




# OPPORTUNITY DAY

*June 7, 2019*

**TOG**   
THAI OPTICAL GROUP

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# AGENDA

1. Q1/2019 Results
2. Key developments
3. Q&A

# AGENDA 1

2019 Results

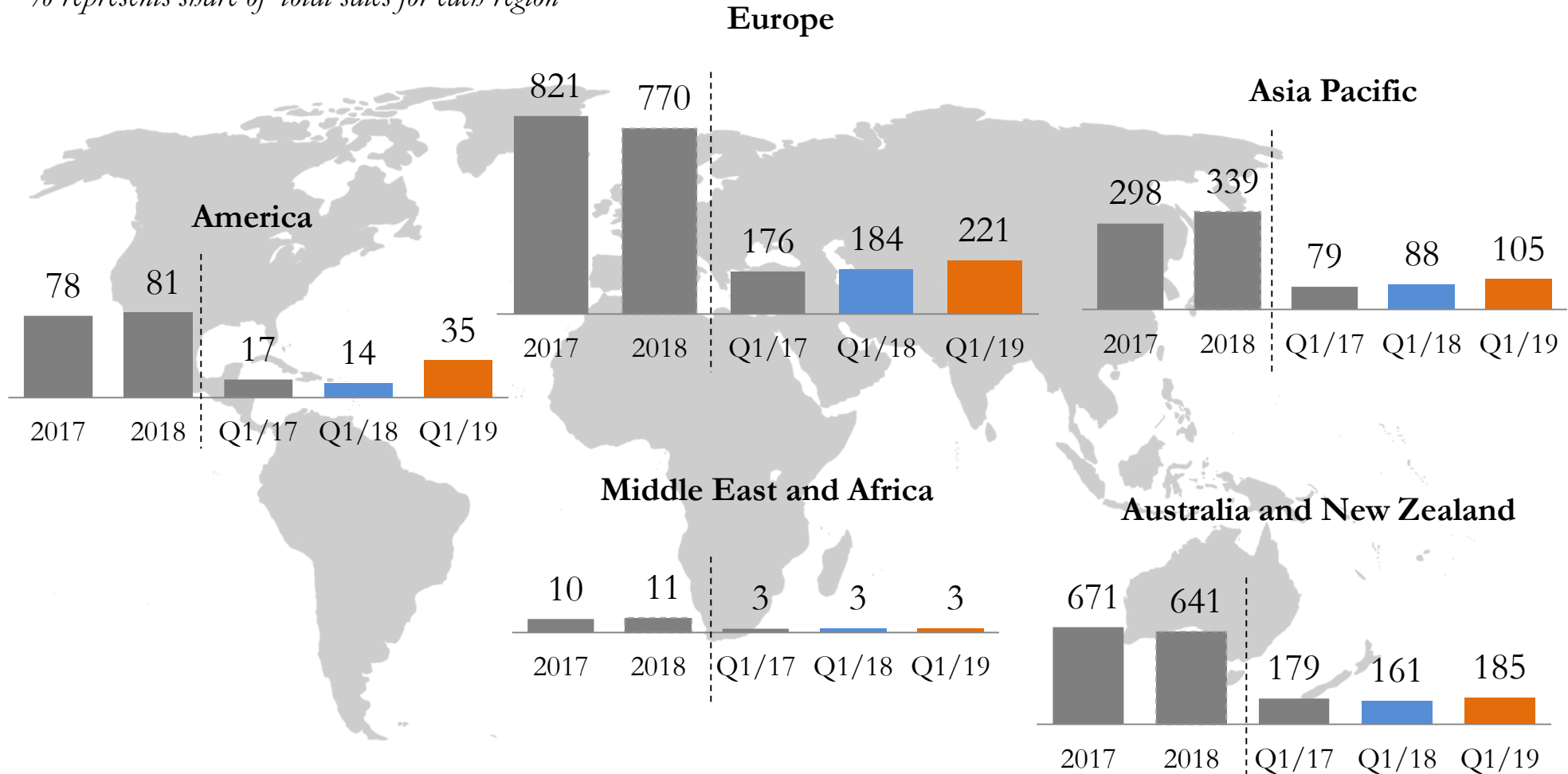
# Q1/2019 RESULTS (CONSOLIDATED)

<i>Unit: THB million</i>	2018	<i>Growth</i>	2019
Revenue from sales and services	450	+22.0%	549
Gross profits	85 (18.9%)	+63.4%	139 (25.3%)
Net Income	18 (3.9%)	+352.5%	80 (14.5%)
EBIT	20 (4.3%)	+359.6%	90 (16.3%)
EBITDA	67 (14.7%)	+104.2%	137 (24.7%)

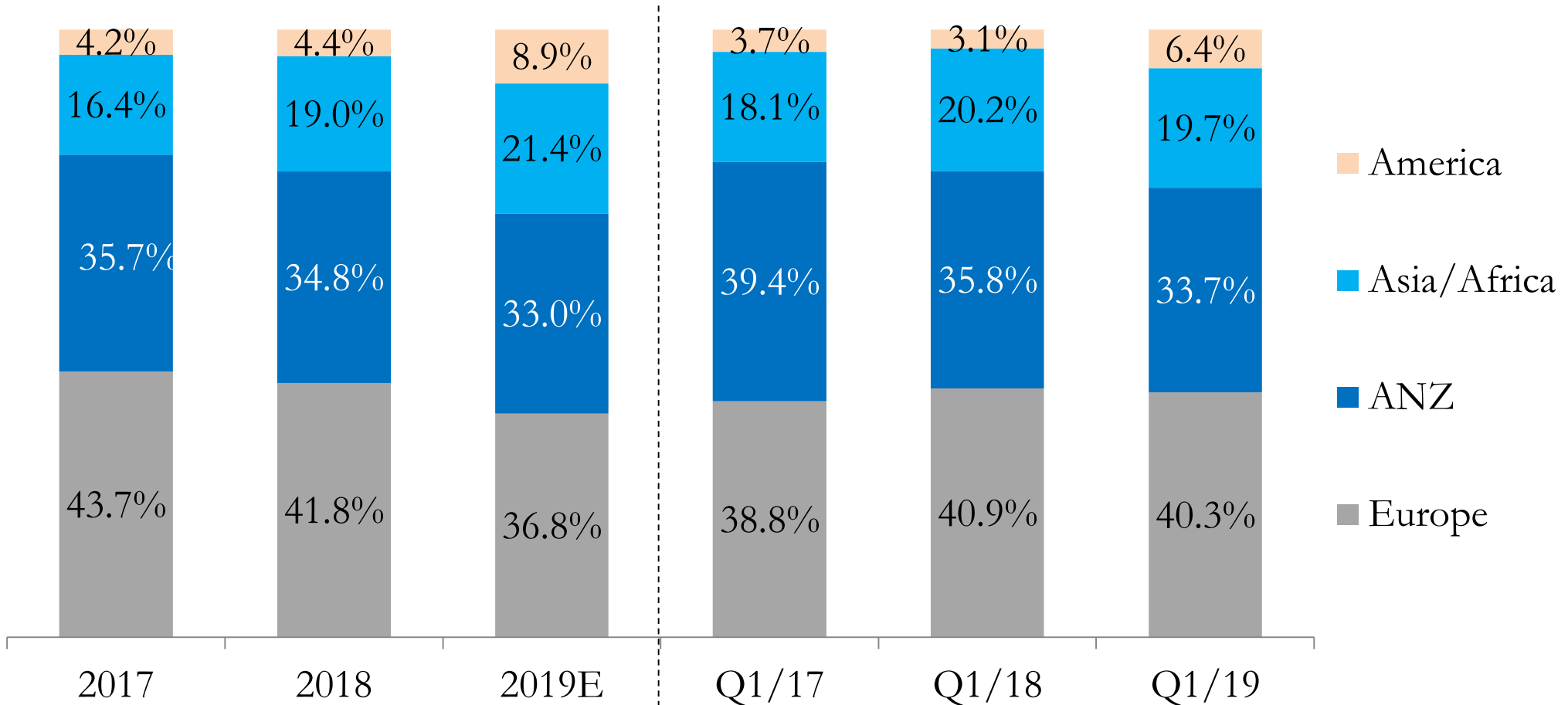
# Q1/19 REVENUE GROWTH FROM ALL REGIONS

Unit: THB million

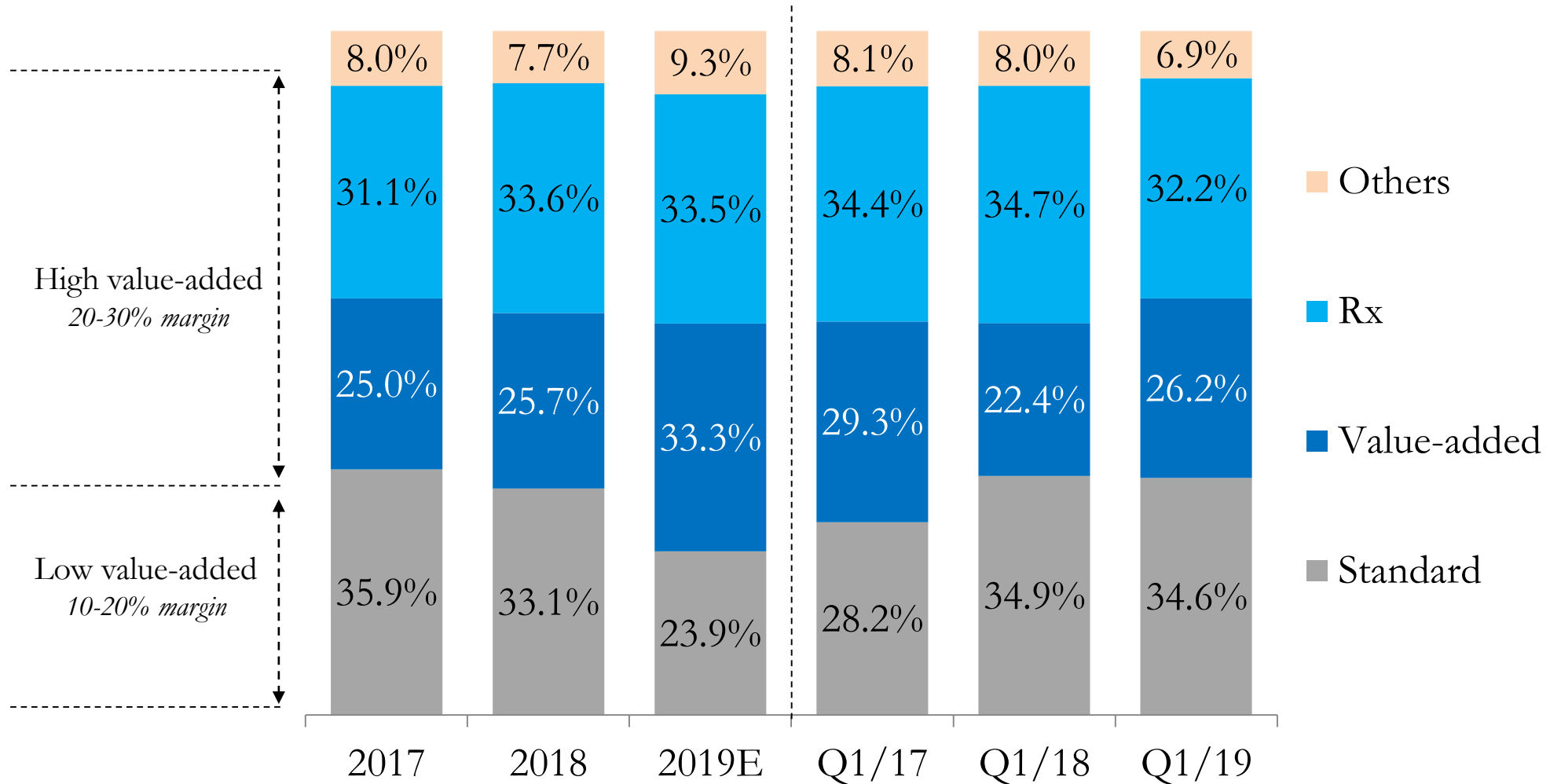
% represents share of total sales for each region



# Q1/19 US IS COMING BUT FROM LOW BASE

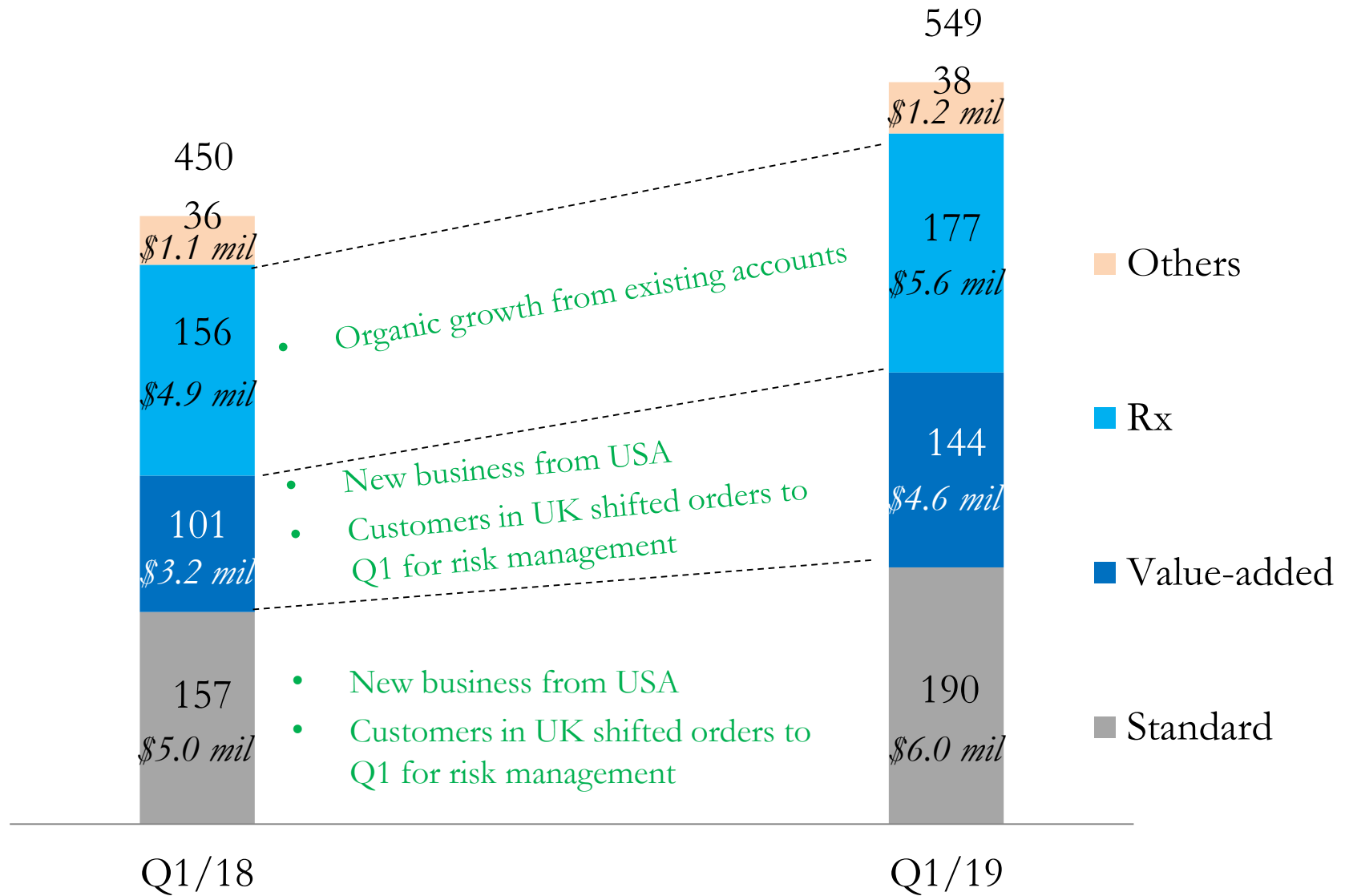


# VALUE-ADDED US CORRESPONDS TO VALUE-ADDED





# WEAKER SALES IN VALUE-ADDED

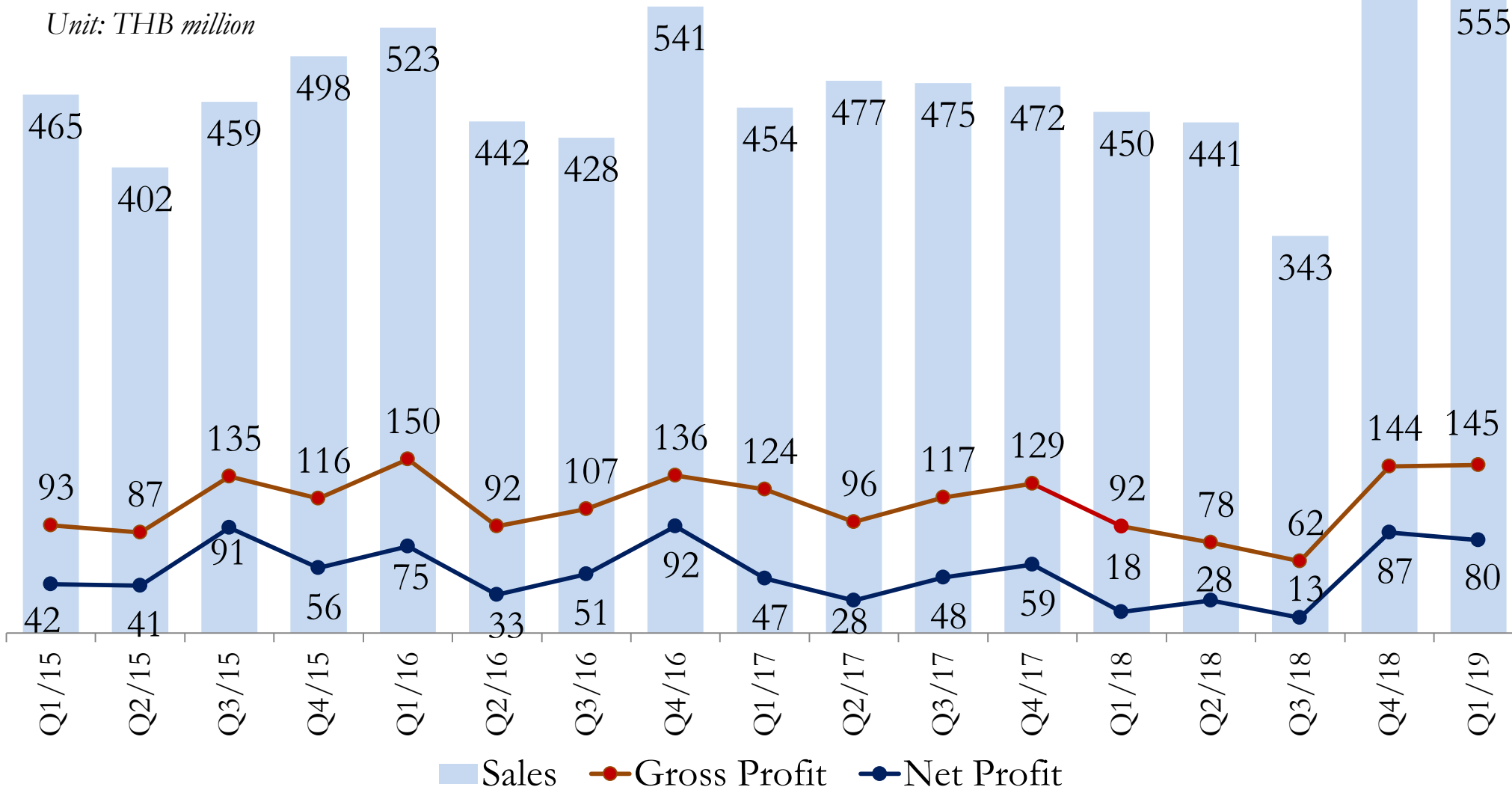


# SIGNIFICANT FACTORS IN Q1/2019

- **Higher gross profits (53 mil higher than that of Q1/2018)**
  - Higher sales revenue especially from value-added products resulting in better product mix
  - Higher production volume resulting in favorable cost variance
  - Exchange rate USD = 31.6 THB
- **Selling expenses (4.5 mil higher than that of Q1/2018)**
  - Higher marketing expenses of Zenith product lineup
- **Admin expense (13 mil less than that of Q1/2018)**
  - One-time reverse expense of import duties
  - New allocation of utilities expense

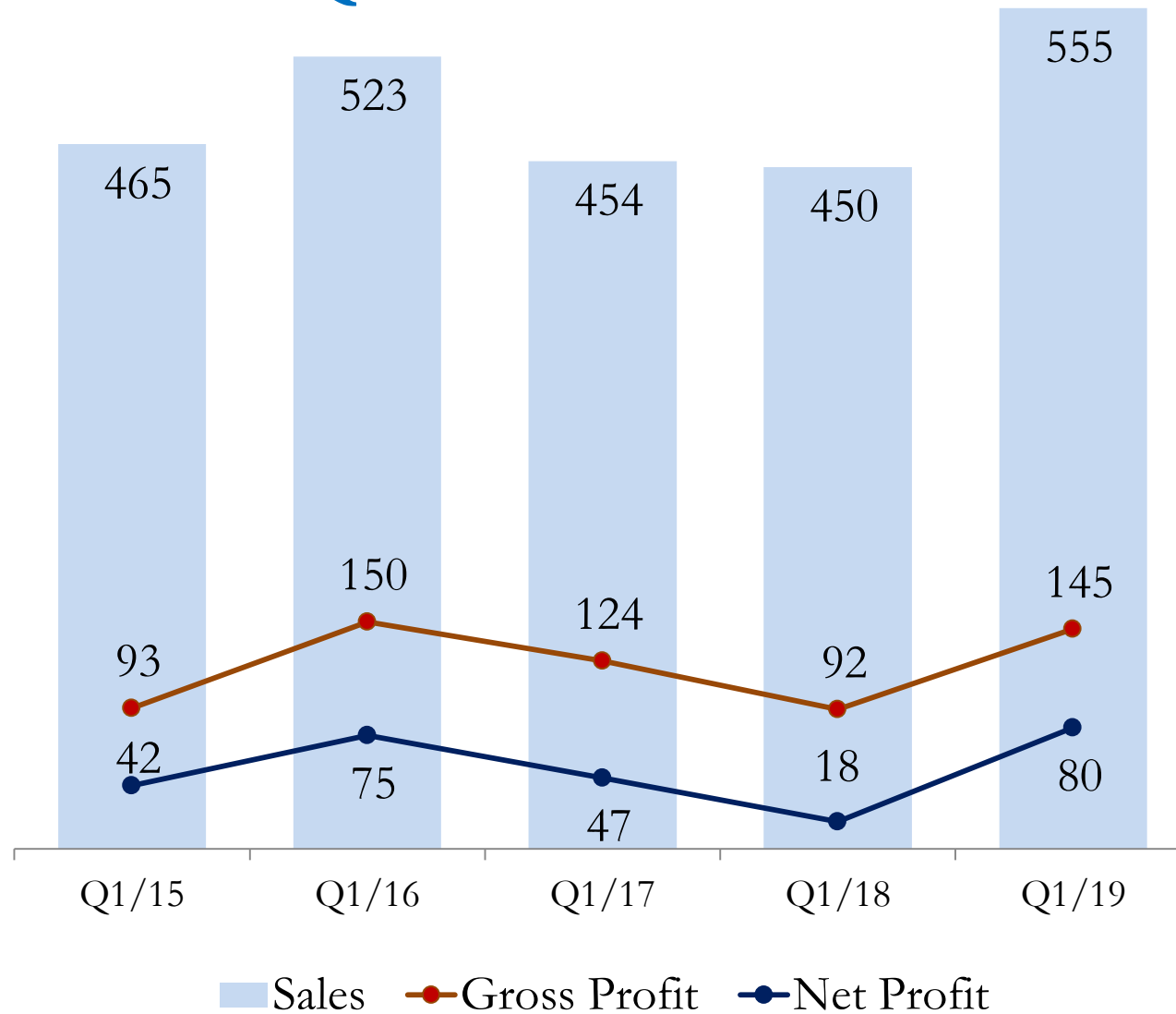
# HISTORICAL QUARTERLY FINANCIALS

Unit: THB million



# YEAR-ON-YEAR Q1 FINANCIALS

Unit: THB million

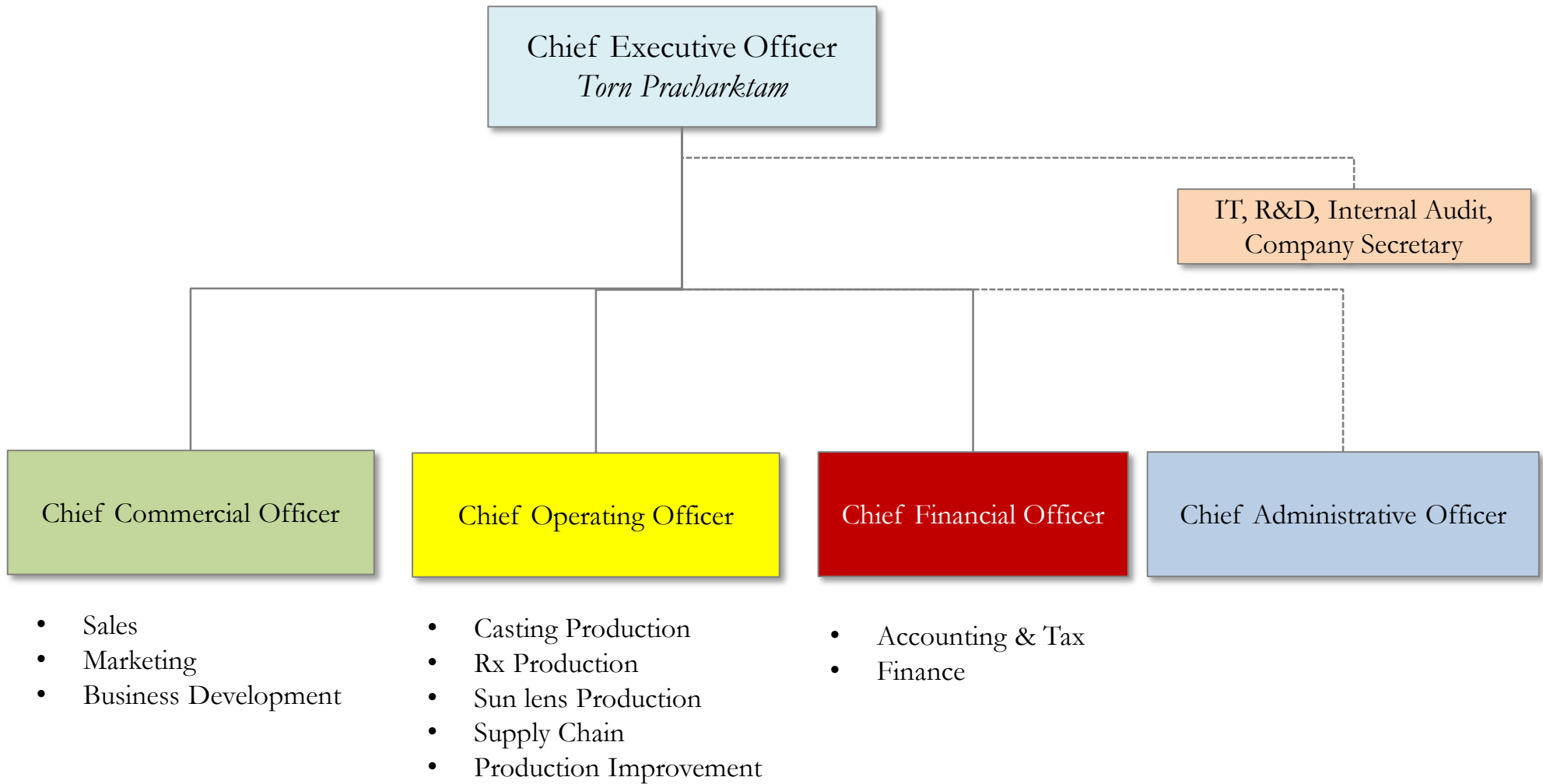




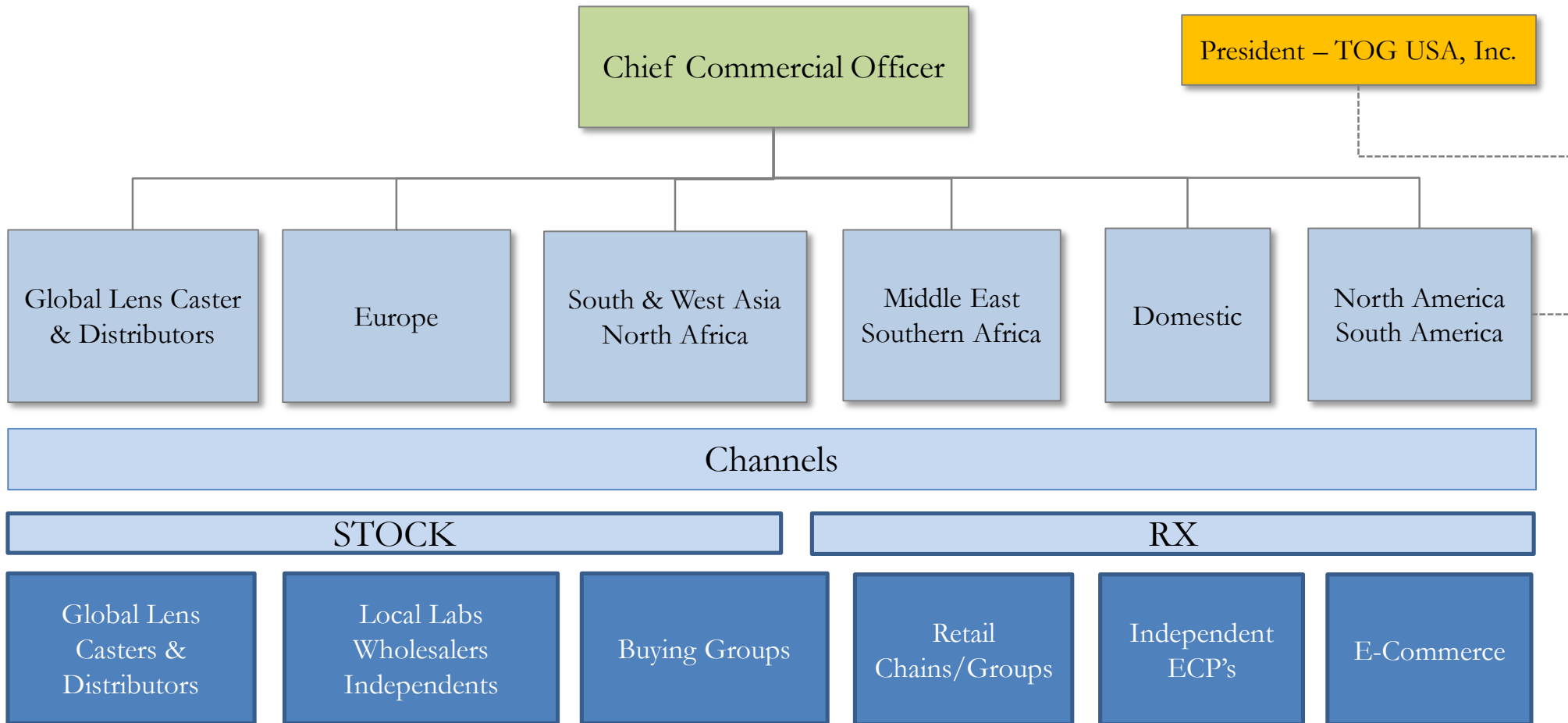
# AGENDA 2

## Key Developments

# NEW LEADERSHIP STRUCTURE



# GLOBAL SALES TEAM STRUCTURE



## **RX AUTOMATION PHASE 2 IN Q2/2020**

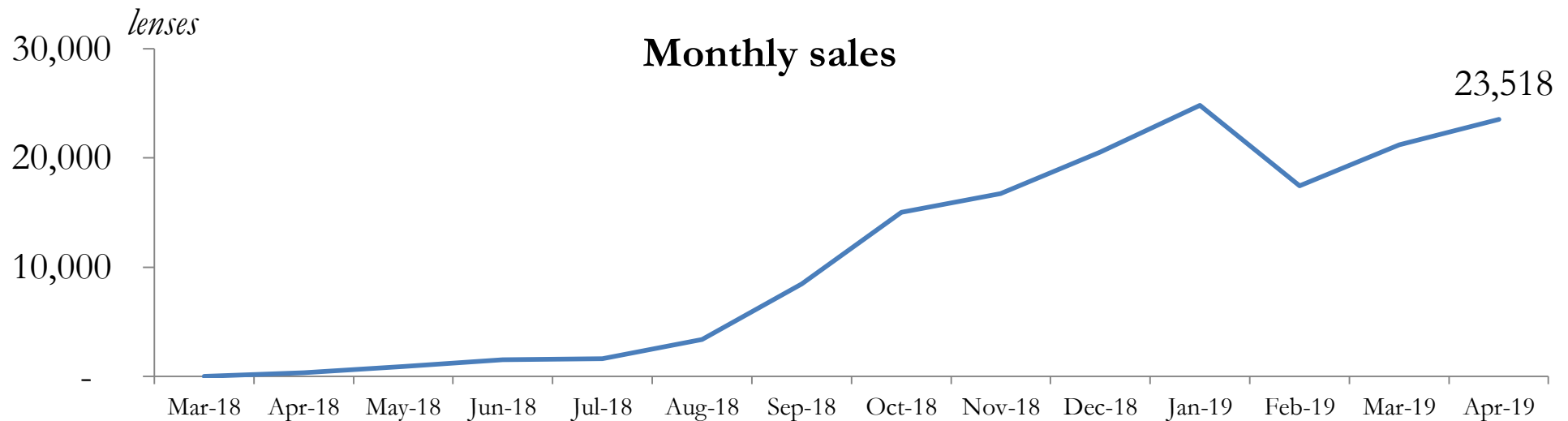
- **TOG's Board of Directors approved the investment of Rx Automation Phase 2 with the investment budget of THB 120 mil.**
- **Estimated installation in Q1/2020, commissioning in Q2/2020.**
- **Management plans to move all Rx production to automation after Phase 2 investment to enhance the quality and service consistency as significantly seen from Phase 1 investment.**
  - Higher production yield: 3 percentage points
  - Labor reduction: 40 headcounts
  - Tax exemption: until 2023



# TOG USA

## Latest development

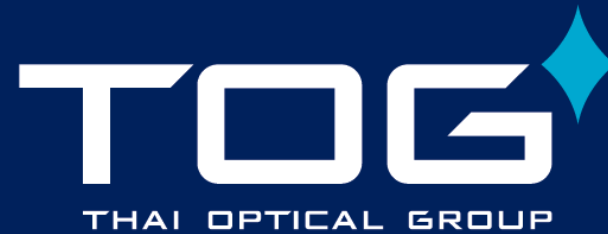
- **Currently, 15 active accounts with 10 more accounts in pipeline.**
- **New salesforce have been engaged since Jan 2019; this create a lot more opportunities to convert into sales.**
- **US-China conflicts created new sales inquiries from both existing and new accounts.**





# AGENDA 3

Q&A



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