



OPPORTUNITY DAY Q3/2023

December 22nd , 2023

DISCLAIMER

The following presentation may contain forward looking statements by the Management Team of Thai Optical Group Public Company Limited (the Company), related to financial or other tendency for future periods, compared with the results for previous periods.

Some of the statements contained in this presentation that are not historical facts but it are statements of future estimations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. Disclaimer information is based on management's current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be constructed as a representation as to future performance of the Company. In addition, such statements should not be regarded as a forecast or projection of future performance of the Company. It should be noted that the actual performance of the Company may vary significantly from such statements in this presentation.

AGENDA

- **Corporate & Business Overview**
- **Financial Performance**
- **Growth Drivers & Outlooks**
- **ESG**



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Corporate Overview

TOG is a spectacle lens manufacturer with strong track record 60-year history.

We serve business customers both in Thailand and internationally, across 50 countries, over 6 continents.



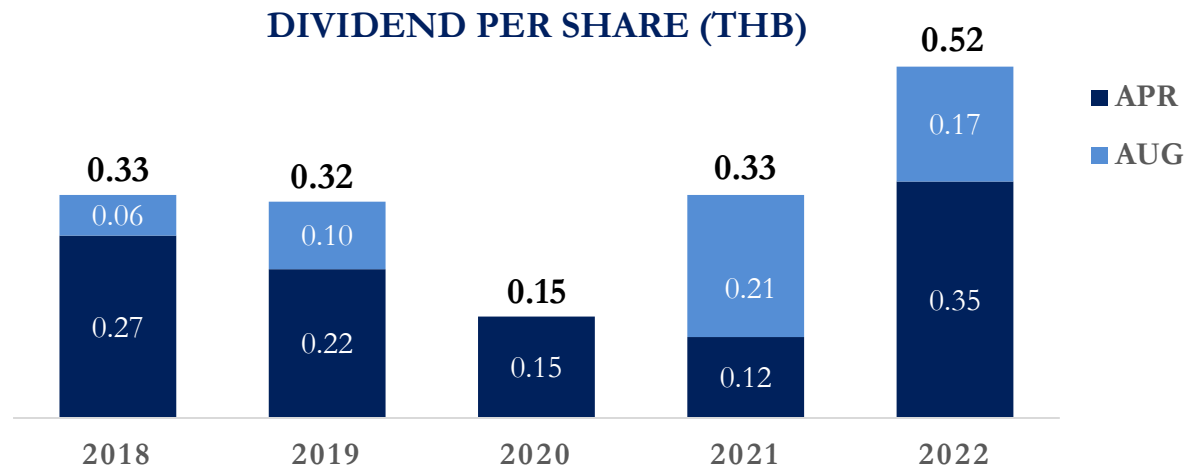
TOG Mission

We intend to become a leading, sustainable, independent manufacturer with a global reputation for:

- Consistent service excellence
- Ease of doing business
- Supplying the best value on time every time

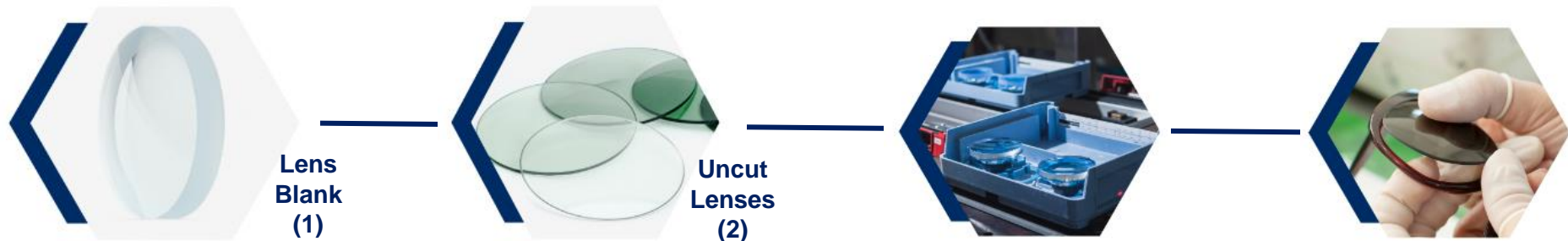
TOG Dividend Policy

Not less than 40% of its consolidated net profit after deduction of all specified reserves



Business Overview

TOG offers a wide variety of lens materials designed to correct refractive errors, causing impaired vision both near- and far-sightedness, astigmatism and presbyopia.



Standard Lenses

(1),(2)

Refractive index

Materials: 1.50,

1.50X400

Value-Added Lenses

(1),(2)

High refractive indexes

and special materials:

1.60, 1.60 Fortis, 1.67,
1.53 Trivex, 1.74 LeafEco,

Bluloc

Prescription Lenses

(Rx)

Individually customized
lenses

Other Products & Services

Supply services and
trading products

AGENDA

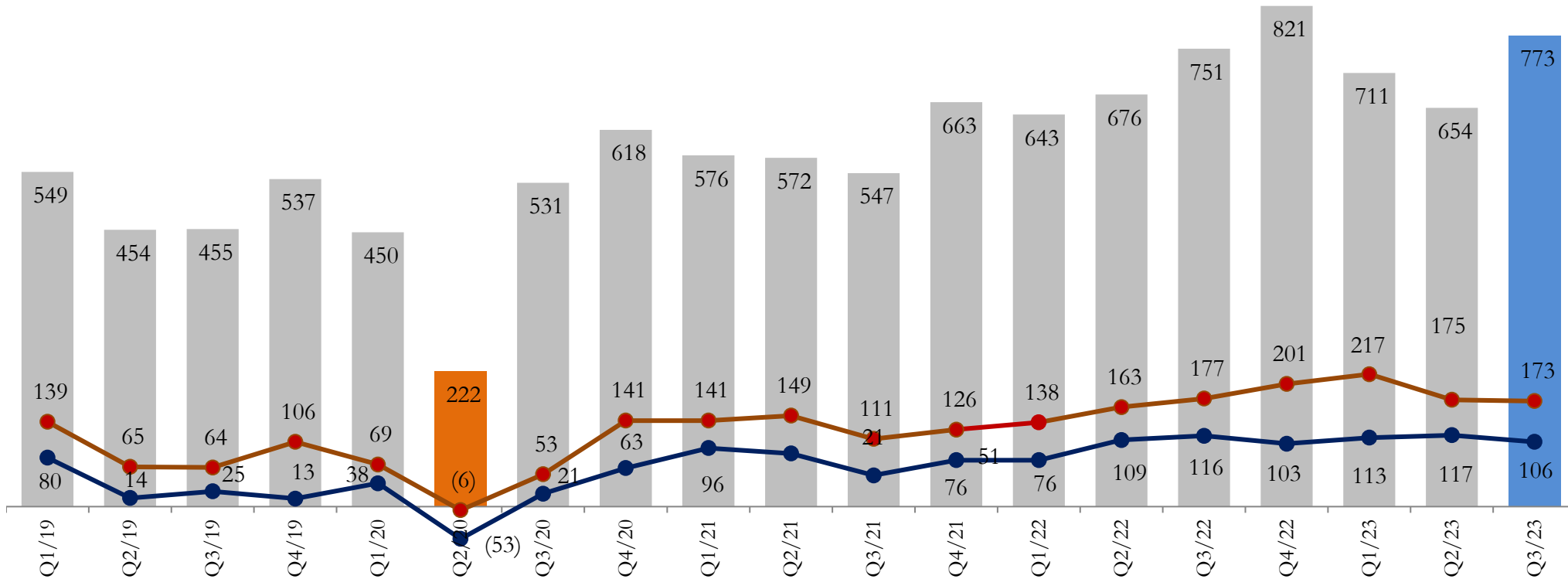
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Historical Financial Summary (Quarterly)

Unit: THB million

■ Sales ● Gross Profit ● Net Profit

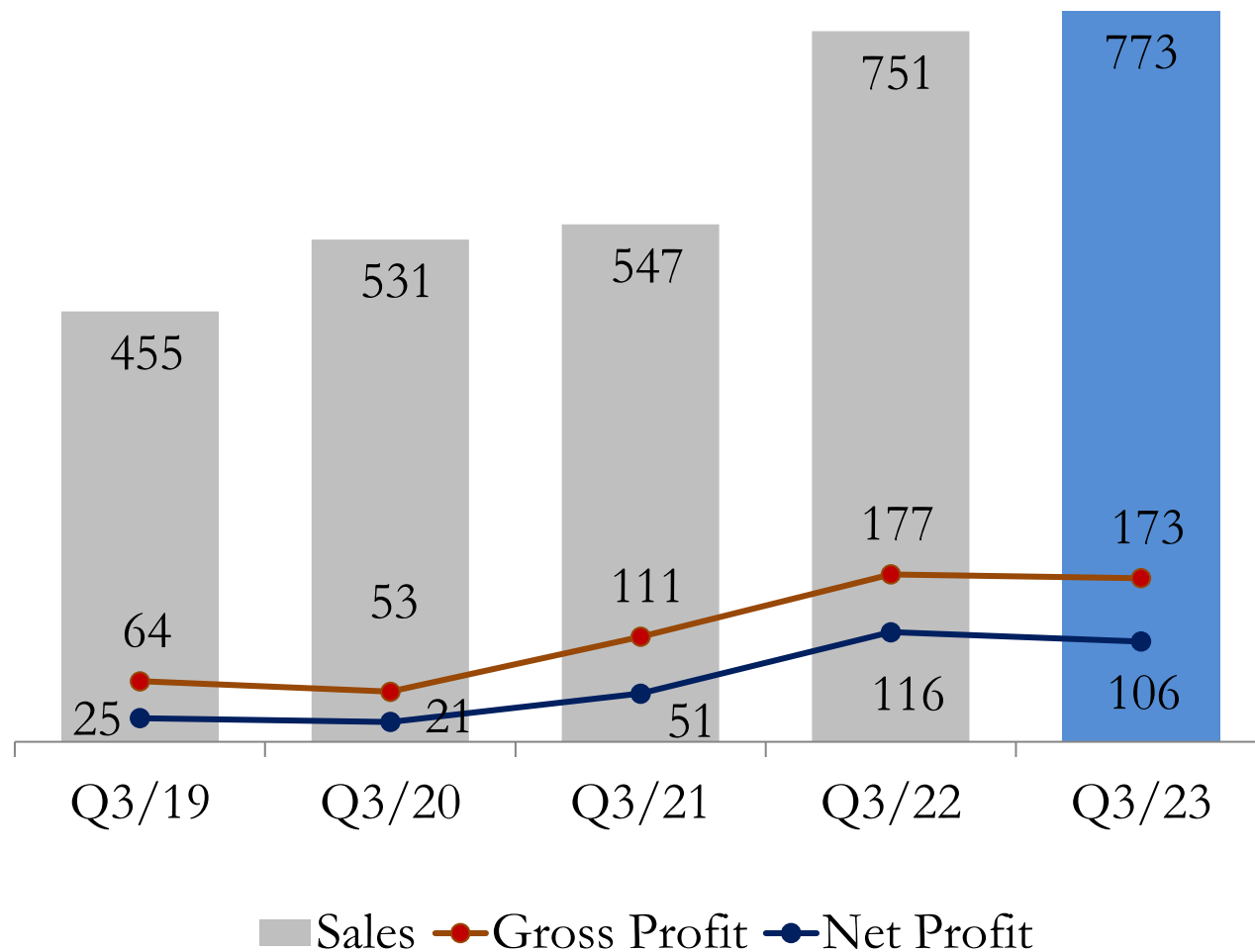


Risk factors matter the gross profit:

Q2/20 Interruption of business activities as a result of the effects of COVID-19

QOQ Financial Performance

Unit: THB million

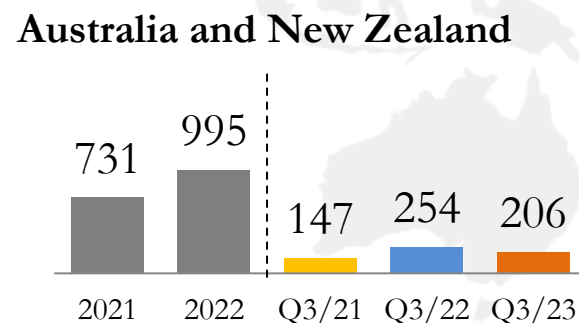
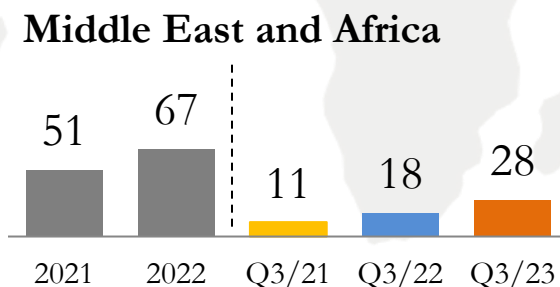
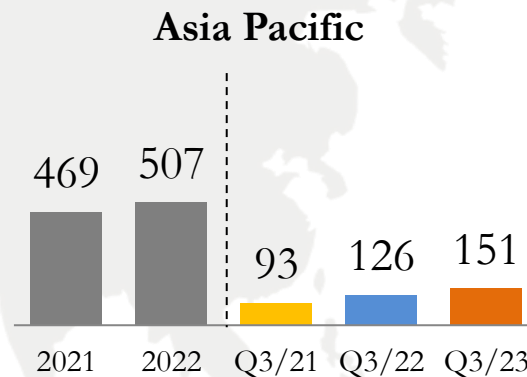
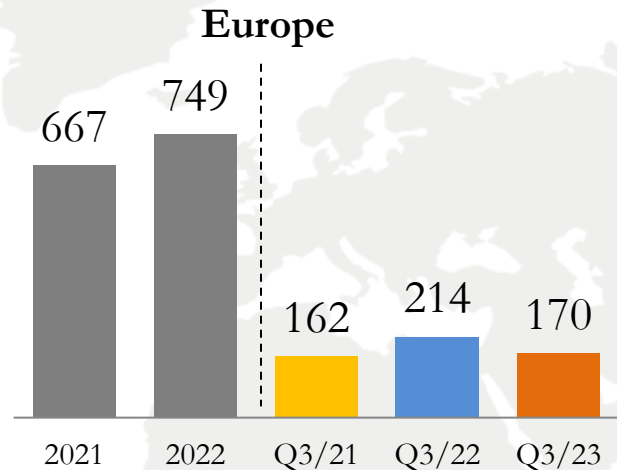
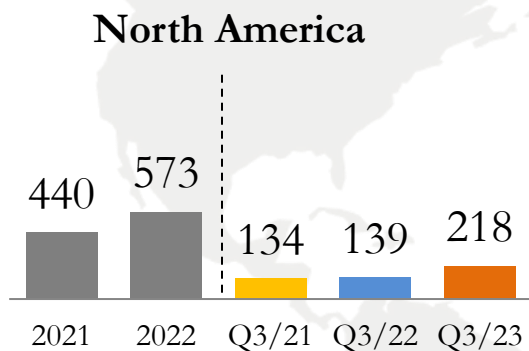


Q3/2023 Results (Consolidated)

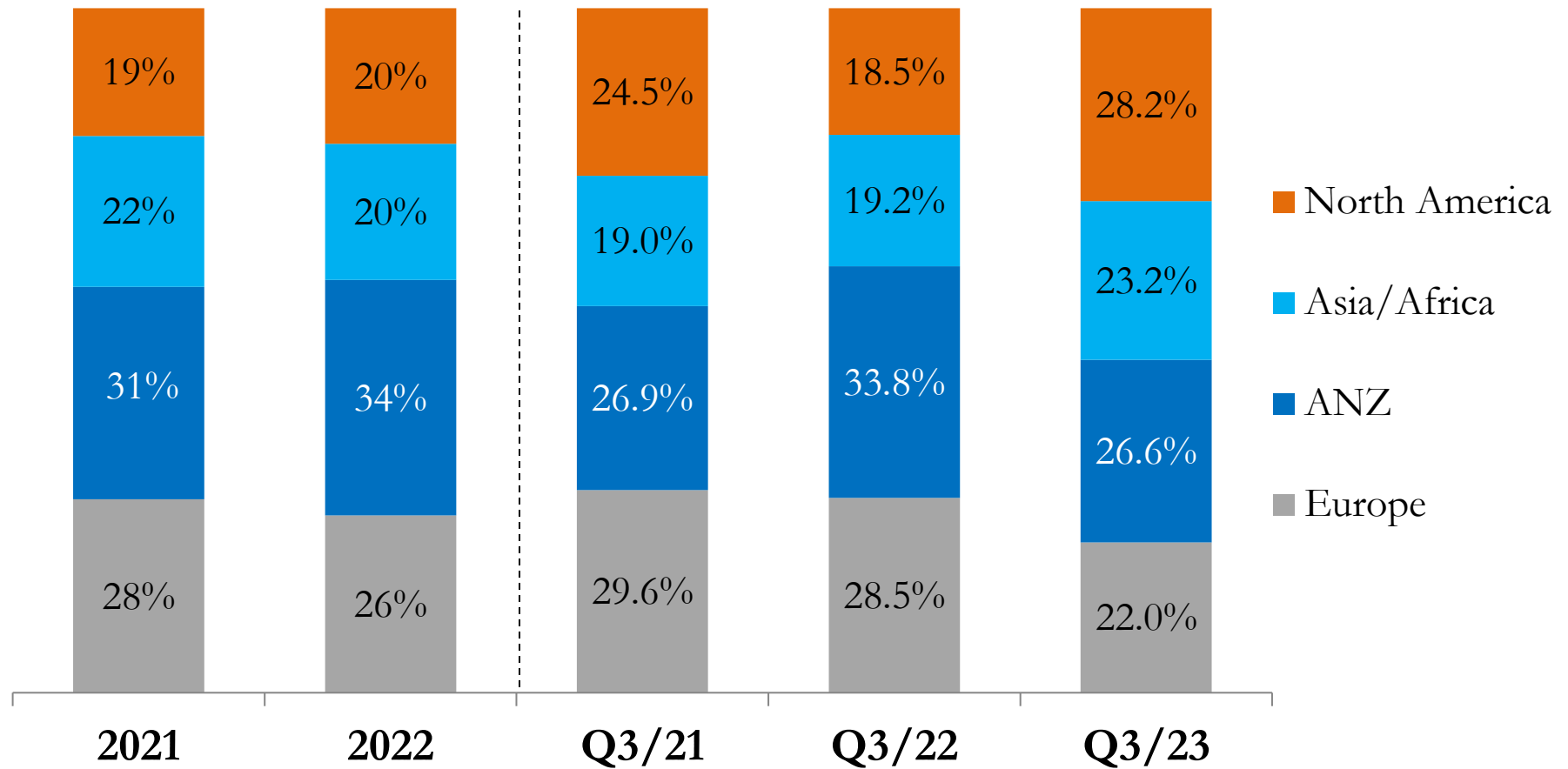
<i>Unit: THB million</i>	Q3/22	Growth	Q3/23
Revenue from sales and services	751	2.9%	773
Gross profits	177 23.6%	-2.1%	173 22.4%
Net Income	116 15.4%	-8.0%	106 13.8%
EBIT	123 16.3%	7.4%	132 17.0%
EBITDA	168 22.4%	3.4%	173 22.5%

Q3/2023 Strong Revenue Growth in NA

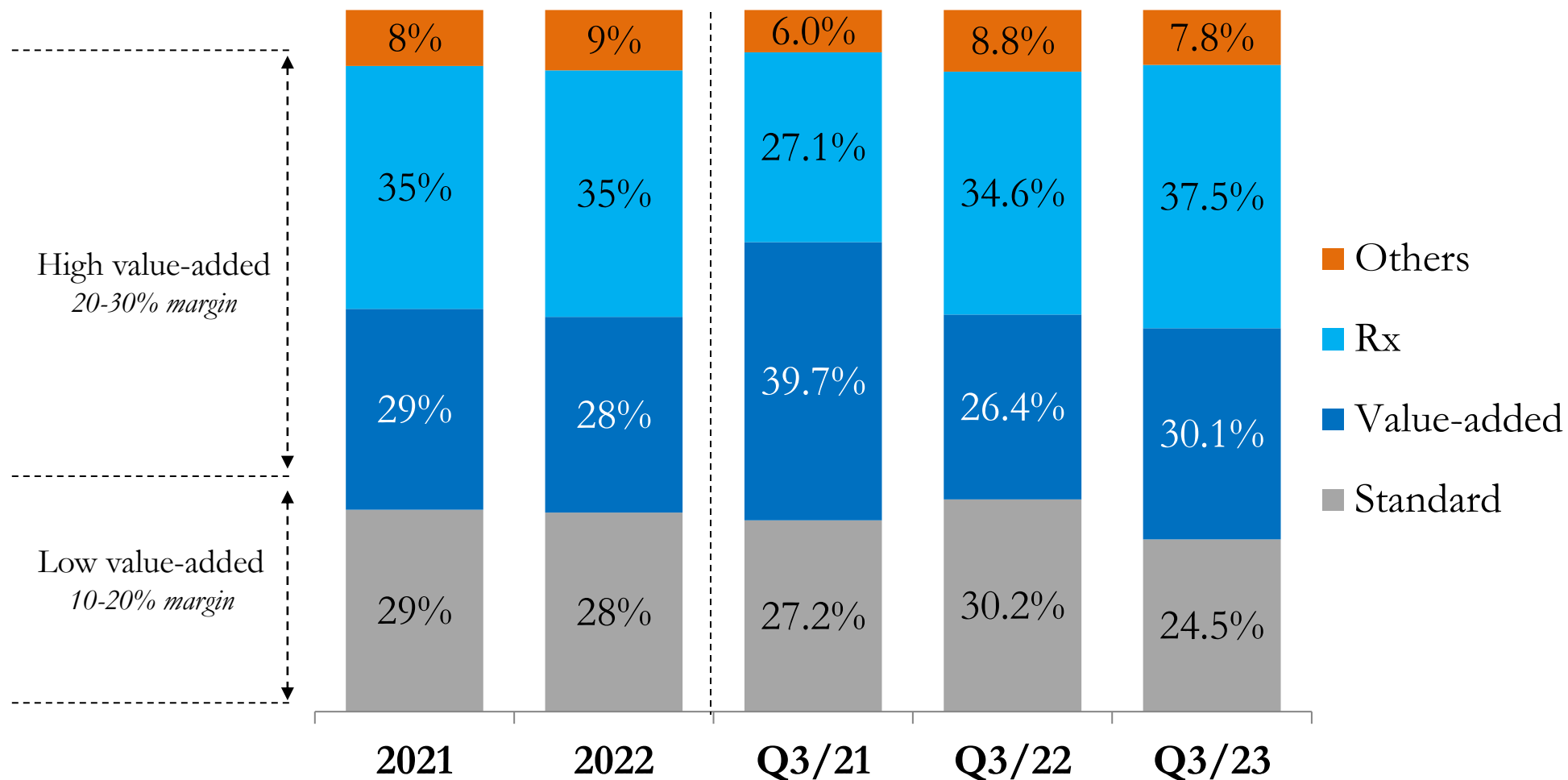
Unit: THB million



Q3/2023 Strong Revenue Growth in NA



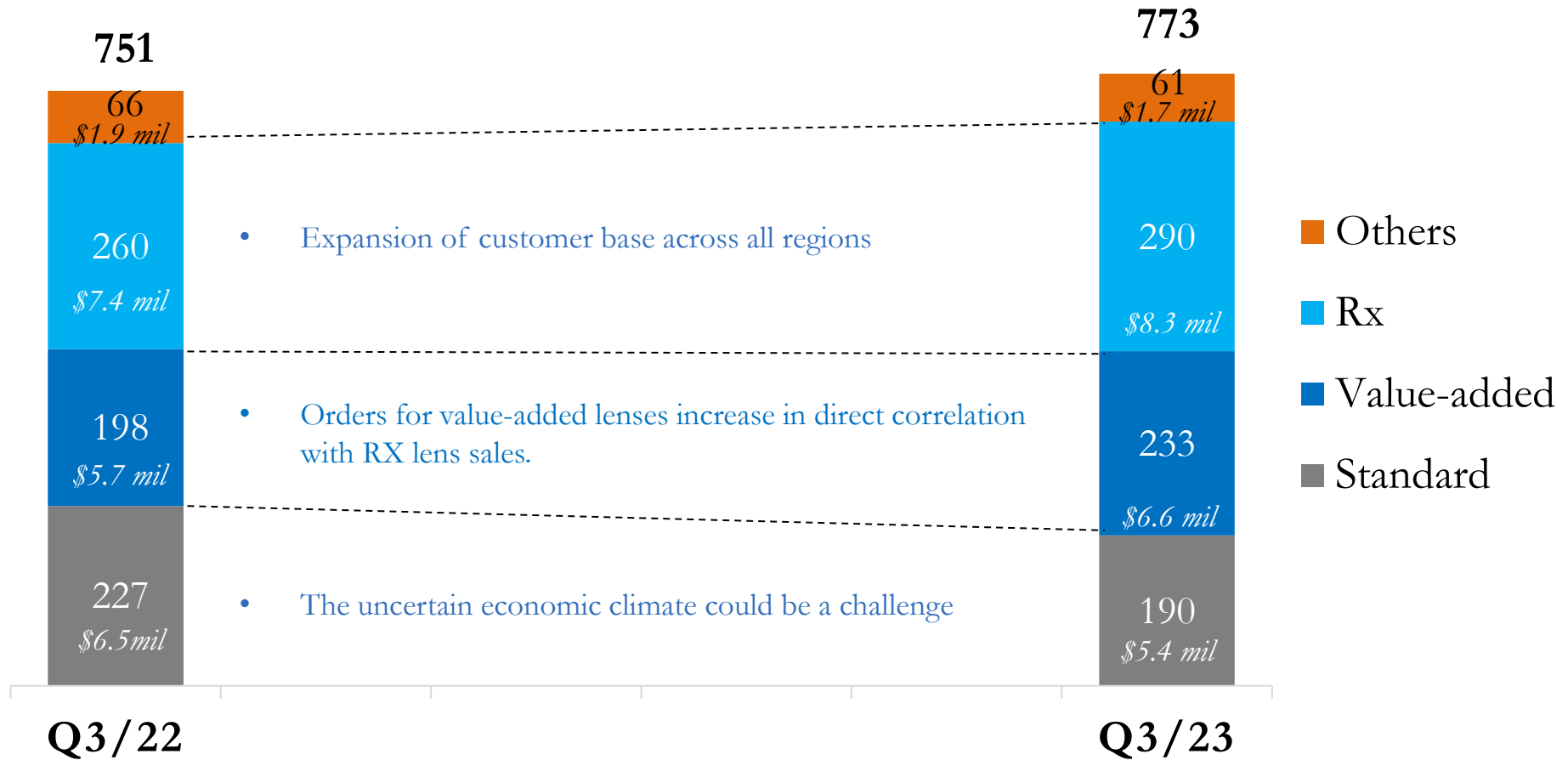
Q3/2023 Driven by Rx & Value-added



Q3/2023 Mirror steady growth and stability

Exchange Rate

Q3/23 = 35 THB/USD



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2023 Growth Drivers

- **Expand customer base** across **all regions**.
- Accelerate **responsive supply**, with **variety of products**, via **distribution centers in the US and in Europe**.
- Deploy **automated operation and data systems**, with lean principles, to **increase efficiency and capacity**.
- **Expand Prescription Lenses (Rx) production**, to respond to **new business opportunities** promptly.
- **Develop advanced products and working solutions**, for business partners to conveniently be able to access all quality products and service.
- **Sustainability** is a cornerstone of our business operations.

2023 Outlooks

Efficiency Maximization

- Accelerate **efficiency maximization** to mitigate the impact of **increasing production costs** from raw materials and the potential raise in the **minimum wage**.
- Utilization of **1.9-MegaWatt Solar Photo Voltaic Rooftop** at TOG to mitigate rising electricity costs and **GHG-Greenhouse Gas Emissions**.



2023 Outlooks

Production Capacity Expansion

- Increase the capacity headroom of **Prescription Lenses (Rx)** by 30% to accommodate potential business growth.



2023 Outlooks

TOG is listed as Asia's Best Under A Billion 2023.

- Thai Optical Group; TOG selected as one of the Thai public companies listed in Asia's Best Under A Billion 2023 that outperformed despite stiff global headwinds like inflation and rising funding costs.



2023 Business Update

NEW PRODUCT LAUNCHED IN 2023



1.60 Fortis is an innovative material for thinner, lighter, clear, more impact resistant lenses, than conventional 1.60.

An innovation in impact resistant lenses

25% CLEARER
THAN POLYCARBONATE

14X STRONGER
THAN 1.60 MR8 LENSES

PASSES
DROP BALL TEST



Clear



Light



Strong



Thin

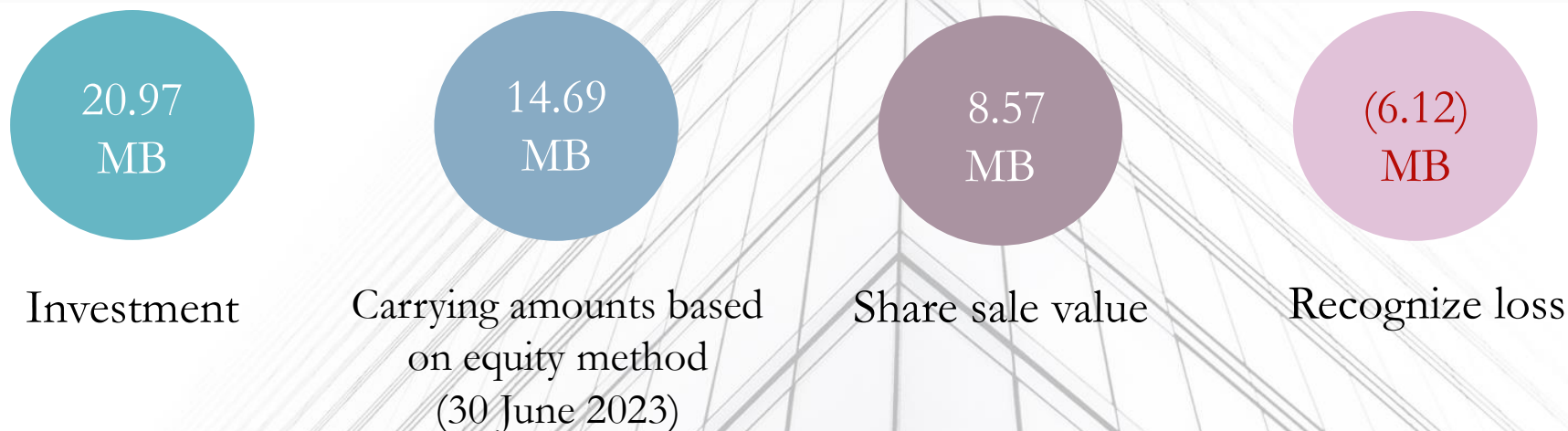
Durably strong and suitable for everyday lifestyles, both indoors and on the go!

2023 Business Update

Divestment of MVISION Singapore

In 2010, TOG acquired a 33% stake in an associated company namely, **MVISION OPTICAL PTE. LTD.**, Singapore (“**MVISION Singapore**”), a manufacturer and distributor of prescription lenses (Rx lenses).

On 9 August 2023, TOG’ board had approved the resolution to divest all shares. It’s expected to be completed within Q3/2023.



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Sustainable Development

At TOG, we **'Craft with Care'**
and help people around the world
lead **healthier and more fulfilling lives,**
through the power of sight.

Healthier Living is foundation of sustainability
for all; employees, partners, customers, consumers,
communities and environment.





'Craft with Care'

- **Caring for Environment:** Responsibly, efficiently utilize resources. Dispose waste properly. Minimize environmental impact.
- **Caring for People:** Build strong lasting relationships among people for responsible practices.
- **Caring for Performance:** Strive for continual efficiency improvement in sustainability performance and maintaining long-term business viability.
- **Caring for Partnership:** Actively collaborate with business partners, customers and all sectors to create positive change toward a sustainable future.



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