

63rd Fiscal Year Ending March 31, 2026

# Corporate Profile

ODK Solutions Company, Ltd.

Securities code: 3839



# Our long-term vision

データに、物語を。  
Designing Narratives with Data



Vision Map

**Smart solutions linking businesses.**  
**Rich narratives of human lives.**



Our passion is using IT to weave threads between your data, bringing joy and unlocking potential for inspired, motivated people.

Since our foundation in 1963, we have woven smart tapestries of data for customers across many industries, offering signposts toward a more meaningful customer journey.

Let us help craft a more compelling story for you and your clients.

# Company overview

Company name	ODK Solutions Company, Ltd.
Head office and main domestic bases	[Head Office] 6-7, Doshomachi 1-chome, Chuo-ku, Osaka [Tokyo Office] 28-25, Shinkawa 1-chome, Chuo-ku, Tokyo [Gotanda Office] 11-8, Nishigotanda 2-chome, Shinagawa-ku, Tokyo
Representative	Katsune Hidekazu, Representative Director and President
Established	April 1963      Osaka Denshi Keisan Company, Ltd. was established September 2006      Company name was changed to ODK Solutions Company, Ltd.
Share capital	637.2 million yen (as of September 30, 2025)
Our businesses	Outsourcing service relating to information processing Development and sale of software Information provision service
Security measures	October 2001      Acquired PrivacyMark certification from JIPDEC February 2003      Acquired Information Security Management Systems (ISMS) certification from JIPDEC
Number of employees	Consolidated: 215      Non-consolidated:146 (as of September 30, 2025)
Subsidiaries	Fplus, Inc., Pottos, Inc., NINJAPAN Inc.

Note: Fplus, Inc. merged with and absorbed ECS, Inc. in April 2025

## Stock information as of September 30, 2025

Securities code	Tokyo Stock Exchange, Standard Market [3839]
Total number of issued shares	8,200,000
Number of shareholders	13,041 (including 11,863 unit shareholders)
Annual shareholders' meeting	June

### Status of major shareholders

Name of shareholder	Number of shares held (shares)	Shareholding ratio (%)
GAKKEN HOLDINGS Co., Ltd.	1,318,600	16.08
FALCO HOLDINGS Co., Ltd.	850,000	10.37
Hikari Tsushin K.K. Investment LLP	531,600	6.48
NAKABAYASHI CO., LTD.	450,000	5.49
NIPPON TSUSHINSHI CO., LTD.	400,000	4.88
Hirota Securities Co., LTD.	300,020	3.66
Japan System Techniques Co., Ltd.	300,000	3.66
MUFG Bank, Ltd.	300,000	3.66
Sumitomo Mitsui Banking Corporation	300,000	3.66
Resona Bank, Limited	300,000	3.66



# Growth trajectory

Net sales  
(Million yen)

## ① Foundation – 2006

Osaka Denshi Keisan Company, Ltd. was established as computing center of Osaka Securities Financing Co., Ltd. and Osaka Shoken Daiko Co., Ltd.

Entrusted with university entrance exam and securities operations due to possessing one of only a handful of large general-purpose machines in the Kansai region

Foundation of our current business was established

Company name was changed to current name in 2006

## ② 2007 – 2013

March 2007

Listed on JASDAQ (formerly Hercules)

January 2013

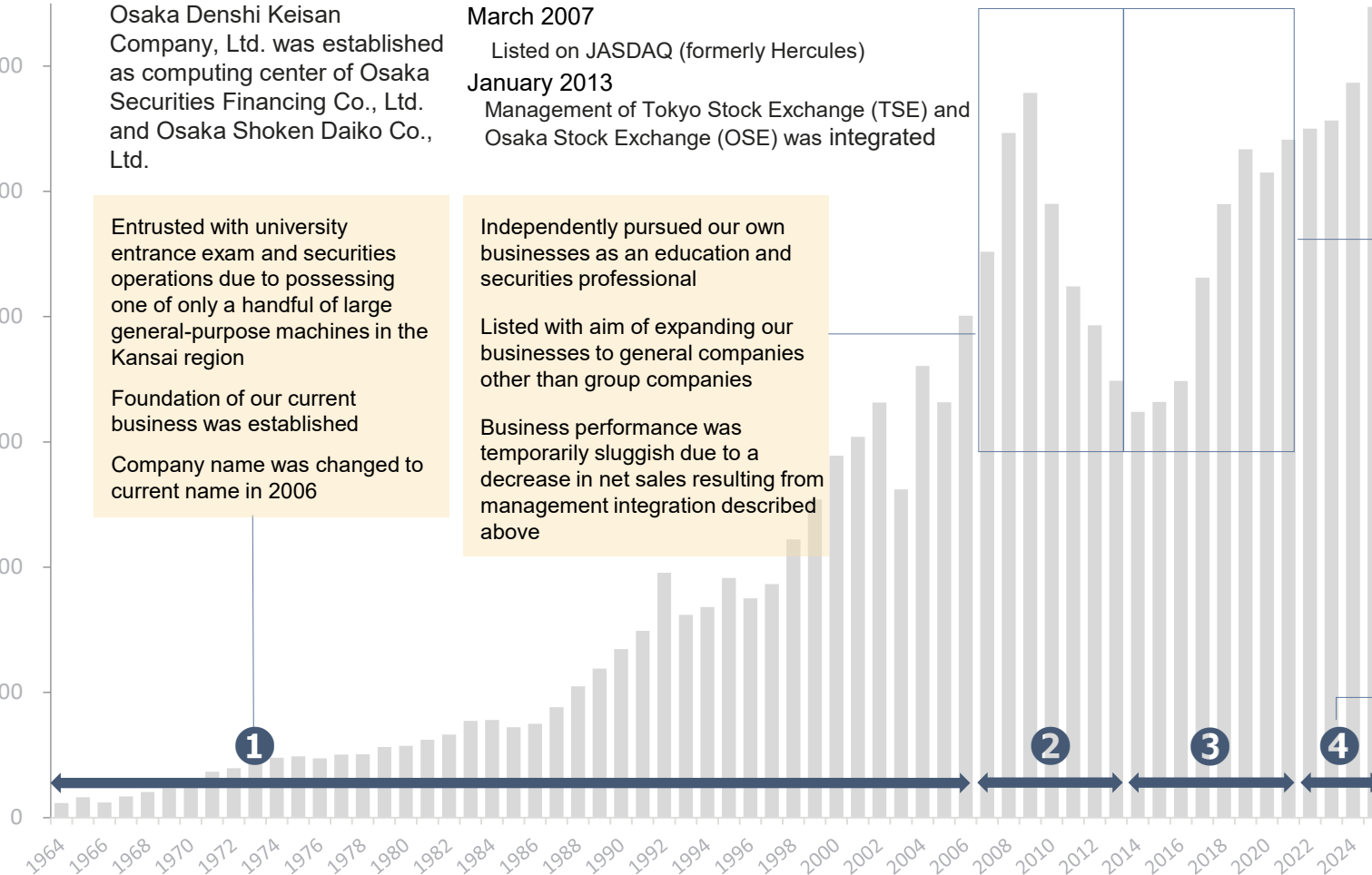
Management of Tokyo Stock Exchange (TSE) and Osaka Stock Exchange (OSE) was integrated

Independently pursued our own businesses as an education and securities professional

Listed with aim of expanding our businesses to general companies other than group companies

Business performance was temporarily sluggish due to a decrease in net sales resulting from management integration described above

Non-consolidated-basis before FY 3/2009  
Consolidated-basis in and after FY 3/2010



## ③ 2014 – 2020

July 2016

Started offering UCARO®

March 2020

Reassigned to Second Section of TSE

December 2020

Reassigned to First Section of TSE

Transformed our business structure to secure new revenue streams

Business performance recovered following rollout of new services backed by business and capital alliances with GAKKEN HD, NAKABAYASHI, FALCO HD, etc.

Strengthened corporate governance by reforming organizational culture in line with reassignment to TSE main markets

## ④ 2021 –

August 2022

Number of universities that have adopted UCARO® exceeded 100

October 2023

Reassigned to Standard Market

Adopted group management system

Made ECS, Inc. a subsidiary and acquired human resources training support business from Kushim Inc.

Established Pottos, Inc. through a spin-off and made NINJAPAN Inc. a subsidiary

Fplus, Inc. merged with and absorbed ECS, Inc. in April 2025



# History

◆... Education-related service ◆...Finance-related service ◇... Medical-related service, other

FY 3/1964	Established Osaka Denshi Keisan Company, Ltd. (currently ODK Solutions Company, Ltd.)
FY 3/1965	◆ Entrusted with university entrance exam operations and commenced services
FY 3/1966	◆ Entrusted with securities operations and commenced services
FY 3/2004	◆ Started providing an online entrance exam application system
FY 3/2007	Changed company name to ODK Solutions Company, Ltd. Listed on JASDAQ (formerly Hercules) of Tokyo Stock Exchange, Inc.
FY 3/2010	Made Fplus, Inc. a subsidiary
FY 3/2012	◆ Collaborated with Japan System Techniques Co., Ltd. on university operations
FY 3/2014	◆ Formed business and capital alliance with GAKKEN HOLDINGS Co., Ltd.
FY 3/2015	◆ Formed business and capital alliance with NAKABAYASHI CO., LTD.
FY 3/2016	◆ Collaborated with SBI Trade Win Tech Co., Ltd.
FY 3/2017	◆ Started providing <i>UCARO</i> ®, Japan's first cross-university exam portal site ◇ Formed business and capital alliance with FALCO HOLDINGS Co., Ltd.
FY 3/2018	◇ Signed solution provider (reseller) agreement with Zendesk, Inc.
FY 3/2020	Reassigned to Second Section of Tokyo Stock Exchange
FY 3/2021	Reassigned to First Section of Tokyo Stock Exchange
FY 3/2022	◆ Started <i>Entrance Examination and Remedial Solutions Service</i> , a collaborative service with Gakken E-mirai Co., Ltd. (currently Gakken Inc.) Made ECS, Inc. a subsidiary

FY 3/2023

Reassigned to Prime Market due to reorganization of Tokyo Stock Exchange markets

◇ Acquired human resources training support business from Kushim Inc.

◆ Number of universities that have adopted *UCARO*® exceeded 100

◇ Started joint research with Dentsu Group Inc. toward real-world implementation of a Web3.0 service that creates value from personal experience

◆ Renewed securities service brands as *SAKIX* series

◇ Started providing beta version of Web3.0 service *Updemy*®, which creates value from personal experience

FY 3/2024

Reassigned to Standard Market of Tokyo Stock Exchange

◇ Started providing *Local Bridge*® for deepening ties between students and communities

◇ Web3.0 service *Updemy*® was adopted in the Traceability Platform Development Project conducted by Dentsu Group Inc., Panasonic Holdings Corporation and others; project includes verifying a new system for distributing remuneration to creators using a blockchain

FY 3/2025

Made NINJAPAN Inc. a subsidiary

◆ Entered into a basic agreement on collaboration with TOSHO COMPUTER SYSTEMS CO., LTD.

◆ Entered into a basic agreement with the Eiken Foundation of Japan toward collaboration between *Application via UCARO*® (online entrance exam application system) and *EIKEN*® digital certificates

FY 3/2026

◇ Launched *Campus Life Guide Webbook* website, an informational platform for university students

◇ Pottos, Inc. and NINJAPAN Inc. jointly launched *CABUILD*®, a job-hunting and new graduate recruitment support service



# ODK is a prime vendor\* IT company with strengths in processing large volumes of highly confidential data

\*General or primary contractor

## 01 Education



- ✓ Operating university exam portal site UCARO®
- ✓ Providing university entrance exam BPO and supporting digitization of entrance exam operations
- ✓ Educational web services (mock exams, app development)

Educational  
institutions, etc.

## 02 Finance



- ✓ Providing systems to securities companies and financial institutions
- ✓ Providing Individual Number (My Number) collection and management systems
- ✓ Providing public personal authentication services

Securities  
companies

Financial  
institutions

## 03 Medical

- ✓ Operation of clinical examination systems, etc.

Medical-related  
companies

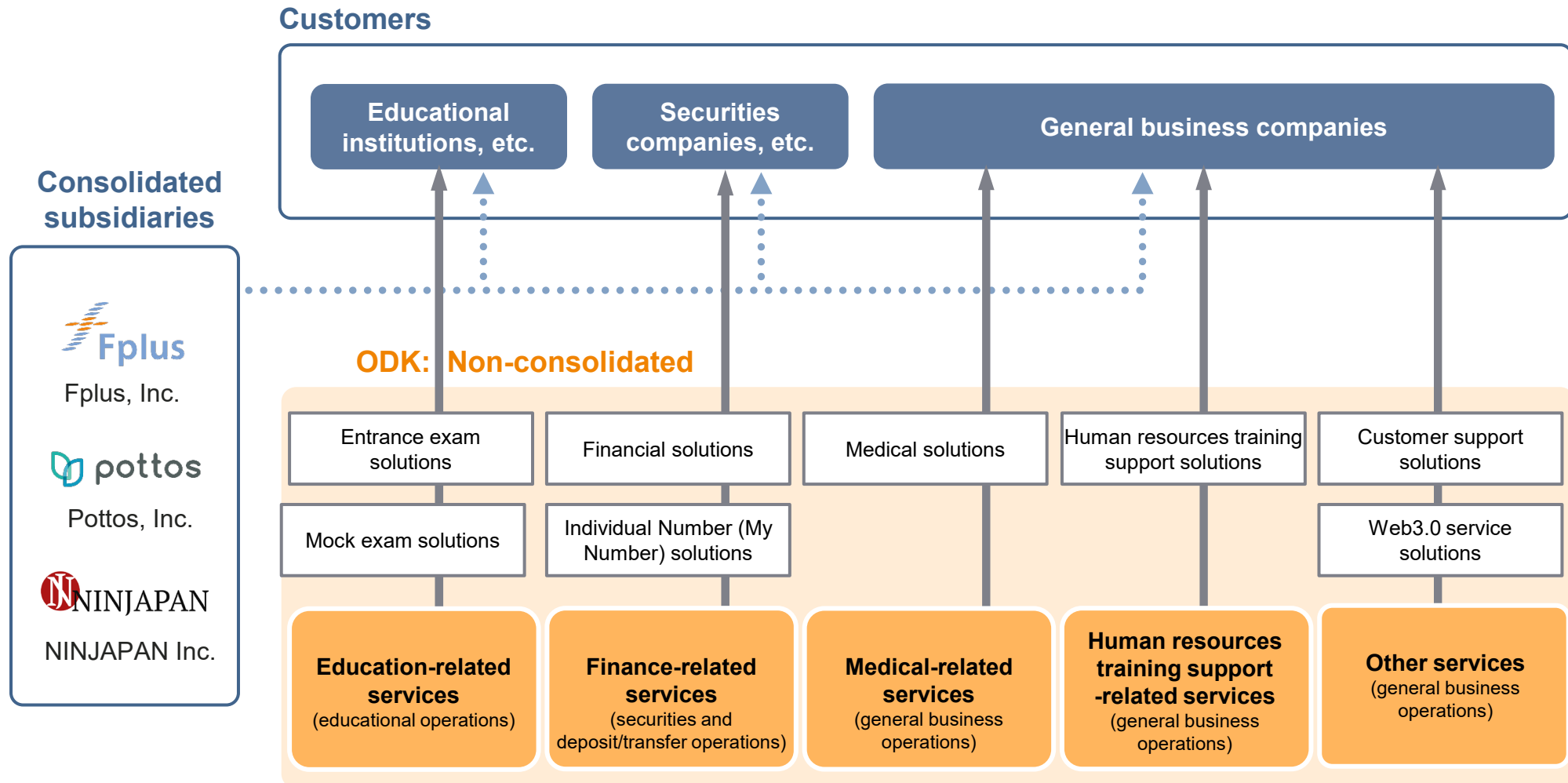
## 04 Other



- ✓ Providing learning management systems (LMS) and development, sale and operation of e-learning materials
- ✓ Selling customer support services
- ✓ Web3.0 services

General business  
companies

# Business structure





# ODK Group companies mutually leverage their management resources to maximize group synergies

## ODK Group's consolidated subsidiaries



Merged with ECS, Inc.  
in October 2025

Development, operation and maintenance of systems for financial and educational institutions

Support for developing cloud-based solution systems

**For comprehensive financial services companies**  
Design, construction and maintenance of systems that support financing operations

**For comprehensive education-related companies**  
System development, maintenance and operation business

**For consumer finance companies**  
Design, construction and operation of application acceptance systems for customer screening operations

**Sale and development of Salesforce**  
Support for deployment and design, development, maintenance and operation



Support for recruitment and public relations

Career development support service for university students

Jointly provided by Pottos and NINJAPAN

Development and provision of **CABUILD®**, a personalized job-hunting service available from the first year of university

⇒ Page 17



Made subsidiary in  
October 2024

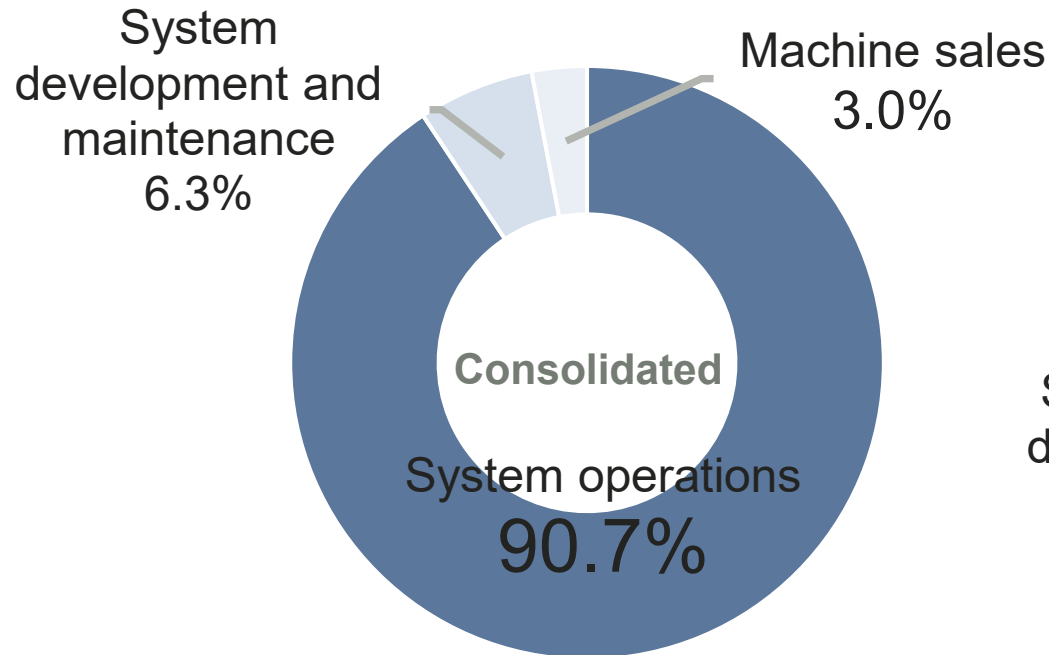
Career building coaching service for job-seeking students

**Abuild® Job Hunting**

Note: *Abuild® Job Hunting* is provided by NINJAPAN Inc.; and *CABUILD* by Pottos, Inc. and NINJAPAN Inc.

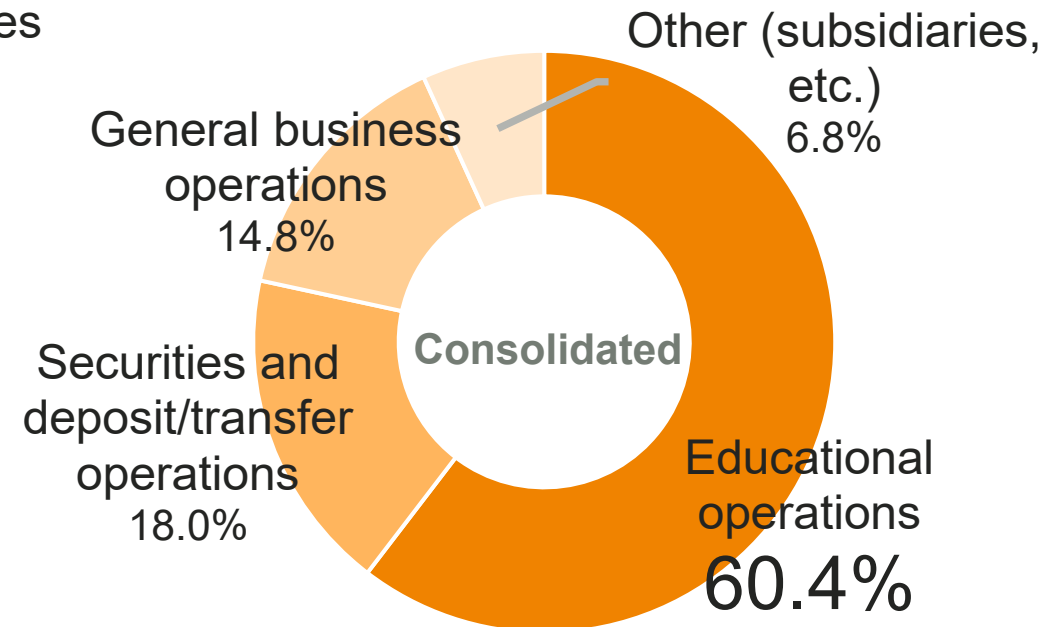
## Long-term and stable business model

Centered on system operations



**Net sales distribution ratio  
by business category  
[Consolidated] (FY 3/2025)**

Focus on educational operations



**Net sales distribution ratio  
by service category  
[Consolidated] (FY 3/2025)**

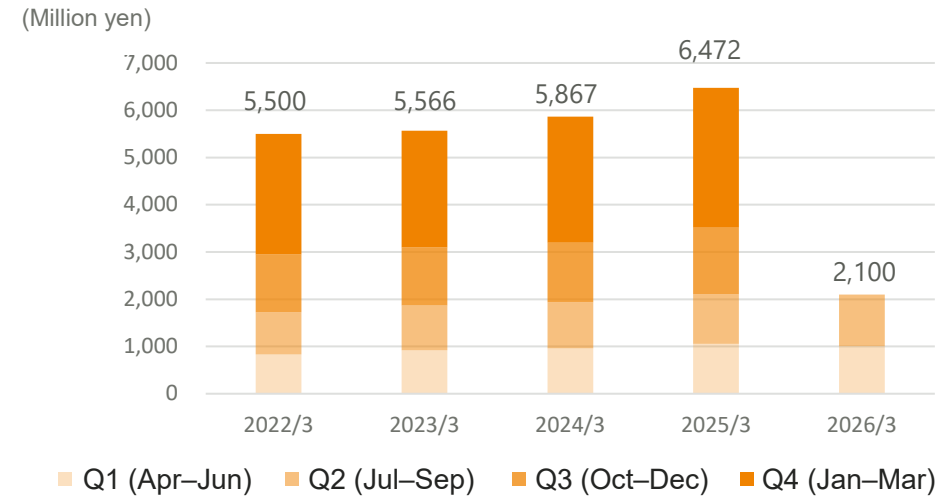
# Earnings trends

ODK Group businesses tend to record higher profits in the fourth quarter, mainly due to university entrance exam operations.

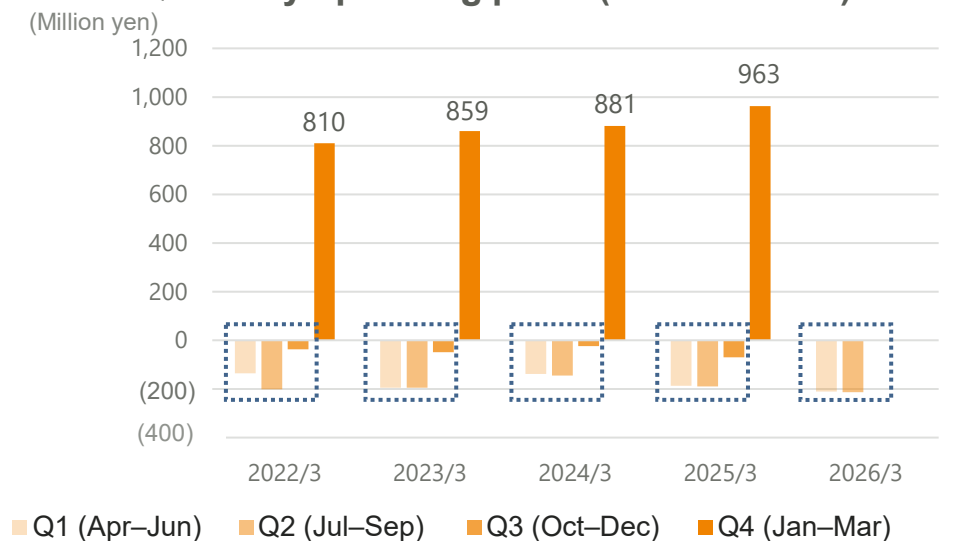
Meanwhile, fixed costs such as personnel expenses do not change from quarter to quarter. Consequently, in a typical year we usually record losses through the third quarter.

However, these losses are offset on a full-year basis.

## Cumulative quarterly net sales (consolidated)



## Quarterly operating profit (consolidated)



## Overview of education-related services

### Supporting the digitization of university entrance exam operations

First in  
Japan!

University exam portal site



- ✓ Online service that connects universities and applicants and integrates university entrance exam operations from application to enrollment
- ✓ Over half of student examinees (approx. 0.6 million\*) use UCARO® every year
- ✓ Expect the amount customers spend to increase through the addition of optional and customized features beyond basic functions

Number of  
schools adopting  
UCARO®

108

As of September  
30, 2025

Number of  
applicants' data  
processed

Approx.

1.1 million

FY 3/2025 results

**Application via UCARO®  
(online entrance exam  
application system)**

- ✓ Online entrance exam application system that enables the automatic integration of application information with UCARO®

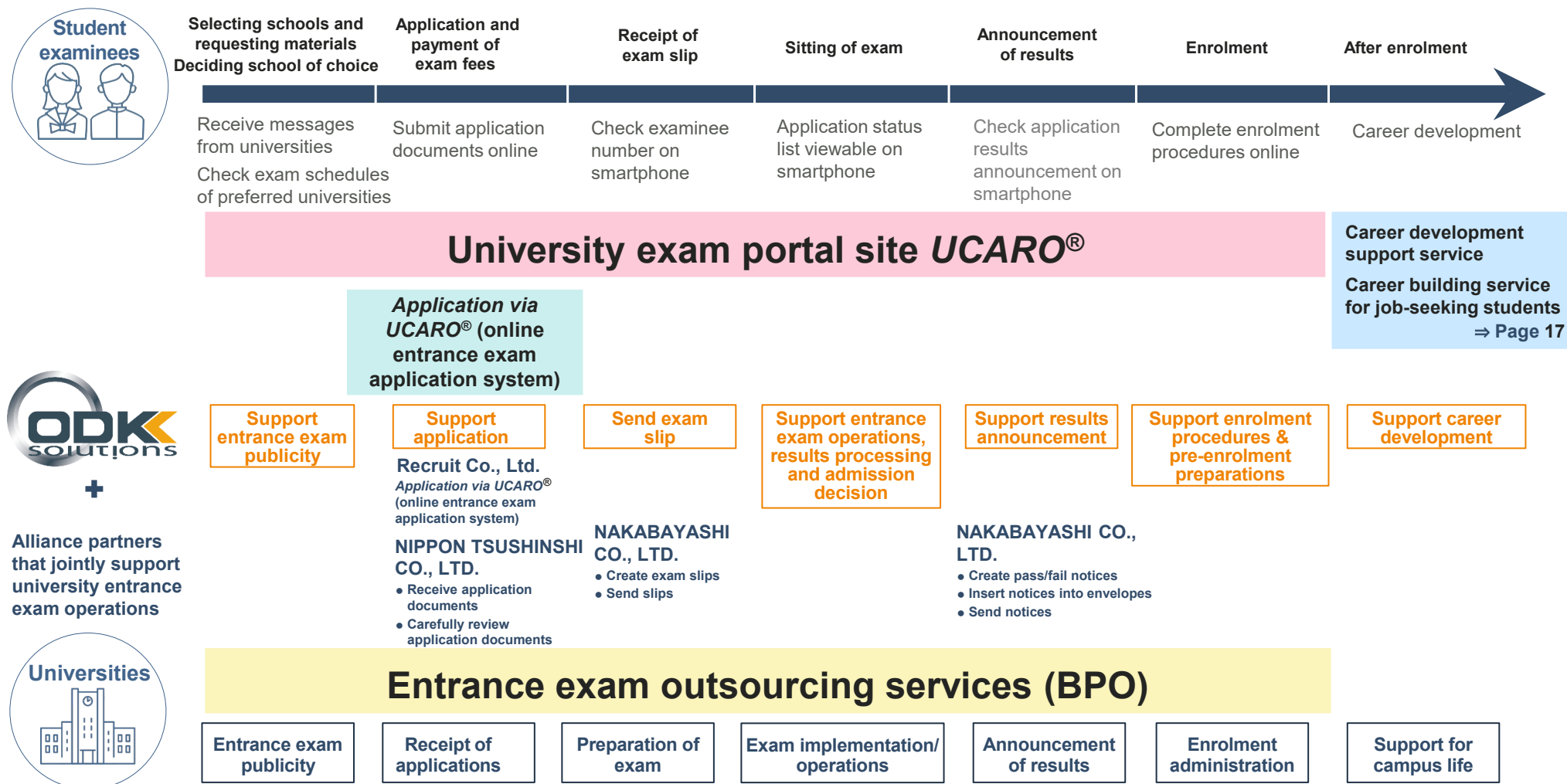
**Entrance exam outsourcing  
service (BPO)**

- ✓ Outsourcing service that handles a series of university entrance exam operations
- ✓ Enables operational efficiency and cost reduction for universities

**iiscore-U**

- ✓ A rating input and management system that enables integrated online management of operations related to scoring of interviews, essays, group discussions, pre-exam assignments, etc. as part of university entrance exams

# UCARO® unifies entrance exam operations



## Providing system services for securities companies and financial institutions

Supporting back-office operations comprehensively leveraging 60 years of experience and trust

Financial solutions



**Comprehensive securities system: WITH-X®**

**JASDEC connection system: COMBI-X®**

**Unfair trade monitoring system: FOR-X®**

**Online transaction system for IFAs: KIZUNA-X®**

Number of My Number data pieces collected

1.07 million

(as of September 30, 2025)



One-stop My Number management service

**Public personal authentication\*1 (eKYC\*2) service**

**System for collecting and managing My Number information**

### Competitive edge

- Meticulous support and high customizability catering to customer needs
- Also capable of handling small-scale systems targeted at small and medium securities companies
- Comprehensive support from consulting to development, operation and maintenance

- Public personal authentication service that enables the collection of My Number information while verifying identity, allowing for cross-selling with mynaone®
- Collaborative initiative with SBI Business Solutions Co., Ltd.
- Highly secure environment in compliance with JIS Q15001 to ensure low risks

### Targets

- Independent securities companies
- Online securities companies
- Smartphone securities companies
- Call loan providers

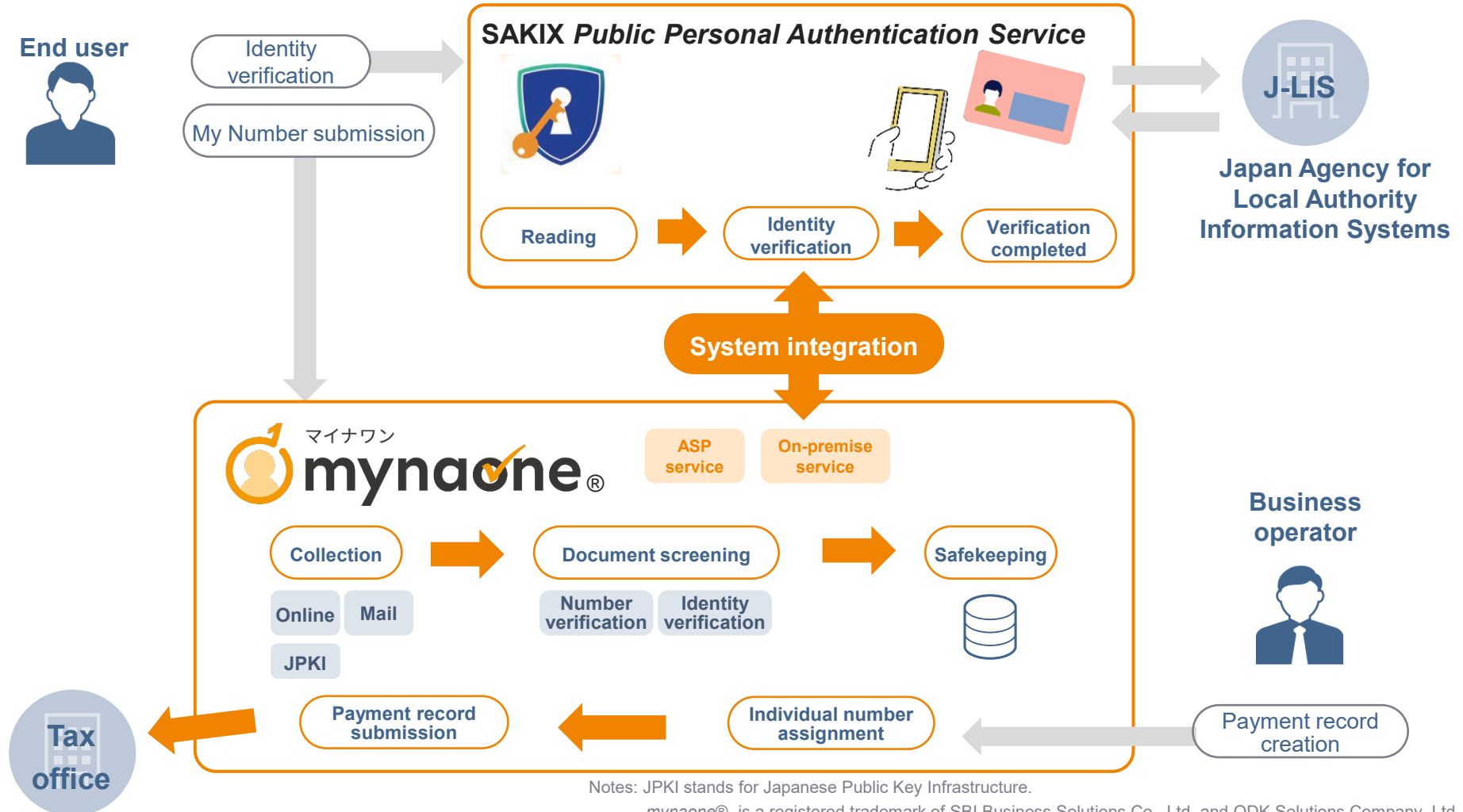
- Securities companies/banks
- Life insurance companies
- Non-life insurance companies
- Staffing agencies

- Securities companies/banks
- Life insurance companies
- Non-life insurance companies

\*1. Public personal authentication: A type of eKYC that reads IC chips embedded in My Number Card and verifies identity \*2. eKYC: Technology that enables online identity verification



# Enabling collection and management of My Number information while verifying identity



## Overview of medical-related services

Since we started providing medical-related services, we have developed services as an encouraging partner for medical institutions and other entities based on our cumulative deep operational understanding and know-how.

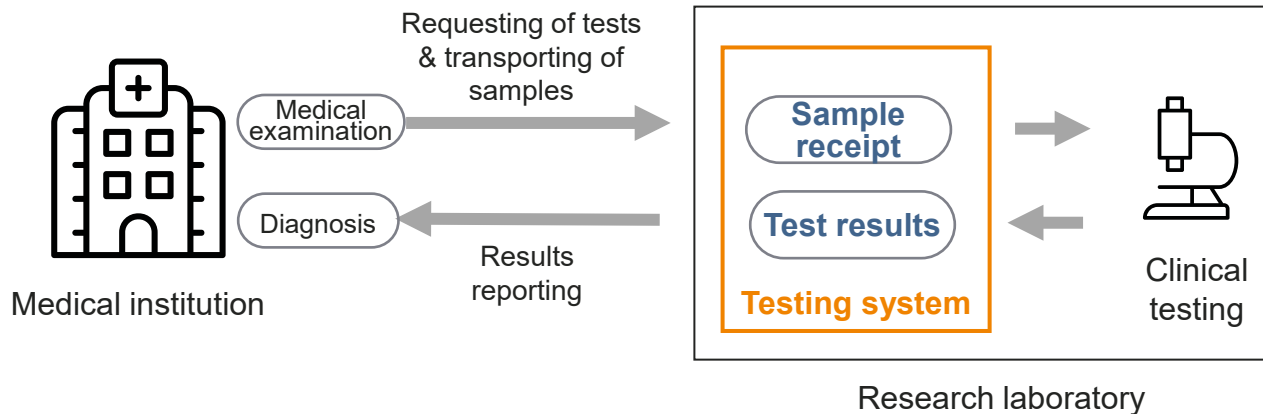
We ensure stable system operations through meticulous follow-up.

### Clinical testing systems

- ✓ System operations related to clinical testing of blood, cells and other samples collected from patients

### Tablet-based products for medical systems

- ✓ Sale of tablet-based products and development of apps that enable users to view test requests and results



## Overview of human resources training support-related services

Offering a full range of solutions related to e-learning, on-demand learning and corporate training



- ✓ Enables learning via smart devices anywhere during your spare time
- ✓ Enables easy creation of original content and simple management of learning processes



- ✓ Provides four functions of skills management, experience management, training management and e-learning
- ✓ Extensive track record in installing large-scale systems at leading companies, including financial institutions

### Example client companies and organizations

**Companies:** IX Knowledge Inc. / Asset Management One Co., Ltd. / KADOKAWA CORPORATION / International Air Cargo Terminal Co., Ltd / Dexerials Corporation / TOKYU CONSTRUCTION CO., LTD. / TOKYO ENERGY & SYSTEMS INC. / Totech Corporation / Tobishi Pharmaceutical Co., Ltd. / Nisshin System Co., Ltd. / Nippon Securities Technology Co., Ltd. / Sumitomo Mitsui Construction Co., Ltd. / Sumitomo Mitsui Trust Bank, Limited

**Others:** YOKOHAMA CITY UNIVERSITY HOSPITAL / Tokyo Metropolitan Police Hospital / Miyagi Prefectural Police / City of Kawasaki / Chiba Prefectural Government / Japan CO-OP Insurance (Kyosai) Consumers' Co-operative Federation

### Number of clients

20

As of September 30, 2025  
Group companies counted  
as one

NEW

Released  
in October  
2025



iStudy<sup>®</sup> AI  
CREATOR

### AI agent tool that streamlines the creation of e-learning teaching materials

- ✓ Optimizes the content production process—from planning to editing—for rapid creation of high-quality teaching materials
- ✓ Enables personalized learning tailored to each learner's level and progress through personal AI-powered autonomous training functions

## Driving the development of diverse services centered on UCARO® to support students' career development



University exam portal site

### Media

大学生活  
の歩き方

*Campus Life Guide Webbook*

Informational platform that empowers students to pursue their ideal selves

**マネラボU**  
Manelabo-U

Financial education media  
for university students

### Local revitalization

Local Bridge®

Contributing to regional revitalization by building a structure that allows young people to stay connected with local communities sustainably and proactively, under the concept of "Thriving in Community and Career"

### Job-hunting support

**Abuild就活**  
*Job Hunting*

Strategic career building coaching service for job-seeking students encompassing not only guidance on practical job-hunting skills but also training and educational curriculums to cultivate professional competencies



Personalized job-hunting service available from the first year of university

**Lifelong data platform that helps maximize individual and organizational value**

Digitalizes daily experiences and behavioral records via NFTs, linking them with various information to enable personal data utilization

**アップデミー**  
Updemy®

High school students

University students

Note: NFTs, an abbreviation of non-fungible tokens, are digital assets guaranteed to be unique and non-substitutable due to blockchain technology. Currently, NFTs are commonly used for selling art pieces and other items, but their function as digital assets tied to personal identity and tamper-resistant rights information—including verifying experience records—has gained attention.

## Management Philosophy

**Contribute to customer prosperity and  
the development of society  
through the information service business**

### Basic Management Policy

- Consistently aim to improve technology, provide excellent service and enjoy higher levels of customer trust
- Create the future with a global outlook for what lies ahead
- Realize an attractive company life where employees enjoy their work and feel motivated

## ODK Solutions Company, Ltd.

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Securities code  
3839





データに、物語を。

Designing Narratives with Data

## ODK Solutions Company, Ltd.

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