

# WELCOME

## Q2/2014 Operation Result Meeting

**Apichart Lee-issaranukul**

**November 3 , 2014**

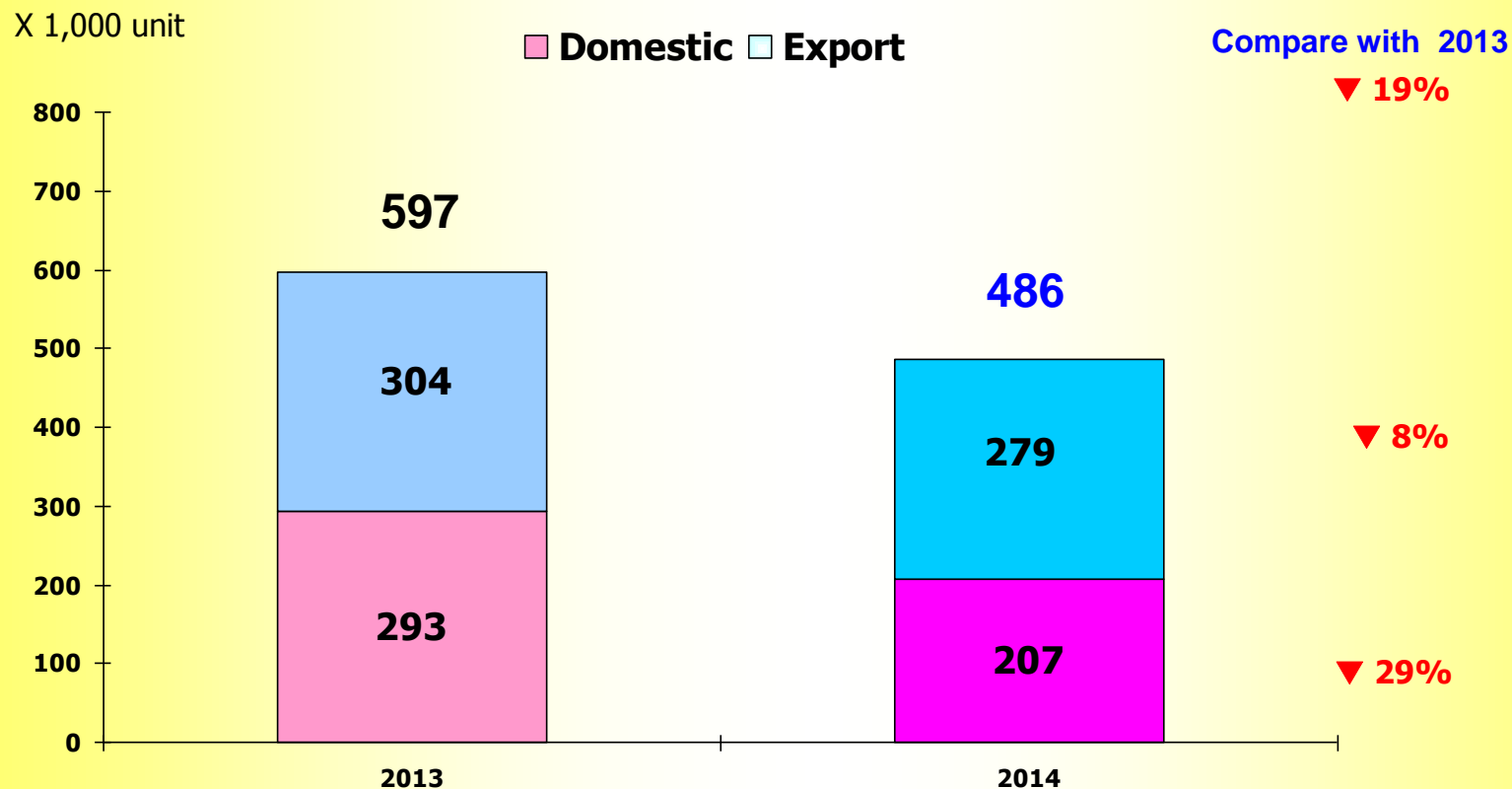
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

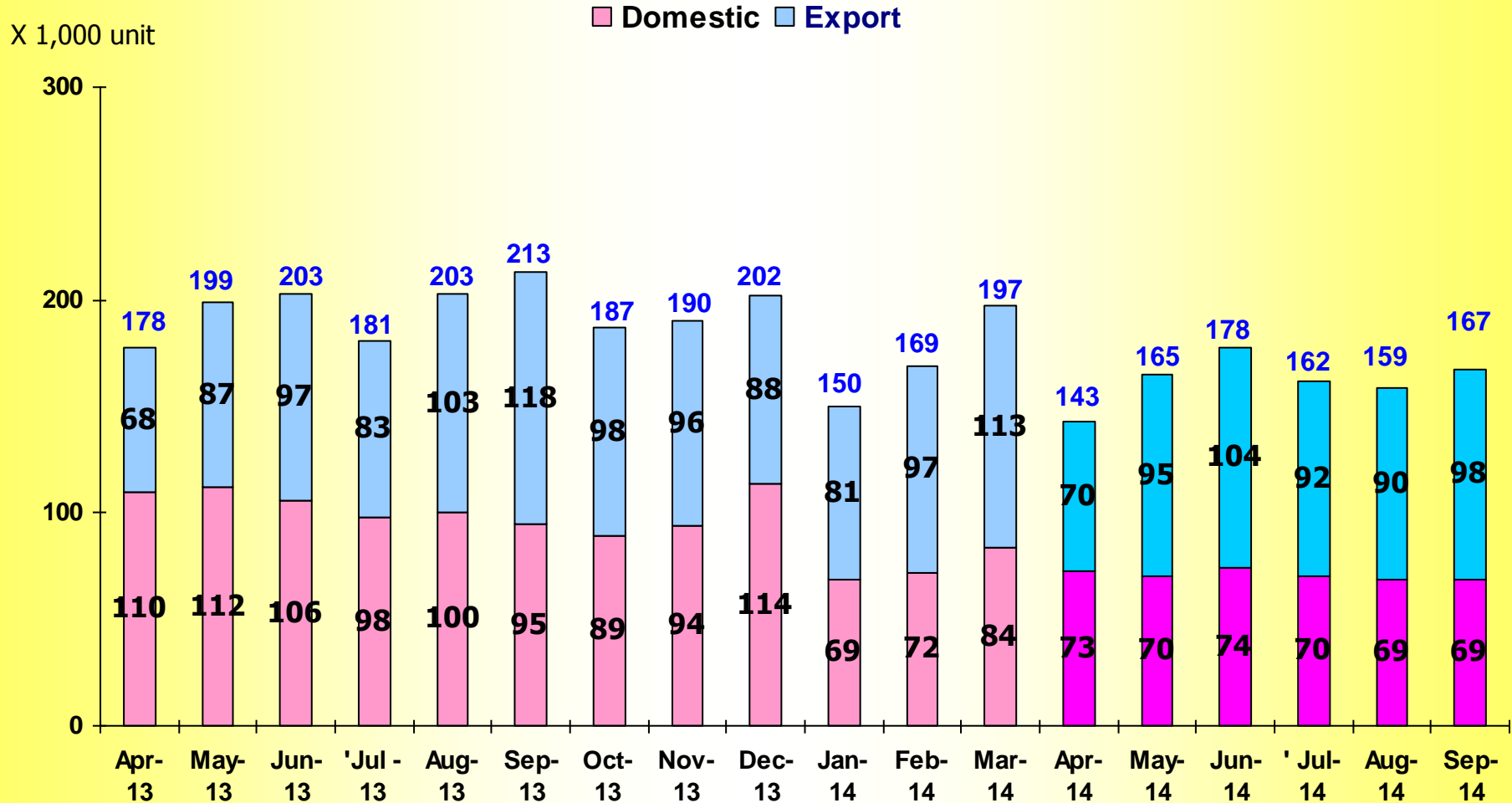
- 1. Market Trend – 2014 (July – September)**
- 2. The 2<sup>nd</sup> Quarterly 2014 Financial Statement**
- 3. New Product**

## 4W Market Sale 2014( July – September ) Domestic & Export



Source: The Federation of Thai Industries

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

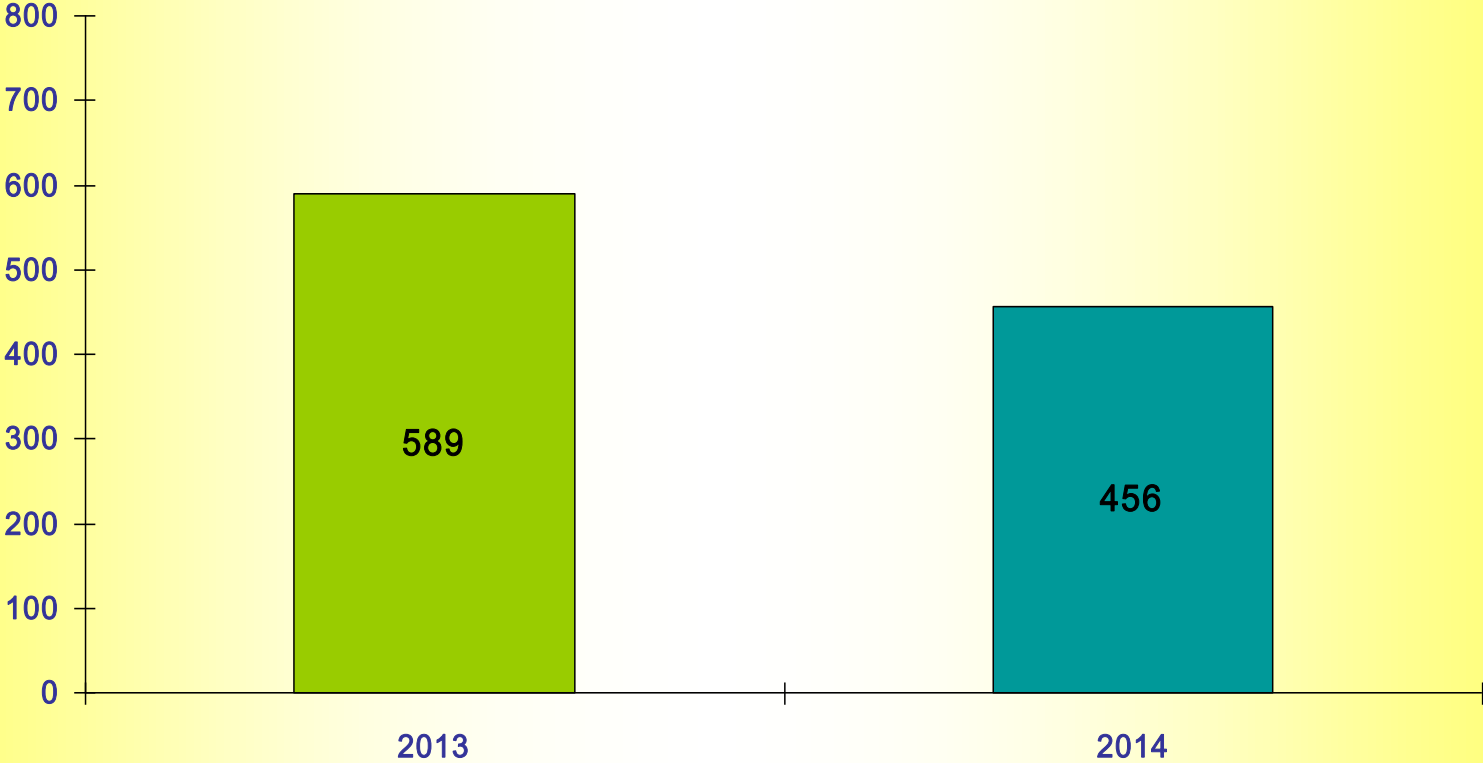


Source: The Federation of Thai Industries

# 4W Production (July – September 2014)

Compare with 2013  
▼ 23%

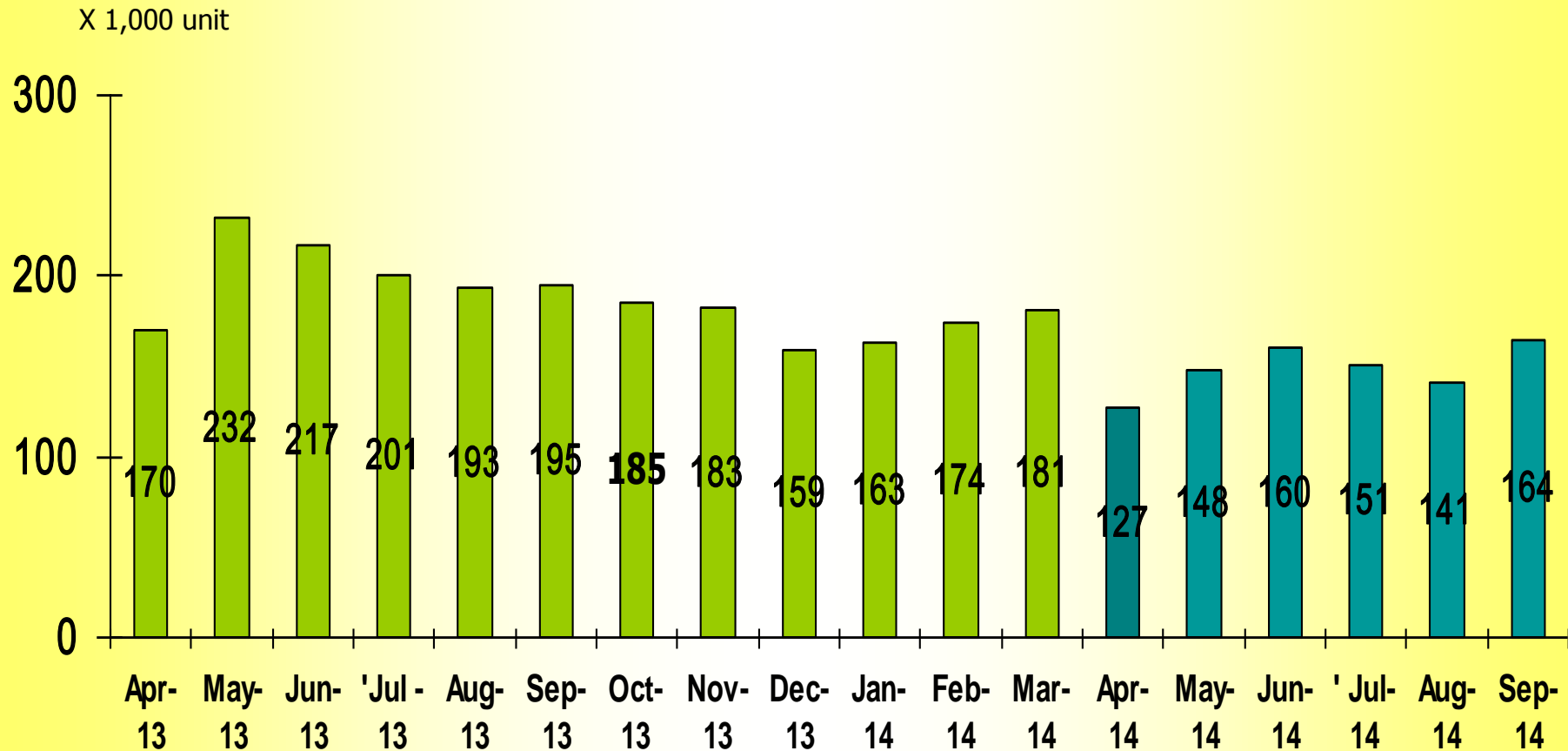
X 1,000 unit



Source: The Federation of Thai Industries

■ 2013 ■ 2014

## 4W Production ( By Month ) (April 2013 – September 2014)

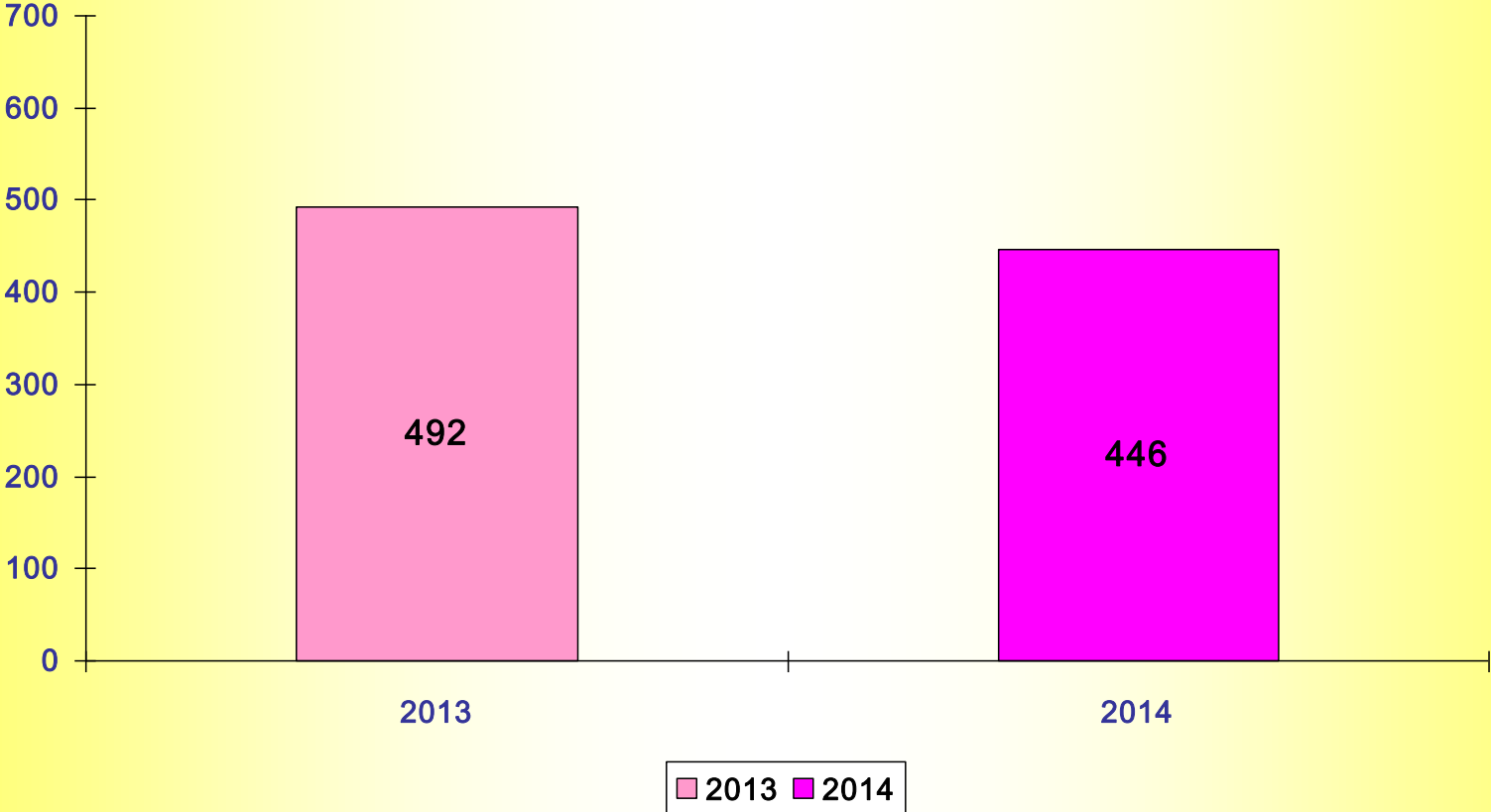


Source: The Federation of Thai Industries

# 2W Sales - Domestic (July – September 2014)

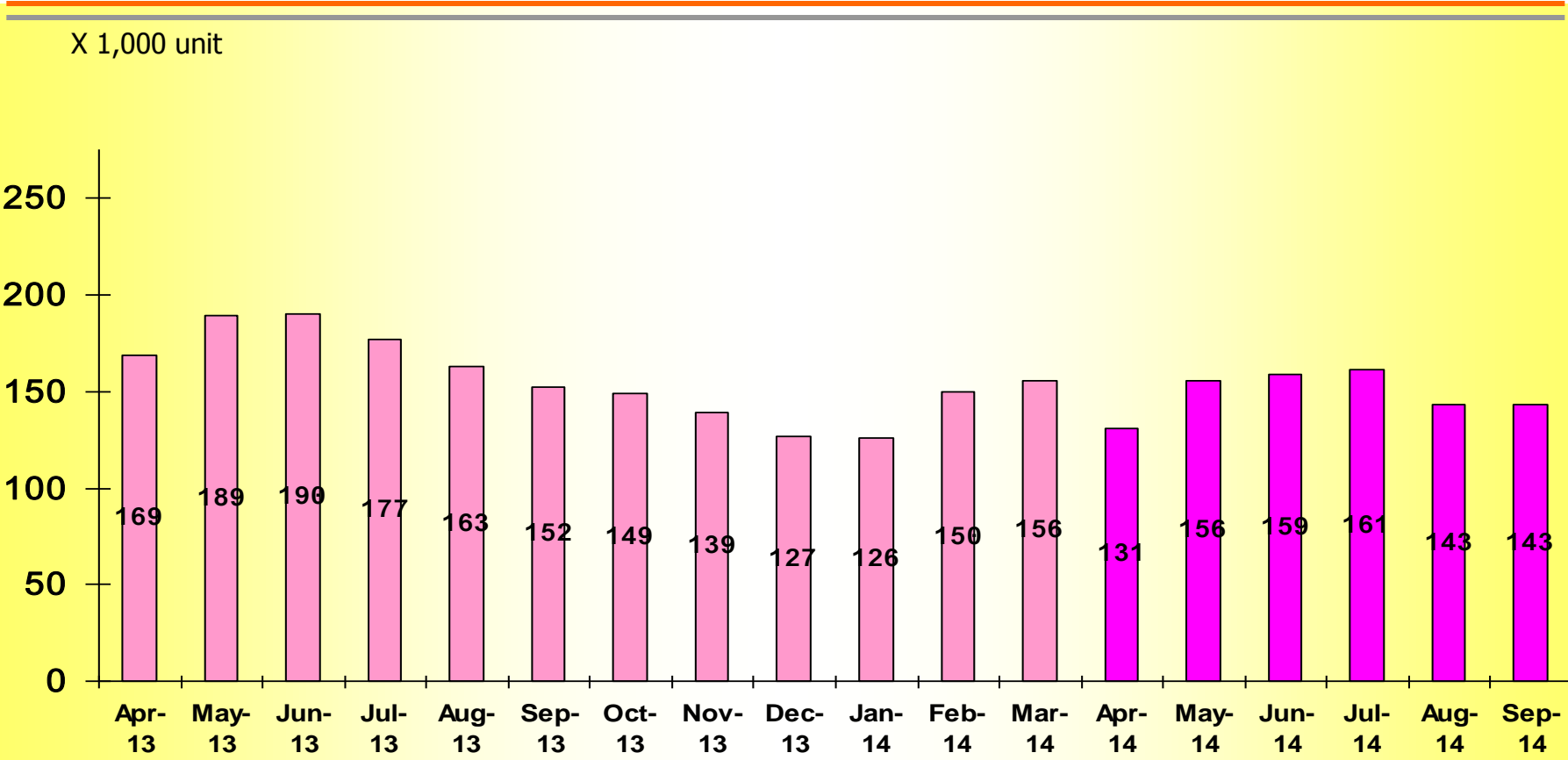
X 1,000 unit

Compare with 2013  
▼ 9%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2013 – September 2014



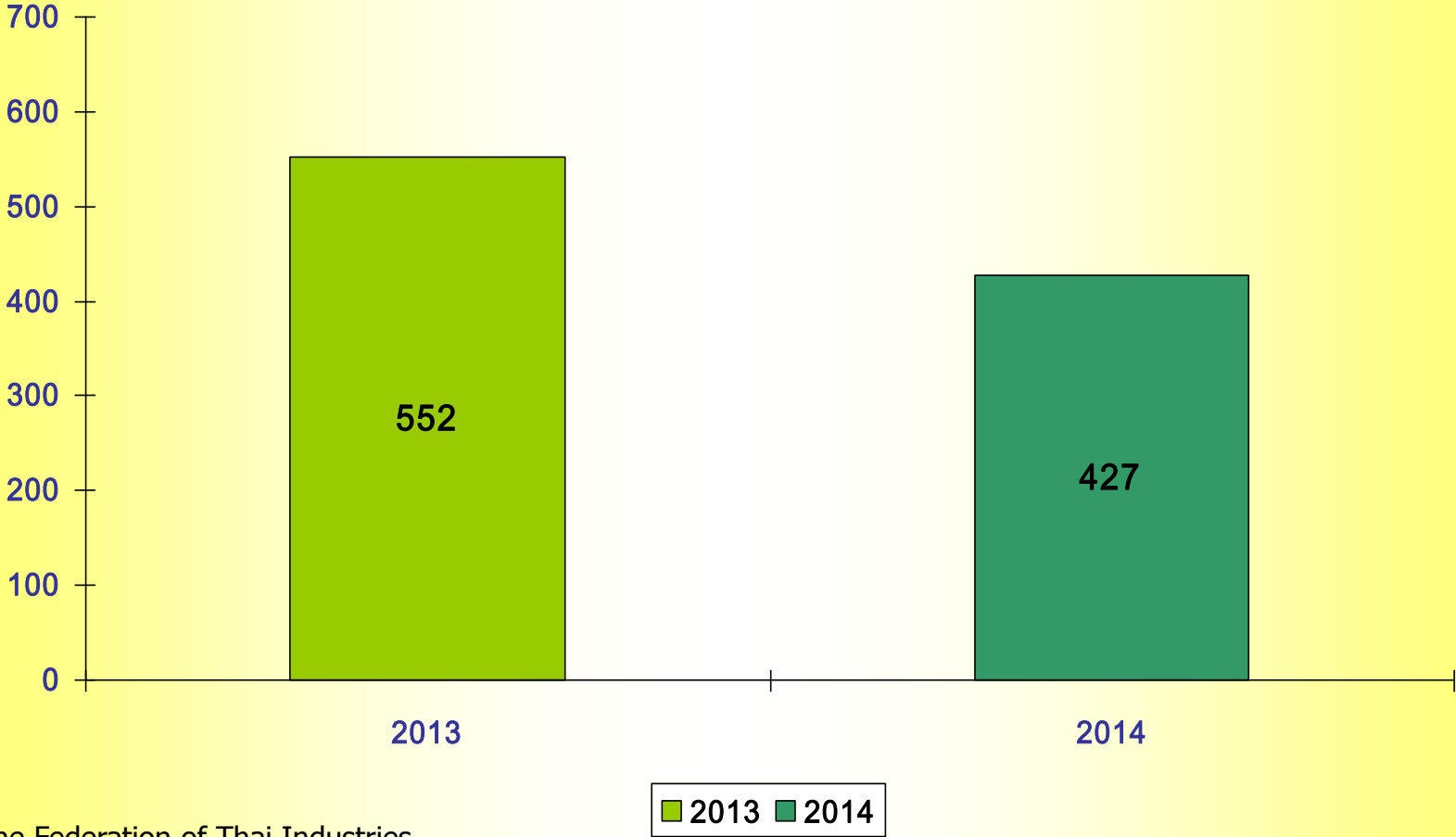
Source: The Federation of Thai Industries



# 2W Production (July – September 2014)

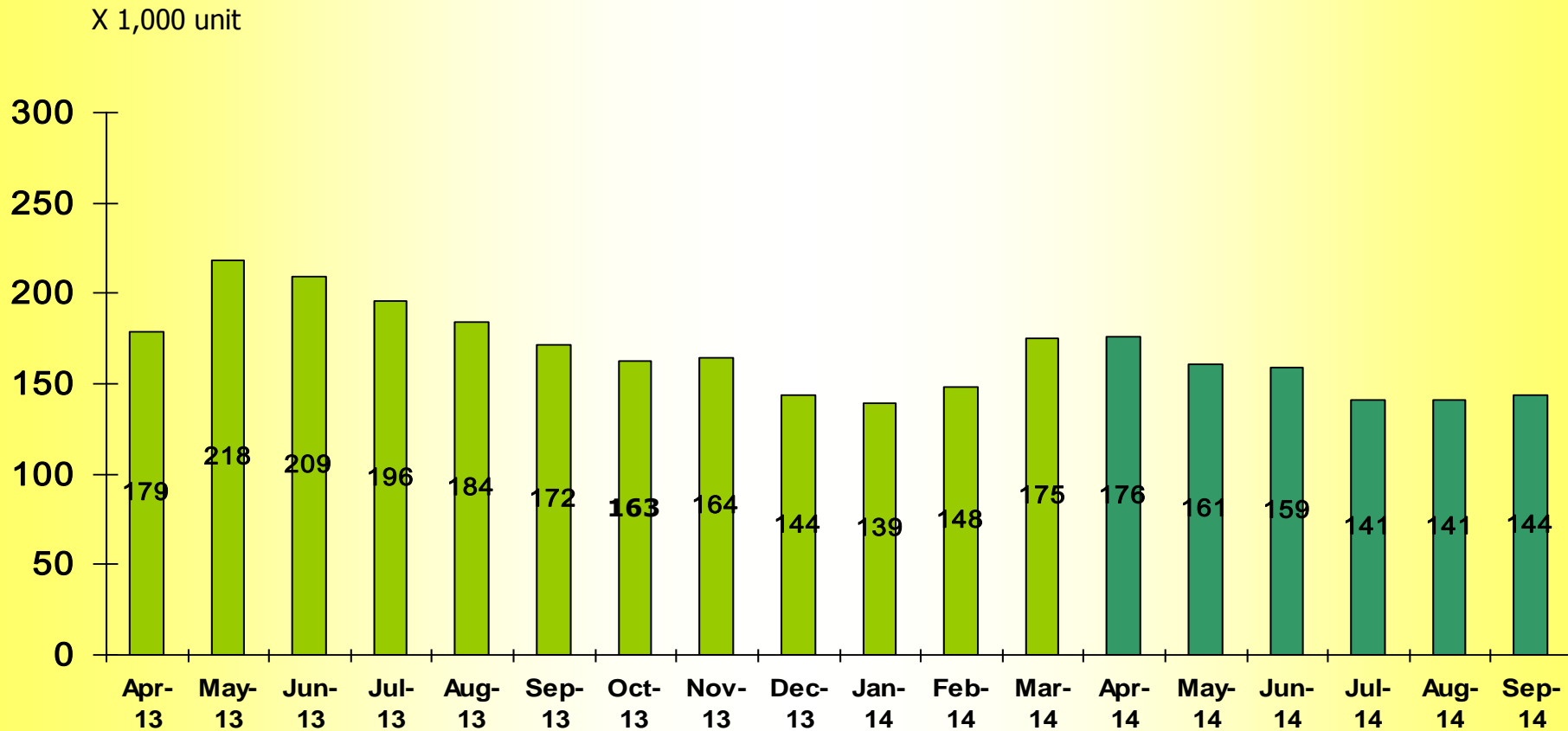
X 1,000 unit

Compare with 2013  
▼ 23%



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2013 – September 2014



Source: The Federation of Thai Industries

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## Balance Sheet

The Equity Method	30 September 2014 M฿)	31 March 2014 M฿)	Change %)
Current Assets	5,016.57	5,261.97	(4.66)
Total Assets	12,328.79	12,506.08	(1.42)
Current Liabilities	1,331.97	1,484.28	(10.26)
Total Liabilities	1,515.04	1,674.24	(9.51)
Shareholders' Equity	10,813.76	10,831.84	(0.17)
Total Liabilities and Shareholders' Equity	12,328.79	12,506.08	(1.42)

The Three Month Period
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## Statement of Income

The Equity Method	30 September 2014	30 September 2013	Change
	(MB)	(MB)	(%)
Sales	2,383.87	2,585.19	(7.79)
Cost of sales	2,019.98	2,059.40	(1.91)
Gross Profit	363.89	525.79	(30.79)
Selling and Administrative expenses	180.39	193.55	(6.80)
Share of profit from investments in associates	32.83	22.18	48.02
Profit before income tax	298.02	443.13	(32.75)
Net profit for the period	235.17	359.13	(34.52)

# Financial Statement – Statement of Income

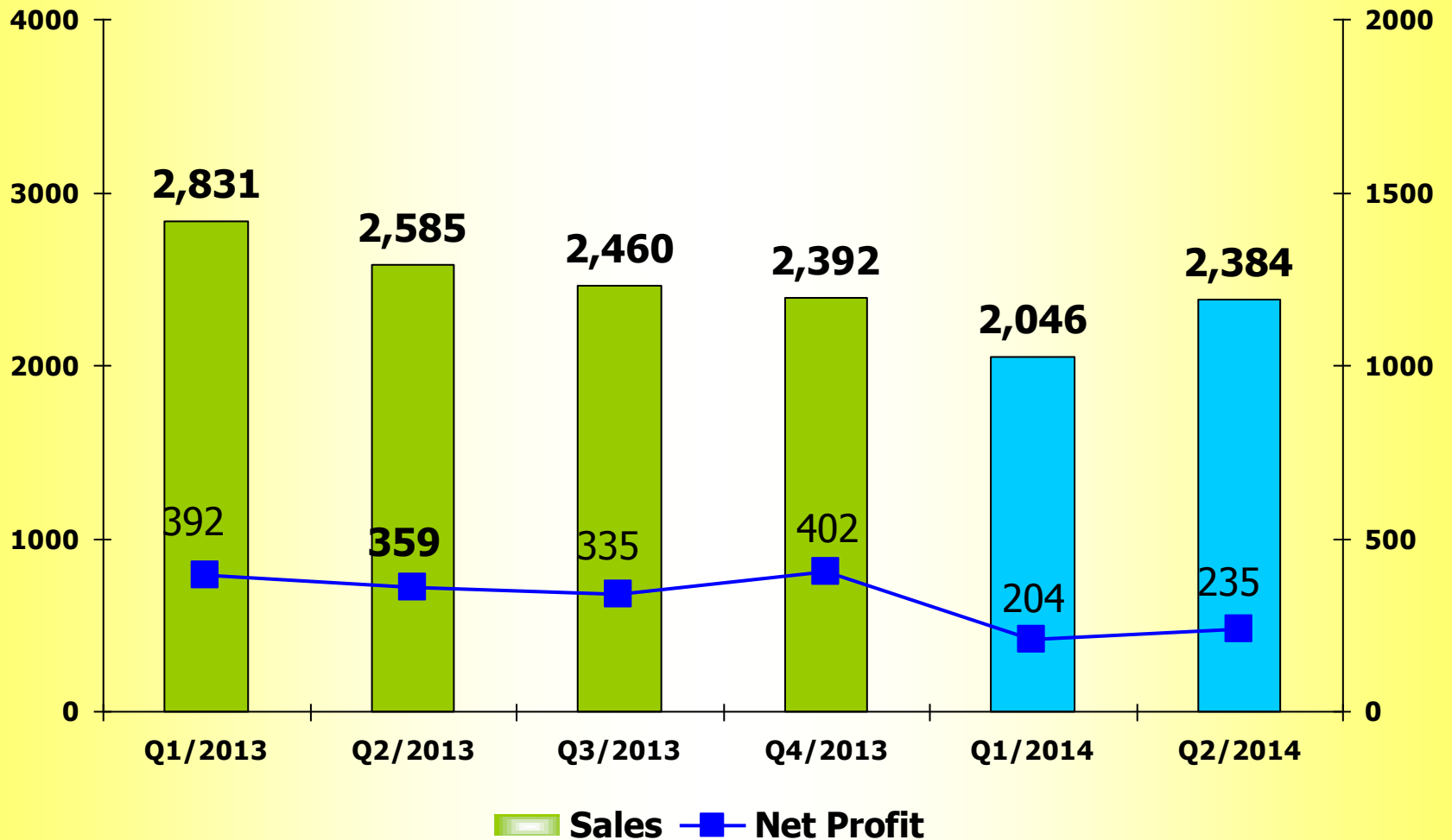


The Six Month Period	1 <sup>st</sup> Half 2014	1 <sup>st</sup> Half 2013	
The Equity Method	30 September 2014	30 September 2013	Change
	(M฿)	(M฿)	(%)
Sales	4,429.41	5,416.35	<del>18.22</del>
Cost of sales	3,705.37	4,282.02	<del>13.47</del>
Gross Profit	724.04	1,134.34	<del>36.17</del>
Selling and Administrative expenses	350.48	399.27	<del>12.22</del>
Share of profit from investments in associates	63.13	53.69	17.58
Profit before income tax	553.71	933.51	<del>40.69</del>
Net profit for the period	439.65	750.70	<del>1.43</del>

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 September 2014	30 September 2013
	(MB)	(MB)
Net Cash by Operating Activities	773.77	1,414.49
Net Cash used in Investing Activities	(34.82)	(503.06)
Net Cash used in Financing Activities	(59.06)	(17.19)
Net increased (decreased) cash / Cash equivalents	(20.12)	394.25
Cash / Cash equivalents at beginning of the period	2,667.17	1,706.83
Effects of Exchange rate changes	1.43	2.14
Cash / Cash equivalents at end of the period	2,448.48	2,103.23



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1. Market Trend – 2014 (July – September)
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Tail Lamp



Head Lamp





**Fog 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.**

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