



Optorun Co., Ltd
Financial Results(1Q 2021)



Summary of 1Q 2021

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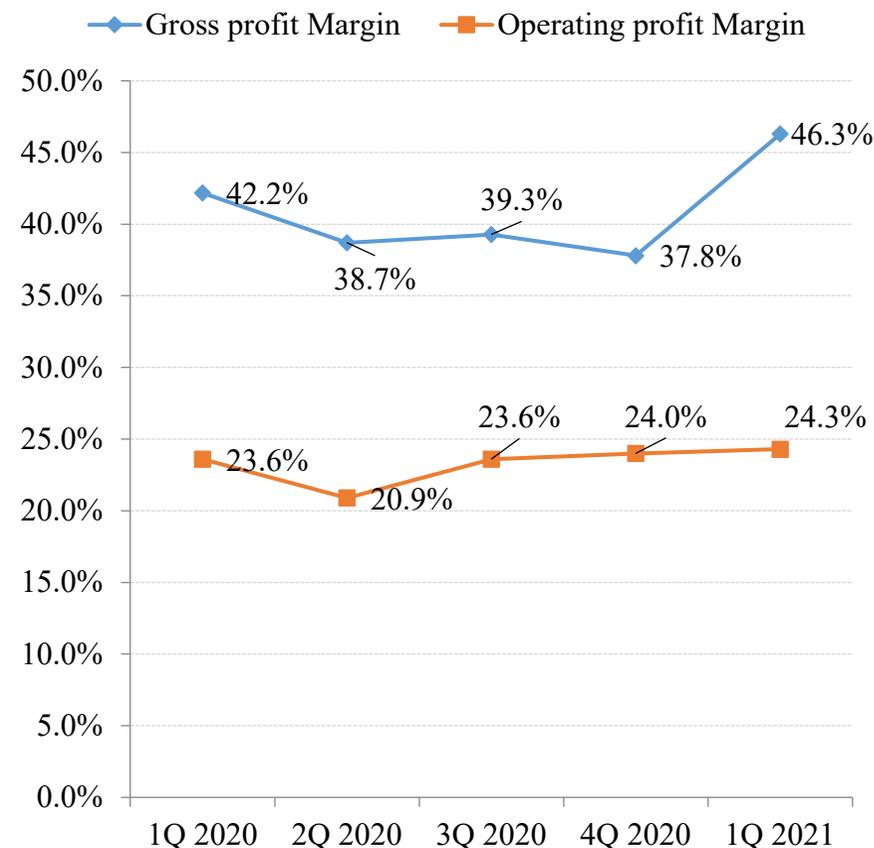
1 Financial Highlights (1Q 2021)

- Orders received saw a solid recovery from Year 2020 with a surge in volume in both North America and East Asia in the smartphone, IoT and LED-related areas.
- New model products, including new Sputters, ALD, LED coaters, drove overall performances.
- High-margin new model product sales and continuous cost reduction effort resulted in gross margin increase.
- The U.S. dollar appreciation also contributed to recurring profit and net profit.

[Performance Comparison]

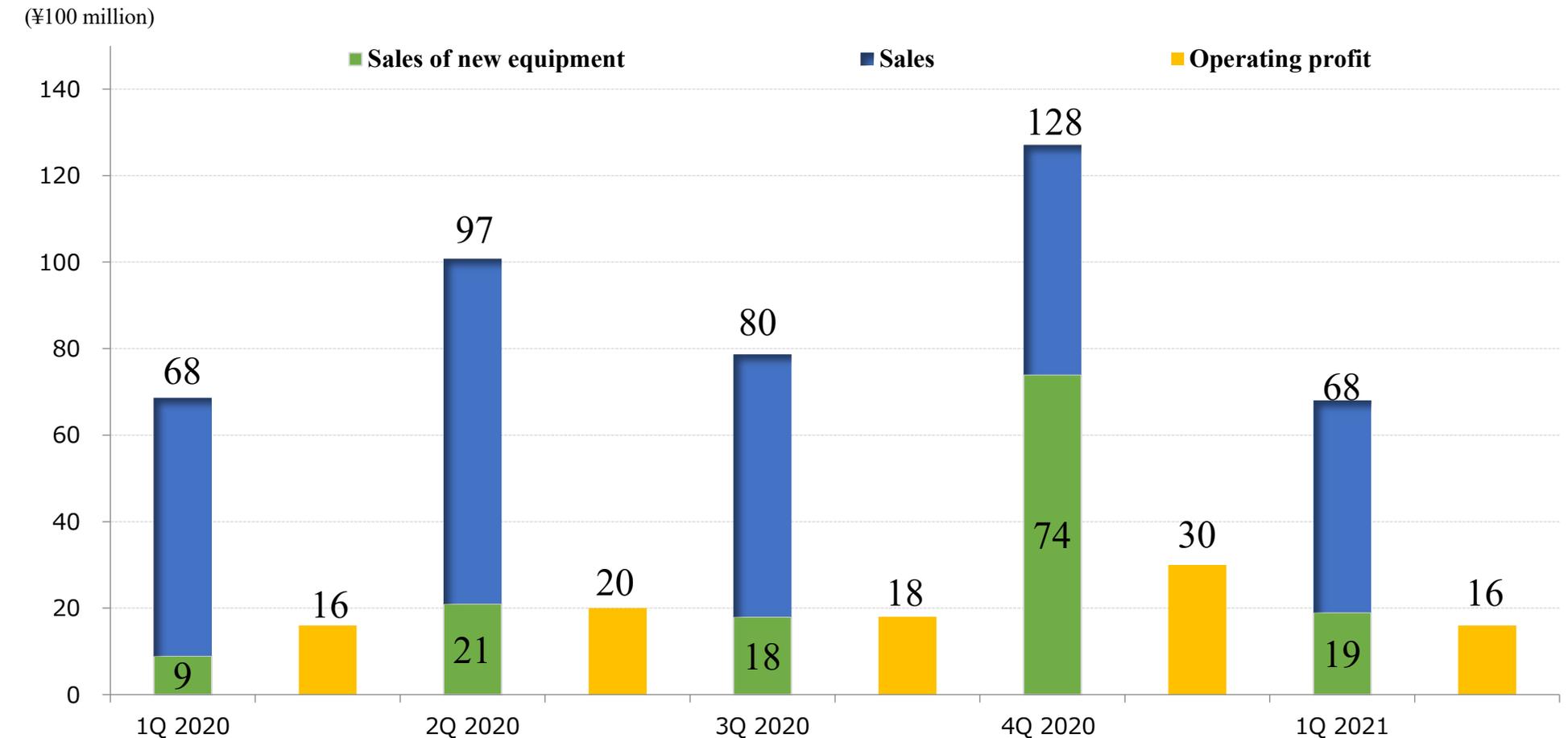
(¥100 million) [Gross Margin and Operating Margin]

	1Q 2020	1Q 2021	YoY change
Net sales	68.3	68.8	0.6%
Gross profit (Gross profit Margin)	28.8 (42.2%)	31.8 (46.3%)	10.5% —
SGA expenses (SGA expenses ratio)	12.6 (18.6%)	15.1 (22.0%)	19.3% —
Operating profit (Operating profit Margin)	16.1 (23.6%)	16.7 (24.3%)	3.5% —
Ordinary profit (Ordinary Profit Margin)	18.1 (26.6%)	21.7 (31.5%)	19.5% —
After Tax profit (After Tax profit Margin)	14.4 (21.1%)	14.5 (21.1%)	0.5% —
Research and development expenses (Ratio of R&D Expenses to Net Sales)	7.0 (10.3%)	7.2 (10.5%)	3.0% —
Capital expenditures	3.0	3.1	1.5%
Orders received	125.7	91.3	△27.4%
Order Backlog	382.0	258.3	△32.4%



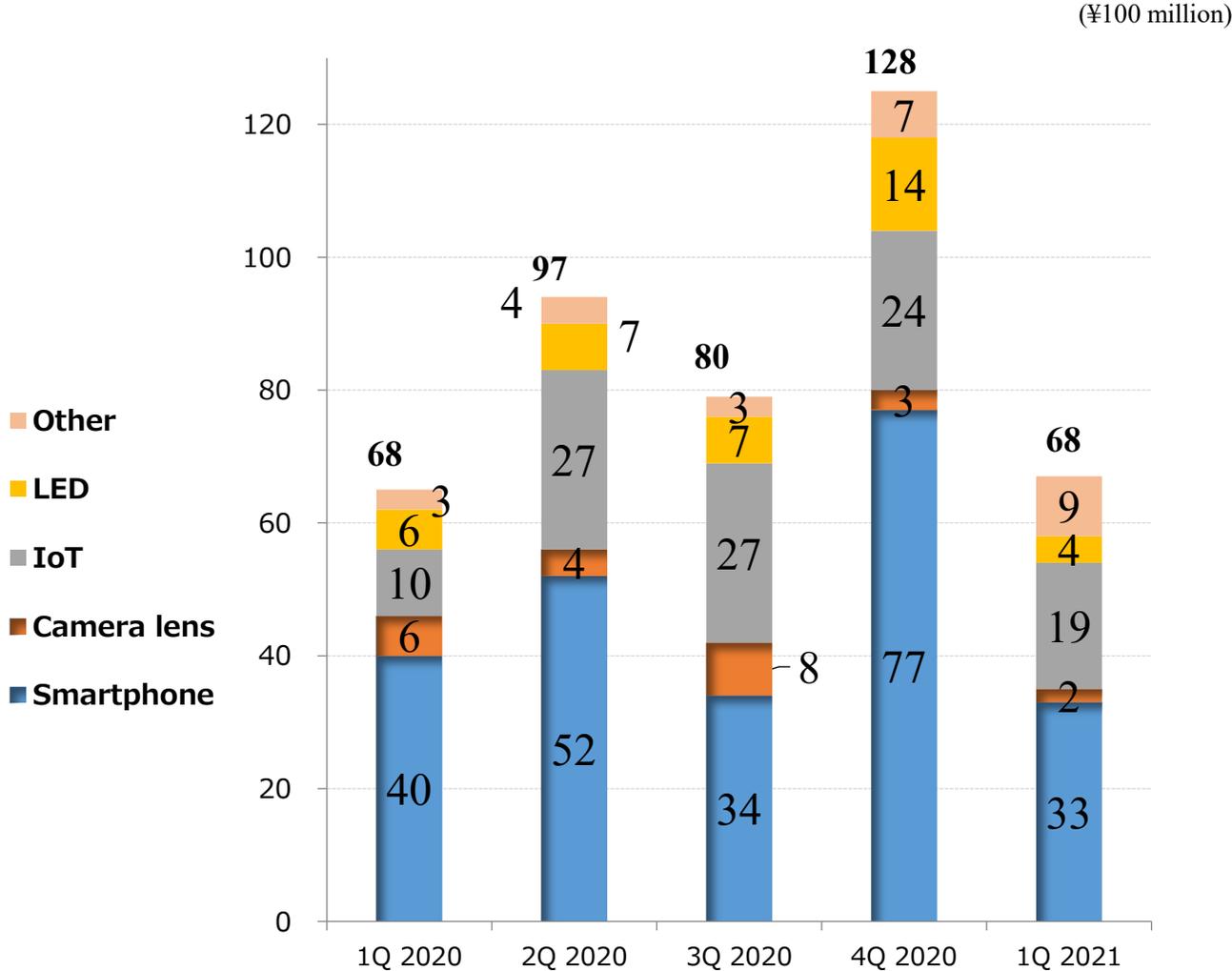
2 Sales and operating profit (Quarterly)

- Sales of new sputter coater accounted for 29% of net sales. The new model sputter coater sales to North American smartphone maker were recorded for the second consecutive quarter.
- Sputter coater : Evaporation coater = 40:50
- The overall 1Q sales were flat year-on-year. The decline from the 4Q was due to the sizable 4Q sputter sales in North America that pushed up the overall 4Q sales.



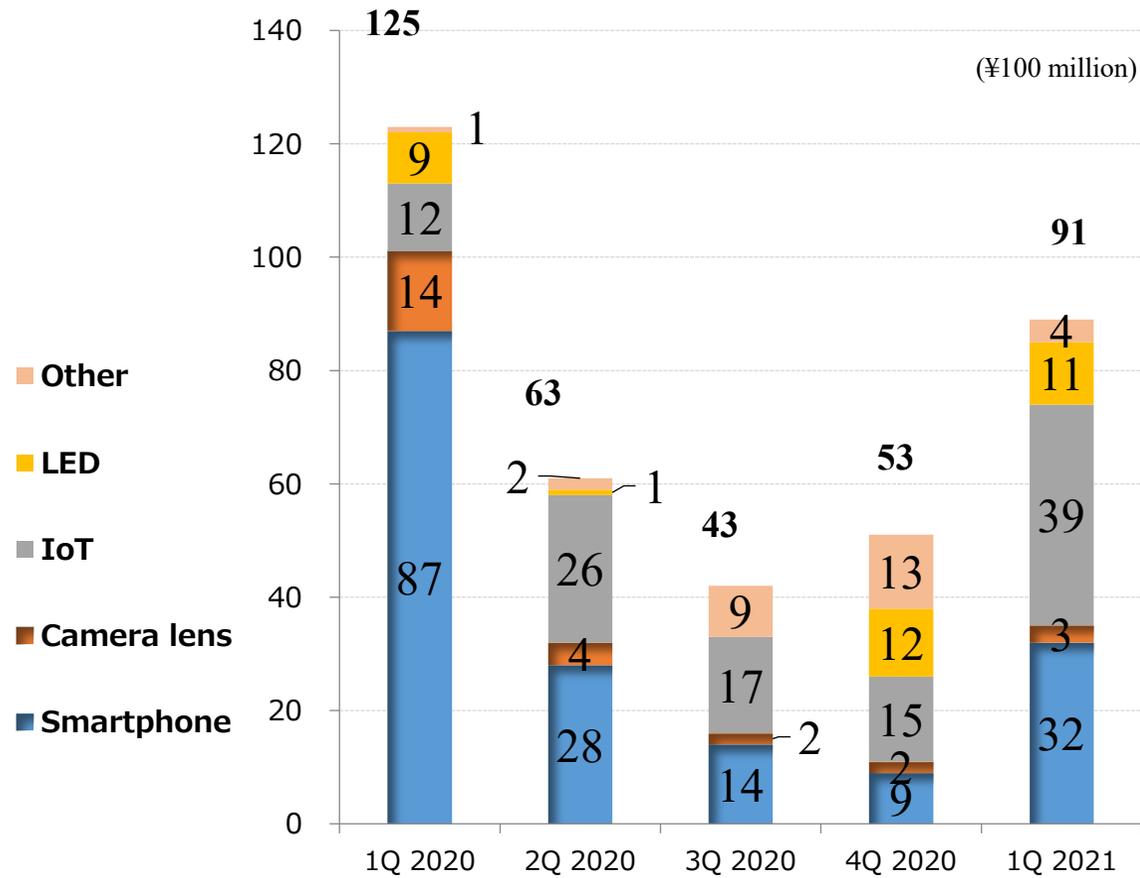
3 Sales by Business Segment (Quarterly)

- Sales for smartphone application were mainly for camera modules and 3D cameras.
- IoT sales were solid (28% of sales). In particular, optical communication network and biometric authentication applications contributed most significantly.



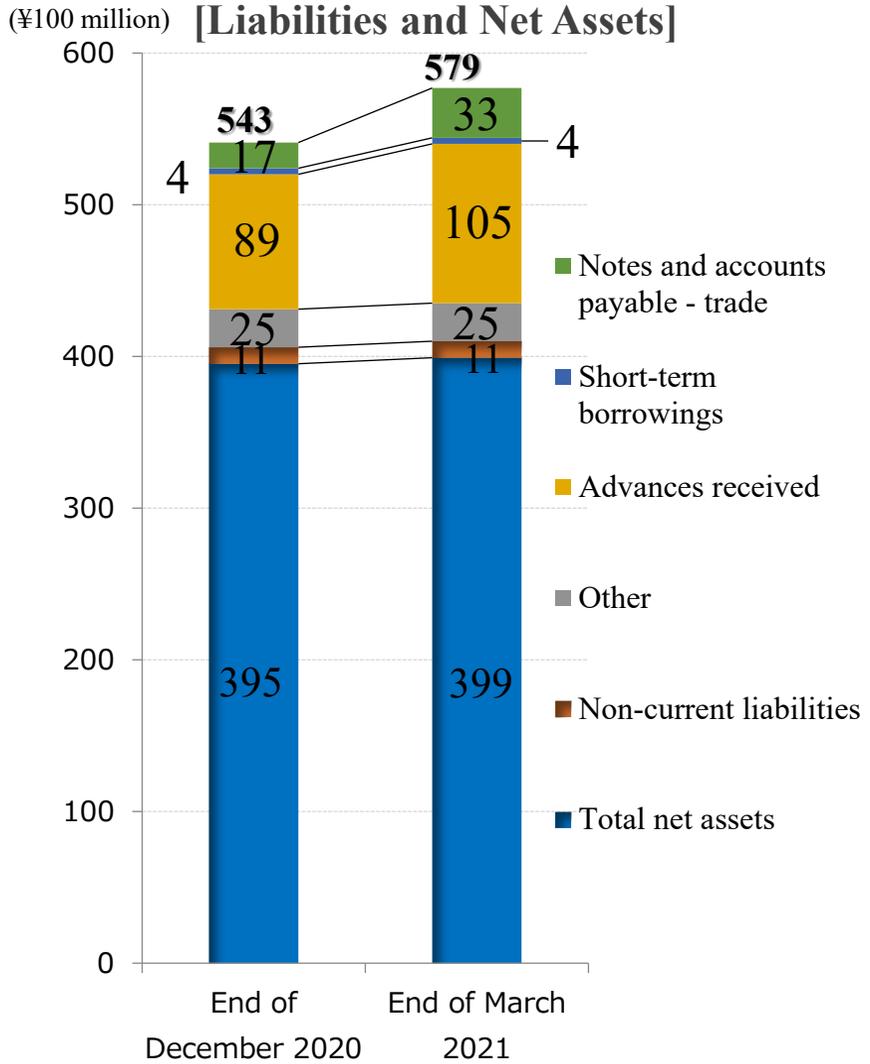
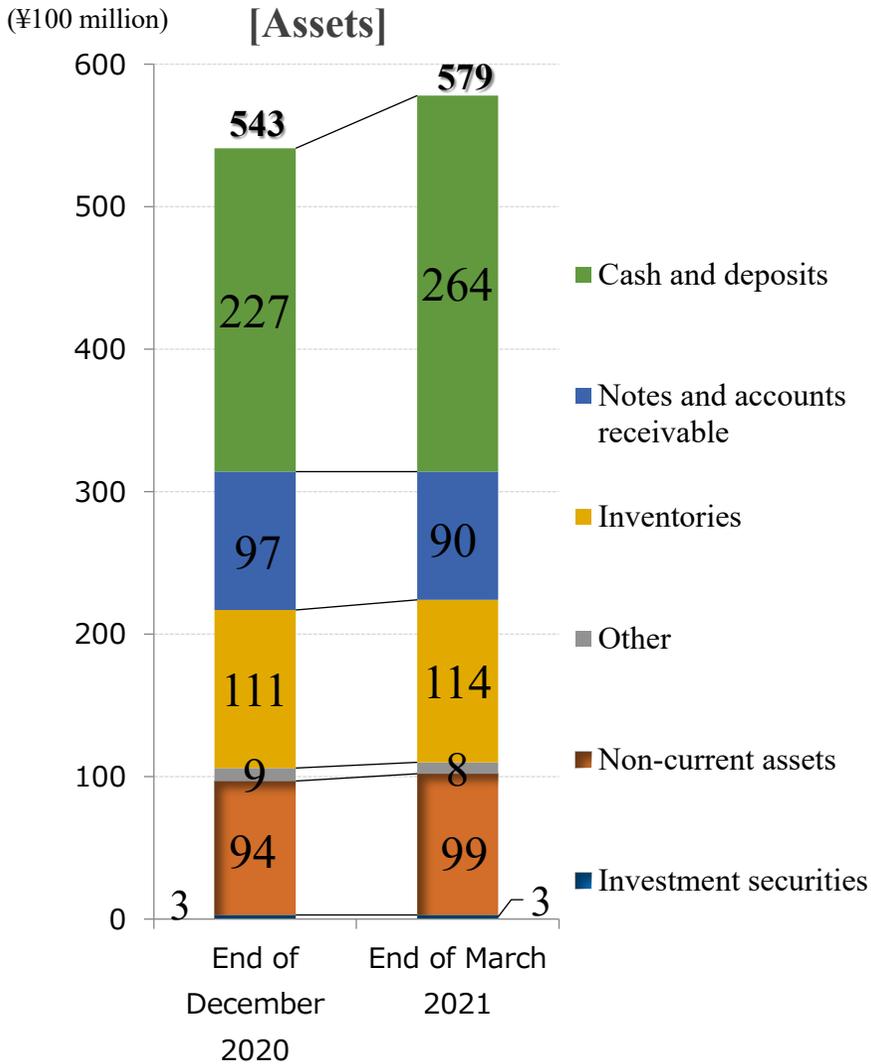
4 Orders received (Quarterly)

- Orders received in 1Q increased by 70% from the 4Q 2020.
- Received orders from North American smartphone maker for the new model sputter coater.
- The IoT sector, including automotive, biometric, optical communication network, and AR/VR, continued to lead the overall growth, turning itself into the largest product category.
- Orders for new model products accounted for more than 40% of the total. Orders for the new model sputter coater and ALD equipment were particularly strong.



5 Consolidated Balance Sheets (1Q 2021)

- Cash and deposits increased by 3.7 billion yen due to collection of trade receivables.
- Advances received increased by 1.5 billion yen due to increase in orders.



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The information contained in this document has been prepared on the basis of generally accepted economic and social conditions as of May 11, 2021, and certain assumptions that we judged reasonable. However, the information contained in this document may be changed without prior notice due to changes in the business environment or other reasons.

The materials and information provided in this publication include so-called forward-looking statements. These forward-looking statements are based on current expectations, projections and risky assumptions, and contain uncertainties that may cause results that differ materially from these statements.

These risks and uncertainties include general industry and market conditions, general domestic and international economic conditions such as interest rates and currency fluctuations.

We are not obligated to update or revise the forward-looking information contained in this report even if new information or future events occur.

Contact Information

E-mail: ir-info@optorun.co.jp TEL: 03-6635-9487