

# **WELCOME**

## **The 2023 Operation Result**

**APICHART LEE-ISSARANUKUL**

**20<sup>th</sup> MAY 2024**

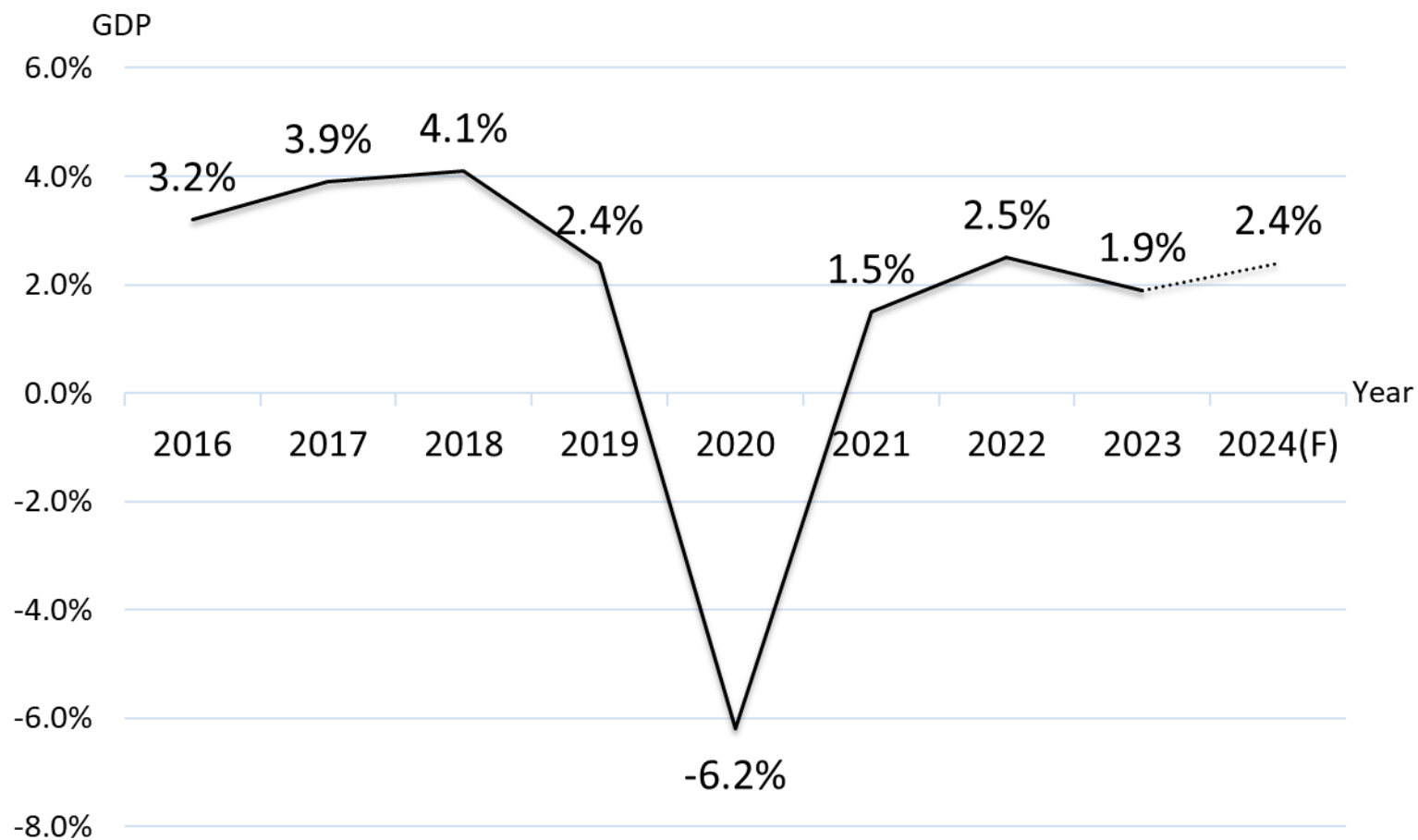
# Agenda

**1. Business Report 2023**

**2. The Fiscal Year 2023 Financial Statement**

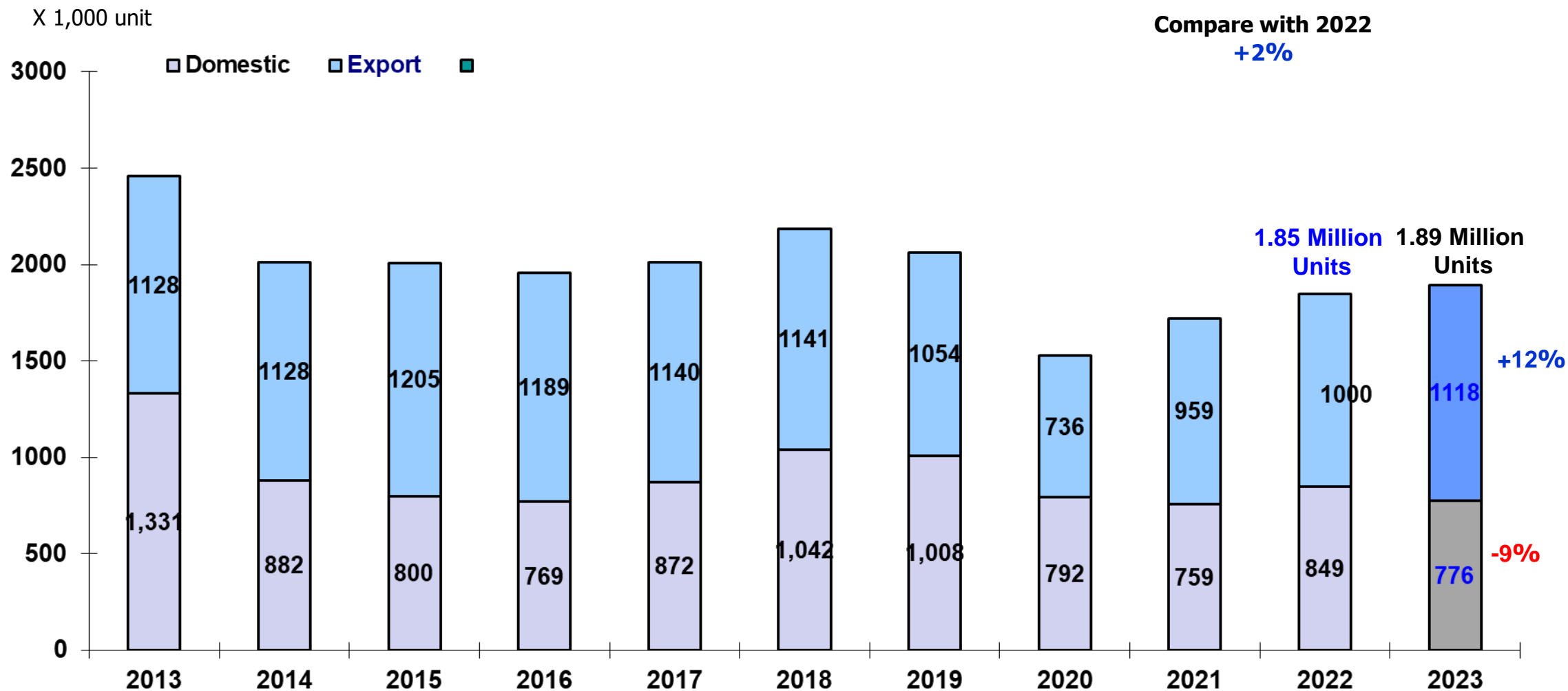
# BUSINESS REPORT

## GDP Growth 2016 – 2024 (F)



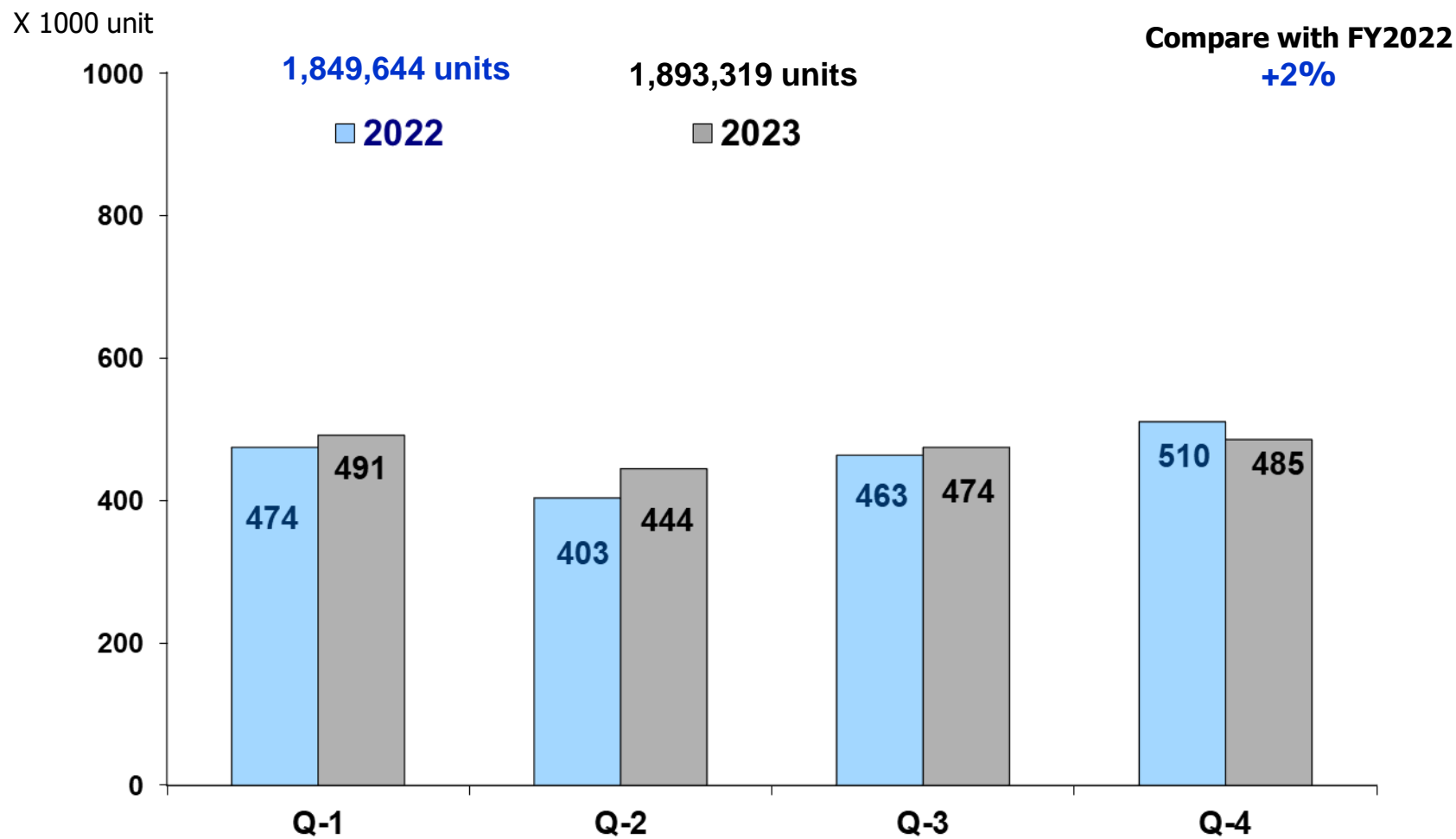
Source: [https://www.nesdc.go.th/main.php?filename=QGDP\\_report](https://www.nesdc.go.th/main.php?filename=QGDP_report)

## 4W Market Sale (Domestic & Export) 2013 – 2023 (January – December)



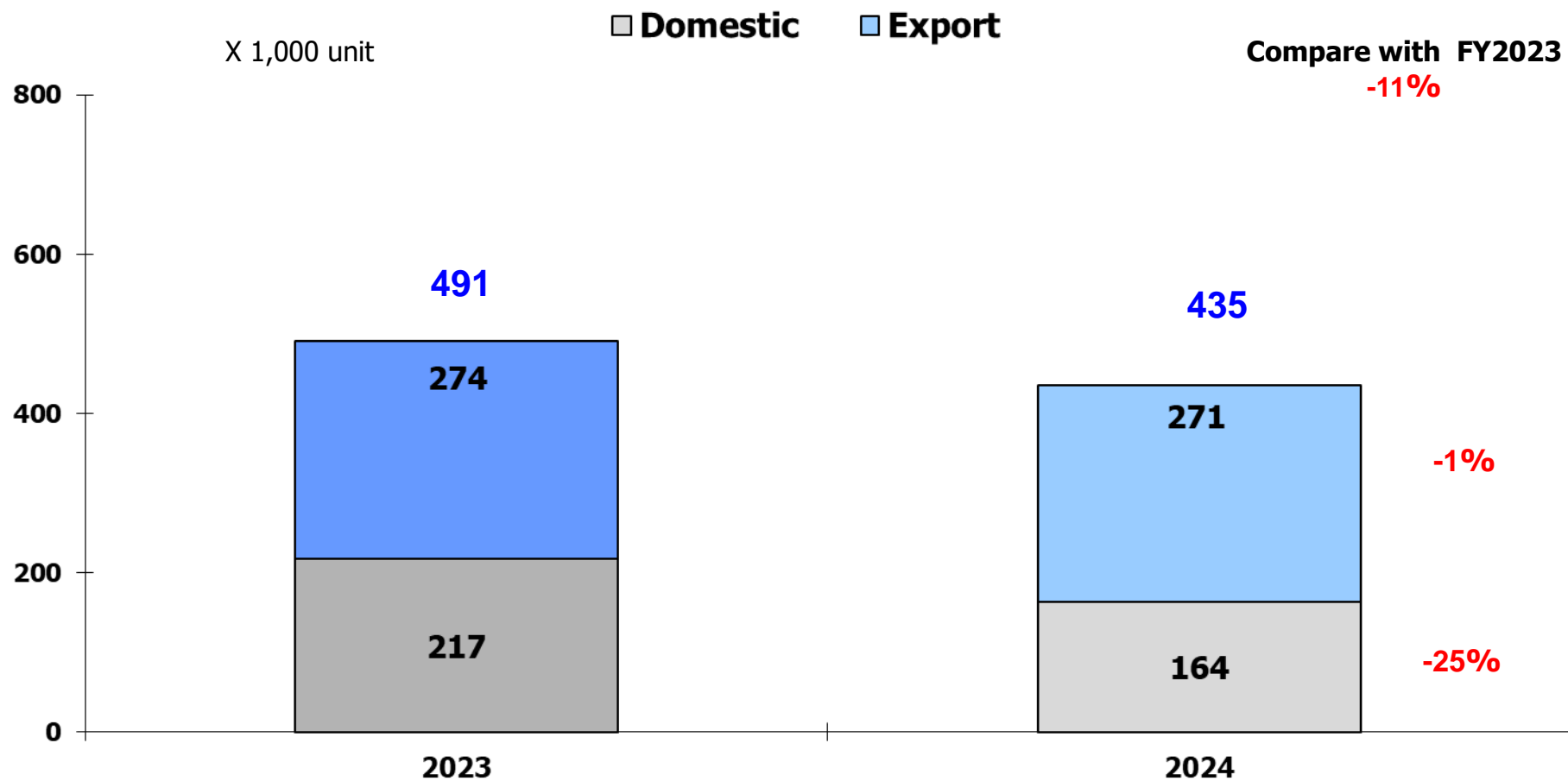
Source: The Federation of Thai Industries

## 4W Market Sales (Domestic & Export) 2022 - 2023 by Quarterly (January – December)



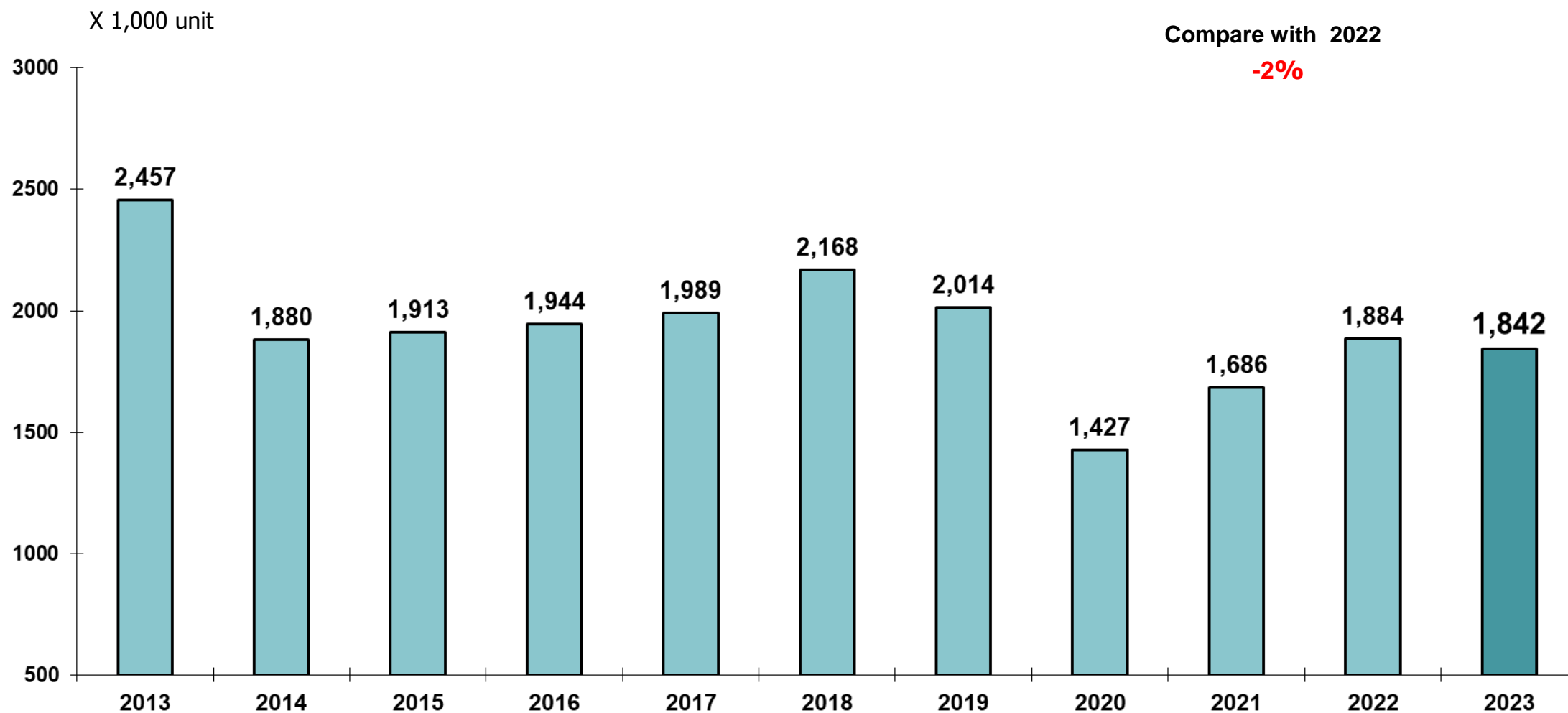
Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) 2024 (January – March)



Source: The Federation of Thai Industries

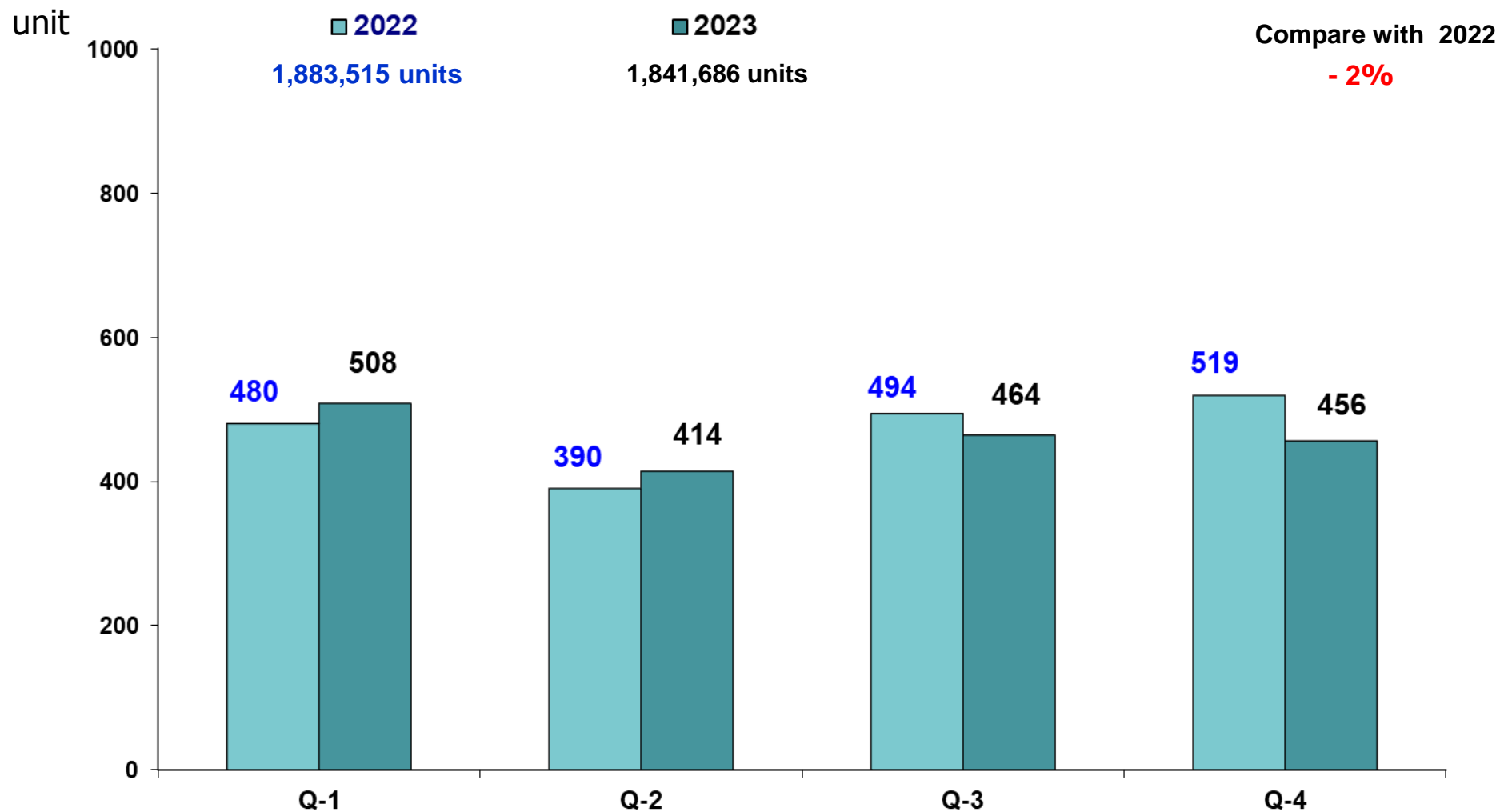
## 4W Productions 2013 – 2023 (January – December)



Source: The Federation of Thai Industries

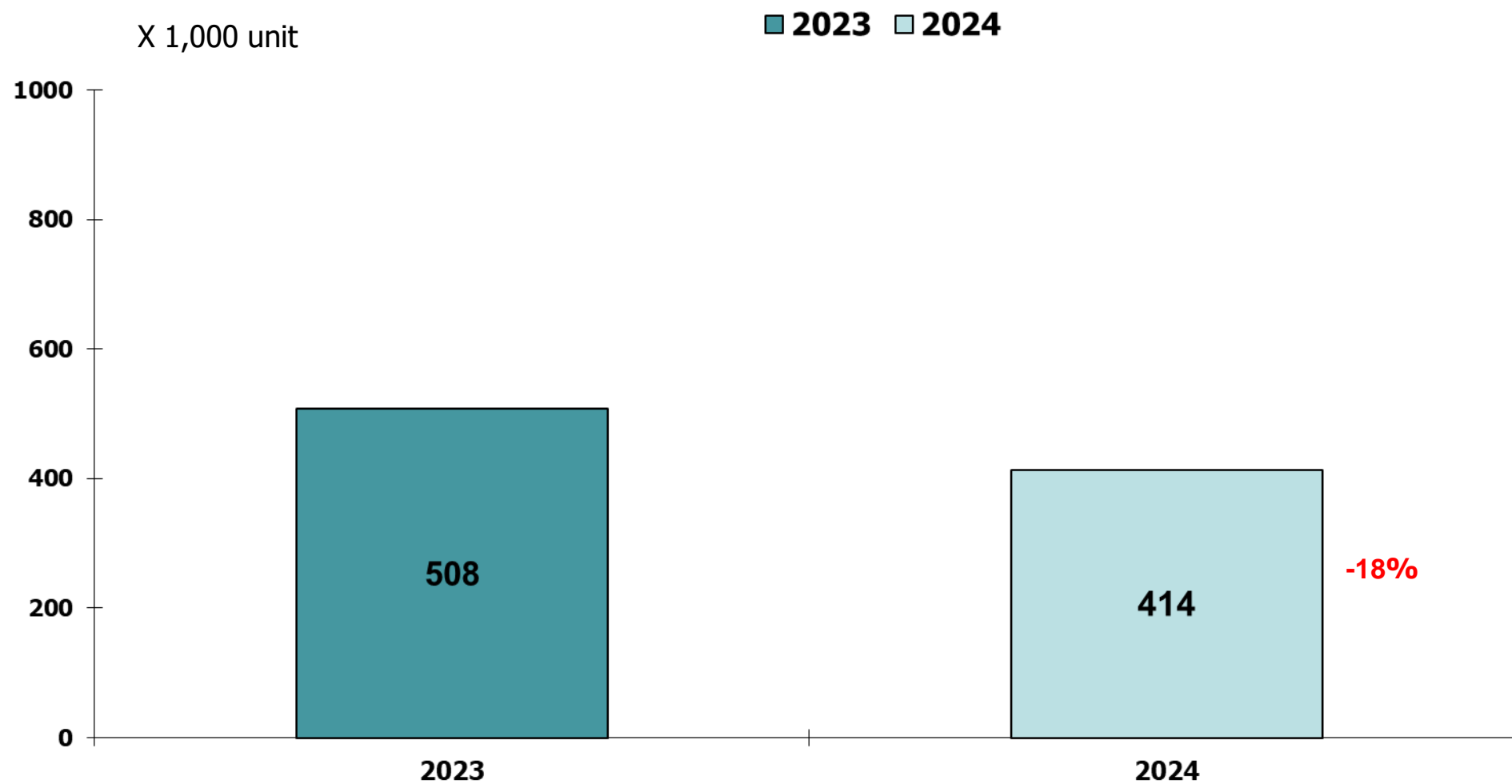


## 4W Production 2022 - 2023 by Quarterly (January – December)



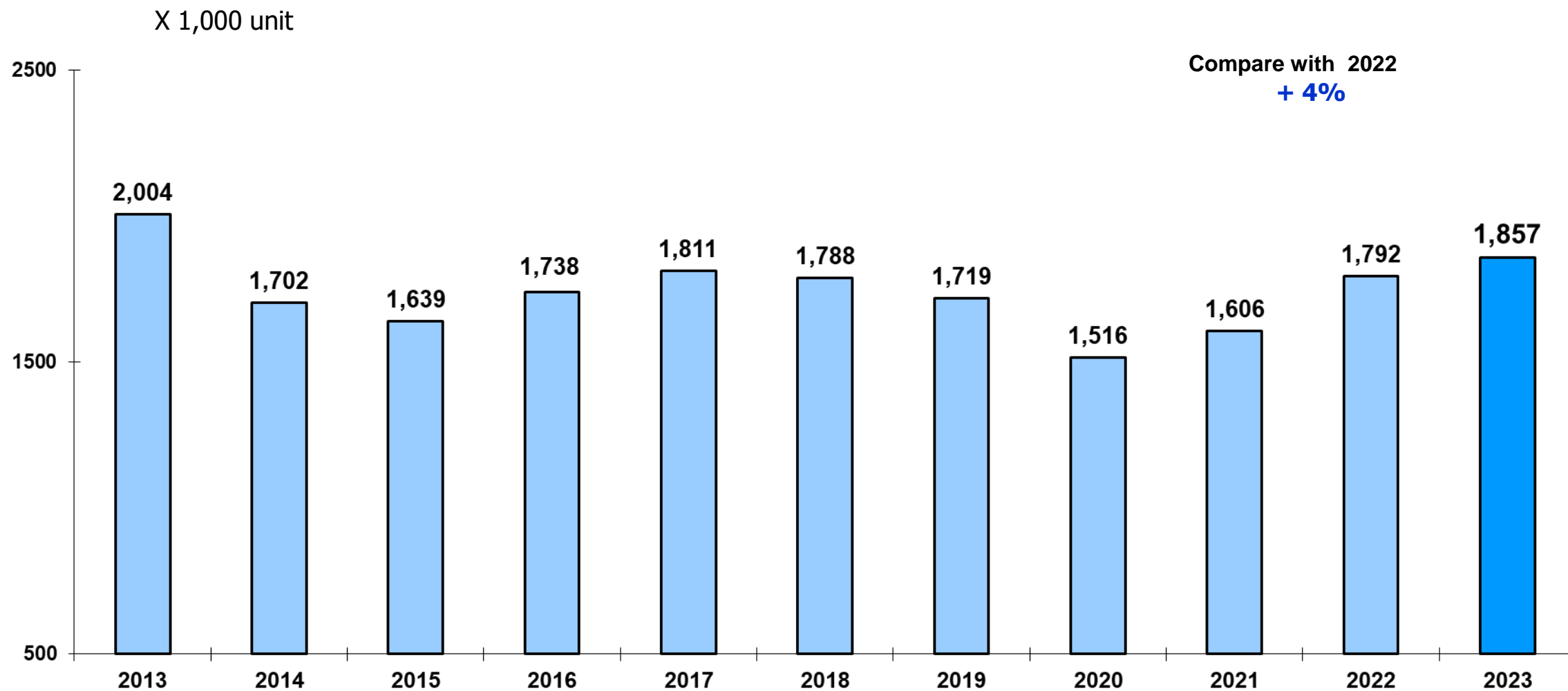
Source: The Federation of Thai Industries

## 4W Productions 2024 (January – March)



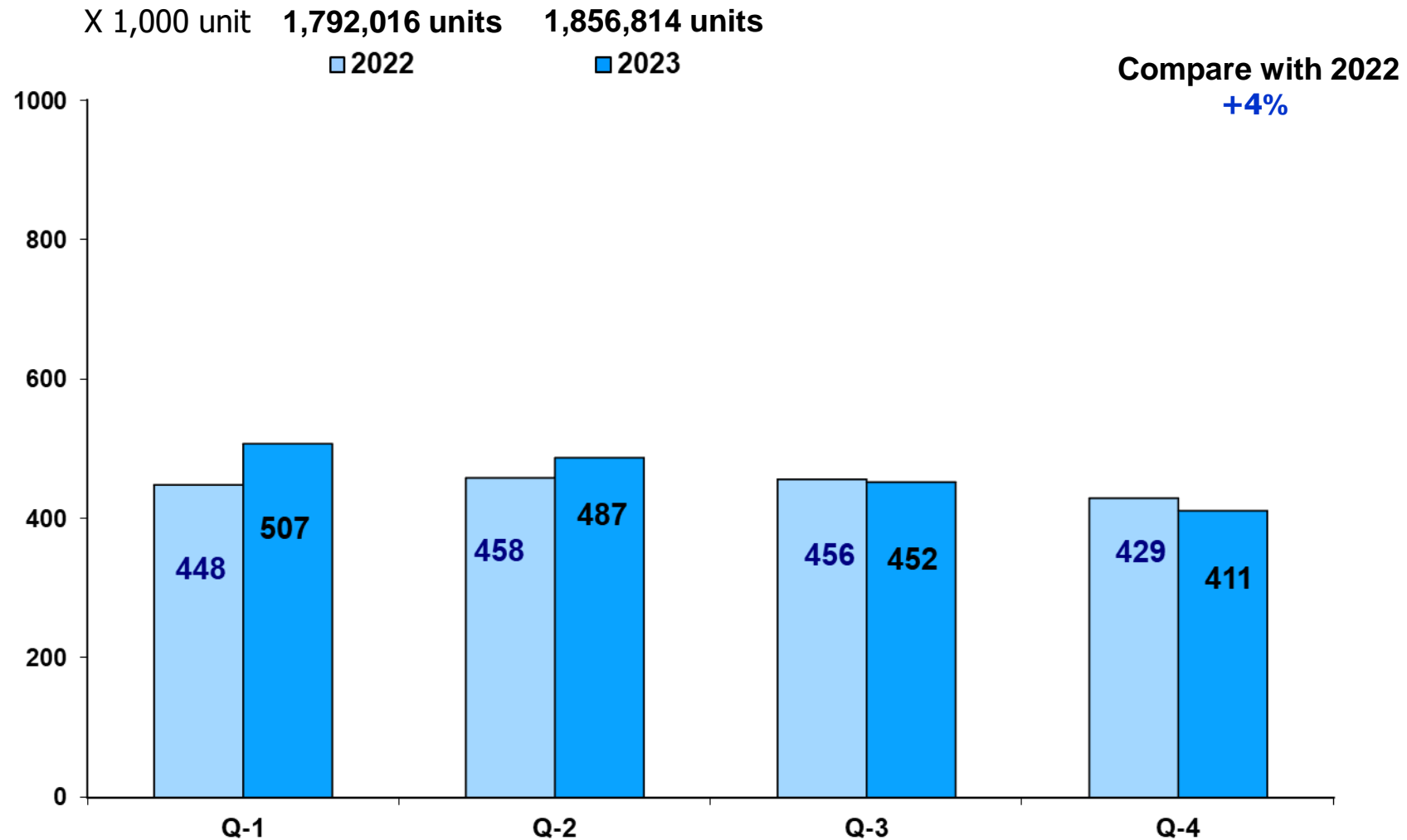
Source: The Federation of Thai Industries

## 2W Market Sale (2013 – 2023 January - December)



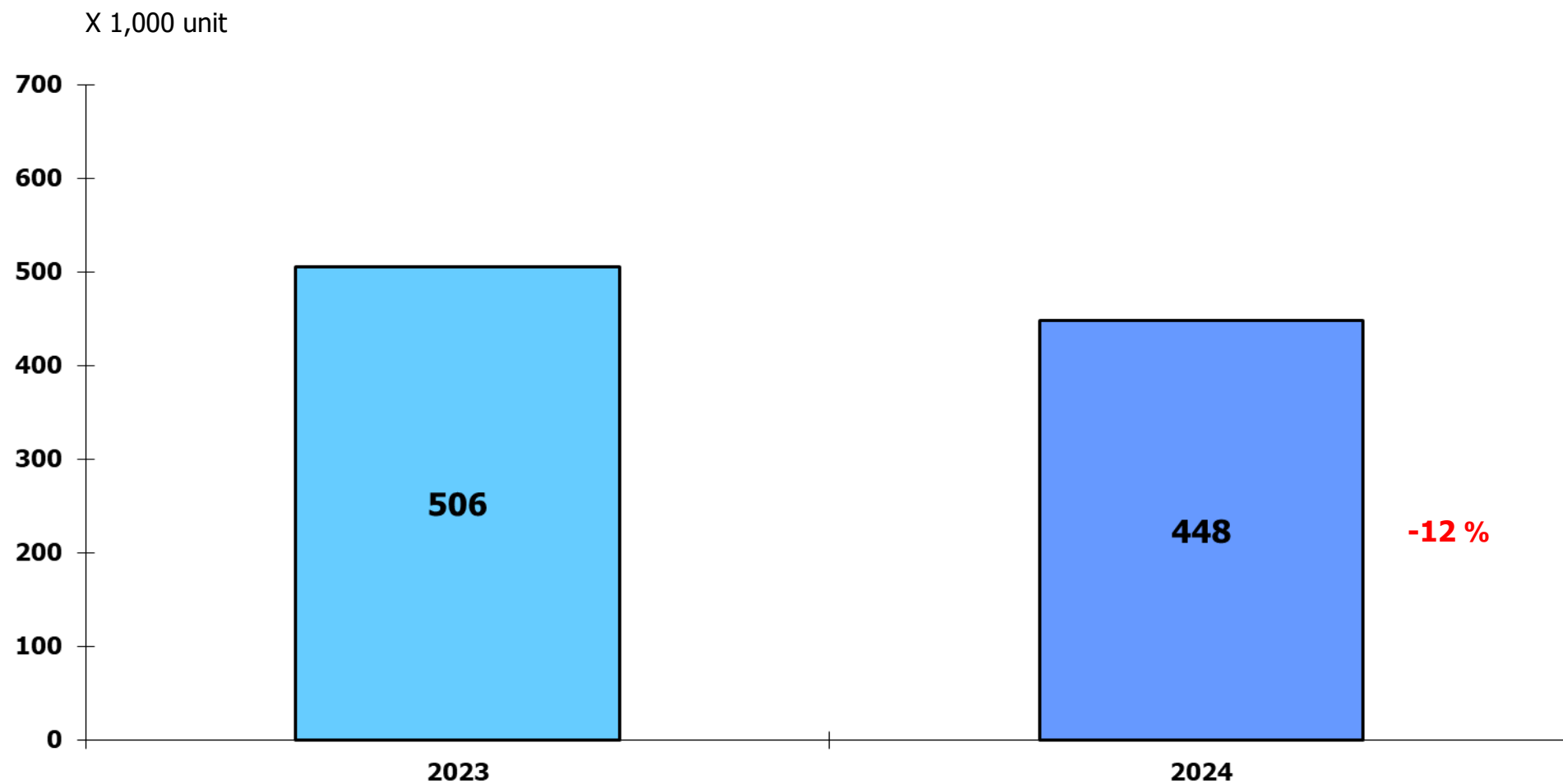
Source: The Federation of Thai Industries

## 2W Market Sales 2022 - 2023 by Quarterly (January – December)



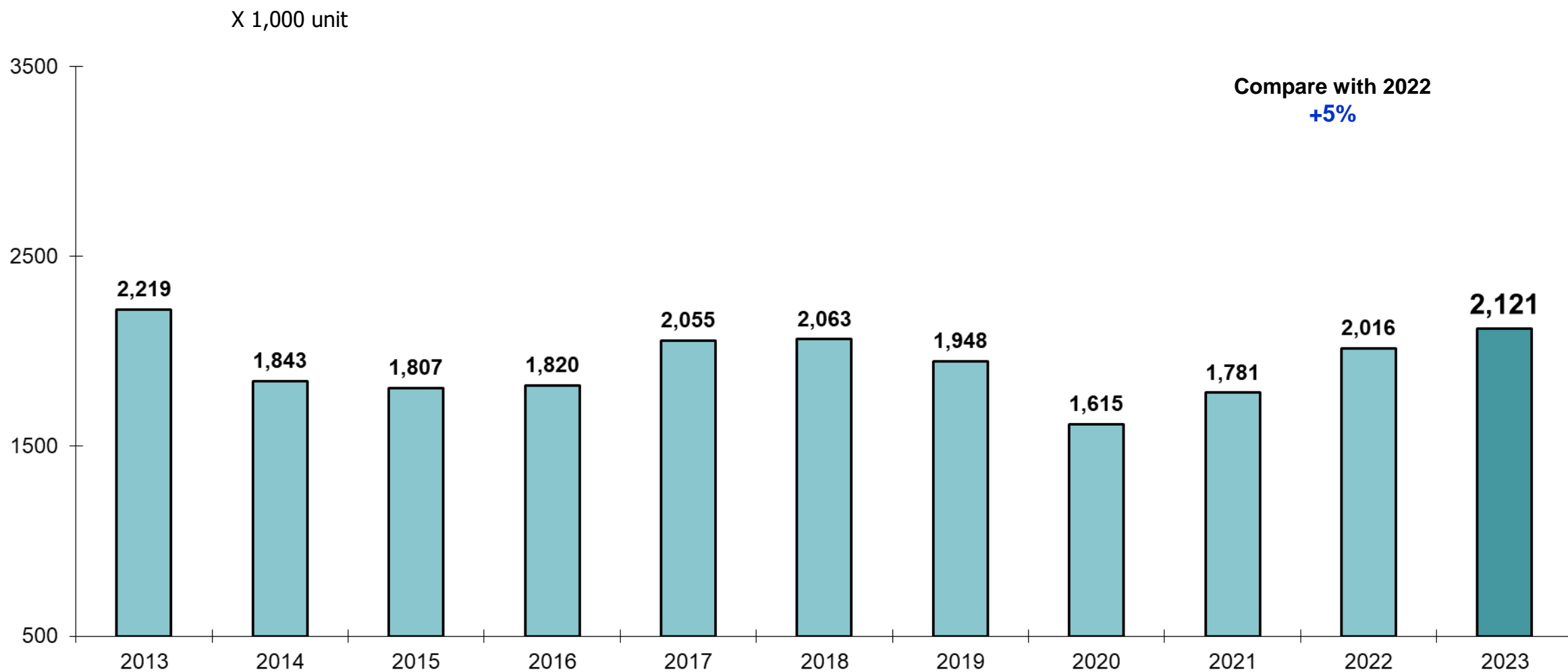
Source: The Federation of Thai Industries

## 2W Market Sales 2024 - Domestic (January – March)



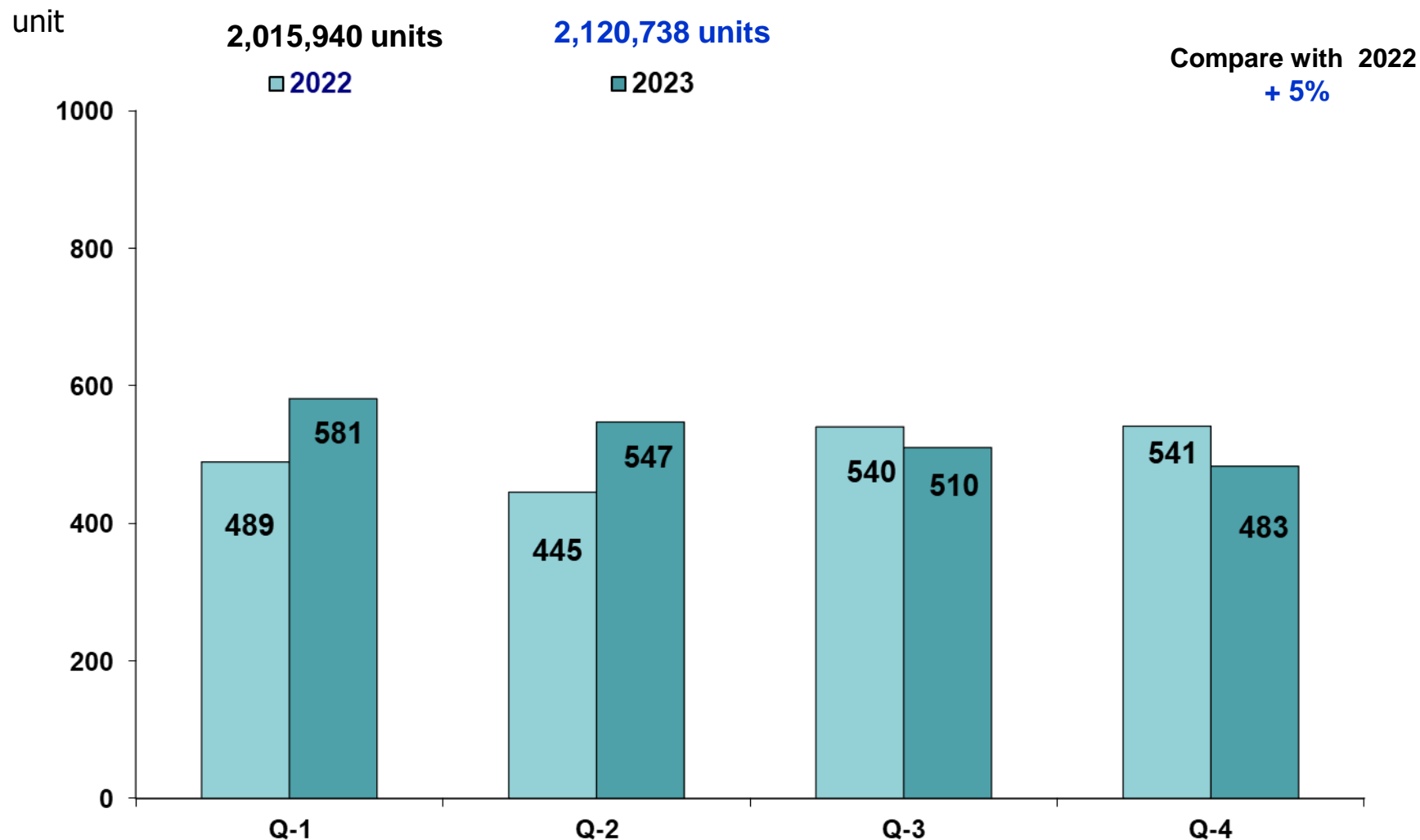
Source: The Federation of Thai Industries

## 2W Productions 2013 – 2023 (January – December)



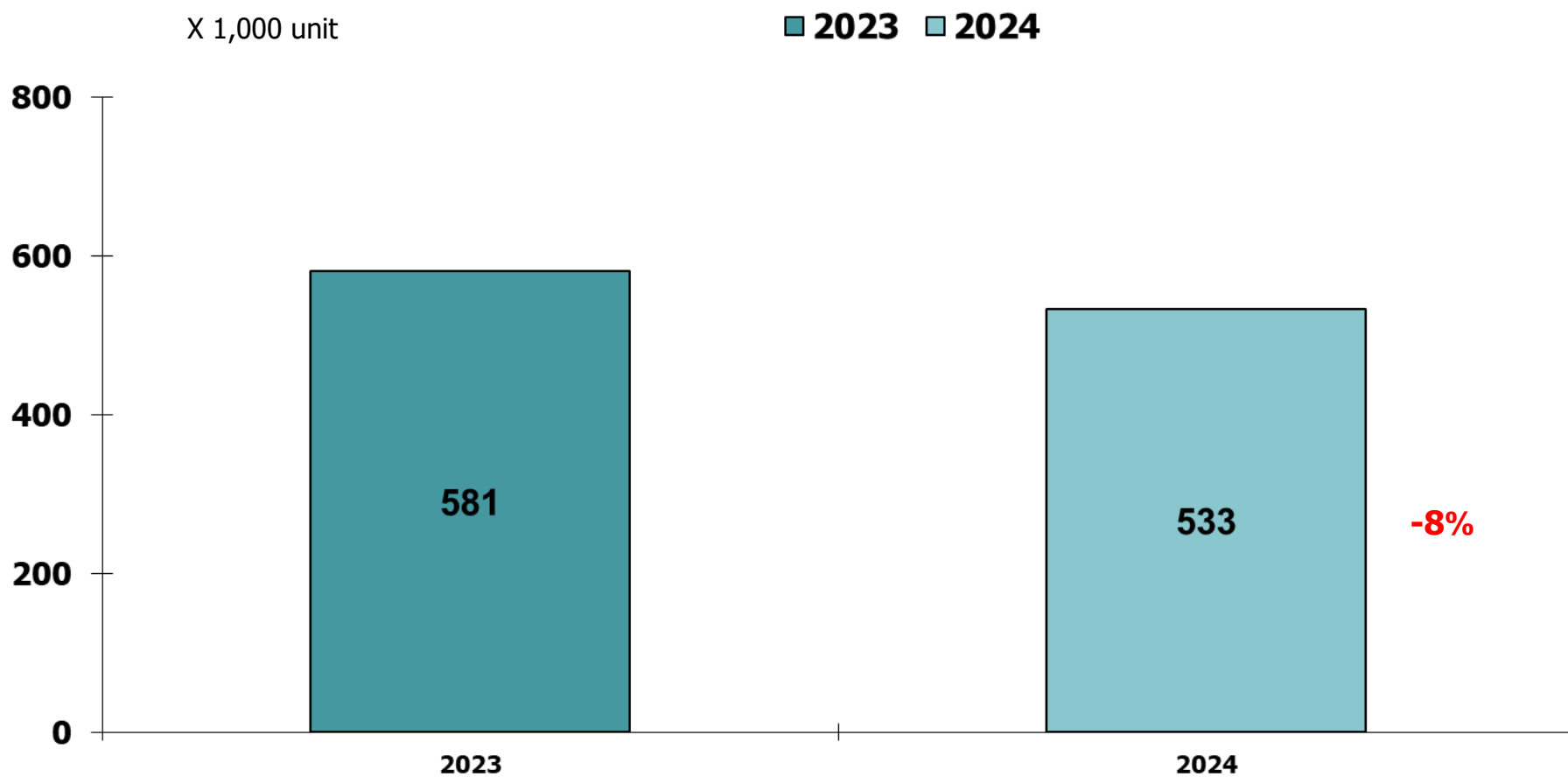
Source: The Federation of Thai Industries

## 2W Production 2022 - 2023 by Quarterly (January – December)



Source: The Federation of Thai Industries

## 2W Productions 2024 (January – March)



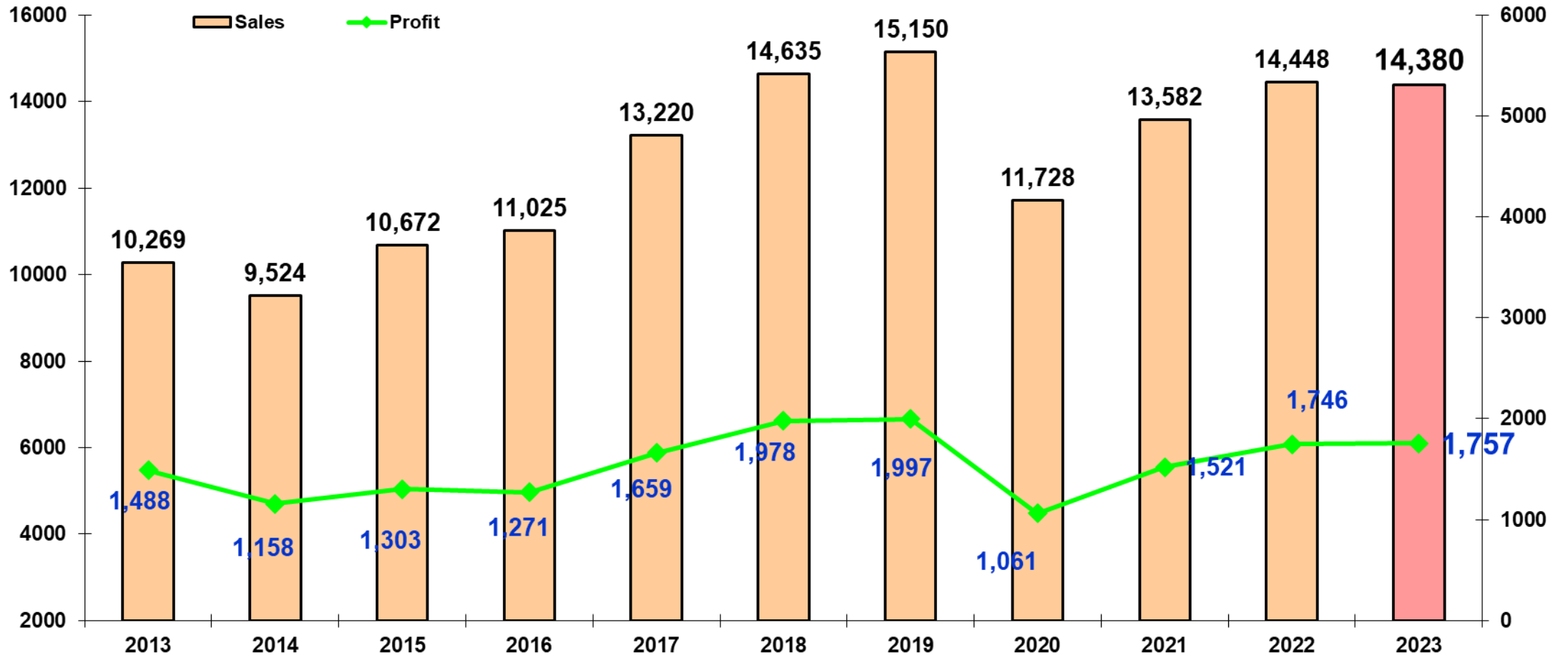
Source: The Federation of Thai Industries



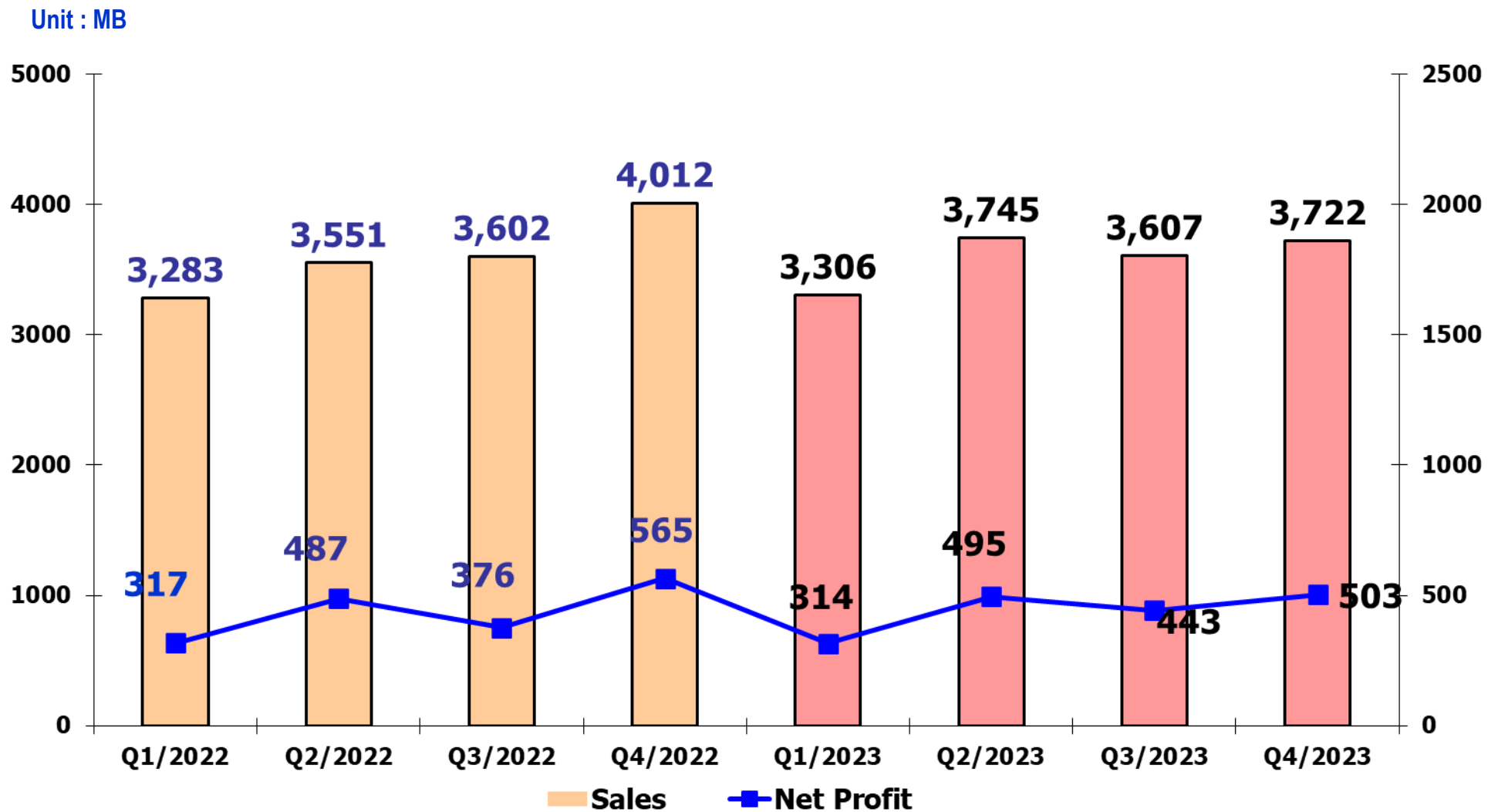
# THS Business Result (FY2013 – FY2023) (Sales & Net Profit)



Compare with FY2022 Sale **-0.47 %**  
Profit **+0.64 %**



## Analysis by Quarterly



## Operating Income

Unit: Million baht

	Fiscal year 2023 (Apr 2023-Mar 2024)		Fiscal year 2022 (Apr 2022 -Mar 2023)		Change (%)
	Amount	ratio	Amount	Ratio	
<b>Auto bulb</b>	310.50	2.16%	394.97	2.73%	-21.39%
<b>Automotive lamp</b>	13,846.12	96.29%	13,933.76	96.44%	-0.63%
<b>Die &amp; mold &amp; Design</b>	223.31	1.55%	119.12	0.83%	+87.47%
<b>Total</b>	<b>14,379.93</b>	<b>100%</b>	<b>14,447.85</b>	<b>100%</b>	<b>-0.47%</b>

## Capital expenditures

Unit: Million baht

	<b>Fiscal year 2023 (Apr 2023 - Mar 2024)</b>	<b>Fiscal year 2022 (Apr 2022 - Mar 2023)</b>	<b>Change</b>
	amount	amount	
<b>Land</b>	-	-	-
<b>Buildings</b>	89.44	18.70	+378.29%
<b>Machines &amp; Equipment</b>	387.86	385.15	+0.69%
<b>Molds &amp; Tools</b>	212.41	266.45	-20.28%
<b>Others</b>	14.31	-	+100%
<b>Total</b>	<b>704.02</b>	<b>670.30</b>	<b>+5.03%</b>

# Employment

Unit: Person

	<b>Fiscal year 2023 (Apr 2023 - Mar 2024)</b>	<b>Fiscal year 2022 (Apr 2022 - Mar 2023)</b>	<b>Change</b>
<b>Local employee (male)</b>	<b>1,510</b>	1,578	<b>-68</b>
<b>Local employee (female)</b>	<b>1,267</b>	1,334	<b>-67</b>
<b>Japanese staff</b>	<b>19</b>	18	<b>+1</b>
<b>Total</b>	<b>2,796</b>	2,930	<b>-134</b>

## Awards from Customer

### 1. Honda Automotive (Thailand) Company Limited

- Cost Award
- Enhance Characteristics Activity Award

### 2. Thai Honda Company Limited

- Quality Award
- Safety Riding Award
- Value Improvement Award

### 3. Thai Suzuki Motor Company Limited

- The Best of Delivery Award

### 4. Toyota Parts Center Asia Pacific (TPCAP)

- Total Service Parts Performance Award



# 2023 Awards



## Awards from Government

### 1. Ministry of Labour

- The establishment that maintains the Thai labor standard system for 15 consecutive years
- The Outstanding Workplace Award for Labor Relations and Welfare Award (18 consecutive years)
- Company support and corporate with Labor protection and welfare Pathum Thani Award
- The Outstanding Award for Safety, Occupational Health and Working Environment (20 consecutive years)

### 2. Pathumthani Provincial Labor Protection and Welfare Office

- The Outstanding Award for Pathumthani Occupational Health and Safety Project Contest 2023

### 3. Pathumthani Provincial Public Health Office

- Healthy Canteen Award



# Agenda

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# Statements of Financial Position



The Equity Method	31 March 2024 (MB)	31 March 2023 (MB)	Change (%)
Current Assets	11,828.59	11,165.24	+5.94
Total Assets	24,777.83	24,325.40	+1.86
Current Liabilities	1,935.84	1,992.33	-2.84
Total Liabilities	3,075.74	3,038.69	+1.22
Shareholders' Equity	21,702.09	21,286.71	+1.95
Total Liabilities and Shareholders' Equity	24,777.83	24,325.40	+1.86

# Statements of Income



The Equity Method	31 March 2024 (MB)	31 March 2023 (MB)	Change (%)
Sales	14,379.93	14,447.85	-0.47
Cost of sales	11,828.85	11,839.10	-0.09
Gross Profit	2,551.08	2,608.75	-2.21
Selling and Administrative expenses	1,129.29	1,093.35	+3.29
Other Income	379.42	251.11	+51.10
Share of profit from investments in associates	378.11	386.96	-2.29
Profit before income tax	2,179.31	2,153.47	+1.20
Net profit for the year	1,756.92	1,745.67	+0.64

# Statements of Cash Flows



## The Equity Method

Unit : MB

March 31, 2024

March 31, 2023

Net Cash received from Operating Activities	3,016.49	2,995.26
Net Cash used in Investing Activities	(1,571.86)	(2,911.40)
Net Cash used in Financing Activities	(1,532.94)	(651.31)
Net decrease cash and Cash equivalents	(87.86)	(567.45)
Cash / Cash equivalents at beginning of the year	2,084.20	2,655.94
Effects of Exchange rate changes	3.85	(4.29)
Cash / Cash equivalents at end of the year	2,000.19	2,084.20

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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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Information concerning financial institutions other than the company and its subsidiaries are base on publicly available information.

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**THANK YOU**