FY2026 Q3 Financial Results Presentation

OPTEX GROUP CO., LTD.
November 13, 2026
(Tokyo Stock Exchange Prime Market Securities code: 6914)

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[Reference] Overview of Our Business Segments

Industrial Automation (IA) Business

Automation Systems

Automotive secondary battery manufacturing equipment



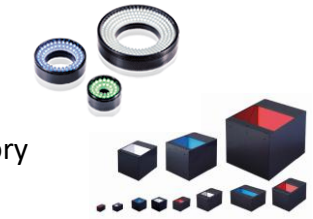
Industrial PCs

Embedded boards for semiconductor manufacturing equipment and tracking cameras for airports



Inspection Lighting

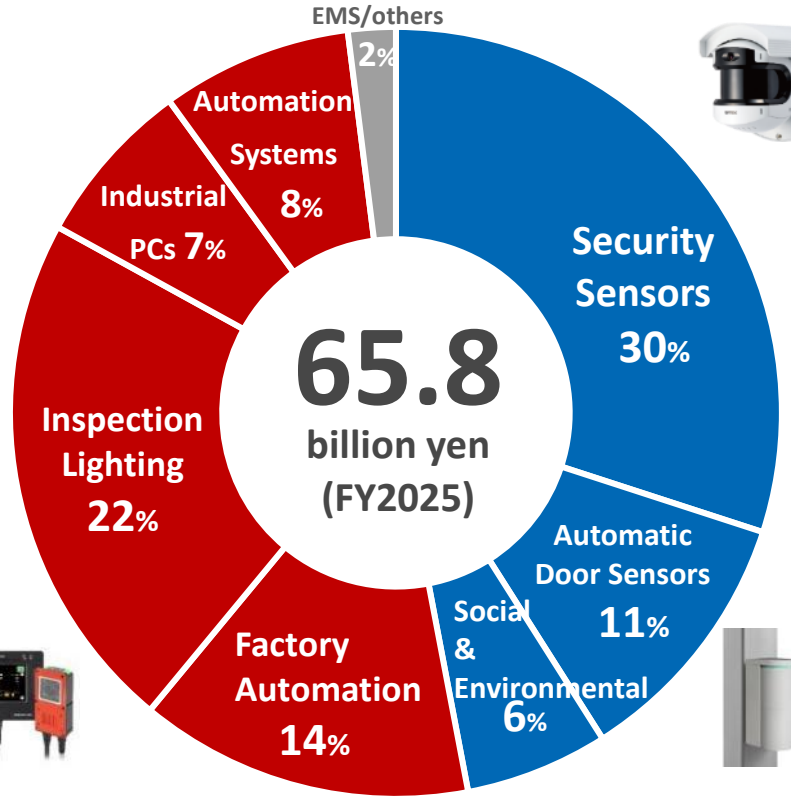
Lighting that helps improve the quality of inspections during factory inspection processes



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



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1. FY2026 Q3 Overview of Financial Results

2. FY2026 Consolidated Earnings Forecasts (Revised Upward)

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Financial Results of FY2026 Q3

Both net sales and operating profit in the first nine months reached record highs against the backdrop of the strong performance in the Sensing Solution and Industrial Automation businesses.

Net Sales Increased 18.7% year on year

- Sales for data centers and other large-scale critical facilities in the Security Sensors segment continued to perform strongly.
- Sales related to Factory Automation, Inspection Lighting and Industrial PCs, particularly products for semiconductors and electric/electronic components, performed steadily.

Operating Profit Increased 47.1% year on year

- The product mix improved due to higher sales of highly profitable products (security sensors for large-scale critical facilities and Inspection Lighting-related products).
- The effect of foreign exchange translation attributable to the weaker yen contributed to increased operating profit.

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Summary of FY2026 Q3 Consolidated Financial Result

Unit: million yen, (): Ratio to net sales	FY2025 Q3 Results	FY2026 Q3 Results	YoY
Net sales	47,666	56,584	+18.7%
Gross profit	25,235 (52.9%)	30,771 (54.4%)	+21.9%
SG&A	19,021 (39.9%)	21,630 (38.2%)	+13.7%
Operating profit	6,214 (13.0%)	9,141 (16.2%)	+47.1%
Ordinary profit	5,892 (12.4%)	9,391 (16.6%)	+59.4%
Profit attributable to owners of parent	5,058 (10.6%)	6,568 (11.6%)	+29.9%
Basic earnings per share (yen)	142.01	184.34	

Exchange Rate	FY2025 Q3 Results	FY2026 Q3 Results
1USD	148.23 yen	158.54 yen
1EUR	165.54 yen	184.12 yen
1GBP	194.69 yen	213.23 yen

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Comparison of FY2026 Q3 Consolidated Financial Result between Segments

Unit: million yen

	Net sales			Operating profit (Operating profit margin)		
	FY2025 Q3 Results	FY2026 Q3 Results	YoY	FY2025 Q3 Results	FY2026 Q3 Results	YoY
Sensing Solution Business	23,358	26,669	+14.2%	4,083 (17.5%)	5,092 (19.1%)	+24.7%
Industrial Automation Business	23,568	29,107	+23.5%	2,490 (10.6%)	4,405 (15.1%)	+76.9%
EMS Business	656	727	+10.8%	-154	118	—

* 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.

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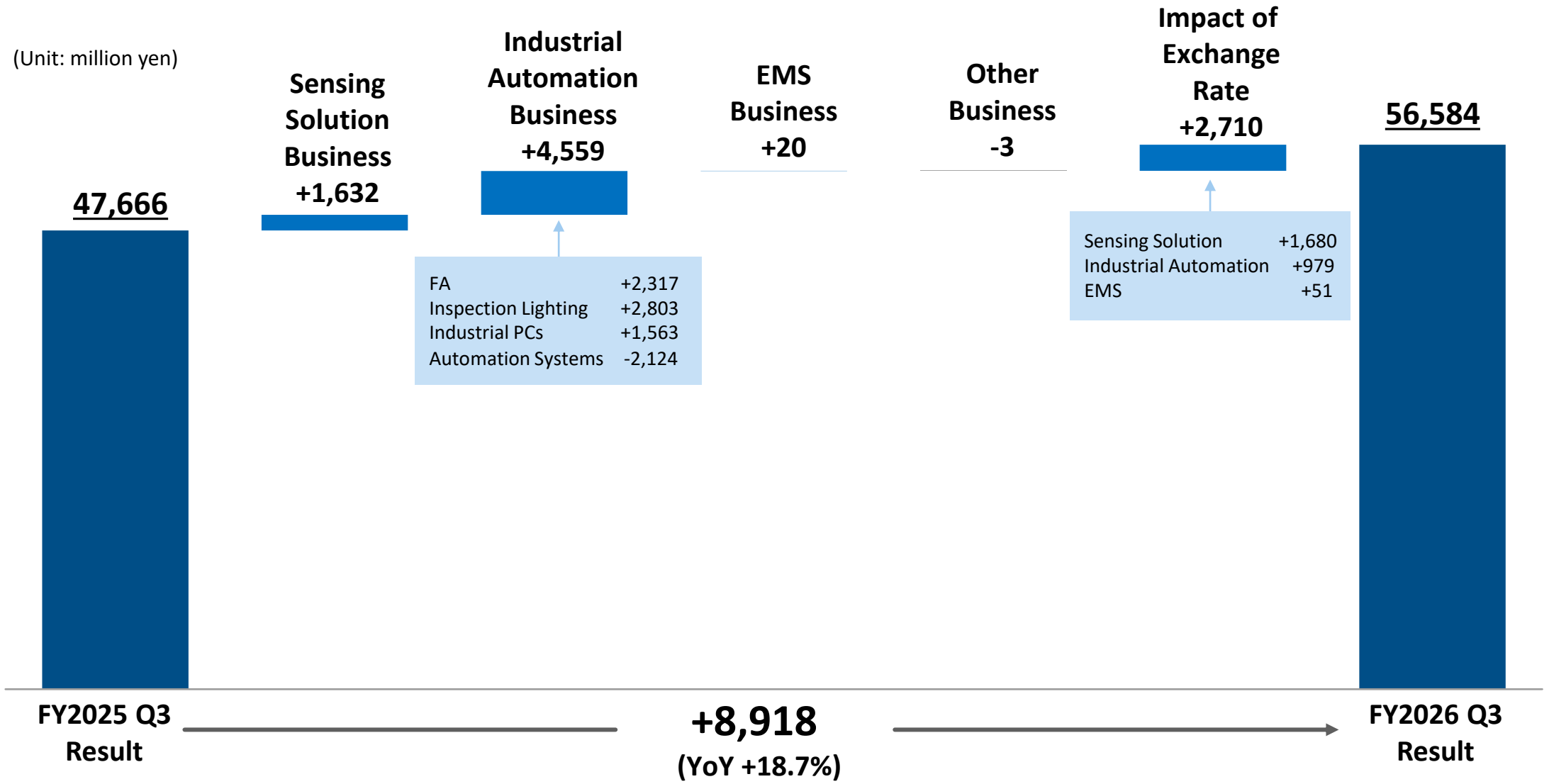
Factors of change in Net Sales (Year- on-year)



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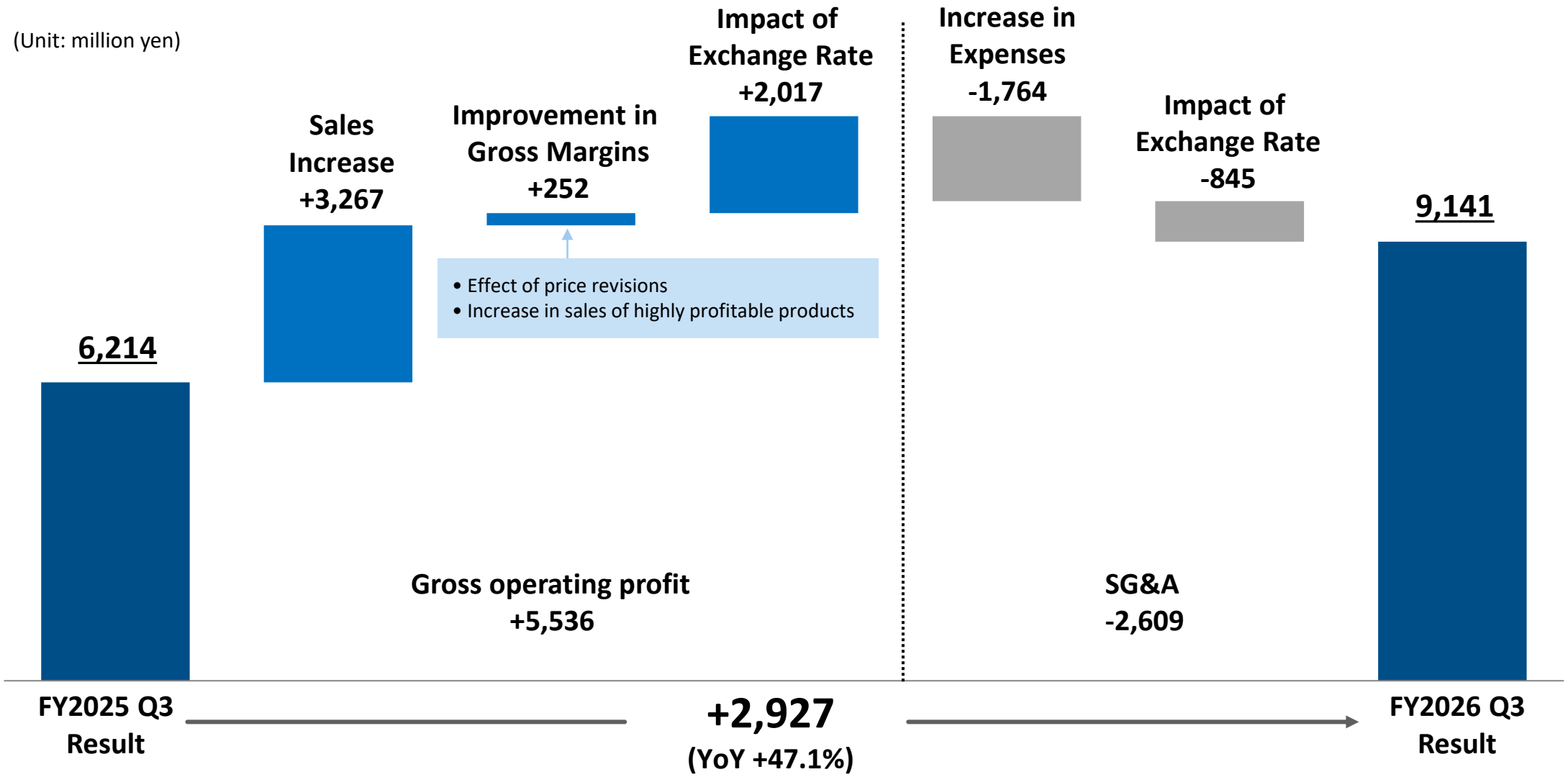
Factors of change in Operating Profit (Year- on-year)



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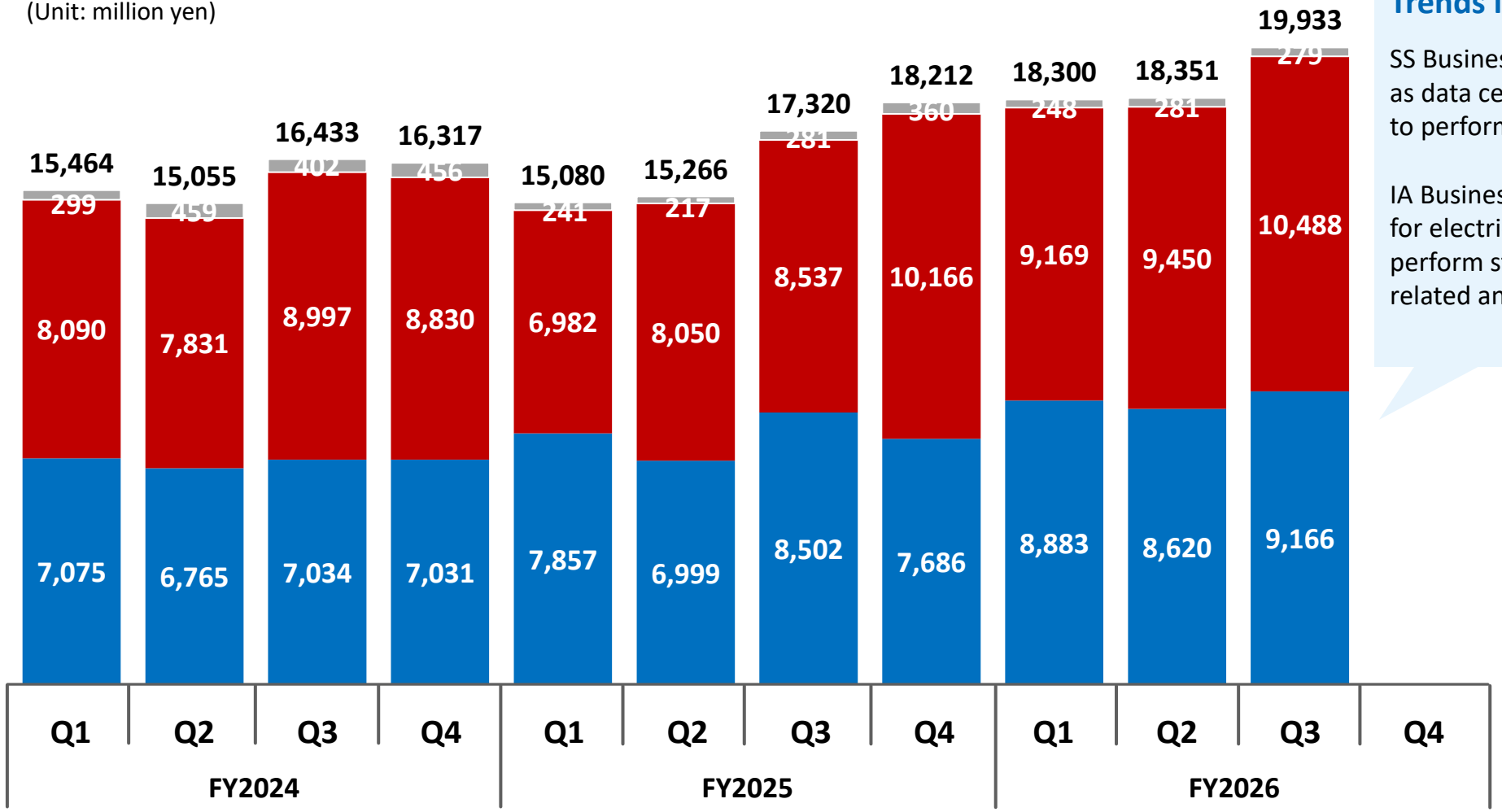
Quarterly performance - Consolidated Net Sales (FY2024 to FY2026)

(Unit: million yen)



Trends in the recent Q3 (Jul.-Sep.)

SS Business: Sales for large-scale critical facilities such as data centers (Security Sensors segment) continued to perform strongly, following Q2.

IA Business: Sales of products for semiconductors and for electric/electronic components continued to perform strongly, following Q2 (Factory Automation-related and Inspection Lighting-related segments).

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Security Sensors / Sensing Solution Business (SS)

Region	FY2026 Q3 Overview
Japan	- Sales of products for large-scale critical facilities remained steady. - Sales to security companies were weak.
AMERICAs	- Sales of laser scan sensors for large-scale critical facilities including data centers were strong.
EMEA	- Sales of laser scan sensors for large-scale critical facilities including data centers were firm.
Asia and Oceania	- Sales of laser scan sensors and LED for large-scale critical facilities were strong.



Example of intrusion detection in a data center



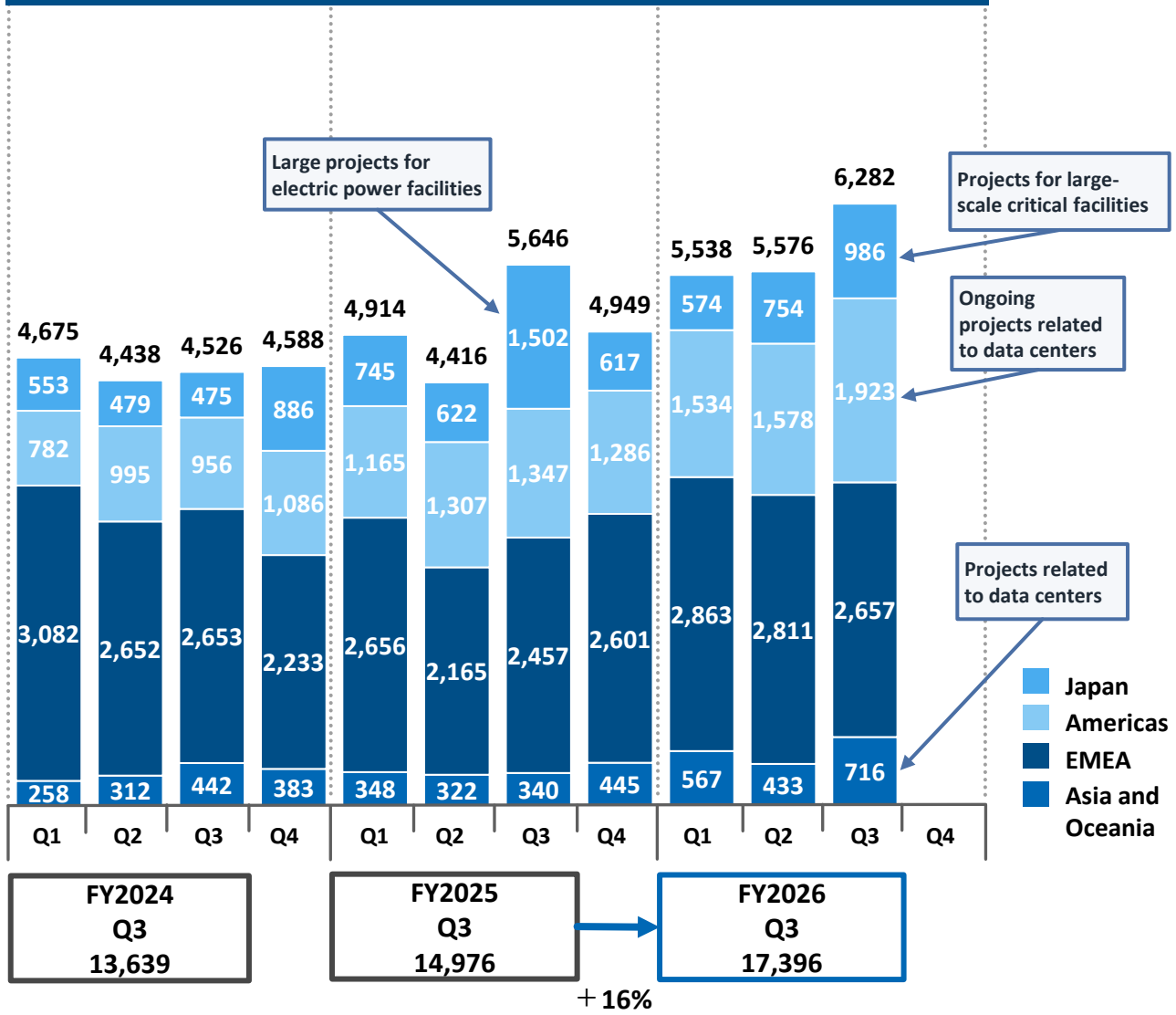
Indoor sensor



Outdoor sensor

Sensors for large-scale critical facilities

Quarterly Sales by Region (Unit: million yen)



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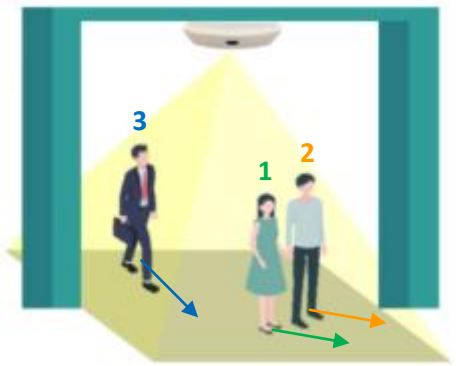
Automatic Door Sensors / Sensing Solution Business (SS)

Region	FY2026 Q3 Overview
Japan	-Sales of automatic door sensors and people counting systems for commercial facilities were steady.
AMERICAs	- Sales of automatic door sensors and industrial door sensors were strong.
EMEA	-Sales of automatic door sensors were firm.

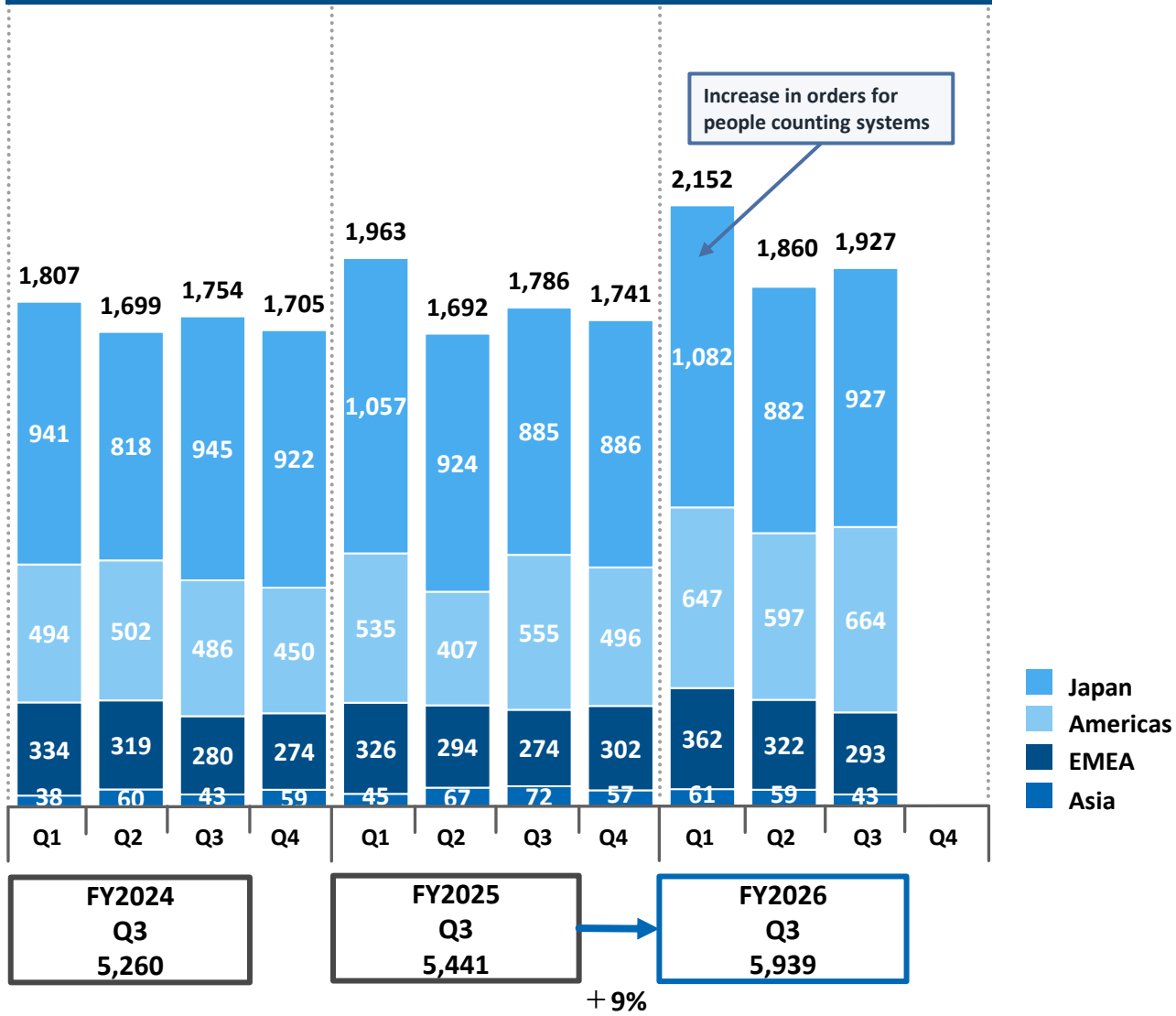


Automatic door sensors



People counting systems

Quarterly Sales by Region (Unit: million yen)



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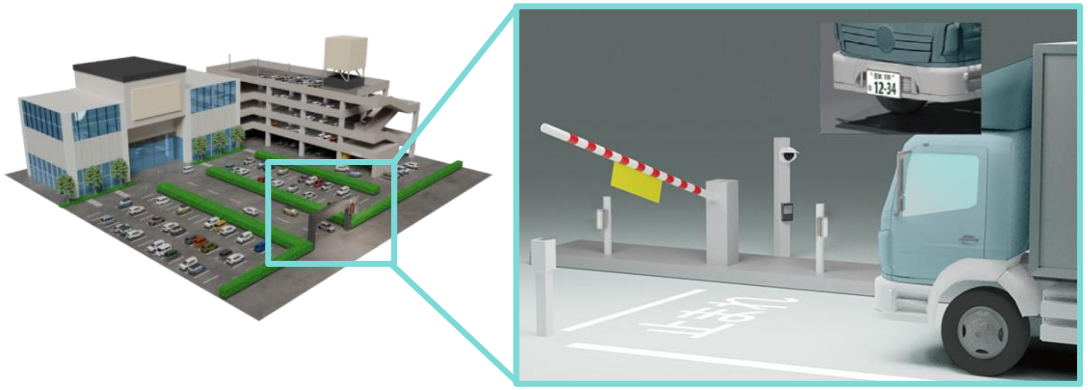
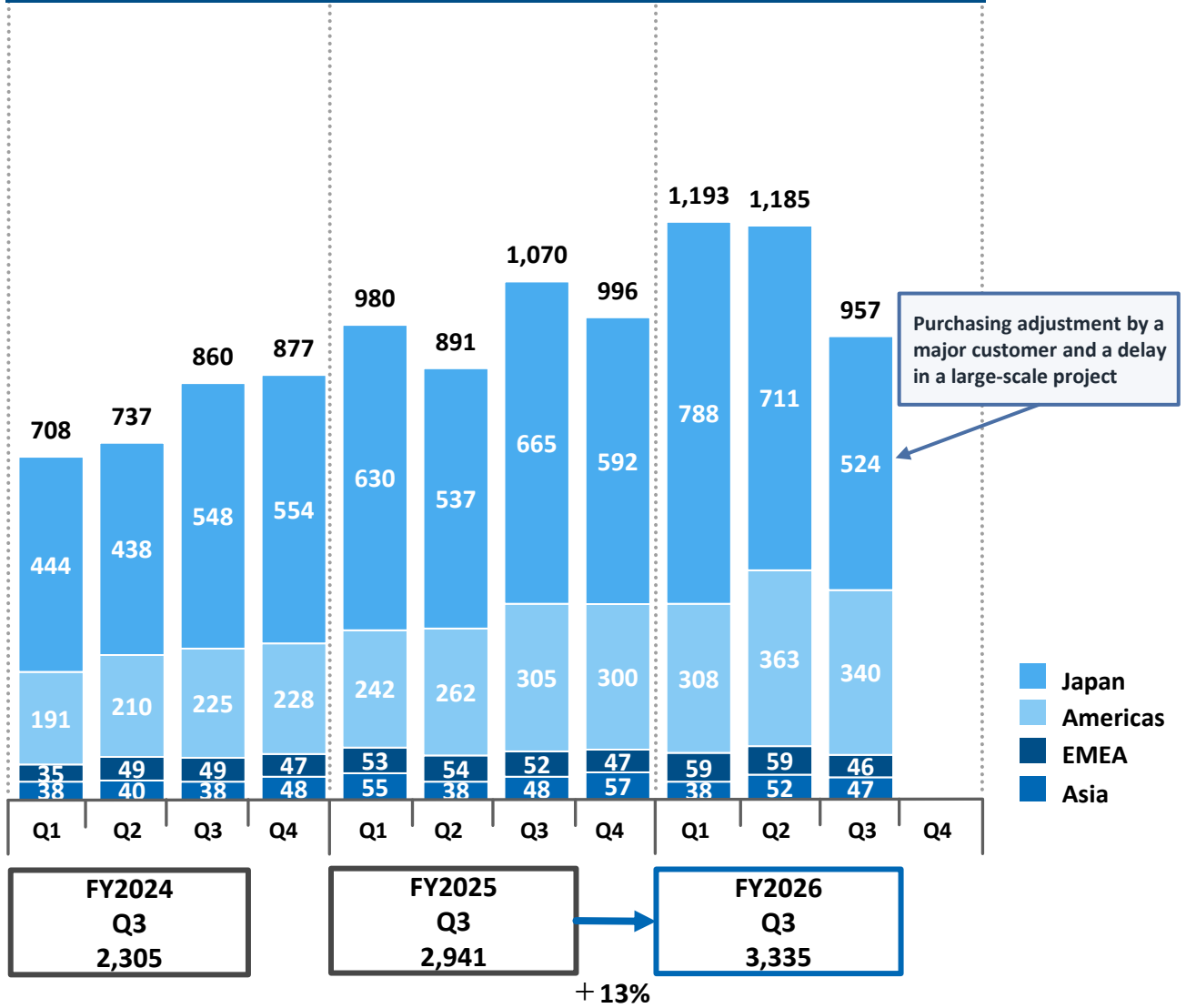
Social & Environmental / Sensing Solution Business (SS)

Region	FY2026 Q3 Overview
Japan	- Sales of parking lot license plate recognition lighting were steady. - Sales of parking occupancy management systems were weak due to a delay in a large-scale project. - Sales related to water quality sensors for water supply and industrial effluent systems, etc. and the business of contract development and the business of manufacturing of hygiene control equipment for food manufacturers were strong.
AMERICAs	- Sales of vehicle detection sensors remained steady given use for opening and closing of parking lot gates.



License Plate Recognition System

Quarterly Sales by Region (Unit: million yen)



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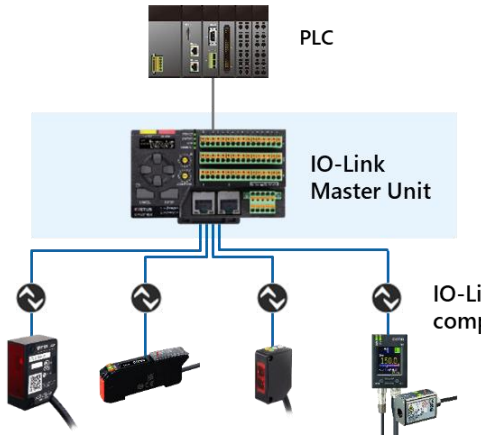
Factory Automation Sensors / Industrial Automation Business (IA)

Region	FY2026 Q3 Overview
Japan	- Sales of factory automation sensors and inspection LED lighting for semiconductor and electric/electronic component-related industries were strong.
EMEA	- Sales of major customers (OEMs) to their clients in the U.S. and China were strong.
Asia	- Sales of products for batteries and electric/electronic components were steady in China.

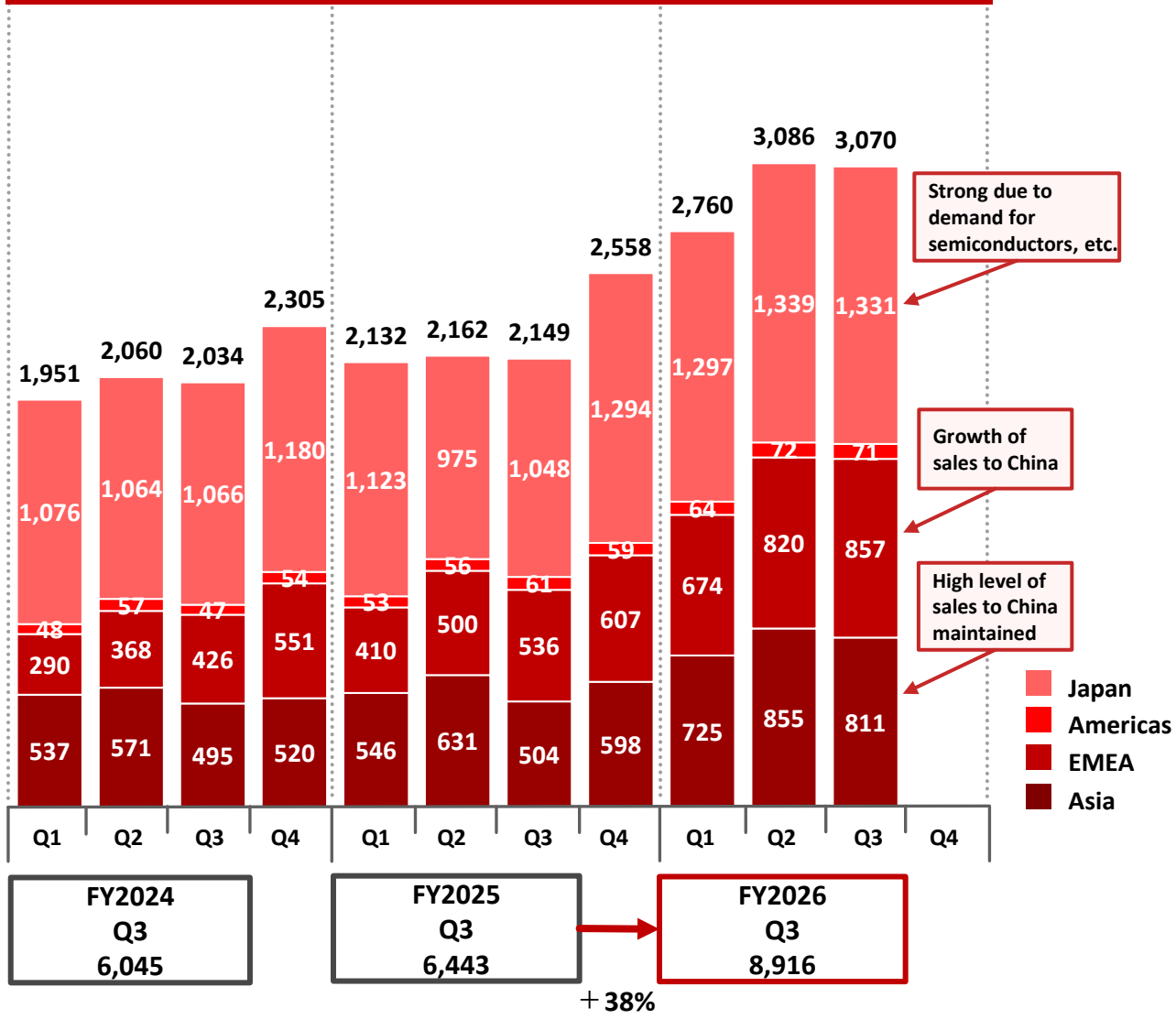


Example of use of products for the semiconductor industry



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

Quarterly Sales by Region (Unit: million yen)



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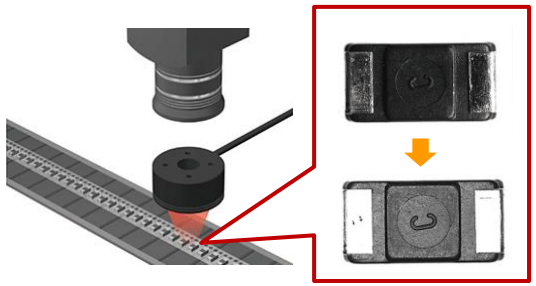
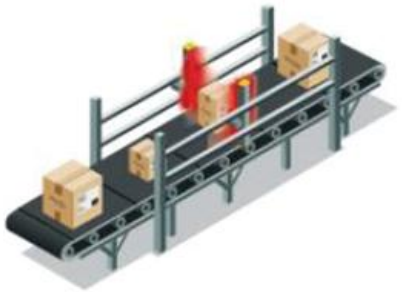
Inspection Lighting (Former MVL segment) / Industrial Automation Business (IA)

Region	FY2026 Q3 Overview
Japan	- Sales of products for semiconductors and electric/electronic components were strong due to an increase in demand for capital investment in AI and data centers.
AMERICAs	- Sales of products mainly for the logistics industry were strong.
EMEA	- In products handled by the French subsidiary, sales for the logistics industry were strong.
Asia	- Sales of products for semiconductors were strong in China and Southeast Asia.

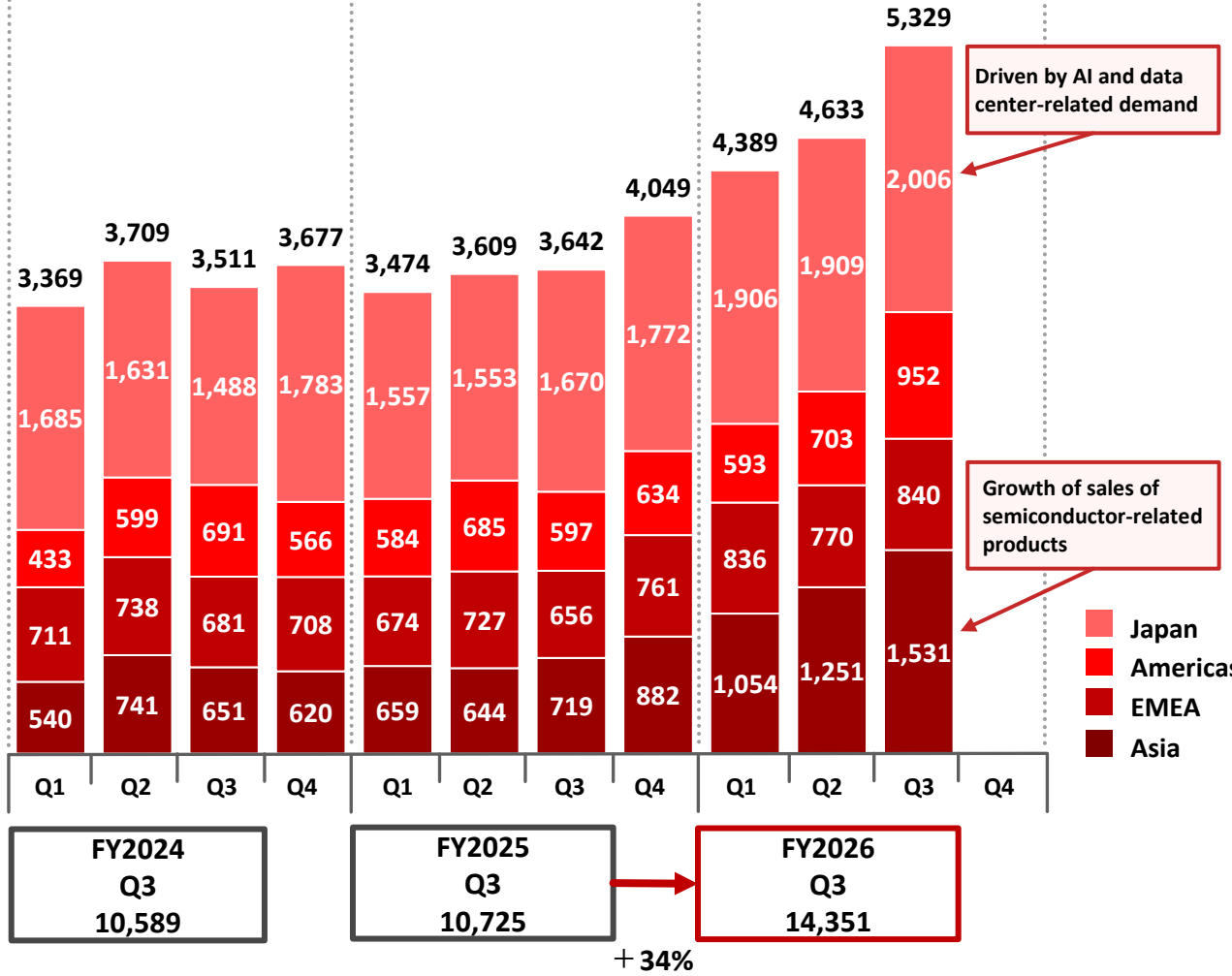


Visual inspection solution for electronic components



Use in the logistics industry

Quarterly Sales by Region (Unit: million yen)



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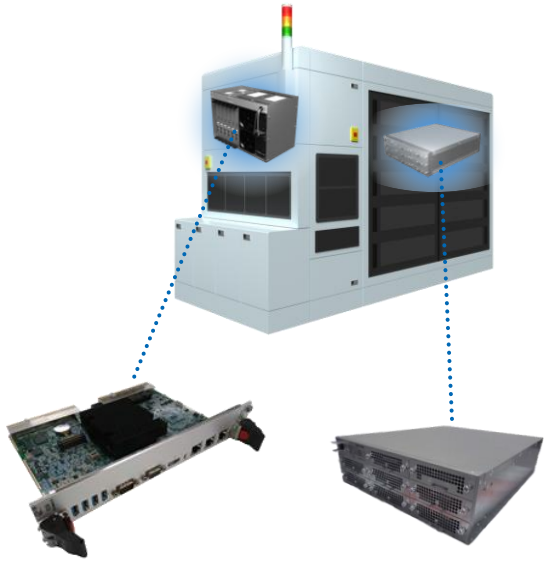
Industrial PCs (Former IPC segment) / Industrial Automation Business (IA)

Region	FY2026 Q3 Overview
Japan	- Sales of products for semiconductor manufacturing equipment were strong.

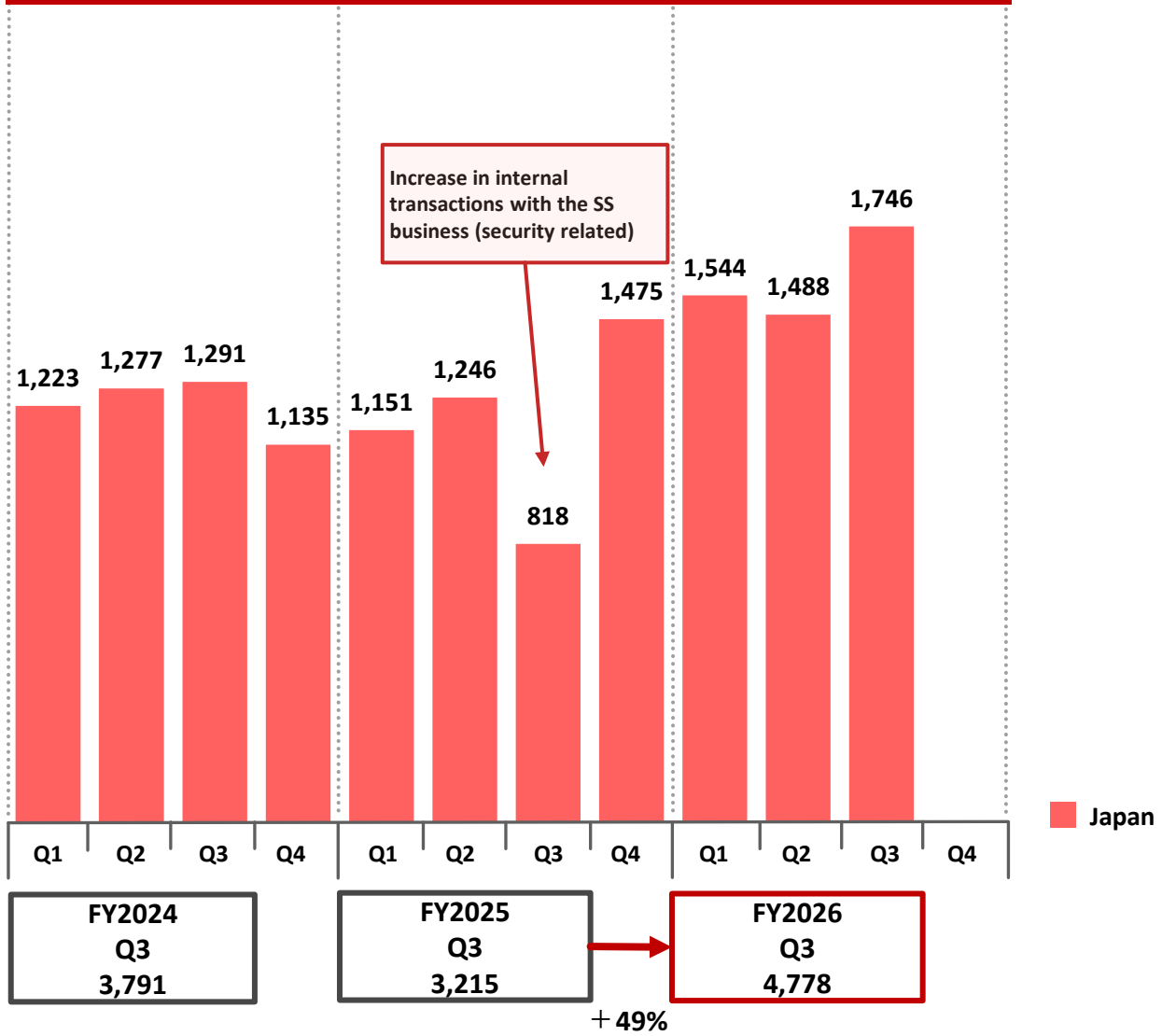


Industrial computer for semiconductor manufacturing equipment



Tracking Cameras

Quarterly Sales by Region (Unit: million yen)



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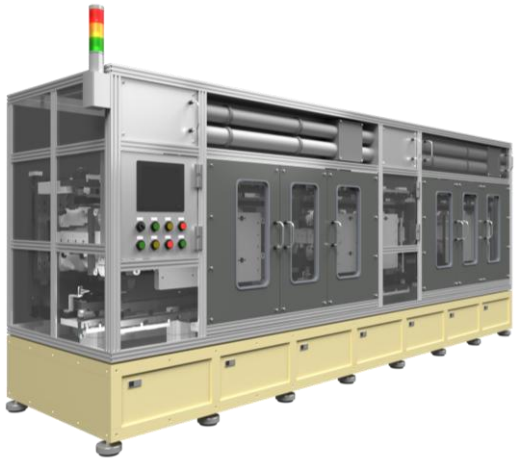
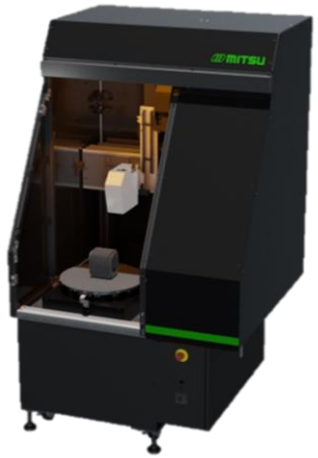
Automation Systems (Former MECT segment) / Industrial Automation Business (IA)

Region	FY2026 Q3 Overview
Japan	- Sales of secondary battery manufacturing equipment decreased due to the deceleration of demand for EV-related capital investment.

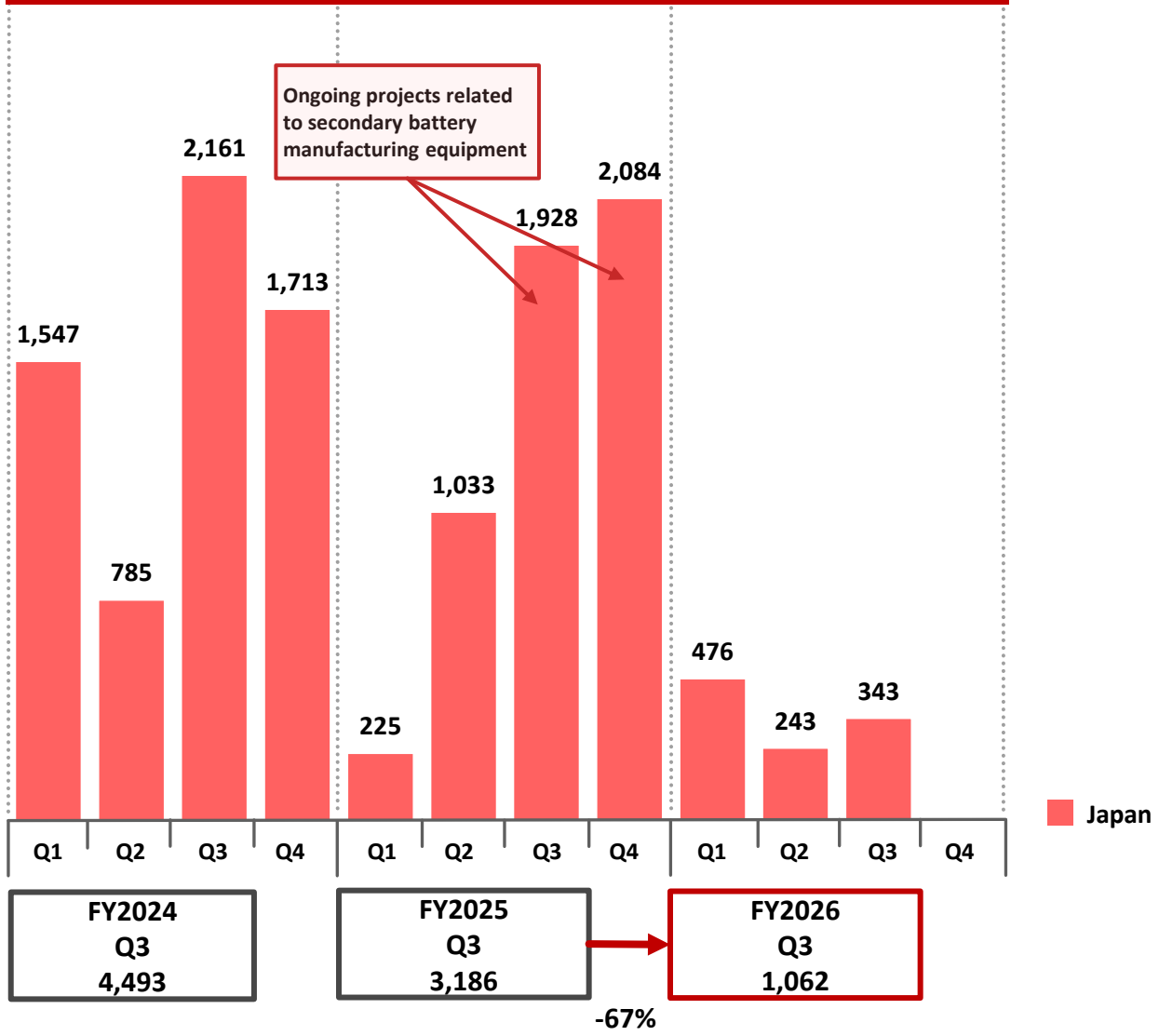


Manufacturing equipment of secondary batteries for electric vehicles and hybrid vehicles



Non-contact 3D shape measuring device

Quarterly Sales by Region (Unit: million yen)



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2. FY2026 Consolidated Earnings Forecasts (Revised Upward)

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FY2026 Consolidated Earnings Forecast (Revised Upward on Nov. 13)

New record high results expected

Unit: million yen, (): Ratio to net sales	FY2026 Previous Forecast (Jul.)	FY2026 Revised Forecast (Nov.)	Changes from Previous Forecast	YoY	FY2025 Results
Net sales	73,300	75,000	+2.3%	+13.8%	65,878
Gross profit	39,050 (53.3%)	40,380 (53.8%)	+3.4%	+17.8%	34,291 (52.1%)
SG&A	28,550 (38.9%)	29,380 (39.2%)	+2.9%	+12.4%	26,137 (39.7%)
Operating profit	10,500 (14.3%)	11,000 (14.7%)	+4.8%	+34.9%	8,153 (12.4%)
Ordinary profit	10,800 (14.7%)	11,200 (14.9%)	+3.7%	+40.0%	8,000 (12.1%)
Profit attributable to owners of parent	7,700 (10.5%)	7,900 (10.5%)	+2.6%	+19.8%	6,595 (10.0%)
Basic earnings per share (yen)	216.11	221.70			185.16

Exchange rate

	FY2026 Previous Forecast (Jul.)	FY2026 Revised Forecast (Nov.)	FY2025 Result
1USD	156.59 yen	157.65 yen	149.71 yen
1EUR	182.26 yen	183.09 yen	169.00 yen
1GBP	208.88 yen	211.17 yen	197.25 yen

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

	Net Sales	Operating profit
USD	Approx. 140 mil. yen	Approx. 60 mil. Yen
EUR	Approx. 60 mil. yen	Approx. 30 mil. yen
GBP	Approx. 30 mil. yen	Approx. 10 mil. yen

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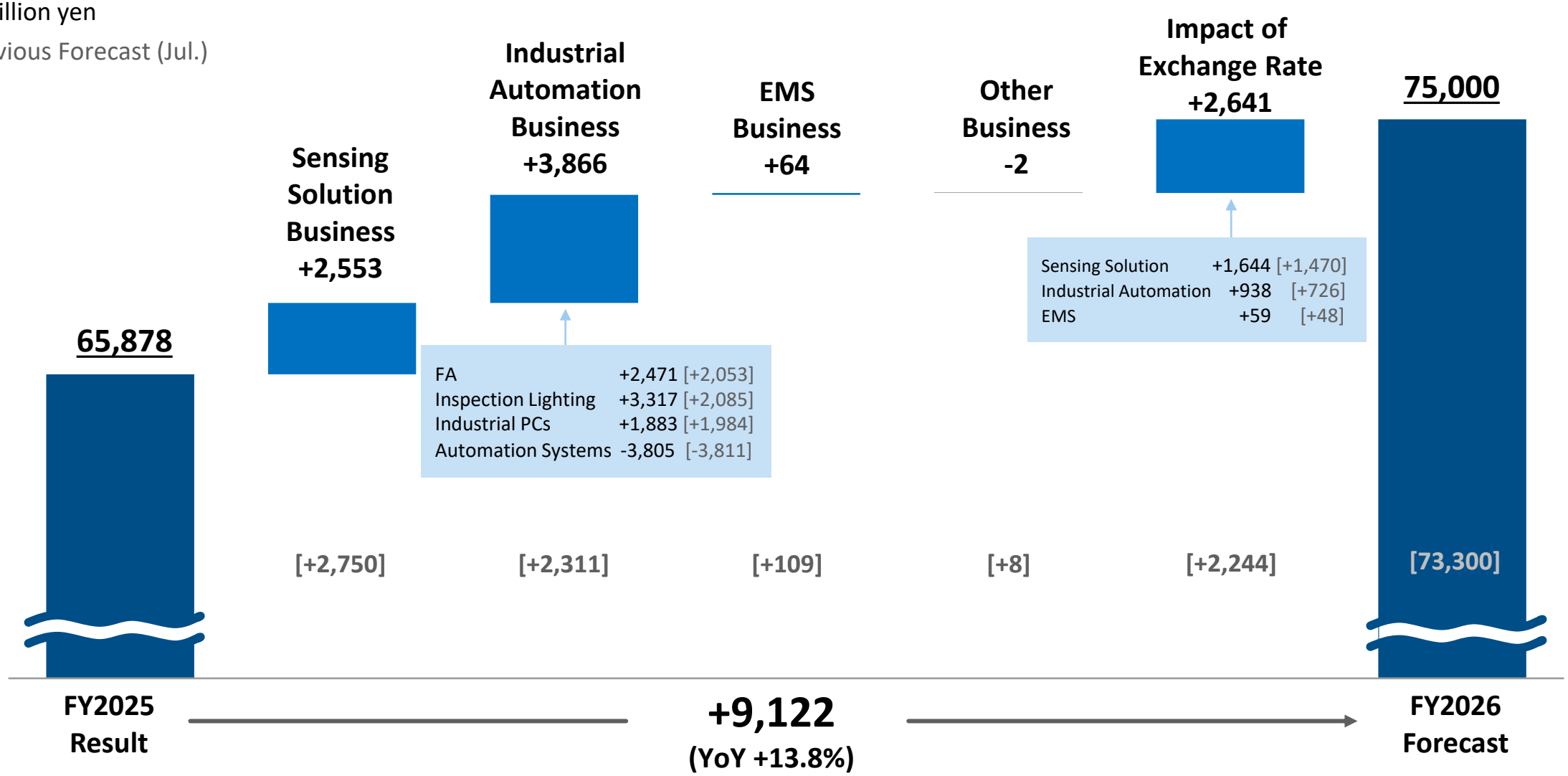
Factors of change in Net Sales (Year- on-year)

Unit: million yen

[ ]: Previous Forecast (Jul.)



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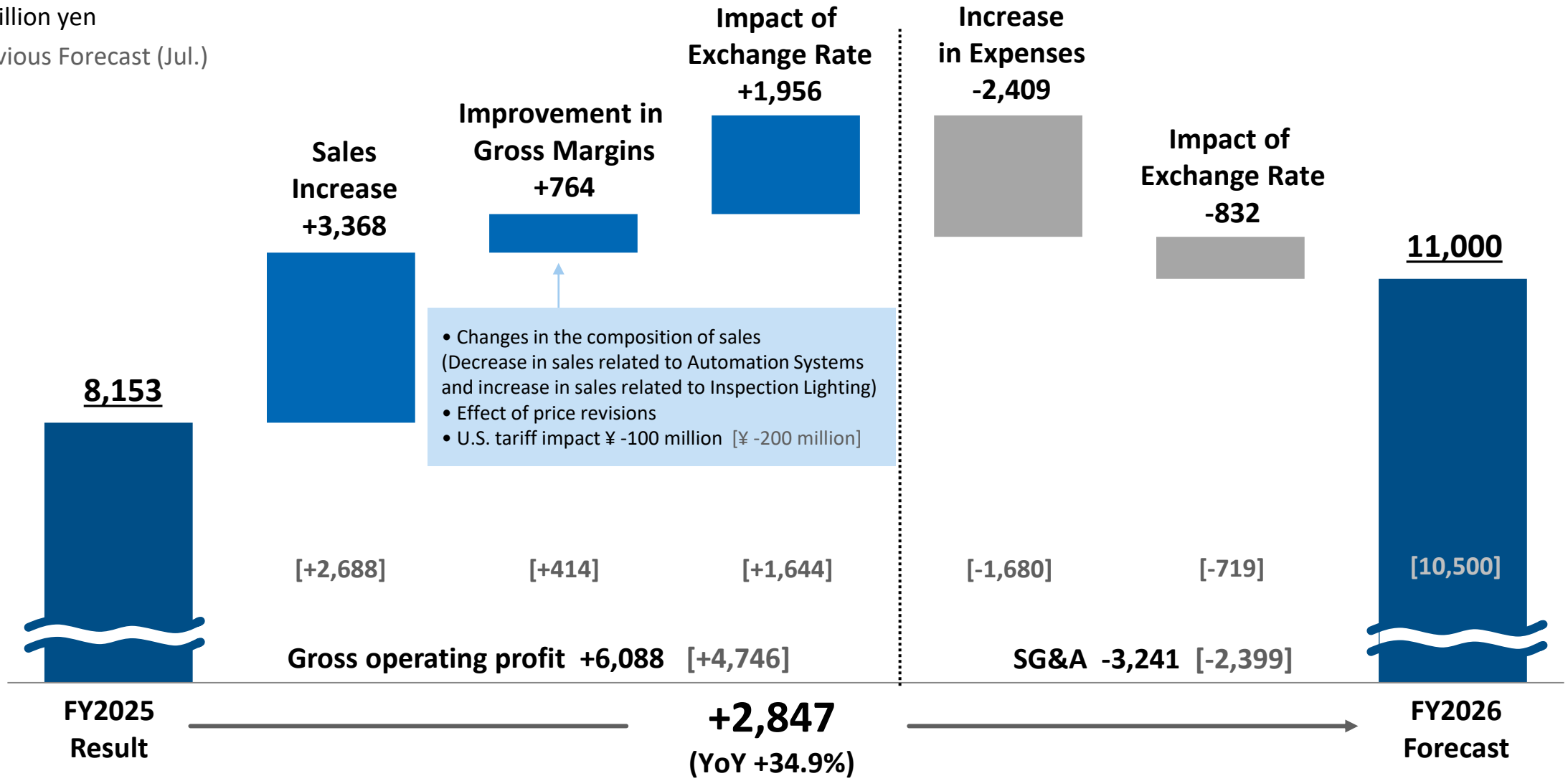
Factors of change in Operating Profit (Year- on-year)

Unit: million yen

[ ]: Previous Forecast (Jul.)



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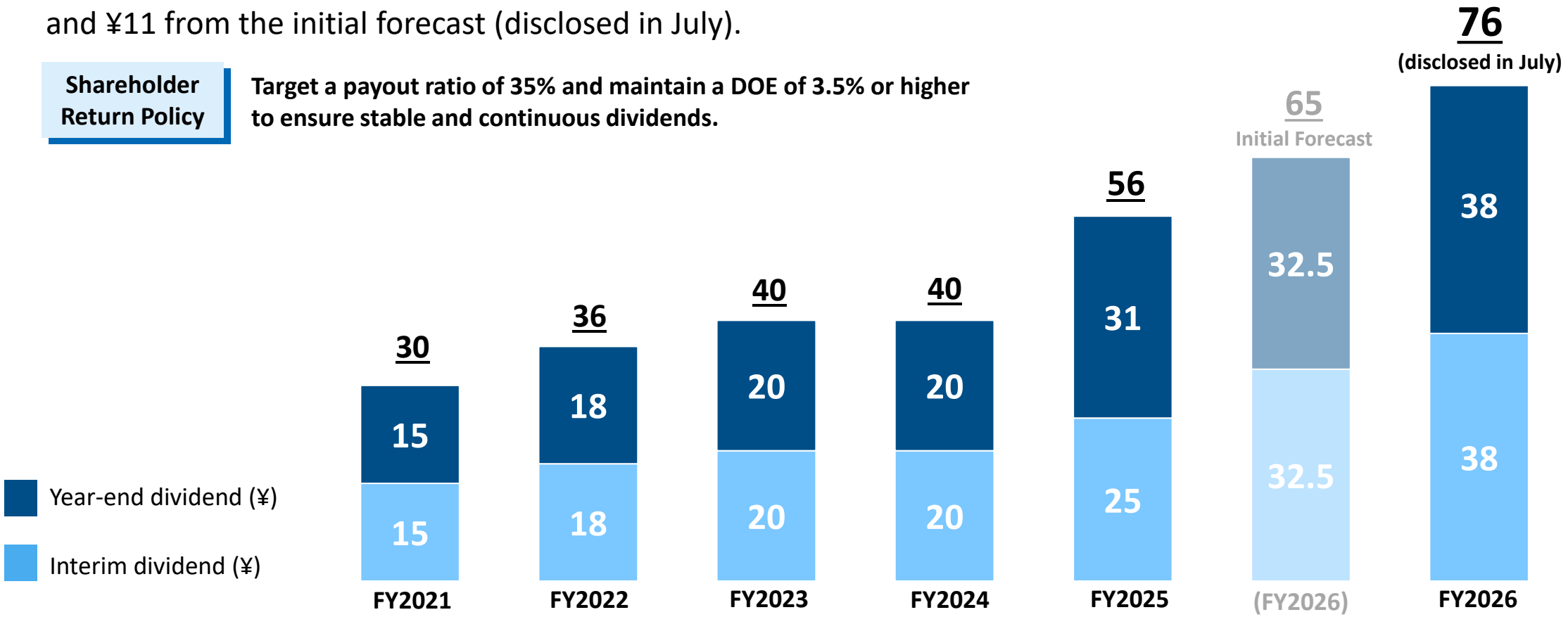
Shareholder Return

The annual dividend forecast has been raised by ¥20 from the previous fiscal year and ¥11 from the initial forecast (disclosed in July).

Shareholder Return Policy

Target a payout ratio of 35% and maintain a DOE of 3.5% or higher to ensure stable and continuous dividends.



	FY2021	FY2022	FY2023	FY2024	FY2025	(FY2026)	FY2026
Dividend payout ratio	28.8%	26.9%	30.8%	25.0%	30.2%	35.1%	34.3%
DOE	3.2%	3.4%	3.4%	3.0%	3.8%	4.0%	4.6%
ROE	11.2%	12.8%	11.1%	12.2%	12.5%	-	-

FY2021
Acquisition of treasury shares
1.0 billion yen
630,000 shares

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References

Growth Vision Toward FY2030

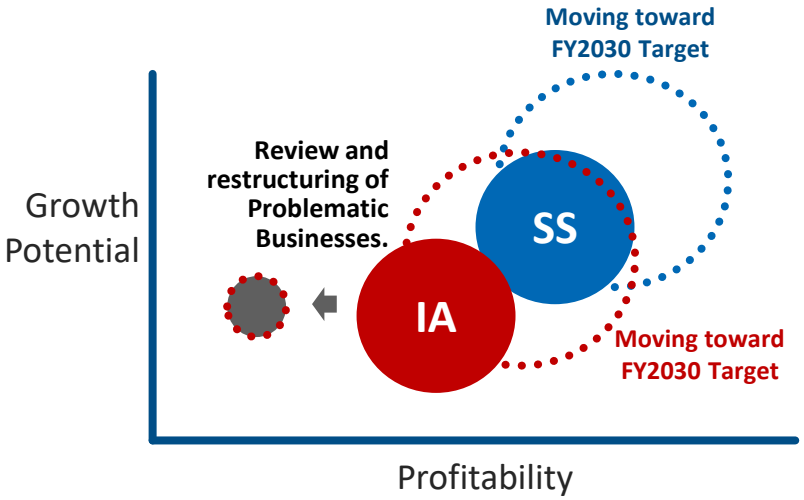
Thoroughly implement business portfolio management and decisively review underperforming businesses. Evolve core businesses into a solution-oriented model to enhance corporate value.

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%

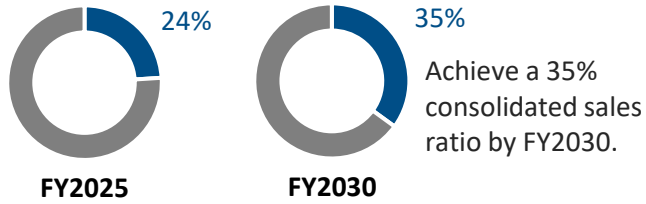
Achieve high profitability and stable growth through optimal allocation of management resources, rather than investing uniformly across all businesses.

Business Portfolio Image for FY2030



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

Expand the solution-oriented business model.



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.

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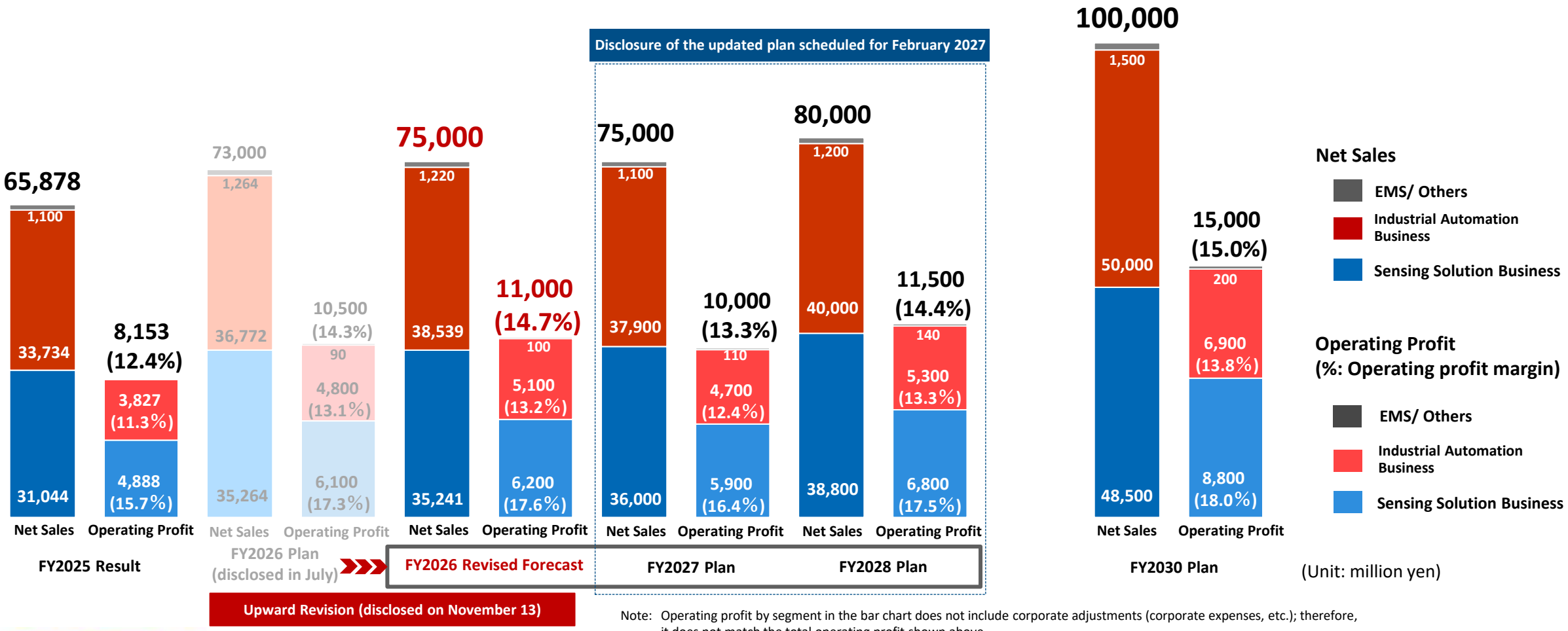
Three-Year Management Plan (FY2026-FY2028)

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

FY2027 and FY2028 targets will be updated as part of the rolling update of the three-year management plan and disclosed upon the announcement of FY2026 full-year results in February 2027.



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.

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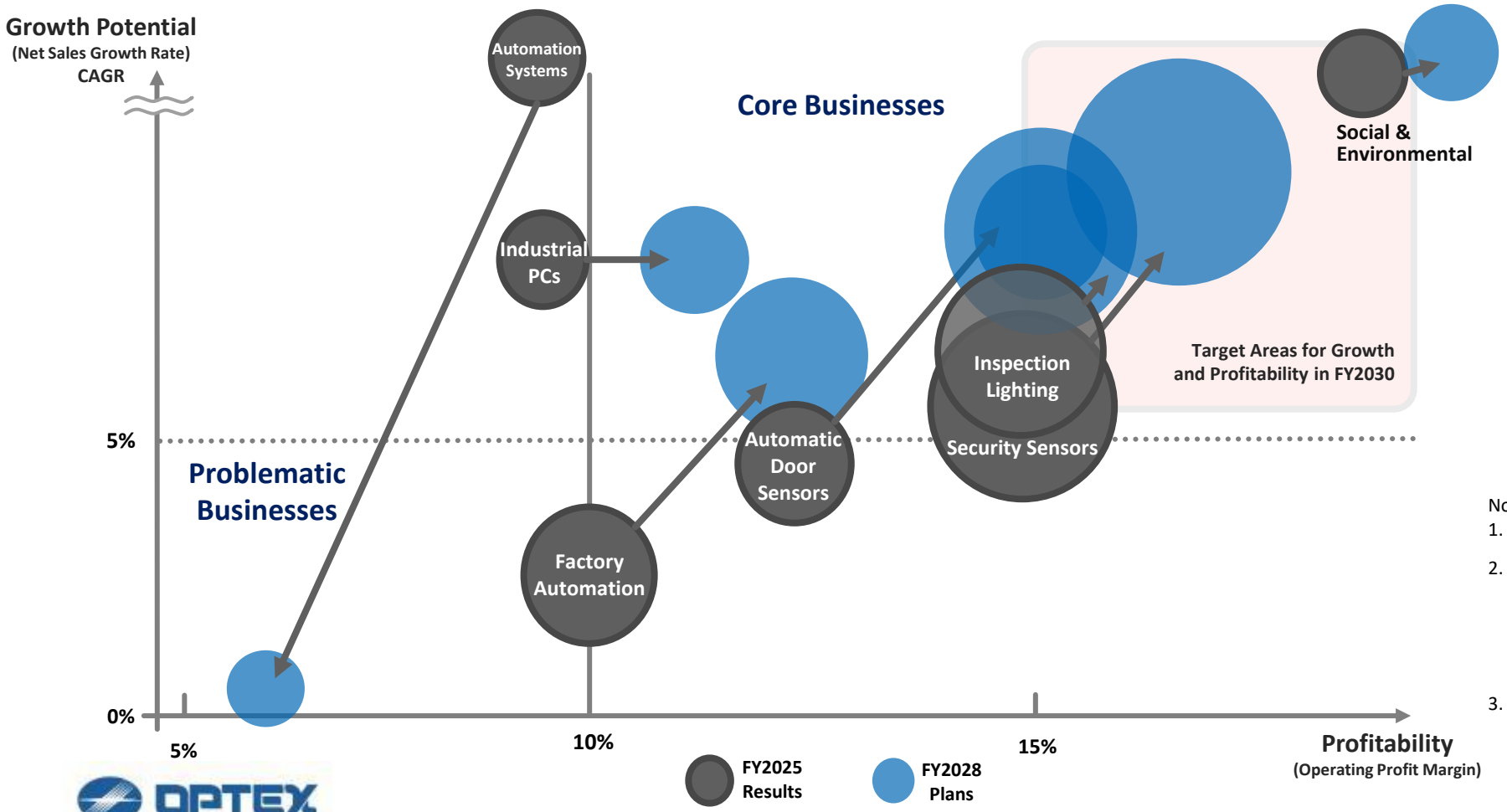
Promotion of Business Portfolio Management

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.

Growth vs. Profitability Portfolio



Key Strategic Themes

Core Businesses

- ✓ Prioritize the allocation of management resources, including R&D, human capital, sales channels, and production/supply.
- ✓ Expand solution-oriented business models.
- ✓ Incorporate non-linear growth through M&A and strategic alliances.

Problematic Businesses

- ✓ Evaluate businesses from the perspectives of growth, profitability, and strategic alignment.
- ✓ Conduct a thorough review by FY2028, without exception, including potential downsizing or withdrawal.

Notes:
1. The size of each circle represents the scale of net sales.

2. SS, FA, and Inspection Lighting:
   - CAGR since the transition to a holding company structure.
   - FY2017–2025 and FY2020–2028.
   - (*Note: FY2020 is excluded from the calculation due to the significant impact of COVID-19.)

3. Industrial PCs / Automation Systems:
   - CAGR since becoming consolidated subsidiaries.
   - Industrial PCs: FY2021–2025 and FY2024–2028.
   - Automation Equipment: FY2022–2025 and FY2025–2028.

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Updated

Targets and Progress of the Solution-Oriented Business

Through the business model transformation, we aim to expand adoption of high-value-added products and achieve a consolidated operating margin of 15% by FY2030.

Traditional Approach (Product-Centric)

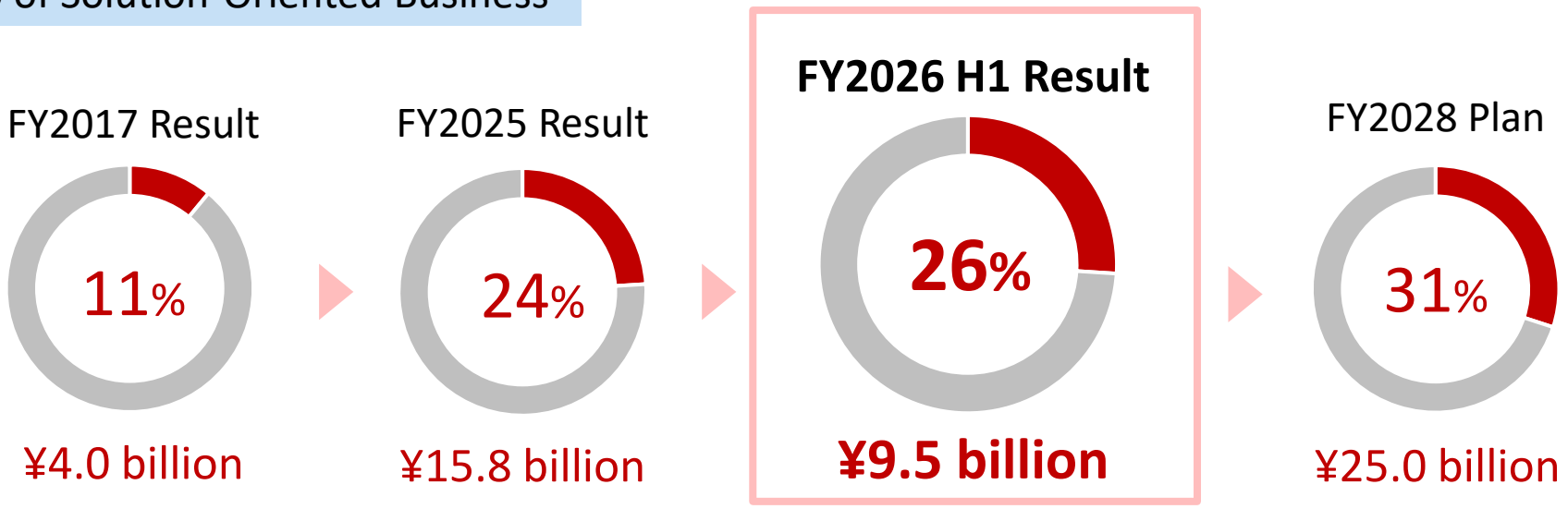
Product Sales
II
High-Quality Specifications,
Superior Performance, and Reliable Quality

Solution-Oriented Approach (Focusing on True Customer Needs)

Offering high-value-added products
+
Providing Systems, Integrated Data, and Services

✓ **Expansion of Revenue** ✓ **Increasing Profitability**
✓ **Enhancing Business Sustainability**

Trend in Sales Ratio of Solution-Oriented Business



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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 Dividend on Equity ratio (DOE) of 3.5% or higher.



Cash In



Cash Out

- Approx. 15.0 billion
  : M&A & Strategic Alliances
- Approx. 14.0 billion
  : Strategic investments based on business portfolio management and various capital expenditures aimed at strengthening the management foundation.
  : IT/Digital Transformation Investment
- Approx. 12.0 billion
  : R&D Expenses

Dividend Policy

- Provide stable dividends; from FY2026 onward, target a payout ratio of 35% and a DOE of 3.5% or higher.
- Repurchase treasury stock flexibly as appropriate.

In principle, we prioritize the utilization of Free Cash Flow (FCF), while flexibly leveraging interest-bearing debt as needed.

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

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M&A Policy

Basic Policy

- Emphasize synergies, growth potential, and profitability rather than pursuing scale alone.
- Pursue M&A that deepens the group's expertise and contributes to corporate value enhancement over the long term.

Investment Policy

- In funding acquisitions, use free cash flow first, then borrowings; also remain mindful of the cost of equity.
- If the expected value creation is no longer in sight, reassess the investment from the standpoint of maximizing business value.

M&A Themes

To expand areas of expertise, acquire technologies, intellectual property, sales channels, and talent related to core businesses and strengthen the earnings base by elevating solutions capability.

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OPTEX

Company Overview

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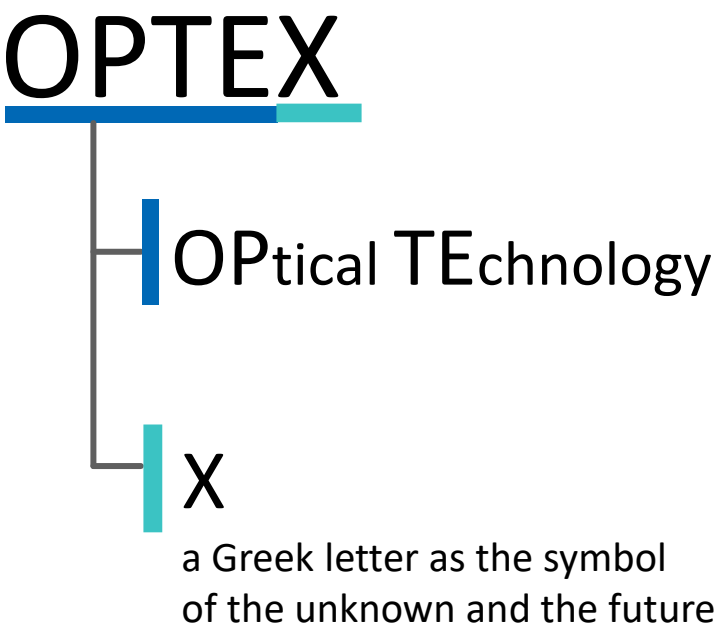
Corporate Data

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



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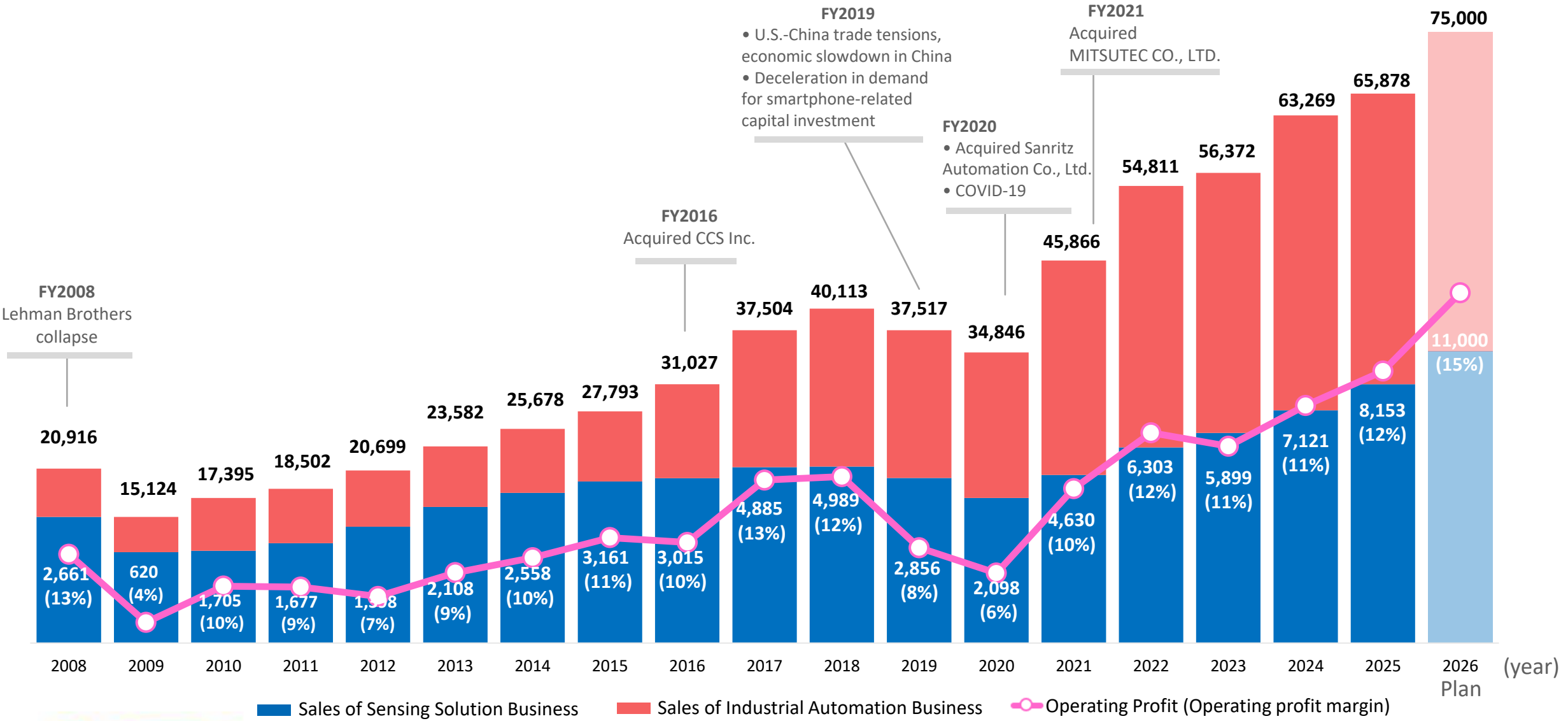
Corporate Data - Trends in Consolidated Performance

(Unit: million yen)



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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

O'PAL OPTEX CO., LTD.
Management of outdoor activities and environmental learning programs

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Corporate Data - Sales by Product Category

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

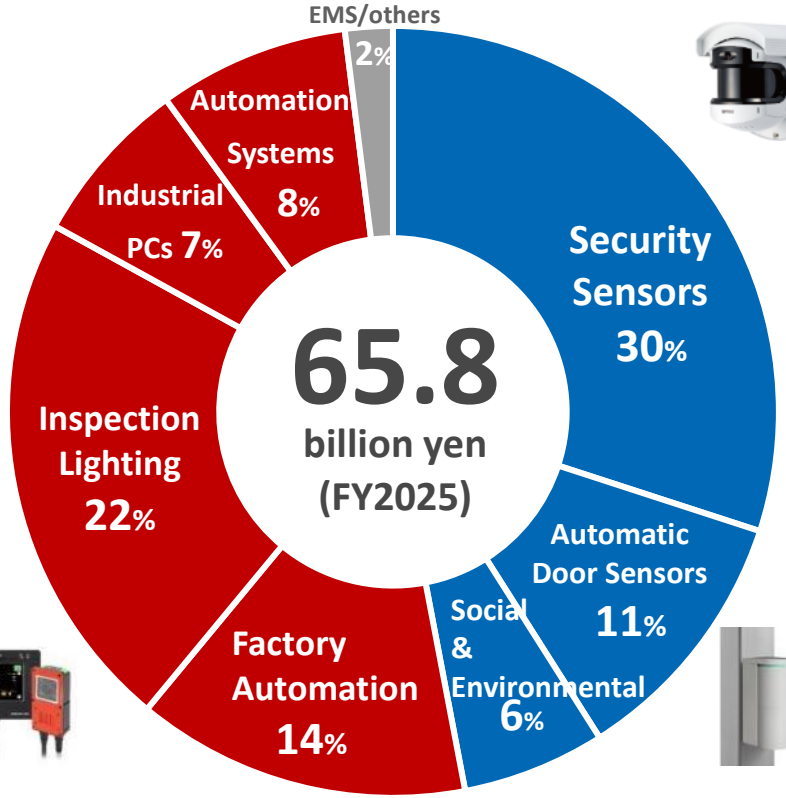
Lighting that helps improve the quality of inspections during factory inspection processes



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



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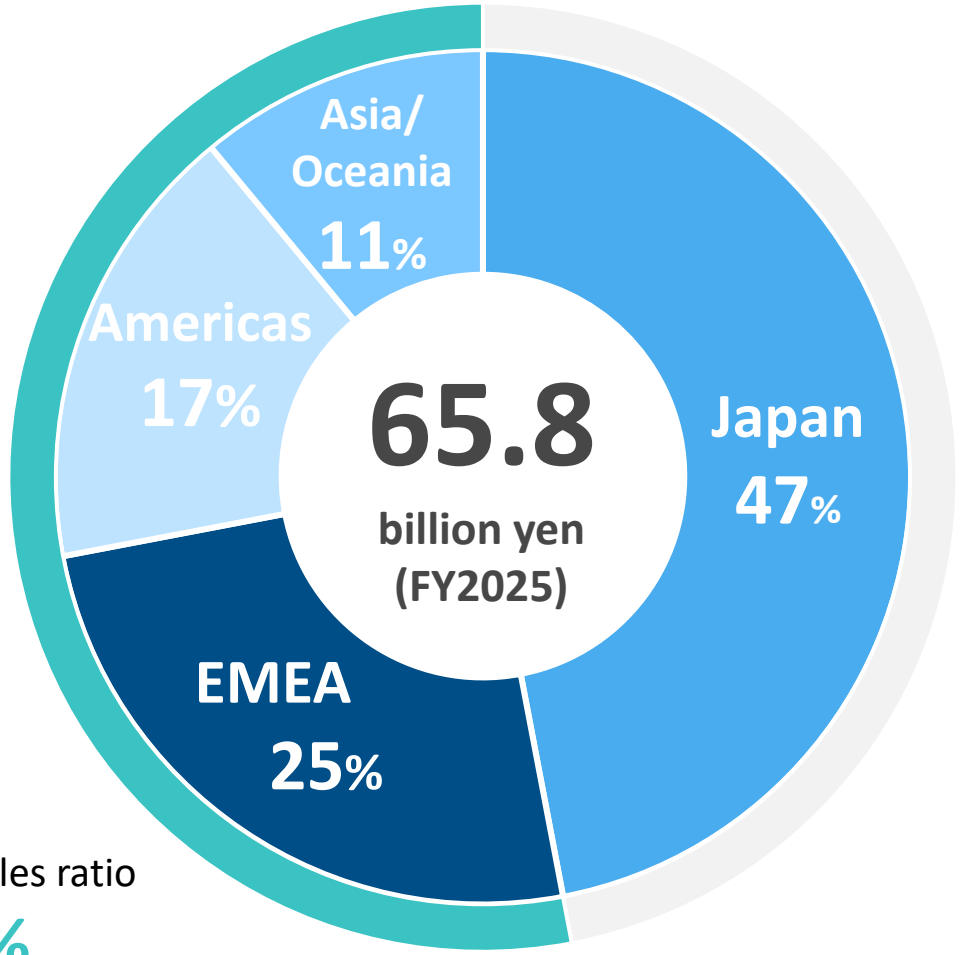
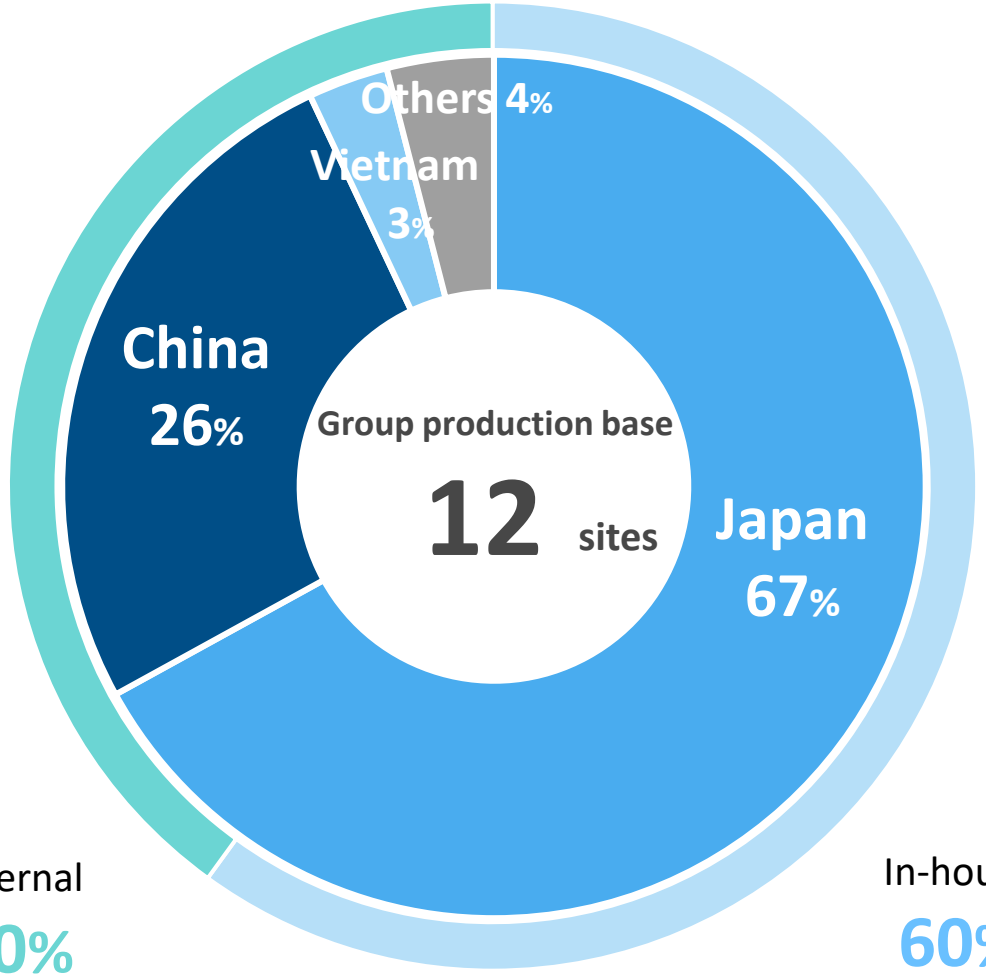
Corporate Data



Overseas sales ratio

53%

Sales composition by region



External

40%

In-house

60%

Production base composition by region

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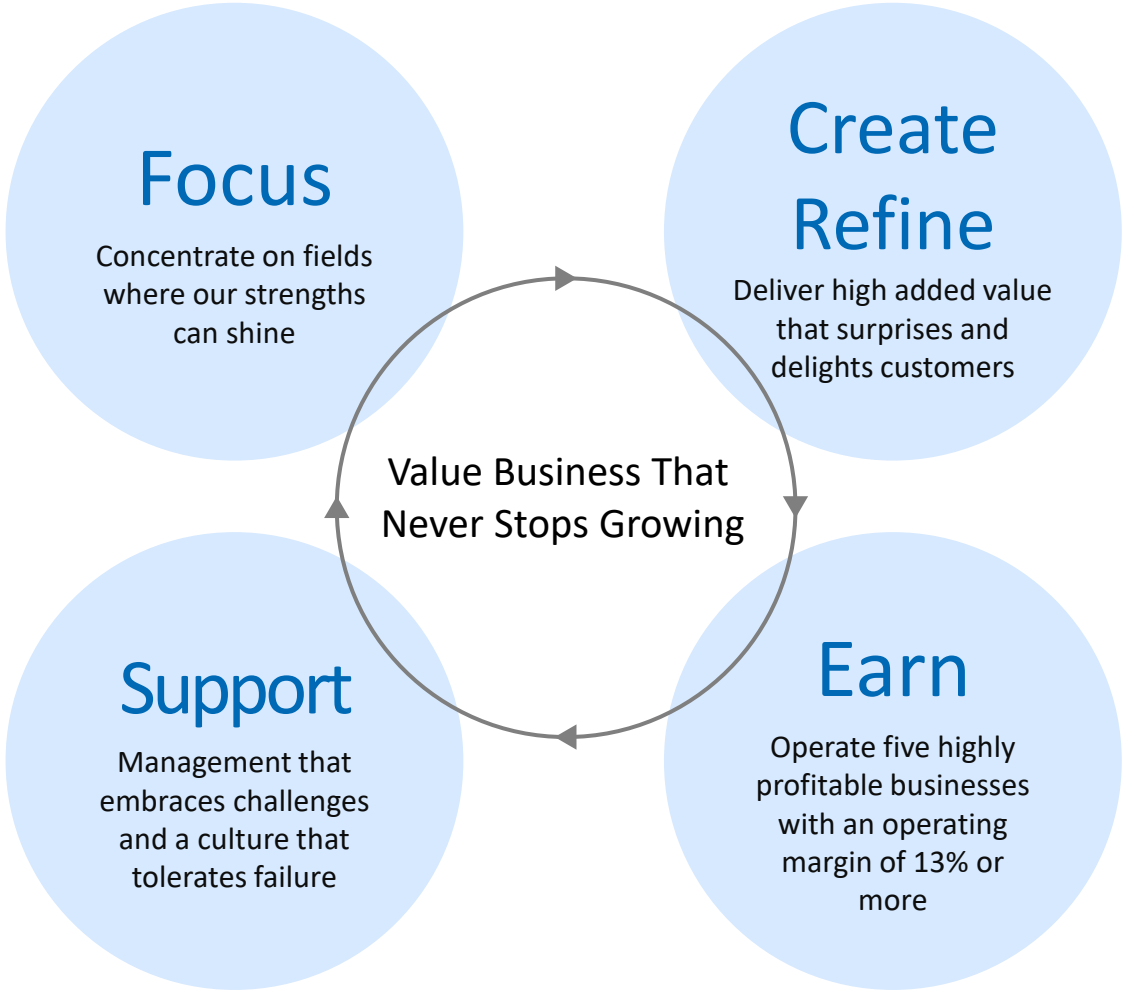
Business Cycle to Become a Global Leading Niche Company

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.



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Corporate Data - Our Strengths

Our Global Niche Top Businesses



Outdoor Intrusion Detector

(Security sensors, Sensing Solution Business)

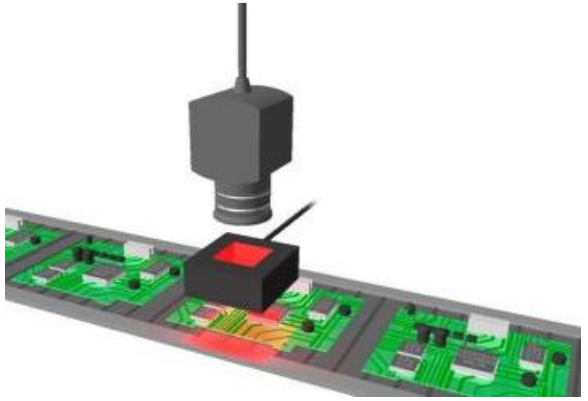
Global share
40%



Automatic Door Sensor

(Automatic door sensors, Sensing Solution Business)

Global share
30%



LED Inspection Lighting

(Inspection Lighting, Industrial Automation Business)

Global share
30%

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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

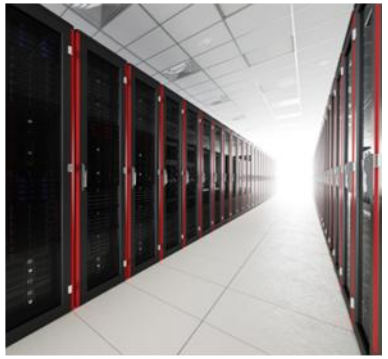


Warehouses

High Security



Oil, gas, and other infrastructure facilities



Data centers

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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



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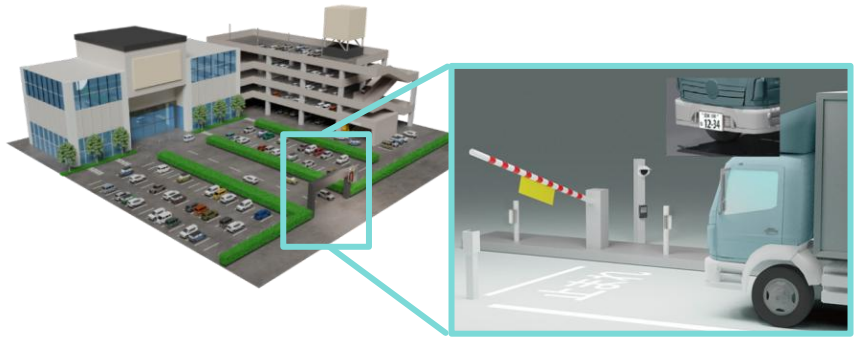
Business Overview - Social and Environmental (Sensing Solution Business)

Vehicle Detection Sensors

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

■ Parking Management

Smart parking solutions for parking lots of commercial and other facilities.



License Plate Recognition System

■ 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



Transmitter

Gateway



Data management service

Water treatment plants /factories



Aquaculture farms



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Business Overview - Factory Automation (Industrial Automation Business)

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

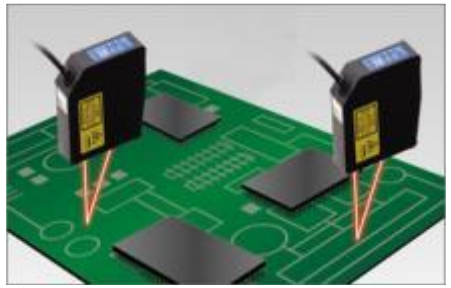
Products for semiconductor, electric, and electronic parts industries

Displacement Sensors





Measurement of smartphone frame height

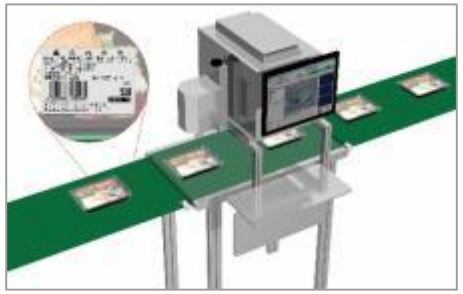


Measurement of substrate tilt/warp

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

Image Sensors





Inspection of use-by dates printed on packages

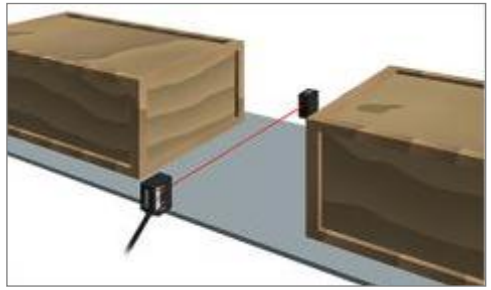


Inspection of use-by dates printed on milk cartons

Products for the logistics industry

Photoelectric Sensors





Detection of passing wooden boxes



Detecting boxes protruding from shelves in automatic warehouses

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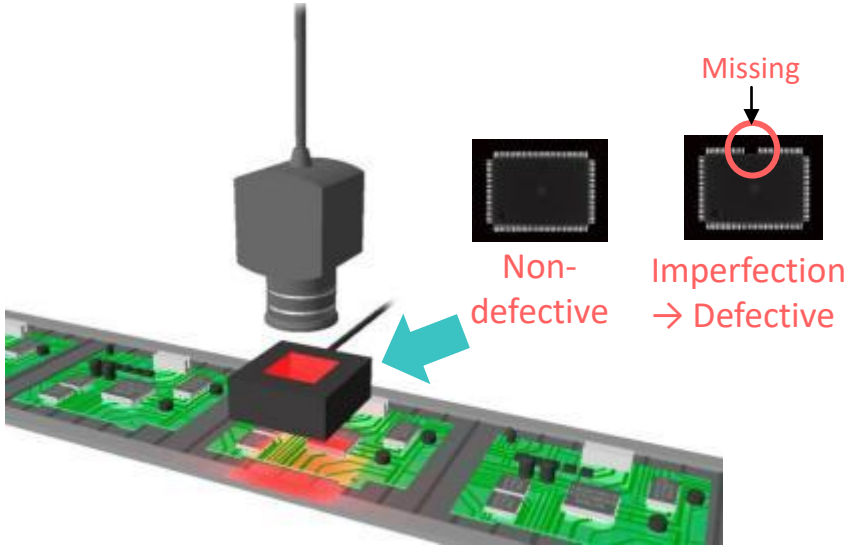
Business Overview - Inspection Lighting (Industrial Automation Business)

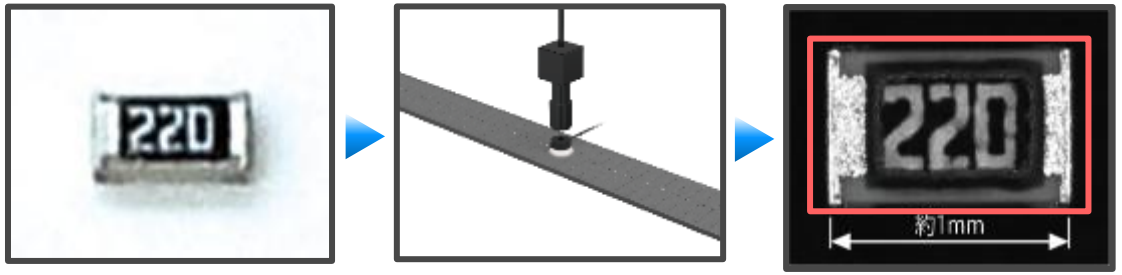
Global share 30% for LED inspection lighting

Inspection Lighting

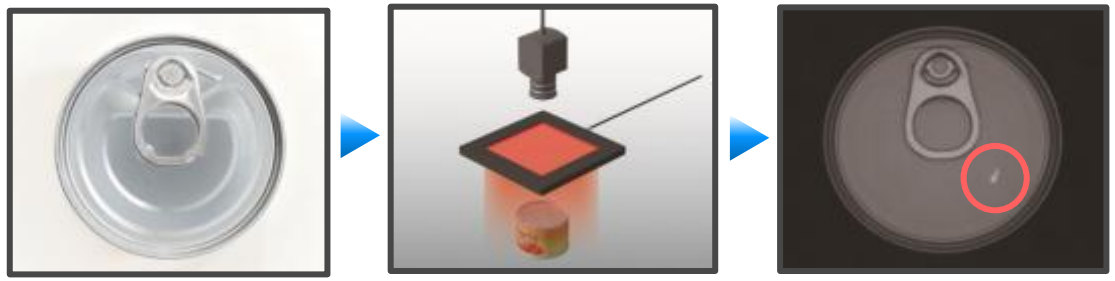
When producing something at a plant, each stage of work requires an inspection process.
The object to be inspected is imaged using lighting, a power source, lenses, and cameras, and are then judged to be “good” or “defective”.



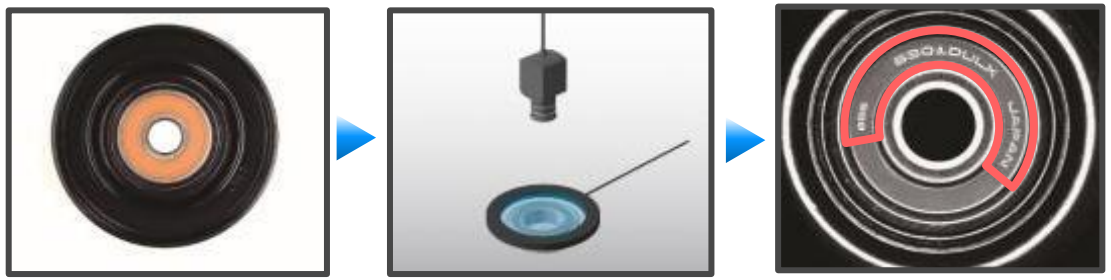
Inspection for defects in parts mounted on a printed circuit board



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



Imperfection imaging (surface of can)



Engraved letter imaging (bearing)

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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

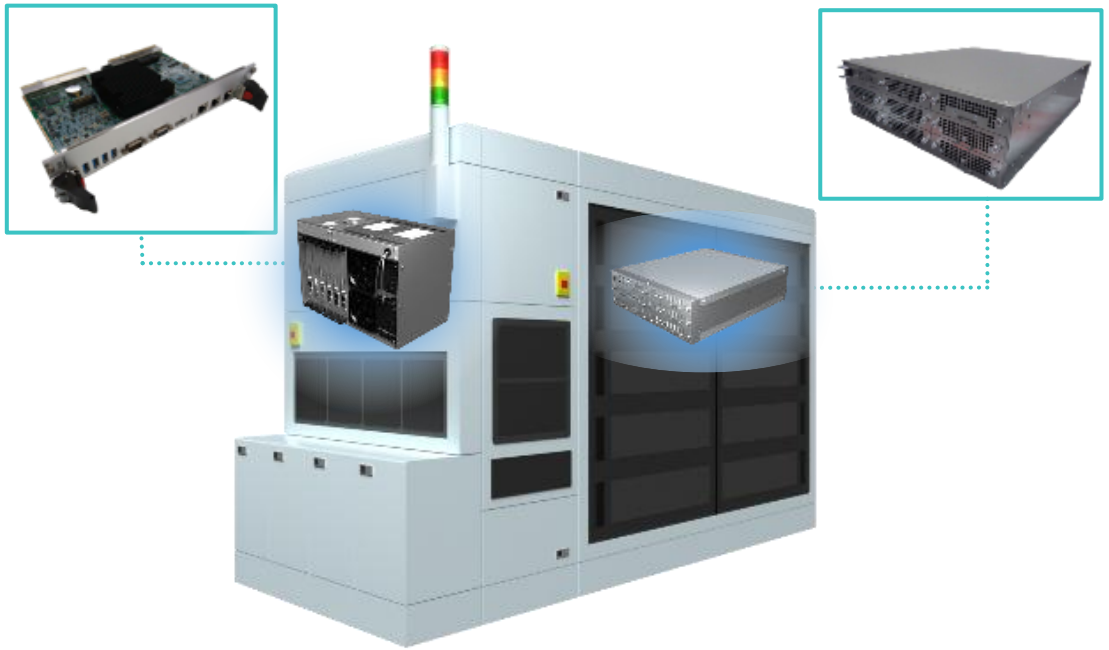
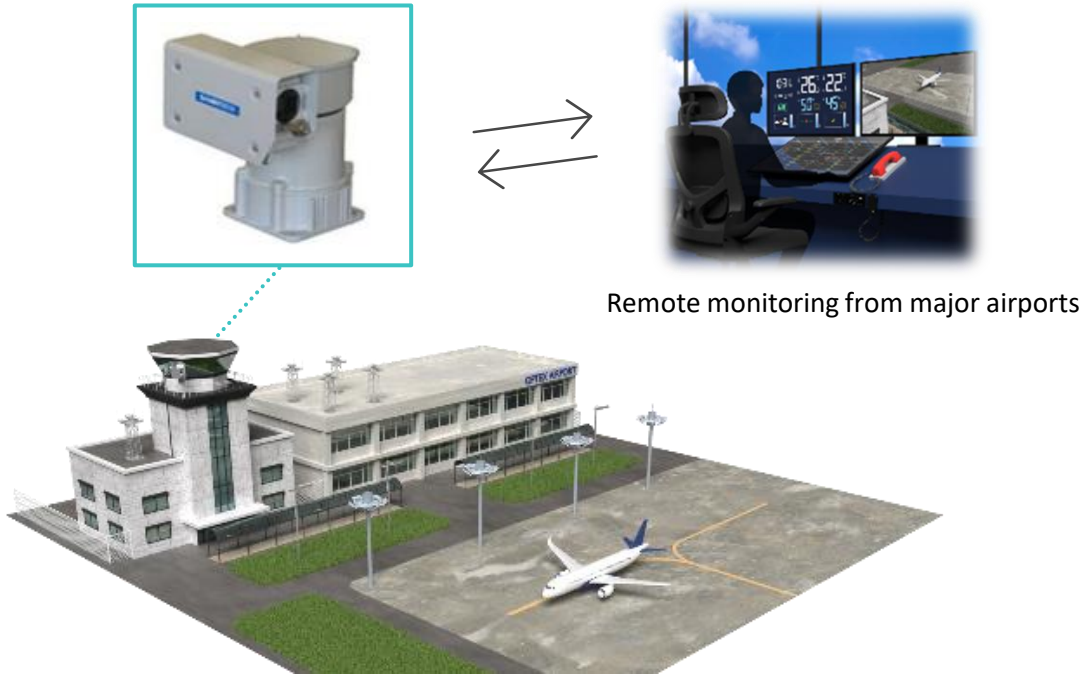


Image of semiconductor manufacturing equipment

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

Image of a local airport

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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.





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ESG's Efforts

Under our Basic Sustainability Policy, we proactively address ESG issues as part of our efforts to enhance corporate value. For more details, please refer to the Sustainability Highlights.

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.

Inspection LED 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.



2026
健康経営優良法人
KENKO Investment for Health
大規模法人部門

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

Our Board of Directors consists of five directors (four men and one woman) with diverse expertise across management, technology, operations, sales, overseas experience, and accounting.
It also includes three directors serving as members of the Audit & Supervisory Committee (two men and one woman) with extensive auditing experience and professional qualifications, including CPAs, certified tax accountants, and lawyers.

(As of March 27, 2026)



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

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