

WELCOME

Q3/2013 Operation Result Meeting

Apichart Lee-issaranukul

February 7, 2014

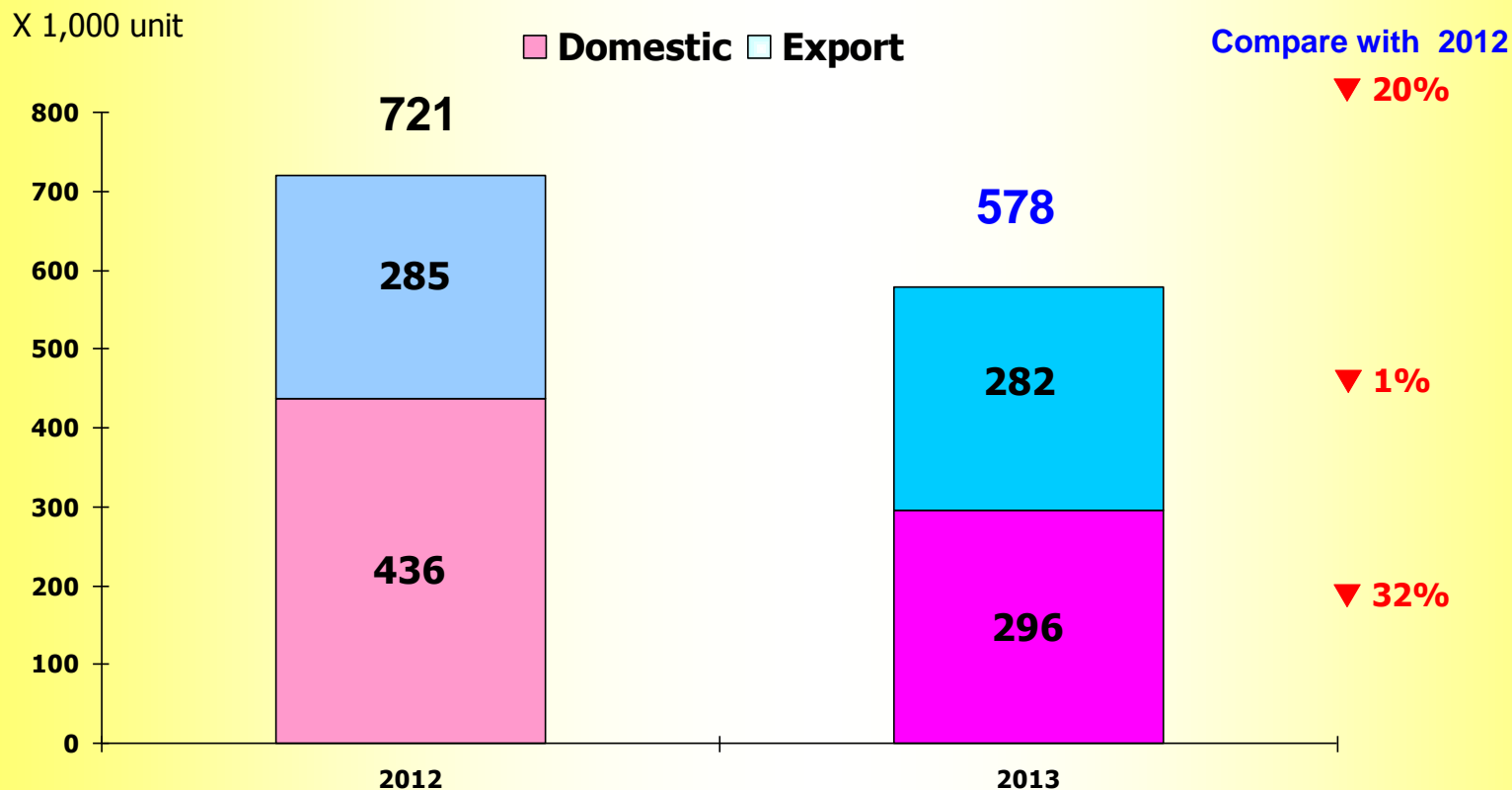
THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED

The completely integrated manufacturer of world class automotive lighting

Agenda

- 1. Market Trend – 2013 (October – December)**
- 2. The 3rd Quarterly 2013 Financial Statement**
- 3. New Product**

4W Market Sale 2013(October – December) Domestic & Export

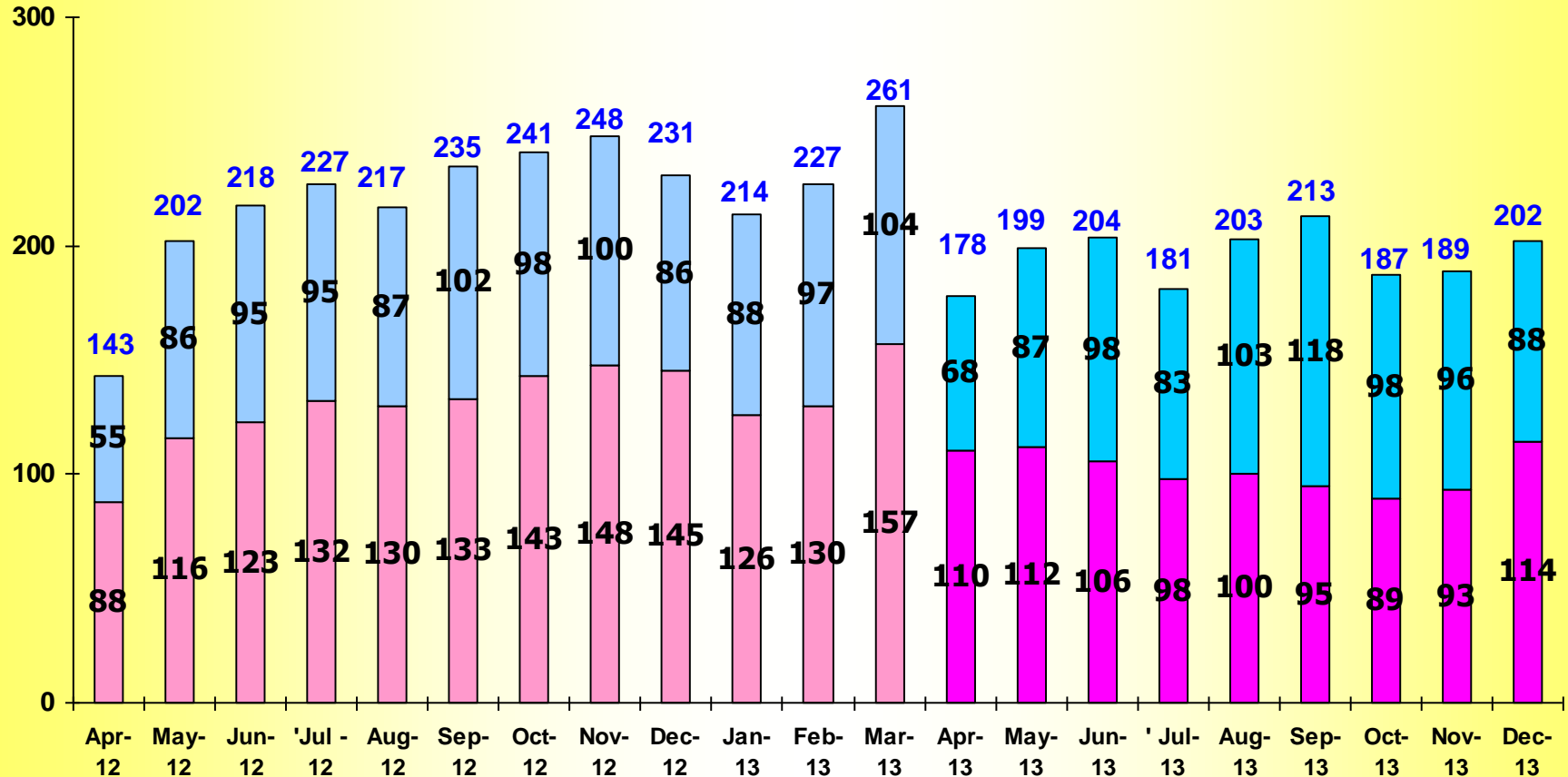


Source: The Federation of Thai Industries

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

X 1,000 unit

Domestic Export

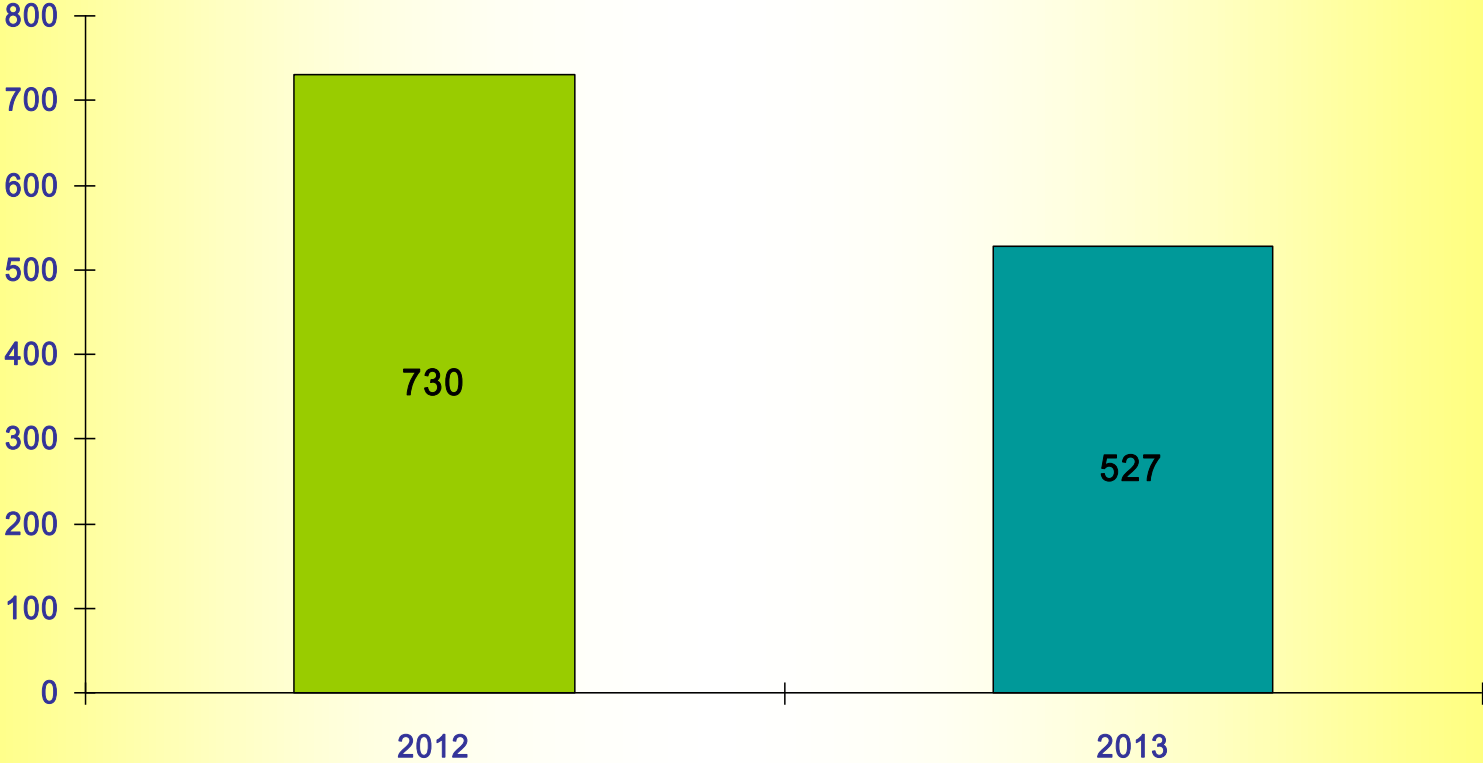


Source: The Federation of Thai Industries

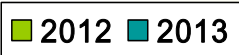
4W Production (October – December 2013)

X 1,000 unit

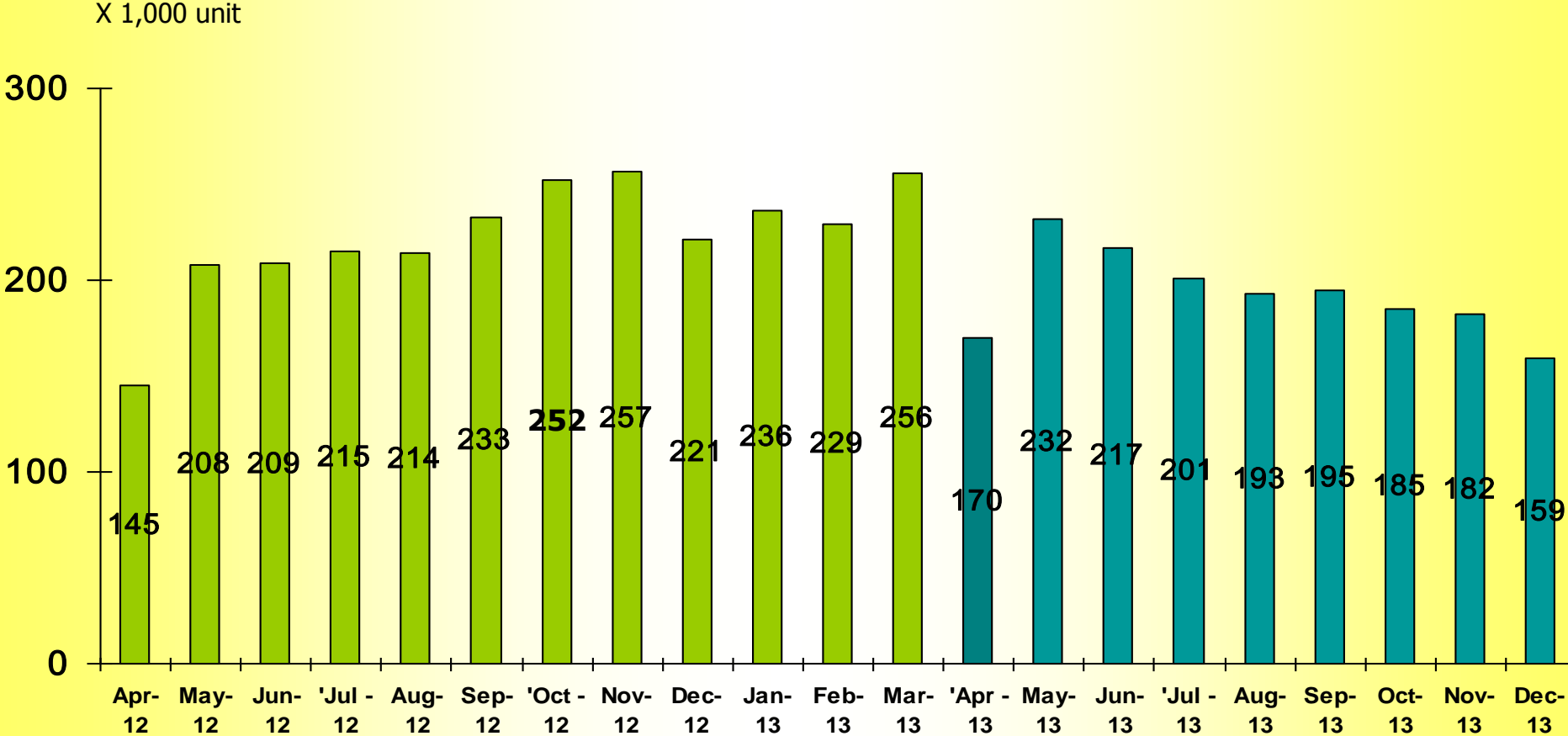
Compare with 2012
▼ 28%



Source: The Federation of Thai Industries



4W Production (By Month) (April 2012 – December 2013)

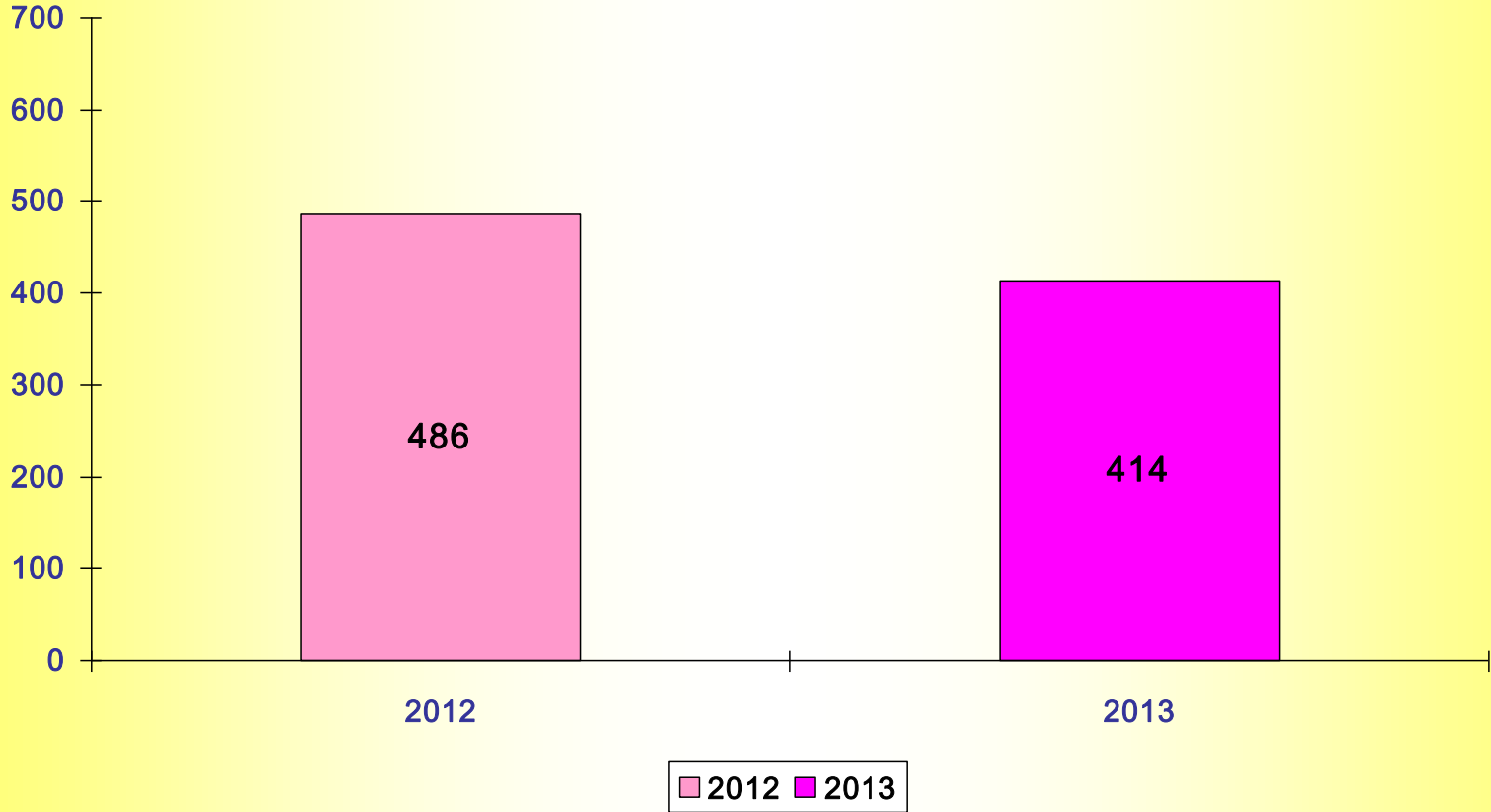


Source: The Federation of Thai Industries

2W Sales - Domestic (October – December 2013)

X 1,000 unit

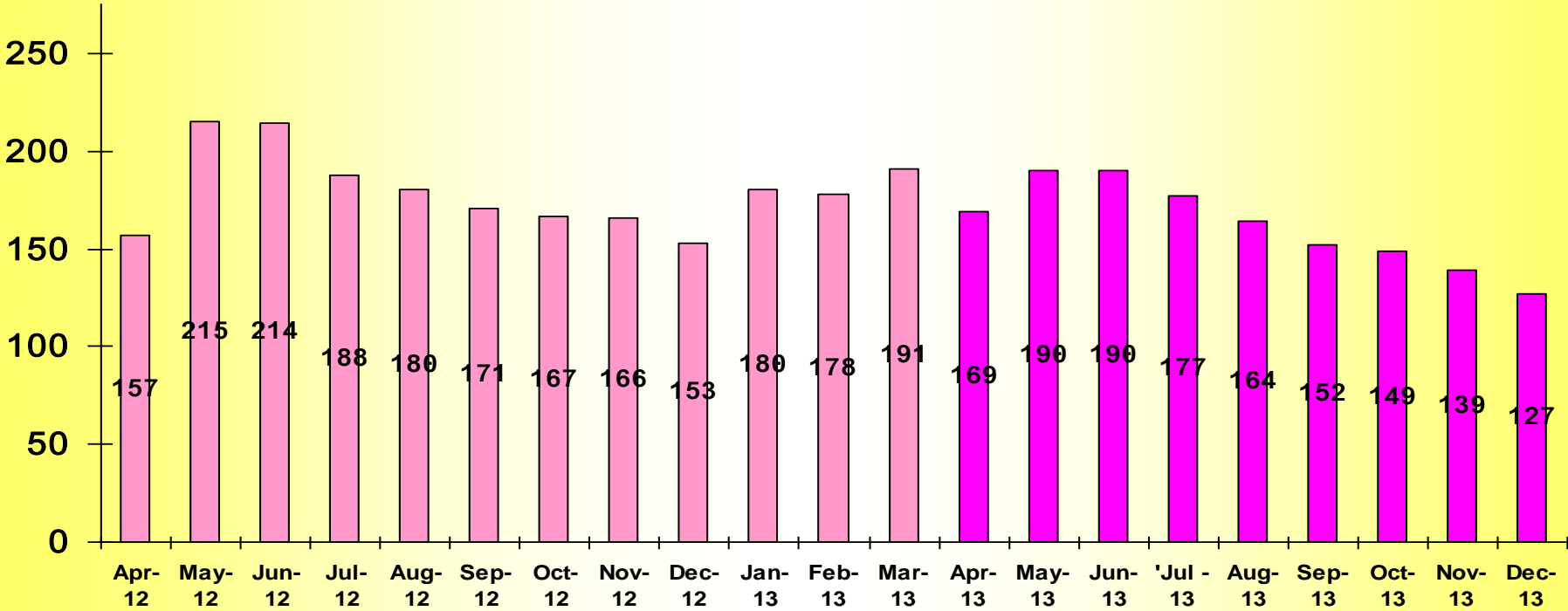
Compare with 2012
▼ 15%



Source: The Federation of Thai Industries

2W Sale (By Month) April 2012 – December 2013

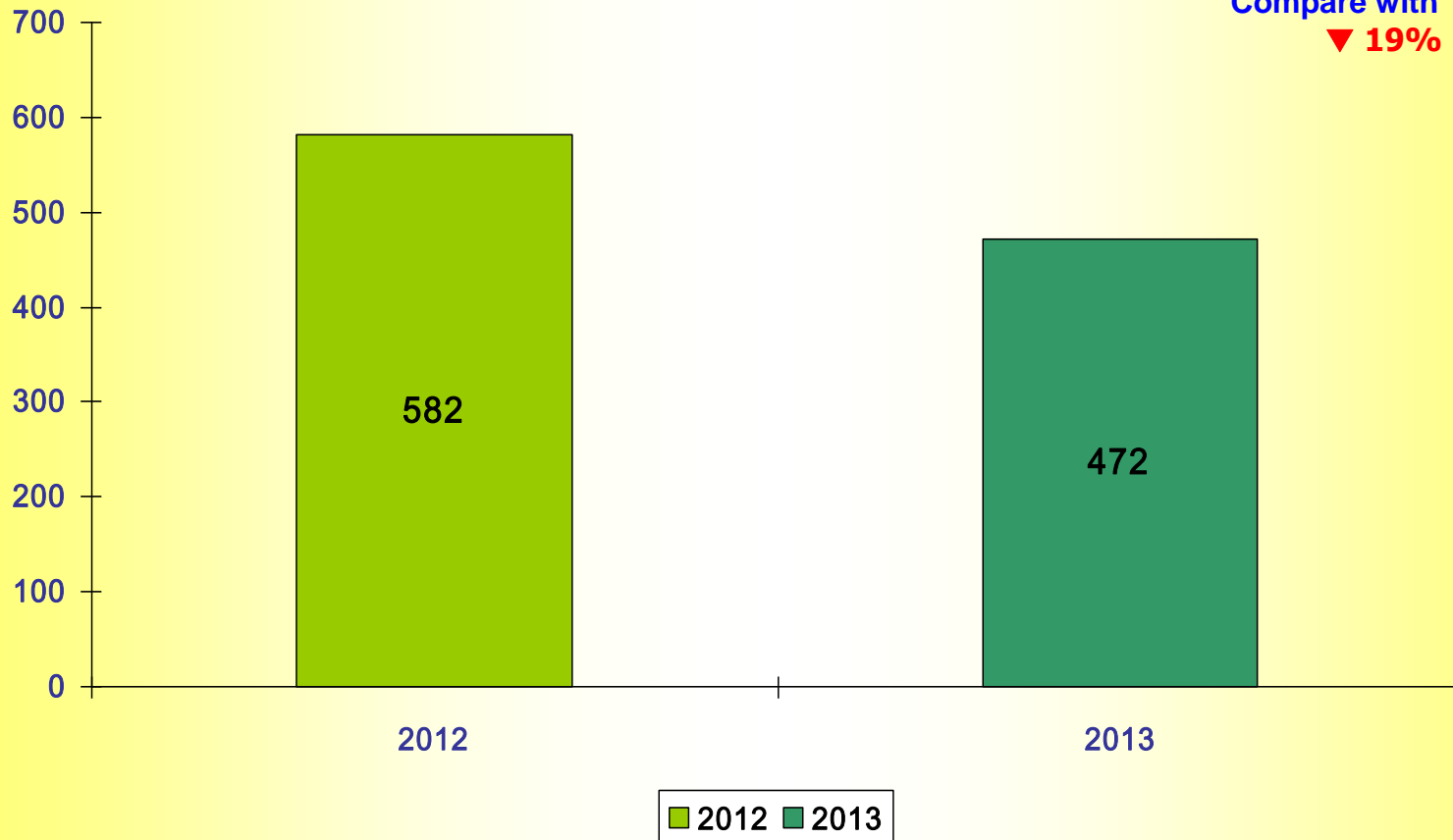
X 1,000 unit



Source: The Federation of Thai Industries

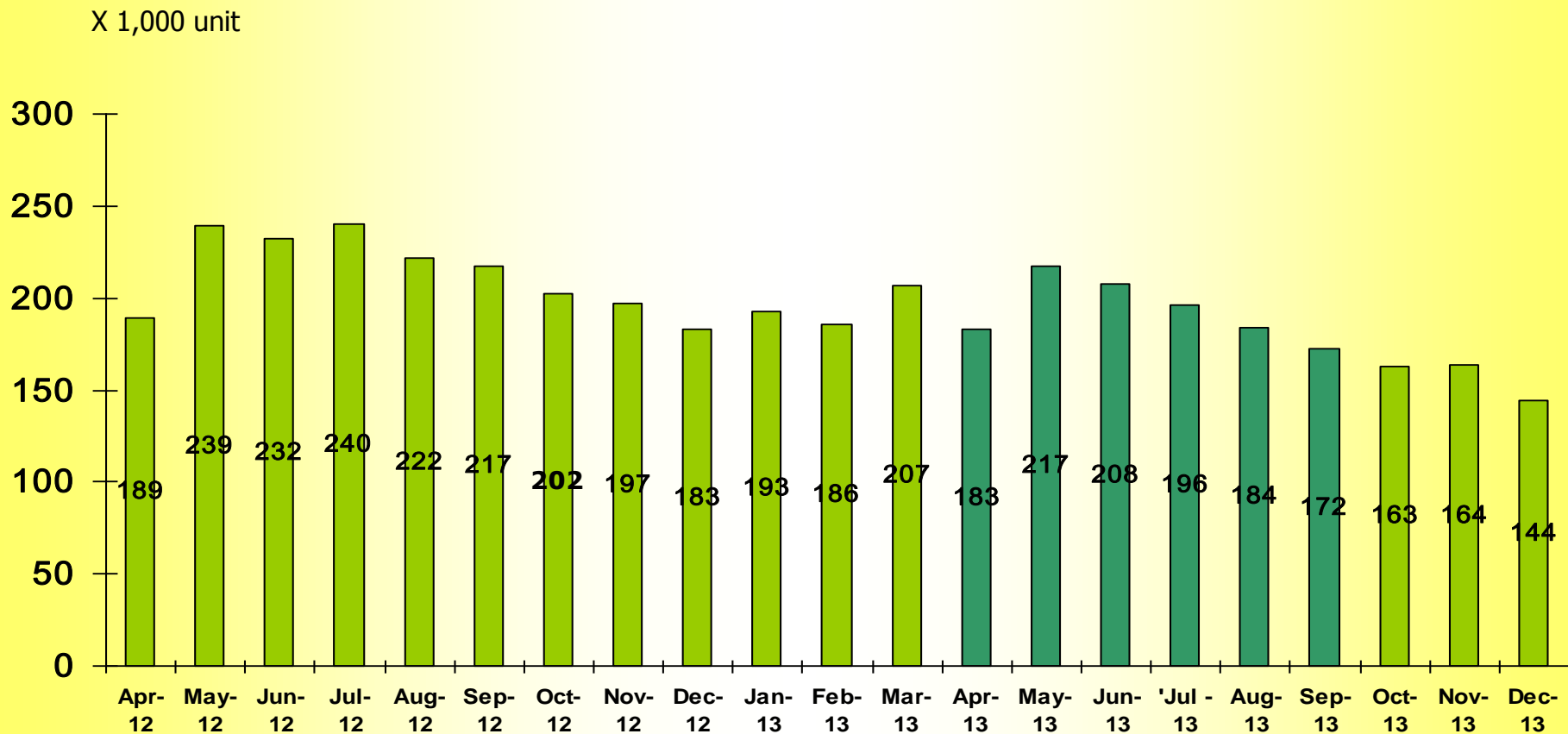
2W Production (October - December 2013)

X 1,000 unit



Source: The Federation of Thai Industries

2W Production (By Month) April 2012 – December 2013

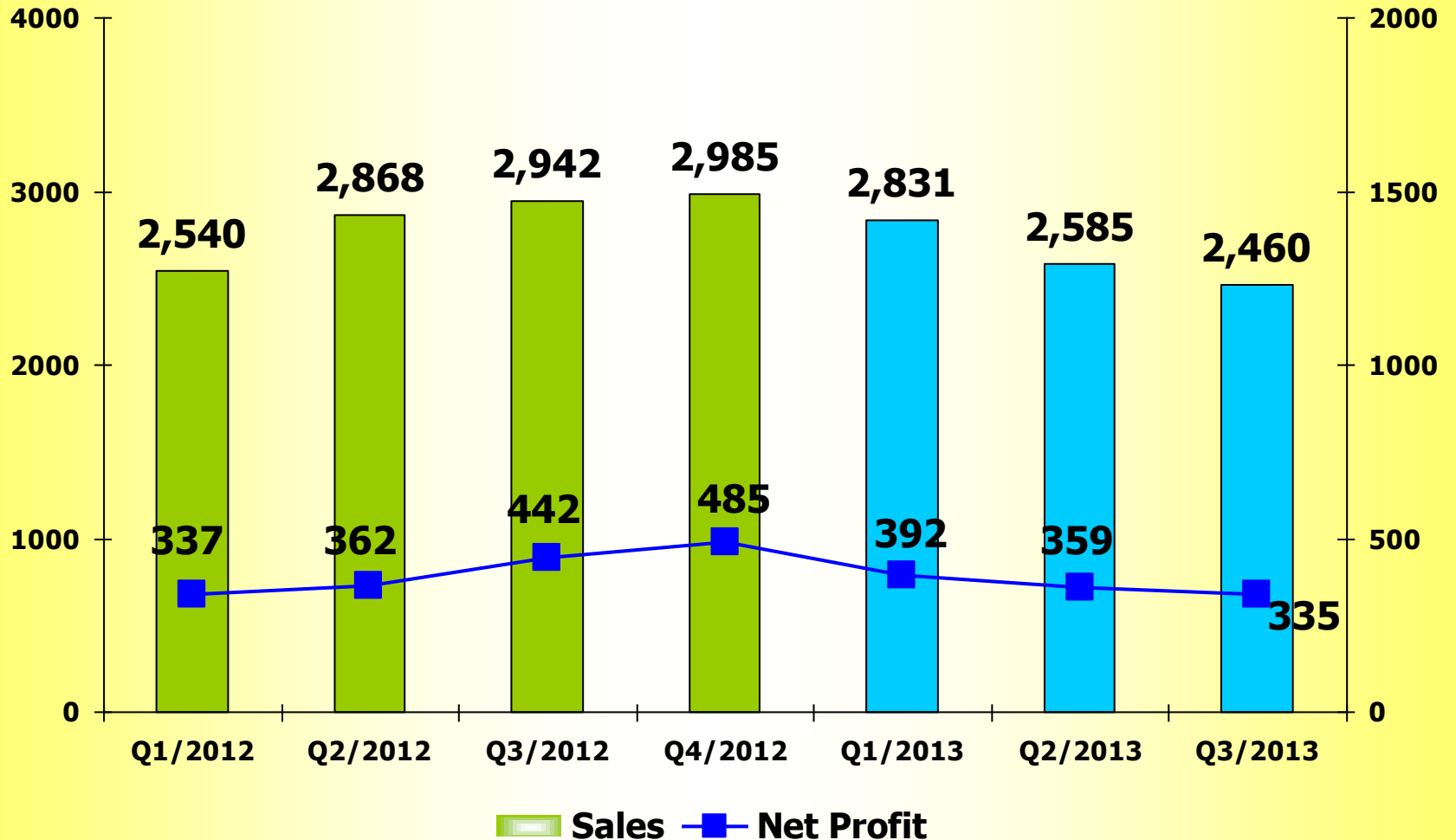


Source: The Federation of Thai Industries

Analysis by Quarterly

Unit : MB

The Equity Method



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Balance Sheet

The Equity Method	31 December 2013 M฿)	31 March 2013 M฿)	Change %)
Current Assets	4,695.16	4,738.34	(0.91)
Total Assets	11,893.76	11,744.18	1.27
Current Liabilities	1,277.15	1,750.46	(27.04)
Total Liabilities	1,465.90	1,908.61	(23.20)
Shareholders' Equity	10,427.86	9,835.58	6.02
Total Liabilities and Shareholders' Equity	11,893.76	11,744.18	1.27

The Three Month Period

Statement of Income

The Equity Method	31 December 2013 (MB)	31 December 2012 (MB)	Change (%)
Sales	2,460.50	2,942.33	16.38
Cost of sales	1,938.97	2,289.25	15.30
Gross Profit	521.53	653.08	20.14
Selling and Administrative expenses	183.61	200.57	8.46
Share of profit from investments in associates	41.23	39.77	3.68
Profit before income tax	421.60	553.20	23.79
Net profit for the period	335.04	430.90	22.25

Financial Statement – Statement of Income



The Nine Month Period

The Equity Method	31 December 2013 (M฿)	31 December 2012 (M฿)	Change (%)
Sales	7,876.85	8,350.01	(5.67)
Cost of sales	6,220.99	6,538.69	(4.86)
Gross Profit	1,655.87	1,811.32	(8.58)
Selling and Administrative expenses	582.29	596.50	(2.38)
Share of profit from investments in associates	94.93	90.29	5.13
Profit before income tax	1,355.11	1,466.81	(7.62)
Net profit for the period	1,085.74	1,130.80	(3.99)

Statement of Cash Flows

The Equity Method	31 December 2013 (MB)	31 December 2012 (MB)
Net Cash received from Operating Activities	1,829.46	1,374.38
Net Cash used in Investing Activities	1,233.82	1,574.28
Net cash used in financing activity	517.19	229.87
Net increased(decrease) cash / Cash equivalents	78.45	429.77
Cash / Cash equivalents at beginning of the period	1,706.83	1,707.85
Effects of Exchange rate changes	3.23	1.35
Cash / Cash equivalents at end of the period	1,788.51	1,279.44

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Head Lamp



High Mount Stop Lamp



Rear Combination Lamp
Lid 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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