

# INVESTOR PRESENTATION

## YE/2023

March 11, 2024



# Agenda

- Corporate & Business Overview
- Financial Performance
- Growth Drivers & Outlooks
- Sustainable Development



# Corporate Overview



TOG is a spectacle lens manufacturer with strong track record 70-year history. We serve business customers both in Thailand and internationally, across 50 countries, over 6 continents.

## Company's subsidiaries and associated company;

### Manufacturing

Thai Optical Group Public Company Limited, Bangkok, Thailand  
Thai Optical Company Limited (Subsidiary), Bangkok, Thailand

### Distribution Centers

TOG USA, Inc., Missouri, USA  
TOG EUROPE, Ledziny, Poland

### Associated Company

Vietnam Visibility Target Company Limited (Vina Vista), Vietnam

# TOG Mission

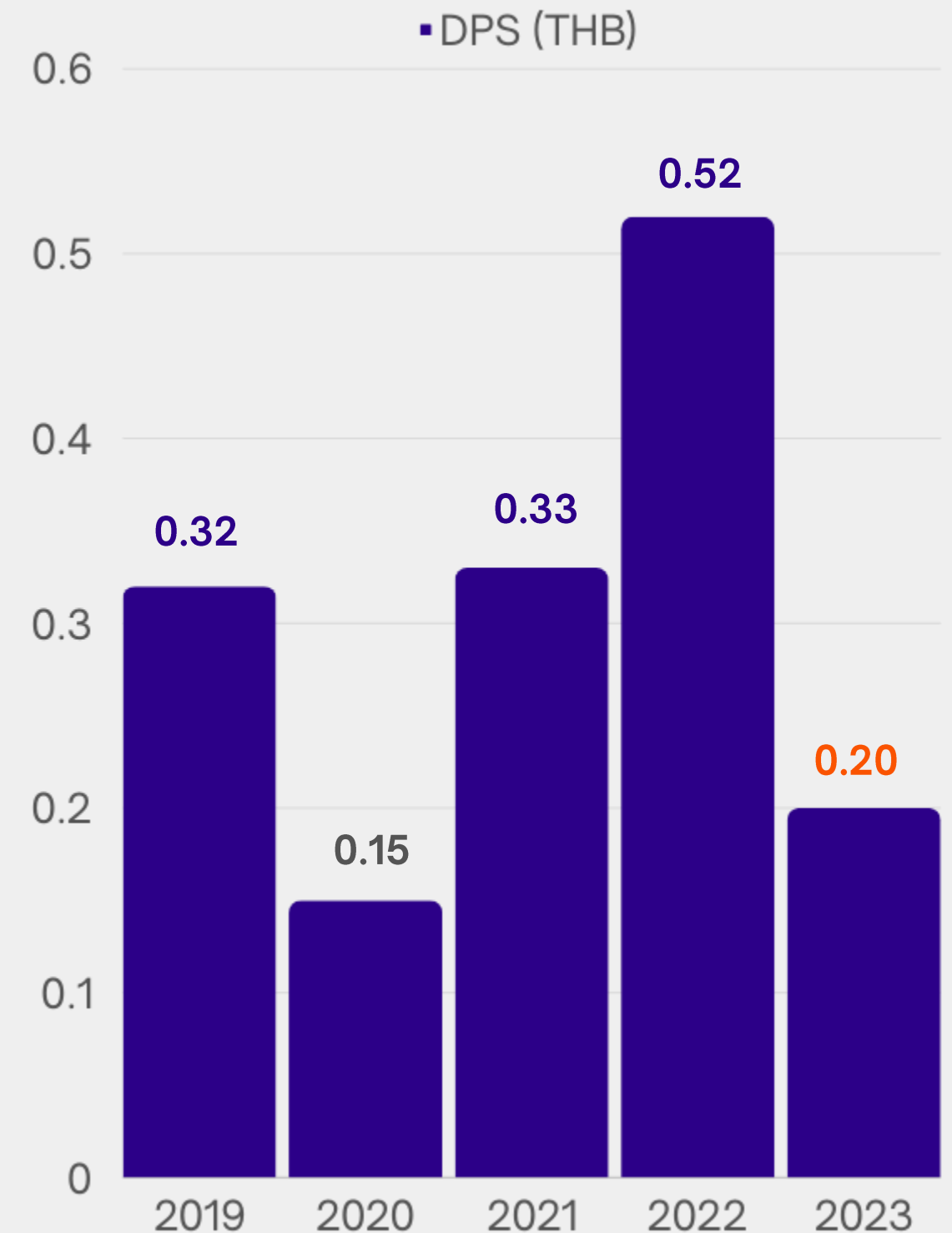
We intend to become a leading, sustainable, independent manufacturer with a global reputation for:

- 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

\* Interim Dividend Payment for 2023 : 0.20 THB/ Share





# Business Overview

We are the innovative, cost-effective and reliable independent lens manufacturer. It offers a wide variety of lens materials designed to correct refractive errors, causing impaired vision both near- and far-sightedness, astigmatism and presbyopia.

## **Standard Lenses (Lens Blank & Uncut Lenses )**

Refractive index Materials: 1.50, 1.50X400

## **Value-Added Lenses ((Lens Blank & Uncut Lenses )**

High refractive indexes and special materials: 1.60, 1.60 Fortis, 1.67, 1.53 Trivex, 1.74 LeafEco, Bluloc

## **Prescription Lenses (Rx)**

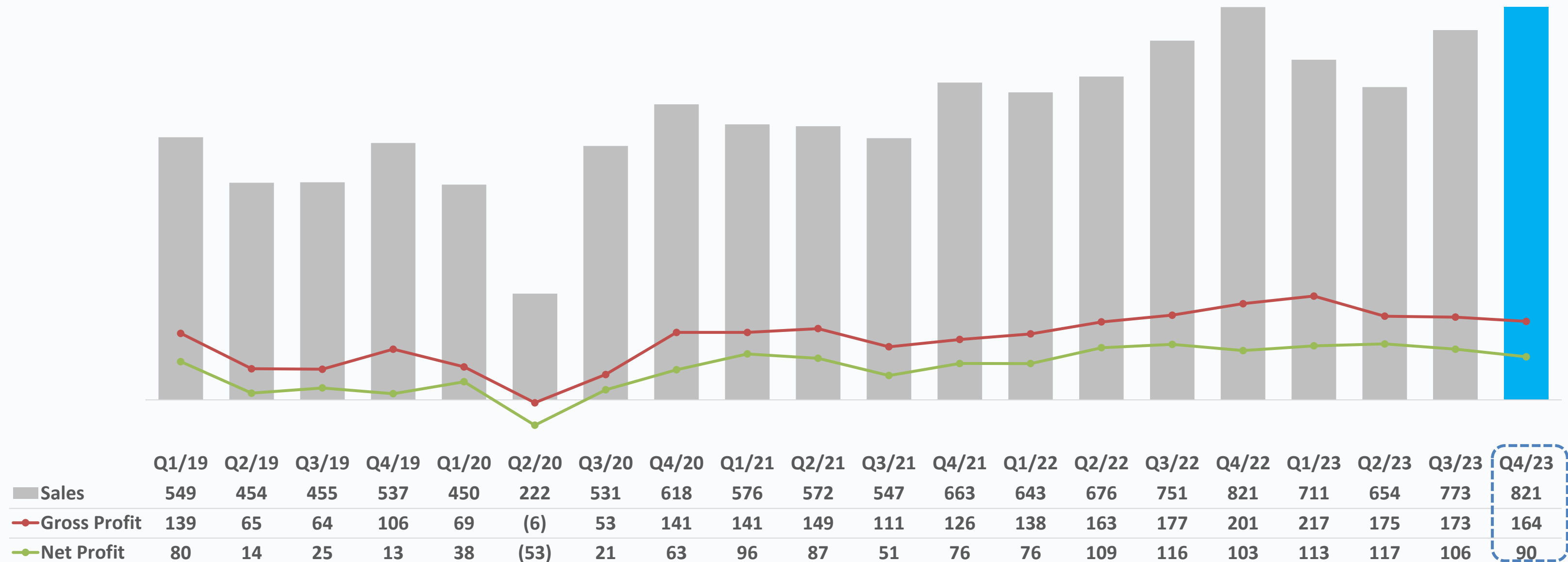
Individually customized lenses

## **Other Products & Services**

Supply services and trading products

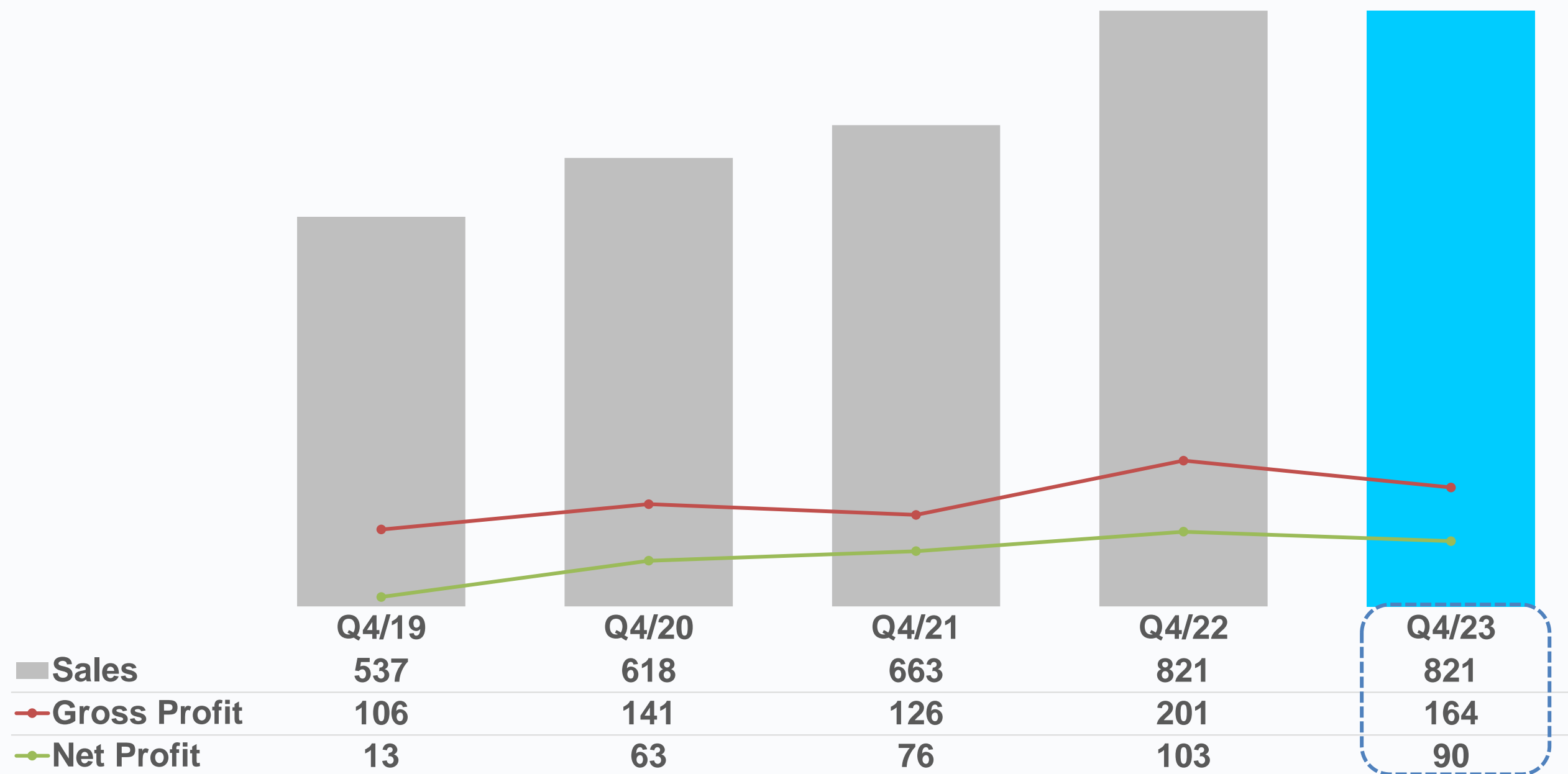
# Historical Financial Summary - Quarterly

Unit: THB million



# Financial Performance – Q4 (2019-2023)

Unit: THB million



## Q4/2023 Results - Consolidated

**Revenue  
from sales  
and services**

**821 MB**

*Equal to QoQ*

**Gross profits**

**164 MB**

*-18.7% QoQ*

**Net Income**

**90 MB**

*-12.8% QoQ*

**EBIT**

**111 MB**

*-8.5% QoQ*

**EBITDA**

**152 MB**

*-7.4% QoQ*



# 2023 Results - Consolidated

**Revenue  
from sales  
and services**

**2,959 MB**

*+2.3% YoY*

**Gross profits**

**729 MB**

*+7.2% YoY*

**Net Income**

**426 MB**

*+5.5% YoY*

**EBIT**

**499 MB**

*(+13.9% YoY)*

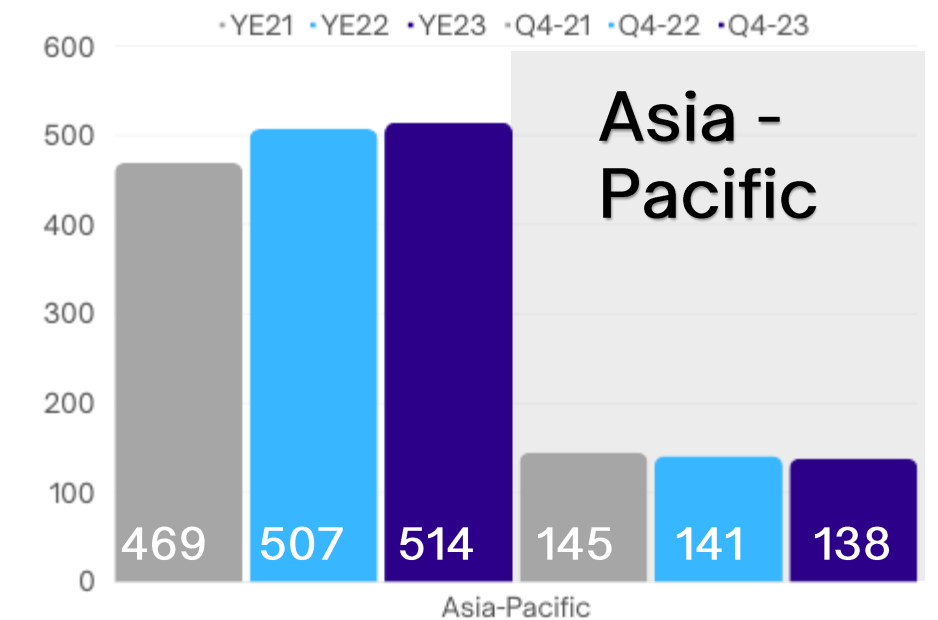
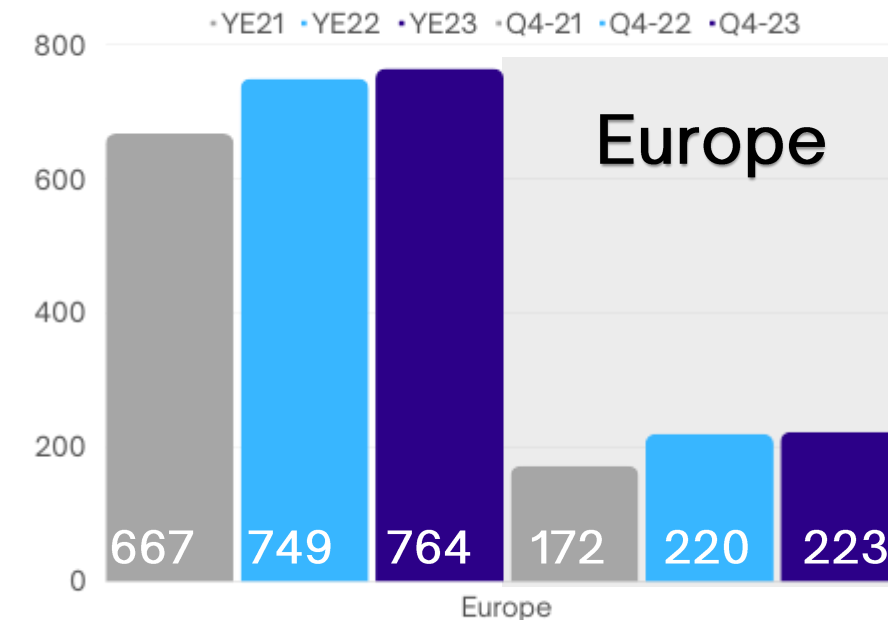
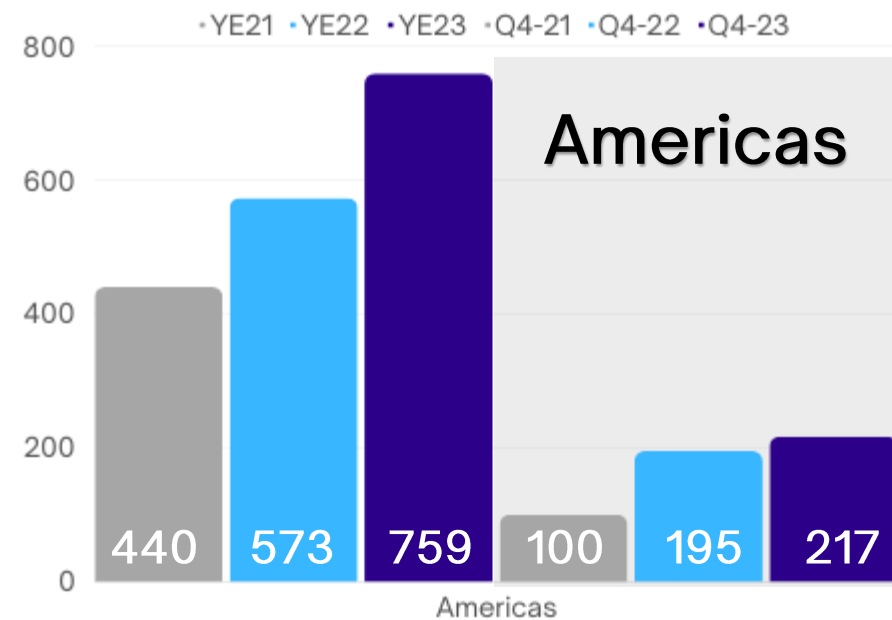
**EBITDA**

**664 MB**

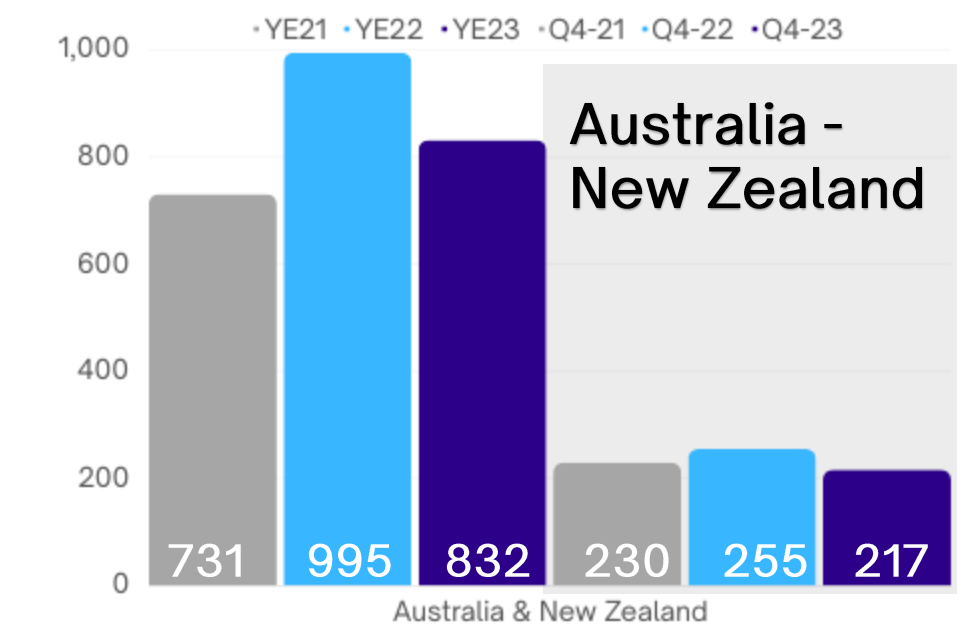
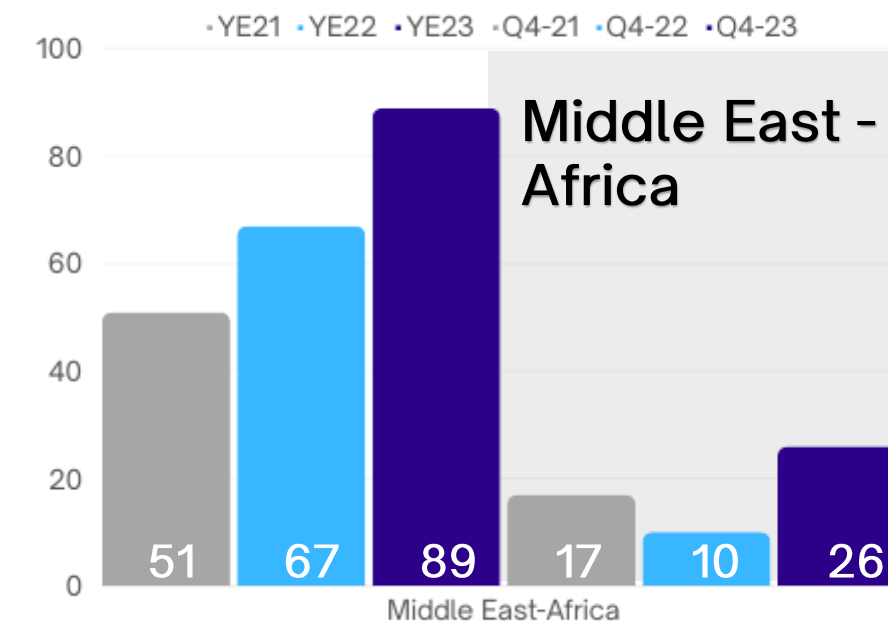
*(+7.5% YoY)*

# 2023 Outstanding Revenue Growth From Americas

Unit: THB million

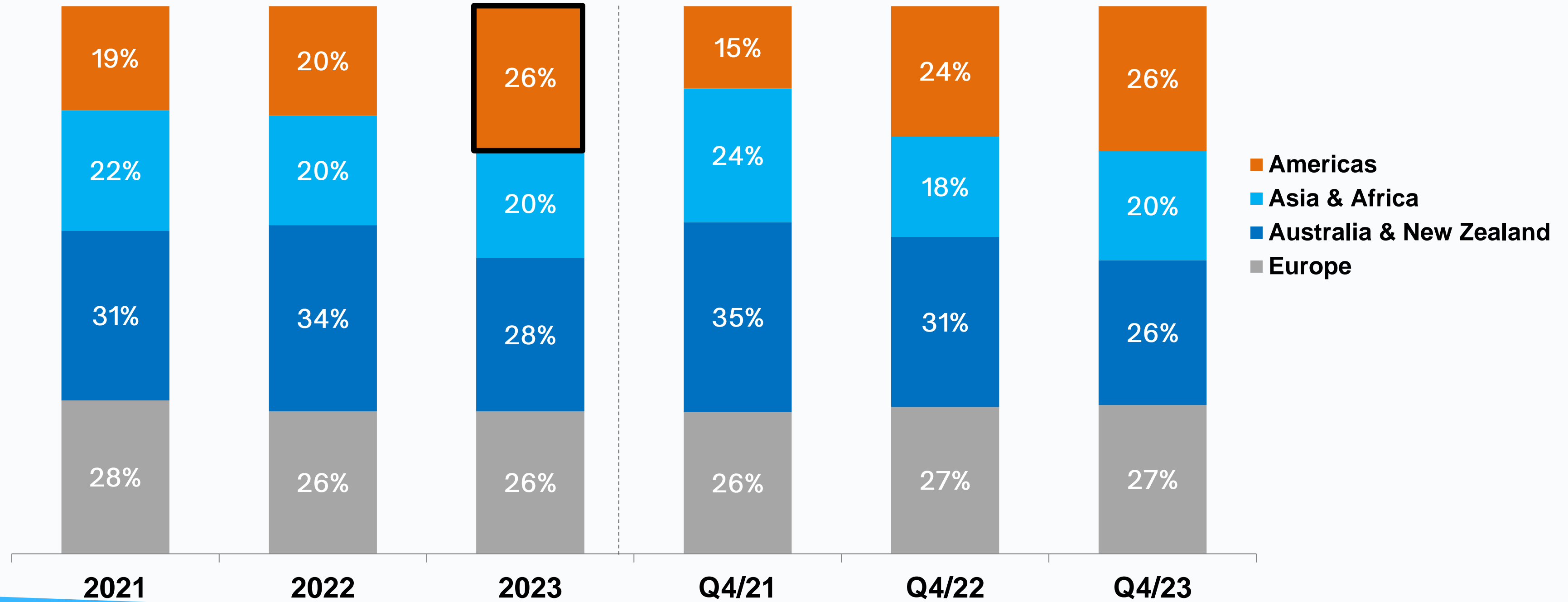


97% from over 50 countries in the international market and 3% from Thailand.

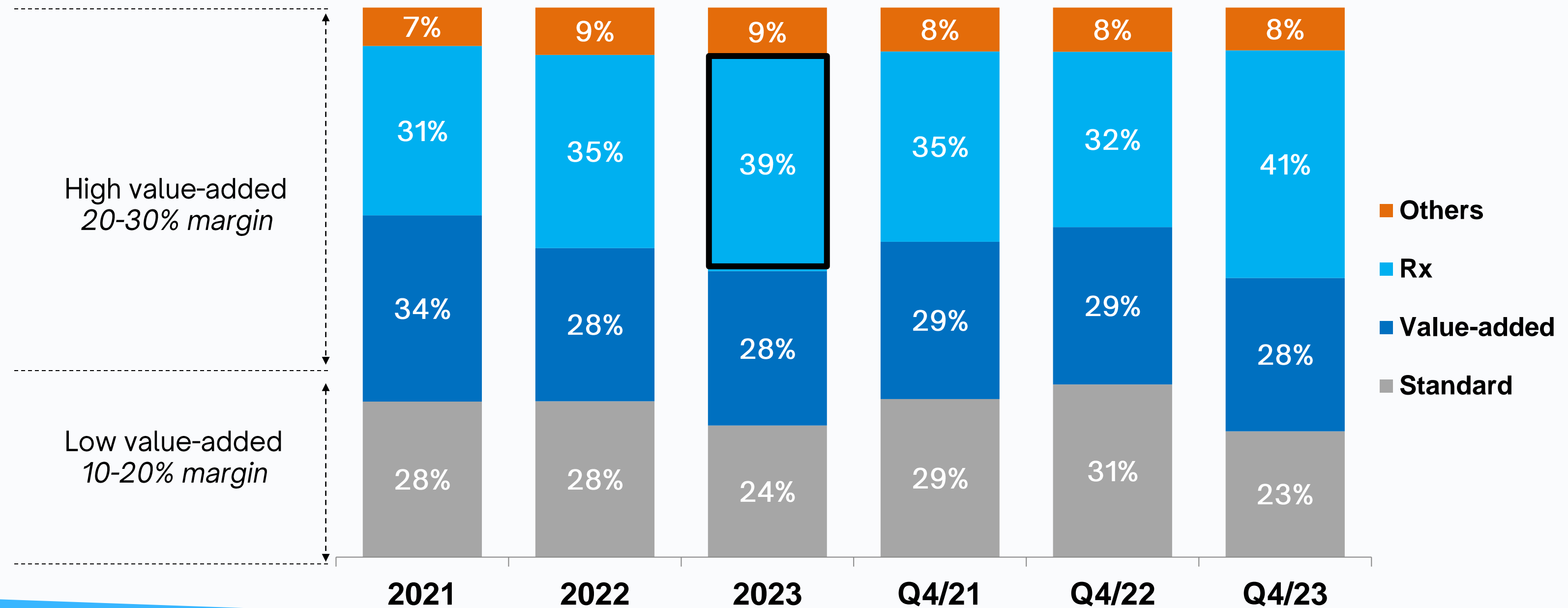




# Sales Proportion By Region



# Sales Proportion By Product





# 2024 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, with lean principles, to increase efficiency and capacity.
- 04** Expand Prescription Lenses (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.
- 06** Sustainability is a cornerstone of our business operations.



# Production Capacity Expansion



**Increase the capacity** headroom of Prescription Lenses (Rx) by 30% (5,000 pieces of eyewear per day) to accommodate potential business growth.

**Production has started in January.**



# Awards and Recognitions 2023



## TOG is listed as Asia's Best Under A Billion 2023.

Thai Optical Group; TOG selected as one of the Thai public companies listed in Asia's Best Under A Billion 2023 that outperformed despite stiff global headwinds like inflation and rising funding costs.



## Sustainability Disclosure Acknowledgement award from Thaipat Institute



## Excellent CG Scoring rated by CG Report, Thai Institute of Directors Association



## SET ESG 'A' Rating in the Consumer Product Industry Group by the Stock Exchange of Thailand

# 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'

**01 Caring for Environment:** Responsibly, efficiently utilize resources. Dispose waste properly. Minimize environmental impact.

**02 Caring for People:**  
Build strong lasting relationships among people for responsible practices.

**03 Caring for Performance:**  
Strive for continual efficiency improvement in sustainability performance and maintaining long-term business viability.

**04 Caring for Partnership:**  
Actively collaborate with business partners, customers and all sectors to create positive change toward a sustainable future.





# Get in Touch



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