



# TOYA

## CAPITAL GROUP

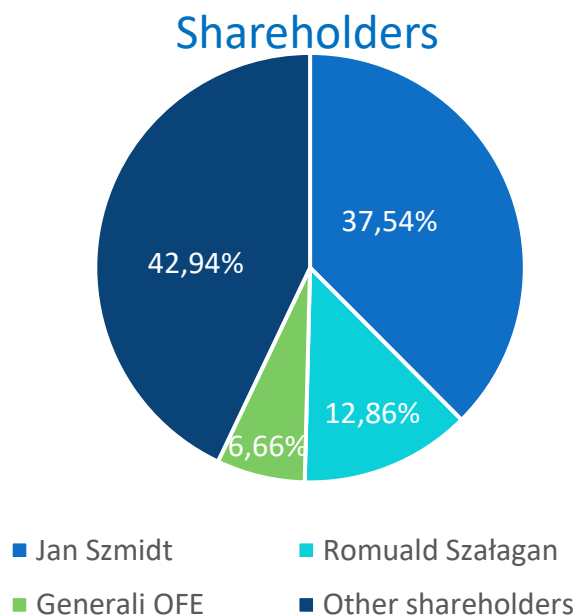
Corporate presentation - 3 quarter 2021



# 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*	667,88 m PLN
P/E ratio*	8,37
P/BV*	2,37

## SELECTED FINANCIAL DATA

Consolidated data PLN '000	Q3 2021	Q3 2020
Revenue from sales	511 998	384 963
Gross profit margin (%)	33,8%	35,6%
Net profit	60 703	45 805
	<b>30.09.2021</b>	<b>31.12.2020</b>
Equity	281 511	237 734
Net debt	41 400	28 330
Net debt/equity	0,1	0,1

(\*) Capitalization and market ratios calculated as at 30/09/2021.

## 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

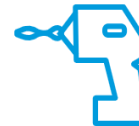
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**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**



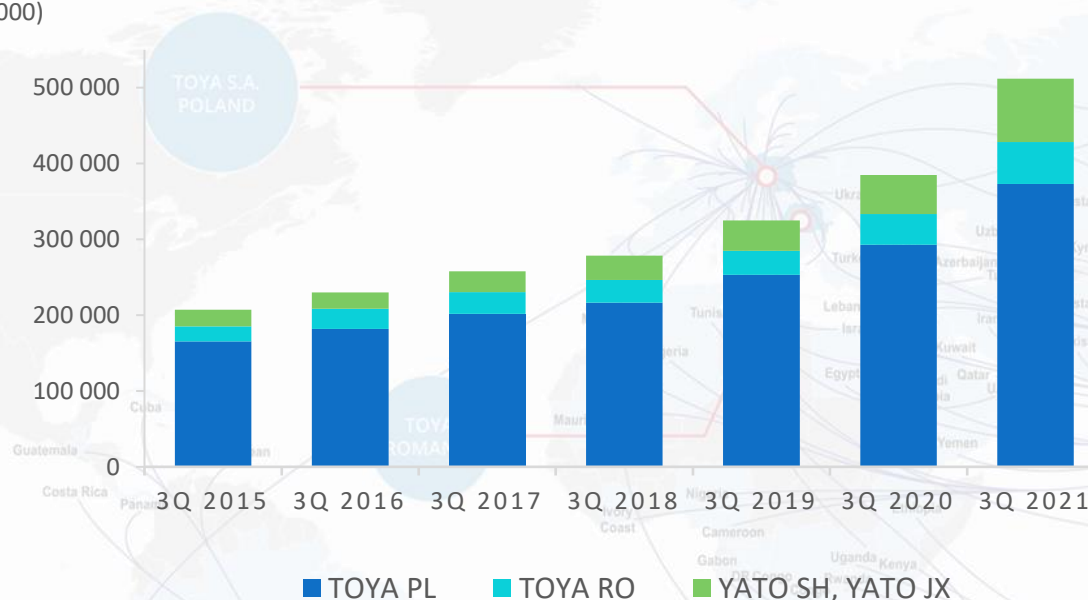
**478 employees**

# REVENUE FROM SALES - 3 QUARTER 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.

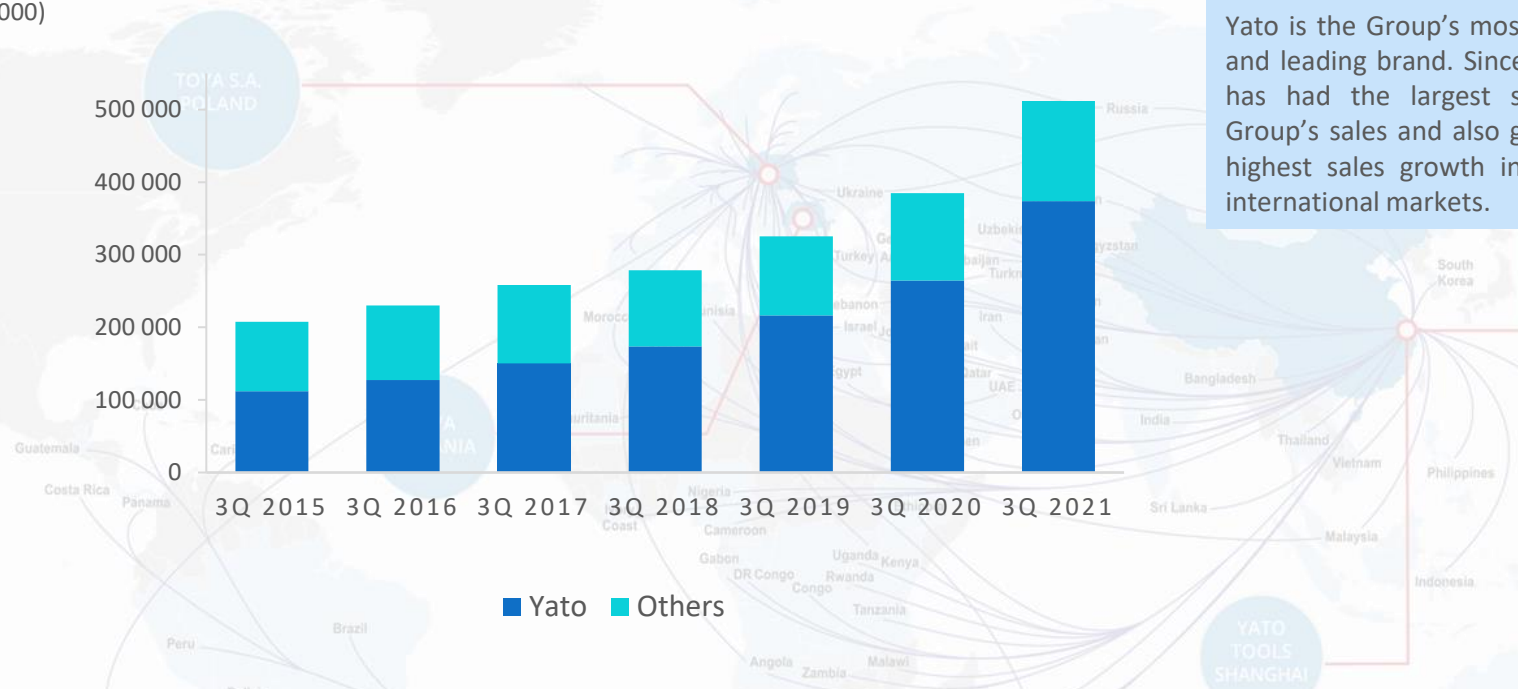
[ thous. PLN ]	3Q 2021	share	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	3Q 2017	CAGR (2021-2017)
<b>Consolidated revenue from sales of goods and materials</b>	<b>511 998</b>			<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		<b>258 070</b>	<b>19%</b>
TOYA PL	373 196	73%	27%	293 047	16%	253 146	17%	216 703	7%	201 657	17%
YATO SH and YATO JX	83 676	16%	62%	51 646	29%	40 158	26%	31 918	15%	27 659	32%
TOYA RO	55 126	11%	37%	40 271	26%	31 914	7%	29 824	4%	28 755	18%

# REVENUE FROM SALES - 3 QUARTER 2021

## TOYA CAPITAL GROUP

### BREAKDOWN BY BRANDS

(PLN'000)



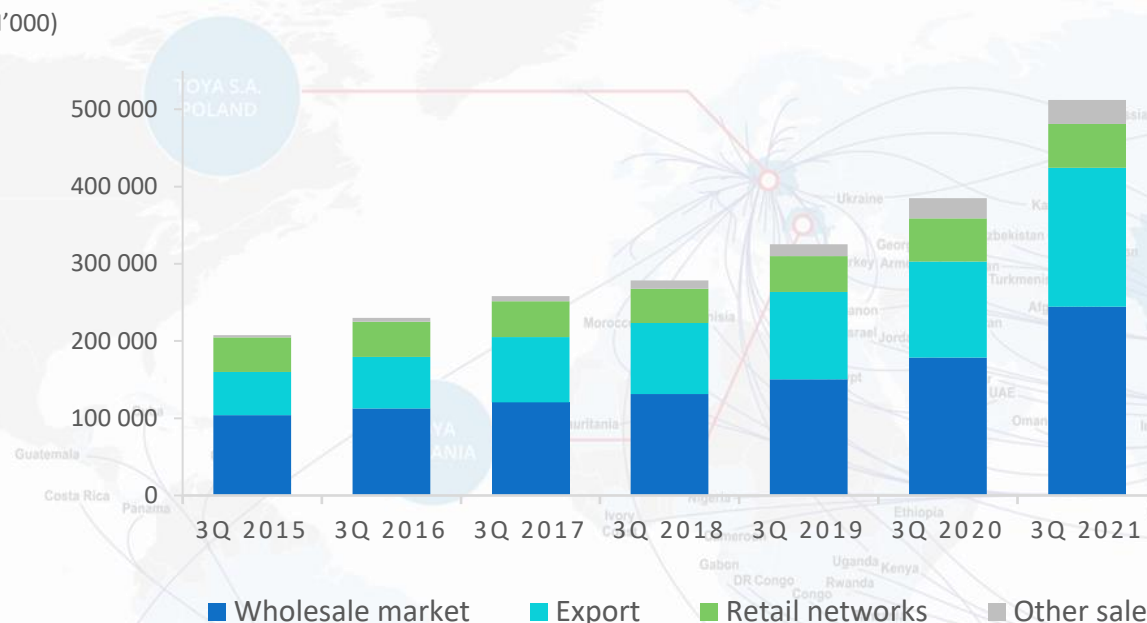
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YATO brand	373 776	73%	41%	264 304	22%	216 485	25%	173 530	15%	150 280	26%
Other brands	138 222	27%	15%	120 659	11%	108 734	4%	104 916	-3%	107 790	6%

# REVENUE FROM SALES - 3 QUARTER 2021

## TOYA CAPITAL GROUP

### BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)



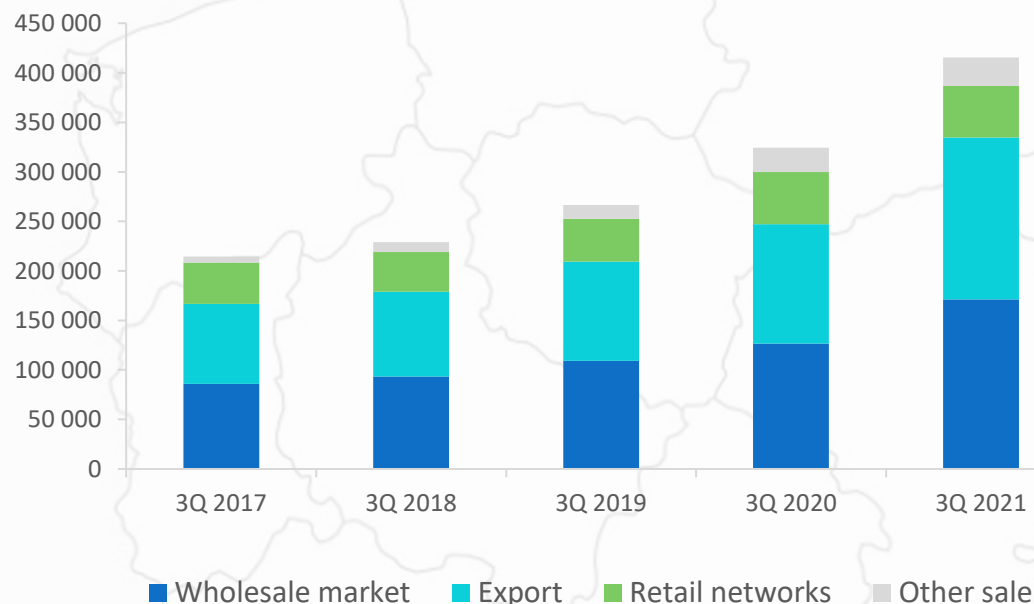
Strong sales growth across the wholesale market both in Poland and Romania. A further dynamic of the sales in export markets, mainly in the EU countries as well as in Asia and South America, where sales are generated mainly by Chinese companies - YATO SH and YATO JX.

[ thous. PLN ]	3Q 2021	share	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	3Q 2017	CAGR (2021-2017)
<b>Consolidated revenue from sales of goods and materials</b>	<b>511 998</b>			<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		<b>258 070</b>	<b>19%</b>
Wholesale market	244 393	48%	37%	178 796	19%	150 454	14%	131 575	9%	120 710	19%
Export	179 901	35%	45%	123 947	10%	113 118	23%	91 987	9%	84 515	21%
Retail networks	56 608	11%	1%	56 113	21%	46 267	4%	44 322	-4%	46 253	5%
Other sale	31 096	6%	19%	26 106	70%	15 379	46%	10 561	60%	6 592	47%

# REVENUE FROM SALES - 3 QUARTER 2021

## TOYA PL

(PLN'000)



In the 3rd quarter 2021, revenue from sales was higher by 28% 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.

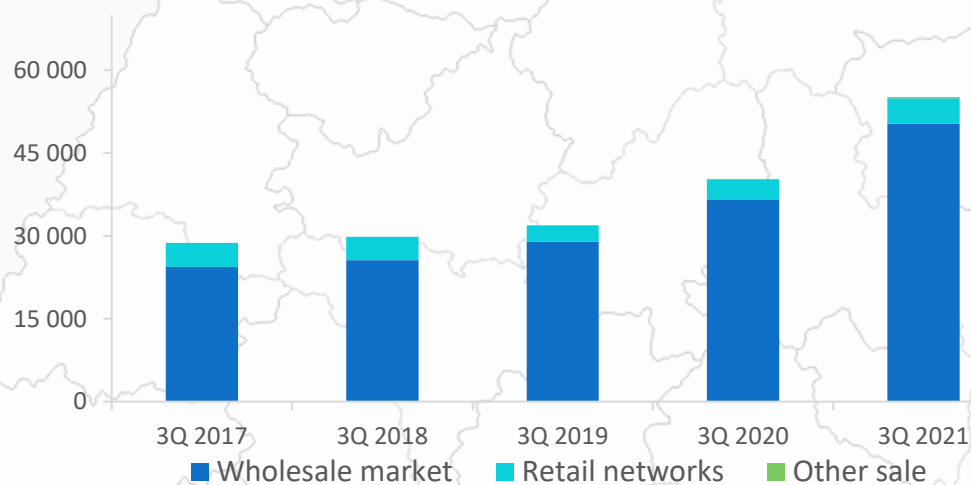
[ thous. PLN ]	3Q 2021	share	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	3Q 2017	CAGR (2021-2017)
<b>Revenue from sales of goods and materials TOYA PL</b>	<b>415 689</b>			<b>324 545</b>		<b>266 589</b>		<b>229 085</b>		<b>214 637</b>	<b>18%</b>
Wholesale market	171 199	41%	35%	126 685	16%	109 342	17%	93 366	9%	86 042	19%
Export	163 511	39%	36%	120 607	21%	99 969	17%	85 691	6%	80 596	19%
Retail networks	52 084	13%	-1%	52 509	21%	43 306	8%	40 138	-4%	41 895	6%
Other sale	28 895	7%	17%	24 744	77%	13 971	41%	9 890	62%	6 104	48%



# REVENUE FROM SALES – 3 QUARTER 2021

## TOYA ROMANIA

(PLN'000)

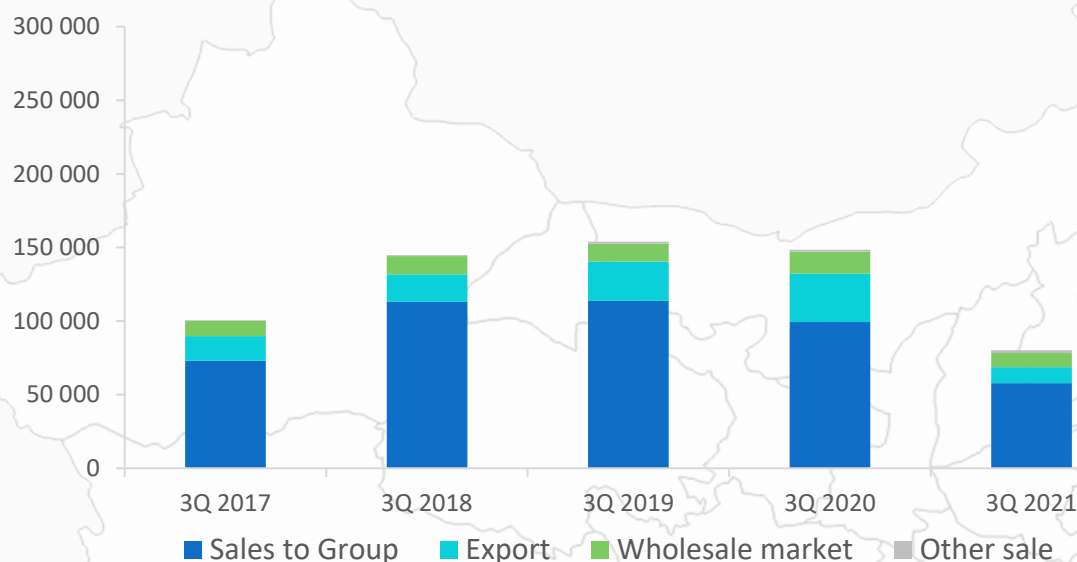


3rd quarter 2021 is a further dynamic increase in sales revenue of TOYA RO. Sales increased by 37% in the third quarter of 2021 compared to the third quarter of 2020. Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for customers among specialized retail stores and institutional customers.

[ thous. PLN ]	3Q 2021	share	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	3Q 2017	CAGR (2021-2017)
<b>Revenue from sales of goods and materials TOYA RO</b>	<b>55 126</b>			<b>40 271</b>		<b>31 914</b>		<b>29 824</b>		<b>28 755</b>	<b>18%</b>
Wholesale market	50 365	91%	37%	36 640	27%	28 953	13%	25 640	5%	24 397	20%
Retail networks	4 524	8%	26%	3 604	22%	2 961	-29%	4 184	-4%	4 358	1%
Other sale	237	0%	799%	26	-	0	-	0	-	0	-

## REVENUE FROM SALES – 3 QUARTER 2021 YATO TOOLS (SHANGHAI)

(PLN'000)

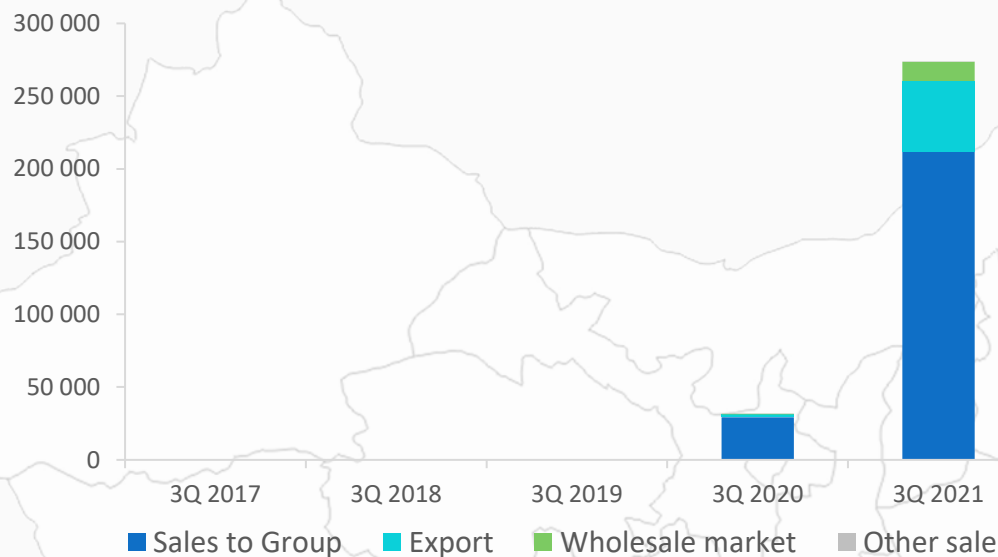


In the 3rd quarter 2021 YATO SH recorded 48% (y / y) decrease in sales to the Group as a result of moving a significant part of group operations to YATO JX. Such action was one of the elements of the restructuring of Chinese companies, which will allow to redefine the supply chain in a key market for the entire Group.

[ thous. PLN ]	3Q 2021	share	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	3Q 2017	CAGR (2021-2017)
<b>Revenue from sales of goods and materials YATO Tools SH</b>	<b>80 130</b>			<b>148 550</b>		<b>153 917</b>		<b>144 876</b>		<b>100 615</b>	<b>-6%</b>
Export to YATO Tools JX	48 060	60%	2477%	1 865	-	0	-	0	-	0	-
Export	10 699	13%	-67%	32 836	23%	26 593	42%	18 678	11%	16 900	-11%
Export to TOYA PL	9 853	12%	-90%	97 313	-11%	108 765	2%	106 744	53%	69 547	-39%
Wholesale market	9 573	12%	-37%	15 098	24%	12 158	-3%	12 569	22%	10 271	-2%
Other sale	1 944	2%	47%	1 321	-6%	1 407	110%	671	38%	488	41%
Export to TOYA RO	0	0%	-100%	117	-98%	4 994	-20%	6 214	82%	3 410	-100%

## REVENUE FROM SALES – 3 QUARTER 2021 YATO TOOLS (JIAXING)

(PLN'000)



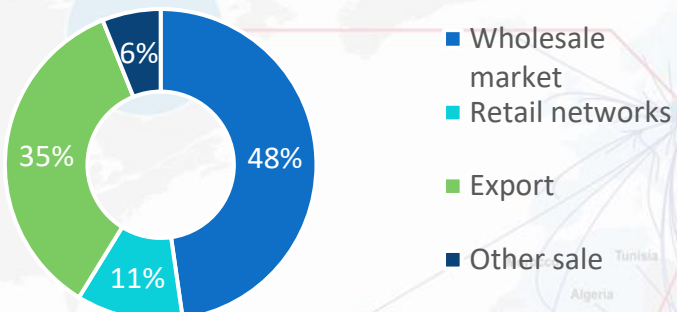
Yato Tools JX's was established in 2019. Company is under construction central, modern warehouse in China, which will make it possible the optimization of the supply chain in the Group.

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 ]	3Q 2021	share	change	3Q 2020	change
<b>Revenue from sales of goods and materials YATO Tools JX</b>	<b>273 668</b>			<b>31 558</b>	
Export to TOYA PL	194 707	71%	632%	26 609	-
Export	48 184	18%	2306%	2 002	-
Wholesale market	13 255	5%	3451%	373	-
Export to YATO Tools SH	10 522	4%	1260%	774	-
Export to TOYA RO	6 980	3%	291%	1 784	-
Other sale	20	0%	32%	15	-

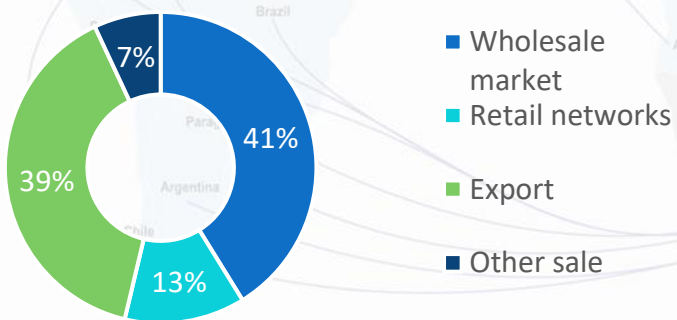
# OPERATING SEGMENTS - 3 QUARTER 2021

Revenue from sales  
TOYA CAPITAL GROUP



The wholesale distribution channel was the most important segment of TOYA Capital Group in 3rd quarter 2021. Export was also a significant segment in this time.

Revenue from sales  
TOYA PL

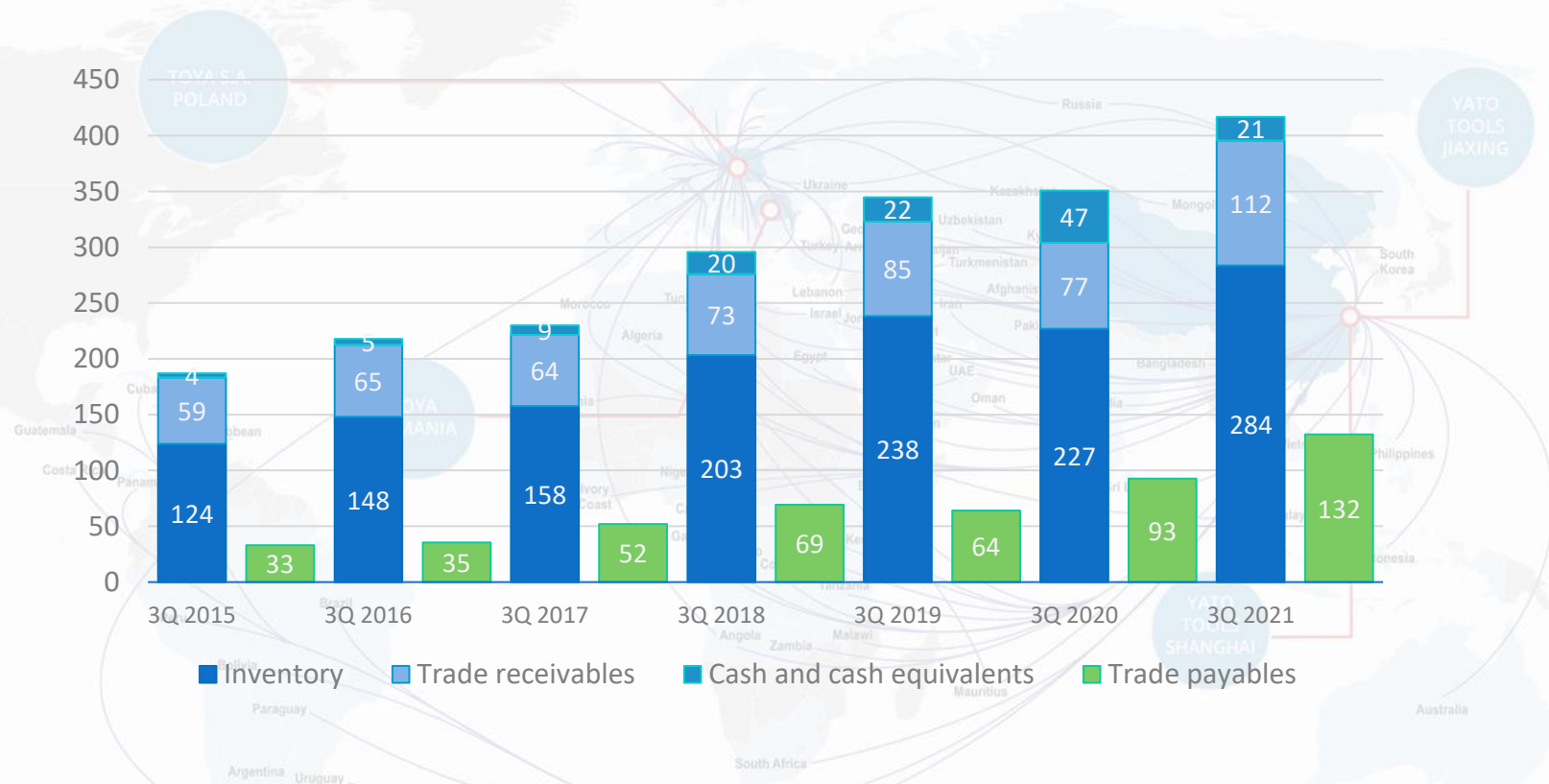


In the third quarter of 2021, sales in the wholesale and export segment achieved 80% share in the total sales of TOYA PL.

# NET WORKING CAPITAL– 3 QUARTER 2021

## TOYA CAPITAL GROUP

(mPLN)

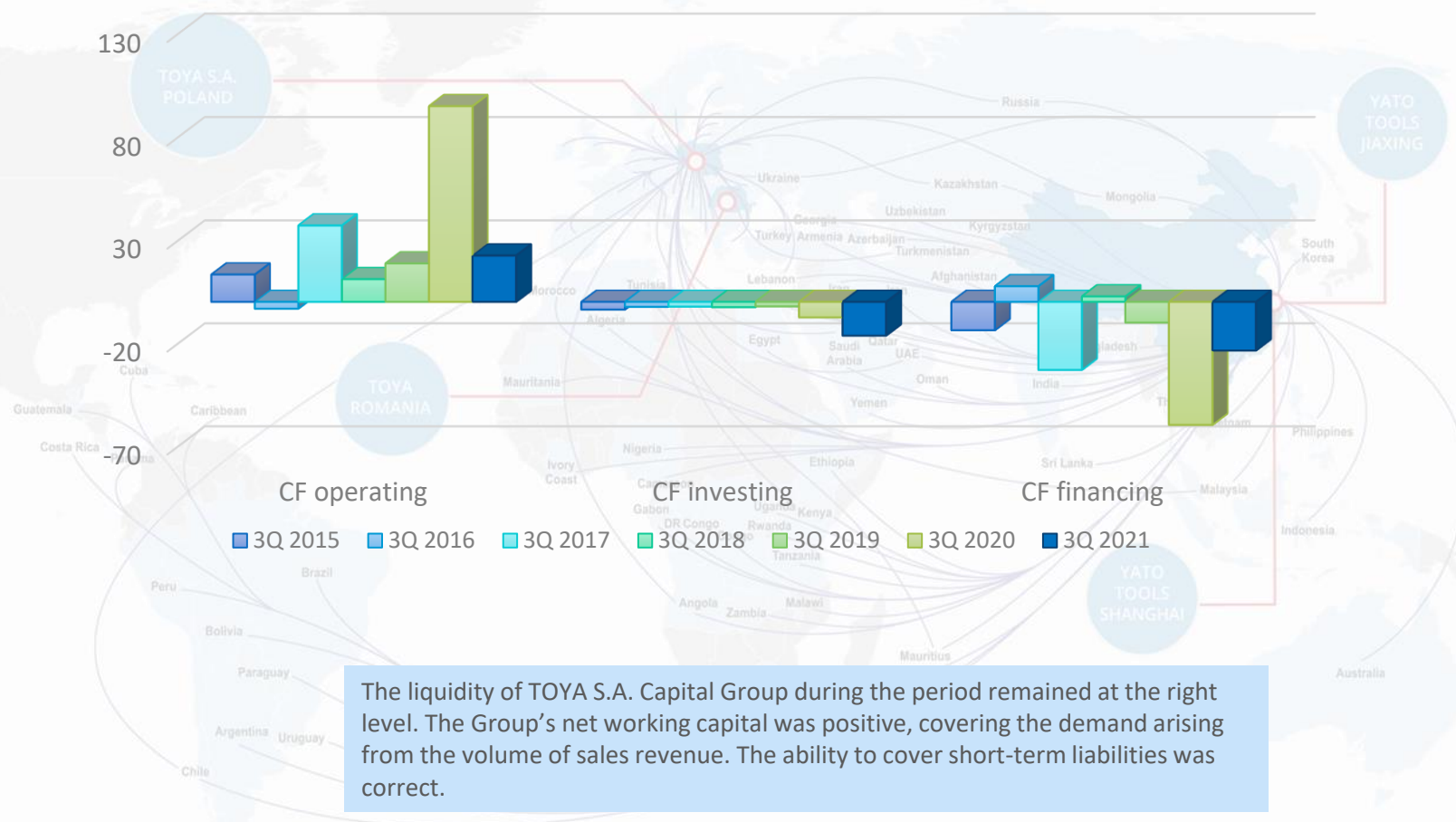


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

# CONSOLIDATED CASH FLOW STATEMENT – 3 QUARTER 2021

## TOYA CAPITAL GROUP

(mPLN)

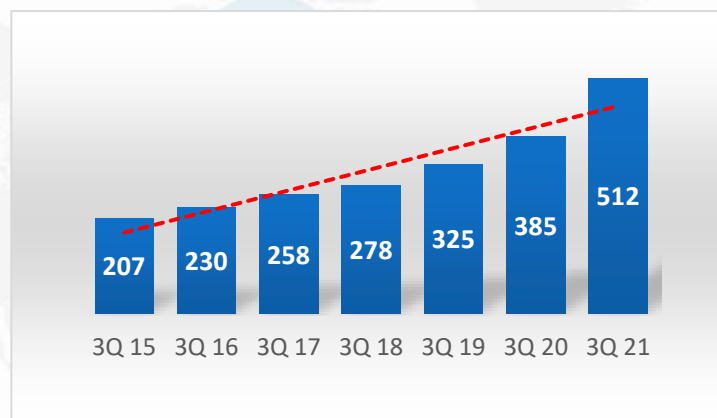


# KEY FINANCIAL DATA - 3 QUARTER YTD 2021

## TOYA CAPITAL GROUP

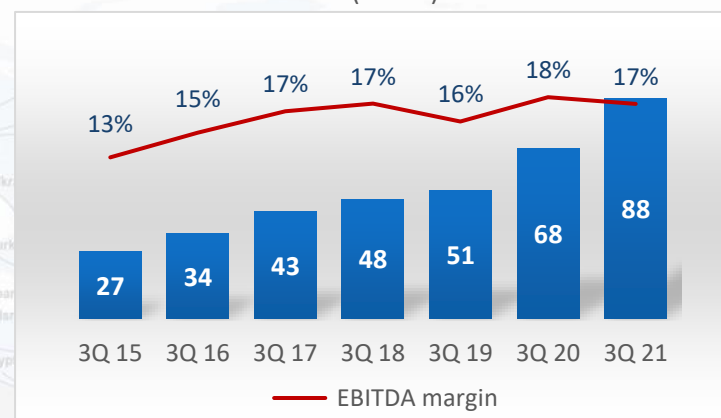
### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



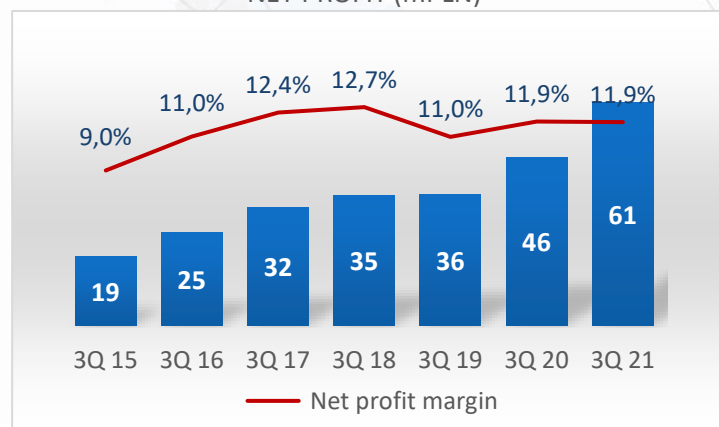
### DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



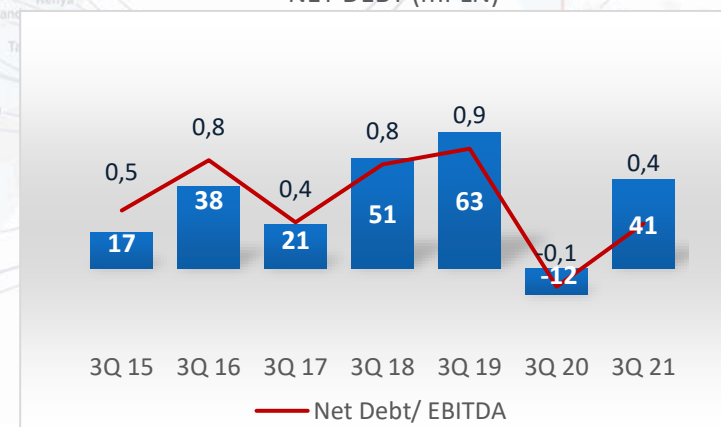
### NET PROFIT- DYNAMIC GROWTH

NET PROFIT (mPLN)



### SLIGHT NET DEBT

NET DEBT (mPLN)

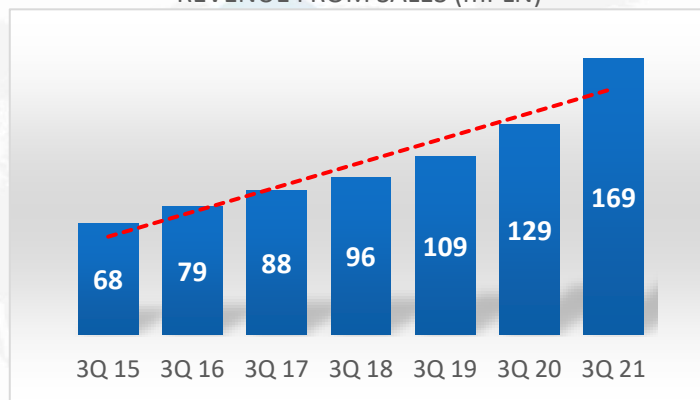


# KEY FINANCIAL DATA - 3 QUARTER 2021

## TOYA CAPITAL GROUP

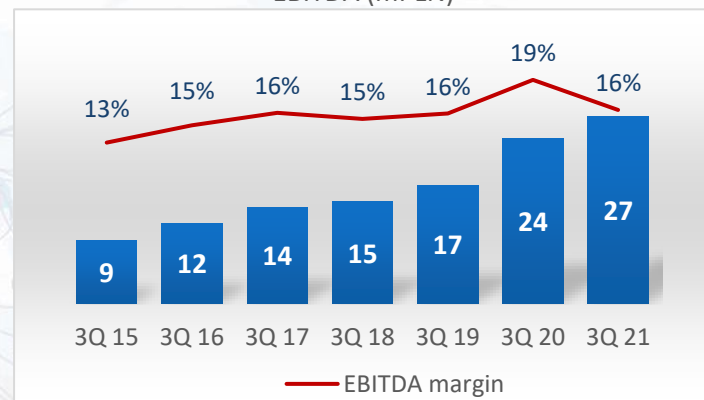
### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



### DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



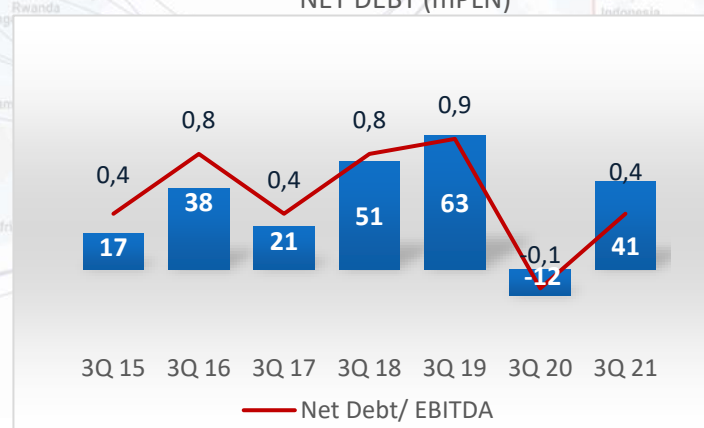
### NET PROFIT- DYNAMIC GROWTH

NET PROFIT (mPLN)



### SLIGHT NET DEBT

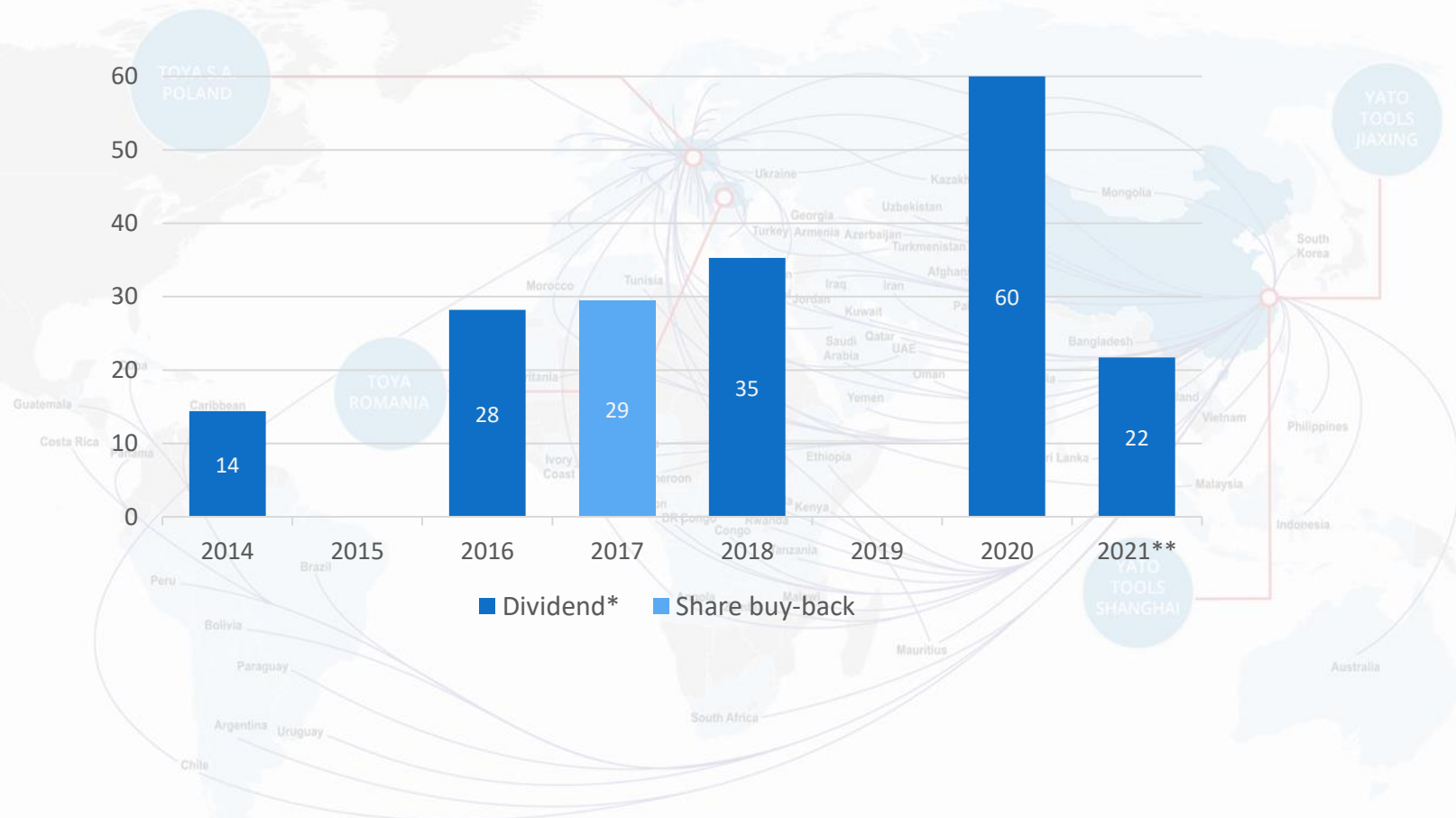
NET DEBT (mPLN)





# 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



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