

# TOG FACT SHEET

MAY 2023



## 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”, “EXCELITE®”, “ONE”, “DISCOVERY”, “PROGRES HD”, “FREEDOM”, “MAXIMA”, “LEAFECO”, “SHADE”, “ZAPHIRE”, “BLULOC”, “FORTIS”, “ZENITH”, “ZENSE”, “ZOUL”, “ZEEN”, “ZEREZ”, “ZENOS” and “ZILLION”

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



**C**

Can Do



**R**

Right first time



**A**

Accountable



**A**

Adaptable



**F**

Fun



**T**

Teamwork together

## 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.



### OTHER LENS-RELATED PRODUCTS:

Coatings, glazing service and trading.

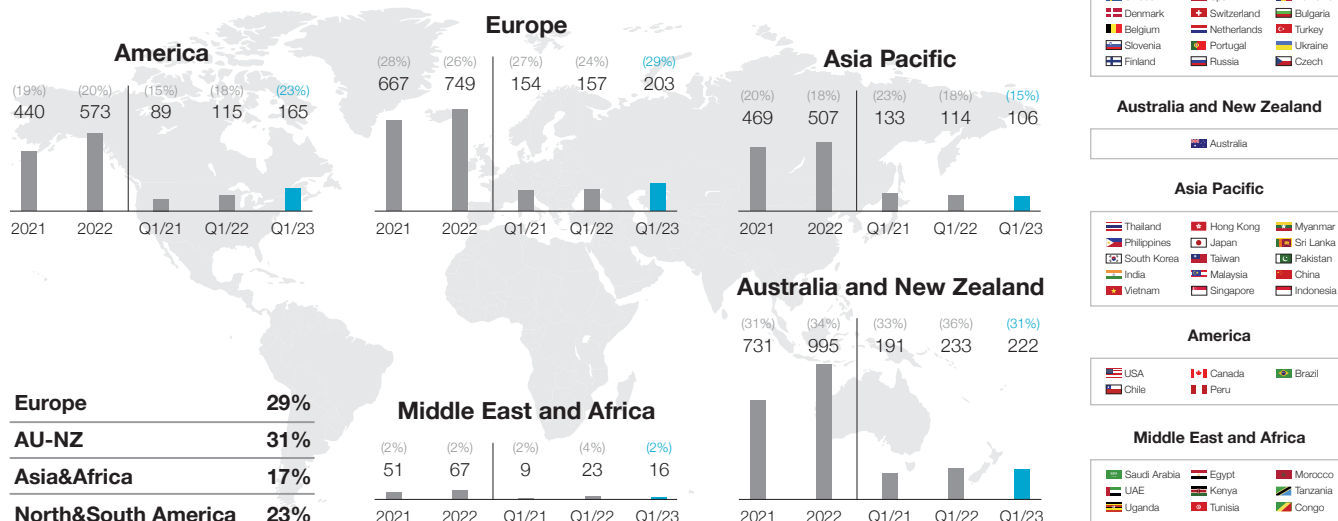
# SALES AND DISTRIBUTION

96% of our sales stem from over 50 countries, on the international market, and 4% 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

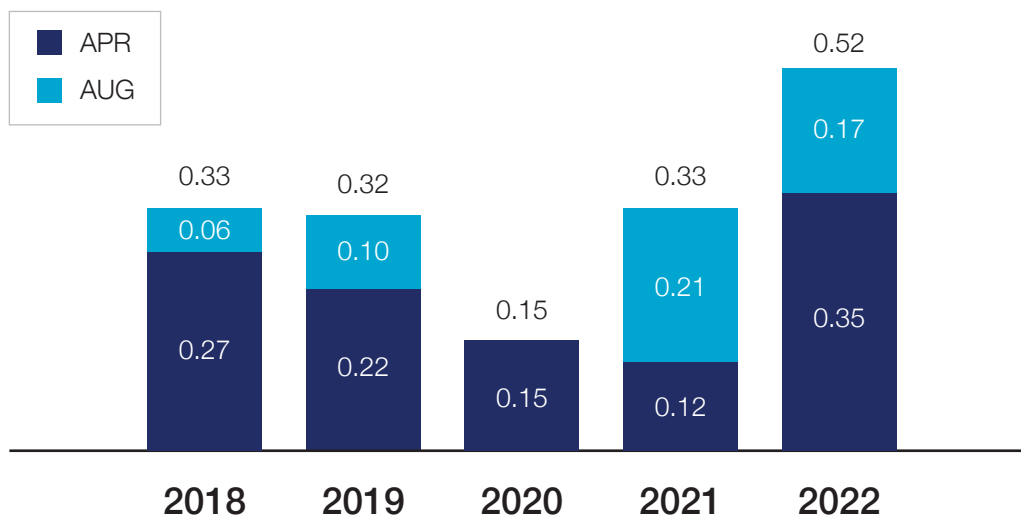
THB million

ITEMS	PERIOD AS OF				
	Q1 2019	Q1 2020	Q1 2021	Q1 2022	Q1 2023
REVENUE	561.11	456.72	587.40	654.84	722.21
NET PROFIT	80.49	38.10	96.05	76.00	112.71
ASSETS	2,607.80	2,666.52	2,914.81	3,013.84	3,627.26
LIABILITIES	689.72	891.34	1,015.12	979.60	1,399.83
EQUITY	1,918.07	1,775.18	1,899.69	2,034.24	2,227.43
ROA (%)	11.03	4.86	6.90	14.75	20.66
ROE (%)	8.91	3.16	4.78	10.50	14.66
NET PROFIT MARGIN (%)	14.34	8.34	16.35	11.61	15.61

# DIVIDEND POLICY

The company has a dividend payment policy of not less than 40% of its consolidated net profit after deduction of all specified reserves.

## DIVIDEND PER SHARE (THB)



# GROWTH DRIVERS

1

Expand customer base across all regions.

2

Accelerate responsive supply, with variety of products, via distribution centers in the US and in Europe.

3

Deploy automated operation and data systems, applying lean principles, to increase efficiency and capacity.

4

Expand Rx production, to respond to new business opportunities promptly.

5

Develop advanced products and working solutions, for business partners to conveniently be able to access all quality products and service.