

FY03/2025

# Third Quarter Financial Results Investor Presentation

OPTiM Corporation  
(Tokyo Stock Exchange Prime Market: 3694)

**Disclaimer**

All plans, forecasts, strategies, etc. described in this material are predictions based on information available at the time of creation, and are subject to variable factors, such as economic conditions, a competitive environment, and the Success or failure of new services. Accordingly, please be advised that the actual results of a business performance may Differ substantially from the projections described here. Market information and other statements contained in this Reports are based on information currently available, and we do not guarantee complete accuracy.

Note: This document is a machine translation of the original Japanese version and is provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.

1

# FY03/2025 Third Quarter Financial Review

2

Introduction of initiatives for FY2024

3

FY03/2025 Full-year Financial Forecast

4

Appendix

# 1. FY03/2025 Third Quarter Financial Review Category for Investor Presentation

## Service category

**1** IoT Platform Service  
(OPTiM Biz)



**2** IoT Platform Service  
(IoT Platform Service excluding OPTiM Biz)



**3** Remote Management Service

**4** Support Technology Service

**5** Other Service



## Category for investor presentation

**1** **Mobile Management Service**

**2** **X-Tech Service**

**3** **Other Service**

We will steadily grow the Mobile Management Service,  
which holds an overwhelming market share,  
  
create innovations in the rapidly expanding DX market,  
and achieve significant growth.



# 1. FY03/2025 Third Quarter Financial Review

Business is progressing steadily as planned to achieve record-high net sales and operating profit for 25 consecutive fiscal years since our foundation.

We will continue aggressive growth investment.

For the first three quarters of the current fiscal year, sales and profits temporarily decreased due to the timing of recording.

(Unit: 100 million yen)

	FY03/2024 Third Quarter Results	FY03/2025 Third Quarter Results	Results year-on- year	FY03/2025 Full- year Results Forecast
Net Sales	70.5	68.3	96.9%	113.0
Operating Profit	13.2	10.9	82.7%	19.5
Ordinary Profit	12.0	9.3	78.1%	-
Net Profit	7.0	5.4	76.0%	-

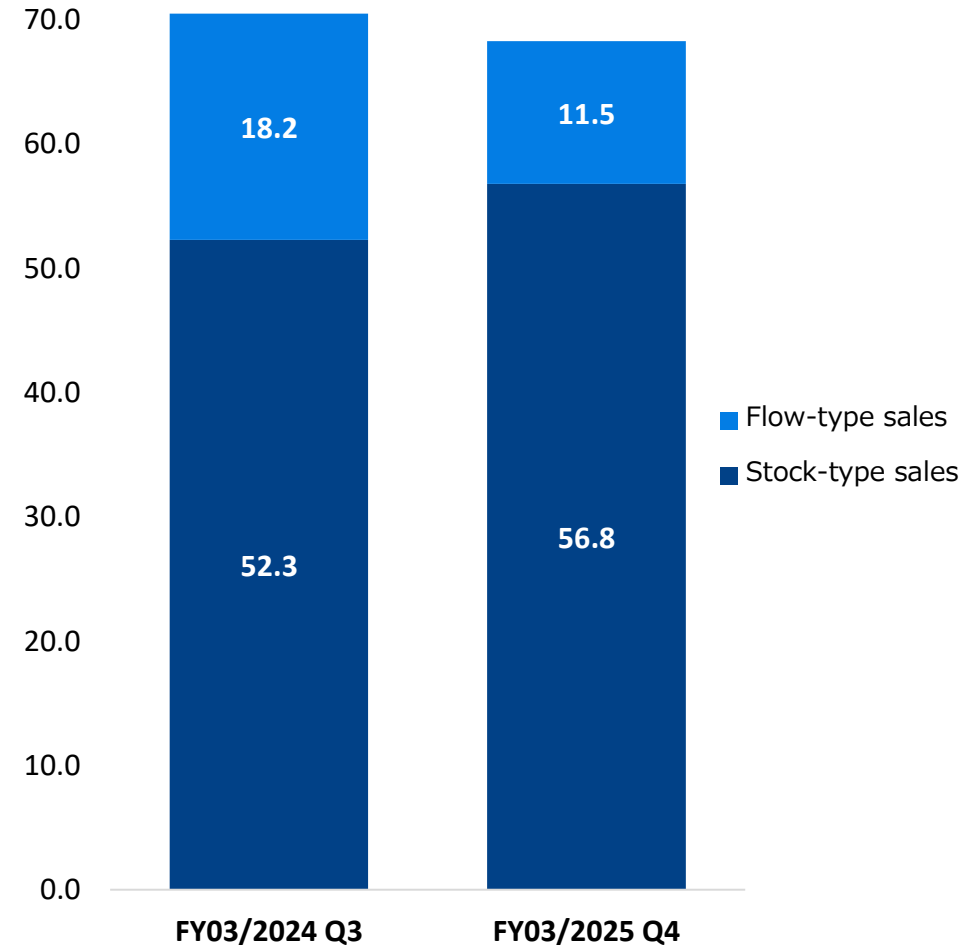
Centered on **Mobile Management Service** and **X-Tech service**

**Strong growth  
in stock sales**

Stock sales, 108% growth

### Trend of Stock and Flow Sales

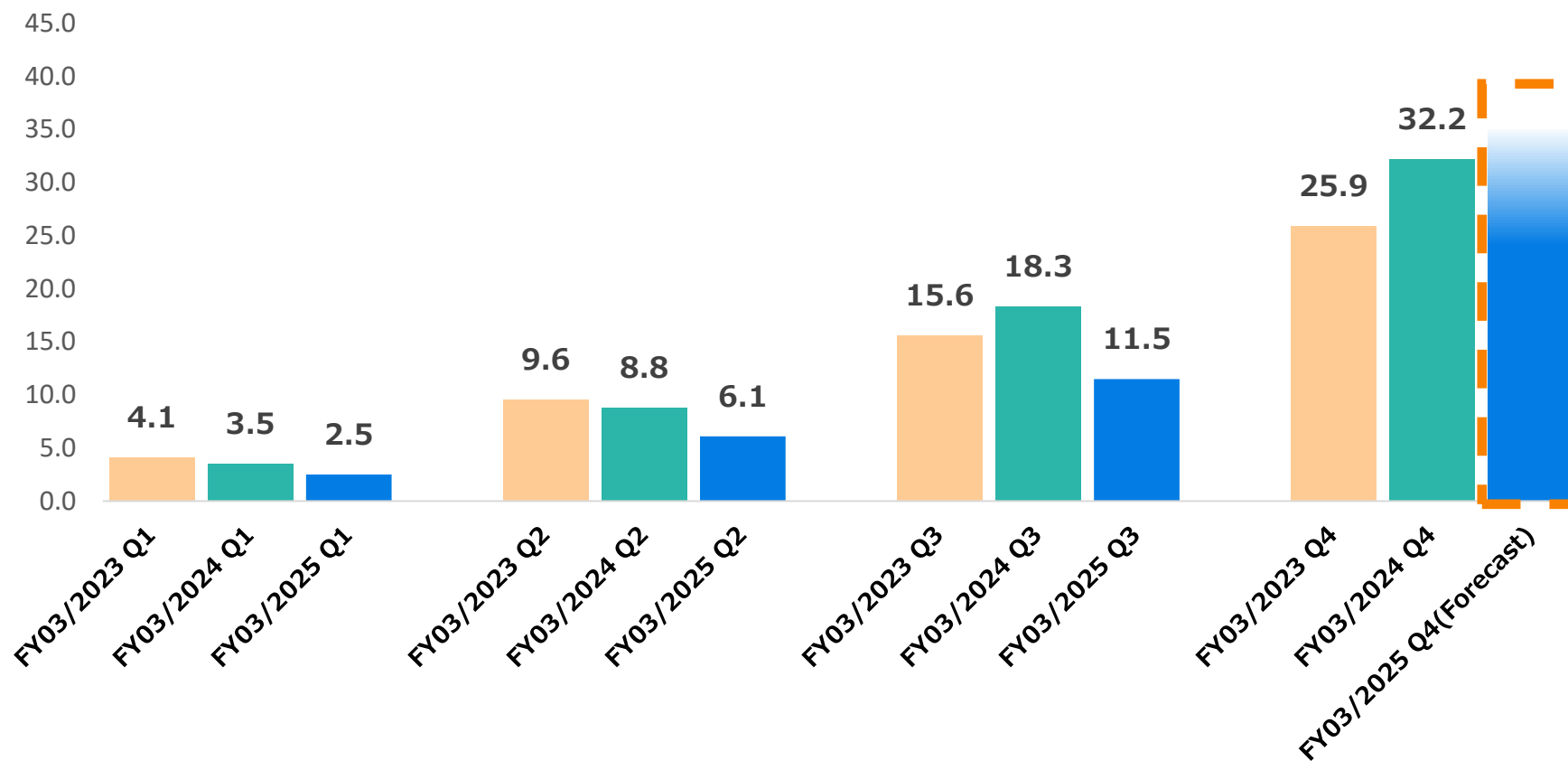
(Unit: 100 million yen)



# 1. FY03/2025 Third Quarter Financial Review (Reference) Actual Sales: Flow sales trend (cumulative)

Because the timing of recording flow sales varies from year to year, we manage them over the course of the year. In particular, the delivery and inspection of flow sales for the current term tends to be concentrated in the fourth quarter compared to previous years.

(Unit: 100 million yen)



# 1. FY03/2025 Third Quarter Financial Review

## Progress of Business Performance and Full-Year Forecasts

**Sales and profits have decreased compared to the previous consolidated fiscal year, however, are progressing smoothly as planned, and will be no impact on the full-year earnings forecast.**

### [Sales]

- Compared to the previous consolidated fiscal year, both sales and profits have decreased, however, because the timing of recording flow sales varies from year to year, we manage them over the course of the year. In particular, deliveries and acceptance inspections for flow sales in the current fiscal year tend to be concentrated in the fourth quarter of the consolidated accounting period compared to the past few years.
- Stock-type sales are growing, with the number of licenses steadily increasing for both the “Mobile Management Service” and “X-Tech Service,” including the core “OPTiM Biz,” as well as “AgriTech: Pinpoint Time Spraying Service,” “Digital Construction: OPTiM Geo Scan,” and “Office DX: OPTiM Contract/OPTiM denshichobohozon(Electronic Bookkeeping).”
- Our Group's sales structure is stock-type sales. Sales tend to be recognized mostly in the second half of the fiscal year because sales mainly come from recurring fees and flow-type sales tend to concentrate in the second half of the fiscal year.

### [Profit]

- As a measure to expand stock-type sales, we are focusing on direct sales, and as a result, SG&A expenses have increased. For this reason, profits have decreased compared to the third quarter of the previous fiscal year.
- Gross profit margin increased due to an increase in the proportion of stock-type sales compared to the previous year.
- Ordinary profit has decreased compared to the previous year due to factors such as an increase of 34.7 million yen in share of loss of entities accounted for using equity method.



1 FY03/2025 Third Quarter Financial Review

2 **Introduction of initiatives for FY2024**

3 FY03/2025 Full-year Financial Forecast

4 Appendix

## 2. Introduction of initiatives for FY2024 X-Tech Service: Agritech

### Held “OPTiM Smart Agriculture Service 2025”

In FY2024, we carried out drone spraying over approximately 26,000 ha, the largest in Japan \*1, nationwide.

And we announce our drone spraying DX-related services and technologies, which have the largest domestic market share\*1.

● The results of the “Pinpoint Time Spraying Service 2024” as seen in figures  
In terms of results for rice spraying in 2024, the service was introduced in approximately 110,000 rice paddies in approximately 26,000 ha of land in 133 municipalities in 26 prefectures, by approximately 100 spraying associations, JA customers, etc., making it the largest-scale domestic drone spraying service. In addition, as a result of the evaluation by customers who used the “Pinpoint Time Spraying Service” this year, more than 94% of customers expressed their intention to continue using the service in 2025, and more than 92% of customers expressed their intention to expand their use of the service.

● Effectiveness of AI-based timely pest control (compared to conventional pest control using unmanned helicopters)

The “Pinpoint Time Spraying Service” uses AI to achieve optimal spraying timing. We compared the results of AI-based drone spraying with the results of conventional data from unmanned helicopter spraying, which uses a uniform schedule. As a result, AI-based drone spraying significantly reduced the occurrence of colored grains\*2, contributing to an average quality improvement by about 60%\*3. By improving crop quality, it is possible to expect an increase in yield and sales.

● About the “Pinpoint Time Spreading System”

#### ◆Main functions

- Creation of a digital map for spraying (patent pending)
- Pilot routing (patent pending)
- Visualization of the spraying status

In the future, we will use the experience and know-how we have gained from our “pinpoint time spraying service” for rice, which we have been providing since 2021, to realize spraying DX for a variety of crops, including citrus fruits, soybeans, soybeans, wheat, leeks, pumpkins, and sweet potatoes.

1/24/2025 Press release



**国内シェアNo.1**<sup>※1</sup>  
数多くの防除組合様・JA様で  
ご活用いただけるサービスに



※1 2025年1月22日時点、OPTiM調べ。

#### 従来の一般的なヘリ散布とPTSの比較



散布価格  
**同じ**



収量・効果・売上  
**増える**



手間・コスト  
**減る**



近隣住民への影響  
**減る**

※散布作業のみの比較 ※デジタル地図作成、注文書取りまとめなどは別途要費用

\*1 As of January 22, 2025, according to our research.

\*2 Rice grains that have black or brown spots on the surface due to sucking by stink bugs, etc.

\*3 As of January 22, 2025, according to our research in the areas where we provide the “Pinpoint Time Spraying Service”.

## 2. Introduction of initiatives for FY2024 X-Tech Service: Agritech-The potential of the drone spraying market is expanding.

The aerial rice-spraying market is shifting from helicopter spraying, which used to account for the majority of the market share, to drone spraying, and the potential of the drone spraying market is expanding.

Changes in the area sprayed  
using helicopters to date

Comparison between conventional helicopter  
spraying and the Drone Spraying DX service

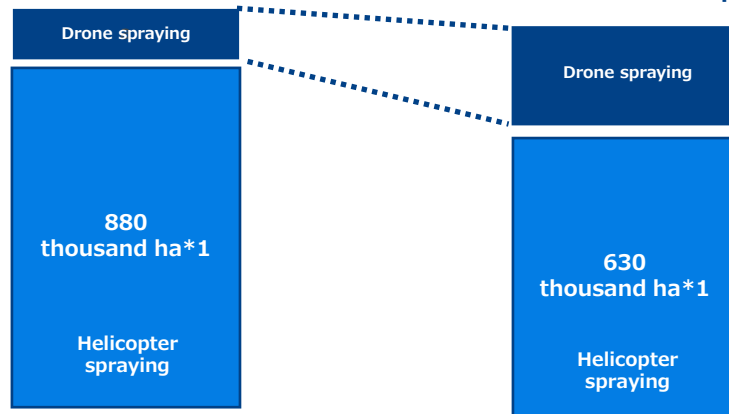
The area of helicopter spraying tend to decrease, while  
the area of drone spraying tend to increase.

The Drone Spraying DX service can significantly reduce  
the workload involved in spraying.

2019

2024

PTS is the No.1 share of the domestic  
market for drone spraying.



\*Ministry of Agriculture, Forestry and Fisheries: Implementation status of aerial spraying of agricultural chemicals, etc. using unmanned helicopters (rice paddy area)





## 2. Introduction of initiatives for FY2024 X-Tech Service: Digital Health

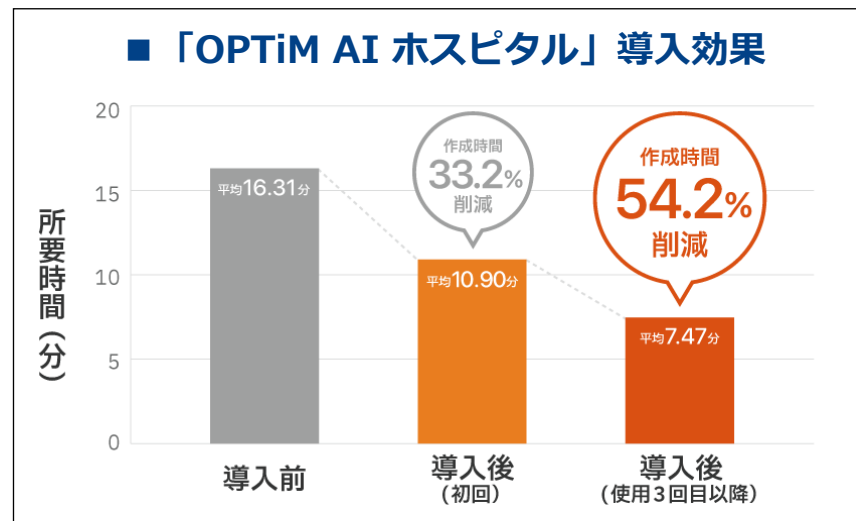
OPTiM®

**Japan's first\*1 on-premises LLM-equipped service “OPTiM AI Hospital” that uses generative AI to support doctors and nurses in their writing tasks has been launched for sale.**

**It supports the work style reform of medical professionals and has succeeded in reducing the time spent on target tasks by 54.2%.**

Our company will begin selling “OPTiM AI Hospital” (patent pending), a service equipped with an on-premise large-scale language model (LLM) that uses AI to support the writing tasks of doctors and nurses, in January 2025.

This service has been introduced into clinical practice at Oda Hospital, a social medical corporation, in collaboration with the electronic medical record system “MI・RA・Is” (Mirais) of CSI Co., Ltd. As a result, the time required for preparing nursing summaries at the time of discharge was reduced by 54.2%\*2, and improvements in operational efficiency were recognized.



\*1 As of November 7, 2024, according to our research. As an LLM-equipped service that is installed on-premises and linked to electronic medical records.

\*2 According to our research. The results of a comparison of the time taken to create a nursing summary for each patient at the time of discharge before and after the introduction of “OPTiM AI Hospital” at Oda Hospital.

11/7/2024 Press release

## 2. Introduction of initiatives for FY2024 X-Tech Service: Digital Construction

OPTiM®

**“OPTiM Geo Scan Corporate License”, a mobile integrated operation solution for construction sites, has been introduced to Shimizu Corporation**

**This solution is being implemented at various sites both domestically and internationally, and is being recognized as a new standard infrastructure beyond just a surveying apps.**

The civil engineering department of Shimizu Corporation started using “Geo Scan” in February 2022 with the aim of improving efficiency and saving labor at construction sites, and it has been used at more than 23 sites in all regions of Japan and overseas, regardless of the type of construction or the client. As a result, Shimizu Corporation has evaluated “Geo Scan” as “becoming a new infrastructure for the construction industry, like CAD software and Office products,” and has decided to introduce a corporate license for “Geo Scan” this time.

<Shimizu Corporation's evaluation points of view>

- Product concept and track record
- Comprehensive support for each site, covering everything from introduction to implementation and technical assistance
- Rental scheme that does not involve device procurement or asset management

導入から2年半で、国内の全地域・海外の23以上の現場で幅広く使用



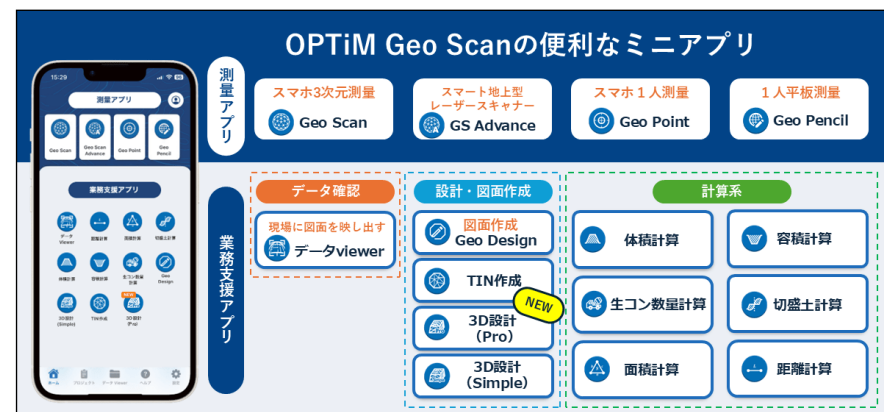
12/11/2024 Press release

### Smartphone surveying app “OPTiM Geo Scan” now offers mini-apps that can create 3D design data

**The app makes it possible to do everything from setting out to cutting-edge ICT construction.**

We will begin offering the “3D Design (Pro)” mini-app for creating 3D design data with “OPTiM Geo Scan”.

This app allows “Geo Scan” users to create 3D design data without incurring additional costs or having to prepare expensive specialist software. In addition, by making use of the 3D design data created with this app, it is possible to carry out tasks such as setting out and inspection using a smartphone, providing powerful support for the day-to-day construction management of construction sites. Furthermore, it can also be used for cutting-edge ICT construction.



1/21/2025 Press release



## 2. Introduction of initiatives for FY2024 X-Tech Service: Office DX

OPTiM®

### Announcement of OPTiM AIRES, an AI agent-type chatbot that can be created in just 5 minutes with intuitive operation

OPTiM AIRES is a cloud service that provides an AI agent chatbot that uses generative AI for office work and customer support work that involves responding to inquiries. It can understand and respond to registered Q&A, manuals, and website contents.

In addition, the AI automatically performs tasks such as searching for and adding new knowledge in collaboration with related websites. This automates knowledge updating work and reduces maintenance costs.



1/15/2025 Press release

## 2. Introduction of initiatives for FY2024 X-Tech Service: Office DX

OPTiM®

**"OPTiM Contract" received  
the 'DX Contribution Award' at the '18th ASPIC  
Cloud Award 2024' supported by the Ministry of  
Internal Affairs and Communications**

12/3/2024 Press release



**"OPTiM denshichobohozon(Electronic Bookkeeping)"  
received the 'ASPIC Chairman's Award' at the '18th  
ASPIC Cloud Award 2024' supported by the Ministry of  
Internal Affairs and Communications**

12/3/2024 Press release



# OPTiM<sup>®</sup>

~The No. 1 AI contract management system that you can choose with confidence, whether you are a first-time user or switching~



**~The No. 1 electronic bookkeeping system that you can choose with confidence, whether you are a first-time user or switching~**



16

\* Source: IT Trend Annual Ranking 2024  
Contract Management System division: [https://it-trend.jp/award/2024/contract\\_management](https://it-trend.jp/award/2024/contract_management)  
Electronic Book/Voucher System division: [https://it-trend.jp/award/2024/electronic\\_report\\_system](https://it-trend.jp/award/2024/electronic_report_system)

## 2. Introduction of initiatives for FY2024 X-Tech Service: Office DX

OPTiM®

### OPTiM Contract and OPTiM denshichobohozon(Electronic Bookkeeping) now have a Box integration function

Documents stored in Box are automatically imported into the system, reducing the time and effort required to create management ledgers and comply with the Electronic Bookkeeping Law using AI-OCR

We have started providing a new function that links our AI-based contract management service “OPTiM Contract” and our AI-based electronic bookkeeping service “denshichobohozon(Electronic Bookkeeping)” with the content cloud service “Box”.

This function allows documents registered in “Box” to be automatically registered in “OPTiM Contract” and “OPTiM denshichobohozon(Electronic Bookkeeping)”. This means that customers who have been managing documents in “Box” can use “OPTiM Contract” and “OPTiM denshichobohozon(Electronic Bookkeeping)” without changing their existing operational flow.

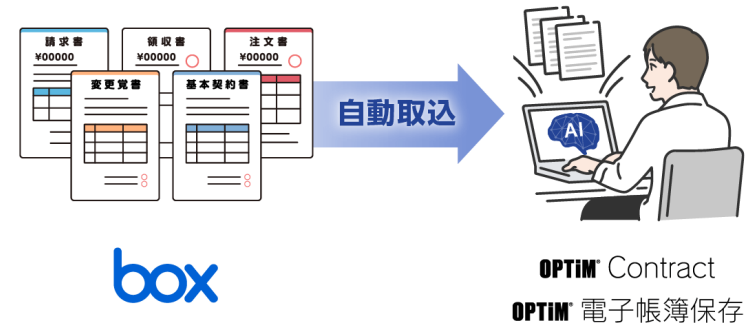
### Launch of a function to taking and uploading documents for mobile devices function in

### OPTiM denshichobohozon (Electronic Bookkeeping)

We have started providing a new document photography and uploading function for mobile devices and a document splitting function for “OPTiM denshichobohozon (Electronic Bookkeeping)”, an electronic bookkeeping service that uses AI.

Using a mobile device such as a smartphone or tablet, you can take photos of paper documents and upload them to “OPTiM denshichobohozon (Electronic Bookkeeping)”. This means that you no longer need to transfer the documents you have taken with your mobile device to your PC, and you can take photos of the documents and upload them to “OPTiM denshichobohozon (Electronic Bookkeeping)” using your mobile device alone.

**Box 連携に対応**  
Boxに書類を登録するだけ!書類取り込みとAI-OCRを自動で行い  
契約書の管理台帳作成と電帳法の検索要件対応の手間を削減!



12/2/2024 Press release

紙の帳票（請求書や領収書など）

OPTiM 電子帳簿保存



アプリで登録



スマートフォンやタブレットで  
撮影した写真を直接アップロード

電子帳簿保存法対応に必要な

取引年月日 取引金額 取引先名 を

AIが自動入力!

11/28/2024 Press release

\*1 Source: IT Trend First Half Year Ranking 2024

Contract Management System division: [https://it-trend.jp/award/2024-firsthalf/contract\\_management](https://it-trend.jp/award/2024-firsthalf/contract_management)

Electronic Book/Voucher System division: [https://it-trend.jp/award/2024-firsthalf/electronic\\_report\\_system](https://it-trend.jp/award/2024-firsthalf/electronic_report_system)



## 2. Introduction of initiatives for FY2024 X-Tech Service: Office DX

OPTiM®

### SaaS management service “OPTiM Sasumane (SaaS Management)” adds “manual member registration” function to member ledger

The “Manual Member Registration” function allows you to register members who are not registered in the HR master to the member ledger in bulk using CSV, or to register them individually manually. This allows you to comprehensively manage accounts, and to strengthen your company's security.

### SaaS management service “OPTiM Sasumane (SaaS Management)” begins API integration with talent management system “Kao Navi”

By linking with “Kao Navi”, it is possible to reflect “Kao Navi” user information as the HR master for “OPTiM Sasumane (SaaS Management)”, and based on that user information, “OPTiM Sasumane (SaaS Management)” can centrally manage each SaaS account. In addition, by linking “Kao Navi” as one of the SaaS management targets of “OPTiM Sasumane (SaaS Management)”, it will also be possible to visualize the usage status of “Kao Navi” for each employee.

This will allow the information systems department, which is responsible for the basic management of business systems, to easily refer to information necessary for business, such as user information such as names and photos, and the usage status of services, which will lead to a reduction in workload.

OPTiM® サスマネ

### 新機能「メンバー手動登録」を提供



12/2/2024 Press release

OPTiM® サスマネ × kaonavi

10/16/2024 Press release



## 2. Introduction of initiatives for FY2024 X-Tech Service: Marketing DX

OPTiM®

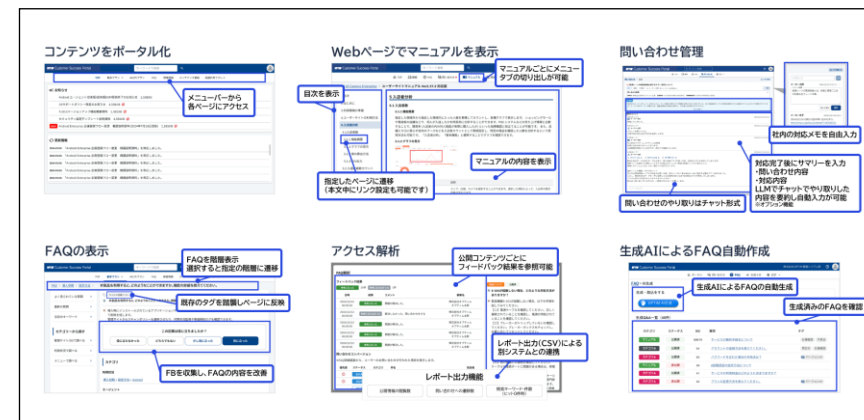
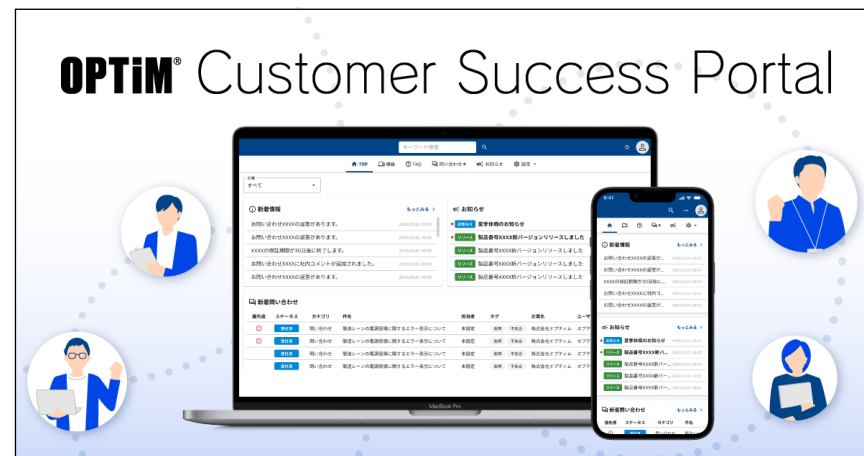
### Announcement of the first AI-powered customer success service in Japan\*, “OPTiM Customer Success Portal”

Supporting the success of customers in all industries through AI,  
automatically and at low cost

Maximizing customer satisfaction and customer contact points  
to support the expansion of revenue opportunities

This service uses the content (manuals, FAQs, pamphlets, etc.) that companies have and builds digital touchpoints with customers. It centrally manages and visualizes communication with customers, and AI automatically responds to inquiries, distributes content, and updates it.

This will reduce the cost of customer support for companies while also improving customer satisfaction.



10/22/2024 Press release

\* As of October 17, 2024, according to our research.

## 2. Introduction of initiatives for FY2024 X-Tech Service: Video Management DX

OPTiM®

**Announcement of “OPTiM AI Camera Analytics”,  
the world's first\* service that uses AI to analyze  
video data using a variety of methods.**

OPTiM AI Camera Analytics is the world's first AI video analysis solution that allows customers to easily perform video analysis, conduct marketing analysis, check near-misses, and extract video.

This service allows you to use the video analysis service for a variety of purposes by selecting the AI that best suits your needs from an intuitive, graphical interface. You can also try multiple analyses on the saved videos.

Furthermore, by using it in combination with the existing real-time analysis function, it is possible to use a hybrid of real-time and non-real-time analysis.



10/23/2024 Press release

\* As of September 2023, according to our research.  
A patent is pending for a service that can analyze, automatically edit, tag, and frame multiple AI models based on user settings throughout the entire video.

**MDM/PC management service “Optimal Biz” has been significantly upgraded and the service name has been changed to “OPTiM Biz”.**

MDM/PC management service “Optimal Biz” was updated to version 10.0 on February 9, 2025, and the service name was changed to “OPTiM Biz”.

Version 10.0 has a completely new logo and UI design for the management screen, and also comes with a support function using an AI chatbot. The AI chatbot will suggest the necessary functions and setup procedures to suit your needs.

In the future, OPTiM Biz will aim to become a comprehensive service that resolves the issues faced by information systems departments and management departments by increasing the affinity between OPTiM Biz and the OPTiM Office DX Service group, such as OPTiM Asset and OPTiM Contract, and strengthening functional collaboration.



2/4/2025 Press release

## 2. Introduction of initiatives for FY2024 Mobile Management Service: OPTiM Biz(Optimal Biz)

OPTiM®

### "OPTiM Biz (Optimal Biz)" has been updated to ver. 9.22.0

It now supports macOS 15, iOS/iPadOS 18, and Android 15, and also supports single sign-on with OPTiM ID, the ID management platform provided by OPTiM.

MDM/PC management service "OPTiM Biz (Optimal Biz)" has been updated to version 9.22.0.

This update is compatible with macOS 15, iOS/iPadOS 18, and Android 15. It is also compatible with "OPTiM ID", the ID management platform provided by OPTiM, and it is now possible to log in to the "OPTiM Biz (Optimal Biz)" management console using the user ID managed by "OPTiM ID". This compatibility means that you can now log in to the "OPTiM ID" using the same user ID as other services that use "OPTiM ID", such as the asset management service "OPTiM Asset" and the contract management service "OPTiM Contract", so it will improve the convenience for administrators when managing devices.

12/5/2024 Press release

### "OPTiM Biz (Optimal Biz)," an MDM and PC management service, has been ranked No. 1 in the MDM market for 14 consecutive years in a survey report published by Deloitte Tohmatsu Mic Economic Research Institute.

In the research report "Collaboration and Mobile Management Software Market Outlook, 2024 Edition" published by Deloitte Tohmatsu MIC Economic Research Institute Co., Ltd., MDM and PC management service "OPTiM Biz (Optimal Biz)" was evaluated as having the No. 1 MDM market share in FY2023<sup>\*1</sup>. As a result, we are pleased to announce that "OPTiM Biz (Optimal Biz)" has been the No. 1 market share in the domestic MDM market for 14 consecutive years<sup>\*2</sup>.

12/4/2024 Press release



<sup>\*1</sup> Source: "Market Outlook for Collaboration and Mobile Management Software, 2024 Edition", published by Deloitte Tohmatsu Mic Economic Research Institute in September 2024.

<sup>\*2</sup> Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013) / Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) / Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018) / Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2023 Results and FY2024 Forecast (Published in 2019 to 2024)



## 2. Introduction of initiatives for FY2024

# Mobile Management Service: OPTiM Biz(Optimal Biz)

OPTiM®

**MDM・PC management service “OPTiM Biz(Optimal Biz)” strengthens cooperation with smartphone and tablet manufacturers such as KEYENCE, KYOCERA, OPTOELECTRONICS, and SHARP.**

With the MDM/PC management service OPTiM Biz(Optimal Biz), we are strengthening our cooperative relationship with manufacturers of smartphones and tablet devices for business use, and we are making progress in supporting dedicated devices for all industries and types of business.

In addition, we have added a new menu for managing dedicated business terminals to implement DX and improve efficiency in the workplace, such as in restaurants, retail stores, logistics companies, and factories, using newly supported dedicated business terminals.

We will continue to strengthen our collaboration with smartphone and tablet manufacturers, and expand the functions that achieve operational efficiency while ensuring safety.

**MDM/PC management service “OPTiM Biz(Optimal Biz)” begins to be introduced to Life Corporation**

**Ordering, product management, seal printing, POP operation\*1, etc.  
Unique functions enable the unification of terminals for various tasks, accelerating store DX**

Life Corporation, which operates a total of 311 supermarkets\*2 in the Kanto and Kansai regions, has started to introduce the MDM and PC management service “OPTiM Biz(Optimal Biz)”.

In a store environment where multiple types of terminals are mainly used for each task, unifying the business terminals and controlling the terminal malfunctions caused by employee operations with “OPTiM Biz(Optimal Biz)” will make it possible to promote store DX.



\*Listed in alphabetical order



10/31/2024 Press release

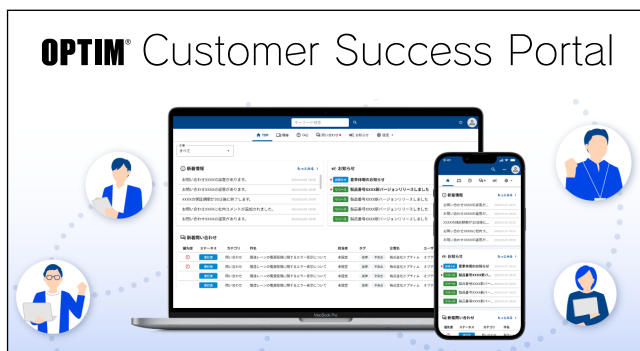
\*1 Electronic shelf label POP operation: The process of updating price displays and promotional information in stores by transmitting product names, prices, barcode information, etc. from POS cash registers or POP creation systems to electronic shelf labels.

\*2 As of September 10, 2024. From the Life Corporation company profile.



## 2. Introduction of initiatives for FY2024 Approaches to the field of generative AI

The group is actively promoting investment in research and development in the field of generative AI, and we have already started providing services that use large-scale language models (LLM), such as the world's first\*<sup>1</sup> camera app that automatically creates reports using generative AI, “OPTiM Taglet”; the first domestic\*<sup>2</sup> customer success service that uses generative AI, “OPTiM Customer Success Portal”; the first domestic\*<sup>3</sup> service that uses on-premise LLM to support doctors and nurses in their writing tasks using generative AI, “OPTiM AI Hospital”; and OPTiM Hardware My Portal, a service that aims to improve customer satisfaction and streamline sales by digitizing and consolidating customer contact points, and other services that use large-scale language models (LLMs) have been launched. We will continue to develop services in the field of generative AI and realize DX in all industries.



\*1 As of June 26, 2024, according to our research. As an automatic photo report creation service using AI (LLM).

\*2 As of October 17, 2024, according to our research.

\*3 As of November 7, 2024, according to our research. As a service with LLM that is installed on-premises and linked to electronic medical records.

## 2. Introduction of initiatives for FY2024

### Progress Based on the Plans to Realize Compliance with Continued Listing Criteria

As a result of various measures taken, the Company's calculations indicate that it is expected to meet all of the criteria for maintaining listing on the Prime Market as of December 17, 2024. We will notify you as soon as we know the status of compliance as of the record date, which is the end of March, and the TSE confirms it.

(Reference)

Definition of circulating shares:<https://www.jpx.co.jp/equities/improvements/market-structure/nlsgeu000003pd3t-att/nlsgeu0000057t9k.pdf>  
Tokyo Stock Exchange's view on the handling of shares that have been entrusted as a securities disposal trust:<https://faq.jpx.co.jp/disclo/tse/web/knowledge8423.html>

Number of Tradable Shares		
Conformity status	As of the end of March 2023 <sup>*1</sup>	28.4%
	As of the end of March 2024 <sup>*1</sup>	29.6%
	As of December 17, 2024 <sup>*2</sup>	35.2%
Continued Listing Criteria		35.0%
Term of plan		End of March 2025
Status of compliance		Compliant

<sup>\*1</sup> The Company's compliance status is calculated based on the distribution status of the Company's shares, etc., as of the record date, as understood by the Tokyo Stock Exchange.

<sup>\*2</sup> The Company's compliance status as of December 17, 2024 is a trial calculation made by the Company based on the ratio of circulating shares in the shareholder register as of the end of September, taking into account individual trading results.

- 1 FY03/2025 Third Quarter Financial Review
- 2 Introduction of initiatives for FY2024
- 3 FY03/2025 Full-year Financial Forecast**
- 4 Appendix

**We aim to achieve record-high sales for the 25th consecutive year since our foundation.**

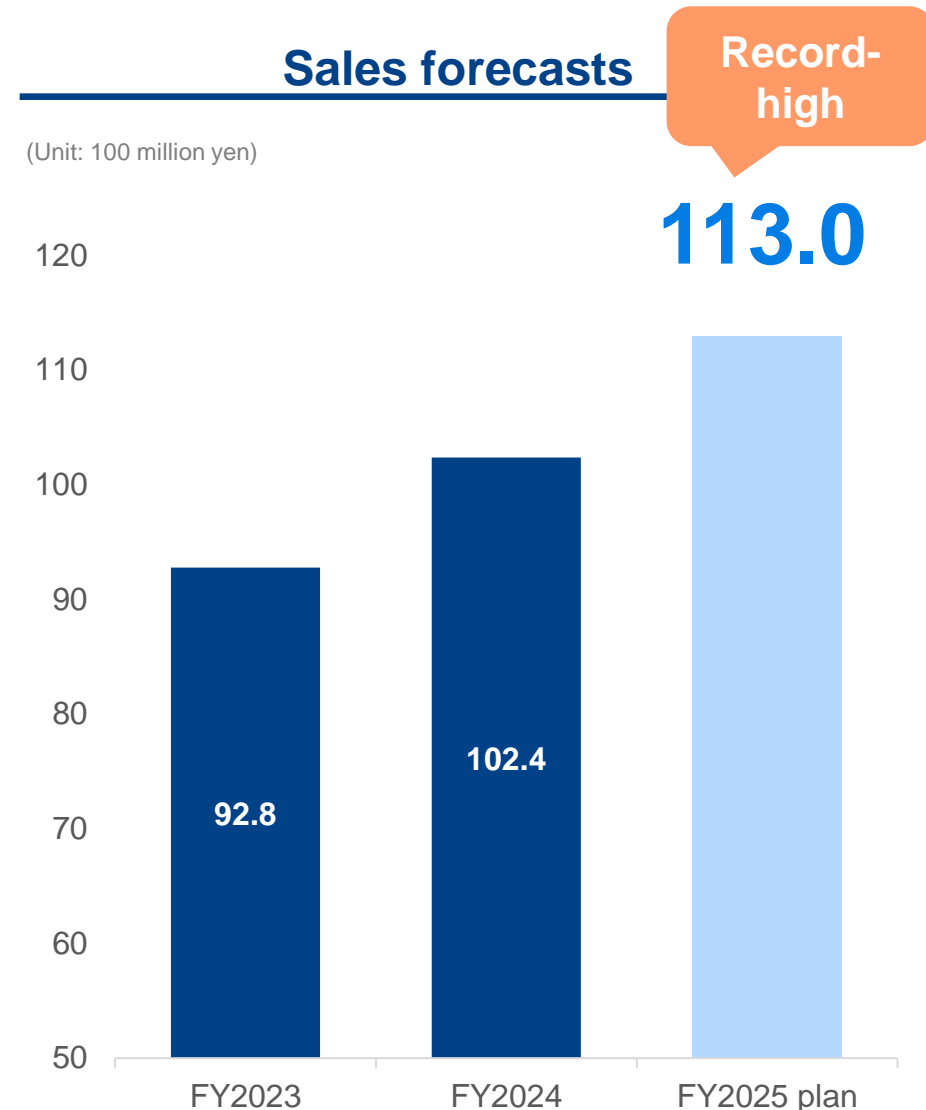
**net sales 11.30 billion yen**  
(110.0% YOY)

The Group's business model is based on a sales structure centered on stock-based licensing revenues.

In Mobile Management Service, business performance is steadily expanding in line with steady market expansion.

X-Tech services are growing substantially boosted by the rapid progress of DX in each industry.

Considering the above, we aim to achieve further expansion of stock sales in the current fiscal year as well as record-high sales.





To become a leading company  
in the Fourth Industrial Revolution,  
we will **continue active growth investments**  
while aiming for a  
**record-high operating profit**  
**for the second consecutive year.**

**Operating Profit 1.95 billion yen**

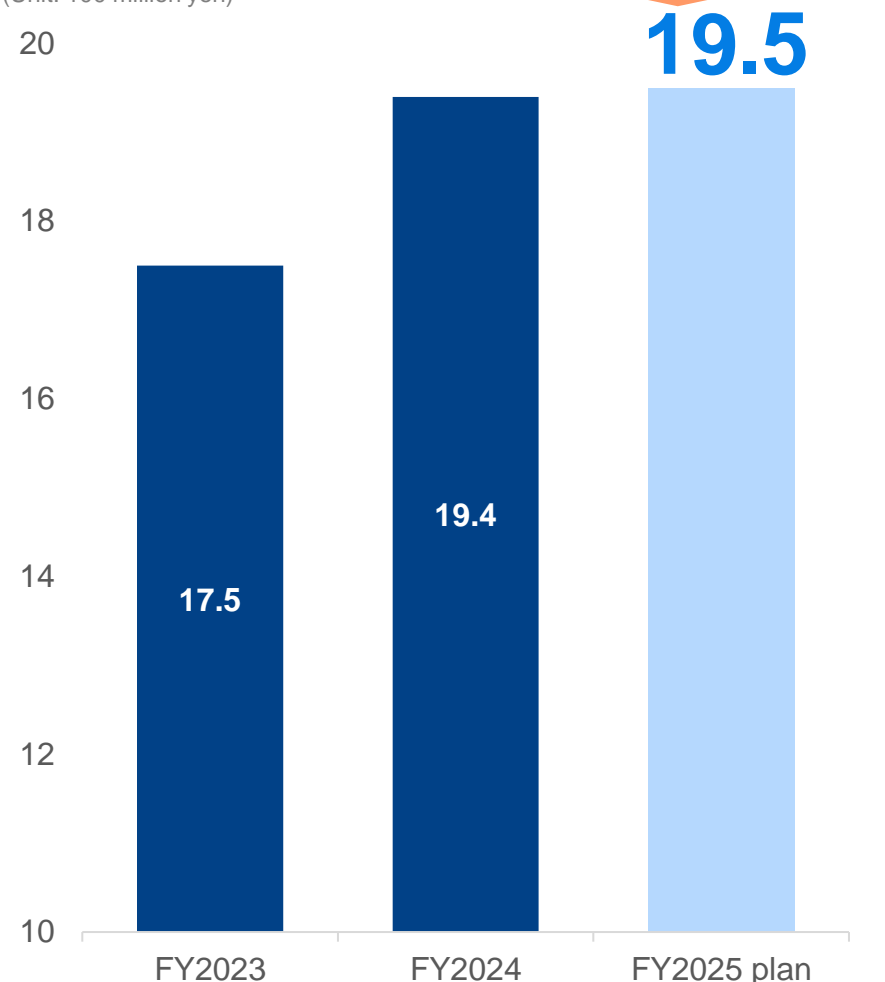
(Operating margin 17.3%)  
(100.5% compared to the previous year)

This term, we will continue to make aggressive growth investments in promising areas.

Backed by strong expansion in stock sales and profits, we aim for record-high operating profit while making aggressive investments. We also intend to invest flexibly and aggressively when good investment opportunities arise during the period.

### Operating Profit Forecasts

(Unit: 100 million yen)





### 3. FY03/2025 Full-year Financial Forecast

- We expect to achieve **record-high sales** for the **25th consecutive term** since the company's founding.
- We expect to achieve **record-high operating profit** for the **second consecutive term**.
- This year, we anticipate steady **growth in Mobile Management Service**.
- Furthermore, we expect significant growth in X-Tech Service, including **drone pesticide spraying in the Agritech sector** and **document management services in the office DX sector**.
- To accelerate the growth of the above services, **we plan to make active investments**.
- For the drone pesticide spraying service, we plan to invest in drones, pilot operation systems, and backend systems to ensure stable nationwide operations.
- For contract management services and services compliant with the Electronic Bookkeeping Law, we plan investments for more aggressive marketing.
- In addition to these services, **we plan to invest in the development of new technologies and new services**.
- This year, we also plan **aggressive investments aimed at achieving medium- to long-term growth**.

1 FY03/2025 Third Quarter Financial Review

2 Introduction of initiatives for FY2024

3 FY03/2025 Full-year Financial Forecast

**4 Appendix**

# Appendix

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We will steadily grow the Mobile Management Service,  
which holds an overwhelming market share,  
  
create innovations in the rapidly expanding DX market,  
and achieve significant growth.



## 4. Appendix Growth Strategy

# Mobile Management Service

OPTiM®



**OPTiM® Biz** — Expanding Mobile Possibilities —

Mobile Management SaaS



**Domestic MDM  
Market**

**No. 1**<sup>\*1</sup>

for **14 consecutive years**

**OPTiM Biz solves a wide range of issues  
in business use of smartphones and tablets**



Measures against loss,  
theft, and information  
leaks



Efficient  
device usage



Asset management  
Device monitoring



Security settings

Overwhelming success with  
more than

**180,000 companies**<sup>\*2</sup>

**Average churn rate**

about **0.5%**<sup>\*3</sup>

<sup>\*1</sup> Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)

/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014)

/Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2023 Results and FY2024 Forecast (Published in 2019 to 2024)

<sup>\*2</sup> June 25, 2019, our total

<sup>\*3</sup> Calculated by us based on the monthly average results of major partners. Aggregation period (Apr. 2021 – Mar. 2022)

## 4. Appendix Growth Strategy

# Mobile Management Service

OPTiM®

Mobile management services are beginning to be used in new ways one after another in line with the spread of DX in society



(1) Utilization in the office



(2) Usage by business terminals



(3) Utilization in education



(4) Temperature measurement



(5) Telework



**OPTiM® Biz**

Domestic MDM Market

**No. 1**<sup>\*1</sup>

for **14 consecutive years**



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

By industry  
**No. 1**<sup>\*2</sup> in all 20 sectors



No. 1 for the public sector



No. 1 for public works



No. 1 for financial industry



No. 1 for distribution industry



No. 1 for service industry



No. 1 for telecommunication



No. 1 for manufacturing

EMM market and trend by mobile OS

- Market trends by managed mobile OS 2 categories

Mobile management market trend

- MDM market trend 2 categories
- Provision type (package/SaaS/ASP) 3 categories
- Market trends by managed mobile OS 3 categories
- Sales trend by user size 3 categories

<sup>\*1</sup> Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013) /Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2023 Results and FY2024 Forecast (Published in 2019 to 2024)

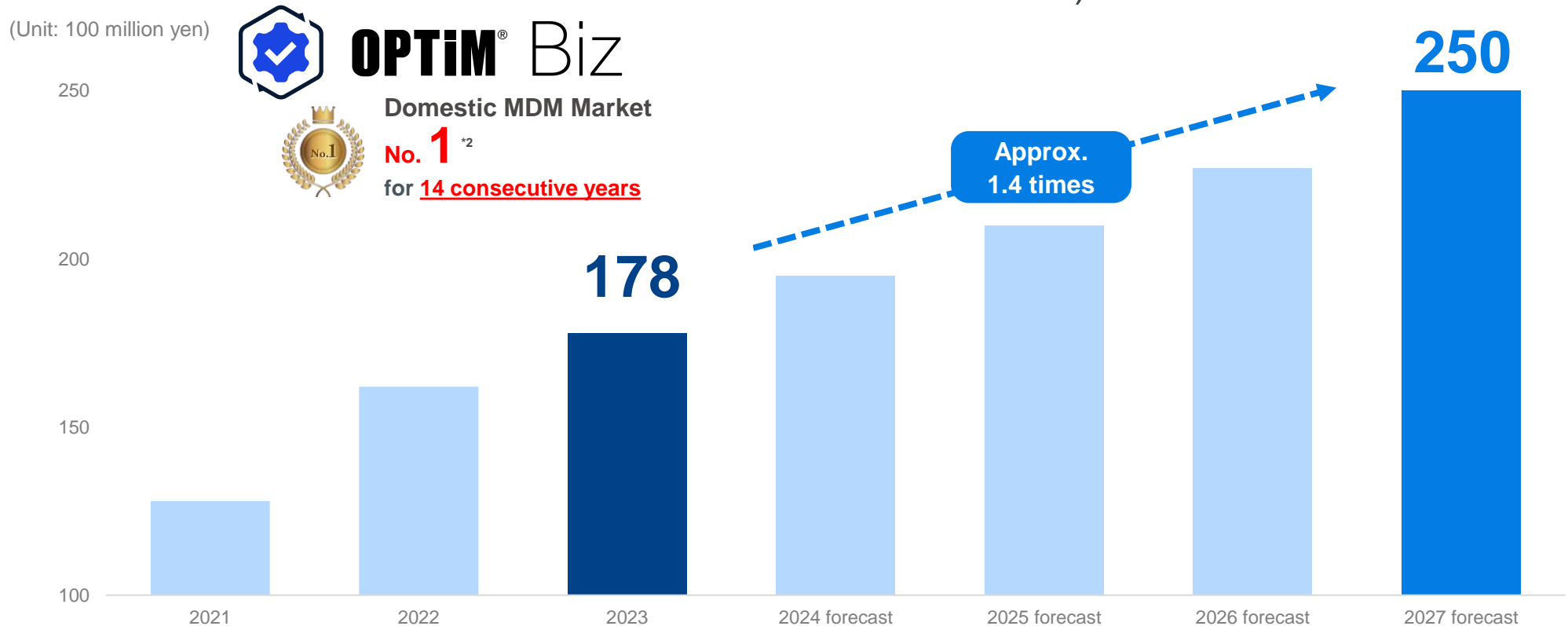
<sup>\*2</sup> Deloitte Tohmatsu Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2024" (<https://mic-r.co.jp/mr/03230/jin>) FY2023. The No. 1 rank for the research was calculated by OPTiM.

## 4. Appendix Growth Strategy

# Mobile Management Service

OPTiM®

The market for mobile management services is expected to grow to **approximately 25 billion yen** in 2027 (approximately 1.4 times larger than the actual market size in 2023)\*<sup>1</sup>



\*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Collaboration and Mobile Management Software Market Outlook FY2023 Edition

\*2 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013) / Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) / Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018) / Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2023 Results and FY2024 Forecast (Published in 2019 to 2024)



## Utilizing proprietary AI, IoT, and Robotics technologies to achieve DX across various industries





## 4. Appendix Growth Strategy

# Medium- to Long-term Growth Strategy

OPTiM®



### Agritech

TAM: 388.5 billion yen



Aging producers and a decreasing labor force are causing labor shortages. Abandoned farmland is increasing, and the domestic self-sufficiency rate is low, posing a serious situation. OPTiM provides AI agricultural machinery, such as drones, to address these issues. The drone pesticide spraying service is the largest in Japan. Starting with this service, we will expand and provide numerous Agritech services.



### Digital Construction

TAM: 360 billion yen



The construction and civil engineering industries face various challenges, including labor shortages and the closure of local businesses. To solve these issues, OPTiM offers an app that allows high-precision surveying via smartphones, improving on-site work efficiency. We plan to introduce new features that can be used not only for civil engineering surveys but also for various on-site work scenarios.



### Marketing DX

TAM: 360 billion yen



We provide "digital customer interaction services" using smartphone apps, enabling organizations and companies to adapt to the significantly changing lifestyles of consumers centered around smartphones. Many organizations and companies, including restaurants, pharmacies, hardware manufacturers, and municipalities, have adopted our services, and we aim to expand further.

**OPTiM®**

AI • IoT • Robotics

OPTiM Cloud IoT OS

Total TAM:  
2.4369 trillion yen



### Digital Health

TAM: 150 billion yen



Rising medical costs due to the aging population and labor shortages in hospitals are becoming serious issues. OPTiM will continue to expand its range of DX tools that improve business efficiency, including telemedicine services, to address these issues through digital solutions.



### Video Management DX

TAM: 756.2 billion yen



With labor shortages becoming a serious issue across various industries, there is an expectation for AI to conduct surveillance camera analyses instead of humans. OPTiM offers services where AI analyzes and reports on video footage and the like, which is widely used in various industries, and we plan to continue expanding.



### Office DX

TAM: 422.2 billion yen



We offer services that utilize OPTiM's AI to efficiently and accurately handle various document management tasks in offices. Currently, we provide contract management services and services compliant with the Electronic Bookkeeping Law, and we are considering expanding our lineup.

## 4. Appendix Growth Strategy

# Progress and Outlook of Each Service

## ■ Overview of Each Service

Category		Overview
X-Tech Service	Agritech	<b>[Rapid Growth]</b> The agricultural DX "pinpoint time spraying service" is rapidly growing in paddy rice cultivation nationwide. The planned spraying area for this term is expanding rapidly, expected to become the largest drone pesticide spraying service in Japan. The retention rate is extremely high. We will further strengthen investment this term to rapidly expand market share.
	Digital Health	<b>[Steady Growth]</b> In addition to telemedicine services, we are deploying the network support system "MINS" for the "hinotori™ Surgical Robot System." We are also preparing to offer services utilizing large language models (LLMs) that can integrate with electronic medical records to reduce the workload of doctors and nurses.
	Digital Construction	<b>[Strong Performance]</b> The cumulative number of licenses contracts for the 3D surveying smartphone app "OPTiM Geo Scan" has surpassed 1,000, and new features extending beyond surveying are being continuously introduced. We have also begun offering corporate licenses for large general contractors. The service continues to perform well, receiving high praise from the Ministry of Land, Infrastructure, Transport, and Tourism <sup>*1</sup> .
	Marketing DX	<b>[New Developments]</b> We are providing Saga City with the "Saga City Official Super App" utilizing the "OPTiM Digital Experience" platform. Within nine months of service launch, the effective penetration rate among Saga City residents is about 30% <sup>*2</sup> , establishing a new digital infrastructure for local government. This service has also received high praise and support from the Digital Agency and other organizations <sup>*3</sup> . We plan to start full-scale marketing to 1,724 municipalities nationwide this term.
	Office DX	<b>[Acceleration]</b> The number of licenses for "OPTiM Contract" and "OPTiM denshichobohozon (Electronic Bookkeeping)" has significantly increased. Demand for services compliant with the revised Electronic Bookkeeping Law remains strong. This term, we will expand investments to achieve further growth.
	Video Management DX	<b>[Steady Growth]</b> "OPTiM AI Camera" and "OPTiM AI Camera Enterprise" are being deployed in various facilities, including municipalities, shopping centers, and airports, with stock sales steadily increasing.

<sup>\*1</sup> Source: "OPTiM Geo Scan" received the highest evaluation "VE" in the Ministry of Land, Infrastructure, Transport, and Tourism's NETIS registration  
<https://www.optim.co.jp/newsdetail/20240130-pressrelease-01>

<sup>\*2</sup> As of May 2024, according to our research.

Calculated based on the number of smartphone owners and the number of downloads of the Saga City Official Super App in Saga City

<sup>\*3</sup> Source: Regional Revitalization Site "Digital Garden City National Initiative Grant Digital Implementation Type Selection Results" Page 32.

In the business overview "Creating Together - Accessible to All! Smart Local SAGACITY", we received the evaluation of Digital Implementation Type "TYPE3".

The Digital Implementation Type consists of three staged grant types, TYPE1/2/3, where higher numbers indicate more pioneering conditions requiring digital infrastructure, but also larger grant amounts and subsidy rates.

[https://www.chisou.go.jp/sousei/about/mirai/pdf/01\\_r5kouhyoushiryou.pdf](https://www.chisou.go.jp/sousei/about/mirai/pdf/01_r5kouhyoushiryou.pdf)

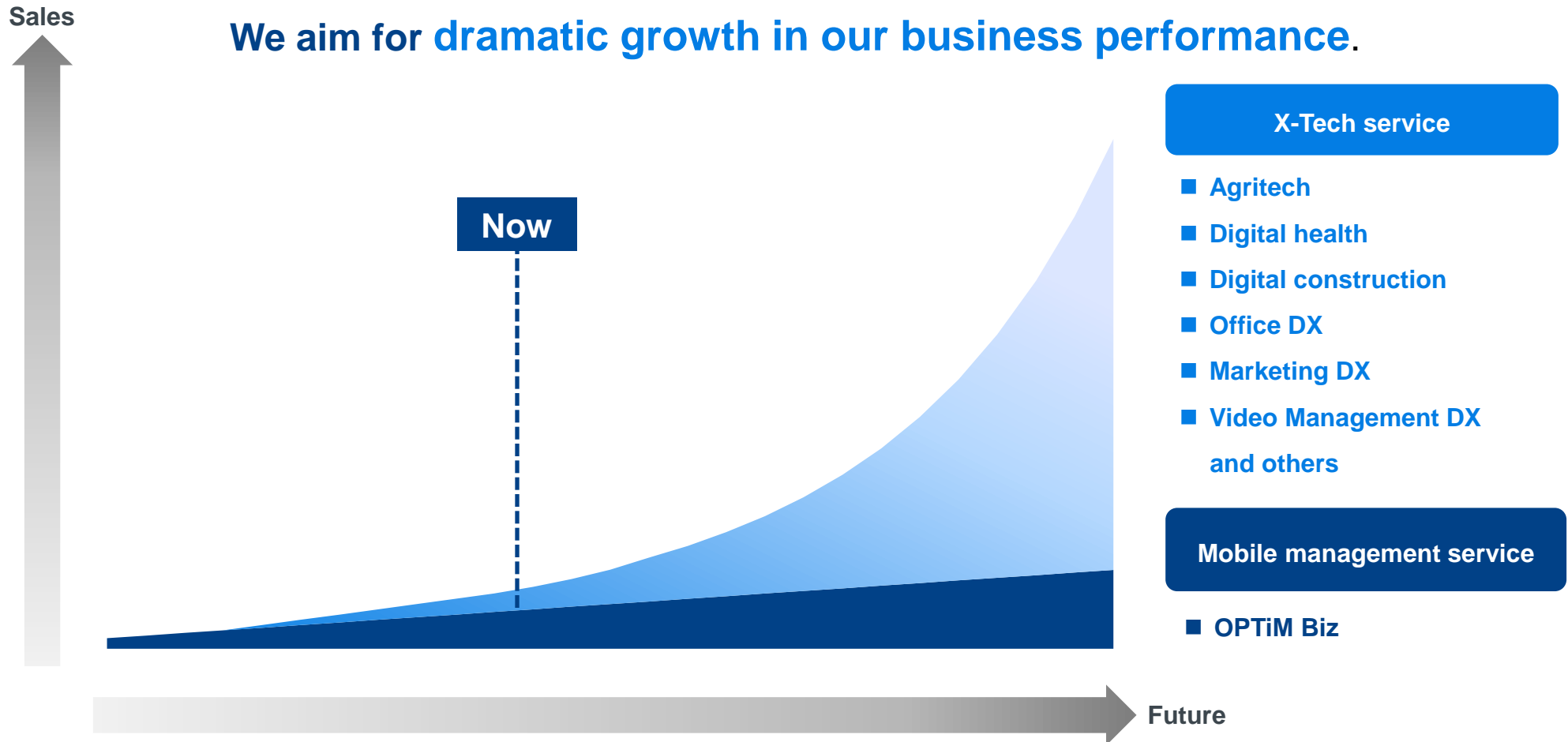
## ■ Overview of Each Service

Category		Overview
Mobile Management Service	OPTiM Biz	<b>[Continued Growth]</b> The number of licenses is steadily increasing along with the expansion of the MDM market. Demand for kiosk terminals is also expected to grow, ensuring continued growth.
Other Services	Remote Management Service	<b>[Steady Growth]</b> Utilization in paid support and corporate use is steady. Tools for remote support of websites, in addition to PCs and smartphones, are also being introduced.
	Support Service	<b>[Decreasing Revenue, Stable Revenue]</b> Despite decreasing demand for consumer support services, stable revenue continues. Progressing according to plan.
	Other Services	<b>[Stagnant, Stable Income]</b> While significant growth in stock sales for "Tabho" and other services is not expected, steady progress and revenue continue. Progressing according to plan.

## Medium- to long-term sales growth vision

While steadily growing the Mobile Management Service, we aim to significantly grow the X-Tech services, leveraging the rapid expansion of the DX market.

We aim for **dramatic growth in our business performance.**





**OPTiM is a company that continues to create new value using AI, IoT, Cloud, Mobile, and Robotics, promotes DX in all industries, and realizes a prosperous and sustainable future for all people**



## 4. Appendix Introduction to Our Business

# Mobile Management Service

OPTiM®



**OPTiM® Biz** — Expanding Mobile Possibilities —

Mobile Management SaaS



**Domestic MDM  
Market**

**No. 1**<sup>\*1</sup>

for **14 consecutive years**

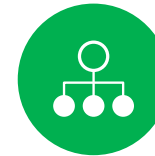
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in business use of smartphones and tablets**



Measures against loss,  
theft, and information  
leaks



Efficient  
device usage



Asset management  
Device monitoring



Security settings

Overwhelming success with  
more than

**180,000 companies**<sup>\*2</sup>

**Average churn rate**

about **0.5%**<sup>\*3</sup>

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## 4. Appendix Introduction to Our Business

# Mobile Management Service

OPTiM®

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**OPTiM® Biz**

Domestic MDM Market

**No. 1**<sup>\*1</sup>

for **14 consecutive years**



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

By industry  
**No. 1**<sup>\*2</sup> in **all 20**  
sectors



EMM market and trend by mobile OS

- Market trends by managed mobile OS **2 categories**

Mobile management market trend

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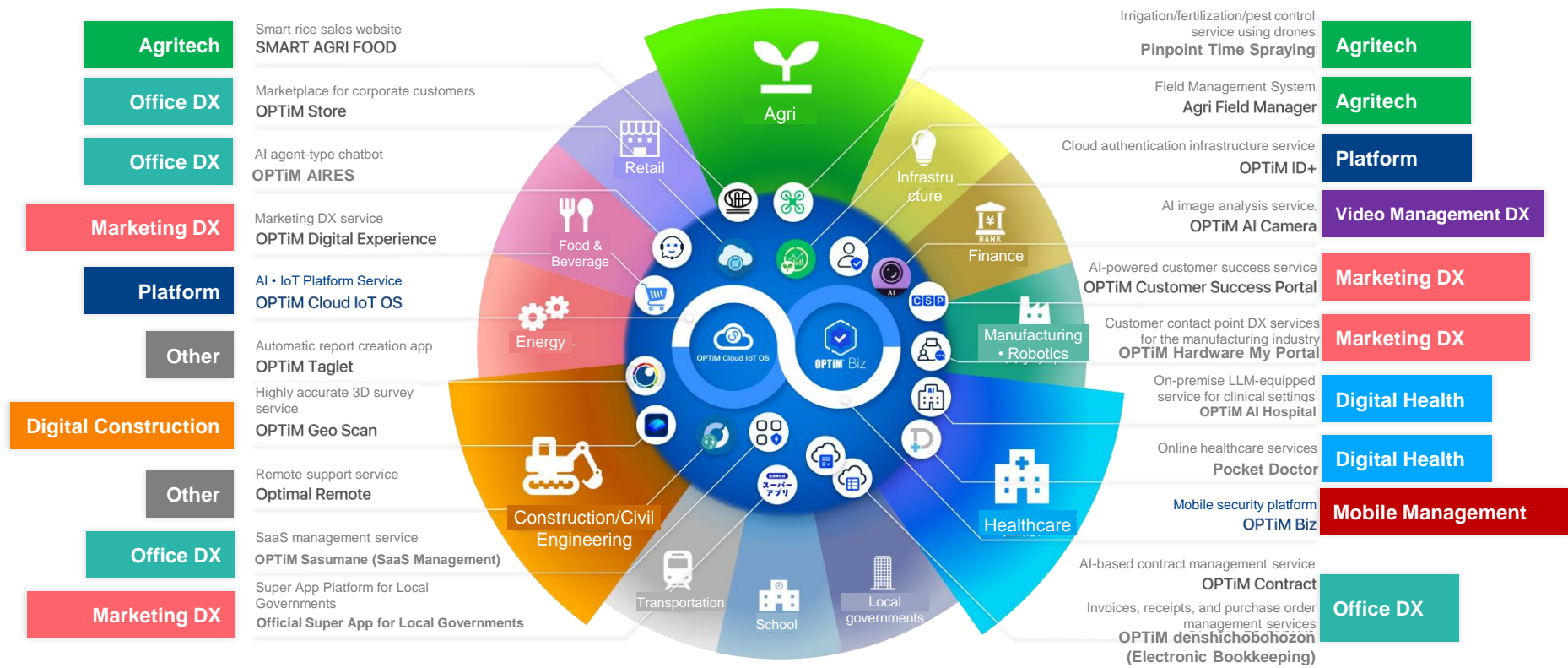
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## 4. Appendix Introduction to Our Business

# X-Tech Service

In the X-Tech service area, we provide DX services specialized for each industry and sector, leveraging OPTiM's security, device management, and other platforms as well as AI/IoT/Robotics and other technologies. Through these services, we promote DX for the entire society and solve social issues specific to each industry.



\* X-Tech Services correspond to Agritech, Digital Construction, Digital Health, Marketing DX, Office DX, and Video Management DX in the above diagram.



## 4. Appendix Introduction to Our Business

# Other Services

OPTiM®



Remote Support Applications  
Remote Desktop and Remote Control Market  
Sales by Vendor and Market Share

Domestic Market **No. 1**

※調査：「Gartner Magic View」モニタリング・エンゲージメント市場調査(2022)  
リモートサポート関連リモートデスクトップ/リモートコントロール市場。ページャー関連市場調査は2022年4月

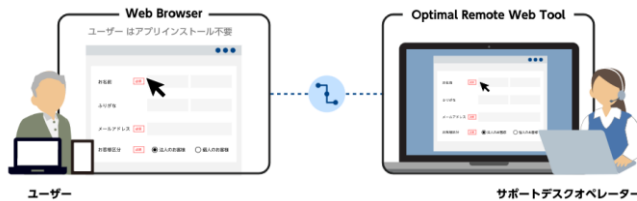


### Optimal Remote series

Optimal Remote is a remote support service that allows customers to solve their issues remotely by sharing their PC, smartphone, tablet, Web, or IoT device screen in real-time.



### Optimal Remote Web



### Optimal Remote IoT



### Optimal Second Sight

**タブホ®** powered by **OPTiM**

**Unlimited reading of more than 1,000 magazines\* for only 550 yen (tax included)!**

- Wide variety of lineup
  - There's always a magazine you want to read!
  - From popular genres to niche genres, find your favorite magazines!
- You can also read articles you missed in back issues later.

**タブホ® スポット**

**"Boredom" caused by waiting time for customers is replaced by "enjoyment"**

Tabuho Spot is a corporate service for "Tabuho (unlimited use of TABLET)," a fixed-rate unlimited reading service of electronic magazines. Businesses such as beauty salons, restaurants, hospitals, and lodging facilities can apply for Tabuho Spot to provide "Tabuho" free of charge to customers visiting their stores.

**パソコンソフト使い放題**  
powered by **OPTiM**

Unlimited use of PC software powered by OPTiM is an all-you-can-use PC software service that allows you to use a variety of software genres, from entertainment to dictionaries, as you wish for a fixed fee.

\*: As of March 2023

