### Orbray

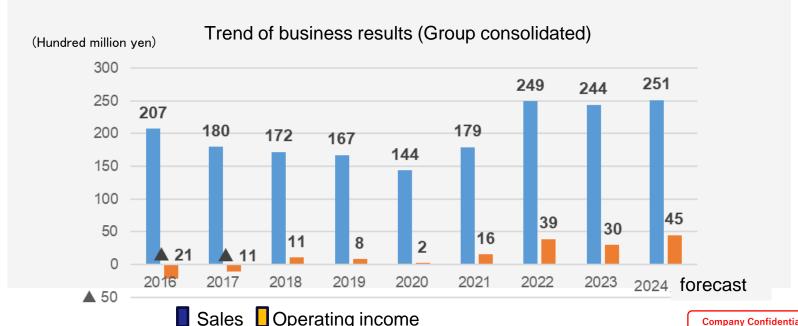
Medium-term Management Plan: Review of IPO, New Headquarters, and New Factory Construction Plan ~For Orbray's Further Development

July 2024

### Our performance trends (Group consolidated, since 2016)



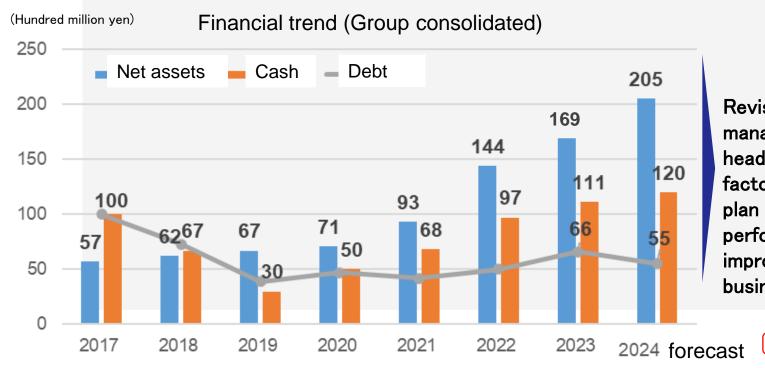
- Although sales and profits declined in 2020 due to the impact of Corona, sales expanded mainly in major businesses, and sales and operating income improved significantly to 24.9 billion yen and 3.9 billion yen, respectively, in 2022
- In 2024, we expect further improvement in business performance, with sales in excess of 25.1 billion yen and operating income of more than 4.5 billion yen.



### Our financial transition (Group consolidated, since 2017)



- Net assets (representing financial soundness) will improve significantly from 5.7 billion yen in 2017 to an estimated 20.5 billion yen in 2024.
- Borrowings have significantly reduced from 10 billion yen in 2017 to 5.5 billion yen in 2024.
- Cash and deposits total an estimated 12.0 billion yen in 2024.



Revised medium-term management plan, new headquarters, and new factory construction plan due to improved performance, financial improvement, and business growth.

### Medium-term Management Plan (2025~2029)

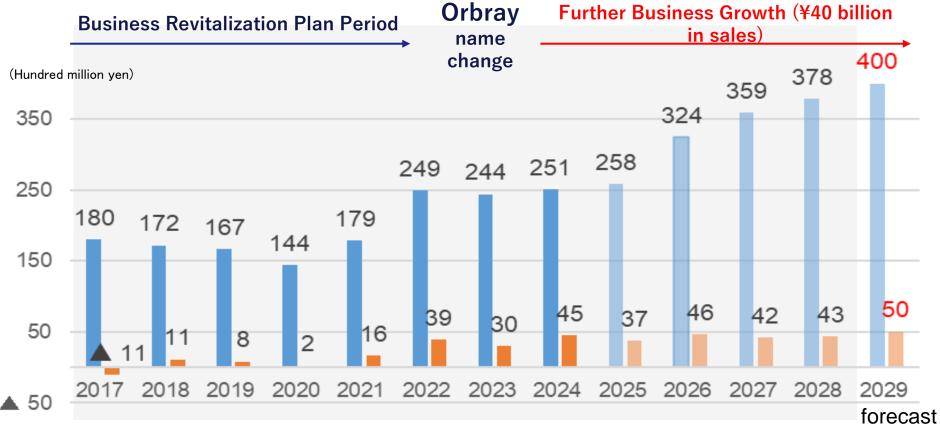


- 1. <u>Business growth to 40 billion yen in sales and 5 billion yen in operating income.</u>
- New large-scale projects worth over 15 billion yen and sales of 40 billion yen in 2029 are projected.
- 2. <u>Challenges in achieving growth: globalization, becoming a larger company, further financial improvement, developing next-generation technologies, and strengthening headquarters functions.</u>
- ✓ Strengthening the structure of overseas operations, planning, CSR/ESG, IPO, IT, DX, technology, etc.
- 3. <u>IPO and potential Prime Market listing (2029)</u>
- ✓ Raise up to 10 billion yen and further improve financial strength.
- ✓ Owner management to continue (majority shareholding by owners).
- 4. Review of new headquarters and new factory construction plans
- Continuation of Yuzawa No. 2 and Yokote factories. Construction work partially brought forward.
- 5. <u>Improvement of employee conditions</u>
- ✓ Annual wage increase of at least 3.3%, improvement in benefits, etc.

Achieve business growth, globalization, IPO, construction of new headquarters and new factory, improve compensation, and create a foundation for further growth after 2030, when the company will be fully established as a global manufacturer.







Operating Income

Sales

### **Medium-term Management Plan Overview**



Unit: Hundred million yen	2024 estimate		2029 plan	Major Measures
Fiber Optic Components (Yokote factory)	75		95	<ul> <li>✓ Growth through large new projects, with sales exceeding 15 billion yen</li> <li>Sapphire substrate processing (sales: 5 billion yen)</li> <li>Processing of new materials for power semiconductors (sales: 3 billion yen)</li> <li>Fiber arrays for data centers (sales: 2 billion yen)</li> <li>Synthetic diamond (sales: 2 billion yen)</li> <li>DC motors for medical applications (sales: 2 billion yen)</li> </ul>
Precision Jewel Parts (Yuzawa factory)	50		100	
Diamond (Yuzawa factory)	1		20	
Others (Kuroishi & Thailand factory)	126		185	
Total Sales	251		400	<ul> <li>✓ Continue to make aggressive investments and increase personnel with a focus on further sales growth</li> <li>✓ With sales at the Yuzawa and Yokote factories expected to increase significantly in the future, the plan to consolidate factories into a new factory was reconsidered (Yuzawa No. 2 factory and Yokote factory to remain in operation).</li> </ul>
Operating income	45		50	
Number of employees (persons)	2,000		2,400	

### **Challenges in Achieving Growth**



# Respond to globalization and the transformation into a larger company

- ① Respond to globalization (overseas sales: 6 billion yen in 2018 ⇒ 25 billion yen in 2029)
- ✓ Reinforcement of overseas operations, strengthening of CSR/ESG, and implementation of other global standards
- 2 Adaptation to becoming a larger company (e.g., accounting audits, strengthened internal controls)

### Further financial improvement

- ① Diversify funding sources (strengthen procurement other than bank loans)
- 2 Strengthen risk management
- ✓ Strengthen financial position to withstand external challenges such as the silicon cycle and regulatory changes

### Support for nextgeneration technology development

- Strengthen competitiveness in substrate growth/processing and optical communications components, etc. (new headquarters)
- 2 Strengthen next-generation technology development for growth beyond 2030 (Tokyo)
- ③ Strengthen technology development for medical applications (Kuroishi, Thailand)

# Reinforcement of headquarters functions

- ① Reinforce various functions:
- ✓ Planning, overseas operations, CSR/ESG, IPO preparation, IT/DX, local support, etc.
- 2 Two headquarters structure, with new headquarters in Tokyo

### IPO and Potential Prime Market Listing (2029) (1/2): Purpose of IPO



#### 1. Further Business Growth

- Fundraising (up to 10 billion yen) => Supporting business growth in 2030 and beyond
- ✓ Further strengthen financial position (net assets in 2029: over 45 billion yen)
- ✓ Execute M&A and alliances using company stock (no financial burden)
- 2. Improve creditworthiness, strengthen PR and recruitment
- ✓ Improve credibility among business partners and other stakeholders, strengthen PR and recruitment
- 3. Respond to globalization and transformation into a larger company
- ✓ Respond to globalization and the transformation into a larger company (CSR/ESG, other global standards, accounting audits, strengthening of internal controls, financial statement disclosure, etc.)
- 4. <u>Improve management transparency, enhance employee benefits</u>
- ✓ Increase management transparency; owner management to continue (majority shareholding)
- ✓ Strengthen returns to employees (e.g., improve benefits and shareholding programs)

**Achieve business** growth, globalization, IPO, construction of new headquarters and new factory, improve compensation, and create a foundation for further growth after 2030, when the company will be fully established as a global manufacturer.

### IPO and Potential Prime Market Listing (2029) (2/2): IPO Preparation Schedule



### 2025

### 2026

### 2027 and 2028

### 2029

### Establishment of IPO preparation system and business plan

- ✓ Launch of IPO preparation team (establishment of IPO Preparation Office and Corporate Planning Department at new headquarters)
- ✓ Business plan development
- ✓ Capital policy formulation
- ✓ Selection of audit firm

#### **Initial IPO Preparation**

- ✓ Short review by the audit firm (organize issues and measures to be taken at the time of the IPO)
- Development of internal control system, selection of lead underwriter
- Development of employee return mechanism

### IPO Preparation

- Auditing of financial statements by an outside auditing firm, etc.
- ✓ Commencement of internal control system
- ✓ Preparation of IPO application documents, selection of securities printing company
- ✓ Finalization of employee return mechanism

### IPO Screening, Fundraising

- IPO examination (securities company examination, securities exchange examination)
- (Funding through public offering: up to 10 billion yen)
- Execution of employee return mechanism

In the above IPO preparation steps, top management will lead the establishment of and recruitment for the IPO Preparation Office, as well as the Planning, Overseas, CSR/ESG, IT, and DX departments at the new headquarters.

Review of New Headquarters and New Factory Construction Plan (1/2) (Continuation of Yuzawa No. 2 and Yokote factories; construction of new headquarters and new factory partially brought forward)



#### [As of July 2024] [2026~2027] [New headquarters and new factory [Yuzawa factory (190 employees)] (280-300 employees)] ✓ Diamond Diamond ✓ Capillaries, nozzles, precision, Capillaries, nozzles, precision, etc. etc. Processing of of new materials ✓ Sapphire substrate processing. New headquarters (headquarters site, final process technology development site) Shared-use building (product certification, purchasing, logistics, meeting rooms, cafeteria, etc.) [Yokote factory (345 employees)] Optical components (ferrules, [Yokote factory (300~320 employees)] etc.) Optical components (ferrules, etc.) ✓ Optical communications (e.g., ✓ Optical communications (e.g., fiber fiber arrays) arravs) Dental blocks, etc. Dental blocks ✓ Medical BCP, etc. [Yuzawa No. 2 factory (57 [Yuzawa No. 2 factory (94 employees)] employees)1 Sapphire substrate processing (final ✓ Sapphire substrate processing process transfer) ⇒ Integrated ✓ Processing of of new materials processing line [TRAD (70 employees)] [TRAD (70 employees)] Styli ✓ Styli ✓ Watch parts ✓ Watch parts

- I. Continuation of Yuzawa No. 2 factory (augmentation)
- ✓ Yuzawa No.2 factory will be reinforced without consolidation. In addition, some processes (completion processes) will be transferred from the Yuzawa factory to the second factory to establish an integrated sapphire substrate processing line.
- 2. <u>Continuation of Yokote factory</u>
  - Yokote factory will be maintained. Reinforcement of Optical, Dental, etc. Some departments (R&D, admin) will be transferred, and BCP for Medical will be discussed in the future.
- 3. Construction of new headquarters and new factory partially brought forward

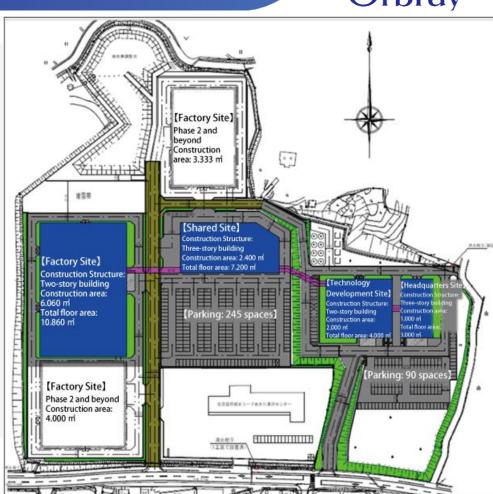
Completion of new headquarters around the end of 2026 (new factory and shared building: around the end of 2027).

Parking is planned to be flat.

Review of New Headquarters and New Factory Construction Plan (2/2) (Continuation of Yuzawa No. 2 and Yokote factories, and construction of new headquarters and new factory partially brought forward)



- ✓ New headquarters to be completed around the end of 2026 (a new factory and new headquarters building to be completed around the end of 2027)
- No change in the new headquarters building (a three-story building and a two-story technology development building; total of 7,000 m2 of floor area)
- Construction of new factory building partially brought forward: transferring some operations from Yuzawa factory and Yuzawa No. 2 factory (two stories, 10,860 m2 of floor area)
- Construction of a shared building brought forward (threestory building, 7,200 m2 of floor space), and an adjacent 240m2 building
- Flat parking (245 + 96 = 341 spaces)
- Assumes a maximum of approximately 300 employees upon completion.
- X Total investment is around 10 billion yen.
- X Large-scale growth investment subsidies are supporting the second round of applications (subsidy requirement: completion and acceptance by 2026).



### Estimated total floor area of new headquarters and factory



<New Headquarters Building>

Headquarters building : 3,000m2

Technology Development building : 4,000m2

<New factory building>

Factory building (some operations of Yuzawa factory and Yuzawa 2nd factory

to be transferred)

High-ceiling building : 750m2

Two-story building : 9,600m2

(Adjacent simple building : 510m2)

Shared building : 7,200m2

(Adjacent simple building : 240m2)

Total : 24,550m2

(including adjacent simple building : 25,300m2)

Other: Flat parking (341 spaces)

### Future Headquarters Structure: New Headquarters and Tokyo Structure



✓ Two headquarters structure, with Tokyo playing the same role as before, and the new headquarters to handle growth in planning, overseas operations, CSR/ESG, IPO, IT, DX, etc., in addition to the technical and administrative headquarters for both factories.

### Tokyo (excluding BIZ) 130 employeess

- √ Same role as before
- ✓ Human Resources &
   General Affairs, Legal &
   Compliance, Education &
   Training, Finance, Systems,
   Public Relations, Business
   Administration
- ✓ Photonics Technology
- Research and Development Division
- ✓ Medical Devices, Diamond

New headquarters 130~150 employees

✓ In addition to technical and administrative headquarters for both factories, support for planning, overseas

operations, CSR/ESG, IPO, IT, DX, etc.

### Headquarters site 50~60 employees

- Both factories'
   administrative
   headquarters (excluding general affairs and logistics): approx. 25
- 2 New hires (planning, overseas, CSR/ESG, IPO, IT, DX, etc.) 20~30

## Technology development Site 80~90 employees

- 1 80~90 people in technology development and production engineering, and diamond laboratory at both factories
- ② Reinforcement of operations for diamond, new materials, etc.

### Further Growth after 2030



Sales 80 billion yen. **Operating income** 10 billion yen. **Emerging as one of** Japan's leading global companies.

Sales 40 billion yen. **Potential Prime** Market listing. Global growth.

Sales 25 billion yen. **Business restructuring** planning period.

#### 2040: 80 billion yen in sales, 10 billion yen in operating income

- Growth of diamond (strengthened global expansion, including Element Six alliance)
- Growth in healthcare (outside of North American healthcare giants, expansion beyond North America)
- Growth of optical communications (strengthening data centers, medical, semiconductors, etc.)
- Growth of new materials (new sales partners and materials initiatives)
- R&D (motors, porous ceramics, gallium oxide, multi-channel high-precision ferrules, automotive optical connectivity, light-induced self-written optical wavequide, etc.)
- Strengthen domestic and, and overseas operations, strengthen M&A and alliances

#### 2029: 40 billion yen in sales, 5 billion yen in operating income

- New large projects over 15 billion yen, strengthened management structure
- IPO and potential Prime Market listing, construction of new headquarters and new factory
- Further business growth, financial improvement, and improvement of employee compensation and benefits

#### 2023 Sales: 24.4 billion yen, Operating income: 3 billion yen

- Merger of two companies in 2018, radical structural reform
- Improved performance, incl. medical and motors, and employee benefits
- Business succession to the 3rd generation (Riyako Namiki), company name change

End of July: Interviews with design and construction companies

**Early August: Design work starts** 

Spring 2025: Registration of transfer of real estate ownership

August 2025: Start of construction (first at the new headquarters site)

October 2025: Start of construction (first at the new factory site)

Around the end of December 2026: Completion of new headquarters building

End of December 2026: Registration of headquarters relocation

Around the end of December 2027: Completion of new factory building and shared building

- We are currently in the process of interviewing design and construction firms. However, due to the extremely tight capacity of design and construction firms nationwide after 2024, there is a reasonable possibility that the design and construction schedule will be pushed back. Thank you for your understanding and cooperation.
- We will try to start construction work as soon as possible for both the new headquarters site and the new factory site.
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