



TOYA

CAPITAL GROUP

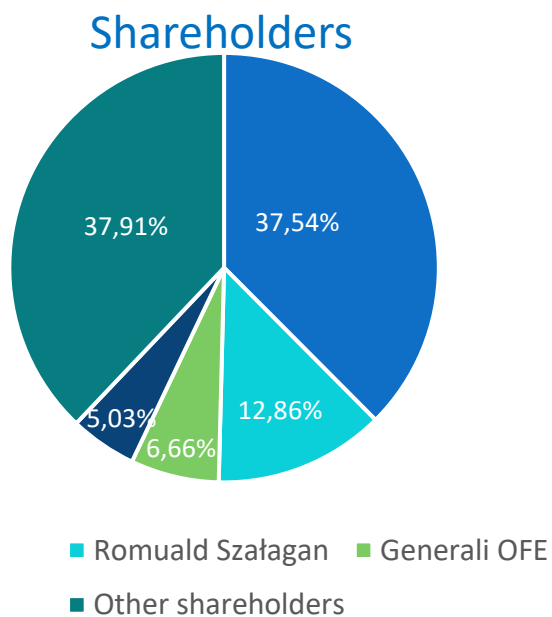
Corporate presentation - 2021



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*	600,34 m PLN
P/E ratio*	7,76
P/BV*	2,00

SELECTED FINANCIAL DATA

Consolidated data PLN '000	Q4 2021	Q4 2020
Revenue from sales	686 737	542 112
Gross profit margin (%)	33,7%	34,9%
Net profit	77 396	64 939
31.12.2021	31.12.2020	
Equity	300 678	237 734
Net debt	85 682	28 330
Net debt/equity	0,3	0,1

(*) Capitalization and market ratios calculated as at 30/12/2021.

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 (Jiaying) Co.,Ltd.	YATO JX	Baibu Town, China	Subsidiary	100,00

ABOUT US – TOYA CAPITAL GROUP

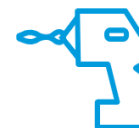
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**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**



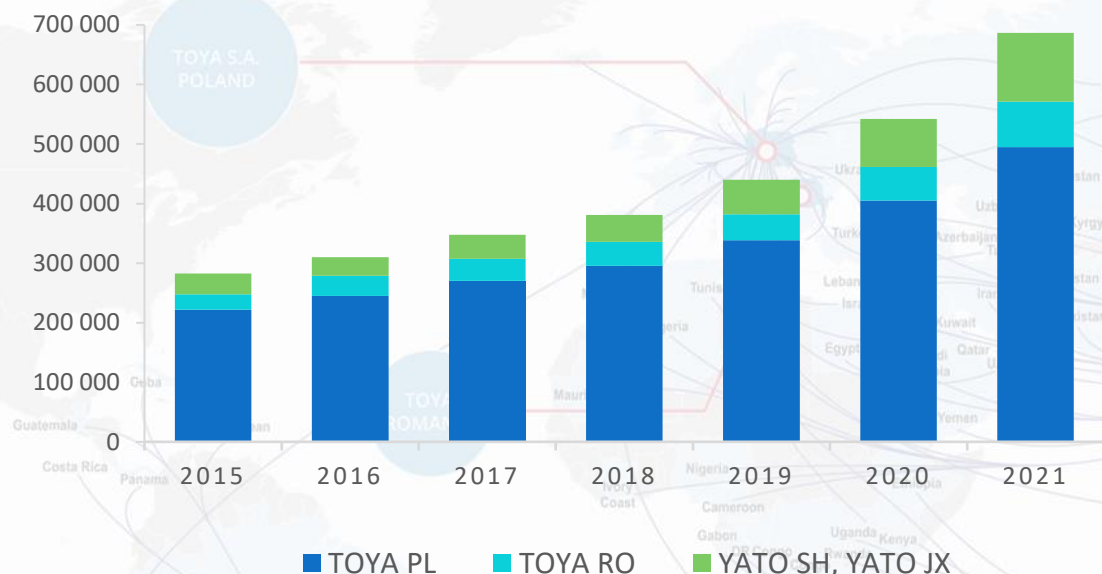
492 employees

REVENUE FROM SALES - 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 (43% y/y).
TOYA RO continued the positive trend and achieved the highest sales ever.

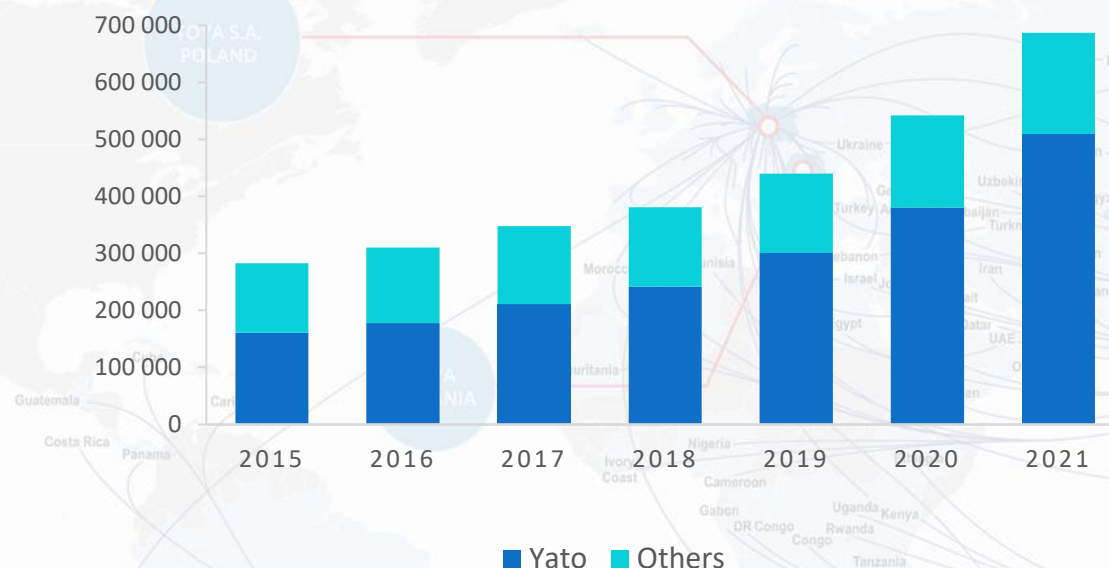
[thous. PLN]	2021	share	change	2020	change	2019	change	2018	change	2017	CAGR (2021-2017)
Consolidated revenue from sales of goods and materials	686 737			542 112		440 018		380 739		347 541	19%
TOYA PL	494 969	72%	22%	405 263	20%	338 384	14%	295 562	9%	270 311	16%
YATO SH and YATO JX	115 857	17%	43%	80 872	39%	57 997	30%	44 730	11%	40 270	30%
TOYA RO	75 911	11%	36%	55 977	28%	43 637	8%	40 448	9%	36 960	20%

REVENUE FROM SALES - 2021

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(PLN'000)



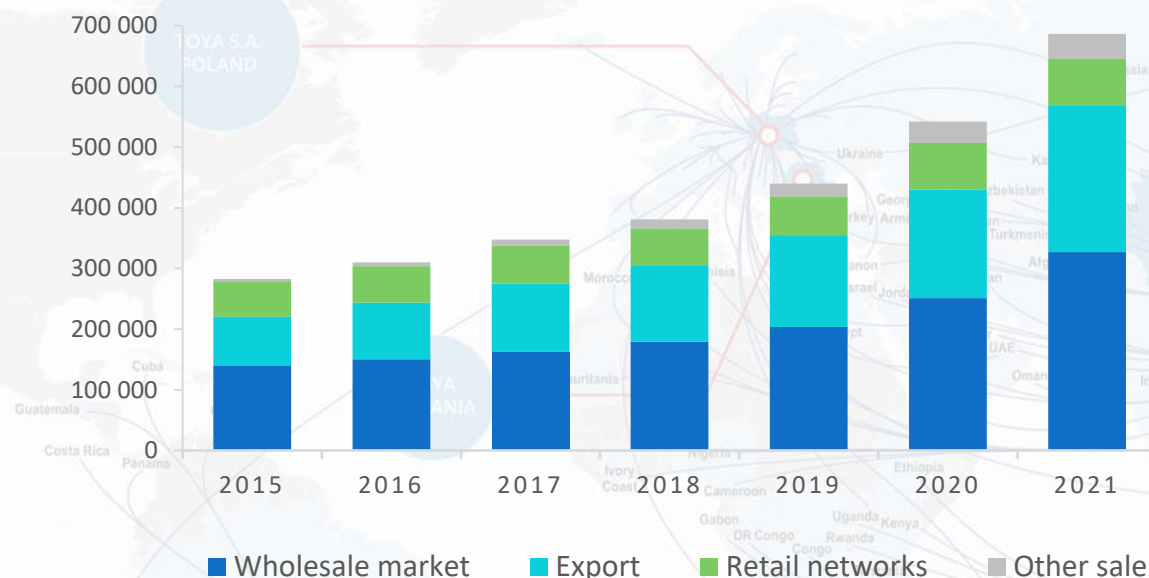
[thous. PLN]	2021	share	change	2020	change	2019	change	2018	change	2017	CAGR (2021-2017)
Consolidated revenue from sales of goods and materials	686 737			542 112		440 018		380 739		347 541	19%
YATO brand	509 397	74%	34%	380 154	26%	300 796	24%	241 697	15%	210 536	25%
Other brands	177 340	26%	9%	161 958	16%	139 222	0%	139 042	1%	137 005	7%

REVENUE FROM SALES - 2021

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)

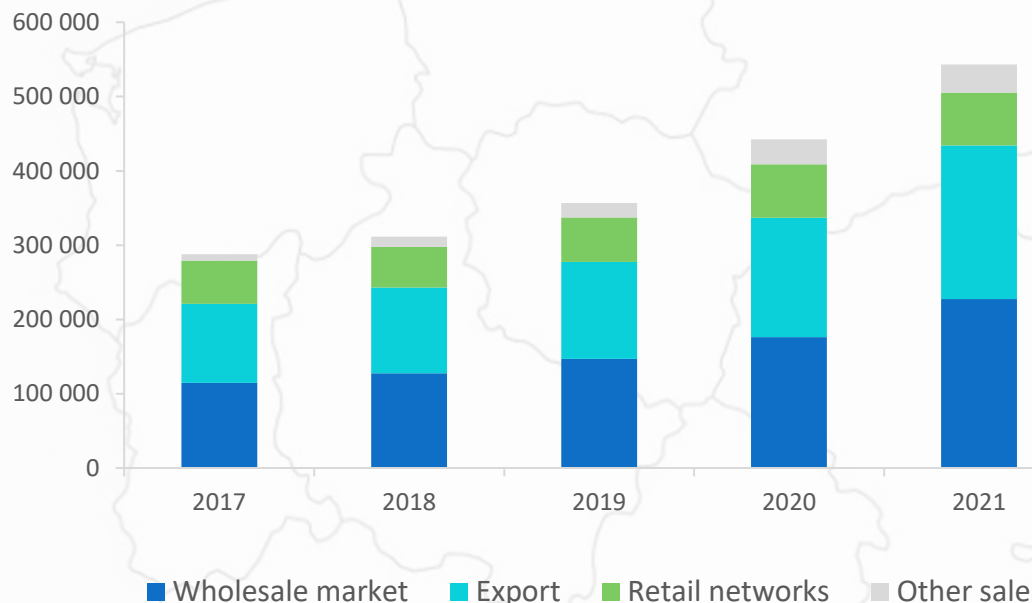


Strong sales growth across the wholesale market both in Poland and Romania. A further dynamic of the sales in export markets, mainly in the EU countries as well as in Asia and South America, where sales are generated mainly by Chinese companies - YATO SH and YATO JX.

[thous. PLN]	2021	share	change	2020	change	2019	change	2018	change	2017	CAGR (2021-2017)
Consolidated revenue from sales of goods and materials	686 737			542 112		440 018		380 739		347 541	19%
Wholesale market	326 899	48%	30%	250 861	23%	203 871	14%	179 517	10%	162 562	19%
Export	241 889	35%	35%	178 927	18%	151 056	20%	125 926	12%	112 402	21%
Retail networks	76 976	11%	0%	77 007	21%	63 842	5%	60 524	-4%	63 296	5%
Other sale	40 973	6%	16%	35 317	66%	21 249	44%	14 773	59%	9 281	45%

REVENUE FROM SALES - 2021 TOYA PL

(PLN'000)



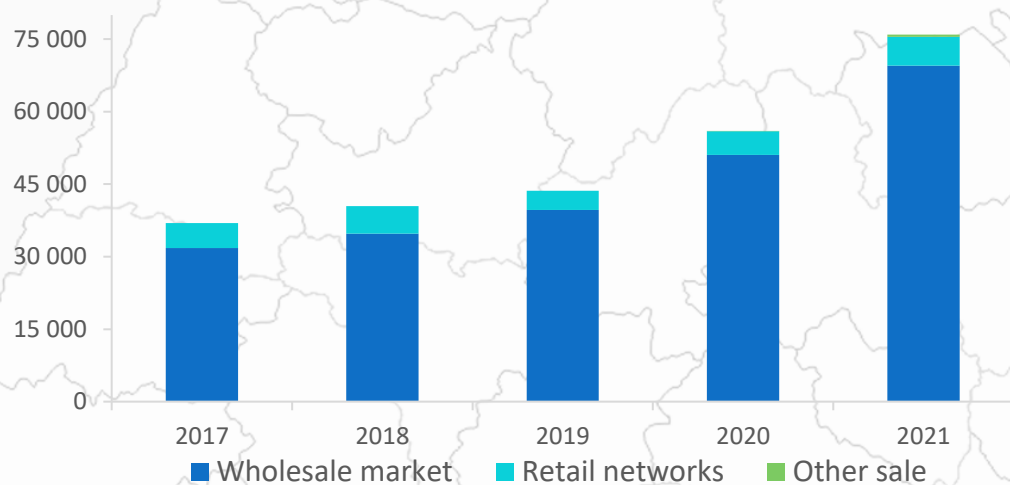
In 2021, revenue from sales was higher by 23% from revenues achieved in 2020. A dynamic increase in exports was recorded, which already accounts for 38% of total sales. A vital reason for the increase in the sales was high, constant availability of goods and the expansion of the product offer.

[thous. PLN]	2021	share	change	2020	change	2019	change	2018	change	2017	CAGR (2021-2017)
Revenue from sales of goods and materials TOYA PL	543 098			442 263		356 782		311 633		287 783	17%
Wholesale market	227 498	42%	29%	176 226	20%	146 785	15%	127 553	11%	114 739	19%
Export	206 937	38%	29%	160 521	23%	130 763	13%	115 458	9%	106 276	18%
Retail networks	71 062	13%	-1%	72 095	20%	59 861	9%	54 818	-6%	58 155	5%
Other sale	37 601	7%	13%	33 421	73%	19 374	40%	13 804	60%	8 613	45%

REVENUE FROM SALES – 2021

TOYA ROMANIA

(PLN'000)



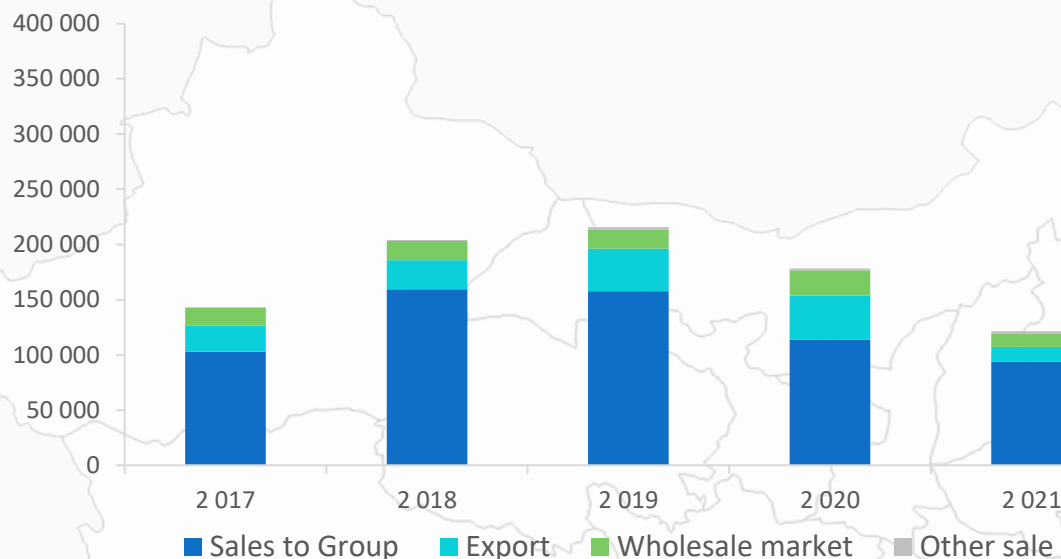
2021 is a further dynamic increase in sales revenue of TOYA RO. Sales increased by 36% in 2021 compared to the year of 2020. Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for customers among specialized retail stores and institutional customers.

[thous. PLN]	2021	udział	zmiana	2020	zmiana	2019	zmiana	2018	zmiana	2017	CAGR (2021-2017)
Revenue from sales of goods and materials TOYA RO	75 911			55 977		43 637		40 446		36 960	20%
Wholesale market	69 532	92%	36%	51 018	29%	39 656	14%	34 738	9%	31 819	22%
Retail networks	5 913	8%	20%	4 917	24%	3 981	-30%	5 708	11%	5 141	4%
Other sale	467	1%	1020%	42	-	0	-	0	-	0	-

Bukareszt

REVENUE FROM SALES – 2021 YATO TOOLS (SHANGHAI)

(PLN'000)

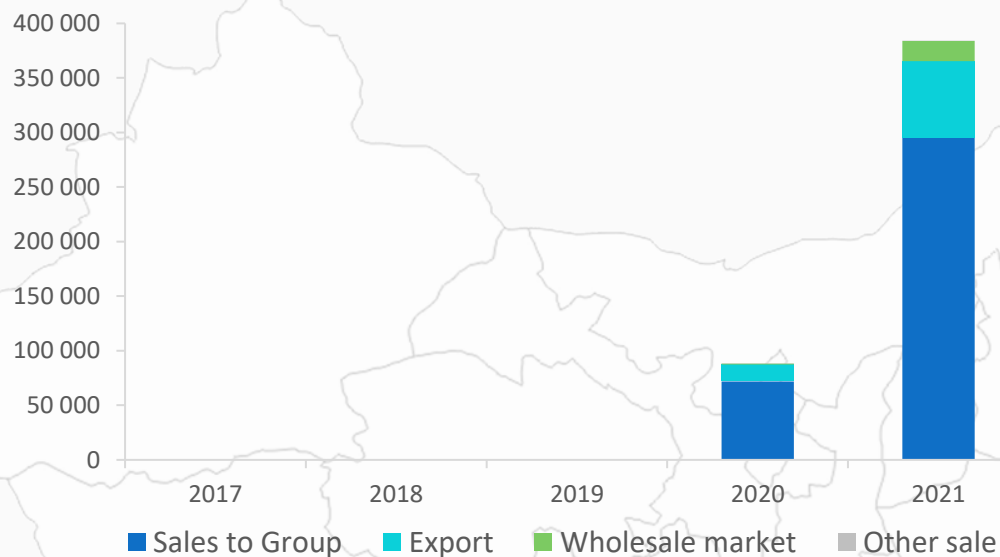


In 2021 YATO SH recorded 18% (y / y) decrease in sales to the Group as a result of moving a significant part of group operations to YATO JX. Such action was one of the elements of the restructuring of Chinese companies, which will allow to redefine the supply chain in a key market for the entire Group.

[thous. PLN]	2021	udział	zmiana	2020	zmiana	2019	zmiana	2018	zmiana	2017	CAGR (2021-2017)
Revenue from sales of goods and materials YATO Tools SH	121 595			178 331		215 536		204 042		143 178	-4%
Export to YATO Tools JX	74 105	61%	444%	13 628	-	0	-	0	-	0	-
Export	13 300	11%	-67%	39 767	3%	38 692	46%	26 540	12%	23 597	-13%
Export to TOYA PL	19 777	16%	-80%	100 231	-33%	149 428	-1%	151 090	53%	98 902	-33%
Wholesale market	11 567	10%	-49%	22 758	31%	17 430	1%	17 223	8%	16 004	-8%
Other sale	2 845	2%	55%	1 830	-2%	1 875	94%	967	45%	668	44%
Export to TOYA RO	0	0%	-100%	118	-99%	8 112	-1%	8 222	105%	4 006	-100%

REVENUE FROM SALES – 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.

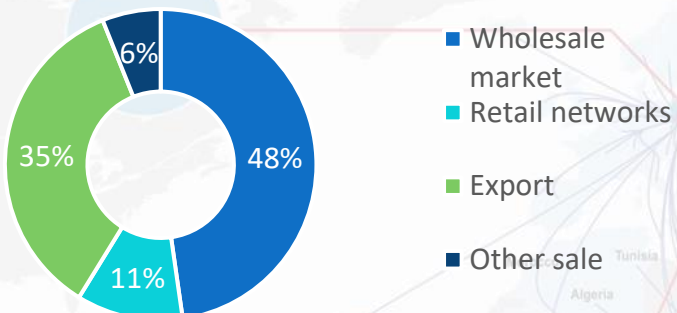
As a result of the reorganization on the Chinese market, YATO JX became one of the main suppliers of goods for TOYA PL and TOYA RO. Besides above it can be noted that the company launched a successful expansion on foreign markets.

[thous. PLN]	2021	udział	zmiana	2020	zmiana
Revenue from sales of goods and materials YATO Tools JX	383 824			88 166	
Export to TOYA PL	271 314	71%	309%	66 259	-
Export	69 781	18%	346%	15 638	-
Wholesale market	18 334	5%	2045%	855	-
Export to YATO Tools SH	16 336	4%	1102%	1 359	-
Export to TOYA RO	8 030	2%	99%	4 031	-
Other sale	29	0%	18%	24	-

Jiaxing

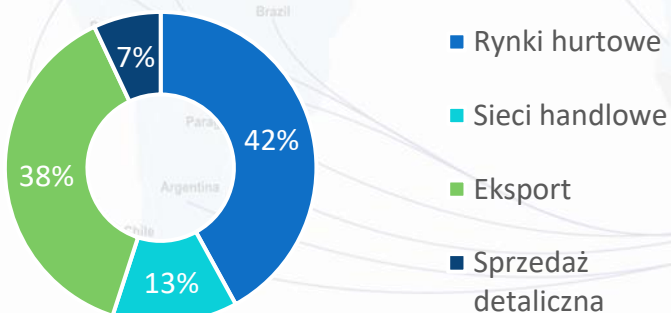
OPERATING SEGMENTS - 2021

Revenue from sales
TOYA CAPITAL GROUP



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

Revenue from sales
TOYA PL

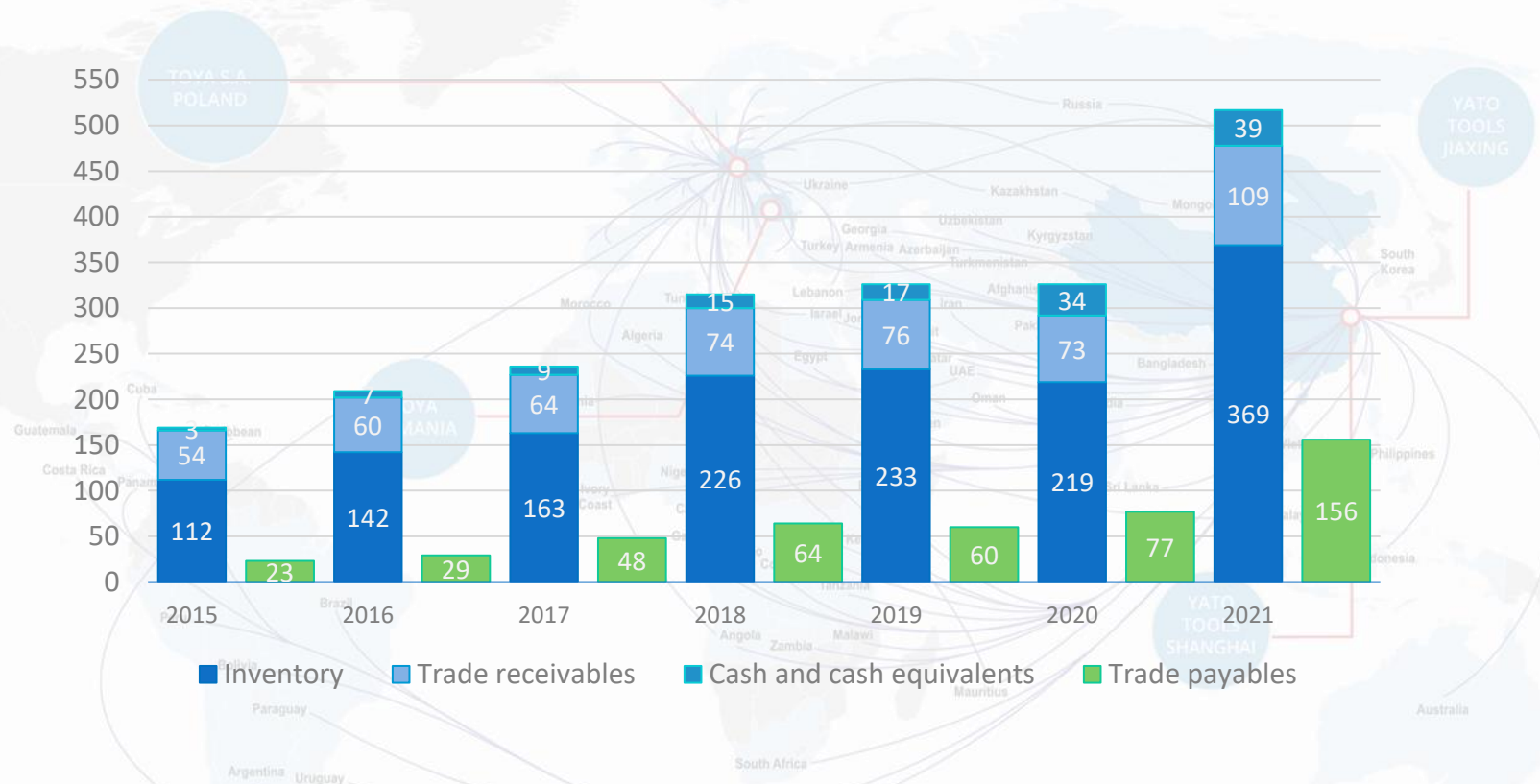


In 2021, sales in the wholesale and export segment achieved 80% share in the total sales of TOYA PL.

NET WORKING CAPITAL– 2021

TOYA CAPITAL GROUP

(mPLN)

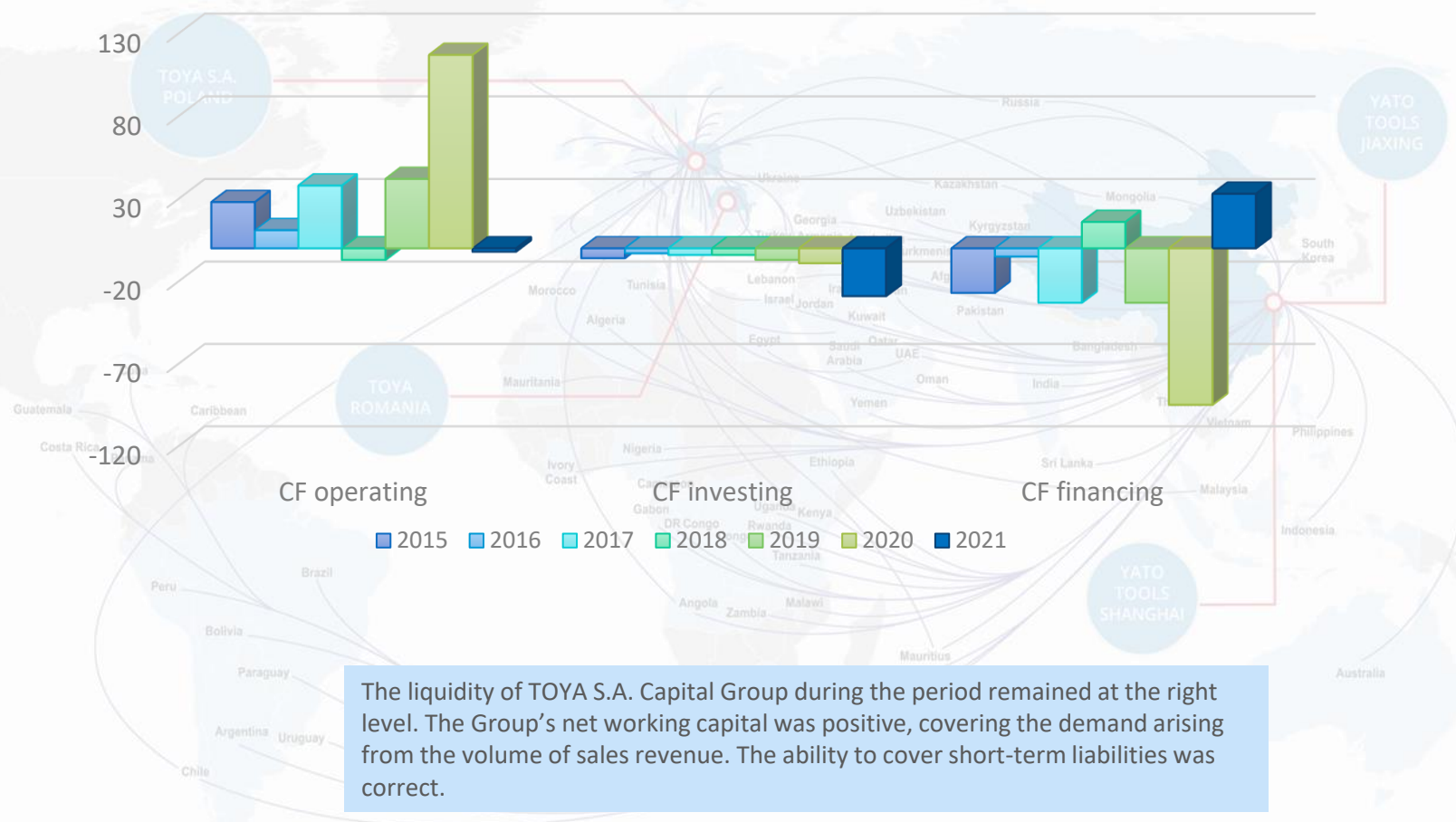


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

CONSOLIDATED CASH FLOW STATEMENT – 2021

TOYA CAPITAL GROUP

(mPLN)

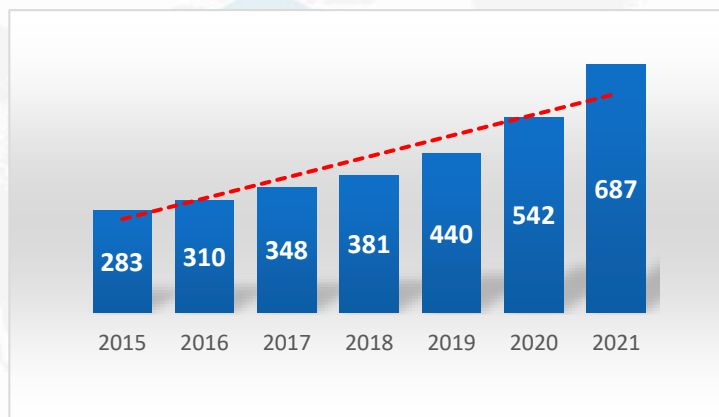


KEY FINANCIAL DATA - 2021

TOYA CAPITAL GROUP

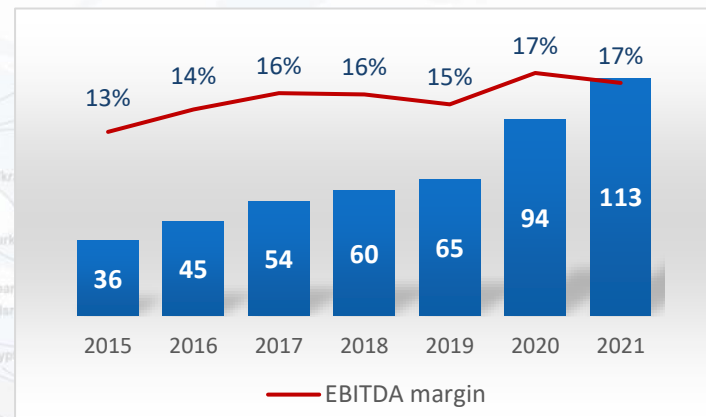
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



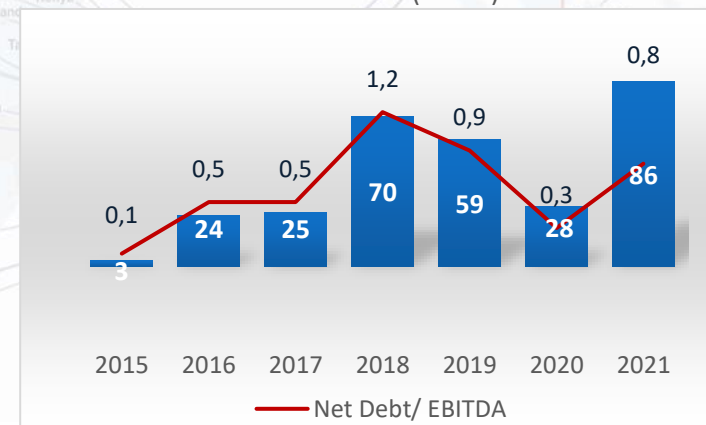
NET PROFIT- DYNAMIC GROWTH

NET PROFIT (mPLN)



SLIGHT NET DEBT

NET DEBT (mPLN)

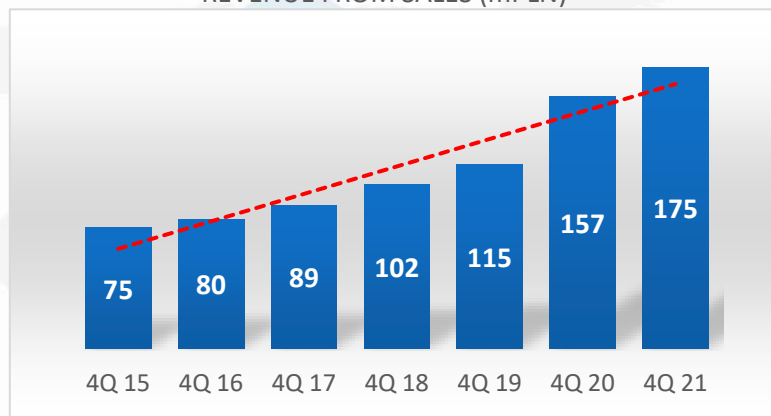


KEY FINANCIAL DATA - 4 QUARTER 2021

TOYA CAPITAL GROUP

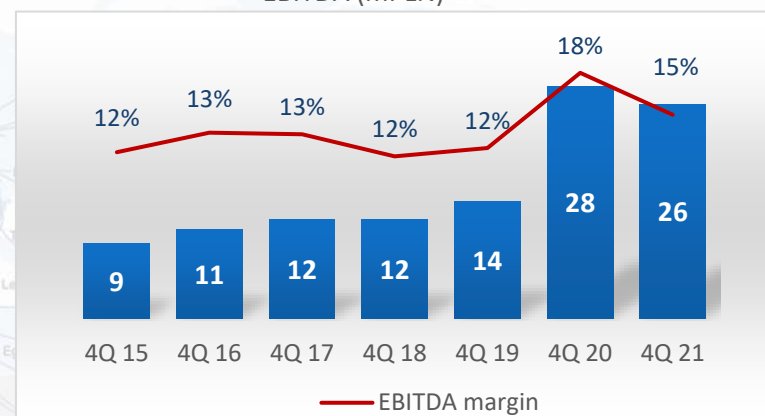
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



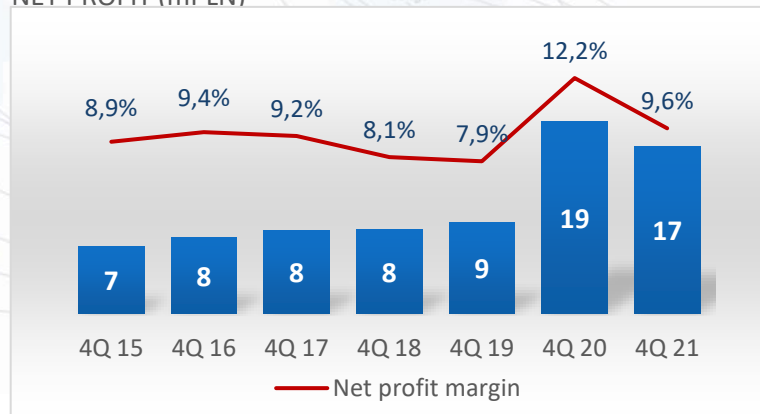
DYNAMIC

EBITDA (mPLN)



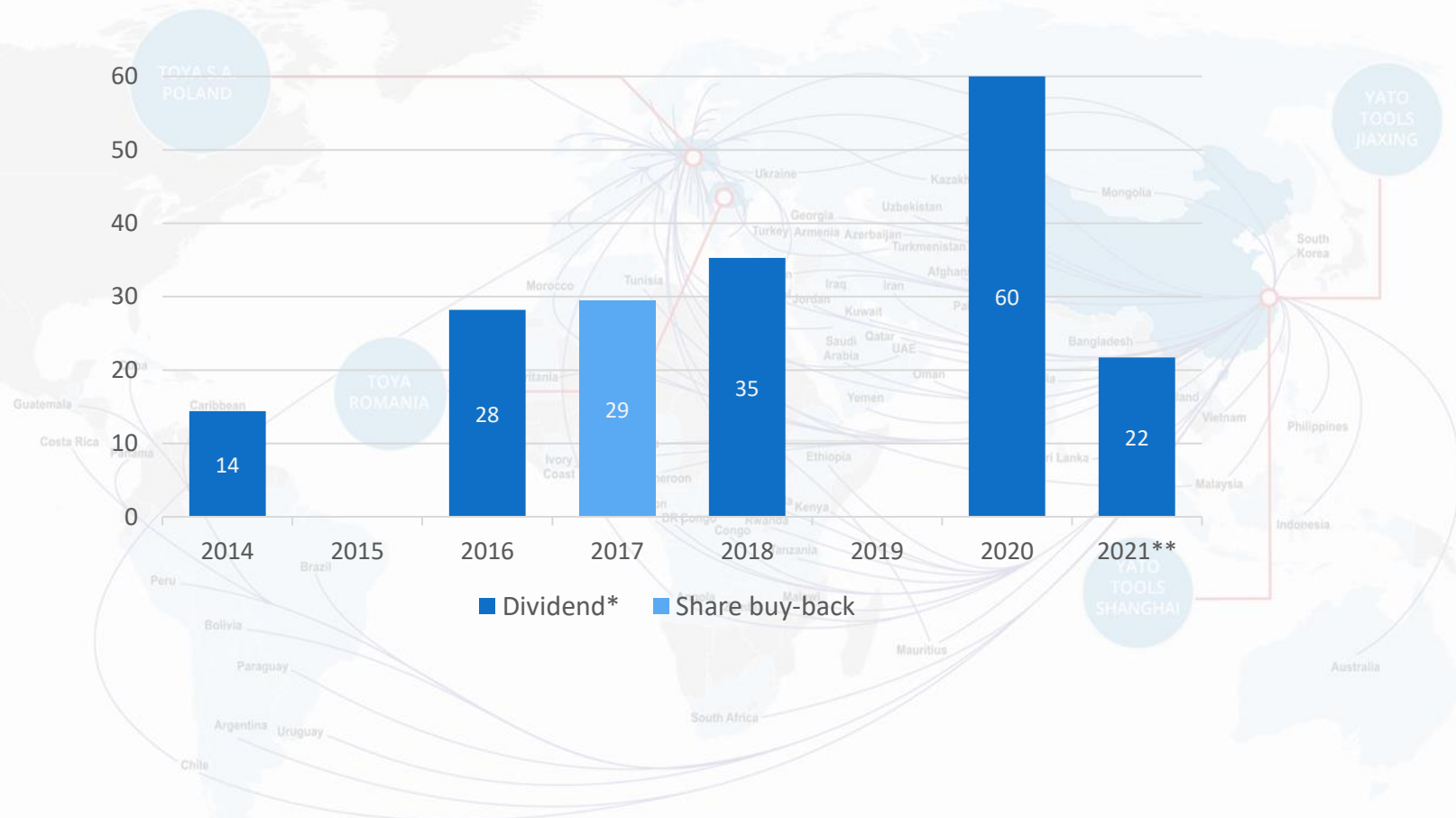
NET PROFIT

NET PROFIT (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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