

Q1/2021 Performance

Dynasty Ceramic Public Company Limited

Agenda

1. Market Situation and Performance

2. Financial Updates

3. Outlook

4. Company Updates

Market Situation

- The demand of ceramic tiles in Q1/2021 significantly increased from new housing and renovation projects. The real estate market started to recover from the COVID-19 pandemic.

Revenue from Sales

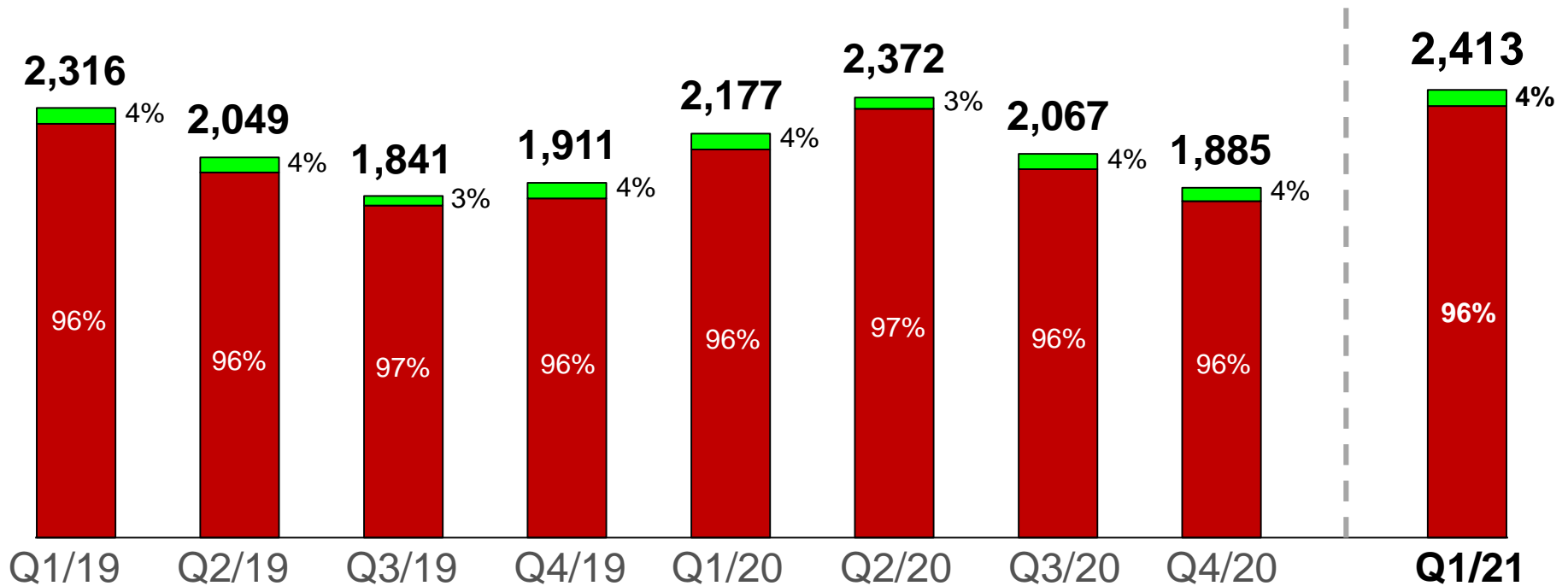
Q1/21 total revenue: increased +11% y-o-y and increased +28% q-o-q

■ Domestic

■ Export

Unit: MB

↑ +11% y-o-y
↑ +28% q-o-q

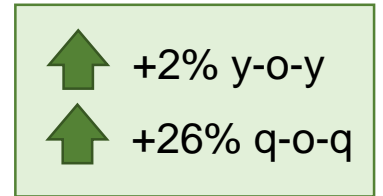


Sales Volume and Average Price

Q1/21 sales volume: increased +2% y-o-y and increased +26% q-o-q

- Domestic
- Export

Volume Change



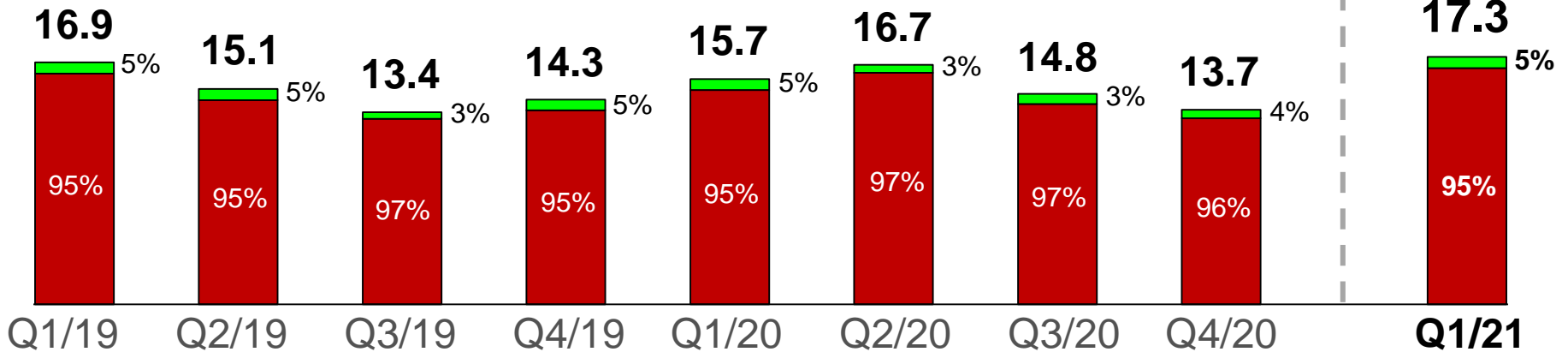
Average Price

Baht/Sq.m



Sales Volume

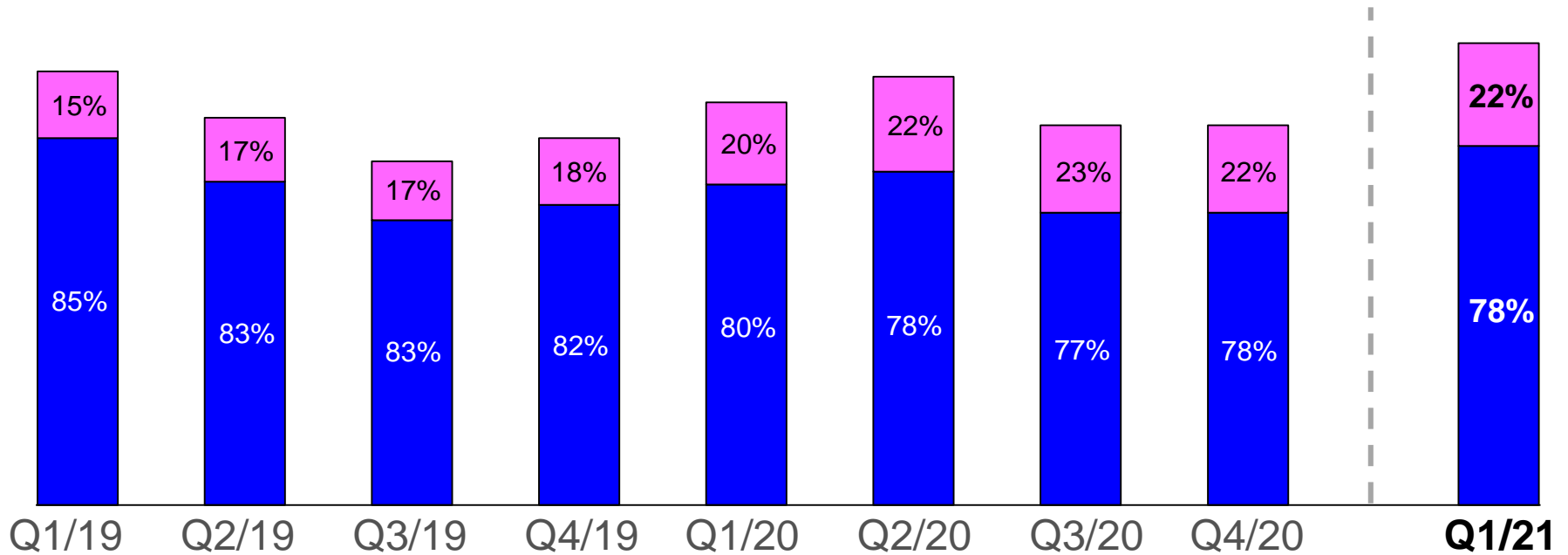
M.Sq.m.



Remark: Only Ceramic tiles

Sales Volume Portion by Segment

■ Mass-Medium
■ Medium-High



Remark:

(1) Definition of segmentation

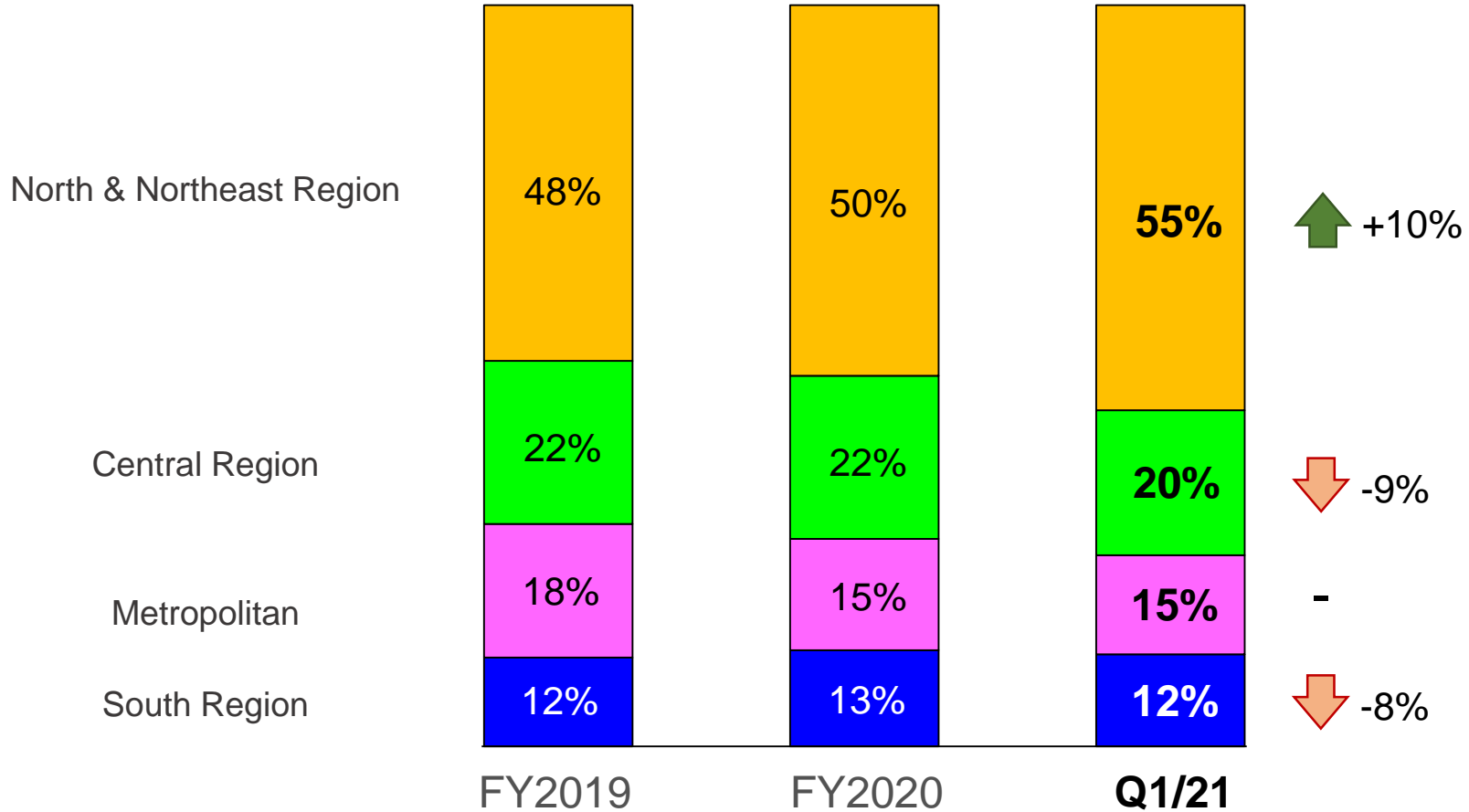
Medium – High : Floor Tile (Big size : 60 X 60 cm., 60 X 120 cm., 80 X 80 cm., 40 X 80 cm.) ,
Wall Tile (Big size : 30 cm. X 50 cm.)

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

(2) Only ceramic tiles

Domestic Sales volume by region

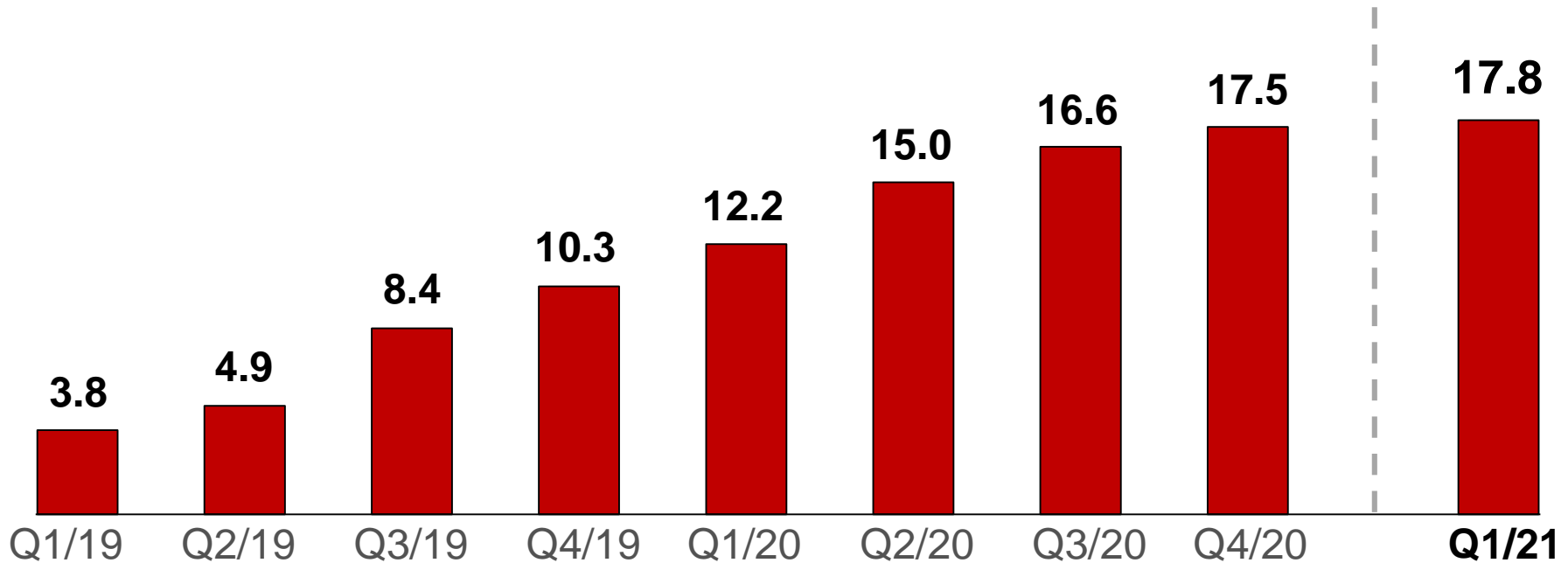
Sales Volume portion



Rental Income

Increased rental area to 90 nationwide outlets as of Q1/21, 90,000 sq.m. available space for rent.

Unit: MB



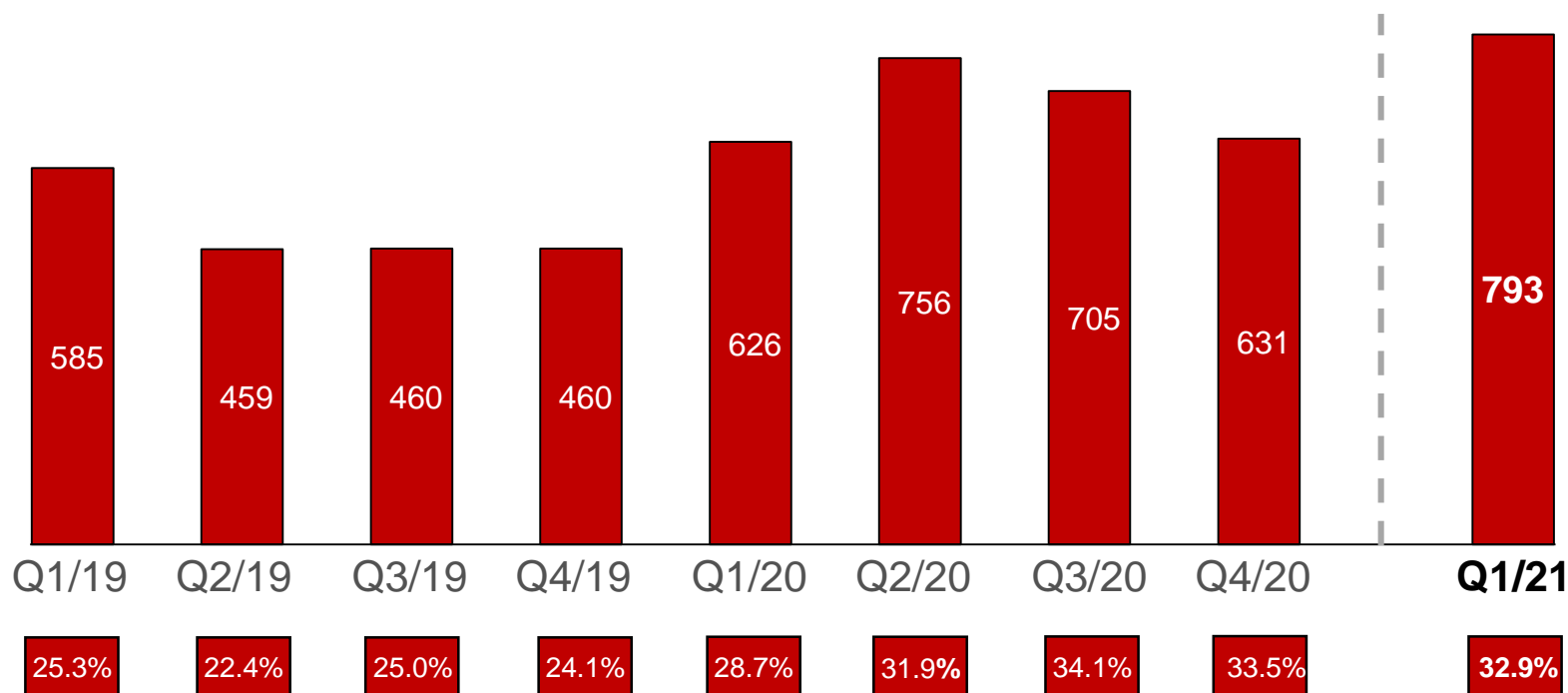
EDITDA

Q1/21 EBITDA: increased +27% y-o-y and increased +260% q-o-q

Unit: MB

EBITDA Change

↑ +27% y-o-y
↑ +26% q-o-q



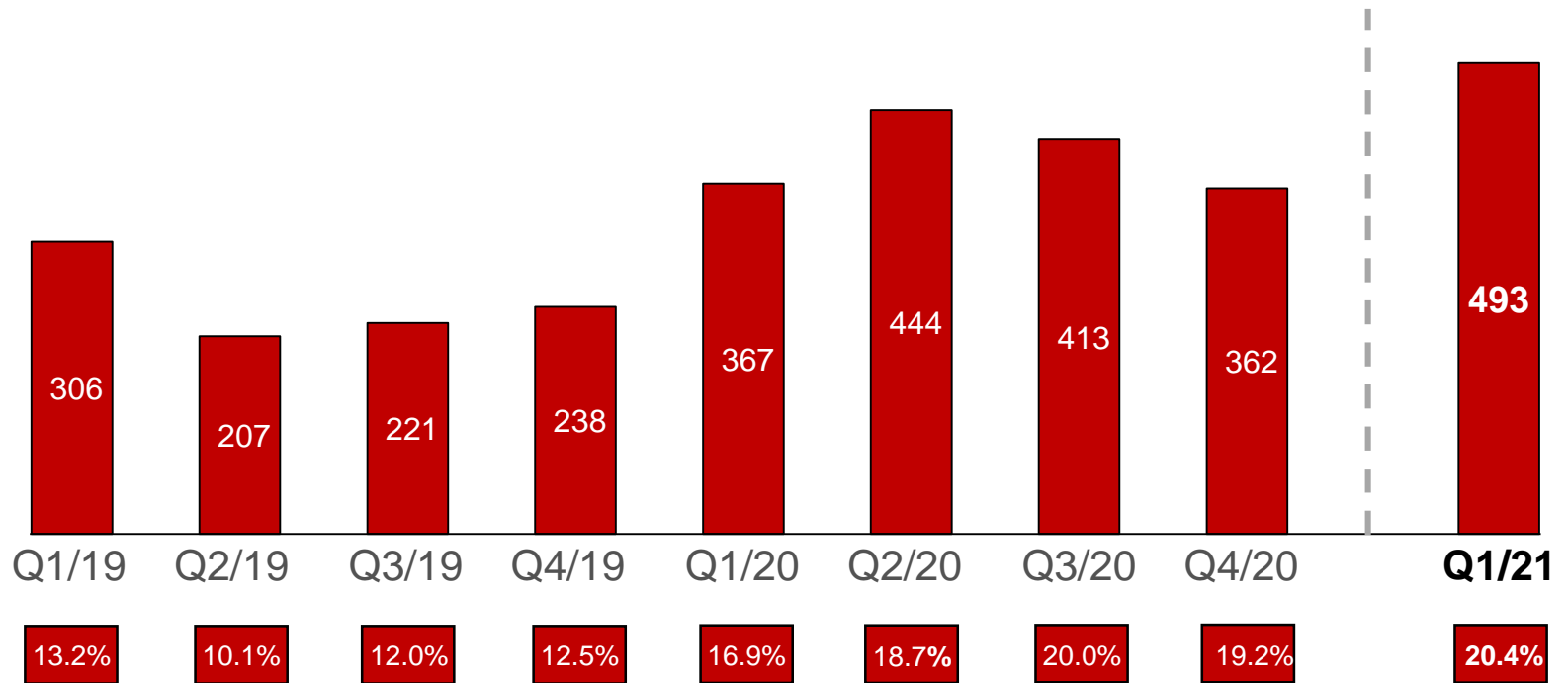
Profit for the Period

Profit for the period Q1/21: increased +34% y-o-y and increased +36% q-o-q

Unit: MB

Profit Change

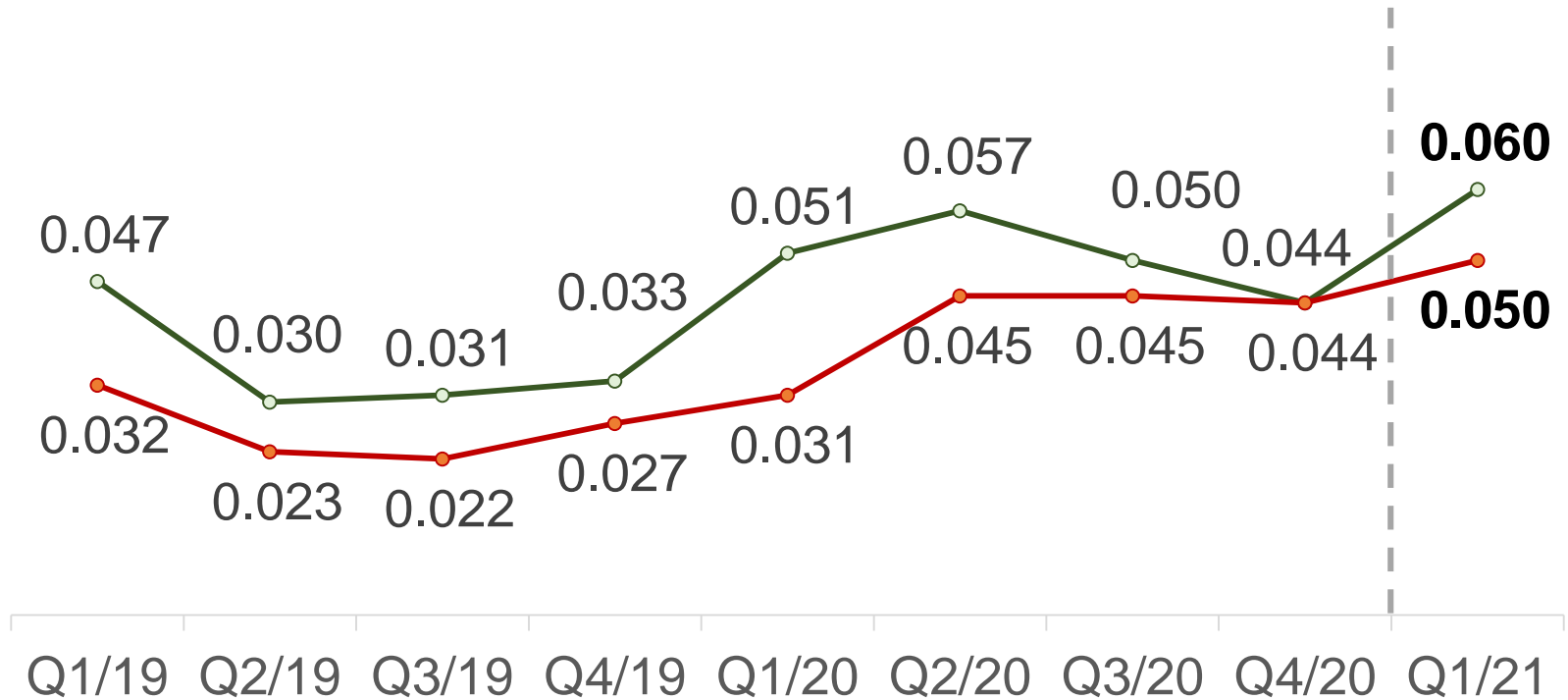
↑ +34% y-o-y
↑ +36% q-o-q



Earning Per Share and Dividend Per Share

Q1/21 dividend per share: increased +61% y-o-y and increased +14% q-o-q

- Dividend Per Share
- Earning Per Share



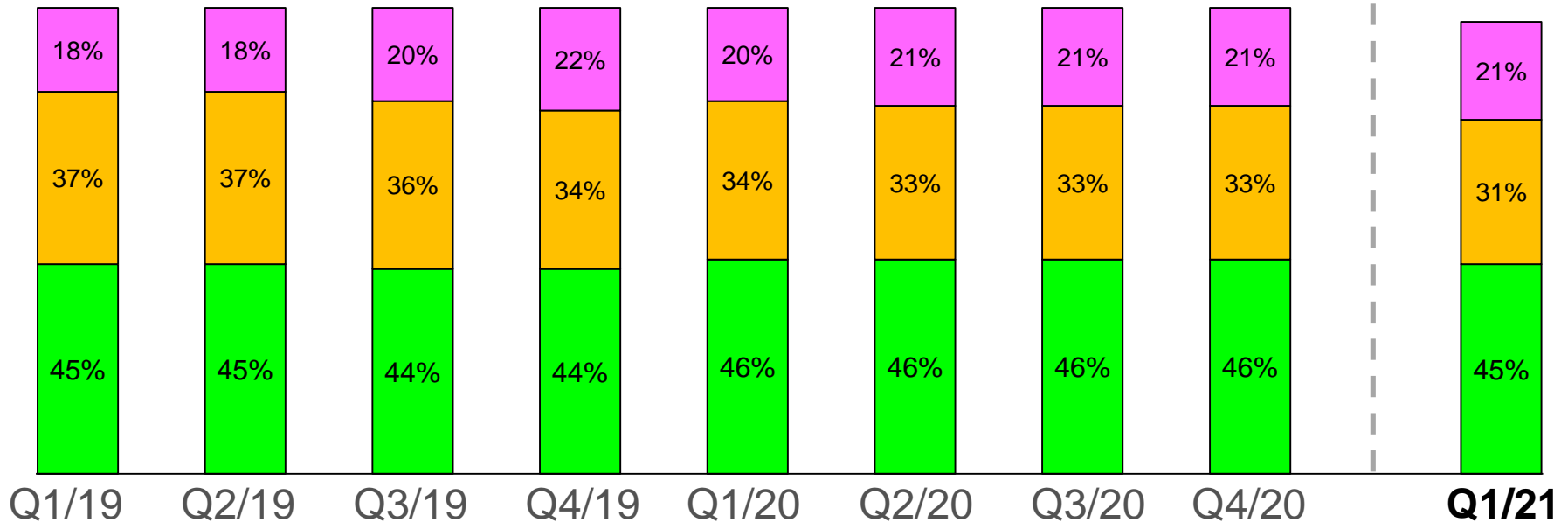
Payout Ratio	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21
	76.57%	80.34%	71.99%	81.69%	69.17%	83.20%	89.35%	99.86%	92.55%

Operating Variable Cost

Q1/21 operating variable cost: decreased -2% y-o-y and decreased -1% q-o-q

- Raw Material Cost
- Energy Cost
- Assign Cost

↓ - 2% y-o-y
↓ - 1% q-o-q



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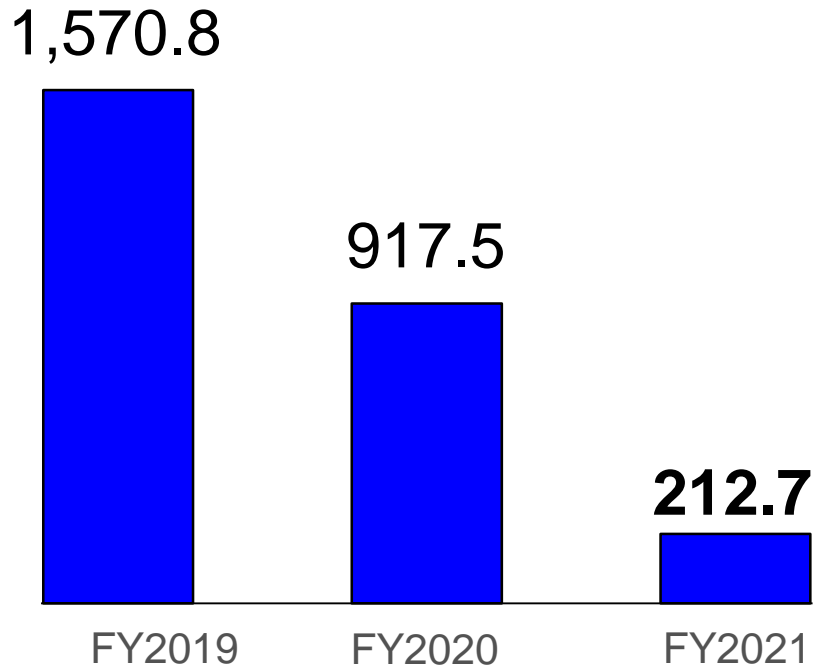
4. Company Updates

FY2021 CAPEX and Interest & Financial Cost

CAPEX

Amounted to 212.7MB in FY2021, mainly from retail outlet expansion and renovation and production expansion projects.

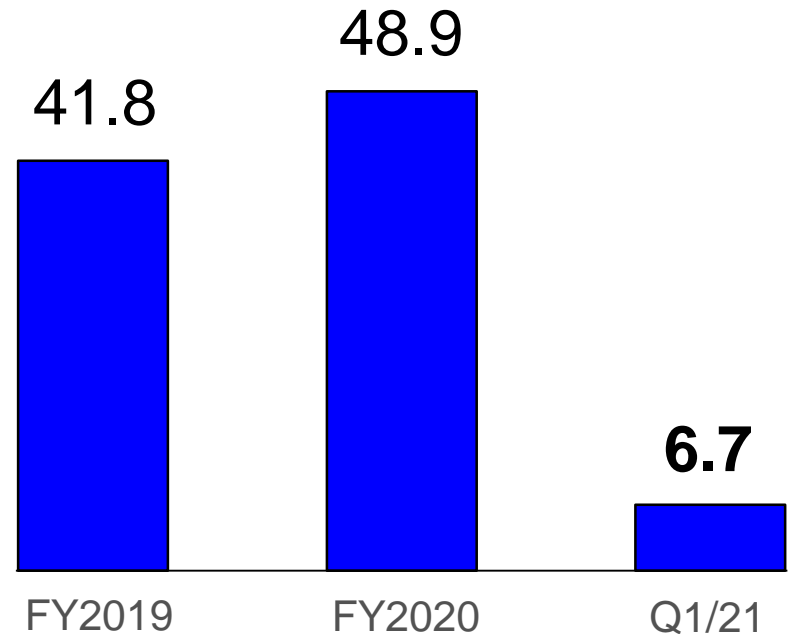
Unit: MB



Interest and Financial Cost

Amounted to 6.7 MB in Q1/21

Unit: MB

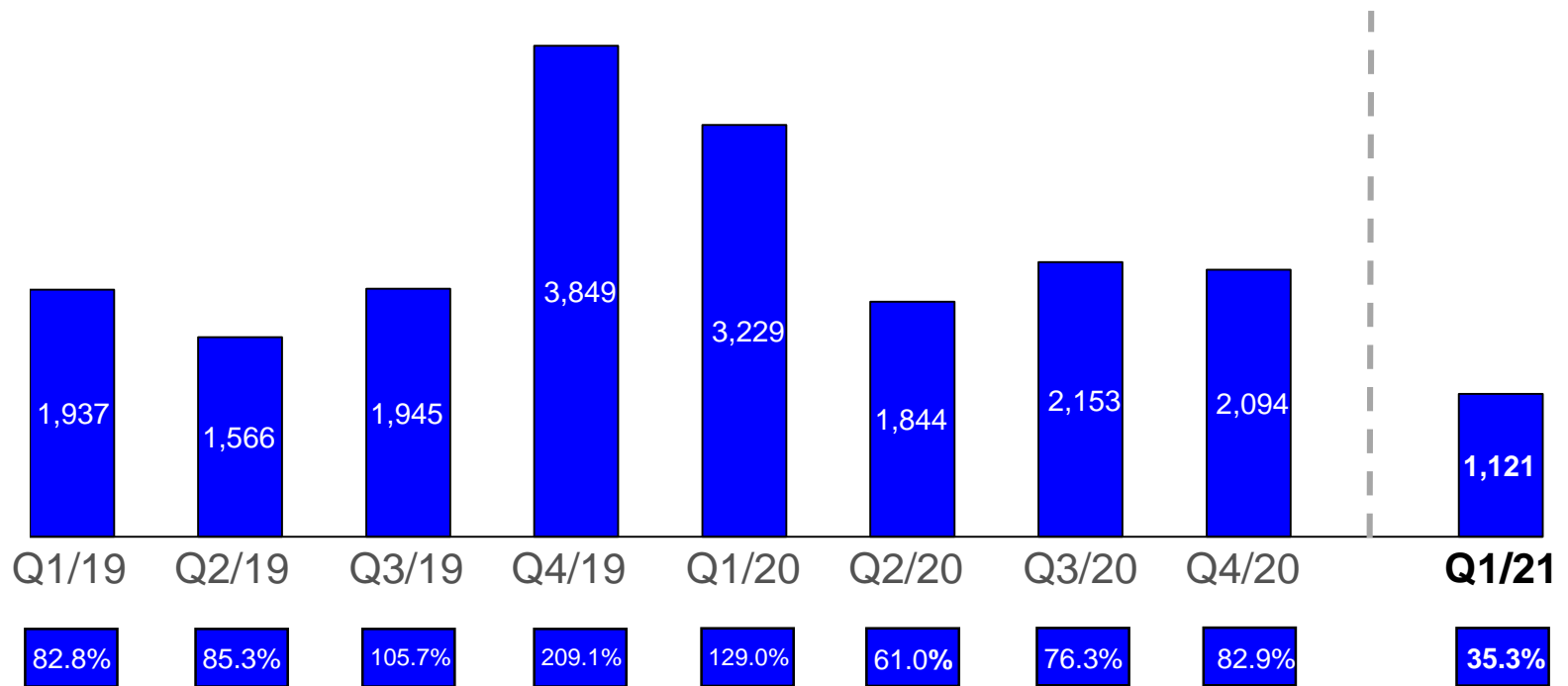
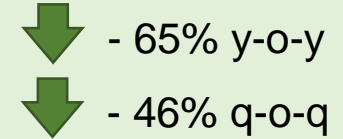


Net Debt

Q1/21 net debt: decreased -65% y-o-y and decreased -46% q-o-q

Unit: MB

Net Debt Change



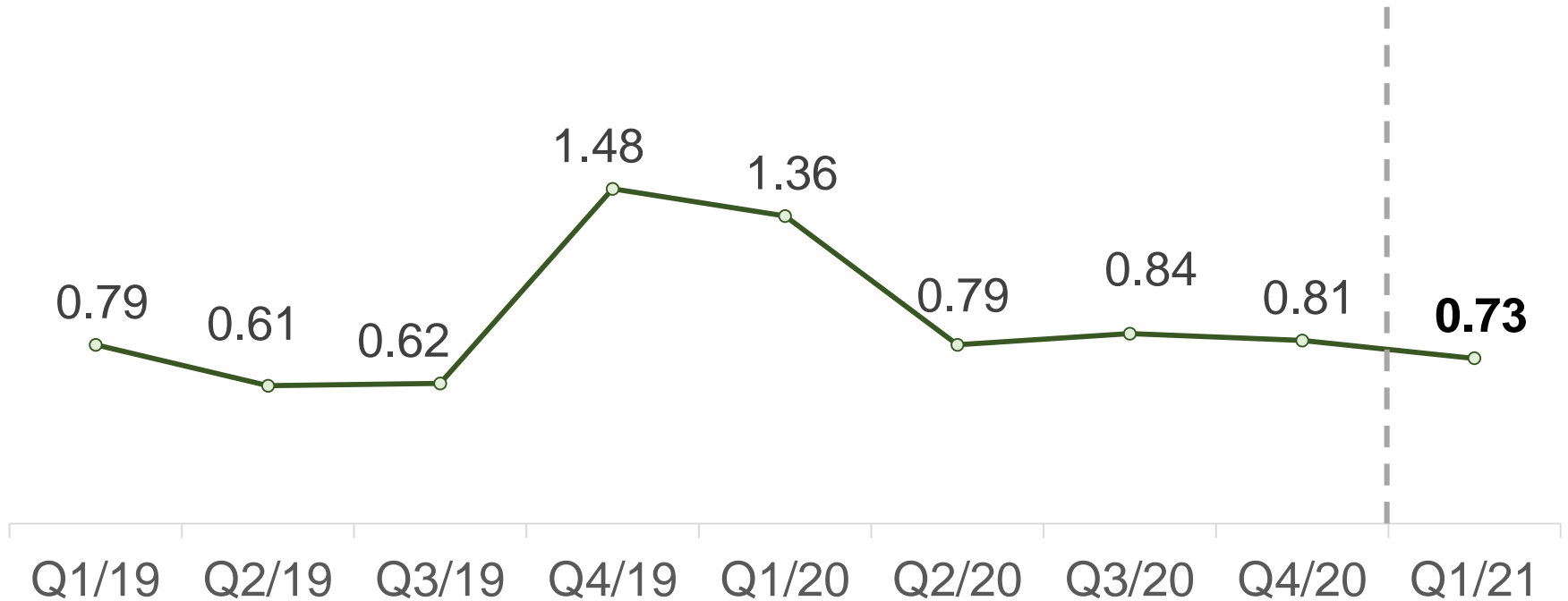
Net debt on EBITDA



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

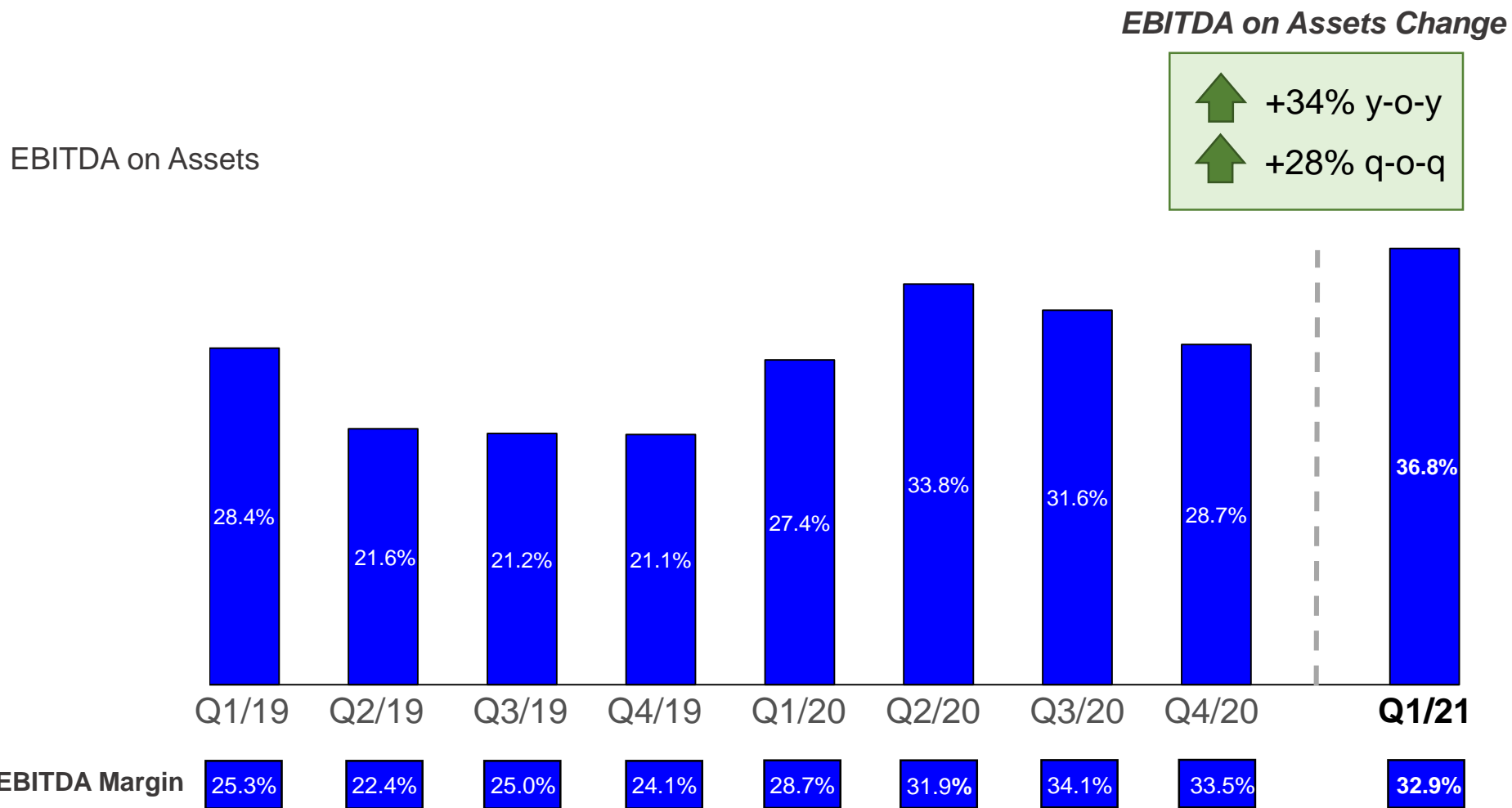
Debt on Equity

Q1/21 debt on equity: decreased -46% y-o-y and decreased -10% q-o-q



EBITDA on Assets and EBITDA Margin

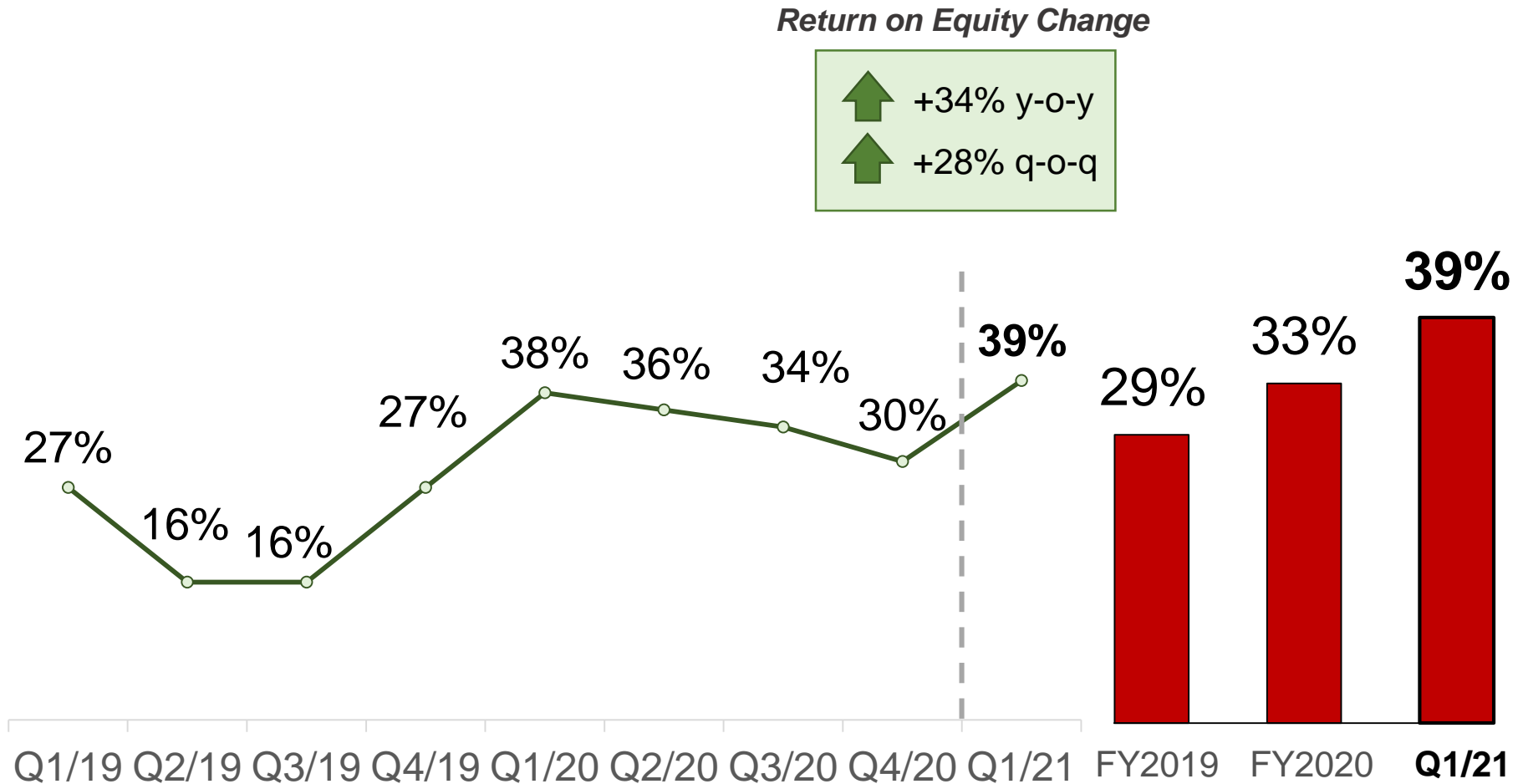
Q1/21 EBITDA on Assets: increased +34% y-o-y and increased +28% q-o-q



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

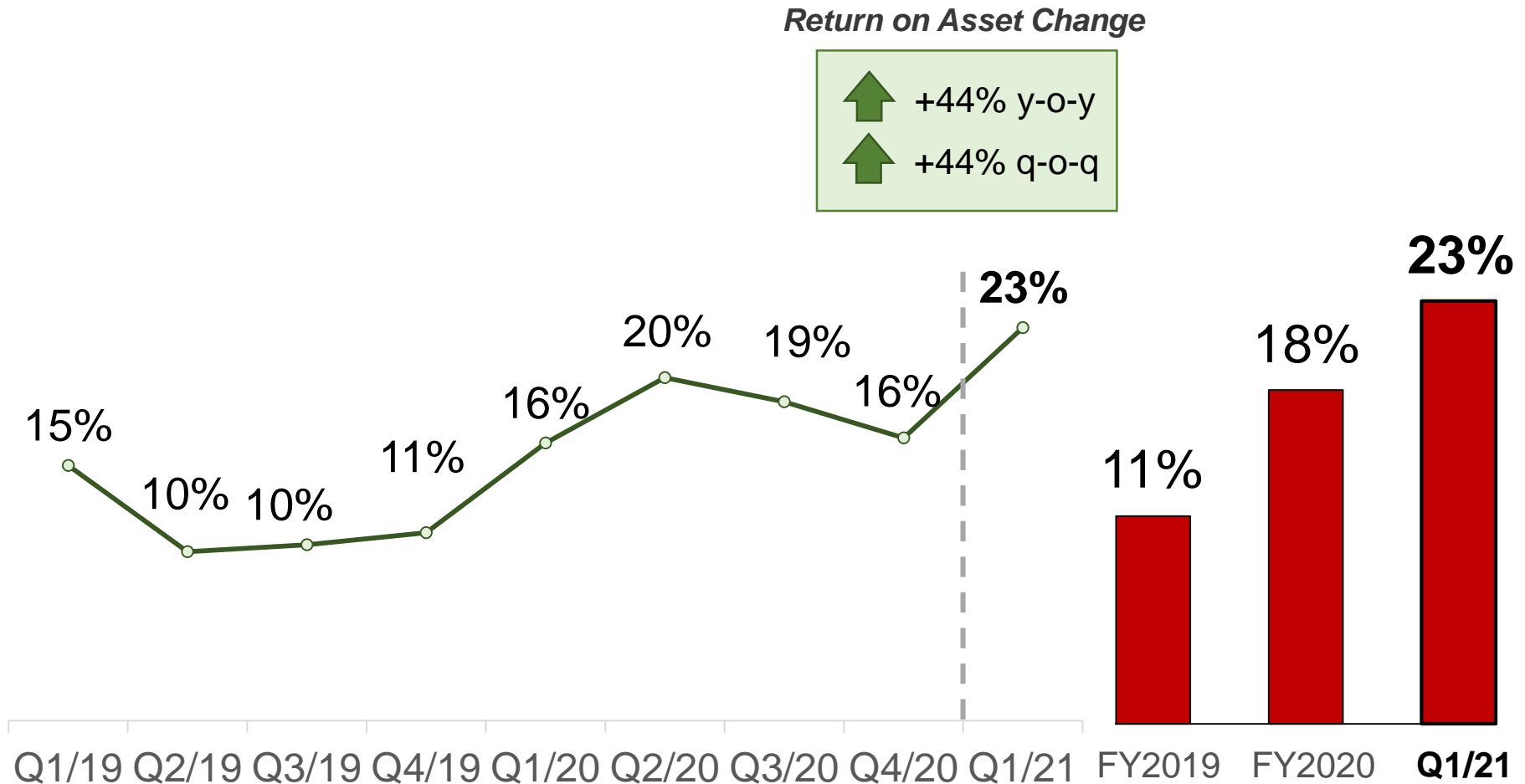
Return on Equity

Q1/21 return on equity increased +34% y-o-y and increased +28% q-o-q



Return on Asset

Q1/21 return on asset increased +44% y-o-y and increased +44% q-o-q



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Outlook

- The demand is expected to increase in the middle of the year onward due to COVID-19 vaccines roll-out, locked-down protocol lifted and business re-open.
- Government relief and economic stimulus package continue to promote domestic consumption and overall economic sentiment which will motivate buyers to renovate or buy a new house.

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Company Updates

Launched new premium products, "Floor tile big size"

- 60 X 120 cm.
- 80 X 80 cm.
- 40 X 80 cm.

to capture more "high end" market share.



Company Updates

Created “Dynasty Retail Network” campaign to help local businesses all over the country reduce construction and renovation costs as well as increase brand recognition.



ไดนาสตี ไทล์ท็อป
ช่วยลดต้นทุน
ในการก่อสร้างสำหรับเจ้าของ
ธุรกิจทุกประเภท

- ราคาพิเศษสำหรับเจ้าของธุรกิจ
- พร้อมไอเดียตกแต่งมากมาย
- เพิ่มโอกาสเป็นที่รู้จักผ่านสื่อต่าง ๆ ของเรา
- บริการให้คำปรึกษาหน้างานฟรีทั่วประเทศ
- สินค้าพร้อมส่งฟรี

เดอะ คลาสสิก โฮเทล
DYNASTY RETAIL NETWORK

โปรโมชั่น
เปิดห้องพัก
ฟรี เครื่องดื่ม

Hotel & Resort
Location: คลาสสิก อ.ศาลาอีจ. นครสวรรค์
Tel: 094-640-4463
Email: duangphon2003@gmail.com
FB: @TheClassicHotel2019

ที่พักเมืองนครสวรรค์ บรรยากาศอบอุ่น สบายตา
เดินทางสะดวกสบาย บริการอาหารการกินอร่อย
ให้บริการนันทนาการด้วย บริการให้การพักผ่อนอย่าง
เพลิดเพลินบนพื้นที่ขนาดใหญ่

ห้อง Modern Loft Style
ใช้พื้นที่ว่างบนชั้นสอง ตกแต่งด้วย
การันตีความสะอาดทุก ห้องพร้อมด้วย ทีวี
พร้อมเครื่องใช้ส่วนตัวครบถ้วน ผนัง
ไม้โอ๊คหรือสร้างจากไม้ธรรมชาติ ผนัง
เป็น กระจก ทำให้ง่ายต่อการมองเห็นวิว

อาหารเช้า พร้อมบริการรับ
ส่งของตาม
ความต้องการ

สโลว์ลี่
H&R 2019

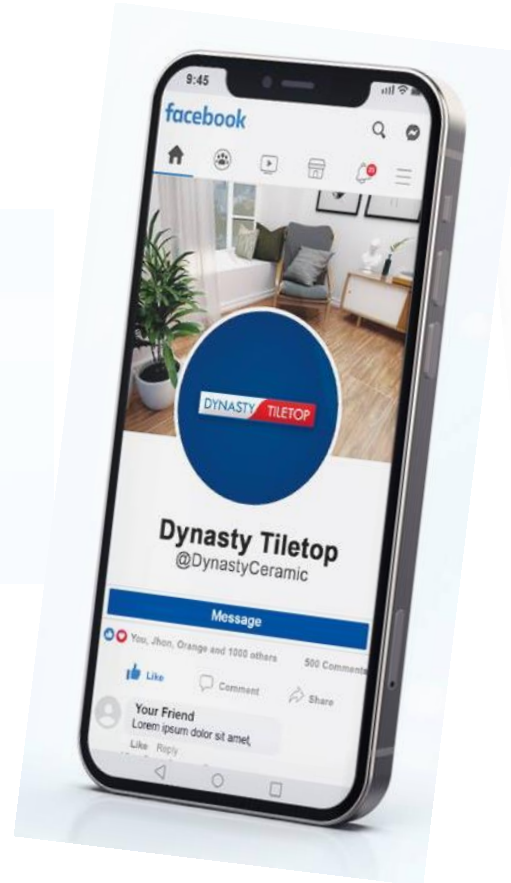
DYNASTY TILETOP
Together, We go



Company Updates

Continue to invest in online and social media marketing in multiple channels such as Facebook, Google and LINE to engage with new generation consumers.

Like & Add
f Share & **LINE Line@**
รับส่วนลดพิเศษ



Company Updates

As part of our corporate social responsibility program, we donated ceramic tiles to numbers of rural development projects led by academic institutions to build/renovate classrooms, school buildings, canteens, and bathrooms in remote rural communities and areas with much needed financial support.

