

OVERVIEW

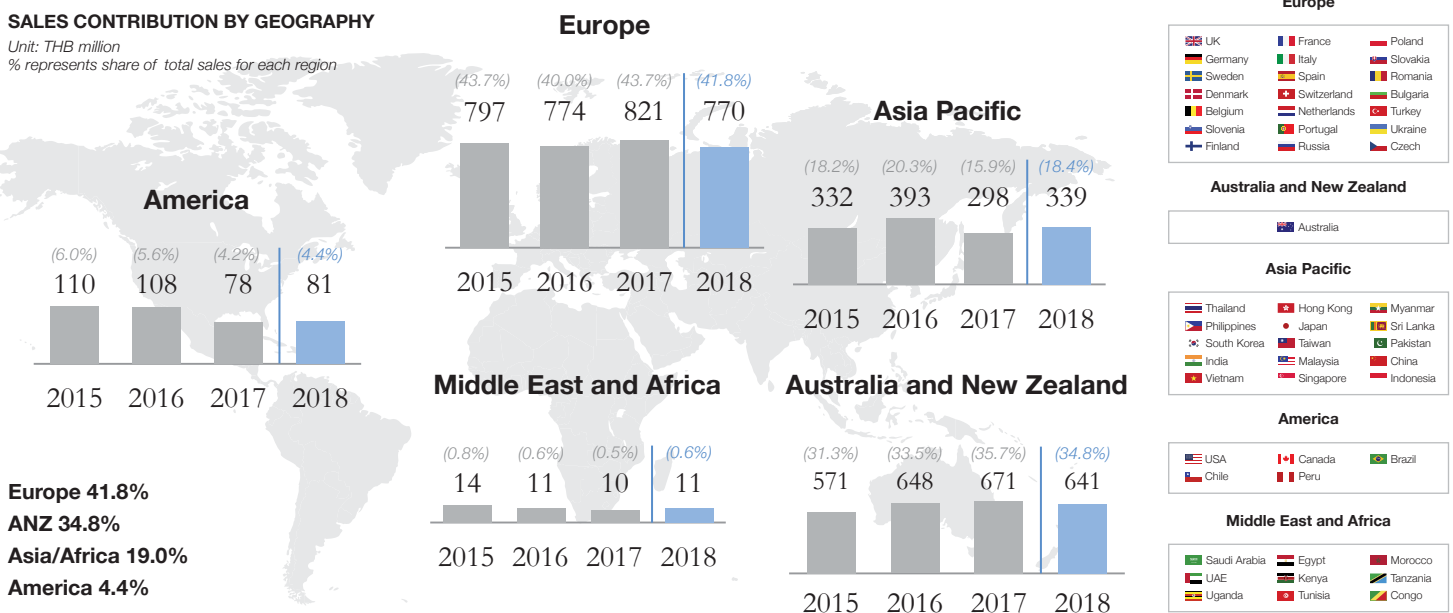
Thai Optical Group Public Company Limited (the Company) or TOG was established in 1991. TOG is Thailand's largest manufacturer and distributor of ophthalmic lenses and one of the leading independent global manufacturers. In addition to being the first Thai company to manufacture lenses for domestic and international original equipment manufacturers (OEMs), it markets the products under its own brand "TOG", "One", "Discovery", "Freedom", "Maxima", "Zenith™", "Zense™", "Zoul™", "Bluloc™", "LeafECO®", "SHADE" and "Zaphire®". The Company, with a registered capital of 475 million Baht, is a publicly listed company on the Stock Exchange of Thailand, using "TOG" as a trading ticker symbol.

SALES AND DISTRIBUTION

Our sales contribution is 95% from over 50 countries in an international market and 5% from Thailand.

SALES CONTRIBUTION BY GEOGRAPHY

Unit: THB million
% represents share of total sales for each region



BUSINESS SEGMENTS

The Company's business comprises of four units:

01

Organic lens: Standard-index plastic lenses ("TOG 1.50", "TOG 1.55"), High-index plastic lenses ("TOG 1.60", "TOG 1.67"), High-impact resistance lenses ("TOG Trivex®", "TOG Tribrid™"), High energy visible light protective lenses ("Bluloc™ 1.50", "Bluloc™ 1.67", "Trivex® Bluloc™", "Tribrid™ Bluloc™", "LeafECO® Bluloc™ 1.74"), Bio-based lenses ("LeafECO® 1.74"), Sun lenses ("Shade Basic"), Polarized lenses ("Shade Polarview") and Photochromic lenses ("TOG Transitions®") in Single vision, Bifocal and Progressive designs.

02

Mineral lens: Standard-index mineral lenses and High-index mineral lenses in Single vision, Bifocal and Progressive designs.

03

Prescription lens: All organic lens materials in Single vision design ("One"), Conventional Progressive design ("Discovery"), Freeform Progressive design ("Freedom"), Occupational design ("Maxima") and Advanced Digital Progressive design ("Zenith™", "Zense™", "Zoul™").

04

Other products and services: Hard coatings and anti-reflection coatings ("Zaphire-Sx®", "Zaphire® Nano Blue", "Zaphire® XIR"), glazing service and trading.

SUMMARY OF FINANCIALS

TOG: THAI OPTICAL GROUP PUBLIC COMPANY LIMITED

THB million

ITEMS	2018	2017	2016	2015	2014	2013
	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec
Revenue from sales and services	1,842	1,878	1,934	1,824	1,831	1,630
Net Income	146	183	250	230	203	154
Assets	2,560	2,637	2,591	2,250	2,205	2,022
Liabilities	722	789	735	451	487	358
Shareholder's equity	1,837	1,848	1,856	1,800	1,718	1,665
Debt/Equity ratio	0.39	0.43	0.40	0.25	0.28	0.21
Net debt/Equity ratio	0.22	0.19	0.23	0.18	0.20	0.14
Net interest-bearing debt/Equity ratio	0.10	0.06	0.02	0.00	0.02	0.01
ROA (%)	6.36	8.73	12.75	12.94	12.11	9.82
ROE (%)	7.92	9.91	13.70	13.06	12.02	9.47

CURRENT DEVELOPMENT

TOG REORGANIZED ITS MANAGEMENT STRUCTURE.

The Company reorganized its management structure by the appointment of 4 senior management positions namely; Mr. Lindsay Brown (Chief Commercial Officer), Mr. Chaiwat Chittikun (Chief Operating Officer), Mrs. Amolrat Prachartam (Chief Administrative Officer), and Ms. Jirasuda Sumpaotong (Chief Financial Officer). The new management team's goal is to help advance business management potential and to create competitive advantages supporting the new customer base expansion, which focuses on the United States and the European Union markets.



ZENSE™

TOG launched a new product "Zense™" as one of Z design™ series of customized progressive lenses. The Zense™ is a new dimension in progressive lenses, for quick and easy adaptation, provides excellent contrast and comfort, at all distances. The expanded reading zone is ideal for digital devices, making Zense™ perfect for first-time progressive lenses wearers.