



**OPPORTUNITY DAY Q1/2023**

**June 23, 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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



# AGENDA

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



# 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.



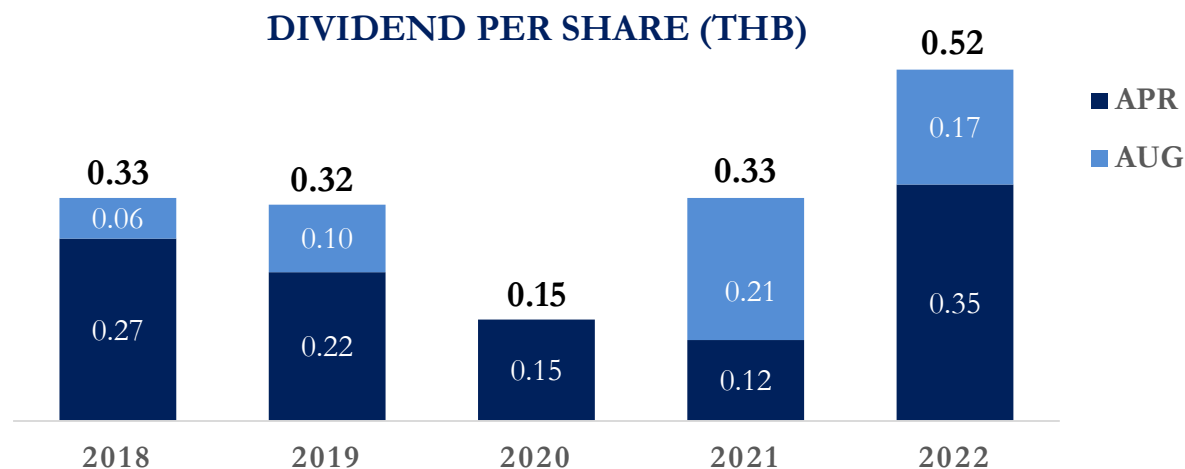
# TOG Mission

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

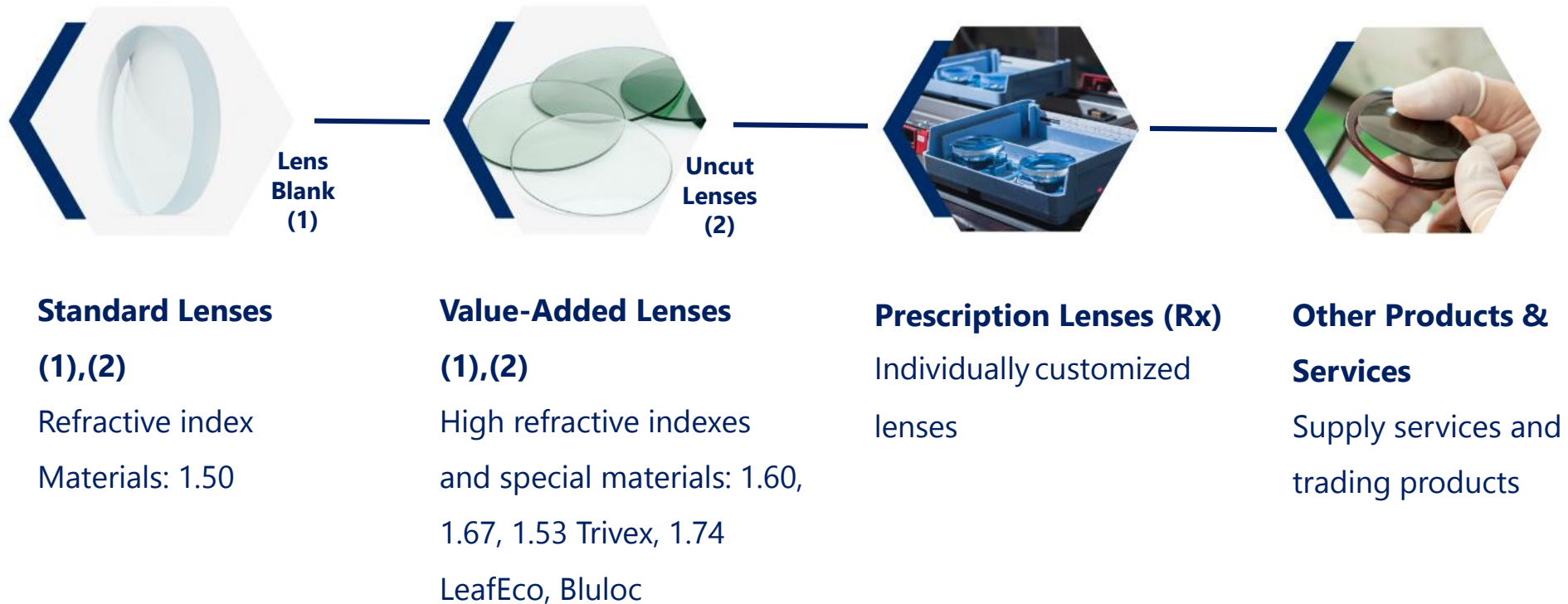
## TOG Dividend Policy

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

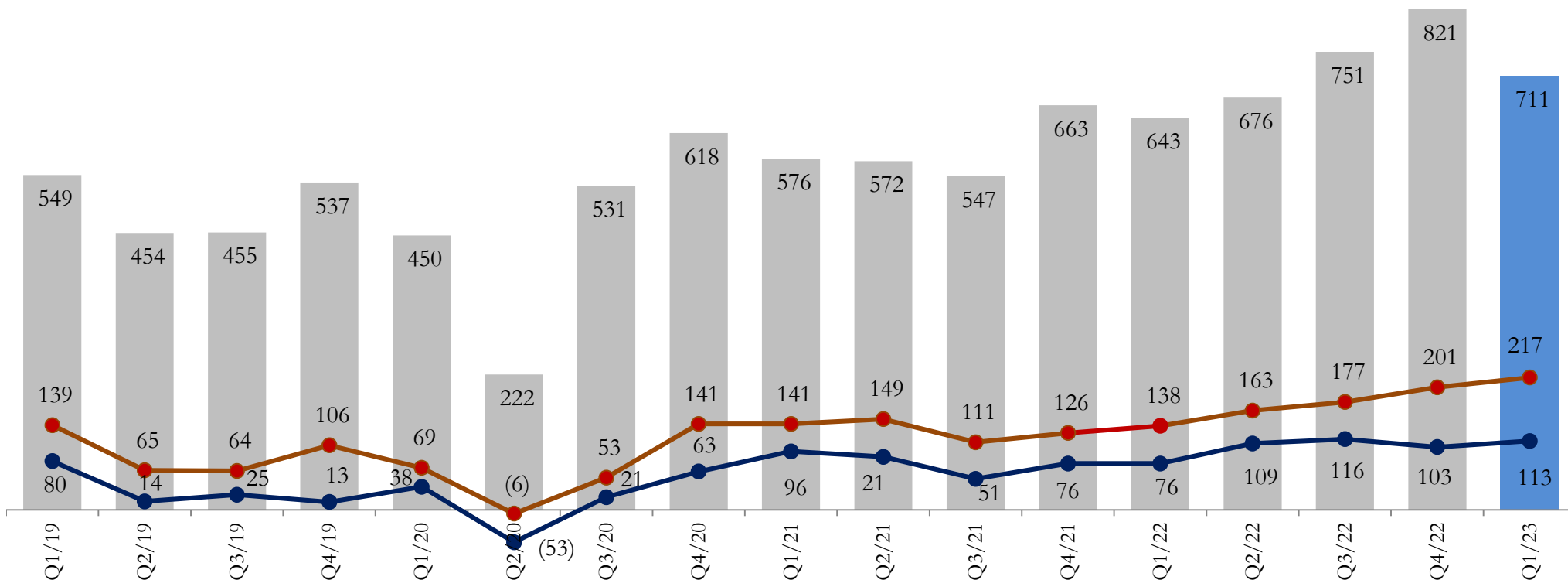
- Corporate & Business Overview
- Financial Performance
- Growth Drivers & Outlooks
- ESG



# Historical Financial Summary (Quarterly)

Unit: THB million

■ Sales — Gross Profit — Net Profit



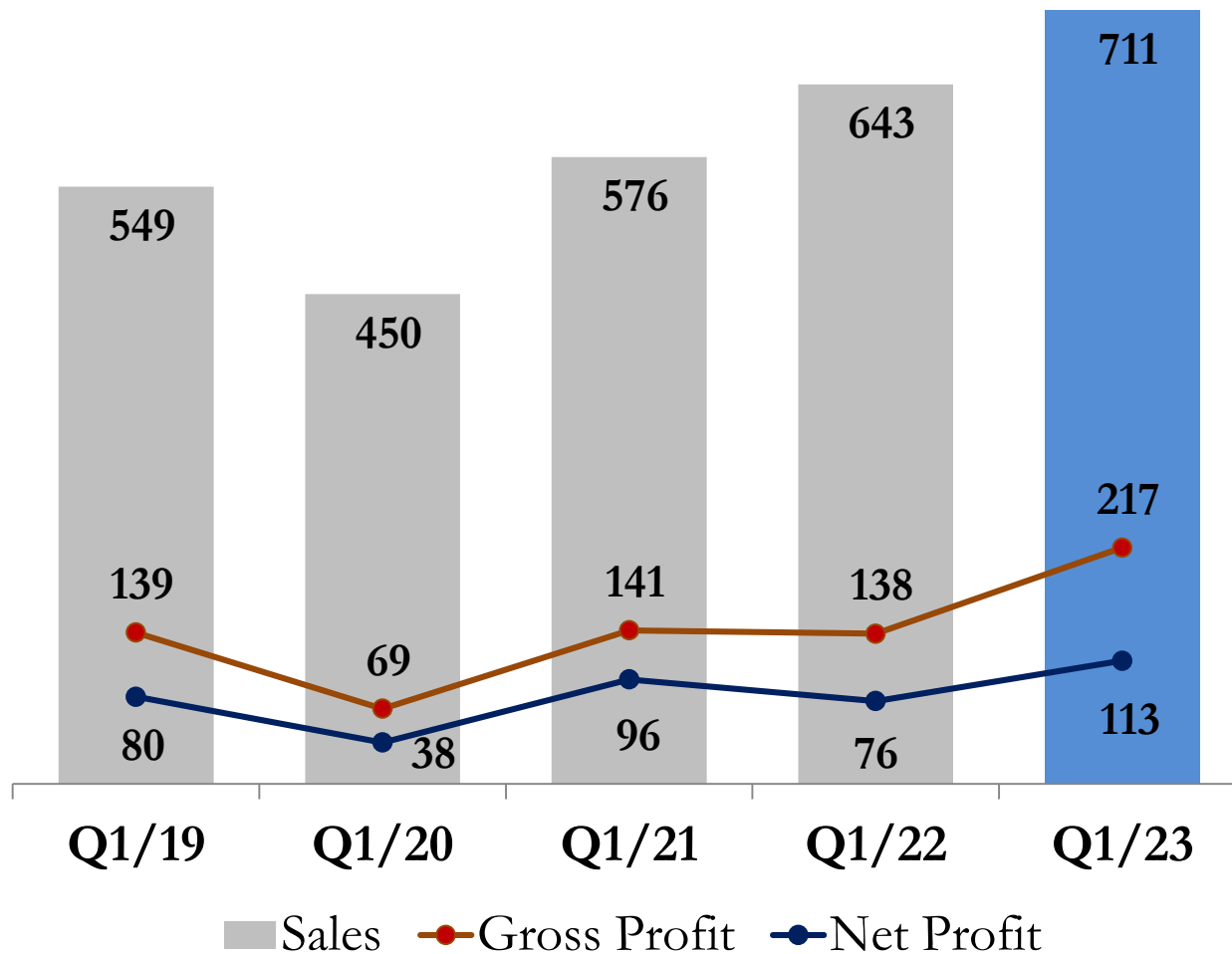
## Risk factors matter the gross profit:

**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

# YOY Financial Performance

Unit: THB million

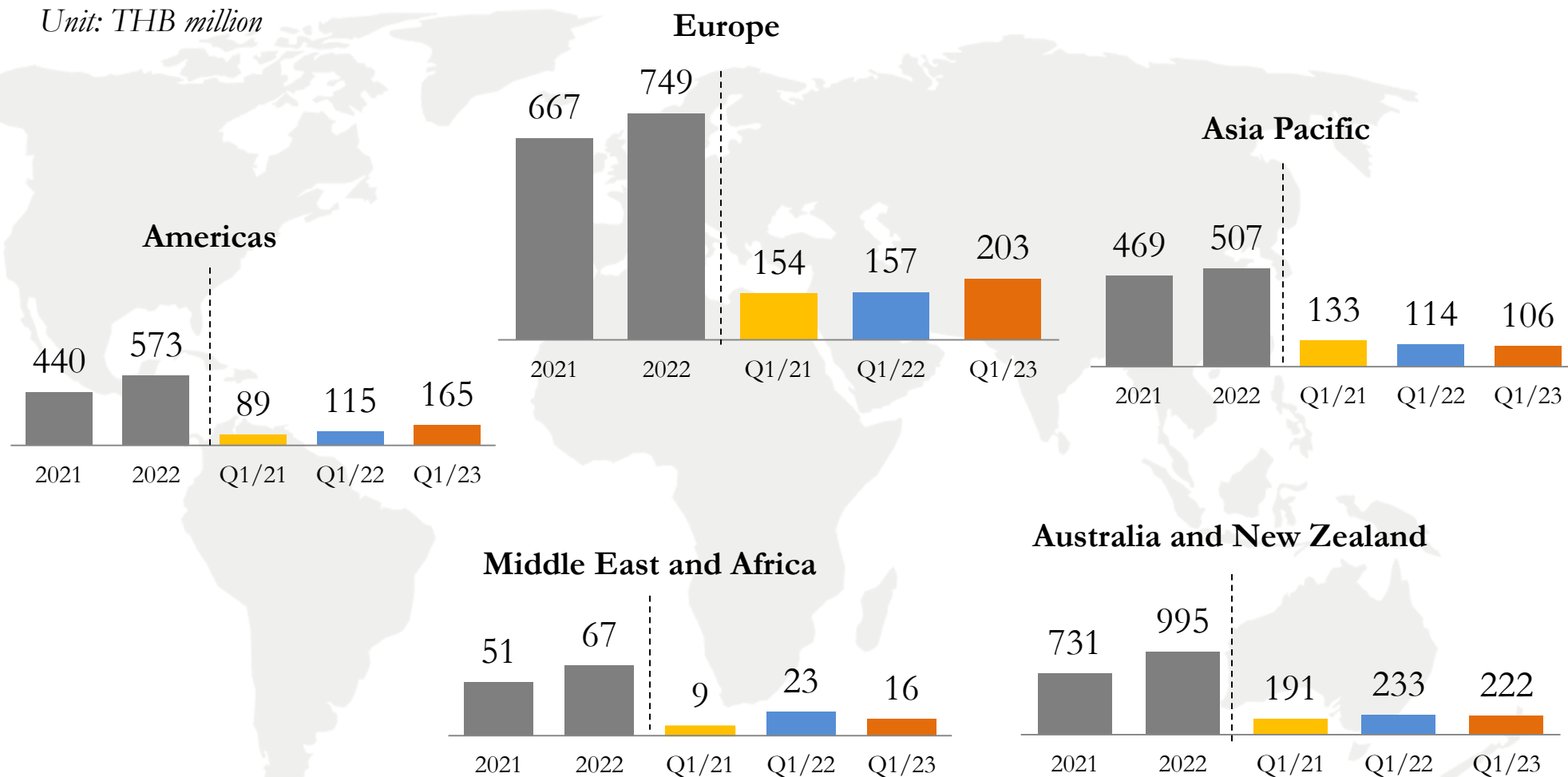


# Q1/2023 Results (Consolidated)

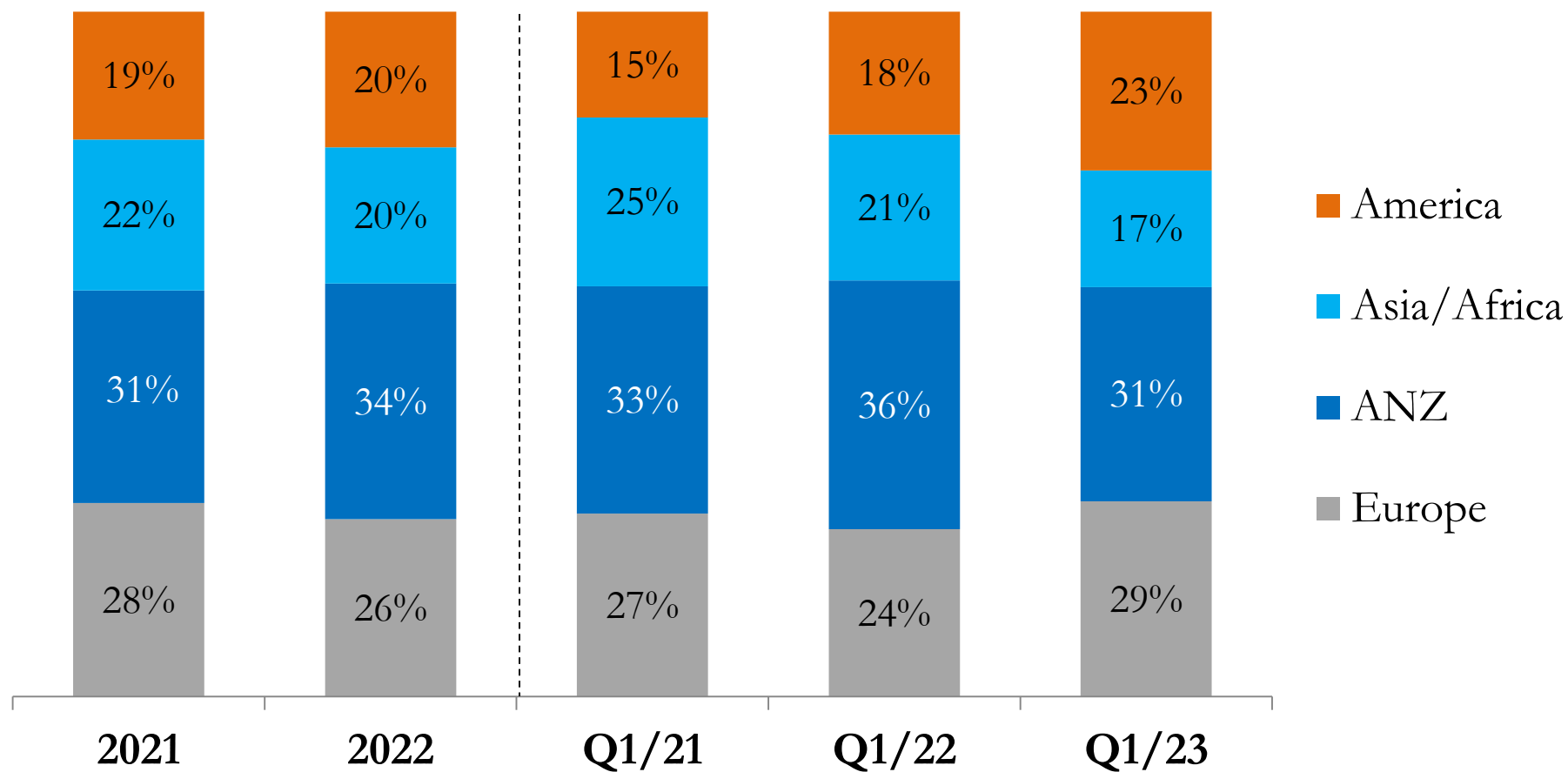
| <i>Unit: THB million</i>        | Q1/22        | Growth | Q1/23        |
|---------------------------------|--------------|--------|--------------|
| Revenue from sales and services | 643          | 10.6%  | 711          |
| Gross profits                   | 138<br>21.5% | 57.0%  | 217<br>30.5% |
| Net Income                      | 76<br>11.8%  | 48.3%  | 113<br>15.8% |
| EBIT                            | 76<br>11.8%  | 61.9%  | 123<br>17.2% |
| EBITDA                          | 121<br>18.8% | 34.1%  | 162<br>22.8% |

# Q1/2023 Revenue Growth In EU & US

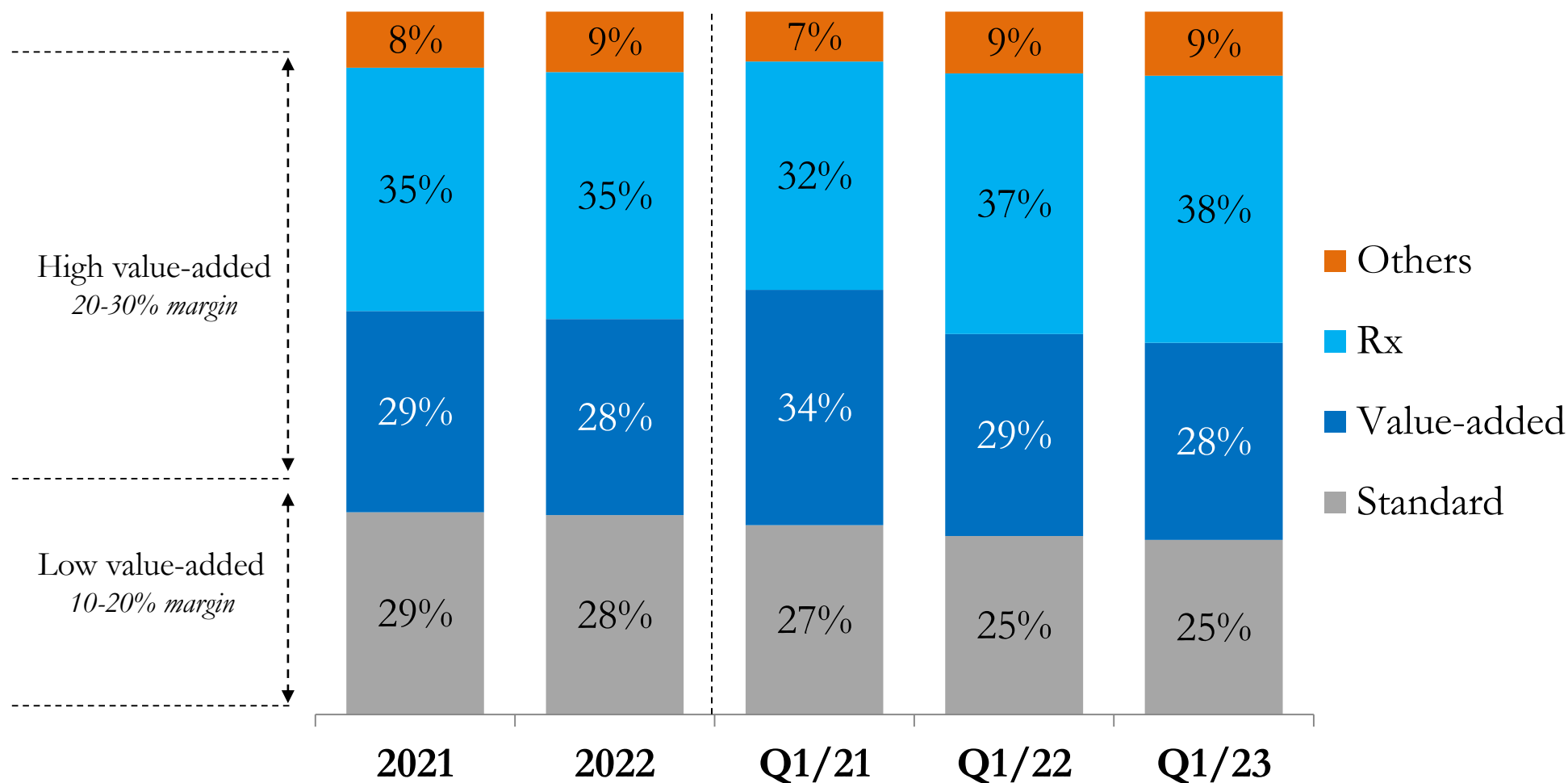
Unit: THB million



# Q1/2023 Revenue Growth In EU & US



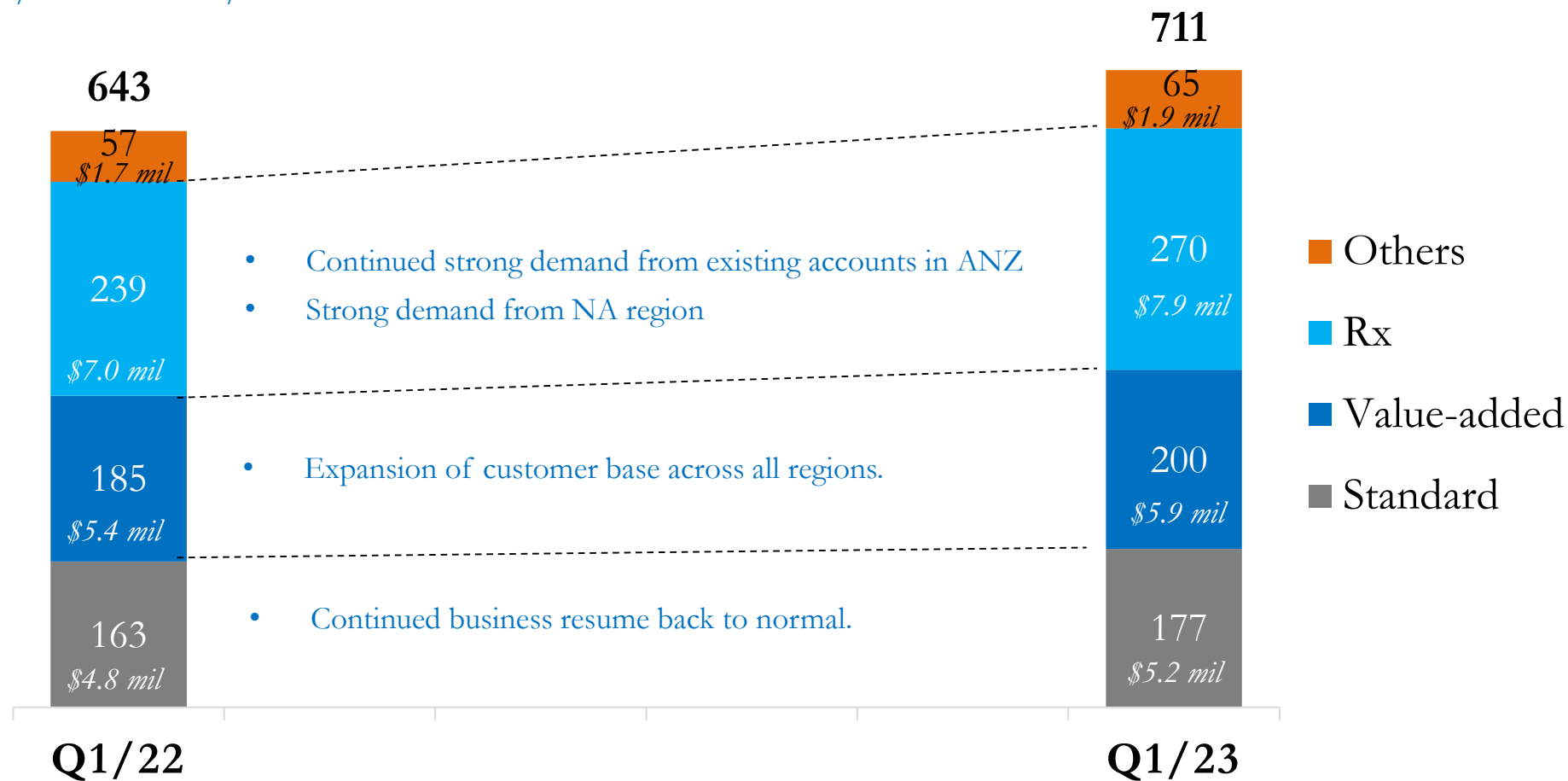
# Q1/2023 Rx Driven By ANZ, US And Asia Markets



# Q1/2023 Higher sales across all products

Exchange Rate

Q1/23 = 34 THB/USD



# AGENDA

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



# 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 PhotoVoltaic Rooftop** at TOG to mitigate **rising electricity costs** and **GHG-Greenhouse Gas Emissions**.

## Production Capacity Expansion

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

# AGENDA

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



# 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](mailto:ir@thaiopticalgroup.com)

Website: [www.thaiopticalgroup.com](http://www.thaiopticalgroup.com)