



FY2025 Q3 Financial Results Presentation

OPTEX GROUP CO., LTD.

November 14, 2025

(Tokyo Stock Exchange Prime Market Securities code: 6914)

<Disclaimer>

The forward-looking statements, including OPTEX GROUP CO., LTD.'s operating results, strategies, and business plans, contained in these materials are based on judgments and assumptions posited on information available at the time of the presentation. There is a possibility actual operating results will differ materially from the projections described herein as a result of uncertainties contained within these judgments and assumptions, and changes in the Company's management of its businesses or changes in domestic and overseas business conditions in the future.

[Reference] Overview of Our Business Segments

Sensing Solution Business (SS)

- **Security Sensors segment** : Intrusion detection sensors for homes, businesses, and large critical facilities
- **Automatic Door Sensors segment** : Automatic door sensors, shutter sensors for factories and warehouses
- **Social & Environmental segment** : Vehicle detection sensors for parking lots and water quality measurement sensors for factories and water purification plants

Industrial Automation Business (IA)

- **FA segment** : Sensors for factory automation which help automate factory production processes and save labor
- **Inspection Lighting segment** : Lighting that helps improve the quality of inspections during factory inspection processes
(Former MVL segment)
- **Industrial PCs segment** : Embedded boards for semiconductor manufacturing equipment and tracking cameras for airports
(Former IPC segment)
- **Automation Systems segment** : Automotive secondary battery manufacturing equipment
(Former MECT segment)

Electronics Manufacturing Service Business (EMS) : Manufacture of the Group's products/
equipment electronics manufacturing service

1. FY2025 Q3 Overview of Financial Results

2. FY2025 Consolidated Earnings Forecasts

3. TOPICS

Key Points of the Announcement

SS Business : Sensing Solution Business
IA Business : Industrial Automation Business

Financial Results of FY2025 Q3

Net Sales

- Increased 1.5% year on year.
- The Sensing Solution (SS) Business achieved strong sales of security sensors for large critical facilities. They absorbed negative effect of poor sales related to automation systems and industrial PCs in the Industrial Automation (IA) Business.

Operating Income

- Increased 13.9% year on year.
- The main factor was a significant improvement in the overall cost ratio, driven by a sharp increase in sales of high value-added products in the SS Business and a decline in the sales mix of the automation system segment and industrial PCs segment in the IA Business, which have relatively higher cost ratios.

Consolidated Earnings Forecasts of FY2025

- No changes in the earnings forecasts for the full year.
- U.S. tariff policies have a direct impact on security sensors/automatic door sensors/vehicle detection sensors in the SS Business and inspection lighting in the IA Business, but efforts will be made to control sales prices and optimize supply chains to minimize the impact on earnings.

Summary of FY2025 Q3 Consolidated Financial Result

(Unit: million yen)		FY2024 Q3 Results	FY2025 Q3 Results	Change	Percent Change
Net sales		46,952	47,666	+714	+1.5%
Operating income (Operating income Ratio)		5,457 (11.6%)	6,214 (13.0%)	+757	+13.9%
Ordinary income		5,427	5,892	+465	+8.6%
Profit attributable to owners of parent		3,917	5,058	+1,141	+29.1%
Net income per share (yen)		110.08	142.01		
Exchange rate (Unit: Yen)	1USD	151.29	148.23		
	1EUR	164.40	165.54		

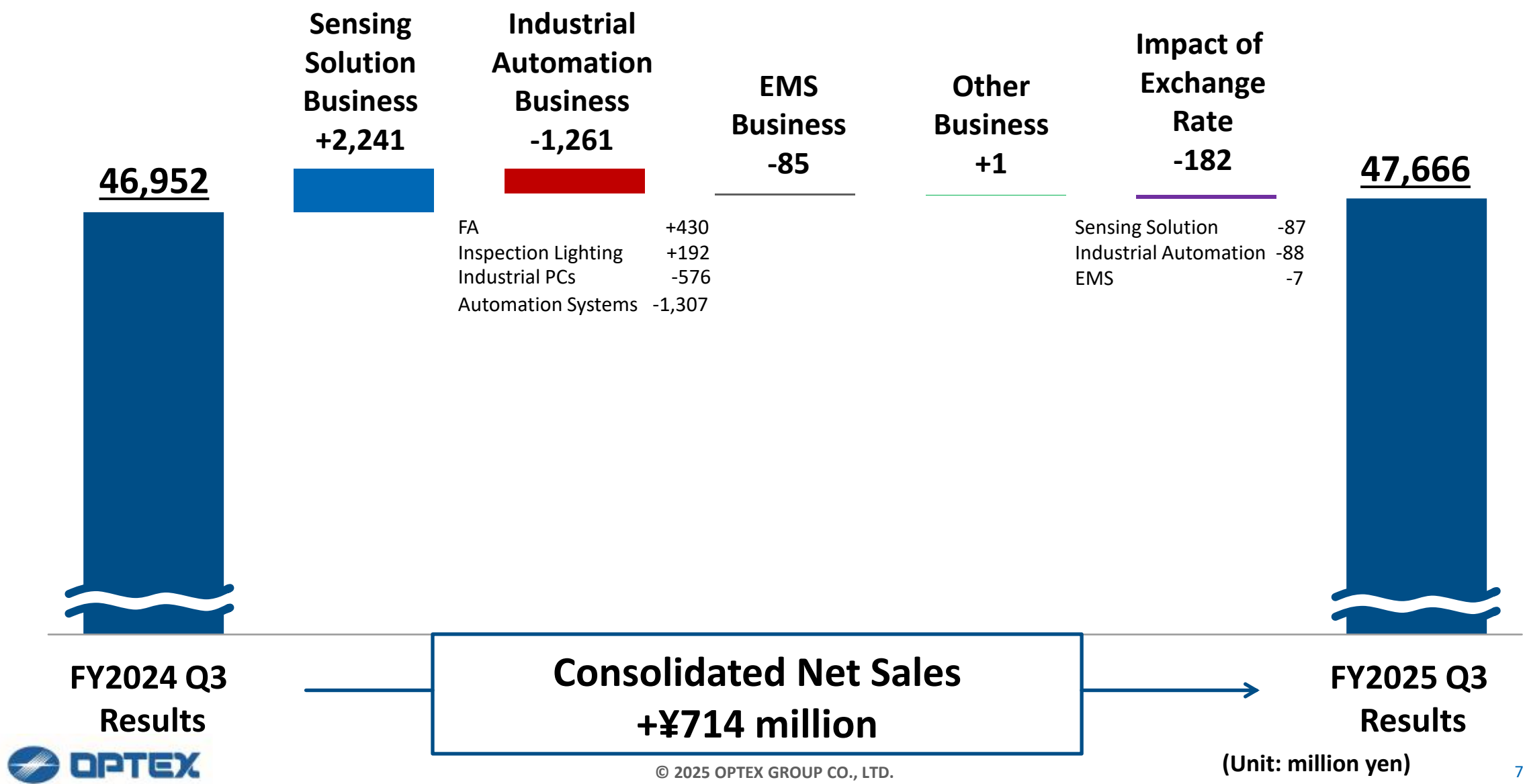
Comparison of FY2025 Q3 Consolidated Financial Result between Segments

(Unit : million yen)	Net sales			Operating income (Operating income Ratio)		
	FY2024 Q3 Results	FY2025 Q3 Results	Percent Change	FY2024 Q3 Results	FY2025 Q3 Results	Percent Change
Sensing Solution Business	21,203	23,358	+10.2%	3,240 (15.3%)	4,083 (17.5%)	+26.0%
Industrial Automation Business	24,918	23,568	-5.4%	2,588 (10.4%)	2,490 (10.6%)	-3.8%
EMS Business	748	656	-12.3%	-199	-154	—

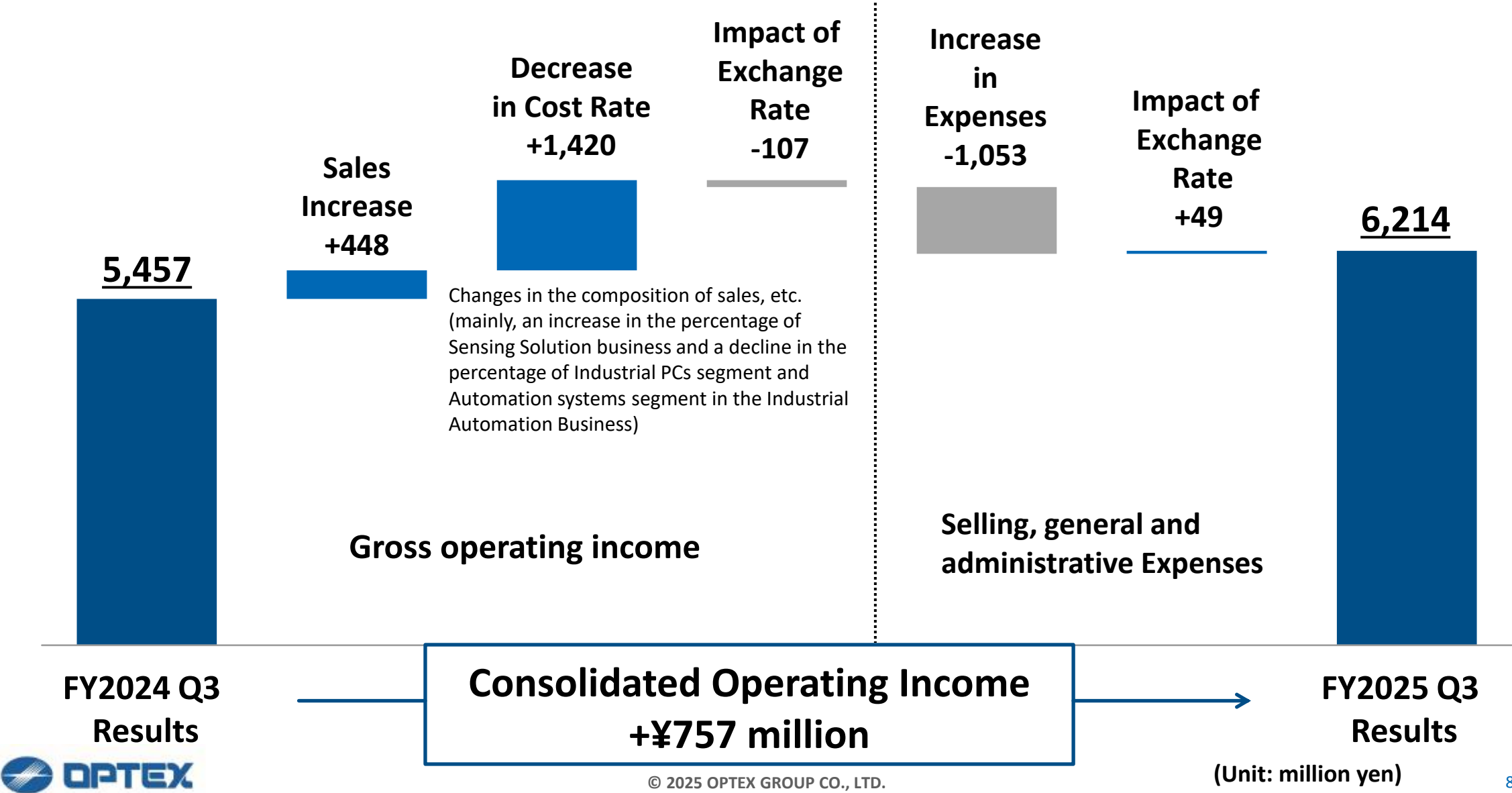
* Net sales by segment represents the figure excluding sales from inter-segment transactions.

* Operating income by segment represents the figure including operating income from inter-segment transactions.

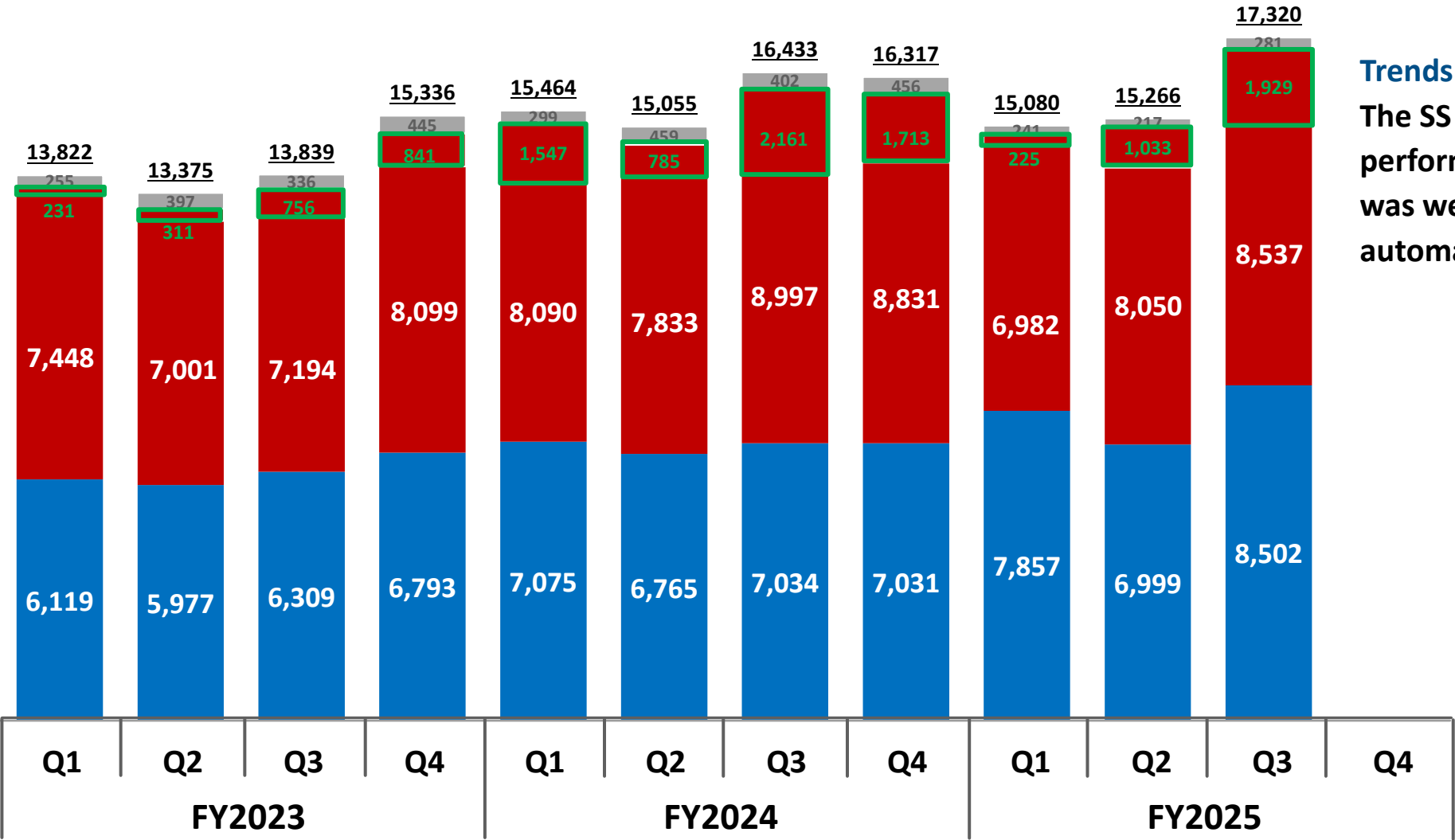
Factors of change in Net Sales (Year- on-year)



Factors of change in Operating Income (Year- on-year)



Quarterly performance - Consolidated Net Sales (FY2023 to FY2025)



Trends in the recent Q3 (July-September)

The SS Business maintained its brisk performance whereas the IA Business was weak, with the exception of large automation systems-related projects.

- EMS / Other Business
- (Automation Systems / Industrial Automation Business)
- Industrial Automation Business (IA)
- Sensing Solution Business (SS)

(Unit: million yen)



Security Sensors / Sensing Solution Business (SS)

Region	FY2025 Q3 Overview
Japan	- Demand for replacement of infrastructure-related facilities was captured. Solution sales were buoyant.
AMERICAs	- Sales of laser scan sensor for data centers were strong.
EMEA	- Sales of laser scan sensors and others for data centers and infrastructure-related facilities were solid. - Sales of products for home use were sluggish.
Asia and Oceania	- The number of projects for large-scale critical facilities such as data centers and airports increased.



Example of intrusion detection in a data center

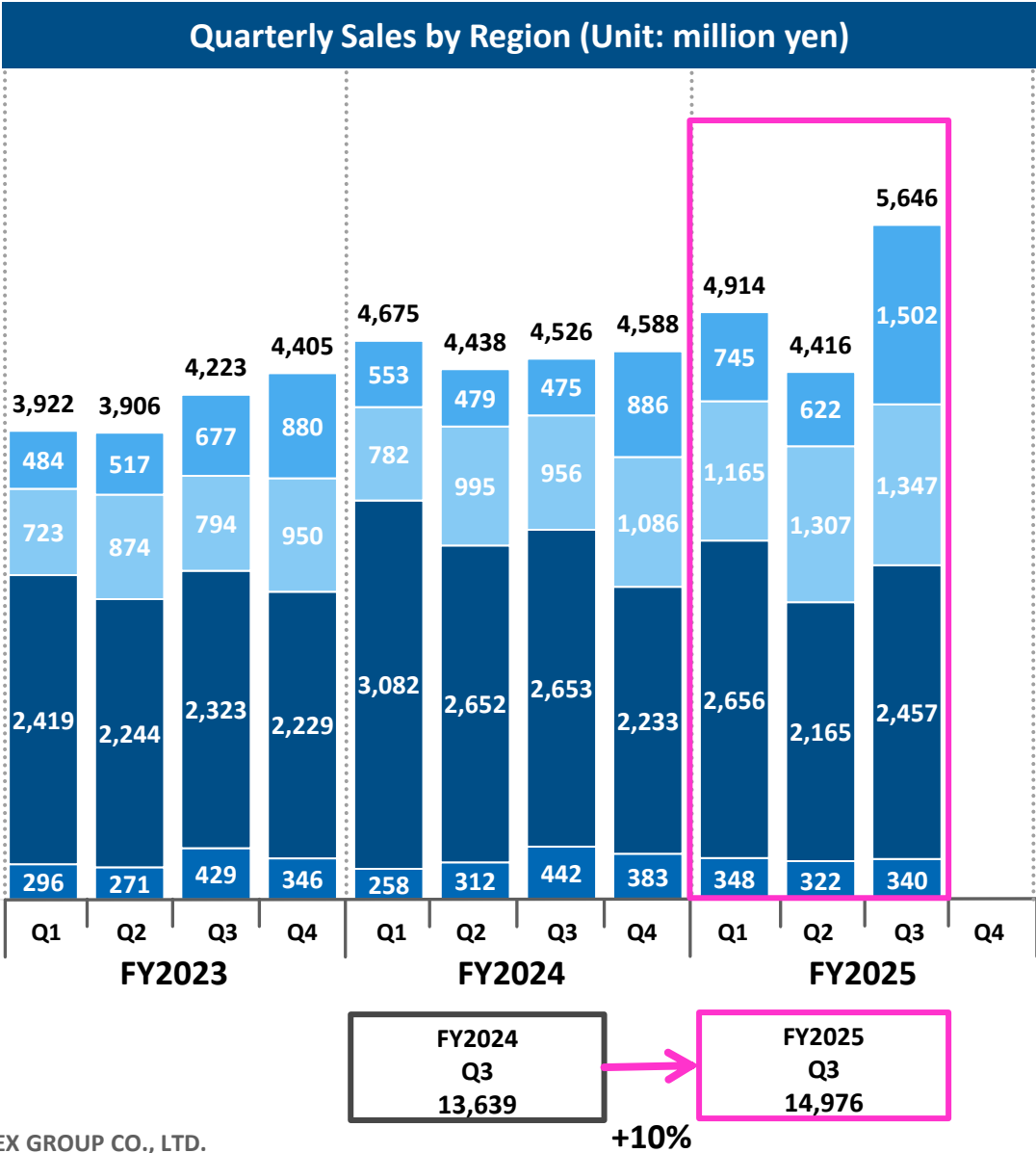


Indoor sensor



Outdoor sensor

Sensors for large-scale critical facilities



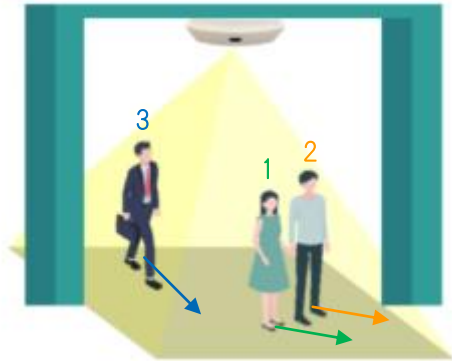
Automatic Door Sensors / Sensing Solution Business (SS)



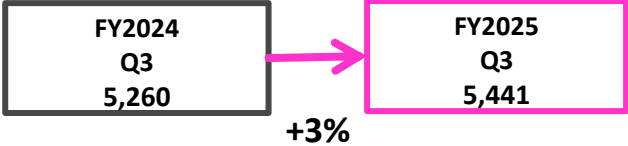
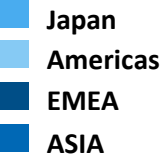
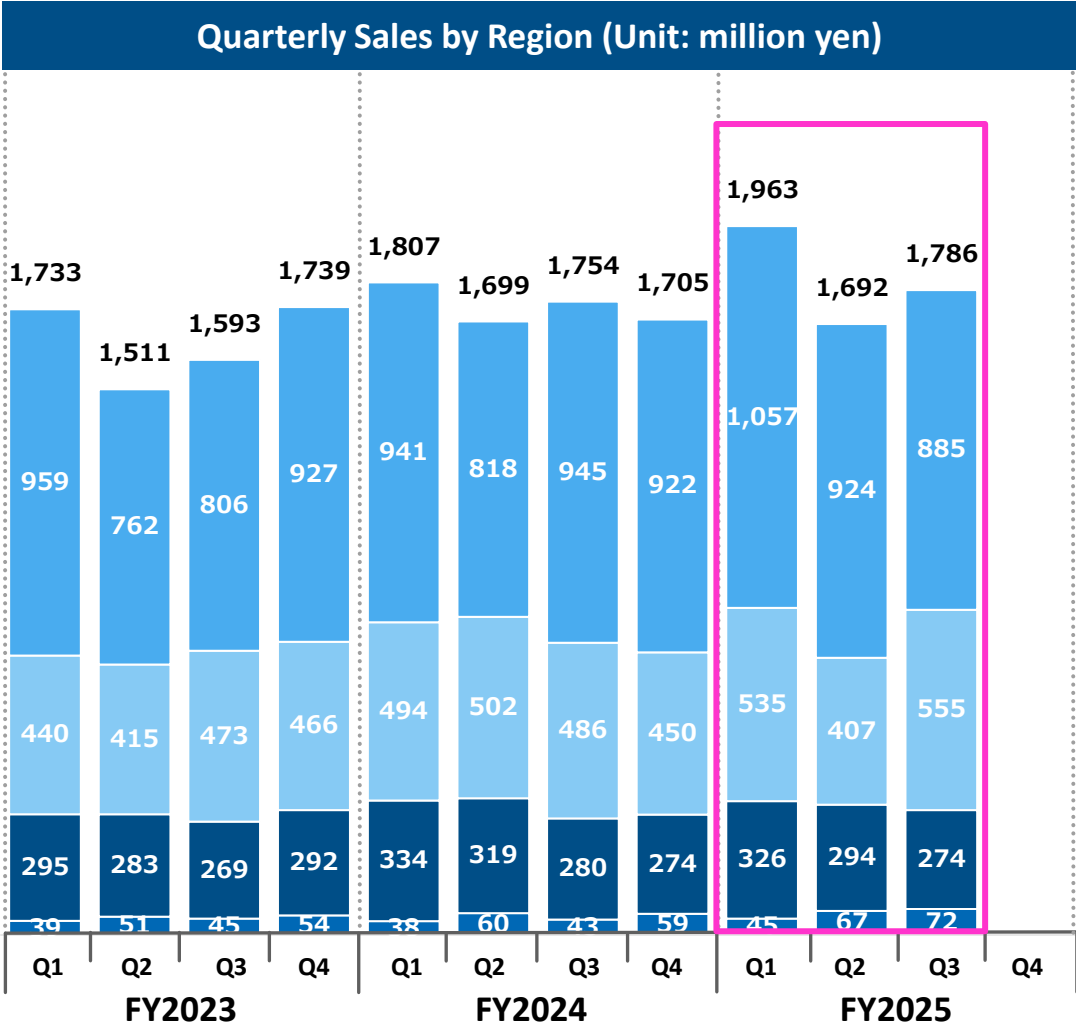
Region	FY2025 Q3 Overview
Japan	- Sales of automatic door sensors were firm.
AMERICAs	- Sales of automatic door sensors and shutter sensors for automatic door manufacturers remained at the year-ago level.
EMEA	- Sales for automatic door manufacturers were stagnant.



Automatic door sensors

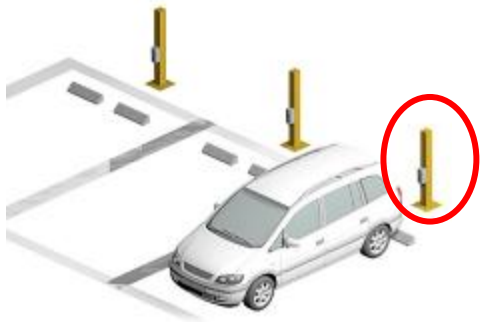


People counting systems



Social & Environmental / Sensing Solution Business (SS)

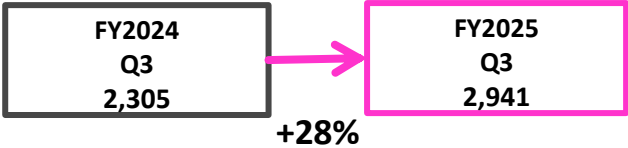
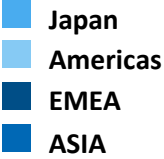
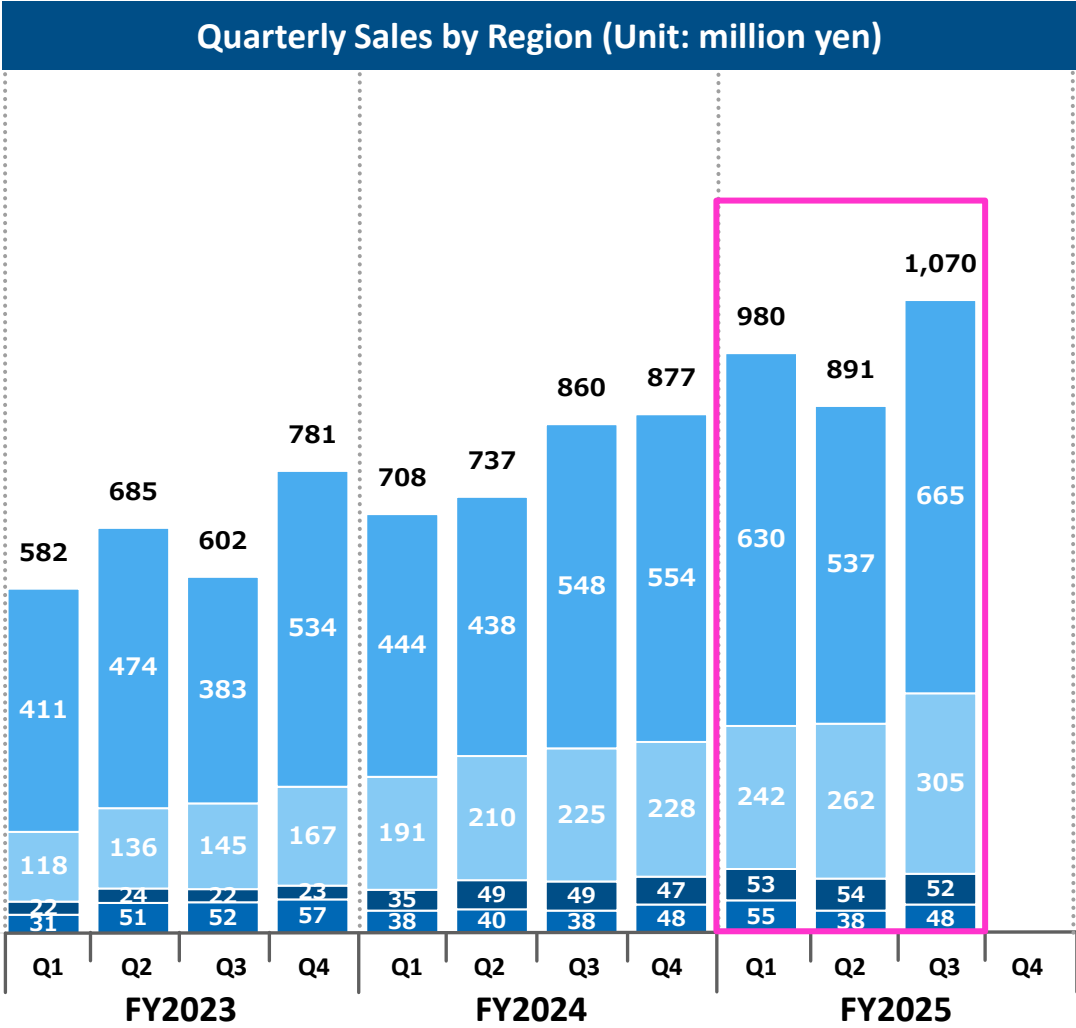
Region	FY2025 Q3 Overview
Japan	- Sales of vehicle detection sensors and solutions for parking lot systems were strong. - Sales were strong for the management service of water quality measurements.
AMERICAs	- Sales of vehicle detection sensors remained steady given use for opening and closing of parking lot gates.



Vehicle detection sensors



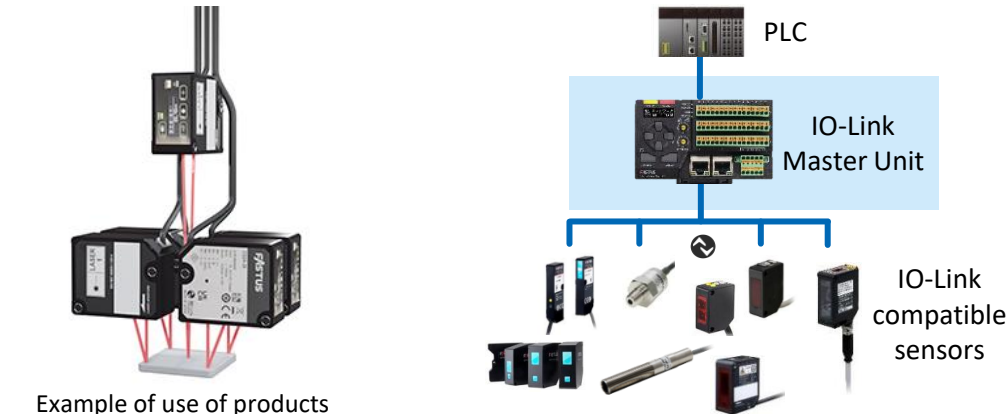
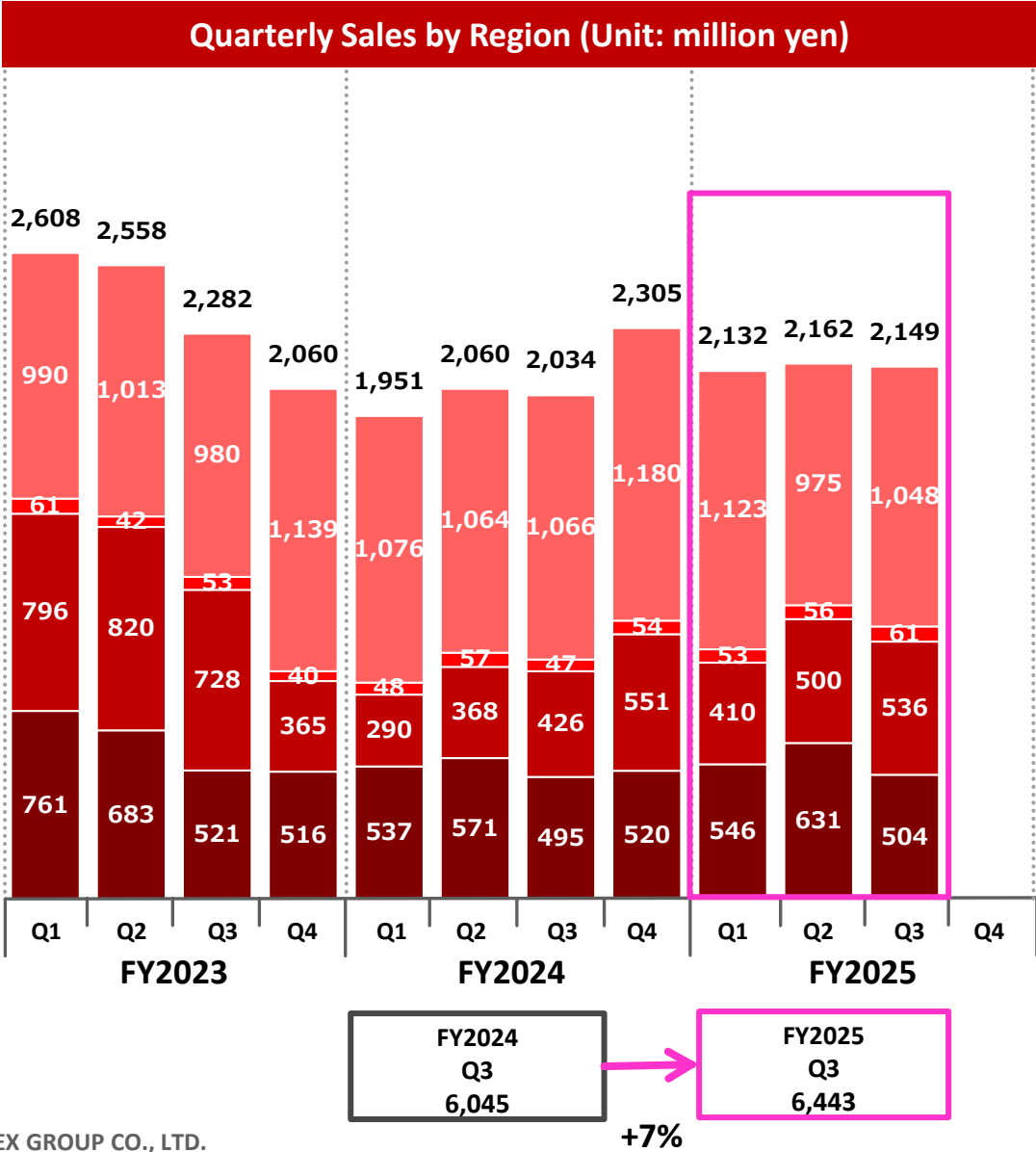
Water quality measurements



Factory Automation Sensors / Industrial Automation Business (IA)



Region	FY2025 Q3 Overview
Japan	- Sales of products for semiconductors and other electronic parts remained soft due to the impact of U.S. tariff policies.
EMEA	- Main customers' sales of products for the United States were strong. Sales of products for China recovered modestly. Performance stayed weak in Europe.
Asia and Oceania	- Demand for capital investment in China showed signs of recovering. Product strategies are being reviewed on a market-by-market basis.



Example of use of products for the semiconductor industry

Statuses of and information about various sensors visualized with IO-Link

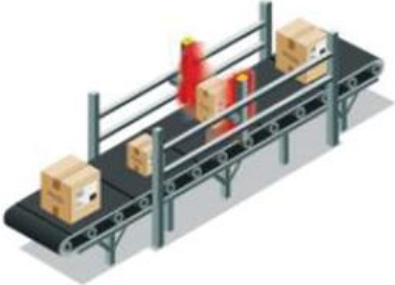


Inspection Lighting (Former MVL segment) / Industrial Automation Business (IA)

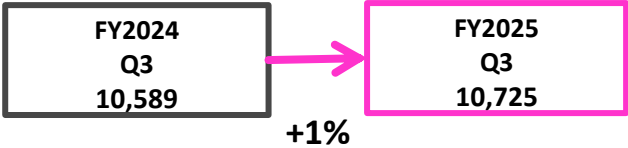
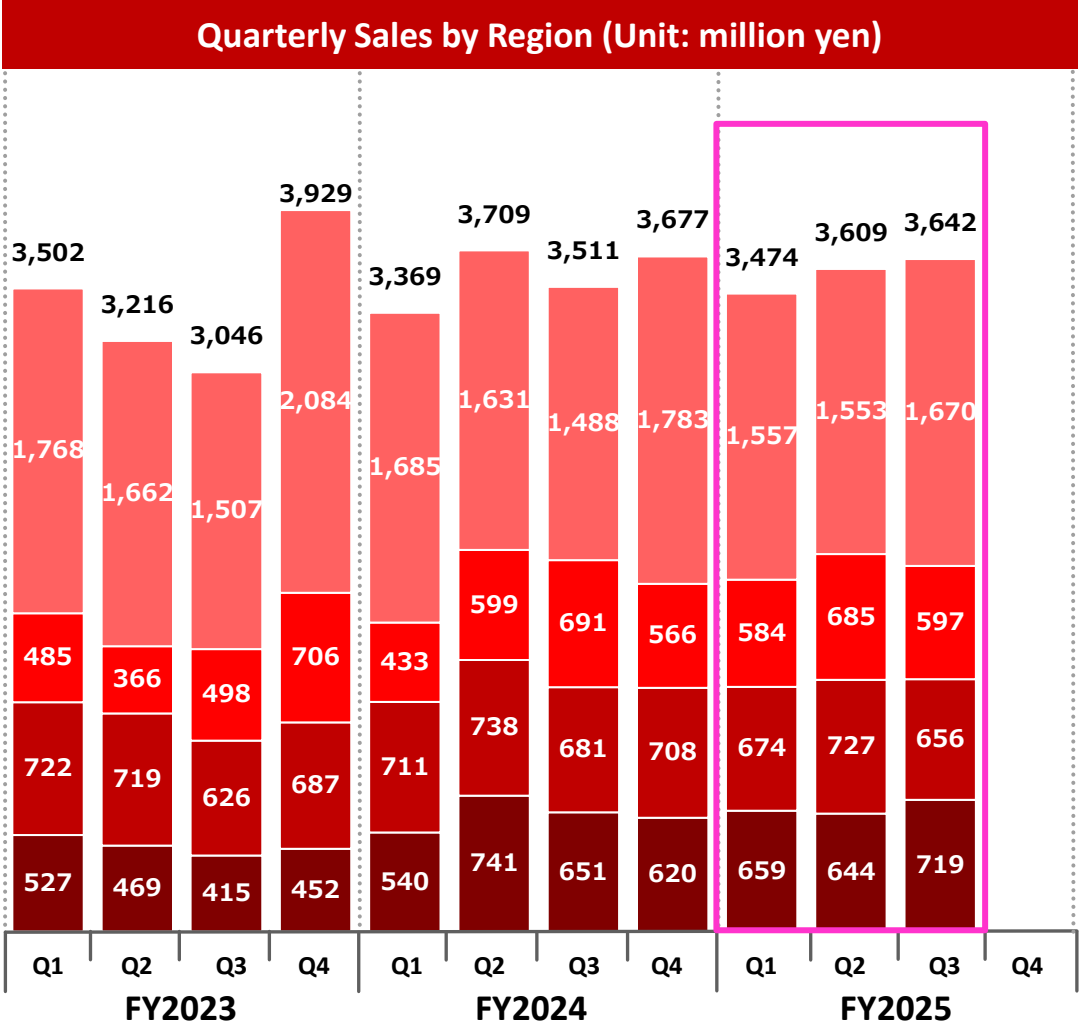
Region	FY2025 Q3 Overview
Japan	- While the impacts of the U.S. tariff policies continued, performance in the cutting-edge semiconductor area was rallying and sales were relatively brisk.
AMERICAs	- In products handled by the French subsidiary, sales for the logistics industry remained strong.
EMEA	- In products handled by the French subsidiary, sales for the logistics industry remained firm. - We will rebuild the sales system in Europe and aim to increase the market share of our products there.
Asia and Oceania	- Sales of products for semiconductors remained firm in Southeast Asia.



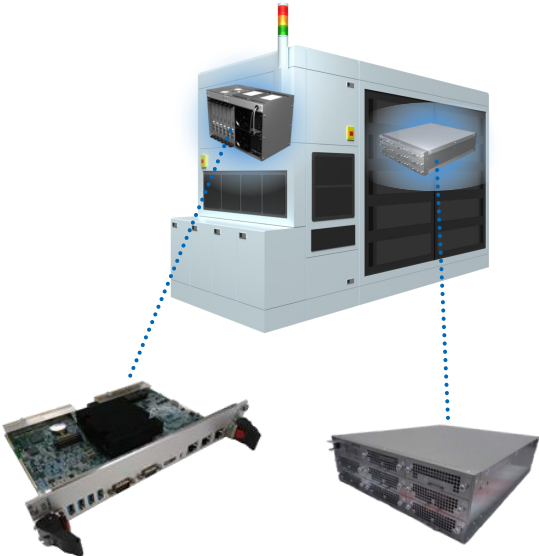
Visual inspection solution for electronic components



Use in the logistics industry



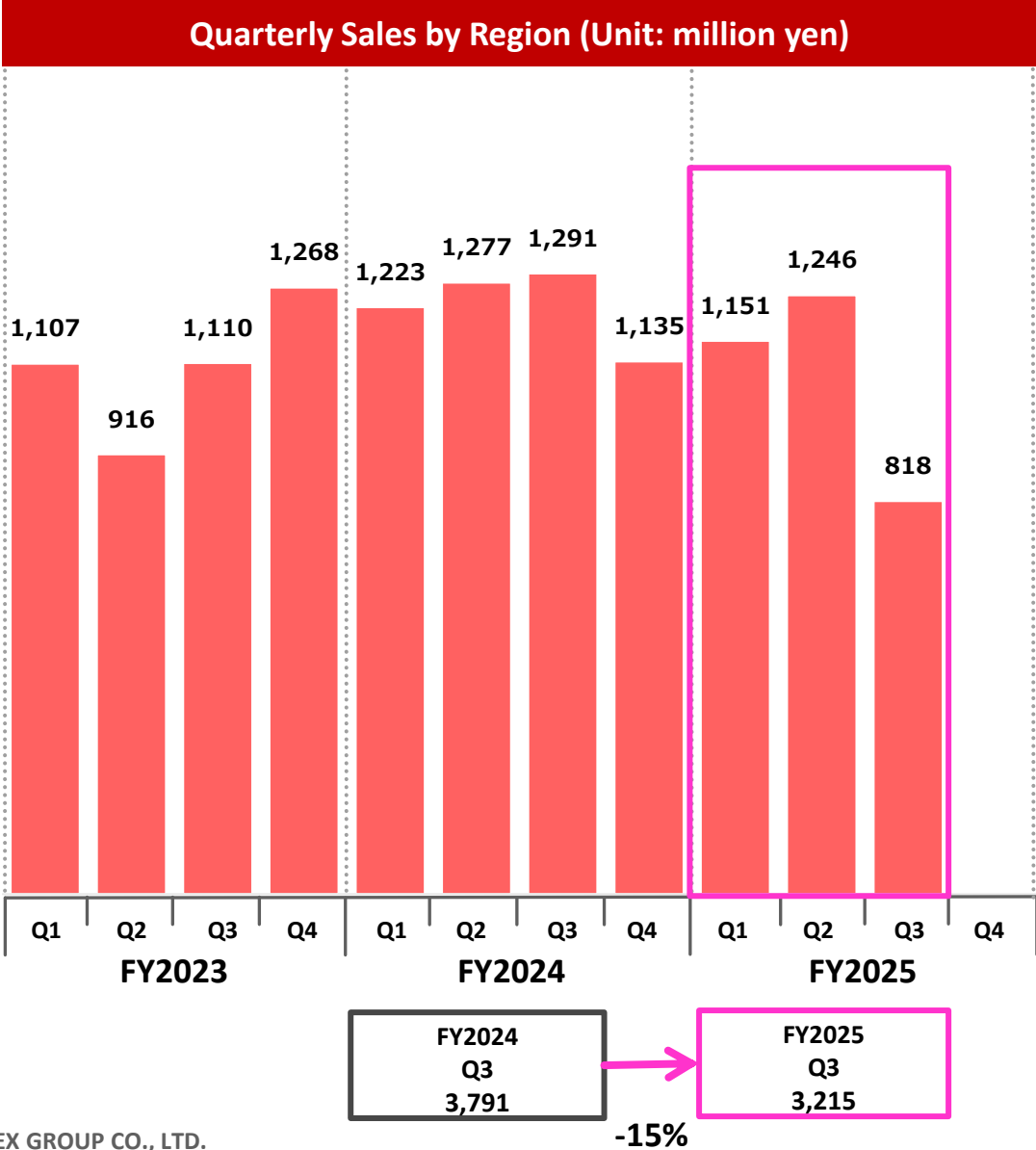
Region	FY2025 Q3 Overview
Japan	- Strong sales were attained in tracking cameras for large critical facilities through synergy with the Sensing Solution business (security sensors). - Sales of products for semiconductor manufacturing equipment remained weak.



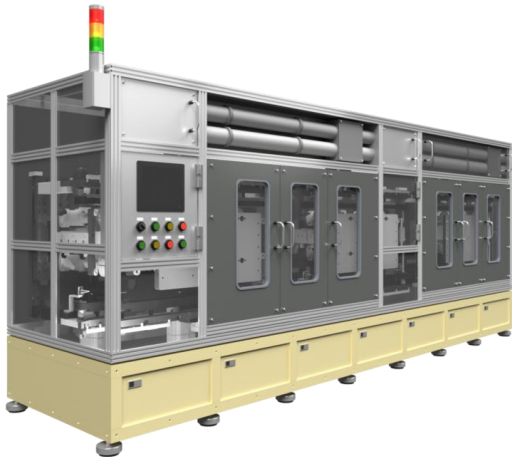
Industrial computer for semiconductor manufacturing equipment



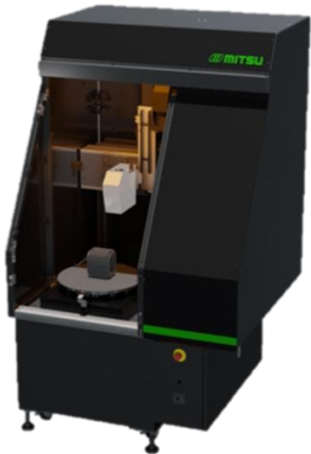
Tracking Cameras



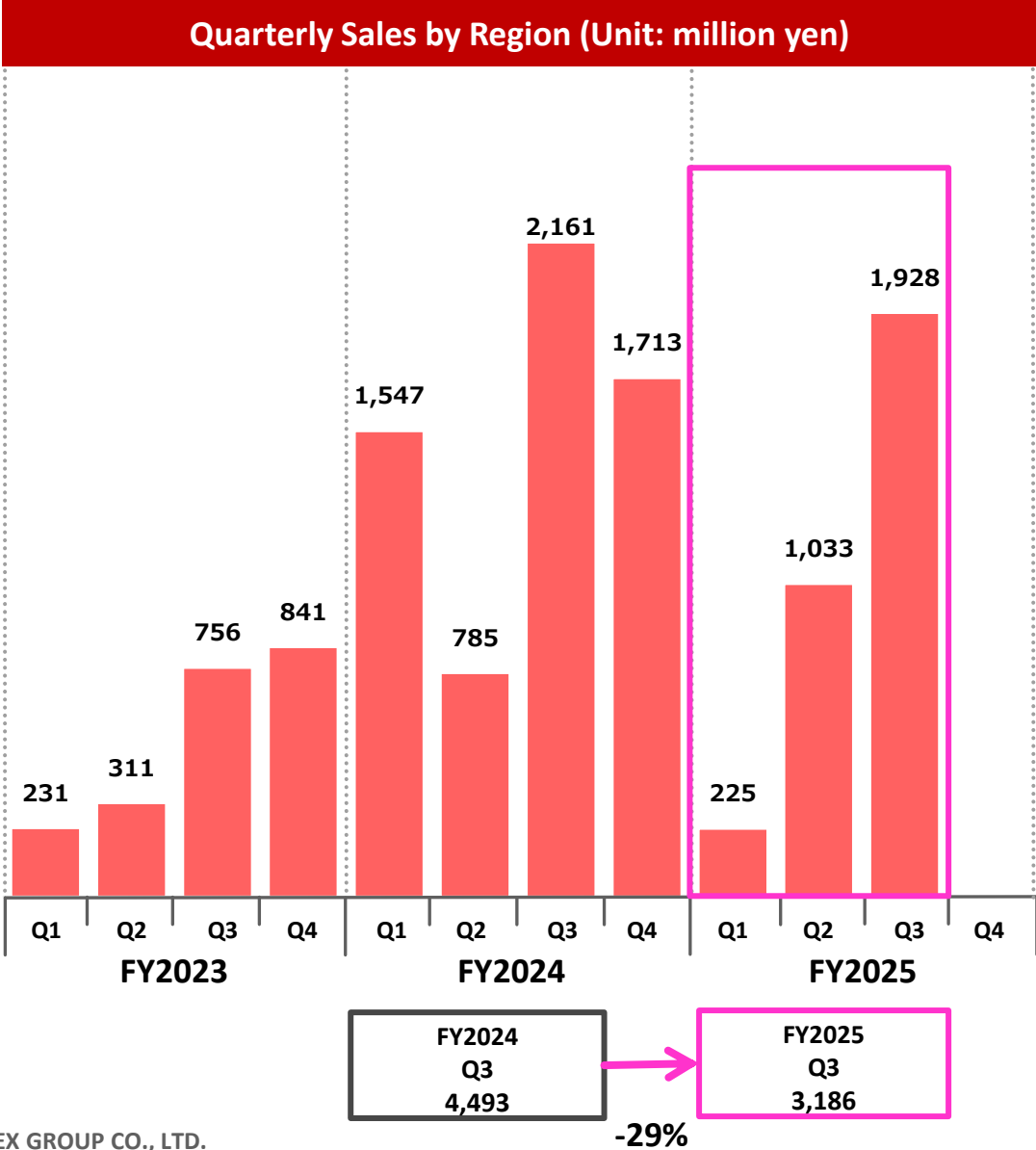
Region	FY2025 Q3 Overview
Japan	- Secondary battery manufacturing equipment was delivered as planned.



Manufacturing equipment of secondary batteries for electric vehicles and hybrid vehicles



Non-contact 3D shape measuring device



1. FY2025 Q3 Overview of Financial Results

2. FY2025 Consolidated Earnings Forecasts

3. TOPICS

FY2025 Consolidated Earnings Forecasts

No changes in the earnings forecasts for the full year.

U.S. tariff policies have a direct impact on security sensors/automatic door sensors/vehicle detection sensors in the SS Business and inspection lighting in the IA Business, but efforts will be made to control sales prices and optimize supply chains to minimize the impact on earnings.

(Unit: million yen)	FY2024 Results	FY2025 Forecast	YoY
Net sales	63,269	66,000	+4.3%
Operating income (Operating income Ratio)	7,121 (11.3%)	7,400 (11.2%)	+3.9%
Ordinary income	7,749	7,400	-4.5%
Profit attributable to owners of parent	5,689	5,900	+3.7%
Net income per share (yen)	159.86	165.65	

● Exchange rate

	FY2024 Results	2025 Forecast
1USD	151.58 yen	145.00 yen
1EUR	163.95 yen	155.00 yen

● Exchange rate sensitivity (Forecast for FY2025, the amount of impact due to a change of one yen)

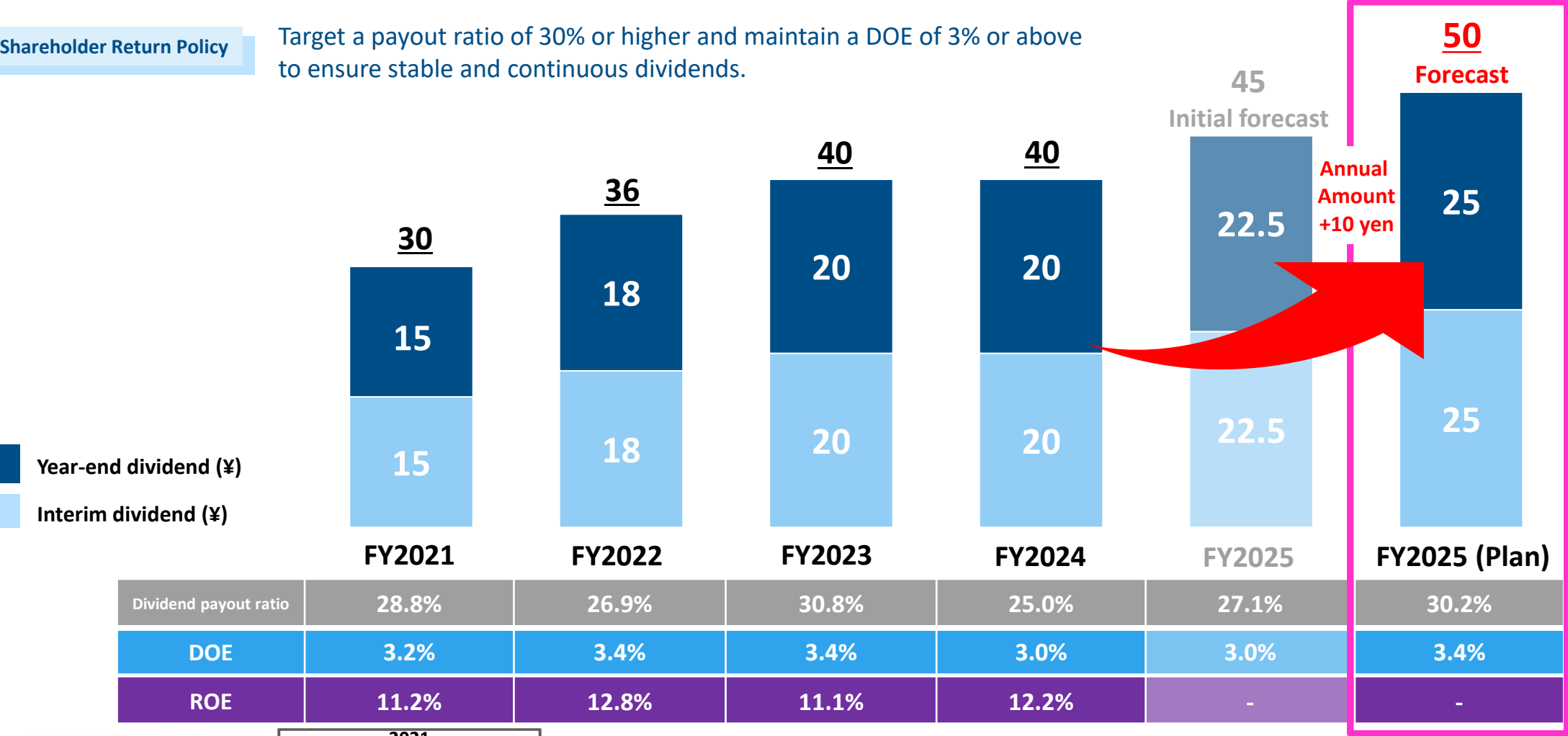
	Net Sales	Operating income
Impact equivalent to a change of one yen against the USD.	Approx. 200 million yen	Approx. 70 million yen

Shareholder Return

A dividend increase was announced with the interim results. The amount of annual dividends was increased by 10 yen from the actual amount paid in the previous fiscal year, to 50 yen. The amount is 5 yen above the initial forecast.

Shareholder Return Policy

Target a payout ratio of 30% or higher and maintain a DOE of 3% or above to ensure stable and continuous dividends.



Dividend payout ratio	28.8%	26.9%	30.8%	25.0%	27.1%	30.2%
DOE	3.2%	3.4%	3.4%	3.0%	3.0%	3.4%
ROE	11.2%	12.8%	11.1%	12.2%	-	-



2021
Acquisition of treasury shares
1.0 billion yen
630,000 shares

1. FY2025 Q3 Overview of Financial Results

2. FY2025 Consolidated Earnings Forecasts

3. TOPICS

TOPICS

Security Sensors, Sensing Solution Business

Release of Laser Scan Sensor for Data Centers and Other Critical Facilities



REDSCAN Lite

A high-performance indoor intrusion detection sensor that identifies the size of the object, the distance from the sensor and the speed



Server rack protection



Glass wall protection



Asset protection

Installation workability was enhanced by gathering field feedback through direct engagement. This helps eliminate installation errors and reduce the need for readjustments.

Inspection Lighting, Industrial Automation Business

New Testing Room Established in Munich, Germany

Enhancing services for customers in the DACH region



[Testing Room]

An in-house laboratory for proposing optimal inspection environments in response to inquiries and requests from customers

Equipped with the Company's lighting and controllers for inspection as well as cameras, lenses and other products from many different manufacturers, it can provide solutions quickly.



It is placed at the same location as the testing room of EFFILUX, a subsidiary based in France. It integrates the technologies of both companies to widen the possibilities of solutions.



Company Overview

Company Overview

Company Name	OPTEX GROUP CO., LTD.
Location	Shiga Otsu, Japan
Established	May 25, 1979
Capital	2,798 million JPY
Sales	63,269 million JPY
Operating Profit	7,121 million JPY
Fiscal Year-End	December
Stock Code	Tokyo Stock Exchange Prime Market 6914
Number of Employees	2,148

*Excluding temporary employees

Values: Results for the fiscal year ended December 31, 2024



The OPTEX Group is an integrated manufacturer of sensors.

- Our business is to see the unseen -

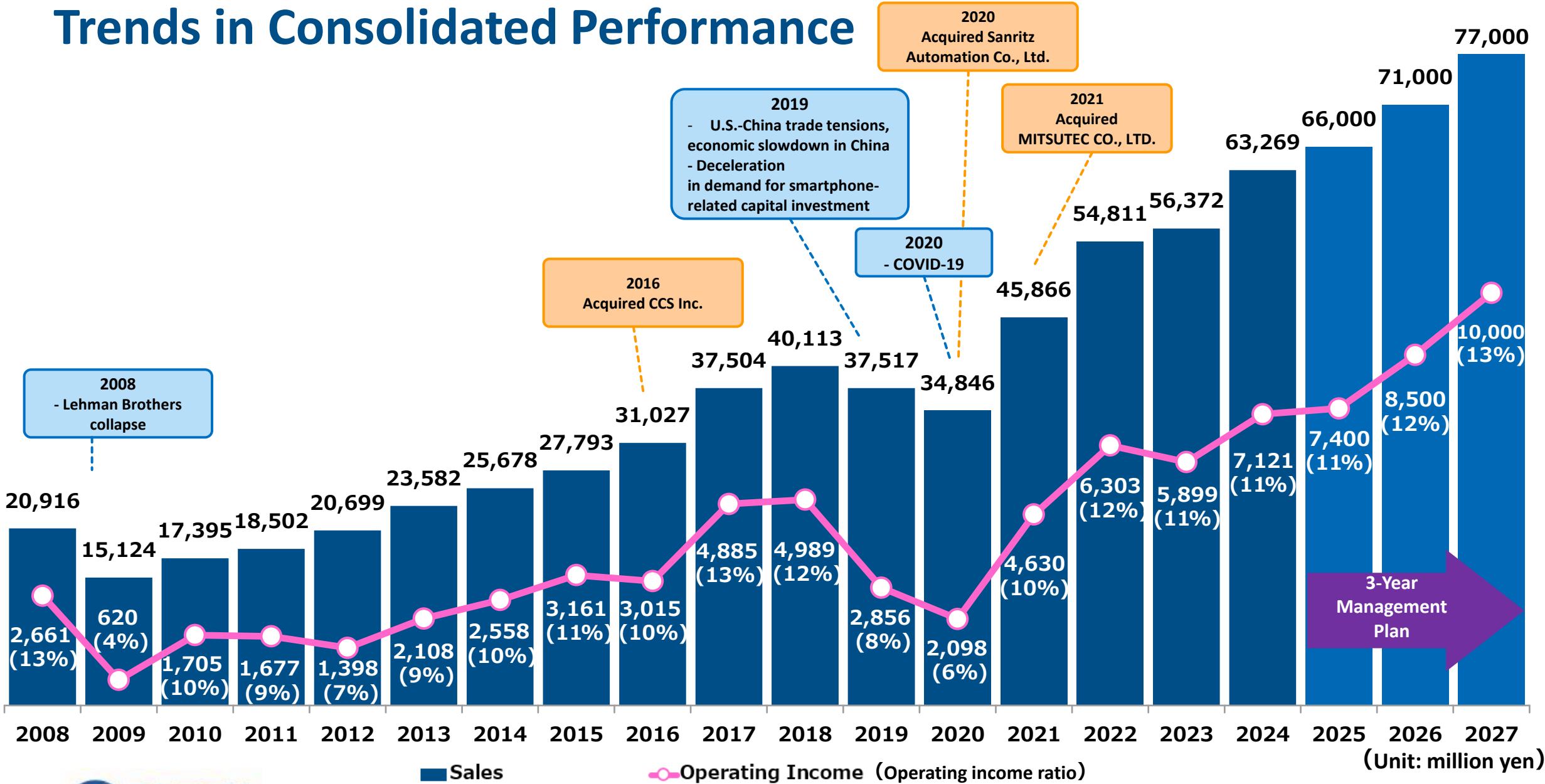
Meaning of the company name

OPTEX

OPTical TEchnology

X (a Greek letter) as the symbol of the *unknown* and the *future*

Trends in Consolidated Performance



Company Overview - History

1979	• Established OPTEX CO., LTD.
1980	• Developed the world's first Automatic Door Sensors with far-infrared
1985	• Founded a subsidiary in California, U.S.A.
1991	• Made the company's stock public
1996	• Developed Outdoor Crime Prevention Sensors
2001	• Listed on the second section of the Tokyo Stock Exchange
2002	• Established OPTEX FA CO., LTD. as photoelectric sensor division
2003	• Listed on the First Section of the Tokyo Stock Exchange
2005	• Established a factory in China
2016	• Acquired 63.5% shares of CCS Inc.
2017	• Acquired 100% ownership of OPTEX FA
	• Transitioned to a new organizational structure with OPTEX GROUP CO., LTD. as a holding company
2020	• Acquired Sanritz Automation Co., Ltd.
2021	• Acquired MITSUTEC CO., LTD.



Founding members



Automatic door sensor



Outdoor security sensor (1996)



Factory automation sensor developed by Optex FA



China: Home Plant (Dongguan City, Guangzhou)



LED lighting systems for image inspection

Holding Company Structure

OPTEX GROUP CO., LTD

Tokyo Stock Exchange Prime Market
Securities code: 6914

Holding Company

OPTEX CO., LTD.

Sales, Development & Production of Sensors for security, automatic doors, etc

Sensing Business

OPTEX FA CO., LTD.

Sales, Development & Production of Sensors for Factory Automation

Industrial
Automation
Business

CCS Inc.

Sales, Development & Production of LED Lighting for Image Inspection

Industrial
Automation
Business

Sanritz Automation Co., Ltd.

Development, manufacturing and sales of industrial computers

Industrial
Automation
Business

MITSUTEC CO., LTD.

Development/manufacturing of automation systems and
image processing inspection systems, etc.

Industrial
Automation
Business

OPTEX MFG CO., LTD.

Manufacture of the Group's products/ equipment electronics manufacturing service

O'PAL OPTEX CO., LTD.

Management of outdoor activities and environmental learning programs

Company Overview - Sales by Product Category

Industrial Automation Business

Automation Systems

Automotive secondary battery manufacturing equipment

Industrial PCs

Embedded boards for semiconductor manufacturing equipment and tracking cameras for airports



Inspection Lighting

Lighting that helps improve the quality of inspections during factory inspection processes



Factory Automation

Sensors for factory automation which help automate factory production processes and save labor



Sensing Solution Business

Security Sensors

Intrusion detection sensors for homes, businesses, and large critical facilities



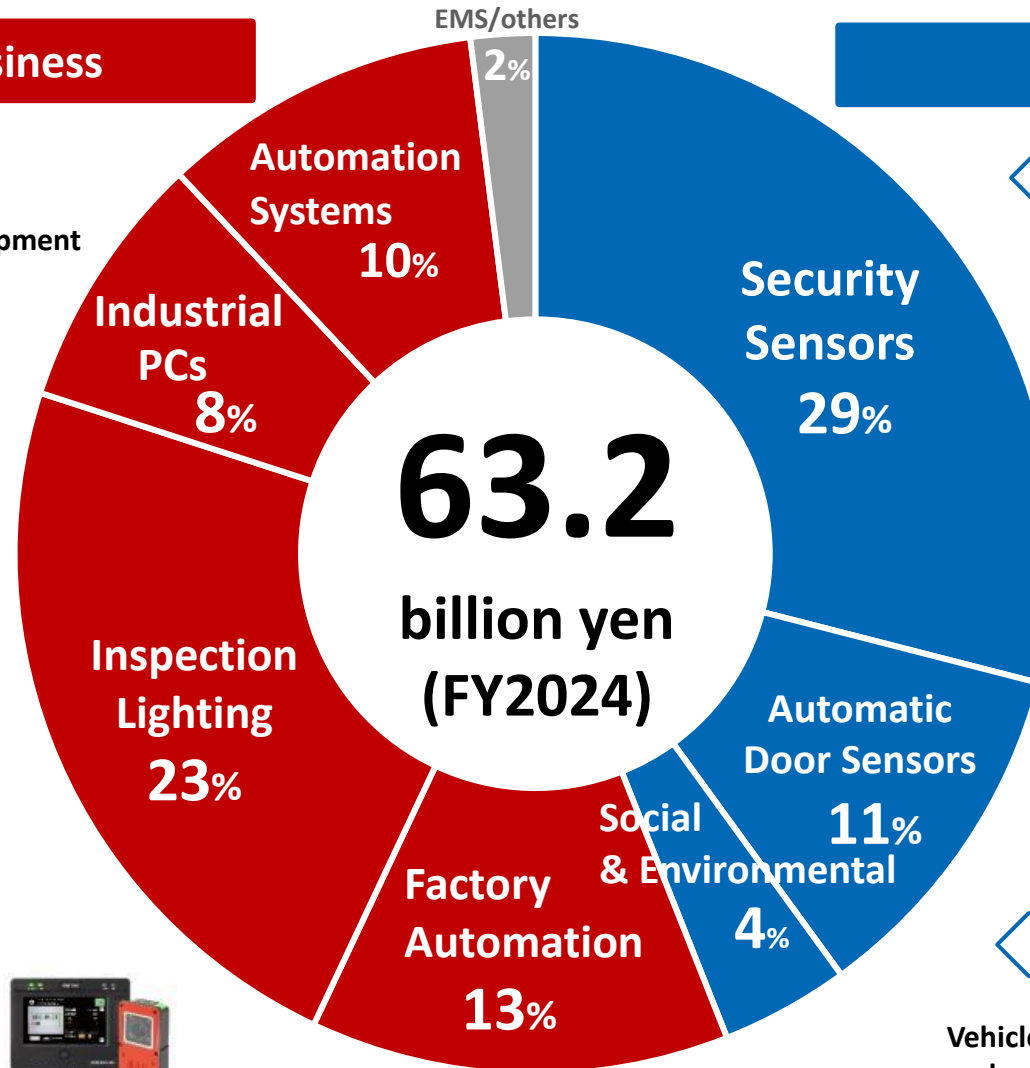
Automatic Door Sensors

Automatic door sensors, shutter sensors for factories and warehouses

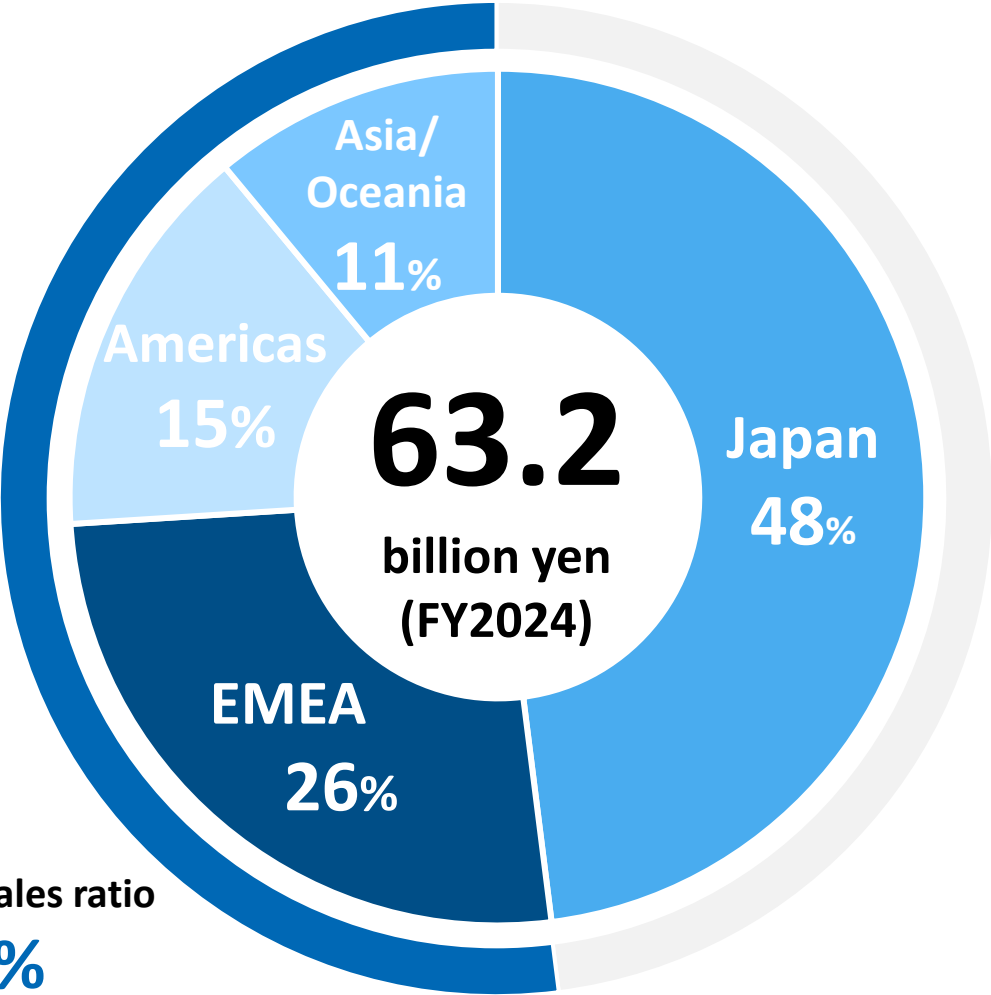


Social & Environmental

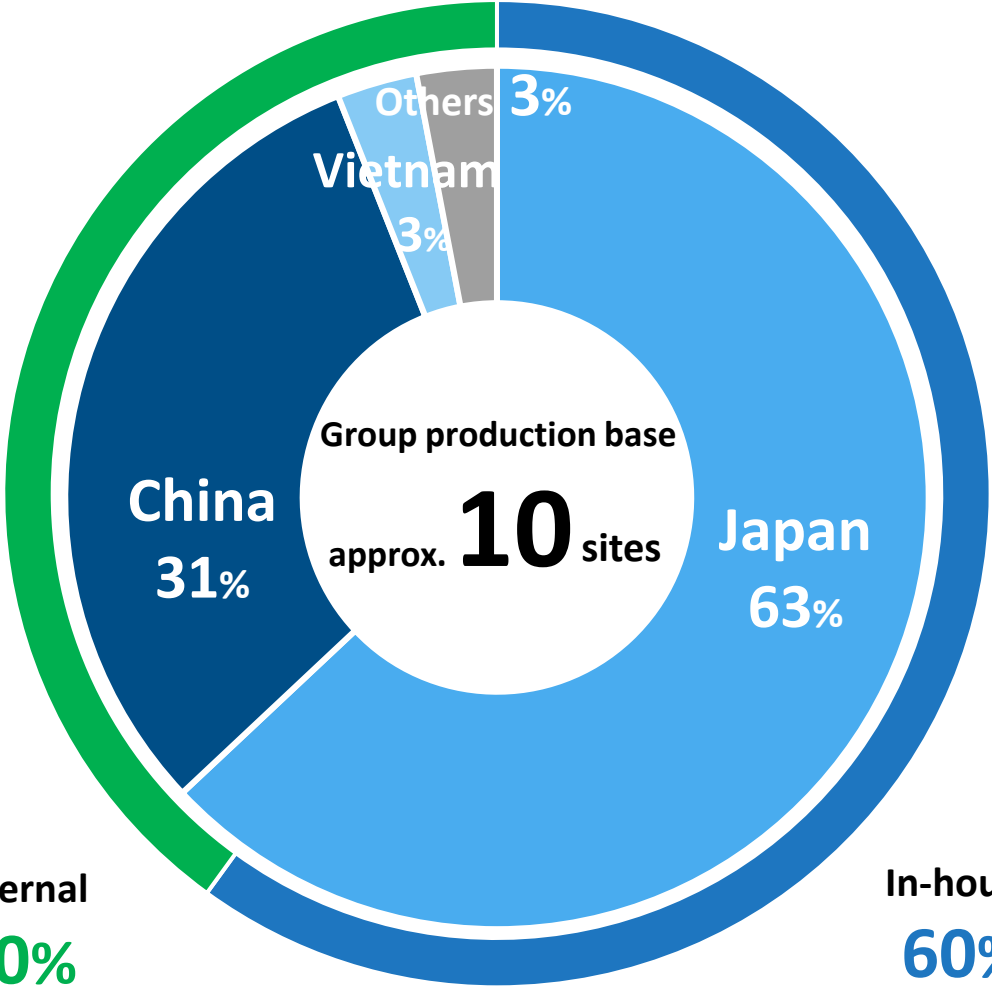
Vehicle detection sensors for parking lots and water quality measurement sensors for factories and water purification plants



Company Overview - Data



Sales composition by region



Production base composition by region



Company Overview - Global Market Share

Global niche No.1

Security sensors

Global Share

40%

Outdoor intrusion detector



Sensor for large-scale critical facilities



Camera sensor



Automatic door sensors

Global Share

30%

Automatic door sensor



Infrared sensor



Industrial door sensors



Push plate

Inspection lighting

Global Share

30%

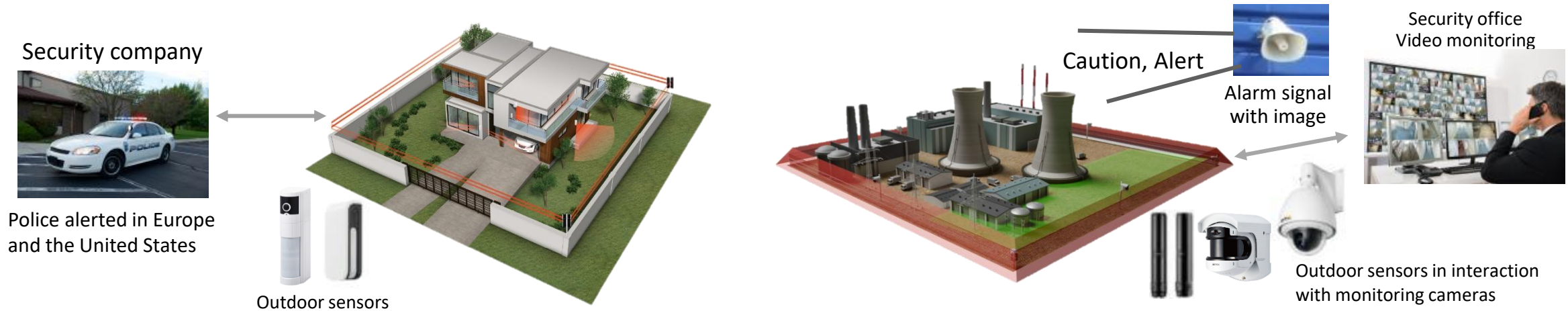
LED inspection lighting



LED lighting systems for image inspection

Sensing Business - Security sensors

Largest market share in the world for outdoor intrusion detectors



Residential



Executive homes

Commercial



Offices

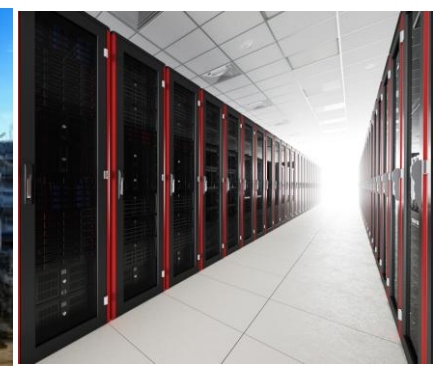


Warehouses

High Security



Oil, gas, and other
infrastructure facilities



Data Centers

Sensing Business - Automatic door sensors

Domestic market share: Over 50%

Overseas market share: Over 20%

1980

Developed the world's first far-infrared automatic door sensor



Mat switch (on the floor)



The world's first automatic door sensor

Reduces air conditioning energy loss and contributes to CO2 reduction



Improve air conditioning efficiency by preventing the unnecessary opening and closing of doors.



Shopping centers

Over 60% share
of convenience stores

Hospitals

Factory/warehouse shutter doors

Ensure the detection of forklifts

Sensing Business - Social and Environmental

Vehicle Detection Sensors

Smooth access for parking lots and traffic infrastructure through vehicle detection sensors with low environmental impact.

[Parking Management]

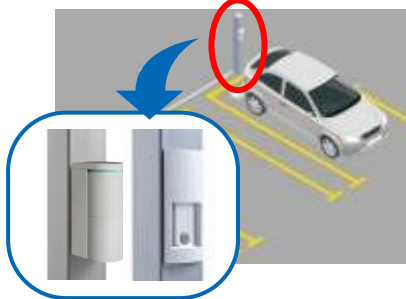
Eliminate the need for coil burial work.

Loop coil



Coils are cut and buried underground.
Coils are not reusable.

Pole-mounted type
Vehicle detection sensor



Easy installation and maintenance.
Relocatable and reusable.

[Gate operation]

Automatic gate operation applications
for residences, business sites and others



No burial work required to facilitate
installation and maintenance

Commercial facilities
/public facilities



Coin-paid parking lots



Water Quality Measurements

Automation from water quality measurement to data management for efficient water quality monitoring and preventive maintenance.



Sensors



Gateway



Data management service

Water treatment plants
/factories



Aquaculture farms



Industrial Automation Business - Factory Automation



Providing sensors that help automate and save labor in factory production processes.

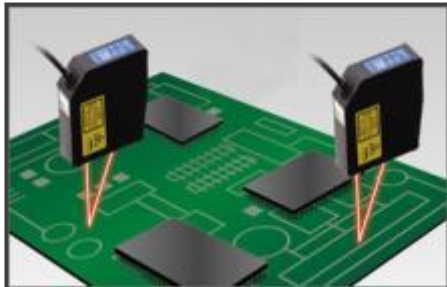
Displacement sensors



Products for semiconductor, electric, and electronic parts industries



Measurement of smartphone frame height

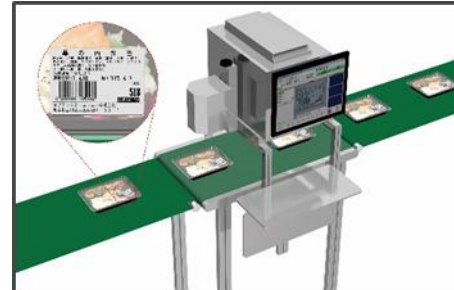


Measurement of substrate tilt/warp

Image sensors



Products for the three-item industries (food, pharmaceutical and cosmetic items)



Inspection of use-by dates printed on packages

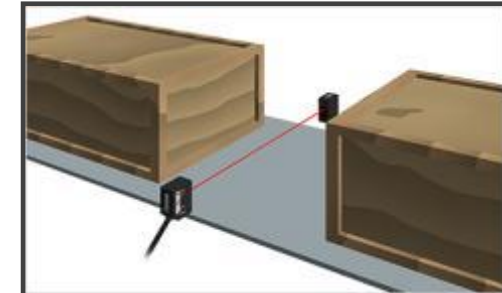


Inspection of use-by dates printed on milk cartons

Photoelectric sensors



Products for the logistics industry



Detection of passing wooden boxes



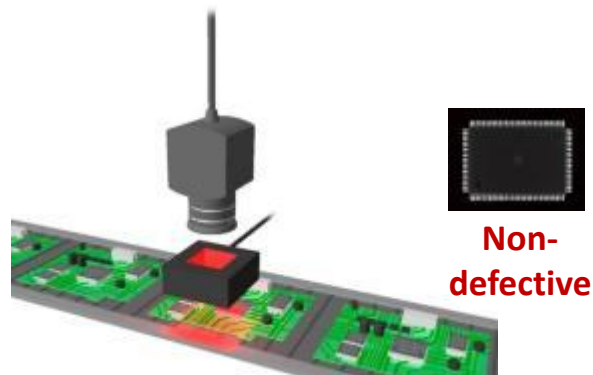
Detecting boxes protruding from shelves in automatic warehouses

Industrial Automation Business - Inspection Lighting

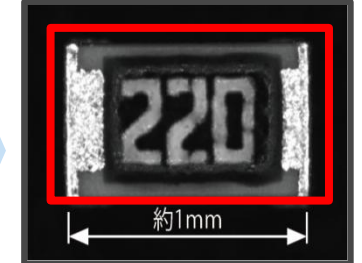
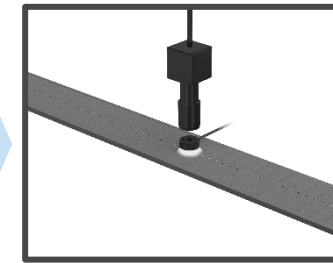
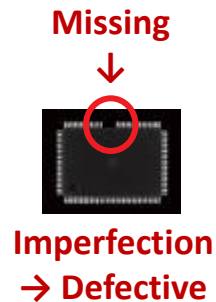
CCS: Producing image inspection lighting using LED since 1993.

Inspection Lighting

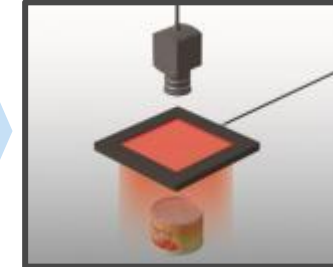
When producing something at a plant, each stage of work requires an inspection process. The object to be inspected is imaged using lighting, a power source, lenses, and cameras, and are then judged to be “good” or “defective”.



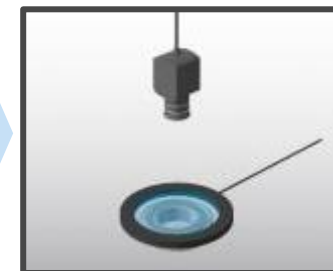
Inspection for defects in parts mounted on a printed circuit board



Letter/shape imaging (Small chip parts; about 1mm)



Imperfection imaging (surface of can)



Engraved letter imaging (bearing)

Industrial Automation Business - Industrial PCs

SANRITZ

Providing products highly reliable in environmental durability, noise insulation, and more.

Our competitive edge is long-term technical support services based on extensive hardware and software development expertise.

Embedded Boards

Provision of computer platforms for equipment used for semiconductor manufacturing, medical services and communications

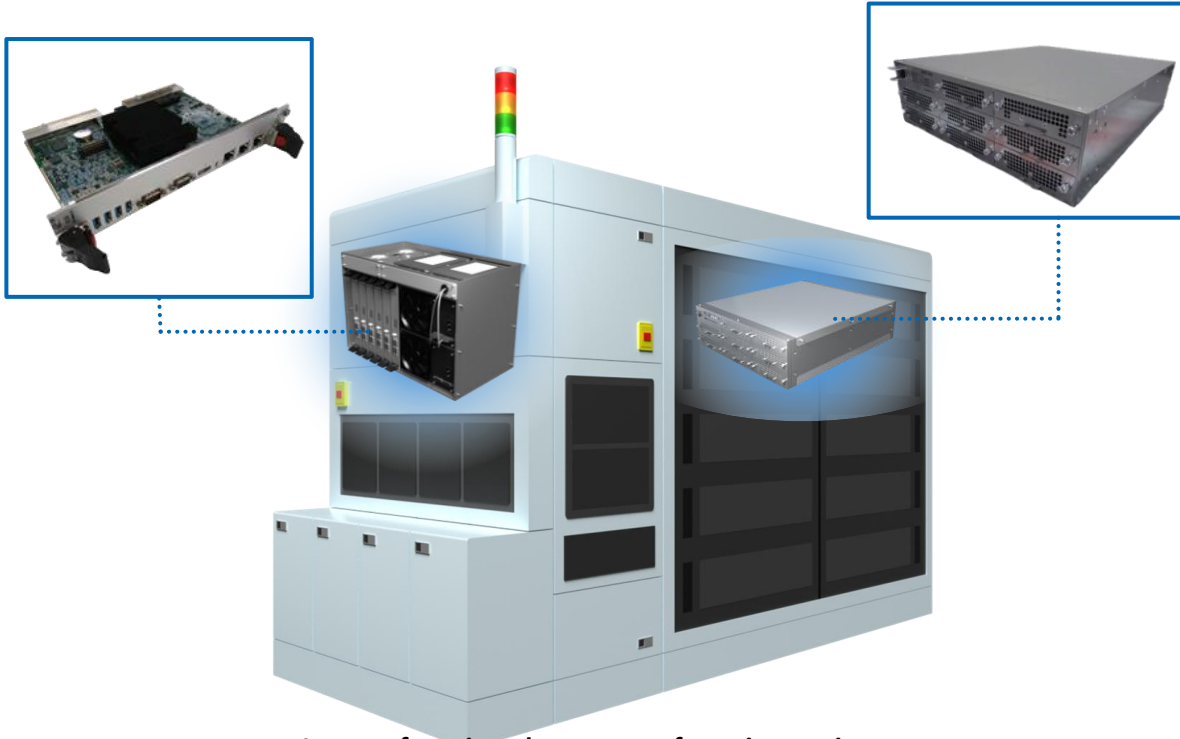


Image of semiconductor manufacturing equipment

Production and Infrastructure System

Provide automatic tracking cameras and other systems to solve problems in airports and other social infrastructures



Image of a local airport

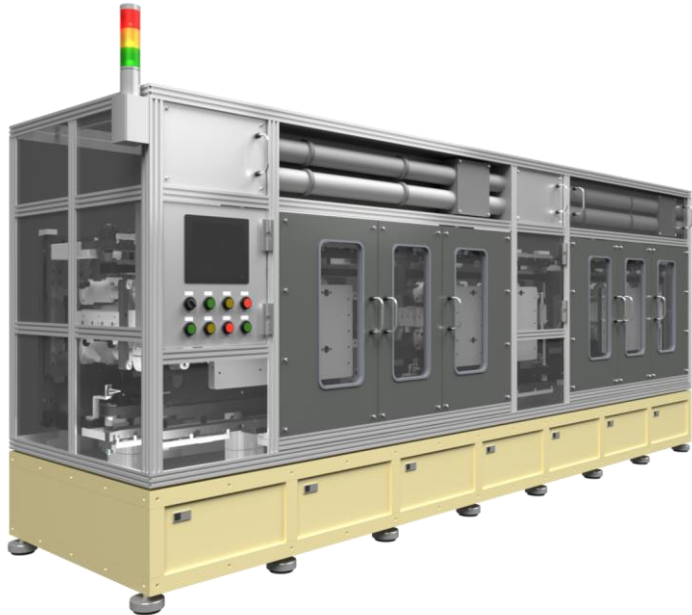
Industrial Automation Business - Automation Systems



Automation Systems

Boasting advanced mechatronics technology

- ✓ High-speed/high-precision filling technology
- ✓ High-speed material handling technology, etc.



Since its founding, MITSUTEC has been manufacturing automation systems such as secondary battery manufacturing lines.

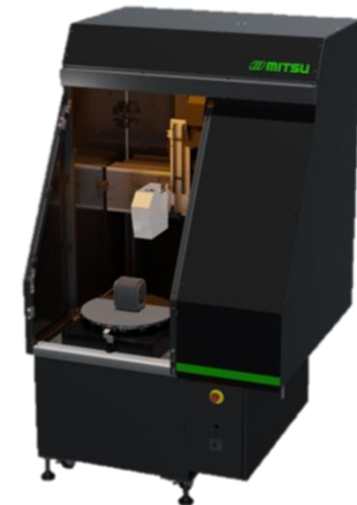
Image Processing Inspection Systems

"Motion technology"
to move things

×

"Vision technology"
to see things

MITSUTEC builds an image processing inspection system that offers solutions to customer issues by combining cameras, LED lighting, measuring instruments, etc.



ESG's Efforts

We are proactively addressing ESG issues to enhance our corporate value.



Environment

Initiatives to tackle environmental issues

[Support for the TCFD Recommendations]

We established a long-term goal of “reducing CO2 emissions by no less than 30% by 2030 compared to FY2019,” and are pursuing measures according to the TCFD framework with a focus on the climate change response project.

[Contribution to the Reduction of CO2]

Making efforts to expand the use of environmentally friendly products and solutions

Automatic door sensors



Improve air conditioning efficiency by preventing the unnecessary opening and closing of doors.

Machine Vision Lighting



Feedback control that automatically adjusts brightness helps achieve energy conservation.



Social

Initiatives for social issues

Aiming to become the No. 1 self-realization company, we support the growth of our employees, cultivating human resources to help them demonstrate their abilities, and improve the work environment.



OPTEX CO., LTD. and OPTEX FA CO., LTD. are recognized as companies committed to good health and productivity management and are certified as Health and Productivity Management Organizations in recognition of their efforts to increase health awareness, improve lifestyles and strengthen mental health measures.



Governance

Corporate governance initiatives

Four of the directors and members of the Audit & Supervisory Committee, who account for one-half of the total (8), are Independent Outside Directors.

Experts (certified public accountants and lawyers) are appointed.

*The number of the Directors and members of the Audit & Supervisory Committee is as of March 28, 2025.



Improving strategy quality by making decisions through active discussions held by the board of directors to further improve our corporate value.

