



# TOG FACT SHEET

MARCH 2020



## OVERVIEW

Thai Optical Group Public Company Limited is an independent spectacle lenses manufacturer, based in Thailand, exporting to over 50 countries on six continents, through global and diversified business partners.

Together with integrated digital manufacturing and distribution, digital platform and point of sales optical retailing, and optical lens manufacturers, our products are marketed throughout the optical lens industry, via various channels of the supply chain, including contracted labels, private labels, and under our own TOG brands; “TOG”, “Zenith™”, “Zense™”, “Zoul™”, “Zeen™”, “Bluloc™”, “LeafECO®”, “Shade”, “Zaphire®”, “One”, “Discover”, “Freedom” and “Maxima”.

Originally founded in 1951 by the Prachartam family, the company evolved from an optical retail store, and expanded into lenses manufacturing, to later be transformed into a publicly listed organization on the Stock Exchange of Thailand (SET) in 2006 using “TOG” as a trading ticker symbol, with 475 million Thai Baht registered capital.

# TOG CORPORATE MISSION & VALUES

## TOG 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.

## TOG VALUES

**We** speak with one common voice.

**We** are all accountable – we own and solve any customer issue; we deliver on our promises.

**We** strive to execute right first time, on time, every time.

**We** are open and adaptable to change, try to keep things simple and operate with a “can-do” attitude.

**We** are demanding on performance but equitable, remembering work should be enjoyable.

## PRODUCT LINES



### STANDARD LENSES:

Plastic lenses providing lightweight, clear vision, in the most popular material for eyeglasses.



### VALUE-ADDED LENSES:

Advance plastic lenses made from materials with outstanding properties.



### PRESCRIPTION LENSES:

All lens materials in single vision lens design and progressive lens designs.



### MINERAL LENSES & OTHER LENS-RELATED PRODUCTS:

Mineral lenses, coatings, glazing service and trading.

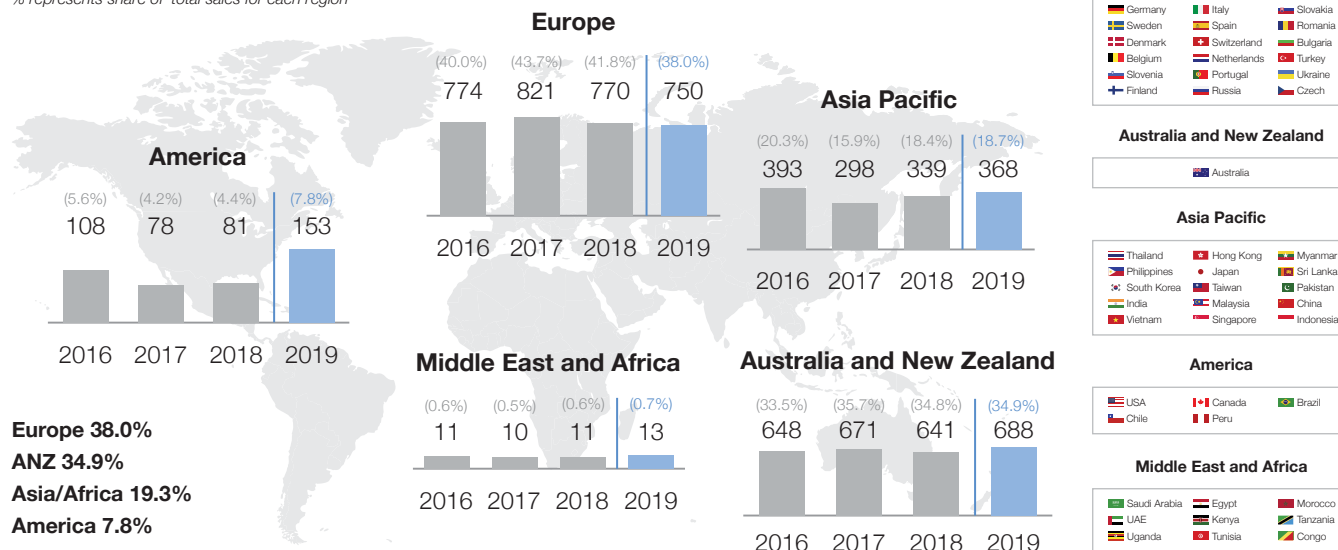
# SALES AND DISTRIBUTION

95% of our sales stem from over 50 countries, on the international market, and 5% from Thailand.

## SALES CONTRIBUTION BY GEOGRAPHY

Unit: THB million

% represents share of total sales for each region



# FINANCIAL KEY FIGURES

TOG: THAI OPTICAL GROUP PUBLIC COMPANY LIMITED

THB million

ITEMS	2019	2018	2017	2016	2015	2014
	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec	Jan - Dec
Revenues	2,025	1,842	1,878	1,934	1,824	1,831
Net Income	132	146	183	250	230	203
Assets	2,582	2,560	2,637	2,591	2,250	2,205
Liabilities	774	722	789	735	451	487
Shareholder's equity	1,808	1,837	1,848	1,856	1,800	1,718
Debt/Equity ratio	0.43	0.39	0.43	0.40	0.25	0.28
Net debt/Equity ratio	0.18	0.22	0.19	0.23	0.18	0.20
Net interest-bearing debt/Equity ratio	0.06	0.10	0.06	0.02	0.00	0.02
ROA (%)	5.37	6.36	8.73	12.75	12.94	12.11
ROE (%)	7.25	7.92	9.91	13.70	13.06	12.02