

WELCOME

Q2/2020 Operation Result Meeting

Apichart Lee-issaranukul

November 2, 2020

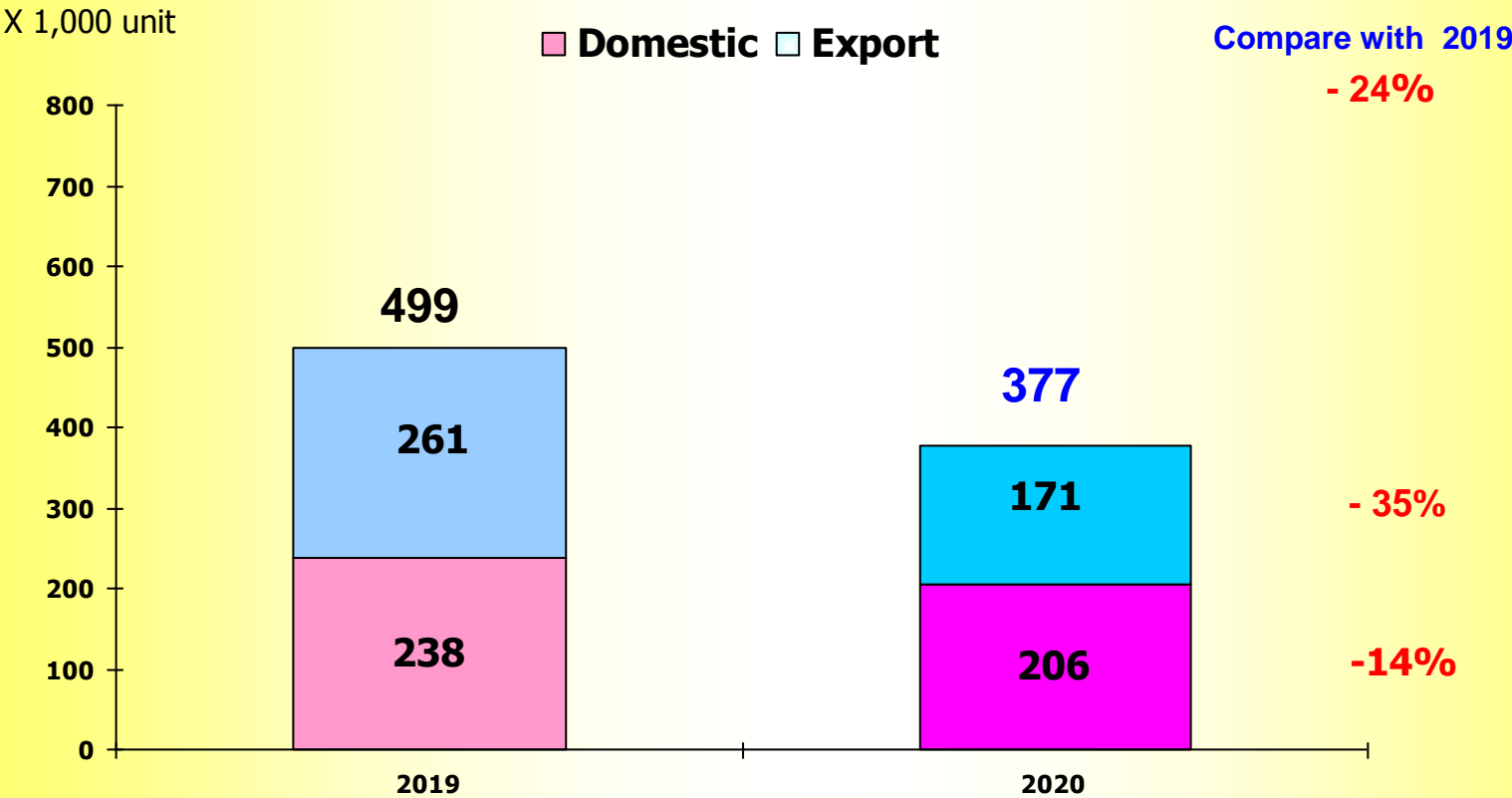
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2020 (July – September)**
- 2. The 2nd Quarterly 2020 Financial Statement**
- 3. New Product**

4W Market Sale 2020 (July – September) Domestic & Export

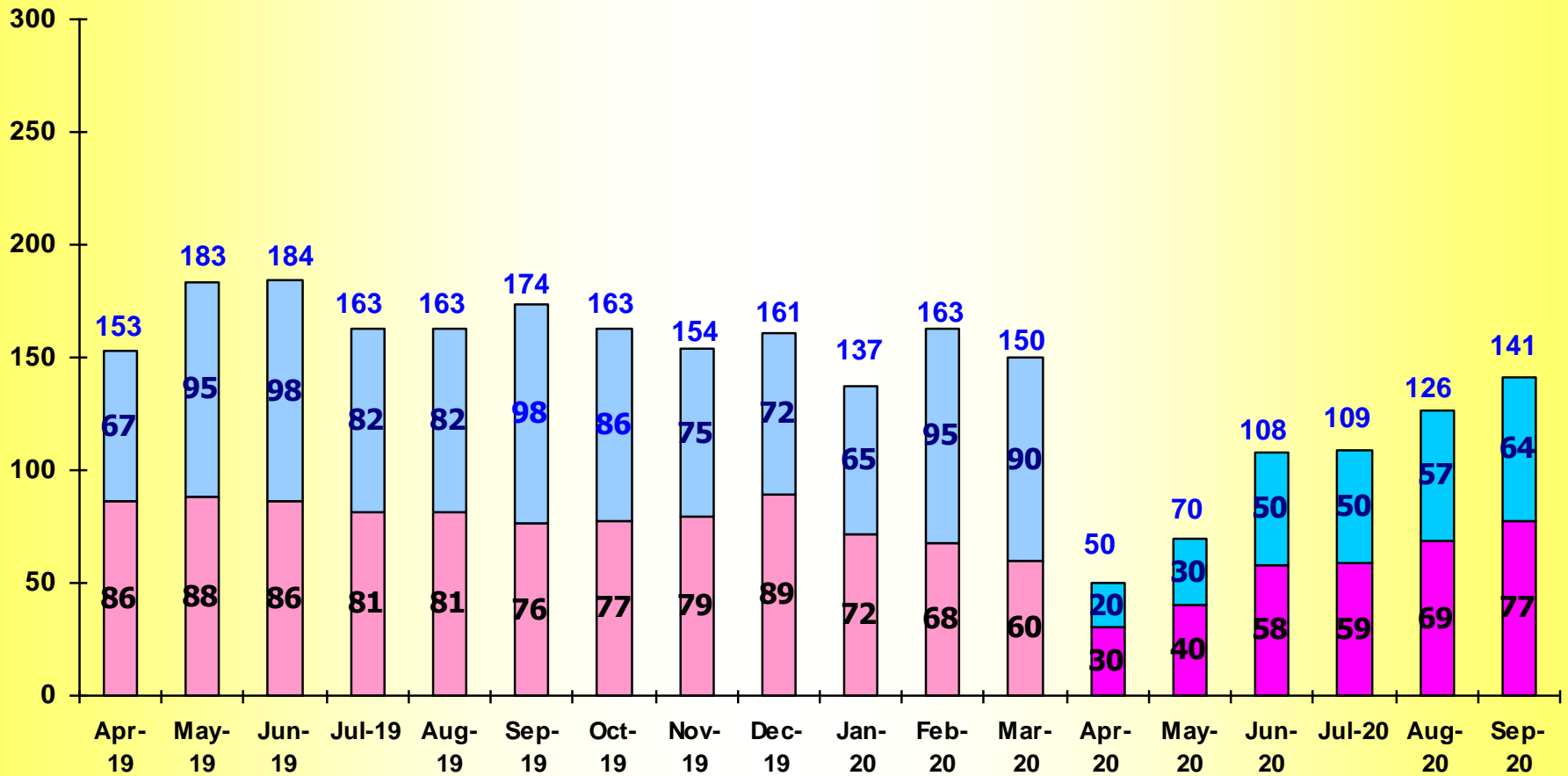


Source: The Federation of Thai Industries

4W (Motorcar) Market Sale (Domestic & Export) (April 2019 – September 2020)

X 1,000 unit

Domestic Export

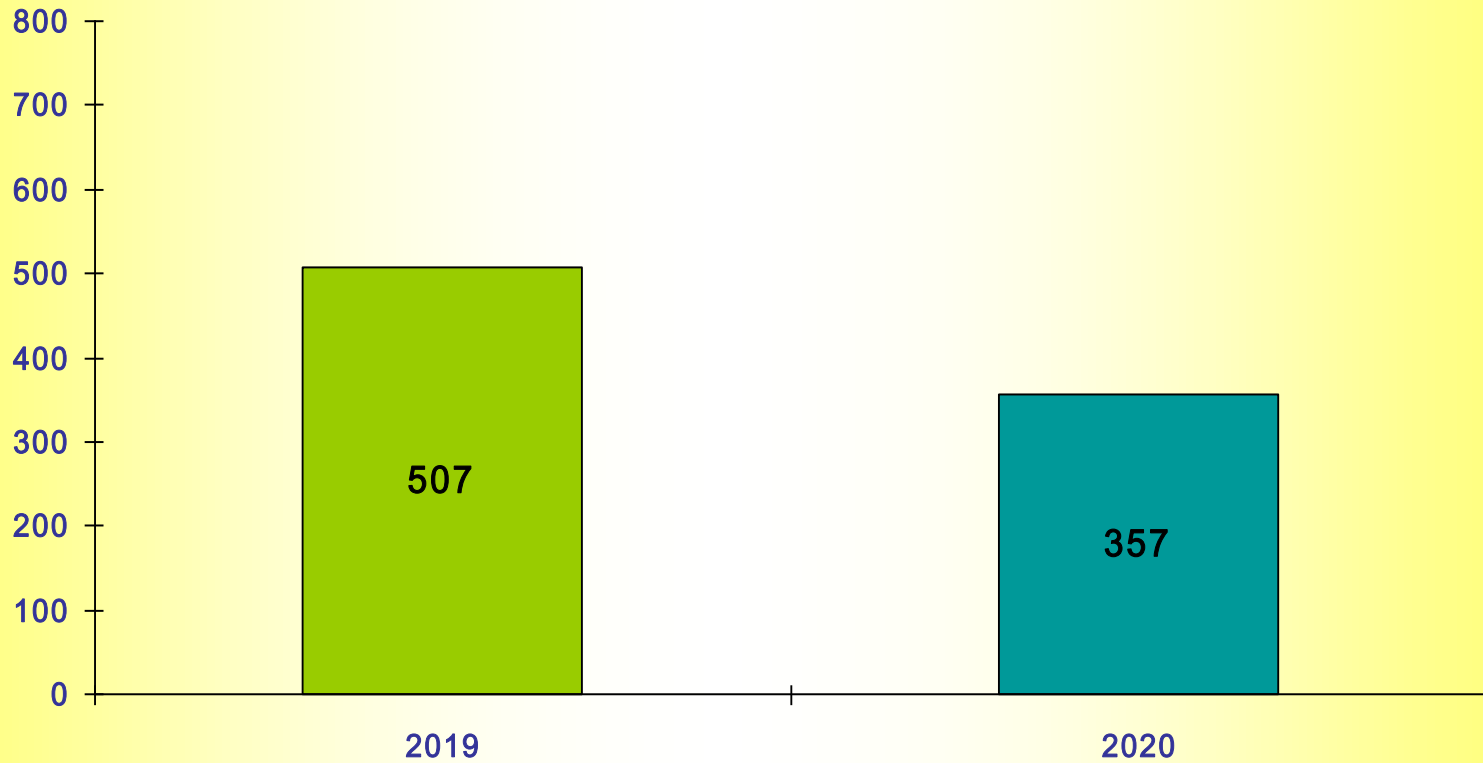


Source: The Federation of Thai Industries

4W Production (July – September 2020)

X 1,000 unit

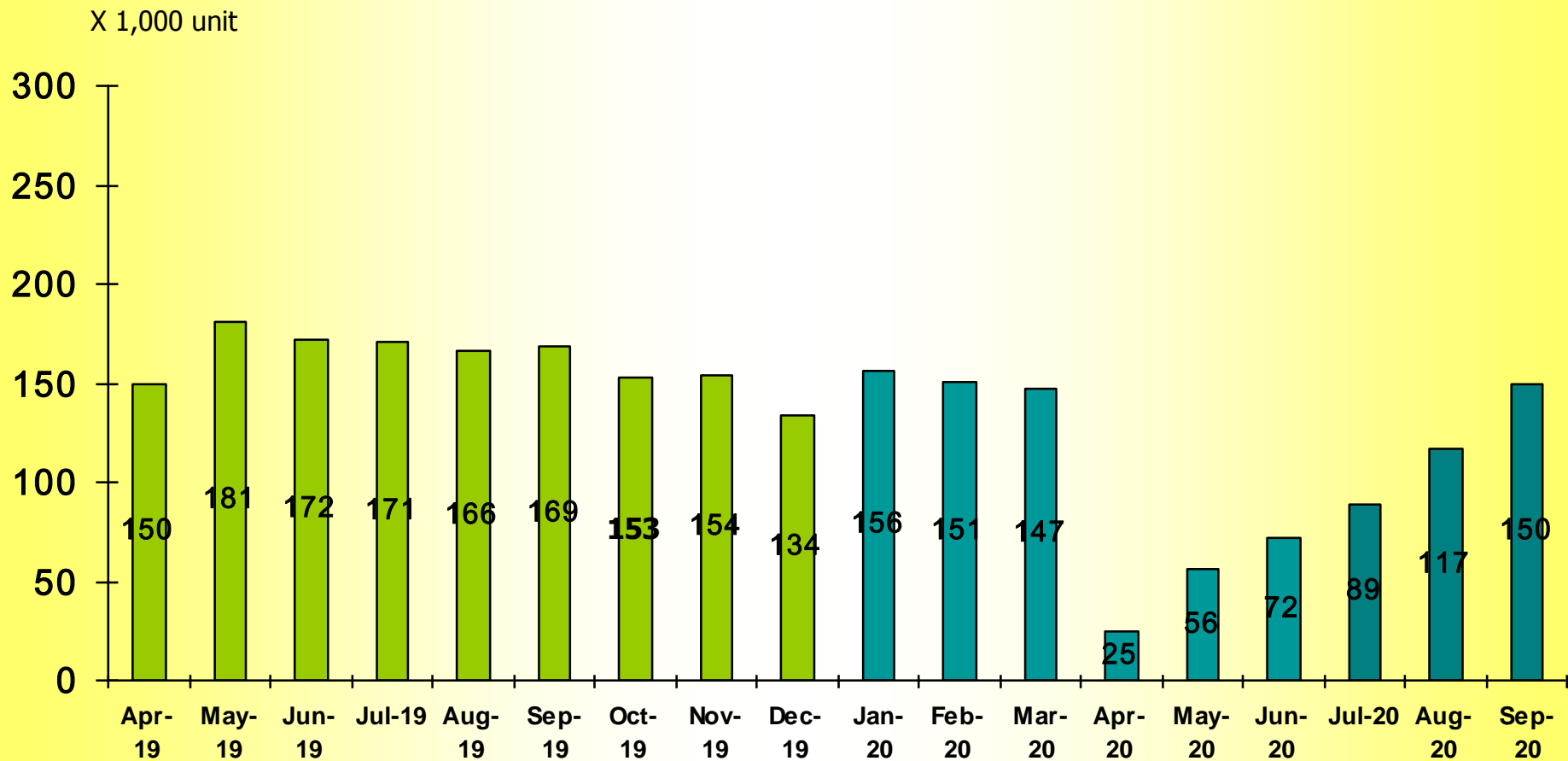
Compare with 2019
- 30%



Source: The Federation of Thai Industries

■ 2019 ■ 2020

4W (Motorcar) Production (By Month) (April 2019 – September 2020)

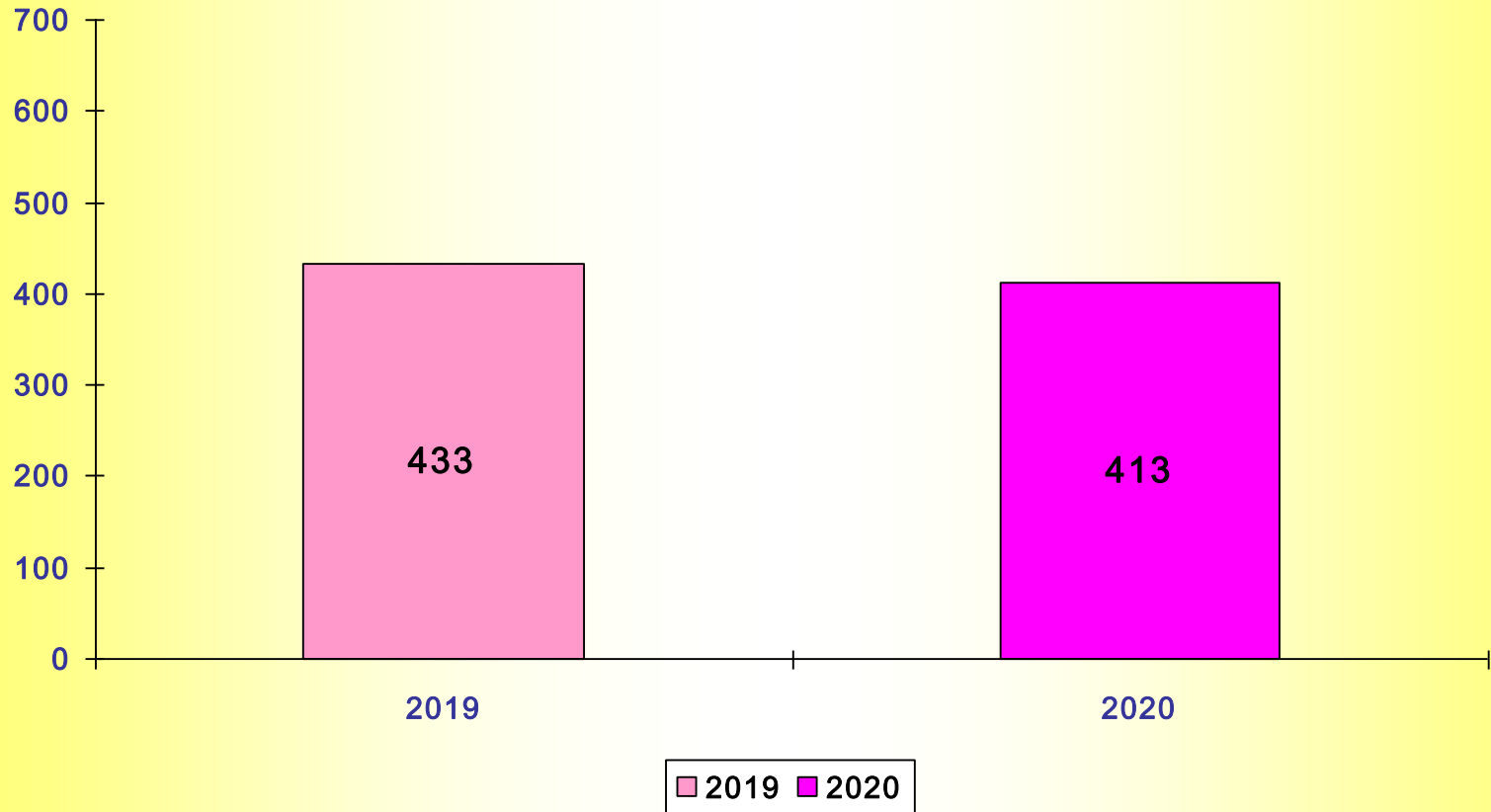


Source: The Federation of Thai Industries

2W Sales - Domestic (July – September 2020)

X 1,000 unit

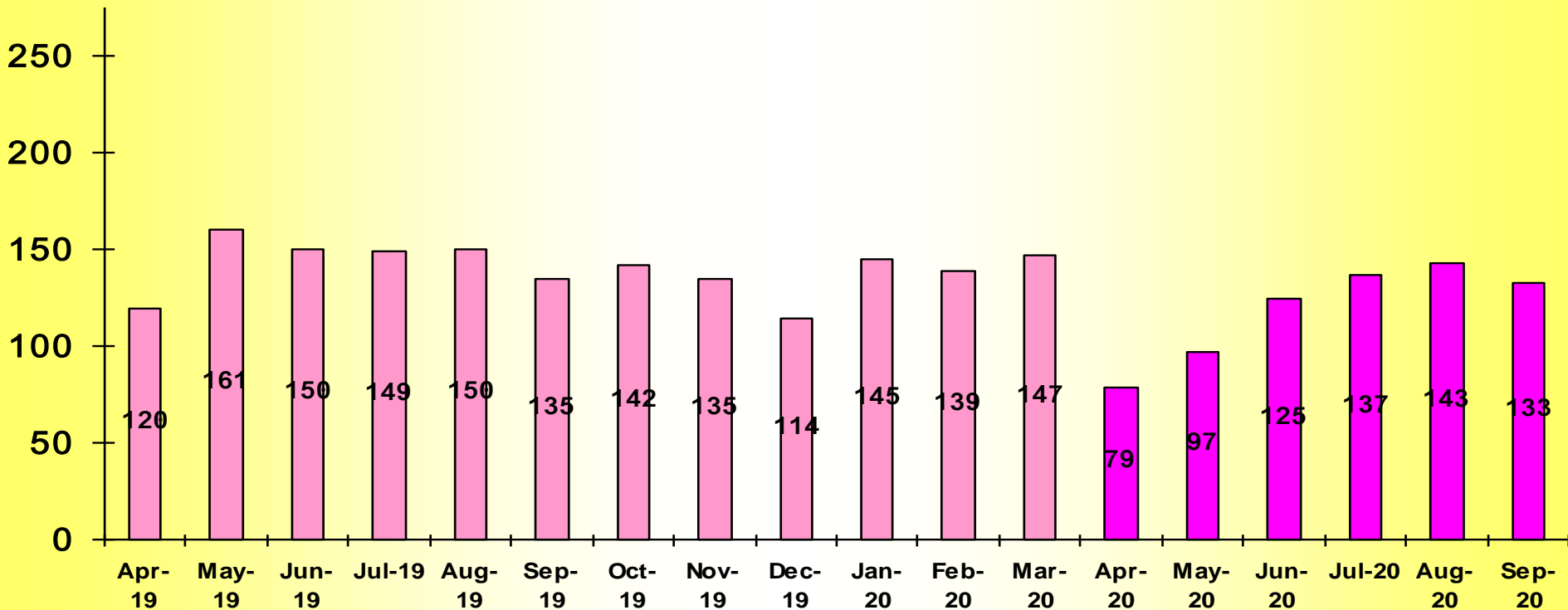
Compare with 2019
- 4%



Source: The Federation of Thai Industries

2W (Motorcycle) Sale (By Month) April 2019 – June 2020

X 1,000 unit



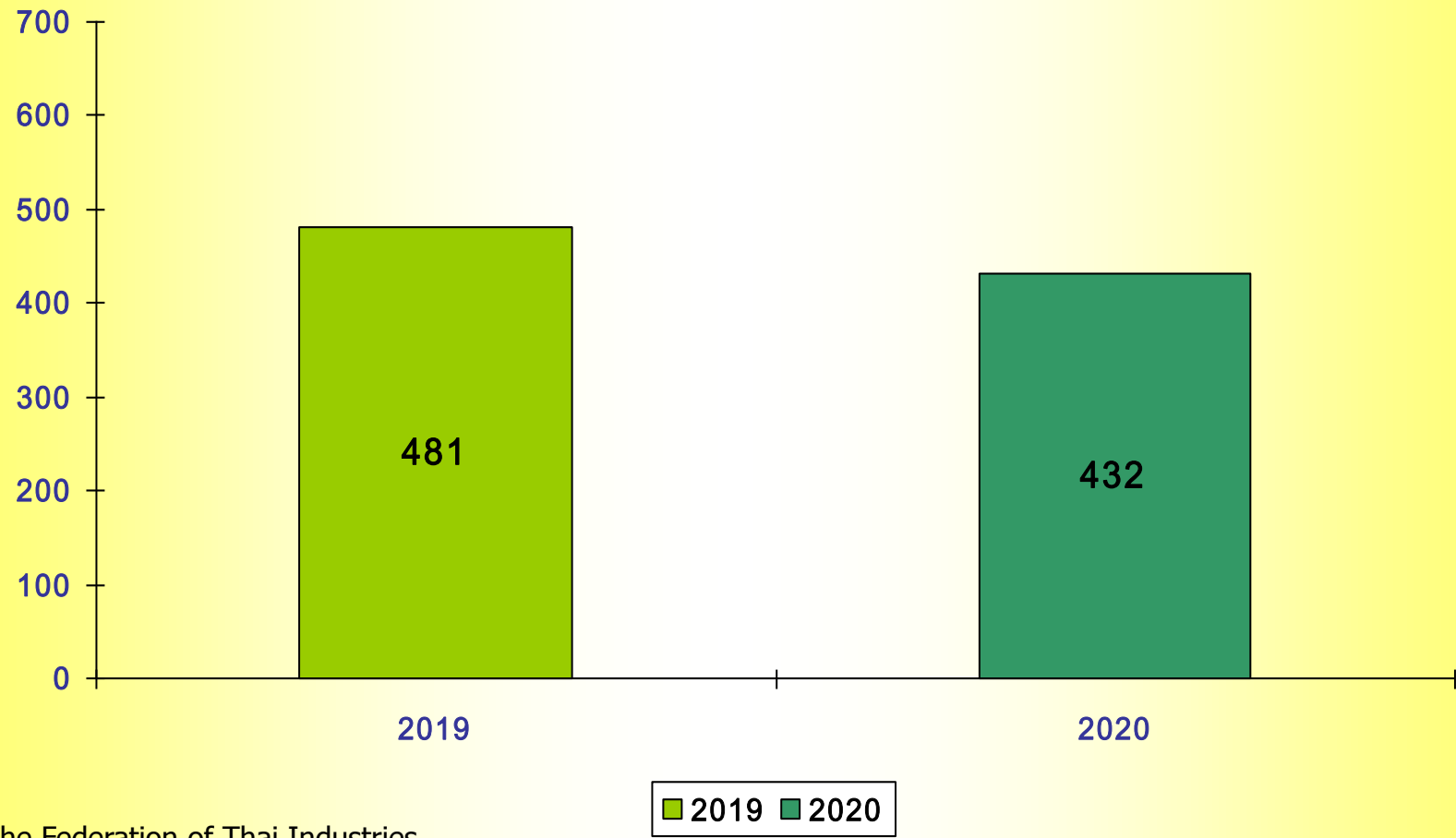
Source: The Federation of Thai Industries

2W Production (July – September 2020)

X 1,000 unit

Compare with 2019

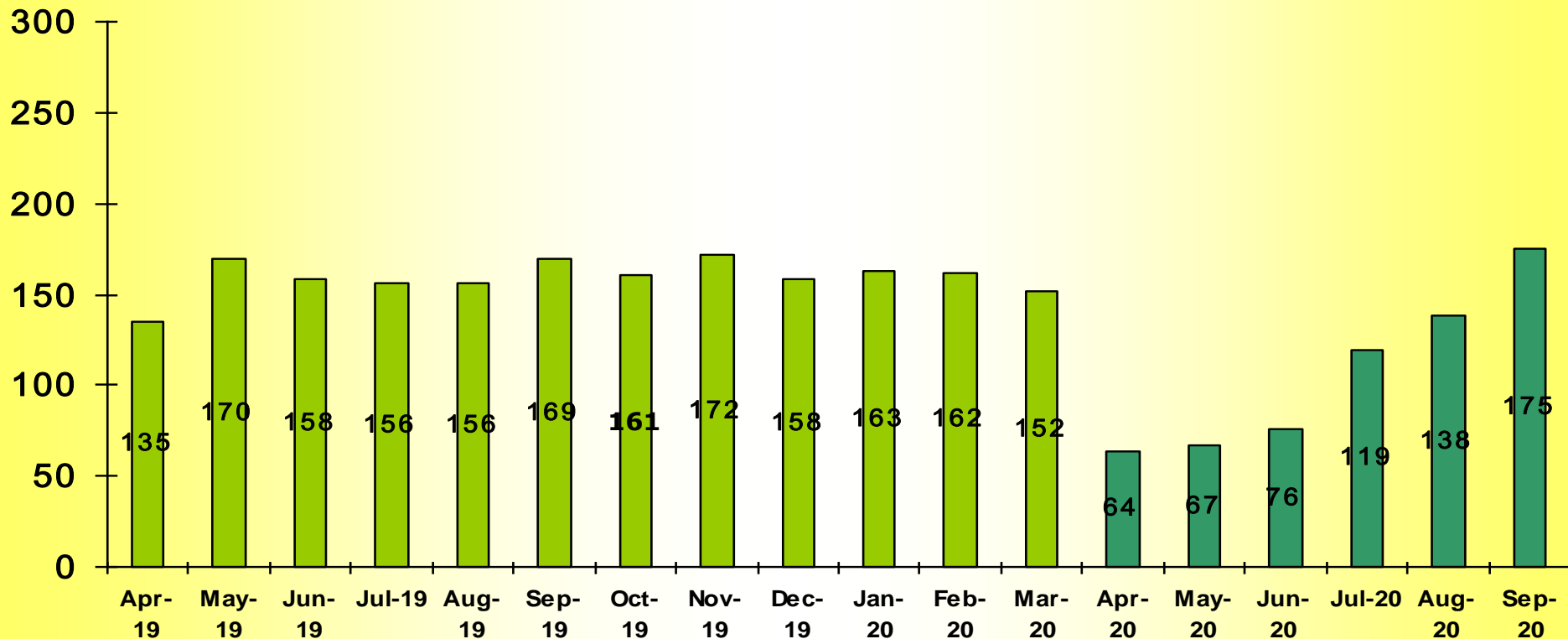
- 10%



Source: The Federation of Thai Industries

2W (Motorcycle) Production (By Month) April 2019 – September 2020

X 1,000 unit

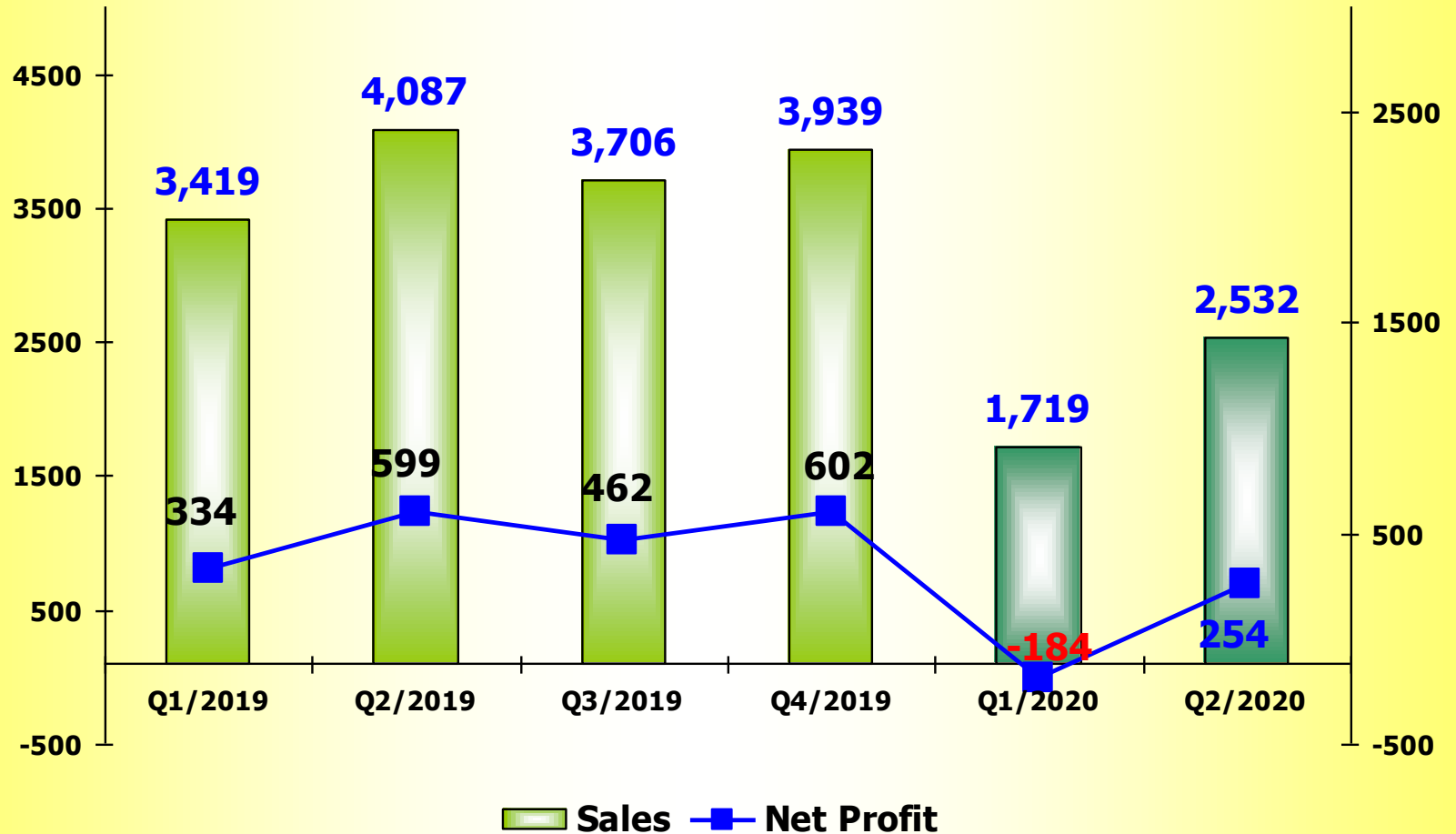


Source: The Federation of Thai Industries

Analysis by Quarterly

Unit : MB

The Equity Method



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Statement of Financial Position

The Equity Method	30 September 2020	31 March 2020	Change
	MB)	MB)	%)
Current Assets	6,228.78	7,990.14	(22.04)
Non Current Asset	13,709.03	12,379.79	10.74
Total Assets	19,937.81	20,369.93	(2.12)
Current Liabilities	1,393.51	2,469.90	(43.58)
Non Current Liabilities	825.66	578.22	42.79
Total Liabilities	2,219.17	3,048.11	(27.20)
Shareholders' Equity	17,718.64	17,321.82	2.29
Total Liabilities and Shareholders' Equity	19,937.81	20,369.93	(2.12)

Statement of Income

The Three Month Period

The Equity Method	30 September 2020	30 September 2019	Change
	MB)	MB)	%)
Sales	2,531.97	4,086.56	38.04
Cost of sales	2,231.60	3,335.92	33.10
Gross Profit	300.36	750.65	59.99
Selling and Administrative expenses	175.89	243.49	27.76
Other Income	80.33	132.39	39.32
Share of profit from investments in associates	61.12	67.64	9.64
Profit before income tax	265.92	707.18	62.40
Net profit for the period	254.16	599.48	57.60

The Six Month Period

1st Half 20201st Half 2019

The Equity Method	30 September 2020	30 September 2019	Change
	MB)	MB)	%)
Sales	4,250.61	7,505.24	43.36)
Cost of sales	4,024.70	6,228.90	35.39)
Gross Profit	225.91	1,276.33	82.30)
Selling and Administrative expenses	336.94	489.15	31.12)
Other Income	101.89	186.16	45.27)
Share of profit from investments in associates	81.27	147.12	44.76)
Profit before income tax	72.13	1,120.47	93.56)
Net profit for the period	70.11	933.53	92.49)

Statement of Cash Flows

The Equity Method	30 September 2020	30 September 2019
	(MB)	(MB)
Net Cash received from Operating Activities	1,115.08	1,095.17
Net Cash used in Investing Activities	(1,038.44)	(885.70)
Net Cash used in Financing Activities	(32.16)	(31.62)
Net increased (decreased) cash / Cash equivalents	(55.52)	(22.15)
Cash / Cash equivalents at beginning of the period	3,177.44	1,672.00
Effects of Exchange rate changes	3.88	(1.00)
Cash / Cash equivalents at end of the period	2,625.80	1,248.85

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Rear Combination Lamp



Head Lamp



Tail 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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