

# WELCOME

## Q3/2014 Operation Result Meeting

**Apichart Lee-issaranukul**

**February 2, 2015**

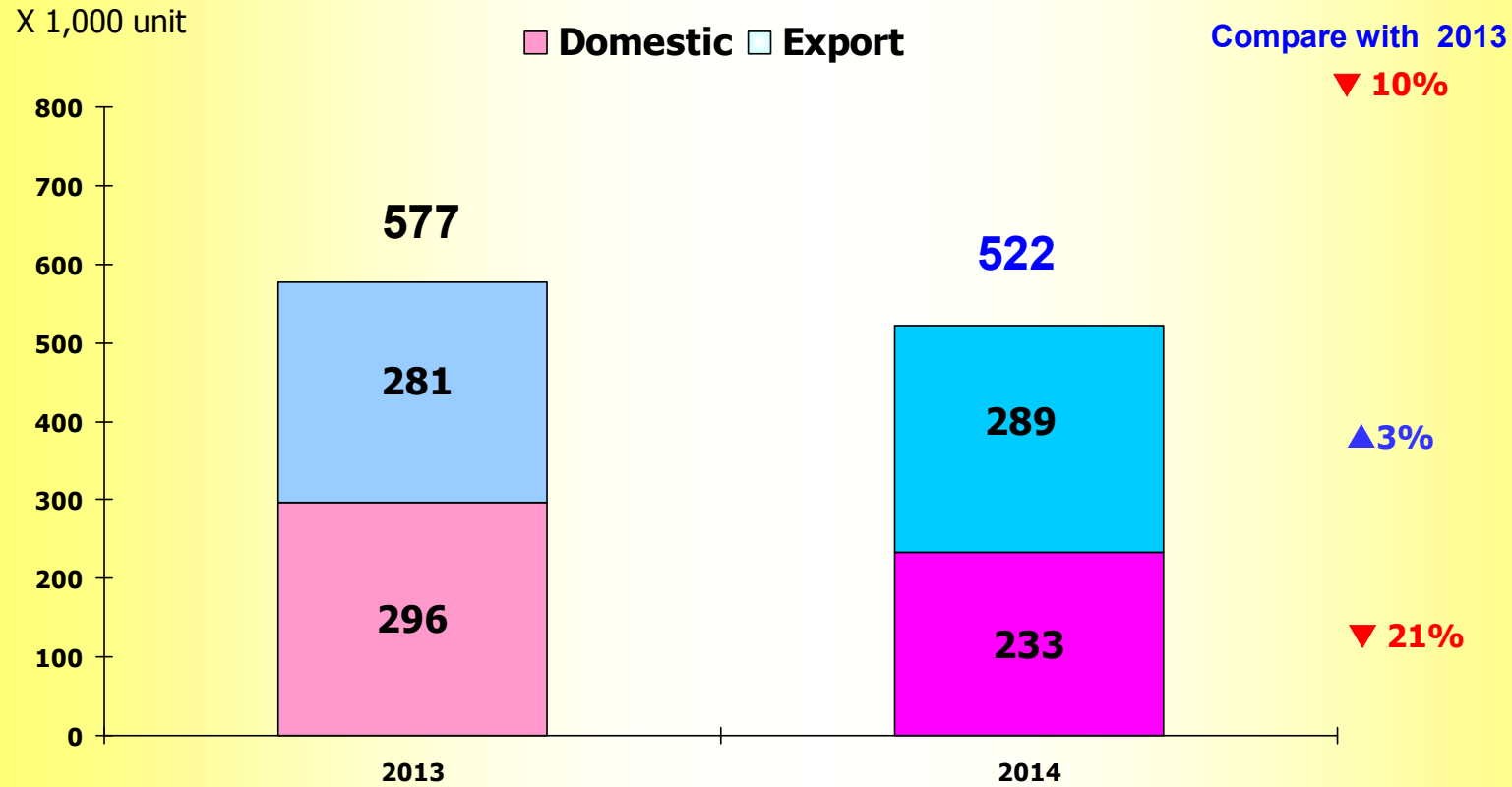
**THAI STANLEY ELECTRIC PUBLIC COMPANY LIMITED**

The completely integrated manufacturer of world class automotive lighting

# Agenda

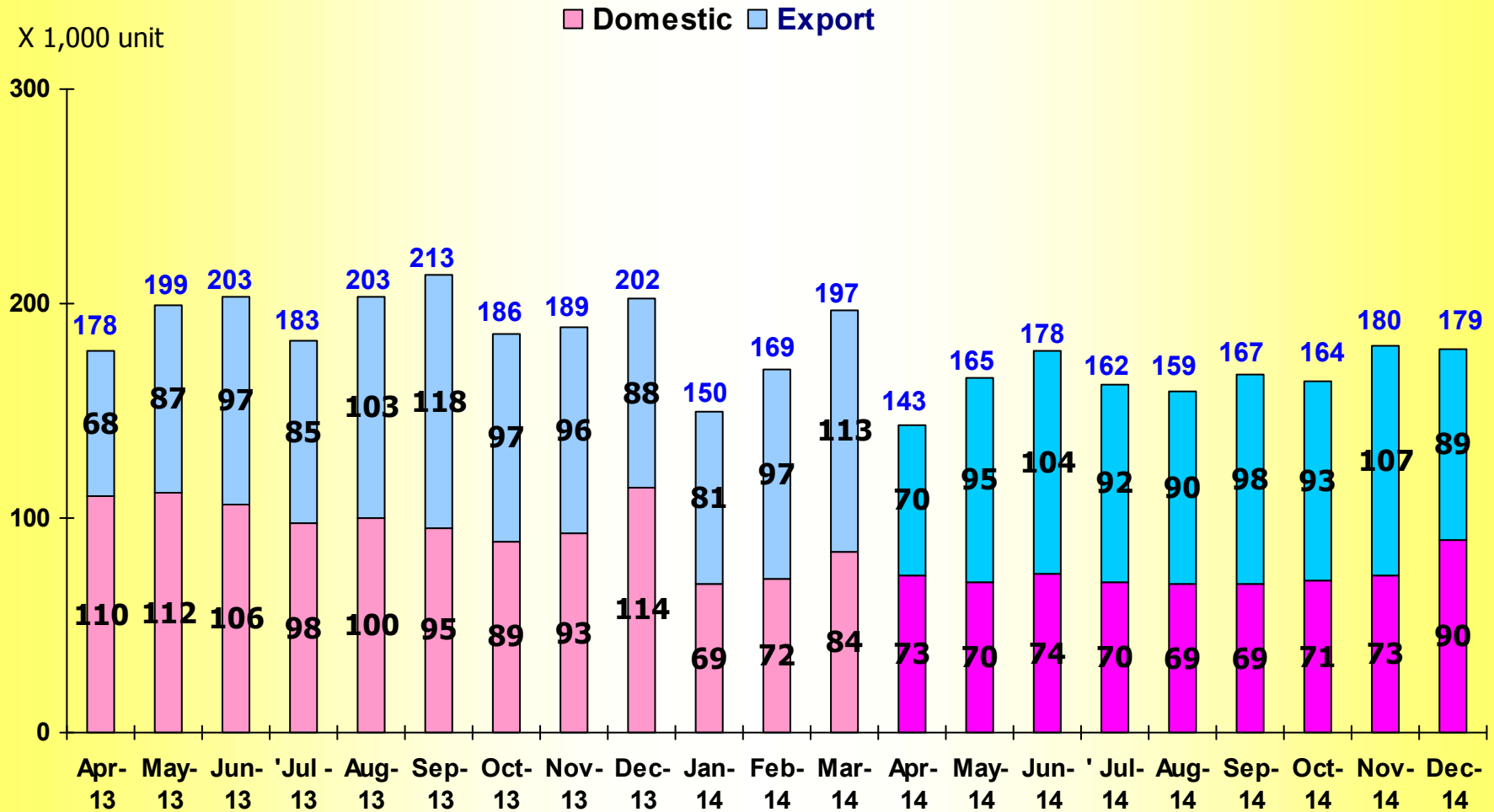
- 1. Market Trend – 2014 (October – December)**
- 2. The 3<sup>rd</sup> Quarterly 2014 Financial Statement**
- 3. New Product**

## 4W Market Sale 2014 ( October – December ) Domestic & Export



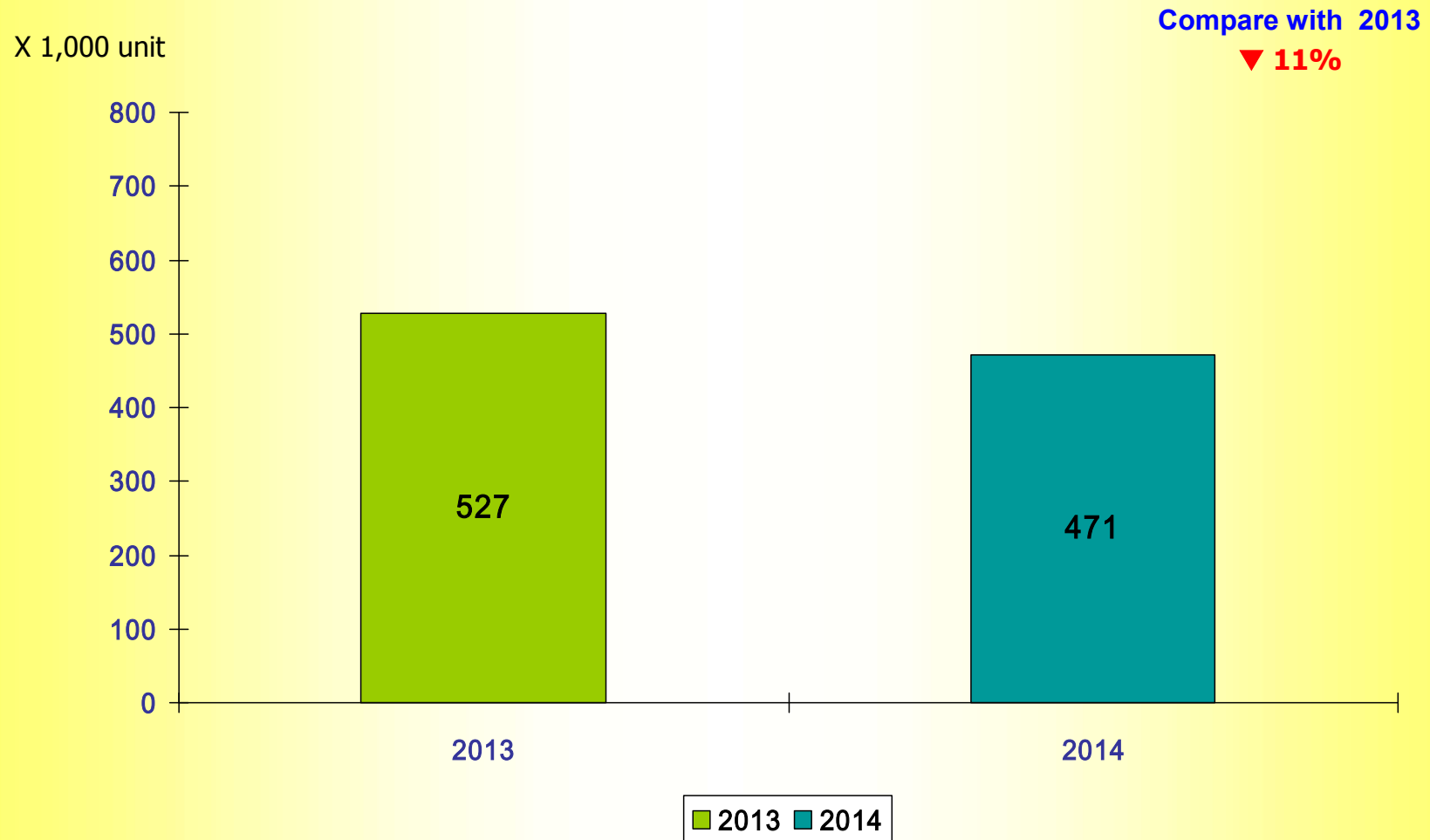
Source: The Federation of Thai Industries

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



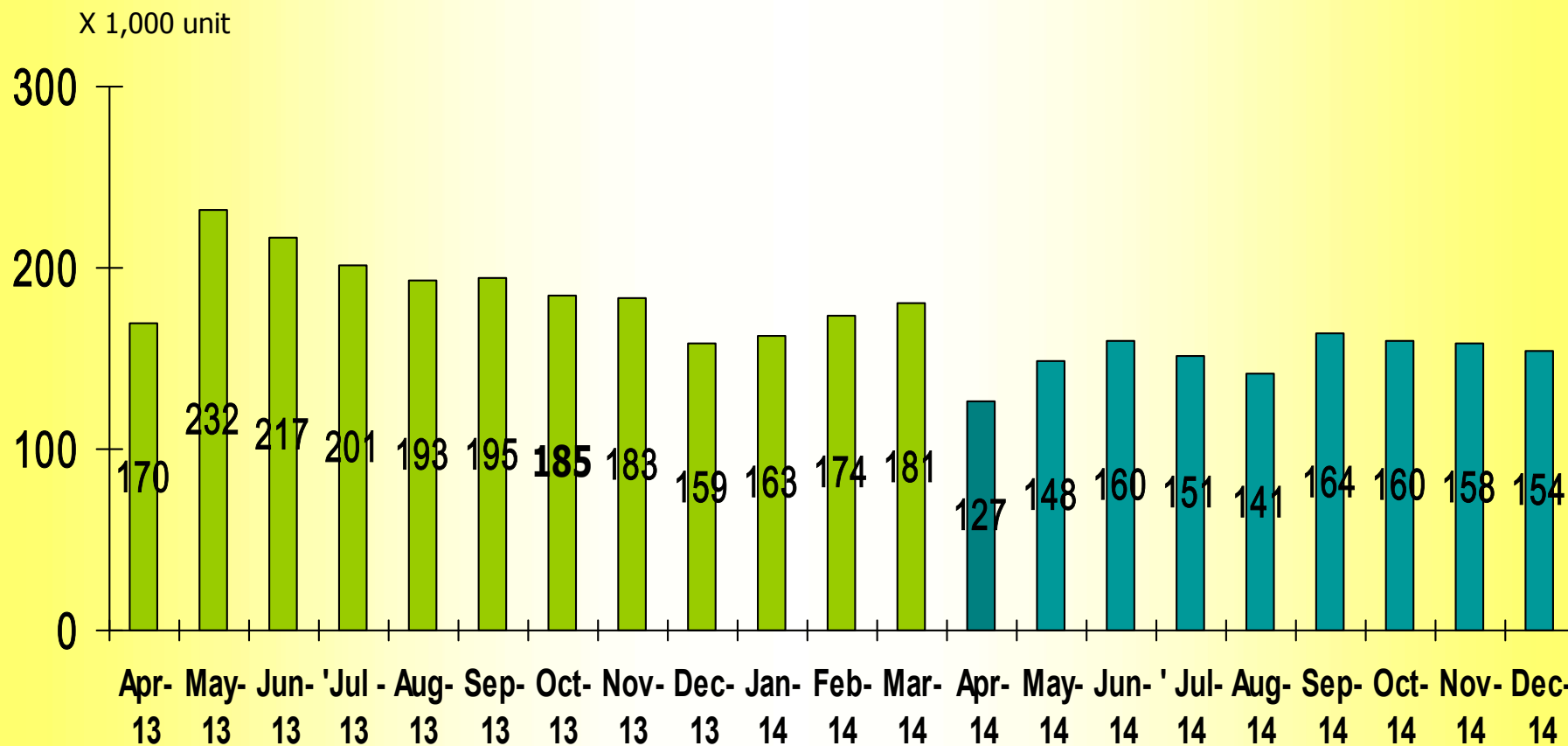
Source: The Federation of Thai Industries

## 4W Production (October – December 2014)



Source: The Federation of Thai Industries

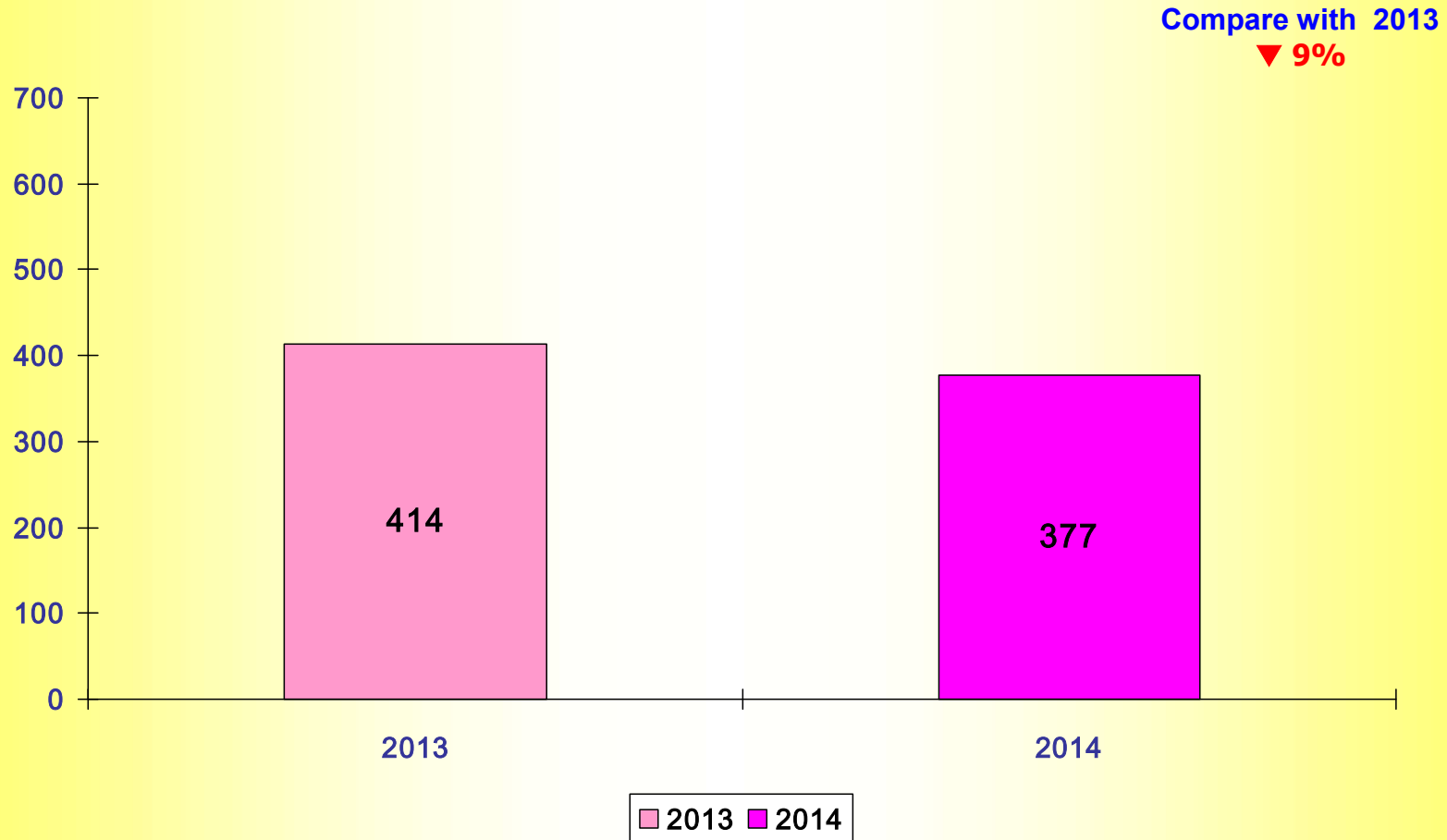
### 4W Production ( By Month ) (April 2013 – December 2014)



Source: The Federation of Thai Industries

## 2W Sales - Domestic (October – December 2014)

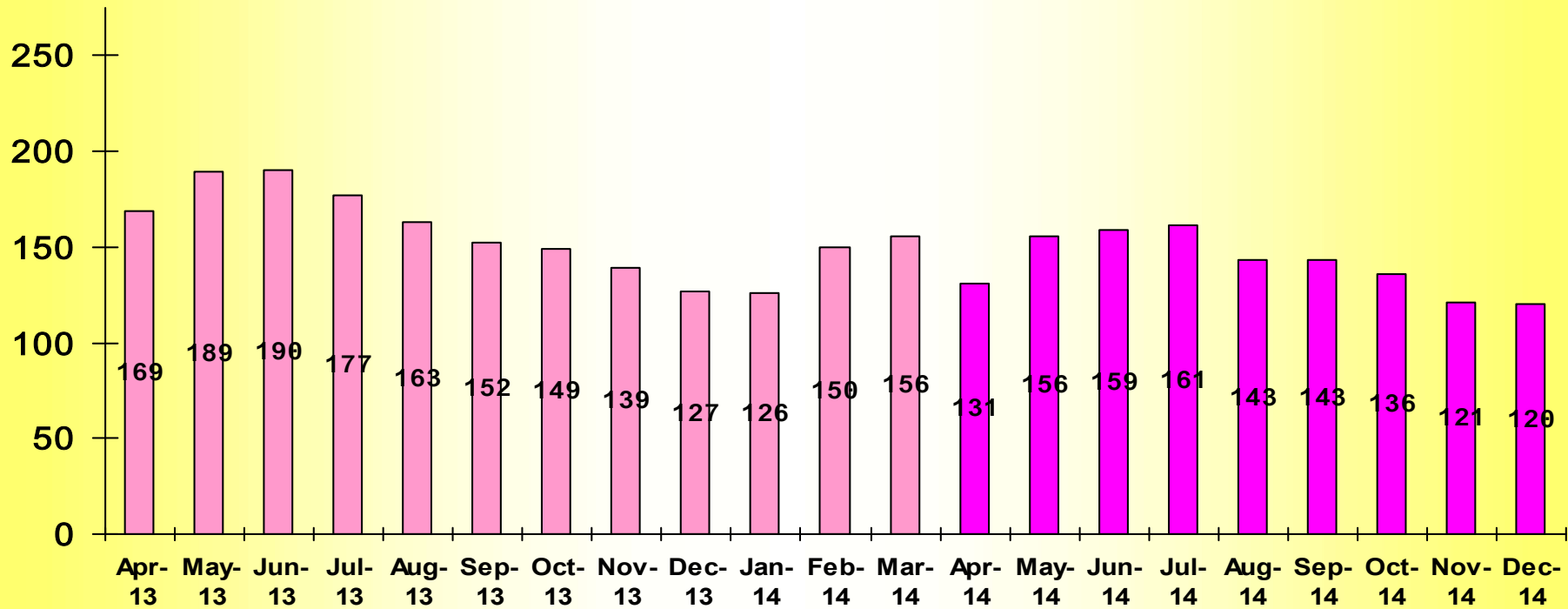
X 1,000 unit



Source: The Federation of Thai Industries

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

X 1,000 unit

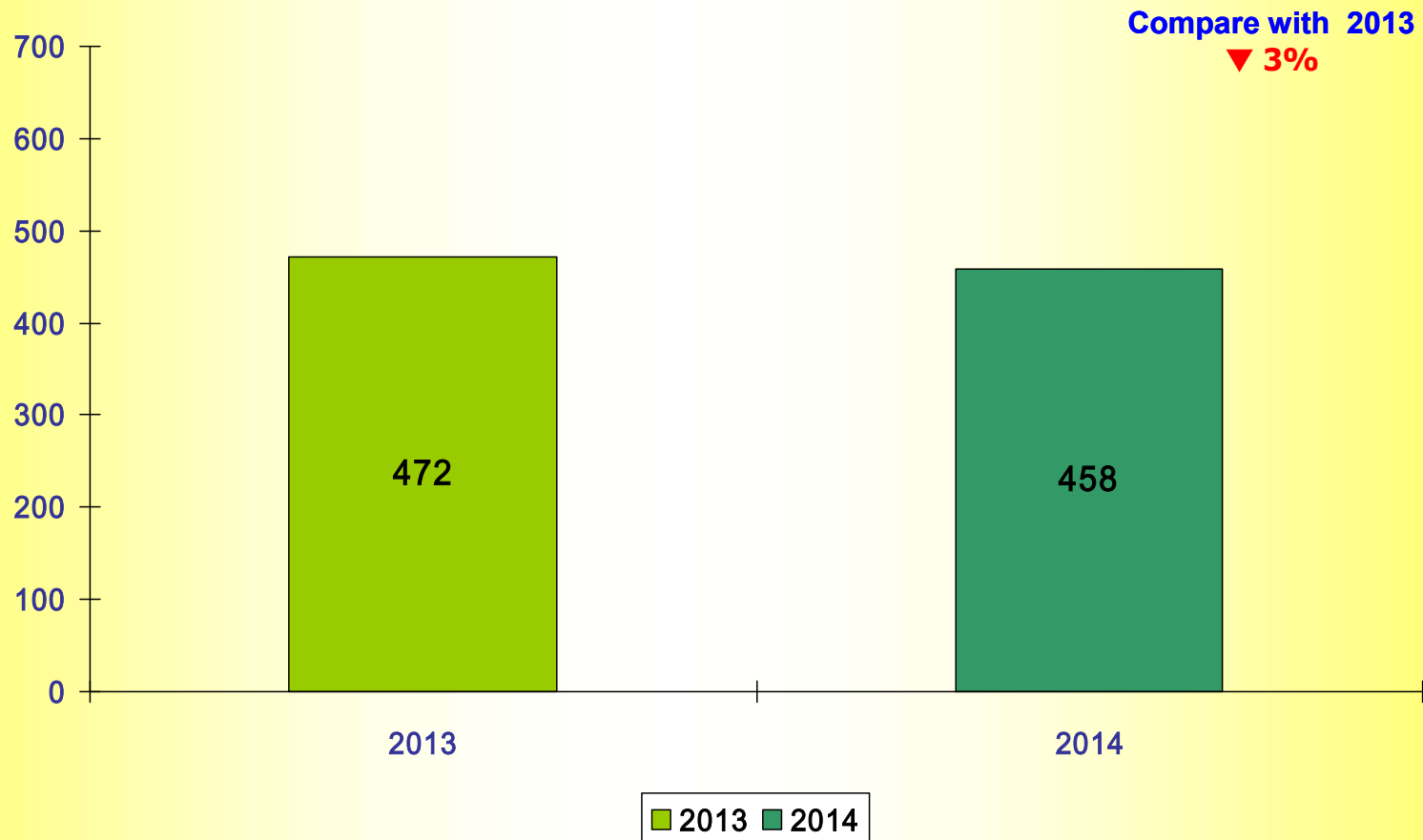


Source: The Federation of Thai Industries



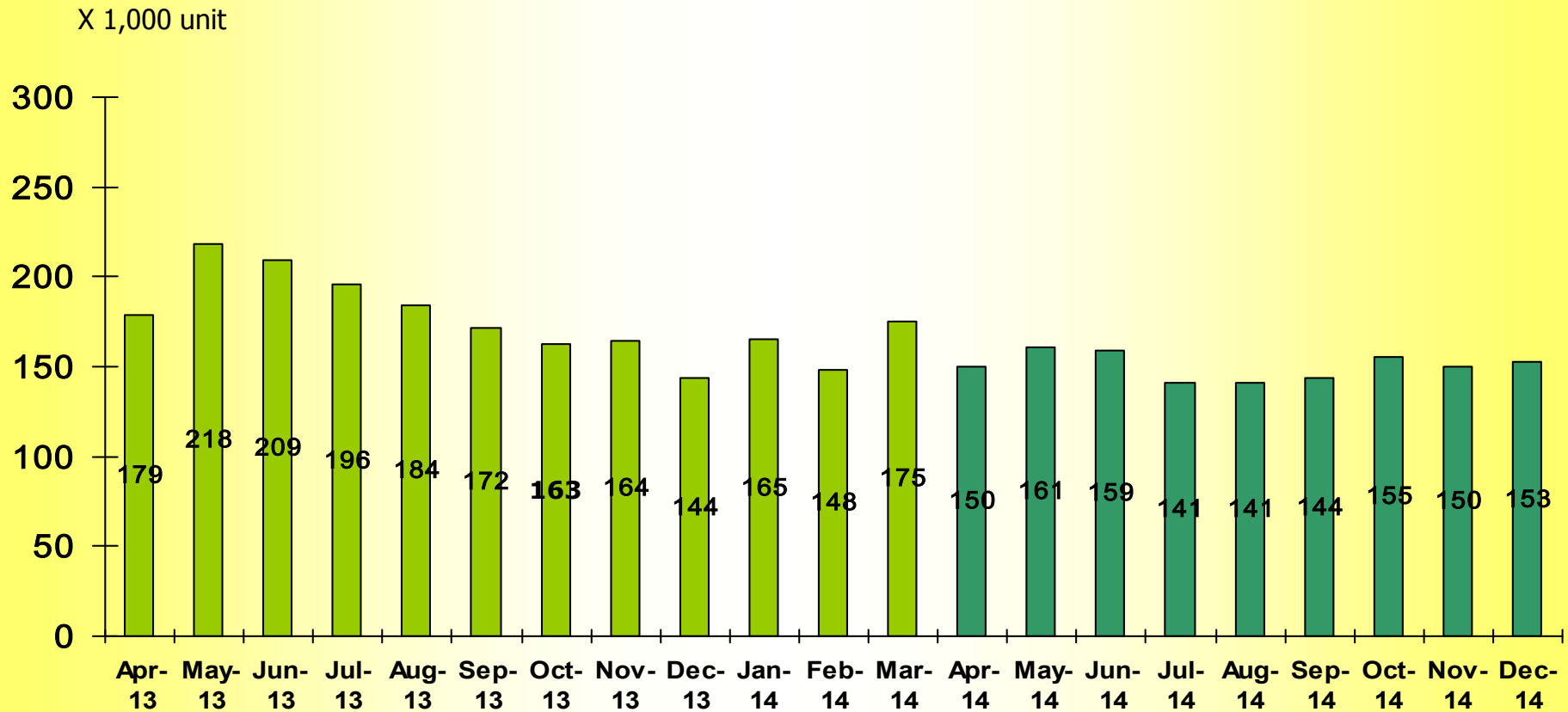
## 2W Production (October - December 2014)

X 1,000 unit



Source: The Federation of Thai Industries

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



Source: The Federation of Thai Industries

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## Balance Sheet

The Equity Method	31 December 2014 (MB)	31 March 2014 (MB)	Change (%)
Current Assets	5,485.26	5,261.97	4.24
Total Assets	12,773.34	12,506.08	2.14
Current Liabilities	1,425.53	1,484.28	(3.96)
Total Liabilities	1,615.98	1,674.24	(3.48)
Shareholders' Equity	11,157.36	10,831.84	3.01
Total Liabilities and Shareholders' Equity	12,773.34	12,506.08	2.14

## Statement of Income

The Three Month Period

The Equity Method	31 December 2014 (MB)	31 December 2013 (MB)	Change (%)
Sales	2,343.07	2,460.50	(4.77)
Cost of sales	1,909.16	1,938.97	(1.54)
Gross Profit	433.91	521.53	(16.80)
Selling and Administrative expenses	186.98	183.61	1.84
Share of profit from investments in associates	53.15	41.23	28.91
Profit before income tax and Extra item ( Sold Plant Lamp4)	341.06	421.60	(19.10)
Net profit for the period	349.87	335.04	4.43

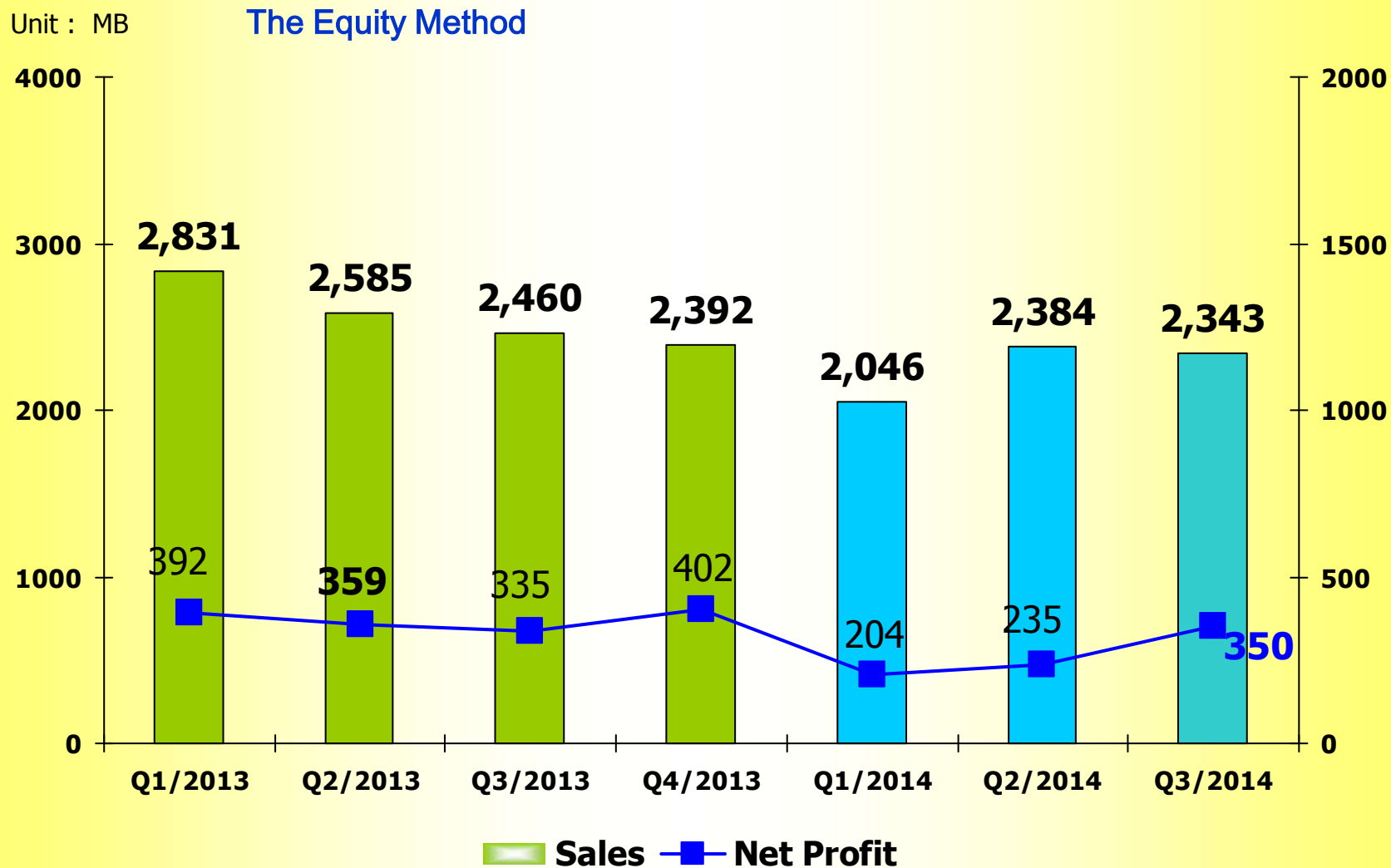
## Financial Statement – Statement of Income



### The Nine Month Period

The Equity Method	31 December 2014 (MB)	31 December 2013 (MB)	Change (%)
Sales	6,772.49	7,876.85	(14.02)
Cost of sales	5,614.53	6,220.99	(9.75)
Gross Profit	1,157.95	1,655.87	(30.07)
Selling and Administrative expenses	537.46	582.29	(7.70)
Share of profit from investments in associates	116.28	94.93	22.49
Profit before income tax	986.22	1,355.11	(27.22)
Net profit for the period	789.53	1,085.74	(27.28)

## Analysis by Quarterly



## Statement of Cash Flows

The Equity Method	31 December 2014 (MB)	31 December 2013 (MB)
Net Cash received from Operating Activities	1,256.99	1,829.46
Net Cash used in Investing Activities	(1,791.65)	(1,233.82)
Net cash used in financing activity	(459.06)	(517.19)
Net increase (decrease) cash / Cash equivalents	(993.73)	78.45
Cash / Cash equivalents at beginning of the period	2,667.17	1,706.83
Effects of Exchange rate changes	0.45	3.23
Cash / Cash equivalents at end of the period	1,673.90	1,788.51



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1. Market Trend – 2014 (October – December)
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**Head Lamp  
Fog Lamp**



**Rear Combination Lamp  
Reflex Reflector**

Head Combination Lamp



# Disclaimer



**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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