

# Q3/2021 Performance

Dynasty Ceramic Public Company Limited

# Agenda

1. Performance
2. Financial Updates
3. Company Updates

# Revenue from Sales

Q3/21 total revenue: decreased -11% y-o-y and decreased -16% q-o-q

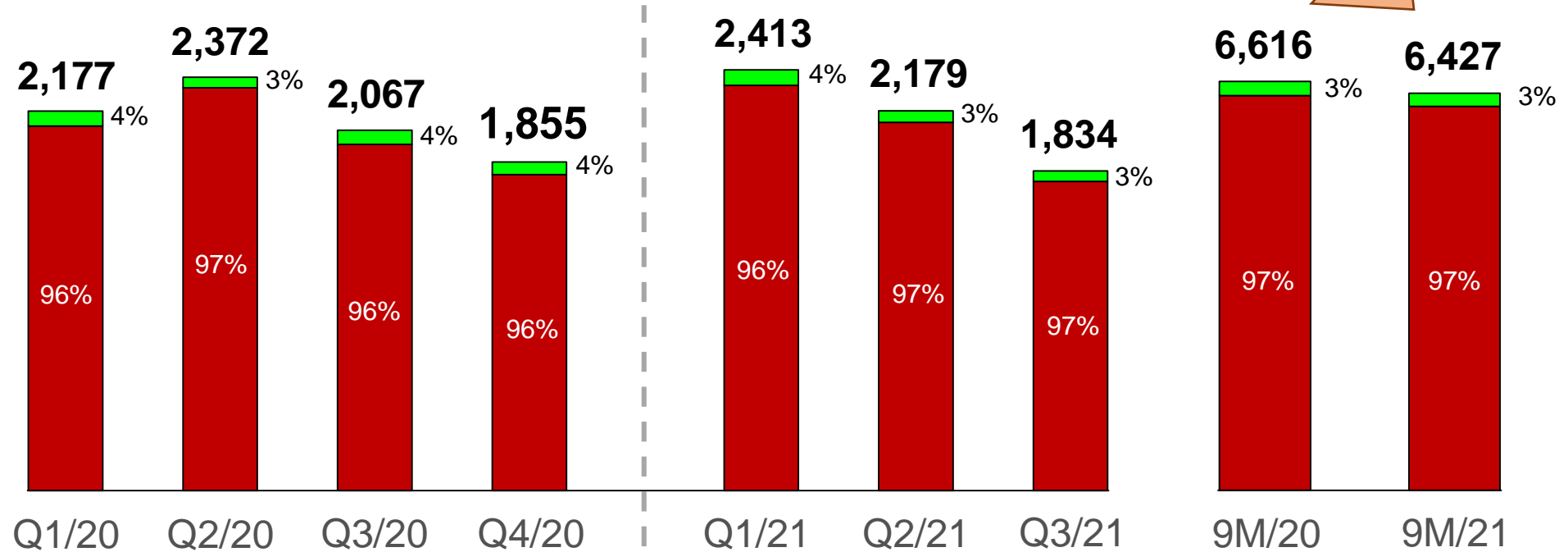
- Domestic
- Export

Unit: MB

↓ -11% y-o-y  
↓ -16% q-o-q

## Revenue from Sales (9M/21)

↘ -1%

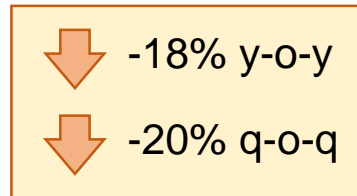


# Sales Volume and Average Price

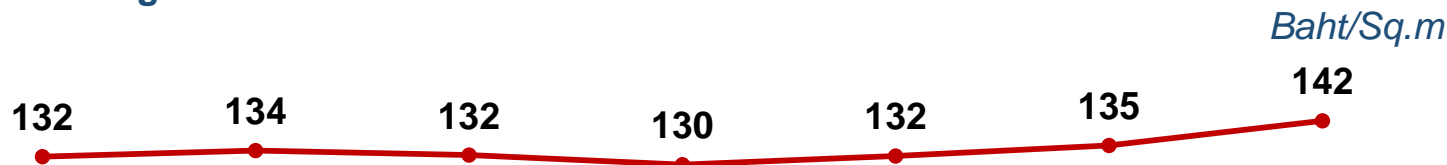
Q3/21 sales volume: decreased -18% y-o-y and decreased -20% q-o-q while average price increased +8% y-o-y and +5% q-o-q

- Domestic
- Export

Volume Change



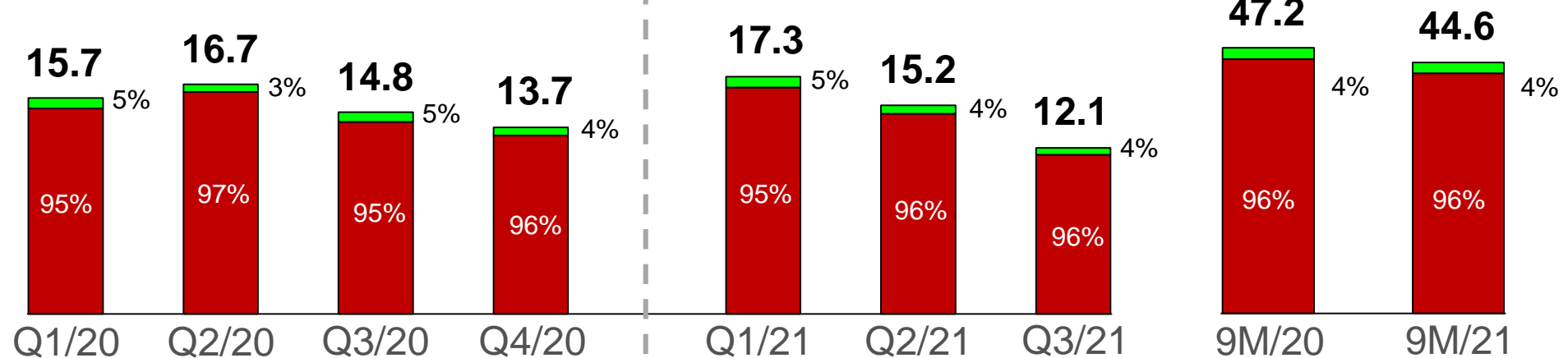
Average Price



**Sales Volume (9M/21)**

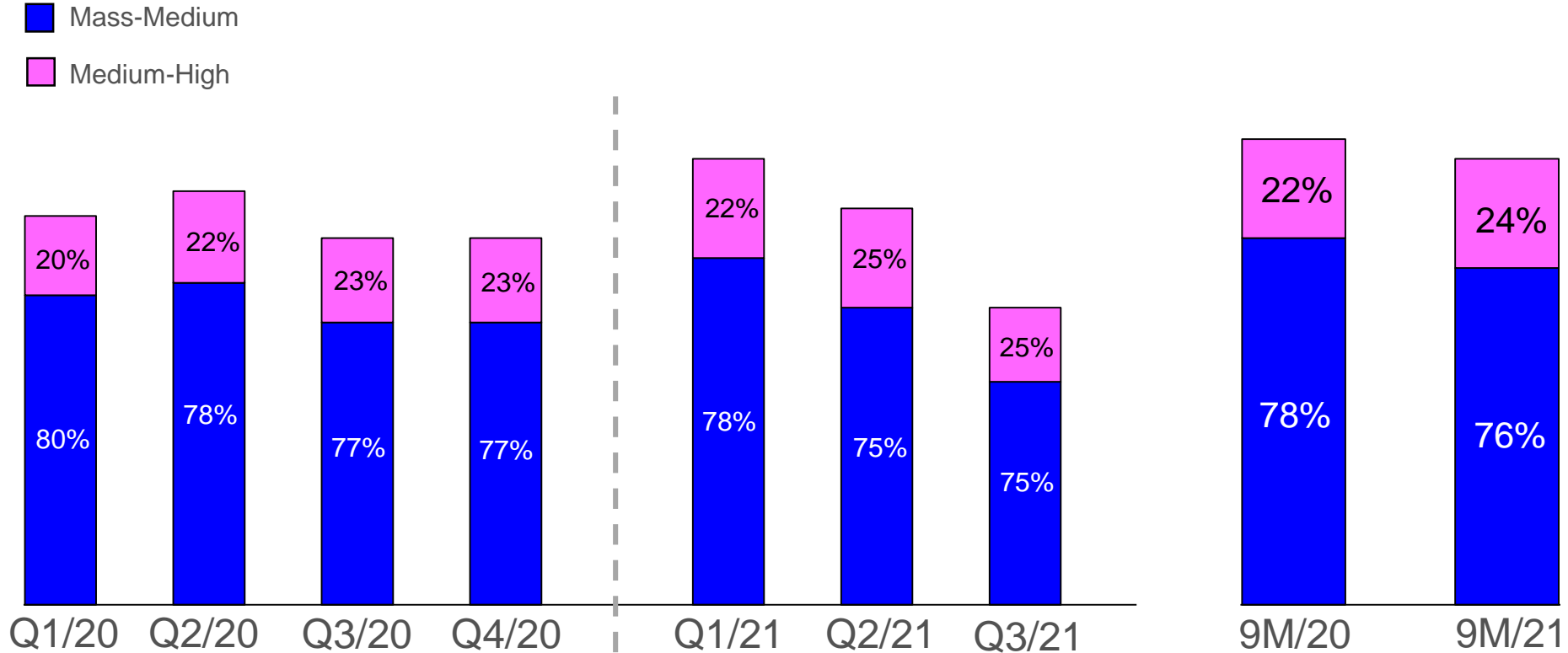


Sales Volume



Remark: Only Ceramic tiles

# Sales Volume Portion by Segment



Remark:

(1) Definition of segmentation

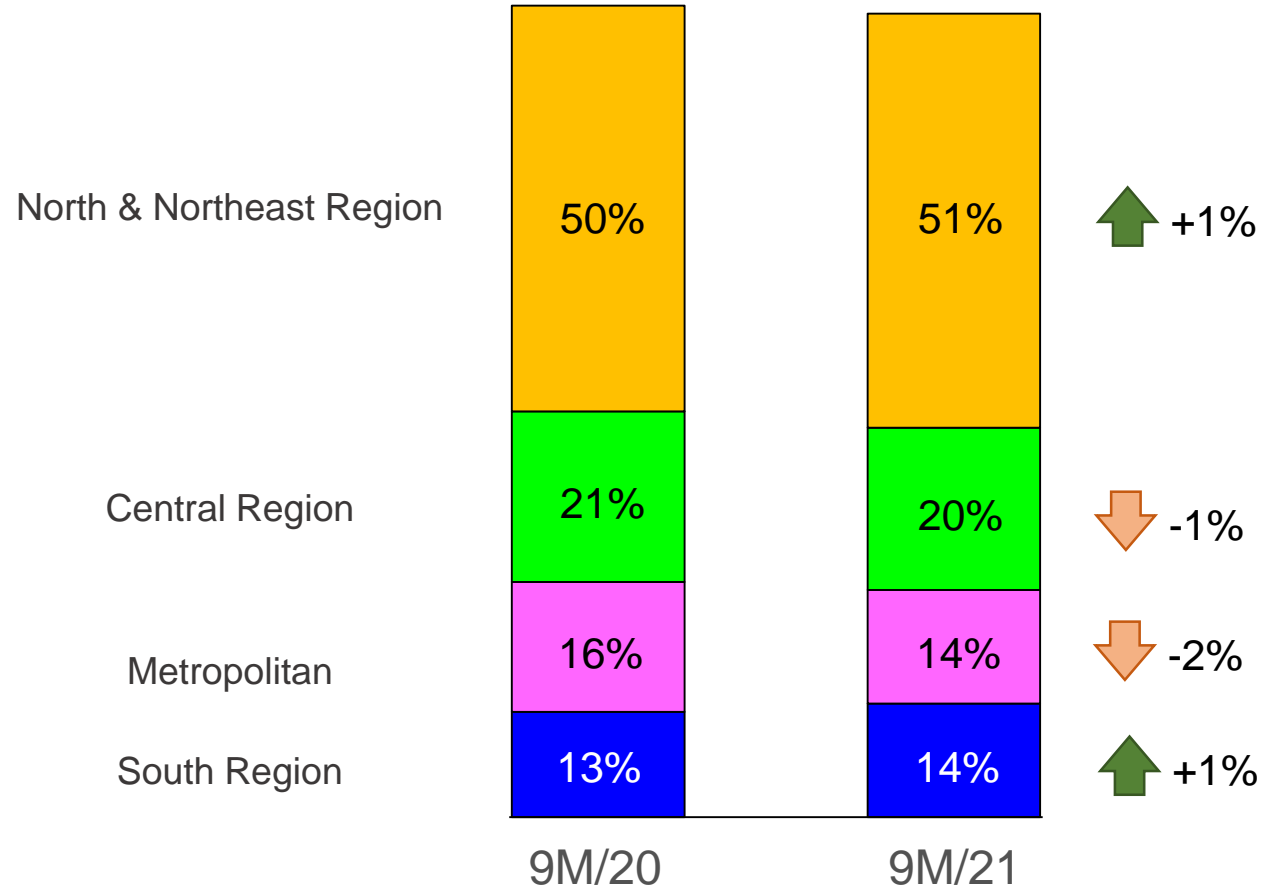
Medium – High : Floor Tile (Big size : 60 X 60 cm., 60 X 120 cm., 80 X 80 cm., 40 X 80 cm.) ,  
Wall Tile (Big size : 30 cm. X 50 cm.)

Mass – Medium : Floor Tile (Small size) , Wall Tile (Small size)

(2) Only ceramic tiles

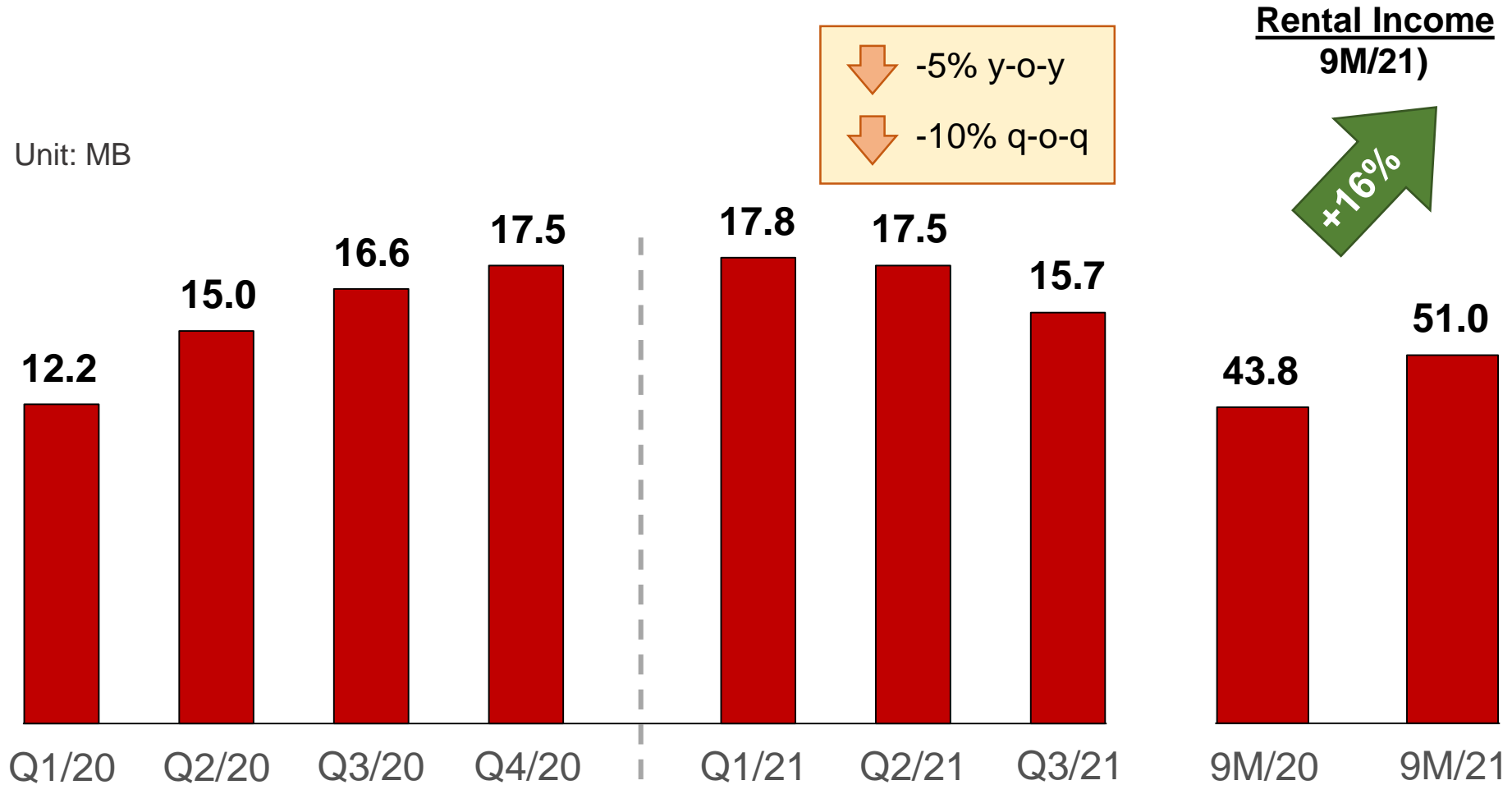
# Domestic Sales volume by region

Sales Volume portion



# Rental Income

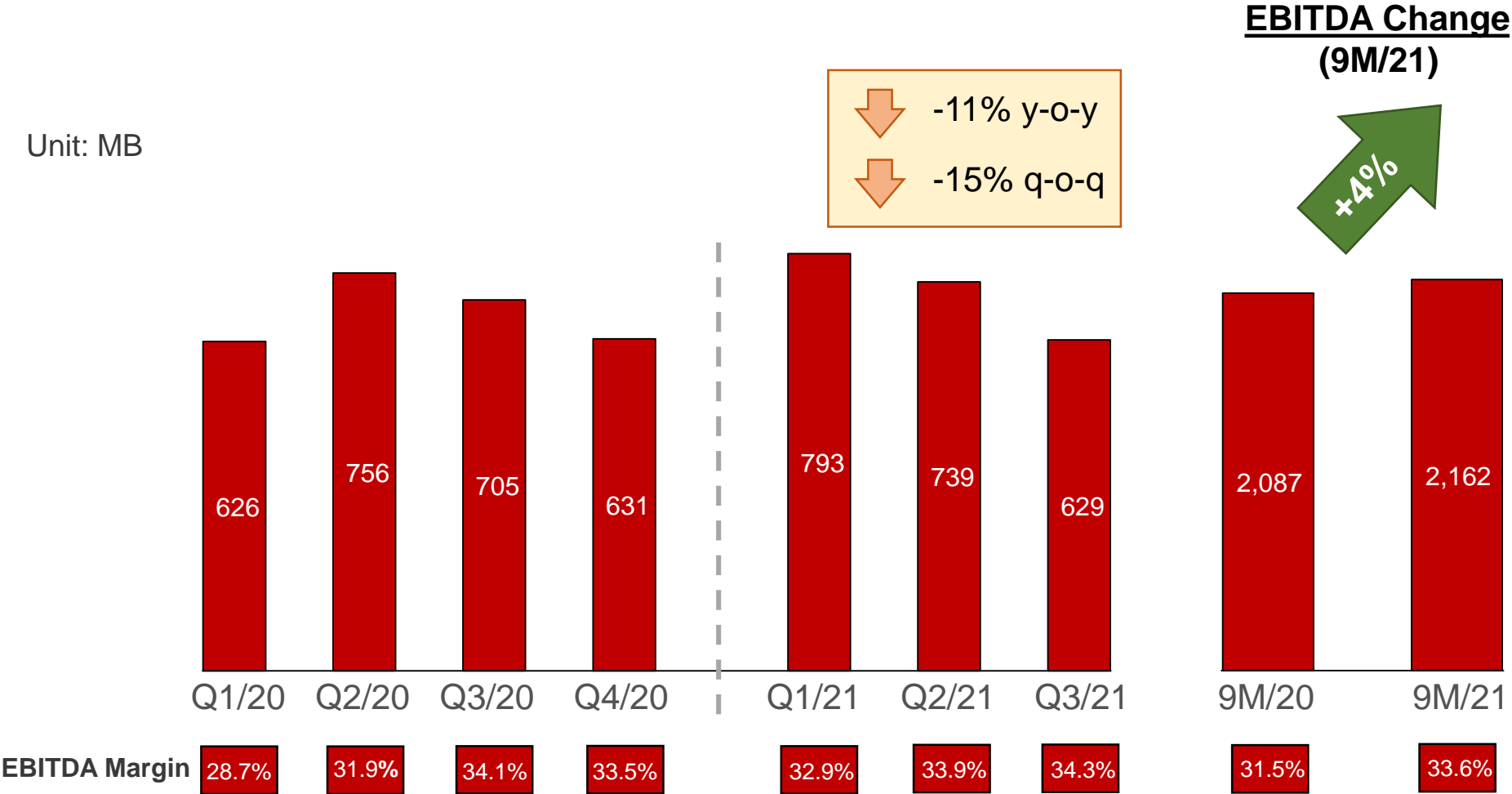
Increased rental area to 98 nationwide outlets as of Q3/21, 94,000 sq.m. available space for rent.



# EDITDA

Q3/21 EBITDA: decreased -11% y-o-y and decreased -15% q-o-q

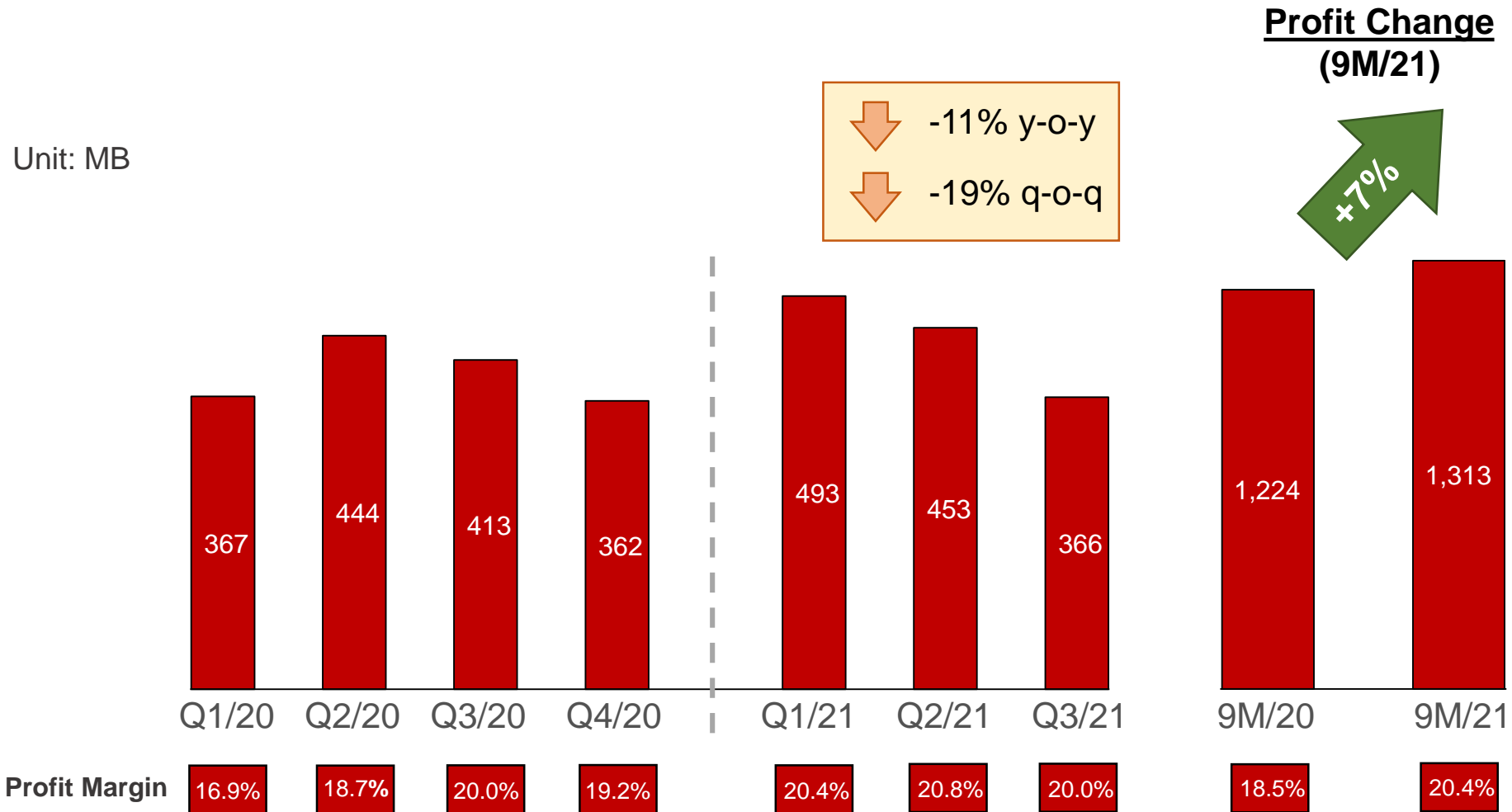
Unit: MB





# Profit for the Period

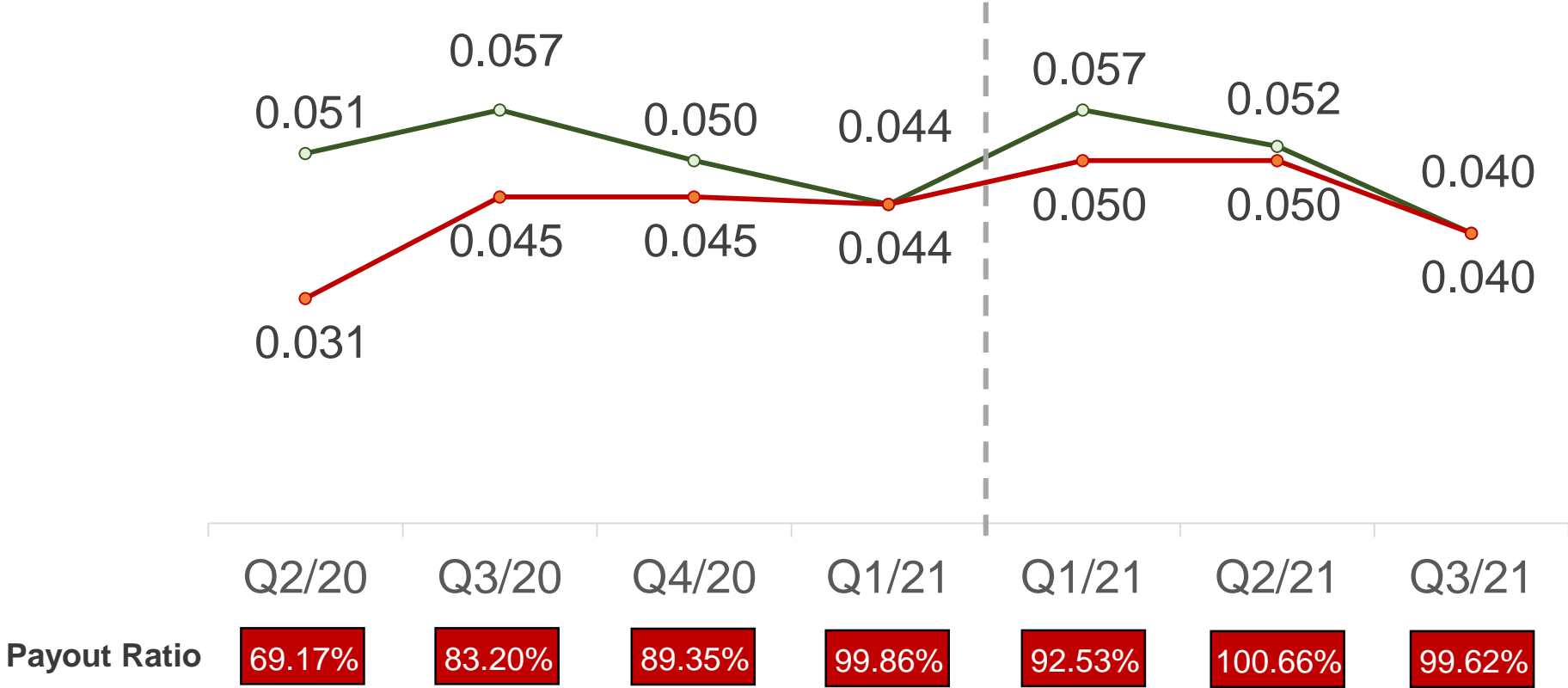
Profit for the period Q3/21: decreased -11% y-o-y while decreased -19% q-o-q



# Earning Per Share and Dividend Per Share

Q3/21 dividend per share: decreased -11% y-o-y and decreased -20% q-o-q

- Dividend Per Share
- Earning Per Share



# Operating Variable Cost

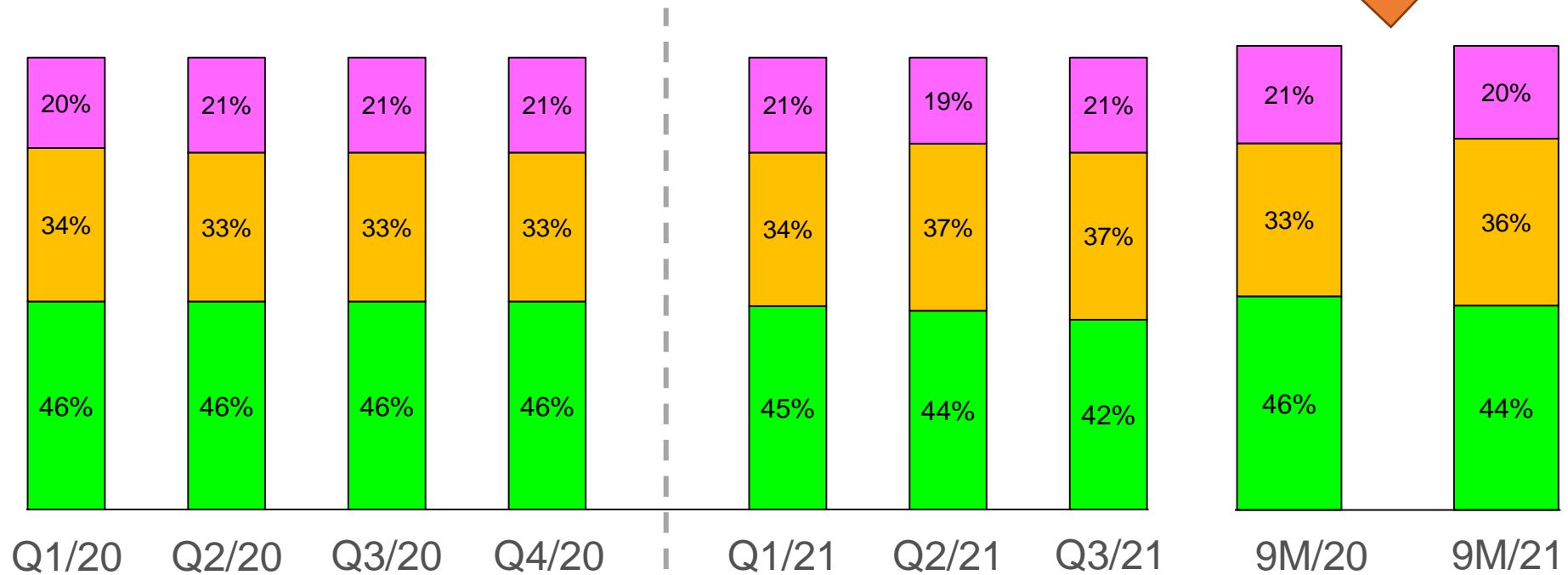
Q3/21 operating variable cost: increased +16% y-o-y and increased +9% q-o-q

- Raw Material Cost
- Energy Cost
- Assign Cost

↑ +16% y-o-y  
↑ +9% q-o-q

**Operating Variable Cost  
Change  
(9M/21)**

**+6%**



# Agenda

1. Market Situation and Performance

2. Financial Updates

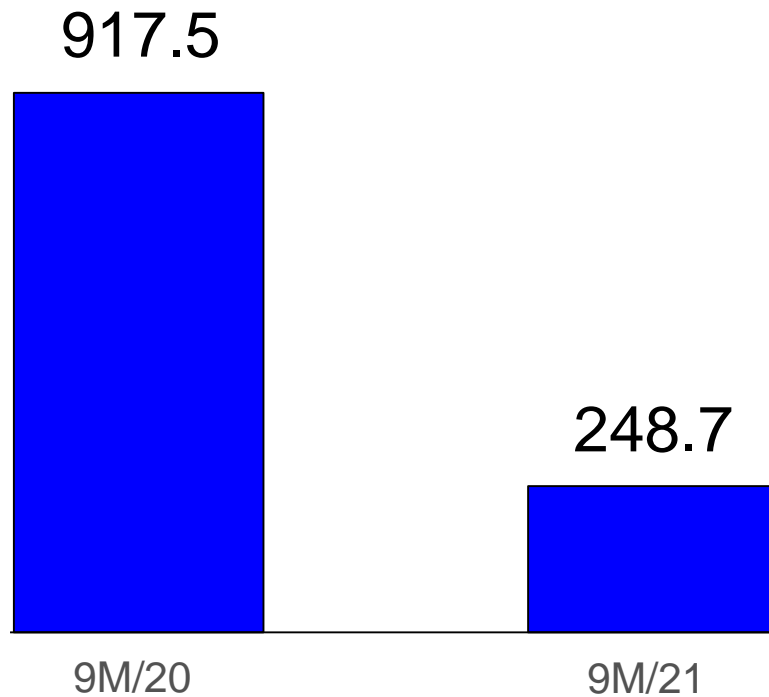
3. Company Updates

# FY2021 CAPEX and Interest & Financial Cost

## CAPEX

Amounted to 248.7MB in 9M/21, mainly from retail outlet expansion and renovation and production expansion projects.

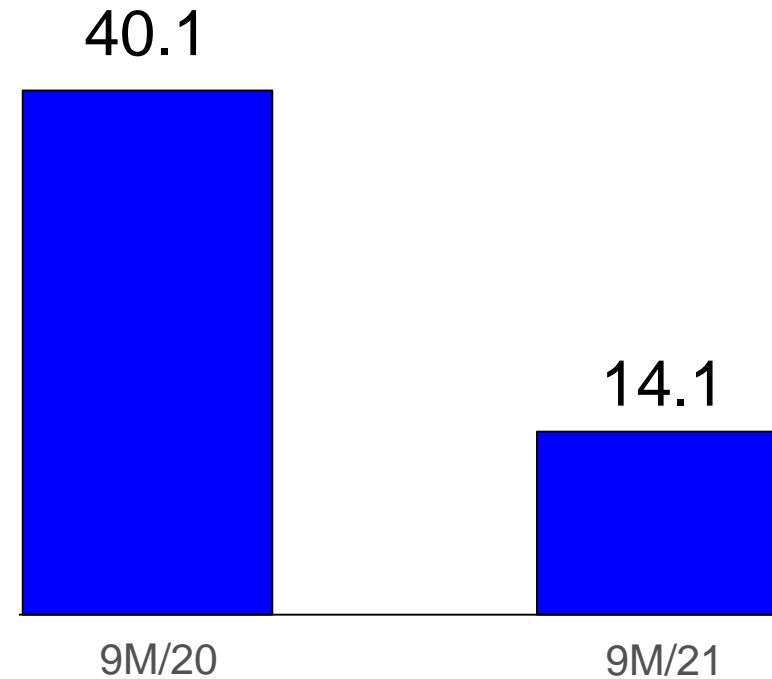
Unit: MB



## Interest and Financial Cost

Amounted to 14.1 MB in 9M/21

Unit: MB

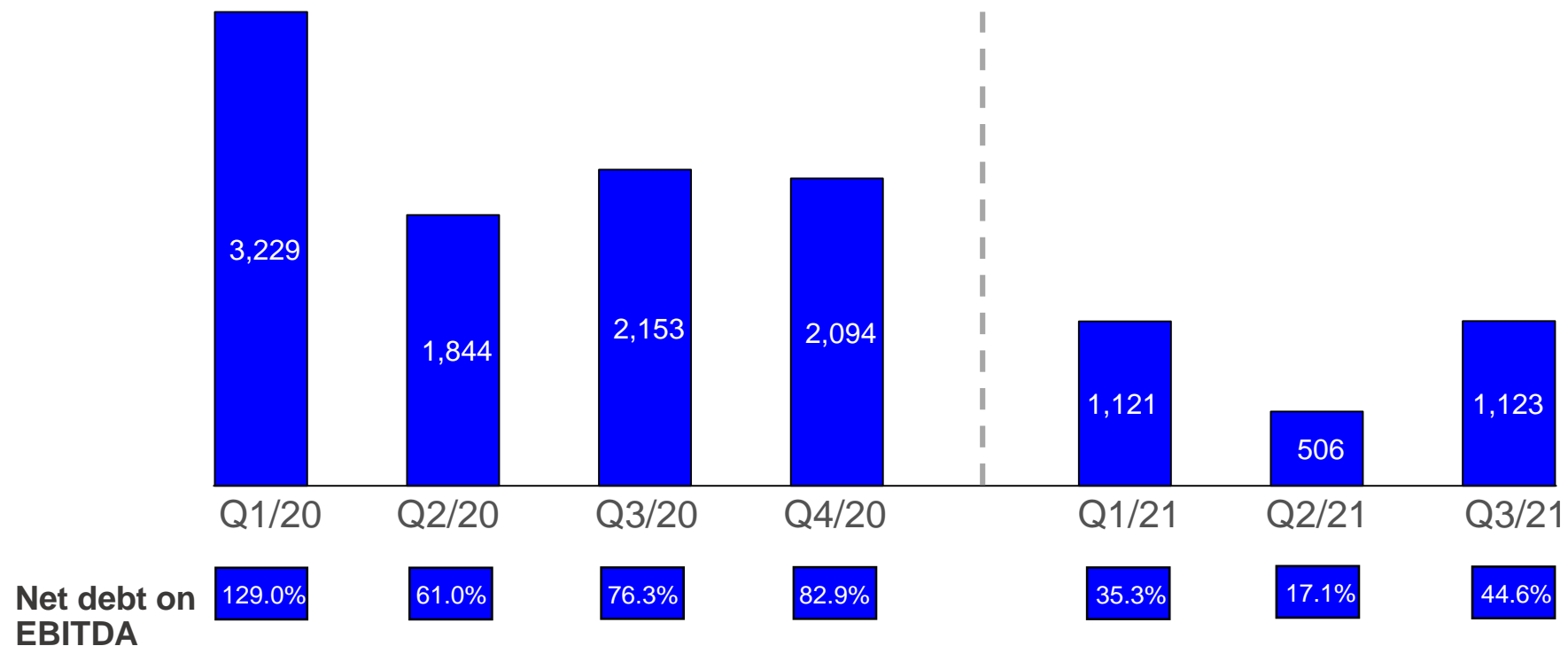
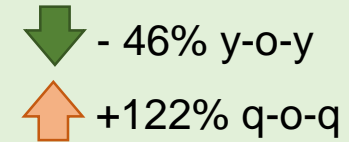


# Net Debt

Q3/21 net debt: decreased -46% y-o-y and increased +122% q-o-q

Unit: MB

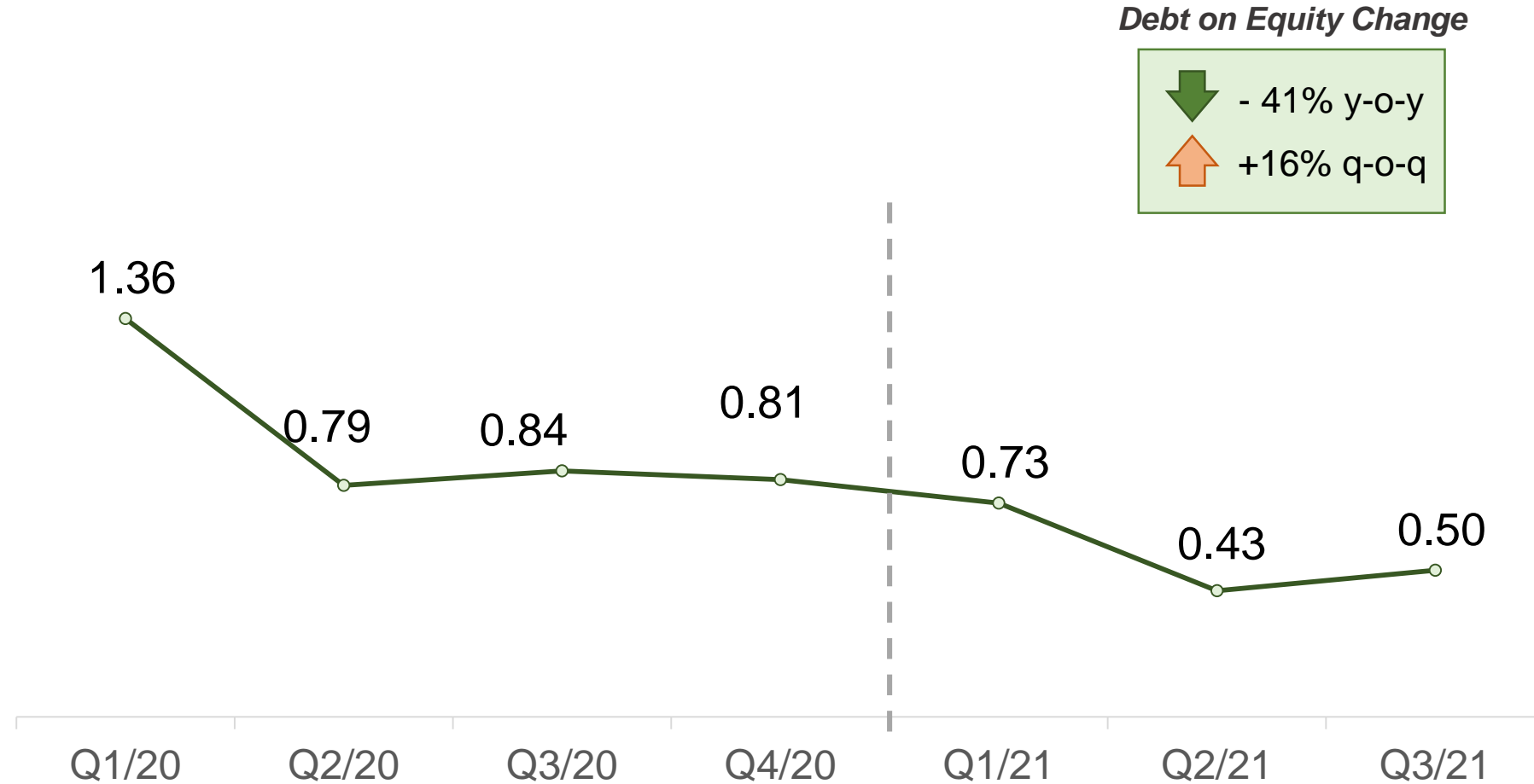
## Net Debt Change



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

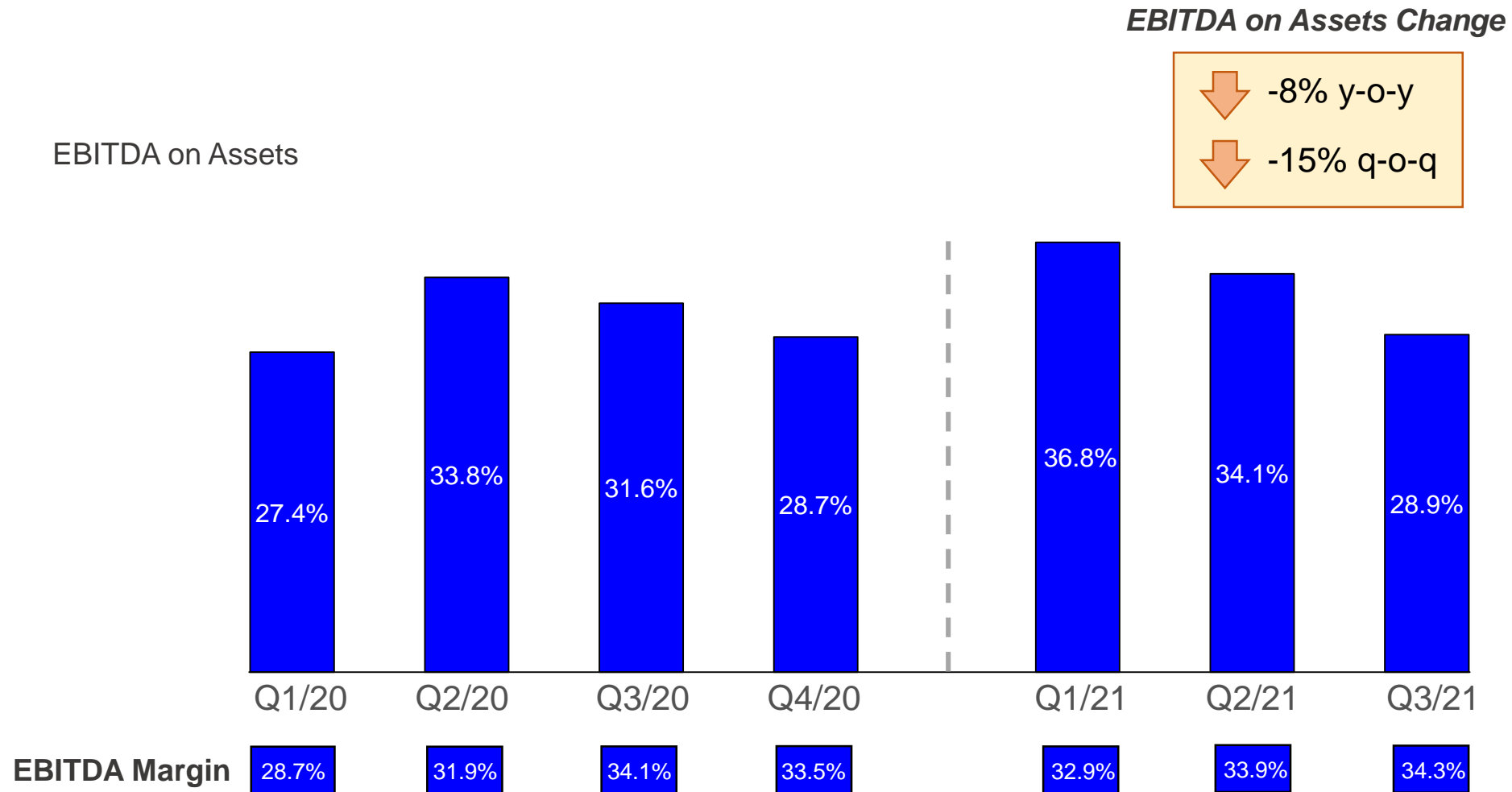
# Debt on Equity

Q3/21 debt on equity: decreased -41% y-o-y and increased +16% q-o-q



# EBITDA on Assets and EBITDA Margin

Q3/21 EBITDA on Assets: decreased -8% y-o-y and decreased -15% q-o-q

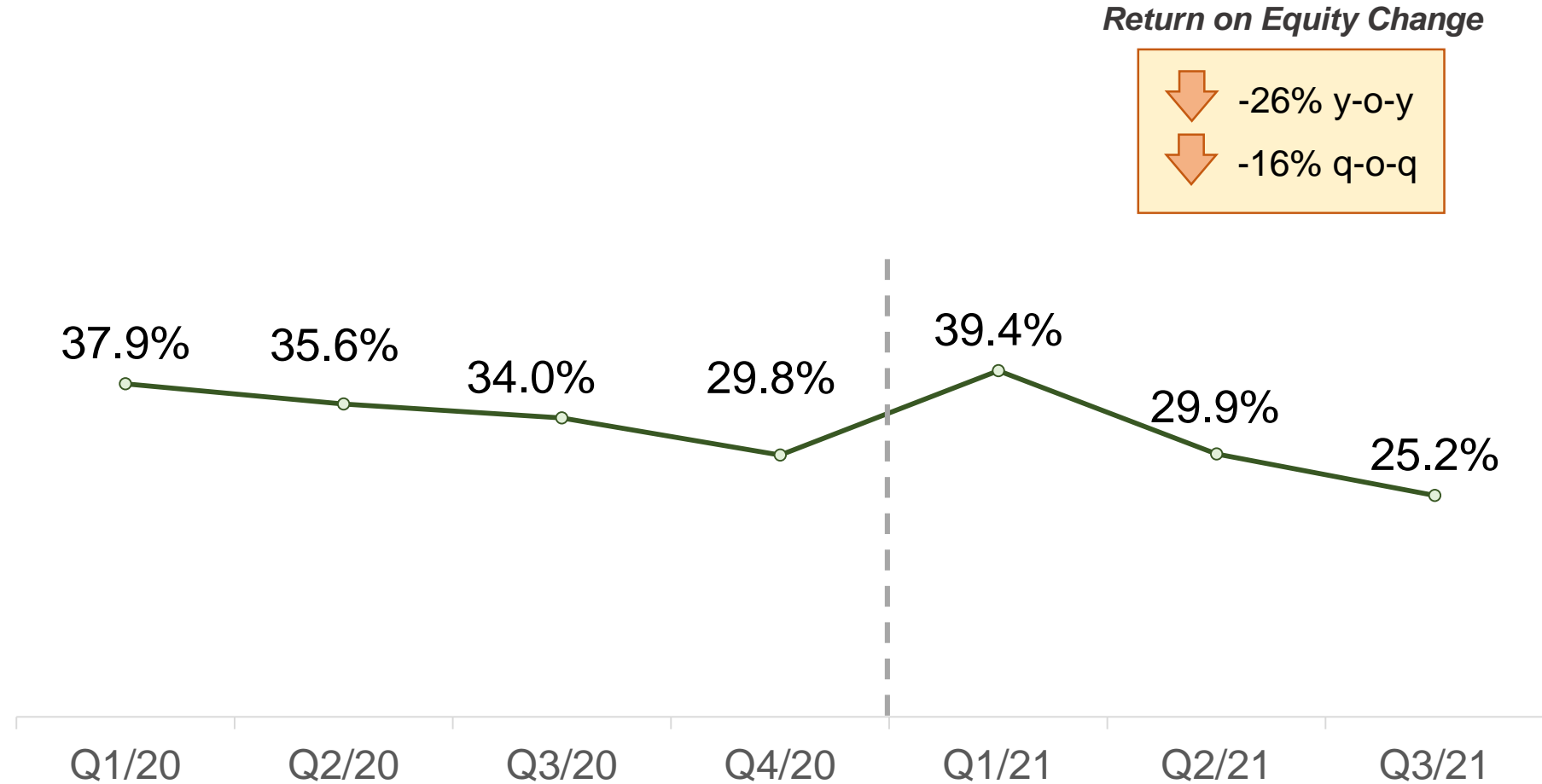


Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets  
 EBITDA margin = EBITDA / Consolidated sales



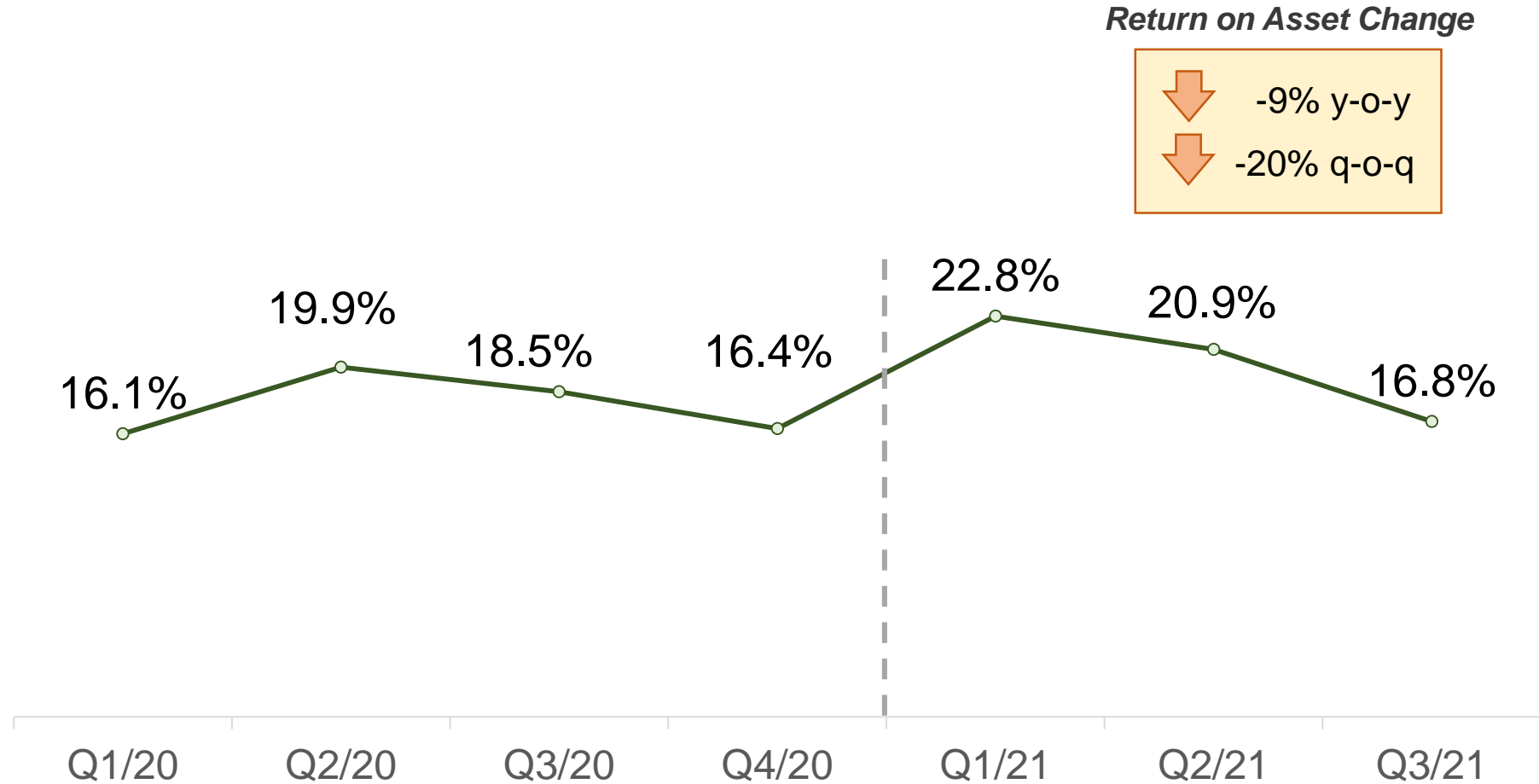
# Return on Equity

Q3/21 return on equity decreased -26% y-o-y and decreased -16% q-o-q



# Return on Asset

Q3/21 return on asset decreased -9% y-o-y and decreased -20% q-o-q

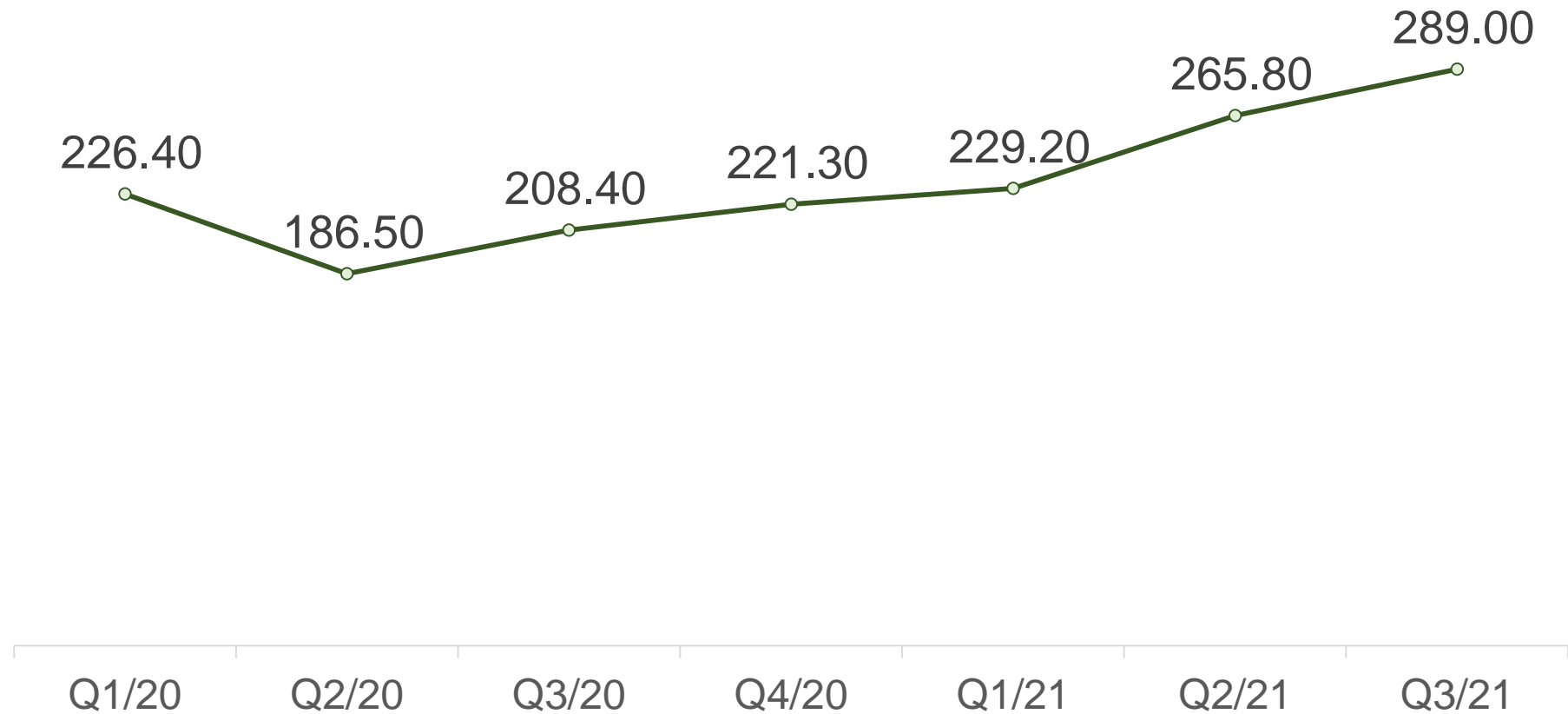


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# Appendix – Natural Gas Price

Unit: Baht/MMTBU



# Appendix – Diesel Price

Unit: Baht/Litre

