

# WELCOME

## Q1/2013 Operation Result Meeting

**Apichart Leeissaranukul**

**August 8 , 2013**

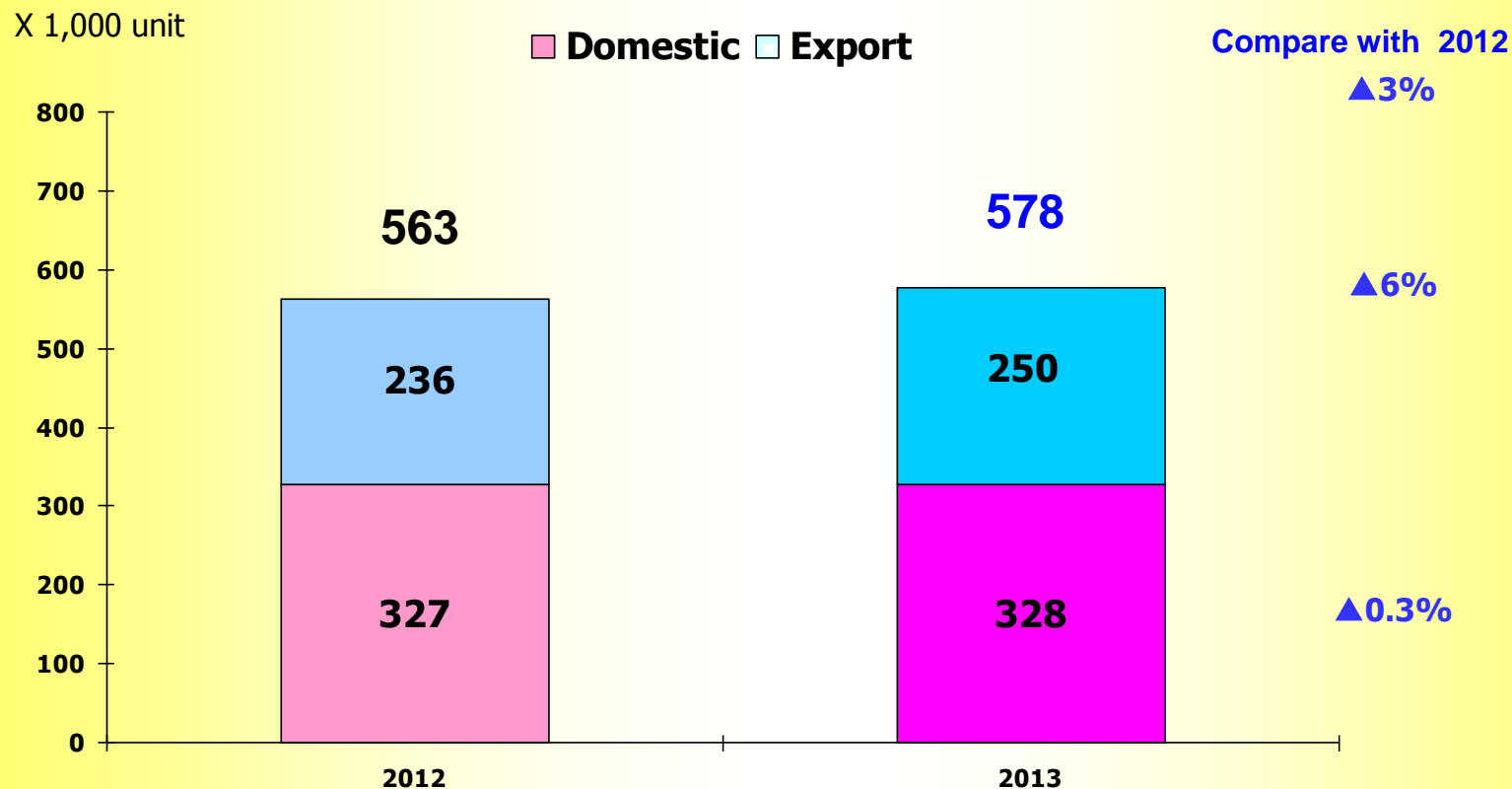
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

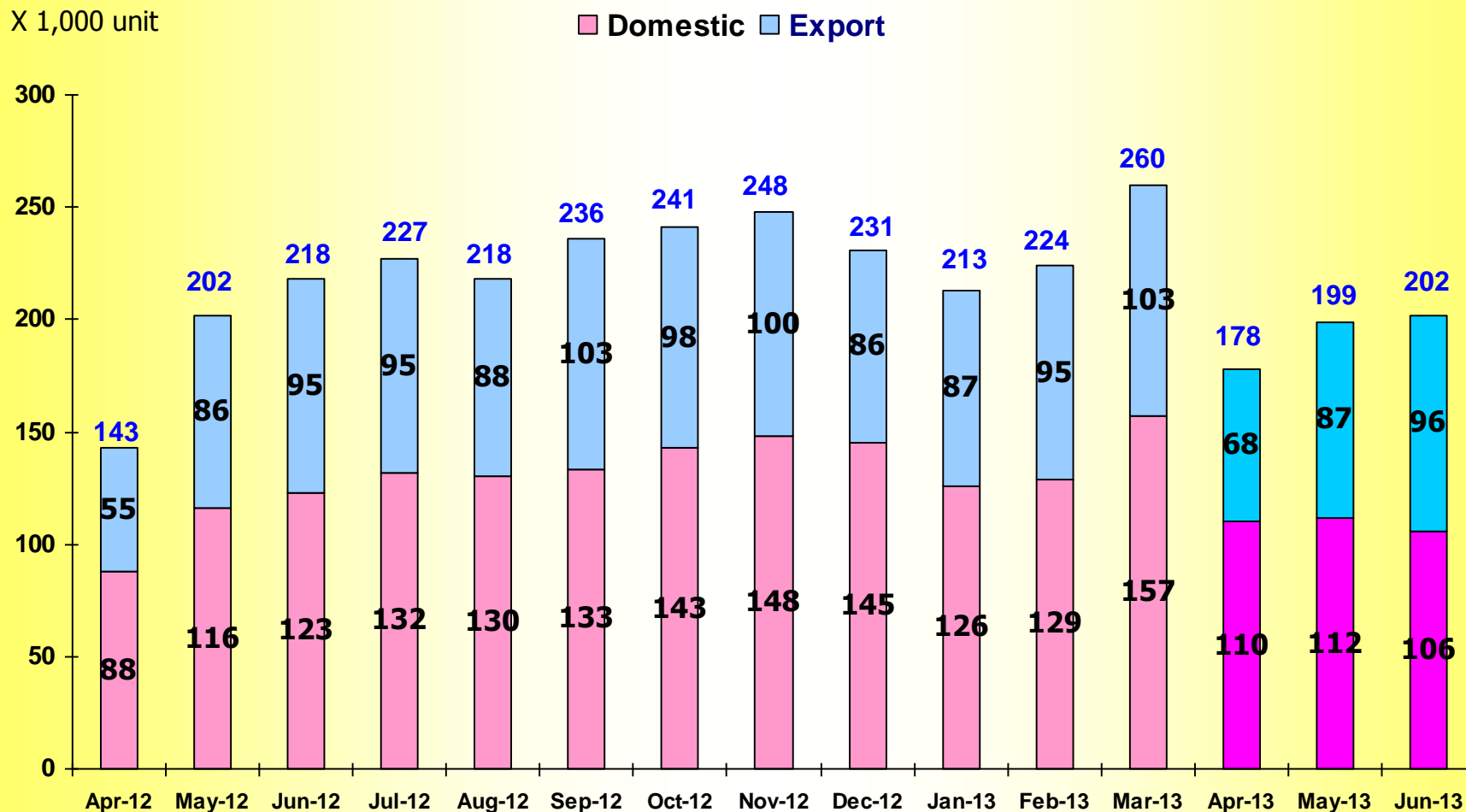
- 1. Market Trend – 2013 (April – June)**
- 2. The 1<sup>st</sup> Quarterly 2013 Financial Statement**
- 3. New Product**

## 4W Market Sale 2013 ( April – June ) Domestic & Export



Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) (April 2012 – June 2013)



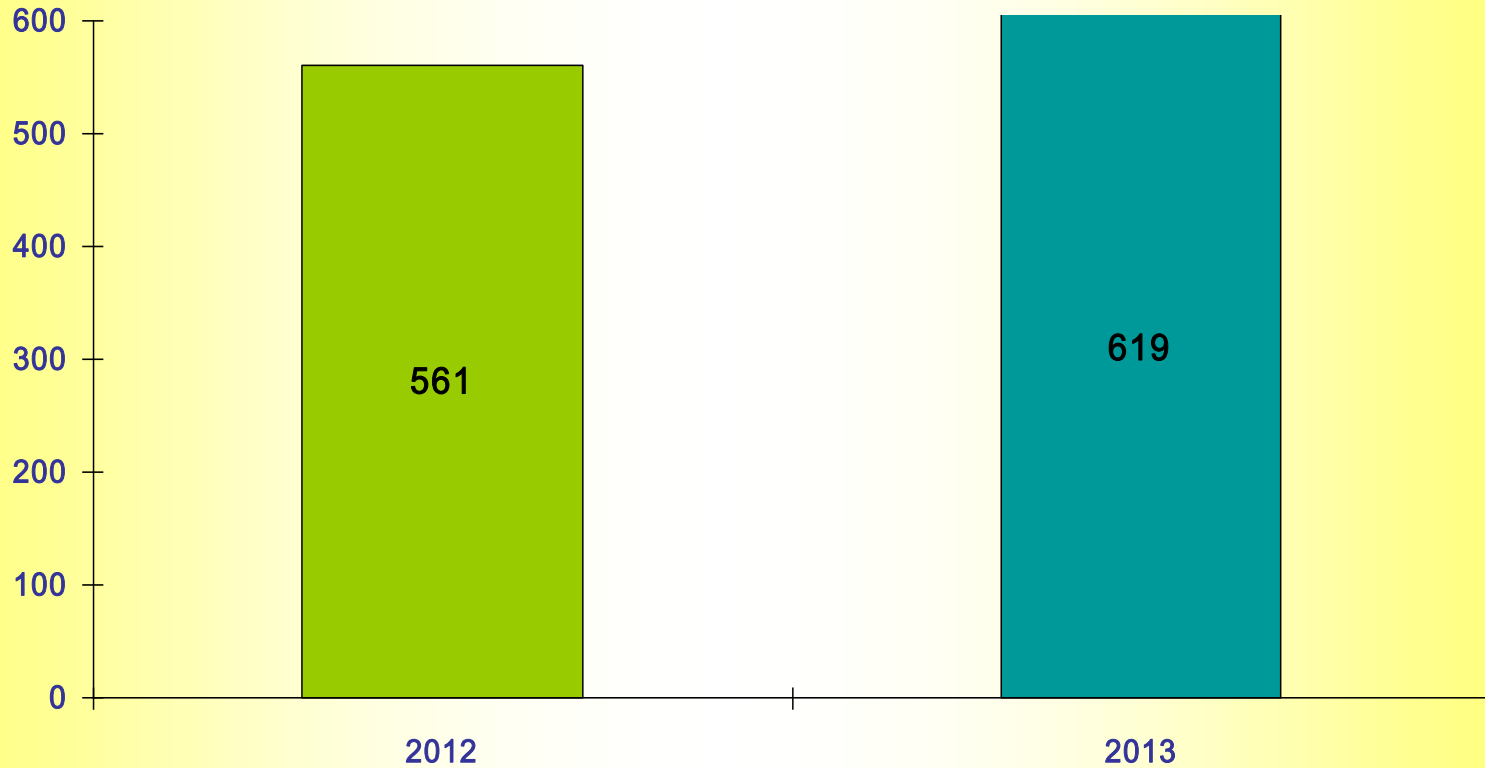
Source: The Federation of Thai Industries

# 4W Production (April – June 2013)

X 1,000 unit

Compare with 2012

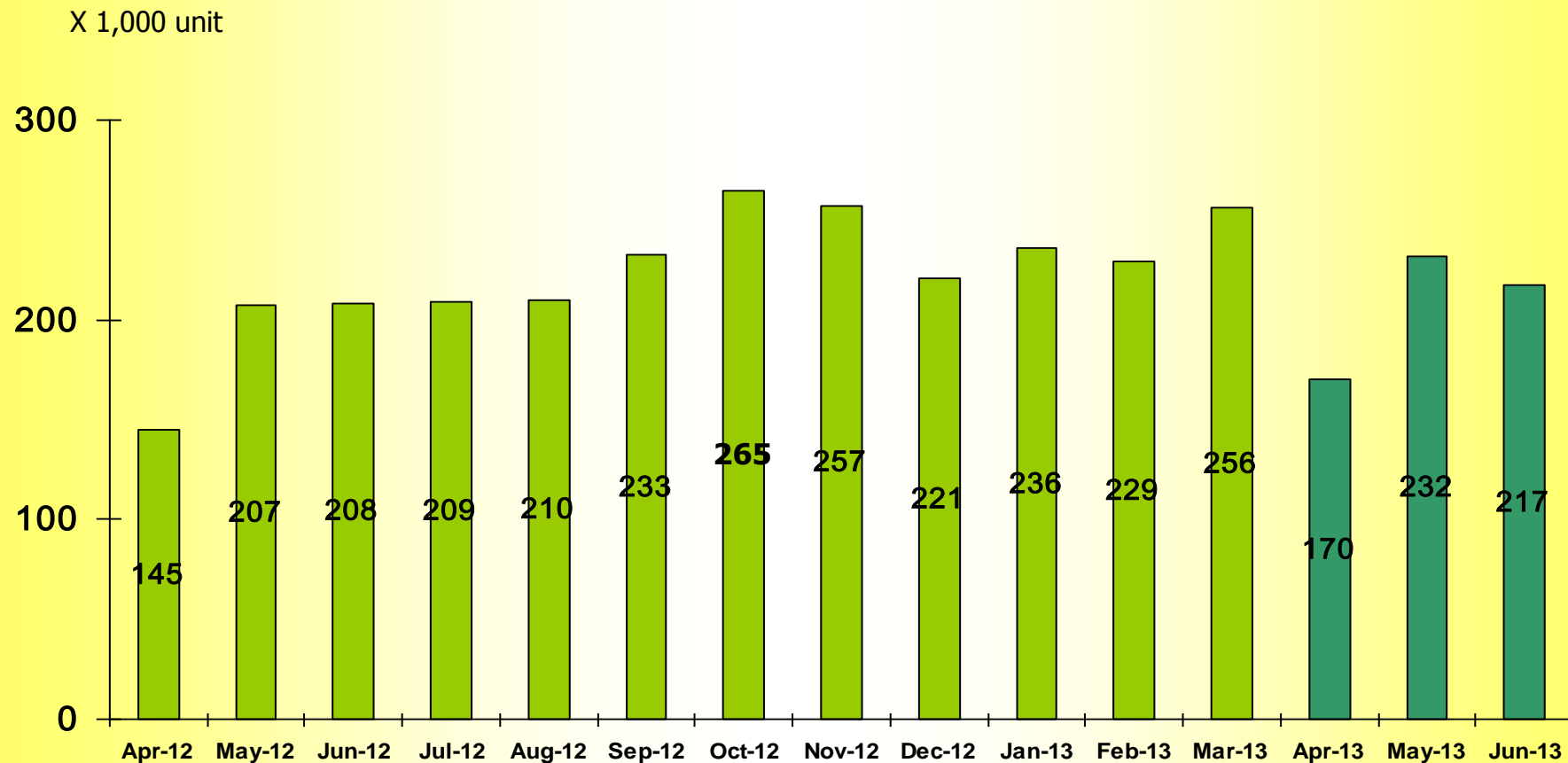
▲ 10%



Source: The Federation of Thai Industries

■ 2012 ■ 2013

## 4W Production ( By Month ) ( April 2012– June 2013 )

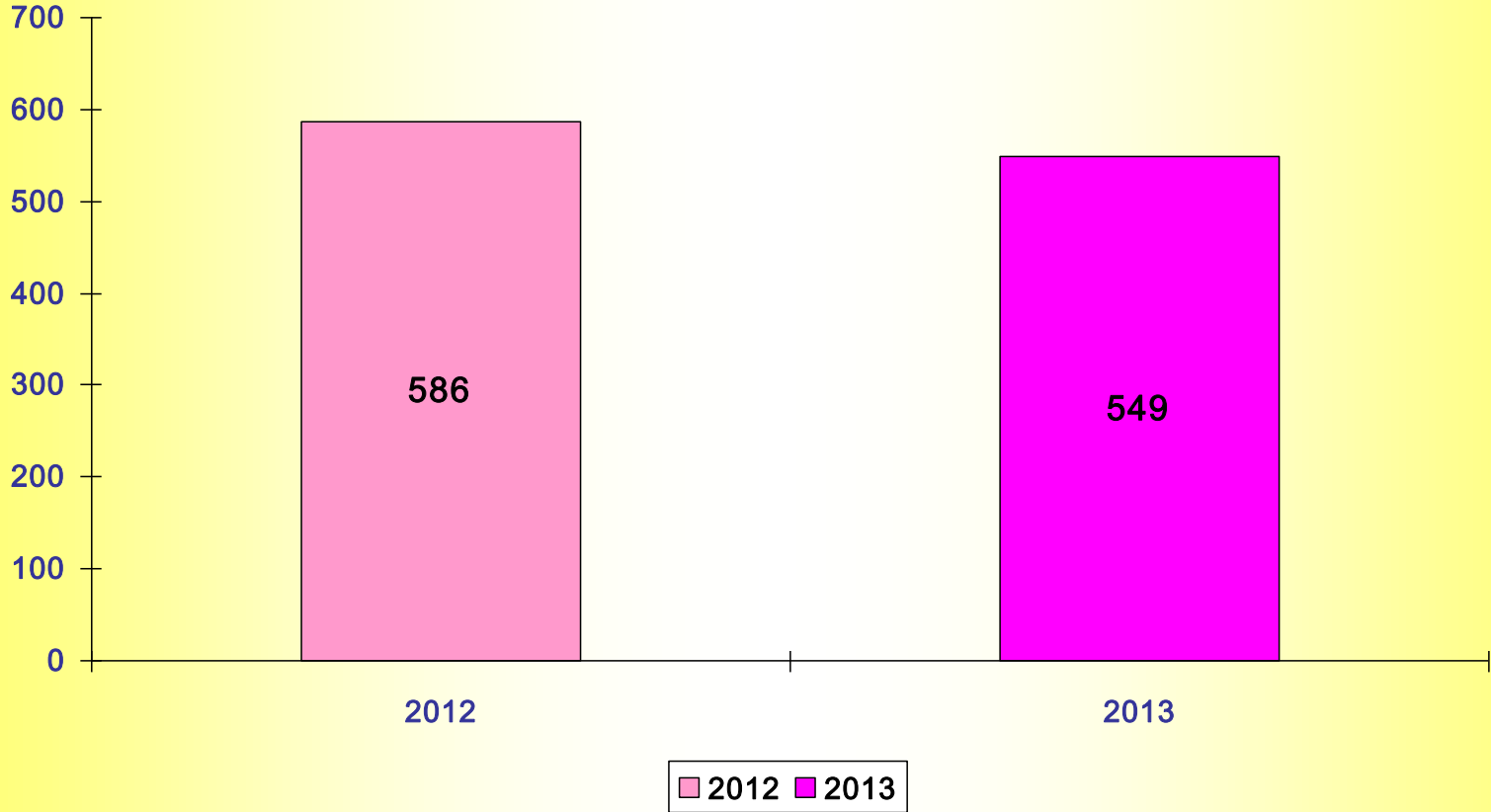


Source: The Federation of Thai Industries

# 2W Sales - Domestic (April – June 2013)

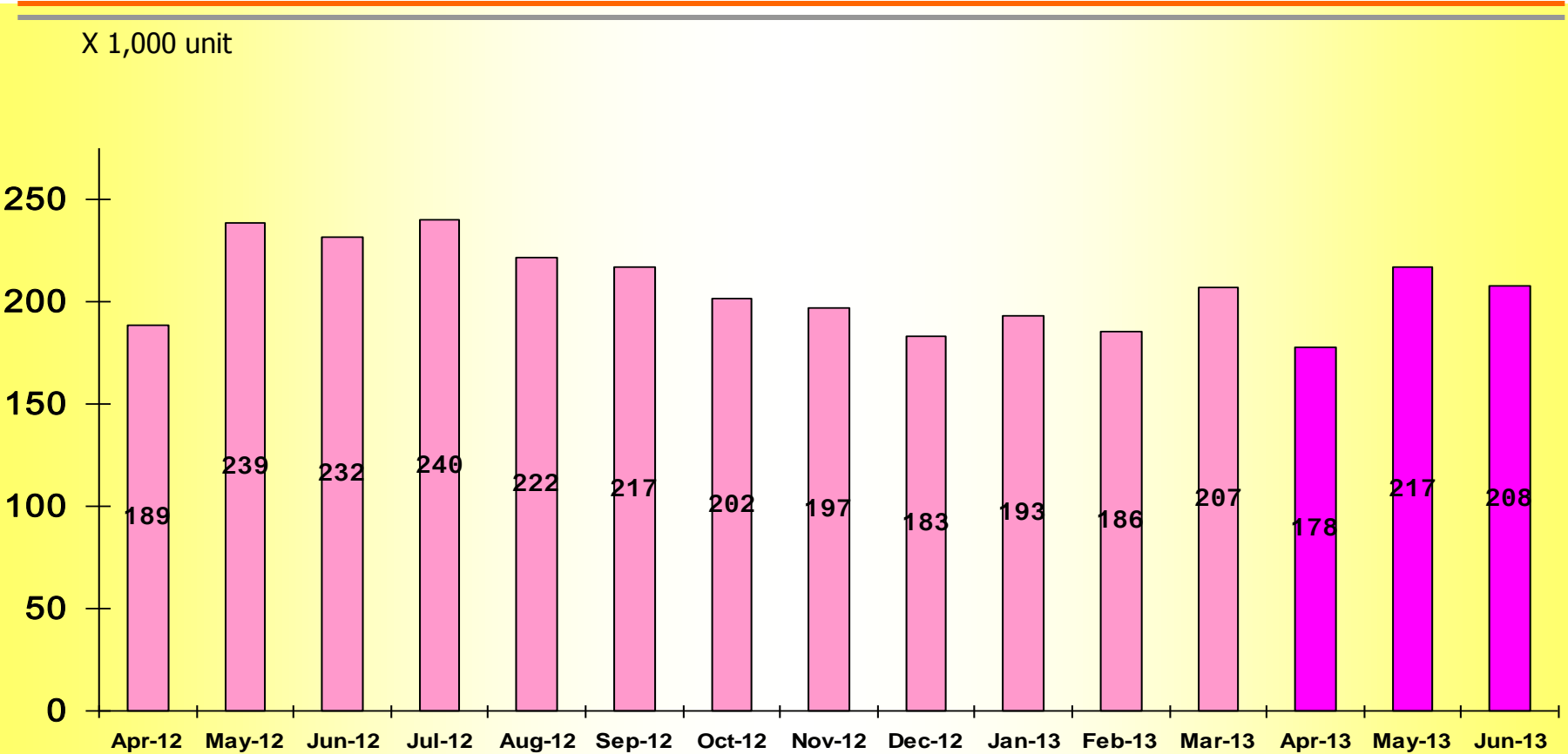
X 1,000 unit

Compare with 2012  
▼6%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2012 – June 2013

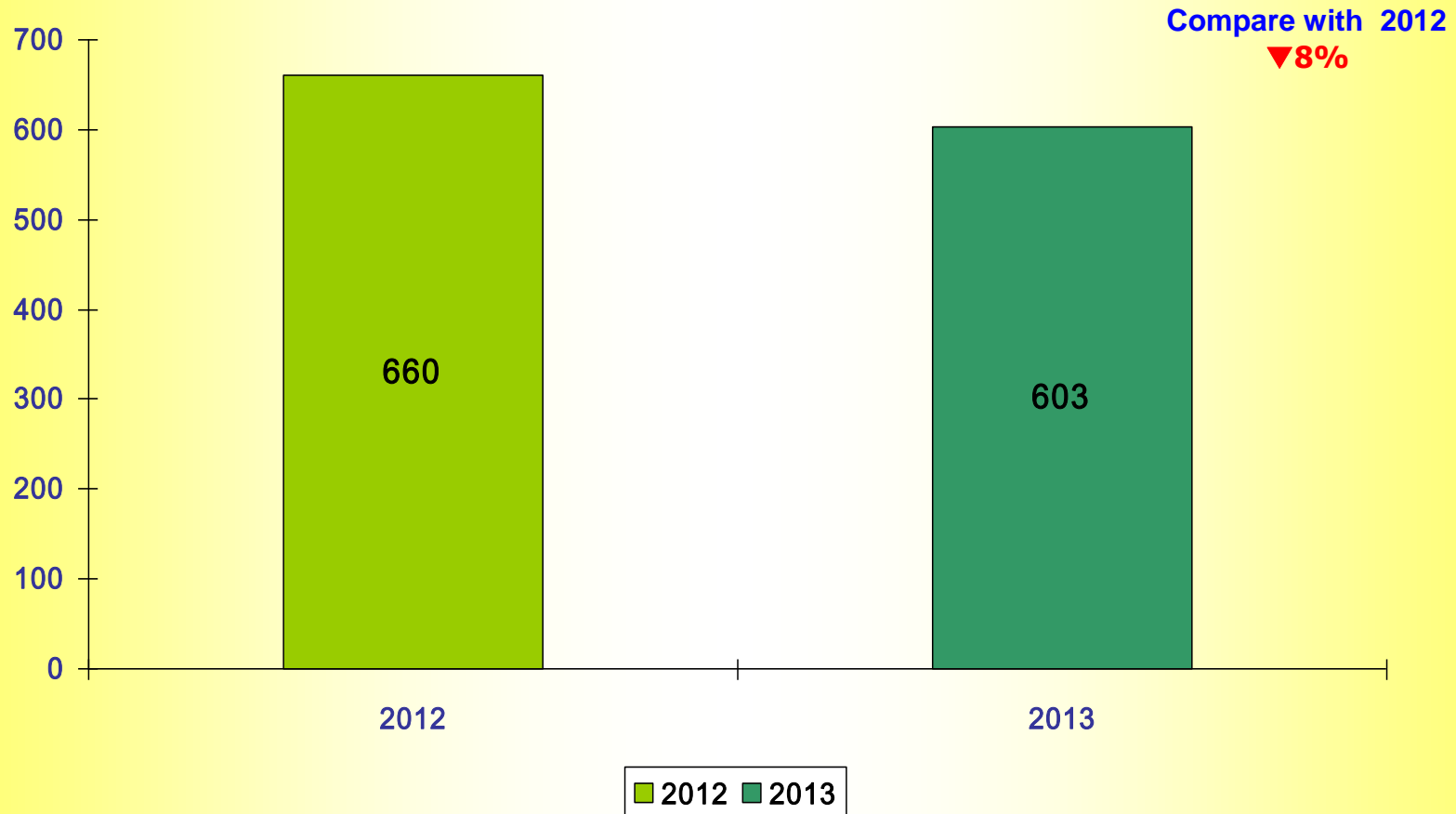


Source: The Federation of Thai Industries



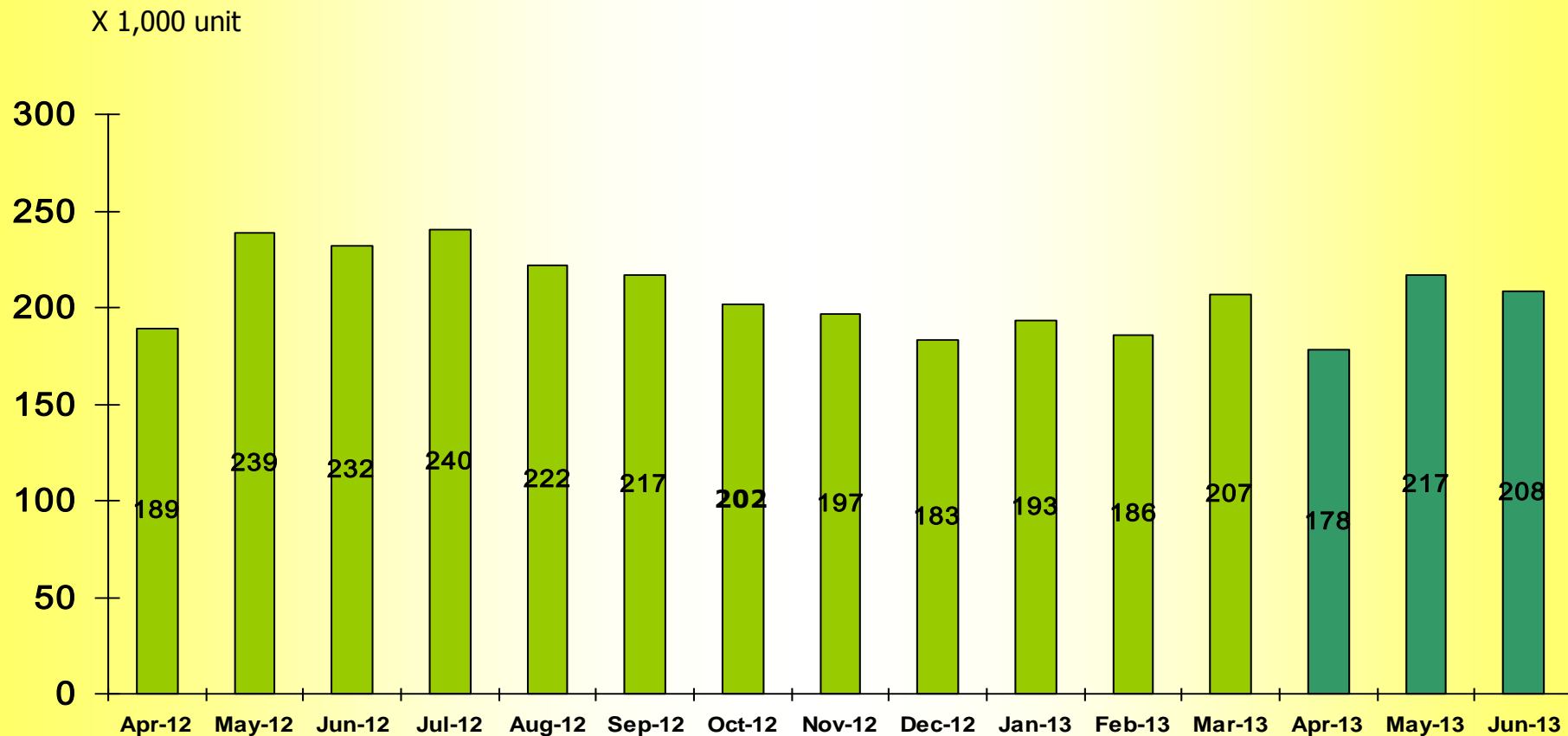
## 2W Production (April – June 2013)

X 1,000 unit



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2012 – June 2013



Source: The Federation of Thai Industries

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## Balance Sheet

The Equity Method	30 June 2013 (M฿)	31 March 2013 (M฿)	Change (%)
Current Assets	5,061.09	4,738.34	6.81
Total Assets	12,170.29	11,744.18	3.63
Current Liabilities	1,745.41	1,750.46	(0.29)
Total Liabilities	1,913.91	1,908.61	0.28
Shareholders' Equity	10,256.39	9,835.58	4.28
Total Liabilities and Shareholders' Equity	12,170.29	11,744.18	3.63

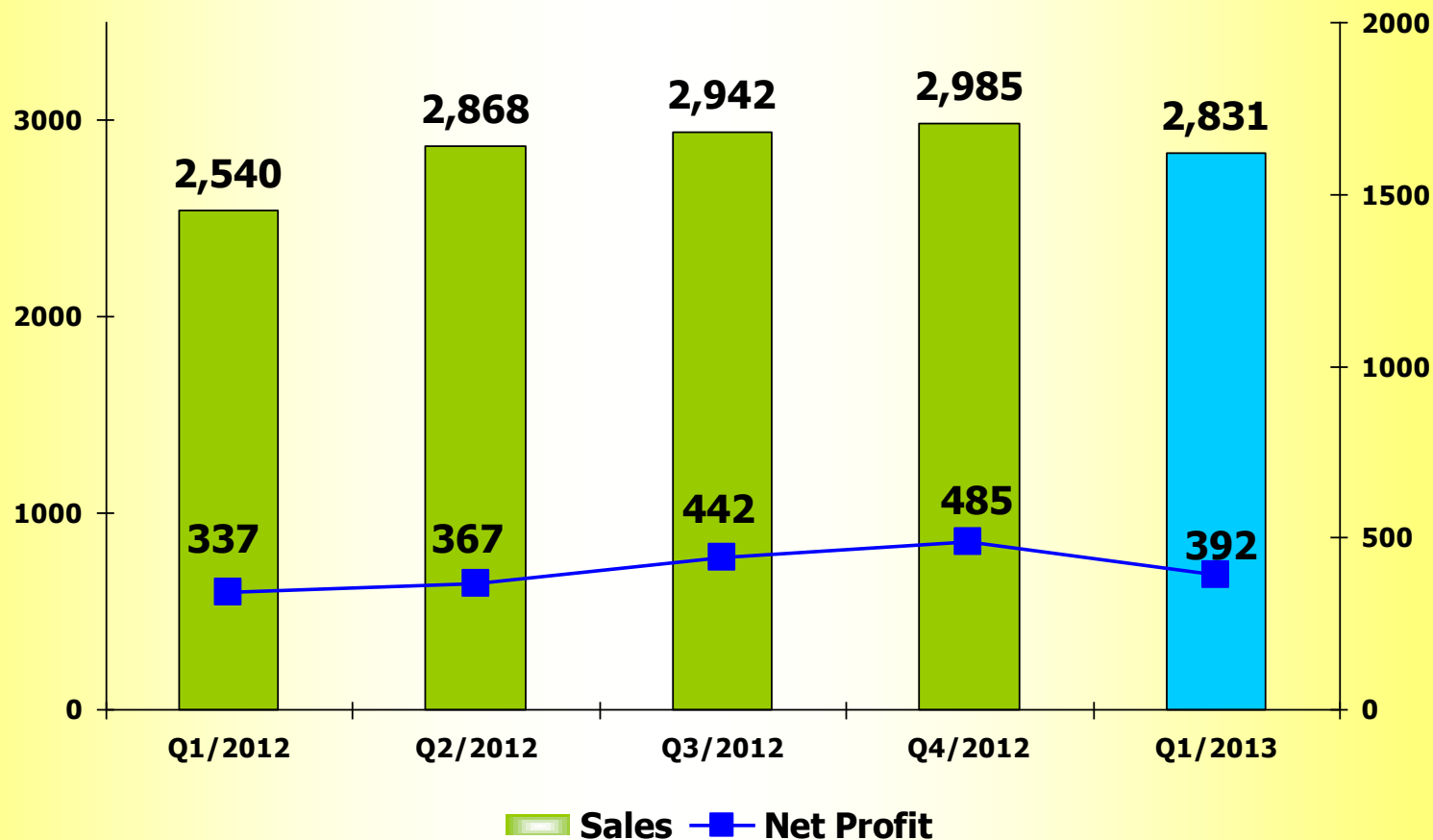
## Statement of Income

The Equity Method	30 June 2013 (MB)	30 June 2012 (MB)	Change (%)
Sales	2,831.17	2,539.67	11.48
Cost of sales	2,222.62	1,972.11	12.70
Gross Profit	608.55	567.56	7.22
Selling and Administrative expenses And other	207.33	215.19	3.65)
Share of profit from investments in associates	31.52	27.29	15.50
Profit before income tax	490.38	436.09	12.45
Net profit for the period	391.57	336.97	16.20

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 June 2013 (MB)	31 June 2012 (MB)
Net cash received from operating Activities	883.07	246.50
Net cash used in Investing Activities	(65.99)	(16.51)
Net increase(decrease) in cash and Cash equivalents	617.08	(70.01)
Cash / Cash equivalents at beginning of the period	1,706.83	1,707.85
Effects of Exchange rate changes	3.48	1.52
Cash / Cash equivalents at end of the period	2,327.39	1,339.37

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1. Market Trend – 2013 (April – June)
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Rear Combination Lamp



**Download : The presentation files at**

**[www.thaistanley.com/Investor Relations/Analyst Meeting Presentation](http://www.thaistanley.com/Investor Relations/Analyst Meeting Presentation)**

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