

# WELCOME

## Q3/2023 Operation Result Meeting

**Apichart Lee-issaranukul**

**February 12, 2024**

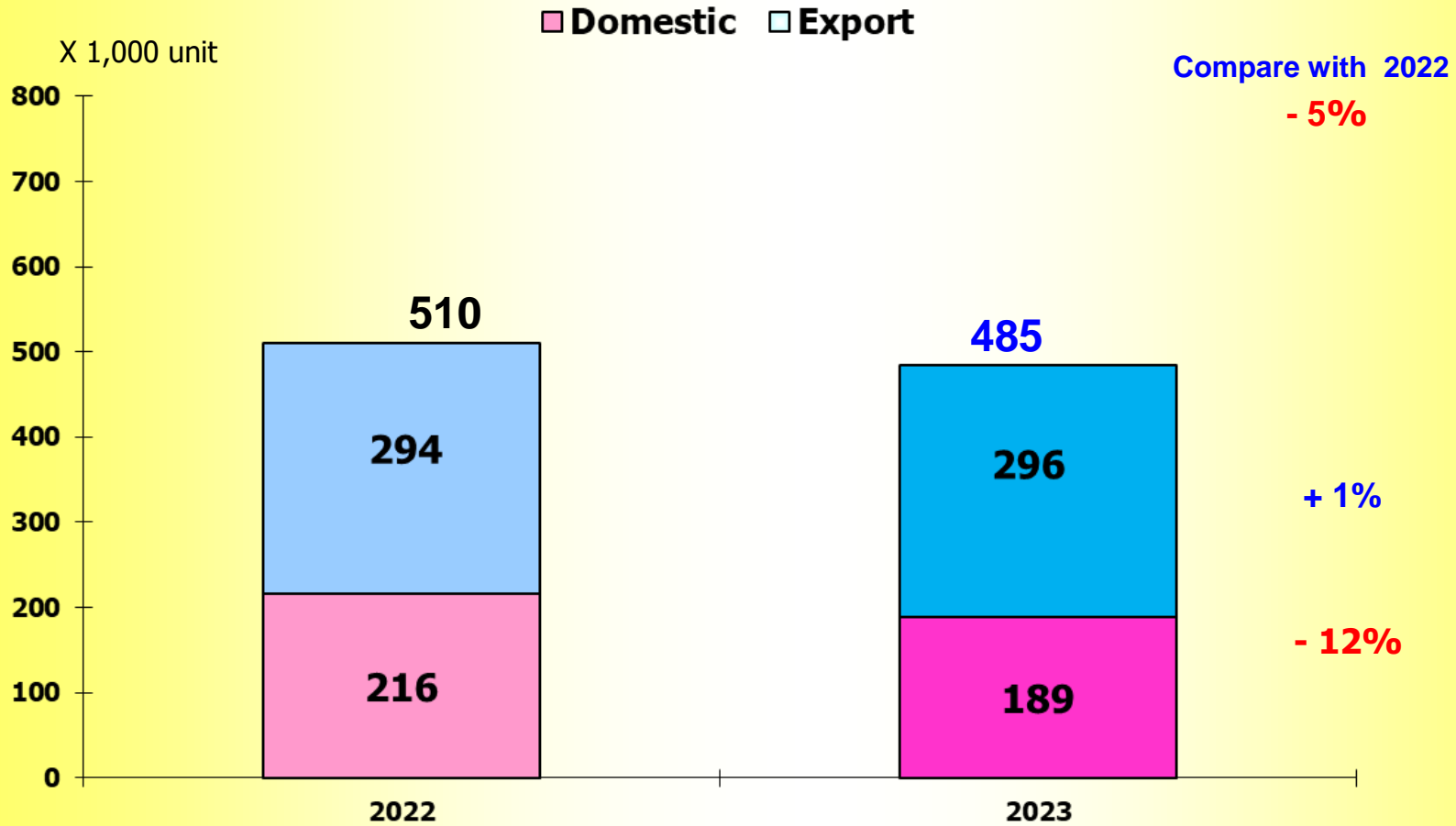
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

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

# Agenda

- 1. Market Trend – 2023 (October – December)**
- 2. The 3<sup>rd</sup> Quarterly 2023 Financial Statement**
- 3. New Model**

## 4W Market Sale 2023 ( October – December ) Domestic & Export

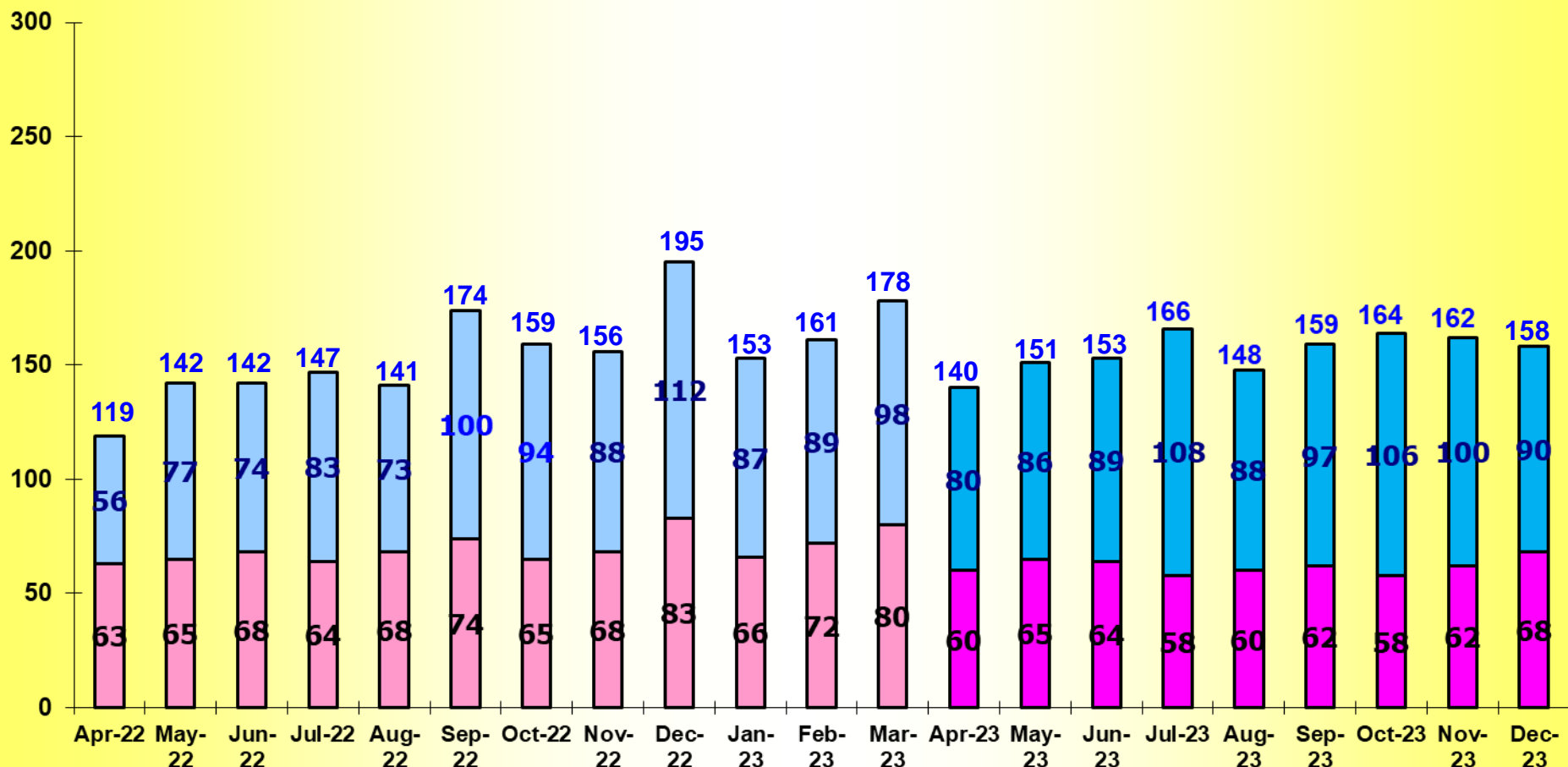


Source: The Federation of Thai Industries

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

X 1,000 unit

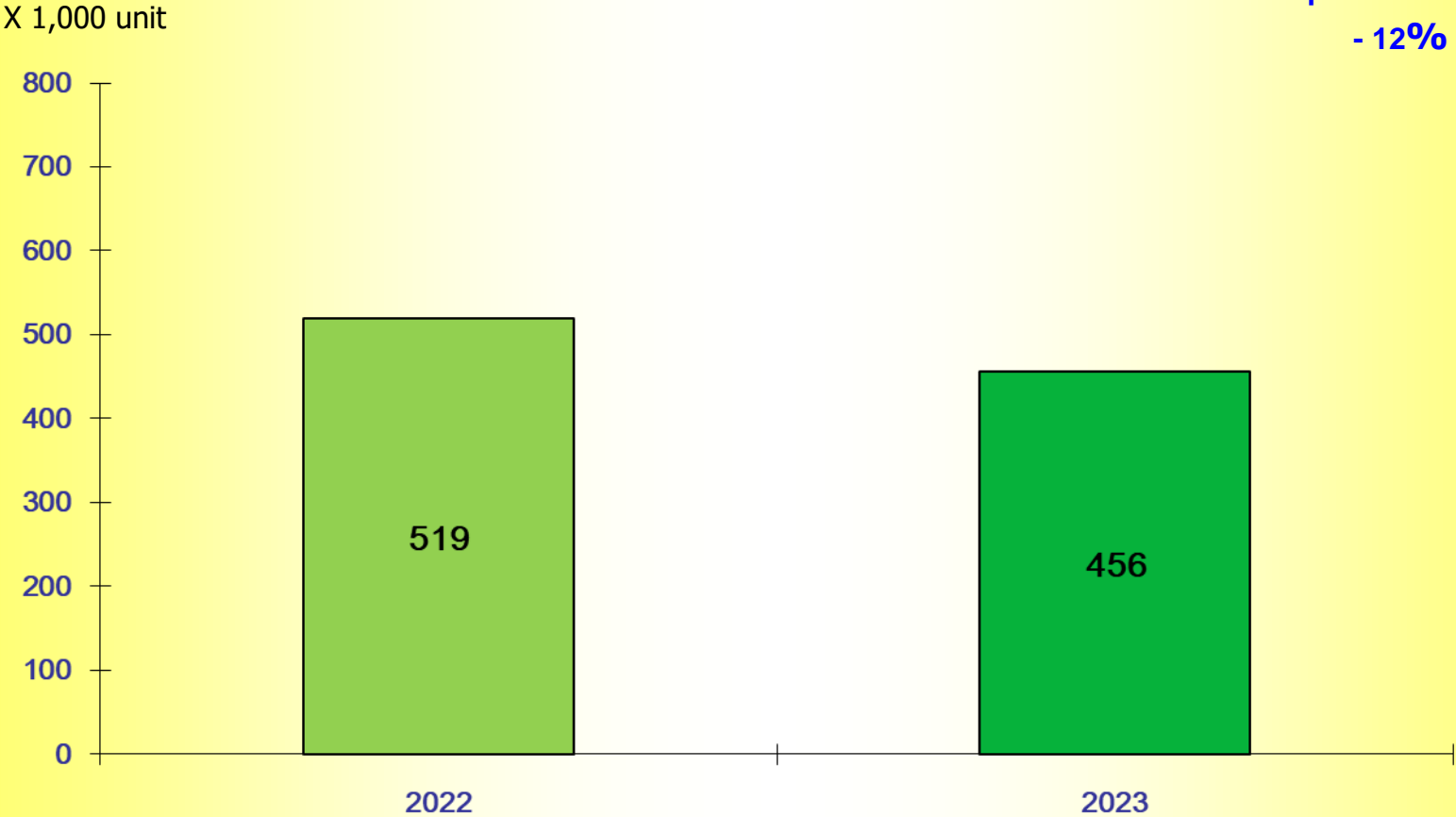
Domestic Export



Source: The Federation of Thai Industries

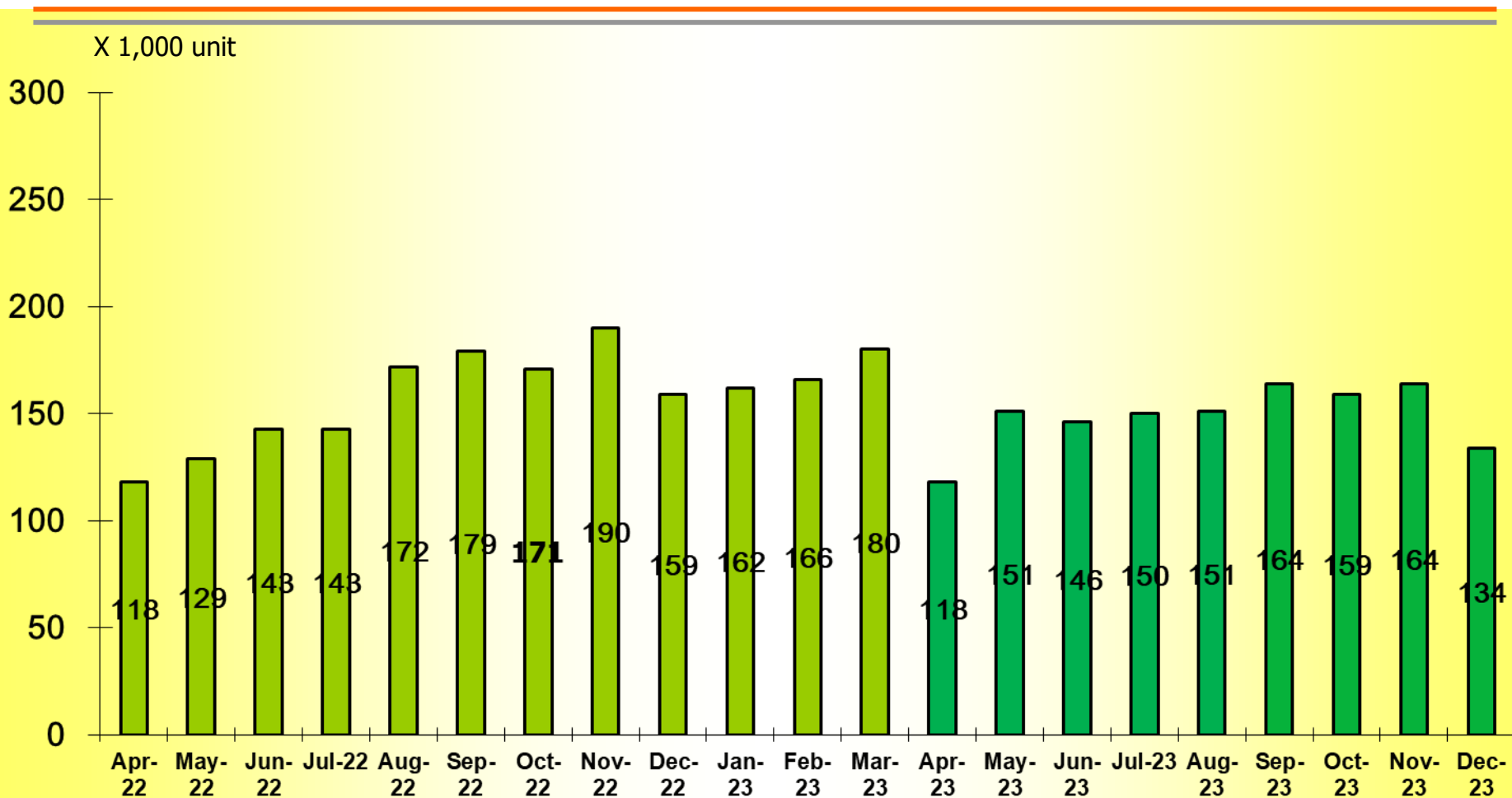
# 4W Production (October – December 2023)

Compare with 2022  
- 12%



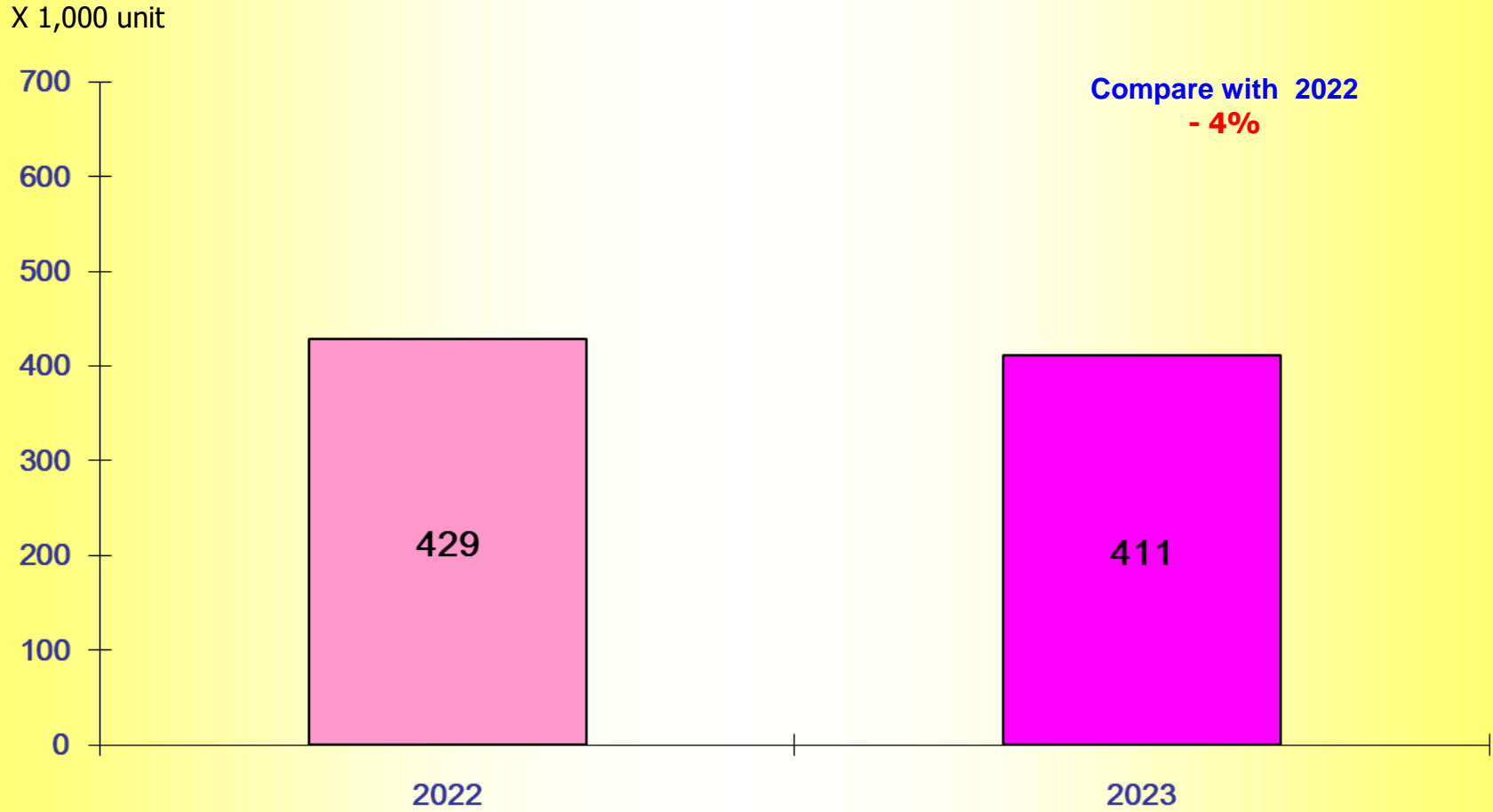
Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

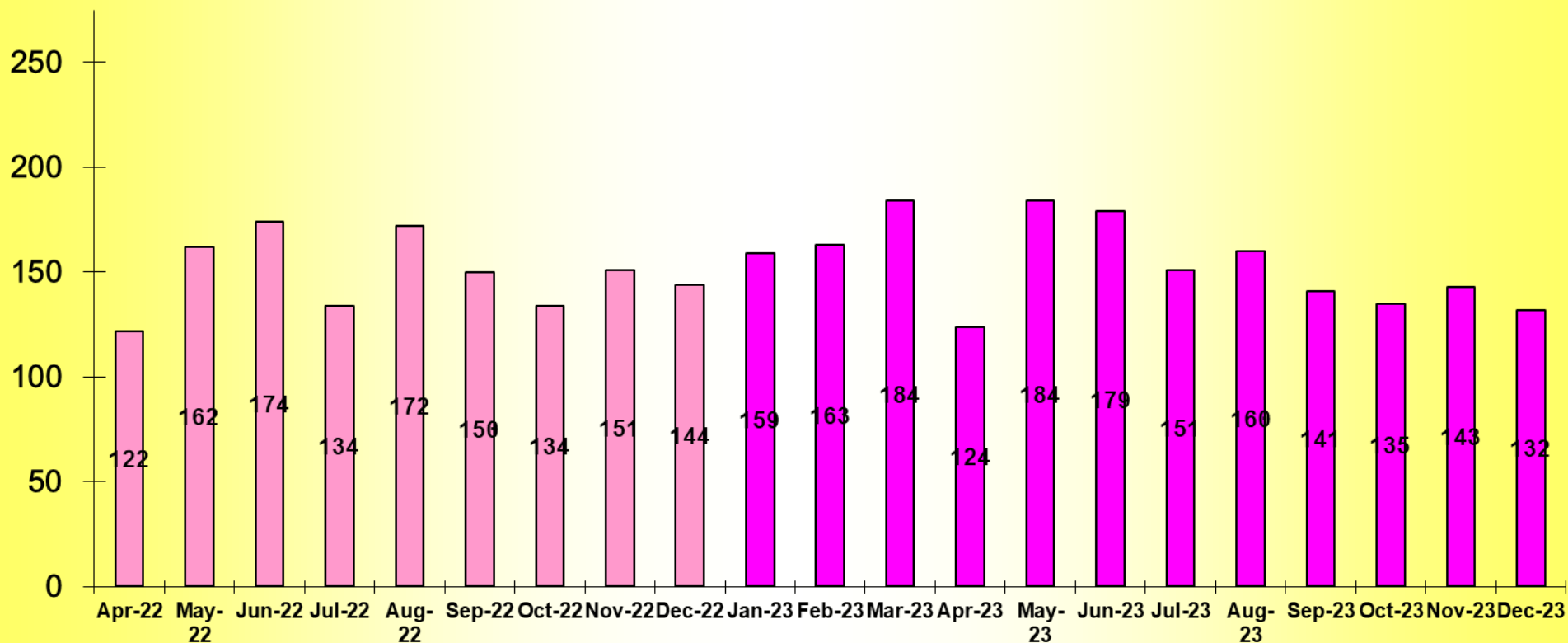
## 2W Sales - Domestic (October – December 2023)



Source: The Federation of Thai Industries

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

X 1,000 unit



Source: The Federation of Thai Industries

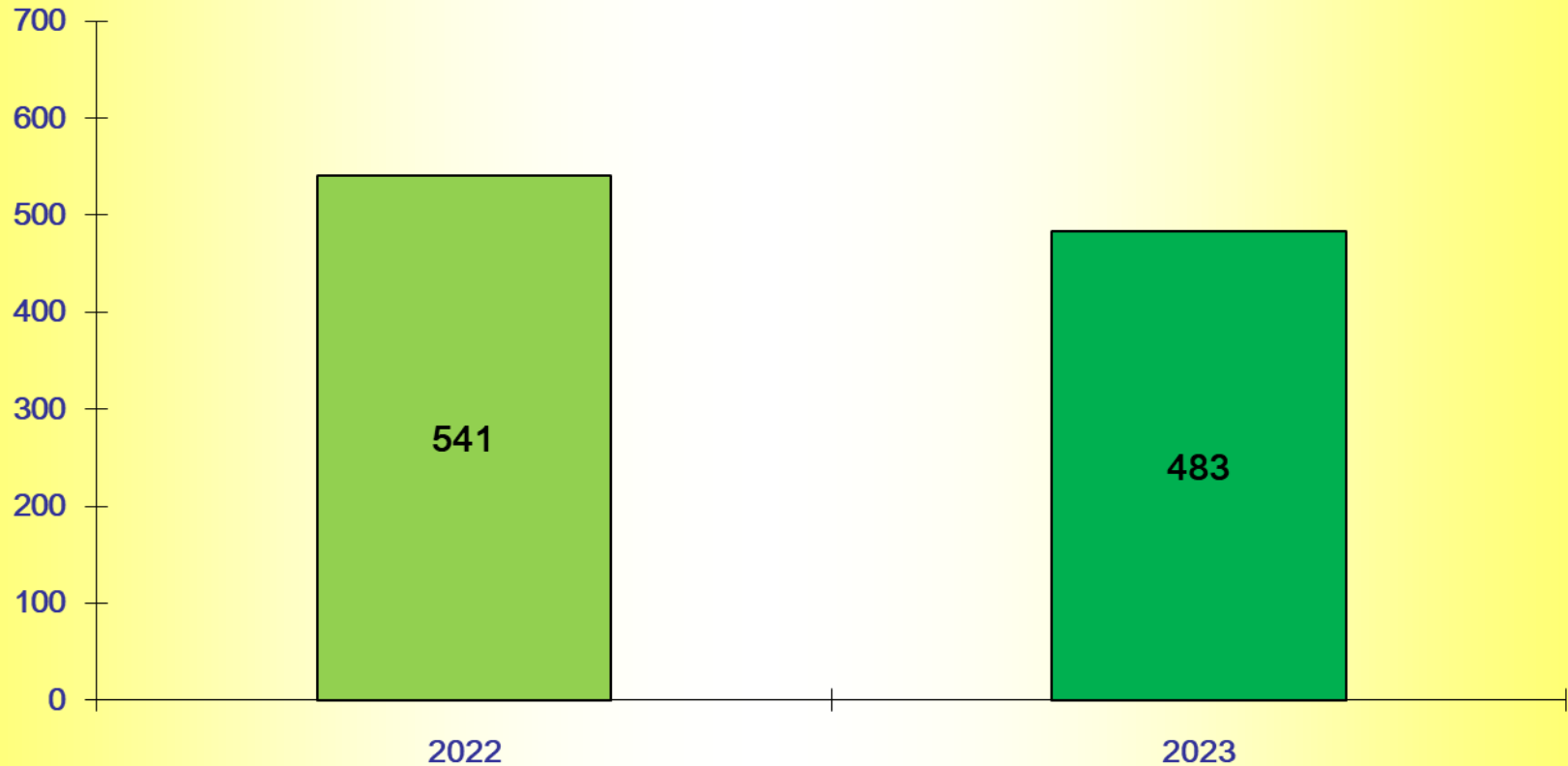


## 2W Production (October – December 2023)

X 1,000 unit

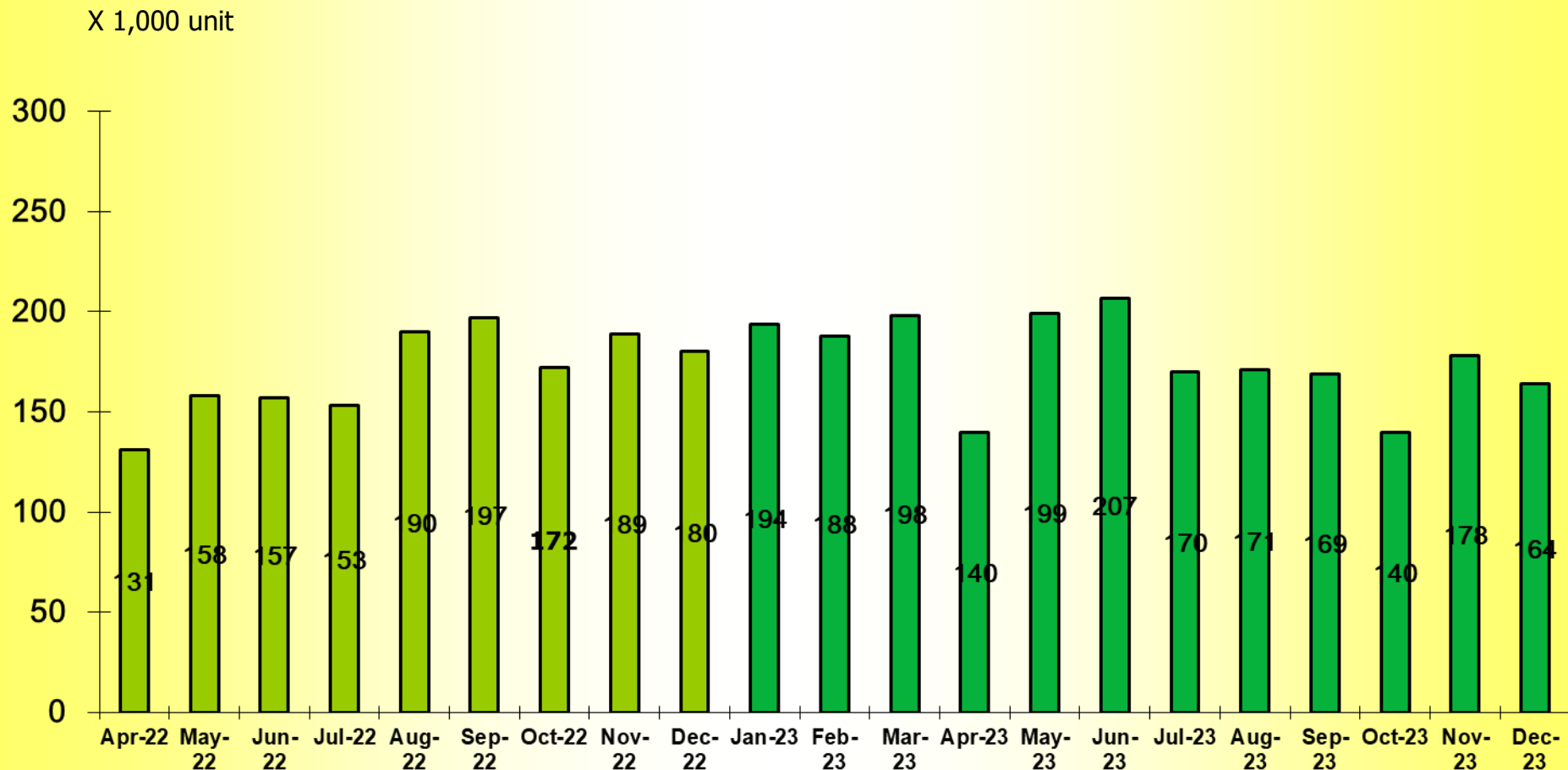
Compare with 2022

- 11%



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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## Statement of Financial Position

The Equity Method	31 December 2023	31 March 2023	Change
	(MB)	(MB)	(%)
Current Assets	10,977.57	11,165.24	-1.68
Non Current Asset	12,845.52	13,160.16	-2.39
Total Assets	23,823.09	24,325.40	-2.06
Current Liabilities	1,729.52	1,992.33	-13.19
Non Current Liabilities	1,088.18	1,046.36	+4.00
Total Liabilities	2,817.69	3,038.69	-7.27
Shareholder Equity	21,005.40	21,286.71	-1.32
Total Liabilities and Shareholders' Equity	23,823.09	24,325.40	-2.06

## Statement of Income

The Three Month Period

The Equity Method	31 December 2023	31 December 2022	Change
	(MB)	(MB)	(%)
Sales	3,607.07	3,602.04	+0.14
Cost of sales	2,915.28	2,990.59	-2.52
Gross Profit	691.80	611.45	+13.14
Selling and Administrative expenses and other exp.	296.24	290.31	+2.04
Other Income	56.17	44.12	+27.31
Share of profit from investments in associates	102.14	104.58	-2.33
Profit before income tax	553.87	469.85	+17.88
Net profit for the period	443.05	376.25	+17.75

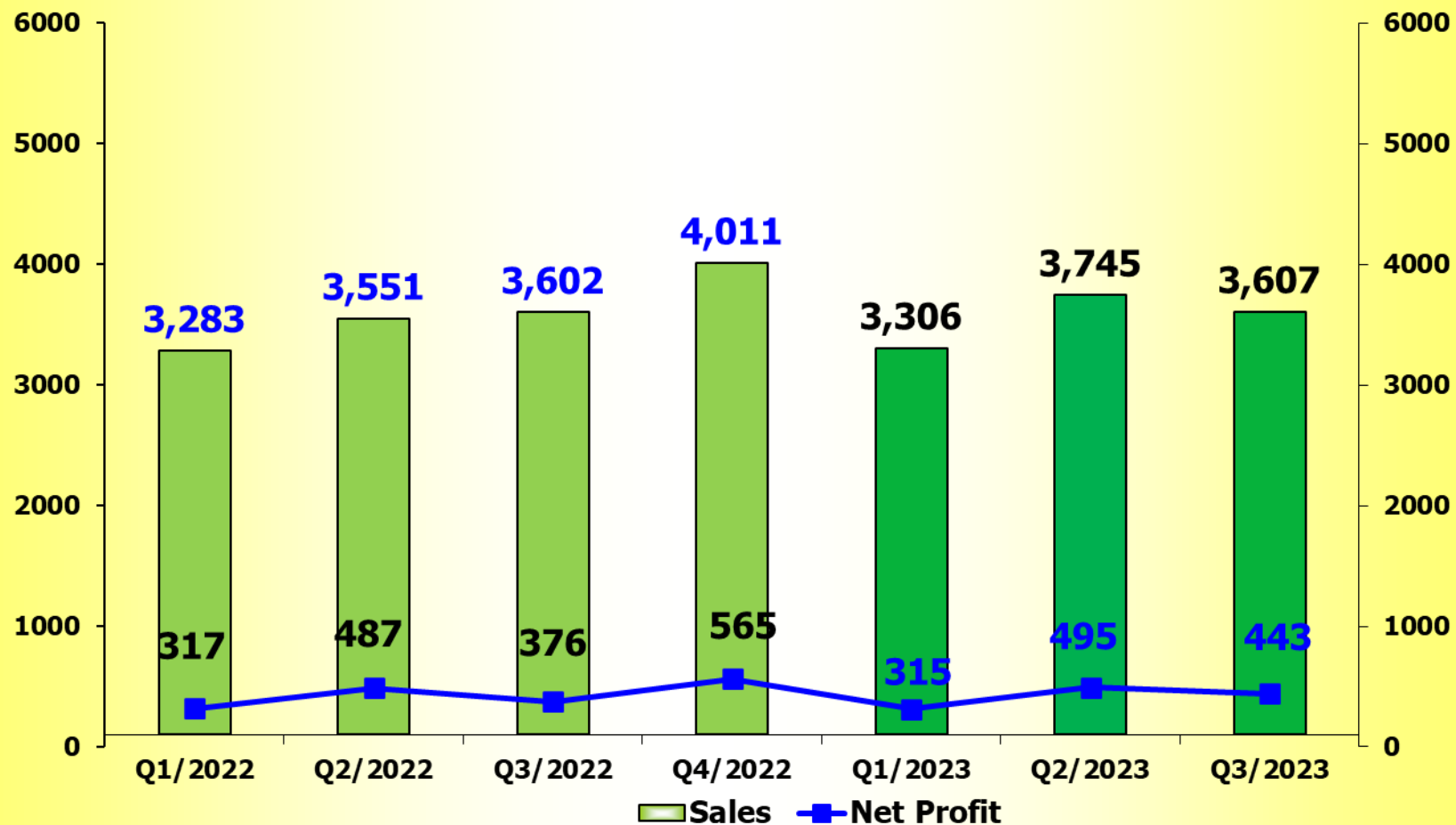
The Nine Month Period
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The Equity Method	31 December 2023	31 December 2022	Change
	(MB)	(MB)	(%)
Sales	10,658.13	10,436.32	+2.13
Cost of sales	8,849.23	8,673.89	+2.02
Gross Profit	1,808.90	1,762.43	+2.64
Selling and Administrative expenses	835.11	822.43	+1.54
Other Income	291.49	213.08	+36.80
Share of profit from investments in associates	285.09	302.54	-5.77
Profit before income tax	1,550.37	1,455.62	+6.51
Net profit for the period	1,253.46	1,180.36	+6.19

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	31 December 2023	31 December 2022
	(MB)	(MB)
Net Cash received from Operating Activities	2,048.01	2,145.42
Net Cash used in Investing Activities	(66.27)	(2,123.94)
Net Cash used in Financing Activities	(1,532.49)	(651.31)
Net increase (decrease) cash / Cash equivalents	449.24	(629.83)
Cash / Cash equivalents at beginning of the period	2,084.20	2,655.94
Effects of Exchange rate changes	(2.12)	(3.08)
Cash / Cash equivalents at end of the period	2,531.33	2,023.03



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Head Lamp

Rear Combination Lamp

Rear Panel



**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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