



# TOYA

## CAPITAL GROUP

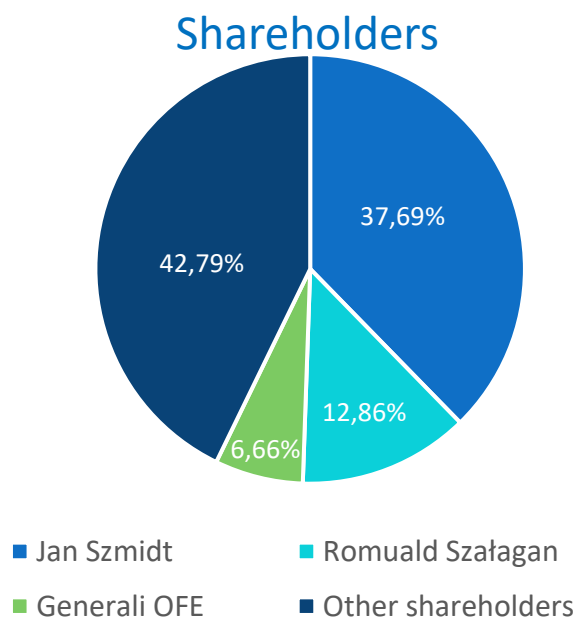
Corporate presentation- 2022



# 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*	390,2 mln zł
P/E ratio*	5,56
P/BV*	1,77

## SELECTED FINANCIAL DATA

Consolidated data PLN '000	2022 r.	2021 r.
Revenue from sales	762 590	686 737
Gross profit margin (%)	31,8%	33,7%
Net profit	70 220	77 395
	<b>31.12.2022</b>	<b>31.12.2021 r.</b>
Equity	370 694	300 678
Net debt	69 264	85 682
Net debt/equity	0,2	0,3

(\*) Capitalization and market ratios calculated as at 31/12/2022.

## 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

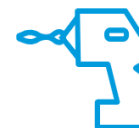
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**4 distributions  
centres**



**13 000 products  
available**



**700 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**



**73,460 m2 of  
warehouse space**



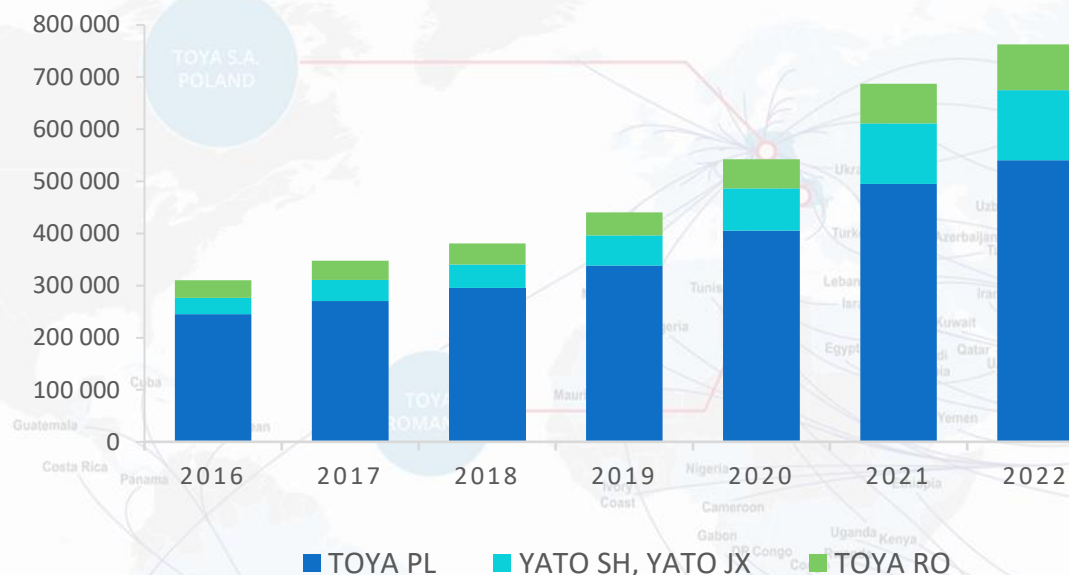
**546 employees**

# REVENUE FROM SALES - 2022

## TOYA CAPITAL GROUP

### BREAKDOWN BY COMPANIES

(PLN'000)



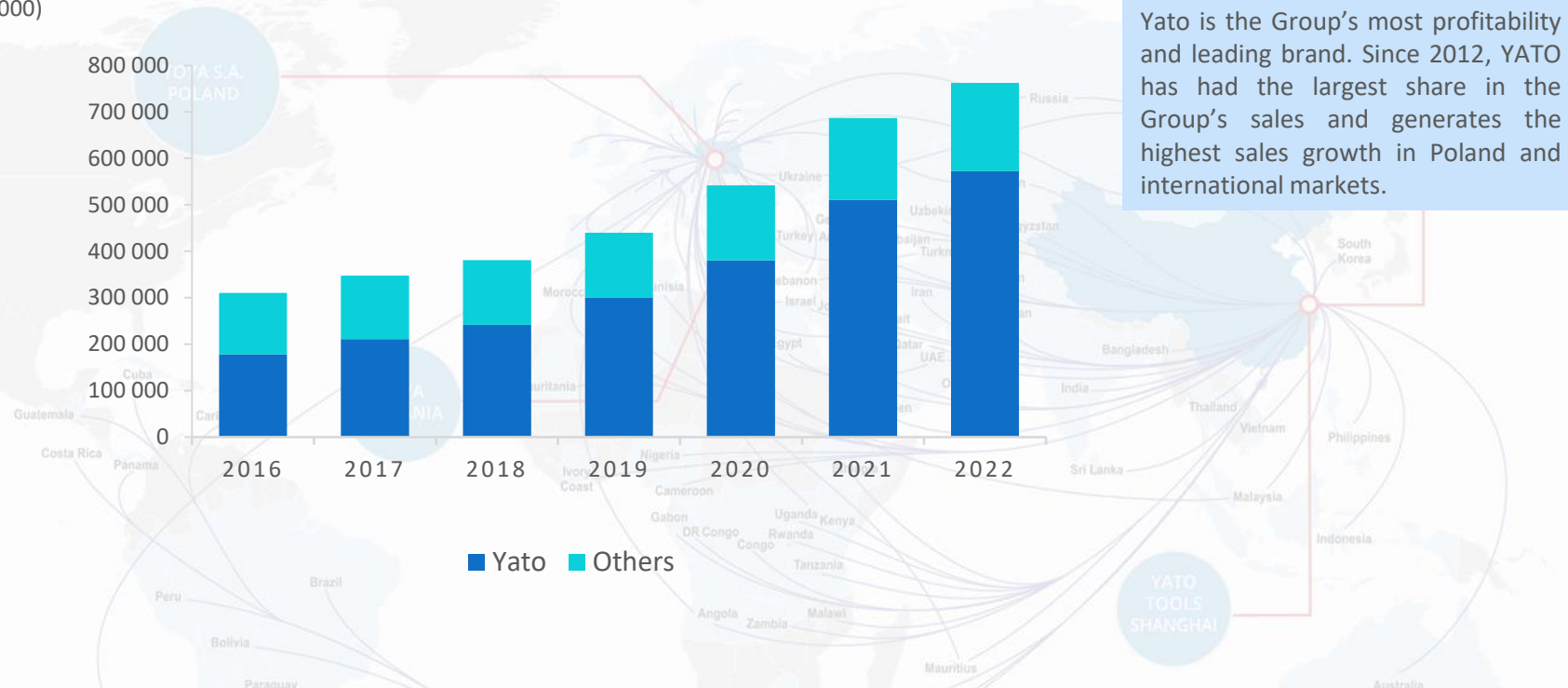
[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>762 590</b>			<b>686 737</b>		<b>542 112</b>		<b>440 018</b>		<b>380 739</b>		<b>19%</b>
TOYA PL	540 213	71%	9%	494 969	22%	405 263	20%	338 384	14%	295 562	9%	16%
YATO SH and YATO JX	134 465	18%	16%	115 857	43%	80 872	39%	57 997	30%	44 730	11%	32%
TOYA RO	87 912	12%	16%	75 911	36%	55 977	28%	43 637	8%	40 448	9%	21%

# REVENUE FROM SALES - 2022

## TOYA CAPITAL GROUP

### BREAKDOWN BY BRANDS

(PLN'000)



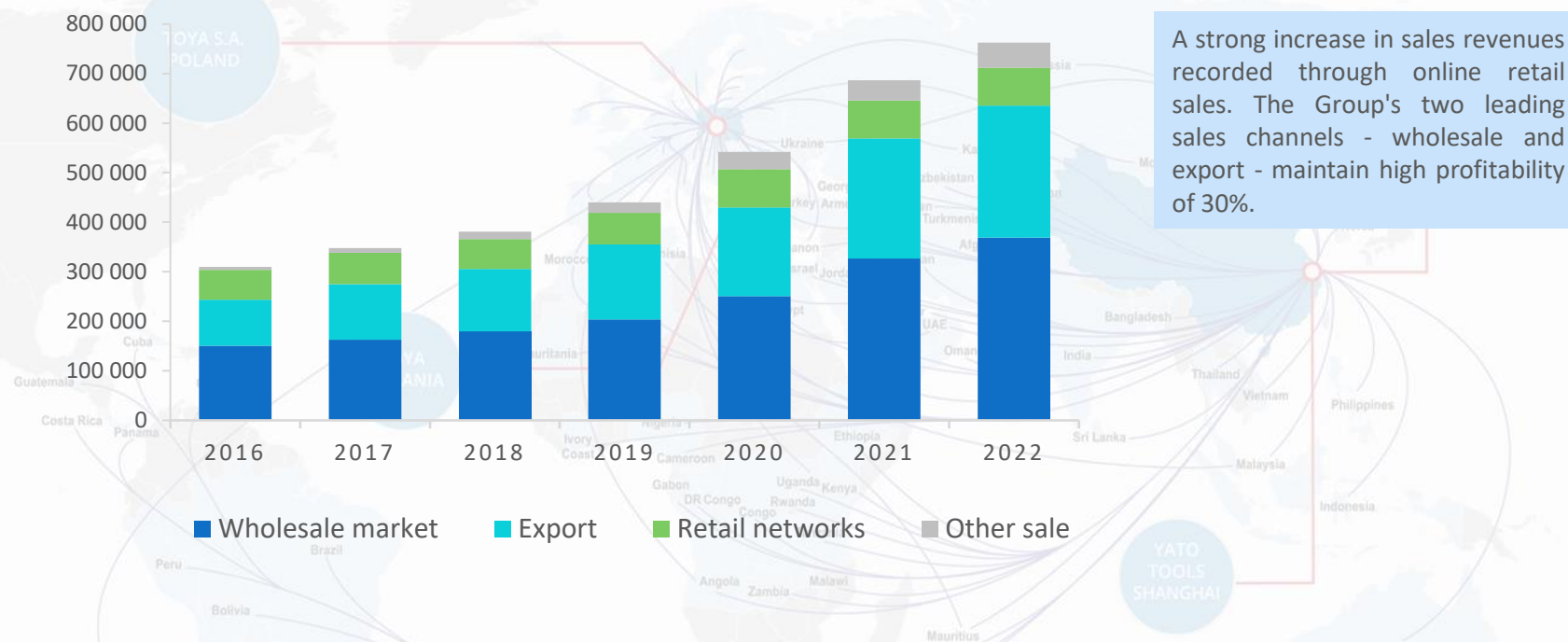
[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>762 590</b>			<b>686 737</b>		<b>542 112</b>		<b>440 018</b>		<b>380 739</b>		<b>19%</b>
YATO brand	572 319	75%	12%	510 220	34%	380 154	26%	300 796	24%	241 697	15%	24%
Other brands	190 271	25%	8%	176 517	9%	161 958	16%	139 222	0%	139 042	1%	8%

# REVENUE FROM SALES - 2022

## TOYA CAPITAL GROUP

### BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)

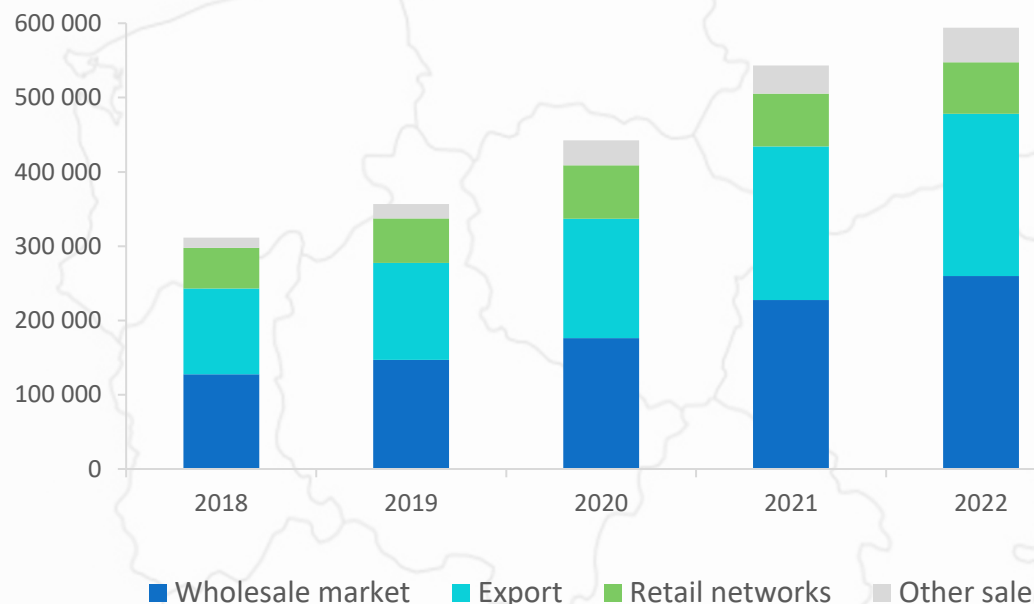


[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Consolidated revenue from sales of goods and materials</b>	<b>762 590</b>			<b>686 737</b>		<b>542 112</b>		<b>440 018</b>		<b>380 739</b>		<b>19%</b>
Wholesale market	368 988	48%	13%	326 899	30%	250 861	23%	203 871	14%	179 517	10%	20%
Export	266 367	35%	10%	241 889	35%	178 927	18%	151 056	20%	125 926	12%	21%
Retail networks	76 353	10%	-1%	76 976	0%	77 007	21%	63 842	5%	60 524	-4%	6%
Other sale	50 882	7%	24%	40 973	16%	35 317	66%	21 249	44%	14 773	59%	36%

## REVENUE FROM SALES - 2022

### TOYA PL

(PLN'000)



In 2022, the net sales revenue increased by 9,4% compared to the sales in the previous year. A strong increase in sales was recorded in the retail channel. The level of export sales was influenced by the war in Ukraine and its economic consequences (sales to Russia, Belarus, Ukraine).

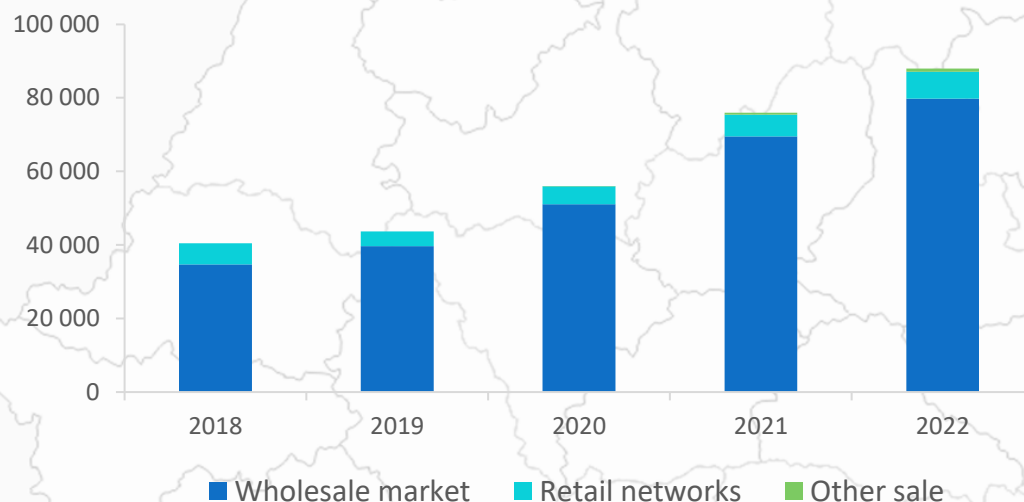
[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials TOYA PL</b>	<b>594 310</b>			<b>543 098</b>		<b>442 263</b>		<b>356 782</b>		<b>311 633</b>		<b>18%</b>
Wholesale market	259 657	44%	14%	227 498	29%	176 226	20%	146 785	15%	127 553	11%	<b>19%</b>
Export	218 606	37%	6%	206 937	29%	160 521	23%	130 763	13%	115 458	9%	<b>17%</b>
Retail networks	69 097	12%	-3%	71 062	-1%	72 095	20%	59 861	9%	54 818	-6%	<b>6%</b>
Other sale	46 950	8%	25%	37 601	13%	33 421	73%	19 374	40%	13 804	60%	<b>36%</b>



# REVENUE FROM SALES - 2022

## TOYA ROMANIA

(PLN'000)

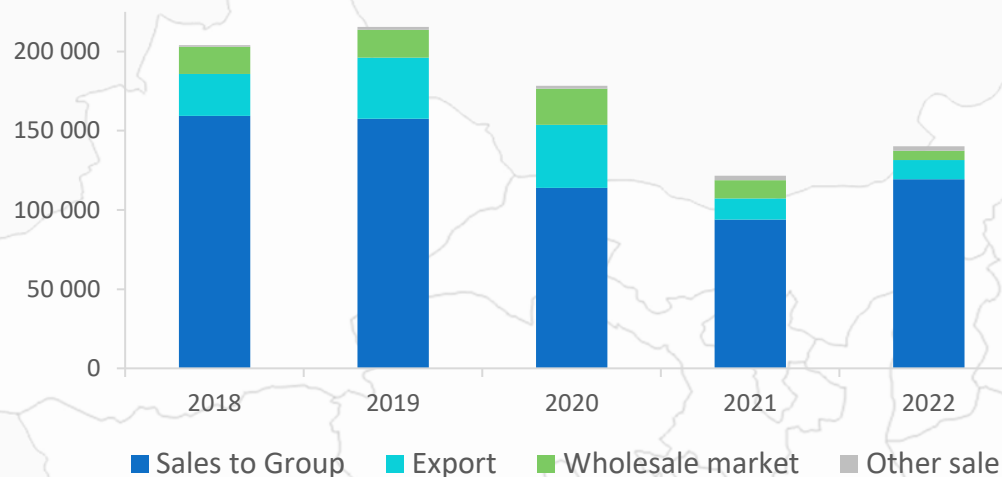


Year 2022 is a further dynamic growth of sales revenues of TOYA RO. Sales increased by 16% compared to 2021. Sales in the retail channel are growing rapidly. The company intends to continue to strengthen its position on the local market by further expanding the network of sales representatives and acquiring customers among specialist shops and institutional customers.

[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials TOYA RO</b>	<b>87 912</b>			<b>75 911</b>		<b>55 977</b>		<b>43 637</b>		<b>40 446</b>		<b>21%</b>
Wholesale market	79 814	91%	15%	69 542	36%	51 018	29%	39 656	14%	34 738	9%	<b>23%</b>
Retail networks	7 256	8%	23%	5 902	20%	4 917	24%	3 981	-30%	5 708	11%	<b>6%</b>
Other sale	842	1%	80%	468	1023%	42	-	0	-	0	-	<b>0%</b>

## REVENUE FROM SALES - 2022 YATO TOOLS (SHANGHAI)

(PLN'000)

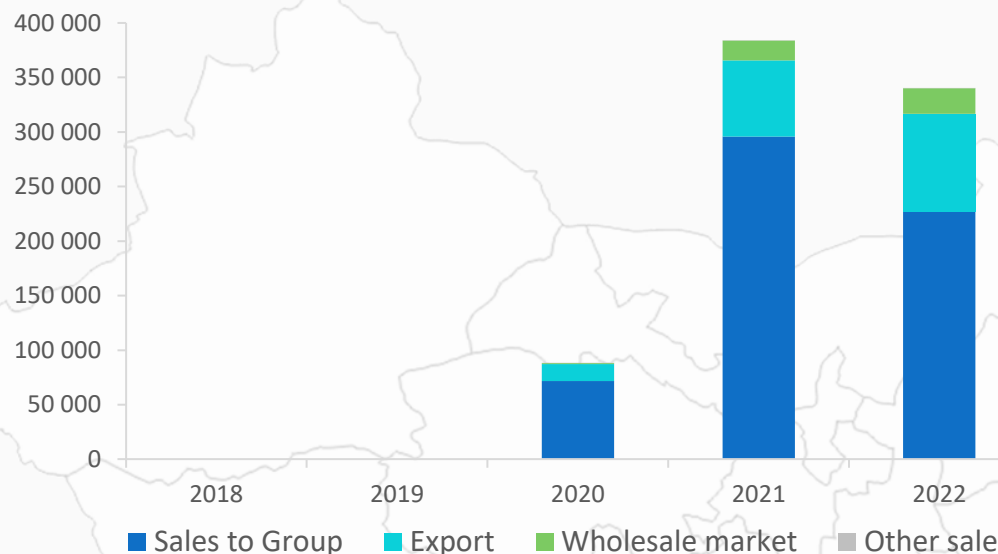


Due to the start of operations of the new warehouse in Jiading Province, the reorganization of operational processes is underway, which will redefine the supply chain in a market that is crucial for the entire Group.

[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials YATO Tools SH</b>	<b>140 147</b>			<b>121 595</b>		<b>178 331</b>		<b>215 536</b>		<b>204 042</b>		<b>-9%</b>
Sale to YATO Tools JX	94 470	67%	27%	74 105	444%	13 628	-	0	-	0	-	<b>0%</b>
Export to TOYA PL	24 893	18%	26%	19 777	-80%	100 231	-33%	149 428	-1%	151 090	53%	<b>-36%</b>
Export	12 216	9%	-8%	13 300	-67%	39 767	3%	38 692	46%	26 540	12%	<b>-18%</b>
Wholesale market	5 787	4%	-50%	11 567	-49%	22 758	31%	17 430	1%	17 223	8%	<b>-24%</b>
Other sale	2 782	2%	-2%	2 845	55%	1 830	-2%	1 875	94%	967	45%	<b>30%</b>
Export to TOYA RO	0	0%	-	0	-	118	-99%	8 112	-1%	8 222	105%	<b>-100%</b>

## REVENUE FROM SALES - 2022 YATO TOOLS (JIAXING)

(PLN'000)

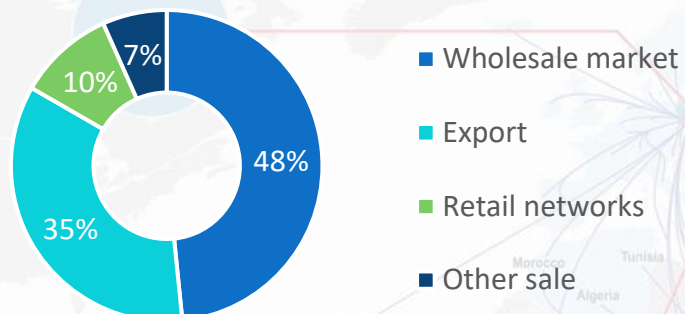


The year 2022 is the third year of YATO JX's operations. The company is in the process of building a central, modern warehouse in China. The warehouse will make it possible to increase the efficiency of supply chain management in the Group by building a buffer between independent suppliers and the Group's customers. The warehouse was operationally opened in July 2022, currently it is equipped with modern automation and the necessary infrastructure. As a result of the reorganization of companies on the Chinese market, YATO JX became one of the main suppliers of goods for TOYA PL and TOYA RO. In addition to sales to the Group, the company is developing a successful expansion on foreign markets (mainly in Africa and Asia).

[ thous. PLN ]	2022	share	change	2021	change	2020	change	2019	change	2018	change	CAGR (2022-2018)
<b>Revenue from sales of goods and materials YATO Tools JX</b>	<b>340 506</b>			<b>383 824</b>		<b>88 166</b>		<b>0</b>		<b>0</b>		<b>0%</b>
Export to TOYA PL	196 929	58%	-27%	271 314	309%	66 259	-	0	-	0	-	<b>0%</b>
Export	89 643	26%	28%	69 781	346%	15 638	-	0	-	0	-	<b>0%</b>
Wholesale market	23 718	7%	29%	18 334	2045%	855	-	0	-	0	-	<b>0%</b>
Sale to YATO Tools SH	17 626	5%	8%	16 336	1102%	1 359	-	0	-	0	-	<b>0%</b>
Export to TOYA RO	12 270	4%	53%	8 030	99%	4 031	-	0	-	0	-	<b>0%</b>
Other sale	319	0%	1017%	29	18%	24	-	0	-	0	-	<b>0%</b>

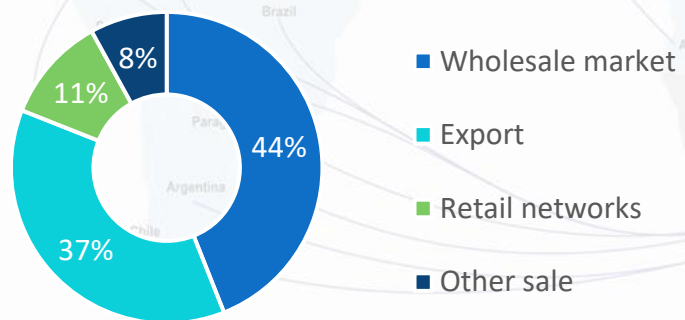
# OPERATING SEGMENTS - 2022

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

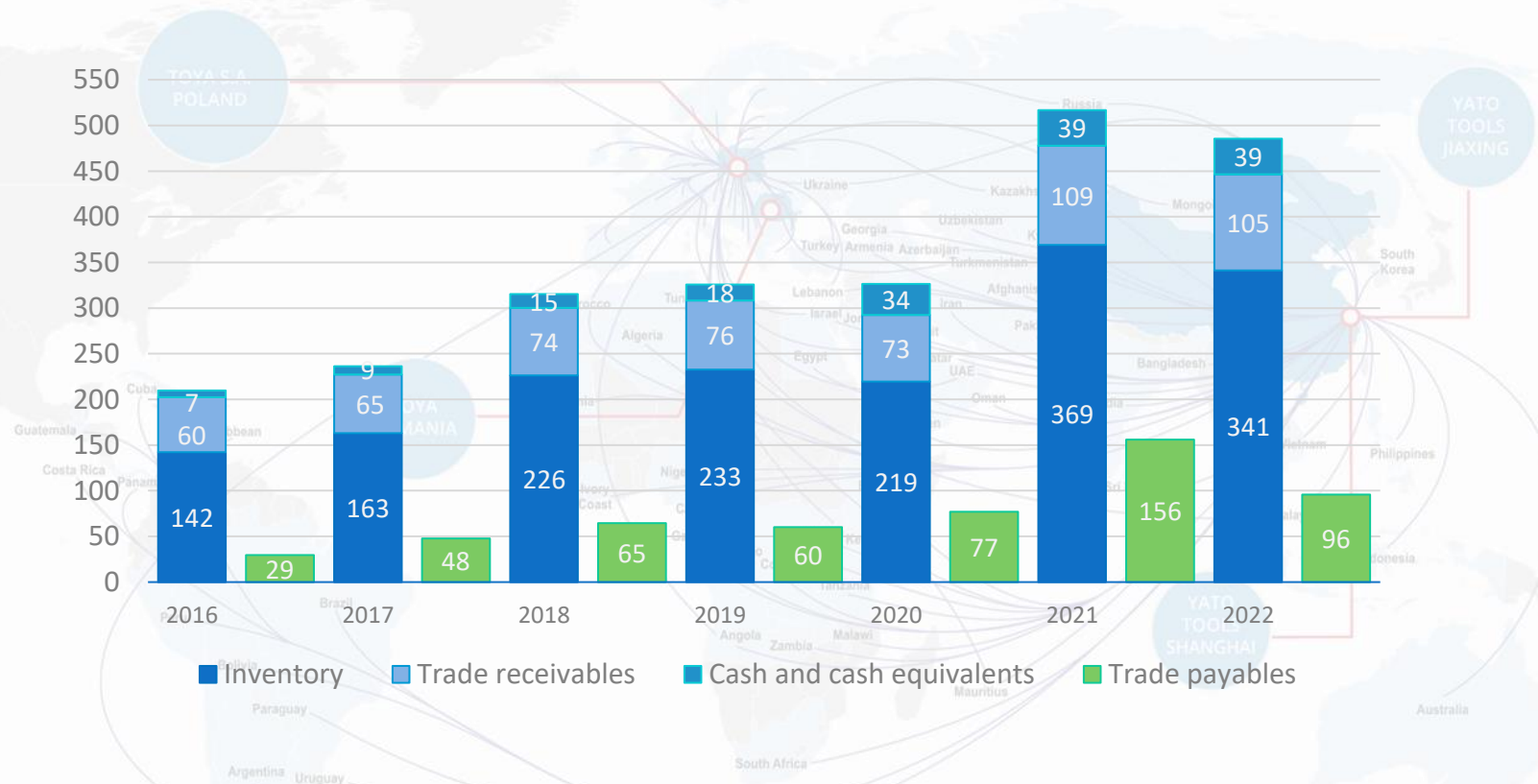


The wholesale market remains Toya PL largest distribution channel with a stable share in total sales revenue.

# NET WORKING CAPITAL- 2022

## TOYA CAPITAL GROUP

(mPLN)

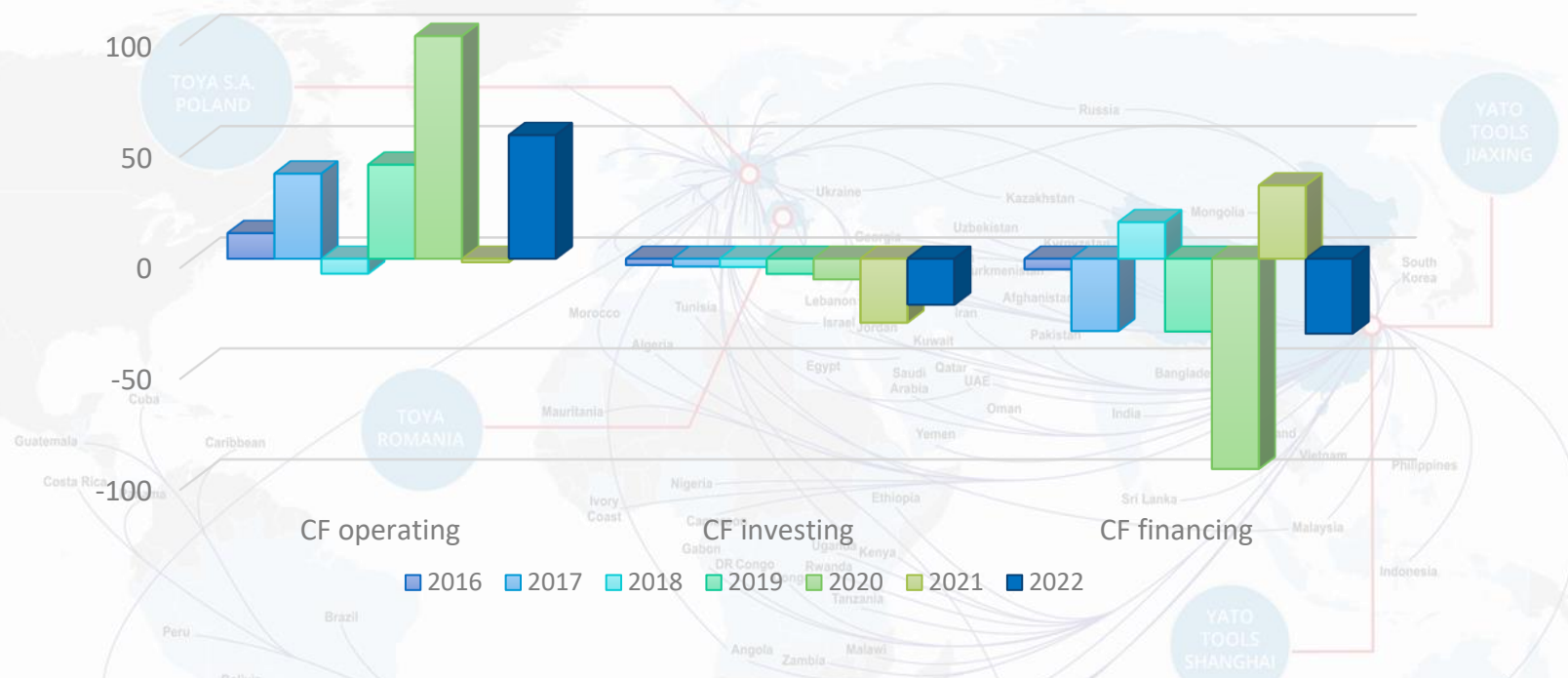


TOYA Capital Group's net working capital was positive. The Group did not finance tangible fixed assets with short-term liabilities and was able to pay short-term liabilities on time. In recent years, the Group has been increasing its working capital, which enables it to generate ever higher revenues and flexibly respond to market needs.

# CONSOLIDATED CASH FLOW STATEMENT – 2022

## TOYA CAPITAL GROUP

(mPLN)



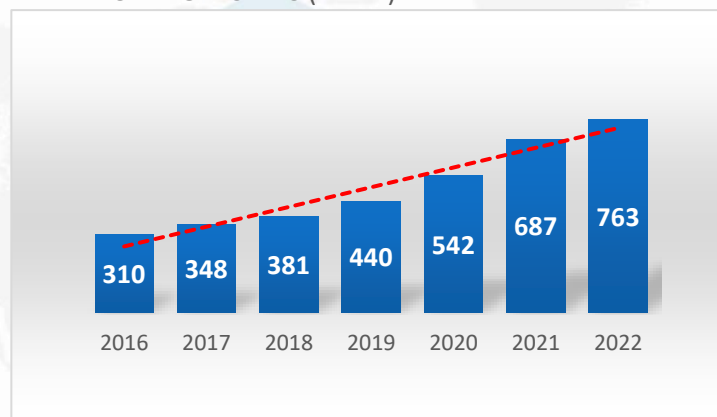
The Group's liquidity was at an appropriate level. The net working capital was positive, covering the demand resulting from the amount of sales revenues. In response to external factors (inflation, war in Ukraine), the Group decided to optimize the level of inventories, however, while maintaining high ratios of customer order fulfillment. In 2022, the Group carried out an investment in the form of building a new warehouse in China. The investment is led by Yato Jiaxing. The ability to meet short-term liabilities was correct.

# KEY FINANCIAL DATA - 2022

## TOYA CAPITAL GROUP

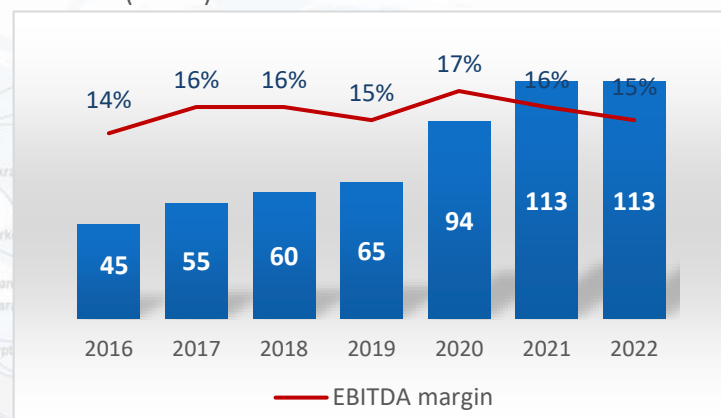
### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



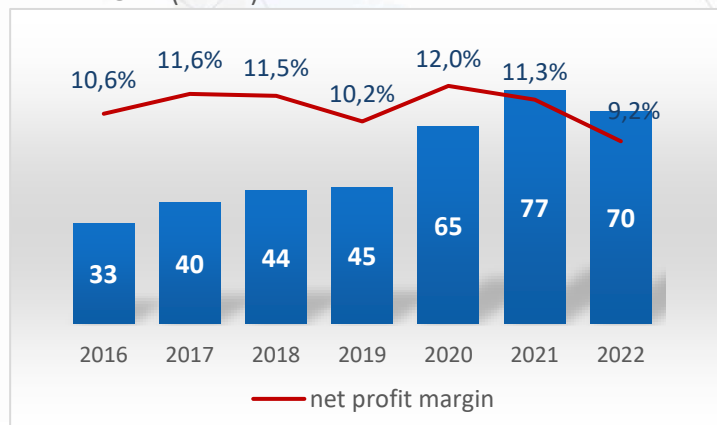
### DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



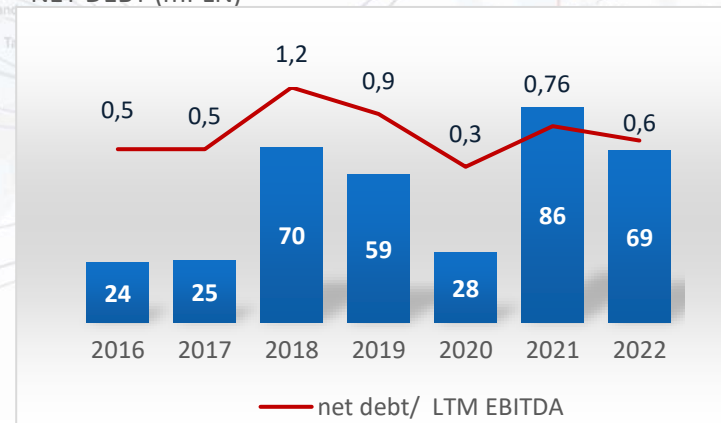
### NET PROFIT- STABLE LEVEL

NET PROFIT (mPLN)



### SLIGHT NET DEB

NET DEBT (mPLN)

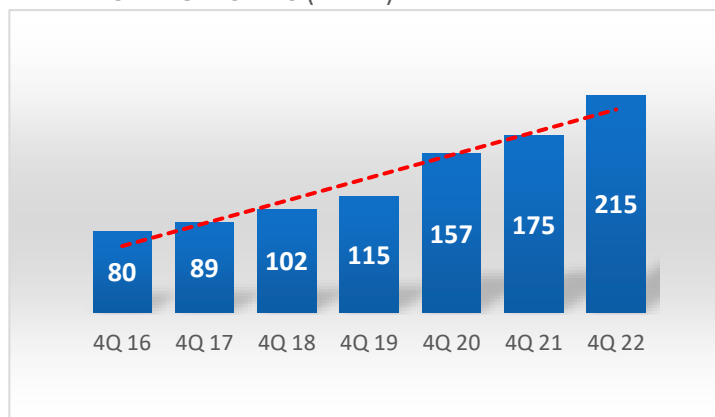


## KEY FINANCIAL DATA – 4rd QUARTER 2022

### TOYA CAPITAL GROUP

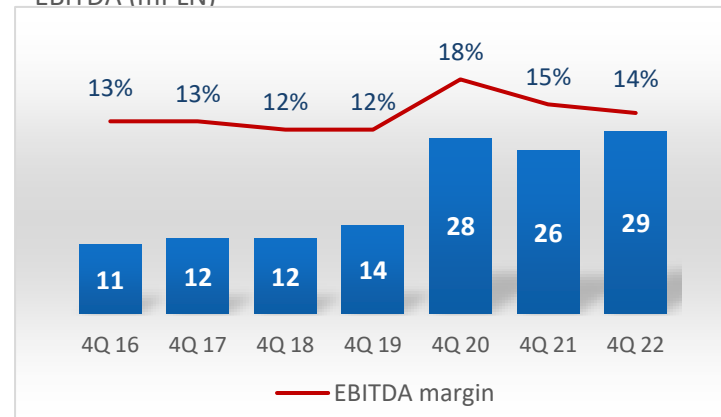
#### DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



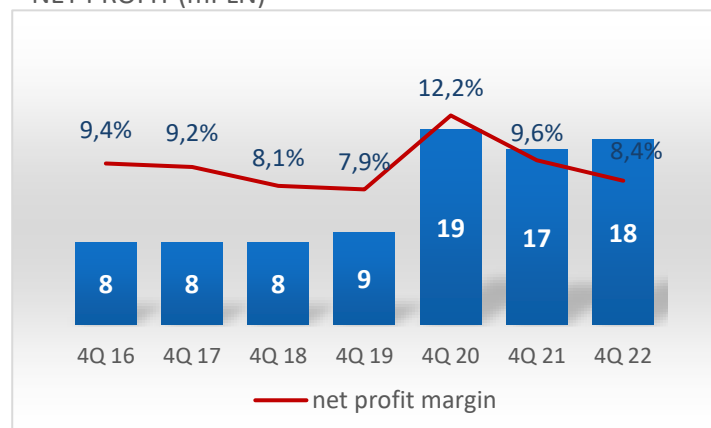
#### EBITDA

EBITDA (mPLN)



#### NET PROFIT– STABLE LEVEL

NET PROFIT (mPLN)





(mPLN)



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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



CONTACT FOR INVESTORS  
e-mail [ir@toya.pl](mailto:ir@toya.pl)

