



**OPTEX**

# **FY2025 Financial Results Presentation**

**OPTEX GROUP CO., LTD.**

**February 13, 2026**

**(Tokyo Stock Exchange Prime Market Securities code: 6914)**

**<Disclaimer>**

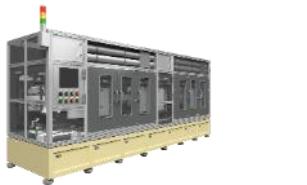
The forward-looking statements, including OPTEX GROUP CO., LTD.'s operating results, strategies, and business plans, contained in these materials are based on judgments and assumptions posited on information available at the time of the presentation. There is a possibility actual operating results will 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

## Industrial Automation (IA) 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 reduce labor requirements



## Sensing Solution (SS) Business

### Security Sensors

Intrusion detection sensors for homes, businesses, and large-scale 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 water supply and sewage systems



# 1. FY2025 Overview of Financial Results

## 2. FY2026 Consolidated Earnings Forecasts

## 3. Three-Year Management Plan (FY2026-FY2028)

## Net Sales Increased 4.1% year on year

- **Sensing Solution (SS) Business:** Sales for large critical facilities in the Security Sensors segment and for parking lots in the Social and Environmental-related segment remained strong.
- **Industrial Automation (IA) Business:** Sales related to Factory Automation and Inspection Lighting remained solid. Automation Systems-related orders (for secondary battery manufacturing equipment) remained weak.

## Operating Profit Increased 14.5% year on year

The gross profit to net sales ratio improved significantly.

The product mix improved due to higher sales of highly profitable products (SS Business: sales for large critical facilities in the Security Sensors segment, etc.).

# Summary of FY2025 Consolidated Financial Result

Unit: million yen, (): Ratio to net sales	FY2024 Results	FY2025 Forecast	YoY
<b>Net sales</b>	<b>63,269</b>	<b>65,878</b>	<b>+4.1%</b>
<b>Gross profit</b>	<b>31,867 (50.4%)</b>	<b>34,291 (52.1%)</b>	<b>+7.6%</b>
<b>SG&amp;A</b>	<b>24,746 (39.1%)</b>	<b>26,137 (39.7%)</b>	<b>+5.6%</b>
<b>Operating profit</b>	<b>7,121 (11.3%)</b>	<b>8,153 (12.4%)</b>	<b>+14.5%</b>
<b>Ordinary profit</b>	<b>7,749 (12.2%)</b>	<b>8,000 (12.1%)</b>	<b>+3.3%</b>
<b>Profit attributable to owners of parent</b>	<b>5,689 (9.0%)</b>	<b>6,595 (10.0%)</b>	<b>+15.9%</b>
<b>Basic earnings per share (yen)</b>	<b>159.86</b>	<b>185.16</b>	

● Exchange rate

	FY2024 Results	FY2025 Results
1USD	151.58 yen	149.71 yen
1EUR	163.95 yen	169.00 yen
1GBP	193.70 yen	197.25 yen

# Comparison of FY2025 Consolidated Financial Result between Segments

Unit: million yen	Net sales			Operating profit (Operating profit margin)		
	FY2024 Results	FY2025 Results	YoY	FY2024 Results	FY2025 Results	YoY
<b>Sensing Solution Business</b>	<b>28,374</b>	<b>31,044</b>	<b>+9.4%</b>	<b>3,915</b> (13.8%)	<b>4,888</b> (15.7%)	<b>+24.9%</b>
<b>Industrial Automation Business</b>	<b>33,748</b>	<b>33,734</b>	<b>-0.0%</b>	<b>3,764</b> (11.2%)	<b>3,827</b> (11.3%)	<b>+1.7%</b>
<b>EMS Business</b>	<b>1,042</b>	<b>996</b>	<b>-4.4%</b>	<b>-120</b>	<b>-32</b>	<b>—</b>

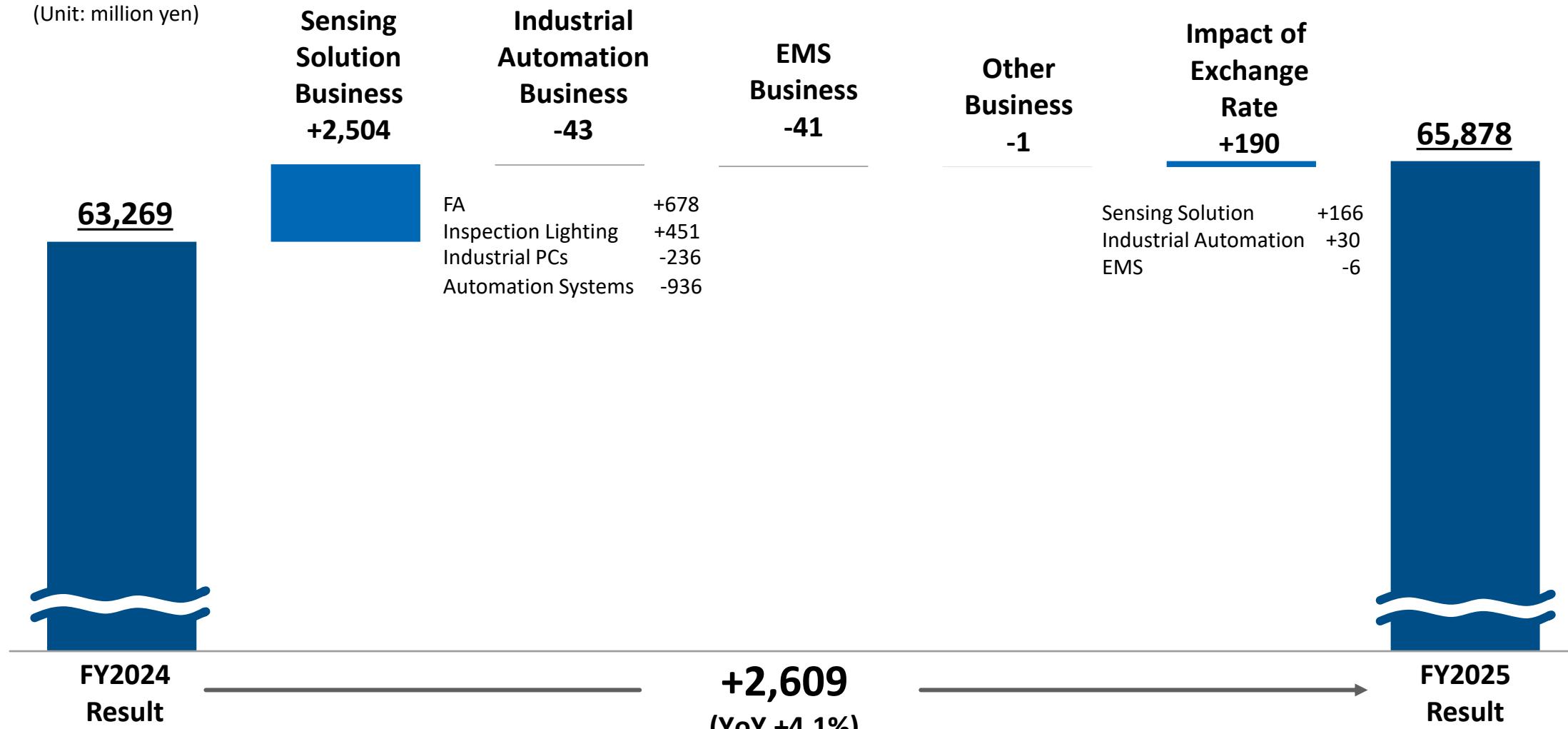
\* Net sales by segment represents the figure excluding sales from inter-segment transactions.

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

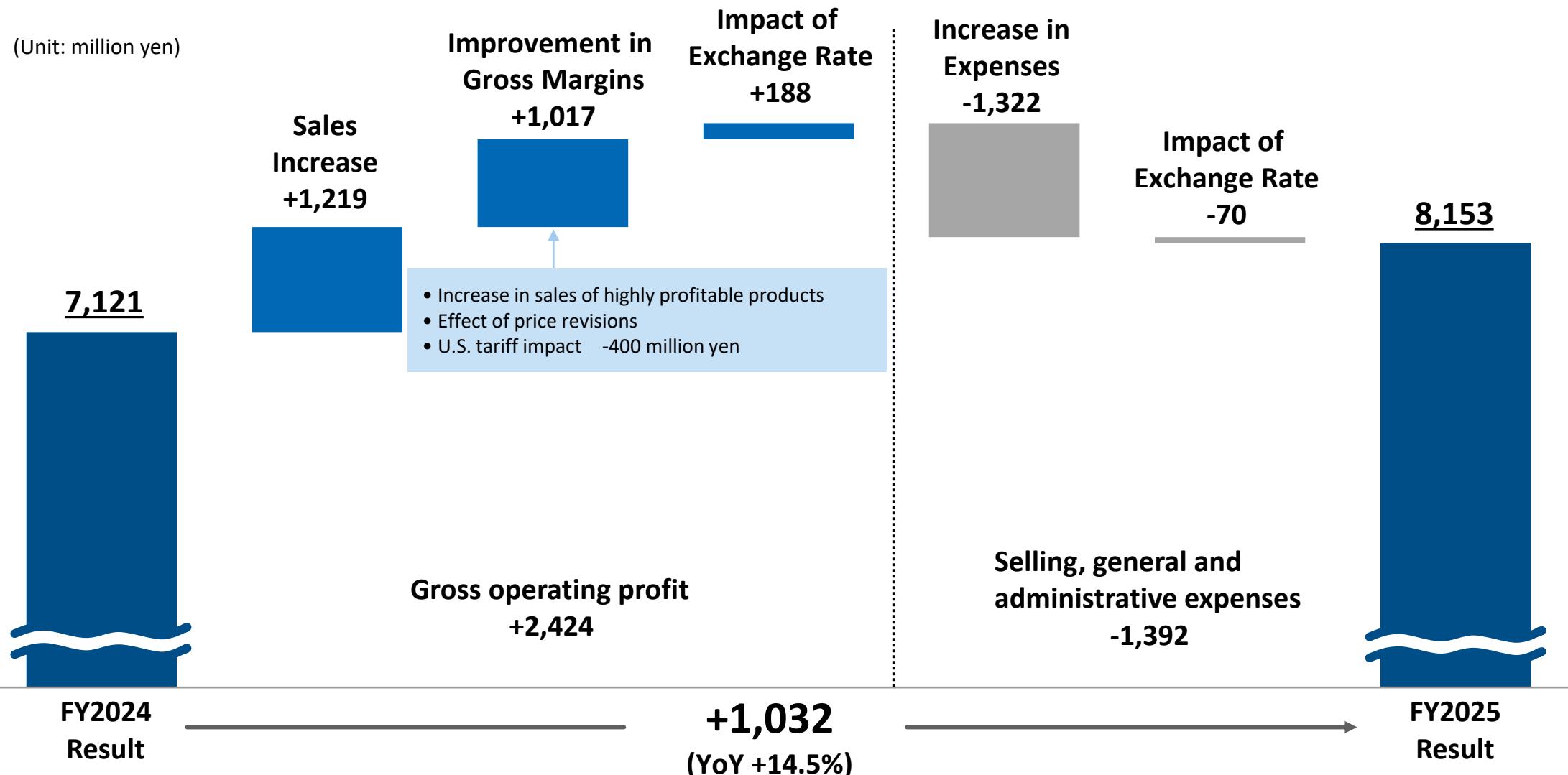
## Factors of change in Net Sales (Year- on-year)

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

(Unit: million yen)

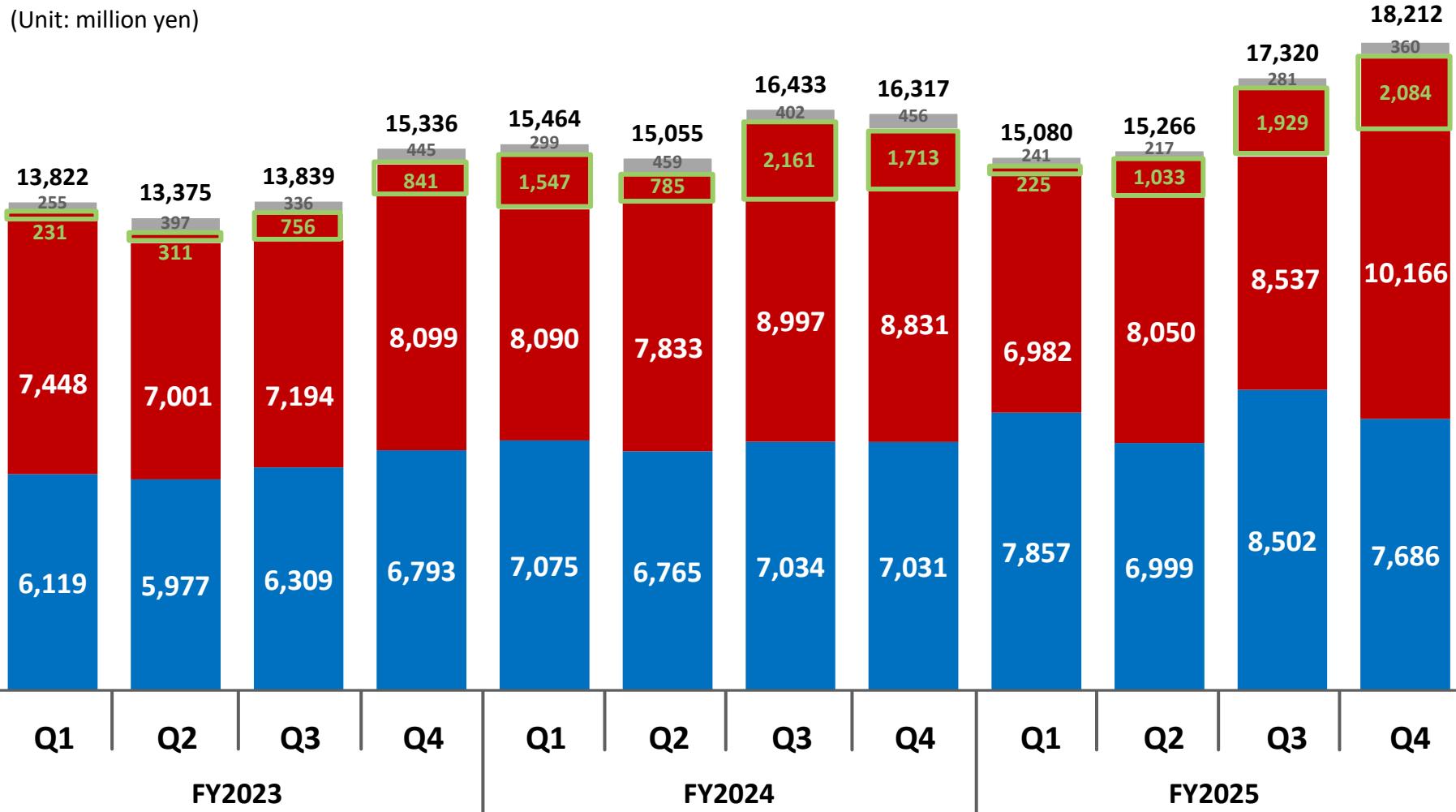


# Factors of change in Operating Profit (Year- on-year)



# Quarterly performance - Consolidated Net Sales (FY2023 to FY2025)

(Unit: million yen)



## Trends in the recent Q4 (Oct.-Dec.)

### Sensing Solution Business:

Sales remained steady except for the negative impact of the absence of the higher sales in Q3 for large projects related to security sensors and for electric power facilities.

### Industrial Automation Business:

Sales remained strong, reflecting the continued efforts in Q4 to promote sales for large projects in the automation systems segment, as in Q3, with other subsegments also performing solidly.

EMS / Other Business

(Automation Systems / Industrial Automation Business)

Industrial Automation Business (IA)

Sensing Solution Business (SS)

# Security Sensors / Sensing Solution Business (SS)

Region	FY2025 Overview
Japan	- Demand for infrastructure-related facilities was captured, and solution sales were firm.
AMERICAs	- Sales of laser scan sensor for data centers were strong.
EMEA	- Sales of laser scan sensors and other products for data centers and infrastructure-related facilities were strong. - 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

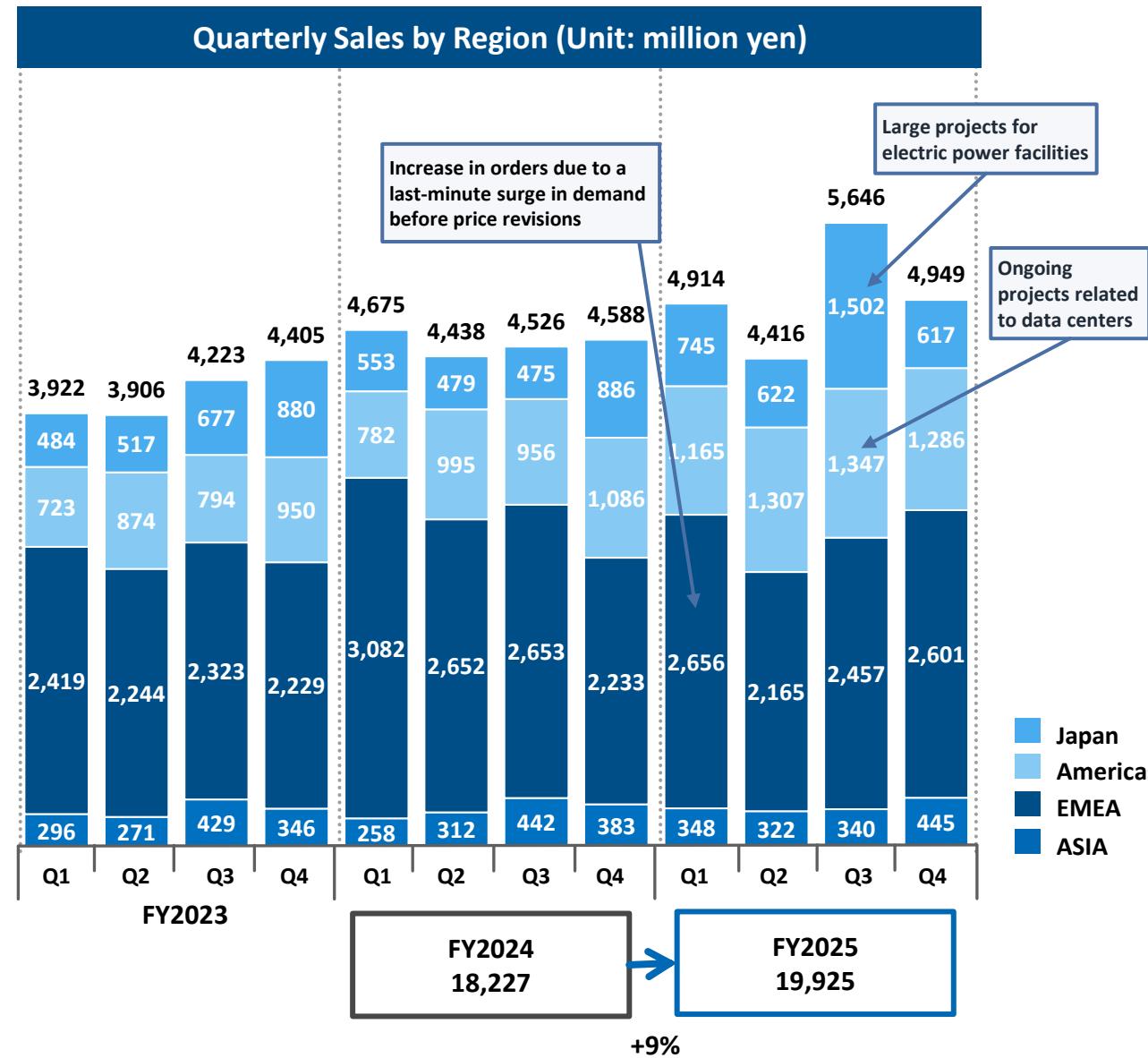


Indoor sensor



Outdoor sensor

Sensors for large-scale critical facilities

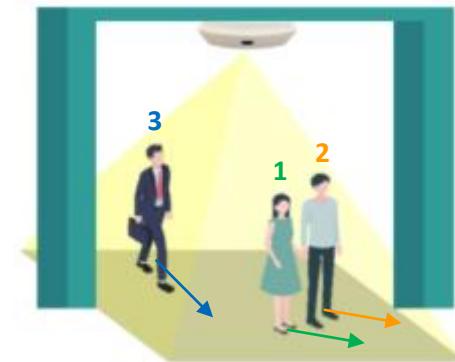


# Automatic Door Sensors / Sensing Solution Business (SS)

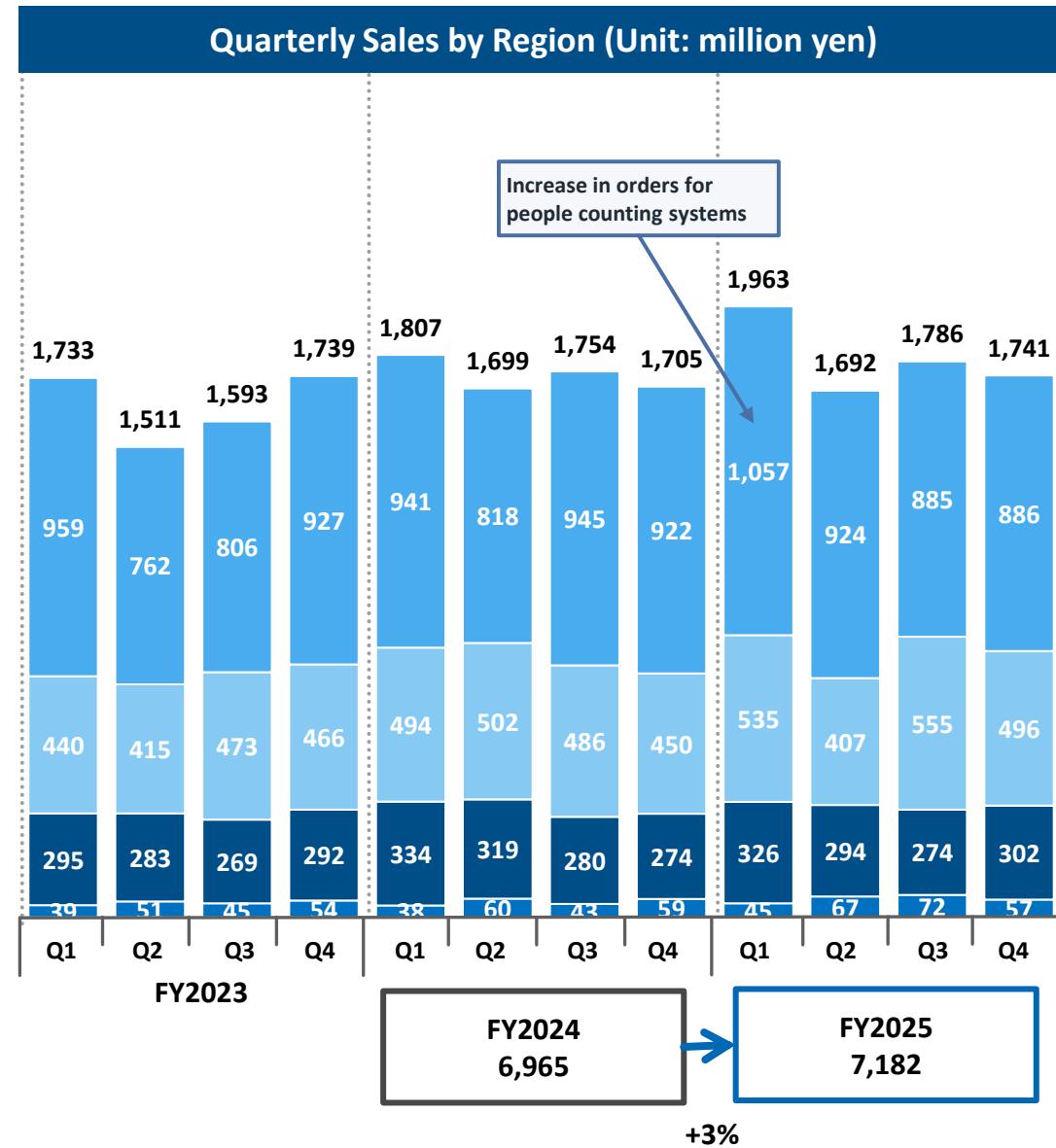
Region	FY2025 Overview
Japan	- Sales of automatic door sensors and shutter sensors for automatic door manufacturers were firm.
AMERICAs	- Sales of automatic door sensors and shutter sensors for automatic door manufacturers remained at the year-ago level.
EMEA	- Sales for automatic door manufacturers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



Automatic door sensors

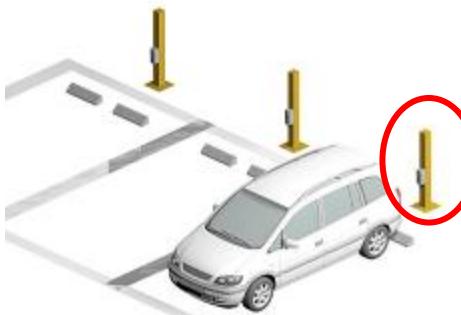


People counting systems



# Social & Environmental / Sensing Solution Business (SS)

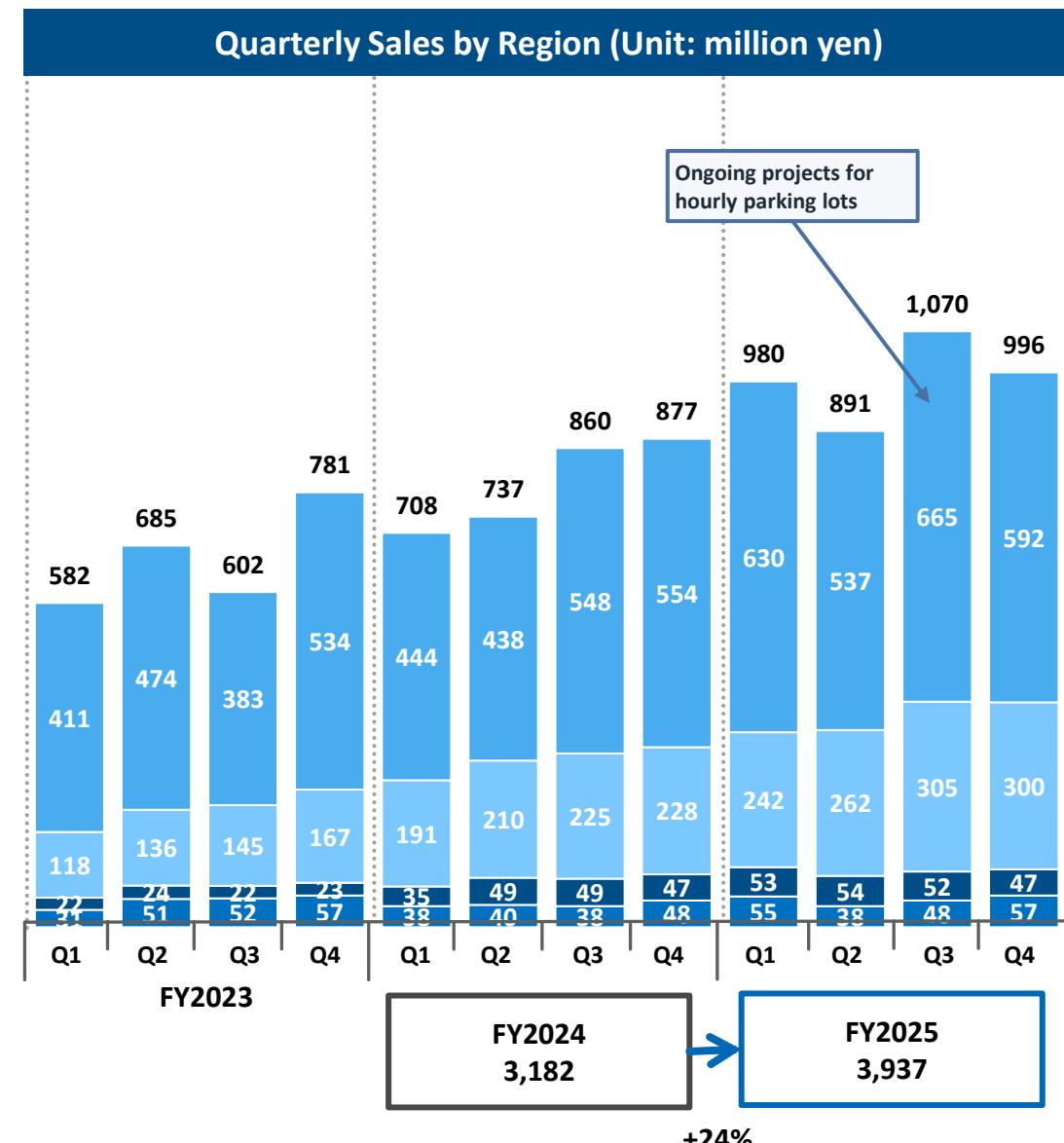
Region	FY2025 Overview
Japan	<ul style="list-style-type: none"> <li>- Sales of vehicle detection sensors and solutions for parking lot systems were strong.</li> <li>- Sales were strong for water quality measurement and management services in water supply and sewage systems.</li> </ul>
AMERICAs	<ul style="list-style-type: none"> <li>- Sales of vehicle detection sensors remained steady given use for opening and closing of parking lot gates.</li> </ul>



Vehicle detection sensors



Water quality measurements

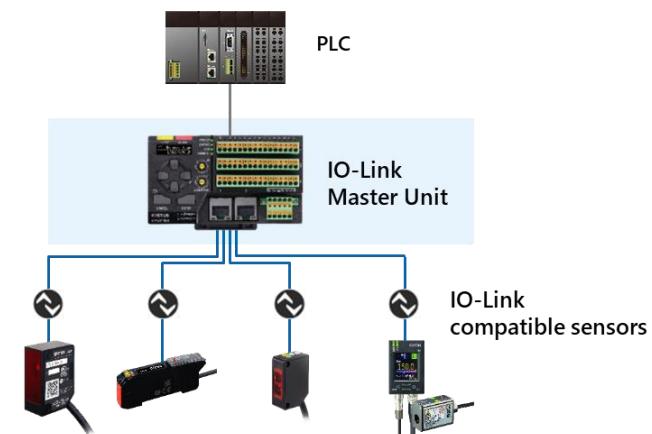


# Factory Automation Sensors / Industrial Automation Business (IA)

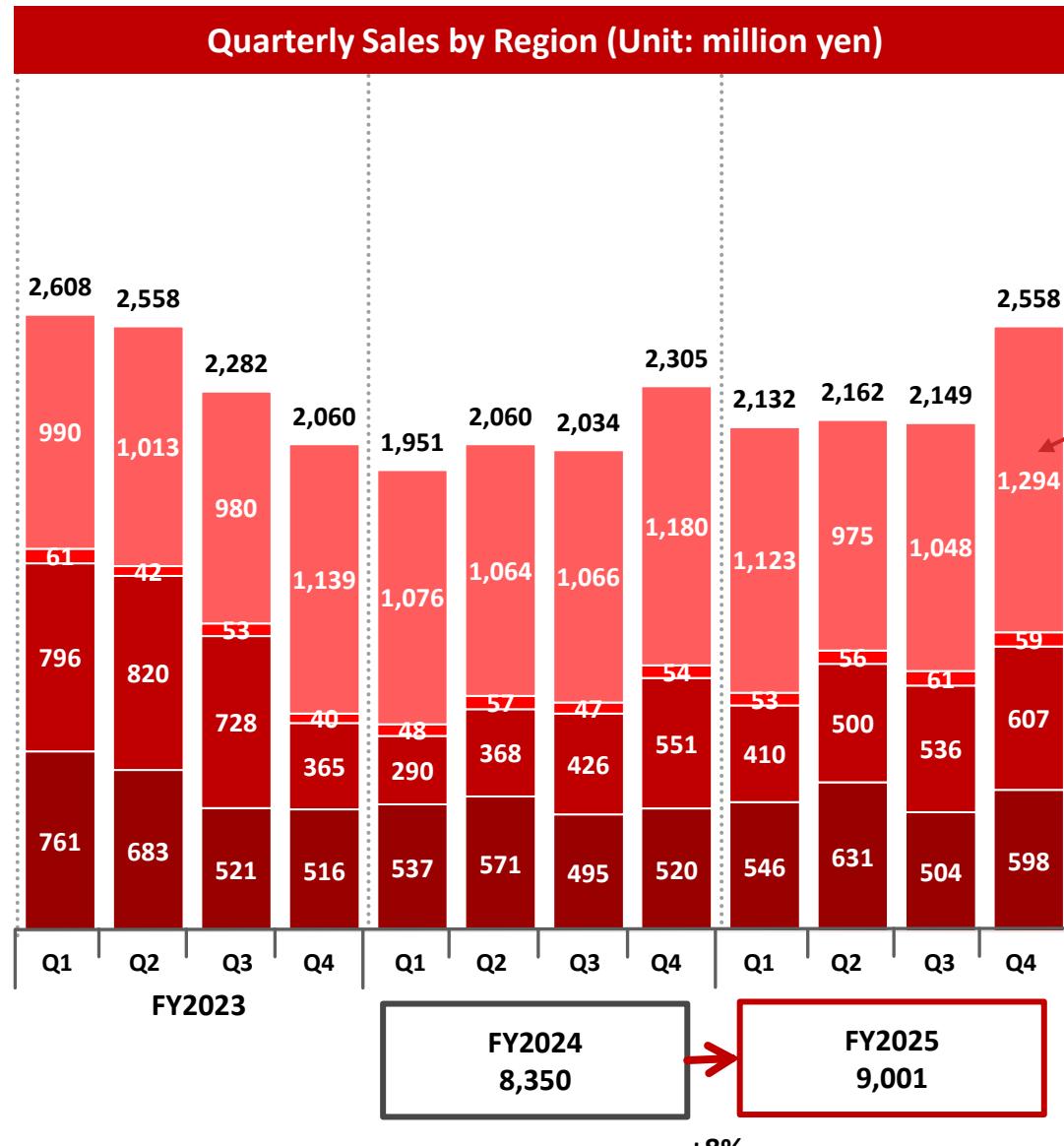
Region	FY2025 Overview
Japan	- Sales of products for semiconductors and other electronic parts remained soft due to the impact of U.S. tariff policies.
EMEA	- Progress was made in inventory adjustments by major customers (OEMs). In terms of demand trends, products for the U.S. and China remained firm. However, products for EMEA continued to be sluggish.
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

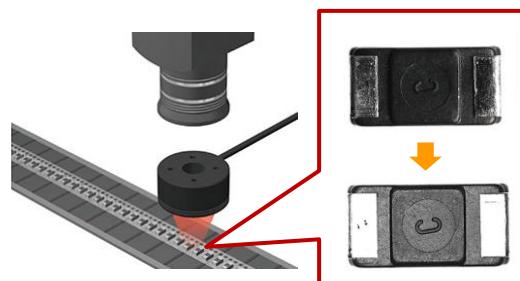


Statuses of and information about various sensors visualized with IO-Link

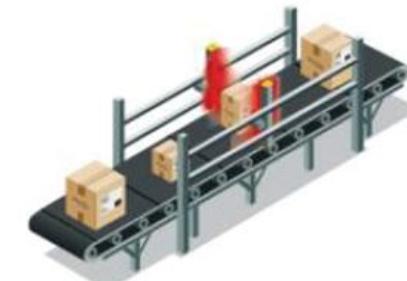


# Inspection Lighting (Former MVL segment) / Industrial Automation Business (IA)

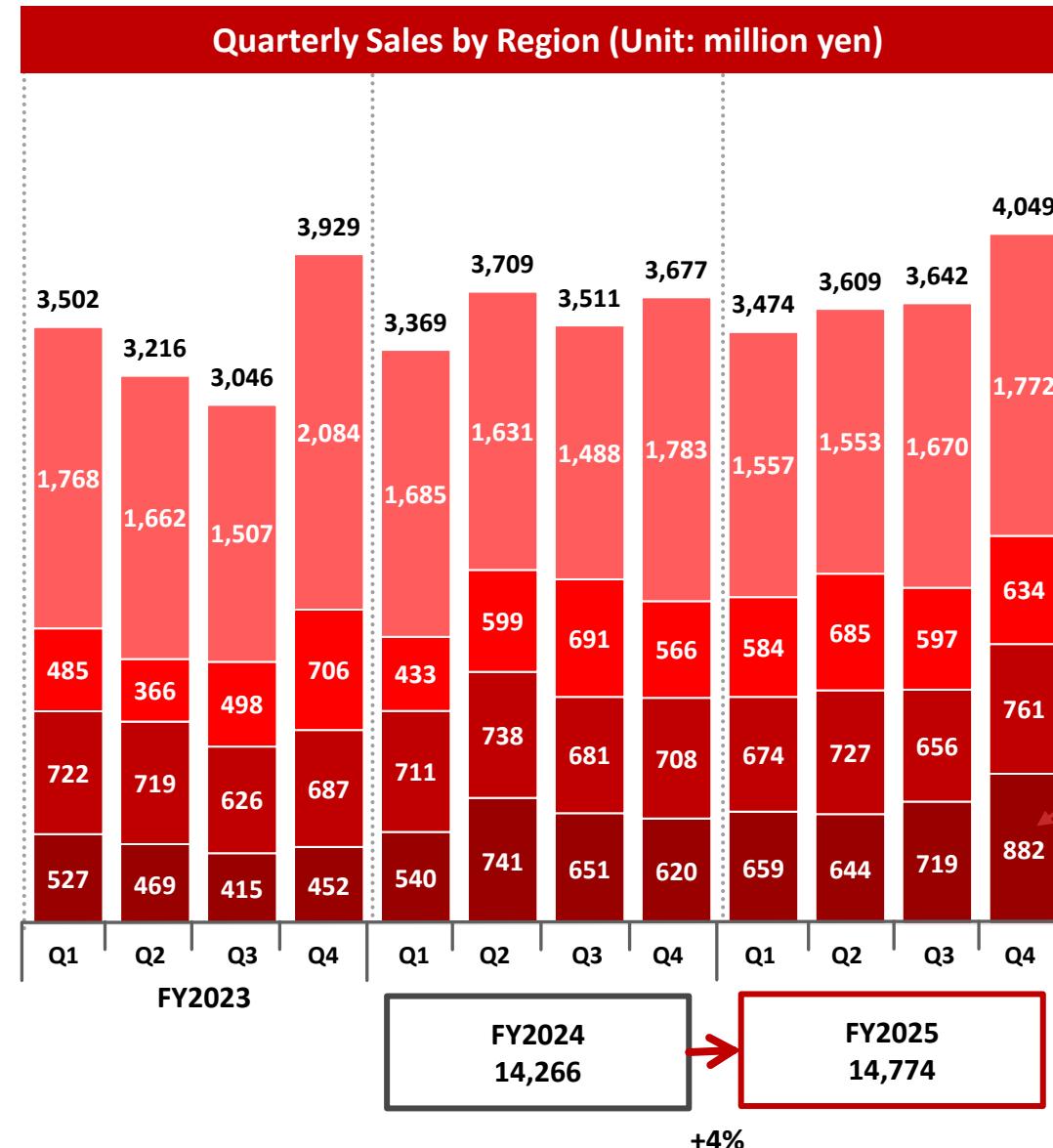
Region	FY2025 Overview
Japan	- As performance in the cutting-edge semiconductor area is rallying, sales remained brisk. Sales of products for electric and electronic components continued to be weak.
AMERICAs	- Sales for the logistics industry remained strong.
EMEA	- In products handled by the French 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.

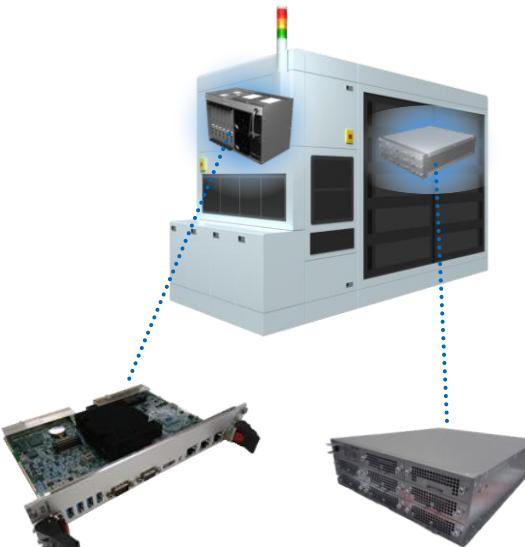
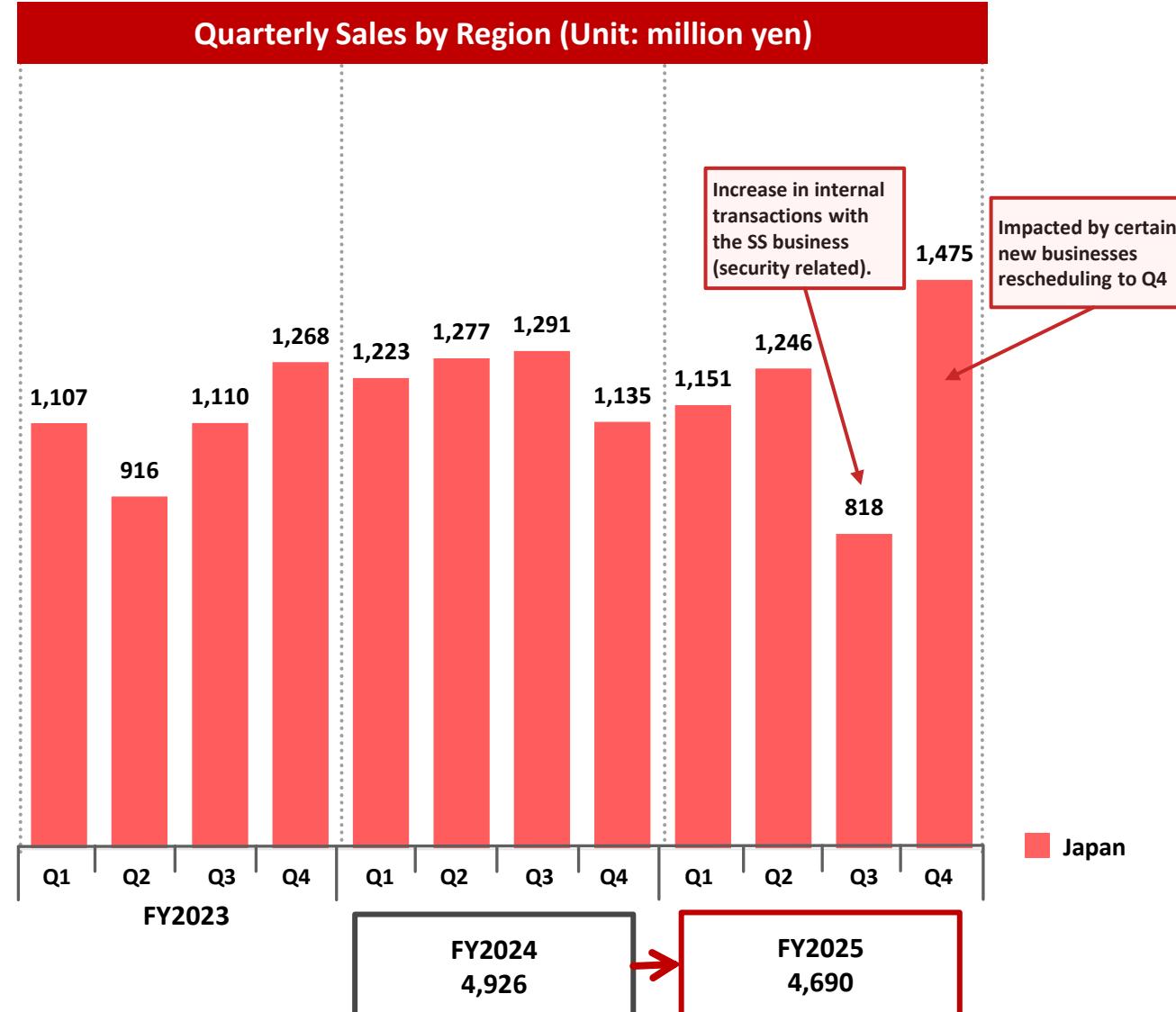


Visual inspection solution  
for electronic components

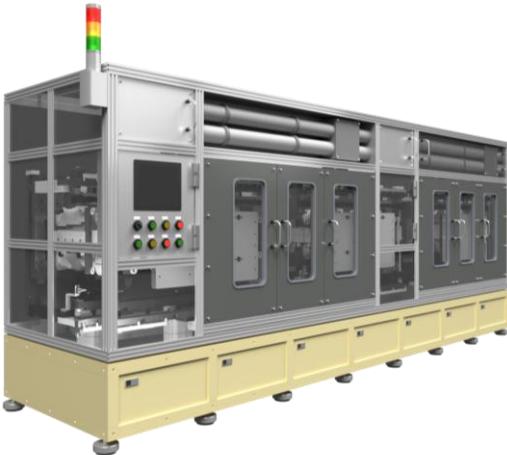


Use in the logistics industry

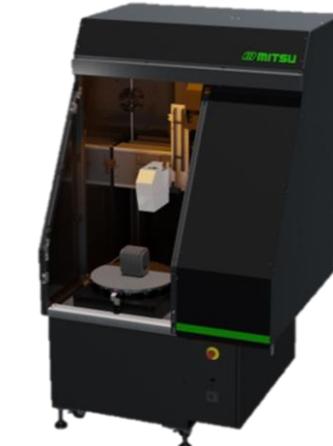


Region	FY2025 Overview	Quarterly Sales by Region (Unit: million yen)																																							
Japan	<ul style="list-style-type: none"> <li>- Strong sales were attained in tracking cameras for large critical facilities through synergy with the Sensing Solution business (security sensors).</li> <li>- Sales of products for semiconductor manufacturing equipment remained weak.</li> </ul>  <p>Industrial computer for semiconductor manufacturing equipment</p> <p>Tracking Cameras</p>	 <p>Quarterly Sales by Region (Unit: million yen)</p> <table border="1"> <thead> <tr> <th>Quarter</th> <th>Year</th> <th>Sales (million yen)</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>FY2023</td> <td>1,107</td> </tr> <tr> <td>Q2</td> <td>FY2023</td> <td>916</td> </tr> <tr> <td>Q3</td> <td>FY2023</td> <td>1,110</td> </tr> <tr> <td>Q4</td> <td>FY2023</td> <td>1,268</td> </tr> <tr> <td>Q1</td> <td>FY2024</td> <td>1,223</td> </tr> <tr> <td>Q2</td> <td>FY2024</td> <td>1,277</td> </tr> <tr> <td>Q3</td> <td>FY2024</td> <td>1,291</td> </tr> <tr> <td>Q4</td> <td>FY2024</td> <td>1,135</td> </tr> <tr> <td>Q1</td> <td>FY2025</td> <td>1,151</td> </tr> <tr> <td>Q2</td> <td>FY2025</td> <td>1,246</td> </tr> <tr> <td>Q3</td> <td>FY2025</td> <td>818</td> </tr> <tr> <td>Q4</td> <td>FY2025</td> <td>1,475</td> </tr> </tbody> </table> <p>Legend: Japan (Red bar)</p> <p>Annotations:</p> <ul style="list-style-type: none"> <li>Increase in internal transactions with the SS business (security related).</li> <li>Impacted by certain new businesses rescheduling to Q4</li> </ul>	Quarter	Year	Sales (million yen)	Q1	FY2023	1,107	Q2	FY2023	916	Q3	FY2023	1,110	Q4	FY2023	1,268	Q1	FY2024	1,223	Q2	FY2024	1,277	Q3	FY2024	1,291	Q4	FY2024	1,135	Q1	FY2025	1,151	Q2	FY2025	1,246	Q3	FY2025	818	Q4	FY2025	1,475
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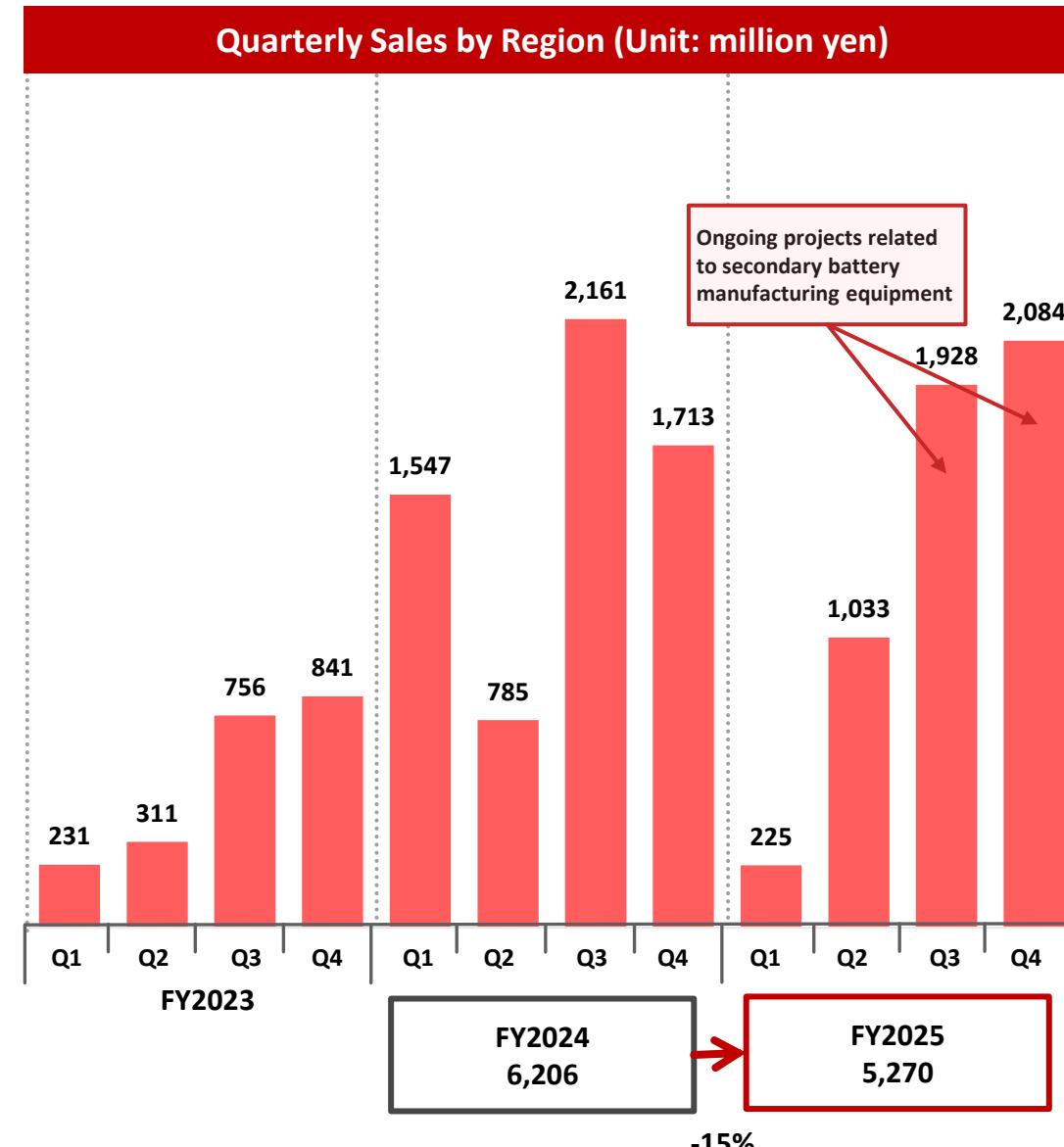
Region	FY2025 Overview
Japan	Orders for secondary battery manufacturing equipment due to deceleration of demand for EV-related capital investment



Manufacturing equipment of secondary batteries for electric vehicles and hybrid vehicles



Non-contact 3D shape measuring device



1. FY2025 Overview of Financial Results

2. FY2026 Consolidated Earnings Forecasts

3. Three-Year Management Plan (FY2026-FY2028)

# FY2026 Assessment of the Business Environment

Sensing Solution (SS) Business	Security Sensors	Security-related demand will continue to increase in response to the growth in investments in AI, data centers and infrastructure-related facilities. We will accelerate growth by stepping up efforts to propose solutions for large critical facilities globally. We expect that demand for defense industry-related products will grow on a medium- to long-term basis.
	Automatic Door Sensors	We expect to continue performing solidly on the back of growing demand mainly in Europe and the United States for products that respond to safety enhancements and contribute to improvements in the environment. We expect to continue performing firmly in the domestic market as well by enhancing products and systems in response to demand for remote management.
	Social and Environmental	Demand for vehicle detection solutions will continue to grow, reflecting the progress in systemic breakthroughs linked to the digital transformation of parking lots. We expect to accelerate growth by capturing demand in target markets through the proposal of direct marketing and solutions.

Industrial Automation (IA) Business	Factory Automation	We will work to ensure full advantage is taken of the recovery in demand for capital investment in the semiconductor and electronic component industries. We will concentrate resources in core products such as displacement sensors and IO-Links, to achieve growth on a full-year basis by strengthening selection and to implement strategic measures to handle changes in the Chinese market.
	Inspection Lighting	Inquiries are increasing, reflecting continued miniaturization and integration in semiconductors and electronic components. The scope of experiment themes, which includes gigacasting and all-solid-state batteries, is expanding in the automobile industry. We will further enhance private exhibitions to strengthen our solution-proposal capabilities.
	Industrial PCs	Orders for semiconductor manufacturing equipment continued to decrease in FY2025 due to excess inventory. The industrial PC market is expected to be firm in FY2026 thanks to demand for automation as the market is trending toward a moderate recovery.
	Automation Systems	Market conditions are expected to remain uncertain, reflecting weak demand for secondary battery manufacturing equipment for EVs due to the oversupply in the in-vehicle battery market.

# FY2026 Consolidated Earnings Forecasts

The forecasts reflect the impact of U.S. tariffs and a decrease in Automation systems-related orders in the IA Business. We will seek to strengthen sales of highly profitable products, such as FA sensors and Inspection lighting in the Industrial Automation business, against a backdrop of stable growth in the Sensing Solution business, growing demand for automation and the reduction of labor and the increasing complexity of inspection processes.

Unit: million yen, (): Ratio to net sales	FY2025 Results	FY2026 Forecast	YoY
<b>Net sales</b>	<b>65,878</b>	<b>69,000</b>	<b>+4.7%</b>
<b>Gross profit</b>	<b>34,291 (52.1%)</b>	<b>36,515 (52.9%)</b>	<b>+6.5%</b>
<b>SG&amp;A</b>	<b>26,137 (39.7%)</b>	<b>27,715 (40.2%)</b>	<b>+6.0%</b>
<b>Operating profit</b>	<b>8,153 (12.4%)</b>	<b>8,800 (12.8%)</b>	<b>+7.9%</b>
<b>Ordinary profit</b>	<b>8,000 (12.1%)</b>	<b>8,800 (12.8%)</b>	<b>+10.0%</b>
<b>Profit attributable to owners of parent</b>	<b>6,595 (10.0%)</b>	<b>6,600 (9.6%)</b>	<b>+0.1%</b>
<b>Basic earnings per share (yen)</b>	<b>185.16</b>	<b>185.30</b>	

- Exchange rate

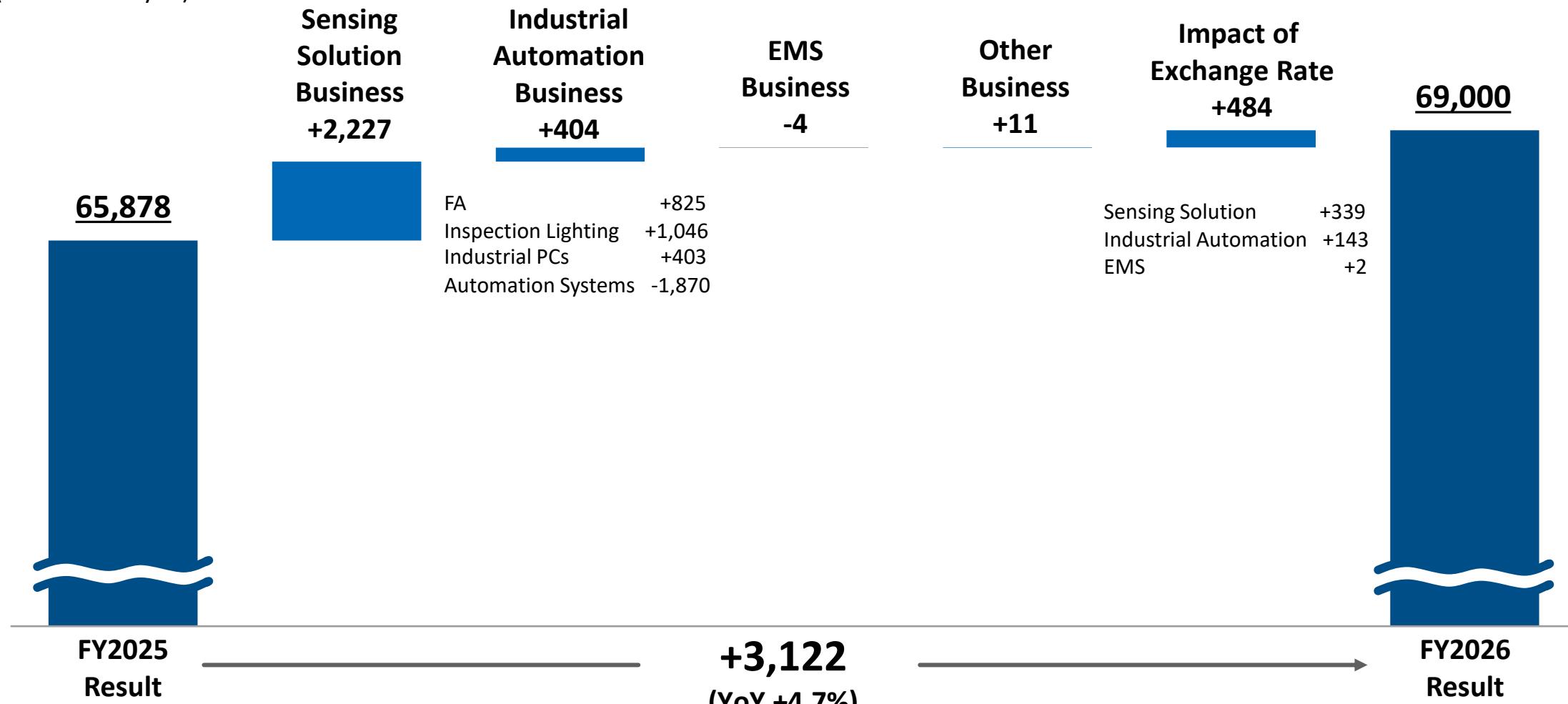
	FY2025 Results	FY2026 Forecast
1USD	149.71 yen	150.00 yen
1EUR	169.00 yen	175.00 yen
1GBP	197.25 yen	200.00 yen

- Exchange rate sensitivity (Forecast for FY2026, the amount of impact due to a change of one yen)

	Net Sales	Operating profit
USD	Approx. 120 mil. yen	Approx. 30 mil. yen
EUR	Approx. 60 mil. yen	Approx. 40 mil. yen
GBP	Approx. 30 mil. yen	Approx. 10 mil. yen

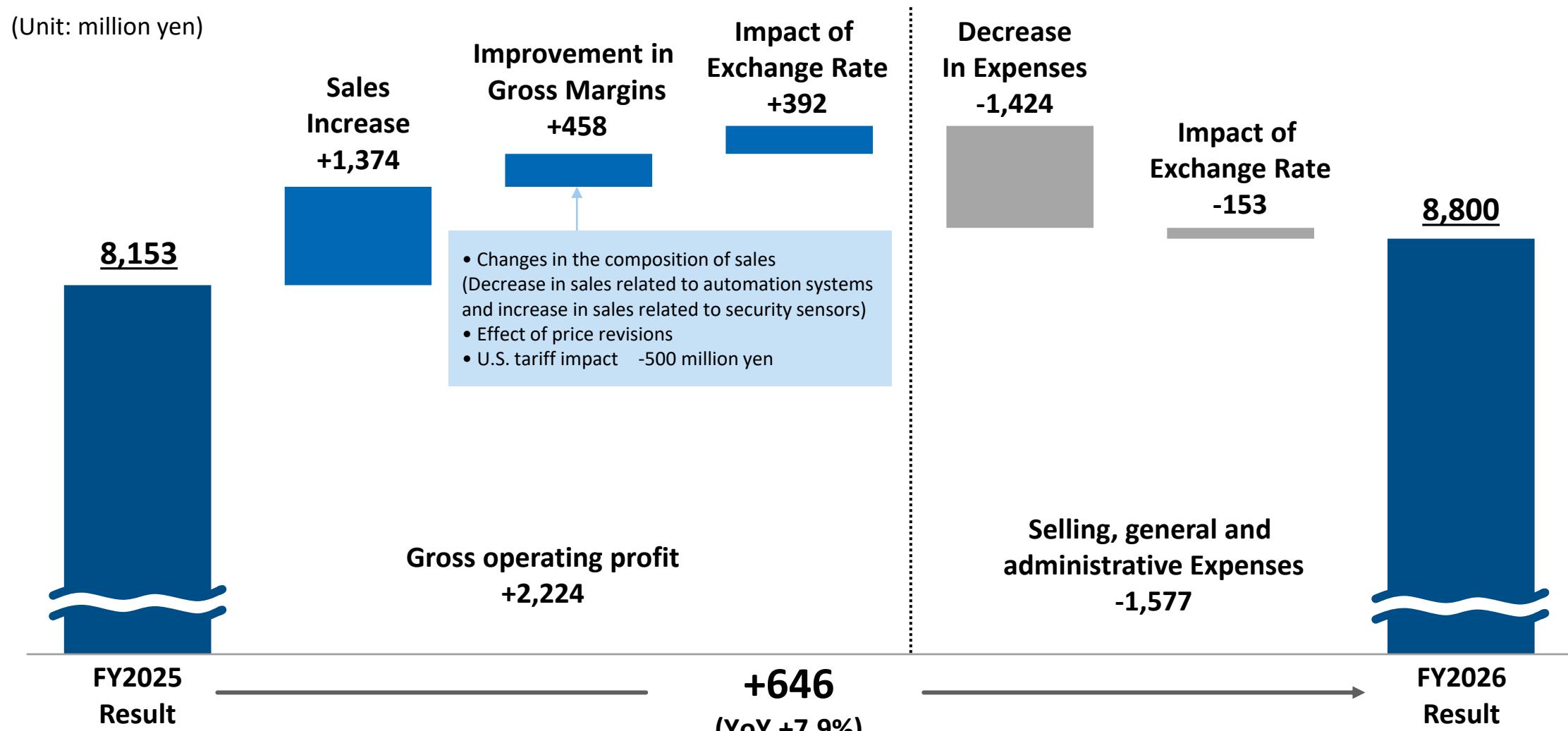
## Factors of change in Net Sales (Year- on-year)

(Unit: million yen)



# Factors of change in Operating Profit (Year- on-year)

(Unit: million yen)



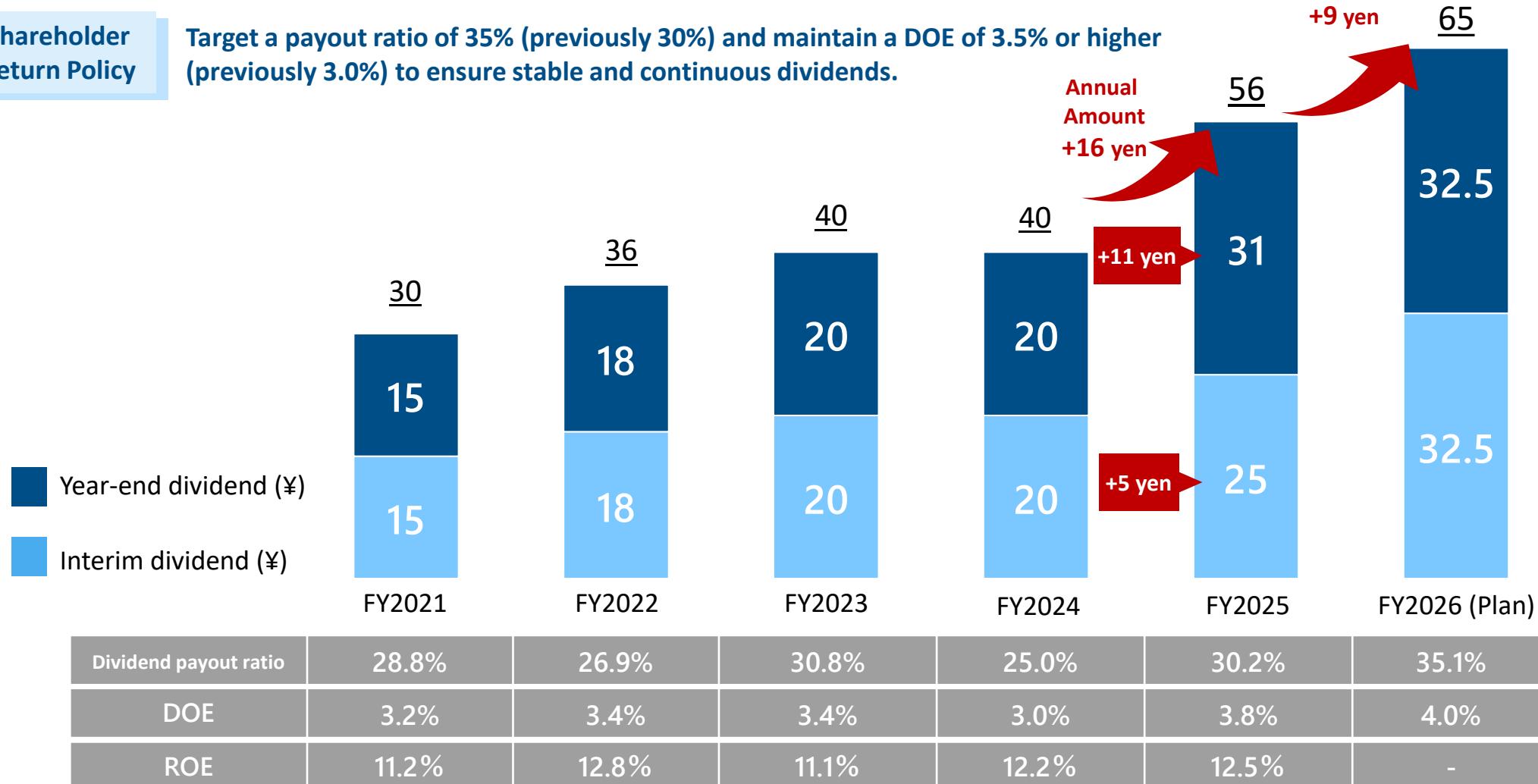
# Shareholder Return

Our strengthened shareholder return policy will take effect in FY2026.

The forecast annual dividend will increase by 9 yen from the dividend in FY2025.

## Shareholder Return Policy

Target a payout ratio of 35% (previously 30%) and maintain a DOE of 3.5% or higher (previously 3.0%) to ensure stable and continuous dividends.



1. FY2025 Overview of Financial Results
2. FY2026 Consolidated Earnings Forecasts
3. Three-Year Management Plan (FY2026-FY2028)

# Growth Vision Toward FY2030

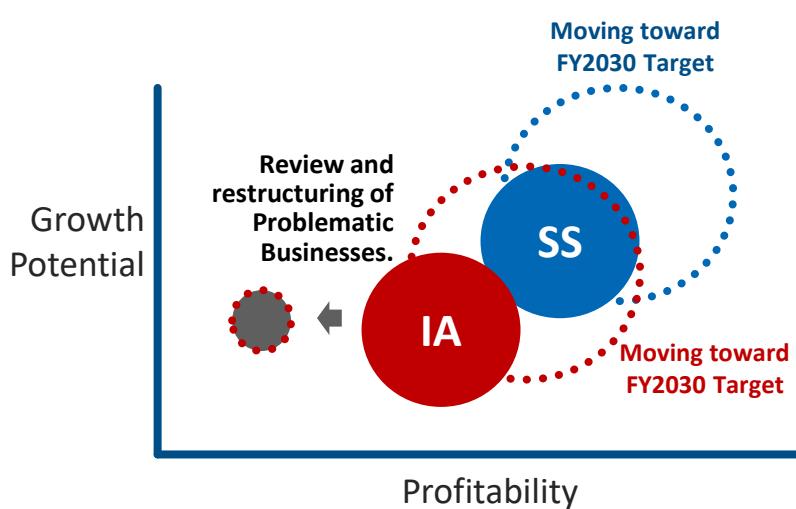
Thoroughly implement business portfolio management and decisively review underperforming businesses. Evolve core businesses into a solution-oriented model to enhance corporate value.

## Key Performance Indicators for Corporate Value Creation in FY2030

Consolidated Net Sales	100 bn yen
Operating Profit Margin	15% or higher
ROE	stable at 15%

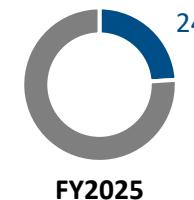
Achieve high profitability and stable growth through optimal allocation of management resources, rather than investing uniformly across all businesses.

## Business Portfolio Image for FY2030

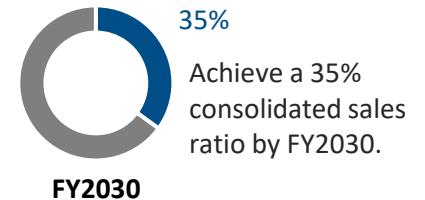


Drastically review problematic businesses, including potential downsizing or withdrawal, without exceptions.

## Expand the solution-oriented business model.



FY2025



FY2030

The Foundation Supporting Strategic Acceleration  
Sharing the group's strategic direction

Deepening expertise in each segment

Digital Transformation

Human Resource Development

Technological Co-creation

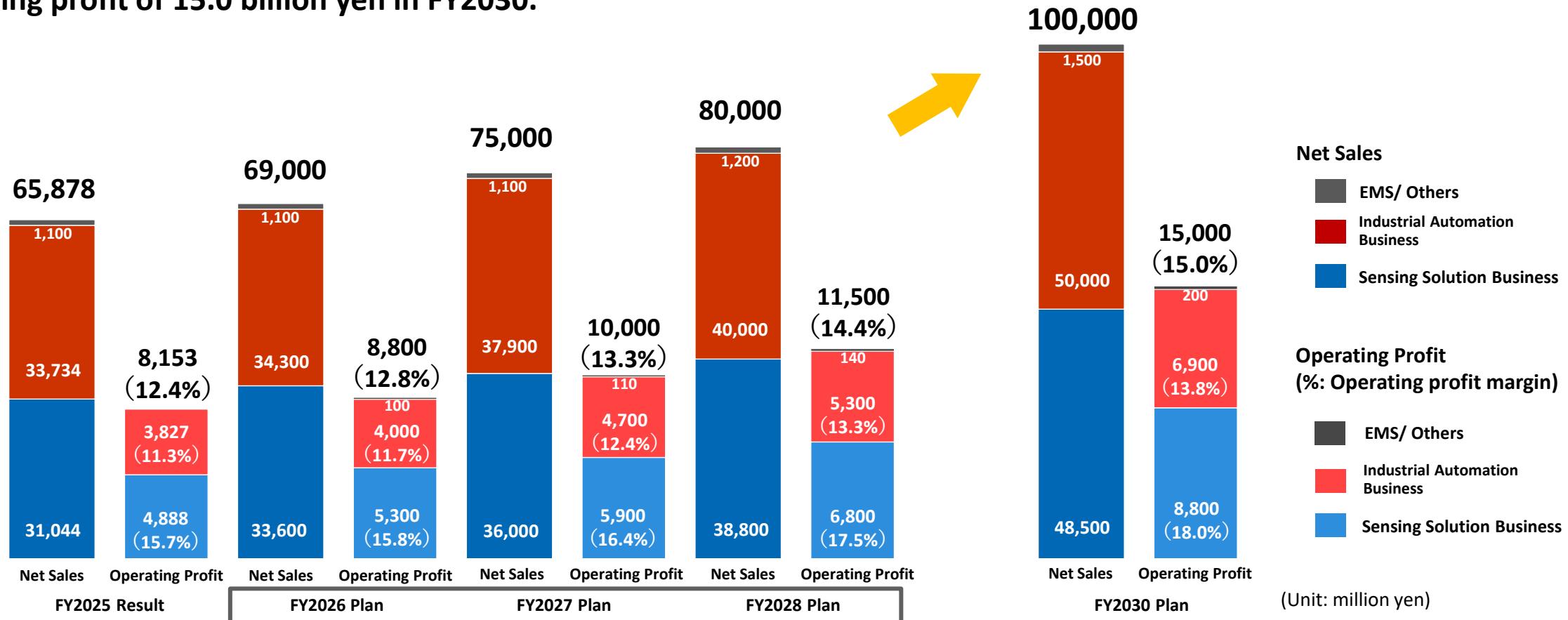
Sustainability

Deepen expertise in each segment and leverage speed as a competitive advantage.

# Three-Year Management Plan (FY2026-FY2028)

Optex Group formulates a three-year management plan using a rolling approach, updated annually to adapt to rapid changes in market conditions flexibly.

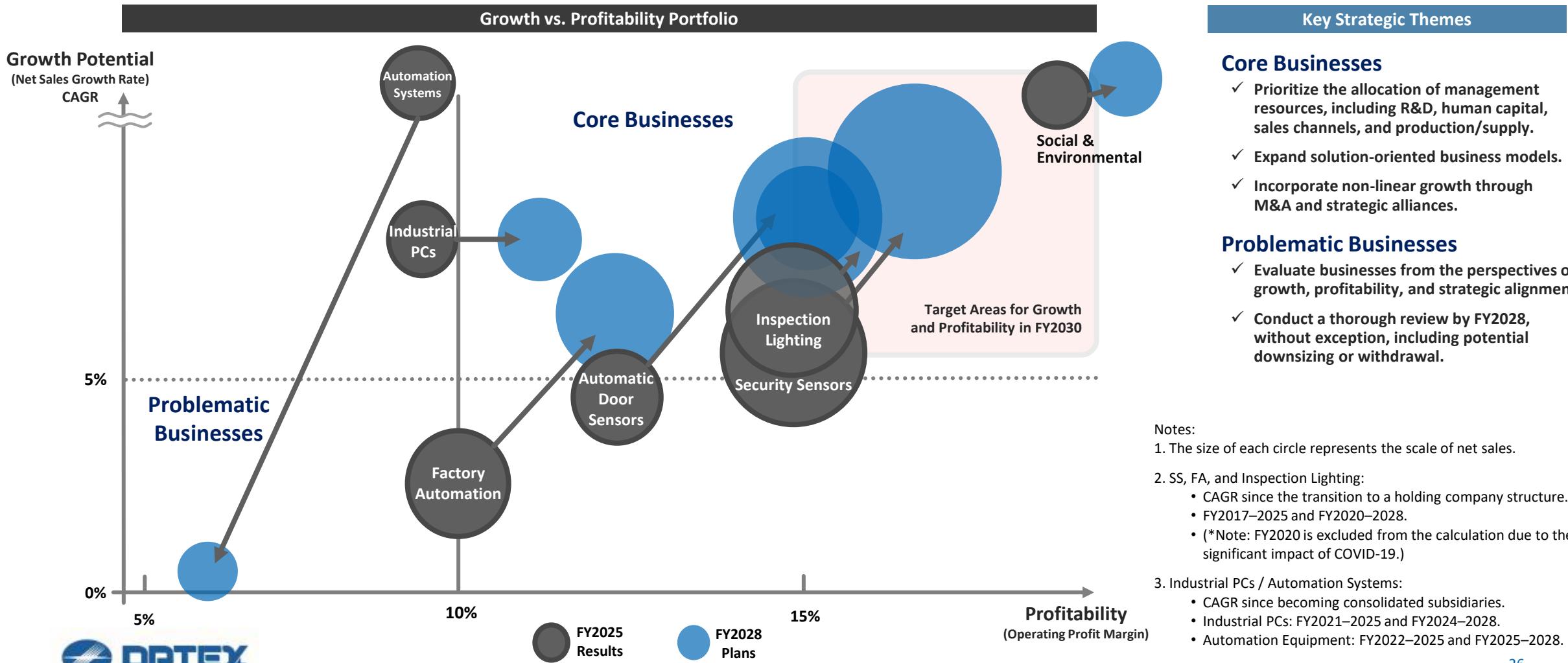
We project net sales of 80.0 billion yen and operating profit of 11.5 billion yen for FY2028, the final year of the plan. Furthermore, by continuously improving the operating profit margin, we target net sales of 100.0 billion yen and operating profit of 15.0 billion yen in FY2030.



Note: Operating profit by segment in the bar chart does not include corporate adjustments (corporate expenses, etc.); therefore, it does not match the total operating profit shown above. Please refer to P.39 for the previous three-year management plan (2025–2027) as of February 14, 2025.

# Promotion of Business Portfolio Management

We will optimally allocate management resources to high-growth, high-profit Core Businesses and establish a high-profit structure over the three-years through FY2028. We aim to achieve an operating margin of 15% or higher by FY2030.



# Targets and Progress of the Solution-Oriented Business

Traditional Approach  
(Product-Centric)

**Solution-Oriented Approach**  
**(Focusing on True Customer Needs)**

Product Sales  
II  
High-Quality Specifications  
Superior Performance  
Reliable Quality



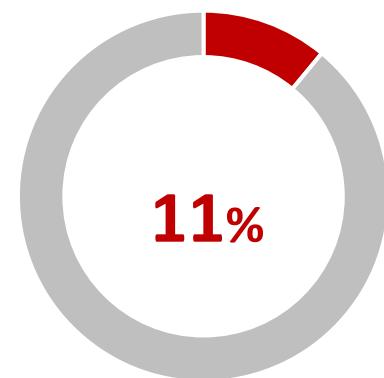
**Products**  
+  
**Providing Systems, Integrated Data, and Services**

- ✓ Enhancing Value Proposition
- ✓ Increasing Profitability
- ✓ Enhancing Business Continuity

By accelerating the solution-oriented business, we will increase the ratio of solution-oriented sales to 31% of consolidated net sales by FY2028. Through this structural transformation, we aim to achieve a consolidated operating profit margin of 15% in FY2030.

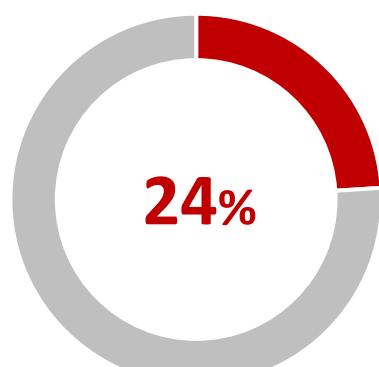
Trend in Sales Ratio of Solution-Oriented Business

¥4.0 billion



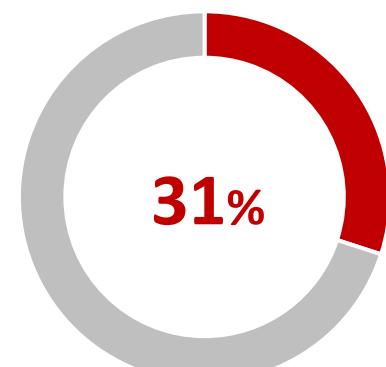
FY2017  
Result

¥15.8 billion



FY2025  
Result

¥25.0 billion



FY2028  
Goal

SS Business: Progressing as planned

IA Business: Progress is moderate due to a delay in market recovery

# Solution-Oriented Business: Status of Strategic Initiatives

Providing comprehensive, end-to-end solutions including SI\* capabilities in the security sensor business



## Market Needs and Opportunities

- Accelerating capital investment and replacement demand in critical infrastructure facilities, such as data centers, electric power, and defense.
- Growing demand for high-precision, highly reliable, and integrated security solutions provided on an end-to-end basis.

## Our Competitive Advantages

- Extensive sensor technologies and a highly reliable, diverse product lineup.
- Customer-centric on-site responsiveness and direct marketing capabilities.
- Long-term relationships with key customers, robust solution-oriented proposal capabilities, customization expertise, and high entry barriers driven by switching costs.

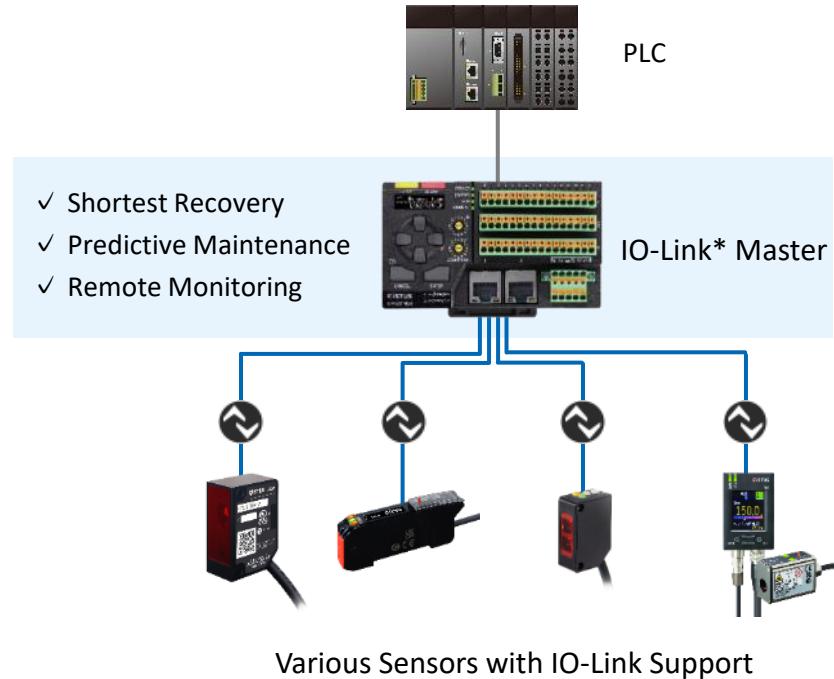
## Status of Strategic Initiatives

- Strengthened pre-installation support systems for large-scale critical facilities to ensure high construction quality, leading to long-term trust and recurring orders.
- Developed and delivered application-specific models that incorporate feedback from construction sites to meet the rapidly growing demand in critical infrastructure, such as data centers.

\* SI: An abbreviation for System Integration. This includes designing, supporting the installation of security systems, and providing maintenance services.

# Solution-Oriented Business: Status of Strategic Initiatives

## Delivering solutions that enable bidirectional data exchange in the FA sensor business



\*IO-Link: A communication technology for interactive communication between sensors and control systems, enabling the exchange of various types of data.

### Market Needs and Opportunities

- Growing demand for long-life, high-durability equipment and integrated control programs, driven by a shrinking labor force and advancements in AI and IT.
- Expanding demand for IIoT (Industrial IoT), digitalization, and IO-Link compatible devices and sensors, making noise countermeasure and digital signal compatibility essential.

### Our Competitive Advantages

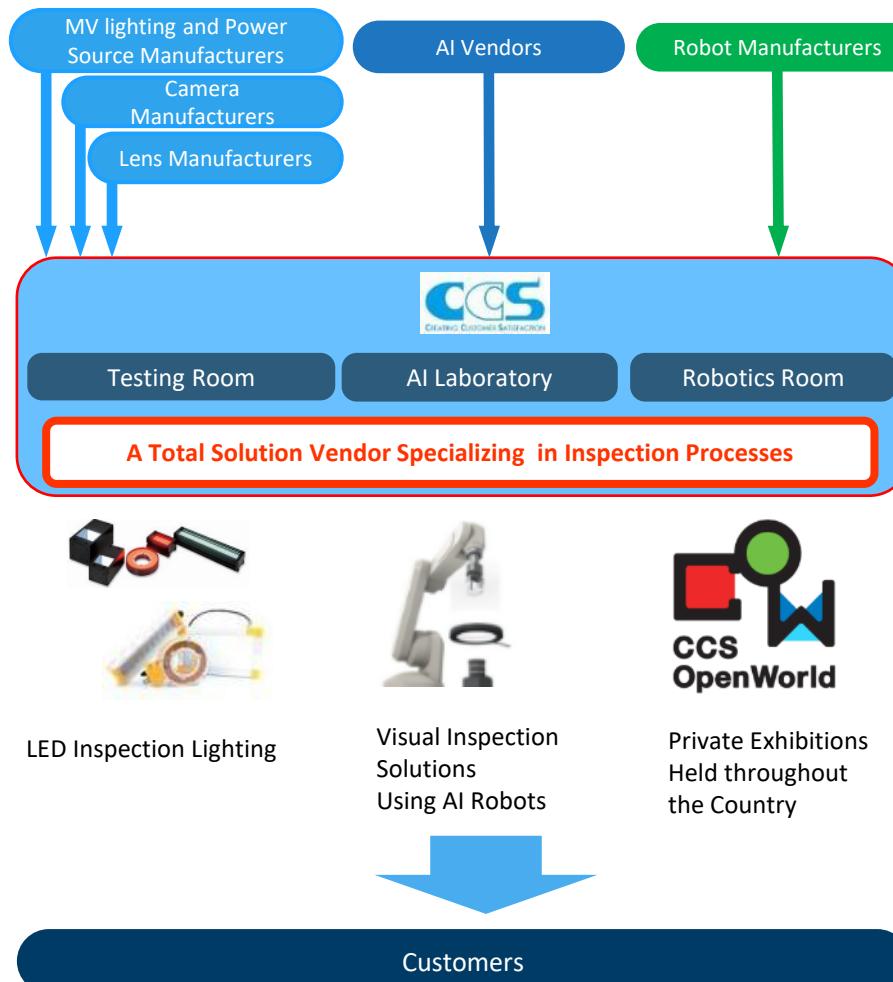
- Automation and IIoT capabilities driven by a wide range of sensor technologies, including photoelectric, laser, and image sensors, and an extensive product lineup.
- Providing optimal solutions that address on-site challenges through a wealth of application case studies and robust technical support.

### Status of Strategic Initiatives

- Launched Field Prime, a new service designed to connect the UR Series IO-Link masters with various devices.
- Initiated a strategic partnership with OMRON Corporation to promote the widespread adoption of IO-Link products.

# Solution-Oriented Business: Status of Strategic Initiatives

## Providing solutions that combine Seeing and Doing in the Machine Vision Lighting Business



### Market Needs and Opportunities

- In the semiconductor, electric, and electronic components industries, inspection processes are becoming increasingly complex due to miniaturization, higher integration, and the adoption of new materials.
- In the automotive industry, strategic themes such as Giga-casting and all-solid-state batteries are expanding.
- The restructuring of inspection processes to address labor shortages has also become a major strategic theme.

### Our Competitive Advantages

- A specialized group of engineers and SEs (Sales Engineers) who are well-versed in inspection processes, with a team size that is among the largest in the industry.
- A support system capable of partnering with customers in the semiconductor, electric, and electronic components sectors to solve highly complex challenges over long periods—sometimes exceeding two years.

### Status of Strategic Initiatives

- Established a dedicated Solution Division to strengthen the delivery of optimized proposals.
- Hosted the private exhibition CCS OpenWorld nationwide to deepen customer engagement.
- Opened a new laboratory in Munich, Germany, to bolster our presence and service capabilities in the DACH region.
- Launched a strategic collaboration with HPC Systems Inc. to drive technological synergy.



# References

# **Action to Implement Management that is Conscious of Cost of Capital and Stock Price (Updated in February 2026)**

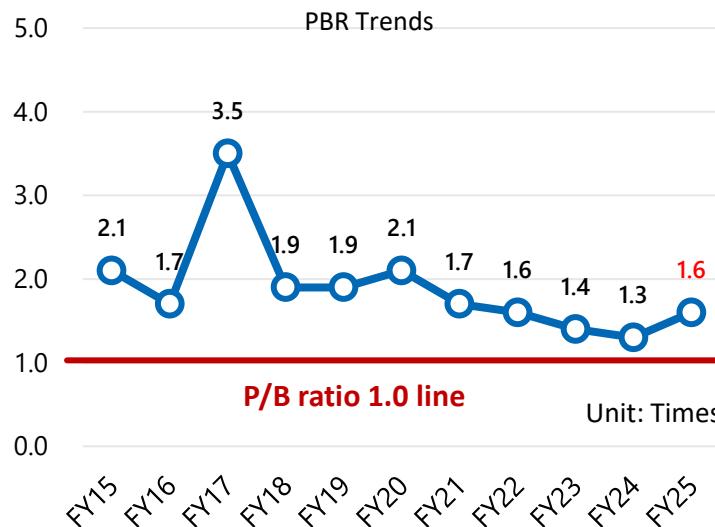
# Analysis of Optex Group's Status

Profitability and growth expectations have shown a recovery and upward trend compared to the previous fiscal year. We will continue to strive for further enhancement of our market valuation.

Comprehensive market evaluation

Price-to-book (P/B) ratio =

Driven by improved profitability, PBR has recovered to the 1.5–1.6x level.

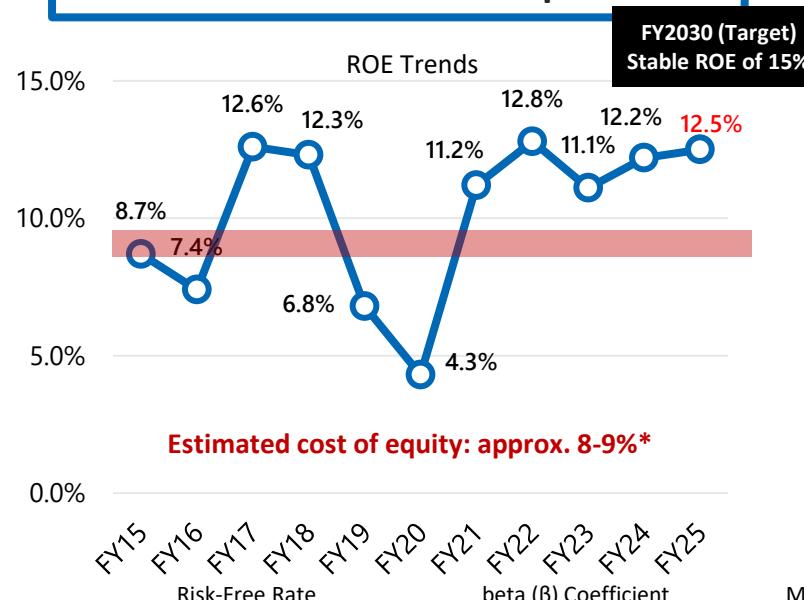


\* Estimated using the CAPM approach

Evaluation of profitability and capital efficiency

Return on equity (ROE)

Through improved profitability, we have consistently maintained an ROE that exceeds the cost of capital.



Estimated cost of equity: approx. 8-9%\*

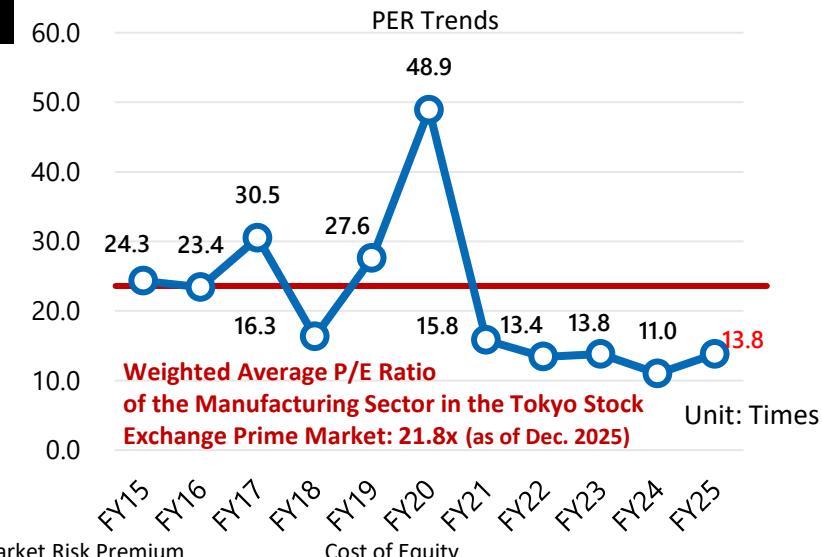
Risk-free rate (10-year government bond yield)

+ Inherent risk indicators of our stock

Evaluation of profitability and future growth potential

Price-to-earnings (P/E) ratio

Reflecting expectations for future growth, PER is on a recovery trend.



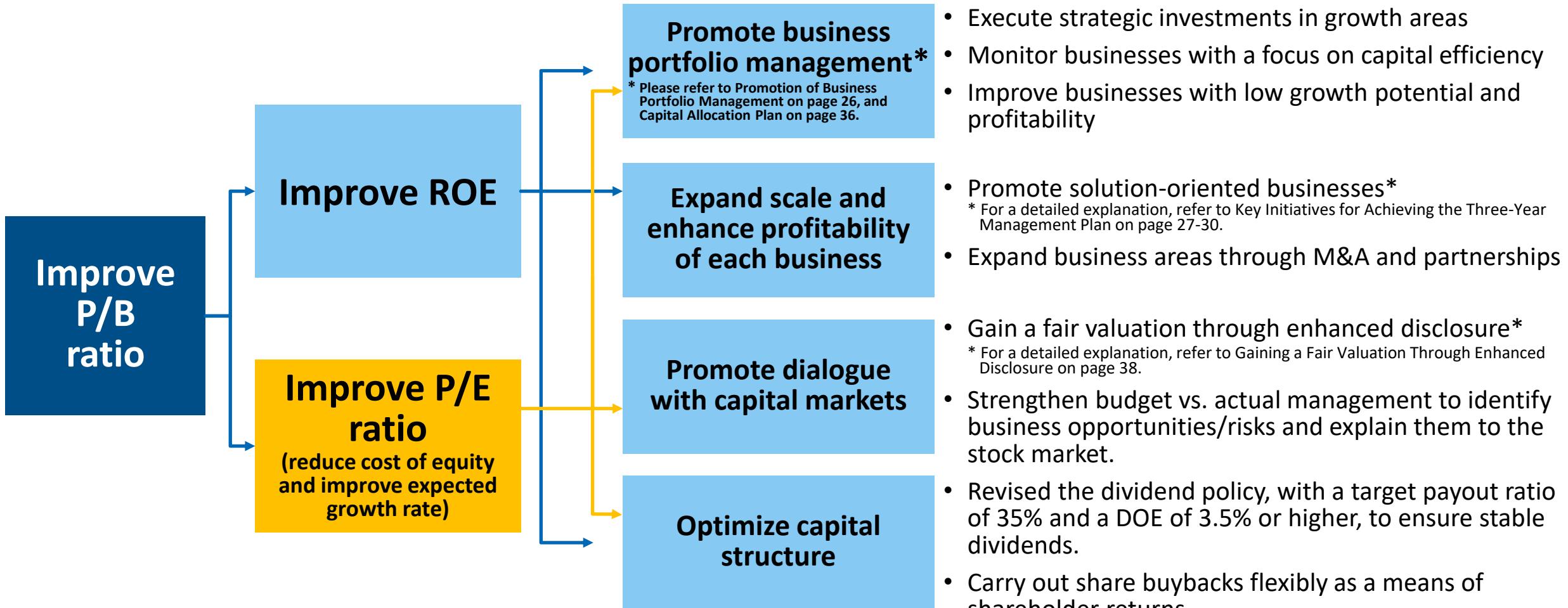
Weighted Average P/E Ratio of the Manufacturing Sector in the Tokyo Stock Exchange Prime Market: 21.8x (as of Dec. 2025)

Risk-free rate (10-year government bond yield) + Inherent risk indicators of our stock × Risk rewards of equity investment = 8-9% (our estimate)



# Ongoing Initiatives to Increase Corporate Value

We will promote efforts to revitalize profitability and foster growth expectations to drive long-term corporate value growth.

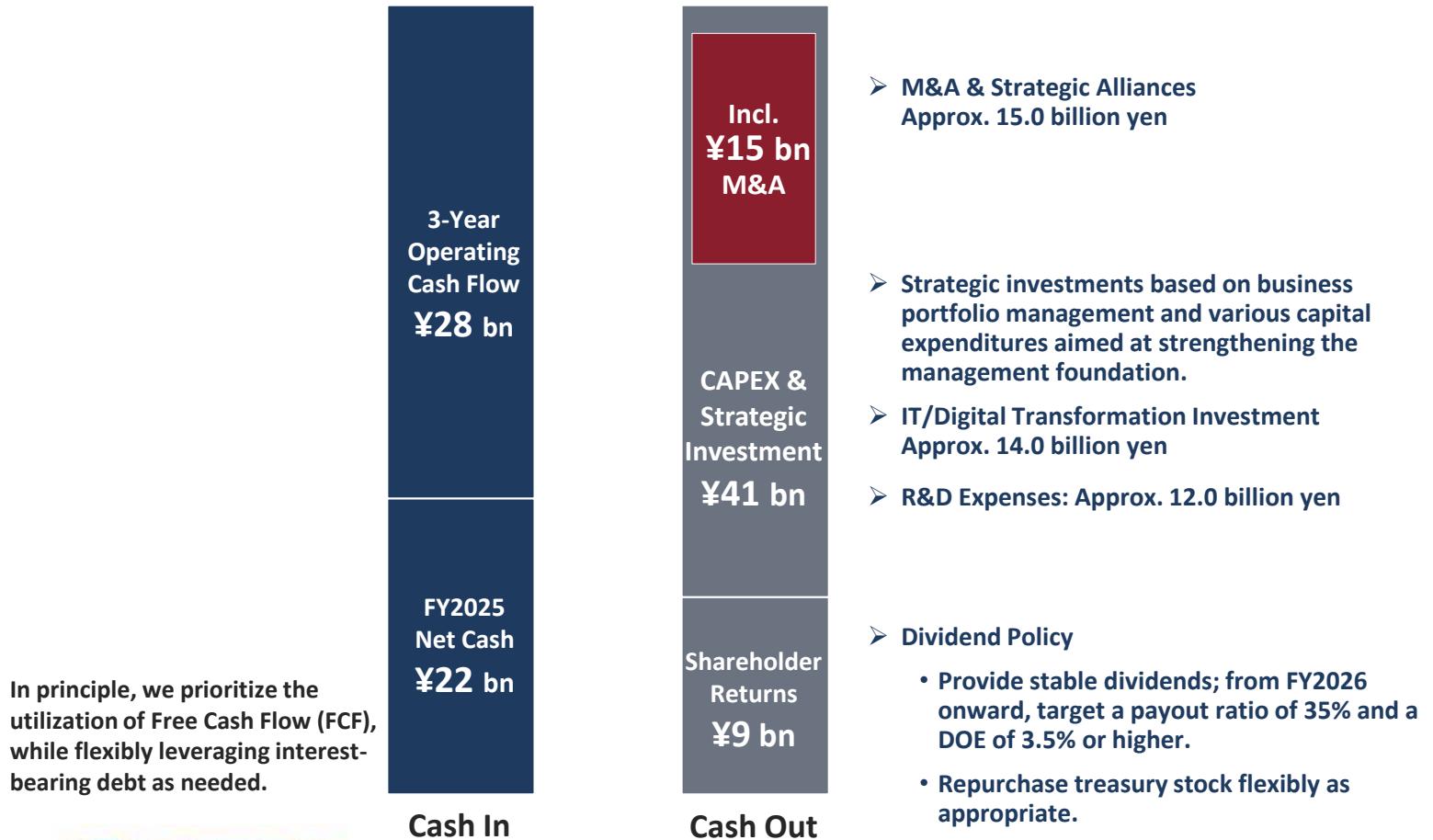


# Capital Allocation Plan

## Capital Allocation Policy (FY2026–2028 Medium-Term Management Plan)

Based on our target of achieving consolidated operating profit of 11.5 billion yen by FY2028, we will allocate approximately 15.0 billion yen for strategic investments, including M&A and business alliances.

Regarding shareholder returns, effective from FY2026, we have revised our policy to target a payout ratio of 35% and a DOE (Dividend on Equity ratio) of 3.5% or higher.



### Reference:

#### **Breakdown of Cash Outlays (FY2025 Results)**

##### **M&A & Strategic Alliances: Approx. ¥1.5 bn**

- Security: Acquisition of ATEXOR OY (Finland)
- Automatic Doors: Acquisition of new technologies and strategic alliance for R&D

##### **CAPEX & Digital Transformation Investment: Approx. ¥3.8 bn**

- Inspection Lighting: Full ownership of Technical Production Center
- China: Factory functional upgrades following relocation (due to external factors)
- Facilities renewal and IT core system investment

##### **R&D Expenses: Approx. ¥3.8 bn**

##### **Dividends**

- FY2025 Actual: Approx. ¥2.0 bn
- FY2026 Forecast: Approx. ¥2.3 bn

# M&A Policies

## Fundamental Policy

- Focus on synergies, growth potential, and profitability, rather than pursuing scale for its own sake.
- Aim for M&A that contributes to long-term corporate value by deepening our specialized expertise.

## Investment Policy

- Prioritize funding from (1) Free Cash Flow and (2) Debt, while remaining conscious of the cost of equity.
- If the expected value creation is not foreseeable, we will review the investment from the perspective of maximizing business value.

## M&A Themes

To expand our specialized domains, we will acquire technology, IP, sales channels, and talent related to our core businesses, strengthening our earnings base through the advancement of solutions.

# Gain a Fair Valuation through Enhanced Disclosure

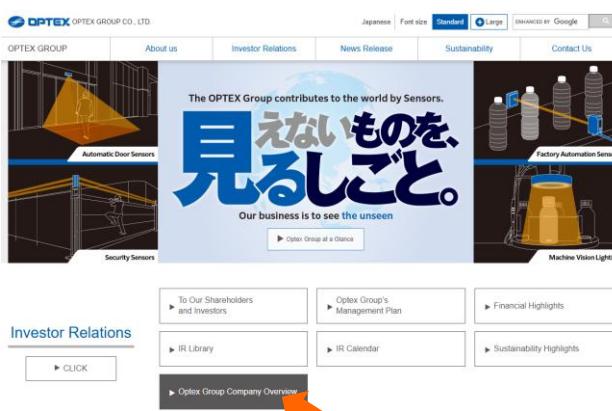
Taking into account feedback from dialogue with investors, we will enhance and improve IR disclosures to make it easier to understand our business and performance.

“The broad diversity of your business segments makes it difficult to grasp the overall picture.”

“We would like to see enhanced disclosure of sustainability information.”

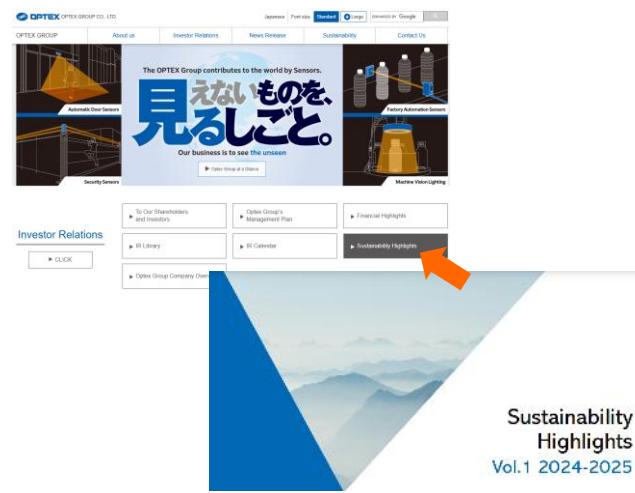
“Business abbreviations such as MVL, IPC and MECT are unclear.”

Released Corporate Profile for New Investors



Click for website

Released Sustainability Highlights



Click for website

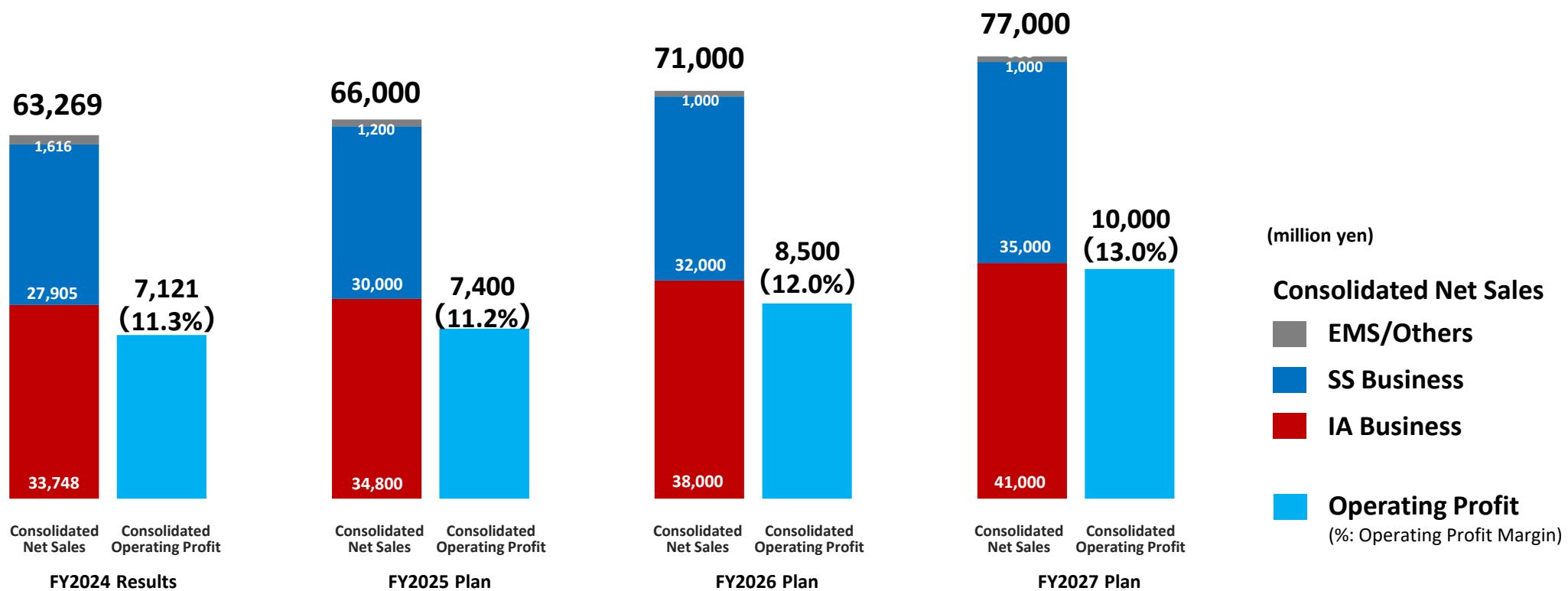
Sub-segment names have been changed effective FY2025 Q1.

Note: Change in business segment names (Effective from FY2025 Q1)

Sensing Business (SS Business)	Security Sensors
	Automatic Door Sensors
	Social and Environmental
Industrial Automation Business (IA Business)	FA
	Inspection Lighting (Former MVL-related)
	Industrial PCs (Former IPC-related)
	Automation Systems (Former MECT-related)

# [References]Three-Year Management Plan (2025-2027)

Optex Group formulates a three-year management plan using a rolling approach, updated annually to adapt to rapid changes in market conditions flexibly.



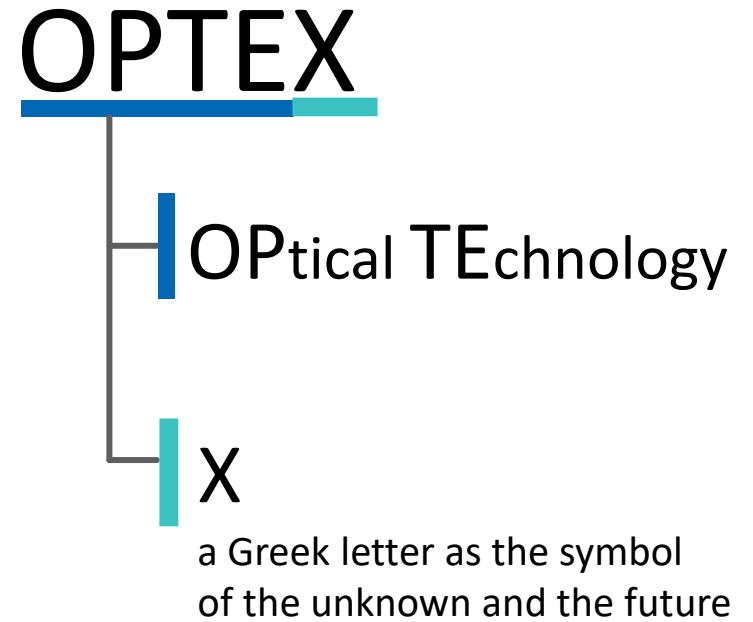


# Company Overview

## Corporate Data

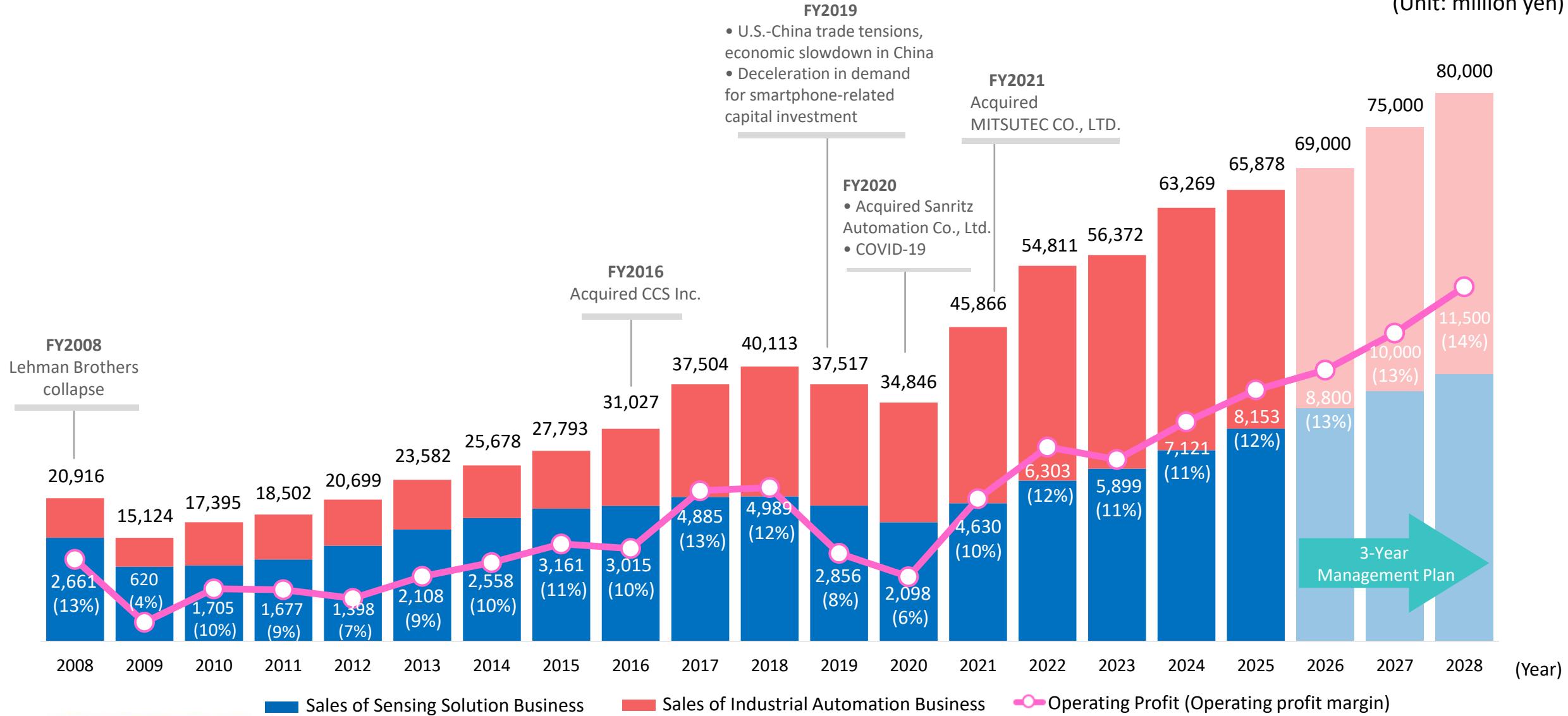
Corporate Name	OPTEX GROUP CO., LTD.
Head Office	Otsu-city, Shiga, Japan
Established	May 25, 1979
Capital Stock	2.7 billion yen
Net Sales	65.8 billion yen
Operating Profit	8.1 billion yen
Fiscal Year-End	December
Stock Listing	Prime Market, Tokyo Stock Exchange
Numbers of Employees	2,162 (Consolidated) *Excluding temporary employees

Meaning of the company name



# Corporate Data - Trends in Consolidated Performance

(Unit: million yen)



## Corporate Data - 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

# Corporate Data - 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

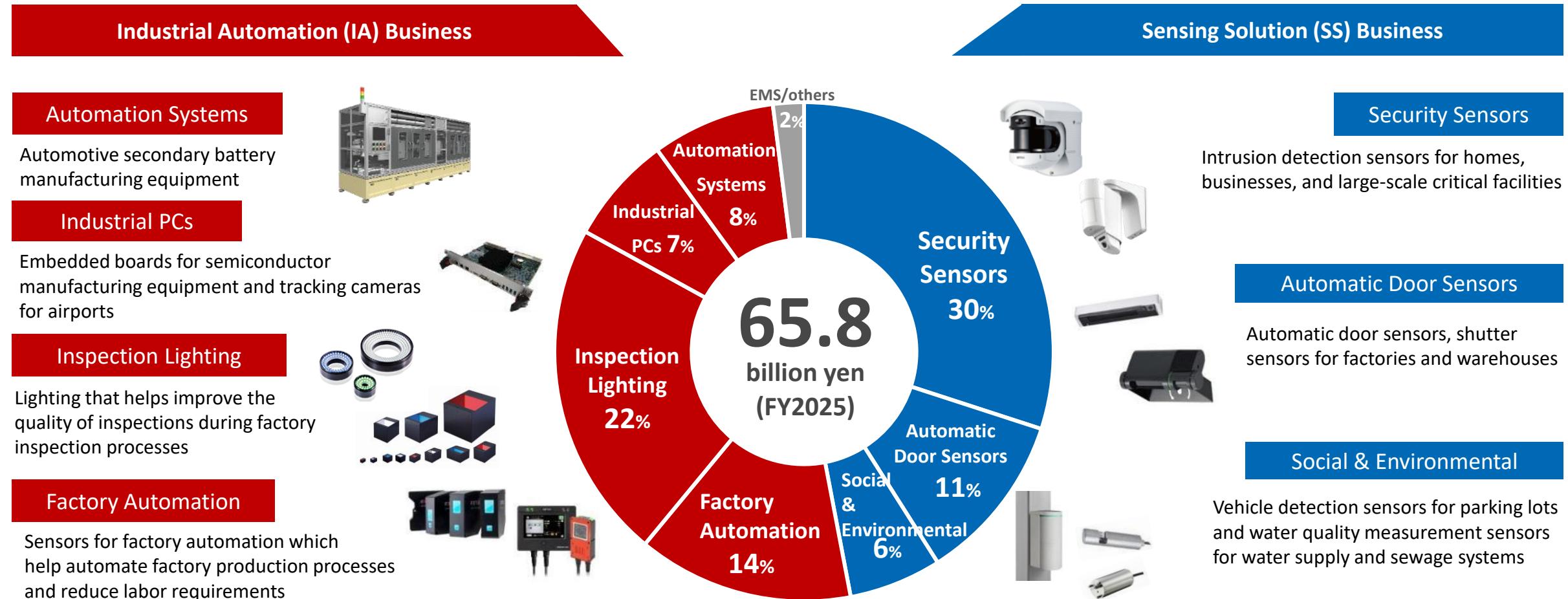
### OPTEX MFG CO., LTD.

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

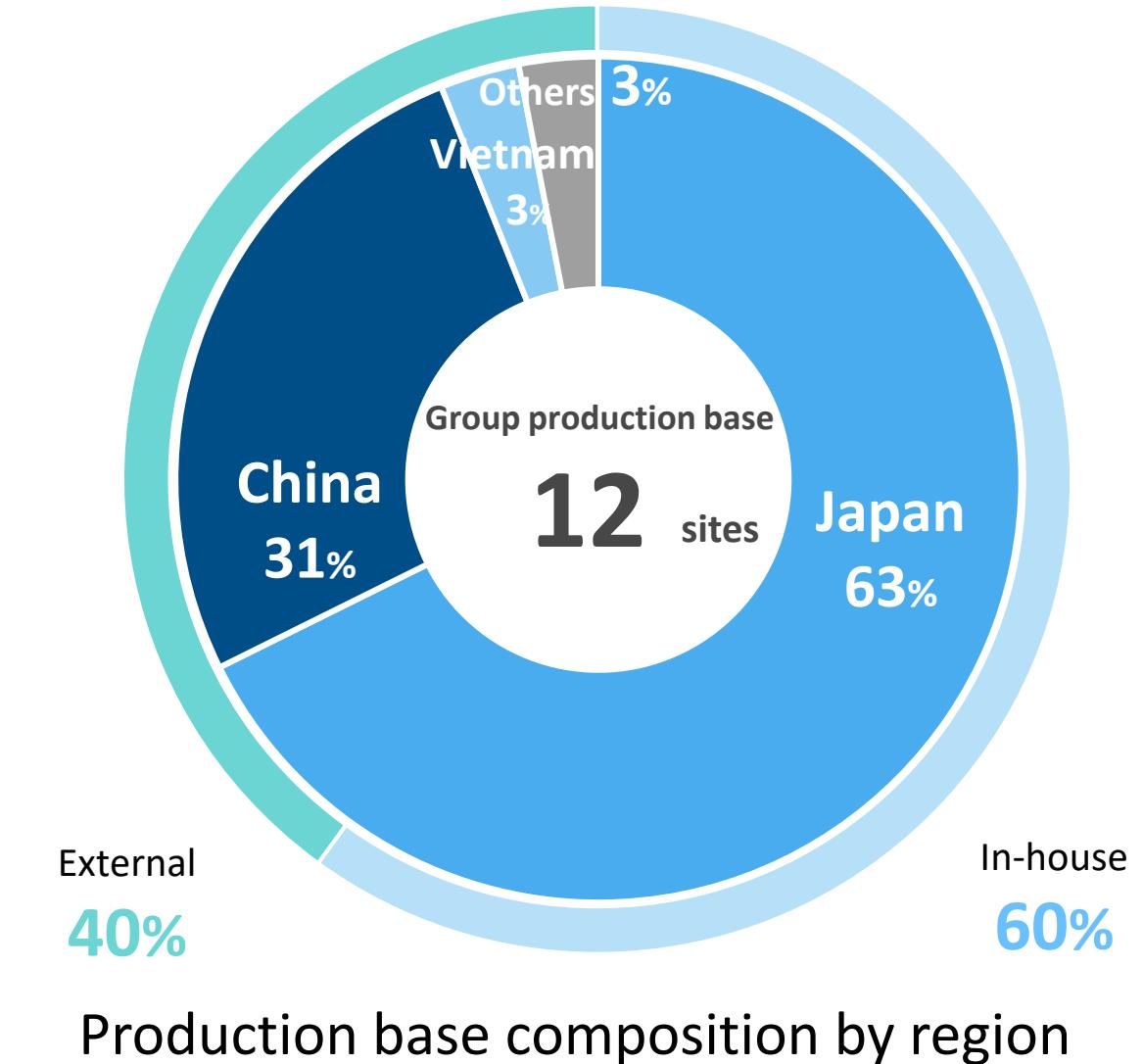
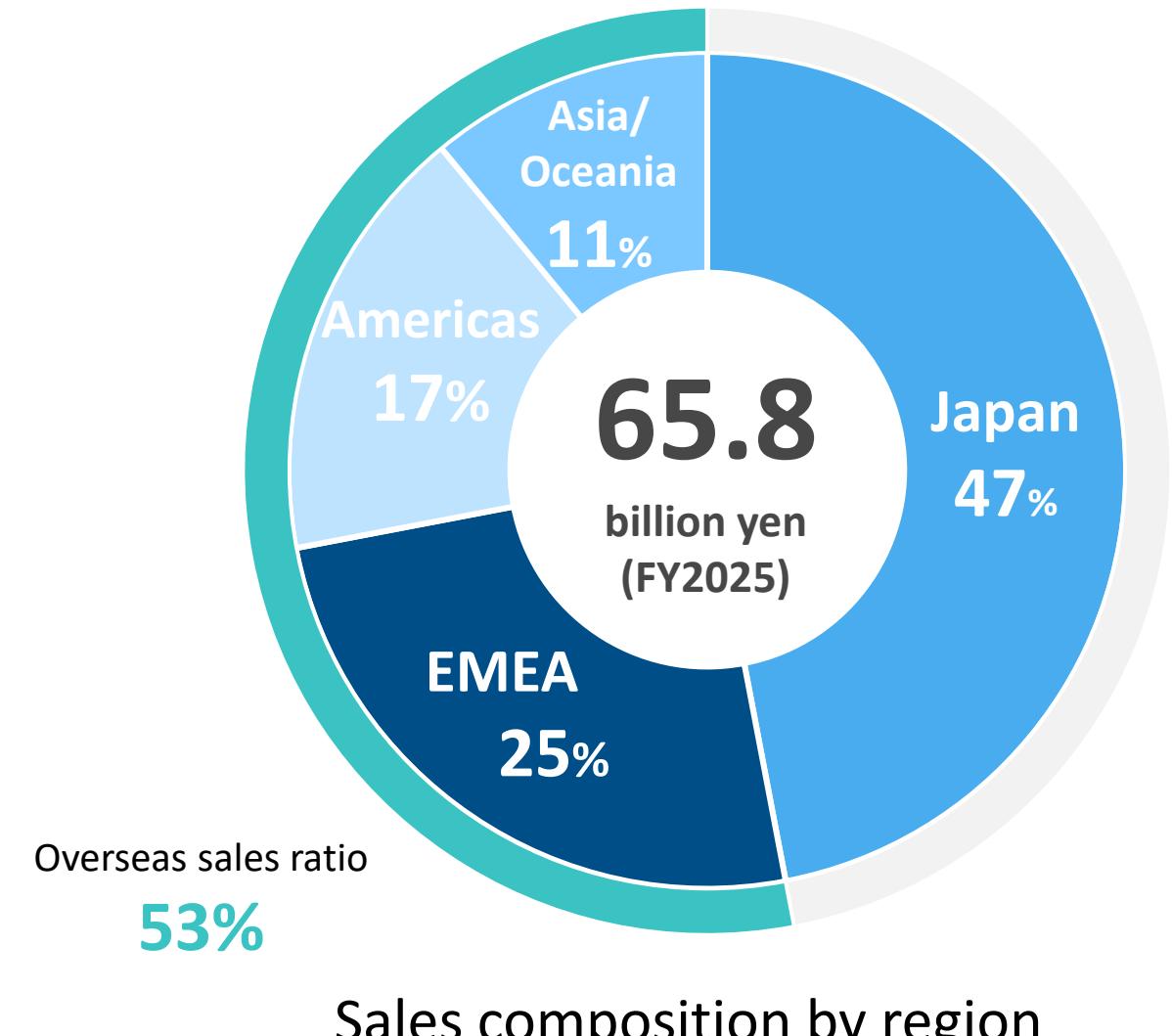
### O'PAL OPTEX CO., LTD.

Management of outdoor activities and environmental learning programs

# Corporate Data - Sales by Product Category



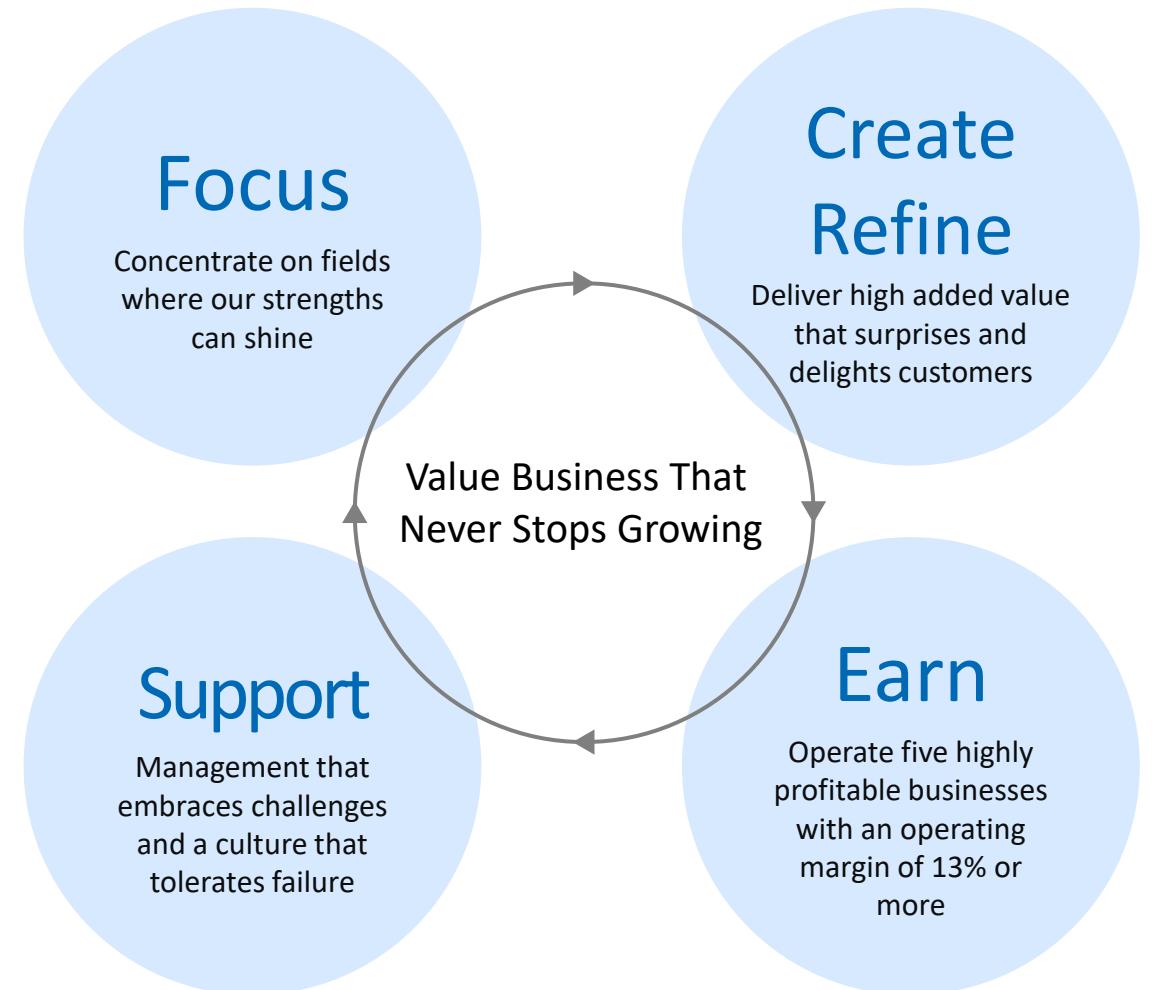
## Corporate Data



## Corporate Data - Our Strengths

# Business Cycle to Become a Global Leading Niche Company

We strive to continuously deliver unique value to the world and become a company trusted by customers and society. Rather than pursuing scale, we focus on value—concentrating on fields where our strengths can shine and consistently providing added value to achieve both profitability and social contribution. Built on a culture that embracing challenges and learns from failure, we aim to pursue a Global Leading Niche Company.



## Corporate Data - Our Strengths

### Our Global Niche Top Businesses



#### Outdoor Intrusion Detector

(Security sensors, Sensing Solution Business)

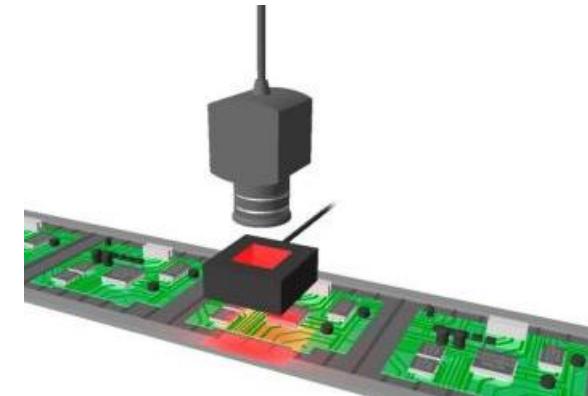
Global share  
**40%**



#### Automatic Door Sensor

(Automatic door sensors, Sensing Solution Business)

Global share  
**30%**



#### LED Inspection Lighting

(Inspection Lighting, Industrial Automation Business)

Global share  
**30%**

# Business Overview - Security Sensors (Sensing Solution Business)

Global share 40% for outdoor intrusion detectors

Security company



Police alerted in Europe  
and the United States



Outdoor sensors



Caution, Alert



Security office  
Video monitoring



Outdoor sensors in interaction  
with monitoring cameras



## Residential



Executive homes

## Commercial



Offices

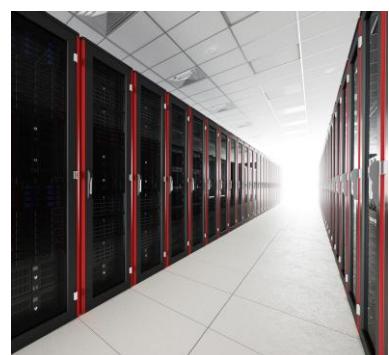


Warehouses

## High Security



Oil, gas, and other  
infrastructure facilities



Data centers

# Business Overview - Automatic Door Sensors (Sensing Solution Business)

## Global share 30% for Automatic door sensors

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



### Convenience stores



### Hospitals



### Factory/warehouse shutter doors



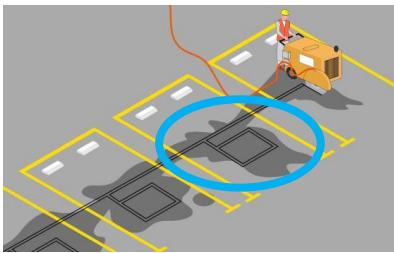
# Business Overview - Social and Environmental (Sensing Solution Business)

## Vehicle Detection Sensors

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

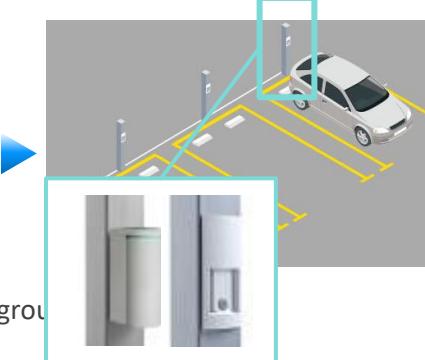
### ■ Parking Management

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



Sensors



Gateway

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



Data management service

### Water treatment plants /factories



### Aquaculture farms



# Business Overview - Factory Automation (Industrial Automation Business)

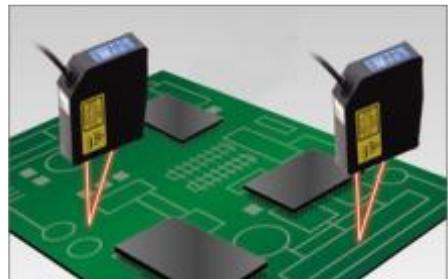
Providing sensors that help automate and save labor in factory production processes.

Products for semiconductor,  
electric, and electronic parts industries

## Displacement Sensors



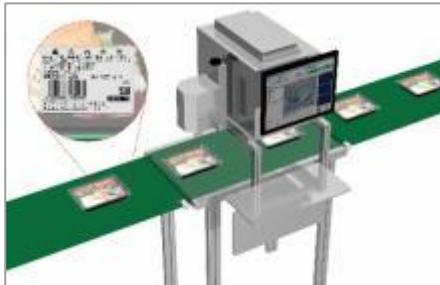
Measurement of smartphone frame height



Measurement of substrate tilt/warp

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

## Image Sensors



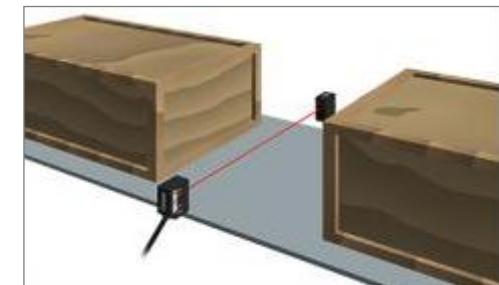
Inspection of use-by dates printed on packages



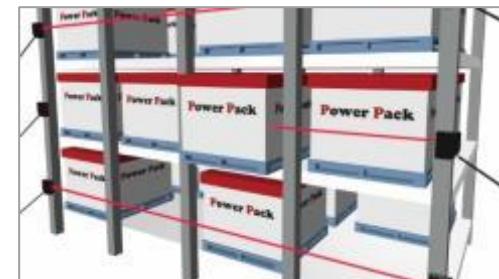
Inspection of use-by dates printed on milk cartons

Products for the logistics industry

## Photoelectric Sensors



Detection of passing wooden boxes



Detecting boxes protruding from shelves  
in automatic warehouses

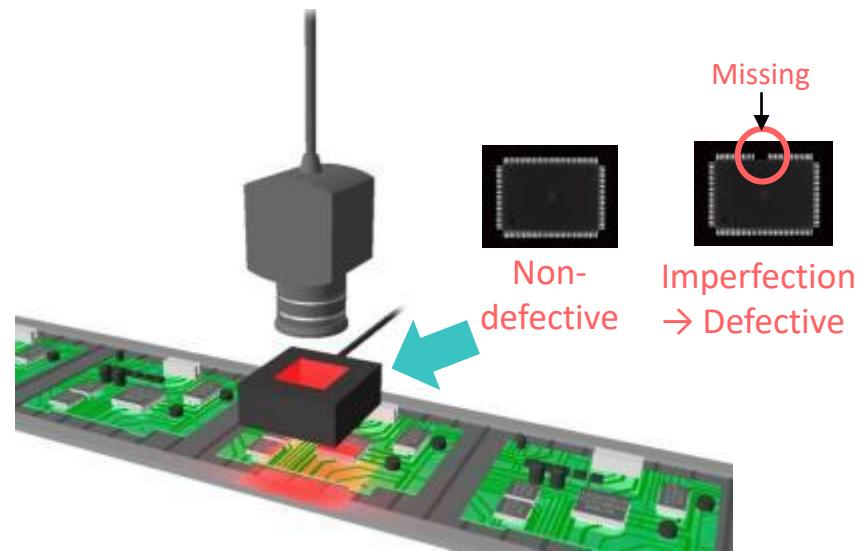
# Business Overview - Inspection Lighting (Industrial Automation Business)

Global share 30% for LED inspection lighting

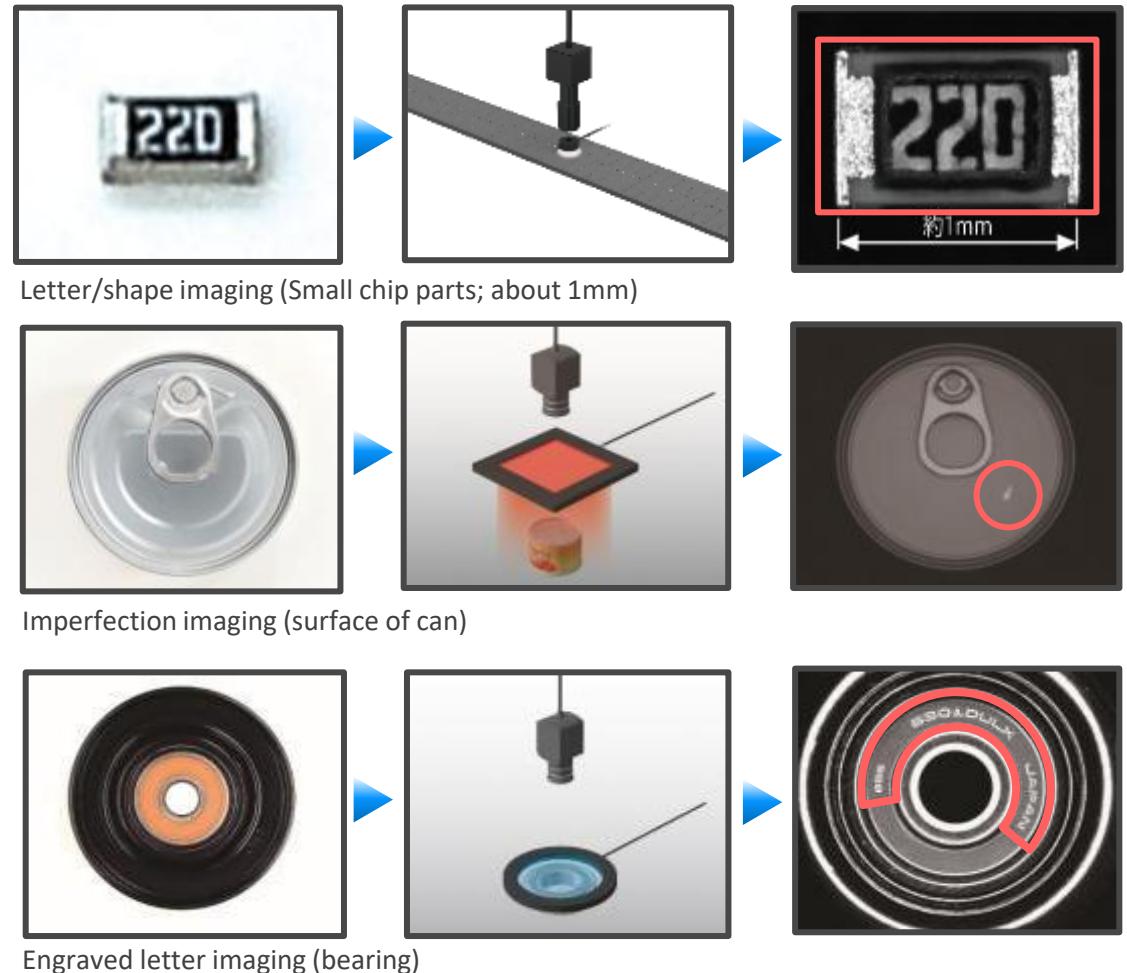
## Inspection Lighting

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



# Business Overview - Industrial PCs (Industrial Automation Business)

Providing embedded boards for semiconductor manufacturing equipment and tracking cameras for airports

## Embedded Boards

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

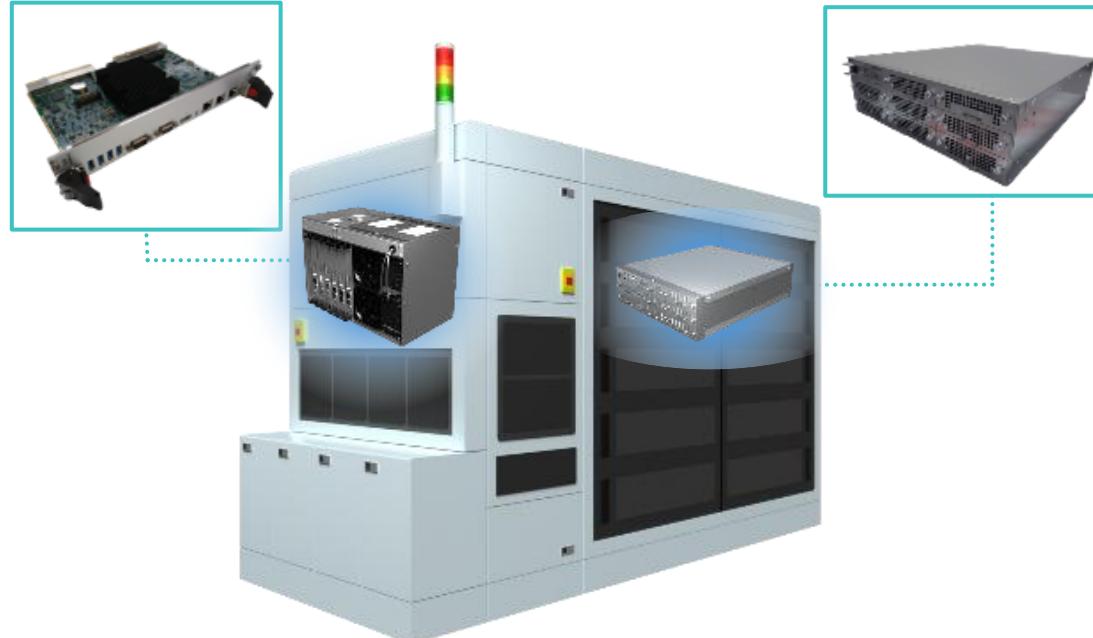
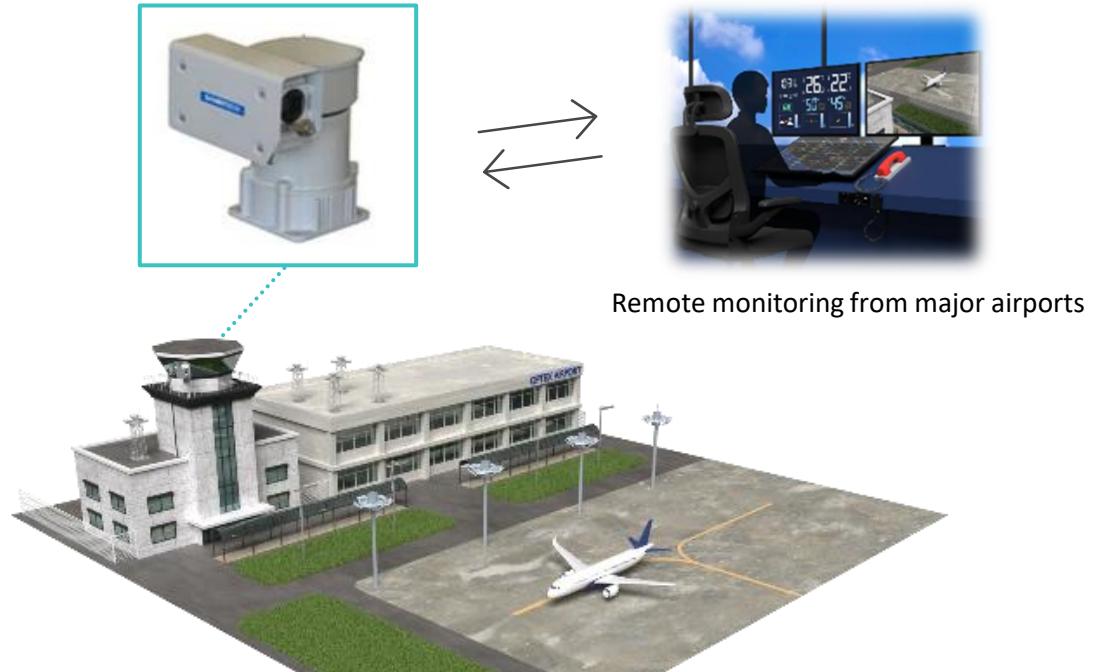


Image of semiconductor manufacturing equipment

## Production and Infrastructure System

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



Remote monitoring from major airports

# Business Overview - Automation Systems (Industrial Automation Business)

## Providing automotive manufacturing equipment of secondary batteries

### Automation Systems

Boasting advanced mechatronics technology

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



Equipment of secondary batteries for electric vehicles and hybrid vehicles

### Image Processing Inspection Systems

Motion technology  
to move things

×

Vision technology  
to see things

We build 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.

