



**Earnings Call (OppDay)  
Q1/2026 | 20 May 2026**

# 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that could cause actual results, performance or events to differ materially from those in the statements as originally made.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 Q 3/2025**



**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

# Over 70 Years Of Experience In The Ophthalmic Lens Business



**1951**

Optical shop founded in Bangkok.



**1962**

Established the first Mineral Lens factory in Thailand.



**1973**

Began manufacturing Prescription Lenses (Rx Lenses).



**1981**

Successfully launched Plastic Lenses on the market.



**1998**

Successfully launched Photochromic Lenses on the market.



**2002**

First manufacturer of Trivex® Lenses, in finished form.



**2018**

Successful launch of entire Bloloc™ Series UV420 Protection Lenses on the market.



**2017**

Established the state-of-the-art Rx Automation Line. Founded TOG USA, Inc.



**2016**

Launched LeafECO® 1.74 Ultra-High-Index, Bio-Based Lenses.



**2011**

The first and only manufacturer producing Tribrid™ Lenses.



**2007**

Launched 1.67 High-Refractive-Index Lenses.



**2006**

Issued shares for IPO on Stock Exchange of Thailand.



**2019**

Successful launch of entire Z design™ Series Advanced Digital Lenses on the market. TOG reorganized its management structure to Elevate the Business.



**2020**

Founded TOG Europe Sp. Z o.o. in Poland. TOG USA warehouse relocated to Missouri, USA.



**2021**

Integrating Poly Sun into TOG. Divestment of Mvision Malaysia.



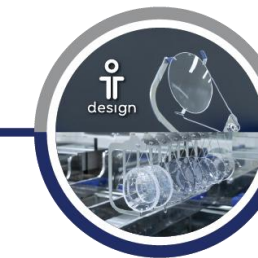
**2022**

Poly Sun completed its liquidation and the liquidation registration.



**2023**

Divestment of MVISION Singapore. Launched 1.60 Fortis, an innovation in impact resistant lenses. Rx Automation line expansion.



**2024**

Launched I-Series, Innovative Digital Freeform Single Vision and Progressive Lens. Rx Automation line expansion.

# 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

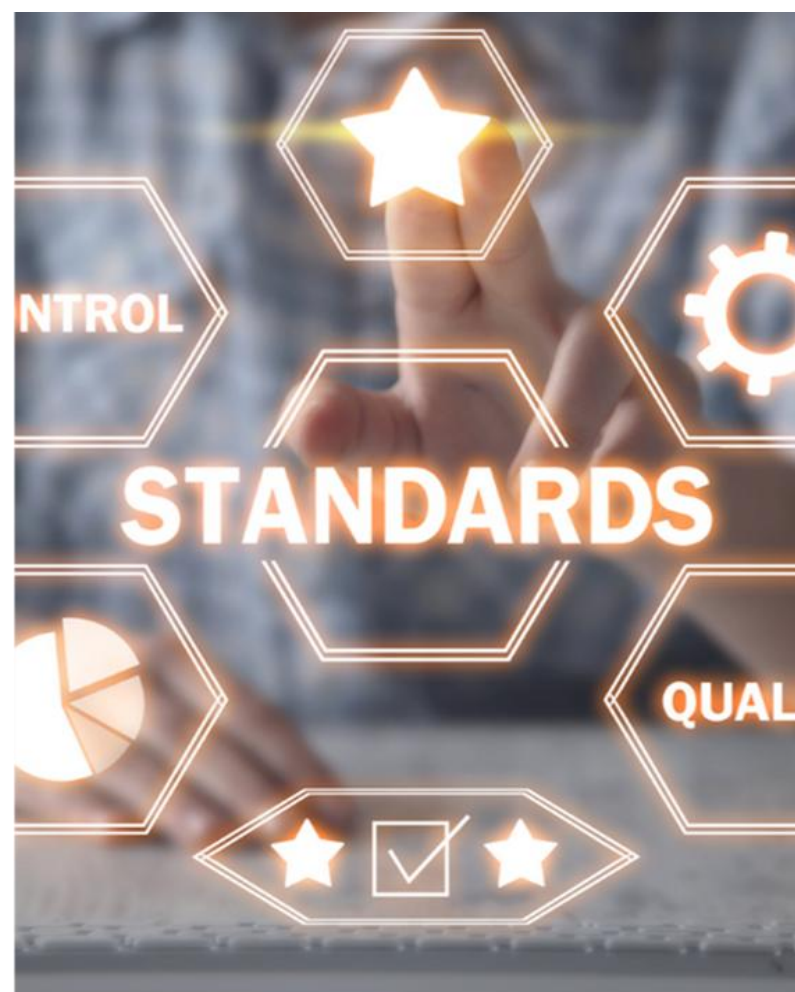
Individually customized lenses

## 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




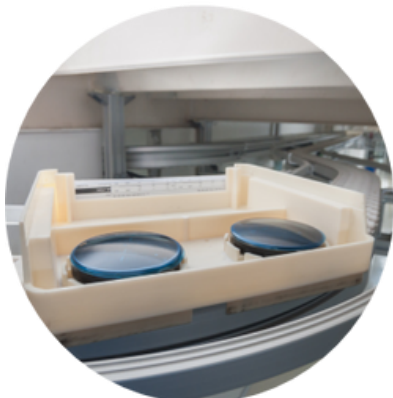
RX AUTOMATION



GLAZING SERVICES

# Product Segments

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

		Selections	Designs	Process
	<b>Organic Lenses</b>	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
	<b>Rx Lenses</b>	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



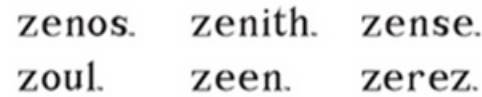
TOG  
Occupational Progressive Lens



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



# Agenda



**Corporate Overview**



**Financial & Operational  
Performance Q 3/2025**



**Sustainability Development**



# Financial & Operational Performance

# Q1/2026 Results – Consolidated *YoY*

**Revenue from  
sales and  
services**

**889 MB**

▼ 0.2%

**Gross profit**

**197 MB**

▼ 6.7%

**Net Income**

**103 MB**

▲ 4.4%

**EBIT**

**115 MB**

▼ 1.4%

**EBITDA**

**187 MB**

▲ 2.4%

*Percentage changes are calculated based on actual figures prior to rounding.*

# Q1/2026 Results – Consolidated

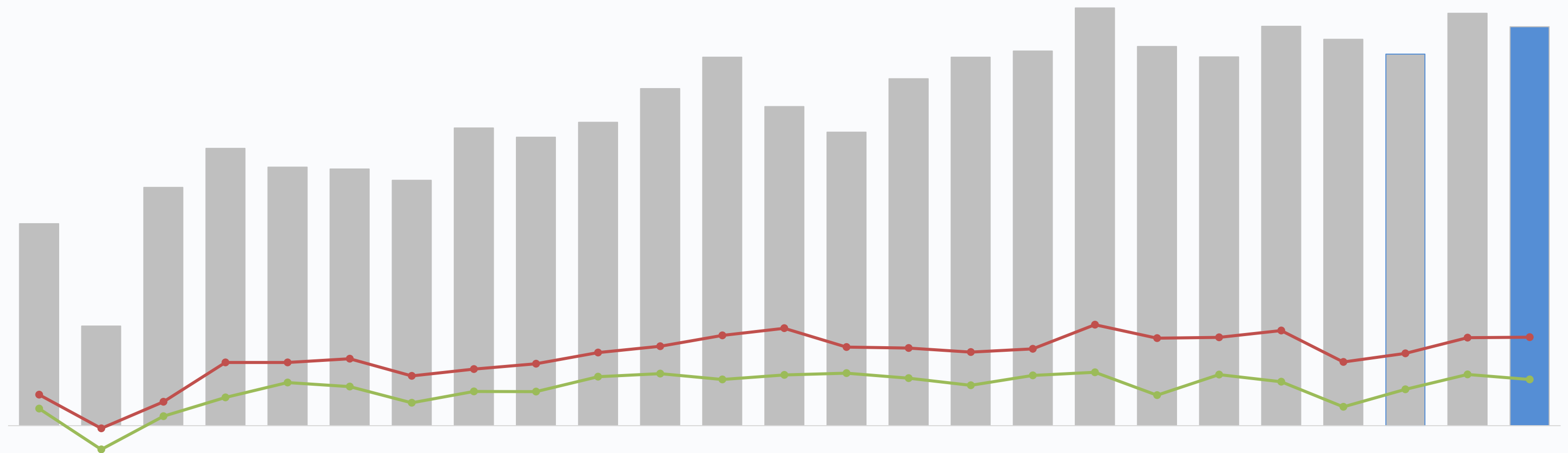
Unit: THB million

	YTD	QoQ	%	YoY	%
<b>Revenue from sales and services</b>	<b>889</b>	919	▼ 3.26%	890	▼ 0.11%
<b>Gross profits</b>	<b>197</b>	196	▲ 0.51%	212	▼ 7.08%
<b>Net Income</b>	<b>103</b>	114	▼ 9.65%	98	▲ 5.10%
<b>EBIT</b>	<b>115</b>	127	▼ 9.45%	116	▼ 0.86%
<b>EBITDA</b>	<b>187</b>	202	▼ 7.43%	183	▲ 2.19%

Percentage changes are calculated based on actual figures prior to rounding.

# Historical Financial Summary

Unit: THB million

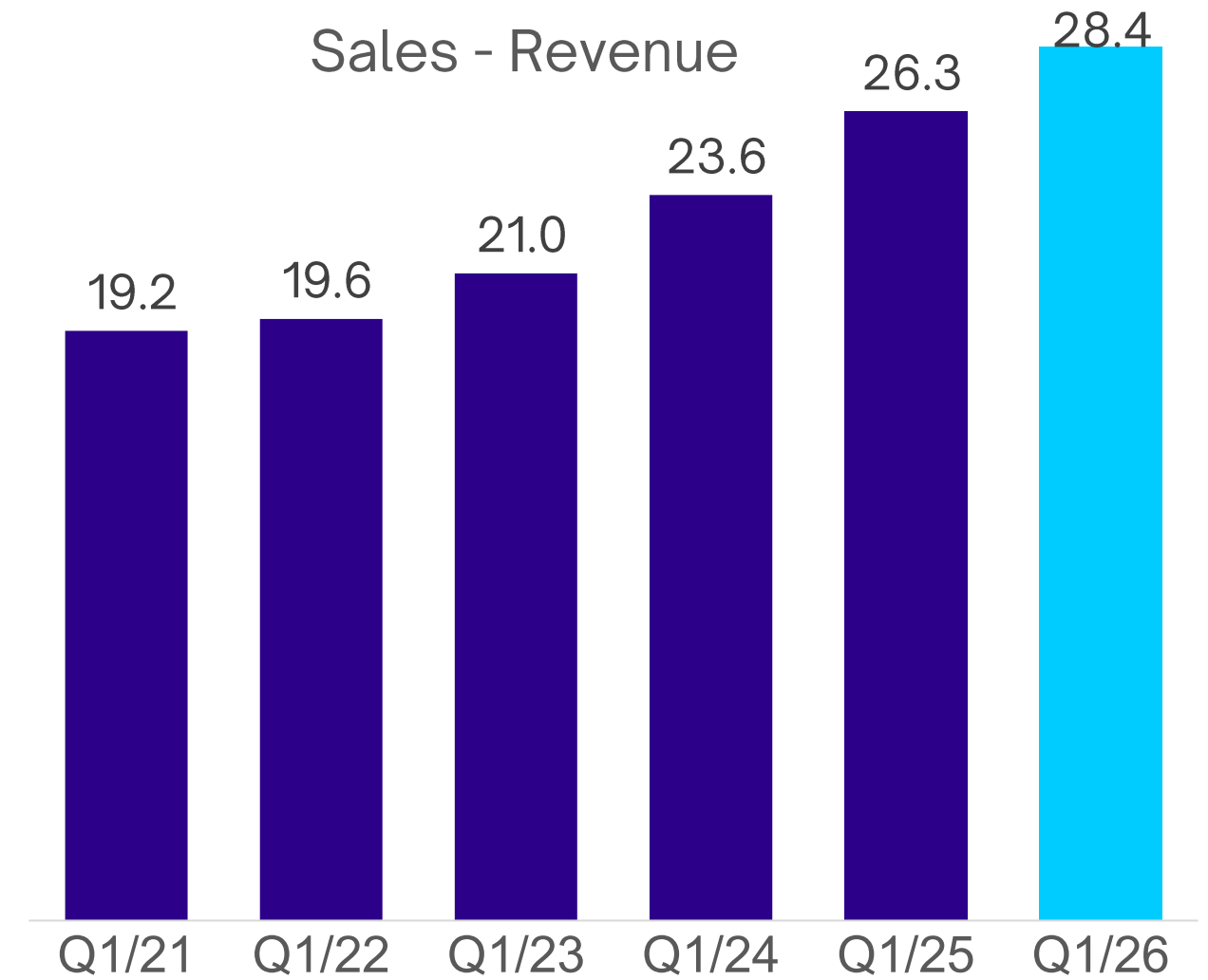
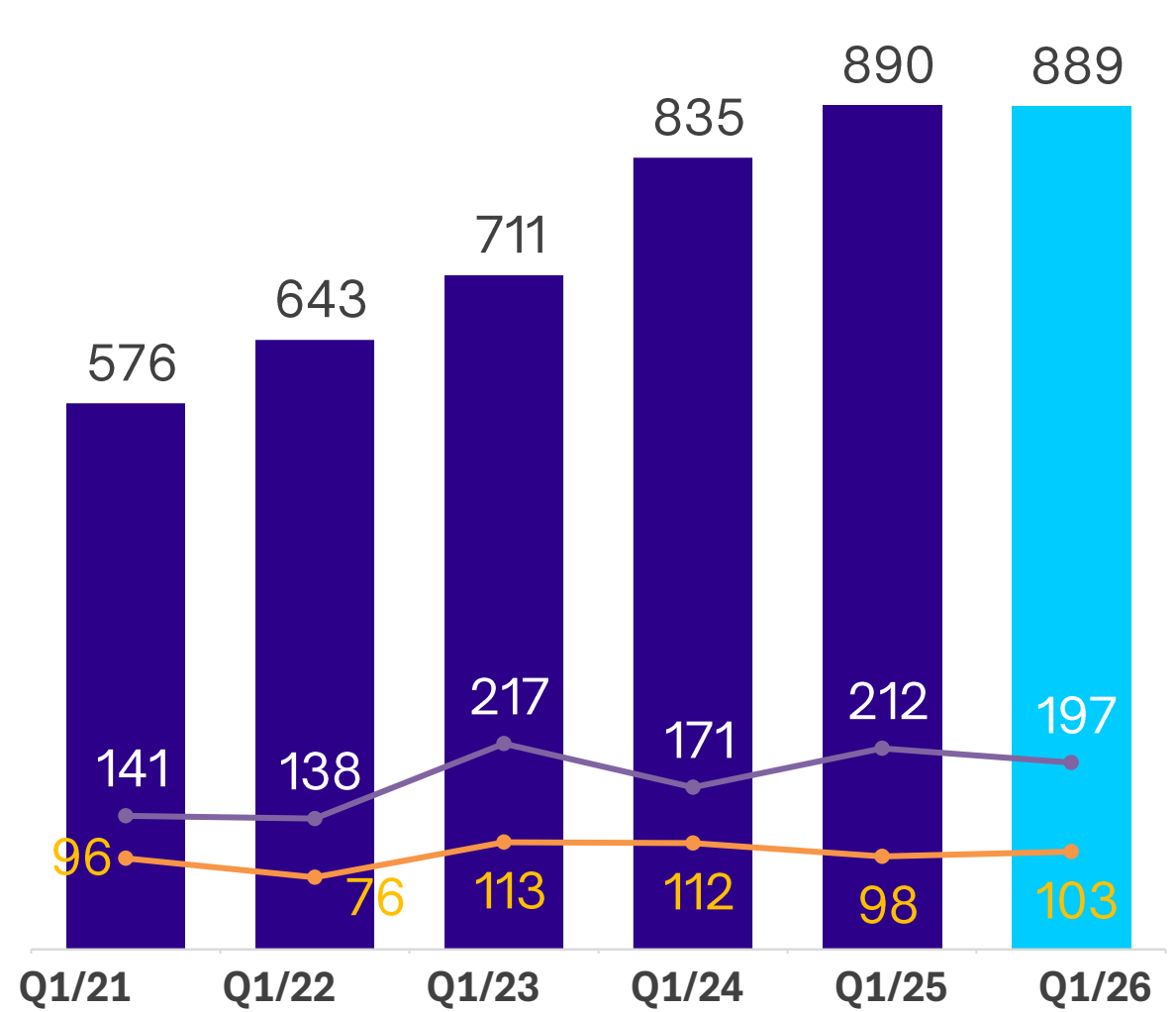


	Q1/20	Q2/20	Q3/20	Q4/20	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25	Q4/25	Q1/26
■ Sales	450	222	531	618	576	572	547	663	643	676	751	821	711	654	773	821	835	931	845	822	890	861	828	919	889
● Gross Profit	69	(6)	53	141	141	149	111	126	138	163	177	201	217	175	173	164	171	225	195	197	212	142	161	196	197
● Net Profit	38	(53)	21	63	96	87	51	76	76	109	116	103	113	117	106	90	112	119	68	114	98	42	81	114	103

# Financial Performance – YoY

Unit: THB million

Unit: USD million



	Q1/21	Q1/22	Q1/23	Q1/24	Q1/25	Q1/26
Sales - Revenue	576	643	711	835	890	889
Gross Profit	141	138	217	171	212	197
Net Income - Net Profit	96	76	113	112	98	103

	Q1/21	Q1/22	Q1/23	Q1/24	Q1/25	Q1/26
Sales - Revenue	19.2	19.6	21.0	23.6	26.3	28.4

Casting (mPcs.)	7.4	7.3	7.6	8.1	7.5	8.2
Rx (mPcs.)	1.1	1.3	1.3	1.7	2.1	2.0
Total (mPcs.)	8.5	8.6	8.9	9.7	9.6	10.2

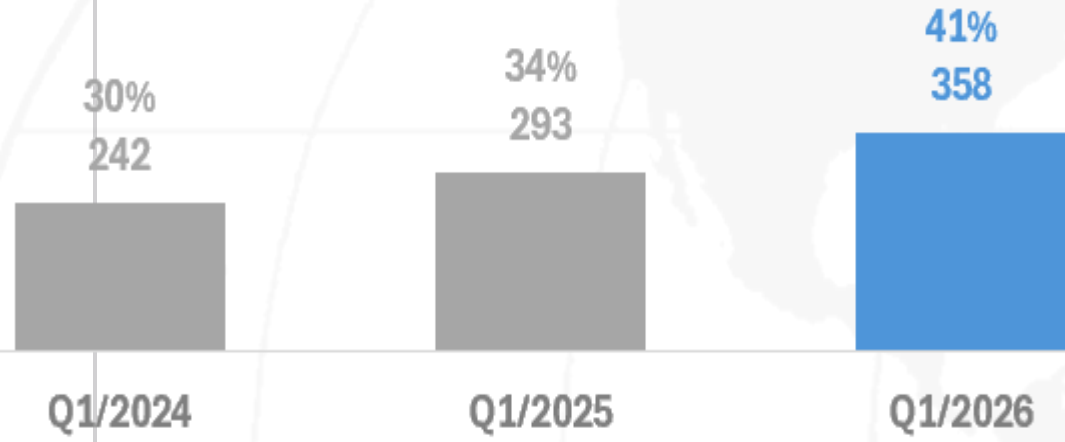
Casting (mPcs.)	7.4	7.3	7.6	8.1	7.5	8.2
Rx (mPcs.)	1.1	1.3	1.3	1.7	2.1	2.0
Total (mPcs.)	8.5	8.6	8.9	9.7	9.6	10.2

Fx	30.05	32.90	33.81	35.40	33.85	31.29
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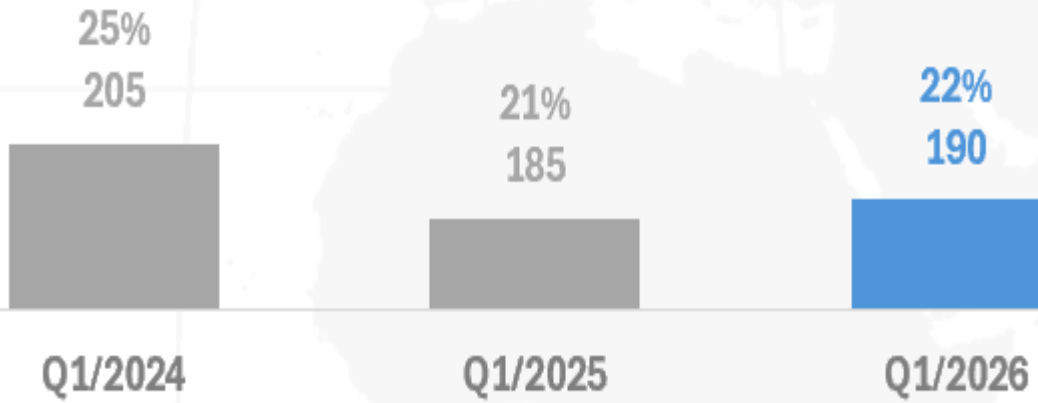
Fx	30.05	32.90	33.81	35.40	33.85	31.29
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# Business by Geography (Q1'2026)

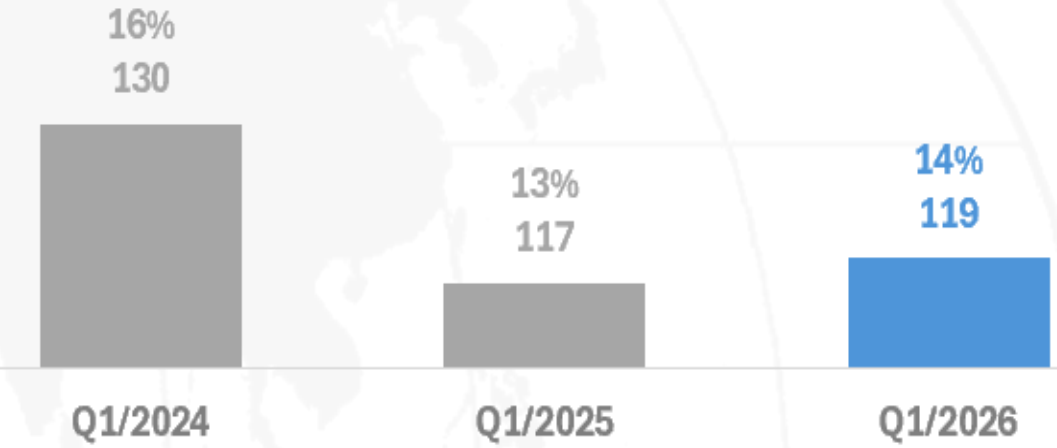
## Americas



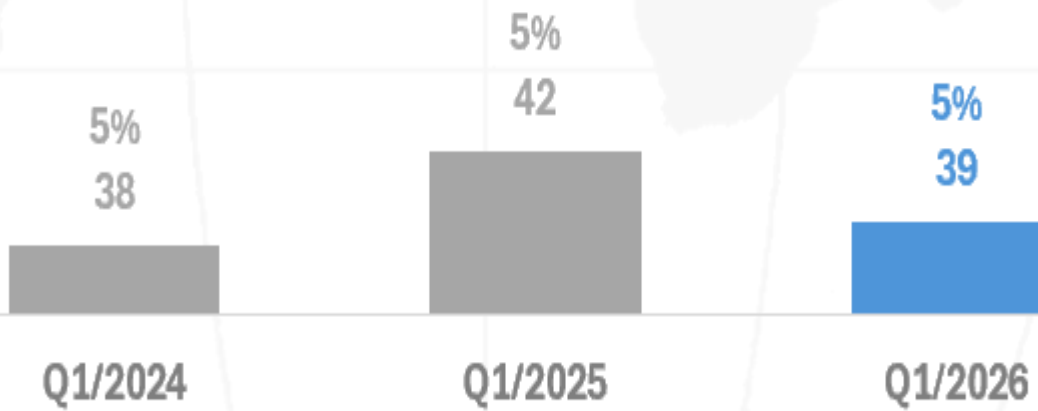
## Europe



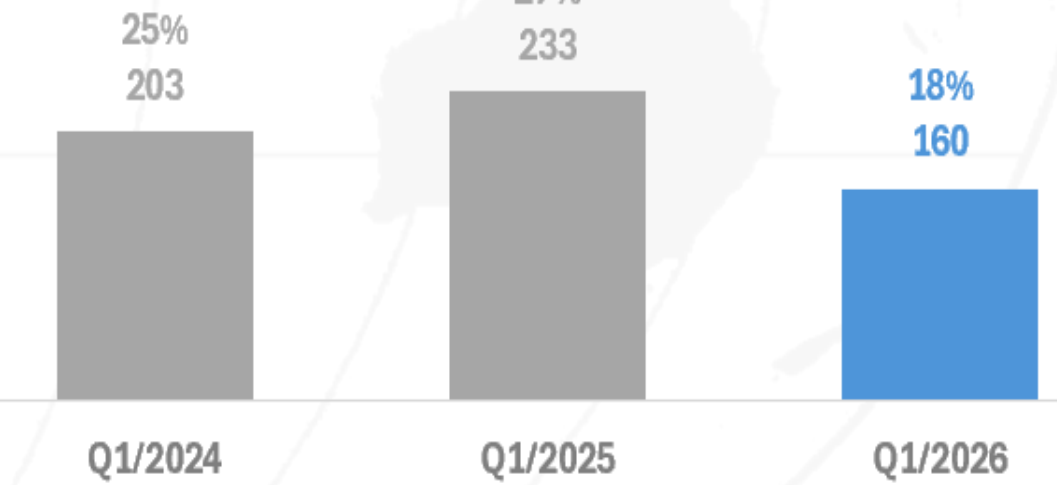
## Asia Pacific



## Middle East & Africa

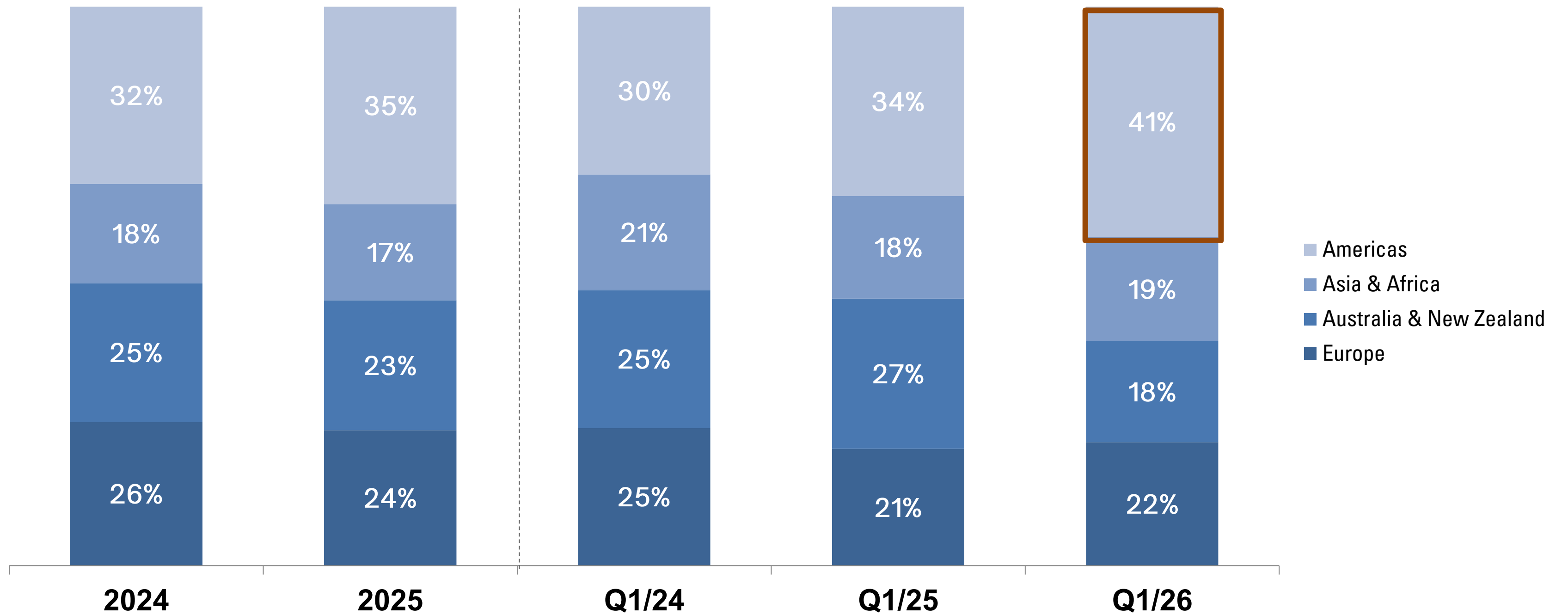


## Australia & NZ

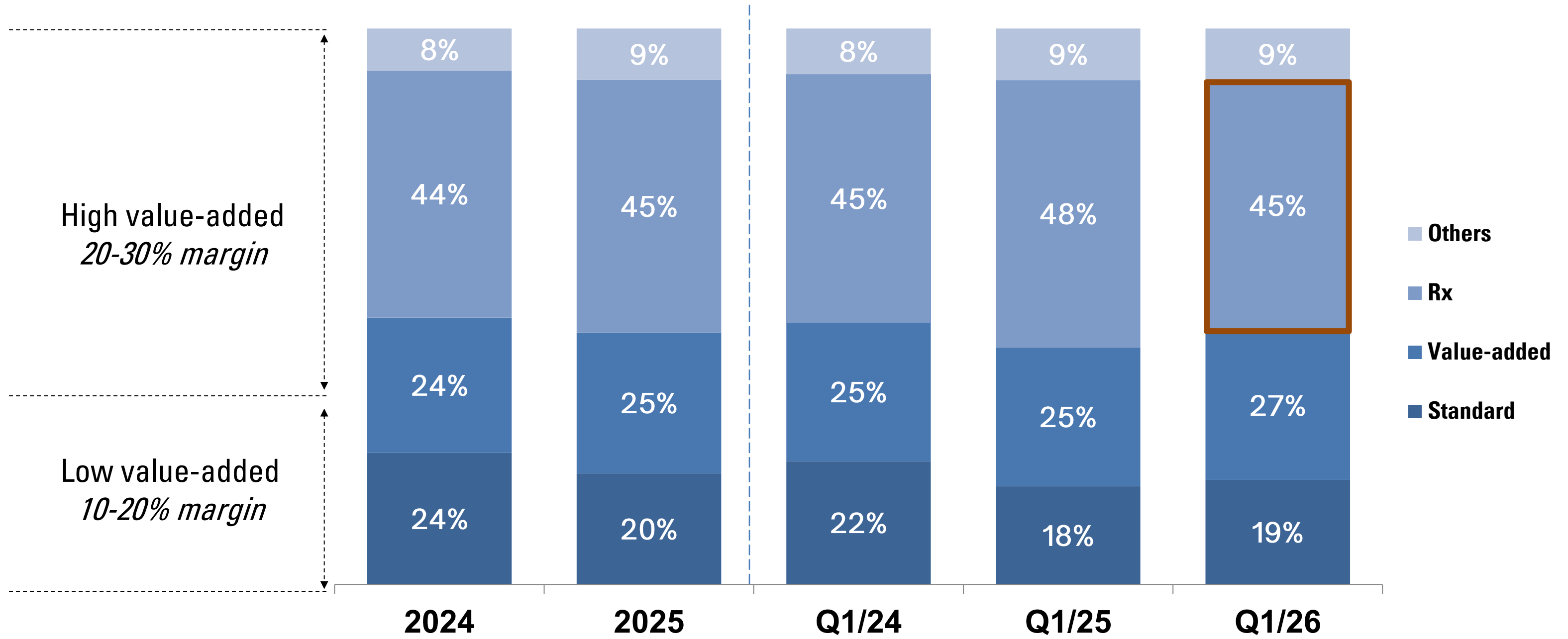


Americas	41%
Europe	22%
Asia Pacific	14%
Middle East and Africa	5%
Australia and New Zealand	18%

# Sales Proportion By Region



# Sales Proportion By Product



# Agenda



**Corporate Overview**



**Financial & Operational  
Performance Q 3/2025**



**Sustainability Development**



# 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 Mission Statement

### 1. Caring for Environment

Responsibly and efficiently utilize resources and dispose of waste properly.

### 2. Caring for People

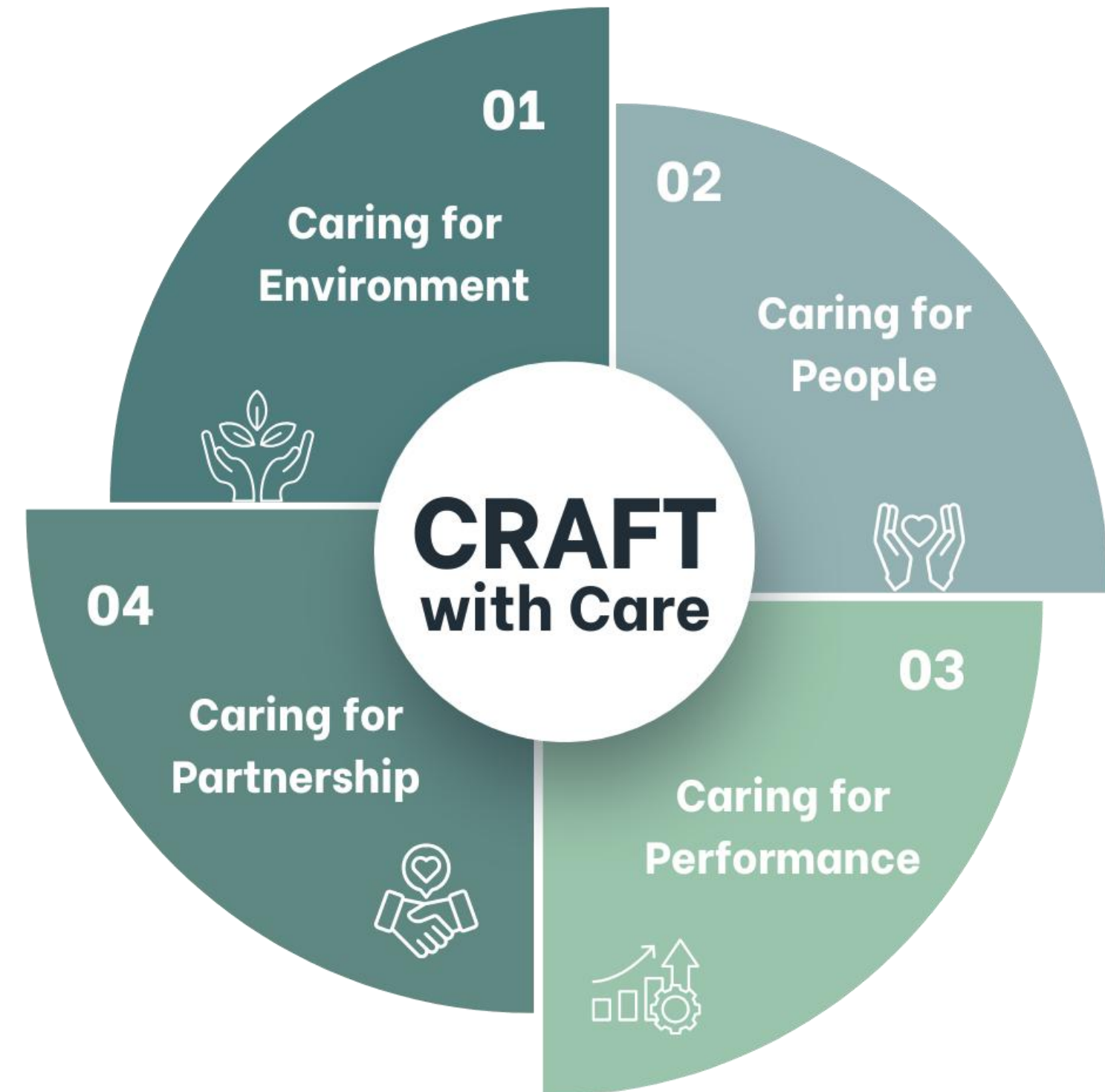
Promote collaboration among employees and surrounding communities.

### 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.

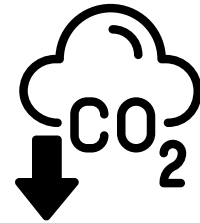


# Carbon Reduction Targets

2024

2025

2030



## CO2 Emission Reduction Target:

- **7%** or **2,505 tCO2e** from based year 2023

## CO2 Emission: (YTD)

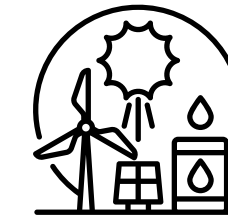
- Total emission: **25,887 tCO2e**
- YTD Reduction: 3,802 tCO2e from based year 2023

## Water Consumption:

- **5%** Reduction

## Renewable energy:

- **3%** (1 GWh, Y2025)



## Total Reduction Target:

- **37%** (Scope 1,2,3)

## CO2 Emission Reduction

- Absolute Target: **>13,000 tCO2e** from based year

## Water Consumption:

- **30%** Reduction

## Renewable energy:

**>50%**

## Waste Reduction:

- **5%**

# Sustainability Projects



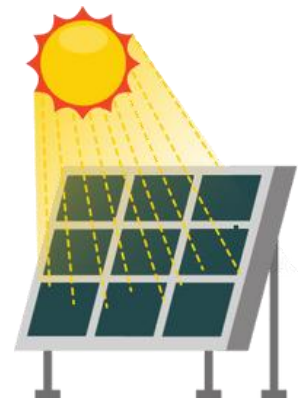
## PLASTIC-FREE PACKAGING REDESIGN

In 2025, we successfully managed to reduce the use of plastic in packaging by more than 4.39M pieces.



## CARBON FOOTPRINT OF ORGANIZATION

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



## SOLAR PANELS

PV system with the maximum capacity for producing electricity : 2.64 MW

- In 2025 (YTD), CO2 Reduction:  
> 1,450 tCO2e



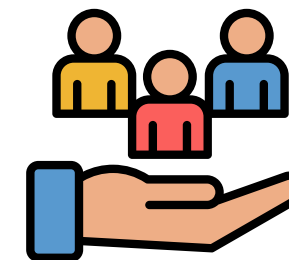
## HEALTH SAFETY AND ENVIRONMENT

- ISO14001 , ISO45001
- Refuse Derived Fuel (RDF)
- Incineration Facilities with Energy Recovery
- Upcycling project
- Zero Industrial waste to landfill



## THE 4 PILLARS OF A SMETA

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



## ILS (INTERNATIONAL LABOR STANDARDS)

- Employment and Compensation
- Labor Rights
- Occupational Health & Safety
- Environment
- Ethics

# Sustainability Projects

- From Waste to CRAFT by TOG



The “**From Waste to CRAFT**” project transforms production waste into creative and valuable furniture.

In 2025, TOG upcycled **lens scrap and used milk cartons**, transforming production waste equivalent to 824.4K pieces into **Brick Brock** of 5,000 brock, **Science desks and chairs** of 6 sets and **Lunch tables** of 6 sets donated to Jareonrats Uppatham School.

This initiative reflects TOG’s commitment to circularity and sustainable material innovation, turning waste into meaningful creations for the community.

# CG & Sustainable Highlights



**Sustainability Disclosure Recognition Award 2024**



**Green Industry**



**Thailand Kaizen Awards 2024**



**SET ESG 'A' Rating**



**Since 2014**



**CGR Report of Thai Listed Companies 2025 'Excellent'**



**AGM Checklist 2025 'Excellent'**



CONTACT US

**TOOG**   
THAI OPTICAL GROUP

