

Q1/2022 Performance

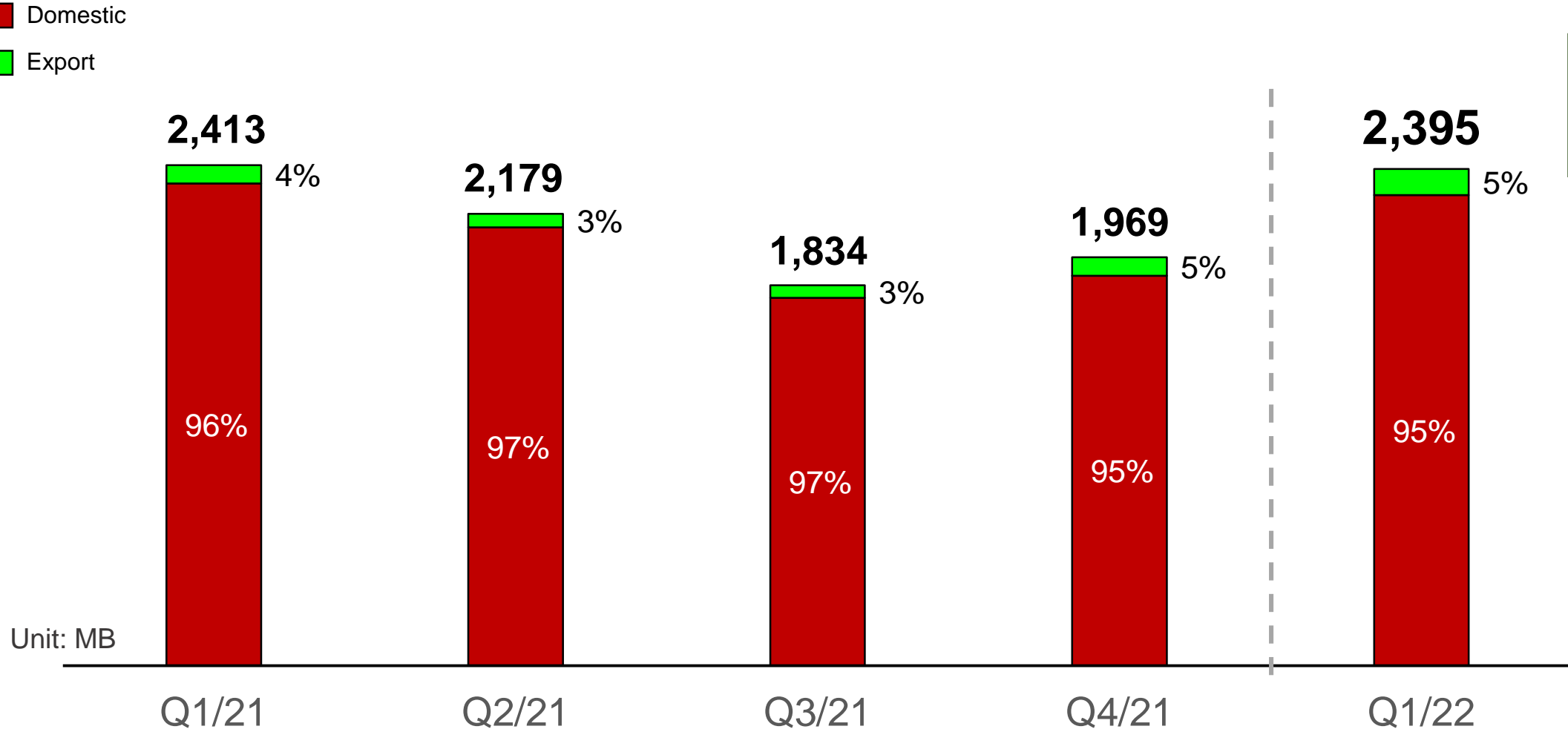
Dynasty Ceramic Public Company Limited

Agenda

1. Performance
2. Financial Updates
3. Company Updates

Revenue from Sales

Q1/22 total revenue: roughly the same with last year and increased +22% q-o-q



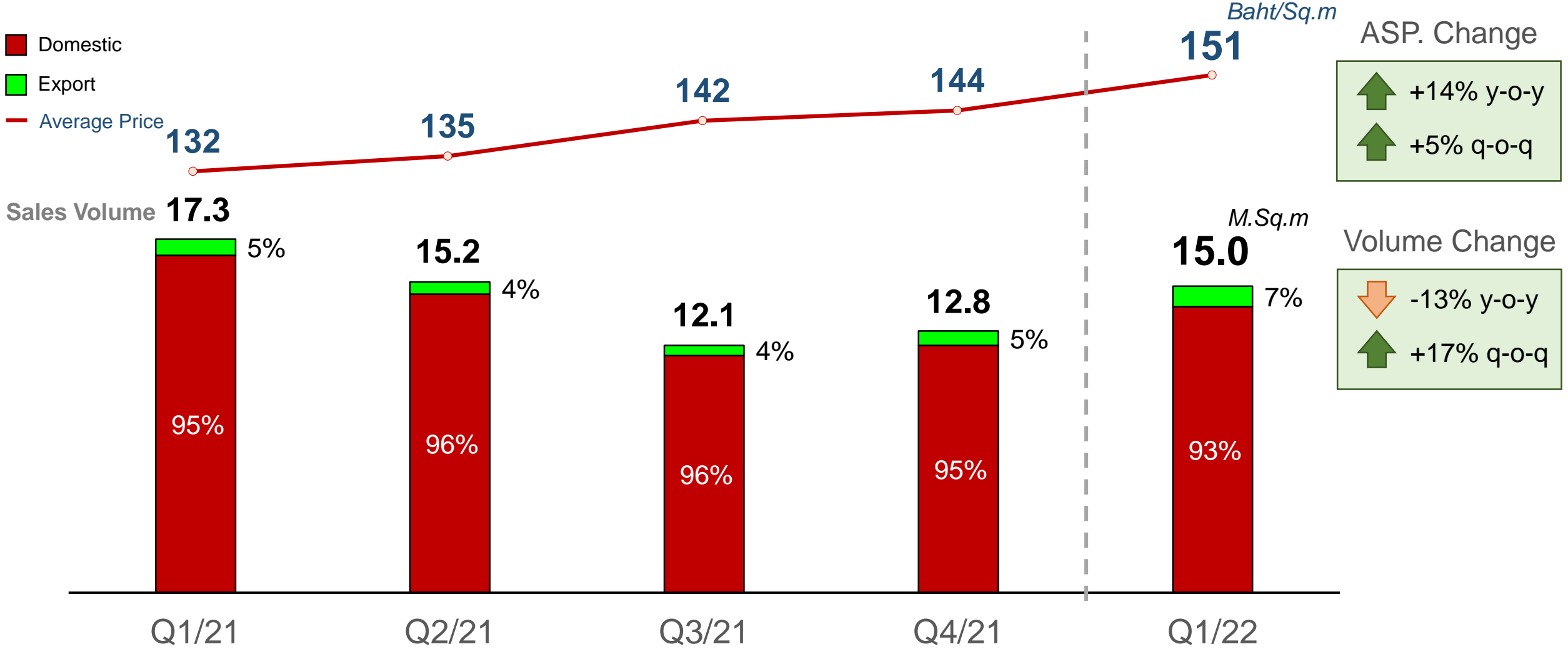
Sales Change

- ↔ - % y-o-y
- ↑ +22% q-o-q

Unit: MB

Sales Volume Portion by Segment

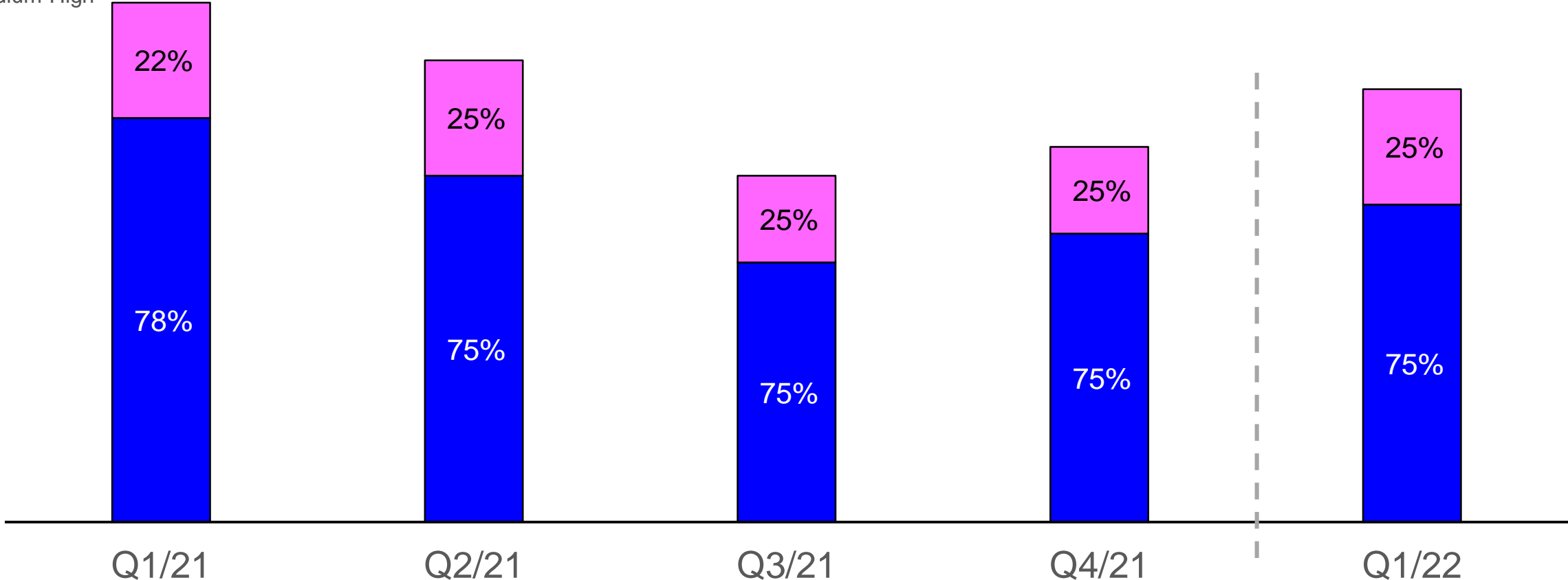
Q1/22 sales volume: decreased -13% y-o-y and increased 17% q-o-q while average price increased +14% y-o-y and +5% q-o-q



Remark: Only Ceramic tiles

Sales Volume Portion by Segment

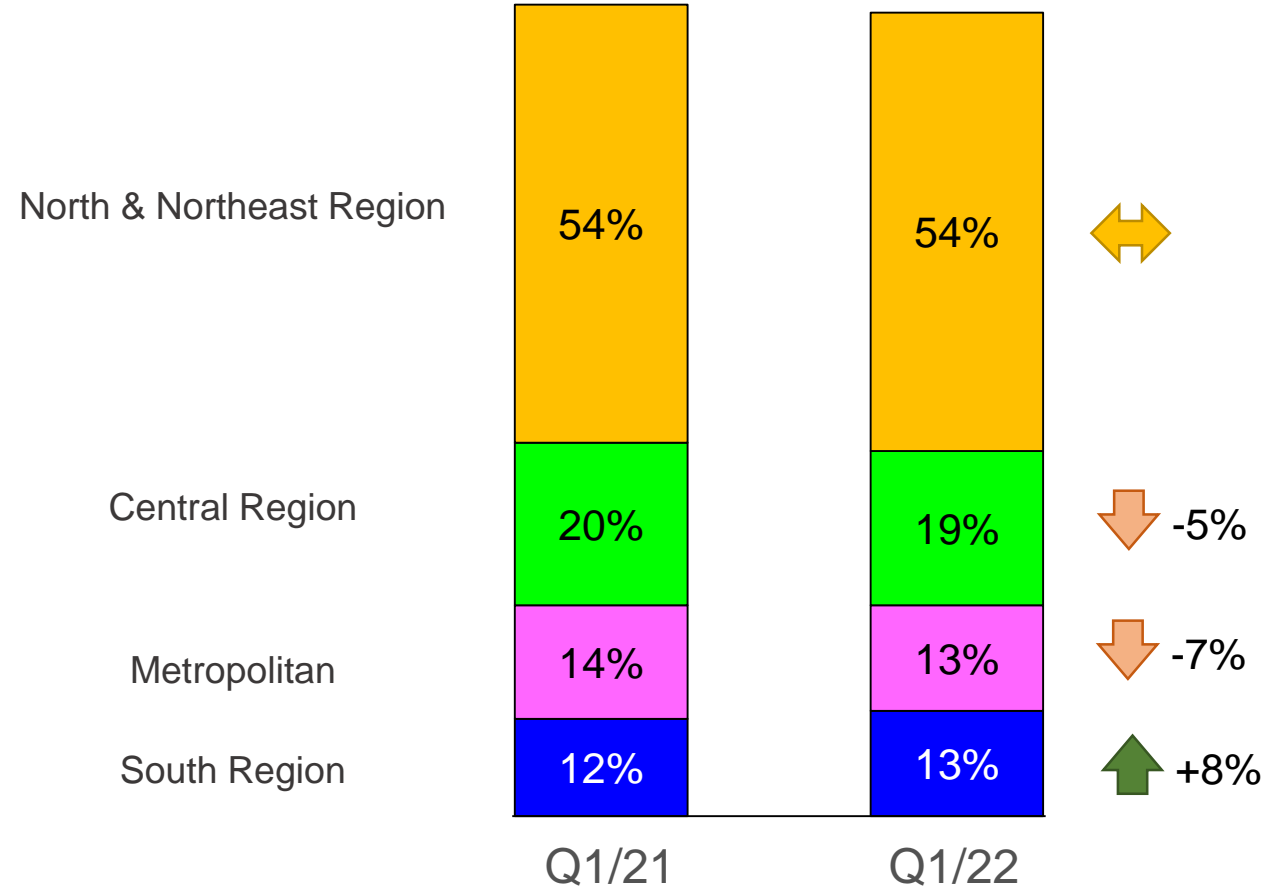
■ Mass-Medium
■ Medium-High



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.) , Porcelain (60 X 60 cm.)
Wall Tile (Big size : 30 cm. X 50 cm.)
Mass – Medium : Floor Tile (Small size) , Wall Tile (Small size)
(2) Only ceramic tiles

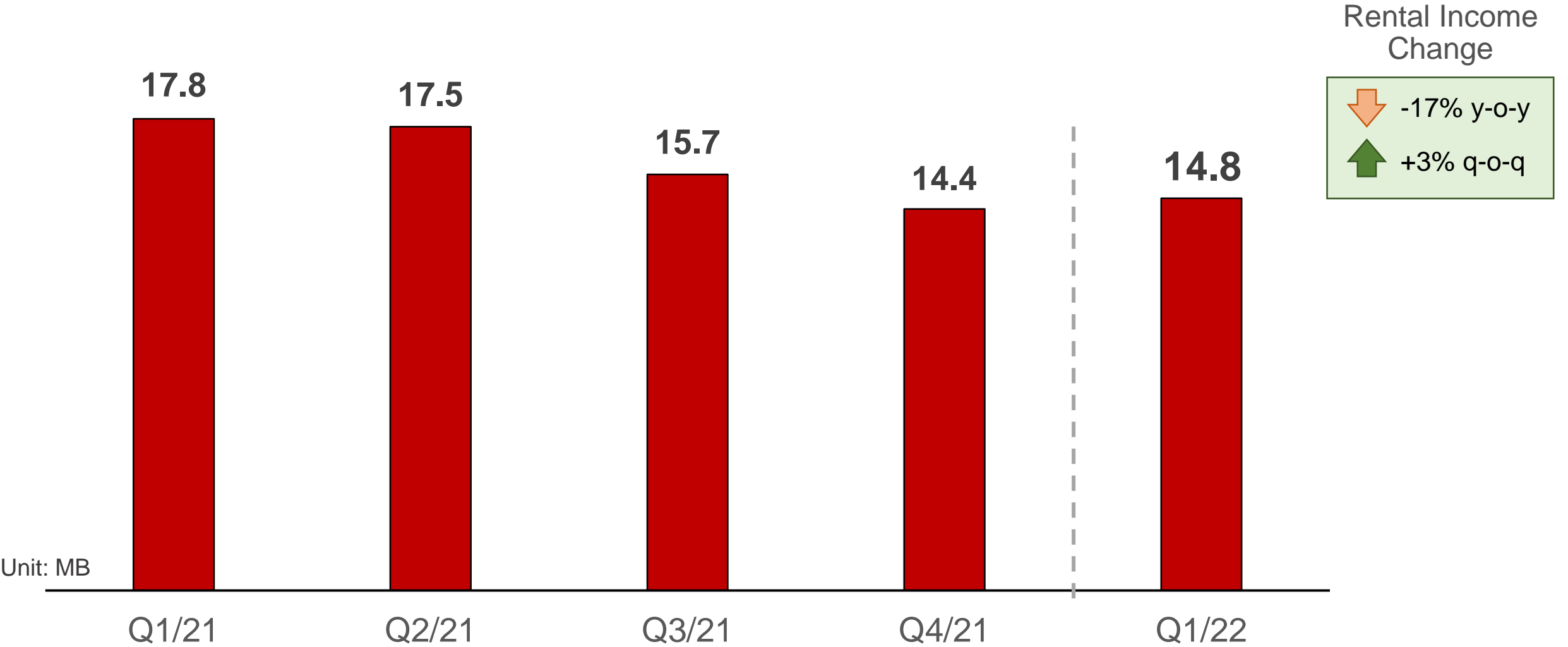
Domestic Sales volume by region

Sales Volume portion



Rental Income

Increased rental area to 100 nationwide outlets as of Q1/22, 95,000 sq.m. available space for rent.

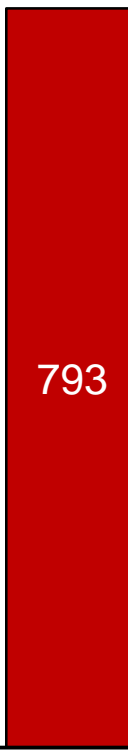


EDITDA

Q1/22 EBITDA: increased +4% y-o-y and increased +27% q-o-q

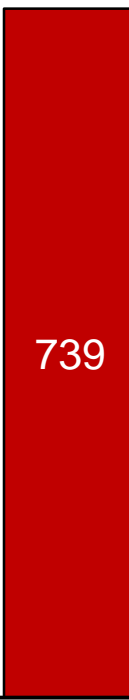
EBITDA Margin

32.9%



793

33.9%



739

34.3%



629

33.1%



651

34.6%



828

EBITDA Change

↑ +4% y-o-y
↑ +27% q-o-q

Unit: MB

Q1/21

Q2/21

Q3/21

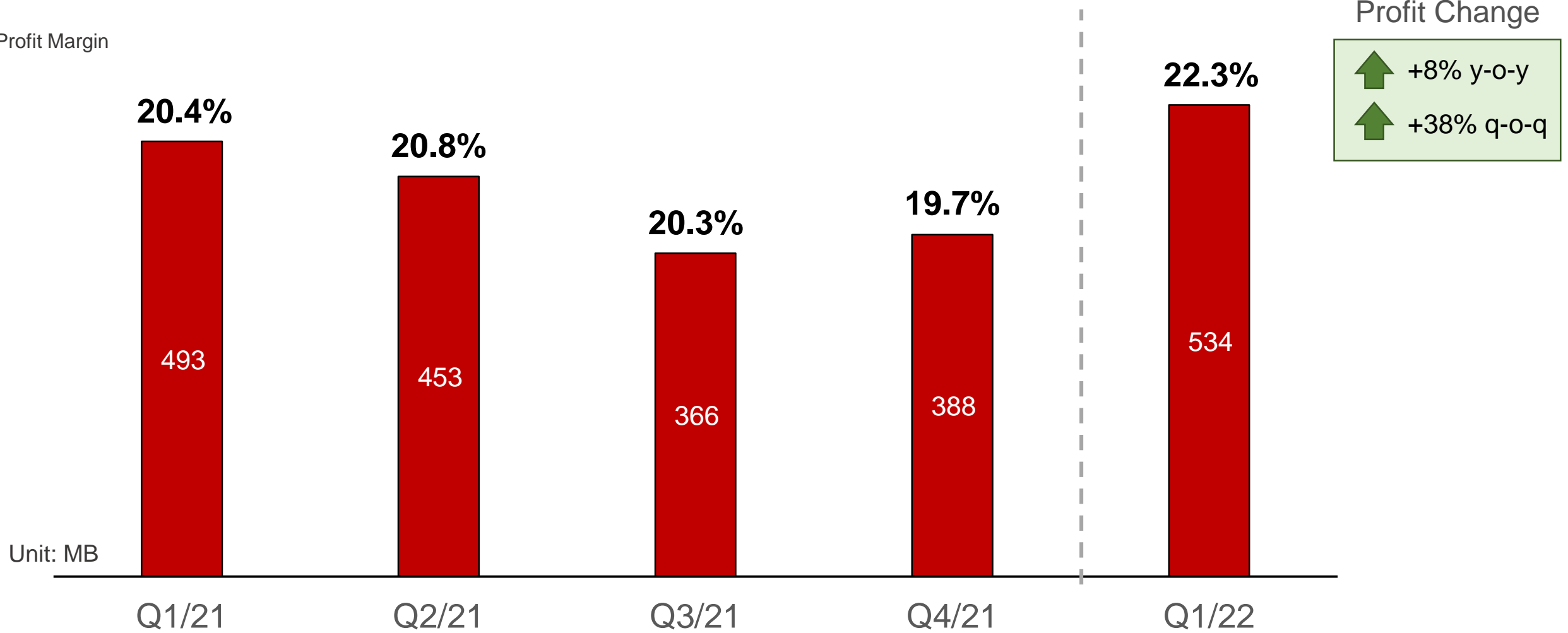
Q4/21

Q1/22

Profit for the Period

Profit for the period Q1/22: increased +8% y-o-y and increased +38% q-o-q

Profit Margin

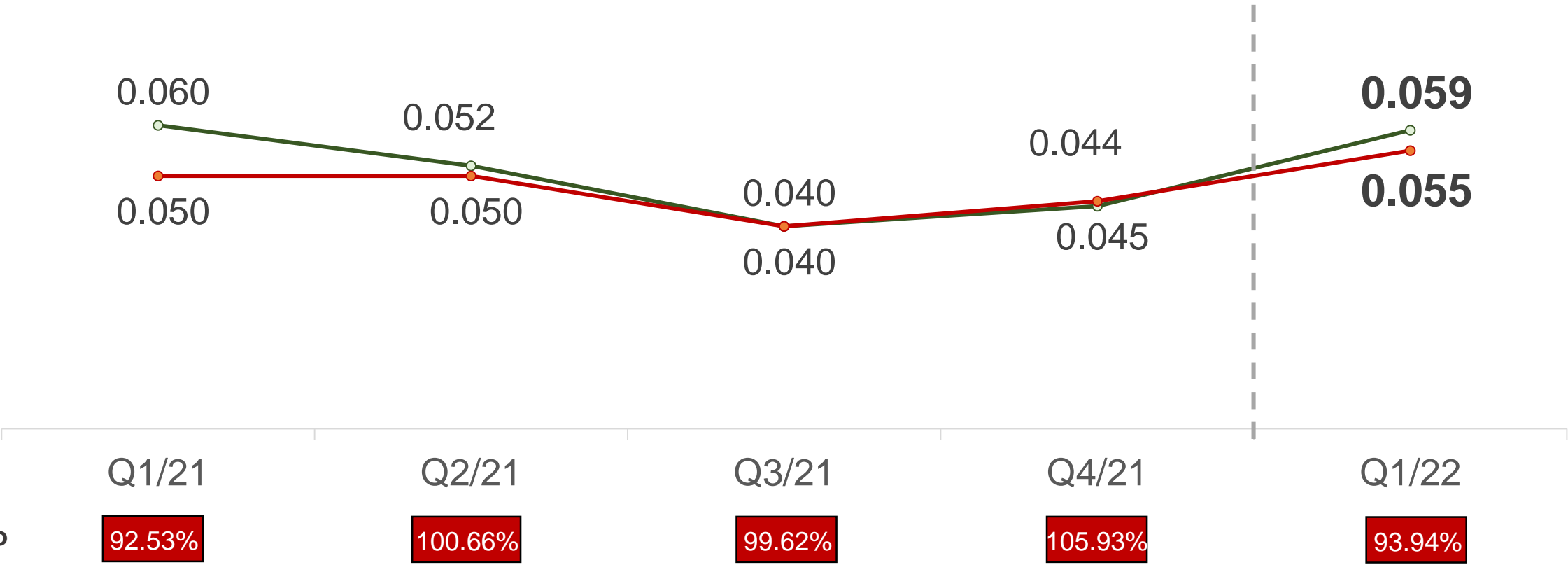


Unit: MB

Earning Per Share and Dividend Per Share

Q1/22 dividend per share: increased +10% y-o-y and increased +22% q-o-q

- Dividend Per Share
- Earning Per Share



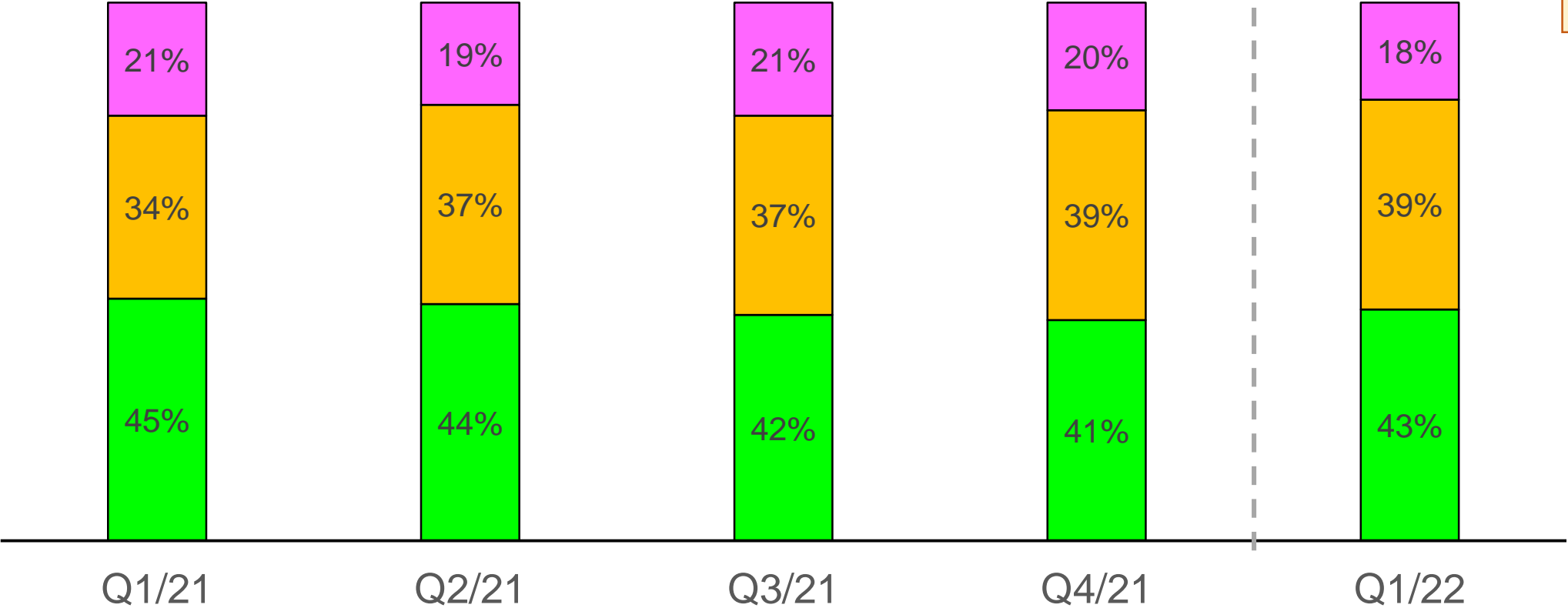
Operating Variable Cost

Q1/22 operating variable cost: increased +18% y-o-y and increased +2% q-o-q

- Raw Material Cost
- Energy Cost
- Assign Cost

Operating Variable Cost Change

↑ +18% y-o-y
↑ +2% q-o-q



Agenda

1. Market Situation and Performance

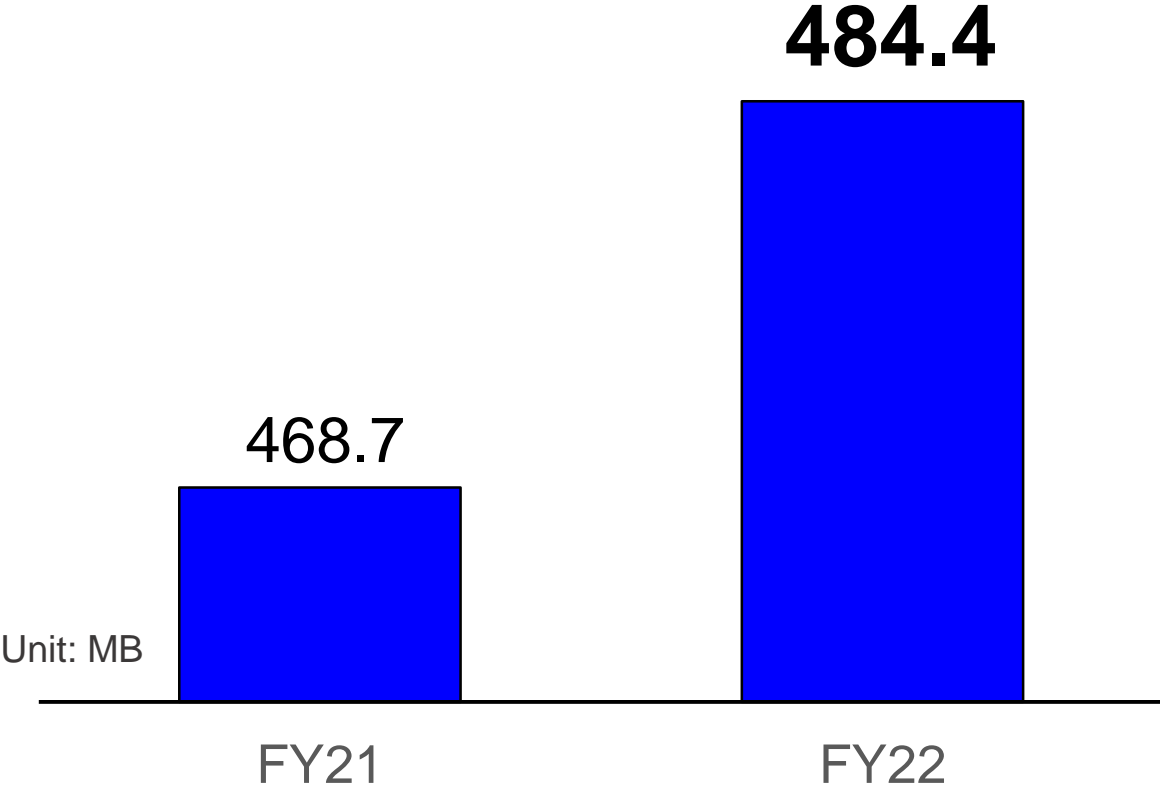
2. Financial Updates

3. Company Updates

FY2022 CAPEX and Interest & Financial Cost

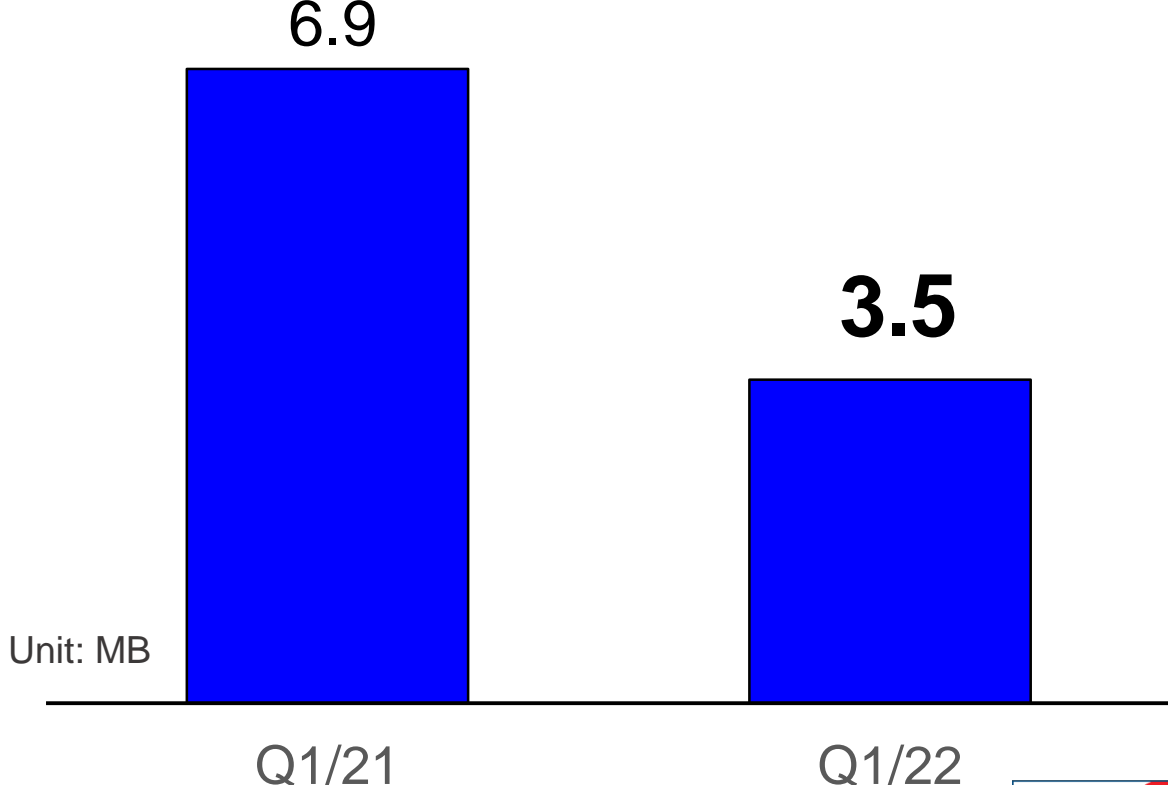
CAPEX

Amounted to 484.4 MB in FY22, mainly from new retail outlet construction, renovation of current outlet, production efficiency optimization and power consumption reduction projects.



Interest and Financial Cost

Amounted to 3.5 MB in Q1/22



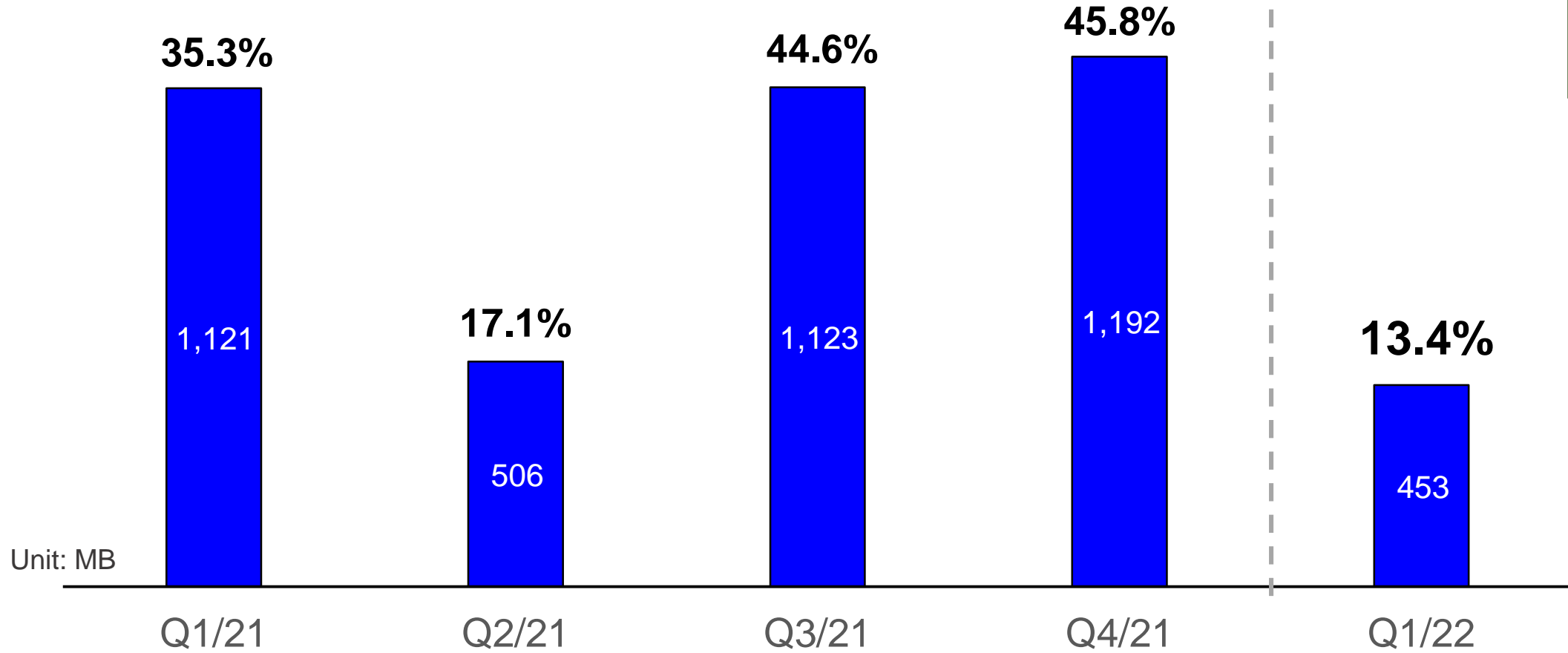
Net Debt

Q1/22 net debt: decreased -60% y-o-y and decreased -62% q-o-q

Net debt on EBITDA

Net Debt Change

↑ -60% y-o-y
↑ -62% q-o-q

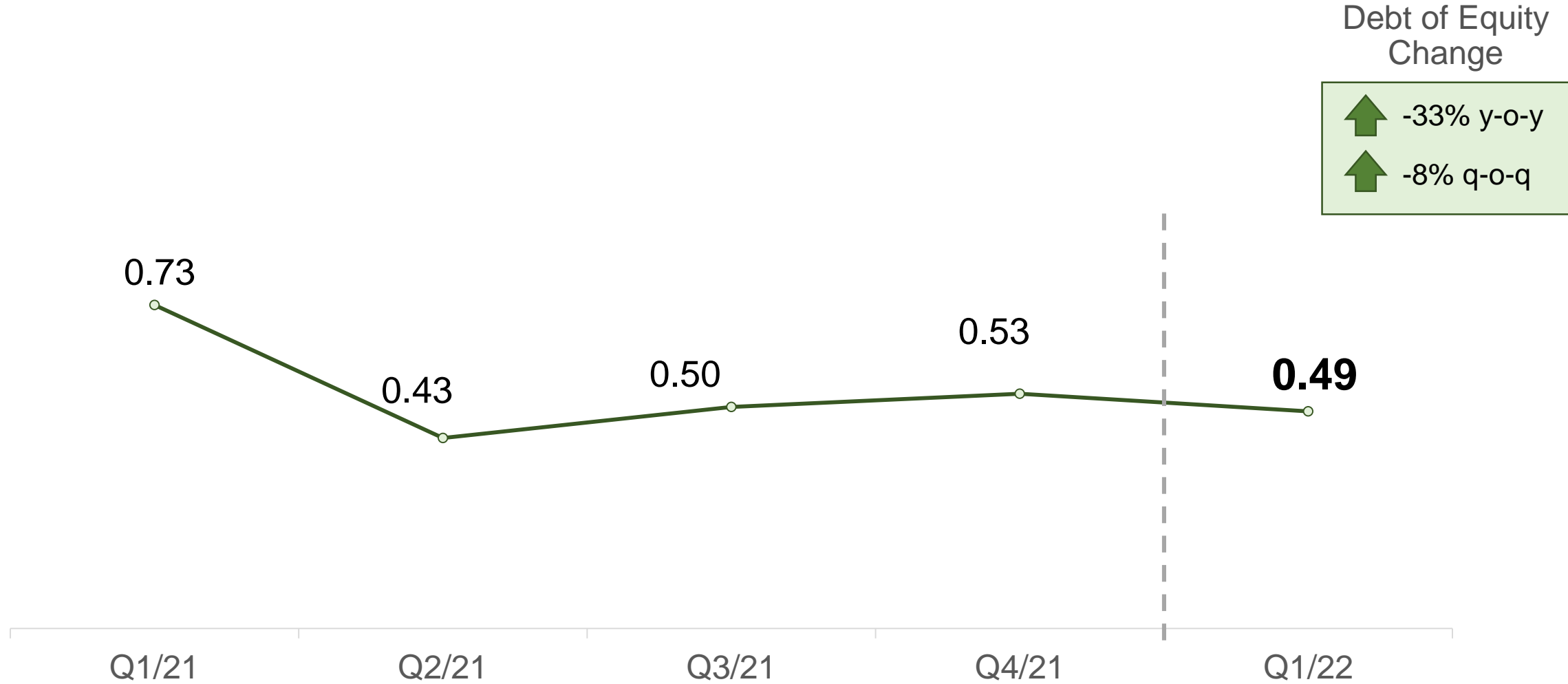


Unit: MB

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

Debt on Equity

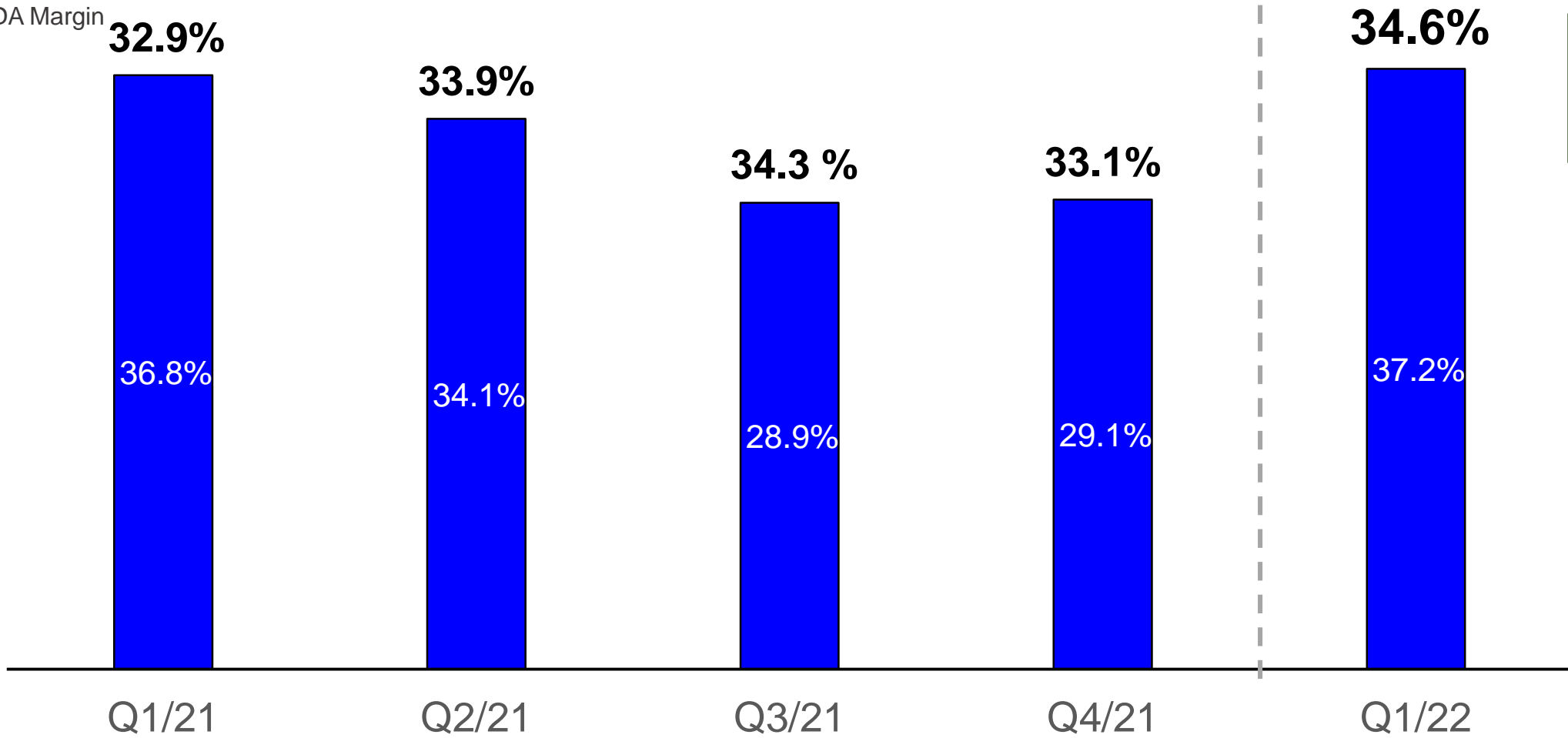
Q1/22 debt on equity: decreased -33% y-o-y and decreased -8% q-o-q





EBITDA on Assets and EBITDA Margin

Q1/22 EBITDA on Assets: increased +1% y-o-y and increased +28% q-o-q

EBITDA Margin



EBITDA on Asset Change

-  +1% y-o-y
-  +28% q-o-q

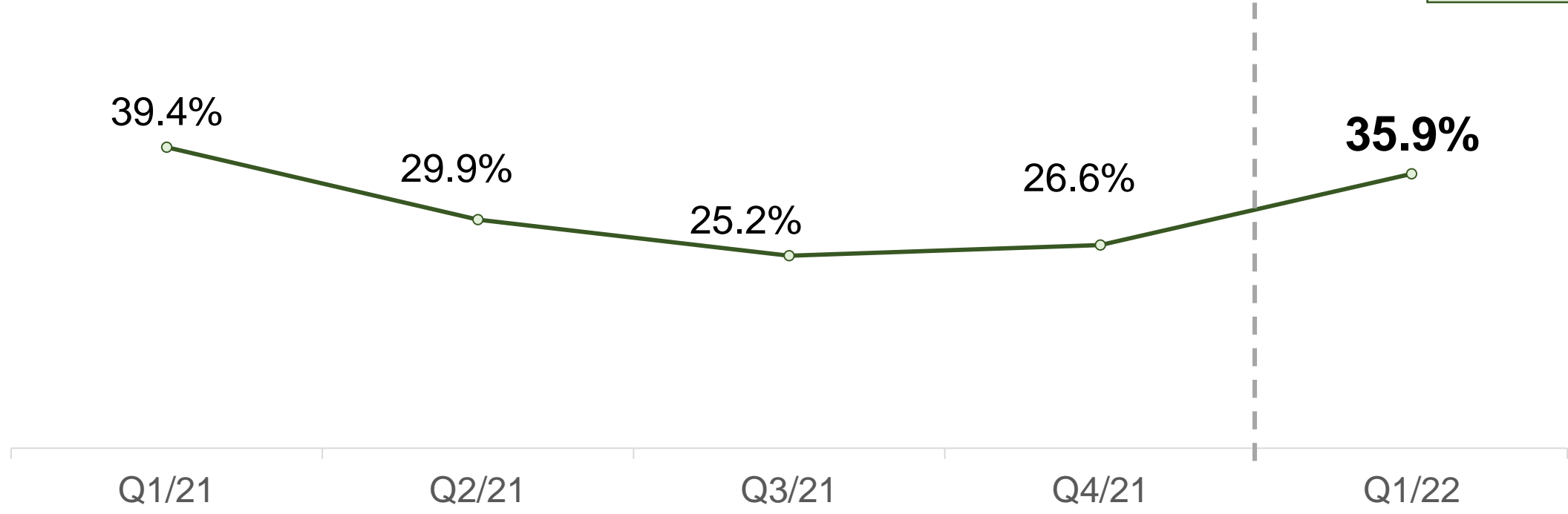
Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets
 EBITDA margin = EBITDA / Consolidated sales

Return on Equity

Q1/22 return on equity decreased -9% y-o-y and increased +35% q-o-q

Return on Equity Change

- ↓ -9% y-o-y
- ↑ +35% q-o-q

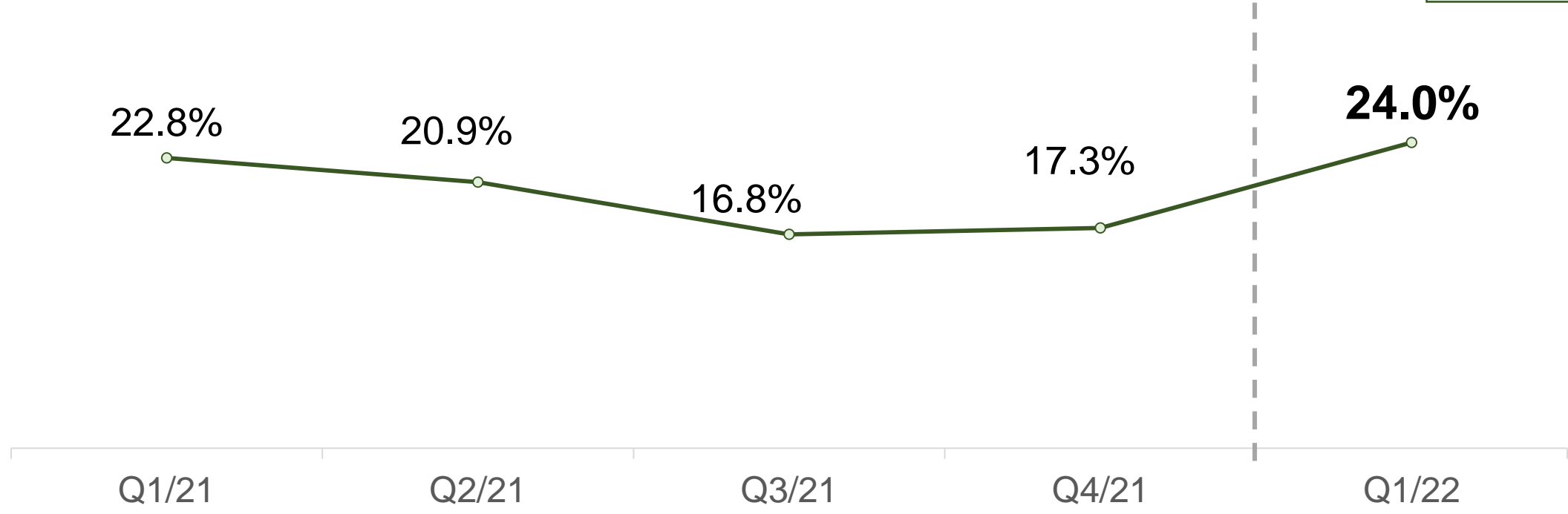


Return on Asset

Q1/22 return on asset increased +5% y-o-y and increased +39% q-o-q

Return on Assets Change

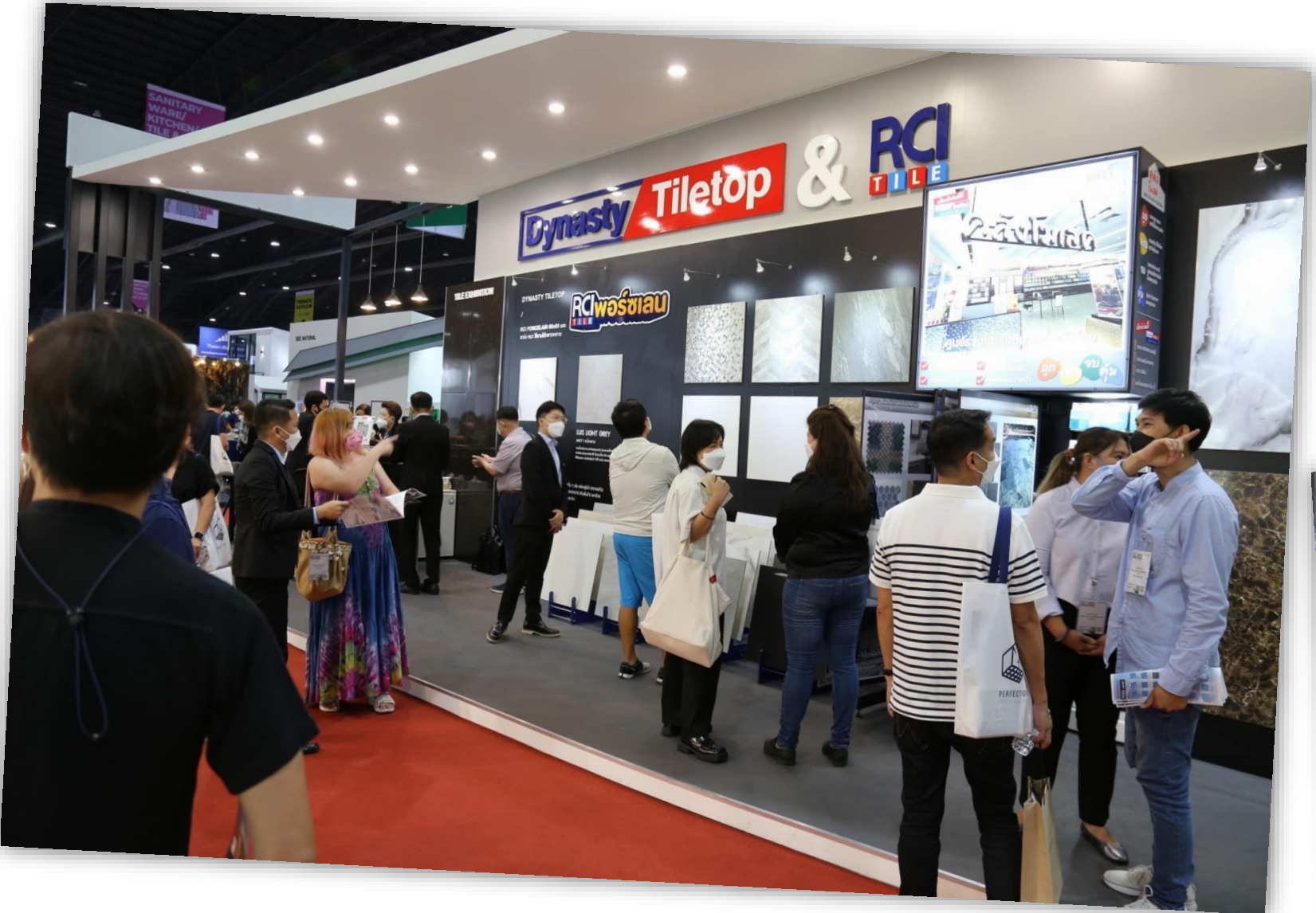
- ↑ +5% y-o-y
- ↑ +39% q-o-q



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ASA EXPO'65 CO-WITH CREATORS



DYNASTY PARK

- นครปฐม
- แม่ริม2
- หาดใหญ่

นครปฐม



ផែនទី 2

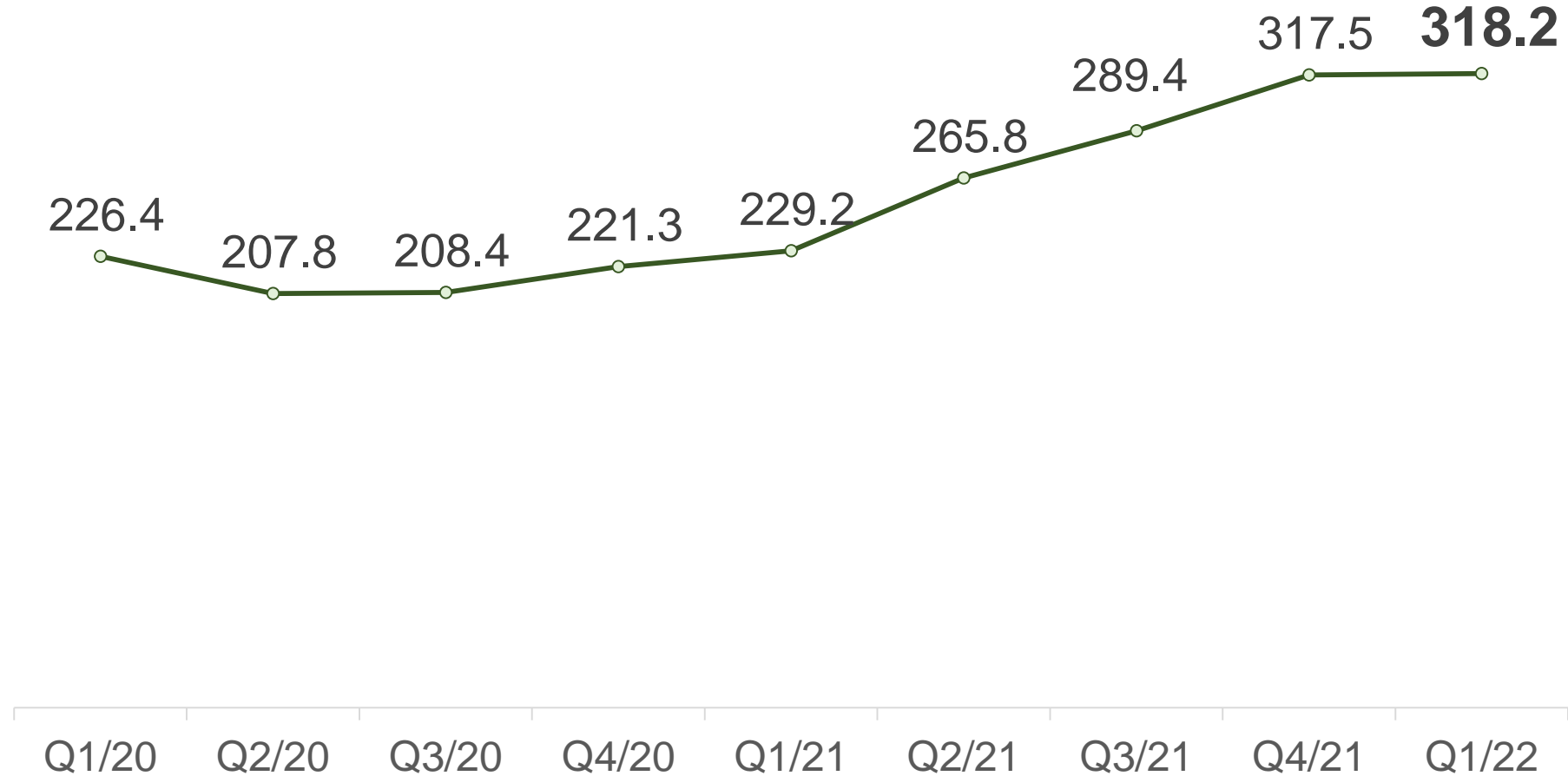


หาดใหญ่



Appendix – Natural Gas Price

Unit: Baht/MMTBU



Appendix – Diesel Price

Unit: Baht/Litre

