

# WELCOME

## Q3/2017 Operation Result Meeting

Apichart Lee-issaranukul

February 5, 2018

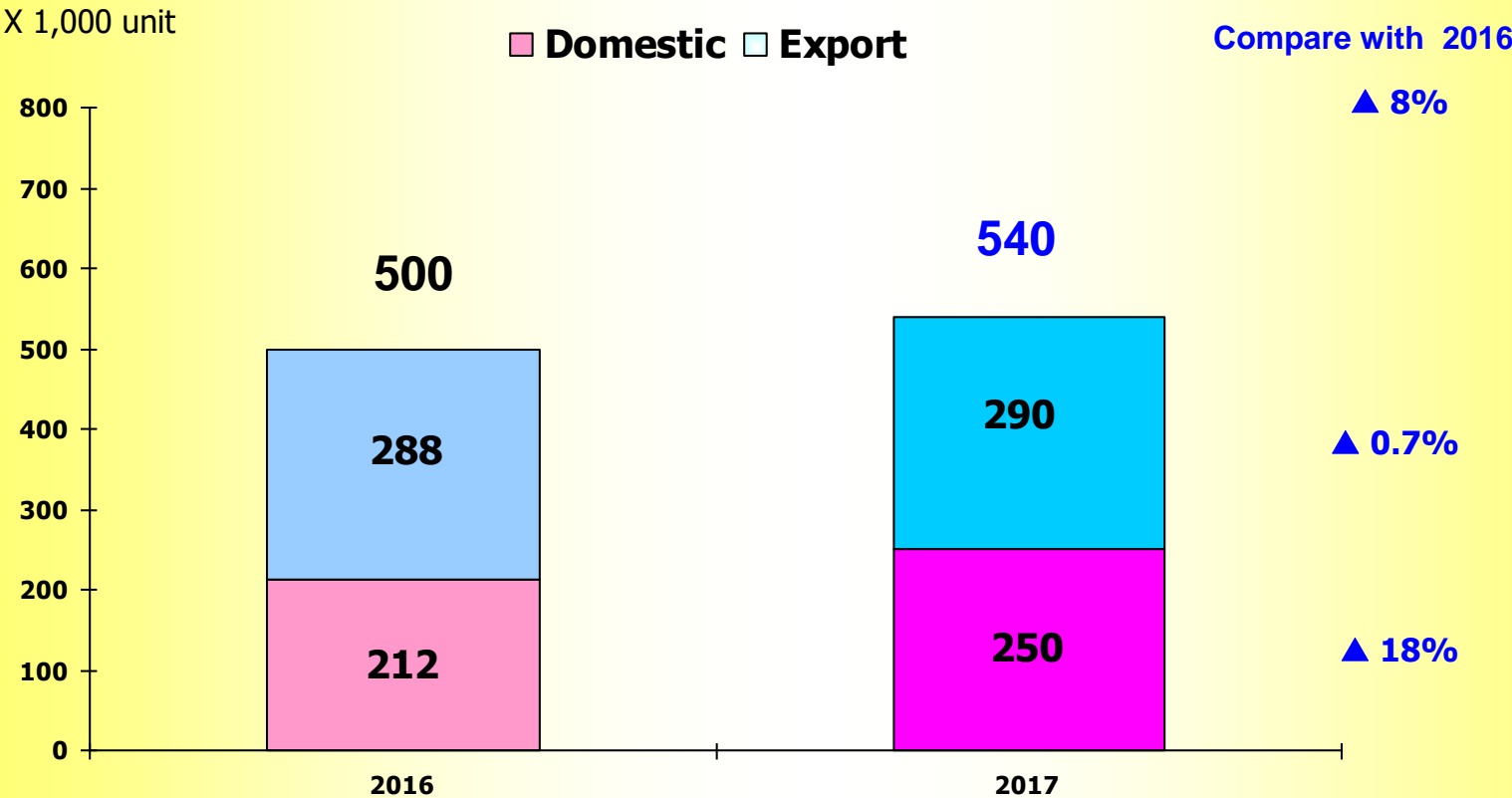
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

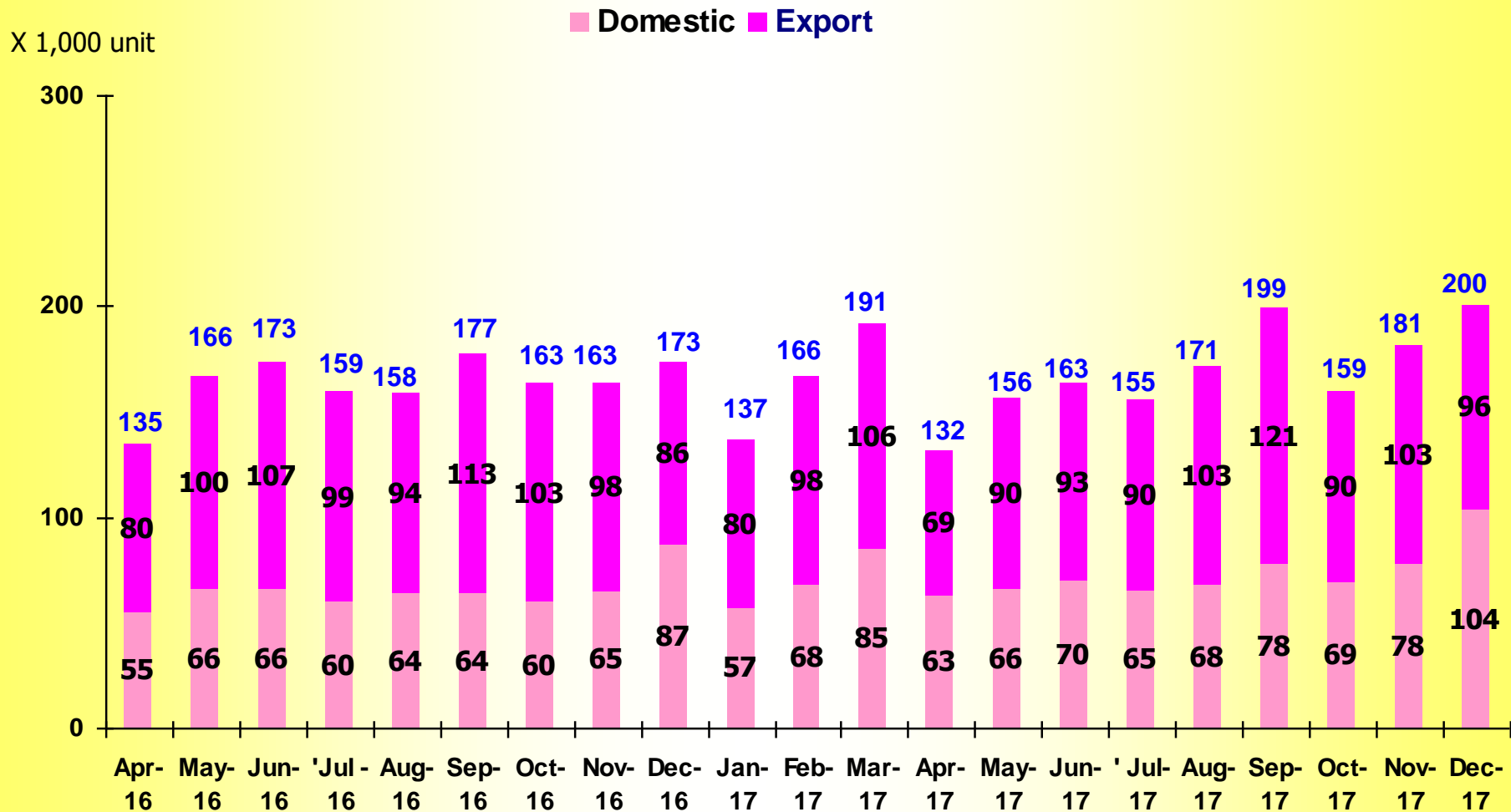
- 1. Automotive Market Data – 2017  
(October – December)**
- 2. The 3<sup>rd</sup> Quarterly 2017 Financial Statement**
- 3. New Product**

# 4W Market Sale 2017 ( October – December ) Domestic & Export



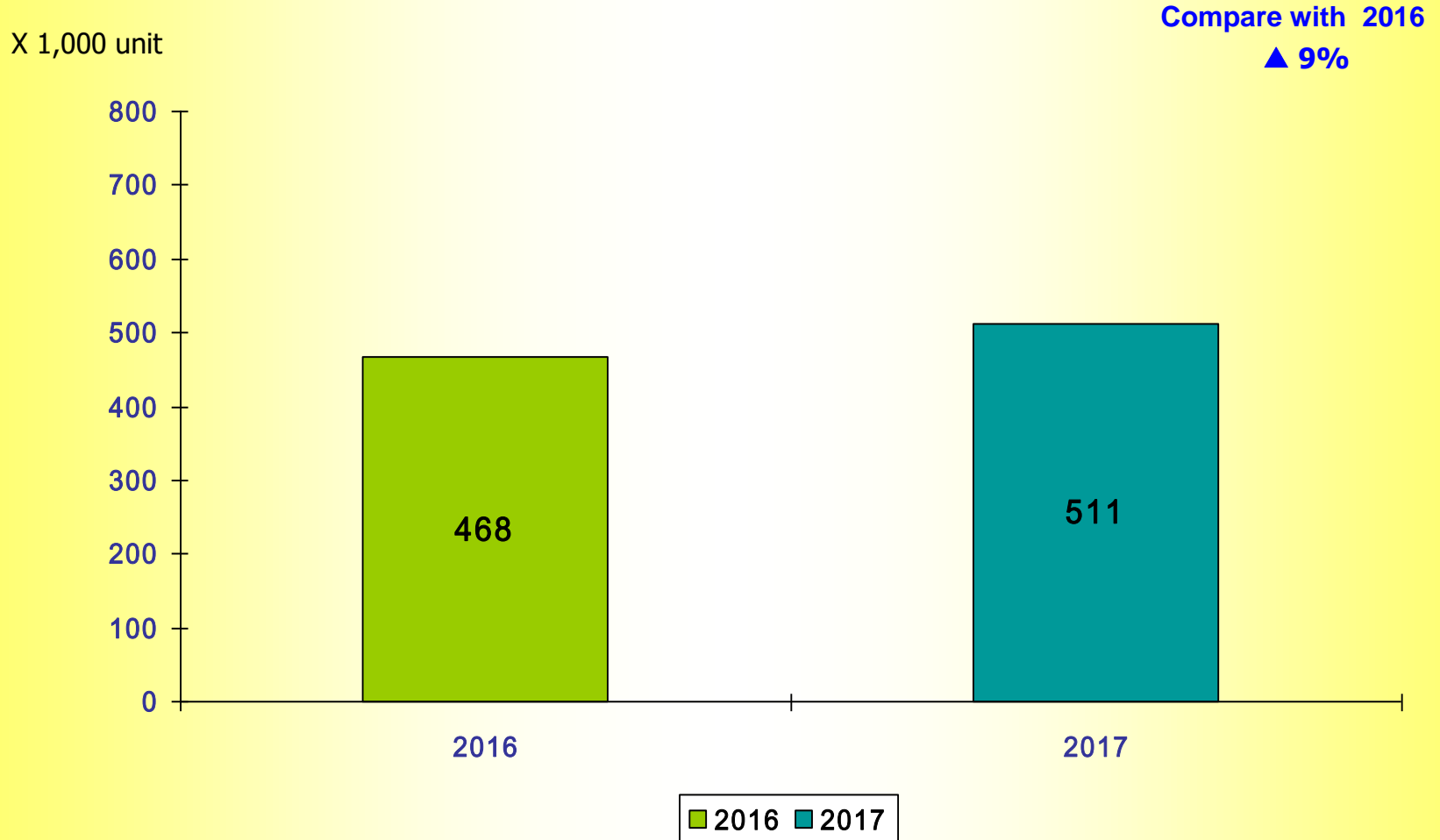
Source: The Federation of Thai Industries

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



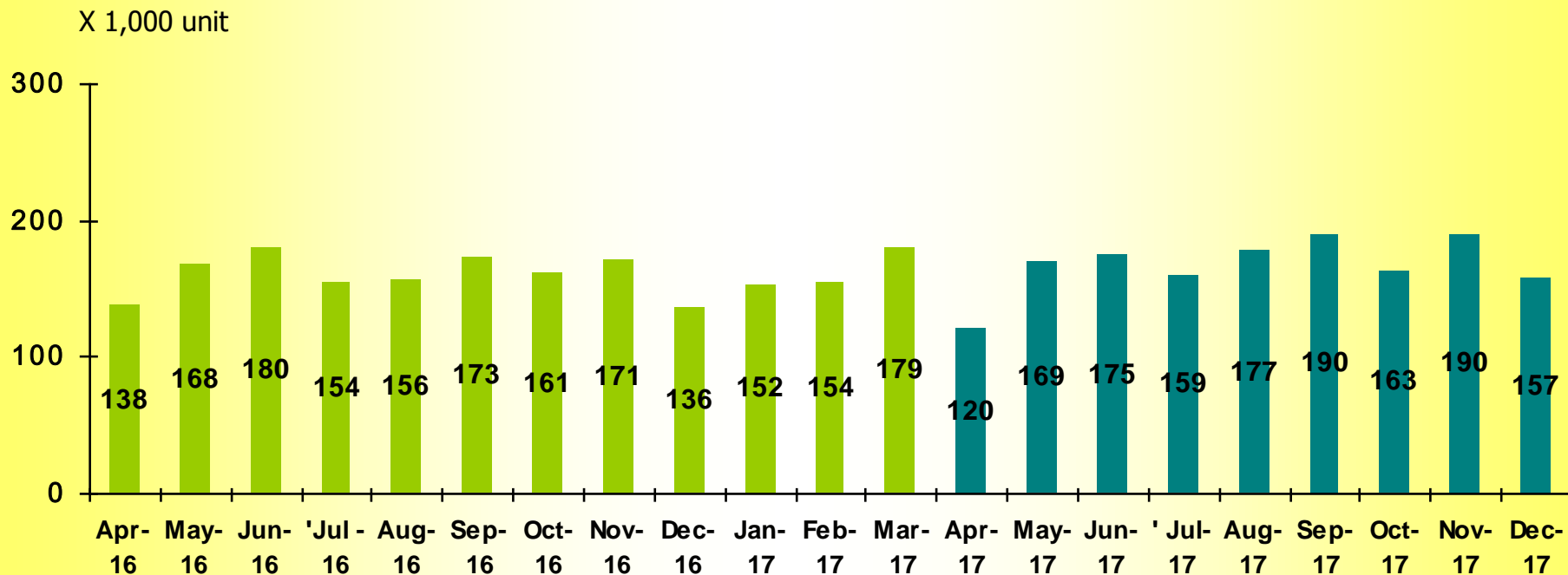
Source: The Federation of Thai Industries

## 4W Production (October – December 2017)



Source: The Federation of Thai Industries

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

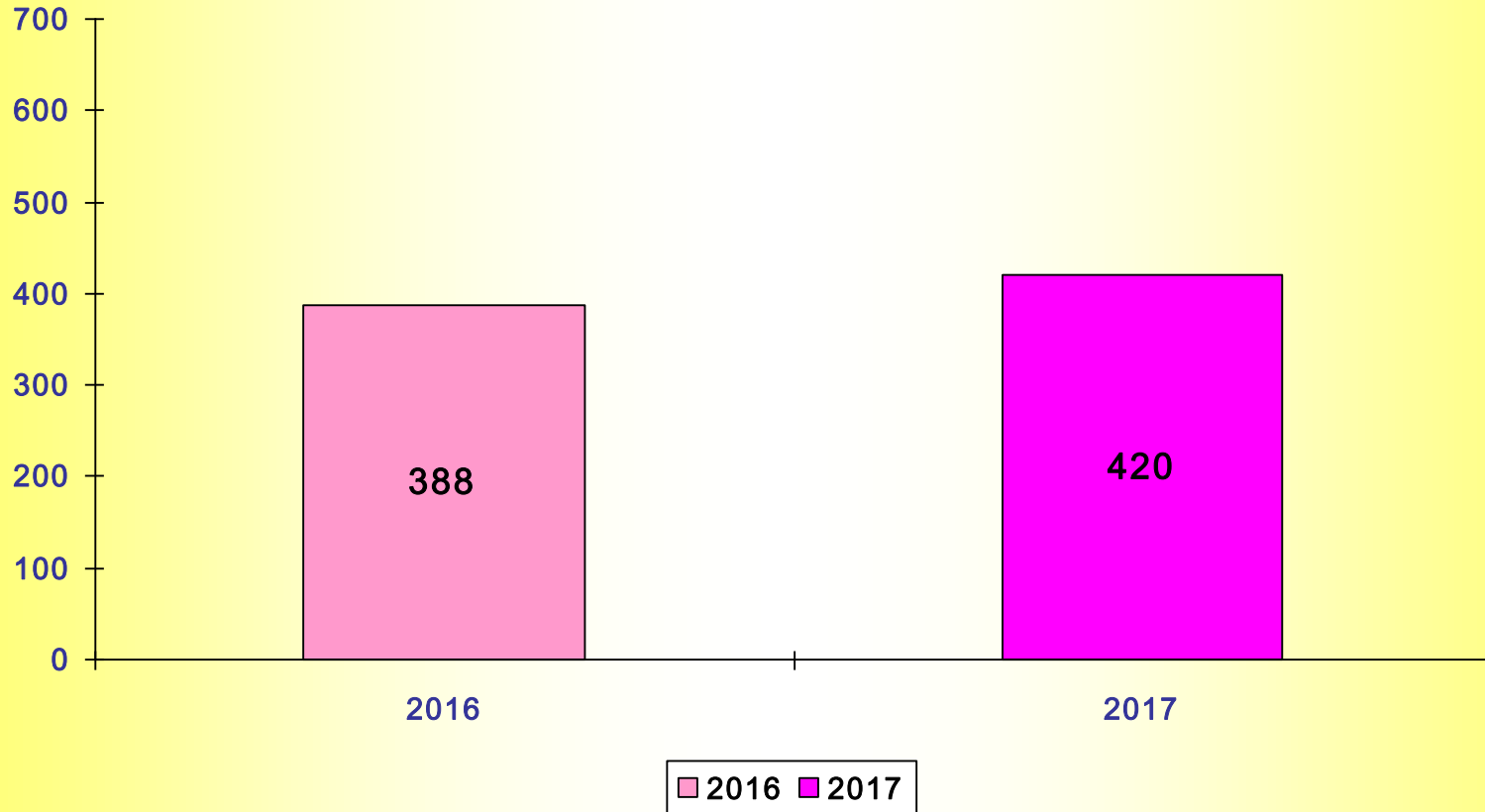


Source: The Federation of Thai Industries

## 2W Sales - Domestic (October – December 2017)

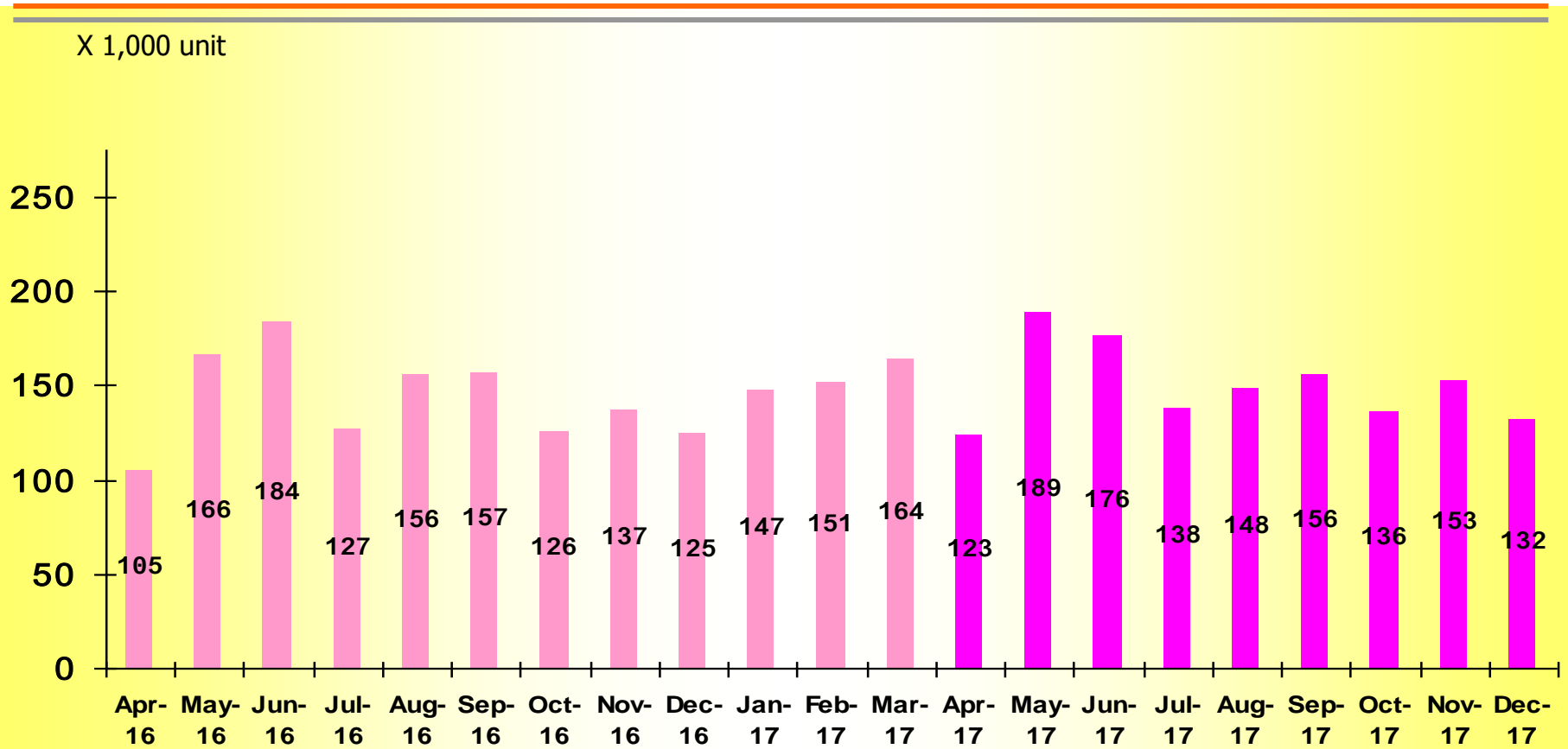
X 1,000 unit

Compare with 2016  
▲ 8%



Source: The Federation of Thai Industries

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

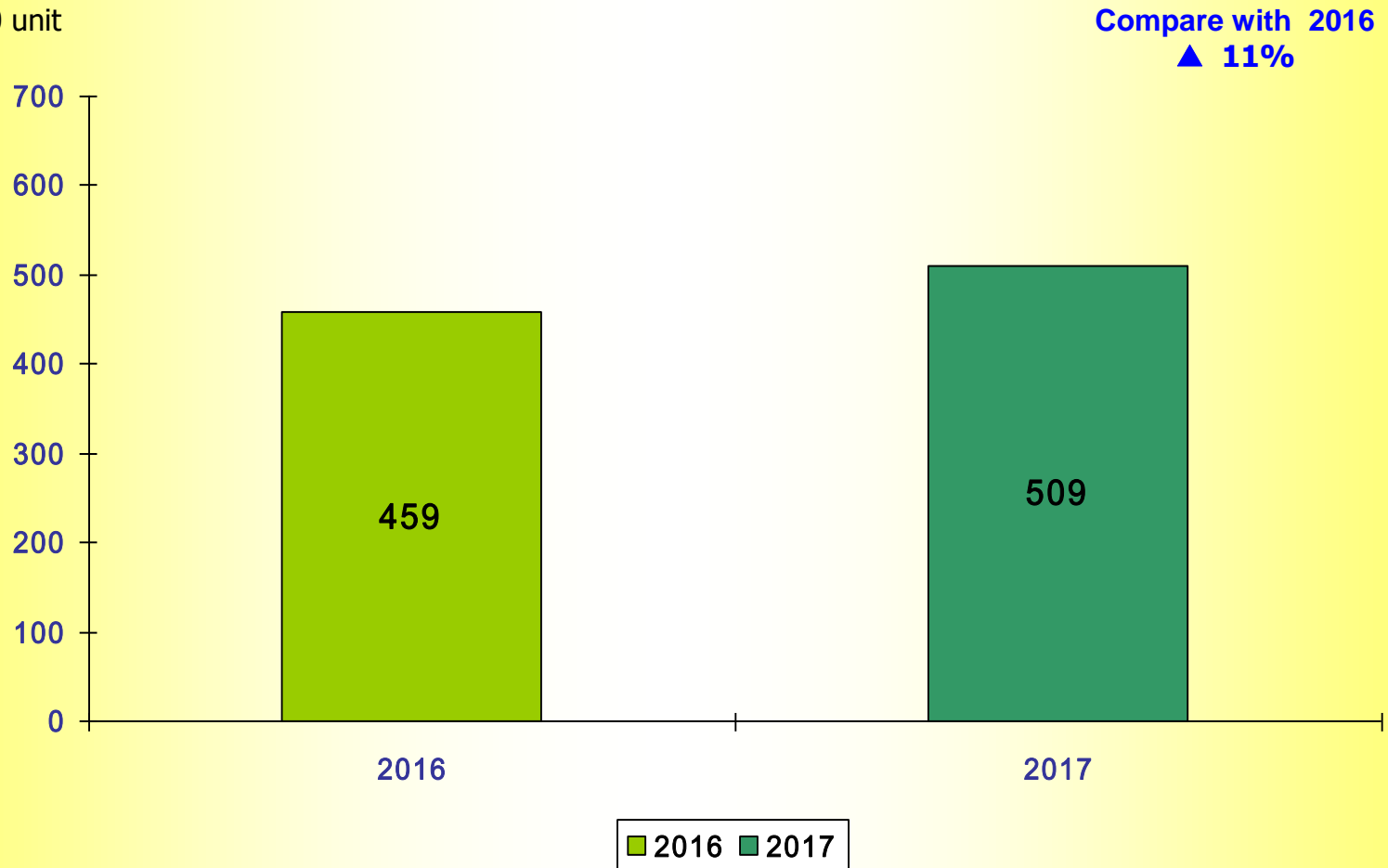


Source: The Federation of Thai Industries



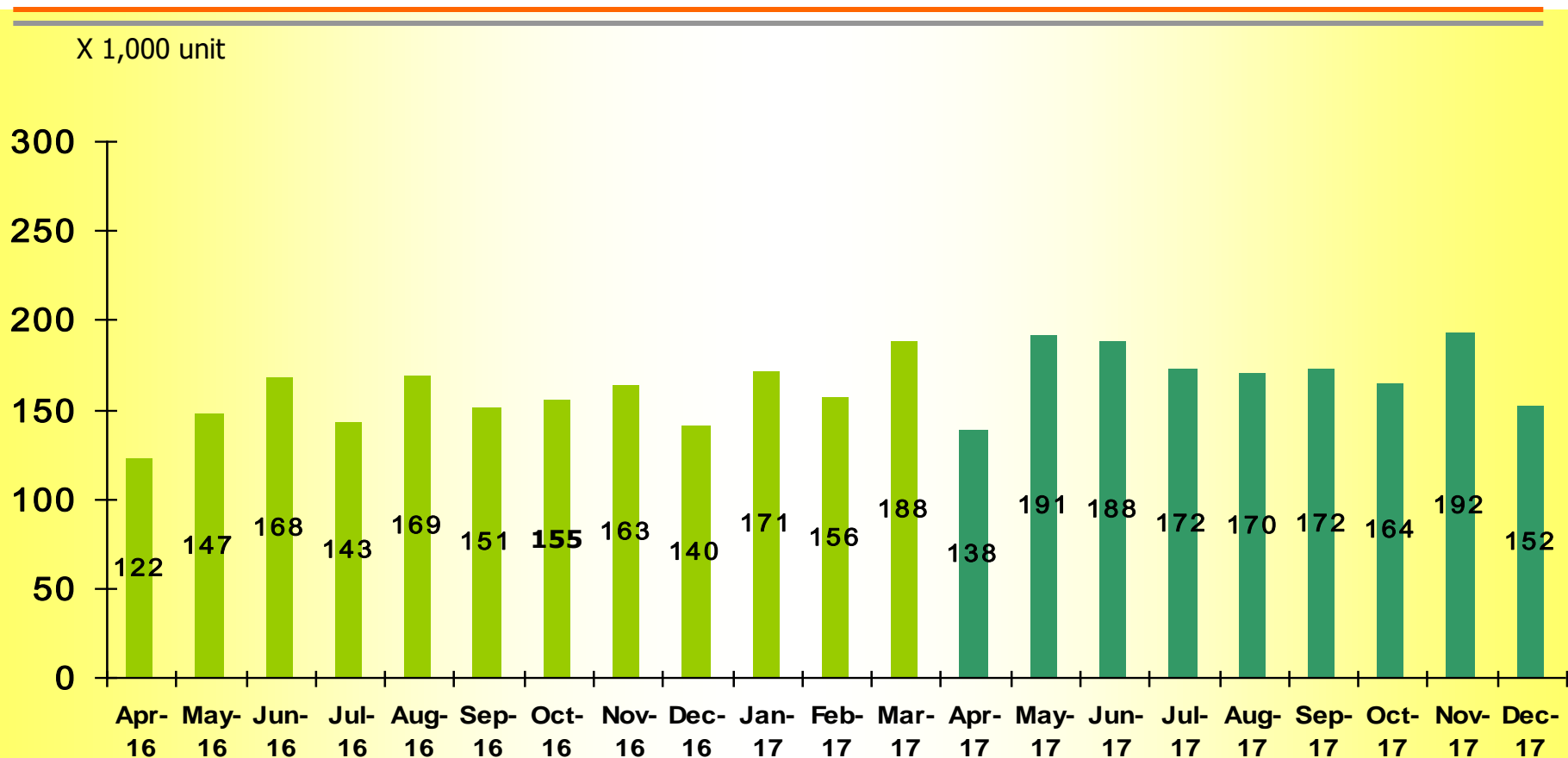
## 2W Production (October - December 2017)

X 1,000 unit



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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## Statements of Financial Position

The Equity Method	31 December 2017	31 March 2017	Change
	(M฿)	(M฿)	(%)
Current Assets	8,722.94	7,738.07	12.73
Total Assets	16,056.49	15,185.83	5.73
Current Liabilities	1,718.50	1,548.24	11.00
Total Liabilities	2,047.57	1,844.35	11.02
Shareholders' Equity	14,008.92	13,341.48	5.00
Total Liabilities and Shareholders' Equity	16,056.49	15,185.83	5.73

## Statement of Income

The Three Month Period

The Equity Method	31 December 2017 (MB)	31 December 2016 (MB)	Change (%)
Sales	3,392.98	2,718.94	24.79
Cost of sales	2,777.05	2,245.91	23.65
Gross Profit	615.93	473.03	30.21
Selling and Administrative expenses	227.48	204.77	11.09
Share of profit from investments in associates	73.25	94.45	(2.45)
Profit before income tax	516.28	410.80	25.68
Net profit for the period	425.88	328.64	29.59

# Financial Statement – Statement of Income



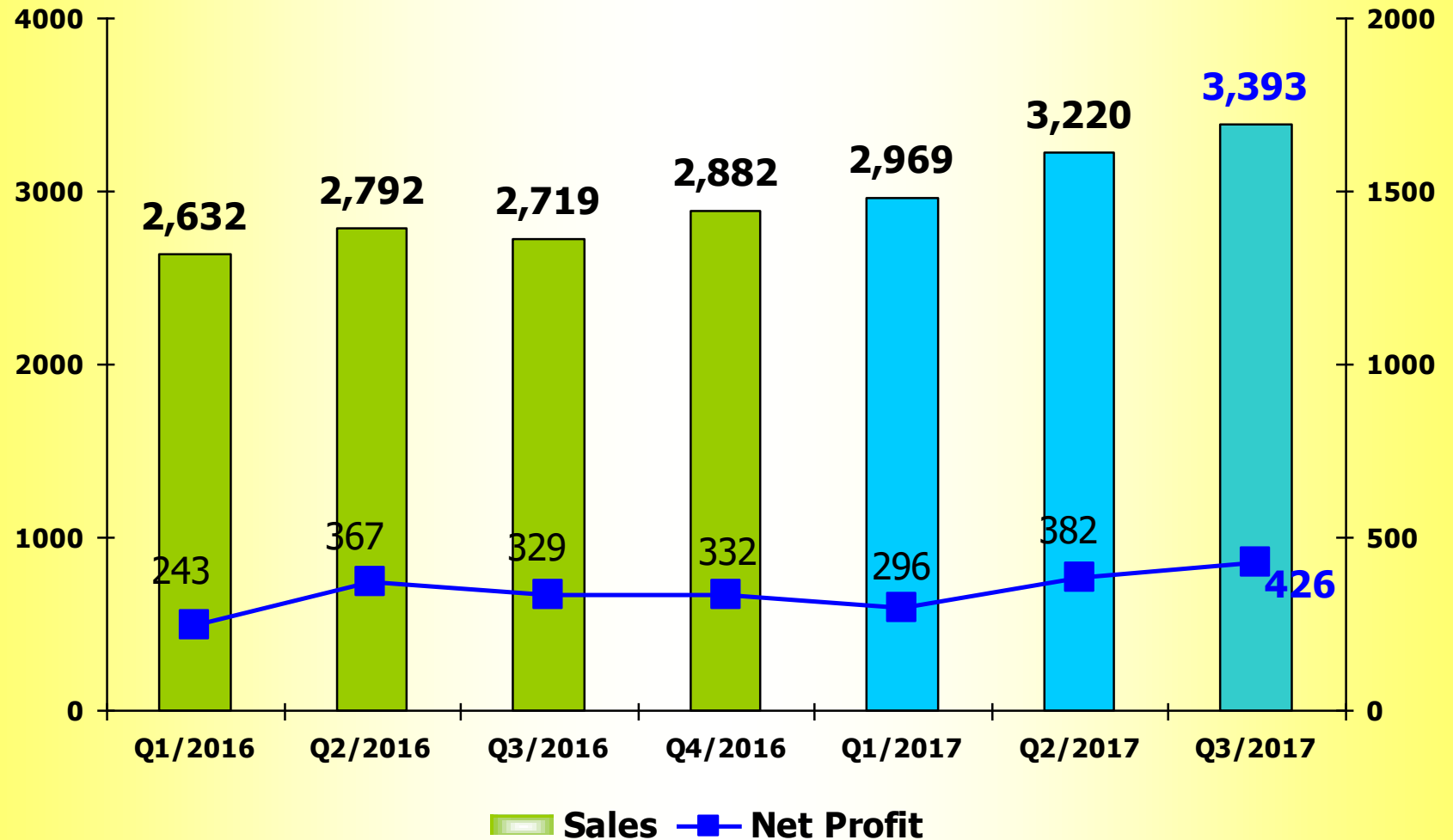
## The Nine Month Period

The Equity Method	31 December 2017 (M฿)	31 December 2016 (M฿)	Change (%)
Sales	9,581.86	8,142.93	17.67
Cost of sales	7,931.11	6,720.04	18.02
Gross Profit	1,650.75	1,422.89	16.01
Selling and Administrative expenses	656.30	595.38	10.23
Share of profit from investments in associates	212.23	198.22	7.07
Profit before income tax	1,358.16	1,166.72	16.41
Net profit for the period	1,103.54	938.91	17.53

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	31 December 2017 (MB)	31 December 2016 (MB)
Net Cash received from Operating Activities	1,800.64	1,896.01
Net Cash received (used in) Investing Activities	(1,086.48)	(2,219.09)
Net cash used in financing activity	(383.12)	(382.86)
Net increased (decrease) cash / Cash equivalents	331.04	(705.94)
Cash / Cash equivalents at beginning of the period	1,085.63	1,839.89
Effects of Exchange rate changes	0.81	1.66
Cash / Cash equivalents at end of the period	1,417.48	1,135.62



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**Head Lamp**



**Tail Lamp**







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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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