



บริษัท ไทยสแตนลีย์อิเล็กทริก จำกัด (มหาชน)  
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

29/3 หมู่ 1 ถนนบางพูน-รังสิต ตำบลบ้านกลาง อำเภอเมือง จังหวัดปทุมธานี 12000 ประเทศไทย TEL : 0-2581-5462 โทรสารเลขที่  
29/3 MOO 1 BANGPOON-RUNGSIT ROAD, BANGLANG, MUANG, PATHUMTHANEE 12000 THAILAND. FAX : 0-2581-5397 0107536000765

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May 17, 2013

Subject To explain company operation Fiscal Year 2012

To President  
The Stock Exchange of Thailand

Thai Stanley Electric Public Company Limited would like to explain about company operation fiscal year 2012 as follows:-

- Sale increasing 45.30%
- Net profit increasing 123.36%

- Sales

The fiscal year 2012 (1 April 2012 - 31 March 2013), The company's sales were 11,334.99 million baht, an increase from the fiscal year 2011 that sales were 7,800.99 million baht to 3,534.00 million baht or 45.30% . As resulting from the recovery of the automotive industry that slowdown from the floods in year 2011. All the car maker can return to normal production and increase production to delivery in order of the consumers and the first car of the government policy to encourage car purchases increased.

In year 2012 ,the car production was 2,453,717 units increased from the year 2011 which production was 1,457,795 units or increased 68.32%. The export of car was 1,026,671 units increased from the year 2011 which export was 735,627 units or increased 39.56%. Domestic Sale was 1,436,335 units increased from the year 2011 which sale was 794,486 units or increased 80.79%.

In section of motorcycle the total production was 2,606,186 units, increased from the year 2011 which the production was 2,043,039 units, or increased 27.56% and the domestic sale was 2,130,067 units increased from the year 2011 which sale was 2,700,083 units or increased 6.13%.



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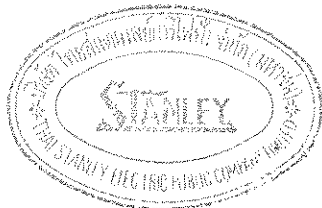
- Profit (Loss)

The fiscal year 2012 (1 April 2012 - 31 March 2013), company's net profit was 1,622.91 million baht increased from the fiscal year 2011 which net profit was 726.59 million baht or increased 123.36%. which consequence from the factors is as following:

- 1) Sales volume is adjusted increase extremely to 3,534 million baht. Accordingly lead to Economy of Scale in production.
- 2) The company conducts SNAP system (Stanley New Approach for higher Productivity), which is a system for productivity and reduce waste continuously. There is able to dramatically reduce costs.
- 3) The company is prepared a continually reduce costs program, especially a costs of raw material.

Submitted for your information.

Yours Faithfully,



(Mr. Apichat Leeissaranukul)

Executive Vice President