

# WELCOME

## Q1/2012 Operation Result Meeting

**Apichart Leeissaranukul**

**August 16 , 2012**

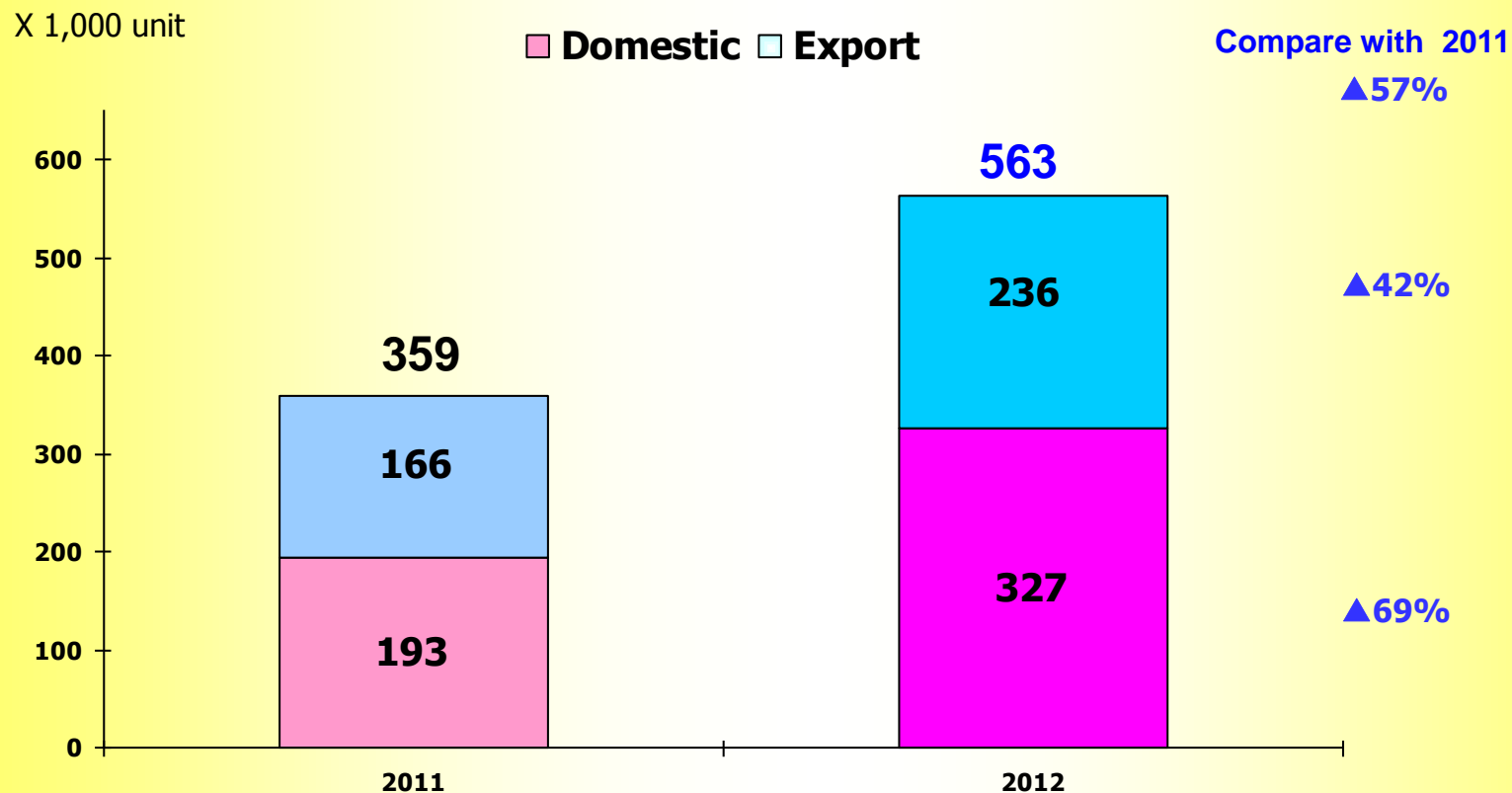
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

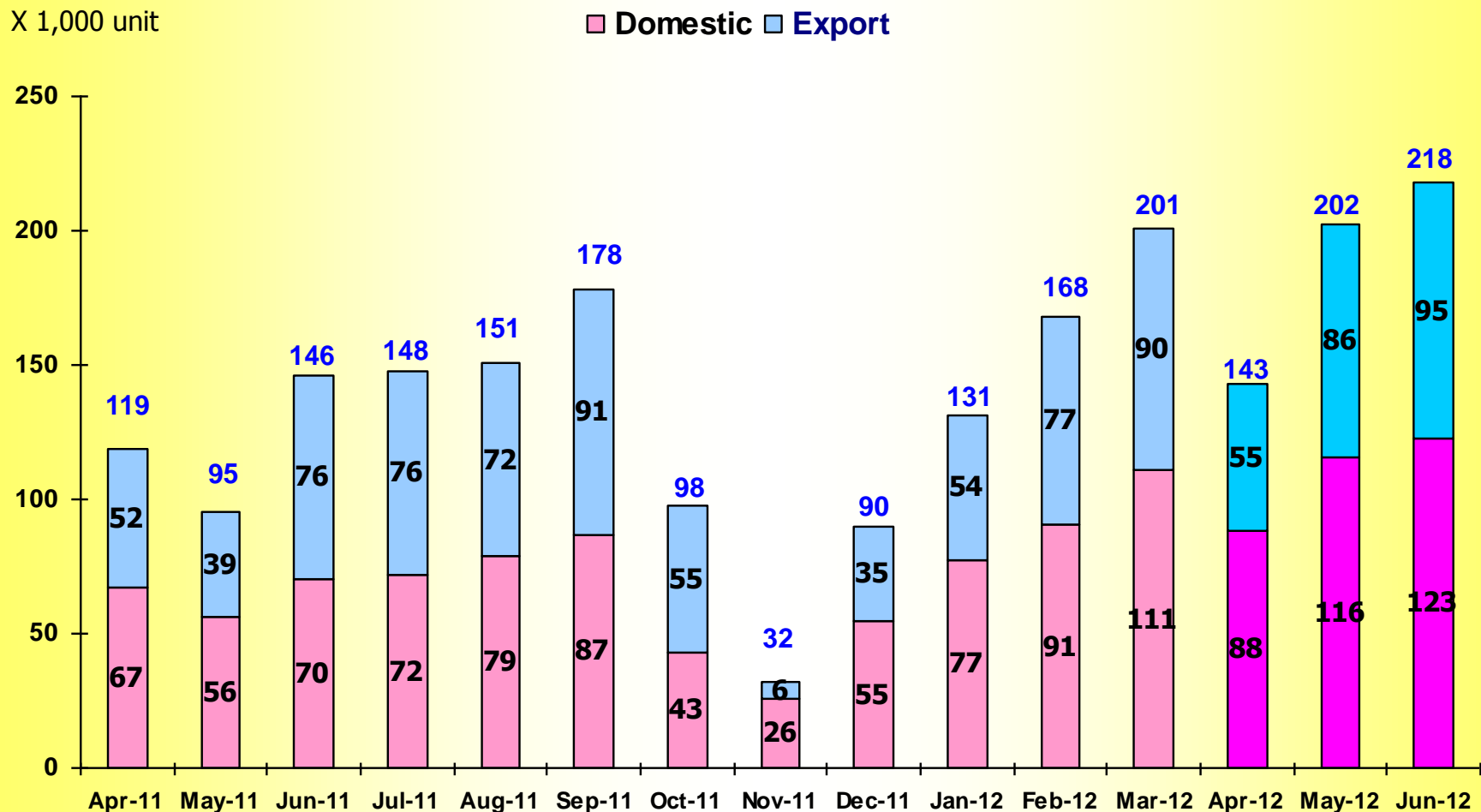
- 1. Market Trend – 2012 (April – June)**
- 2. The 1<sup>st</sup> Quarterly 2012 Financial Statement**
- 3. New Product**

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



Source: The Federation of Thai Industries

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



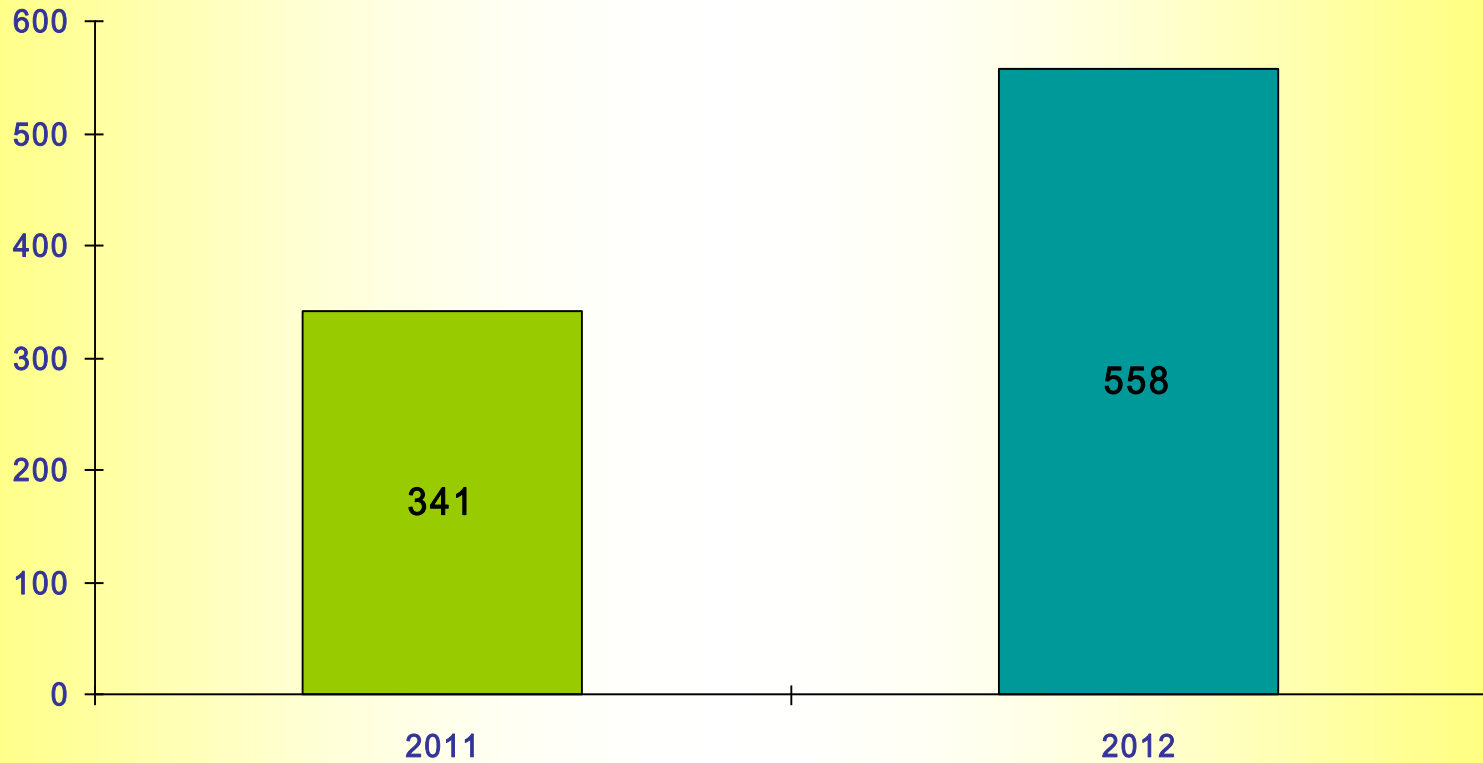
Source: The Federation of Thai Industries

# 4W Production (April – June 2012)

X 1,000 unit

Compare with 2011

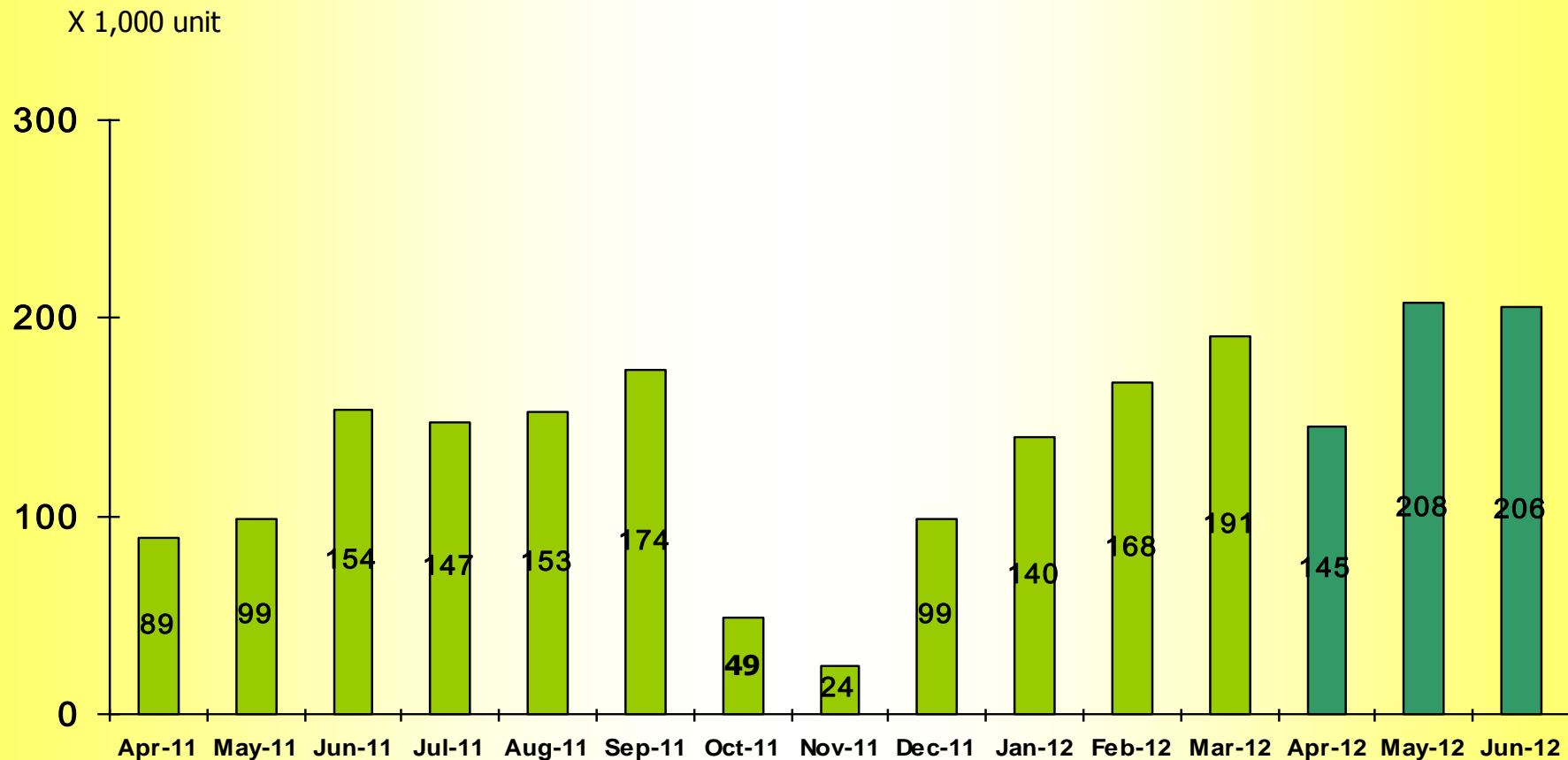
▲ 63%



Source: The Federation of Thai Industries

■ 2011 ■ 2012

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

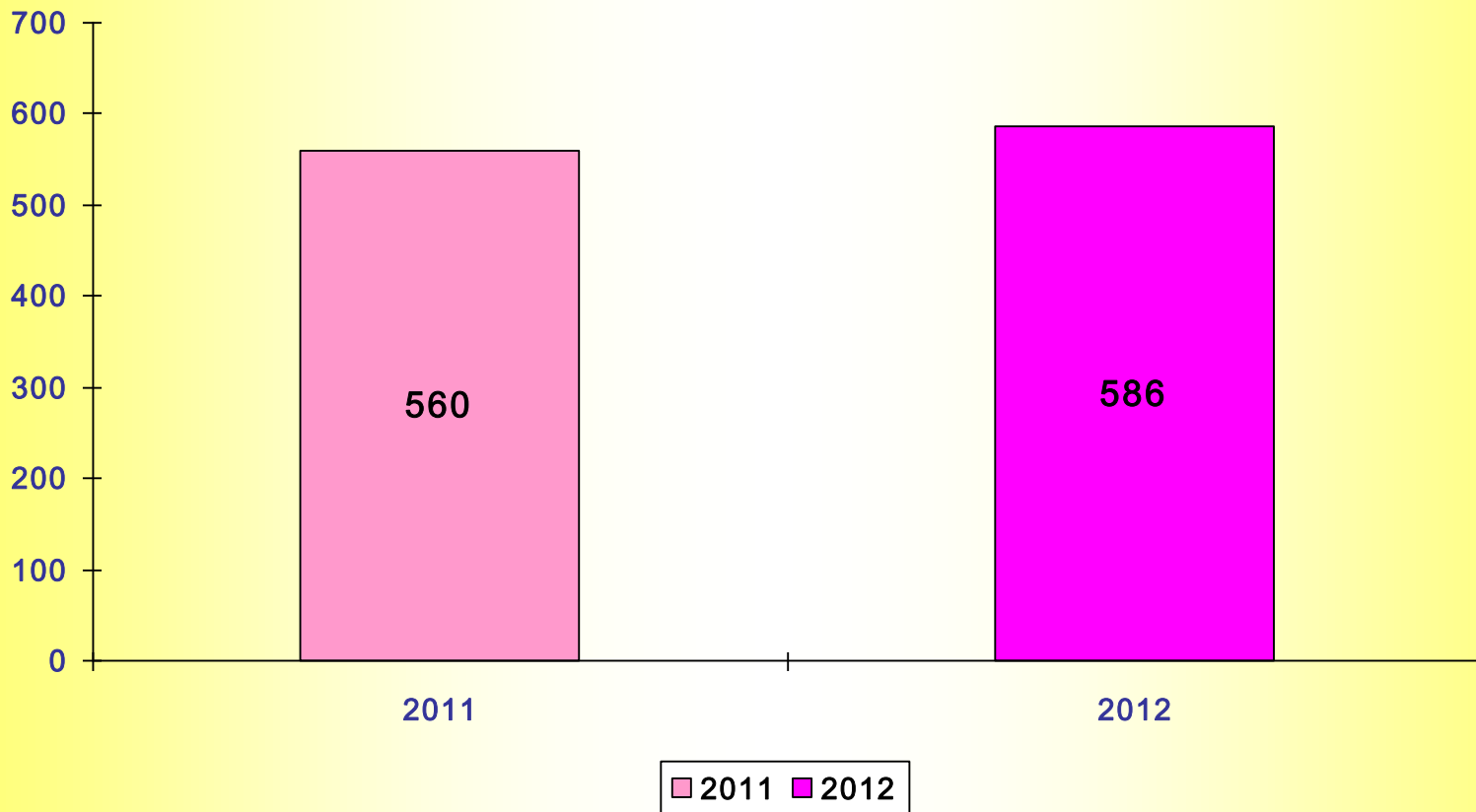


Source: The Federation of Thai Industries

## 2W Sales - Domestic (April – June 2012)

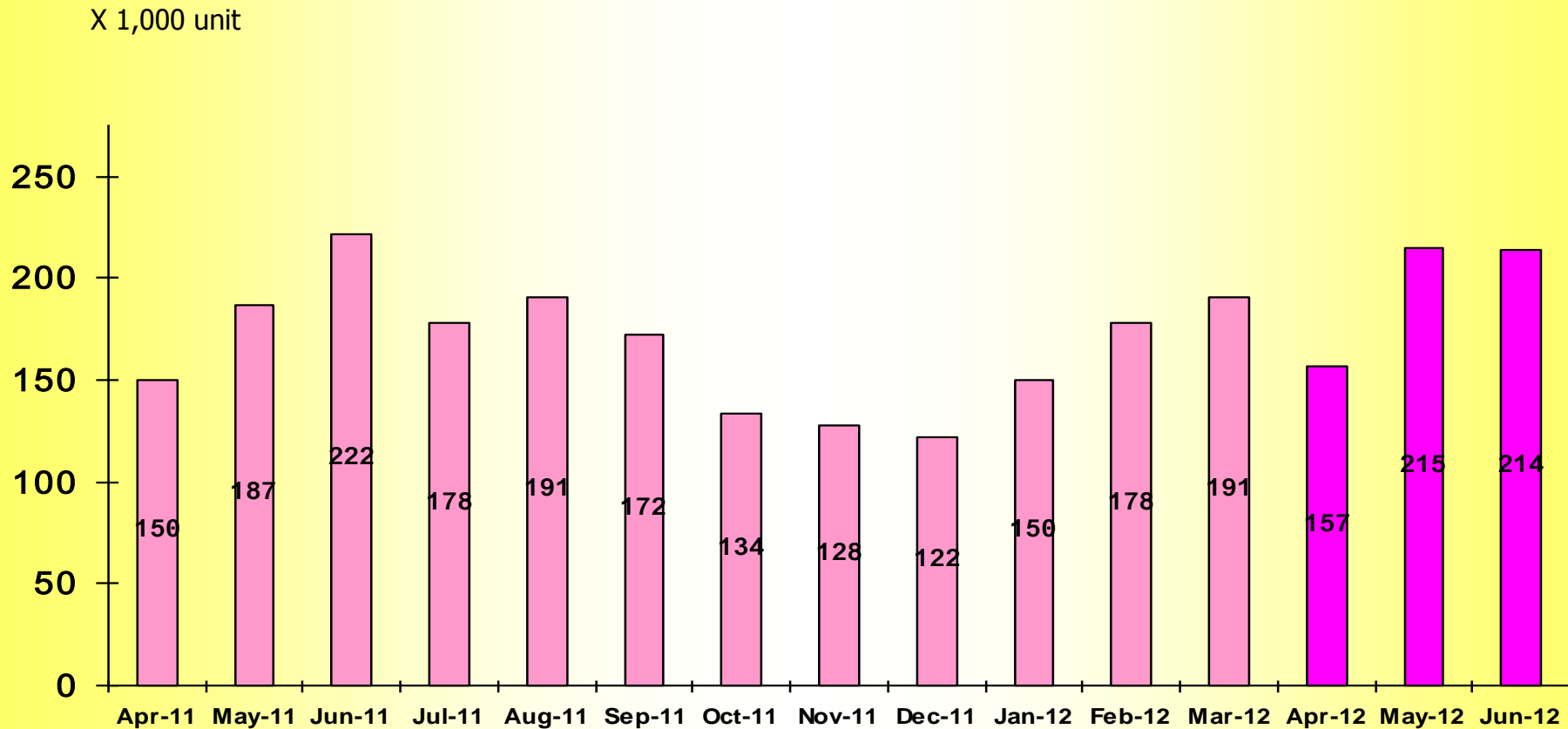
X 1,000 unit

Compare with 2011  
▲5%



Source: The Federation of Thai Industries

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

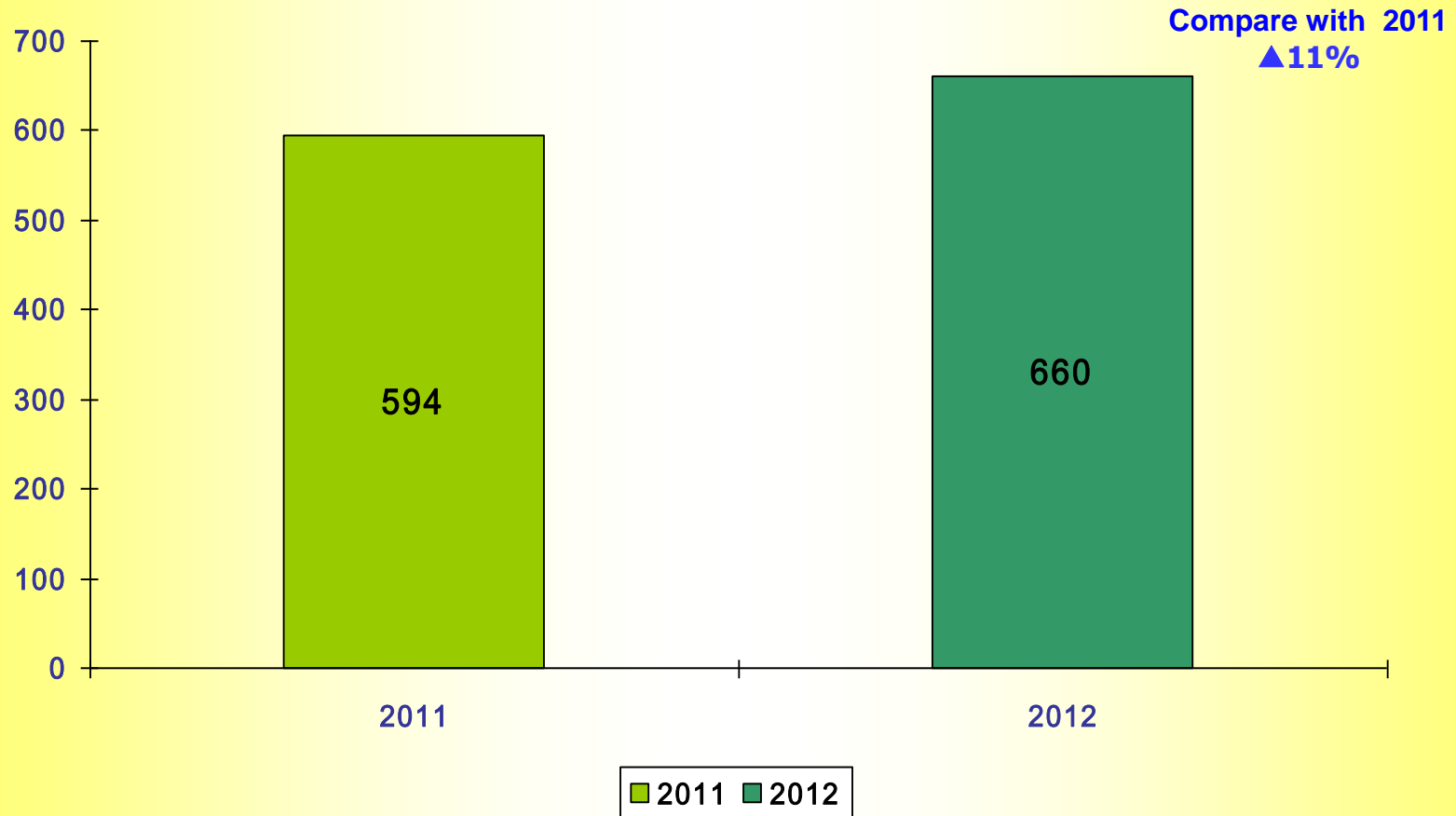


Source: The Federation of Thai Industries



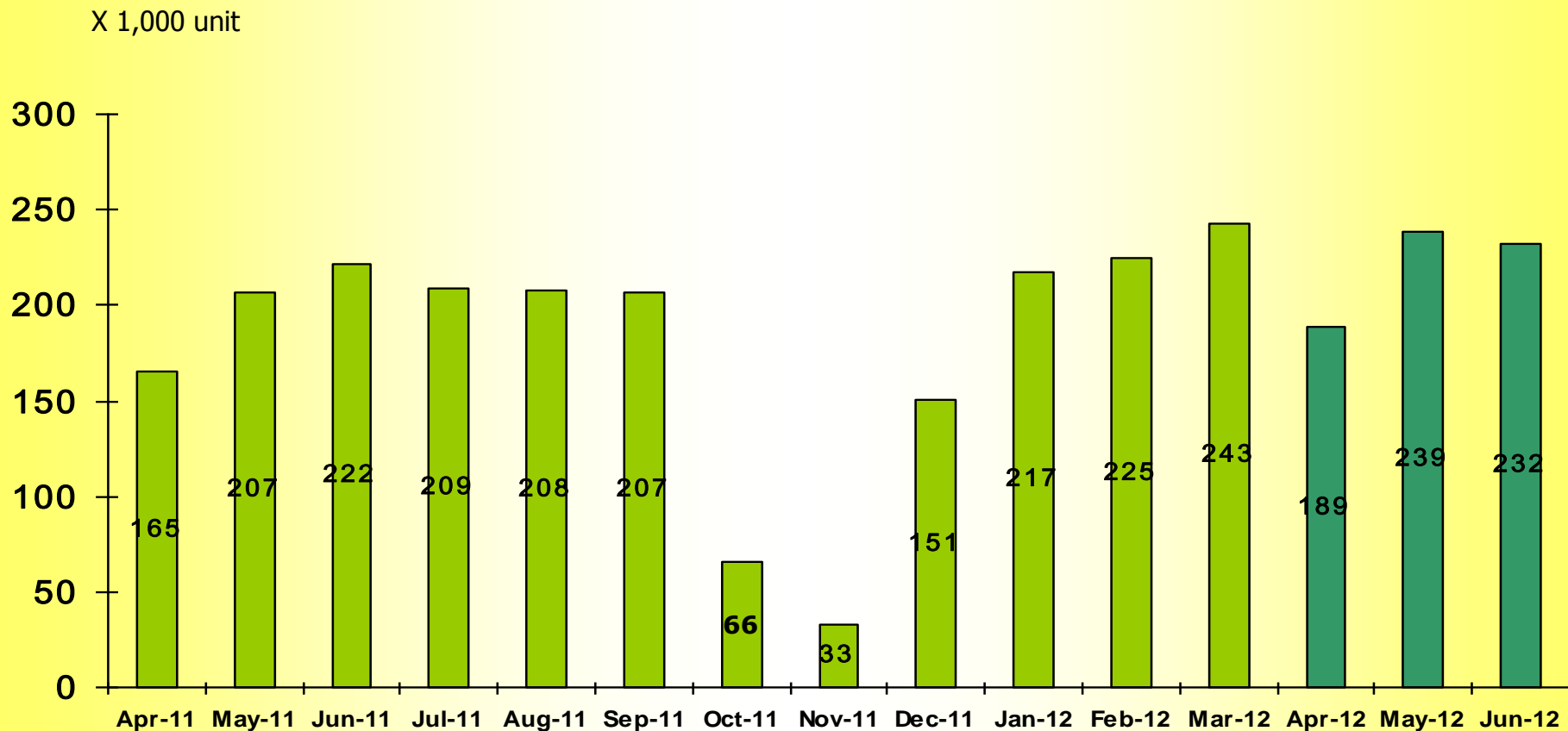
## 2W Production (April – June 2012)

X 1,000 unit



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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## Balance Sheet

The Equity Method	30 June 2012 (M฿)	31 March 2012 (M฿)	Change (%)
Current Assets	4,153.70	4,348.78	(4.49)
Total Assets	10,409.86	10,024.53	3.84
Current Liabilities	1,697.22	1,416.29	19.84
Total Liabilities	1,813.32	1,527.96	18.68
Shareholders' Equity	8,596.54	8,496.56	1.18
Total Liabilities and Shareholders' Equity	10,409.86	10,024.53	3.84

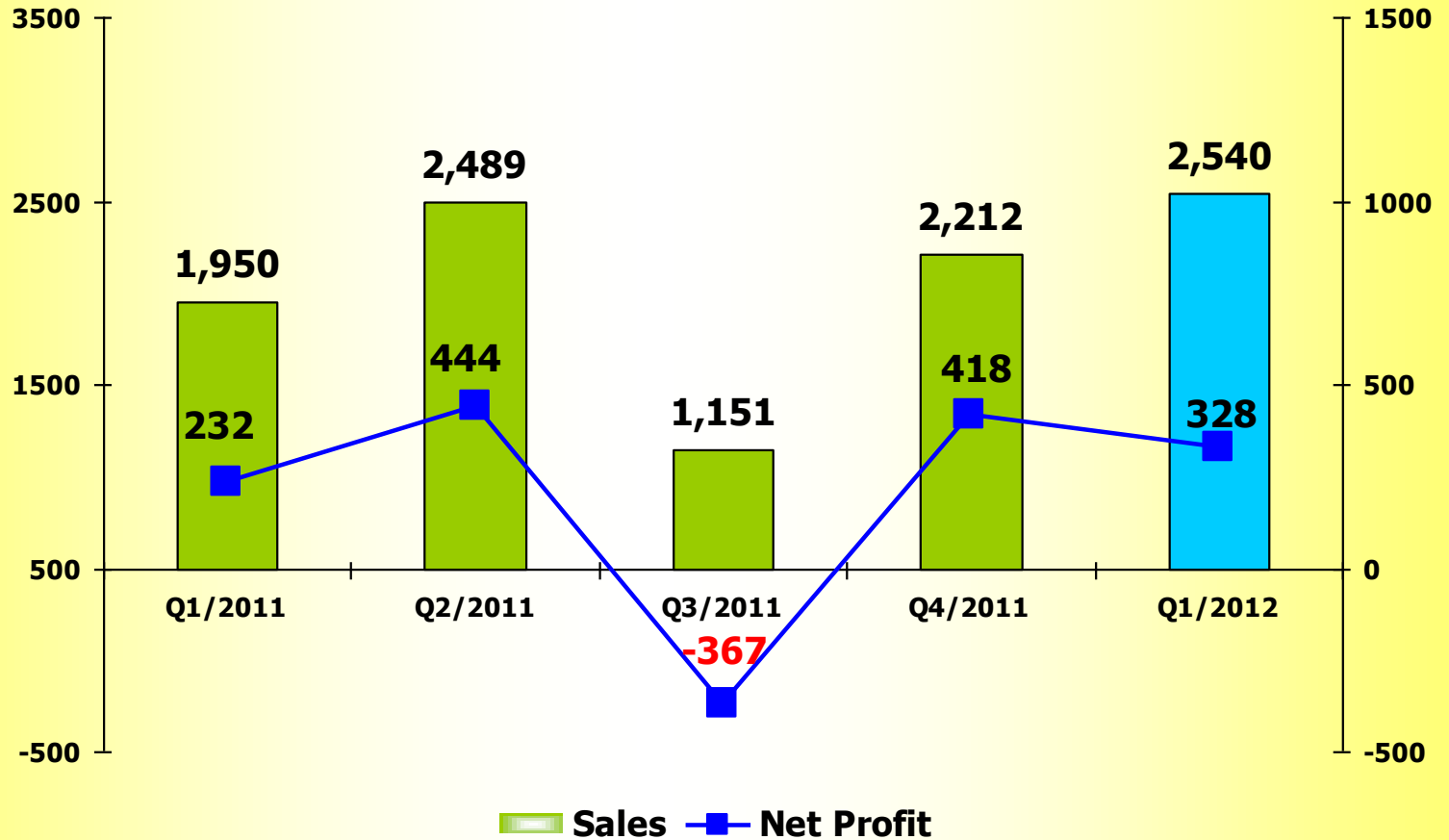
## Statement of Income

The Equity Method	30 June 2012 (MB)	30 June 2011 (MB)	Change (%)
Sales	2,539.67	1,949.56	30.27
Cost of sales	1,972.11	1,538.75	28.16
Gross Profit	567.56	410.81	38.16
Selling and Administrative expenses	215.19	155.15	38.70
Share of profit from investments in associates	27.29	31.06	(2.15)
Profit before income tax	436.09	347.31	25.56
Net profit for the period	328.23	232.07	41.44

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 June 2012 (MB)	31 June 2011 (MB)
Net Cash by Operating Activities	246.50	510.70
Net Cash used in Investing Activities	(16.51)	117.40
Net increase(decrease) cash / Cash equivalents	(70.01)	628.10
Cash / Cash equivalents at beginning of the period	1,707.85	3,133.89
Effects of Exchange rate changes	1.52	0.94
Cash / Cash equivalents at end of the period	1,339.37	3,762.93

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1. Market Trend – 2012 (April – June)
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**Head Combination Lamp  
Fog Lamp**



**Rear Combination Lamp  
Lid Lamp**



**Tail Lamp  
Rear winker (Left - Right) Lamp**

**Front Winker (Left - Right) Lamp**



**Cover Center and Cover Seat RH , LH**

**Cowling Upper**



**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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**Information concerning financial institutions other than the company and its subsidiaries are base on publicly available information.**

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