

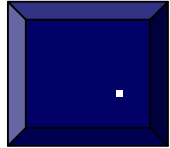
**OPTEX CO.,LTD**  
**Consolidated Annual F.Y.2009**  
**Presentation**

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**February 15th 2010 in Osaka**

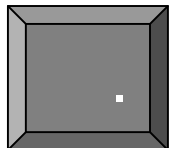
**February 16th 2010 in Tokyo**





## Summary of Annual F.Y.2009 (Consolidated)

- 1.Overview
- 2.Business by Segment
- 3.Free Cash flows

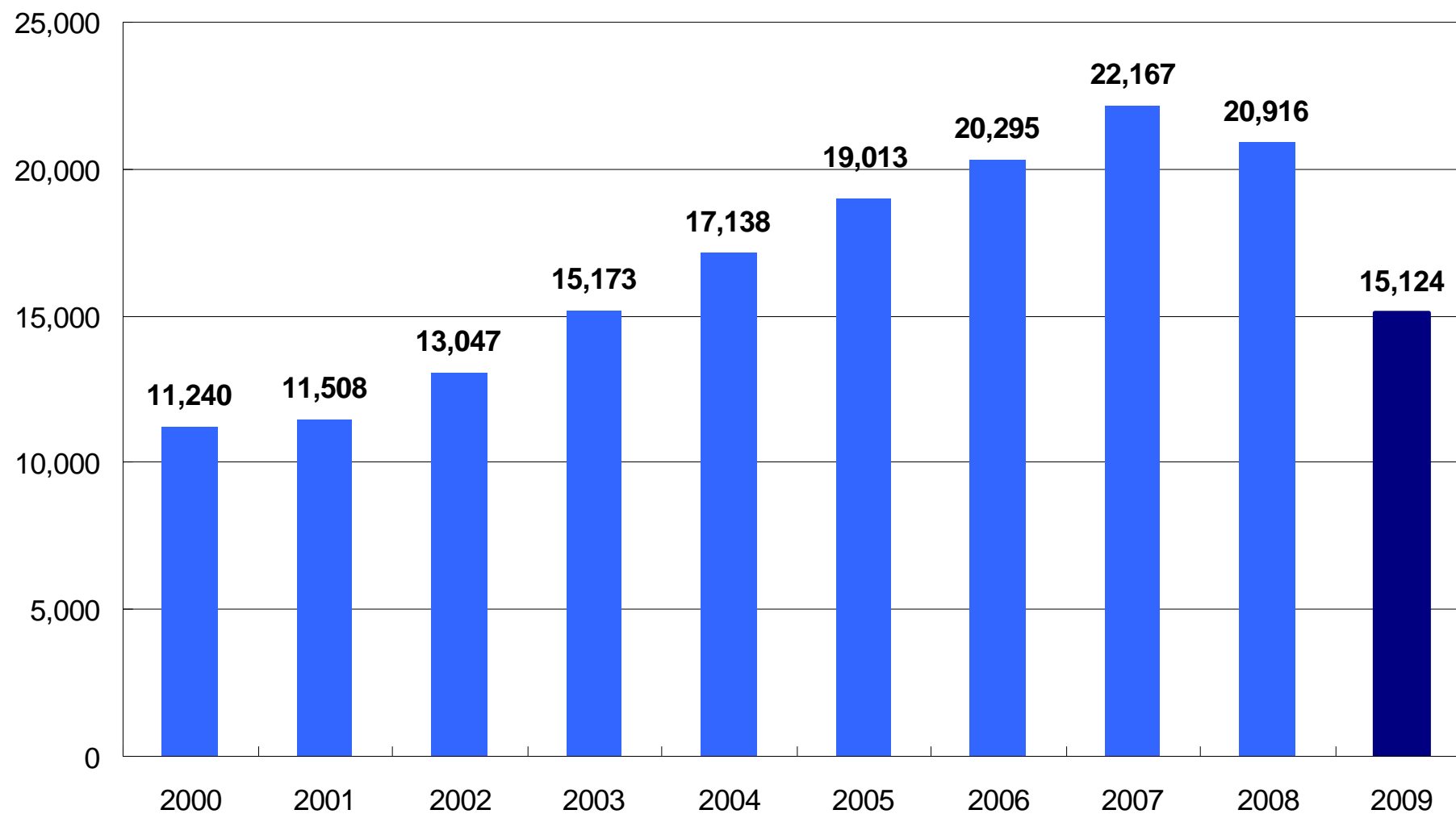


## 2010 Prospect and Future Business Focus

# Overview – Consolidated Sales



(Unit: Million Yen)

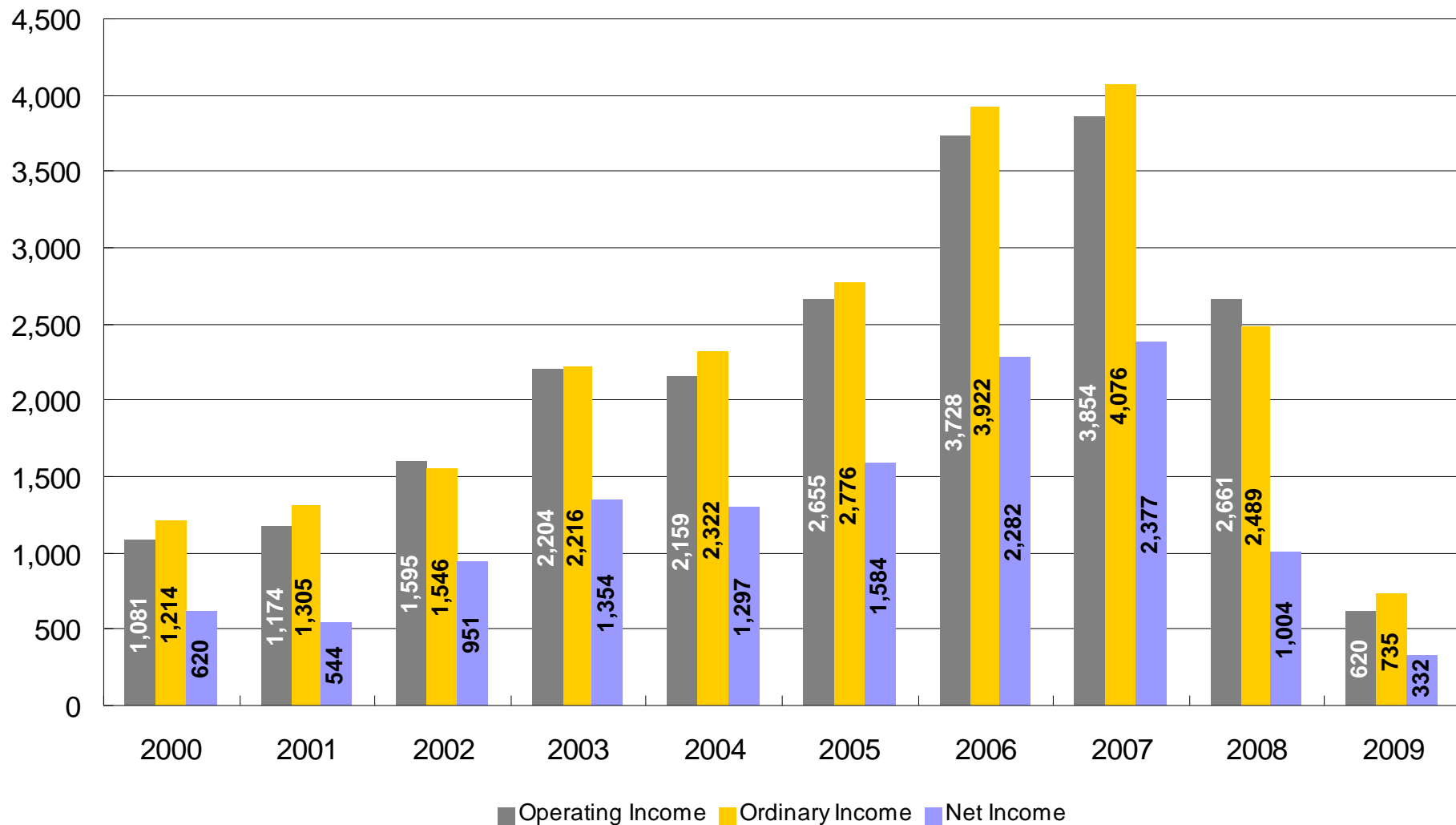


# Overview – Consolidated Profit

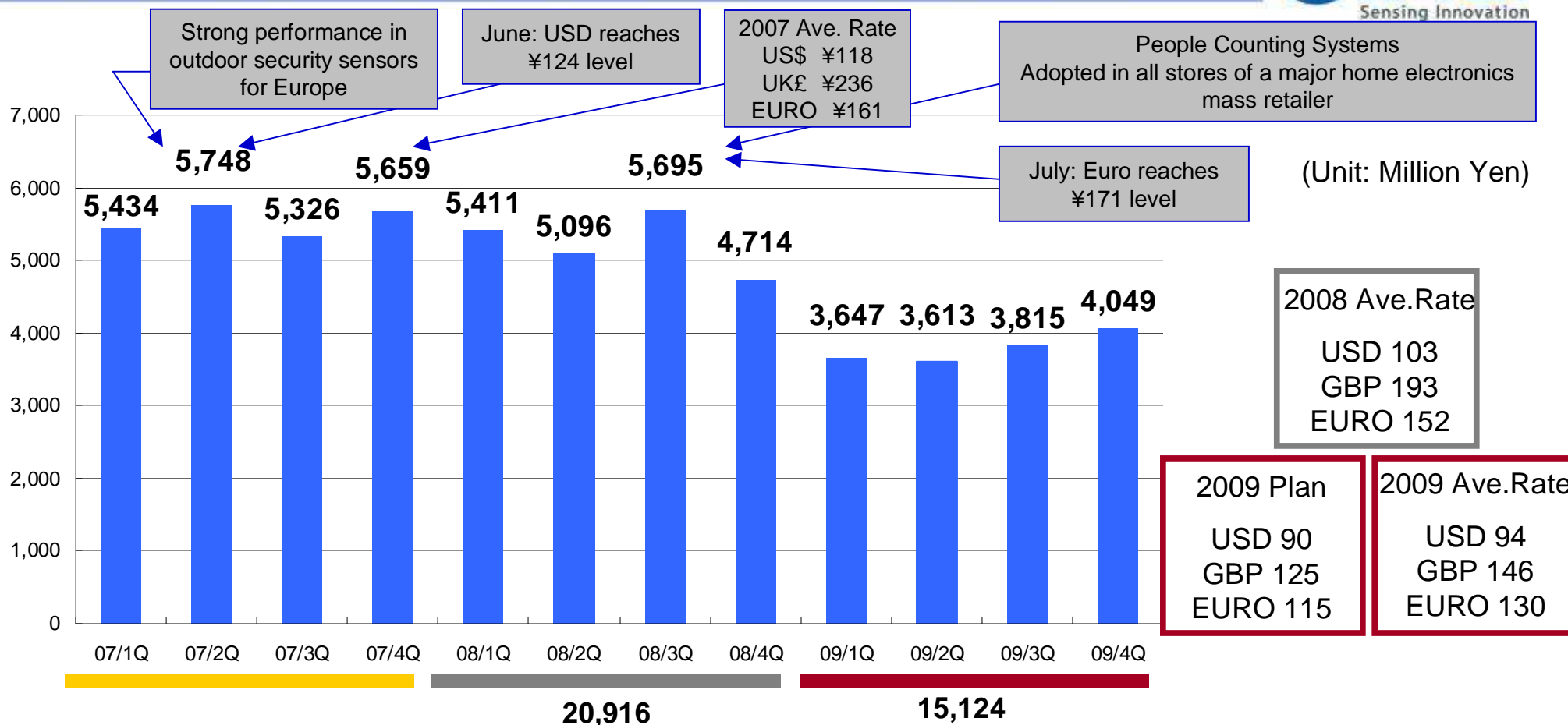


(Unit: Million Yen)

(Unit: Million Yen)



# Overview – Consolidated Sales (quarterly performance)



■ **Net Sales, Actual: 15,124 million yen (year-to-year comparison) 28% 5,792 million yen**

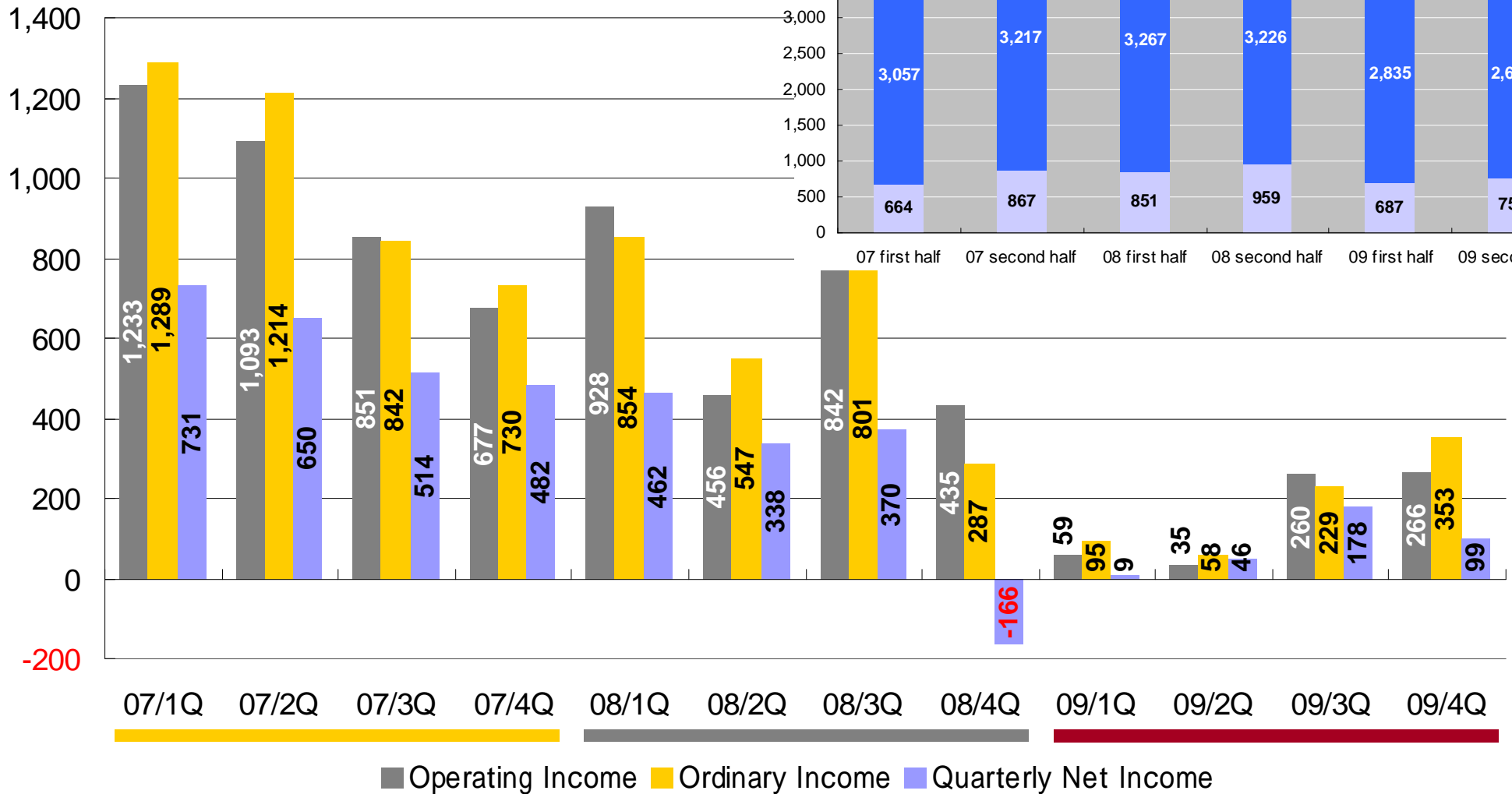
- Market appears to be recovering from a bottom during the first half of FY09

( Security 26%、 Automatic Door 32%、 Industrial 24%、 EMS 53% )

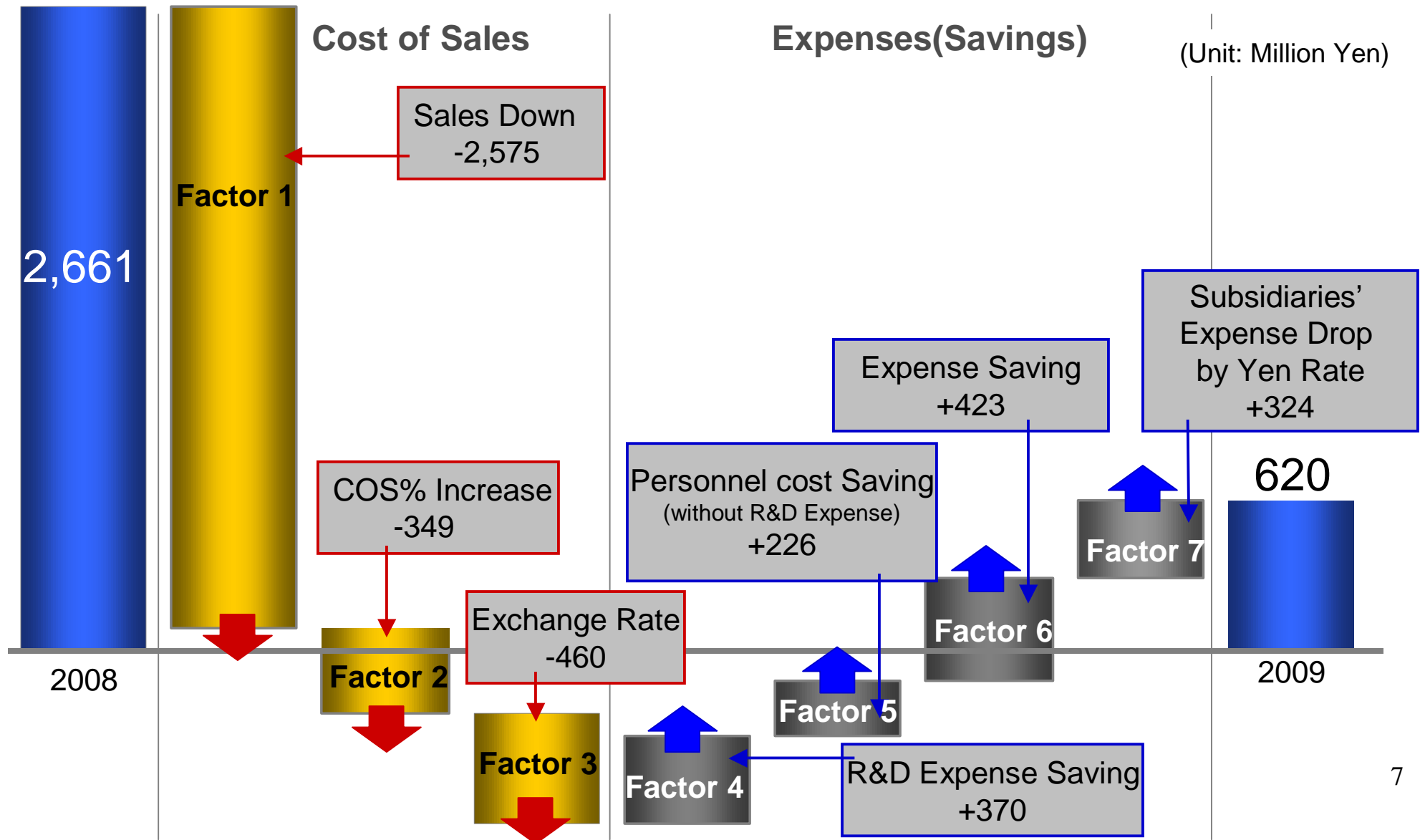
# Overview – Consolidated Profit (quarterly performance)



(Unit: Million Yen)



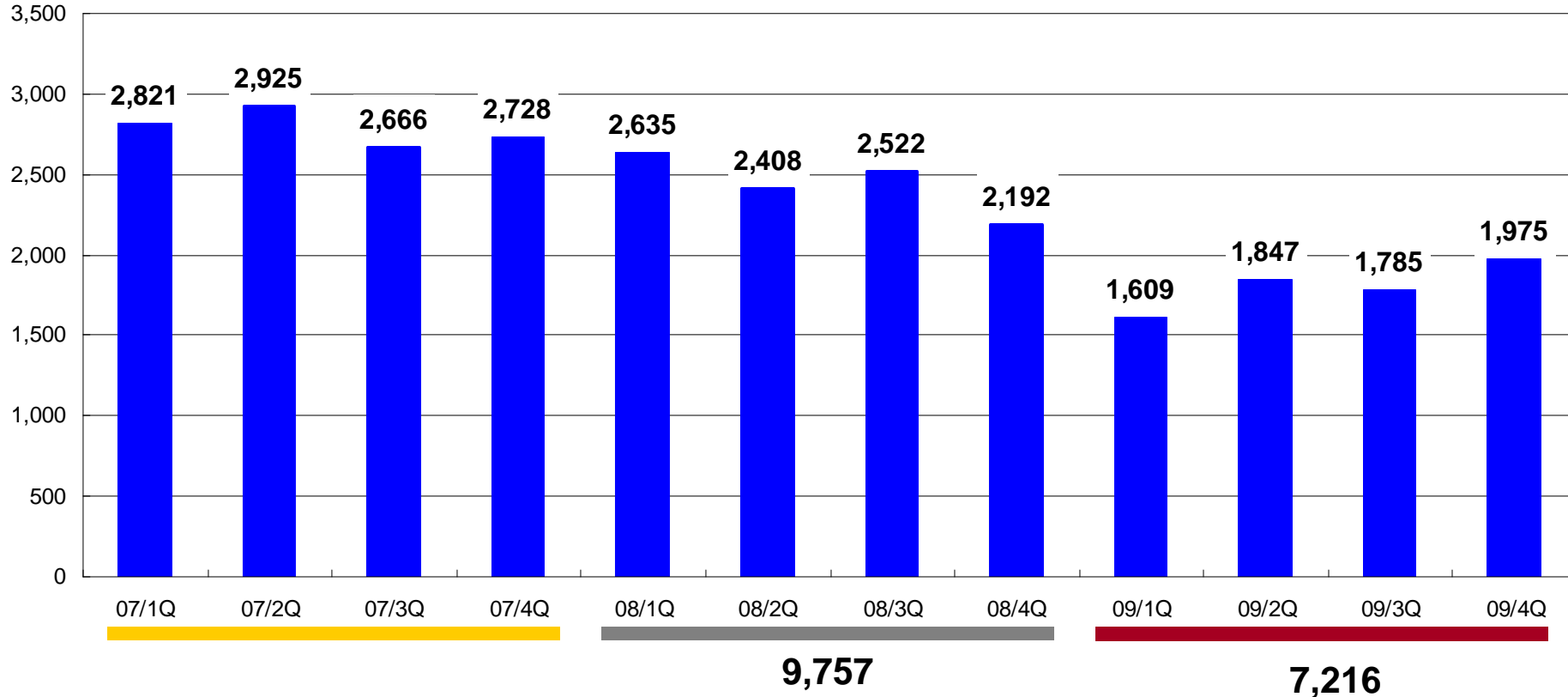
# Overview – Operating Profit Down Factors



# Business by Segment – Security Business



(Unit: Million Yen)



■ **Net Sales, Actual: 7,216 million yen (year-to-year comparison) 26% 2,541 million yen**

Japan: Decrease in orders from security company, electrical materials, home electronics customers

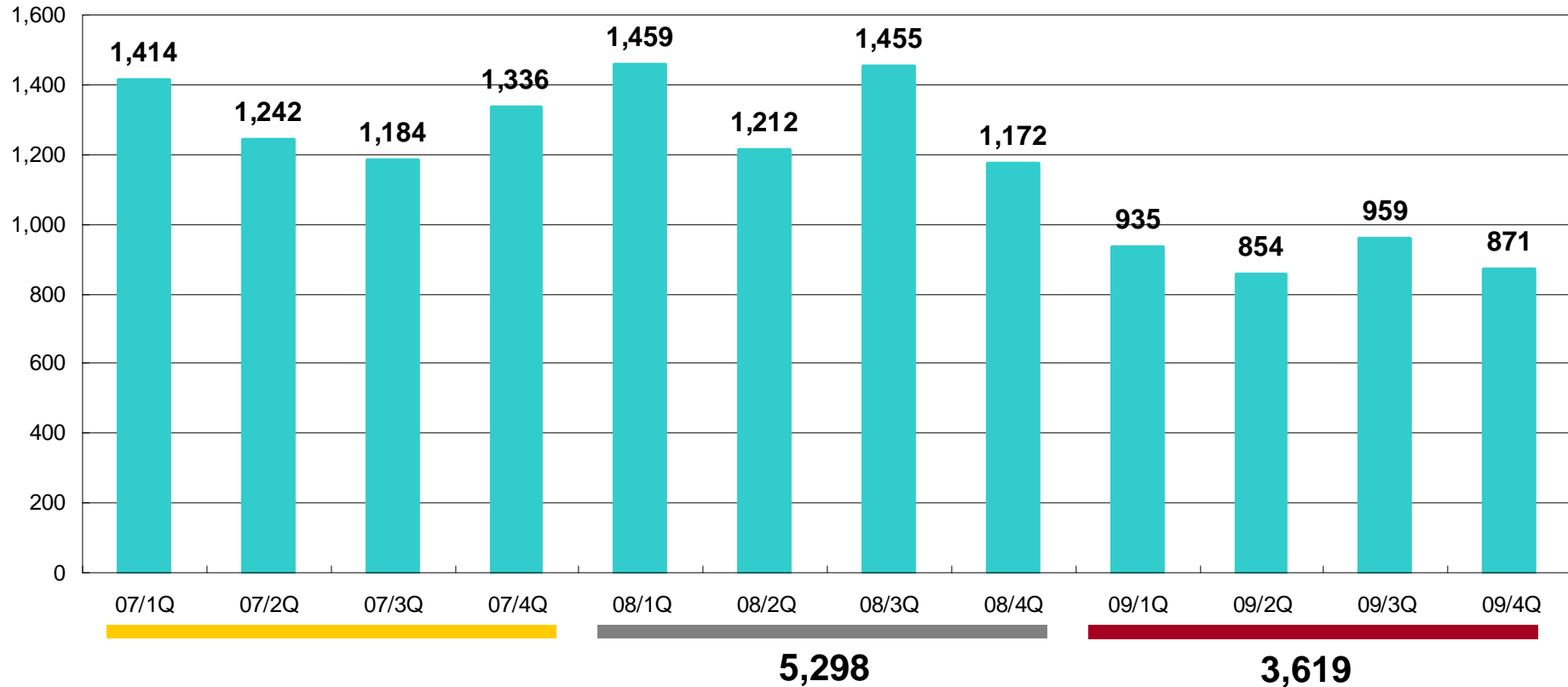
Overseas:> Inventory reduction cycle completed during Q1. Important European market showing signs of recovery.

> Introduced strong product lineup, mainly consisting of high-precision outdoor sensors and other outdoor sensors for camera activation.

# Business by Segment – Automatic Door Business



(Unit: Million Yen)



■ **Net Sales, Actual: 3,619 million yen (year-to-year comparison) 32% 1,679 million yen**

Japan: A strong sentiment toward conservative capital investment in the retail industry led to lower year-on-year sales of customer traffic counting systems.

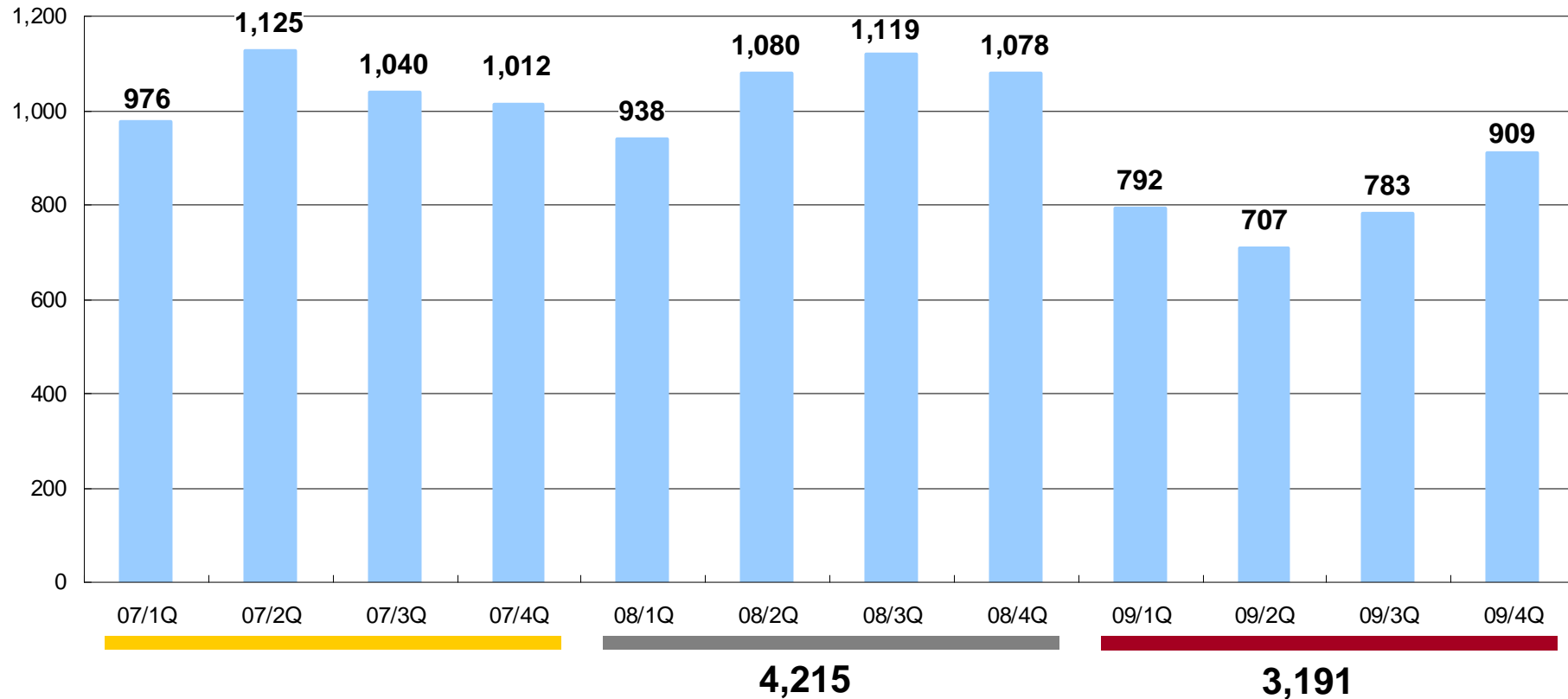
Excluding the preceding factor, decrease is 13%, on par with the decrease in domestic automatic door production.

Overseas: Sliding door sensors introduced in Europe during the prior period have been received well; regional market share has improved from 12% to 14%.

# Business by Segment – Industrial Business



(Unit: Million Yen)



■ **Net Sales, Actual: 3,191 million yen (year-to-year comparison) 24% 1,024 million yen**

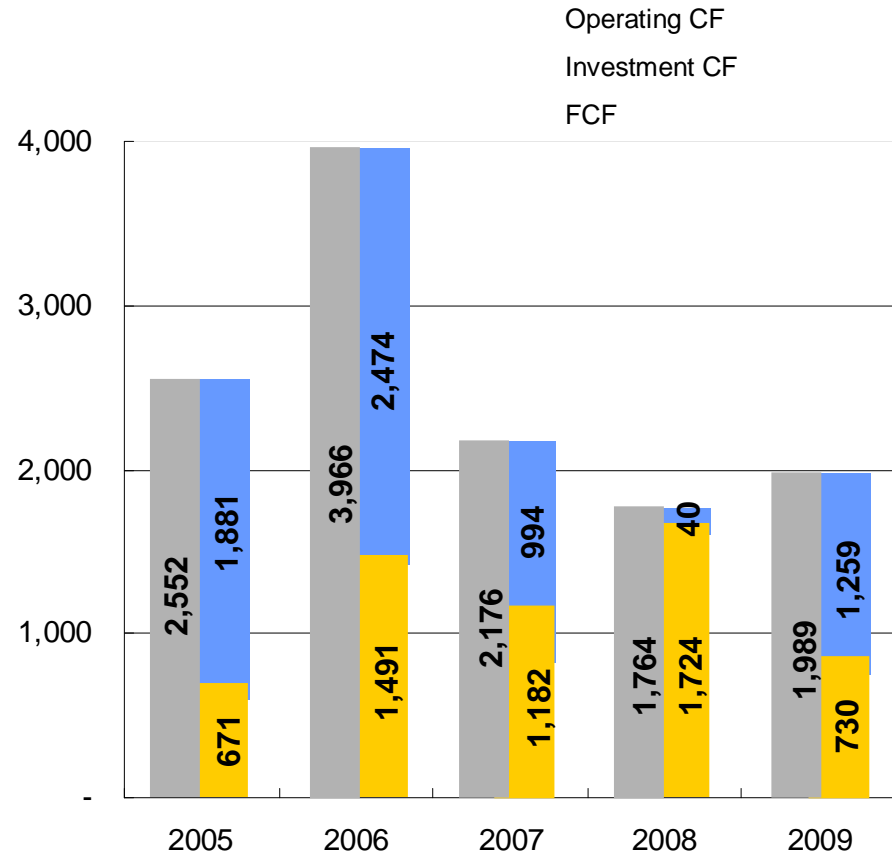
Japan: Sales remained strong to food, medical and cosmetics industries; however, sales to semiconductor and automobile manufacturers fell below prior-year figures, driven down by weak capital investment.

Overseas: The important European market showed signs of recovery, up from a low point in Q2. A strong sentiment for conservative capital investment due to the ongoing economic recession, however, pushed full-year sales lower compared to the prior fiscal year.

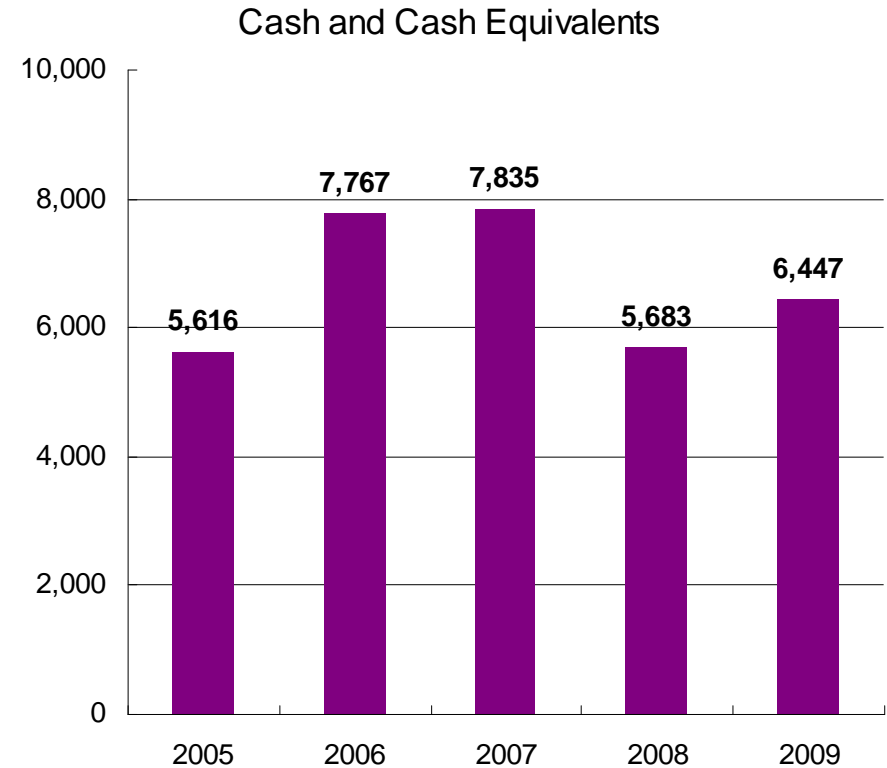
# Free Cash Flow Trends



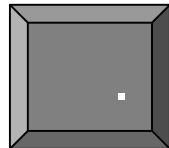
(Unit: Million Yen)



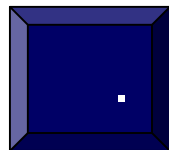
(Unit: Million Yen)



>Cash generated as a result of operating activities increase comparative figures in the prior year by trade receivables and inventories  
>exchange rate gain by a drop in the yen +155 million yen



Summary of Annual F.Y.2009 (Consolidated)



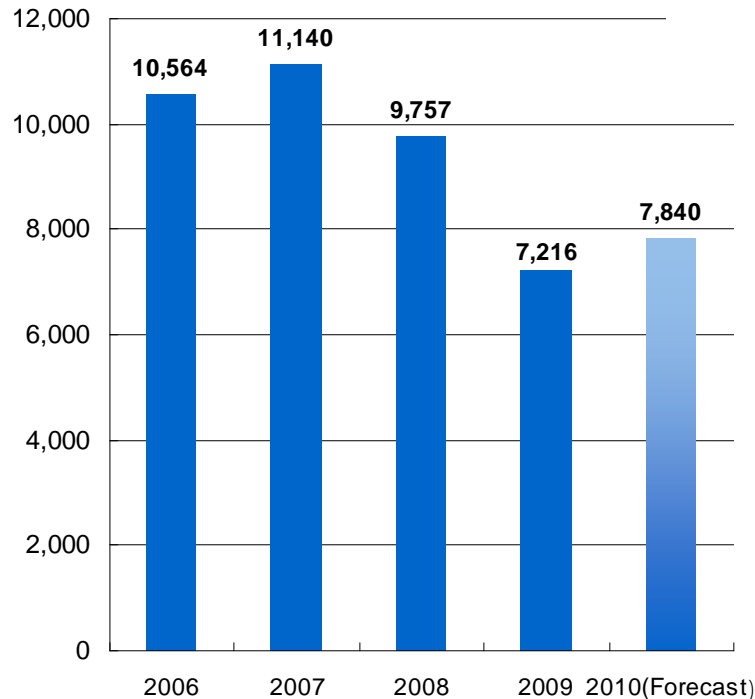
**2010 Prospects and Future Business Focus**

1. Segmental Earnings Forecast
2. Future Business Focus
3. Earnings Forecast

# Segmental Earnings Forecast - Security Business

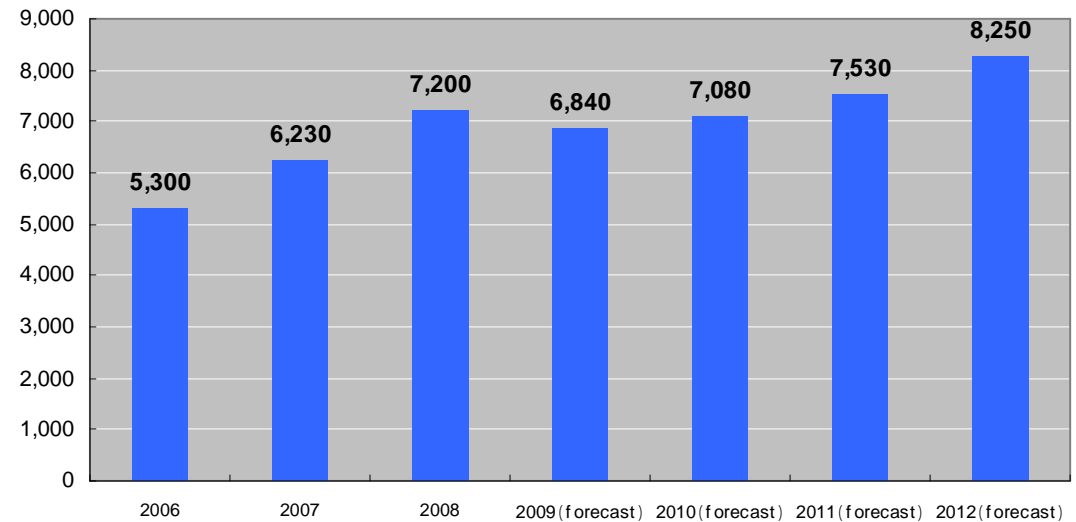


(Unit: Million Yen)



Surveillance camera's market size

(thousand unit )



Origin: Yano Research Institute 2009

## Market Environment

Delayed residential and other construction market recovery in advanced countries such as Japan, North America and Europe.

- The global CCTV market is expected to recover beginning in 2010.

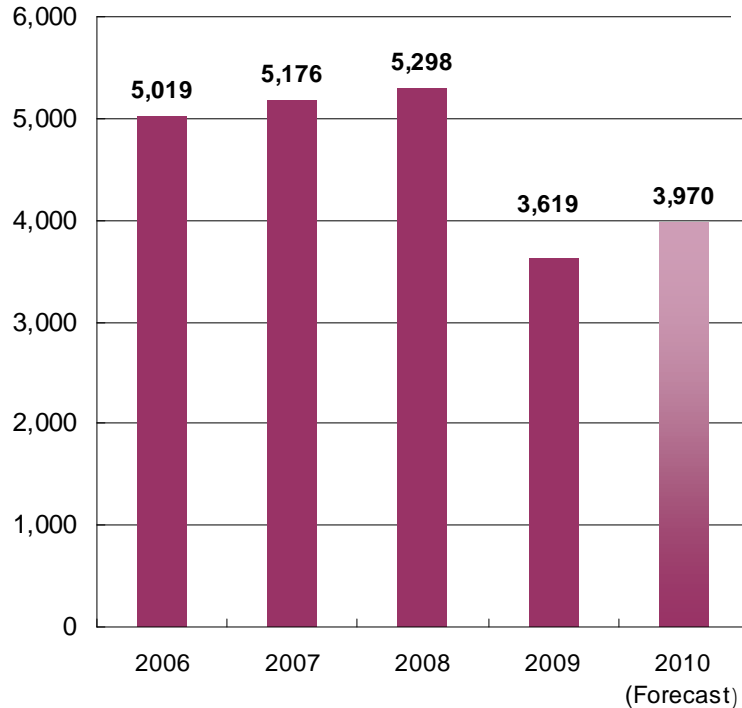
## 2010 Policies

- Expand sales channels in high security offer solutions using outdoor sensors, particularly in the RVR business.
- Plan restructuring of European business locations
- Establish sales channels in emerging markets Strengthen sales capacity in China

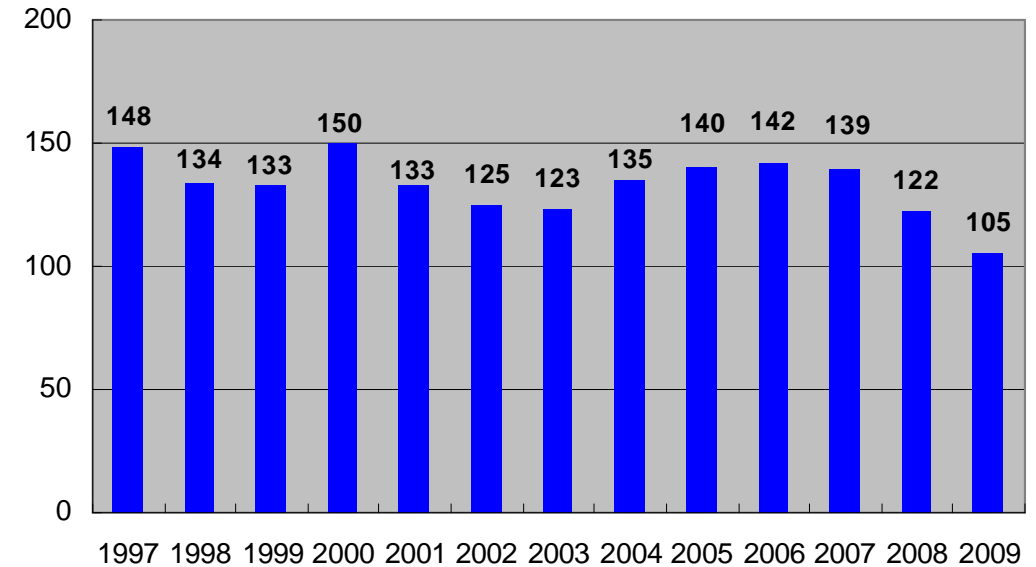
# Segmental Earnings Forecast - Automatic Door Business



(Unit: Million Yen)



Production of Automatic Door for Japan  
(thousand unit)



Origin: Japan Automatic Door Association

## Market Environment

Recovery in the domestic and overseas construction markets will take time; accordingly, the outlook for the automatic door sensor market is not optimistic.

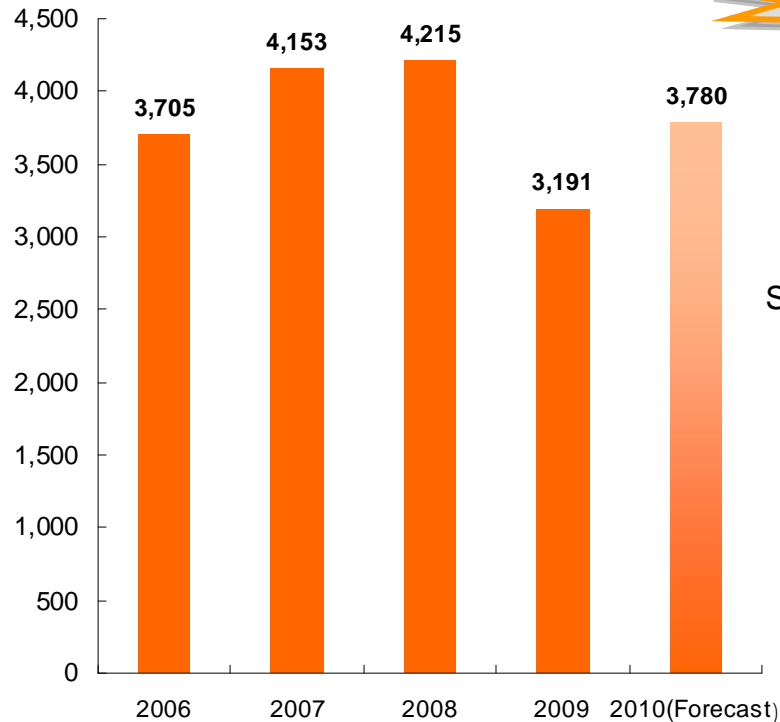
## 2010 Policies

- North America: Grow share of the sensor market for swinging doors
- Europe: Grow share of the sensor market for sliding doors

# Segmental Earnings Forecast - Industrial Business



(Unit: Million Yen)



## New Products



Ultra-High-Speed Digital Fiber Amplifier  
D3RF Series  
Stable detection of the presence of digital component leads  
**No. 1 widest display in the industry**  
**Fastest in the world, low cost**



C-MOS Laser Displacement Sensor  
CD33-250N  
Controls amount of light received from materials of object subject to measurement, making optimal sensitivity adjustments  
**Low cost**



Ultra-Compact LED Light Controller  
OPPD Series



Next-Generation LED Light Controller  
OPPF Series

### Market Environment

Signs of gradual recovery in capital investment in Asia and emerging markets à FA sensor demand expected to increase

### 2010 Policies

- Stronger sales planning capacity in Japan (stronger sales planning, product planning, sales promotion functions)
- Greater product visibility/recognition as high-quality/low cost

# New Business Progress and Outlook: Light Control Business



Sales Strategy/ Targets

Targeted applications  
Parks/Train Station Plazas/Parking Lots  
Coin-Operated Parking  
Car Washes  
Restaurant Chains, Convenience Store Chains  
etc.

Outdoor use

No Modulation

Modulation system

Example: 30% brightness on stand-by  
100% brightness when sensor is triggered

From Outdoor Mercury/Halogen Lamps to LED

Modulated system enables

- Improved security
- Improved energy savings
- The right amount of light at the right time

LED Lighting

Sensors

Strengths in outdoor sensing developed in the security field



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OPTEX Proposal  
Modulated LED Light System

# Earning Forecast

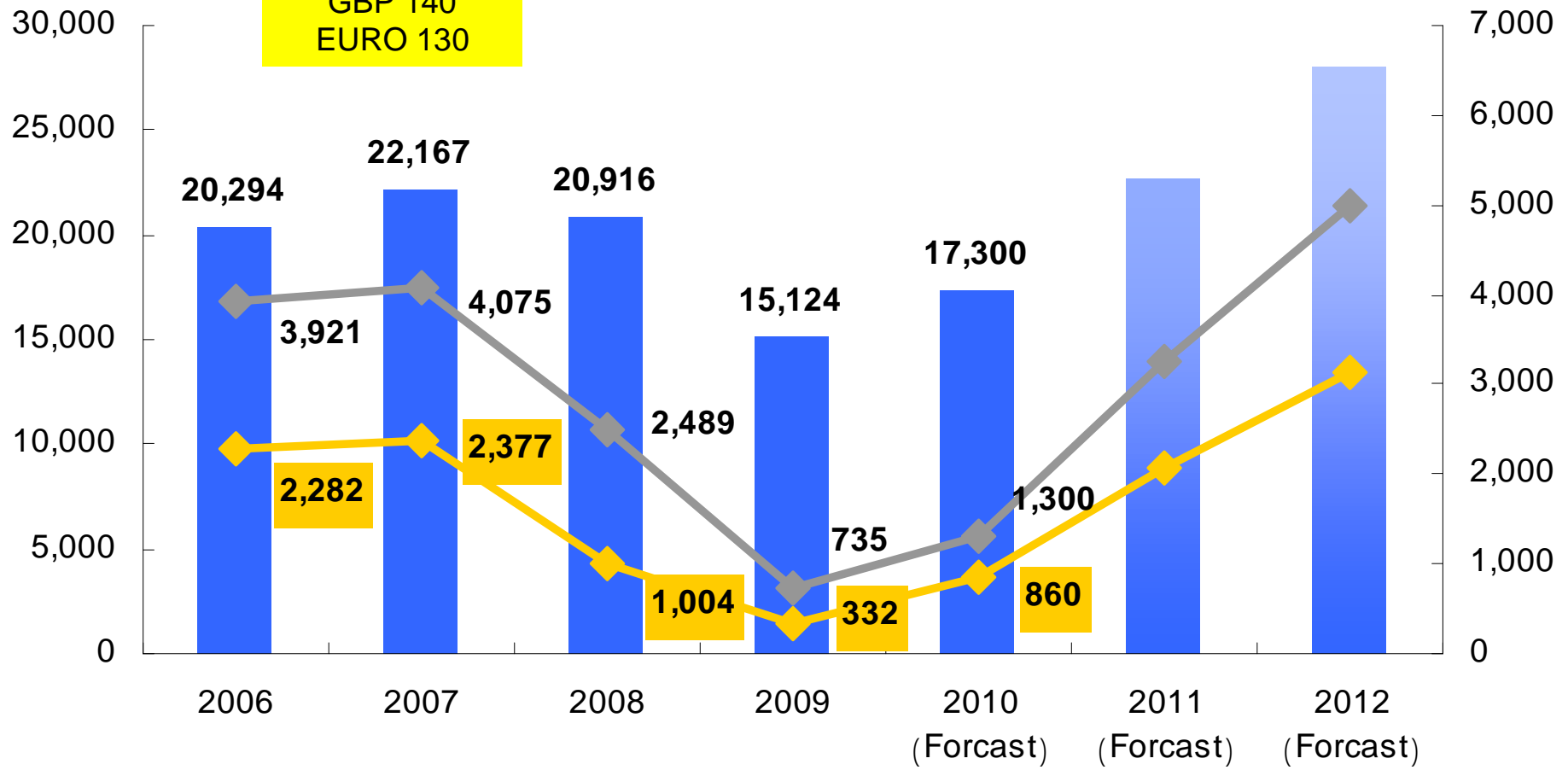


(Unit: Million Yen)

Sales

Profit

2010 plan  
USD 90  
GBP 140  
EURO 130



Net Sales Ordinary Income Interim Net Income



Sensing Innovation

# OPTEX CO., LTD.

\*The data utilized in this presentation was based upon our assumption and estimated information.

The actual business results might be different from the numbers we have shown you here because of various factors.