

# WELCOME

## Q2/2021 Operation Result Meeting

Apichart Lee-issaranukul

October 29, 2021

**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

- 1. Market Trend – 2021 (July – September)**
- 2. The 2<sup>nd</sup> Quarterly 2021 Financial Statement**
- 3. New Product**

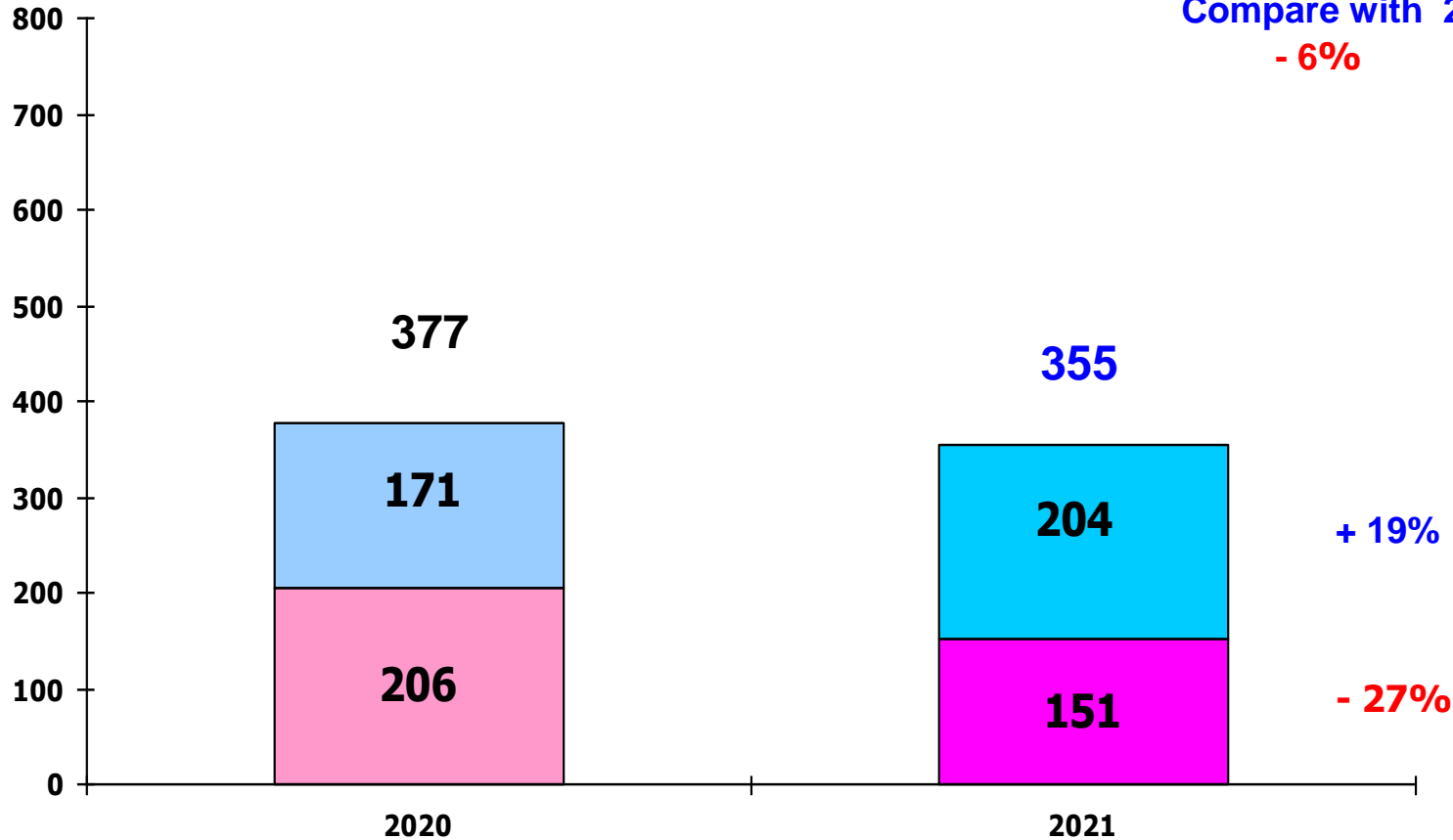
## 4W Market Sale 2021 ( July – September ) Domestic & Export

X 1,000 unit

■ Domestic ■ Export

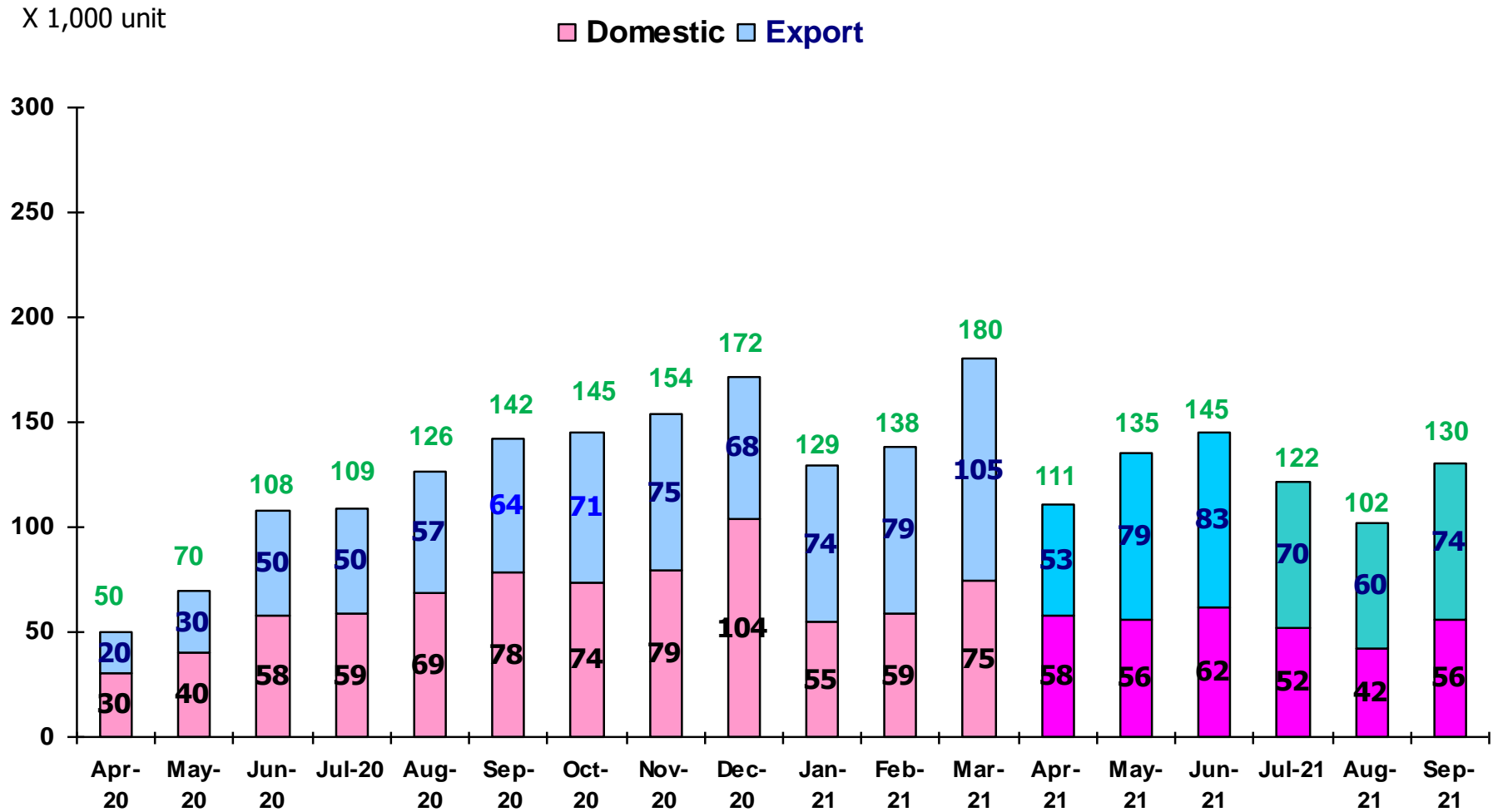
Compare with 2020

- 6%



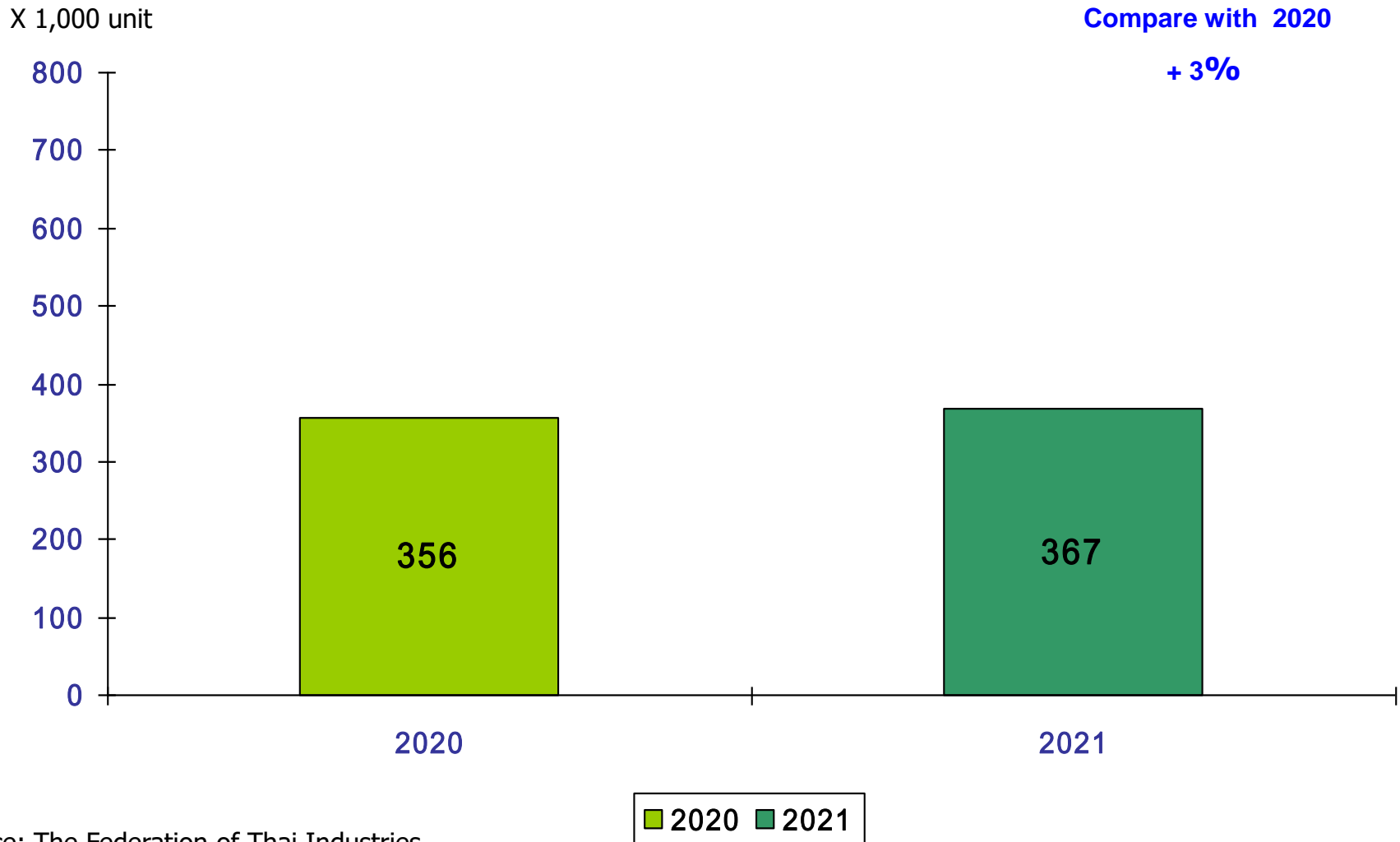
Source: The Federation of Thai Industries

## 4W (Motorcar) Market Sale (Domestic & Export) (April 2020 – September 2021)



Source: The Federation of Thai Industries

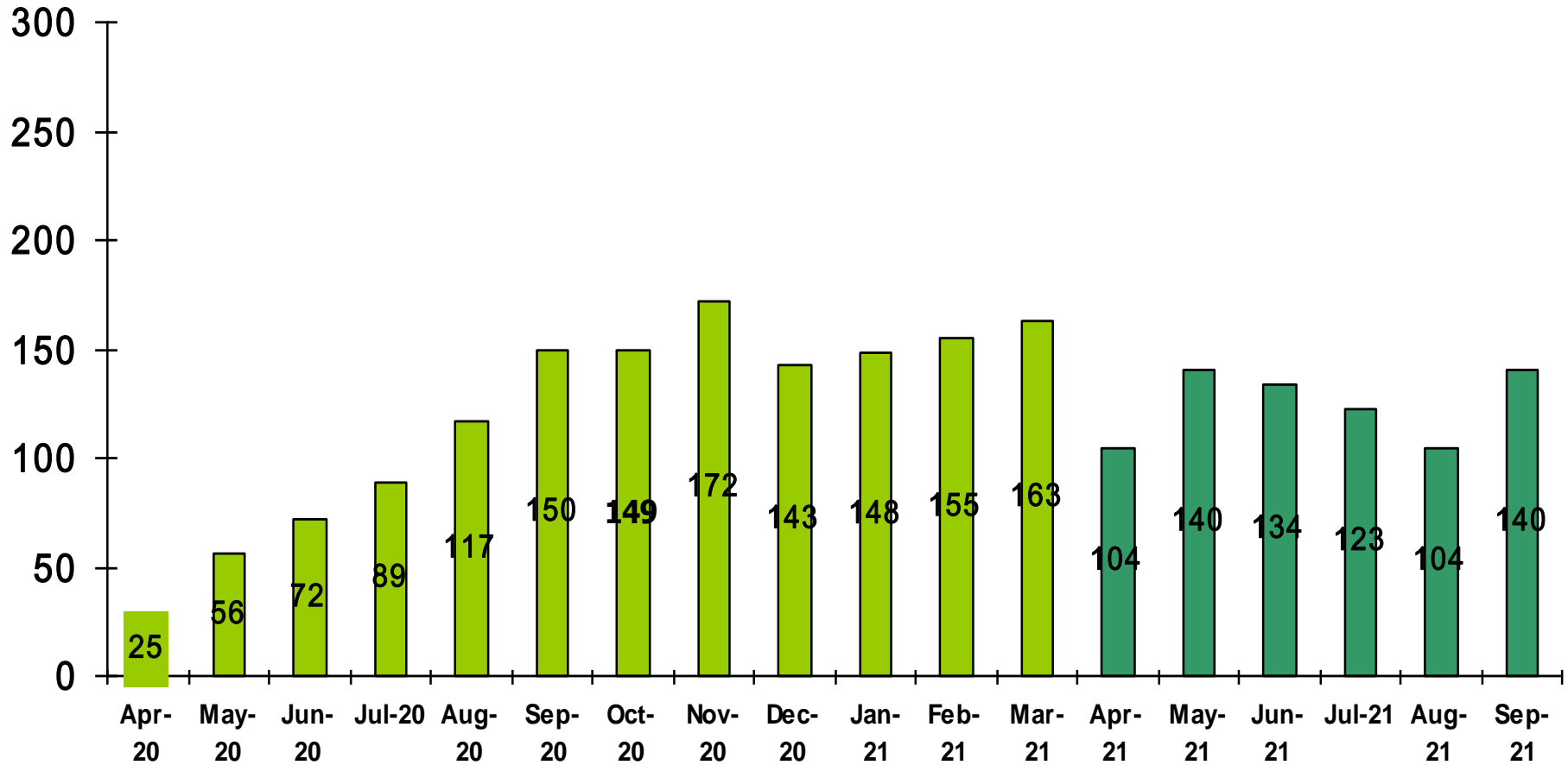
## 4W Production (July – September 2021)



Source: The Federation of Thai Industries

## 4W (Motorcar) Production ( By Month ) (April 2020 – September 2021)

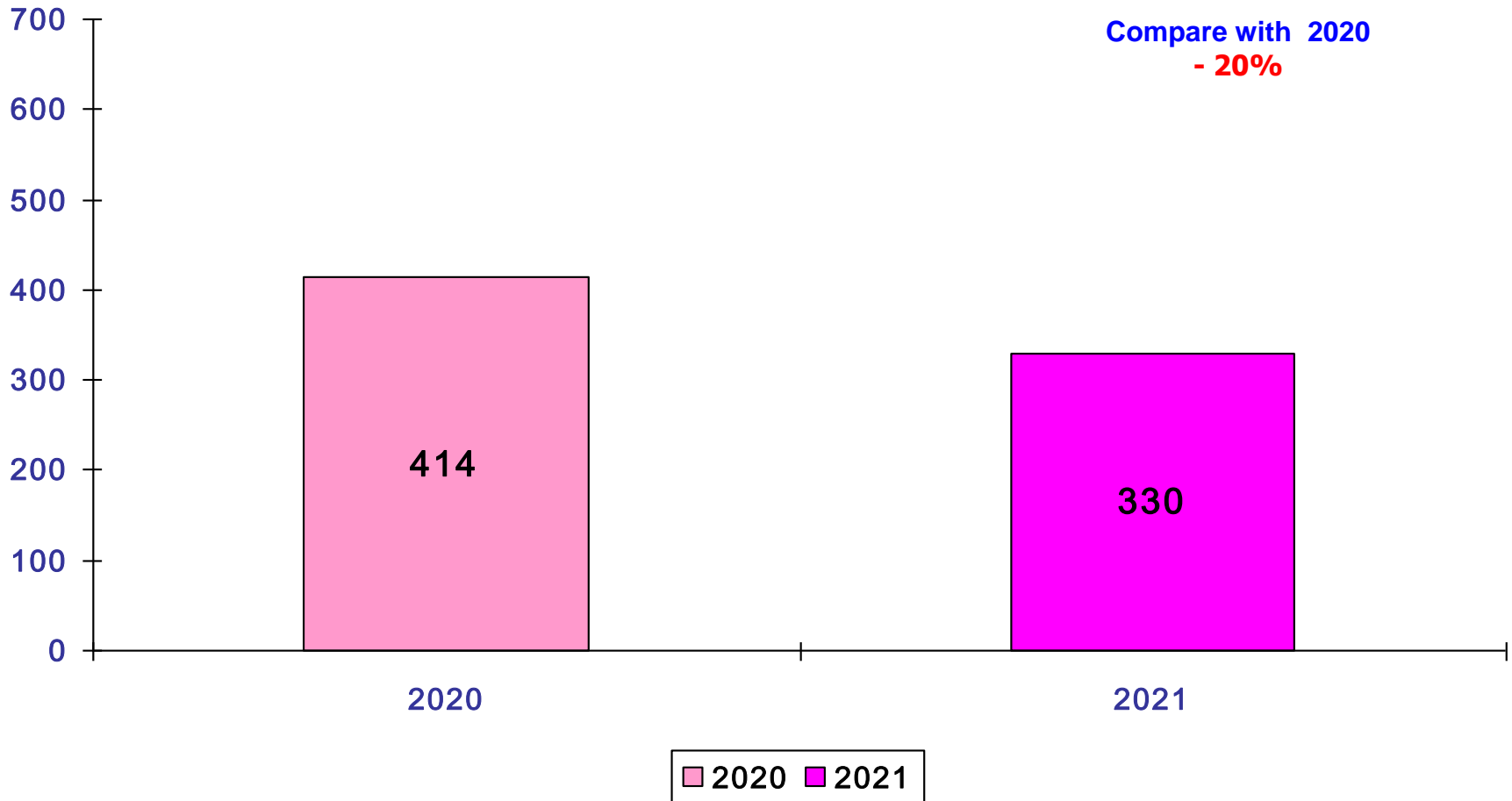
X 1,000 unit



Source: The Federation of Thai Industries

## 2W Sales - Domestic (July – September 2021)

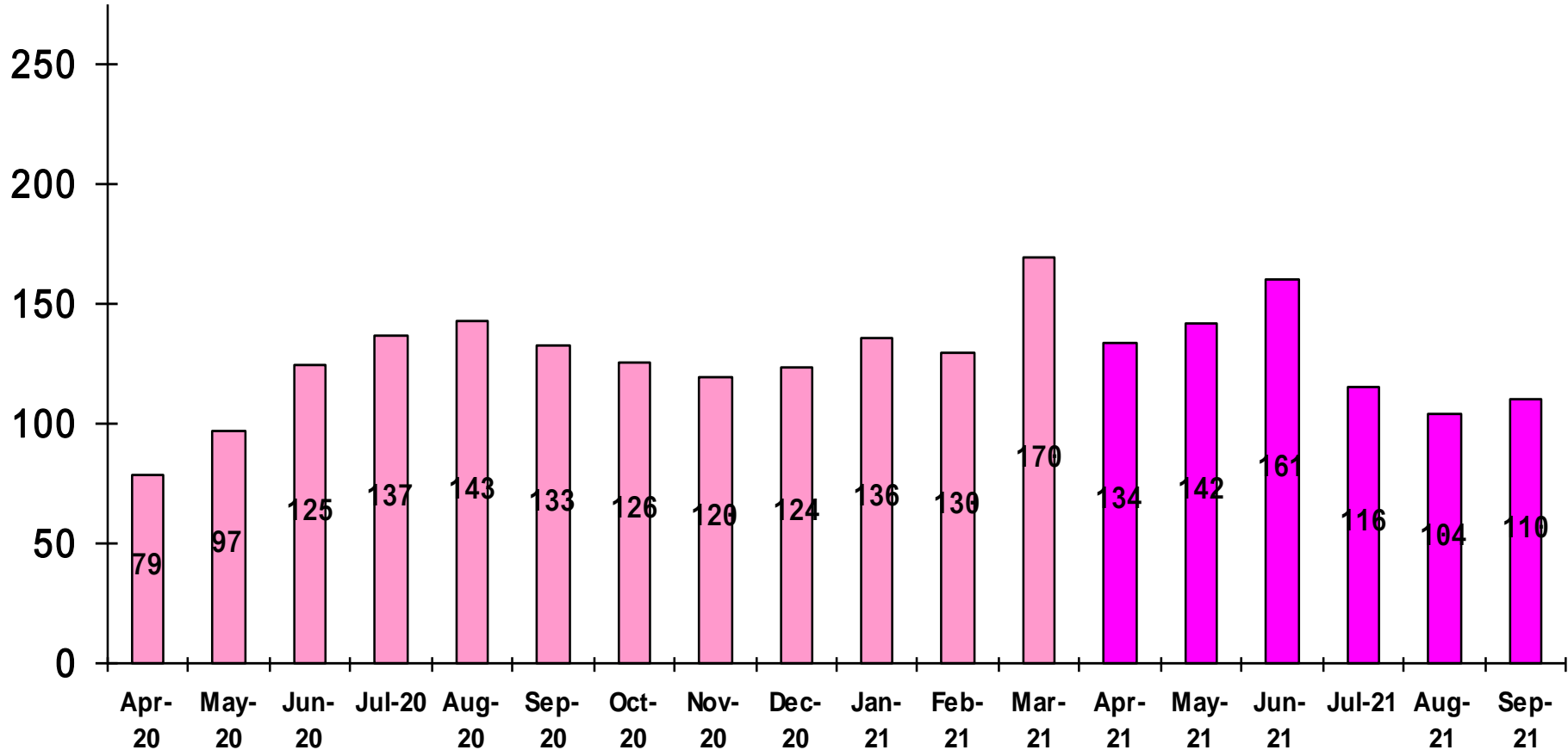
X 1,000 unit



Source: The Federation of Thai Industries

## 2W (Motorcycle) Sale ( By Month ) April 2020 – September 2021

X 1,000 unit



Source: The Federation of Thai Industries

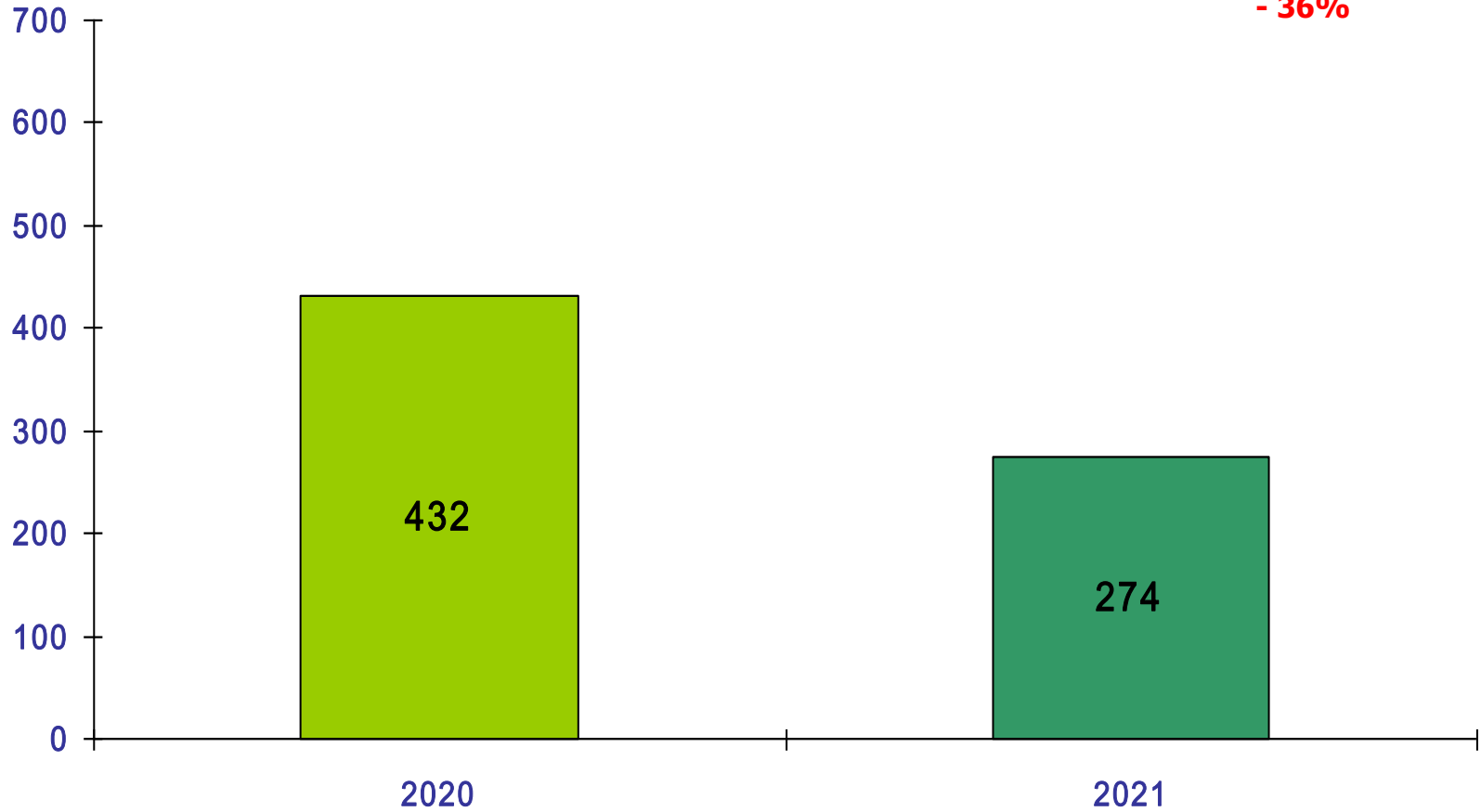


## 2W Production (July – September 2021)

X 1,000 unit

Compare with 2020

- 36%

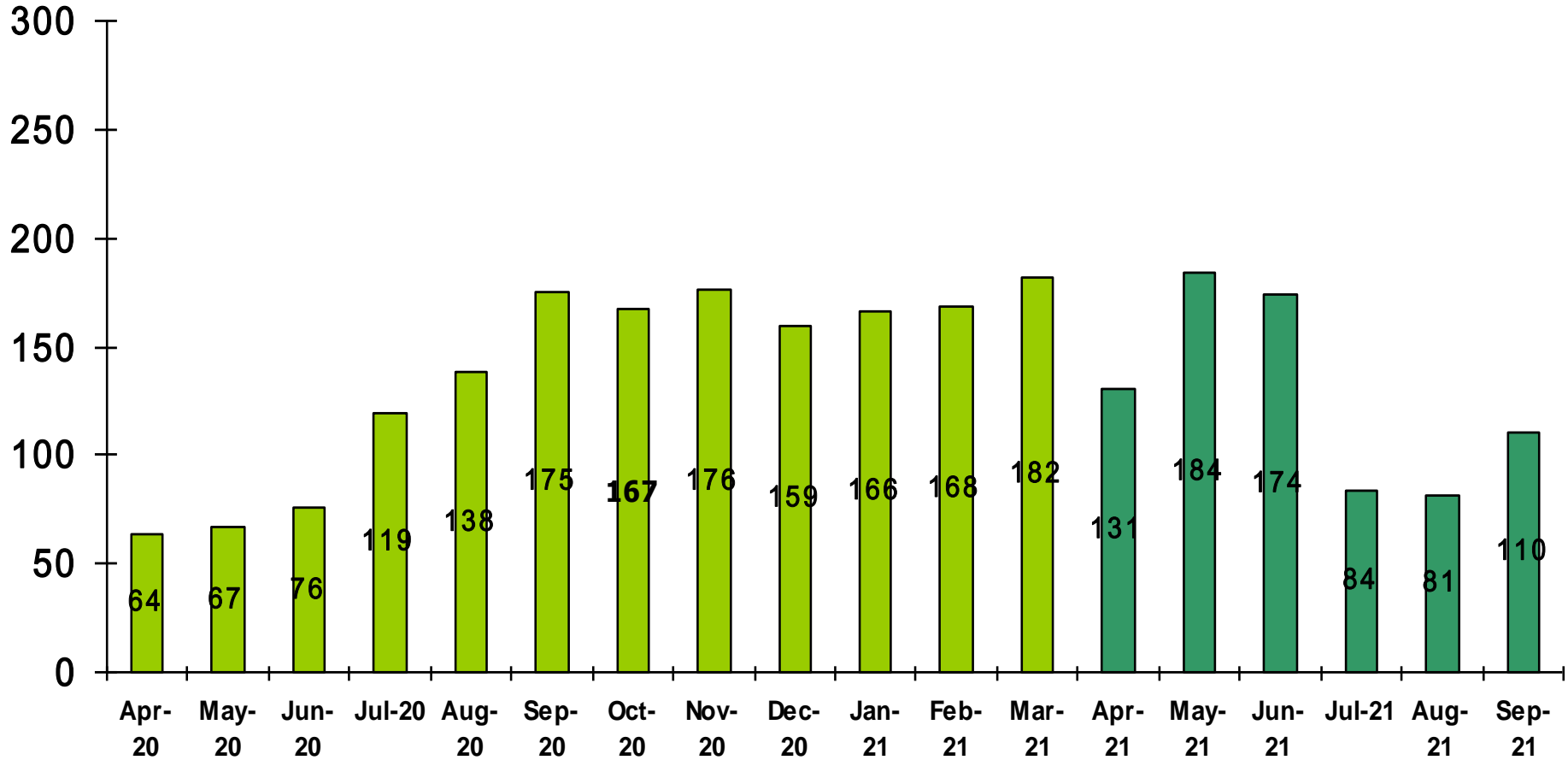


Source: The Federation of Thai Industries



## 2W (Motorcycle) Production ( By Month ) April 2020 – September 2021

X 1,000 unit



Source: The Federation of Thai Industries

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## Statement of Financial Position

Unit: Million Baht

( Equity Method )	30-Sep-2021	31-Mar-2021	Change (%)
Current Assets	8,345.47	8,000.16	4.32
Non Current Asset	13,470.43	13,542.45	(0.53 )
Total Assets	21,815.90	21,542.61	1.27
Current Liabilities	1,733.06	1,967.44	(11.91 )
Non Current Liabilities	923.51	857.39	7.71
Total Liabilities	2,656.57	2,824.83	(5.96 )
Shareholders' Equity	19,159.34	18,717.78	2.36
Total Liabilities and Shareholders' Equity	21,815.90	21,542.61	1.27

## The Three Month Period

## Statement of Income

Unit: Million Baht

(Equity Method)	30-Sep-2021	30-Sep-2020	Change (%)
Sales	3,017.62	2,531.97	19.18
Cost of Sales	2,536.00	2,231.60	13.64
Gross Profit	481.63	300.36	60.35
SG&A Expense	246.12	175.89	39.93
Other Income	49.23	80.33	(38.72)
Share of profit from investments in associates	40.97	61.12	(32.97)
Profit before Income Tax	325.71	265.92	22.48
Net Profit for the period	267.15	254.16	5.11

## The Six-Month Period

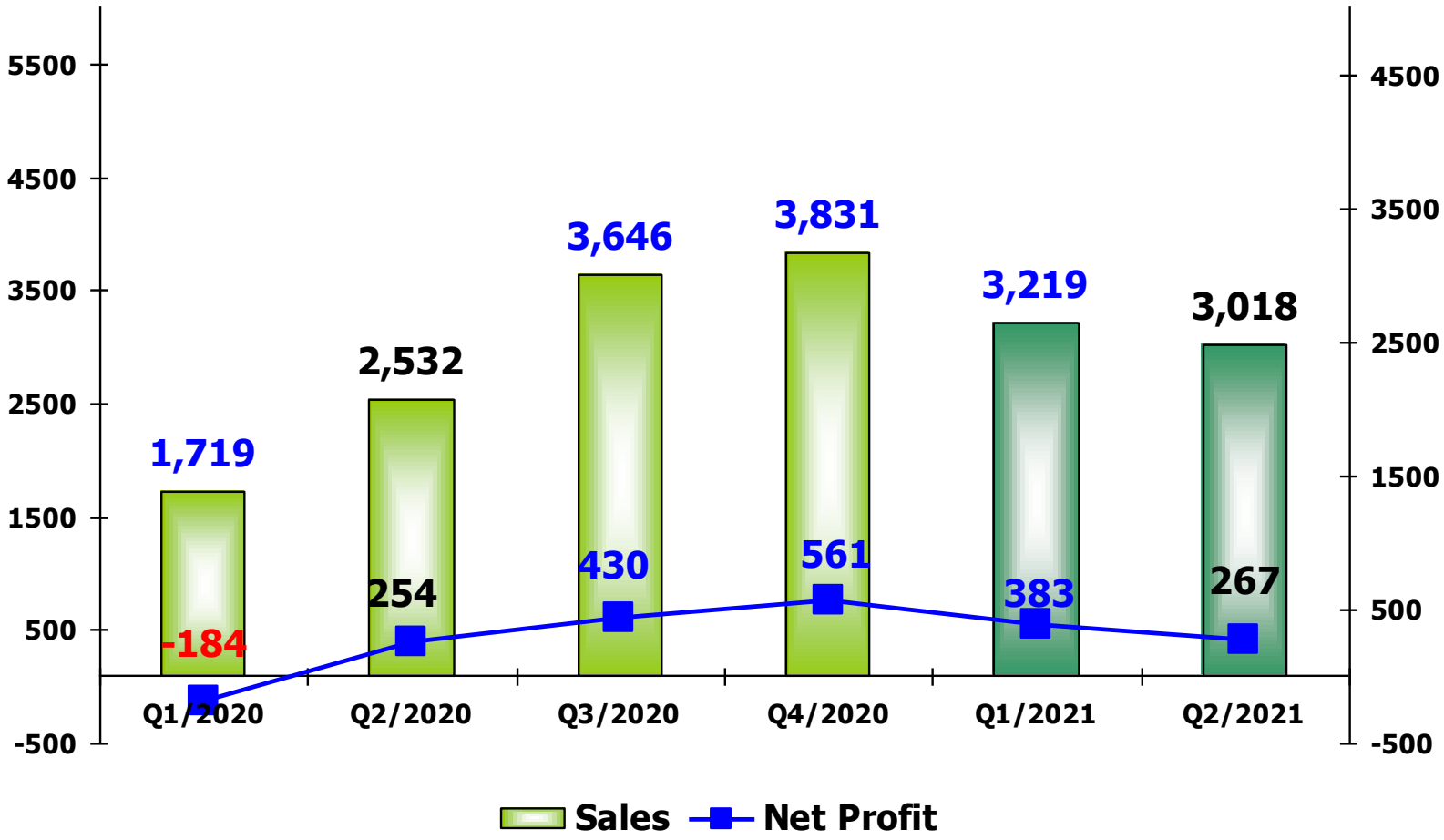
## Statement of Income

Unit: Million Baht

(Equity Method)	30-Sep-2021	30-Sep-2020	Change (%)
Sales	6,236.39	4,250.61	46.72
Cost of Sales	5,133.34	4,024.70	27.55
Gross Profit	1,103.05	225.91	388.28
SG&A Expense	488.13	336.94	44.87
Other Income	77.47	101.89	(23.97)
Share of profit from investments in associates	112.65	81.27	38.62
Profit before Income Tax	805.04	72.13	1,016.16
Net Profit for the period	650.63	70.11	828.01

# Analysis by Quarterly

Unit : MB      The Equity Method



## Statement of Cash Flows

Unit: Million Baht

(Equity Method)	30-Sep-2021	30-Sep-2020
Net Cash received from Operating Activities	1,124.94	1,115.08
Net Cash used in Investing Activities	(1,368.12)	(1,038.44)
Net Cash used in Financing Activities	(421.44)	(632.16)
Net increase / - decrease cash / Cash equivalents	(664.62)	(555.52)
Cash / Cash equivalents at beginning of the period	2,663.33	3,177.44
Effects of Exchange rate changes	4.73	3.88
Cash / Cash equivalents at end of the period	2,003.44	2,625.80



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**Rear Combination Lamp**



**Head 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.**

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