

# WELCOME

## Q1/2017 Operation Result Meeting

**Apichart Lee-issaranukul**

**August 7, 2017**

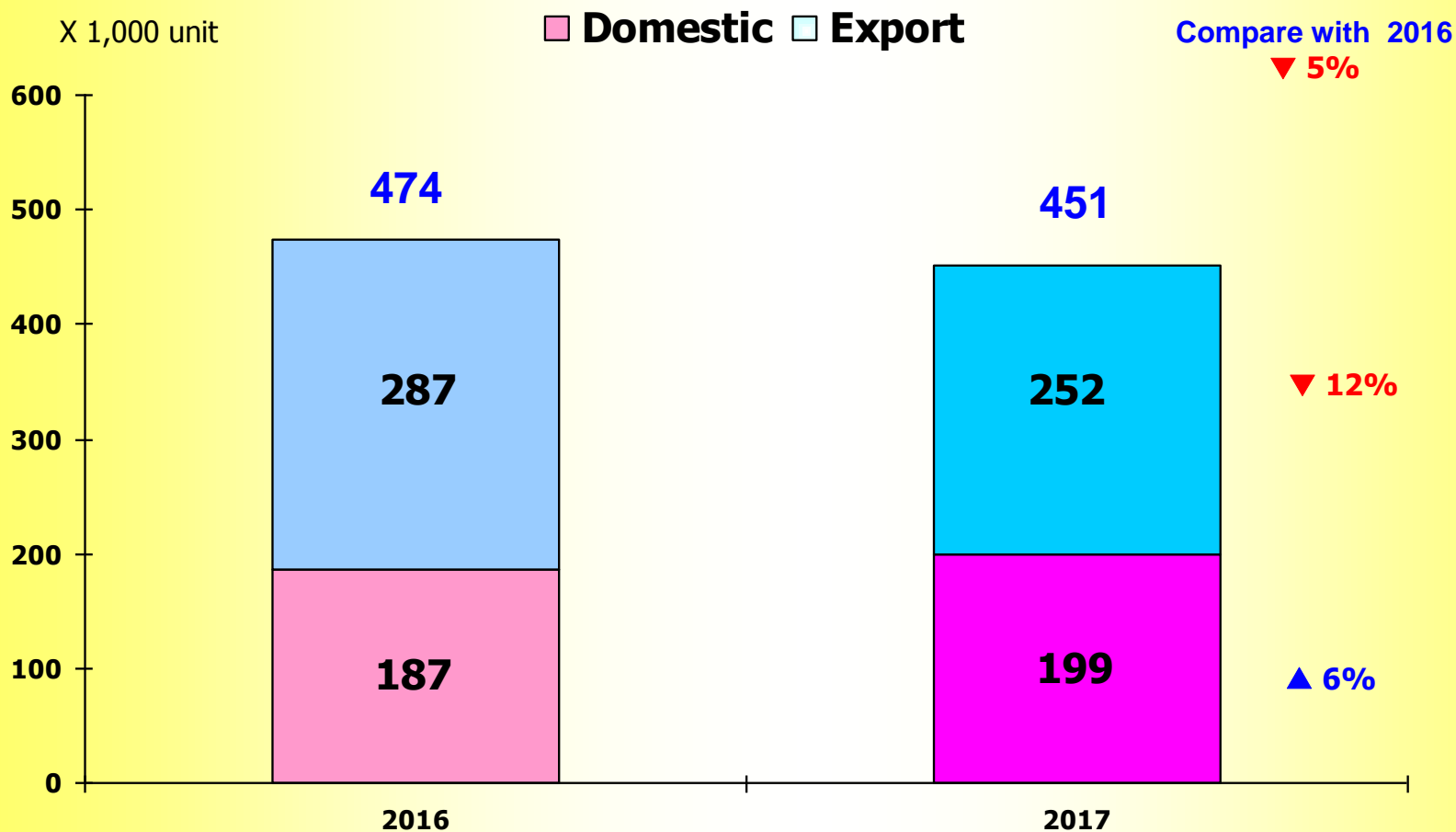
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

- 1. Market Trend – 2017 (April – June)**
- 2. The 1<sup>st</sup> Quarterly 2017 Financial Statement**

## 4W Market Sale 2017( April – June ) Domestic & Export

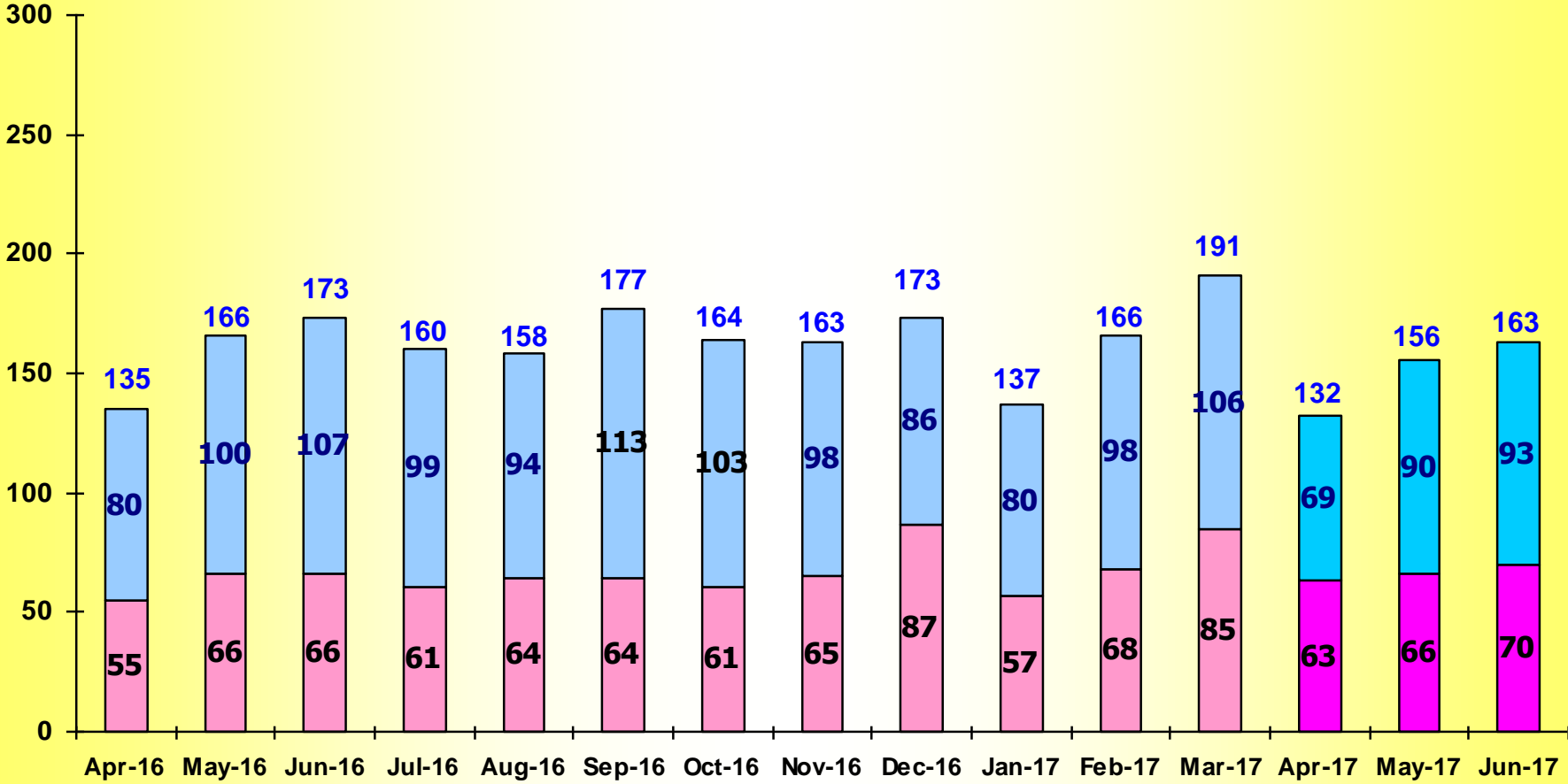


Source: The Federation of Thai Industries

### 4W Market Sale (Domestic & Export) (April 2016 – June 2017)

X 1,000 unit

Domestic Export

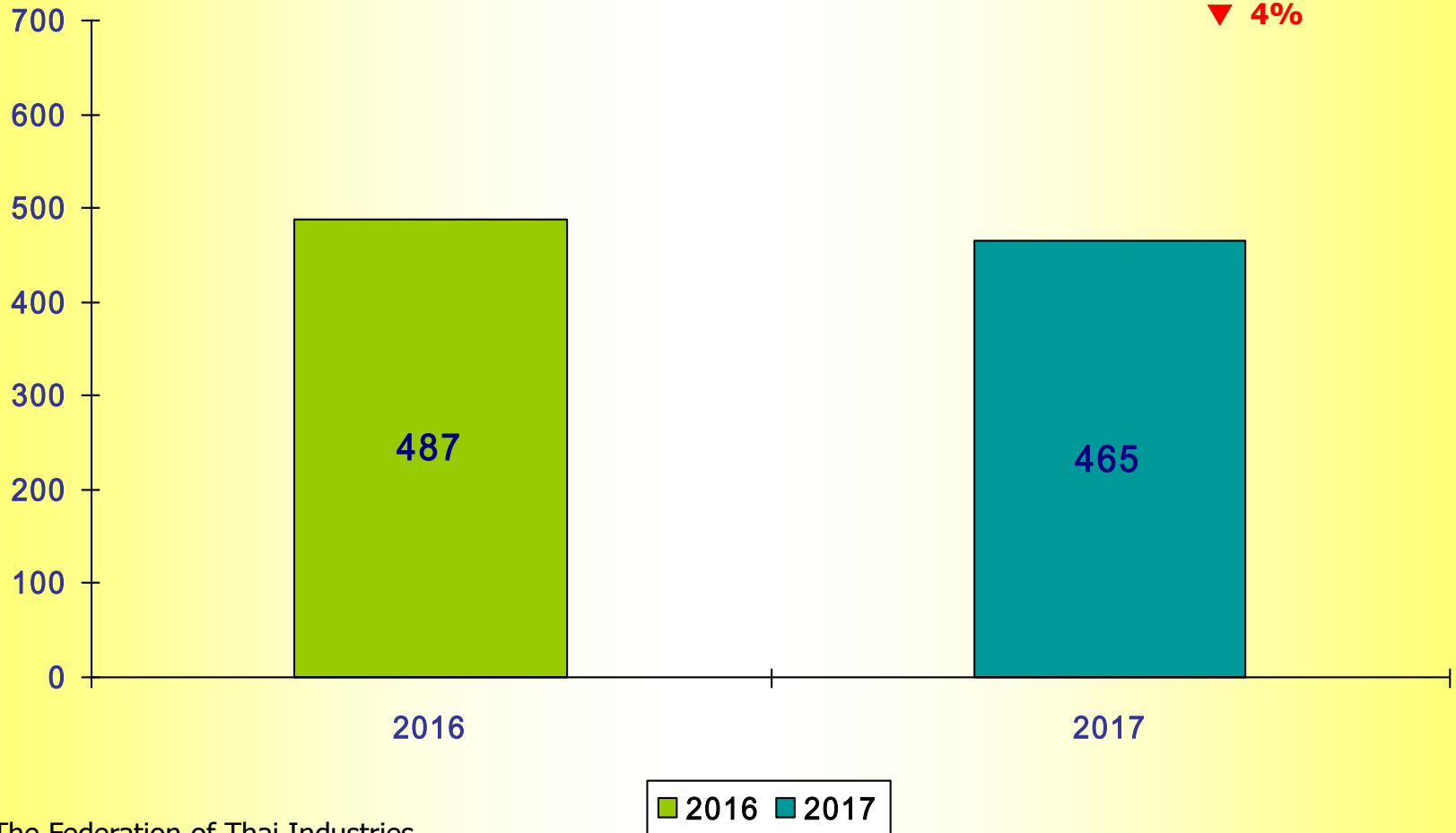


Source: The Federation of Thai Industries

# 4W Production (April – June 2017)

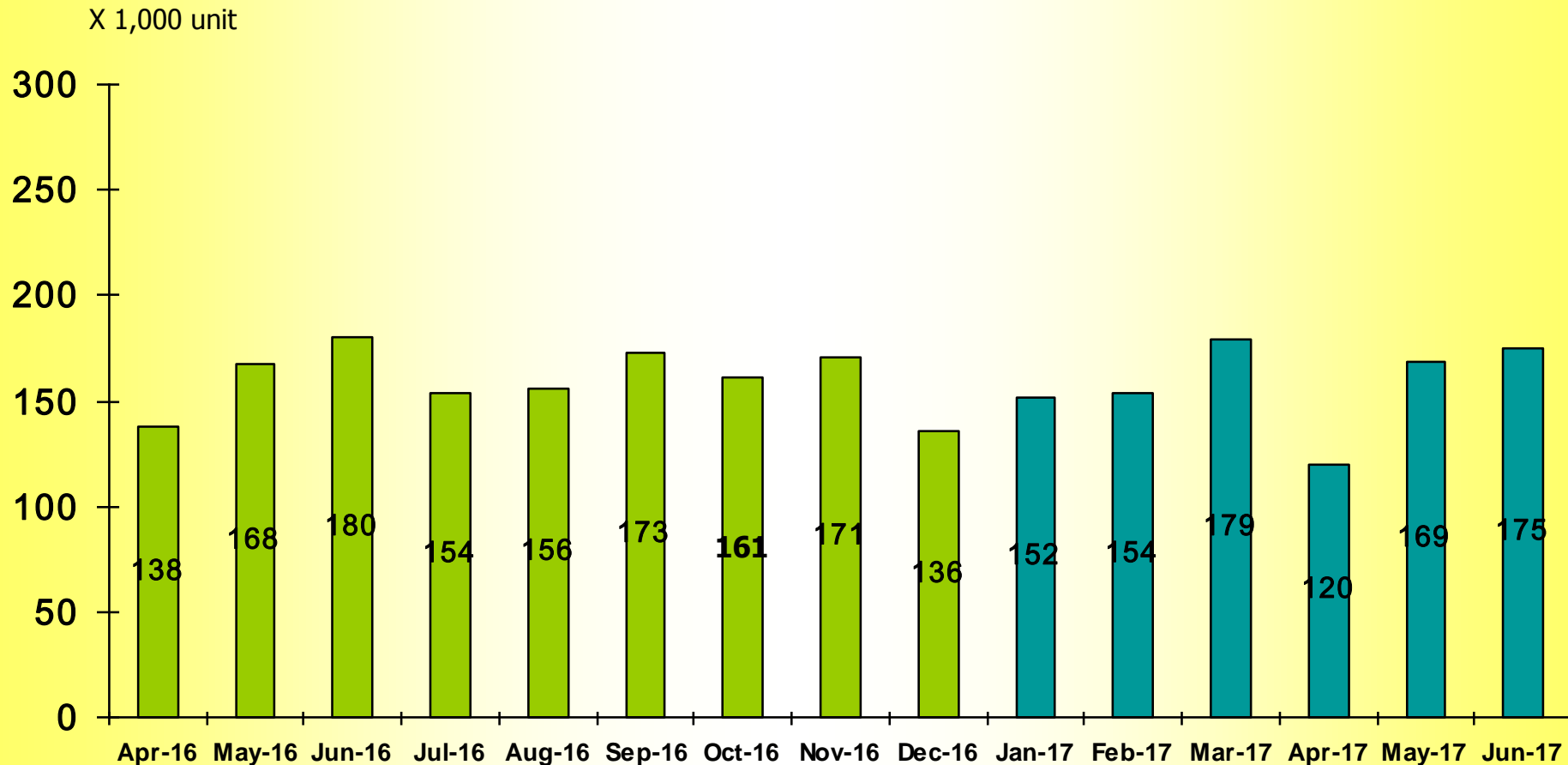
X 1,000 unit

Compare with 2016  
▼ 4%



Source: The Federation of Thai Industries

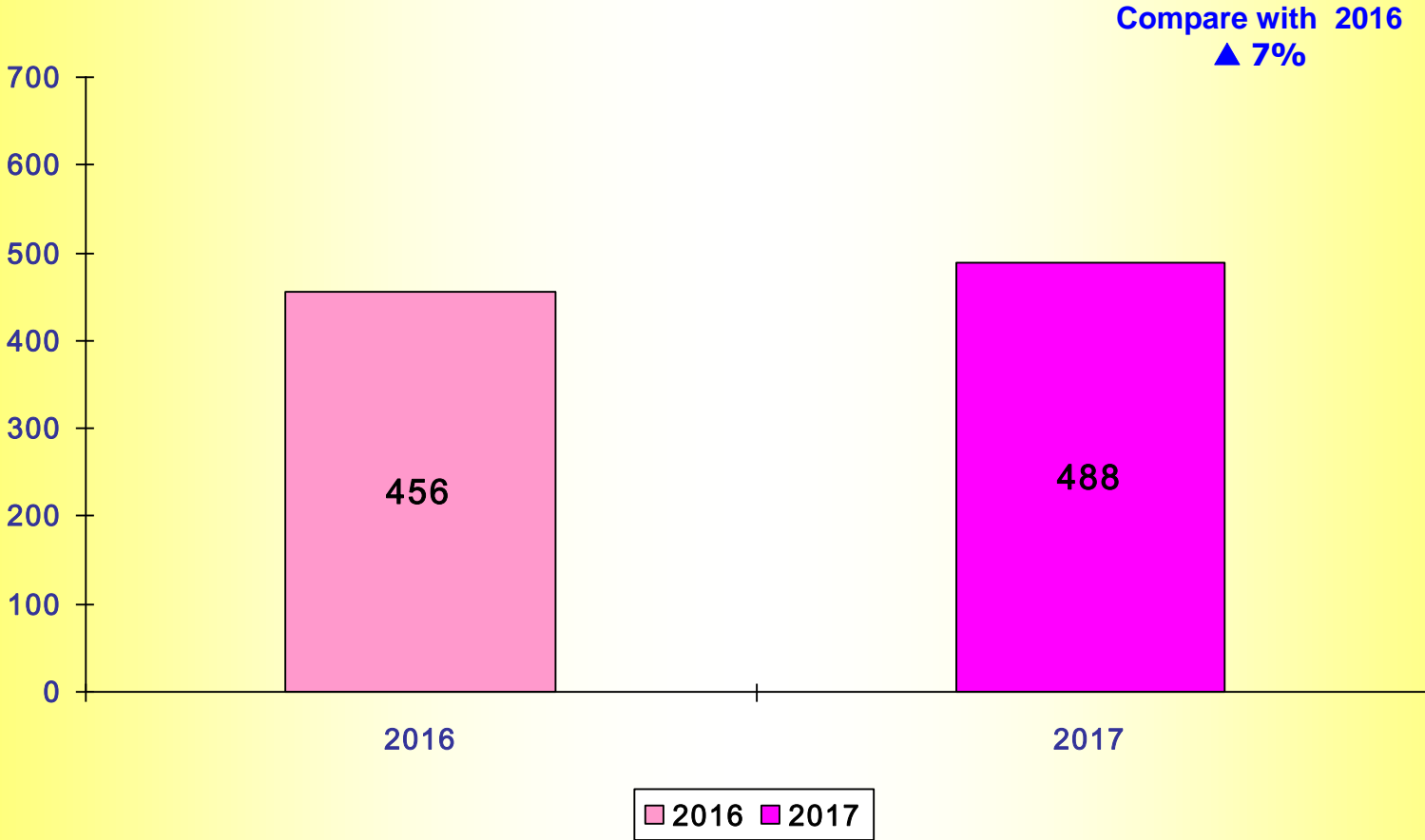
## 4W Production ( By Month ) ( April 2016 – June 2017 )



Source: The Federation of Thai Industries

# 2W Sales - Domestic (April – June 2017)

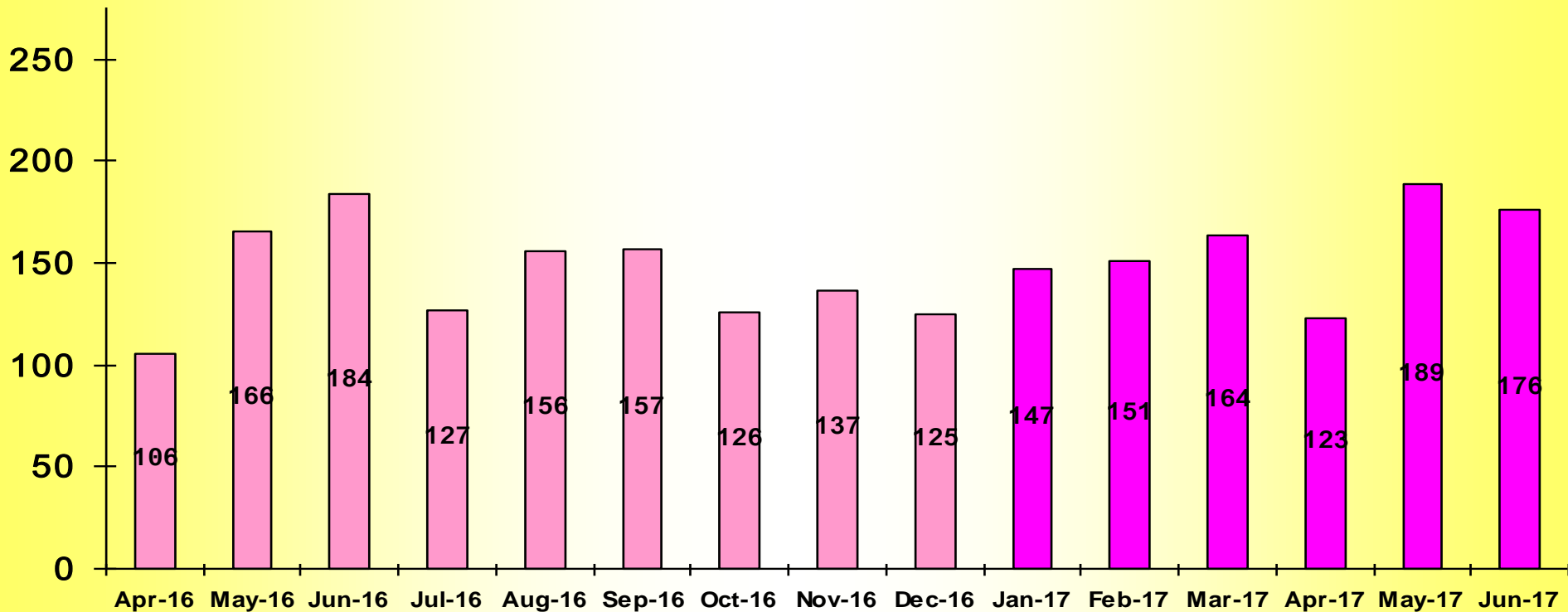
X 1,000 unit



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2016 – June 2017

X 1,000 unit

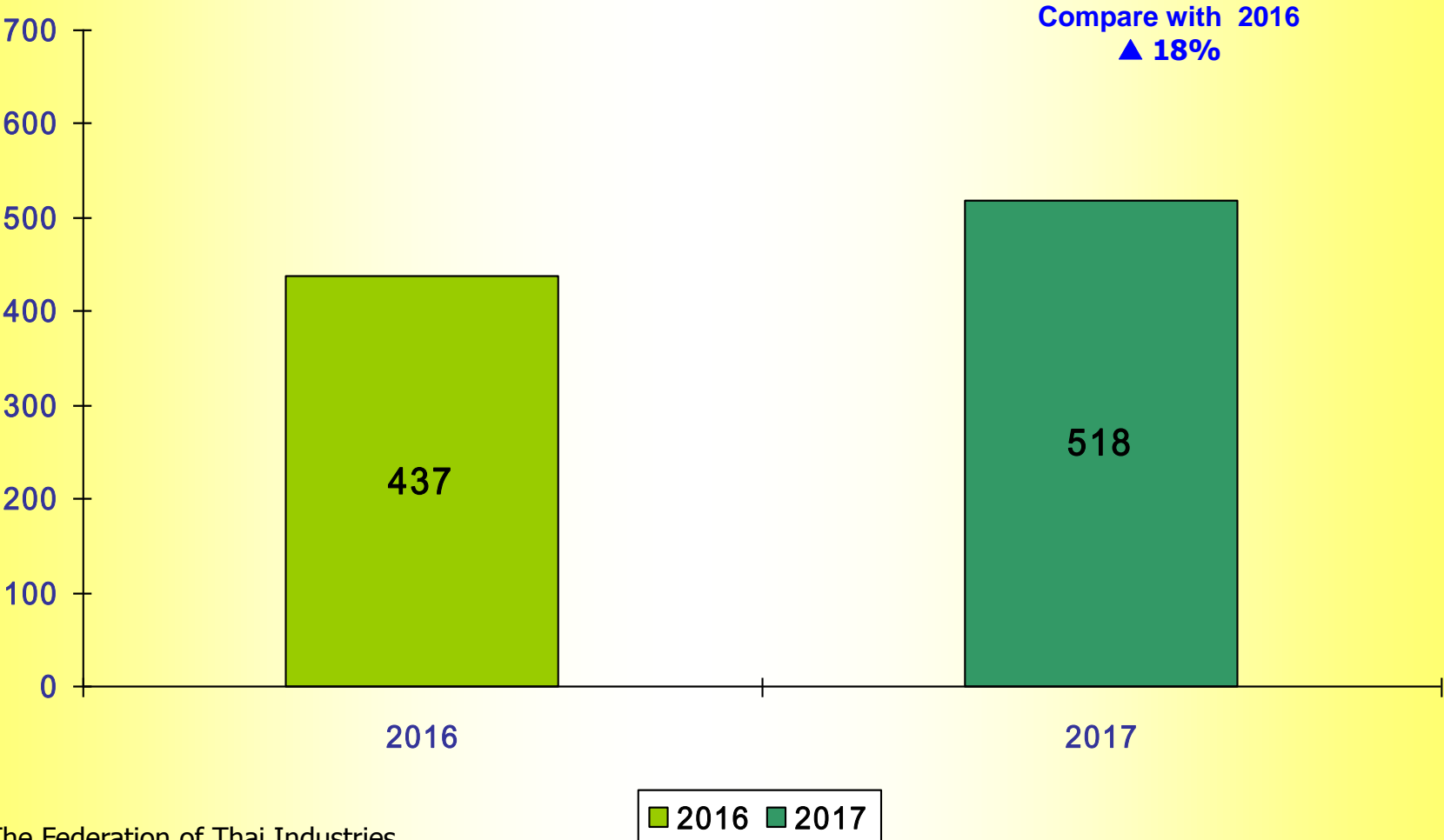


Source: The Federation of Thai Industries



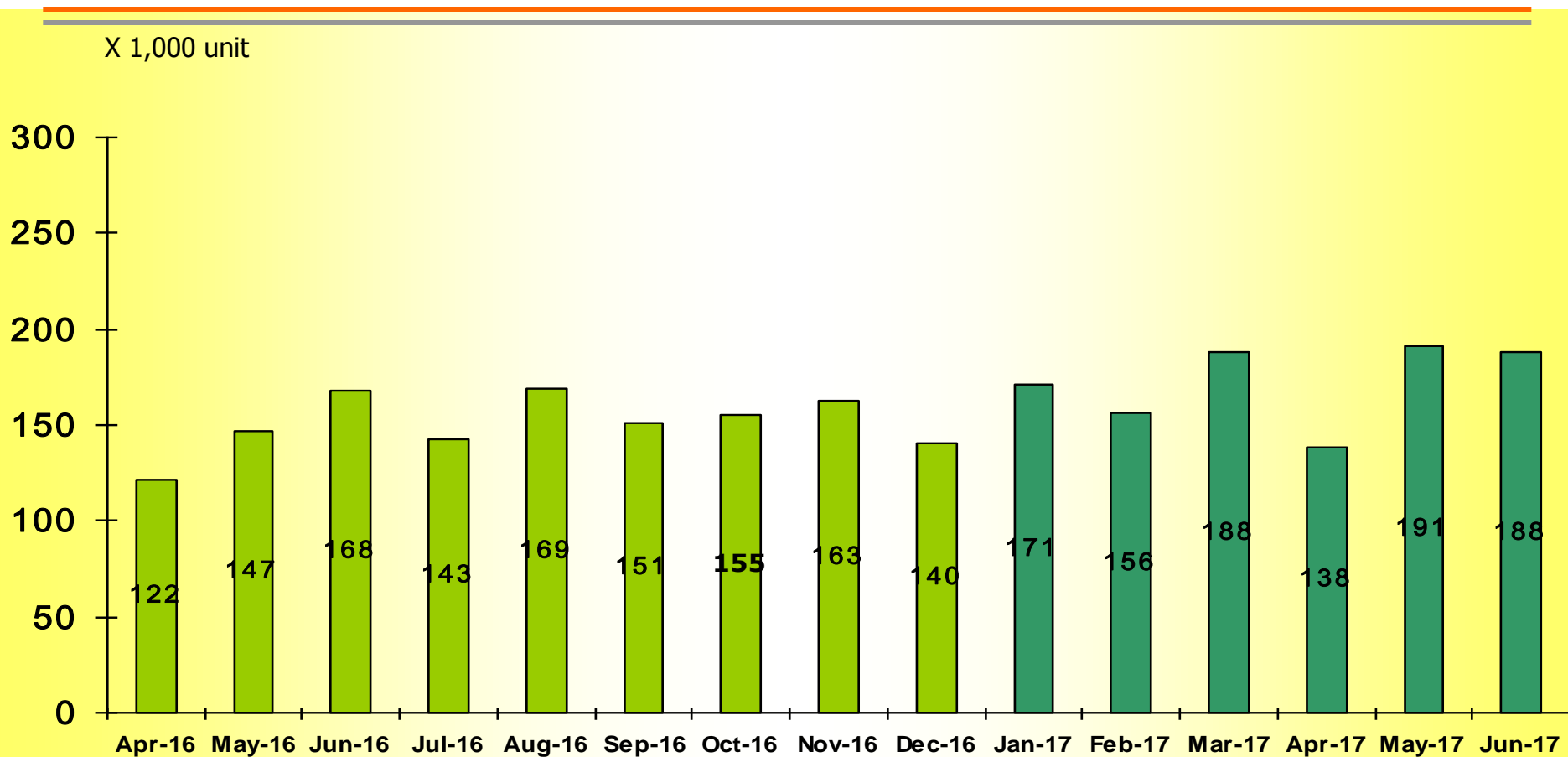
## 2W Production (April – June 2017)

X 1,000 unit



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2016 – June 2017



Source: The Federation of Thai Industries

# Agenda

1. Market Trend – 2017 (April – June)
2. The 1<sup>st</sup> Quarterly 2017 Financial Statement

## Statement of Financial Position

The Equity Method	30 June 2017	31 Mar 2017	Change
	(M฿)	(M฿)	(%)
Current Assets	8,441.72	7,738.07	9.09
Non current assets	7,343.80	7,447.76	(1.40)
Total Assets	15,785.52	15,185.83	3.95
Current Liabilities	1,836.64	1,548.24	18.63
Non Current liabilities	303.27	296.12	2.41
Total Liabilities	2,139.90	1,844.35	16.02
Shareholders' Equity	13,645.62	13,341.48	2.28
Total Liabilities and Shareholders' Equity	15,785.52	15,185.83	3.95

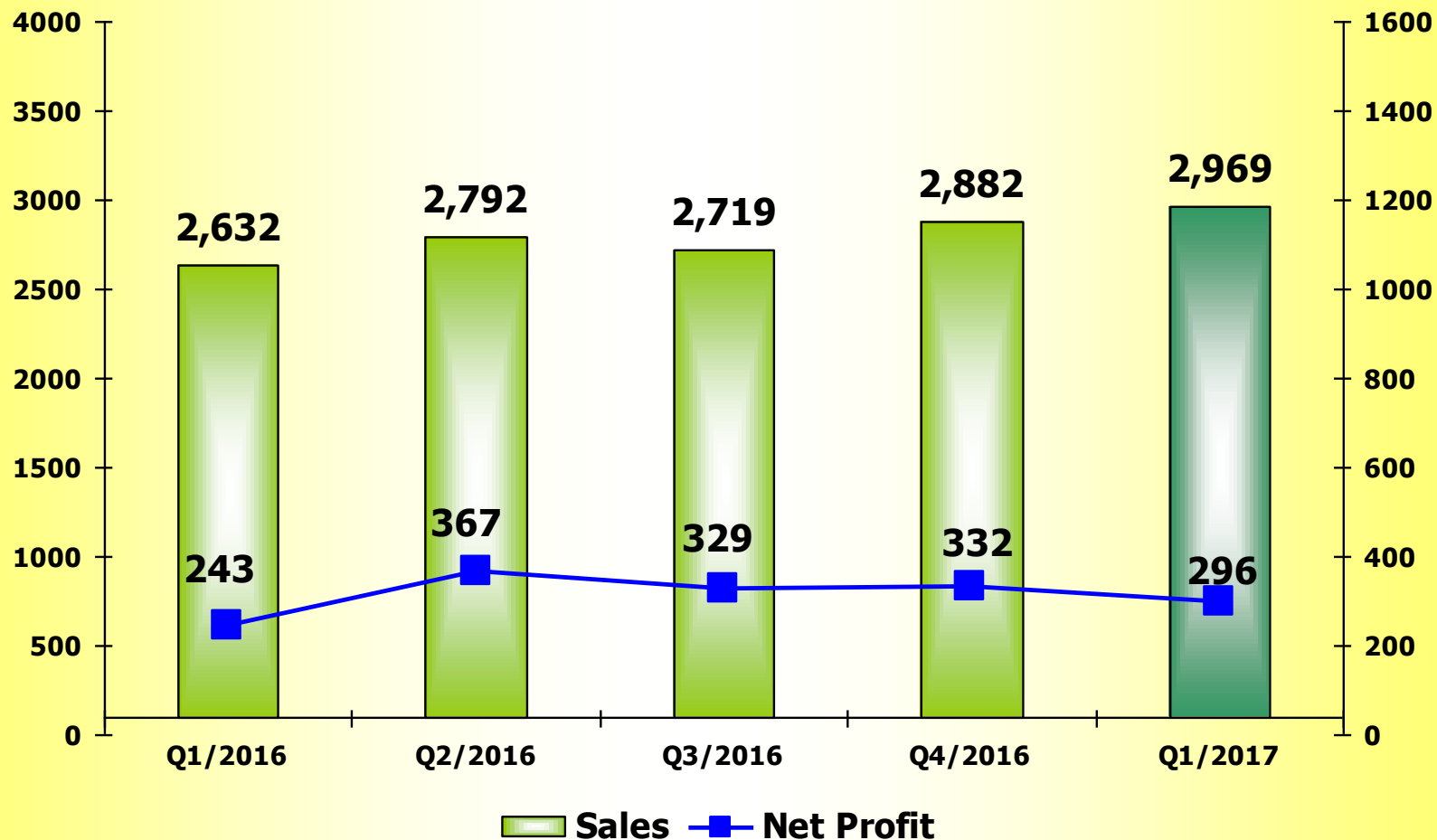
## Statement of Income

The Equity Method	30 June 2017 (MB)	30 June 2016 (MB)	Change (%)
Sales	2,968.55	2,631.79	12.80
Cost of sales	2,517.97	2,229.77	12.92
Gross Profit	450.58	402.01	12.08
Selling and Administrative expenses	201.73	188.52	7.01
Share of profit from investments in associates	72.84	48.87	49.07
Profit before income tax	367.53	300.59	22.27
Net profit for the period	295.54	243.30	21.47

## Analysis by Quarterly

Unit : MB

### The Equity Method



## Statement of Cash Flows

The Equity Method	30 June 2017	31 June 2016
	(MB)	(MB)
Net Cash received from Operating Activities	545.80	745.03
Net Cash received from (used in) Investing Activities	242.60	(42.09)
Net increase in cash / Cash equivalents	788.41	102.94
Cash / Cash equivalents at beginning of the period	1,085.63	1,839.89
Effects of Exchange rate changes	(0.45)	(0.37)
Cash / Cash equivalents at end of the period	1,873.59	1,942.46

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**Actual result may differ materially from those in such forward-looking statements as a result of various factors.**

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