

# WELCOME

## Q2/2022 Operation Result Meeting

**Apichart Lee-issaranukul**

**October 28, 2022**

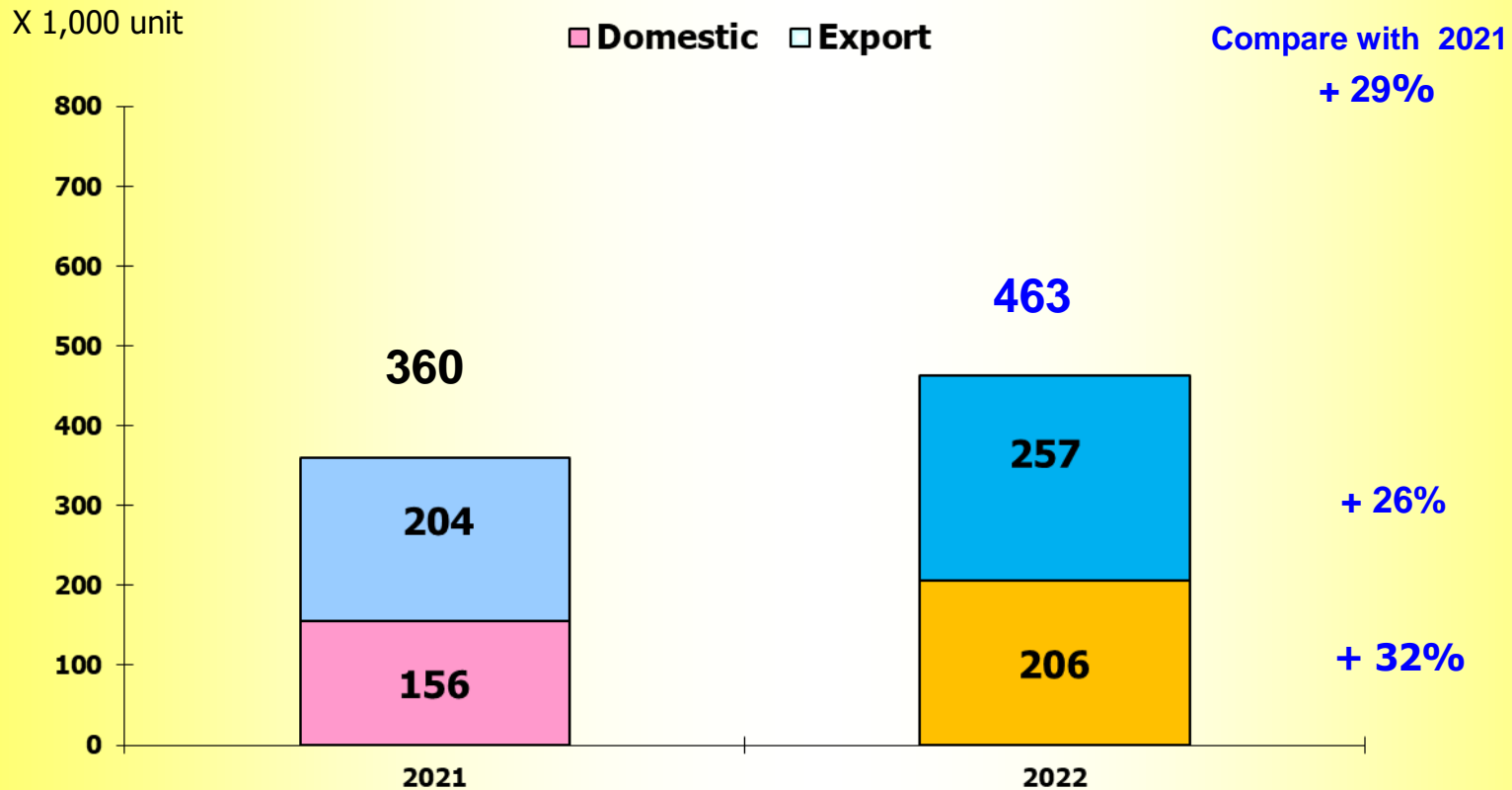
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

**The completely integrated manufacturer of world class automotive lighting**

# Agenda

- 1. Market Trend – 2022 (July – September)**
- 2. The 2<sup>nd</sup> Quarterly 2022 Financial Statement**
- 3. New Product**

## 4W Market Sale 2022 ( July – September ) Domestic & Export

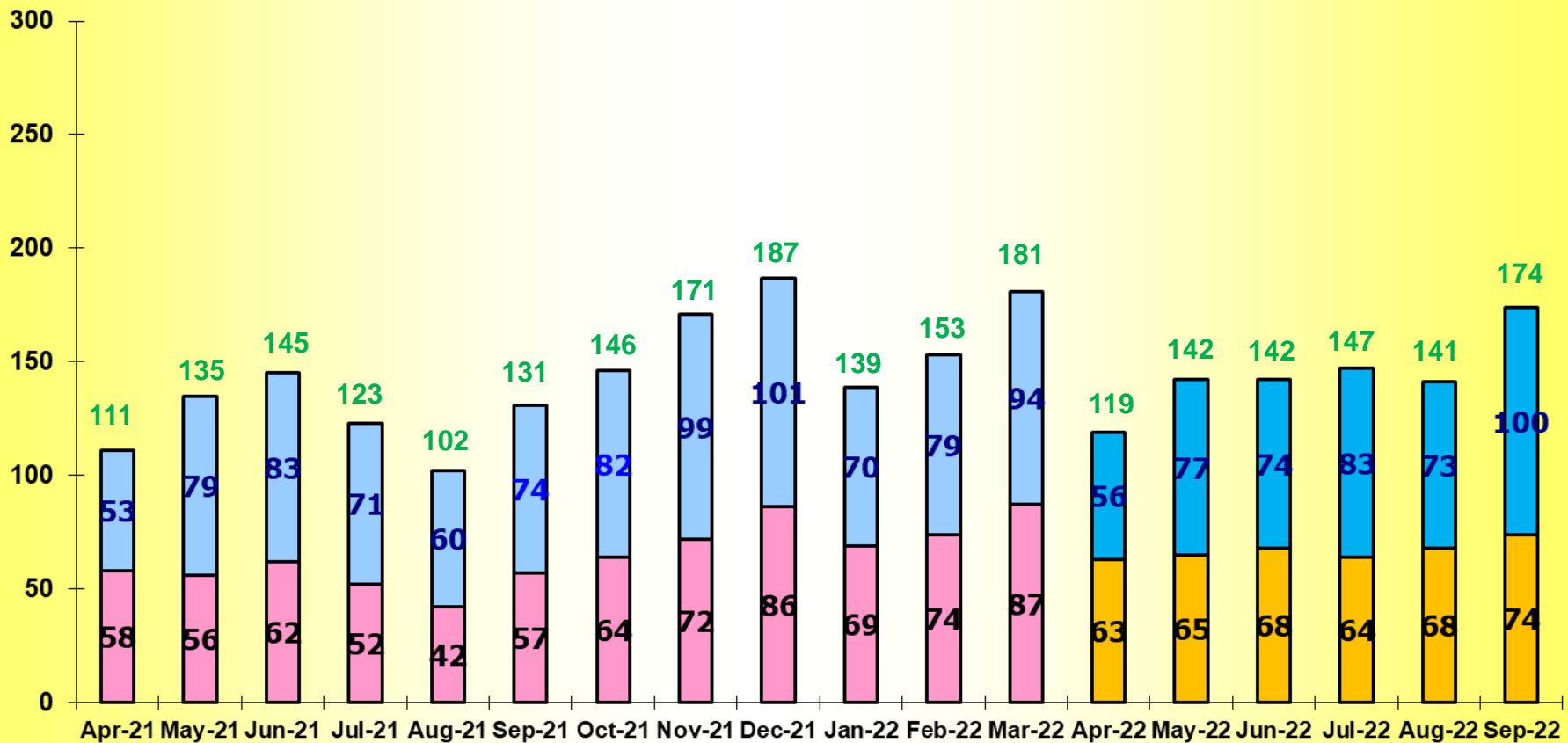


Source: The Federation of Thai Industries

## 4W (Motorcar) Market Sale (Domestic & Export) (April 2021 – September 2022)

X 1,000 unit

Domestic Export

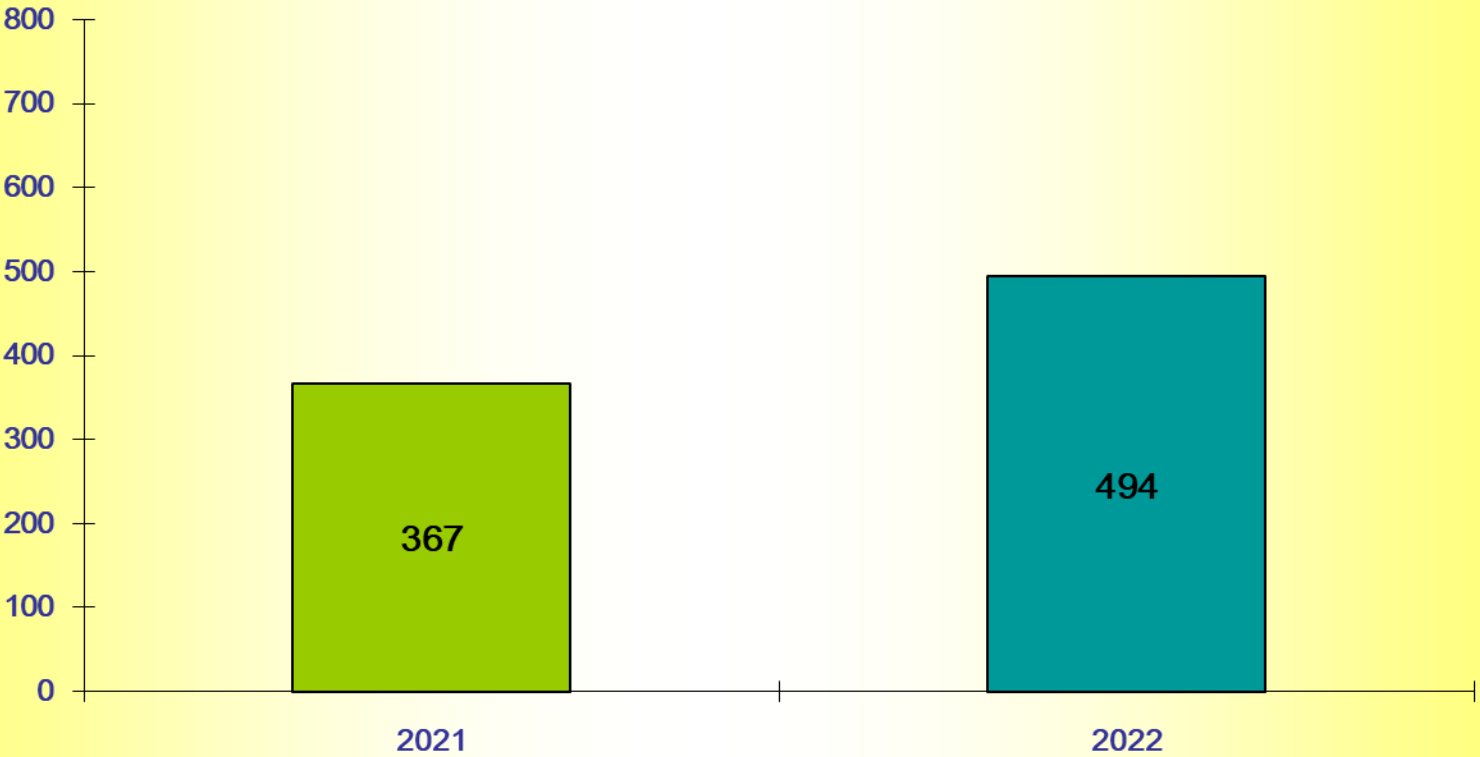


Source: The Federation of Thai Industries

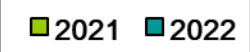
# 4W Production (July – September 2022)

X 1,000 unit

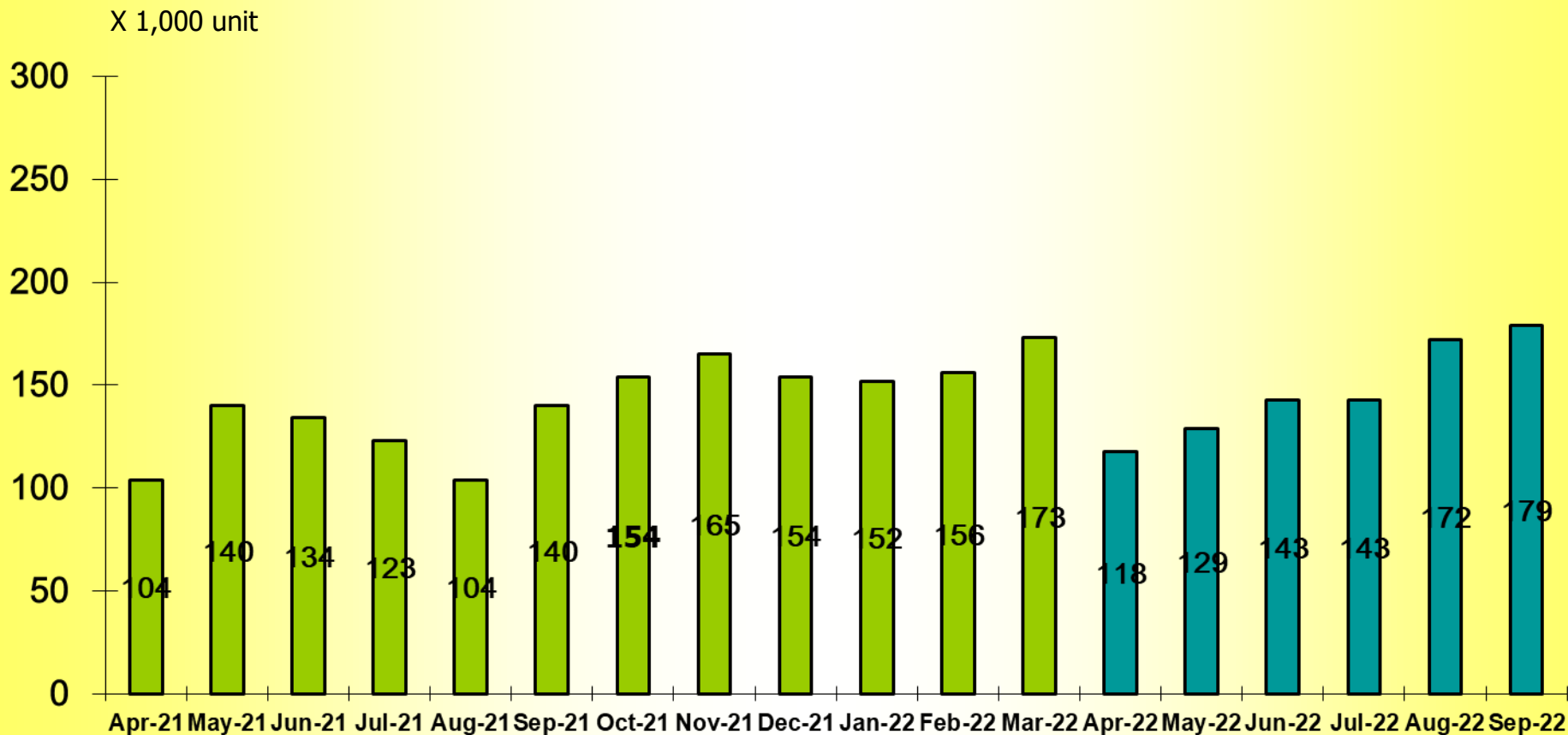
Compare with 2021  
+ 35%



Source: The Federation of Thai Industries



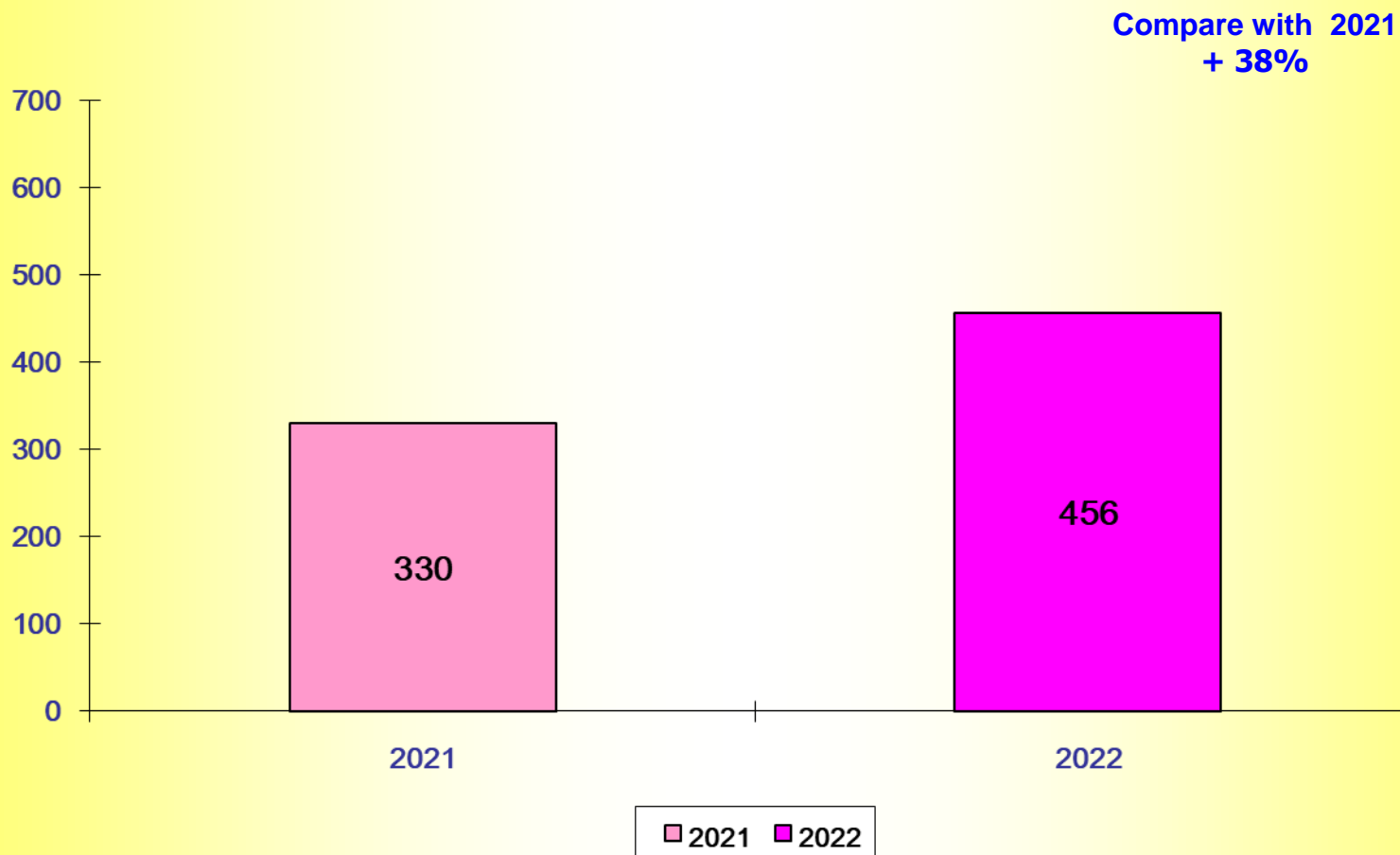
## 4W (Motorcar) Production ( By Month ) (April 2021 – September 2022)



Source: The Federation of Thai Industries

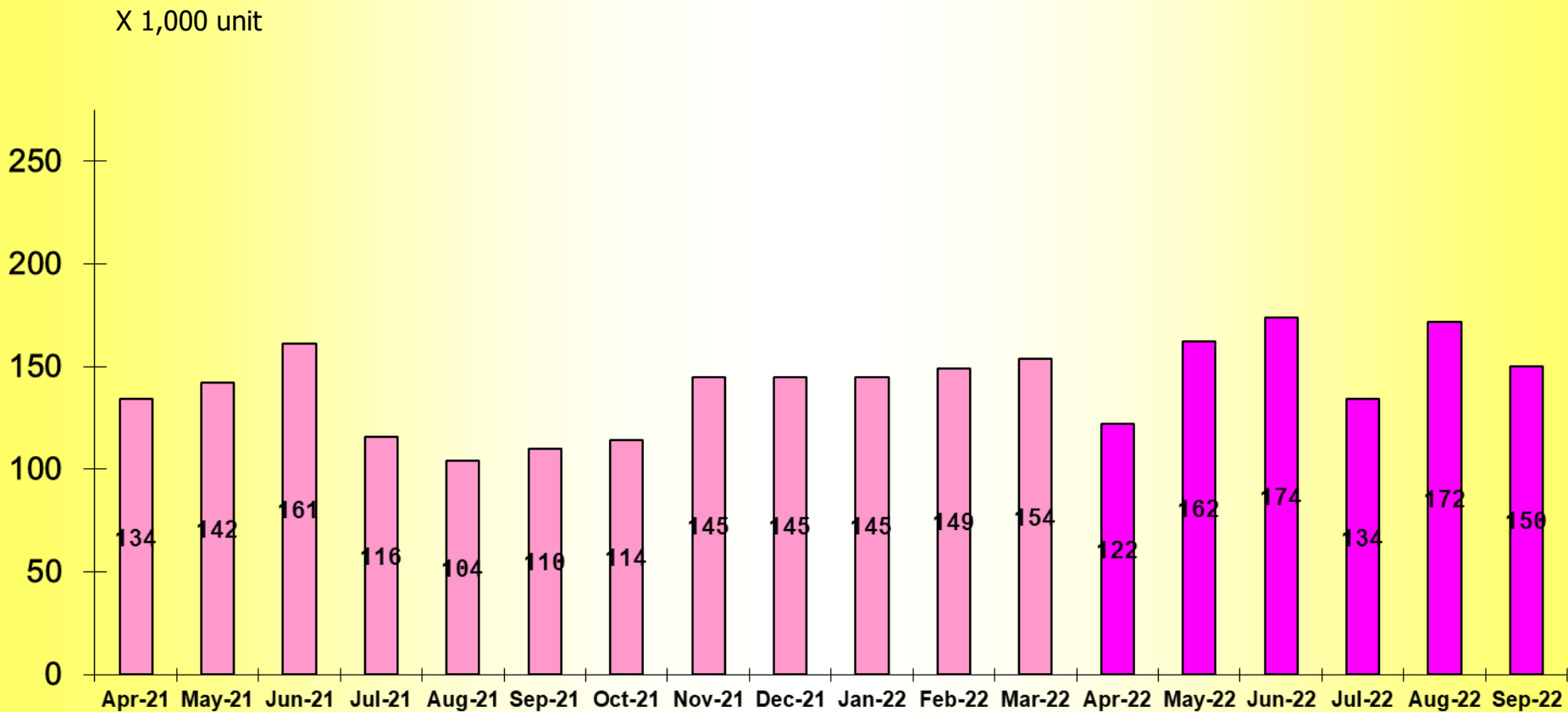
## 2W Sales - Domestic (July – September 2022)

X 1,000 unit



Source: The Federation of Thai Industries

## 2W (Motorcycle) Sale ( By Month ) April 2021 – September 2022



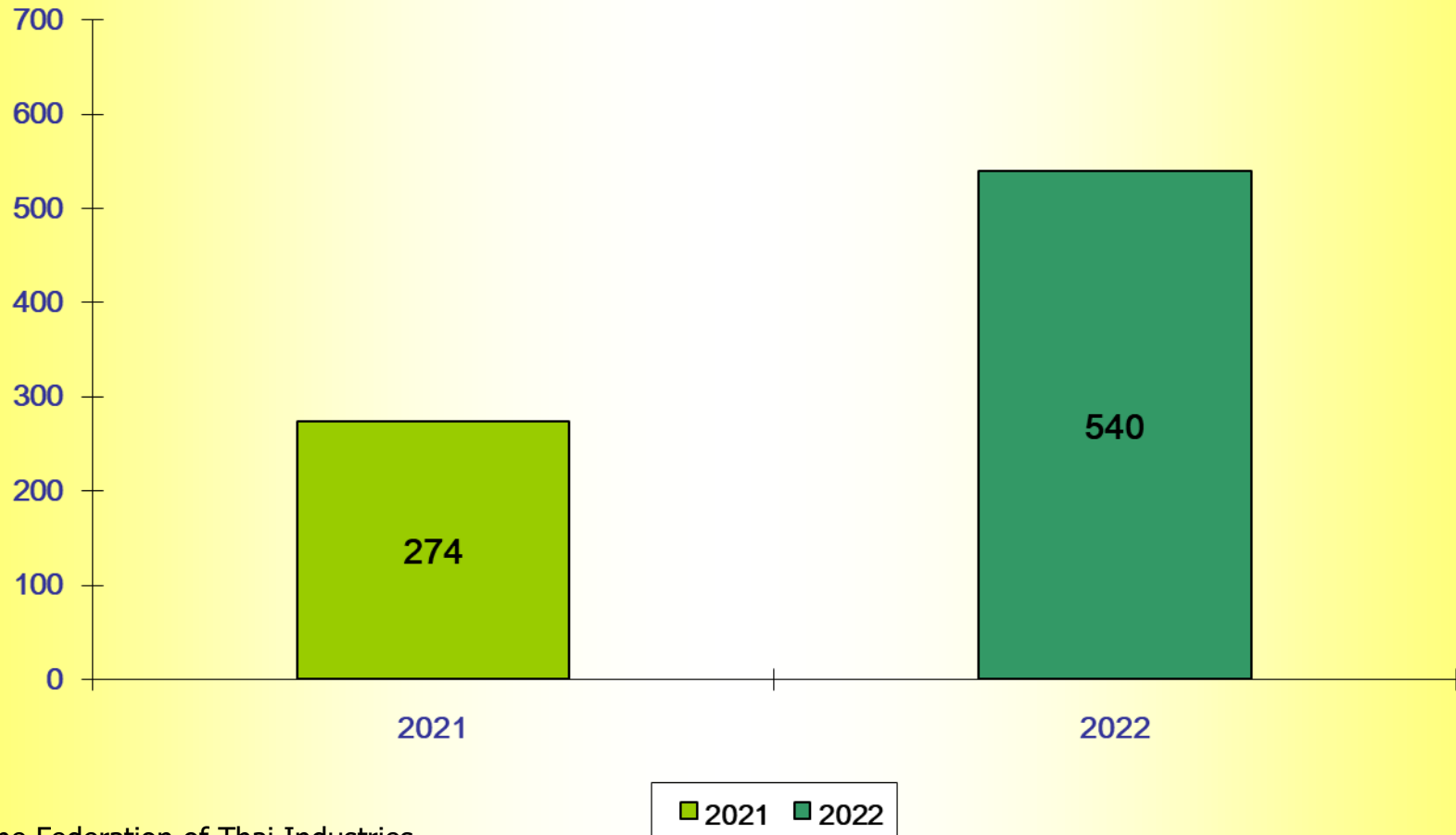
Source: The Federation of Thai Industries



## 2W Production (July – September 2022)

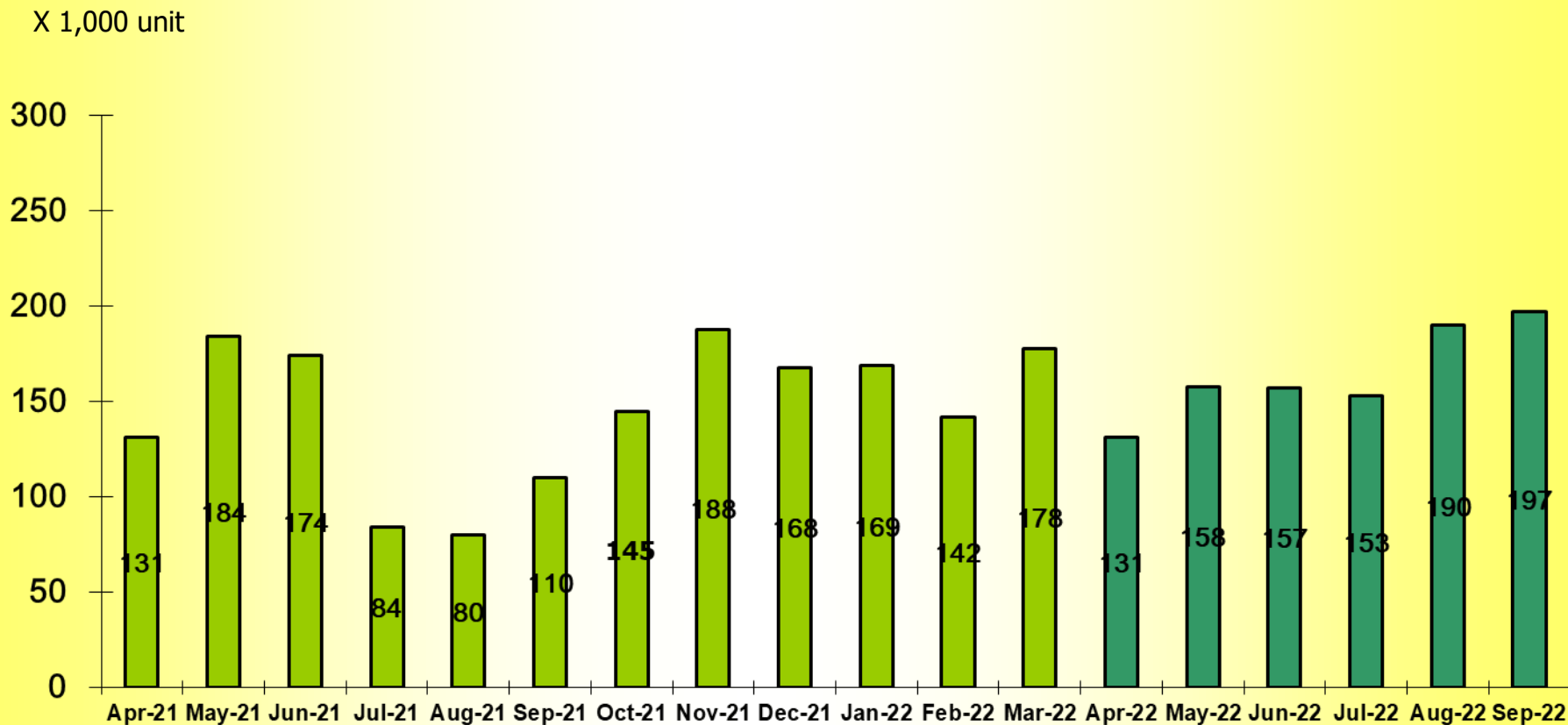
X 1,000 unit

Compare with 2021

**+ 97%**

Source: The Federation of Thai Industries

## 2W (Motorcycle) Production ( By Month ) April 2021 – September 2022



Source: The Federation of Thai Industries

# Agenda

1. Market Trend – 2022 (July – September)
2. The 2<sup>nd</sup> Quarterly 2022 Financial Statement
3. New Product

## Statement of Financial Position

The Equity Method	30 September 2022	31 March 2022	Change
	(MB)	(MB)	(%)
Current Assets	9,937.71	9,539.14	+4.18
Non Current Asset	13,381.33	13,517.51	-1.01
Total Assets	23,319.04	23,056.66	+1.14
Current Liabilities	1,846.87	2,065.24	-10.57
Non Current Liabilities	1,053.07	964.64	+9.17
Total Liabilities	2,899.94	3,029.88	-4.29
Shareholder Equity	20,419.10	20,026.78	+1.96
Total Liabilities and Shareholders' Equity	23,319.04	23,056.66	+1.14

## Statement of Income

The Three Month Period

The Equity Method	30 September 2022 (MB)	30 September 2021 (MB)	Change (%)
Sales	3,551.21	3,017.62	+17.68
Cost of sales	2,949.12	2,536.00	+16.29
Gross Profit	602.09	481.63	+25.01
Selling and Administrative expenses	278.17	246.12	+13.02
Other Income	144.09	49.23	+192.69
Share of profit from investments in associates	121.21	40.97	+195.87
Profit before income tax	589.22	325.71	+80.90
Net profit for the period	486.70	267.15	+82.19

The Six Month Period
----------------------

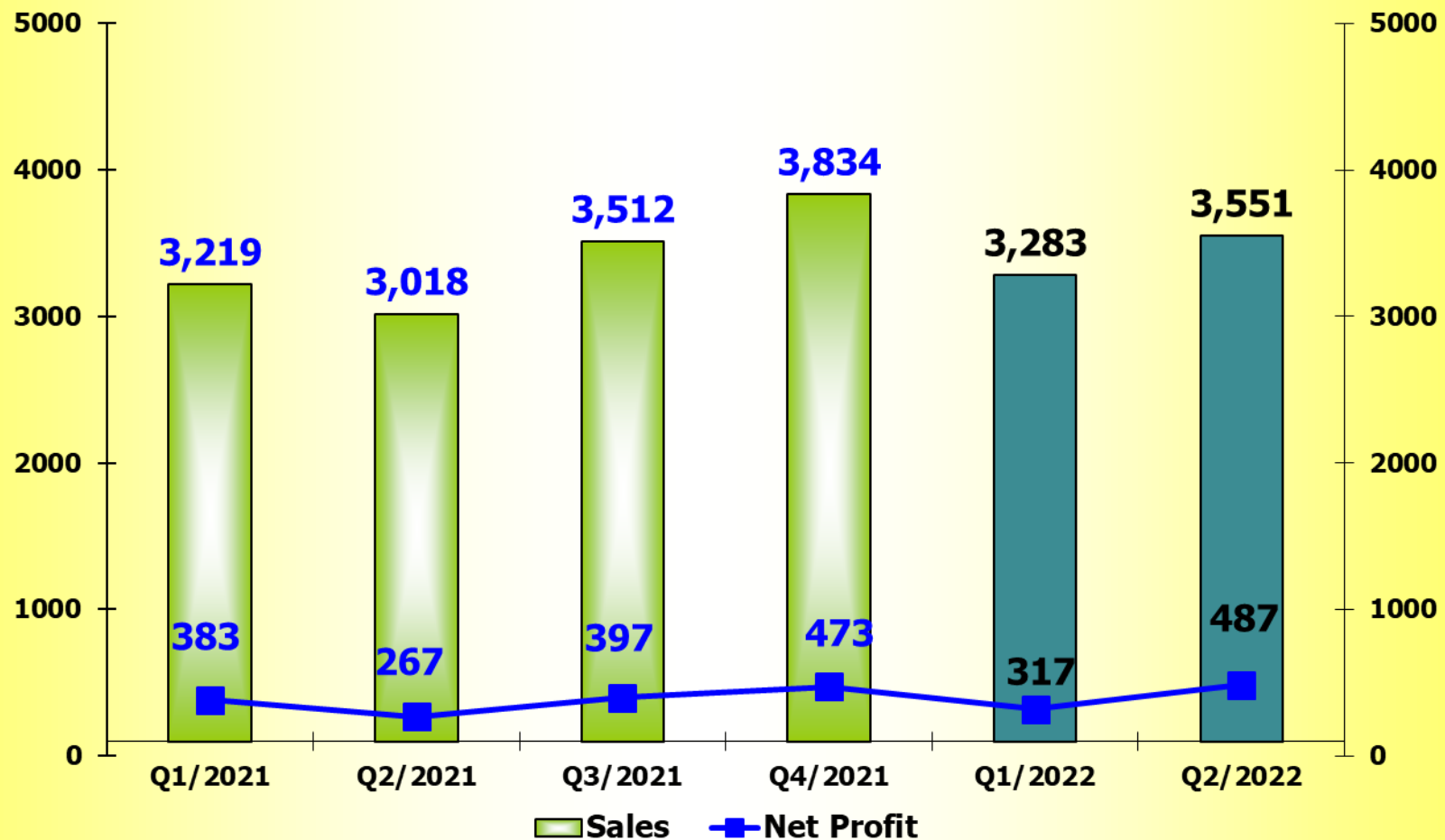
1<sup>st</sup> Half 20221<sup>st</sup> Half 2021

The Equity Method	30 September 2022	30 September 2021	Change
	(MB)	(MB)	(%)
Sales	6,834.28	6,236.39	+9.59
Cost of sales	5,683.30	5,133.34	+10.71
Gross Profit	1,150.98	1,103.05	+4.34
Selling and Administrative expenses	548.36	488.13	+12.34
Other Income	185.19	77.47	+139.05
Share of profit from investments in associates	197.96	112.65	+75.73
Profit before income tax	985.77	805.04	+22.45
Net profit for the period	804.11	650.63	+23.59

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 September 2022 (MB)	30 September 2021 (MB)
Net Cash received from Operating Activities	1,524.45	1,124.94
Net Cash used in Investing Activities	(1,498.99)	(1,368.12)
Net Cash used in Financing Activities	(651.31)	(421.44)
Net increase (decrease) cash / Cash equivalents	(625.85)	(664.62)
Cash / Cash equivalents at beginning of the period	2,655.94	2,663.33
Effects of Exchange rate changes	5.34	4.73
Cash / Cash equivalents at end of the period	2,035.44	2,003.44



# Agenda

1. Market Trend – 2022 (July – September)
2. The 2<sup>nd</sup> Quarterly 2022 Financial Statement
3. New Product



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.**

**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.**

**These materials do not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever.**

**Download : The presentation files at**

**[www.thaistanley.com/Investor Relations/Analyst Meeting Presentation](http://www.thaistanley.com/Investor Relations/Analyst Meeting Presentation)**

**For further questions, please contact :**

**Ms.Rattanaporn Boonwong : Investor Relations**

**Tel : 662-581-5462-3 (10 lines) ext. 1164**

**Fax: 662-581-5397**

**E-mail : [rattanaporn@stanley.co.th](mailto:rattanaporn@stanley.co.th)**