

# WELCOME

## Q2/2016 Operation Result Meeting

**Apichart Lee-issaranukul**

**October 31, 2016**

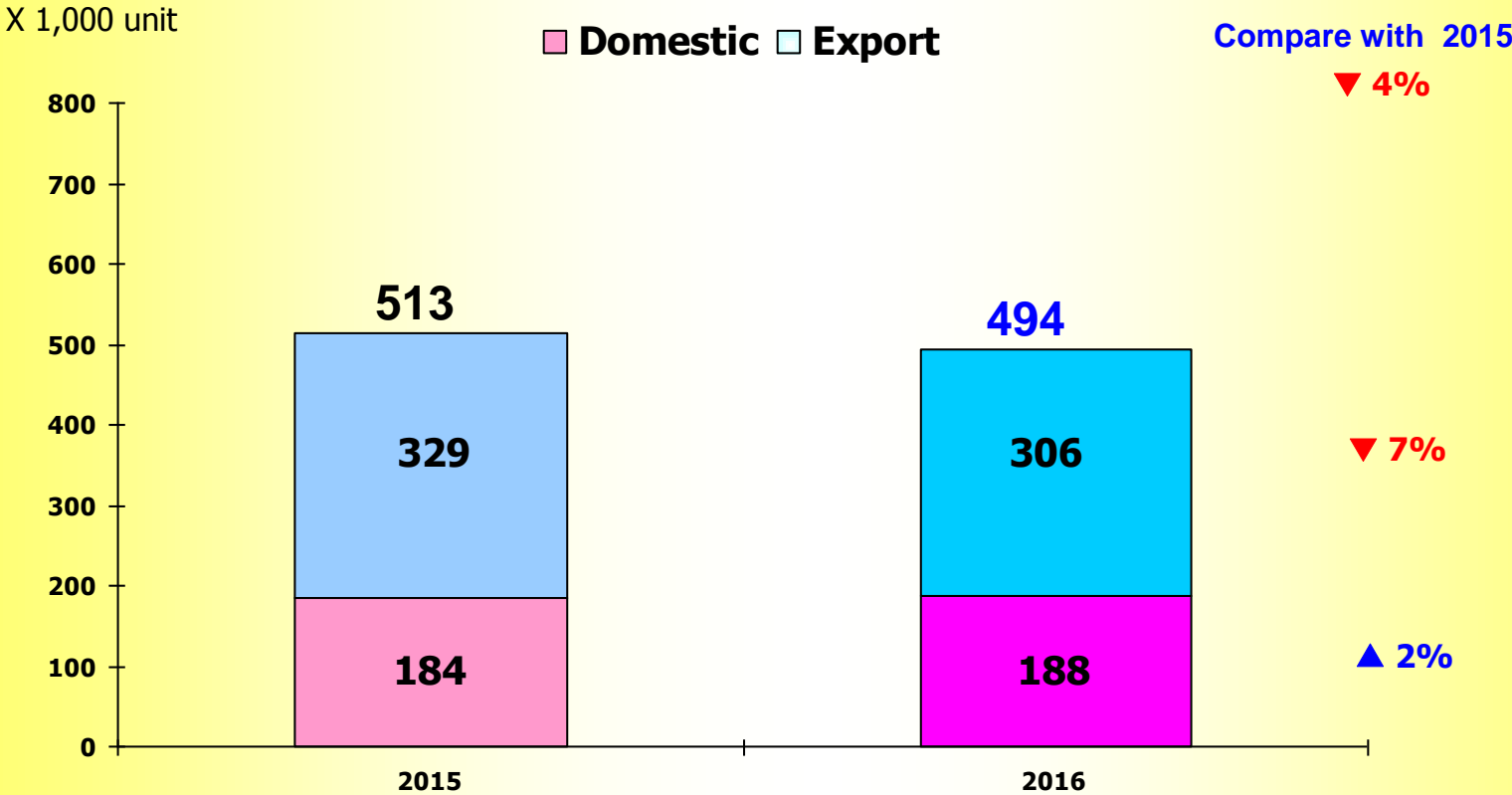
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

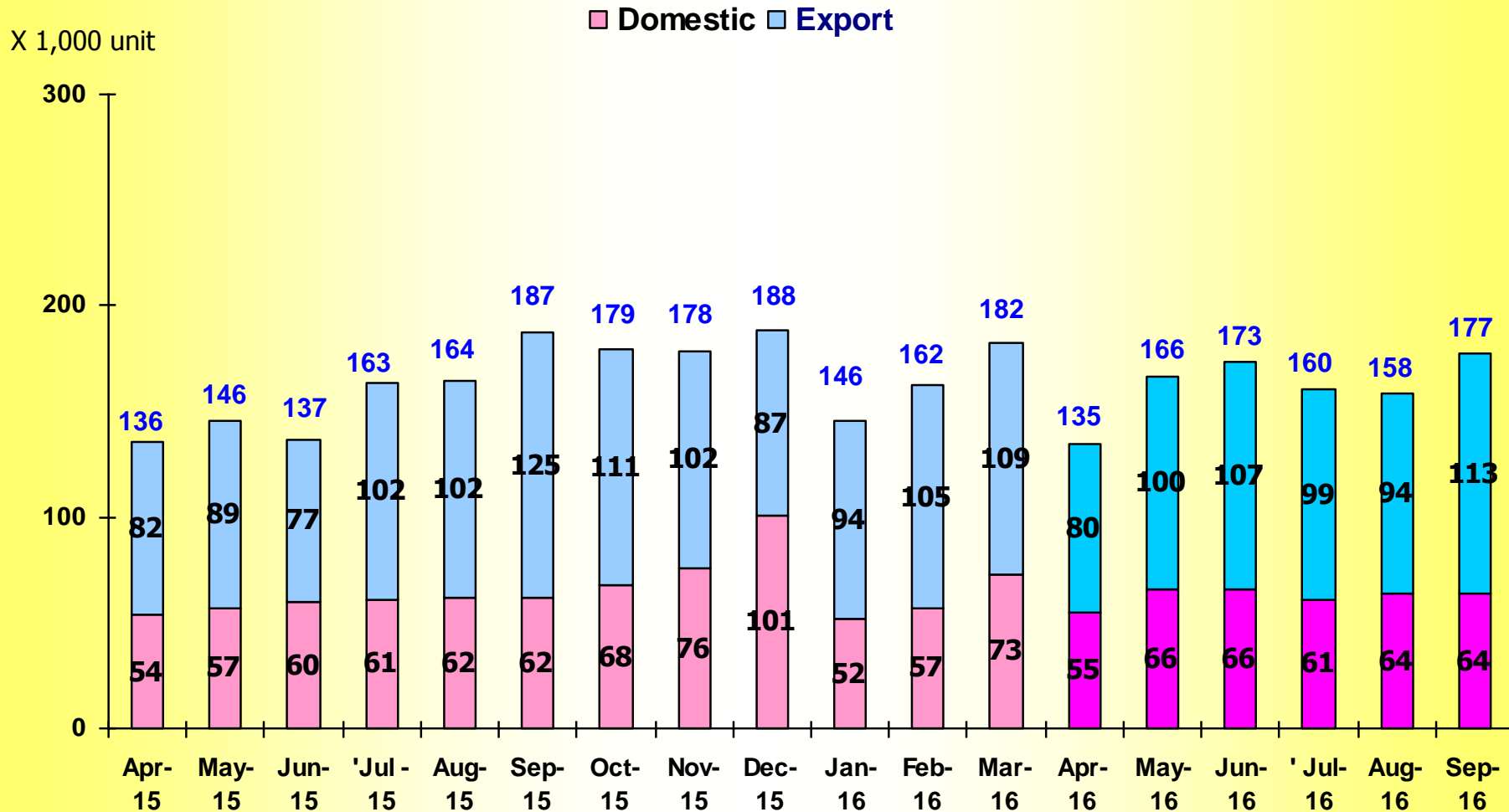
- 1. Market Trend – 2016 (July – September)**
- 2. The 2<sup>nd</sup> Quarterly 2016 Financial Statement**
- 3. New Product**

# 4W Market Sale 2016( July – September ) Domestic & Export



Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) (April 2015 – September 2016)

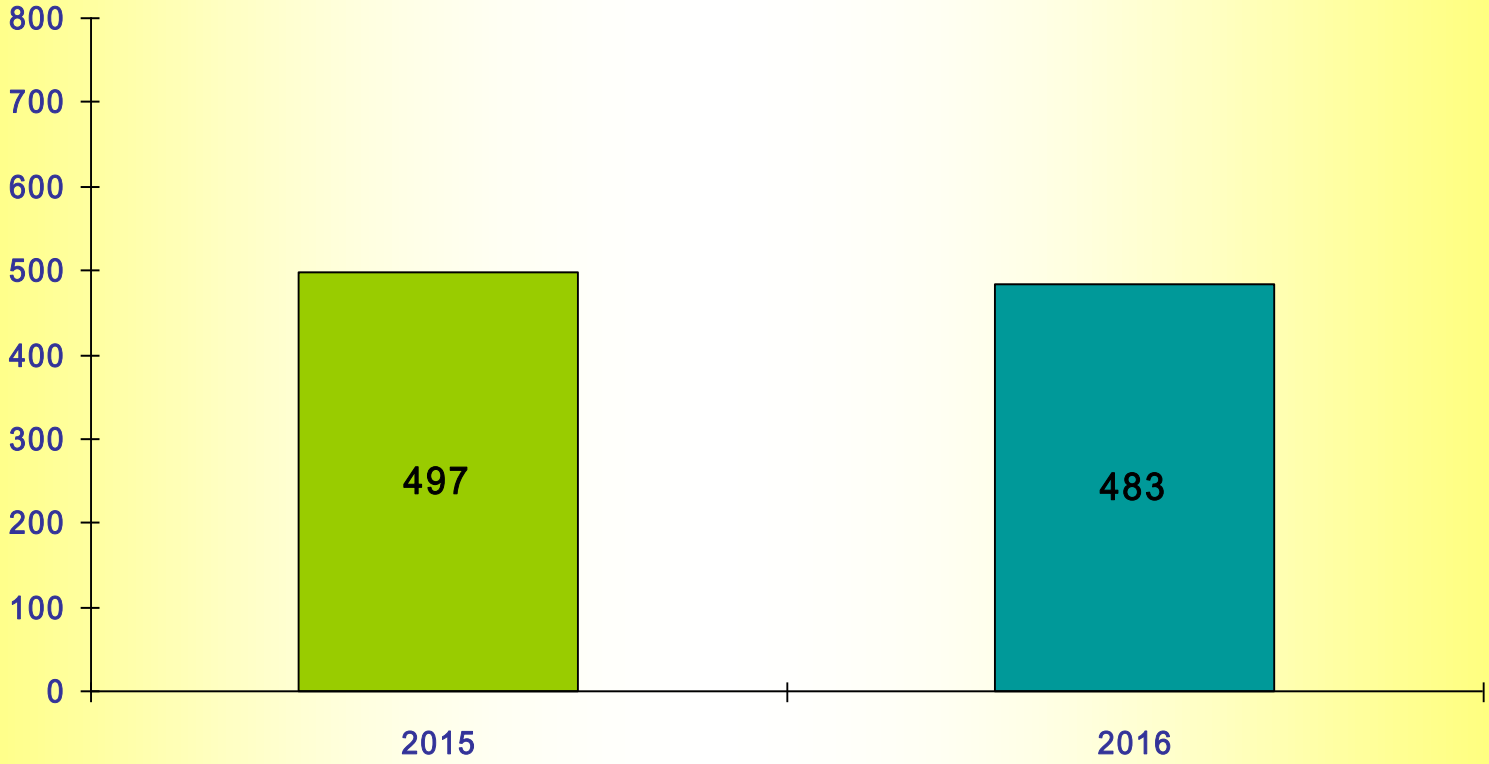


Source: The Federation of Thai Industries

# 4W Production (July – September 2016)

X 1,000 unit

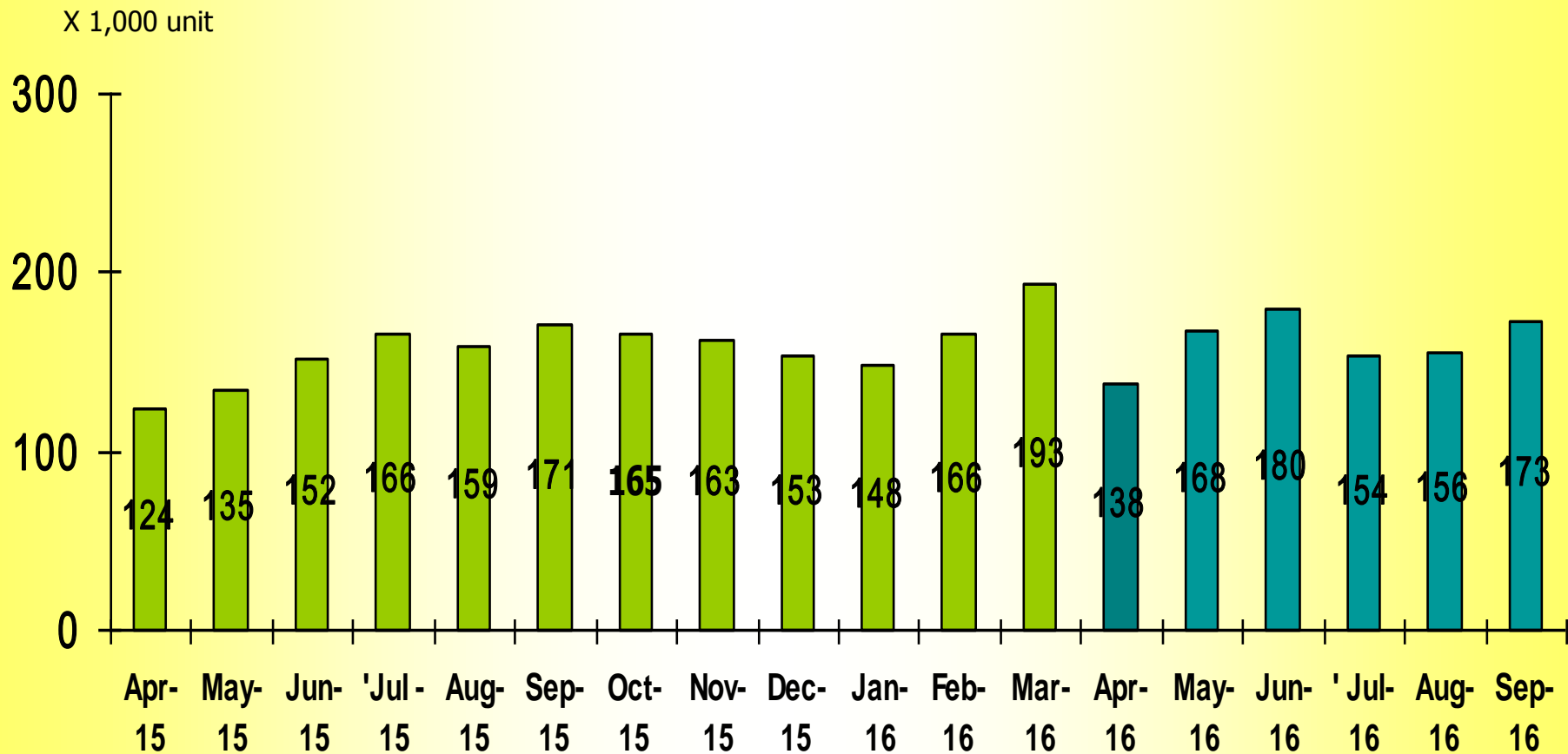
Compare with 2015  
▼ 3%



Source: The Federation of Thai Industries

■ 2015 ■ 2016

## 4W Production ( By Month ) (April 2015 – September 2016)



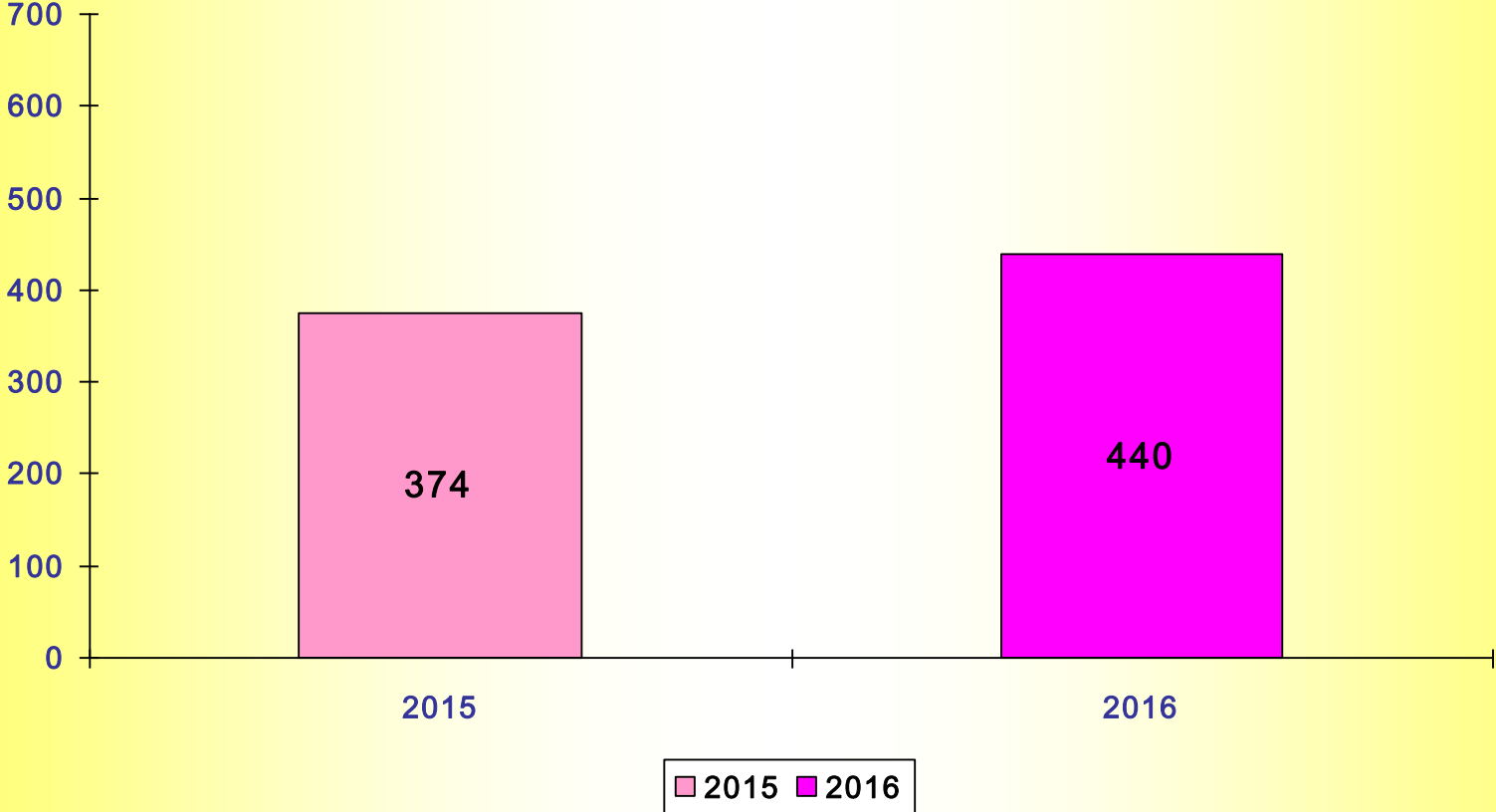
Source: The Federation of Thai Industries

## 2W Sales - Domestic (July – September 2016)

X 1,000 unit

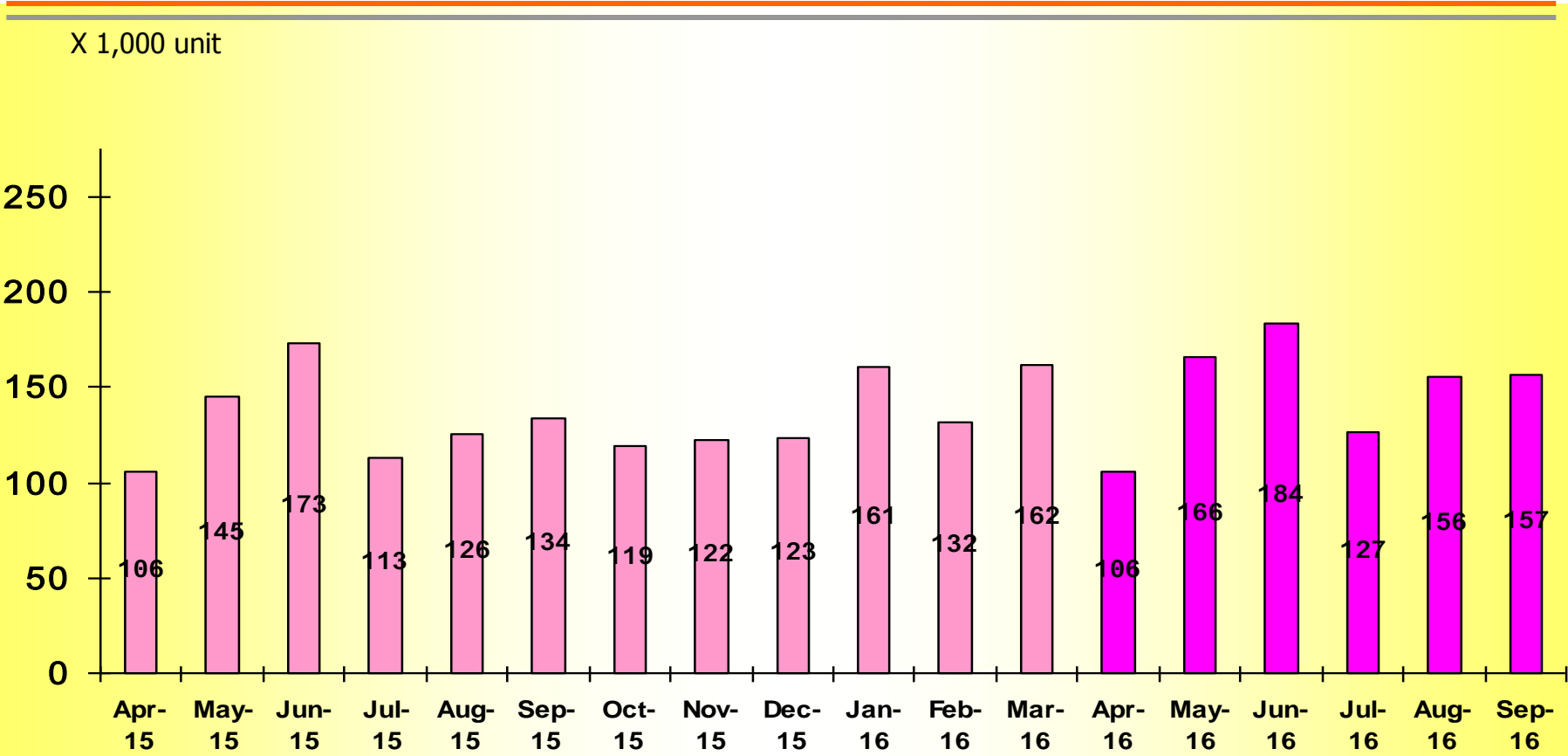
Compare with 2015

▲ 18%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2015 – September 2016



Source: The Federation of Thai Industries

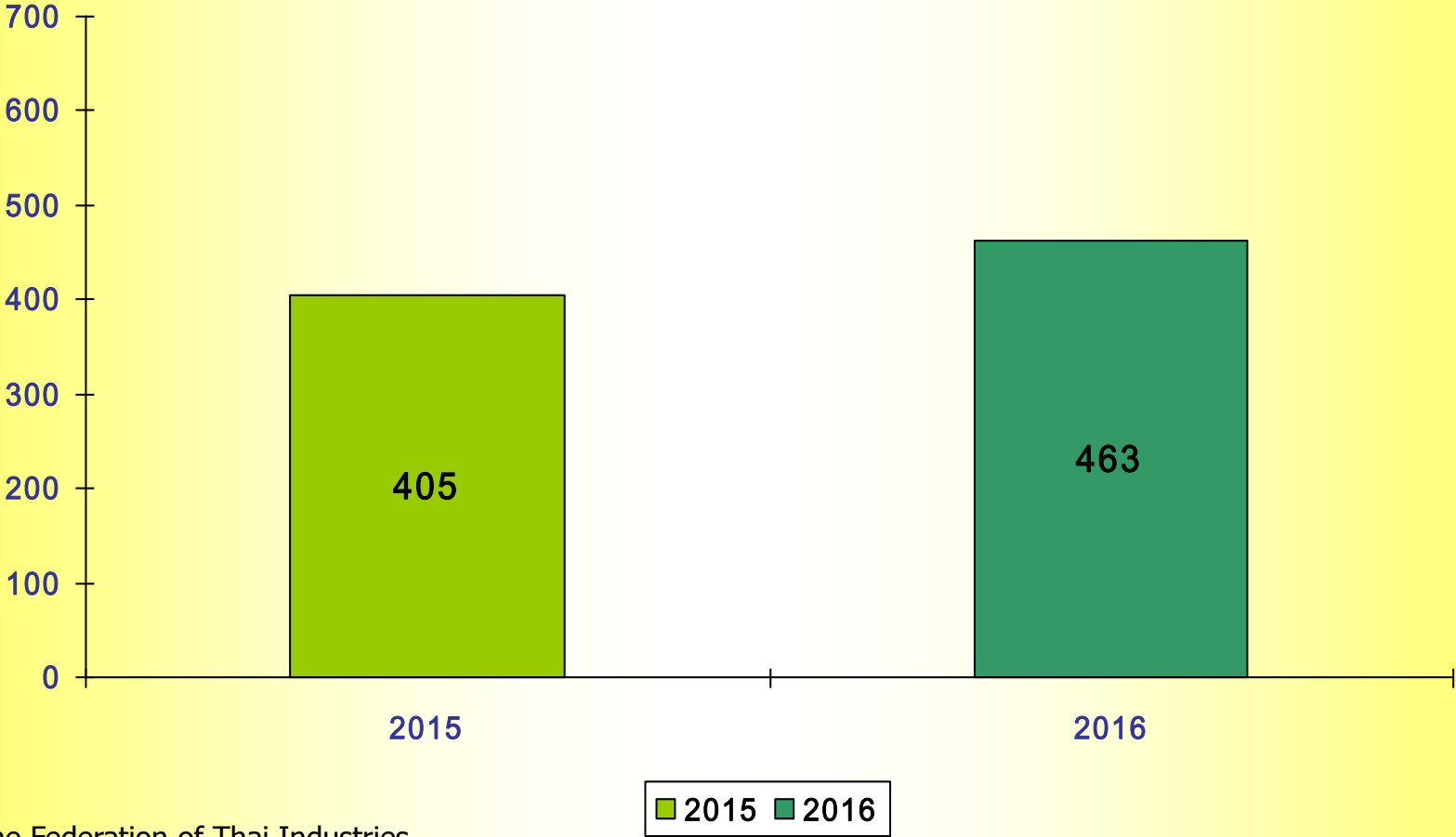


# 2W Production (July – September 2016)

X 1,000 unit

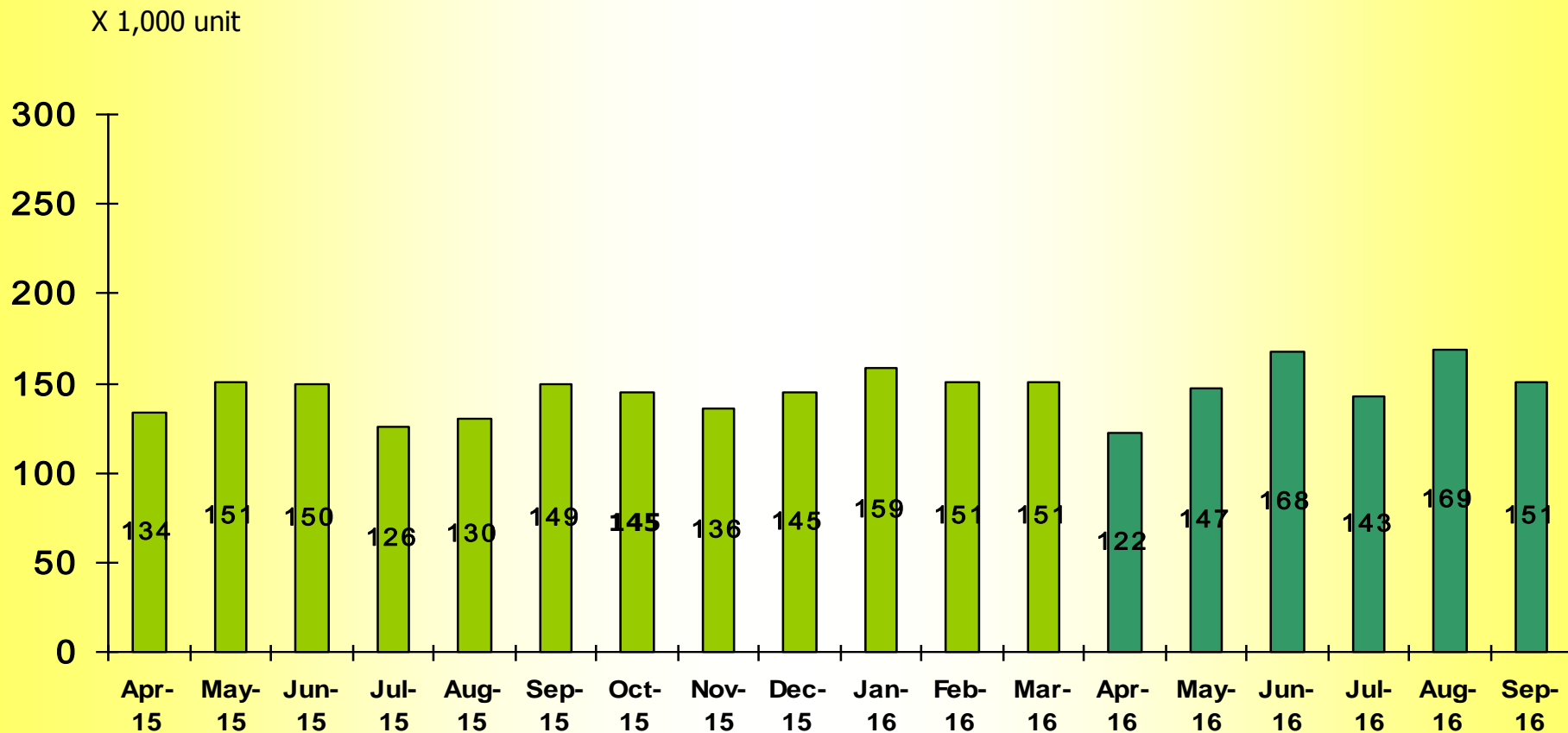
Compare with 2015

▲ 14%



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2015 – September 2016



Source: The Federation of Thai Industries

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## Statement of Financial Position

The Equity Method	30 September 2016 M฿)	31 March 2016 M฿)	Change %)
Current Assets	7,178.23	7,059.50	1.68
Total Assets	14,485.54	14,407.27	0.54
Current Liabilities	1,544.82	1,643.23	(5.99)
Total Liabilities	1,804.72	1,899.33	(4.98)
Shareholders' Equity	12,680.82	12,507.95	1.38
Total Liabilities and Shareholders' Equity	14,485.54	14,407.27	0.54

The Three Month Period
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## Statement of Income

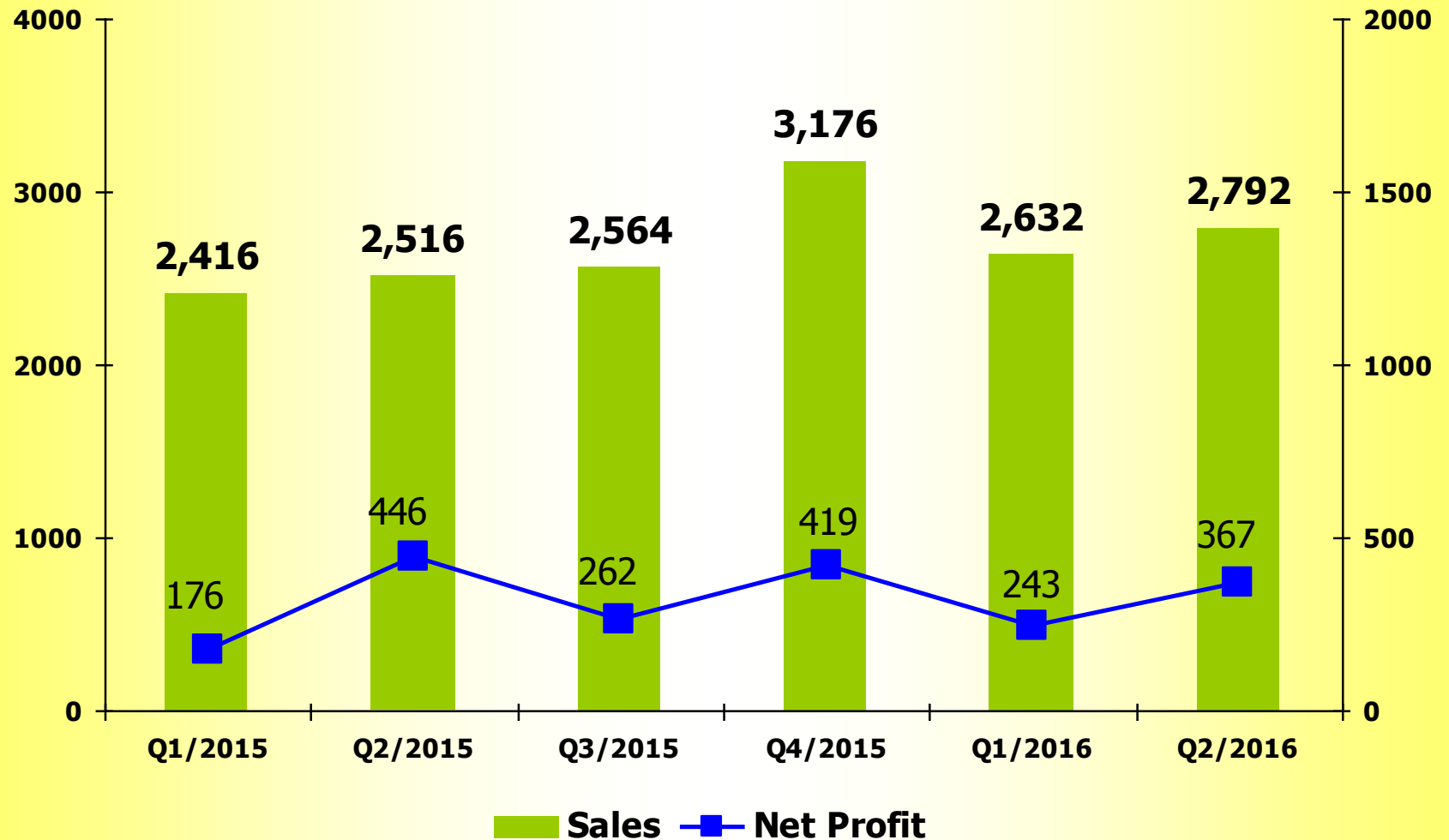
The Equity Method	30 September 2016 (MB)	30 September 2015 (MB)	Change (%)
Sales	2,792.21	2,516.44	10.96
Cost of sales	2,244.35	2,122.19	5.76
Gross Profit	547.86	394.25	38.96
Selling and Administrative expenses	202.10	197.29	2.44
Share of profit from investments in associates	54.90	48.73	12.66
Profit before income tax	455.34	559.26	<del>18.58</del>
Net profit for the period	366.97	446.34	<del>17.78</del>

The Six Month Period	1 <sup>st</sup> Half 2016	1 <sup>st</sup> Half 2015	
The Equity Method	30 September 2016	30 September 2015	Change
	(M฿)	(M฿)	(%)
Sales	5,423.99	4,932.11	9.97
Cost of sales	4,474.13	4,207.47	6.34
Gross Profit	949.87	724.64	31.08
Selling and Administrative expenses	390.61	388.95	0.43
Share of profit from investments in associates	103.77	93.93	10.48
Profit before income tax	755.92	785.13	<del>3.72</del>
Net profit for the period	610.28	622.45	<del>1.96</del>

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 September 2016 (MB)	30 September 2015 (MB)
Net Cash by Operating Activities	1,280.66	1,223.12
Net Cash used in Investing Activities	(1,200.86)	(2,117.06)
Net Cash used in Financing Activities	(382.86)	(367.79)
Net increased (decreased) cash / Cash equivalents	(303.07)	(1,261.73)
Cash / Cash equivalents at beginning of the period	1,839.89	2,350.31
Effects of Exchange rate changes	0.92	1.28
Cash / Cash equivalents at end of the period	1,537.74	1,089.86



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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.**

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