



Sanko Diecasting (Thailand) Public Company Limited. บริษัท ชังโก ไดคาสติ้ง (ประเทศไทย) จำกัด(มหาชน)

Factory:Rojana Industrial Park Rayong , 3/14 Moo 2, T. Nongbua A. BankhaiRayong 21120 Tel : 033-010701-6 Fax : 033-010707

Ref. Tor Lor. 00202/66

February 23, 2023

Subject: Management Discussion and Analysis for the Year Ended December 31, 2022

To: Managing Director of the Stock Exchange of Thailand

We, Sanko Diecasting (Thailand) Public Company Limited would like to report the year operating result of the Company for the 4<sup>th</sup> quarter ended December 31, 2022 and Fiscal year 2022 as follows.

Overview of the company's operating results for the quarter ended December 31,2022 compared to the quarter ended December 31,2021, there are significant matters which can be summarized as follows.

Unit : Thousand Baht	Q4/22	Q4/21	Change +/- (%)	FY2022	FY2021	Change +/- (%)
Revenue from Sales	189,970	171,202	+10.96%	709,813	641,068	+10.72%
Cost of Sales	161,708	153,645	+5.25%	614,175	555,816	+10.50%
Gross Profit	28,262	17,557	+60.97%	95,638	85,252	+12.18%
Selling & Admin Expenses	20,239	18,226	+11.04%	74,923	76,277	-1.78%
Others Income	2,904	2,113	+37.44%	6,870	6,497	+5.74%
Operating Profit (EBIT)	10,927	1,444	+656.72%	27,585	15,472	+78.29%
Net Profit	7,036	2,747	+156.13%	22,015	13,504	+63.03%

#### Performance analysis description

In the 4th quarter ended December 31, 2022. The Company had a net profit of baht 6.98 million, an increase from the previous year of baht 4.29 million or 156.13%, with the following main factors:

1. Increased revenue sales from the previous year about for 10.96% mainly due to the company's sales increase from new customer and existing customer increased order volume.
2. Decrease in cost of raw material prices during the 4th quarter of 2022 and compared to the 4th quarter of 2021, the average purchase price of raw materials per quarter decreased by 18.16%.

FY 2022, The company had a net profit of baht 22.01 million, an increase from the year 2021 of baht 8.51 million or 63.03% was mainly due to an increase in sales volume.



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## Executive Summary

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

Please be informed accordingly.

Regards,

(Mr. Rattawat Suksaichol)  
Chief Executive Officer