



OPPORTUNITY DAY Q2/2023

September 1st , 2023

DISCLAIMER

The following presentation may contain forward looking statements by the Management Team of Thai Optical Group Public Company Limited (the Company), related to financial or other tendency for future periods, compared with the results for previous periods.

Some of the statements contained in this presentation that are not historical facts but it are statements of future estimations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. Disclaimer information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be constructed as a representation as to future performance of the Company. In addition, such statements should not be regarded as a forecast or projection of future performance of the Company. It should be noted that the actual performance of the Company may vary significantly from such statements in this presentation.

AGENDA

- Corporate & Business Overview
- Financial Performance
- Growth Drivers & Outlooks
- ESG



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Corporate 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.



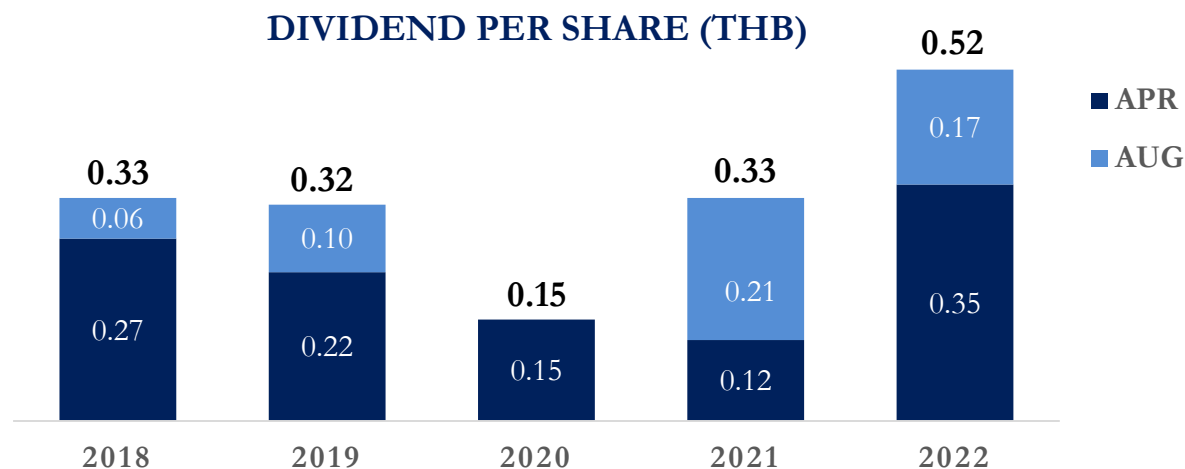
TOG Mission

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

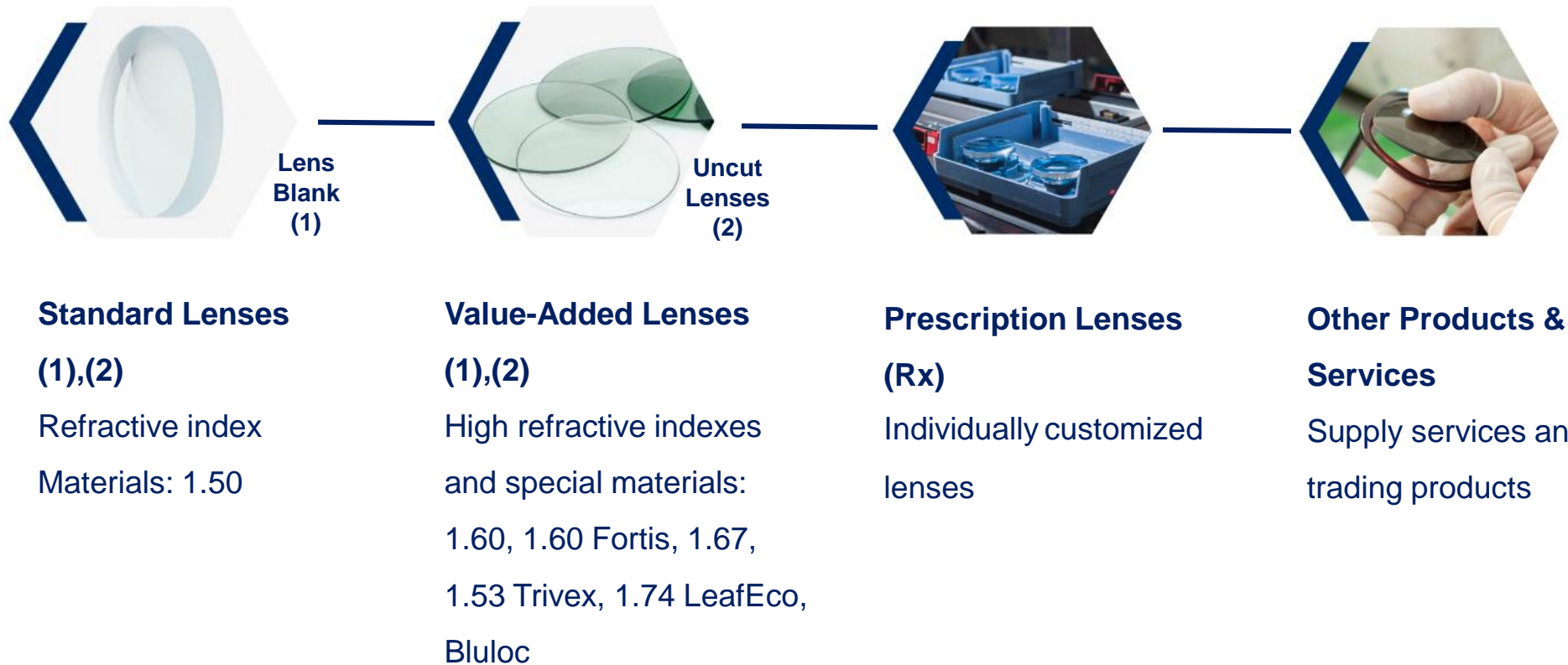
TOG Dividend Policy

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



Business Overview

TOG offers a wide variety of lens materials designed to correct refractive errors, causing impaired vision both near- and far-sightedness, astigmatism and presbyopia.



AGENDA

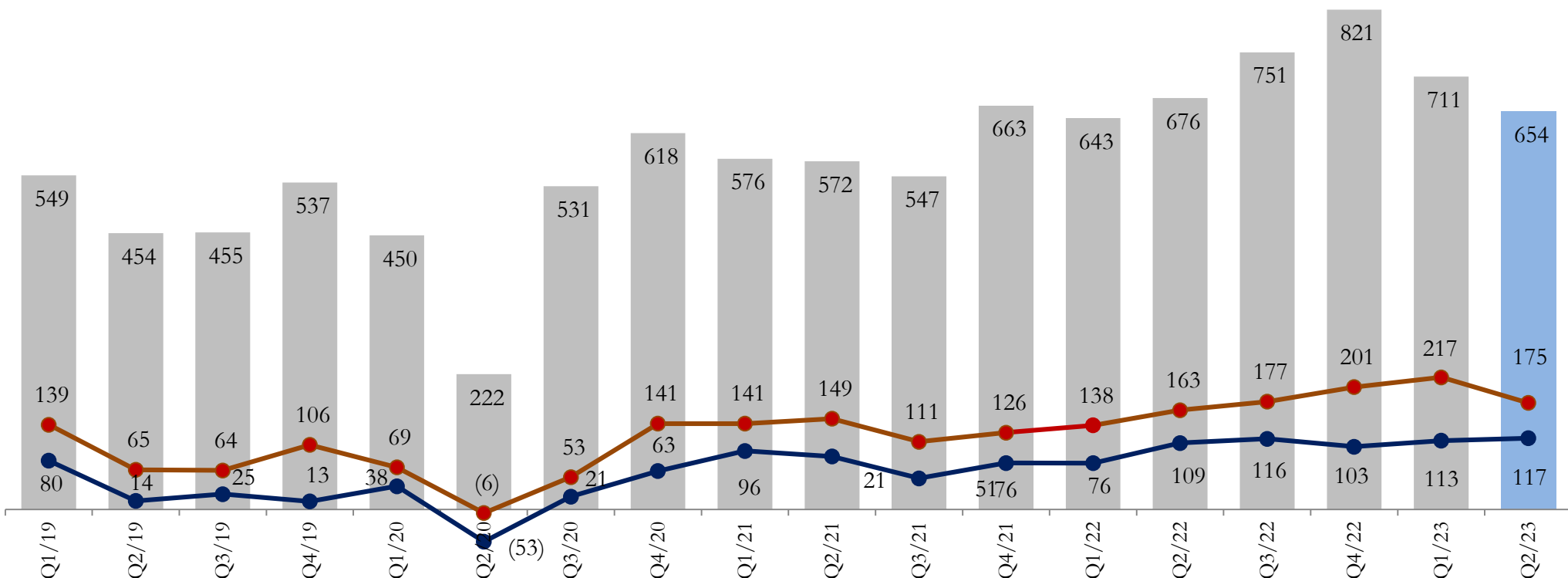
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Historical Financial Summary (Quarterly)

Unit: THB million

■ Sales — Gross Profit — Net Profit



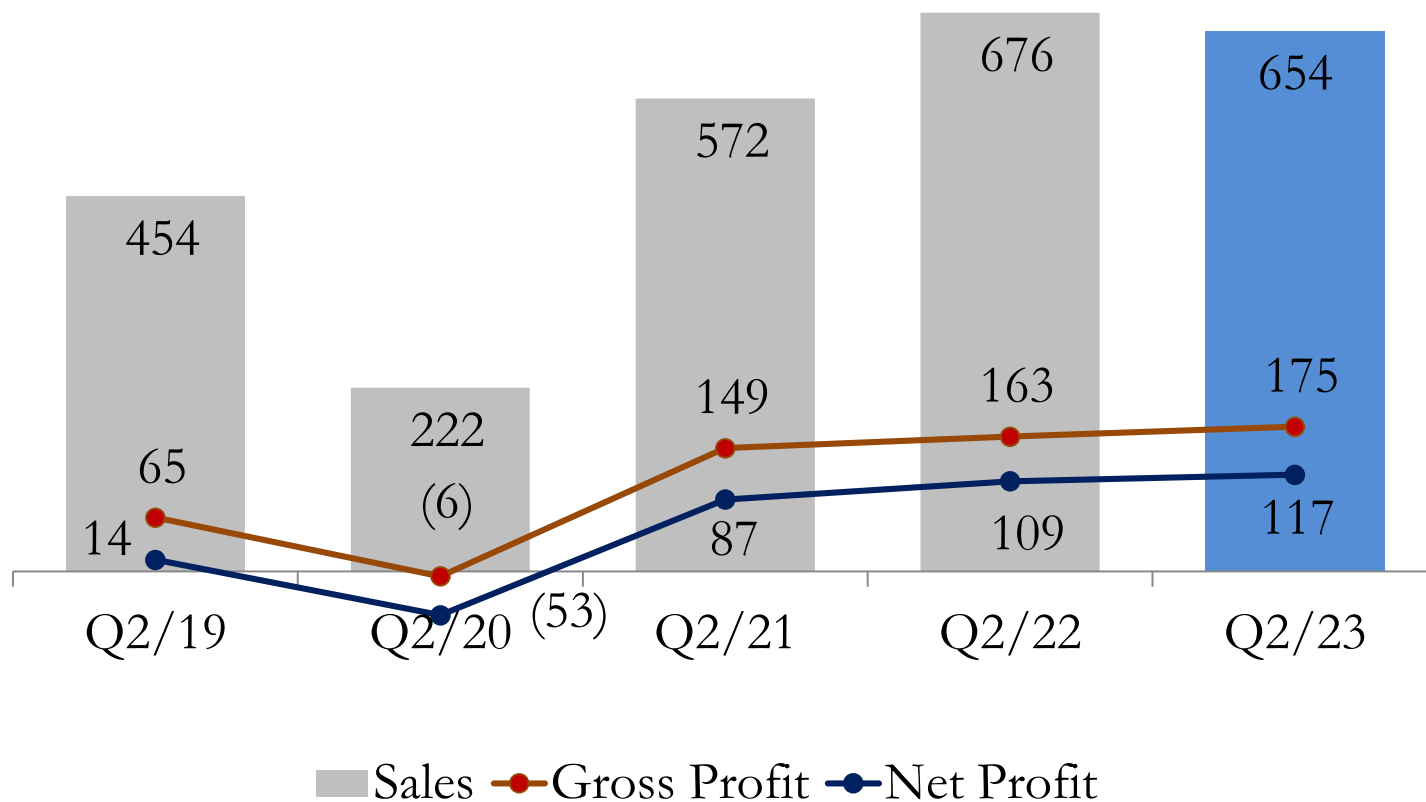
Risk factors matter the gross profit:

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

QOQ Financial Performance

Unit: THB million

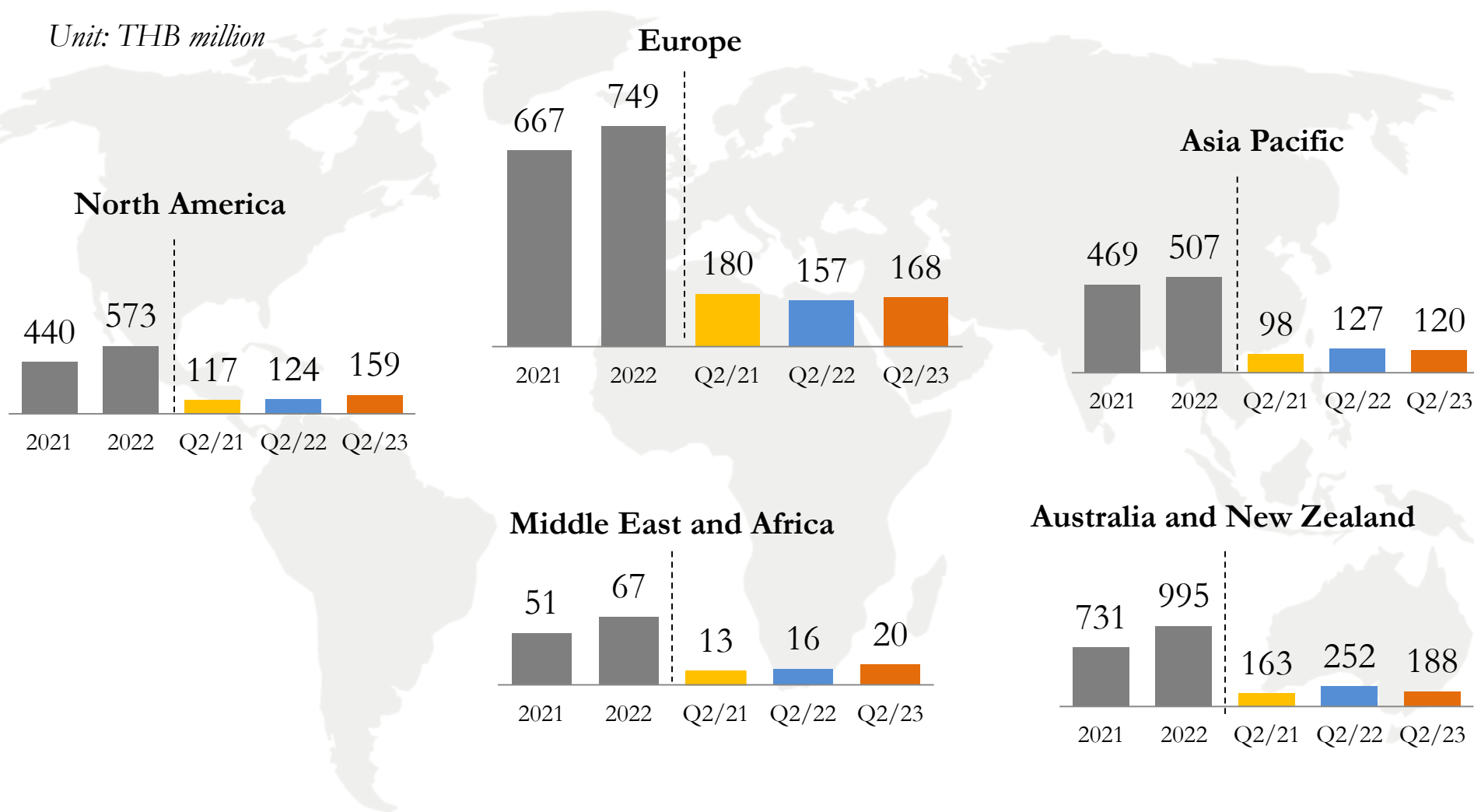


Q2/2023 Results (Consolidated)

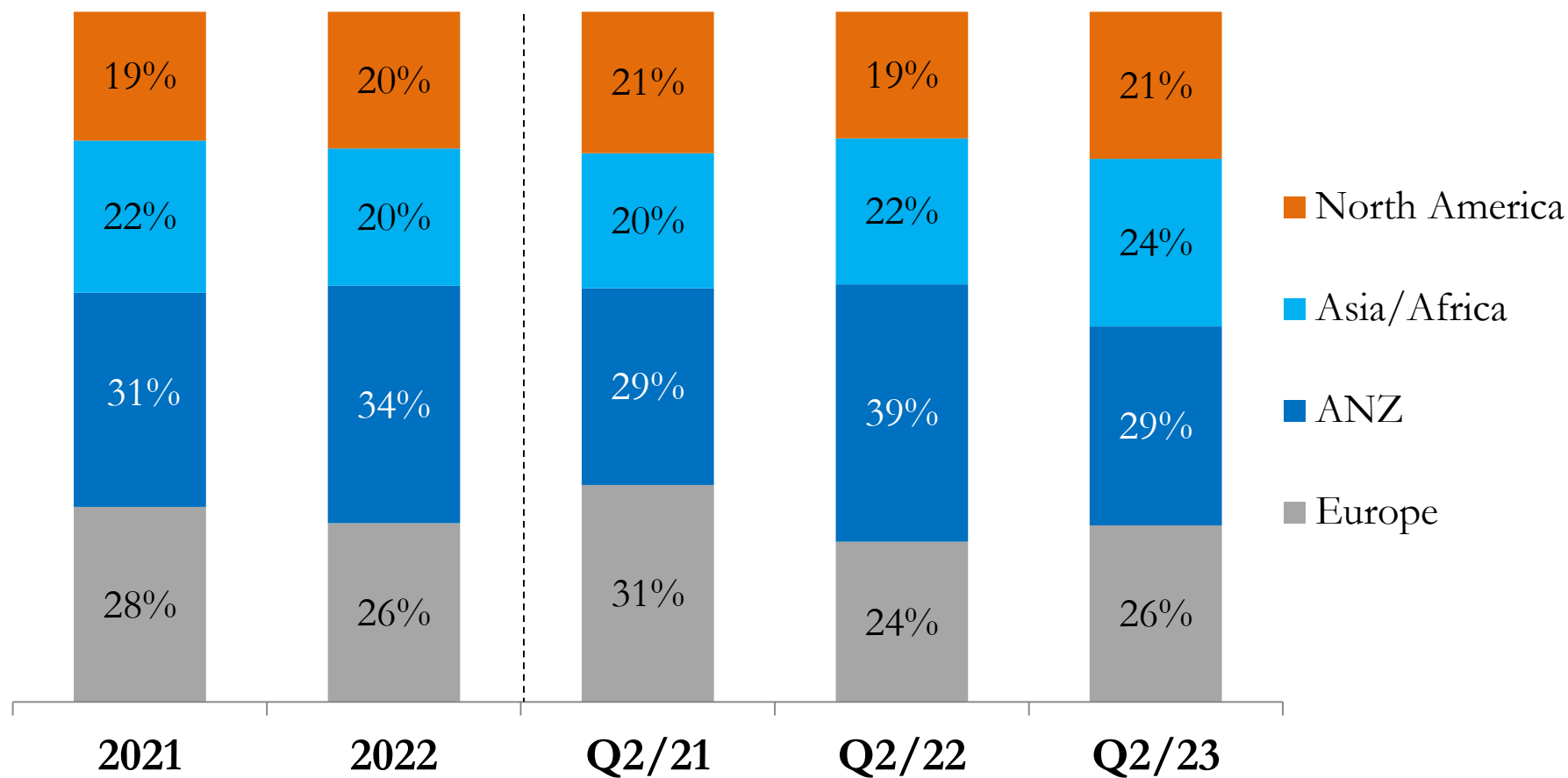
<i>Unit: THB million</i>	Q2/22	Growth	Q2/23
Revenue from sales and services	676	-3.2%	654
Gross profits	163 24.2%	7.3%	175 26.8%
Net Income	109 16.1%	7.1%	117 17.9%
EBIT	119 17.6%	12.9%	134 20.6%
EBITDA	165 24.3%	7.0%	176 26.9%

Q2/2023 Revenue Growth In EU & NA

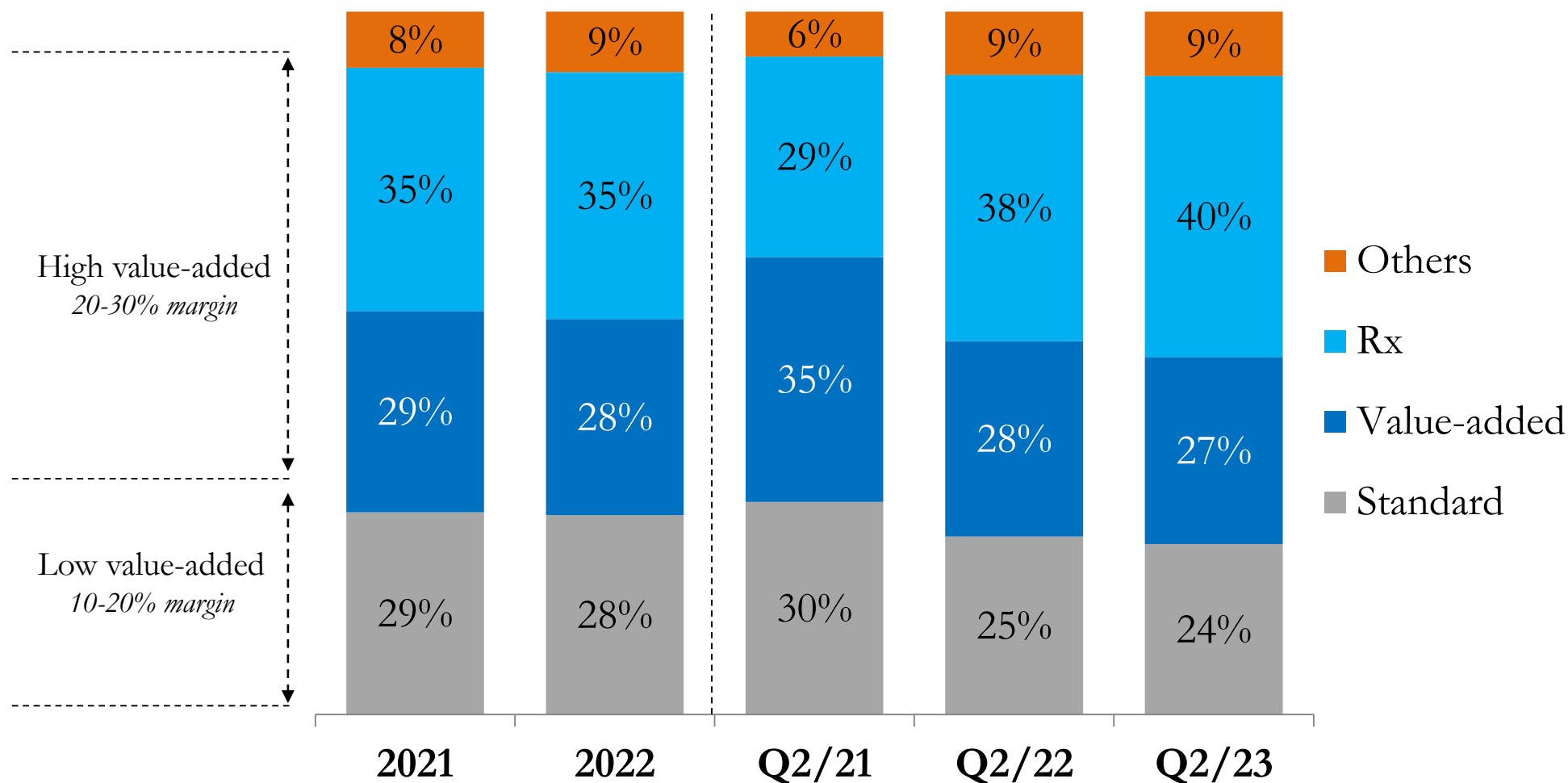
Unit: THB million



Q2/2023 Revenue Growth In EU & NA



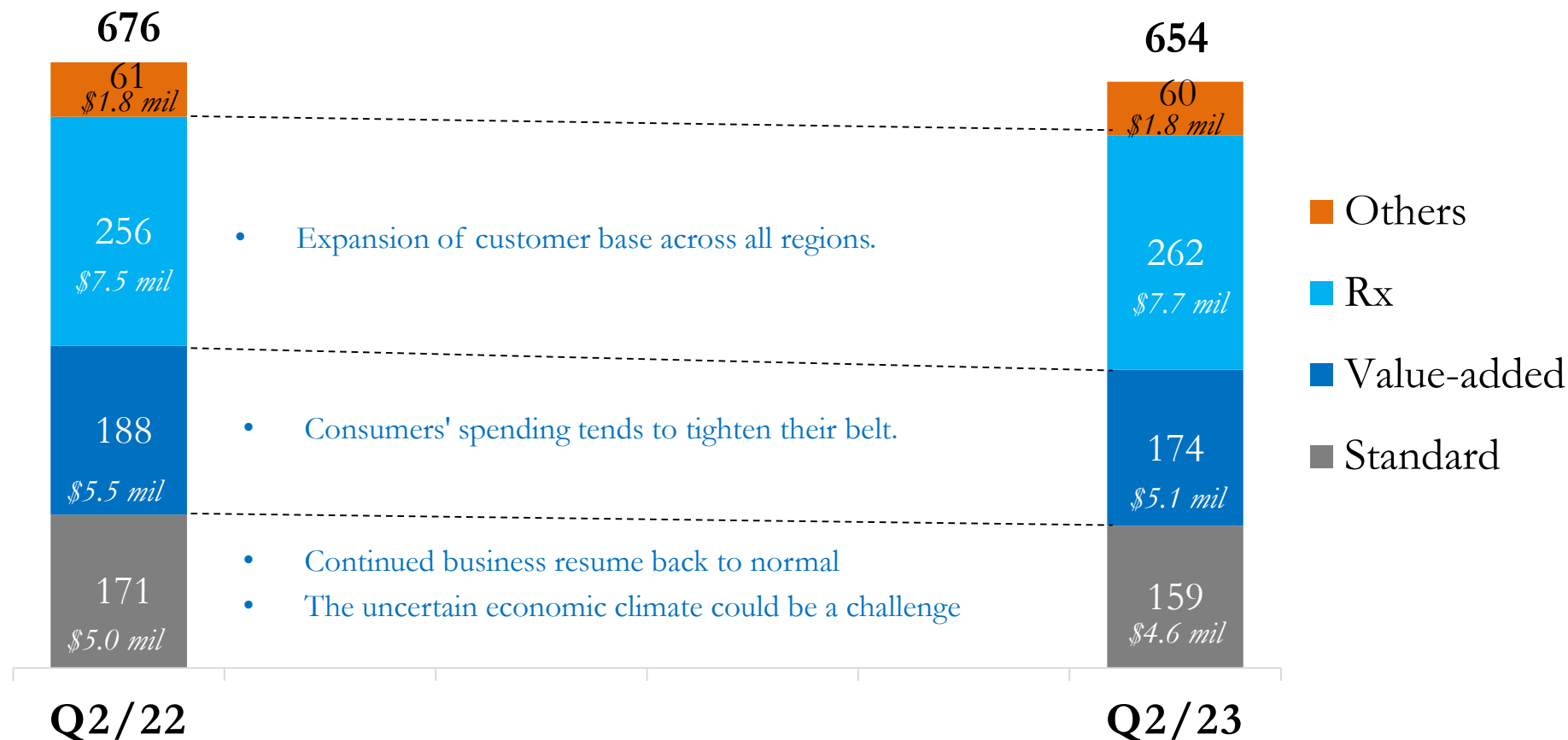
Q2/2023 Rx Driven By ANZ, NA And Asia Markets



Q2/2023 Mirror steady growth and stability

Exchange Rate

Q2/23 = 34 THB/USD



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2023 Growth Drivers

- **Expand customer base across all regions.**
- **Accelerate responsive supply, with variety of products, via distribution centers in the US and in Europe.**
- **Deploy automated operation and data systems, with lean principles, to increase efficiency and capacity.**
- **Expand Prescription Lenses (Rx) production, to respond to new business opportunities promptly.**
- **Develop advanced products and working solutions, for business partners to conveniently be able to access all quality products and service.**

2023 Outlooks

Efficiency Maximization

- Accelerate **efficiency maximization** to mitigate the impact of **increasing production costs** from raw materials and the **potential raise in the minimum wage**.
- Install **1.9-MegaWatt Solar Photo Voltaic Rooftop** at TOG to mitigate **rising electricity costs** and **GHG-Greenhouse Gas Emissions**.

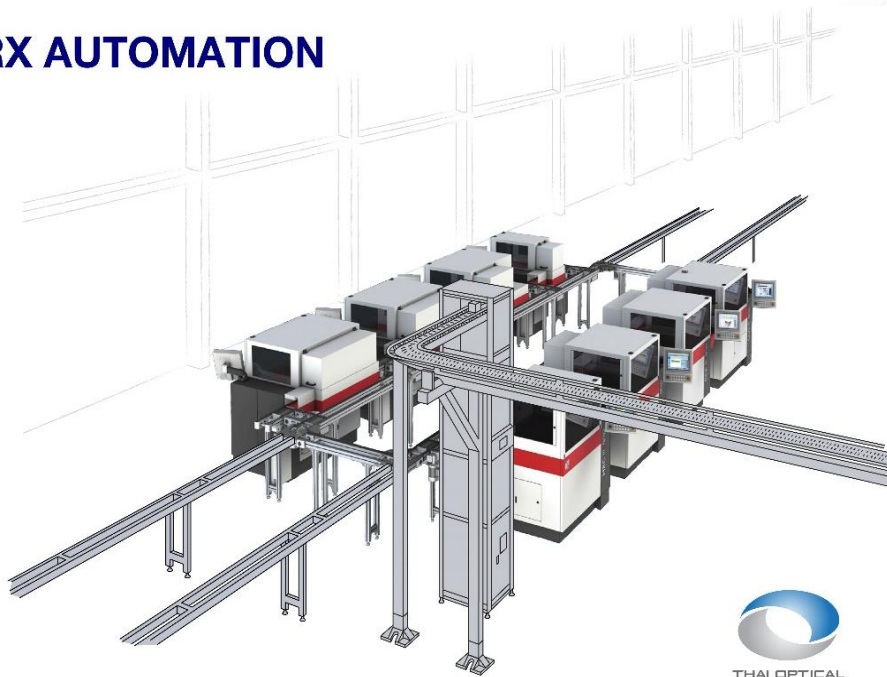


2023 Outlooks

Production Capacity Expansion

- Increase the capacity headroom of **Prescription Lenses (Rx)** by 30% to accommodate potential business growth.

RX AUTOMATION



2023 Business Update

NEW PRODUCT LAUNCHED IN 2023



1.60 Fortis is an innovative material for thinner, lighter, clear, more impact resistant lenses, than conventional 1.60.

An innovation in impact resistant lenses

25%
CLEARER
THAN POLYCARBONATE

14X
STRONGER
THAN 1.60 MR8 LENSES


PASSES
DROP BALL TEST



Clear



Light



Strong



Thin

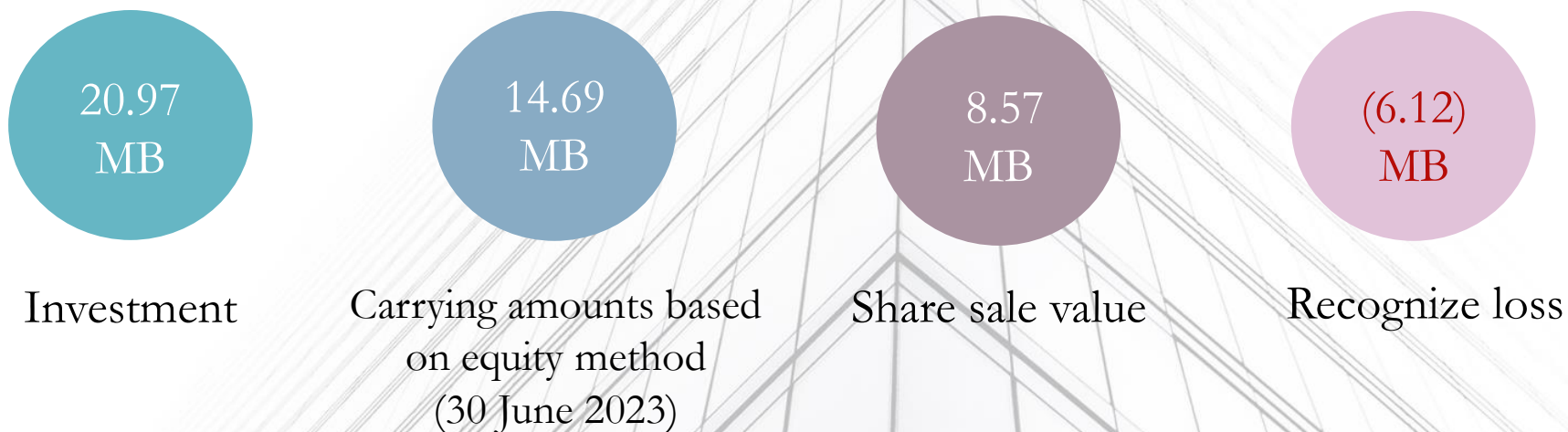
Durably strong and suitable for everyday lifestyles, both indoors and on the go!

2023 Business Update

Divestment of MVISION Singapore

In 2010, TOG acquired a 33% stake in an associated company namely, **MVISION OPTICAL PTE. LTD.**, Singapore (“**MVISION Singapore**”), a manufacturer and distributor of prescription lenses (Rx lenses).

On 9 August 2023, TOG’ board had approved the resolution to divest all shares. It’s expected to be completed within Q3/2023.



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Sustainable Development

At TOG, we '**Craft with Care**'
and help people around the world
lead **healthier and more fulfilling lives**,
through the power of sight.

Healthier Living is foundation of sustainability
for all; employees, partners, customers, consumers,
communities and environment.





'Craft with Care'

- **Caring for Environment:** Responsibly, efficiently utilize resources. Dispose waste properly. Minimize environmental impact.
- **Caring for People:** Build strong lasting relationships among people for responsible practices.
- **Caring for Performance:** Strive for continual efficiency improvement in sustainability performance and maintaining long-term business viability.
- **Caring for Partnership:** Actively collaborate with business partners, customers and all sectors to create positive change toward a sustainable future.



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