

# WELCOME

## The 2019 Operation Result

Apichart Lee-issaranukul

May 15, 2020

**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

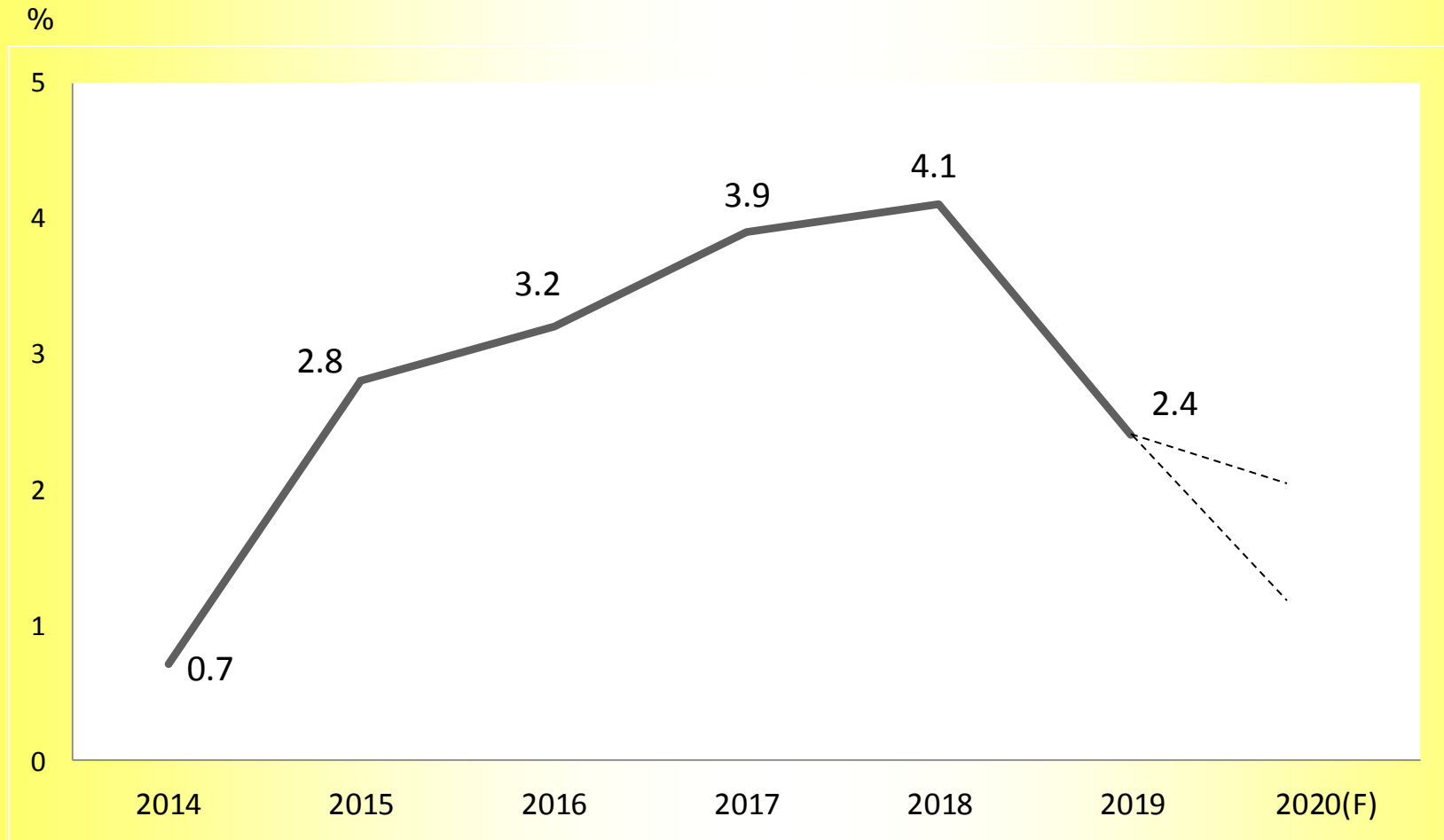
# Agenda

**1. Business Report 2019**

**2. The Fiscal Year 2019 Financial Statement**

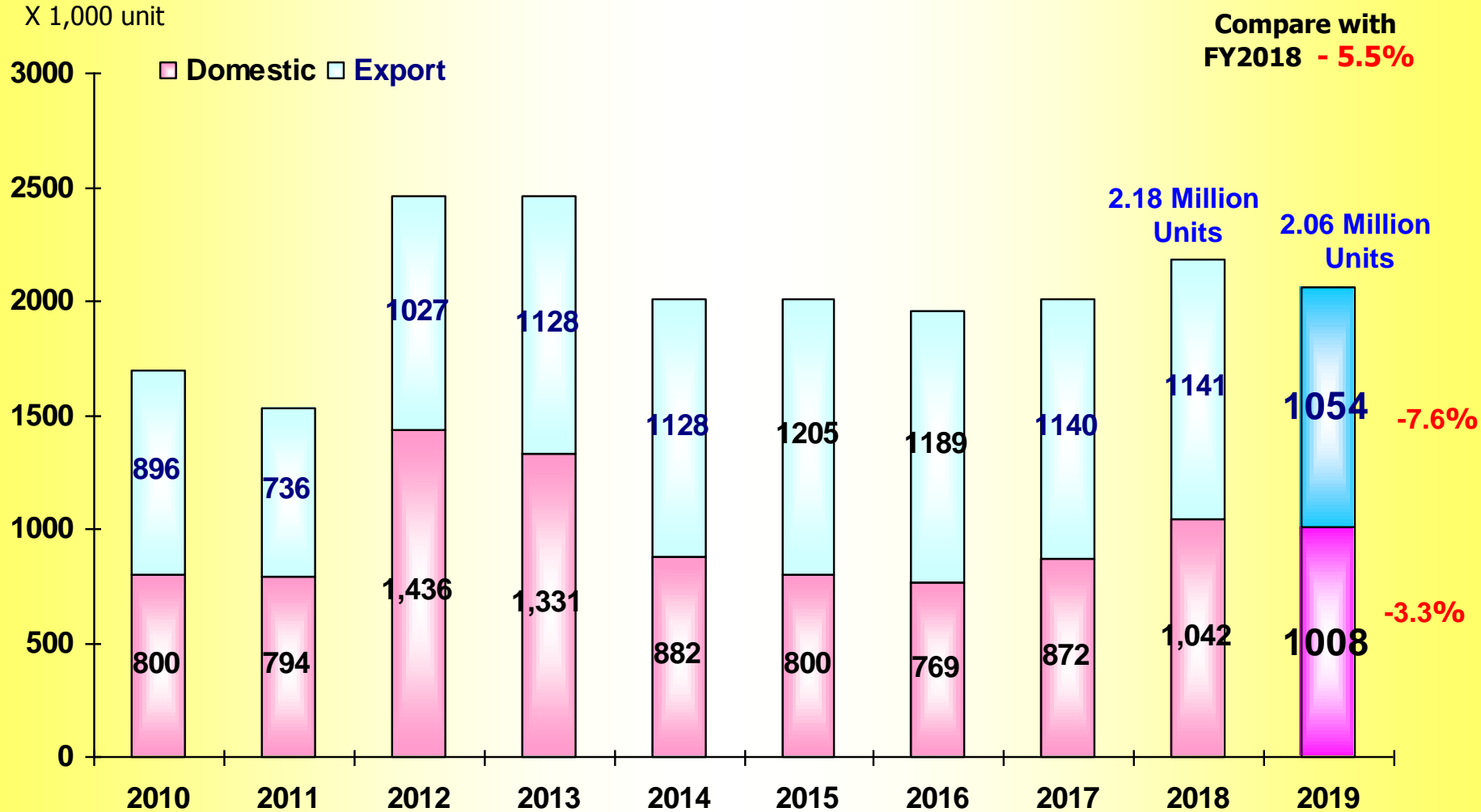
**3. New Product Q4/2019 (January – March 2020)**

## GDP Growth 2014 – 2020



Source: Ministry of Finance

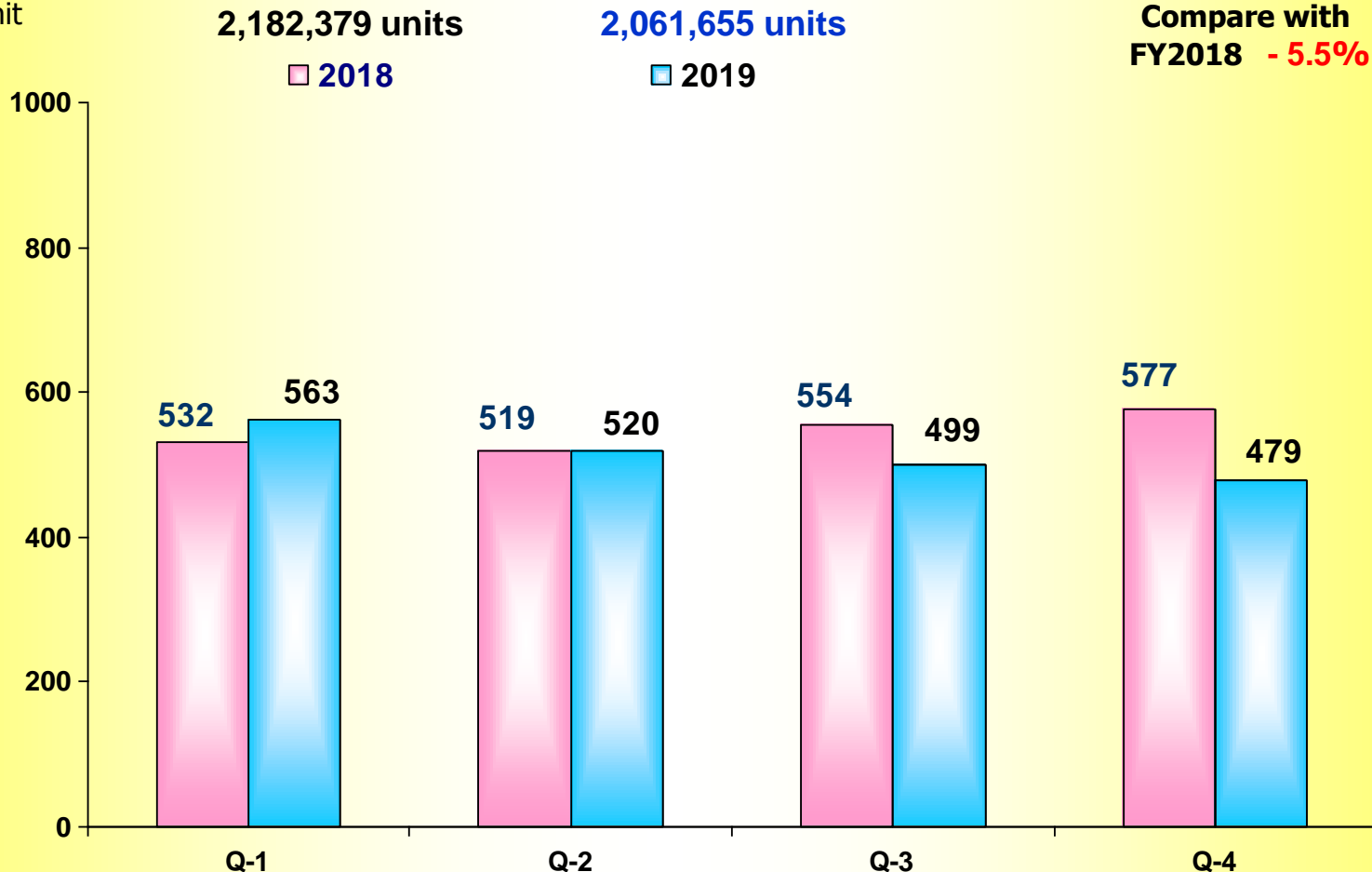
## 4W Market Sale (Domestic & Export) 2010 – 2019 (January – December)



Source: The Federation of Thai Industries

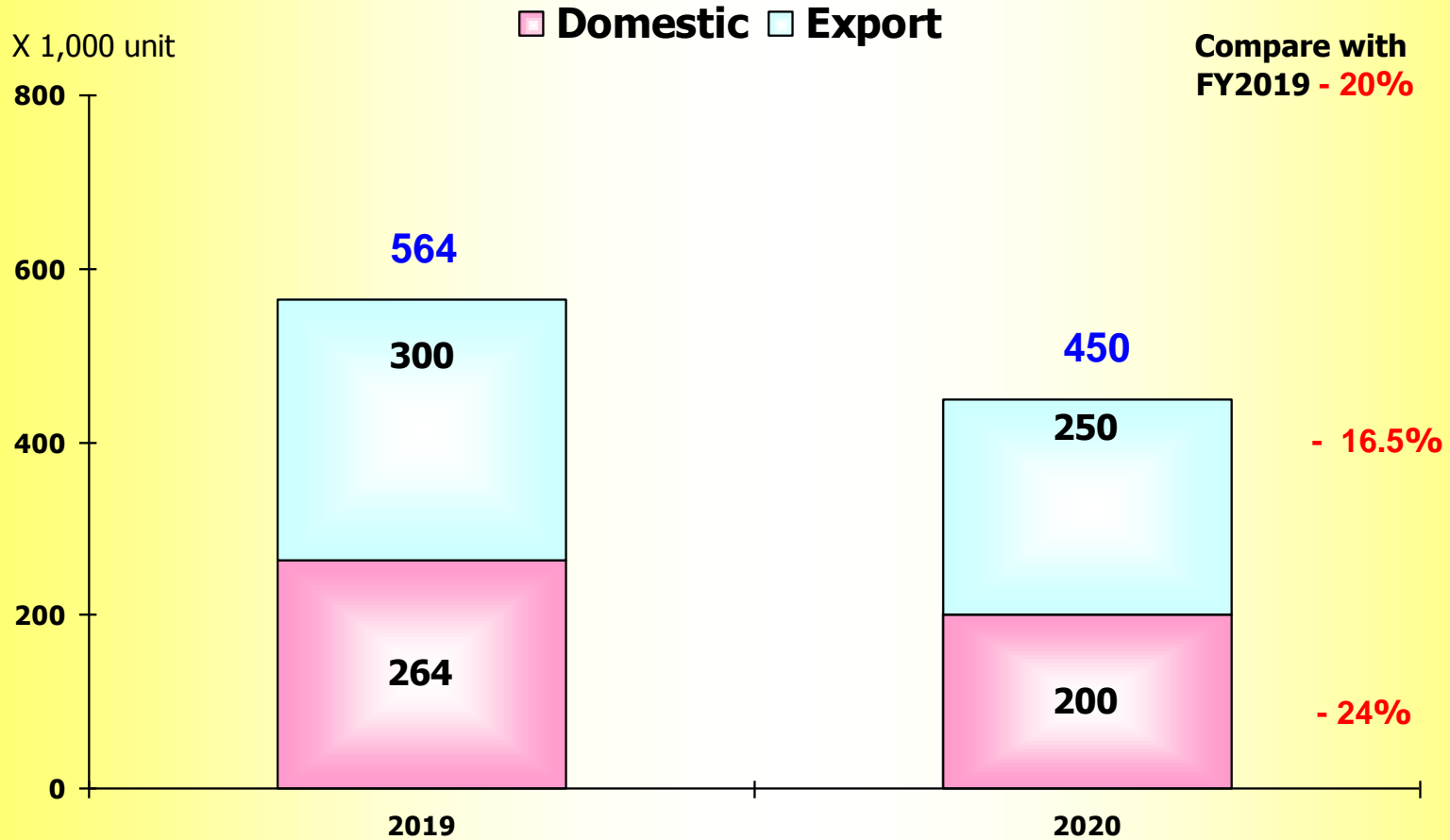
## 4W Market Sales (Domestic & Export) 2018 - 2019 by Quarterly (January – December)

X 1000 unit



Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) 2020 (January – March)



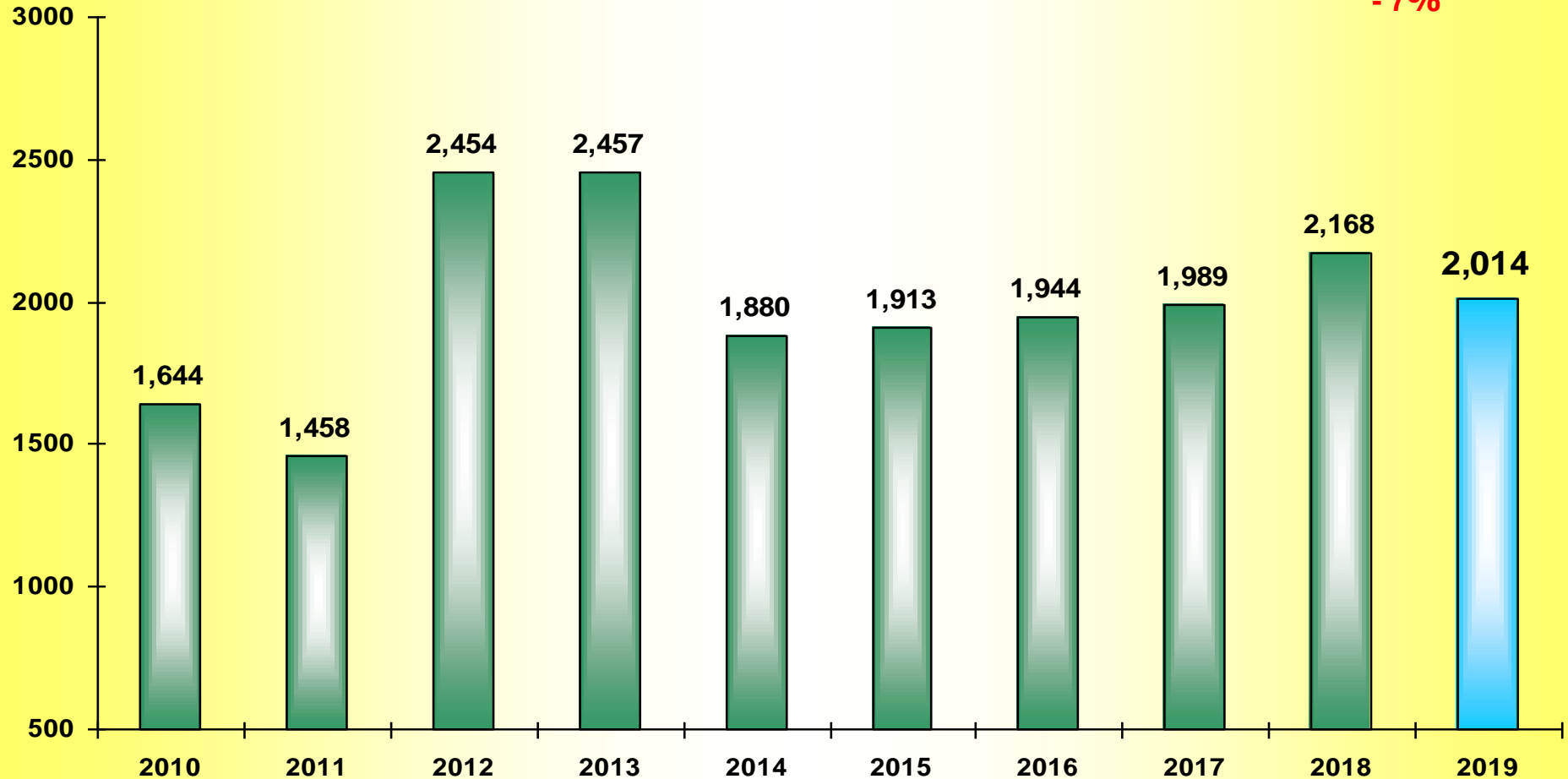
Source: The Federation of Thai Industries

## 4W Productions 2010 – 2019 (January – December)

X 1,000 unit

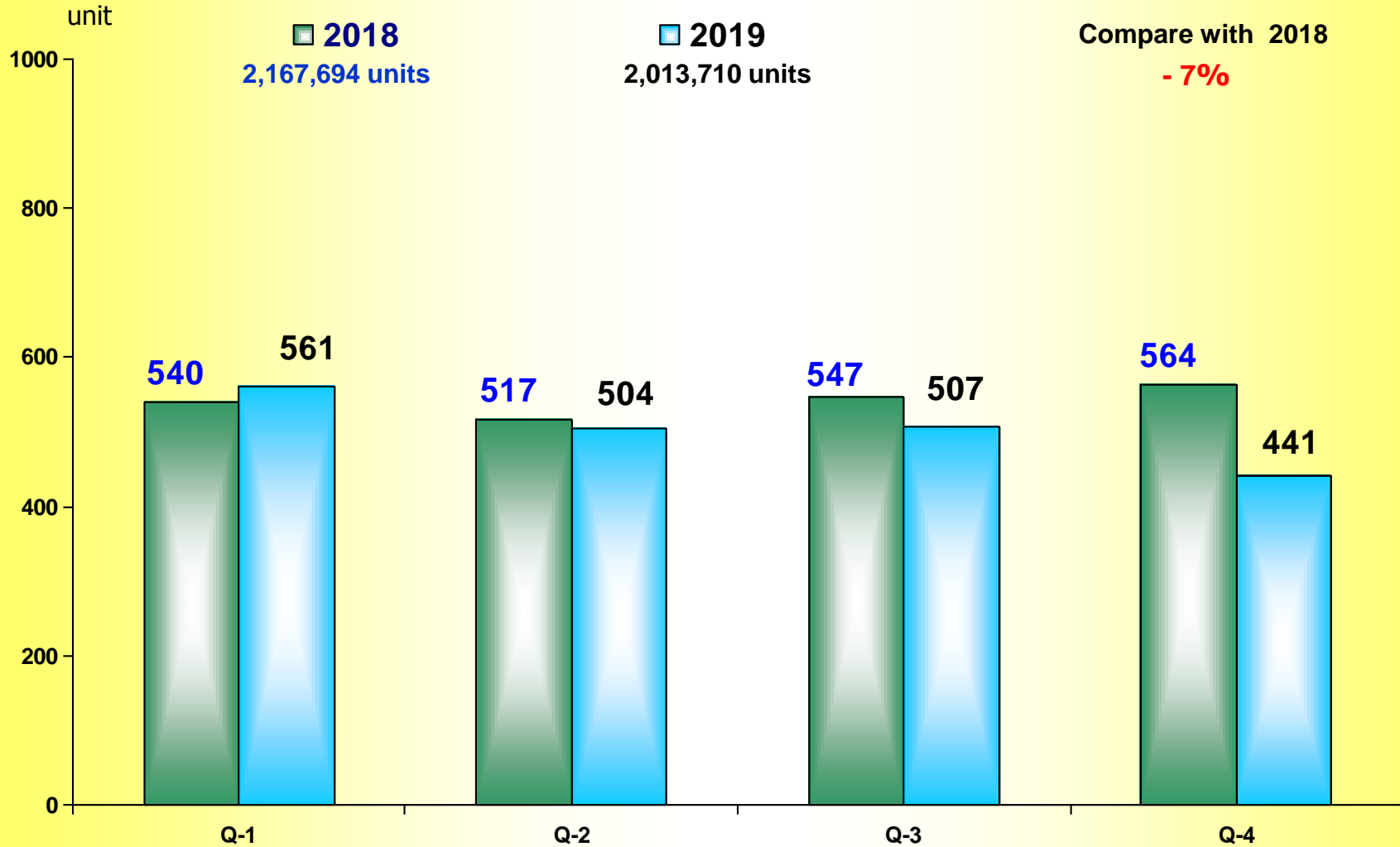
Compare with 2018

- 7%



Source: The Federation of Thai Industries

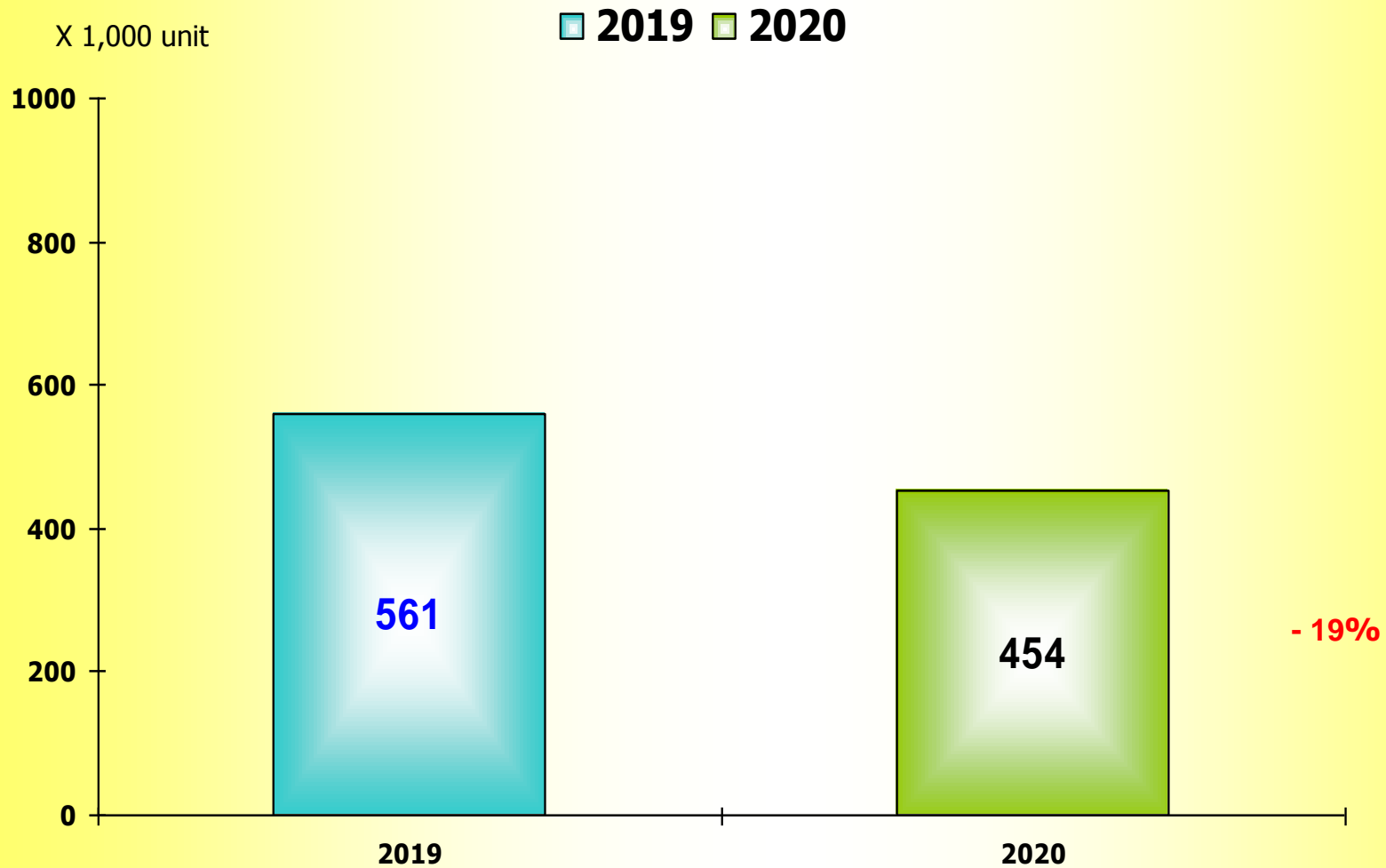
# 4W Production 2018 - 2019 by Quarterly (January - December)



Source: The Federation of Thai Industries

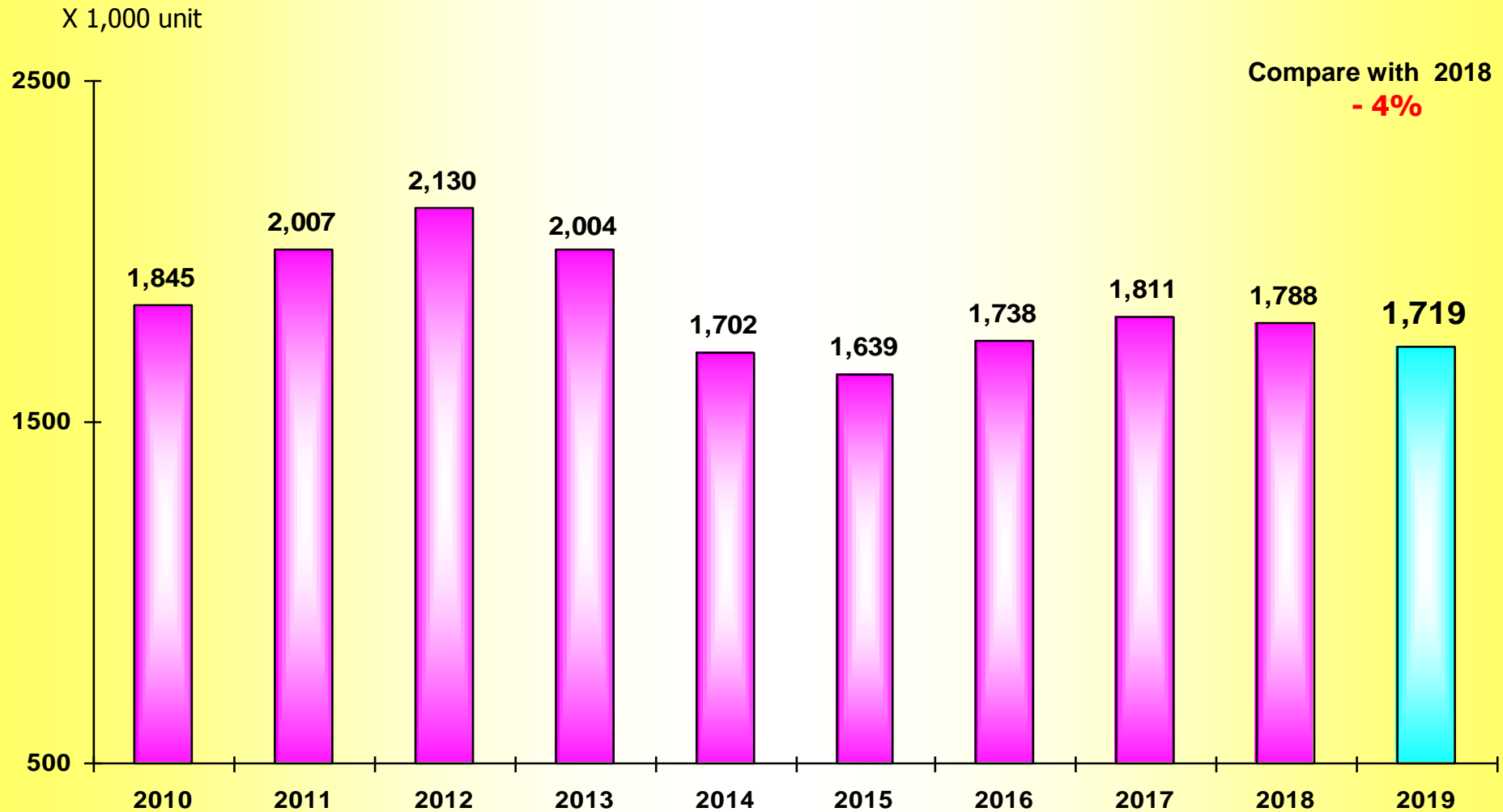


### 4W Productions 2020 (January – March)



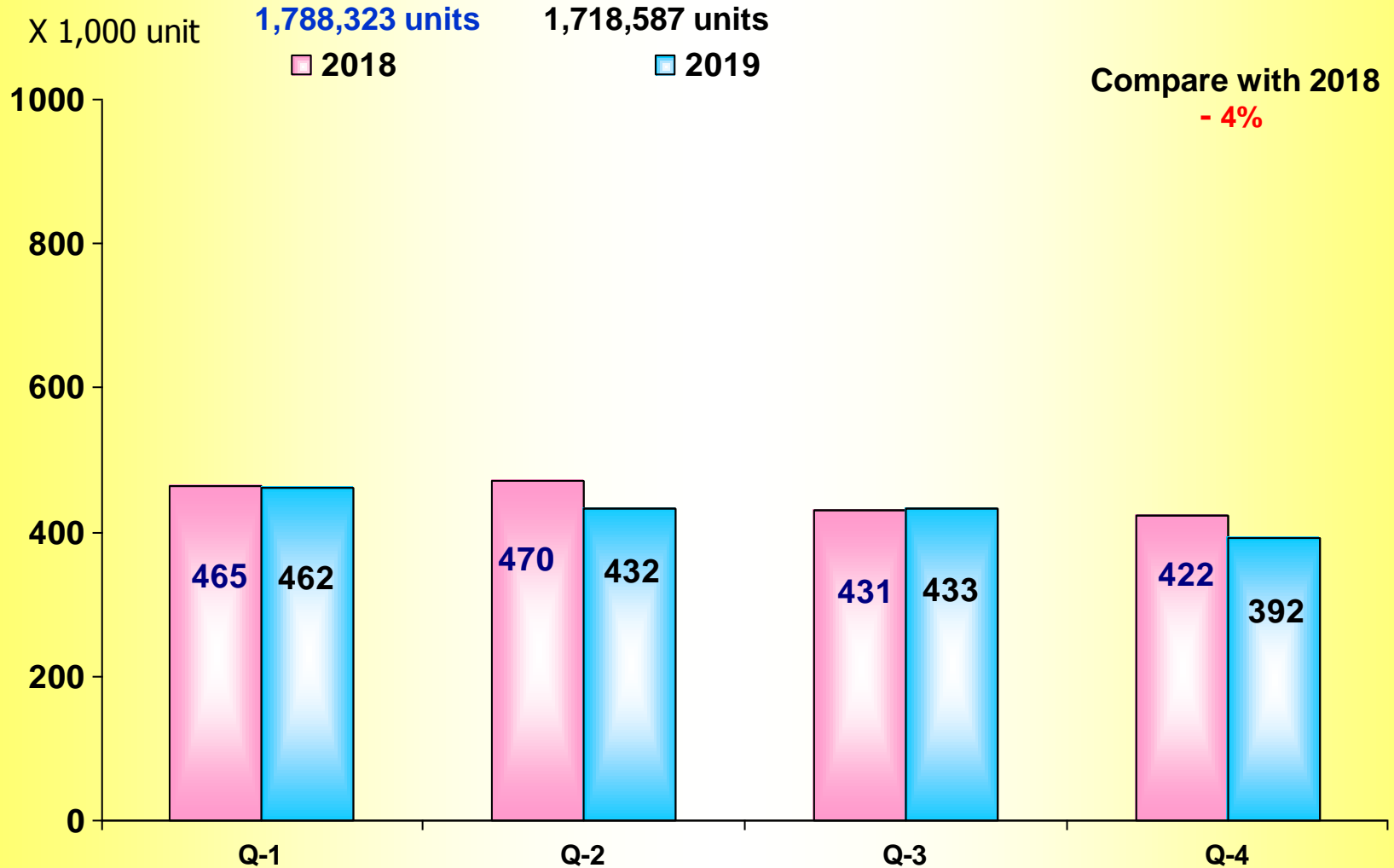
Source: The Federation of Thai Industries

## 2W Market Sale (2010 – 2019 January - December)



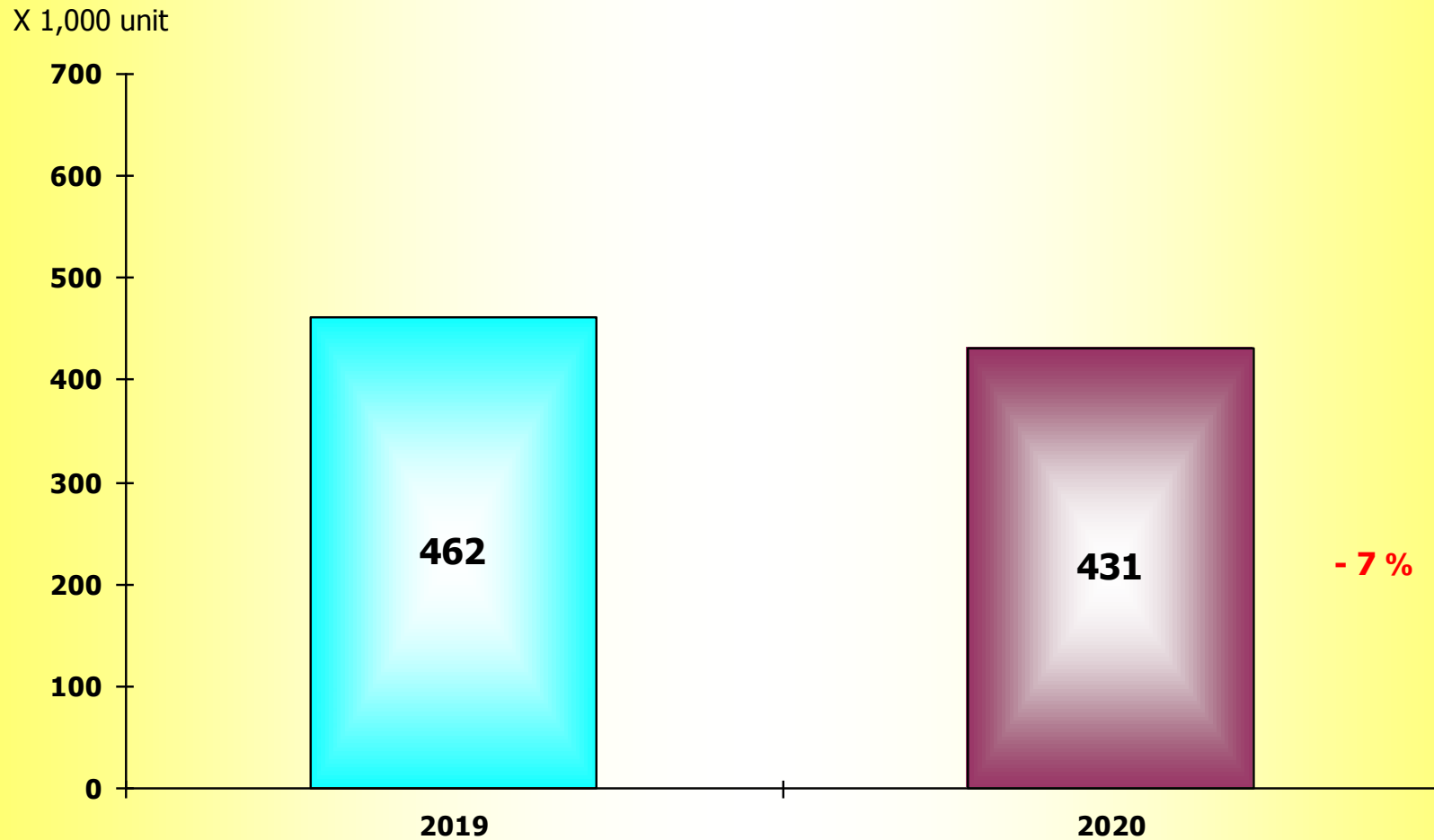
Source: The Federation of Thai Industries

## 2W Market Sales 2018 - 2019 by Quarterly (January – December)



Source: The Federation of Thai Industries

## 2W Market Sales 2020 - Domestic (January - March)

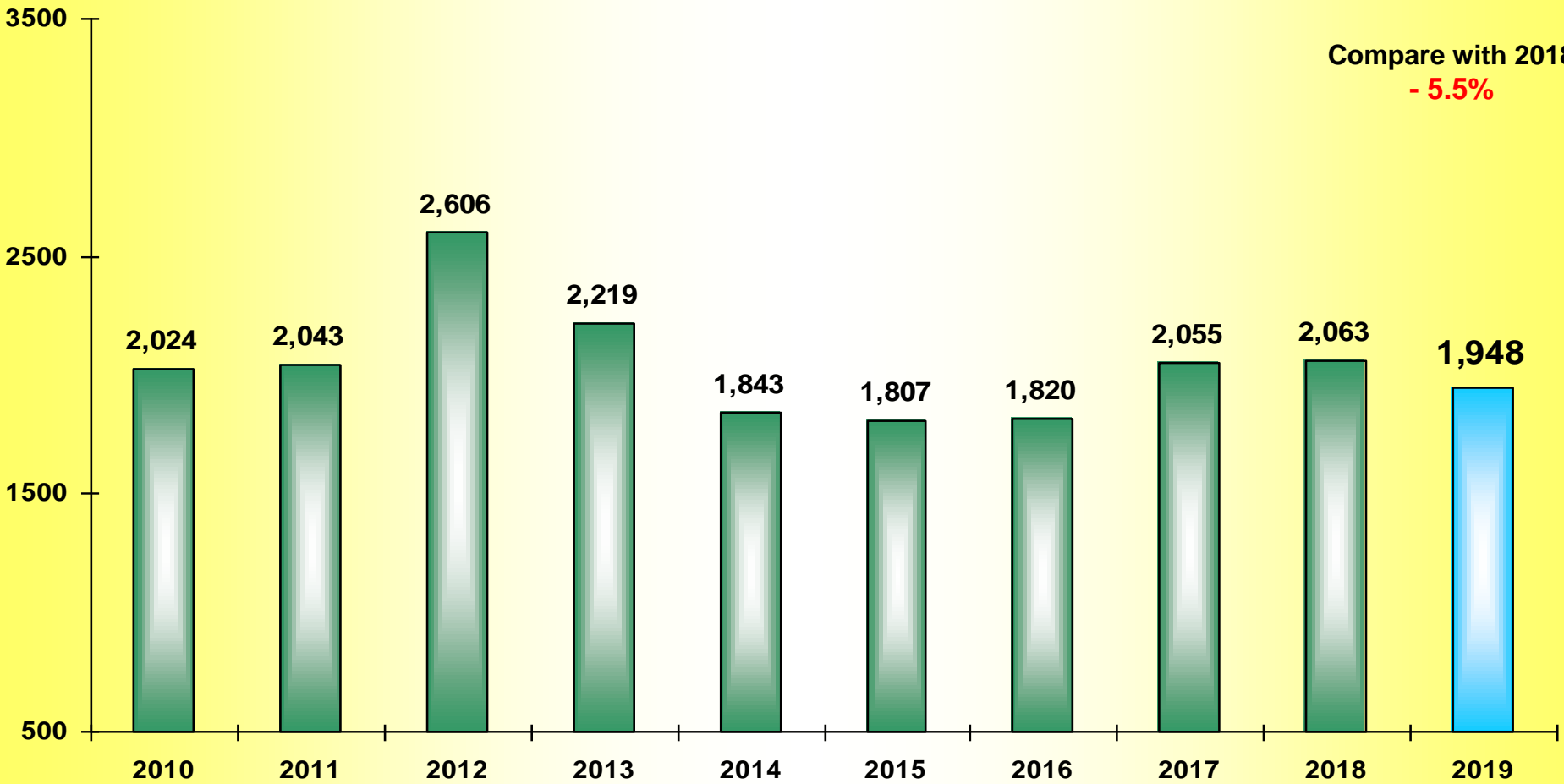


Source: The Federation of Thai Industries

## 2W Productions 2010 – 2019 (January – December)

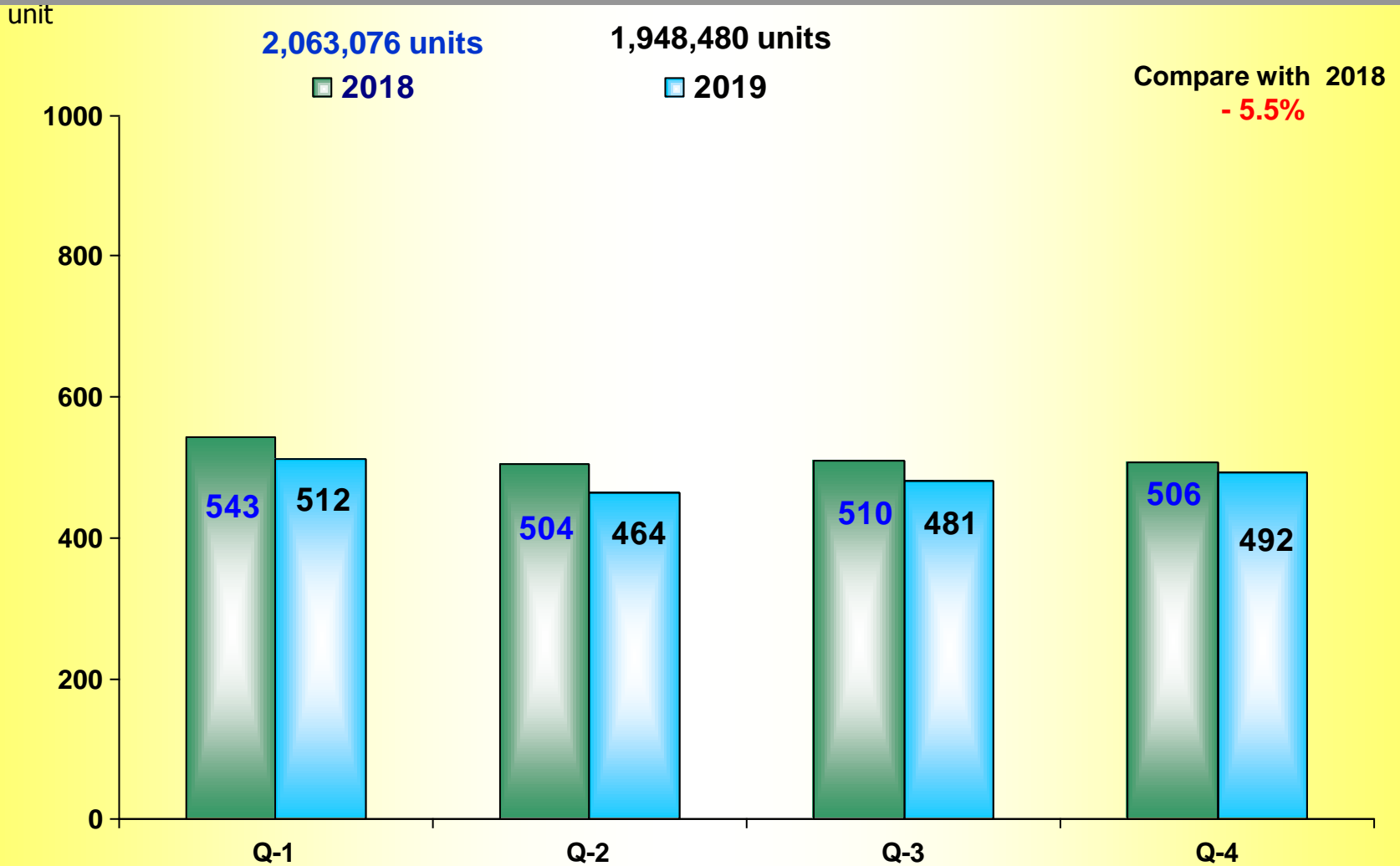
X 1,000 unit

Compare with 2018  
**- 5.5%**



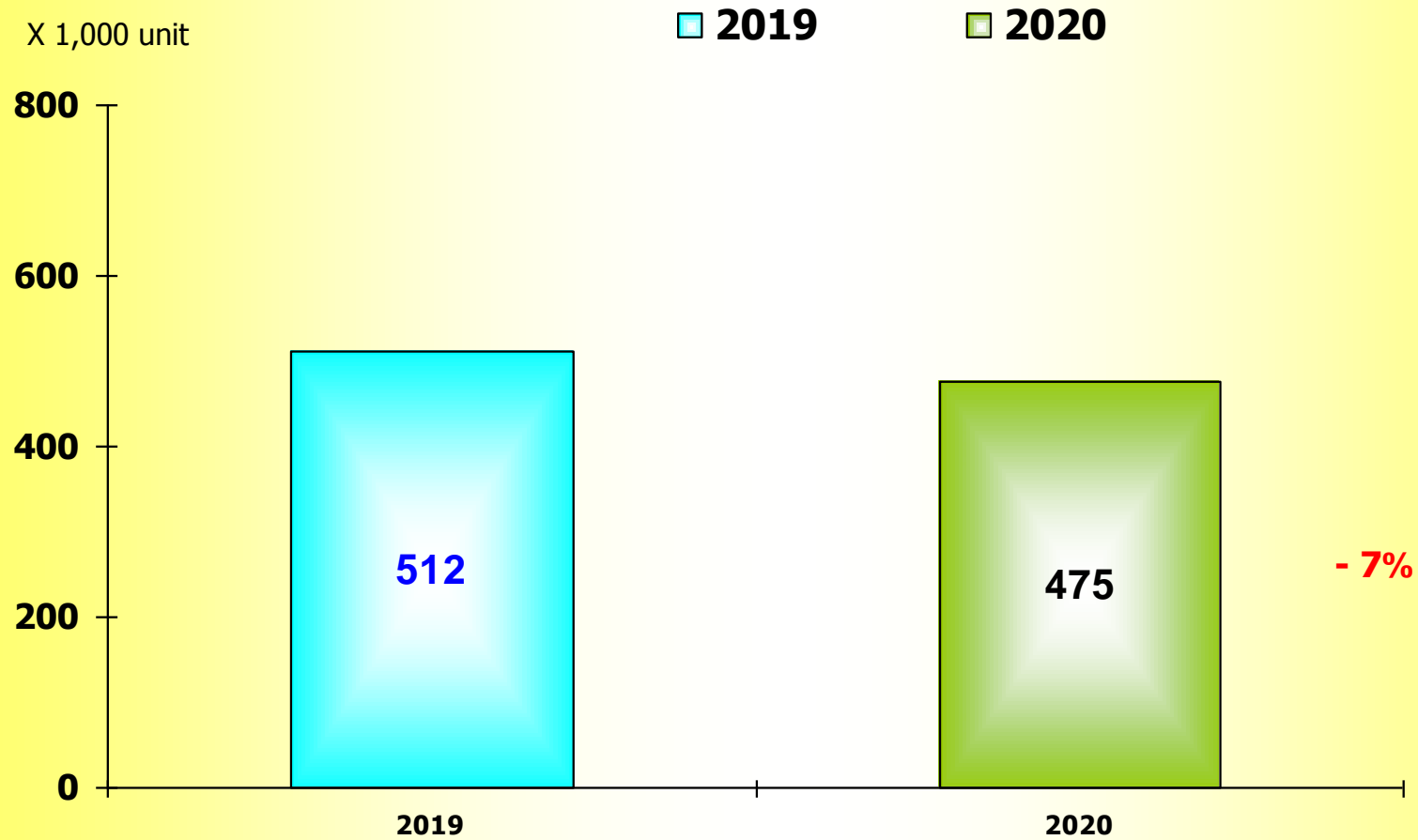
Source: The Federation of Thai Industries

## 2W Production 2018 - 2019 by Quarterly (January - December)



Source: The Federation of Thai Industries

## 2W Productions 2020 (January – March)

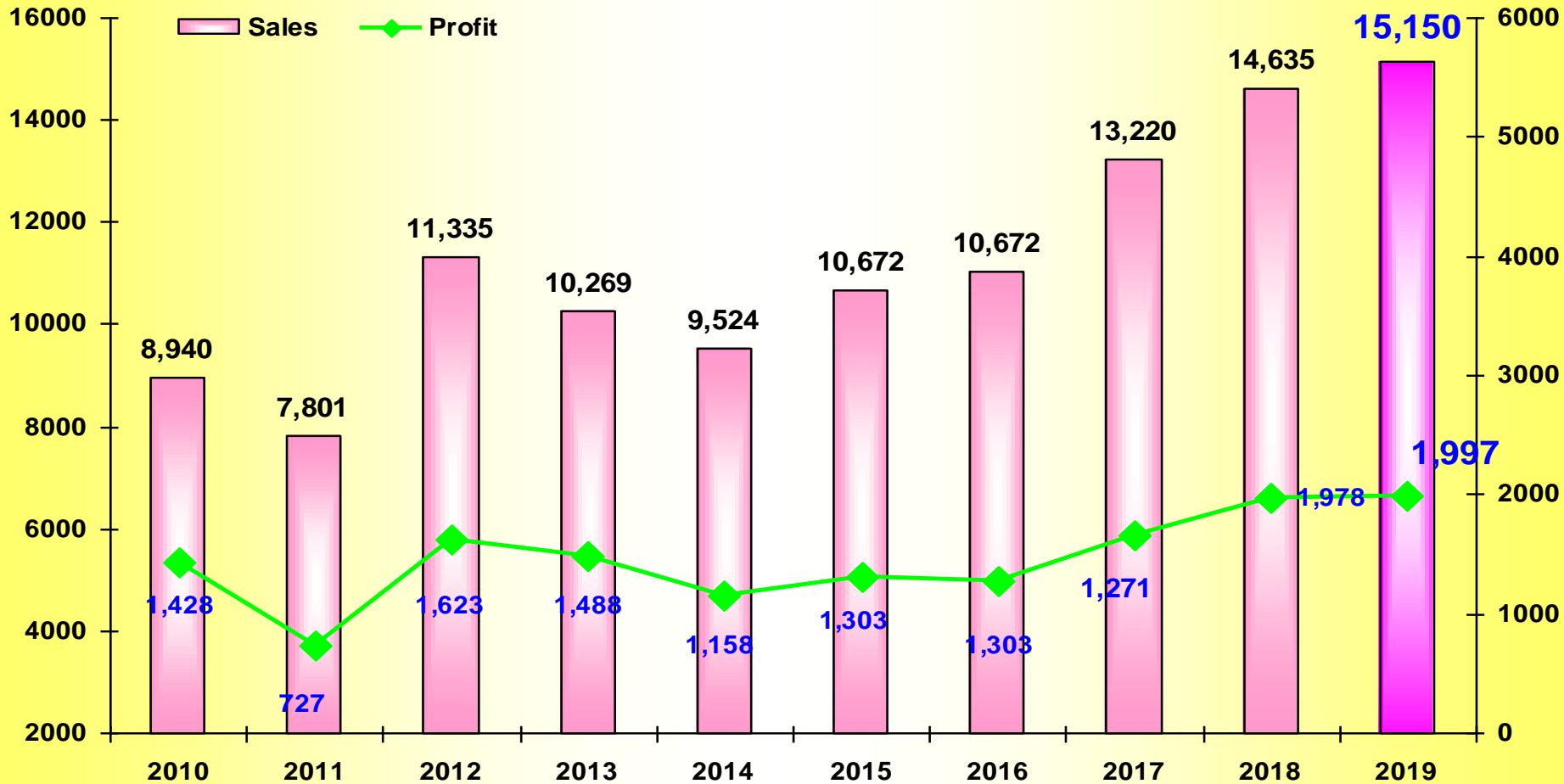


Source: The Federation of Thai Industries

# THS Business Result (FY2010 – FY2019) (Sales & Net Profit)



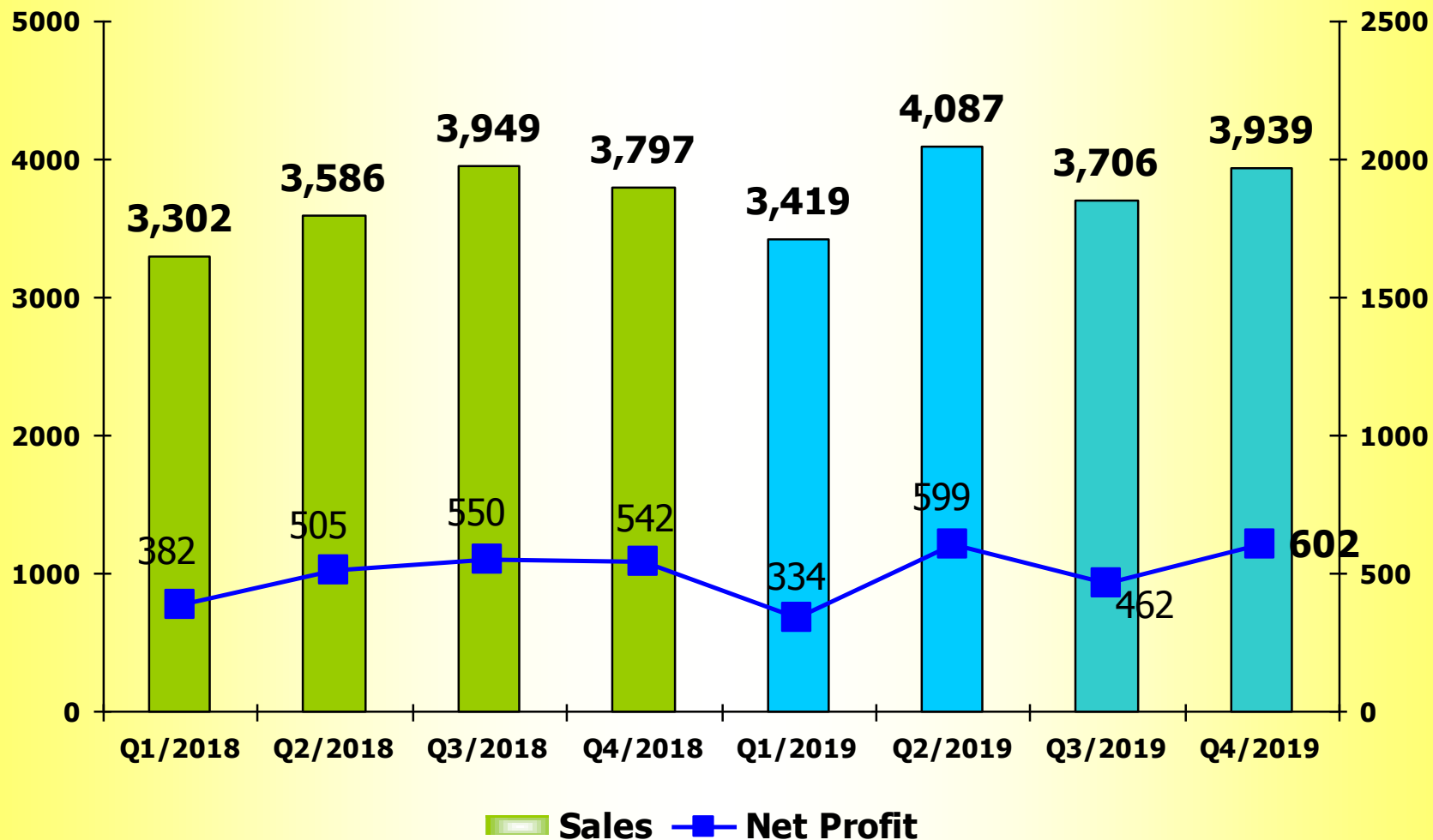
Compare with FY2018 Sale **+ 3.5 %**  
Profit **+1.0%**





## Analysis by Quarterly

Unit : MB



## Operating Income

Unit: Million baht

	Fiscal year 2019 (Apr 2019-Mar 2020)		Fiscal year 2018 (Apr 2018 -Mar 2019)		Change (%)
	Amount	ratio	Amount	Ratio	
<b>Auto bulb</b>	450.01	2.97%	593.11	4.05%	-24.13%
<b>Automotive lamp</b>	13,897.49	91.73%	13,778.34	94.15%	+0.86%
<b>Die &amp; mold &amp; Design</b>	802.58	5.30%	263.17	1.80%	+204.97%
<b>Total</b>	<b>15,150.08</b>	<b>100%</b>	<b>14,634.62</b>	<b>100%</b>	<b>+3.52%</b>

## Capital expenditures

Unit: Million baht

	<b>Fiscal year 2019 (Apr 2019 - Mar 2020)</b>	<b>Fiscal year 2018 (Apr 2018 - Mar 2019)</b>	<b>Change</b>
	amount	amount	
<b>Land</b>	18.14	127.80	-85.81%
<b>Buildings</b>	1,355.23	817.28	+65.82%
<b>Machines &amp; Equipment</b>	1,482.26	1,829.19	-18.97%
<b>Molds &amp; Tools</b>	146.26	377.57	-61.26%
<b>Others</b>	12.27	6.96	+76.29%
<b>Total</b>	<b>3,014.16</b>	<b>3,158.80</b>	<b>-4.58%</b>

# Employment

Unit: Person

	<b>Fiscal year 2019 (Apr 2019 - Mar 2020)</b>	<b>Fiscal year 2018 (Apr 2018 - Mar 2019)</b>	<b>Change</b>
<b>Local employee (male)</b>	1,668	1,711	-43
<b>Local employee (female)</b>	1,392	1,460	-68
<b>Japanese staff</b>	24	25	-1
<b>Total</b>	<b>3,084</b>	<b>3,196</b>	<b>-112</b>

## Award from Government

- 1. The Best Performance Company of Safety , Occupational Health and Workplace Environment as of year 2019 From Department of Labor Protection and Welfare for 16 consecutive years ( August 2019)**
- 2. An Outstanding Establishment for Labor Relations Welfare Award as of year 2019 From Ministry of Labor for 14 consecutive years (August 2019 )**



## Award from Customers

- 1. 95 Ki Environment Award** From Thai Honda Manufacturing Co.,Ltd. (June 2019)
- 2. 2019 Nissan Supplier Quality Award and ASEAN Regional Quality Award** From Nissan Motor Co.,Ltd. (July 2019)
- 3. 2019 TCC HRD Award** From Toyota Daihatsu Engineering & Manufacturing Co., Ltd (December 2019)



**Award from Customers**

- 4. Green Procurement Awards 2019 From SIAM KUBOTA Corporation Co., Ltd (December 2019)**
- 5. SKC QCD Award 2019 From SIAM KUBOTA Corporation Co., Ltd (December 2019)**



# Agenda

**1. Business Report 2019**

**2. The Fiscal Year 2019 Financial Statement**

**3. New Product Q4/2019 (January – March 2020)**



# Statements of Financial Position



The Equity Method	31 March 2020 (MB)	31 March 2019 (MB)	Change (%)
Current Assets	7,990.14	9,033.80	(11.55 %)
Total Assets	20,369.93	19,254.50	5.79 %
Current Liabilities	2,469.90	2,883.11	(14.33 %)
Total Liabilities	3,048.11	3,287.94	(7.29 %)
Shareholders' Equity	17,321.82	15,966.56	8.49 %
Total Liabilities and Shareholders' Equity	20,369.93	19,254.50	5.79 %

# Statements of Income



The Equity Method

31 March 2020 31 March 2019  
(MB) (MB)

Change  
(%)

	31 March 2020 (MB)	31 March 2019 (MB)	Change (%)
Sales	15,150.09	14,634.62	3.52 %
Cost of sales	12,339.31	11,864.53	4.00 %
Gross Profit	2,810.78	2,770.09	1.47 %
Selling and Administrative expenses	947.58	927.80	2.13 %
Other Income	263.73	272.45	(3.20 %)
Share of profit from investments in associates	318.84	316.18	0.84 %
Profit before income tax	2,445.76	2,430.92	0.61 %
Net profit for the year	1,997.50	1,977.76	1.00 %

# Statements of Cash Flows



## The Equity Method

March 31, 2020      March 31, 2019

Unit : MB

Net Cash received from Operating Activities	3,075.06	2,503.77
Net Cash used in Investing Activities	(939.67)	(2,308.22)
Net Cash used in Financing Activities	(631.62)	(536.37)
Net decrease cash and Cash equivalents	1,504.07	(340.83)
Cash / Cash equivalents at beginning of the year	1,672.00	2,012.03
Effects of Exchange rate changes	1.37	0.79
Cash / Cash equivalents at end of the year	3,177.44	1,672.00

# Agenda

**1. Business Report 2019**

**2. The Fiscal Year 2019 Financial Statement**

**3. New Product Q4/2019 (January – March 2020)**



**Head Combination  
Lamp**



**Tail 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.**

**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)**