

# WELCOME

## **Q1/2011    Operation Result Meeting**

**Apichart Leeissaranukul**

**August 3 , 2011**

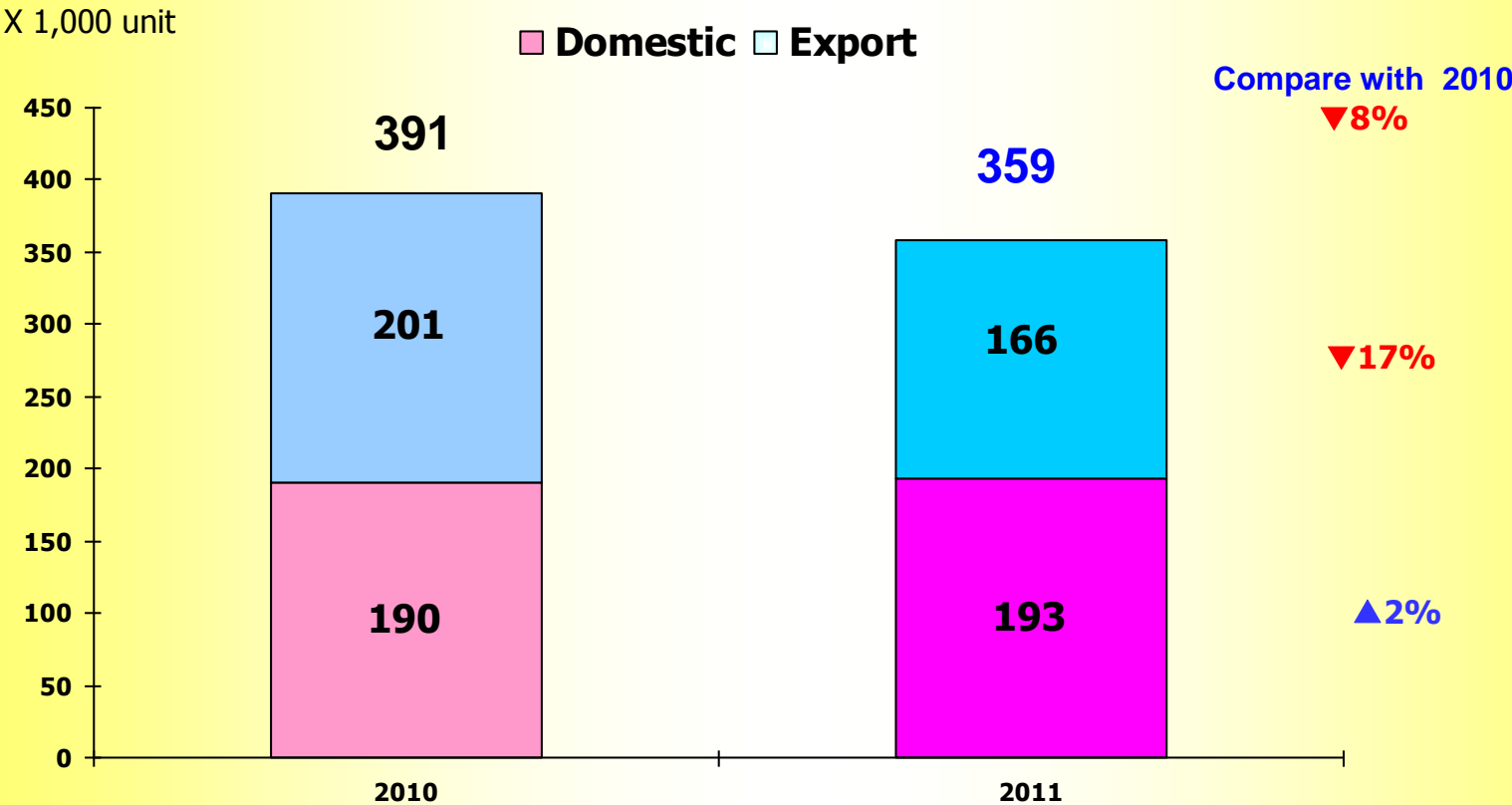
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

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

# Agenda

- 1. Market Trend – 2011 (April – June)**
- 2. The 1<sup>st</sup> Quarterly 2011 Financial Statement**

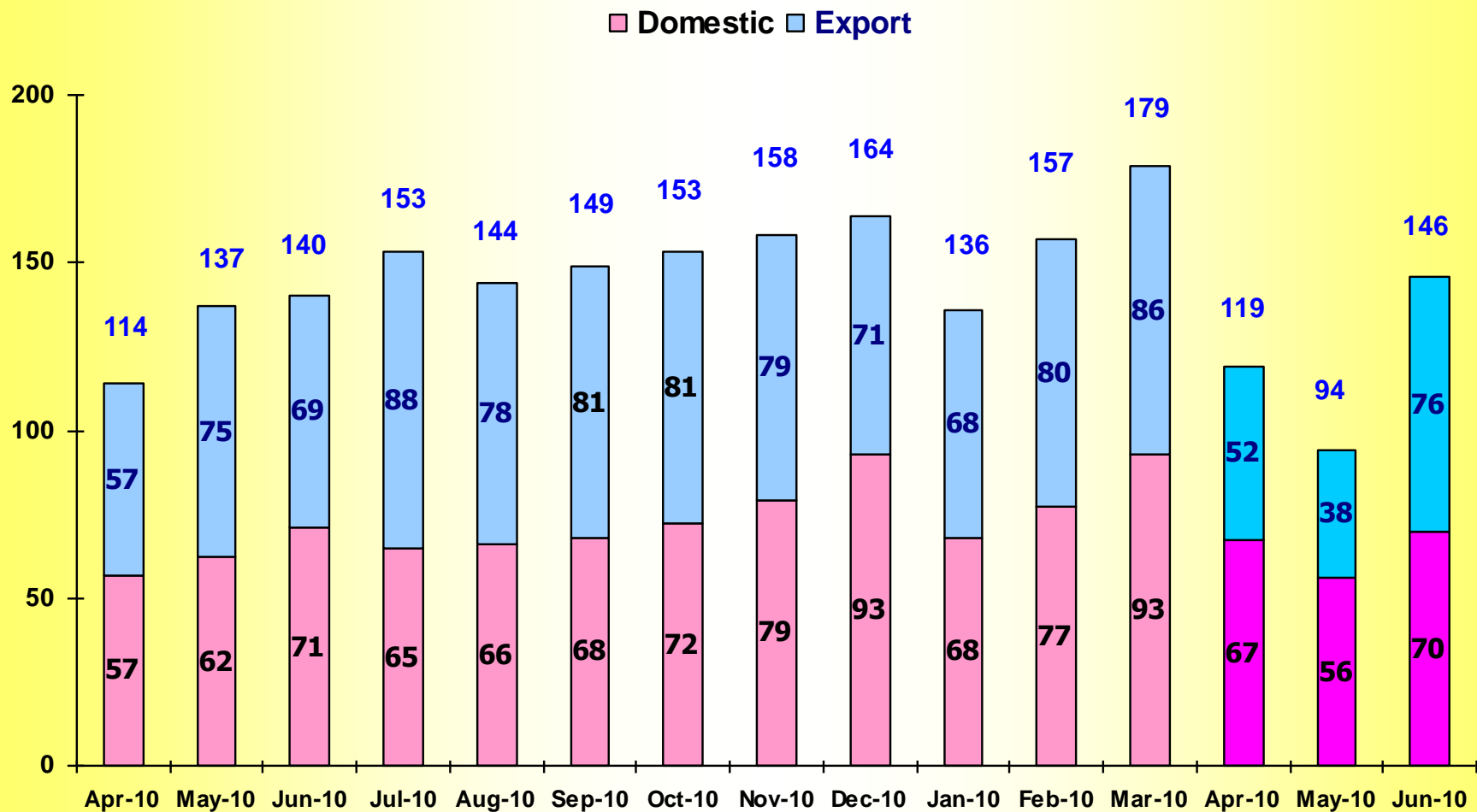
## 4W Market Sale 2011 ( April – June ) Domestic & Export



Source: The Federation of Thai Industries

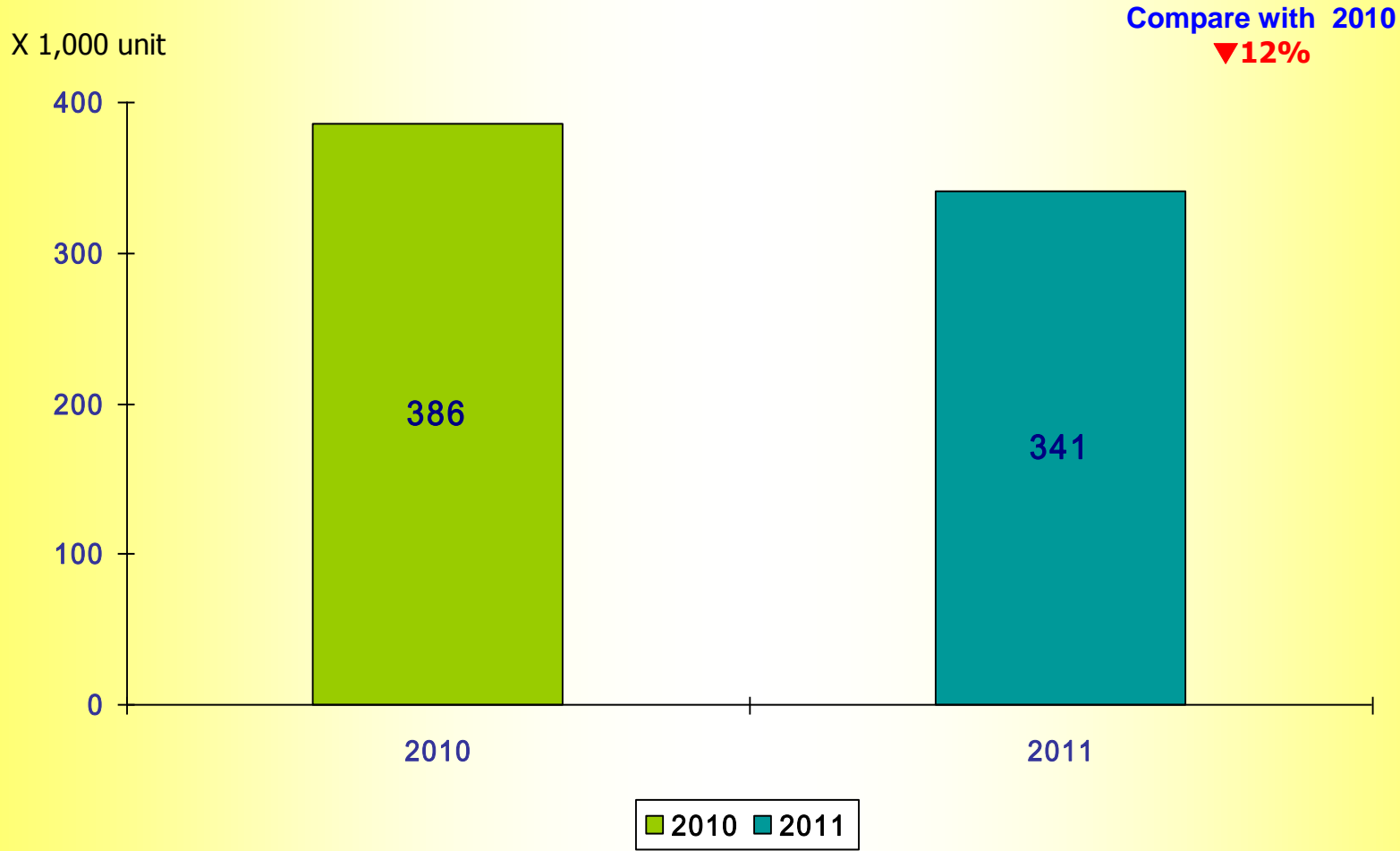
## 4W Market Sale (Domestic & Export) (April 2010 – June 2011)

X 1,000 unit



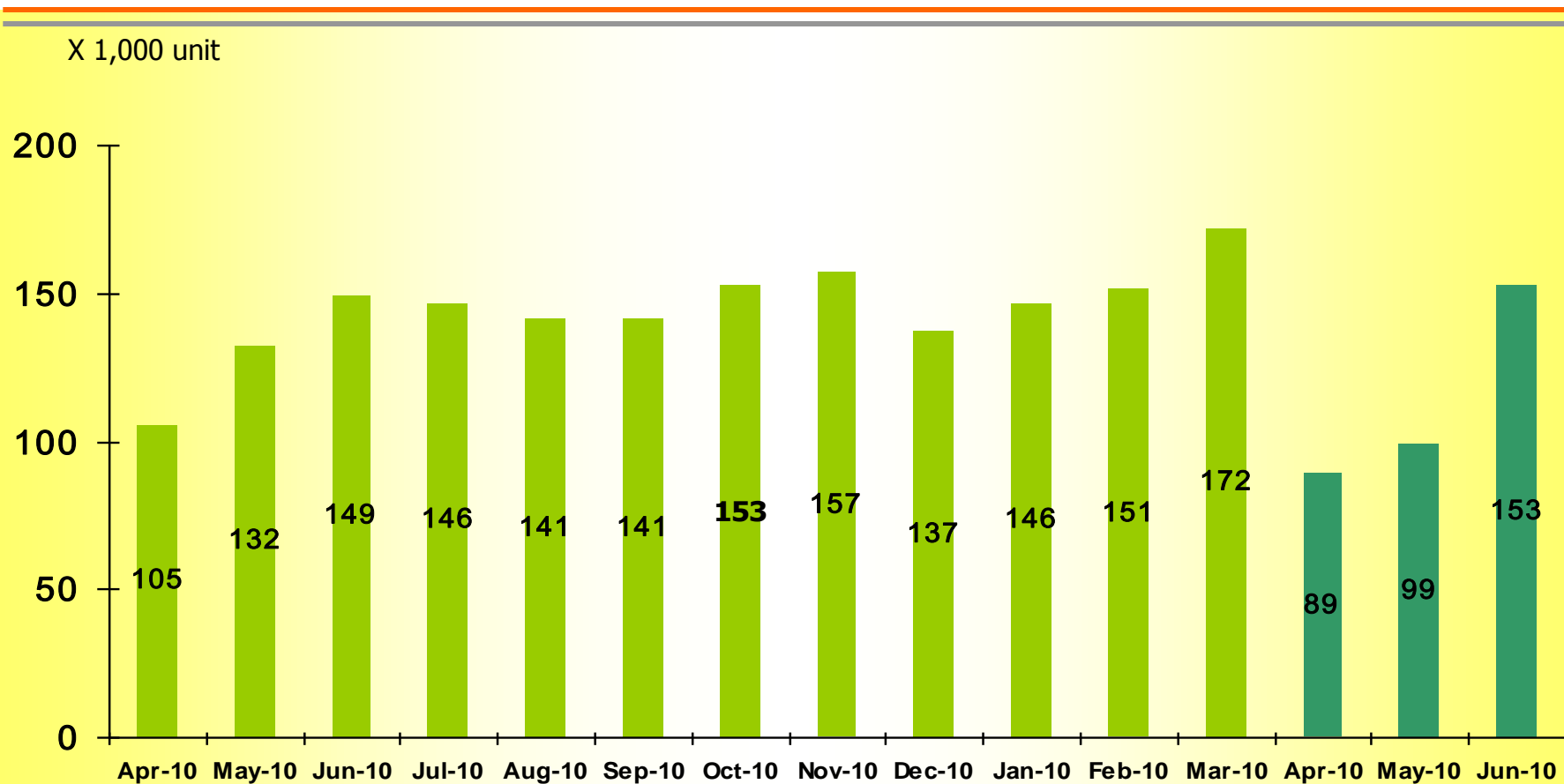
Source: The Federation of Thai Industries

# 4W Production (April – June 2011)



Source: The Federation of Thai Industries

## 4W Production ( By Month ) (April 2010 – June 2011)

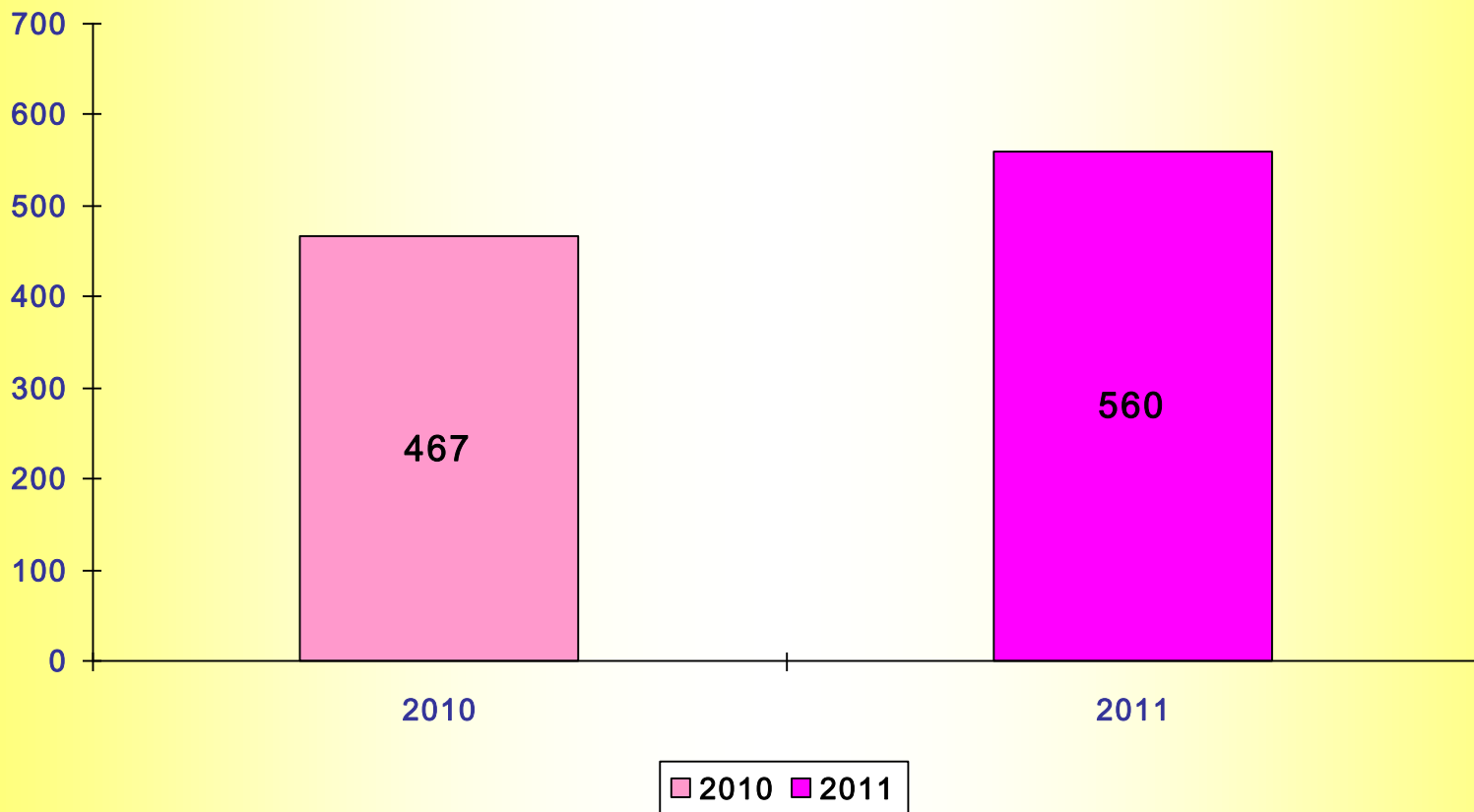


Source: The Federation of Thai Industries

## 2W Sales - Domestic (April – June 2011)

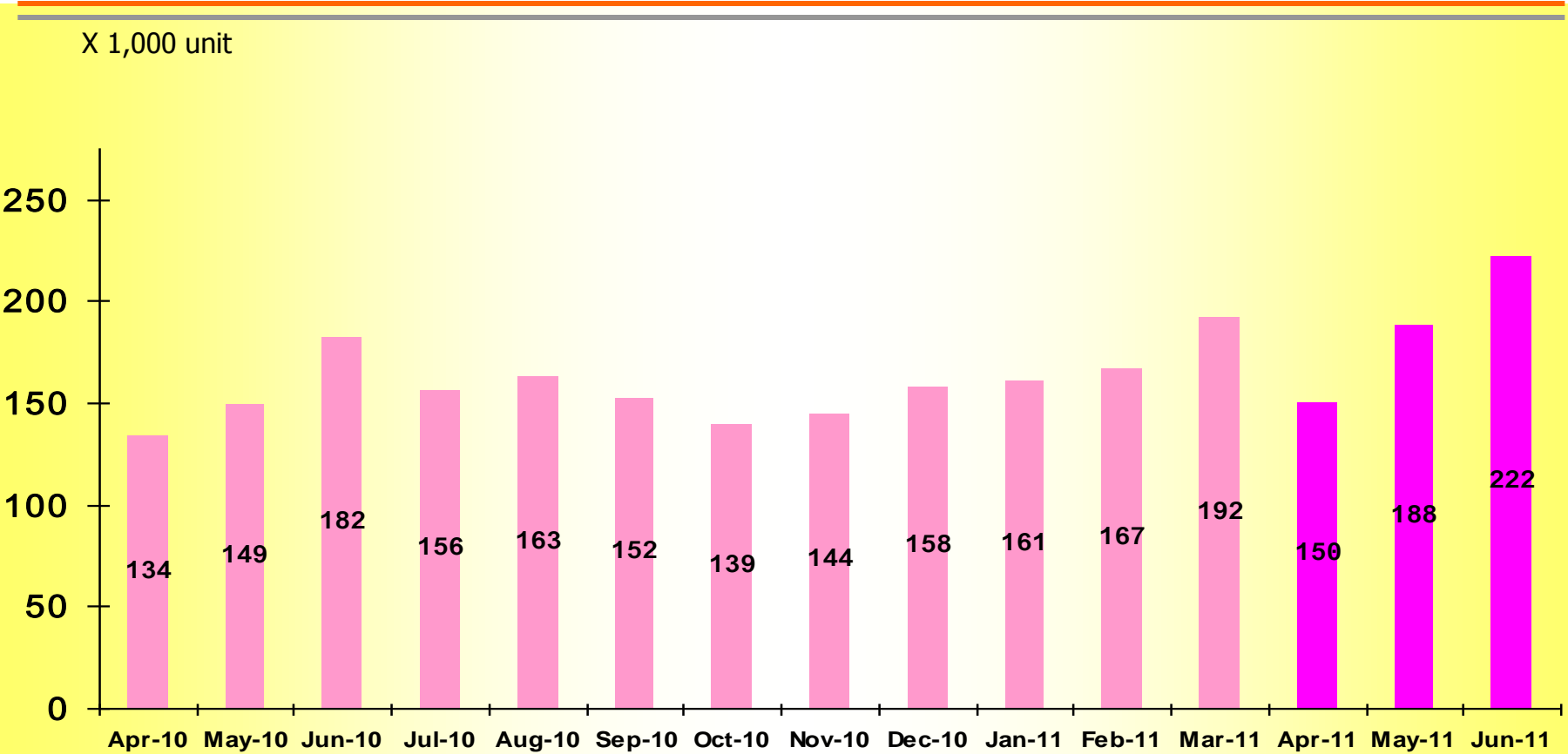
X 1,000 unit

Compare with 2010  
▲ 20%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2010 – June 2011



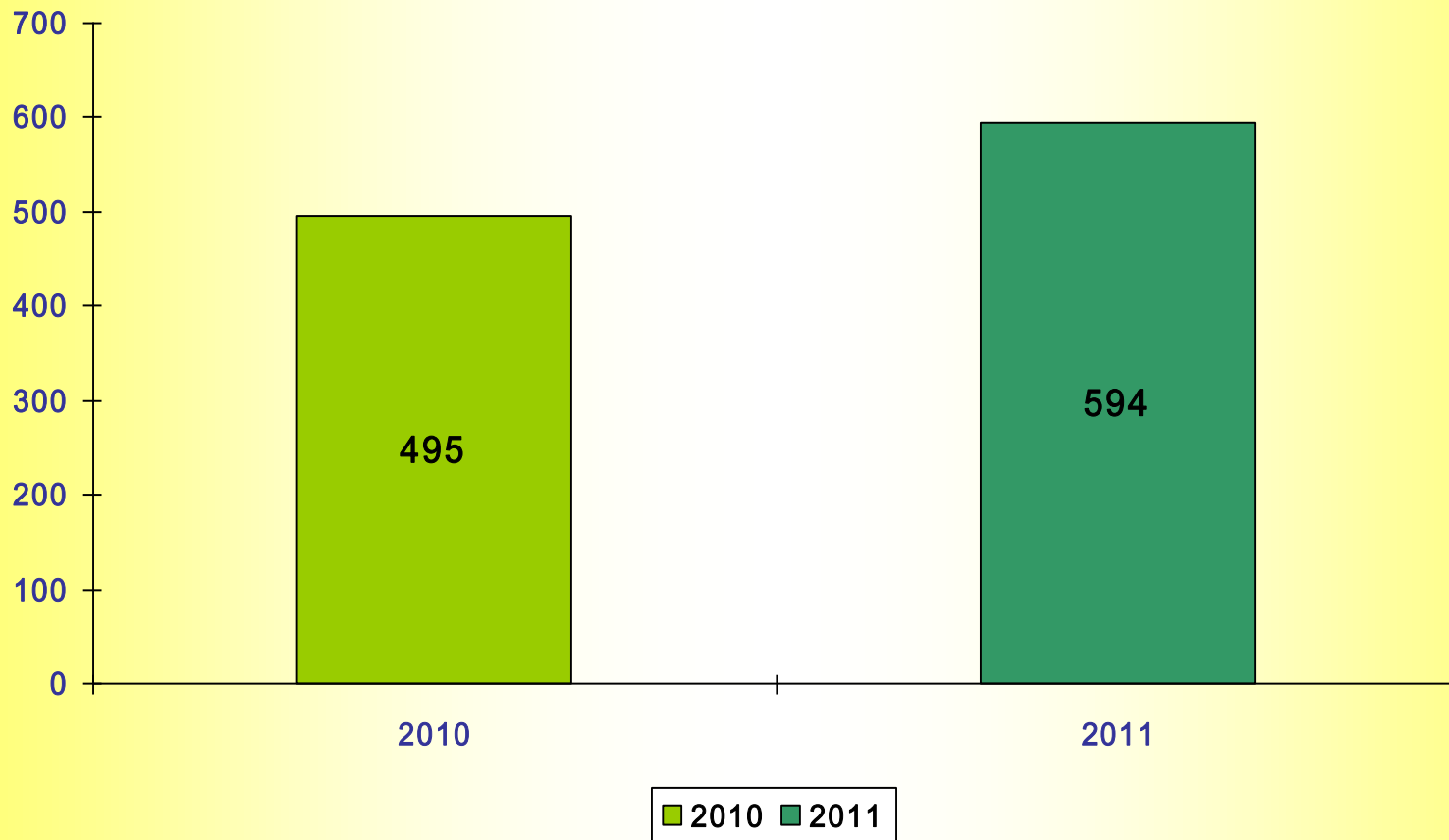
Source: The Federation of Thai Industries



## 2W Production (April – June 2011)

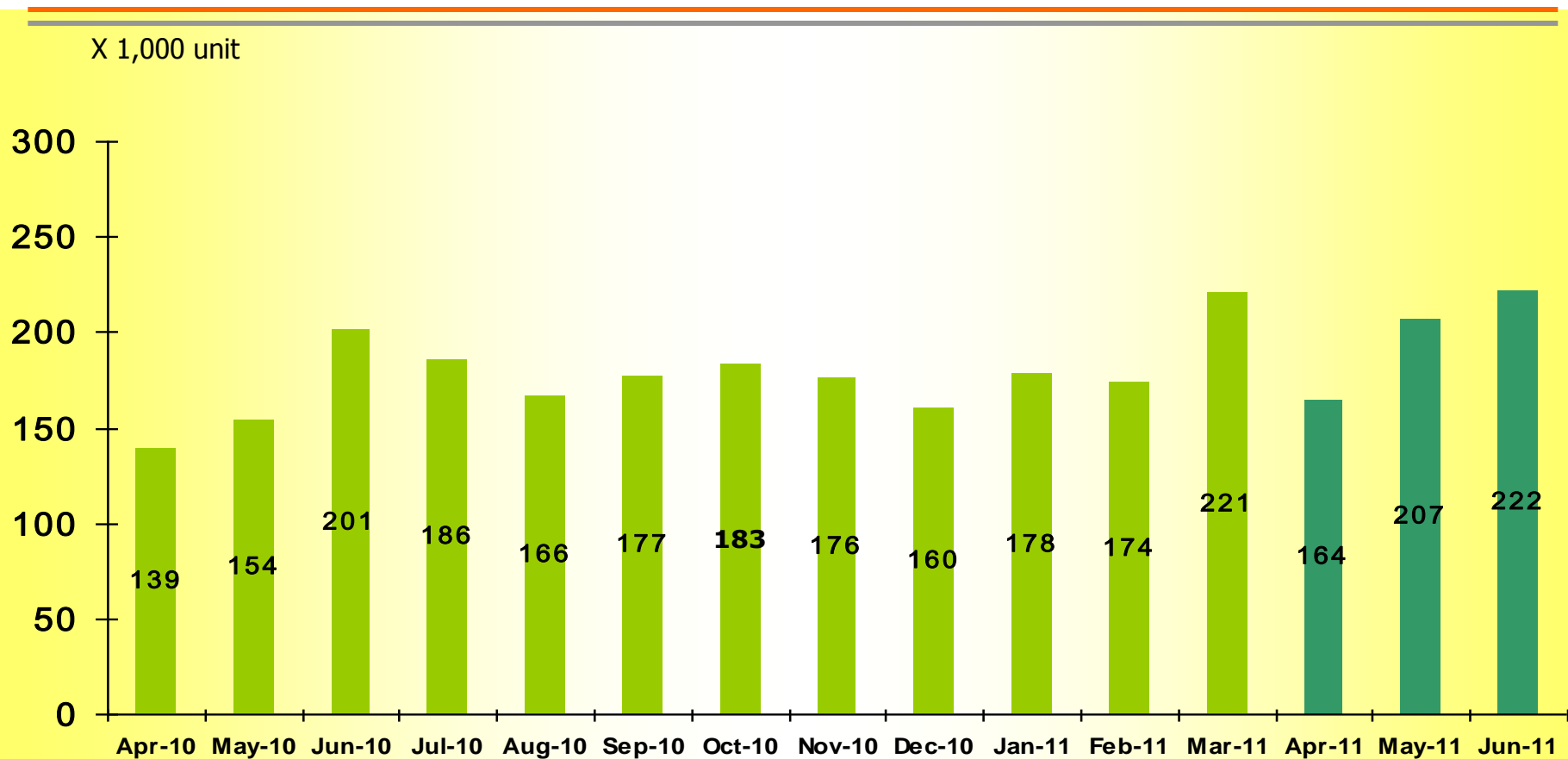
X 1,000 unit

Compare with 2010  
▲ 20%



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2010 – June 2011



Source: The Federation of Thai Industries

# Agenda

1. Market Trend – 2011 (April – June)
2. The 1<sup>st</sup> Quarterly 2011 Financial Statement

## Balance Sheet

The Equity Method	30 June 2011 M฿)	31 March 2011 M฿)	Change %)
Current Assets	5,665.74	5,746.47	(1.40)
Total Assets	10,063.49	9,865.31	2.01
Current Liabilities	1,467.10	1,532.64	(4.28)
Total Liabilities	1,564.42	1,624.93	(3.72)
Shareholders' Equity	8,499.07	8,240.38	3.14
Total Liabilities and Shareholders' Equity	10,063.49	9,865.31	2.01

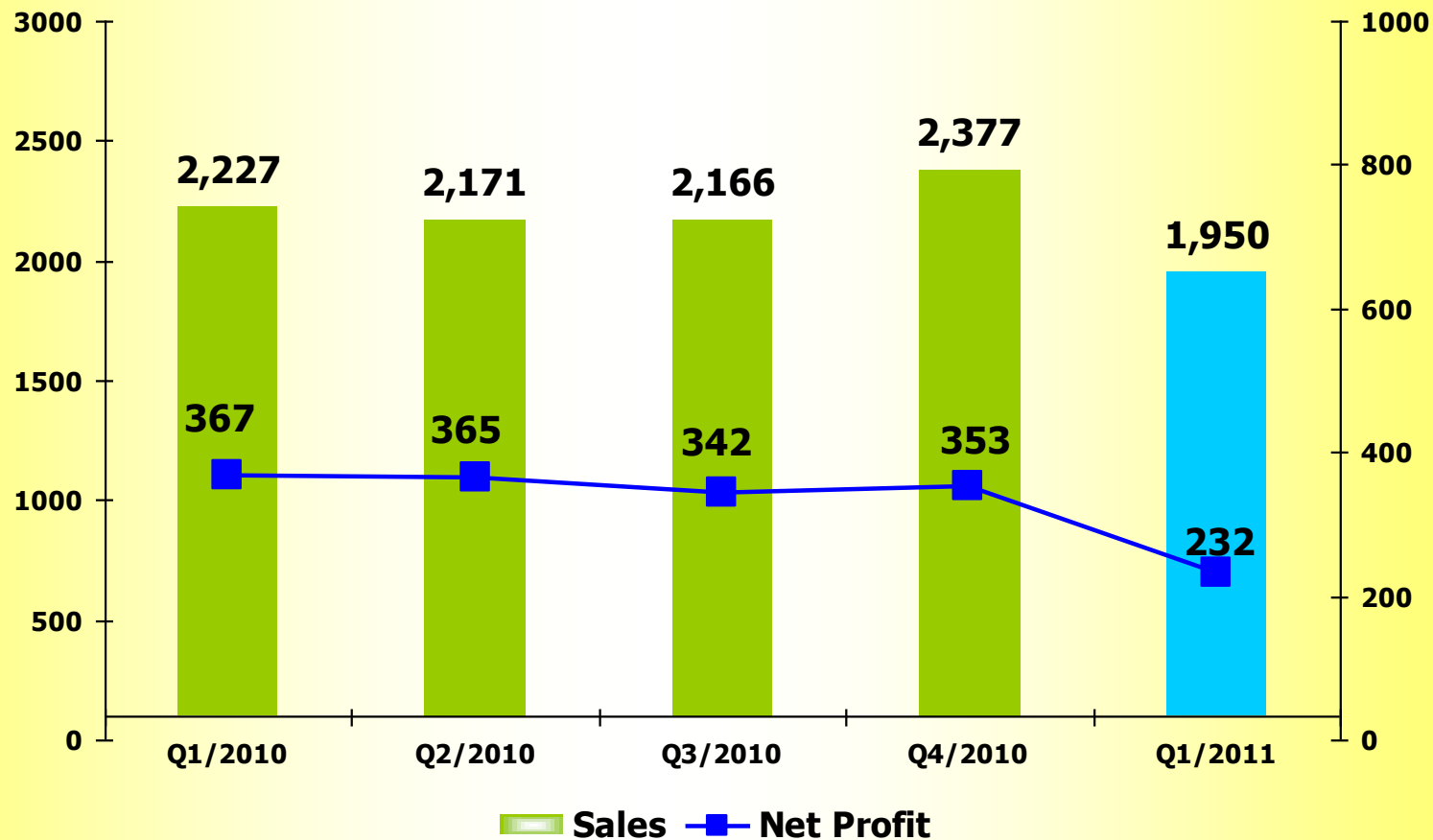
## Statement of Income

The Equity Method	30 June 2011 (MB)	30 June 2010 (MB)	Change (%)
Sales	1,949.56	2,226.66	(2.44)
Cost of sales	1,538.75	1,598.48	(3.74)
Gross Profit	410.81	628.17	(34.60)
Selling and Administrative expenses	155.15	158.09	(1.86)
Share of profit from investments in associates	31.06	26.09	19.06
Profit before income tax	347.31	531.95	(34.71)
Net profit for the period	232.07	367.04	(36.77)

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 June 2011 (MB)	31 June 2010 (MB)
Net Cash by Operating Activities	510.70	803.68
Net Cash used in Investing Activities	117.40	(879.99)
Net increase cash / Cash equivalents	628.10	(76.31)
Cash / Cash equivalents at beginning of the period	3,133.89	1,858.79
Effects of Exchange rate changes	0.94	0.99
Cash / Cash equivalents at end of the period	3,762.93	1,783.47

**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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