

# TOYA CAPITAL GROUP

The corporate presentation  
The first quarter 2025

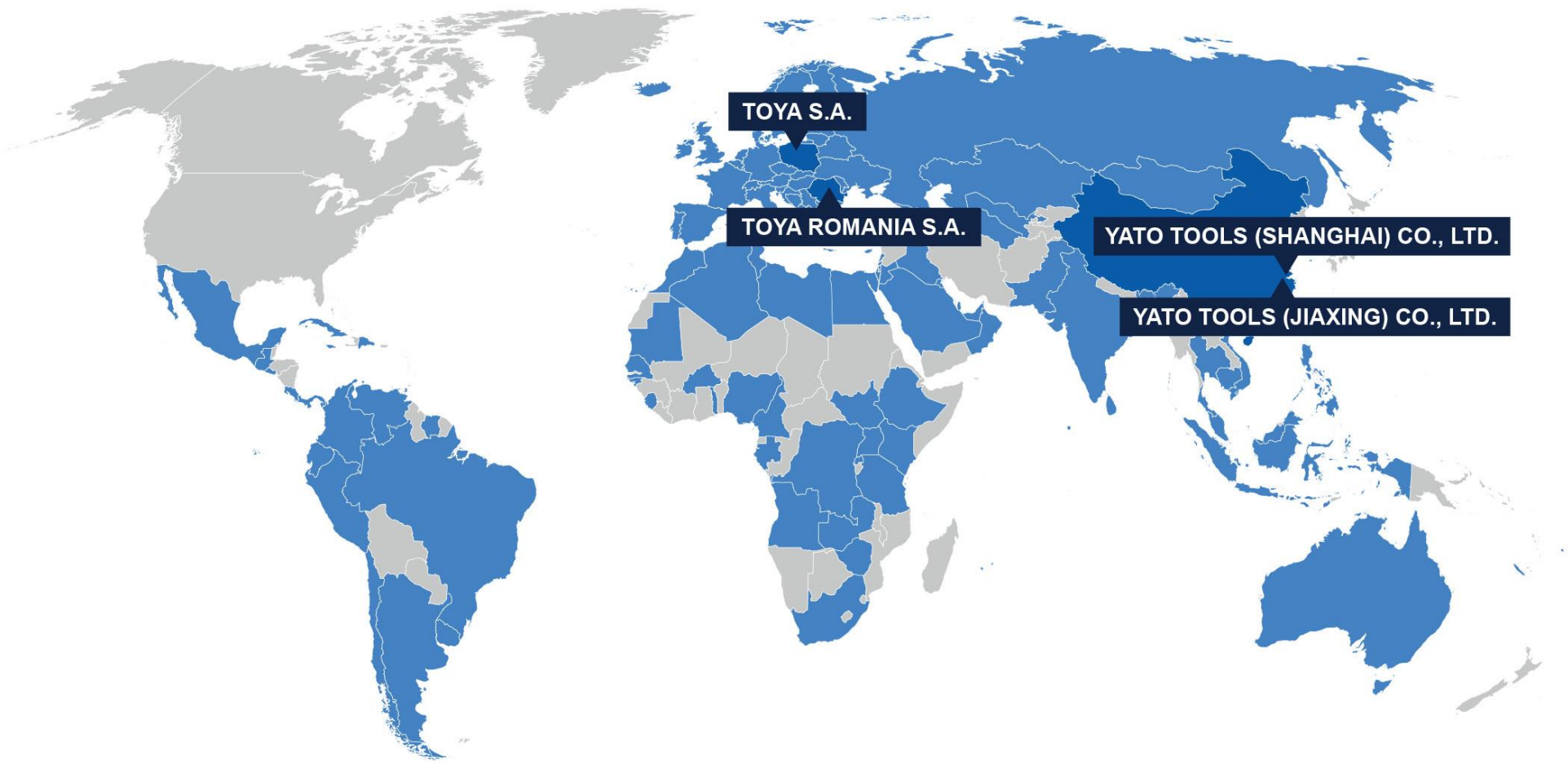
## ABOUT US – TOYA CAPITAL GROUP

We distribute tools, power tools, professional kitchen equipment, as well as products essential for the kitchen, bathroom and garden. Our products are present in nearly every household in Poland and are utilized in millions of apartments, workshops, and construction projects across more than 110 countries worldwide.



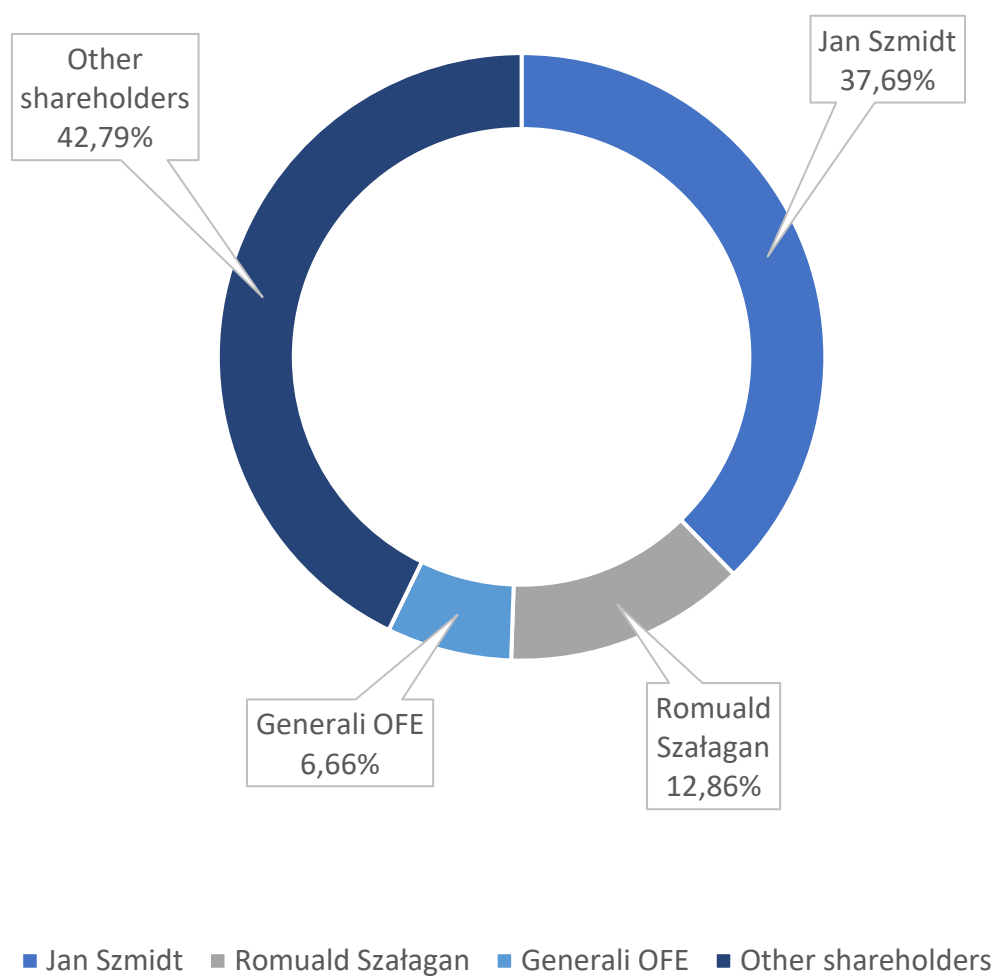
## TOYA WORLDWIDE

TOYA Group manufactures and distributes tools to over 110 countries. We work with major retail chains and local distributors. We supply products to more than 4,000 B2B customers worldwide.





## SHAREHOLDERS



## SELECTED STOCK DATA

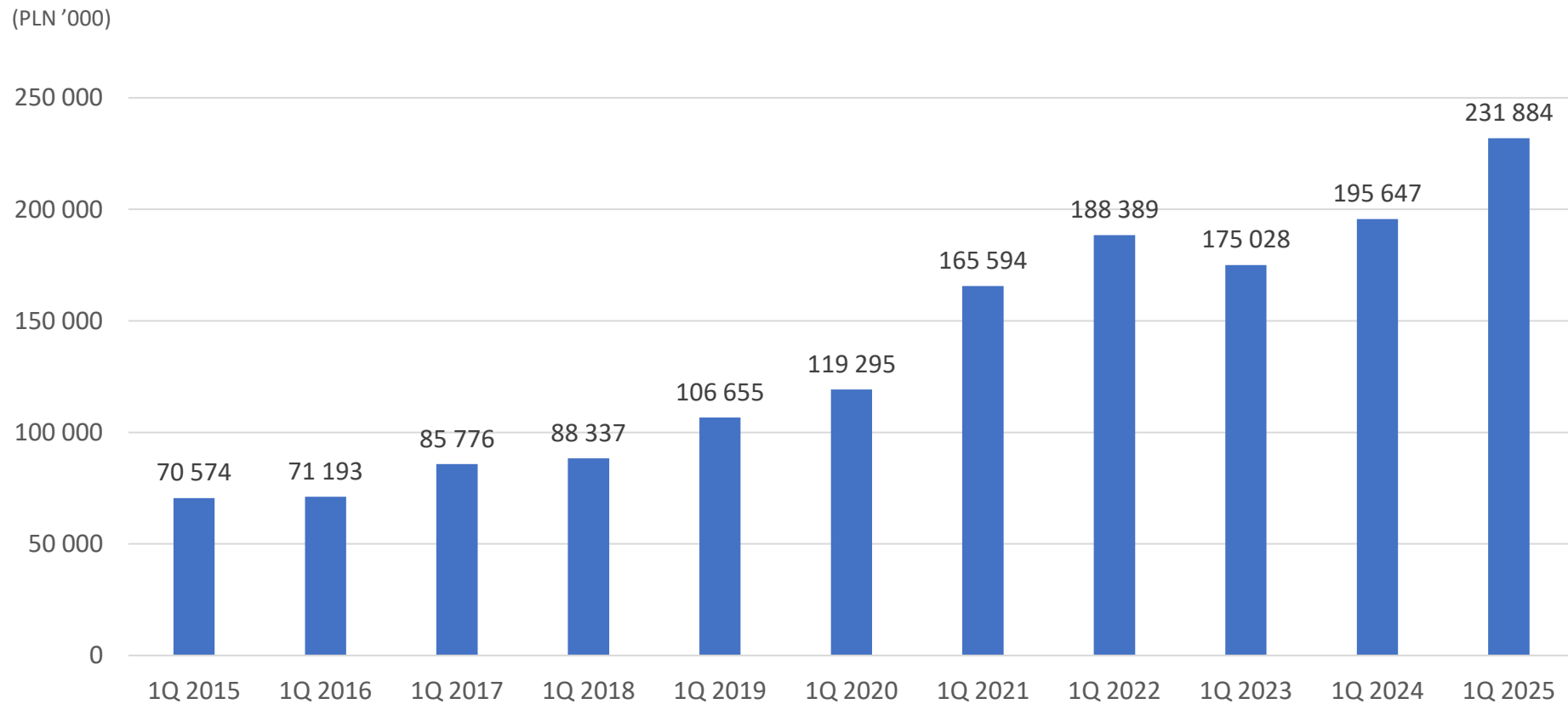
Index	SWIG80
ISIN	PLTOYA000011
The number of shares	75 042 226 pcs.
Capitalization*	510,29 M PLN
P/E ratio*	6,65
P/BV*	1,01

## SELECTED FINANCIAL DATA

Consolidated data PLN '000	IQ 2025	IQ 2024
Revenue from sales	231 884	195 647
Gross profit margin (%)	33,4%	32,7%
Net profit	24 596	16 262
	<b>31.03.2025</b>	<b>31.12.2024</b>
Equity	506 806	489 891
Net debt	20 662	24 623
Net debt/equity	0,04	0,05

(\*) Capitalization and market ratios calculated as at 31/03/2025.

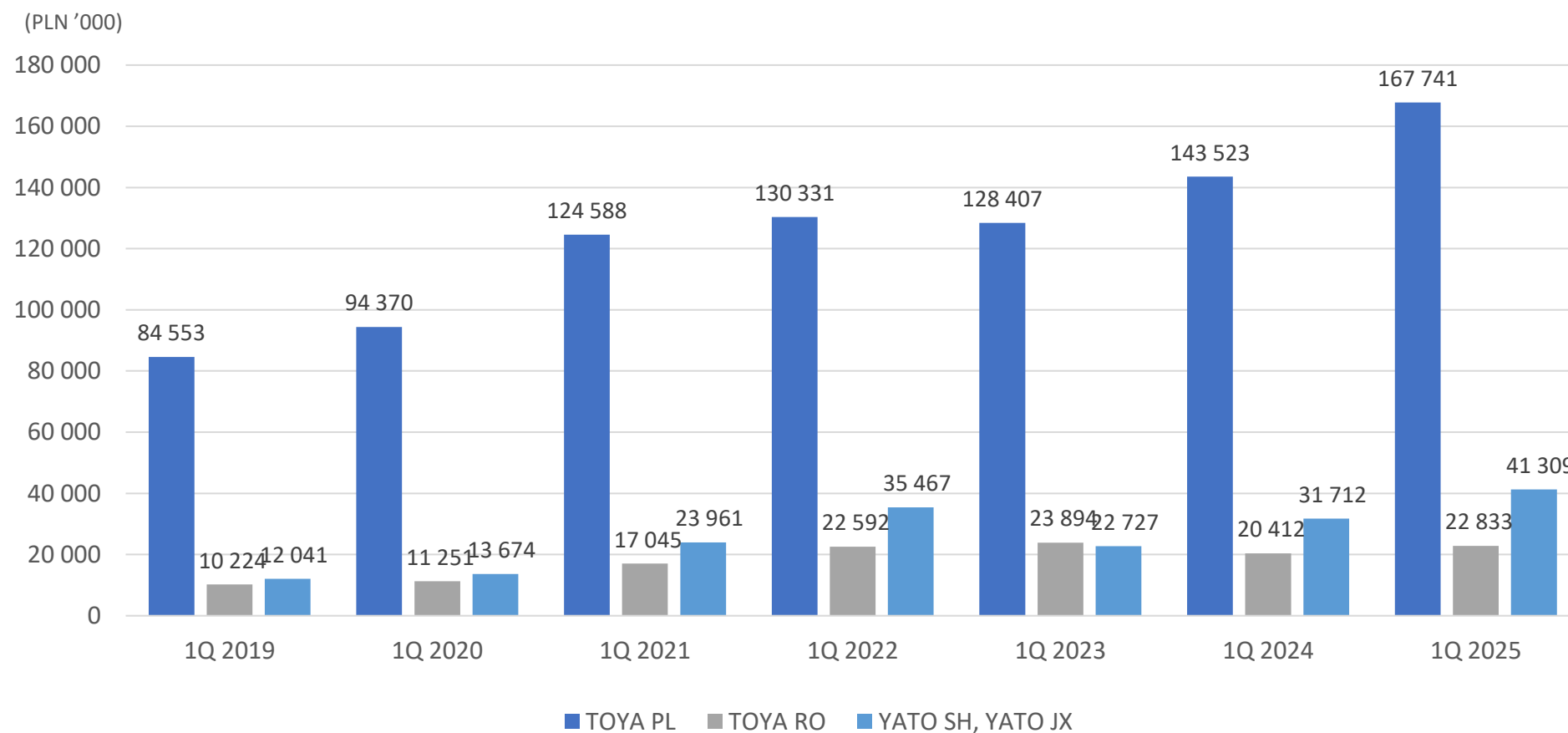
## REVENUE FROM SALES – 1st QUARTER 2025 TOYA CAPITAL GROUP



Every year, the TOYA Group generates revenue that ensures significant market shares. Investments in logistics and distribution centres as well as the development of product brands translate into very good financial results. The growth in revenue is a strong testament to our financial stability and the effectiveness of the actions we undertake.

## REVENUE FROM SALES – 1st QUARTER 2025 TOYA CAPITAL GROUP

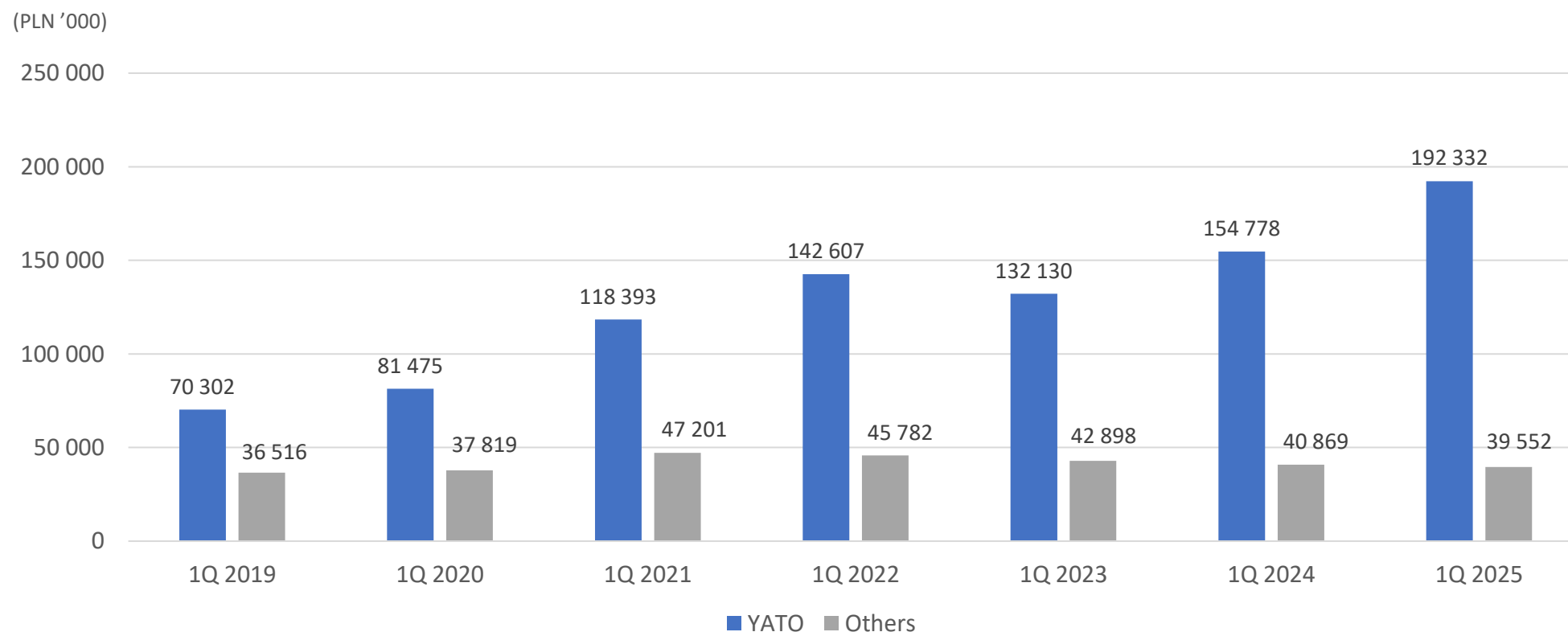
### BREAKDOWN BY COMPANIES



The dynamic growth of the Group is confirmed by consolidated sales revenue. In 1Q 2025, it increased by 19% compared to 1Q 2024. The Group's compounded annual growth rate (CAGR) over the last 4 years reached as much as 9%. TOYA PL stands out, with a 72% share in revenues. It remains the most important company within the Capital Group.

## REVENUE FROM SALES – 1st QUARTER 2025 TOYA CAPITAL GROUP

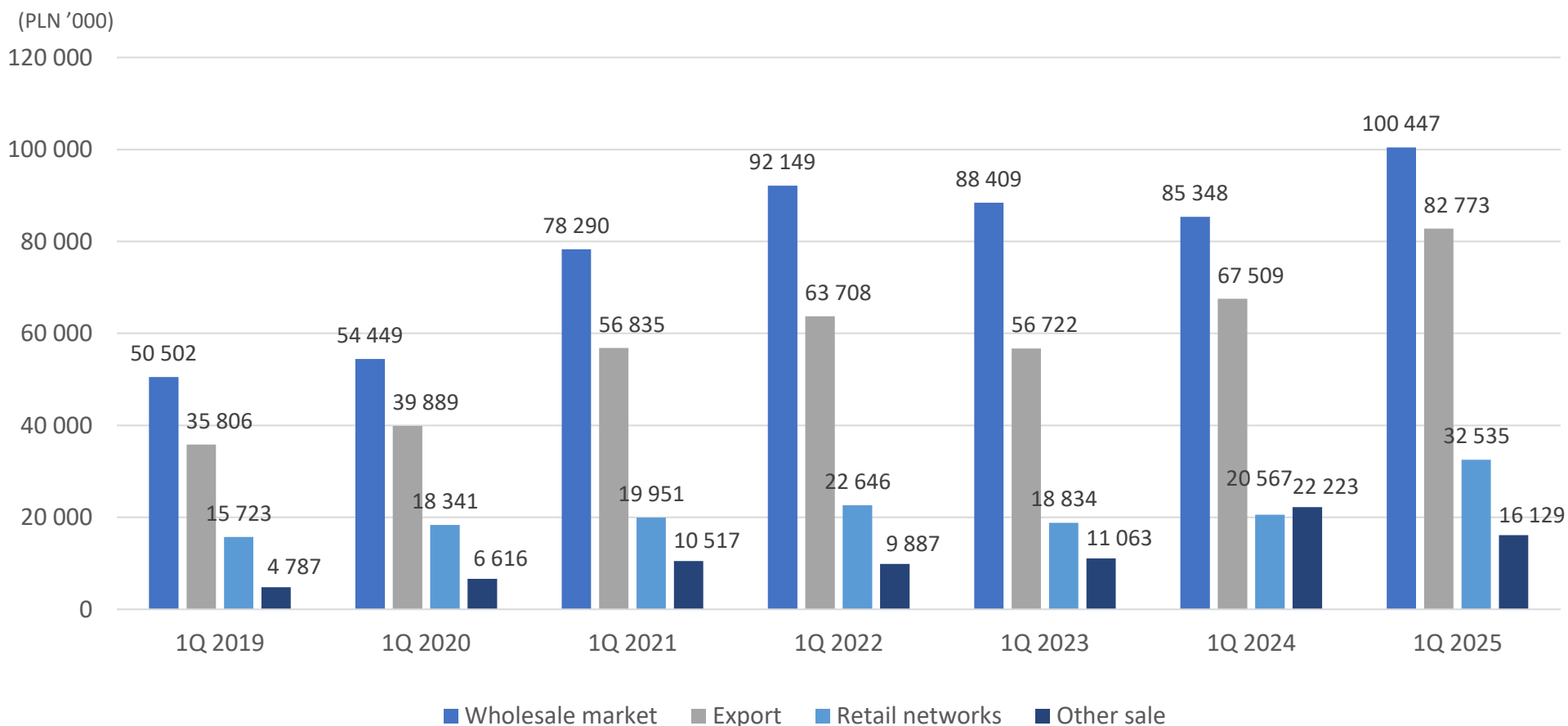
### BREAKDOWN BY BRANDS



The TOYA Group is the owner of six strong brands with a global reach. The leading and most profitable brand within the group is YATO. Out of more than 13,000 products in the Group's portfolio, approximately 8,300 are indexed under this brand. YATO's dominant position and its high recognition in the market, especially in the field of hand tools for the automotive industry, are further strengthened by the continually expanding range of power tools.

## REVENUE FROM SALES – 1st QUARTER 2025 TOYA CAPITAL GROUP

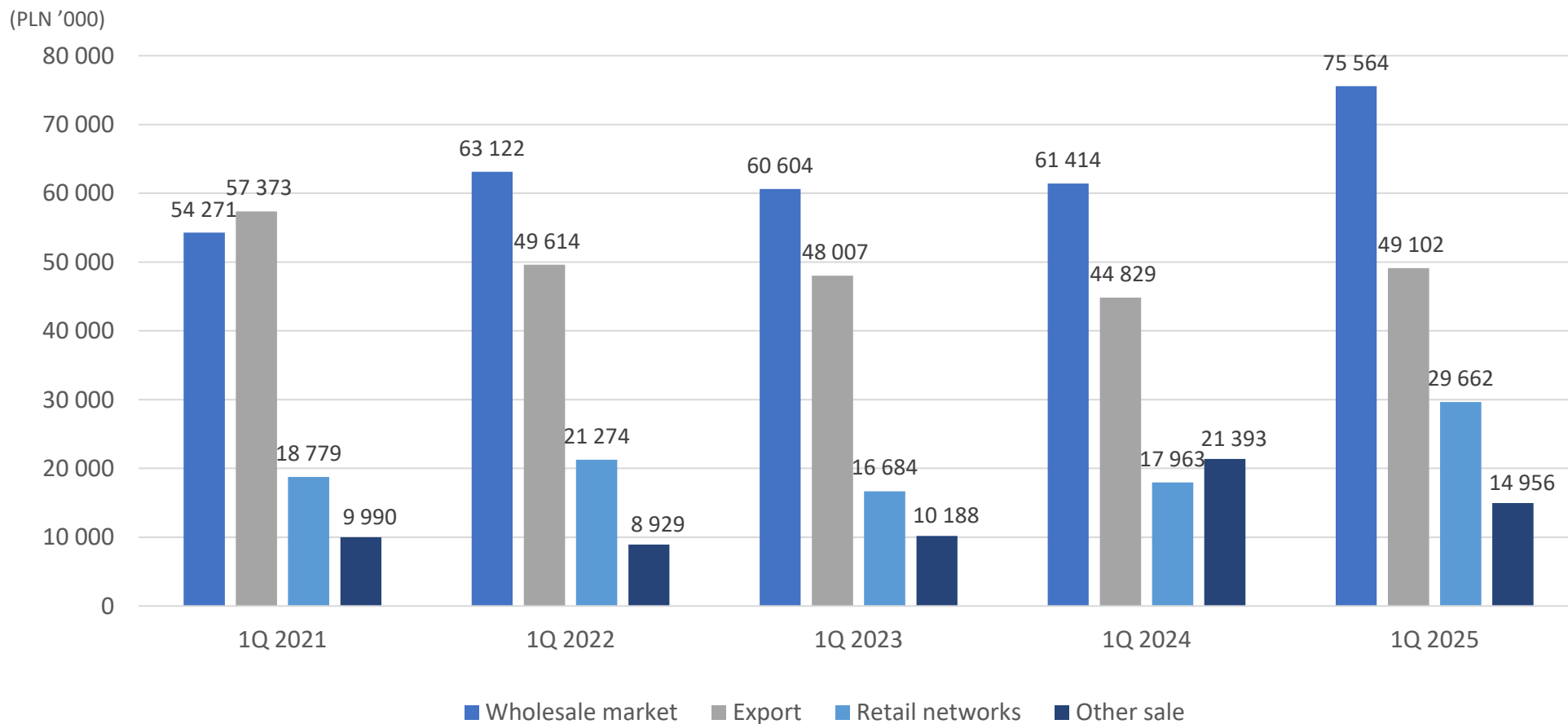
### BREAKDOWN BY DISTRIBUTION CHANNELS



Wholesale channel sales in Q1 2025 increased by 18% compared to Q1 2024. The Group is also expanding its export operations, which recorded a 23% year-over-year growth in Q1 2025. Sales through retail chains continue to grow dynamically, with a compound annual growth rate exceeding 13% over the past four years. Within the retail chain segment, the Group collaborates with major retail networks operating in Poland and Romania. E-commerce sales are characterized by a strong gross margin, exceeding 48%.

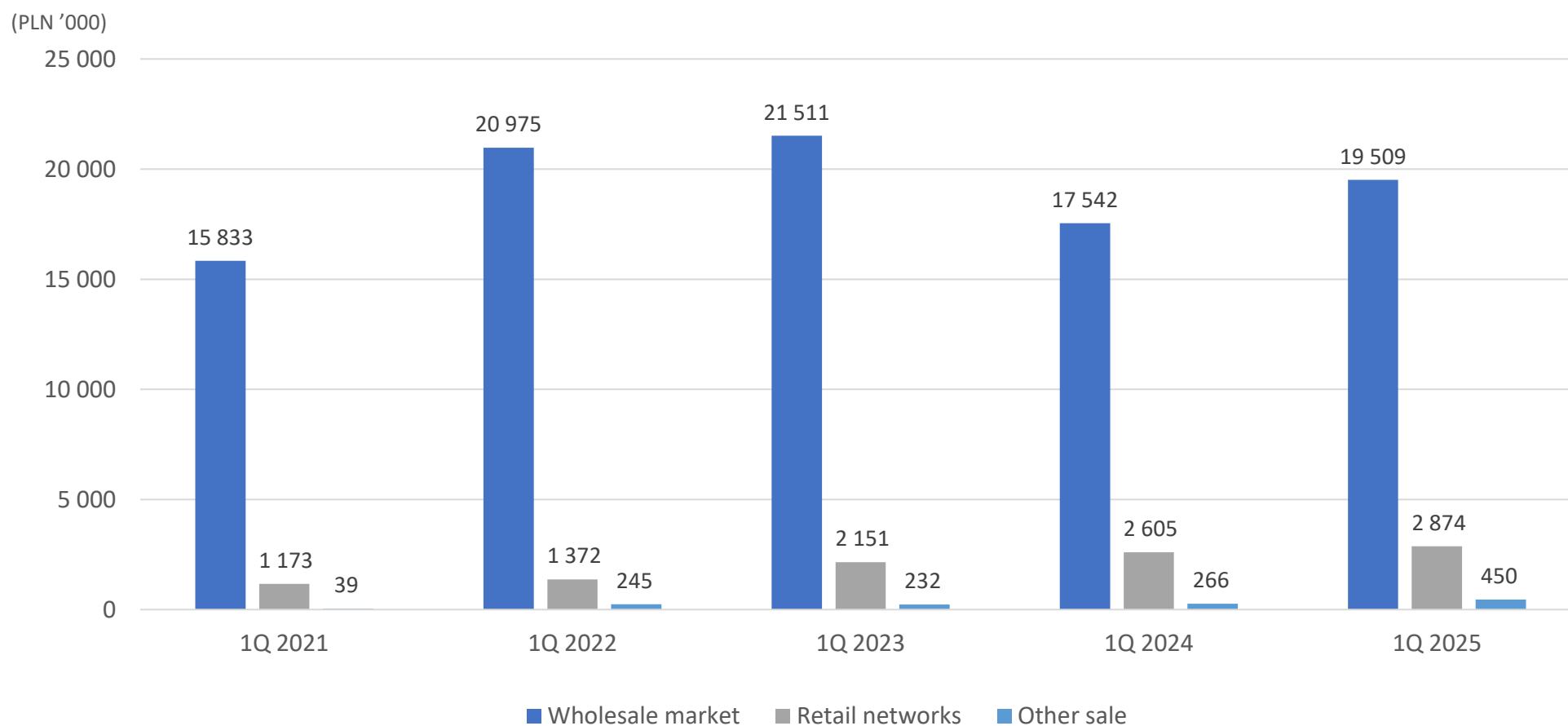


## REVENUE FROM SALES – 1st QUARTER 2025 TOYA PL



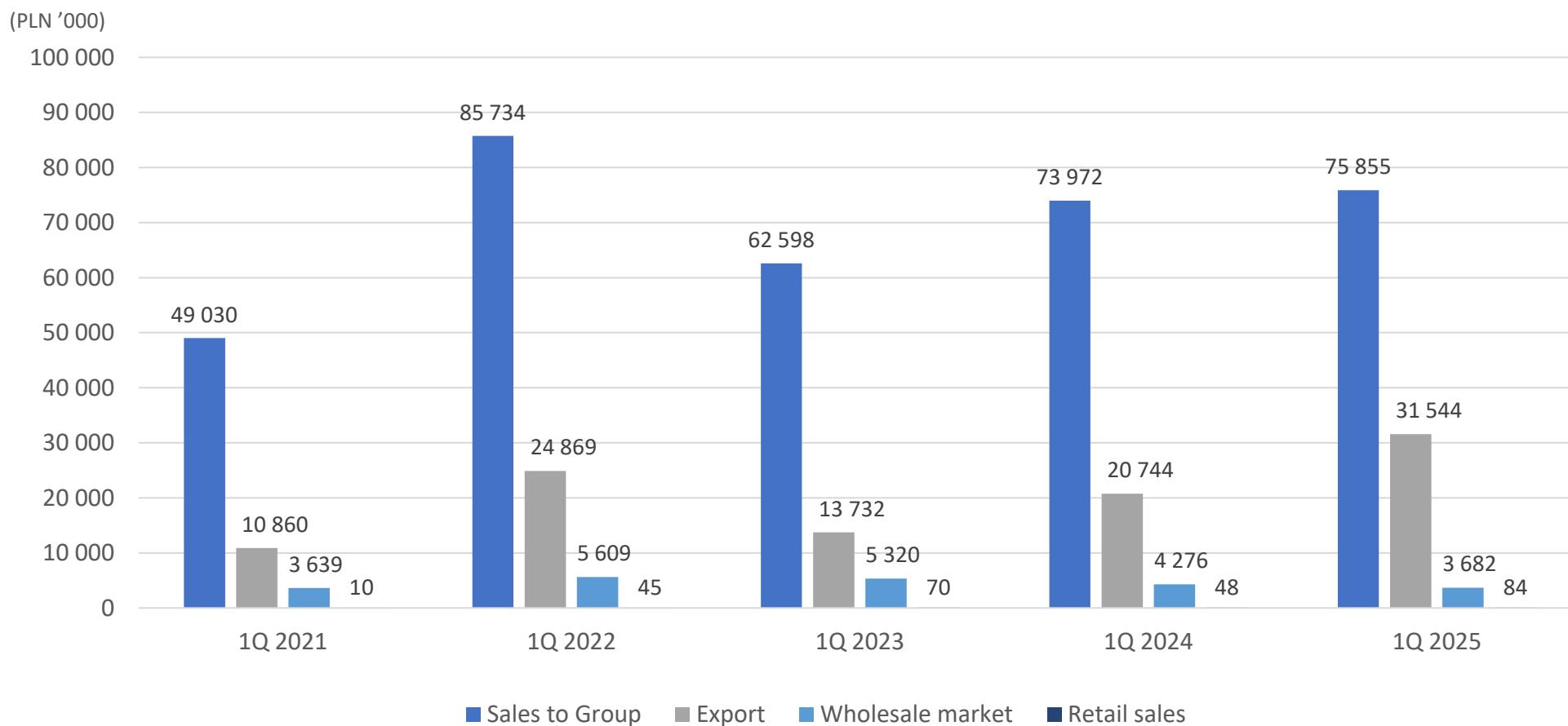
In 1Q 2025, TOYA PL achieved a 16% increase in sales revenue compared to 1Q 2024. A significant increase in sales was recorded in sales through networks - by as much as 65%. The wholesale market still has a large growth potential - an increase of 23% compared to 1Q 2024, which indicates a significant increase in efficiency and development of this segment.

## REVENUE FROM SALES – 1st QUARTER 2025 TOYA ROMANIA



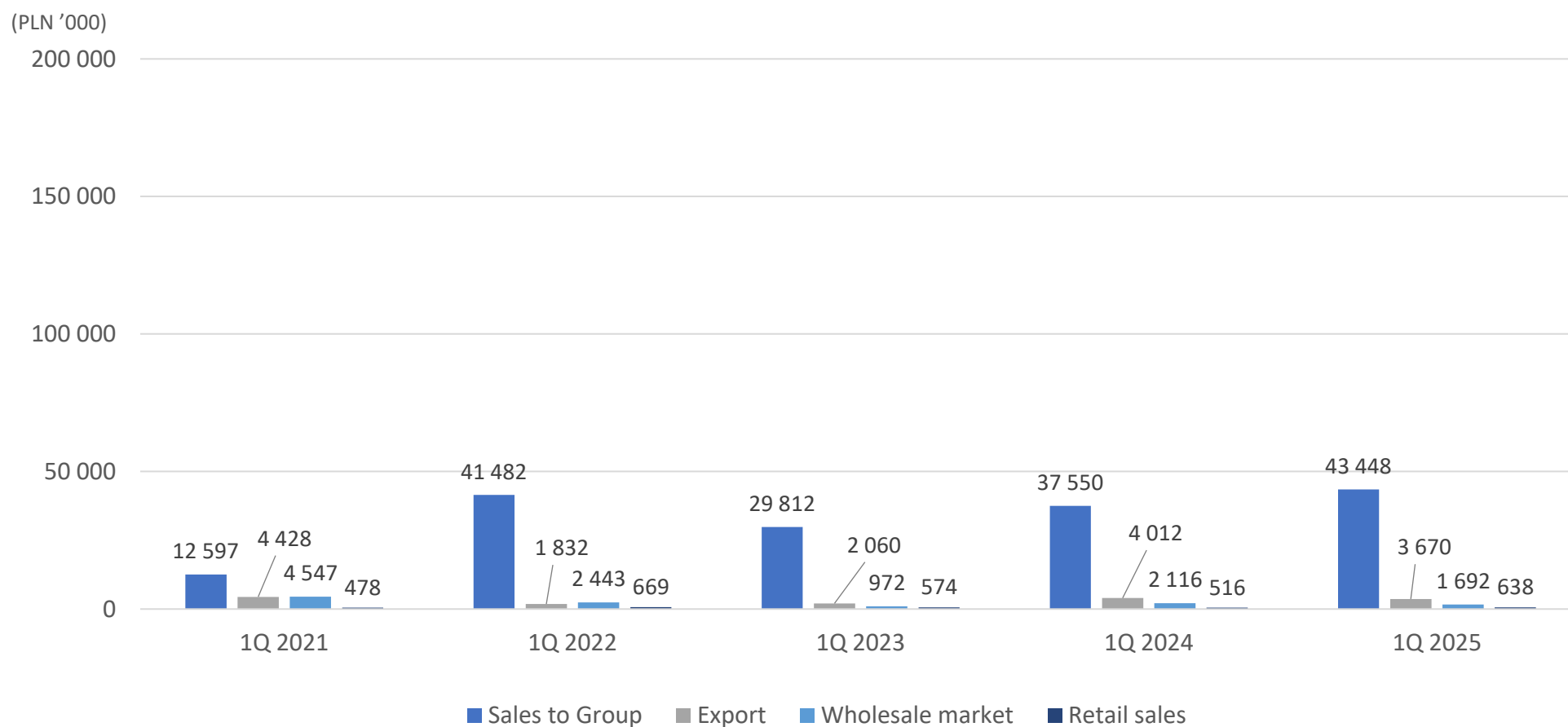
TOYA Romania achieved a 12% year-over-year increase in revenue in Q1 2025 compared to Q1 2024. The retail chain channel continues to show a stable upward trend, with a 10% growth over the same period. Wholesale distributors remain the dominant sales channel, contributing 85% of total revenue, with an 11% year-over-year growth in this segment.

## REVENUE FROM SALES – 1st QUARTER 2025 YATO TOOLS (JIAXING)



The Compound Annual Growth Rate (CAGR) stands at 15%, indicating solid and stable growth for the company over the last four years. Particularly promising are the dynamically increasing export sales, which have grown by over 50% compared to 1Q 2024. The company exports mainly to the Asian market (31% of export volume) and Africa (24%).

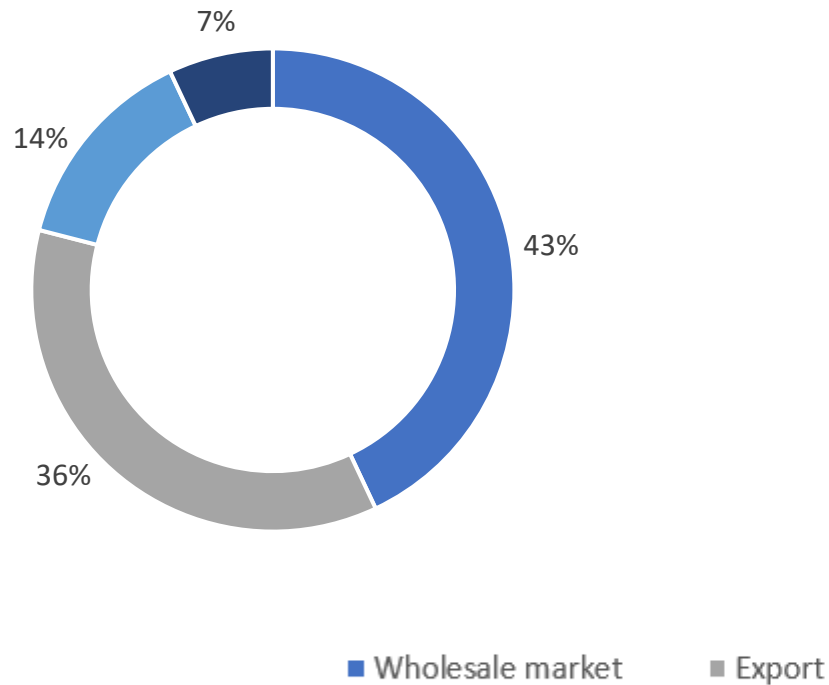
## REVENUE FROM SALES – 1st QUARTER 2025 YATO TOOLS (SHANGHAI)



In Q1 2025, Yato Tools (SH) recorded a 12% increase in sales compared to Q1 2024. Operating across almost the entire territory of China, the company's broad market reach indicates strong potential for expanding its local sales network and capitalizing on growth opportunities in this key region.

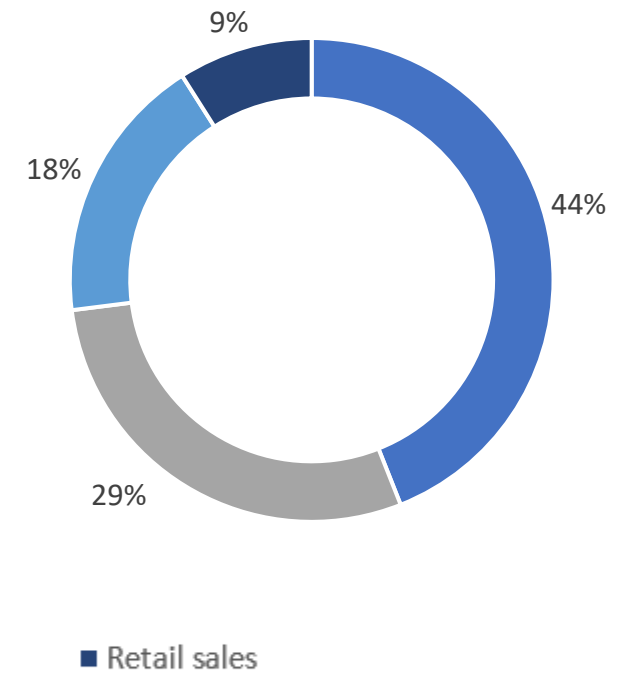
## OPERATING SEGMENTS – 1st QUARTER 2025

### TOYA CAPITAL GROUP



In 1Q 2025 the Capital Group generated the majority of its sales through the wholesale distribution channel. The second most important distribution channel is the export channel, in which the Group sells to over 110 countries around the world.

### TOYA PL

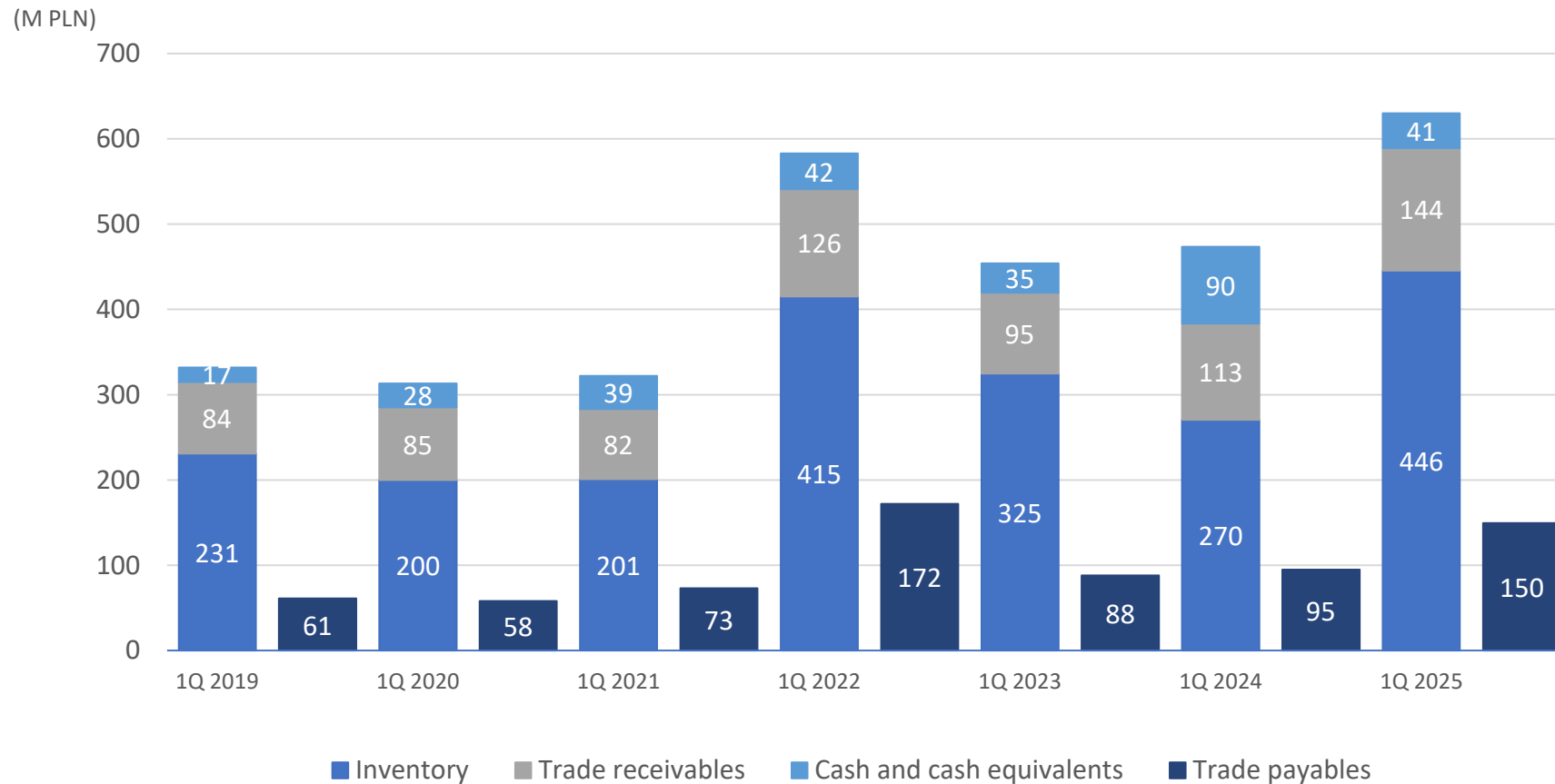


In 1Q 2025, sales in the wholesale and export segments accounted for over 70% of TOYA PL's total sales. TOYA PL conducts its export sales primarily in Europe, with the largest export markets being Ukraine and Hungary.



## NET WORKING CAPITAL – 1st QUARTER 2025

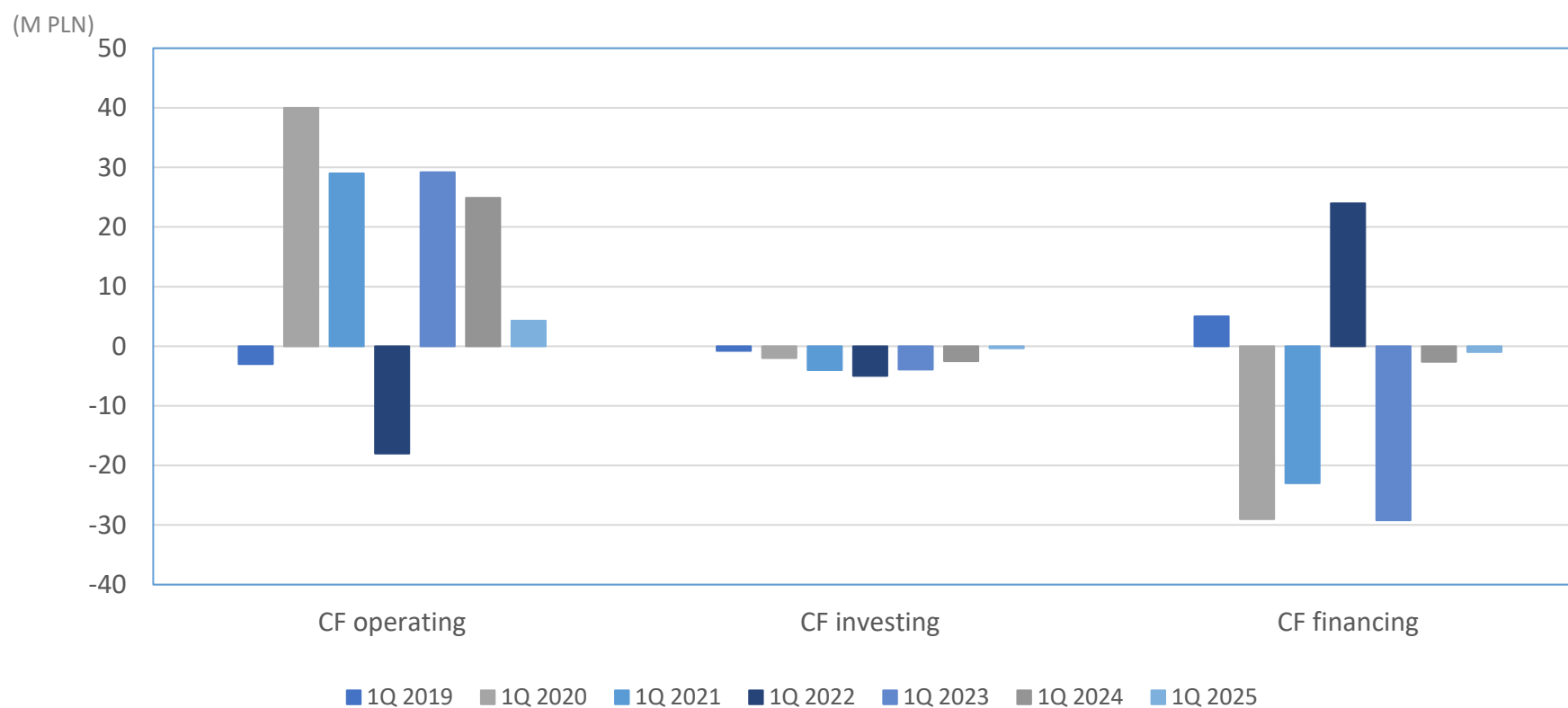
### TOYA CAPITAL GROUP



In Q1 2025, the Group maintained a positive net working capital position. Higher inventory levels across all Group companies, resulting from a strategic inventory build-up at the end of 2024, ensured strong product availability and supported competitiveness in global markets. The increase in trade payables reflects changes in supply chain processes and the Group's expanding international footprint. The rise in orders from Chinese subsidiaries primarily responds to growing demand from TOYA PL.

## CASH FLOW STATEMENT – 1st QUARTER 2025

### TOYA CAPITAL GROUP

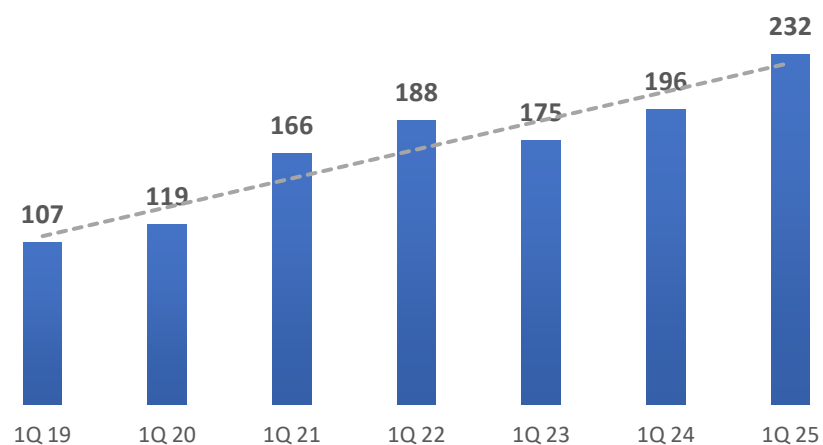


The Group's liquidity was at an appropriate level. Net working capital was positive and covered the demand resulting from the volume of sales revenue. The ability to cover short-term liabilities was correct.

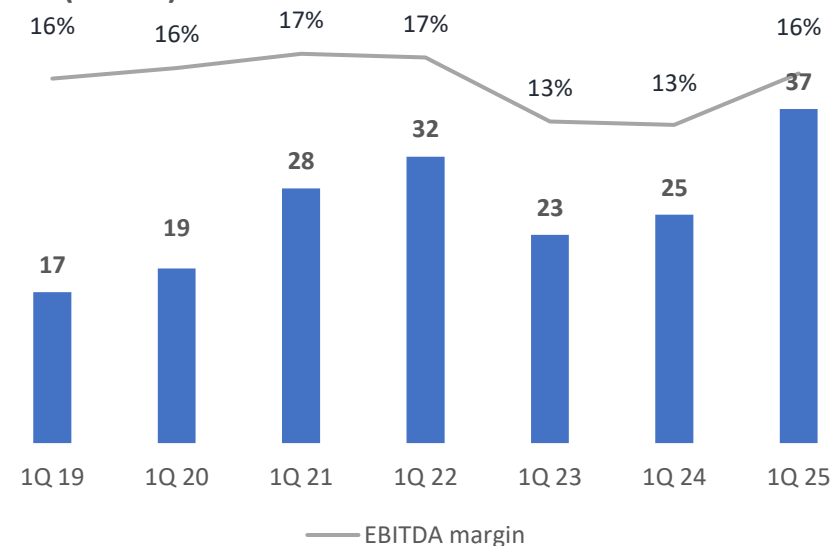
## KEY FINANCIAL DATA – 1st QUARTER 2025

### TOYA CAPITAL GROUP

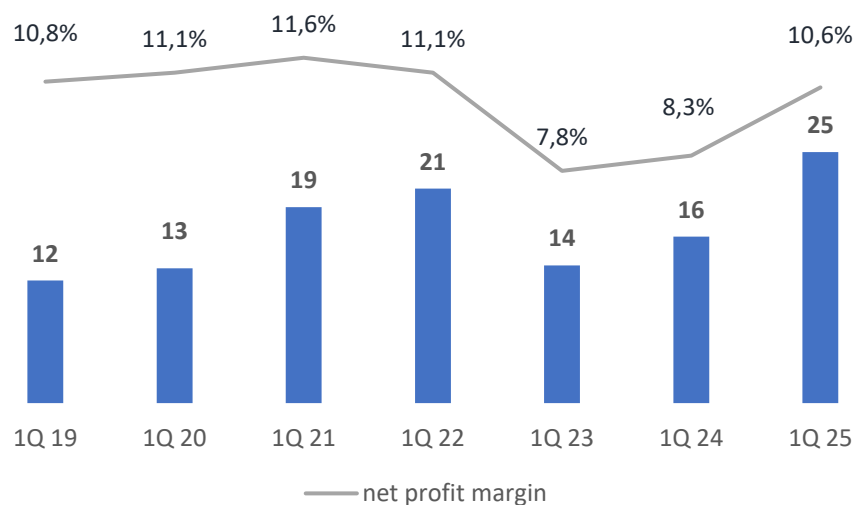
#### REVENUE FROM SALES (M PLN)



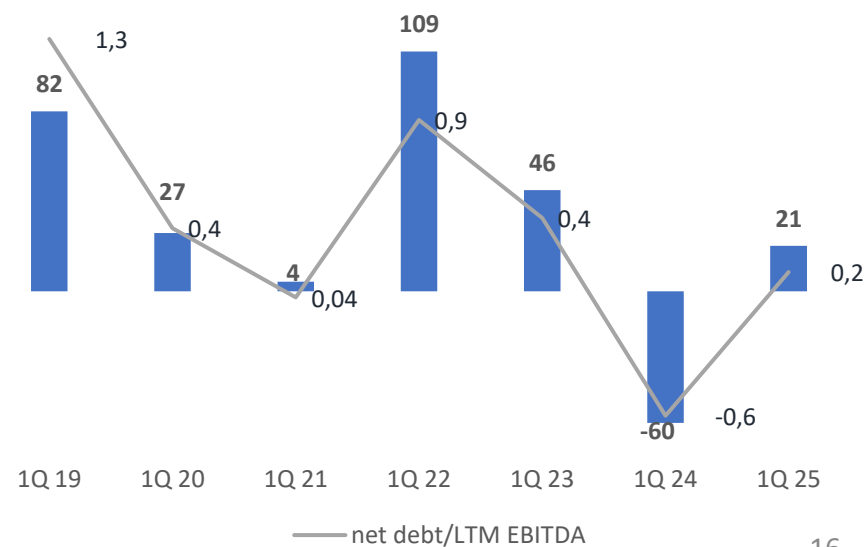
#### EBITDA (M PLN)



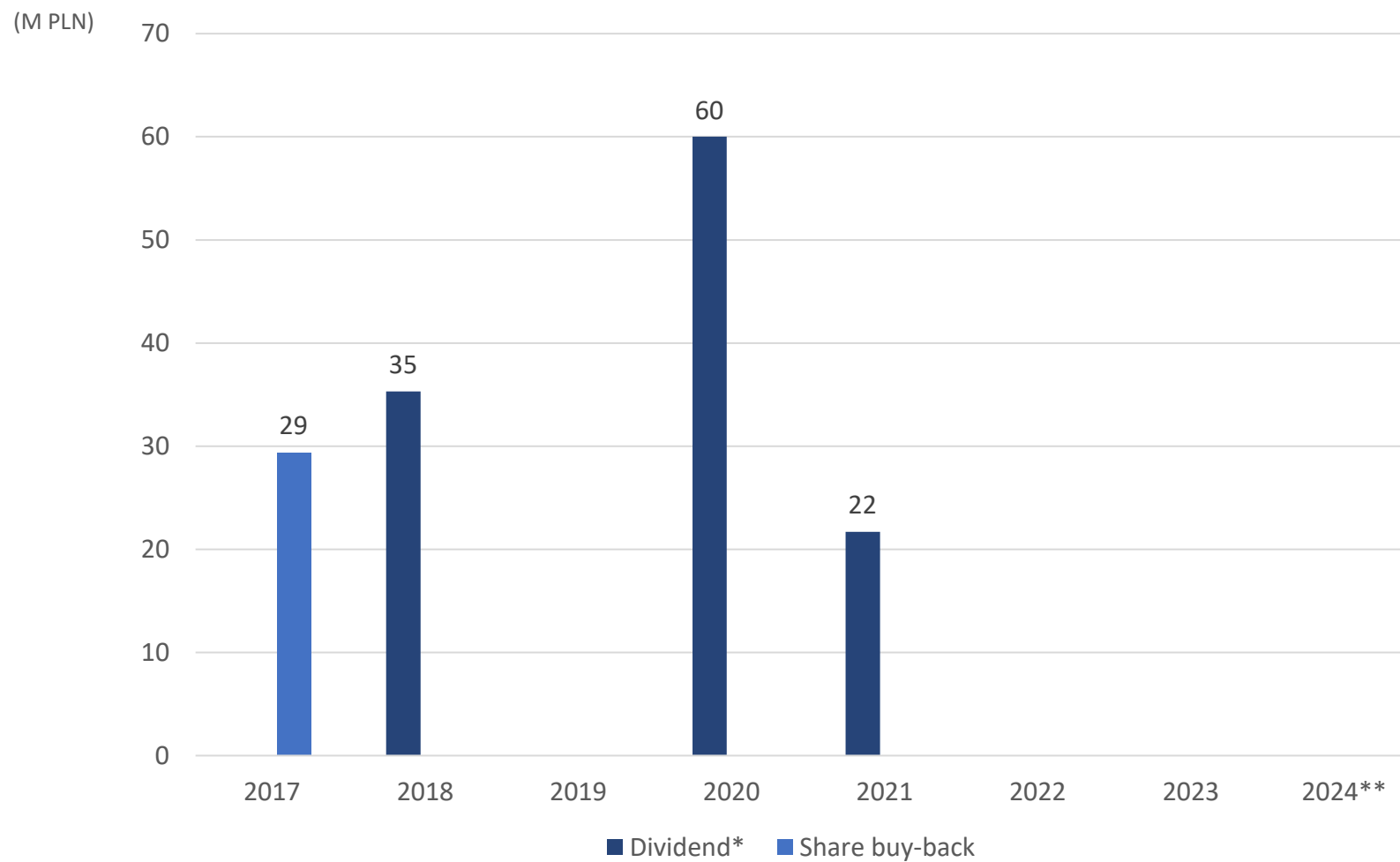
#### NET PROFIT (M PLN)



#### NET DEBT (M PLN)



## PROFIT DISTRIBUTION TO SHAREHOLDERS



(\*) year of dividend payment

(\*\*) the decision on the distribution of profit shall be made at the next General Meeting of Shareholders

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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

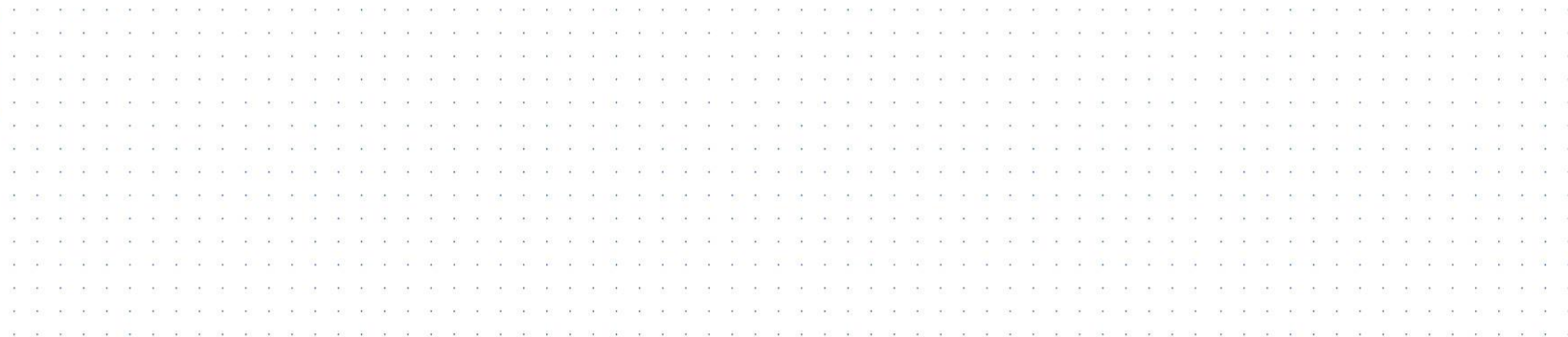
**Capitalization** – stock exchange value = stock price x the number of shares traded on the stock exchange

**P/E ratio** – price /earnings

**C/WK** – price /book value

**CAGR** – cumulative growth rate





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