

# Q2/2022 Performance

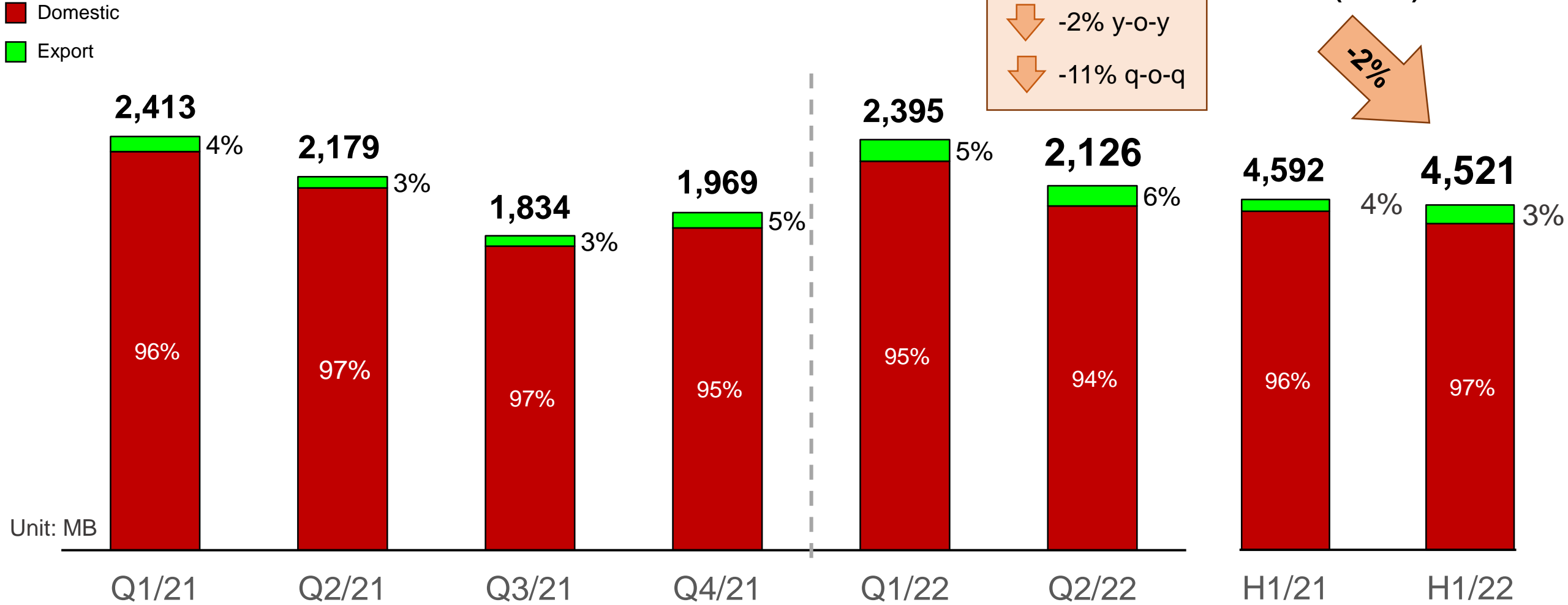
Dynasty Ceramic Public Company Limited

# Agenda

1. Performance
2. Financial Updates
3. Company Updates

# Revenue from Sales

Q2/22 total revenue: decreased -2% y-o-y and decreased -11% q-o-q



Sales Change  
 ↓ -2% y-o-y  
 ↓ -11% q-o-q

Revenue from Sales  
(H1/22)

-2%

Unit: MB

# Sales Volume Portion by Segment

Q2/22 sales volume: decreased -16% y-o-y and decreased -15% q-o-q while average price increased +16% y-o-y and +4% q-o-q

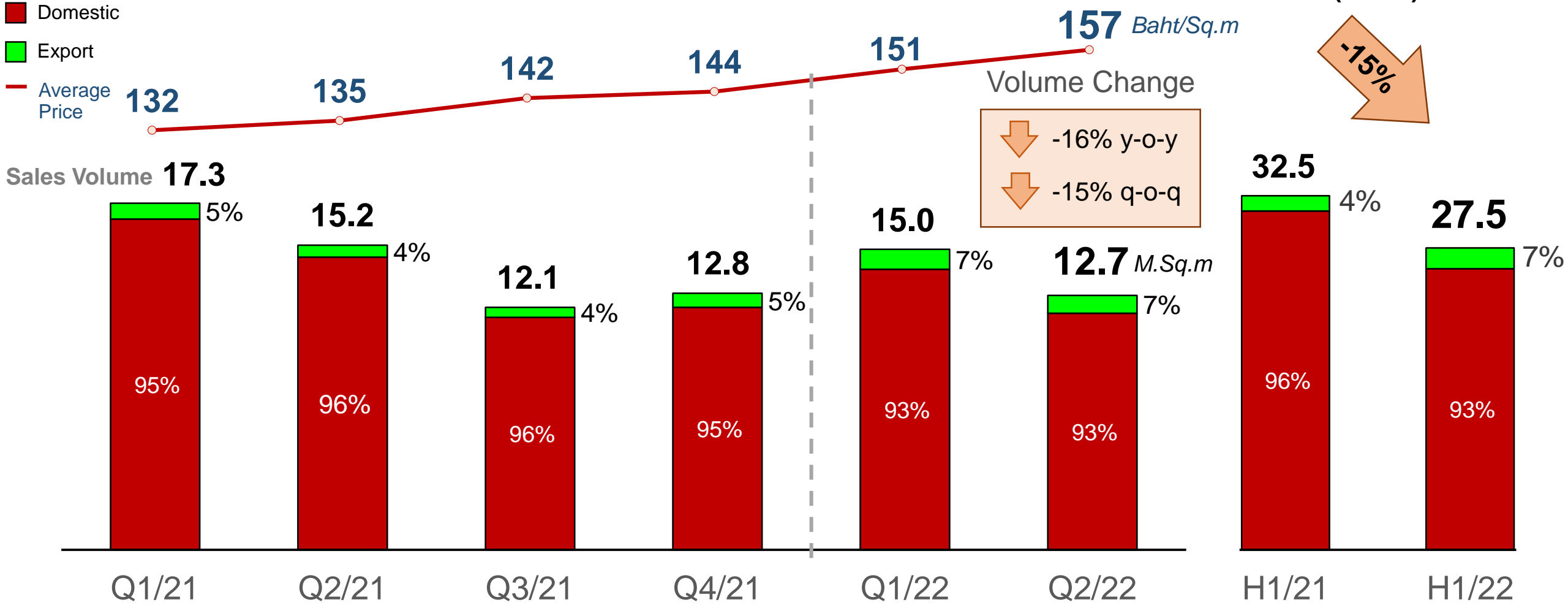
ASP. Change

- ↑ +16% y-o-y
- ↑ +4% q-o-q

Volume Change

- ↓ -16% y-o-y
- ↓ -15% q-o-q

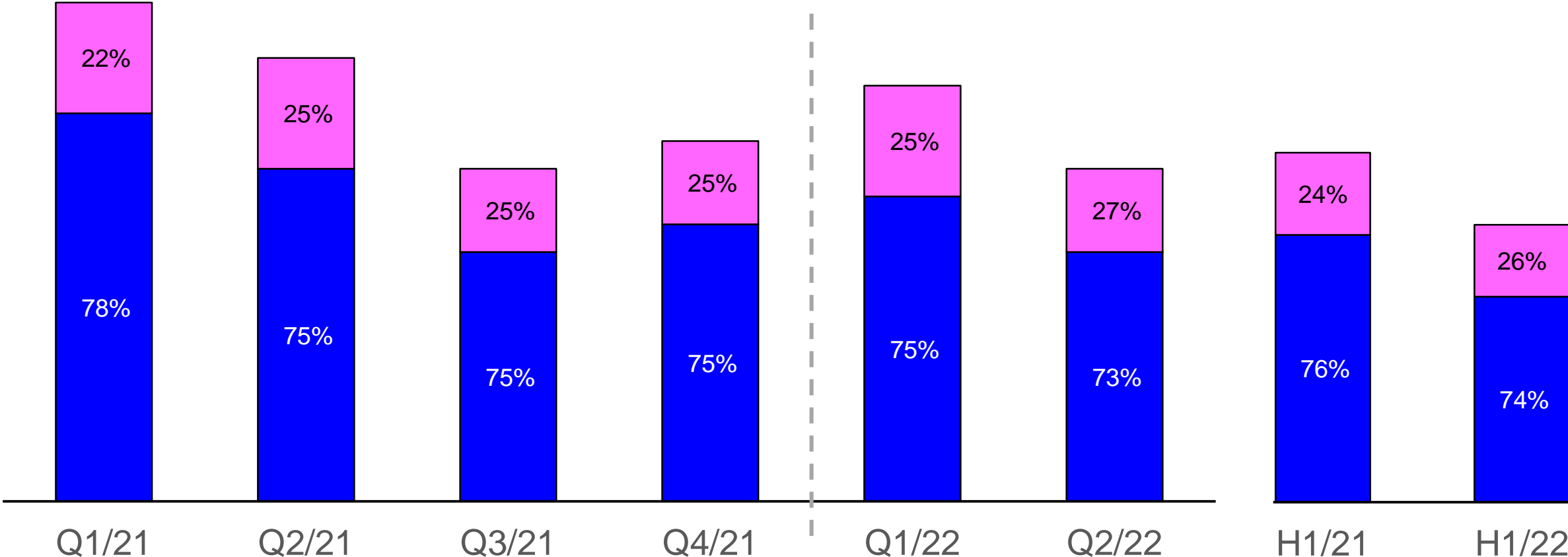
**Sales Volume (H1/22)**



Remark: Only Ceramic and Porcelain Tiles

# Sales Volume Portion by Segment

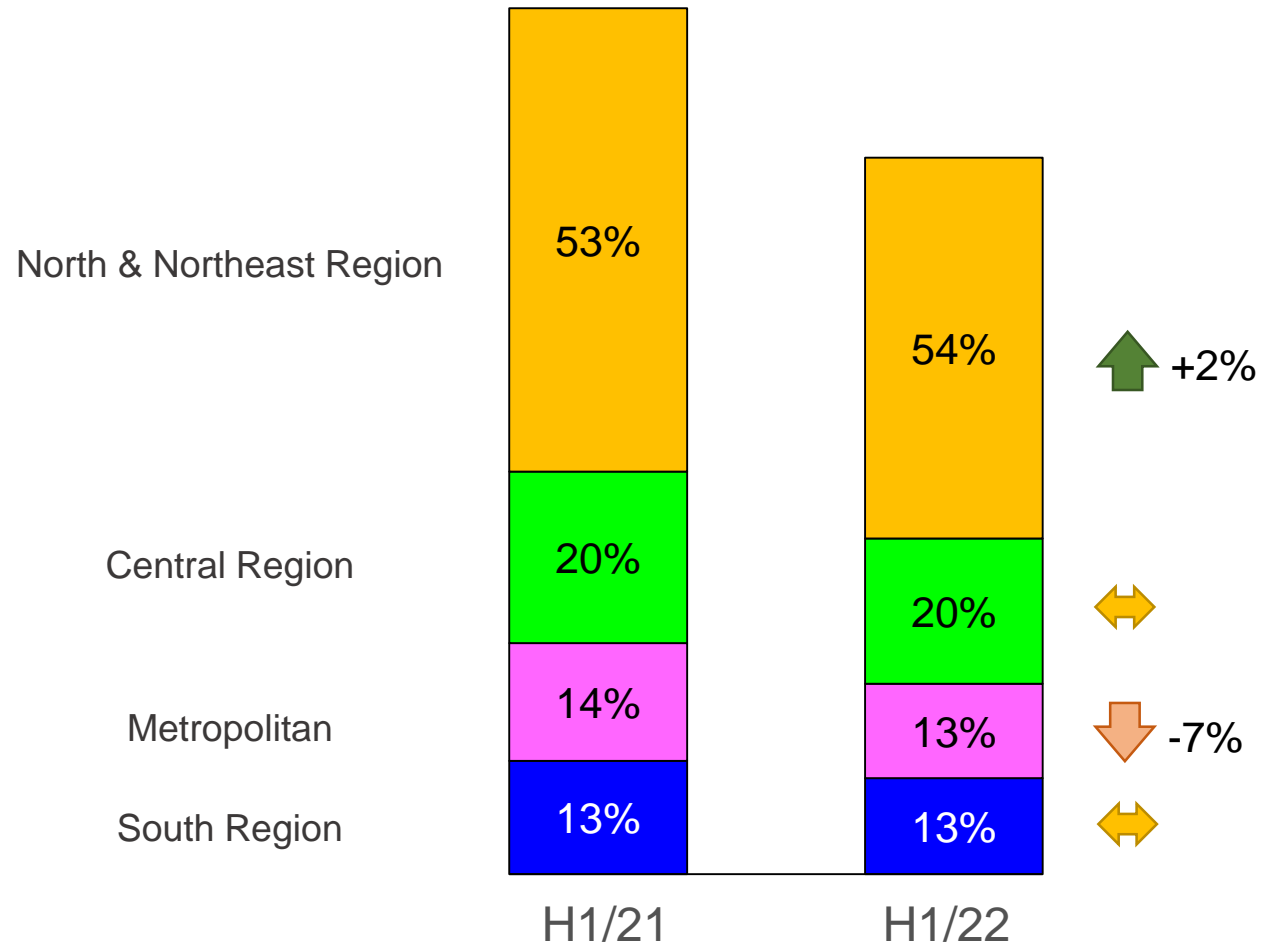
■ Mass-Medium  
■ Medium-High



Remark:  
 (1) Definition of segmentation  
 Medium – High : Floor Tile (Big size : 60 X 60 cm., 60 X 120 cm., 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)

# Domestic Sales volume by region

Sales Volume portion



# Rental Income

Q2/22 Rental Income: decreased -35% y-o-y and decreased -23% q-o-q. 94,000 sqm. space for rent at 98 outlets with 37% occupancy rate.

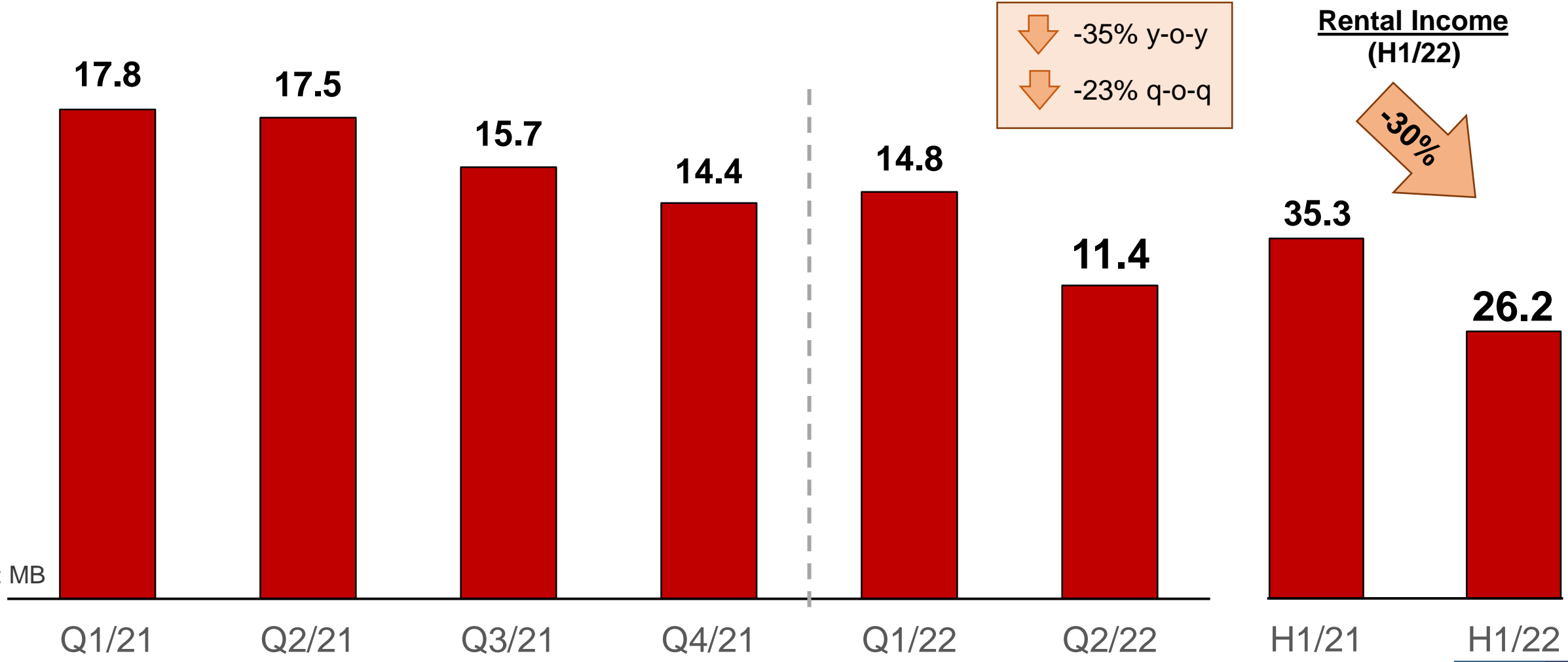
Rental Income Change

↓ -35% y-o-y  
↓ -23% q-o-q

Rental Income (H1/22)

↘ -30%

Unit: MB



# EDITDA

Q2/22 EBITDA: decreased -5% y-o-y and decreased -15% q-o-q

EBITDA Change

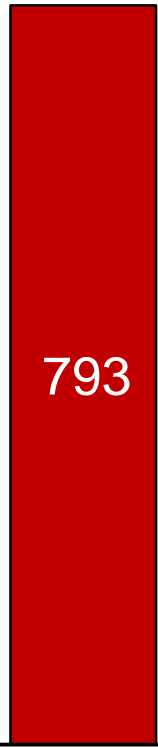
- ↓ -5% y-o-y
- ↓ -15% q-o-q

**EBITDA**  
**(H1/22)**



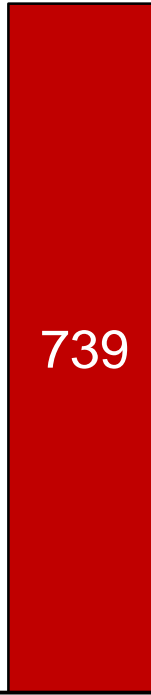
EBITDA Margin

**32.9%**



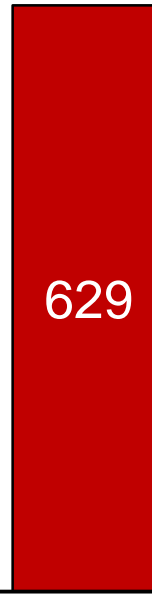
Q1/21

**33.9%**



Q2/21

**34.3%**



Q3/21

**33.1%**



Q4/21

**34.6%**



Q1/22

**33.1%**



Q2/22

**33.4%**



H1/21

**33.9%**



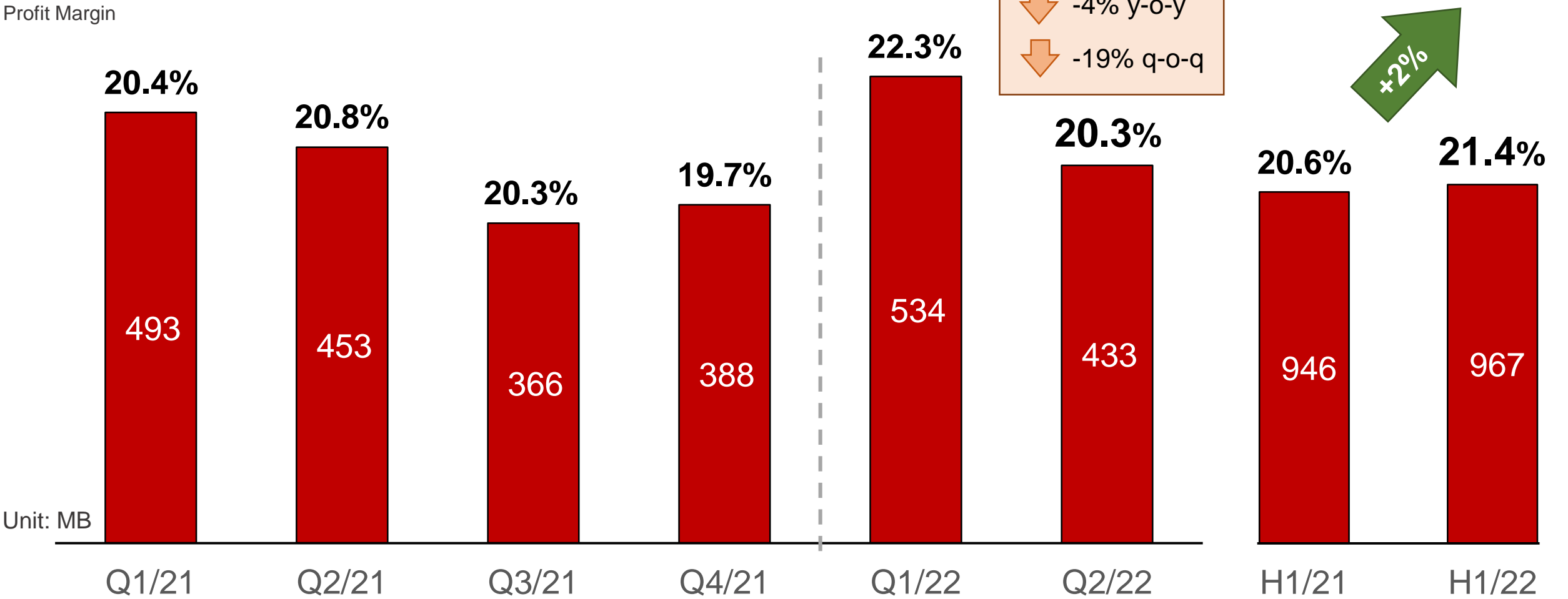
H1/22

Unit: MB



# Profit for the Period

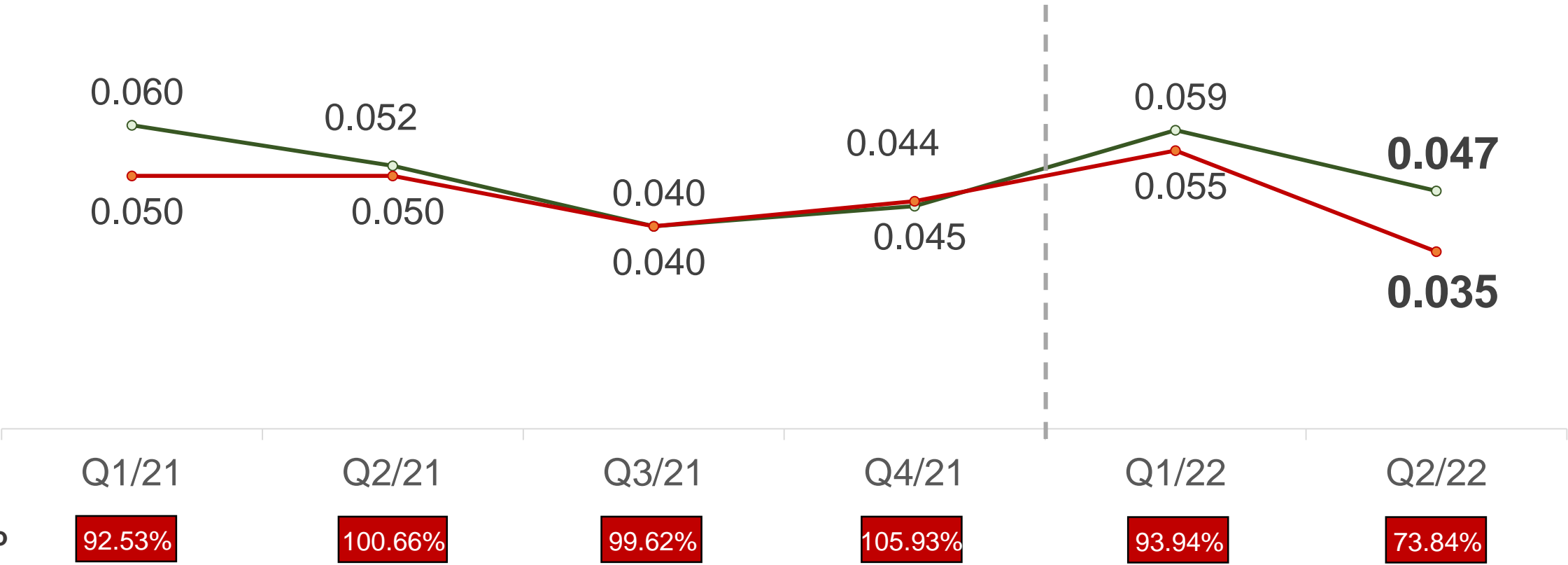
Profit for the period Q2/22 : decreased -4% y-o-y and decreased -19%



# Earnings Per Share and Dividend Per Share

Q2/22 dividend per share: decreased -30% y-o-y and decreased -36% q-o-q



- Dividend Per Share
- Earning Per Share



# Operating Variable Cost

Q2/22 operating variable cost: increased +29% y-o-y and increased +11% q-o-q

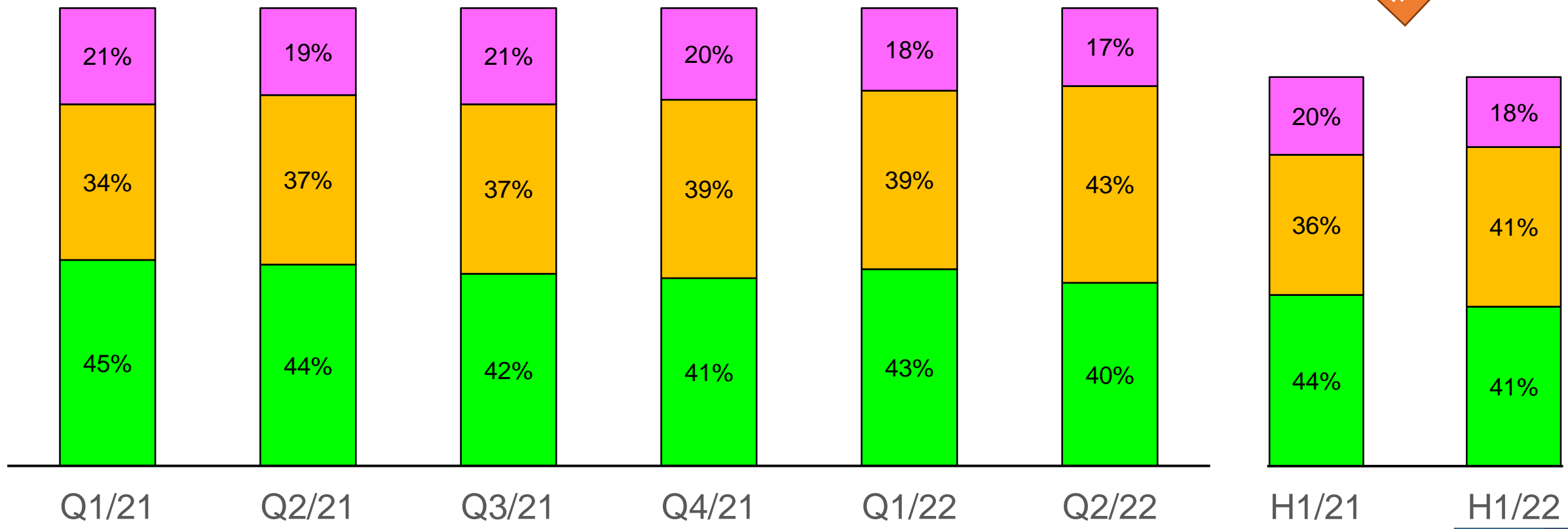
Operating Variable Cost Change

 +29% y-o-y  
 +11% q-o-q

**Operating Variable Cost (H1/22)**



- Raw Material Cost
- Energy Cost
- Assign Cost



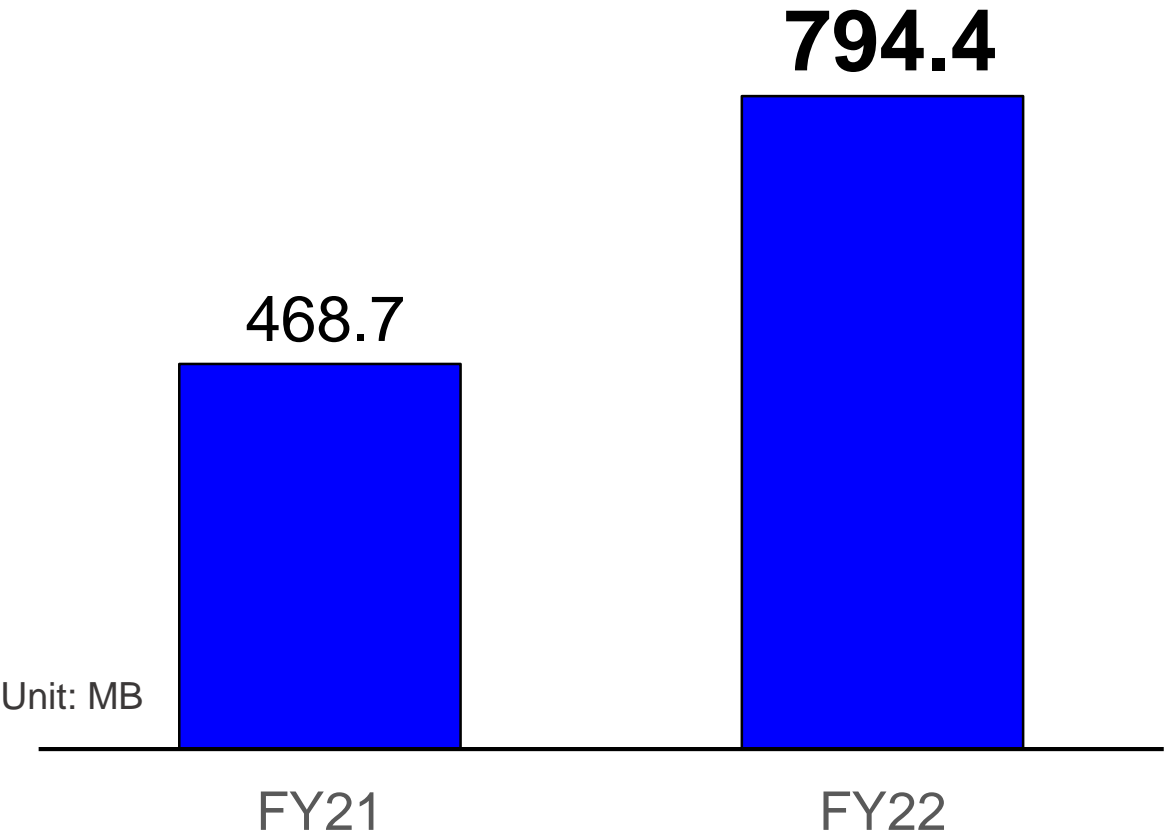
# Agenda

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

# FY2022 CAPEX and Interest & Financial Cost

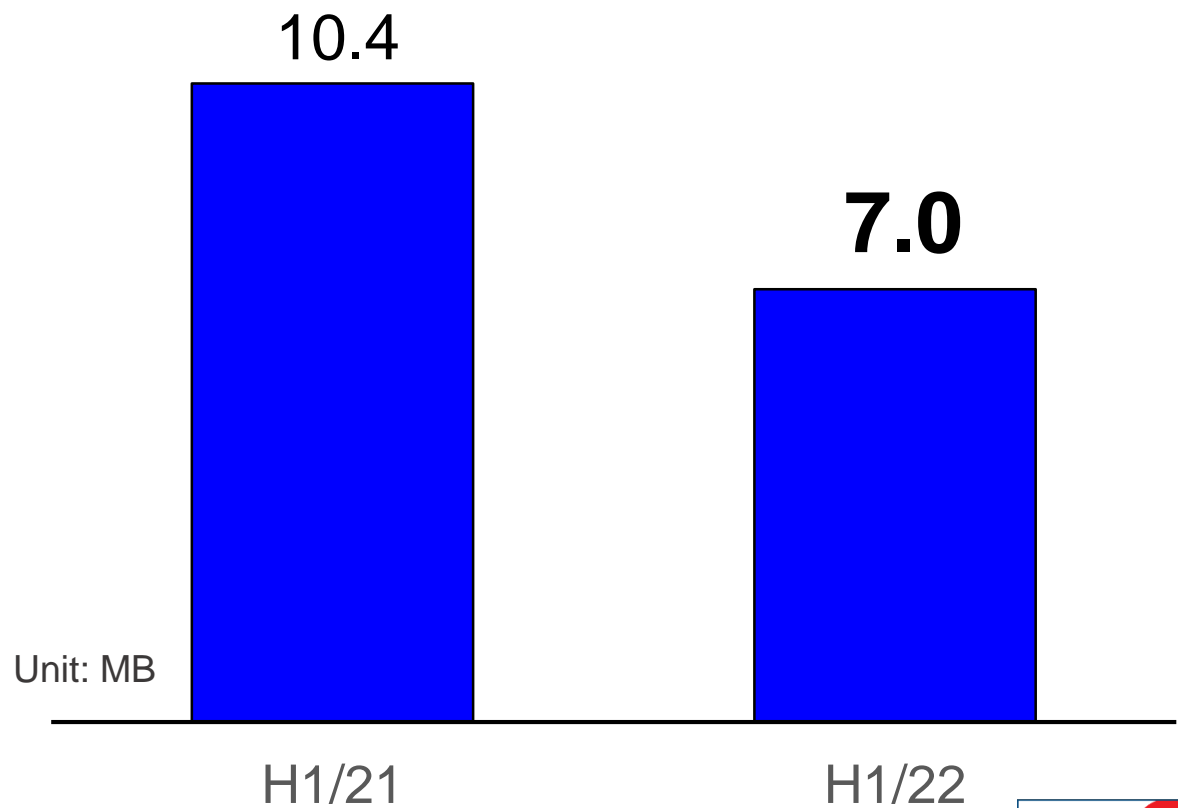
## CAPEX

Amounted to 794.4 MB in FY22, 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 7.0 MB in H1/22



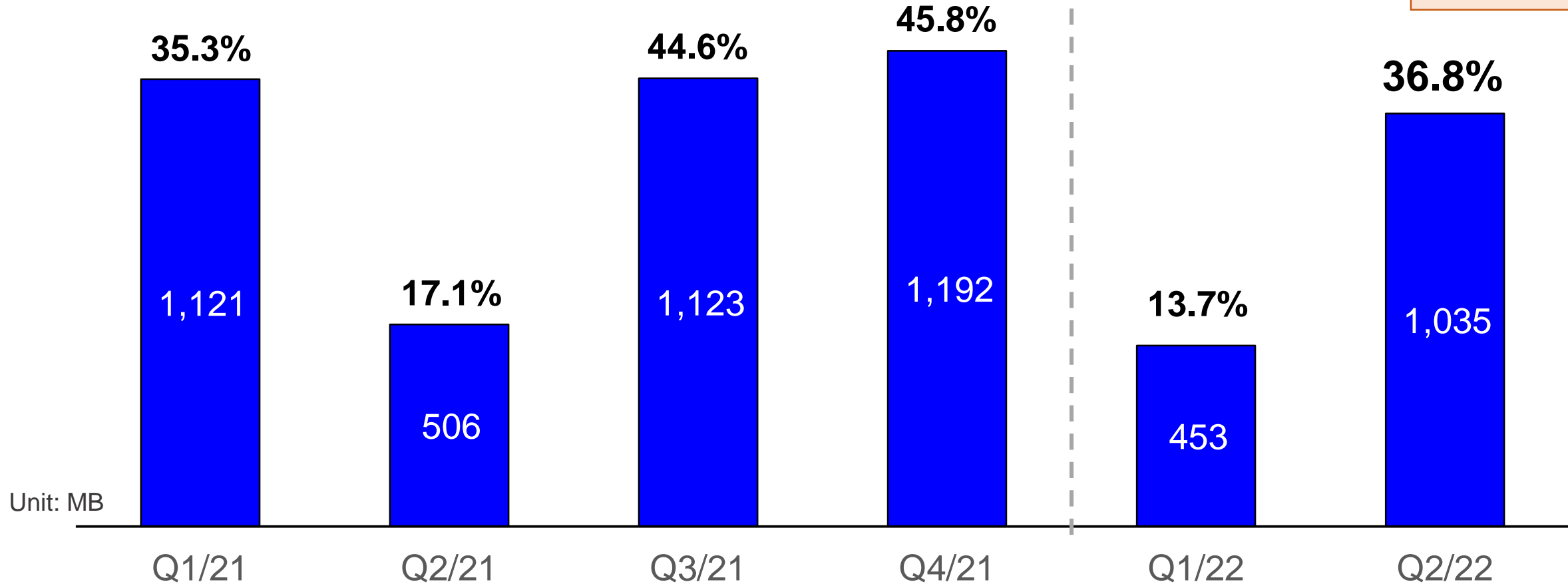
# Net Debt

Q2/22 net debt: increased +105% y-o-y and increased +128% q-o-q

Net Debt Change

- ↑ +105% y-o-y
- ↑ +128% q-o-q

Net debt on EBITDA

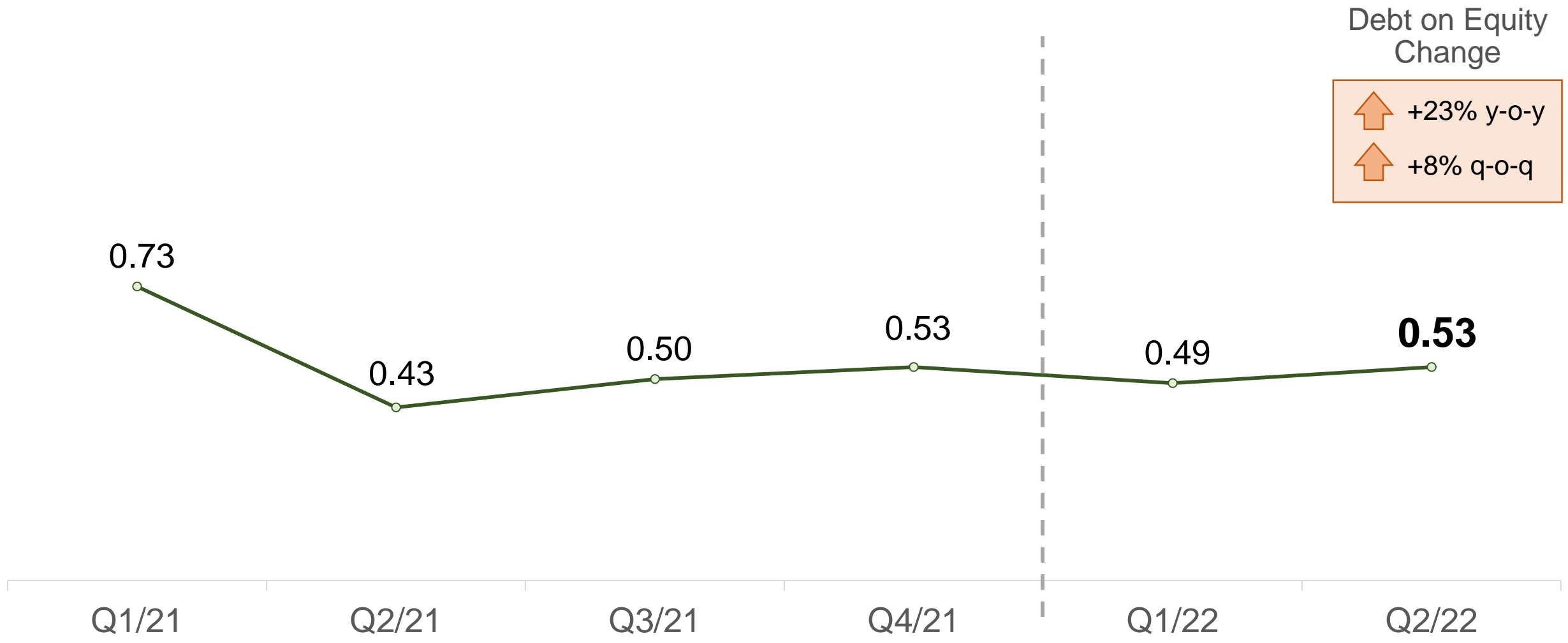


Unit: MB

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

# Debt on Equity



Q2/22 debt on equity: increased 23% y-o-y and increased 8% q-o-q



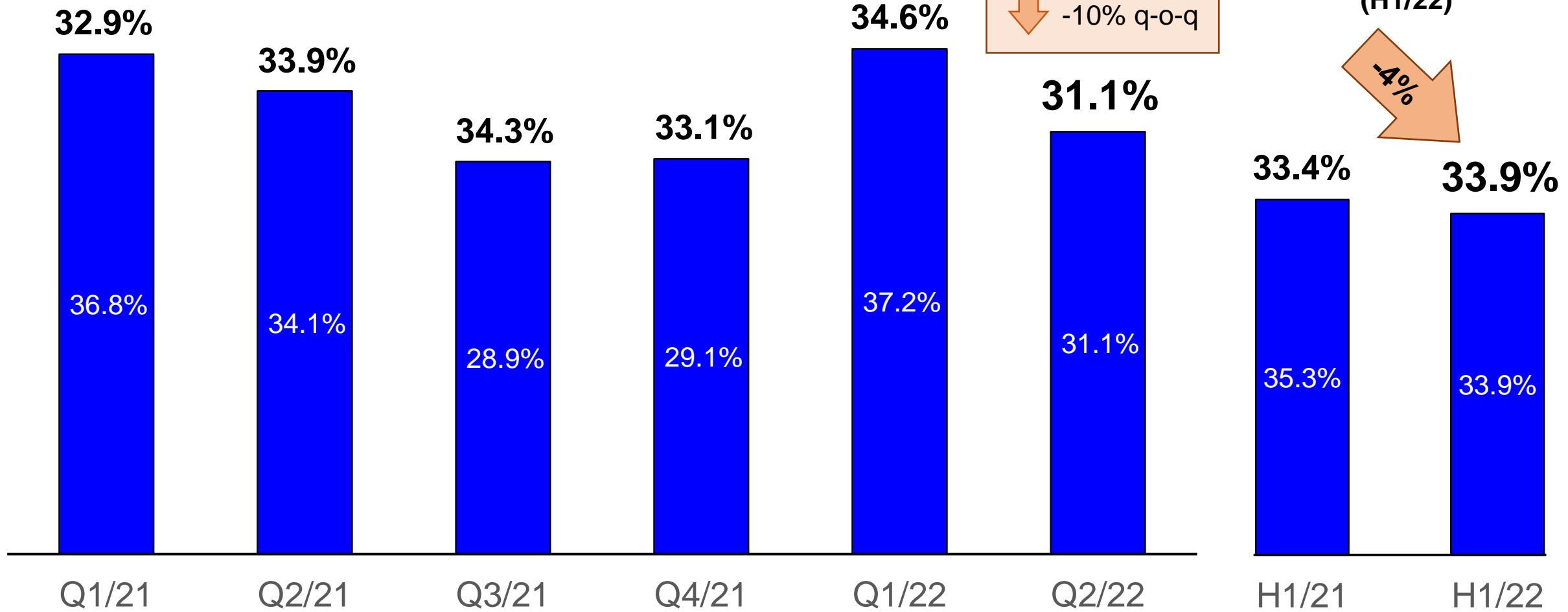
# EBITDA on Assets and EBITDA Margin

Q2/22 EBITDA on Assets: decreased -9% y-o-y and decreased -10% q-o-q

EBITDA on Asset Change

 -9% y-o-y  
 -10% q-o-q

EBITDA Margin

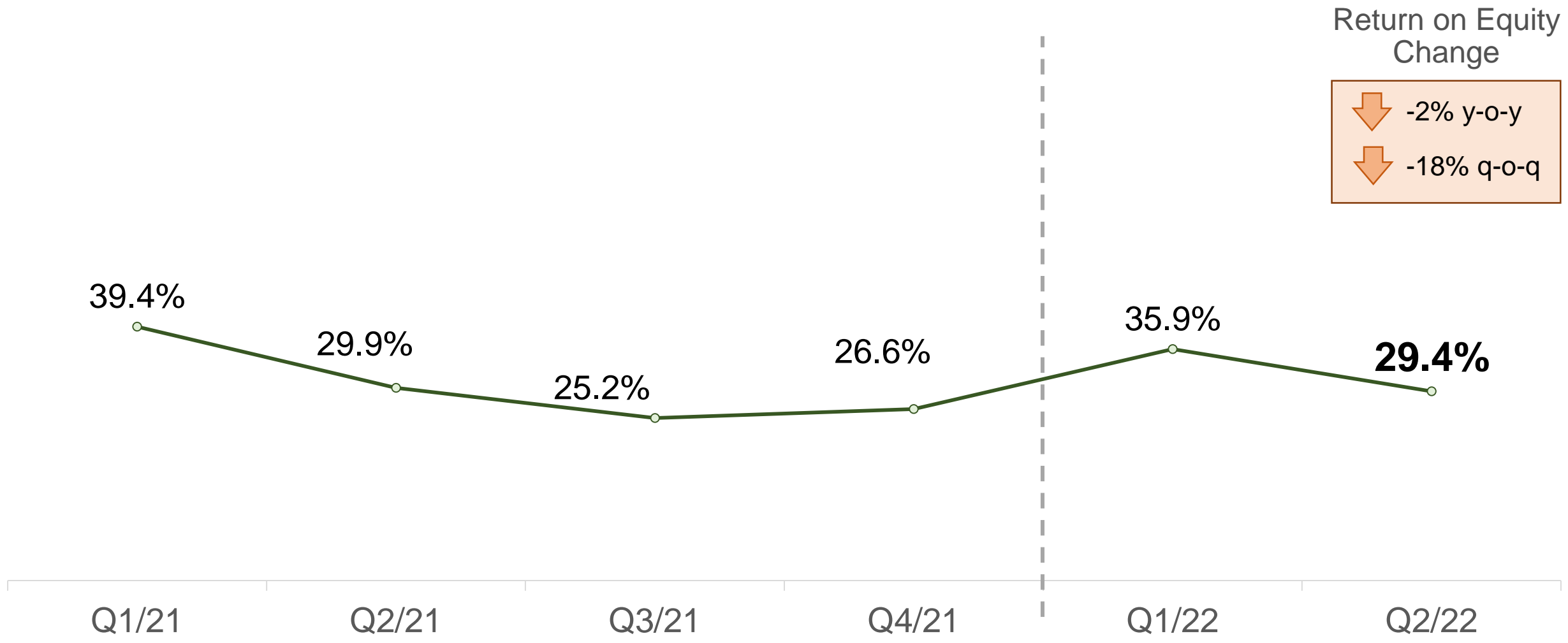


Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets  
 EBITDA margin = EBITDA / Consolidated sales



# Return on Equity

Q2/22 return on equity decreased -2% y-o-y and decreased -18% q-o-q



# Return on Asset

Q2/22 return on asset decreased -9% y-o-y and decreased -20% q-o-q

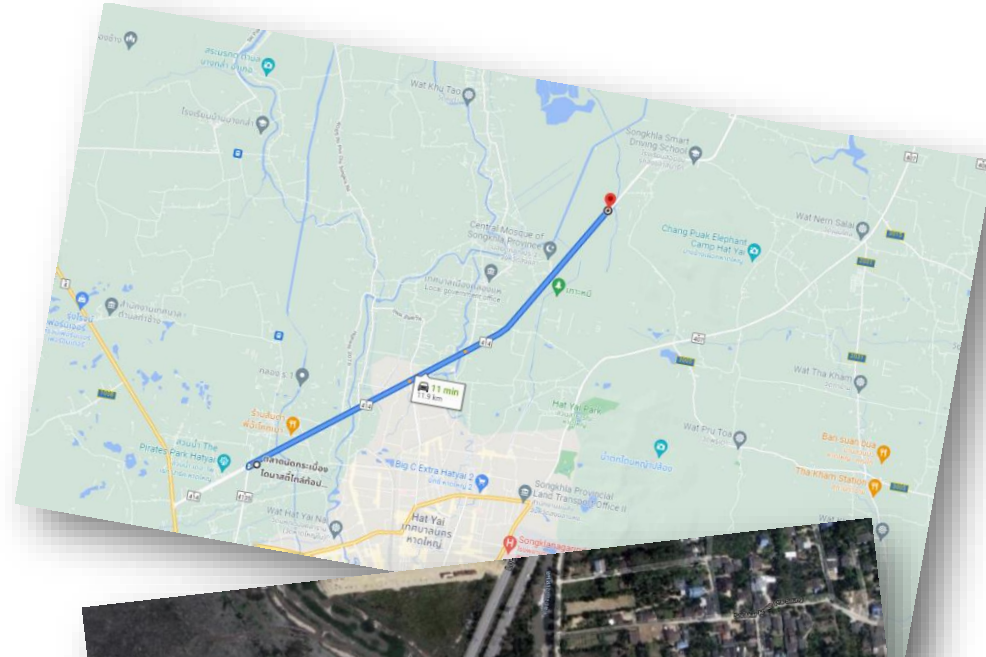
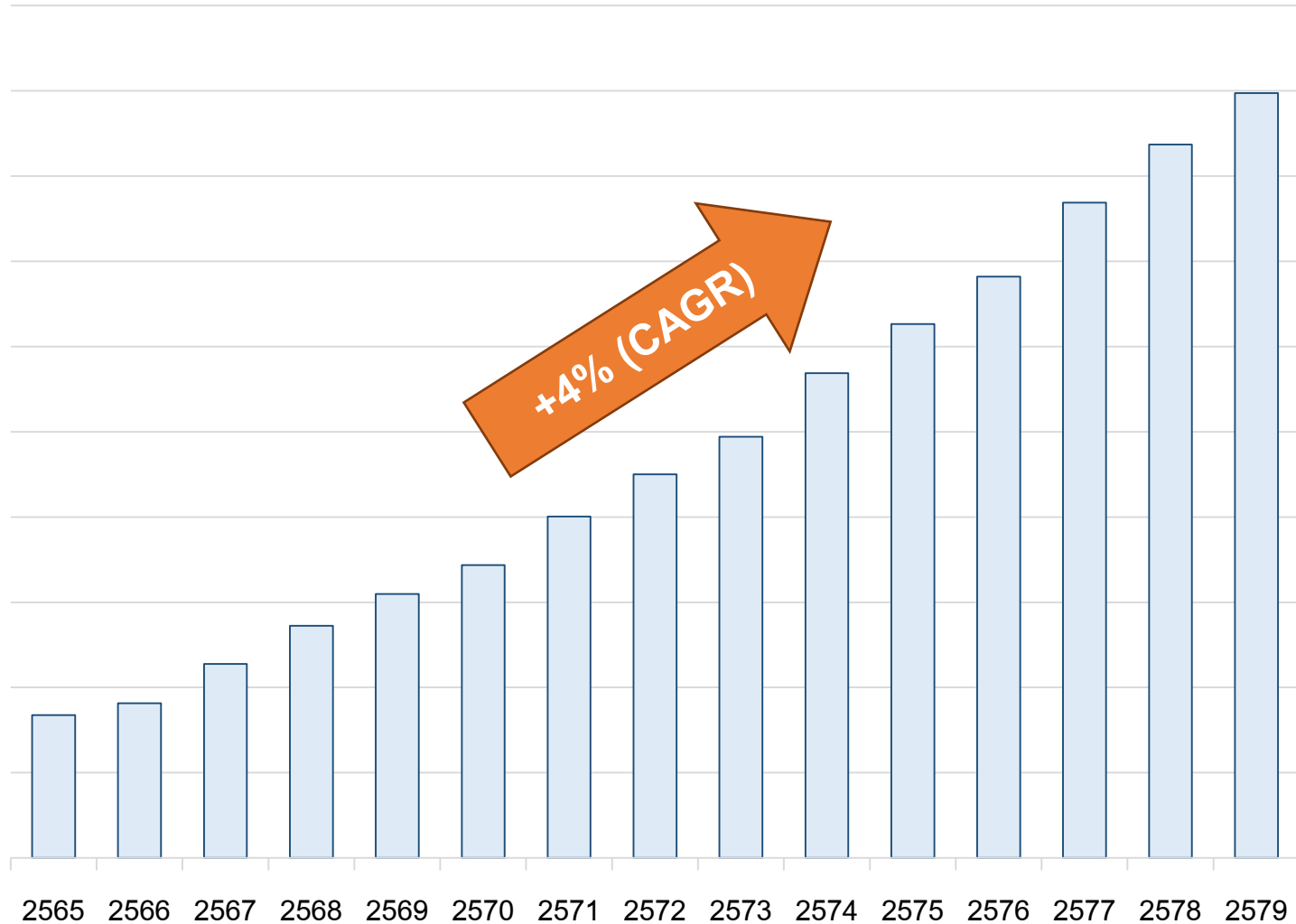


# Agenda

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

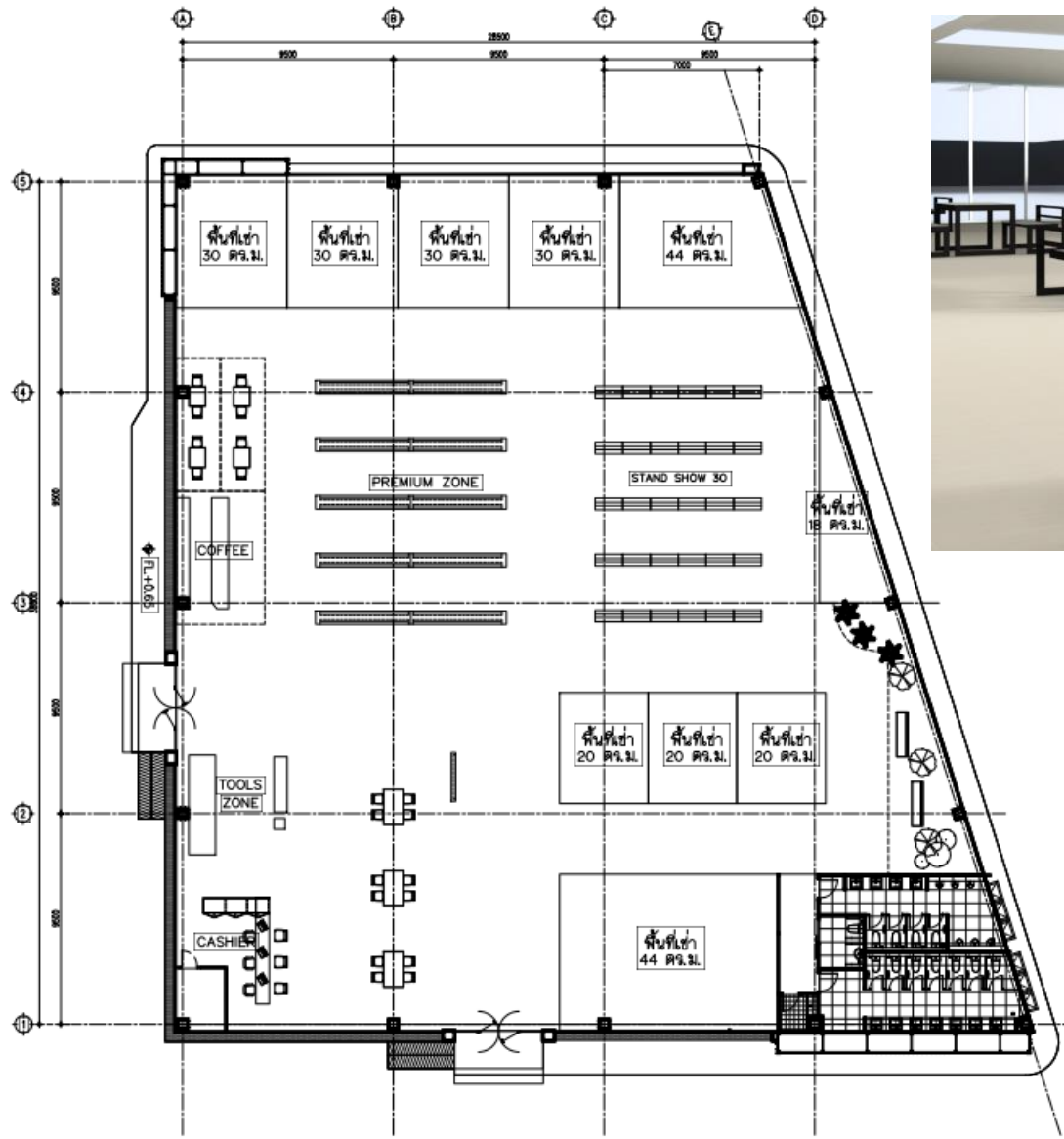
# Land Acquisition

2/3 of our outlets are on a long-term lease land which rent is increasing 4% (CAGR). We're planning to acquire more land to build larger outlets in prime locations.



# New Showroom

1,200 – 1,600 sqm. showroom with dedicated area for premium products, rental space and coffee shop.



# New Showroom

Beautiful landscape, environmental friendly, plenty of spaces.



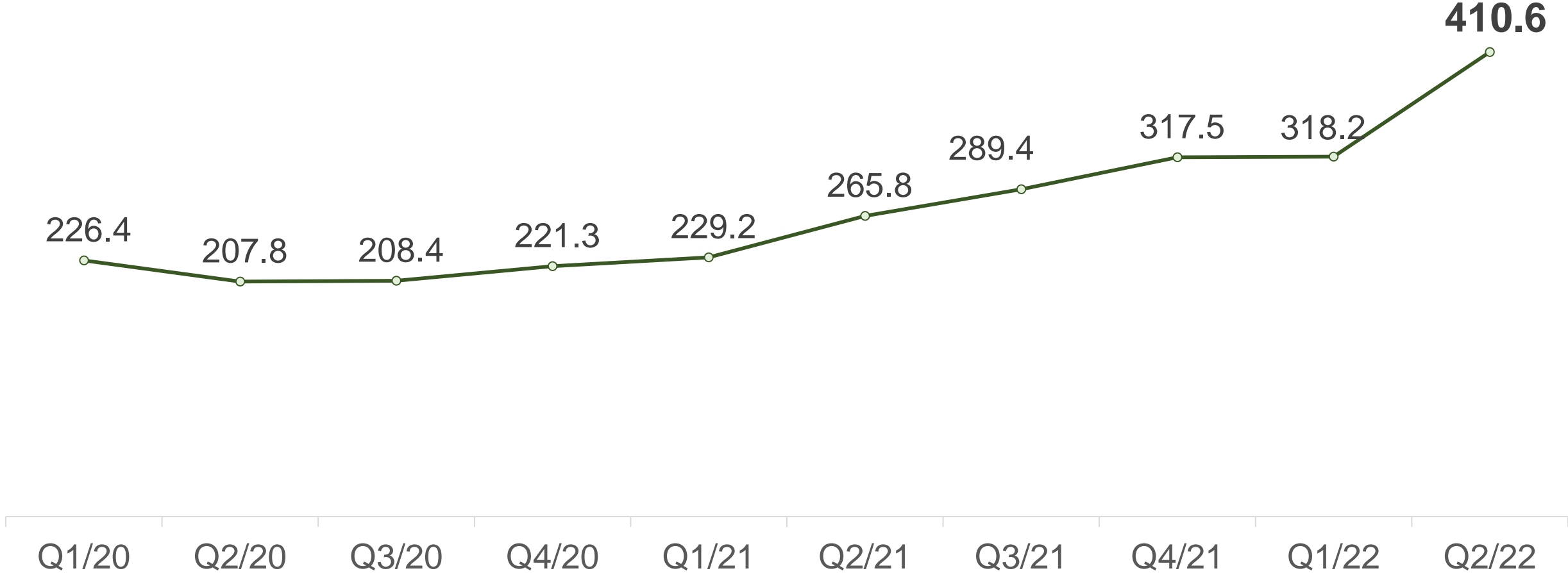
# Solar Rooftop Projects

Total of 1.1 MW across 17 outlets and head office, fully operational at the end of Q4/22.



# Appendix – Natural Gas Price

Unit: Baht/MMTBU





# Appendix – Diesel Price

Unit: Baht/Litre

