

WELCOME

Q3/2012 Operation Result Meeting

Apichart Leeissaranukul

February 4 , 2013

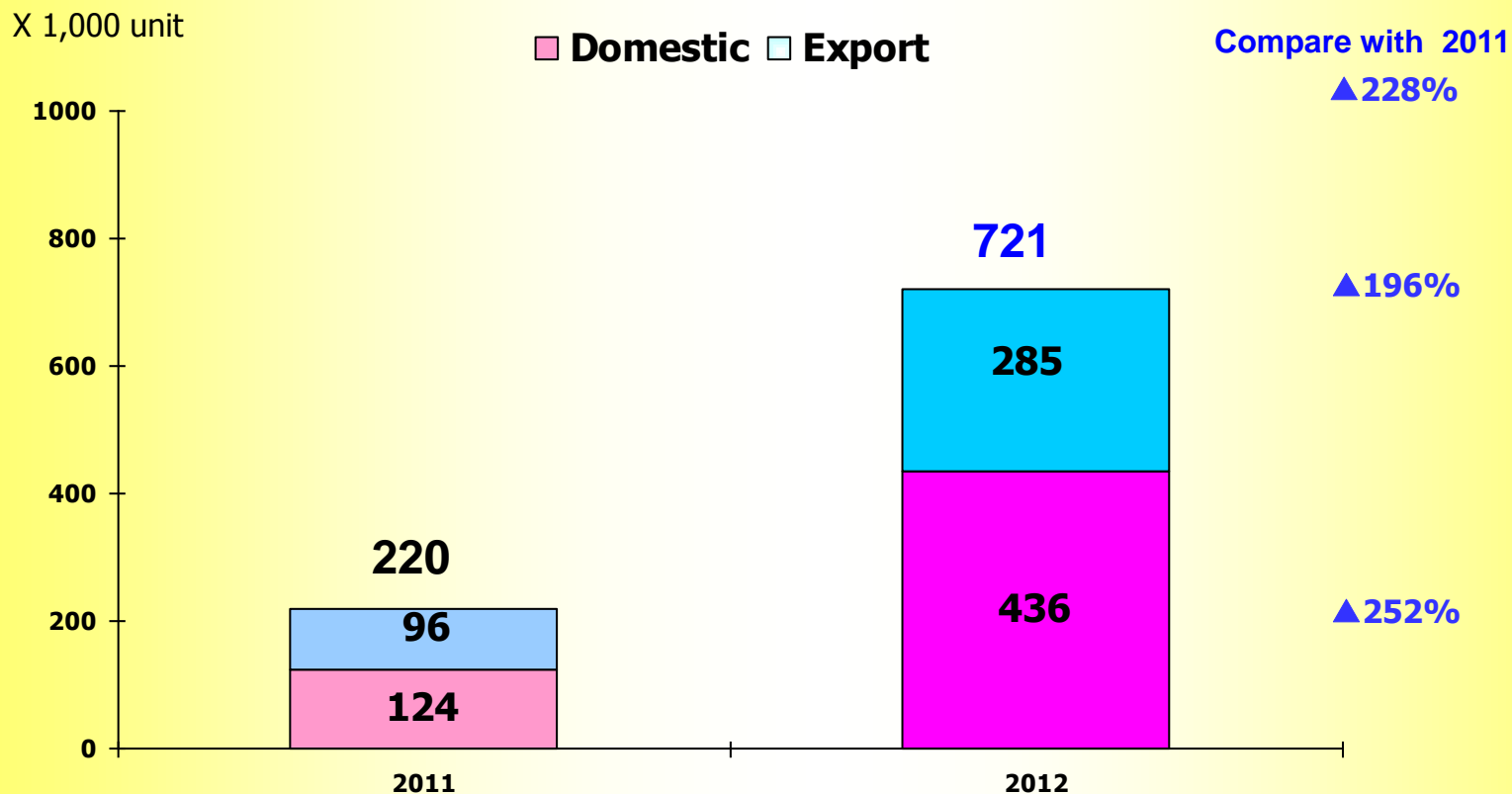
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2012 (October – December)**
- 2. The 3rd Quarterly 2012 Financial Statement**
- 3. New Product**

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

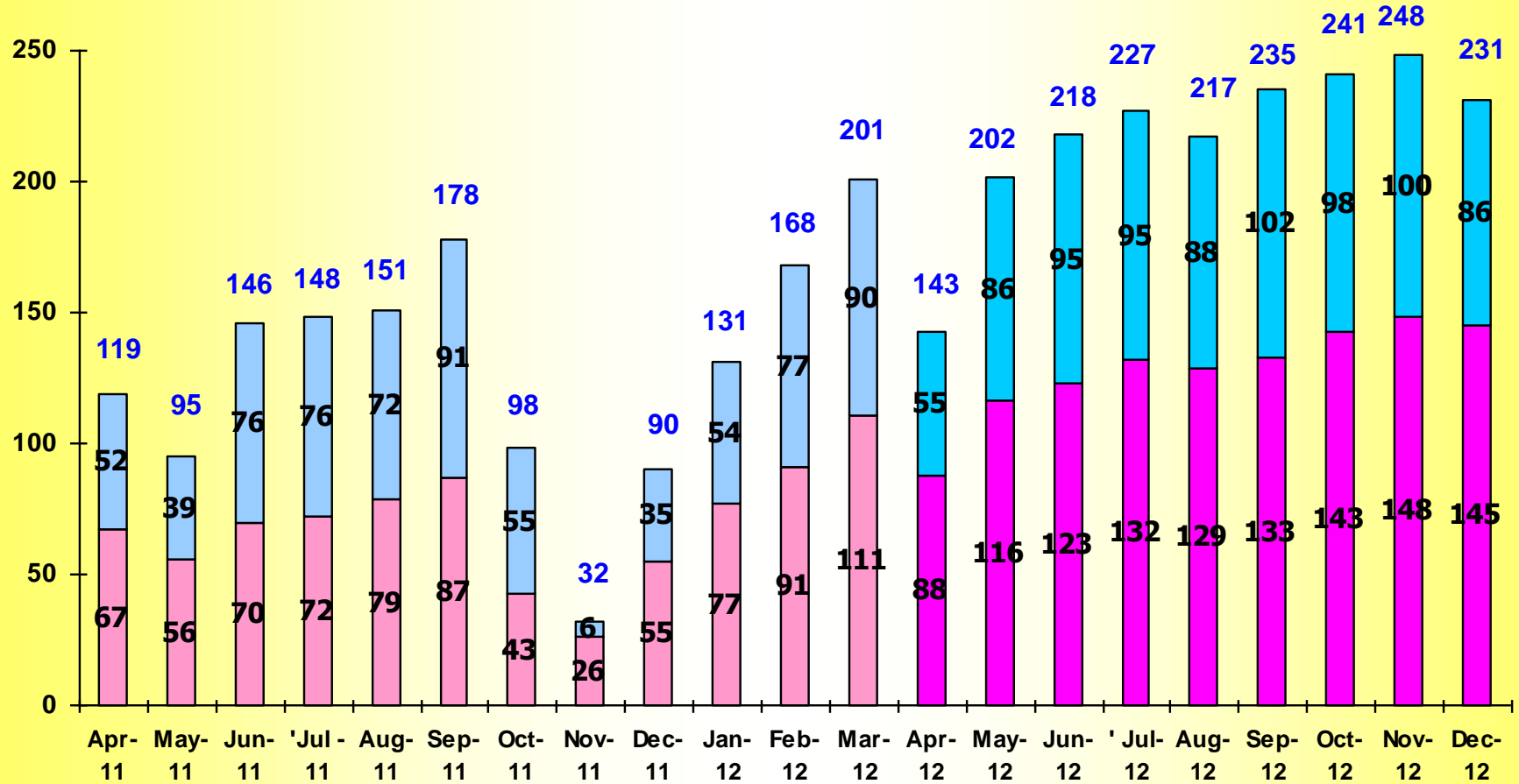


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2011 – December 2012)

X 1,000 unit

■ Domestic ■ Export

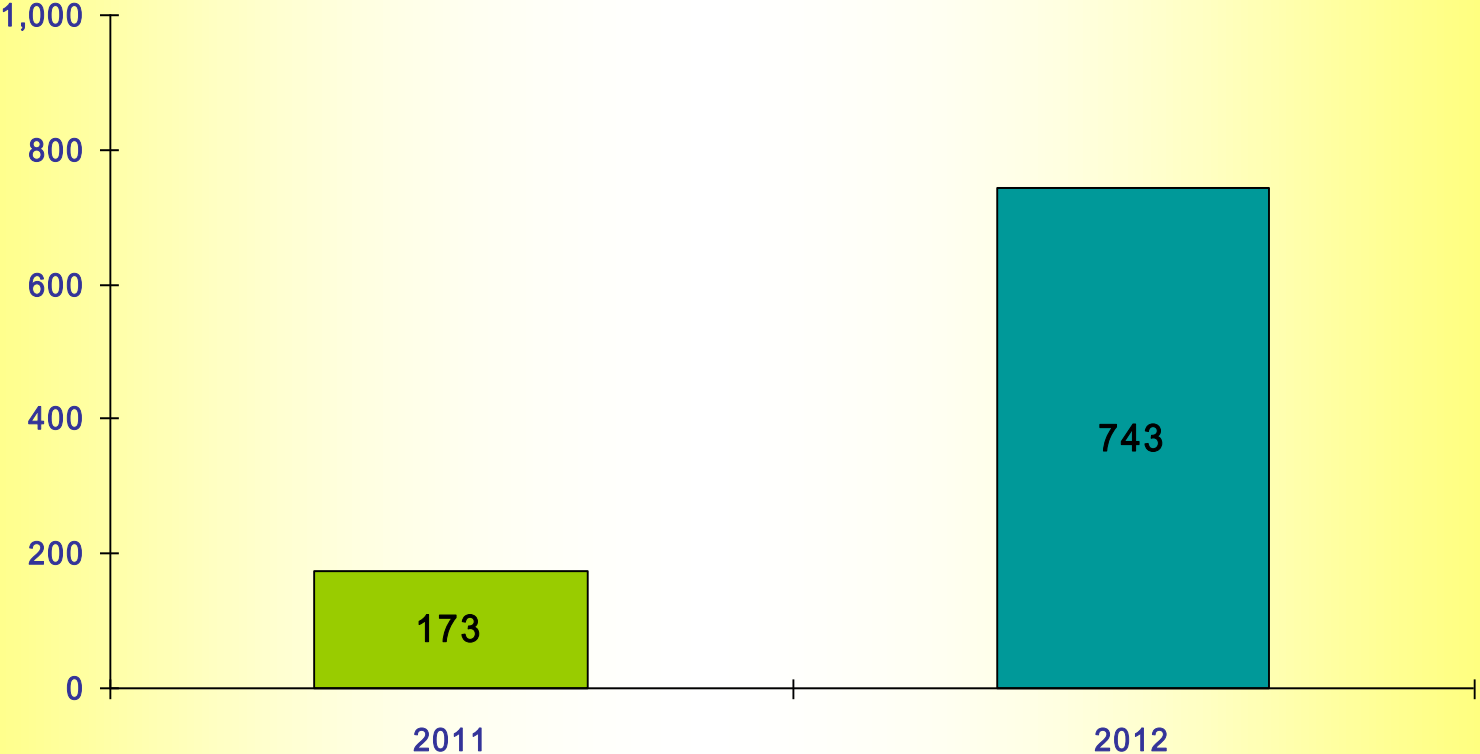


Source: The Federation of Thai Industries

4W Production (October – December 2012)

Compare with 2011
▲ 331%

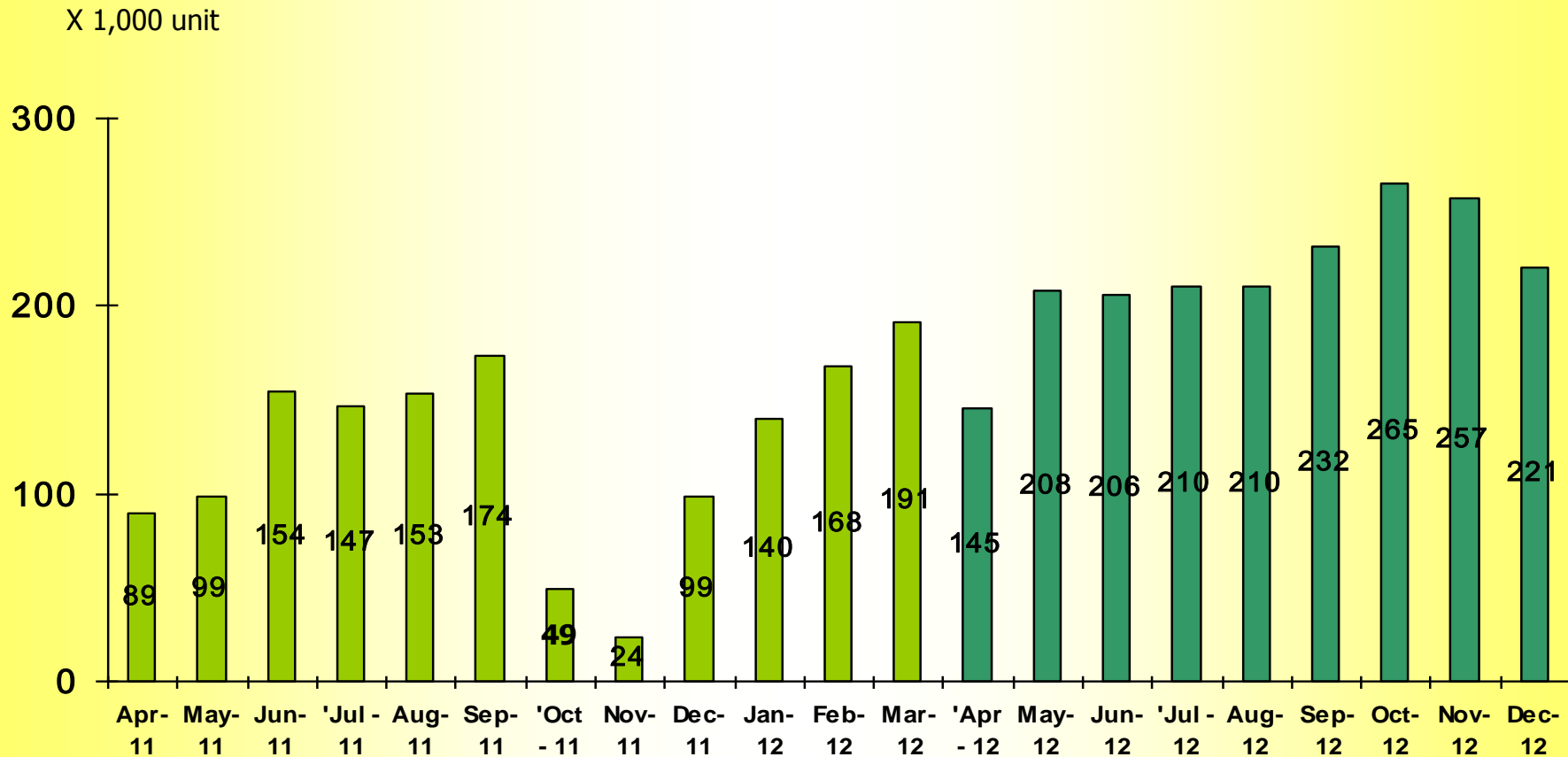
X 1,000 unit



Source: The Federation of Thai Industries



4W Production (By Month) (April 2011 – December 2012)

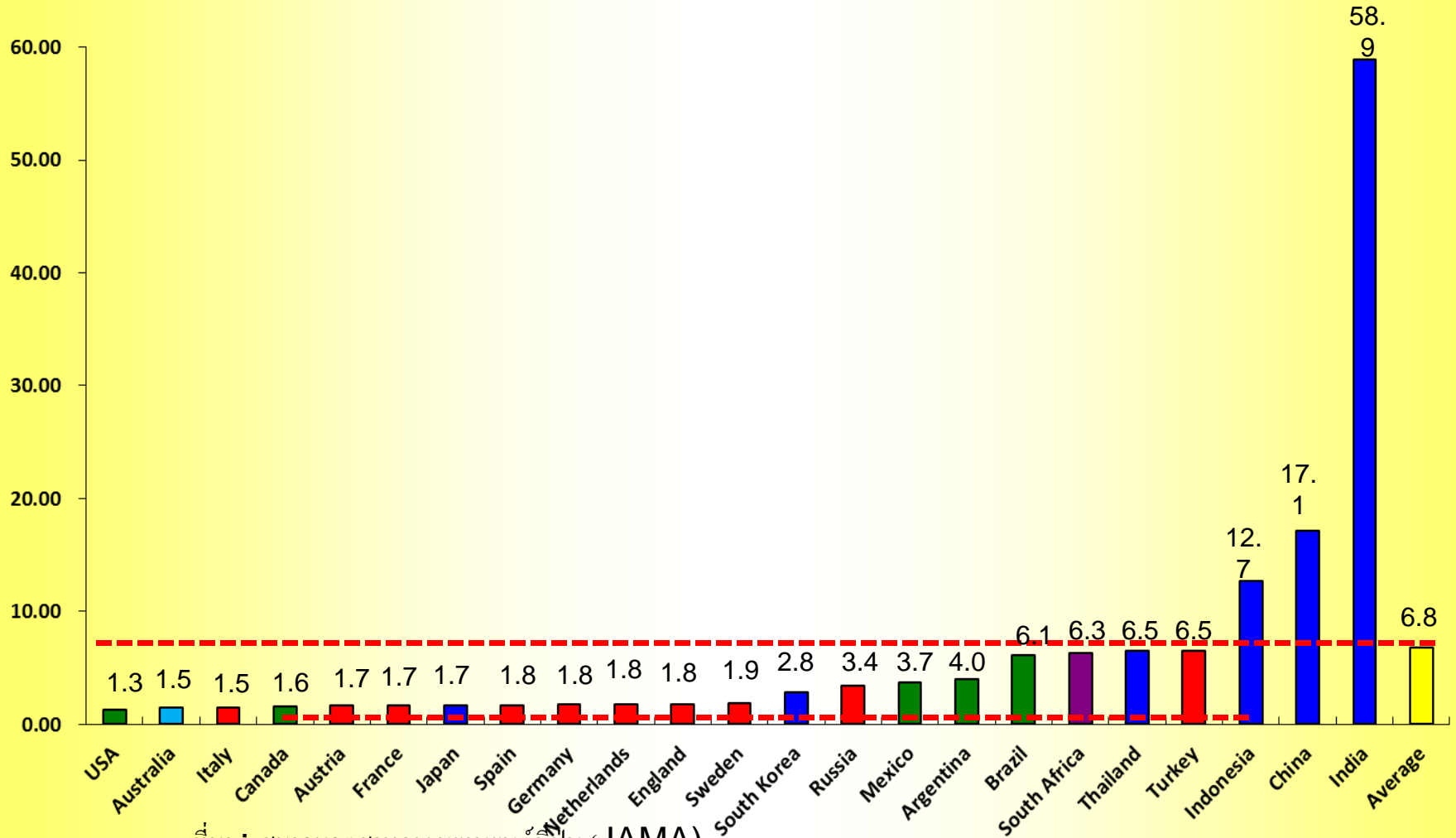


Source: The Federation of Thai Industries

อัตราการถือครองรถยนต์ในประเทศต่าง ๆ



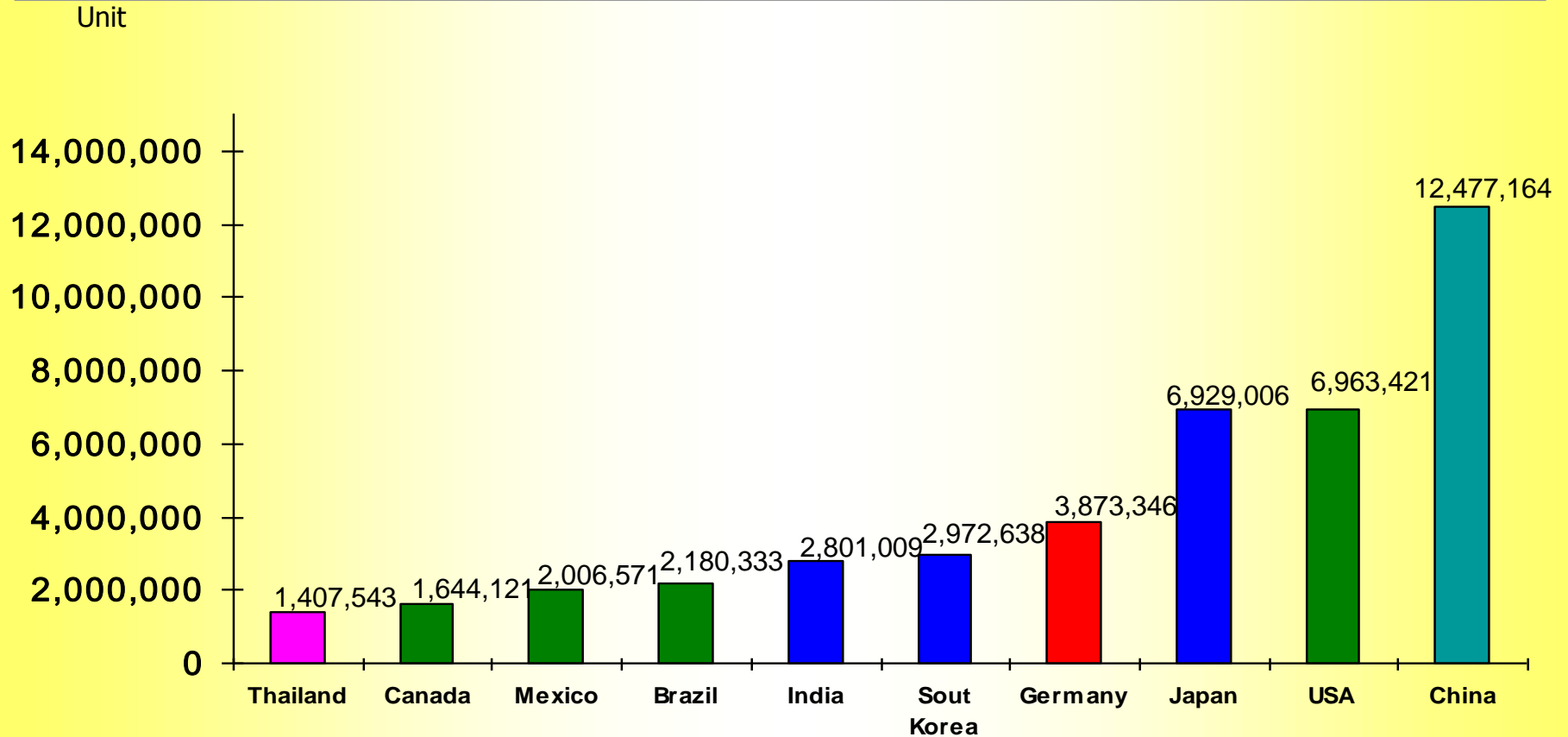
หน่วย : อัตราการถือครอง คนต่อรถ 1 คัน



ที่มา : สมาคมอุตสาหกรรมยานยนต์ญี่ปุ่น (JAMA)

หนังสือพิมพ์กรุงเทพธุรกิจ ฉบับวันที่ 28 มกราคม 2556

4W Top 10 World Production (January 2012 – August 2012)



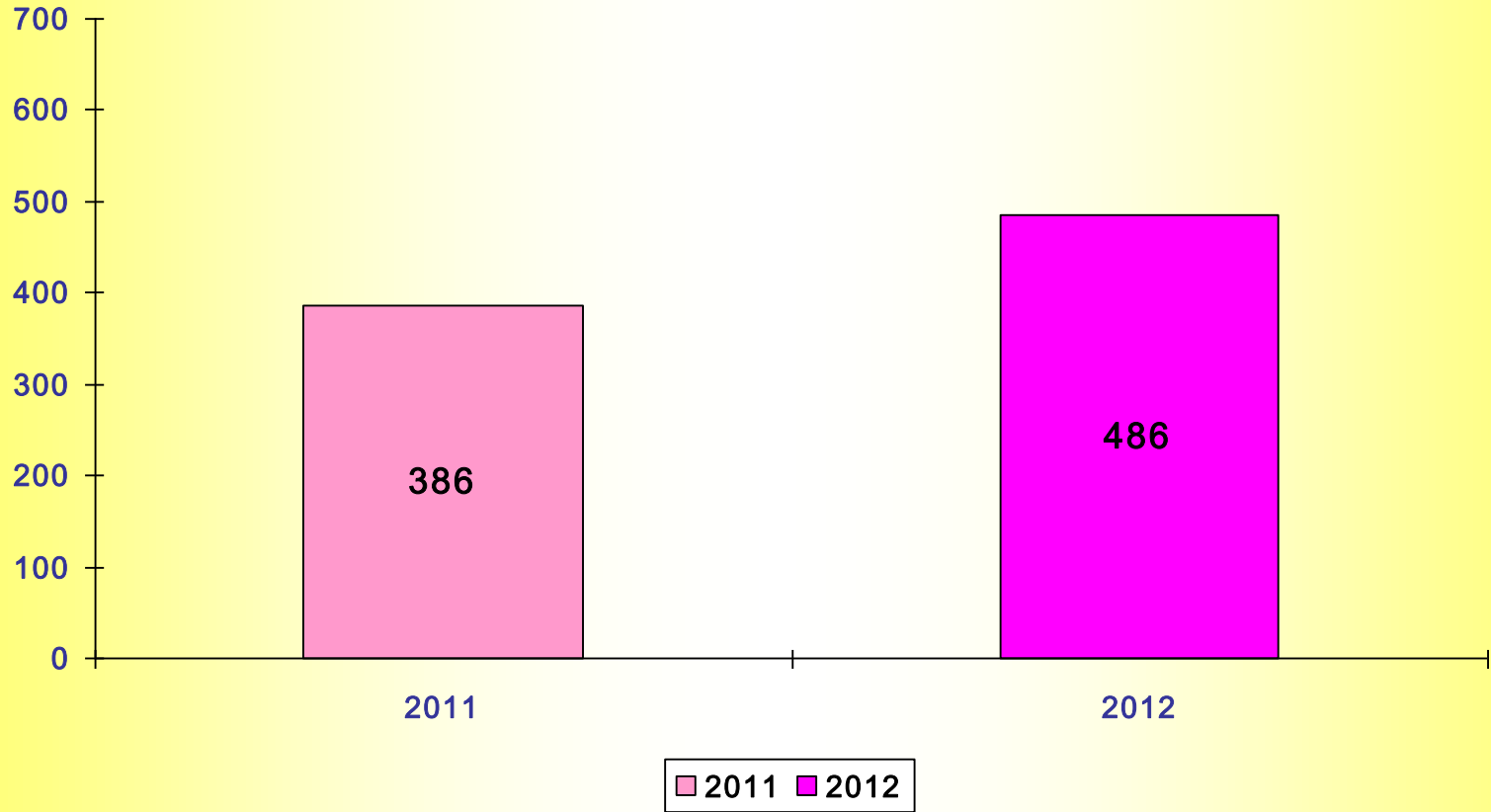
ที่มา : สมาคมอุตสาหกรรมยานยนต์ญี่ปุ่น (JAMA)

หนังสือพิมพ์กรุงเทพธุรกิจ ฉบับวันที่ 28 มกราคม 2556

2W Sales - Domestic (October – December 2012)

X 1,000 unit

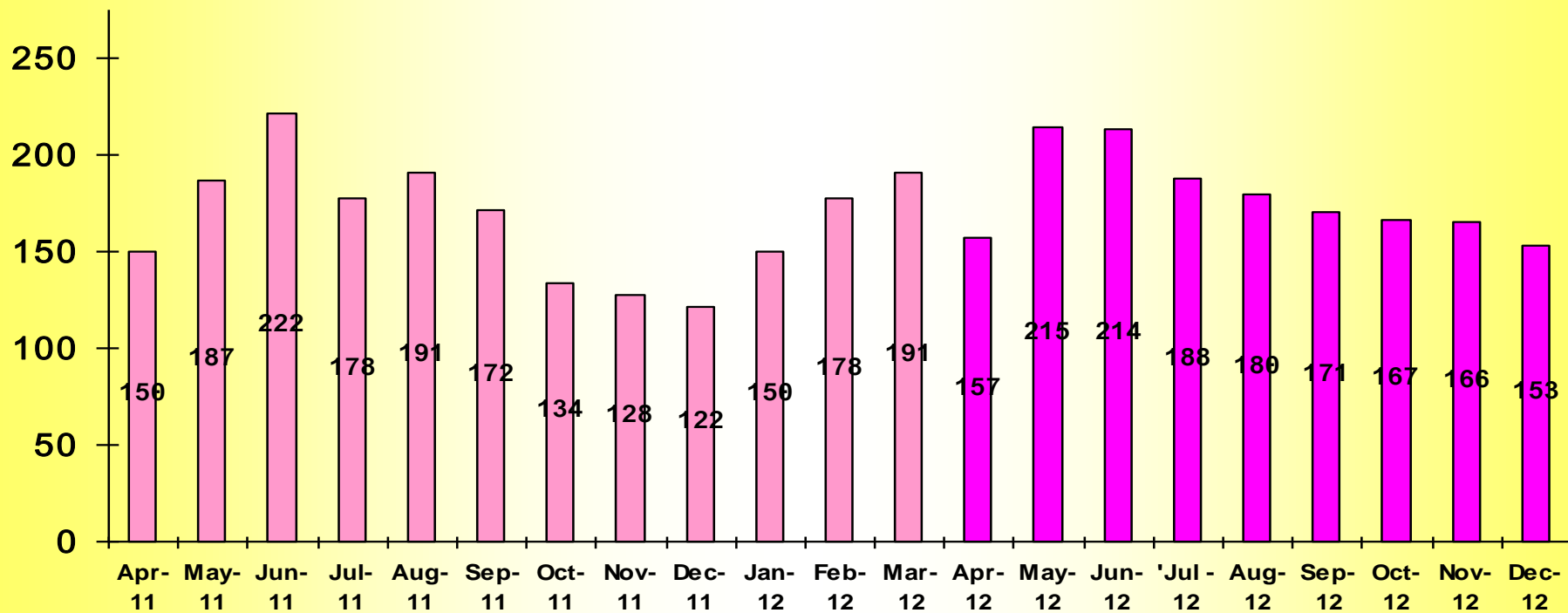
Compare with 2011
▲ 26%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2011 – December 2012

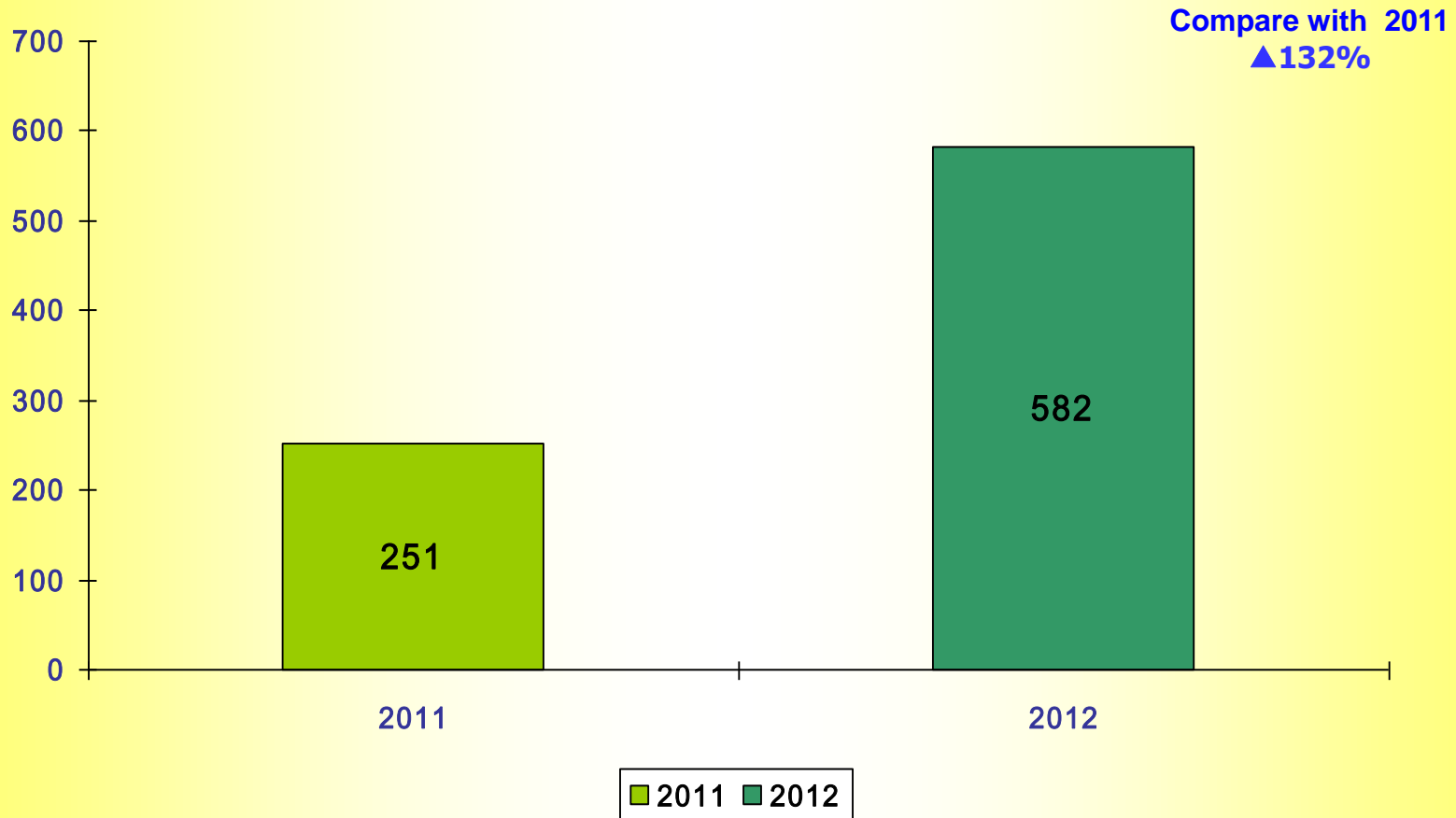
X 1,000 unit



Source: The Federation of Thai Industries

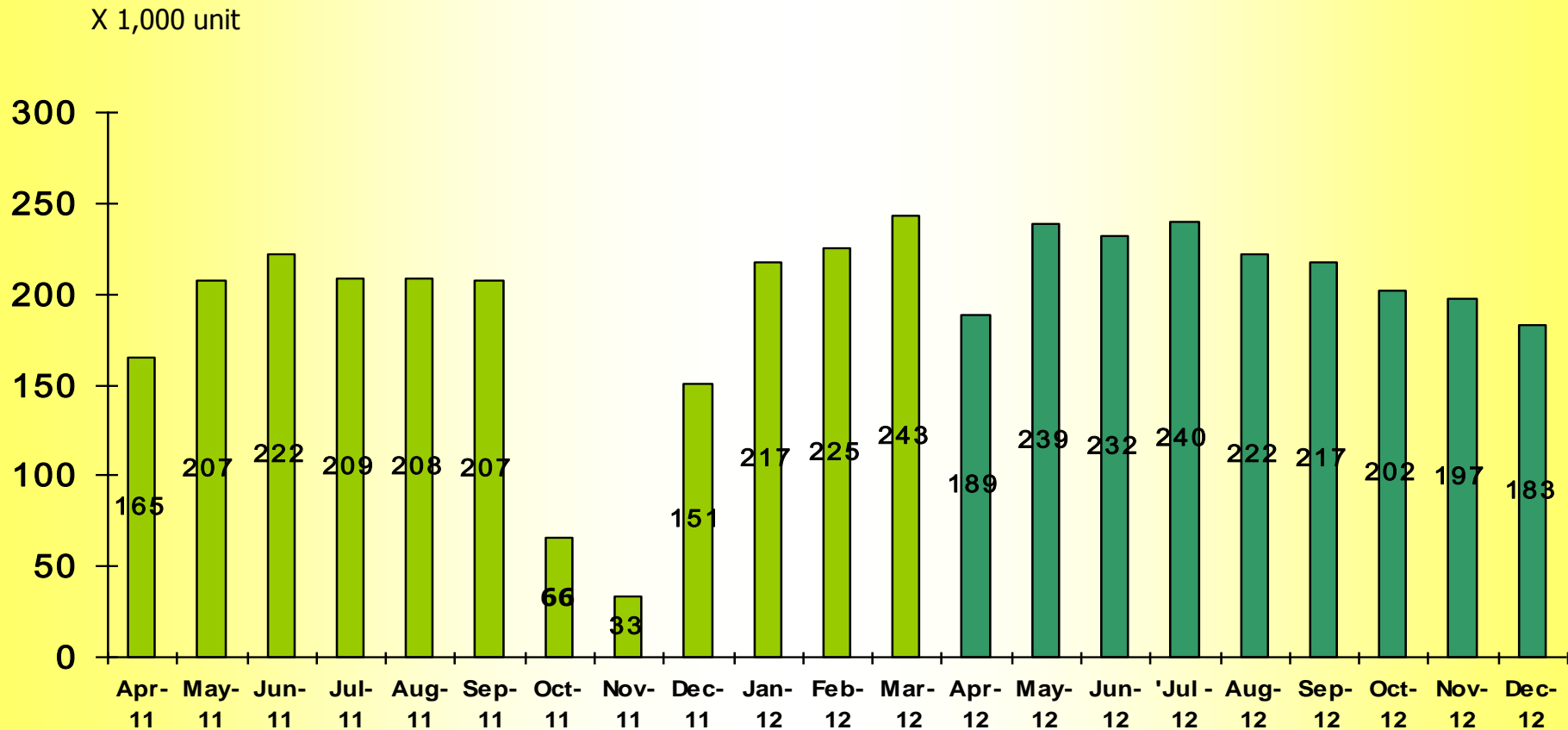
2W Production (October – December 2012)

X 1,000 unit



Source: The Federation of Thai Industries

2W Production (By Month) April 2011 – December 2012



Source: The Federation of Thai Industries

Agenda

1. Market Trend – 2012 (October – December)
2. The 3rd Quarterly 2012 Financial Statement
3. New Product

Balance Sheet

The Equity Method	31 December 2012 M฿)	31 March 2012 M฿)	Change %)
Current Assets	4,176.60	4,348.78	(3.96)
Total Assets	11,002.24	10,024.53	9.75
Current Liabilities	1,468.88	1,416.29	3.71
Total Liabilities	1,595.46	1,527.96	4.42
Shareholders' Equity	9,406.78	8,496.56	10.71
Total Liabilities and Shareholders' Equity	11,002.24	10,024.53	9.75

The Three Month Period

Statement of Income

The Equity Method	31 December 2012	31 December 2011	Change
	(MB)	(MB)	(%)
Sales	2,942.33	1,150.60	155.72
Cost of sales	2,289.25	1,304.76	75.45
Gross Profit	653.08	154.16	523.64
Selling and Administrative expenses	200.57	396.29	49.39
Share of profit from investments in associates	39.77	35.63	11.62
Profit before income tax	553.20	462.66	219.57
Net profit for the period	442.46	366.92	220.59

Financial Statement – Statement of Income



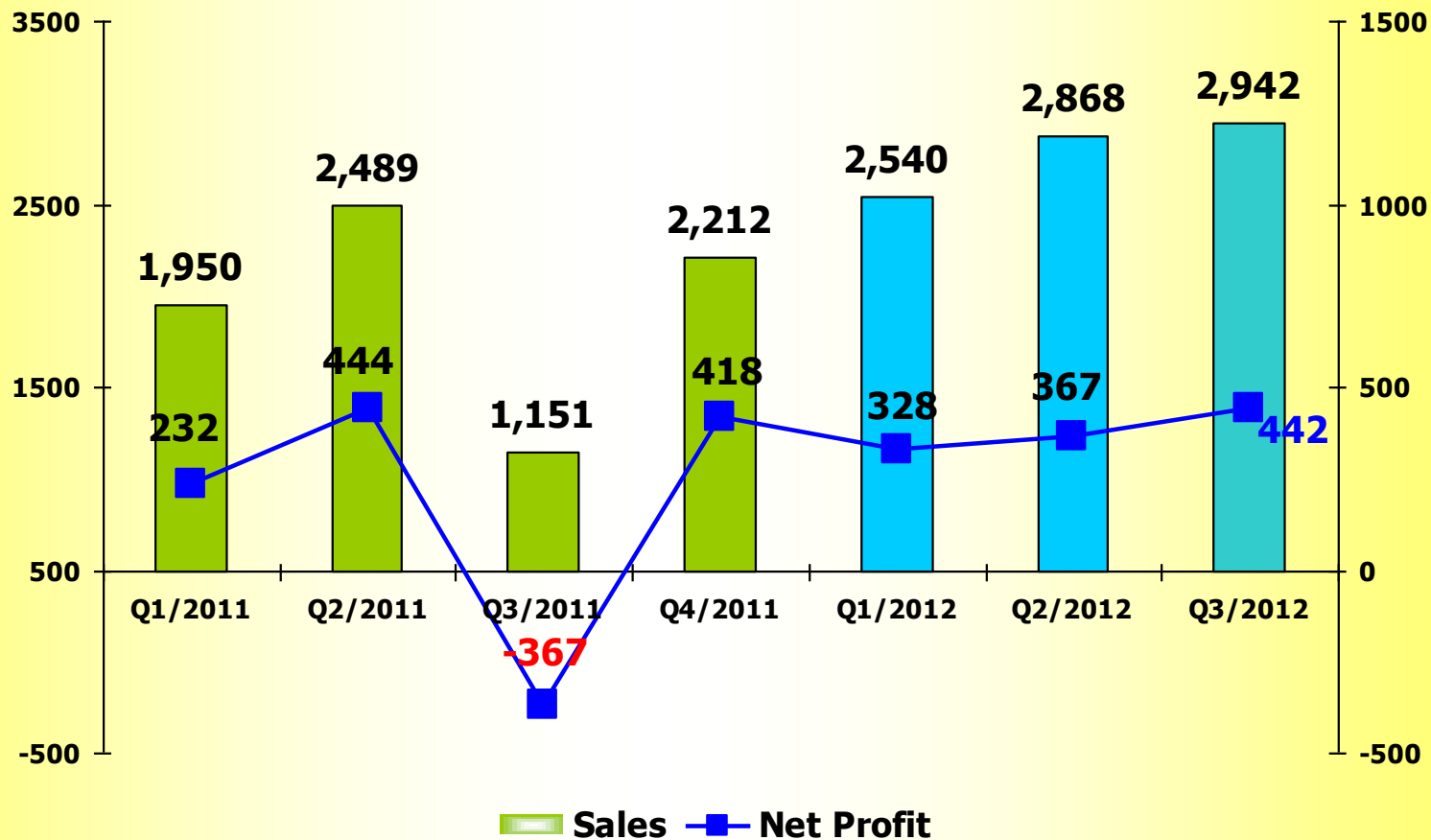
The Nine Month Period

The Equity Method	31 December 2012 (M฿)	31 December 2011 (M฿)	Change (%)
Sales	8,350.01	5,589.00	49.40
Cost of sales	6,538.69	4,712.49	38.75
Gross Profit	1,811.32	876.51	106.65
Selling and Administrative expenses	631.80	725.06	(2.86)
Share of profit from investments in associates	90.29	99.33	(9.09)
Profit before income tax	1,466.81	483.42	203.42
Net profit for the period	1,137.48	308.86	268.28

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	31 December 2012 (MB)	31 December 2011 (MB)
Net Cash by Operating Activities	1,374.38	848.32
Net Cash used in Investing Activities	(1,574.28)	(940.83)
Net increase(decrease) cash / Cash equivalents	(29.77)	(90.55)
Cash / Cash equivalents at beginning of the period	1,707.85	3,133.89
Effects of Exchange rate changes	1.35	1.08
Cash / Cash equivalents at end of the period	1,279.44	2,544.43

Agenda

1. Market Trend – 2012 (October – December)
2. The 3rd Quarterly 2012 Financial Statement
3. New Product



Rear Combination 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.

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@stanley.co.th