

Thailand Company Update

26 November 2021

ไดนาสตี้เซรามิค (DCC TB)

ผ่านจุดต่ำที่สุดมาแล้ว; upgrade คำแนะนำเป็น "เท่าตลาด"

- upgrade คำแนะนำเป็น "เท่าตลาด" จากเดิม "ขาย" และให้ราคาเป้าหมายอิงวิธี DCF ใหม่ที่
 2.80 บาท จากเดิมที่ 2.45 บาท โดยมี downside 2% และเงินบันผลในปี FY65F ประมาณ 6%
 DCC ได้ผ่านช่วงวัฏจักรที่ความต้องการภายในประเทศสำหรับกระเบื้องเชรามิคตกต่ำมาแล้วในช่วง
 3Q64 ดังนั้น เราจึงปรับประมาณการกำไรขึ้น เพื่อสะท้อนธุรกิจที่มีแนวใน้มฟื้นตัวขึ้นในระยะข้างหน้า
- ไม่อาจหนีภาวะเศรษฐกิจชะลอลงได้พ้น แม้ว่า DCC จะเป็นผู้นำตลาดกระเบื้องเซรามิค ธุรกิจของ DCC ก็ยังได้รับผลกระทบจากเศรษฐกิจที่ชะลอลงจากผลของ COVID-19 โดยกำไรสุทธิ 3Q64 ของ DCC อยู่ที่ 366 ล้านบาท (-11% YoY, -19% QoQ) ได้รับผลกระทบอย่างมากจากอุปสงค์ที่ชะลอตัว ลงในทุกภูมิภาคในประเทศไทย (-18% YoY, -20% QoQ) ซึ่งส่งผลให้รายได้หลักลดลง 11% YoY และ 16% QoQ อย่างไรก็ดี DCC สามารถเพิ่มราคาขายเฉลี่ยของผลิตภัณฑ์ขึ้น 5.2% QoQ เป็น 142 บาท/ ตรม. เพื่อลดผลกระทบจากต้นทุนที่สูงขึ้น โดยเฉพาะจากก๊าซธรรมชาติ (+38.7% YoY, +8.7% QoQ) และน้ำมันดีเชล (+19.5% YoY, +6.9% QoQ) ดังนั้น GPM ใน 3Q64 ยังคงอยู่เหนือระดับ 44% แม้ ธุรกิจของ DCC จะถูกกดดันด้วยปัจจัยสบต่าง ๆ เหมือนกันกับบริษัทคู่แข่ง และรายได้หลัก 9M64 จะ ลดลง 3% YoY ก็ตาม DCC ยังคงสามารถทำกำไรสุทธิ 9M64 ได้ 1.3 พันล้ำนบาท (+7.3% YoY) โดยเป็นผลจาก i) การควบคุมต้นทุนและค่าใช้จ่ายอย่างเข้มงวด และ ii) ต้นทุนการเงินที่ลดลง 65% YoY หลัง DCC ใช้กำไรเงินสดจากการใช้สิทธิ warrant รอบสุดท้ายไปชำระหนึ้
- การเติบโตของรายได้แข็งแกร่งขึ้นใน 4Q64 ยอดขายของ DCC ใน 9M64อ่อนแอ (-5.5% YoY)
 จากสถานการณ์ COVID-19 ที่ยืดเยื้อในไทยที่ส่งผลกดดันปริมาณการขายใน 2Q และ 3Q แม้ DCC
 จะออกผลิตภัณฑ์ใหม่สำหรับตลาด mid-end และ high-end อย่างสม่ำเสมอ จากกิจกรรมก่อสร้าง และปรับปรุงที่เพิ่มขึ้นตั้งแต่เดือน ต.ค. เราคาดว่าปริมาณการขายจะเติบโตขึ้นใน 4Q64 สำหรับทุก ภูมิภาคในไทยยกเว้นภาคใต้ที่มีบางพื้นที่ได้รับผลกระทบจากน้ำท่วมตั้งแต่ช่วงต้นเดือน พ.ย.
- ปรับประมาณการ เราคงสมมติฐานปริมาณการขายของเราตามเดิมจากปริมาณการขายที่ทยอย
 ปรับดีขึ้นในไตรมาสนี้ อย่างไรก็ตาม เราปรับสมมติฐาน GPM และค่าใช้จ่าย SG&A เล็กน้อยเพื่อ
 สะท้อนความสามารถในการลดผลกระทบของต้นทุนที่สูงขึ้น โดยเฉพาะอย่างยิ่งในช่วงที่ราคาพลังงาน
 เร่งตัวสูง สำหรับปี FY65 เราคาดว่า DCC จะยังได้รับประโยชน์จากอุปสงค์ที่สูงขึ้น (เช่นเดียวกับทั้ง
 อุตสาหกรรมกระเบื้องเซรามิค) โดยฝ่ายบริหารคาดว่า tumover จะเพิ่มขึ้น 5-10% YoY ตลาดที่ใหญ่
 ที่สุดของ DCC (ในภาคเหนือและภาคอีสานของไทย) ซึ่งคิดเป็น 51% ของปริมาณการขายใน 9M64
 และภูมิภาคเหล่านี้น่าจะเป็นพื้นที่ที่มีการเติบโตในระยะต่อไป ตามกิจกรรมปรับปรุงช่อมแชมหลังน้ำ
 ท่วม ดังนั้น เราปรับประมาณการกำไร FY64-65 ขึ้น 14%
- ราคาเป้าหมายใหม่ที่สูงขึ้น ตามวิธีประเมินภายในของเรา เราให้คะแนน ESG ของ DCC อยู่ที่ 2.9
 เราคำนวณราคาอิงวิธี DCF เบื้องต้นอยู่ที่ 2.98 ซึ่งสอดคล้องกับการปรับการคาดการณ์กำไรขึ้น หลัง การให้ ESG discount 6% ราคาเป้าหมายของเราอยู่ที่ 2.80 บาท

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (THBm)	8,118	8,501	8,664	9,085	9,355
Recurring net profit (THBm)	973	1,585	1,630	1,656	1,685
Recurring net profit growth (%)	(0.6)	63.0	2.8	1.6	1.8
Recurring P/E (x)	20.23	13.92	15.20	15.76	15.49
P/B (x)	4.3	3.7	3.5	3.5	3.5
P/CF (x)	13.40	9.46	11.25	11.19	10.41
Dividend Yield (%)	3.7	5.8	6.1	6.3	6.5
EV/EBITDA (x)	12.42	9.17	9.69	9.99	9.68
Return on average equity (%)	22.6	28.4	23.7	22.3	22.6
Net debt to equity (%)	109.4	43.1	16.5	15.1	8.7

Source: Company data, RHB

Basic Materials | Building Materials

เท่าตลาด (จากเดิม ขาย)

Target Price (Return): THB2.80 (-2%)
Price (Market Cap): THB2.86 (USD781m)
ESG score: 2.90 (out of 4)
Avg Daily Turnover (THB/USD) 41.6m/1.26m

Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	28.8	(4.0)	(4.0)	(8.3)	28.8
Relative	15.1	(4.9)	(7.0)	(13.4)	12.4
52-wk Price low/hig	h (THB)			2.22	-3.38



Source: Bloomberg

Overall ESG Score: 2.90 (out of 4)

E: ปานกลาง

DCC ดำเนินการอย่างต่อเนื้อง เรื่องการนำพลังงานความร้อนที่เหลือจาก กระบวนการผลิต ให้หมุนเวียนกลับมาใช้ใหม่ ทำให้ลดการใช้พลังงาน และลด ของเสียจากการกระบวนการผลิต รวมถึงการจัดการน้ำระบบปิดโดยนำน้ำจาก กระบวนการผลิตมาบำบัดแล้วนำกลับมาใช้ใหม่ เพื่อไม่ให้กระทบต่อชุมชน รอบโรงงาน และลดการใช้ทรัพยากรน้ำได้บางส่วนอีกด้วย

S: ดี

DCC ดำเนินการดูแลพนักงานทุกคนให้มีสภาพการทองานที่ดี ปลอดภัย ทั้ง ส่วนโรงงาน สาขา และสำนักงานใหญ่ มีการพัฒนาความรู้ มี โอกาสก้าวหน้า ในหน้าที่การงาน และมีคุณภาพชีวิตที่ดีขึ้น รวมถึงสังคมภายนอกองค์กร ทั้งคู่ ค้า ชุมชน สังคม และผู้มีส่วนได้เสียทุกกลุ่ม เพื่อความยั่งยืนของสังคมโดยรวม

DCC กำหนดแนวทางการกำกับคูแลกิจการ โดยแบ่งเป็น i) สิทธิของผู้ถือหุ้น ii) การปฏิบัติต่อผู้ถือหุ้นอย่างเท่าเทียมกัน iii) การคำนึงถึงบทบาทของผู้มีส่วน ได้เสีย iv) การเปิดเผยข้อมูลและความโปร่งใส และ v) ความรับผิดชอบของ คณะกรรมการ

Note:

หุ้น small cap คือหุ้นที่มีมูลค่าตามราคาตลาดต่ำกว่า 1 ล้านดอลลาร์สหรัฐ



Financial Exhibits

Asia Thailand Basic Materials **Dynasty Ceramic** DCC TB Neutral

Valuation basis

Key drivers

- i. Expansion of sales volumes in neighbouring countries;
- ii. Success increasing high-value-added products.

Key risks

- i. Poor purchasing power in rural areas;ii. High household debt levels;
- iii. Increase in energy costs.

Company Profile

Dynasty Ceramic is a manufacturer and distributor of ceramic floor and wall tiles under the Dynasty, Tomahawk, Jaguar, and Nava brands. It purchases ceramic floor, wall, and decorative tiles from one of its subsidiaries, Tile Top Industry. In addition, it acts as a nationwide distributor through units Pick & Pay, Muangthong Ceramics, and World Wide Ceramics.

Financial summary (THB)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring EPS	0.14	0.21	0.19	0.18	0.18
DPS	0.10	0.17	0.18	0.18	0.19
BVPS	0.67	0.77	0.81	0.82	0.82
Return on average equity (%)	22.6	28.4	23.7	22.3	22.6

Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring P/E (x)	20.23	13.92	15.20	15.76	15.49
P/B (x)	4.3	3.7	3.5	3.5	3.5
FCF Yield (%)	2.0	8.0	7.1	6.4	7.7
Dividend Yield (%)	3.7	5.8	6.1	6.3	6.5
EV/EBITDA (x)	12.42	9.17	9.69	9.99	9.68
EV/EBIT (x)	17.31	12.65	13.03	13.47	13.12

Income statement (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover	8,118	8,501	8,664	9,085	9,355
Gross profit	3,126	3,529	3,675	3,817	3,909
EBITDA	1,891	2,630	2,664	2,716	2,763
Depreciation and amortisation	(534)	(722)	(683)	(702)	(726)
Operating profit	1,357	1,907	1,981	2,014	2,037
Net interest	(42)	(49)	(25)	(17)	(14)
Pre-tax profit	1,388	1,946	2,039	2,083	2,111
Taxation	(275)	(360)	(403)	(421)	(422)
Reported net profit	973	1,585	1,630	1,656	1,685
Recurring net profit	973	1,585	1,630	1,656	1,685

Cash flow (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Change in working capital	(309)	304	(125)	(85)	(46)
Cash flow from operations	1,468	2,332	2,202	2,332	2,506
Capex	(1,083)	(573)	(449)	(664)	(487)
Cash flow from investing activities	(3,073)	(503)	(523)	(663)	(438)
Dividends paid	(736)	(1,187)	(1,638)	(1,597)	(1,679)
Cash flow from financing activities	1,597	(1,876)	(1,709)	(1,699)	(2,020)
Cash at beginning of period	126	118	71	41	11
Net change in cash	(8)	(47)	(30)	(30)	48
Ending balance cash	118	71	41	11	59

Balance sheet (THBm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total cash and equivalents	118	71	41	11	59
Tangible fixed assets	6,029	5,879	5,646	5,608	5,369
Total investments	0	0	0	0	0
Total assets	8,722	8,796	8,761	8,846	8,643
Short-term debt	3,967	2,165	1,028	926	585
Total liabilities	5,203	3,937	2,786	2,797	2,582
Total equity	3,519	4,858	5,974	6,050	6,061
Total liabilities & equity	8,722	8,796	8,761	8,846	8,643

Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Revenue growth (%)	1.1	4.7	1.9	4.9	3.0
Recurrent EPS growth (%)	(5.7)	45.3	(8.4)	(3.6)	1.8
Gross margin (%)	38.5	41.5	42.4	42.0	41.8
Operating EBITDA margin (%)	23.3	30.9	30.7	29.9	29.5
Net profit margin (%)	12.0	18.6	18.8	18.2	18.0
Dividend payout ratio (%)	77.6	85.3	98.0	99.8	100.2
Capex/sales (%)	13.3	6.7	5.2	7.3	5.2
Interest cover (x)	32.5	39.0	79.9	121.3	143.6

Source: Company data, RHB



Figure 1: Revisions to our FY21-22 forecasts

			FY21F			FY22F	
		Previous	New	% change	Previous	New	% change
Domestic sales volume	m sqm	61.0	61.0	-	63.0	63.7	+1.2%
ASP	THB/sqm	141.9	141.9	-	141.7	142.5	+0.6%
Core revenue	THBm	8,664	8,664	-	8,940	9,085	+1.6%
Gross margin	%	42.1	42.4	+0.3%	41.5	42.0	+0.5%
SG&A expense	THBm	1,911	1,694	-11.4%	1,956	1,803	-7.8%
Net profit	THBm	1,426	1,630	+14.3%	1,452	1,656	+14.0%

Source: RHB

THBm		2021F	2022F	2023F	2024F	2025F	2026F	2027F	2028F	2029F
Operating EBIT		1,981	2,014	2,037	2,111	2,201	2,284	2,374	2,435	2,578
Operating EBIT x (1-t)		1,589	1,607	1,630	1,689	1,761	1,827	1,899	1,948	2,063
D&A		683	702	726	792	834	893	952	999	1,050
Δ Net working capital		(125)	(85)	267	(122)	(79)	(100)	(129)	(155)	(225)
FCF from operations		2,147	2,223	2,623	2,360	2,517	2,621	2,723	2,793	2,888
Capex		(449)	(664)	(487)	(603)	(894)	(1,034)	(1,183)	(1,151)	(1,200
Net FCFF		1,698	1,560	2,136	1,756	1,622	1,586	1,540	1,642	1,688
Discounted net FCFF		1,684	1,449	1,859	1,432	1,239	1,135	1,032	1,031	992
Terminal value										28,063
PV of net FCFF	11,852									
PV of terminal value	16,498									
Implicit growth rate	0.7%									
WACC	6.8%									
Firm value	28,350									
Net debt	(2,094)									
Cash raised from exercising DCC- W1	1,066									
Minority interest	(96)									
Equity value	27,226									
Number of shares outstanding (m shares)	9,126									
Intrinsic value (THB)	2.98									
ESG premium / (discount)	(6%)									
TP (THB)	2.80									
WACC assumption										
Cost of debt	3.0%									
Weight	31%									
Cost of equity	8.4%									
Weight	69%									
Expected market return	12.0%									
Risk-free rate	2.0%									
Beta	0.64									

Source: RHB



Recommendation Chart

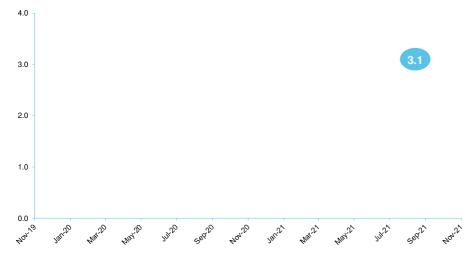


Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2021-09-07	Sell	2.45	2.96
2020-09-29	Sell	2.15	2.50
2020-07-15	Sell	2.10	2.42
2020-06-09	Buy	2.10	1.87
2020-01-24	Buy	2.25	1.85
2019-09-06	Buy	2.50	2.02
2018-12-21	Buy	2.68	2.00
2018-02-28	Sell	3.00	3.44

Source: RHB, Bloomberg

ESG Rating History



Source: RHB

RHB Guide to Investment Ratings

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however

longer-term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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