

WELCOME

Q3/2018 Operation Result Meeting

Apichart Lee-issaranukul

February 4, 2019

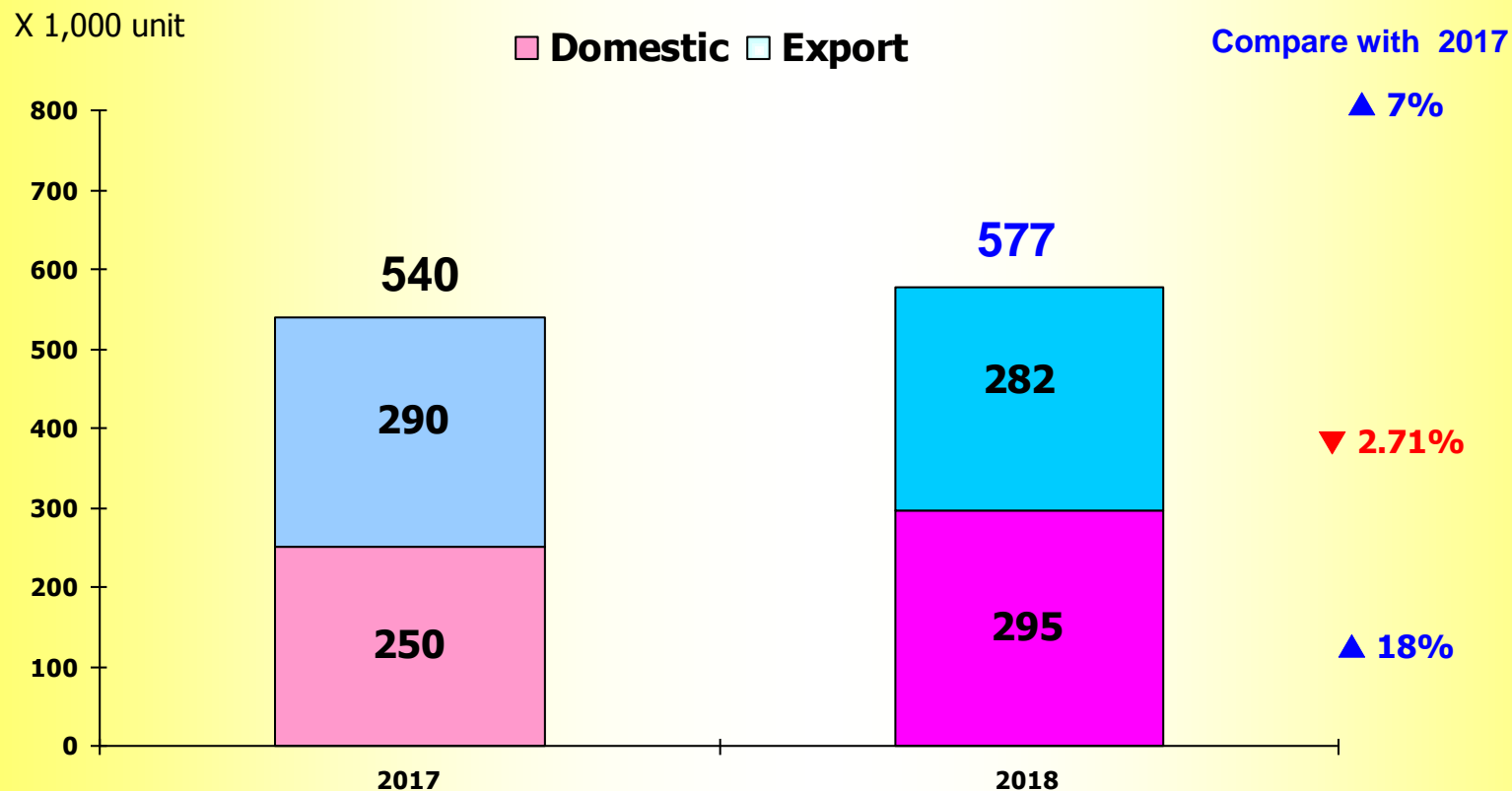
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Automotive Market Data – 2018
(October – December)**
- 2. The 3rd Quarterly 2018 Financial Statement**
- 3. New Product**

4W Market Sale 2018 (October – December) Domestic & Export

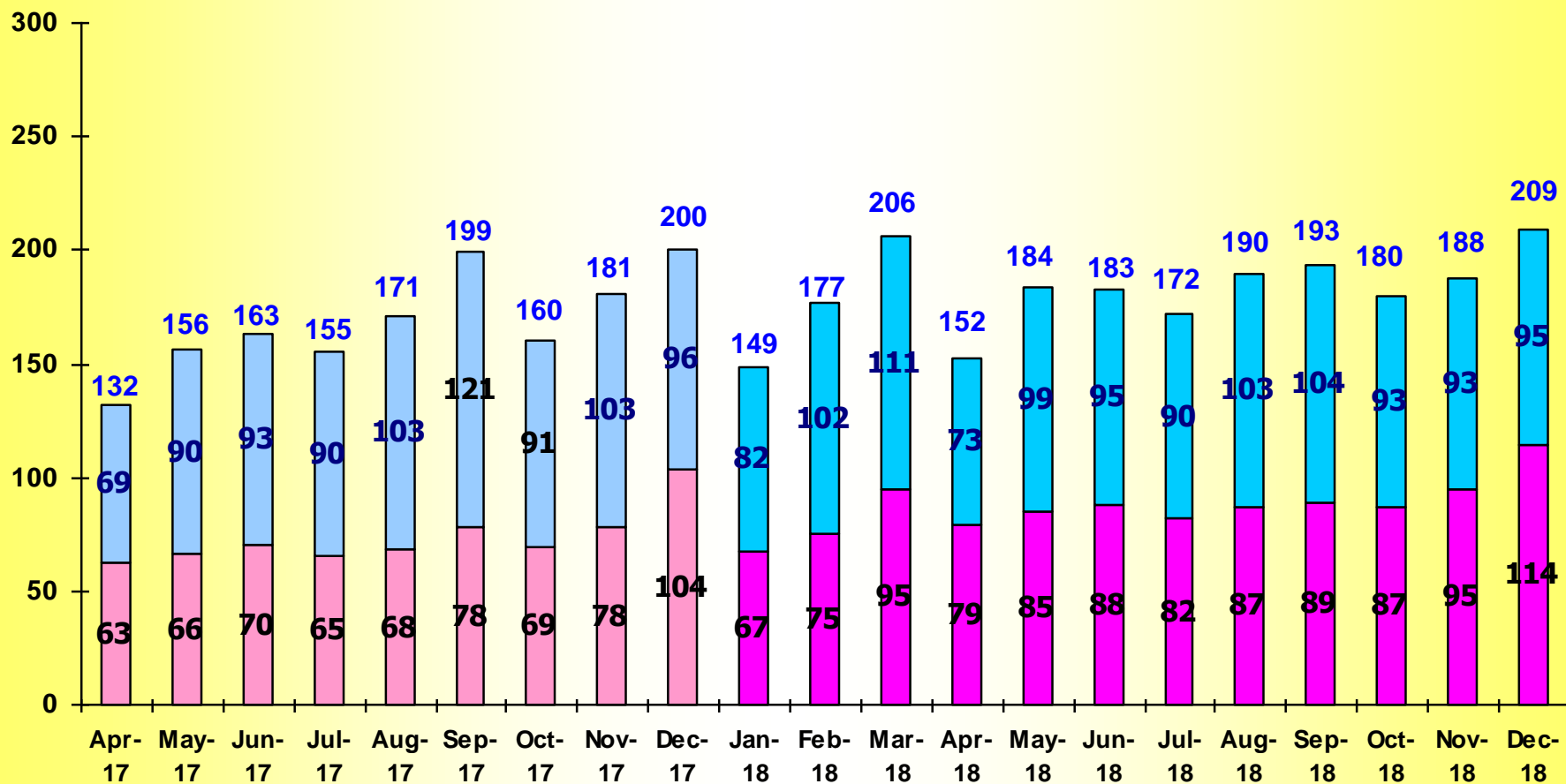


Source: The Federation of Thai Industries

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

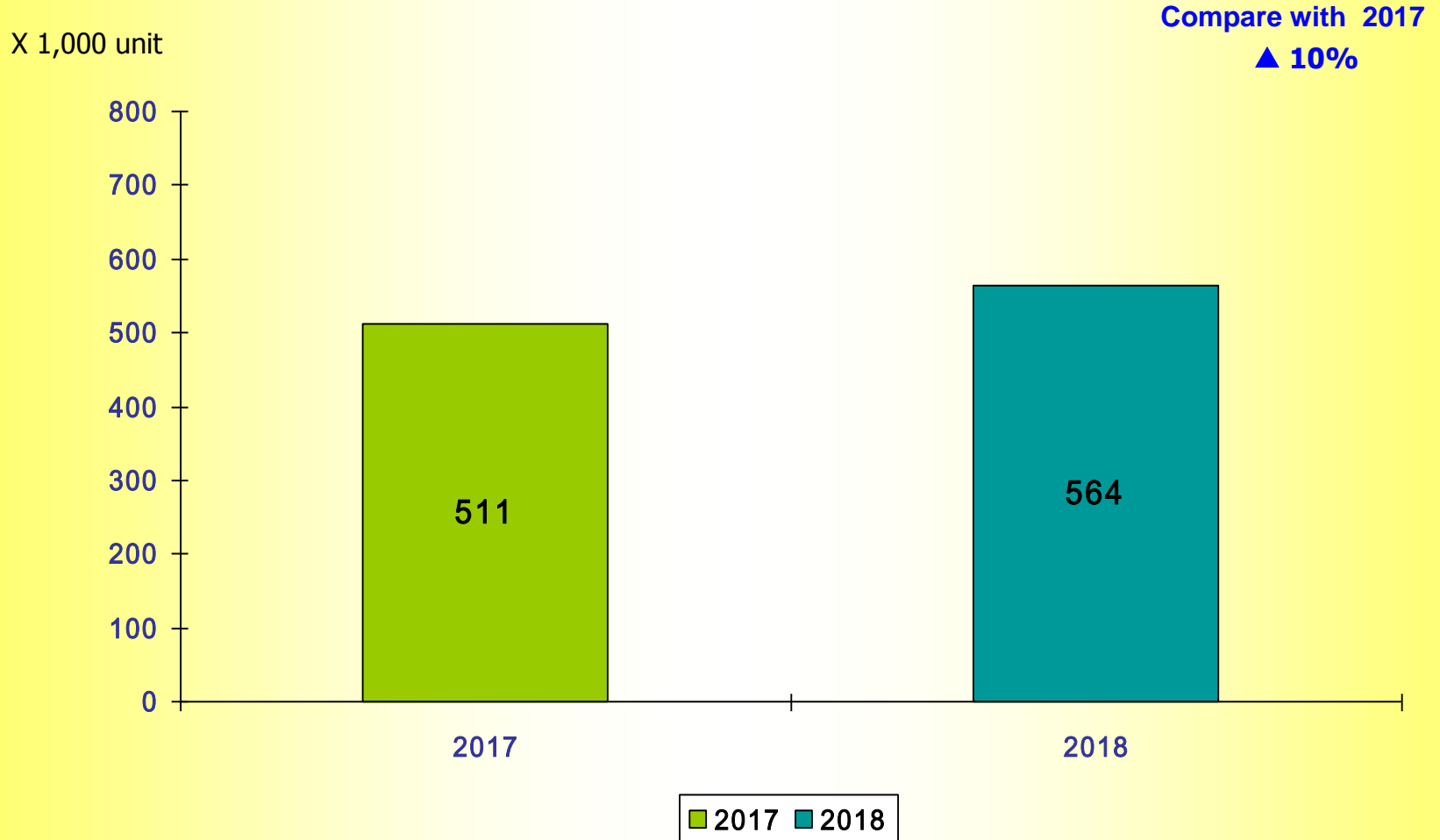
X 1,000 unit

Domestic Export



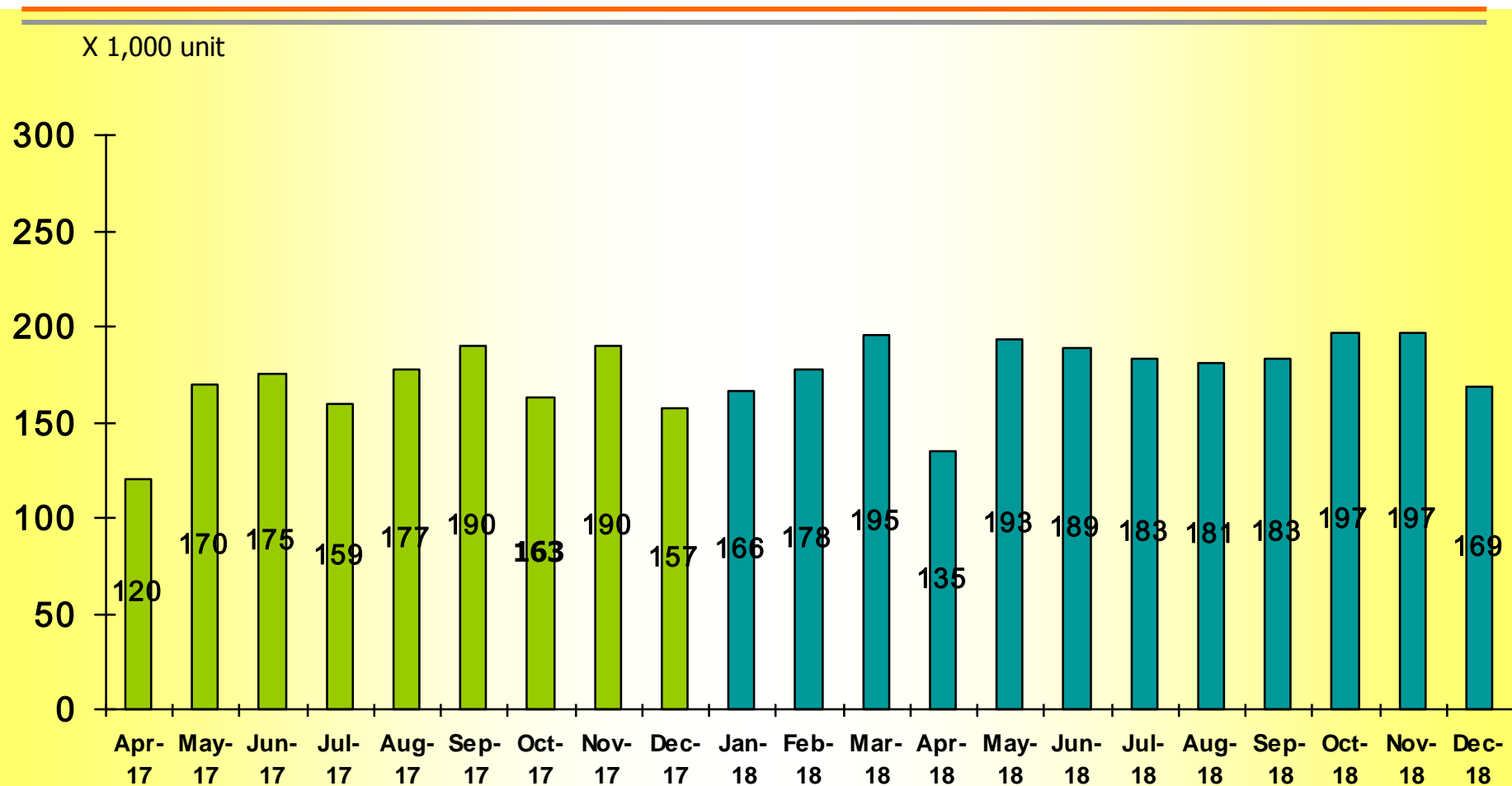
Source: The Federation of Thai Industries

4W Production (October – December 2018)



Source: The Federation of Thai Industries

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

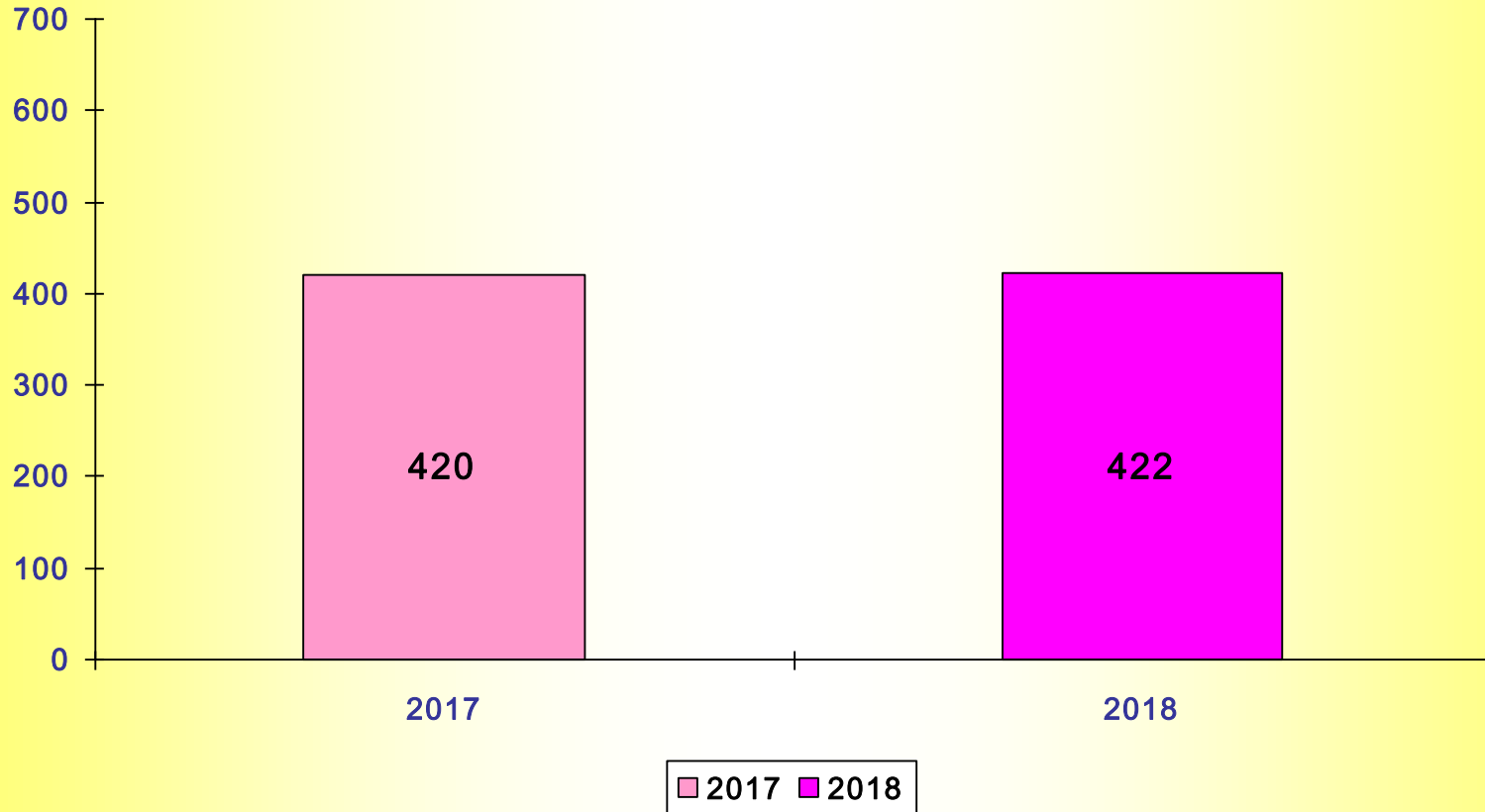


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2018)

X 1,000 unit

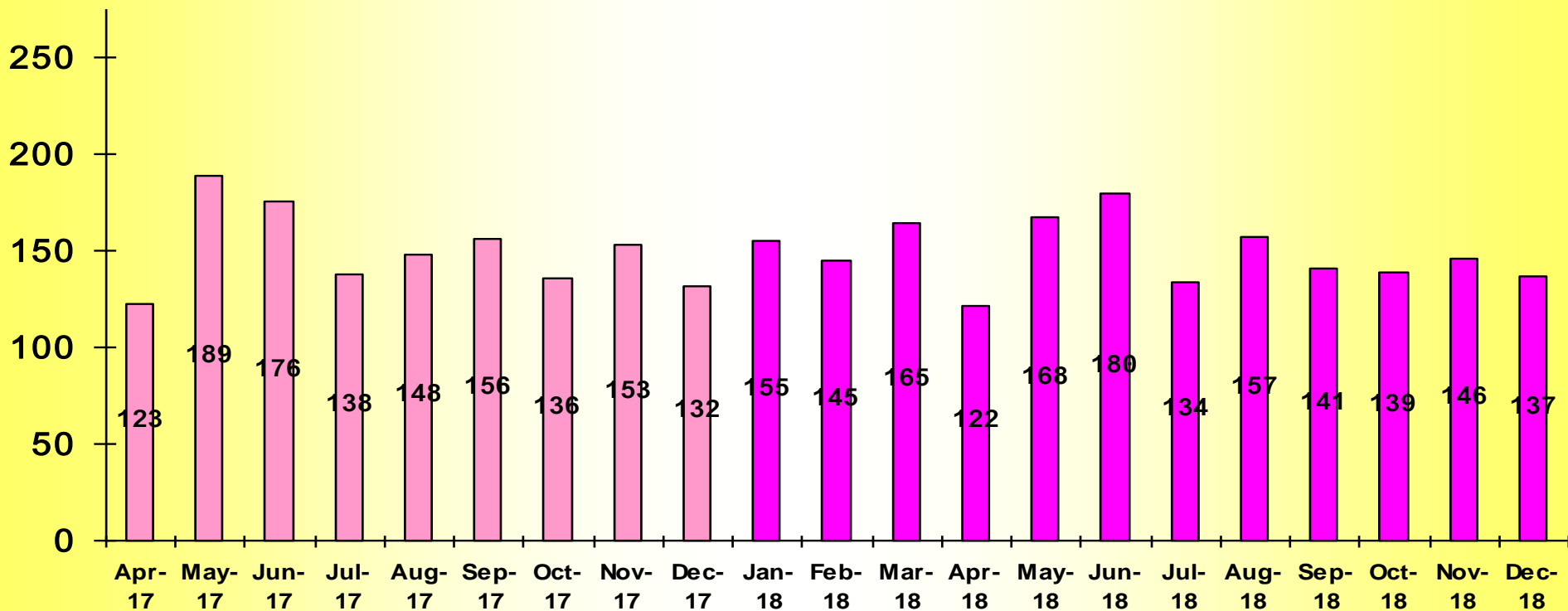
Compare with 2017
▲ 0.49%



Source: The Federation of Thai Industries

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

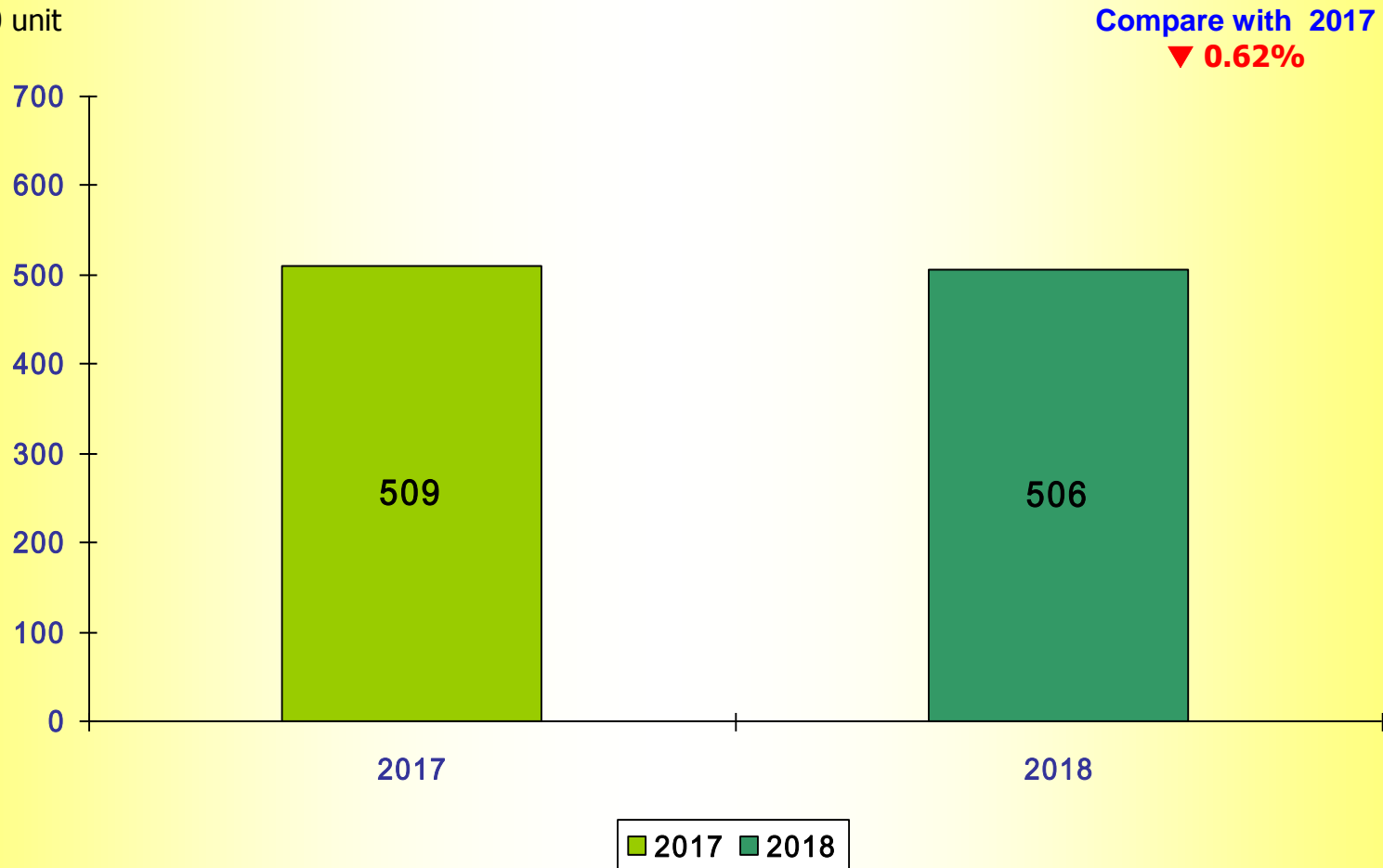
X 1,000 unit



Source: The Federation of Thai Industries

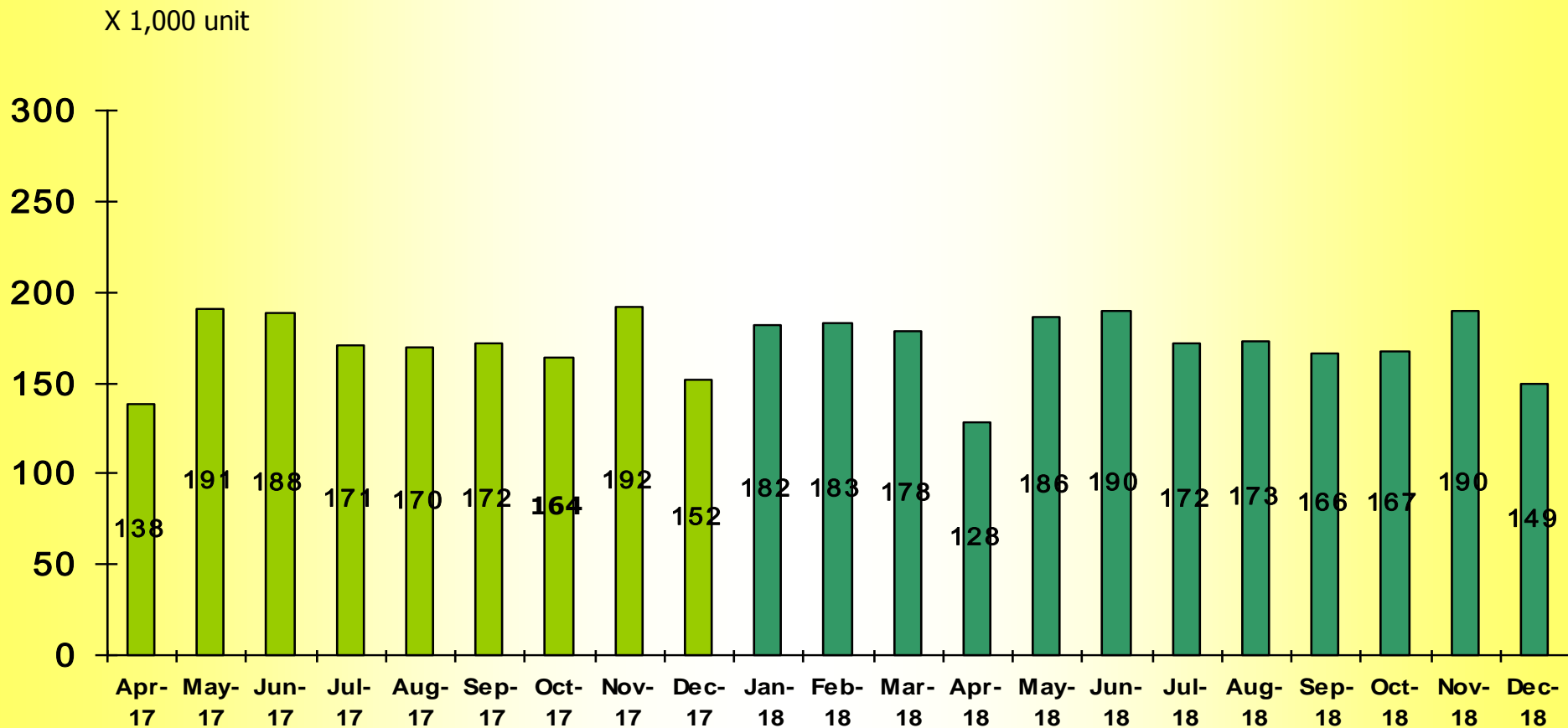
2W Production (October - December 2018)

X 1,000 unit



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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Statements of Financial Position

The Equity Method	31 December 2018 (MB)	31 March 2018 (MB)	Change (%)
Current Assets	9,066.78	9,290.06	(2.40)
Total Assets	18,149.68	16,938.77	7.15
Current Liabilities	2,311.67	2,066.18	11.88
Total Liabilities	2,703.08	2,407.39	12.28
Shareholders' Equity	15,446.60	14,531.38	6.30
Total Liabilities and Shareholders' Equity	18,149.68	16,938.77	7.15

The Three Month Period

Statement of Income

The Equity Method	31 December 2018 (MB)	31 December 2017 (MB)	Change (%)
Sales	3,948.79	3,392.98	16.38
Cost of sales	3,171.13	2,777.05	14.19
Gross Profit	777.66	615.93	26.26
Selling and Administrative expenses	243.27	227.48	6.94
Share of profit from investments in associates	89.65	73.25	22.39
Profit before income tax	674.40	516.28	30.63
Net profit for the period	549.52	425.88	29.03

Financial Statement – Statement of Income



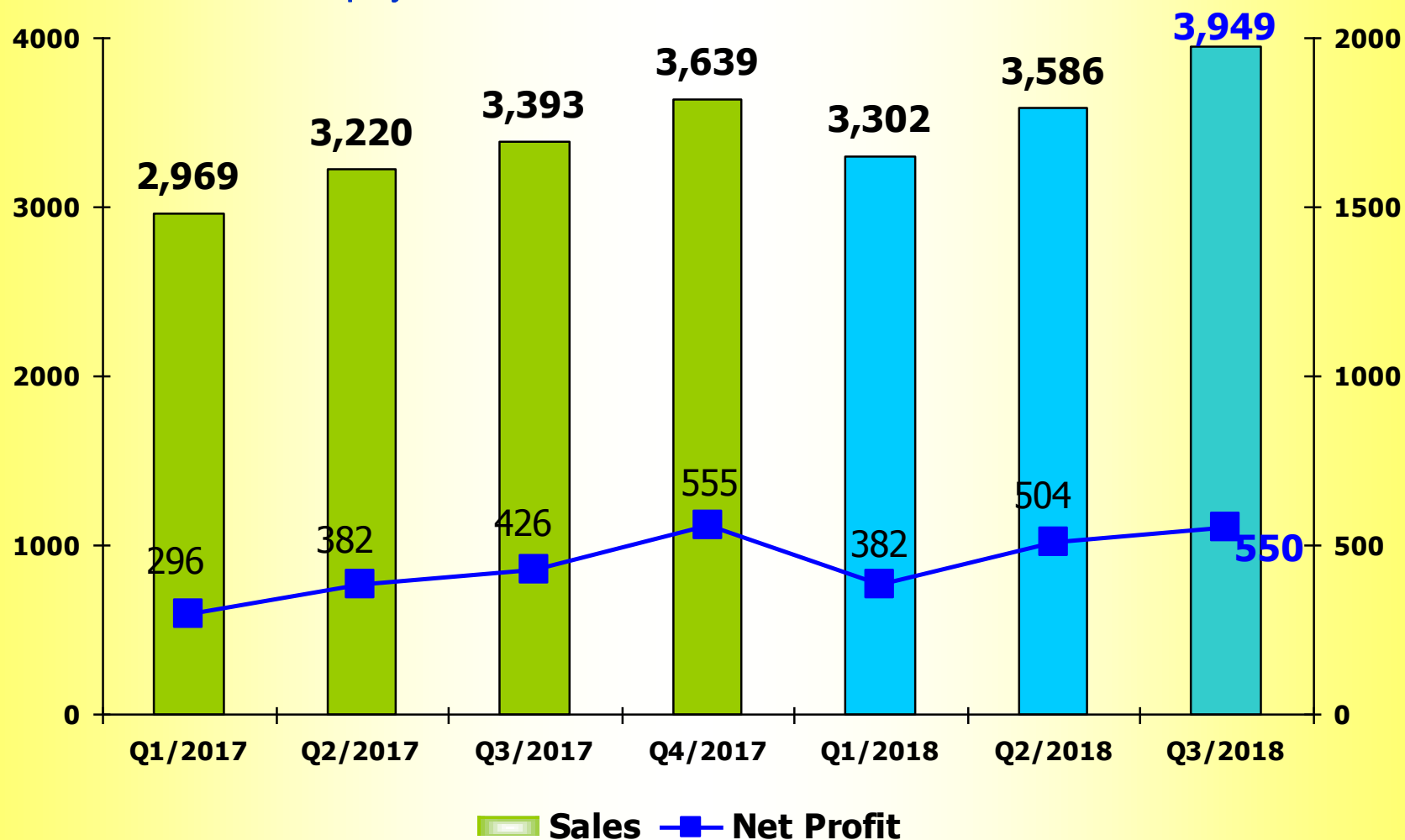
The Nine Month Period

The Equity Method	31 December 2018 (MB)	31 December 2017 (MB)	Change (%)
Sales	10,837.38	9,581.86	13.10
Cost of sales	8,835.92	7,931.11	11.41
Gross Profit	2,001.46	1,650.75	21.25
Selling and Administrative expenses	698.10	656.30	6.37
Share of profit from investments in associates	244.37	212.23	15.14
Profit before income tax	1,762.26	1,358.16	29.75
Net profit for the period	1,436.18	1,103.54	30.14

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	31 December 2018 (MB)	31 December 2017 (MB)
Net Cash received from Operating Activities	1,651.82	1,800.64
Net Cash received (used in) Investing Activities	(2,412.75)	(1,086.48)
Net cash used in financing activity	(536.37)	(383.12)
Net increase (decrease) cash / Cash equivalents	(1,297.30)	331.04
Cash / Cash equivalents at beginning of the period	2,012.03	1,085.63
Effects of Exchange rate changes	(0.30)	0.81
Cash / Cash equivalents at end of the period	714.44	1,417.48

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Tail Lamp



Head 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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