

Q4/2021 Performance

Dynasty Ceramic Public Company Limited

Agenda

1. Performance
2. Financial Updates
3. Company Updates

Revenue from Sales

Q4/21 total revenue: increased +6% y-o-y and increased +7% q-o-q

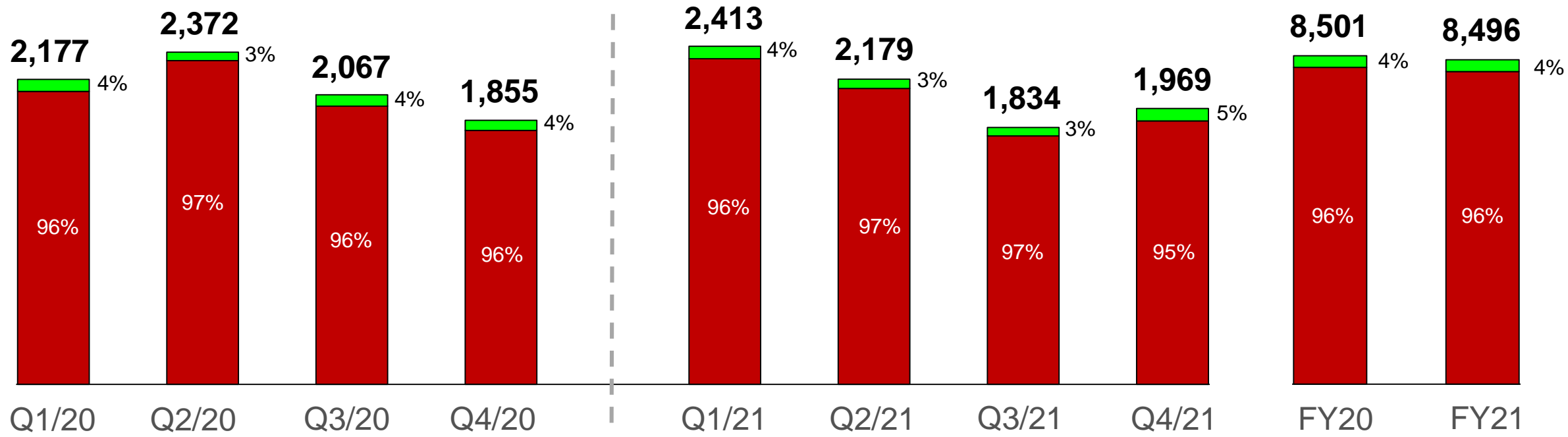
■ Domestic
■ Export

Unit: MB

↑ +6% y-o-y
↑ +7% q-o-q

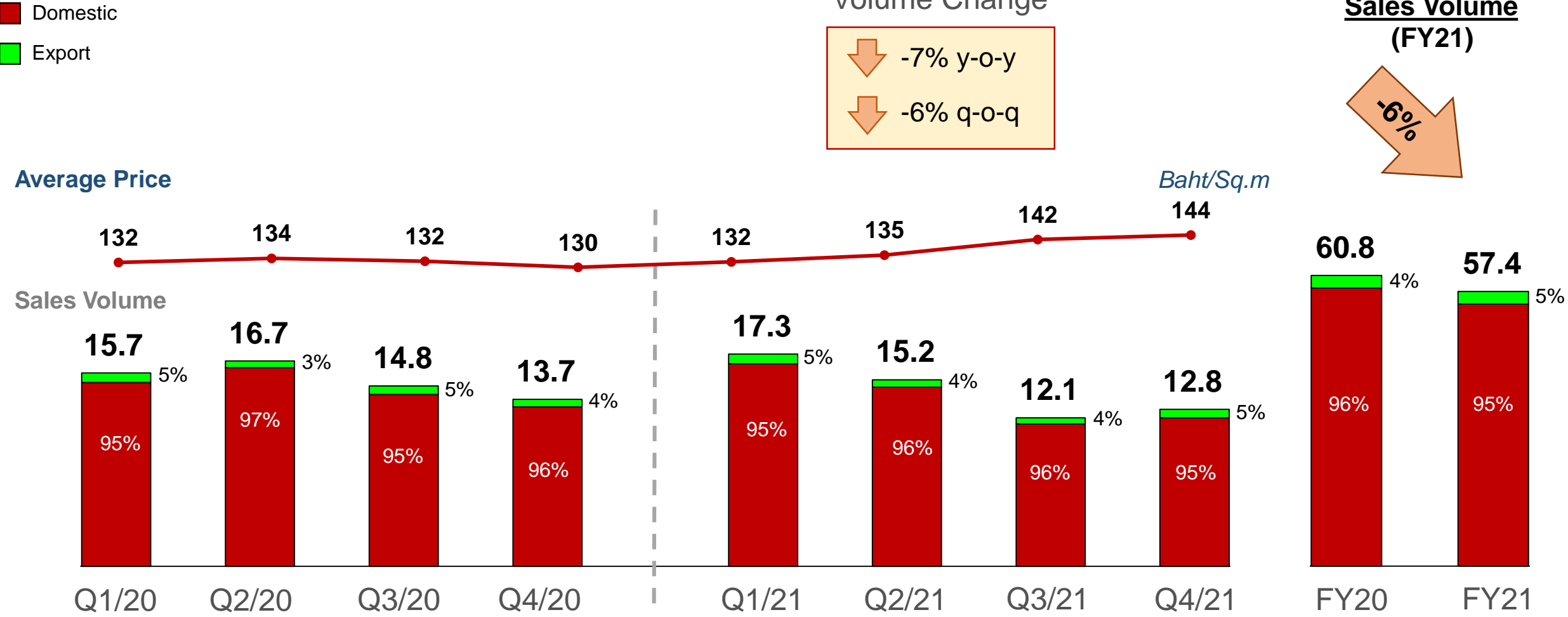
Revenue from Sales (FY21)

-1%



Sales Volume and Average Price

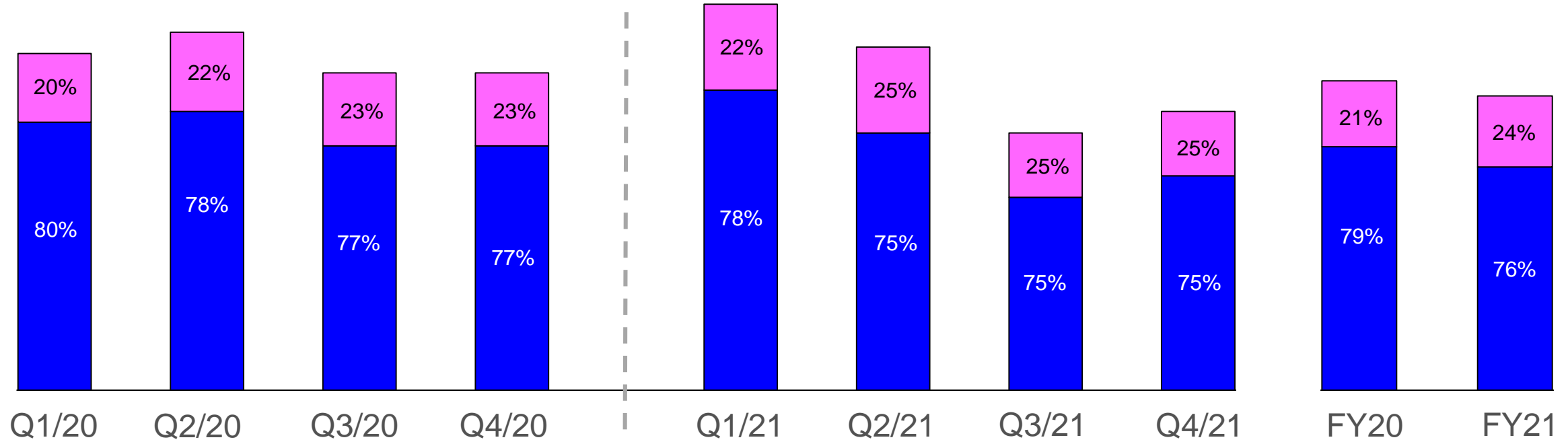
Q4/21 sales volume: decreased -7% y-o-y and decreased -6% q-o-q while average price increased +11% y-o-y and +1% q-o-q



Remark: Only Ceramic tiles

Sales Volume Portion by Segment

■ Mass-Medium
■ Medium-High



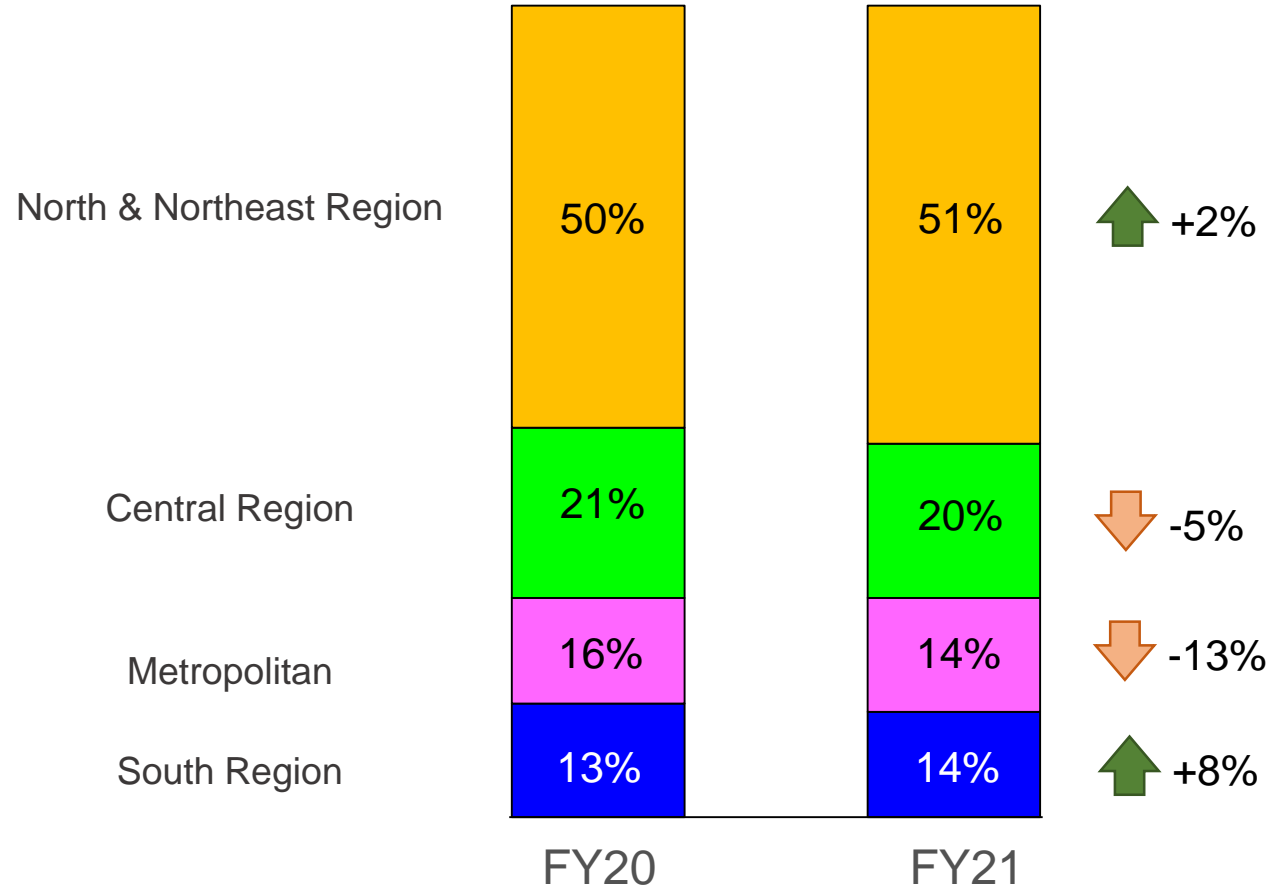
Remark:

(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)

(2) Only ceramic tiles

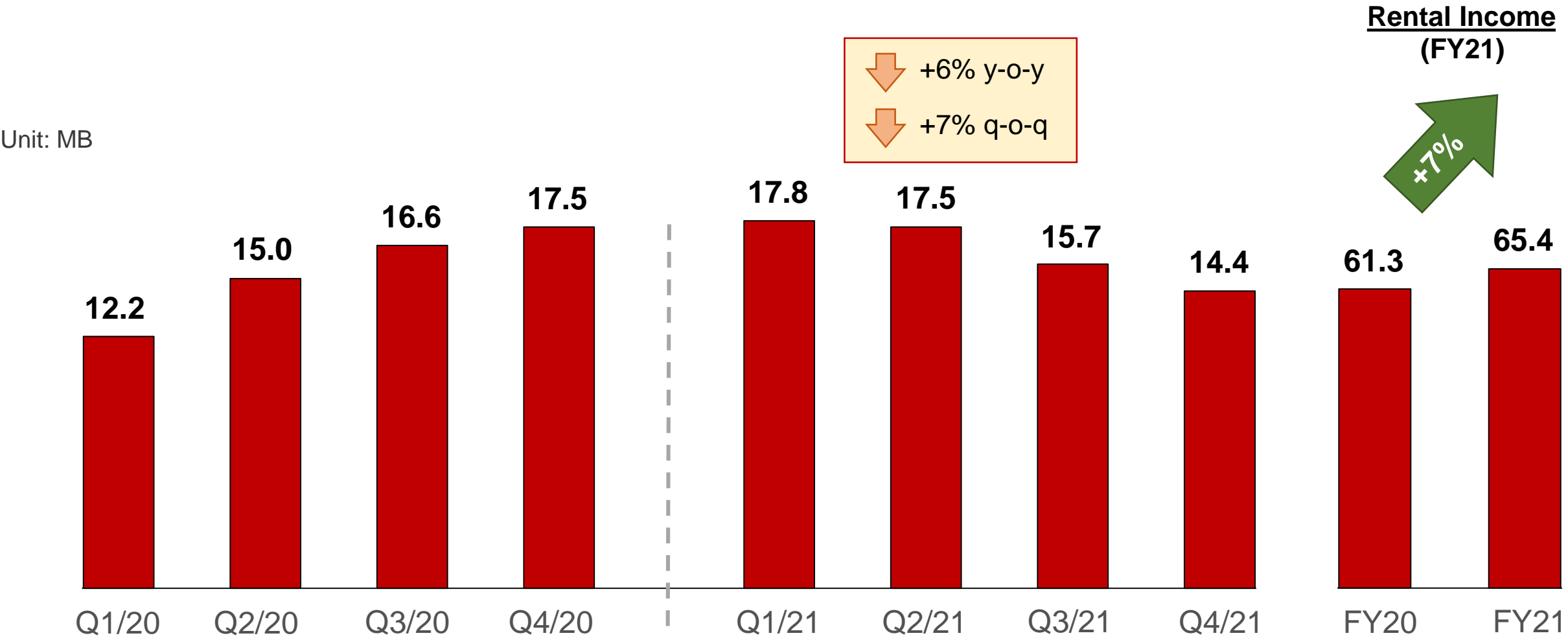
Domestic Sales volume by region

Sales Volume portion



Rental Income

Increased rental area to 98 nationwide outlets as of Q4/21, 94,000 sq.m. available space for rent.



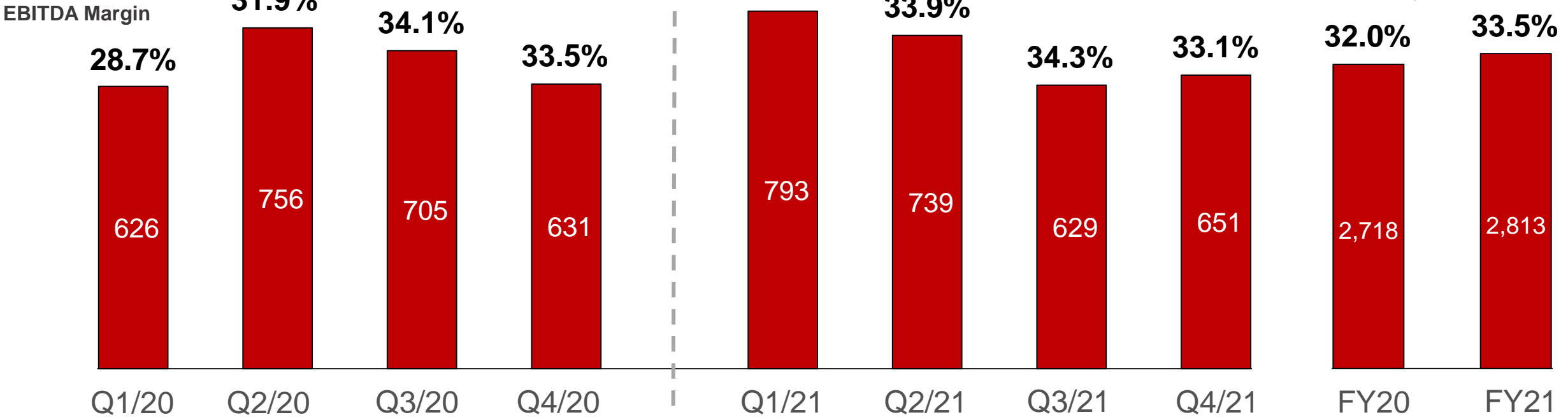
EDITDA

Q4/21 EBITDA: increased +3% y-o-y and increased +3% q-o-q

Unit: MB

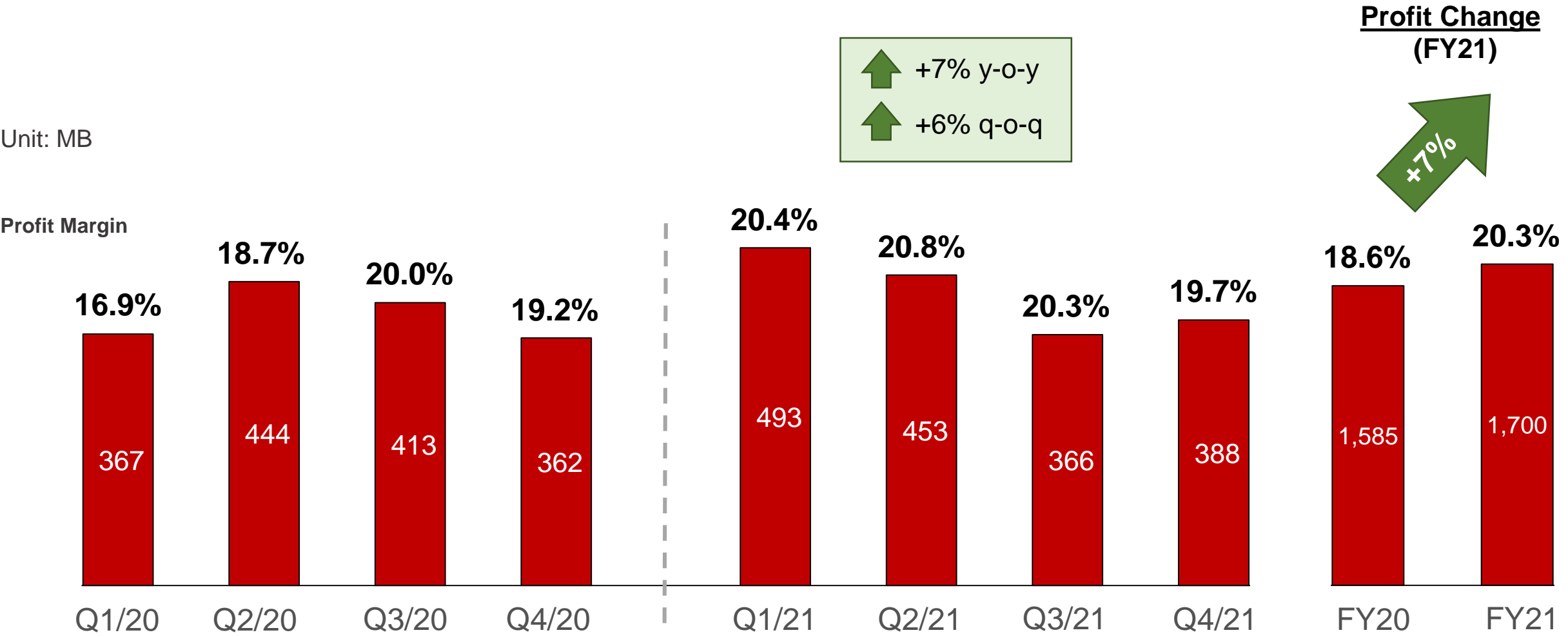
↑ +3% y-o-y
↑ +3% q-o-q

**EBITDA Change
(FY21)**



Profit for the Period

Profit for the period Q4/21: increased +7% y-o-y and increased +6% q-o-q



Earning Per Share and Dividend Per Share

Q4/21 dividend per share: increased +2% y-o-y and increased +2% q-o-q

- Dividend Per Share
- Earning Per Share



Operating Variable Cost

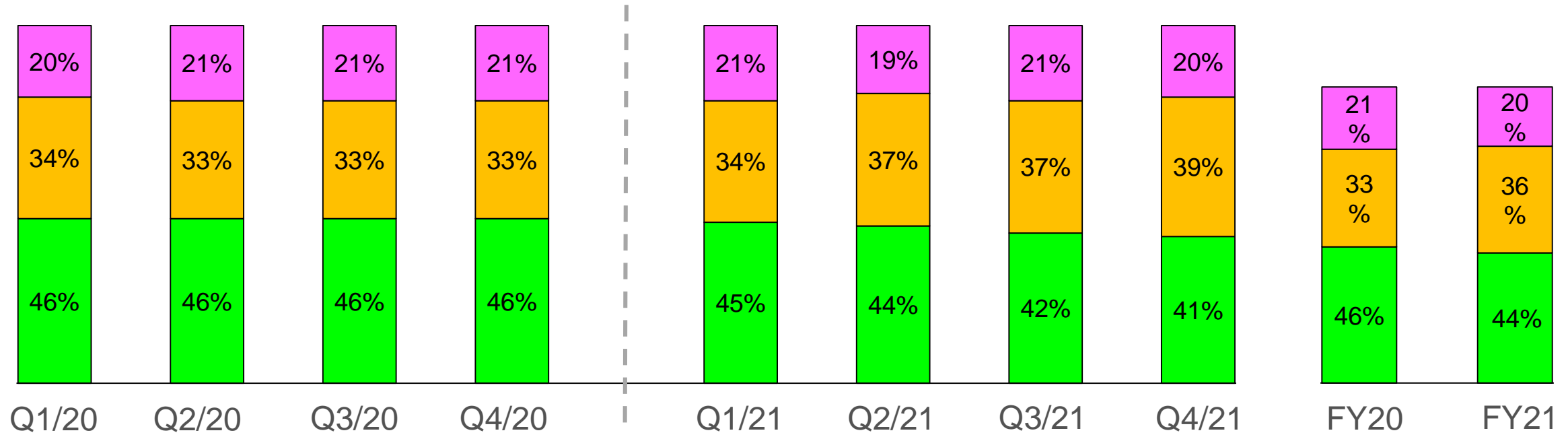
Q4/21 operating variable cost: increased +14% y-o-y and increased +4% q-o-q

- Raw Material Cost
- Energy Cost
- Assign Cost

↑ +14% y-o-y
↑ +4% q-o-q

Operating Variable Cost Change (FY21)

+8%



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1. Market Situation and Performance

2. Financial Updates

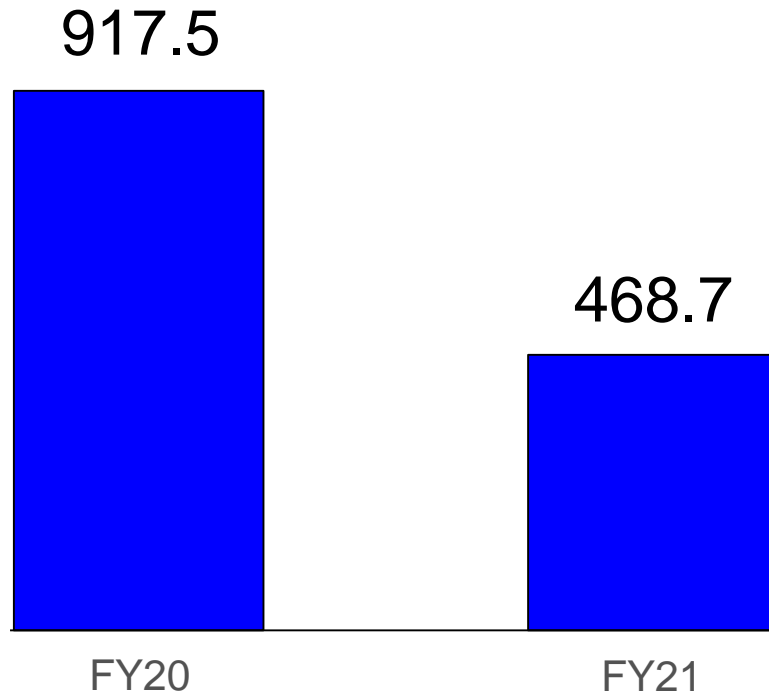
3. Company Updates

FY2021 CAPEX and Interest & Financial Cost

CAPEX

Amounted to 468.7 MB in FY21, mainly from retail outlet expansion and renovation and production expansion projects.

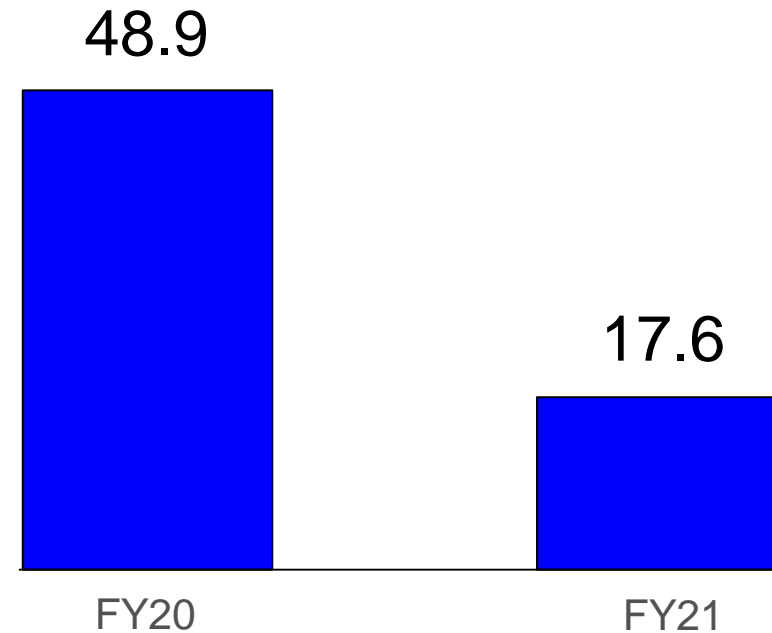
Unit: MB



Interest and Financial Cost

Amounted to 17.6 MB in FY21

Unit: MB



Net Debt

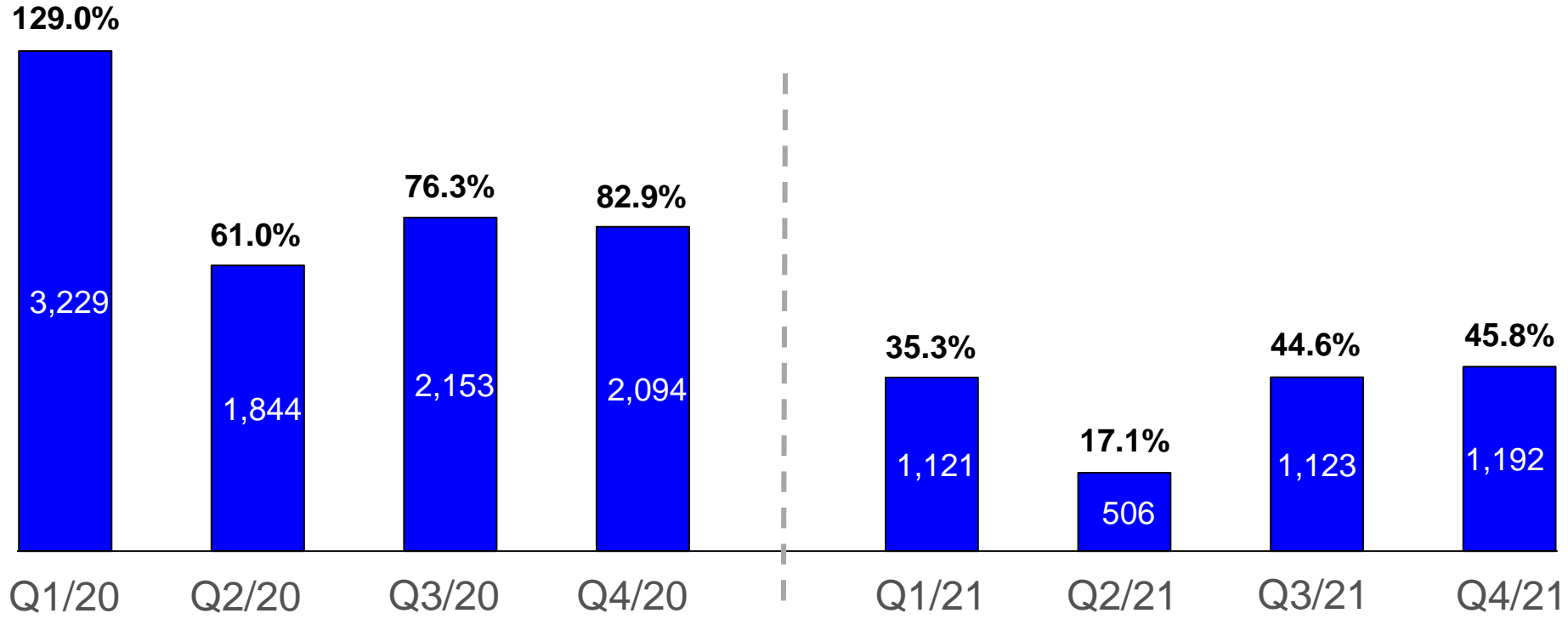
Q4/21 net debt: decreased -43% y-o-y and increased +6% q-o-q

Unit: MB

Net debt on EBITDA

Net Debt Change

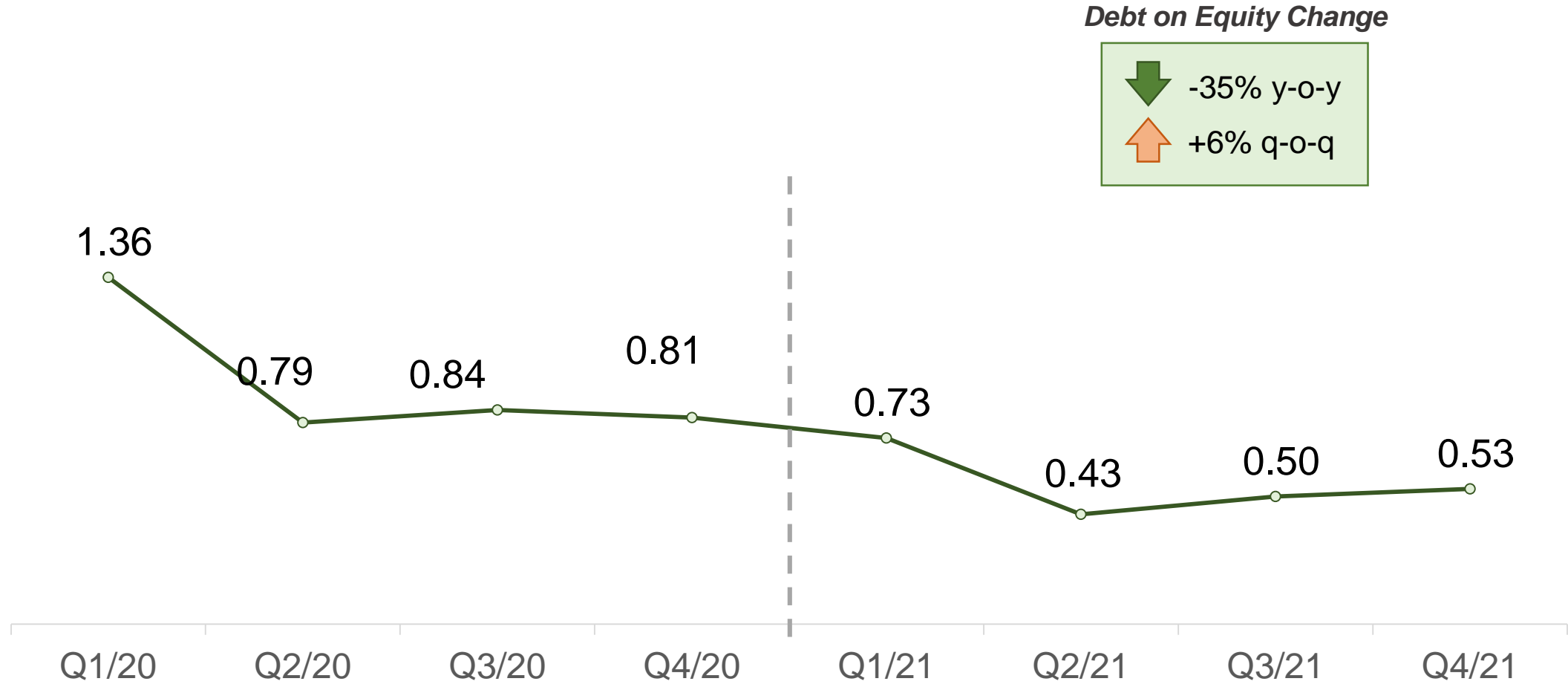
↓ -43% y-o-y
↑ +6% q-o-q



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

Debt on Equity

Q4/21 debt on equity: decreased -35% y-o-y and increased +6% q-o-q





EBITDA on Assets and EBITDA Margin

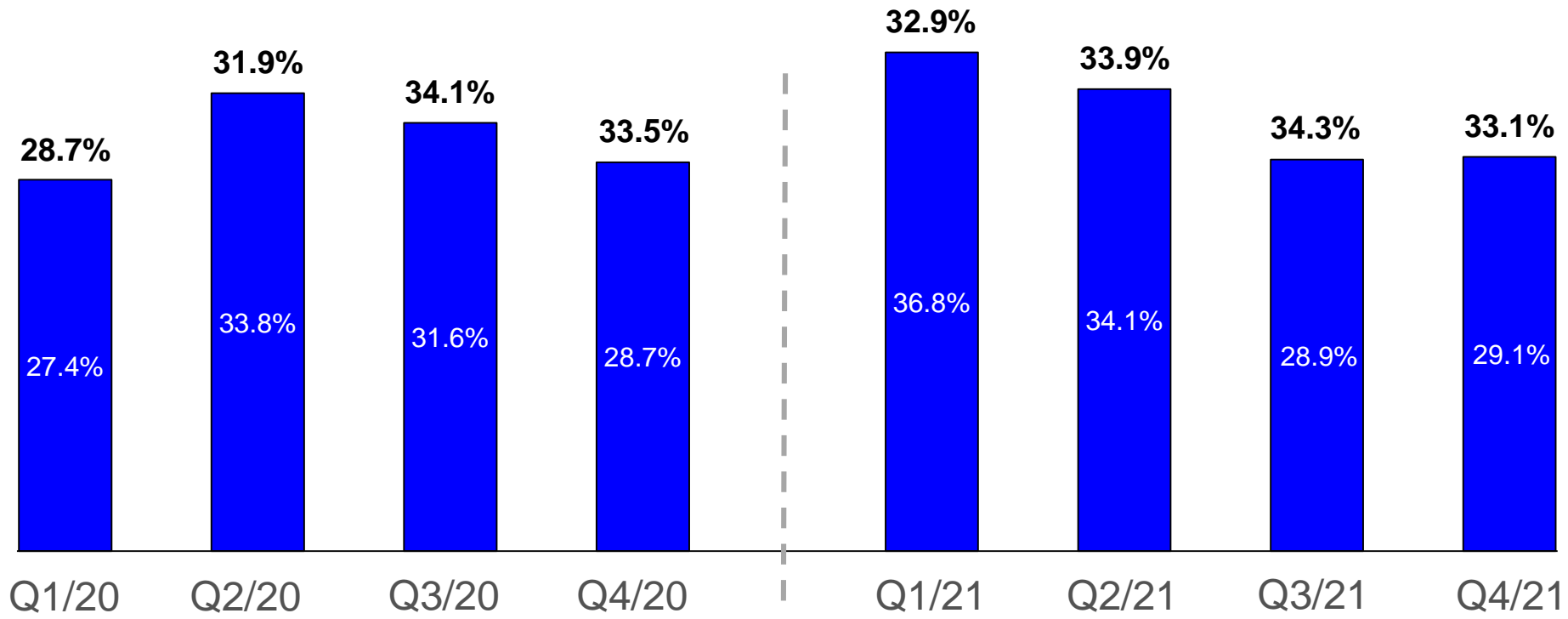
Q4/21 EBITDA on Assets: increased +1% y-o-y and increased +1% q-o-q

Unit: MB

EBITDA Margin

EBITDA on Assets Change

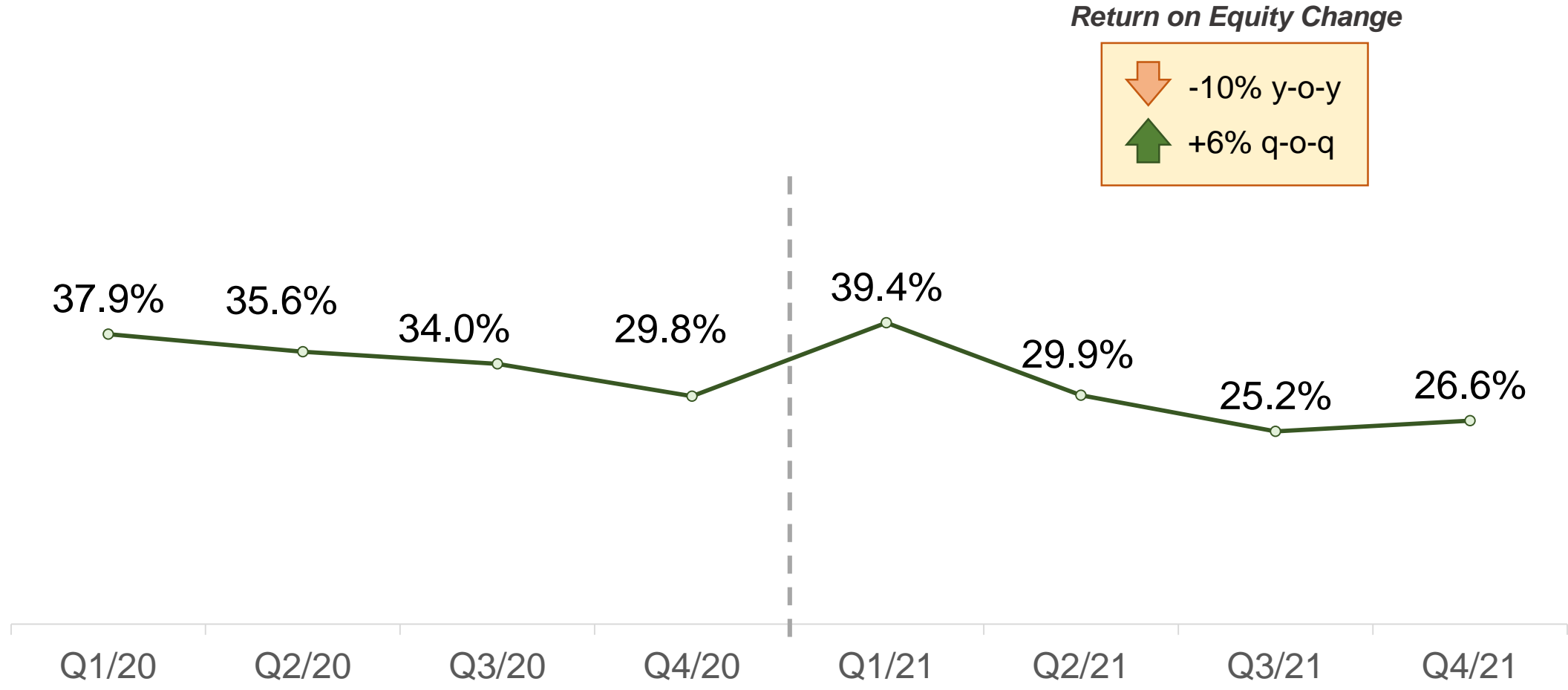
 +1% y-o-y
 +1% q-o-q



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

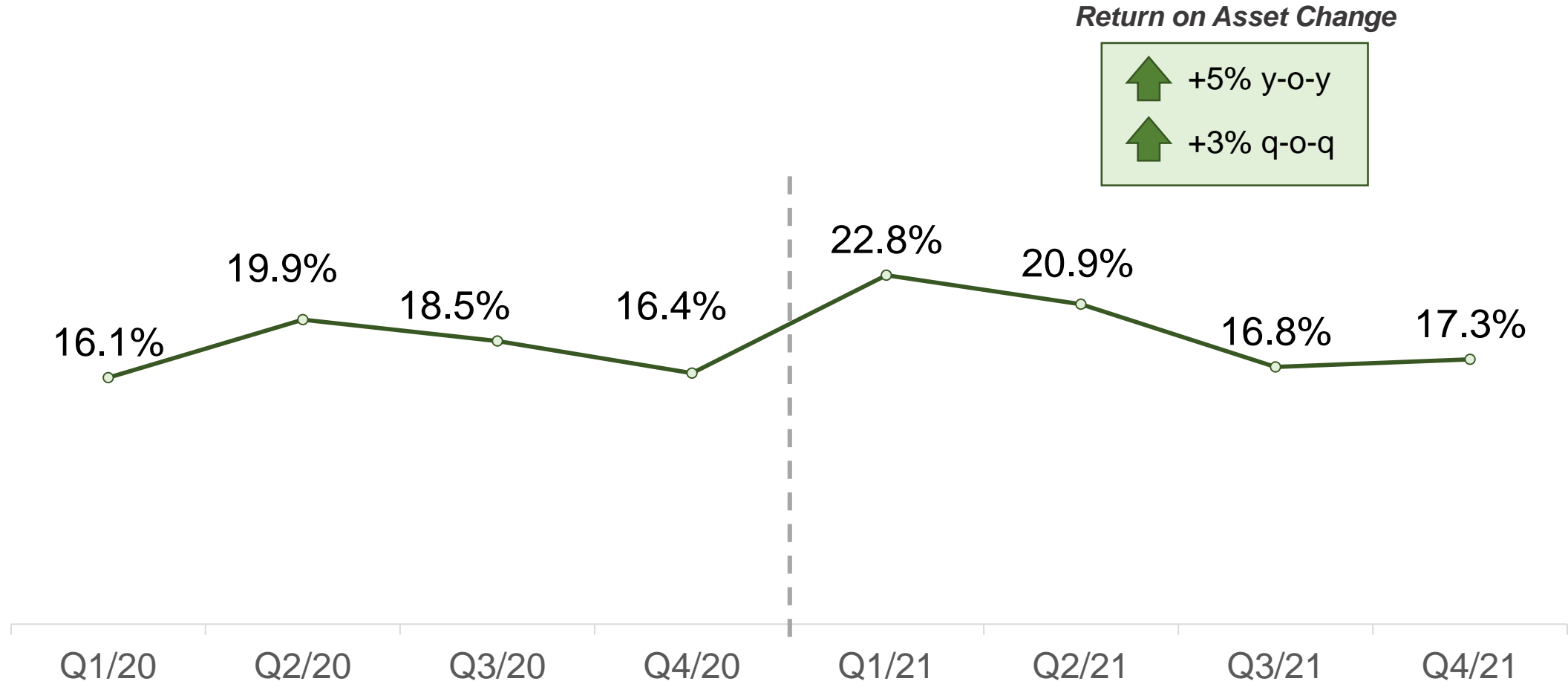
Return on Equity

Q4/21 return on equity decreased -10% y-o-y and increased +6% q-o-q



Return on Asset

Q4/21 return on asset increased +5% y-o-y and increased +3% q-o-q

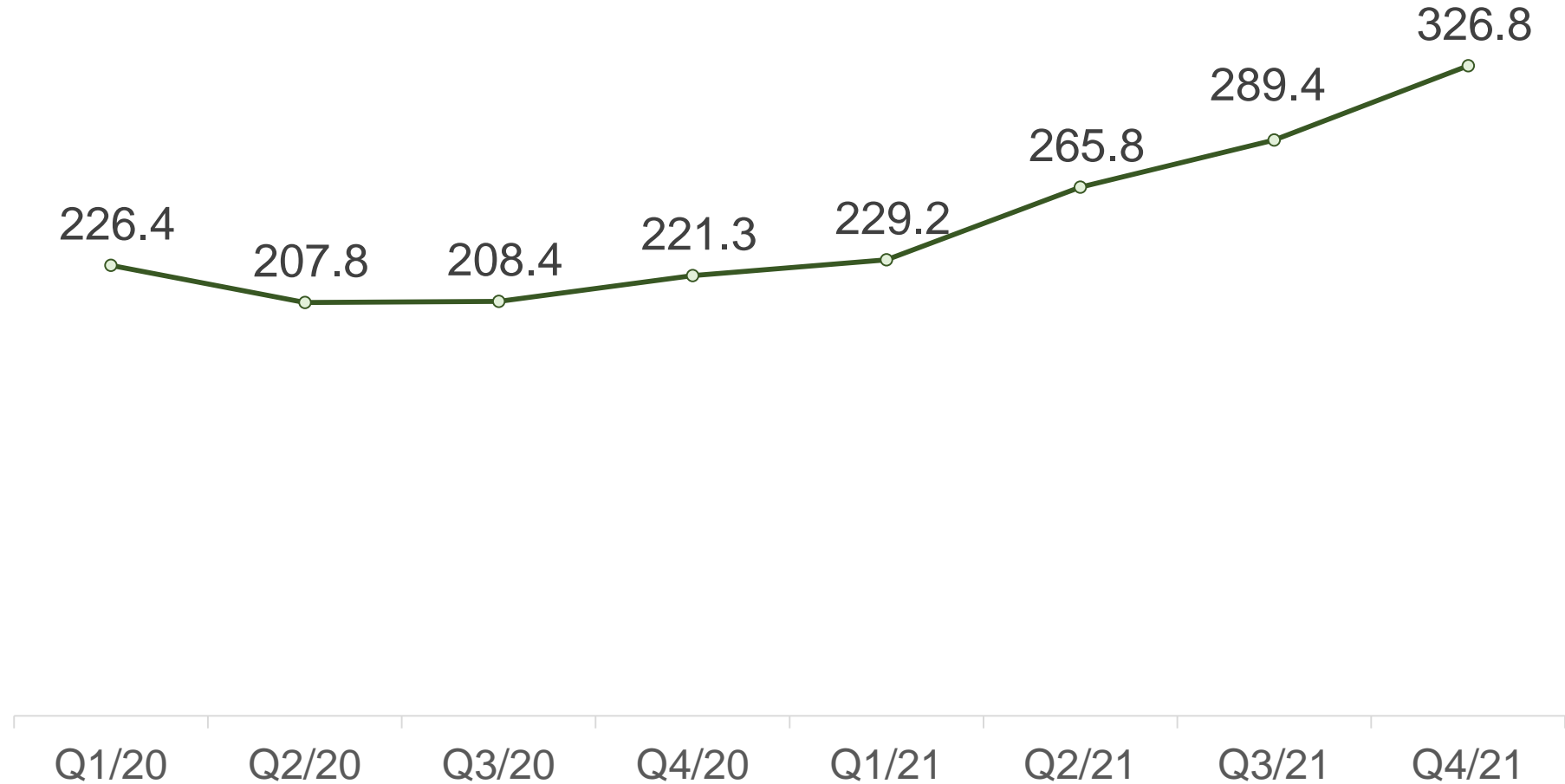


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Appendix – Natural Gas Price

Unit: Baht/MMTBU



Appendix – Diesel Price

Unit: Baht/Litre

