



TOYA

CAPITAL GROUP

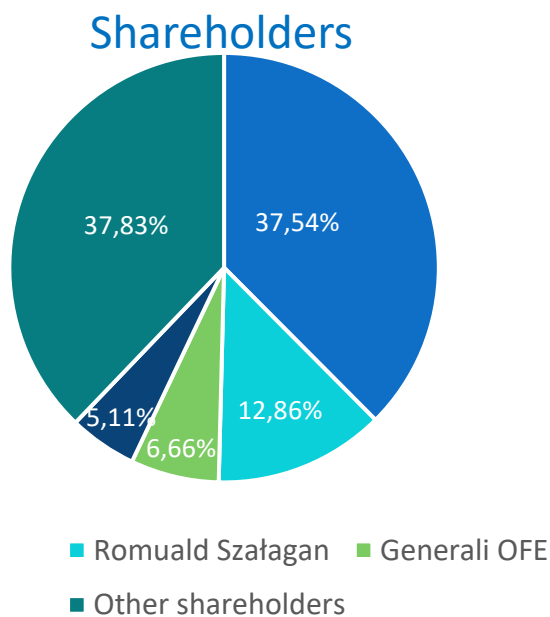
Corporate presentation- half year results 2022



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*	397,72 m PLN
P/E ratio*	5,41
P/BV*	1,15

SELECTED FINANCIAL DATA

Consolidated data PLN '000	H1 2022	H1 2021
Revenue from sales	367 832	342 719
Gross profit margin (%)	33,1%	34,0%
Net profit	38 369	42 189
	30.06.2022	31.12.2021
Equity	345 215	300 678
Net debt	137 044	85 682
Net debt/equity	0,4	0,3

(*) Capitalization and market ratios calculated as at 30/06/2022.

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

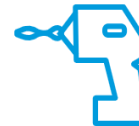
The core business of activities of Toya includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



**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**



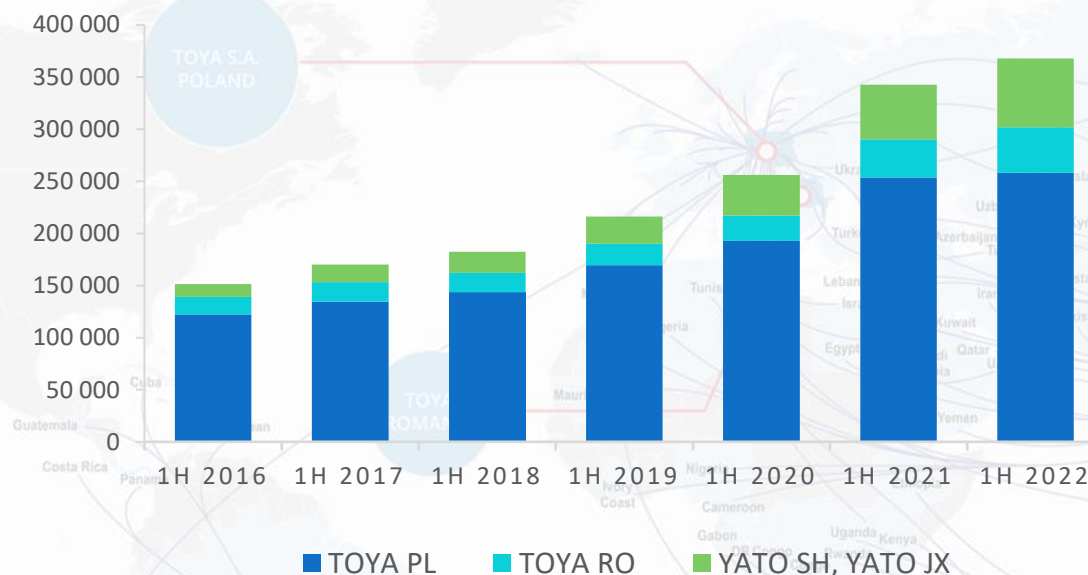
526 employees

REVENUE FROM SALES - 1ST HALF OF 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 growth sales dynamics (25% yoy).
TOYA RO continued the positive trend and achieved 20% growth yoy.

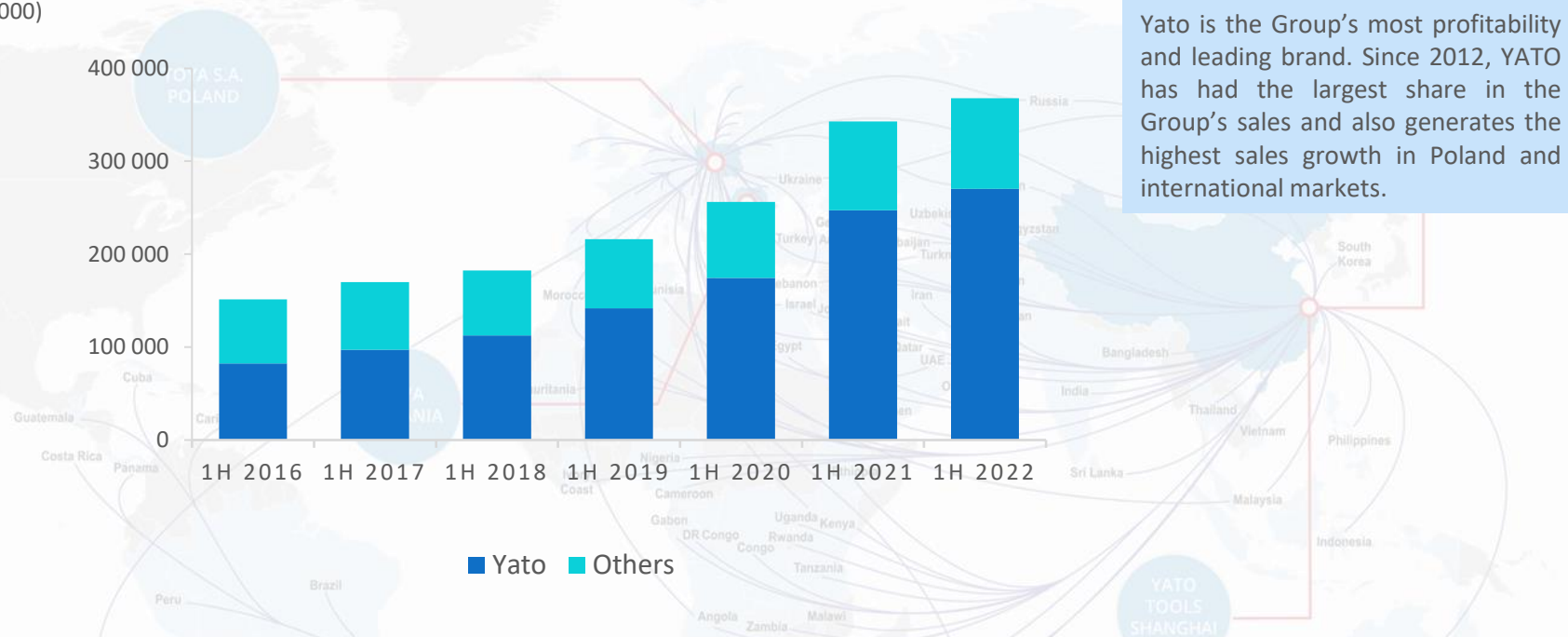
[thous. PLN]	H1 2022	share	change	H1 2021	change	H1 2020	change	H1 2019	change	H1 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	367 832			342 719		256 113		216 162		182 385		19%
Division according to the country	367 832			342 718,70		256 113,17		216 162,30		182 384,61		
TOYA PL	258 147	70%	2%	253 589	32%	192 804	14%	169 589	18%	143 319	7%	16%
YATO SH and YATO JX	66 000	18%	25%	52 620	35%	39 044	50%	26 023	29%	20 159	20%	35%
TOYA RO	43 685	12%	20%	36 509	50%	24 265	18%	20 549	9%	18 906	1%	23%

REVENUE FROM SALES - 1ST HALF OF 2022

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(PLN'000)



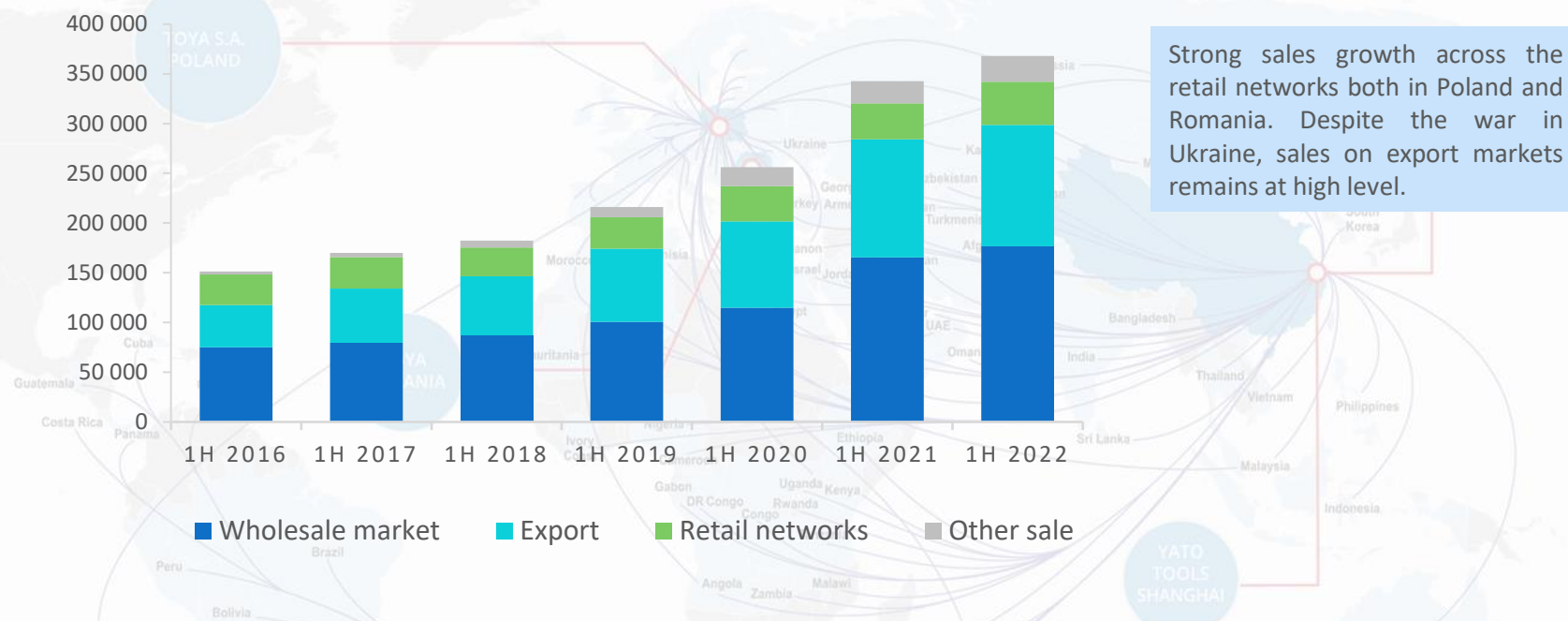
[thous. PLN]	H1 2022	share	change	H1 2021	change	H1 2020	change	H1 2019	change	H1 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	367 832			342 719		256 113		216 162		182 385		19%
YATO brand	270 136	73%	9%	247 268	42%	174 388	23%	141 744	26%	112 347	16%	25%
Other brands	97 696	27%	2%	95 451	17%	81 725	10%	74 418	6%	70 038	-4%	9%

REVENUE FROM SALES – 1ST HALF OF 2022

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

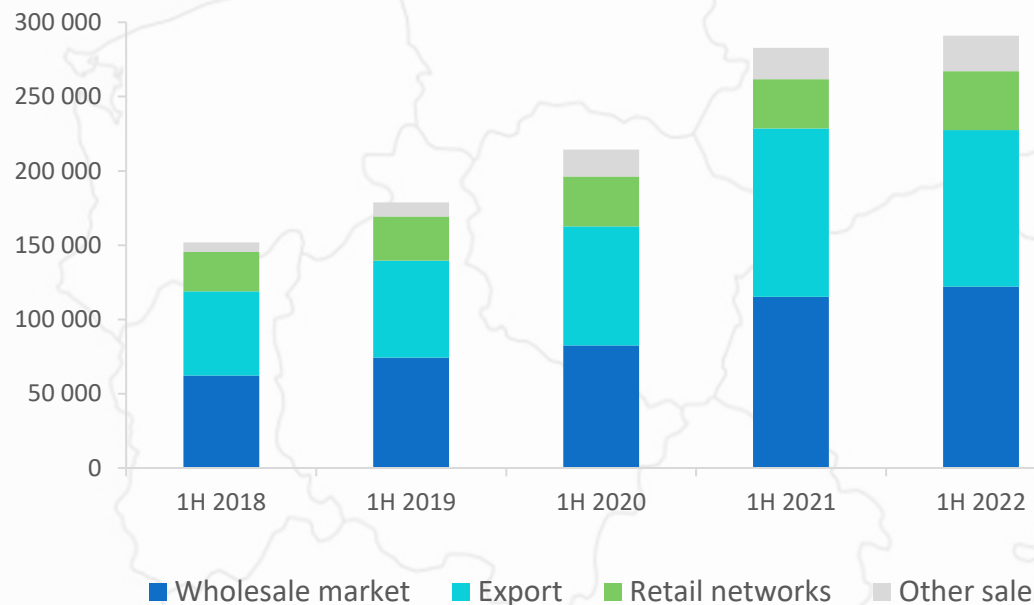
(PLN'000)



[thous. PLN]	H1 2022	share	change	H1 2021	change	H1 2020	change	H1 2019	change	H1 2018	change	CAGR (2022-2018)
Consolidated revenue from sales of goods and materials	367 832			342 719		256 113		216 162		182 385		19%
Wholesale market	176 767	48%	7%	165 509	44%	114 983	14%	100 790	16%	87 159	9%	19%
Export	121 796	33%	3%	118 685	37%	86 526	18%	73 575	24%	59 373	9%	20%
Retail networks	43 500	12%	21%	36 024	1%	35 761	14%	31 358	8%	28 938	-8%	11%
Other sale	25 769	7%	15%	22 501	19%	18 843	80%	10 439	51%	6 915	62%	39%

REVENUE FROM SALES – 1ST HALF OF 2022 TOYA PL

(PLN'000)



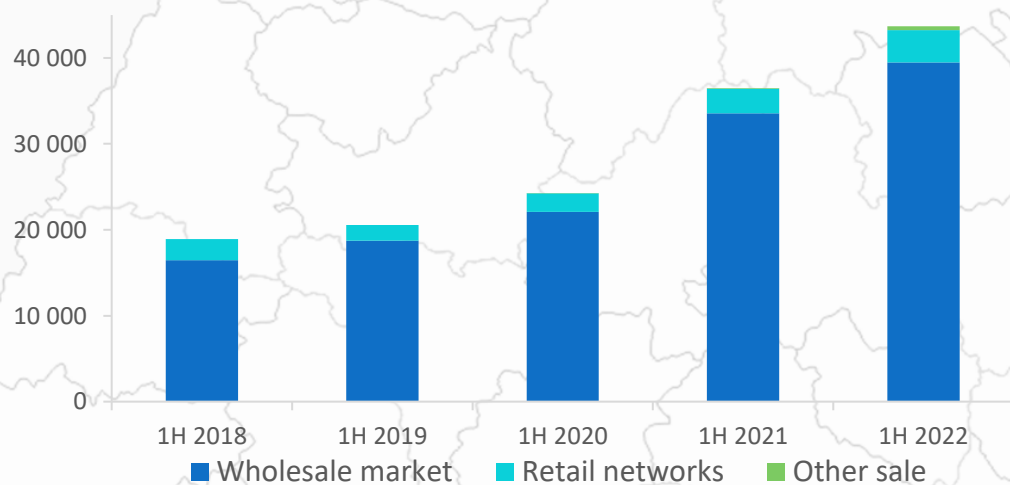
In the 1st half of 2022, revenue from sales was higher by 2,9% from revenues achieved in the same period 2021. Export sales suffered as a result of the war in Ukraine and the related economic sanctions.

Wrocław

[thous. PLN]	H1 2022	udział	zmiana	H1 2021	zmiana	H1 2020	zmiana	H1 2019	zmiana	H1 2018	zmiana	CAGR (2022-2018)
Revenue from sales of goods and materials TOYA PL	290 954			282 880		214 273		178 693		151 916		18%
Wholesale market	122 194	42%	6%	115 274	40%	82 542	11%	74 365	20%	62 205	9%	18%
Export	105 244	36%	-7%	113 349	41%	80 157	23%	65 286	15%	56 732	3%	17%
Retail networks	39 735	14%	20%	33 159	-1%	33 591	14%	29 557	12%	26 492	-7%	11%
Other sale	23 781	8%	13%	21 098	17%	17 983	90%	9 486	46%	6 487	65%	38%

REVENUE FROM SALES – 1ST HALF OF 2022 TOYA ROMANIA

(PLN'000)

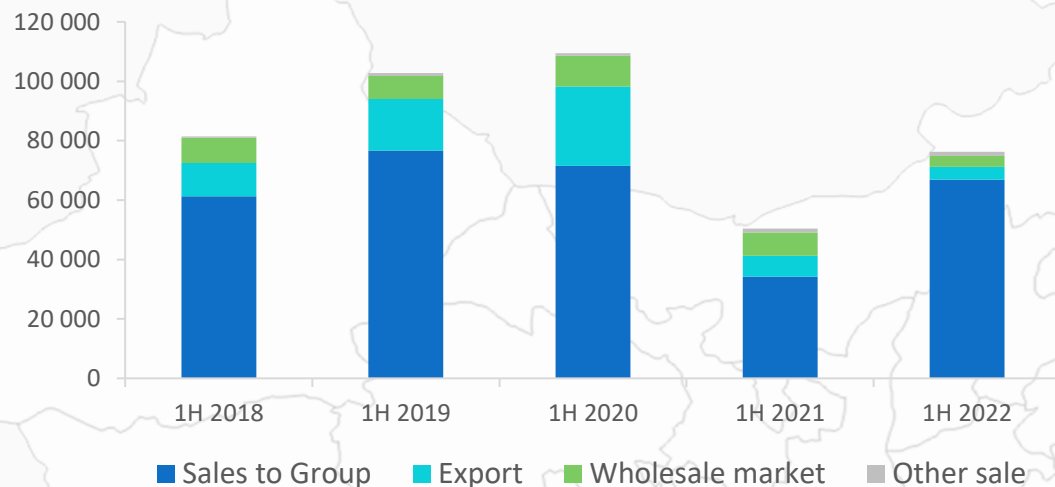


1st half of 2022 is a further dynamic increase in sales revenue of TOYA RO. Sales increased by 20% in the first half of 2022 compared to the first half of 2021. Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for the customers among specialized retail stores and institutional customers.

[thous. PLN]	H1 2022	udział	zmiana	H1 2021	zmiana	H1 2020	zmiana	H1 2019	zmiana	H1 2018	zmiana	CAGR (2022-2018)
Revenue from sales of goods and materials TOYA RO	43 685			36 509		24 265		20 549		18 906		23%
Wholesale market	39 458	90%	18%	33 550	52%	22 093	18%	18 748	14%	16 460	4%	24%
Retail networks	3 765	9%	31%	2 865	32%	2 169	20%	1 801	-26%	2 446	-17%	11%
Other sale	462	1%	393%	94	4343%	2	-	0	-	0	-	0%

REVENUE FROM SALES – 1 ST HALF OF 2022 YATO TOOLS (SHANGHAI)

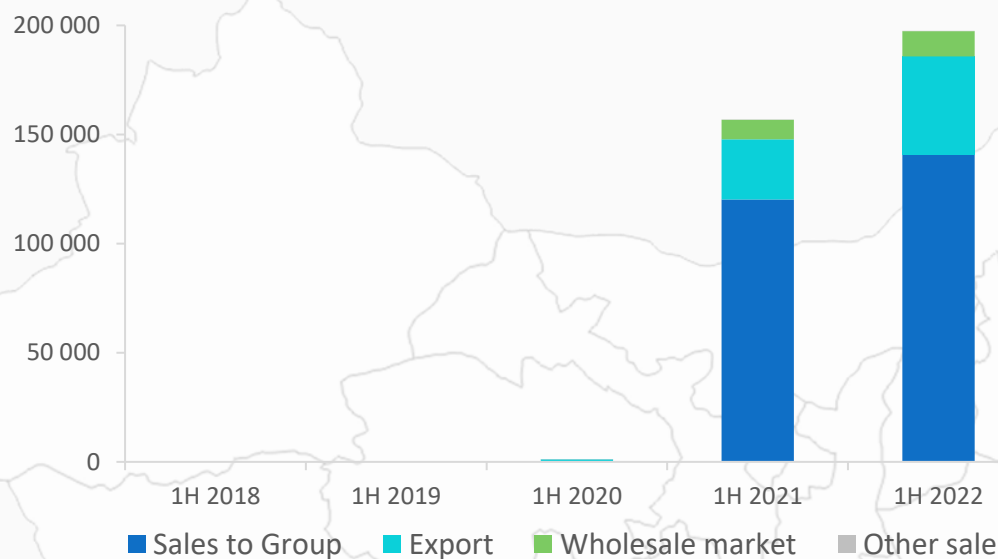
(PLN'000)



[thous. PLN]	H1 2022	share	change	H1 2021	change	H1 2020	change	H1 2019	change	H1 2018	change	CAGR (2022-2018)
Revenue from sales of goods and materials YATO Tools SH	76 297			50 370		109 493		102 735		81 482		-2%
Sale to YATO Tools JX	44 687	59%	59%	28 115	-	202	-	0	-	0	-	0%
Export to TOYA PL	22 251	29%	261%	6 160	-91%	71 228	-3%	73 153	27%	57 596	50%	-21%
Wholesale market	3 640	5%	-53%	7 809	-25%	10 348	35%	7 676	-10%	8 493	27%	-19%
Export	4 325	6%	-38%	6 995	-74%	26 742	54%	17 394	55%	11 238	16%	-21%
Other sale	1 393	2%	8%	1 291	51%	854	-10%	953	123%	428	20%	34%
Export to TOYA RO	0	0%	-	0	-	119	-97%	3 558	-5%	3 726	47%	-100%

REVENUE FROM SALES – 1 ST HALF OF 2022 YATO TOOLS (JIAXING)

(PLN'000)



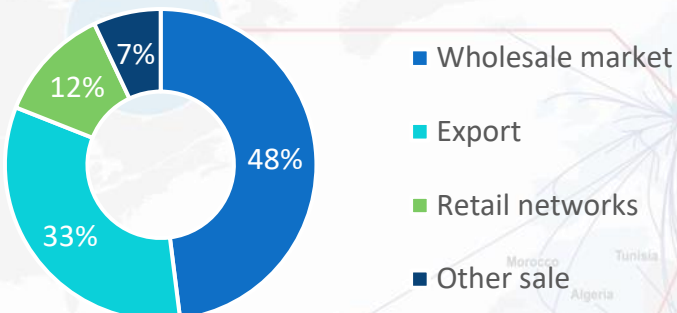
Yato Tools JX's was established in 2019. Company is under construction central, modern warehouse in China, which will make it possible the optimization of the supply chain in the Group.

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 (mainly in Asia and Africa).

[thous. PLN]	H1 2022	share	change	H1 2021	change	H1 2020	change	H1 2019	change	H1 2018	change	CAGR (2022-2018)
Revenue from sales of goods and materials YATO Tools JX	197 446			156 692		1 154		0		0		0%
Export to TOYA PL	121 741	62%	9%	111 690	-	0	-	0	-	0	-	0%
Export	45 034	23%	63%	27 632	-	1 096	-	0	-	0	-	0%
Wholesale market	11 475	6%	29%	8 876	-	0	-	0	-	0	-	0%
Sale to YATO Tools SH	7 914	4%	46%	5 435	-	54	-	0	-	0	-	0%
Export to TOYA RO	11 149	6%	267%	3 040	-	0	-	0	-	0	-	0%
Other sale	133	0%	646%	18	349%	4	-	0	-	0	-	0%

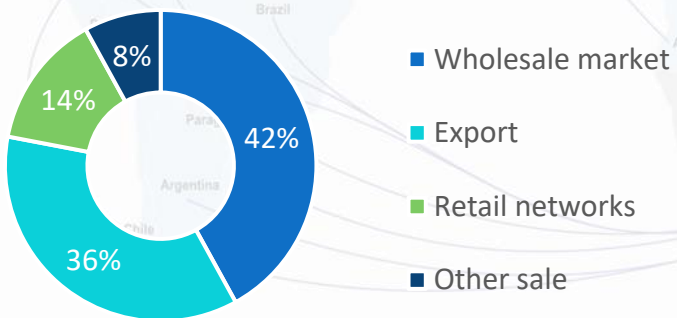
OPERATING SEGMENTS – 1ST HALF OF 2022

Revenue from sales
TOYA CAPITAL GROUP



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

Revenue from sales
TOYA PL

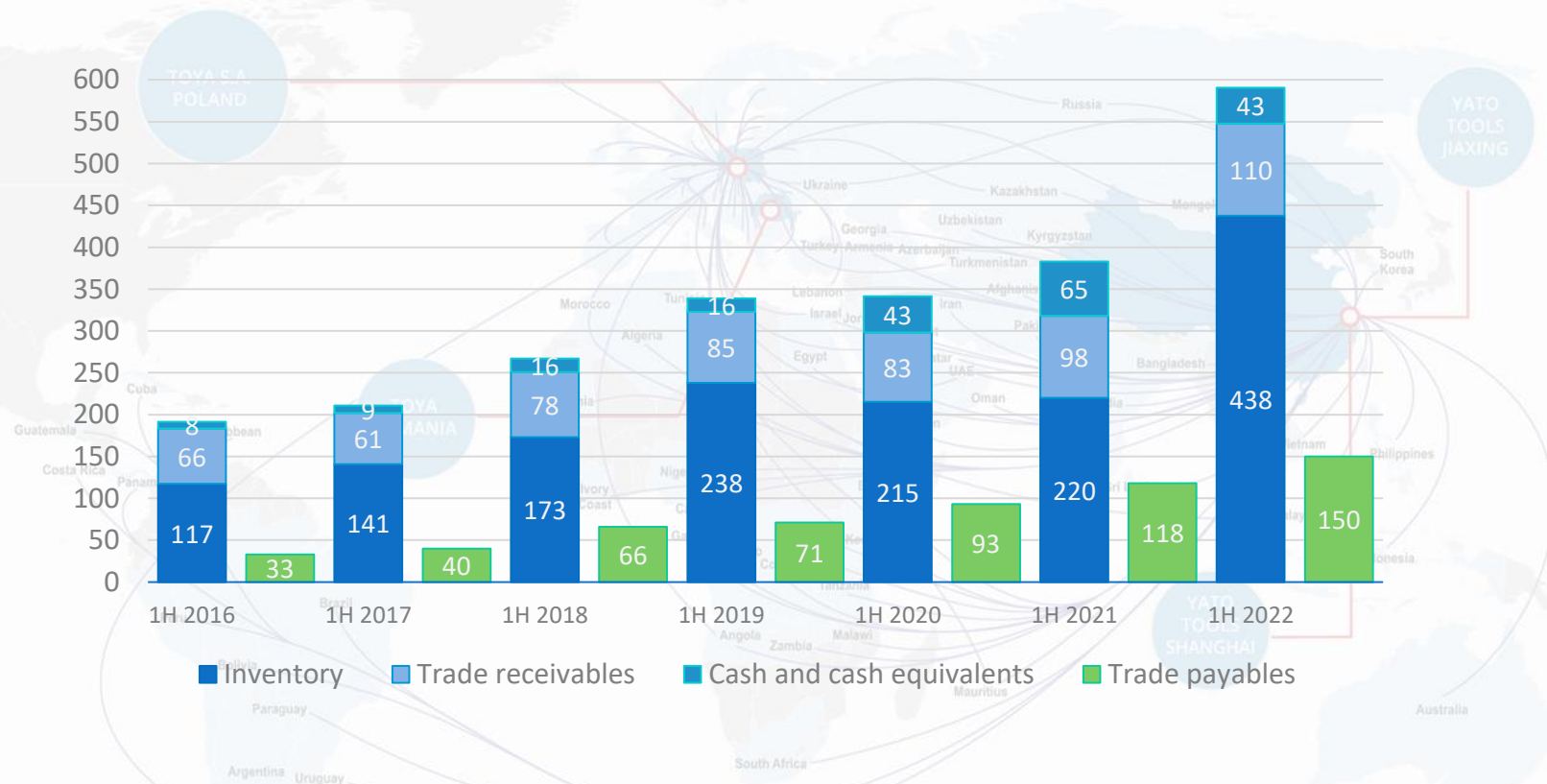


In 1st half of 2022, sales in the wholesale and export segment achieved 78% share in the total sales of TOYA PL.

NET WORKING CAPITAL– 1ST HALF OF 2022

TOYA CAPITAL GROUP

(mPLN)

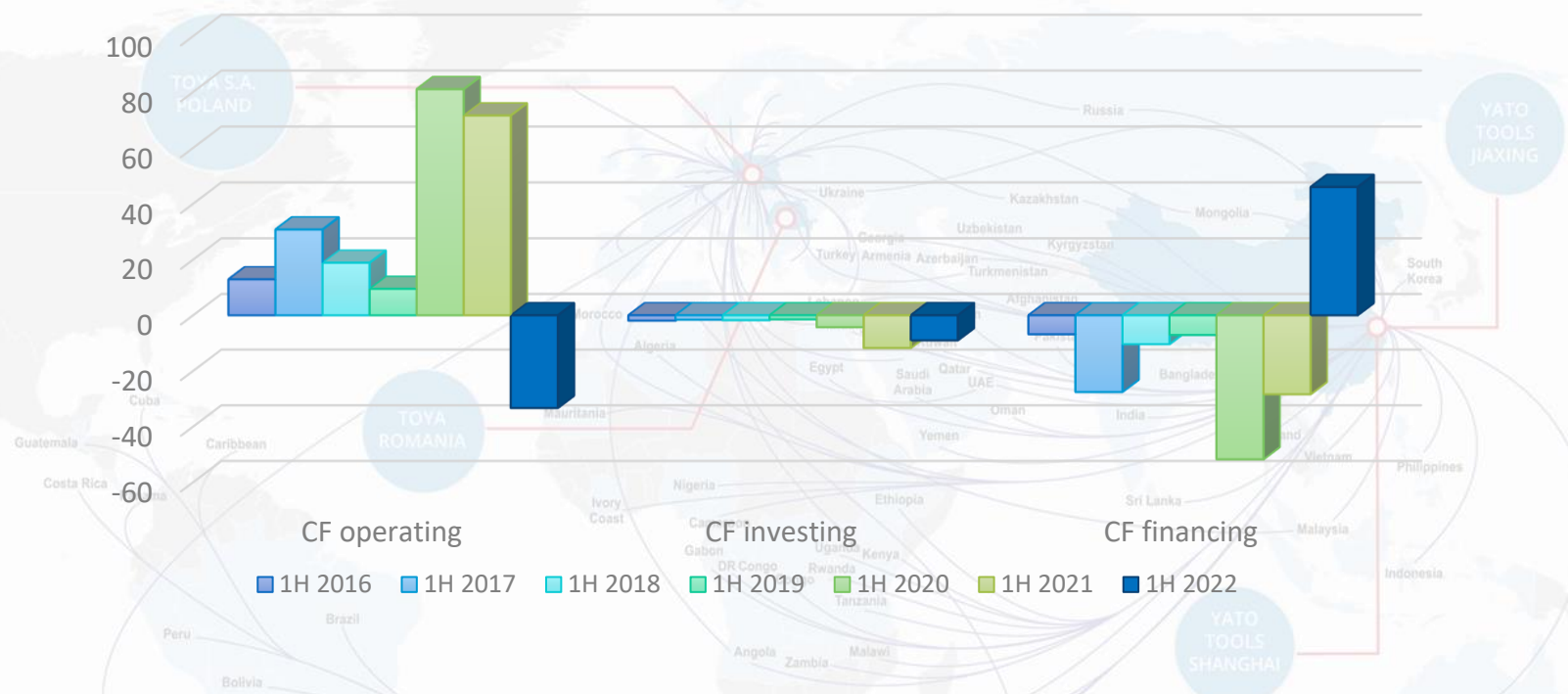


The TOYA Group's net working capital was positive. The Group had not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

CONSOLIDATED CASH FLOW STATEMENT – 1ST HALF 2022

TOYA CAPITAL GROUP

(mPLN)



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

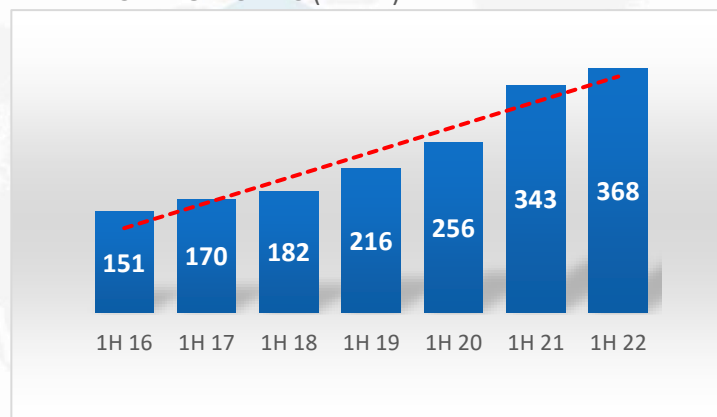
The liquidity of TOYA S.A. Capital Group during the period remained at the right level. The Group's net working capital was positive, covering the demand arising from the volume of sales revenue. The ability to cover short-term liabilities was correct.

KEY FINANCIAL DATA – 1ST HALF OF 2022

TOYA CAPITAL GROUP

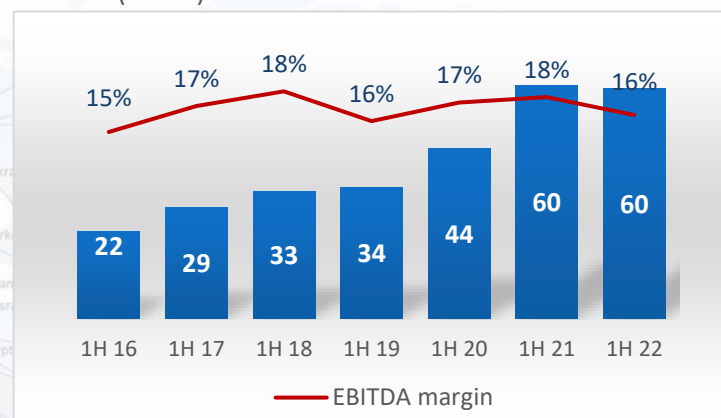
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



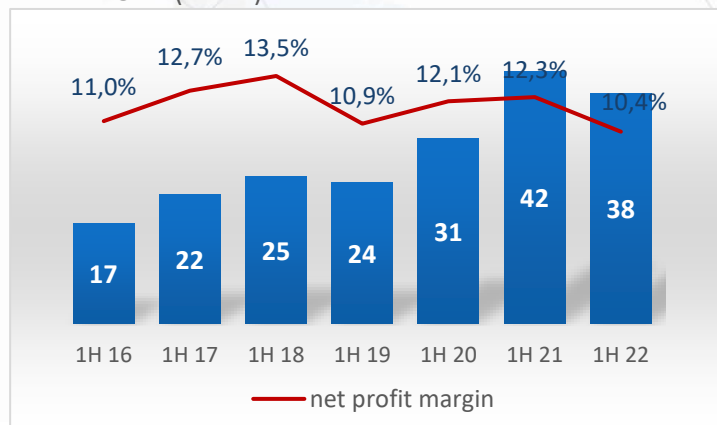
DYNAMIC EBITDA GROWTH

EBITDA (mPLN)



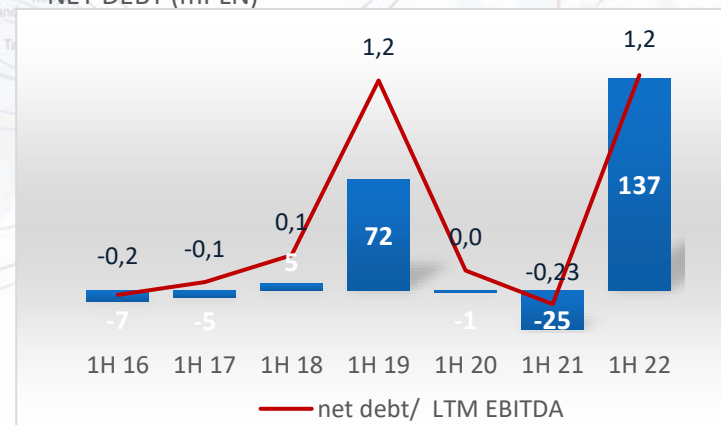
NET PROFIT– STABLE LEVEL

NET PROFIT (mPLN)



SLIGHT NET DEBT

NET DEBT (mPLN)

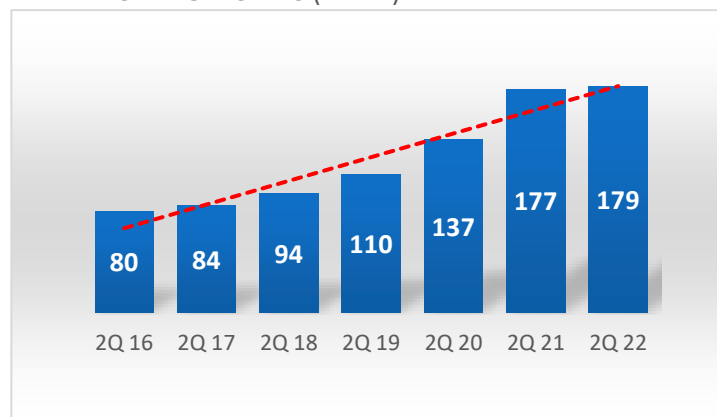


KEY FINANCIAL DATA – 2ND QUARTER 2022

TOYA CAPITAL GROUP

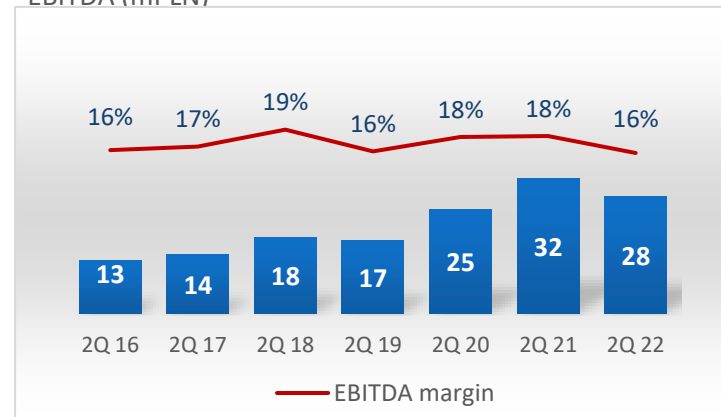
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (mPLN)



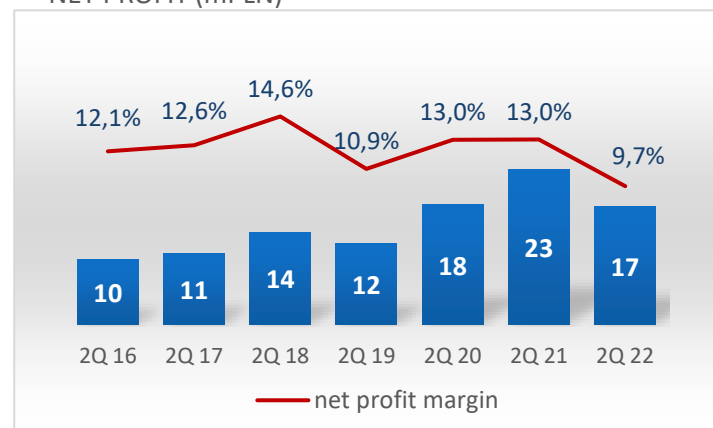
EBITDA

EBITDA (mPLN)



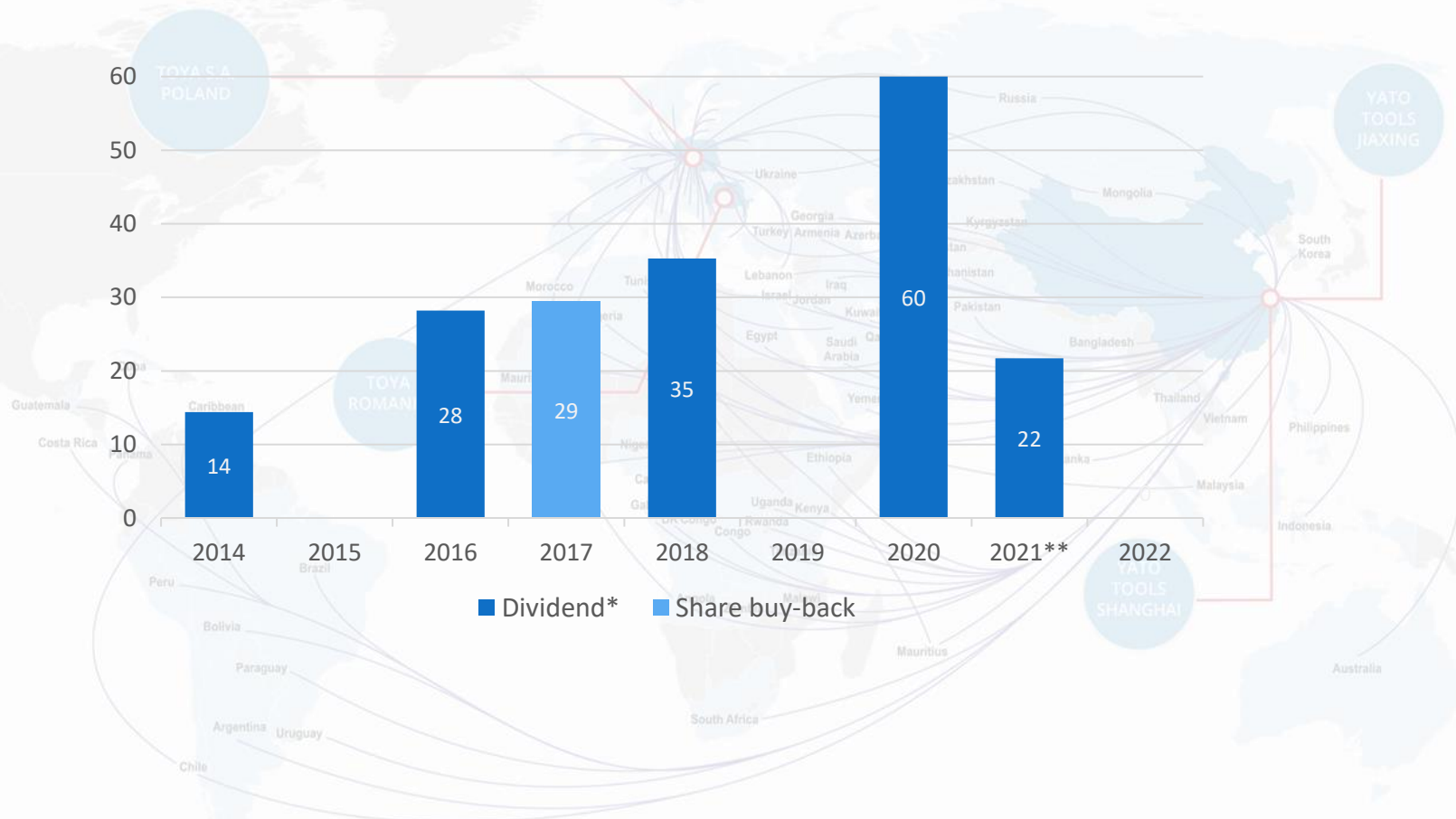
NET PROFIT– STABLE LEVEL

NET PROFIT (mPLN)



PROFIT DISTRIBUTION TO SHAREHOLDERS TOYA CAPITAL GROUP

(mPLN)



(*) year of dividend payment

(**) dividend payment - 13/08/2021

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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
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