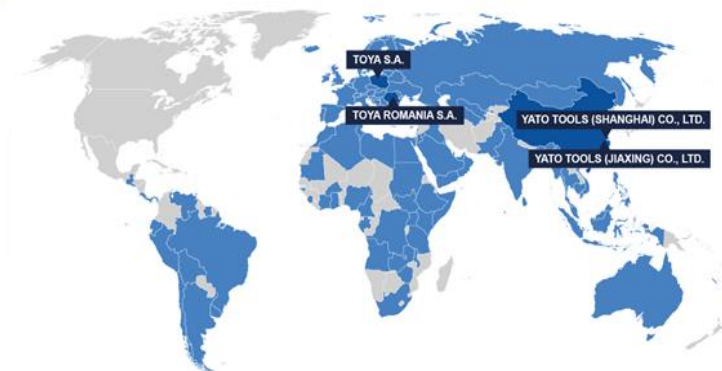




TOYA

CAPITAL GROUP

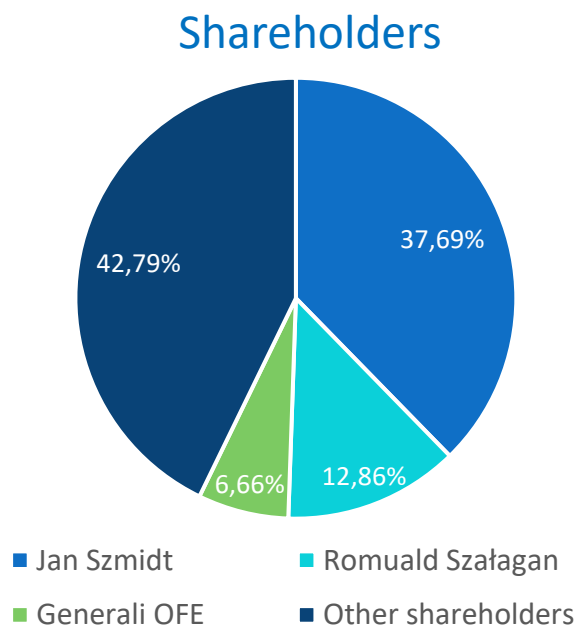
Corporate presentation
Half year results 2023



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*	451,75 M PLN
P/E ratio*	6,92
P/BV*	1,16

SELECTED FINANCIAL DATA

Consolidated data PLN '000	1 H 2023	1H 2022
Revenue from sales	367 994	367 832
Gross profit margin (%)	32,9%	33,1%
Net profit	33 453	38 369
	30.06.2023	31.12.2022
Equity	388 552	370 694
Net debt	31 487	69 264
Net debt/equity	0,1	0,2

(*) Capitalization and market ratios calculated as at 30/06/2023.

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	Wroclaw, 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

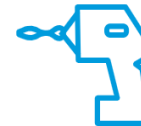
The core business of activities of TOYA includes import and distribution of industrial articles, including hand and power tools for professional and DIY use.



5 distributions centres



11 500 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



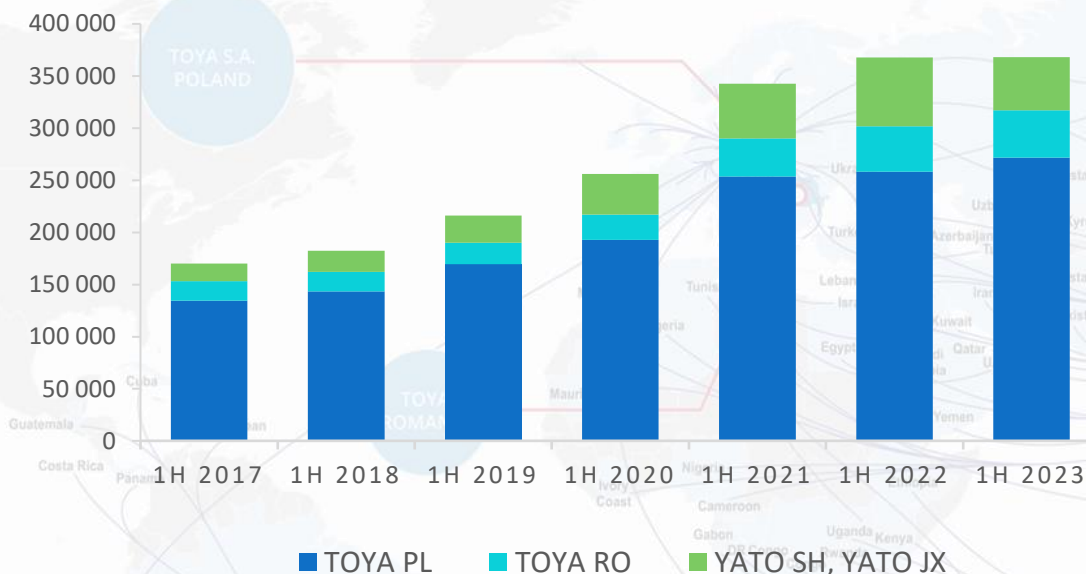
539 employees

REVENUE FROM SALES – 1ST HALF OF 2023

TOYA CAPITAL GROUP

BREAKDOWN BY COMPANIES

(M PLN)



The Group's sales revenues for the 1st half of 2023 are at the same level as for the 1st half of 2022.

TOYA PL remains the leading company. TOYA RO continued the positive trend and recorded a 4% increase in the revenue compared to the 1st half of 2022.

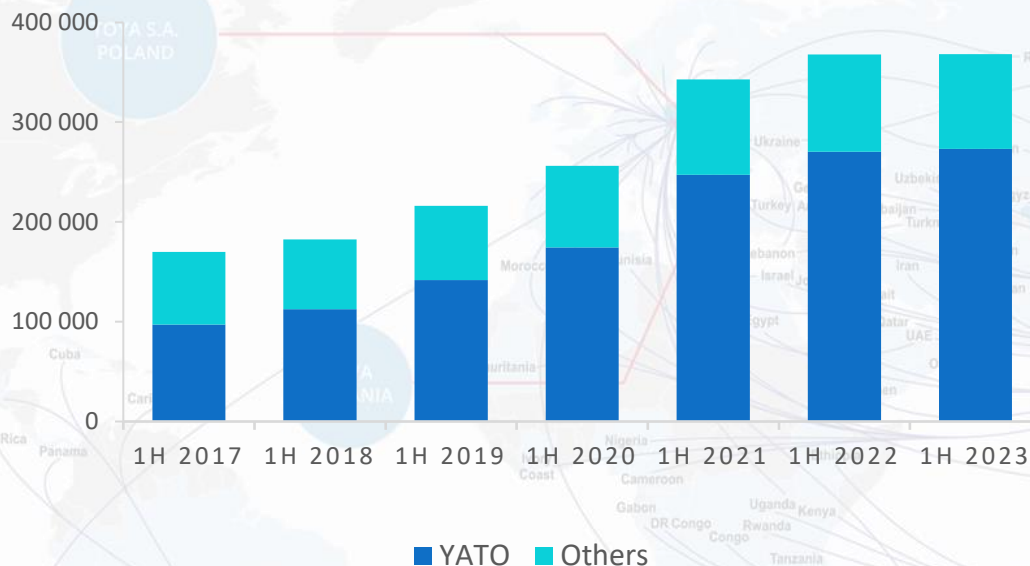
[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	367 994			367 832		342 719		256 113		216 162		14%
TOYA PL	271 720	74%	5%	258 147	2%	253 589	32%	192 804	14%	169 589	18%	13%
YATO SH and YATO JX	50 893	14%	-23%	66 000	25%	52 620	35%	39 044	50%	26 023	29%	18%
TOYA RO	45 381	12%	4%	43 685	20%	36 509	50%	24 265	18%	20 549	9%	22%

REVENUE FROM SALES – 1ST HALF OF 2023

TOYA CAPITAL GROUP

BREAKDOWN BY BRANDS

(M PLN)



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 as well.

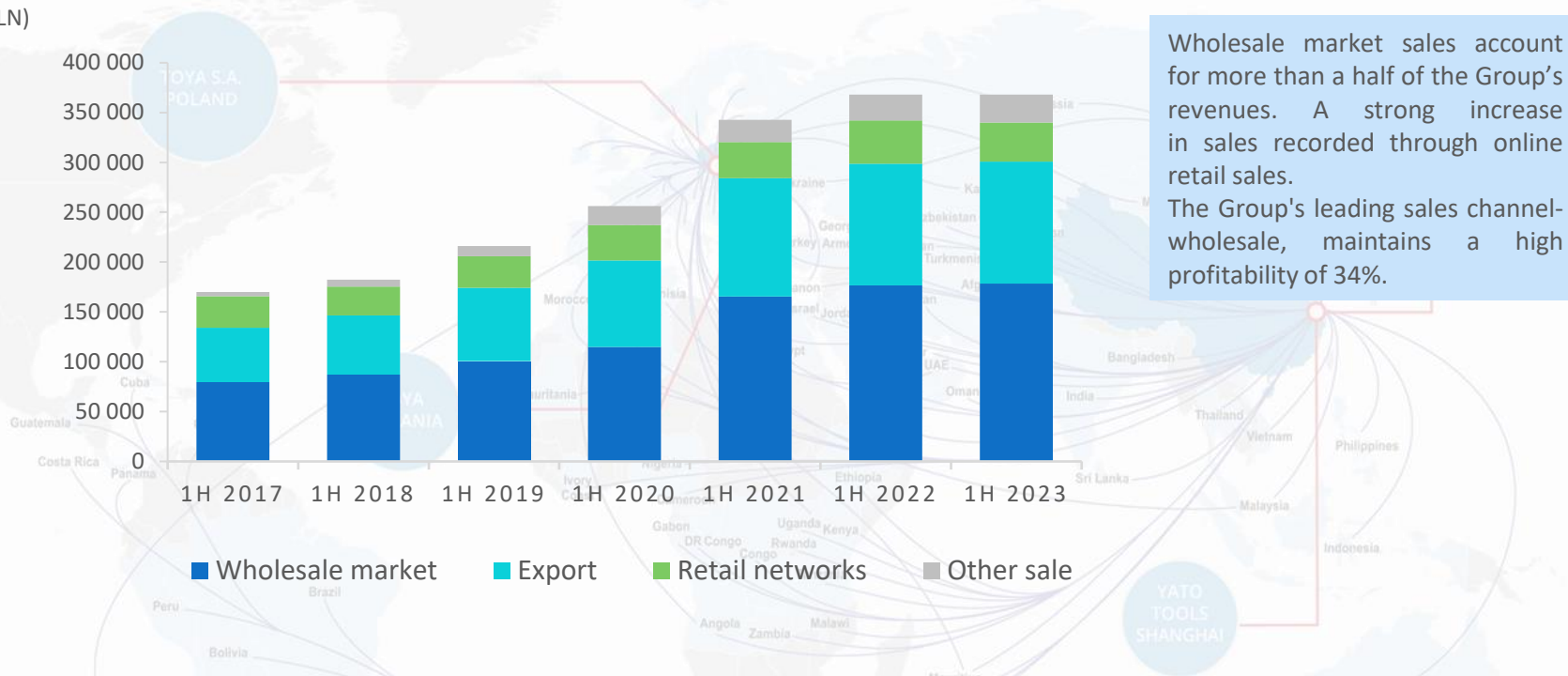
[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	367 994			367 832		342 719		256 113		216 162		14%
YATO brand	273 183	74%	1%	270 136	9%	247 267	42%	174 388	23%	141 745	26%	18%
Other brands	94 810	26%	-3%	97 696	2%	95 452	17%	81 725	10%	74 417	6%	6%

REVENUE FROM SALES – 1ST HALF OF 2023

TOYA CAPITAL GROUP

BREAKDOWN BY DISTRIBUTION CHANNELS

(M PLN)

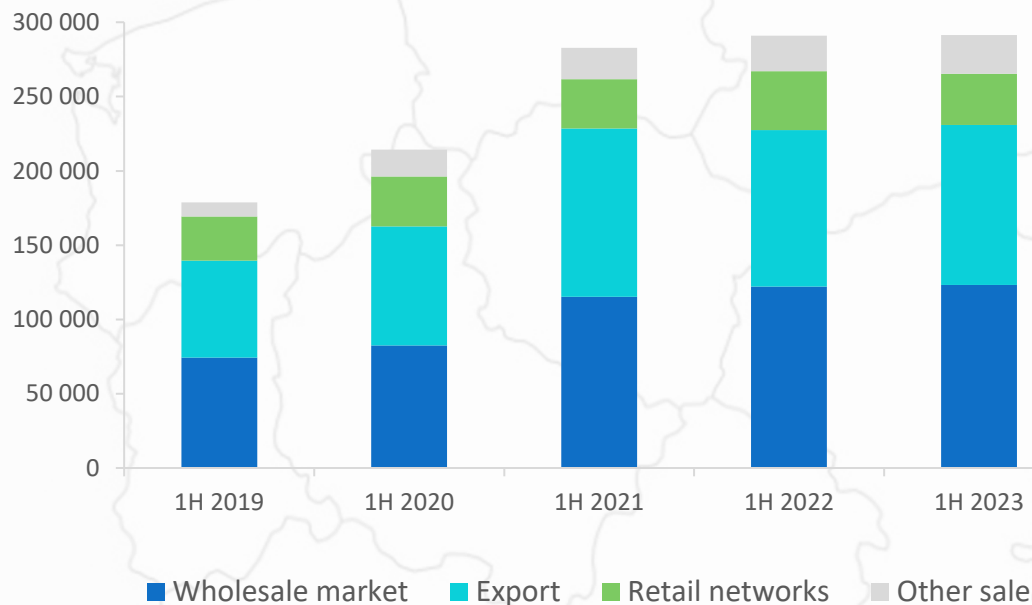


[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Consolidated revenue from sales of goods and materials	367 994			367 832		342 719		256 113		216 162		14%
Wholesale market	178 318	48%	1%	176 767	7%	165 509	44%	114 983	14%	100 790	16%	15%
Export	122 537	33%	1%	121 796	3%	118 685	37%	86 526	18%	73 575	24%	14%
Retail networks	39 033	11%	-10%	43 500	21%	36 024	1%	35 761	14%	31 358	8%	6%
Other sale	28 105	8%	9%	25 769	15%	22 501	19%	18 843	80%	10 439	51%	28%

REVENUE FROM SALES – 1ST HALF OF 2023

TOYA PL

(M PLN)



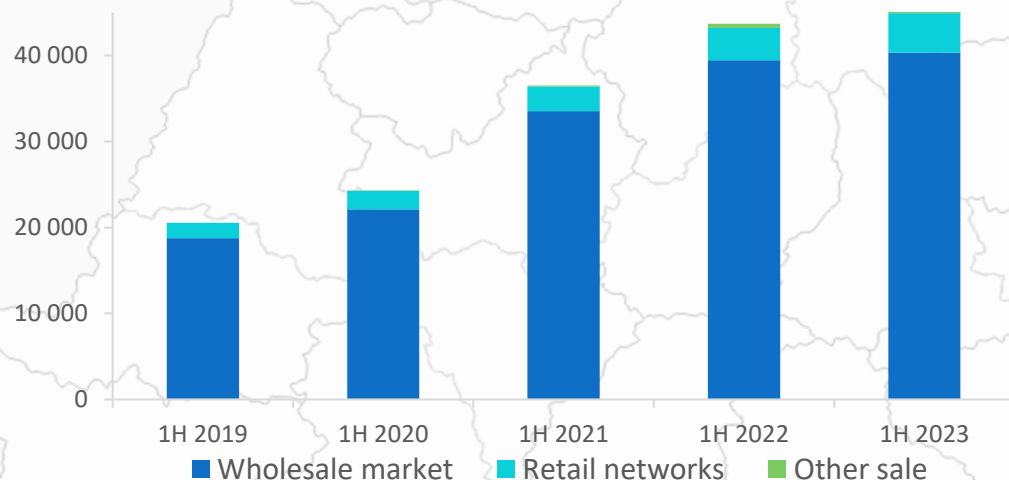
In the 1st half of 2023, revenue from sales is at the level of the 1st half of 2022. The increase in sales in the retail channel indicates the great potential of this segment.

[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials TOYA PL	291 533			290 954		282 880		214 272		178 694		13%
Wholesale market	123 139	42%	1%	122 194	6%	115 274	40%	82 541	11%	74 366	20%	13%
Export	107 716	37%	2%	105 244	-7%	113 349	41%	80 157	23%	65 286	15%	13%
Retail networks	34 467	12%	-13%	39 735	20%	33 159	-1%	33 591	14%	29 557	12%	4%
Other sale	26 212	9%	10%	23 781	13%	21 098	17%	17 983	90%	9 486	46%	29%

REVENUE FROM SALES – 1ST HALF OF 2023

TOYA ROMANIA

(M PLN)

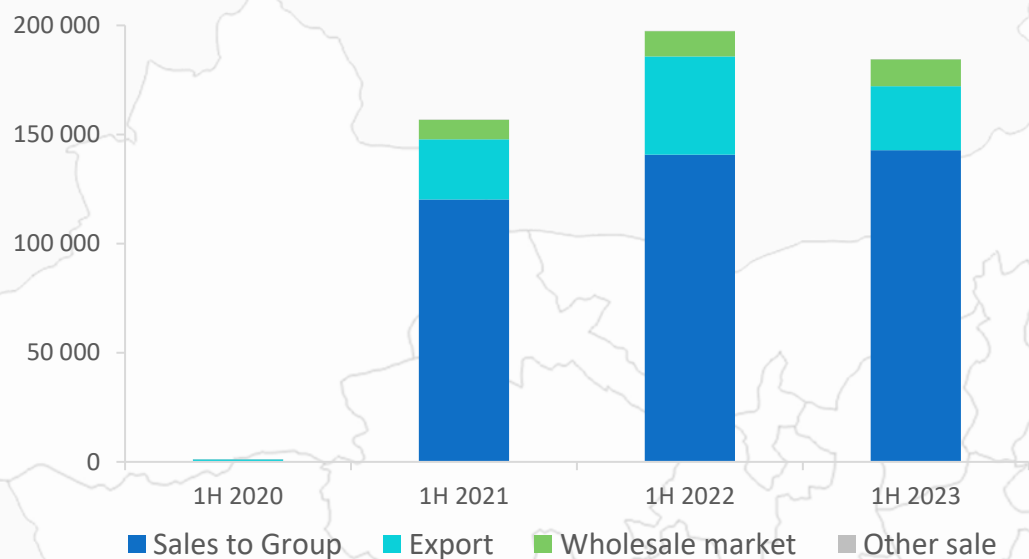


1st half of 2023 is a further increase in sales revenue of TOYA RO. Sales increased by 3,8% in the first half of 2023 compared to the first half of 2022. Moreover, the Romanian company plans to strengthen its position on the local market through further expansion of the network of on-site representatives, and to search for the customers among specialized retail stores and institutional customers.

[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials TOYA RO	45 381			43 685		36 509		24 264		20 549		22%
Wholesale market	40 357	89%	2%	39 458	18%	33 550	52%	22 093	18%	18 748	14%	21%
Retail networks	4 567	10%	21%	3 765	31%	2 865	32%	2 169	20%	1 801	-26%	26%
Other sale	457	1%	-1%	462	388%	95	4391%	2	-	0	-	0%

REVENUE FROM SALES – 1ST HALF OF 2023 YATO TOOLS (JIAXING)

(M PLN)



The year 2023 is the fourth year of YATO JX's operations.

The company has launched a central, modern warehouse in China. The warehouse is equipped with modern automation, enabling significant acceleration of logistics processes. 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.

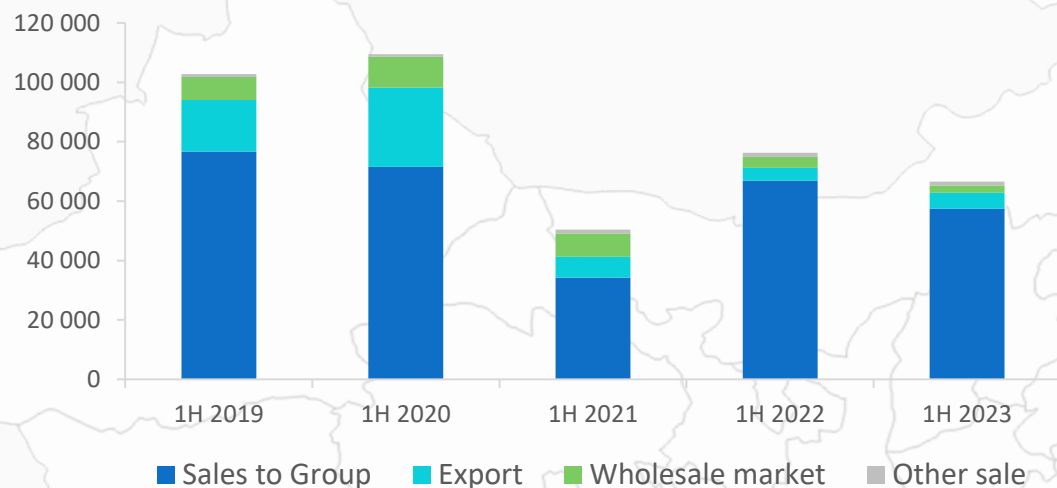
As a result of the reorganization on the Chinese market, YATO JX became one of the main suppliers of goods for TOYA PL and TOYA RO.

[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020
Revenue from sales of goods and materials YATO Tools JX	184 537			197 446		156 692		1 153
Export to TOYA PL	132 155	72%	9%	121 741	9%	111 690	-	0
Export	29 306	16%	-35%	45 034	63%	27 632	2420%	1 096
Wholesale market	12 295	7%	7%	11 475	29%	8 876	-	0
Sale to YATO Tools SH	8 763	5%	11%	7 914	46%	5 435	10042%	54
Export to TOYA RO	1 881	1%	-83%	11 149	267%	3 040	-	0
Other sale	136	0%	2%	133	646%	18	349%	4

REVENUE FROM SALES – 1ST HALF OF 2023

YATO TOOLS (SHANGHAI)

(M PLN)

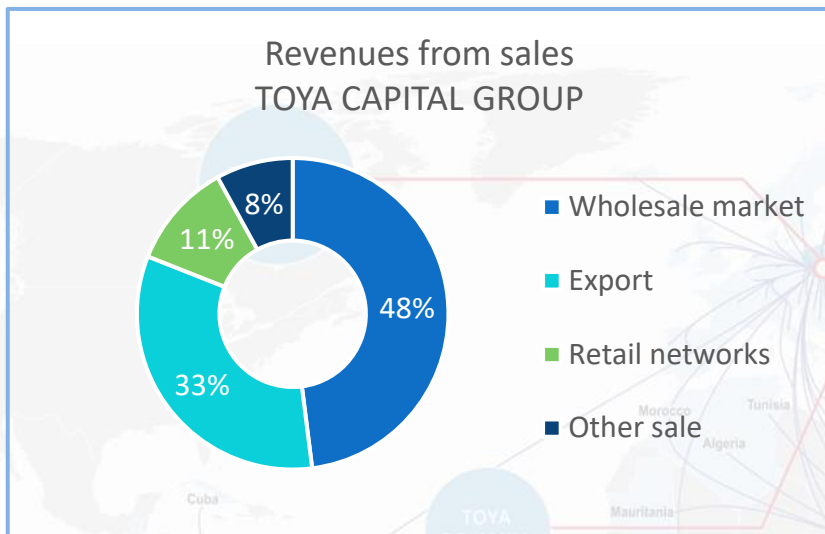


The launch of a modern warehouse in Jiaxing province did not diminish the strategic role of YATO Tools SH, which continues to export, among others, to TOYA PL. The reorganization of operational processes allows us to redefine the supply chain on the Chinese market that is crucial for the entire Group.

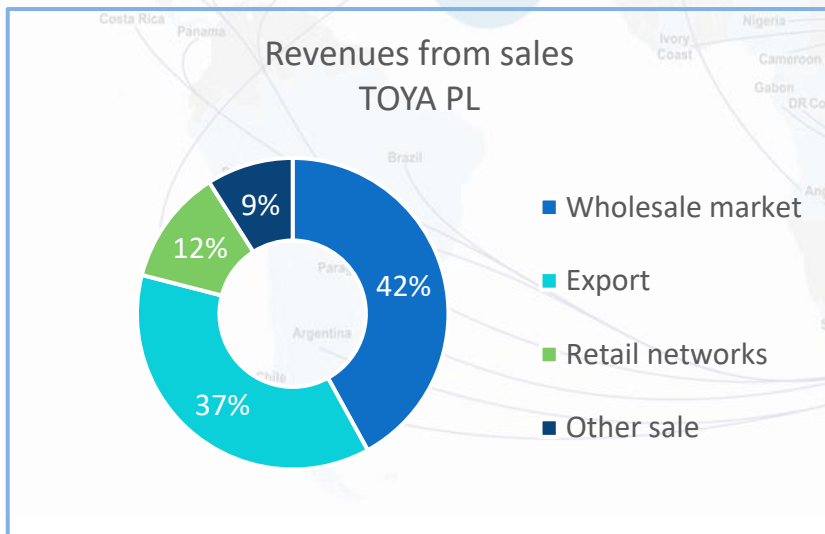
Shanghai

[thous. PLN]	H1 2023	share	change	H1 2022	change	H1 2021	change	H1 2020	change	H1 2019	change	CAGR (2023-2019)
Revenue from sales of goods and materials YATO Tools SH	66 592			76 297		50 370		109 492		102 735		-10%
Sale to YATO Tools JX	40 165	60%	-10%	44 687	59%	28 115	13865%	201	0%	0	-	0%
Export to TOYA PL	17 272	26%	-22%	22 251	261%	6 160	-91%	71 228	-3%	73 153	27%	-30%
Export	5 328	8%	23%	4 325	-38%	6 995	-74%	26 742	54%	17 394	55%	-26%
Wholesale market	2 528	4%	-31%	3 640	-53%	7 809	-25%	10 348	35%	7 676	-10%	-24%
Other sale	1 300	2%	-7%	1 393	8%	1 291	51%	854	-10%	953	123%	8%
Export to TOYA RO	0	0%	-	0	-	0	-	119	-97%	3 558	-5%	-100%

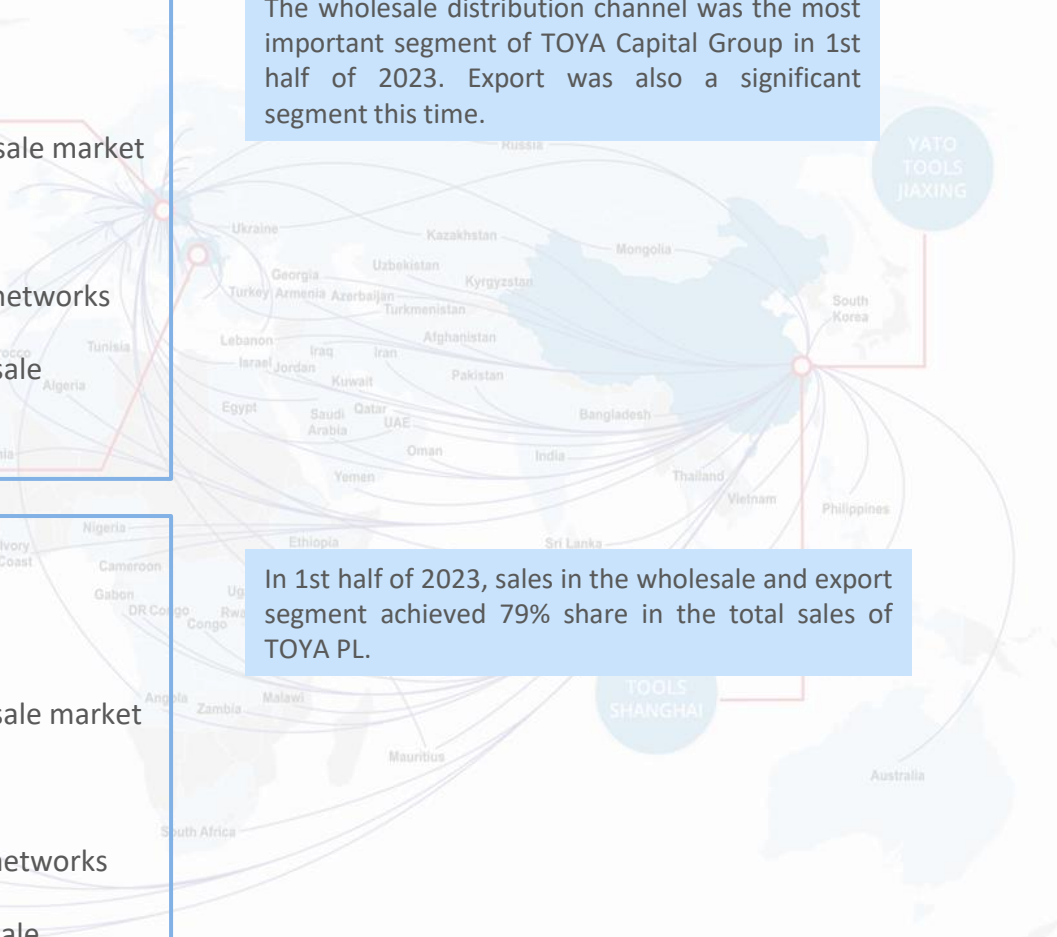
OPERATING SEGMENTS – 1ST HALF OF 2023



The wholesale distribution channel was the most important segment of TOYA Capital Group in 1st half of 2023. Export was also a significant segment this time.



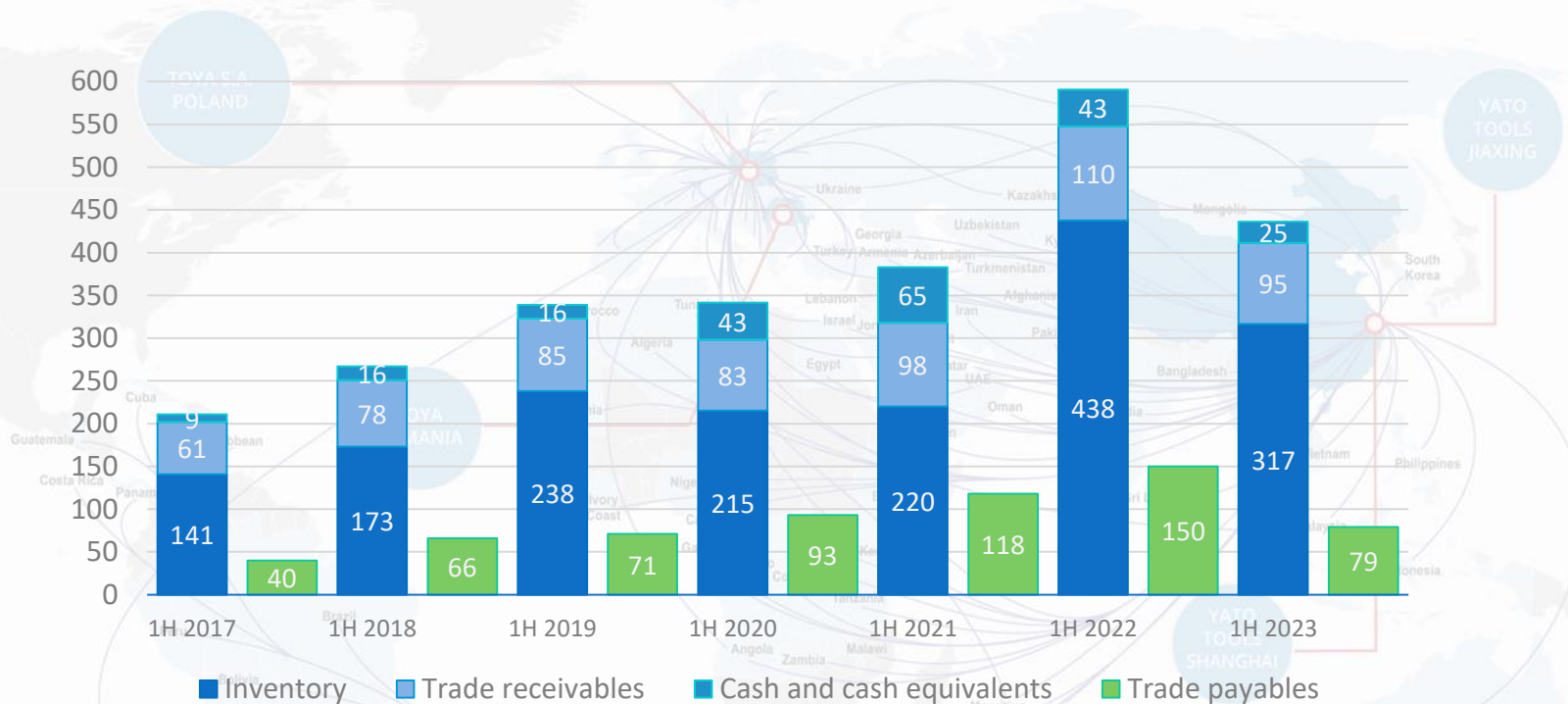
In 1st half of 2023, sales in the wholesale and export segment achieved 79% share in the total sales of TOYA PL.



NET WORKING CAPITAL – 1ST HALF OF 2023

TOYA CAPITAL GROUP

(M PLN)

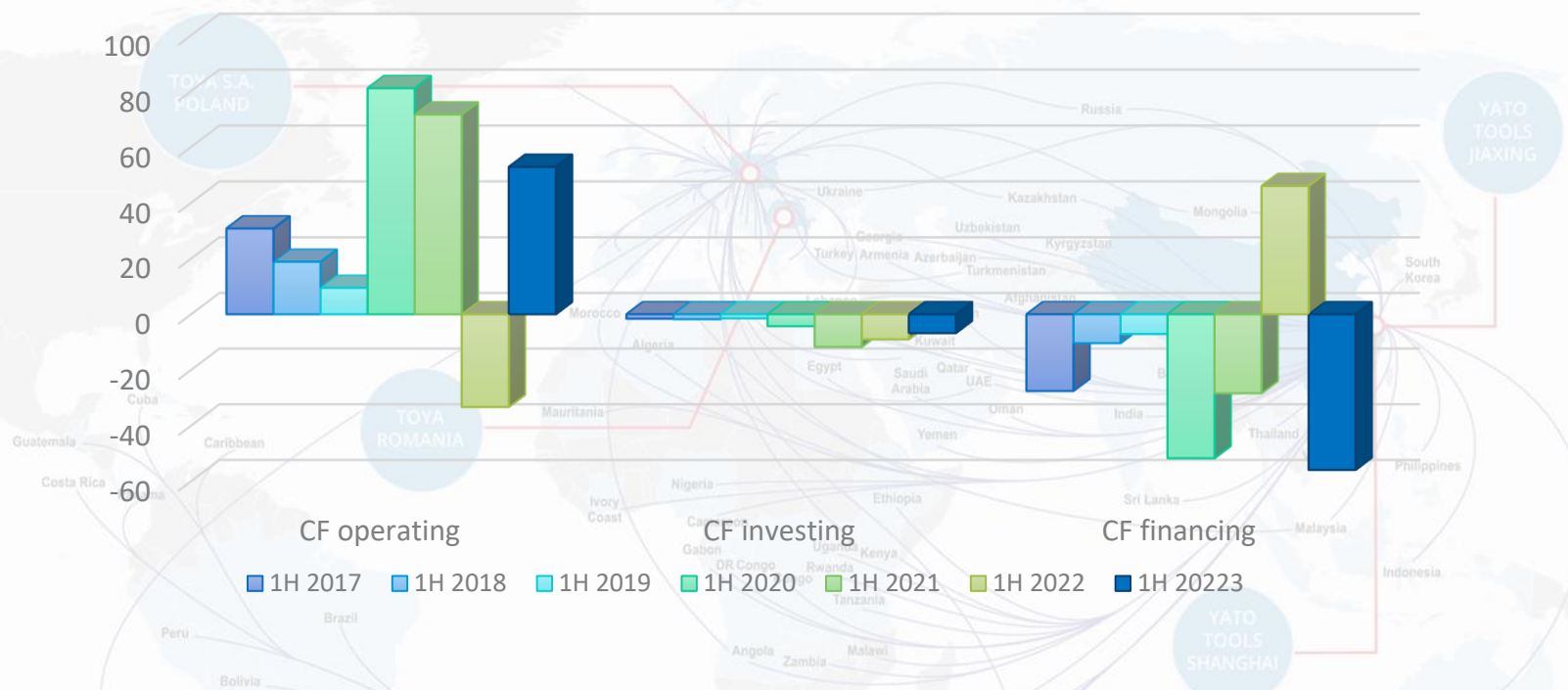


The TOYA Group's net working capital was positive. The Group has not financed property, plant and equipment with short-term liabilities, and was able to pay short-term liabilities on time. In recent years, the Group has been increasing working capital, which enables to generate higher revenues and flexibly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

CONSOLIDATED CASH FLOW STATEMENT – 1ST HALF 2023

TOYA CAPITAL GROUP

(M PLN)



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. The Group decreased its exposure to the short-term bank loans compared to the first half of 2022.

KEY FINANCIAL DATA – 1ST HALF OF 2023

TOYA CAPITAL GROUP

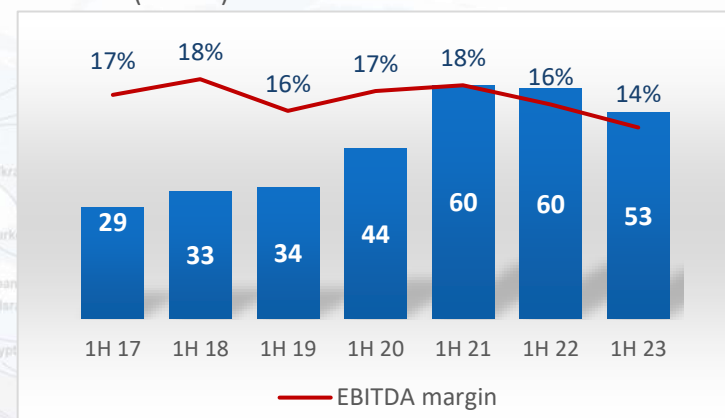
STEADY REVENUE GROWTH

REVENUE FROM SALES (M PLN)



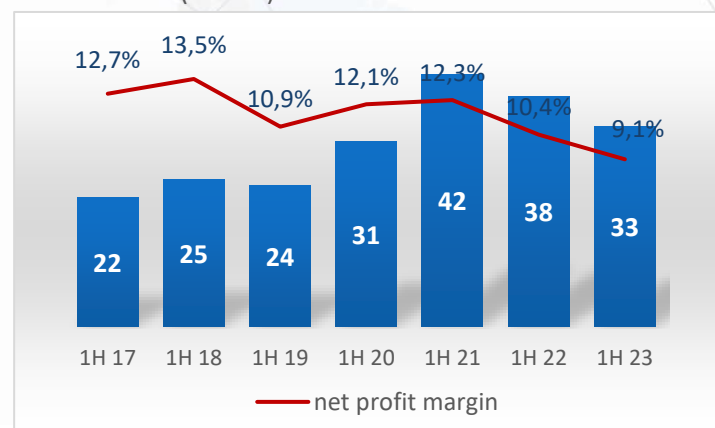
EBITDA

EBITDA (M PLN)



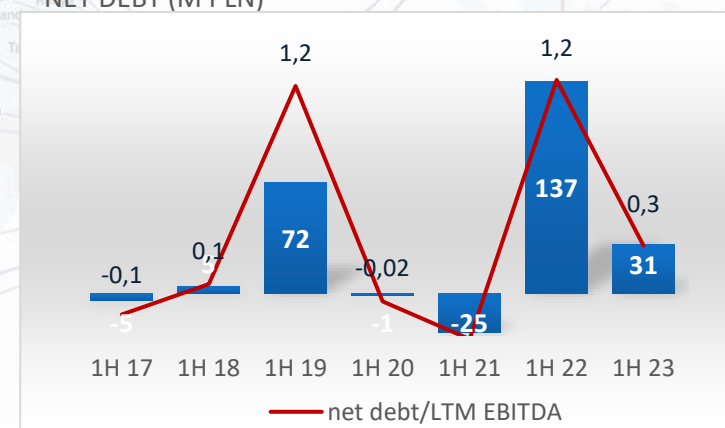
NET PROFIT

NET PROFIT (M PLN)



NET DEBT

NET DEBT (M PLN)

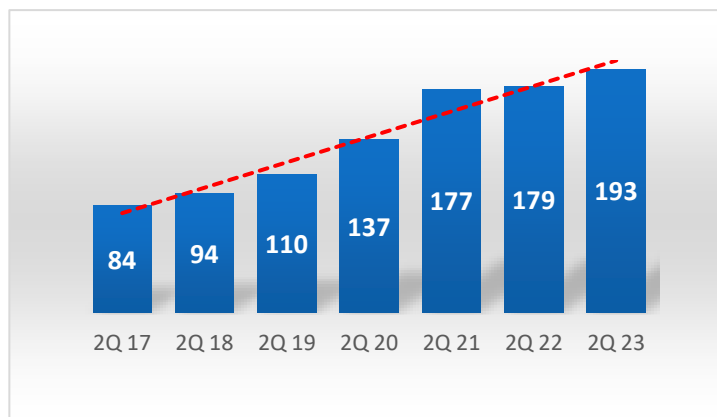


KEY FINANCIAL DATA – 2ND QUARTER 2023

TOYA CAPITAL GROUP

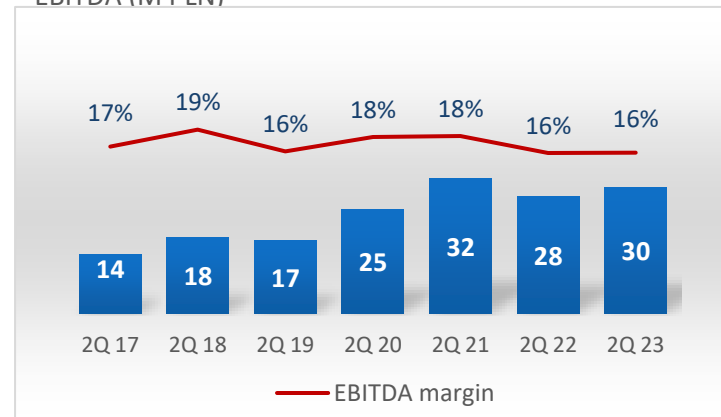
DYNAMIC REVENUE GROWTH

REVENUE FROM SALES (M PLN)



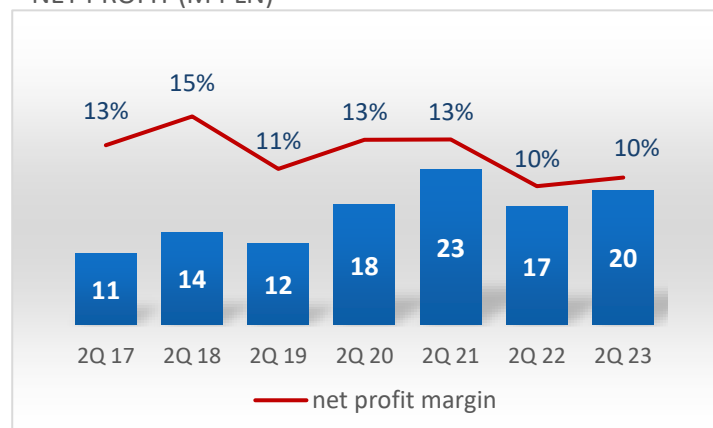
EBITDA – RECORD BREAKING VALUES

EBITDA (M PLN)



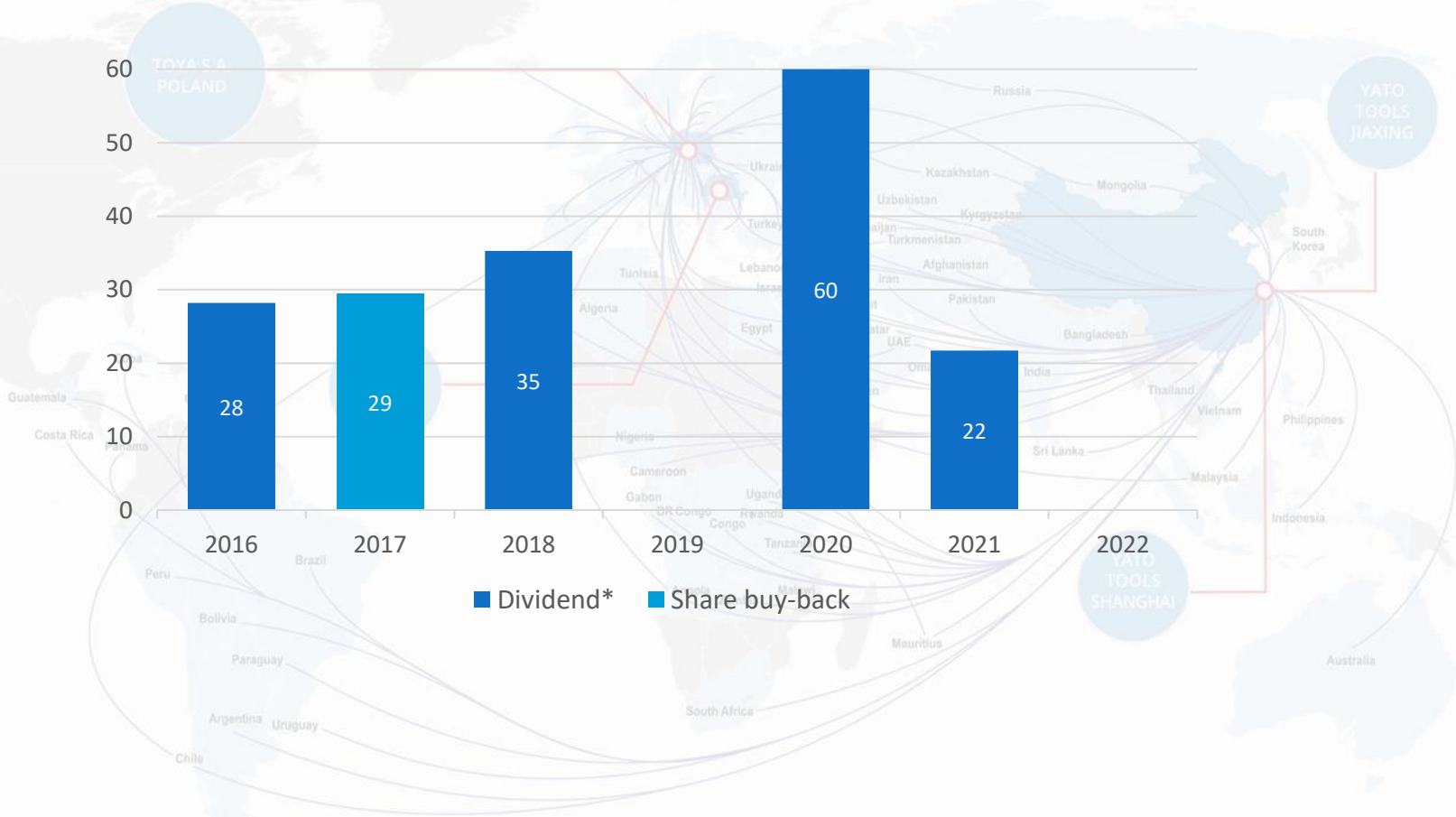
NET PROFIT – STABLE LEVEL

NET PROFIT (M PLN)



PROFIT DISTRIBUTION TO SHAREHOLDERS TOYA CAPITAL GROUP

(M PLN)



(*) year of dividend payment

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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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