

**TOG targets sales growth of 5-8% in 2023,
by accelerating expansion of customer base in all regions**

TOG is targeting a sales growth of 5-8% in 2023, by accelerating customer base expansion in all regions, particularly in North and South America, and the Middle East, via TOG USA and TOG EUROPE distribution centers.

TOG CEO, Torn Prachartam, has announced the company's financial results for the third quarter of 2023. The company's revenue, from sales of goods and services, totaled 2,980 million Baht, constituting an increase of 21% from the same period last year, with a net profit of 404 million Baht, representing a 30% increase, which was rationalized by the global economic recovery due to the COVID-19 epidemic situation.

In 2023, the company expects a growth in sales of 5-8%, compared to the previous year, from the expansion of new customer bases in all regions, particularly in the Americas, Canada and the Middle East, which are seeing continuous growth, via TOG USA and TOG EUROPE distribution centers, subject to economic and other various factors which may arise, in the future.

In countries with eye health insurance, it is expected that lens-buying behavior may shift from value-added lenses to more standard lenses, due to the impact of the economic crisis and geopolitical conflict.

China's lockdown relaxation policy has, thus far, not had an effect on TOG business. Due to the need for business partners to manage risks in the lens supply chain, the company continued to receive orders for lenses from end 2022 into the first quarter of 2023.

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 part 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 'VERZA'.