

**Business Overview**

Operates the business of manufacturing parts made from Aluminium and Zinc according to customers' specification by using High-Pressure Diecasting method or "HPDC" and Gravity. The Company also provides service of designing mould and then subcontract mould manufacturing companies to manufacture mould to be used in production of such parts by customers' specification.

Financial Statement

	9M23	9M22	2022	2021
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Income Statement (MB)

Revenues	577.08	527.14	717.66	651.25
Expenses	521.51	507.15	689.10	632.09
Net Profit (Loss)	44.21	14.77	21.80	13.50

Balance Sheet (MB)

Assets	537.00	511.83	513.67	500.64
Liabilities	291.02	310.45	305.25	313.81
Shareholders' Equity	245.98	201.38	208.42	186.84

Cash Flow (MB)

Operating	38.89	58.53	80.12	0.71
Investing	-6.39	-7.85	-39.90	-6.46
Financing	-7.88	-50.54	-44.09	3.52

Financial Ratio

EPS (Baht)	0.14	0.05	0.07	0.04
GP Margin (%)	19.02	12.96	13.47	13.36
NP Margin (%)	7.66	2.80	3.04	2.07
D/E Ratio (x)	1.18	1.54	1.46	1.68
ROE (%)	22.91	9.09	11.03	7.50
ROA (%)	12.23	4.46	5.63	4.10

Business Plan

-Apply technology and innovation to be utilized in production line in order to increase the efficiency of production line to be up dat
-The supervision of cost to enable the competitions domestic and international
-As of year 2024, we do not have any additional investment as we would like to produce in fullest capacity at this moment

Sustainable Development Plan

Continuous development in all areas and using various strategies to improve the Company's performance.

Business Highlight

To become the experts in all metal diecasting, resulting in different kinds of products. The Company can provide a variety of molds to match the demands of the customers completely.

Performance and Analysis**Business Performance Summary**

In the 3rd quarter ended September 30, 2023 The Company had a net profit of baht 14.707 million, an increase from the previous year of baht 3.490 million or 31.11 %, with the following main factors:

1. Decreased revenue sales from the previous year about for (2.72%) mainly due to sales mold decrease but sale of part increase from previous year about for 4.14% due to sales increase from new customer and existing customer increased order volume.
2. Decrease in cost of raw material prices during the 3rd quarter of 2023 and compared to the 3rd quarter of 2022, the average purchase price of raw materials per quarter decreased by 5.05%.
From the operating results in this quarter increased from the previous year, which was caused by the main factors above The Company continues to improve quality and service including marketing strategies and continually research and develop new products to increase customer base and future sales. In terms of production cost the company will be increase production efficiency at full capacity and manage production resources for maximum efficiency

Key Milestones

2013 The Company trades its stocks for the first day in mai.

2015 The Extraordinary General Shareholder's Meeting (1st/2015) came to the resolution for allowing the increase in registered capital of 37.34 MB or 74,681,625 share, increasing the registered capital from 113 MB. to 150.34 MB. or the total 300,681,625 shares, at 0.50 Baht per share.

2018 The Company had changed the registered the capital since there had been an increase in investment. To the new amount of 199.39 MB. at 0.50 Baht per share.

2022 The Company's registered capital is 158.33 MB. The paid-in Capital of 158.33 MB. with the total of 316,662,232 shares

Risk Management Policy

- 1. Risks from relying on major customers** In 2021, there were 3 major customers accounting for 50% of the total of sales and services, which may affect the Company if the said customers were to relocate. The Company states dictates that the sales ratio per customer must not exceed 30% of the total sales in order to prevent any effects in case there are changes to the customers.
- 2. Risks from the fluctuation in the costs of raw materials** Diecasting requires Aluminum bar as the main material. In the parts, prices had fluctuated, and the Company had agreed with some customers to adjust the price of goods according to the price closely and plan the orders in advance to reduce the risks of materials shortages.
- 3. Risks from quality control** Products quality is a significant factor for the automobile industry that the manufacturers all pay attention to . Any errors may result in losing the customers or orders cancellation if the products are not up to standard. The Company, therefore, has regulated clear KPI regarding defects and has invested equipment to inspect and control the quality according to the standard set by the customer, resulting in the consumers' confident and trusts in the business under the international standards.

Recent Awards and Recognitions

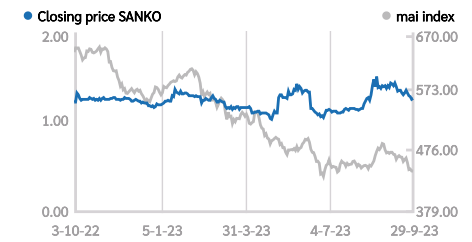
Outstanding Delivery & Quality 2016 – 2017 (Vibracoustic)
Certificate of Registration ISO 9001:2015

Revenue Structure

Revenue From Operations 99%
Other Income 1%

Stock Information

mai / INDUS



as of 29/09/23	SANKO	INDUS	mai
P/E (X)	8.55	54.53	109.70
P/BV (X)	1.77	1.37	2.40
Dividend yield (%)	1.63	3.00	1.47

	29/09/23	30/12/22	30/12/21
Market Cap (MB)	408.49	389.49	536.87
Price (B/Share)	1.29	1.23	1.74
P/E (X)	8.55	22.24	125.41
P/BV (X)	1.77	1.93	2.92

CG Report:

**Major Shareholders**

as of 31/10/2023



- THAI INDUSTRIAL PARTS LTD. (16.30%)
- MS. NANA PATAMAVORAKULCHAI (14.53%)
- MR. PIRA PATAMAVORAKULCHAI (14.49%)
- PSG CORPORATION PLC. (10.49%)
- MR. PEE PATAMAVORAKULCHAI (5.91%)
- Others (38.28%)

Company Information and Contact

<http://www.sankothai.net>



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Other Trading Info. :
https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=SANKO

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