

# WELCOME

## Q3/2022 Operation Result Meeting

**Apichart Lee-issaranukul**

**January 27, 2023**

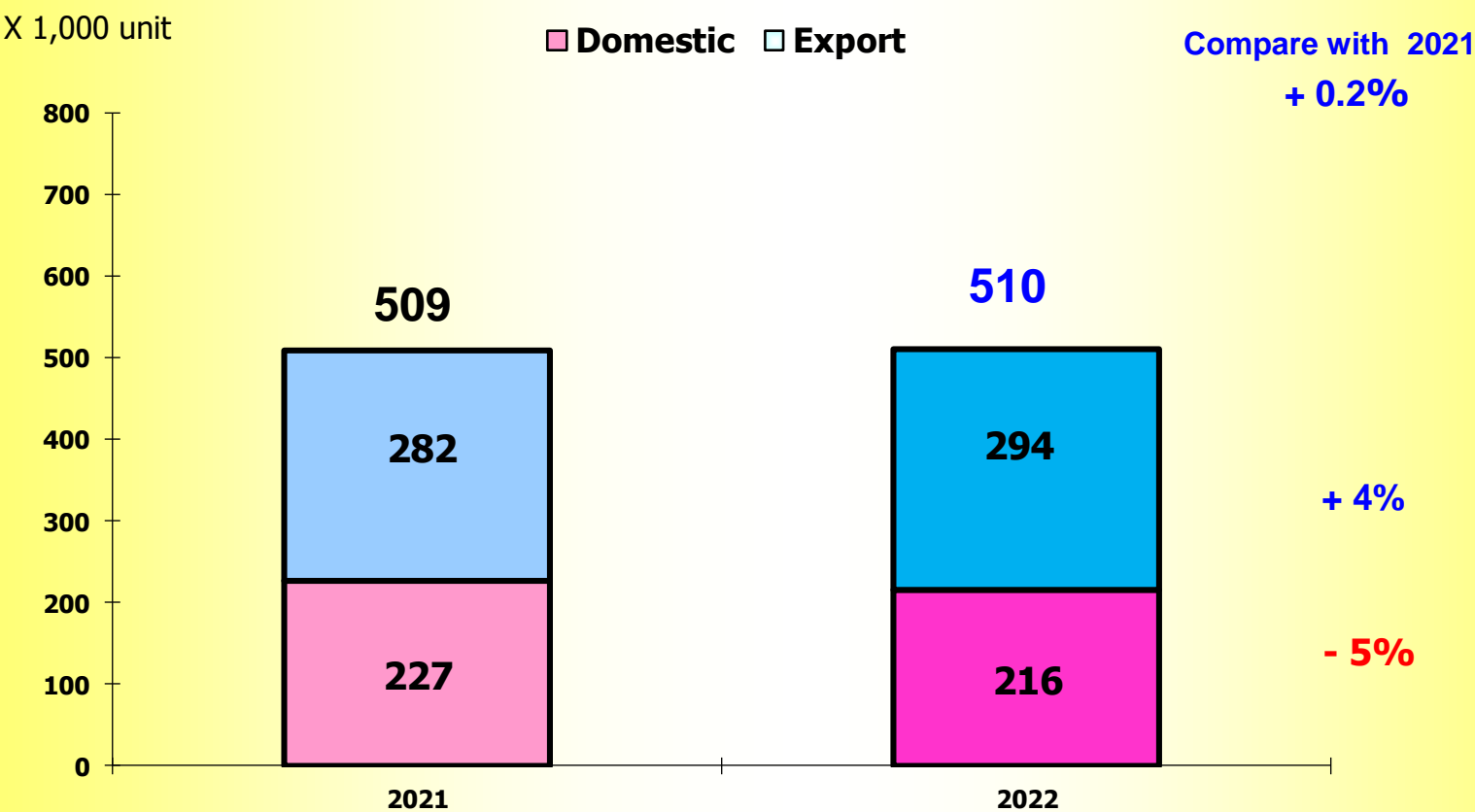
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

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

# Agenda

- 1. Market Trend – 2022 (October – December)**
- 2. The 3<sup>rd</sup> Quarterly 2022 Financial Statement**
- 3. New Product**

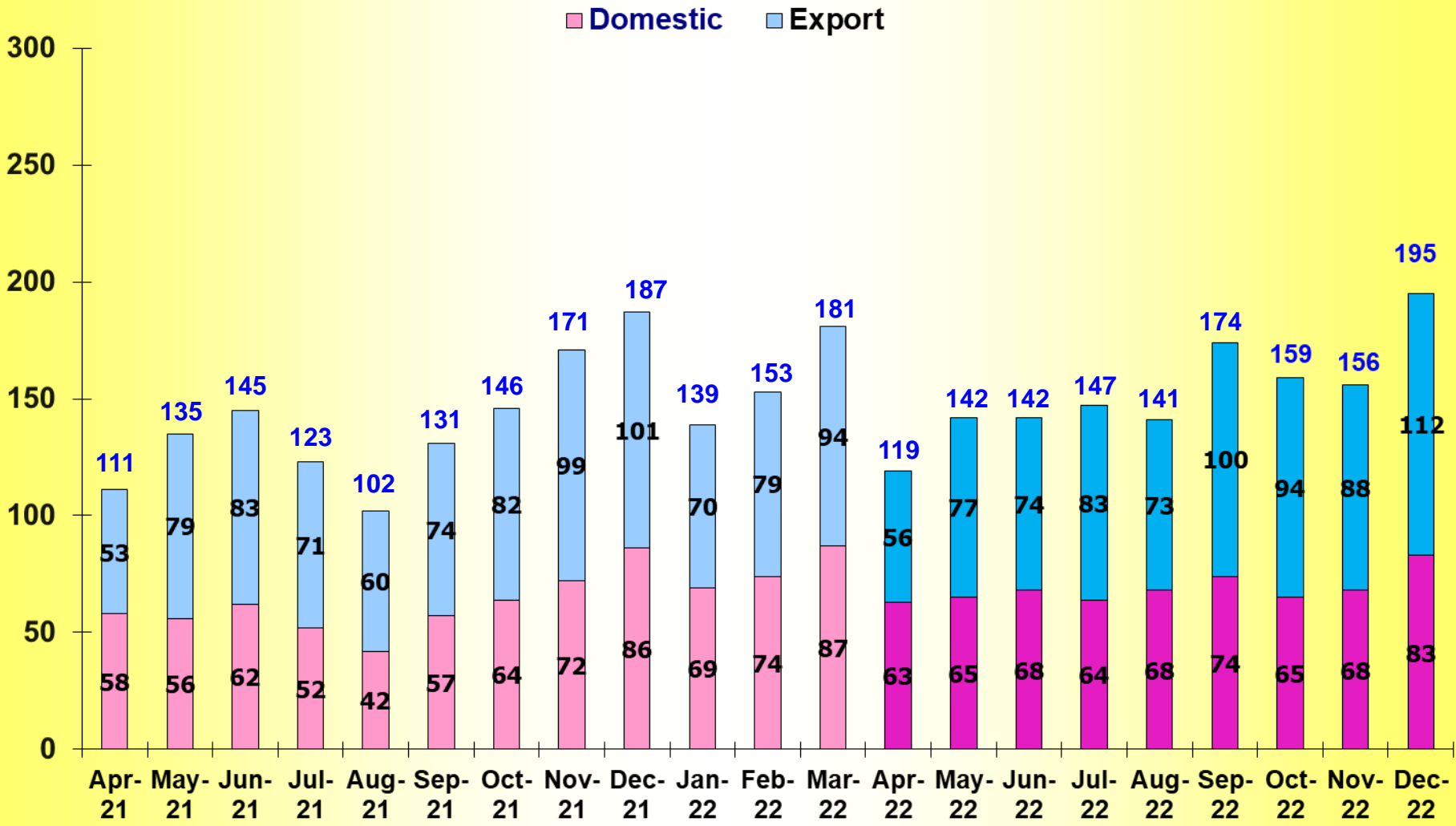
# 4W Market Sale 2022 ( October – December ) Domestic & Export



Source: The Federation of Thai Industries

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

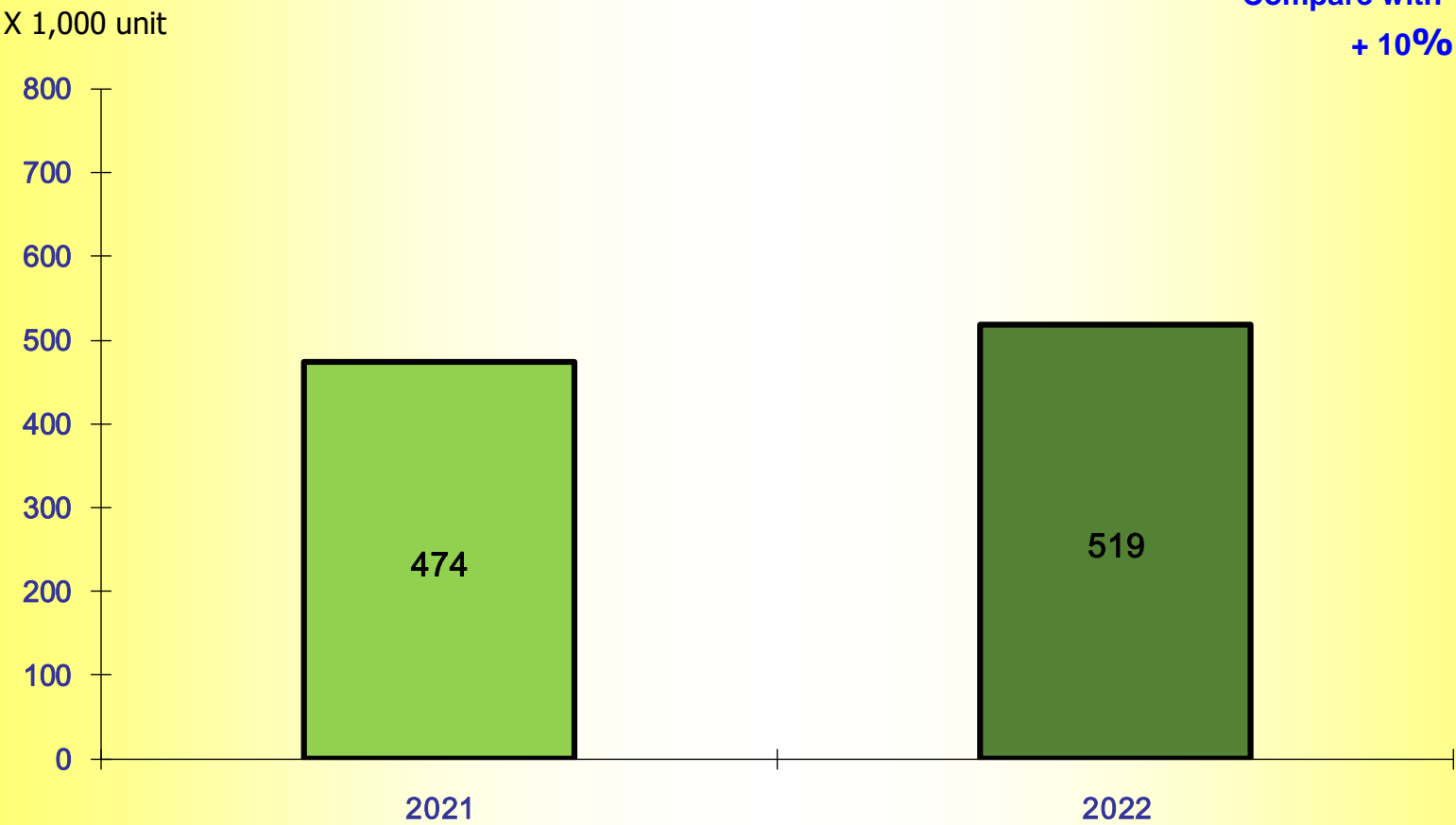
X 1,000 unit



Source: The Federation of Thai Industries

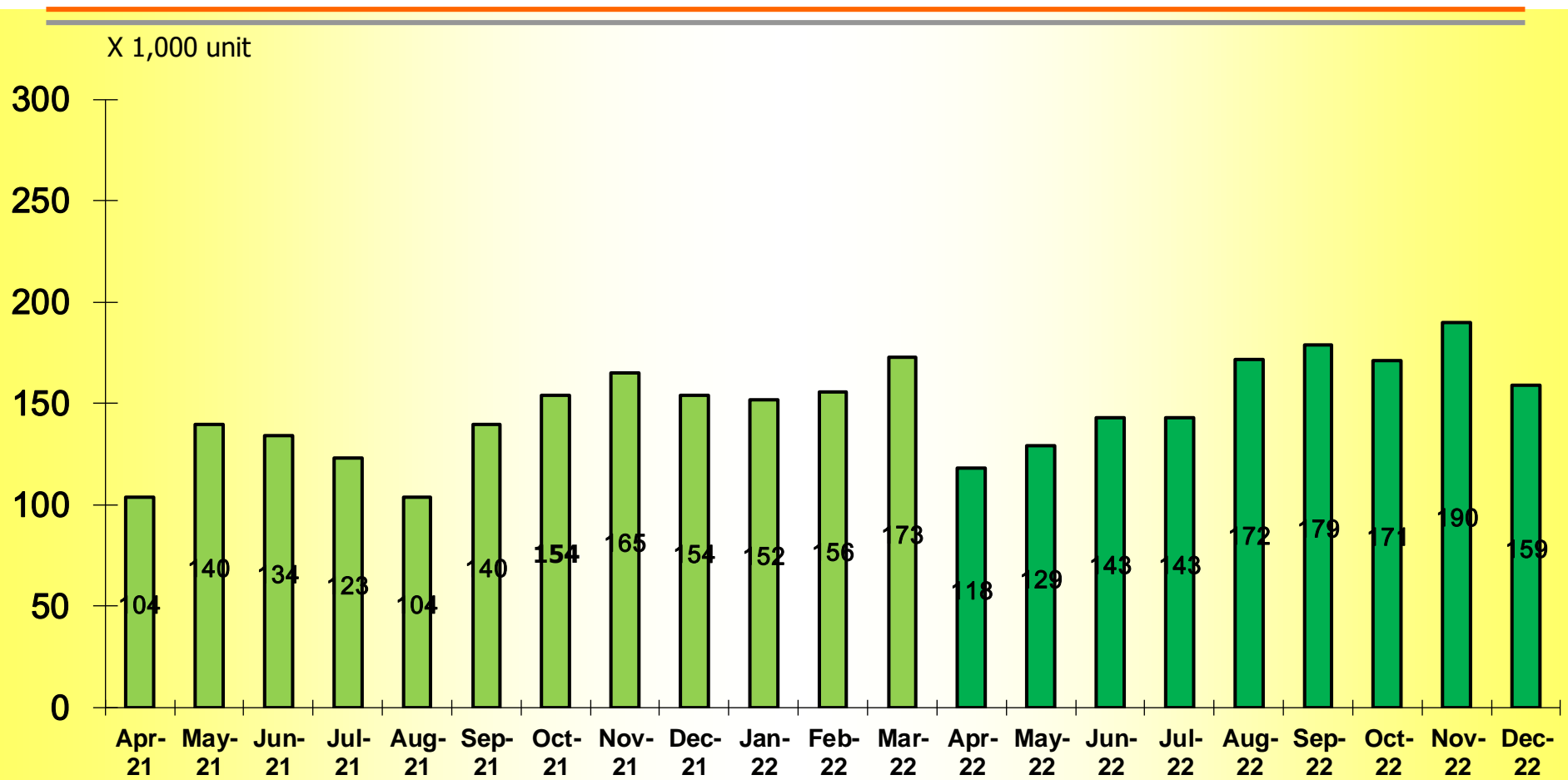
# 4W Production (October – December 2022)

Compare with 2021  
+ 10%



Source: The Federation of Thai Industries

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

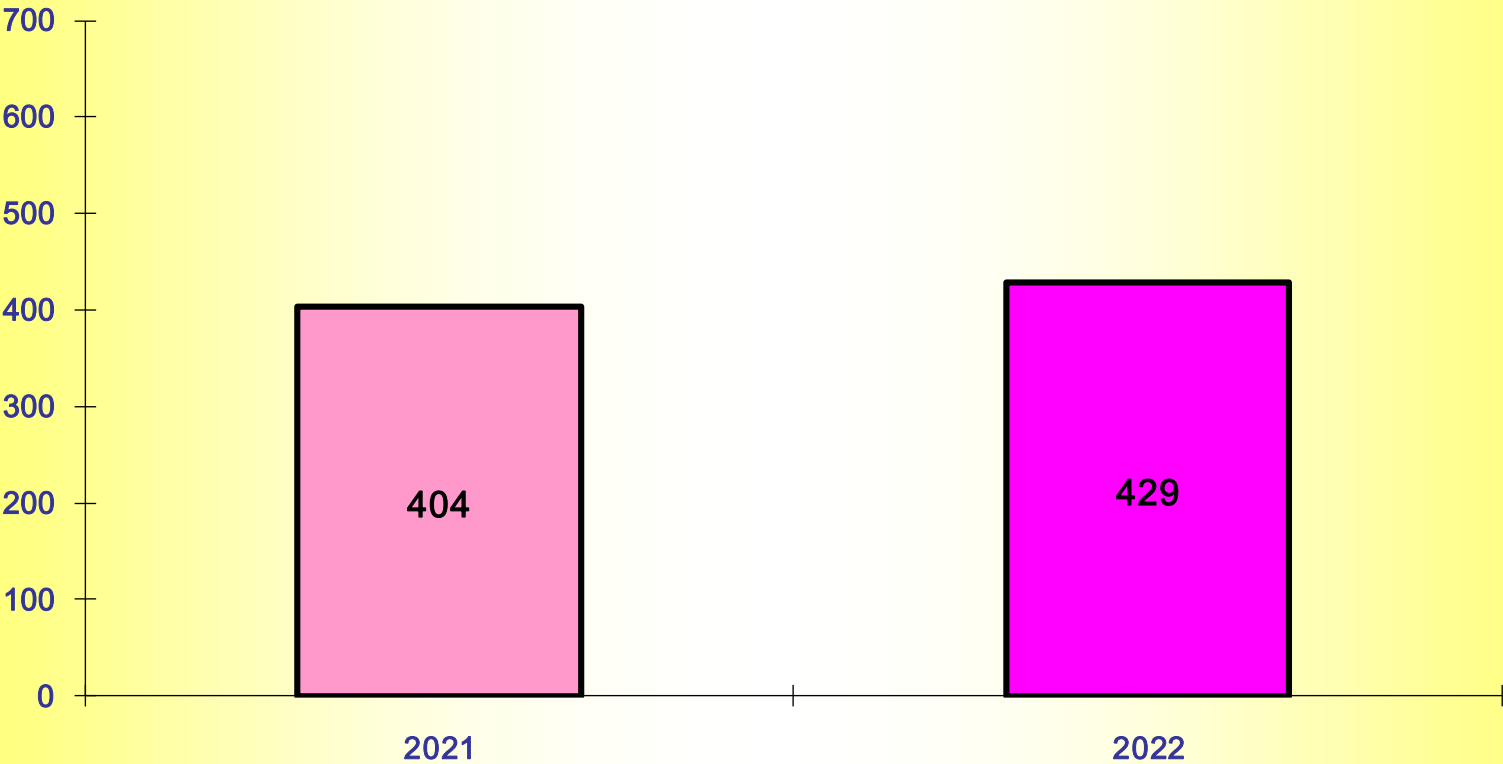


Source: The Federation of Thai Industries

# 2W Sales - Domestic (October – December 2022)

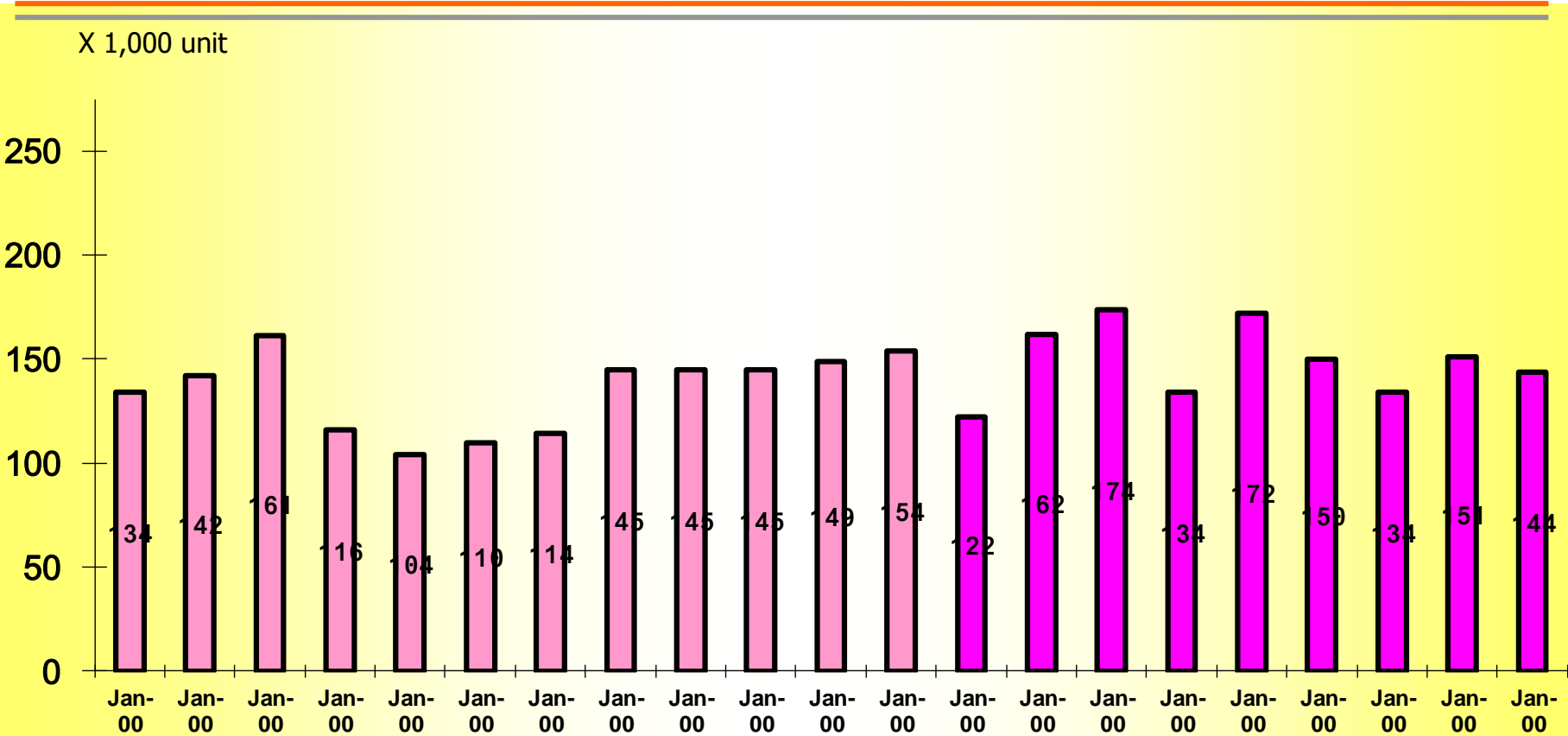
X 1,000 unit

Compare with 2021  
+ 6%



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

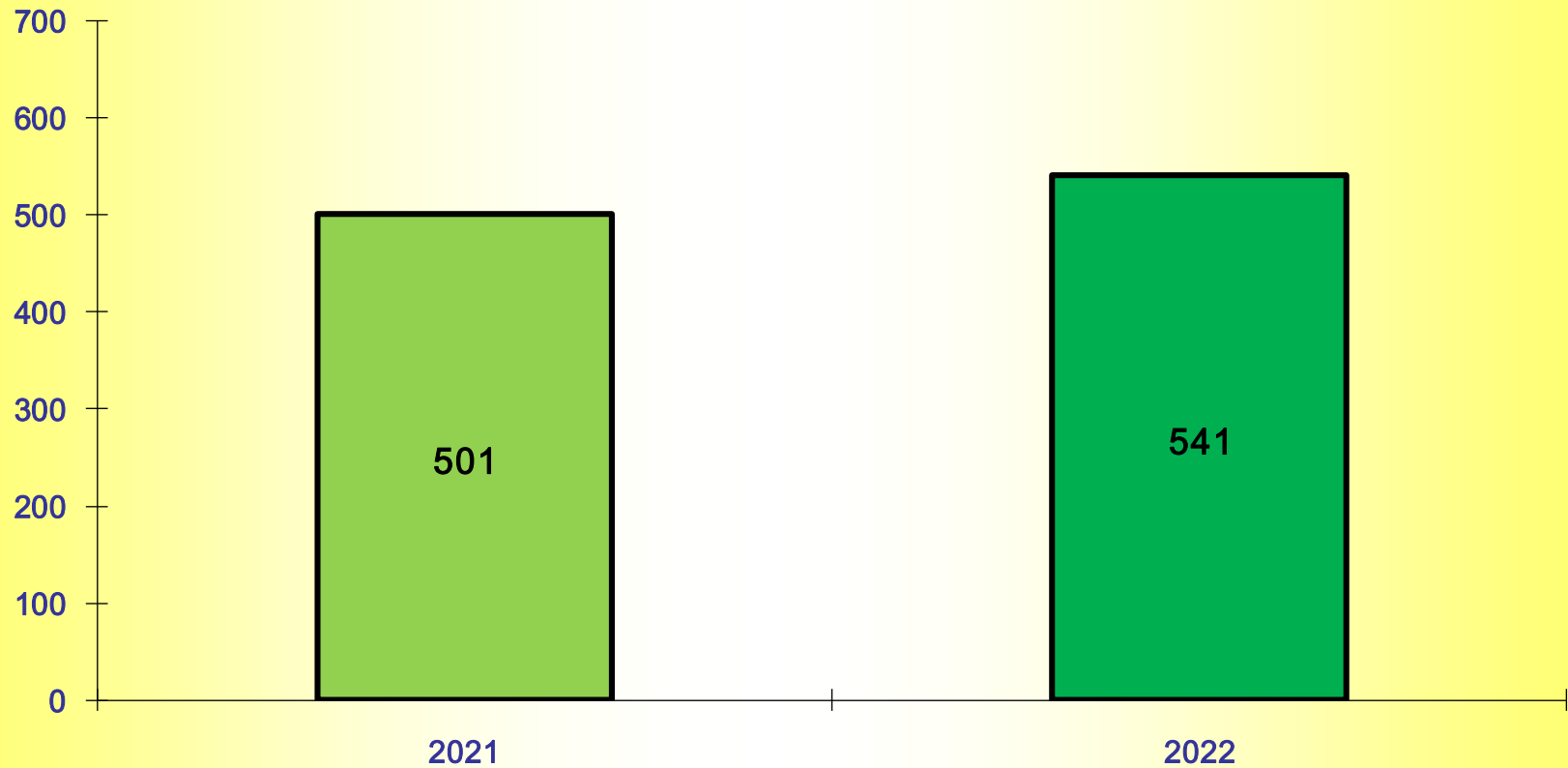


## 2W Production (October – December 2022)

X 1,000 unit

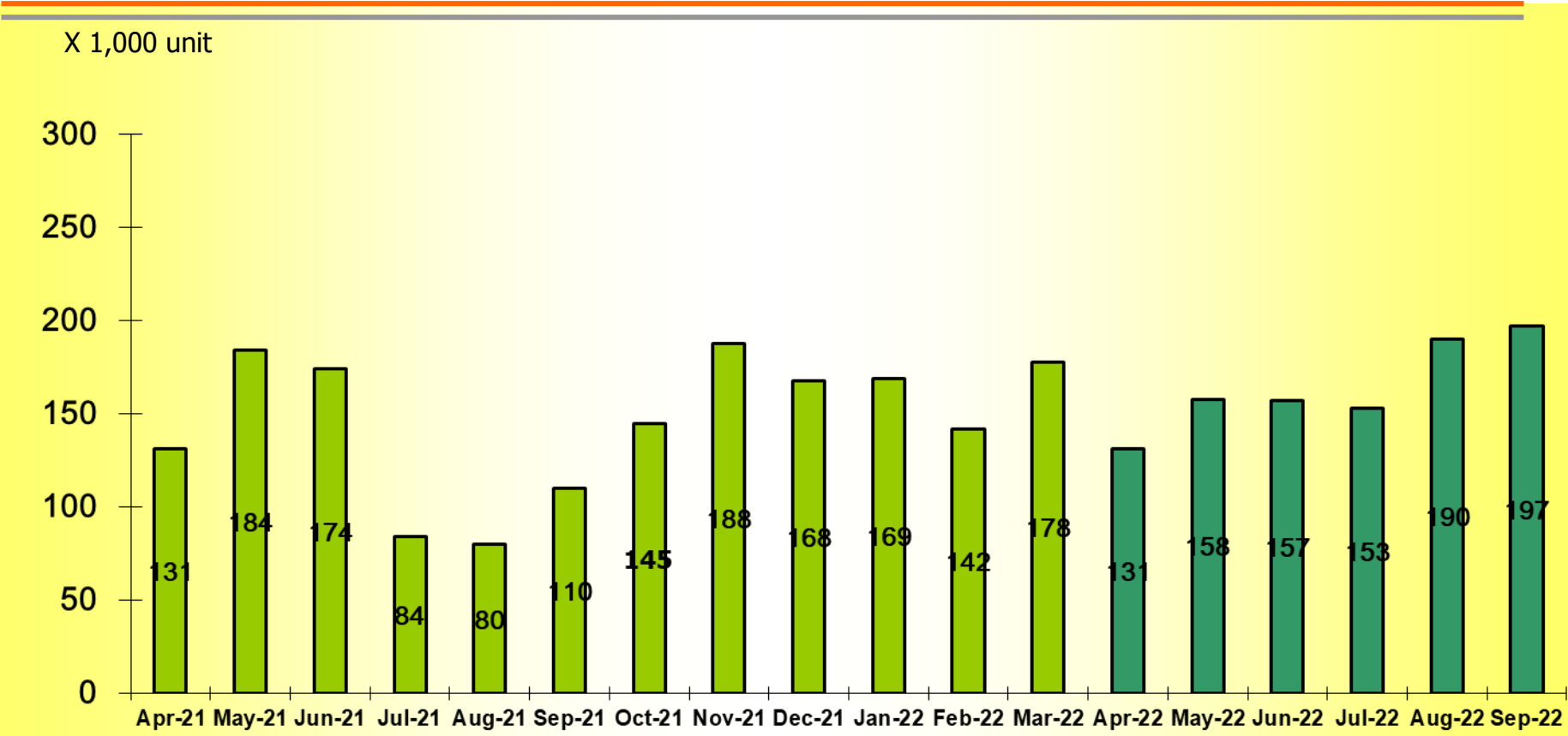
Compare with 2021

+ 8%



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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## Statement of Financial Position

The Equity Method	30 December 2022	31 March 2022	Change
	MB)	MB)	%)
Current Assets	10,282.65	9,539.14	+7.79
Non Current Asset	13,127.10	13,517.51	-2.89
Total Assets	23,409.75	23,056.66	+1.53
Current Liabilities	1,732.10	2,065.24	-16.13
Non Current Liabilities	1,035.07	964.64	+7.30
Total Liabilities	2,767.17	3,029.88	-8.67
Shareholder Equity	20,642.58	20,026.78	+3.07
Total Liabilities and Shareholders' Equity	23,409.75	23,056.66	+1.53

## The Three Month Period

## Statement of Income

The Equity Method	31 December 2022	31 December 2021	Change
	MB)	MB)	%)
Sales	3,602.04	3,511.79	+2.57
Cost of sales	2,990.59	2,844.48	+5.14
Gross Profit	611.45	667.32	-8.37
Selling and Administrative expenses	274.07	273.80	+0.10
Other Income	27.89	27.24	+2.39
Share of profit from investments in associates	104.58	74.36	+40.65
Profit before income tax	469.85	495.12	-5.10
Net profit for the period	376.25	396.75	-5.17

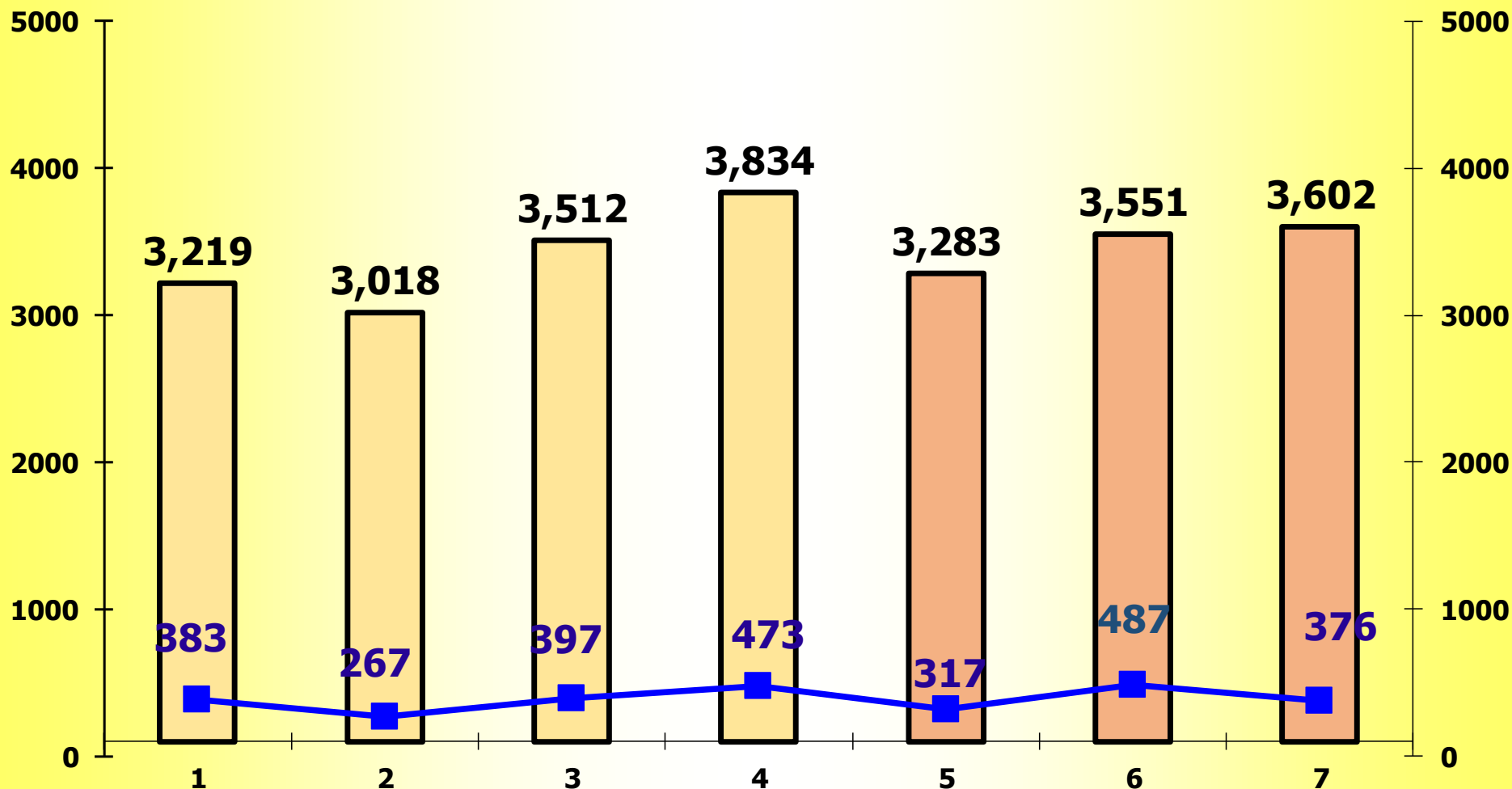
The Nine Month Period

The Equity Method	31 December 2022	31 December 2021	Change
	MB)	MB)	%)
Sales	10,436.32	9,748.18	+7.06
Cost of sales	8,673.89	7,977.81	+8.73
Gross Profit	1,762.43	1,770.37	-0.45
Selling and Administrative expenses	822.43	761.92	+7.94
Other Income	213.08	104.71	+103.50
Share of profit from investments in associates	302.54	187.00	+61.78
Profit before income tax	1,455.62	1,300.16	+11.96
Net profit for the period	1,180.36	1,047.38	+12.70

## Analysis by Quarterly

Unit : MB

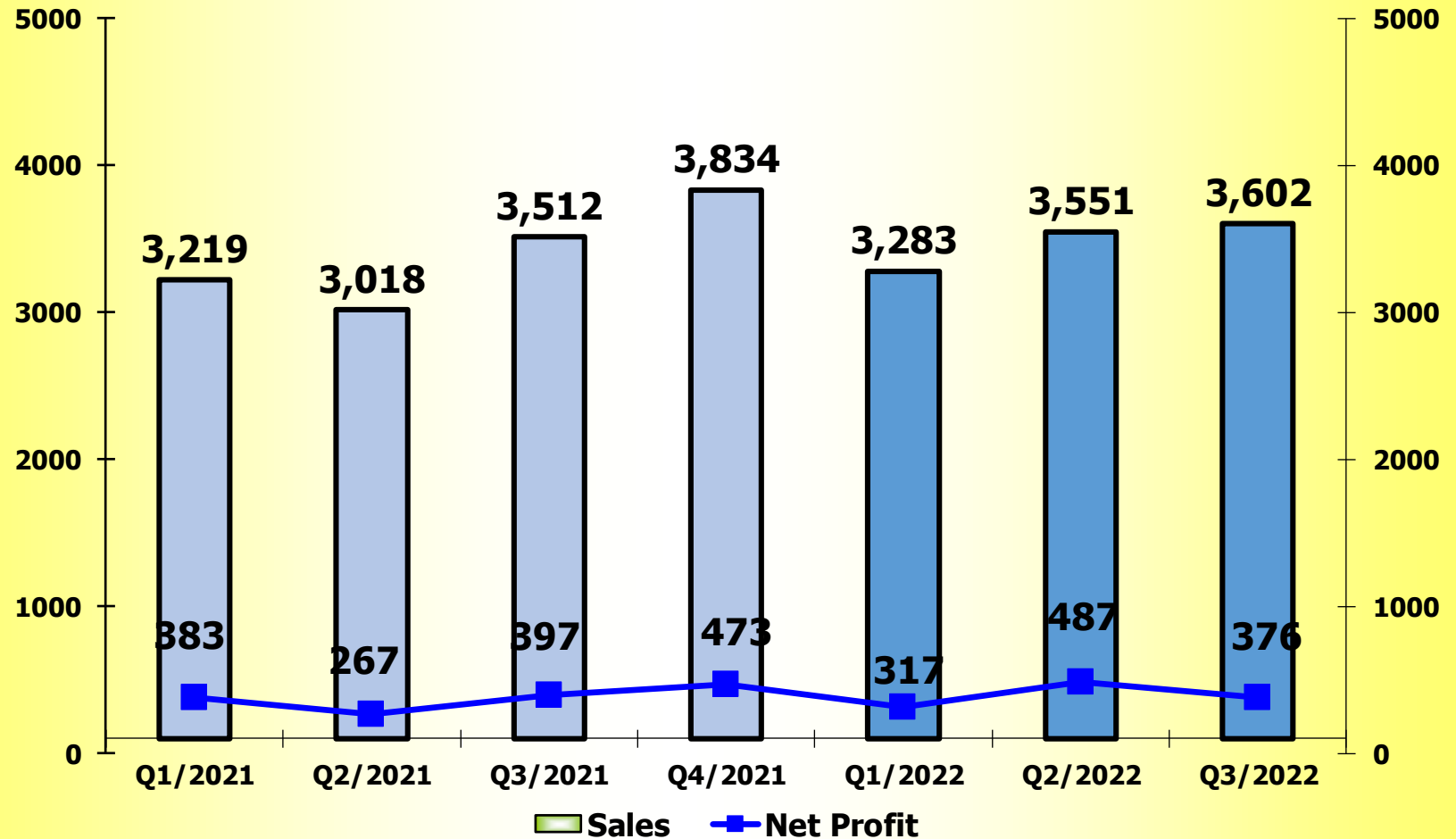
The Equity Method



## Analysis by Quarterly

Unit : MB

The Equity Method





## Statement of Cash Flows

The Equity Method

31 December 2022

31 December 2021

(MB)

(MB)

Net Cash received from Operating Activities	2,145.42	1,746.85
Net Cash used in Investing Activities	2,123.94)	1,702.06)
Net Cash used in Financing Activities	651.31)	421.44)
Net increased(decreased) cash / Cash equivalents	629.83)	376.65)
Cash / Cash equivalents at beginning of the period	2,655.94	2,663.33
Effects of Exchange rate changes	3.08)	0.10
Cash / Cash equivalents at end of the period	2,023.03	2,286.78

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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.**

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**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)**