

WELCOME

Q3/2021 Operation Result Meeting

Apichart Lee-issaranukul

February 2, 2022

THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Automotive Market Data – 2021
(October – December)**
- 2. The 3rd Quarterly 2021 Financial Statement**
- 3. New Product**

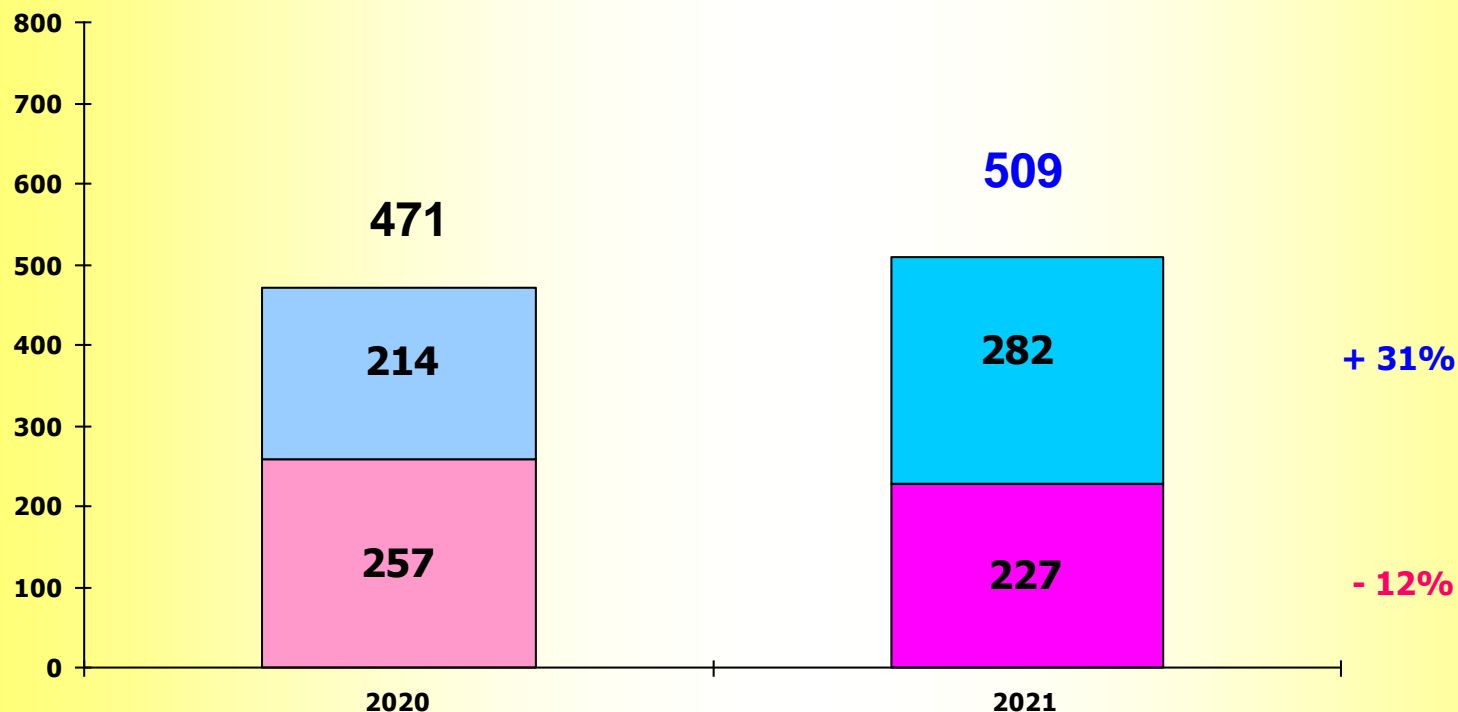
4W Market Sale 2021 (October – December) Domestic & Export

X 1,000 unit

Compare with 2020

+ 8 %

■ Domestic ■ Export

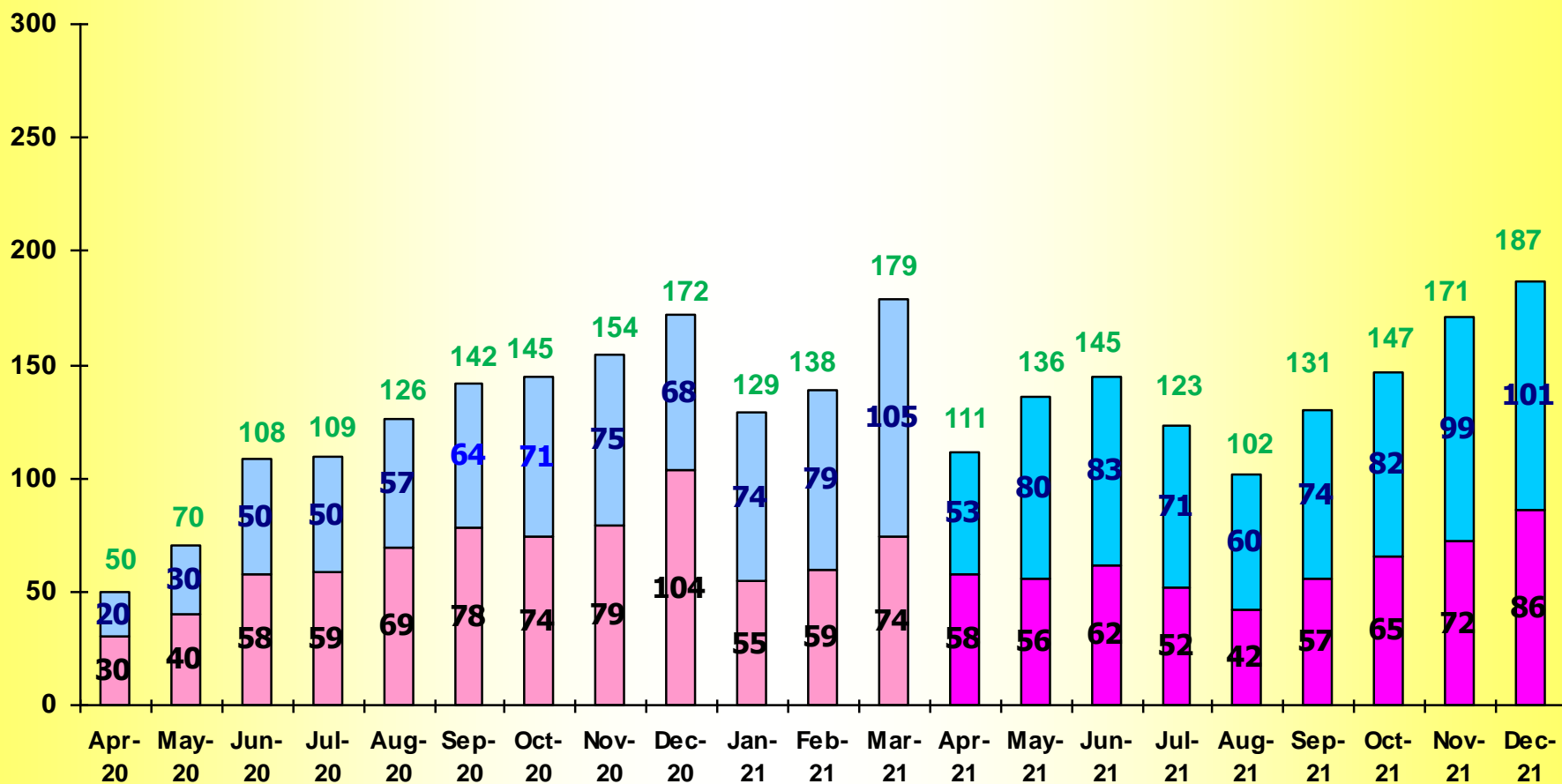


Source: The Federation of Thai Industries

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

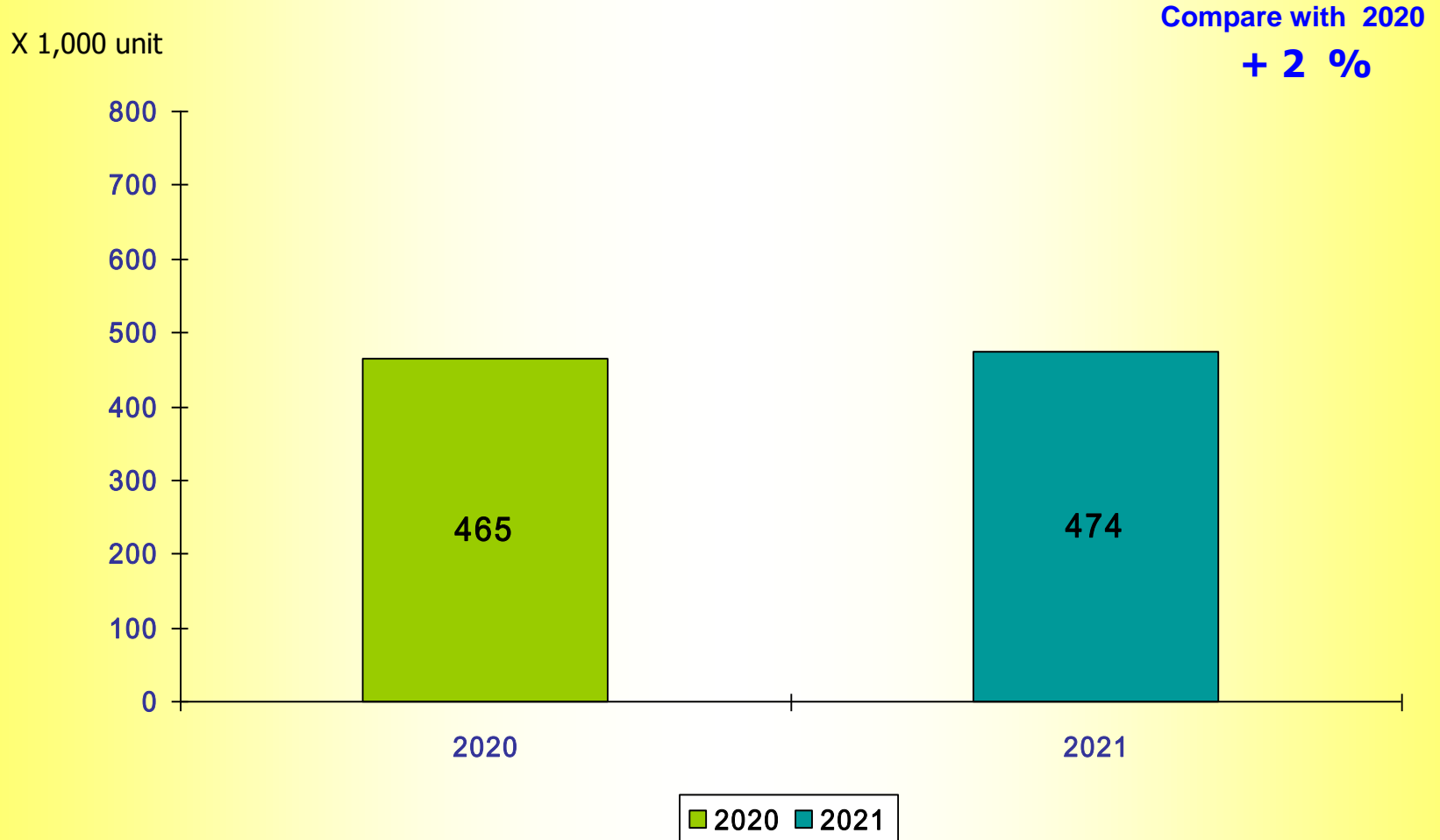
X 1,000 unit

Domestic Export



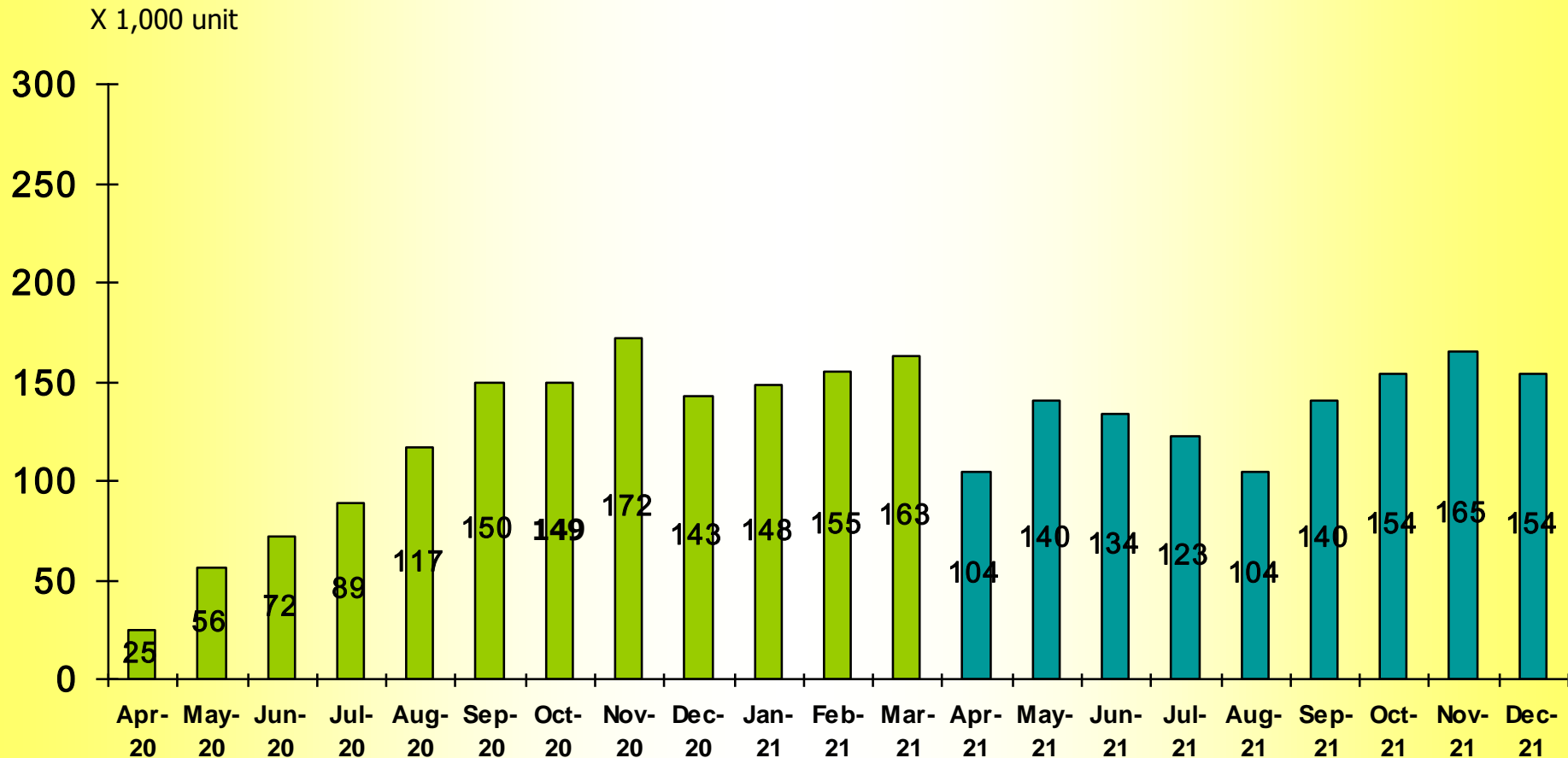
Source: The Federation of Thai Industries

4W Production (October – December 2021)



Source: The Federation of Thai Industries

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

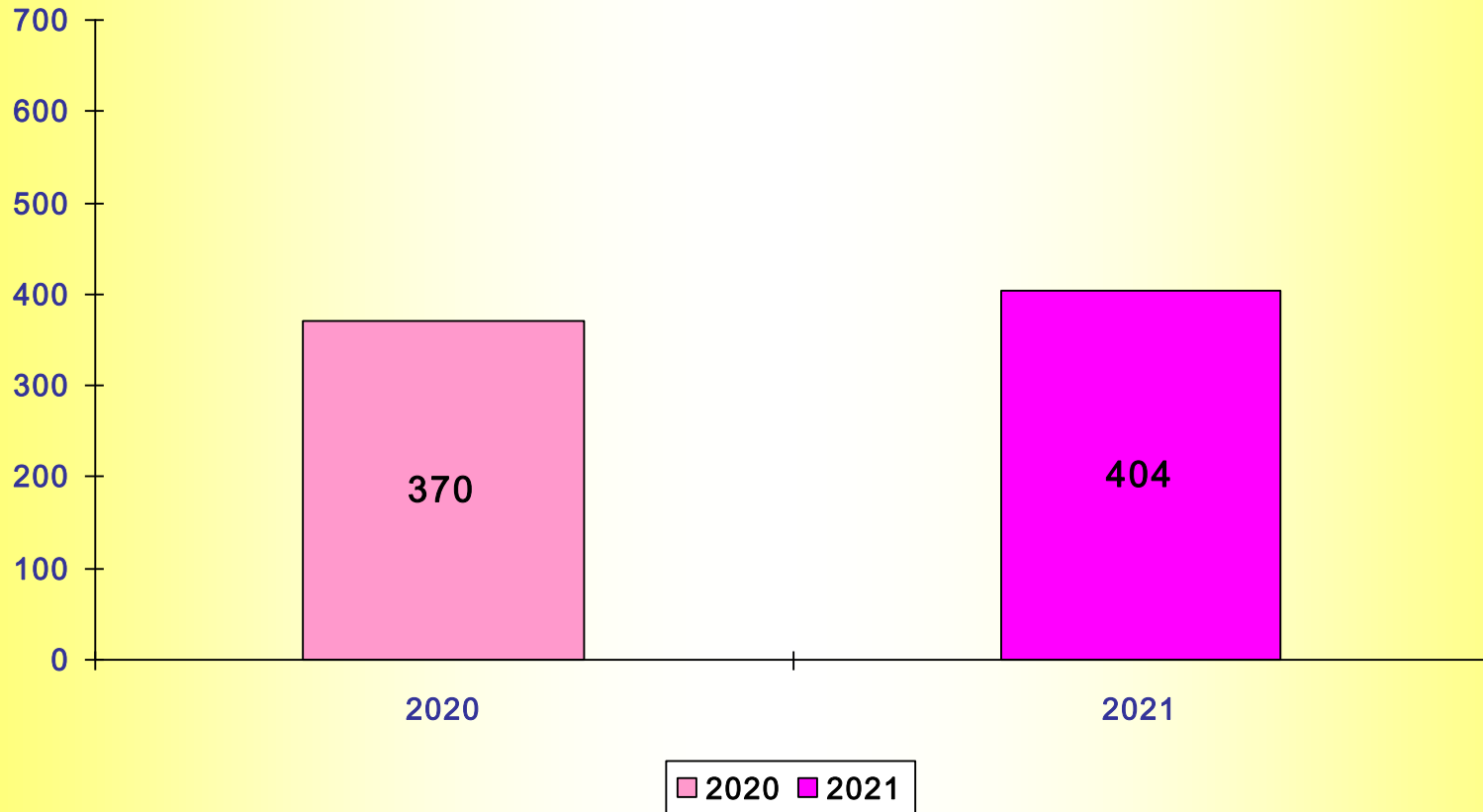


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2021)

X 1,000 unit

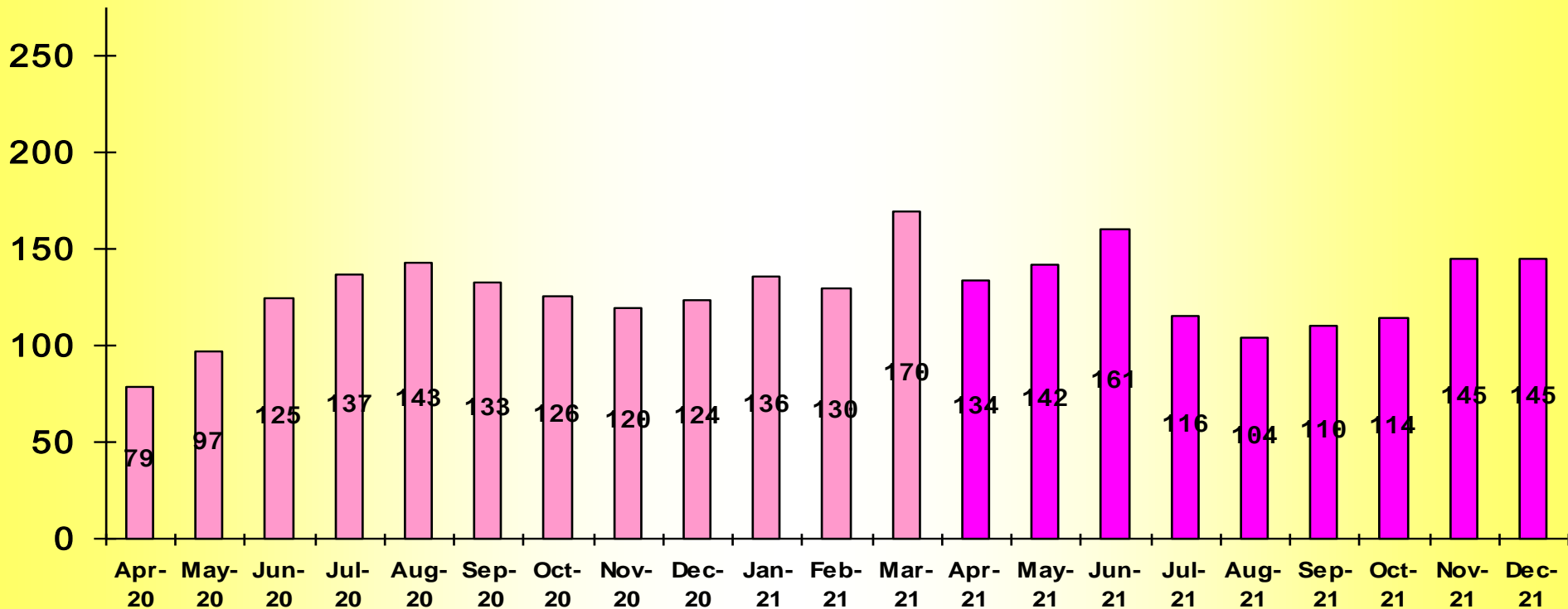
Compare with 2020
+ 9 %



Source: The Federation of Thai Industries

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

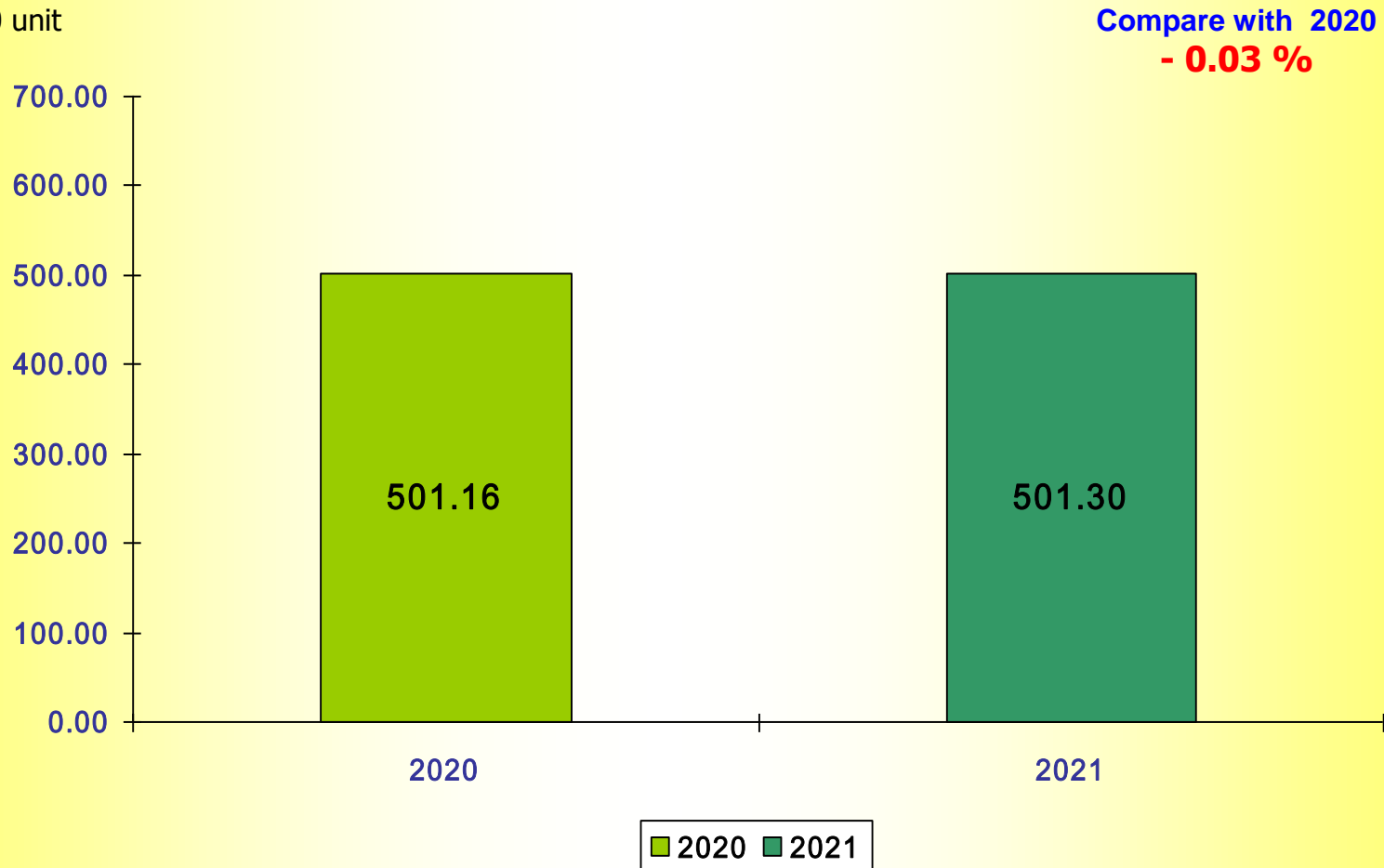
X 1,000 unit



Source: The Federation of Thai Industries

2W Production (October - December 2021)

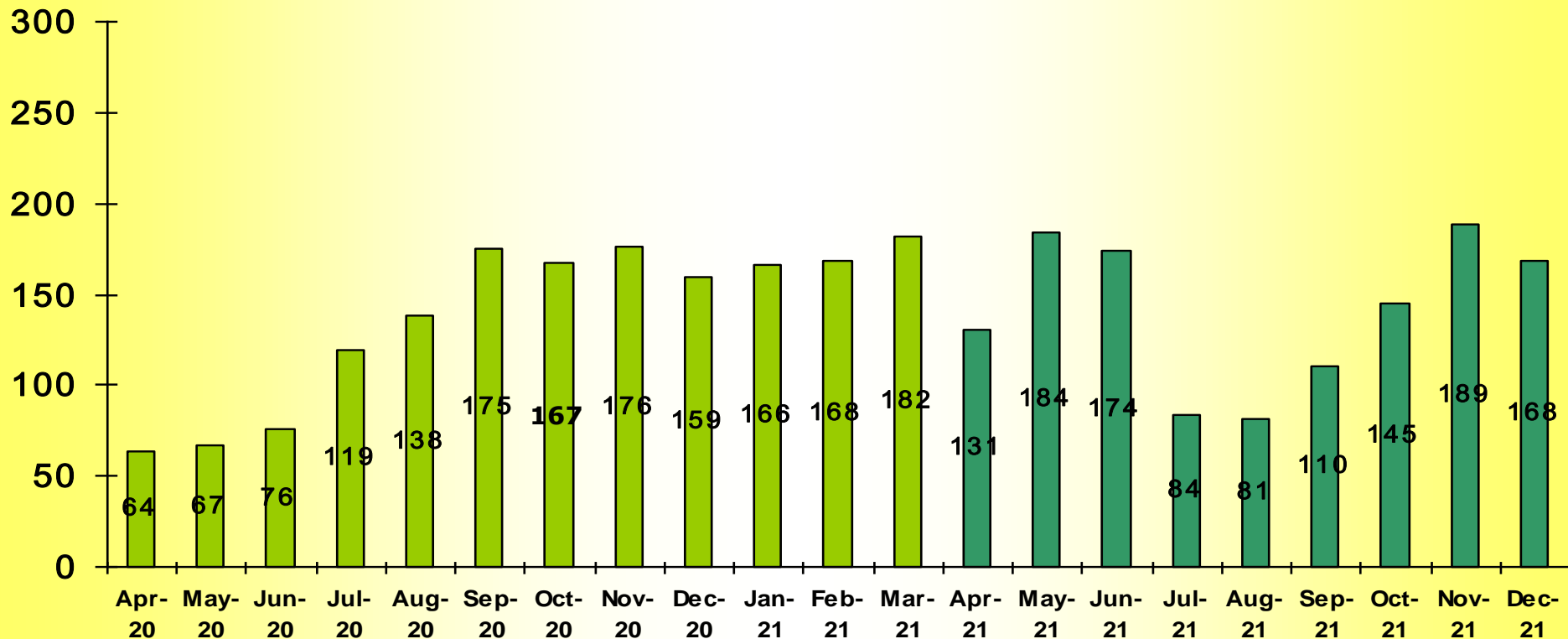
X 1,000 unit



Source: The Federation of Thai Industries

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

X 1,000 unit



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	31 December 2021	31 March 2021	Change
	(M฿)	(M฿)	(%)
Current Assets	8,810.45	8,000.16	+10.13
Non Current Asset	13,523.79	13,542.45	- 0.14
Total Assets	22,334.24	21,542.61	+3.67
Current Liabilities	1,843.83	1,967.44	-6.28
Non Current Liabilities	950.47	857.39	+10.86
Total Liabilities	2,794.30	2,824.83	-1.08
Equity	19,539.93	18,717.78	+4.39
Total Liabilities and Equity	22,334.24	21,542.61	+3.67

Statement of Income

The Three Month Period

The Equity Method	31 December 2021 (MB)	31 December 2020 (MB)	Change (%)
Sales	3,511.79	3,645.68	-3.67
Cost of sales	2,844.48	3,008.86	-5.46
Gross Profit	667.32	636.82	+4.79
Selling and Administrative expenses	273.80	221.01	+23.89
Other Income	27.24	23.36	+16.61
Share of profit from investments in associates	74.36	84.91	-12.42
Profit before income tax	495.12	524.09	-5.53
Net profit for the period	396.75	430.38	-7.81

Financial Statement – Statement of Income



The Nine Month Period

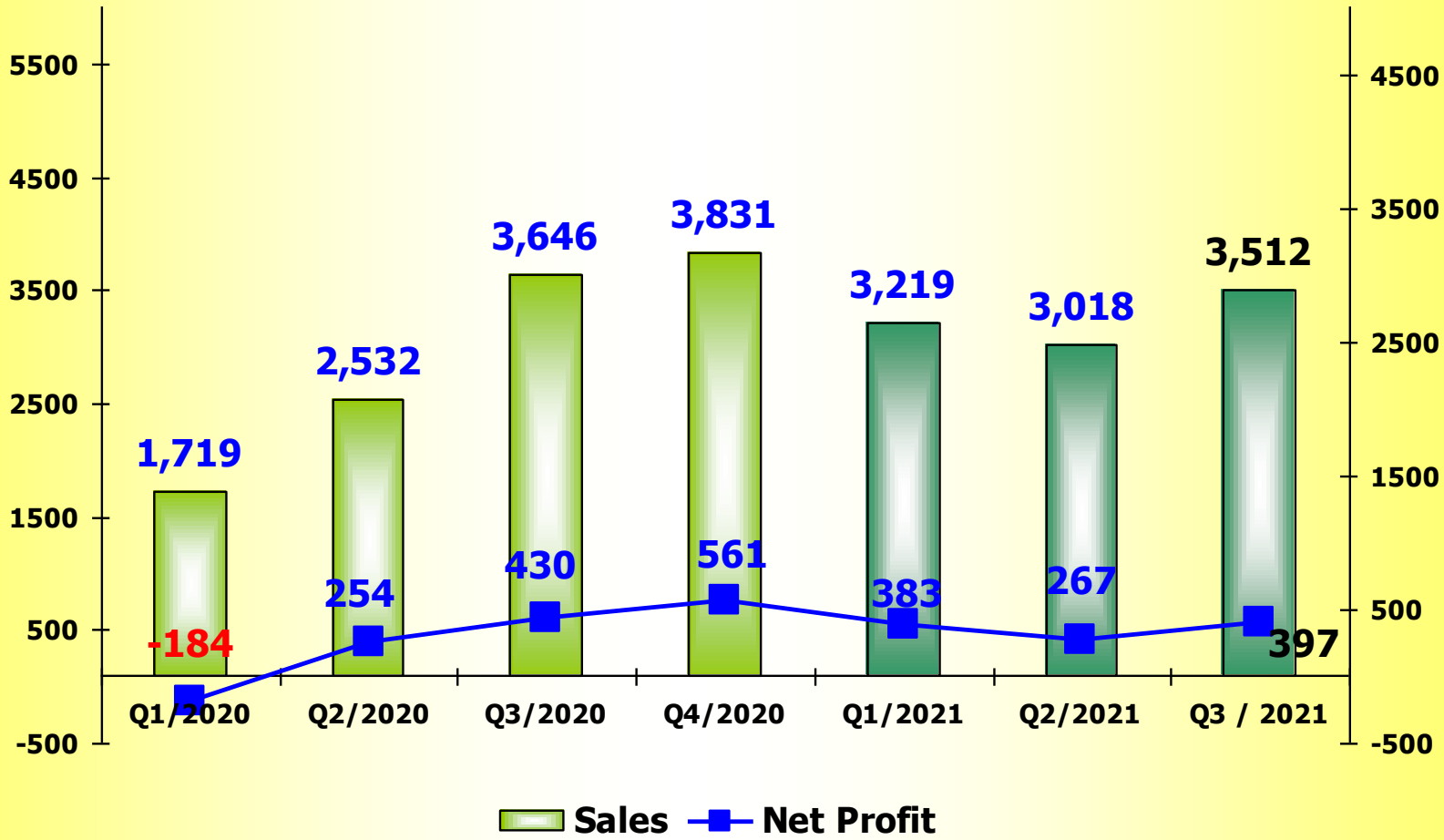
The Equity Method	31 December 2021 (MB)	31 December 2020 (MB)	Change (%)
Sales	9,748.18	7,896.29	+23.45
Cost of sales	7,977.81	7,033.57	+13.42
Gross Profit	1,770.37	862.73	+105.21
Selling and Administrative expenses	761.92	557.95	+36.56
Other Income	104.71	125.25	-16.40
Share of profit from investments in associates	187.00	166.18	+12.53
Profit before income tax	1,300.16	596.22	+118.07
Net profit for the period	1,047.38	500.49	+109.27

Statement of Cash Flows

The Equity Method	31 December 2021 (MB)	31 December 2020 (MB)
Net Cash received from Operating Activities	1,746.85	2,128.48
Net Cash used in Investing Activities	1,702.06	2,375.35
Net cash used in financing activity	421.44	632.16
Net decrease in cash and Cash equivalents	376.65	879.03
Cash / Cash equivalents at beginning of the period	2,663.33	3,177.44
Effects of Exchange rate changes	0.10	0.25
Cash / Cash equivalents at end of the period	2,286.78	2,298.66

Analysis by Quarterly

Unit : MB The Equity Method



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Head 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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