

WELCOME

The 2015 Operation Result Meeting

Apichart Leeissaranukul

May 30, 2016

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

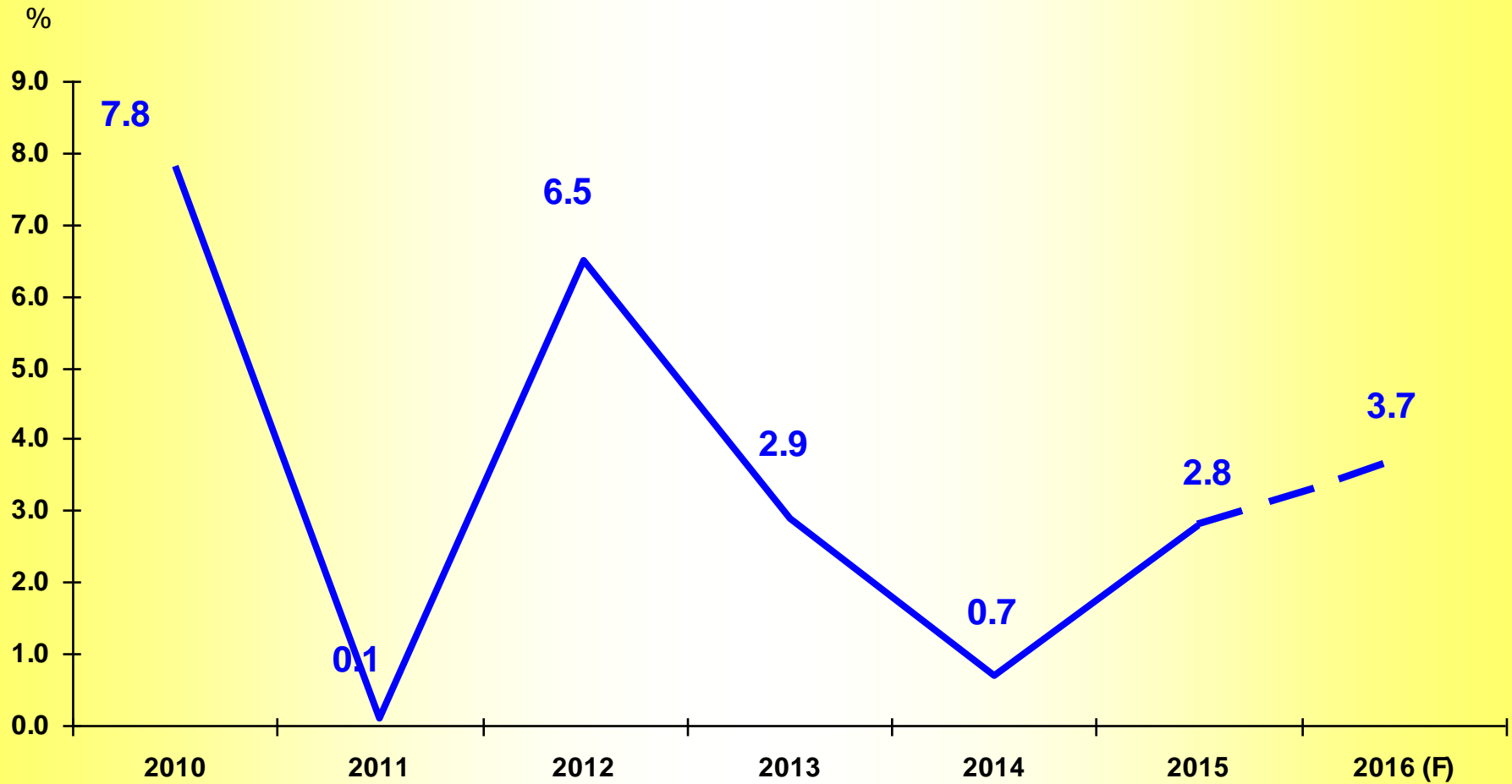
Agenda

1. Business Report 2015

2. The Fiscal Year 2015 Financial Statement

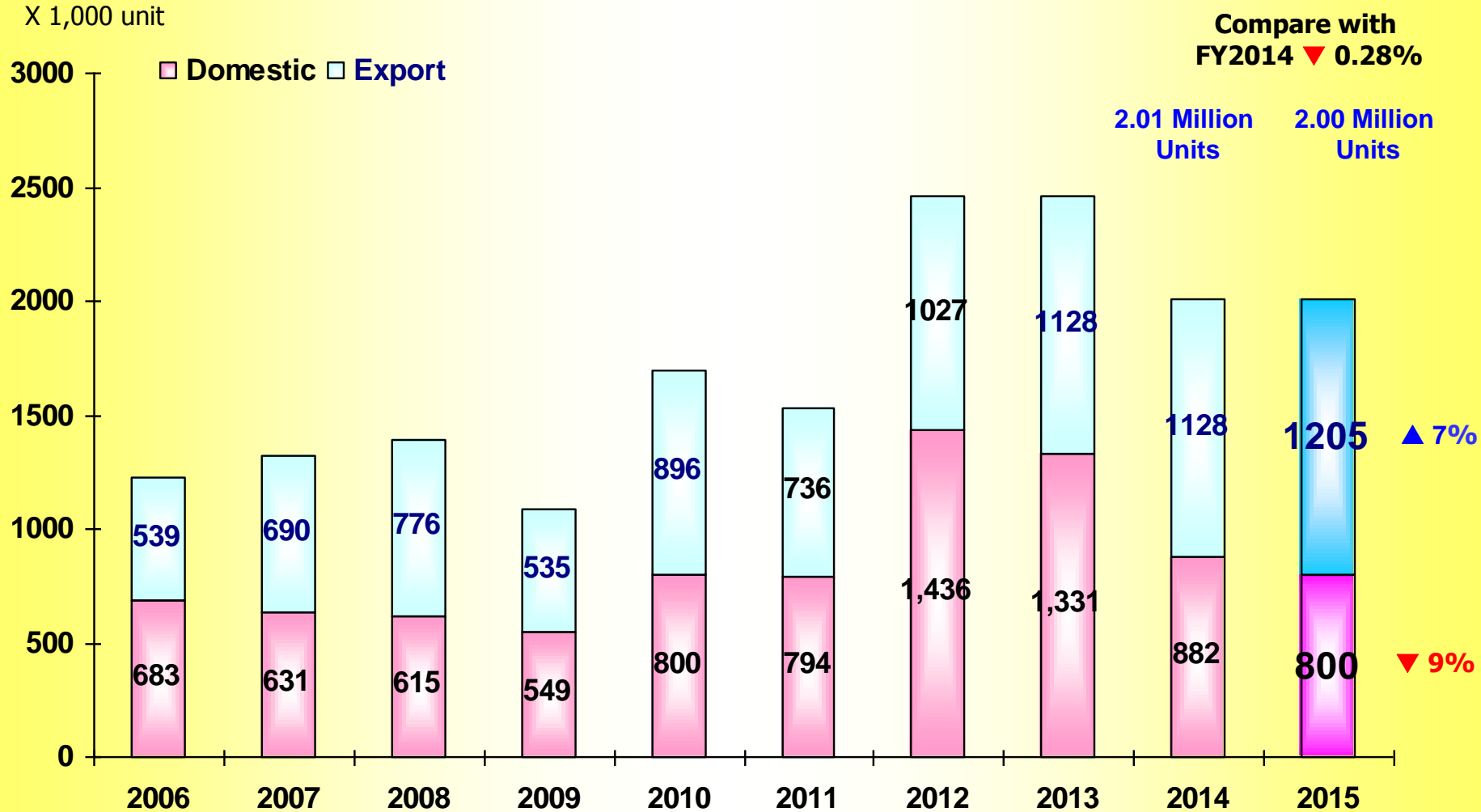
3. New Product (Jan – Mar 2016)

GDP Growth 2001 – 2016



Source: Bank of Thailand (<https://www.bot.or.th/Thai/MonetaryPolicy/MonetPolicyCommittee/MPR/Pages/default.aspx>)

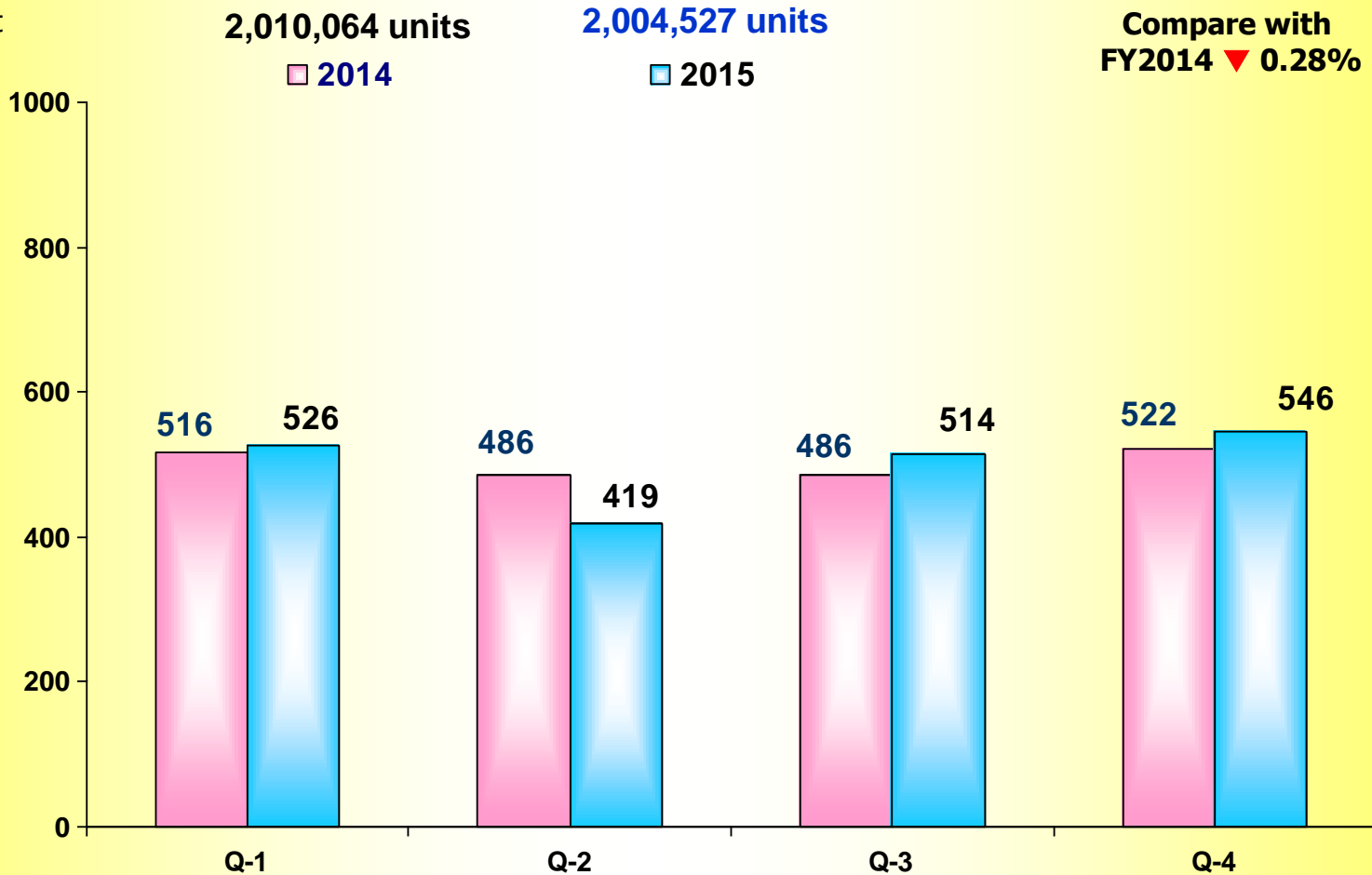
4W Market Sale (Domestic & Export) 2006 – 2015 (January – December)



Source: The Federation of Thai Industries

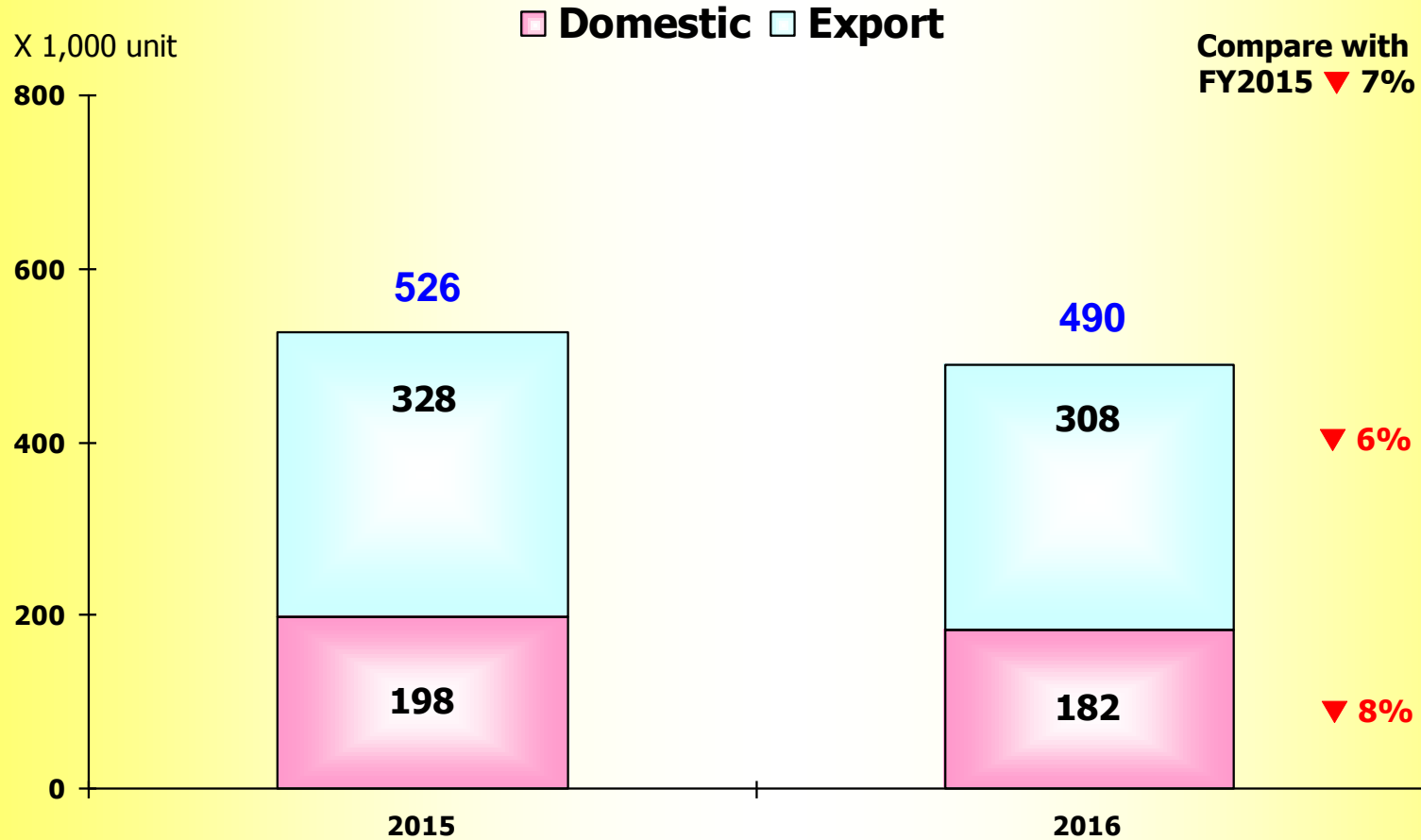
4W Market Sales (Domestic & Export) 2014 - 2015 by Quarterly (January - December)

X 1000 unit



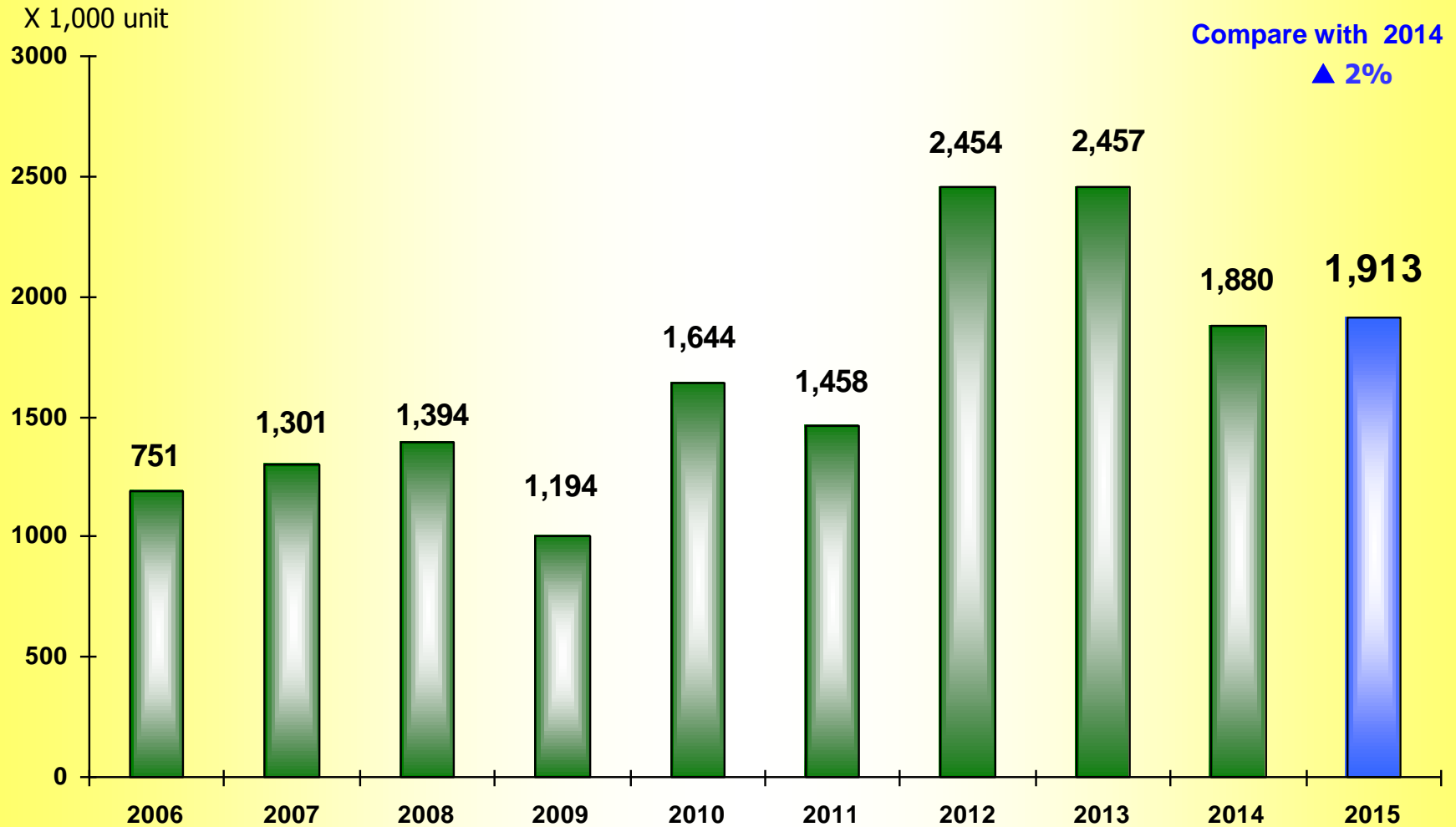
Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) 2016 (January – March)



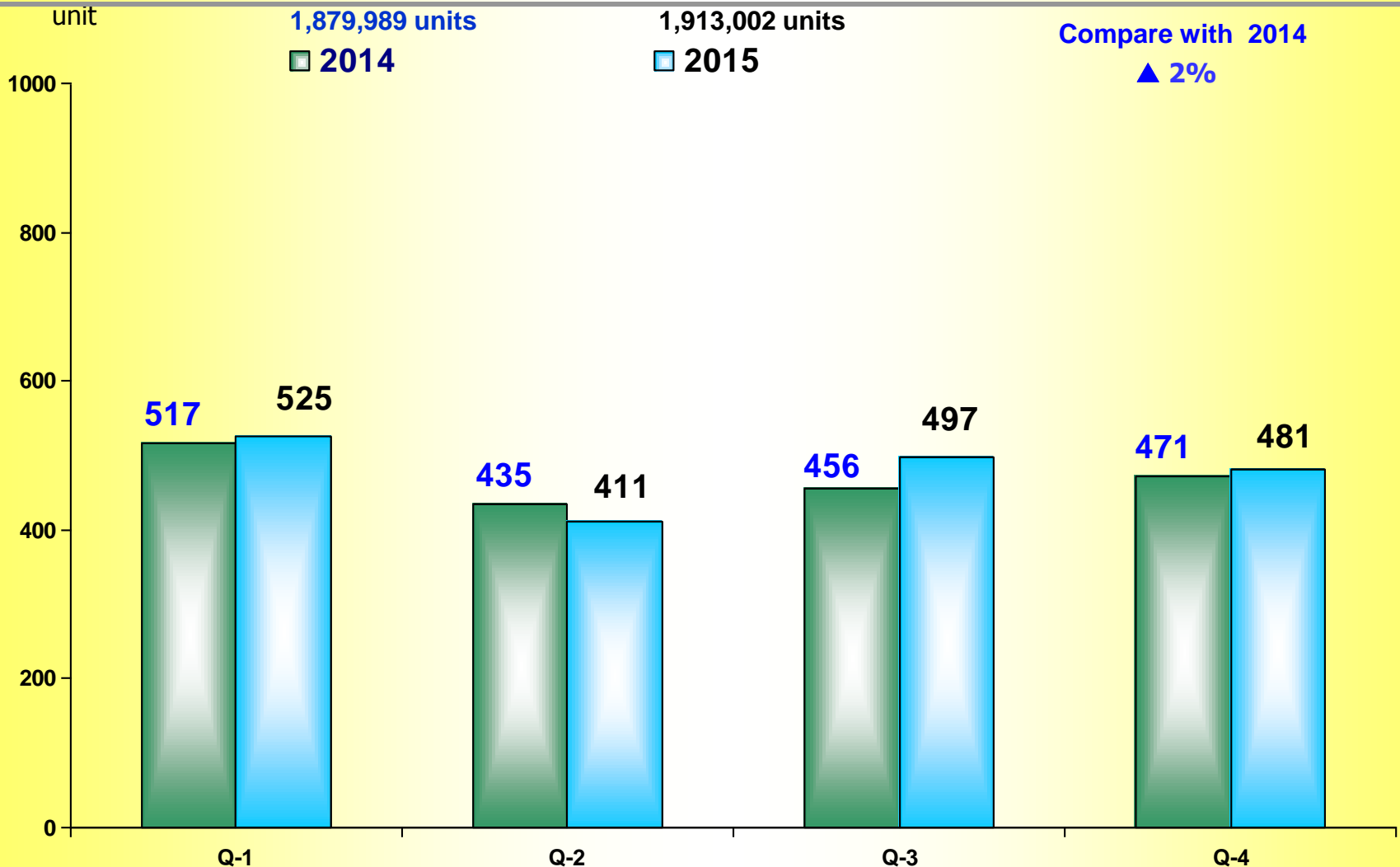
Source: The Federation of Thai Industries

4W Productions 2006 – 2015 (January – December)



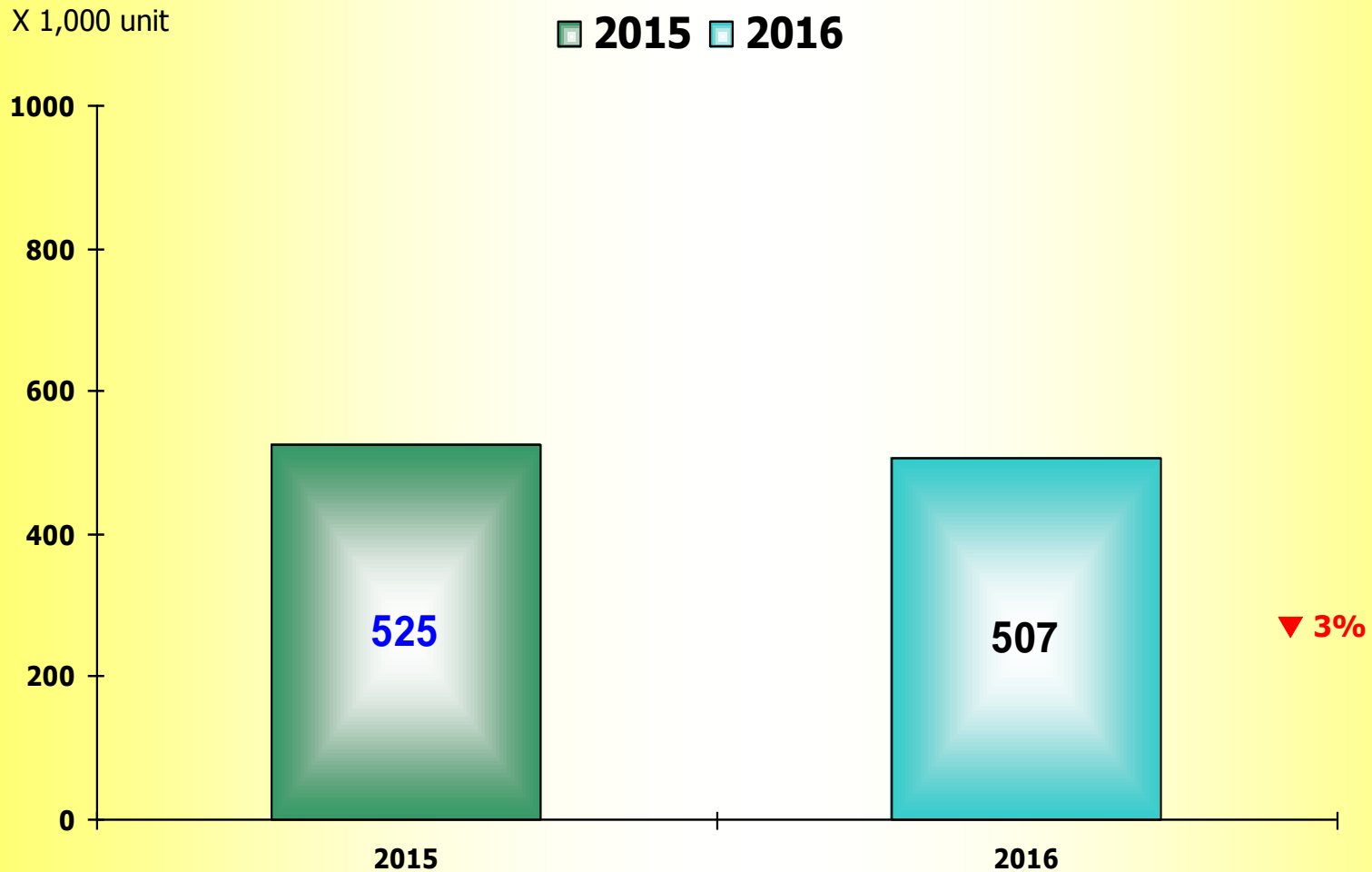
Source: The Federation of Thai Industries

4W Production 2014- 2015 by Quarterly (January – December)



Source: The Federation of Thai Industries

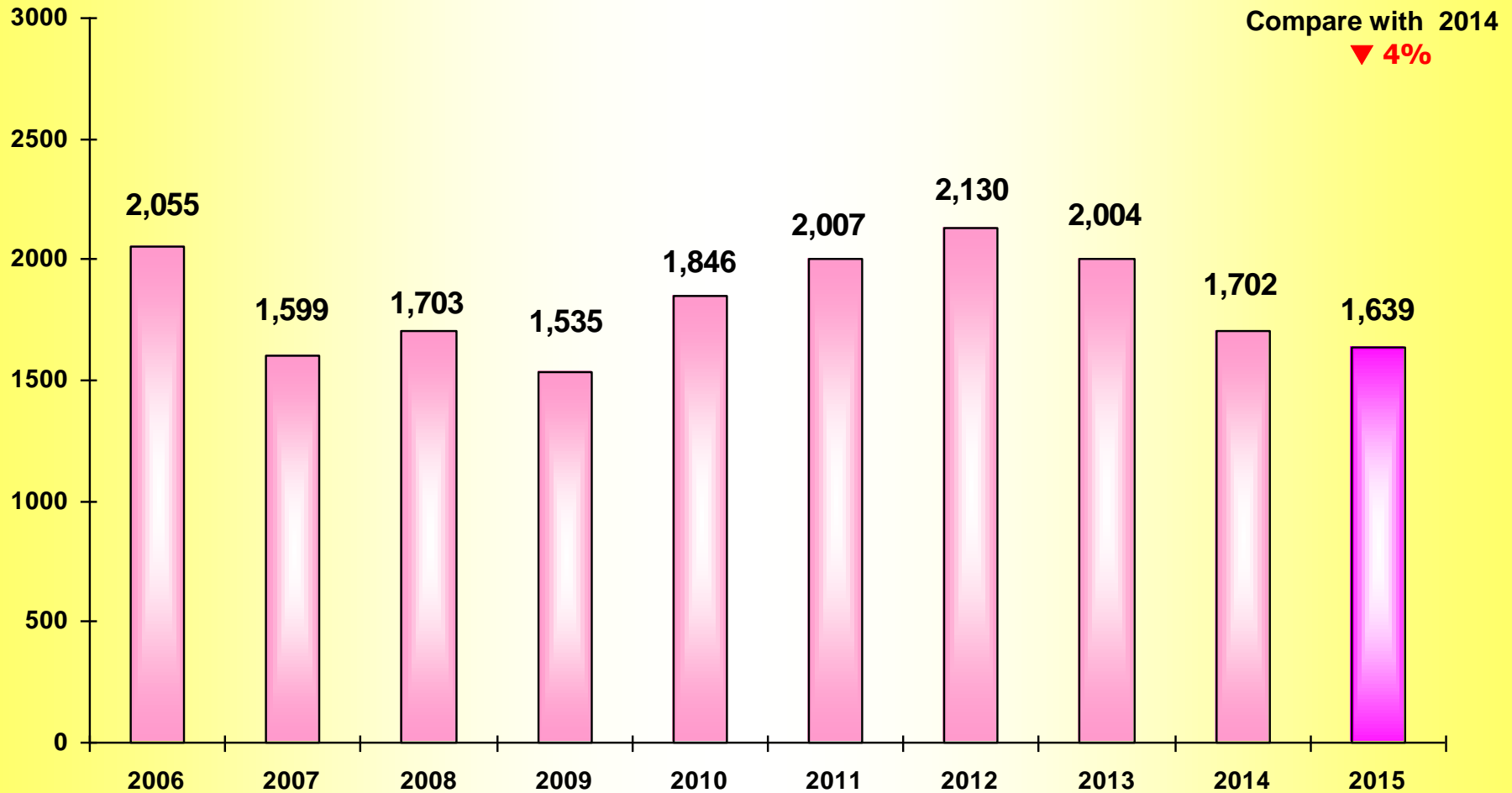
4W Productions 2016 (January – March)



Source: The Federation of Thai Industries

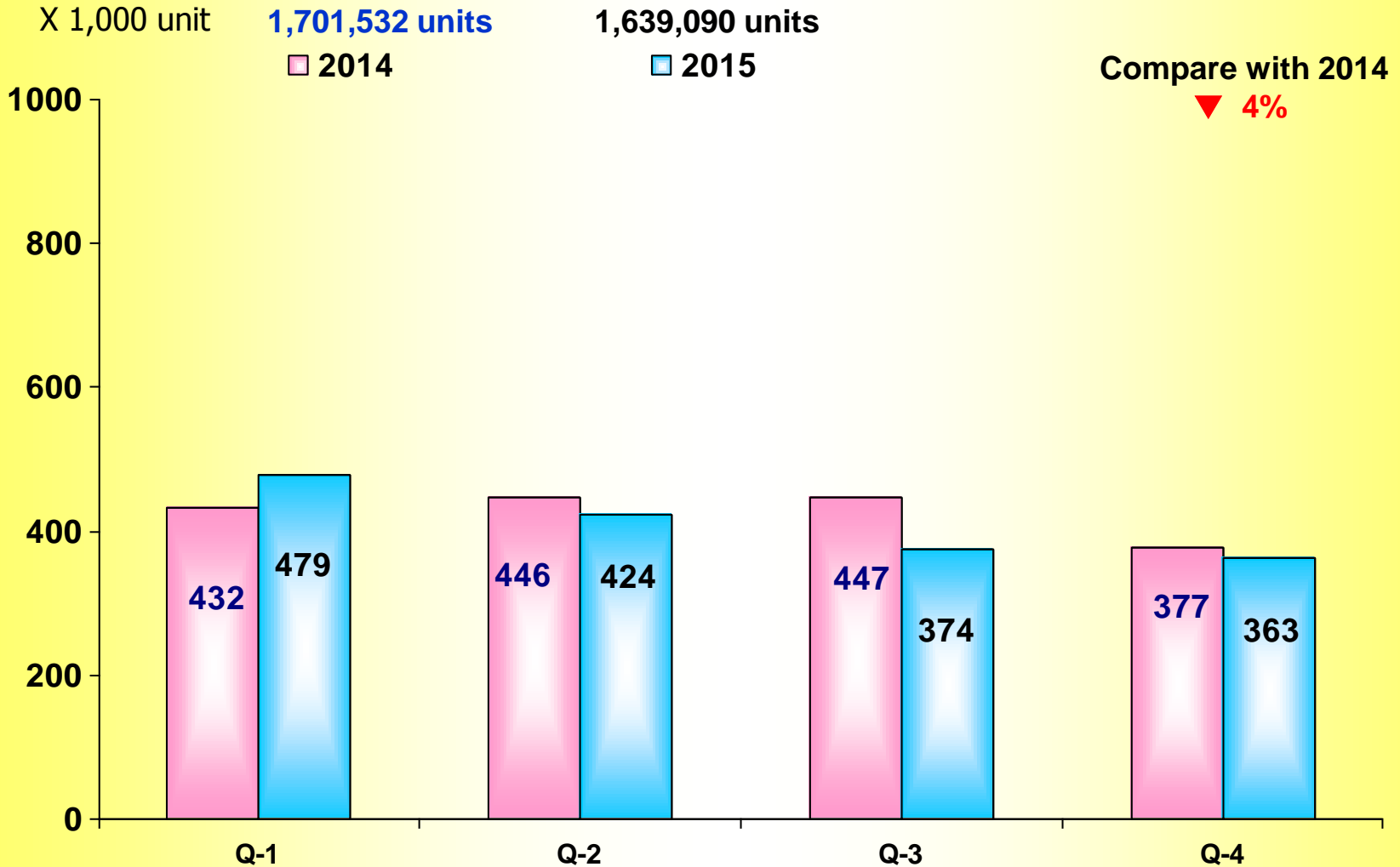
2W Market Sale (2006 – 2015 January - December)

X 1,000 unit



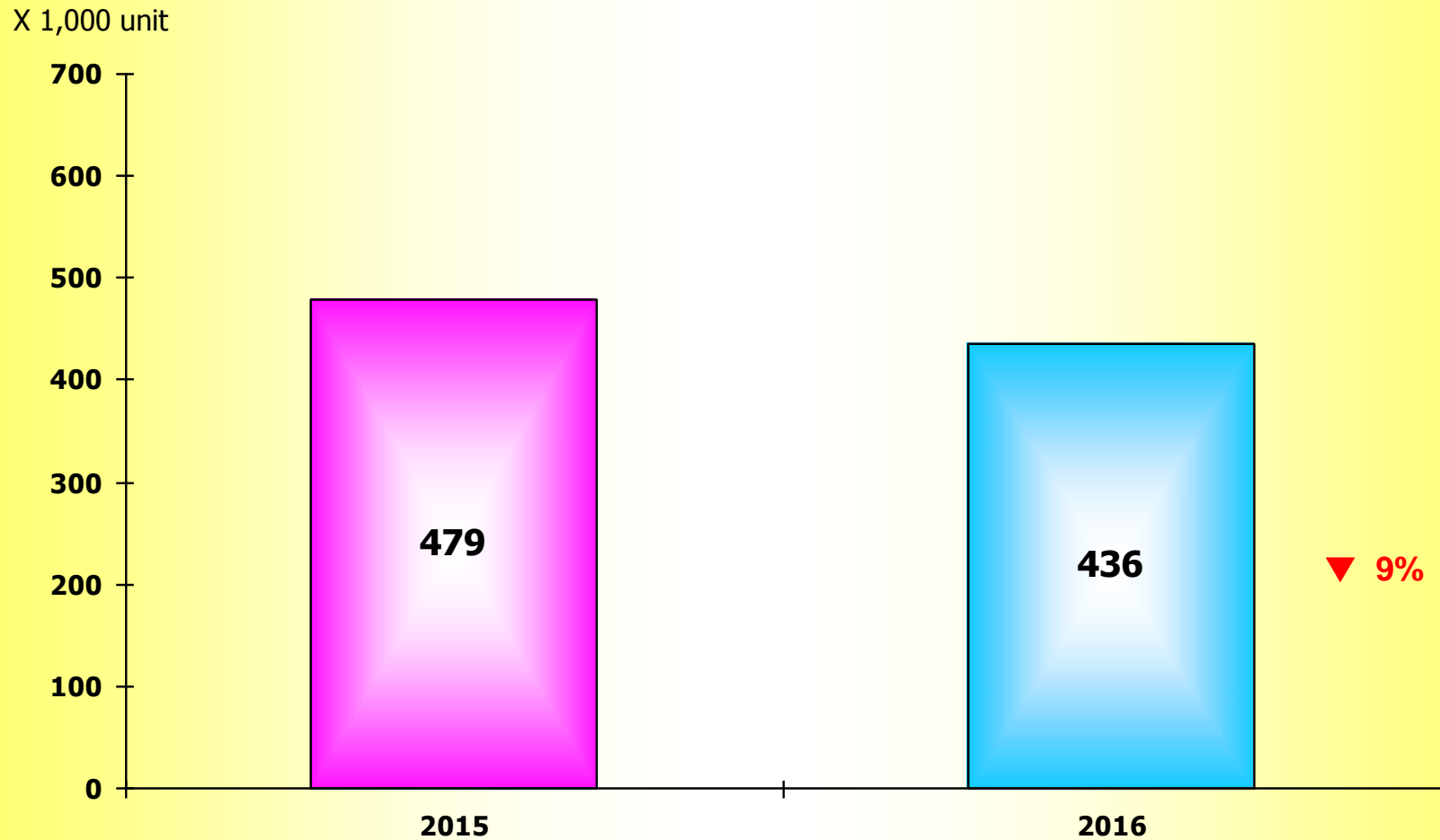
Source: The Federation of Thai Industries

2W Market Sales 2014 - 2015 by Quarterly (January – December)



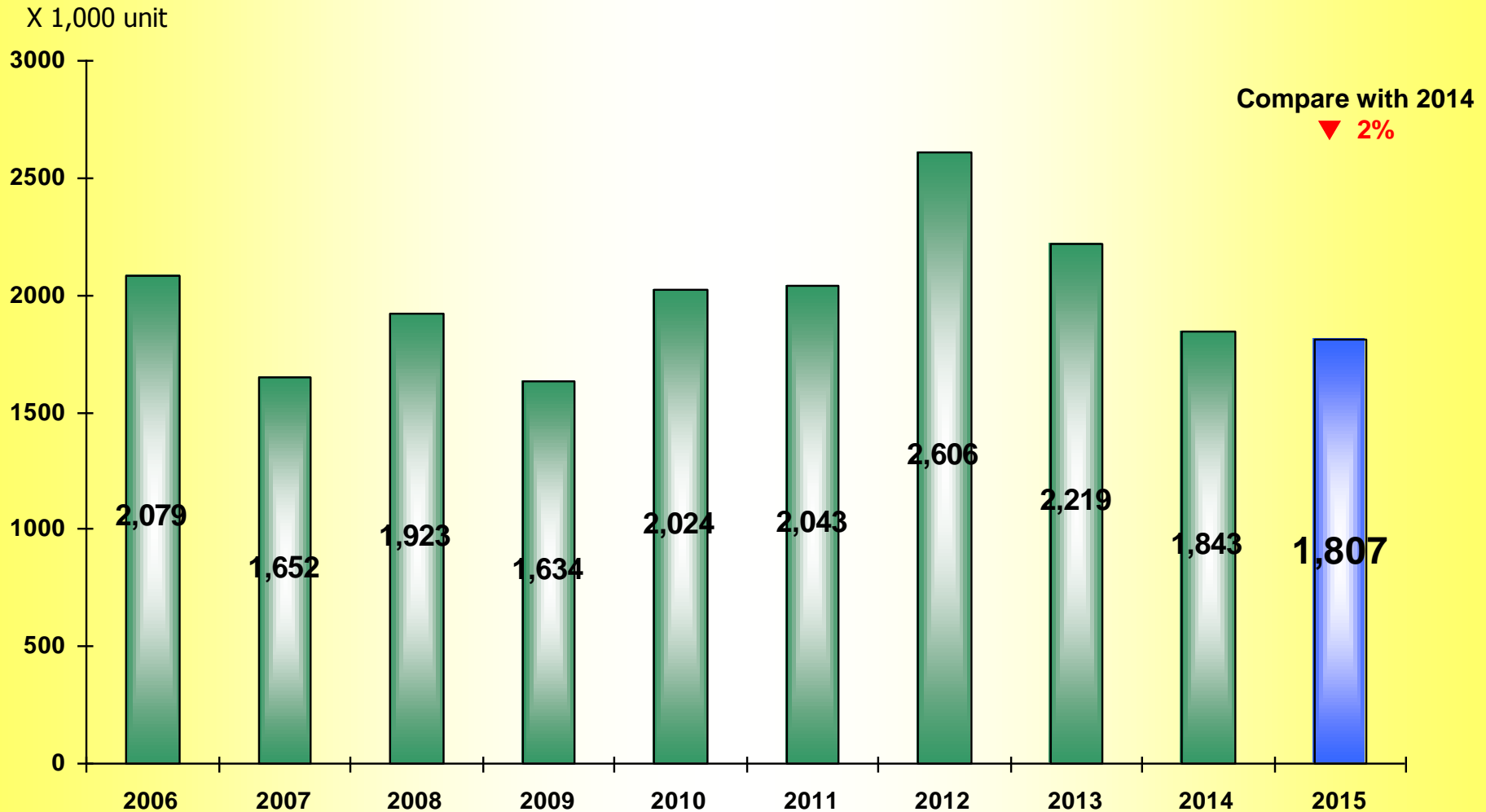
Source: The Federation of Thai Industries

2W Market Sales 2016 - Domestic (January – March)



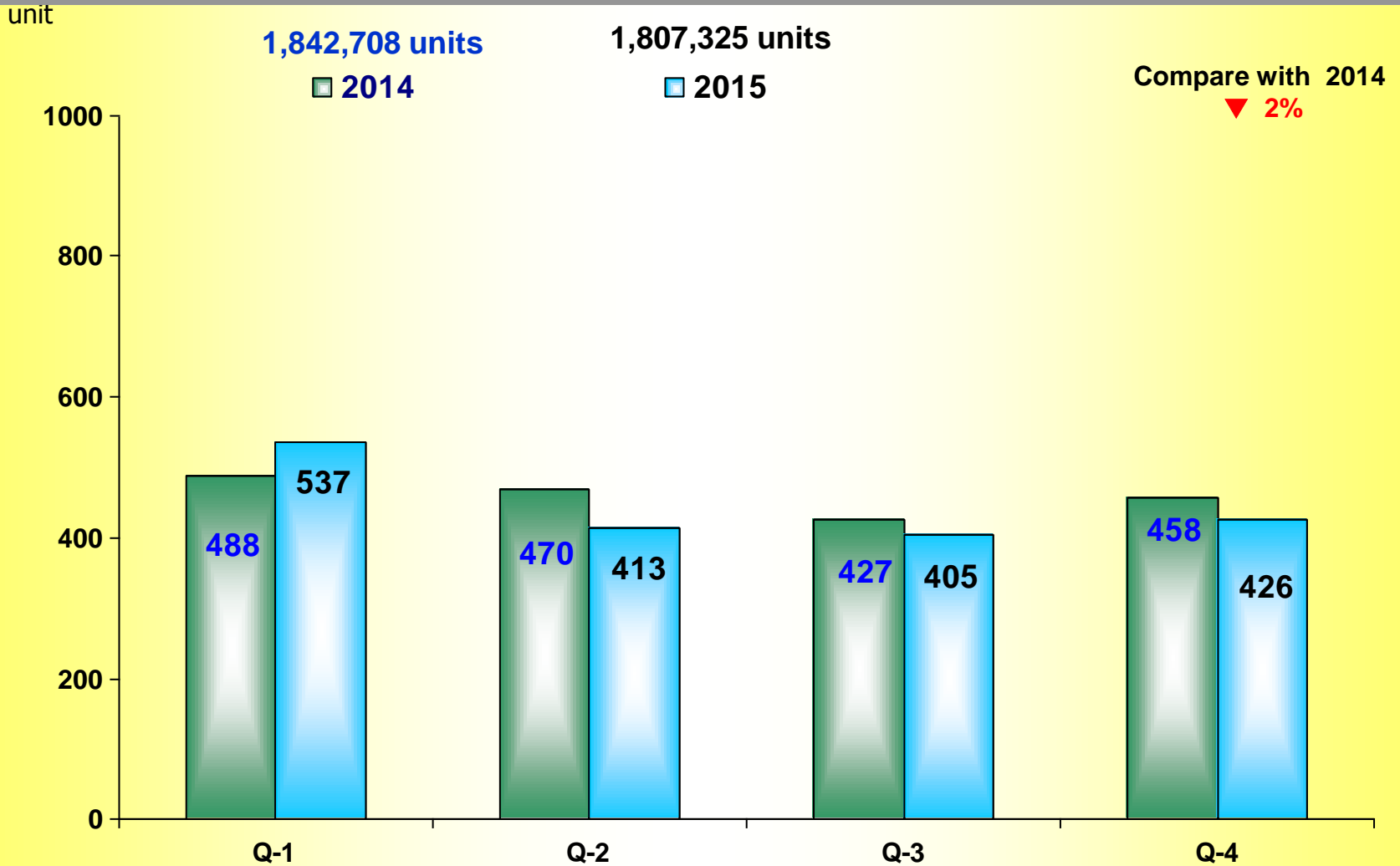
Source: The Federation of Thai Industries

2W Productions 2006 – 2015 (January – December)



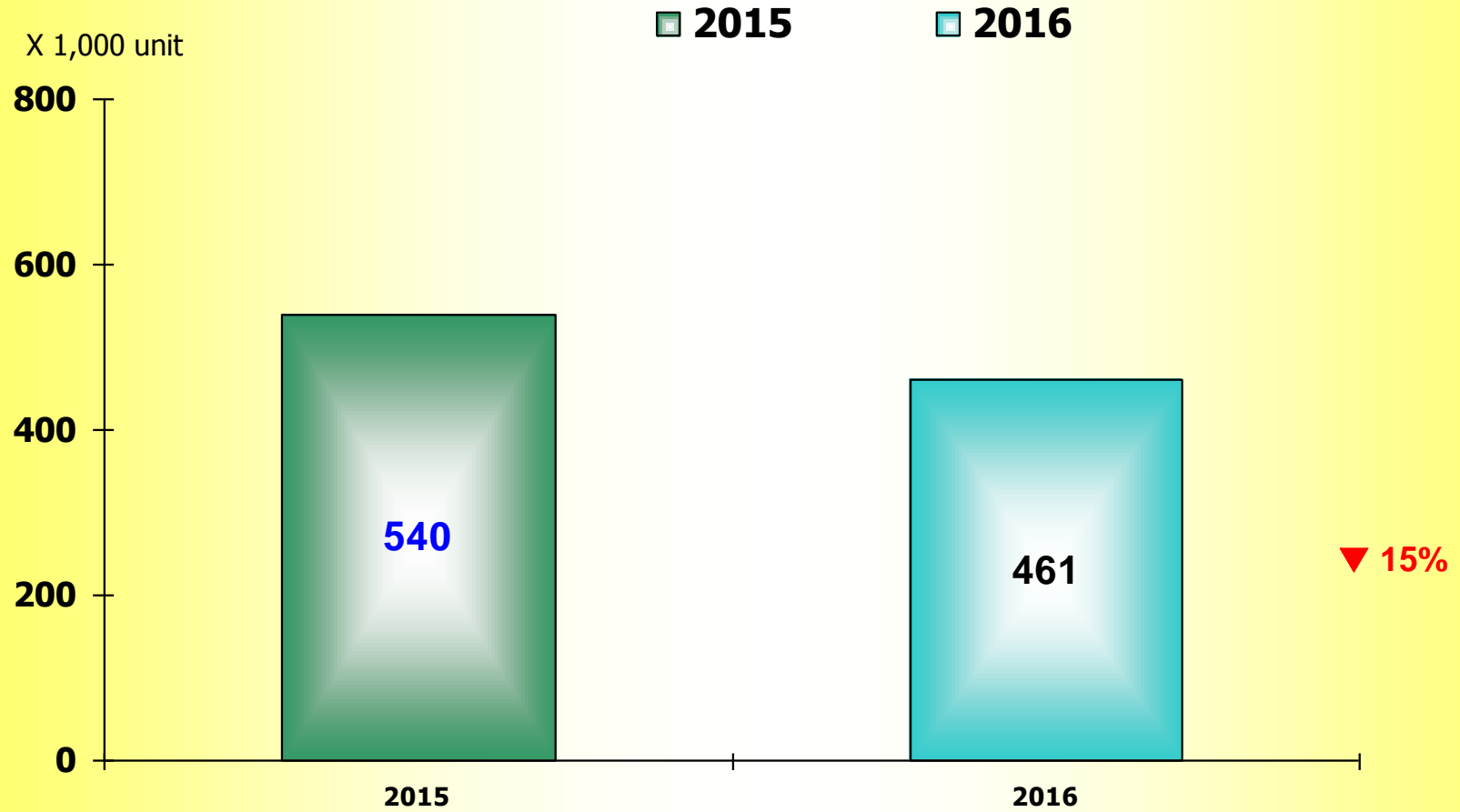
Source: The Federation of Thai Industries

2W Production 2014 - 2015 by Quarterly (January - December)



Source: The Federation of Thai Industries

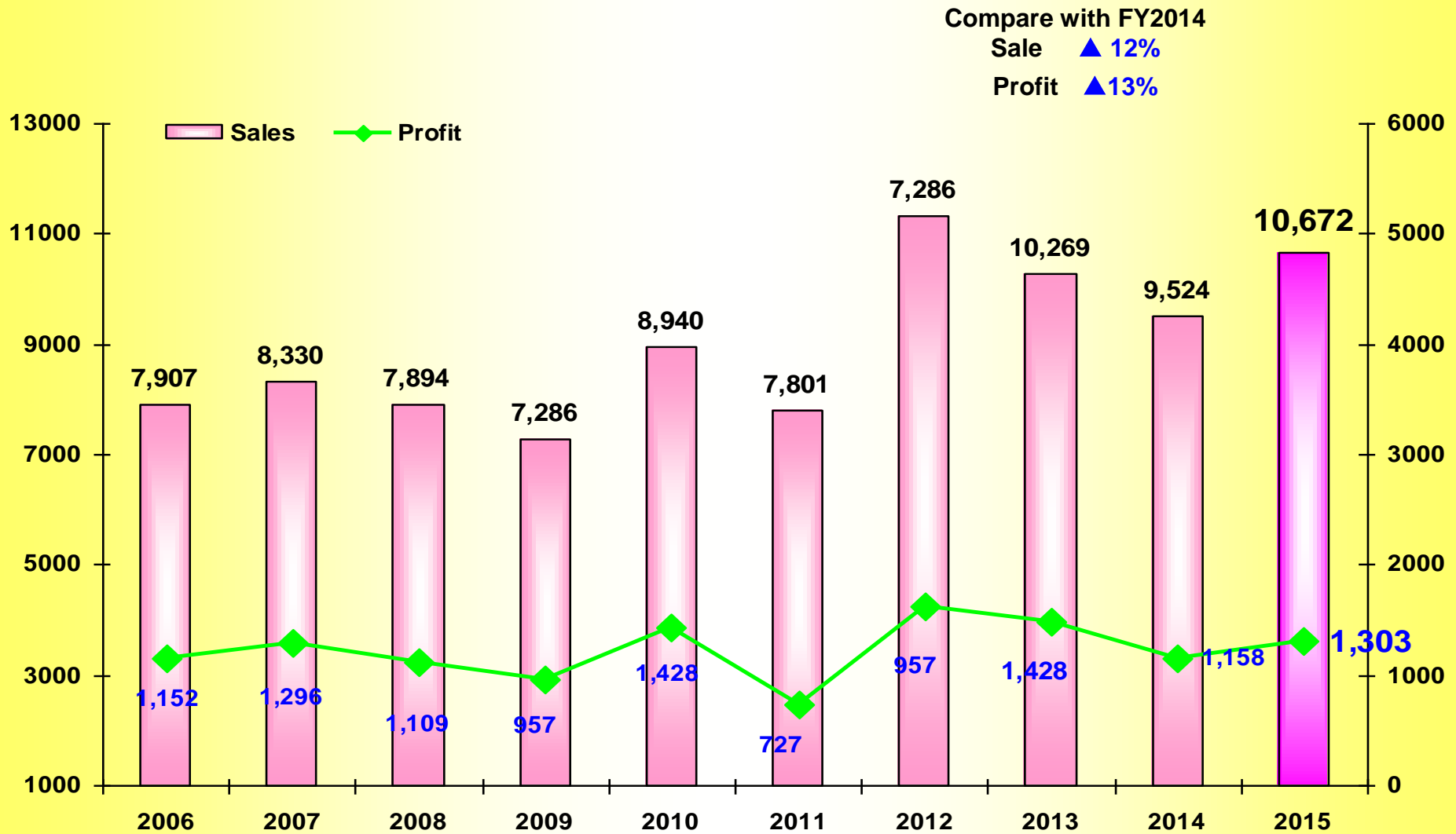
2W Productions 2016 (January – March)



Source: The Federation of Thai Industries

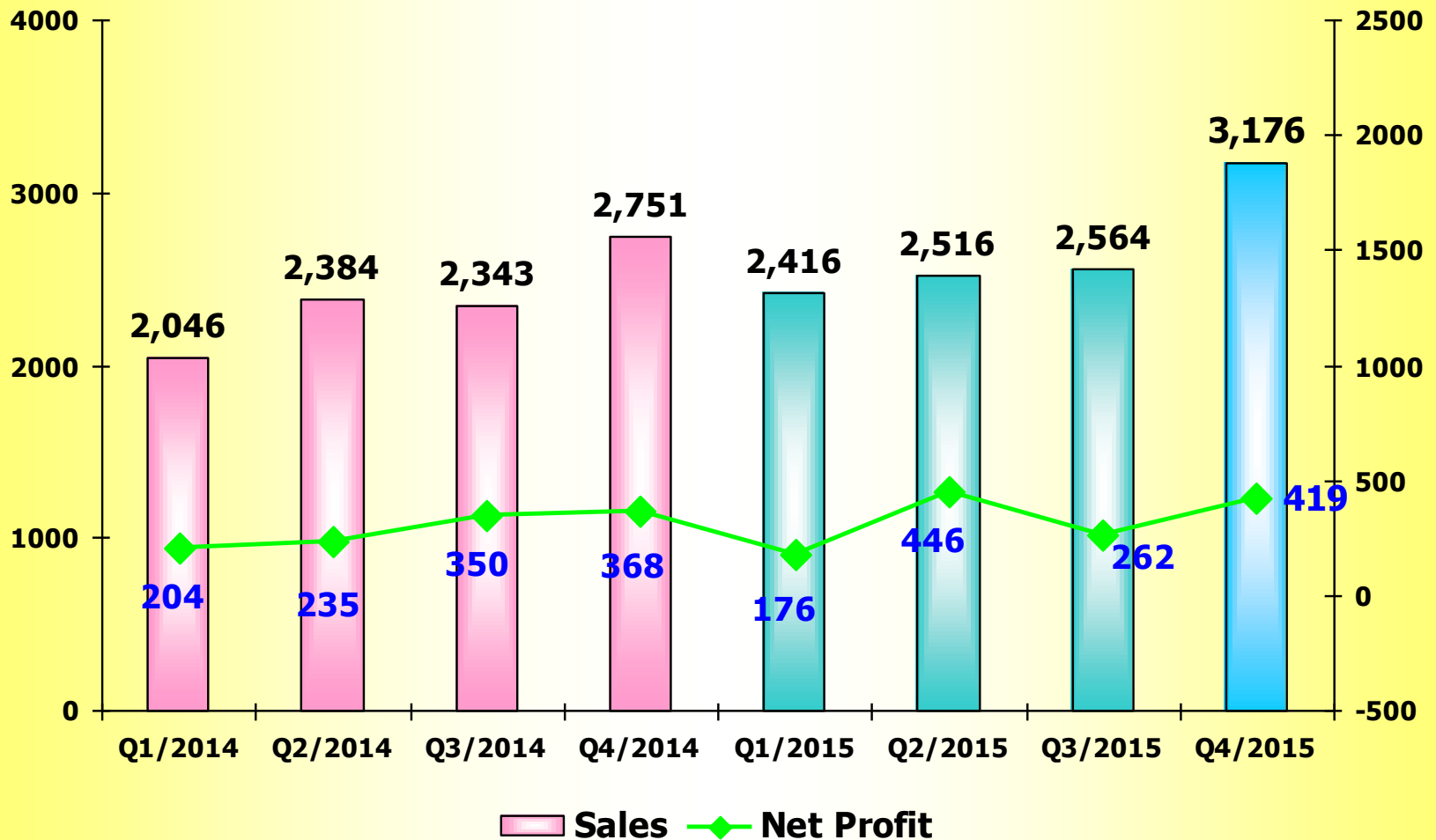
THS Business Result (FY2006 – FY2015)

(Sales & Net Profit)



Analysis by Quarterly

Unit : MB



Operating Income

Unit: Million baht

	Fiscal year 2015 (Apr 2015-Mar 2016)		Fiscal year 2014 (Apr 2014-Mar 2015)		Change
	Amount	ratio	amount	ratio	
Auto bulb plant	641.97	6.02%	675.01	7.09%	(4.89)%
Automotive lamp plant	9,268.91	86.85%	8,389.58	88.09%	10.48%
Die & mold plant & R&D	761.34	7.13%	459.24	4.82%	65.78%
Total	10,672.22	100.00%	9,523.83	100.00%	12.06%

Capital expenditures

Unit: Million baht

	Fiscal year 2015 (Apr 2015 - Mar 2016)	Fiscal year 2014 (Apr 2014 - Mar 2015)	Change
	amount	Amount	
Land	4.14	18.15	(77.19)%
Buildings	40.50	117.17	(65.43)%
Machines & Equipment	191.64	493.71	(61.18)%
Molds & Tools	513.96	323.35	58.95%
Others	8.89	3.06	190.52%
Total	759.13	955.45	(20.55)%

Employment

Unit: Person

	Fiscal year 2015 (Apr 2015-Mar 2016)	Fiscal year 2014 (Apr 2014-Mar 2015)	Change
Local employee (male)	1,636	1,648	(12)
Local employee (female)	1,392	1,508	(116)
Japanese staff	27	25	2
Total	3,055	3,181	(126)

2015 Awards

1. The Best Performance Company of Safety , Occupational Health and Workplace Environment as of year 2015 From Department of Labor Protection and Welfare for 12 consecutive years (July 2015)
2. An Outstanding Establishment for Labor Relations Welfare Award as of year 2015 From Ministry of Labor for 10 consecutive years (September 2015) and Thailand Labor Standard – Completely (TLS 8001-2010) Award



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Statements of Financial Position



The Equity Method

	31 March 2016 (MB)	31 March 2015 (MB)	Change (%)
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Current Assets	7,059.50	5,947.01	18.71
Total Assets	14,407.27	13,293.90	8.38
Current Liabilities	1,643.23	1,551.39	5.92
Total Liabilities	1,899.33	1,754.57	8.25
Shareholders' Equity	12,507.95	11,539.33	8.39
Total Liabilities and Shareholders' Equity	14,407.27	13,293.90	8.38

Statements of Income



The Equity Method	31 March 2016 (MB)	31 March 2015 (MB)	Change (%)
Sales	10,672.22	9,523.83	12.06
Cost of sales	8,929.41	7,808.83	14.35
Gross Profit	1,742.81	1,715.00	1.62
Selling and Administrative expenses	774.85	727.66	6.49
Share of profit from investments in associates	217.35	168.53	28.97
Profit before income tax	1,622.61	1,445.13	12.28
Net profit for the year	1,303.44	1,157.65	12.59

Statements of Cash Flows



The Equity Method

March
31, 2016

March
31, 2015
(MB)

Unit : MB

Net Cash received from Operating Activities	1,873.54	1,737.24
Net Cash used in Investing Activities	(2,016.37)	(1,595.61)
Net Cash used in Financing Activities	(367.79)	(459.06)
Net decrease cash and Cash equivalents	(510.61)	(317.43)
Cash / Cash equivalents at beginning of the year	2,350.31	2,667.17
Effects of Exchange rate changes	0.18	0.57
Cash / Cash equivalents at end of the year	1,839.89	2,350.31

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Rear Combination Lamp

Lid Lamp



Rear RR



Head Lamp

Rear Combination Lamp

Lid 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.

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