

Optorun Co., Ltd.

QA Summary (for institutional investors and analysts) for Q1 FY12/21

Q1: Please tell us your prospect of the 2Q order.

A1: We think that the 2Q market environment will continue to be favorable. However, we also see the current global shortage of semiconductor chips as a risk factor that could temporarily cause some of our customers to refrain from placing orders.

Q2: Are there any changes in the possibility of receiving orders from North American smartphone manufacturers compared to the situation three months ago?

A2: Situation around the possibilities of orders from North American smartphone manufacturer have remained unchanged from the previous briefing on the Year 2020 financial results. We are conducting various joint research with North American smartphone manufacturer and continue to have the potential to receive additional orders during 2021.

Q3: What kind of product is sputtering equipment used in what kind of applications?

A3: For example, it is used for smartphone decoration, camera modules, and coating automobile instrument panels.

Q4: What was the size of the 1Q order for North American smartphone manufacturers?

A4: It's about half of total smartphone orders.

Q5: In China, the supply chain seems to be somewhat changing as the market share of the end smartphone manufacturer changes. Is there any change in the customers at your company?

A5: We deal with electronic parts and camera module manufacturers in serving the smartphone sector in China. Our customer base basically remains unchanged.

Q6: To achieve the annual plan, how do you see the need to take orders in the second quarter?

A6: The 2nd quarter is certainly an important period in order to achieve the annual sales plan. No changes have been made to the annual plan at this point. We promote sales activities to achieve the annual plan.

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