



# TOG FACT SHEET

NOVEMBER 2022



## 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", "ZENITH", "ZENSE", "ZOUL", "ZEEN", "VERSA" and "ZENOS"

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.

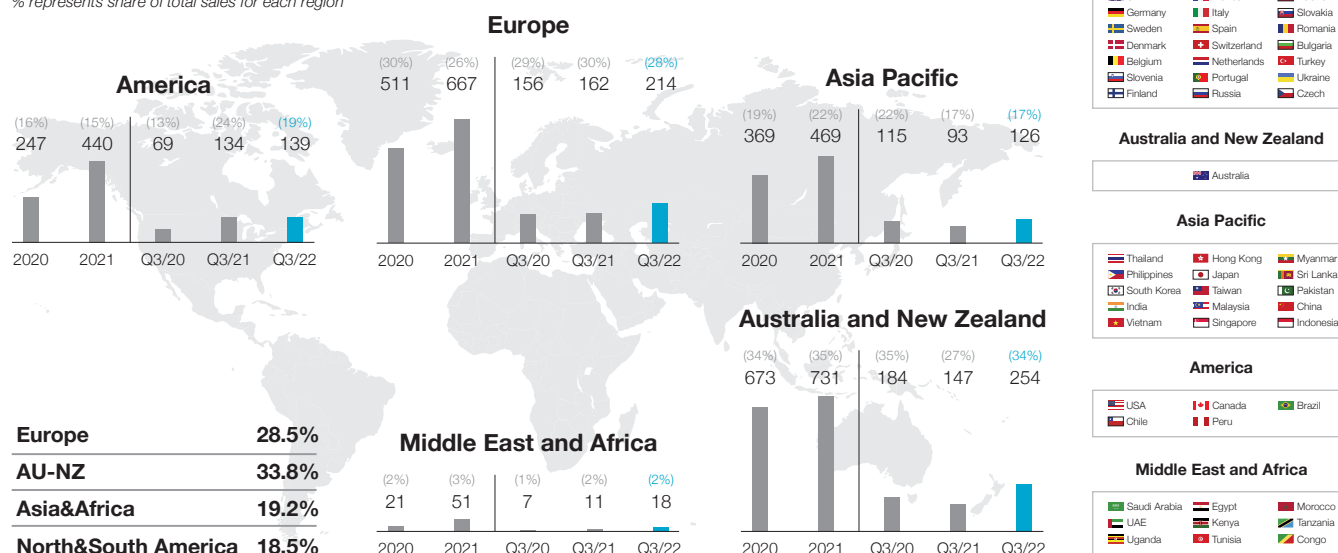
# SALES AND DISTRIBUTION

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	JUL-SEP				
	2022	2021	2020	2019	2018
REVENUES	763	554	538	467	452
NET INCOME	116	51	21	25	13
EBITDA	169	106	60	74	61
EBIT	124	60	13	26	13
ASSETS	3,037	2,942	2,775	2,575	2,551
LIABILITIES	1,017	1,061	1,031	769	800
SHAREHOLDER'S EQUITY	2,020	1,881	1,743	1,806	1,751
ROE (%)	19.33	16.39	1.03	11.62	6.77
ROA (%)	13.14	12.01	-0.13	8.93	5.64
D/E Ratio	0.50	0.56	0.59	0.43	0.46

# 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)

