

WELCOME

Q2/2013 Operation Result Meeting

Apichart Leeissaranukul

November 4 , 2013

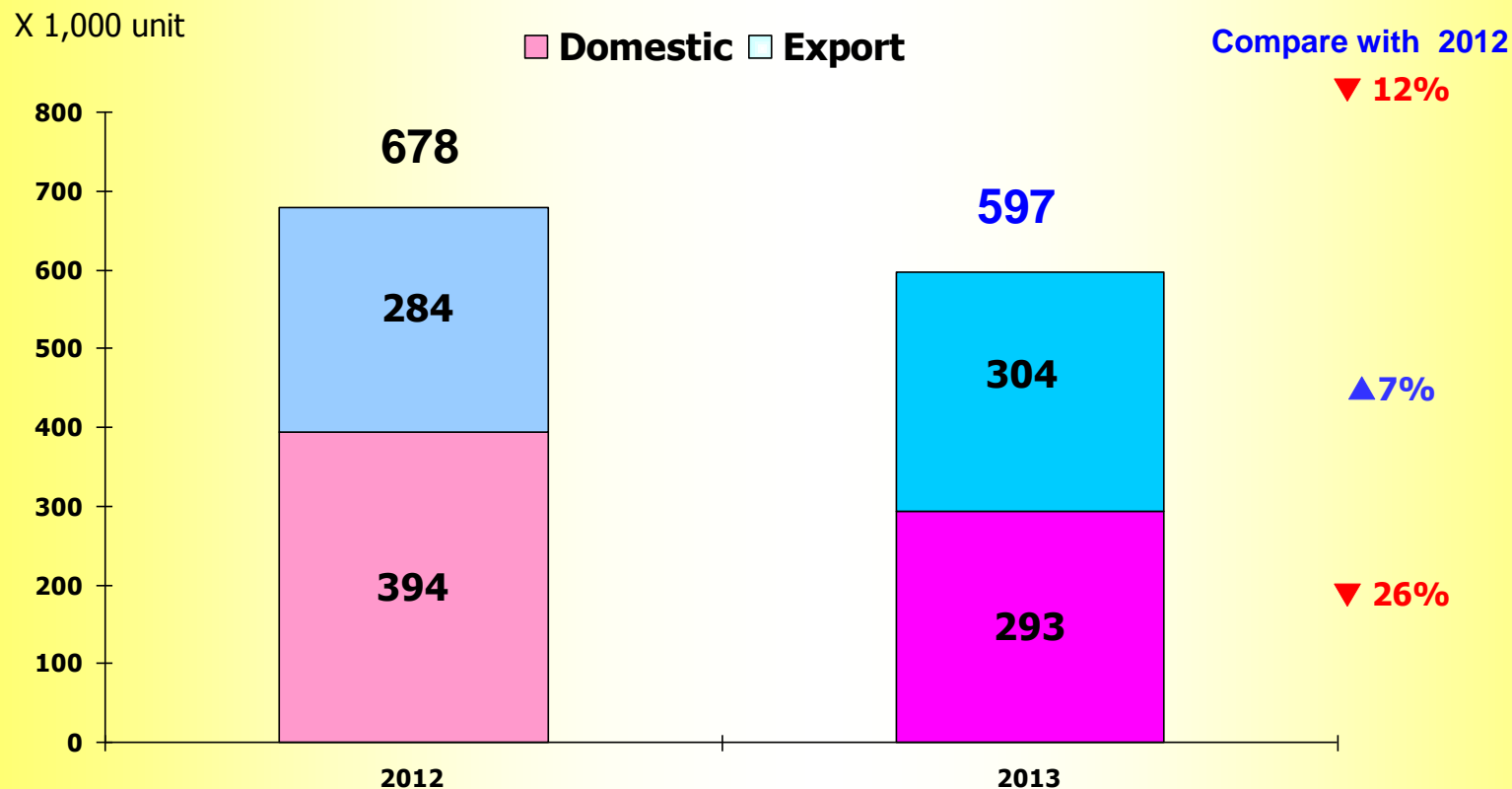
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2013 (July – September)**
- 2. The 2st Quarterly 2013 Financial Statement**
- 3. New Product**

4W Market Sale 2013(July – September) Domestic & Export

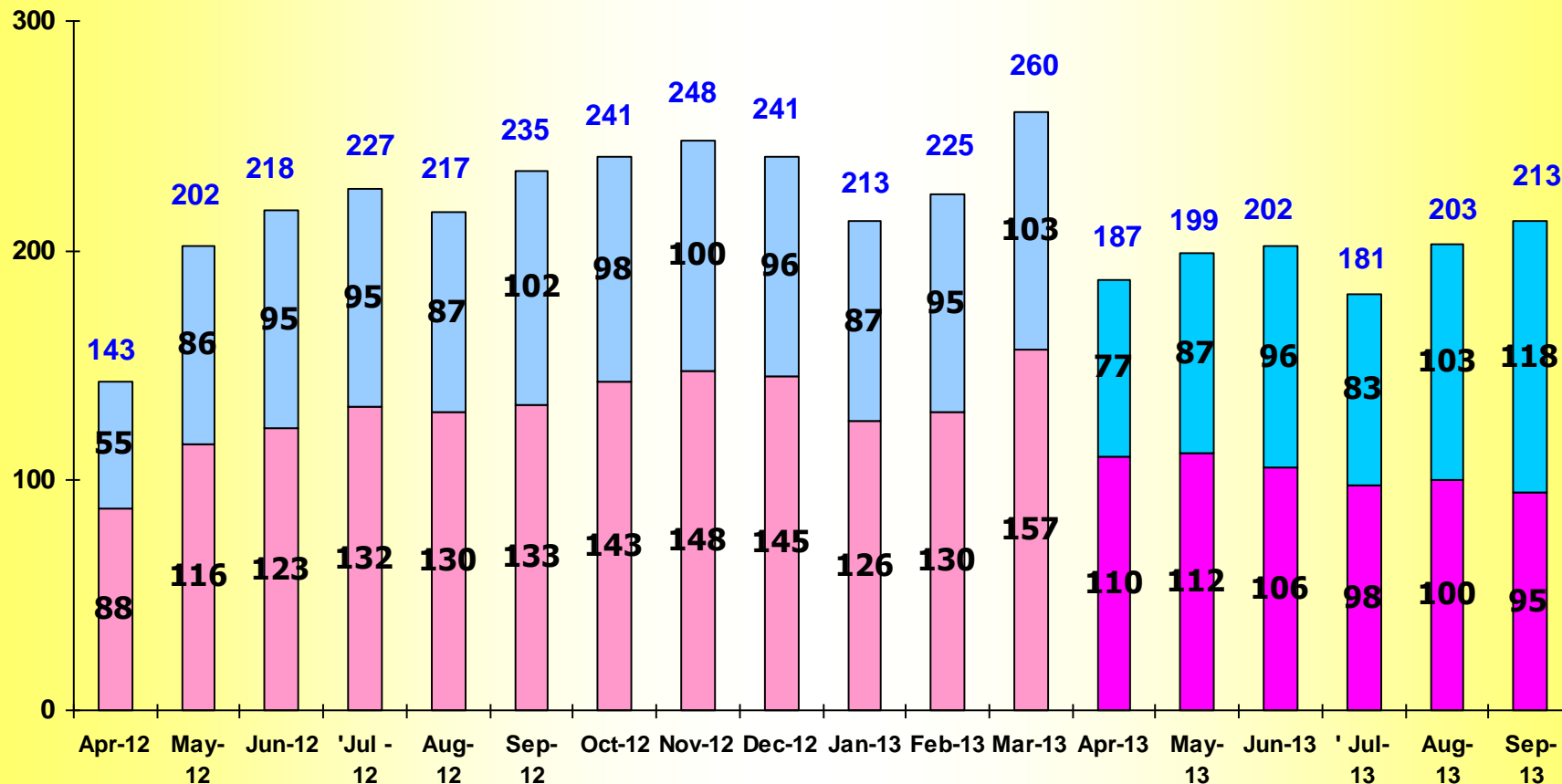


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2012 – September 2013)

X 1,000 unit

Domestic Export



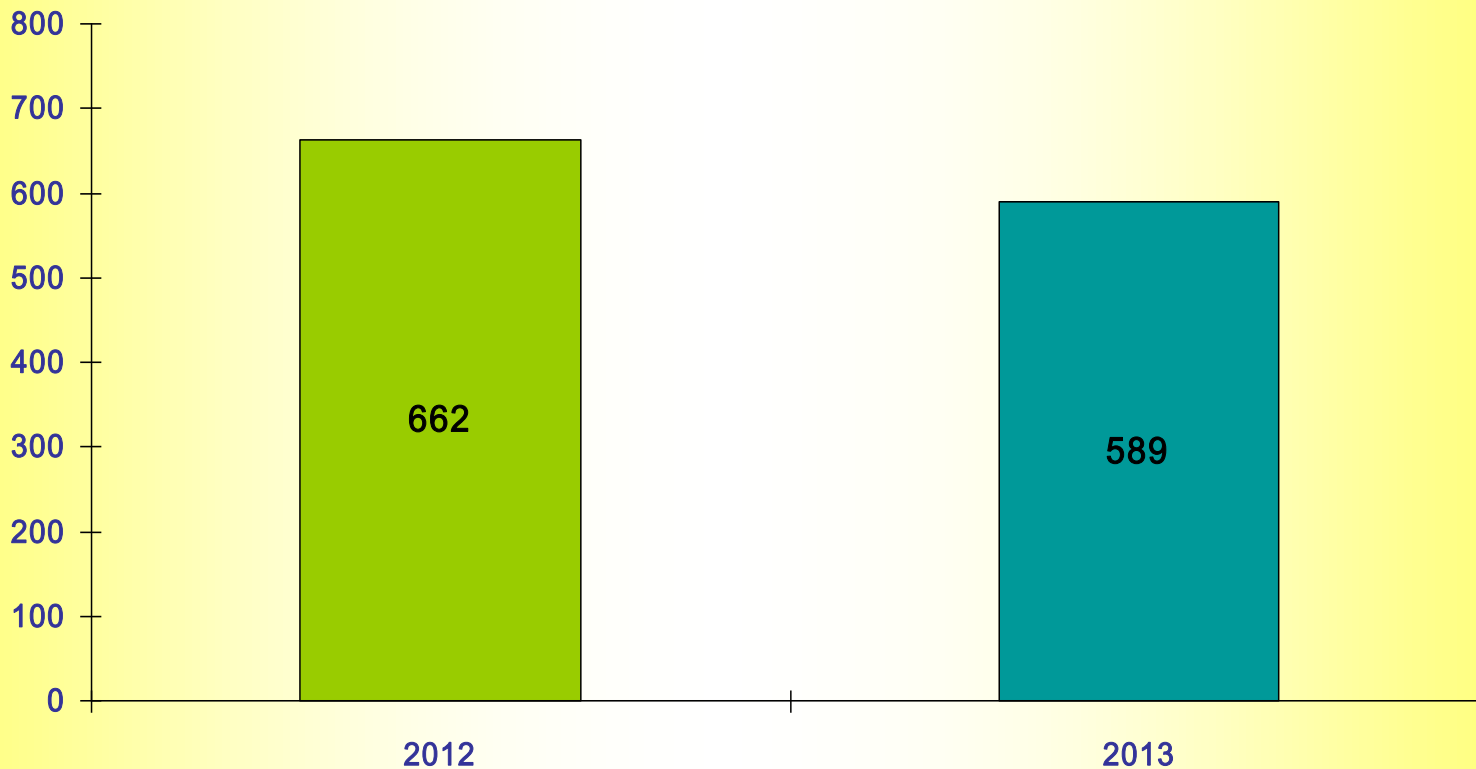
Source: The Federation of Thai Industries

4W Production (July – September 2013)

X 1,000 unit

Compare with 2012

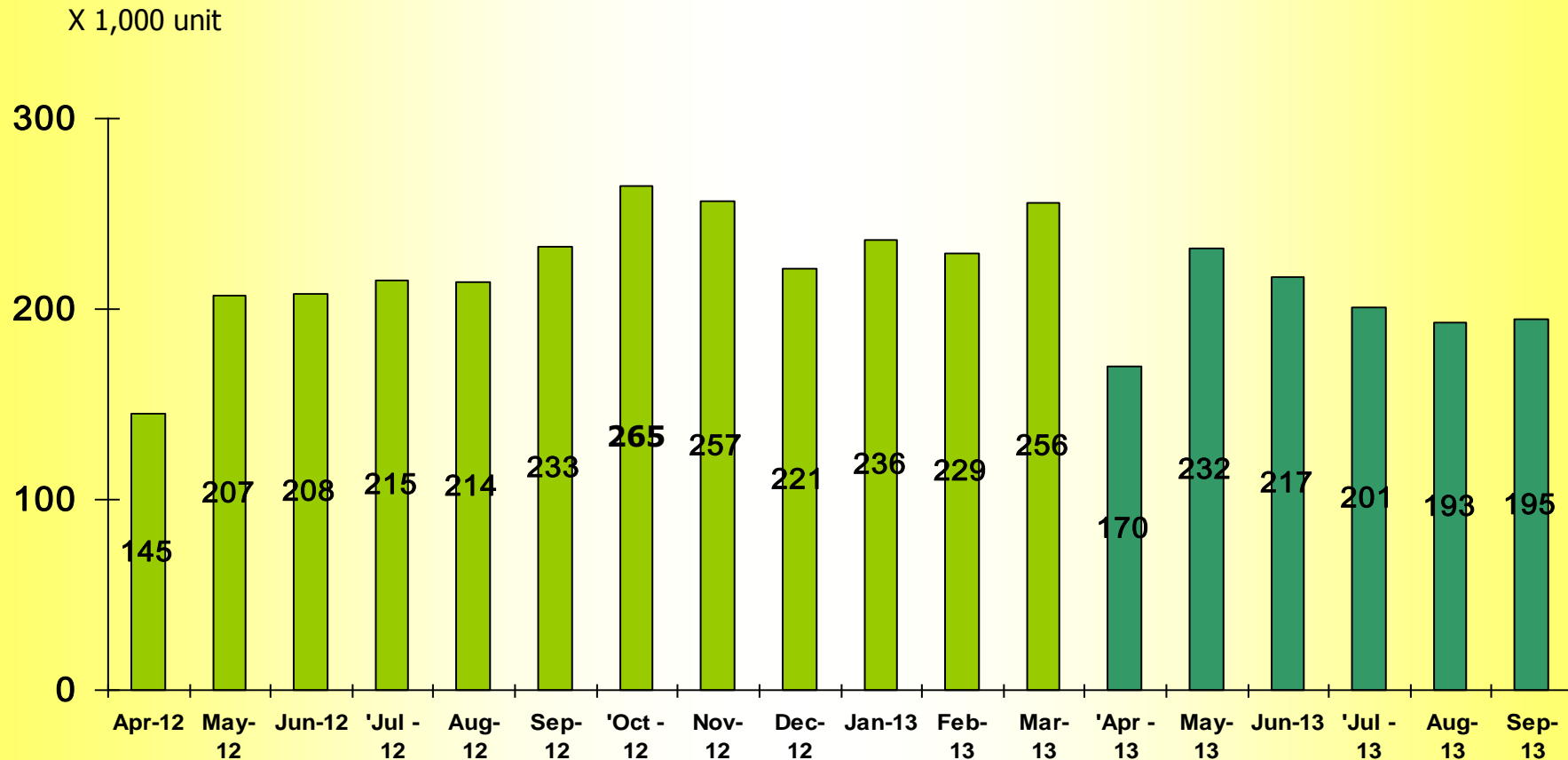
▼ 11%



Source: The Federation of Thai Industries

■ 2012 ■ 2013

4W Production (By Month) (April 2012 – September 2013)

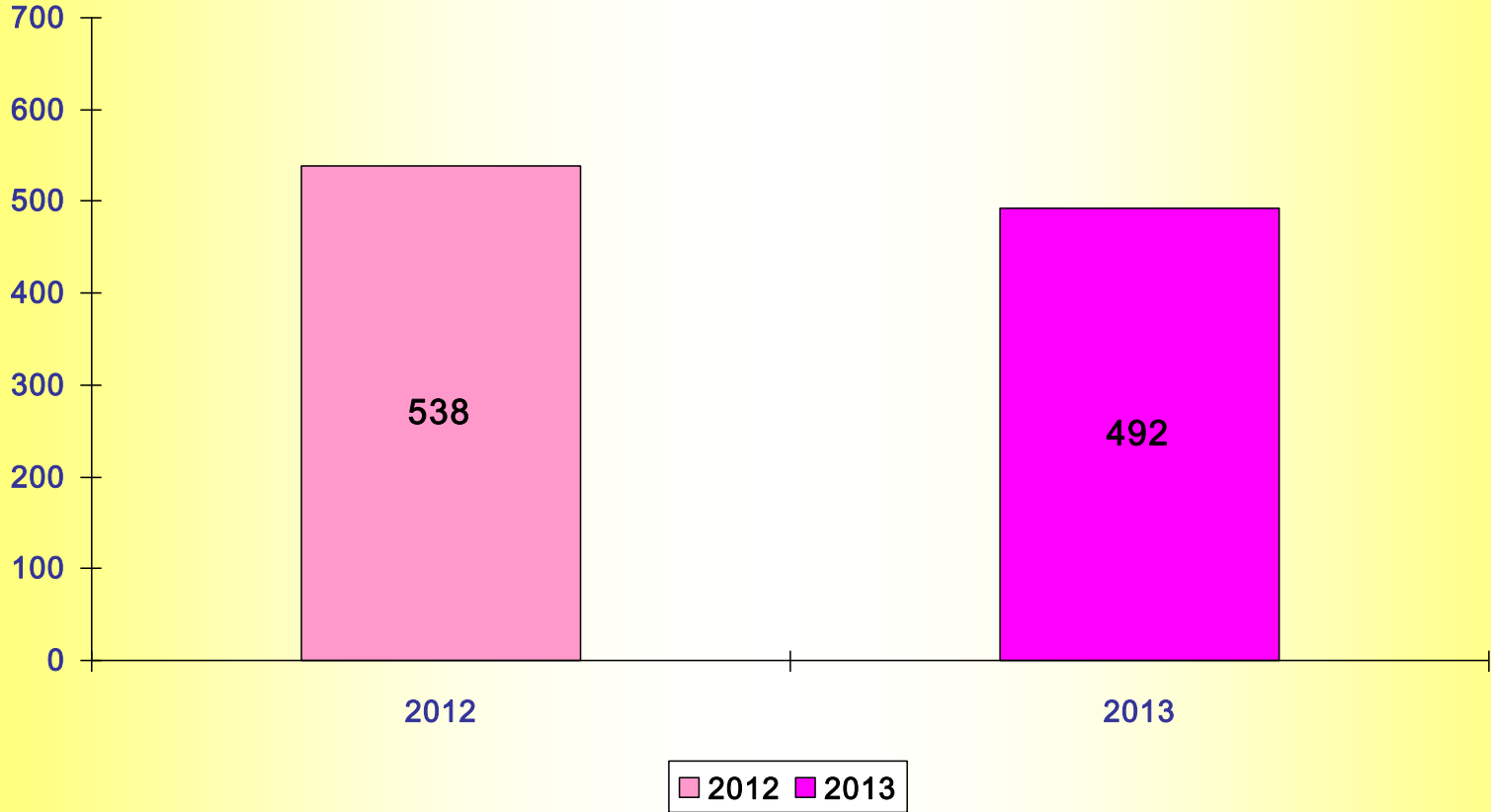


Source: The Federation of Thai Industries

2W Sales - Domestic (July – September 2013)

X 1,000 unit

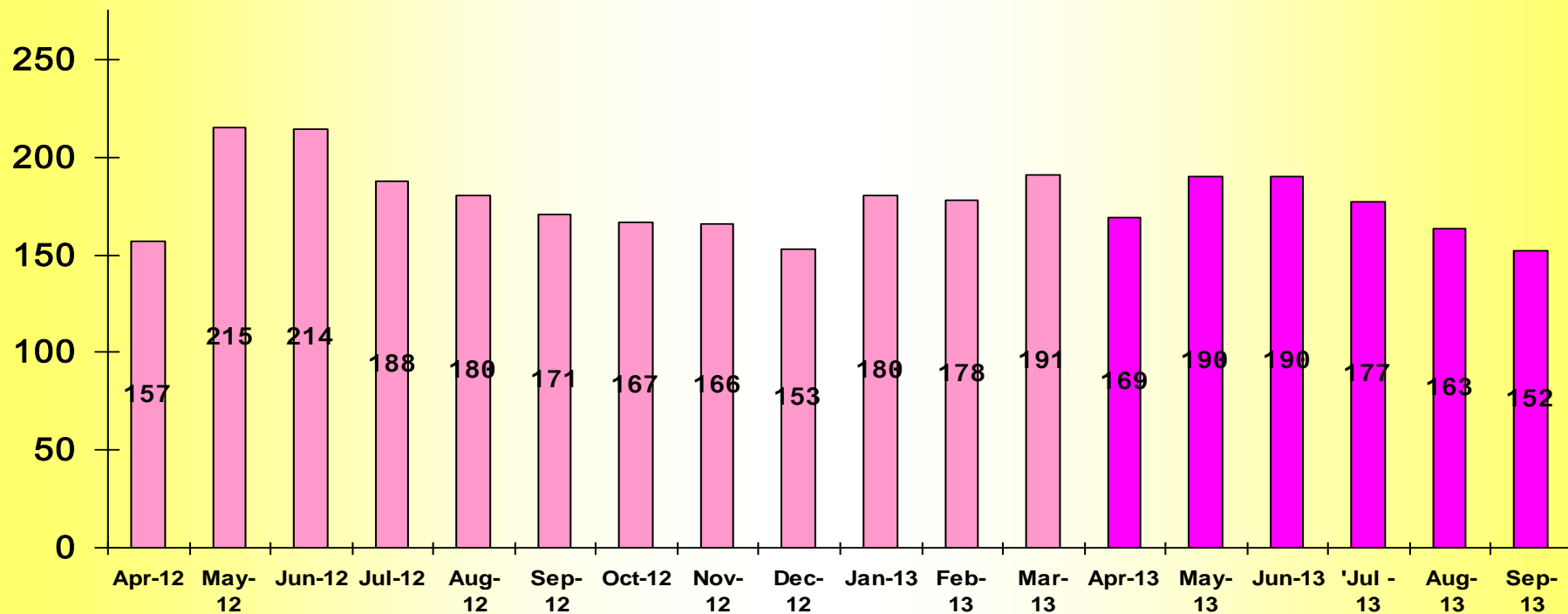
Compare with 2012
▼ 9%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2012 – September 2013

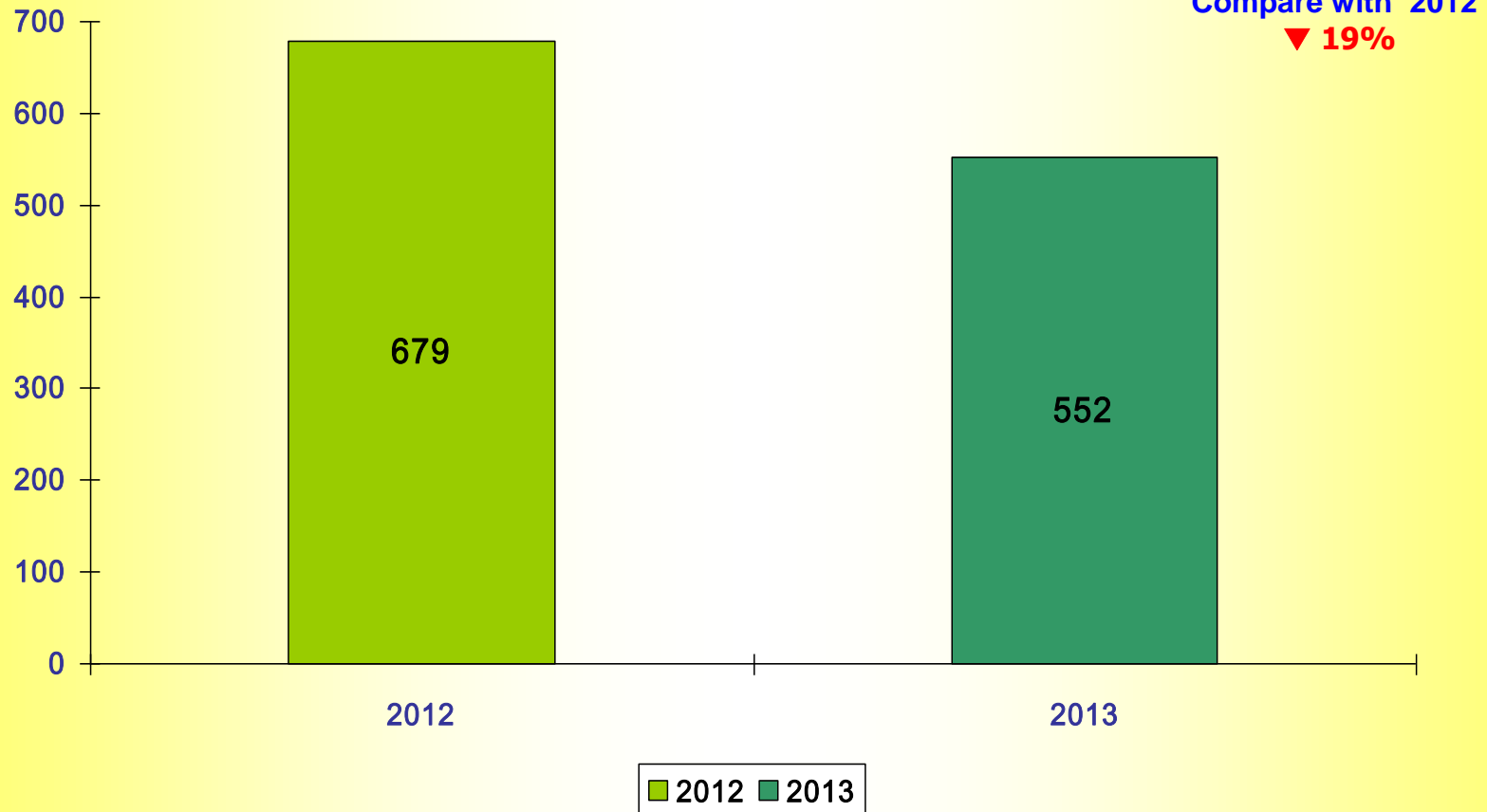
X 1,000 unit



Source: The Federation of Thai Industries

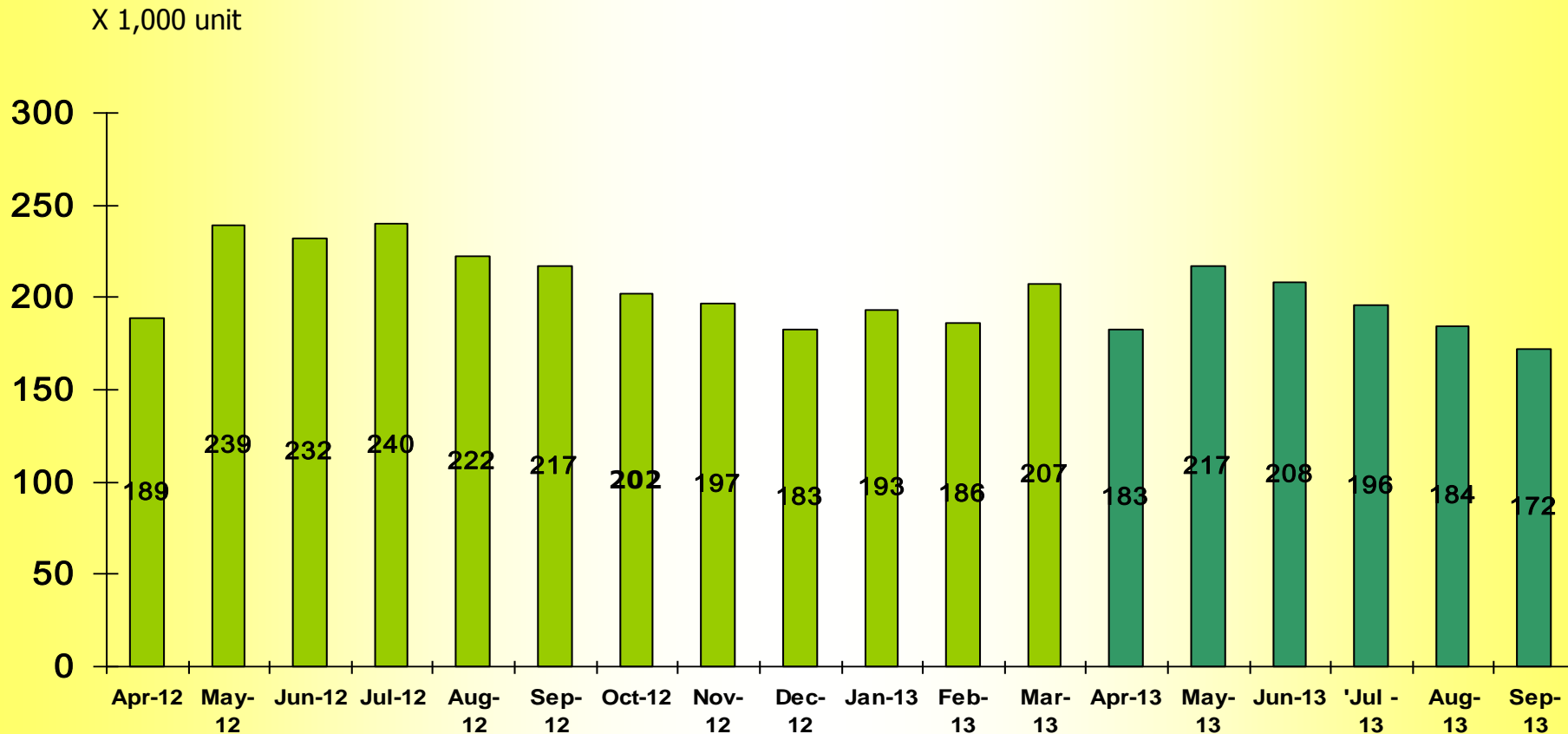
2W Production (July – September 2013)

X 1,000 unit



Source: The Federation of Thai Industries

2W Production (By Month) April 2012 – September 2013



Source: The Federation of Thai Industries

Agenda

1. Market Trend – 2013 (July – September)
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Balance Sheet

The Equity Method	30 September 2013 M฿)	31 March 2013 M฿)	Change %)
Current Assets	4,638.49	4,738.34	(2.11)
Total Assets	11,778.84	11,744.18	0.30
Current Liabilities	1,504.03	1,750.46	(14.08)
Total Liabilities	1,681.78	1,908.61	(11.88)
Shareholders' Equity	10,097.06	9,835.58	2.66
Total Liabilities and Shareholders' Equity	11,778.84	11,744.18	0.30

The Three Month Period

Statement of Income

The Equity Method	30 September 2013	30 September 2012	Change
	(MB)	(MB)	(%)
Sales	2,585.19	2,868.01	(9.86)
Cost of sales	2,059.40	2,277.32	(9.57)
Gross Profit	525.79	590.69	(10.99)
Selling and Administrative expenses	193.55	216.47	(10.59)
Share of profit from investments in associates	22.18	23.24	(4.56)
Profit before income tax	443.13	477.52	(7.20)
Net profit for the period	359.13	362.93	(1.05)

Financial Statement – Statement of Income

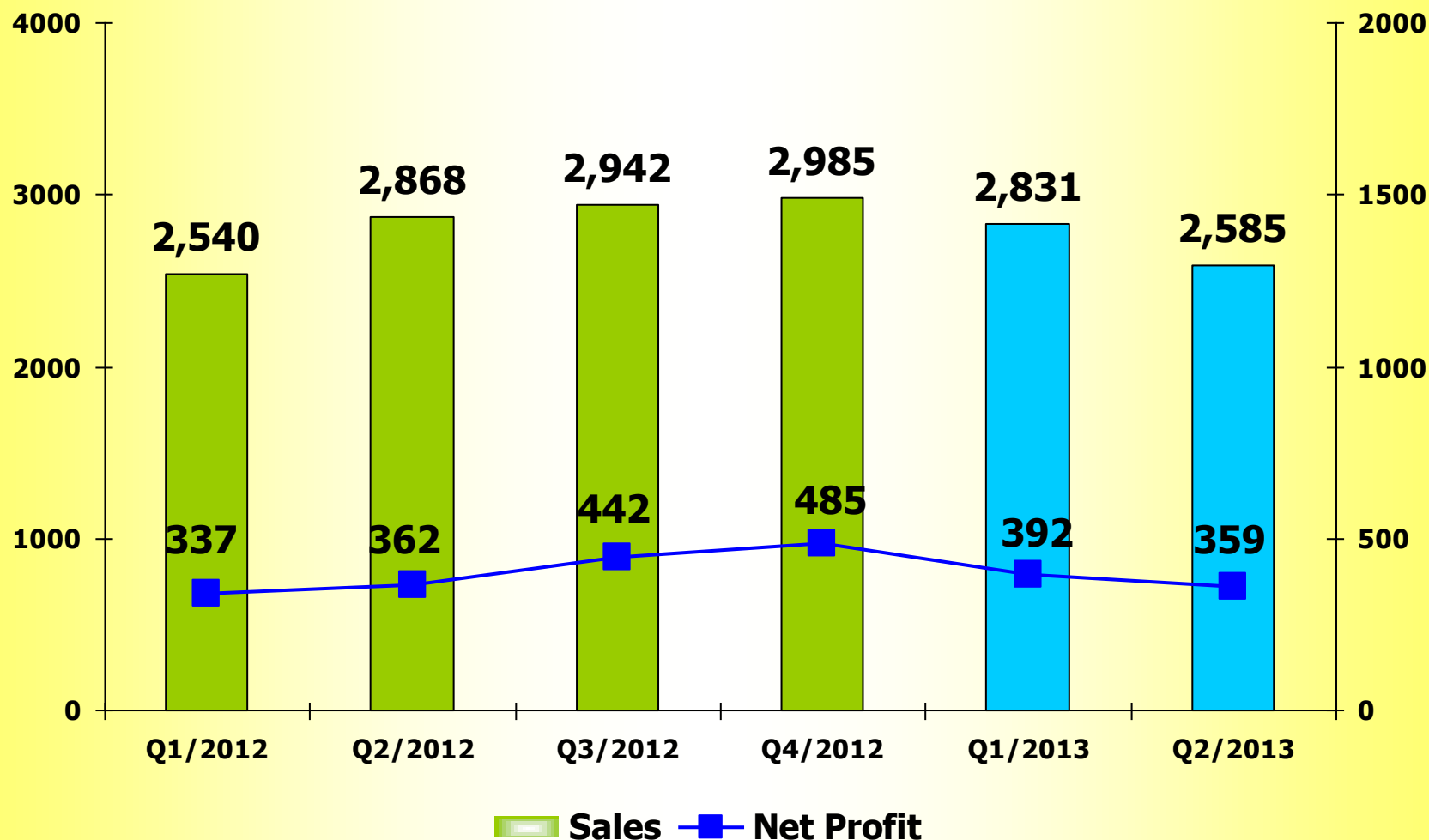


The Six Month Period	1 st Half 2013	1 st Half 2012	
The Equity Method	30 September 2013	30 September 2012	Change
	(M฿)	(M฿)	(%)
Sales	5,416.35	5,407.68	0.16
Cost of sales	4,282.02	4,249.43	0.77
Gross Profit	1,134.34	1,158.24	2.06)
Selling and Administrative expenses	399.27	431.22	7.41)
Share of profit from investments in associates	53.69	50.52	6.27
Profit before income tax	933.51	913.61	2.18
Net profit for the period	750.70	699.90	7.26

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30 September 2013 (MB)	30 September 2012 (MB)
Net Cash by Operating Activities	1,414.49	1,032.40
Net Cash used in Investing Activities	503.06)	1,128.61)
Net increased(decrease) cash / Cash equivalents	394.25	326.08)
Cash / Cash equivalents at beginning of the period	1,706.83	1,707.85
Effects of Exchange rate changes	2.14	0.31)
Cash / Cash equivalents at end of the period	2,103.23	1,381.46

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Head Lamp



Tail Lamp



Tail Lamp
Rear Turn Lamp

Honda - Dream (Super Cub)



**Tail Lamp
Rear Turn 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.

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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@stanley.co.th