



# TOYA

## CAPITAL GROUP

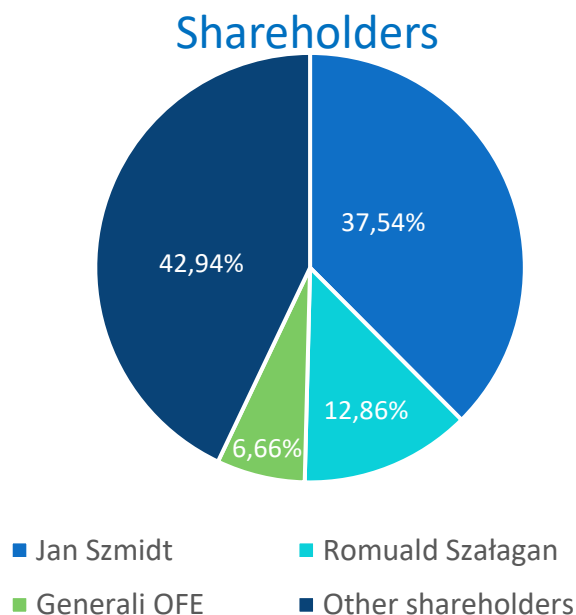
Corporate presentation- 3 quarter 2022



# 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*	354,2 m PLN
P/E ratio*	5,15
P/BV*	0,97

## SELECTED FINANCIAL DATA

Consolidated data PLN '000	Q3 2022	Q3 2021
Revenue from sales	547 786	511 998
Gross profit margin (%)	32,8%	33,8%
Net profit	52 084	60 703
	<b>30.09.2022</b>	<b>31.12.2021</b>
Equity	365 381	300 678
Net debt	138 016	85 682
Net debt/equity	0,4	0,3

(\*) Capitalization and market ratios calculated as at 30/09/2022.

## 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

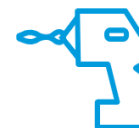
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**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**



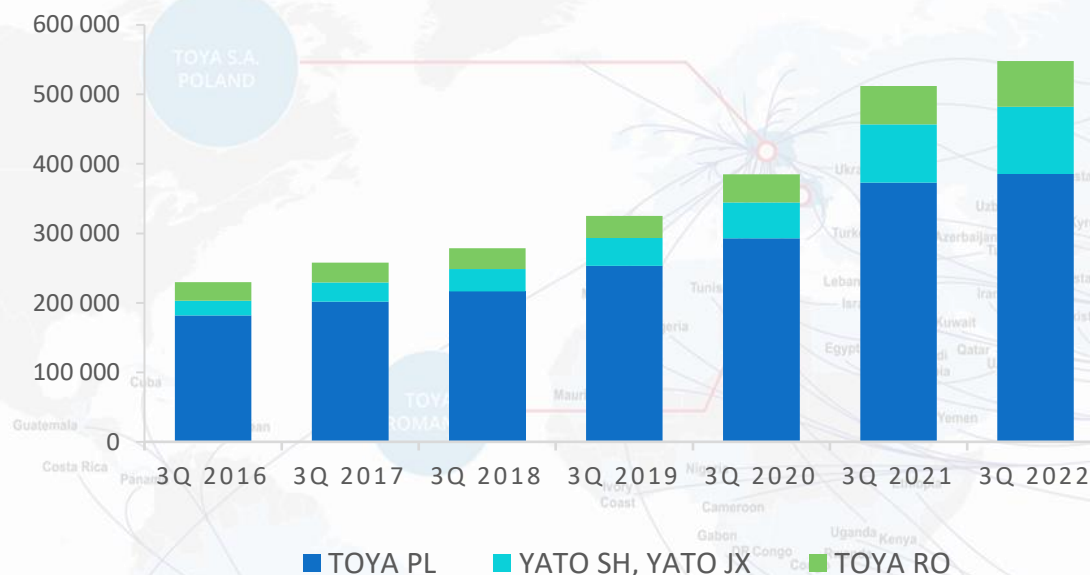
**531 employees**

# REVENUE FROM SALES – 3rd QUARTER 2022

## 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 high sales growth dynamics (15% yoy).  
TOYA RO continued the positive trend and achieved 19% growth yoy.

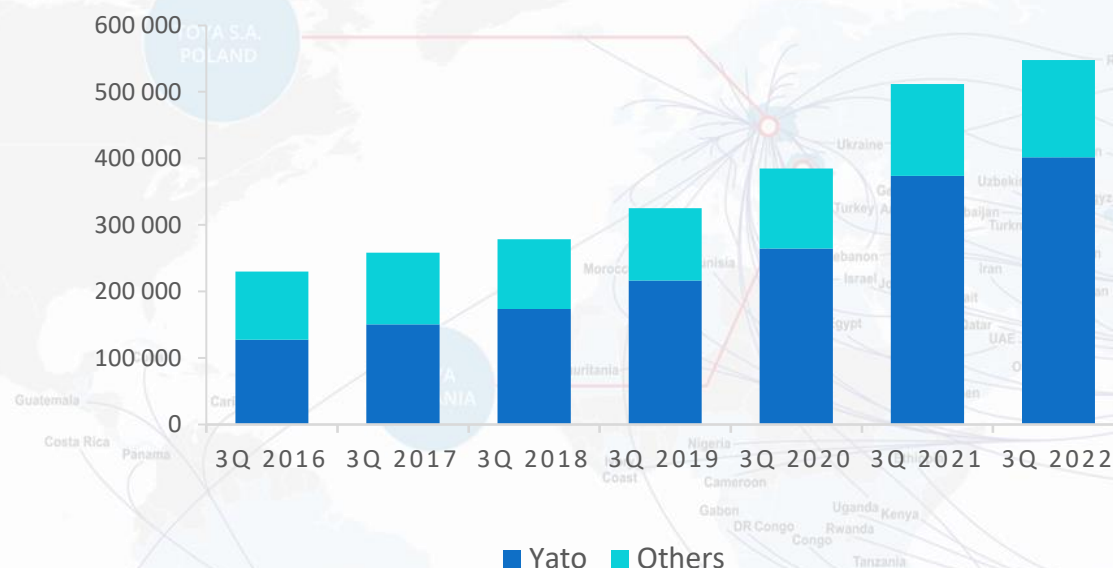
[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>547 786</b>			<b>511 998</b>		<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		<b>18%</b>
<b>Division according to the country</b>	<b>547 786</b>			<b>511 998</b>		<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		
TOYA PL	385 539	70%	3%	373 196	27%	293 047	16%	253 146	17%	216 703	7%	15%
YATO SH and YATO JX	96 530	18%	15%	83 676	62%	51 646	29%	40 158	26%	31 918	15%	32%
TOYA RO	65 717	12%	19%	55 126	37%	40 271	26%	31 914	7%	29 824	4%	22%

# REVENUE FROM SALES - 3rd QUARTER 2022

## TOYA CAPITAL GROUP

### BREAKDOWN BY BRANDS

(PLN'000)



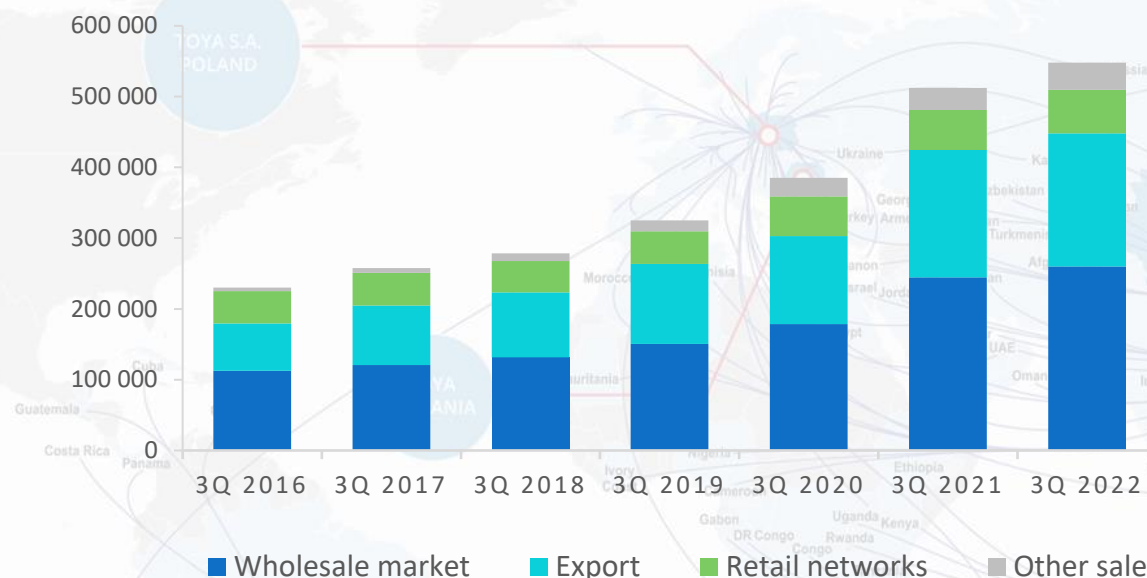
[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>547 786</b>			<b>511 998</b>		<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		<b>18%</b>
YATO brand	401 604	73%	7%	373 776	41%	264 304	22%	216 485	25%	173 530	15%	23%
Other brands	146 182	27%	6%	138 222	15%	120 659	11%	108 734	4%	104 916	-3%	9%

# REVENUE FROM SALES – 3rd QUARTER 2022

## TOYA CAPITAL GROUP

### BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)

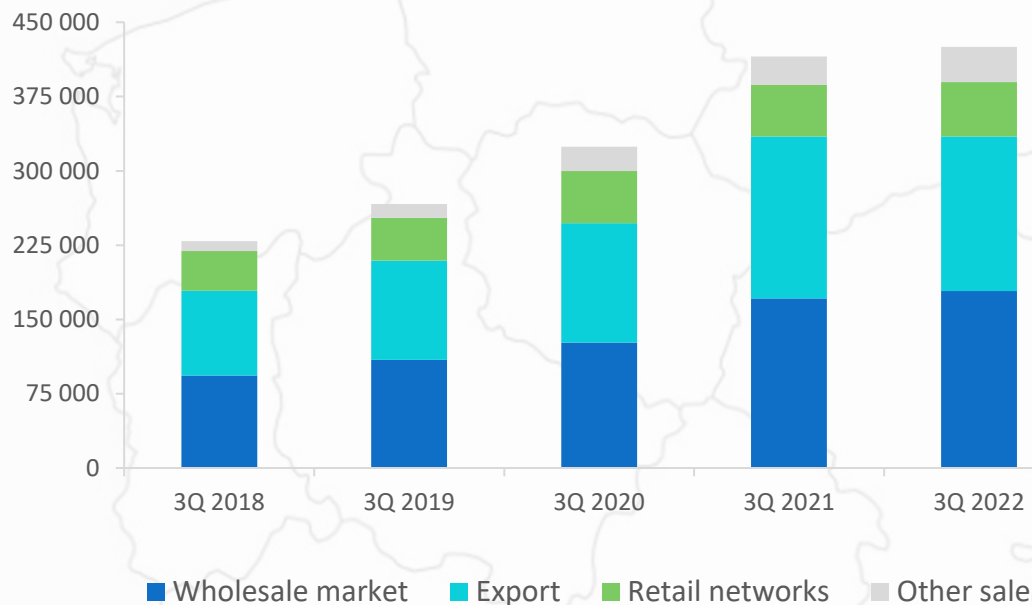


[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>547 786</b>			<b>511 998</b>		<b>384 963</b>		<b>325 219</b>		<b>278 445</b>		<b>18%</b>
Wholesale market	259 865	47,44%	6%	244 393	37%	178 796	19%	150 454	14%	131 575	9%	19%
Export	188 289	34,37%	5%	179 901	45%	123 947	10%	113 118	23%	91 987	9%	20%
Retail networks	61 151	11,16%	8%	56 608	1%	56 113	21%	46 267	4%	44 322	-4%	8%
Other sale	38 481	7,02%	24%	31 096	19%	26 106	70%	15 379	46%	10 561	60%	38%

## REVENUE FROM SALES – 3rd QUARTER 2022

### TOYA PL

(PLN'000)



In the 3rd quarter of 2022, sales revenues increased by 2,3% compared to the same period in 2021. A strong increase in sales was recorded in the retail channel, mainly through sales via Allegro. The level of export sales was influenced by the war in Ukraine and its economic consequences (sales to Russia, Belarus, Ukraine).

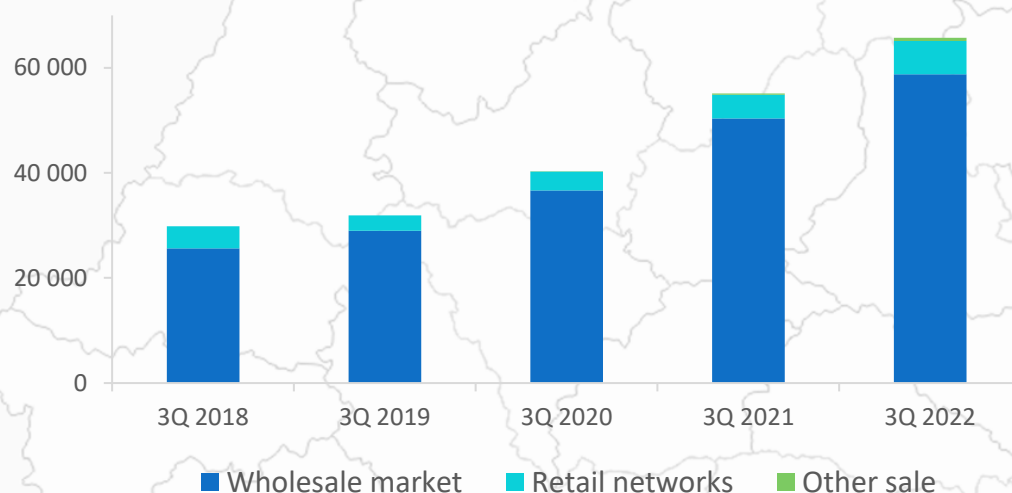
[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials TOYA PL</b>	<b>425 168</b>			<b>415 689</b>		<b>324 545</b>		<b>266 589</b>		<b>229 085</b>		<b>17%</b>
Wholesale market	178 607	42%	4%	171 199	35%	126 685	16%	109 342	17%	93 366	9%	<b>18%</b>
Export	156 266	37%	-4%	163 511	36%	120 607	21%	99 969	17%	85 691	6%	<b>16%</b>
Retail networks	54 789	13%	5%	52 084	-1%	52 509	21%	43 306	8%	40 138	-4%	<b>8%</b>
Other sale	35 506	8%	23%	28 895	17%	24 744	77%	13 971	41%	9 890	62%	<b>38%</b>



## REVENUE FROM SALES – 3rd QUARTER 2022

### TOYA ROMANIA

(PLN'000)

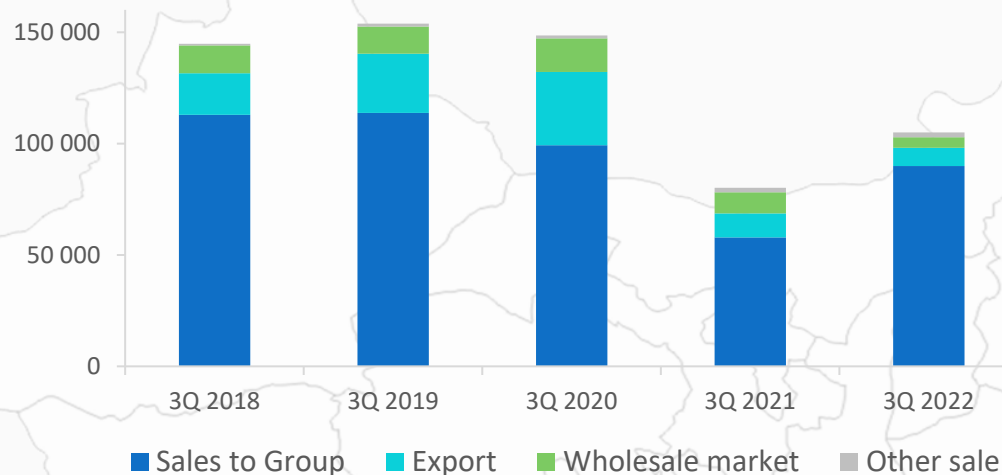


3rd quarter of 2022 is a further dynamic increase in sales revenue of TOYA RO. Sales increased by 19% compared to the third quarter of 2021. Sales in the retail channel are growing dynamically and recorded an almost threefold increase. The company intends to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for the customers among specialized retail stores and institutional customers.

[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials TOYA RO</b>	<b>65 717</b>			<b>55 126</b>		<b>40 271</b>		<b>31 914</b>		<b>29 824</b>		<b>22%</b>
Wholesale market	58 735	89%	17%	50 365	37%	36 640	27%	28 953	13%	25 640	5%	<b>23%</b>
Retail networks	6 361	10%	41%	4 524	26%	3 604	22%	2 961	-29%	4 184	-4%	<b>11%</b>
Other sale	620	1%	162%	236	796%	26	-	0	-	0	-	<b>0%</b>

## REVENUE FROM SALES – 3rd QUARTER 2022 YATO TOOLS (SHANGHAI)

(PLN'000)

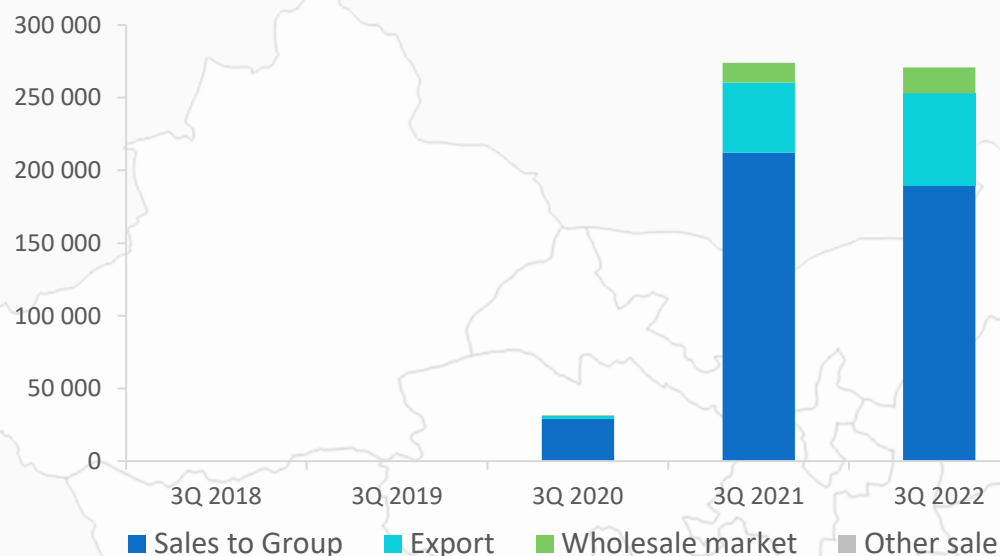


In the 3rd quarter of 2022, YATO SH recorded a 38% (yoy) increase in sales to YATO JX, as a significant part of sales outside the group was shifted to YATO JX. Such action is one of the elements of the reorganization of Chinese companies, which will allow to redefine the supply chain on the key market for the entire Group.

[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials YATO Tools SH</b>	<b>105 024</b>			<b>80 130</b>		<b>148 550</b>		<b>153 917</b>		<b>144 876</b>		<b>-8%</b>
Sale to YATO Tools JX	66 399	63%	38%	48 060	-	1 865	-	0	-	0	-	<b>0%</b>
Export to TOYA PL	23 552	22%	139%	9 853	-90%	97 313	-11%	108 765	2%	106 744	53%	<b>-31%</b>
Wholesale market	4 821	5%	-50%	9 573	-37%	15 098	24%	12 158	-3%	12 569	22%	<b>-21%</b>
Export	8 124	8%	-24%	10 699	-67%	32 836	23%	26 593	42%	18 678	11%	<b>-19%</b>
Other sale	2 128	2%	9%	1 944	47%	1 321	-6%	1 407	110%	671	38%	<b>33%</b>
Export to TOYA RO	0	0%	-	0	-	117	-98%	4 994	-20%	6 214	82%	<b>-100%</b>

## REVENUE FROM SALES – 3rd QUARTER 2022 YATO TOOLS (JIAXING)

(PLN'000)

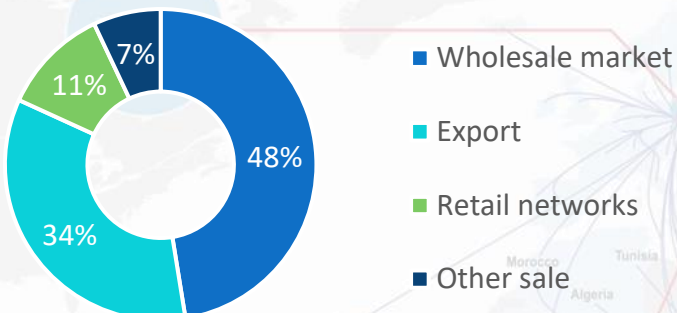


Yato Tools JX's was established in 2019. Company is building a central, modern warehouse in China, which will enable the Group's supply chain to be optimized. The warehouse was opened in July 2022 and is currently being equipped with modern automation and the necessary infrastructure. As a result of 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 (mainly in Asia and Africa).

[ thous. PLN ]	3Q 2022	share	change	3Q 2021	change	3Q 2020	change	3Q 2019	change	3Q 2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials YATO Tools JX</b>	<b>270 808</b>			<b>273 668</b>		<b>31 558</b>		<b>0</b>		<b>0</b>		<b>0%</b>
Export to TOYA PL	164 961	61%	-15%	194 707	-	26 609	-	0	-	0	-	<b>0%</b>
Export	63 528	23%	32%	48 184	-	2 002	-	0	-	0	-	<b>0%</b>
Wholesale market	17 701	7%	34%	13 255	-	373	-	0	-	0	-	<b>0%</b>
Sale to YATO Tools SH	12 195	5%	16%	10 522	-	774	-	0	-	0	-	<b>0%</b>
Export to TOYA RO	12 195	5%	75%	6 980	-	1 784	-	0	-	0	-	<b>0%</b>
Other sale	227	0%	1047%	20	32%	15	-	0	-	0	-	<b>0%</b>

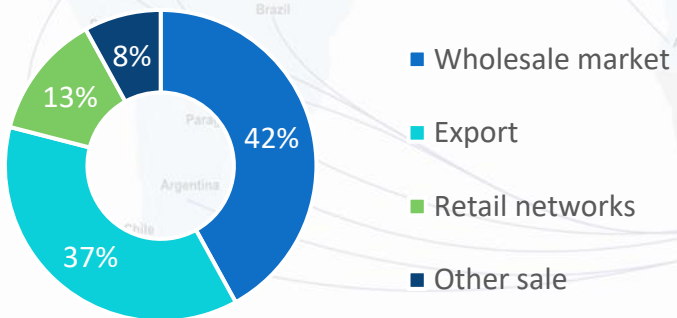
# OPERATING SEGMENTS – 3rd QUARTER 2022

Sales revenue  
TOYA CAPITAL GROUP



The largest part of Group sales was realized through the wholesale channel. Export is also an important segment.

Sales revenue  
TOYA PL

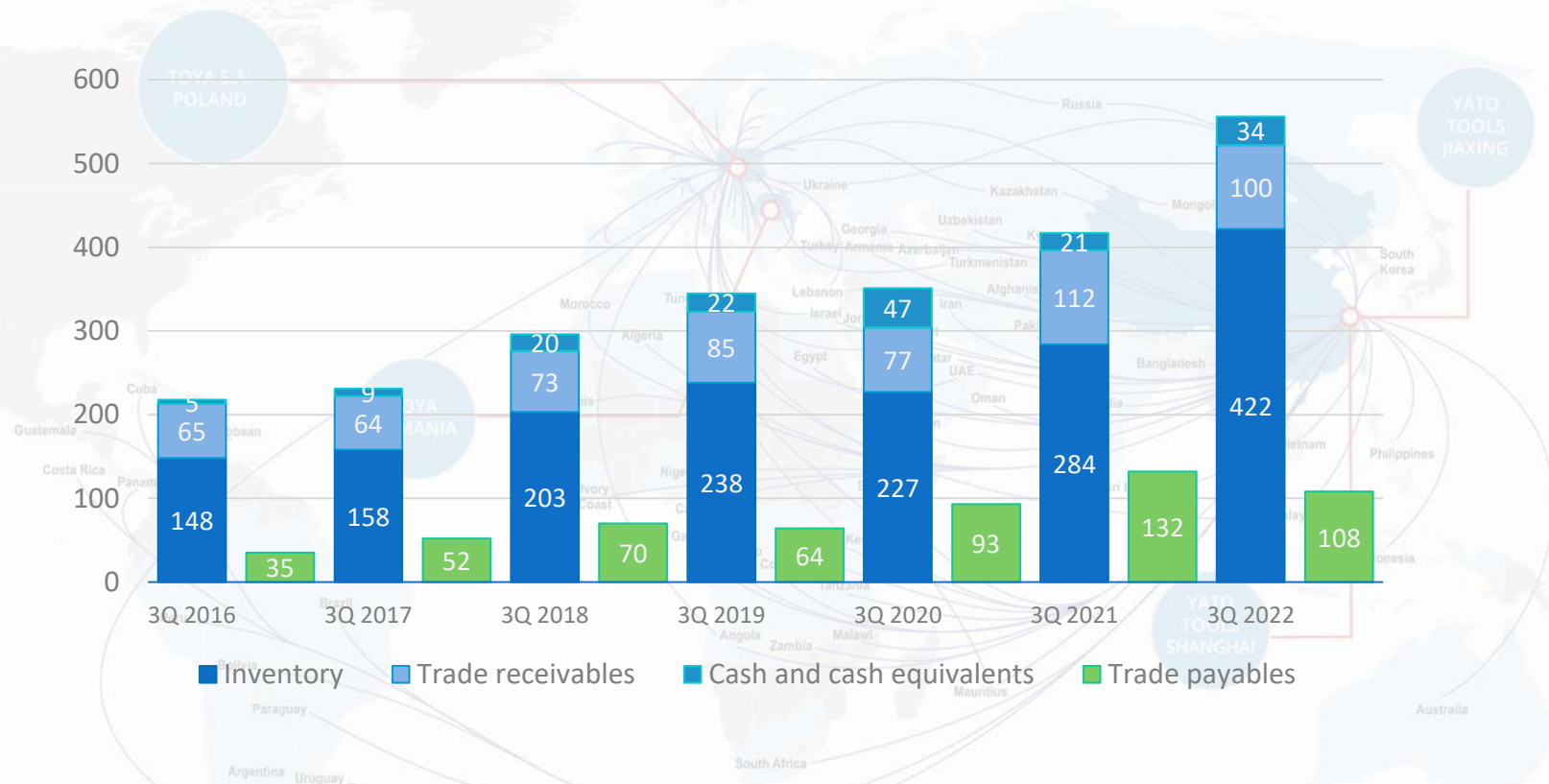


Nominal growth and share increase of the retail segment in total TOYA PL sales. (from 6% to 8% yoy)

# NET WORKING CAPITAL– 3rd QUARTER 2022

## TOYA CAPITAL GROUP

(mPLN)

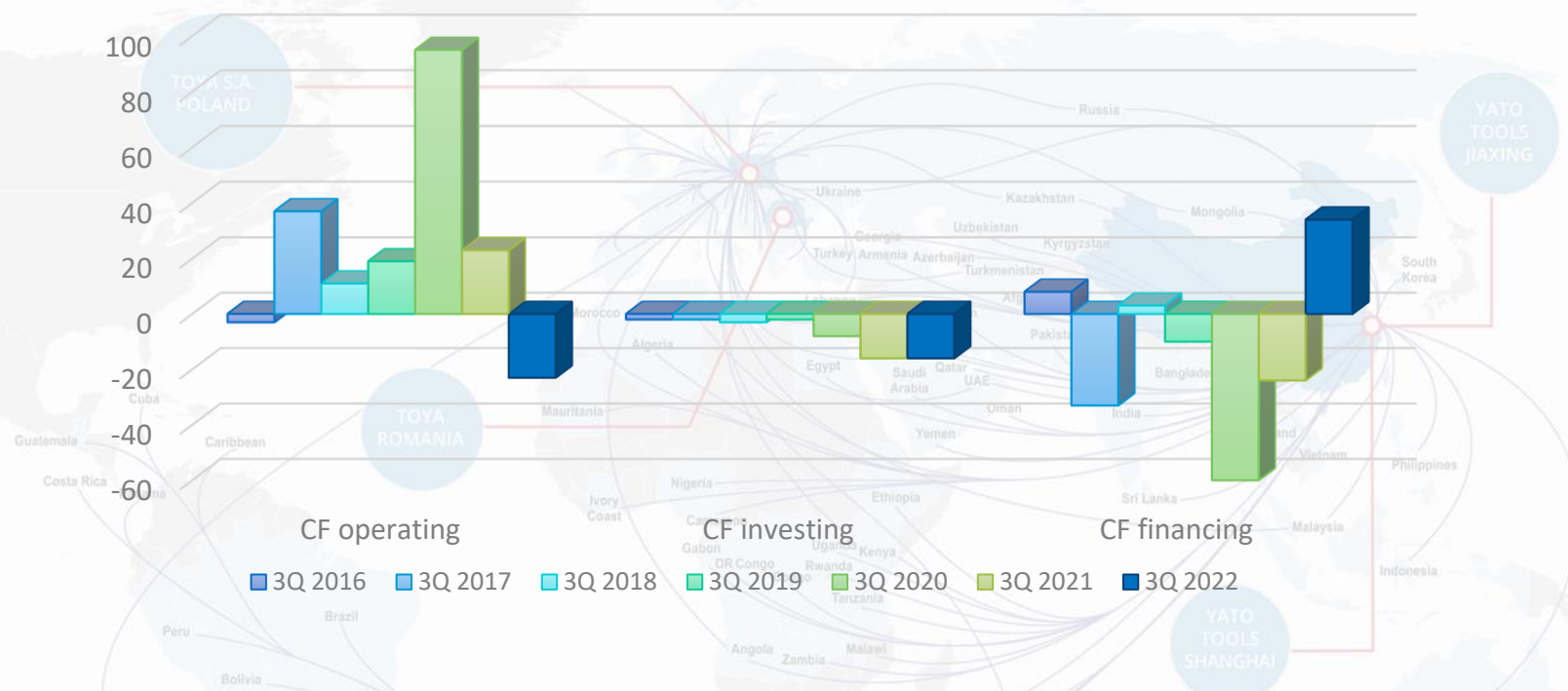


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

# CONSOLIDATED CASH FLOW STATEMENT – 3rd QUARTER 2022

## TOYA CAPITAL GROUP

(mPLN)



The negative cash flow from operating activities was mainly due to an increase in inventories.

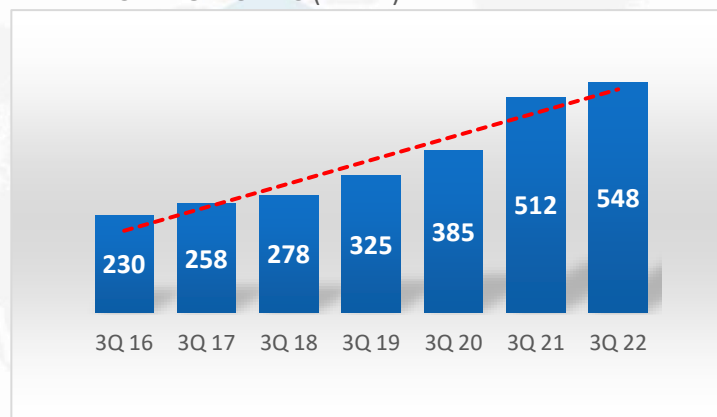
The liquidity of TOYA S.A. Capital Group during the period remained at the right level. The Group's net working capital was positive, covering the demand arising from the volume of sales revenue. The ability to cover short-term liabilities was correct.

# KEY FINANCIAL DATA – 3rd QUARTER YTD 2022

## TOYA CAPITAL GROUP

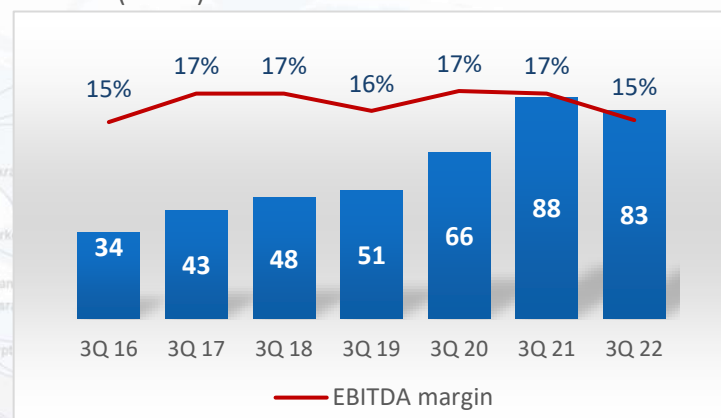
### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



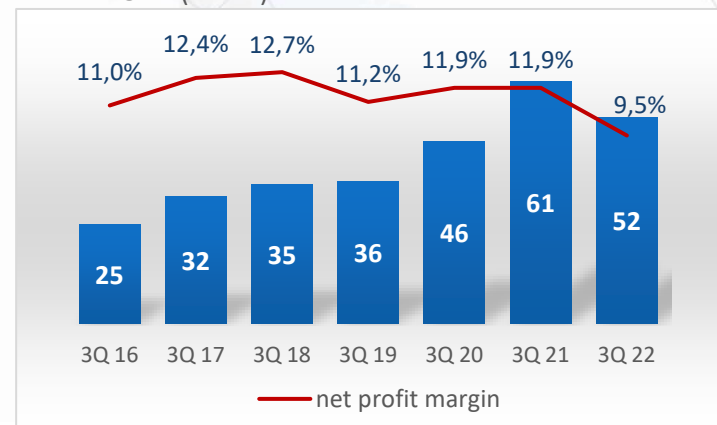
### DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



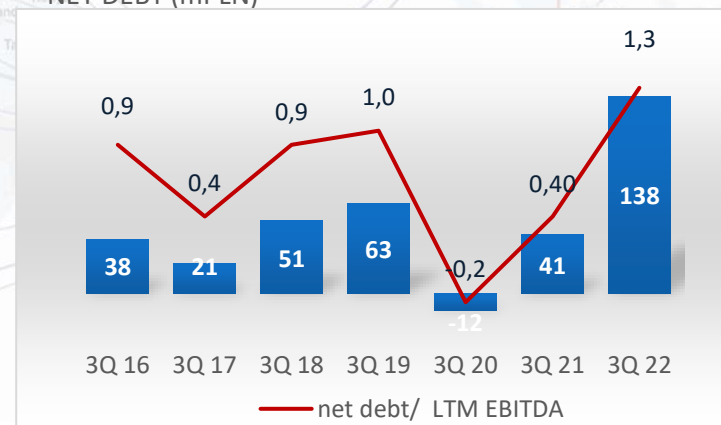
### NET PROFIT – STABLE LEVEL

NET PROFIT (mPLN)



### SLIGHT NET DEBT

NET DEBT (mPLN)

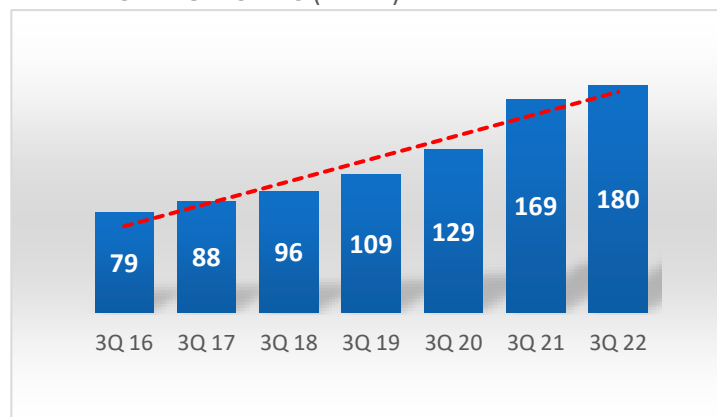


## KEY FINANCIAL DATA – 3rd QUARTER 2022

### TOYA CAPITAL GROUP

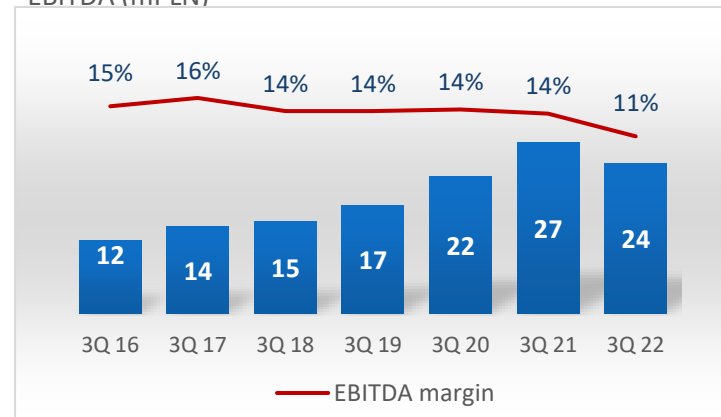
#### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



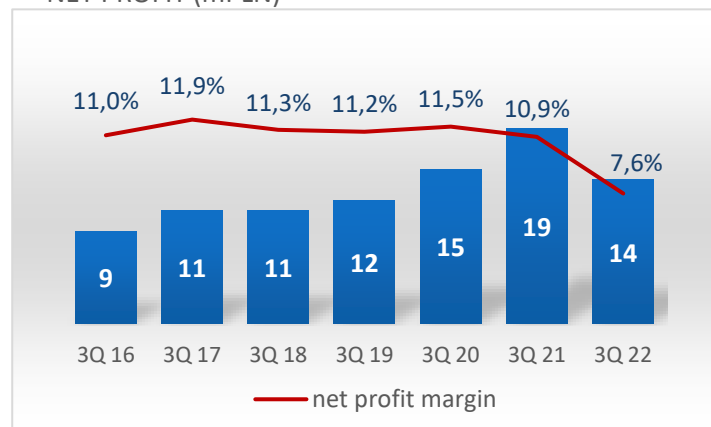
#### EBITDA

EBITDA (mPLN)



#### NET PROFIT– STABLE LEVEL

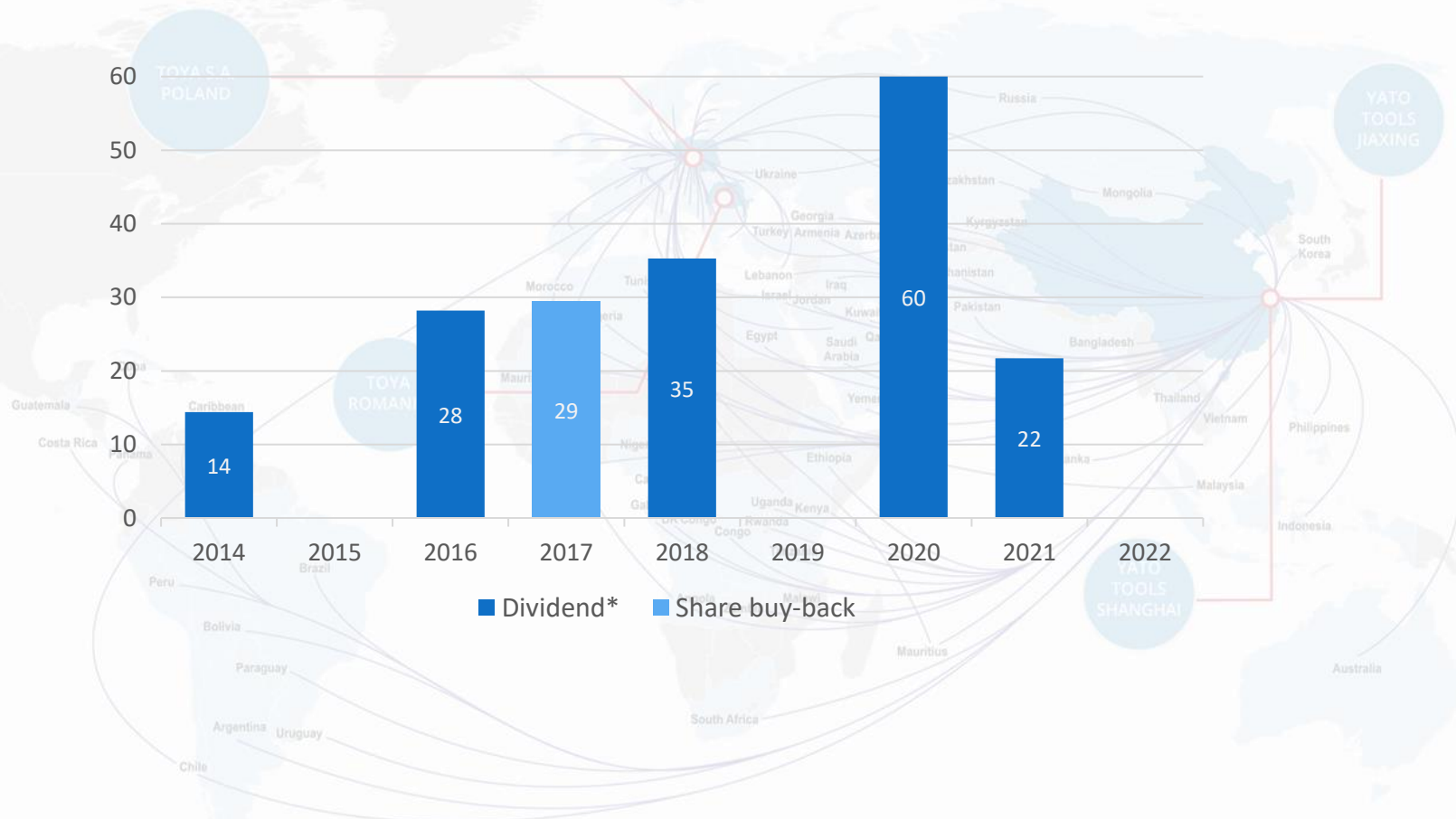
NET PROFIT (mPLN)





# PROFIT DISTRIBUTION TO SHAREHOLDERS TOYA CAPITAL GROUP

(mPLN)



(\*) year of dividend payment

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### DEFINITIONS

**EBITDA** – Profit on operating activities+ depreciation,

**LTM EBITDA** – Last twelve months EBIDTA,

**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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