

WELCOME

Q3/2022 Operation Result Meeting

Apichart Lee-issaranukul

January 27, 2023

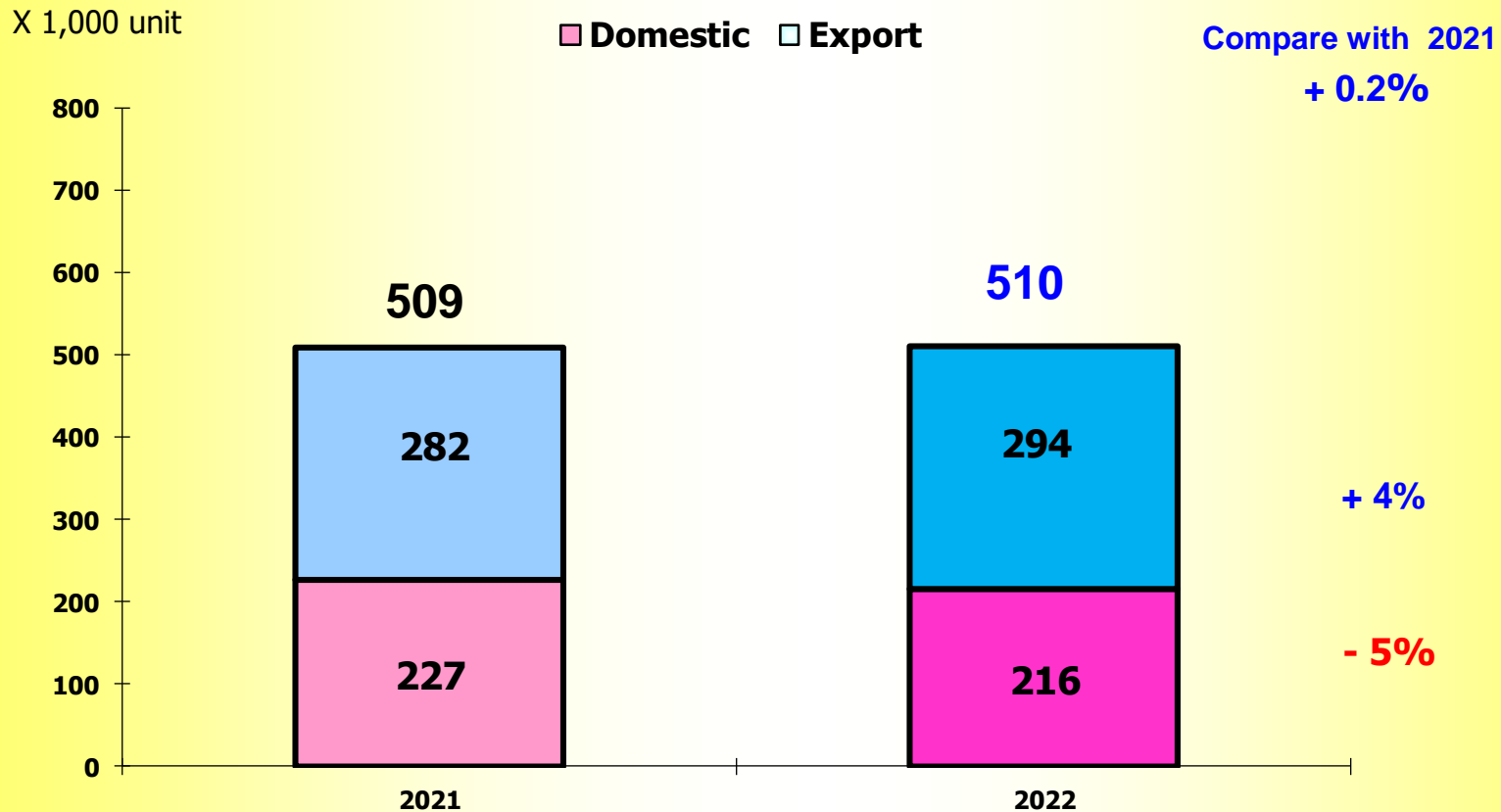
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2022 (October – December)**
- 2. The 3rd Quarterly 2022 Financial Statement**

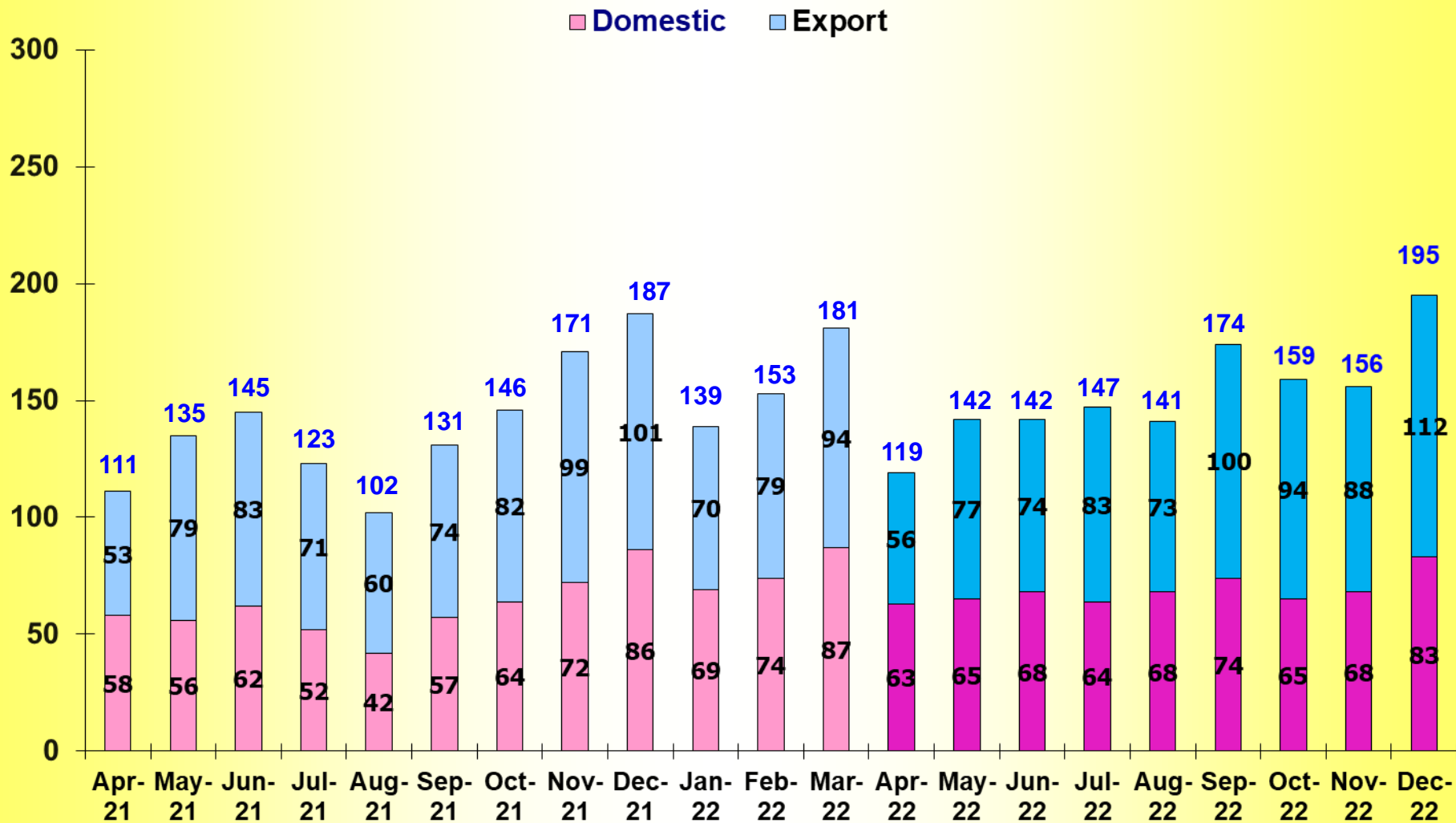
4W Market Sale 2022 (October – December) Domestic & Export



Source: The Federation of Thai Industries

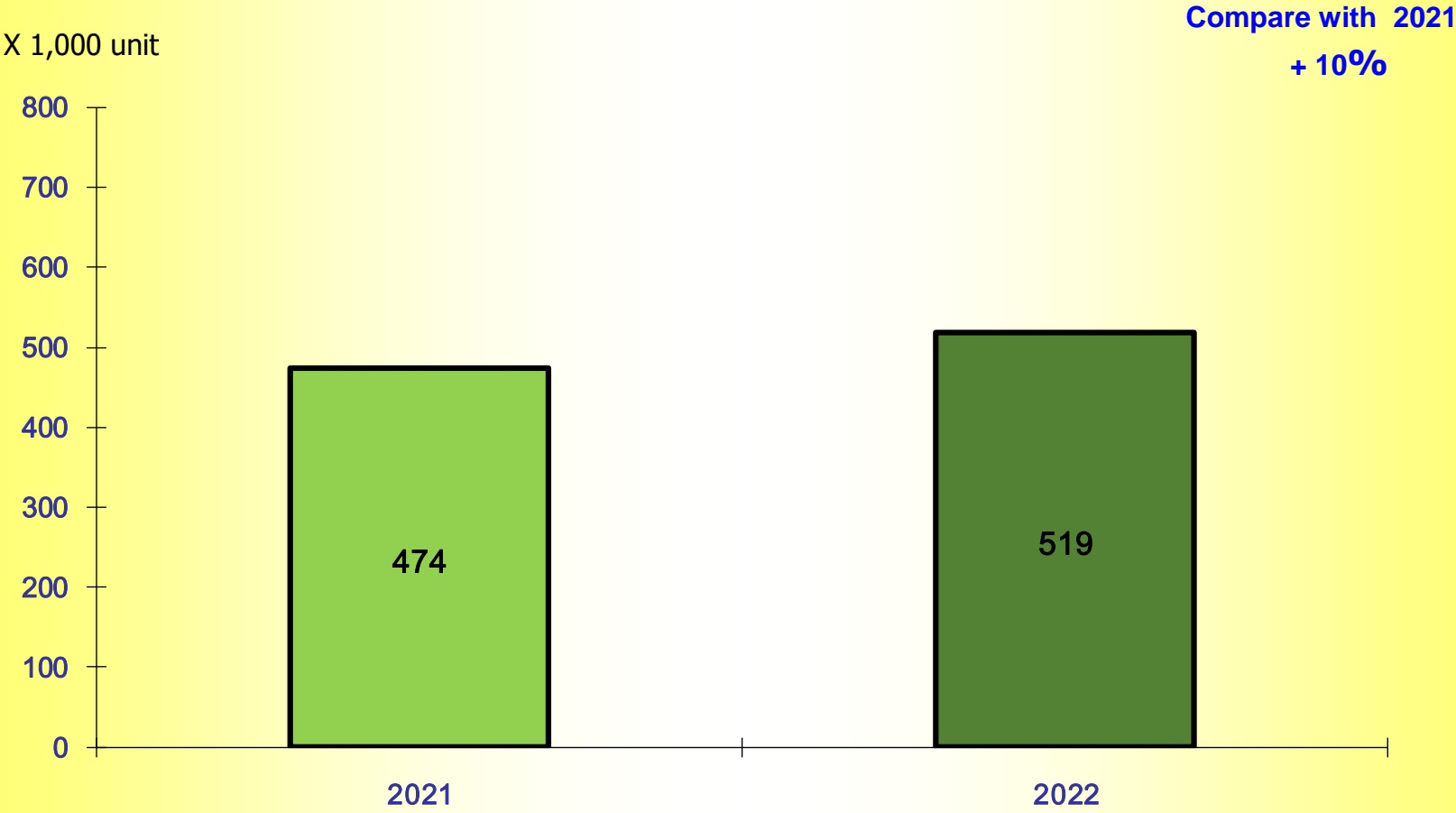
4W (Motorcar) Market Sale (Domestic & Export) (April 2021 – December 2022)

X 1,000 unit



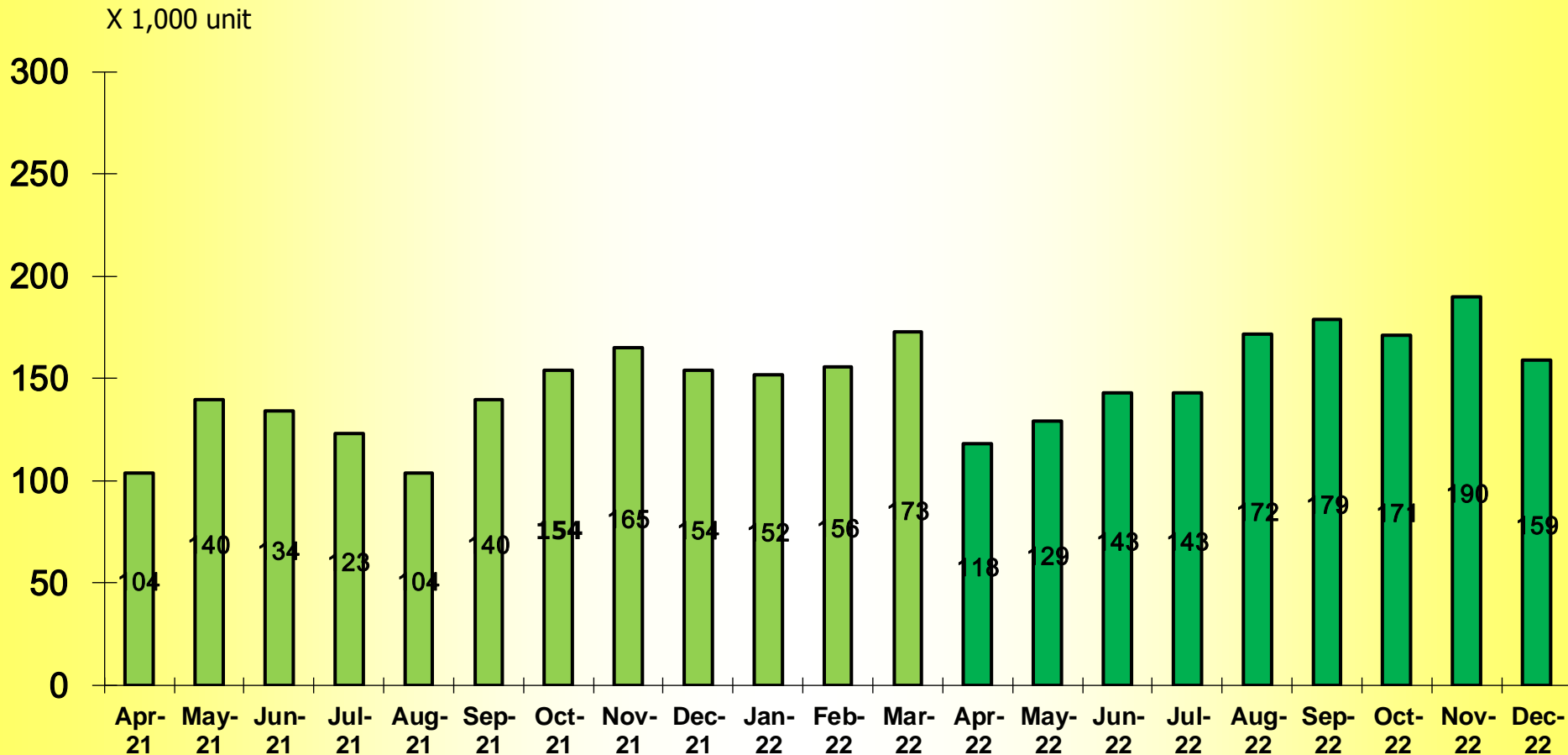
Source: The Federation of Thai Industries

4W Production (October – December 2022)



Source: The Federation of Thai Industries

4W (Motorcar) Production (By Month) (April 2021 – December 2022)

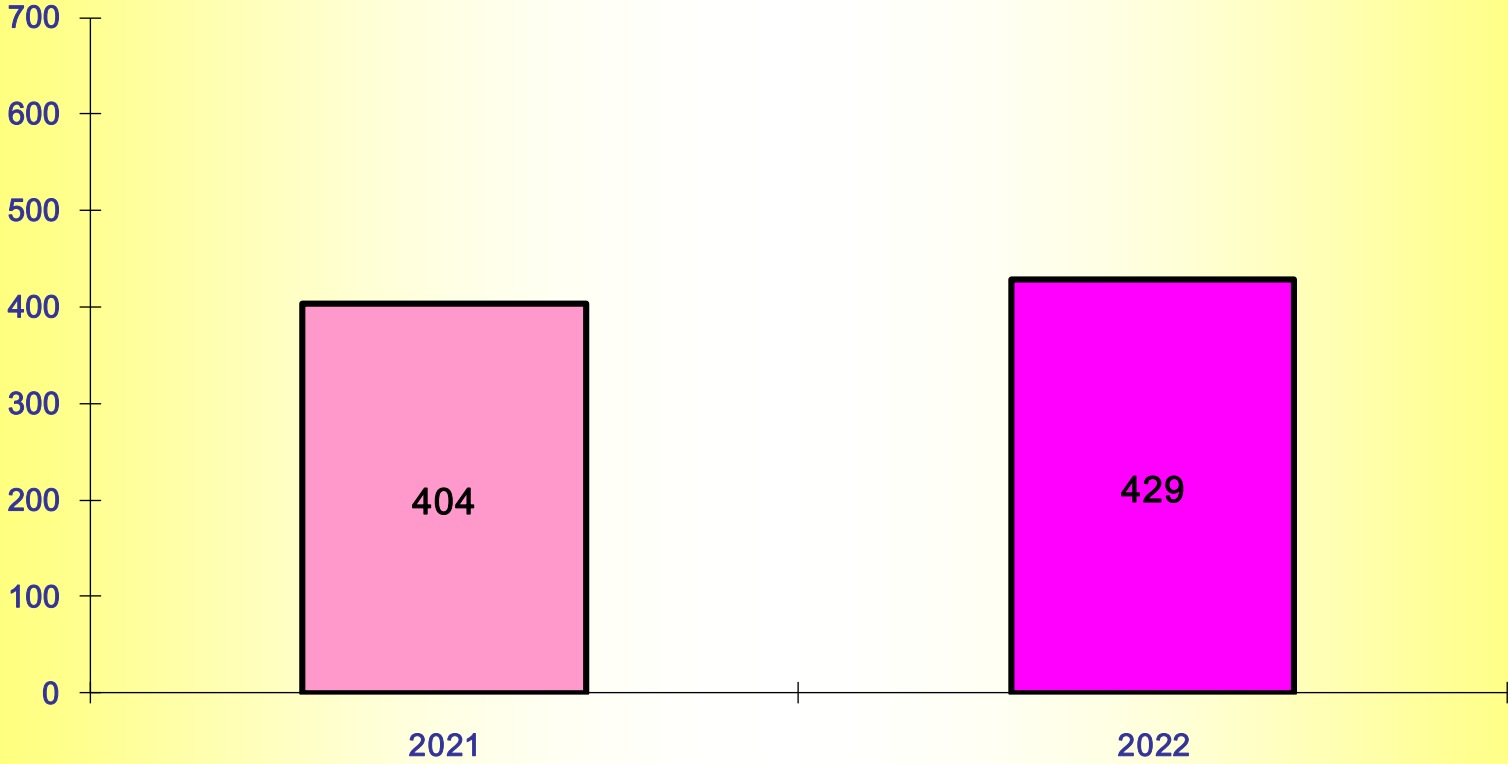


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2022)

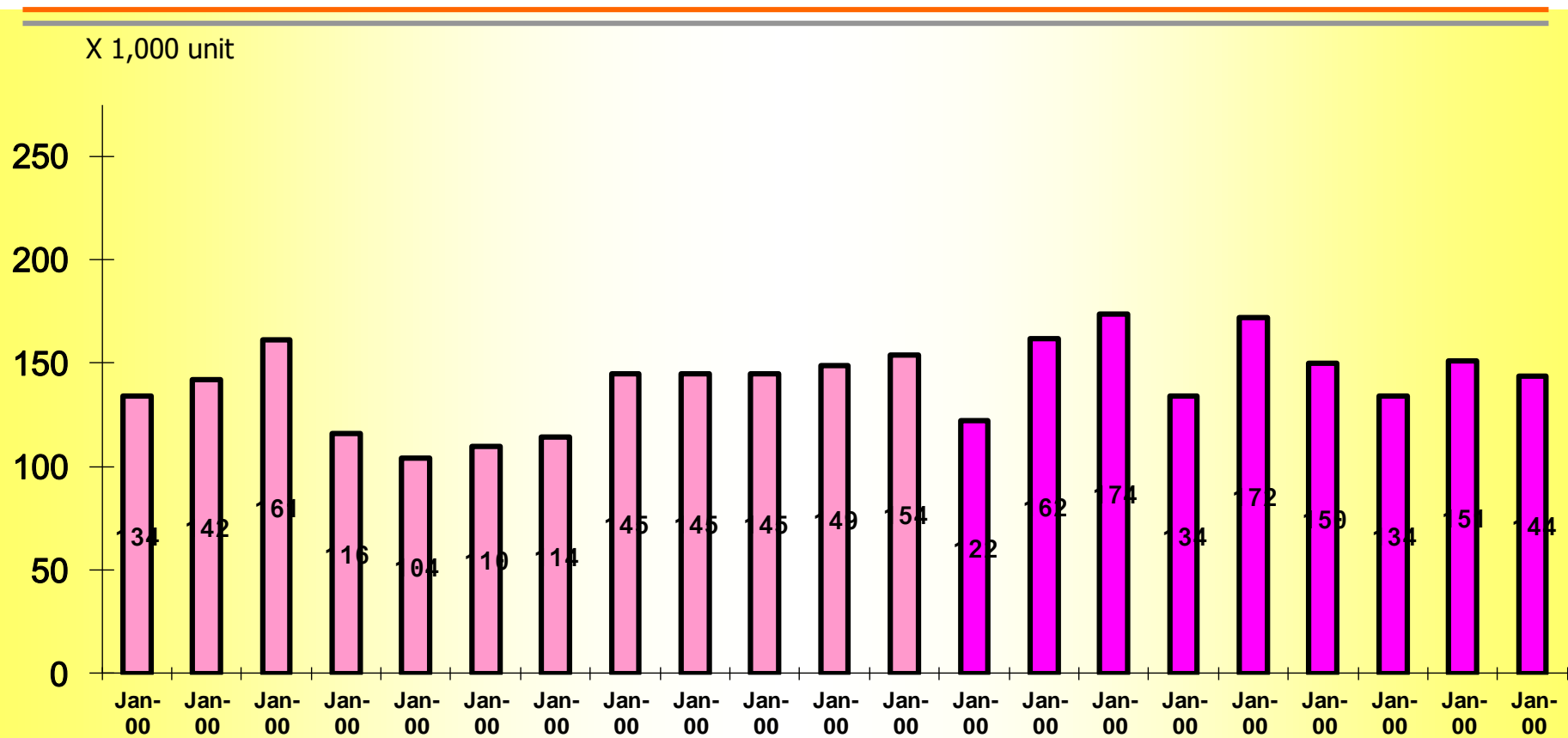
X 1,000 unit

Compare with 2021
+ 6%



Source: The Federation of Thai Industries

2W (Motorcycle) Sale (By Month) April 2021 – December 2022



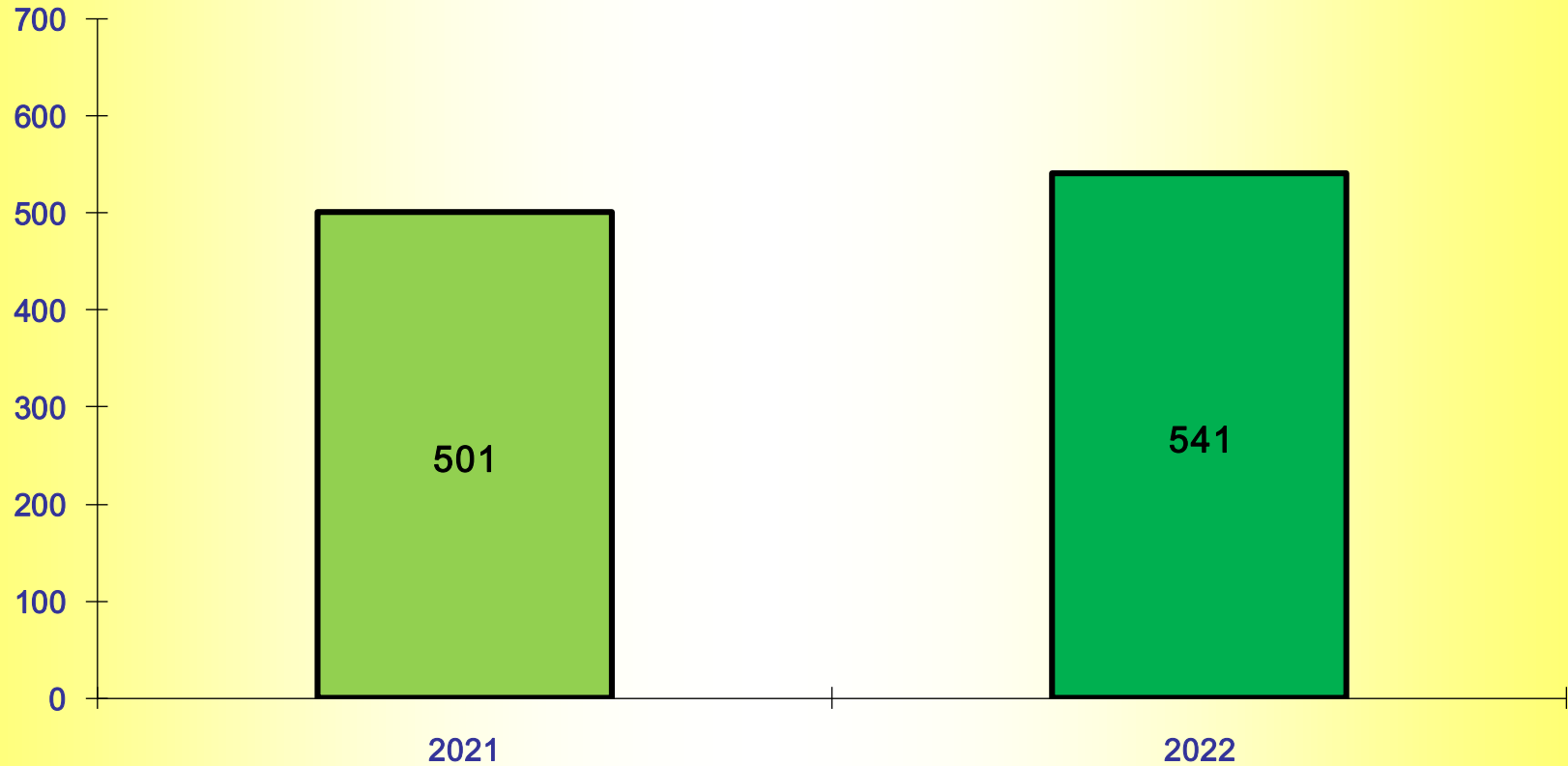
Source: The Federation of Thai Industries

2W Production (October – December 2022)

X 1,000 unit

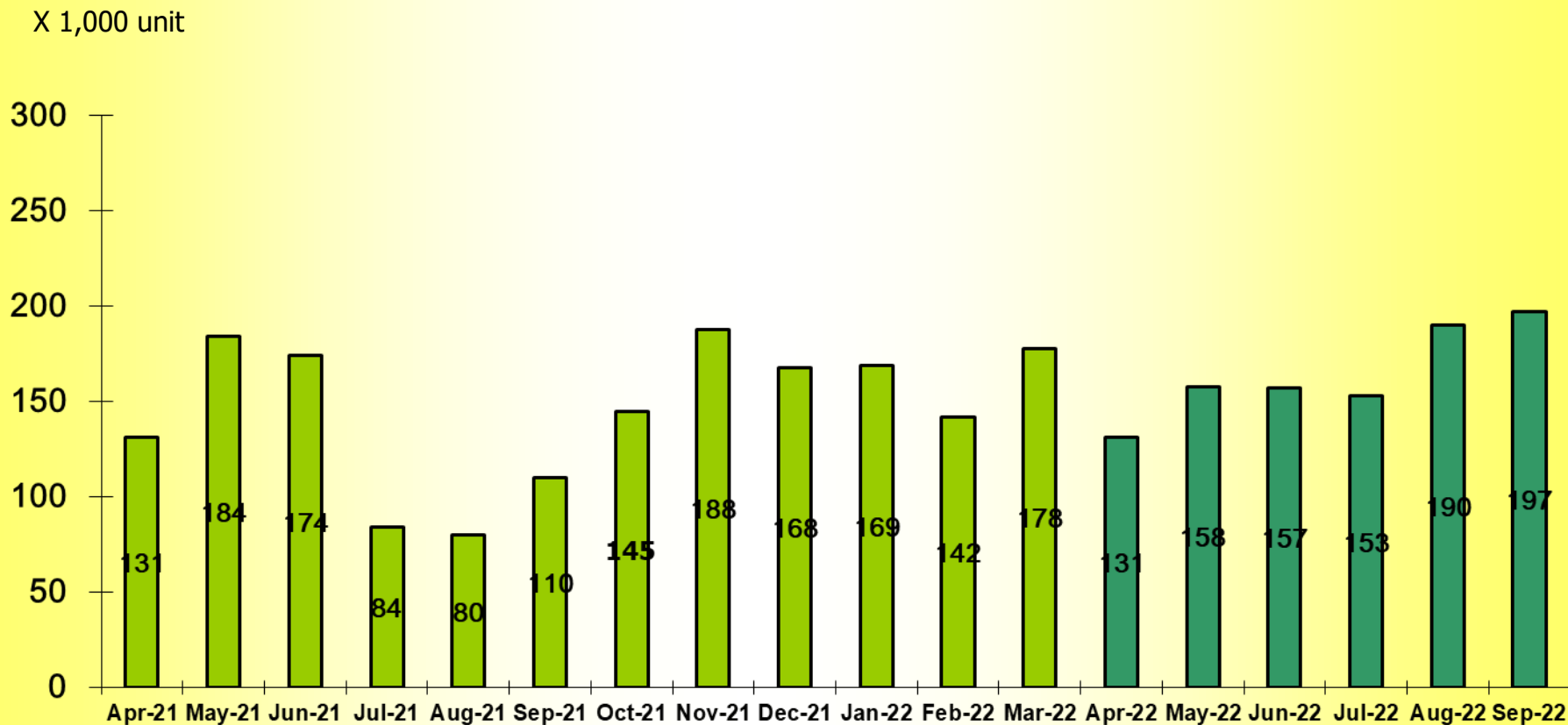
Compare with 2021

+ 8%



Source: The Federation of Thai Industries

2W (Motorcycle) Production (By Month) April 2021 – September 2022



Source: The Federation of Thai Industries

Agenda

1. Market Trend – 2022 (October – December)
2. The 3rd Quarterly 2022 Financial Statement

Statement of Financial Position

The Equity Method	30 December 2022	31 March 2022	Change
	(MB)	(MB)	(%)
Current Assets	10,282.65	9,539.14	+7.79
Non Current Asset	13,127.10	13,517.51	-2.89
Total Assets	23,409.75	23,056.66	+1.53
Current Liabilities	1,732.10	2,065.24	-16.13
Non Current Liabilities	1,035.07	964.64	+7.30
Total Liabilities	2,767.17	3,029.88	-8.67
Shareholder Equity	20,642.58	20,026.78	+3.07
Total Liabilities and Shareholders' Equity	23,409.75	23,056.66	+1.53

Statement of Income

The Three Month Period

The Equity Method	31 December 2022 (MB)	31 December 2021 (MB)	Change (%)
Sales	3,602.04	3,511.79	+2.57
Cost of sales	2,990.59	2,844.48	+5.14
Gross Profit	611.45	667.32	-8.37
Selling and Administrative expenses	274.07	273.80	+0.10
Other Income	27.89	27.24	+2.39
Share of profit from investments in associates	104.58	74.36	+40.65
Profit before income tax	469.85	495.12	-5.10
Net profit for the period	376.25	396.75	-5.17

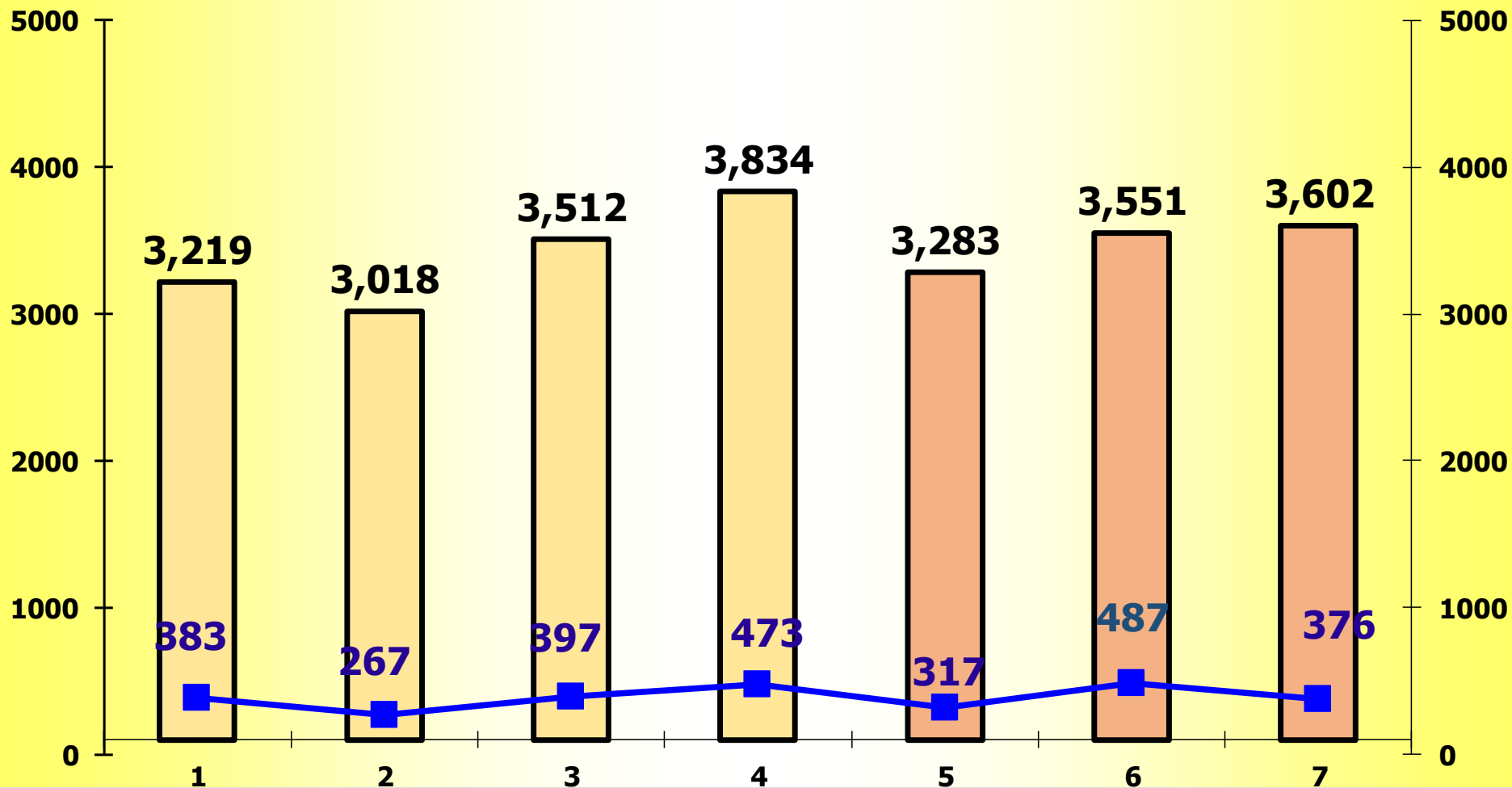
The Nine Month Period

The Equity Method	31 December 2022	31 December 2021	Change
	(MB)	(MB)	(%)
Sales	10,436.32	9,748.18	+7.06
Cost of sales	8,673.89	7,977.81	+8.73
Gross Profit	1,762.43	1,770.37	-0.45
Selling and Administrative expenses	822.43	761.92	+7.94
Other Income	213.08	104.71	+103.50
Share of profit from investments in associates	302.54	187.00	+61.78
Profit before income tax	1,455.62	1,300.16	+11.96
Net profit for the period	1,180.36	1,047.38	+12.70

Analysis by Quarterly

Unit : MB

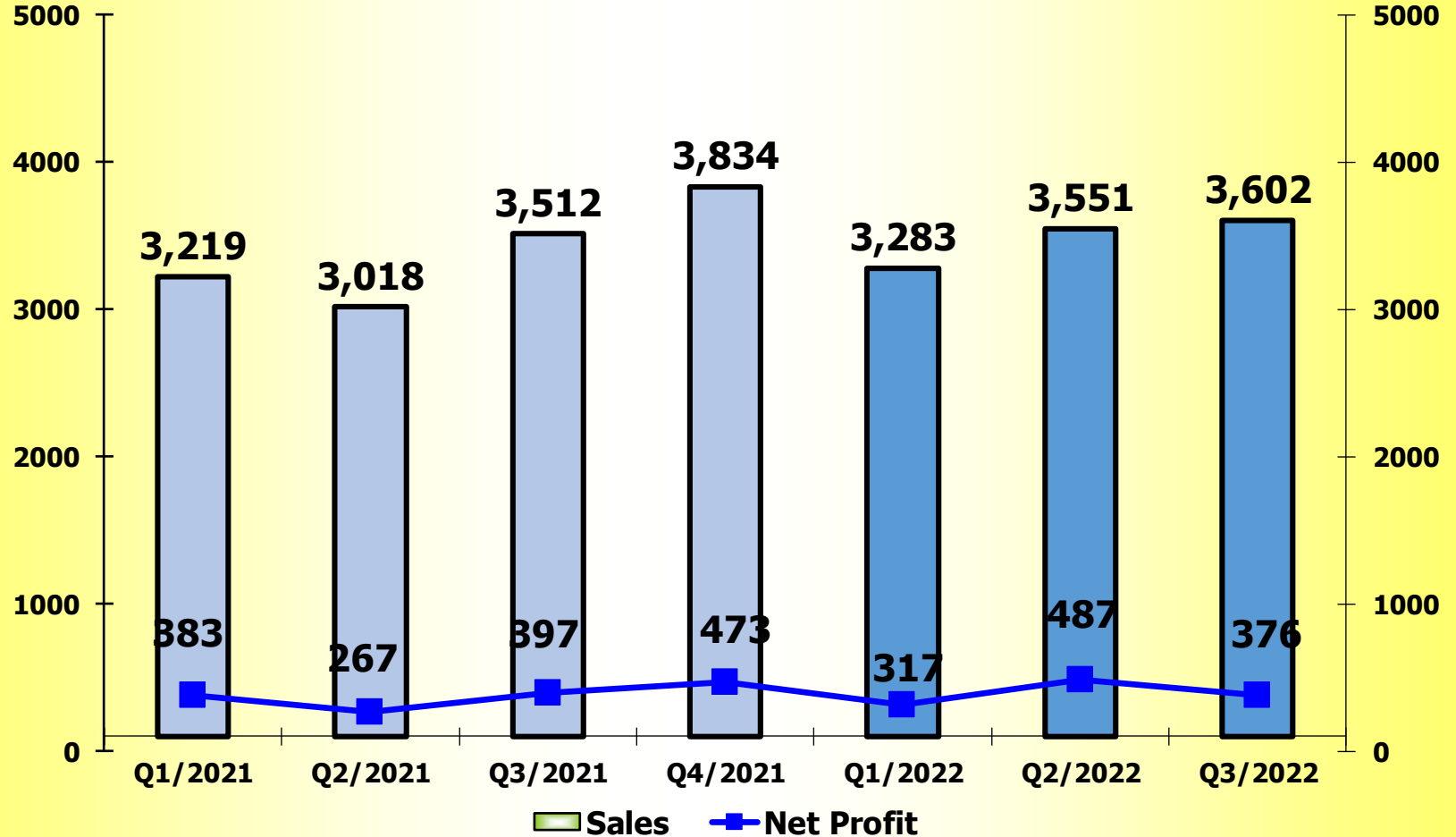
The Equity Method



Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	31 December 2022	31 December 2021
	(MB)	(MB)
Net Cash received from Operating Activities	2,145.42	1,746.85
Net Cash used in Investing Activities	(2,123.94)	(1,702.06)
Net Cash used in Financing Activities	(651.31)	(421.44)
Net increase (decrease) cash / Cash equivalents	(629.83)	(376.65)
Cash / Cash equivalents at beginning of the period	2,655.94	2,663.33
Effects of Exchange rate changes	(3.08)	0.10
Cash / Cash equivalents at end of the period	2,023.03	2,286.78

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Actual result may differ materially from those in such forward-looking statements as a result of various factors.

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