

WELCOME

Q2/2018 Operation Result Meeting

Apichart Lee-issaranukul

November 12, 2018

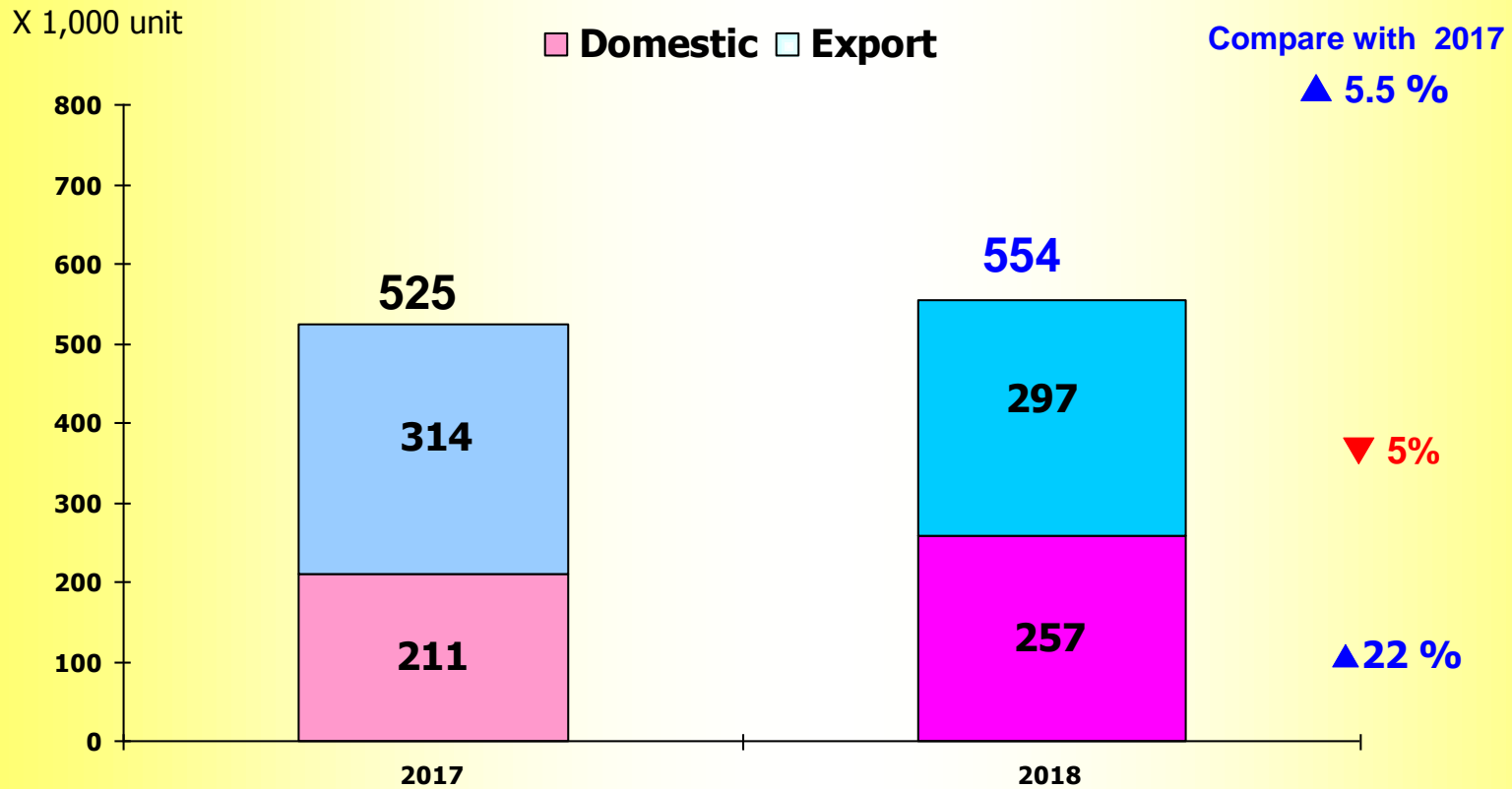
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2018 (July – September)**
- 2. The 2nd Quarterly 2018 Financial Statement**
- 3. New Product**

4W Market Sale 2018 (July – September) Domestic & Export

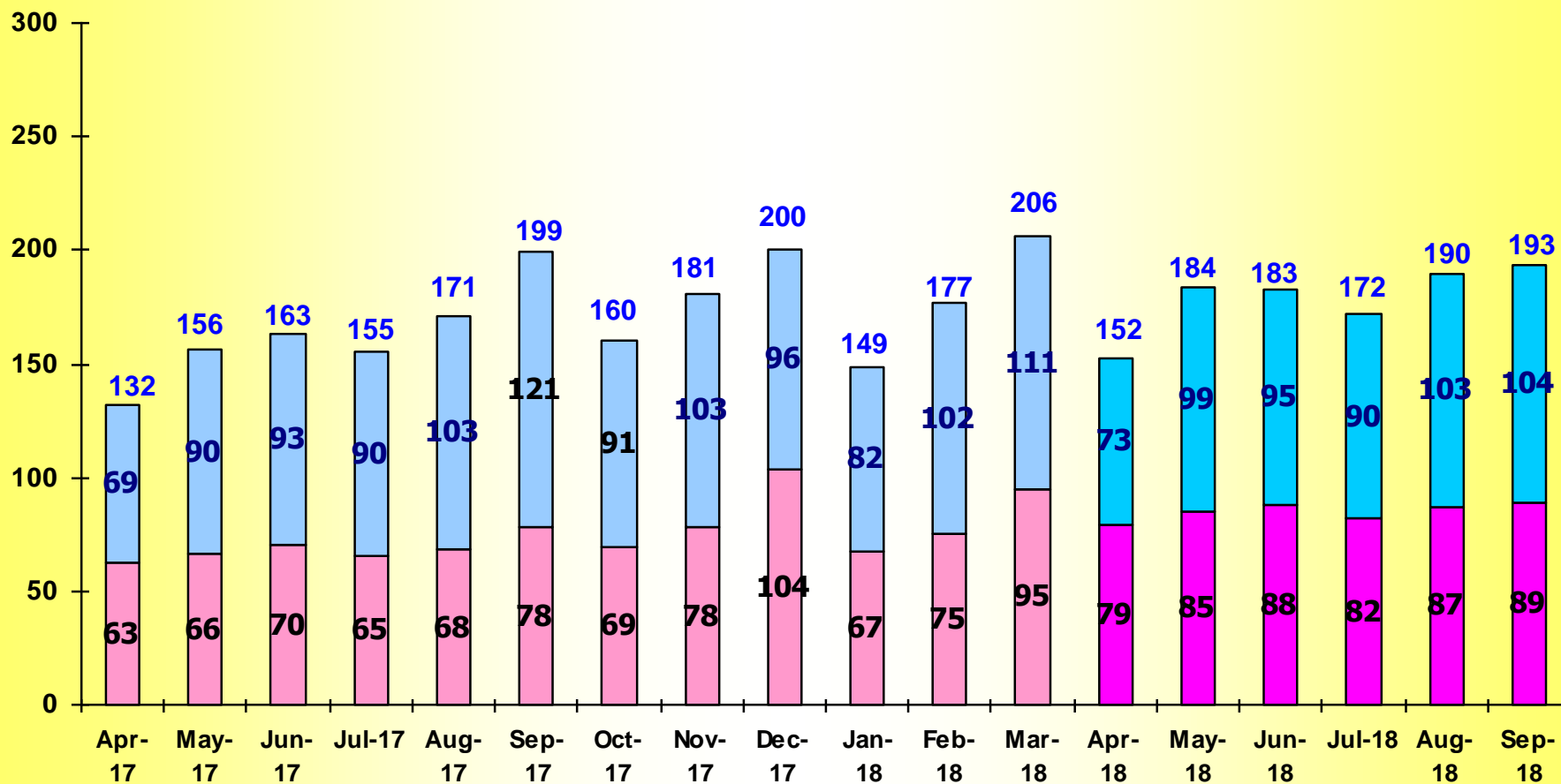


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2017 – September 2018)

X 1,000 unit

Domestic Export

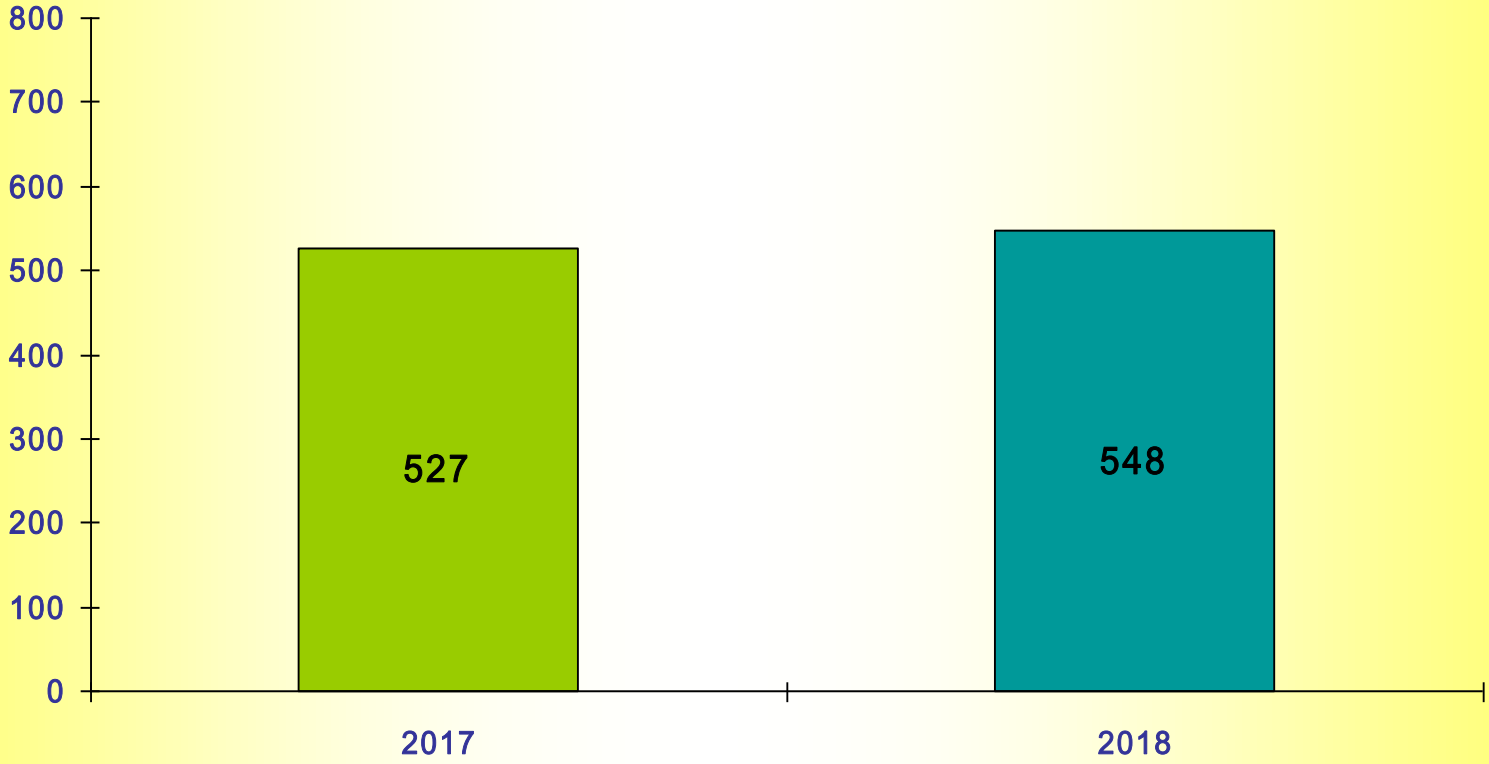


Source: The Federation of Thai Industries

4W Production (July – September 2018)

X 1,000 unit

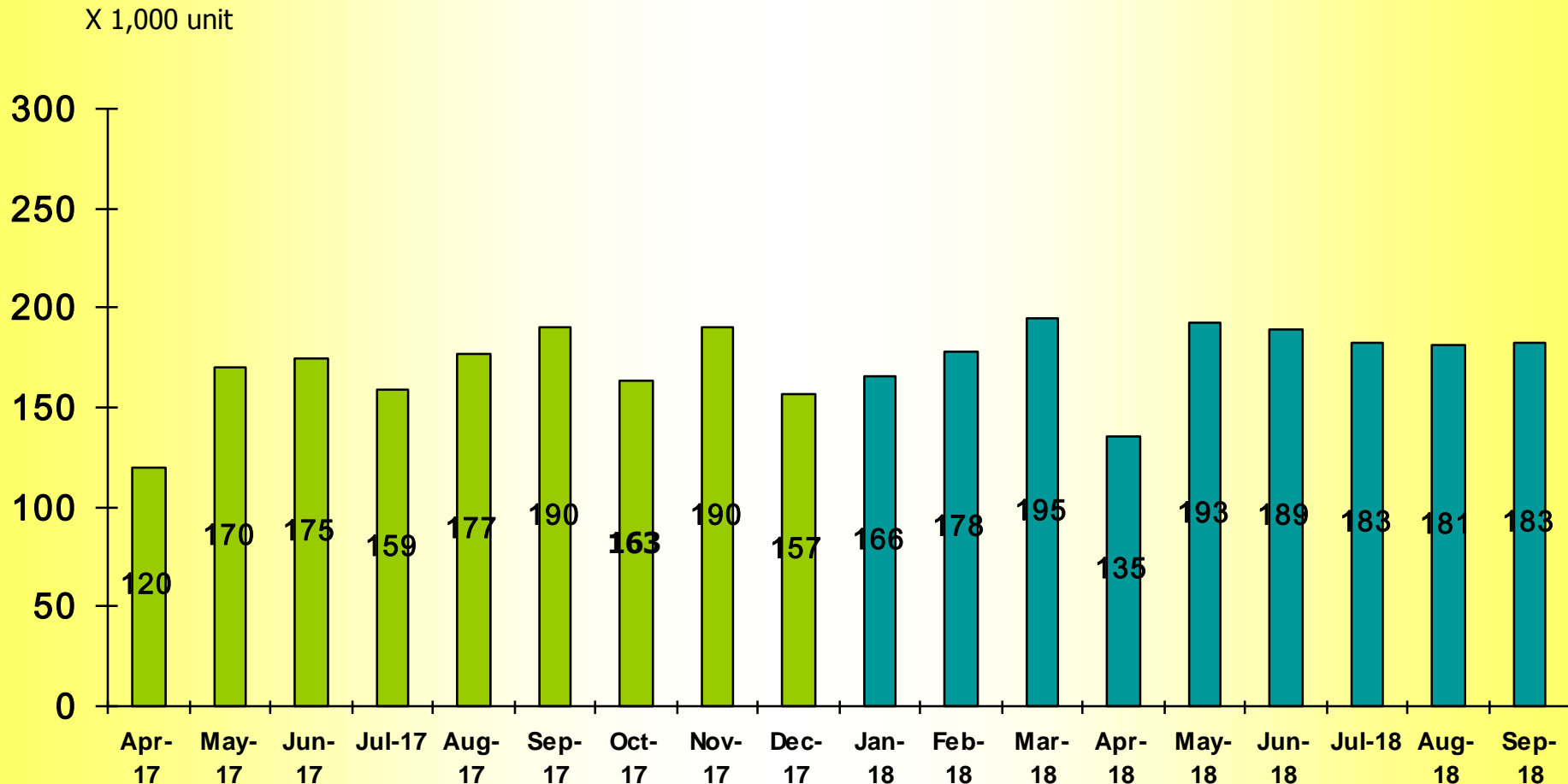
Compare with 2017
▲ 4%



Source: The Federation of Thai Industries

■ 2017 ■ 2018

4W Production (By Month) (April 2017 – September 2018)

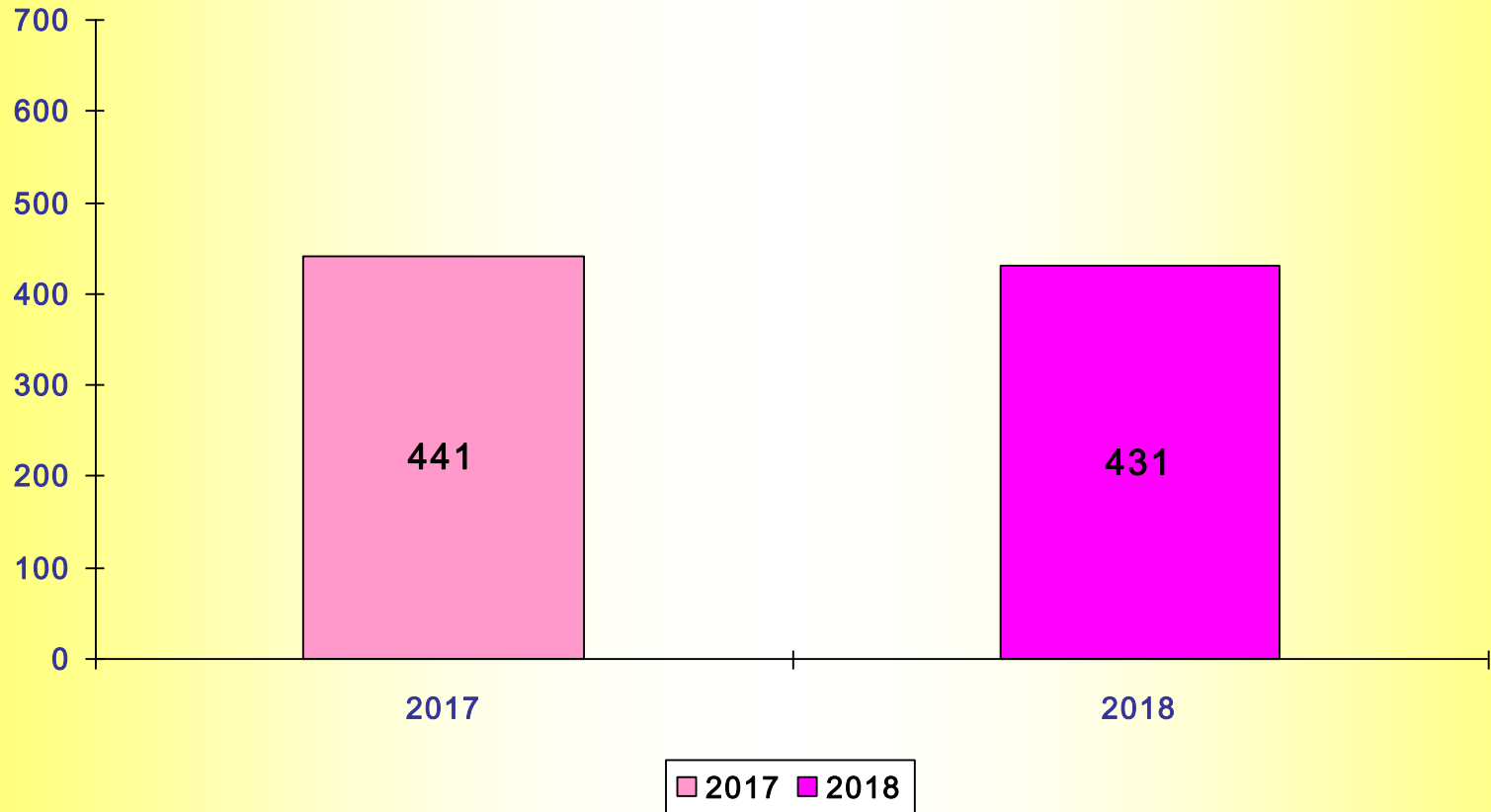


Source: The Federation of Thai Industries

2W Sales - Domestic (July – September 2018)

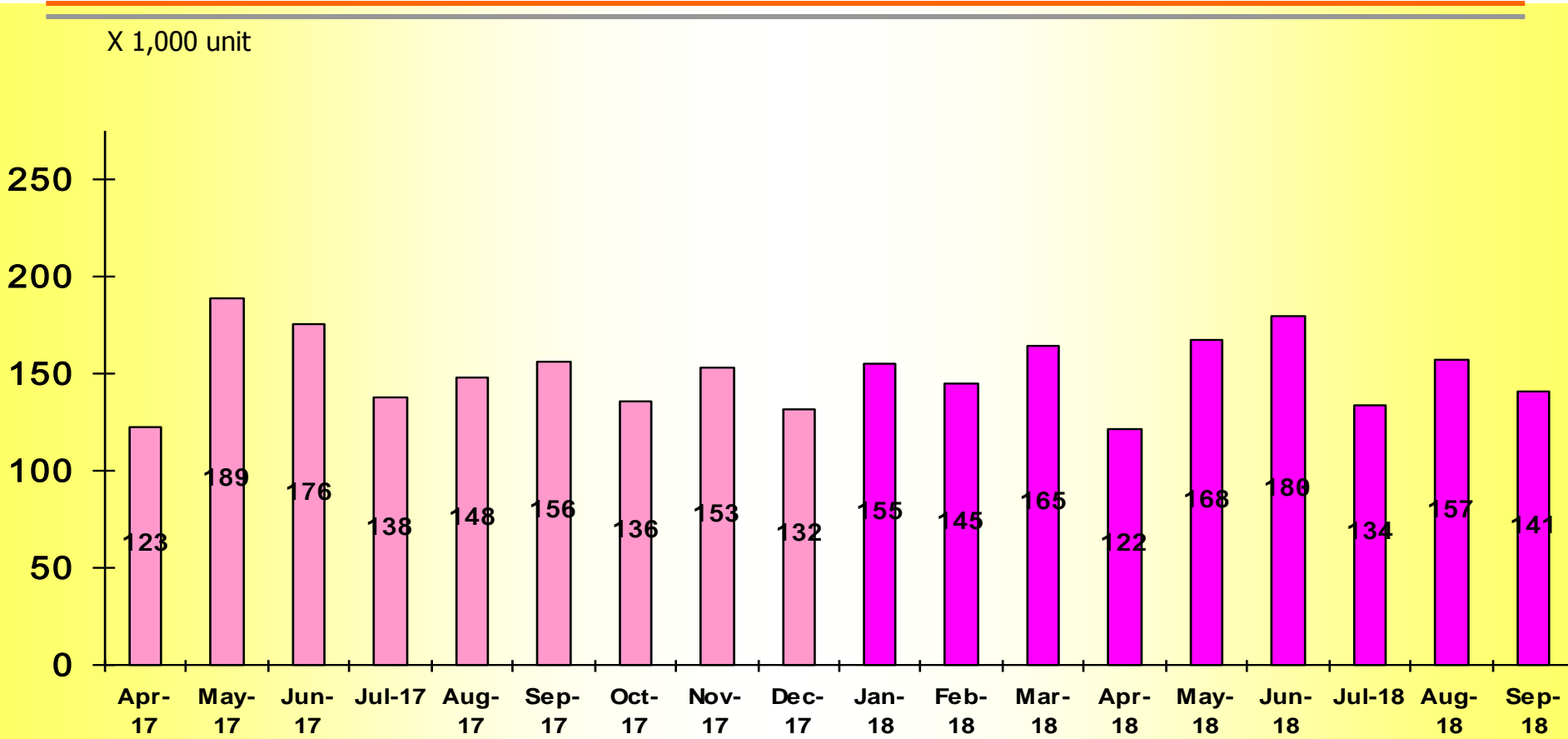
X 1,000 unit

Compare with 2017
▼ 2%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2017 – September 2018



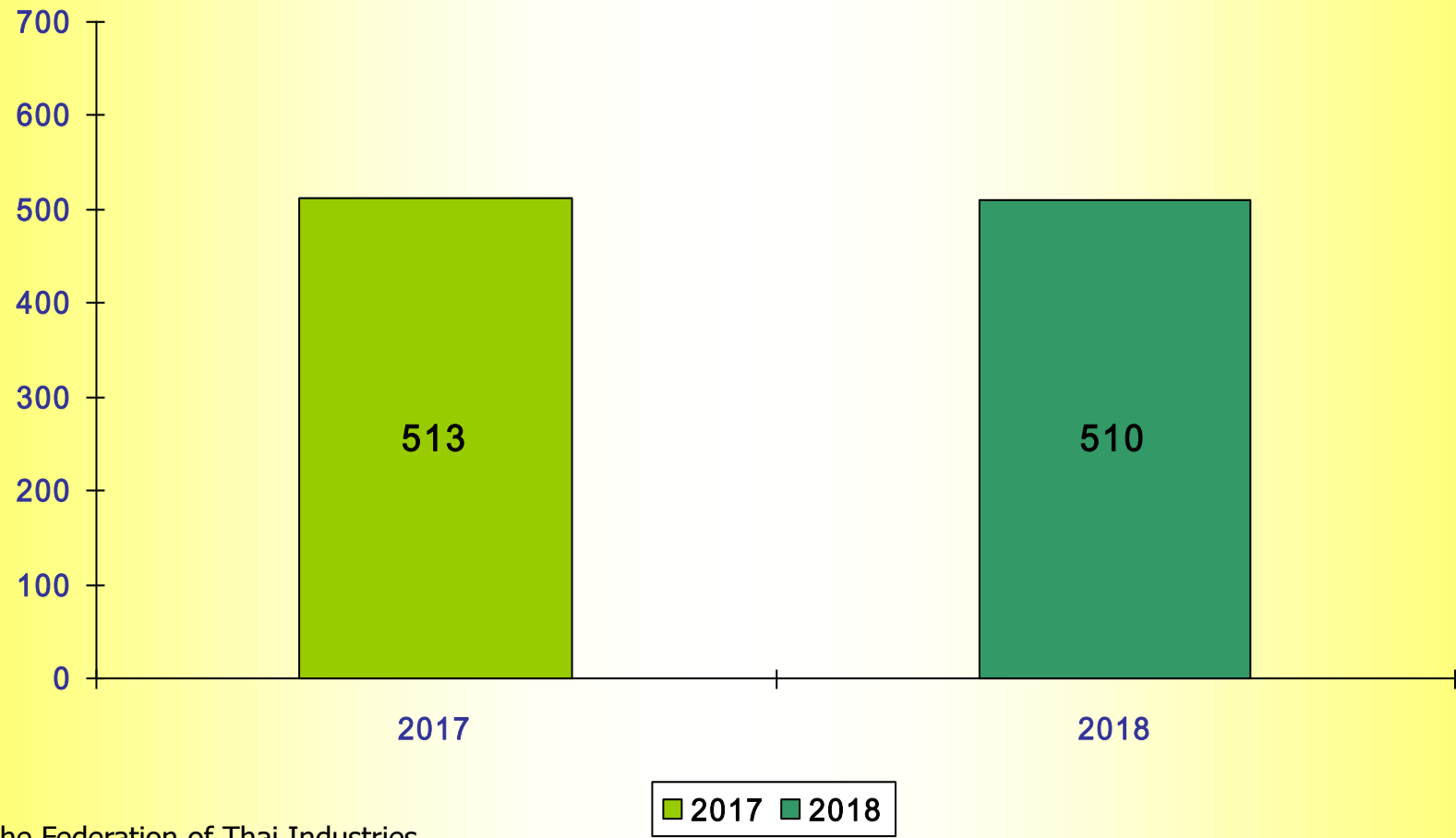
Source: The Federation of Thai Industries

2W Production (July – September 2018)

X 1,000 unit

Compare with 2017

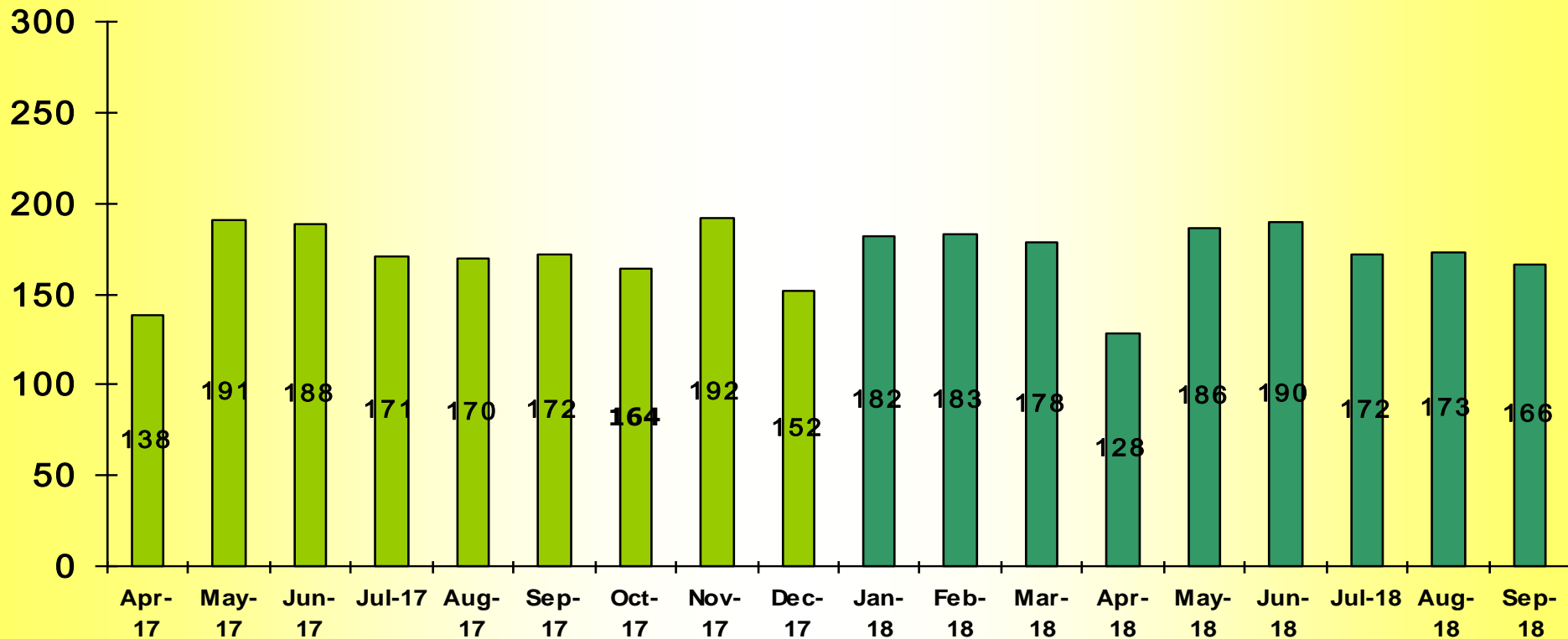
▼ 1%



Source: The Federation of Thai Industries

2W Production (By Month) April 2017 – September 2018

X 1,000 unit



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	30 September 2018	31 March 2018	Change
	(M฿)	(M฿)	(%)
Current Assets	9,117.33	9,290.06	(1.86)
Non Current Asset	8,329.04	7,648.72	8.89
Total Assets	17,446.37	16,938.77	3.00
Current Liabilities	2,187.38	2,066.18	5.87
Total Liabilities	2,553.94	2,407.39	6.09
Shareholders' Equity	14,892.43	14,531.38	2.48
Total Liabilities and Shareholders' Equity	17,446.37	16,938.777	3.00

Statement of Income

The Three Month Period

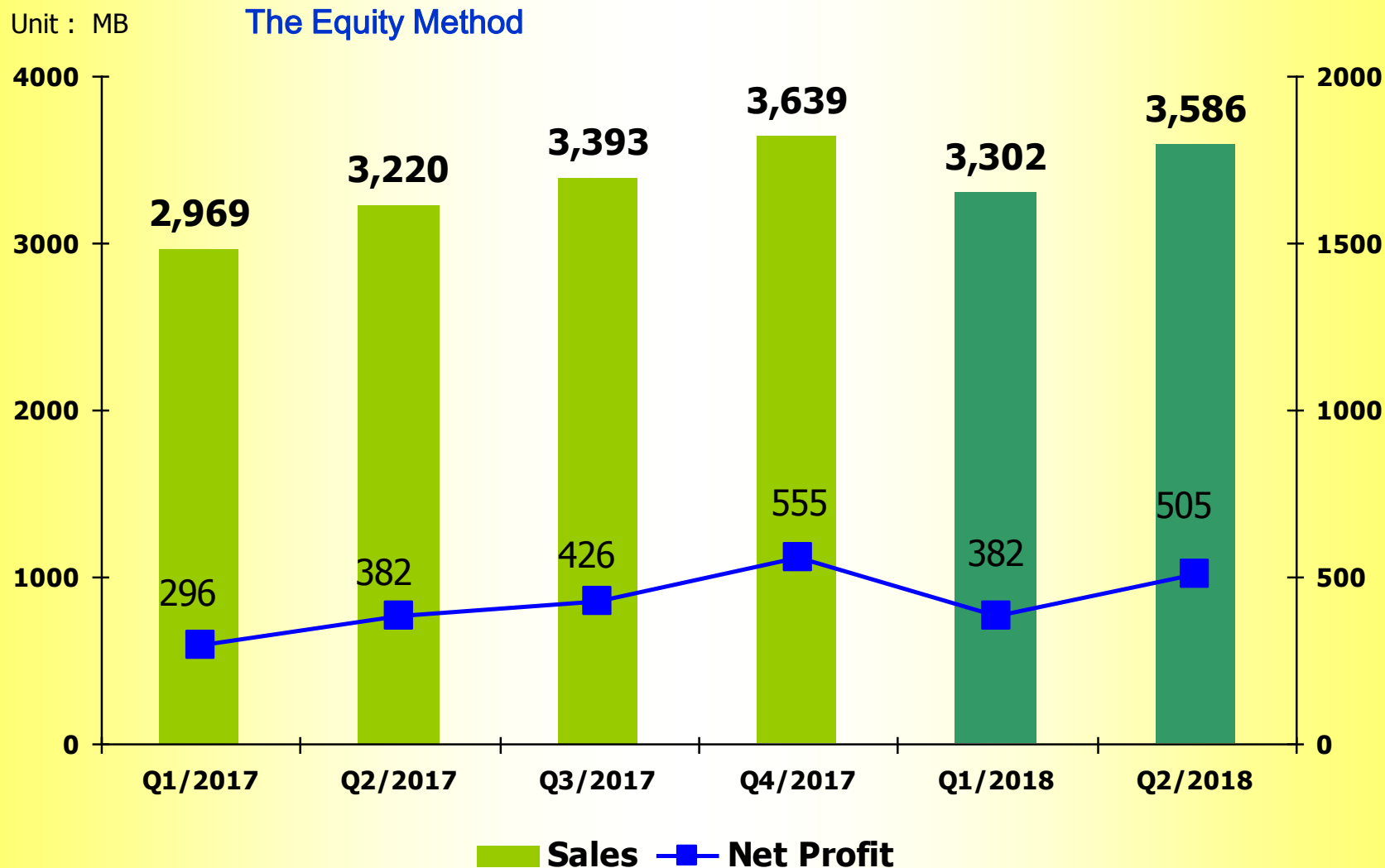
The Equity Method	30 September 2018	30 September 2017	Change
	(M฿)	(M฿)	(%)
Sales	3,586.25	3,220.34	11.36
Cost of sales	2,938.55	2,636.09	11.47
Gross Profit	647.70	584.25	10.86
Selling and Administrative expenses	233.52	227.09	2.83
Other Income	116.25	51.06	127.67
Share of profit from investments in associates	83.16	66.13	25.74
Profit before income tax	613.58	474.35	29.35
Net profit for the period	504.69	382.12	32.08

The Six Month Period

1st Half 20171st Half 2016

The Equity Method	30 September 2018	30 September 2017	Change
	MB)	MB)	%)
Sales	6,888.59	6,188.89	11.31
Cost of sales	5,664.78	5,154.06	9.91
Gross Profit	1,223.80	1,034.83	18.26
Selling and Administrative expenses	454.83	428.82	6.07
Other Income	164.18	96.90	69.43
Share of profit from investments in associates	154.72	138.98	11.33
Profit before income tax	1,087.87	841.88	29.22
Net profit for the period	886.67	677.66	30.84

Analysis by Quarterly



Statement of Cash Flows

The Equity Method	30 September 2018	30 September 2017
	(MB)	(MB)
Net Cash received from Operating Activities	1,249.10	1,146.31
Net Cash used in Investing Activities	(1,734.29)	(196.71)
Net Cash used in Financing Activities	(536.37)	(383.12)
Net increased (decreased) cash / Cash equivalents	(1,021.56)	566.48
Cash / Cash equivalents at beginning of the period	2,012.03	1,085.63
Effects of Exchange rate changes	0.20	1.73
Cash / Cash equivalents at end of the period	990.67	1,653.84

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Head Lamp

Front Turn 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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Information concerning financial institutions other than the company and its subsidiaries are base on publicly available information.

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