

WELCOME

Q1/2014 Operation Result Meeting

Apichart Leeissaranukul

August 4 , 2014

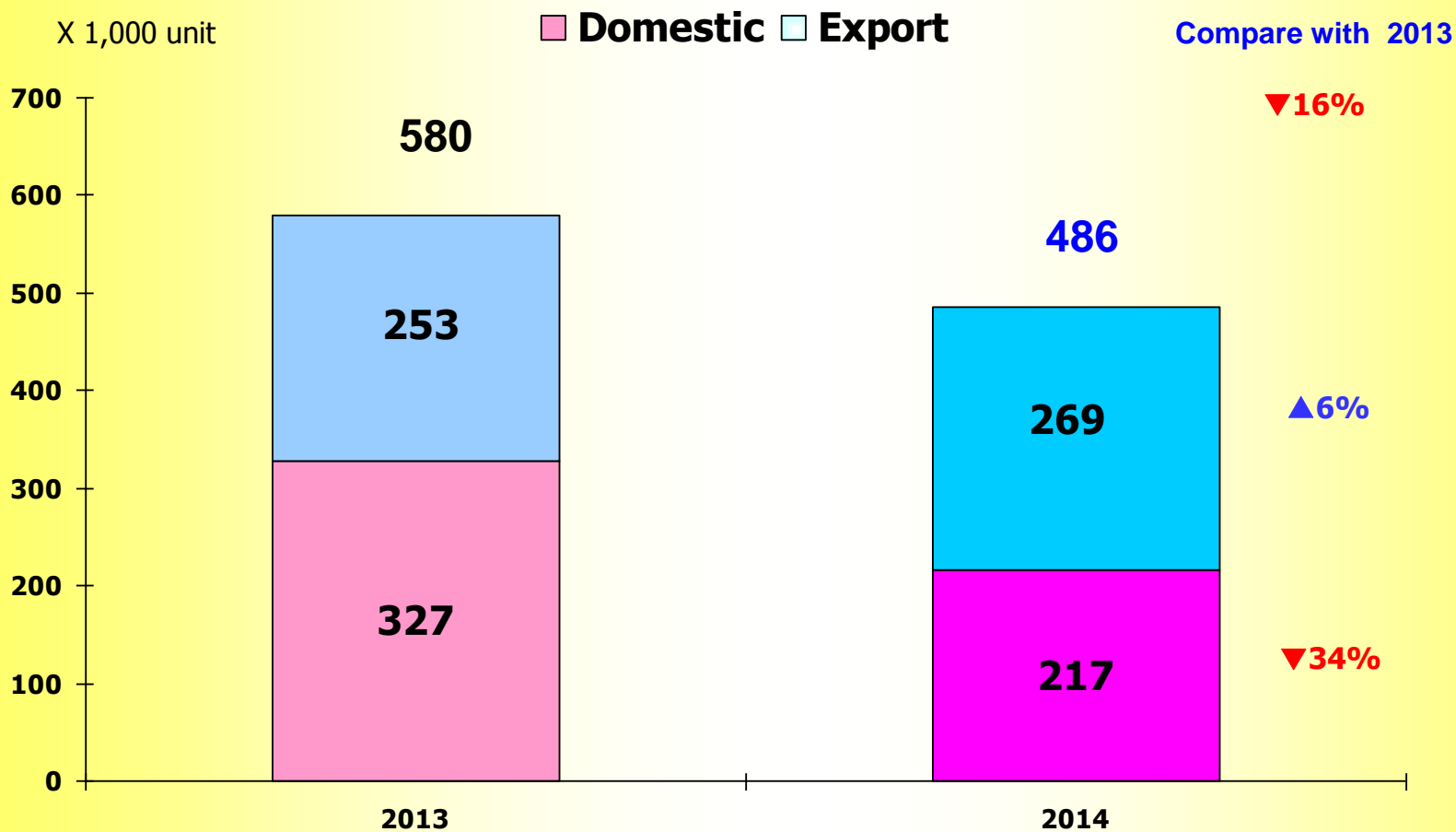
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2014 (April – June)**
- 2. The 1st Quarterly 2014 Financial Statement**
- 3. New Products**

4W Market Sale 2014 (April – June) Domestic & Export

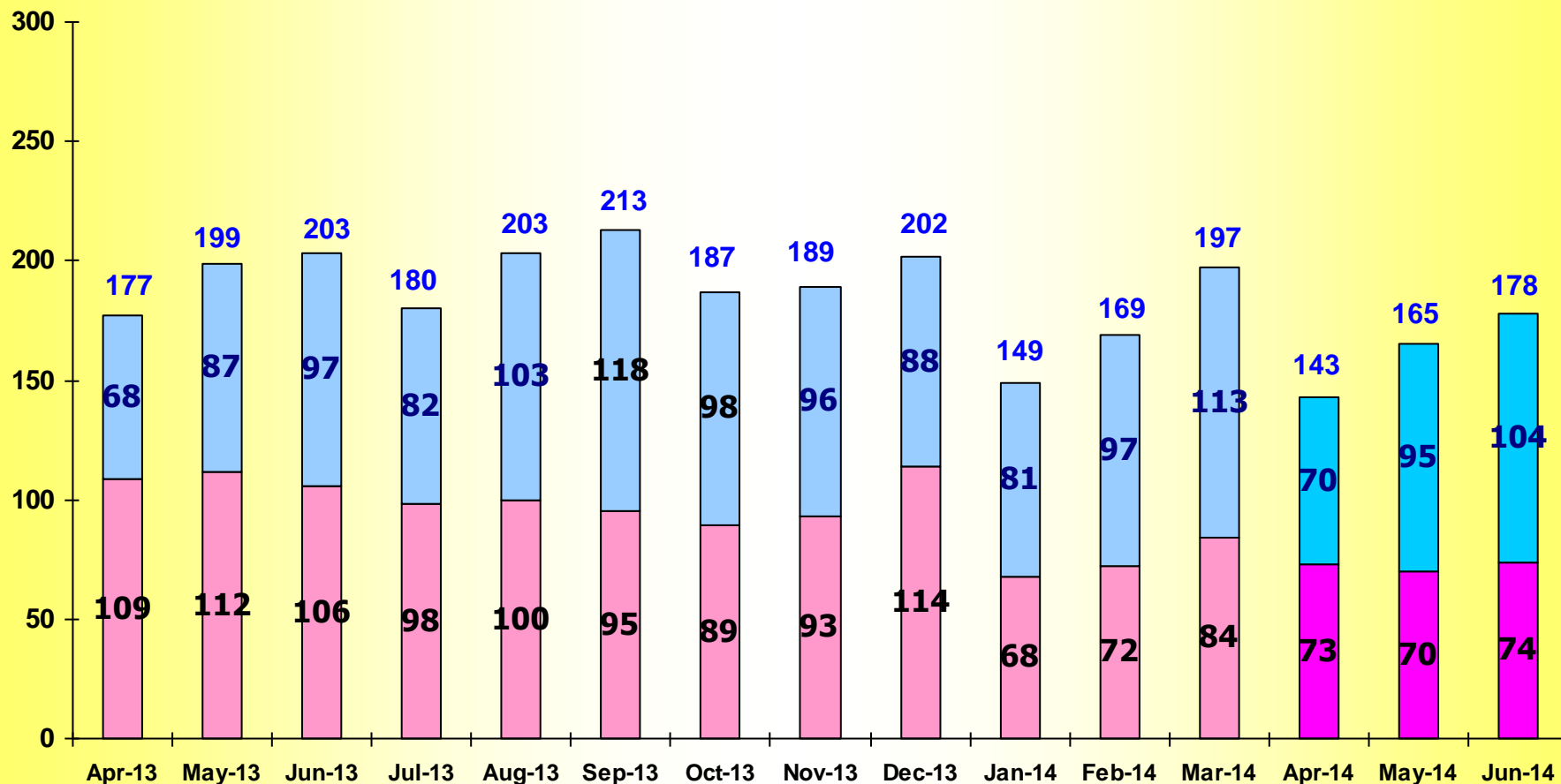


Source: The Federation of Thai Industries

4W Market Sale (Domestic & Export) (April 2013 – June 2014)

X 1,000 unit

Domestic Export

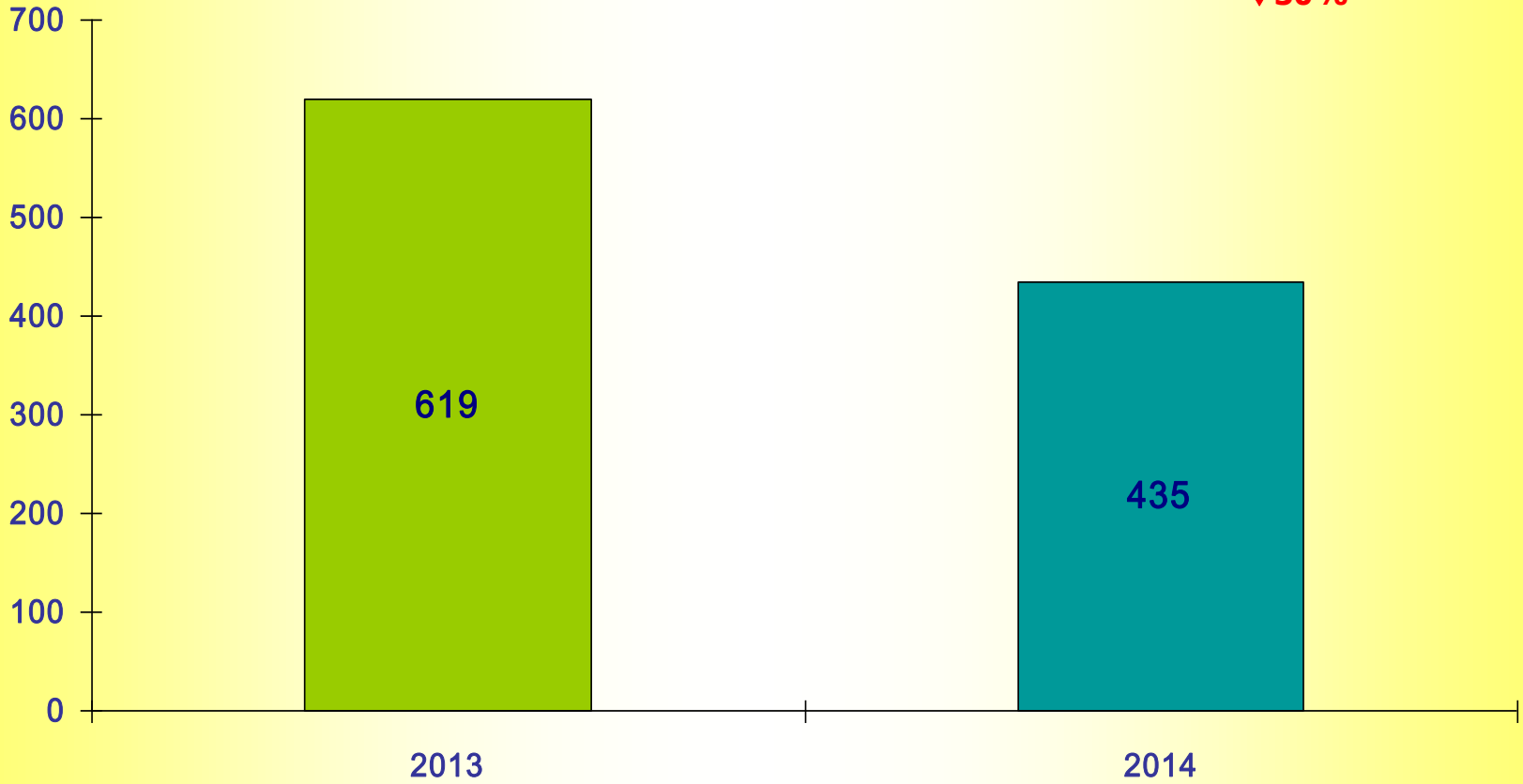


Source: The Federation of Thai Industries

4W Production (April – June 2014)

X 1,000 unit

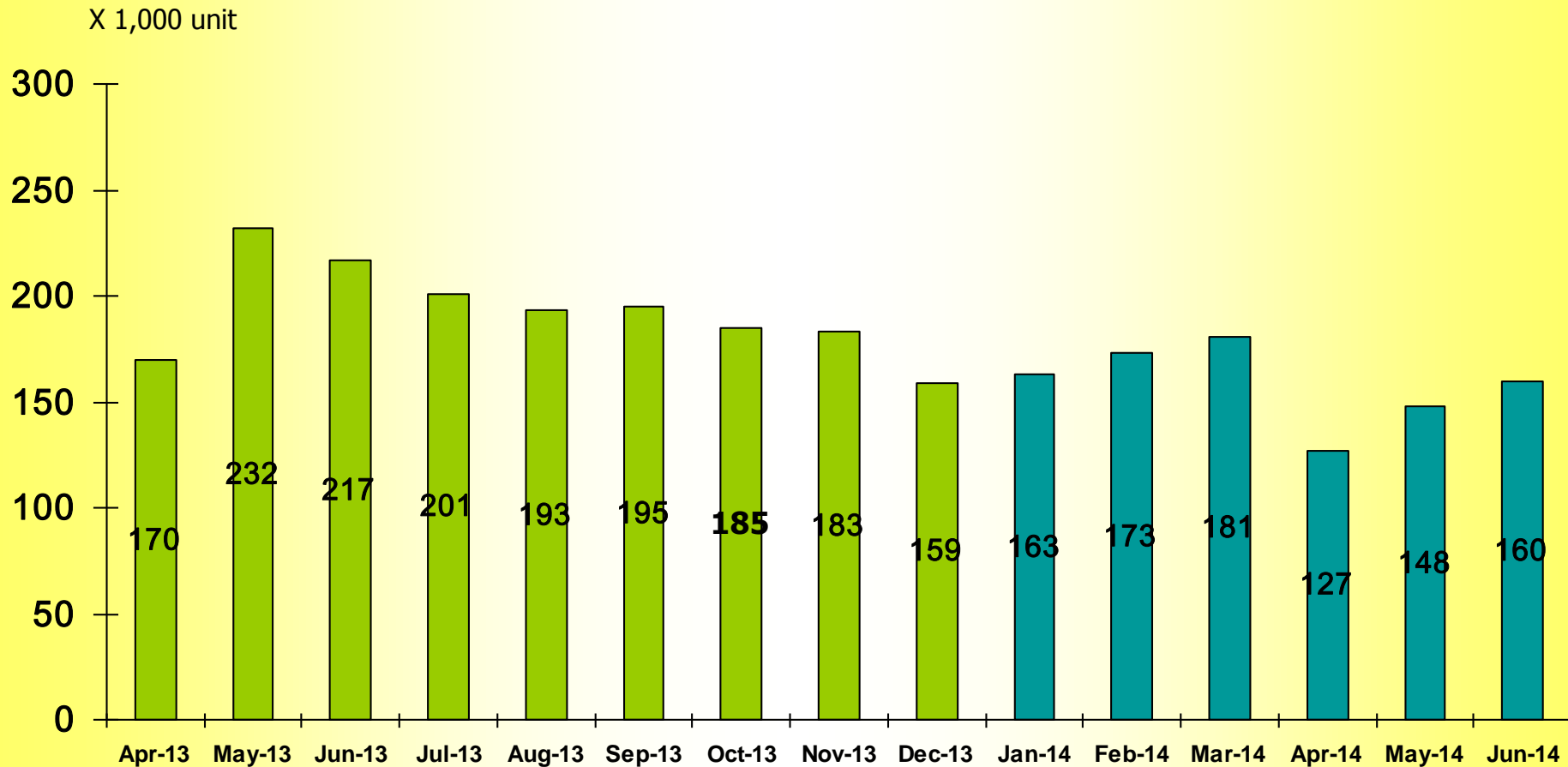
Compare with 2013
▼30%



■ 2013 ■ 2014

Source: The Federation of Thai Industries

4W Production (By Month) (April 2013 – June 2014)

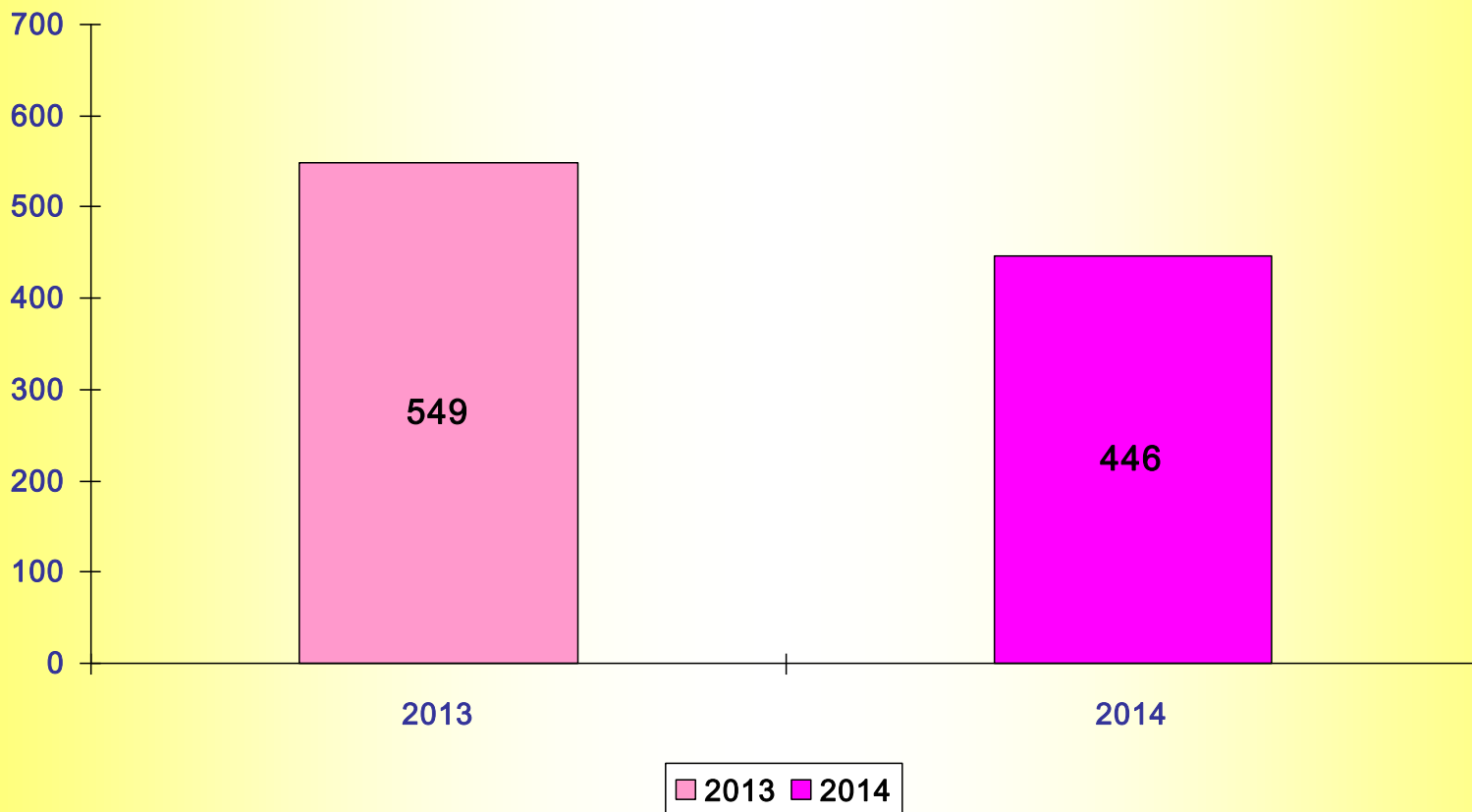


Source: The Federation of Thai Industries

2W Sales - Domestic (April – June 2014)

X 1,000 unit

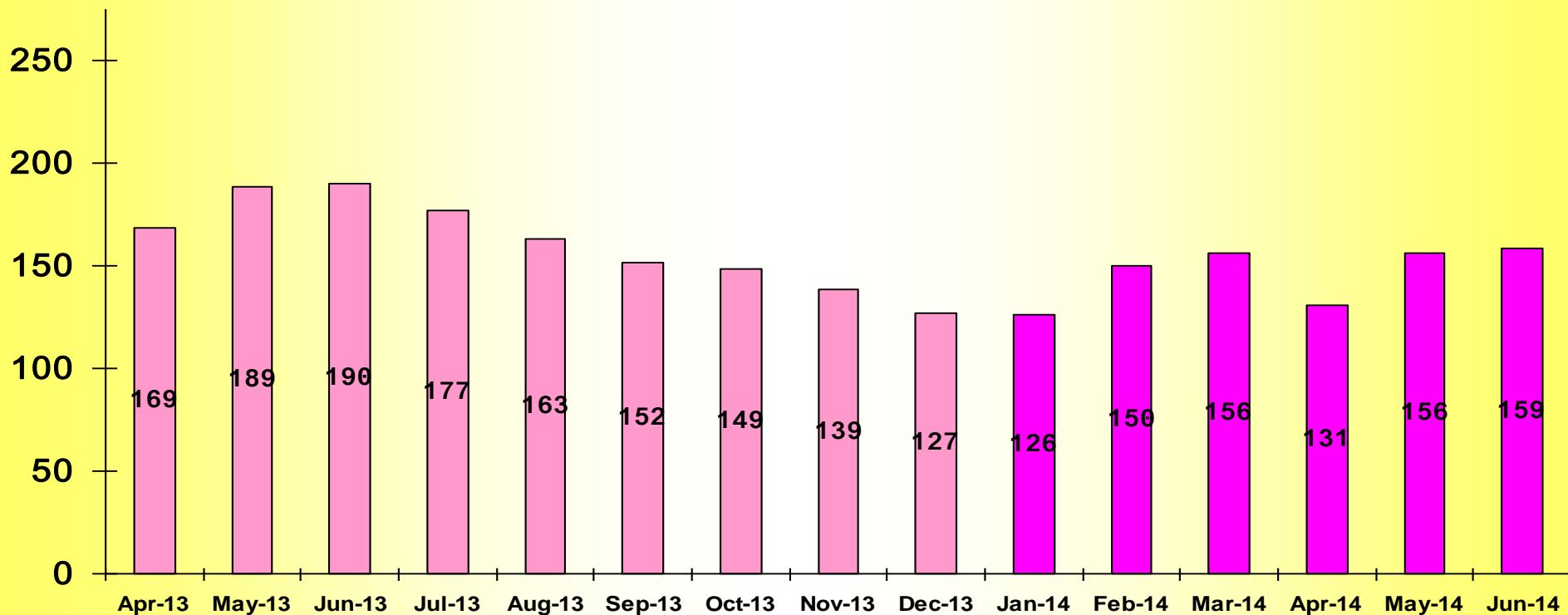
Compare with 2013
▼19%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2013 – June 2014

X 1,000 unit

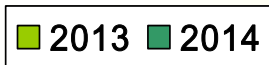
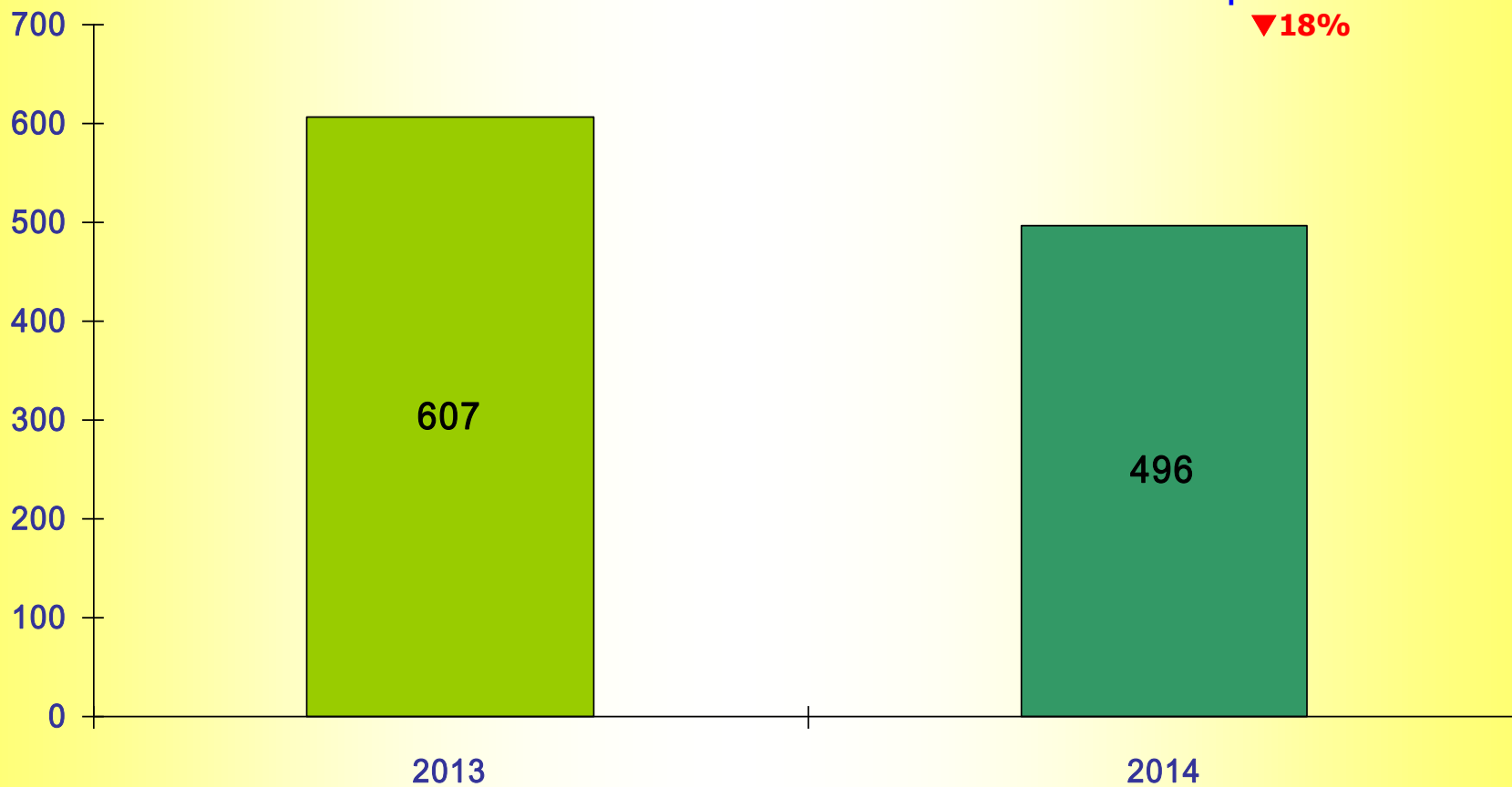


Source: The Federation of Thai Industries

2W Production (April – June 2014)

X 1,000 unit

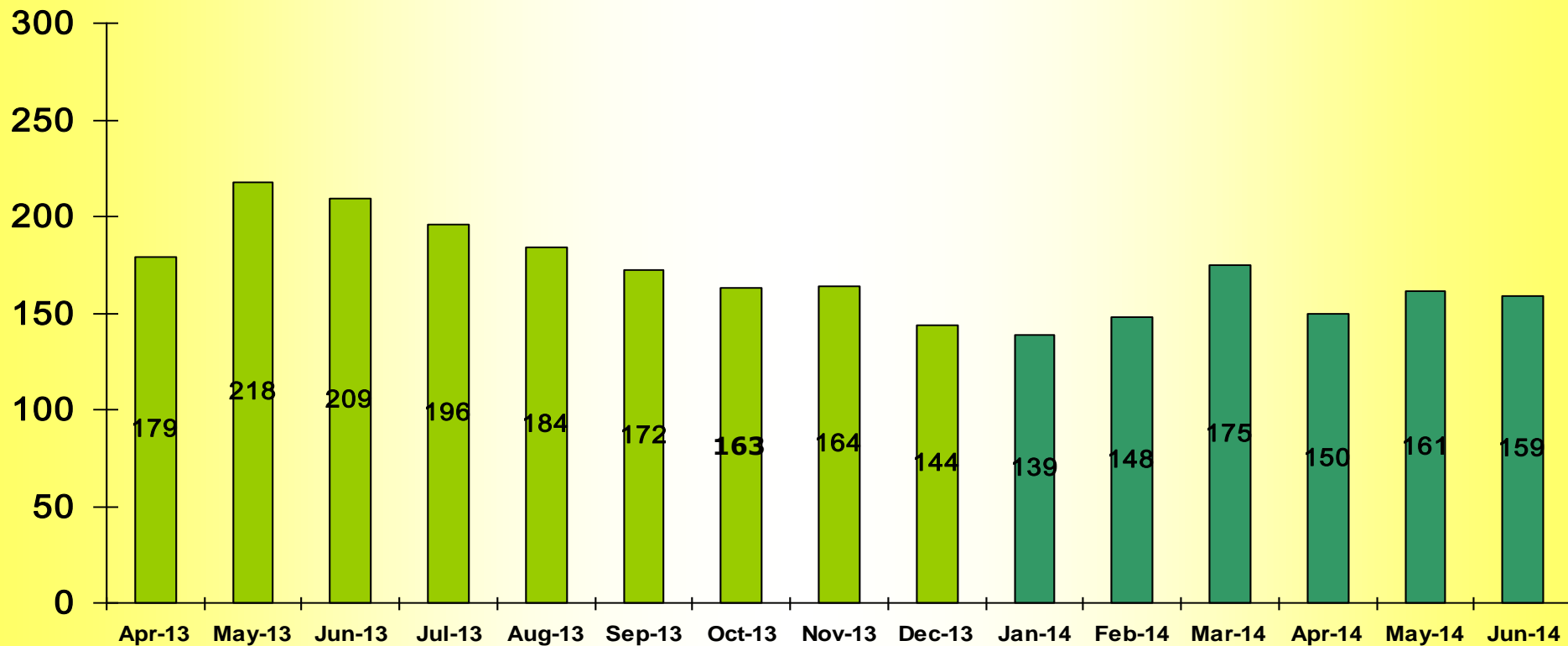
Compare with 2013
▼18%



Source: The Federation of Thai Industries

2W Production (By Month) April 2013 – June 2014

X 1,000 unit



Source: The Federation of Thai Industries

Agenda

1. Market Trend – 2014 (April – June)
2. The 1st Quarterly 2014 Financial Statement
3. New Products

Statement of Financial Position

The Equity Method	30 June 2014	31 March 2014	Change
	(M฿)	(M฿)	(%)
Current Assets	5,312.14	5,261.97	0.95
Non current assets	7,313.09	7,244.10	0.95
Total Assets	12,625.23	12,506.08	0.95
Current Liabilities	1,415.27	1,484.28	(4.65)
Non Current liabilities	173.24	189.96	(8.80)
Total Liabilities	1,588.51	1,674.24	(5.12)
Shareholders' Equity	11,036.71	10,831.84	1.89
Total Liabilities and Shareholders' Equity	12,625.23	12,506.08	0.95

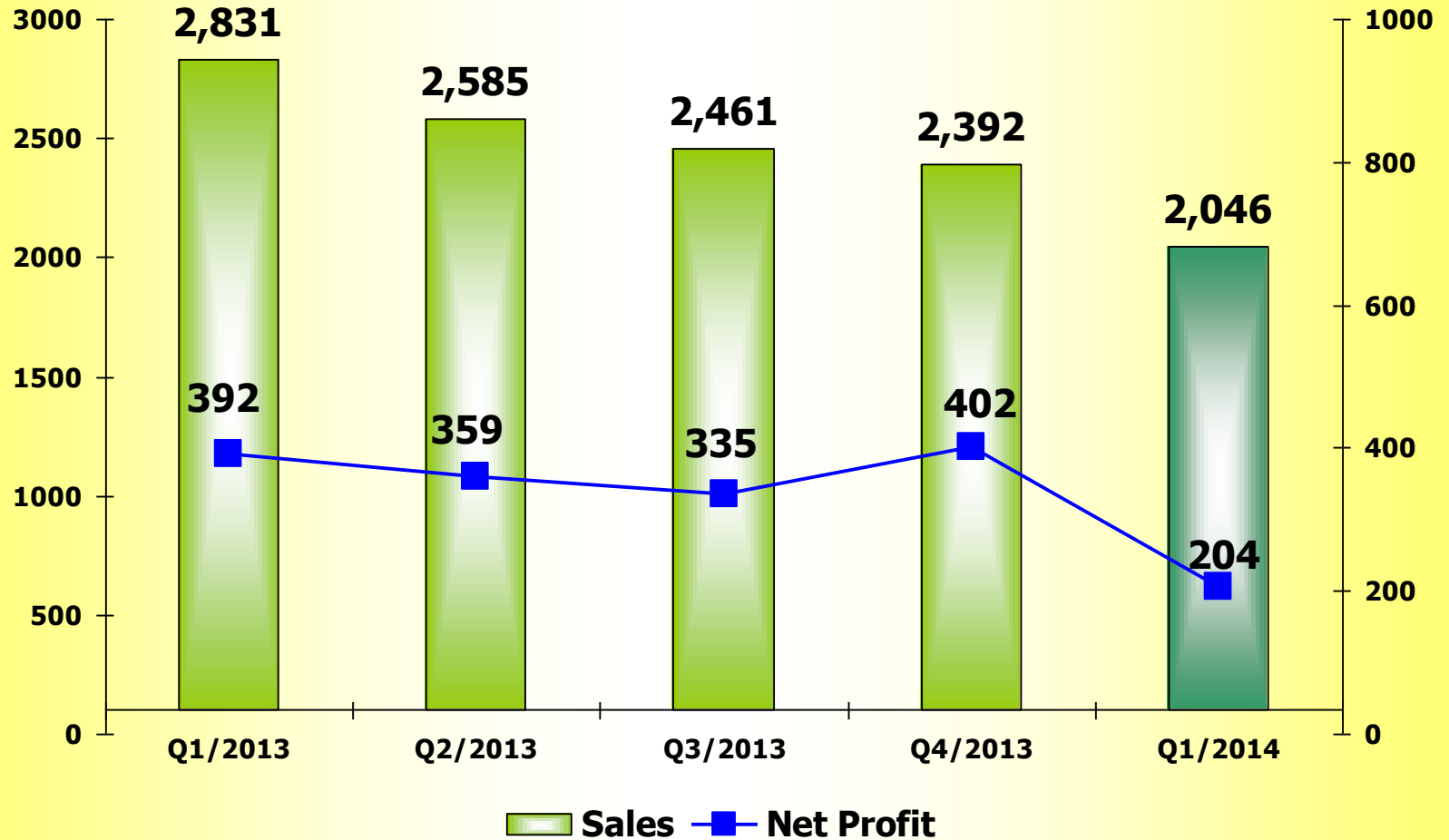
Statement of Income

The Equity Method	30 June 2014 (MB)	30 June 2013 (MB)	Change (%)
Sales	2,045.55	2,831.17	(27.75)
Cost of sales	1,685.40	2,222.62	(24.17)
Gross Profit	360.15	608.55	(40.82)
Selling and Administrative expenses	170.09	207.33	(17.96)
Share of profit from investments in associates	30.30	31.52	(3.86)
Profit before income tax	255.70	490.38	(47.86)
Net profit for the period	204.48	391.57	(47.78)

Analysis by Quarterly

Unit : MB

The Equity Method



Statement of Cash Flows

The Equity Method	30 June 2014 (MB)	31 June 2013 (MB)
Net Cash by Operating Activities	533.12	883.07
Net Cash used in Investing Activities	(47.21)	(65.99)
Net increase cash / Cash equivalents	385.91	617.08
Cash / Cash equivalents at beginning of the period	2,667.17	1,706.83
Effects of Exchange rate changes	(0.32)	3.48
Cash / Cash equivalents at end of the period	3,052.77	2,327.39

Agenda

1. Market Trend – 2014 (April – June)
2. The 1st Quarterly 2014 Financial Statement
3. **New Products**



Head Combination Lamp



Lid Lamp

High Mount Stop Lamp

Rear Combination Lamp



Head Combination Lamp



Rear Combination Lamp

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.

Unless otherwise noted, the financial data contained in these materials are presented under Thai Accounting Standards (TAS). The company disclaims any obligation to update or to announce any revision to forward-looking statements to reflect future events or developments.

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

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