

# WELCOME

## Q2/2015 Operation Result Meeting

**Apichart Lee-issaranukul**

**November 5 , 2015**

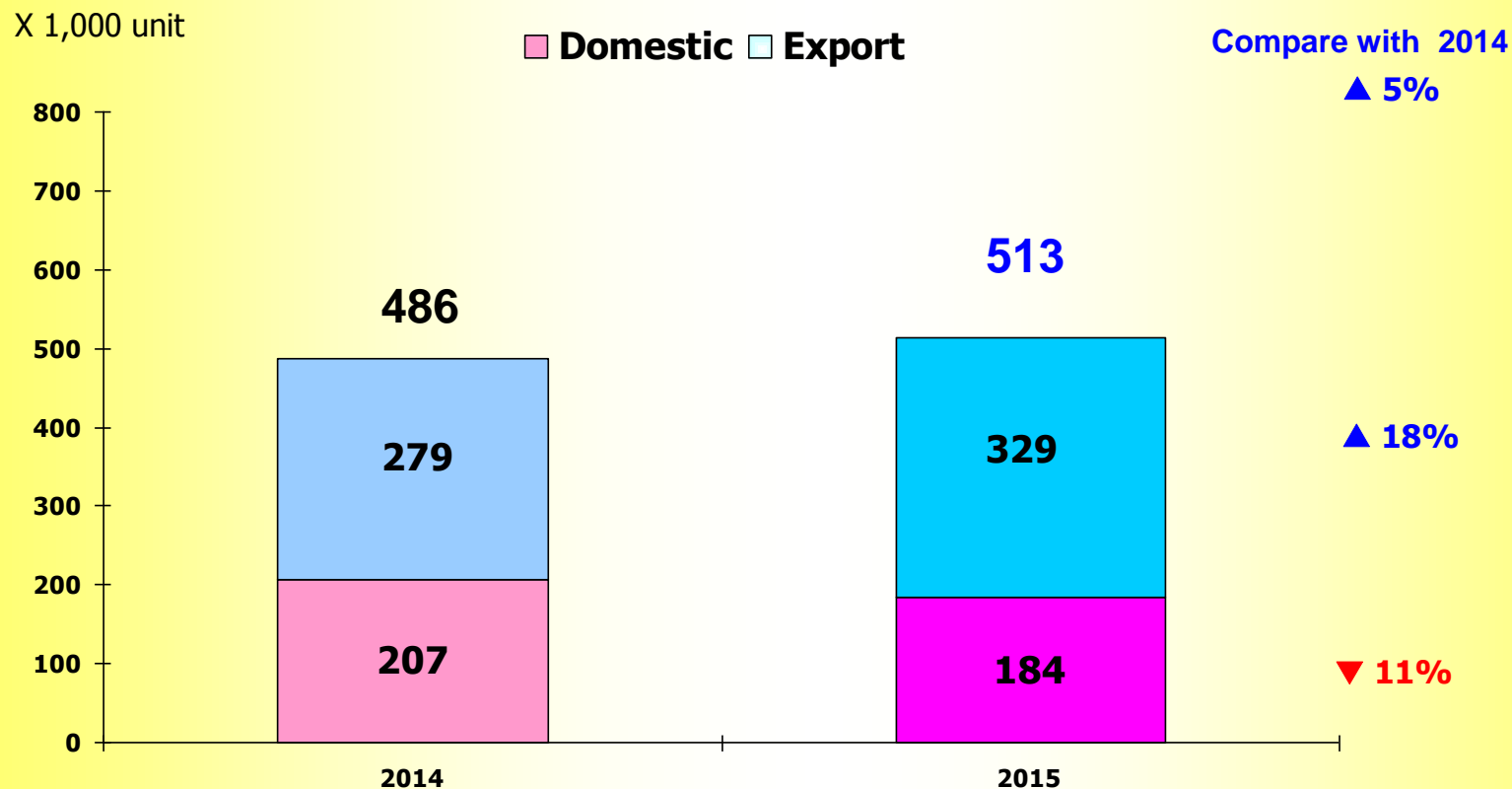
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

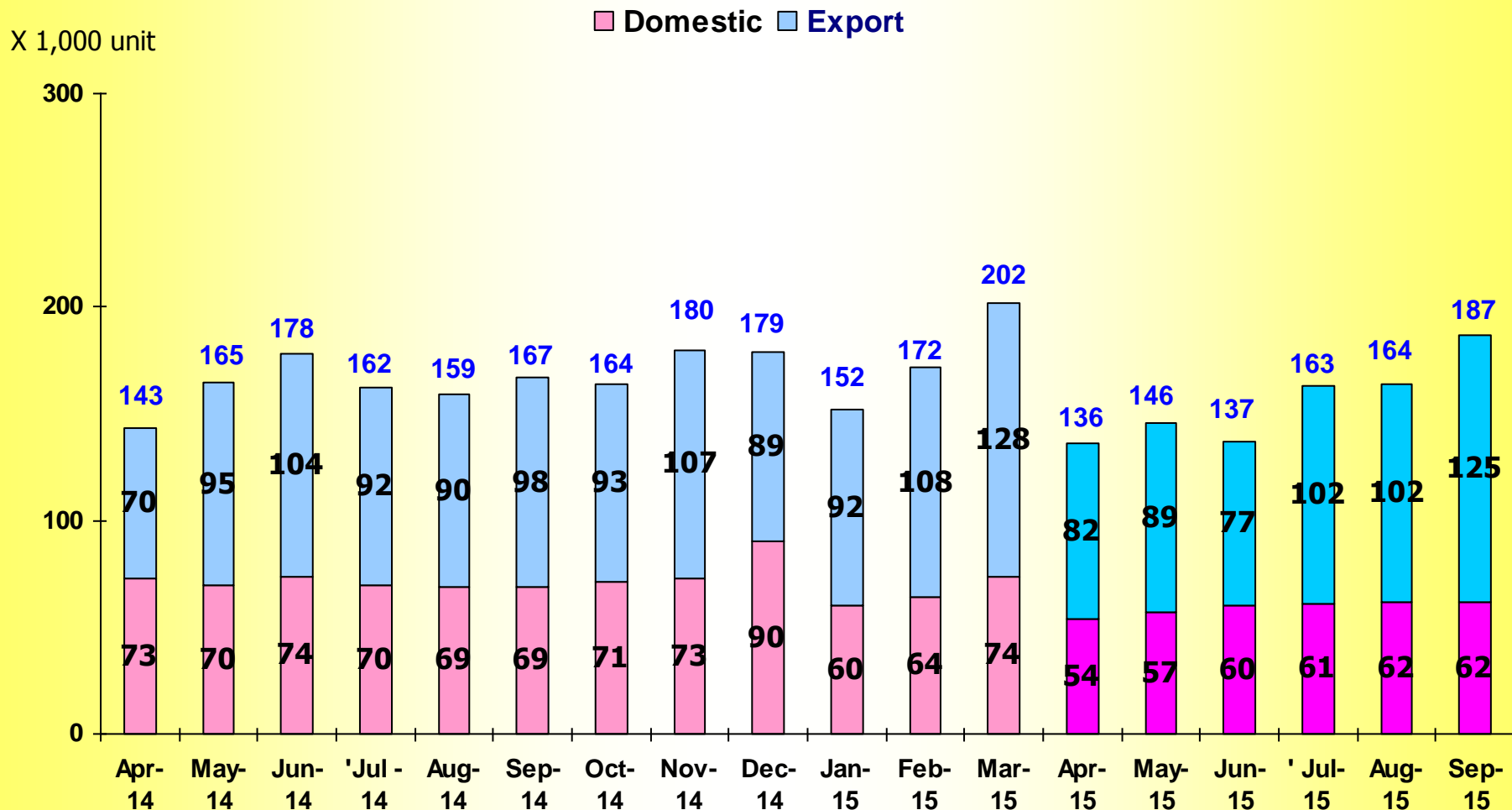
- 1. Market Trend – 2015 (July – September)**
- 2. The 2<sup>nd</sup> Quarterly 2015 Financial Statement**
- 3. New Product**

## 4W Market Sale 2015( July – September ) Domestic & Export



Source: The Federation of Thai Industries

## 4W Market Sale (Domestic & Export) (April 2014 – September 2015)

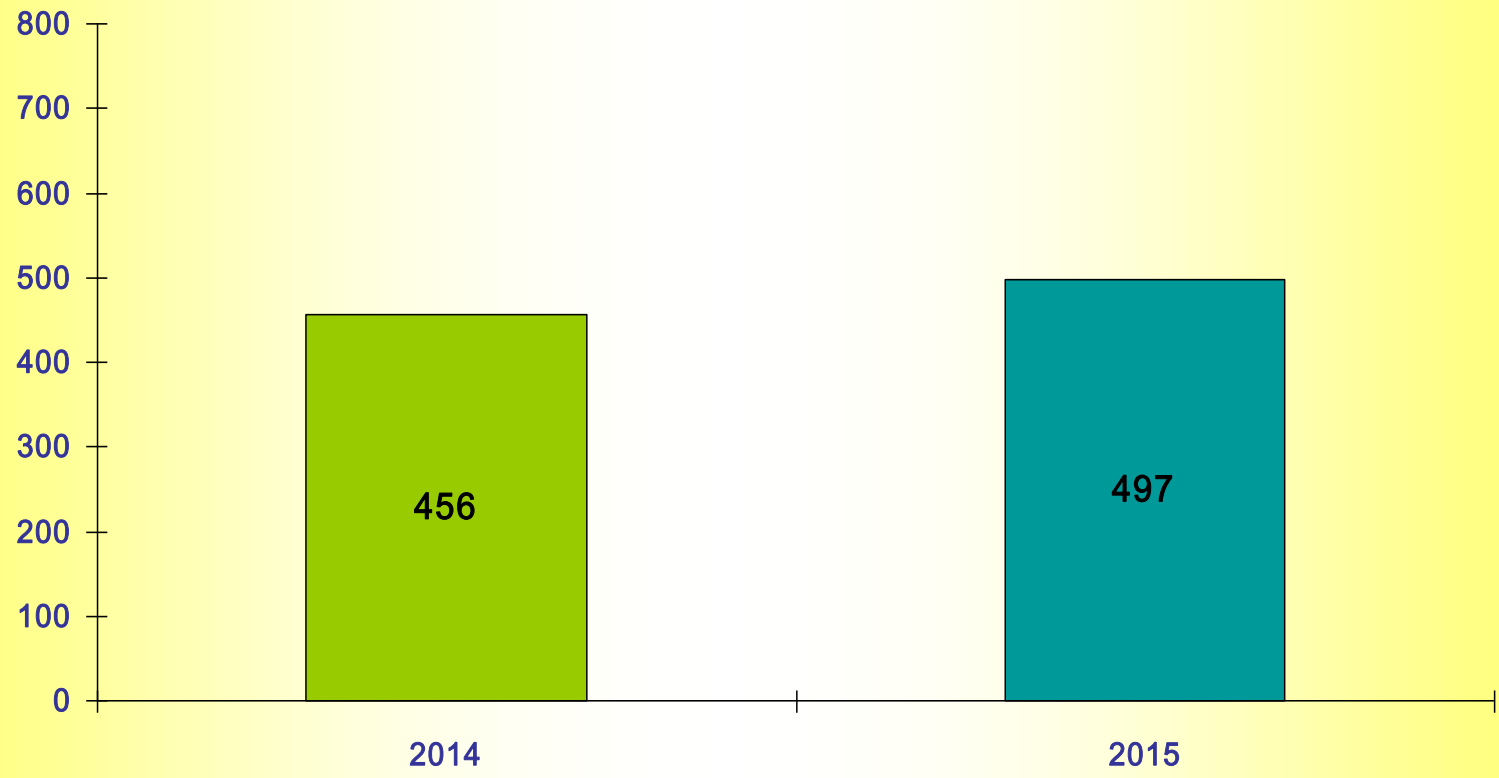


Source: The Federation of Thai Industries

# 4W Production (July – September 2015)

X 1,000 unit

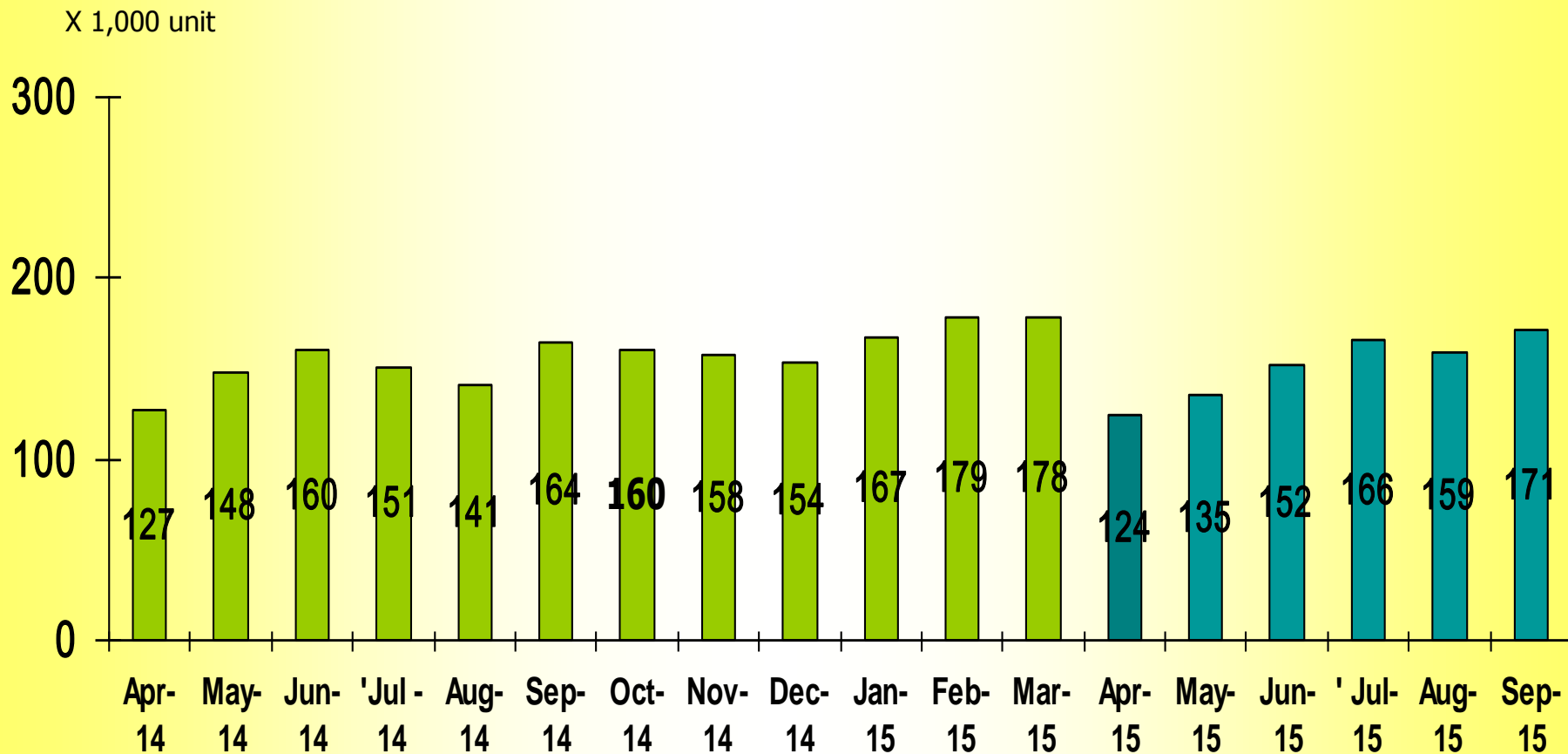
Compare with 2014  
▲ 9%



Source: The Federation of Thai Industries

■ 2014 ■ 2015

## 4W Production ( By Month ) (April 2014 – September 2015)

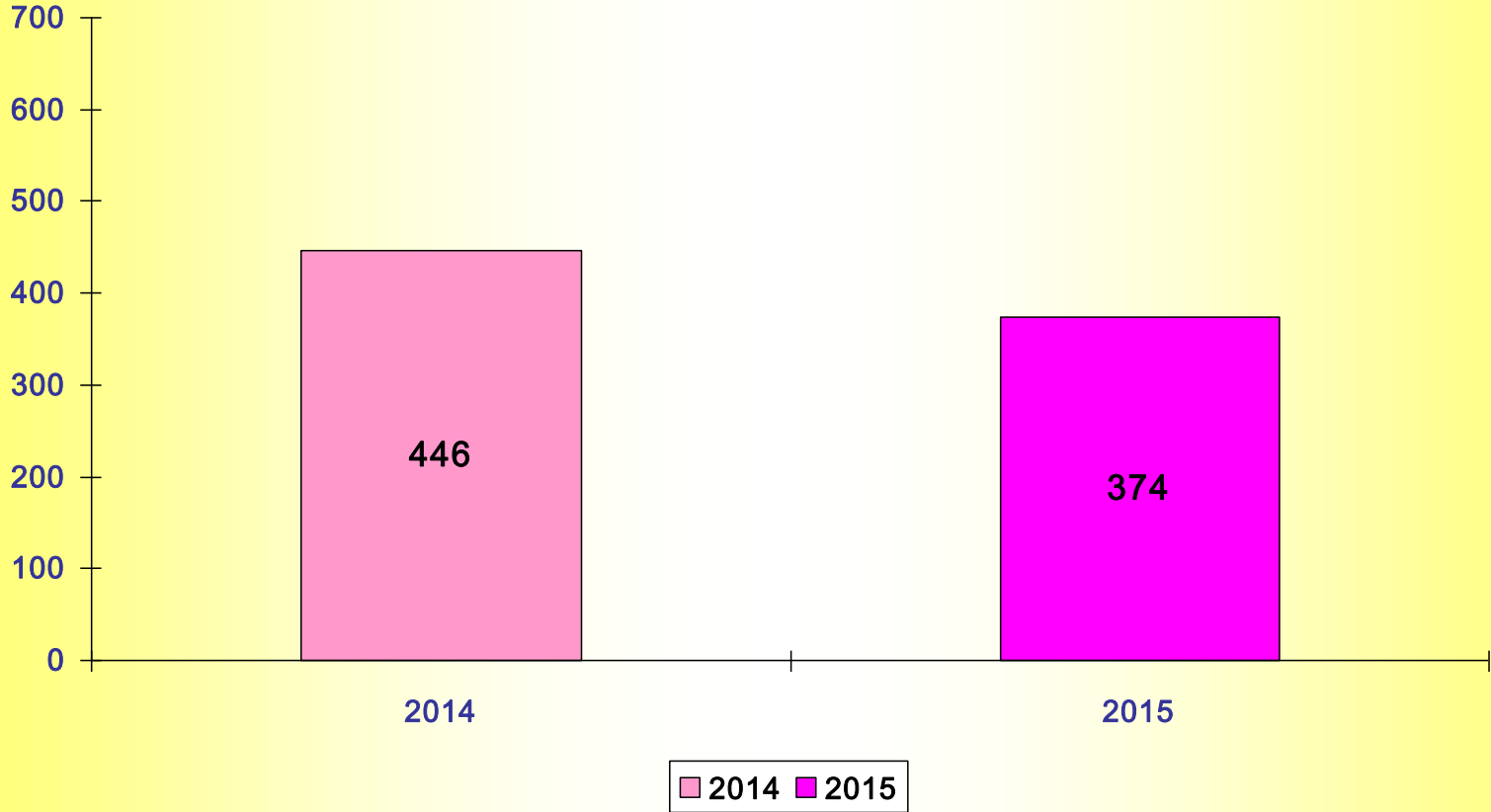


Source: The Federation of Thai Industries

# 2W Sales - Domestic (July – September 2015)

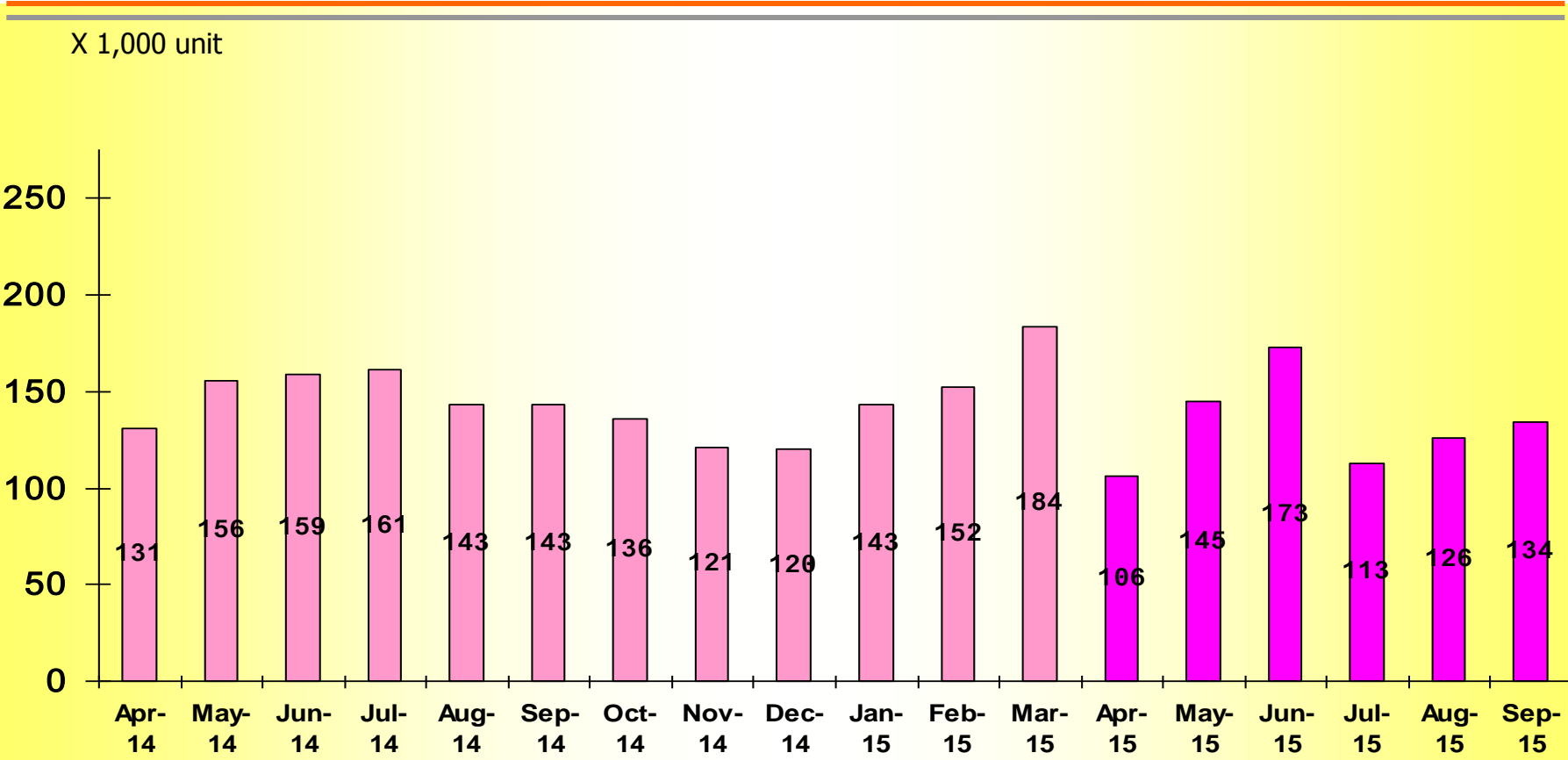
X 1,000 unit

Compare with 2014  
▼ 16%



Source: The Federation of Thai Industries

## 2W Sale ( By Month ) April 2014 – September 2015



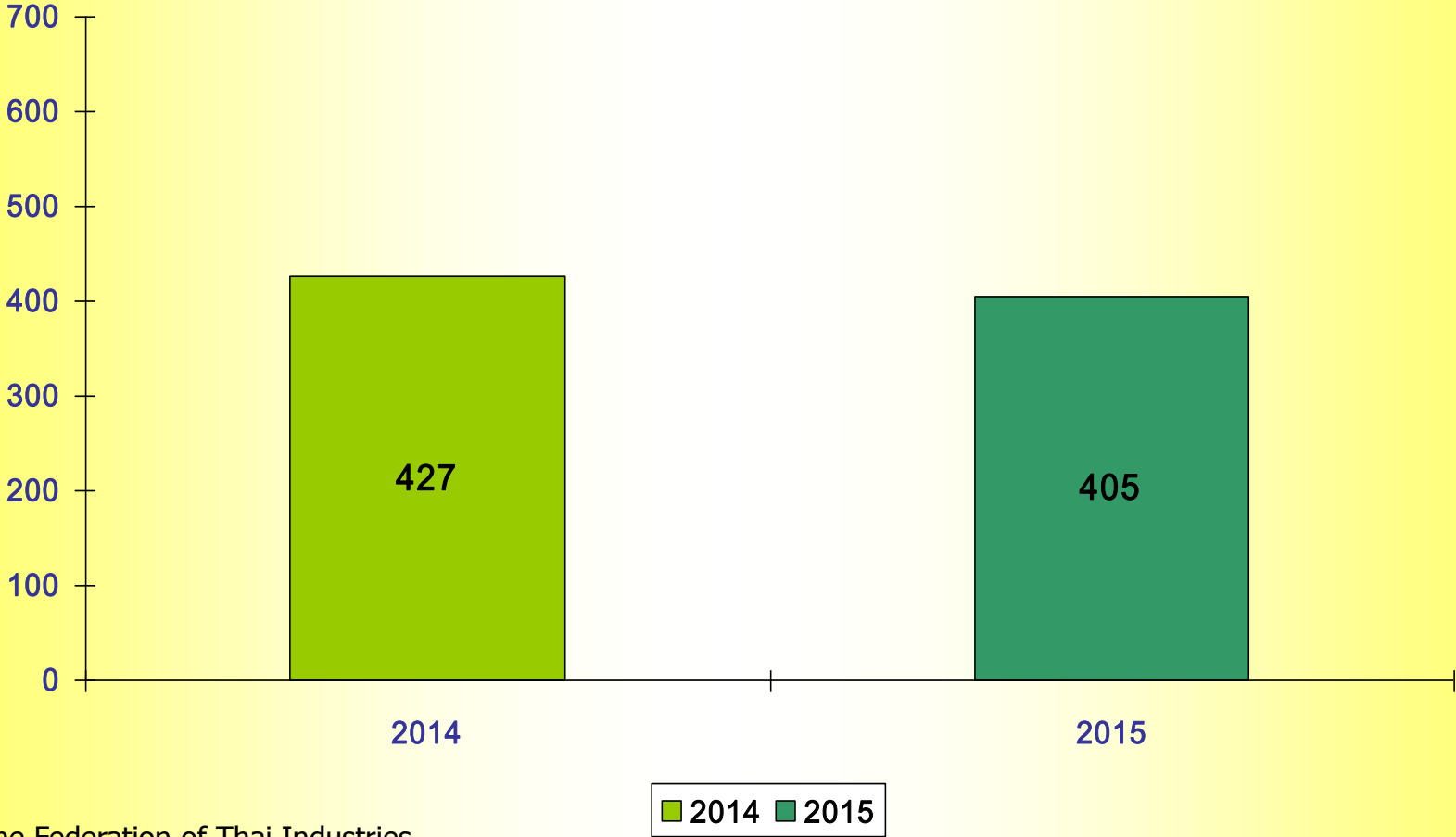
Source: The Federation of Thai Industries



# 2W Production (July – September 2015)

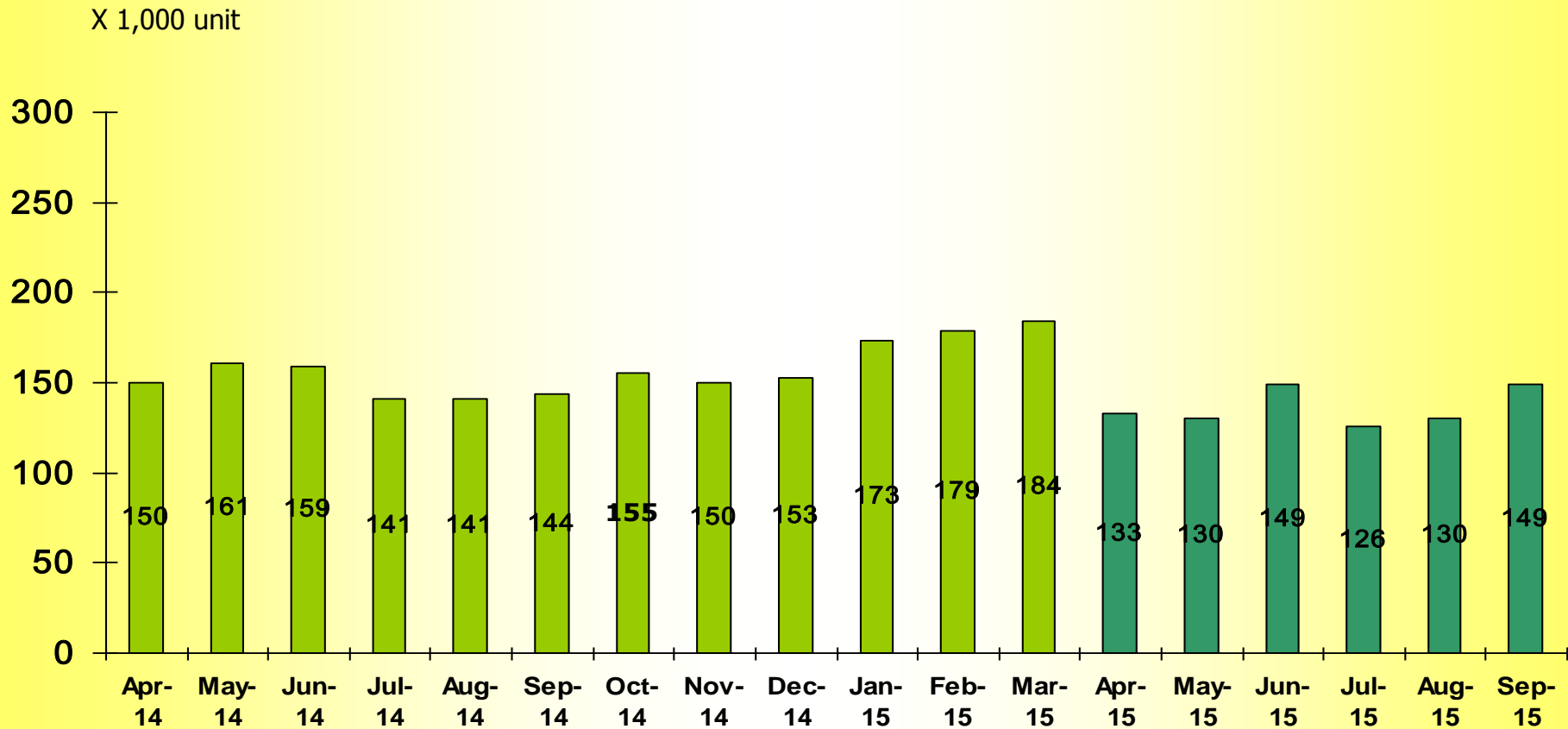
X 1,000 unit

Compare with 2014  
▼ 5%



Source: The Federation of Thai Industries

## 2W Production ( By Month ) April 2014 – September 2015



Source: The Federation of Thai Industries

# Agenda

1. Market Trend – 2015 (July – September)
2. The 2<sup>nd</sup> Quarterly 2015 Financial Statement
3. New Product

## Statement of Financial Position

The Equity Method	30 September 2015 M฿)	31 March 2015 M฿)	Change %)
Current Assets	6,201.08	5,947.01	4.27
Total Assets	13,562.75	13,293.90	2.02
Current Liabilities	1,512.16	1,551.39	(2.53)
Total Liabilities	1,736.65	1,754.57	(1.02)
Shareholders' Equity	11,826.10	11,539.33	2.49
Total Liabilities and Shareholders' Equity	13,562.75	13,293.90	2.02

The Three Month Period
------------------------

## Statement of Income

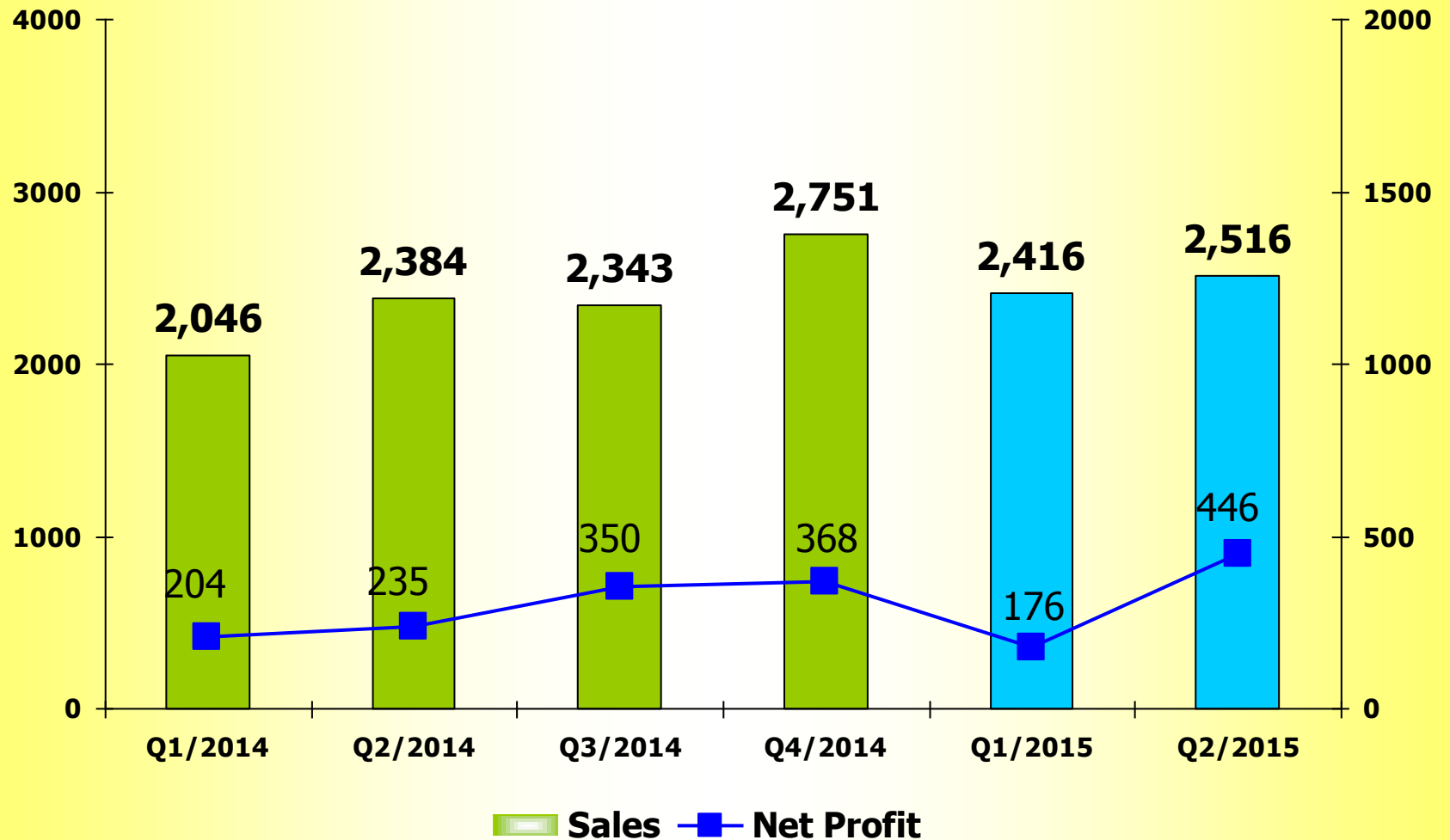
The Equity Method	30 September 2015	30 September 2014	Change
	(MB)	(MB)	(%)
Sales	2,516.44	2,383.87	5.56
Cost of sales	2,122.19	2,019.98	5.06
Gross Profit	394.25	363.89	8.34
Selling and Administrative expenses	197.30	180.39	9.37
Share of profit from investments in associates	48.73	32.83	48.43
** Gain on sale of long term investment	261.91	-	100.00
Profit before income tax	559.26	298.02	87.66
Net profit for the period	446.34	235.17	89.79

The Six Month Period	1 <sup>st</sup> Half 2015	1 <sup>st</sup> Half 2014	
The Equity Method	30 September 2015	30 September 2014	Change
	(M฿)	(M฿)	(%)
Sales	4,932.11	4,429.41	11.35
Cost of sales	4,207.47	3,705.37	13.55
Gross Profit	724.64	724.04	0.08
Selling and Administrative expenses	388.95	350.48	10.98
Share of profit from investments in associates	93.93	63.13	48.80
Profit before income tax	785.13	553.71	41.79
Net profit for the period	622.45	439.65	41.58

## Analysis by Quarterly

Unit : MB

The Equity Method



## Statement of Cash Flows

The Equity Method	30 September 2015 (MB)	30 September 2014 (MB)
Net Cash by Operating Activities	1,223.12	773.77
Net Cash used in Investing Activities	(2,117.06)	(534.82)
Net Cash used in Financing Activities	(367.79)	(459.06)
Net increased (decreased) cash / Cash equivalents	(1,261.73)	(220.12)
Cash / Cash equivalents at beginning of the period	2,350.31	2,667.17
Effects of Exchange rate changes	1.28	1.43
Cash / Cash equivalents at end of the period	1,089.86	2,448.49



# Agenda

1. Market Trend – 2015 (July – September)
2. The 2<sup>nd</sup> Quarterly 2015 Financial Statement
3. New Product



Head Combination Lamp



**Rear Combination Lamp**



**LASER  
RED**



**Head 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.**

**These materials do not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever.**

**Download : The presentation files at**

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

**For further questions, please contact :**

**Ms.Rattanaporn Boonwong : Investor Relations**

**Tel : 662-581-5462-3 (10 lines) ext. 1164**

**Fax: 662-581-5397**

**E-mail : [rattanaporn@stanley.co.th](mailto:rattanaporn@stanley.co.th)**