

Q3/2022 Performance

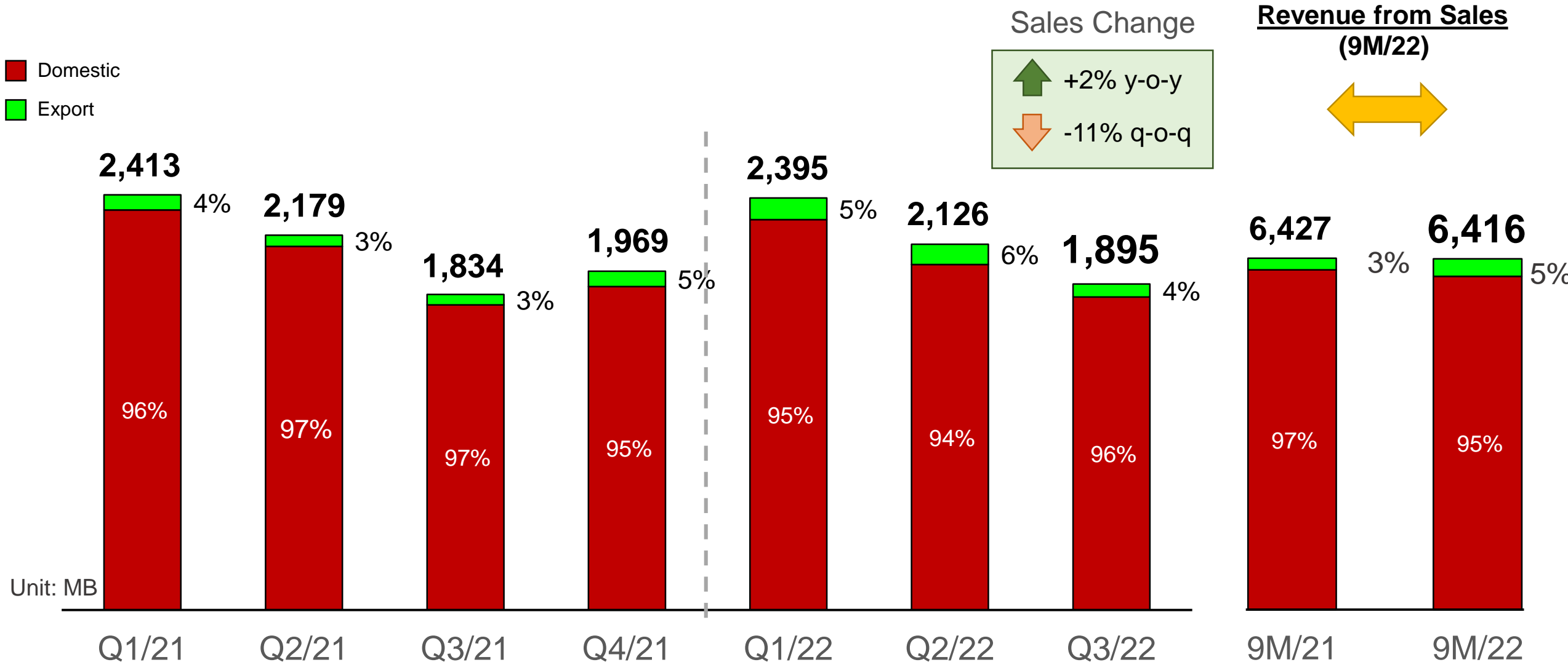
Dynasty Ceramic Public Company Limited

Agenda

1. Performance
2. Financial Updates
3. Company Updates

Revenue from Sales

Q3/22 total revenue: increased +2% y-o-y while decreased -11% q-o-q



Sales Volume Portion by Segment

Q3/22 sales volume: decreased -8% y-o-y and decreased -13% q-o-q while average price increased +11% y-o-y and +1% q-o-q

ASP. Change

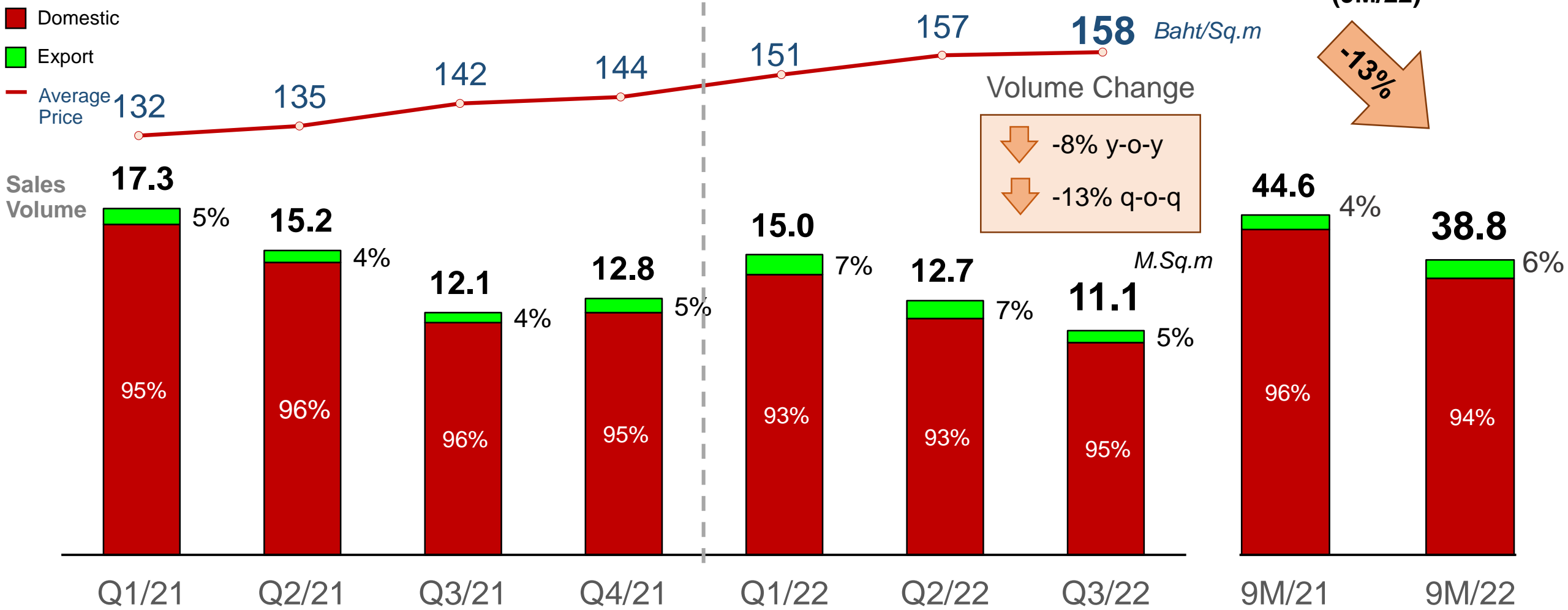
- ↑ +11% y-o-y
- ↑ +1% q-o-q

Volume Change

- ↓ -8% y-o-y
- ↓ -13% q-o-q

Sales Volume (9M/22)

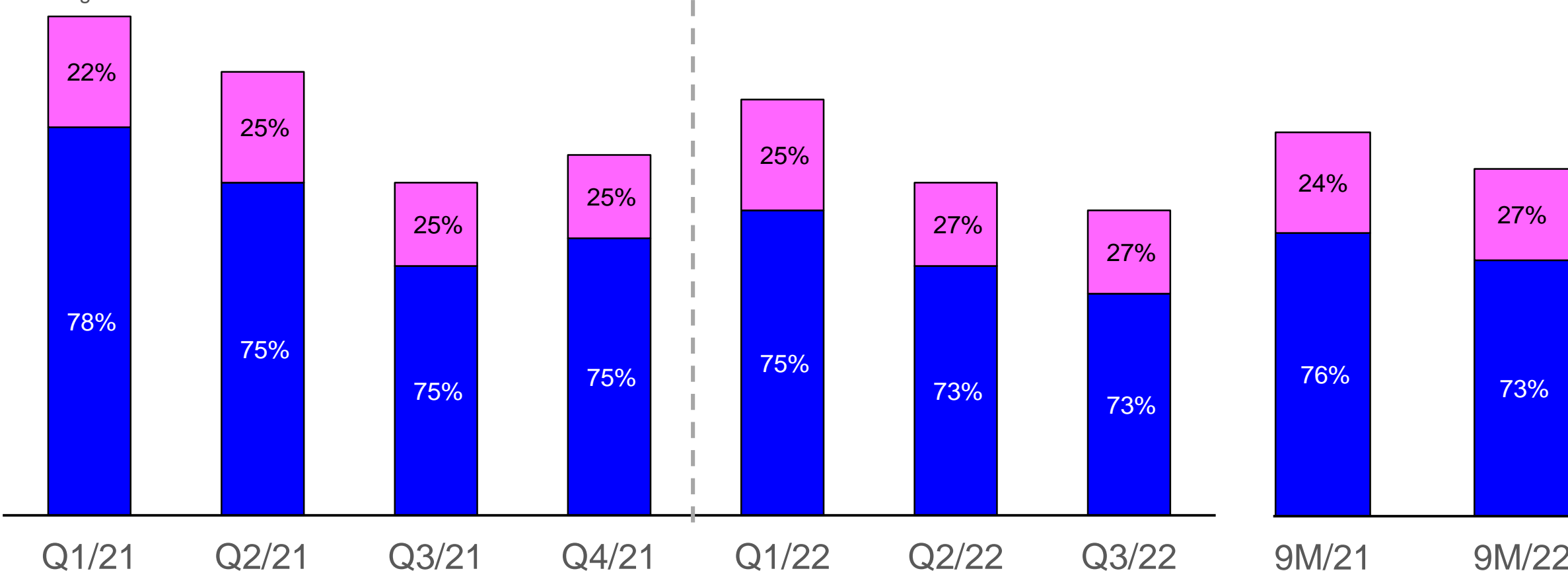
↓ -13%



Remark: Only Ceramic and Porcelain Tiles

Sales Volume Portion by Segment

■ Mass-Medium
■ Medium-High



Remark:

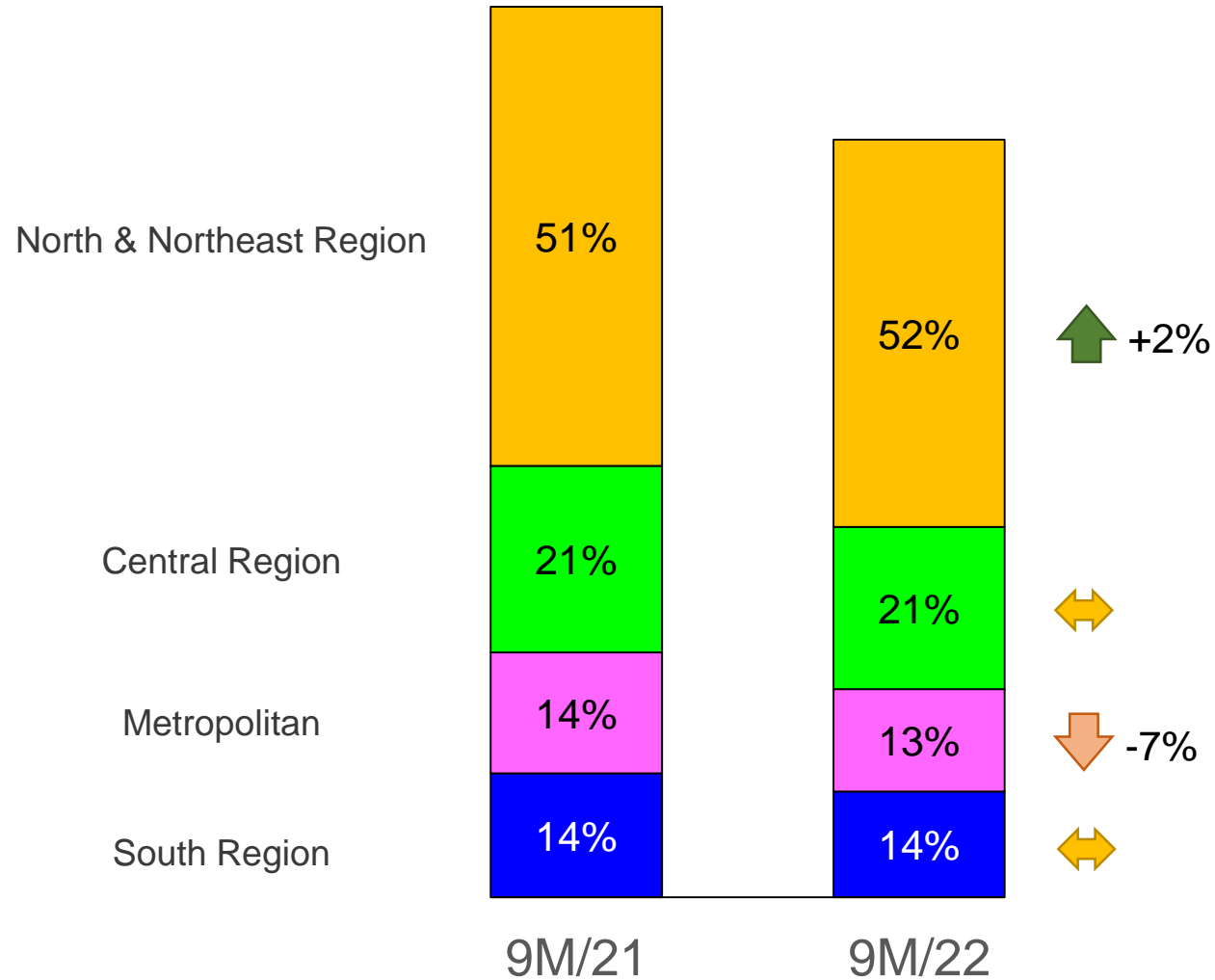
(1) Definition of segmentation

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

Q3/22 Rental Income: decreased -40% y-o-y and decreased -16% q-o-q. 94,000 sqm. space for rent at 98 outlets with 36% occupancy rate.

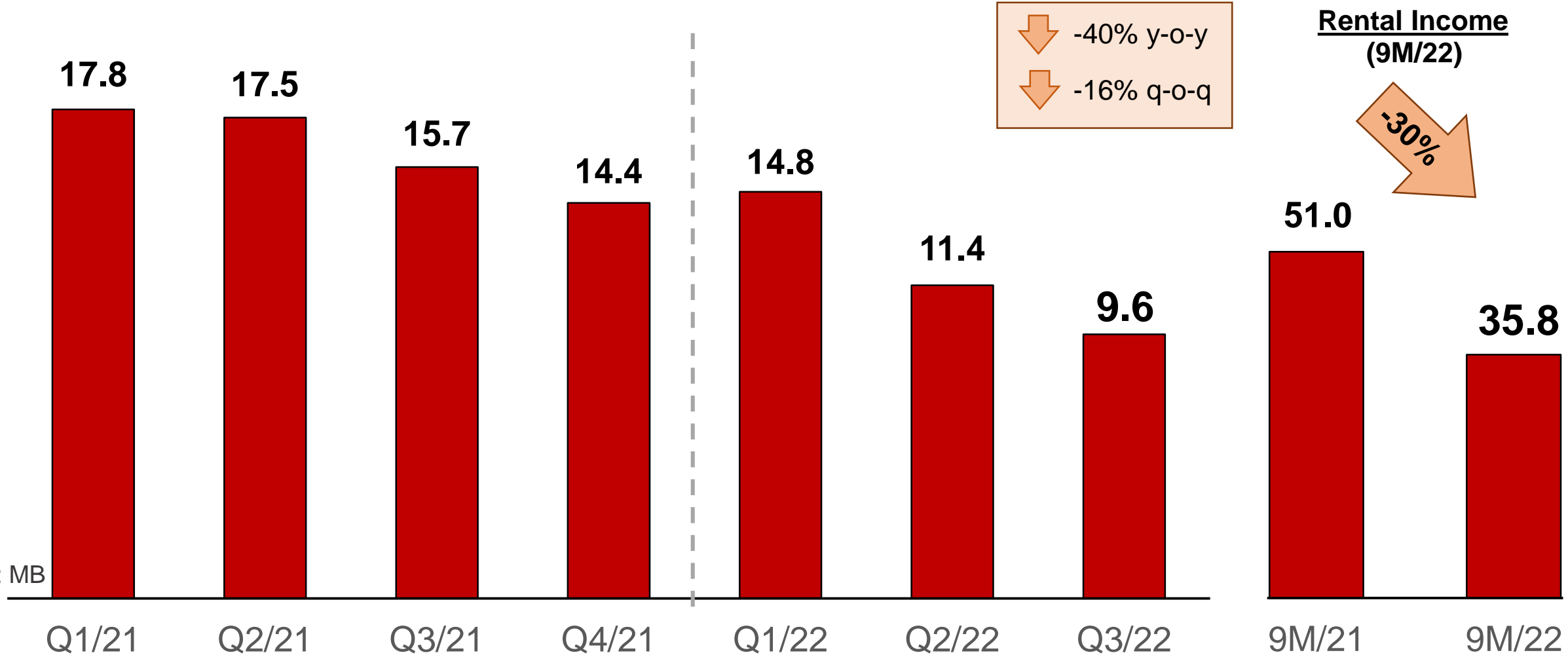
Rental Income Change

↓ -40% y-o-y
↓ -16% q-o-q

Rental Income
(9M/22)



Unit: MB



EBITDA

Q3/22 EBITDA: decreased -11% y-o-y and decreased -20% q-o-q

EBITDA Change

↓ -11% y-o-y

↓ -20% q-o-q

EBITDA
(9M/22)

-3%

EBITDA Margin

32.9%

793

Q1/21

33.9%

739

Q2/21

34.3%

629

Q3/21

33.1%

651

Q4/21

34.6%

828

Q1/22

33.1%

703

Q2/22

29.6%

562

Q3/22

33.6%

2,162

9M/21

32.6%

2,093

9M/22

Unit: MB

Profit for the Period

Profit for the period Q3/22 : decreased -12% y-o-y and decreased -26% q-o-q

**Net Profit
(9M/22)**

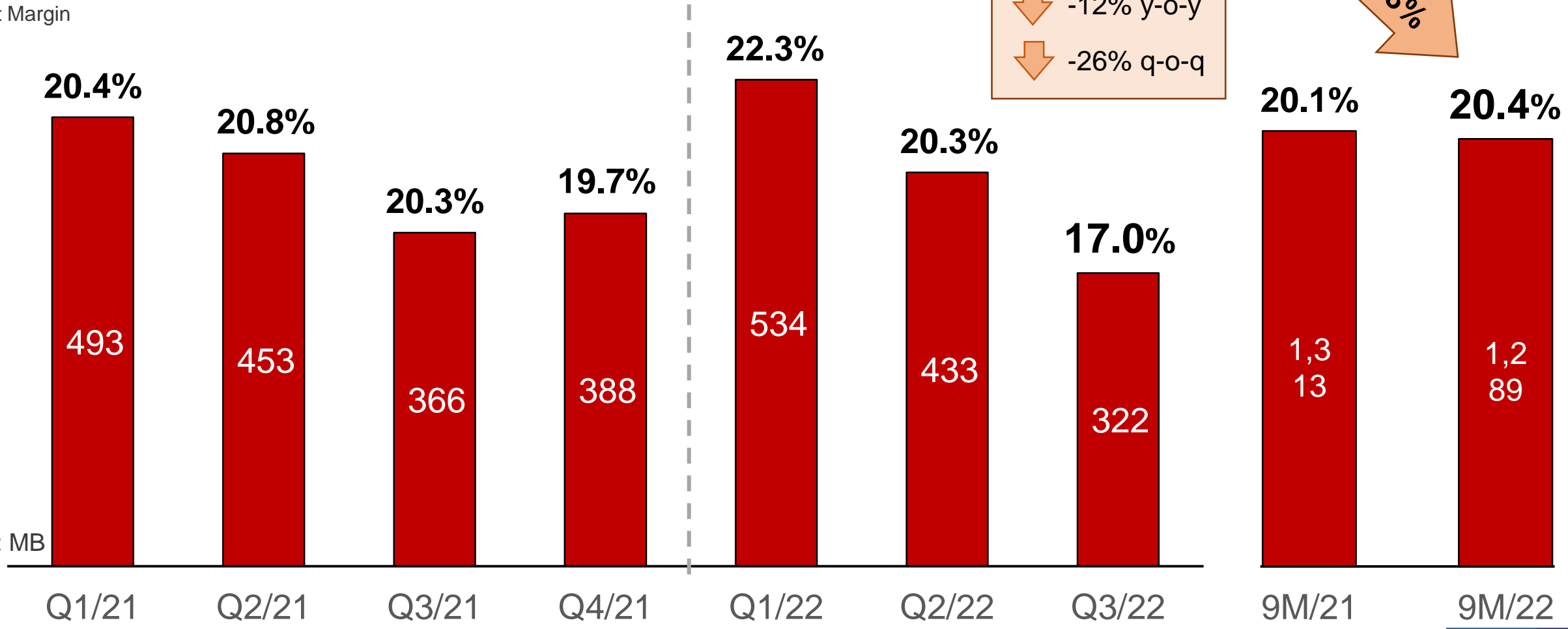
Net Profit Change

- ↓ -12% y-o-y
- ↓ -26% q-o-q

↓ -1.8%

Profit Margin

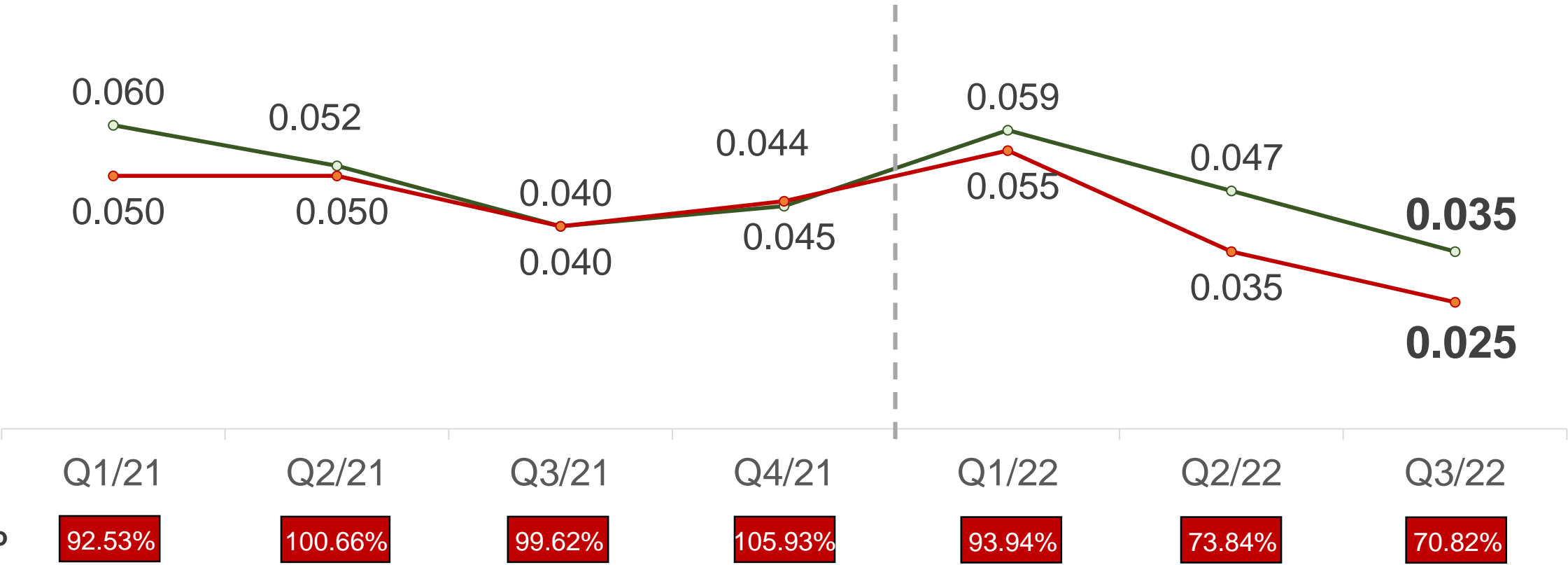
Unit: MB



Earnings Per Share and Dividend Per Share

Q3/22 dividend per share: decreased -38% y-o-y and decreased -29% q-o-q

■ Dividend Per Share
■ Earning Per Share



Operating Variable Cost

Q3/22 operating variable cost: increased +22% y-o-y and increased +3% q-o-q

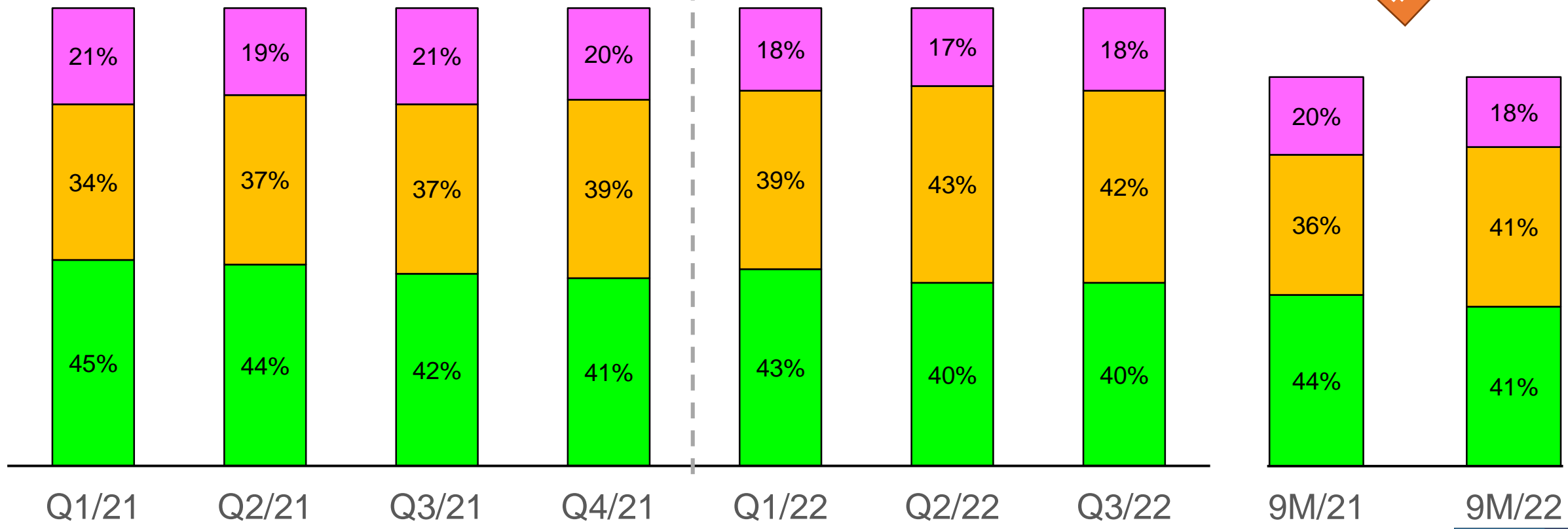
- Raw Material Cost
- Energy Cost
- Assign Cost

Operating Variable Cost Change

↓ +22% y-o-y

↓ +3% q-o-q

Operating Variable Cost (9M/22)



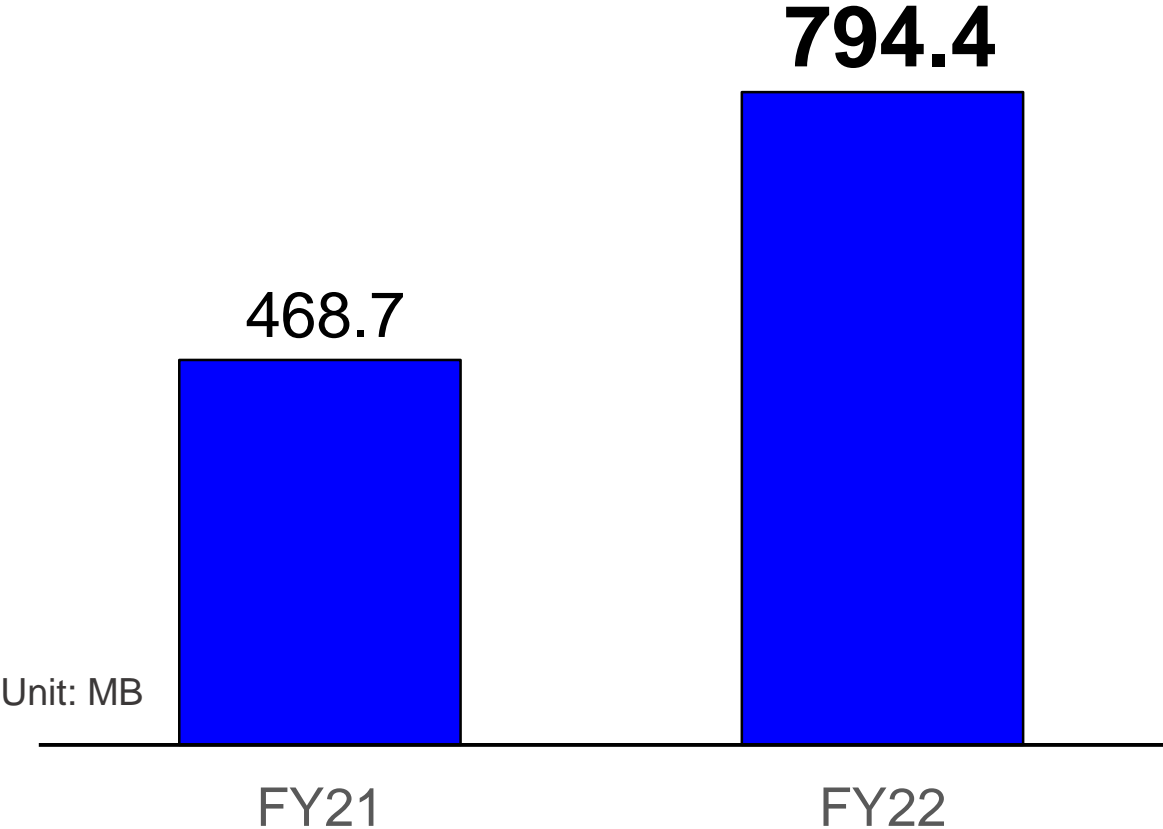
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FY2022 CAPEX and Interest & Financial Cost

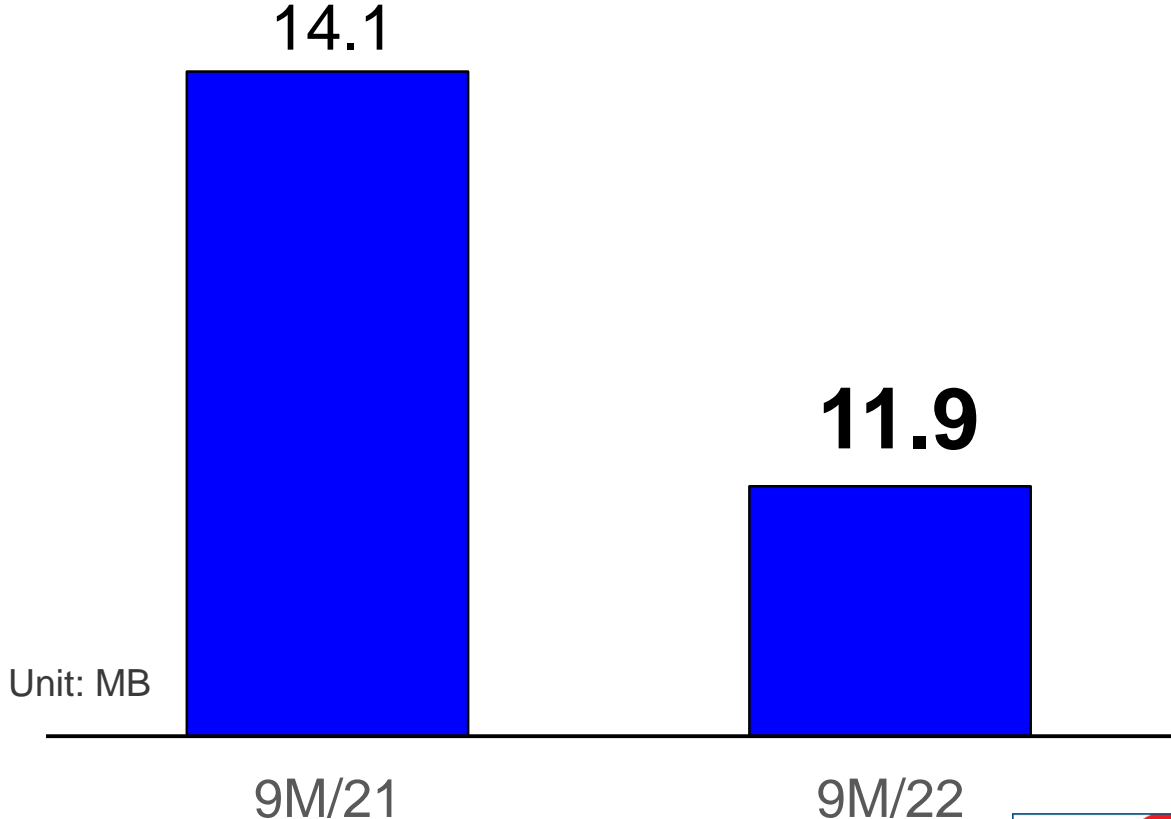
CAPEX

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 11.9 MB in H1/22



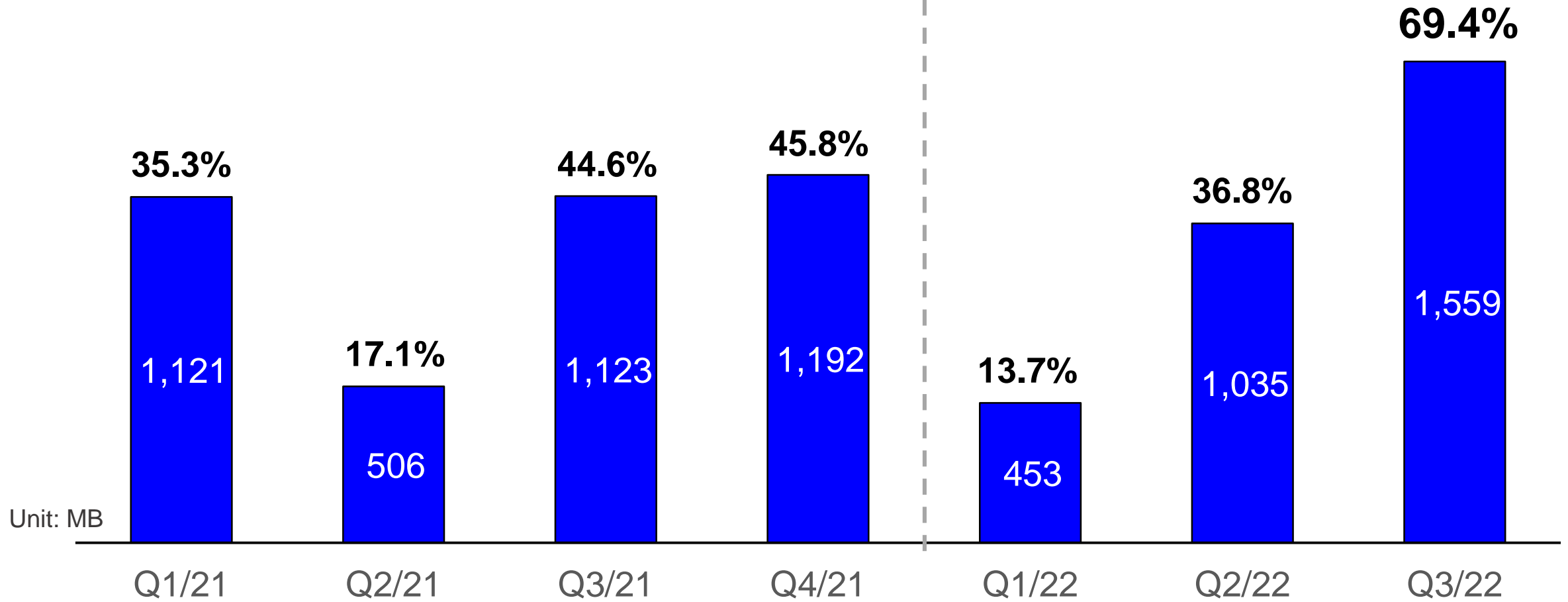
Net Debt

Q3/22 net debt: increased +39% y-o-y and increased +50% q-o-q

Net Debt Change

- ↑ +39% y-o-y
- ↑ +50% q-o-q

Net debt on EBITDA



Unit: MB

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

Debt on Equity



Q3/22 debt on equity: increased 16% y-o-y and increased 9% q-o-q



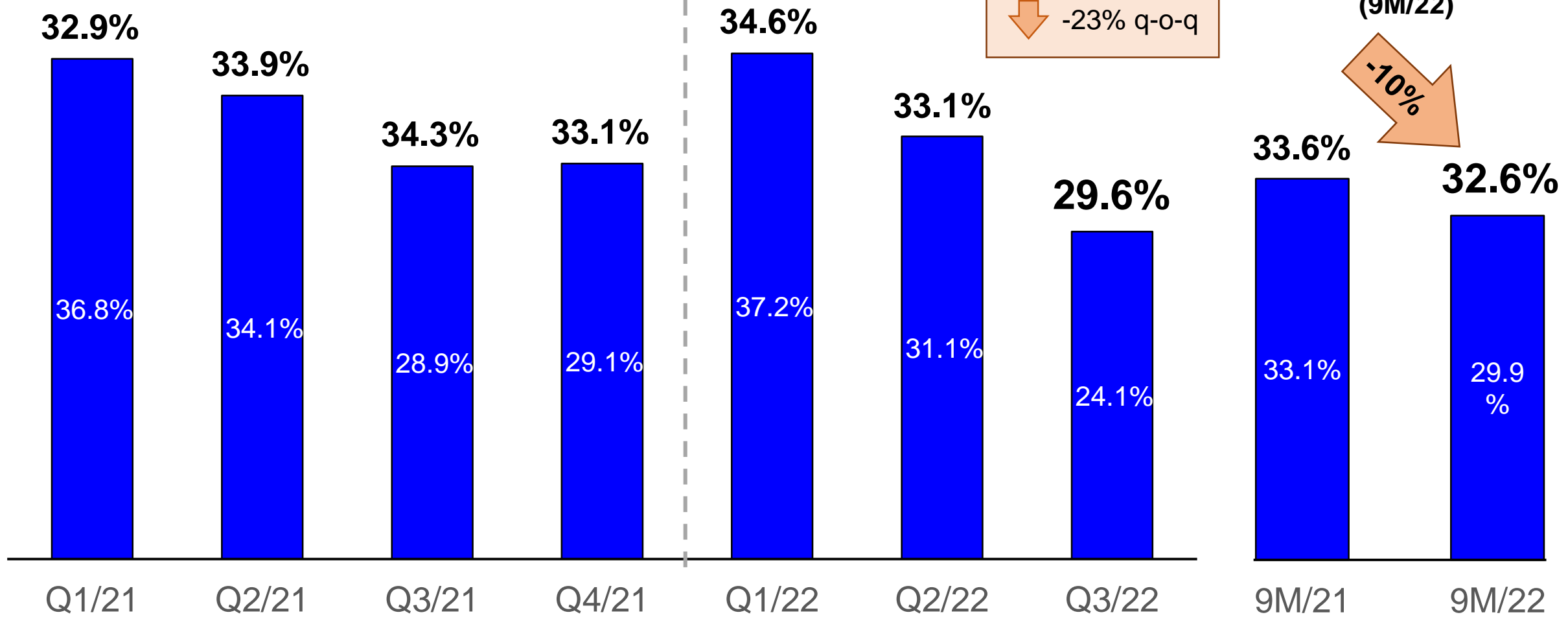
EBITDA on Assets and EBITDA Margin

Q3/22 EBITDA on Assets: decreased -17% y-o-y and decreased -23% q-o-q

EBITDA on Asset Change

 -17% y-o-y
 -23% q-o-q

EBITDA Margin



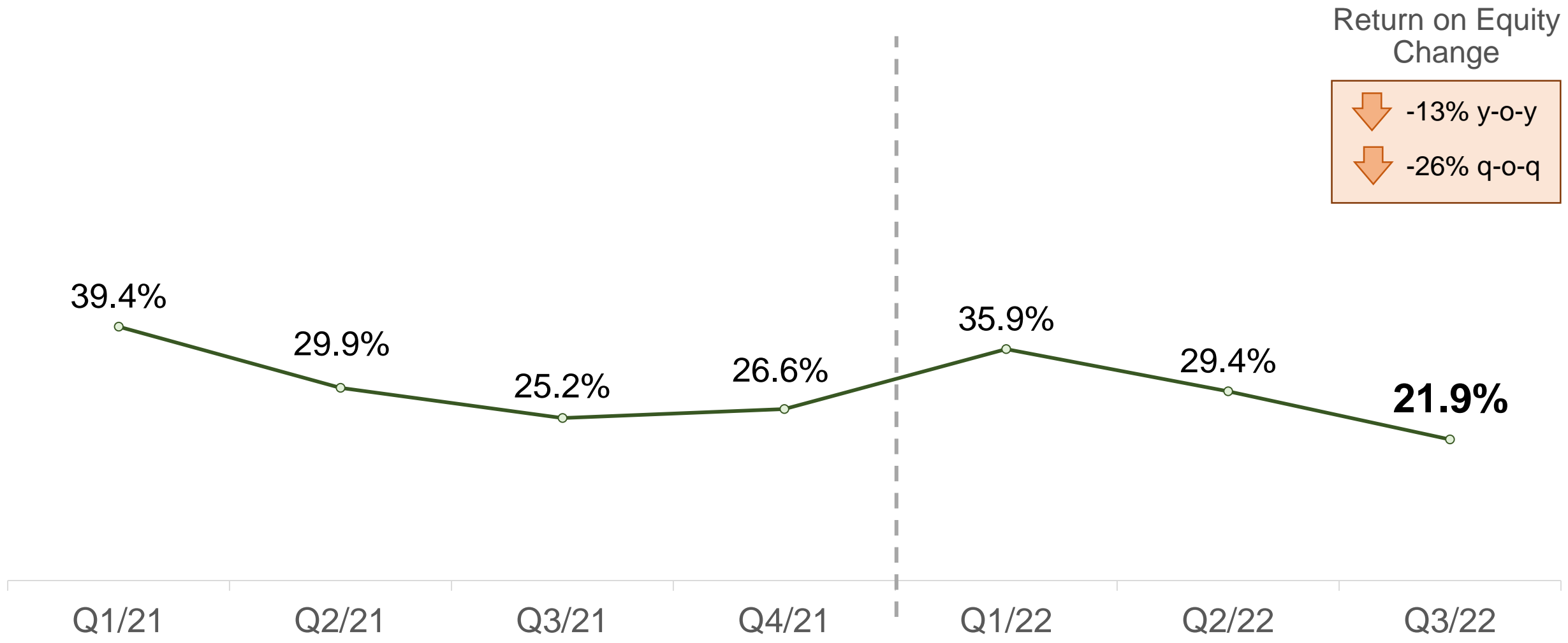
EBITDA on Asset (9M/22)

-10%

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

Return on Equity

Q3/22 return on equity decreased -13% y-o-y and decreased -26% q-o-q



Return on Asset

Q3/22 return on asset decreased -18% y-o-y and decreased -28% q-o-q

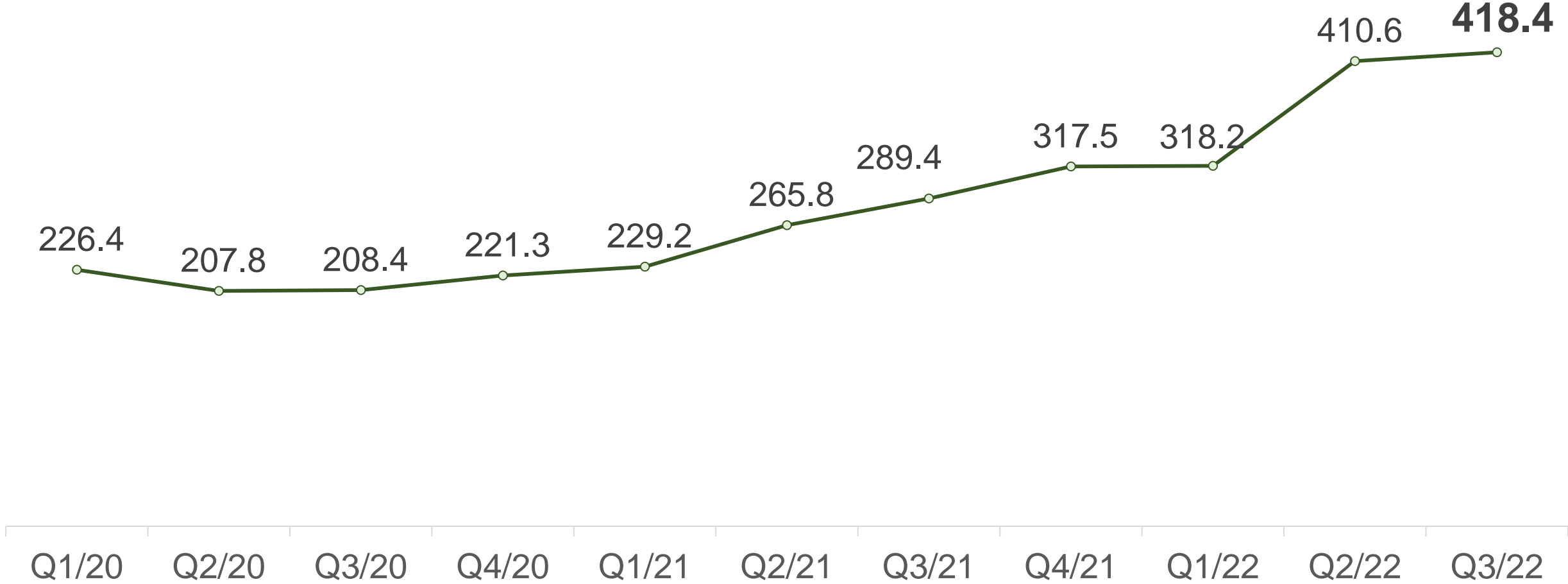


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Appendix – Natural Gas Price

Unit: Baht/MMTBU



Appendix – Diesel Price

Unit: Baht/Litre

