

## **TOG moves into emerging markets, driving sales of RX lenses**

***TOG has moved into emerging markets, generating lens sales via TOG USA and TOG EUROPE distribution centers, and pushing sales of RX lenses for continuous business growth.***

TOG CEO, Torn Prachartam, has announced the company's financial results for the first quarter of 2023. The company's revenue from sales of goods and services totaled 720 million Baht, constituting an increase of 11% from the same period last year, with a net profit of 113 million Baht, representing a 48% reduction from the same period of the previous year, from the increase in sales revenue and the decrease in cost of sales and services.

Amidst the uncertain global economic climate, this year, arising from cost of living crisis in many countries and other political tensions, business conditions appear detrimental to business growth. However, TOG sees opportunity, and is continuing to work on TOG's strategic plan, to accelerate responsive supply, with a variety of products via our subsidiaries, TOG USA and TOG EUROPE, to better support distribution across wider market areas.

Furthermore, we are fully focused on the expansion project, to increase Rx lens production capacity, to support new business opportunities. Accelerating investment in the RX lens production line, we are on schedule for completion in the second half of this year.

## TOG Business Overview

TOG manufactures spectacle lenses, classed as essential consumer goods. One of TOG's missions is to be a leading and sustainable ophthalmic lens manufacturer, with a global reputation for consistent service excellence. With a strong track record of over 60 years, TOG production is based in Thailand, a lens-manufacturing hub in the region, and plays an important role in the global lens business. TOG serves customers in over 50 countries, across 6 continents.

## About TOG

The company's core business comprises four units: Standard lenses, Value-added lenses, Prescription lenses, and Other lens-related products. In addition to being the first Thai company to manufacture lenses for domestic and international original equipment manufacturers (OEMs), TOG markets products under its own brands: 'TOG', 'EXCELITE®', 'ONE', 'DISCOVERY', 'PROGRES HD', 'FREEDOM', 'MAXIMA', 'SHADE', 'ZAPHIRE', 'BLULOC', 'ZENOS', 'ZENITH', 'ZENSE', 'ZOUL', 'ZEEN' and 'ZEREZ'.