

FY03/2025 Investor Presentation

May 21, 2025

OPTiM Corporation

(Tokyo Stock Exchange Prime Market: 3694)

President Shunji Sugaya

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.

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FY03/2025 Financial Results

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FY03/2026 Financial Forecasts

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Growth Strategy

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Appendix

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**

**Achieved record high
sales for the 25th
consecutive fiscal year
since the foundation**

We achieved record-high sales in FY03/2025, with steady sales growth in Mobile Management Service and significant sales growth in X-Tech Service.

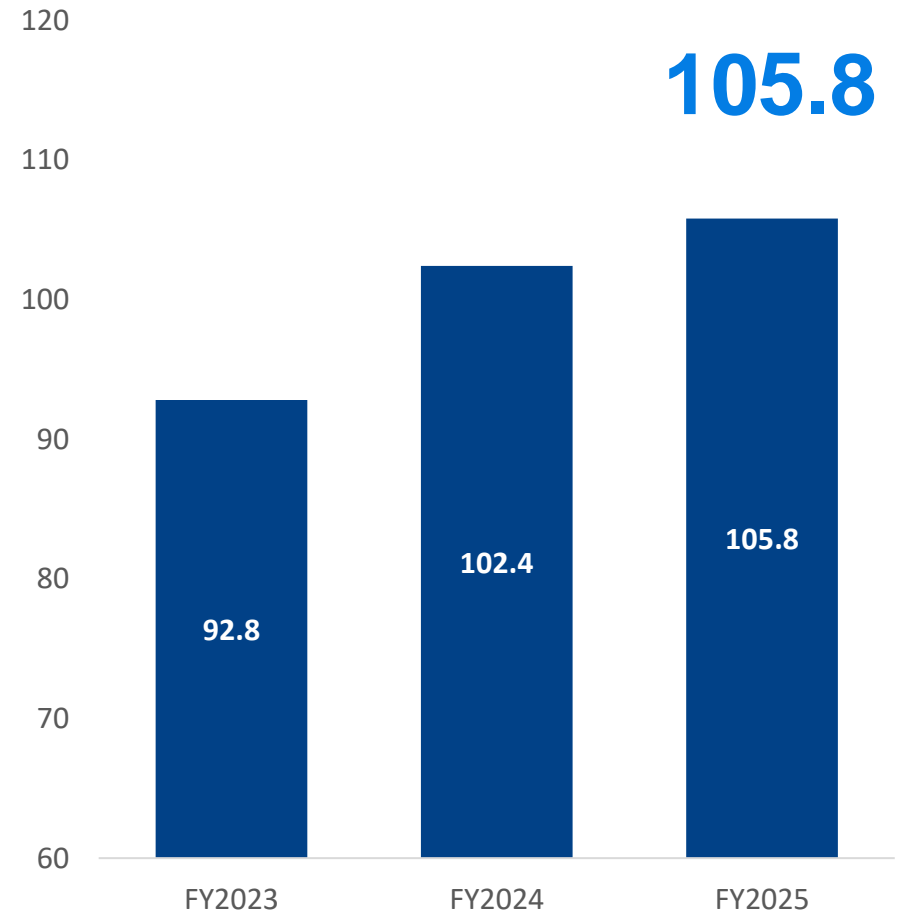
As a result, sales were

10.58 billion yen (103.3% YOY)

as planned at the beginning of the term.

Trend of Sales Result

(Unit: 100 million yen)



Although aggressive growth investment is underway to become a leading company in the 4th Industrial Revolution, we achieved **the record high operating profit**.

As a result,

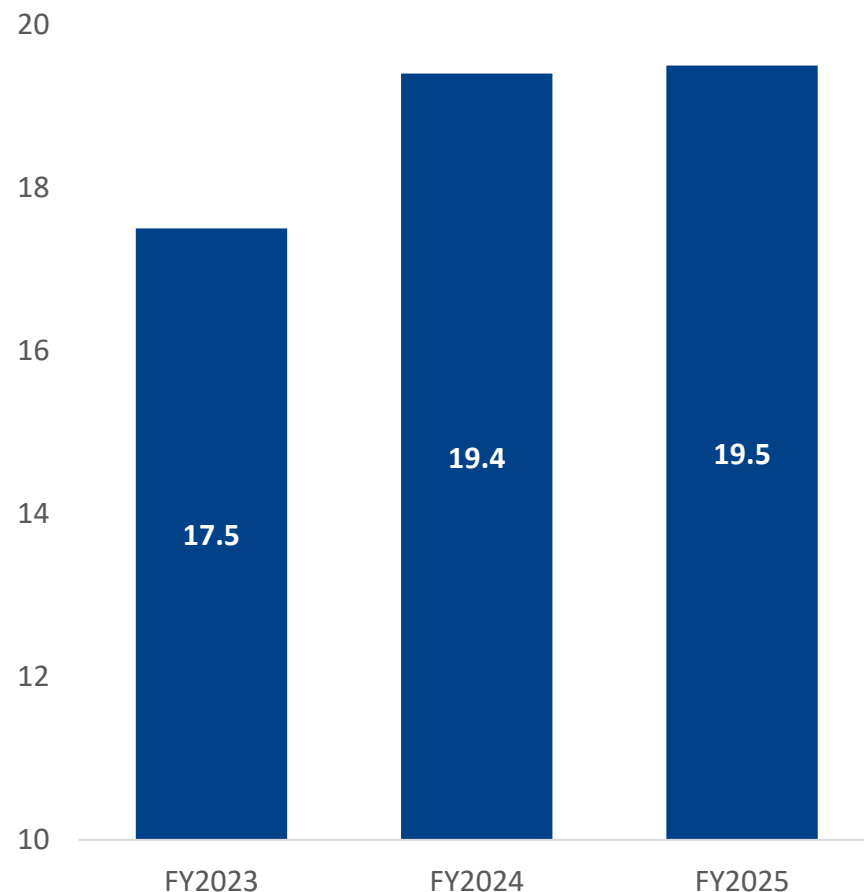
**Operating Profit: 1.95 billion yen
(100.7% YOY)**

**Ordinary Profit: 1.86 billion yen
(101.0% YOY)**

**Net Profit: 1.17 billion yen
(100.6% YOY)**

Trend of Operating Profit

(Unit: 100 million yen)



1. FY03/2025 Financial Results

Sales achieved **a record high** for the 25th consecutive fiscal year since the company's founding. Operating profit also reached **a record high**.

Due to the correction of the accounting method for certain transactions, the sales forecast was **not achieved** for the first time since listing.

Stock sales and sales in new business areas (X-Tech) are progressing smoothly.

(Unit: 100 million yen)

	FY03/2025 Actual Results	FY03/2025 Earnings Forecast	Achievement Rate	FY03/2024 Actual Results	Actual Results YOY
Net Sales	105.8*	113.0	93.6%	102.4	103.3%
Operating Profit	19.5	19.5	100.2%	19.4	100.7%
Ordinary Profit	18.6	—	—	18.4	101.0%
Net Profit	11.7	—	—	11.7	100.6%

*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. FY03/2025 Financial Results

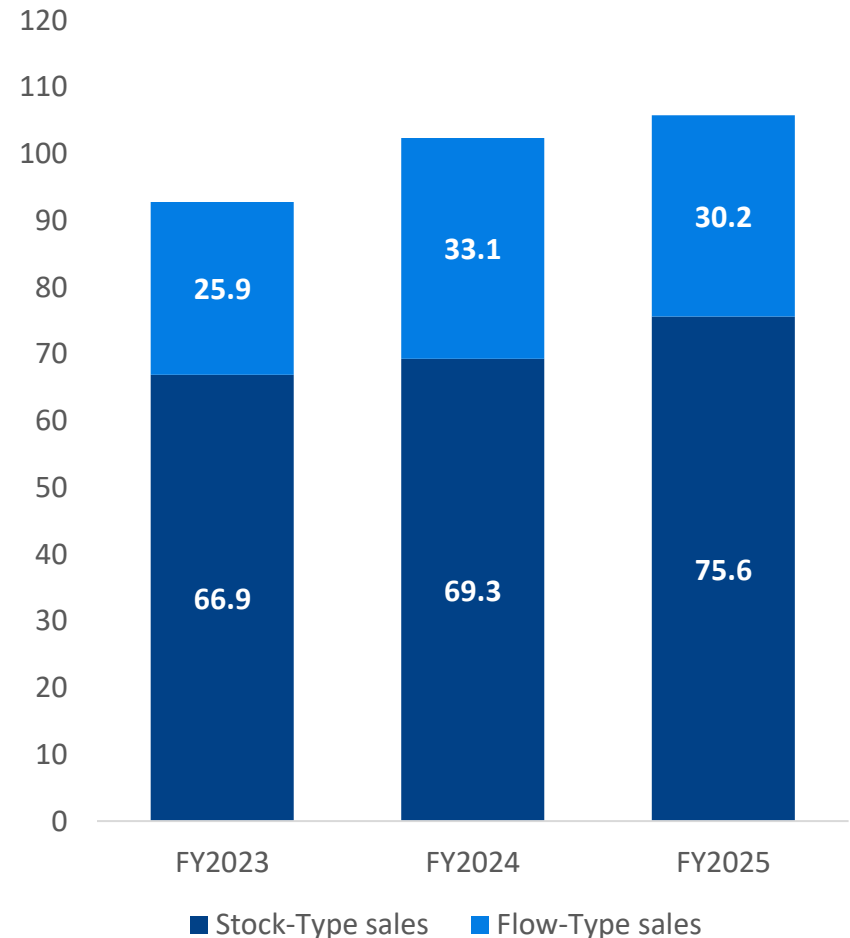
Sales Review Highlights

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

**Stock sales has reached 7.56 billion yen,
Continued strong growth in FY03/2025**

Trend of Stock and Flow Sales

(Unit: 100 million yen)



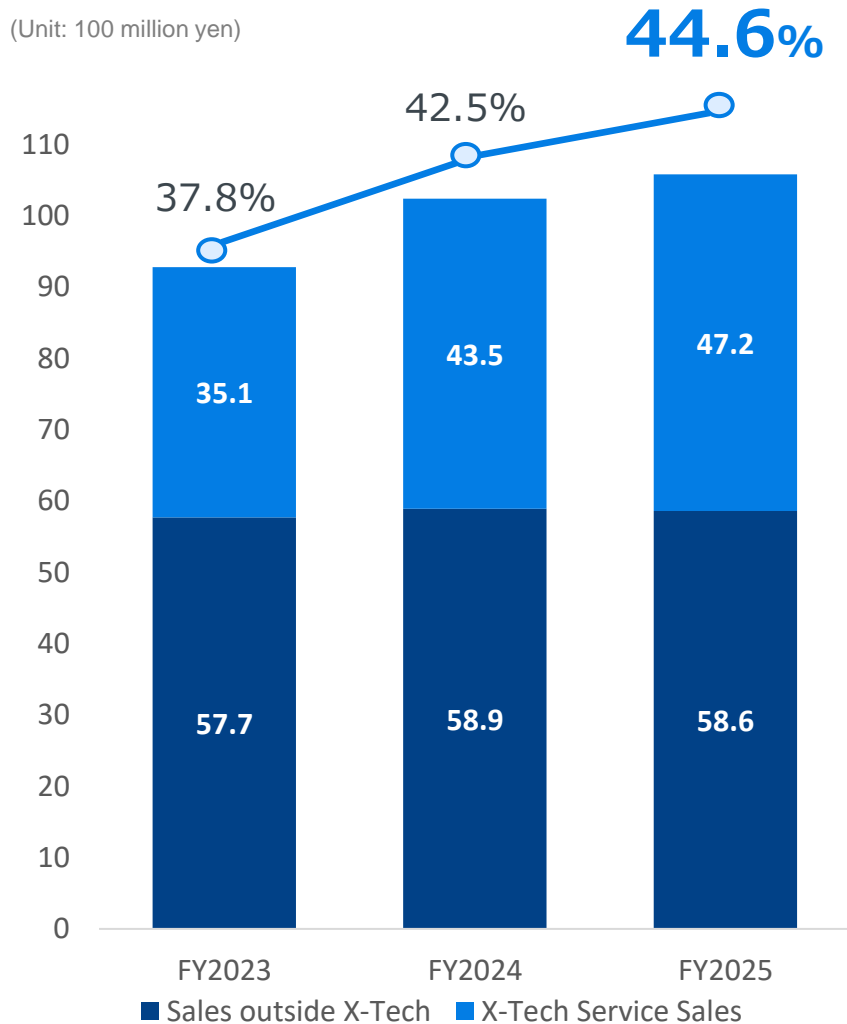
1. FY03/2025 Financial Results

Sales Review Highlights

Sales of X-Tech Service
grew to **44.6%** of total
sales

Trend of X-Tech Service Sales and Other Sales

(Unit: 100 million yen)



*Sales outside X-Tech = Mobile Management Service Sales + Other Service Sales

*Sales of other services decreased.

Pinpoint Timie Spraying service (drone spraying DX service) became Japan's largest*¹ drone spraying service



Distribution area
(Largest in the country)

26,000ha

Area: 26 prefectures, 133 municipalities
Number of customers: 100 pest control associations and JA



Service retention rate

94%~

Percentage of customers who will continue to use our services in the next fiscal year out of those who used our services in the FY2024



Number of fields distributed

110,000

fields

Number of fields our company sprayed in 2024



Intention to expand area

92%~

Ratio excluding customers whose introduction area will not be expanded in the next fiscal year
*Excluding customers who have already introduced the system in all areas



Number of registered pilots

1,000ppl~

Number of pilots currently registered with PTS
*Registration is underway for the next fiscal year's expansion. The number of pilots is also increasing!



Number of pilot teams in operation

200teams

Number of teams participated in the 2024 spraying

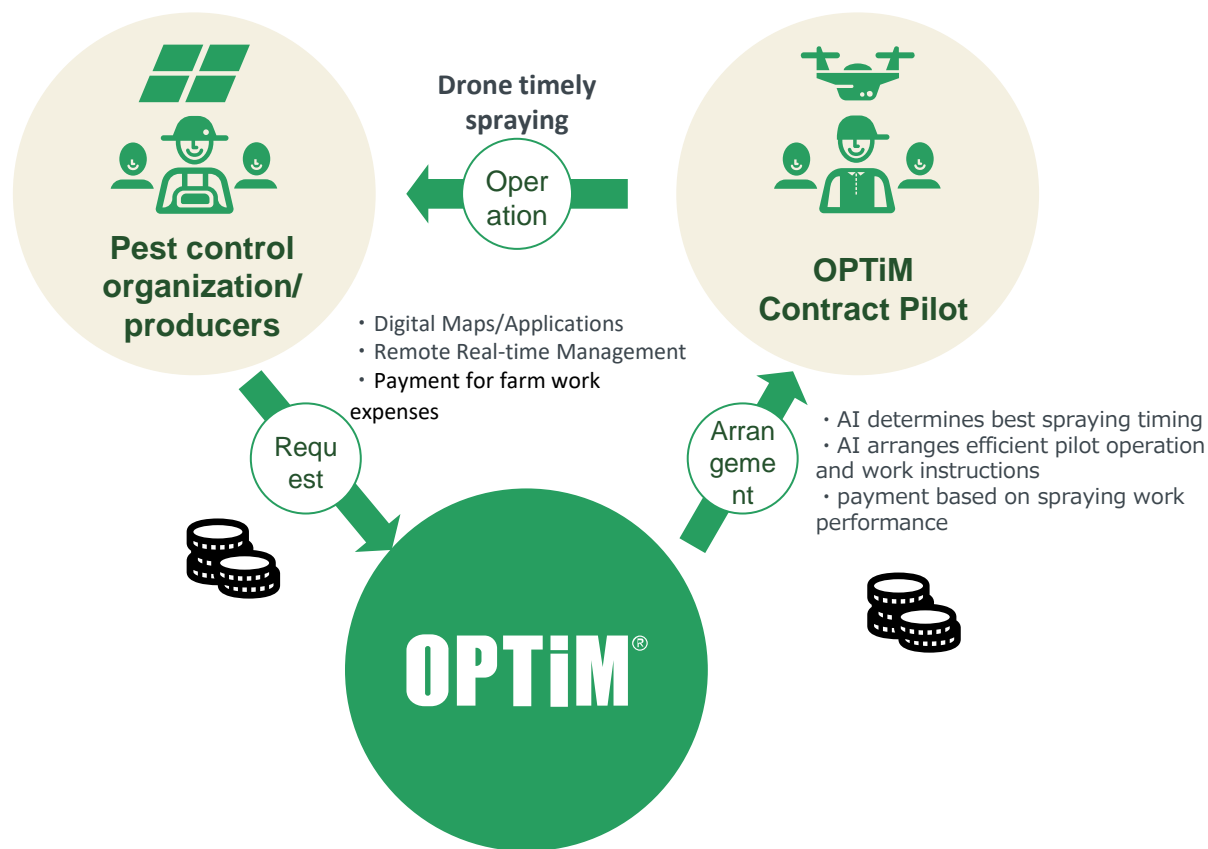
No. 1*¹ domestic market share

The service that can be utilized by numerous pest control associations and JA organizations.



*1 Based on our research (as of January 22, 2025).

The AI arranges farm work requests from producers,
and OPTiM-registered drone pilots nationwide carry out the farm work



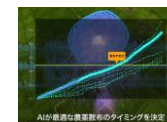
01

● Apply online



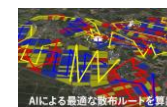
02

● Digital mapping



03

● AI for determining the right timing



04

● AI for determining optimal routes



05

● Pilot selection



06

● drone spraying

**OPTiM AI Hospital, an on-premises LLM service,
reduces the cost of creating documents in hospitals by approximately 50%.**

AIホスピタル画面

看護サマリー > 看護記録要約 > 要約結果

オプティム 一郎 オプティム イチロウ 退院済み

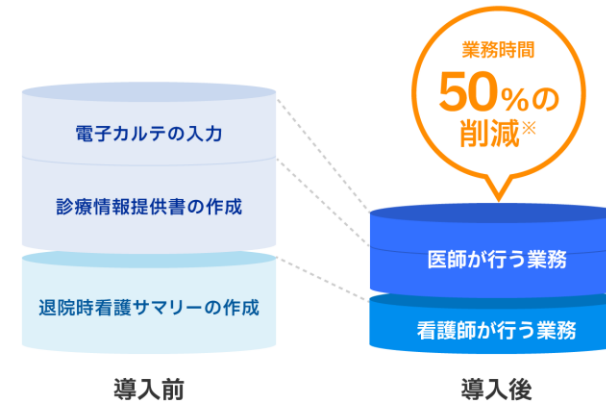
患者番号	入院日	退院日
000003	2024/08/25	2024/11/10

要約結果 生成の仕組みについてのご注意 ①

#1: 貧血のため動悸、ふらつきなどの症状がある
看護要約:
患者の問題は、貧血による動悸やふらつきの症状がみられることである。看護計画では、ふらつきがなく危険防止してきた。
経過として、退院直後は問題なかったが、次第に歩くとき息切れするようになったと家族から報告があり、患者の情報として、検査データやV/Sの結果は記載されていないが、患者の症状や状態の変化を把握する必要がある。
今後の看護実践のポイントは、患者の症状や状態の変化を把握し、適切な看護介入を実施することである。継続退院時のセルフケアレベルは、患者が自宅安心して生活できるレベルを目指す。
転院や在宅への引き継ぎ事項として、患者の症状や状態の変化、看護介入の内容を明確にし、医療スタッフや家族へ伝える。

#2: 急性混乱リスク状態
患者の混乱状態は、看護計画の目標が達成できたと評価できる。見当識への支援や脱水の治療・予防、排泄の整への取り組み、患者及び家族の安心の向上の各ケアが有効に機能したと考えられる。

導入効果

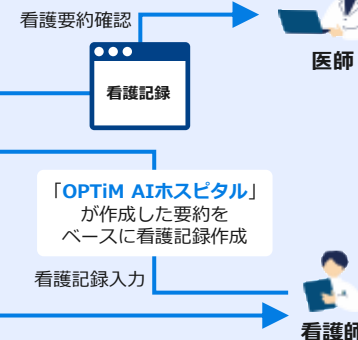
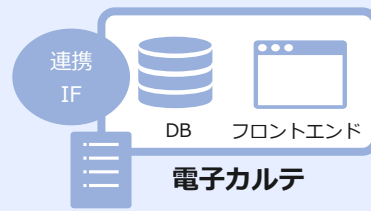


看護サマリー作成イメージ



患者IDをキーにして
リクエスト発行

入院オーダー
看護計画
看護記録
観察項目
...



OPTiM and Central Medience

Capital and business alliance for DX and AI service development in the medical industry

Medical Equipment and Supply
Processing and Distribution
(SPD) DX Services



Hospital Management DX Services
Medical and Receipt Management DX
Services



Hospital Cleaning
DX Service



 Central Medience

 医療法人財団 小畑会
浜田病院

 医療法人 総心会
長岡京病院

 医療法人博和会 上松病院
Medical Corporation Uematsu Hospital

×

DX • AI

Powered by

OPTiM®

- AI/IoT Technology
- AI/IoT Engineering
- DX Consulting
- DX Service Planning
- AI/IoT Package Services
- DX Service Development

=

Hospital Management DX
Services

Medical device and pharmaceutical
distribution (SPD) DX services

Hospital Cleaning DX Service

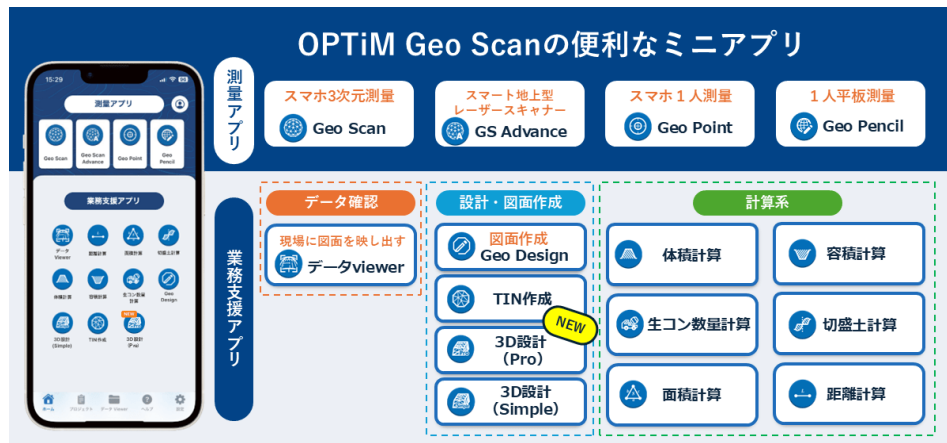
Medical and Receipt
Management DX Services

Other medical-related DX
services



Mini apps expand coverage from measurement to other tasks
A single smartphone digitize daily construction and civil engineering site operations

Launch of OPTiM Geo Scan Corporate License,
a mobile integrated operation solution
Adopted by Shimizu Corporation and many other major general contractors



Geo Scan Starter Kit



1. We provide all the equipment necessary for using Geo Scan in **one-stop**.

2. We provide the necessary equipment for the necessary sites. **Asset management is also completely taken care of.**

3. We provide support **from introduction to on-site implementation and technical assistance.**

Japan's first* super app platform for local governments that consolidates all apps provided by local governments (official local government super app) is being adopted by one after another.



* Based on our research (as of June, 2023). As a super app platform equipped with mini-apps that enable regional information sharing and participation by residents and businesses
* Order of implementation



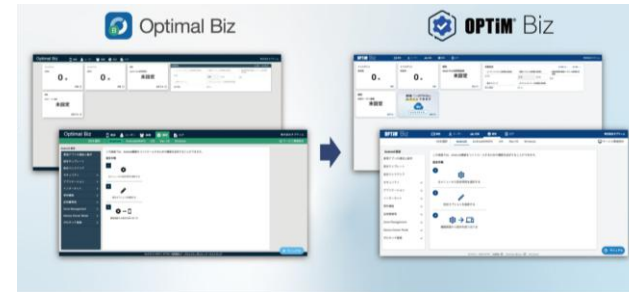
OPTiM Biz

Our flagship service (OPTiM Biz) underwent a significant upgrade with AI integration

Along with a significant upgrade of the feature set, the service name and UX have been revamped.



Equipped with an operation support service through the integration of AI agents.



Strengthening partnerships with smartphone and tablet manufacturers such as KEYENCE, Kyocera, OptoElectronics, Sharp, and Zebra.

Added a dedicated terminal management menu to enable usage in stores, logistics, factories, and other operational sites, while strengthening marketing efforts for this market.

KEYENCE



KYOCERA



OPTICON



SHARP



ZEBRA



※アルファベット順に掲載

1 FY03/2025 Financial Results

2 **FY03/2026 Financial Forecasts**

3 Growth Strategy

4 Appendix

We aim to achieve **record-high sales** for the **26th consecutive year** since our foundation.

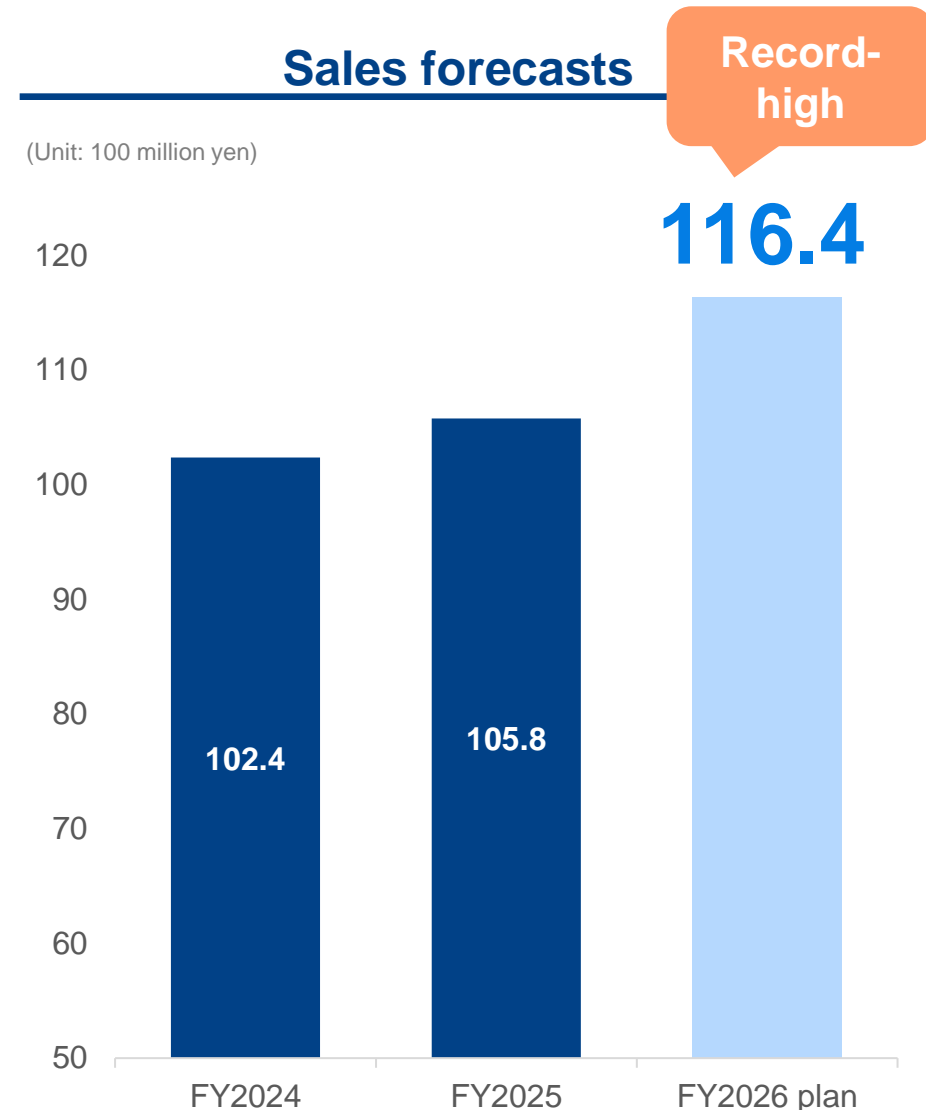
net sales 11.64 billion yen
(110.0% YOY)

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 and AI 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.



**Planning significant investment
in the development of AI
services and the organization of
personnel.**

Operating Profit 1.57 billion yen

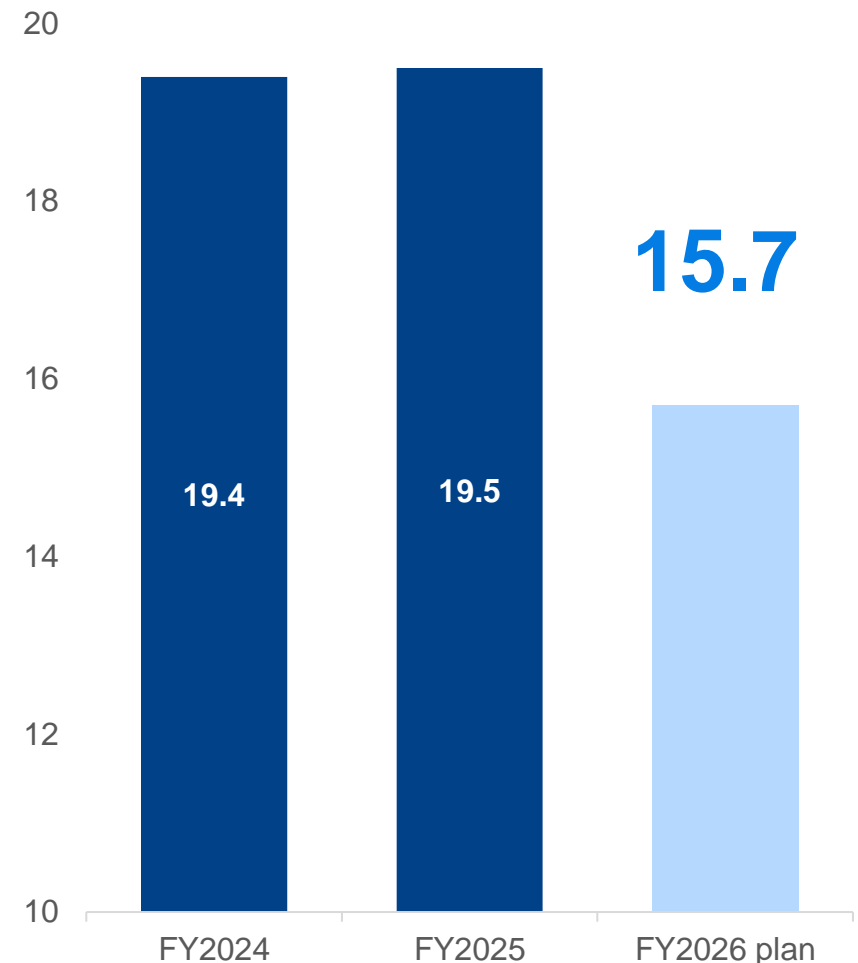
(Operating margin 13.5%)
(80.3% YOY)

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

In particular, we will invest aggressively in the development of new services in the rapidly innovating AI field, the expansion of our research and development capabilities, and the promotion of internal use.

Operating Profit Forecasts

(Unit: 100 million yen)



1. Investment in human resources

To further strengthen the acquisition and retention of outstanding talent, which is the most critical factor in our business growth, we plan to actively invest in improving our HR systems.

2. Significant investment in AI service development and organization of personnel

As mentioned above, we plan to actively invest in the development and sales of new AI-related services and the establishment of the necessary organizational structure.

3. Increase in software amortization expenses

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

- We expect to achieve **record-high sales** for the **26th consecutive term** since the company's founding.
- Plans to make significant investments in the development of AI-related services.
- 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 field** and **AI services**.
- To accelerate the growth of the above services, **we plan to make active investments**.
- In the drone pesticide spraying service, we plan to invest in a nationwide service provision system and expand our established platform for rice cultivation to other crops.
- In particular, in the fiscal year ending March 2026, we will actively invest in new service development and the expansion of our research and development system in the rapidly innovating field of AI, as well as in internal use.
- Also this year, we also plan **aggressive investments aimed at achieving medium- to long-term growth**.

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- 3 Growth Strategy**
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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 and AX*** market,
and achieve significant growth.

*AX: AI Transformation

3. Growth Strategy

Mobile Management Service

OPTiM®



OPTiM® Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



**Domestic MDM
Market**

No. 1^{*1}

for **14 consecutive years**

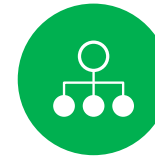
**OPTiM Biz solves a wide range of issues
in business use of smartphones and tablets**



Measures against loss,
theft, and information
leaks



Efficient
device usage



Asset management
Device monitoring



Security settings

Overwhelming success with
more than

180,000 companies^{*2}

Average churn rate

about **0.5%**^{*3}

^{*1} 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} June 25, 2019, our total

^{*3} Calculated by us based on the monthly average results of major partners. Aggregation period (Apr. 2021 – Mar. 2022)

3. Growth Strategy

Mobile Management Service

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^{*1}
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^{*2} 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**

^{*1} 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)

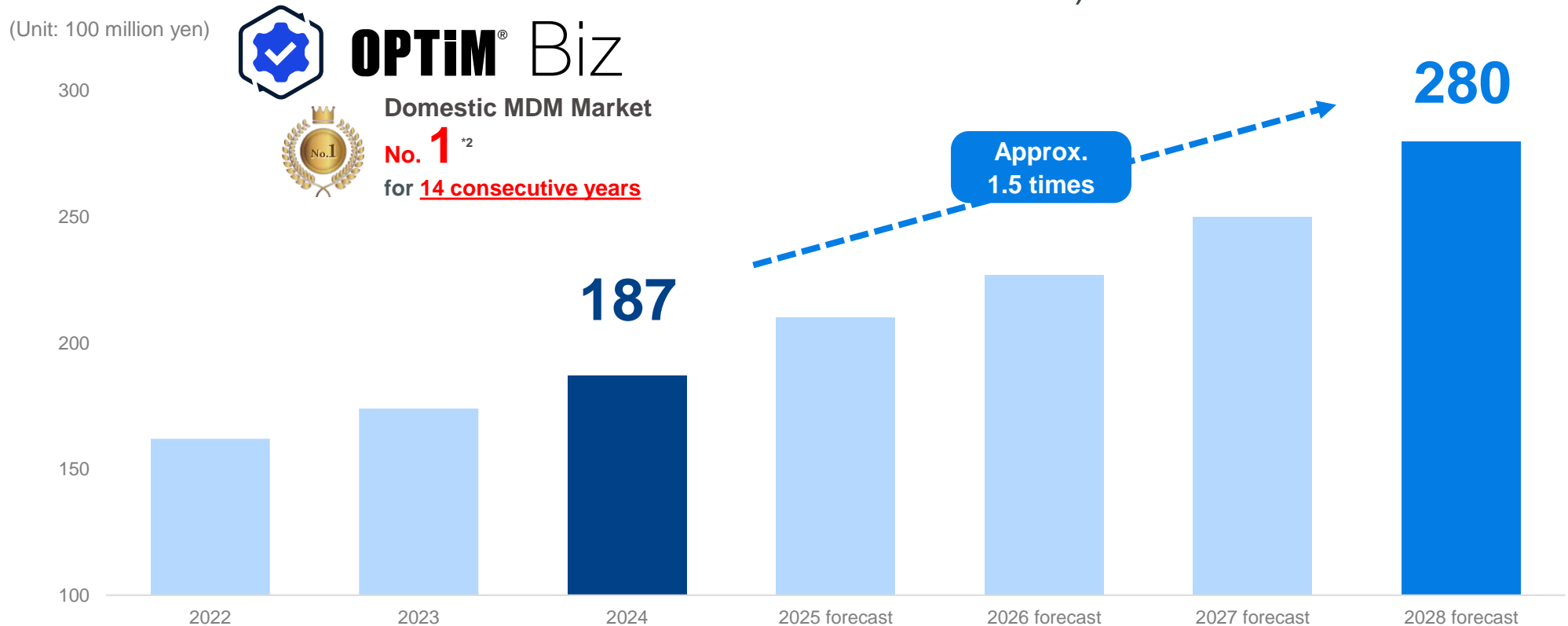
^{*2} Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2024" (<https://mic-r.co.jp/mr/03230/jin>) FY2023. The No. 1 rank for the research was calculated by OPTiM.

3. Growth Strategy

Mobile Management Service

OPTiM®

The market for mobile management services is expected to grow to **approximately 28 billion yen in 2027** (approximately **1.5 times** larger than the actual market size in 2024)*¹



*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Collaboration and Mobile Management Software Market Outlook FY2024 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 and AX across various industries



3. 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



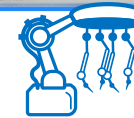
We provide "digital customer interaction services" using smartphone apps, enabling organizations and companies to adapt to the significantly changing lifestyles of consumers centered around smartphones. Many organizations and companies, including restaurants, pharmacies, hardware manufacturers, and municipalities,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

Gradually expanding the established platform for rice to other crops, aiming to become the No. 1 agricultural drone service for all crops.

Expanding the established platform for rice to other crops:

- Grains (wheat, soybeans, etc.)
 - Root vegetables (sweet potatoes, etc.)
 - Fruit vegetables (pumpkins, etc.)
 - Citrus fruits (mandarins, etc.)
- and more.



PTS for rice
(pest control)

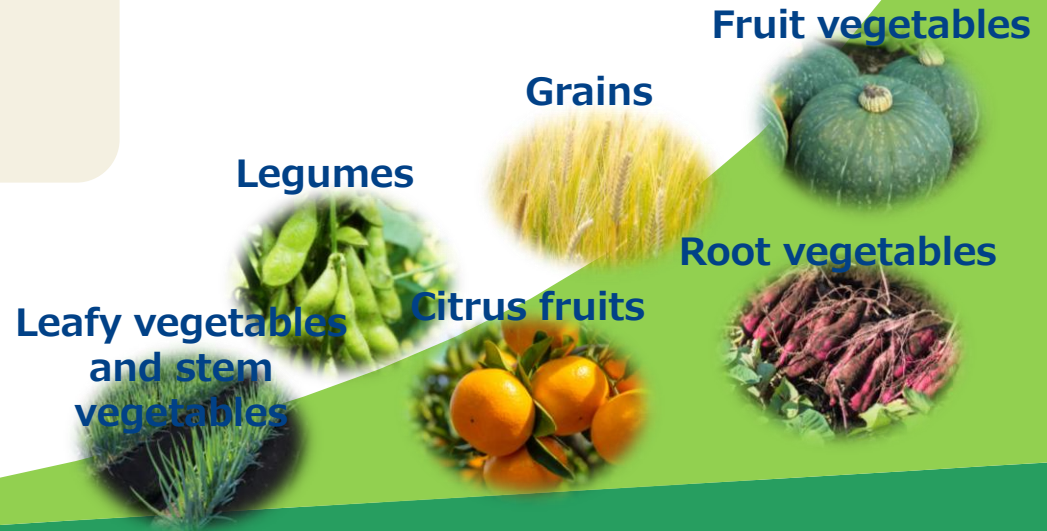


PTS for rice
(sowing)



PTS for rice
(Weeding/Fertilization)

PTS for other crops
(By achieving aerial spraying with drones, which was not possible with helicopter spraying, a significant new market has emerged.)



Fruit vegetables

Grains

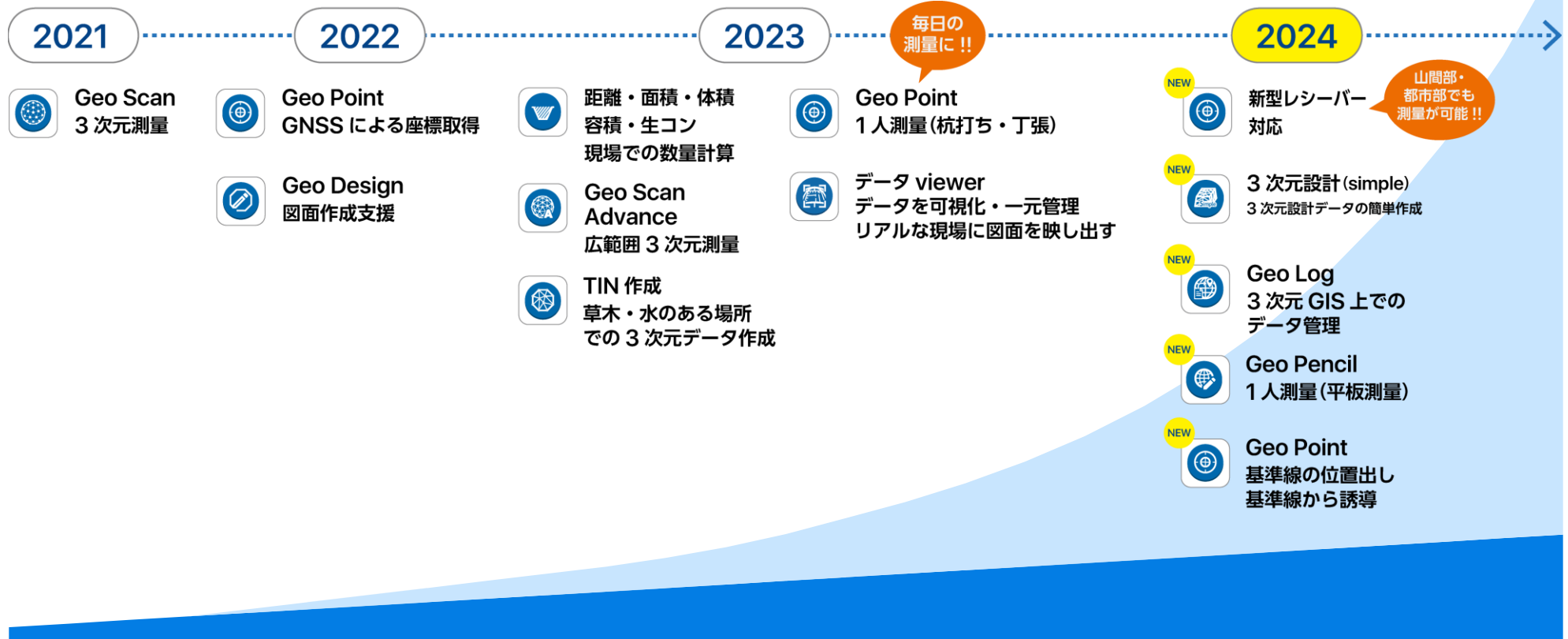
Legumes

Leafy vegetables and stem vegetables

Citrus fruits

Root vegetables

By expanding mini-app functionality, we cover not only surveying needs for civil engineering sites but also essential construction site tasks (design, piling, positioning, and material calculations).



■ Overview of Each Service

Category		Overview
X-Tech Service	Agritech	[Rapid Growth] Our agricultural DX "Pinpoint Time Spray Service" is rapidly growing in rice cultivation nationwide. The planned spraying area has expanded significantly, making it the No. 1 drone-based agricultural chemical spraying service in Japan. This season, we plan to further expand the spraying area and extend our established platform in paddy rice cultivation to other crops.
	Digital Health	[New development] We have launched "OPTiM AI Hospital," an on-premises LLM-equipped service that uses generative AI to support doctors' and nurses' medical documentation tasks. Following its implementation in clinical settings, where it has been confirmed to reduce the time spent on creating discharge nursing summaries by 54.2%*1, we are now preparing to fully commence marketing to medical institutions.
	Digital Construction	[Strong Performance] In our smartphone 3D surveying app "OPTiM Geo Scan," we have implemented feature additions through mini-apps, ranging from measurement apps to business apps. Furthermore, corporate licenses for major general contractors are expanding among numerous firms. Having also received high praise from the Ministry of Land, Infrastructure, Transport and Tourism (MLIT)*2, the service continues its strong performance.
	Marketing DX	[Strong Performance] Our "Official Municipal Super App," utilizing the "OPTiM Digital Experience" platform, has expanded to include Takeo City in Saga Prefecture, Tagawa City in Fukuoka Prefecture, and Munakata City in Fukuoka Prefecture, starting with Saga City. In the nine months since its launch, it has achieved an effective penetration rate of approximately 30%*3 among Saga City residents, establishing itself as a new digital administrative infrastructure. It has also received high praise*4 and support from the Digital Agency and other entities. This fiscal year, we plan to fully commence marketing to 1,724 municipalities nationwide.
	Office DX	[Strong Performance] The number of licenses for "OPTiM Contract" and "OPTiM Electronic Bookkeeping" is growing. We have newly launched "OPTiM Document Management," expanding unified cloud management for all types of documents, including legal and business documents.
	Video Management DX	[Steady Growth] "OPTiM AI Camera" and "OPTiM AI Camera Enterprise" are being utilized in various facilities such as municipalities, shopping centers, and airports, leading to a steady increase in recurring revenue.

*1 Based on our internal research. This figure compares the time spent per case on creating discharge nursing summaries at Oda Hospital before and after the implementation of "OPTiM AI Hospital."

*2 Source: "OPTiM Geo Scan" Receives Highest "VE" Rating in MLIT NETIS Registration

*3 As of May 2024, based on our internal research. Calculated from the number of smartphone owners in Saga City and the number of downloads of the Saga City Official Super App.

**4 Source: Page 32 of the Local Revitalization site, "Results of Selection for Digital Implementation Type of the Digital Garden City National Concept Grant". Acquired the "TYPE3" evaluation in the project overview, "Let's create together, anyone can use! 'Smart Local! SAGACITY'". The Digital Implementation Types are based on three progressive grant types: TYPE1/2/3. As the number increases, more advanced digital infrastructure utilization is required, and conditions become stricter, but the maximum grant amount and subsidy rate also increase.

■ Overview of Each Service

Category		Overview
Mobile Management Service	OPTiM Biz	[Continued Growth] 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	[Steady Growth] 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	[Decreasing Revenue, Stable Revenue] Despite decreasing demand for consumer support services, stable revenue continues. Progressing according to plan.
	Other Services	[Stagnant, Stable Income] While significant growth in stock sales for "Tabho" and other services is not expected, steady progress and revenue continue. Progressing according to plan.

To accelerate growth, we will strategically promote technological and service innovation, and internal transformation, with AI at the heart of our business and technology development strategy.

① Strengthening AI technology development

strategic investment for cutting-edge AI technology development

② Strengthening AI service development

A diverse AI service portfolio that creates customer value and its market expansion.

③ Enhancing productivity by leveraging AI internally

Company-wide AI adoption for fundamental productivity transformation and accelerated innovation.

strategic investment for cutting-edge AI technology development

Driving technological advancement through a cross-functional R&D team,
and building a flexible LLM infrastructure that supports both cloud and on-premises deployments.

□ Strategic R&D Organization

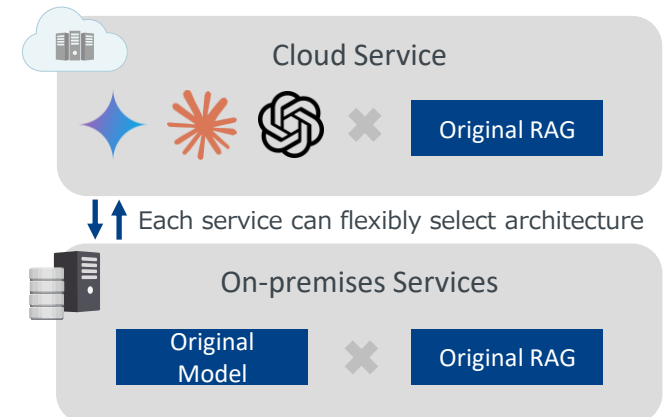
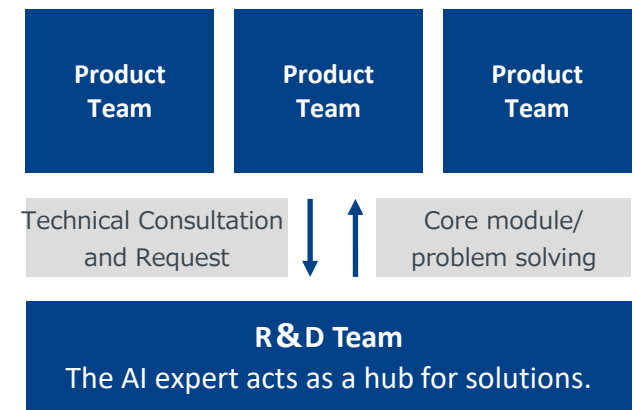
- We are creating an organizational setup where a cross-product R&D team takes the lead in generative AI (especially LLM) technology development.
- We are rapidly researching the latest technologies and implementing their optimization (fine-tuning) for each service.

□ Flexible and robust technical architecture

- We can design services capable of supporting both managed cloud-based LLMs and on-premises LLMs.
- By core-modularizing LLM-related technologies, including RAG (Retrieval Augmented Generation), and making them commonly available across cloud and on-premises environments, we achieve both development efficiency and scalability.

□ Future Vision

- We are promoting the continuous catch-up with rapidly evolving LLM technologies and the establishment of a competitive advantage through the accumulation of our unique technologies.



3. Growth Strategy

Initiatives in the field of generative AI

OPTiM®

A diverse AI service portfolio that creates customer value and its market expansion.

We offer a lineup ranging from general-purpose AI agents for office tasks to specialized AI for specific industries.

We released a variety of AI services within one year, achieving rapid market deployment.

We also plan to release numerous new AI services leveraging patented technologies and more in FY2025.

New services with AI agents as the core value.

【General-purpose AI agent for office tasks】

An AI agent readily available for tasks ranging from searching internal office documents to handling customer inquiries.



【AI agent specialized in generating medical documents】

Japan's first*1 service equipped with on-premises AI that supports doctors' and nurses' medical writing tasks using generative AI.



【AI agent for report generation】

The world's first*2 camera app for automatic report generation using generative AI.



UX refresh through AI integration

AI integration to
MDM・PC management service
「OPTiM Biz」



Japan's first*3 customer success
service powered by generative AI.



AI-powered electronic document
management system



Cloud AI document management
service



*1 based on our research as of November 7, 2024

*2 based on our research as of June 26, 2024

*3 based on our research as of October 17, 2024

3. Growth Strategy

Initiatives in the field of generative AI

Company-wide AI adoption for fundamental productivity transformation and accelerated innovation.

We aim to achieve company-wide productivity gains by boosting AI literacy among all employees and deploying AI tools in development workflows.

Company-wide AI adoption

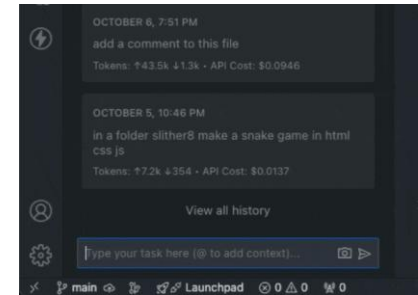
By launching an AI utilization working group, we are promoting and further permeating AI company-wide. We are also streamlining daily tasks by providing an LLM chat for all staff.



Innovation in the development process

We are promoting the improvement of development speed and quality by introducing and utilizing AI development support tools across all development teams.

AI Tools : Continue/Cline/
Cursor/PR-Agent, etc.

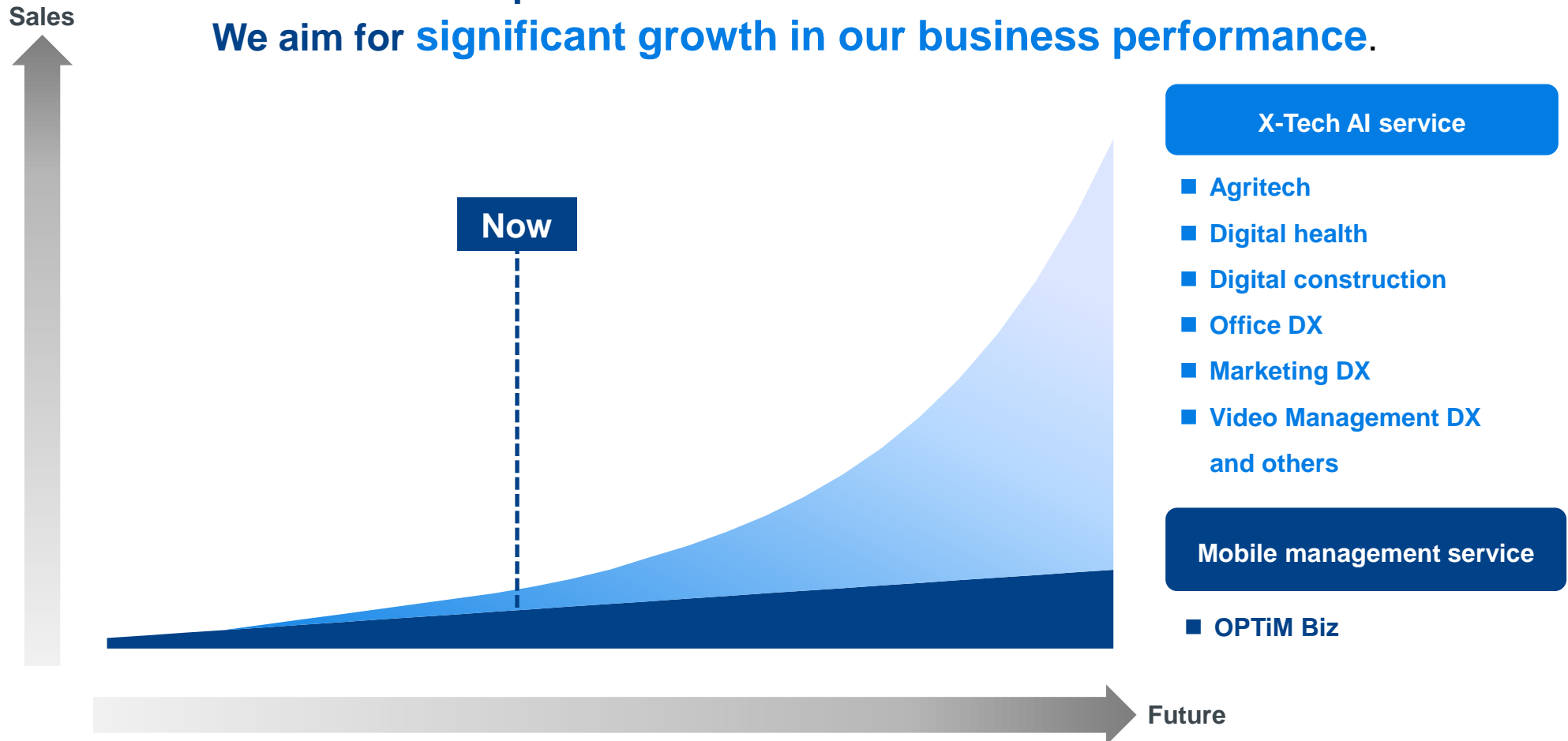


By promoting these AI utilizations, we aim to achieve several-fold productivity improvement, facilitate a shift of employees to more creative tasks, and accelerate the innovation cycle.

Medium- to long-term sales growth vision

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

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



1 FY03/2025 Third Quarter Financial Review

2 FY03/2026 Financial Forecasts

3 FY03/2025 Full-year Financial Forecast

4 Appendix

Corporate Name	OPTiM Corporation (Tokyo Stock Exchange Prime Market: 3694)	
Address	OPTiM SAGA (SAGA Office)	: OPTiM Headquarters Bldg., 1 Honjomachi, Saga-shi, Saga, Japan
	OPTiM TOKYO (TOKYO Head Office)	: 1-2-20 Kaigan, Minato-ku, Japan
	OPTiM KOBE	: 7-1-1 Onoedori, Chuo-ku, Kobe-shi, Hyogo, Japan
President	Shunji Sugaya	
Date of Incorporation	June 8, 2000	
Capital	JPY 445 million	
Book Closure	March	
Number of staff	433 employees (As of April 1, 2025)	
Main Stock Holders	Shunji Sugaya, Nippon Telegraph and Telephone East Corporation, FUJIFILM Holdings Corporation	
Business Description	License sales and maintenance support service business (Optimal business) (IoT Platform Service/Remote Management Service/Support Service/Other Service)	



4. Appendix

OPTiM's Strengths

Characteristics (strengths)	Content
1. Robust technology innovation capabilities	Inventiveness to create from 0 to 1. OPTiM proactively secures intellectual property rights. (The first venture company to receive the Intellectual Property Achievement Award from the Japan Patent Office. The Company's President ranked No. 1* for the scale of patent assets held by individuals in the field of information and communications.)
2. Advanced technological capabilities	Realizes new concepts with advanced technological capabilities in AI, IoT, Cloud, Security, and Robotics
3. Service planning, development, and operation capabilities	Possesses planning capability to take products realizing new ideas and generalizing them as package services. Has the ability to plan, design, develop and operate with functions, price and service models that match customers' needs.
4. Strong stock income	Robust license revenue based on SaaS/subscription model (a model that allows customers to receive a service for a certain period of time by paying a fee). These services include OPTiM Biz, a mobile device management SaaS service that has had the No. 1 market share in Japan for 14 consecutive years, along with other services. The average cancellation rate is approximately 0.5%.
5. Plentiful customer base	A cumulative customer base of roughly 180,000 companies that it has acquired over the years through direct sales as well as large partners.
6. Business creation capabilities	Commercializes new products or services with many partners, including industry leading companies, telecommunications carriers and printer manufacturers, or vastly expands business through business creation capabilities

* Survey by Patent Result (as of the end of November 2021)

4. Appendix

Overview of OPTiM Group

OPTiM®

OPTiM Group



Consolidated subsidiaries



OPTiM Agri Michinoku Corporation

(OPTiM 95%: Michinoku Bank 5%)



- Producing and selling crops in collaboration with producers using smart agriculture solutions



OPTiM Corporation Digital Construction

(100% owned by OPTiM)

- Smart Construction Retrofit Kit Sales
- Marketing of DX solutions for construction

YURASCORE YURASCORE Co., Ltd.

(OPTiM 100%)

- Development and provision of marketing DX services



OPTiM Bank Technologies

OPTiM Bank Technologies Corporation

(OPTiM 95%: Saga Bank 5%)



- Promotion of regional banks DX and regional DX
- DX fund



OPTiM FARM Corp.

(100% owned by OPTiM)

- Agricultural production, sales, and farm management business
- Agricultural and other related contracting services

Equity-method affiliate



D'PULA Medical Solutions Corporation

D'PULA Medical Solutions Corporation



- Providing healthcare IoT solutions



DXGoGo

DXGoGo Corporation



- Supporting corporate DX with product planning utilizing AI and IoT



NTT e-Drone Technology

NTT e-Drone Technology Corporation



- Promote the use of domestic drone services in each industry



NET RESOURCE
MANAGEMENT

Net Resource Management, Inc (NRM)



- Corporate DX promotion

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

Mobile Management Service

OPTiM®



OPTiM® Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



**Domestic MDM
Market**

No. 1^{*1}

for **14 consecutive years**

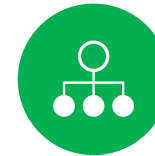
**OPTiM Biz solves a wide range of issues
in business use of smartphones and tablets**



Measures against loss,
theft, and information
leaks



Efficient
device usage



Asset management
Device monitoring



Security settings

Overwhelming success with
more than

180,000 companies^{*2}

Average churn rate

about **0.5%**^{*3}

^{*1} 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} June 25, 2019, our total

^{*3} Calculated by us based on the monthly average results of major partners. Aggregation period (Apr. 2021 – Mar. 2022)

4. Appendix 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^{*1}

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^{*2} 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**

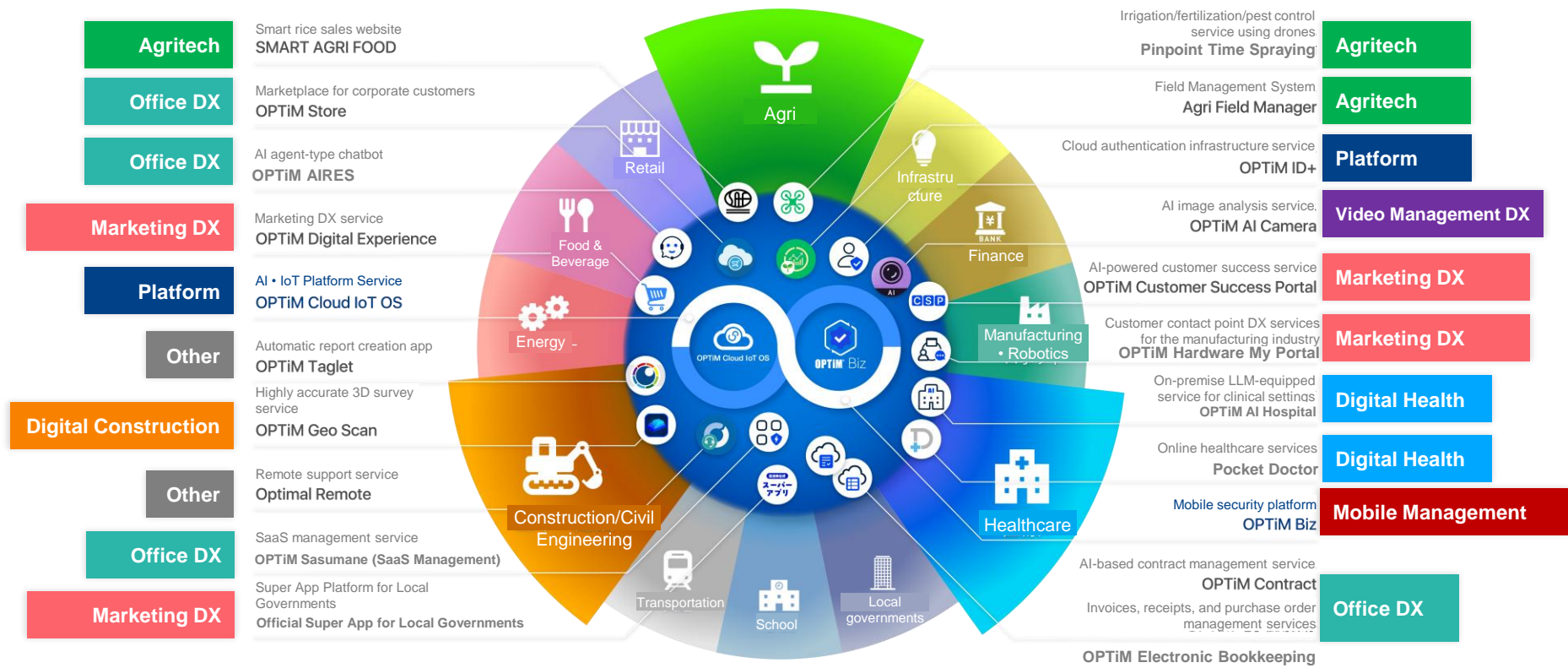
Mobile management market trend

- 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**

^{*1} 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} Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2024" (<https://mic-r.co.jp/mr/03230/jin/fy2024>). The No. 1 rank for the research was calculated by OPTiM.

4. Appendix 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 Other Services

OPTiM®



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

Domestic Market **No. 1**

※調査：「リモートサポート市場」に関する調査結果（2022年）
リモートサポート市場のシェアは、リモートデスクトップ/リモートコントロール市場のシェアに相当する。このシェアは、リモートサポート市場のシェア（2022年）である。

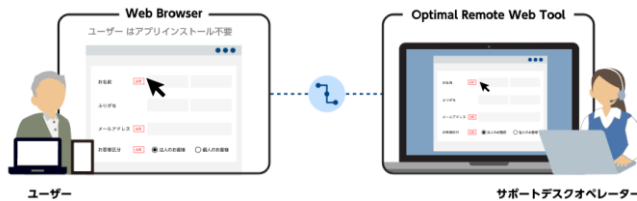


Optimal Remote series

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.

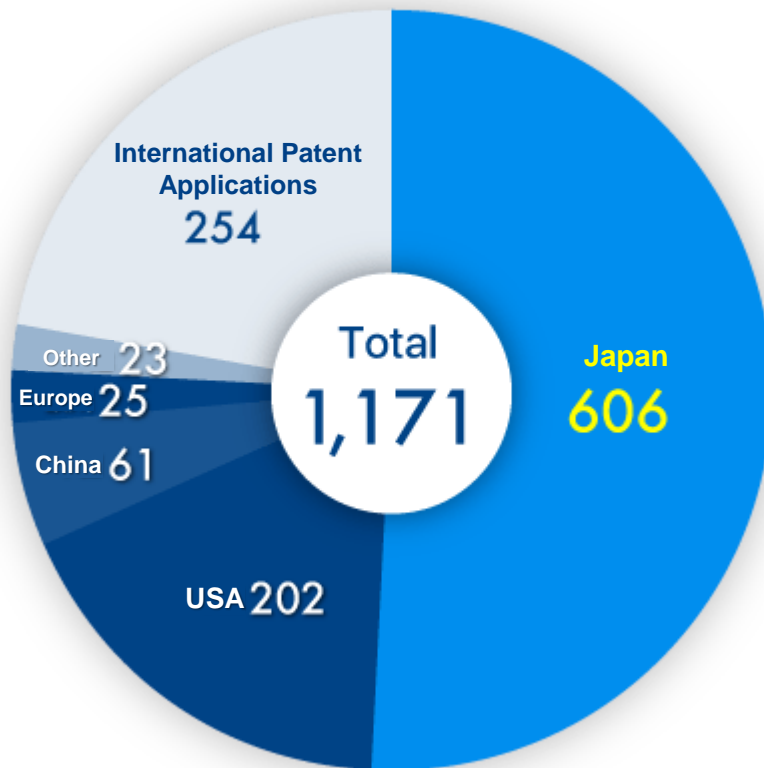
パソコンソフト使い放題
powered by **OPTiM**

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

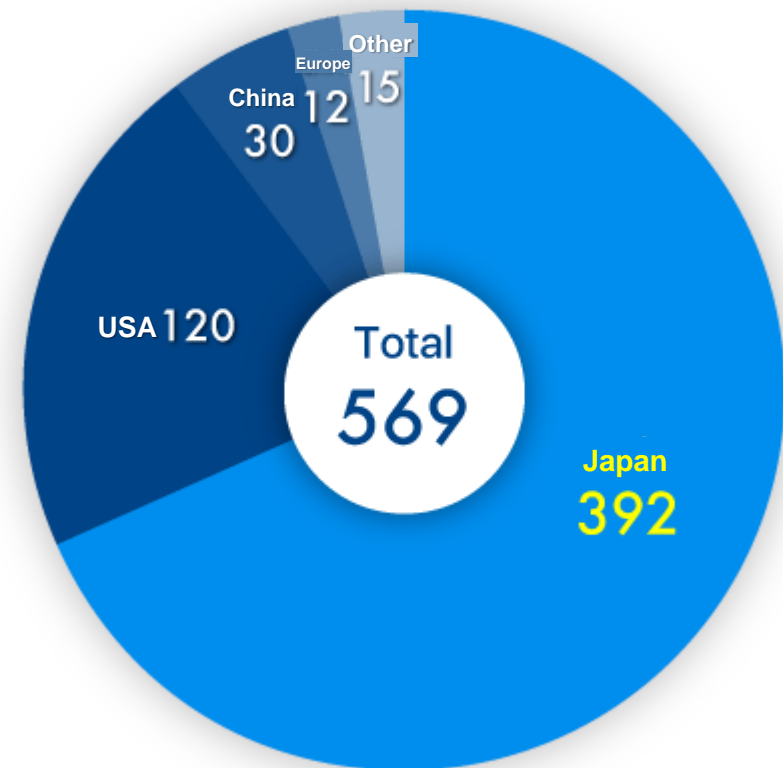
A number of world-first and Japan-first unique services, technologies, and business models are strongly protected by highly effective patents.

Applications



Patents*1

Registrations



* As of March 28, 2025. European applications can be registered in multiple countries at the time of registration, so the total number of applications is minus the number of registrations in Europe.

■ Possesses a wealth of highly effective intellectual property

□ The Company's President ranked No. 1 for the scale of patent assets held by individuals in the field of information and communications (Ranked by Patent Result Co., Ltd., as of January 2015)

■ Received the **Intellectual Property Achievement Award** from the Japan Patent Office, the Ministry of Economy, Trade and Industry in April 2018

■ Develops innovation activities with an awareness of the effective use of intellectual property in all phases, including entry into new business fields, business diversification, and global expansion

■ The patent for pinpoint pesticide spraying technology received the **Minister of Education, Culture, Sports, Science and Technology Award** at the 2019 Kyushu Regional Invention Awards



No 1. for the scale of patent assets held by individuals in the field of information and communications in Japan



	発明者	発明者スコア (総点)	有効特許/届出願 (件数)	最初の 出願日	最近の 出願日	平均共同 発明者数	企業名 (推定)
1	香谷俊二	306.8	119 / 119	2001/03/23	2013/09/12	0.050	OPTiM®
2	Y.M	273.3	166 / 166	1999/08/03	2013/03/22	0.205	大手検索エンジン メーカー Y社
3	M.S	244.3	336 / 336	1995/04/03	2010/01/07	2.521	大手通信 キャリア D社
4	K.H	194.6	280 / 280	1995/12/22	2013/02/19	2.579	大手通信 キャリア D社
5	Y.K	185.2	298 / 298	2005/04/13	2013/06/28	2.557	知財ビジネス・ソフト 開発会社 E社
6	H.S	177.7	73 / 73	2004/03/09	2013/01/09	1.068	大手通信 キャリア D社
7	M.I	171.2	286 / 286	1999/03/18	2012/05/22	2.304	大手通信 キャリア D社
8	H.I	169.9	310 / 310	1997/02/27	2013/05/10	2.303	大手通信 キャリア D社
9	K.M	153.2	20 / 20	2001/02/14	2003/11/14	1.100	大手通信 キャリア D社
10	U	150.8	243 / 243	2004/04/28	2012/04/19	2.313	地図ソフト 開発会社 N社

Questions and Answers

Questions submitted in advance

Looking at the financial result document, it says that stock sales grew well in the previous fiscal year, but could you tell me which areas specifically grew?
Also, sales are expected to grow 110% in the current fiscal year, could you tell me which areas you expect to grow specifically?

Questions submitted in advance

Your company group seems to be actively engaged in service development and research and development in the field of generative AI. Could you tell us more about your specific initiatives?

Also, could you tell us when and how the results of these initiatives will be realized, to the extent possible?

Questions submitted in advance

Looking at your group's consolidated earnings forecast for the current fiscal year, operating profit is expected to be lower than last year. Please explain the reasons for this and your outlook for the next fiscal year and beyond.
Also explain why ordinary profit and net profit attributable to parent company shareholders are not disclosed.

Questions submitted in advance

Your company is subject to transitional measures, and I believe the transitional period had ended in March 2025.
Please tell us about your company's current situation.

