WELCOME

Q1/2019  Operation Result Meeting

Apichart Lee-issaranukul

August 8, 2019

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting
Agenda


2. The 1st Quarterly 2019 Financial Statement

3. New Product
4W Market Sale 2019 (April – June)
Domestic & Export

<table>
<thead>
<tr>
<th>Year</th>
<th>Domestic</th>
<th>Export</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>252</td>
<td>267</td>
</tr>
<tr>
<td>2019</td>
<td>260</td>
<td>260</td>
</tr>
</tbody>
</table>

Compare with 2018
- Domestic: + 3.2%
- Export: - 2.5%

Source: The Federation of Thai Industries
Market Trend

4W Market Sale (Domestic & Export) (April 2018 – June 2019)

Source: The Federation of Thai Industries
Market Trend

4W Production (April – June 2019)

X 1,000 unit

Source: The Federation of Thai Industries

Compare with 2018 - 2.4 %
4W Production (By Month)
(April 2018 – June 2019)

Source: The Federation of Thai Industries
Market Trend

2W Sales - Domestic (April – June 2019)

Source: The Federation of Thai Industries

Compare with 2018 - 8%
Market Trend

2W Sale (By Month)
April 2018 – June 2019

Source: The Federation of Thai Industries
Market Trend

2W Production (April – June 2019)

X 1,000 unit

Compare with 2018
- 8 %

Source: The Federation of Thai Industries
2W Production (By Month)
April 2018 – June 2019

X 1,000 unit

Source: The Federation of Thai Industries
Agenda


2. The 1st Quarterly 2019 Financial Statement

3. New Product
## Statement of Financial Position

<table>
<thead>
<tr>
<th>The Equity Method</th>
<th>30 June 2019 (MB)</th>
<th>31 Mar 2019 (MB)</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td>8,458.31</td>
<td>9,033.80</td>
<td>(6.37)</td>
</tr>
<tr>
<td><strong>Non current assets</strong></td>
<td>10,883.10</td>
<td>10,220.70</td>
<td>6.48</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>19,341.41</td>
<td>19,254.50</td>
<td>0.45</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td>2,618.64</td>
<td>2,883.11</td>
<td>(9.17)</td>
</tr>
<tr>
<td><strong>Non Current liabilities</strong></td>
<td>464.03</td>
<td>404.84</td>
<td>14.62</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>3,082.67</td>
<td>3,287.94</td>
<td>(6.24)</td>
</tr>
<tr>
<td><strong>Shareholders’ Equity</strong></td>
<td>16,258.74</td>
<td>15,966.56</td>
<td>1.83</td>
</tr>
<tr>
<td><strong>Total Liabilities and Shareholders’ Equity</strong></td>
<td>19,341.41</td>
<td>19,254.50</td>
<td>0.45</td>
</tr>
<tr>
<td>The Equity Method</td>
<td>30 June 2019 MB</td>
<td>30 June 2018 MB</td>
<td>Change %</td>
</tr>
<tr>
<td>-------------------------------------------------------</td>
<td>-----------------</td>
<td>-----------------</td>
<td>----------</td>
</tr>
<tr>
<td>Sales</td>
<td>3,418.67</td>
<td>3,302.33</td>
<td>3.52</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>2,892.99</td>
<td>2,726.23</td>
<td>6.12</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>525.68</td>
<td>576.10</td>
<td>-8.75</td>
</tr>
<tr>
<td>Selling and Administrative expenses</td>
<td>245.65</td>
<td>221.31</td>
<td>11.00</td>
</tr>
<tr>
<td>Share of profit from investments in associates</td>
<td>79.48</td>
<td>71.56</td>
<td>11.07</td>
</tr>
<tr>
<td>Profit before income tax</td>
<td>413.29</td>
<td>474.29</td>
<td>-12.86</td>
</tr>
<tr>
<td>Net profit for the period</td>
<td>334.05</td>
<td>381.98</td>
<td>-2.55</td>
</tr>
</tbody>
</table>
The 1st Quarterly 2019 Financial Statement

Analysis by Quarterly

Unit: MB

The Equity Method

The chart shows the sales and net profit for each quarter from Q1/2018 to Q1/2019. The sales values are plotted as green bars, while the net profit values are plotted as blue squares. The sales values are consistently higher than the net profit values across all quarters. The highest sales value is in Q3/2018 at 3,949, while the lowest sales value is in Q1/2019 at 3,419. The net profit values range from 334 in Q1/2019 to 0 in Q2/2018. The trend indicates a decrease in net profit from Q2/2018 to Q1/2019.

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED
## Statement of Cash Flows

The Equity Method

<table>
<thead>
<tr>
<th></th>
<th>30 June 2019 (MB)</th>
<th>31 June 2018 (MB)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Cash received from Operating Activities</td>
<td>668.09</td>
<td>766.86</td>
</tr>
<tr>
<td>Net Cash received from (used in) Investing Activities</td>
<td>(191.02)</td>
<td>(1,554.27)</td>
</tr>
<tr>
<td>Net increase (decrease) in cash and Cash equivalents</td>
<td>477.08</td>
<td>(87.41)</td>
</tr>
<tr>
<td>Cash and Cash equivalents at beginning of the period</td>
<td>1,672.00</td>
<td>2,012.03</td>
</tr>
<tr>
<td>Effects of Exchange rate changes</td>
<td>2.57</td>
<td>6.08</td>
</tr>
<tr>
<td>Cash / Cash equivalents at end of the period</td>
<td>2,146.50</td>
<td>1,230.71</td>
</tr>
</tbody>
</table>
Agenda


2. The 1st Quarterly 2019 Financial Statement

3. New Product
New Products

HONDA – All New Accord

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED
Disclaimer

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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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