



TOYA

CAPITAL GROUP

Corporate presentation – 1 quarter 2022



SUMMARY

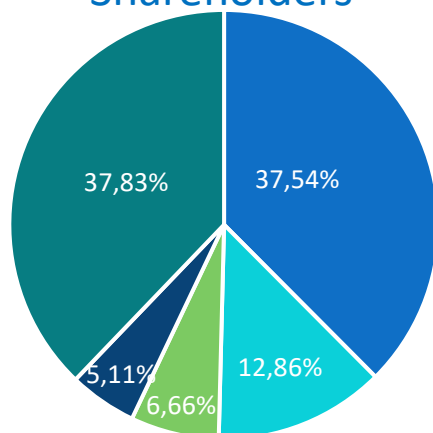
COMPANY PROFILE

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*	514,04 m PLN
P/E ratio*	6,50
P/BV*	1,58

Shareholders



- Jan Szmids
- Romuald Szałagan
- Generali OFE
- Norges Bank
- Other shareholders

SELECTED FINANCIAL DATA

Consolidated data PLN '000	Q1 2022	Q1 2021
Revenue from sales	188 389	165 594
Gross profit margin (%)	33,1%	33,5%
Net profit	20 948	19 228
	31.03.2022	31.12.2021
Equity	325 589	300 678
Net debt	109 367	85 682
Net debt/equity	0,3	0,3

(*) Capitalization and market ratios calculated as at 31/03/2022.

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 (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**



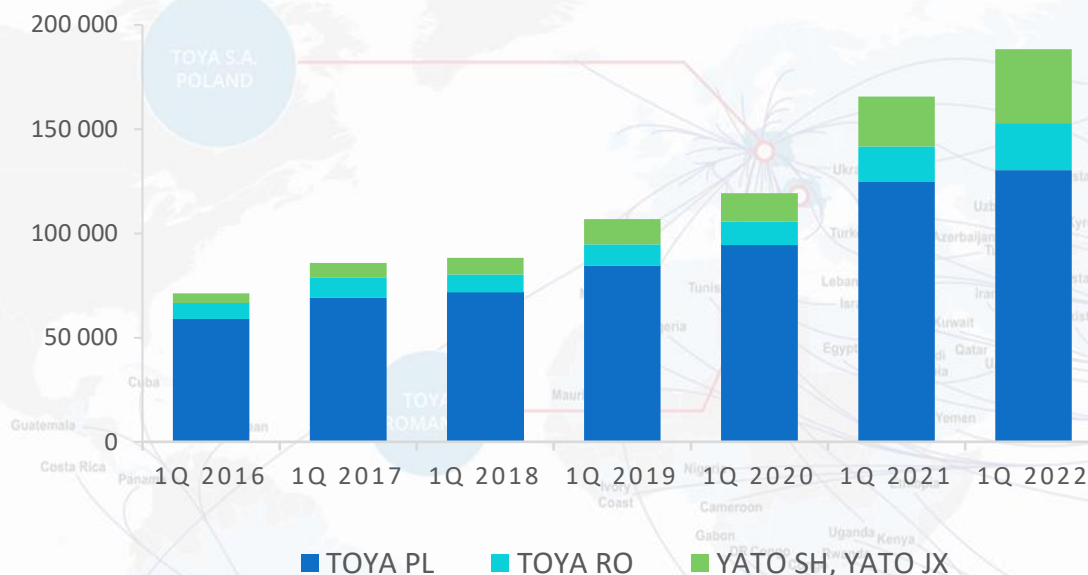
505 employees

REVENUE FROM SALES – 1 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 highest growth sales dynamics (48% y/y).
TOYA RO continued the positive trend and achieved the highest sales ever.

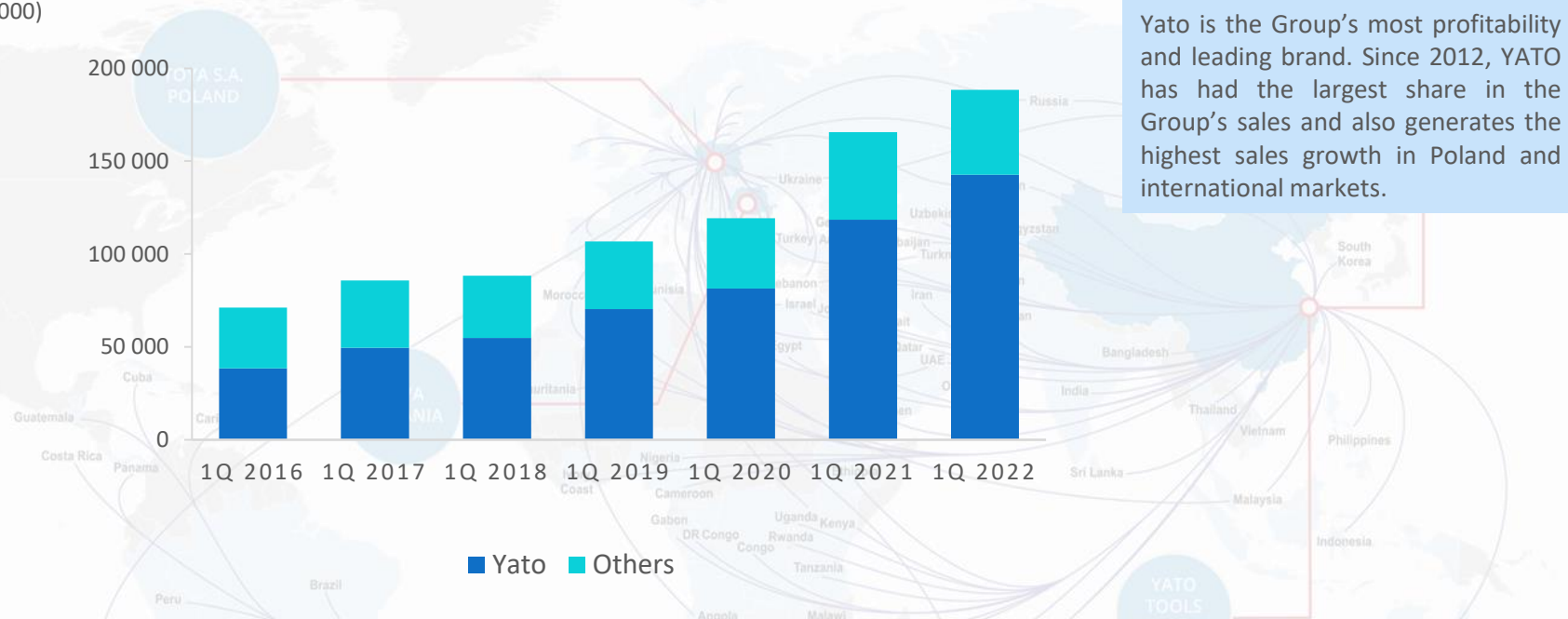
[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	188 389			165 594		119 295		106 818		88 337		21%
TOYA PL	130 331	69%	5%	124 588	32%	94 370	12%	84 553	18%	71 702	3%	16%
YATO SH and YATO JX	35 467	19%	48%	23 961	75%	13 674	14%	12 041	50%	8 012	16%	36%
TOYA RO	22 592	12%	33%	17 045	51%	11 251	10%	10 224	19%	8 623	-10%	16%

REVENUE FROM SALES - 1 QUARTER 2022

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(PLN'000)



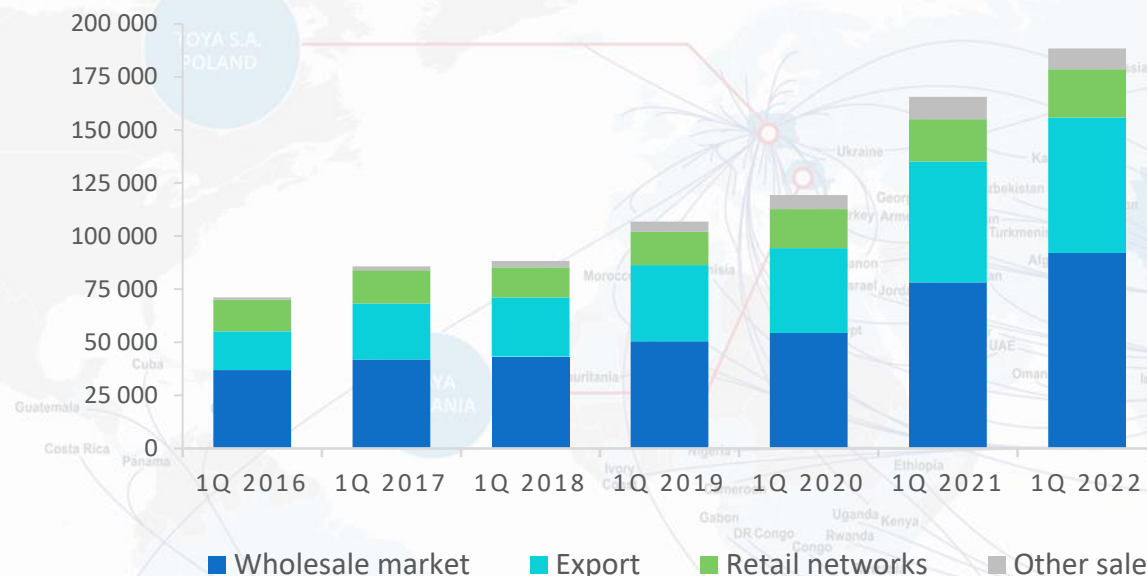
[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	188 389			165 594		119 295		106 818		88 337		21%
YATO brand	142 607	76%	20%	118 393	45%	81 474	16%	70 301	28%	54 792	11%	27%
Other brands	45 782	24%	-3%	47 201	25%	37 820	4%	36 517	9%	33 545	-8%	8%

REVENUE FROM SALES – 1 QUARTER 2022

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)

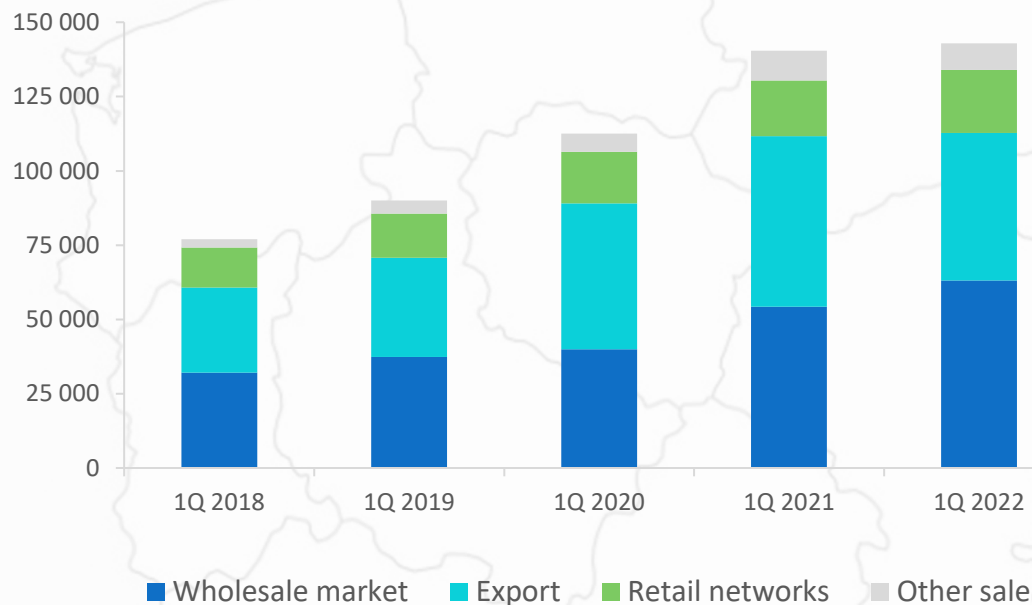


Strong sales growth across the wholesale market both in Poland and Romania. Despite the war in Ukraine, sales on export markets remain at high level, a further dynamic in Asia and South America, where sales are generated mainly by Chinese companies – YATO SH and YATO JX.

[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	188 389			165 594		119 295		106 818		88 337		21%
Wholesale market	92 149	49%	18%	78 290	44%	54 449	8%	50 502	17%	43 315	3%	21%
Export	63 708	34%	12%	56 835	42%	39 889	11%	35 806	29%	27 788	5%	23%
Retail networks	22 646	12%	14%	19 951	9%	18 341	17%	15 723	10%	14 262	-9%	12%
Other sale	9 887	5%	-6%	10 517	59%	6 616	38%	4 787	61%	2 973	59%	35%

REVENUE FROM SALES – 1 QUARTER 2022 TOYA PL

(PLN'000)

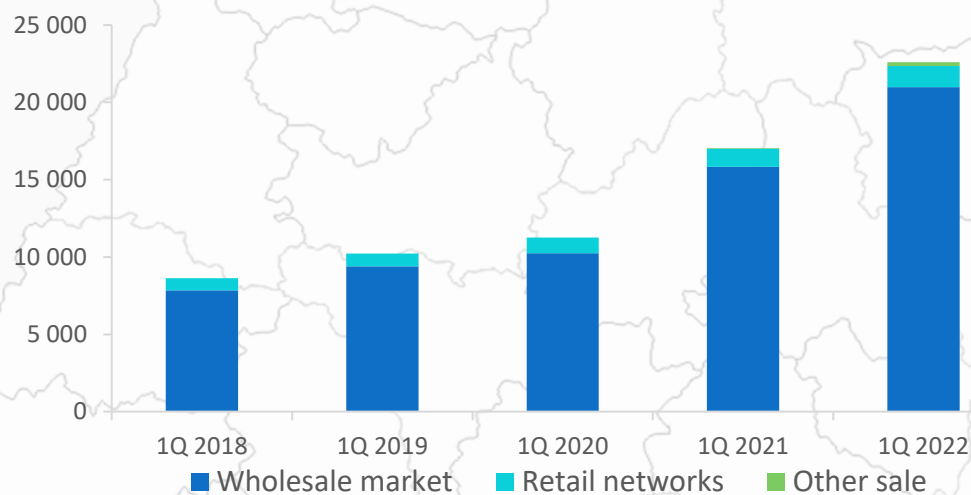


In the 1st quarter 2022, revenue from sales was higher by 2% from revenues achieved in the same period 2021. A decrease in exports was recorded as a result of the war in Ukraine and their economic consequences (sales to Russia, Belarus, Ukraine). Company is actively searching for new customers in foreign markets.

[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Revenue from sales of goods and materials TOYA PL	142 938			140 413		112 603		90 056		77 017		17%
Wholesale market	63 122	44%	16%	54 271	36%	39 954	7%	37 364	16%	32 138	5%	18%
Export	49 614	35%	-14%	57 373	17%	49 089	47%	33 395	17%	28 579	-3%	15%
Retail networks	21 274	15%	13%	18 779	8%	17 336	16%	14 904	10%	13 491	-6%	12%
Other sale	8 929	6%	-11%	9 990	61%	6 224	42%	4 394	56%	2 809	68%	34%

REVENUE FROM SALES – 1 QUARTER 2022 TOYA ROMANIA

(PLN'000)



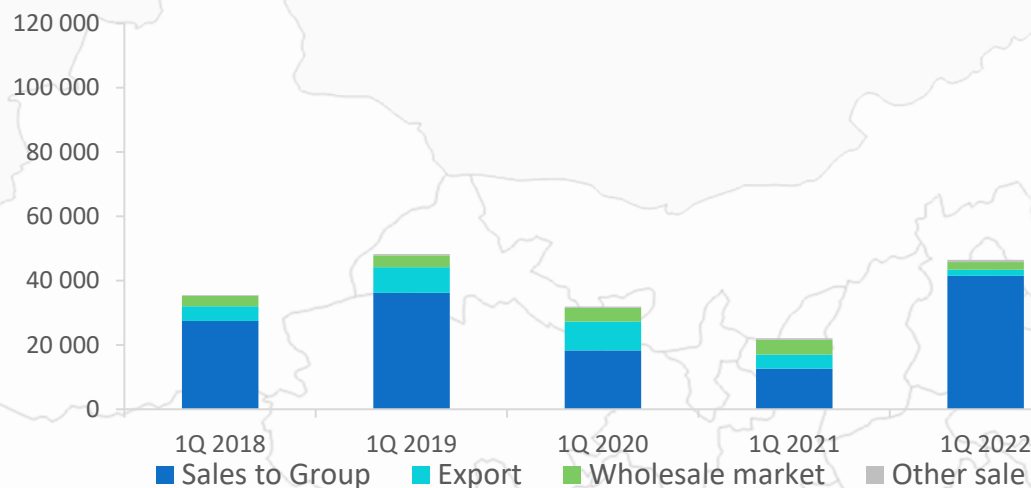
1st quarter 2022 is a further dynamic increase in sales revenue of TOYA RO. Sales increased by 33% in the first quarter of 2022 compared to the first quarter of 2021. Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for customers among specialized retail stores and institutional customers.

[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Revenue from sales of goods and materials TOYA RO	22 592			17 045		11 251		10 224		8 623		27%
Wholesale market	20 975	93%	32%	15 833	55%	10 247	9%	9 404	20%	7 852	-6%	28%
Retail networks	1 372	6%	17%	1 173	17%	1 004	22%	820	6%	771	-38%	16%
Other sale	245	1%	550%	38	-	0	-	0	-	0	-	0%

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REVENUE FROM SALES – 1 QUARTER 2022 YATO TOOLS (SHANGHAI)

(PLN'000)

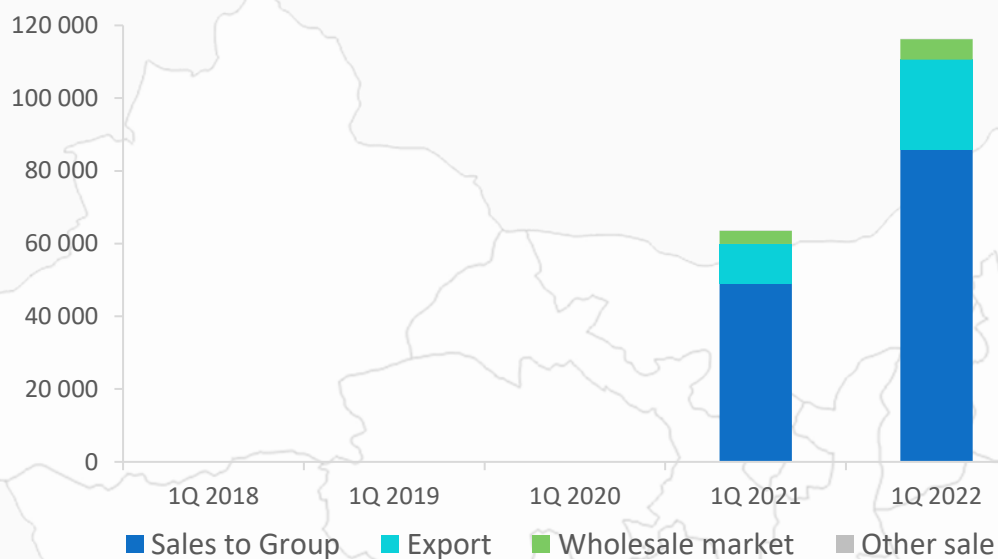


In the 1st quarter 2022 revenue from sales was double from revenues achieved in the 1st quarter 2021. A increase in sales to the Group was recorded, which accounts for 89% of total sales.

[thous. PLN]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change	1Q 2019	change	1Q 2018	change	CAGR (2022-2018)
Revenue from sales of goods and materials YATO Tools SH	46 387			22 050		31 898		48 250		35 463		7%
Export to YATO Tools JX	22 709	49%	104%	11 126	-	0	-	0	-	0	-	0%
Export to TOYA PL	18 733	40%	1174%	1 471	-92%	18 224	-47%	34 237	27%	26 986	96%	-9%
Wholesale market	2 443	5%	-46%	4 547	7%	4 248	14%	3 733	12%	3 325	13%	-7%
Export	1 832	4%	-59%	4 428	-51%	9 034	14%	7 916	75%	4 523	20%	-20%
Other sale	669	1%	40%	478	22%	392	0%	393	139%	164	-17%	42%
Export to TOYA RO	0	0%	-	0	-	0	-100%	1 971	324%	464	9%	-100%

REVENUE FROM SALES – 1 QUARTER 2022 YATO TOOLS (JIAXING)

(PLN'000)



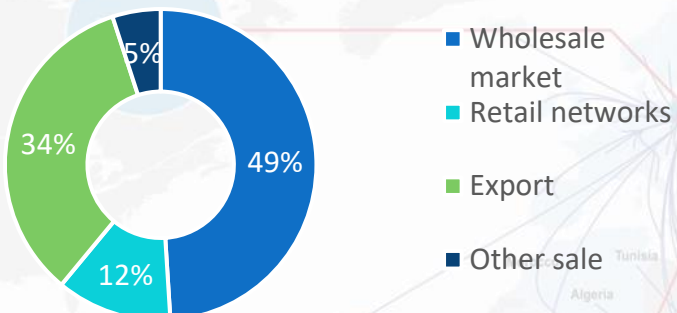
Yato Tools JX's was established in 2019. Company is under construction central, modern warehouse in China, which will make it possible the optimization of the supply chain in the Group.

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]	1Q 2022	share	change	1Q 2021	change	1Q 2020	change
Revenue from sales of goods and materials YATO Tools JX	116 256			63 539		1	
Export to TOYA PL	77 184	66%	62%	47 703	-	0	-
Export	24 869	21%	129%	10 860	-	0	-
Wholesale market	5 609	5%	54%	3 639	-	0	-
Export to YATO Tools SH	4 930	4%	540%	770	-	0	-
Export to TOYA RO	3 620	3%	550%	557	-	0	-
Other sale	45	0%	356%	10	1841%	1	-

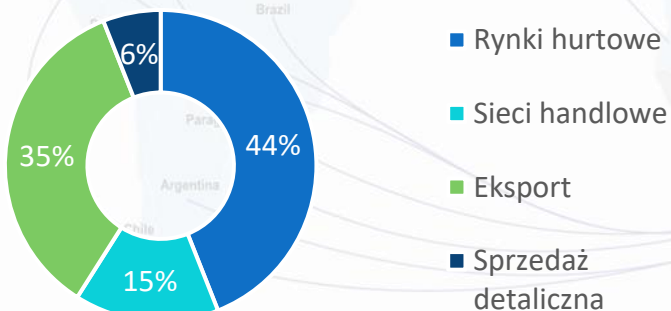
OPERATING SEGMENTS – 1 QUATER 2022

Revenue from sales
TOYA CAPITAL GROUP



The wholesale distribution channel was the most important segment of TOYA Capital Group in 1Q 2022. Export was also a significant segment in this time.

Revenue from sales
TOYA PL

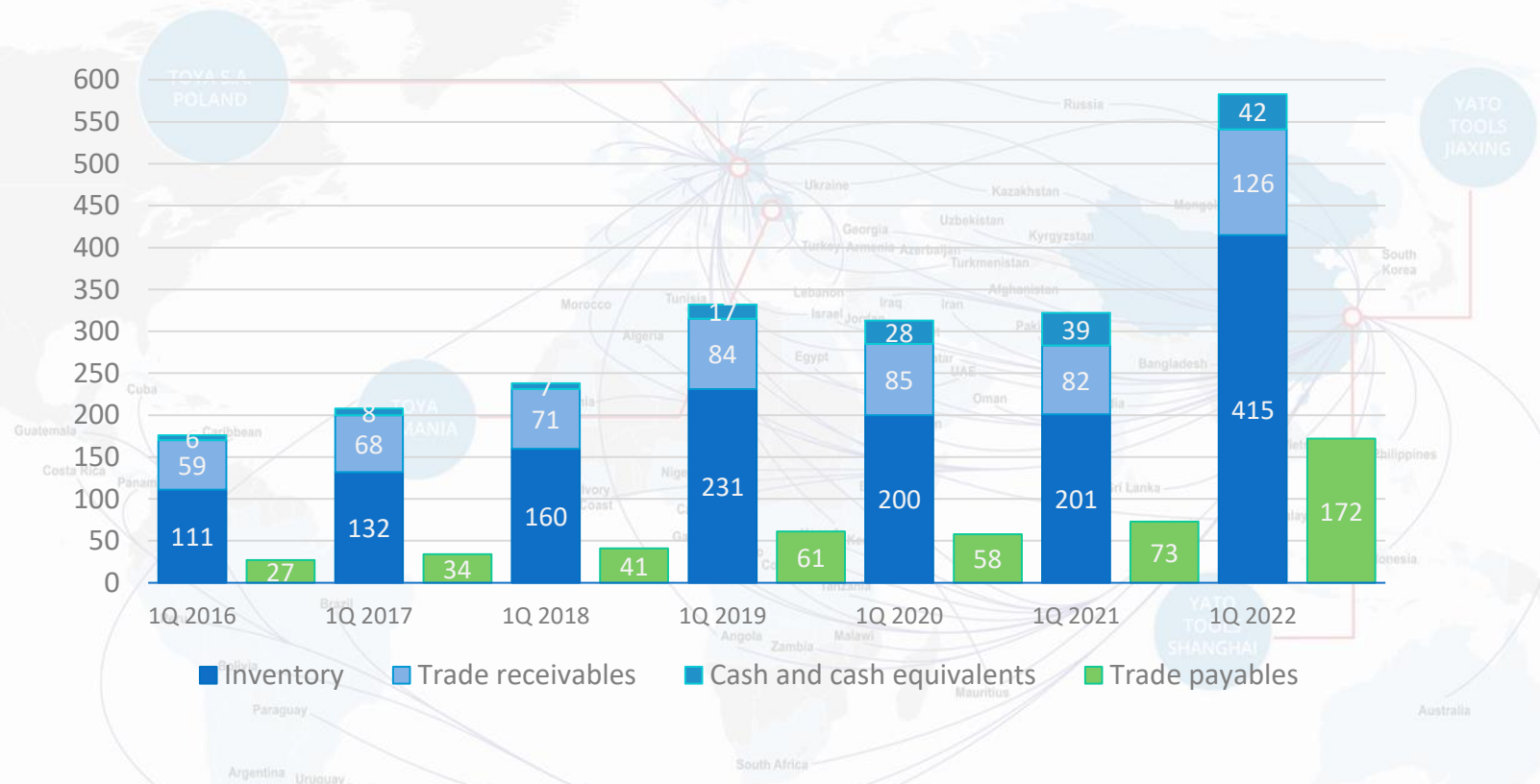


In 1Q 2022, sales in the wholesale and export segment achieved 79% share in the total sales of TOYA PL.

NET WORKING CAPITAL– 1 QUARTER 2022

TOYA CAPITAL GROUP

(mPLN)

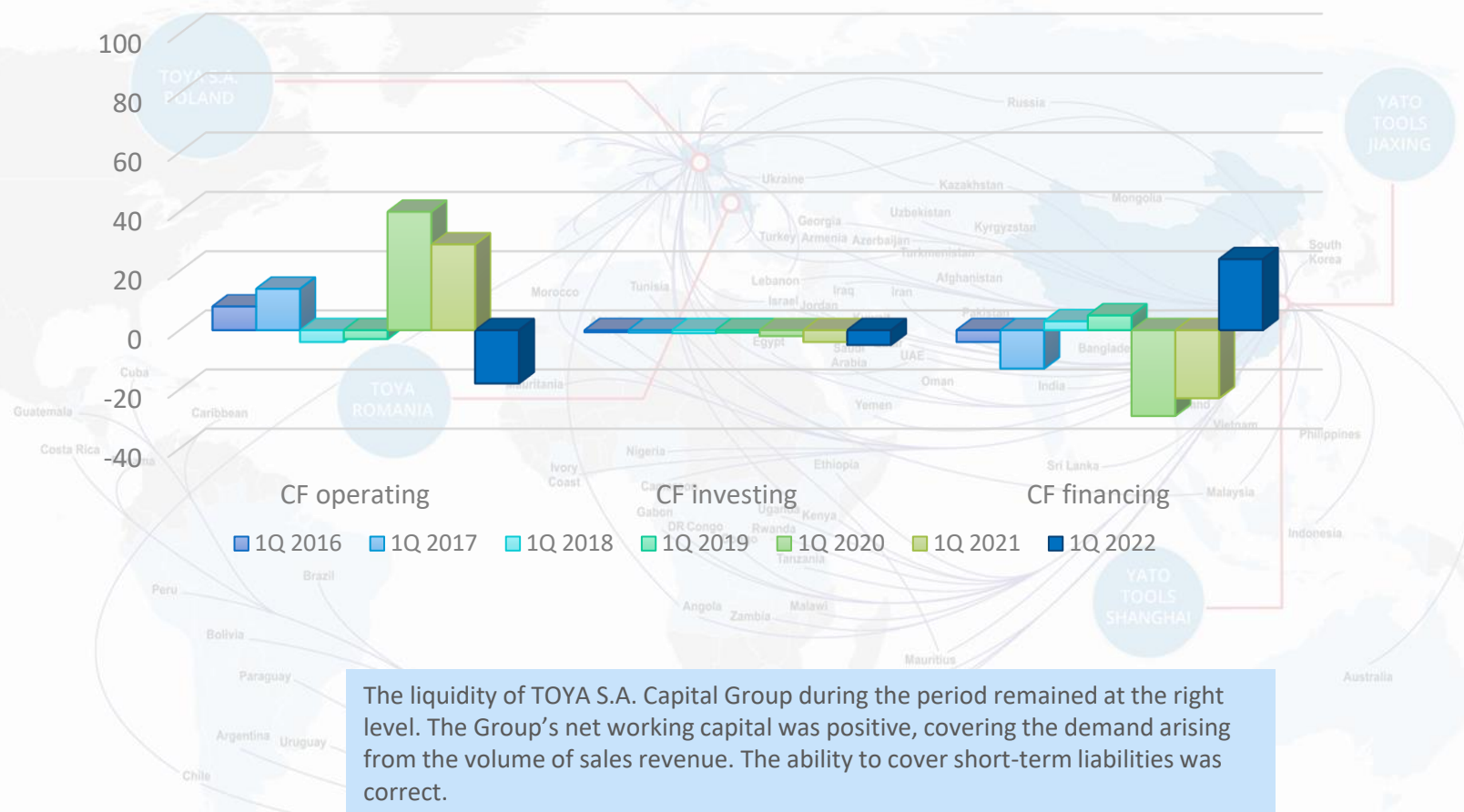


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

CONSOLIDATED CASH FLOW STATEMENT – 1 QUARTER 2022

TOYA CAPITAL GROUP

(mPLN)

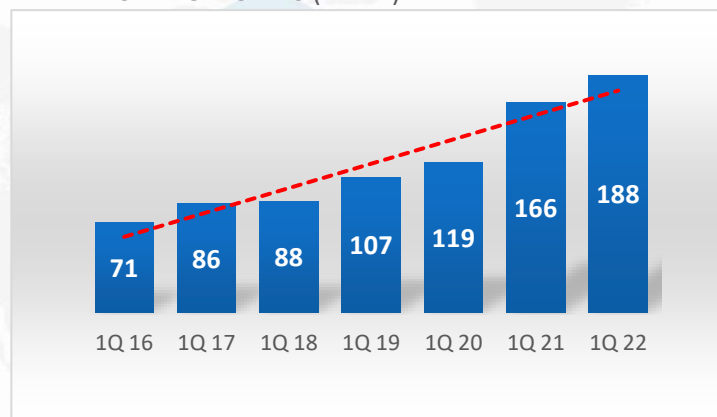


KEY FINANCIAL DATA – 1 QUARTER 2022

TOYA CAPITAL GROUP

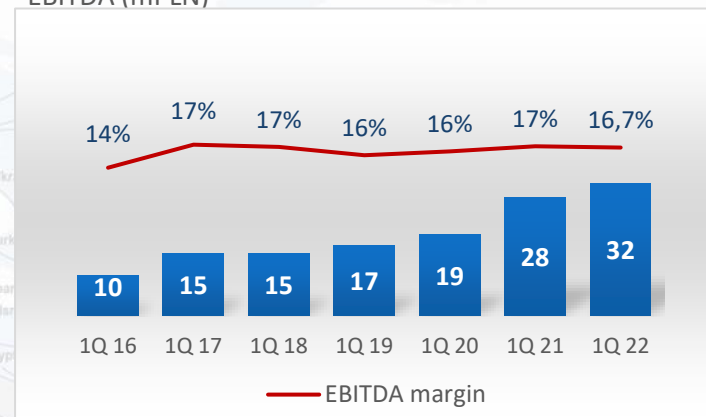
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



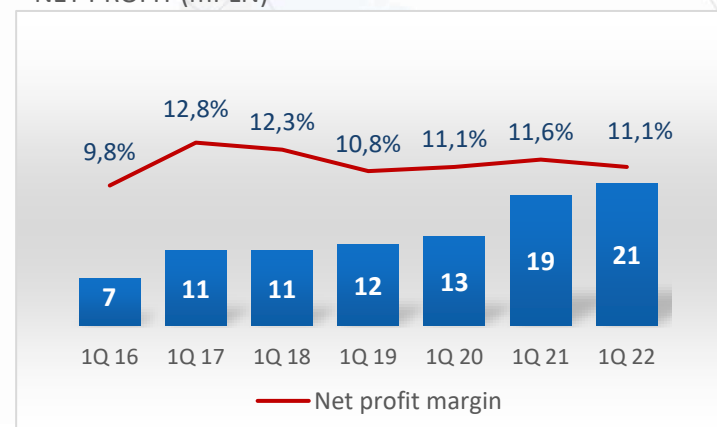
DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



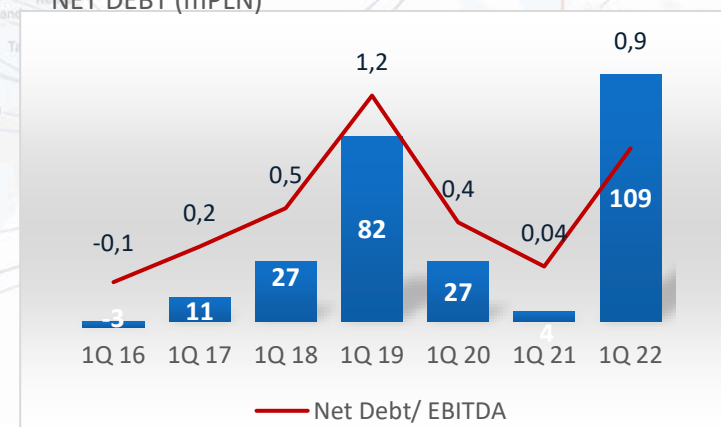
NET PROFIT– DYNAMIC GROWTH

NET PROFIT (mPLN)



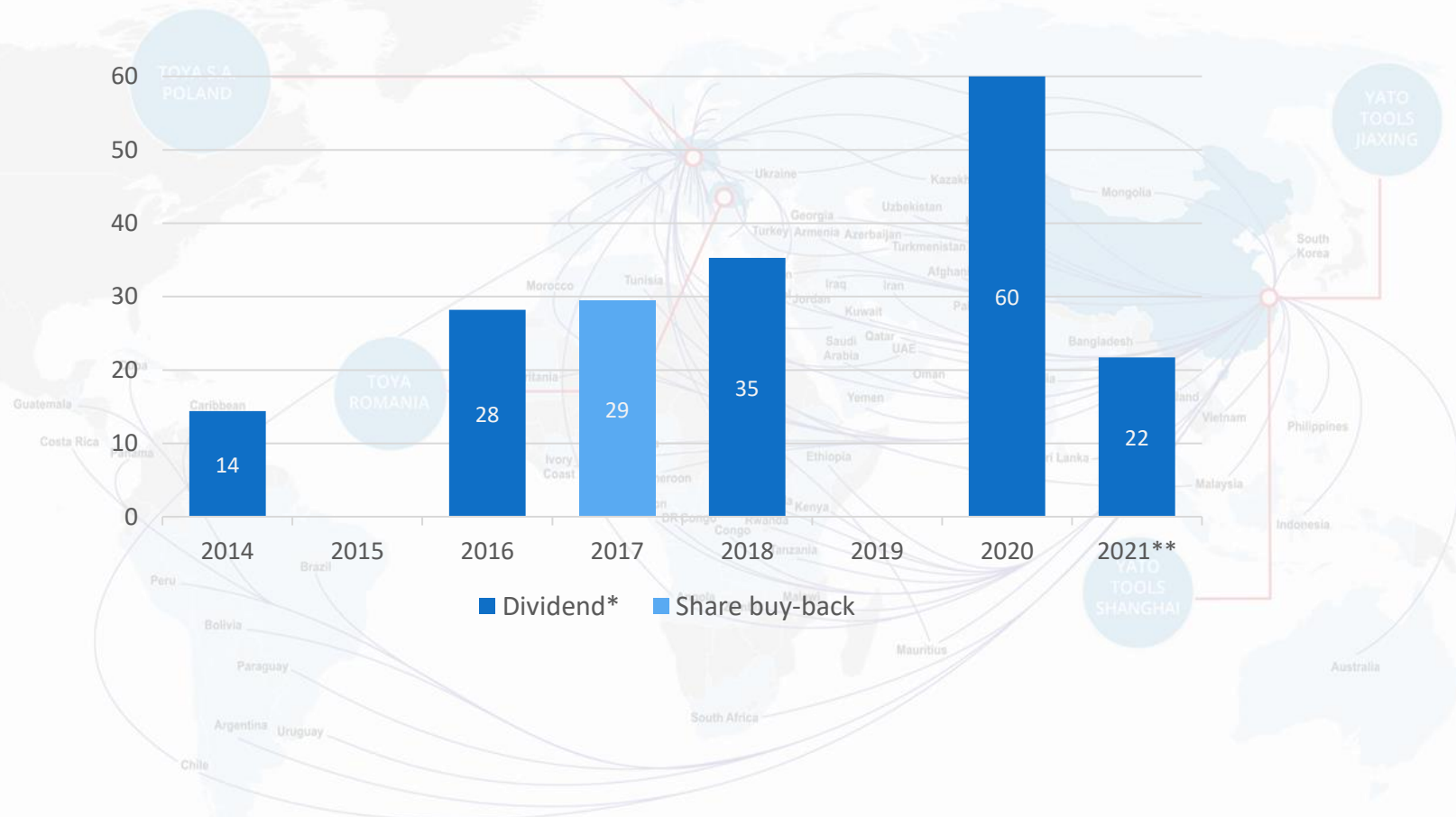
SLIGHT NET DEBT

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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