

WELCOME

Q2/2023 Operation Result Meeting

Apichart Lee-issaranukul

October 30, 2023

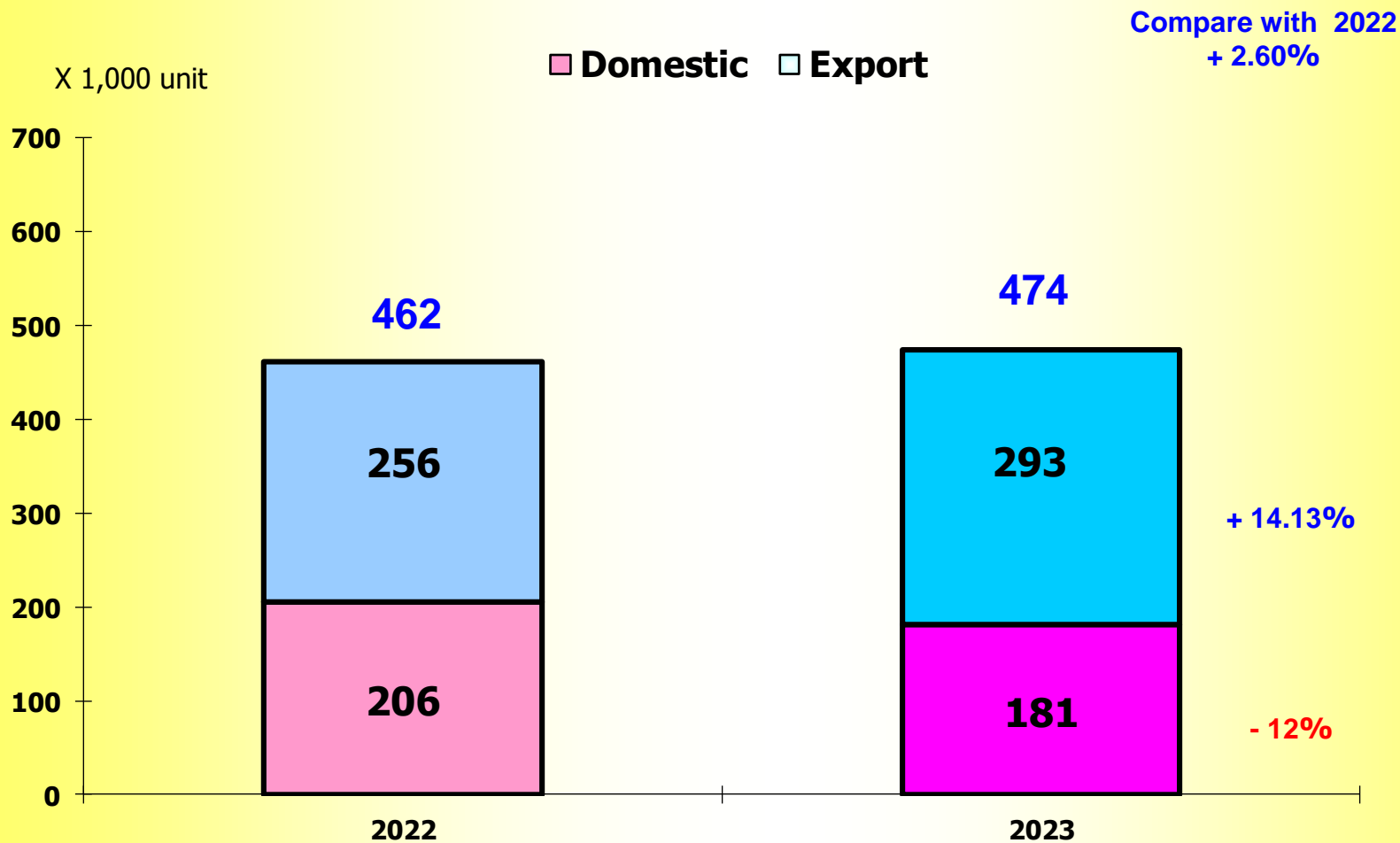
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2023 (July – September)**
- 2. The 2nd Quarterly 2023 Financial Statement**
- 3. New Product**

4W (Motorcar) Market Sale 2023 (July – September) Domestic & Export

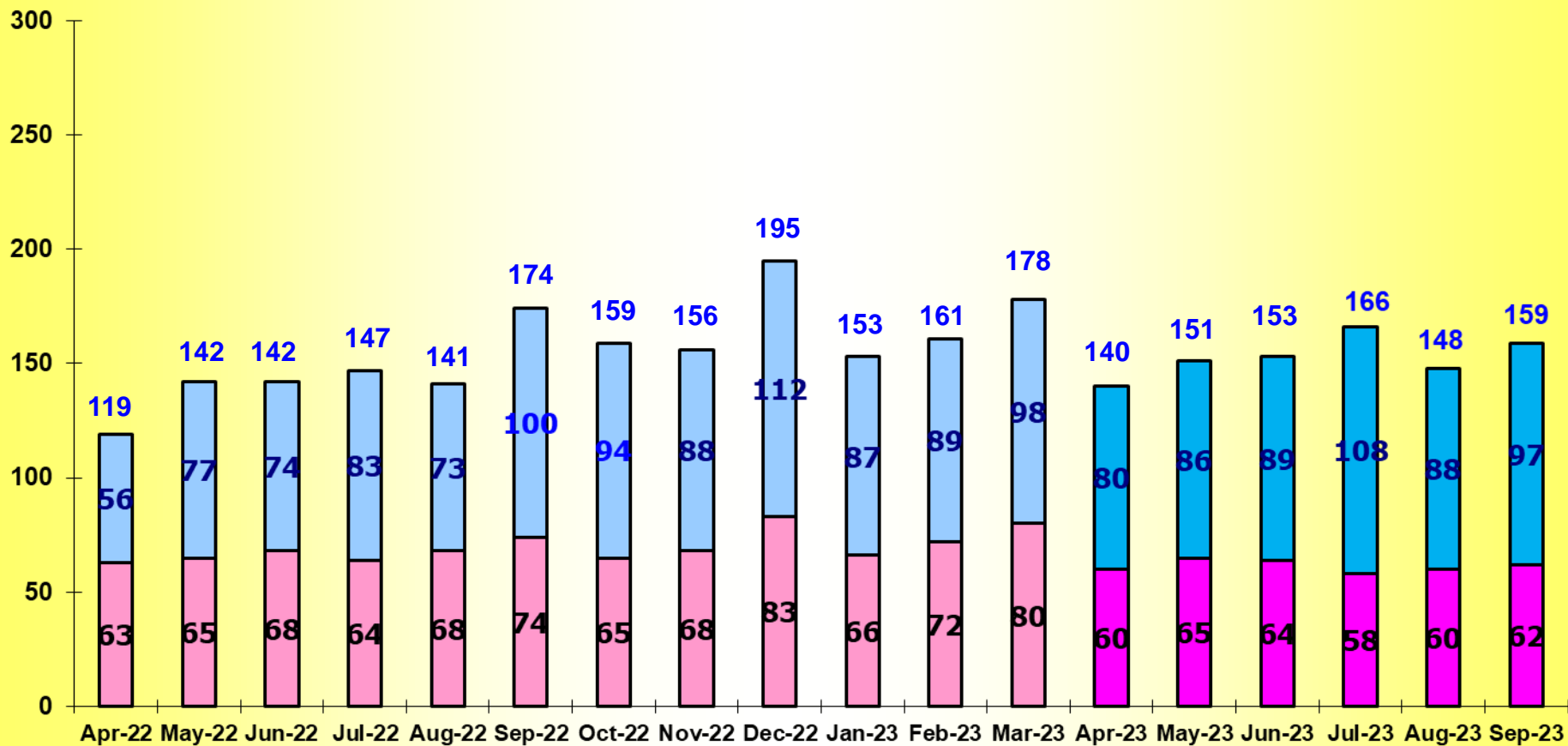


Source: The Federation of Thai Industries

4W (Motorcar) Market Sale (Domestic & Export) (April 2022 – September 2023)

X 1,000 unit

Domestic Export

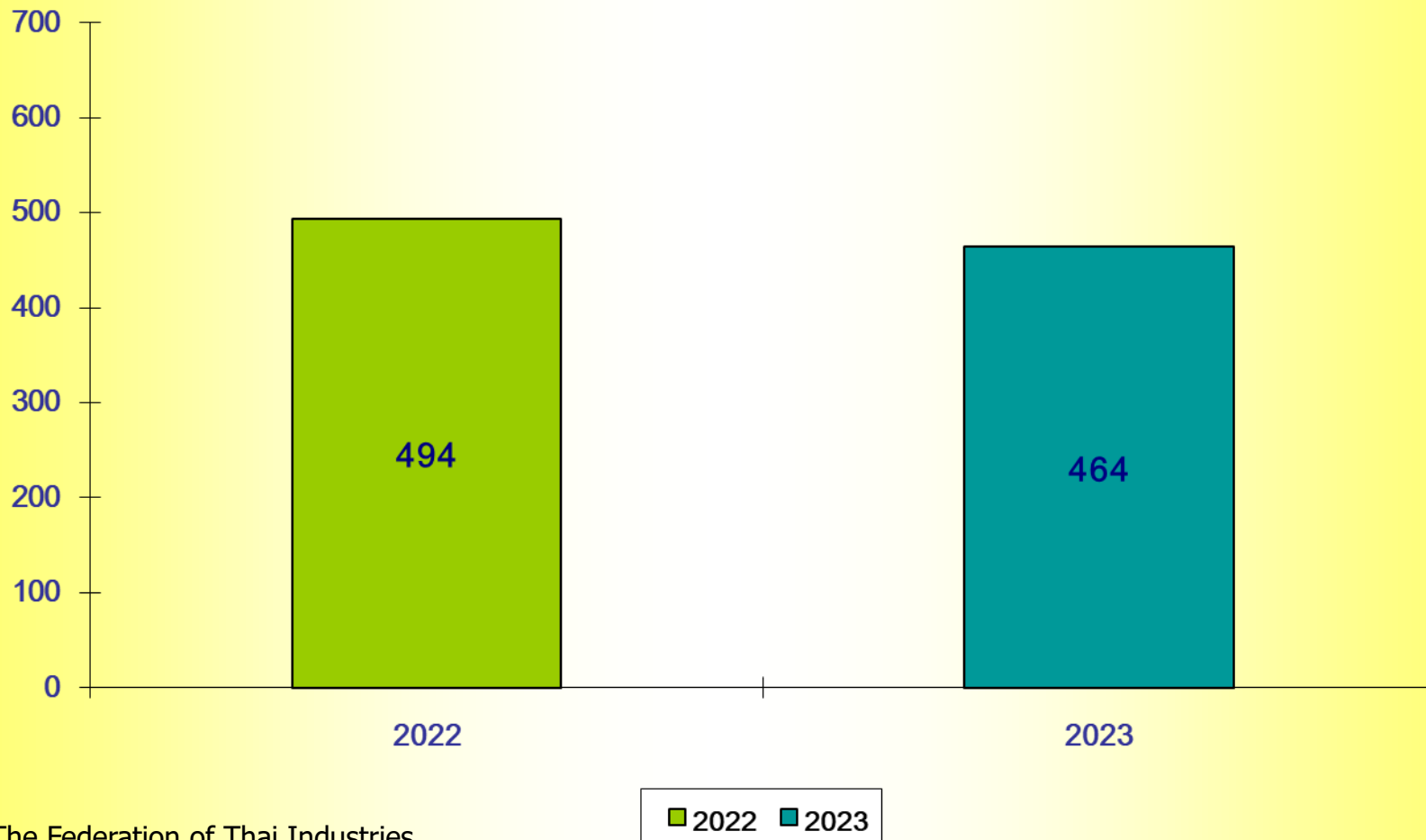


Source: The Federation of Thai Industries

4W (Motorcar) Production (July – September 2023)

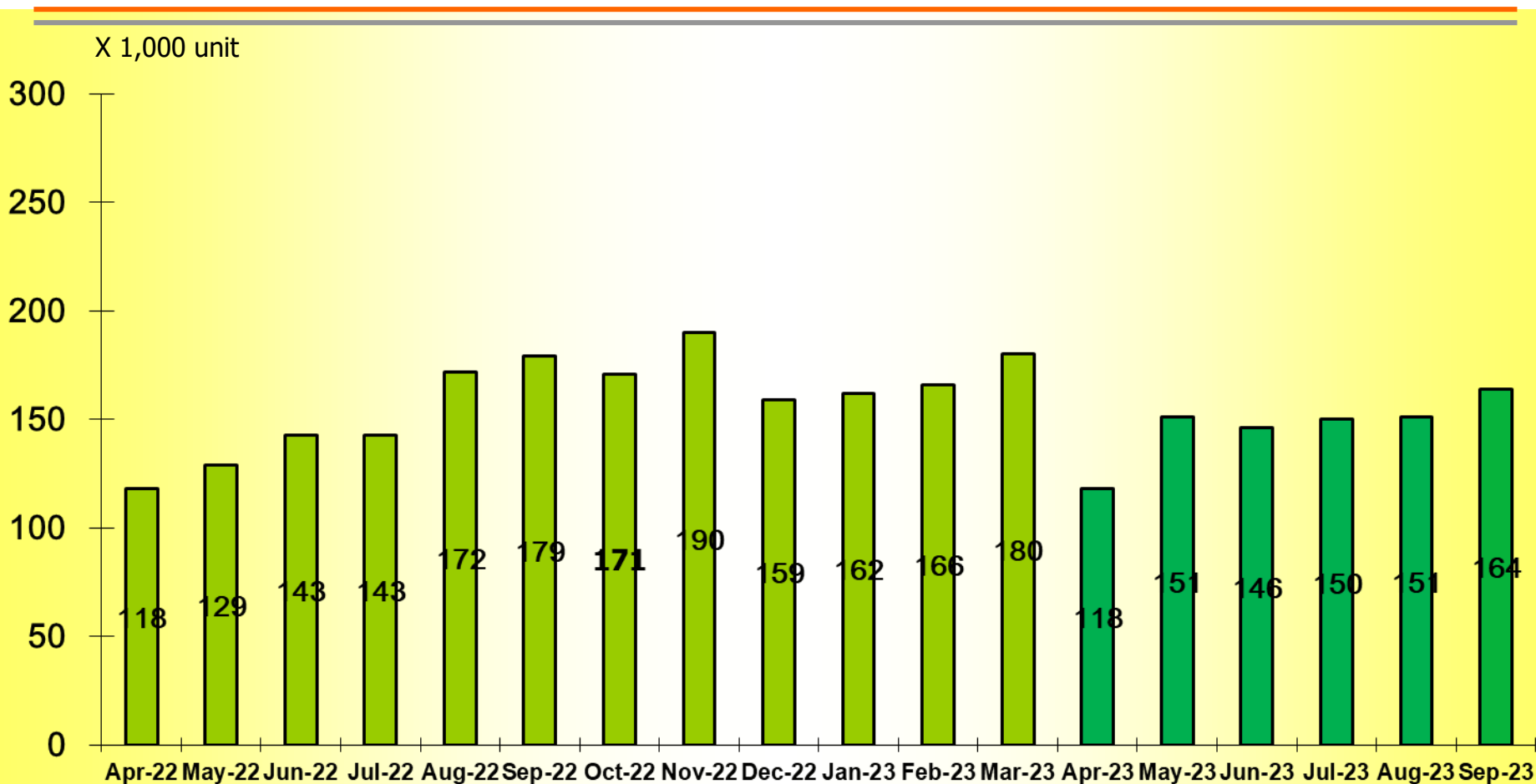
X 1,000 unit

Compare with 2022
- 6%



Source: The Federation of Thai Industries

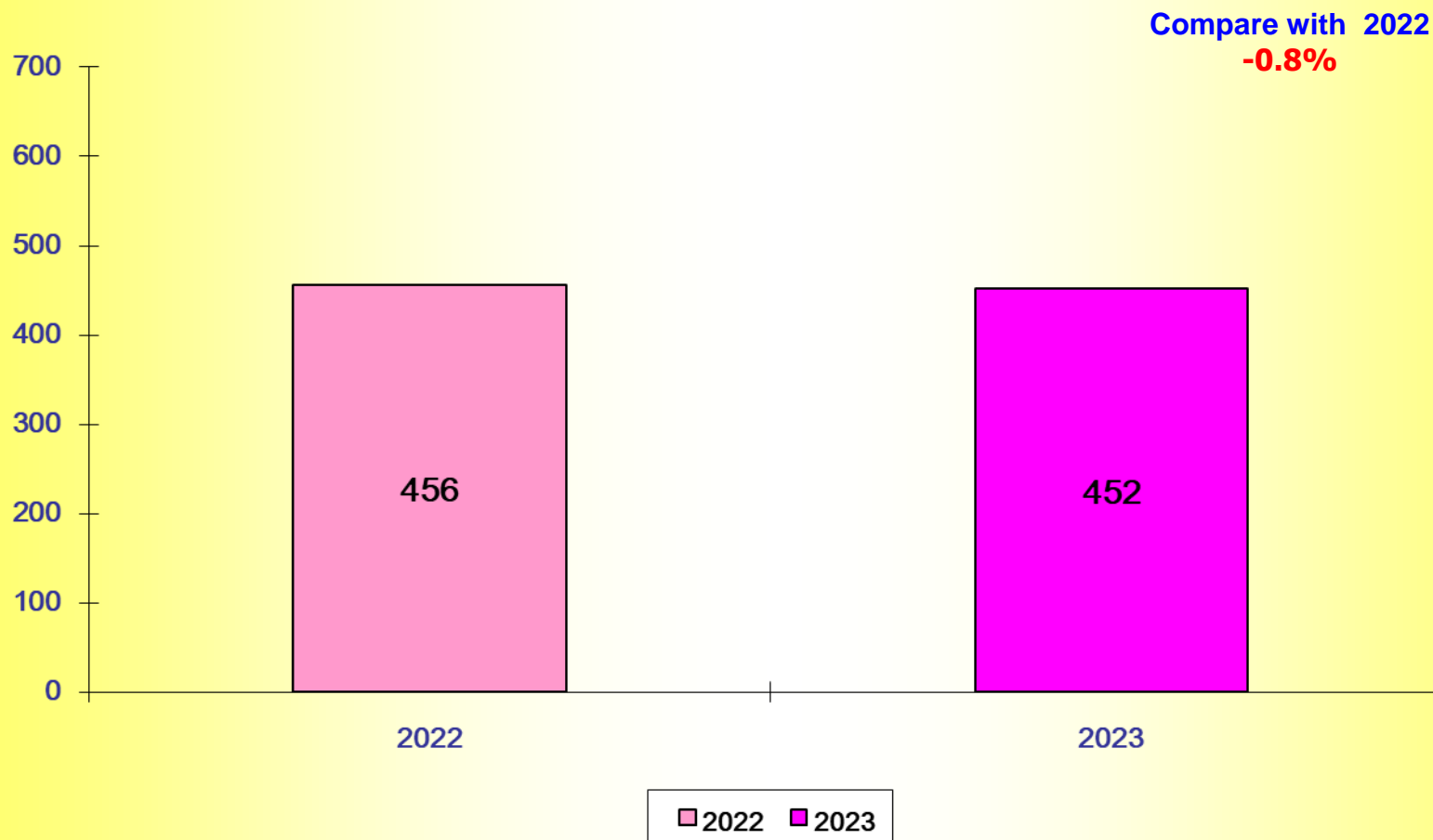
4W (Motorcar) Production (By Month) (April 2022 – September 2023)



Source: The Federation of Thai Industries

2W (Motorcycle) Sales - Domestic (July – September 2023)

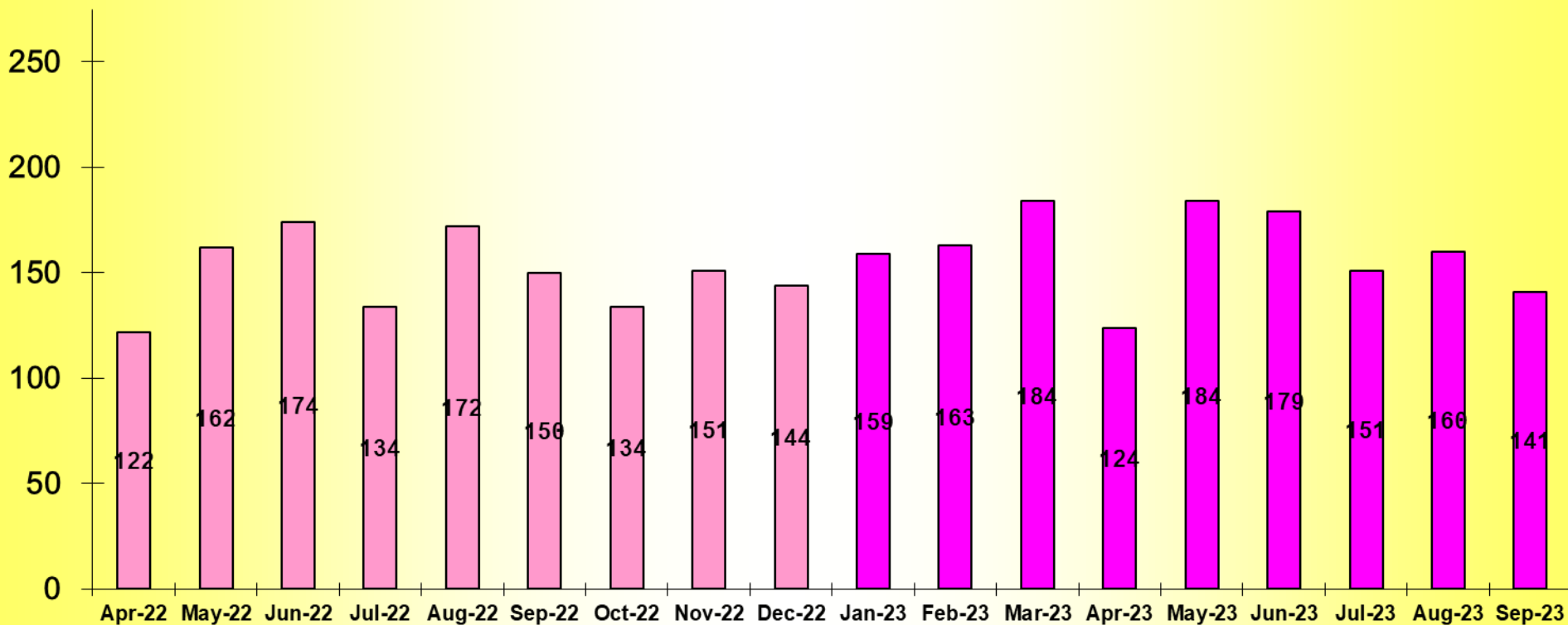
X 1,000 unit



Source: The Federation of Thai Industries

2W (Motorcycle) Sale (By Month) (April 2022 – September 2023)

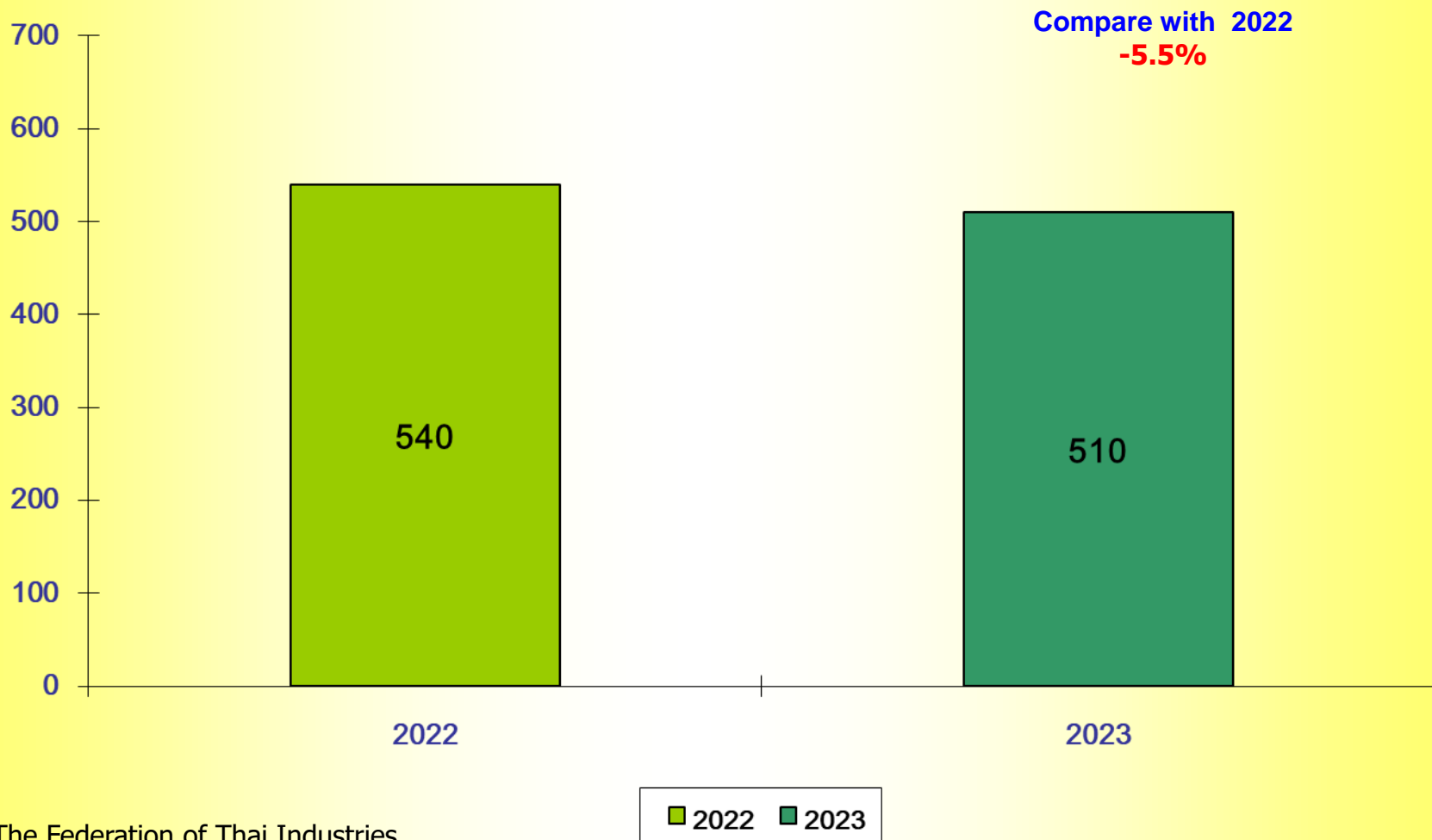
X 1,000 unit



Source: The Federation of Thai Industries

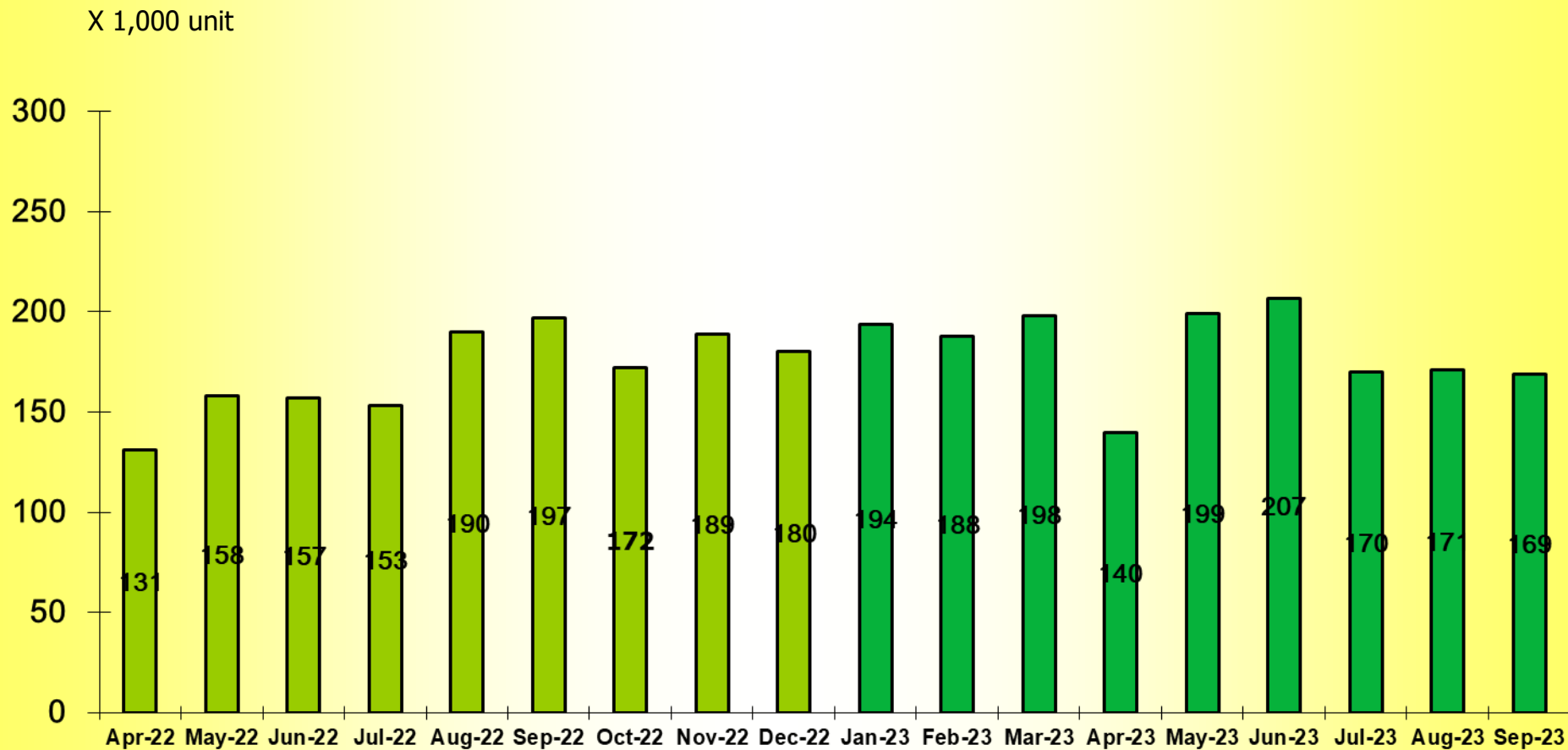
2W (Motorcycle) Production (July – September 2023)

X 1,000 unit



Source: The Federation of Thai Industries

2W (Motorcycle) Production (By Month) (April 2022 – September 2023)



Source: The Federation of Thai Industries

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Statement of Financial Position

The Equity Method	30-Sep-2023 (MB)	31-Mar-2023 (MB)	Change (%)
Current Assets	10,574.63	11,165.24	-5.29
Non Current Asset	13,099.26	13,160.16	-0.46
Total Assets	23,673.90	24,325.40	-2.68
Current Liabilities	1,935.08	1,992.33	-2.87
Non Current Liabilities	1,084.73	1,046.36	+3.67
Total Liabilities	3,019.80	3,038.69	-0.62
Equity	20,654.10	21,286.71	-2.97
Total Liabilities and Equity	23,673.90	24,325.40	-2.68

The Three Month Period

Statement of Income

The Equity Method	30-Sep-2023 (MB)	30-Sep-2022 (MB)	Change (%)
Revenues from Sales and Services	3,745.13	3,551.21	+5.46
Cost of sales and services	3,135.36	2,949.12	+6.31
Gross Profit	609.78	602.09	+1.28
Selling and Administrative expenses	281.44	278.17	+1.18
Other Income	187.69	144.09	+30.26
Share of profit from investments in an associates and joint venture	87.08	121.21	-28.16
Profit before income tax	603.10	589.22	+2.36
Net profit for the period	495.49	486.70	+1.81

Statement of Income



The Six Month Period

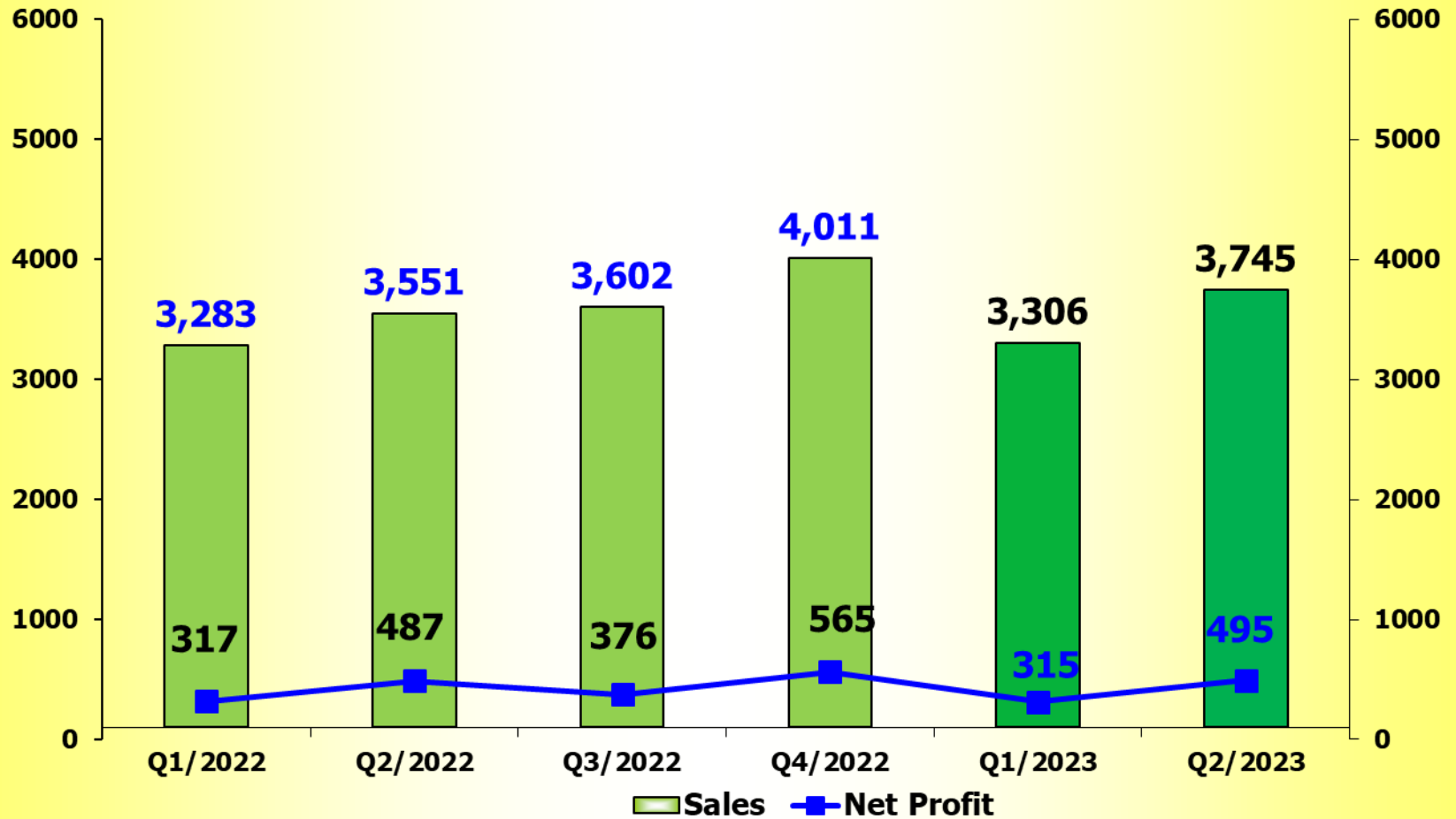
1st Half 20231st Half 2022

The Equity Method	30-Sep-2023 (MB)	30-Sep-2022 (MB)	Change (%)
Revenues from Sales and Services	7,051.06	6,834.28	+3.17
Cost of sales and services	5,933.95	5,683.30	+4.41
Gross Profit	1,117.11	1,150.98	-2.94
Selling and Administrative expenses	549.28	548.36	+0.17
Other Income	245.73	185.19	+32.69
Share of profit from investments in an associates and joint venture	182.94	197.96	-7.58
Profit before income tax	996.50	985.77	+1.09
Net profit for the period	810.41	804.11	+0.78

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30-Sep-2023 (MB)	30-Sep-2022 (MB)
Net Cash received from Operating Activities	1,440.85	1,524.45
Net Cash used in Investing Activities	39.83	(1,498.99)
Net Cash used in Financing Activities	(1,532.49)	(651.31)
Net increase (decrease) cash / Cash equivalents	(51.81)	(625.85)
Cash / Cash equivalents at beginning of the period	2,084.20	2,655.94
Effects of Exchange rate changes	7.61	5.34
Cash / Cash equivalents at end of the period	2,040.00	2,035.44

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Head Lamp
Tail Lamp
F/T , R/T

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Actual result may differ materially from those in such forward-looking statements as a result of various factors.

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