

A close-up photograph of a blue plastic tray containing several optical lenses. The lenses are arranged in rows, and some are partially covered by blue protective caps. The tray is set against a dark background, and the lighting highlights the reflective surfaces of the lenses.

Investor Presentation Q3/2022

20 December, 2022

Agenda

- 01** Company Overview
- 02** Financial Performance
- 03** Growth Drivers
- 04** ESG



Agenda

01 Company Overview

02 Financial Performance

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04 ESG



Company Overview

TOG is a spectacle lens manufacturer with strong track record 60-year history.

We serve business customers both in Thailand, and internationally, across 50 countries, over 6 continents

TOG Mission

We intend to become a leading, sustainable, independent manufacturer with a global reputation for:

- **Consistent service excellence**
- **Ease of doing business**
- **Supplying the best value on time every time**

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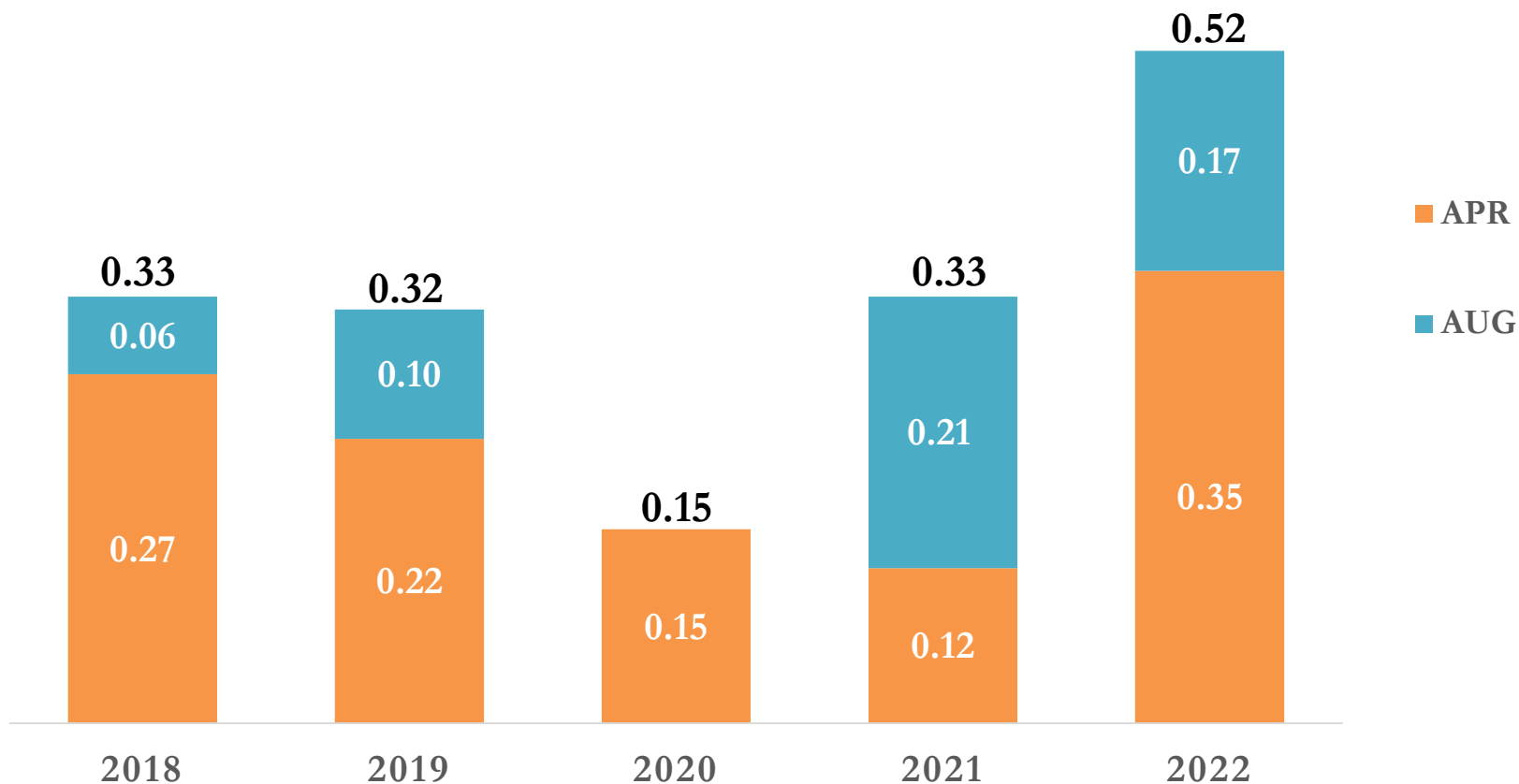
04 ESG



TOG Dividend Policy

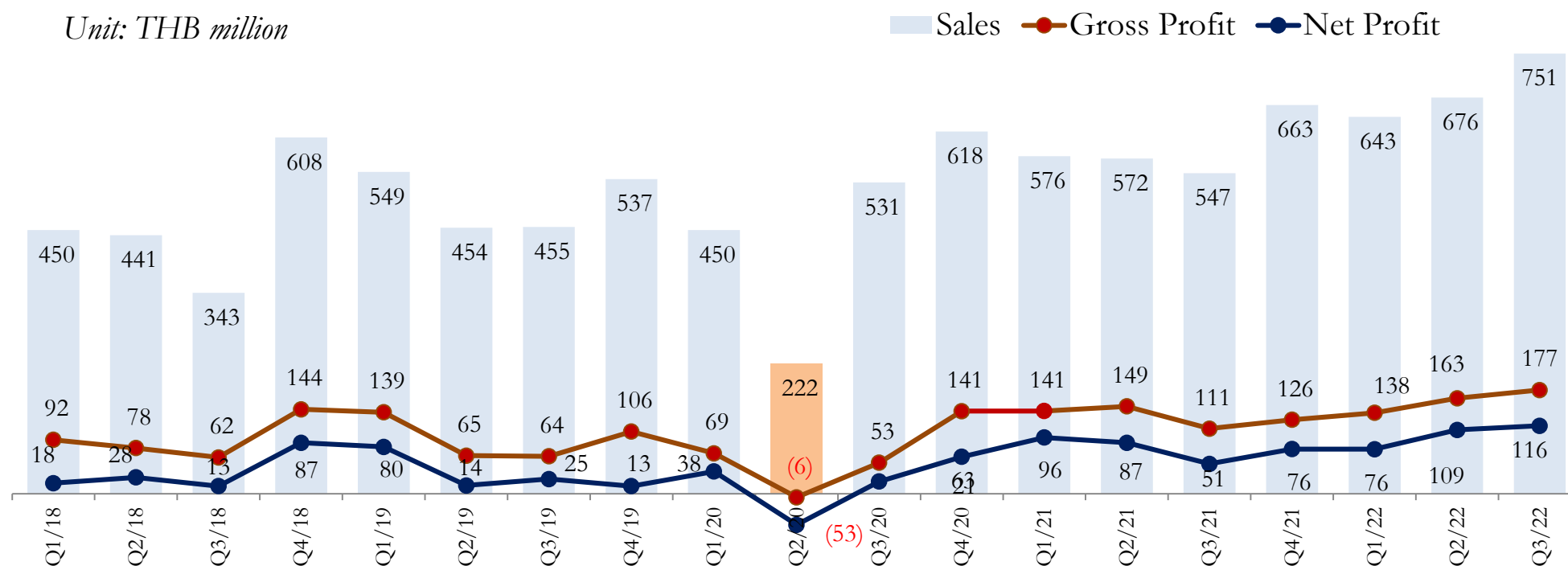
Not less than 40% of its consolidated net profit after deduction of all specified reserves

Paid Dividend Per Share (THB)



Historical Financial Summary (Quarterly)

Unit: THB million



Risk factors matter the gross profit

Q1/18 Decrease of value-added lenses & Exchange rate loss

Q3/18 Decrease of revenue & Higher cost of production, depreciation in RX Automation line

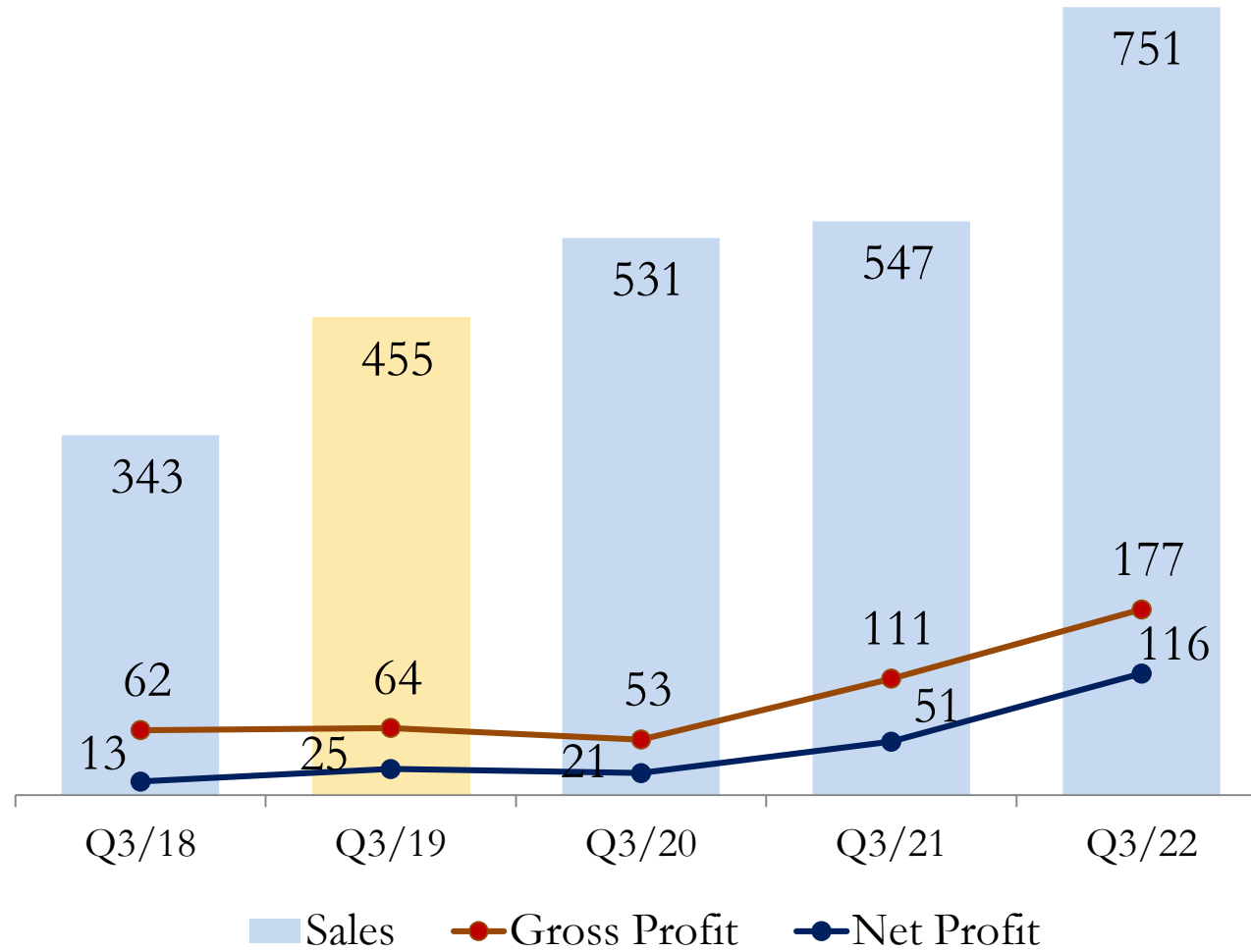
Q2/19 Additional legal severance pay rates for employees & Exchange rate loss

Q4/19 Decrease of value-added lenses & Exchange rate loss

Q2/20 Interruption of business activities as a result of the effects of COVID-19

Year-on-year Q3 Financial Performance

Unit: THB million



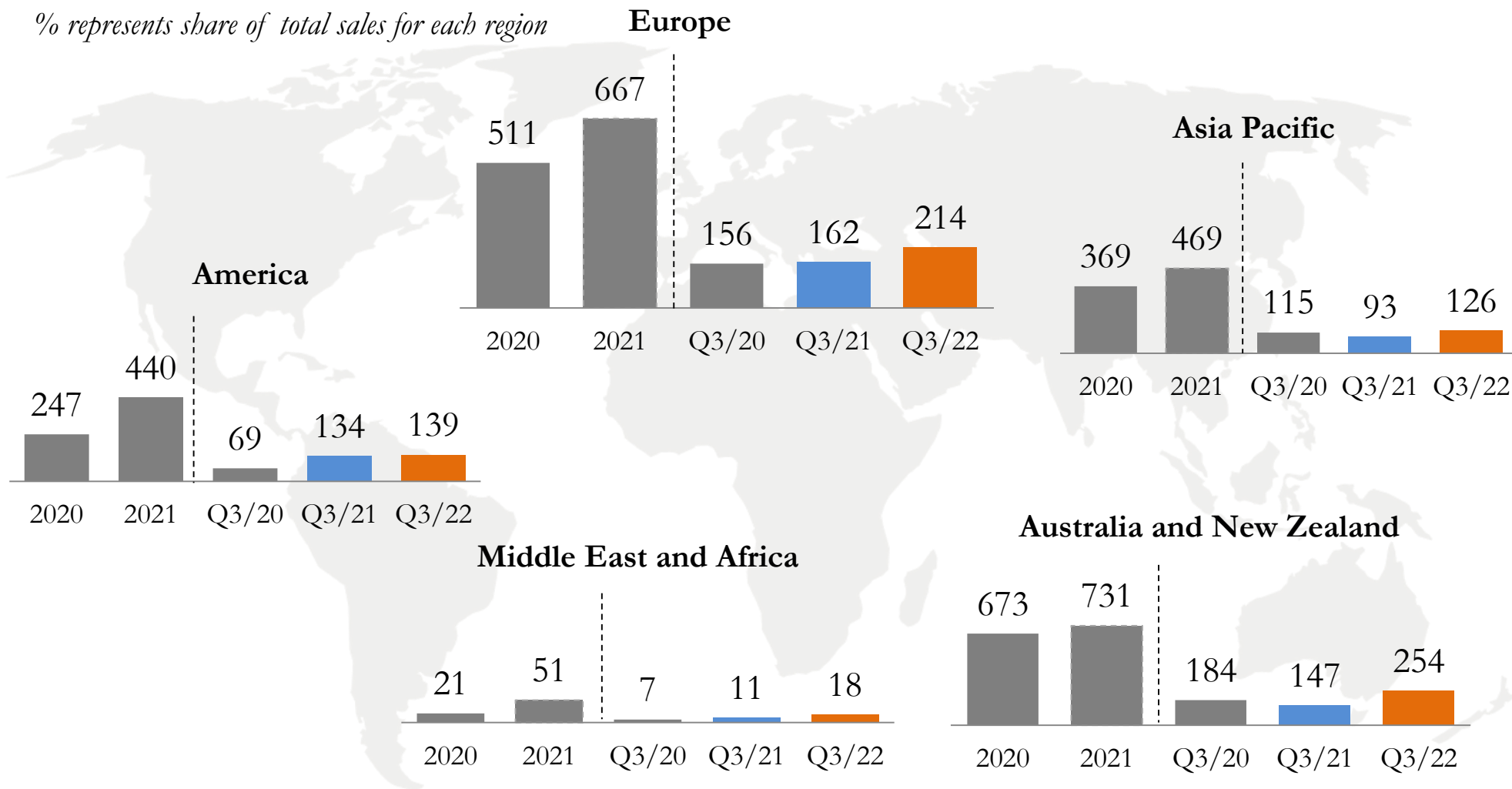
Q3/22 Results (Consolidated)

| <i>Unit: THB million</i> | Q3/21 | Growth | Q3/22 |
|---------------------------------|--------------|---------------|--------------|
| Revenue from sales and services | 547 | 37.3% | 751 |
| Gross profits | 111 20.2% | 60.0% | 177 23.6% |
| Net Income | 51 9.3% | 126.6% | 116 15.4% |
| EBIT | 61 11.2% | 100.3% | 123 16.4% |
| EBITDA | 108 19.7% | 55.8% | 168 22.4% |

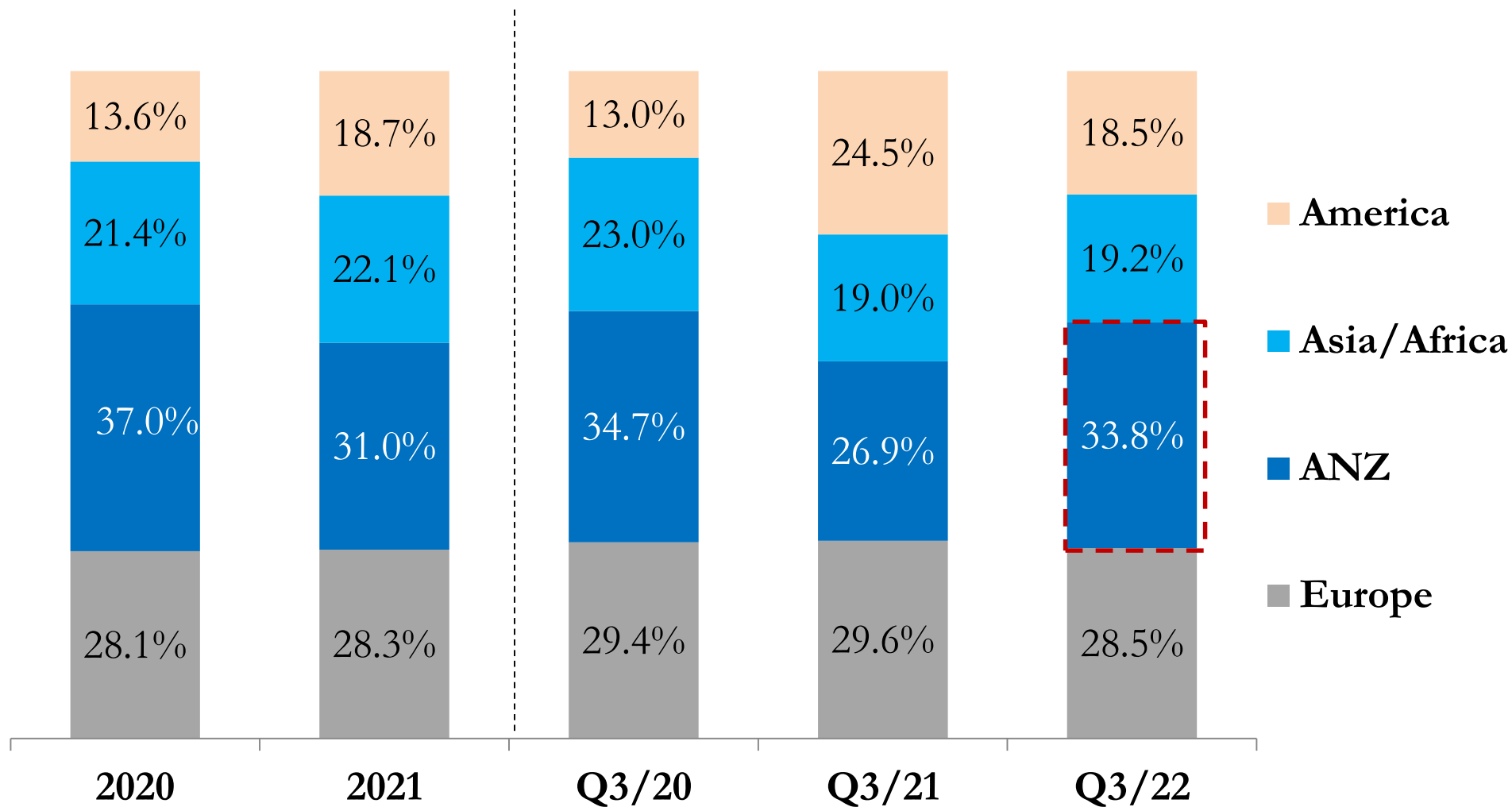
Growth Comes From All Regions

Unit: THB million

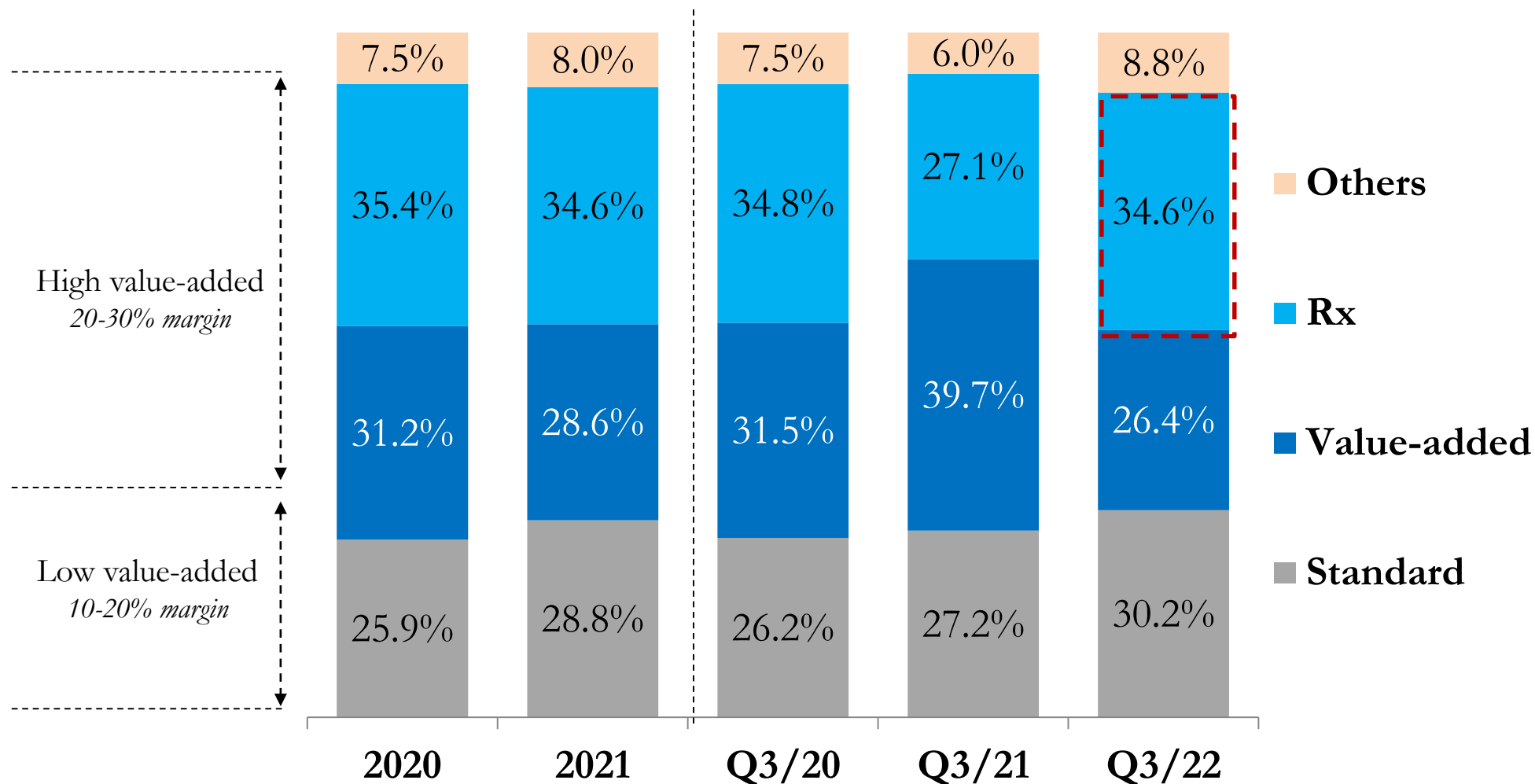
% represents share of total sales for each region



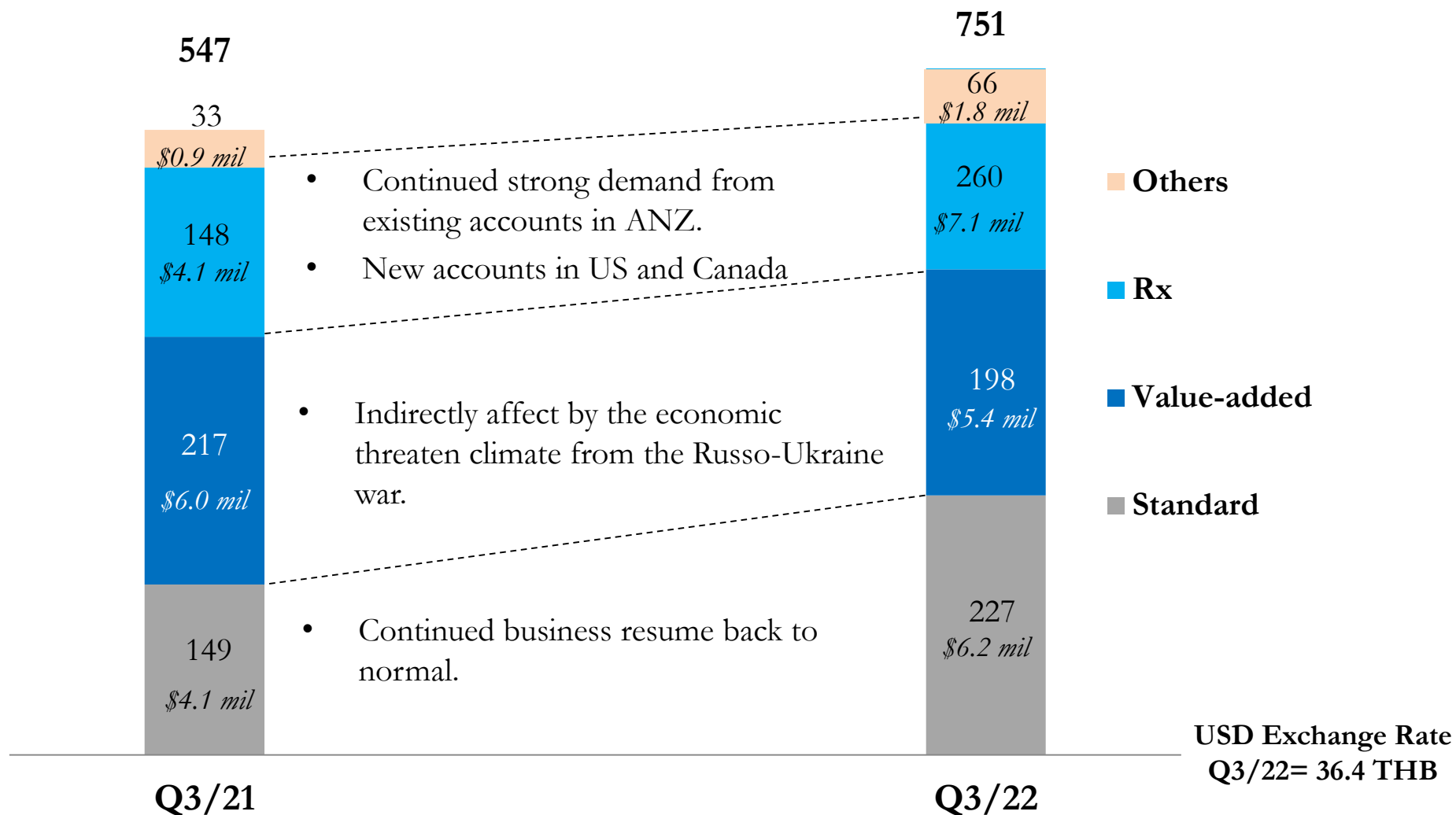
Strong Growth In Australia & New Zealand



Rx Driven By ANZ, US And Asia Markets



Significantly Higher Rx And Standard Sales



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Growth Drivers



01

Expand customer base across all regions.

02

Accelerate responsive supply, with variety of products, via distribution centers in the US and in Europe.

03

Deploy automated operation and data systems, applying lean principles, to increase efficiency and capacity.

04

Expand Rx production, to respond to new business opportunities promptly.

05

Develop advanced products and working solutions, for business partners to conveniently be able to access all quality products and service

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ESG-Materiality Topics & Sustainability Management



Environments

Regulators/Customers



Social

Employees/Customers



Governance

Shareholders/Investors

Environments

Regulators/Customers



Efficient Consumption

Utilize resources responsibly and efficiently.

Climate Action

Collaborate customers to reduce single-used plastic material & use recyclable material.

Waste Management

Manage suitable waste disposal to prevent negative impact from business operation.

Social

Employees/Customers



Health & Safety

Promote hygiene and work safely in workplace.

Good Labor Practices

- Certified Thai Labor Standards TLS 8001-2020.
- Support the Human Rights Policy.

Product Quality & Safety

Comply with international standards & product safety requirements.

Governance

Shareholders/Investors



Corporate Governance

- Ensure good CG & legal compliance.
- Promote ethical business conduct, and with business partners.
- Manage risk across business processes and operations.

TOG Core Value C R A A F T



CRAFT

“WE CRAFT BETTER VISION SOLUTIONS
เรารังสรรค์ มุมมองที่ดีกว่า”



Can Do

We operate with a Can-do attitude.



Right
first time

We strive to execute Right first time,
on time, every time.



Accountable

We are all Accountable, delivering on
our promises.



Adaptable

We are Adaptable and open to change,
yet try to keep things simple.



Fun

We are demanding on performance,
but remember work should be Fun.



Teamwork
together

Focusing on Teamwork, together we
will be the preferred choice for
customer vision solutions.

THAI OPTICAL GROUP PCL.

Head Office

15/5 Moo 6 Bangbuathong-Suphanburi Road,
Laharn Sub-district, Bangbuathong District,
Nonthaburi Province 11110 Thailand

Tel. 02 194 1145 to 1150, 063 903 0780

Email: ir@thaiopticalgroup.com

Website: www.thaiopticalgroup.com

