



**Playmates Toys Limited**  
**2021 Full Year Results Briefing**  
**4 March 2022**

# 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.

# Content

- About Playmates Toys
- Our Mission
- Our Latest Performance
  - Operating Environment
  - Our 2021 Results Reflected
  - Financial Performance
- Looking Forward

## 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](http://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



# 2021 Operating Environment

- Second year in a row of unprecedented challenges to our industry and many others
- Although consumer demand remained resilient, supply chain disruptions worsened throughout the year
- From factory worker shortages, to container shortages and congestion at major ports around the world, getting products to consumers was a significant challenge

## Our 2021 Results Reflected

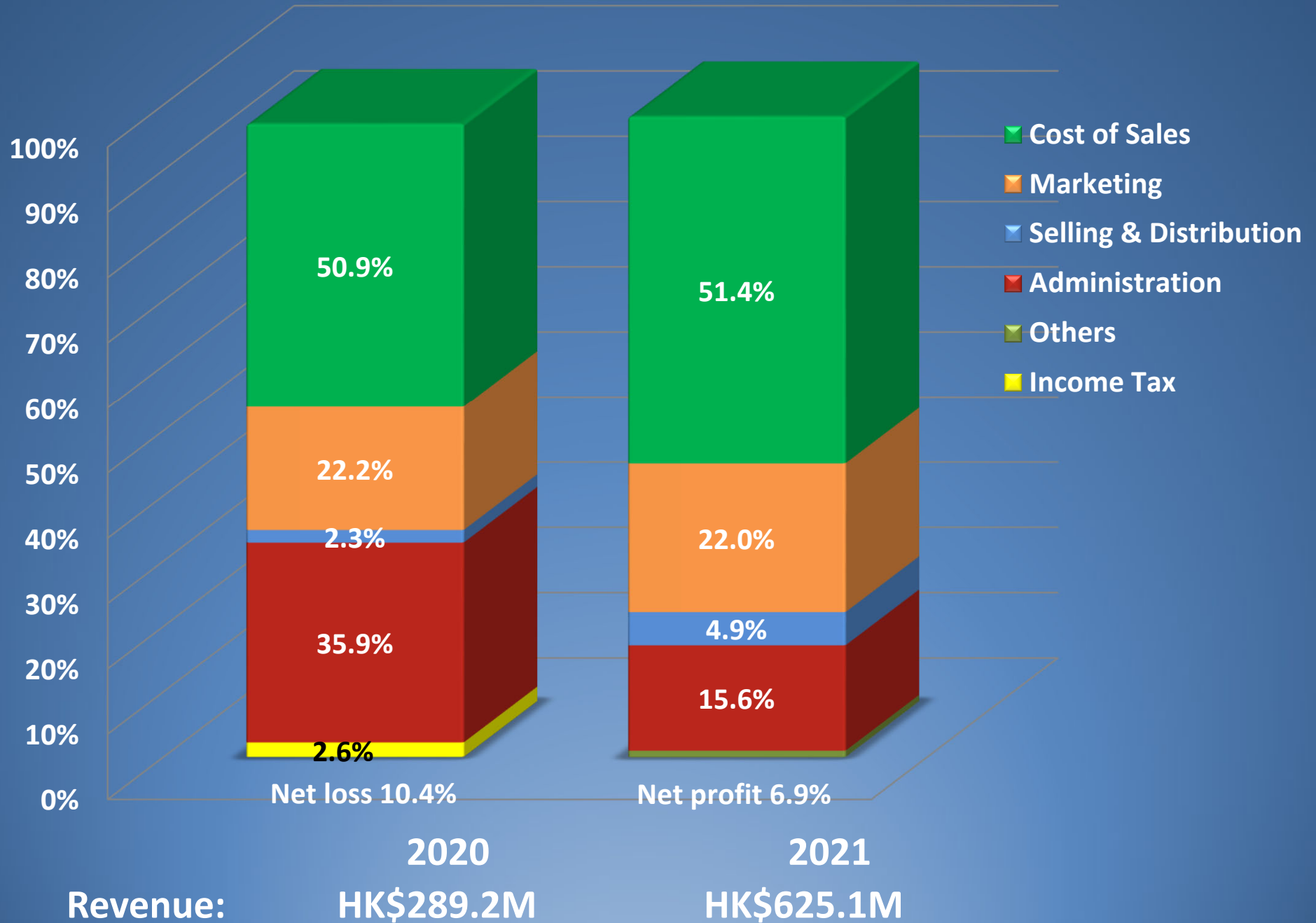
- Turnover increase compared to 2020 driven by:
  - Restrictions on economic activities during 2020
  - Government stimulus during 2021
  - Solid performance of our product line tied to the *Godzilla vs. Kong* movie release
  - Continued strong demand for our *Miraculous: Tales of Ladybug & Cat Noir* toy line
- Stable gross margin due to:
  - Lower product development, tooling and packaging expenses, offset by:
  - Higher percentage of overall sales generated in markets outside the US, and
  - Increases in finished product and logistics costs
- Operating expenses moderated as a percentage of revenue, reflecting continued cost control measures

# Financial Performance

## Income Statement Highlights

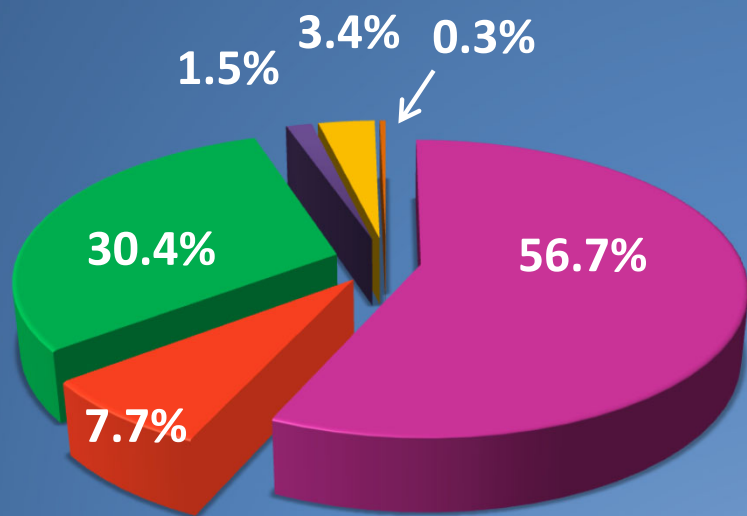
HK\$ Million	2020	2021	+/-%
Revenue	289.2	625.1	116%
Gross Profit	142.0	303.5	114%
Other revenue	18.0	-	N/A
Marketing	(82.2)	(137.6)	68%
Selling & Distribution	(6.6)	(30.7)	365%
Administration	(103.8)	(97.4)	-6%
Operating profit/(loss)	(32.5)	37.8	216%
Profit/(Loss) before Taxation	(22.6)	32.0	242%
Income Tax credit/(expense)	(7.5)	10.9	246%
Net Profit/(Loss)	(30.1)	43.0	243%
Earnings/(Loss) per Share (HK¢)	(2.55)	3.64	243%
Dividend per Share (HK¢)	-	2.00	N/A

# Margin Analysis



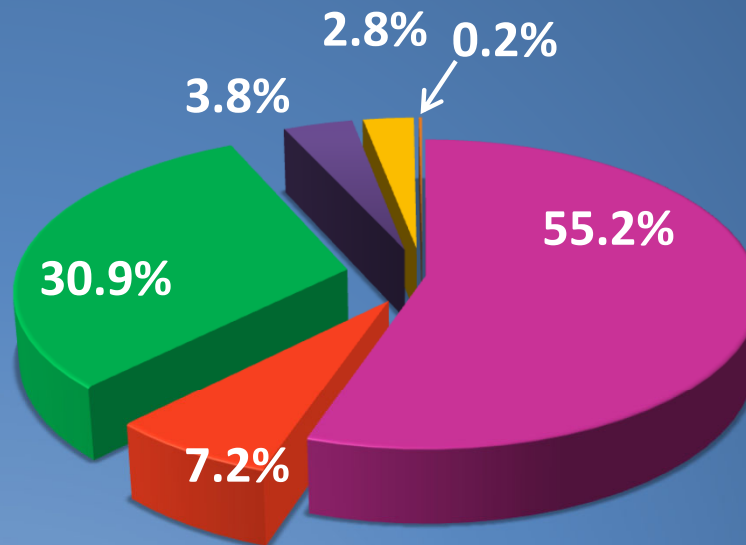
# Revenue Breakdown by Regions

## 2020



HK\$289.2M

## 2021



HK\$625.1M

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

# Financial Performance

## Balance Sheet Highlights

HK\$ Million

31/12/2020

31/12/2021

<b>Inventories</b>	10.3	<b>58.0</b>
<b>Trade Receivables</b>	41.3	<b>124.4</b>
<b>Investments</b>	7.0	<b>71.2</b>
<b>Cash &amp; Bank Balances</b>	949.9	<b>894.0</b>
<b>Net Current Assets</b>	912.0	<b>954.9</b>
<b>Net Assets</b>	951.7	<b>995.2</b>

**Net Asset per Share (HK\$)** 0.81 0.84

**Gearing Ratio** 0.0 0.0

**Current Ratio** 7.9 4.8



# Looking Forward



# Looking Forward

- Supply chain logistics remain challenged, with longer than normal lead times
- Expansion of *Miraculous: Tales of Ladybug & Cat Noir* distribution in 2022
- Continuation of product offerings inspired by the broader *MonsterVerse* and Toho's Classic Monsters
- Extension of *Spy Ninjas* product line
- Launch of *Star Trek* iconic characters in Summer 2022, followed by kid-targeted toys based on *Star Trek: Prodigy* later in 2022
- And more to come.....



# GODZILLA vs. KONG

ONE WILL FALL

- Successful *GODZILLA vs. KONG* movie release in late March 2021 in many major global markets; both in theaters and through streaming services, including HBOMax
- Consumer demand for our movie product line has been strong
- We will continue to offer products inspired by the broader *MonsterVerse* and Toho's Classic Monsters in 2022







Our extensive new *Miraculous: Tales of Ladybug & Cat Noir* toy line launched in a number of major international markets in Fall 2020, and online in the US market in the summer of 2021



Consumer demand for the brand has been strong, with high sell-through rates in every market where we launched



We expect distribution to continue to expand in 2022



The show continues to air in over 120 countries worldwide and streams across multiple digital platforms



We are actively working on product line extensions for 2022 and beyond



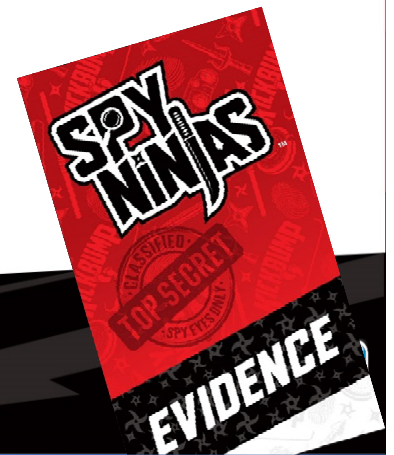
**SPY NINJAS**  
CHAD WILD CLAY  
& VY QWAIN



The action-packed *Spy Ninjas* YouTube adventure series continues to be popular



2022 will see continued expansion of our product line, including secret spy ninja gear, decoders, ninja weapons, a new Project Zorgo mask and other spy gadgets from the series







## STAR TREK



We are making a much-anticipated return as the global master licensee for figures, vehicles and ships, role play and other categories for *Star Trek*



Summer 2022 toy launch includes some of the most iconic characters in the *Star Trek* universe, including its most famous Captains and First Officers



Later in 2022, we will also launch action figures from the new Paramount+ and Nickelodeon animated series *Star Trek: Prodigy*

STAR TREK  
**PRODIGY**





**Playmates Toys Limited**

**Thank You!**