

DYNASTY CERAMIC PUBLIC COMPANY LIMITED

Operating Results 3Q2020



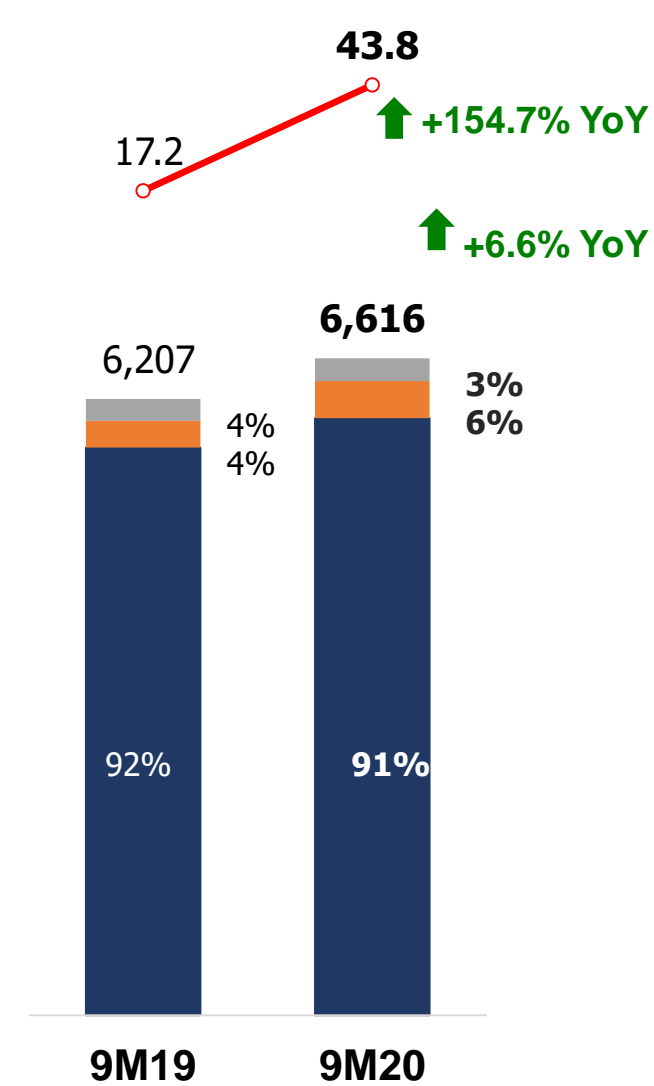
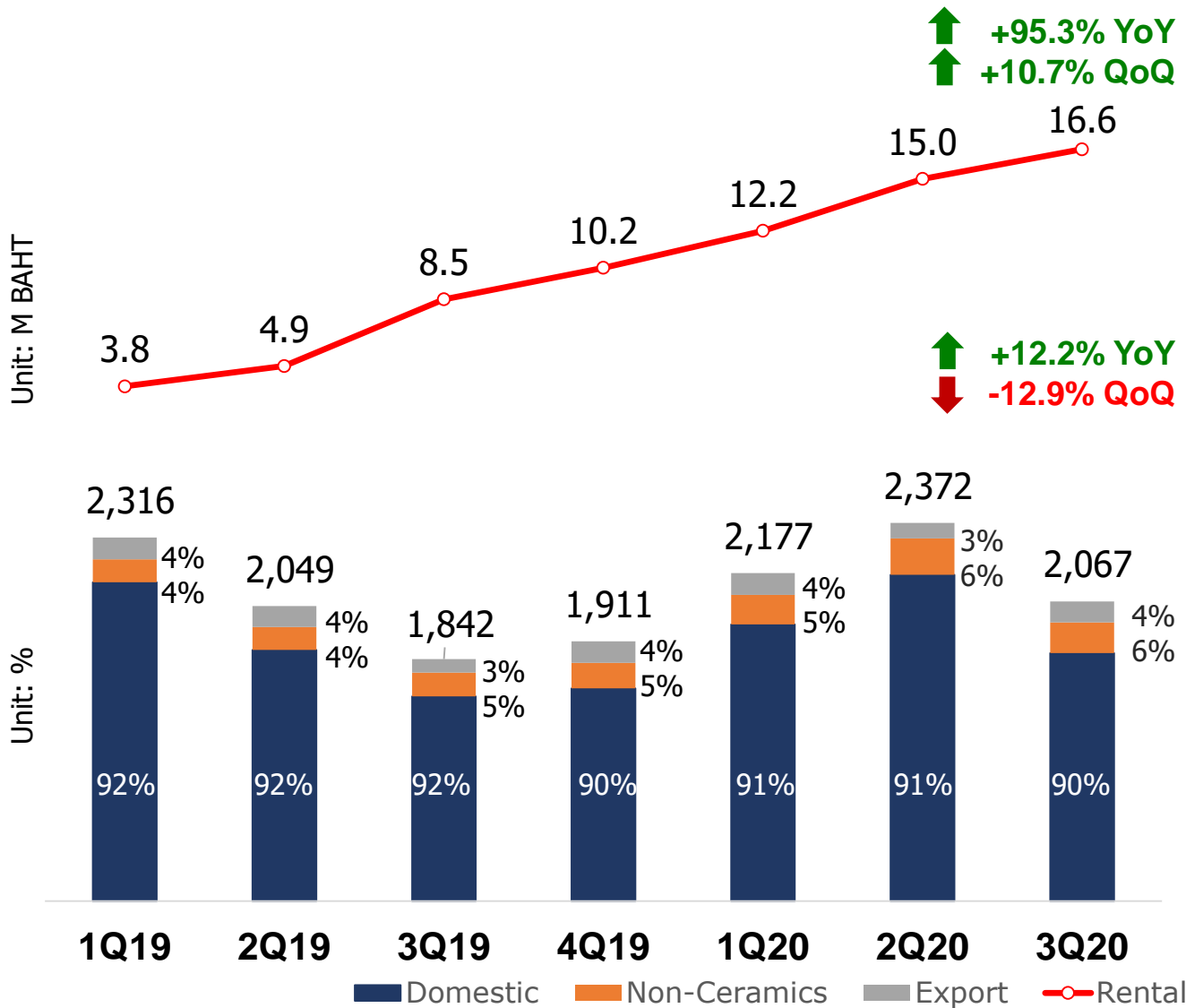
Company Profile and Key Milestones

- 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 54.6 M Sq.m in 9M20

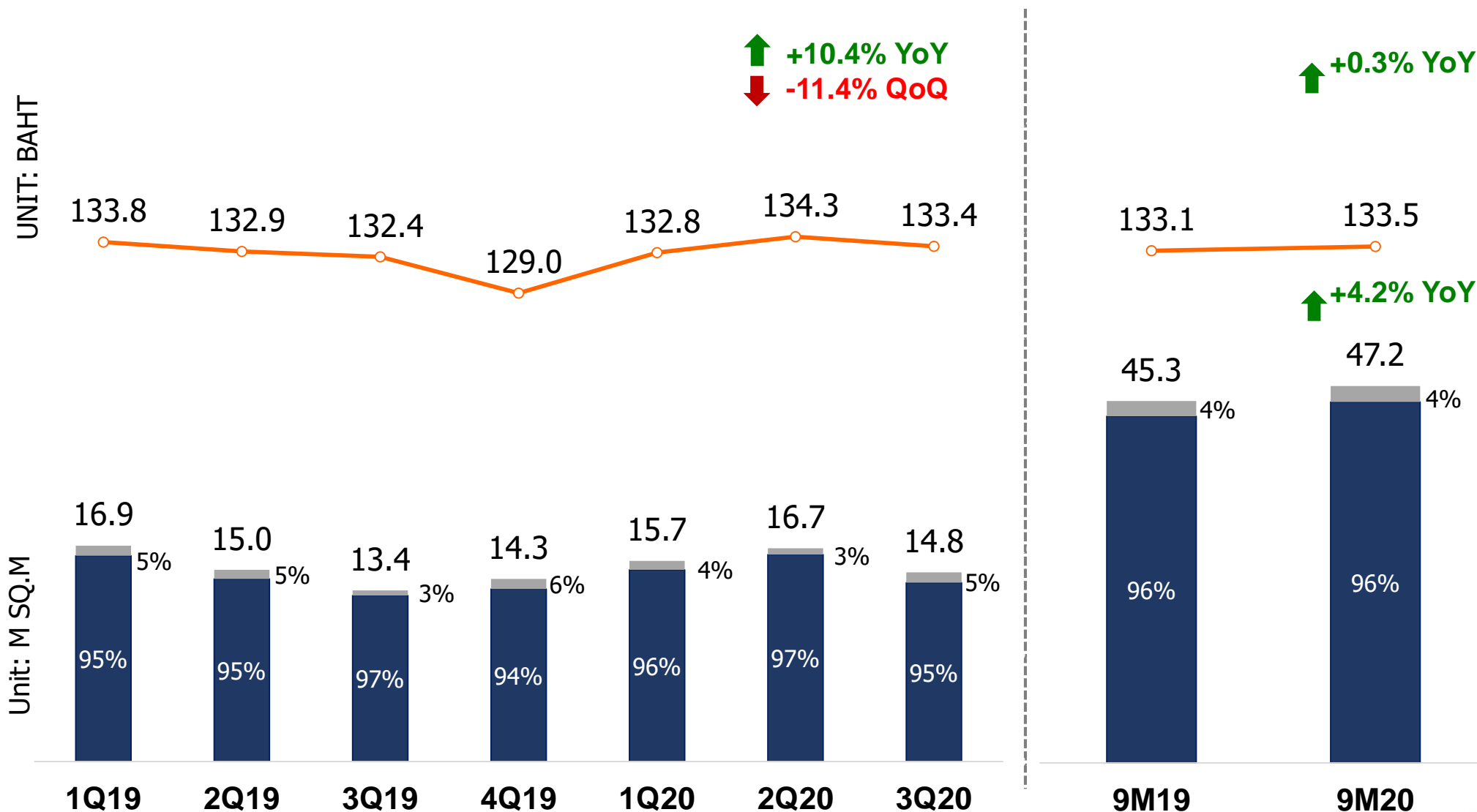
	Max Capacity 9M20 (M Sq.m)	Utilization Rate (%)
Dynasty	20.1	83%
Tile Top	25.2	93%
RCI	9.3	79%
Total	54.6	87%



Sales Revenue and Rental Income



Sales Volume and ASP



↑ +10.4% YoY
↓ -11.4% QoQ

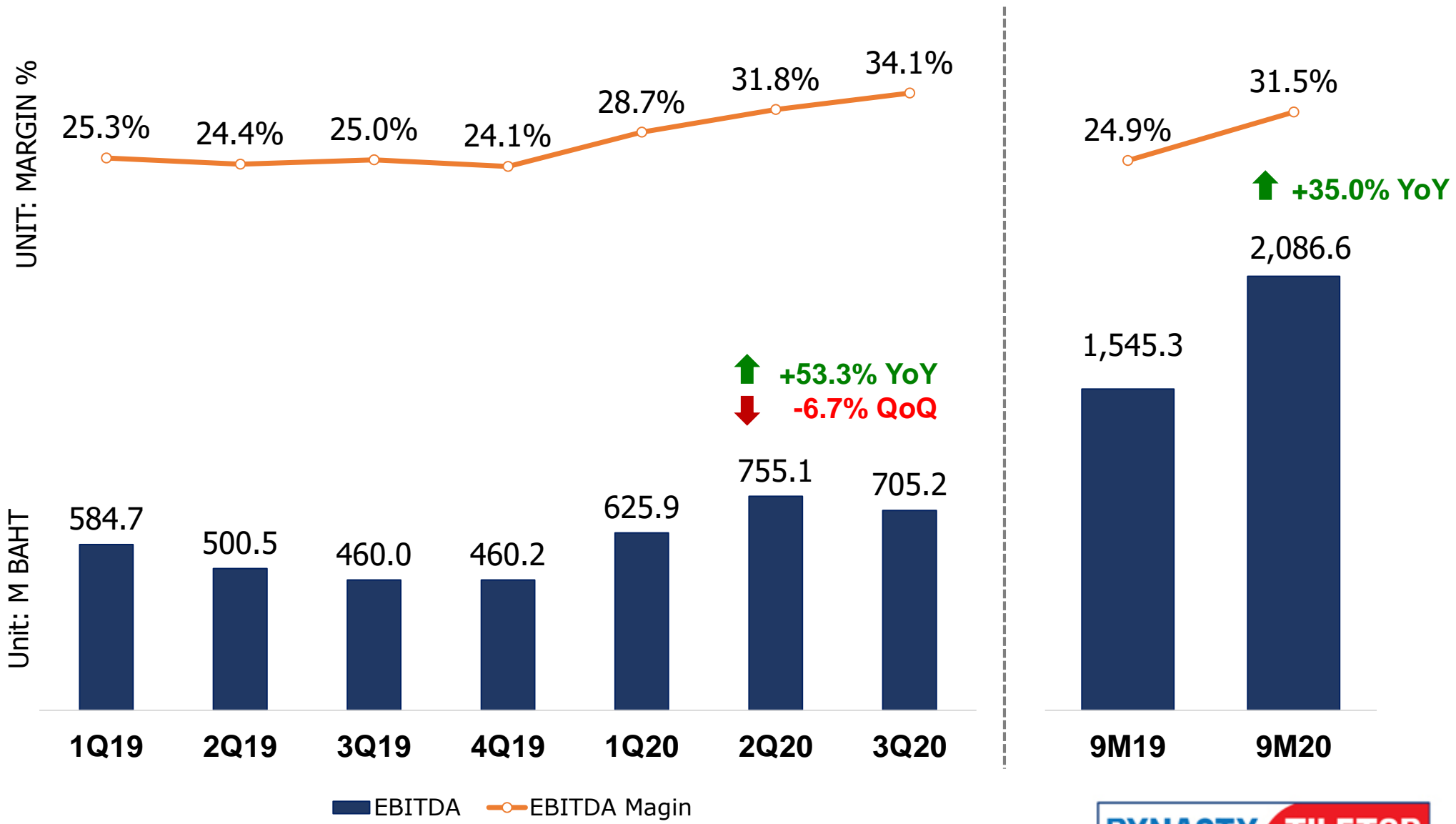
↑ +0.3% YoY

↑ +4.2% YoY

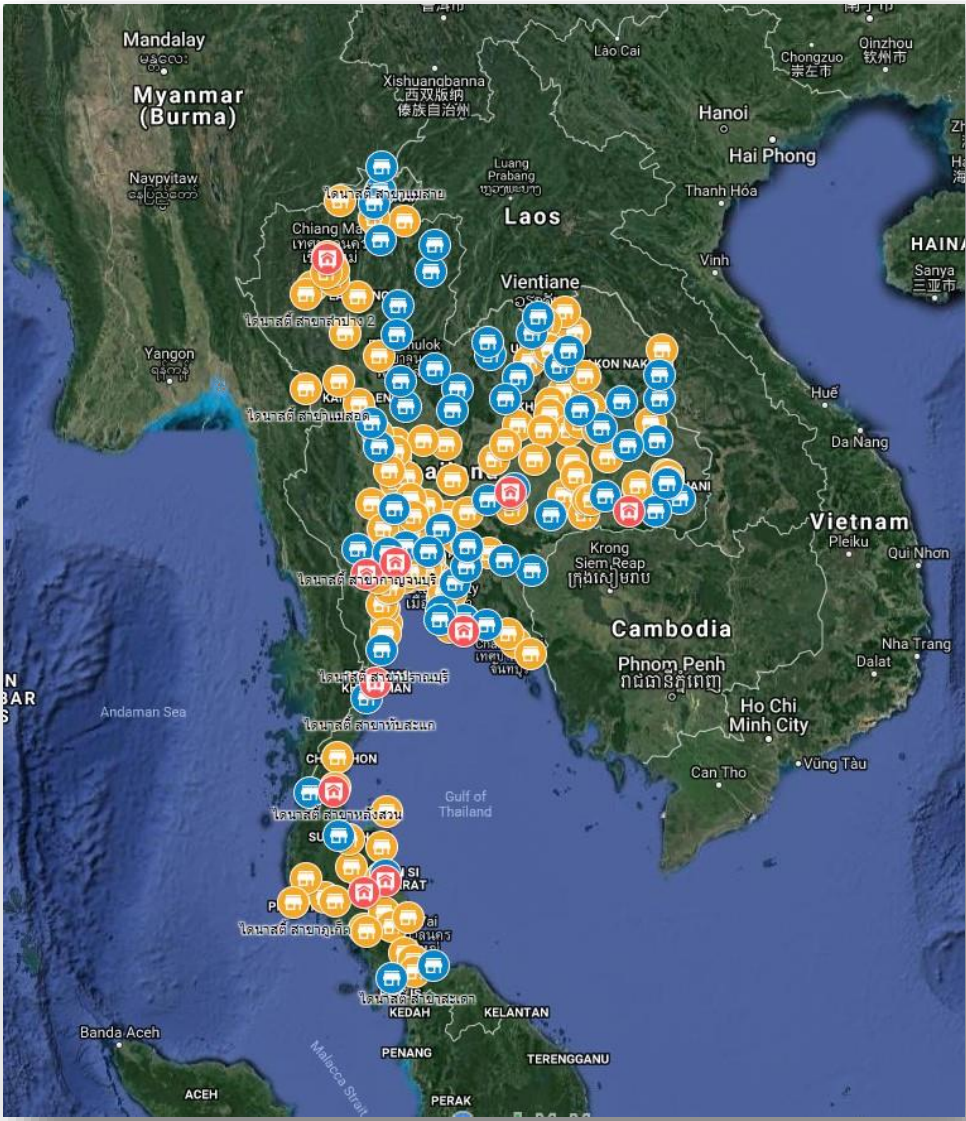
Remark : Only ceramics tiles

■ Domestic ■ Export ○ ASP

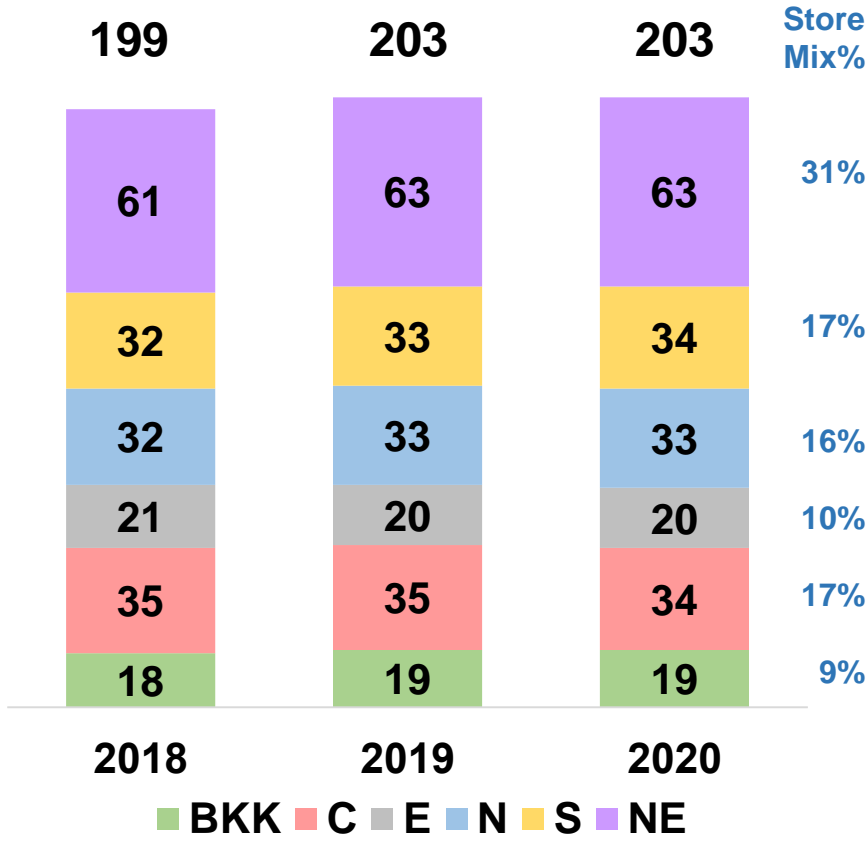
EBITDA



Outlet Network by Region

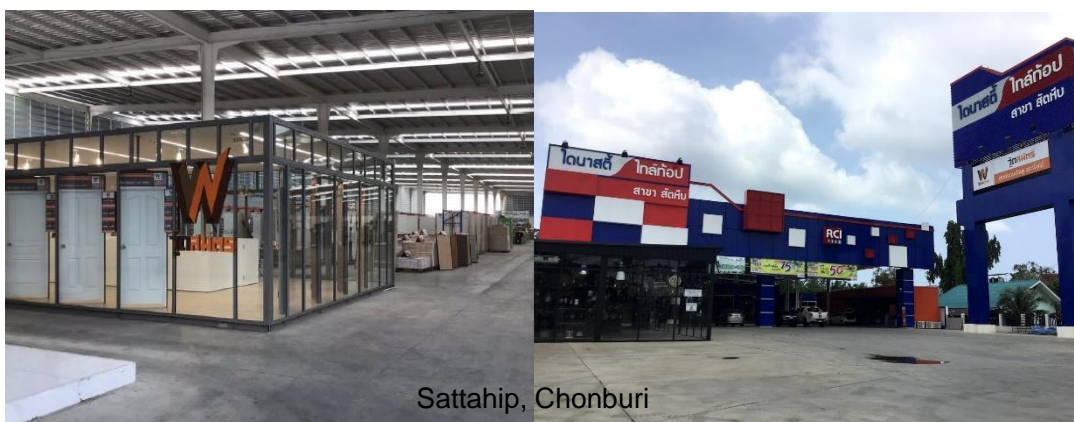


UNIT: OUTLET



New Project – Rental Income

Some of the new outlets, as well as the 67 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	51,000 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:

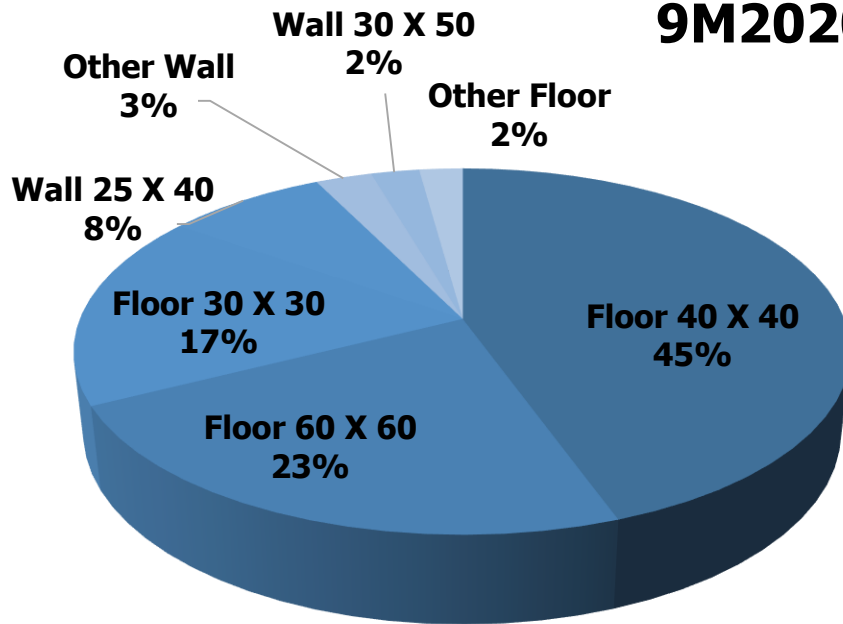


PRODUCT



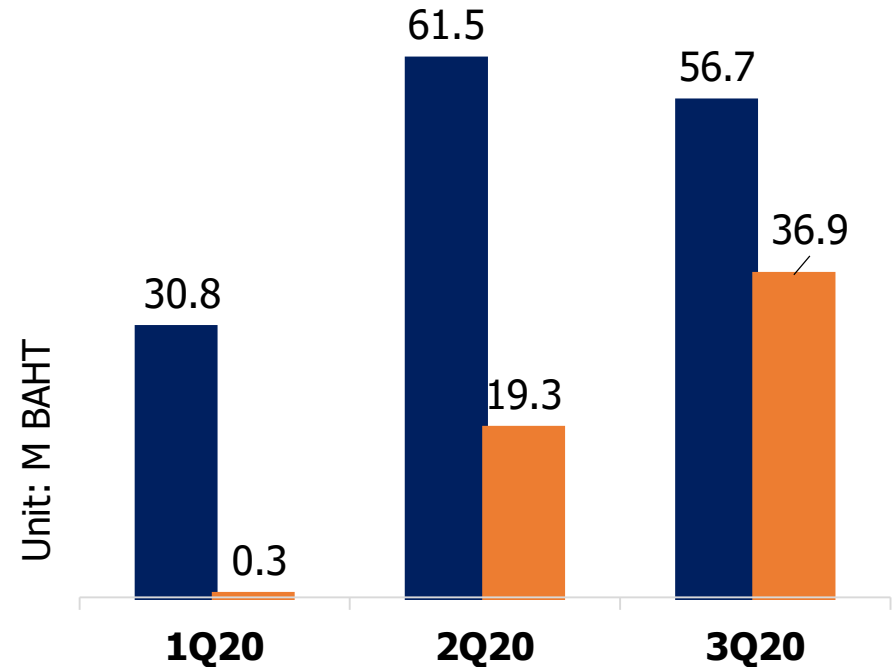
Product Type Breakdown (Sales Mix by Sales Value)

9M2020



Remark: Tile dimensions are in centimeter

New Product
 Floor 60 X 120
 Wall 30 X 50
 Floor 80 X 80



■ Wall 30 X 50 ■ Floor 60 X 120

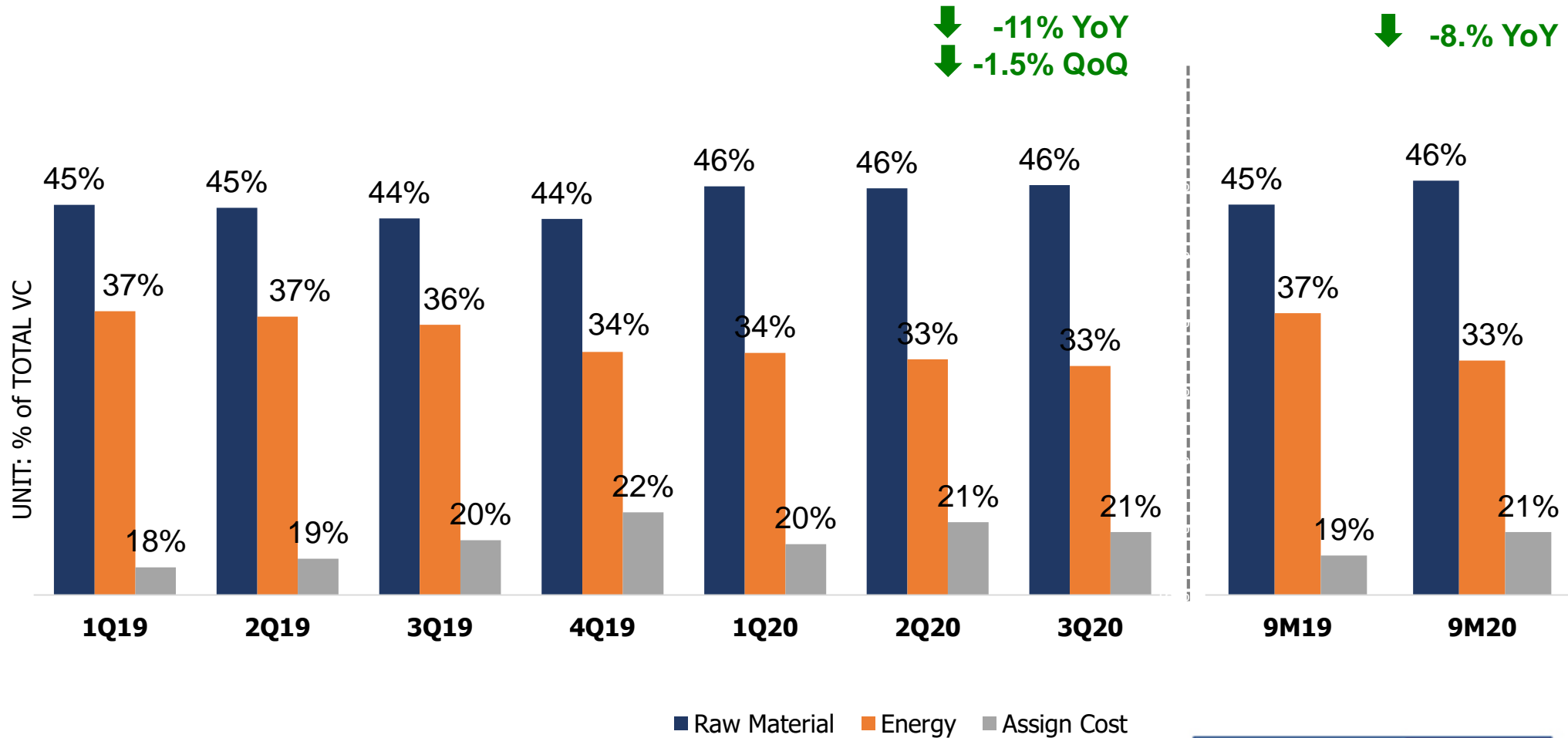
PRODUCTION



Production Volume

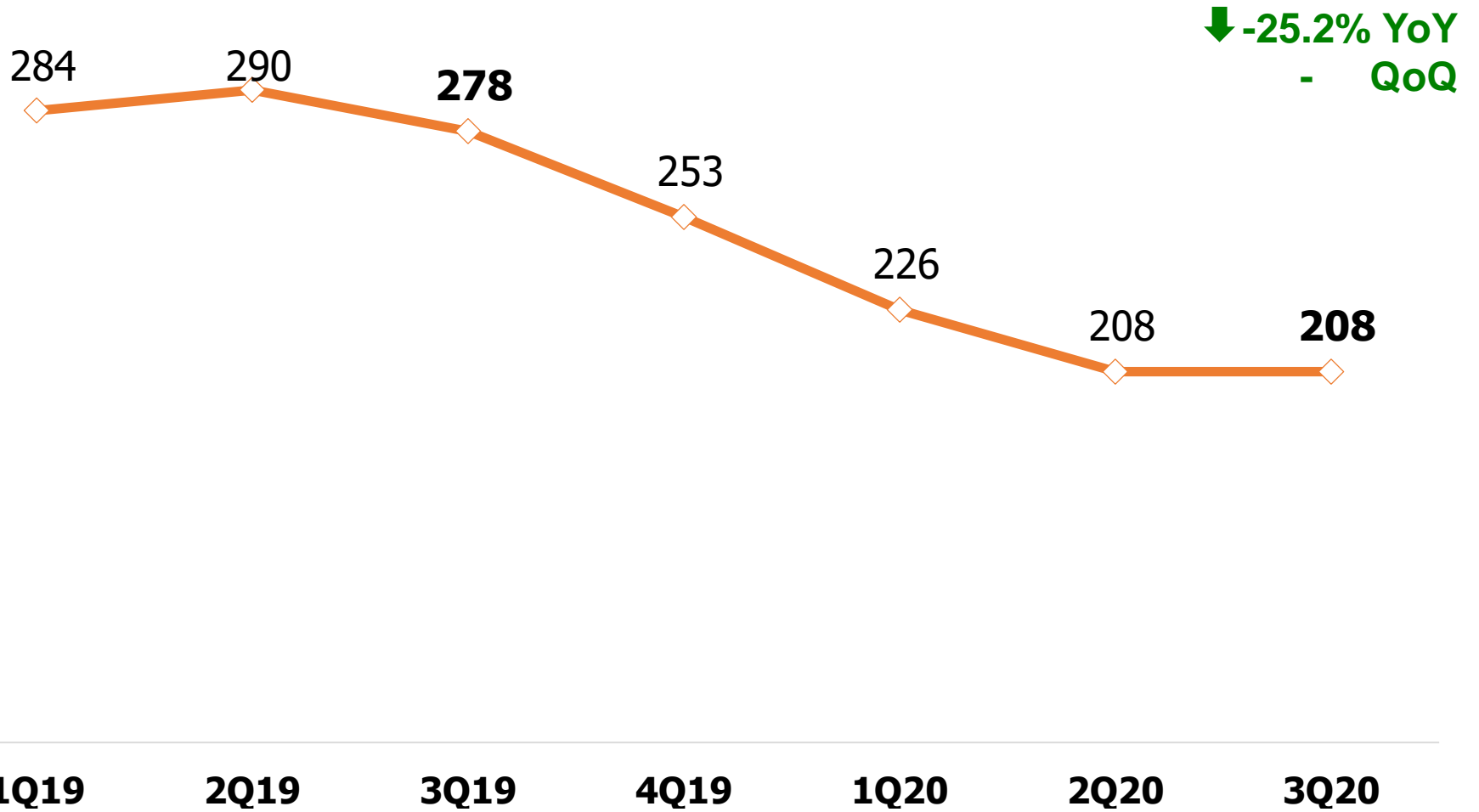


Production Cost



Natural Gas Price

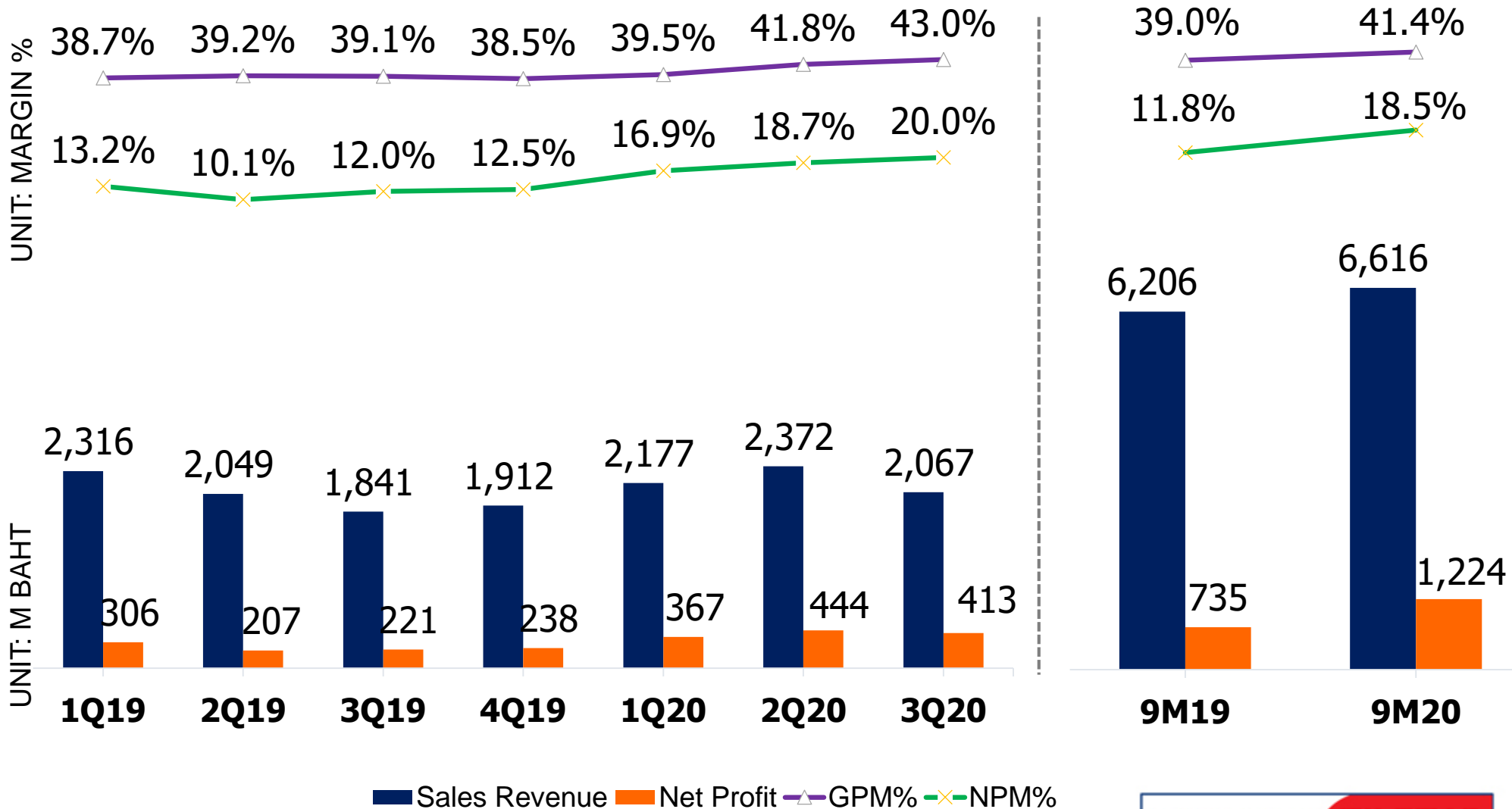
UNIT: BAHT/MMBTU



PERFORMANCE



Quarterly Performance



Earnings Per Share and Dividend Per Share

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

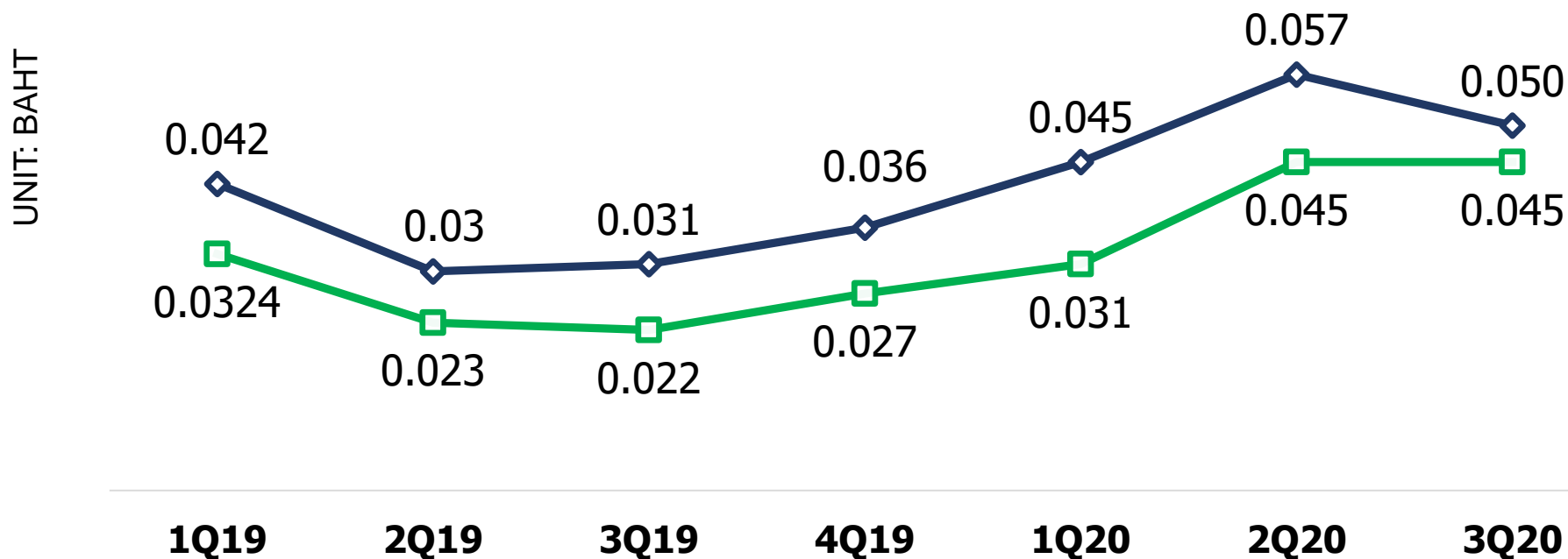
FY2019 : EPS=0.139B , DPS= from 0.1044B (Payout ratio = 75%)

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

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

3Q2020 : EPS=0.050B* , DPS= from 0.045B** (Payout ratio = 90%)

- ◆ 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	3Q2020		3Q2019		% Increase	9M/2020		9M/2019		% Increase
	Million Baht	%	Million Baht	%	(Decrease)	Million Baht	%	Million Baht	%	(Decrease)
Revenue from sales	2,067.5	100.0%	1,841.4	100.0%	12%	6,616.4	100.0%	6,206.4	100.0%	7%
Cost of sales	(1,178.9)	-57.0%	(1,121.9)	-60.9%	5%	(3,876.4)	-61.0%	(3,788.2)	-61.4%	2%
Gross profit	888.5	43.0%	719.5	39.1%	23%	2,739.9	39.0%	2,418.3	38.6%	13%
Other income	28.6	1.4%	19.6	1.1%	46%	65.5	0.7%	44.0	0.3%	49%
Distribution costs	(192.2)	-9.3%	(197.8)	-10.7%	-3%	(623.1)	-10.4%	(647.0)	-10.9%	-4%
Administrative expenses	(201.6)	-9.7%	(220.7)	-12.0%	-9%	(640.8)	-11.6%	(721.3)	-10.9%	-11%
Finance costs	(8.9)	-0.4%	(4.5)	-0.2%	98%	(40.1)	-0.4%	(27.9)	-0.5%	44%
Profit (loss) before income tax	514.3	24.9%	316.2	17.2%	63%	1,501.4	17.2%	1,066.2	16.6%	41%
Income tax	(98.9)	-4.8%	(58.7)	-3.2%	69%	(277.6)	-3.5%	(214.5)	-3.3%	29%
Total profit (loss) income for the period	415.5	20.1%	257.5	14.0%	61%	1,223.8	13.7%	851.7	13.3%	44%
Other profit (loss) comprehensive income for the period, net of tax	-	0.0%	-	0.0%	0%	-	0.2%	11.6	0.0%	100%
Total profit (loss) comprehensive income for the period	415.5	20.1%	257.5	14.0%	61%	1,223.8	13.9%	863.3	13.3%	42%
Profit(loss) attributable to :										
Owner of the Company	413.0	20.0%	221.1	12.0%	87%	1,223.8	18.5%	734.6	11.8%	67%
Non-controlling interests	2.5	0.1%	36.4	2.0%	-93%	(0.0)	0.0%	117.1	1.9%	-100%
Earnings per Share	0.050		0.031		65%	0.158		0.106		49%
Number of ordinary shares weighted average (Thousand Shares)	8,198,942		7,231,433		13%	7,729,312		6,899,039		12%

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