

WELCOME

Q3/2015 Operation Result Meeting

Apichart Lee-issaranukul

February 5, 2016

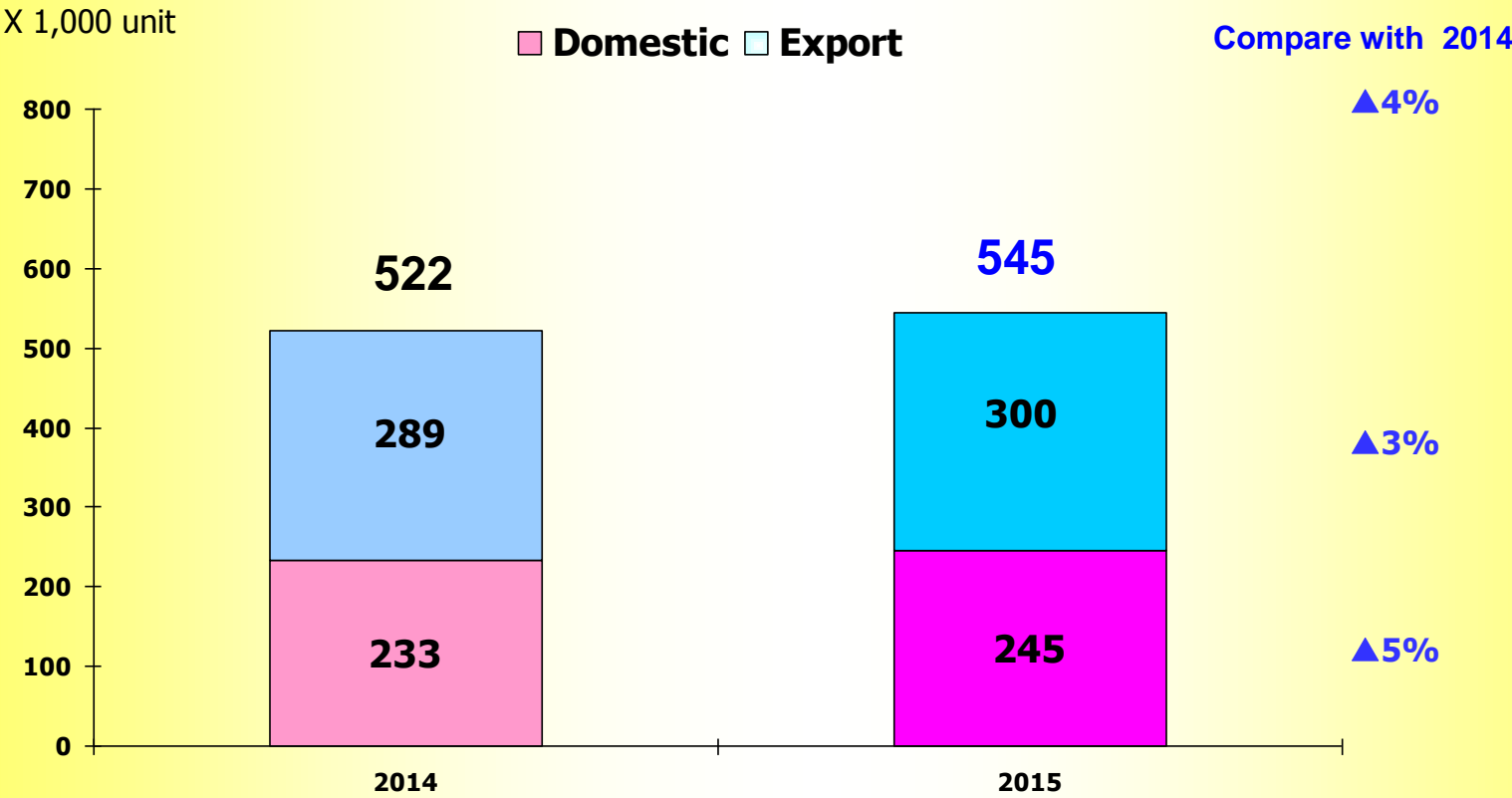
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

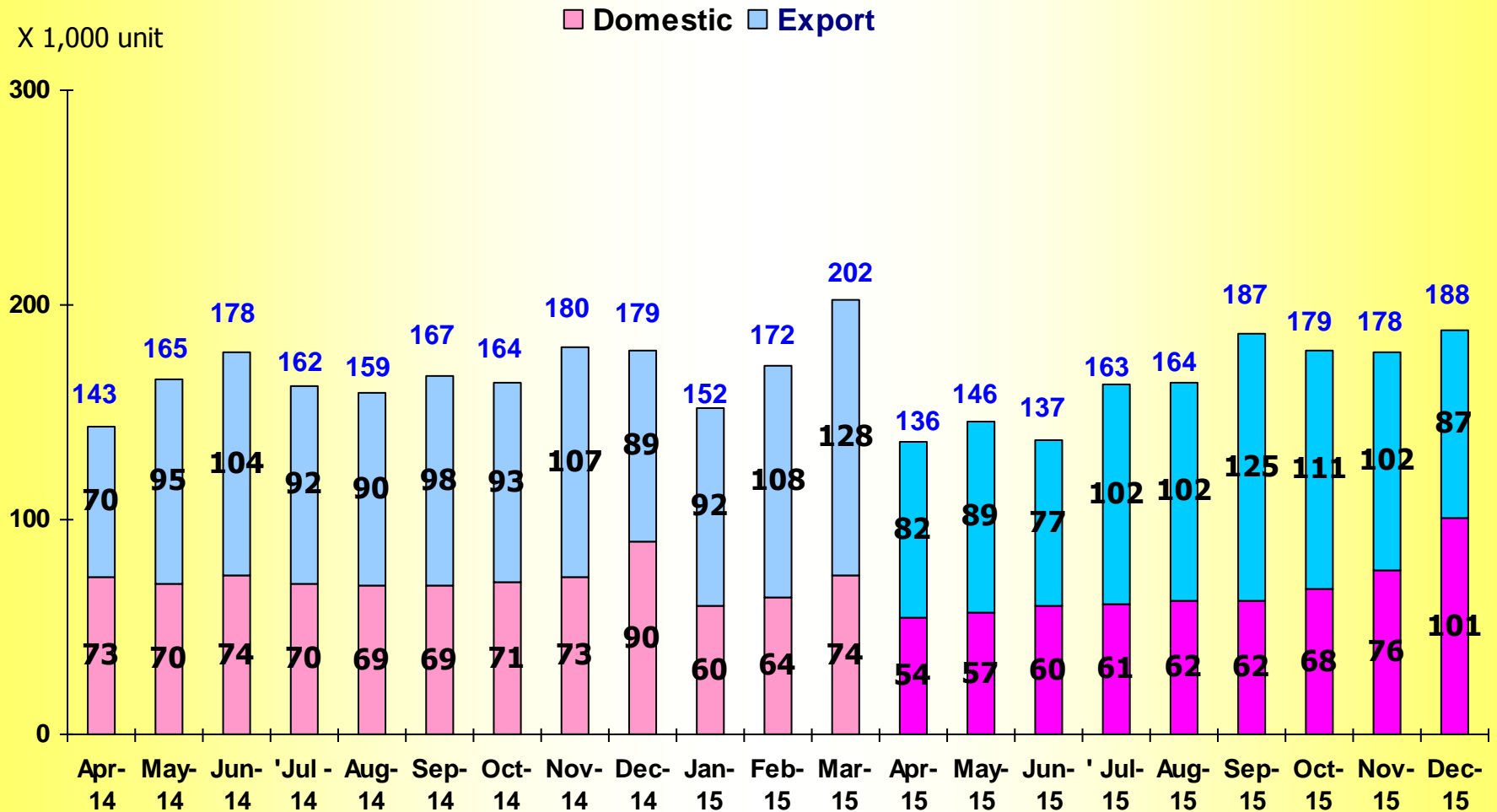
- 1. Automotive Market Data – 2015
(October – December)**
- 2. The 3rd Quarterly 2015 Financial Statement**
- 3. New Product**

4W Market Sale 2015 (October – December) Domestic & Export



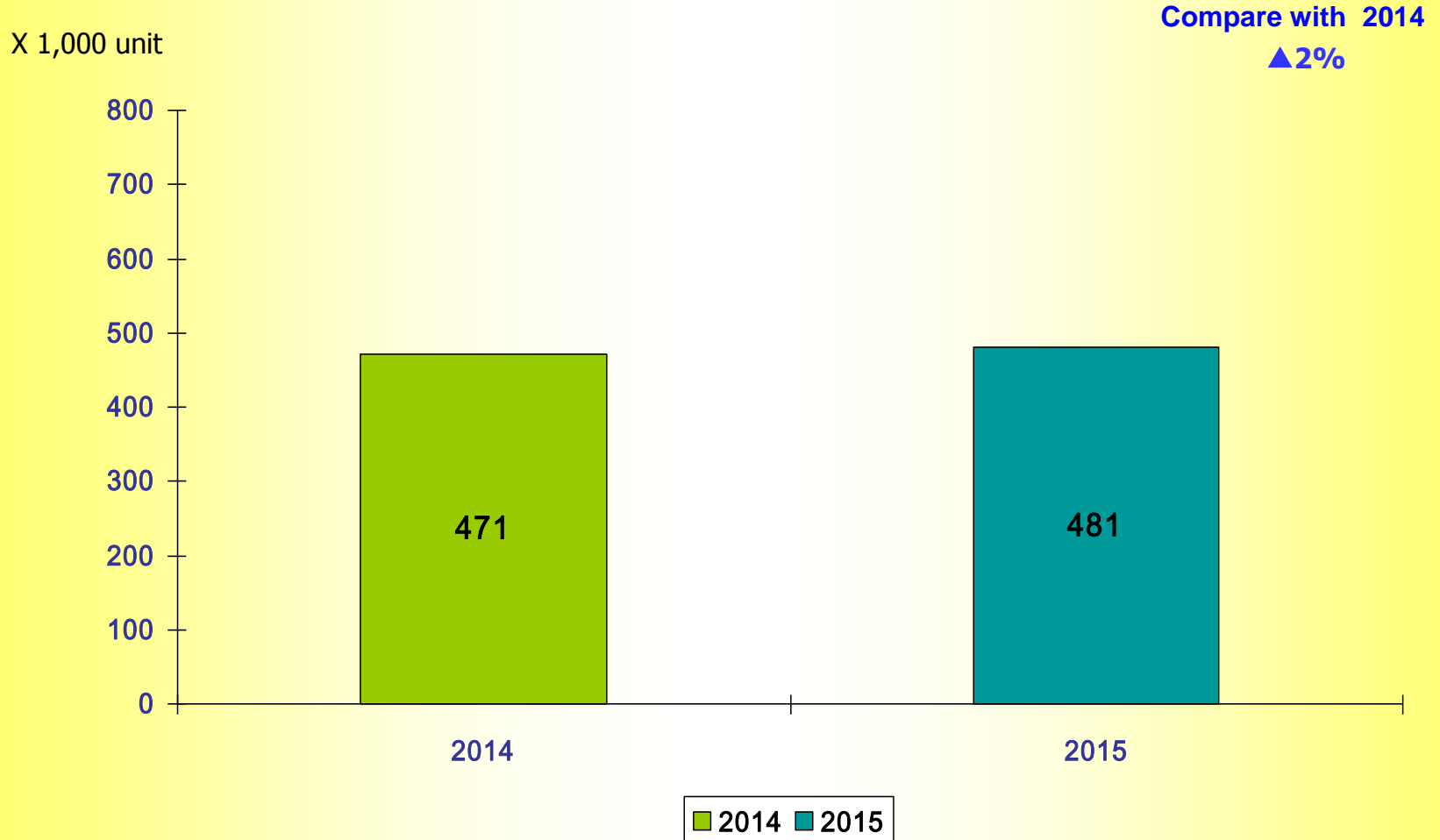
Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2014 – December 2015)



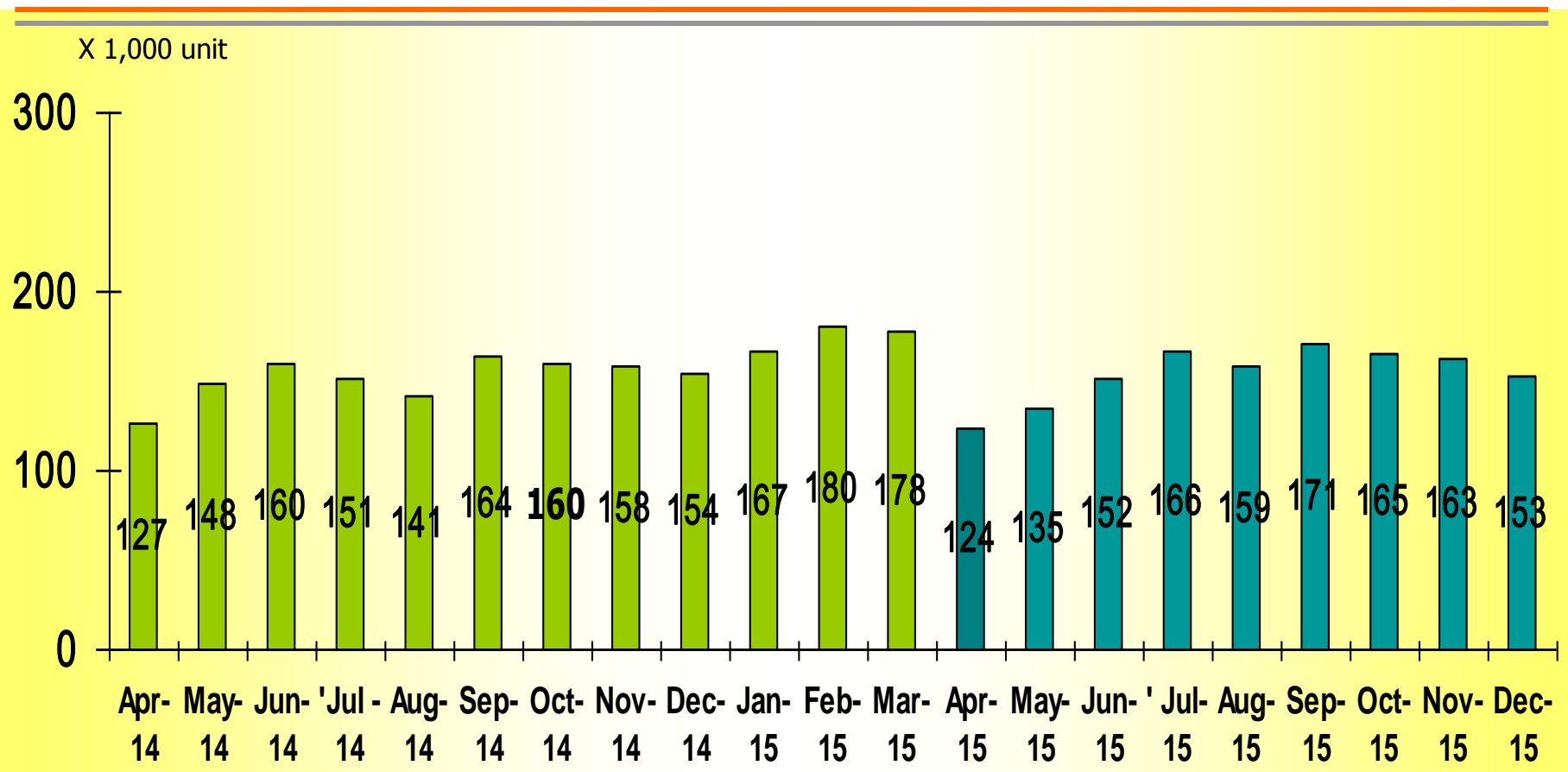
Source: The Federation of Thai Industries

4W Production (October – December 2015)



Source: The Federation of Thai Industries

4W Production (By Month) (April 2014 – December 2015)



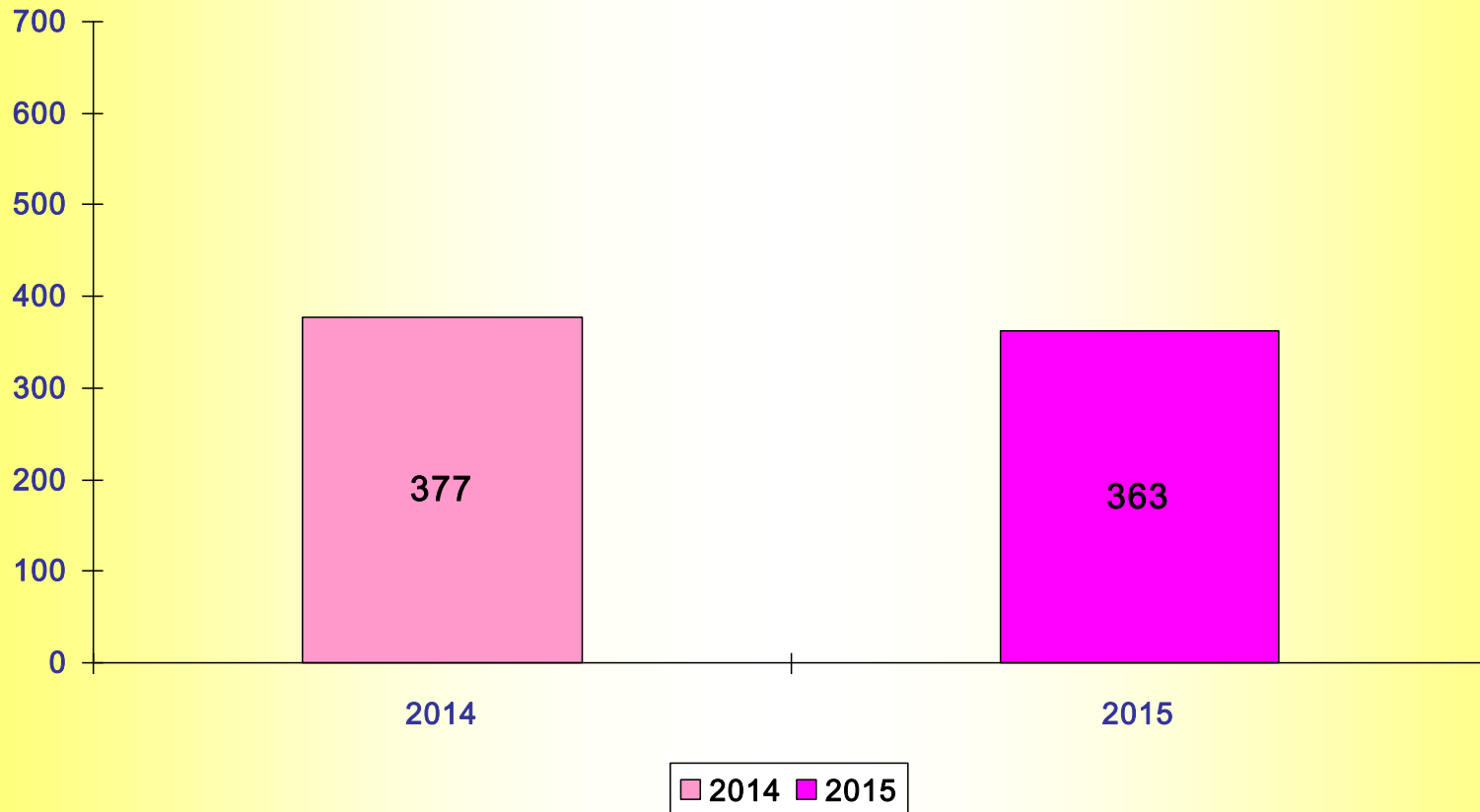
Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2015)

X 1,000 unit

Compare with 2014

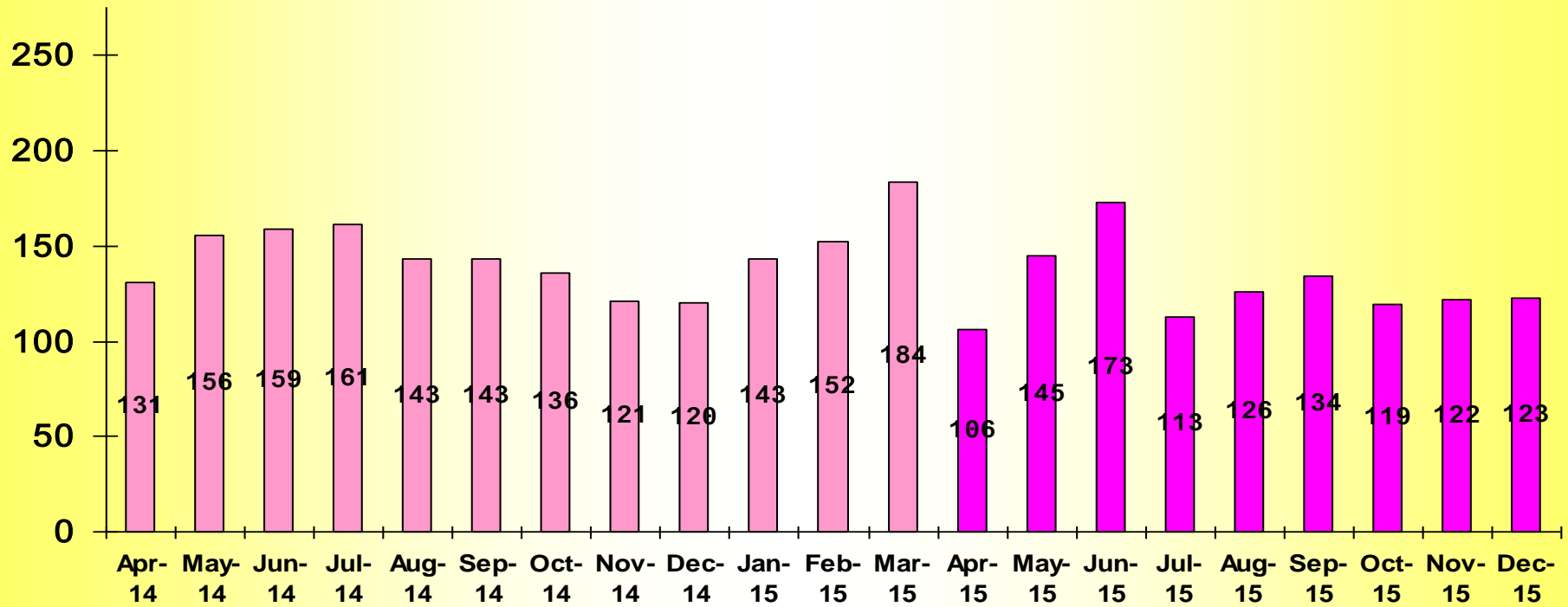
▼ 4%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2014 – December 2015

X 1,000 unit



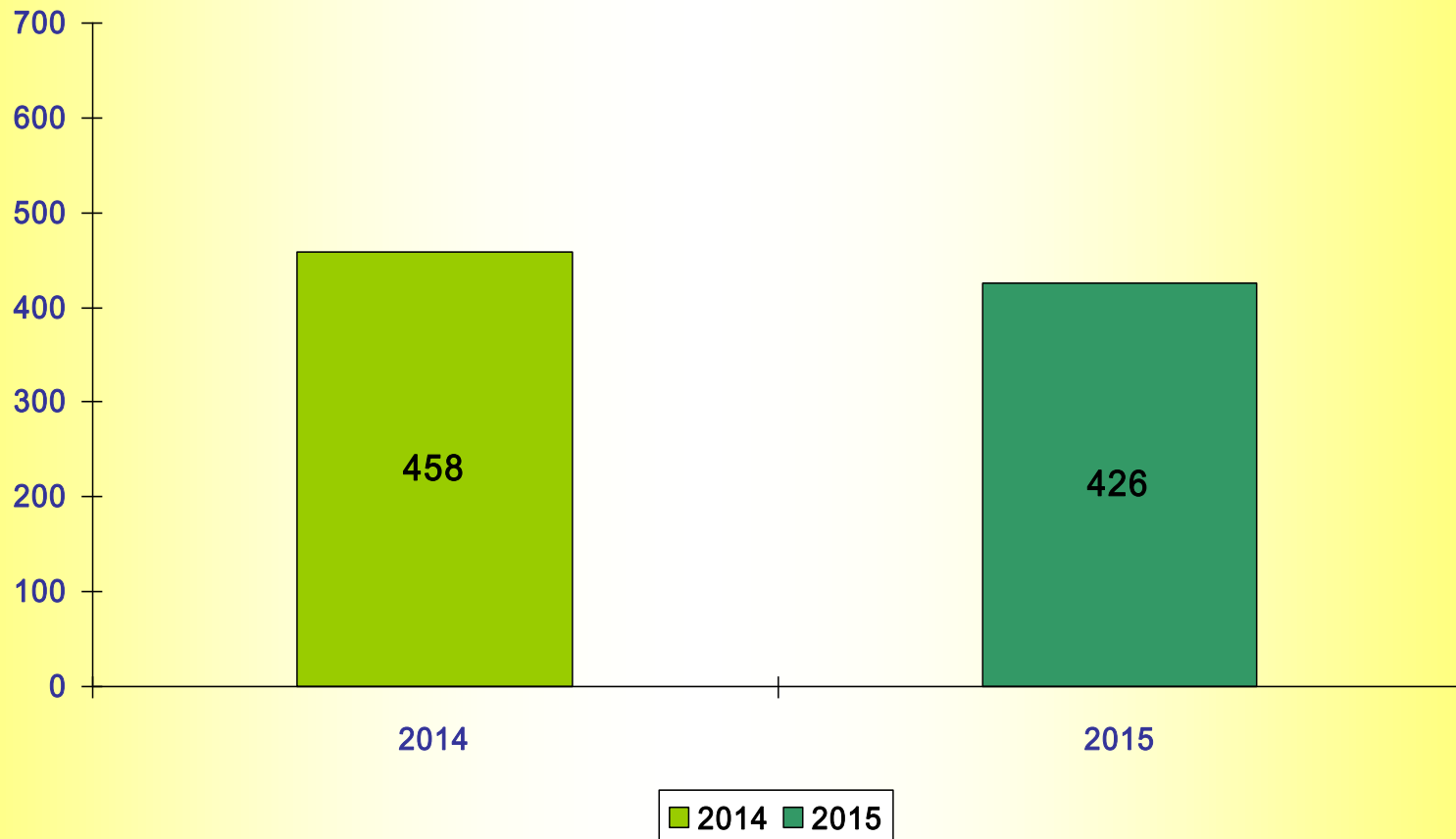
Source: The Federation of Thai Industries

2W Production (October - December 2015)

X 1,000 unit

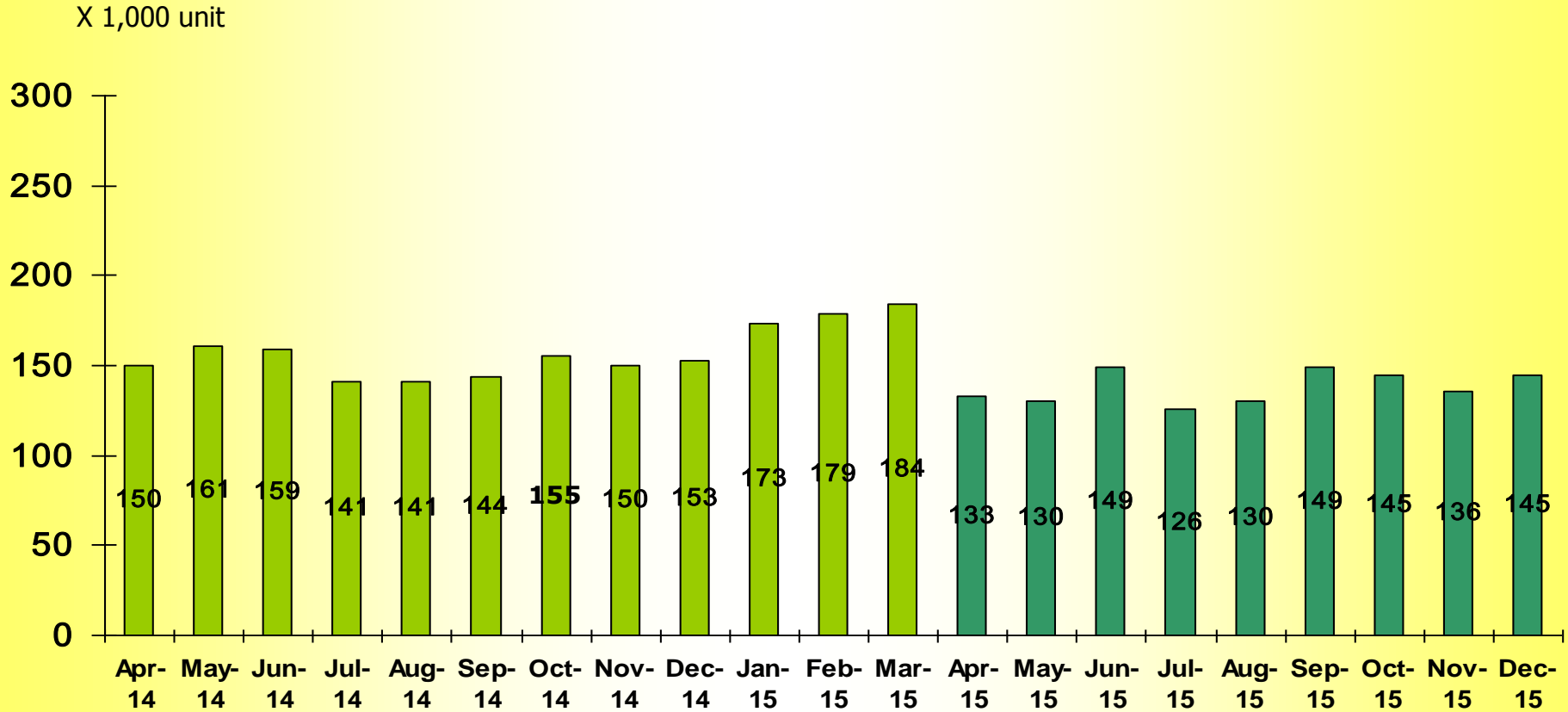
Compare with 2014

▼ 7%



Source: The Federation of Thai Industries

2W Production (By Month) April 2014 – December 2015



Source: The Federation of Thai Industries

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Statements of Financial Position

The Equity Method	31 December 2015	31 March 2015	Change
	(M฿)	(M฿)	(%)
Current Assets	6,510.67	5,947.01	9.48
Total Assets	13,848.31	13,293.90	4.17
Current Liabilities	1,521.54	1,551.39	(1.92)
Total Liabilities	1,758.74	1,754.57	0.24
Shareholders' Equity	12,089.58	11,539.33	4.77
Total Liabilities and Shareholders' Equity	13,848.31	13,293.90	4.17

Statement of Income

The Three Month Period

The Equity Method	31 December 2015 (MB)	31 December 2014 (MB)	Change (%)
Sales	2,563.93	2,343.07	9.43
Cost of sales	2,142.13	1,909.16	12.20
Gross Profit	421.80	433.91	2.79
Selling and Administrative expenses	198.42	186.98	6.12
Share of profit from investments in associates	63.55	53.15	19.57
Profit before income tax	324.17	432.51	25.05
2014 - Sold Plant Lamp4)			
Net profit for the period	262.26	349.87	25.04

Financial Statement – Statement of Income



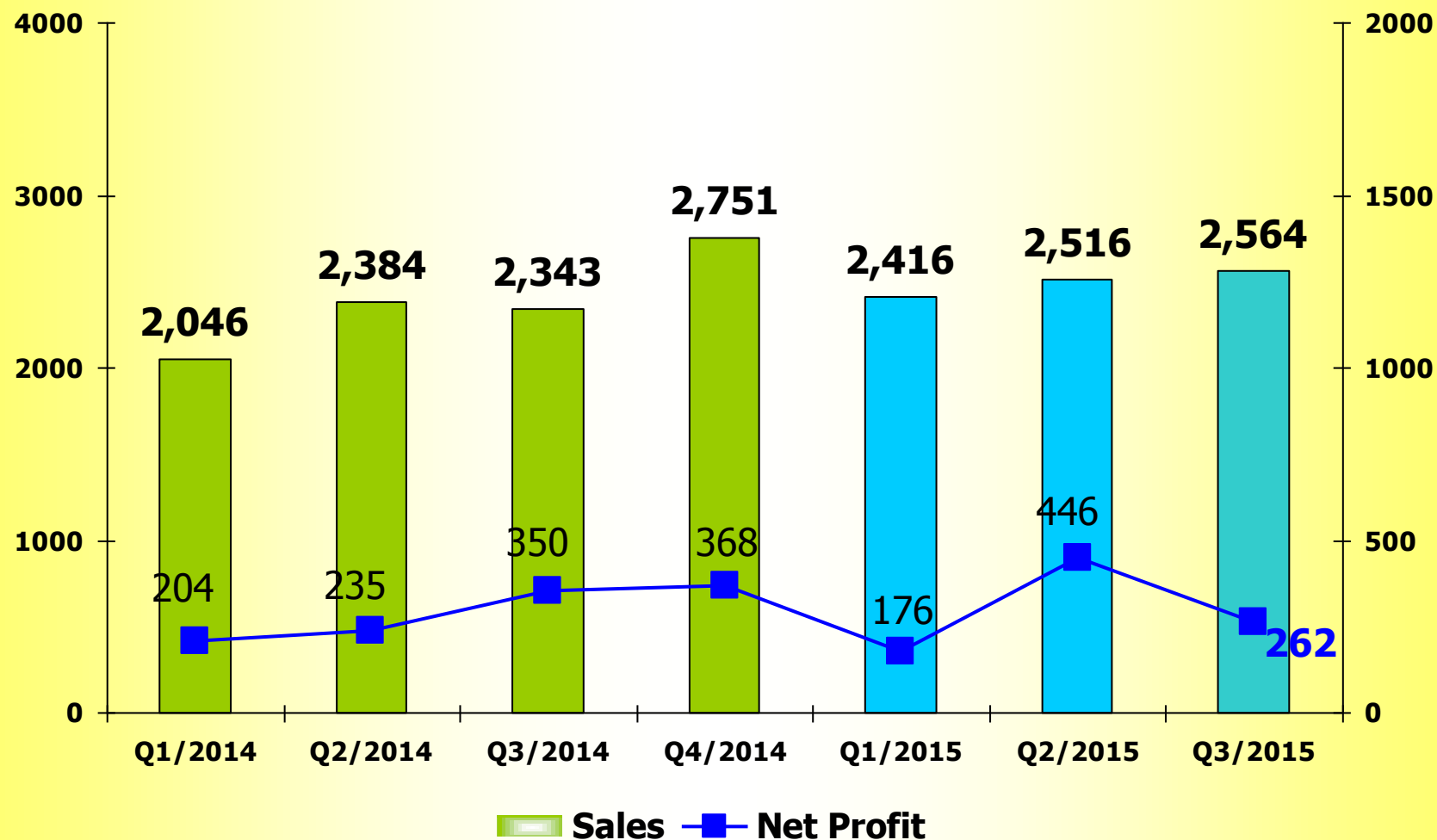
The Nine Month Period

The Equity Method	31 December 2015 (M฿)	31 December 2014 (M฿)	Change (%)
Sales	7,496.04	6,772.49	10.68
Cost of sales	6,349.60	5,614.53	13.09
Gross Profit	1,146.44	1,157.95	(0.99)
Selling and Administrative expenses	587.36	537.46	9.28
Share of profit from investments in associates	157.49	116.28	35.44
Profit before income tax	1,109.30	986.22	12.48
Net profit for the period	884.71	789.53	12.06

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	31 December 2015 (MB)	31 December 2014 (MB)
Net Cash received from Operating Activities	1,429.06	1,256.99
Net Cash used in Investing Activities	(2,613.67)	(1,791.65)
Net cash used in financing activity	(367.79)	(459.06)
Net increase (decrease) cash / Cash equivalents	(1,552.40)	(993.73)
Cash / Cash equivalents at beginning of the period	2,350.31	2,667.17
Effects of Exchange rate changes	0.99	0.45
Cash / Cash equivalents at end of the period	798.90	1,673.90

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Head Lamp





Head 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.

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