

Q1/2023 Performance

Dynasty Ceramic Public Company Limited

Agenda

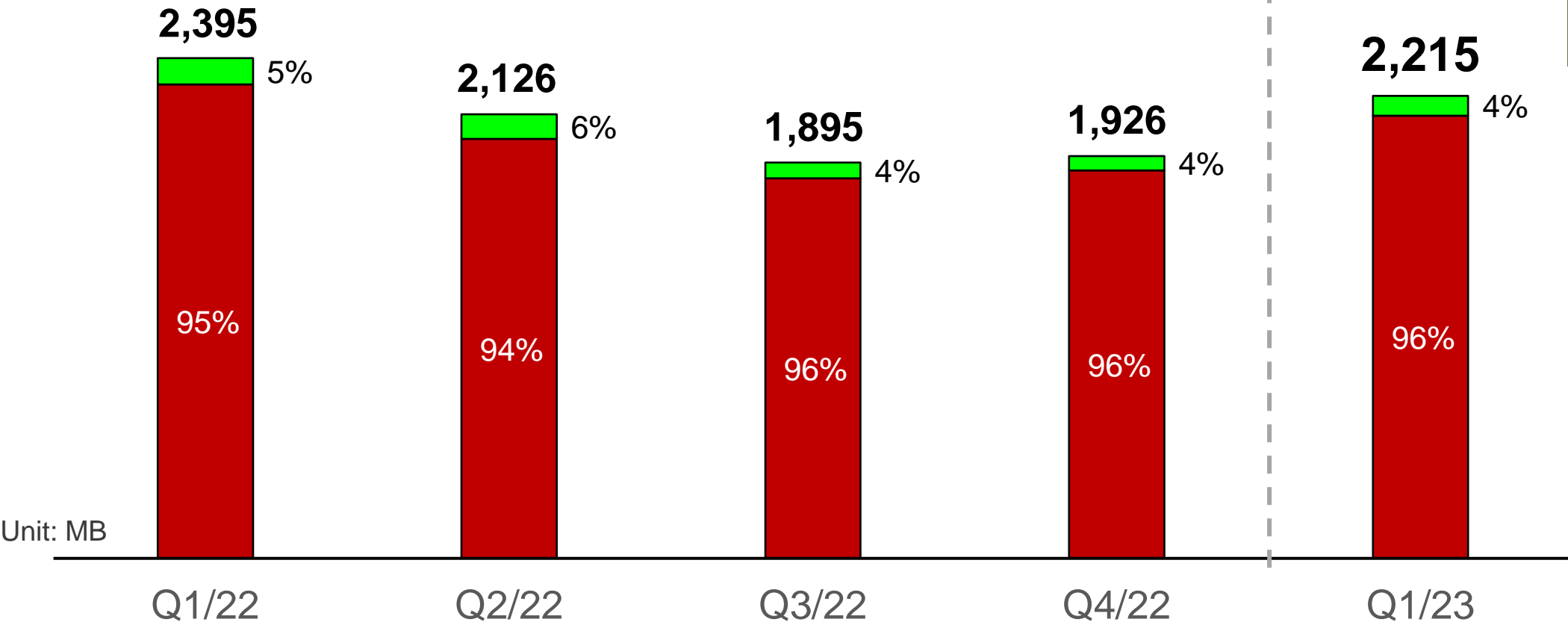
1. Performance
2. Financial Updates
3. Company Updates

Revenue from Sales

Q1/23 total revenue: decreased -7% y-o-y while increased +15% q-o-q

■ Domestic
■ Export

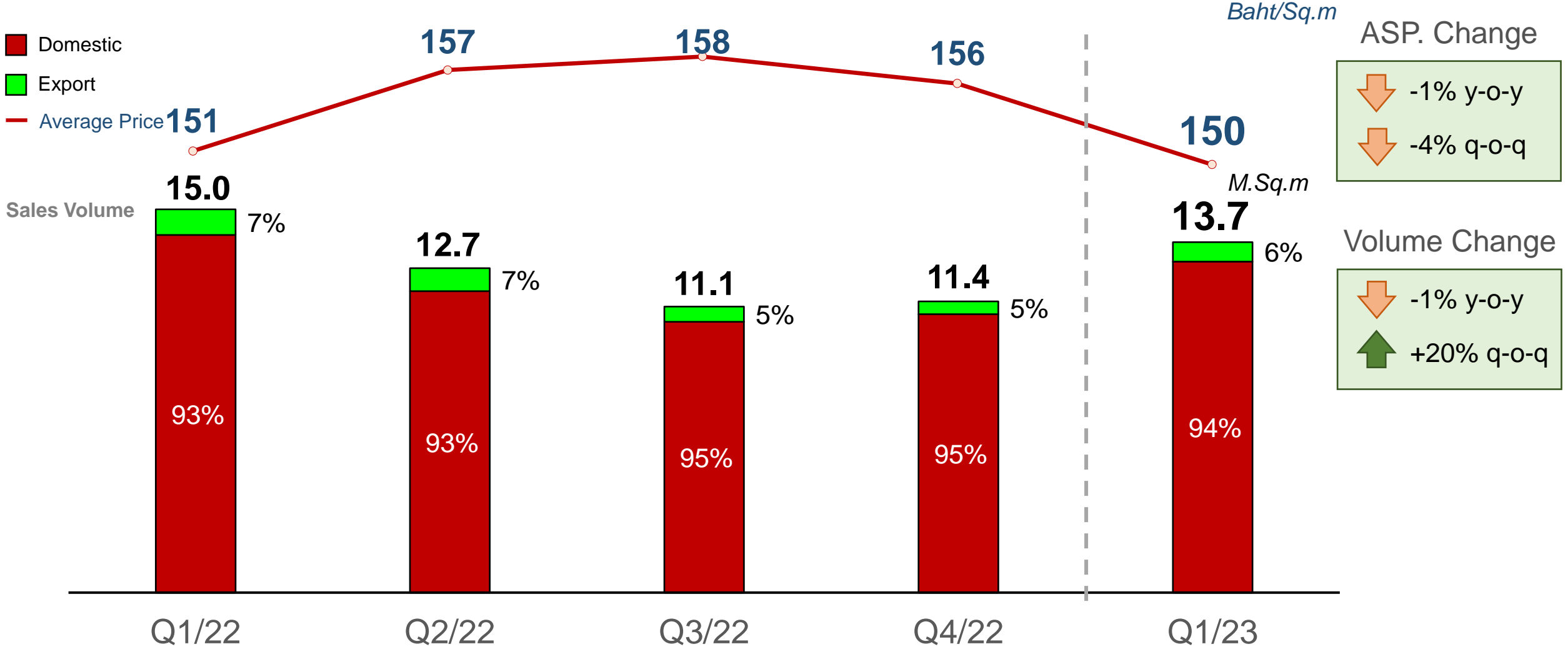
Sales Change
↓ -7% y-o-y
↑ +15% q-o-q



Unit: MB

Sales Volume Portion by Segment

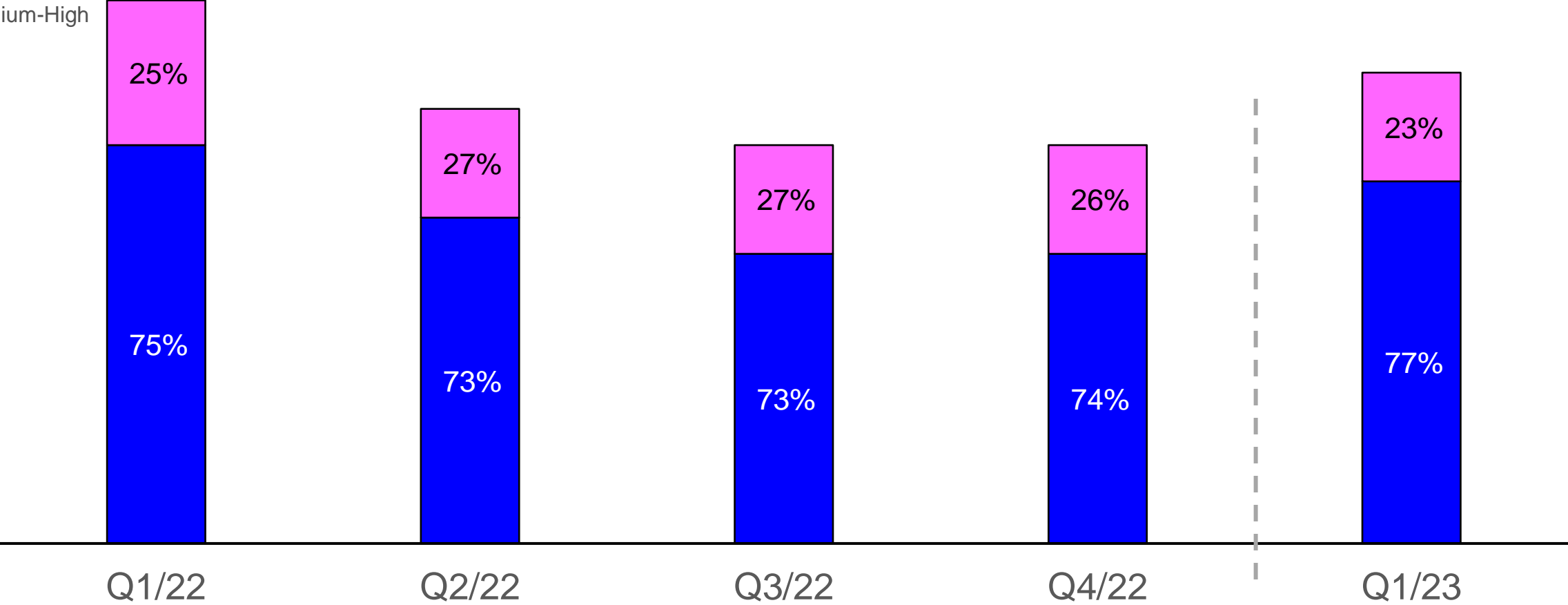
Q1/23 sales volume: decreased -9% y-o-y and increased 20% q-o-q while average price decreased -1% y-o-y and -4% q-o-q



Remark: Only Ceramic tiles

Sales Volume Portion by Segment

■ Mass-Medium
■ Medium-High

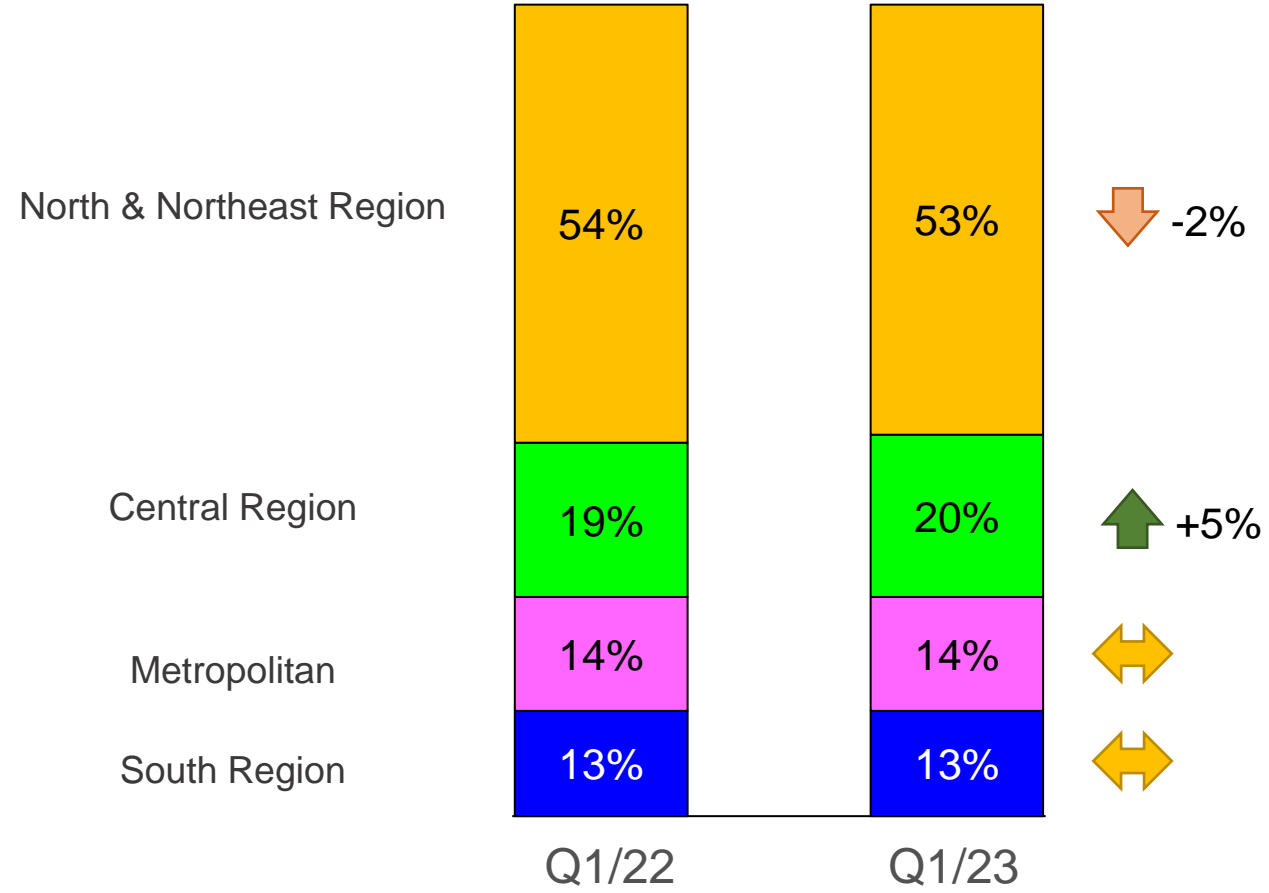


Remark:

- (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., 60 X 120 cm.), Porcelain Full Body (60 X 60 cm.)
Wall Tile (Big size : 30 cm. X 50 cm.)
Mass – Medium : Floor Tile (Small size) , Wall Tile (Small size)

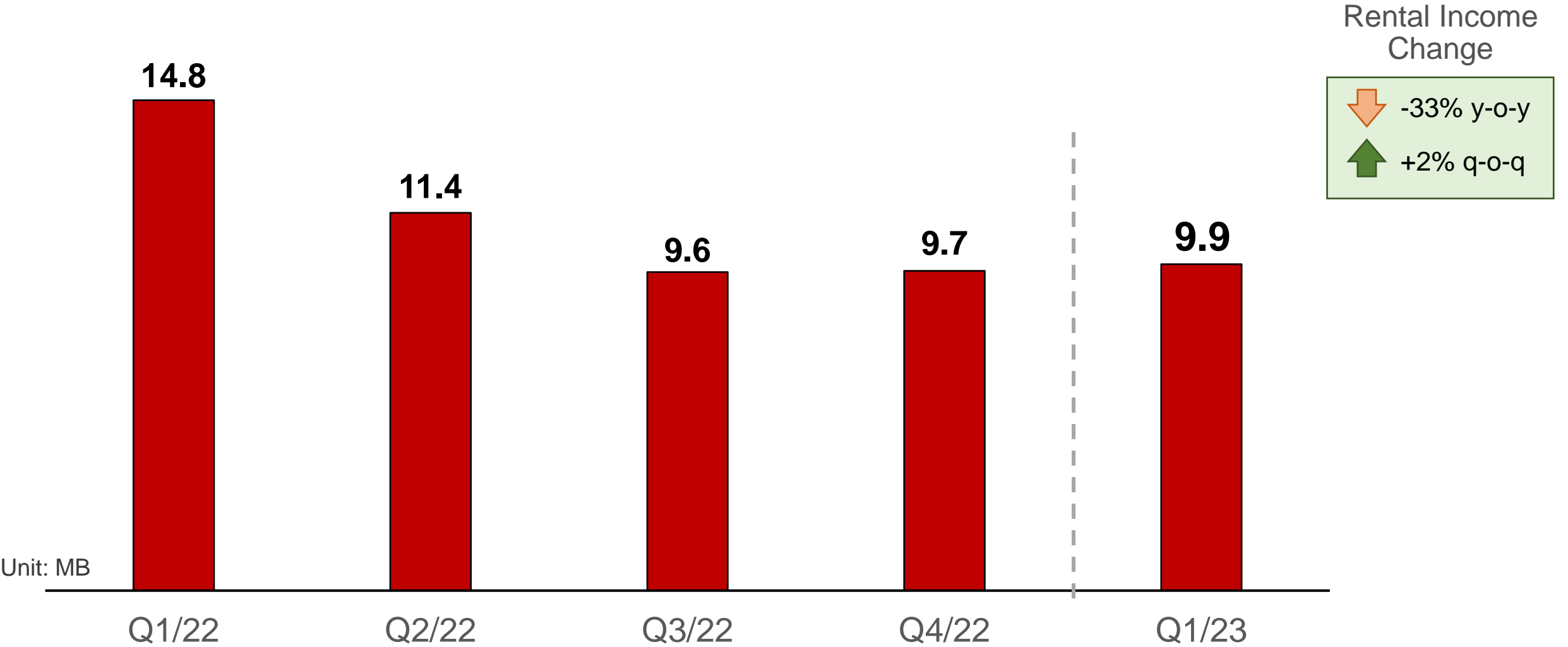
Domestic Sales volume by region

Sales Volume portion



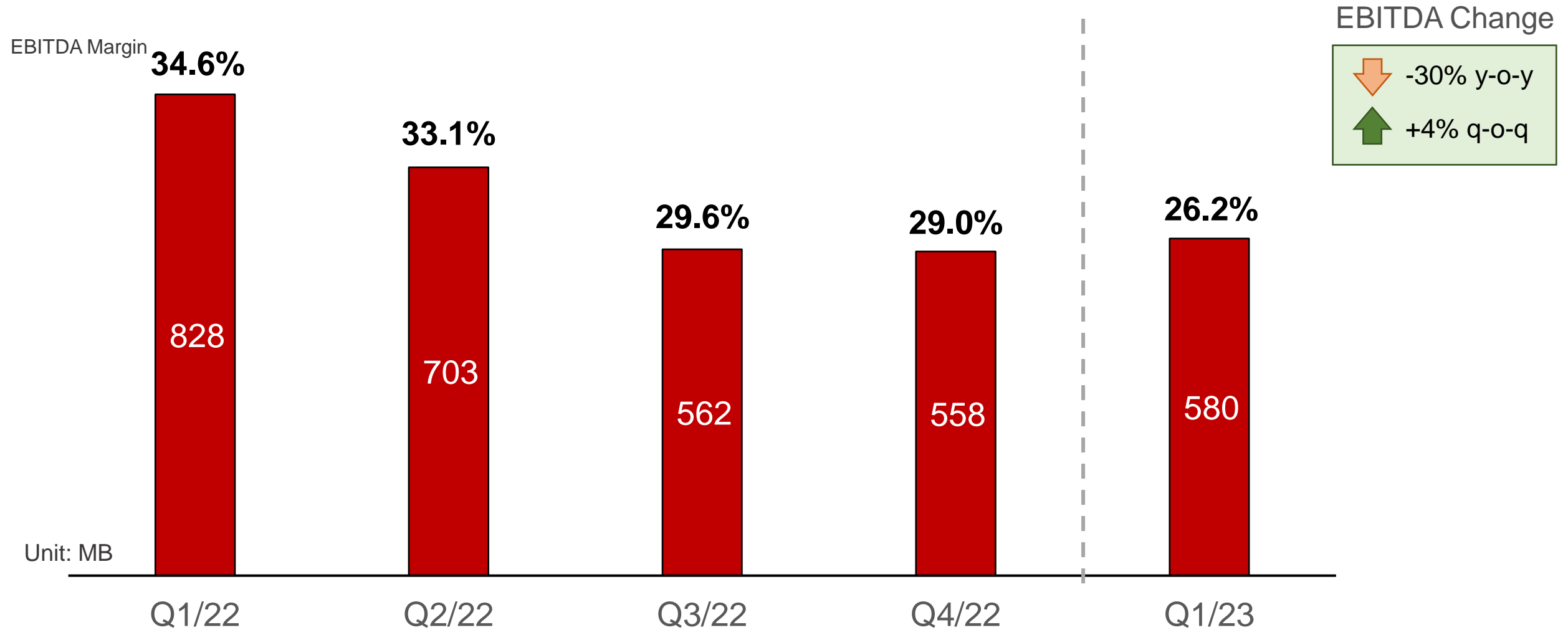
Rental Income

Q1/23 Rental Income: decreased -33% y-o-y and increased +2% q-o-q. 94,000 sqm. space for rent at 98 outlets with 40% occupancy rate.



EDITDA

Q1/23 EBITDA: decreased -30% y-o-y and increased +4% q-o-q



Profit for the Period

Profit for the period Q1/23: decreased -36% y-o-y and decreased -1% q-o-q

Profit Margin

22.3%



Q1/22

20.3%



Q2/22

17.0%



Q3/22

17.8%



Q4/22

15.3%



Q1/23

Profit Change

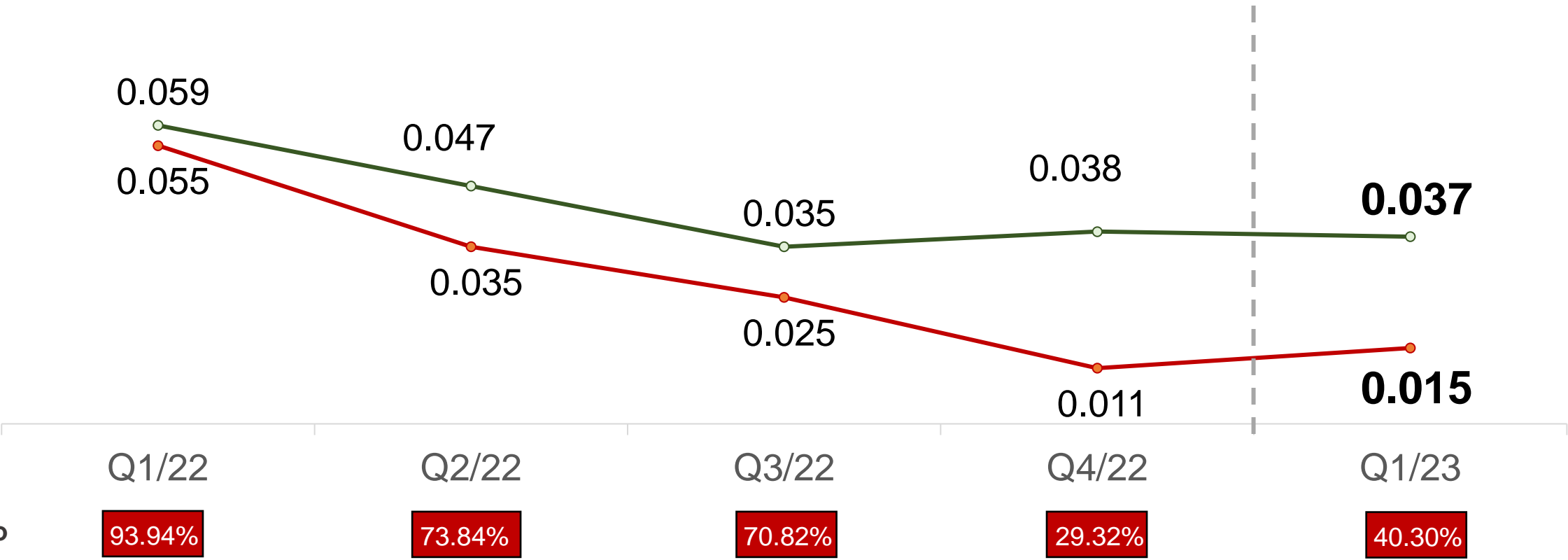
↓ -36% y-o-y
↓ -1% q-o-q

Unit: MB

Earning Per Share and Dividend Per Share

Q1/23 dividend per share: decreased -73% y-o-y and increased +36% q-o-q

- Dividend Per Share
- Earning Per Share



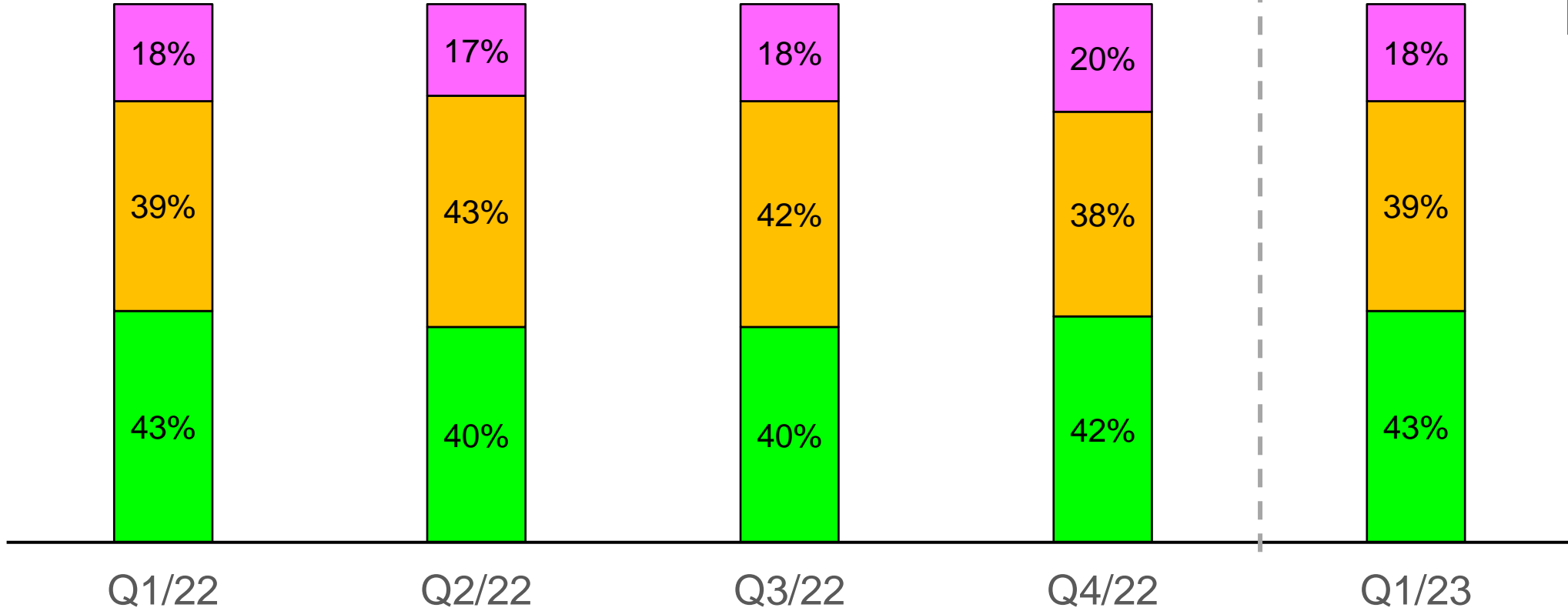
Operating Variable Cost

Q1/23 operating variable cost: increased +8% y-o-y and decreased -3% q-o-q

- Raw Material Cost
- Energy Cost
- Assign Cost

Operating Variable Cost Change

- +8% y-o-y
- 3% q-o-q



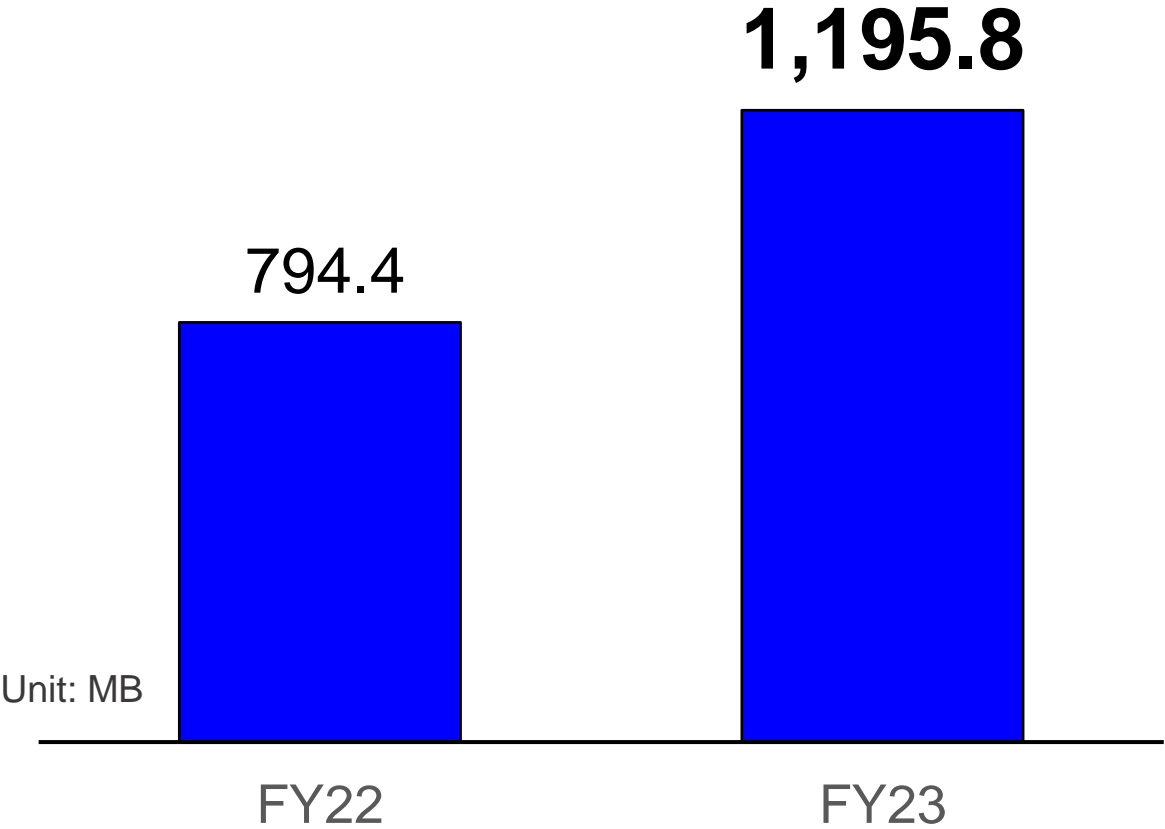
Agenda

1. Market Situation and Performance
2. Financial Updates
3. Company Updates

FY2023 CAPEX and Interest & Financial Cost

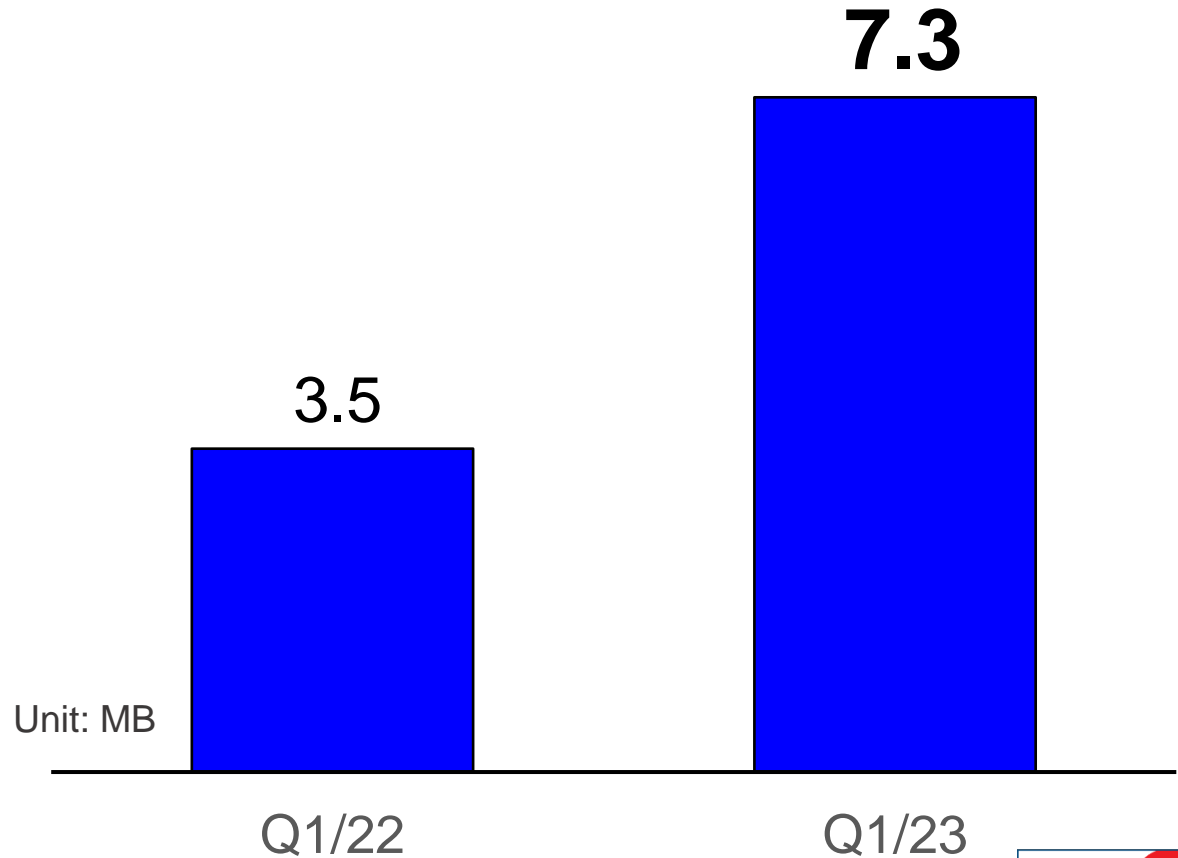
CAPEX

Amounted to 1,195.8 MB in FY23, 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 7.3 MB in Q1/23



Net Debt

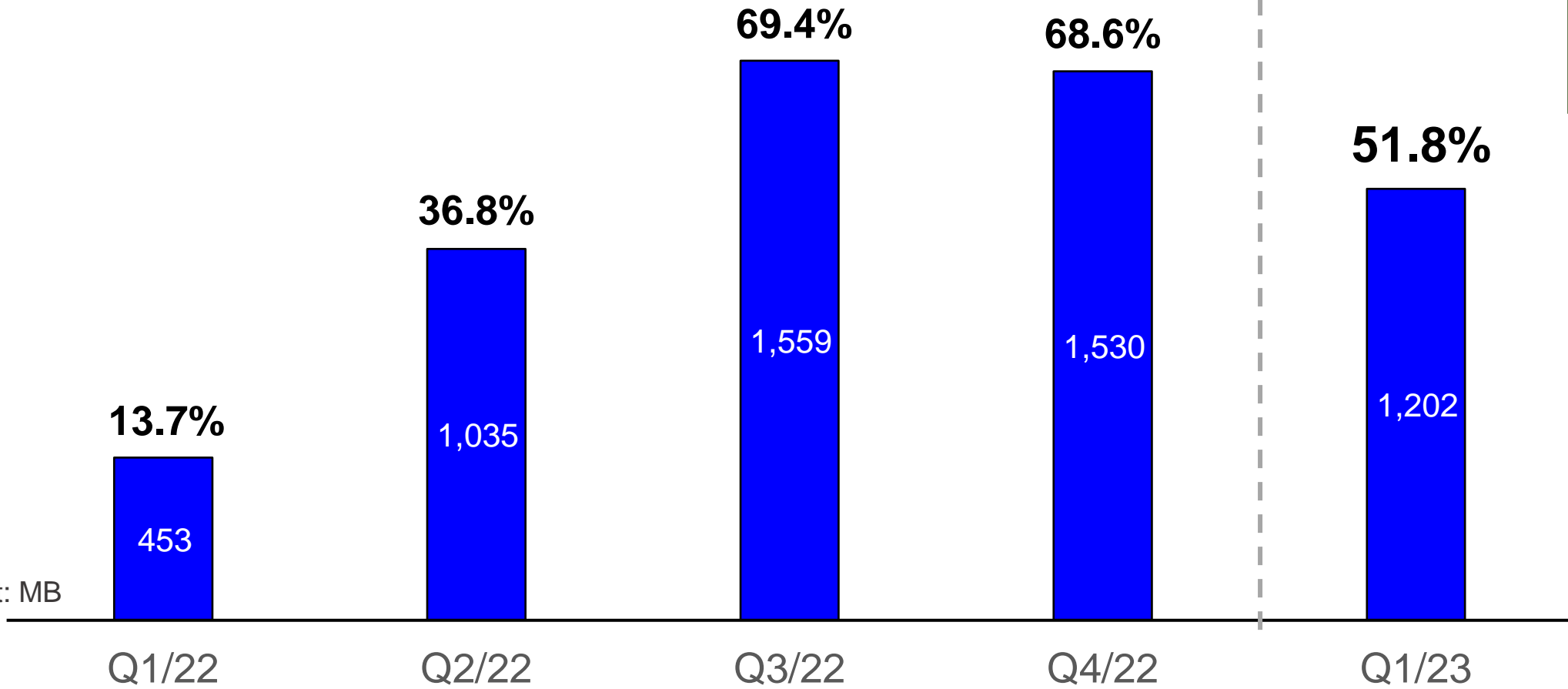
Q1/23 net debt: increased +165% y-o-y and decreased -21% q-o-q

Net debt on EBITDA

Net Debt Change

↑ +165% y-o-y
↓ -21% q-o-q

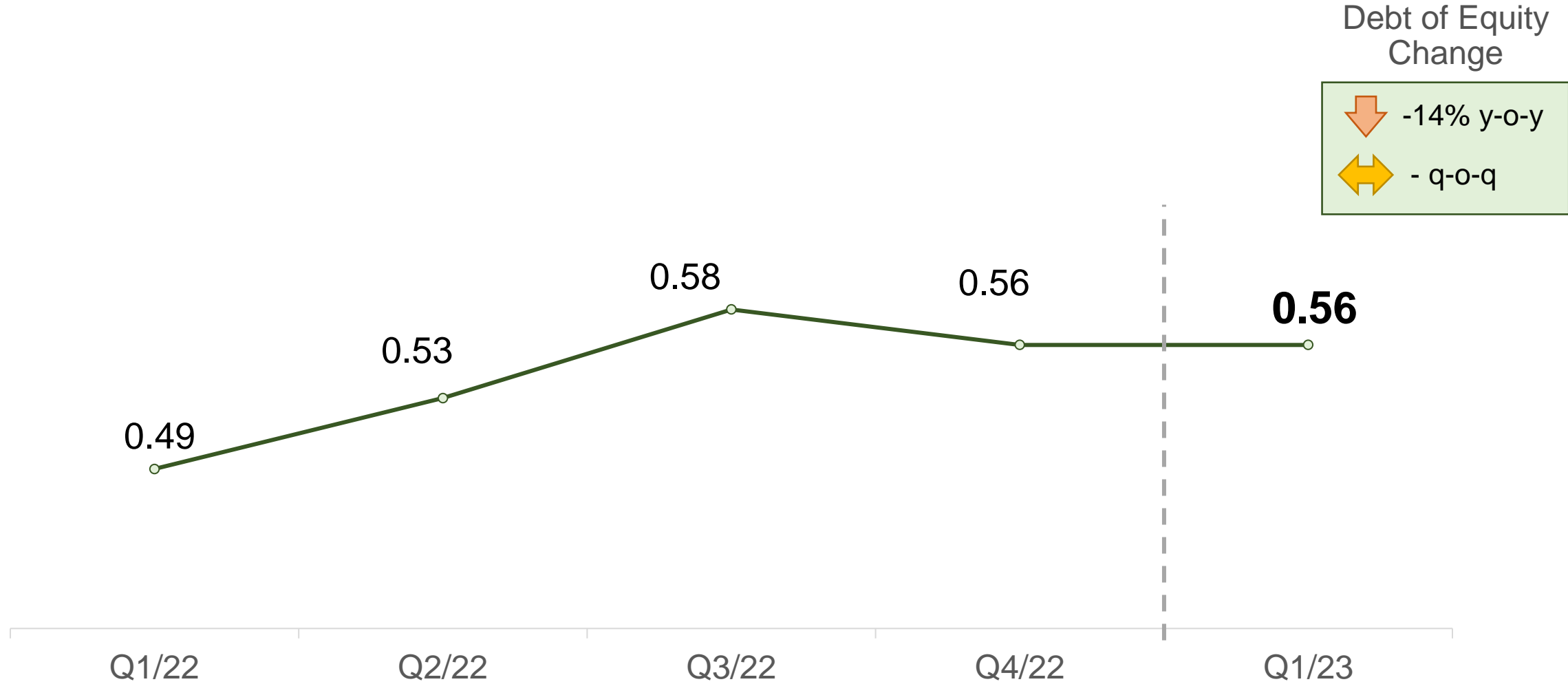
Unit: MB



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

Debt on Equity

Q1/23 debt on equity: increased -14% y-o-y and remain the same with last quarter



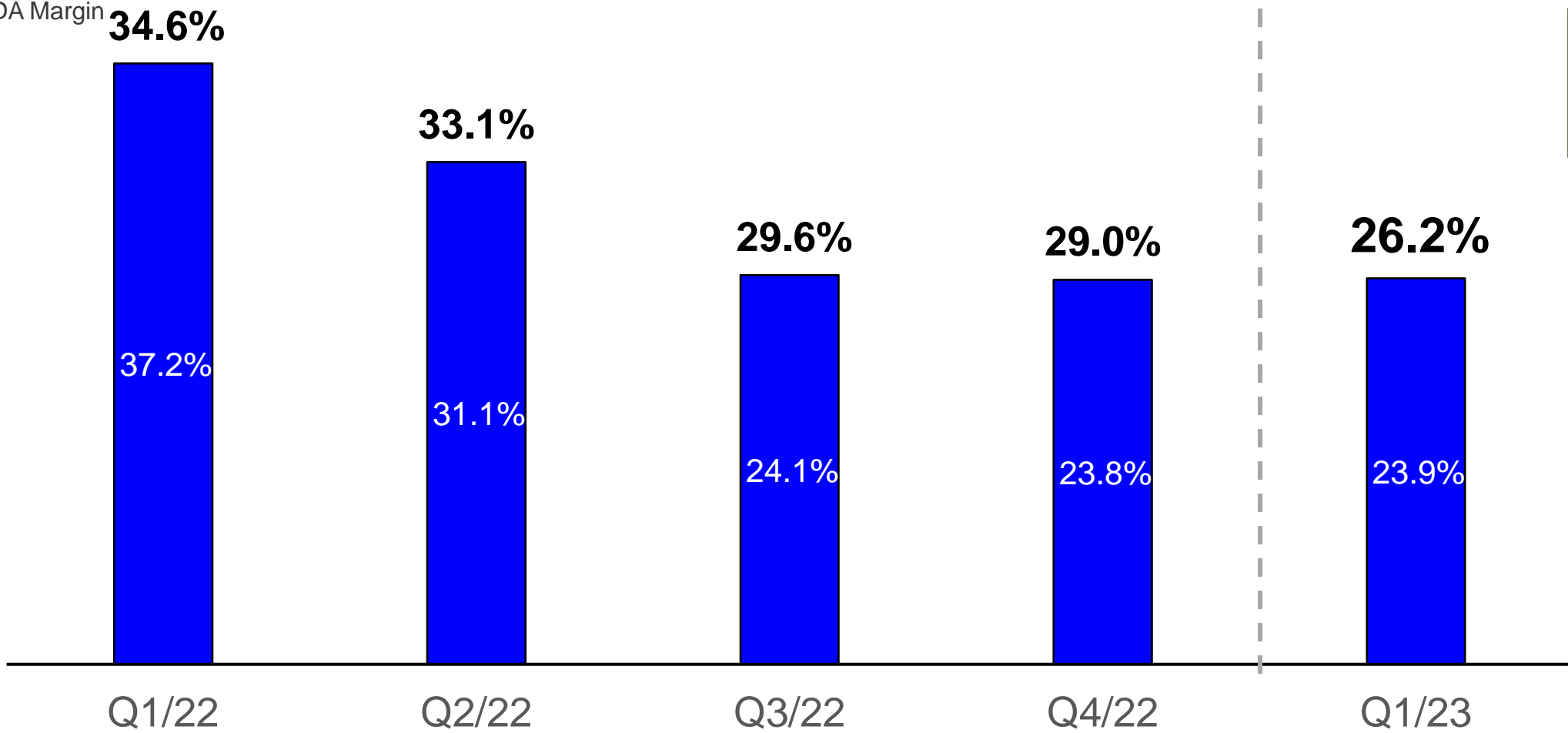
EBITDA on Assets and EBITDA Margin

Q1/23 EBITDA on Assets: decreased -36% y-o-y and roughly the same with last quarter

EBITDA Margin

EBITDA on Asset Change

- ↓ -36% y-o-y
- ↔ - q-o-q



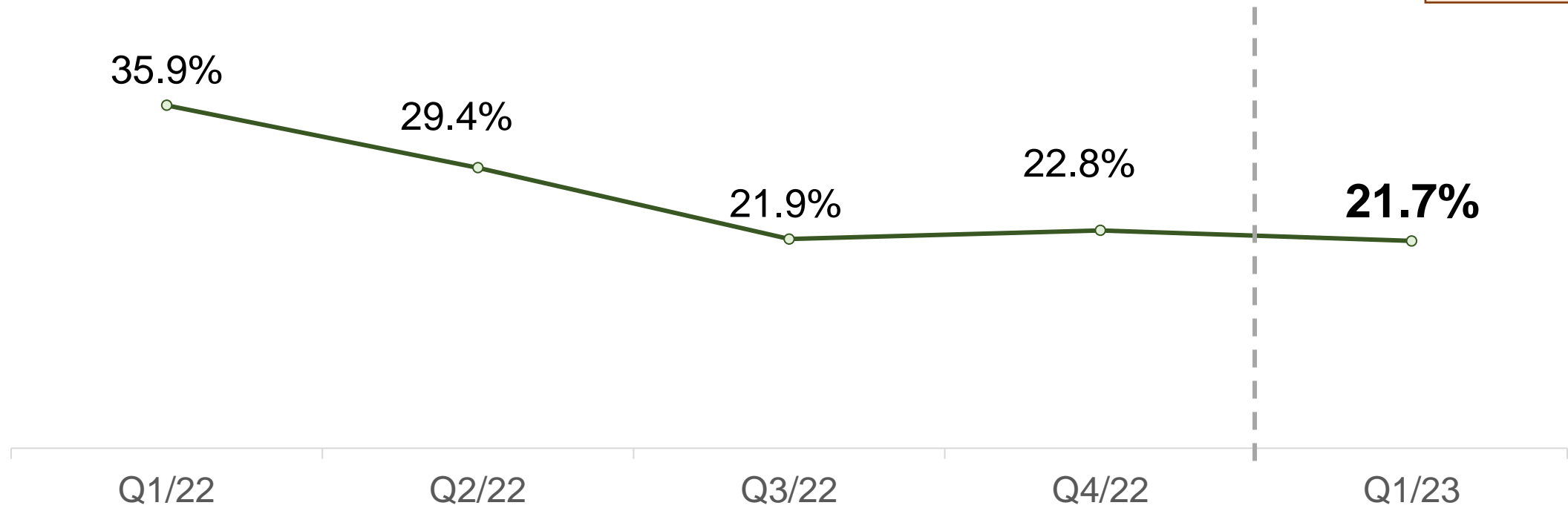
Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets
 EBITDA margin = EBITDA / Consolidated sales

Return on Equity

Q1/23 return on equity decreased -40% y-o-y and decreased -5% q-o-q

Return on Equity Change

↓ -40% y-o-y
↓ -5% q-o-q

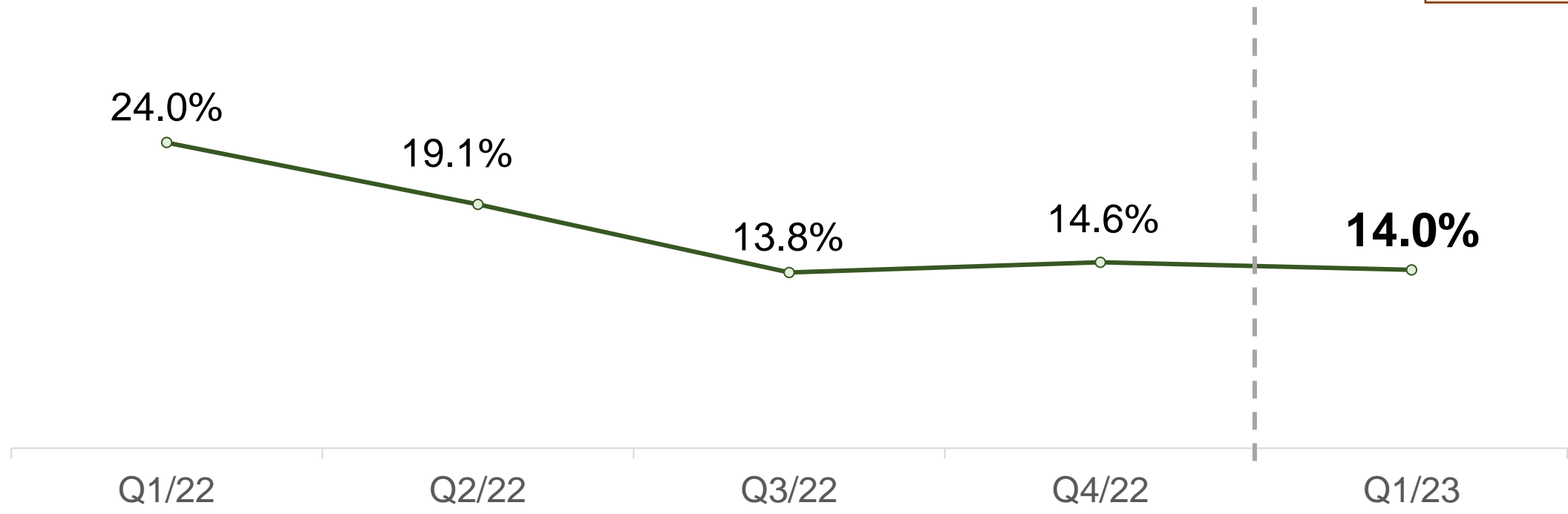


Return on Asset

Q1/23 return on asset decreased -42% y-o-y and decreased -4% q-o-q

Return on Assets Change

- ↓ -42% y-o-y
- ↓ -4% q-o-q

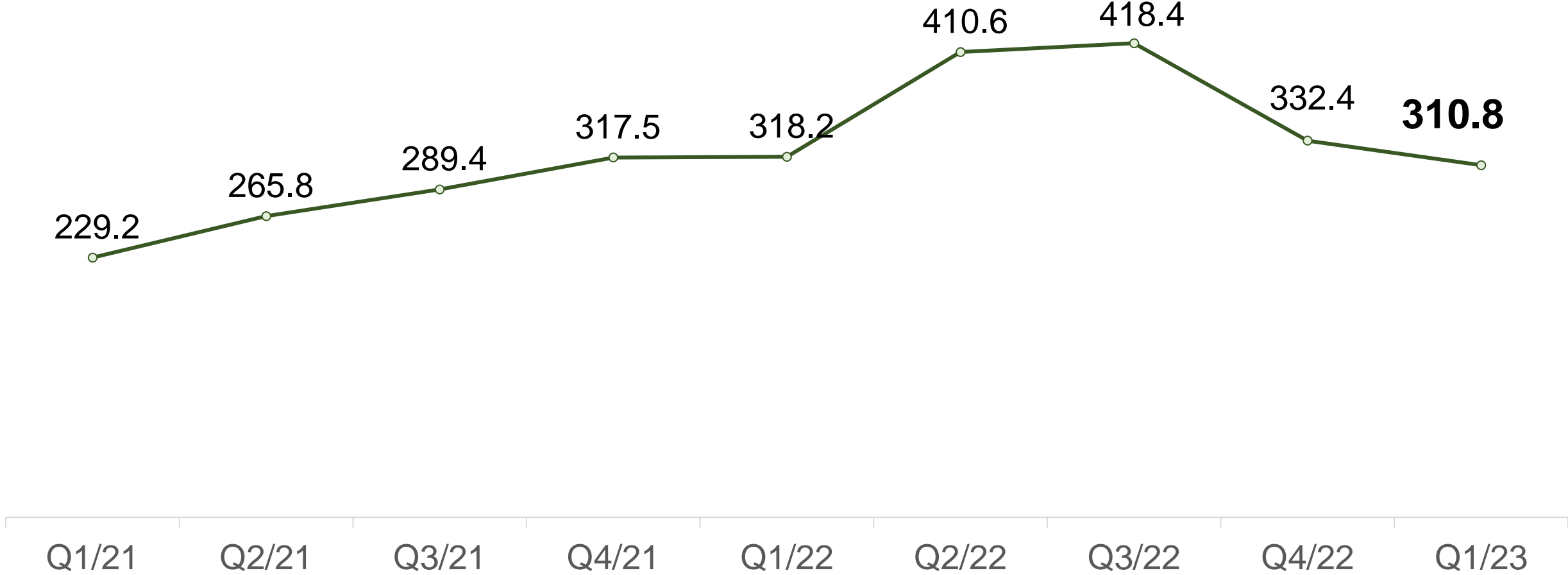


Agenda

1. Market Situation and Performance
2. Financial Updates
3. Company Updates

Appendix – Natural Gas Price

Unit: Baht/MMTBU



Appendix – Diesel Price

Unit: Baht/Litre

