

WELCOME

The 2021 Operation Result

Apichart Lee-issaranukul

May 20, 2022

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

1. Business Report 2021

2. The Fiscal Year 2021 Financial Statement

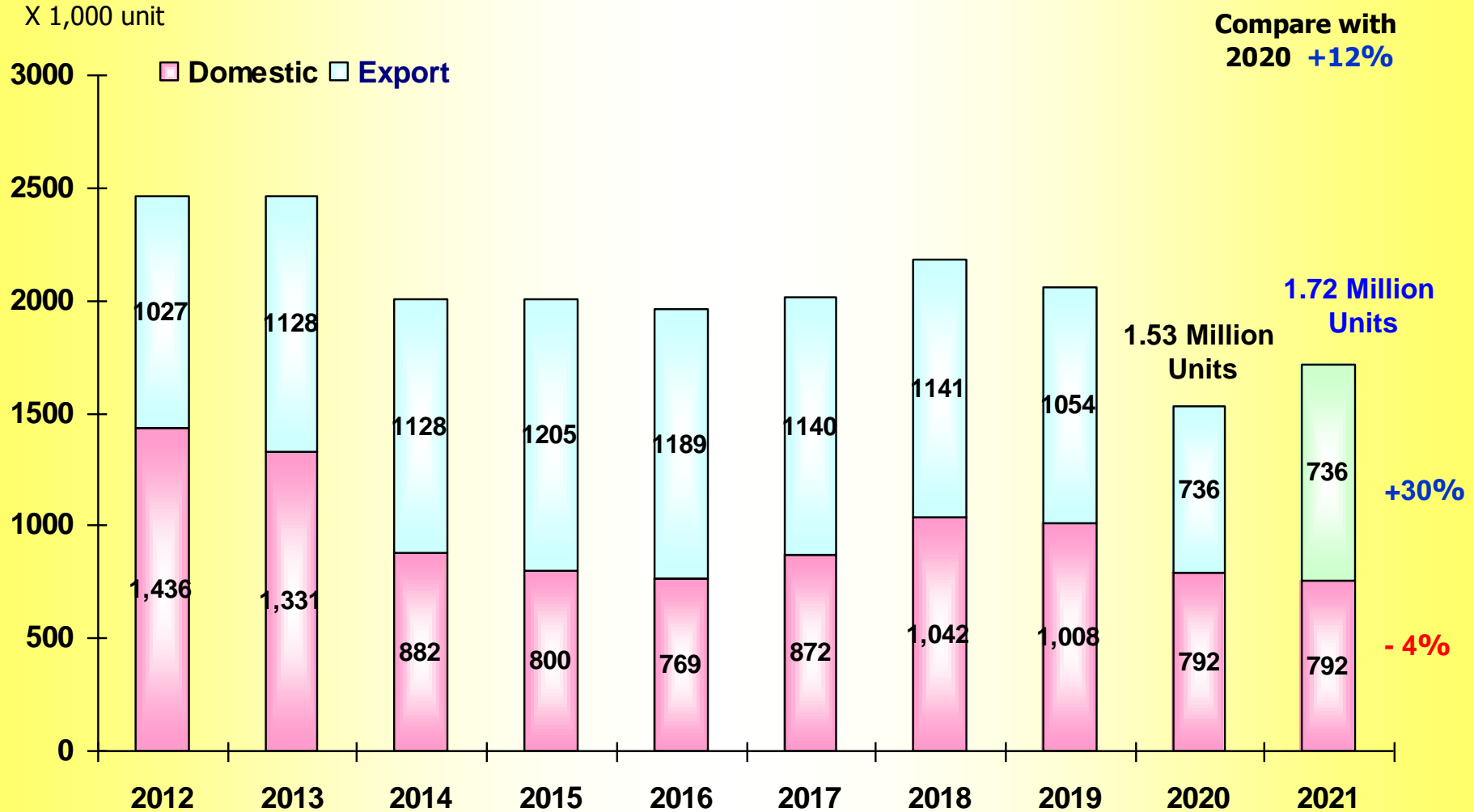
3. New Product Q4/2021 (January – March 2022)

GDP Growth 2016 – 2022 (F)



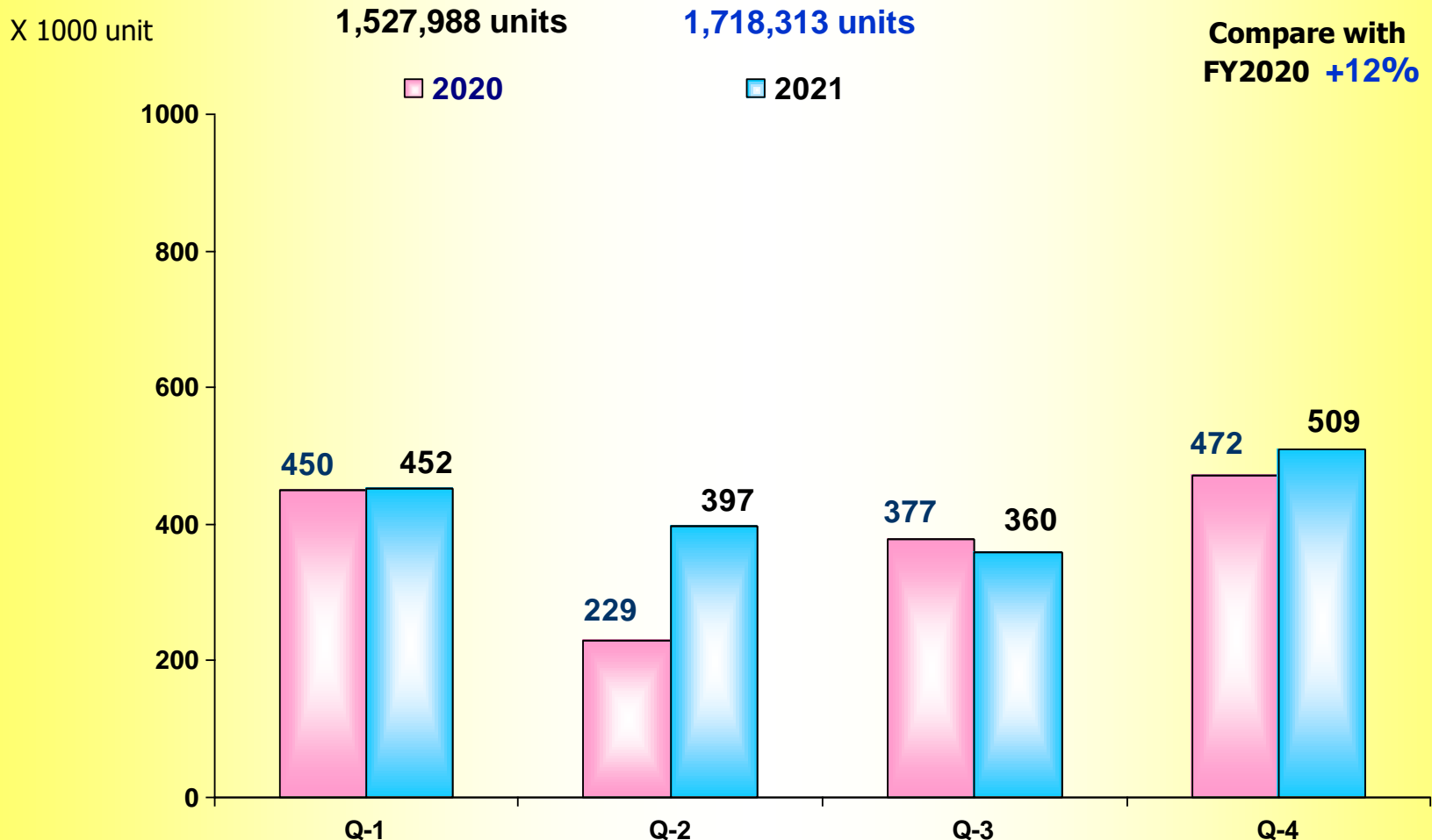
Source: Ministry of Finance

4W Market Sale (Domestic & Export) 2012 – 2021 (January – December)



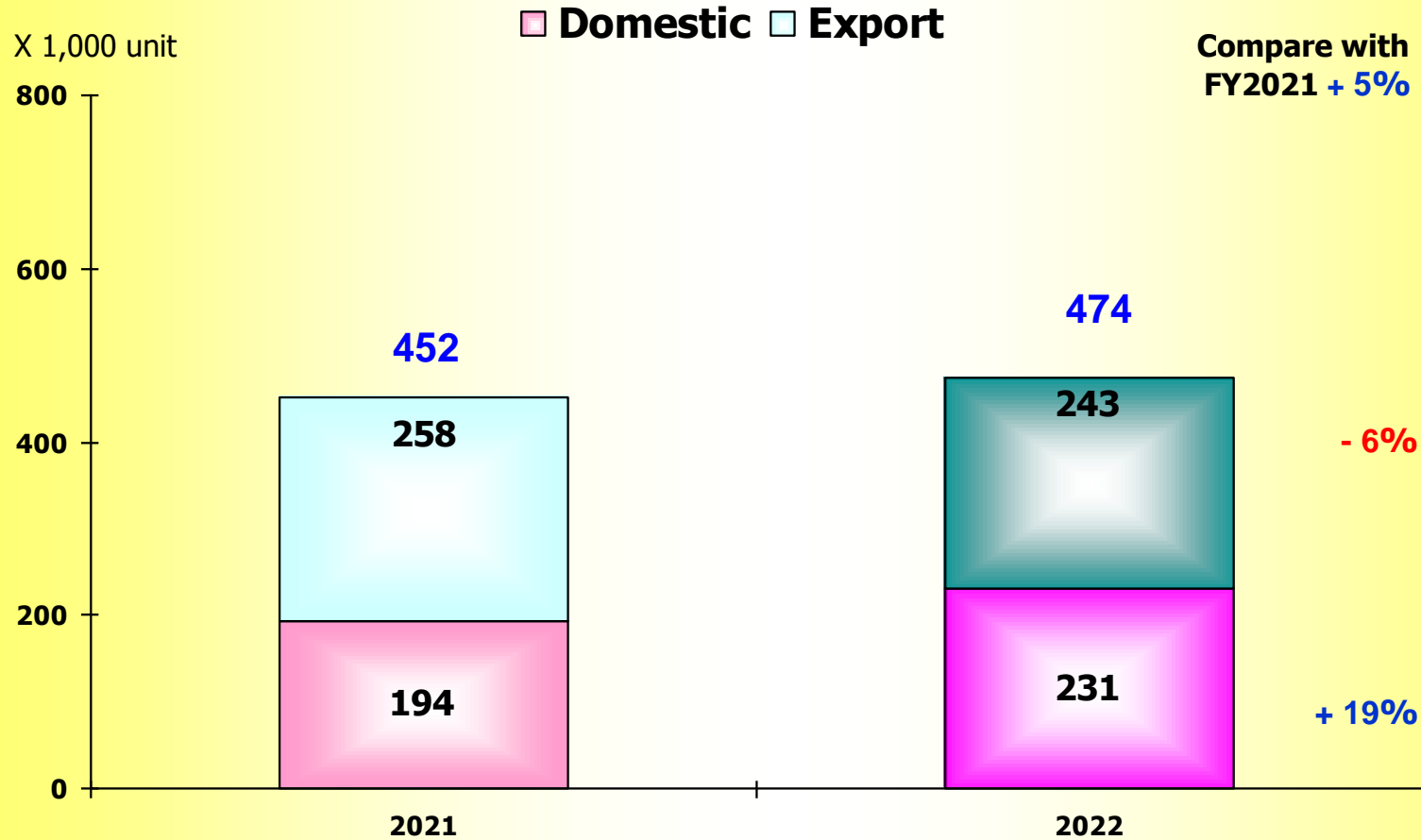
Source: The Federation of Thai Industries

4W Market Sales (Domestic & Export) 2020 - 2021 by Quarterly (January - December)



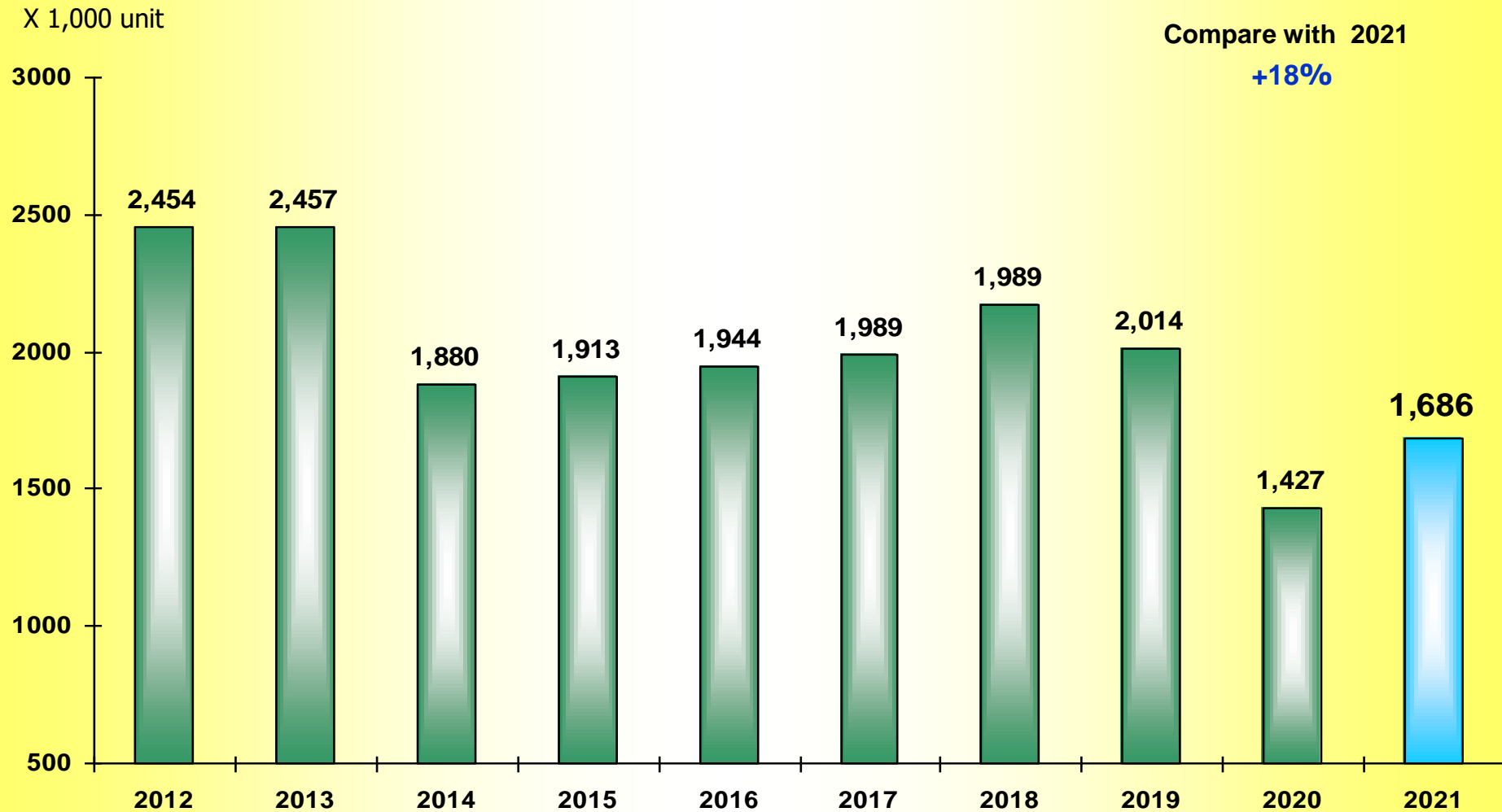
Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) 2022 (January - March)



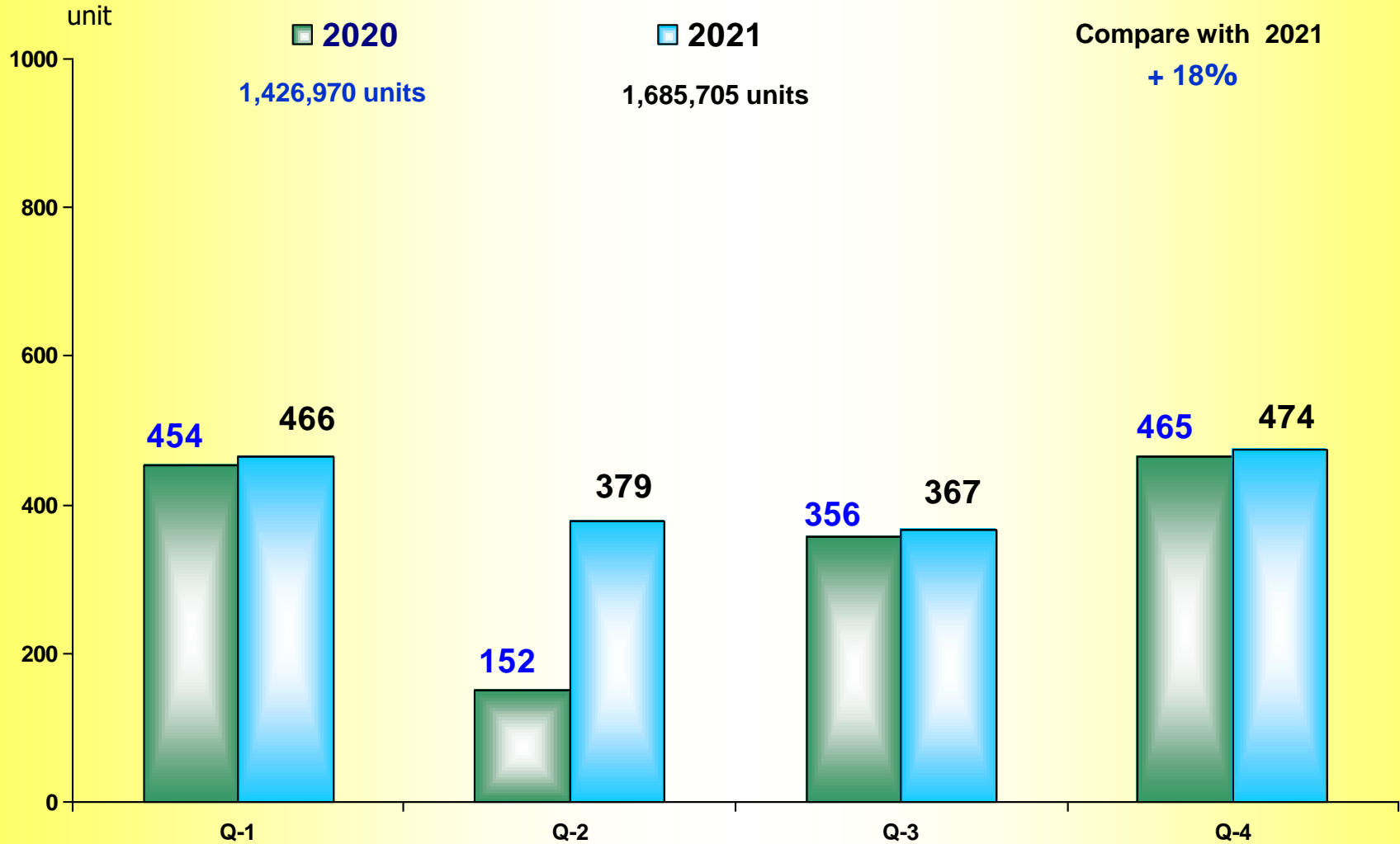
Source: The Federation of Thai Industries

4W Productions 2012 – 2021 (January – December)



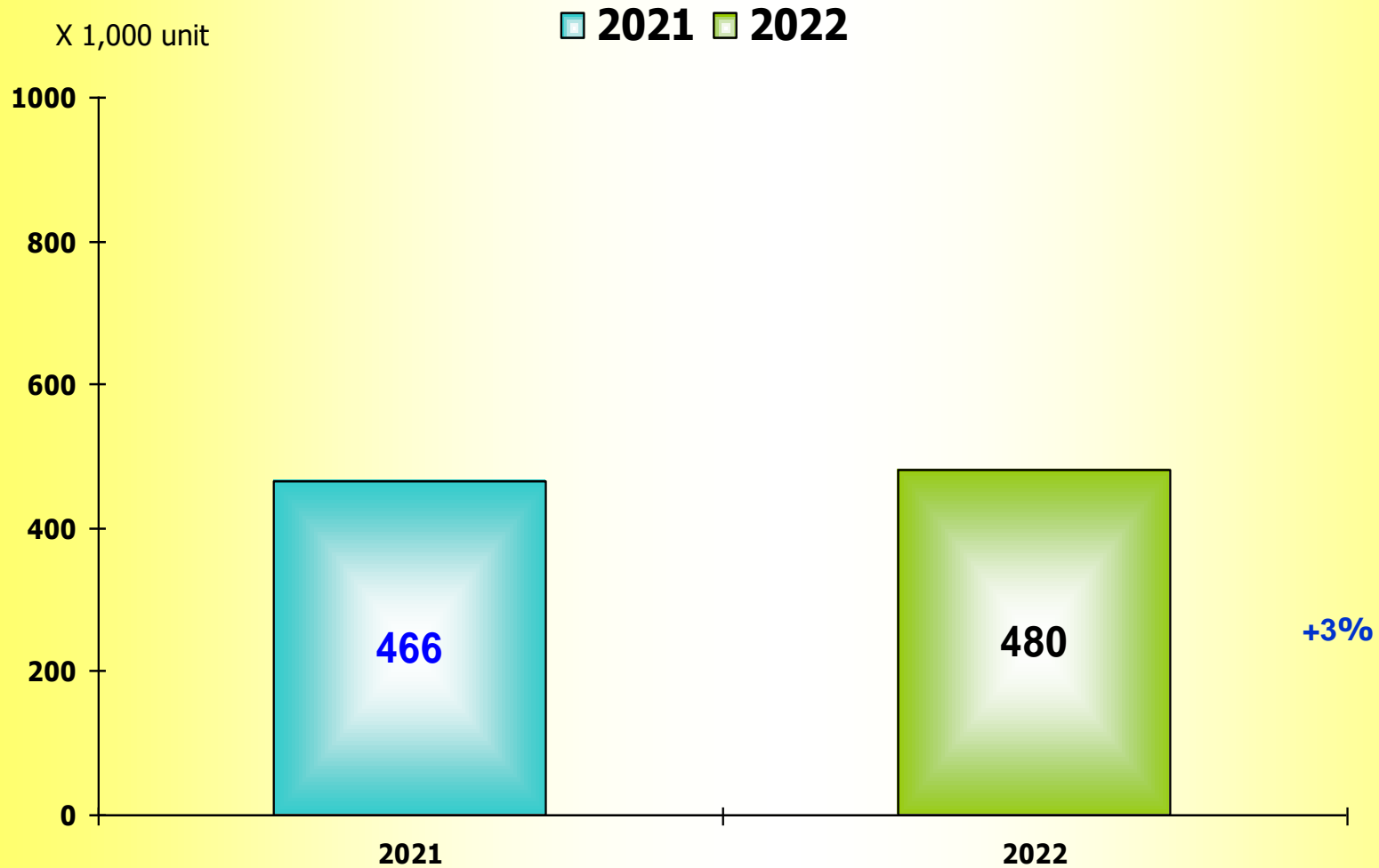
Source: The Federation of Thai Industries

4W Production 2020 - 2021 by Quarterly (January - December)



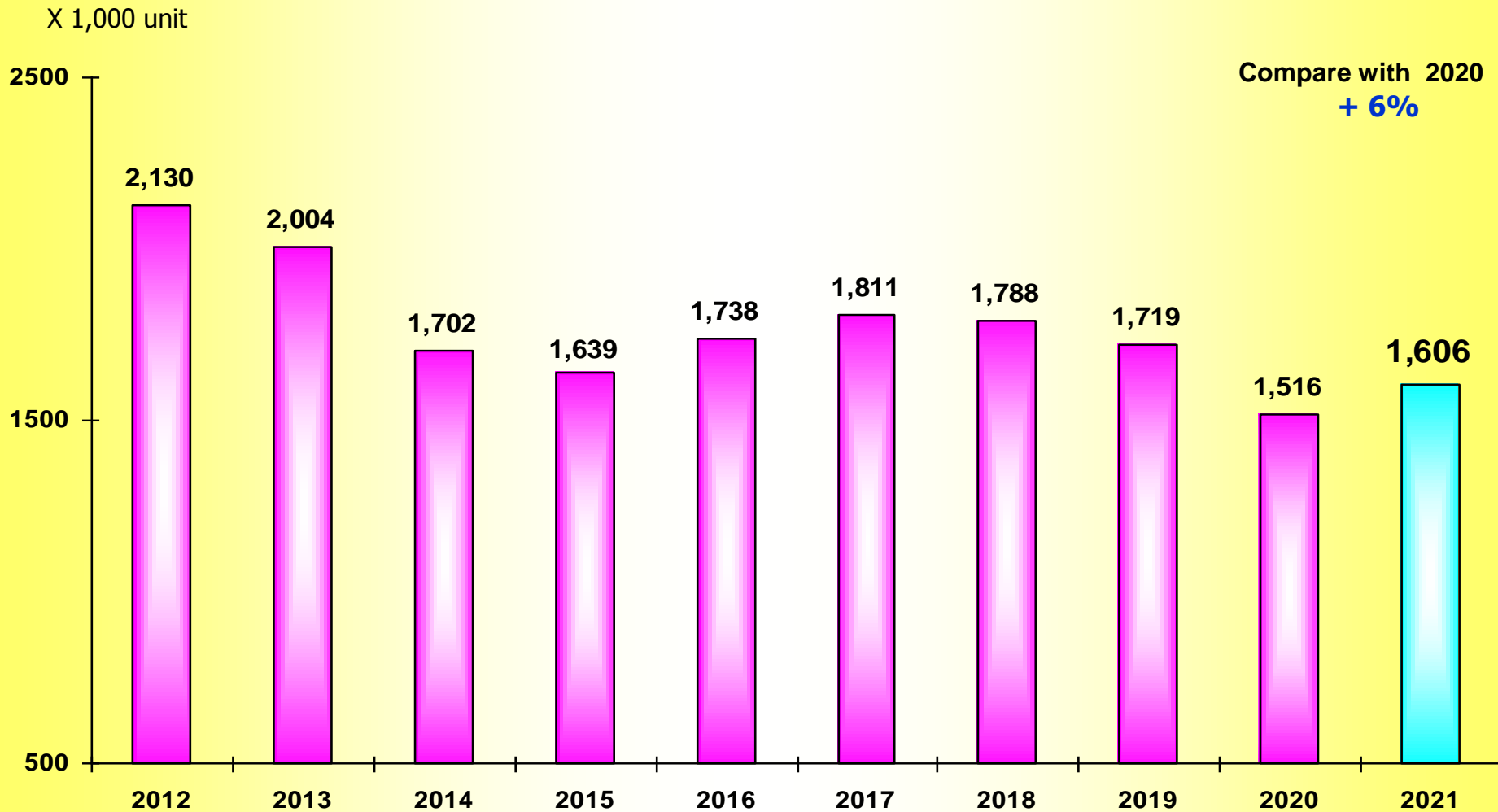
Source: The Federation of Thai Industries

4W Productions 2022 (January – March)



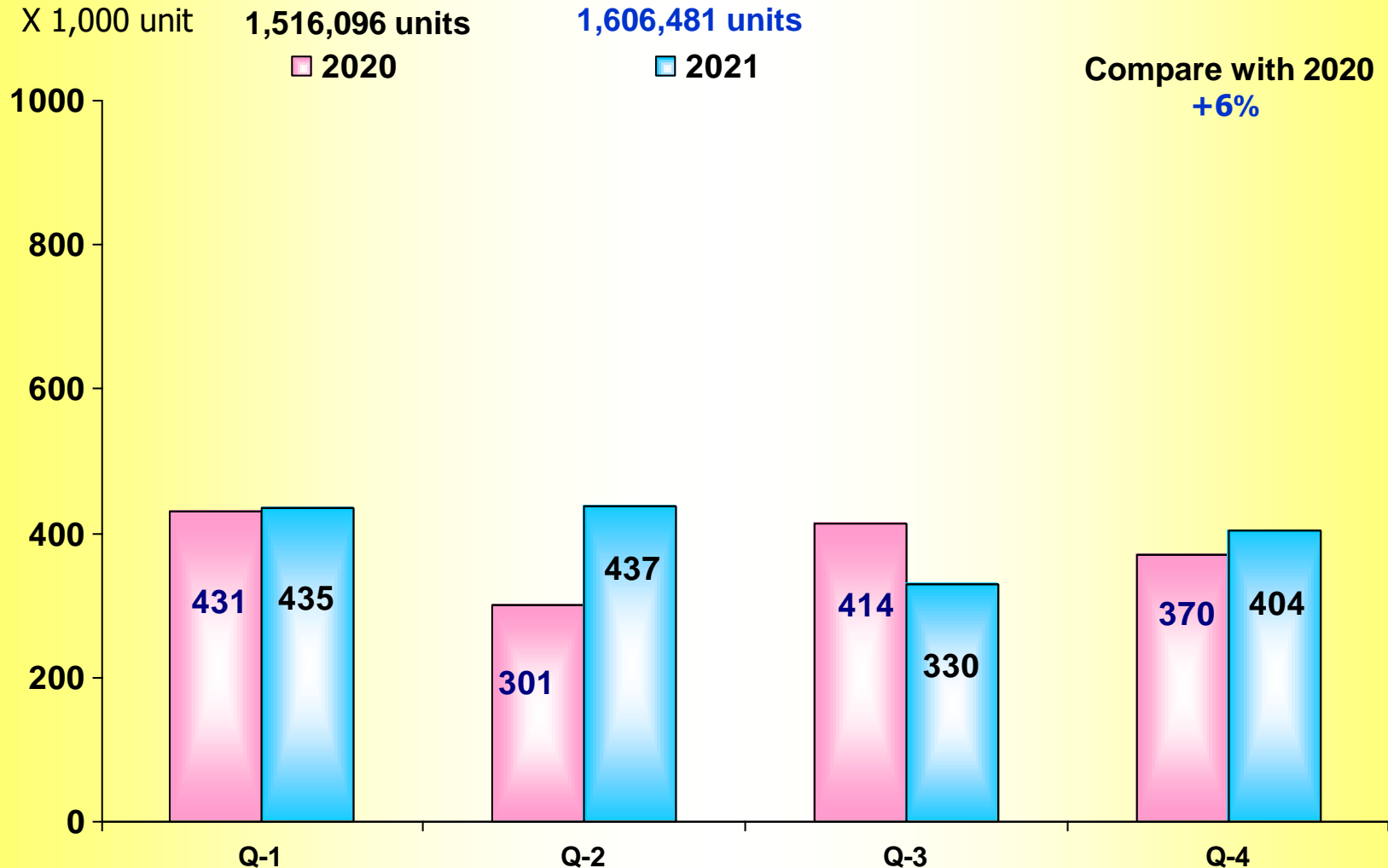
Source: The Federation of Thai Industries

2W Market Sale (2012 – 2021 January - December)



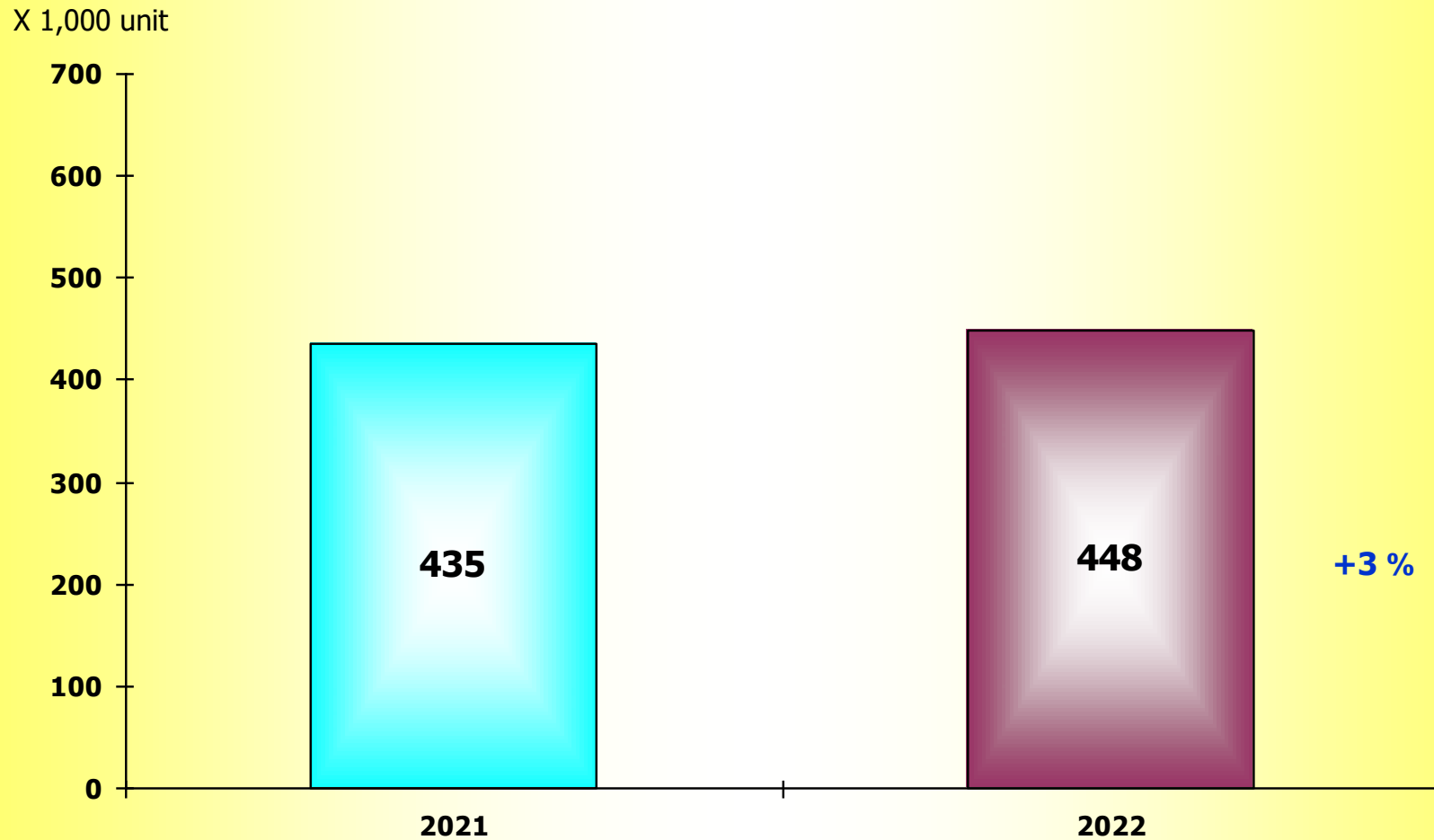
Source: The Federation of Thai Industries

2W Market Sales 2020 - 2021 by Quarterly (January – December)



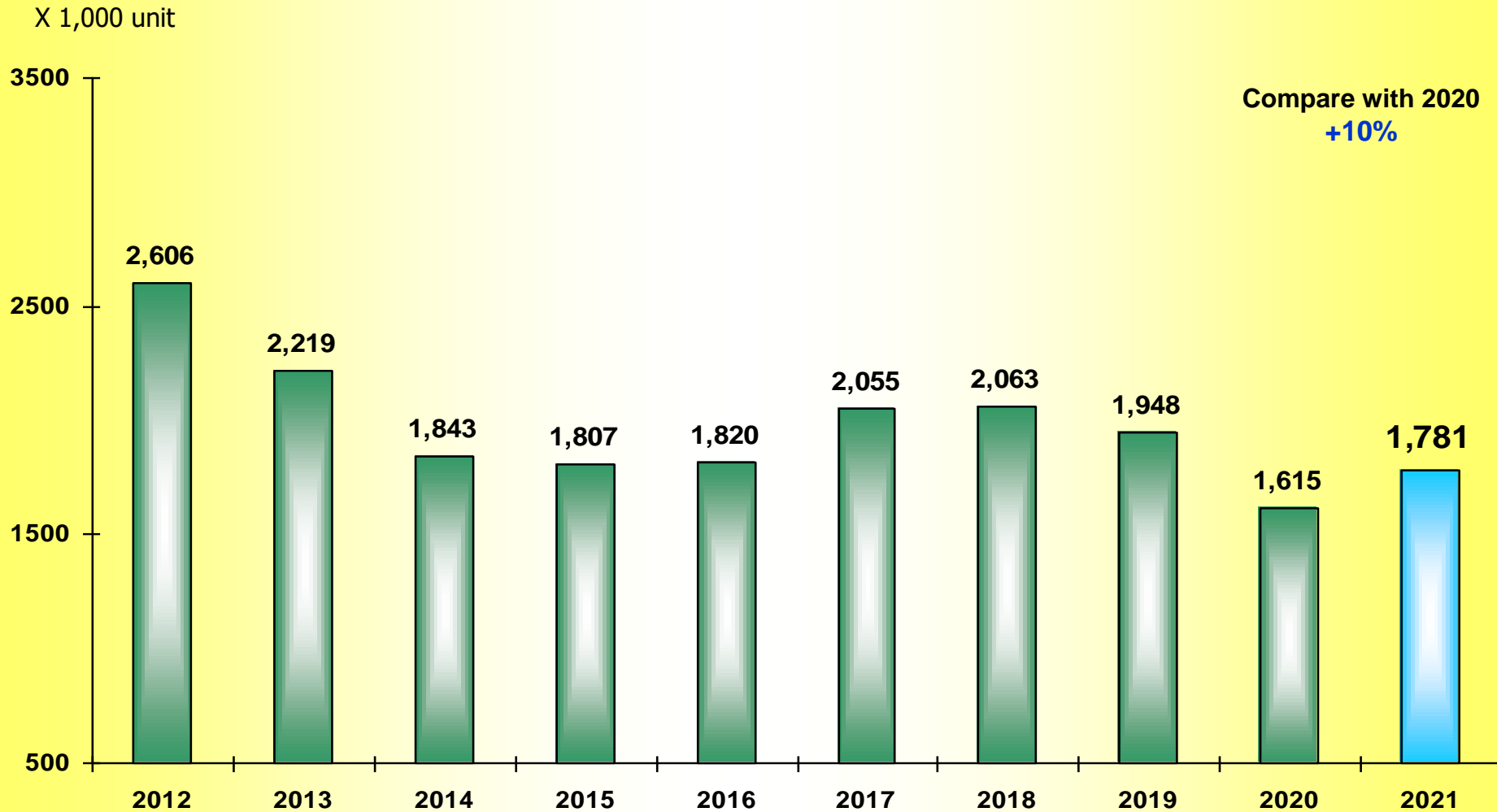
Source: The Federation of Thai Industries

2W Market Sales 2022 - Domestic (January - March)



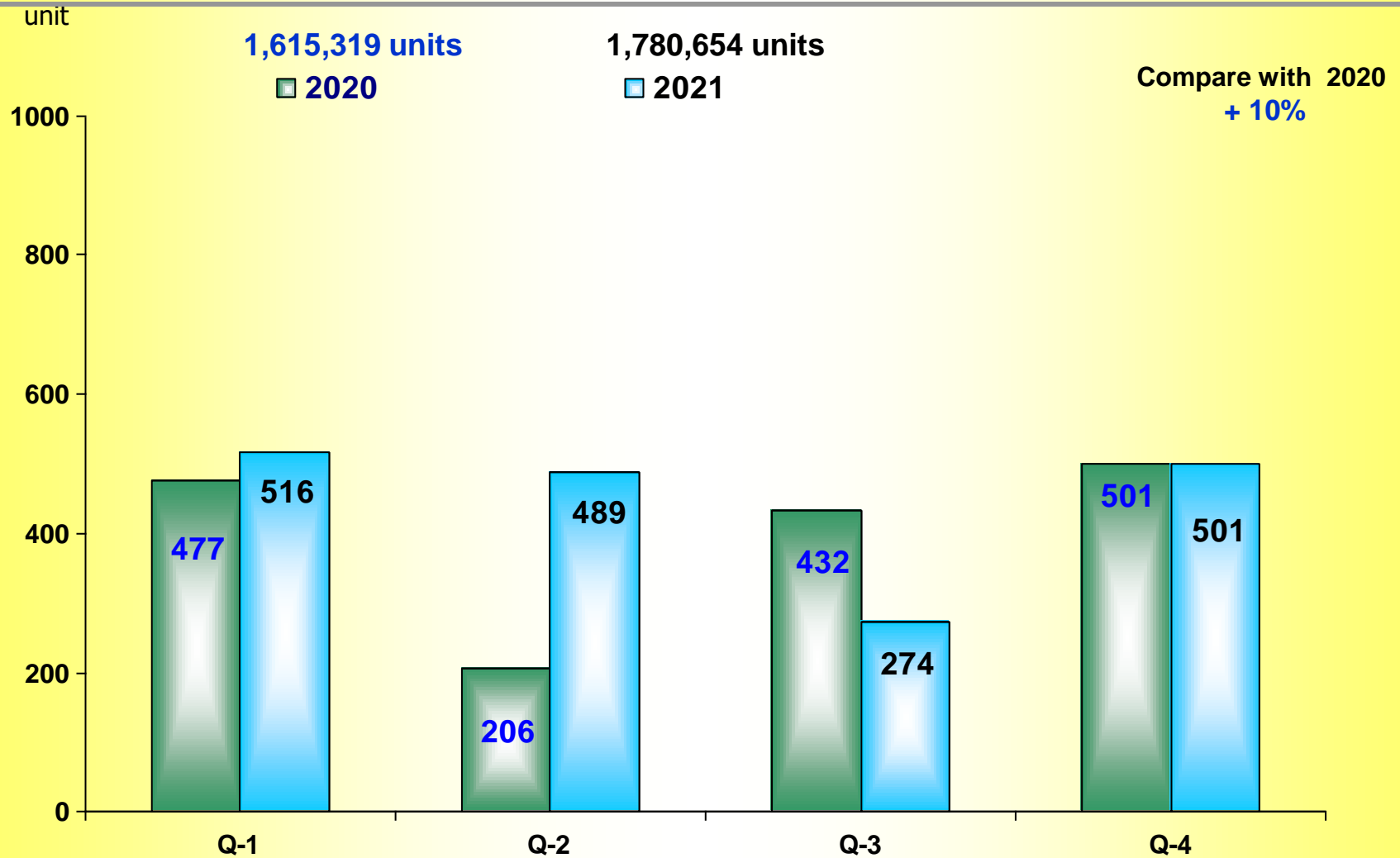
Source: The Federation of Thai Industries

2W Productions 2012 – 2021 (January – December)



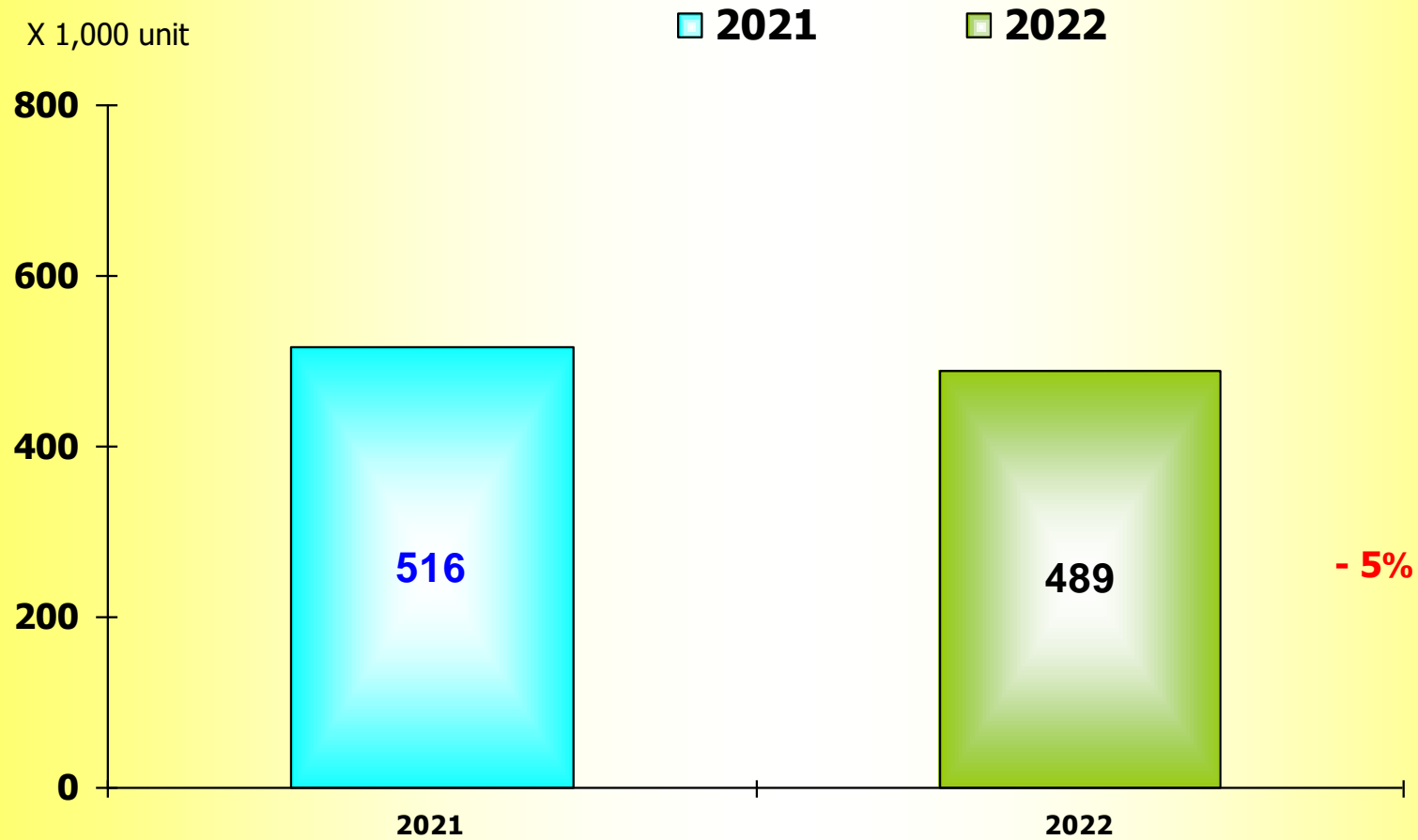
Source: The Federation of Thai Industries

2W Production 2020 - 2021 by Quarterly (January - December)



Source: The Federation of Thai Industries

2W Productions 2022 (January – March)

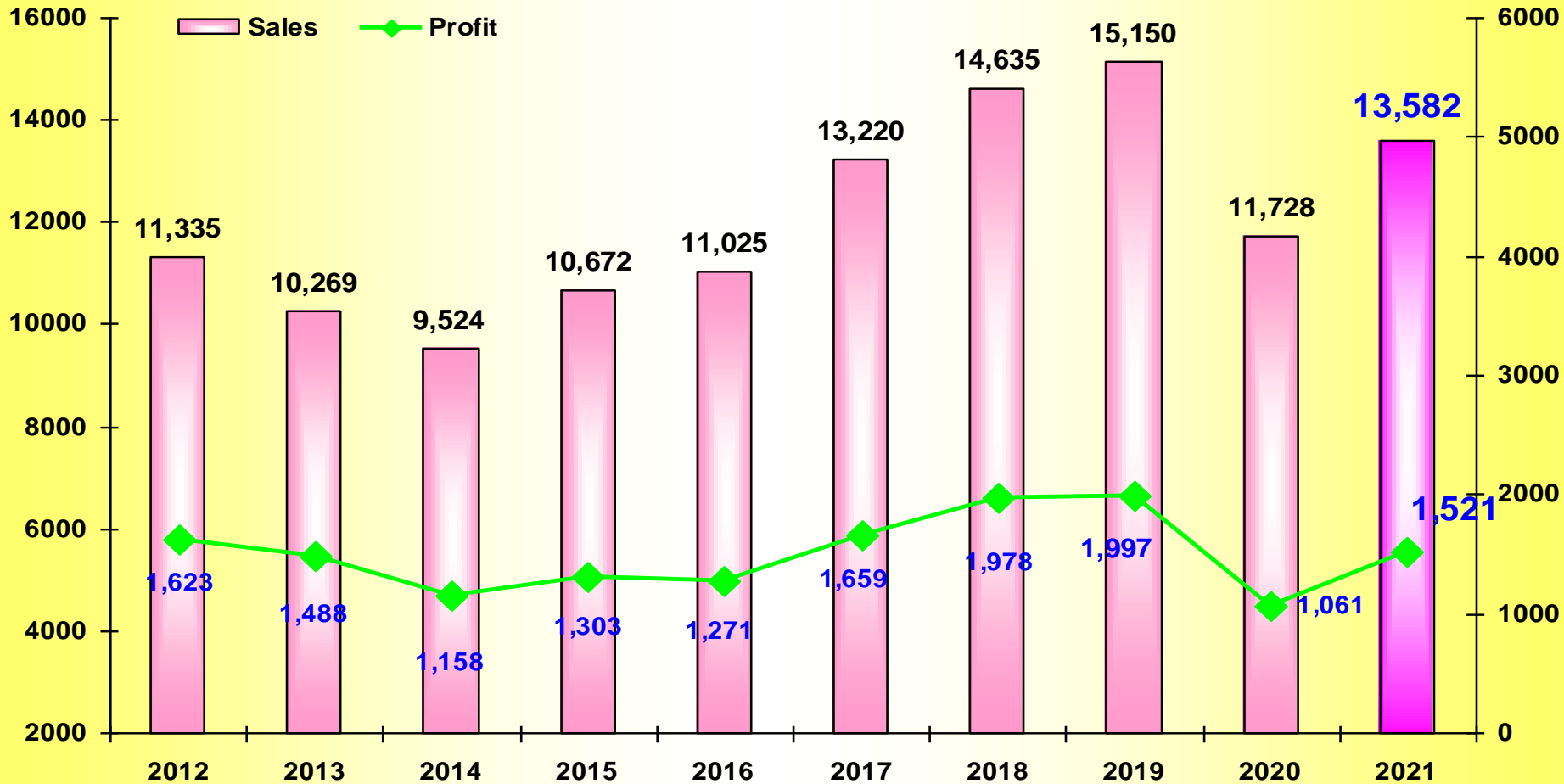


Source: The Federation of Thai Industries

THS Business Result (FY2012 – FY2021) (Sales & Net Profit)

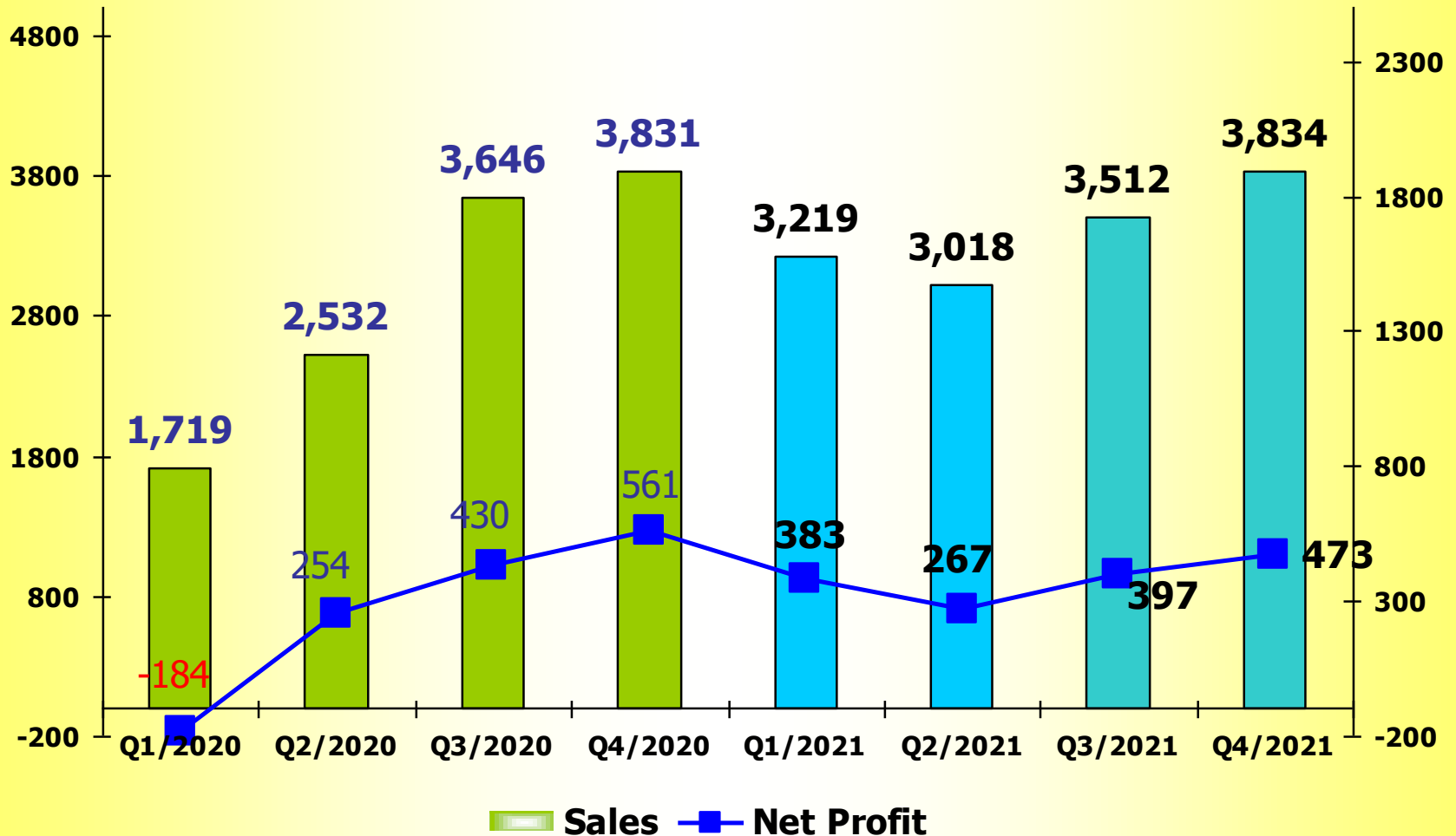


Compare with FY2020 Sale **+ 16 %**
Profit **+ 43 %**



Analysis by Quarterly

Unit : MB



Operating Income

Unit: Million baht

	Fiscal year 2021 (Apr 2021-Mar 2022)		Fiscal year 2020 (Apr 2020 -Mar 2021)		Change (%)
	Amount	ratio	Amount	Ratio	
Auto bulb	425.22	3.13%	360.52	3.07%	+17.95%
Automotive lamp	13,064.94	96.19%	10,764.46	91.79%	+21.37%
Die & mold & Design	92.17	0.68%	602.63	5.14%	-84.71%
Total	13,582.33	100%	11,727.61	100%	+15.81%

Capital expenditures

Unit: Million baht

	Fiscal year 2021 (Apr 2021 - Mar 2022)	Fiscal year 2020 (Apr 2020 - Mar 2021)	Change
	amount	amount	
Land	0.0	0.0	-
Buildings	18.00	230.32	-92.18%
Machines & Equipment	612.52	510.94	+19.88%
Molds & Tools	334.00	416.47	-19.80%
Others	5.50	2.36	+133.05%
Total	970.02	1,160.09	-16.38%

Employment

Unit: Person

	Fiscal year 2021 (Apr 2021 - Mar 2022)	Fiscal year 2020 (Apr 2020 - Mar 2021)	Change
Local employee (male)	1,623	1,675	-52
Local employee (female)	1,363	1,414	-51
Japanese staff	17	18	-1
Total	3,003	3,107	-104

Award from Government

1. The Best Performance Company of Safety , Occupational Health and Workplace Environment as of year 2021 From Department of Labor Protection and Welfare for 18 consecutive years (November 2021)
2. An Outstanding Establishment for Labor Relations Welfare Award as of year 2021 From Ministry of Labor for 16 consecutive years (November 2021)
3. The Labor Standard continually maintain 11 consecutive years



Award from Customer

1. TOYOTA DAIHATSU ENGINEERING & MANUFACTURING COMPANY LIMITED

- 2021 Outstanding Performance Supplier for Early Achievement of 2025 target in Environment (CO2 Reduction) Award (22 February 2022)
- 2021 Outstanding Performance Supplier in VA (22 February 2022)
- Runner up "Cost Improvement" (22 February 2022)

2. NISSAN MOTOR (THAILAND) COMPANY LIMITED

- Global Quality Award



Award from Stanley Japan

- Environment Award : 1. Outstanding Performance Award 2. Excellence Award

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Statements of Financial Position



The Equity Method	31 March 2022 (MB)	31 March 2021 (MB)	Change (%)
Current Assets	9,539.14	8,000.16	+19.24
Total Assets	23,056.66	21,542.61	+7.03
Current Liabilities	2,065.24	1,967.44	+4.97
Total Liabilities	3,029.88	2,824.83	+7.26
Shareholders' Equity	20,026.78	18,717.78	+6.99
Total Liabilities and Shareholders' Equity	23,056.66	21,542.61	+7.03

Statements of Income



The Equity Method

31 March 2022 31 March 2021
(MB) (MB)

Change
(%)

	31 March 2022 (MB)	31 March 2021 (MB)	Change (%)
Sales	13,582.33	11,727.61	+15.81
Cost of sales	11,092.50	9,951.85	+11.46
Gross Profit	2,489.82	1,775.76	+40.21
Selling and Administrative expenses	1,024.34	883.30	+15.97
Other Income	143.11	162.01	-11.67
Share of profit from investments in associates	281.61	241.89	+16.42
Profit before income tax	1,890.20	1,296.36	+45.81
Net profit for the year	1,520.80	1,061.34	+43.29

Statements of Cash Flows



The Equity Method

Unit : MB

March 31, 2022 March 31, 2021

Net Cash received from Operating Activities	2,573.10	2,872.90
Net Cash used in Investing Activities	(2,161.00)	(2,762.65)
Net Cash used in Financing Activities	(421.44)	(632.16)
Net decrease cash and Cash equivalents	(9.33)	(521.90)
Cash / Cash equivalents at beginning of the year	2,663.33	3,177.44
Effects of Exchange rate changes	1.95	7.79
Cash / Cash equivalents at end of the year	2,655.94	2,663.33

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Head Lamp and Tail Lamp



Head Lamp

Tail 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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