

WELCOME

The 2020 Operation Result

Apichart Lee-issaranukul

May 14, 2021

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

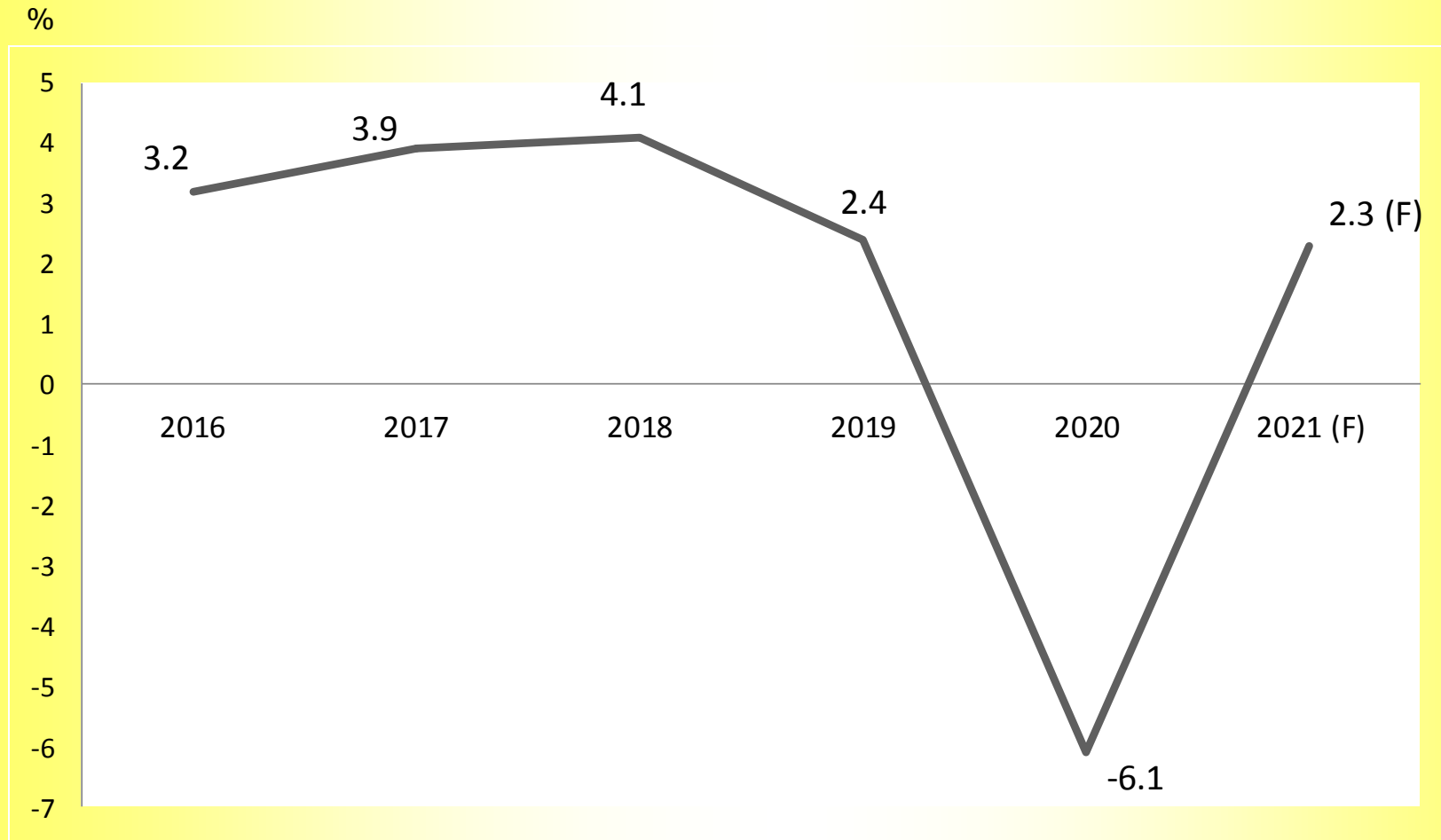
Agenda

1. Business Report 2020

2. The Fiscal Year 2020 Financial Statement

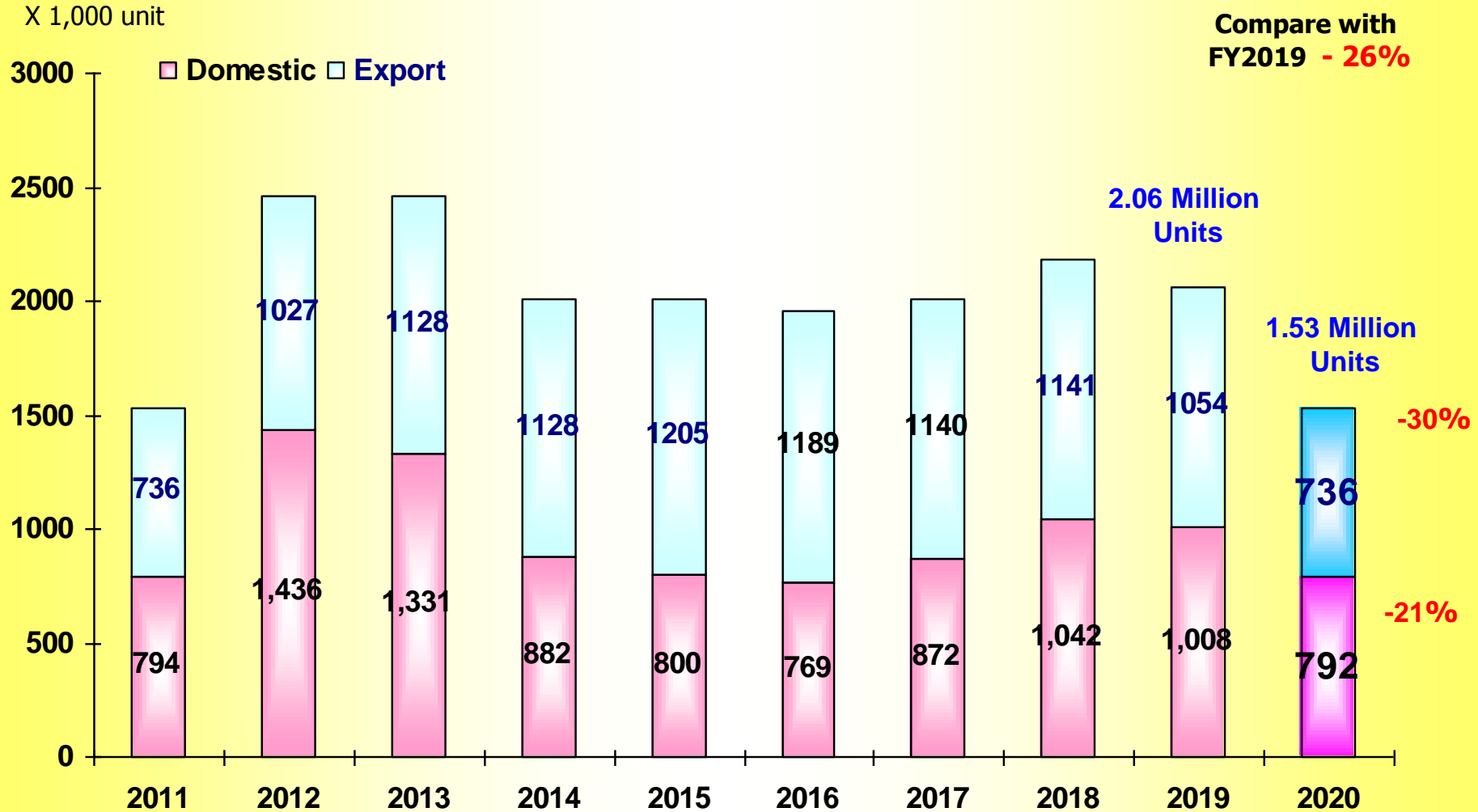
3. New Product Q4/2020 (January – March 2021)

GDP Growth 2016 – 2021 (F)



Source: Ministry of Finance

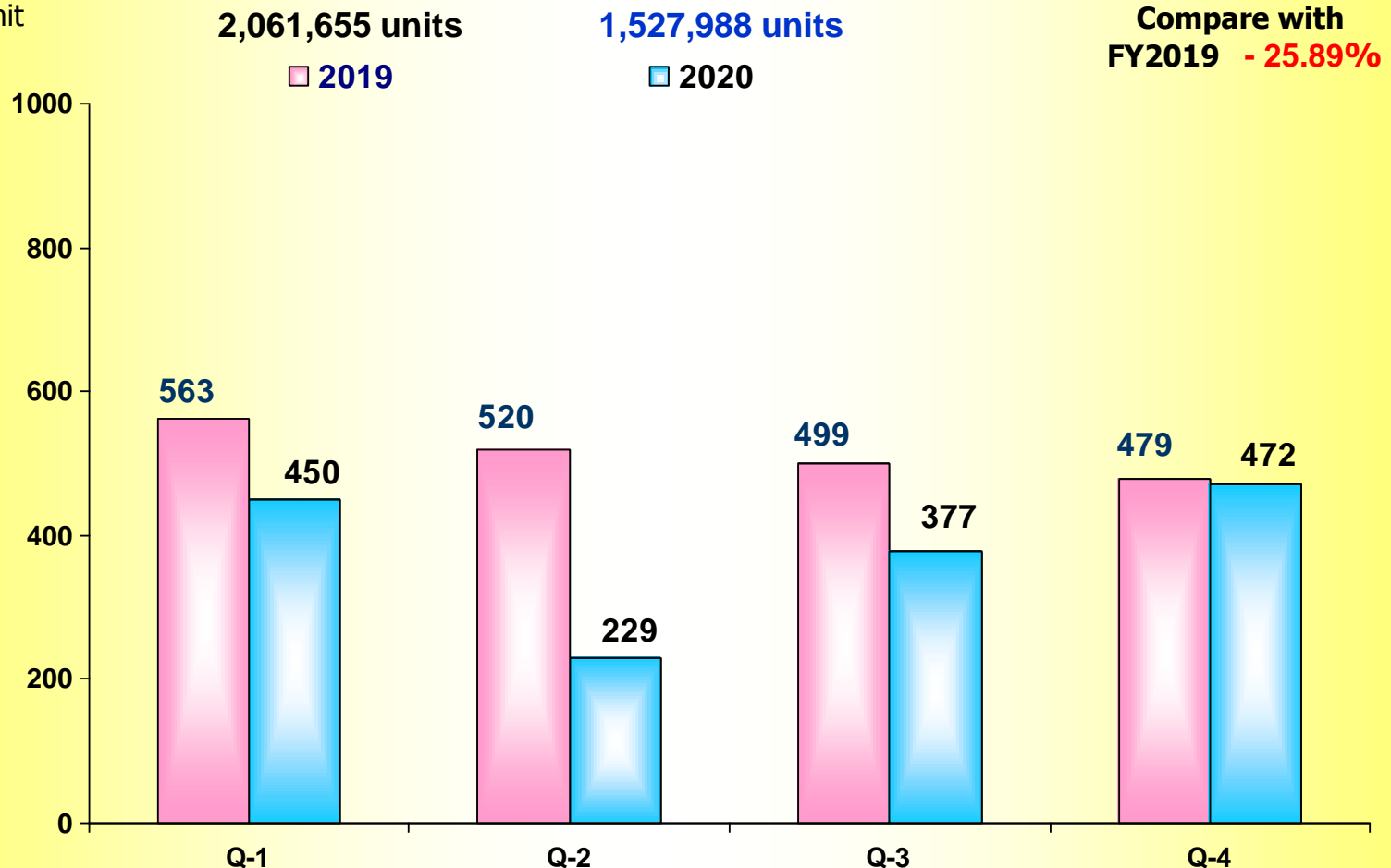
4W Market Sale (Domestic & Export) 2011 – 2020 (January – December)



Source: The Federation of Thai Industries

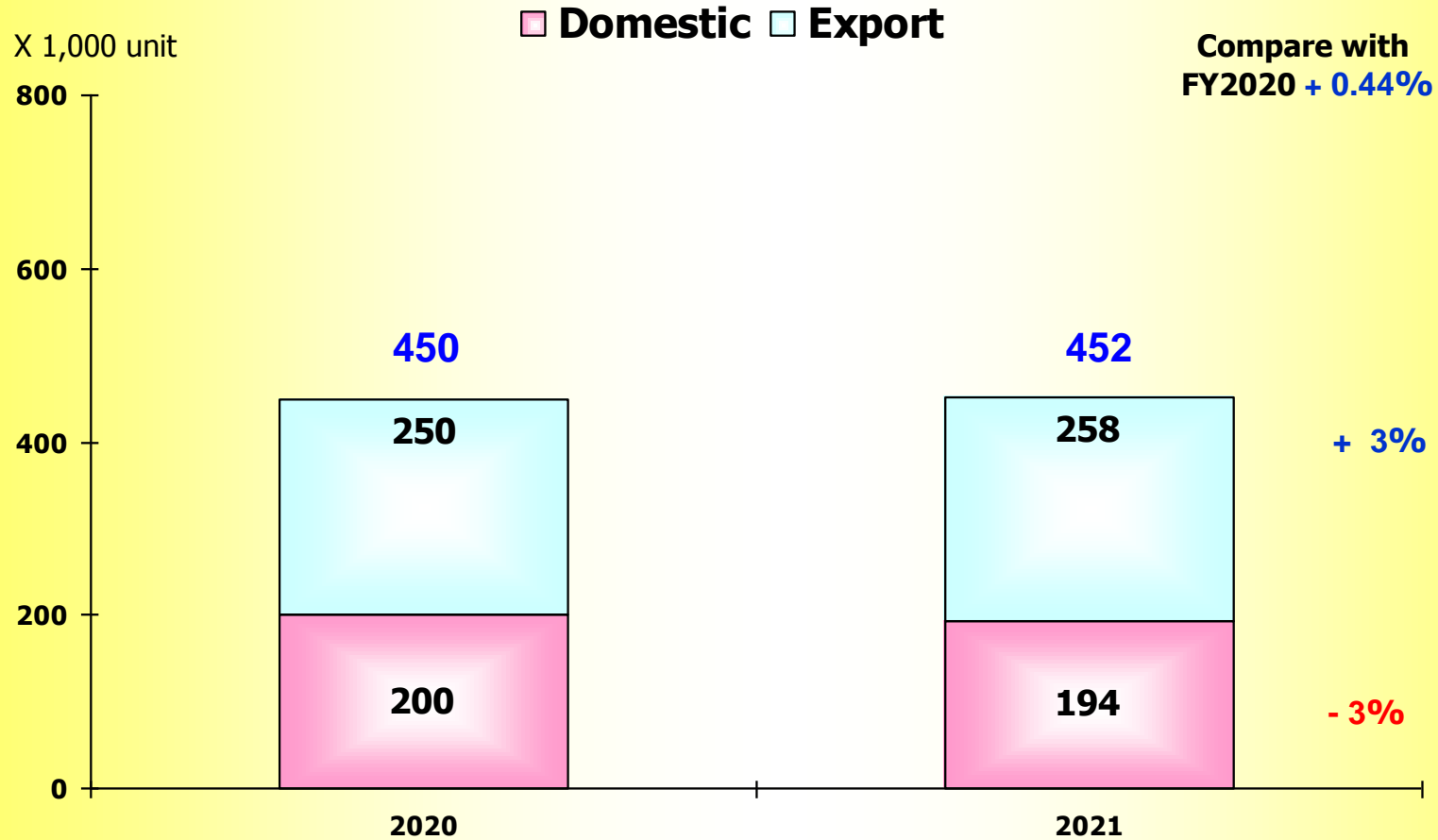
4W Market Sales (Domestic & Export) 2019 - 2020 by Quarterly (January – December)

X 1000 unit



Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) 2021 (January – March)



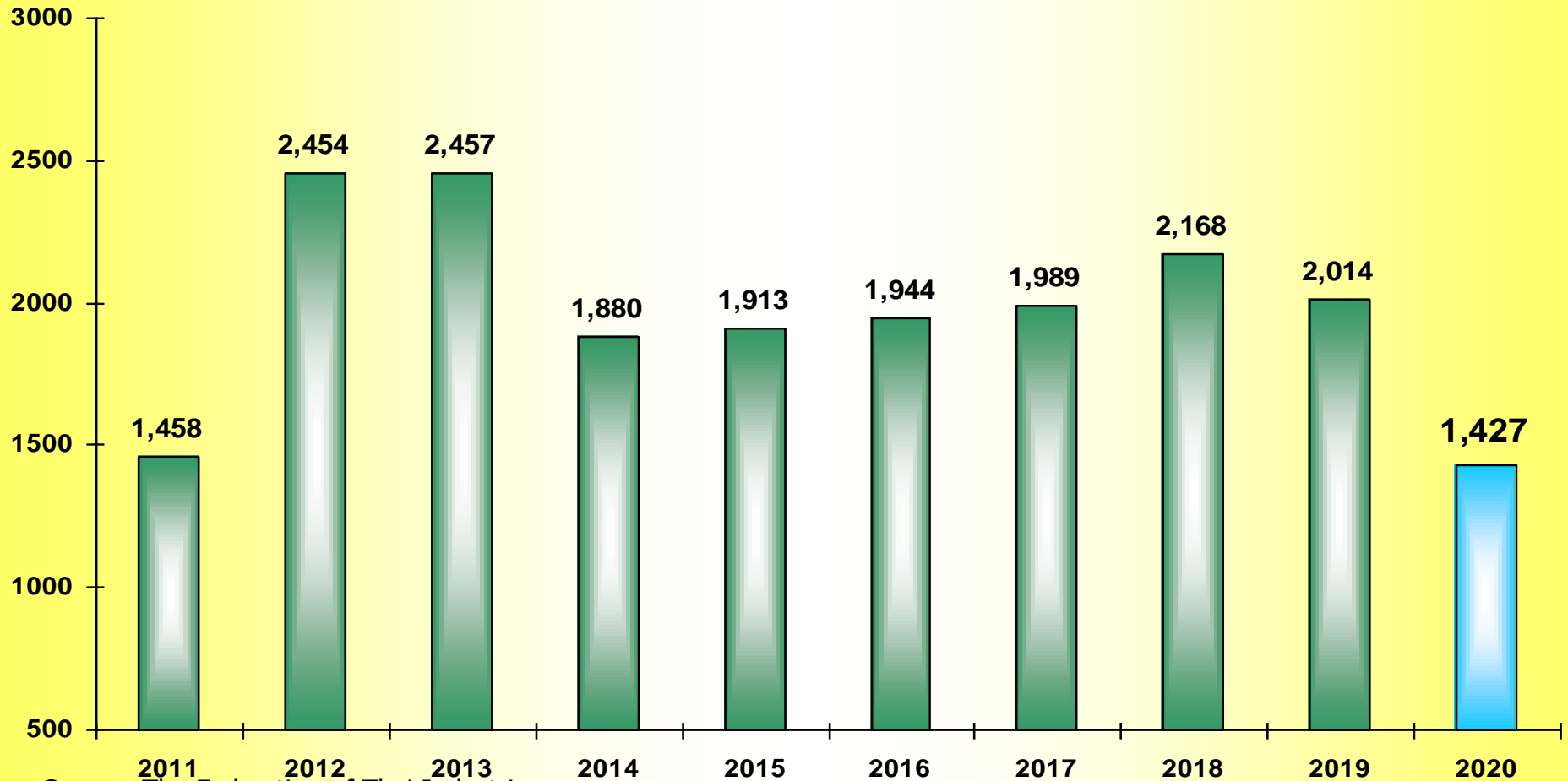
Source: The Federation of Thai Industries

4W Productions 2011 – 2020 (January – December)

X 1,000 unit

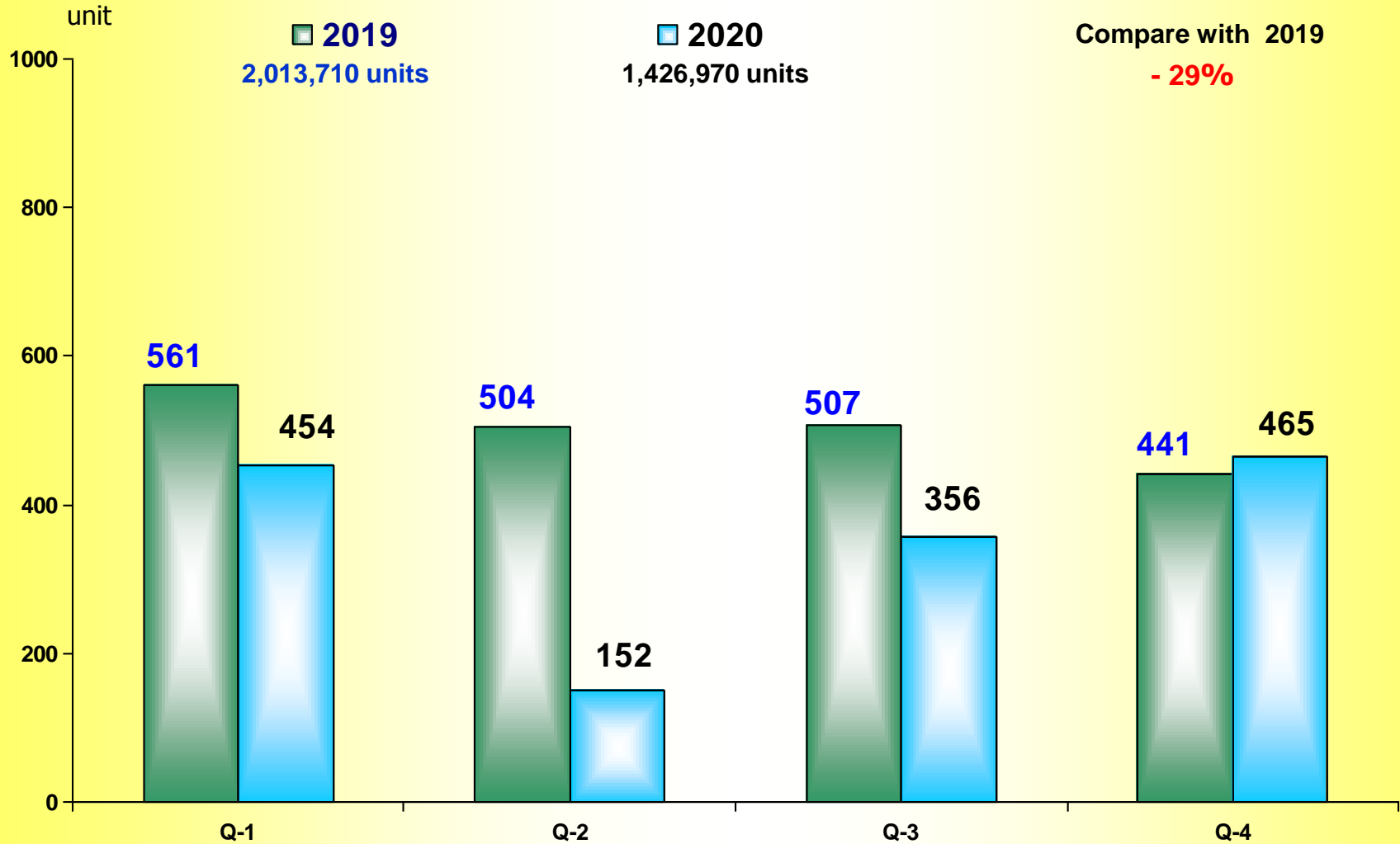
Compare with 2019

- 29%



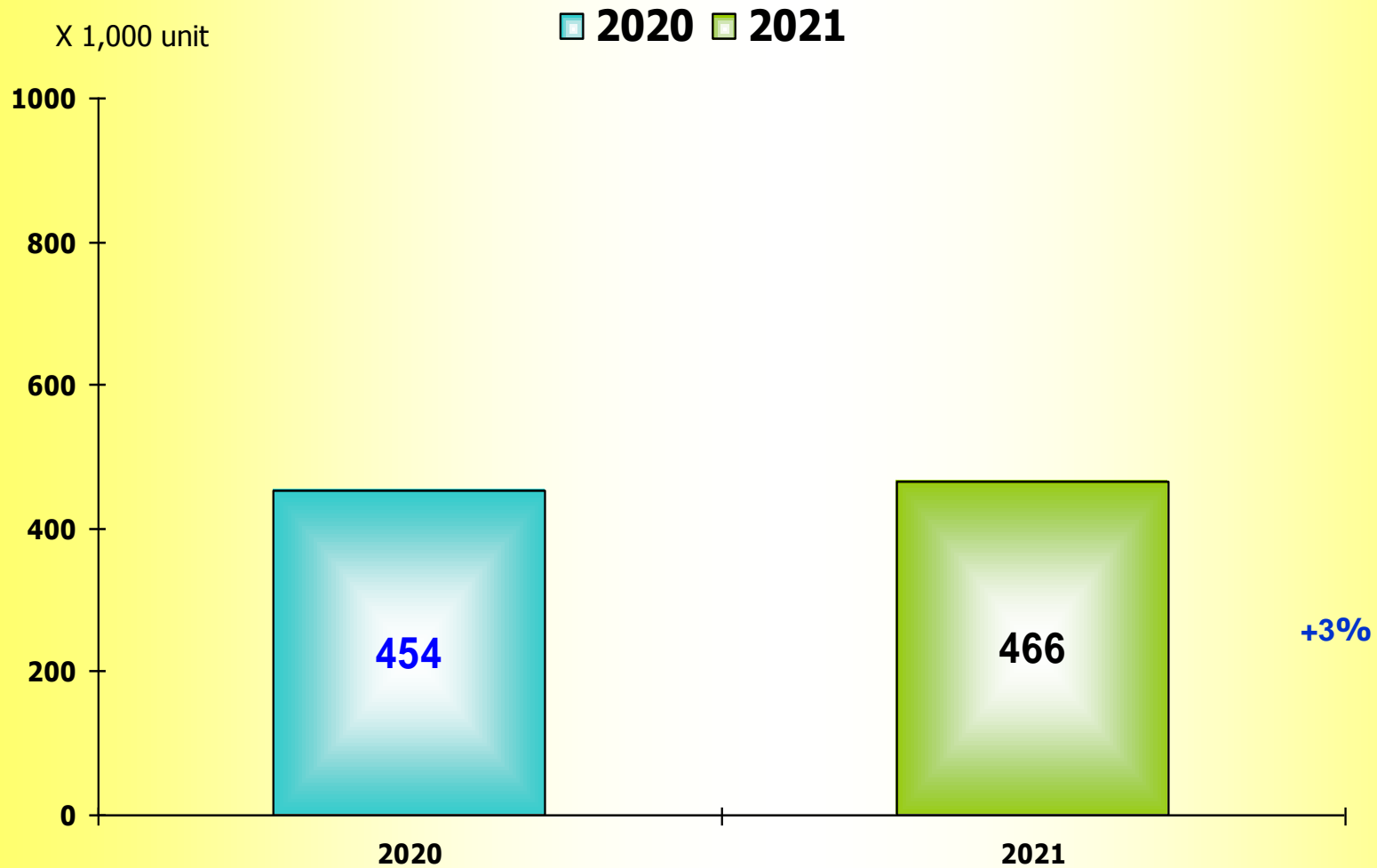
Source: The Federation of Thai Industries

4W Production 2019 - 2020 by Quarterly (January - December)



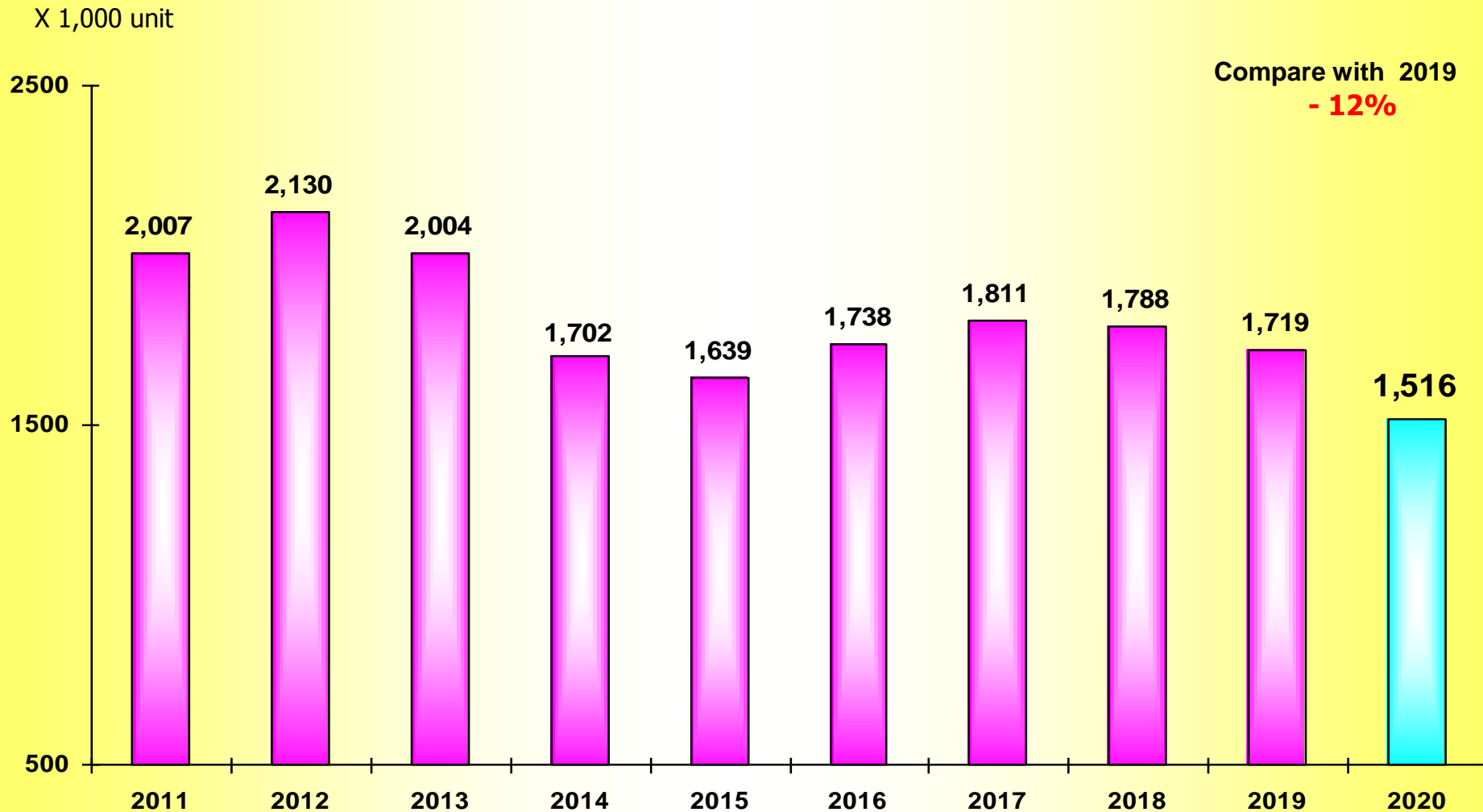
Source: The Federation of Thai Industries

4W Productions 2021 (January – March)



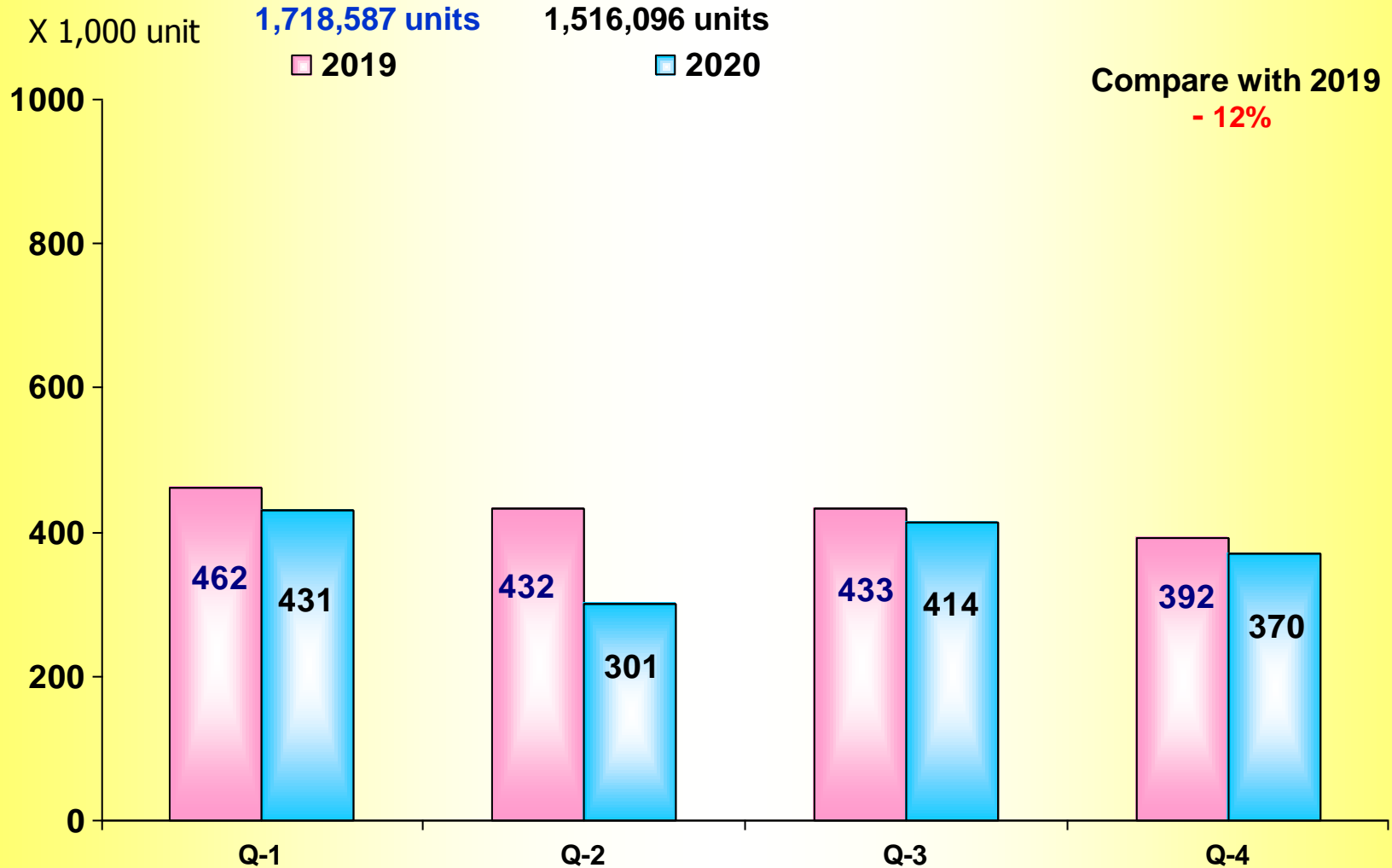
Source: The Federation of Thai Industries

2W Market Sale (2011 – 2020 January - December)



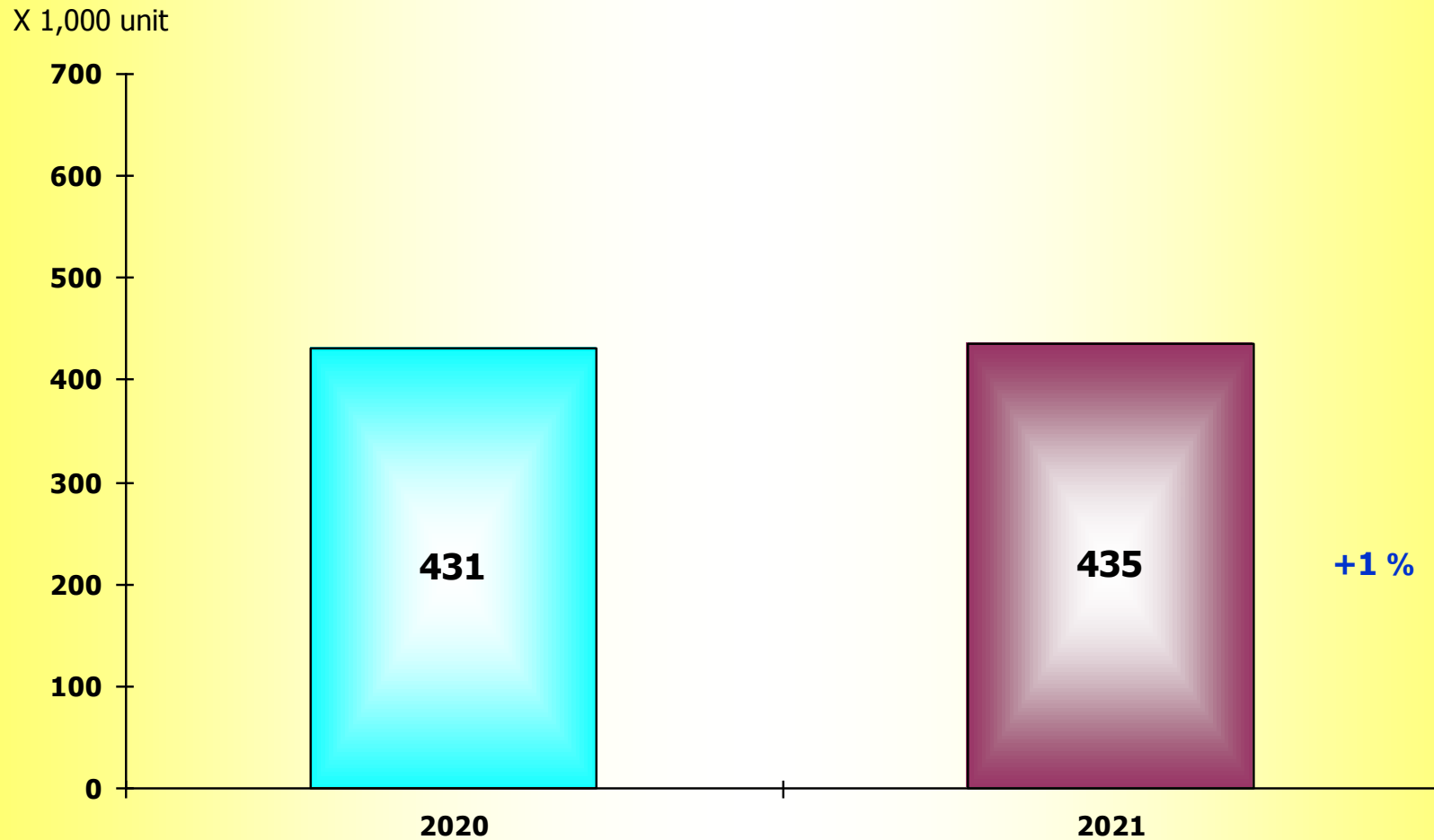
Source: The Federation of Thai Industries

2W Market Sales 2019 - 2020 by Quarterly (January – December)



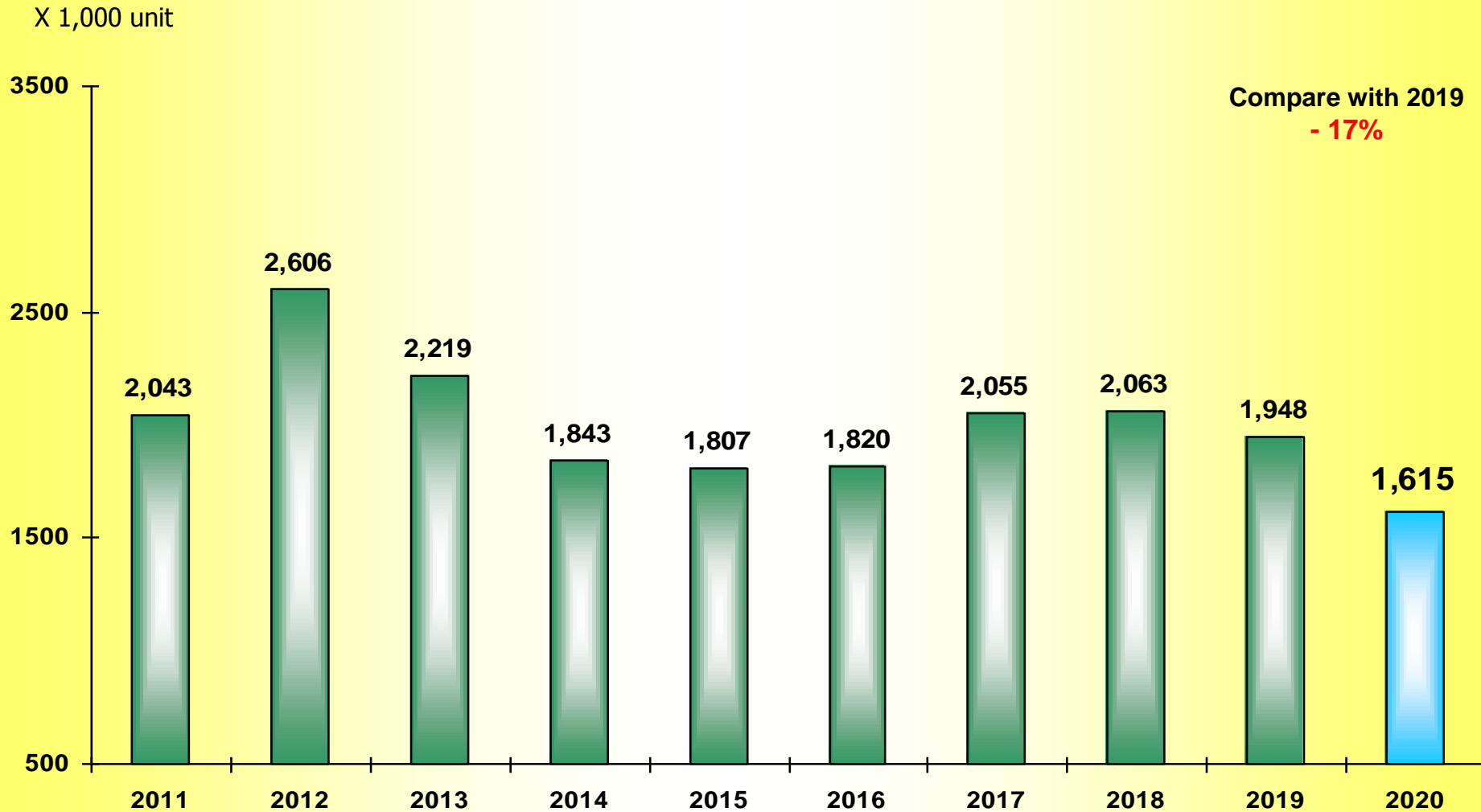
Source: The Federation of Thai Industries

2W Market Sales 2021 - Domestic (January – March)



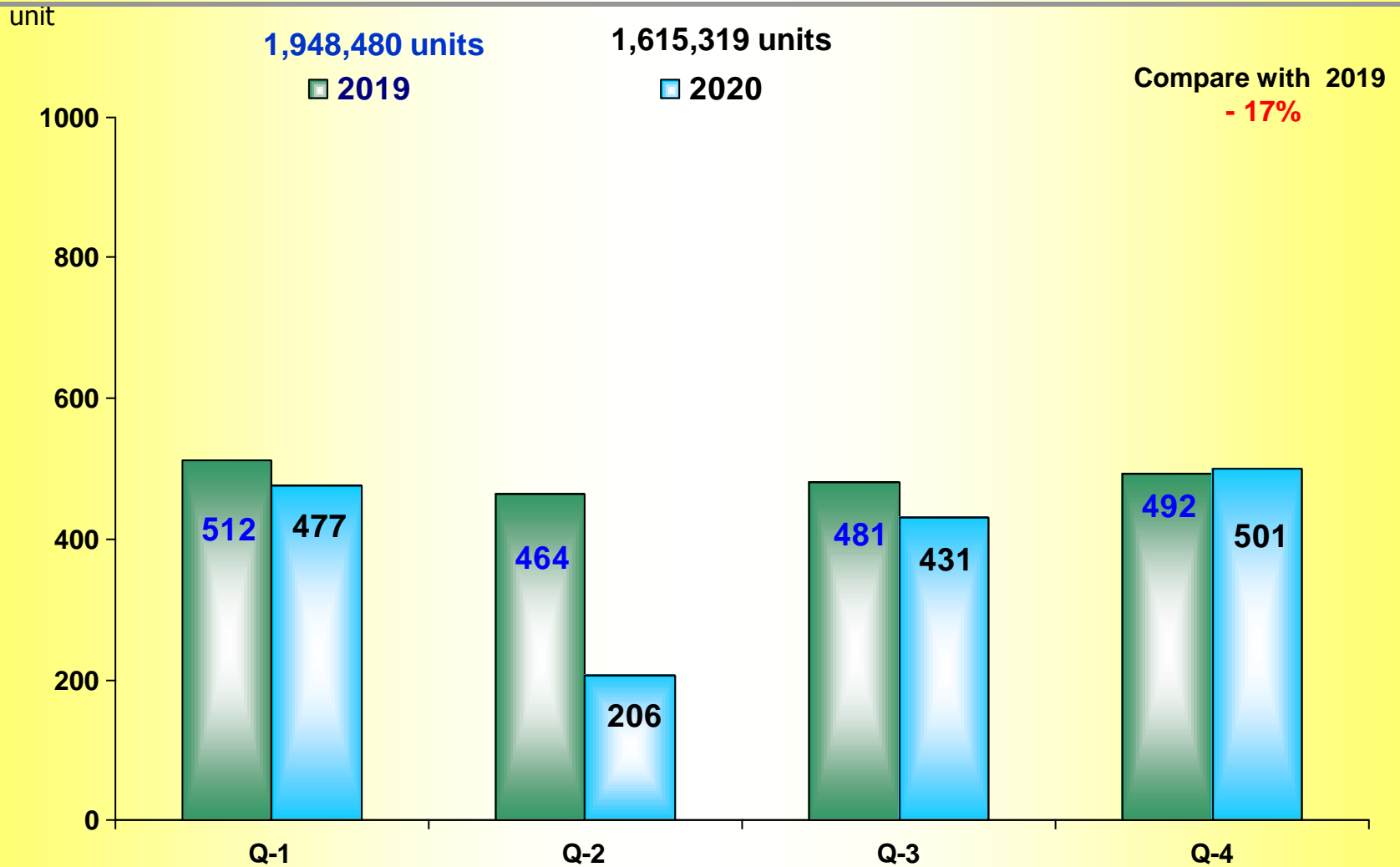
Source: The Federation of Thai Industries

2W Productions 2011 – 2020 (January – December)



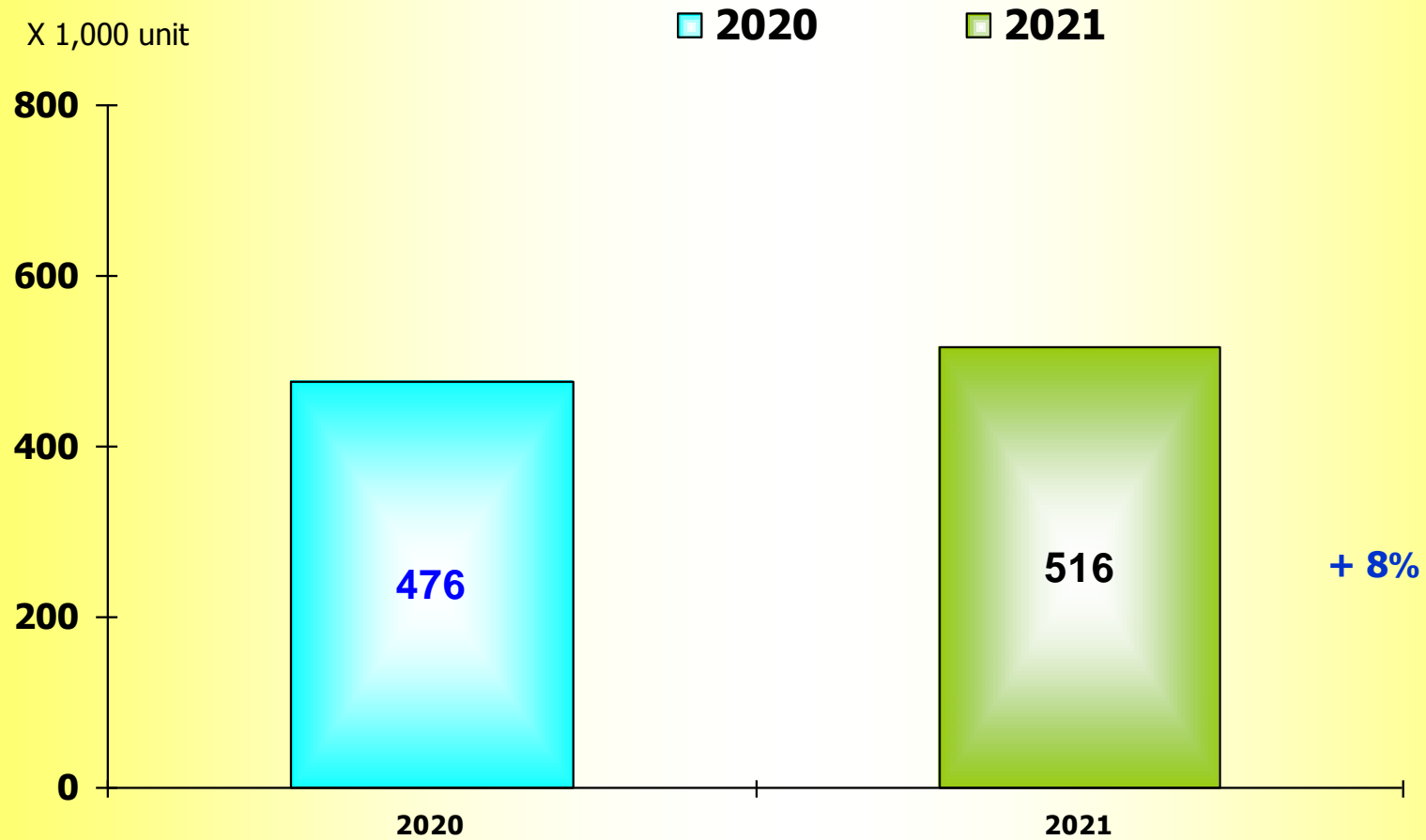
Source: The Federation of Thai Industries

2W Production 2019 - 2020 by Quarterly (January - December)



Source: The Federation of Thai Industries

2W Productions 2021 (January – March)

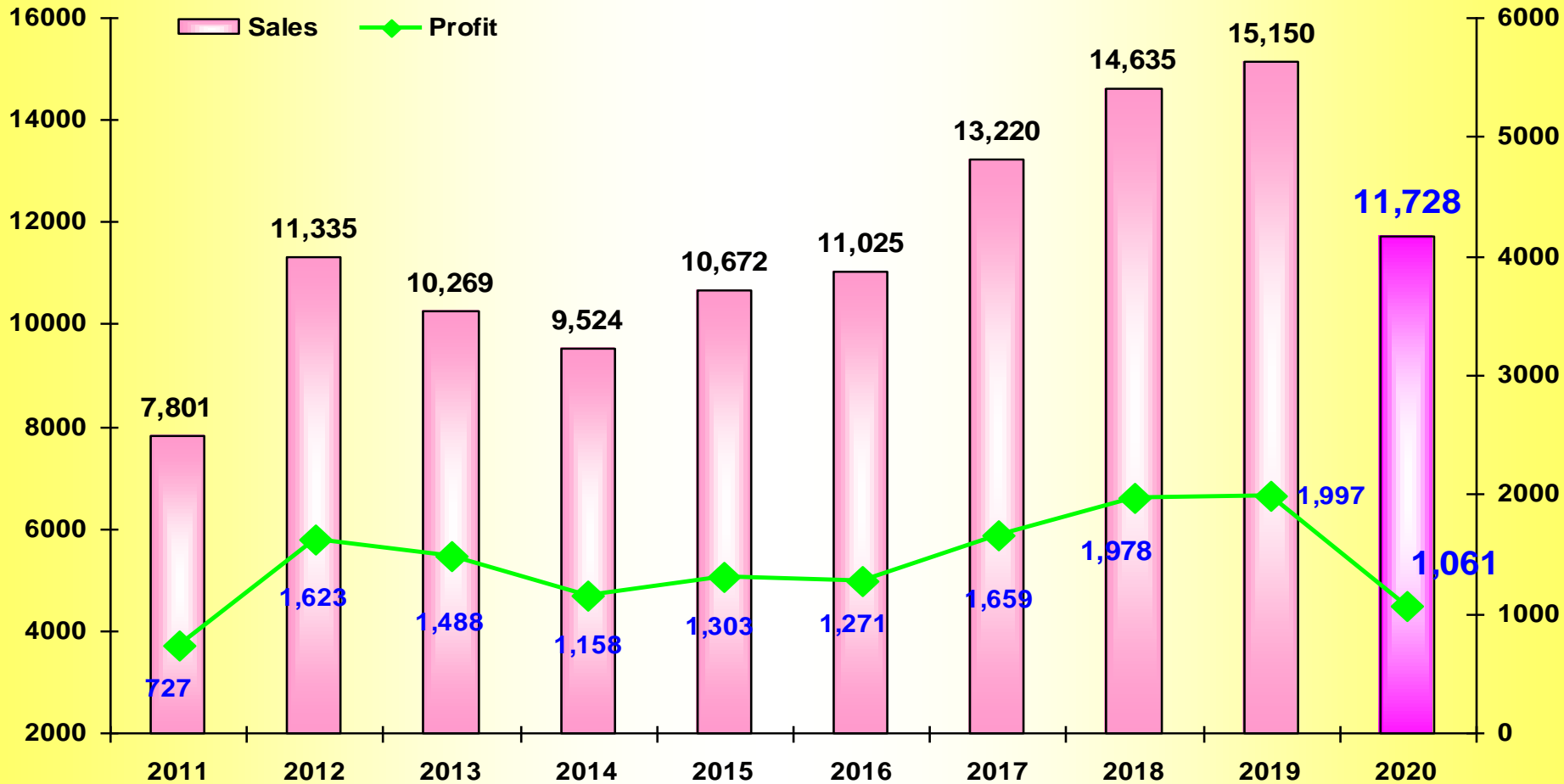


Source: The Federation of Thai Industries

THS Business Result (FY2011 – FY2020) (Sales & Net Profit)

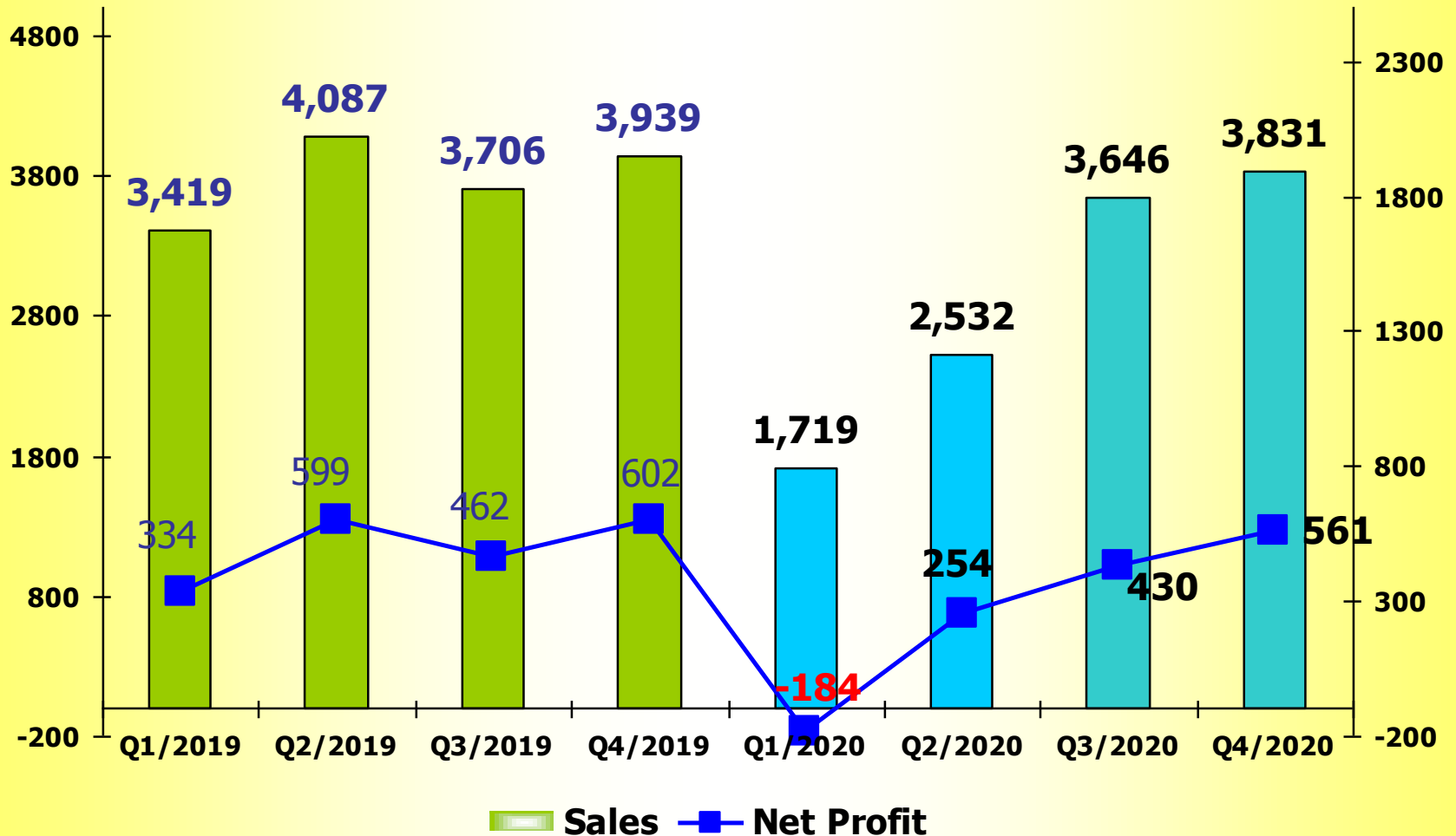


Compare with FY2019 Sale **-22.59 %**
Profit **-46.87 %**



Analysis by Quarterly

Unit : MB



Operating Income

Unit: Million baht

	Fiscal year 2020 (Apr 2020-Mar 2021)		Fiscal year 2019 (Apr 2019 -Mar 2020)		Change (%)
	Amount	ratio	Amount	Ratio	
Auto bulb	360.52	3.07%	450.01	2.97%	-19.89%
Automotive lamp	10,764.46	91.79%	13,897.49	91.73%	-22.54%
Die & mold & Design	602.63	5.14%	802.58	5.30%	-24.91%
Total	11,727.61	100%	15,150.08	100%	-22.59%

Capital expenditures

Unit: Million baht

	Fiscal year 2020 (Apr 2020 - Mar 2021)	Fiscal year 2019 (Apr 2019 - Mar 2020)	Change
	amount	amount	
Land	-	18.14	(100.00)
Buildings	230.32	1,355.23	(83.01)
Machines & Equipment	510.94	1,482.26	(65.53)
Molds & Tools	416.47	146.26	(184.75)
Others	2.36	12.27	(80.77)
Total	1,160.09	3,014.16	(61.51)

Employment

Unit: Person

	Fiscal year 2020 (Apr 2020 - Mar 2021)	Fiscal year 2019 (Apr 2019 - Mar 2020)	Change
Local employee (male)	1,671	1,668	+ 3
Local employee (female)	1,414	1,392	+ 22
Japanese staff	22	24	- 2
Total	3,107	3,084	+ 23

Award from Government

- 1. The Best Performance Company of Safety , Occupational Health and Workplace Environment as of year 2020 From Department of Labor Protection and Welfare for 17 consecutive years (December 2020)**
- 2. An Outstanding Establishment for Labor Relations Welfare Award as of year 2020 From Ministry of Labor for 15 consecutive years (September 2020)**
- 3. The Labor Standard continually maintain 10 consecutive years (September 2020)**



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Statements of Financial Position



The Equity Method	31 March 2021 (MB)	31 March 2020 (MB)	Change (%)
Current Assets	8,000.16	7,990.14	0.13
Total Assets	21,542.61	20,369.93	5.76
Current Liabilities	1,967.44	2,469.90	-20.34
Total Liabilities	2,824.83	3,048.11	-7.33
Shareholders' Equity	18,717.78	17,321.82	8.06
Total Liabilities and Shareholders' Equity	21,542.61	20,369.93	5.76

Statements of Income



The Equity Method

31 March 2021 31 March 2020
(MB) (MB)

Change
(%)

	31 March 2021 (MB)	31 March 2020 (MB)	Change (%)
Sales	11,727.61	15,150.09	-22.59
Cost of sales	9,951.85	12,339.31	-19.35
Gross Profit	1,775.76	2,810.78	-36.82
Selling and Administrative expenses	883.30	947.58	-6.78
Other Income	162.01	263.73	-38.57
Share of profit from investments in associates	241.89	318.84	-24.13
Profit before income tax	1,296.36	2,445.76	-47.00
Net profit for the year	1,061.34	1,997.50	-46.87

Statements of Cash Flows



The Equity Method

Unit : MB

March 31, 2021

March 31, 2020

Net Cash received from Operating Activities	2,872.90	3,075.06
Net Cash used in Investing Activities	(2,762.65)	(939.67)
Net Cash used in Financing Activities	(632.16)	(631.62)
Net decrease cash and Cash equivalents	(521.90)	1,504.07
Cash / Cash equivalents at beginning of the year	3,177.44	1,672.00
Effects of Exchange rate changes	7.79	1.37
Cash / Cash equivalents at end of the year	2,663.33	3,177.44

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Rear Combination Lamp





Tail Lamp



Head 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.

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