



# **FY2025 Q1 Financial Results Presentation**

**OPTEX GROUP CO., LTD.**

**May 9, 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.

# Changes of the Business Segment Names

The segment names has been changed from the first quarter of FY2025 to make it easier to understand our business.

Former business segment name

<b>SS Business</b> (SS : Sensing Solution)	Security Sensors segment
	Automatic Door Sensors segment
	Social & Environmental segment
<b>IA Business</b> (IA : Industrial Automation)	FA segment
	MVL segment
	IPC segment
	MECT segment
<b>EMS Business</b> (EMS: Electronics Manufacturing Service)	
<b>Other Business</b> (Management of Outdoor Activity)	

Current business segment name (yellow text)

<b>SS Business</b> (SS : Sensing Solution)	Security Sensors segment
	Automatic Door Sensors segment
	Social & Environmental segment
<b>IA Business</b> (IA : Industrial Automation)	FA segment
	Inspection Lighting segment
	Industrial PCs segment
	Automation Systems segment
<b>EMS Business</b> (EMS: Electronics Manufacturing Service)	
<b>Other Business</b> (Management of Outdoor Activity)	



**1. FY2025 Q1 Overview of Financial Results**

2. FY2025 Consolidated Earnings Forecasts

# Key Points of the Announcement

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

## Financial Results of FY2025 Q1

### Net Sales

- Decreased 2.5% year on year.
- Sales decreased for automation systems (in-vehicle liquid filling equipment for batteries) in the IA Business.

### Operating Income

- Increased 6.7% year on year.
- SS Business: Increased significantly due to higher sales of high-value-added products (security sensors, vehicle detection sensors, etc) .
- IA Business: Decreased due to lower sales of automation systems, despite a decline in the cost of sales ratio due to changes in sales percentages.

## Consolidated Earnings Forecasts of FY2025

- No changes in the earnings forecasts for the full year.
- There are concerns over the direct impact of U.S. tariff policies on earnings results, mainly in security/automatic door sensors in the SS Business and inspection lighting in the IA Business . Nevertheless, with sales in the U.S. expected to account for a little over 10% of total consolidated sales, efforts are being made to facilitate the rationalization of sales prices, which has been underway for some time, and the optimization of supply chains, with an eye toward reducing the impact on overall earnings results.

# Summary of FY2025 Q1 Consolidated Financial Result

(Unit: million yen)		FY2024 Q1 Results	FY2025 Q1 Results	Change	Percent Change
Net sales		15,464	15,080	-384	-2.5%
Operating income (Operating income Ratio)		1,755 (11.4%)	1,873 (12.4%)	+118	+6.7%
Ordinary income		1,981	1,631	-350	-17.6%
Profit attributable to owners of parent		1,301	1,778	+477	+36.6%
Net income per share (yen)		36.65	49.92		
Exchange rate (Unit: Yen)	1USD	148.61	152.60		
	1EUR	161.31	160.50		

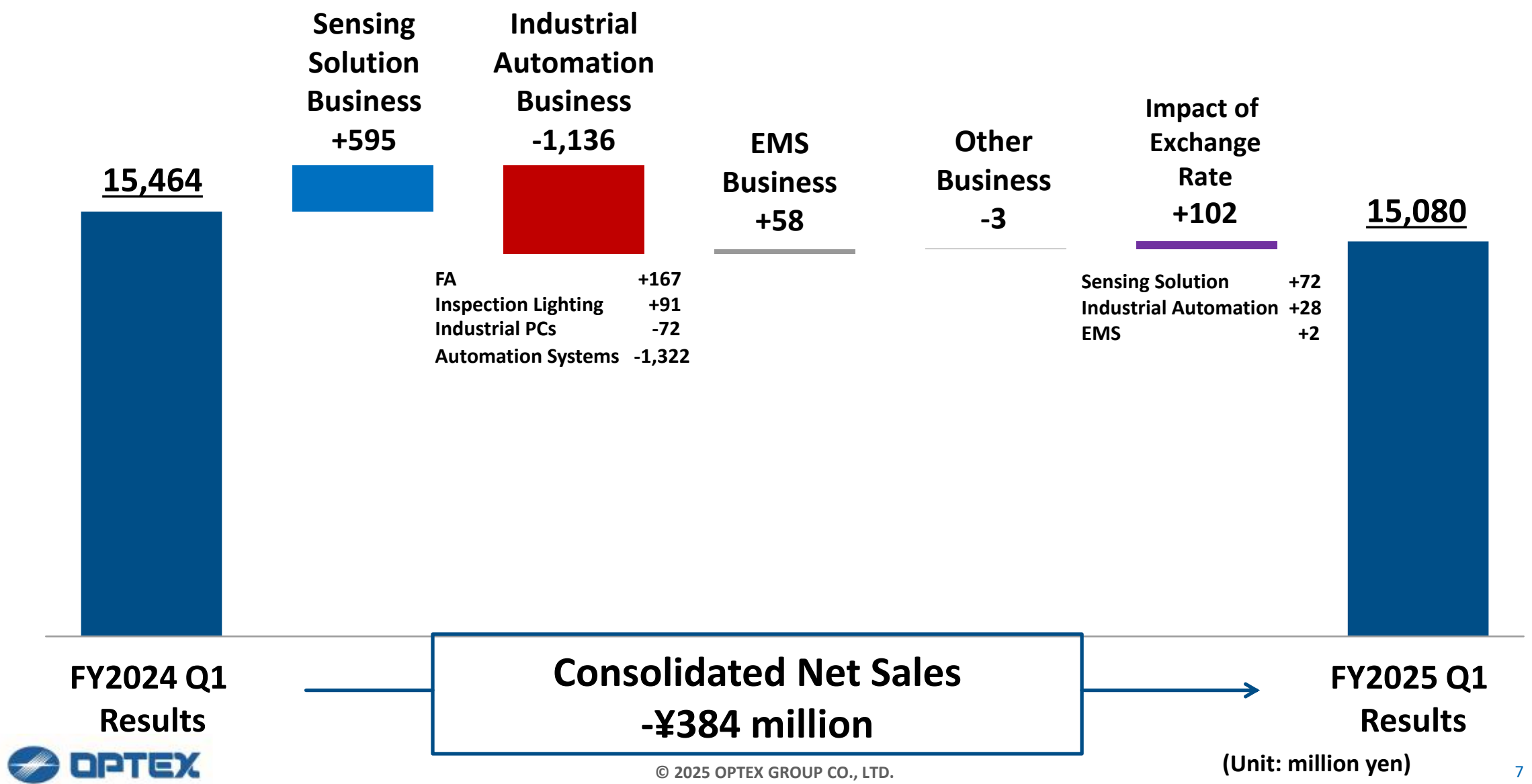
# Comparison of FY2025 Q1 Consolidated Financial Result between Segments

(Unit : million yen)	Net sales			Operating income (Operating income Ratio)		
	FY2024 Q1 Results	FY2025 Q1 Results	Percent Change	FY2024 Q1 Results	FY2025 Q1 Results	Percent Change
Sensing Solution Business	7,190	7,856	+9.3%	1,167 (16.5%)	1,597 (20.3%)	+36.8%
Industrial Automation Business	8,089	6,981	-13.7%	729 (9.0%)	516 (7.4%)	-29.2%
EMS Business	175	236	+34.5%	-169	-137	—

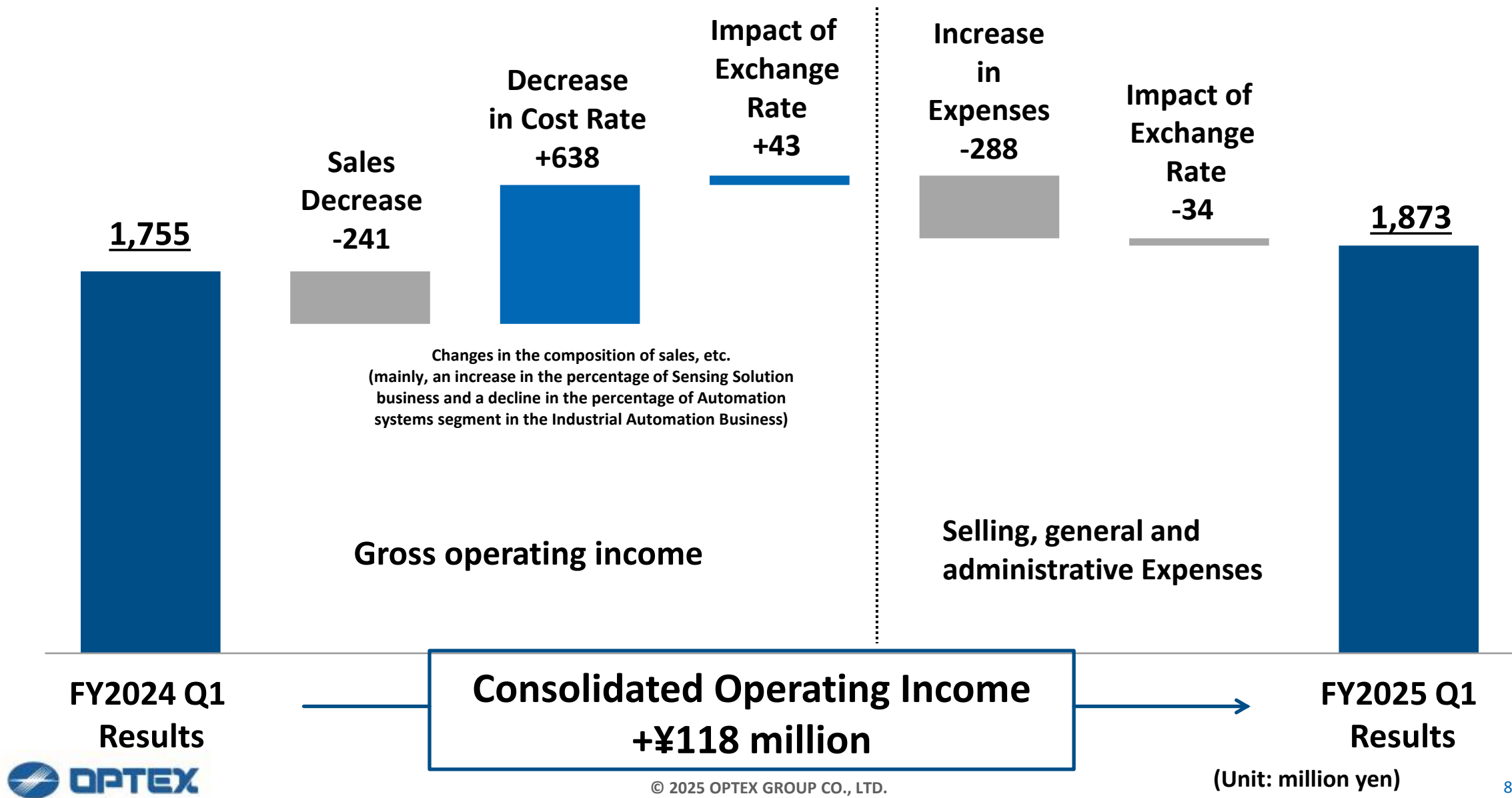
\* Net sales by segment represents the figure excluding sales from inter-segment transactions.

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

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

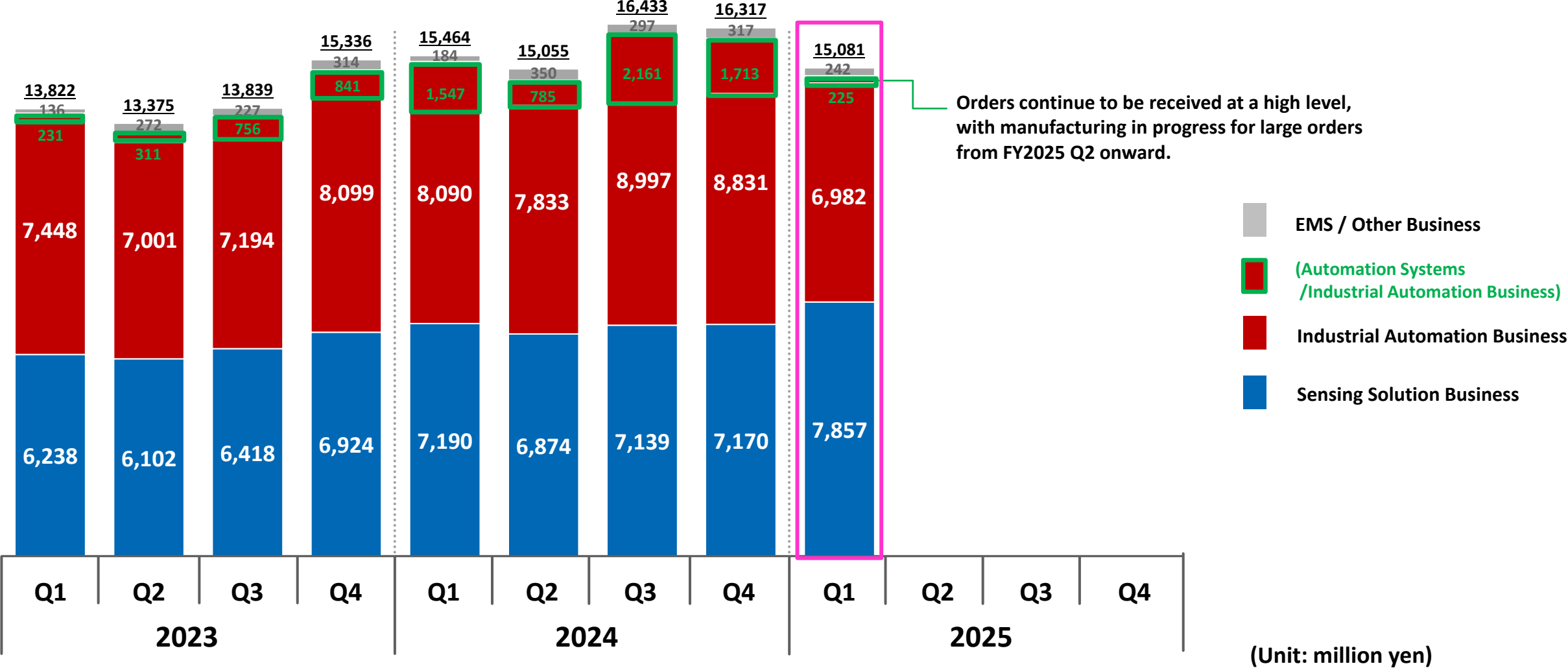


# Factors of change in Operating Income (Year- on-year)





# Quarterly performance - Consolidated Net Sales (Year-on-year)



# Business by Segment - Security Sensors / Sensing Solution Business



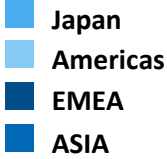
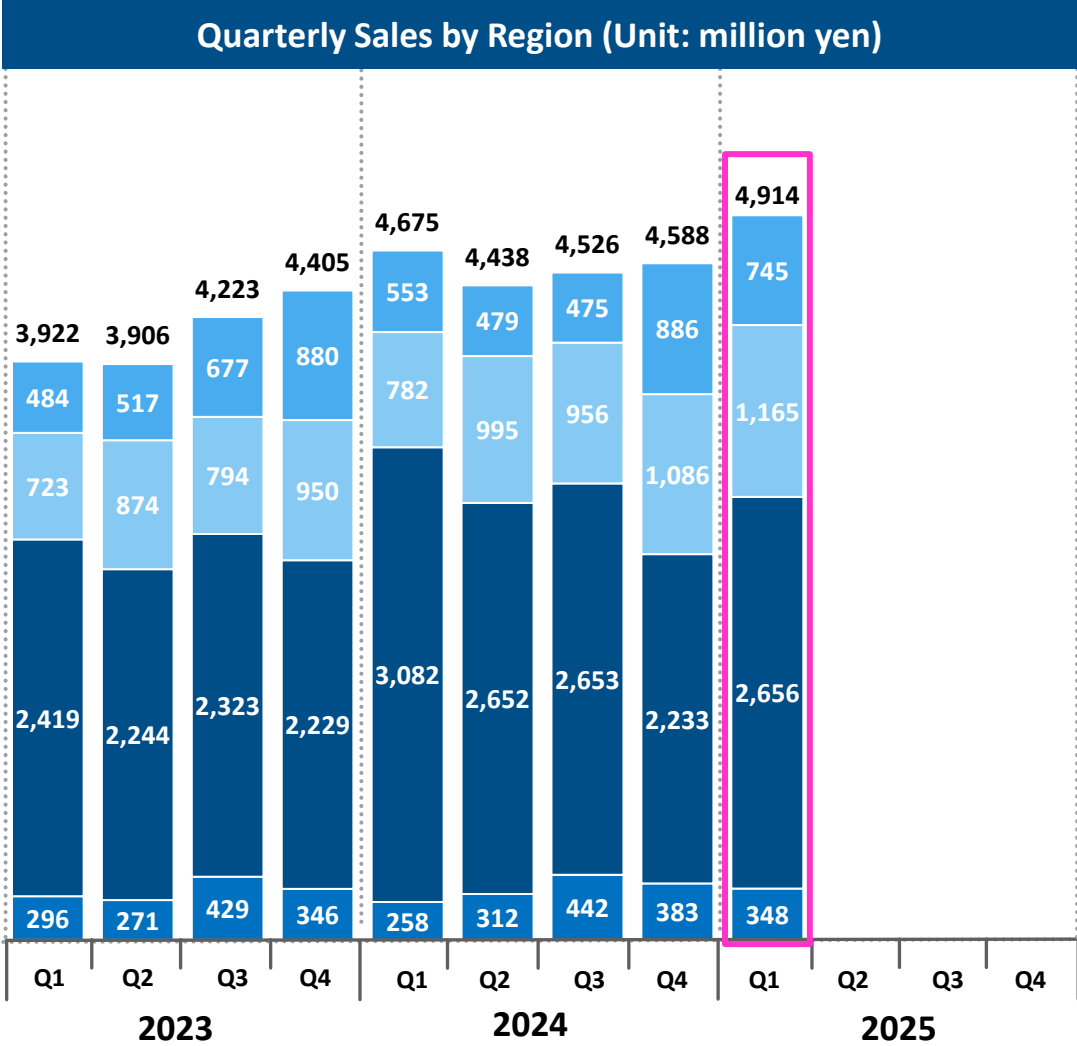
Region	FY2025 Q1 Overview
Japan	- The number of projects for large-scale critical facilities such as airports and infrastructure-related facilities increased.
AMERICAS	- Sales of laser scan sensor for data centers were strong.
EMEA	- Sales of laser scan sensors for data centers and infrastructure facilities remained solid. - Orders for products for store or home use increased due to a last-minute surge in demand before price hikes.
Asia and Oceania	- The number of projects for large-scale critical facilities such as data centers and airports increased.



Sensors  
for large-scale critical facilities



Camera sensors



# Business by Segment - Automatic Door Sensors / Sensing Solution Business



Region	FY2025 Q1 Overview
Japan	<ul style="list-style-type: none"><li>- Sales of automatic door sensors were firm.</li><li>- Sales of people counting systems for commercial facilities were steady.</li></ul>
AMERICAs	<ul style="list-style-type: none"><li>- Sales of automatic door sensors remained firm.</li><li>- Orders increased due to a last-minute surge in demand before price hikes.</li></ul>
EMEA	<ul style="list-style-type: none"><li>- Sales for automatic door manufacturers were solid.</li></ul>



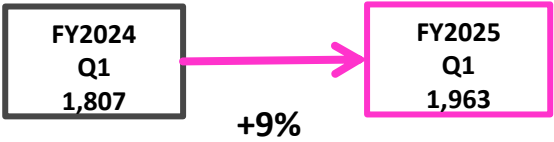
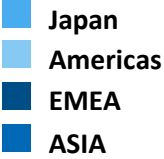
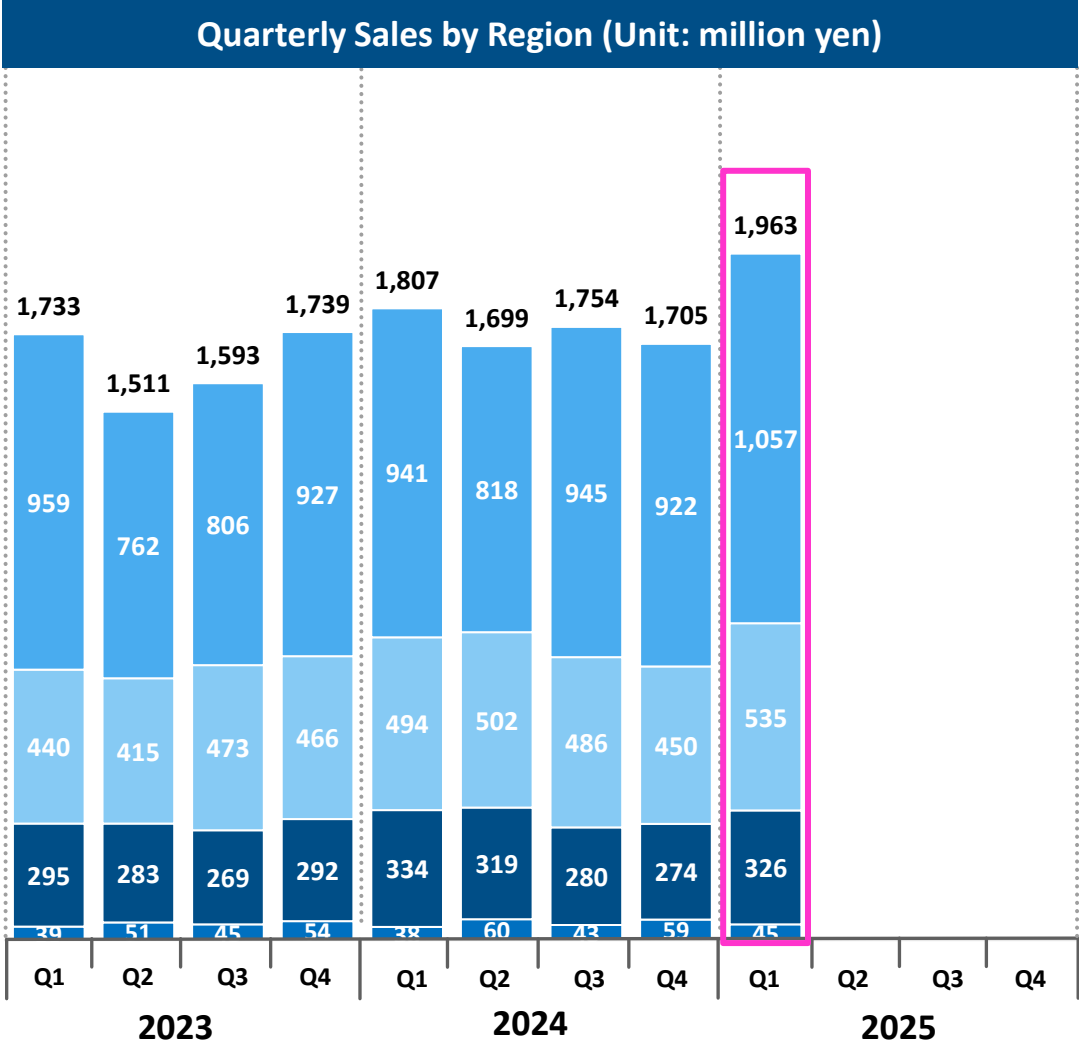
Automatic door sensors



Push plate



Industrial door sensors



# Business by Segment - Social & Environmental / Sensing Solution Business



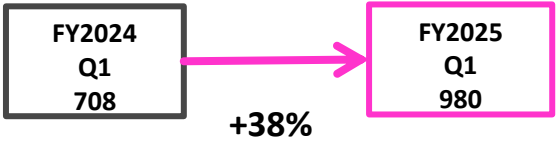
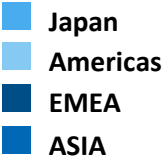
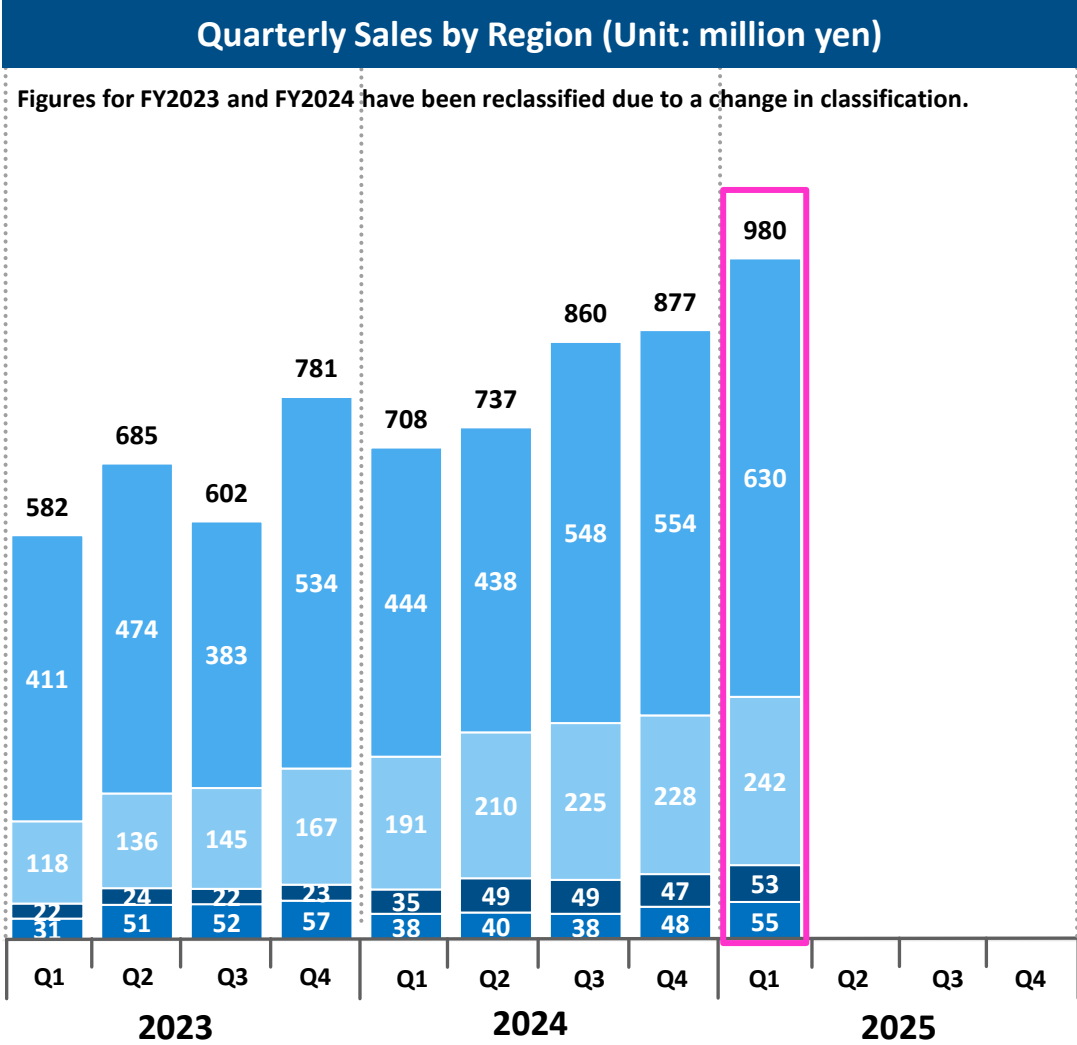
Region	FY2025 Q1 Overview
Japan	<ul style="list-style-type: none"><li>- Sales of vehicle detection sensors and systems for parking lots were strong.</li><li>- Sales were strong for the management service of water quality measurements.</li></ul>
AMERICAs	<ul style="list-style-type: none"><li>- Sales of vehicle detection sensors remained steady given use for opening and closing of parking lot gates.</li></ul>



Vehicle detection sensors



Water quality measurements



# Business by Segment - Factory Automation Sensors / Industrial Automation Business



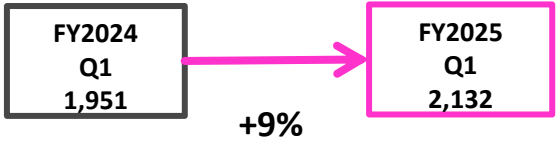
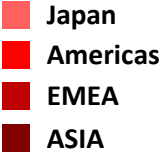
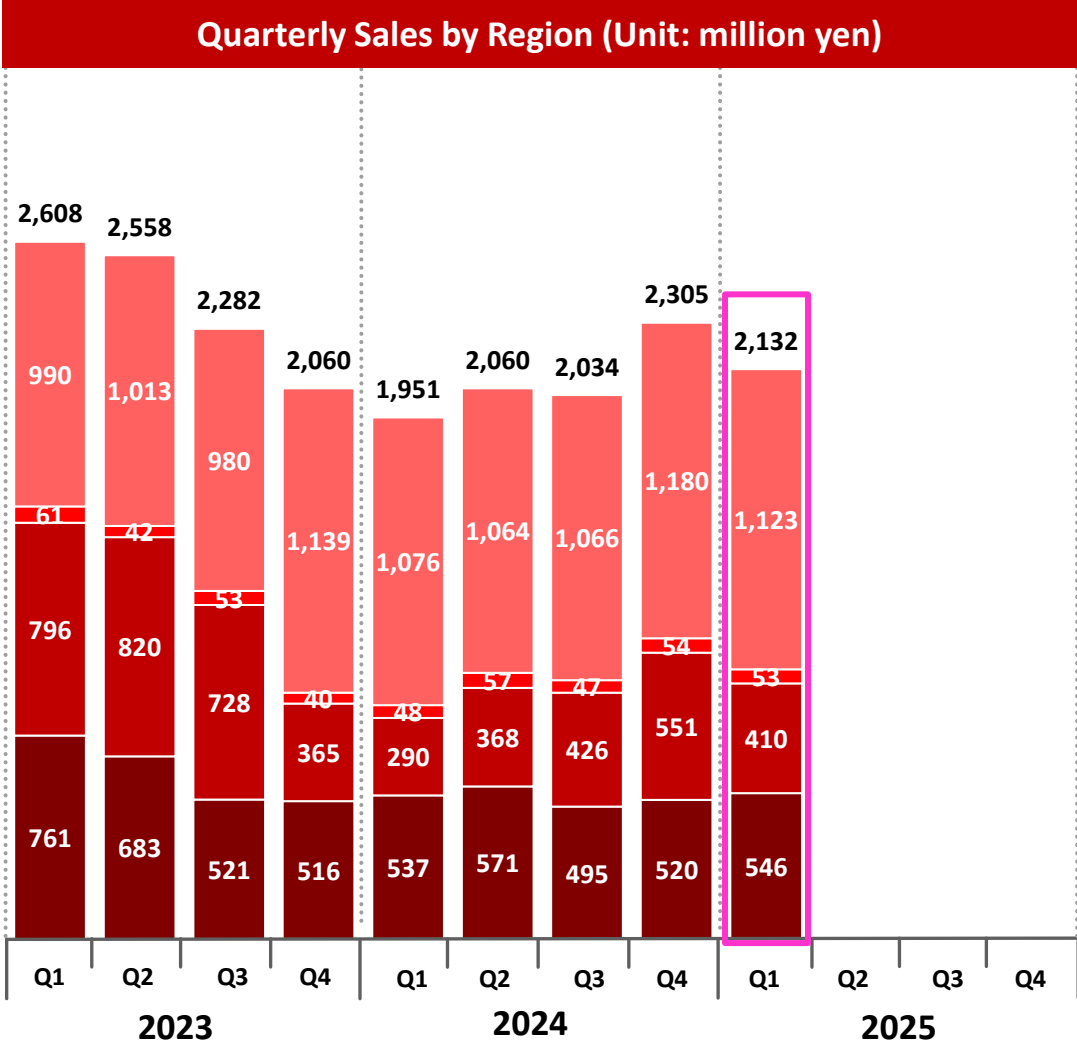
Region	FY2025 Q1 Overview
Japan	- Sales for semiconductors and other electronic parts remained solid.
EMEA	- With inventory adjustments completed at main customers, demand for capital investment continued to experience a moderate recovery trend.
Asia and Oceania	- Sales remained solid after weak demand for capital investment bottomed out in China.



Displacement sensors



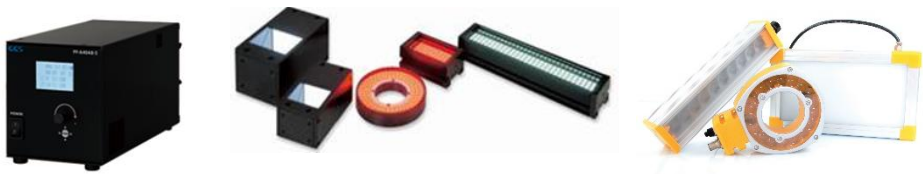
IO-Link master



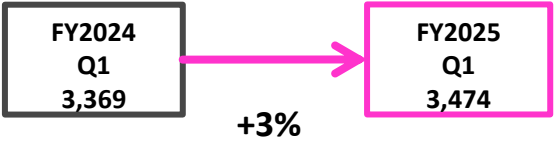
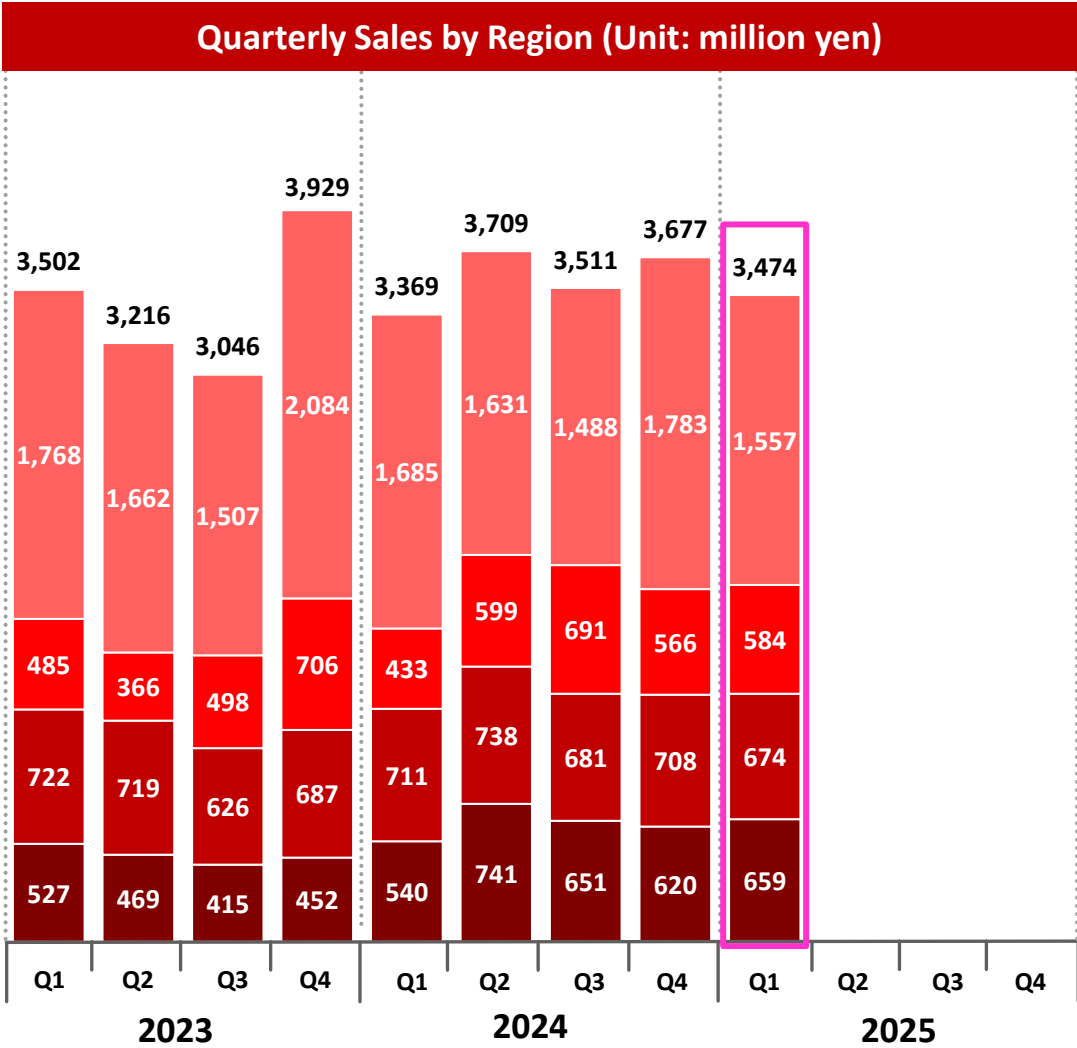
# Business by Segment - Inspection Lighting / Industrial Automation Business



Region	FY2025 Q1 Overview
Japan	- The number of inquiries related to advanced parts steadily increased, although delays occurred with projects for EV-related industries.
AMERICAs	- In products handled by the French subsidiary, sales for the logistics industry remained firm.
EMEA	- In products handled by the French subsidiary, sales for the logistics industry remained firm. - We will strengthen 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.



LED lighting systems  
for image processing



# Business by Segment - Industrial PCs / Industrial Automation Business

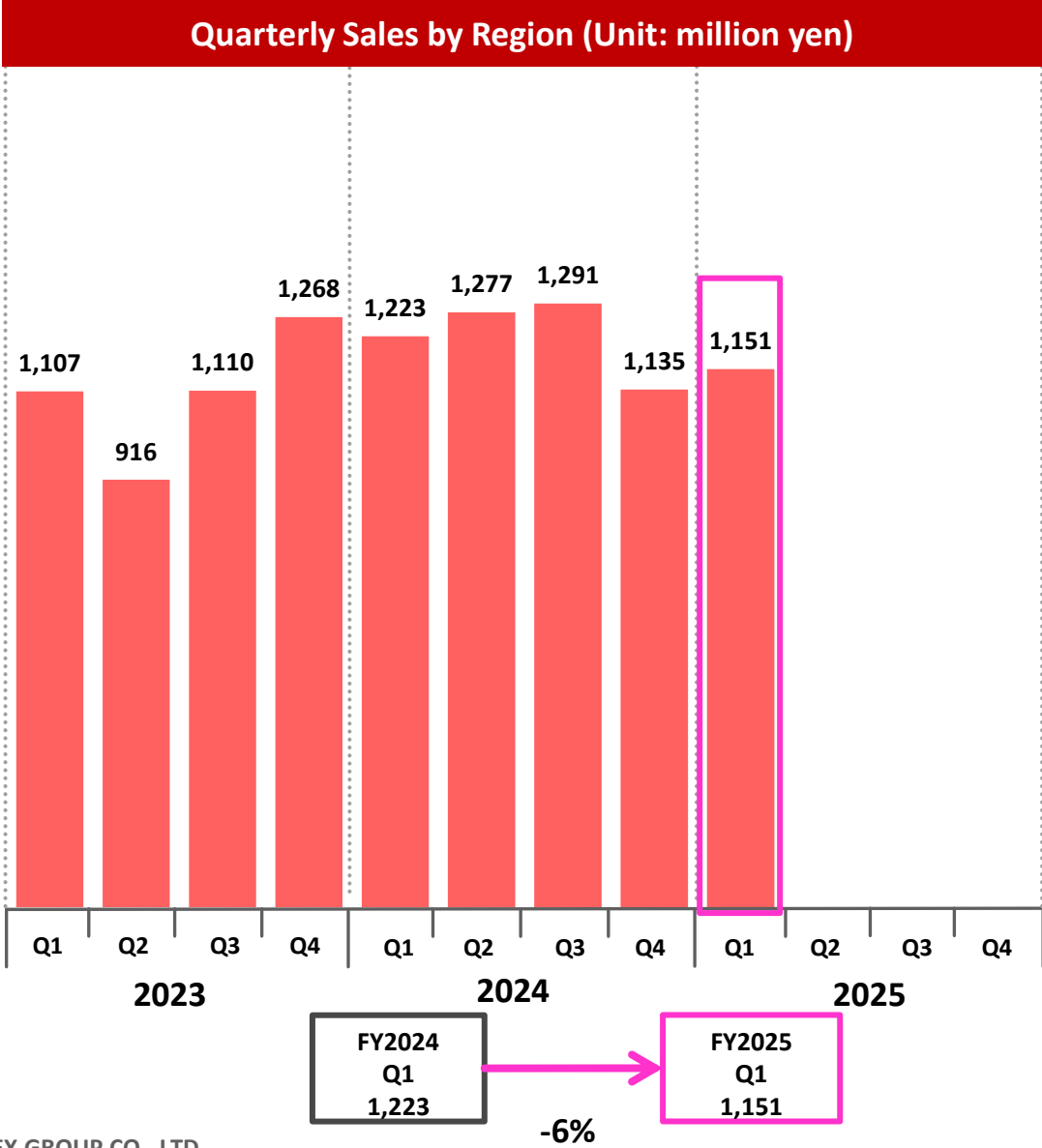
Region	FY2025 Q1 Overview
Japan	- Sales of products centering on semiconductor manufacturing equipment were brisk.



Industrial PCs



Tracking Cameras



# Business by Segment - Automation Systems / Industrial Automation Business



Region	FY2025 Q1 Overview
Japan	- Secondary battery manufacturing equipment is currently in production for delivery from Q2 onward.



Manufacturing equipment of secondary batteries for electric vehicles and hybrid vehicles

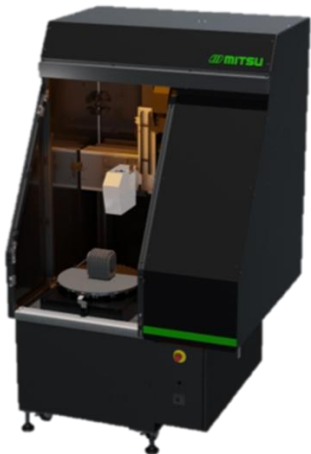
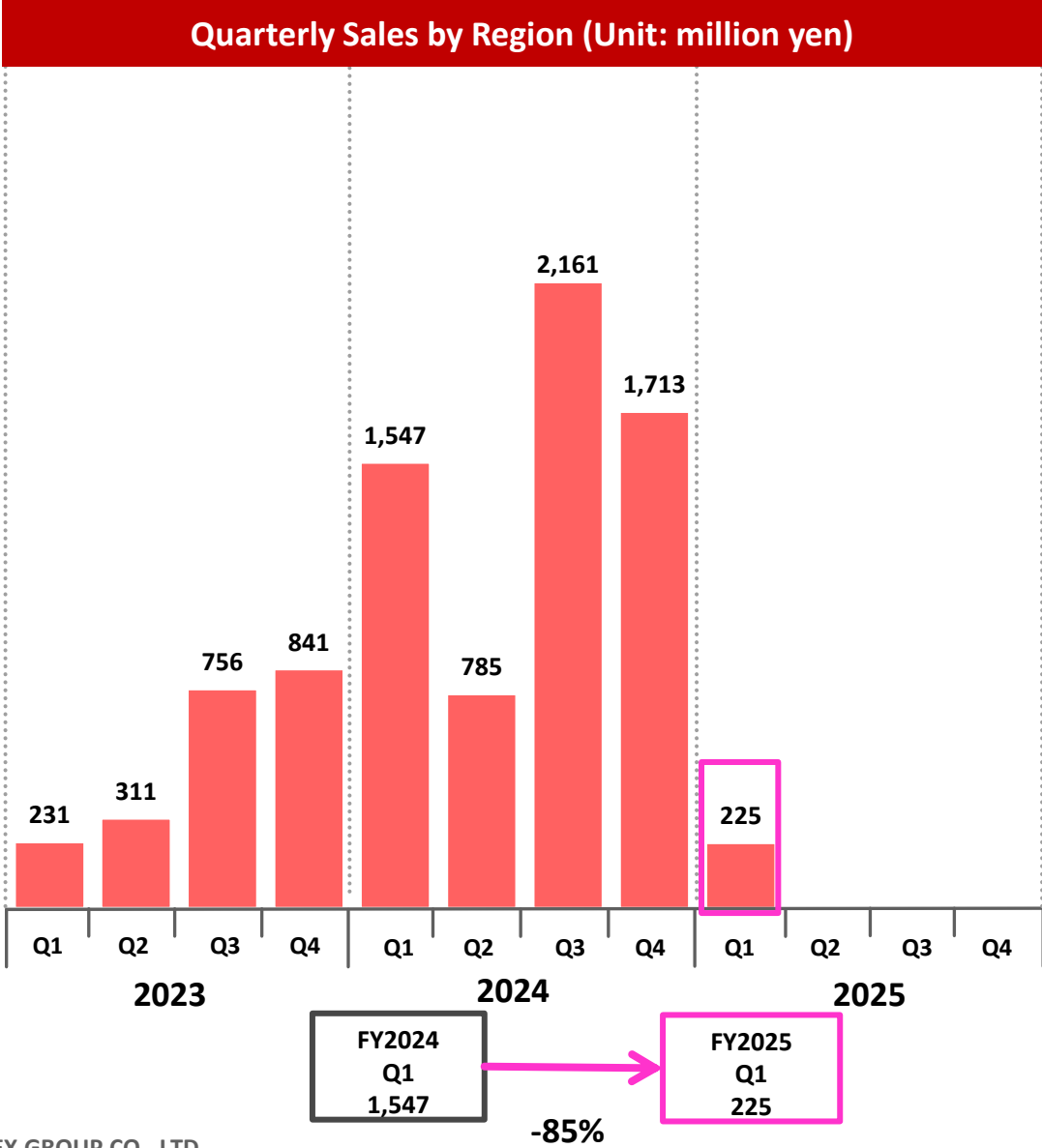


Image processing inspection systems





1. FY2025 Q1 Overview of Financial Results

**2. FY2025 Consolidated Earnings Forecasts**

# FY2025 Consolidated Earnings Forecasts

The full-year earnings forecasts remain unchanged from the previous forecasts announced on February 14.

- U.S. tariff policies may affect security and automatic door sensors in the SS Business and lighting for inspections in the IA Business. However, we are working to reduce the impact on earnings results by rationalizing sales prices and optimizing supply chains.
- Going forward, we will continue to pay attention to developments in additional tariffs and work to minimize risks.

(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	165.66	

## ● Exchange rate

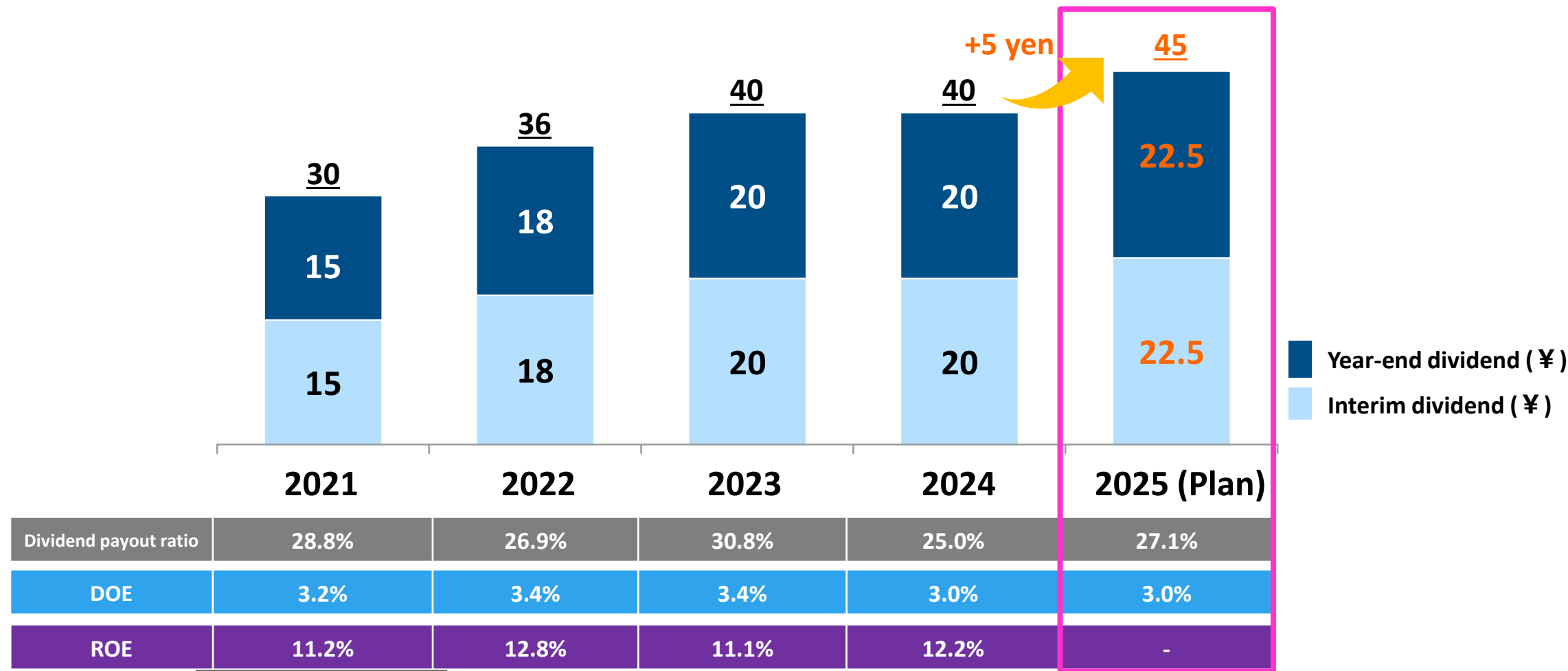
	FY2024 Results	2025 Forecast
1USD	151.58 yen	145.00 yen
1EUR	163.95 yen	155.00 yen

## ● 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

Set a minimum DOE of 3% in addition to the existing dividend policy (targeting a 30% payout ratio) to ensure stable dividends.



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





# 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 -

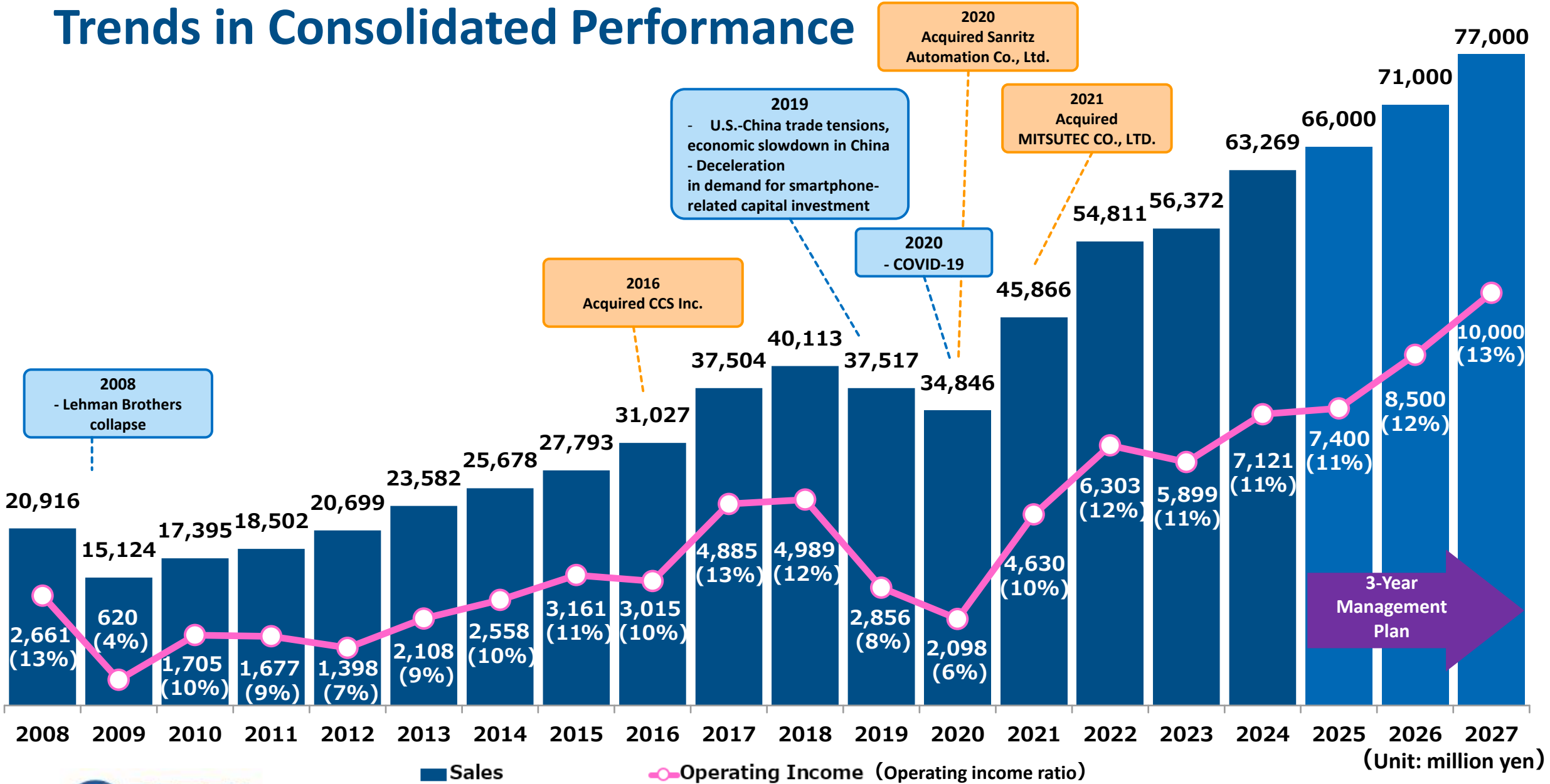
**Meaning of the company name**

**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 Business

### Security Sensors

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



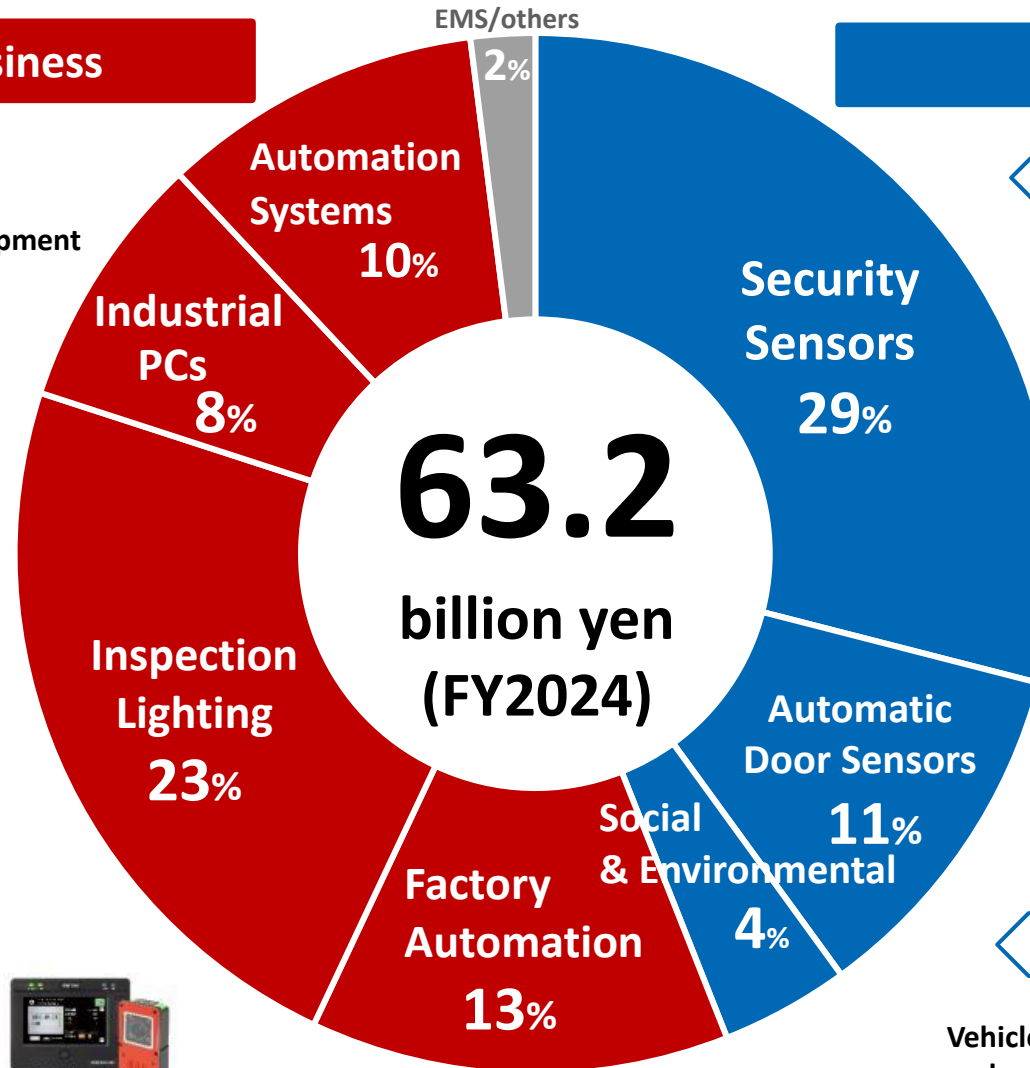
### Automatic Door Sensors

Automatic door sensors, shutter sensors for factories and warehouses

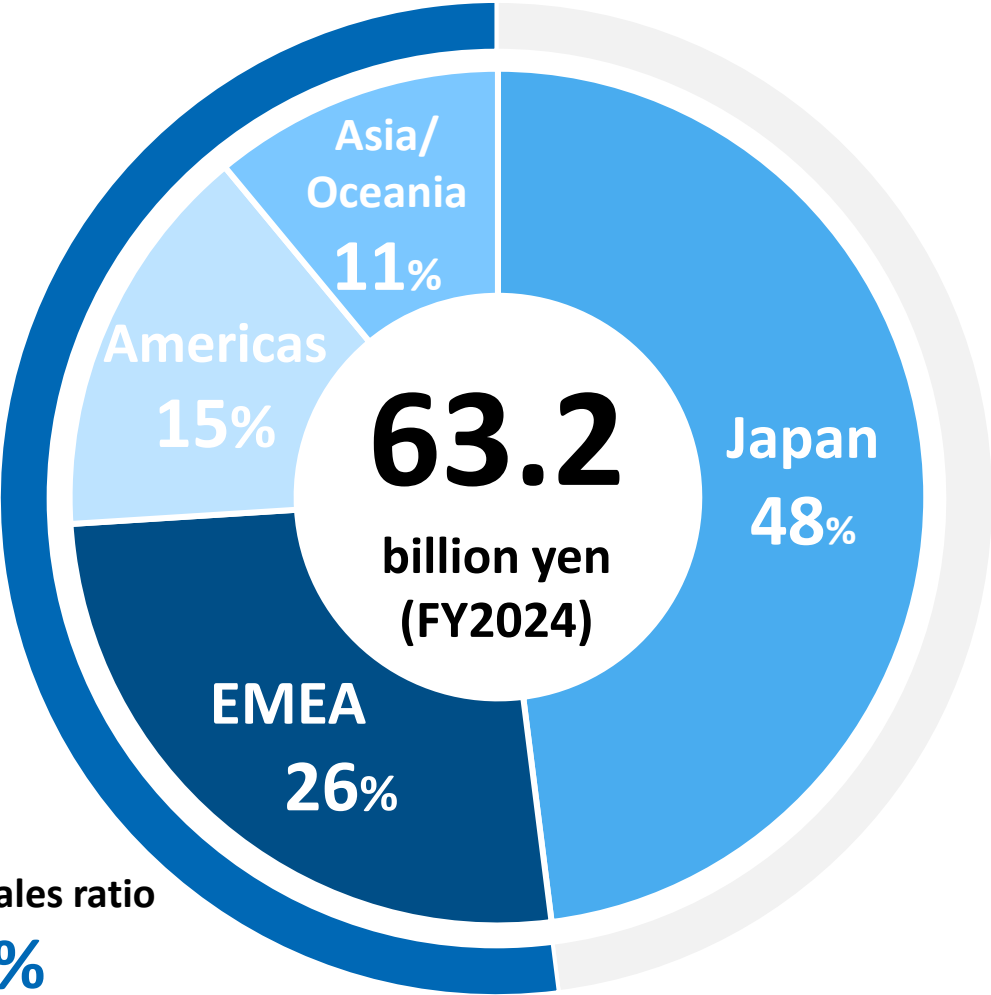


### Social & Environmental

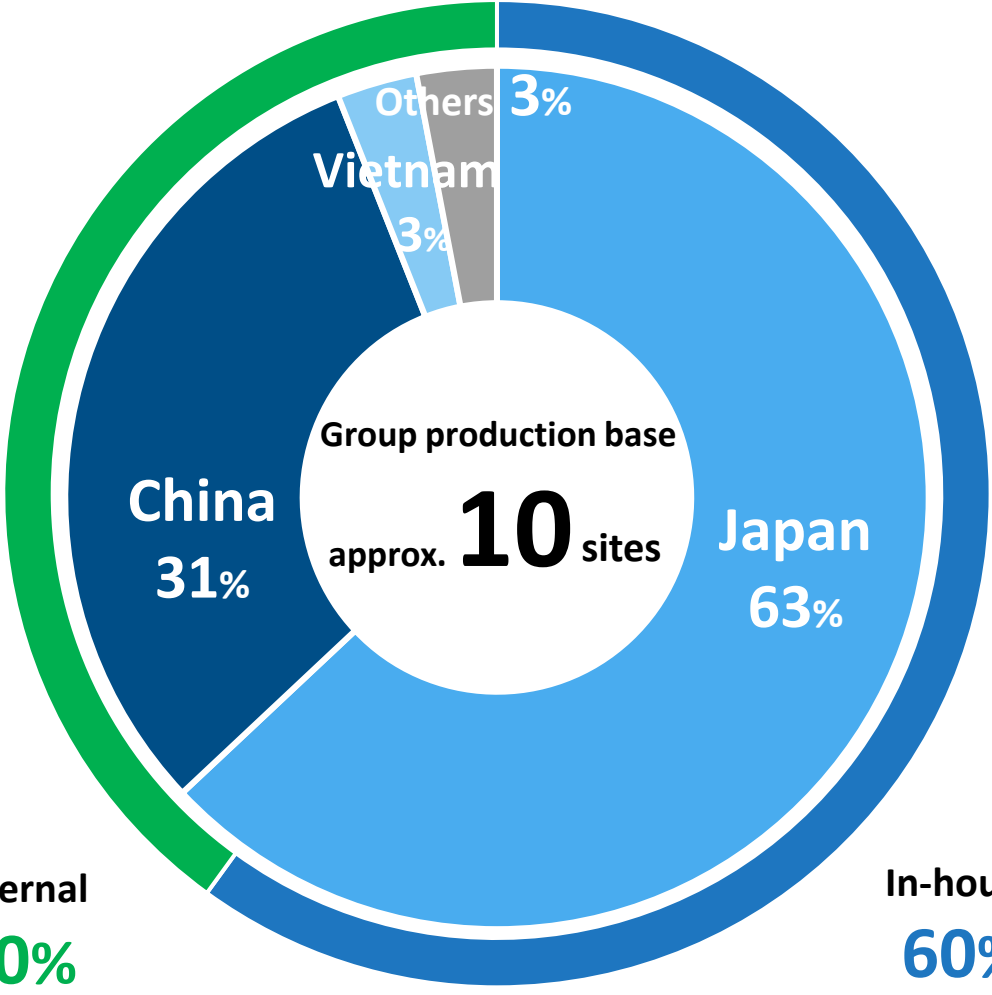
Vehicle detection sensors for parking lots and water quality measurement sensors for factories and water purification plants



# 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

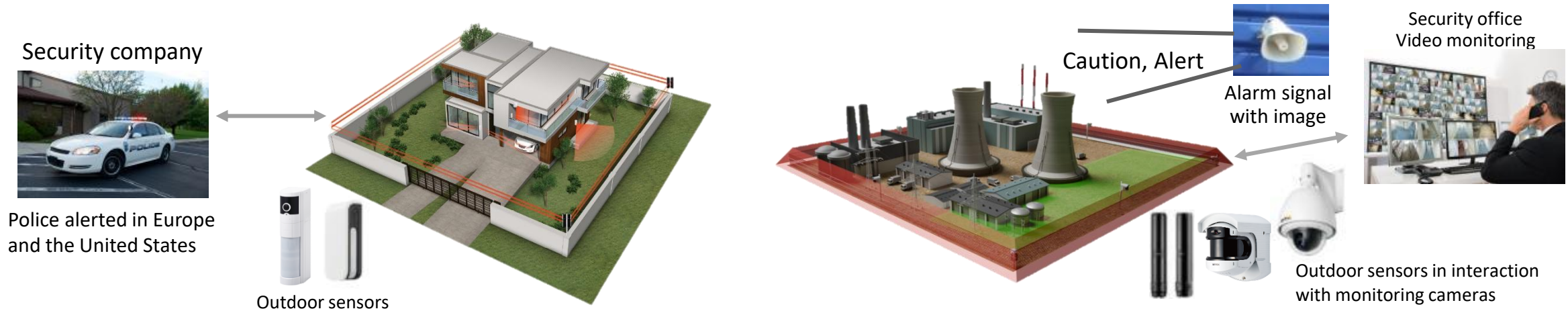


LED lighting systems for image inspection



# Sensing Business - Security sensors

## Largest market share in the world for outdoor intrusion detectors



### Residential



Executive homes

### Commercial



Offices

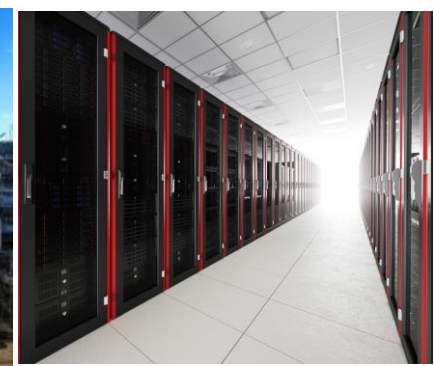


Warehouses

### 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)

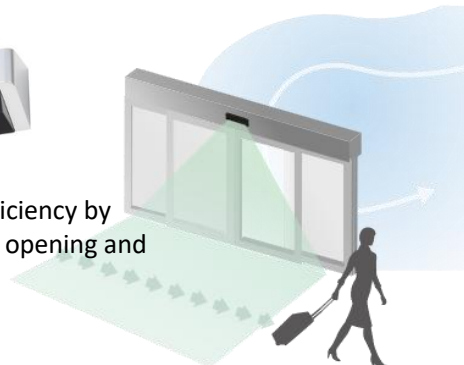


The world's first automatic door sensor

**Reduces air conditioning energy loss and contributes to CO2 reduction**



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



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.

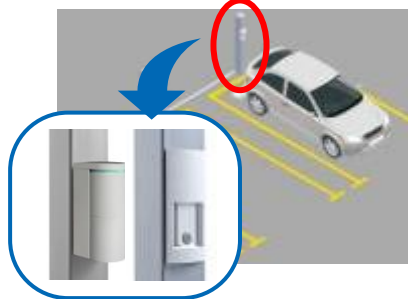
Loop coil



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.

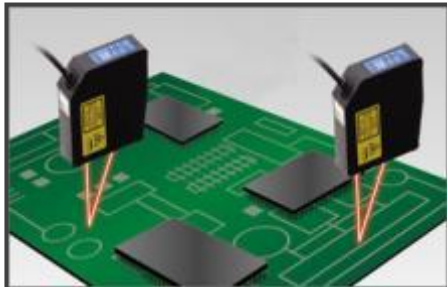
## Displacement sensors



Products for semiconductor, electric, and electronic parts industries



Measurement of smartphone frame height

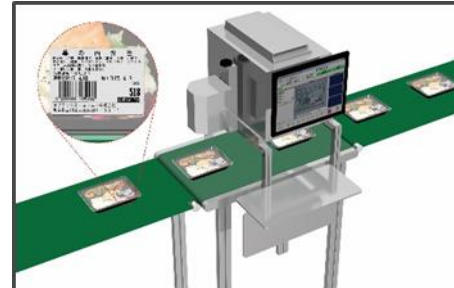


Measurement of substrate tilt/warp

## Image sensors



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



Inspection of use-by dates printed on packages

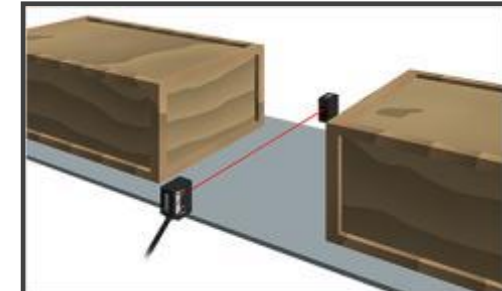


Inspection of use-by dates printed on milk cartons

## Photoelectric sensors



Products for the logistics industry



Detection of passing wooden boxes



Detecting boxes protruding from shelves in automatic warehouses

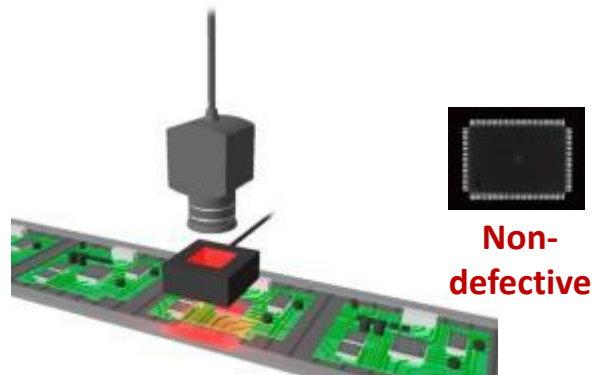


# Industrial Automation Business - Inspection Lighting

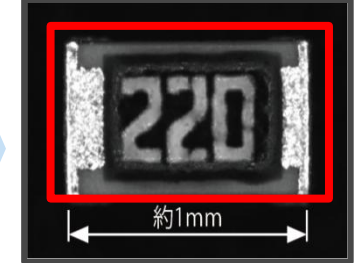
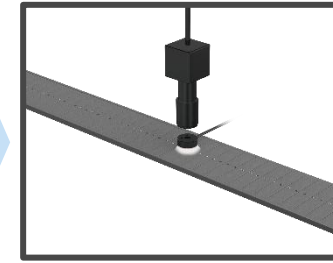
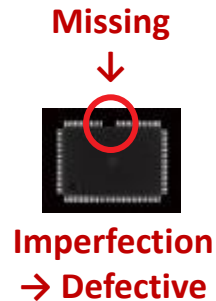
CCS: Producing image inspection lighting using LED since 1993.

## Inspection Lighting

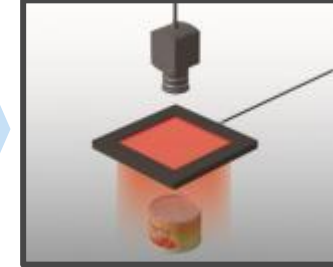
When producing something at a plant, each stage of work requires an inspection process. The object to be inspected is imaged using lighting, a power source, lenses, and cameras, and are then judged to be “good” or “defective”.



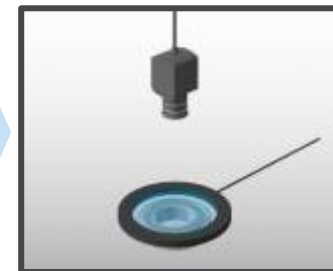
Inspection for defects in parts mounted on a printed circuit board



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

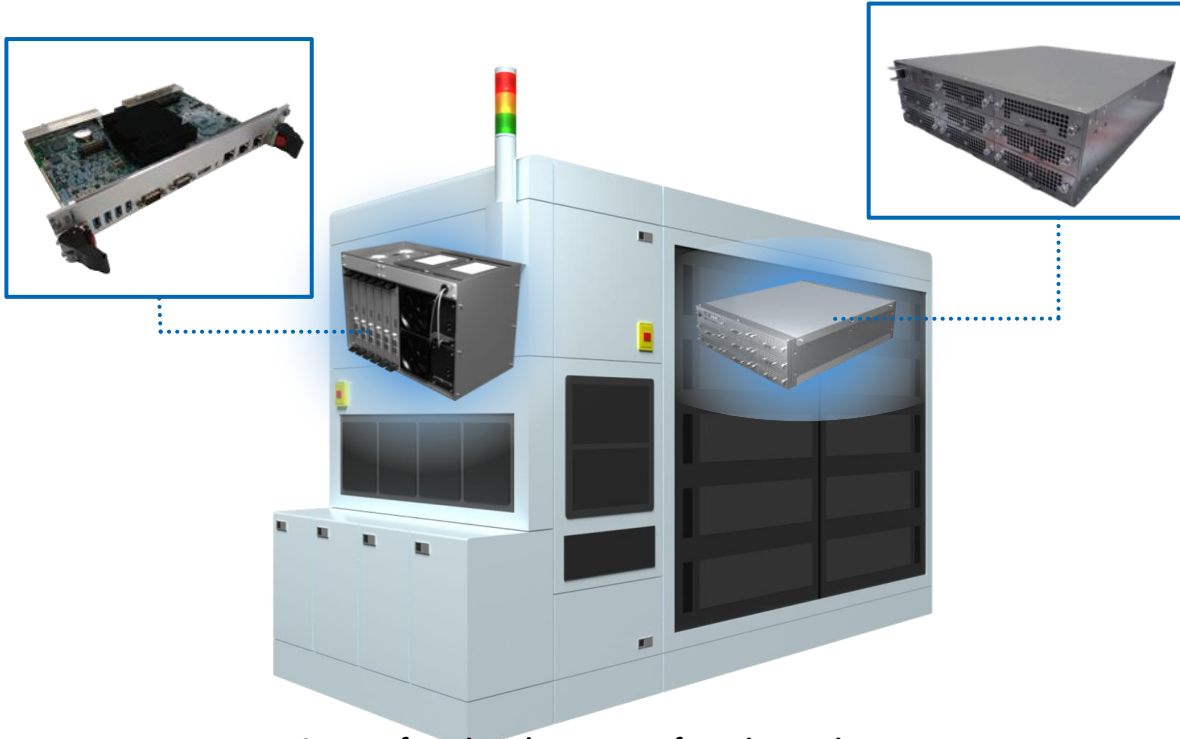


Image of semiconductor manufacturing equipment

## Production and Infrastructure System

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



Remote monitoring from major airports

Image of a local airport

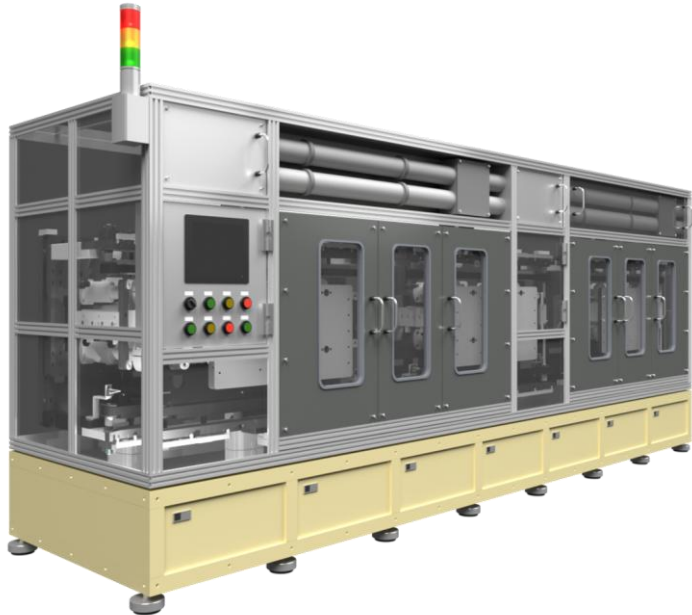
# Industrial Automation Business - Automation Systems



## 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.

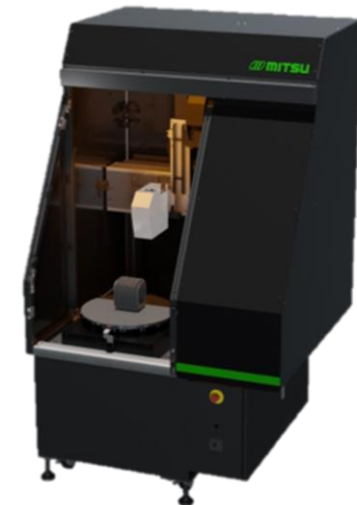
## Image Processing Inspection Systems

"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. See our ESG report [here](#).



## 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



Machine Vision Lighting



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

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.

