

WELCOME

Q2/2024 Operation Result Meeting

Apichart Lee-issaranukul

October 28, 2024

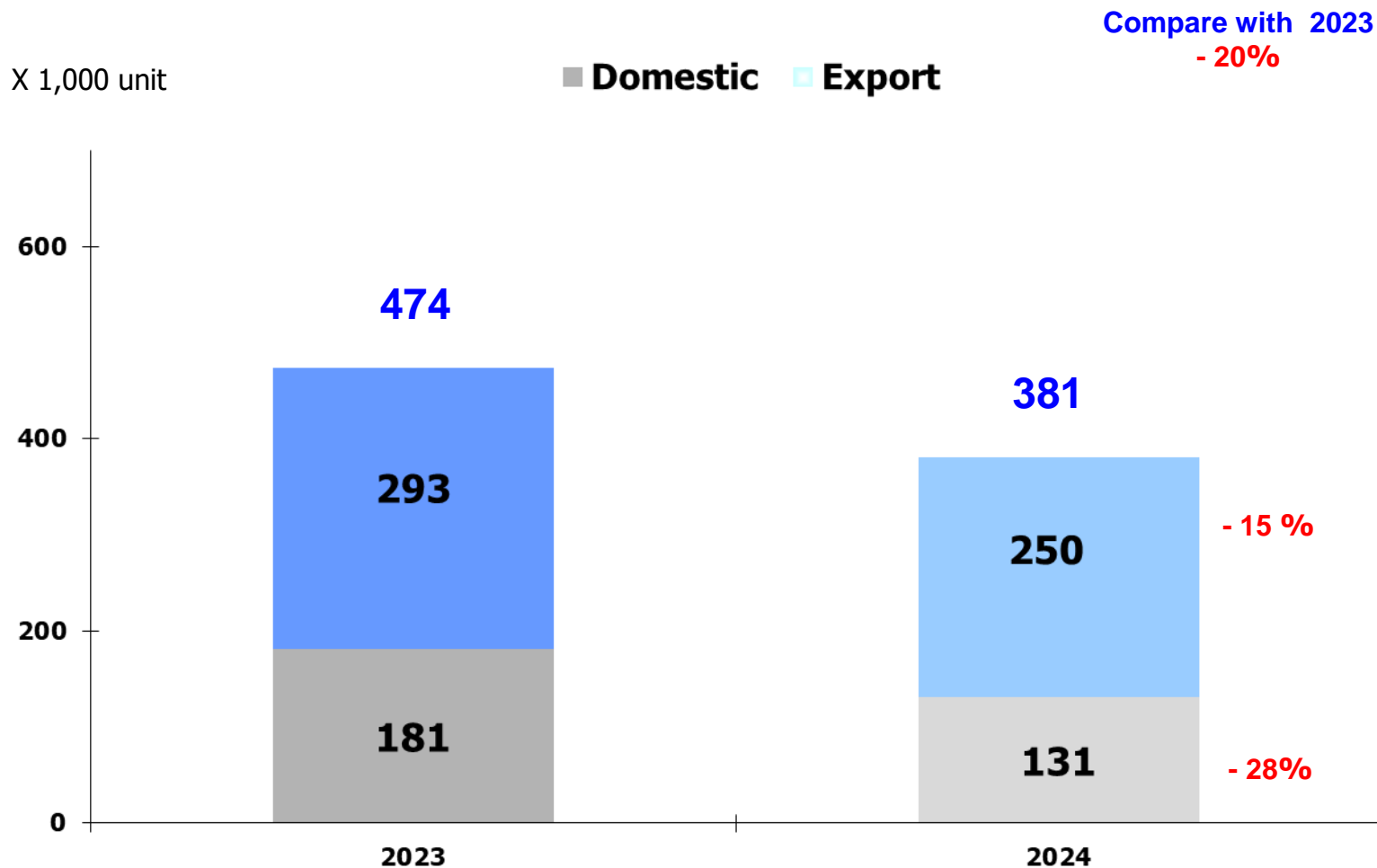
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2024 (July – September)**
- 2. The 2nd Quarterly 2024 Financial Statement**

4W (Motorcar) Market Sale 2024 (July – September) Domestic & Export

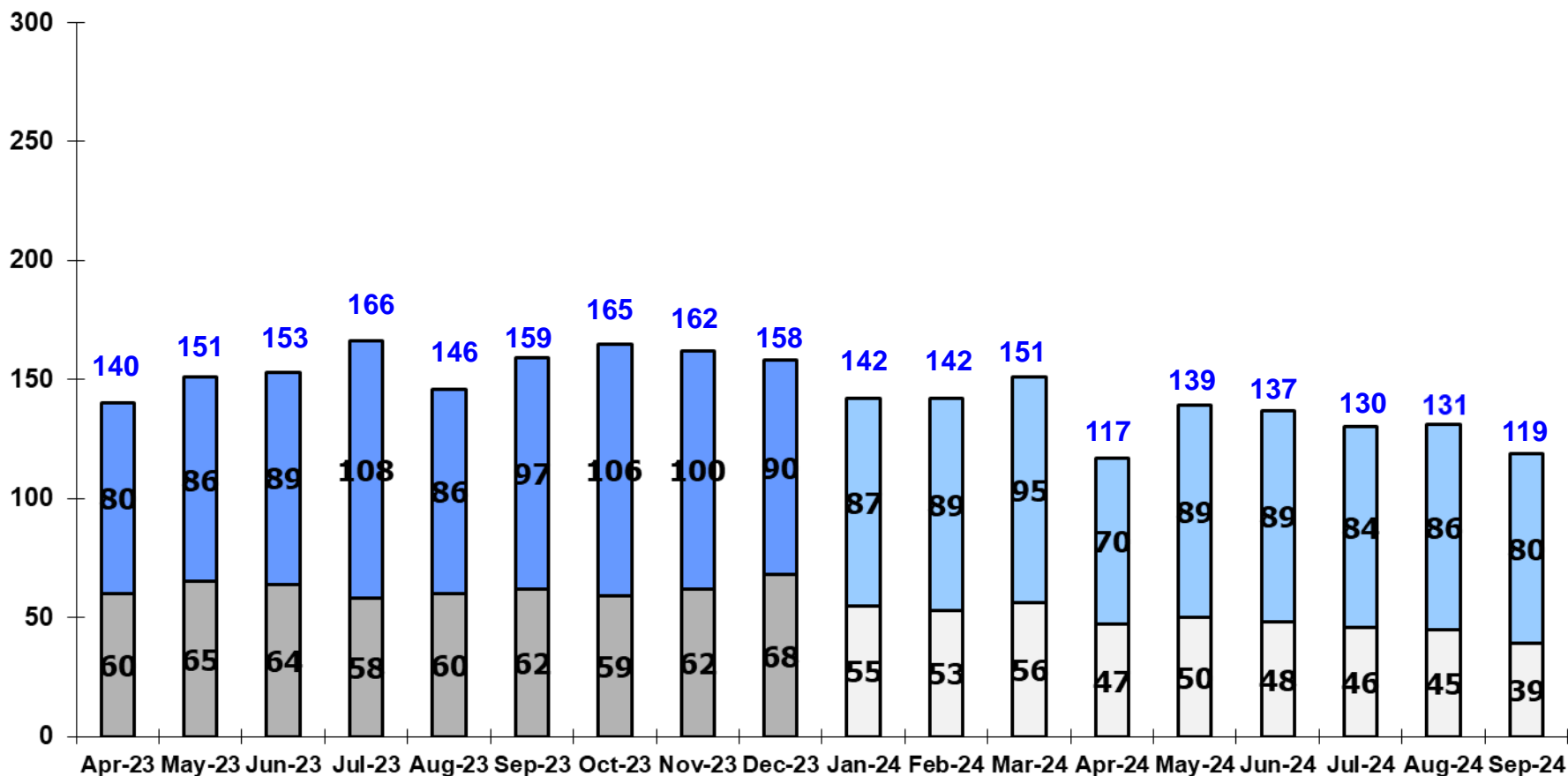


Source: The Federation of Thai Industries

4W (Motorcar) Market Sale (Domestic & Export) (April 2023 – September 2024)

X 1,000 unit

■ Domestic ■ Export

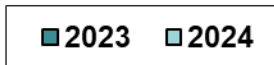
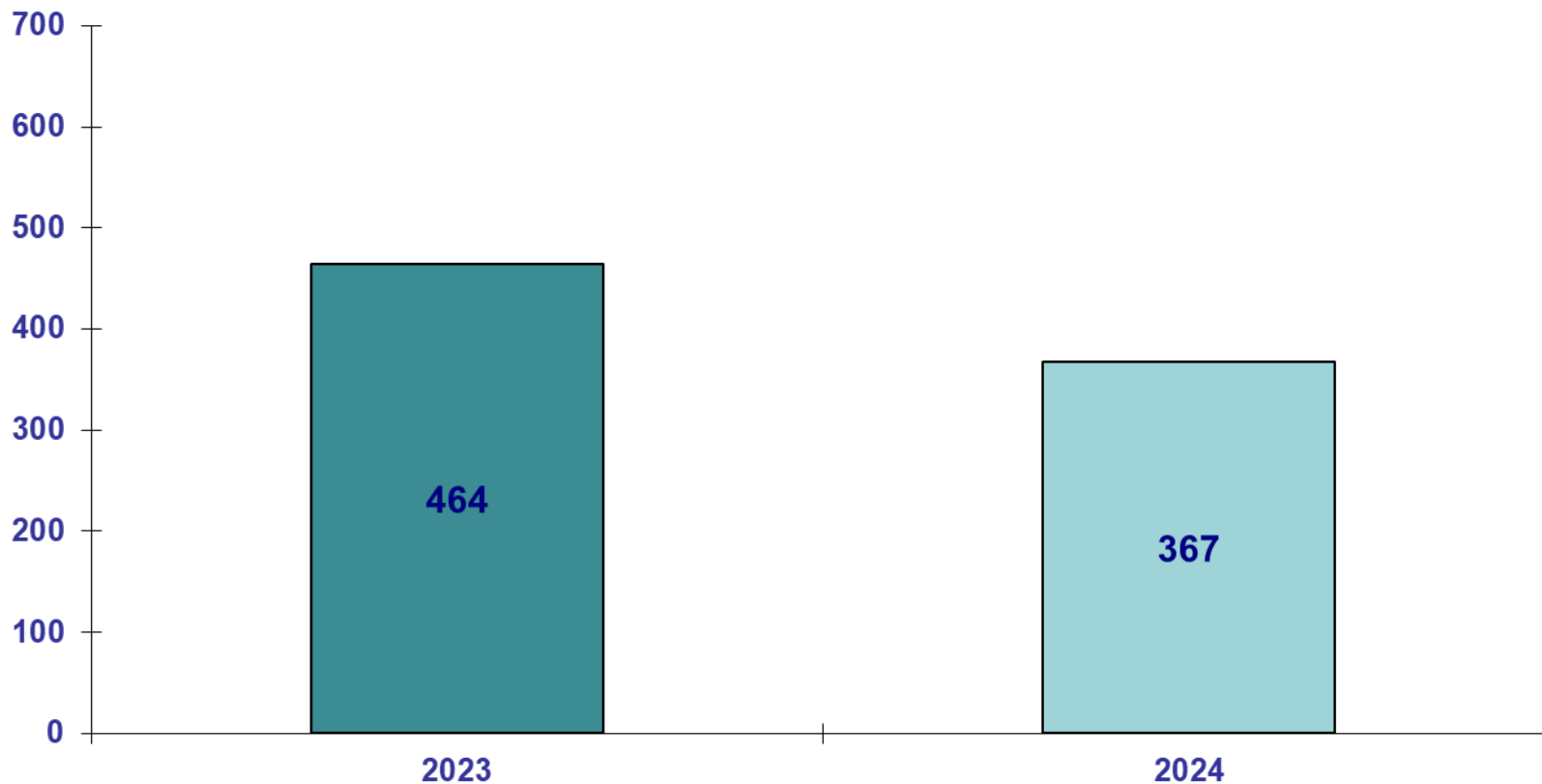


Source: The Federation of Thai Industries

4W (Motorcar) Production (July – September 2024)

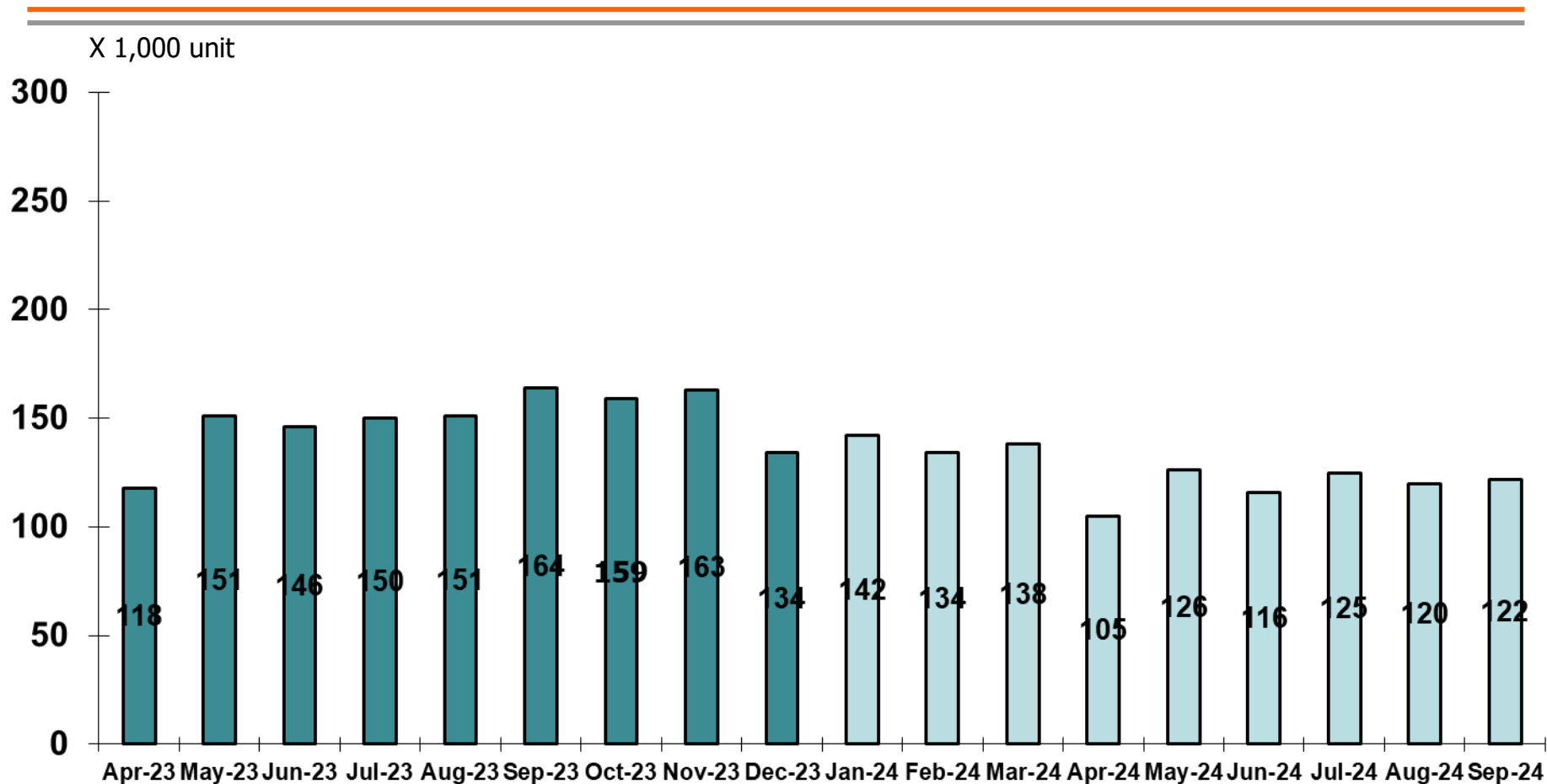
X 1,000 unit

Compare with 2023
-21%



Source: The Federation of Thai Industries

4W (Motorcar) Production (By Month) (April 2023 – September 2024)

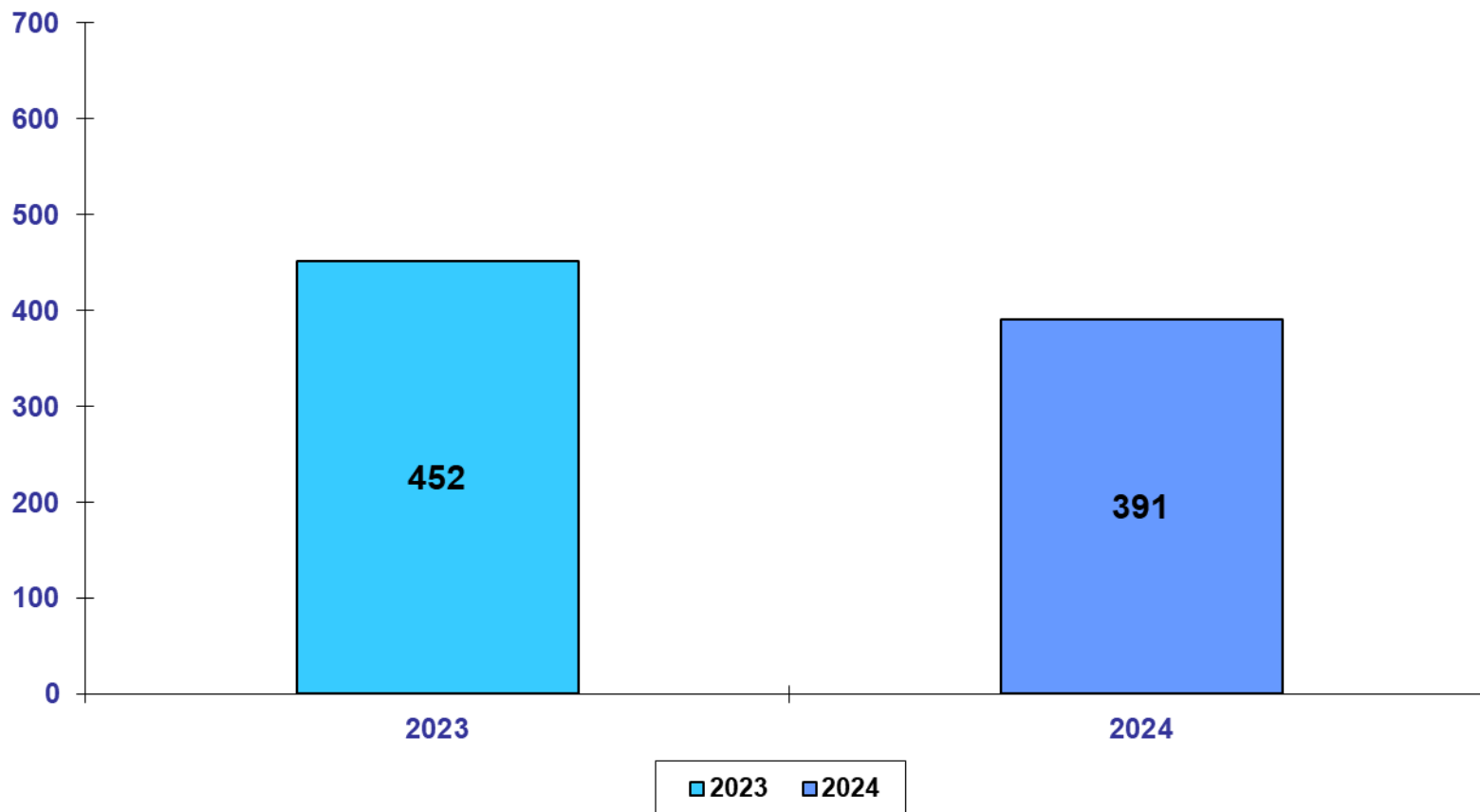


Source: The Federation of Thai Industries

2W (Motorcycle) Sales - Domestic (July – September 2024)

X 1,000 unit

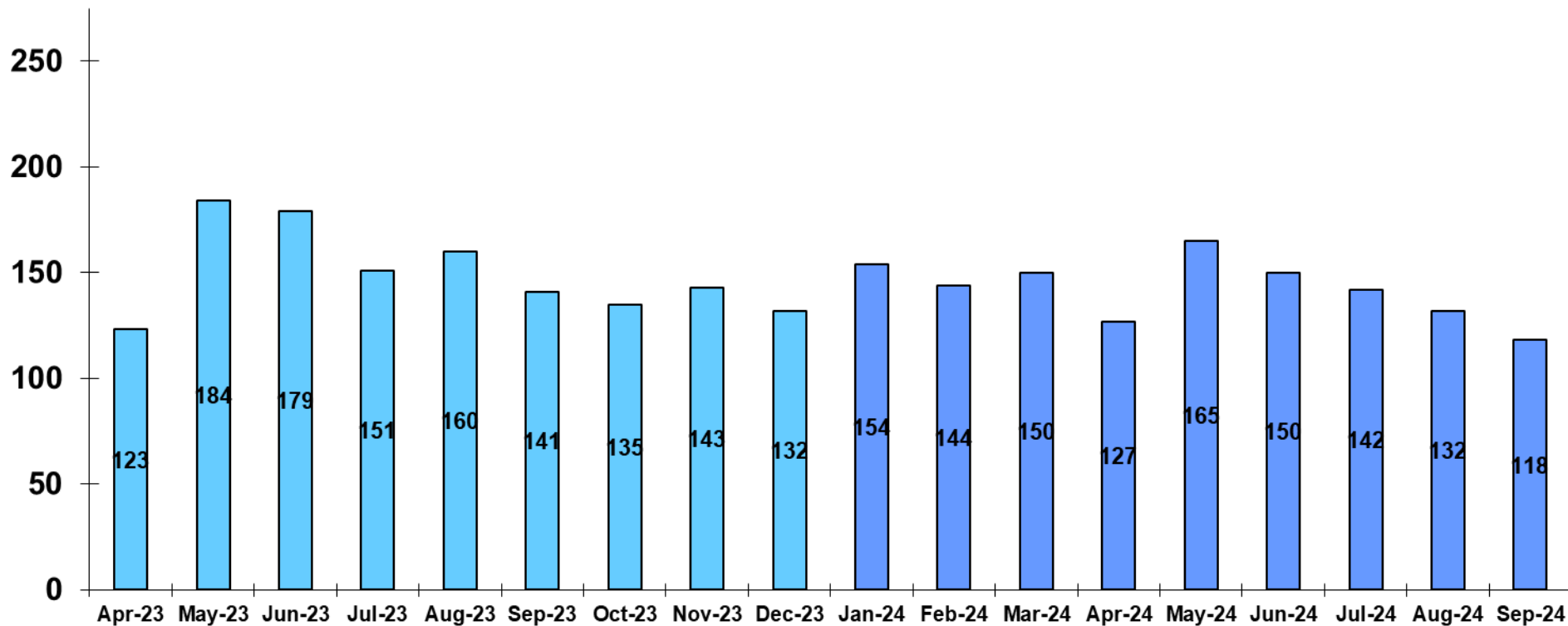
Compare with 2023
- 14%



Source: The Federation of Thai Industries

2W (Motorcycle) Sale (By Month) (April 2023 – September 2024)

X 1,000 unit

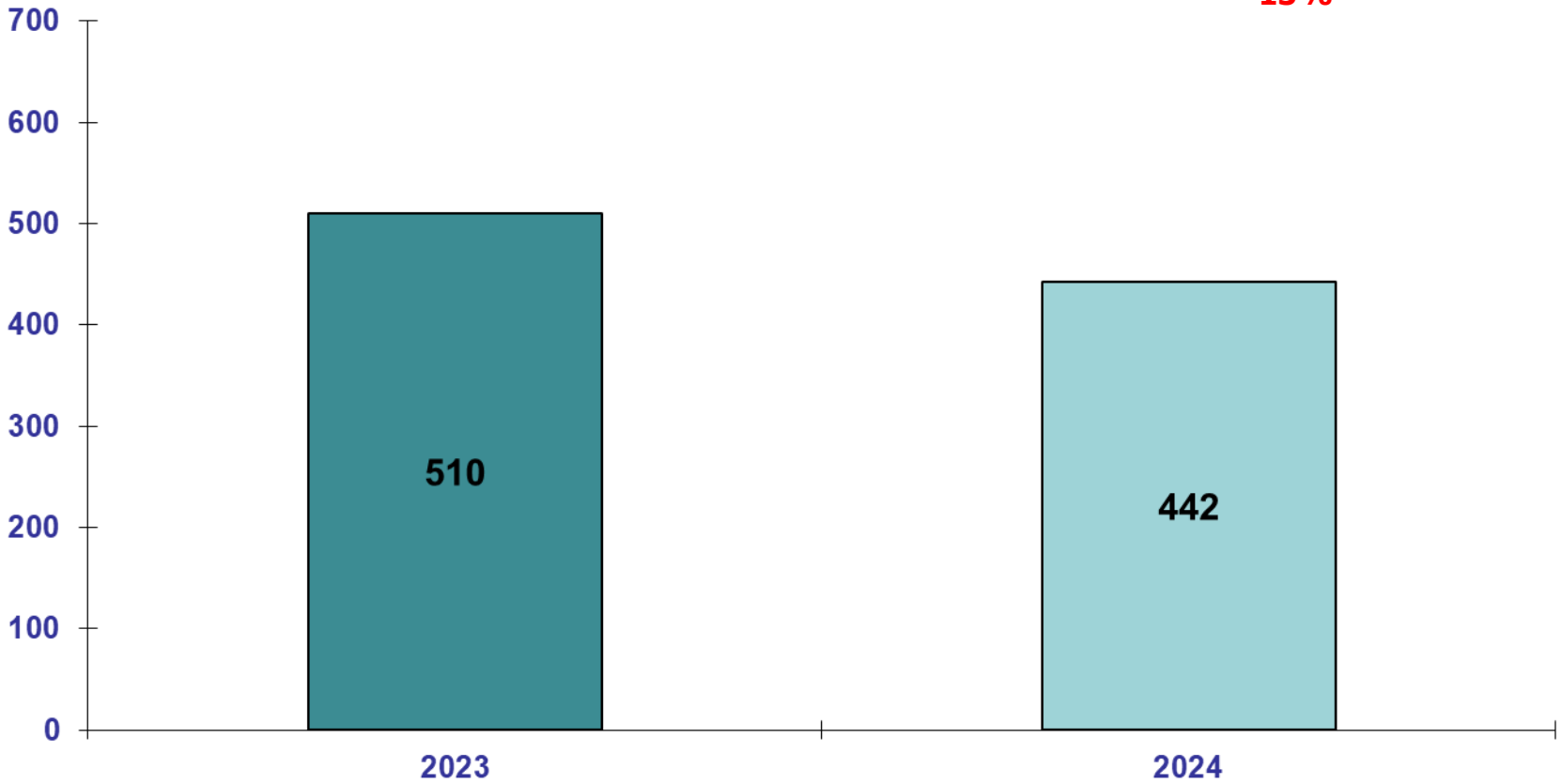


Source: The Federation of Thai Industries

2W (Motorcycle) Production (July – September 2024)

X 1,000 unit

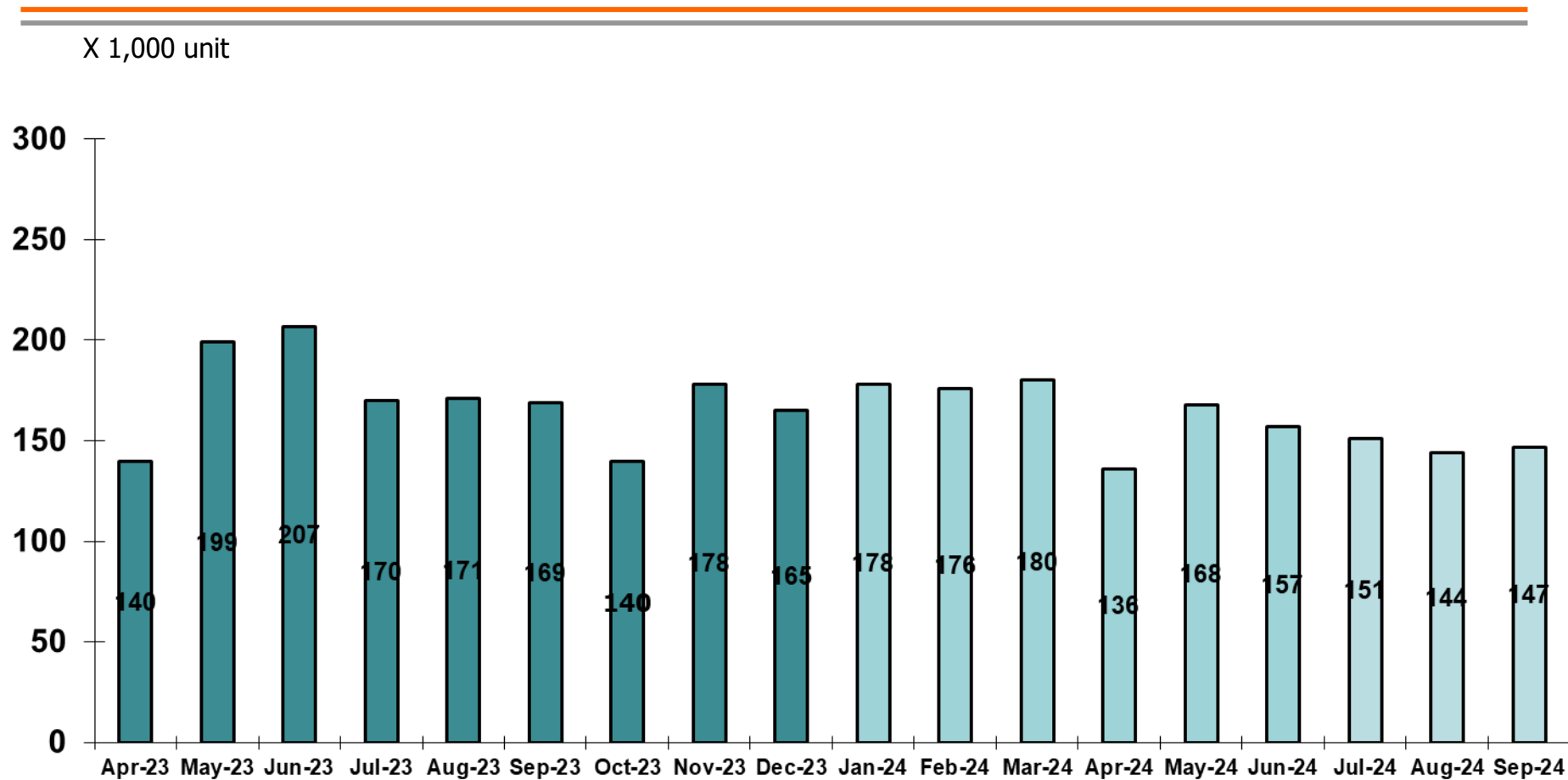
Compare with 2023
-13%



Source: The Federation of Thai Industries

■ 2023 ■ 2024

2W (Motorcycle) Production (By Month) (April 2023 – September 2024)



Source: The Federation of Thai Industries

Agenda

1. Market Trend – 2024 (July – September)
2. The 2nd Quarterly 2024 Financial Statement

Statement of Financial Position

The Equity Method	30-Sep-2024 (MB)	31-Mar-2024 (MB)	Change (%)
Current Assets	11,088.40	11,828.59	- 6.26
Non Current Asset	12,149.88	12,949.24	- 6.17
Total Assets	23,238.28	24,777.83	- 6.21
Current Liabilities	1,647.99	1,935.84	- 14.87
Non Current Liabilities	1,037.85	1,139.90	- 8.95
Total Liabilities	2,685.84	3,075.74	- 12.68
Equity	20,552.44	21,702.09	- 5.30
Total Liabilities and Equity	23,238.28	24,777.83	- 6.21

The Three Month Period
Statement of Income

The Equity Method	30-Sep-2024 (MB)	30-Sep-2023 (MB)	Change (%)
Revenues from Sales and Services	3,230.95	3,745.13	- 13.73
Cost of sales and services	2,543.39	3,120.44	- 18.49
Gross Profit	687.56	624.70	+ 10.06
Selling and Administrative expenses	323.33	281.44	+ 14.88
Impairment loss on assets	218.43	-	+ 100.00
Other Income	142.09	172.76	- 17.75
Share of profit from investments in an associates and joint venture	104.60	87.08	+ 20.12
Profit before income tax	392.49	603.09	- 34.92
Net profit for the period	327.16	495.48	- 33.97

Statement of Income



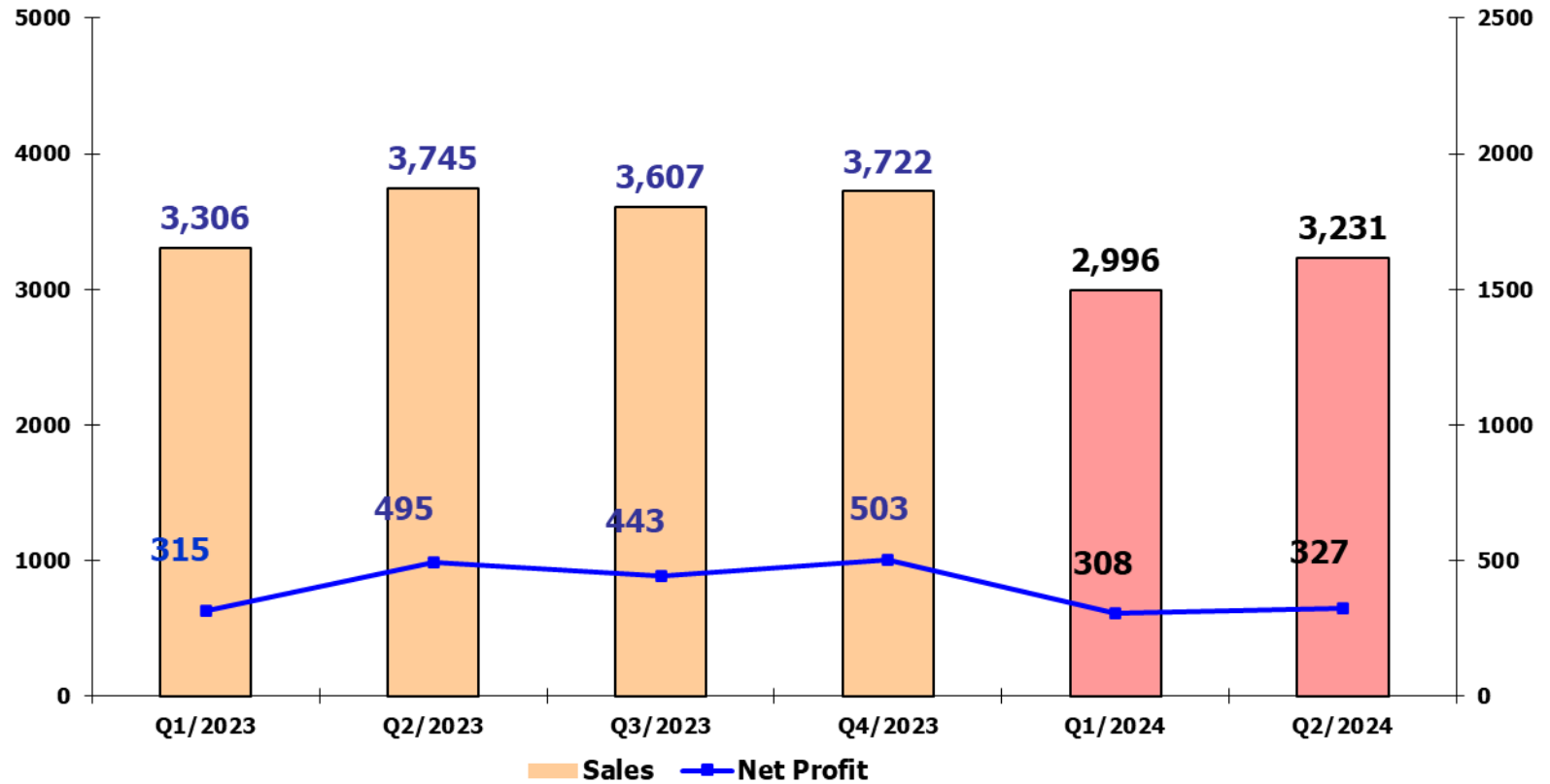
The Six Month Period

The Equity Method	1 st Half 2024	1 st Half 2023	Change (%)
	30-Sep-2024 (MB)	30-Sep-2023 (MB)	
Revenues from Sales and Services	6,226.53	7,051.06	- 11.69
Cost of sales and services	4,986.94	5,903.20	- 15.52
Gross Profit	1,239.60	1,147.86	+ 7.99
Selling and Administrative expenses	631.09	549.28	+ 14.89
Impairment loss on assets	218.43	-	+ 100.00
Other Income	190.34	214.98	- 11.46
Share of profit from investments in an associates and joint venture	198.25	182.94	+ 8.37
Profit before income tax	778.66	996.50	- 21.86
Net profit for the period	634.97	810.41	- 21.65

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30-Sep-2024	30-Sep-2023
	(MB)	(MB)
Net Cash received from Operating Activities	1,097.94	1,440.85
Net Cash used in Investing Activities	(114.70)	39.83
Net Cash used in Financing Activities	(1,532.49)	(1,532.49)
Net increase (decrease) cash / Cash equivalents	(549.26)	(51.81)
Cash / Cash equivalents at beginning of the period	2,000.19	2,084.20
Effects of Exchange rate changes	(4.43)	7.61
Cash / Cash equivalents at end of the period	1,446.51	2,040.00

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

For further questions, please contact :

Ms.Rattanaporn Boonwong : Investor Relations

Tel : 662-581-5462-3 (10 lines) ext. 1164

Fax: 662-581-5397

E-mail : rattanaporn_boonwong@stanley-electric.com