

# DYNASTY CERAMIC PUBLIC COMPANY LIMITED

Operating Results 2Q2020



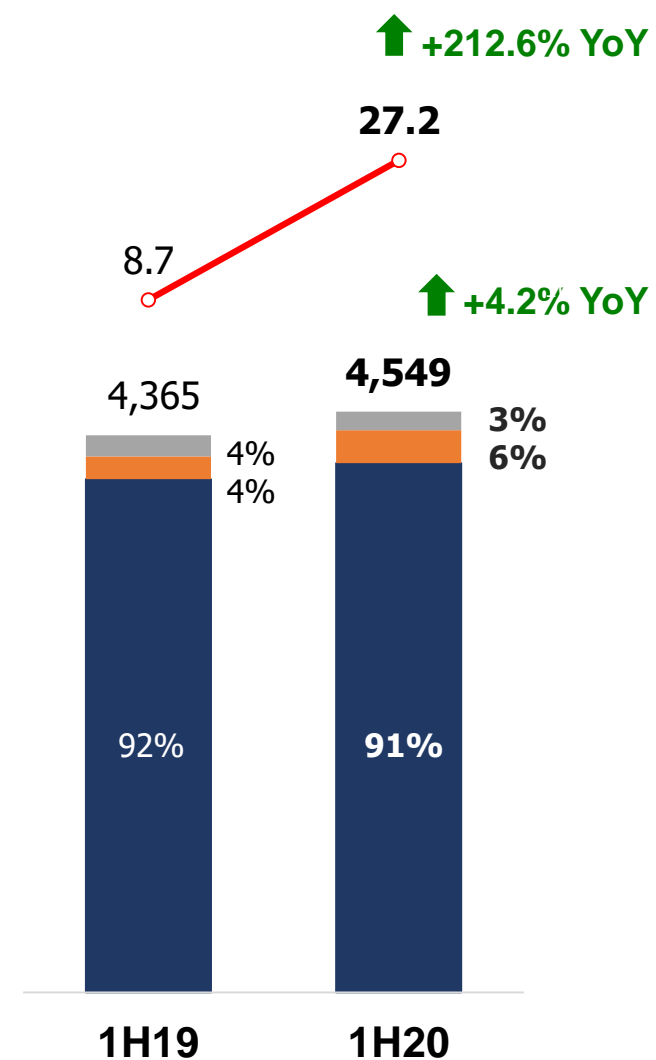
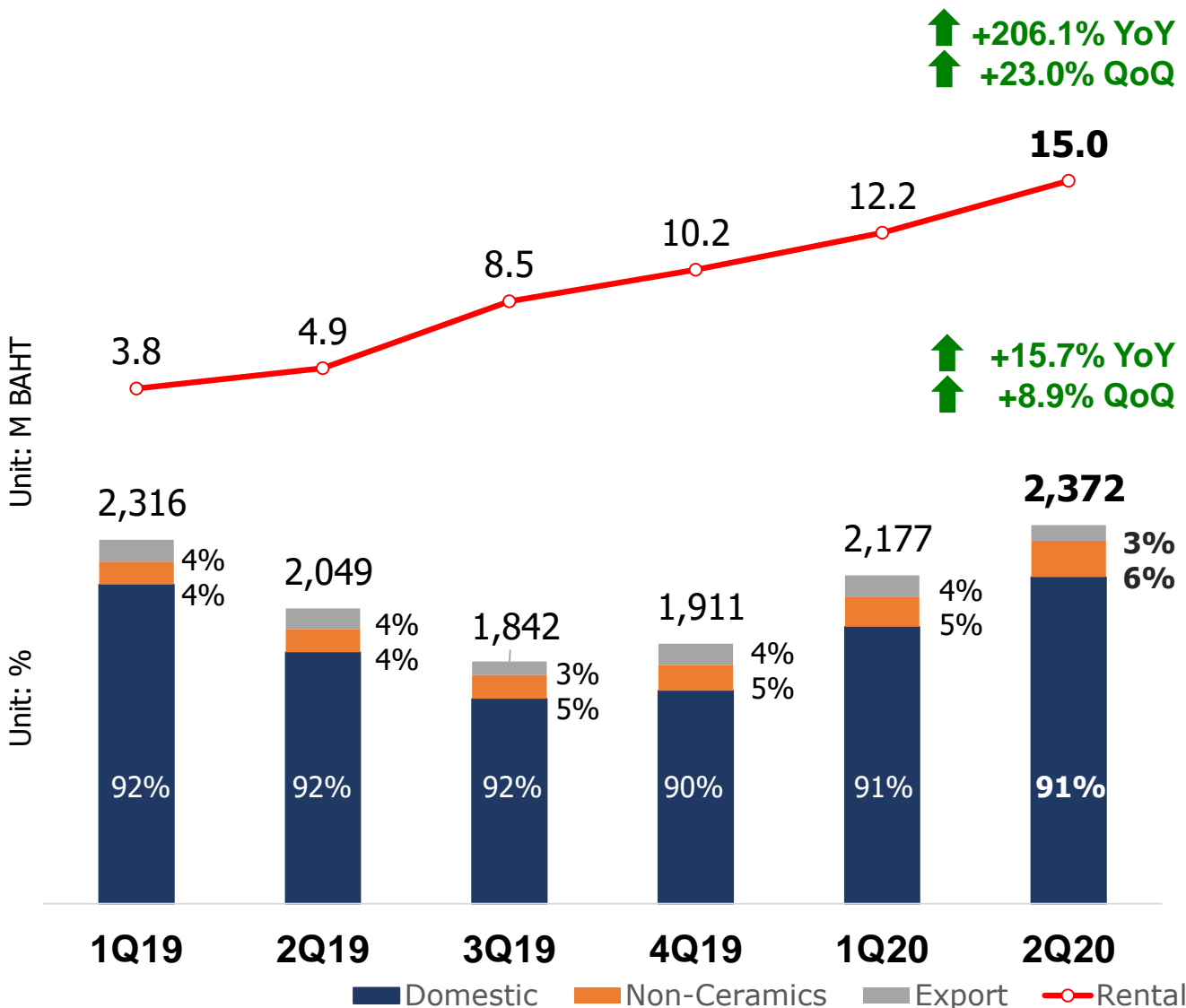
# Company Profile and Key Milestones

- Dynasty Ceramic PLC (DCC) is the major manufacturer and distributor of ceramic floor and wall tiles in Thailand with owned nationwide distribution network over 200 outlets.
- We currently operate 3 manufacturing facilities in Thailand – Dynasty, Tile Top, and RCI factories with total production capacity of 35M Sq.m in 1H20

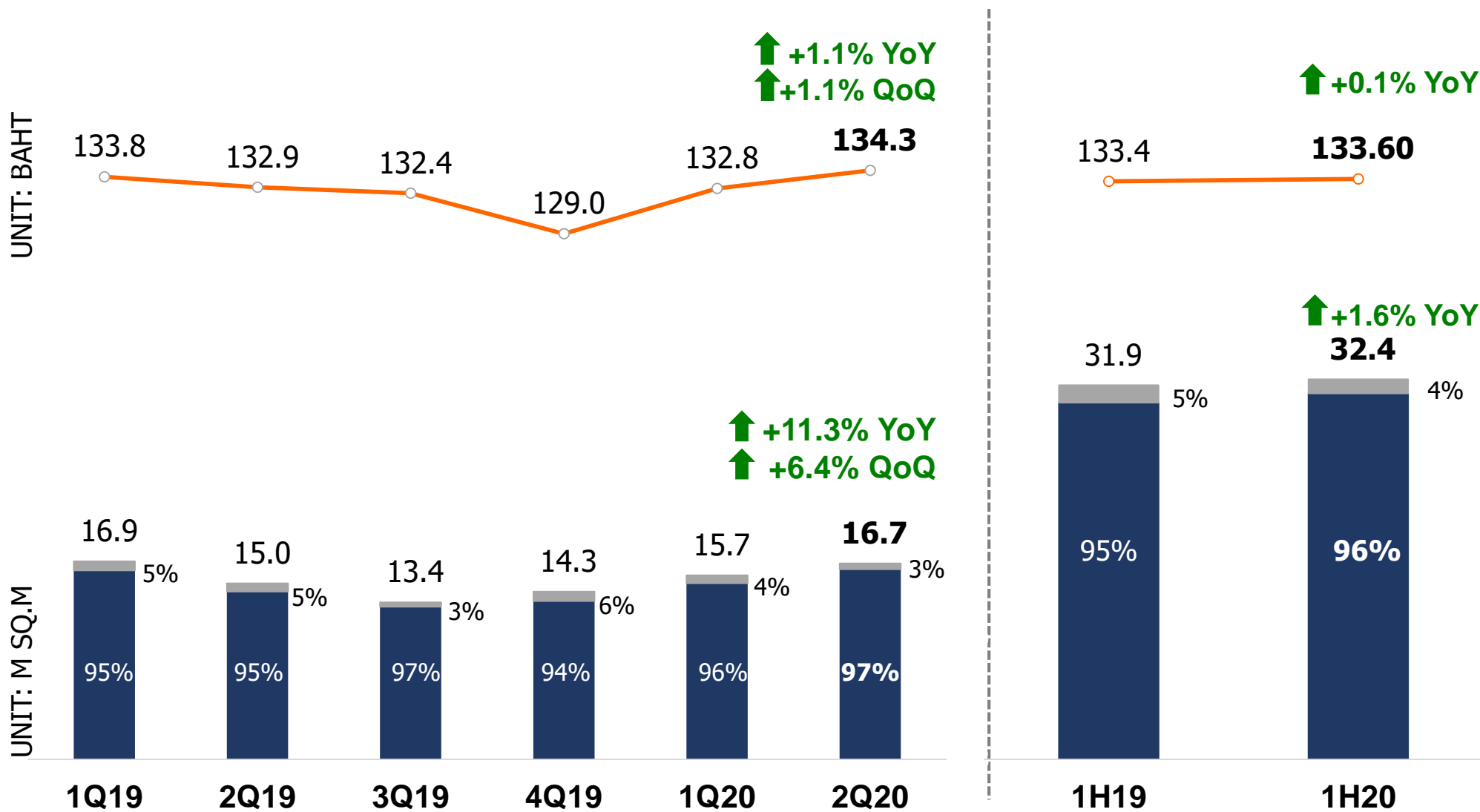
	Max Capacity 1H20 (M Sq.m)	Utilization Rate (%)
Dynasty	12.7	82%
Tile Top	16.1	93%
RCI	6.2	79%
<b>Total</b>	<b>35.0</b>	<b>87%</b>



# Sales Revenue and Rental Income



# Sales Volume and ASP



↑ +1.1% YoY  
↑ +1.1% QoQ

↑ +0.1% YoY

↑ +11.3% YoY  
↑ +6.4% QoQ

↑ +1.6% YoY

Remark : Only ceramics tiles

■ Domestic

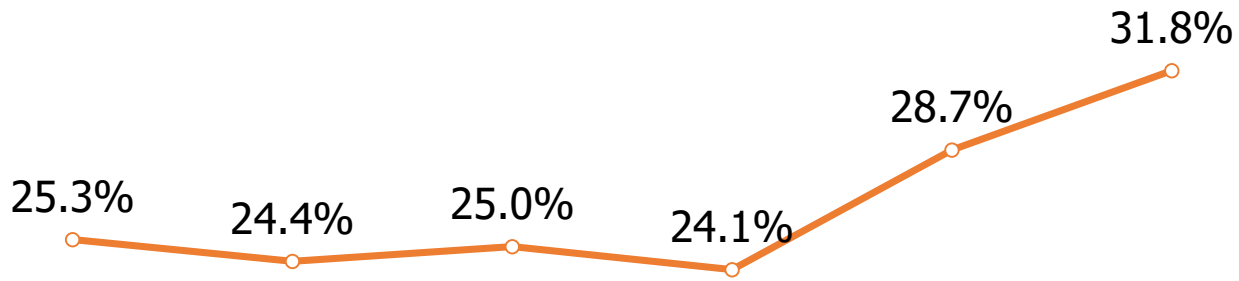
■ Export

○ ASP

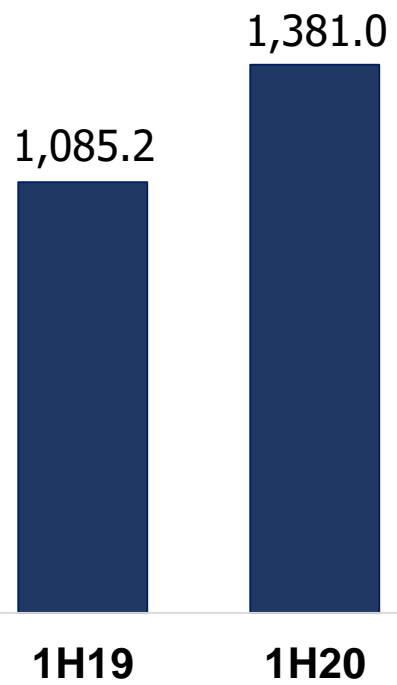
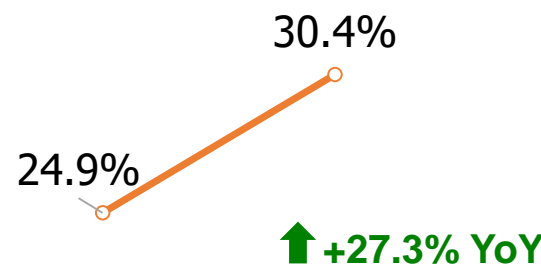
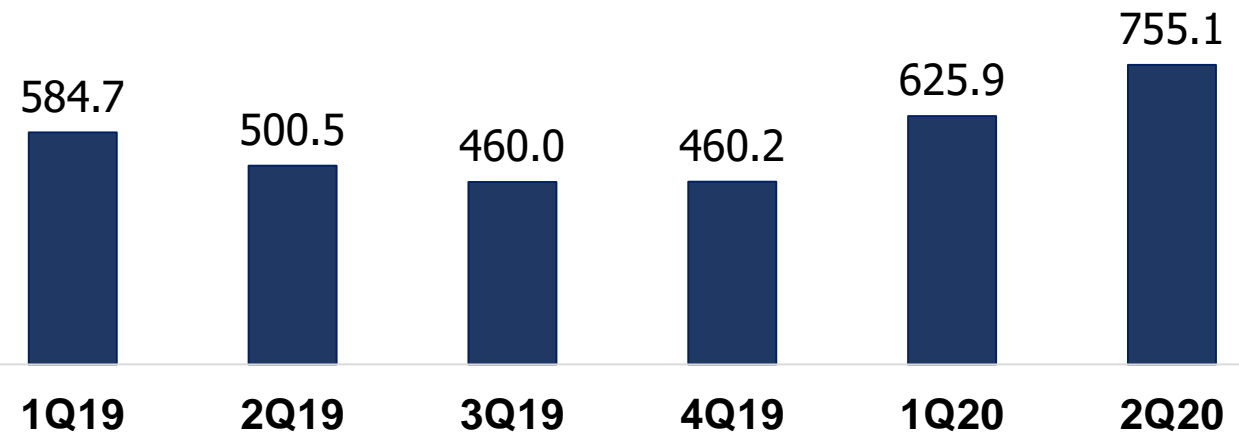


# EBITDA

UNIT: MARGIN %

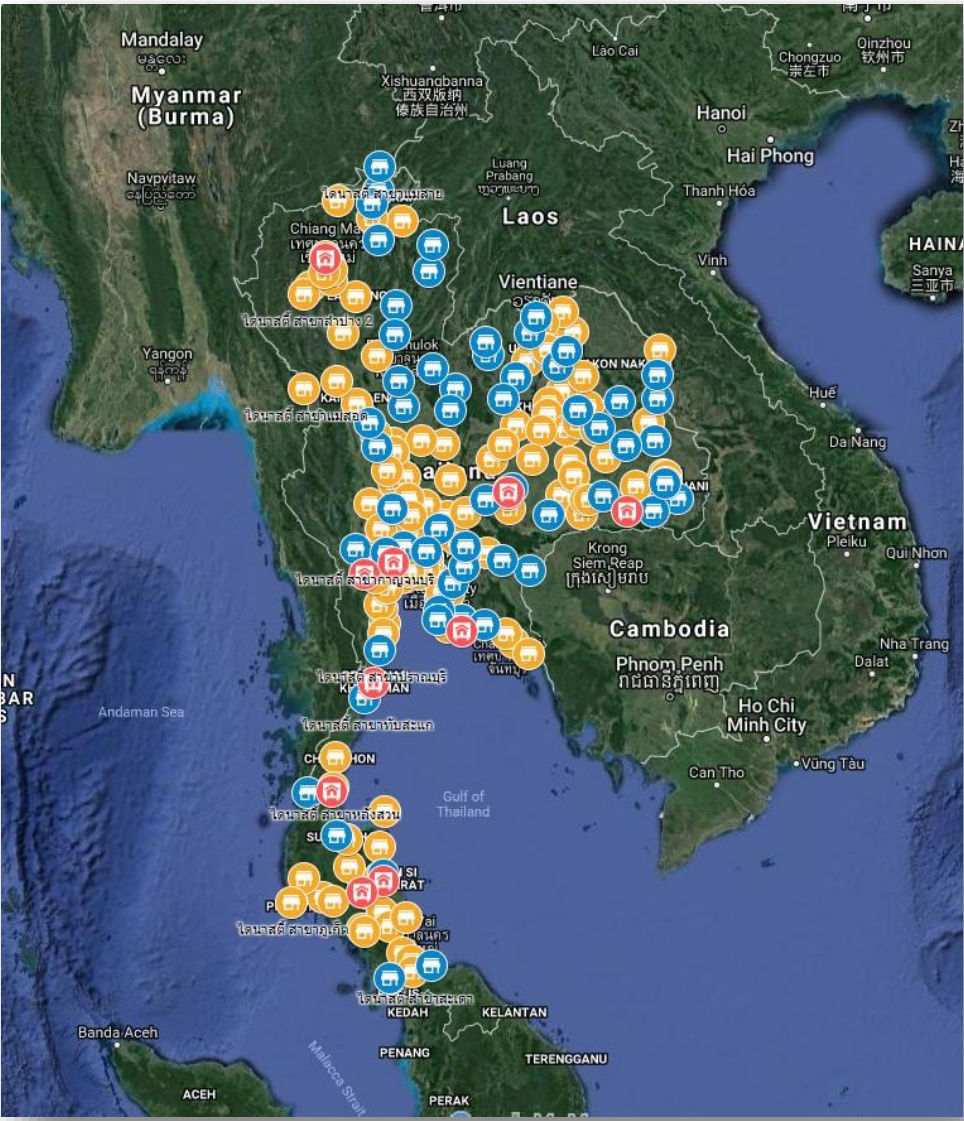


Unit: M BAHT

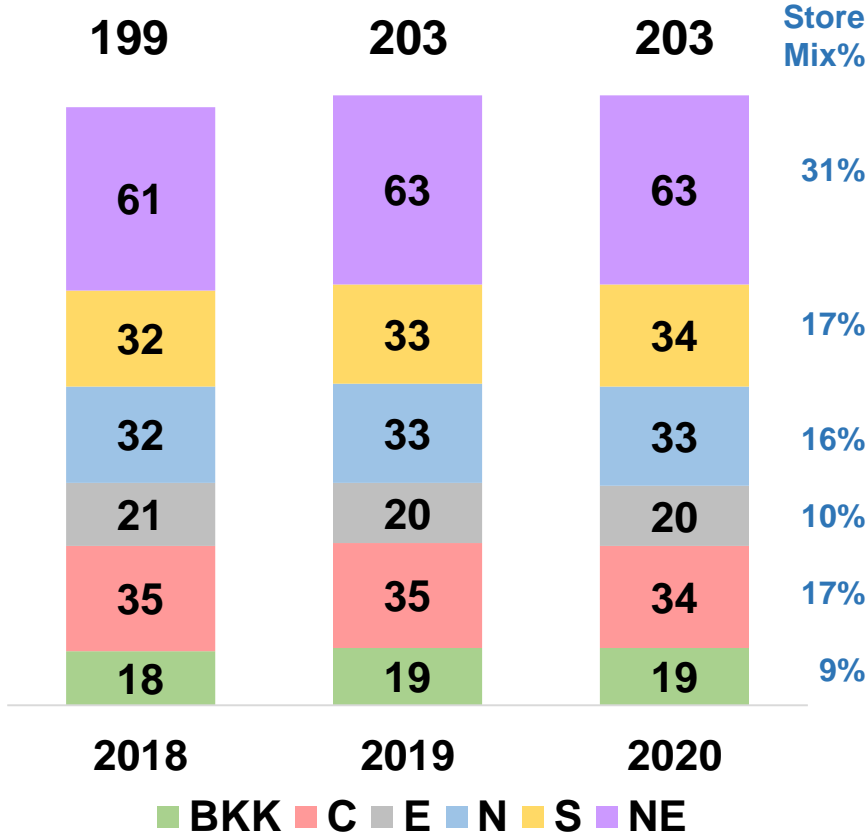


■ EBITDA    ○ EBITDA Margin

# Outlet Network by Region

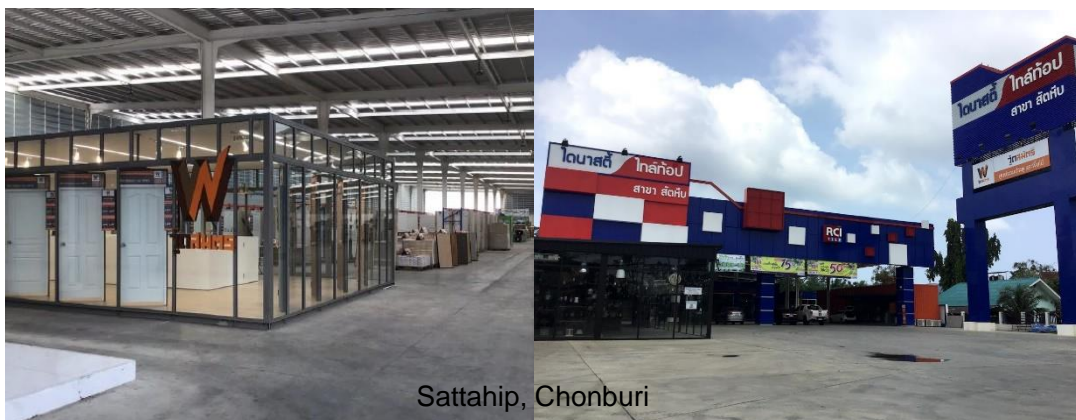


UNIT: OUTLET



# New Project – Rental Income

Some of the new outlets, as well as the 66 existing outlets are the Company's outlet, which we plan to rent out available space to other manufacturers and importers of construction material and equipment. We aim to become a one-stop service for customers and to create traffic to our outlets and earn recurring rental income.



Sattahip, Chonburi

	Available Space	Rented Space
At YE2019A	70,000 sq.m	34,000 sq.m
At YE2020E	80,000 sq.m	48,000 sq.m*

Remark: YE2020E rented space are estimated space at the existing and new outlets that has been rented or expected to be rented by year-end.

## Some of those who rent our space:



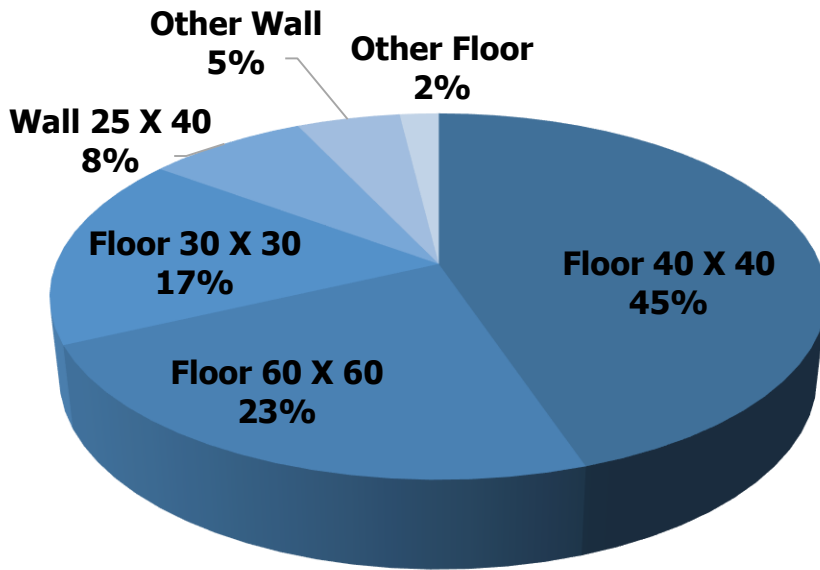
# PRODUCT





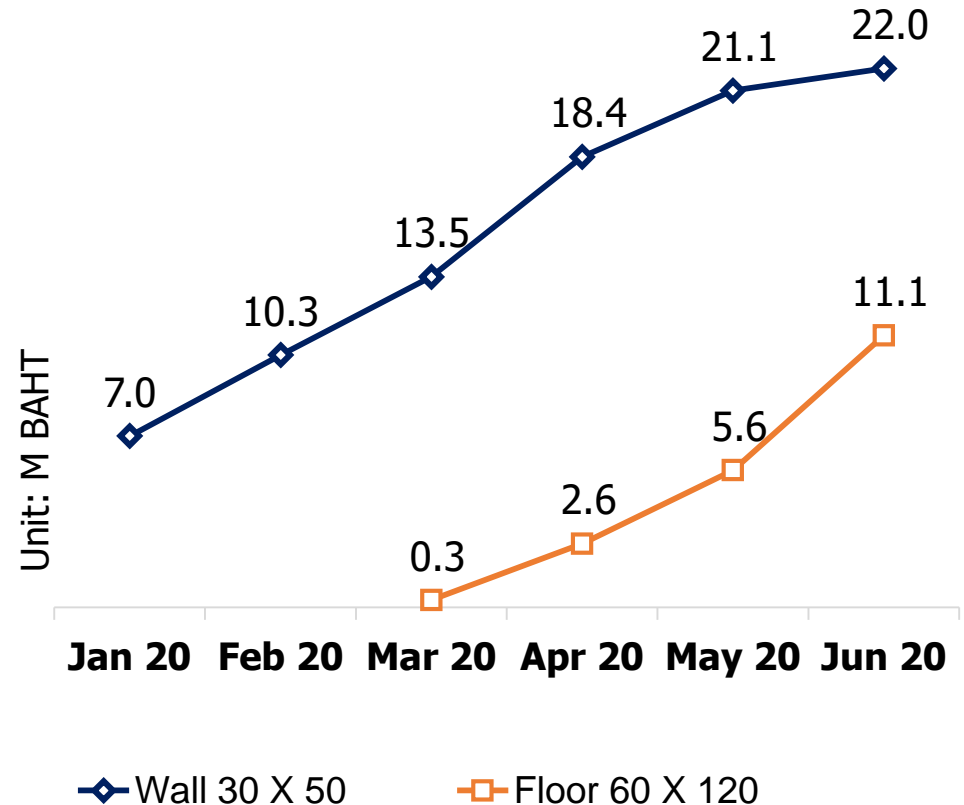
# Product Type Breakdown (Sales Mix by Sales Value)

**1H2020**



Remark: Tile dimensions are in centimeter

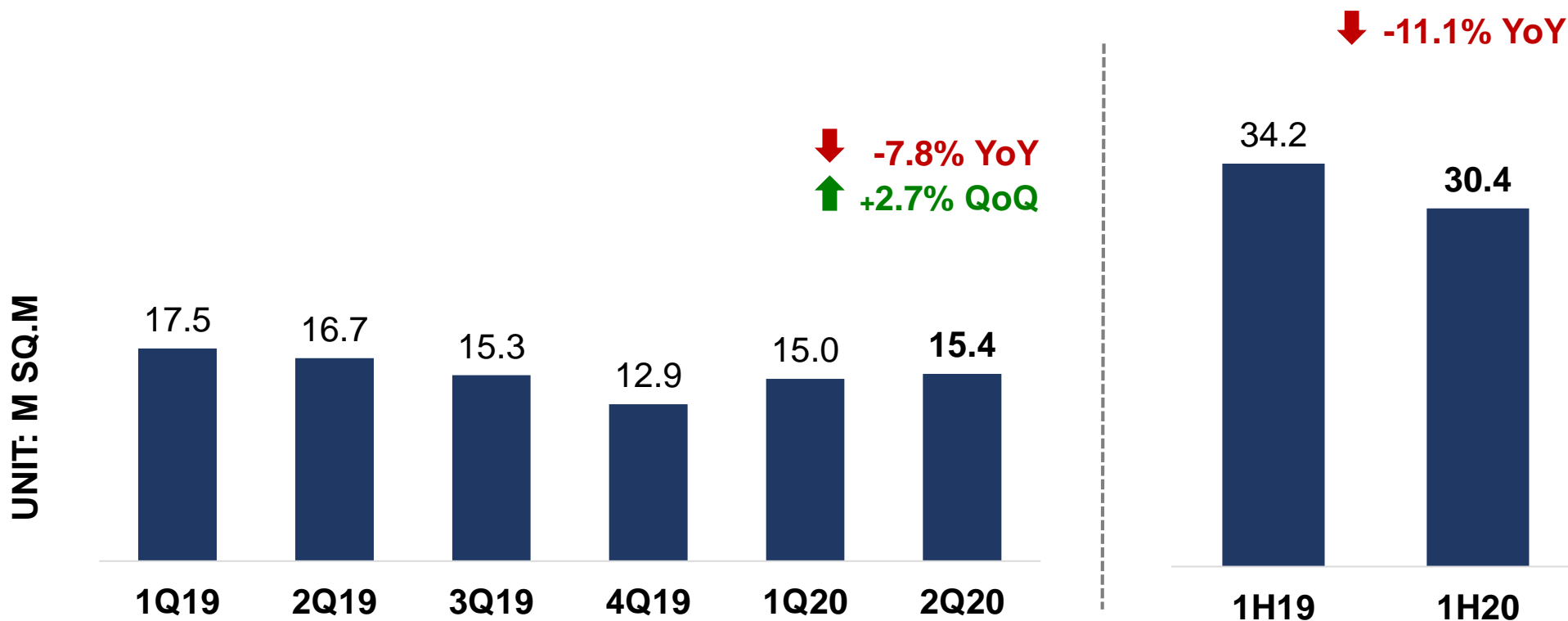
**New Product**  
 Floor 60 X 120  
 Wall 30 X 50



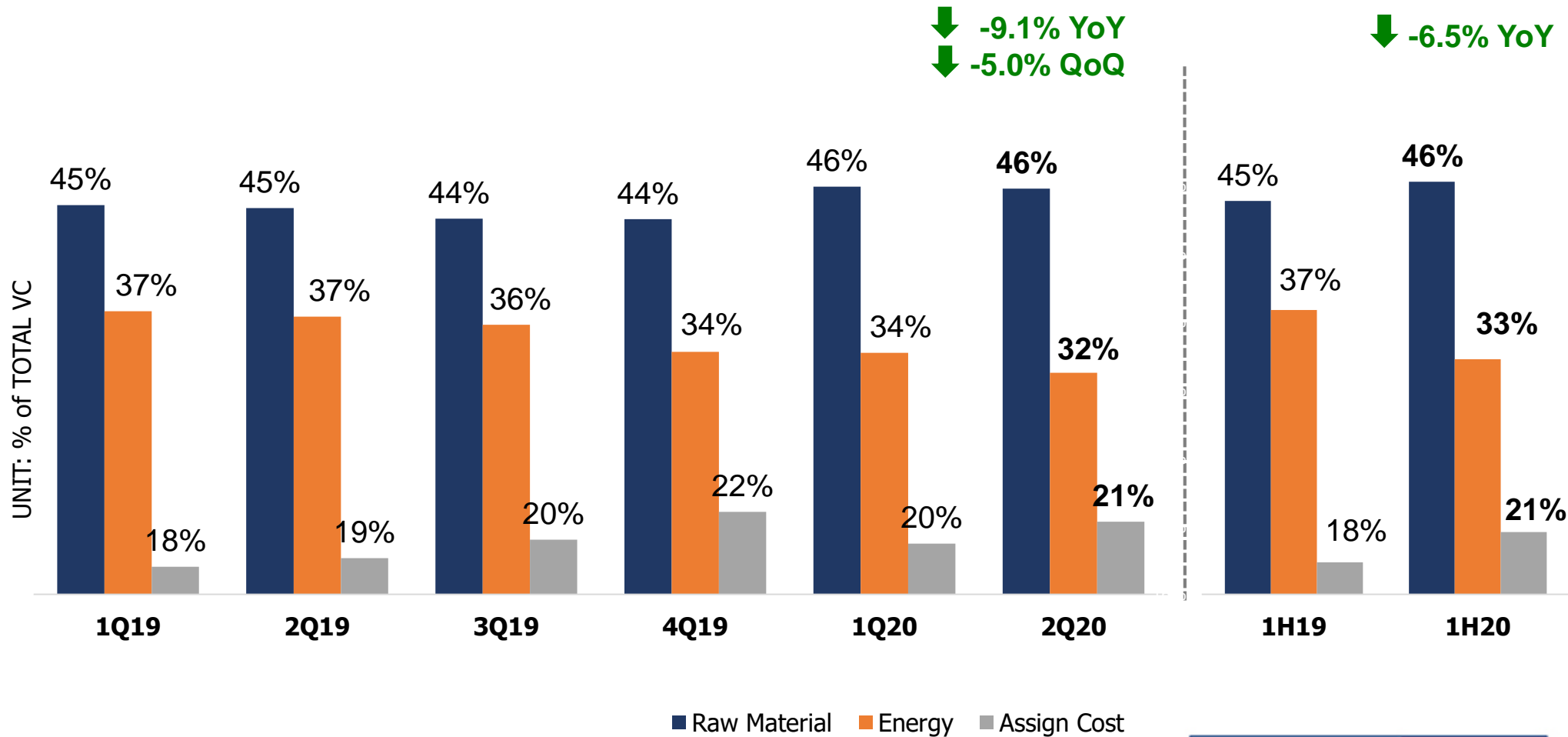
# PRODUCTION



# Production Volume

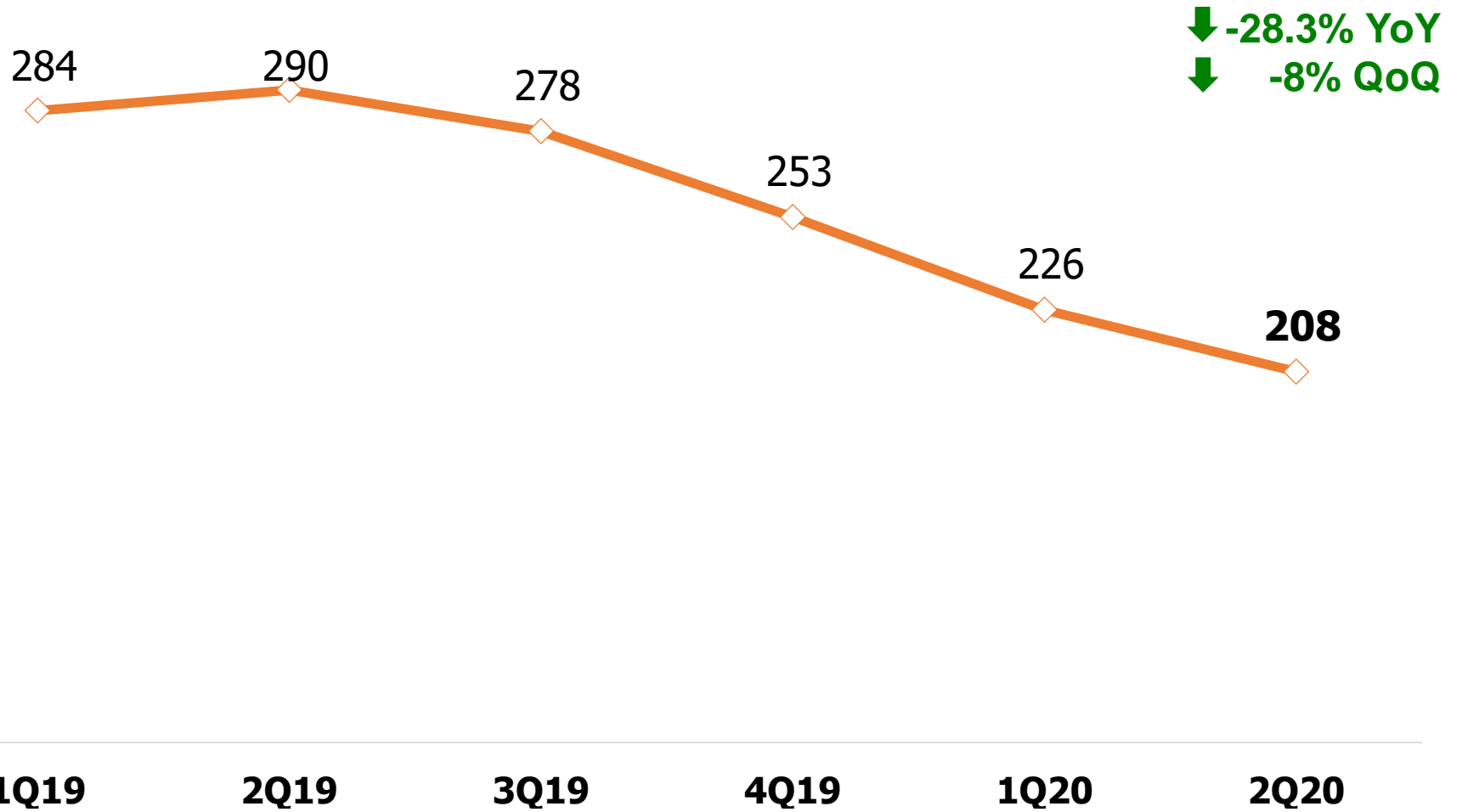


# Production Cost



# Natural Gas Price

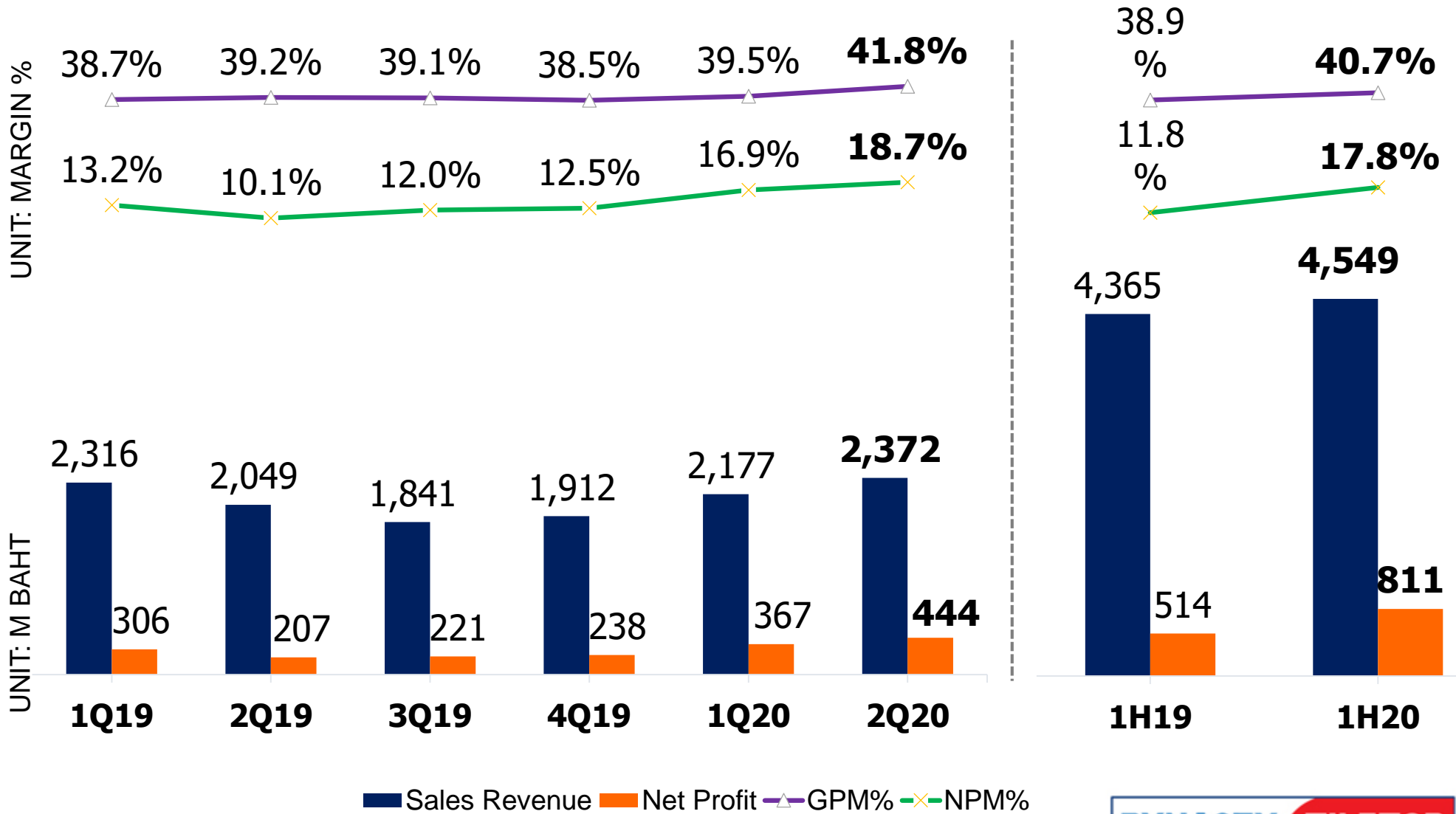
UNIT: BAHT/MMBTU



# PERFORMANCE



# Quarterly Performance



# Earnings Per Share and Dividend Per Share

*Dividend policy is not less than 70% of the consolidated financial statement*

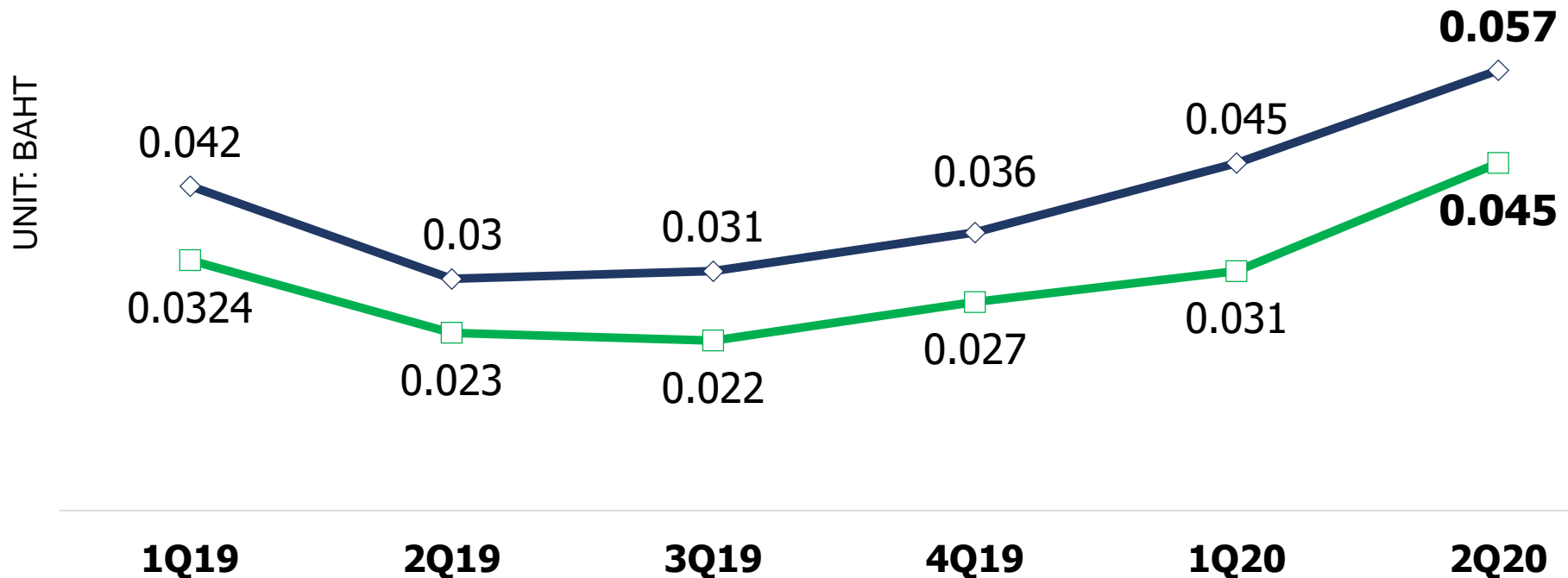
FY2019 : EPS=0.139B , DPS= from 0.1044B (Payout ratio = 75%)

1Q2020 : EPS=0.045B\* , DPS= from 0.031B\*\* (Payout ratio = 70%)

**2Q2020 : EPS=0.057B\* , DPS= from 0.045B\*\* (Payout ratio = 83%)**

◆ Earning per Share

■ Dividend per Share



Remark \*, \*\*: EPS and DPS in 2020 are calculated based on weighted average shares which has incorporated new registered and paid-up shares numbers of warrants exercised in May 2020.



# APPENDIX

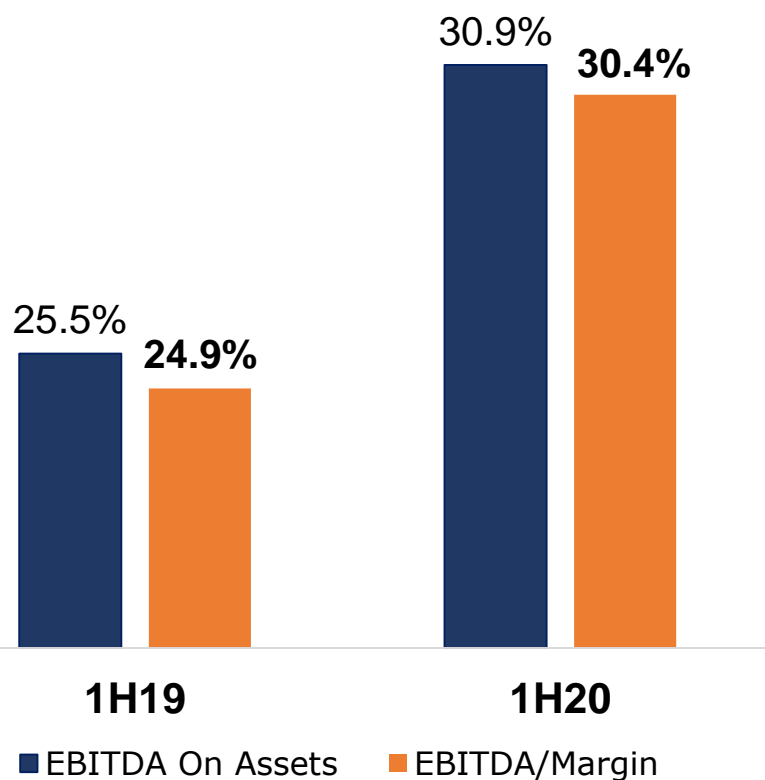


# DCC – Consolidated

Statement of Comprehensive Income	2Q2020		2Q2019		% Increase	1H2020		1H2019		% Increase
	Million Baht	%	Million Baht	%	(Decrease)	Million Baht	%	Million Baht	%	(Decrease)
<b>Revenue from sales</b>	<b>2,371.6</b>	<b>100.0%</b>	<b>2,049.3</b>	<b>100.0%</b>	<b>16%</b>	<b>4,548.9</b>	<b>100.0%</b>	<b>4,365.0</b>	<b>100.0%</b>	<b>4%</b>
Cost of sales	(1,379.2)	-58.2%	(1,245.9)	-60.8%	11%	(2,697.5)	-59.3%	(2,666.3)	-61.1%	1%
<b>Gross profit</b>	<b>992.4</b>	<b>41.8%</b>	<b>803.4</b>	<b>39.2%</b>	<b>24%</b>	<b>1,851.4</b>	<b>40.7%</b>	<b>1,698.7</b>	<b>38.9%</b>	<b>9%</b>
Other income	20.3	0.9%	13.6	0.7%	49%	37.0	0.8%	25.4	0.6%	46%
Distribution costs	(216.5)	-9.1%	(221.1)	-10.8%	-2%	(430.9)	-9.5%	(449.2)	-10.3%	-4%
Administrative expenses	(222.6)	-9.4%	(274.5)	-13.4%	-19%	(439.3)	-9.7%	(501.6)	-11.5%	-12%
Finance costs	(12.2)	-0.5%	(10.9)	-0.5%	12%	(31.2)	-0.7%	(23.3)	-0.5%	34%
<b>Profit (loss) before income tax</b>	<b>561.4</b>	<b>23.7%</b>	<b>310.5</b>	<b>15.2%</b>	<b>81%</b>	<b>987.0</b>	<b>21.7%</b>	<b>750.0</b>	<b>17.2%</b>	<b>32%</b>
Income tax	(114.0)	-4.8%	(66.5)	-3.2%	71%	(178.7)	-3.9%	(155.8)	-3.6%	15%
<b>Total profit (loss) income for the period</b>	<b>447.4</b>	<b>18.9%</b>	<b>244.0</b>	<b>11.9%</b>	<b>83%</b>	<b>808.3</b>	<b>17.8%</b>	<b>594.2</b>	<b>13.6%</b>	<b>36%</b>
Other profit (loss) comprehensive income for the period, net of tax	-	0.0%	-	0.0%	0%	-	0.0%	-	0.0%	0%
<b>Total profit (loss) comprehensive income for the period</b>	<b>447.4</b>	<b>18.9%</b>	<b>244.0</b>	<b>11.9%</b>	<b>83%</b>	<b>808.3</b>	<b>17.8%</b>	<b>594.2</b>	<b>13.6%</b>	<b>36%</b>
<b>Profit(loss) attributable to :</b>										
<b>Owner of the Company</b>	<b>443.5</b>	<b>18.7%</b>	<b>207.4</b>	<b>10.1%</b>	<b>114%</b>	<b>810.8</b>	<b>17.8%</b>	<b>513.5</b>	<b>11.8%</b>	<b>58%</b>
Non-controlling interests	3.9		36.6			(2.5)		80.7		
<b>Earnings per Share</b>	<b>0.055</b>		<b>0.027</b>		<b>105%</b>	<b>0.104</b>		<b>0.068</b>		<b>52%</b>
<b>Number of ordinary shares weighted average (Shares)</b>	<b>8,078,277</b>		<b>7,729,671</b>		<b>5%</b>	<b>7,803,507</b>		<b>7,529,799</b>		<b>4%</b>

# Financial Ratios

UNIT: MARGIN %



Financial Ratios	Unit	1H2020	1H2019
<b>Liquidity Ratio</b>			
Current Ratio	Times	0.69	0.88
Acid test Ratio	Times	0.62	0.79
<b>Leverage</b>			
Debt Ratio	Times	1.23	0.38
Net Debt to EBITDA	Times	1.13	1.28
Interest Coverage Ratio	Times	91.71	106.39
Net Debt to Equity Ratio	Times	0.63	0.53
Debt to Equity Ratio: D/E	Times	0.79	0.61
<b>Profitability ratios</b>			
Return on Equity	%	16.7%	11.5%

\*\*\*Capital Expenditure for DCC Group in FY2020 was 918 MB.

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