



TOYA CAPITAL GROUP

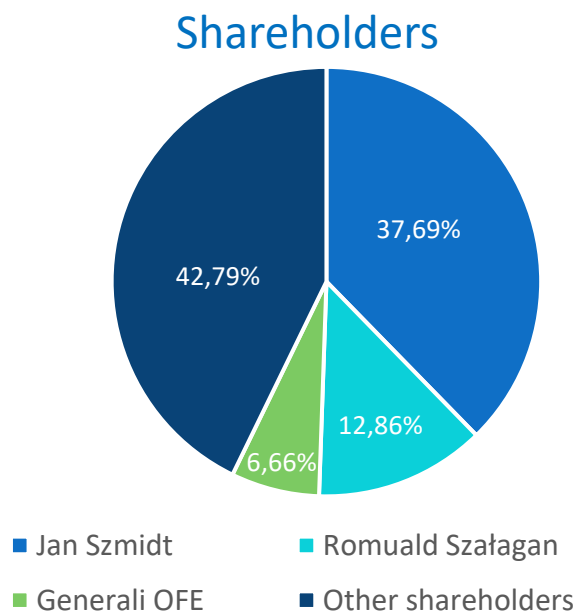
The corporate presentation - 2023



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	75 042 225 pcs.
Capitalization*	626,60 M PLN
P/E ratio*	9,17
P/BV*	1,49

SELECTED FINANCIAL DATA

Consolidated data PLN '000	2023	2022
Revenue from sales	732 396	762 590
Gross profit margin (%)	33,3%	31,8%
Net profit	68 318	70 220
	31.12.2023	31.12.2022
Equity	419 952	370 694
Net debt	-37 990	69 264
Net debt/equity	-0,09	0,2

(*) Capitalization and market ratios calculated as at 29/12/2023.

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

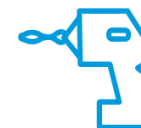
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**5 distributions
centres**



**13 000 products
available**



**700 new products each
year**



**Joint stock company listed
on Warsaw Stock Exchange
since 2011**



**Sales to 110 countries
all over the world**



6 brands



**Product sale every
1 sec**



**73,460 m² of
warehouse space**



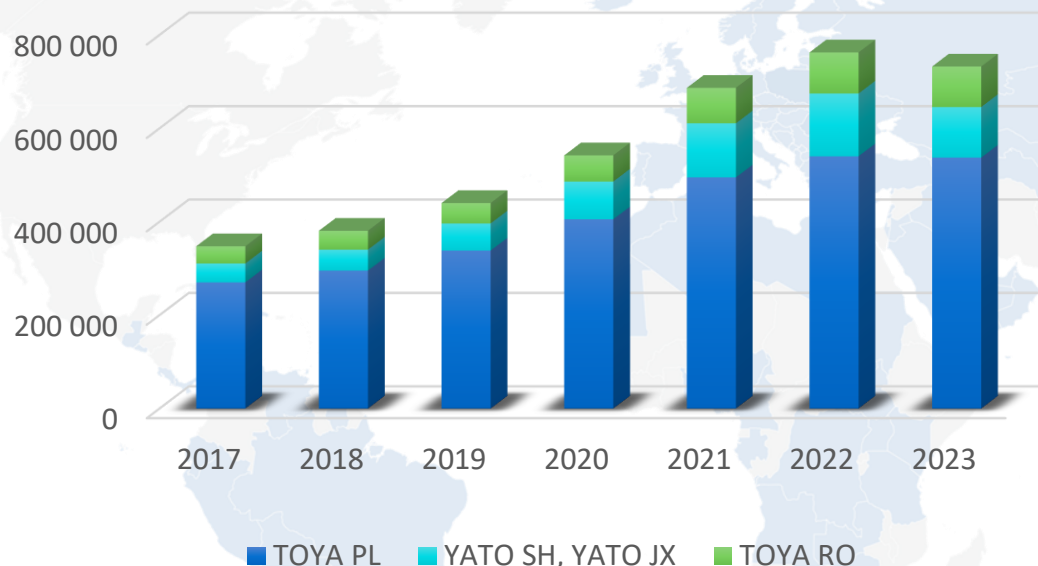
550 employees

REVENUE FROM SALES - 2023

TOYA CAPITAL GROUP

BREAKDOWN BY COMPANIES

(PLN'000)



The Group's consolidated sales revenues for 2023 were 4% lower than the revenues achieved in 2022. The Group's weighted average sales growth (CAGR) over the last 4 years was 14%, which confirms the Group's dynamic development in the recent period. TOYA PL remains the most important company of the Group.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	732 396		-4%	762 590	11%	686 737	27%	542 112	23%	440 018	16%	14%
TOYA PL	537 421	73%	-1%	540 213	9%	494 969	22%	405 263	20%	338 384	14%	12%
YATO SH and YATO JX	108 243	15%	-20%	134 465	16%	115 857	43%	80 872	39%	57 997	30%	17%
TOYA RO	86 732	12%	-1%	87 912	16%	75 911	36%	55 977	28%	43 637	8%	19%

REVENUE FROM SALES - 2023

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(PLN'000)



YATO is the Group's most profitability and leading brand. Since 2012, YATO has had the largest share in the Group's sales and generates the highest sales growth in Poland and international markets.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	732 396		-4%	762 590	11%	686 737	27%	542 112	23%	440 018	16%	14%
YATO brand	559 991	76%	-2%	572 319	12%	510 219	34%	380 154	26%	300 797	24%	17%
Other brands	172 405	24%	-9%	190 271	8%	176 518	9%	161 958	16%	139 221	0%	5%

REVENUE FROM SALES - 2023

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

(PLN'000)



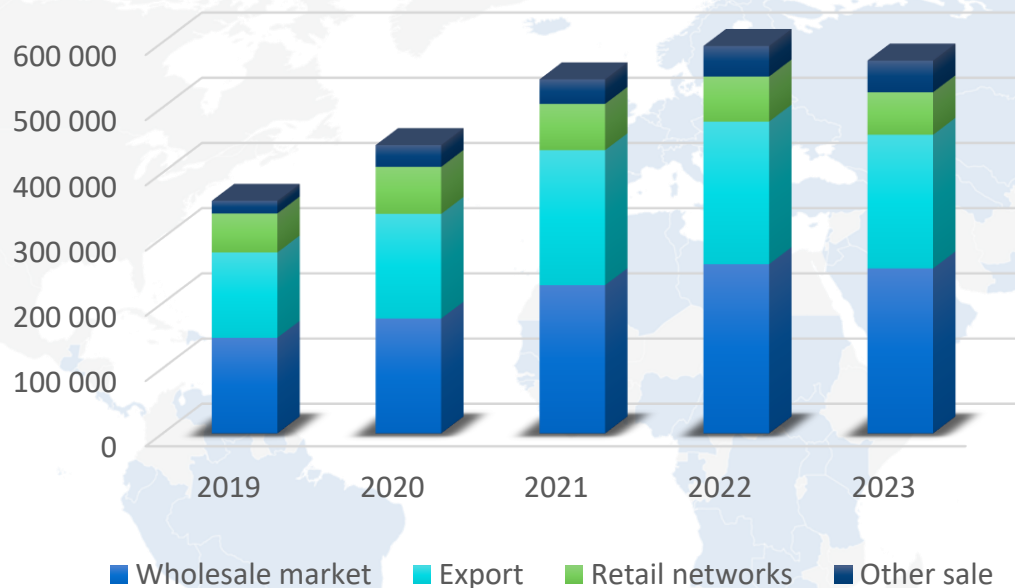
Wholesale market sales account for almost a half of the Group's revenues. The fastest growing sales channel is the online retail channel, and its growth rate over the last 4 years has been 25%. The Group's two leading sales channels - wholesale and export - maintain high profitability of 30%.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	732 396		-4%	762 590	11%	686 737	27%	542 112	23%	440 018	16%	14%
Wholesale market	358 906	49%	-3%	368 988	13%	326 899	30%	250 861	23%	203 871	14%	15%
Export	245 375	34%	-8%	266 367	10%	241 889	35%	178 927	18%	151 056	20%	13%
Retail networks	75 729	10%	-1%	76 353	-1%	76 976	0%	77 007	21%	63 842	5%	4%
Other sale	52 386	7%	3%	50 882	24%	40 973	16%	35 317	66%	21 249	44%	25%

REVENUE FROM SALES - 2023

TOYA PL

(PLN'000)



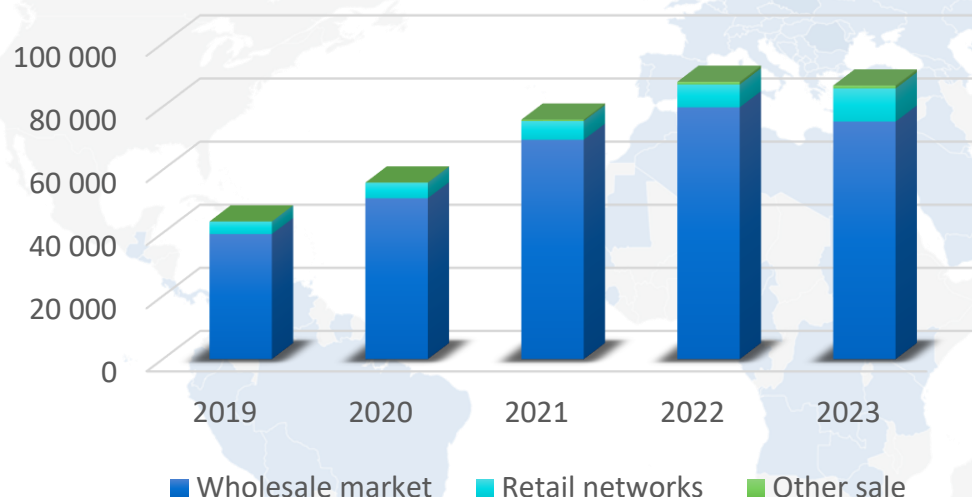
In 2023, the sales revenues were 3.8% lower than the revenues achieved in 2022. The largest drop in sales was recorded in the export channel, which was mainly caused by a lower sales volume to the subsidiary Toya Romania. The reason for this change is the shift of the company's supplies directly through subsidiaries in China. Another year saw an increase in sales in the retail channel (3.4%).

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials TOYA PL	571 836		-4%	594 310	9%	543 098	23%	442 262	24%	356 783	14%	13%
Wholesale market	253 196	44%	-2%	259 657	14%	227 498	29%	176 225	20%	146 786	15%	15%
Export	204 894	36%	-6%	218 606	6%	206 937	29%	160 521	23%	130 763	13%	12%
Retail networks	65 207	11%	-6%	69 097	-3%	71 062	-1%	72 095	20%	59 861	9%	2%
Other sale	48 538	8%	3,4%	46 950	25%	37 601	13%	33 421	73%	19 374	40%	26%

REVENUE FROM SALES - 2023

TOYA ROMANIA

(PLN'000)

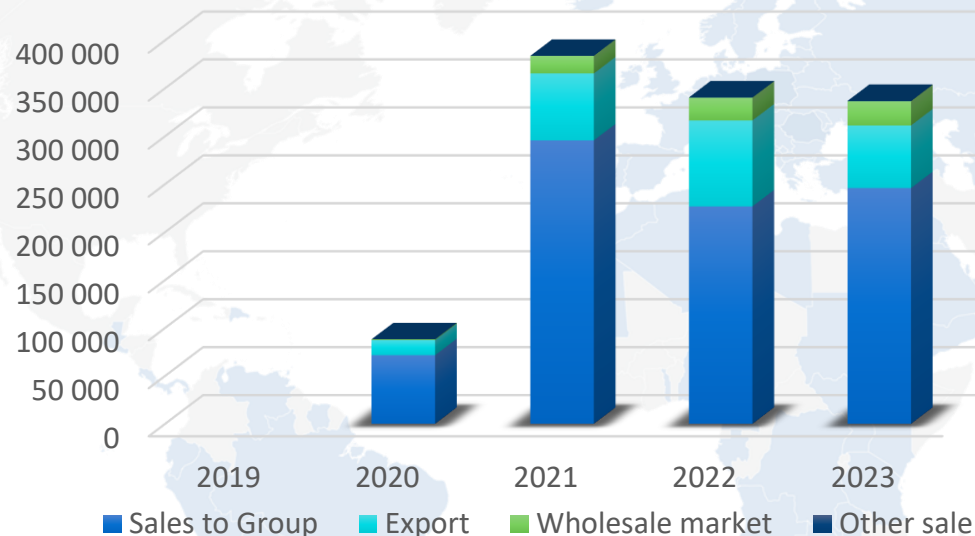


Over the last four years, Toya Romania has recorded revenue growth of 19%. The company recorded the highest growth dynamics (45% compared to the previous year) in the retail chain channel. This is influenced by, among others, beginning of cooperation with the sales network of Bricostore Romania SA. This channel already accounts for a 12% share in total sales.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials TOYA RO	86 732		-1%	87 912	16%	75 911	36%	55 976	28%	43 637	8%	19%
Wholesale market	75 296	87%	-6%	79 825	15%	69 542	36%	51 017	29%	39 656	14%	17%
Retail networks	10 521	12%	45%	7 255	23%	5 902	20%	4 917	24%	3 981	-30%	27%
Other sale	915	1%	10%	832	78%	468	1023%	42	0%	0	0%	0%

REVENUE FROM SALES - 2023 YATO TOOLS (JIAXING)

(PLN'000)

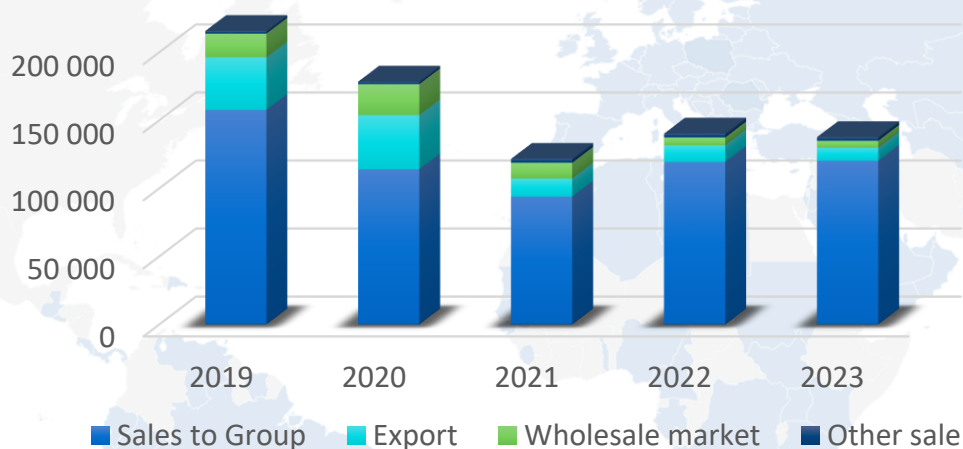


YATO JX was founded in 2019 and began operational activities in mid-2020. In 2023, the modern, central warehouse was fully opened and the company was already trading with several dozen countries in Africa, Asia, Australia and South America. The highest turnover this year was recorded by customers from Chile, Ukraine and Armenia. 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.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2021)
Revenue from sales of goods and materials YATO Tools JX	336 799		-1%	340 506	-11%	383 824	335%	88 166	0%	0	0%	-6%
Export to TOYA PL	220 697	66%	12%	196 929	-27%	271 314	309%	66 259	0%	0	0%	-10%
Export	65 324	19%	-27%	89 643	28%	69 781	346%	15 638	0%	0	0%	-3%
Wholesale market	25 317	8%	7%	23 718	29%	18 334	2045%	855	0%	0	0%	18%
Sale to YATO Tools SH	16 009	5%	-9%	17 626	8%	16 336	1102%	1 359	0%	0	0%	-1%
Export to TOYA RO	9 188	3%	-25%	12 270	53%	8 030	99%	4 031	0%	0	0%	7%
Other sale	264	0%	-17%	319	1017%	29	18%	24	0%	0	0%	204%

REVENUE FROM SALES - 2023 YATO TOOLS (SHANGHAI)

(PLN'000)



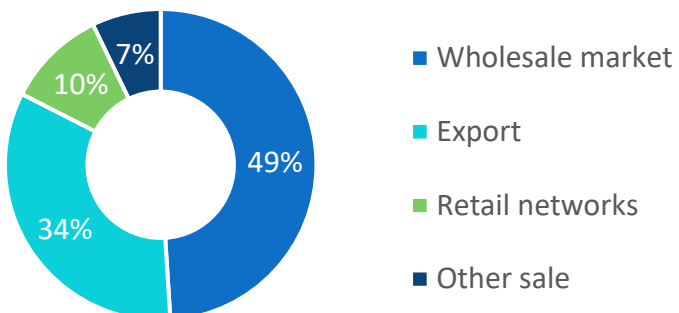
The launch of a modern warehouse in Jiaxing province, operated by YATO JX, has not reduced the strategic role of YATO Tools SH.

The reorganization of operational processes allows us to redefine the supply chain on the Chinese market, which is crucial for the entire Group.

[thous. PLN]	2023	share	change	2022	change	2021	change	2020	change	2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials YATO Tools SH	137 572		-2%	140 147	15%	121 595	-32%	178 330	-17%	215 536	6%	-11%
Sale to YATO Tools JX	87 471	64%	-7%	94 470	27%	74 105	444%	13 627	0%	0	0%	0%
Export to TOYA PL	29 947	22%	20%	24 893	26%	19 777	-80%	100 231	-33%	149 428	-1%	-33%
Export	9 572	7%	-22%	12 216	-8%	13 300	-67%	39 767	3%	38 692	46%	-29%
Wholesale market	5 097	4%	-12%	5 787	-50%	11 567	-49%	22 758	31%	17 430	1%	-26%
Other sale	2 669	2%	-4%	2 782	-2%	2 845	55%	1 830	-2%	1 875	94%	9%
Export to TOYA RO	2 814	2%	0%	0	0%	0	-100%	118	-99%	8 112	-1%	-23%

OPERATING SEGMENTS - 2023

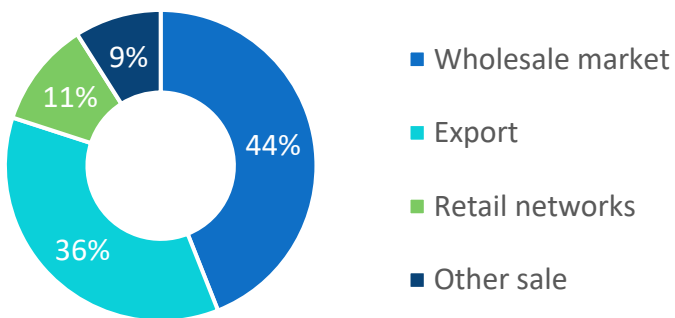
Sales revenue
TOYA CAPITAL GROUP



The largest part of Group's sales was realized through the wholesale market, carried out by distributors, trading partners and other independent business entities.

The second most important distribution channel is the export channel, in which the Group sells to over 110 countries around the world.

Sales revenue
TOYA PL

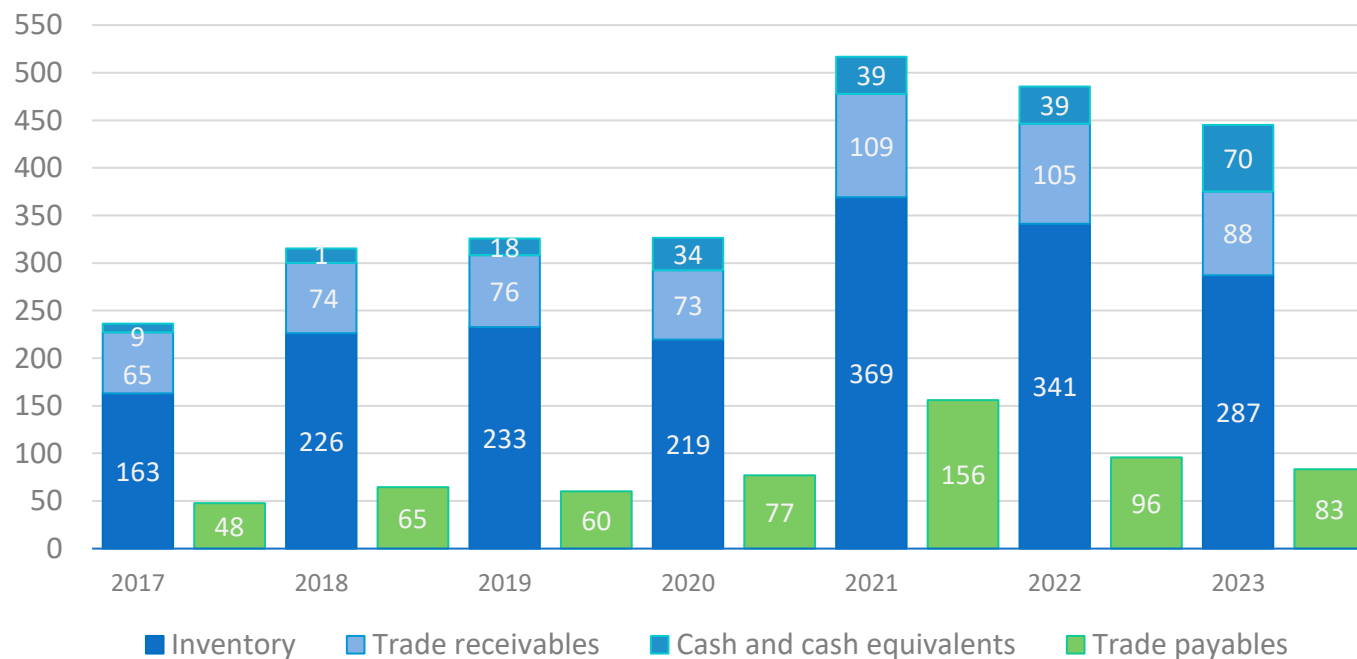


The traditional wholesale channel (distributors, wholesalers, stores) remains the largest distribution channel of TOYA S.A. The sales profitability of this channel is 30%.

NET WORKING CAPITAL - 2023

TOYA CAPITAL GROUP

(M PLN)

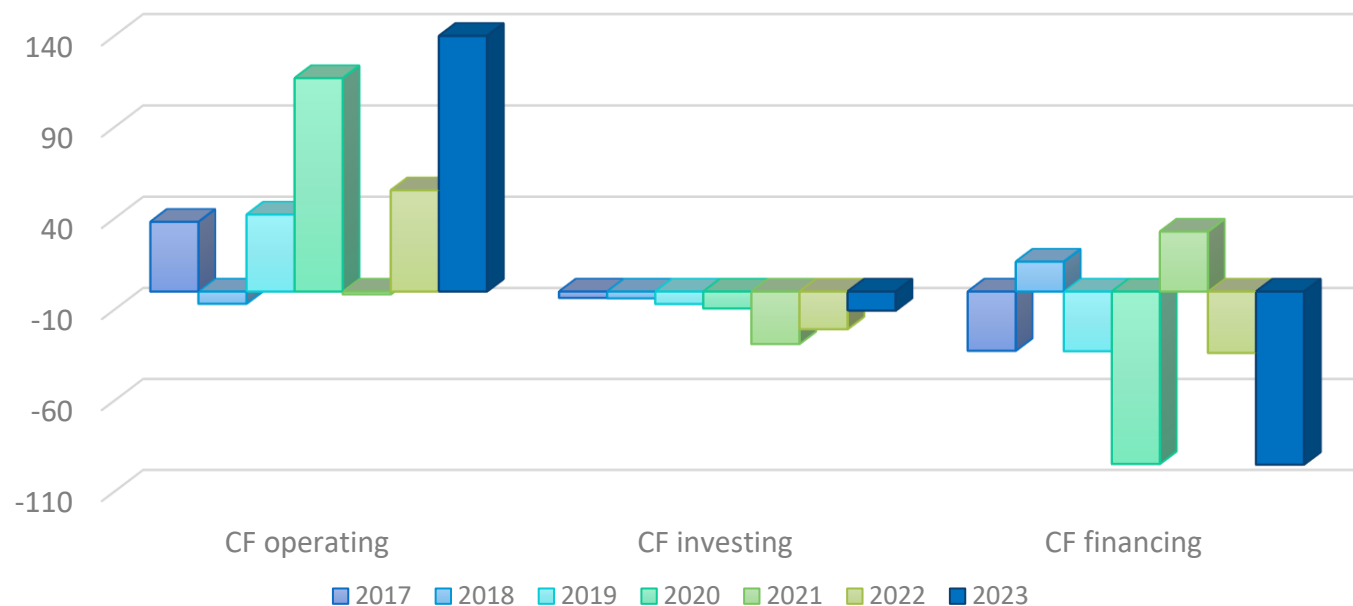


The net working capital of the TOYA Group was positive. The Group did not finance property, plant and equipment with short-term liabilities and was able to settle short-term liabilities on time. In response to the uncertain market situation (inflation, ongoing war in Ukraine), the Group decided to optimize the inventory level, while maintaining the ability to maintain high customer order fulfillment rates. The Group's positive net working capital enables it to generate increasingly higher revenues and respond flexibly to market needs.

CONSOLIDATED CASH FLOW STATEMENT - 2023

TOYA CAPITAL GROUP

(M PLN)



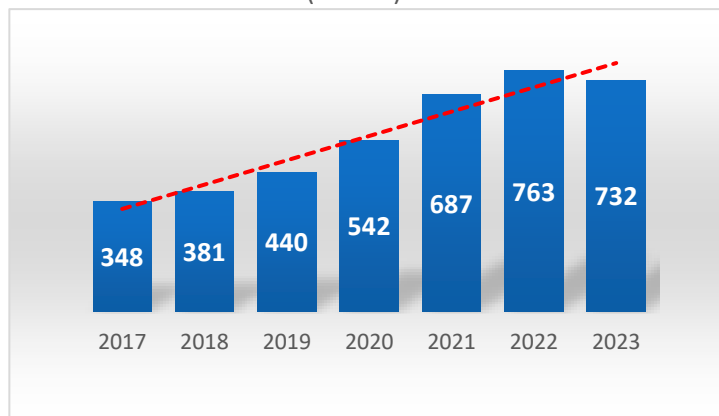
In 2023, the Group reported positive cash flows from operating activities, which amounted to PLN 140 million. The Group's liquidity was at an appropriate level. The net working capital was positive, covering the demand resulting from the volume of sales revenues. The ability to settle short-term liabilities was normal. In 2023, the Group completed investments in the construction of a new warehouse in China. The investment was led by YATO Jiaxing. Negative cash flows from financial activities in 2023 result from the total repayment of debt from bank loans.

KEY FINANCIAL DATA - 2023

TOYA CAPITAL GROUP

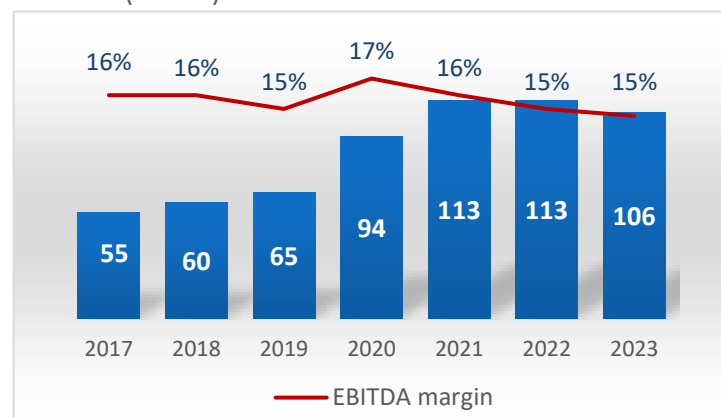
CONSTANT REVENUE GROWTH

REVENUE FROM SALES (M PLN)



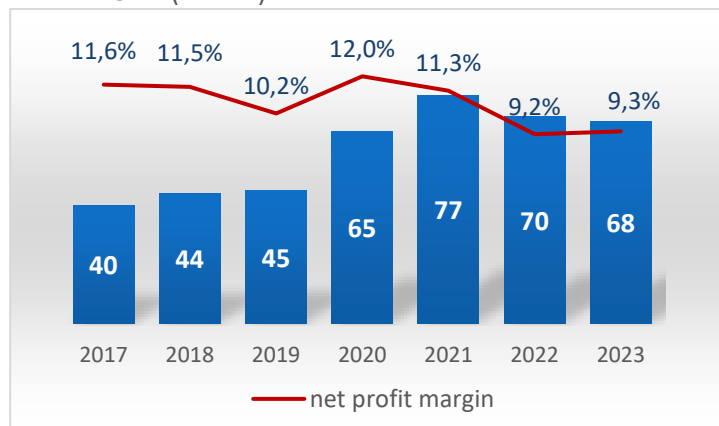
RECORD VALUES EBITDA

EBITDA (M PLN)



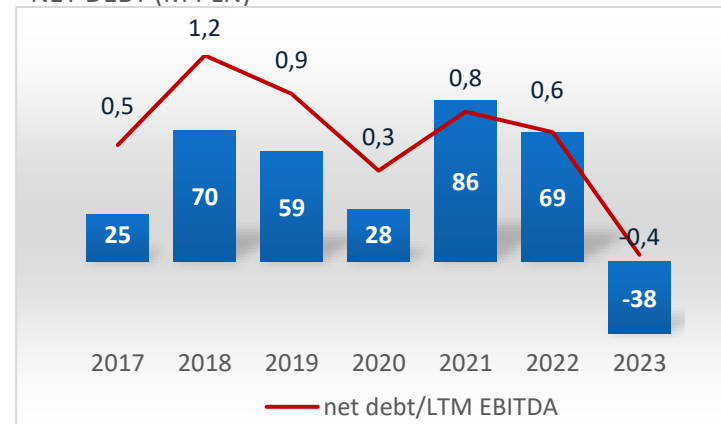
NET PROFIT- STABLE LEVEL

NET PROFIT (M PLN)



NET DEBT

NET DEBT (M PLN)

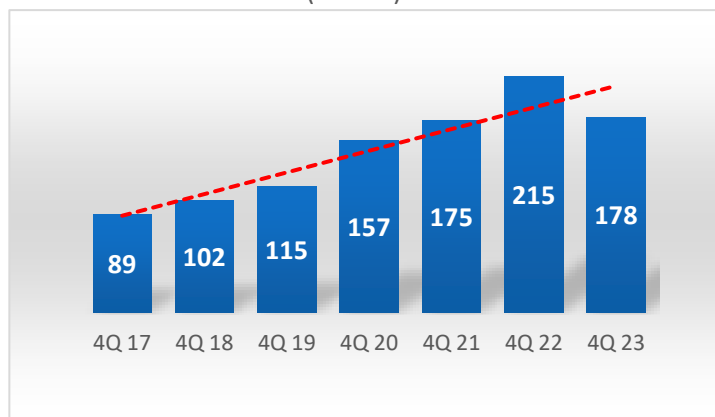


KEY FINANCIAL DATA - 4rd QUARTER 2023

TOYA CAPITAL GROUP

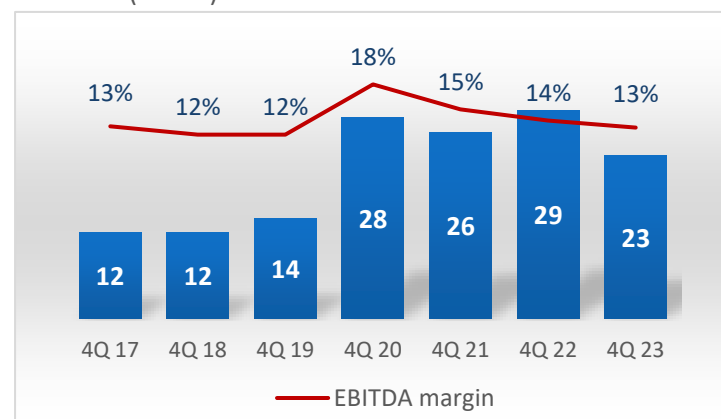
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (M PLN)



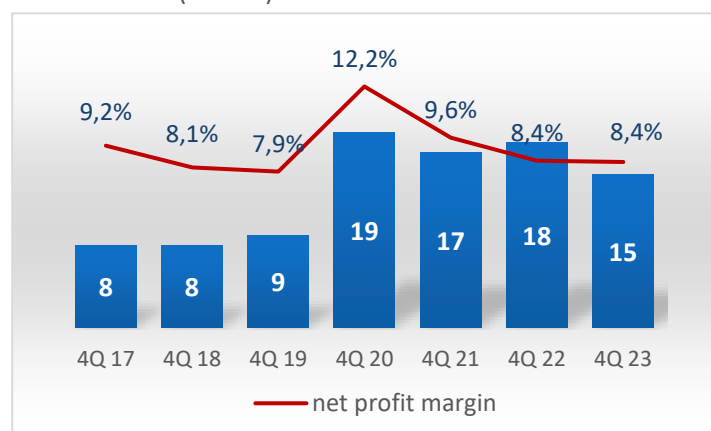
EBITDA

EBITDA (MPLN)



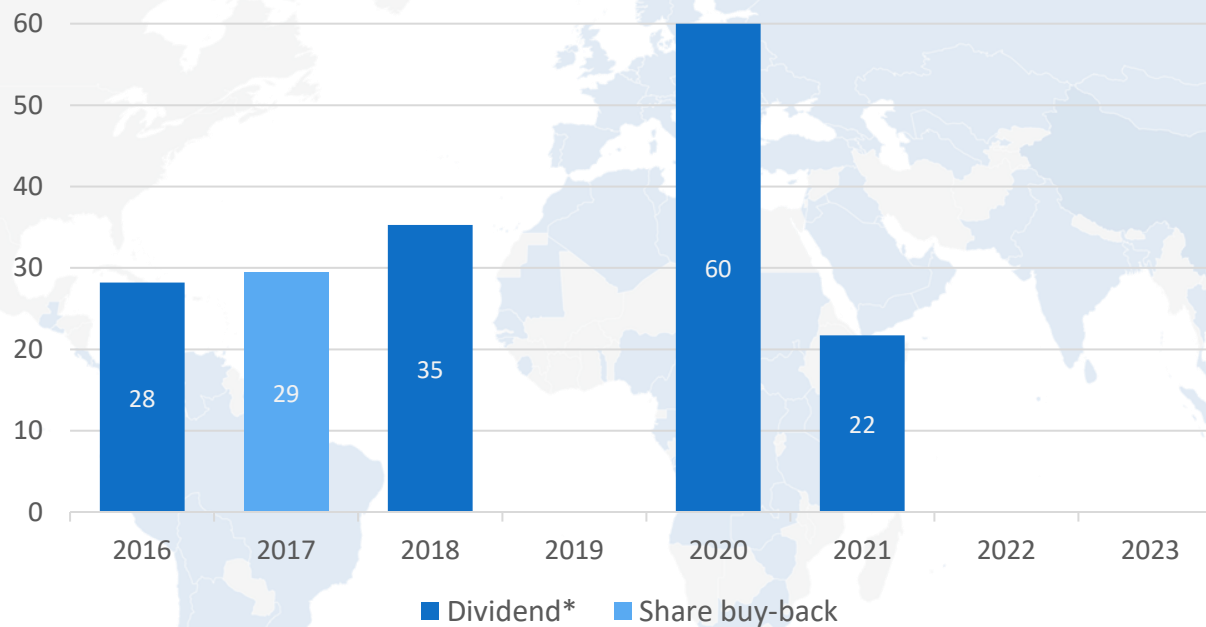
NET PROFIT - STABLE LEVEL

NET PROFIT (M PLN)



PROFIT DISTRIBUTION TO SHAREHOLDERS TOYA CAPITAL GROUP

(M PLN)



(*) year of dividend payment

THE SUSTAINABILITY REPORT



**RAPORT ZRÓWNOWAŻONEGO ROZWOJU
GRUPY TOYA W 2023 R.**

For 2023, the Group published a non-financial report for the first time - the ESG sustainability report.

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DEFINITIONS:

EBITDA – profit on operating activities + depreciation

LTM EBITDA – last twelve months EBITDA

Net debt – liabilities from loans and borrowings – cash and cash equivalents

Capitalization – stock exchange value = stock price x the number 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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