

Q3/2024 Performance

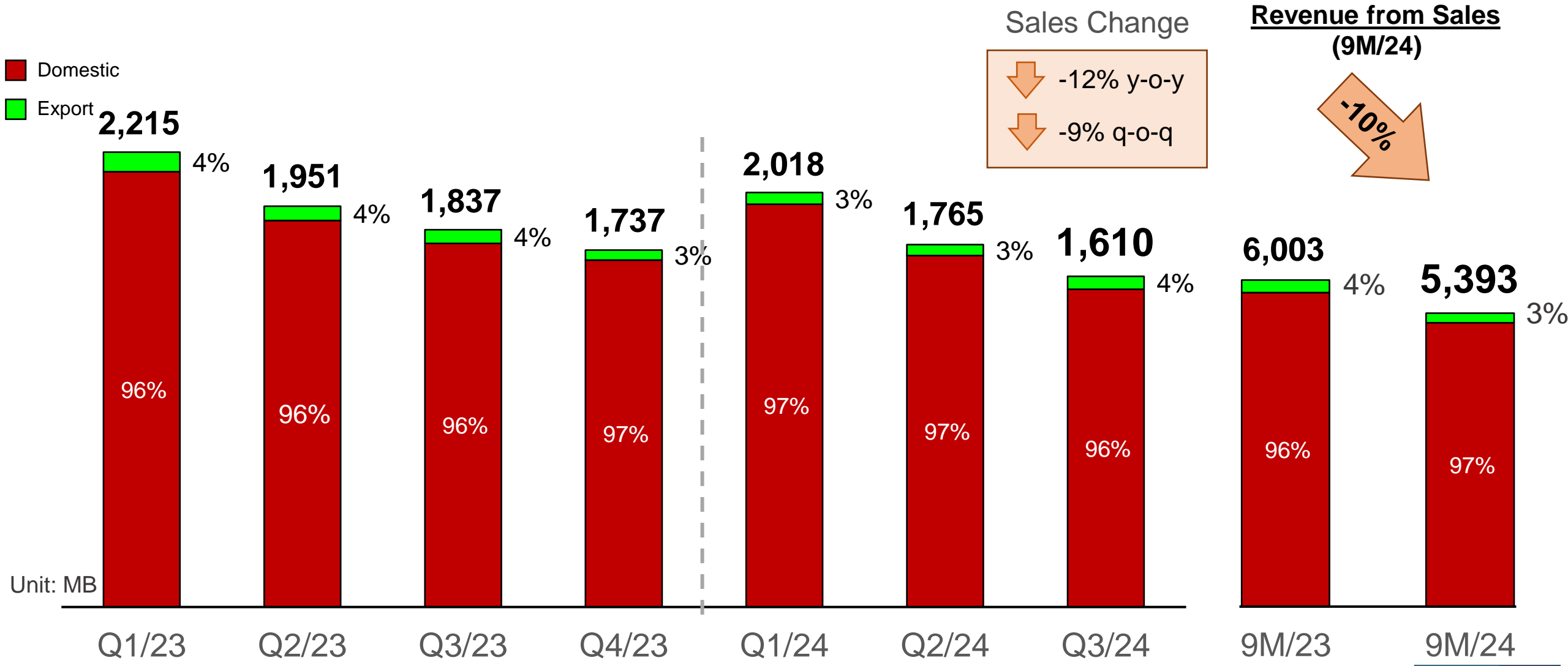
Dynasty Ceramic Public Company Limited

Agenda

1. Performance
2. Financial Updates

Revenue from Sales

Q3/24 total revenue: decreased -12% y-o-y and decreased -9% q-o-q



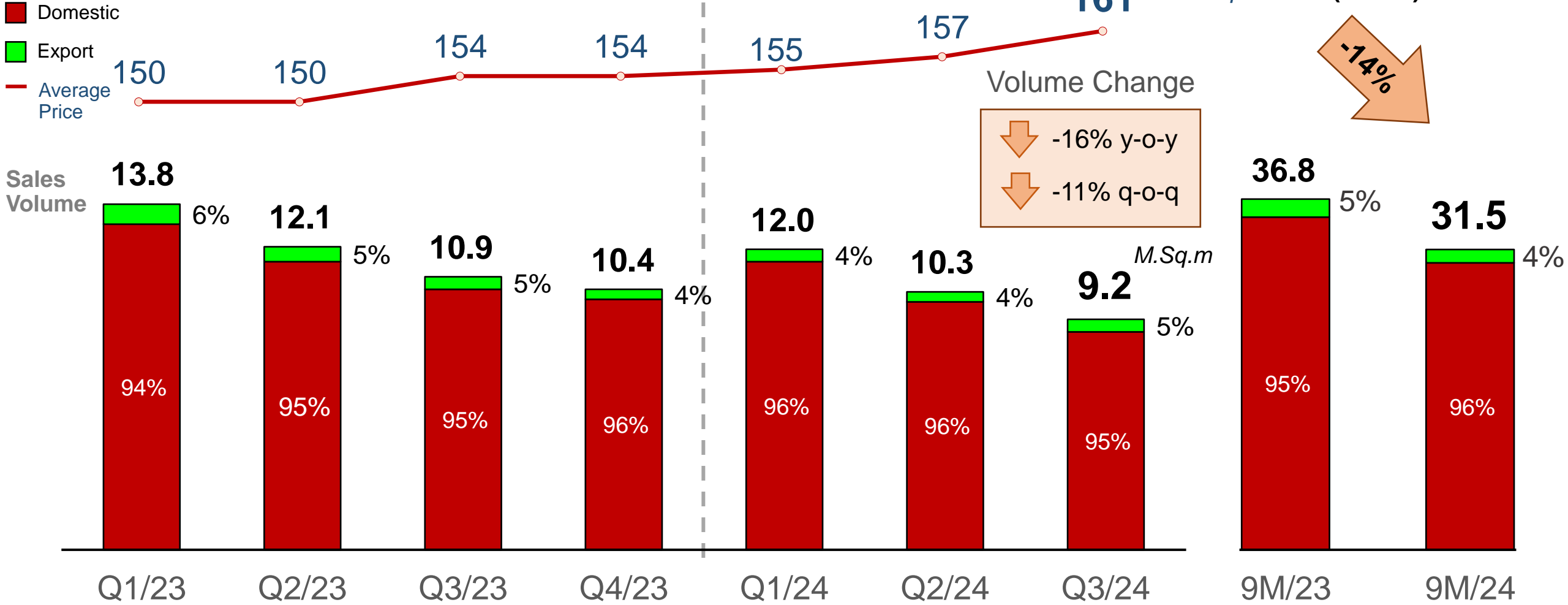
Unit: MB

Sales Volume Portion by Segment

Q3/24 sales volume: decreased -16% y-o-y and decreased -11% q-o-q while average price increased +5% y-o-y and +3% q-o-q

ASP. Change

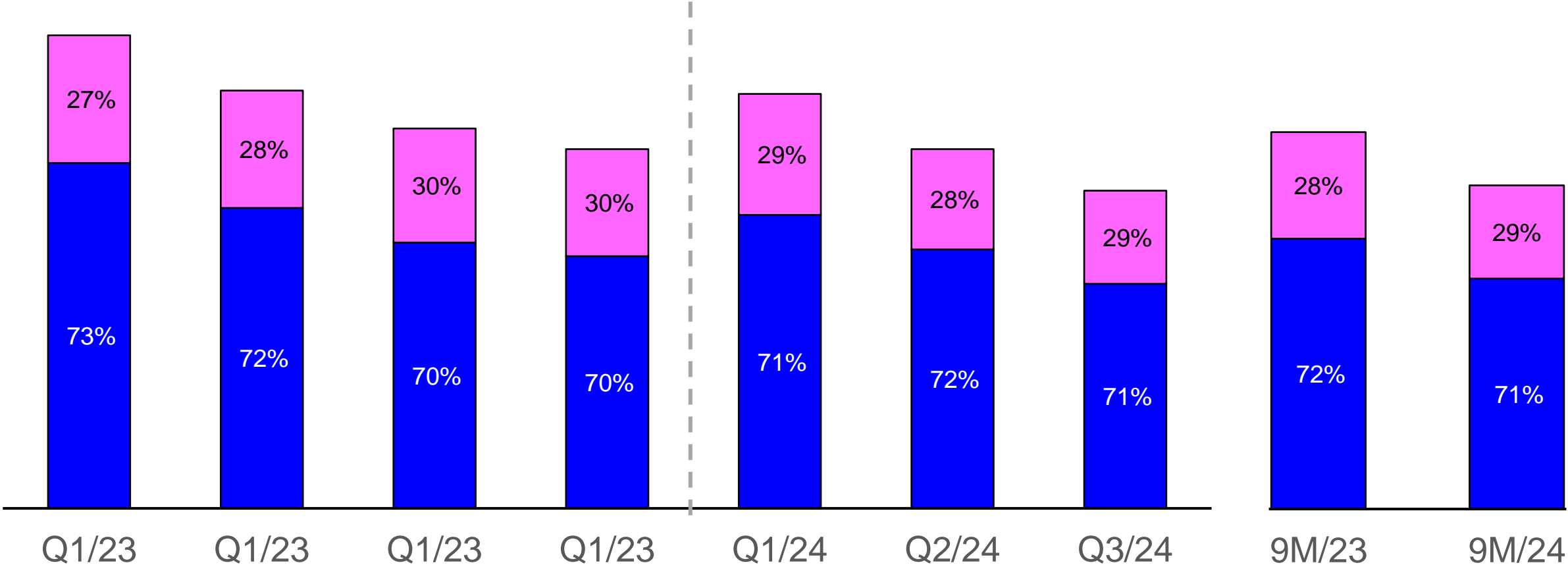
- ↑ +5% y-o-y
- ↑ +3% q-o-q



Remark: Only Ceramic and Porcelain Tiles

Sales Volume Portion by Segment

■ Mass-Medium
■ Medium-High



Remark:

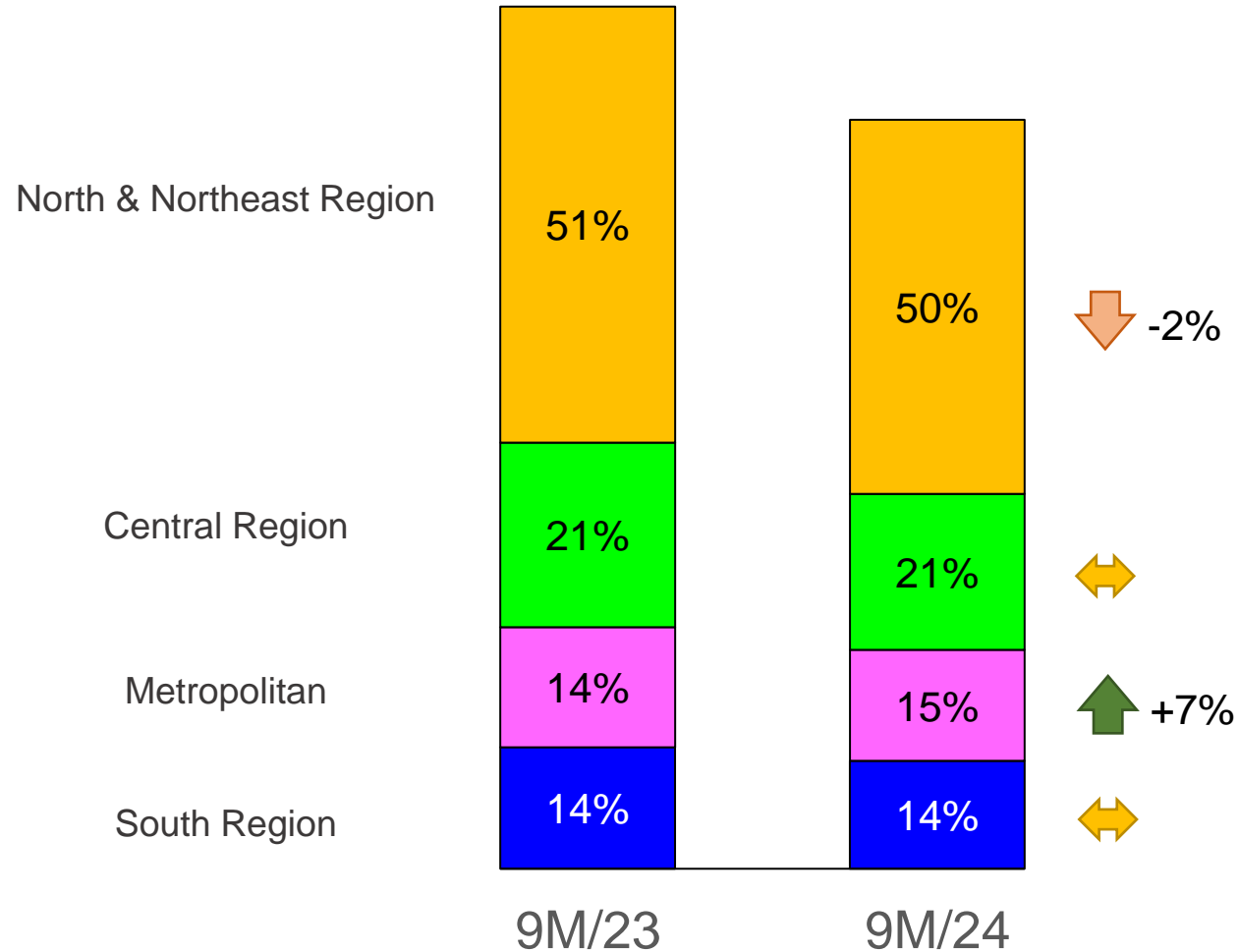
(1) Definition of segmentation

Medium – High : Floor Tile (Big size : 60 X 60 cm., 60 X 120 cm.) , Porcelain (60 X 60 cm., 60 X 120 cm., 30 X 60 cm.)
 Wall Tile (Big size : 30 X 50 cm.)

Mass – Medium : Floor Tile (Small size) , Wall Tile (Small size)

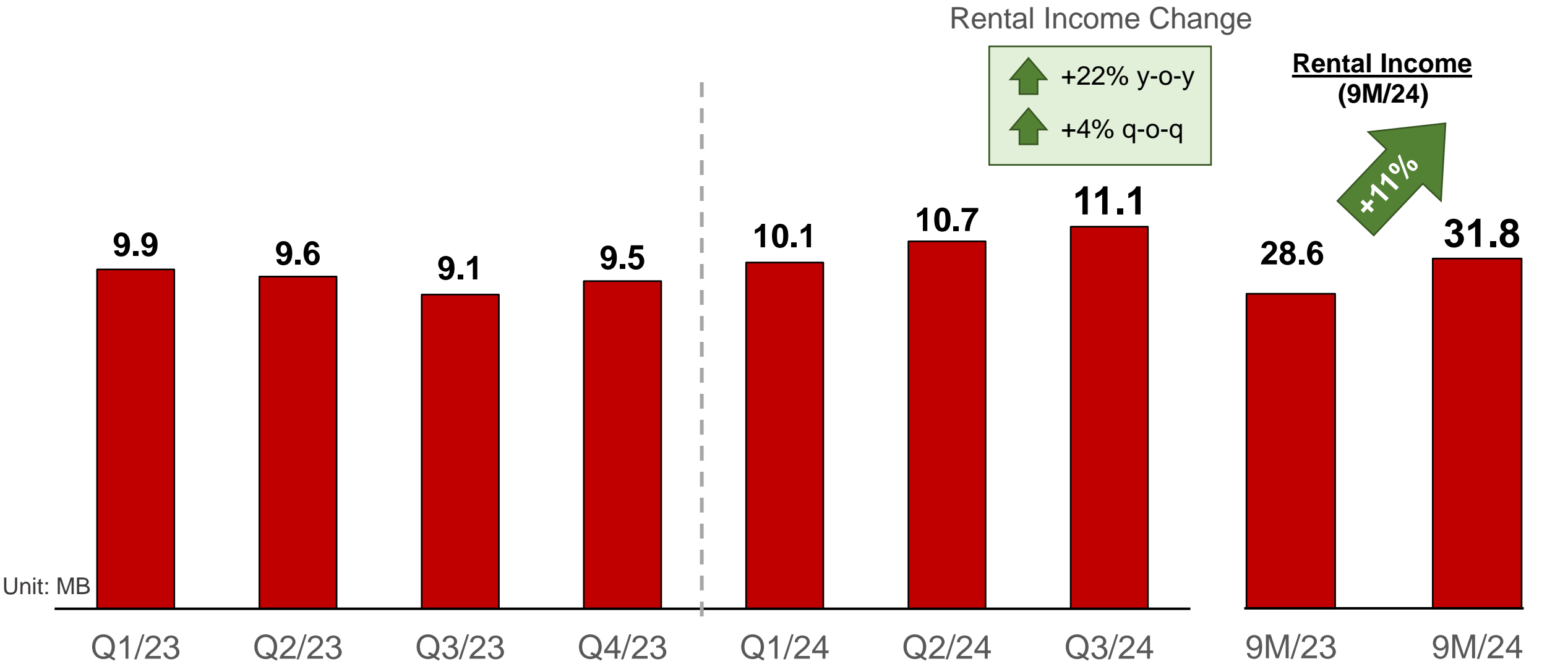
Domestic Sales volume by region

Sales Volume portion



Rental Income

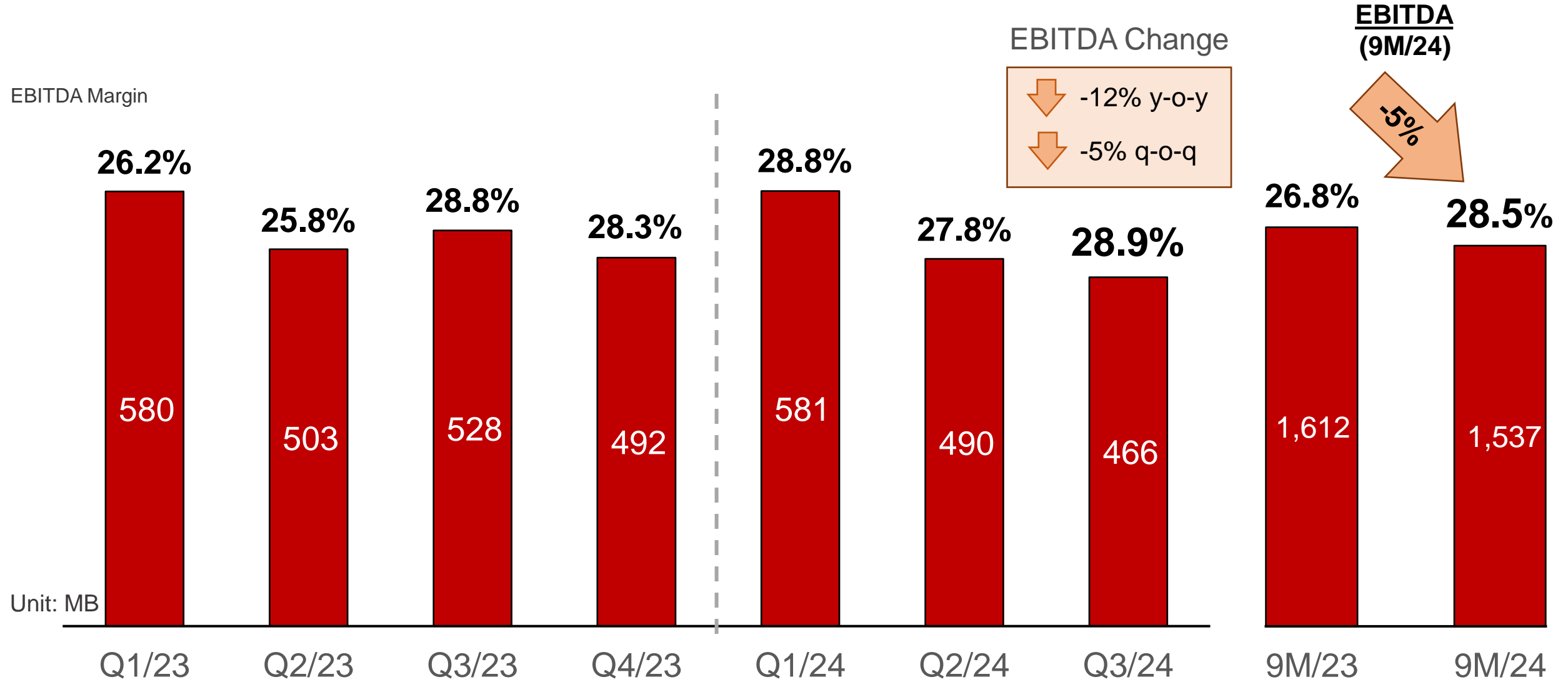
Q3/24 Rental Income: increased +22% y-o-y and increased +4% q-o-q.



Unit: MB

EBITDA

Q3/24 EBITDA: decreased -12% y-o-y and decreased -5% q-o-q



Profit for the Period

Profit for the period Q3/24 : decreased -16% y-o-y and decreased -8% q-o-q

**Net Profit
(9M/24)**

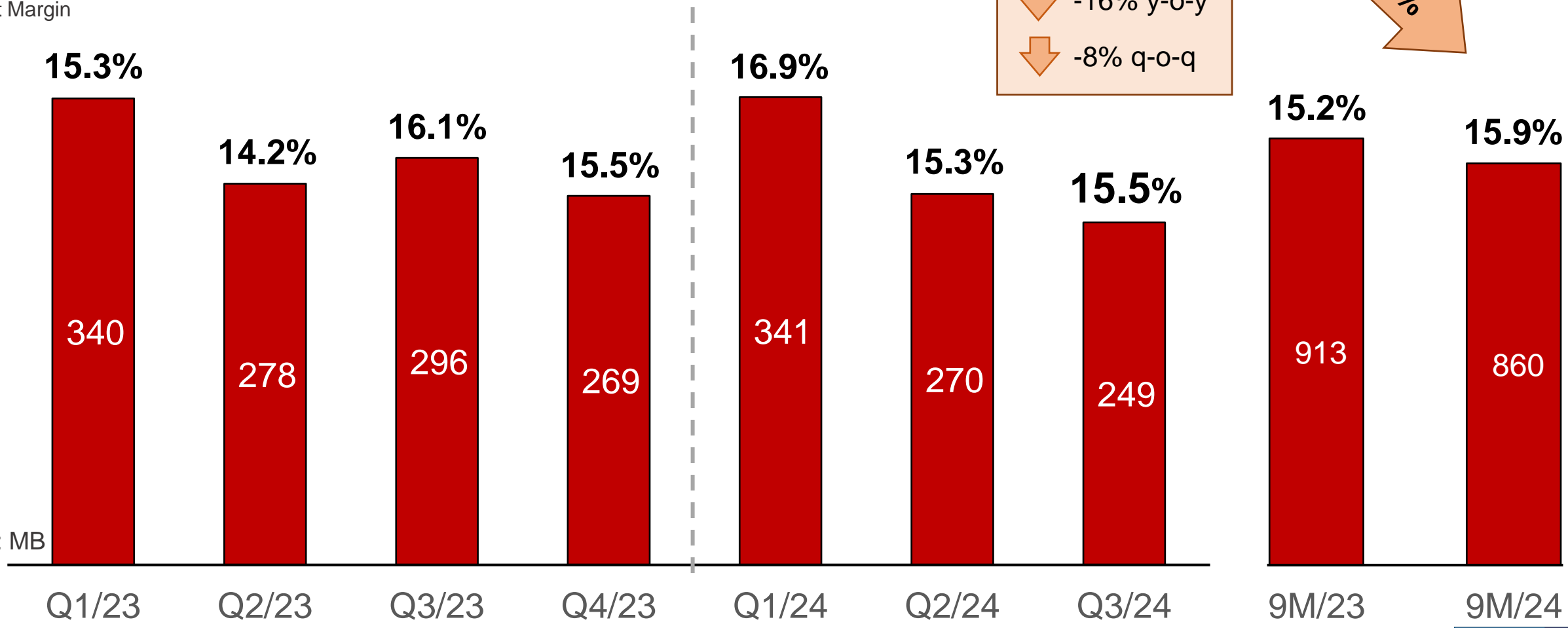
Net Profit Change

↓ -16% y-o-y
↓ -8% q-o-q

↓ -6%

Profit Margin

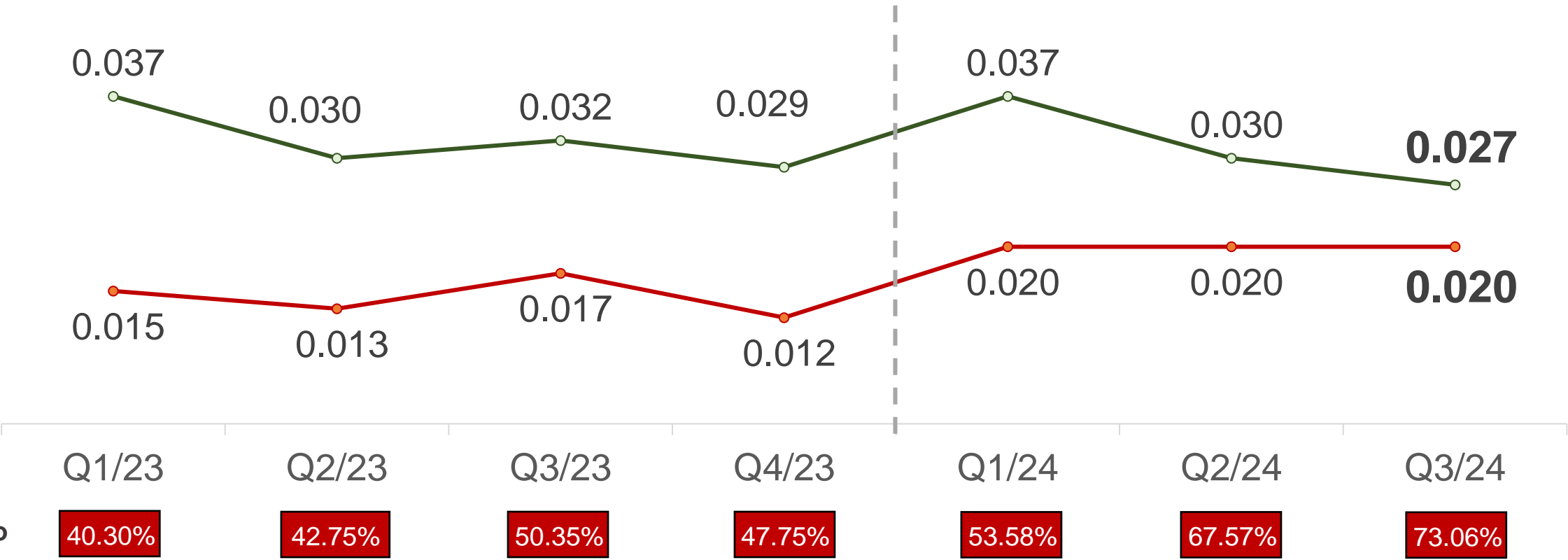
Unit: MB



Earnings Per Share and Dividend Per Share

Q3/24 dividend per share: increased +18% y-o-y and remain the same with last quarter

■ Dividend Per Share
■ Earning Per Share



Operating Variable Cost

Q3/24 operating variable cost: increased +4% y-o-y and decreased -1% q-o-q

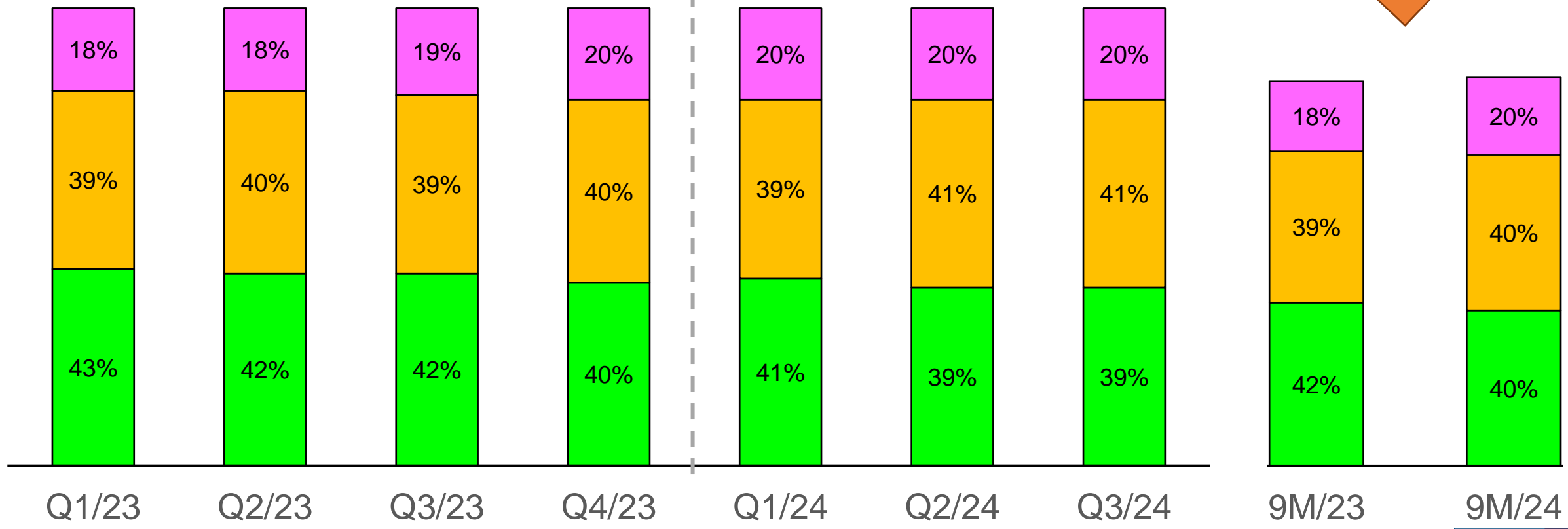
- Raw Material Cost
- Energy Cost
- Assign Cost

Operating Variable Cost Change

↓ +4% y-o-y

↑ -1% q-o-q

Operating Variable Cost (9M/24)



Agenda

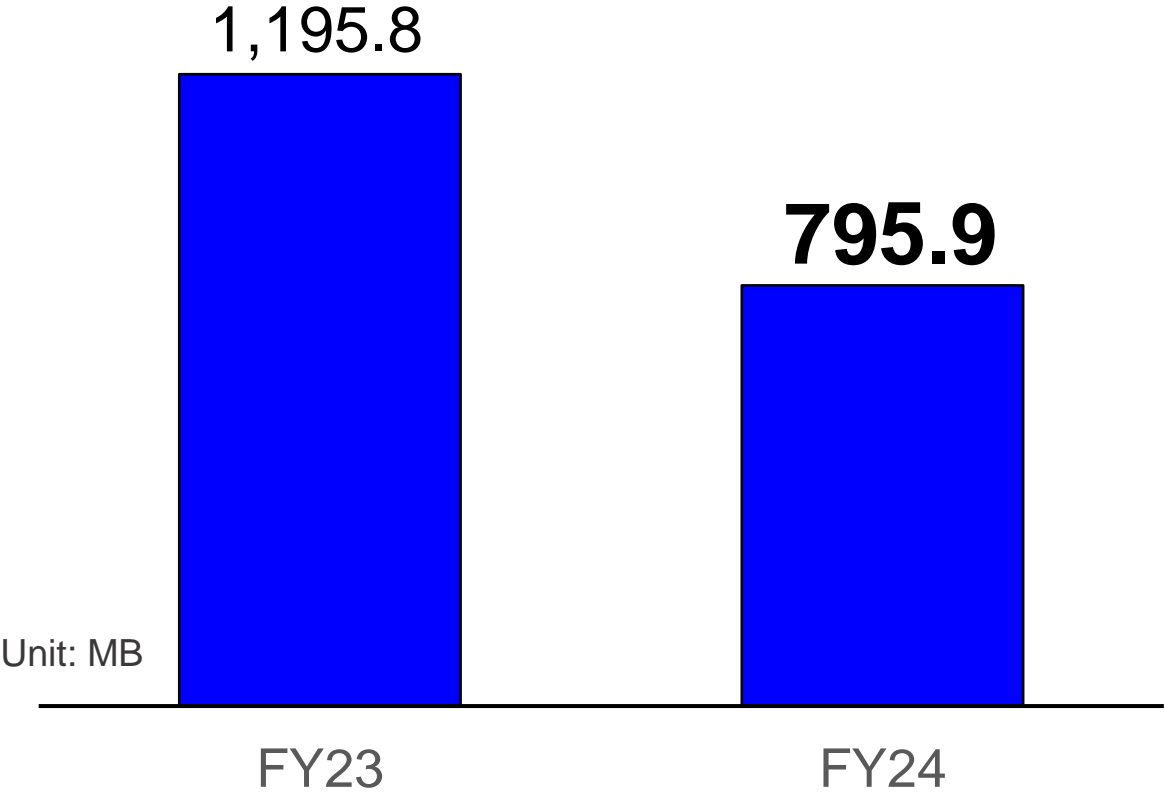
1. Market Situation and Performance

2. Financial Updates

FY2024 CAPEX and Interest & Financial Cost

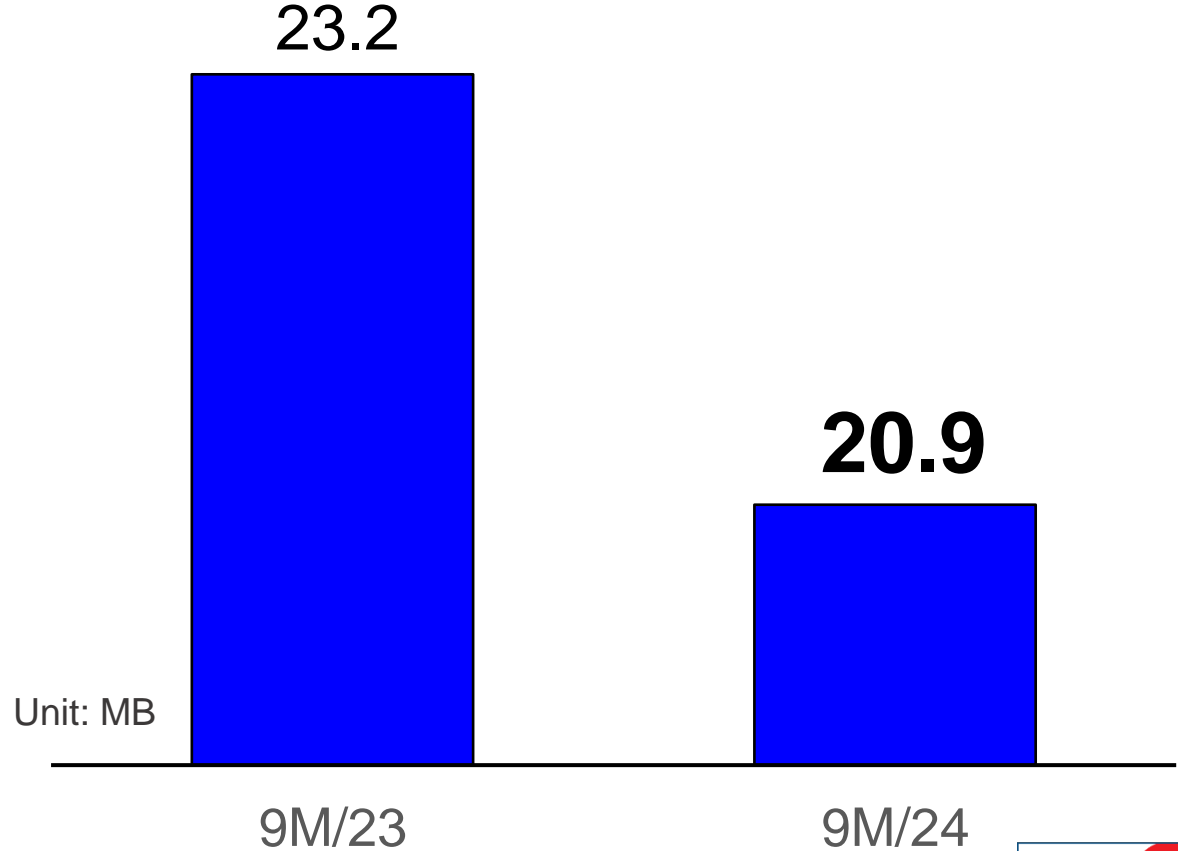
CAPEX

Amounted to 795.9 MB in FY24, mainly from land acquiring, new retail outlet construction, renovation of current outlet, production efficiency optimization and power consumption reduction projects.



Interest and Financial Cost

Amounted to 20.9 MB in 9M/24



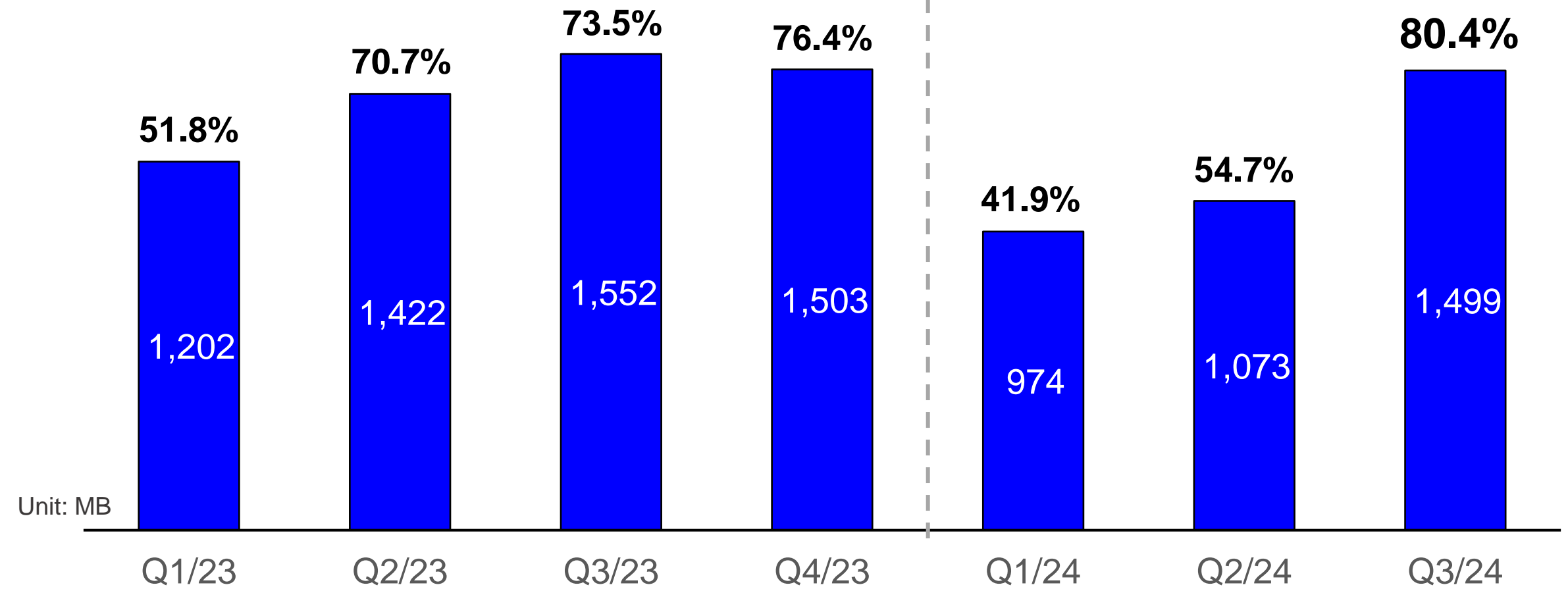
Net Debt

Q3/24 net debt: decreased -3% y-o-y while increased +40% q-o-q

Net Debt Change

- ↓ -3% y-o-y
- ↑ +40% q-o-q

Net debt on EBITDA

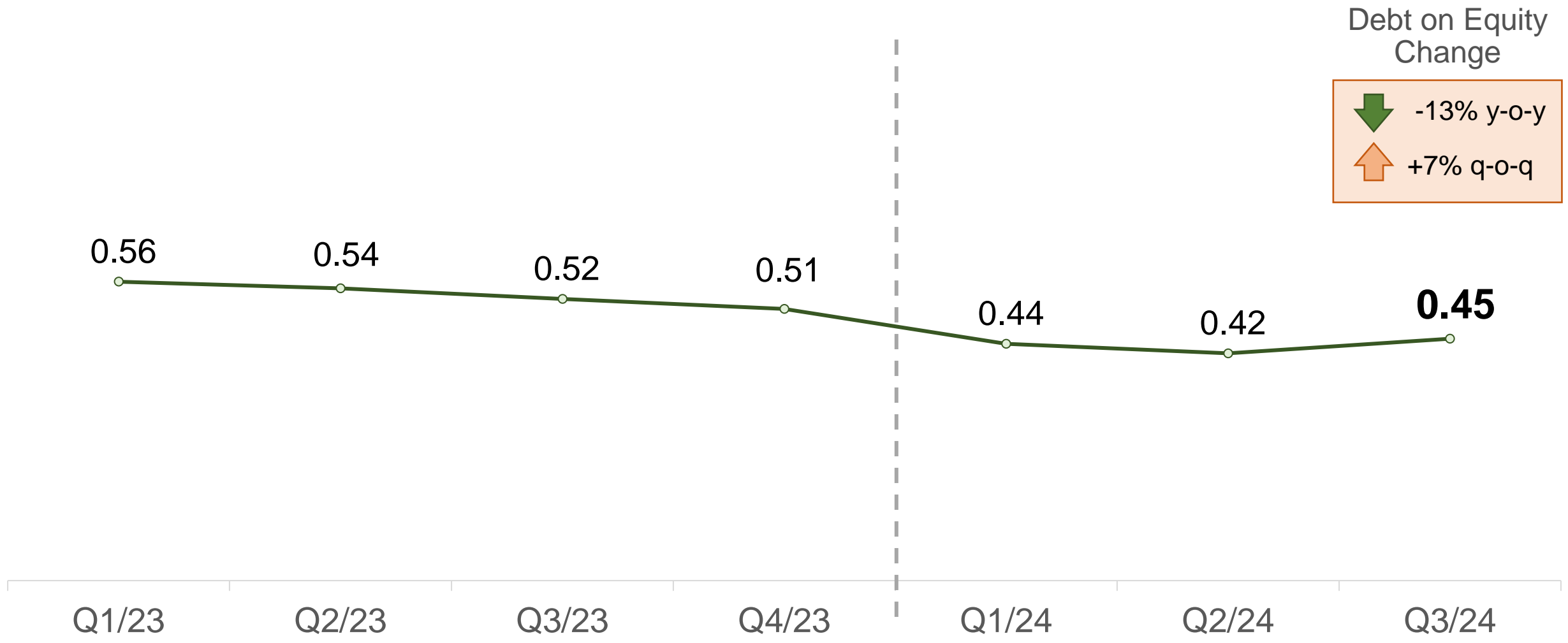


Unit: MB

Remark: Net debt on EBITDA = Net debt / Annualized EBITDA

Debt on Equity



Q3/24 debt on equity: decreased -13% y-o-y while increased +7% q-o-q



EBITDA on Assets and EBITDA Margin

Q3/24 EBITDA on Assets: decreased -13% y-o-y and decreased -8% q-o-q

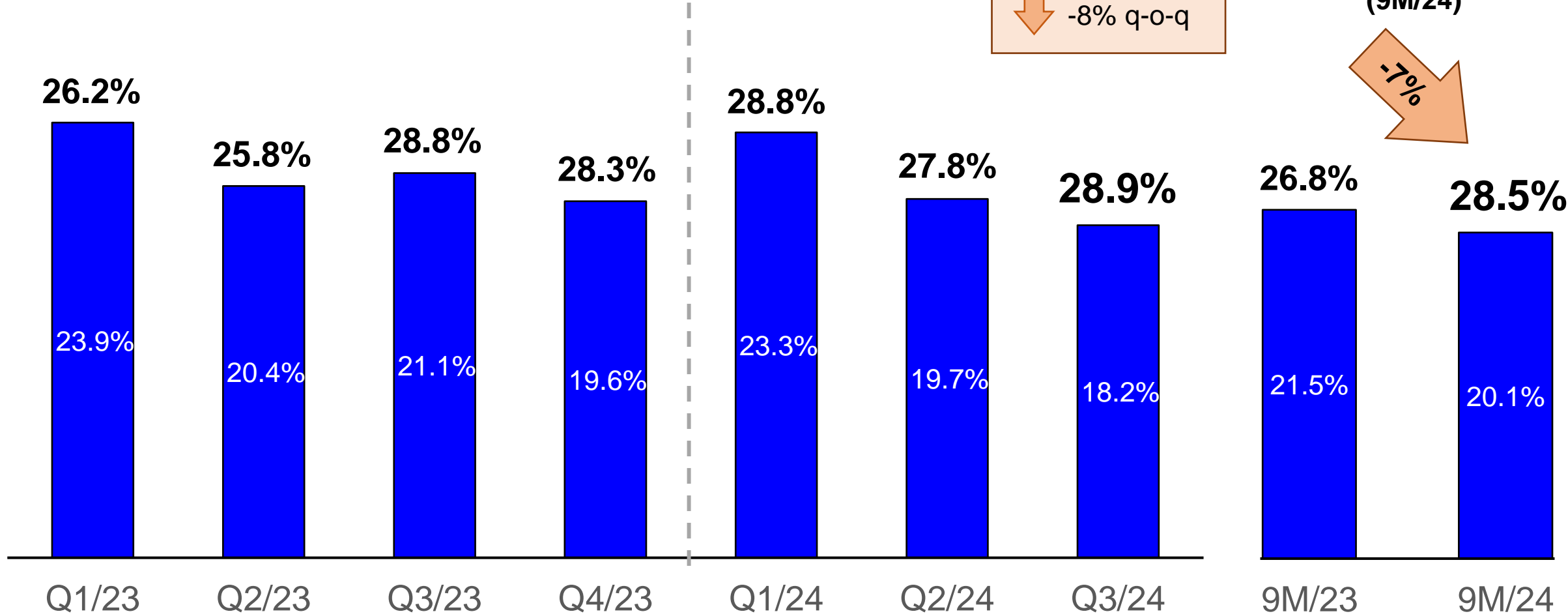
EBITDA on Asset Change

 -13% y-o-y
 -8% q-o-q

EBITDA on Asset (9M/24)

 -7%

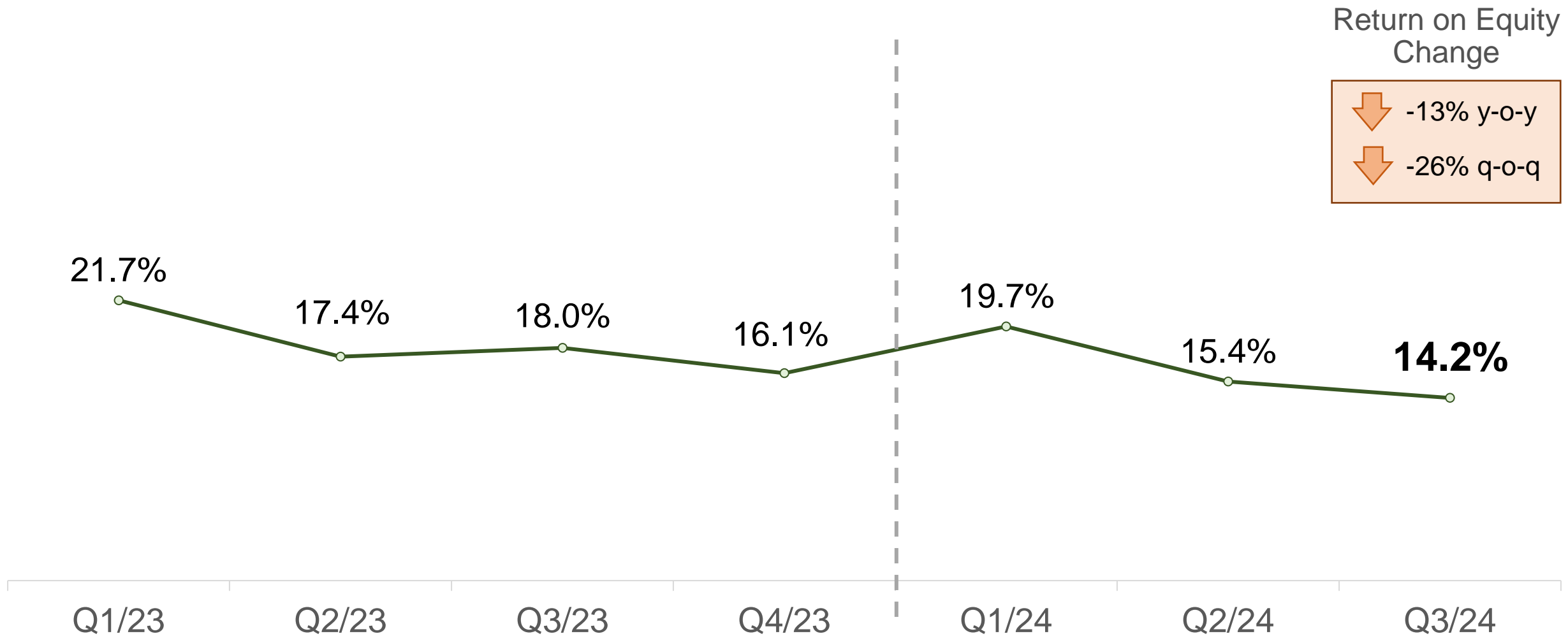
EBITDA Margin



Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets
 EBITDA margin = EBITDA / Consolidated sales

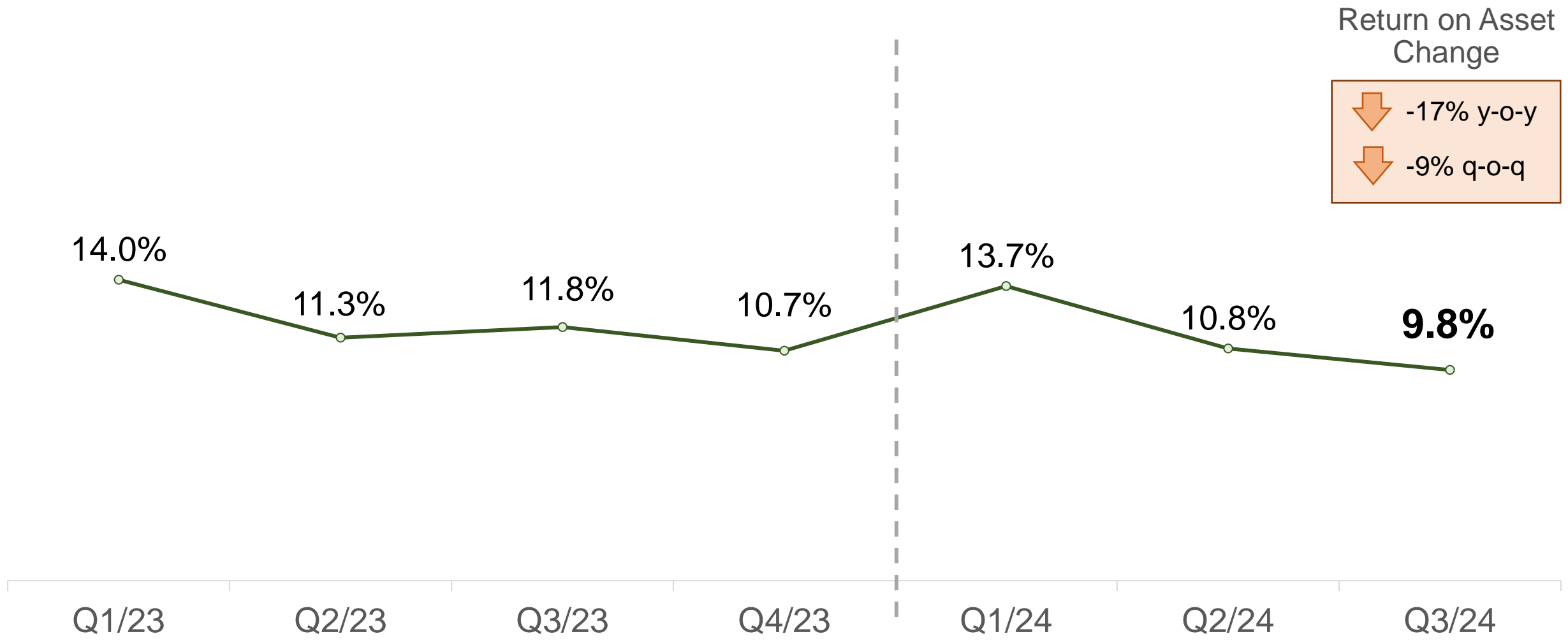
Return on Equity

Q3/24 return on equity decreased -13% y-o-y and decreased -26% q-o-q



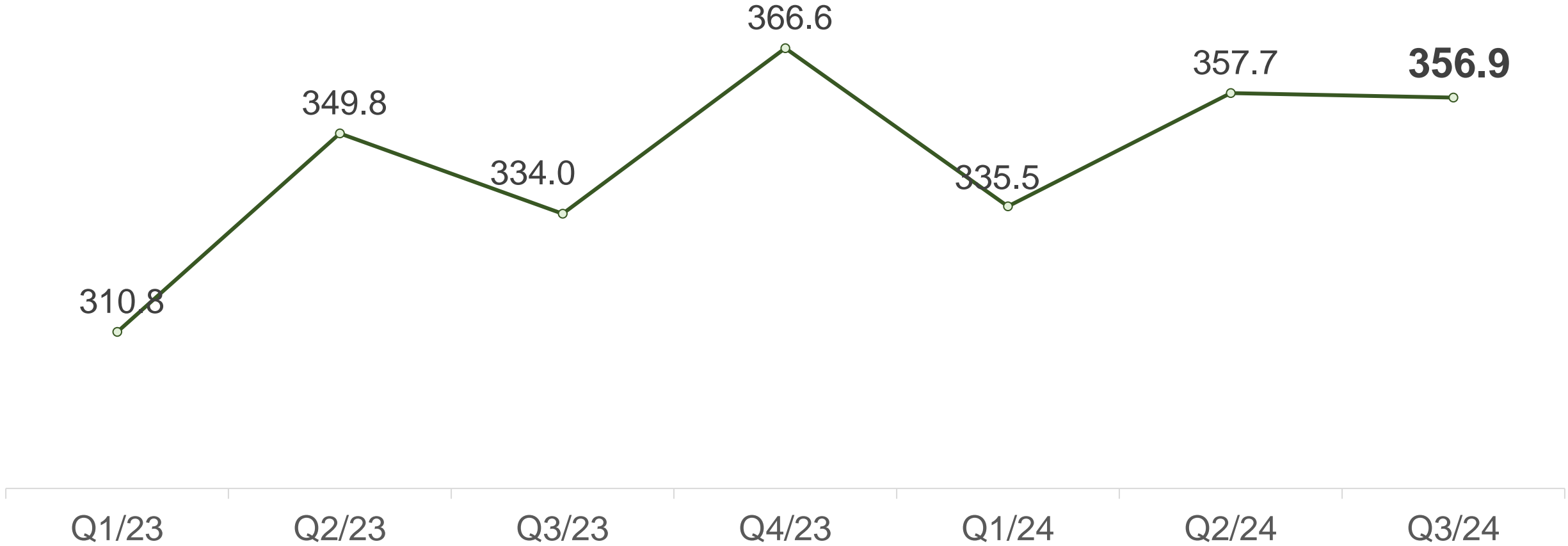
Return on Asset

Q3/24 return on asset decreased -17% y-o-y and decreased -9% q-o-q



Appendix – Natural Gas Price

Unit: Baht/MMTBU



Appendix – Diesel Price

Unit: Baht/Litre

34.44

32.40

31.70

29.94

29.94

31.72

32.94

Q1/23

Q2/23

Q3/23

Q4/23

Q1/24

Q2/24

Q3/24