



TOG

TOG

Opportunity Day

Q1/2025
9 May 2025

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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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

 **Financial & Operational Performance**

 **Sustainability Development**



About Us

THAI OPTICAL GROUP PUBLIC COMPANY LIMITED (TOG)

Exceptional craftsmanship, powered by innovation, built on over 70 years of expertise in manufacturing and delivering high-quality and affordable lenses to the world

TOG is one of the leading, global, **INDEPENDENT** lens manufacturers, focused on **INNOVATIVE, COST-EFFECTIVE** and **RELIABLE** solutions.



Our Vision and Mission



Vision

We endeavor to remain one of the leading quality ophthalmic lens manufacturers among the global supply, in terms of profitability, innovation, value creation, growth for stakeholders and social responsibility.

Mission

To become a leading, sustainable, independent manufacturer with a global reputation for consistent service excellence, ease of doing business and supplying best value stock lenses and complete Rx service solutions on time every time.

Corporate Values



**" WE CRAFT BETTER
VISION SOLUTIONS "**

Corporate Overview

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



Product Group

We offer a wide variety of lens materials designed to correct refractive errors, causing impaired vision both nearsightedness and farsightedness, astigmatism and presbyopia.



Standard Lenses **: Casting lens Production**

Refractive index Materials:
1.50, 1.50X400



Value-Added Lenses: Casting Lens Production

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



Prescription Lenses : Rx Automation Line

Individually customized lenses



Other Products & Services

Supply services and trading products

Business Overview

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

Standard Lenses

Refractive index Materials: 1.50

Value-Added Lenses

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

Prescription Lenses (Rx)

Individually customized lenses

Other Products & Services

Supply services and trading products

TOG'S Integrated Business Model

TOG aims to be a manufacturer of ophthalmic lens providing all flexible solutions for clients.



Domestic

Vertical Integration



LENS MANUFACTURER



DISTRIBUTOR



RETAILER

International

Integrated Lens Manufacturer



GLASS MOULD



CASTING



RX AUTOMATION



GLAZING SERVICES

Product Segments

Your all-in-one partner for comprehensive ophthalmic lens solutions

		Selections	Designs	Process
	Organic Lenses	1.50 1.53 Trivex 1.53 Shade Trivex 1.60 1.60 Fortis	1.67 1.74 LeafEco Bluloc Tinted lens Polarized sun lens Transitions	Single Vision Aspheric Double Aspheric Bifocal D-seg/round PALs Casting
	Rx Lenses	All produced lenses Transitions Tinting & Assembly	Proprietary single vision and PALs freeform design	Surfacing

Brand Portfolio

Lens Designs



TOG
Advanced Single Vision Lens



TOG
Freeform Progressive Lens



TOG
Conventional Progressive Lens



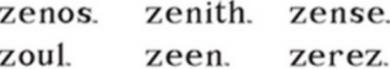
TOG
Occupational Progressive Lens



TOG
Conventional Progressive Lens



TOG
Advanced Digital Lens



Lens Materials



TOG
Basic Material



TOG
Advanced Material



TOG
UV400 Protection Material



TOG
Advanced Material



TOG
Blue Light Blocker Material



TOG
Bio-Based Material



Sun Filter Lens



TOG
Sun Filter & Polarized Lens



Coating



TOG
Premium Lens Coating



Financial & Operational Performance

Q1/2025 Results - Consolidated

Revenue from
sales and
services

890 MB

8.3% QoQ

Gross profits

212 MB

7.4% QoQ

Net Income

98 MB

-13.6% QoQ

EBIT

116 MB

-17.1% QoQ

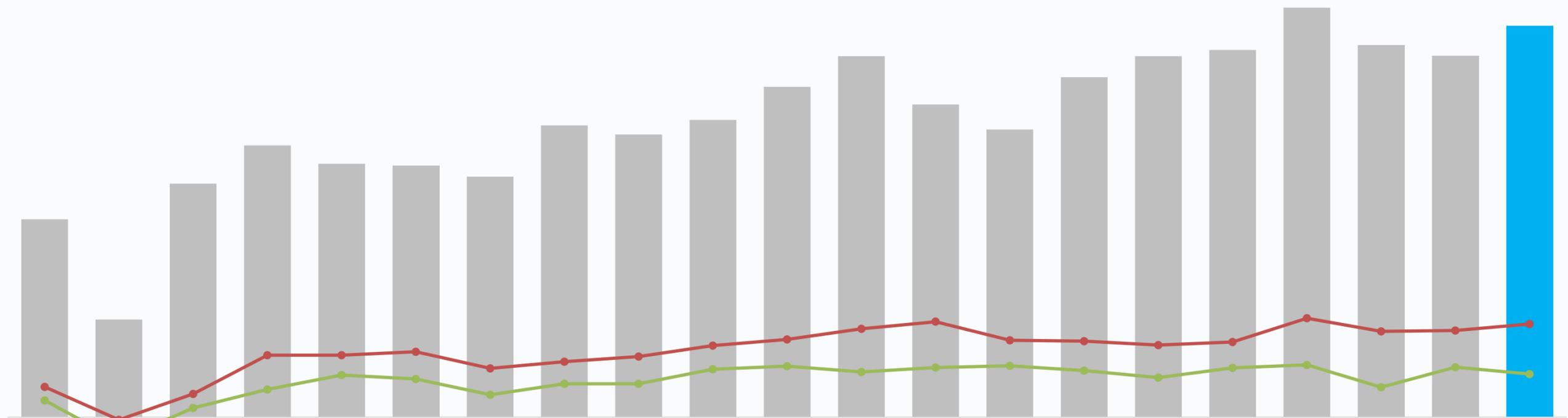
EBITDA

183 MB

-5.8% QoQ

Historical Financial Summary

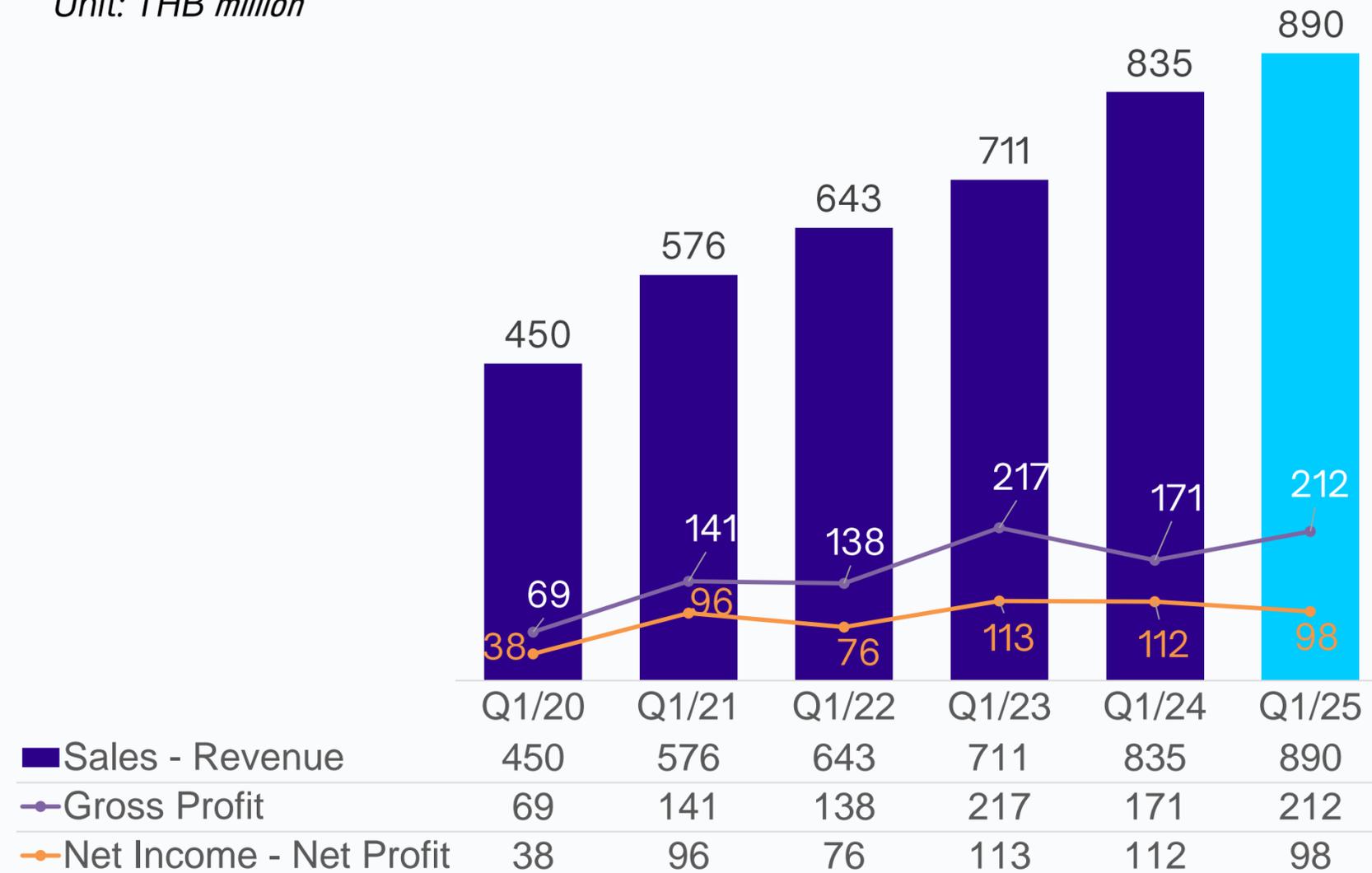
Unit: THB million



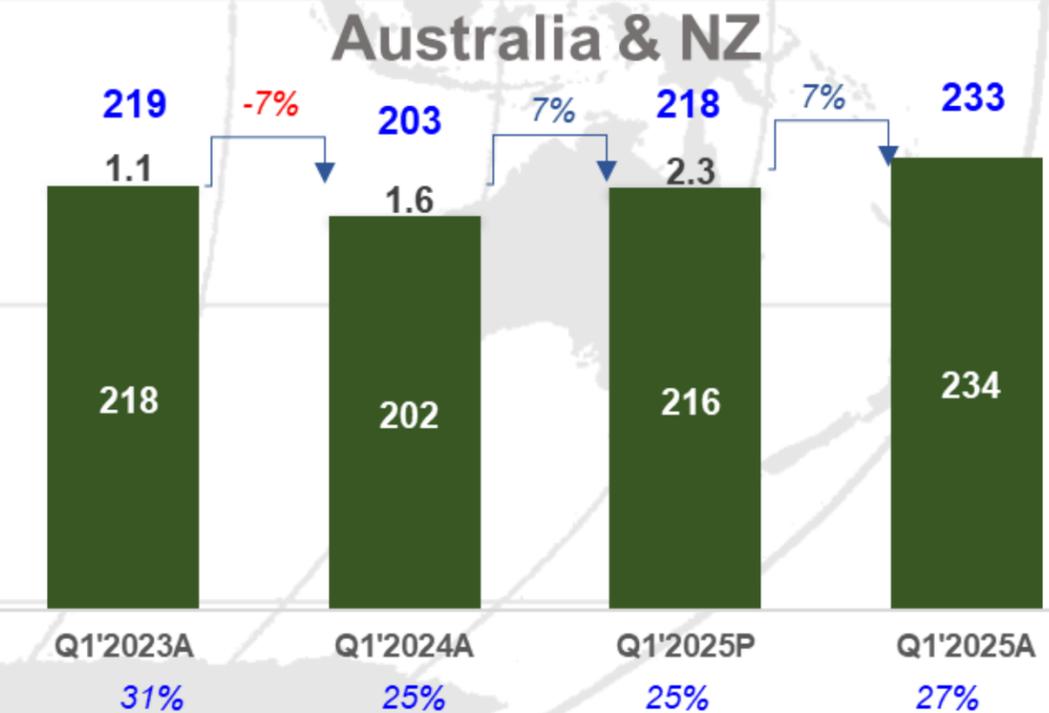
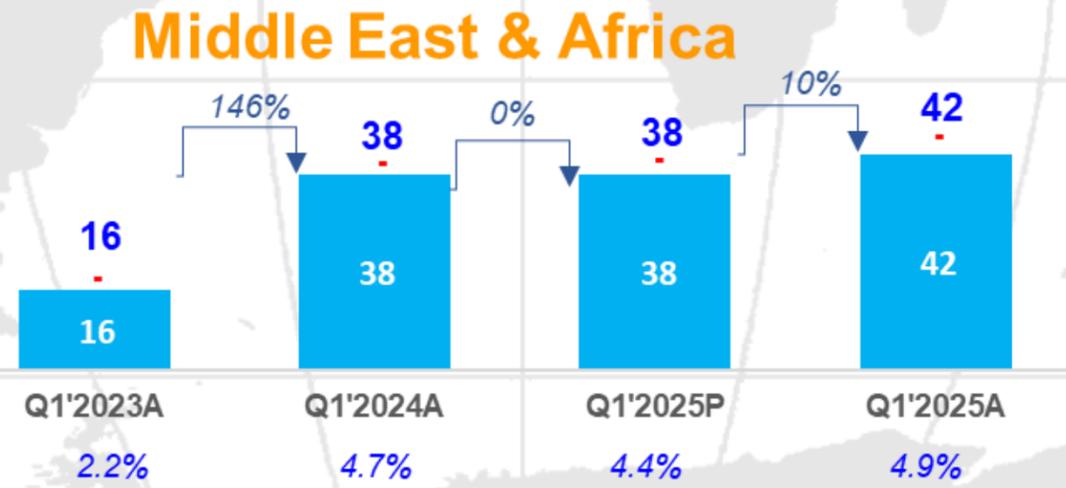
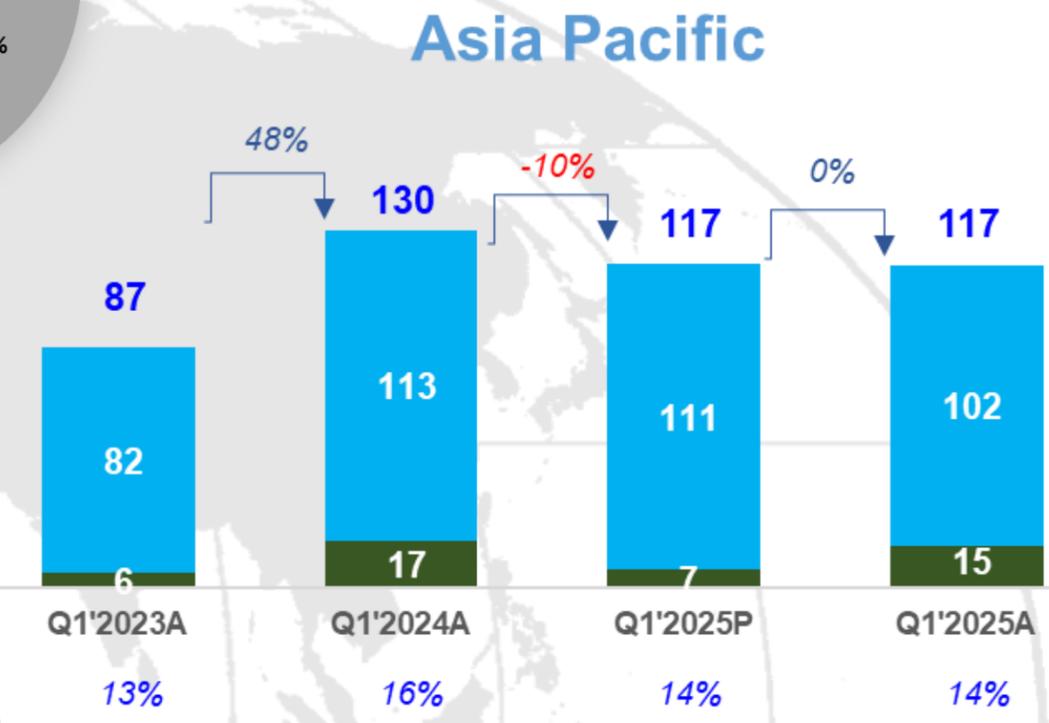
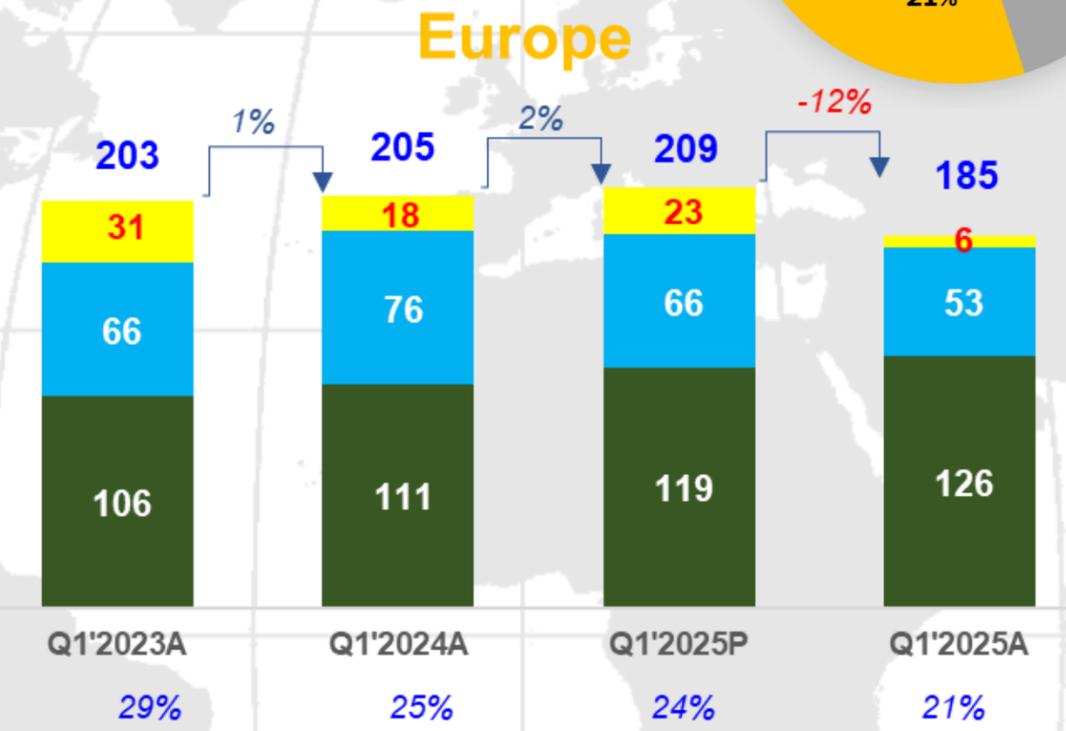
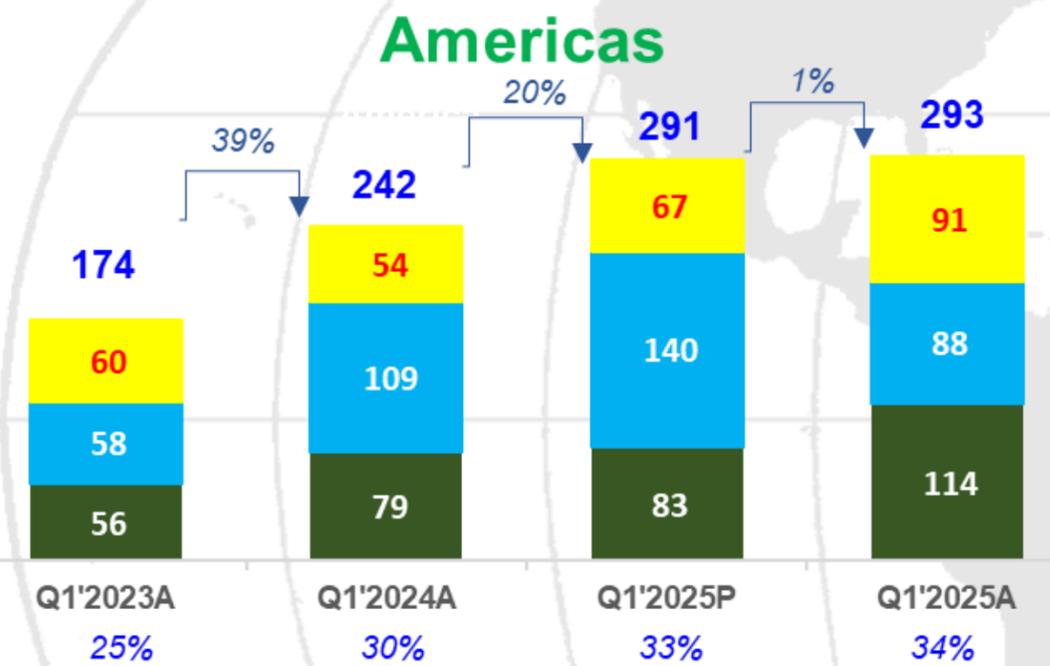
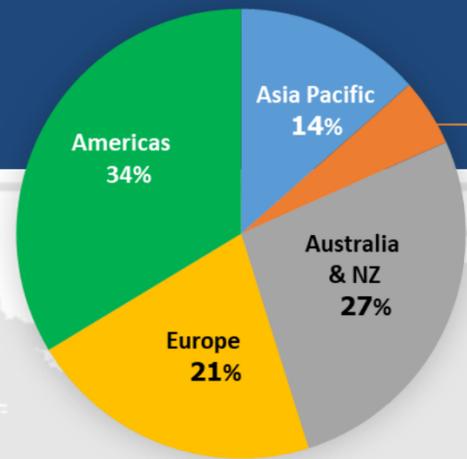
	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25
■ Sales	450	222	531	618	576	572	547	663	643	676	751	821	711	654	773	821	835	931	845	822	890
● Gross Profit	69	(6)	53	141	141	149	111	126	138	163	177	201	217	175	173	164	171	225	195	197	212
● Net Profit	38	(53)	21	63	96	87	51	76	76	109	116	103	113	117	106	90	112	119	68	114	98

Financial Performance – YoY

Unit: THB million

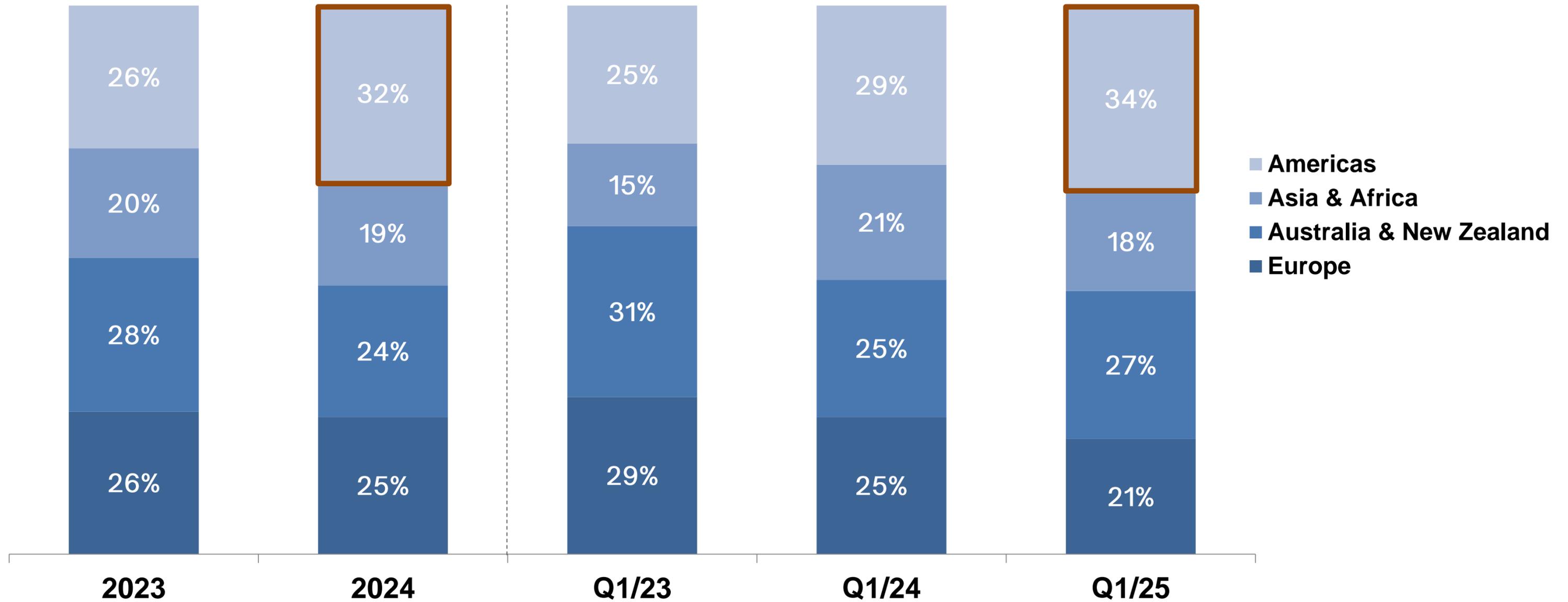


Business by Geography (Q1'2025)

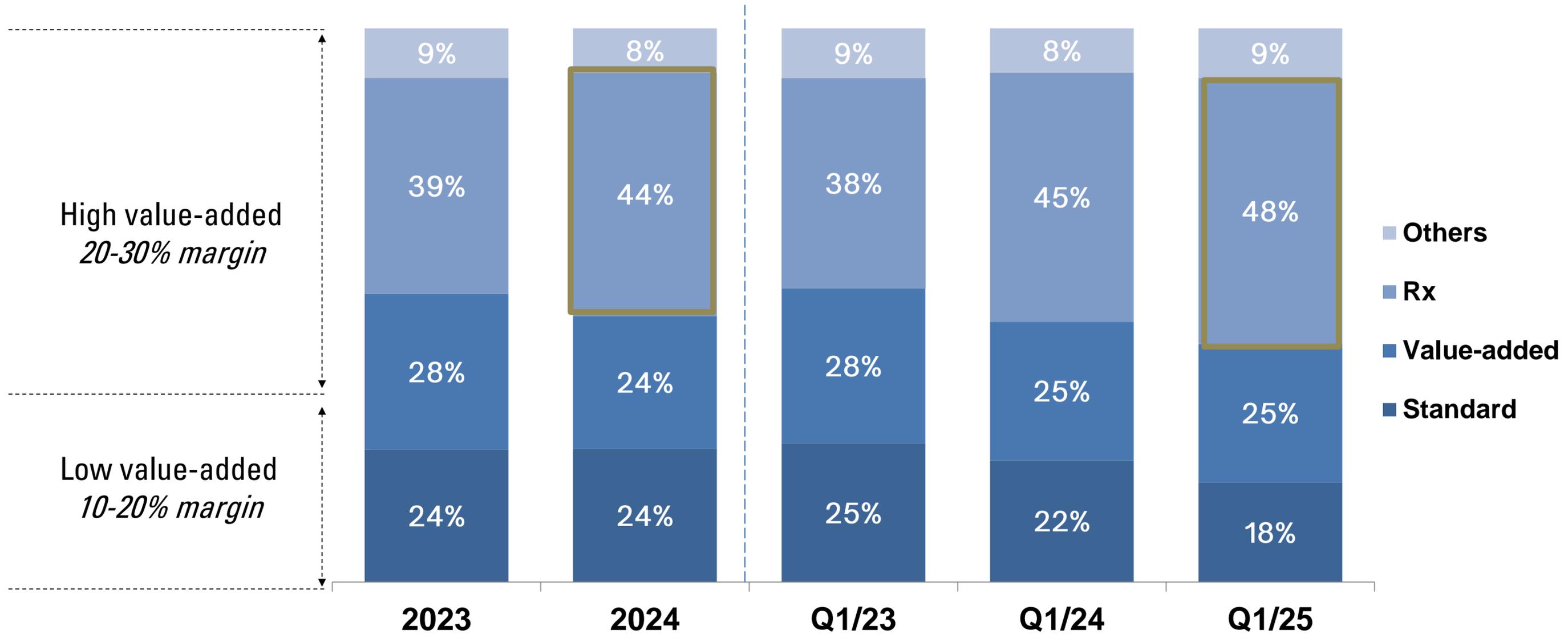


■ TOG USA/EU
 ■ Non-Specsavers
 ■ Specsavers

Sales Proportion By Region



Sales Proportion By Product



Sustainability Development



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.

Aligning Carbon Reduction Targets

TOG Sustainability and UN SDGs Priorities



SDG 3

Good Health & Well -Being:

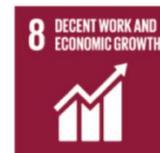
- Occupational health and safety
- Local Community



SDG 8 & SDG 12

Decent Work and Economic Growth & Responsible Consumption and Production:

- Productivity improvement
- Engineering contest
- Kaizen



SDG 13

Climate Action:

- Waste management
- Energy management
- Productivity improvement



SDG 17

Partnerships for the Goals:

- Local Community Support
- Partnership with SET Social Impact



Aligning Carbon Reduction Targets

TOG Sustainability Mission Statement

1. **Caring for the Environment:**

Responsibly and efficiently utilize resources and dispose of waste properly.

2. **Caring for People :**

Promote collaboration among employees and surrounding communities.

3. **Caring for Performance:**

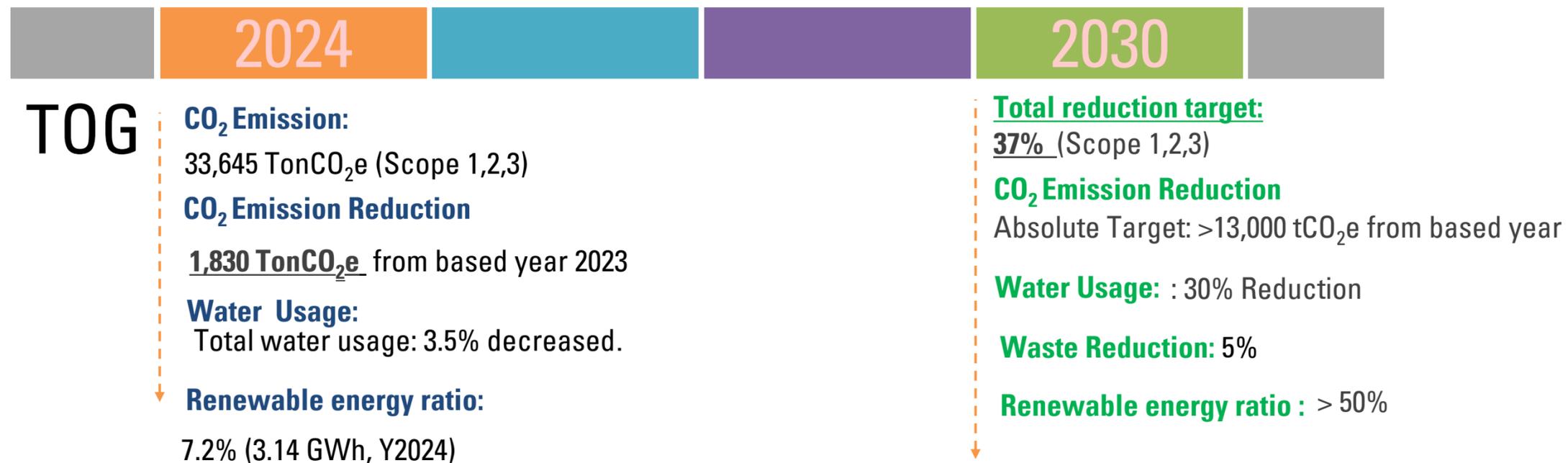
Strive for continual improvement in efficiency.

4. **Caring for Partnership:**

Collaborate with business partners, customers, and actively engage with all sectors to create positive change toward a sustainable future.



Carbon Reduction Targets



Sustainability Projects



PLASTIC-FREE PACKAGING REDESIGN

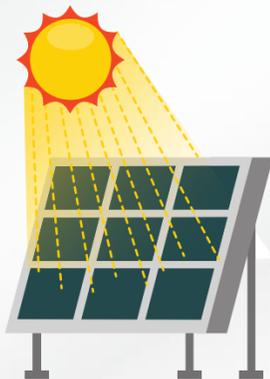
10% CO₂eq reduced vs. original design



CARBON FOOTPRINT OF ORGANIZATION

3,700 Tonnes CO₂eq to reduce

- ISO14064-1
- Energy Efficiency in production units
- Cooling system/coolant Efficiency
- EV vehicles
- Carbon Footprint of Product (CFP)



SOLAR PANELS

PV system with the maximum capacity for producing electricity : 2.64 MW
In 2024, CO₂ Reduction: > 1,570 Tones of CO₂e



ENVIRONMENT AND WASTE MANAGEMENT

Zero Industrial waste to landfill

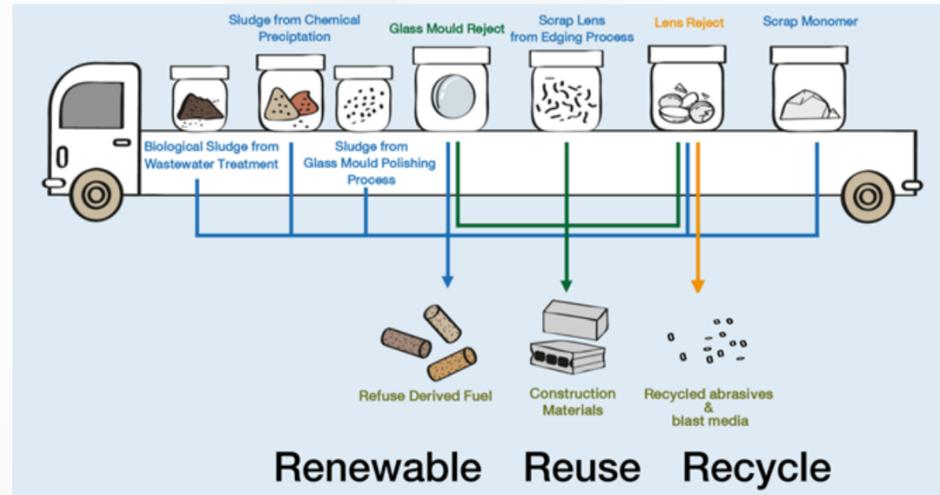
- ISO 14001
- Recycling the waste to an abrasive blast media
- Refuse Derived Fuel (RDF)
- Incineration Facilities with Energy Recovery



THE 4 pillars of a SMETA

- Labour Standards
- Health & Safety
- Business Ethics
- The Environment

Sustainability Projects



TOG's lens Brick Bar (Ver.2)

Compositions: 20% of Lens SWARF and 80% of household waste like plastic coated paper, tissue paper from milk cartons, food containers, and aluminum foil



EcoCraft Glasses Case

Structure made from recycled A4 papers, cardboard and lens boxes, and covered with recycled fabric

CG & Sustainable Highlights



Sustainability Disclosure Recognition Award 2024



Green Industry



Thailand Kaizen Awards 2024



SET ESG 'A' Rating



CGR Report of Thai Listed Companies 2024 'Excellent'

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