



**Playmates Toys Limited**  
**2023 Interim Results Briefing**  
**25 August 2023**

# 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
- 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.playmatestoys.com](http://www.playmatestoys.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



# Our 2023 Interim Results Reflected

- 30% year-over-year increase in turnover driven by:
  - Initial shipments of our *Teenage Mutant Ninja Turtles* toy line supported by the global release of the *Teenage Mutant Ninja Turtles: Mutant Mayhem* animated movie
- Gross profit ratio increased from 49% to 54% due to:
  - Favourable product mix, lower ocean freight cost and reduced writedowns on excess inventory
  - Partially offset by higher product development and tooling costs
- 20% year-over-year increase in operating expenses driven by:
  - Higher variable costs, in particular distribution expenses

# Financial Performance

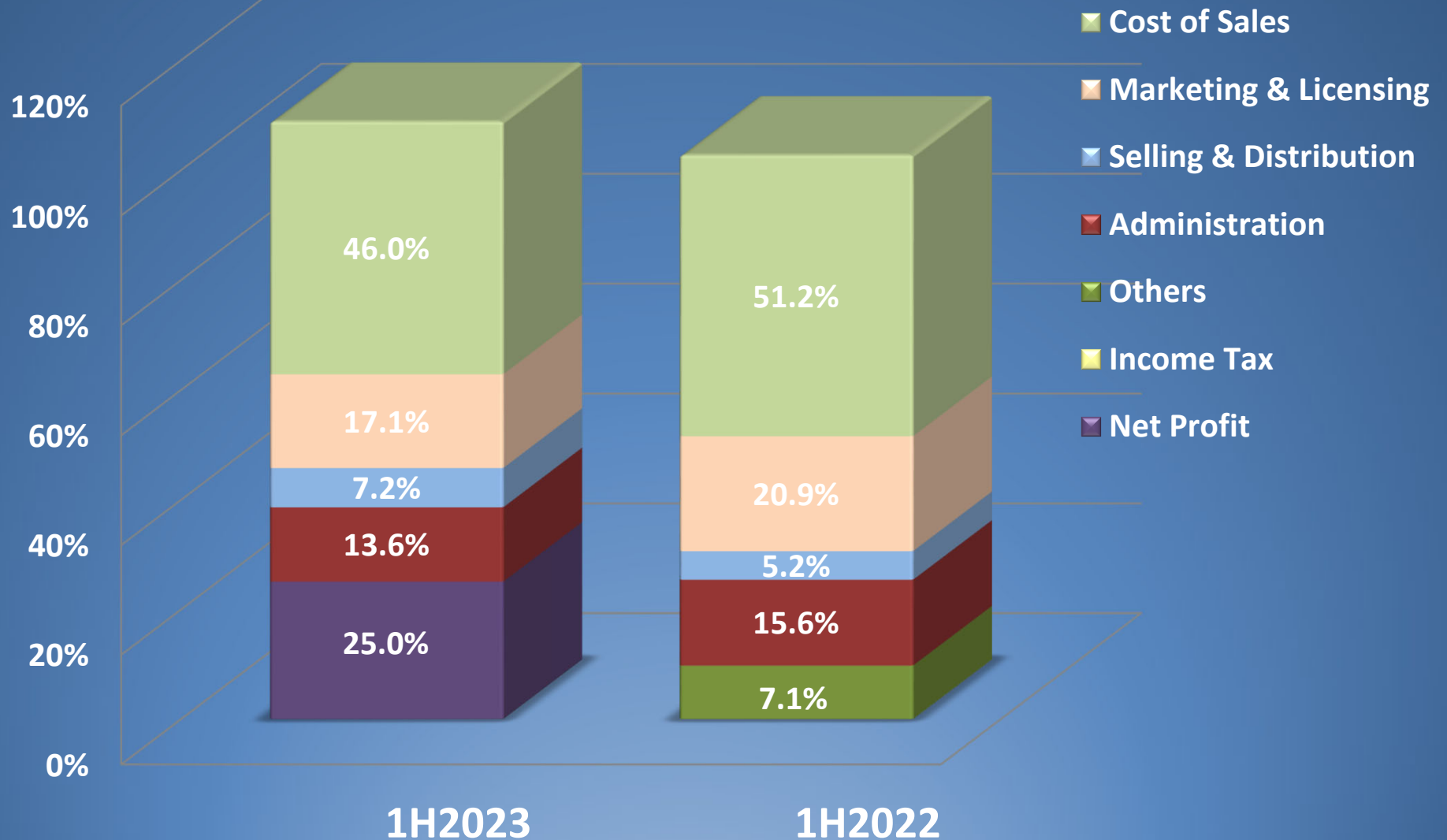
## Income Statement Highlights

HK\$ Million	1H2023	1H2022	+/-%
Revenue	347.2	267.5	+29.8%
Gross Profit	187.4	130.6	+43.5%
Marketing and Licensing	(59.3)	(56.0)	+5.9%
Selling & Distribution	(24.9)	(14.0)	+77.9%
Administration	(47.1)	(41.8)	+12.5%
Operating Profit	56.2	18.7	+199.9%
Profit/(Loss) before Taxation	86.4	(7.3)	N/A
Income Tax credit	0.6	5.9	-90.8%
Net Profit/(Loss)	87.0	(1.4)	N/A
Earnings/(Loss) per Share (HK¢)	7.37	(0.12)	N/A



# Financial Performance

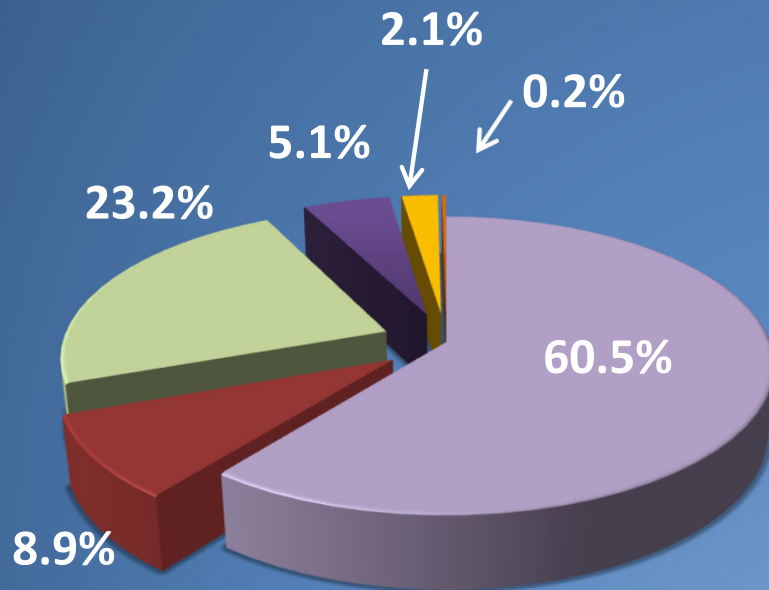
## Margin Analysis



# Financial Performance

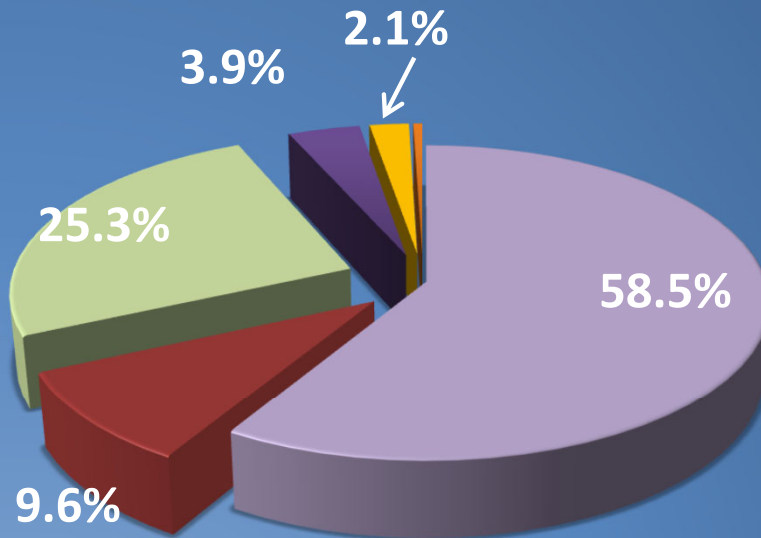
## Revenue Breakdown by Regions

**1H2023**



**HK\$347.2M**

**1H2022**



**HK\$267.5M**

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

# Financial Performance

## Balance Sheet Highlights

HK\$ Million 30/6/2023 30/6/2022

<b>Inventories</b>	<b>61.7</b>	<b>67.8</b>
<b>Trade Receivables</b>	<b>173.0</b>	<b>59.3</b>
<b>Cash &amp; Bank Balances</b>	<b>908.3</b>	<b>912.2</b>
<b>Net Current Assets</b>	<b>1,000.1</b>	<b>923.3</b>
<b>Net Assets</b>	<b>1,050.2</b>	<b>970.2</b>

**Net Asset per Share (HK\$)** **0.89** **0.82**

**Gearing Ratio** **0.0** **0.0**

**Current Ratio** **4.8** **5.0**

# Looking Forward



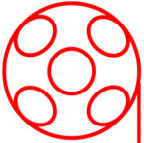
# Looking Forward

- We continue to be very optimistic about the second half of the year
- The relaunch of our *Teenage Mutant Ninja Turtles* toy line is off to a strong start in all major markets
- Actively developing new products to coincide with the upcoming animated series and sequel to *Teenage Mutant Ninja Turtles: Mutant Mayhem*
- Continuation of *Miraculous: Tales of Ladybug & Cat Noir* toy line
- And more to come.....

# TEENAGE MUTANT NINJA TURTLES MUTANT MAYHEM



- The Paramount Pictures animated movie: *Teenage Mutant Ninja Turtles - Mutant Mayhem* has delivered strong box office results globally since its release in Aug 2023
- Consumer response to both the movie and our *TMNT* toy line has been very positive
- Paramount Pictures and Nickelodeon Movies are developing a sequel to *Teenage Mutant Ninja Turtles: Mutant Mayhem* and planning a two-season series that will serve as a “bridge” between the films



- The highly popular *Miraculous: Tales of Ladybug & Cat Noir* TV show continues to air in over 120 countries worldwide and stream across multiple digital platforms
- The animated musical feature, *Miraculous Ladybug & Cat Noir: The Movie*, had a strong debut on Netflix during the summer
- We are hopeful that it will bring an expanded audience into the Miraculous universe and provide a boost to our toy line starting in the second half of the year





**Playmates Toys Limited**

**Thank you!**