



TOYA

CAPITAL GROUP

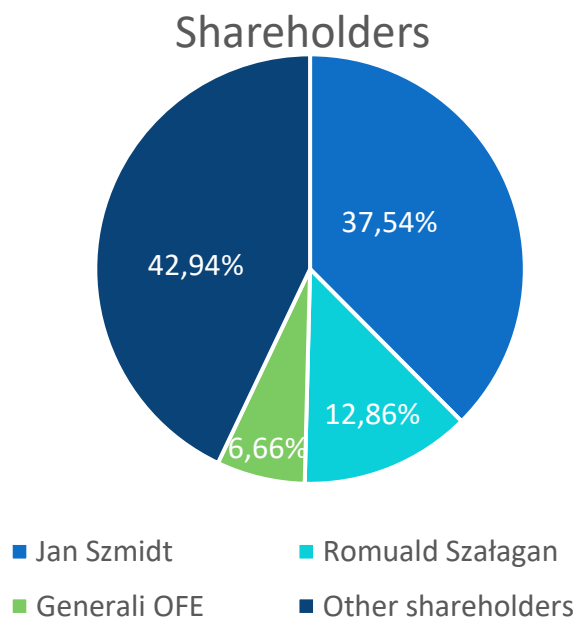
Corporate presentation – 1 half year 2021



SUMMARY

COMPANY PROFILE

Leading importer and distributor hand and power tools and other industrial articles



SELECTED STOCK DATA

| Index | SWIG80 |
|----------------------|-----------------|
| ISIN | PLTOYA000011 |
| The number of shares | 75 042 226 pcs. |
| Capitalization* | 641,61 m PLN |
| P/E ratio* | 8,42 |
| P/BV* | 2,48 |

SELECTED FINANCIAL DATA

| Consolidated data PLN '000 | 1H 2021 | 1H 2020 |
|-------------------------------|-------------------|---------|
| Revenue from sales | 342 719 | 256 113 |
| Gross profit margin (%) | 34,0% | 36,1% |
| Net profit | 42 189 | 30 949 |
| 30.06.2021 | 31.12.2020 | |
| Equity | 258 866 | 237 734 |
| Net debt | -25 353 | 28 330 |
| Net debt/equity | -0,1 | 0,1 |

(*) Capitalization and market ratios calculated as at 30/06/2021.

ABOUT US – TOYA CAPITAL GROUP

TOYA S.A. – the parent company of TOYA Capital Group, was established in 1990.
The Group consists of the following companies:

| Entity name | Unit code | Registered office | Type of equity link | % of shares and votes held |
|--------------------------------|-----------|--------------------|---------------------|----------------------------|
| TOYA S.A. | TOYA PL | Wrocław, Poland | Parent Company | Not applicable |
| TOYA Romania S.A. | TOYA RO | Bucharest, Romania | Subsidiary | 99,99 |
| YATO TOOLS (Shanghai) Co.,Ltd. | YATO SH | Shanghai, China | Subsidiary | 100,00 |
| YATO TOOLS (Jiaxing) Co.,Ltd. | YATO JX | Baibu Town, China | Subsidiary | 100,00 |

ABOUT US – TOYA CAPITAL GROUP

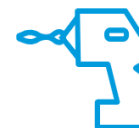
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



4 distributions centres



12 000 products available



1000 new products each year



Joint stock company listed on Warsaw Stock Exchange since 2011.



Sales to 100 countries all over the world



6 brands



Product sale every 1 sec



54,560 m2 of warehouse space



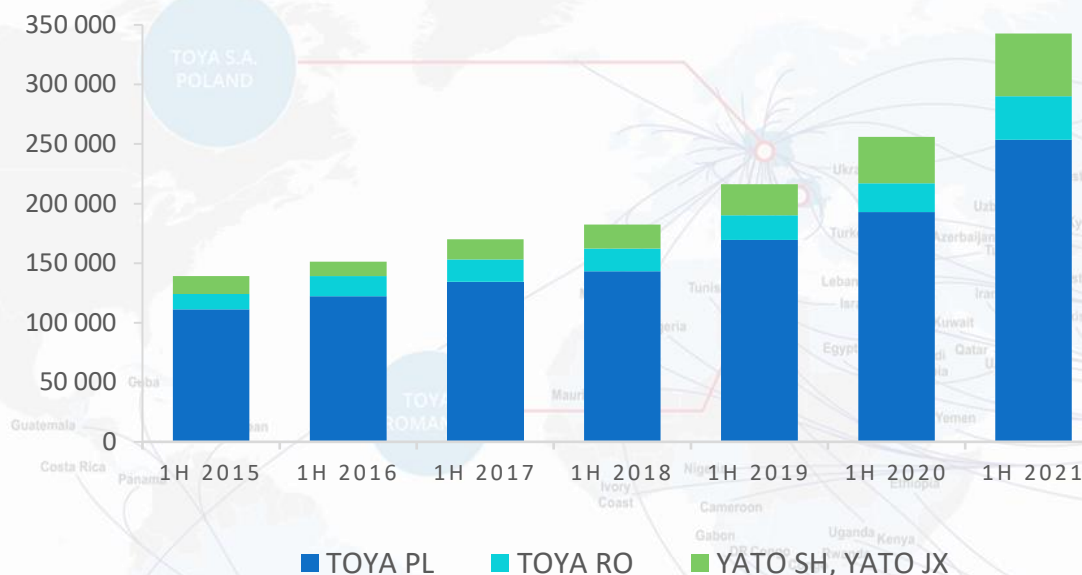
493 employees

REVENUE FROM SALES – 1ST HALF OF 2021

TOYA CAPITAL GROUP

BREAKDOWN BY COMPANIES

(PLN'000)



Strong revenue growth achieved in all companies of the Group.
TOYA PL remains the leading company.
Chinese companies (YATO SH and YATO JX) recorded the highest growth sales dynamics (62% y/y).
TOYA RO continued the positive trend and achieved the highest sales ever.

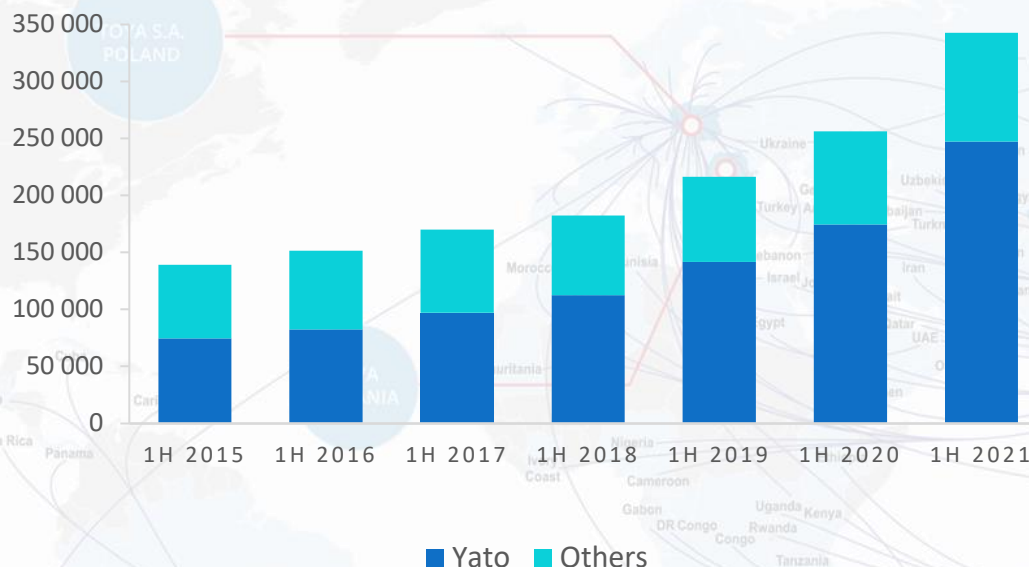
| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|---|----------------|-------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|------------------|
| Consolidated revenue from sales of goods and materials | 342 719 | | | 256 113 | | 216 162 | | 182 385 | | 169 990 | | 19% |
| TOYA PL | 253 589 | 74% | 32% | 192 804 | 14% | 169 589 | 18% | 143 319 | 7% | 134 440 | 10% | 17% |
| YATO SH i YATO JX | 52 620 | 15% | 35% | 39 044 | 50% | 26 023 | 29% | 20 159 | 20% | 16 768 | 38% | 33% |
| TOYA RO | 36 509 | 11% | 50% | 24 265 | 18% | 20 549 | 9% | 18 906 | 1% | 18 782 | 12% | 18% |

REVENUE FROM SALES – 1ST HALF OF 2021

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(PLN'000)



Yato is the Group's most profitability and leading brand. Since 2012, YATO has had the largest share in the Group's sales and also generates the highest sales growth in Poland and international markets.

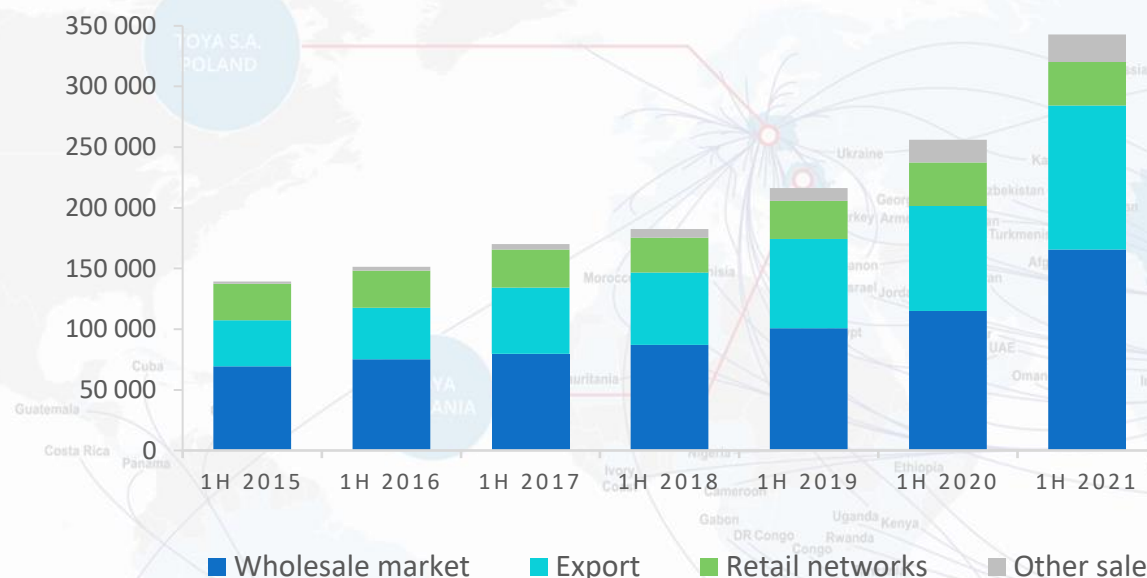
| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|---|----------------|-------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|---------------------|
| Consolidated revenue from sales of goods and materials | 342 719 | | | 256 113 | | 216 162 | | 182 385 | | 169 990 | | 19% |
| YATO brand | 247 268 | 72% | 42% | 174 388 | 23% | 141 744 | 26% | 112 347 | 16% | 97 090 | 18% | 26% |
| Other brands | 95 451 | 28% | 17% | 81 725 | 10% | 74 418 | 6% | 70 038 | -4% | 72 900 | 6% | 7% |

REVENUE FROM SALES – 1ST HALF OF 2021

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)

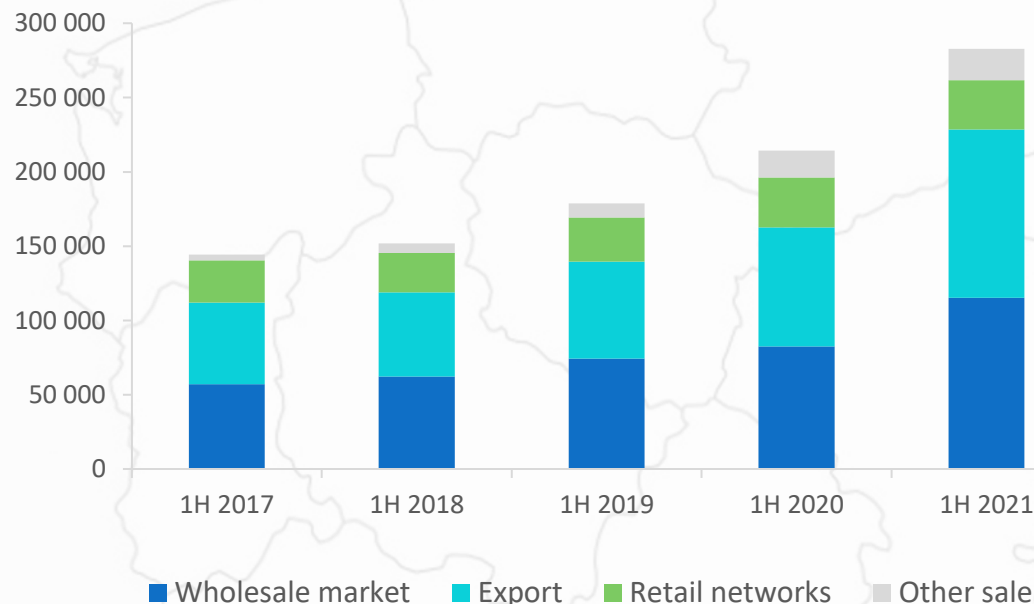


Strong sales growth across the wholesale market both in Poland and Romania. A further dynamic of the sales in export markets, mainly in the EU countries as well as in Asia and South America, where sales are generated mainly by Chinese companies - YATO SH and YATO JX.

| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|---|----------------|-------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|------------------|
| Consolidated revenue from sales of goods and materials | 342 719 | | | 256 113 | | 216 162 | | 182 385 | | 169 990 | | 19% |
| Wholesale market | 165 509 | 47% | 44% | 114 983 | 14% | 100 790 | 16% | 87 159 | 9% | 79 669 | 6% | 20% |
| Export | 118 685 | 35% | 37% | 86 526 | 18% | 73 575 | 24% | 59 373 | 9% | 54 602 | 29% | 21% |
| Retail networks | 36 024 | 11% | 1% | 35 761 | 14% | 31 358 | 8% | 28 938 | -8% | 31 440 | 3% | 3% |
| Other sale | 22 501 | 7% | 19% | 18 843 | 80% | 10 439 | 51% | 6 915 | 62% | 4 278 | 37% | 51% |

REVENUE FROM SALES – 1ST HALF OF 2021 TOYA PL

(PLN'000)

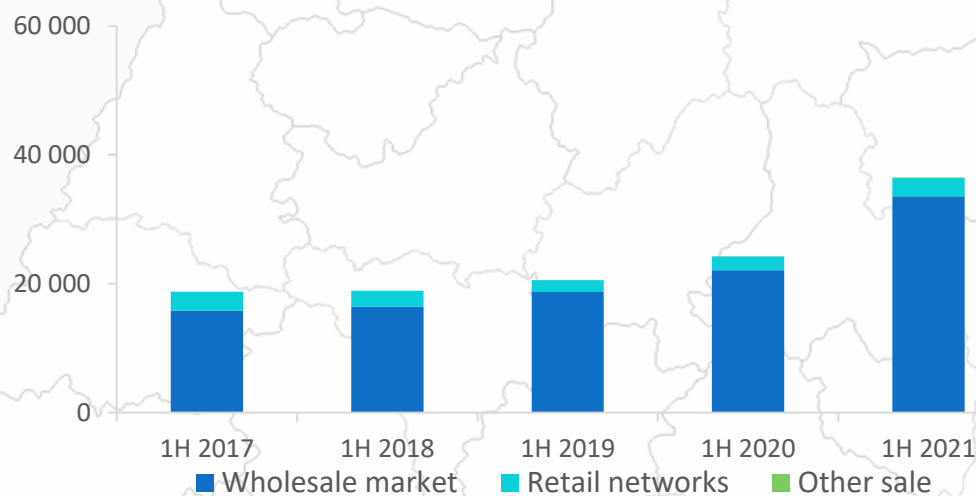


In the 1st half of 2021, revenue from sales was higher by 32% from revenues achieved in the same period 2020. A dynamic increase in exports was recorded, which already accounts for 40% of total sales. A vital reason for the increase in the sales was high, constant availability of goods and the expansion of the product offer.

| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|--|----------------|-------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|---------------------|
| Revenue from sales of goods and materials TOYA PL | 282 880 | | | 214 273 | | 178 693 | | 151 916 | | 144 415 | | 18% |
| Wholesale market | 115 274 | 41% | 40% | 82 542 | 11% | 74 365 | 20% | 62 205 | 9% | 57 137 | 1% | 19% |
| Export | 113 349 | 40% | 41% | 80 157 | 23% | 65 286 | 15% | 56 732 | 3% | 54 857 | 22% | 20% |
| Retail networks | 33 159 | 12% | -1% | 33 591 | 14% | 29 557 | 12% | 26 492 | -7% | 28 500 | 1% | 4% |
| Other sale | 21 098 | 7% | 17% | 17 983 | 90% | 9 486 | 46% | 6 487 | 65% | 3 921 | 45% | 52% |

REVENUE FROM SALES – 1ST HALF OF 2021 TOYA ROMANIA

(PLN'000)



In the first half of 2021 TOYA RO recorded the highest revenue growth in the company's history. Sales increased by 50% in the first half of 2021 compared to the first half of 2020.

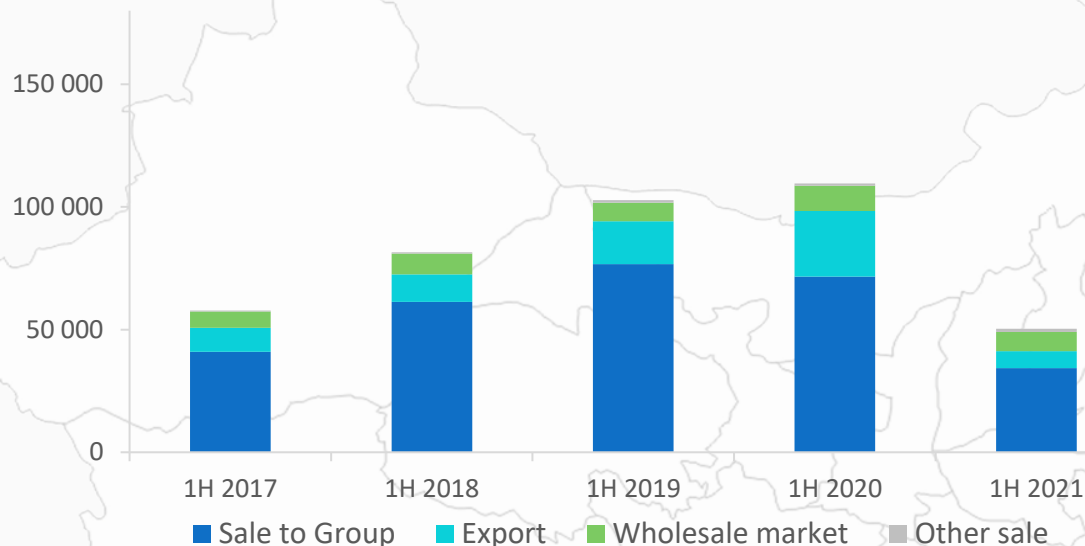
Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for customers among specialized retail stores and institutional customers.

| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|--|---------------|-------|--------|---------------|--------|---------------|--------|---------------|--------|---------------|--------|------------------|
| Revenue from sales of goods and materials TOYA RO | 36 509 | | | 24 265 | | 20 549 | | 18 906 | | 18 782 | | 18% |
| Wholesale market | 33 550 | 92% | 52% | 22 093 | 18% | 18 748 | 14% | 16 460 | 4% | 15 841 | 10% | 121% |
| Retail networks | 2 865 | 8% | 32% | 2 169 | 20% | 1 801 | -26% | 2 446 | -17% | 2 941 | 24% | 99% |
| Other sale | 95 | 0% | 4391% | 2 | - | 0 | - | 0 | - | 0 | - | 0% |

Bukareszt

REVENUE FROM SALES – 1ST HALF OF 2021 YATO TOOLS (SHANGHAI)

(PLN'000)

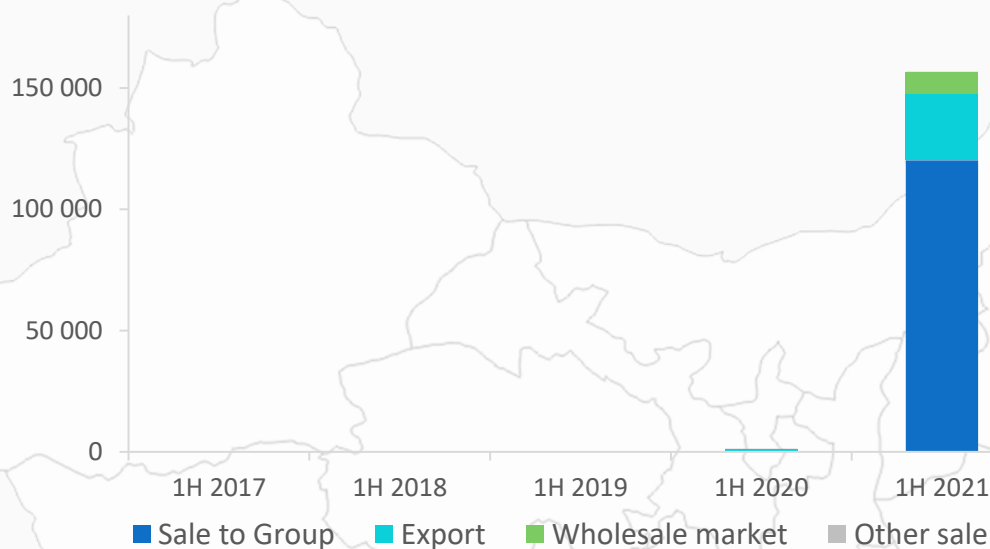


In the 1st half of 2021 YATO SH recorded 54% (y / y) decrease in sales to the Group as a result of moving a significant part of group operations to YATO JX. Such action was one of the elements of the restructuring of Chinese companies, which will allow to redefine the supply chain in a key market for the entire Group.

| [thous. PLN] | 1H 2021 | share | change | 1H 2020 | change | 1H 2019 | change | 1H 2018 | change | 1H 2017 | change | CAGR (2021-2017) |
|--|---------------|-------|--------|----------------|--------|----------------|--------|---------------|--------|---------------|--------|---------------------|
| Revenue from sales of goods and materials YATO Tools SH | 50 370 | | | 109 493 | | 102 735 | | 81 482 | | 57 785 | | -3% |
| Sale to Yato Tools JX | 28 115 | 56% | 13796% | 202 | - | 0 | - | 0 | - | 0 | - | 0% |
| Wholesale market | 7 809 | 16% | -25% | 10 348 | 35% | 7 676 | -10% | 8 493 | 27% | 6 691 | 52% | 4% |
| Export | 6 995 | 14% | -74% | 26 742 | 54% | 17 394 | 55% | 11 238 | 16% | 9 721 | 32% | 0% |
| Export to TOYA S.A. | 6 160 | 12% | -91% | 71 228 | -3% | 73 153 | 27% | 57 596 | 50% | 38 485 | 46% | 0% |
| Other sale | 1 291 | 3% | 51% | 854 | -10% | 953 | 123% | 428 | 20% | 357 | -47% | 38% |
| Export to TOYA Romania | 0 | 0% | -100% | 119 | -97% | 3 558 | -5% | 3 726 | 47% | 2 532 | 187% | 0% |

REVENUE FROM SALES – 1ST HALF OF 2021 YATO TOOLS (JIAXING)

(PLN'000)

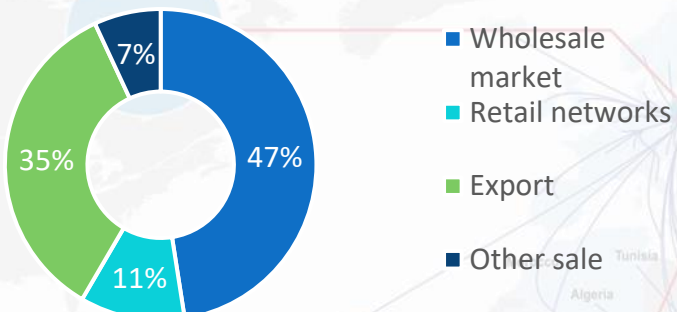


Yato Tools JX's was established in 2019. Company is under construction central, modern warehouse in China, which will make it possible the optimization of the supply chain in the Group. As a result of the reorganization on the Chinese market, YATO JX became one of the main suppliers of goods for TOYA PL and TOYA RO. Besides above it can be noted that the company launched a successful expansion on foreign markets.

| [thous. PLN] | 1H 2021 | share | change | 1H 2020 |
|--|----------------|-------|--------|--------------|
| Revenue from sales of goods and materials YATO JX | 156 692 | | | 1 154 |
| Export to TOYA PL | 111 690 | 71% | - | 0 |
| Export | 27 632 | 18% | 2420% | 1 096 |
| Wholesale market | 8 876 | 6% | - | 0 |
| Sales to YATO SH | 5 435 | 3% | 10042% | 54 |
| Export do TOYA RO | 3 040 | 2% | - | 0 |
| Other sale | 18 | 0% | 349% | 4 |

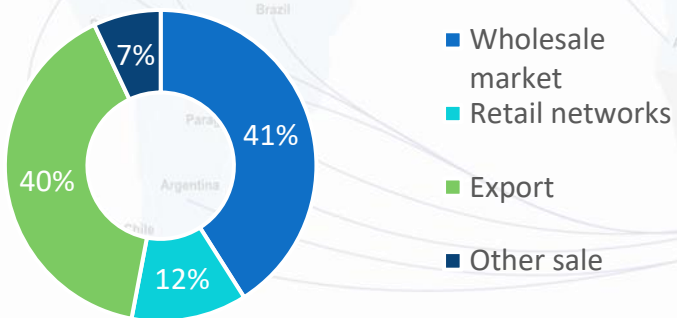
OPERATING SEGMENTS – 1ST HALF OF 2021

Revenue from sales
TOYA CAPITAL GROUP



The wholesale distribution channel was the most important segment of TOYA Capital Group in 1st half of 2021. Export was also a significant segment in this time.

Revenue from sales
TOYA PL

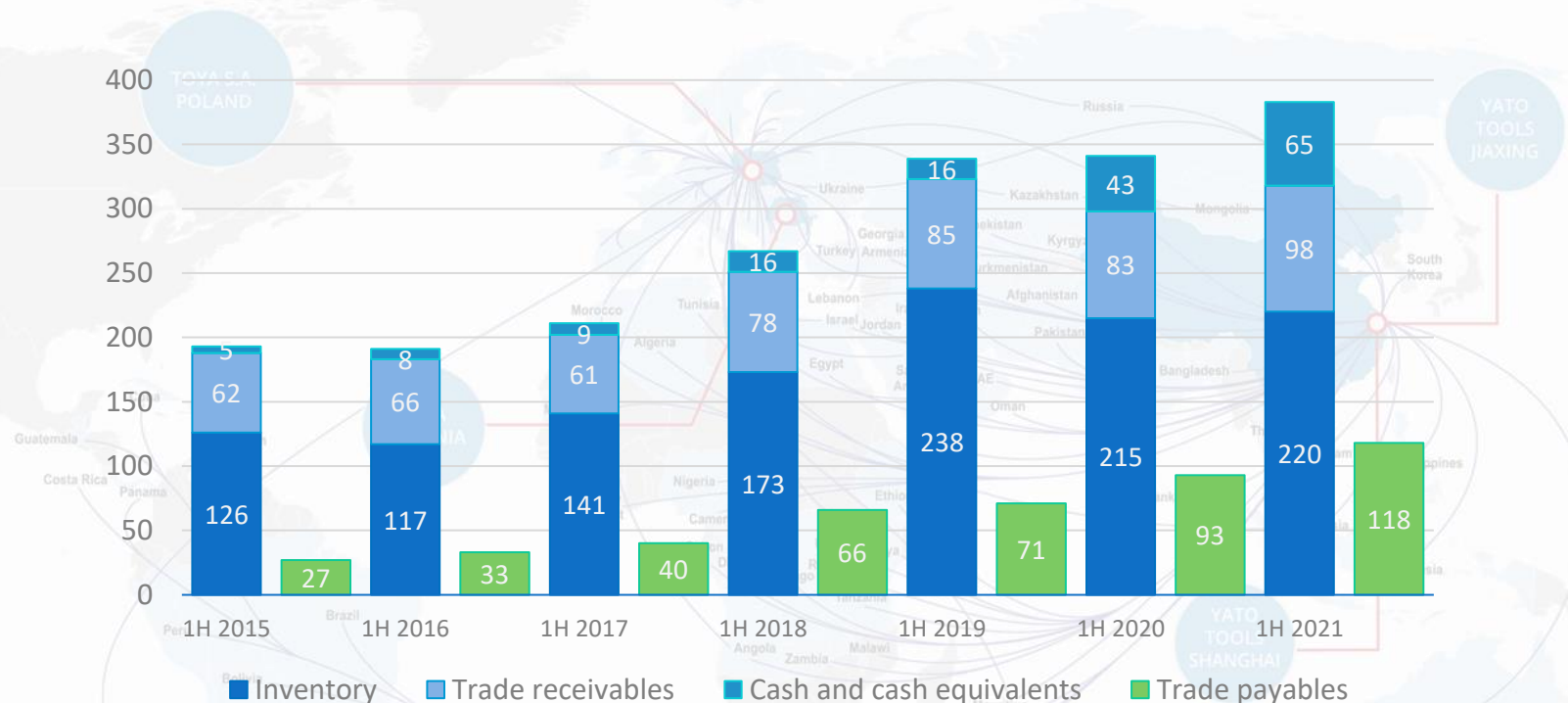


In the first half of 2021, sales in the wholesale and export segment achieved 80% share in the total sales of TOYA PL.

NET WORKING CAPITAL– 1ST HALF OF 2021

TOYA CAPITAL GROUP

(mPLN)

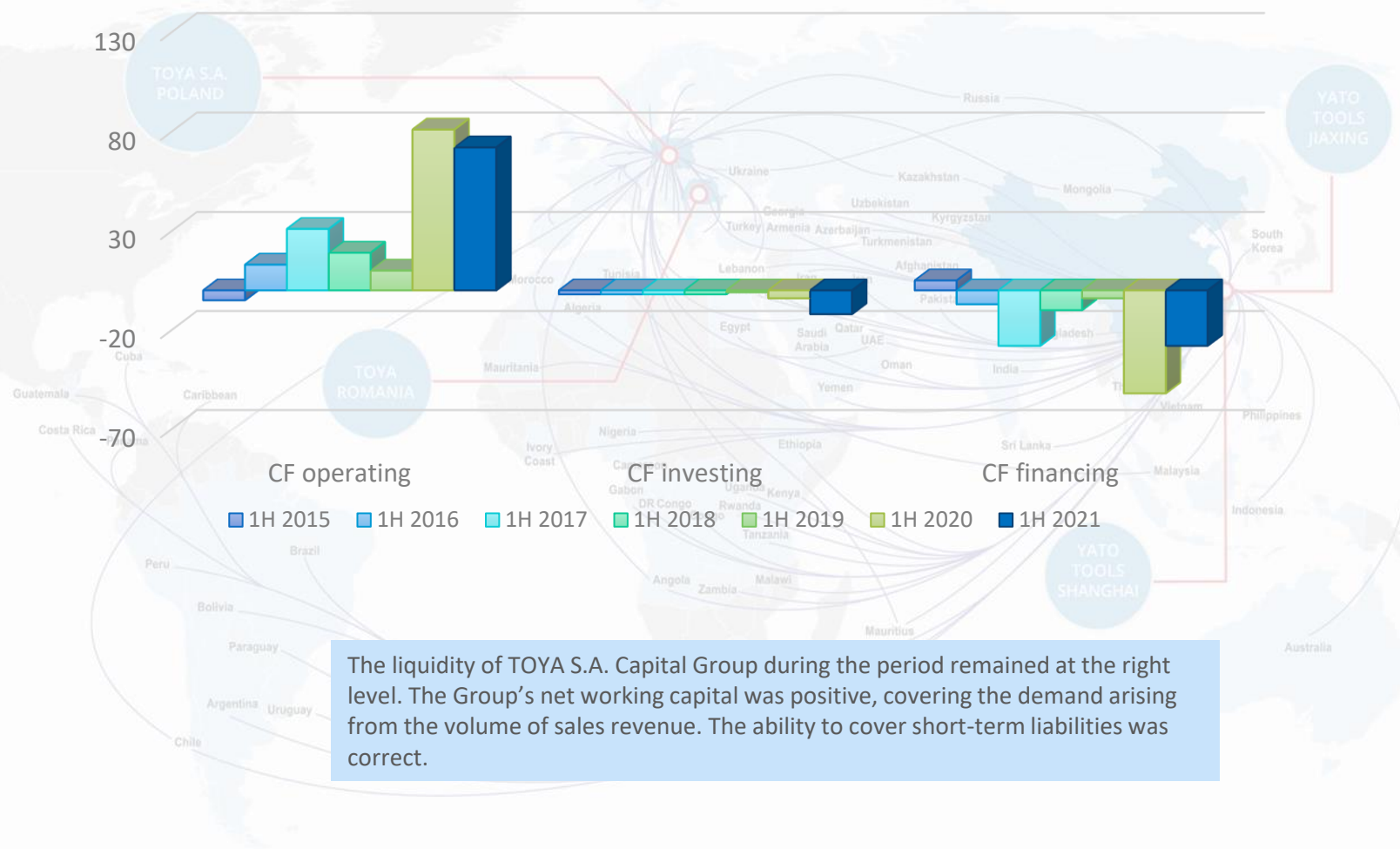


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly respond to market needs.

CONSOLIDATED CASH FLOW STATEMENT – 1ST HALF OF 2021

TOYA CAPITAL GROUP

(mPLN)

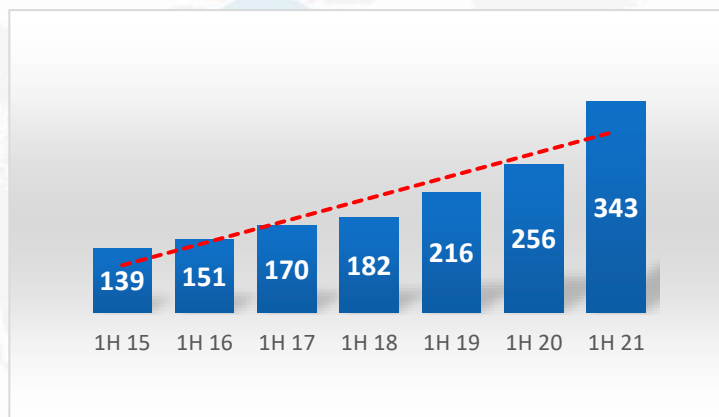


KEY FINANCIAL DATA – 1ST HALF OF 2021

TOYA CAPITAL GROUP

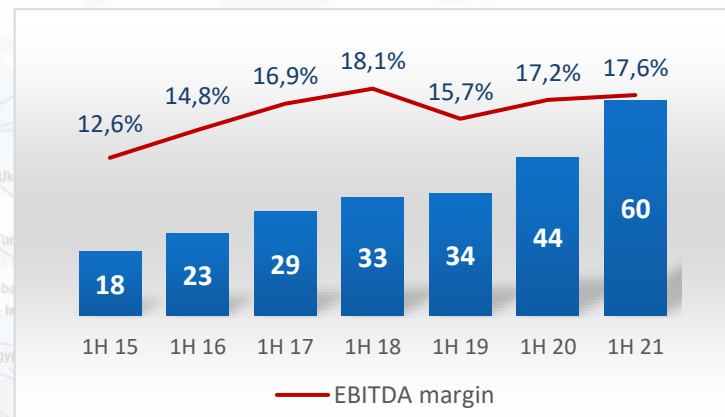
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



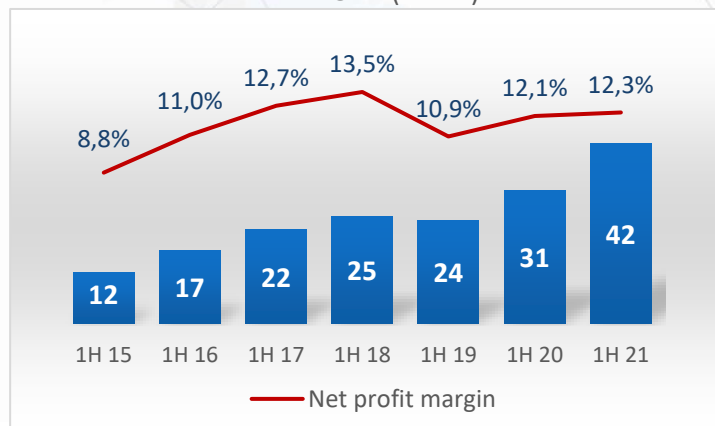
DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



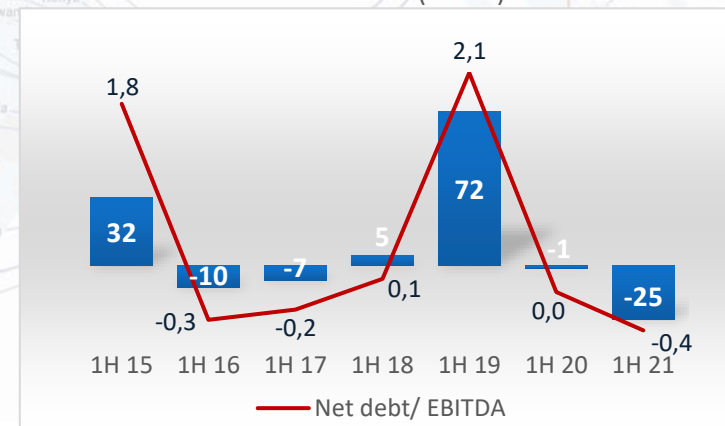
NET PROFIT– DYNAMIC GROWTH

NET PROFIT (mPLN)



SLIGHT NET DEBT

NET DEBT (mPLN)

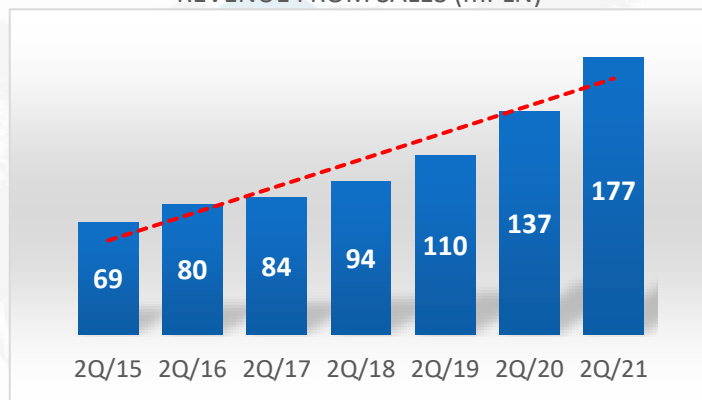


KEY FINANCIAL DATA - 2 QUARTER 2021

TOYA CAPITAL GROUP

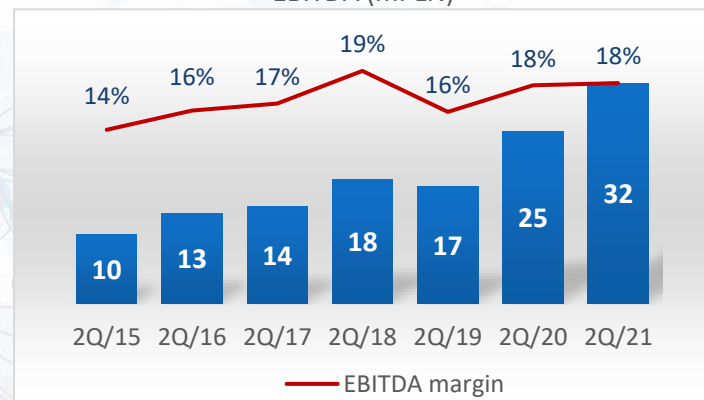
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



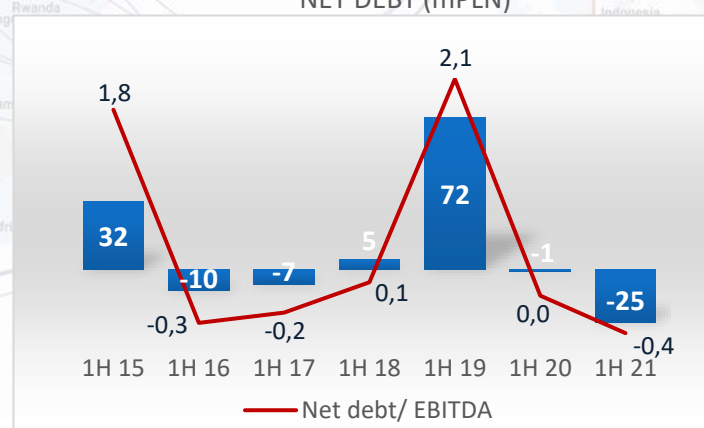
NET PROFIT- DYNAMIC GROWTH

NET PROFIT (mPLN)



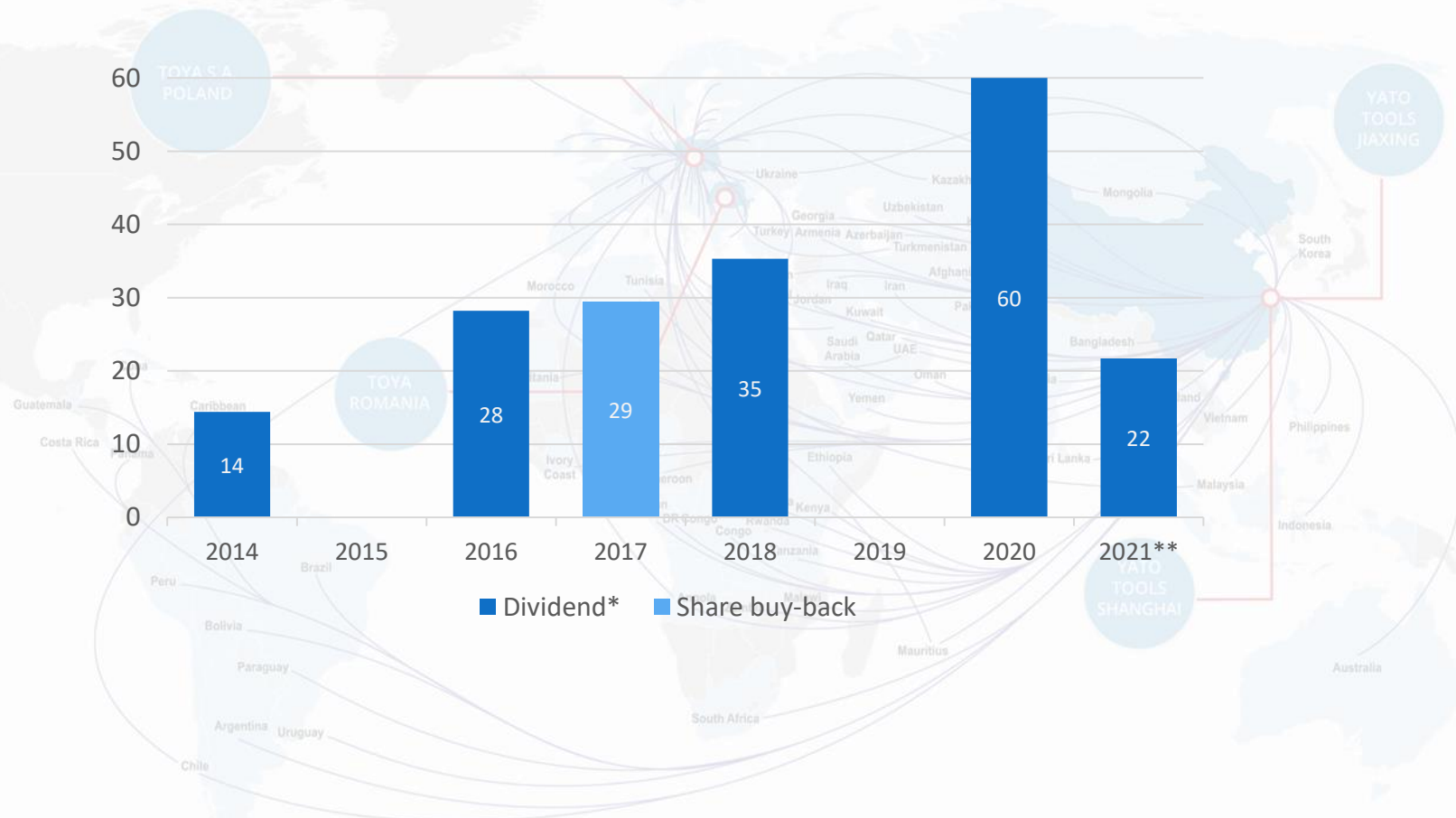
SLIGHT NET DEBT

NET DEBT (mPLN)



PROFIT DISTRIBUTION TO SHAREHOLDERS TOYA CAPITAL GROUP

(mPLN)



(*) year of dividend payment

(**) dividend payment - 13/08/2021

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DEFINITIONS

EBITDA – Profit on operating activities+ depreciation

Net debt – Liabilities from loans and borrowings – cash and cash equivalents

Capitalization – stock exchange value= stock price x the numer of shares traded on the stock exchange

P/E ratio - price/ earnings

C/WK - price/ book value

CAGR – Cumulative Growth Rate



CONTACT FOR INVESTORS
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