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Consolidated Financial Results for the Fiscal Year Ended March 31, 2025 [Japanese GAAP]

May 15, 2025

Company name OPTiM CORPORATION Stock exchange listing Tokyo
Code number 3694 URL <https://www.optim.co.jp/>
Representative (Job title) President (Name) Shunji Sugaya
Contact (Job title) Board Director of Administration (Name) Akihiro Hayashi (TEL) 03-6435-8570
Scheduled date of the Ordinary General Meeting of Shareholders June 27, 2025 Scheduled date of commencing dividend payments -
Scheduled date of securities report submission June 30, 2025
Availability of supplementary briefing materials on financial results : Yes
Schedule of financial results briefing session : Yes (For institutional investors and securities analysts)

(Amounts of less than one million yen are rounded down)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (April 1, 2024 to March 31, 2025)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2025	10,580	3.3	1,954	0.7	1,862	1.0	1,178	0.6
Fiscal year ended March 31, 2024	10,243	10.4	1,940	10.9	1,844	12.8	1,171	21.7

(Note) Comprehensive income Fiscal year ended March 31, 2025 1,175 Million yen (2.0 %)
Fiscal year ended March 31, 2024 1,151 Million yen (22.5 %)

	Basic earnings per share	Diluted earnings per share	Return on equity	Return on assets	Operating profit ratio
	Yen	Yen	%	%	%
Fiscal year ended March 31, 2025	21.39	21.29	15.0	18.0	18.5
Fiscal year ended March 31, 2024	21.28	21.13	17.6	20.7	18.9

(Reference) Equity in net income of affiliates Fiscal year ended March 31, 2025 -73 Million yen
Fiscal year ended March 31, 2024 -69 Million yen

(2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio	Net asset per share
	Million yen	Million yen	%	Yen
As of March 31, 2025	11,094	8,519	76.0	152.94
As of March 31, 2024	9,562	7,342	75.8	131.65

(Reference) Equity As of March 31, 2025 8,426 Million yen As of March 31, 2024 7,249 Million yen

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Million yen	Million yen	Million yen	Million yen
Fiscal year ended March 31, 2025	2,111	(1,966)	(312)	1,734
Fiscal year ended March 31, 2024	1,965	(1,504)	0	1,902

2. Dividends

	Annual dividends					Total dividends (Total)	Dividend payout ratio (Consolidated)	Dividend on equity (Consolidated)
	1st quarter end	2nd quarter end	3rd quarter end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2024	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ended March 31, 2025	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ending March 31, 2026 (Forecast)	—	—	—	—	—		—	

(Note) The dividend forecast for the fiscal year ending March 31, 2026 is currently undecided.

3. Consolidated Financial Results Forecasts for the Fiscal Year Ending March 31, 2026 (April 1, 2025 to March 31, 2026)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	11,640	10.0	1,570	(19.7)	—		—		—

(Note) For ordinary profit and profit attributable to owners of parent, the Group has not disclosed specific forecast figures as it is difficult to make reasonable estimates regarding the earnings of affiliates not controlled by the Group.

* Notes

(1) Changes in significant during the fiscal year ended March 31, 2025: No

New: – (Company name:), Exclusion: – (Company name:)

(2) Changes in accounting policies, changes in accounting estimates and retrospective restatements

1) Changes in accounting policies due to the revision of accounting standards : No

2) Changes in accounting policies other than due to 1) above : No

3) Changes in accounting estimates : No

4) Retrospective restatement : No

(3) Total number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares)

March 31, 2025	55,198,528 shares	March 31, 2024	55,163,232 shares
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2) Total number of treasury shares at the end of the period

March 31, 2025	99,888 shares	March 31, 2024	95,347 shares
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3) Average number of shares during the period

March 31, 2025	55,090,773 shares	March 31, 2024	55,056,327 shares
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(Reference) Summary of Non-Consolidated Financial Results

1. Non-Consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (From April 1, 2024 to March 31, 2025)

(1) Non-Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2025	10,277	3.0	1,928	(1.8)	1,915	(1.6)	1,177	12.5
Fiscal year ended March 31, 2024	9,976	10.3	1,964	10.6	1,946	9.3	1,046	4.6
	Basic earnings per share		Diluted earnings per share					
	Yen		Yen					
Fiscal year ended March 31, 2025	21.37		21.27					
Fiscal year ended March 31, 2024	19.01		18.88					

(2) Non-Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio	Net asset per share
	Million yen	Million yen	%	Yen
As of March 31, 2025	10,957	8,410	76.8	152.64
As of March 31, 2024	9,409	7,234	76.9	131.38

(Reference) Equity As of March 31, 2025 8,410 Million yen As of March 31, 2024 7,234 Million yen

* The financial statements are not subject to a review by a certified public accountant or audit firm.

* Proper use of the financial results forecasts and other special notes

The forward-looking statements, including the financial results forecasts, contained in this document are based on information currently available to the Company and on certain assumptions deemed reasonable by the Company, and they are not intended as a promise by the Company that they will be achieved. Actual results may differ materially due to a variety of factors.

○ Table of contents of attached documents

1. Summary of Operating Results, etc.....	5
(1) Summary of Operating Results for the Current Fiscal Year	5
(2) Summary of Financial Position for the Current Fiscal Year	6
(3) Summary of Cash Flows for the Current Fiscal Year	7
(4) Future Outlook	7
2. Basic Approach to the Selection of Accounting Standards.....	9
3. Consolidated Financial Statements and Major Notes	10
(1) Consolidated Balance Sheets	10
(2) Consolidated Statements of Income and Comprehensive Income.....	12
Consolidated Statements of Income	12
Consolidated Statements of Comprehensive Income	13
(3) Consolidated Statement of Changes in Equity	14
(4) Consolidated Statement of Cash Flows.....	16
(5) Notes on Consolidated Financial Statements	18
(Notes ongoing concern assumptions)	18
(Segment information, etc.).....	18
(Per share information)	20
(Significant subsequent events).....	20

1. Summary of Operating Results, etc.

(1) Summary of Operating Results for the Current Fiscal Year

During the fiscal year ended March 31, 2025 our group has continued to steadily grow our “Mobile Management Services,” which hold an overwhelming market share, while also aiming to achieve significant growth by creating innovation in the rapidly expanding DX (*1) market with our “X-Tech Services.” We have pursued these two initiatives as the two pillars of our business.

Below, we will provide an overview of the specific progress made during the current fiscal year, categorized under “X-Tech Services” and “Mobile Management Services.”

First, we will discuss “X-Tech Services,” which are the core of our proactive growth investments.

In the AgriTech field, we are expanding our business in the areas of production, processing, and distribution with the aim of DX and AX (*2) the entire agricultural value chain. During the fiscal year ended March 31, 2025, we conducted aggressive sales activities and growth investments to further expand our drone spraying DX service, “Pinpoint Time Spraying Service” (hereinafter referred to as “PTS”). As a result, during the fiscal year ended March 31, 2025, the PTS for rice was adopted by approximately 100 pest control associations and JA organizations in 26 prefectures and 133 municipalities, achieving a usage record of approximately 26,000 hectares and approximately 110,000 rice fields, representing the largest share (*3) in the domestic drone spraying DX service market. Furthermore, the spraying market for rice, which has traditionally been dominated by helicopter spraying, is increasingly shifting toward drone spraying, with the potential for the drone spraying market continuing to grow.

In the digital health field, we provide various DX and AX services aimed at improving operational efficiency through digitalization, including remote medical consultation services and digital platform services for surgical support robots, to address issues such as rising medical costs due to an aging population and a shortage of medical personnel. In the current fiscal year, we launched “OPTiM AI Hospital,” the first service in Japan (*4) to support document creation for medical professionals using generative AI (*5) on an on-premises (*6) LLM (*7). “OPTiM AI Hospital” features our proprietary LLM, “OPTiM AI,” which operates in a highly secure on-premises environment without requiring connection to the external internet. This service enables doctors and nurses to create necessary documents using generative AI in environments where personal information is highly sensitive, such as hospitals, thereby reducing medical document creation costs by approximately 50% (*8). The service has begun implementation at hospitals nationwide. Additionally, we have entered into a capital and business alliance with Central Medience Co., Ltd., a company that operates multiple hospitals and provides comprehensive medical services. Going forward, we will collaborate with Central Medience Co., Ltd. to develop and provide hospital management DX services, medical device and pharmaceutical distribution (SPD) DX services, hospital cleaning DX services, medical billing and claim management DX services, and other medical-related DX services, leveraging their extensive expertise and experience in hospital management.

Regarding digital construction, we provide an app that enables the digitization of daily operations at construction and civil engineering sites using a single smartphone. In the current fiscal year, we have launched the “OPTiM Geo Scan” corporate license, a mobile integrated operation solution for construction sites. The “OPTiM Geo Scan” corporate license includes the “OPTiM Geo Scan” license, dedicated hardware for “OPTiM Geo Scan Advance,” GNSS receivers (*9), and other necessary equipment such as iPhones, all bundled into one service. By subscribing to the “OPTiM Geo Scan” corporate license, customers can immediately use “OPTiM Geo Scan” without the hassle of procuring equipment or managing assets. The solution has been adopted by major general contractors, including Shimizu Corporation, which is widely utilizing it across all regions in Japan and over 23 sites overseas.

In terms of marketing DX, we provide “customer touchpoint digitalization services” that enable organizations and companies to adapt to the rapidly changing lifestyles of consumers centered around smartphones. Business expansion is progressing across various industries. In the current fiscal year, our “Municipal Official Super App,” a super app platform that consolidates all apps provided by municipalities, received high praise from the media and external organizations. Based on this track record, we are promoting its expansion nationwide. As a result, the service has begun in multiple local governments, including Tagawa City in Fukuoka Prefecture, Munakata City in Fukuoka Prefecture, and Takeo City in Saga Prefecture.

Next, we will discuss our other core business, “Mobile Management Services.”

In the “Mobile Management Services” segment for the fiscal year ended March 31, 2023, we renamed “OPTiM Biz” (formerly known as “Optimal Biz”), which has held the top market share for 14 consecutive years (*10), to “OPTiM Biz” on February 9, 2025, and implemented a major version upgrade to prepare for the AI era.

We have achieved major upgrades to each functional group, refreshed the service name and UX (*11), and integrated AI agents to provide operational support services. Additionally, we have established close collaborative relationships with various smartphone and tablet manufacturers to further expand into the dedicated device market.

As a result of these activities, consolidated operating results for the current fiscal year were as follows: net sales of 10,580,636 thousand yen (up 3.3% year on year), operating profit of 1,954,346 thousand yen (up 0.7% year on year), ordinary profit of 1,862,328 thousand yen (up 1.0% year on year), and profit attributable to owners of parent of 1,178,350 thousand yen (up 0.6% year on year).

Although we initially anticipated full-year revenue and operating profit to meet our initial forecasts, including transactions scheduled for the fourth quarter, a review of certain fourth-quarter transactions based on accounting standards led us to revise the revenue recognition for these transactions from gross to net. As a result, revenue decreased from our initial plan, marking the first time we have fallen short of our revenue forecasts since our listing.

As mentioned above, the change to net revenue recognition had no impact on operating profit, resulting in an operating profit margin that was 1.2 percentage points higher than initially projected. Furthermore, our stock-based revenue, which is central to our revenue structure and includes license revenue, remains strong, showing a year-over-year growth of approximately 109%.

- *1 DX: Digital transformation. The concept is that the widespread adoption of IT will improve people's lives in every aspect, meaning that companies will use technology to fundamentally change the performance and scope of their business.
- *2 AX: Abbreviation for AI Transformation. A concept that refers to transforming business by leveraging AI to advance automation and optimization of operations, thereby improving overall organizational productivity.
- *3 As of January 22, 2025, according to our research.
- *4 As of November 7, 2024, according to our research. As an LLM-equipped service that integrates with electronic medical records and is deployed on-premises.
- *5 Generative AI: A general term for AI technology that generates new content such as text, images, videos, and audio by leveraging patterns and relationships learned from data.
- *6 On-premises: The practice of installing and operating hardware such as servers and software such as applications within a facility managed by the user.
- *7 LLM: Abbreviation for Large Language Models. A type of generative AI that achieves advanced language understanding by learning large amounts of text data.
- *8 As of June 3, 2024, according to our research.
- *9 GNSS receiver: A device that receives radio waves transmitted from multiple navigation satellites to the ground and acquires position information.
- *10 Source: Deloitte Tohmatsu Mic Economic Research Institute, September 2023 publication “Current Status and Outlook of the Cloud Services Market 2013 Edition,” IT Asset Management (including MDM) Market “Total Revenue” for the 2011–2012 fiscal years (published in 2013), “Market Outlook for Collaboration/Content and Mobile Management Package Software 2014 Edition” MDM Market Trends “MDM Shipment IDs (including SaaS and ASP)” 2013 fiscal year results (published in 2014), “Market Outlook for Collaboration/Content and Mobile Management Package Software” MDM Market Trends “MDM Shipment ID Count (including SaaS and ASP)” 2014–2017 Actual Results (Published 2015–2018), “Market Outlook for Collaboration and Mobile Management Software 2023 Edition” MDM Market “MDM Shipment IDs (including SaaS and ASP)” 2018–2023 Actual Results and 2024 Forecast (published from 2019 to 2024).
- *11 UX: Abbreviation for “user experience.” Refers to the experience gained by users when using a product or service.

(2) Summary of Financial Position for the Current Fiscal Year

(Assets)

The balance of assets at the end of the current consolidated fiscal year was 11,094,073 thousand yen, an increase of

1,531,538 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to an increase of 994,219 thousand yen in notes and accounts receivable and contract assets, 498,993 thousand yen in software, 296,822 thousand yen Investment securities, offset by a decrease of 167,957 thousand yen in cash and deposits in progress.

(Liabilities)

The balance of liabilities at the end of the current consolidated fiscal year was 2,574,787 thousand yen, an increase of 354,313 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to an increase of 488,445 thousand yen in notes and accounts payable - trade, 207,271 thousand yen in accounts payable, offset by a decrease of 314,550 thousand yen in short-term borrowings in progress.

(Net assets)

The balance of net assets at the end of the current consolidated fiscal year was 8,519,286 thousand yen, an increase of 1,177,224 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to an increase of 1,178,350 thousand yen in retained earnings resulting from profit attributable to owners of parent.

(3) Summary of Cash Flows for the Current Fiscal Year

Cash and cash equivalents (hereinafter referred to as "funds") at the end of the current consolidated fiscal year decreased by 167,957 thousand yen from the end of the previous fiscal year to 1,734,795 thousand yen.

The status of cash flows and their main factors during the current fiscal year are as follows.

(Cash flows from operating activities)

Net cash provided by operating activities was 2,111,097 thousand yen (1,965,133 thousand yen provided in the same period of the previous year). This was mainly due to an increase in funds from profit before income taxes of 1,863,407 thousand yen and depreciation of 1,109,895 thousand yen, offset by a decrease in funds due to an increase in trade receivables of 994,219 thousand yen.

(Cash flows from investing activities)

Net cash used in investing activities was 1,966,100 thousand yen (1,504,066 thousand yen used in the same period of the previous year). This is due to the purchase of intangible assets of 1,571,625 thousand yen and purchase of investment securities of 114,900 thousand yen.

(Cash flows from financing activities)

Net cash provided by financing activities was 312,955 thousand yen (825 thousand yen gained in the same period of the previous year). This was mainly due to an expenditure of 314,550 thousand yen for the repayment of short-term borrowings.

(4) Future Outlook

The group's business model is centered on recurring license revenue, which is a form of stock sales. Our group has been investing in innovation to drive significant growth in the rapidly expanding DX and AX markets, while also expanding our business to steadily grow our "Mobile Management Services," which hold an overwhelming market share. For the fiscal year ending March 31, 2026, we anticipate continued growth in Mobile Management Services, as well as significant growth in X-Tech services such as AgriTech PTS and AI services.

In the AgriTech field, we will invest in establishing a nationwide service delivery system and expand the platform established for rice cultivation to include seeding, fertilization, and weed control services for rice cultivation. Additionally, we will expand into other crops such as citrus fruits, soybeans, edamame, wheat, onions, pumpkins, and sweet potatoes.

In the digital health field, OPTiM AI Hospital will expand the range of documents supported for its document creation support services for doctors and nurses, which have achieved significant cost reductions, and will expand OPTiM AI Hospital-compatible services to achieve further cost reductions across the entire hospital and promote wider adoption.

In the digital construction field, we will strengthen sales and development of the popular OPTiM Geo Scan. We have begun

offering mini-apps such as 3D Design (Pro), which enables the creation of 3D design data, and will continue to enhance mini-apps to digitize daily construction and civil engineering site operations with a single smartphone, from measurement apps to business apps.

In the mobile management service field, “OPTiM Biz” will evolve into a safer and more operationally efficient device management service through further integration with AI. We will also enhance compatibility and functional integration with “Office DX Services” such as AI document management services to achieve comprehensive services that resolve issues faced by information systems and management departments.

Finally, our group will actively promote service development and R&D investment in the generative AI field. We will place AI at the center of our business and technology development strategy and strategically promote technology, services, and internal transformation to accelerate growth. We have built a flexible large-scale language model (LLM) platform that supports both cloud and on-premises environments, and are developing services centered on this platform. We are rolling out new services such as OPTiM AIRES, a general-purpose AI agent for office work; OPTiM AI Hospital, an AI agent for medical document generation; and OPTiM Taglet, an AI agent for report generation. We will continue to develop and provide new services that leverage AI. Additionally, we are advancing the integration of AI into our MDM and PC management service “OPTiM Biz,” as well as launching “OPTiM Customer Success Portal,” the first-of-its-kind customer success service in Japan powered by generative AI, and “OPTiM Electronic Document Management,” a cloud-based AI document management service, among other initiatives to refresh user experience through AI integration. Going forward, we will continue to expand our research and development capabilities in the rapidly evolving AI field, while accelerating productivity reforms and innovation through the comprehensive adoption of AI across all business operations, including fundamental development processes, and will refine these initiatives through practical implementation.

Additionally, as part of our growth investment strategy, we are actively investing in software development, and since the fiscal year ended March 2020, we have been capitalizing a portion of these development costs as software assets. Software assets are amortized using the straight-line method over five years, and we expect that the accumulation of amortization expenses in the fiscal year ending March 2026 will have a negative impact on operating income compared to the fiscal year ending March 2025.

In addition, we plan to actively invest in improving our human resources management system to further strengthen the acquisition and retention of talented personnel, which is the most important key factor in the growth of our business.

As a result of the above, for the current consolidated fiscal year, the Company forecasts net sales of 11,640 million yen (up 10.0% year-on-year) and operating profit of 1,570 million yen (down 19.7% year-on-year).

Additionally, for ordinary profit and profit attributable to owners of parent, the Group has not disclosed specific forecast figures as it is difficult to make reasonable estimates regarding the earnings of affiliates not controlled by the Group.

2. Basic Approach to the Selection of Accounting Standards

For the time being, the Group's policy is to prepare consolidated financial statements in accordance with Japanese GAAP, taking into consideration the comparability of the consolidated financial statements from period to period and the comparability among companies. With respect to the application of International Financial Reporting Standards, the Group intends to take appropriate measures in consideration of various circumstances in Japan and overseas.

3. Consolidated Financial Statements and Major Notes

(1) Consolidated Balance Sheets

	(1,000 yen)	
	Fiscal year ended March 31, 2024 (As of March 31, 2024)	Fiscal year ended March 31, 2025 (As of March 31, 2025)
Assets		
Current assets		
Cash and deposits	1,902,753	1,734,795
Notes and accounts receivable - trade, and contract assets	2,491,259	3,485,478
Merchandise and finished goods	50,124	64,251
Work in process	1,524	5,965
Raw materials and supplies	7,095	6,741
Other	146,307	178,853
Total current assets	4,599,064	5,476,085
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	295,930	272,141
Machinery, equipment and vehicles, net	73,935	60,823
Construction in progress	1,275	-
Other, net	69,054	66,514
Total property, plant and equipment	440,196	399,478
Intangible assets		
Software	2,852,745	3,351,738
Software in progress	174,160	214,771
Other	47,727	41,589
Total intangible assets	3,074,632	3,608,099
Investments and other assets		
Investment securities	350,366	647,188
Shares of subsidiaries and associates	335,874	260,482
Leasehold and guarantee deposits	346,503	346,416
Deferred tax assets	327,078	257,829
Other	88,818	98,492
Total investments and other assets	1,448,641	1,610,409
Total non-current assets	4,963,470	5,617,988
Total assets	9,562,534	11,094,073

(1,000 yen)

	Fiscal year ended March 31, 2024 (As of March 31, 2024)	Fiscal year ended March 31, 2025 (As of March 31, 2025)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	335,448	823,893
Short-term borrowings	314,550	—
Accounts payable	259,727	466,999
Income taxes payable	397,346	337,701
Contract liabilities	327,382	334,963
Provision for bonuses	224,359	236,247
Provision for bonuses for directors (and other officers)	21,826	21,633
Other	200,276	213,250
Total current liabilities	2,080,916	2,434,689
Non-current liabilities		
Asset retirement obligations	139,557	140,098
Total non-current liabilities	139,557	140,098
Total liabilities	2,220,473	2,574,787
Net assets		
Shareholders' equity		
Share capital	444,587	445,435
Capital surplus	728,719	729,566
Retained earnings	6,188,174	7,366,524
Treasury shares	(75,500)	(75,599)
Total shareholders' equity	7,285,980	8,465,925
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(36,019)	(39,247)
Total accumulated other comprehensive income	(36,019)	(39,247)
Share acquisition rights	—	329
Non-controlling interests	92,100	92,278
Total net assets	7,342,061	8,519,286
Total liabilities and net assets	9,562,534	11,094,073

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(1,000 yen)

	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Net sales	10,243,411	10,580,636
Cost of sales	5,196,167	5,358,028
Gross profit	5,047,243	5,222,608
Selling, general and administrative expenses	3,107,004	3,268,261
Operating profit	1,940,238	1,954,346
Non-operating income		
Interest income	64	2,938
Commission income	2,940	17,963
Insurance claim income	1,414	3,288
Subsidy income	1,671	6,050
Other	5,480	3,229
Total non-operating income	11,571	33,470
Non-operating expenses		
Interest expenses	1,418	829
Share of loss of entities accounted for using equity method	69,884	73,217
Loss on investments in investment partnerships	13,617	19,826
Loss on retirement of non-current assets	22,733	28,952
Other	38	2,663
Total non-operating expenses	107,693	125,489
Ordinary profit	1,844,116	1,862,328
Extraordinary income		
Gain on change in equity	19,324	1,996
National subsidies	21,328	1,954
Total extraordinary income	40,652	3,950
Extraordinary losses		
Loss on reduction of non-current assets	21,328	1,954
Loss on valuation of investment securities	—	917
Total extraordinary losses	21,328	2,871
Profit before income taxes	1,863,440	1,863,407
Income taxes - current	610,615	613,462
Income taxes - deferred	81,244	71,416
Total income taxes	691,860	684,878
Profit	1,171,580	1,178,528
Profit attributable to non-controlling interests	224	178
Profit attributable to owners of parent	1,171,356	1,178,350

Consolidated Statements of Comprehensive Income

(1,000 yen)

	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Profit	1,171,580	1,178,528
Other comprehensive income		
Valuation difference on available-for-sale securities	(19,653)	(3,227)
Total other comprehensive income	(19,653)	(3,227)
Comprehensive income attributable to	1,151,926	1,175,300
Comprehensive income attributable to owners of parent	1,151,702	1,175,122
Comprehensive income attributable to non-controlling interests	224	178

(3) Consolidated Statement of Changes in Equity

Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)

(1,000 yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	444,125	728,256	5,016,817	(75,401)	6,113,799
Changes during period					
Issuance of new shares - exercise of share acquisition rights	462	462			924
Profit (loss) attributable to owners of parent			1,171,356		1,171,356
Acquisition of treasury shares				(99)	(99)
Net changes in items other than shareholders' equity					
Total changes during period	462	462	1,171,356	(99)	1,172,181
Balance at end of period	444,587	728,719	6,188,174	(75,500)	7,285,980

	Accumulated other comprehensive income		Stock Options	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income			
Balance at beginning of period	(16,365)	(16,365)	—	91,876	6,189,309
Changes during period					
Issuance of new shares - exercise of share acquisition rights					924
Profit (loss) attributable to owners of parent					1,171,356
Acquisition of treasury shares					(99)
Net changes in items other than shareholders' equity	(19,653)	(19,653)	—	224	(19,429)
Total changes during period	(19,653)	(19,653)	—	224	1,152,752
Balance at end of period	(36,019)	(36,019)	—	92,100	7,342,061

Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)

(1,000 yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	444,587	728,719	6,188,174	(75,500)	7,285,980
Changes during period					
Issuance of new shares - exercise of share acquisition rights	847	847			1,694
Profit (loss) attributable to owners of parent			1,178,350		1,178,350
Acquisition of treasury shares				(99)	(99)
Net changes in items other than shareholders' equity					
Total changes during period	847	847	1,178,350	(99)	1,179,944
Balance at end of period	445,435	729,566	7,366,524	(75,599)	8,465,925

	Accumulated other comprehensive income		Stock Options	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income			
Balance at beginning of period	(36,019)	(36,019)	—	92,100	7,342,061
Changes during period					
Issuance of new shares - exercise of share acquisition rights					1,694
Profit (loss) attributable to owners of parent					1,178,350
Acquisition of treasury shares					(99)
Net changes in items other than shareholders' equity	(3,227)	(3,227)	329	178	(2,720)
Total changes during period	(3,227)	(3,227)	329	178	1,177,224
Balance at end of period	(39,247)	(39,247)	329	92,278	8,519,286

(4) Consolidated Statement of Cash Flows

(1,000 yen)

	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Cash flows from operating activities		
Profit before income taxes	1,863,440	1,863,407
Depreciation	829,535	1,109,895
Increase (decrease) in provision for bonuses for directors (and other officers)	(9,948)	(192)
Increase (decrease) in provision for bonuses	13,646	11,888
Interest income	(64)	(2,938)
Interest expenses	1,418	829
Share of loss (profit) of entities accounted for using equity method	69,884	73,217
Loss (gain) on investments in investment partnerships	13,617	19,826
Loss on retirement of non-current assets	22,733	28,952
Loss (gain) on valuation of investment securities	—	917
Loss (gain) on change in equity	(19,324)	(1,996)
Decrease (increase) in trade receivables	(389,901)	(1,021,735)
Decrease (increase) in inventories	800	(18,213)
Increase (decrease) in trade payables	(181,332)	494,140
Increase (decrease) in accounts payable - other	162,985	98,155
Increase (decrease) in contract liabilities	129,825	7,581
Other, net	(8,890)	4,258
Subtotal	2,498,426	2,767,992
Interest and dividends received	81	2,922
Interest paid	(1,226)	(707)
Income taxes paid	(532,148)	(659,109)
Net cash provided by (used in) operating activities	1,965,133	2,111,097
Cash flows from investing activities		
Purchase of property, plant and equipment	(114,900)	(67,661)
Purchase of intangible assets	(1,400,533)	(1,571,625)
Purchase of investment securities	—	(330,000)
Payments of leasehold and guarantee deposits	(8,561)	-
Proceeds from refund of leasehold and guarantee deposits	4,496	11
Subsidies received	21,328	1,954
Other	(5,895)	1,220
Net cash provided by (used in) investing activities	(1,504,066)	(1,966,100)

	(1,000 yen)	
	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Cash flows from financing activities		
Repayments of short-term borrowings	—	(314,550)
Purchase of treasury shares	(99)	(99)
Proceeds from issuance of shares resulting from exercise of share acquisition rights	924	1,694
Net cash provided by (used in) financing activities	825	(312,955)
Net increase (decrease) in cash and cash equivalents	461,892	(167,957)
Cash and cash equivalents at beginning of period	1,440,860	1,902,753
Cash and cash equivalents at end of period	1,902,753	1,734,795

(5) Notes on Consolidated Financial Statements

(Notes ongoing concern assumptions)

Not applicable.

(Segment information, etc.)

[Segment information]

Since the Group's business is mainly the license sales and maintenance support service (Optimal) business, this information is omitted.

[Related information]

Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)

1. Information by Product and Service

	(1,000 yen)				
	IoT platform service	Remote management service	Support service	Other services	Total
Sales to external customers	9,075,503	751,120	86,045	330,741	10,243,411

2. Information by Region

(1) Sales

This information is omitted as sales to external customers in Japan account for more than 90% of the net sales in the consolidated statements of income.

(2) Property, Plant and Equipment

Not applicable as there is no property, plant and equipment located outside Japan.

3. Information by Major Customer

(1,000 yen)

Name of customer	Sales
KDDI CORPORATION	3,189,475

Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)

1. Information by Product and Service

(1,000 yen)

	IoT platform service	Remote management service	Support service	Other service	Total
Sales to external customers	9,487,161	607,453	73,804	412,216	10,580,636

2. Information by Region

(1) Sales

This information is omitted as sales to external customers in Japan account for more than 90% of the net sales in the consolidated statements of income.

(2) Property, Plant and Equipment

Not applicable as there is no property, plant and equipment located outside Japan.

3. Information by Major Customer

(1,000 yen)

Name of customer	Sales
KDDI CORPORATION	3,268,793

[Information on impairment losses of non-current assets by reportable segment]

Since the Group's business is mainly the license sales and maintenance support service (Optimal) business, this information is omitted.

[Information on amortization of goodwill and unamortized balance by reportable segment]

Since the Group's business is mainly the license sales and maintenance support service (Optimal) business, this information is omitted.

[Information on gains on negative goodwill by reportable segment]

Not applicable.

(Per share information)

	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Net assets per share	131.65 Yen	152.94 Yen
Basic earnings per share	21.28 Yen	21.39 Yen
Diluted earnings per share	21.13 Yen	21.29 Yen

(Note) 1. The basis for calculating net assets per share is as follows.

	Fiscal year ended March 31, 2024 (As of March 31, 2024)	Fiscal year ended March 31, 2025 (As of March 31, 2025)
Total net assets (1,000 yen)	7,342,061	8,519,286
Amount deducted from total net assets (1,000 yen)	92,100	92,607
Net assets related to common shares at the end of the period (1,000 yen)	7,249,961	8,426,678
Number of common shares used in the calculation of net assets per share at the end of the period (share)	55,067,885	55,098,640

2. The basis for calculating basic earnings per share and diluted earnings per share is as follows.

	Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)	Fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)
Basic earnings per share		
Profit attributable to owners of parent (1,000 yen)	1,171,356	1,178,350
Amounts not attributable to common shareholders (1,000 yen)	—	—
Profit attributable to owners of the parent related to common shares (1,000 yen)	1,171,356	1,178,350
Average number of common shares during the period (share)	55,056,327	55,090,773
Diluted earnings per share		
Adjustment of profit attributable to owners of the parent (1,000 yen)	—	—
Increase in common shares (shares)	369,157	253,305
(Of which stock acquisition rights (shares))	(369,157)	(253,305)
Summary of potential stock not included in the calculation of diluted earnings per share due to the absence of dilutive effects	—	

(Significant subsequent events)

Not applicable.