

WELCOME

Q3/2020 Operation Result Meeting

Apichart Lee-issaranukul

January 28 , 2021

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Automotive Market Data – 2020
(October – December)**
- 2. The 3rd Quarterly 2020 Financial Statement**
- 3. New Product**

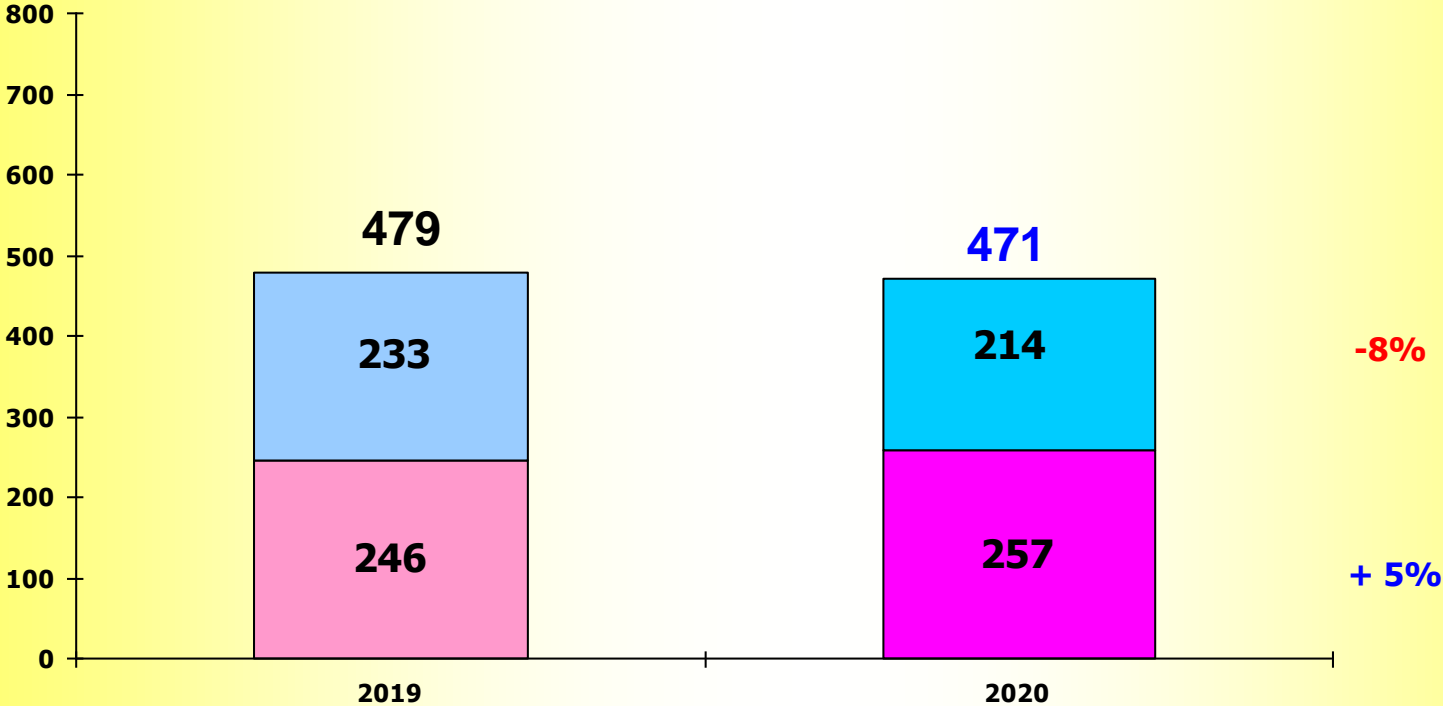
4W Market Sale 2020 (October – December) Domestic & Export

X 1,000 unit

Compare with 2019

■ Domestic ■ Export

- 2%

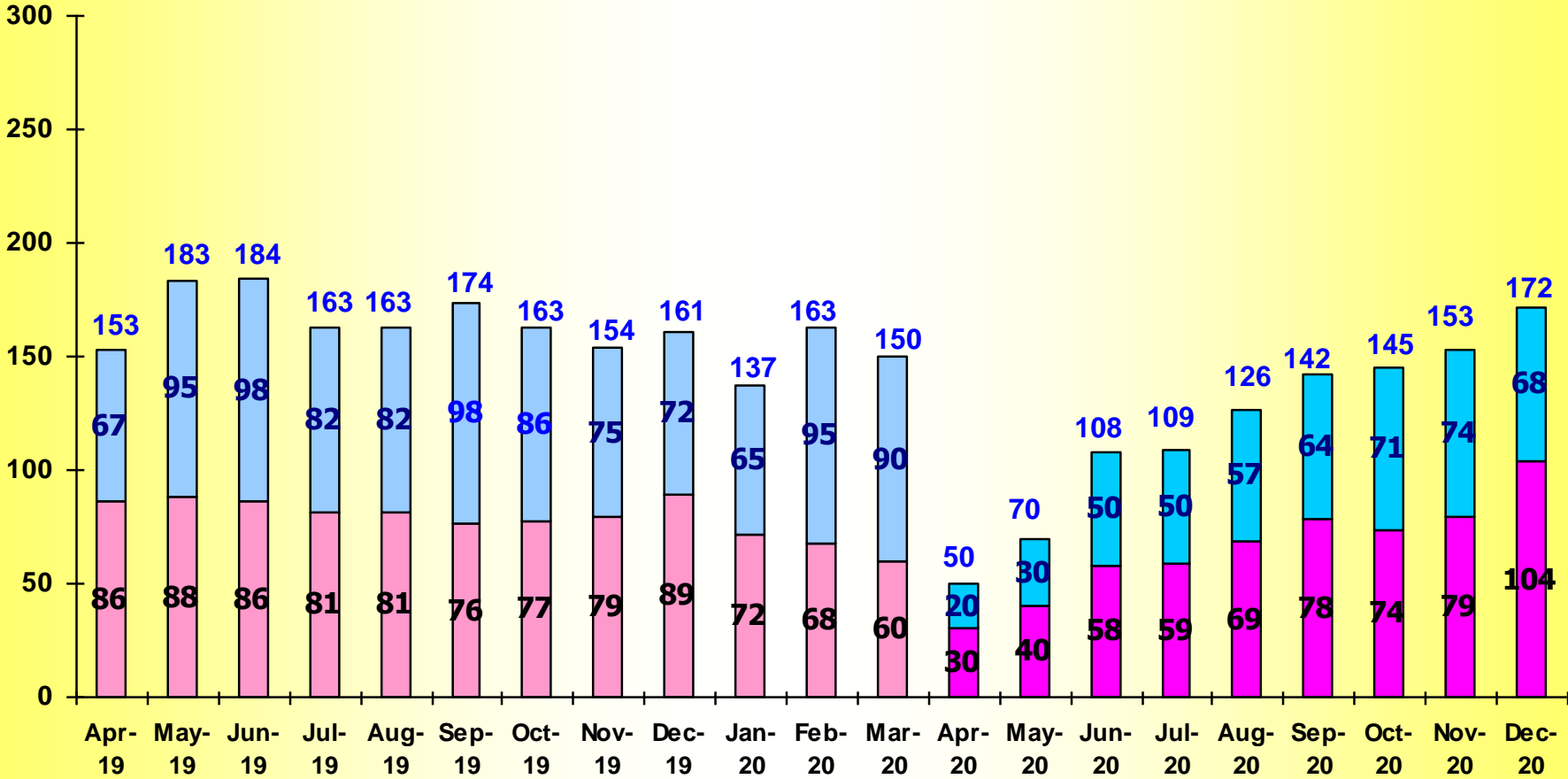


Source: The Federation of Thai Industries

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

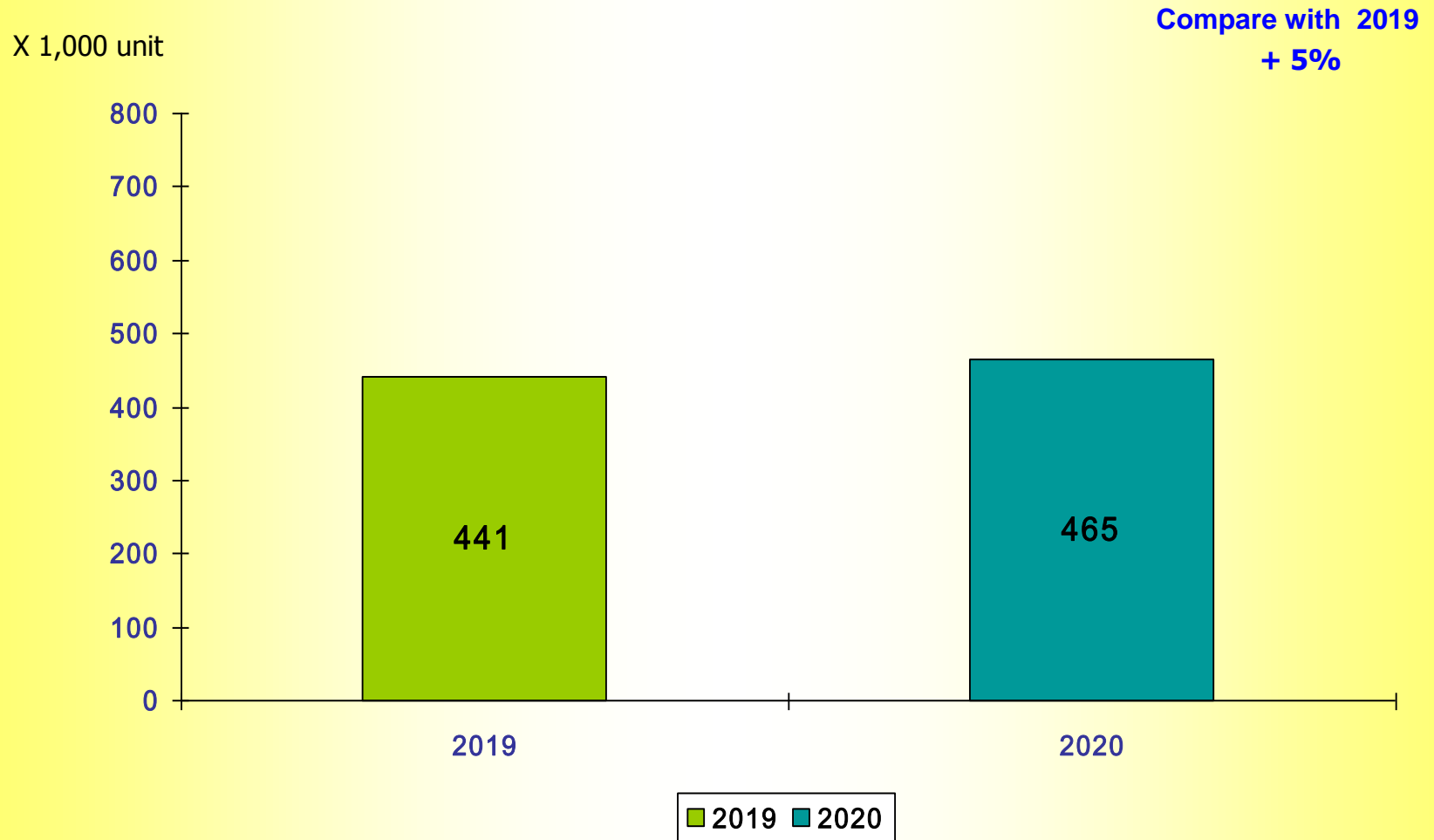
X 1,000 unit

Domestic Export



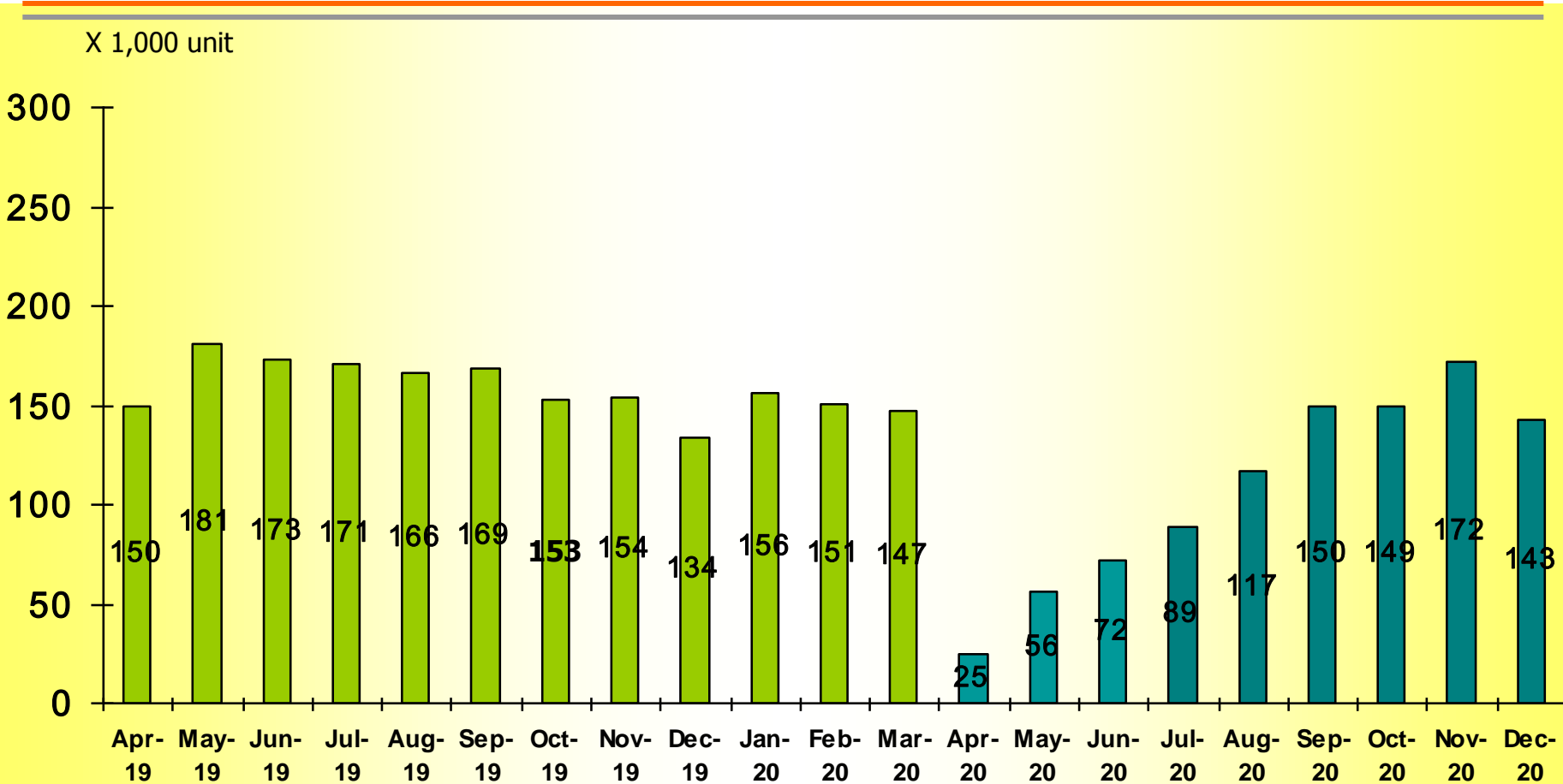
Source: The Federation of Thai Industries

4W Production (October – December 2020)



Source: The Federation of Thai Industries

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

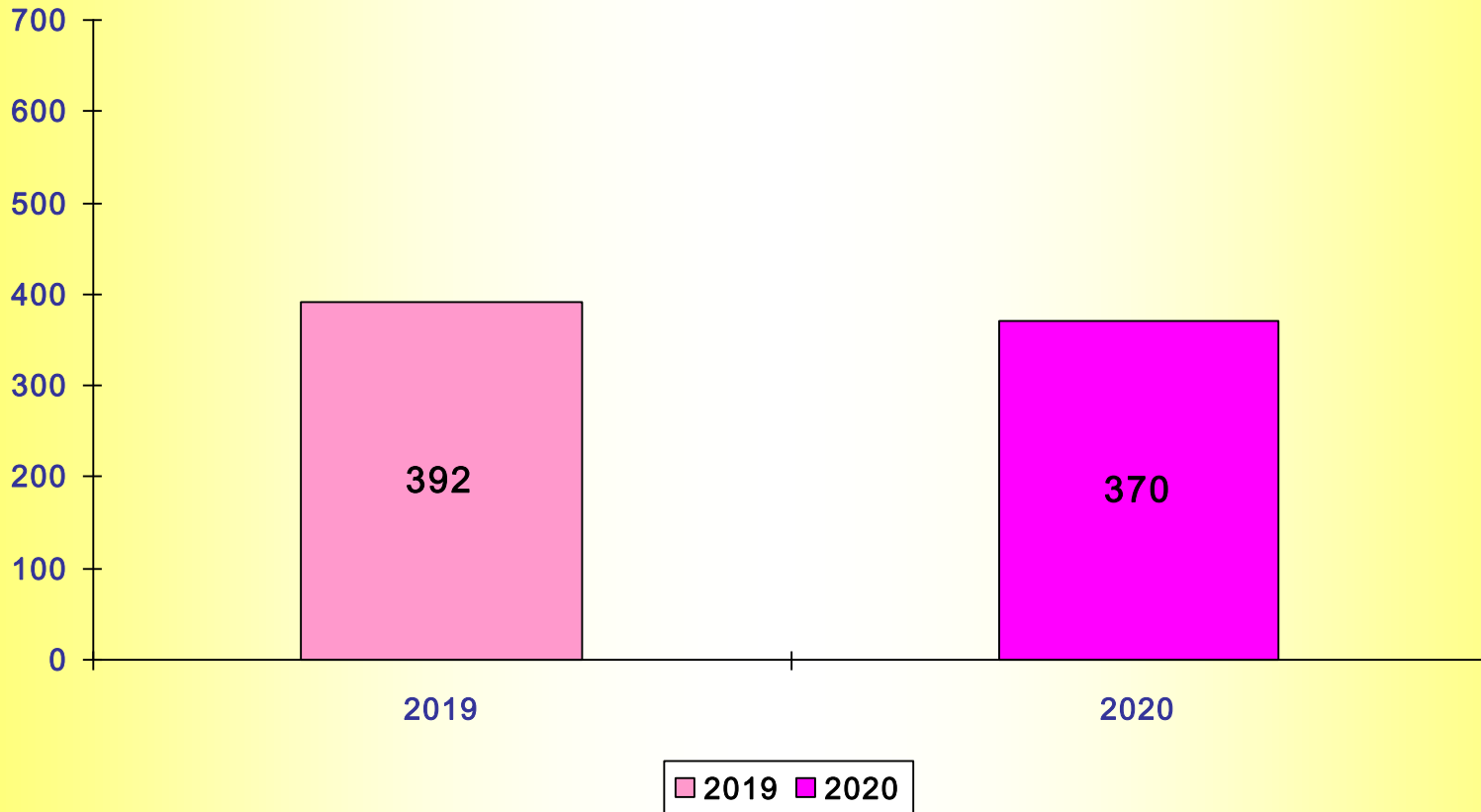


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2020)

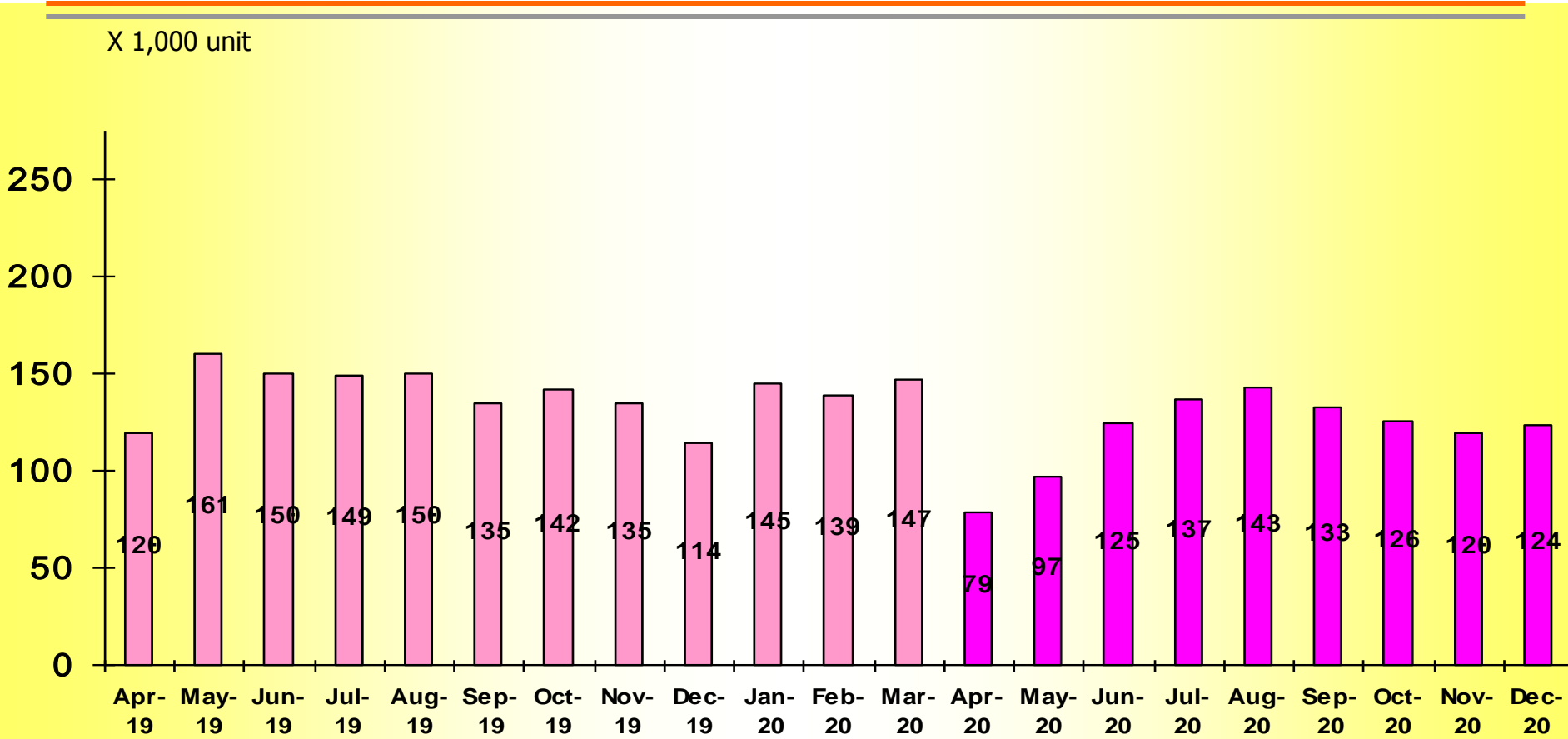
X 1,000 unit

Compare with 2019
- 5%



Source: The Federation of Thai Industries

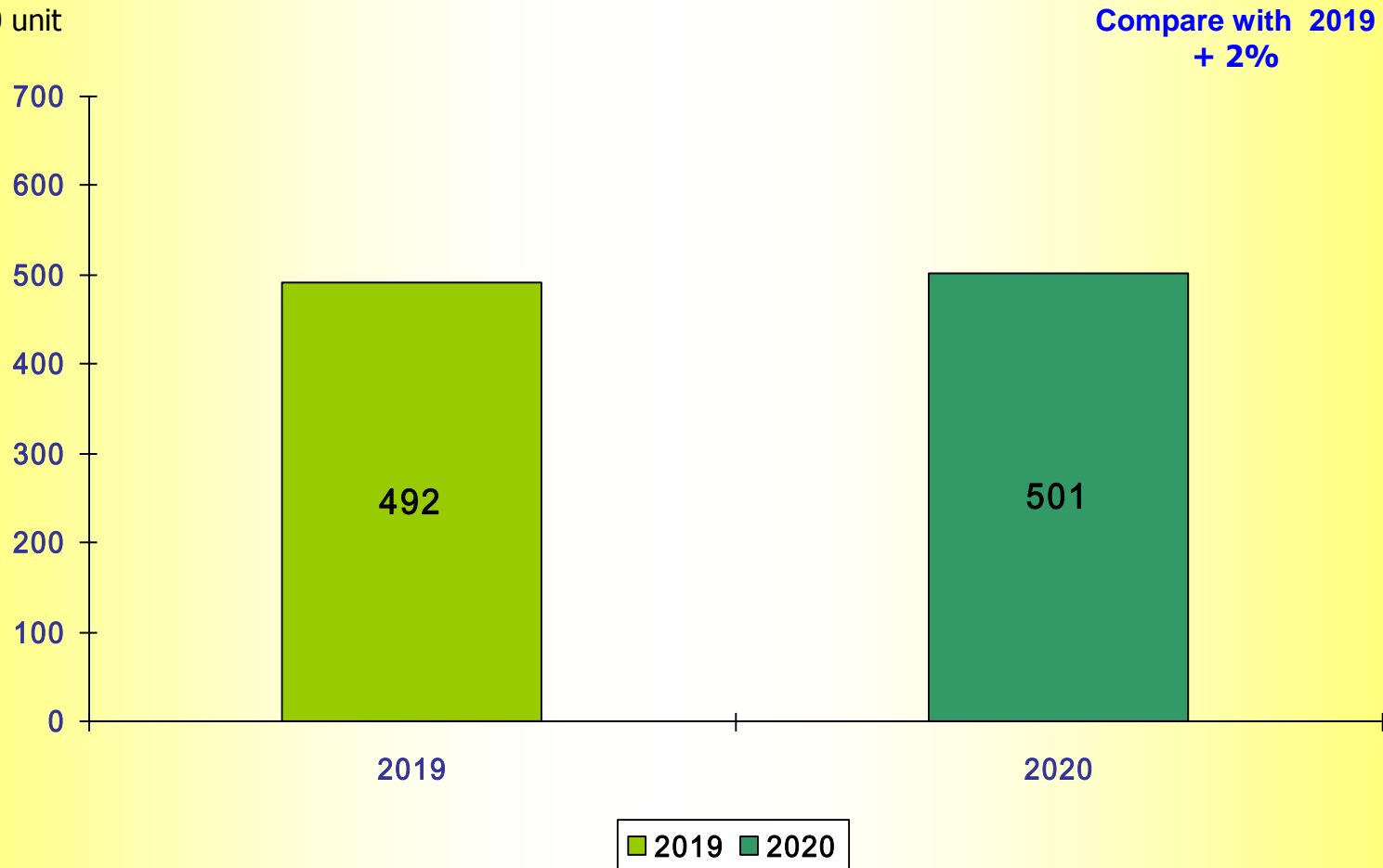
2W (Motorcycle) Sale (By Month) April 2019 – December 2020



Source: The Federation of Thai Industries

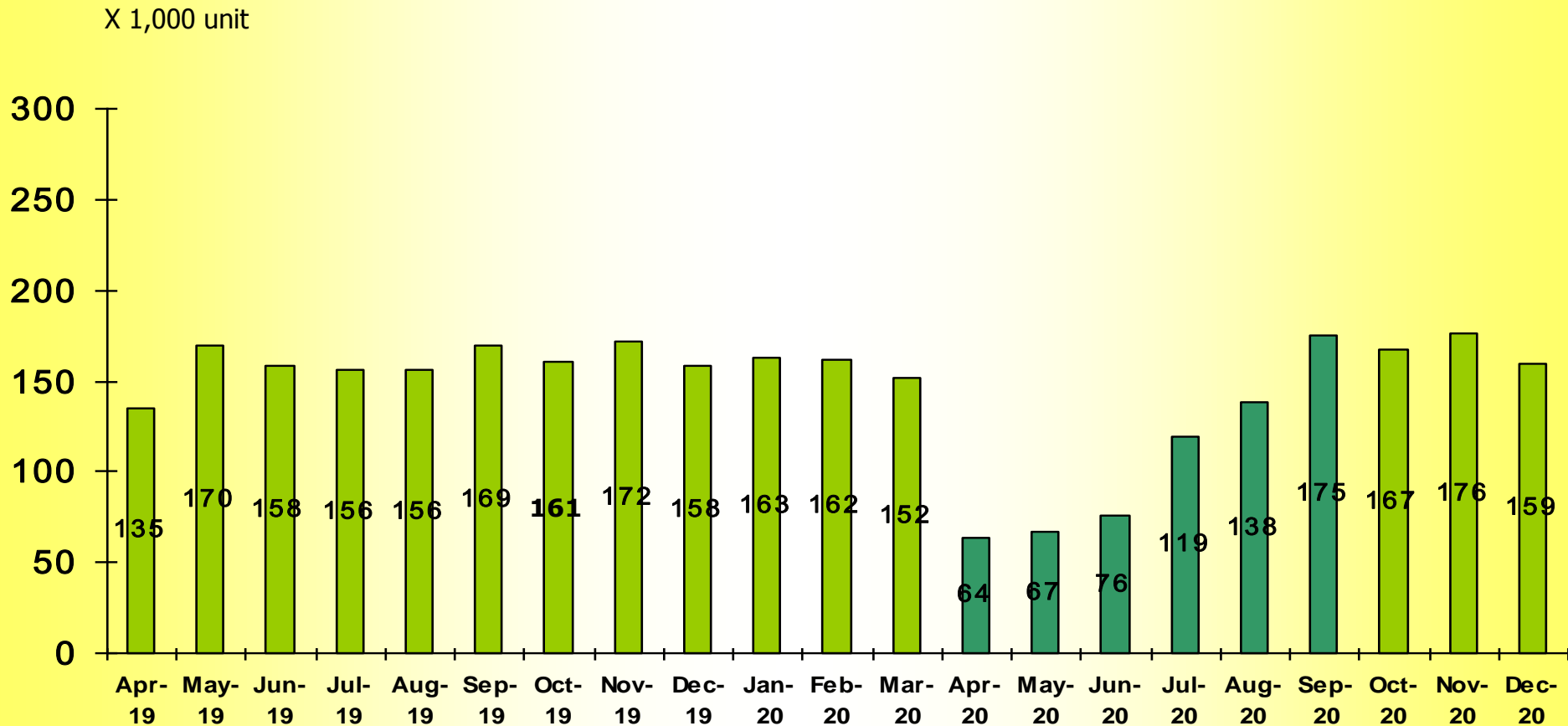
2W Production (October - December 2020)

X 1,000 unit



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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Statements of Financial Position

The Equity Method	31 December 2020 (MB)	31 March 2020 (MB)	Change (%)
Current Assets	7,140.19	7,990.14	(10.64)
Total Assets	20,723.25	20,369.93	1.73
Current Liabilities	1,801.13	2,469.90	(27.08)
Total Liabilities	2,639.21	3,048.11	(13.42)
Shareholders' Equity	18,084.04	17,321.82	4.40
Total Liabilities and Shareholders' Equity	20,723.25	20,369.93	1.73

Statement of Income

The Three Month Period

The Equity Method	31 December 2020 (MB)	31 December 2019 (MB)	Change (%)
Sales	3,645.68	3,705.78	1(.62)
Cost of sales	3,008.86	3,044.12	1(.16)
Gross Profit	636.82	661.66	3(.75)
Selling and Administrative expenses	221.01	235.18	6(.03)
Share of profit from investments in associates	84.91	84.70	0.26
Profit before income tax	524.09	558.82	6(.21)
Net profit for the period	430.38	461.69	6(.78)

Financial Statement – Statement of Income



The Nine Month Period

The Equity Method	31 December 2020 (MB)	31 December 2019 (MB)	Change (%)
Sales	7,896.29	11,211.02	29.57
Cost of sales	7,033.57	9,273.02	4.15
Gross Profit	862.73	1,938.00	55.48
Selling and Administrative expenses	557.95	724.32	2.97
Share of profit from investments in associates	166.18	231.81	8.31
Profit before income tax	596.22	1,679.29	4.50
Net profit for the period	500.49	1,395.22	4.13

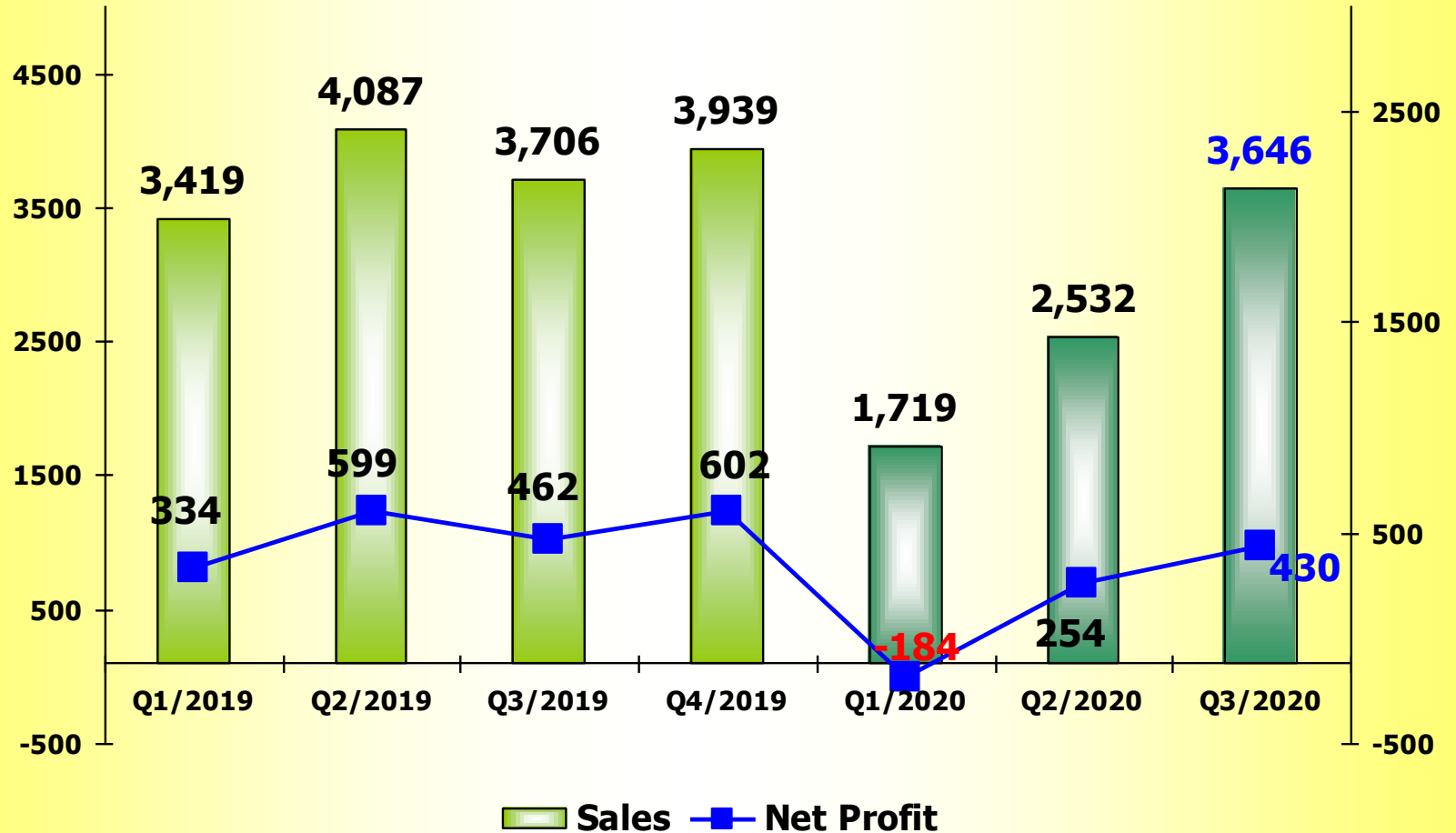
Statement of Cash Flows

The Equity Method	31 December 2020 (MB)	31 December 2019 (MB)
Net Cash received from Operating Activities	2,128.48	1,885.92
Net Cash received (used in) Investing Activities	2,375.35)	1,658.66)
Net cash used in financing activity	632.16)	631.62)
Net increase (decrease) cash / Cash equivalents	879.03)	404.35)
Cash / Cash equivalents at beginning of the period	3,177.44	1,672.00
Effects of Exchange rate changes	0.25	0.33
Cash / Cash equivalents at end of the period	2,298.66	1,267.97

Analysis by Quarterly

Unit : MB

The Equity Method



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Rear Combination 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.

Unless otherwise noted, the financial data contained in these materials are presented under Thai Accounting Standards (TAS). The company disclaims any obligation to update or to announce any revision to forward-looking statements to reflect future events or developments.

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

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