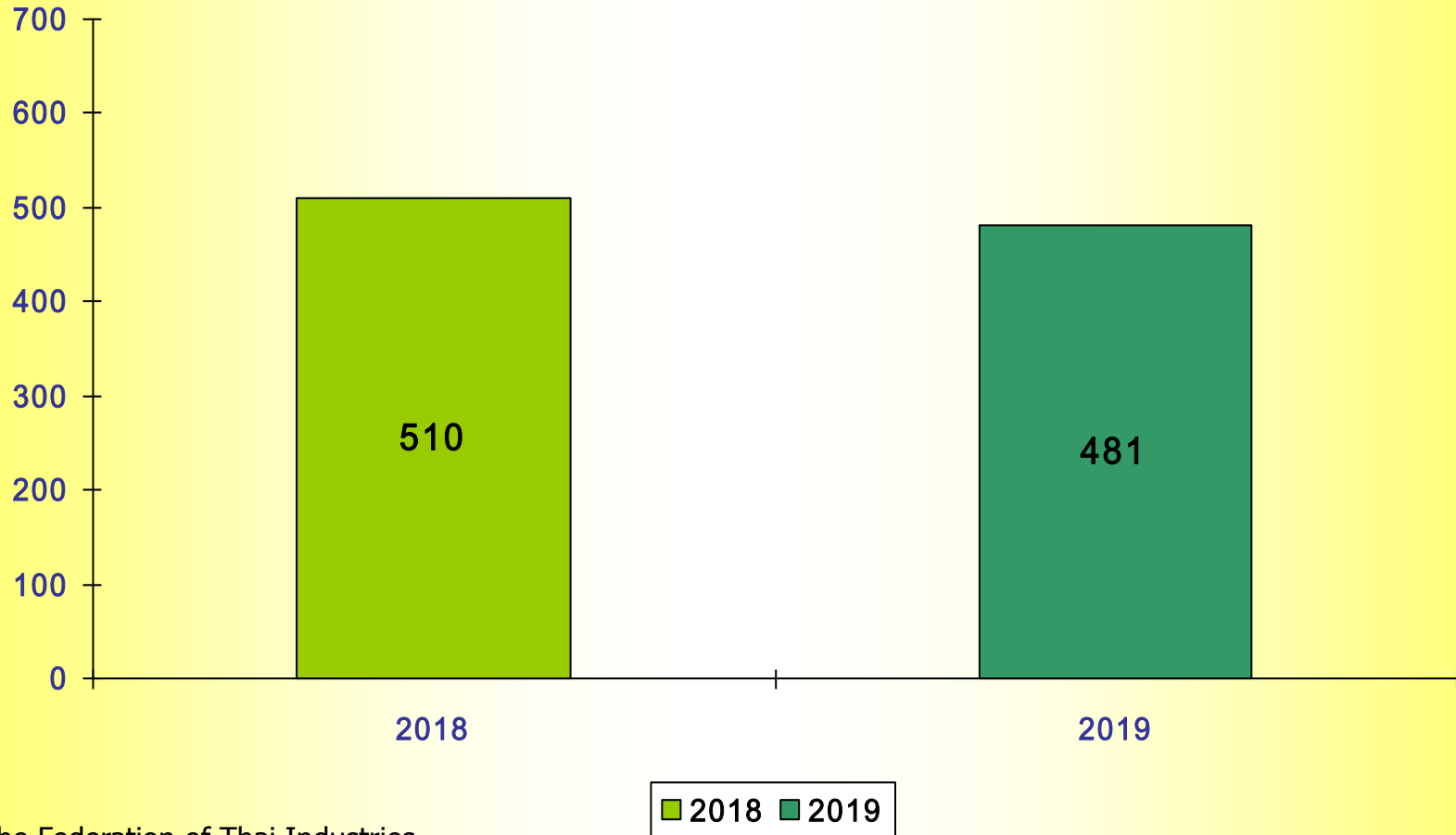


Source: The Federation of Thai Industries

2W Production (July – September 2019)

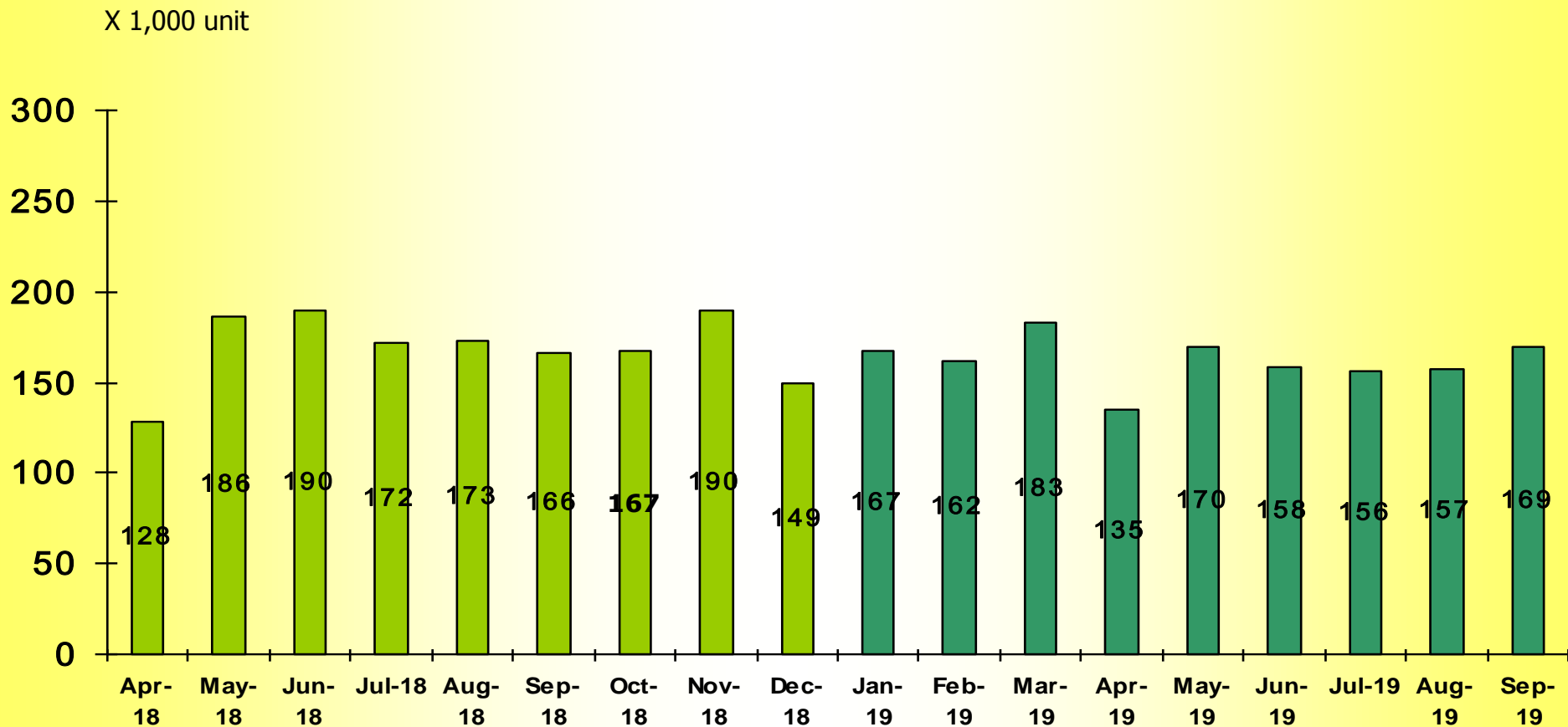
X 1,000 unit

Compare with 2018

- 6 %

Source: The Federation of Thai Industries

2W Production (By Month) April 2018 – September 2019



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	30 September 2019	31 March 2019	Change
	(M฿)	(M฿)	(%)
Current Assets	7,779.99	9,033.80	-13.88
Non Current Asset	11,592.53	10,220.70	13.42
Total Assets	19,372.51	19,254.50	0.61
Current Liabilities	2,661.25	2,883.11	-7.70
Non Current Liabilities	514.28	404.84	27.03
Total Liabilities	3,175.53	3,287.94	-3.42
Shareholders' Equity	16,196.98	15,966.56	1.44
Total Liabilities and Shareholders' Equity	19,372.51	19,254.50	0.61

Statement of Income

The Three Month Period

The Equity Method	30 September 2019	30 September 2018	Change
	(M฿)	(M฿)	(%)
Sales	4,086.56	3,586.25	13.95
Cost of sales	3,335.92	2,938.55	13.52
Gross Profit	750.65	647.70	15.89
Selling and Administrative expenses	243.49	233.52	4.27
Other Income	132.39	116.25	13.88
Share of profit from investments in associates	67.64	83.16	-18.66
Profit before income tax	707.18	613.58	15.25
Net profit for the period	599.48	504.69	18.78

The Six Month Period

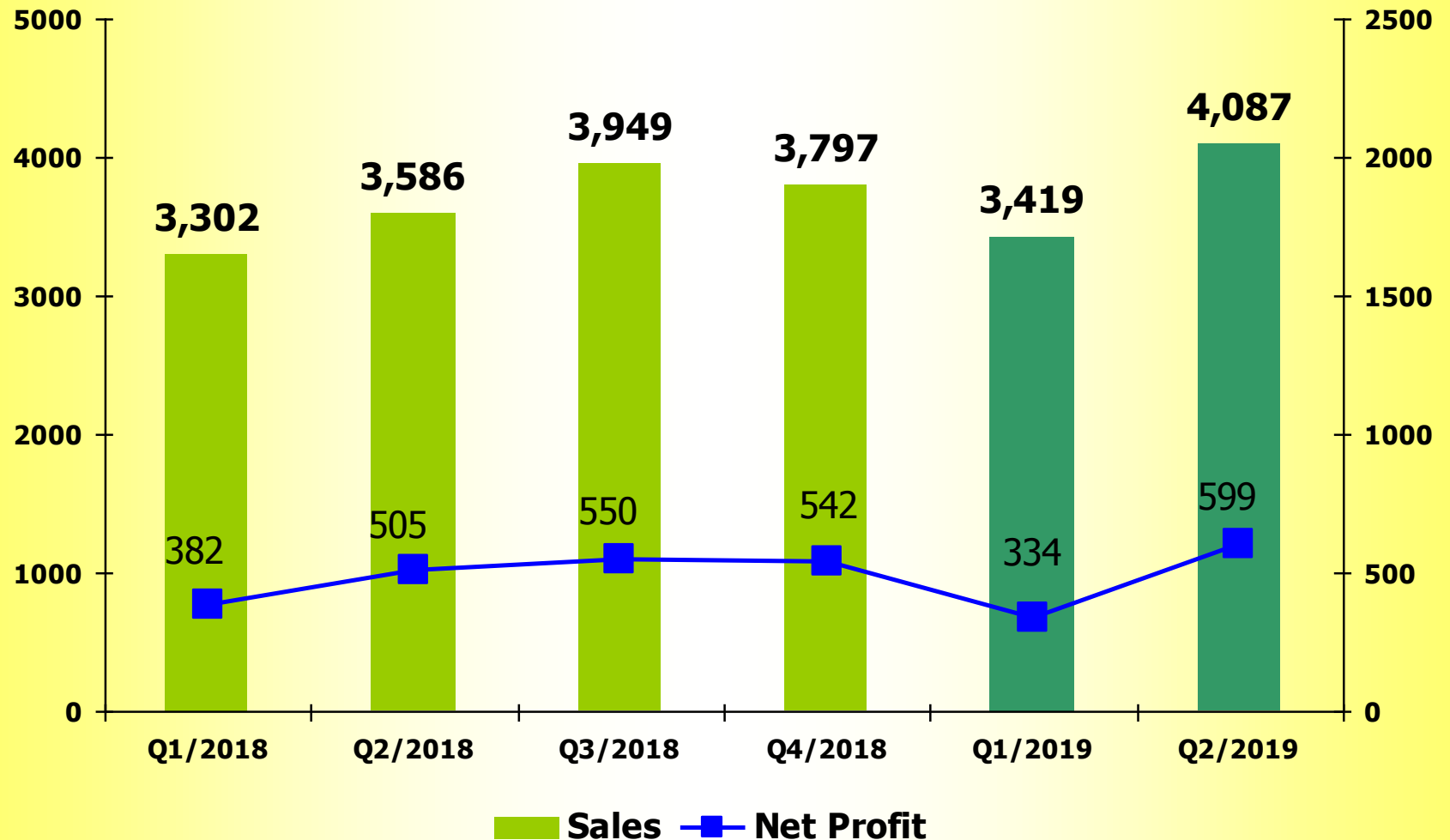
1st Half 20191st Half 2018

The Equity Method	30 September 2019	30 September 2018	Change
	MB)	MB)	%)
Sales	7,505.24	6,888.59	8.95
Cost of sales	6,228.90	5,664.78	9.96
Gross Profit	1,276.33	1,223.80	4.29
Selling and Administrative expenses	489.15	454.83	7.55
Other Income	186.16	164.18	13.39
Share of profit from investments in associates	147.12	154.72	- 4.91
Profit before income tax	1,120.47	1,087.86	3.00
Net profit for the period	933.53	886.67	5.28

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30 September 2019	30 September 2018
	(MB)	(MB)
Net Cash received from Operating Activities	1,095.17	1,249.10
Net Cash used in Investing Activities	(885.70)	(1,734.29)
Net Cash used in Financing Activities	(631.62)	(536.37)
Net increased (decreased) cash / Cash equivalents	(422.15)	(1,021.56)
Cash / Cash equivalents at beginning of the period	1,672.00	2,012.03
Effects of Exchange rate changes	(1.00)	0.20
Cash / Cash equivalents at end of the period	1,248.85	990.67

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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.

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For further questions, please contact :

Ms.Rattanaporn Boonwong : Investor Relations

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

Fax: 662-581-5397

E-mail : rattanaporn@stanley.co.th