



Playmates Toys Limited
2020 Full Year Results Briefing
5 March 2021

Forward-Looking Statements

This presentation and subsequent discussion may contain forward-looking statements with respect to the financial condition, results of operation and business of Playmates Toys Limited. Such forward-looking statements represent expectations or beliefs concerning future events and involve known and unknown risks and uncertainties which could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

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About Playmates Toys

- Founded: 1966
- First Group listing: 1984
- HKSE#0869 – Playmates Toys Limited
- A leading manufacturer of promotional toys
- Create, design, market & distribute branded products worldwide
- More information – www.playmatestoy.com

Our Mission

We strive to create superior shareholder value by selectively investing in proprietary and licensed brands and delivering quality, safe, and innovative toys to the consumers while managing costs prudently to maximize operational leverage.

Our Latest Performance



Operating Environment

During 2020:

- COVID-19 pandemic hit all major markets in successive waves
- Global toy supply chain severely disrupted
- Toy market performance varied depending on spread of COVID-19 pandemic and maturity of online shopping channel in each market
- US toy market was up 16% in 2020*, driven by surge in Games & Puzzles, Outdoor & Sports toys, and Building Sets. On the other hand, Action Figure category was down 3.2%

* Source: The NPD Group / Retail Tracking Service Annual 2020 Adjusted Dollars.

Our 2020 Results Reflected

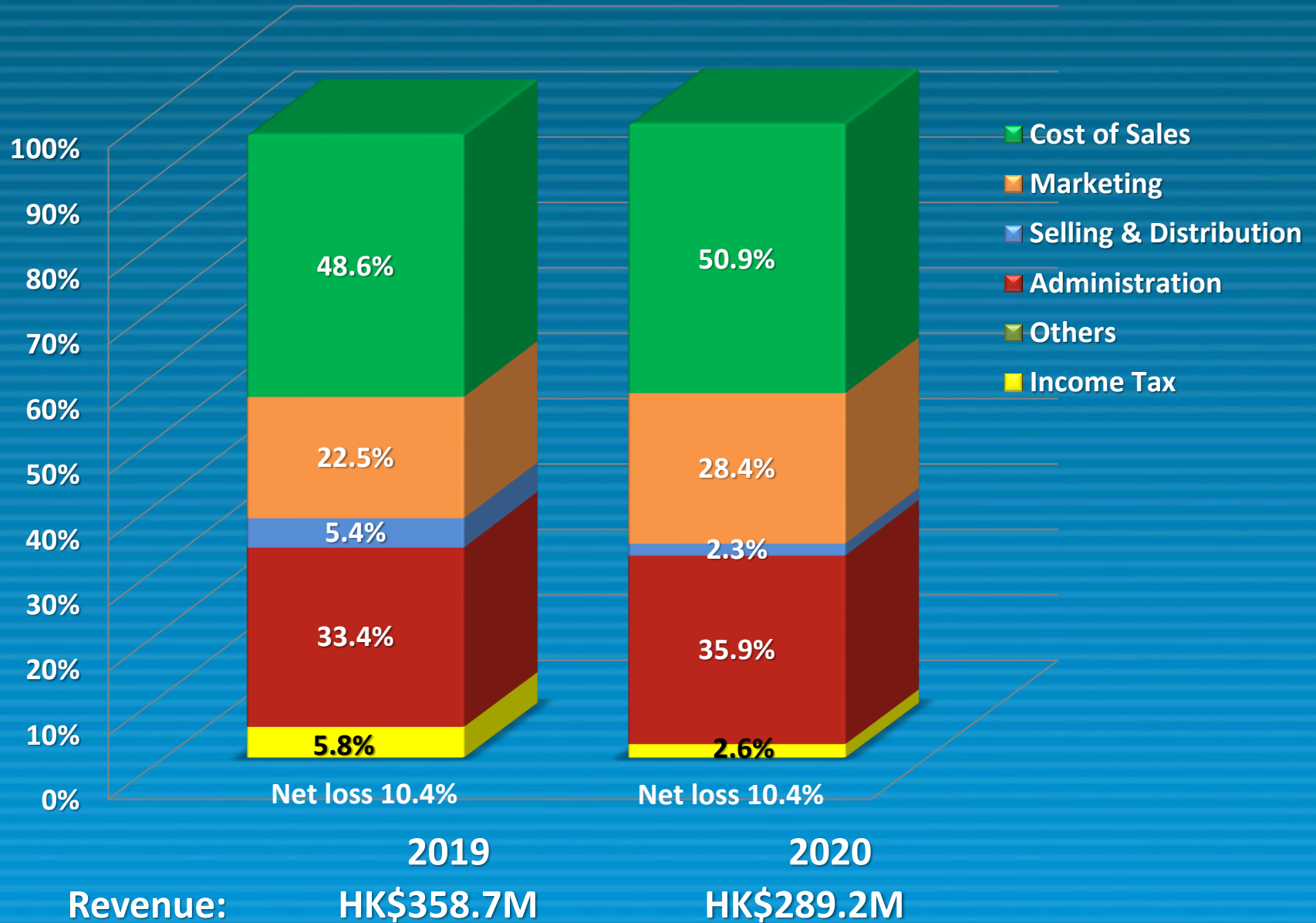
- Turnover decrease due to contraction in ***Teenage Mutant Ninja Turtles*** and ***Ben 10***, partially offset by new product launches, primarily ***Godzilla vs. Kong*** and ***Miraculous: Tales of Ladybug & Cat Noir***
- ***Godzilla vs. Kong*** movie premiere delayed to March 2021
- ***Miraculous: Tales of Ladybug & Cat Noir*** TV show airs in over 120 countries worldwide and streams across multiple digital platforms
- Lower recurring operating expenses, reflecting continued cost control measures

Financial Performance

Income Statement Highlights

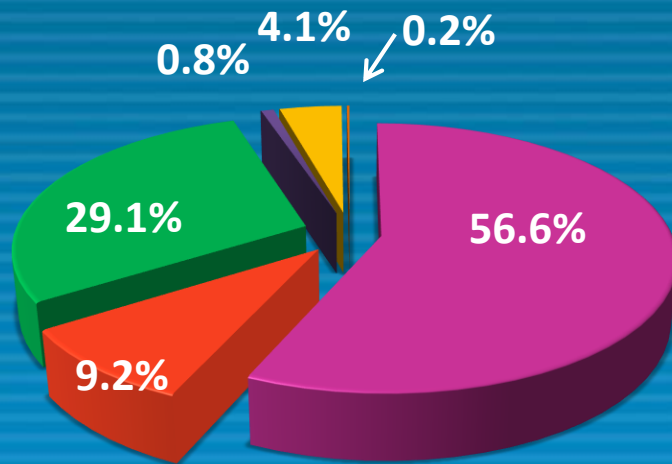
HK\$ Million	2019	2020	+/-%
Revenue	358.7	289.2	-19.4%
Gross Profit	184.3	142.0	-22.9%
Other Revenue	-	18.0	N/A
Marketing	(80.6)	(82.2)	-2.0%
Selling & Distribution	(19.5)	(6.6)	66.2%
Administration	(119.8)	(103.8)	13.4%
Operating Loss	(35.6)	(32.5)	8.5%
Loss before Taxation	(16.5)	(22.6)	-37%
Income Tax	(20.8)	(7.5)	64%
Net Loss	(37.3)	(30.1)	19.3%
Loss per Share (HK¢)	(3.16)	(2.55)	19.3%
Dividend per Share (HK¢)	-	-	N/A

Margin Analysis



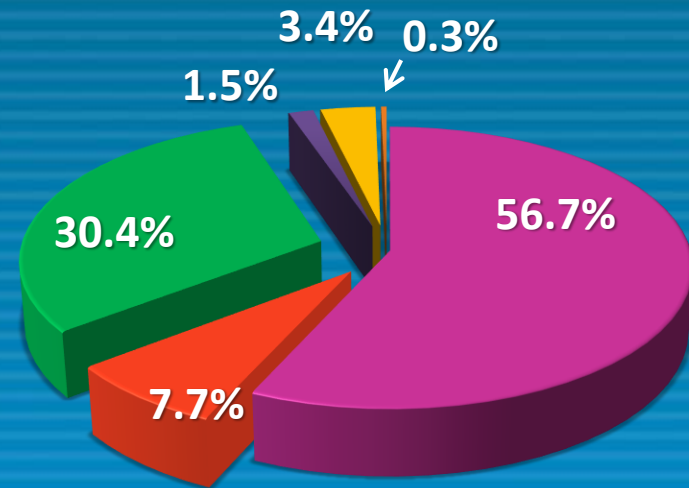
Revenue Breakdown by Regions

2019



HK\$358.7M

2020



HK\$289.2M

■ U.S.A. ■ Other Americas ■ Europe ■ Australasia ■ Asia ■ Others

Financial Performance

Balance Sheet Highlights

HK\$ Million

31/12/2019

31/12/2020

Inventories	19.5	10.3
Trade Receivables	66.1	41.3
Cash & Bank Balances	1,005.6	949.9
Net Current Assets	957.3	912.0
Net Assets	985.3	951.7

Net Asset per Share (HK\$) 0.83 **0.81**

Gearing Ratio 0.0 **0.0**

Current Ratio 6.1 **7.9**

Looking Forward



Looking Forward

- Supply chain logistics remain challenged, with longer than normal lead times
- ***Godzilla vs. Kong*** movie premiere in March 2021
- ***Miraculous: Tales of Ladybug & Cat Noir*** product line to debut in North America in 2021
- ***Spy Ninjas*** toys launched online in late 2020; expansion of product line in 2021
- ***Vlad & Niki*** toys to launch in Fall 2021
- Next re-imagination of ***Teenage Mutant Ninja Turtles*** in development
- And more to come.....

GODZILLA vs. KONG

ONE WILL FALL

- ***Godzilla vs. Kong*** movie release in late March 2021 in many major global markets; simultaneously in theaters and through streaming services, including HBOMax
- Our movie product line launched in Fall 2020 in US; consumer demand has been solid
- We will continue to offer products inspired by Toho's Classic Monsters





Miraculous: Tales of Ladybug & Cat Noir

airs in over 120 countries worldwide and streams across multiple digital platforms



Ranks as a top girls' series on Disney in Europe and North America



Garners over 200 million views on YouTube



Our toy line launched in Fall 2020 in selected international market and quickly found strong consumer demand; North America debut in 2021





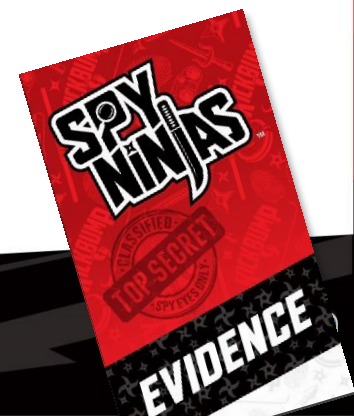
Spy Ninjas – popular, action-packed YouTube adventure series



First wave of products launched online in late 2020 with promising initial results



Spring 2021 will see an expansion of product line and the first placement on retail shelves





VLAD & NIKI have become a global YouTube phenomenon, as one of the highest rated boys channels on the platform



Captures more than five billion monthly views on 16 YouTube channels in 13 languages, with more than 12 million subscribers worldwide



Our **VLAD & NIKI** toy line will debut at retail in Fall 2021





- ***Pikwik Pack***, a brand new pre-school series created by Toronto-based Guru Studio, airing on Disney Junior channel in US and a number of key markets



- Toy line currently under development and slated for 2022 debut





Playmates Toys Limited

Thank You!