

# Q4/2022 Performance

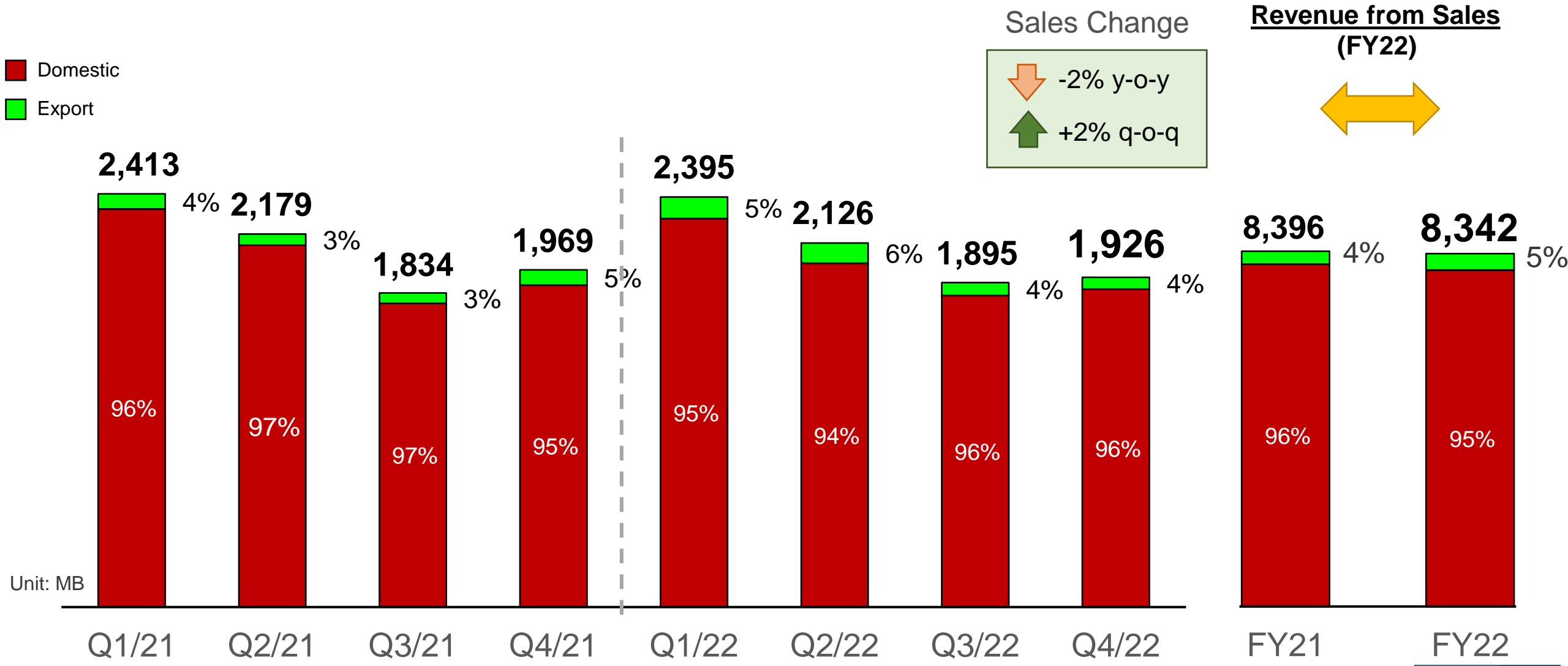
Dynasty Ceramic Public Company Limited

# Agenda

1. Performance
2. Financial Updates
3. Company Updates

# Revenue from Sales

Q4/22 total revenue: decreased -2% y-o-y while increased +2% q-o-q

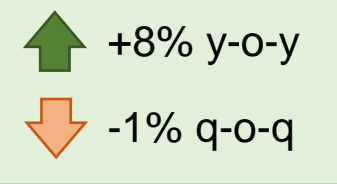


Unit: MB

# Sales Volume Portion by Segment

Q4/22 sales volume: decreased -11% y-o-y and increased +3% q-o-q while average price increased +8% y-o-y and decrease -1% q-o-q

ASP. Change



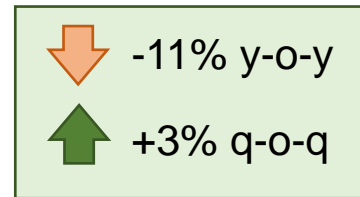
Domestic

Export

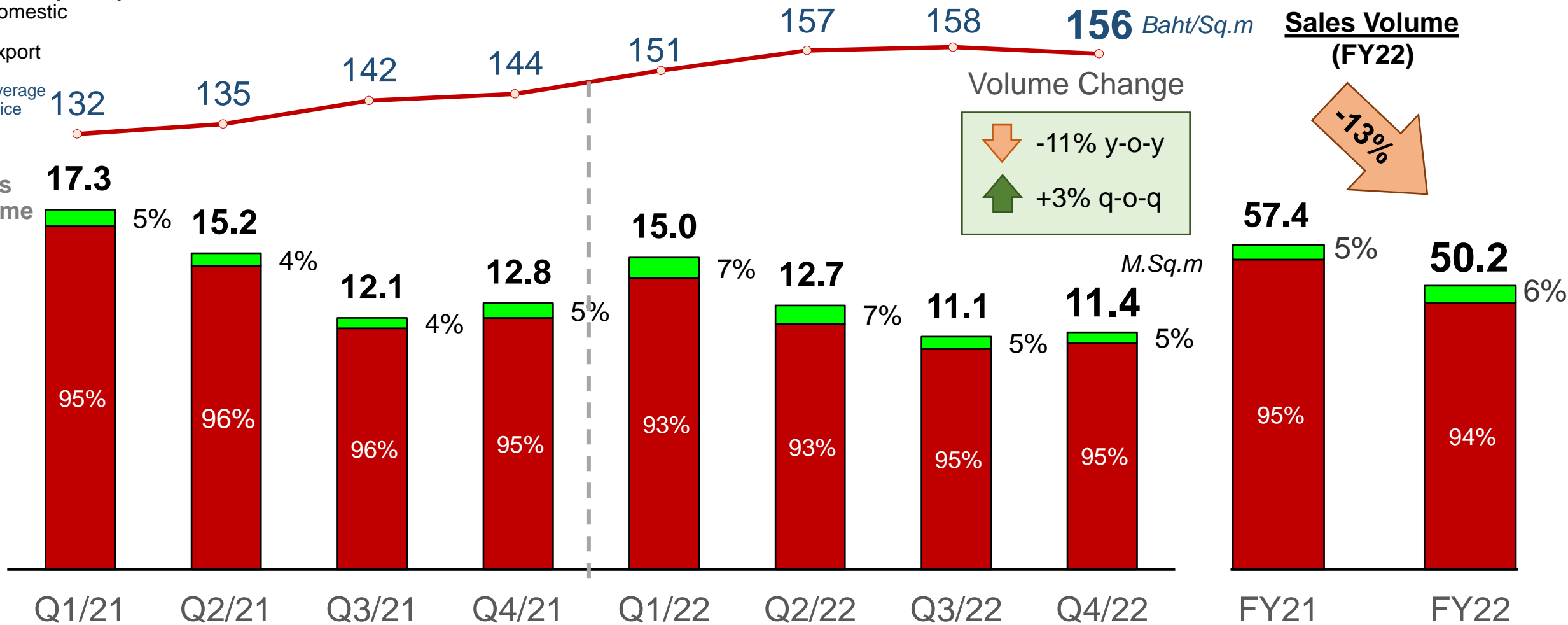
Average Price

Sales Volume

Volume Change



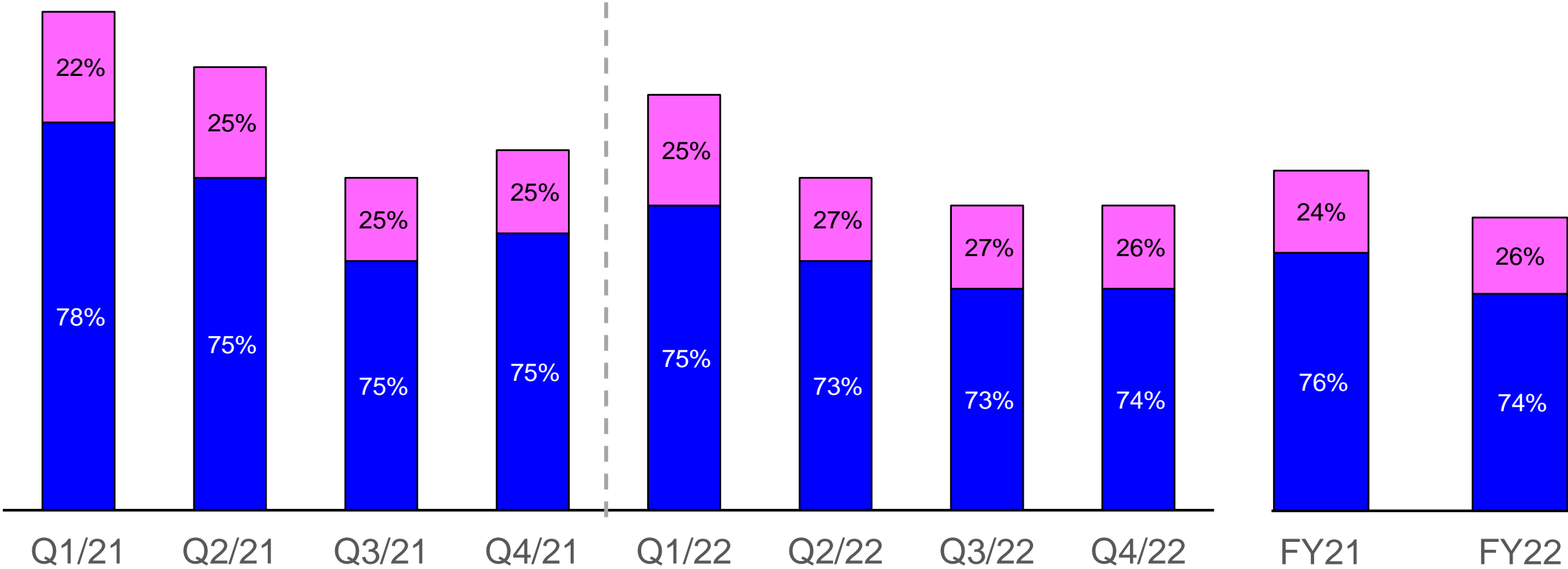
Sales Volume (FY22)



Remark: Only Ceramic and Porcelain Tiles

# Sales Volume Portion by Segment

■ Mass-Medium  
■ Medium-High

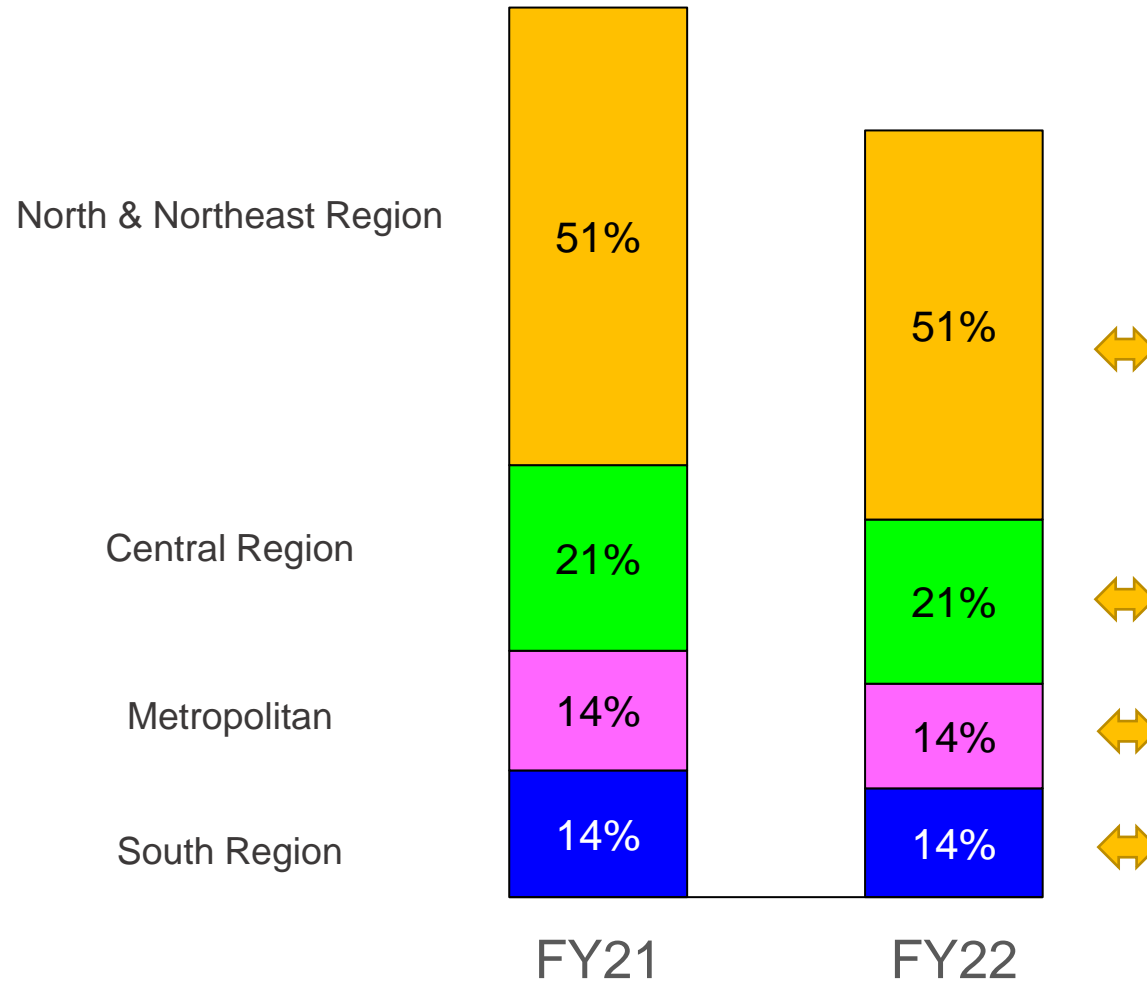


Remark:

- (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

Q4/22 Rental Income: decreased -37% y-o-y and increased +1% q-o-q. 94,000 sqm. space for rent at 98 outlets with 37% occupancy rate.

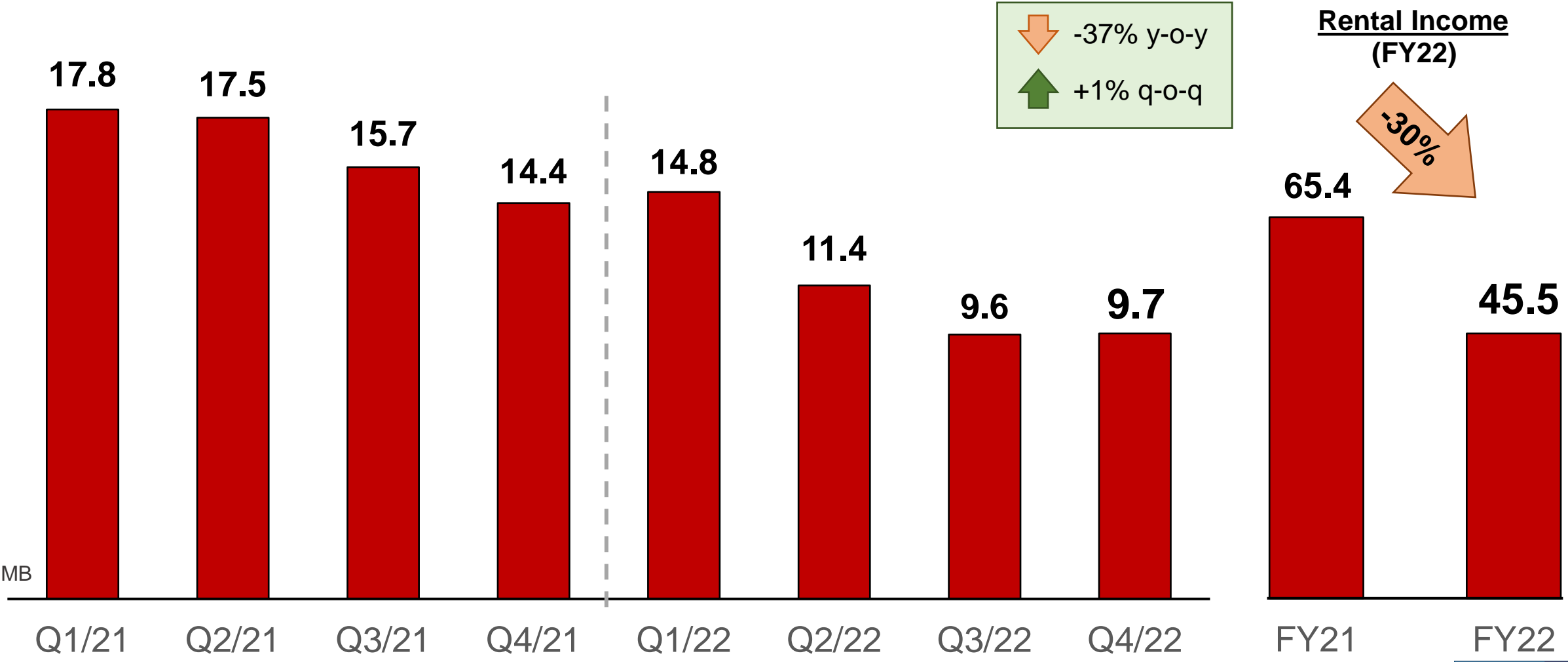
Rental Income Change

↓ -37% y-o-y  
↑ +1% q-o-q

Rental Income (FY22)



Unit: MB



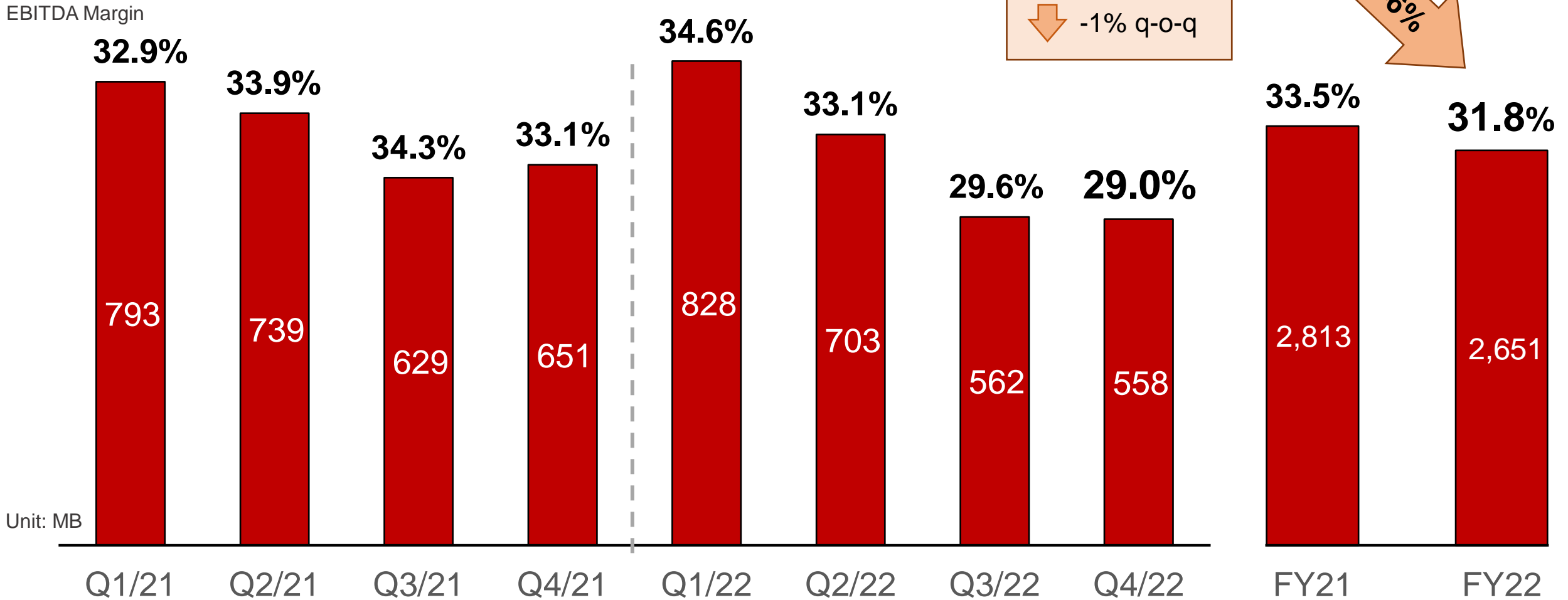
# EBITDA

Q4/22 EBITDA: decreased -14% y-o-y and decreased -1% q-o-q

EBITDA Change

- ↓ -14% y-o-y
- ↓ -1% q-o-q

**EBITDA**  
**(FY22)**







# Profit for the Period

Q4/22 Profit for the period: decreased -12% y-o-y and increased +6% q-o-q

**Net Profit (FY22)**

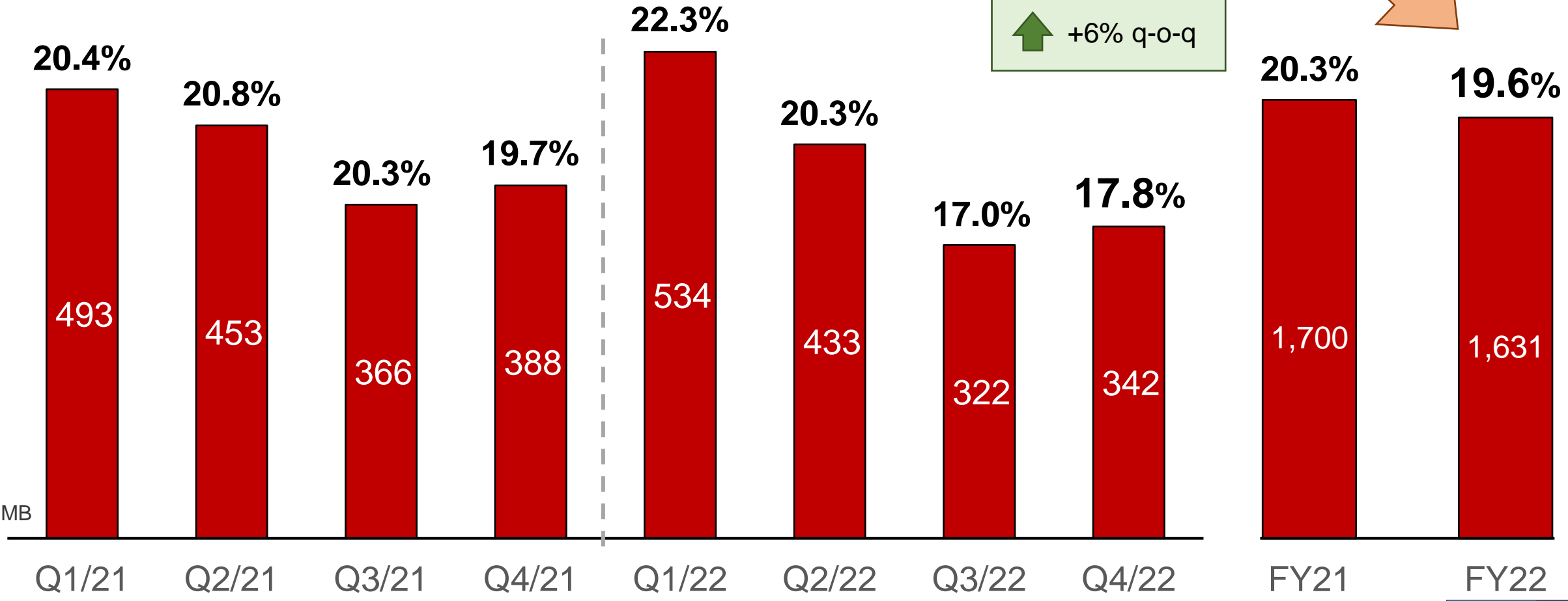


Net Profit Change

-  -12% y-o-y
-  +6% q-o-q

Profit Margin

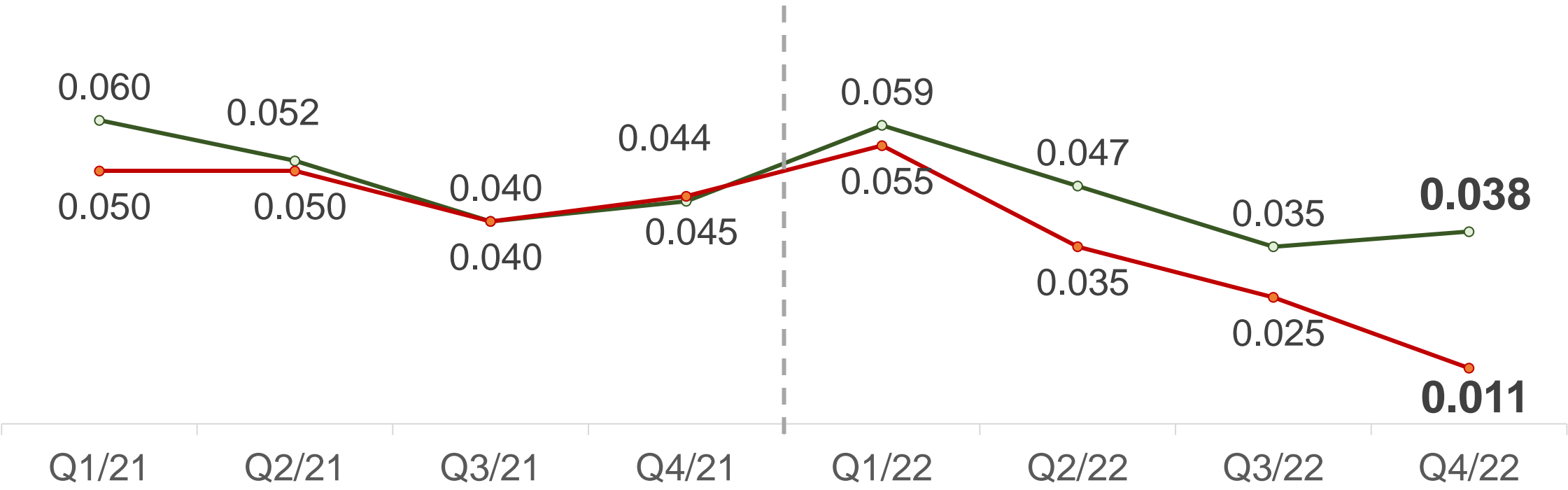
Unit: MB



# Earnings Per Share and Dividend Per Share

Q4/22 dividend per share: decreased -38% y-o-y and decreased -29% q-o-q

- Dividend Per Share
- Earning Per Share



Payout Ratio

Q1/21	92.53%	Q2/21	100.66%	Q3/21	99.62%	Q4/21	105.93%	Q1/22	93.94%	Q2/22	73.84%	Q3/22	70.82%	Q4/22	29.32%
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# Operating Variable Cost

Q4/22 operating variable cost: increased +15% y-o-y and decreased -2% q-o-q

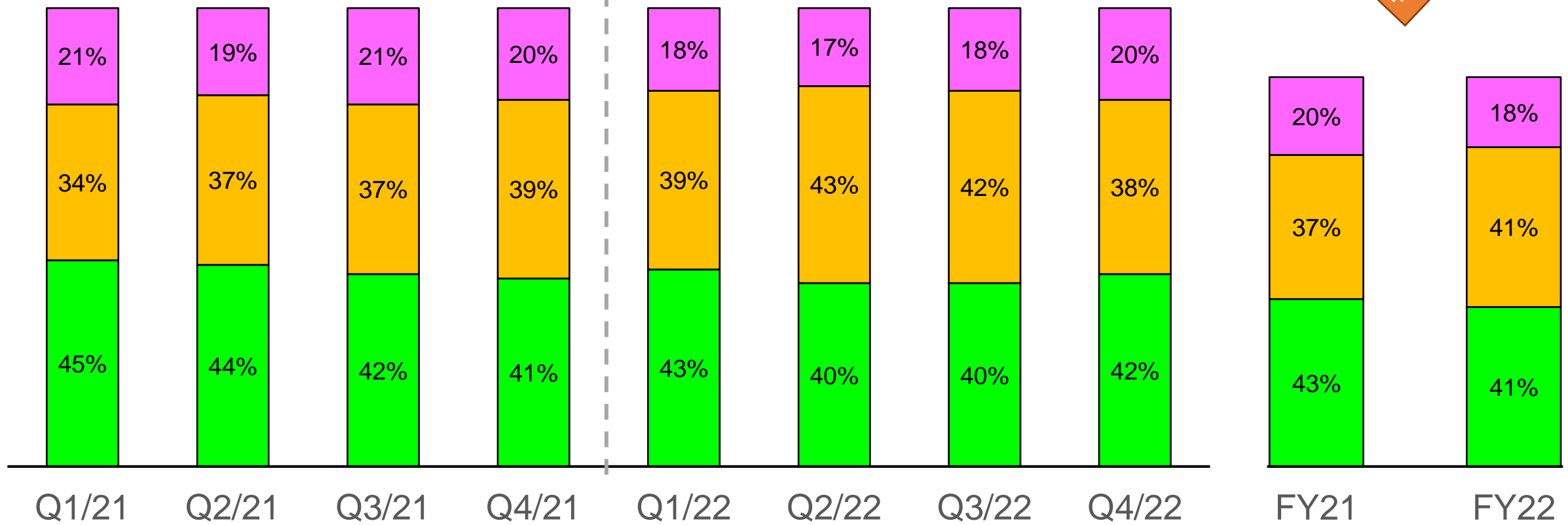
- Raw Material Cost
- Energy Cost
- Assign Cost

Operating Variable Cost Change

↓ +15% y-o-y

↑ -2% q-o-q

**Operating Variable Cost (FY22)**



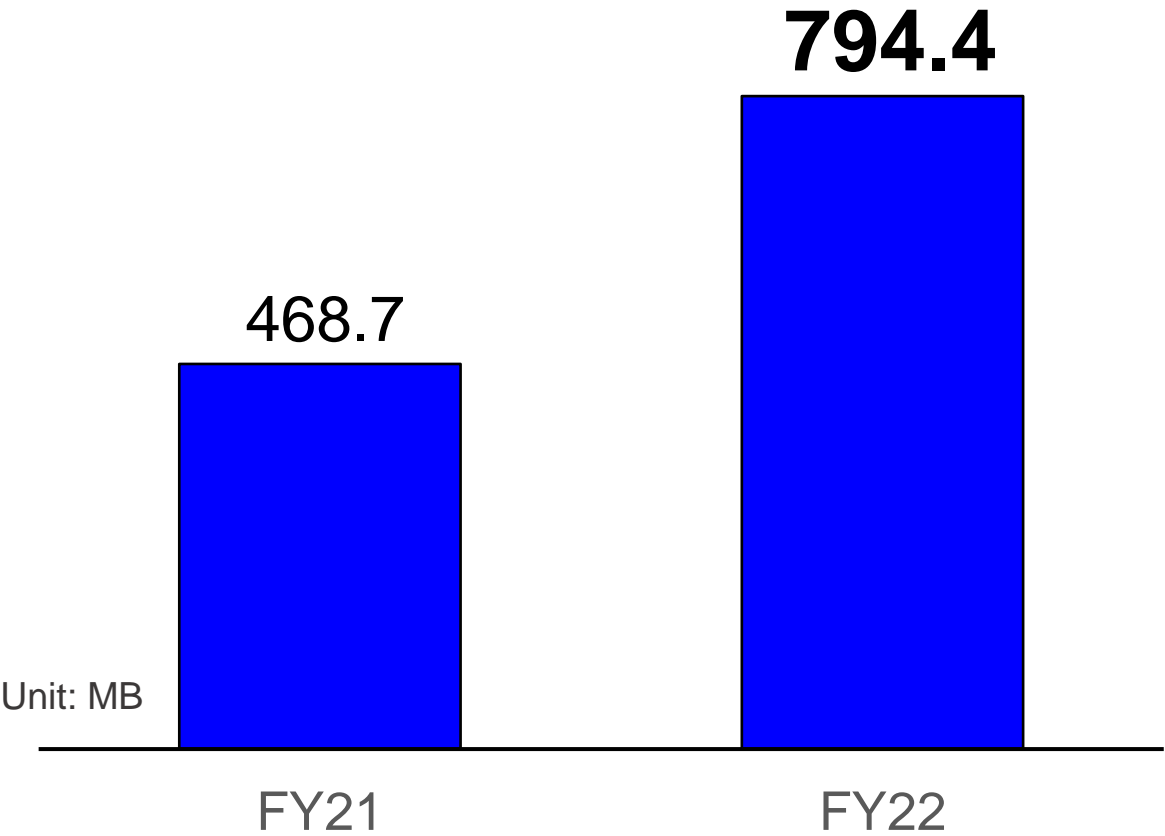
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# FY2022 CAPEX and Interest & Financial Cost

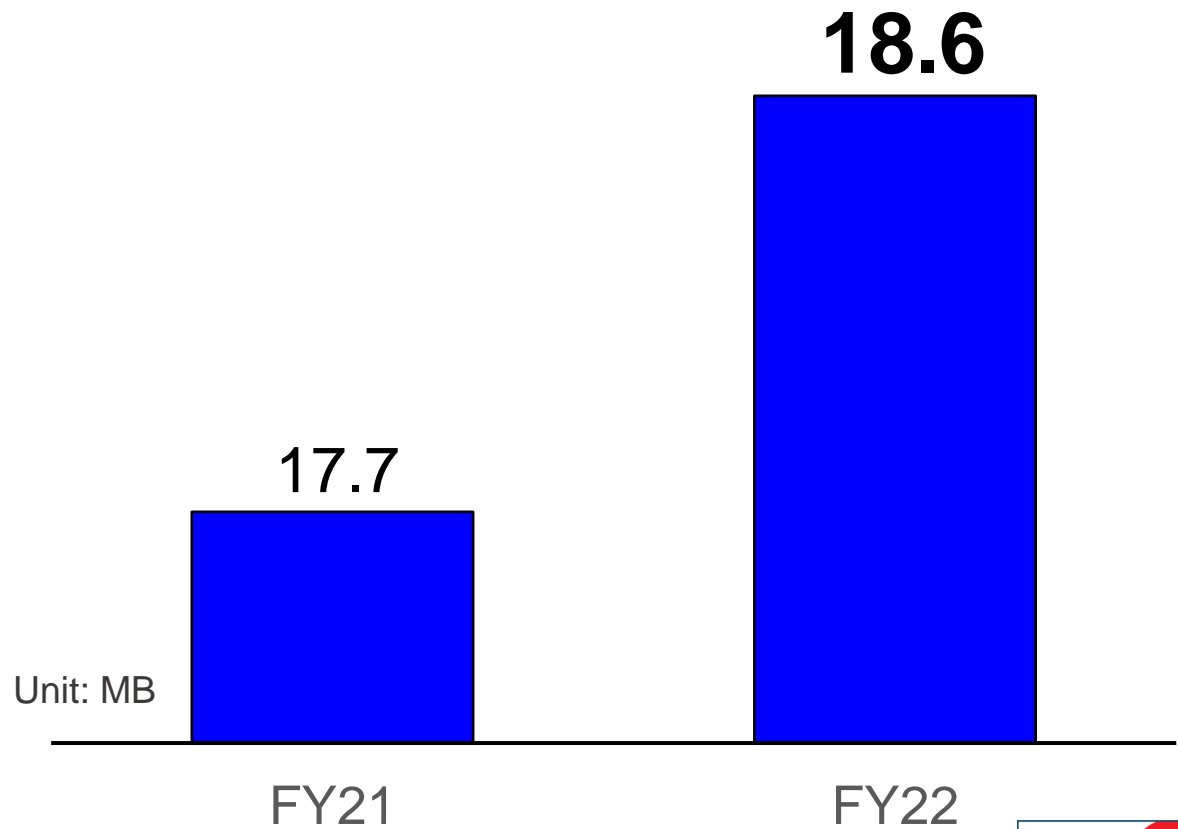
## CAPEX

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 18.6 MB in FY22



# Net Debt

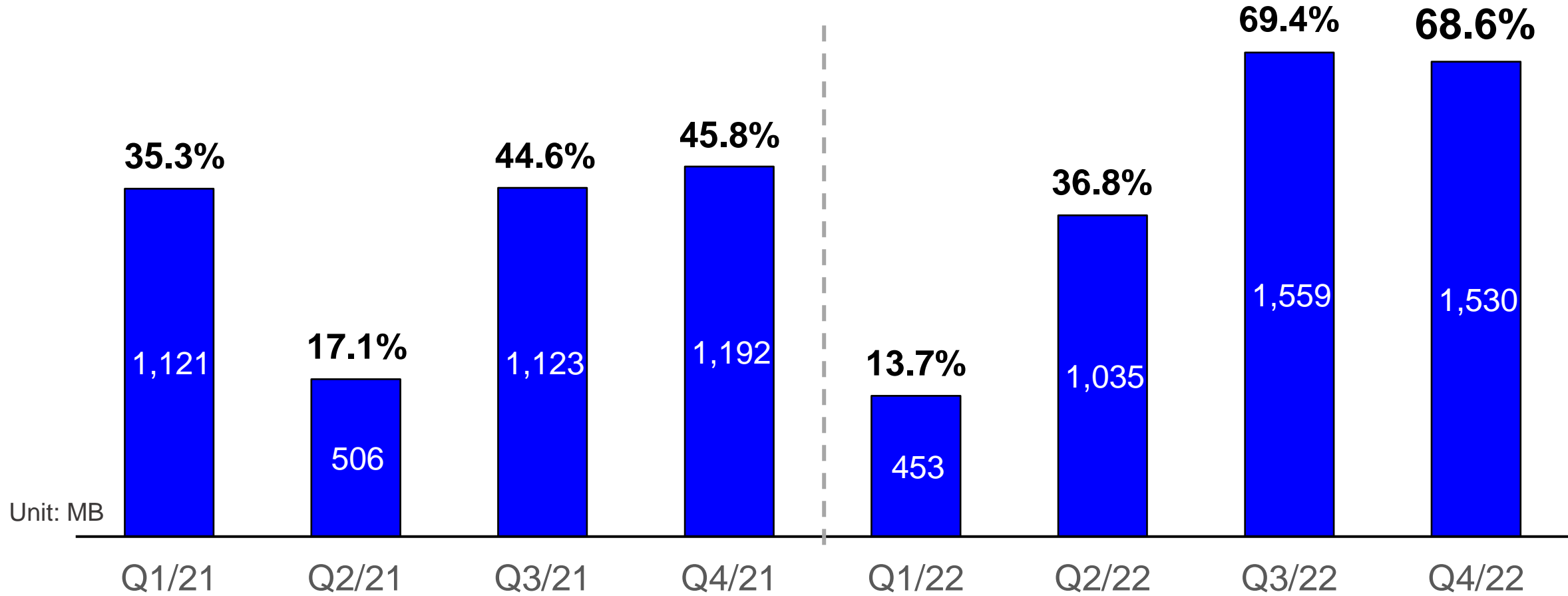
Q4/22 net debt: increased +28% y-o-y and decreased -2% q-o-q

Net Debt Change

↑ +28% y-o-y

↓ -2% q-o-q

Net debt on EBITDA

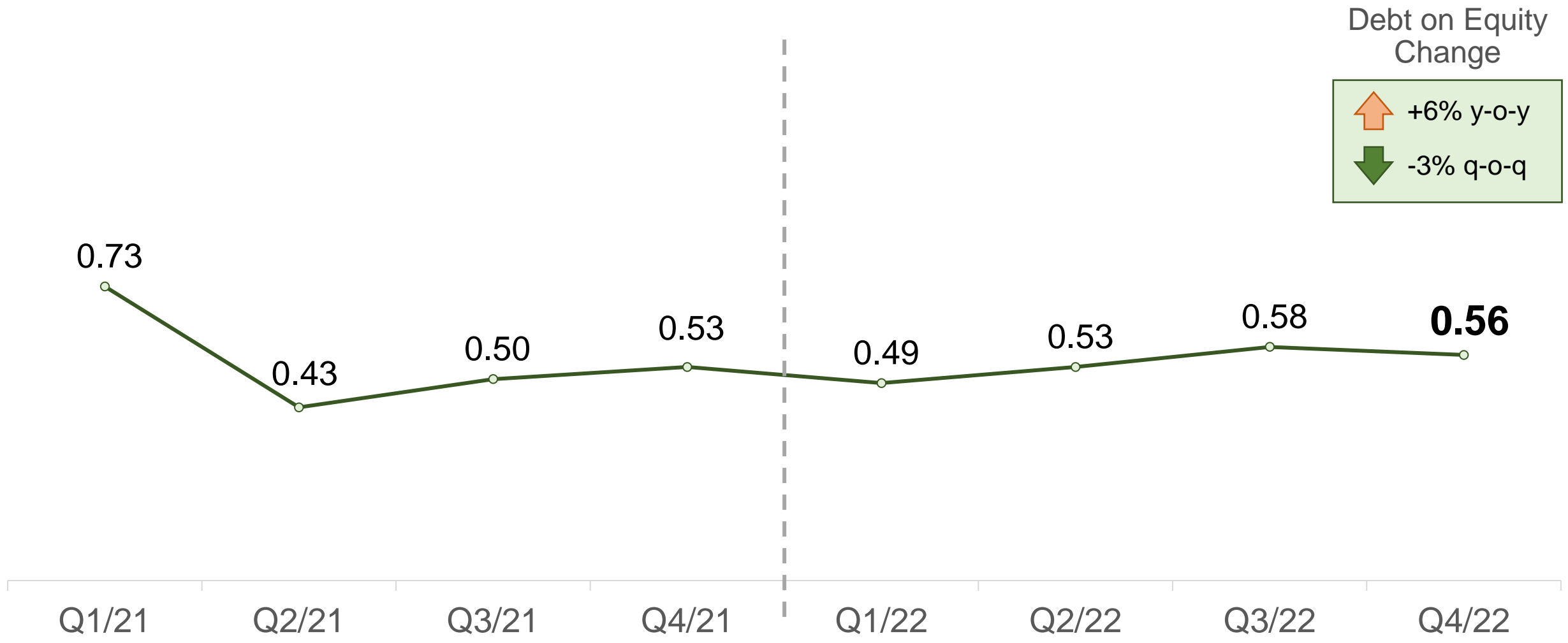


Unit: MB

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

# Debt on Equity



Q4/22 debt on equity: increased +6% y-o-y and decreased -3% q-o-q



# EBITDA on Assets and EBITDA Margin

Q4/22 EBITDA on Assets: decreased -18% y-o-y and decreased -1% q-o-q

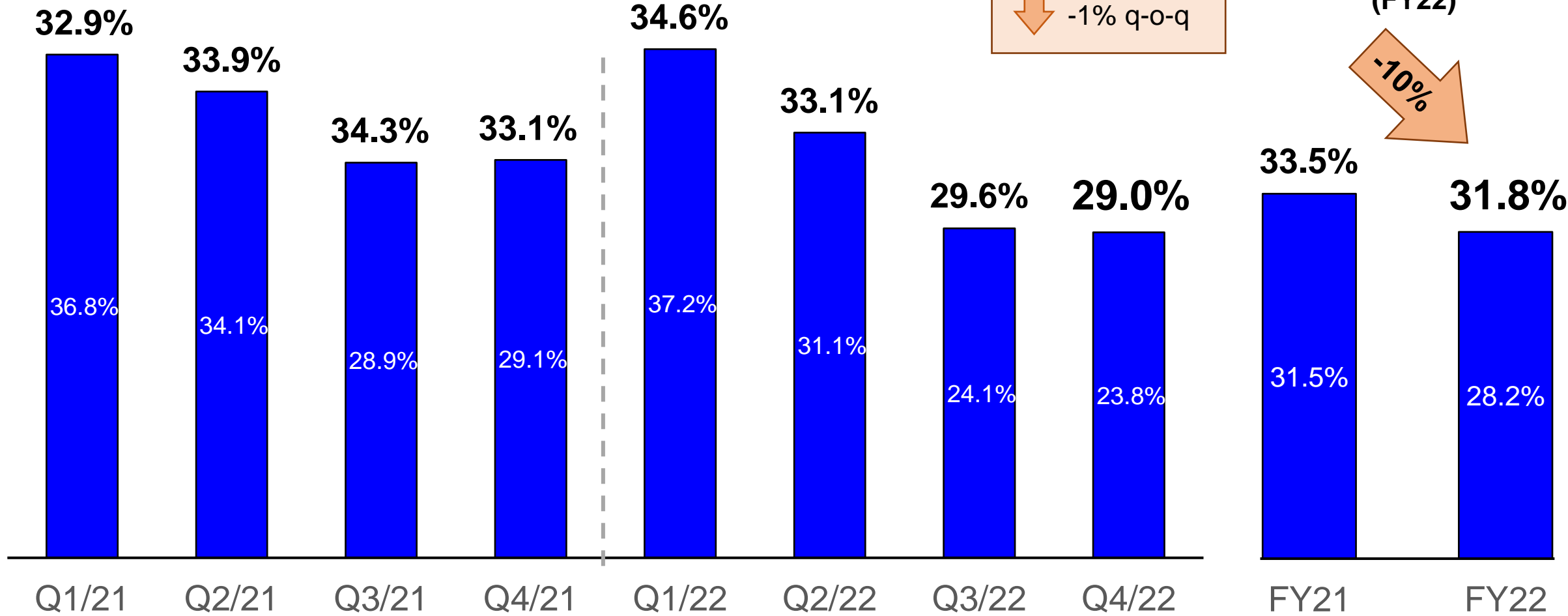
EBITDA on Asset Change

 -18% y-o-y  
 -1% q-o-q

**EBITDA on Asset (FY22)**

 -10%

EBITDA Margin

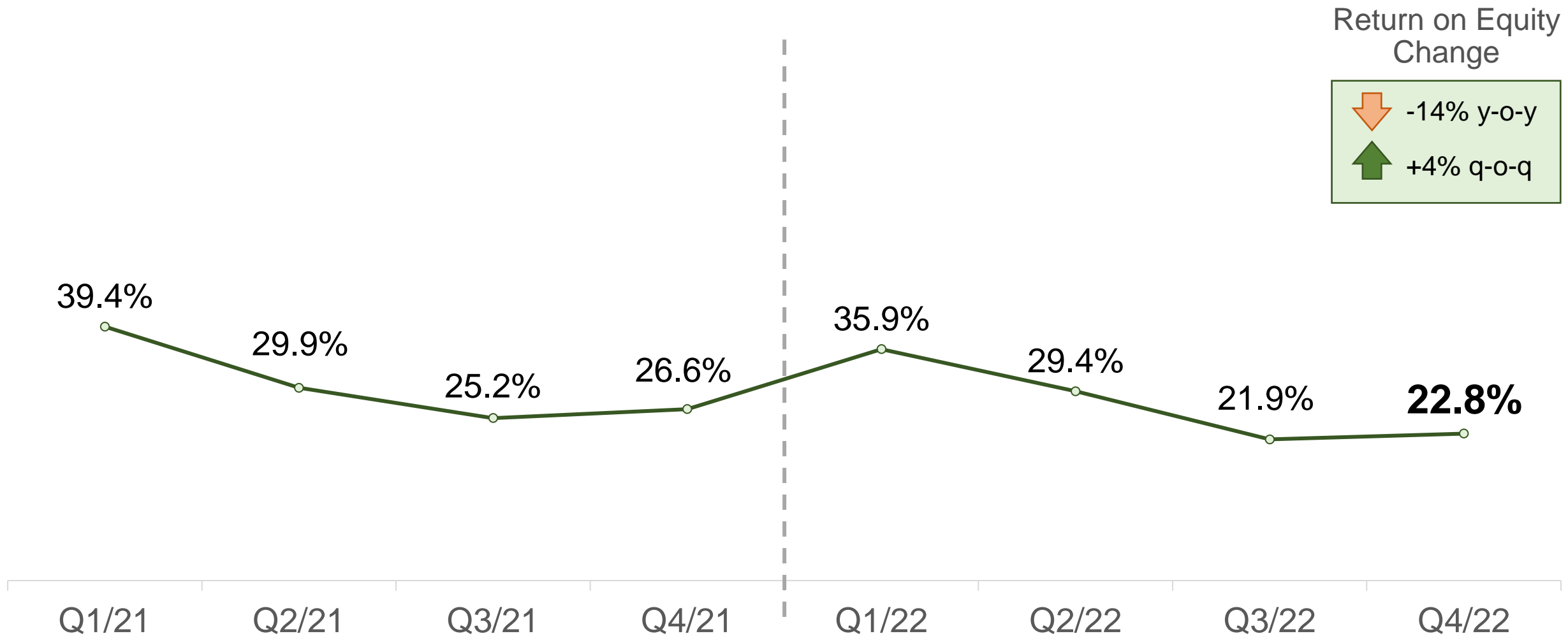


Remark: EBITDA on Assets = Annualized EBITDA / Consolidated assets  
 EBITDA margin = EBITDA / Consolidated sales



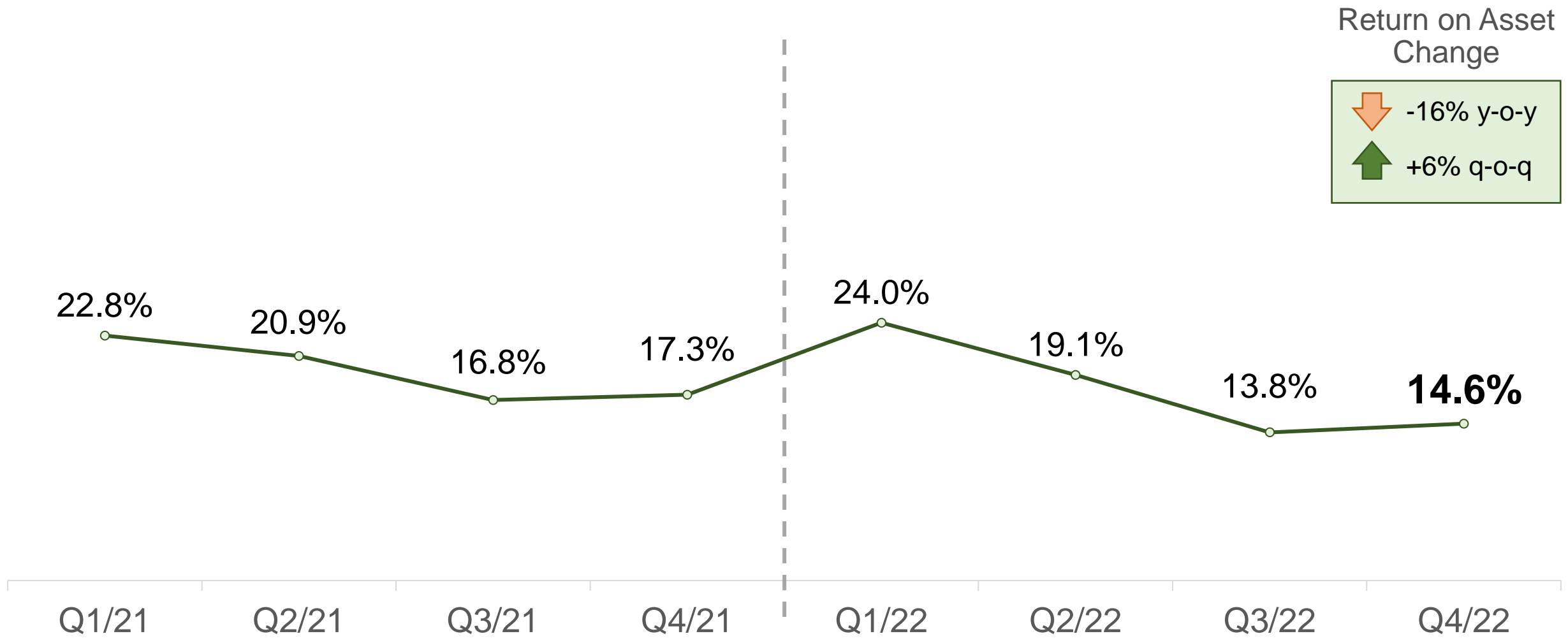
# Return on Equity

Q4/22 return on equity decreased -14% y-o-y and increased +4% q-o-q



# Return on Asset

Q4/22 return on asset decreased -16% y-o-y and increased +6% q-o-q

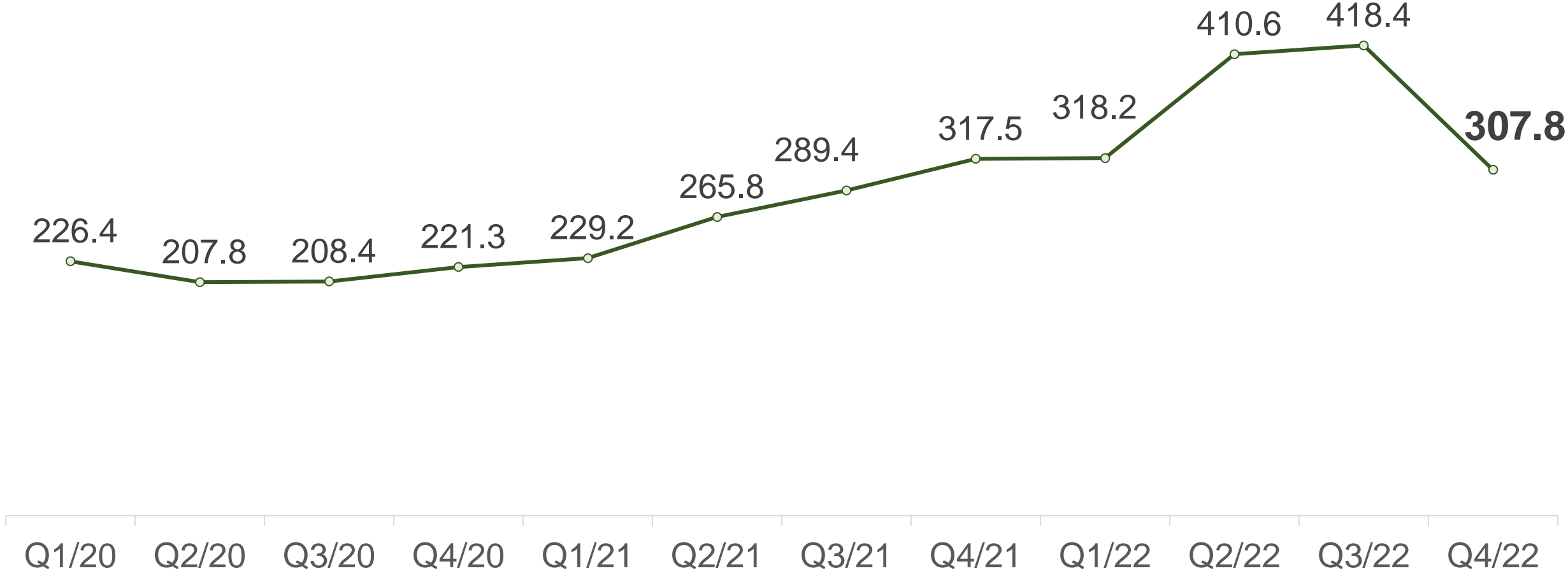


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# Appendix – Natural Gas Price

Unit: Baht/MMTBU



# Appendix – Diesel Price

Unit: Baht/Litre

