

# WELCOME

## Q2/2012 Operation Result Meeting

**Apichart Leeissaranukul**

**November 5 , 2012**

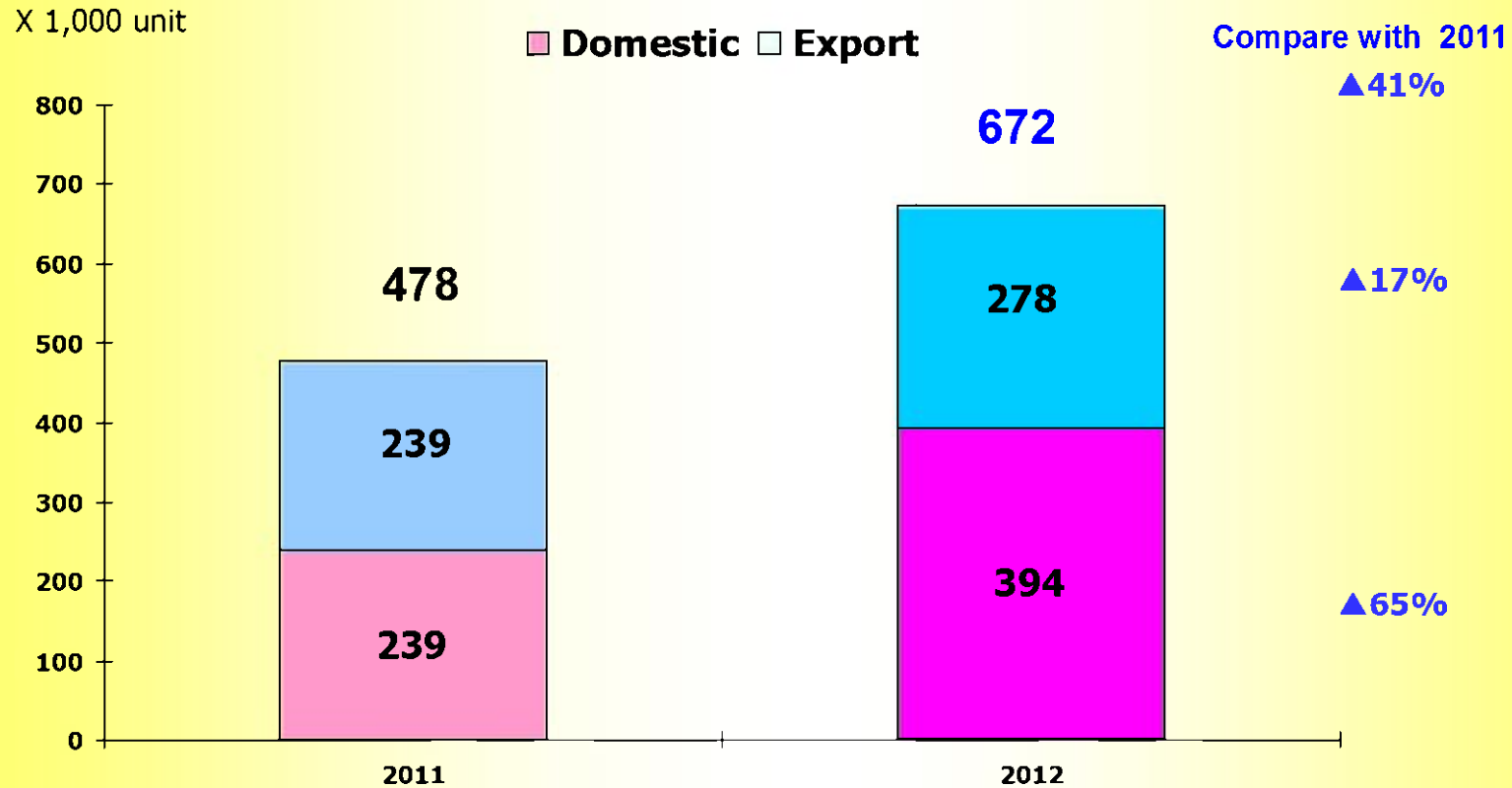
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

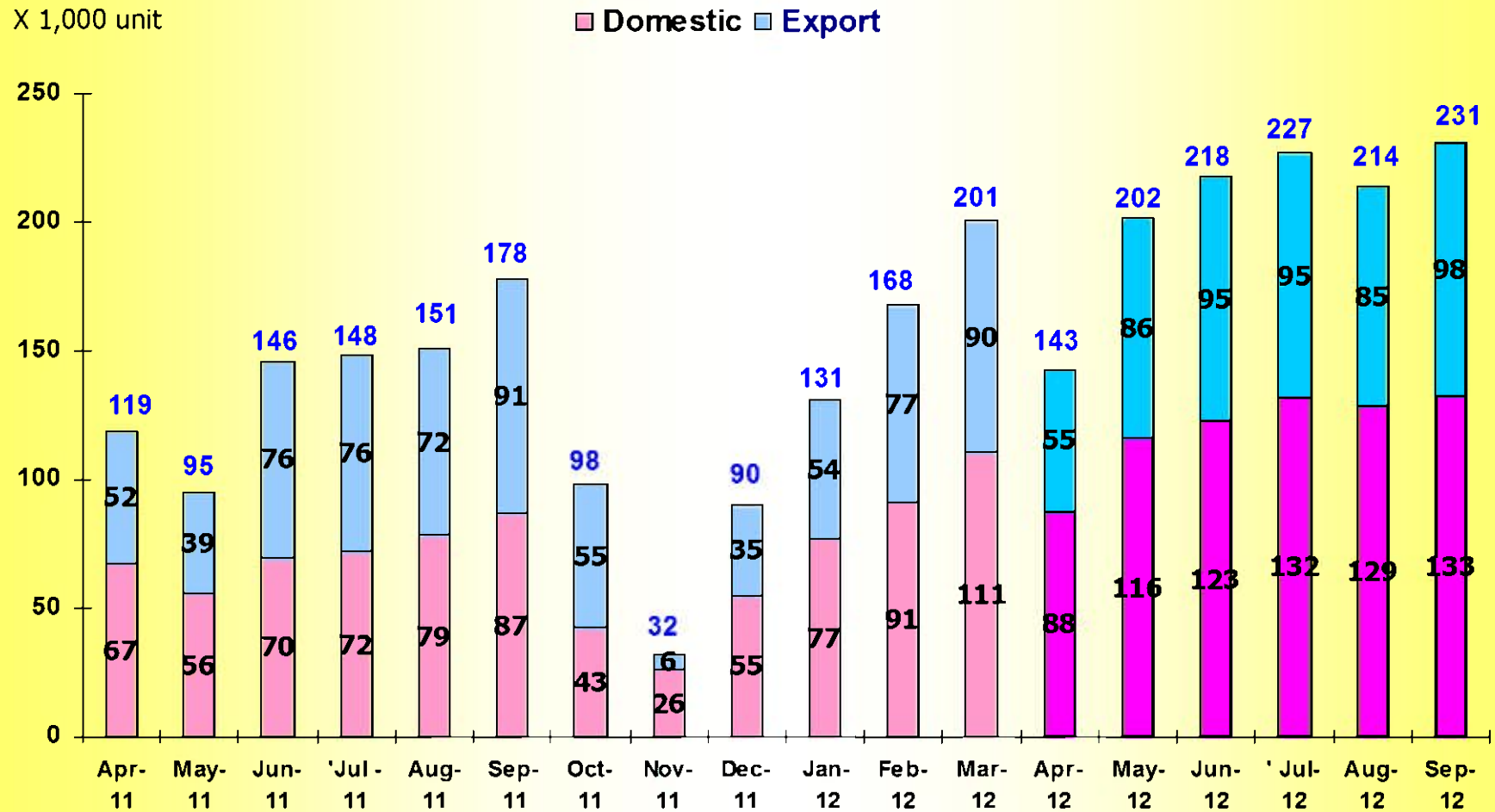
- 1. Market Trend – 2012 (July – September)**
- 2. The 2<sup>st</sup> Quarterly 2012 Financial Statement**
- 3. New Product**

## 4W Market Sale 2012 ( July – September ) Domestic & Export



Source: The Federation of Thai Industries

### 4W Market Sale (Domestic & Export) (April 2011 – September 2012)



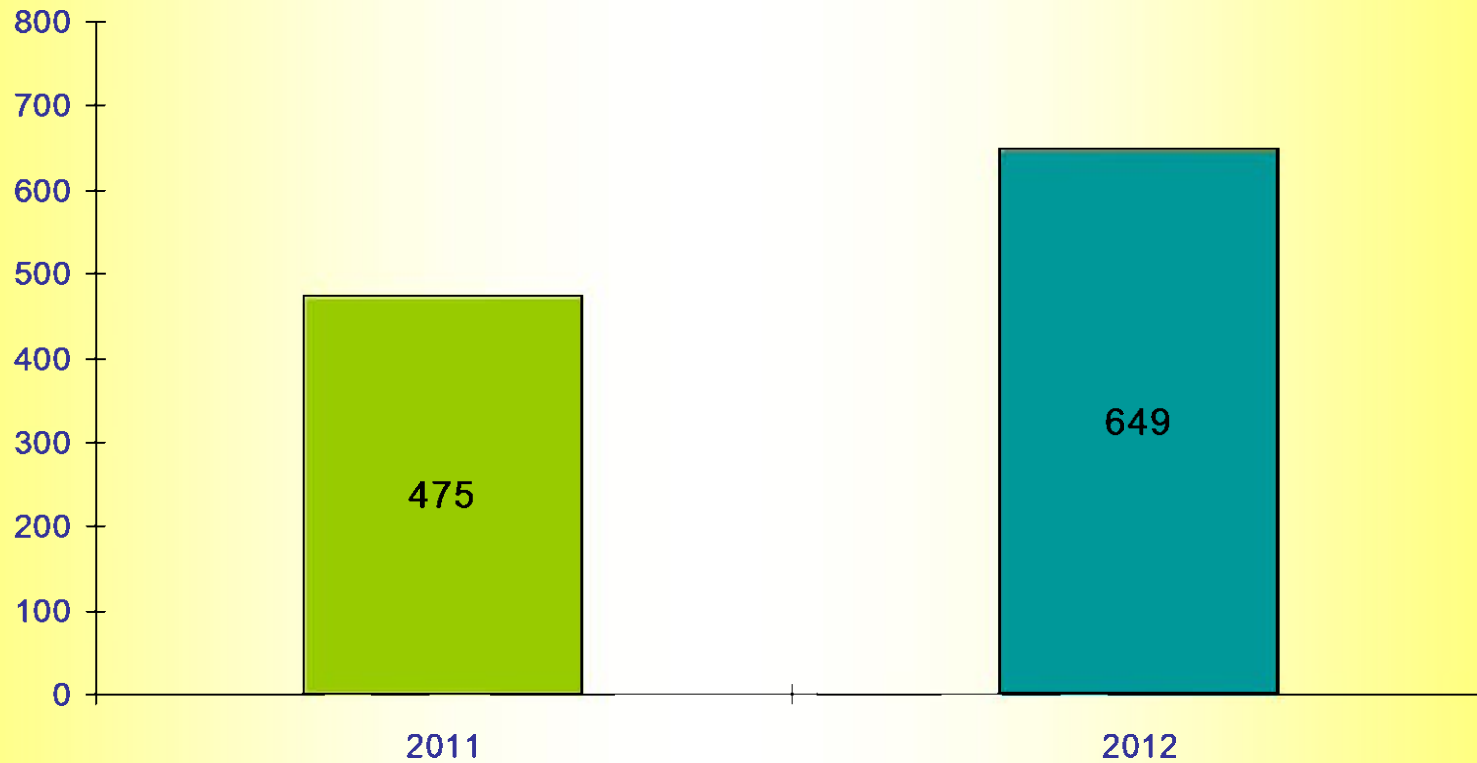
Source: The Federation of Thai Industries

## 4W Production (July – September 2012)

X 1,000 unit

Compare with 2011

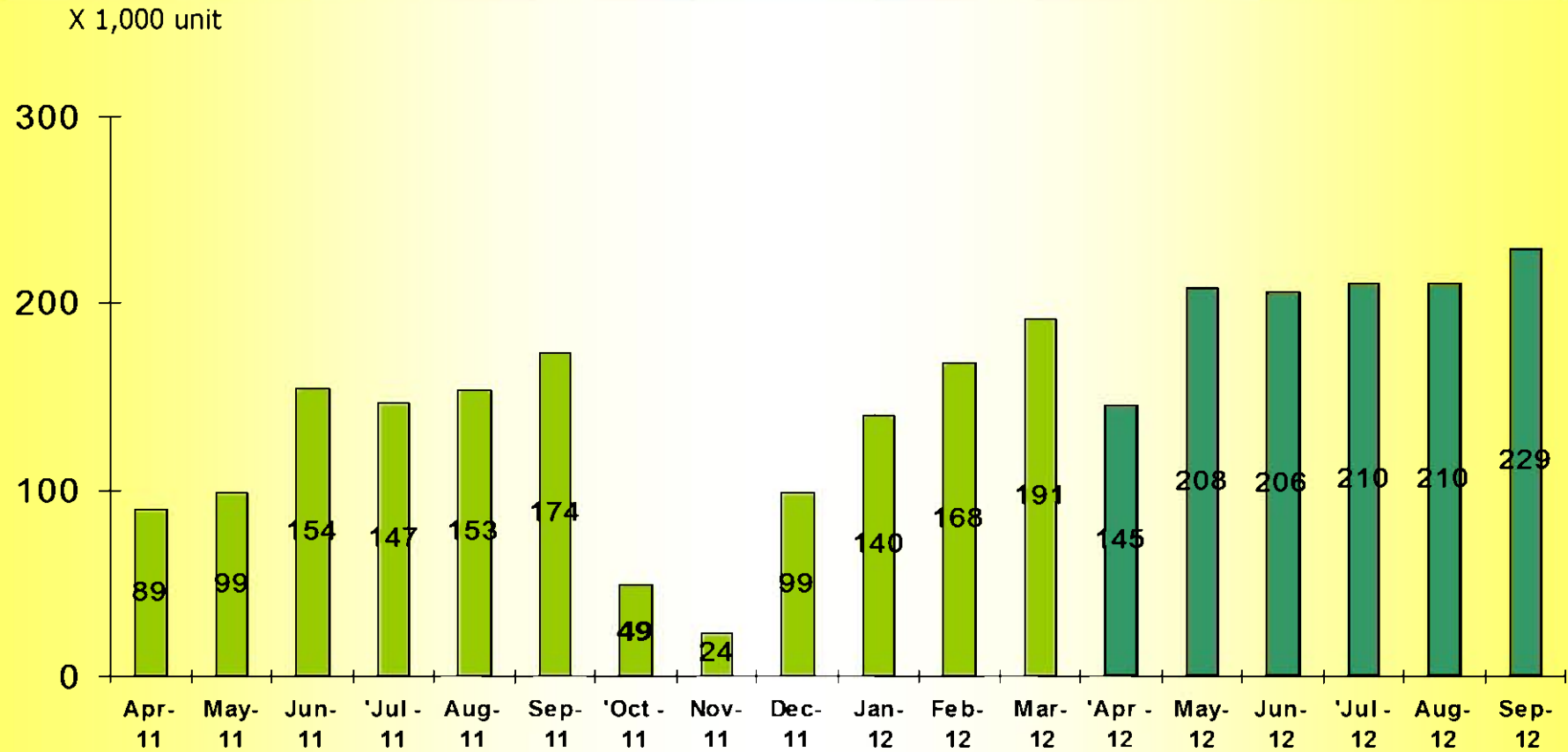
▲ 37%



Source: The Federation of Thai Industries

■ 2011 ■ 2012

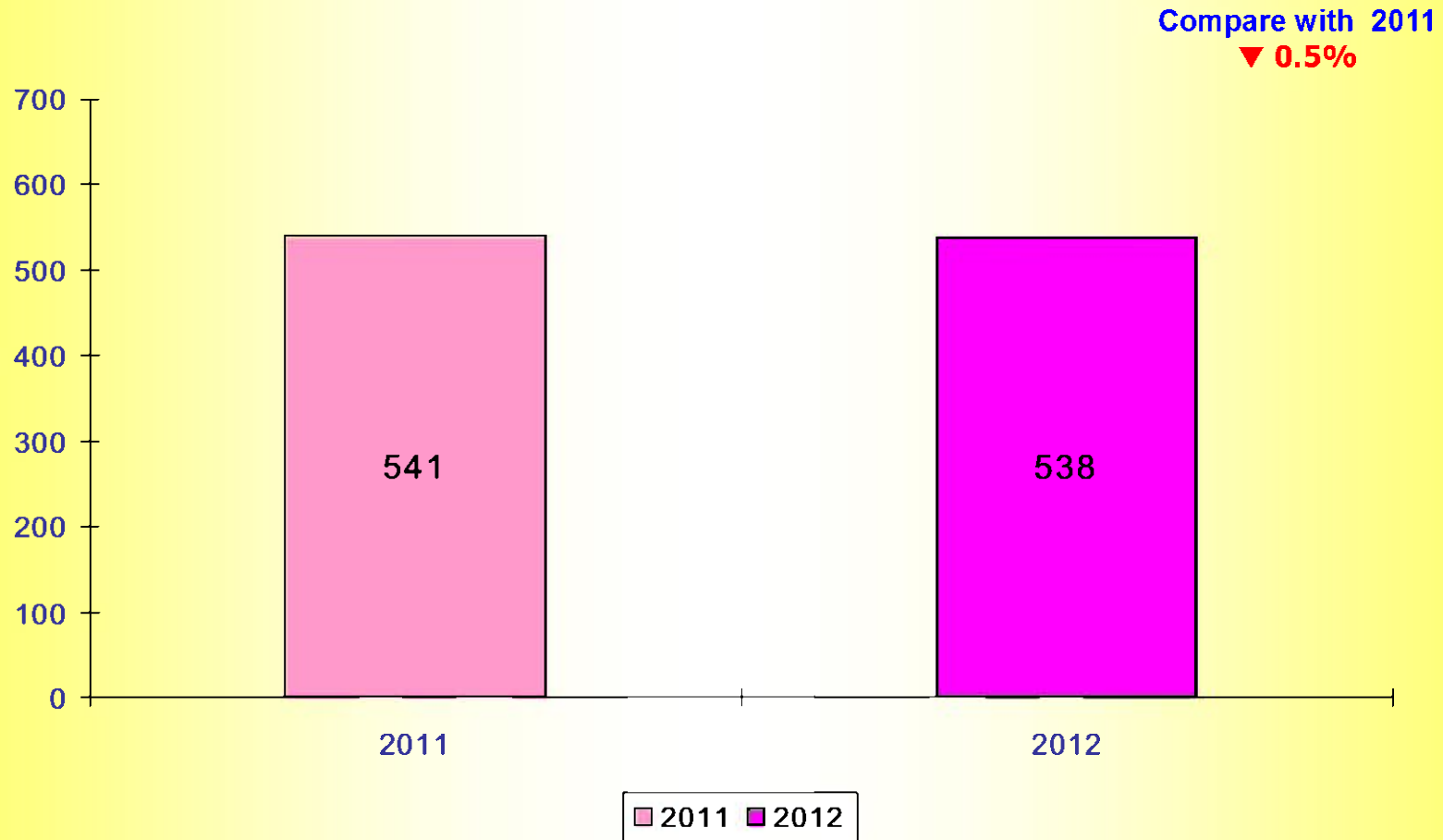
### 4W Production ( By Month ) (April 2011 – September 2012)



Source: The Federation of Thai Industries

## 2W Sales - Domestic (July – September 2012)

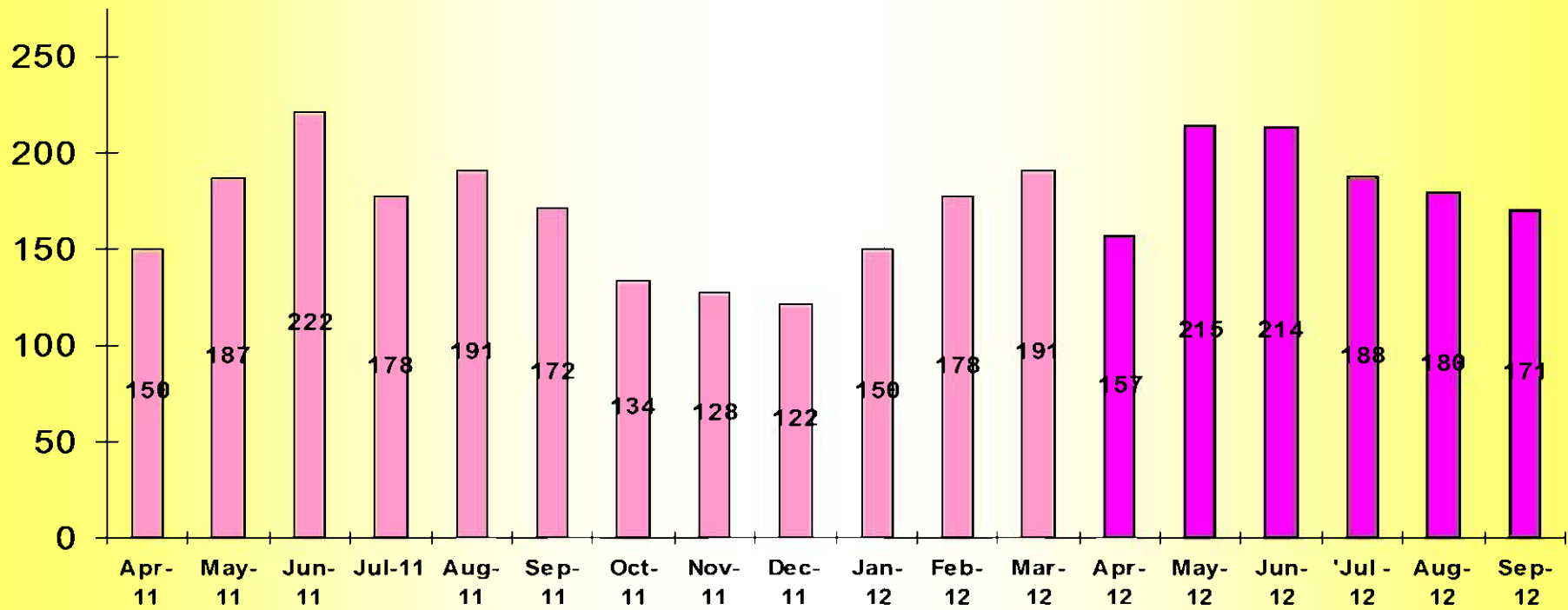
X 1,000 unit



Source: The Federation of Thai Industries

### 2W Sale ( By Month ) April 2011 – September 2012

X 1,000 unit

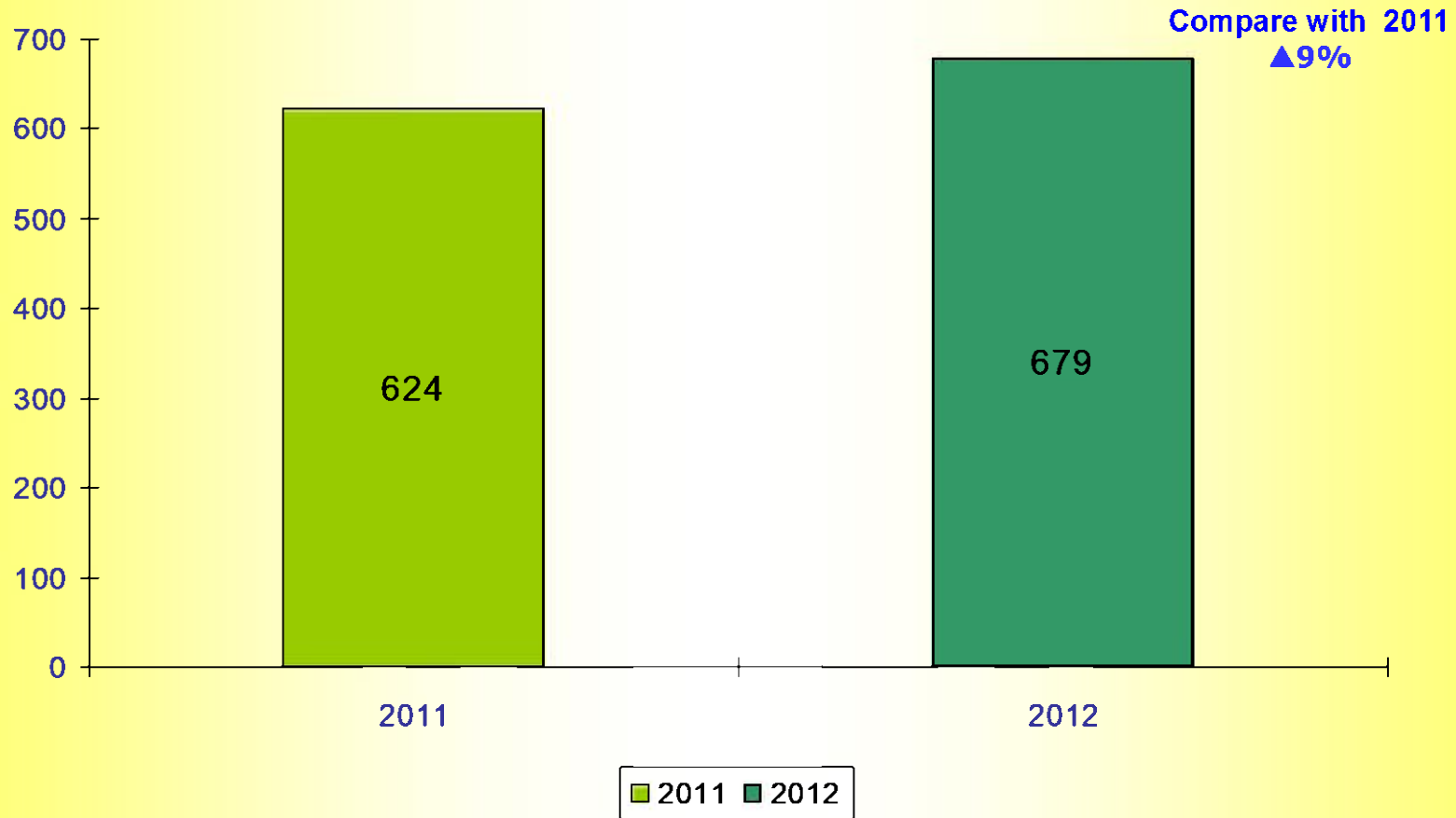


Source: The Federation of Thai Industries



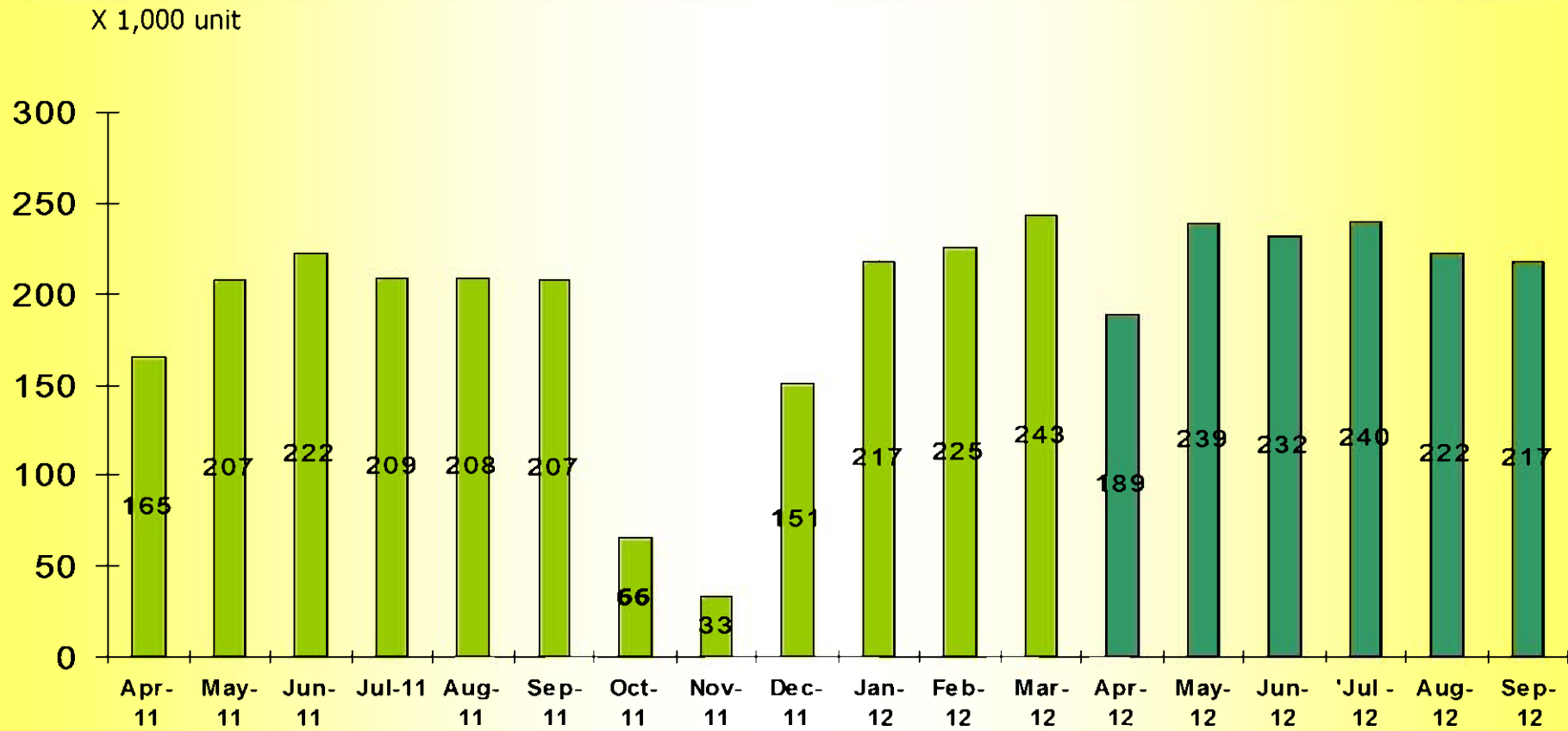
## 2W Production (July – September 2012)

X 1,000 unit



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2011 – September 2012



Source: The Federation of Thai Industries

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## Balance Sheet

The Equity Method	30 September 2012 (MB)	31 March 2012 (MB)	Change (%)
Current Assets	4,246.80	4,348.78	(2.35)
Total Assets	10,887.14	10,024.53	8.60
Current Liabilities	1,802.35	1,416.29	27.26
Total Liabilities	1,923.75	1,527.96	25.90
Shareholders' Equity	8,963.39	8,496.56	5.49
Total Liabilities and Shareholders' Equity	10,887.14	10,024.53	8.60

## Statement of Income

The Three Month Period

The Equity Method	30 September 2012 (MB)	30 September 2011 (MB)	Change (%)
Sales	2,868.01	2,488.85	15.23
Cost of sales	2,277.32	1,868.98	21.85
Gross Profit	590.69	619.87	(4.71)
Selling and Administrative expenses	216.47	179.20	20.80
Share of profit from investments in associates	23.24	32.63	(28.78)
Profit before income tax	477.52	598.77	(20.25)
Net profit for the period	366.80	443.71	(17.33)

## Financial Statement – Statement of Income

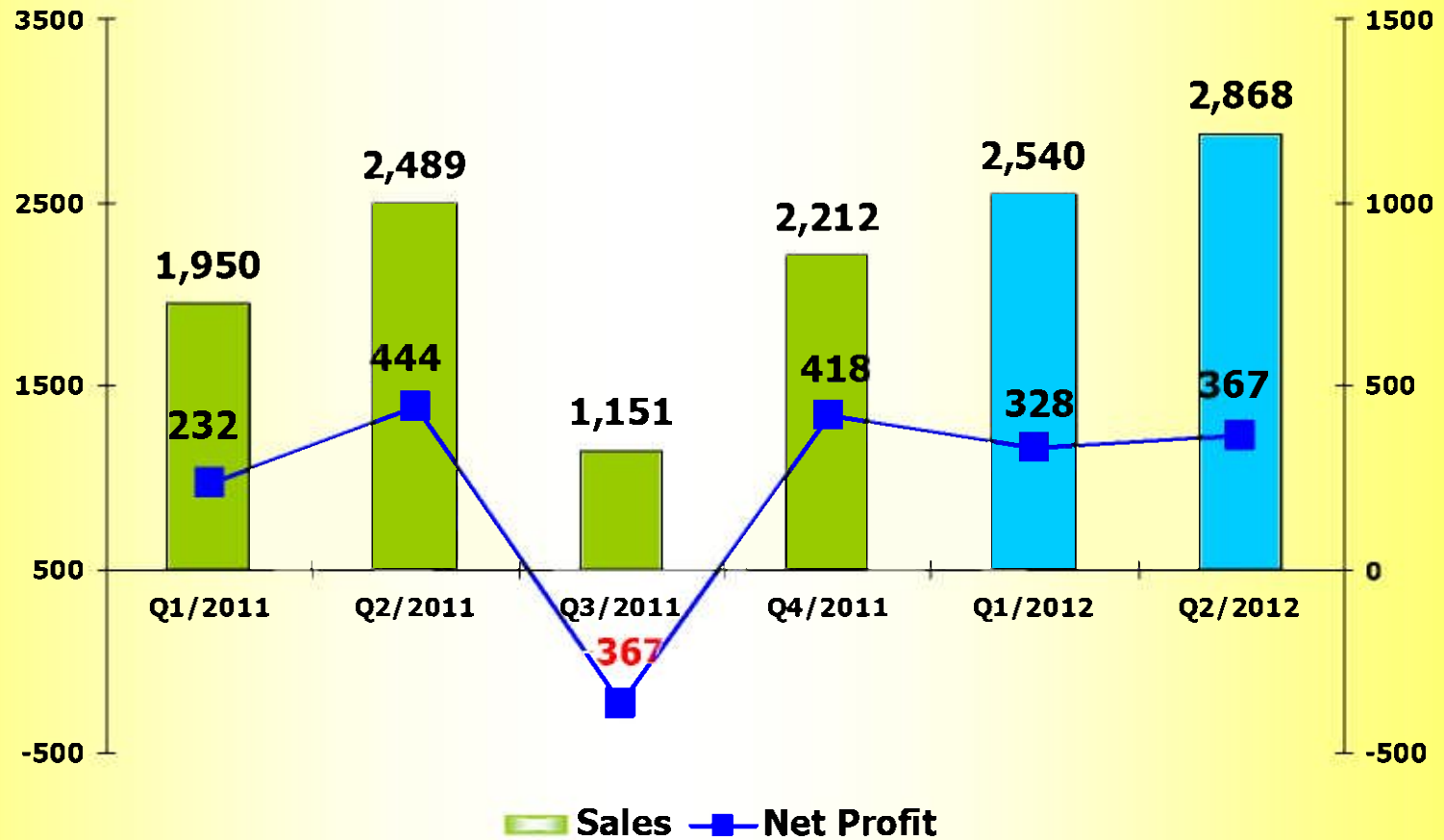


The Six Month Period	1 <sup>st</sup> Half 2012	1 <sup>st</sup> Half 2011	
The Equity Method	30 September 2012	30 September 2011	Change
	(MB)	(MB)	(%)
Sales	5,407.68	4,438.40	21.84
Cost of sales	4,249.43	3,407.73	24.70
Gross Profit	1,158.24	1,030.68	12.38
Selling and Administrative expenses	431.22	334.34	28.98
Share of profit from investments in associates	50.52	63.69	(20.68)
Profit before income tax	913.61	946.08	(3.43)
Net profit for the period	695.02	675.78	2.83

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 September 2012	30 September 2011
	(MB)	(MB)
Net Cash by Operating Activities	1,032.40	809.19
Net Cash used in Investing Activities	(1,128.61)	(556.89)
Net increase (decrease) cash / Cash equivalents	(326.08)	(245.74)
Cash / Cash equivalents at beginning of the period	1,707.85	3,133.89
Effects of Exchange rate changes	(0.31)	1.68
Cash / Cash equivalents at end of the period	1,381.46	2,889.83



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Head Combination Lamp

Rear Combination Lamp





**Rear Combination Lamp**

**Lid Lamp**



Head Lamp  
Front Turn Lamp



Tail Lamp  
Rear Turn Lamp

# Disclaimer



**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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