

# WELCOME

## Q3/2019 Operation Result Meeting

**Apichart Lee-issaranukul**

**February 6, 2020**

**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

*The completely integrated manufacturer of world class automotive lighting*

# Agenda

- 1. Automotive Market Data – 2019  
(October – December)**
- 2. The 3<sup>rd</sup> Quarterly 2019 Financial Statement**
- 3. New Product**

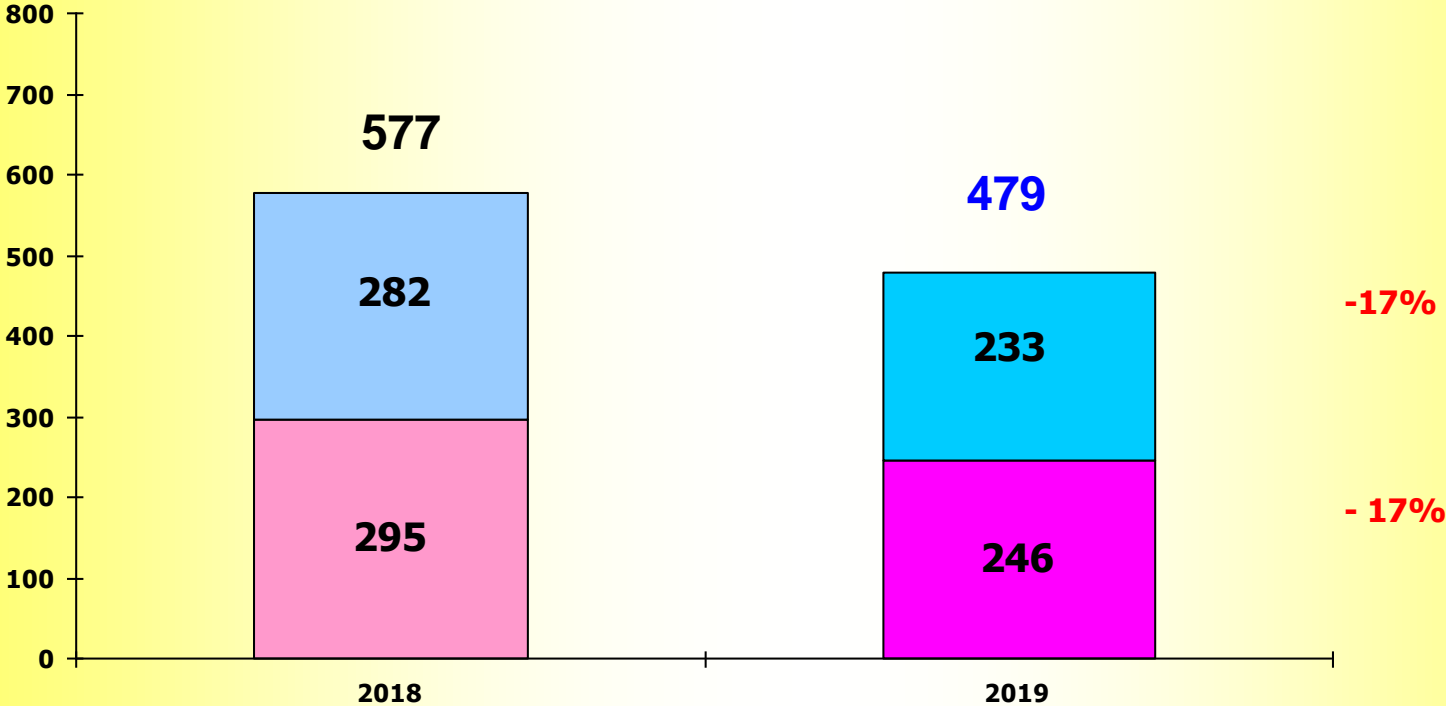
# 4W Market Sale 2019 ( October – December ) Domestic & Export

X 1,000 unit

Compare with 2018

■ Domestic ■ Export

- 17/%

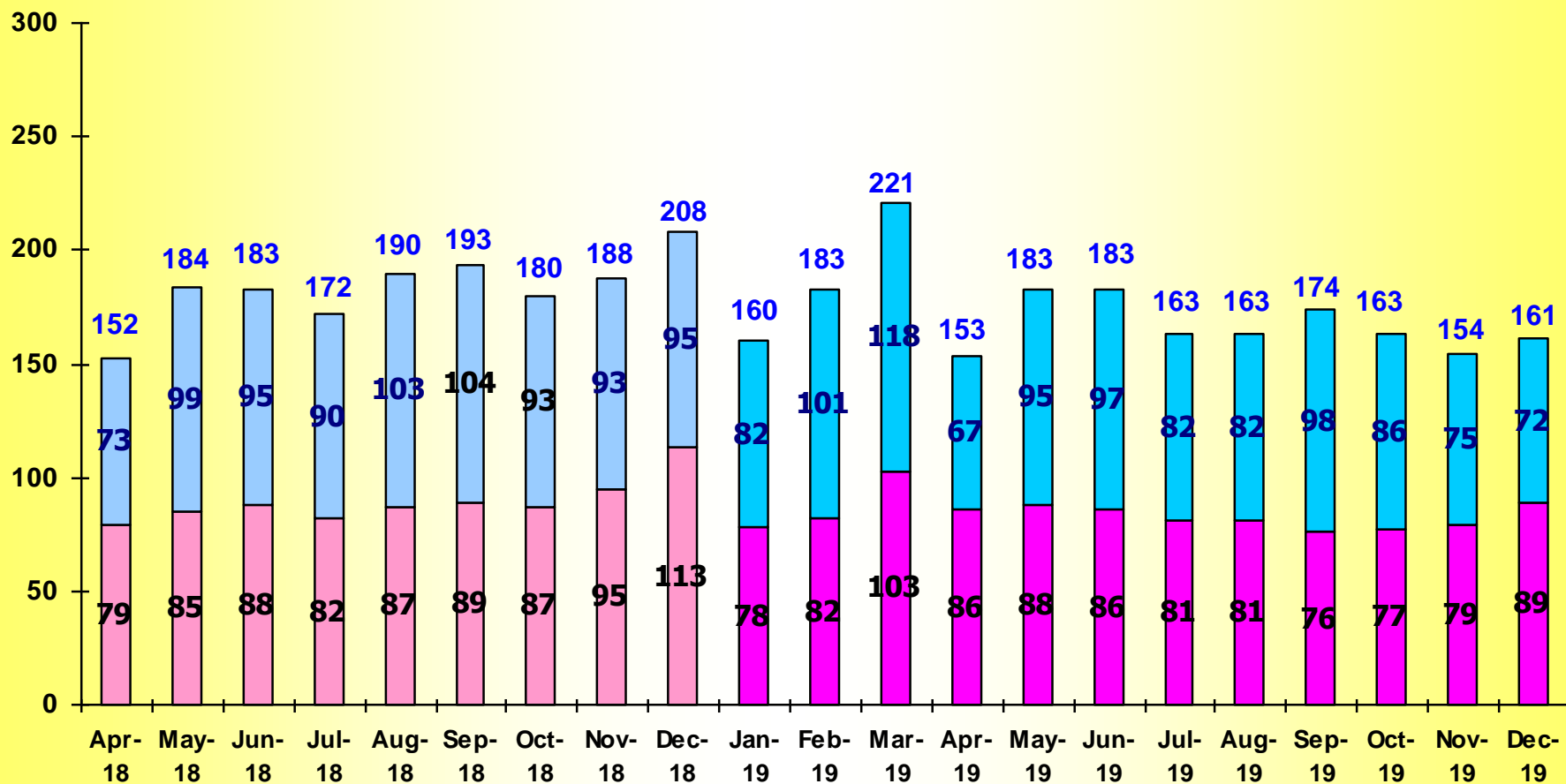


Source: The Federation of Thai Industries

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

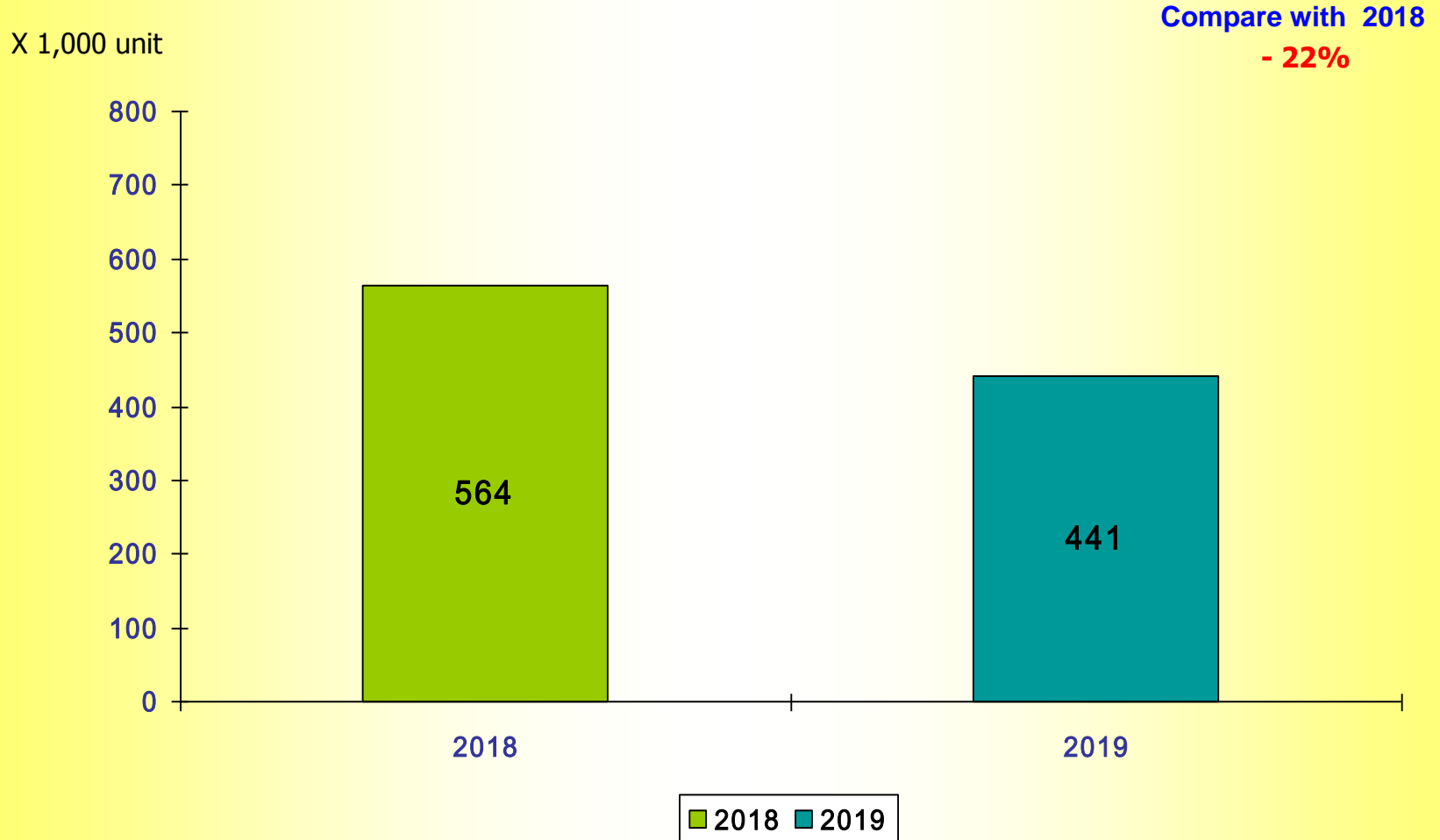
X 1,000 unit

Domestic Export



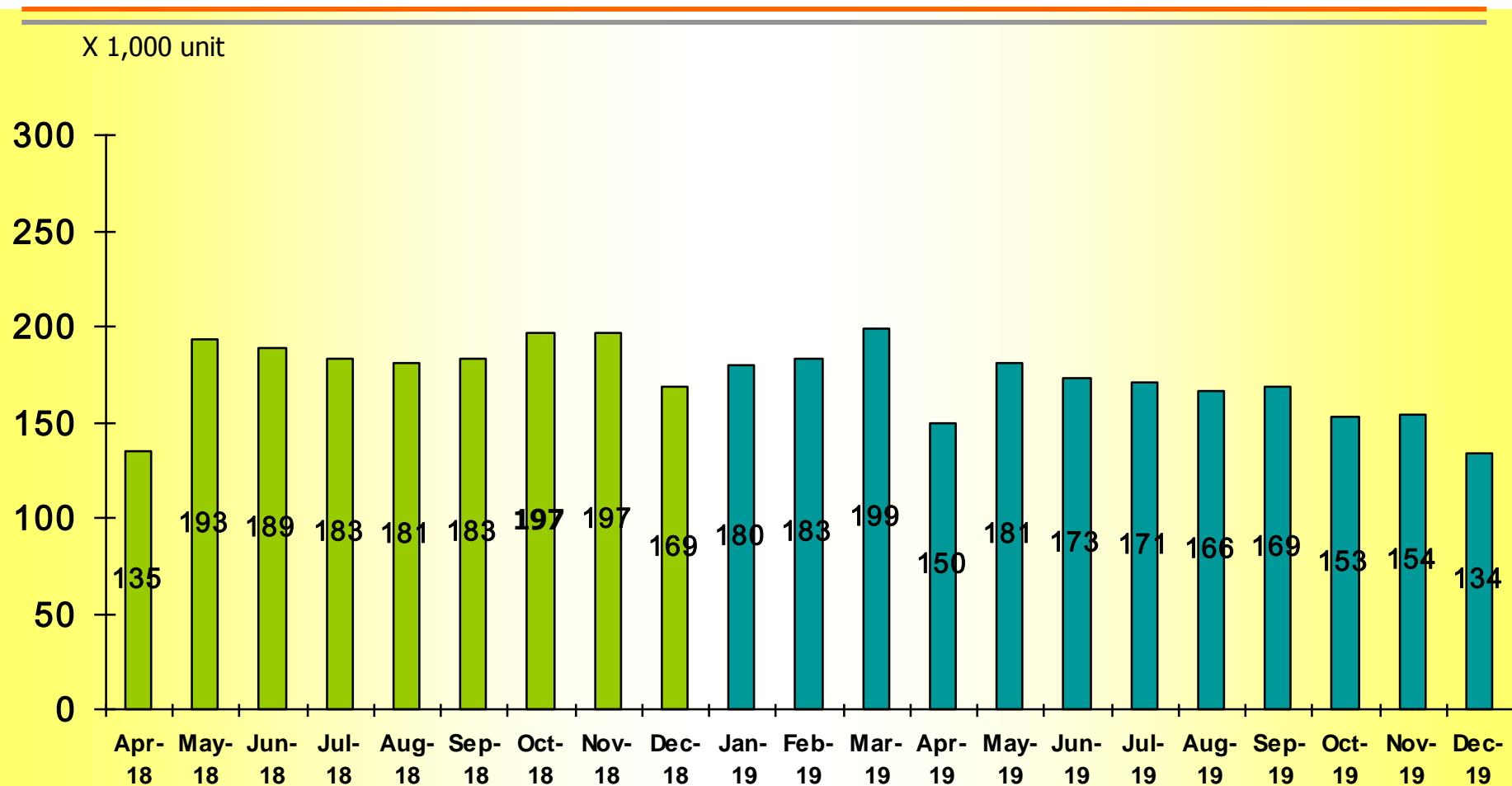
Source: The Federation of Thai Industries

## 4W Production (October – December 2019)



Source: The Federation of Thai Industries

## 4W Production ( By Month ) (April 2018 – December 2019)

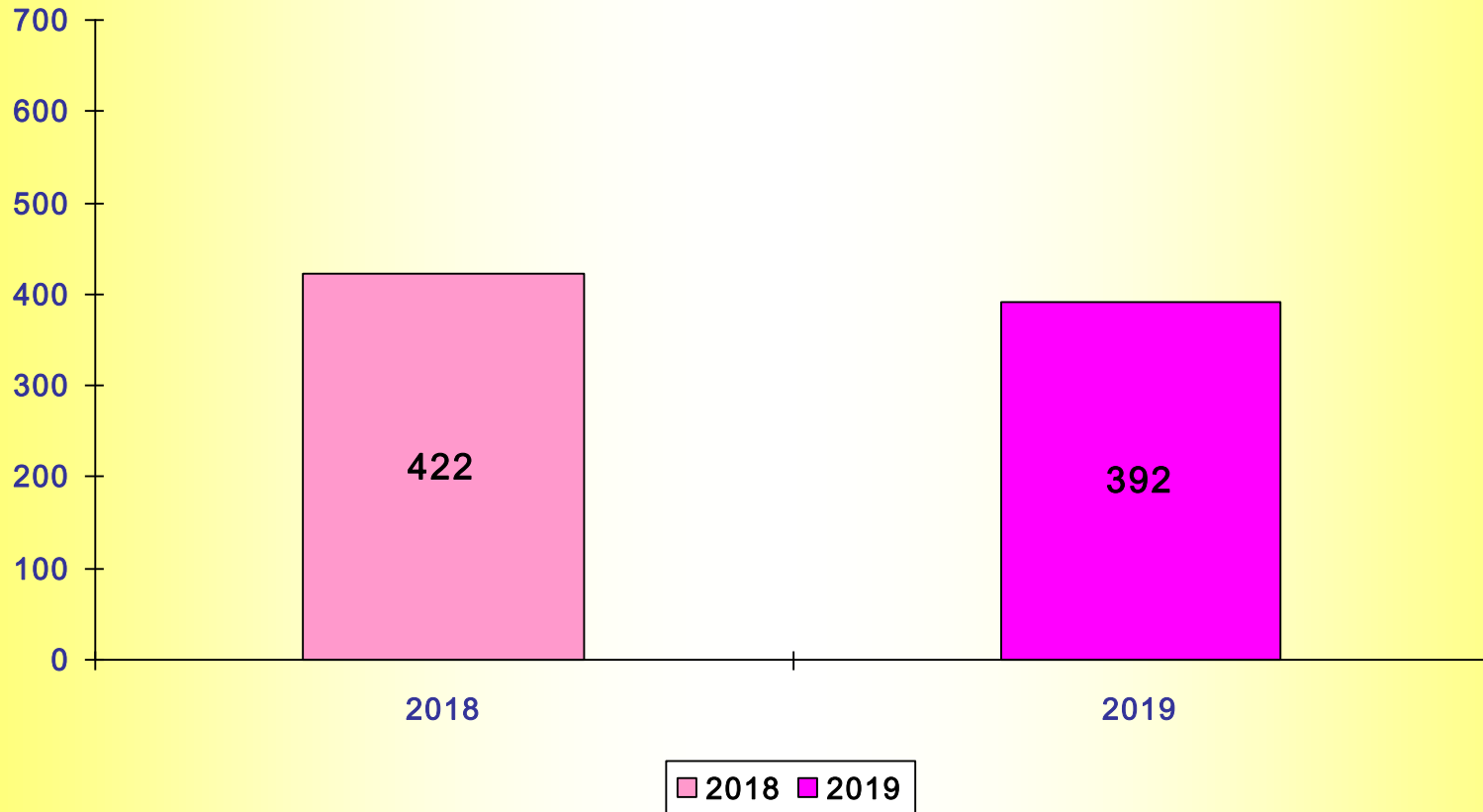


Source: The Federation of Thai Industries

## 2W Sales - Domestic (October – December 2019)

X 1,000 unit

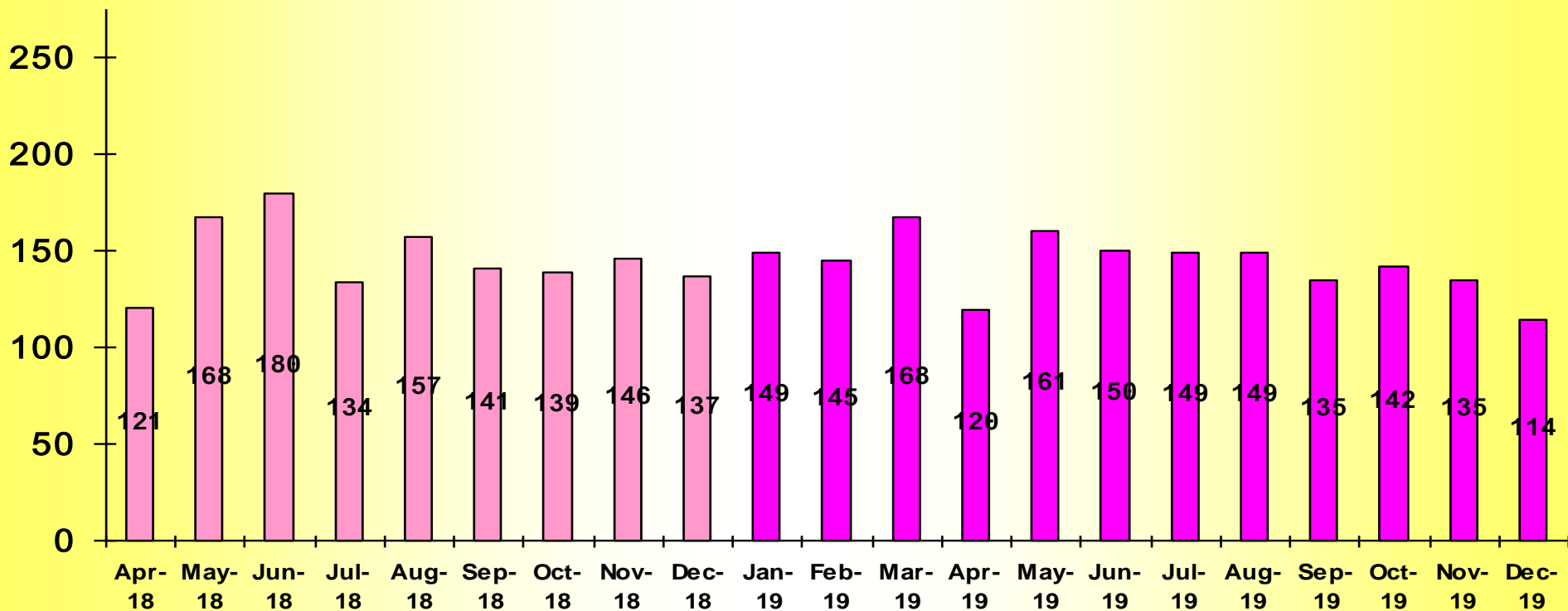
Compare with 2018  
- 7%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2018 – December 2019

X 1,000 unit

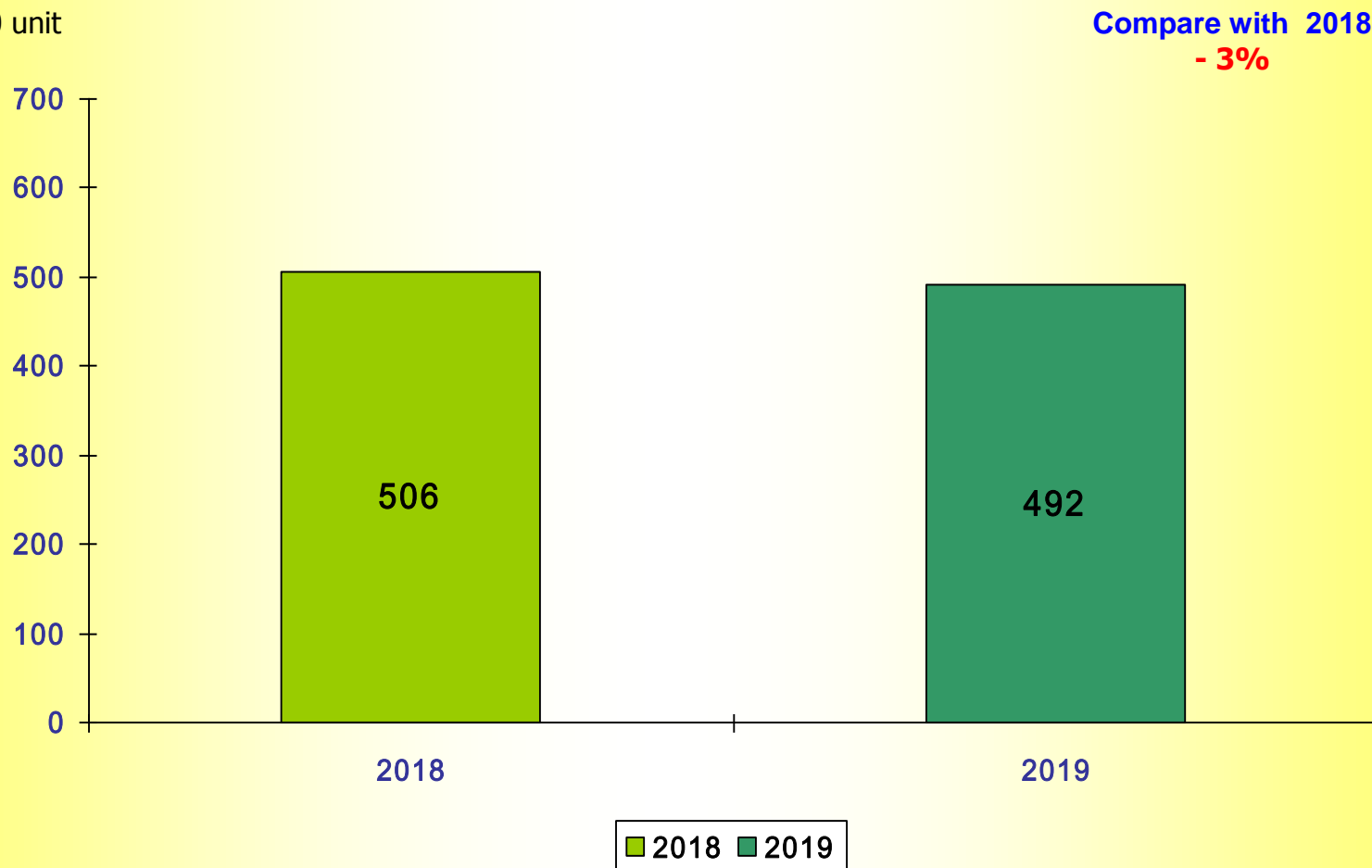


Source: The Federation of Thai Industries



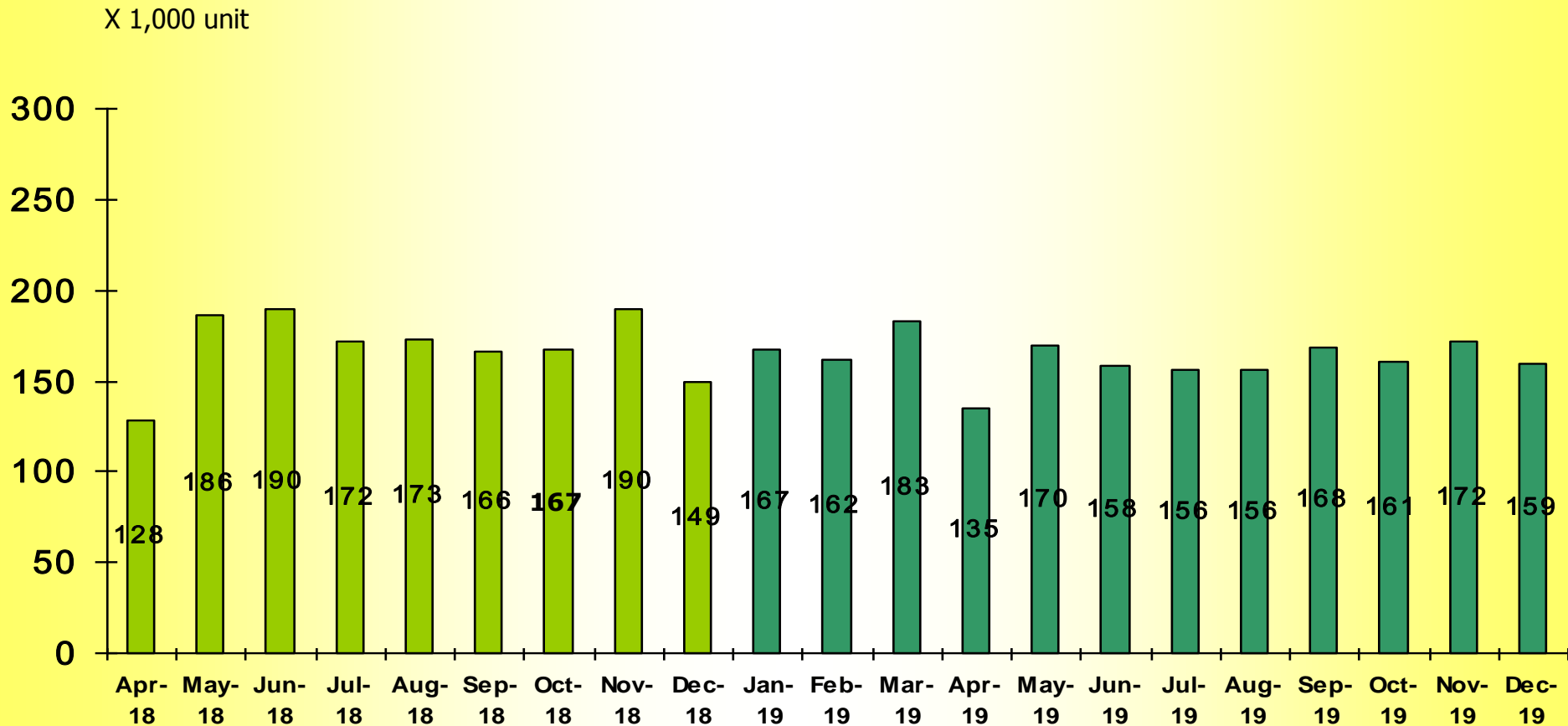
## 2W Production (October - December 2019)

X 1,000 unit



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2018 – December 2019



Source: The Federation of Thai Industries

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## Statements of Financial Position

The Equity Method	31 December 2019 ( MB )	31 March 2019 ( MB )	Change ( % )
Current Assets	7,500.81	9,033.80	(16.97)
Total Assets	19,229.80	19,254.50	(0.13)
Current Liabilities	2,054.69	2,883.11	(28.73)
Total Liabilities	2,588.14	3,287.94	(21.28)
Shareholders' Equity	16,641.65	15,966.56	4.23
Total Liabilities and Shareholders' Equity	19,229.80	19,254.50	(0.13)

The Three Month Period
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## Statement of Income

The Equity Method	31 December 2019 ( MB )	31 December 2018 ( MB )	Change ( % )
Sales	3,705.78	3,948.79	6.15)
Cost of sales	3,044.12	3,171.14	4.01)
Gross Profit	661.66	777.66	14.92)
Selling and Administrative expenses	235.18	243.27	3.33)
Share of profit from investments in associates	84.70	89.65	5.52)
Profit before income tax	558.82	674.40	17.14)
Net profit for the period	461.69	549.52	15.98)

# Financial Statement – Statement of Income



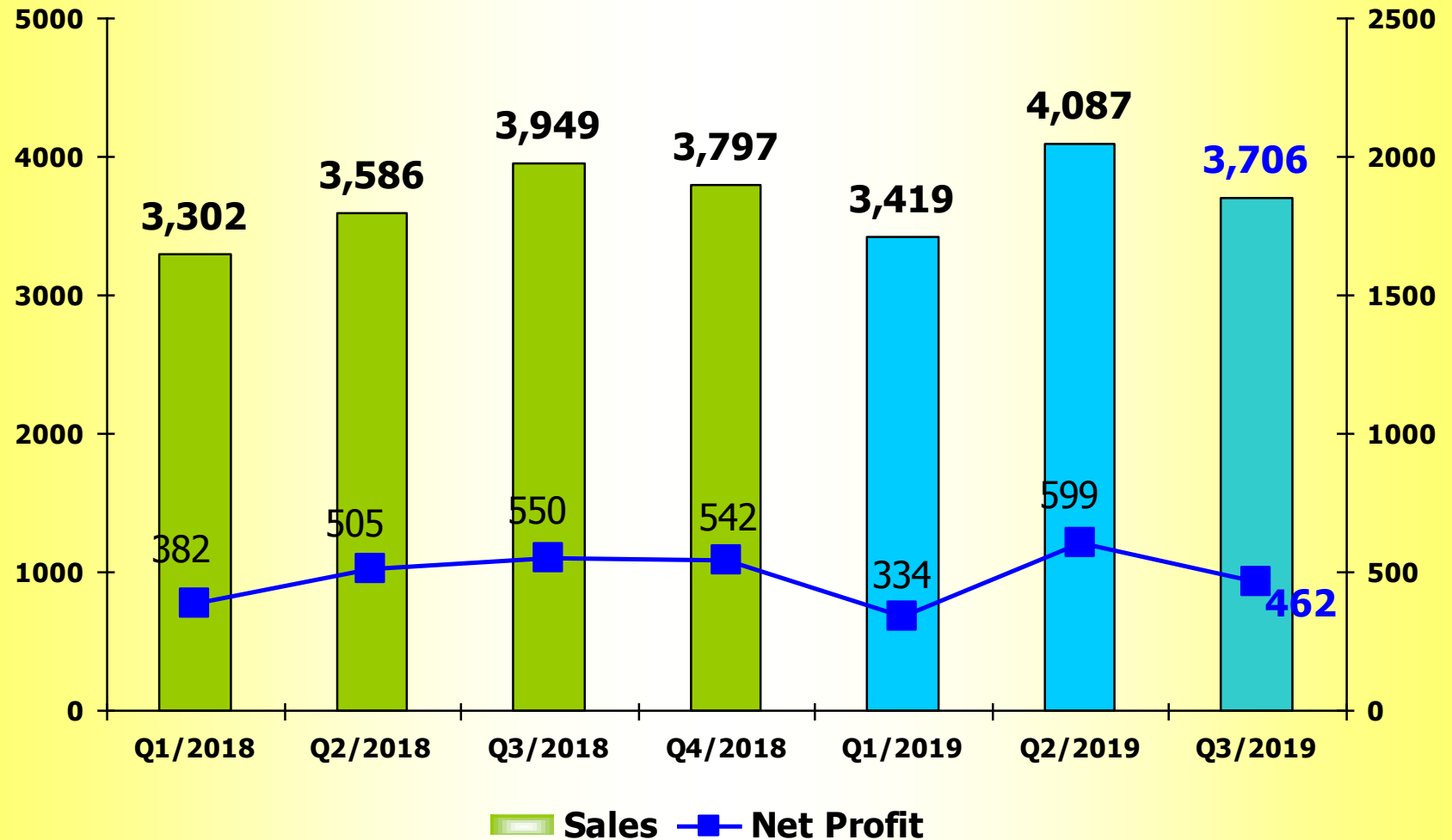
The Nine Month Period

The Equity Method	31 December 2019 ( MB )	31 December 2018 ( MB )	Change ( % )
Sales	11,211.02	10,837.38	3.45
Cost of sales	9,273.02	8,835.92	4.95
Gross Profit	1,938.00	2,001.46	<del>3.17</del>
Selling and Administrative expenses	724.32	698.10	3.76
Share of profit from investments in associates	231.81	244.37	<del>5.14</del>
Profit before income tax	1,679.29	1,762.26	<del>4.71</del>
Net profit for the period	1,395.22	1,436.18	<del>2.85</del>

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	31 December 2019 ( MB )	31 December 2018 ( MB )
Net Cash received from Operating Activities	1,885.92	1,651.82
Net Cash received ( used in ) Investing Activities	1,658.66)	2,412.75)
Net cash used in financing activity	631.62)	536.37)
Net increase ( decrease ) cash / Cash equivalents	404.35)	1,297.30)
Cash / Cash equivalents at beginning of the period	1,672.00	2,012.03
Effects of Exchange rate changes	0.33	0.30
Cash / Cash equivalents at end of the period	1,267.97	714.44



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**Head Combination  
Lamp**



**Head Combination  
Lamp**



**Head Combination  
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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