

FY 03/2026

Third Quarter Financial Results Investor Presentation

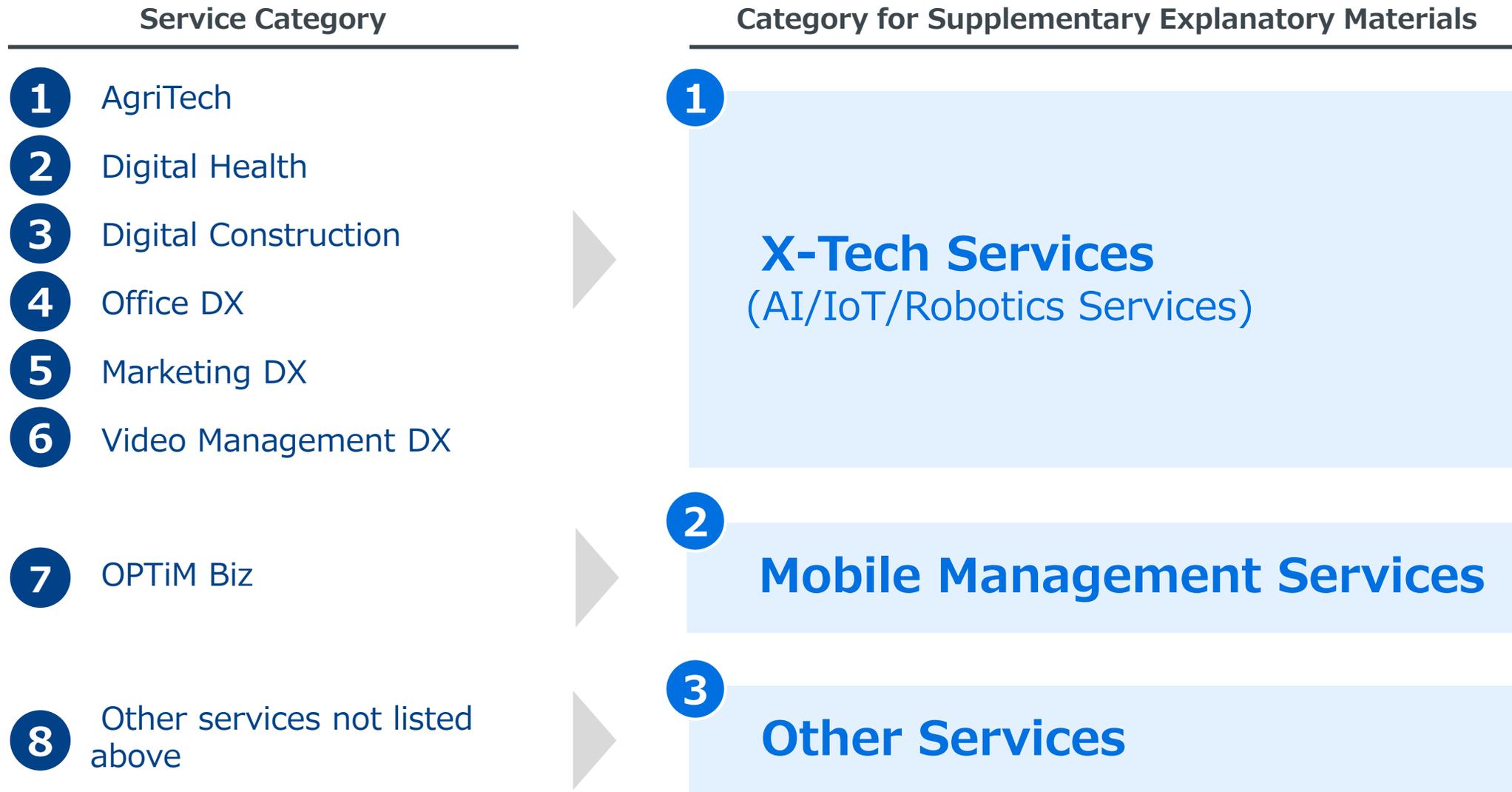
OPTiM Corporation

(Tokyo Stock Exchange Prime Market: 3694)

Disclaimer

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

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



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Notice of Revision to Full-Year Consolidated Earnings Forecast for the FY03/2026

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Highlights (Based on FY2025 results)

1. Notice of Revision to Full-Year Consolidated Earnings Forecast for the FY03/2026

Upward revision of operating profit driven by increased efficiency through investments on AI development and by growth in recurring revenue.

The consolidated earnings forecast for ordinary profit and net profit are disclosed as we have now obtained the information necessary to forecast the full-year performance of our affiliated companies.

	Previous Forecasts (A)	Revised Forecasts (B)	Change (B-A)	Change (%)	(Reference) Actual Consolidated Results for the Previous Fiscal Year ended March 31, 2025
Consolidated Net sales	11.64 billion yen	11.64 billion yen	0	-	10.58 billion yen
Consolidated Operating profit	1.57 billion yen	1.8 billion yen	230 million yen	114.6%	1.95 billion yen
Consolidated Ordinary profit	-	1.79 billion yen	-	-	1.86 billion yen
Profit attributable to owners of parent	-	960 million yen	-	-	1.17 billion yen
Earnings per Share (Consolidated)	-	17.52 yen	-	-	21.39 yen

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2. FY03/2026 Third Quarter Financial Review

Over 20% YoY Growth in Net sales and Operating Profit,
and Over 30% YoY Growth in Ordinary Profit

	FY03/2025 Second Quarter Actual	FY03/2026 Second Quarter Actual	Results Year-on-Year	FY03/2026 Full-Year results Forecast
Net Sales	6.83 billion yen	8.21 billion yen	120.2%	11.64 billion yen
Operating profit	1.09 billion yen	1.33 billion yen	121.9%	1.80 billion yen
Ordinary profit	930 million yen	1.26 billion yen	134.6%	1.79 billion yen
Net profit	530 million yen	590 million yen	110.9%	960 million yen

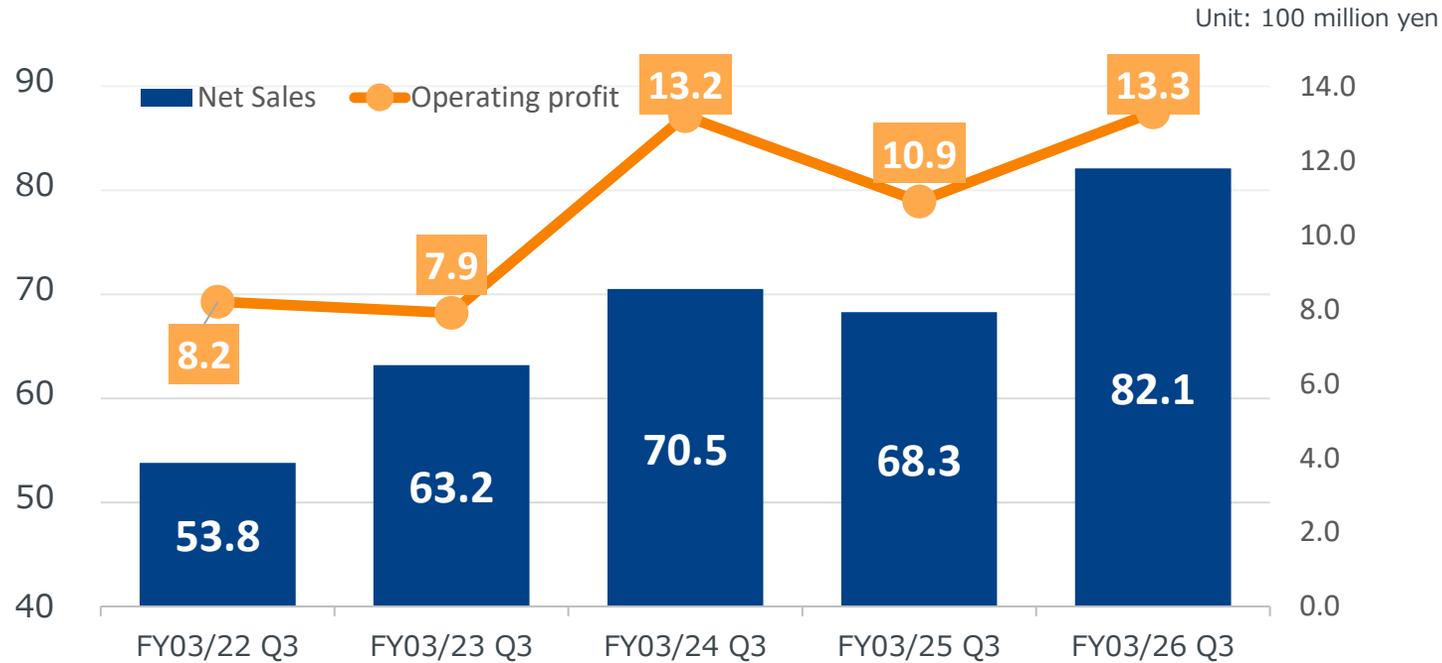
* Profit attributable to owners of the parent for the quarter increased by 10.9% compared to the same quarter of the previous year, primarily due to the recognition of a loss on valuation of investment securities of 170 million yen.

2. FY03/2026 Third Quarter Financial Review

Revenue and profit increased by over 20% compared to the previous fiscal year.

Sales reached **8.21 billion** yen, an increase of 1.38 billion yen from last year's 6.83 billion yen (YoY +20.2%).

Operating profit: **1.33 billion** yen, an increase of 240 million yen from last year's 1.09 billion yen (YoY +21.9%).



Net Sales
8.21 billion yen
YoY +20.2%

Operating Profit
1.33 billion yen
YoY +21.9%

Operating Margin
16.2%

Stock Sales Ratio
73.2%

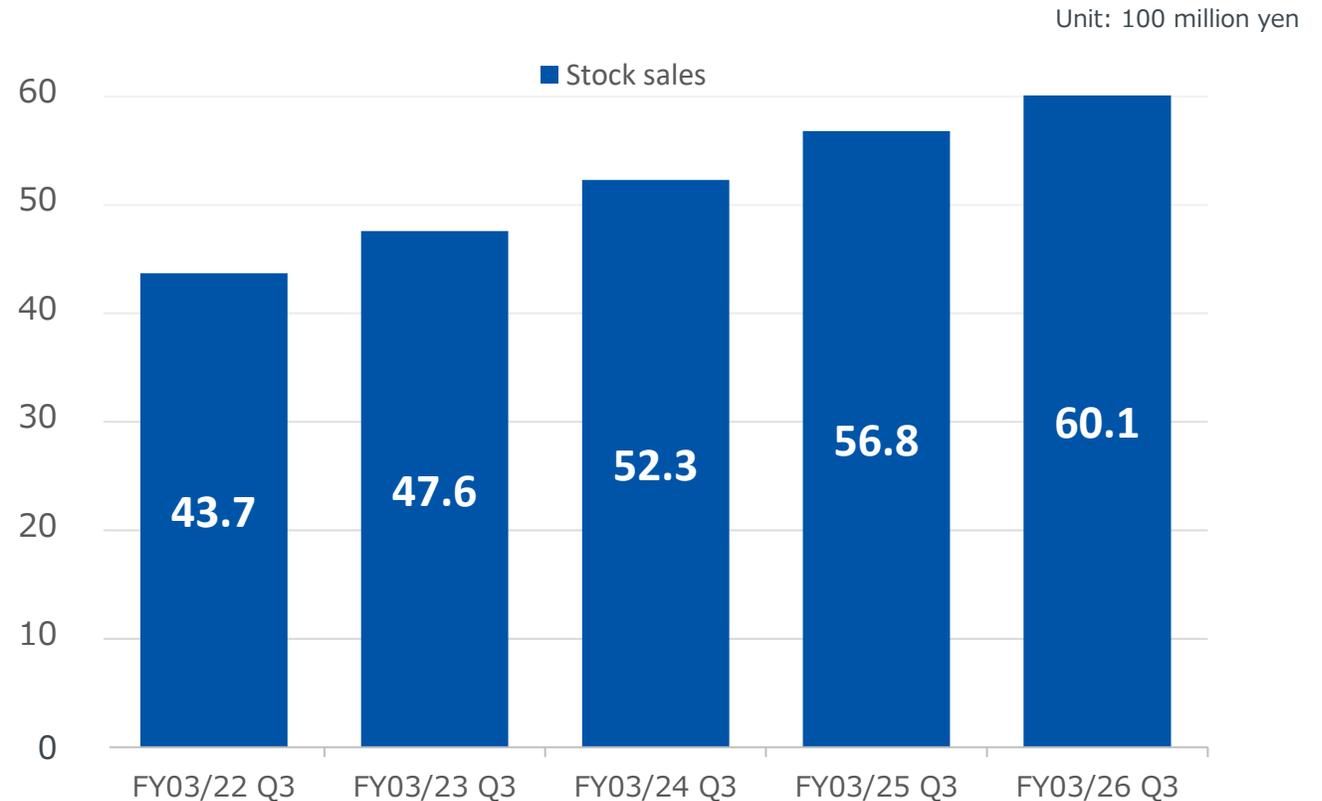
Stock sales increased for the second consecutive year

Of total sales of 8.21 billion yen, **6.01 billion yen (73.2%)** were stock sales

Increased by 330 million yen from 5.68 billion yen last fiscal year (**YoY +5.8%**)

Stock Sales
6.01 billion yen
YoY +5.8%

Stock Sales Ratio
73.2%



Primary Factors Behind the Increase in Revenue and Profit:

1. Expansion of the agritech field:

Smart agriculture services have moved beyond the demonstration phase and entered a period of widespread adoption.

2. Accumulation of stock revenue:

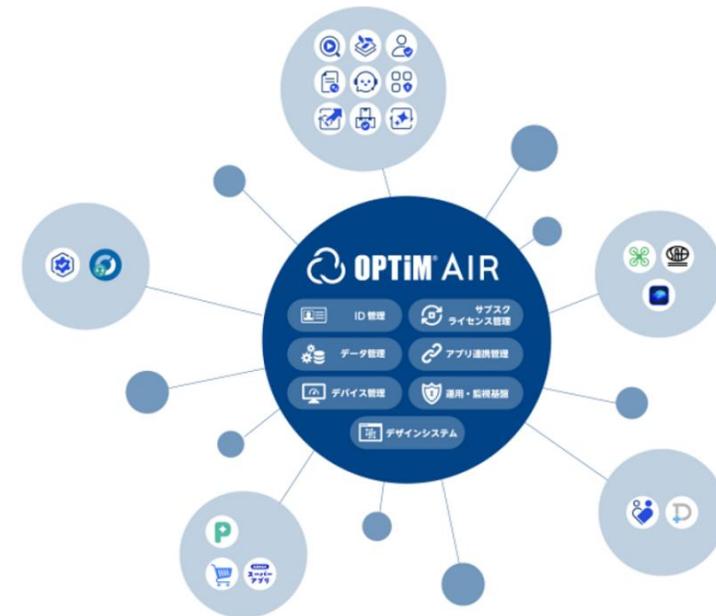
Steady growth in low-churn, recurring revenue streams across the agriculture, construction, security, and AI services fields.

3. Maximization of return on investment:

Strategic investments in the use of AI have resulted in greater sophistication and improved efficiency in software development.

Launched the New Brand “OPTiM AIR” as Part of the Growth Strategy

The Company has rebranded “OPTiM Cloud IoT OS,” which serves as a common platform across its businesses, as the new brand “OPTiM AIR,” embodying its management concept of **“We make the Net as simple as breathing.”** While the Company has long provided a wide range of services primarily centered on IoT to meet diverse customer needs, the scope of these services has expanded beyond IoT to include a broader array of offerings leveraging AI and robotics technologies. As a result, the role of this common platform has evolved. In line with **the strengthened focus on AI and robotics**, the Company has redefined the role of this platform, enabling both further **optimization of development costs and easier cross-selling** of the Company’s services simultaneously.



“X-Tech Services (AI/IoT/Robotics Services)” Continued to Drive Business Growth

AgriTech (Agriculture DX):

Revenue increased, driven by the continued impact of climate change and rising rice prices

The “Pinpoint Time Spraying Service,” a drone-based application DX service with the No. 1 market share in Japan, which originated from pinpoint spraying technology that applies pesticides and fertilizers only where and in the precise amounts needed through **Physical AI agents**, continues to grow steadily. In this service, AI formulates efficient operational plans for drones and pilots and supports execution. Against **the backdrop of recent social conditions**, including an increase in pest damage caused by **climate change** and rising rice prices, producers’ demand for improved productivity has continued to grow, resulting in a high service retention rate. In addition, leveraging the same platform, the service is steadily expanding beyond rice to other crops **such as soybeans, wheat, and citrus fruits**. As climate change and evolving social conditions continue to pose significant risks for producers, further growth in demand is expected for this service and technology as a solution capable of continuously addressing these challenges.

Digital Construction (Construction/Civil Engineering DX):

“OPTiM Geo Scan Supreme,” which enabling millimeter-level data acquisition, gains strong industry attention

The smartphone-based 3D surveying application “OPTiM Geo Scan” continues to steadily increase the number of licenses, driving broader penetration of the service at construction sites. In addition, the new service “OPTiM Geo Scan Supreme,” which enables millimeter-level precision data acquisition, has been attracting growing attention as a **cutting-edge technology** in the construction and civil engineering industry and continues to expand.

High-precision three-dimensional data serve as the visual foundation for autonomous and remote-controlled construction machinery. By enabling AI to continuously capture physical changes at construction sites in real time, the service is leading the realization of autonomous construction environments that do not rely on human experience. This represents the culmination of the sensing capabilities of **Physical AI**, which understands the three-dimensional structure of the physical world and instantly converts it into design data.

“X-Tech Services (AI/IoT/Robotics Services)” Continued to Drive Business Growth

Digital Health (Medical DX):

Accelerating the implementation of healthcare workstyle reform through generative AI, supported by revisions to the medical fee schedule

“OPTiM AI Hospital”: Clear Benefits from Expected Inclusion in Medical Reimbursement Items

At the Central Social Insurance Medical Council of the Ministry of Health, Labour and Welfare, it has been indicated that measures to improve operational efficiency through **the use of generative AI are expected to be included in the items of the next revision to the medical fee schedule**. As a result, the use of AI for tasks such as document creation support will be officially recognized, **enabling adopting hospitals to both reduce physicians’ workloads and secure medical reimbursement**. The Company’s “OPTiM AI Hospital” is a service that **directly aligns with this policy direction**.

In addition, the effectiveness of operational improvements achieved through the use of “OPTiM AI Hospital” has been published as an academic paper in a leading and authoritative medical journal, reaffirming the service’s **high level of reliability from both technological and clinical perspectives**.

Office DX: Cloud AI Document Management Service "OPTiM Document Management"

Accelerating the deployment of AI services leveraging generative AI

Against the backdrop of regulatory compliance requirements, including amendments to the Electronic Bookkeeping Act, our AI-driven automatic data entry and management functions have been well received, resulting in an increase in the number of licenses. In addition, our prompt response to customer requests for new features has been favorably evaluated.

Furthermore, on November 18, 2025, we launched an external document-sharing function, enabling secure and user-friendly sharing of forms and documents with external parties.

Fifteen Consecutive Years as the No. 1 Share in the Domestic Market: Evolution of a Solid Revenue Base and New Developments - “Mobile Management Services”

“OPTiM Biz,” a solution for centrally managing corporate smartphones and PCs, has achieved **the No. 1 market share across all three major research firms. This overwhelming market dominance** supports our stable and recurring cash flows, has steadily increased the number of licenses, and has further strengthened our solid earnings base.

“OPTiM Biz Premium,” announced on October 30, 2025, is a service that enhances efficiency and automation while providing security across all corporate IT operations . It is **the first service in Japan** to integrate and **centrally manage device management services**, remote control services, ID management services, SaaS management services, asset management services, and an internal IT support AI agent. By expanding the value proposition from traditional device management to the comprehensive efficiency and automation of IT operations, we aim to create new growth opportunities as **a domestic security service** and to **increase ARPU**.

AI-Driven Operational Efficiency: Results of AI-Driven Development

The Company aims to be not only a provider of AI solutions but also a company that **effectively leverages AI in its own operations**. As part of this initiative, **we have achieved significant efficiency gains** across the design, development, and testing phases by utilizing an AI coding assistant deployed to all engineers. In the IT industry, where labor costs continue to rise, productivity improvements driven by AI directly contribute to profitability and enhanced management efficiency. Accordingly, the streamlining of development processes has become **an important strategic element** of our business model.

2. FY03/2026 Third Quarter Financial Review Shareholder Return Policies and Their Guidelines

The Company will implement the acquisition of treasury shares

The Company believes that achieving a sustainable increase in corporate value requires an optimal balance between “growth investment” and “shareholder returns.”

At present, as the Company is in a business expansion phase, it prioritizes growth investments, operating with the conviction that realizing medium- to long-term business growth will ultimately lead to the greatest return to shareholders. At the same time, the Company also recognizes the improvement of capital efficiency as an important management priority. With respect to shareholder return, the Company places the highest priority on “share repurchases,” which enable flexible capital management, followed by “dividends.”

Based on this policy, the Company has decided to acquire its own shares through an off-auction purchase from its controlling shareholder (ToSTNeT-3), and subsequently cancel those shares. In addition, the Company has confirmed that Mr. Shunji Sugaya, its controlling shareholder, intends to comply with the Company’s share repurchase.

Through this initiative, the Company will reliably increase the free-float ratio while minimizing the impact on market supply and demand. By raising the per-share equity value, this measure will provide returns that benefit all shareholders. Through such efforts, the Company aims to create an investment environment that is attractive and accessible to individual investors as well as institutional and overseas investors.

Going forward, the Company will continue to execute shareholder return measures in a steady and consistent manner, taking into comprehensive consideration its cash-flow position, investment opportunities, market conditions, and share price levels.

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3. FY03/2026 Full-Year Performance Outlook

26 consecutive fiscal years of record sales since founding and strategic investments for the future

We project revenue growth of 11.64 billion yen (YoY +10.0%).

Operating profit is planned at 1.57 billion yen (YoY -19.7%) to support future business expansion and the recruitment of top talent.

Through robust investments in future growth, we aim to achieve sustainable creation of corporate value.

→ **We have revised our operating profit forecast for February 2026 to 1.80 billion yen (YoY -7.9%).**

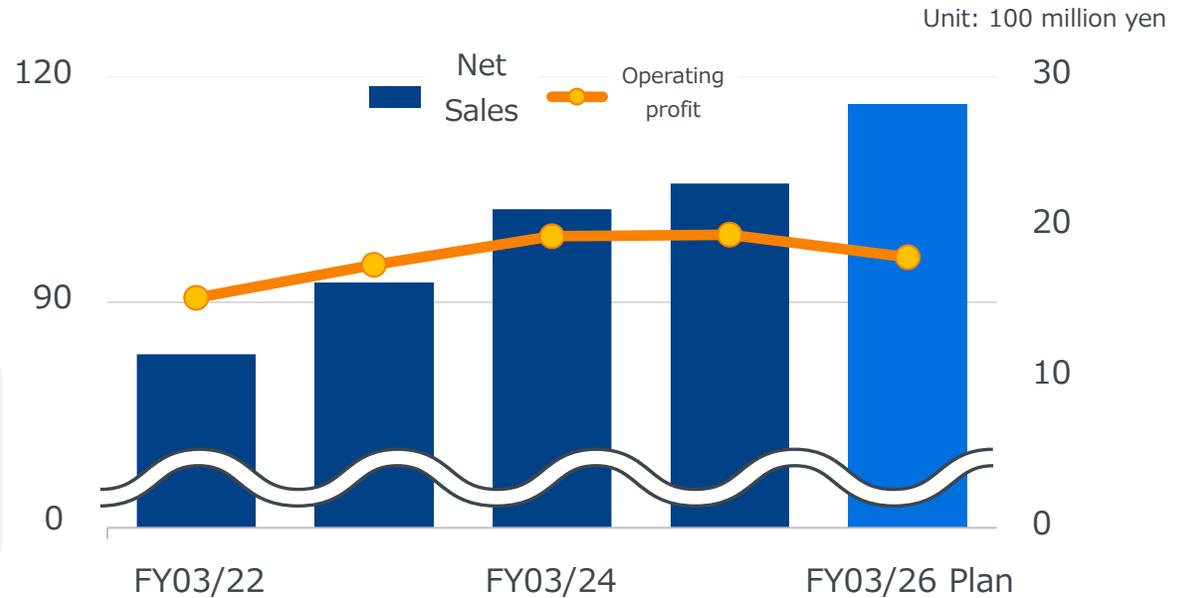
Net Sales
11.64 billion yen
YoY +10.0%

Operating profit
1.57 billion yen
YoY -19.7%



Operating profit
18.0 billion yen
YoY -7.9%

14.6% increase



1. Highlights of Consolidated Financial Forecasts for the Fiscal Year Ending March 2026

- ❑ Projected to achieve **the highest sales in the company's 26 consecutive year**.
- ❑ We anticipate steady growth in our **mobile management services** this fiscal year as well
- ❑ Additionally, we anticipate **significant growth** in our X-Tech services (AI/IoT services), **including drone AI pesticide spraying services in the agritech sector and various AI services**
- ❑ To accelerate the growth of the above services, **we plan to make proactive investments**
- ❑ In particular, for the fiscal year ending March 2026, we will focus on new service development in the **rapidly evolving AI field**, expansion of R&D capabilities, and proactive investment in internal use
- ❑ We have decided to significantly increase starting salaries for new graduates for two consecutive years in 2025 and 2026, among **other proactive measures to invest in human resources**
- ❑ This fiscal year, we also plan to make **proactive investments to achieve mid-to-long-term growth**

- ❑ Efficiency gains achieved through AI development investment, and **revision upward of operating profit** due to increased recurring revenue (Q3 update)
- ❑ **Disclosure of ordinary profit and net profit** based on performance outlook for affiliated companies (Q3 update)
- ❑ Plans to implement **share buybacks** as a shareholder return measure (Q3 update)

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Creating the future of every industry with AI

We aim to become a leading company at the center of the Fourth Industrial Revolution by spreading AI and IoT technologies throughout society and fundamentally transforming every industry in Japan.

Achieve both a solid revenue base and high growth potential, and seize huge market opportunities



Solid revenue base

Stock sales ratio of 71.4%
Generates stable cash flow



High growth potential

X-Tech Services (AI/IoT Services) is rapidly growing into the second pillar, accounting for 44.6% of total sales.
Since the launch of X-Tech services, the CAGR has been 61.9%



Huge market opportunity

In the multi-trillion yen "problem-solving" market,
Tapping into DX demand



Technical barriers

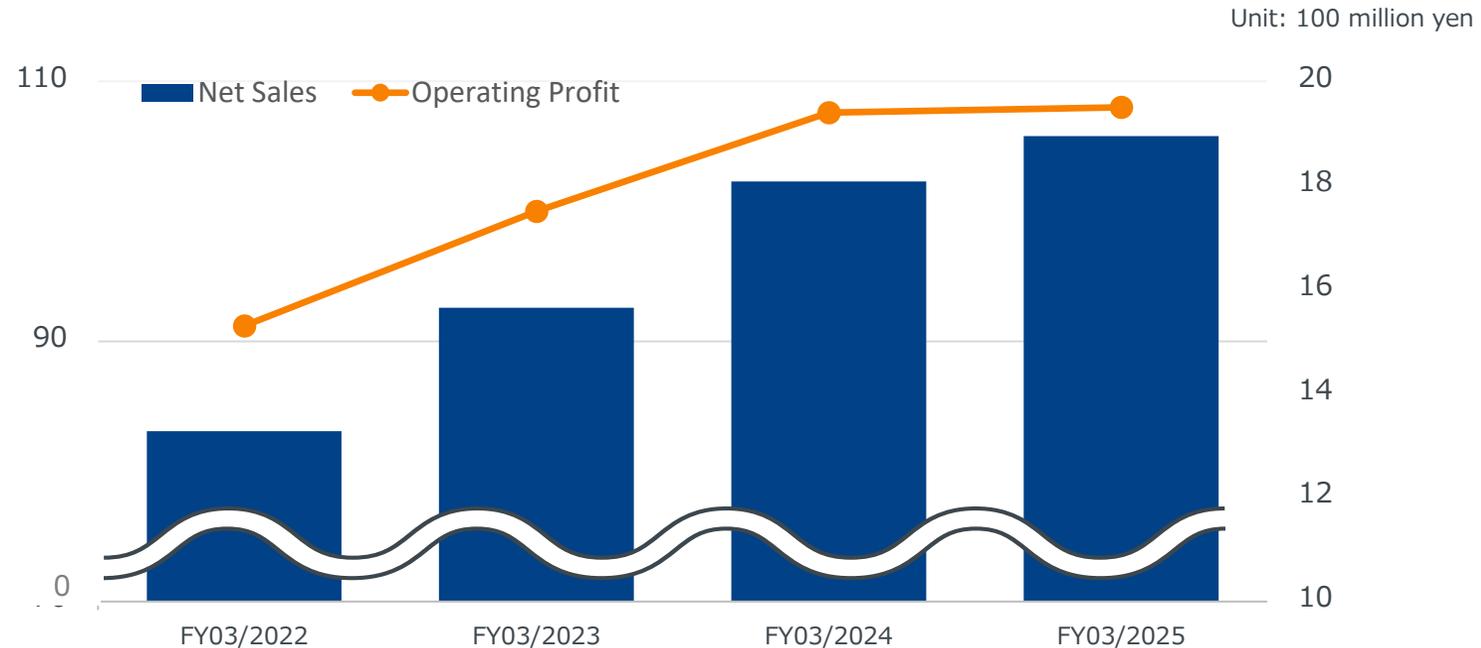
Over 569 cumulative patents
Leading the market with unparalleled technological capabilities

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

Balancing Stability and Growth

With a solid foundation of stable recurring revenue, our rapidly growing X-Tech services (AI/IoT services) are driving growth, we have achieved record-breaking sales for 25 consecutive fiscal years since our founding. While maintaining high profitability, we continue to invest in the future.



Net Sales
10.58 billion yen
YoY +3.3%

Operating profit
1.95 billion yen
YoY +0.7%

Operating profit margin
18.5%
While continuing to make proactive investments, achieving high profitability

Stock sales ratio
71.5%
Stable revenue structure

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

Dual engines driving growth

Our business consists of two engines: "Mobile Management Services," which generate stable growth and profits, and "X-Tech Services (AI/IoT Services)," which will drive future breakthrough growth.

Stable growth revenue base

Mobile Management Services

"OPTiM Biz"

The most popular device management platform supporting DX for Japanese companies



国内MDM市場

14年連続 No.1

業界別 全20部門でもシェアNo.1

Mobile Management Services Market Size

TAM: Approximately 28 billion yen
(Forecast for 2028: 1.5 times higher than in fiscal 2024)

Growth Drivers

X-Tech Services (AI/IoT Services)

With our proprietary AI/IoT platform, we are creating the "future" of Japan's core industries such as agriculture, healthcare, and construction. Creating the future of Japan's core industries



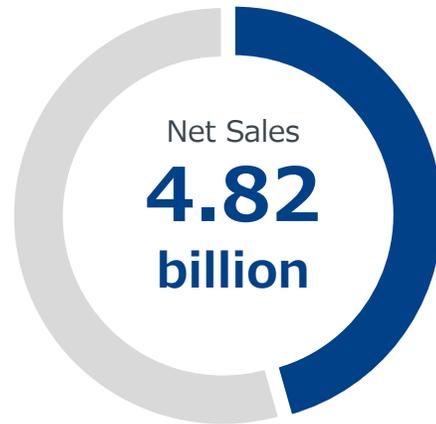
*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

Growth in two businesses leads to profits

The two businesses act as a dual engine, driving high growth and profitability.

Mobile Management Services



X-Tech Services (AI/IoT Services)



Operating profit
1.95
billion yen

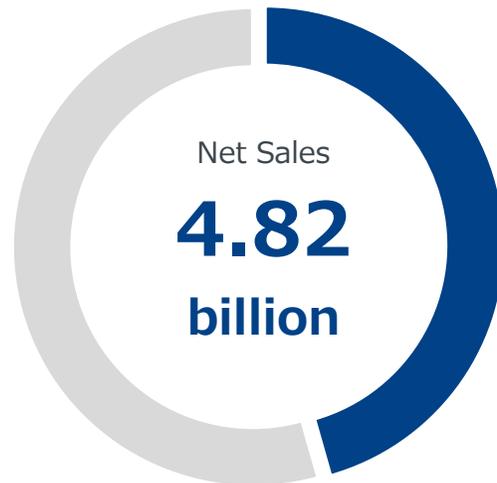
Operating profit margin
18.5%

*Results for the fiscal year ended March 2025

First Growth Engine: Mobile Management Services

[Stable Growth Revenue Base]
Mobile Management Services

Revenue composition ratio: **45.6%**



※As of March 2025

OPTiM Biz:

- The most popular device management platform supporting DX for Japanese companies
- Securely manage IT devices such as smartphones, tablets, and PCs from the cloud
- Ranked No. 1 in market share for 14 consecutive years by multiple research firms
- A essential tool for corporate DX initiatives, achieving stable growth alongside market expansion

*Results for the fiscal year ended March 2025

Second growth engine: X-Tech services (AI/IoT services)

【High-Growth Drivers】
X-Tech Services (AI/IoT Services)

Revenue composition ratio: **44.8%**



※As of March 2025

CAGR (compound annual growth rate) of 61.9% since the launch of X-Tech services (fiscal year 2015)

- Utilizing our proprietary cross-industry AI/IoT platform, "OPTiM Cloud IoT OS," we are creating the "future" of Japan's core industries such as agriculture, healthcare, and construction.

AgriTech:

- Streamlining all processes in agriculture—from cultivation to processing and distribution—through smart agriculture to enhance food security.
- Transitioning from helicopter spraying to drone spraying. Leading the domestic market with drone AI pesticide spraying services (FY 2024: approximately 23,000 farmers, approximately 23,000 hectares, and approximately 110,000 fields adopted)

Digital Construction:

- Leading the market with the world's first smartphone surveying service. Expanding the scope of work per person and providing an effective countermeasure against rising labor costs.
- Adopted by all major domestic general contractors. Global adoption has also begun.

Digital Health:

- Providing AI agents for hospitals. A game-changer for improving operational efficiency and reforming work practices for doctors and nurses in hospitals facing staff shortages.
- Reduces business costs related to document creation by over 50%. Adoption rate exceeds 85% at hospitals where implemented.

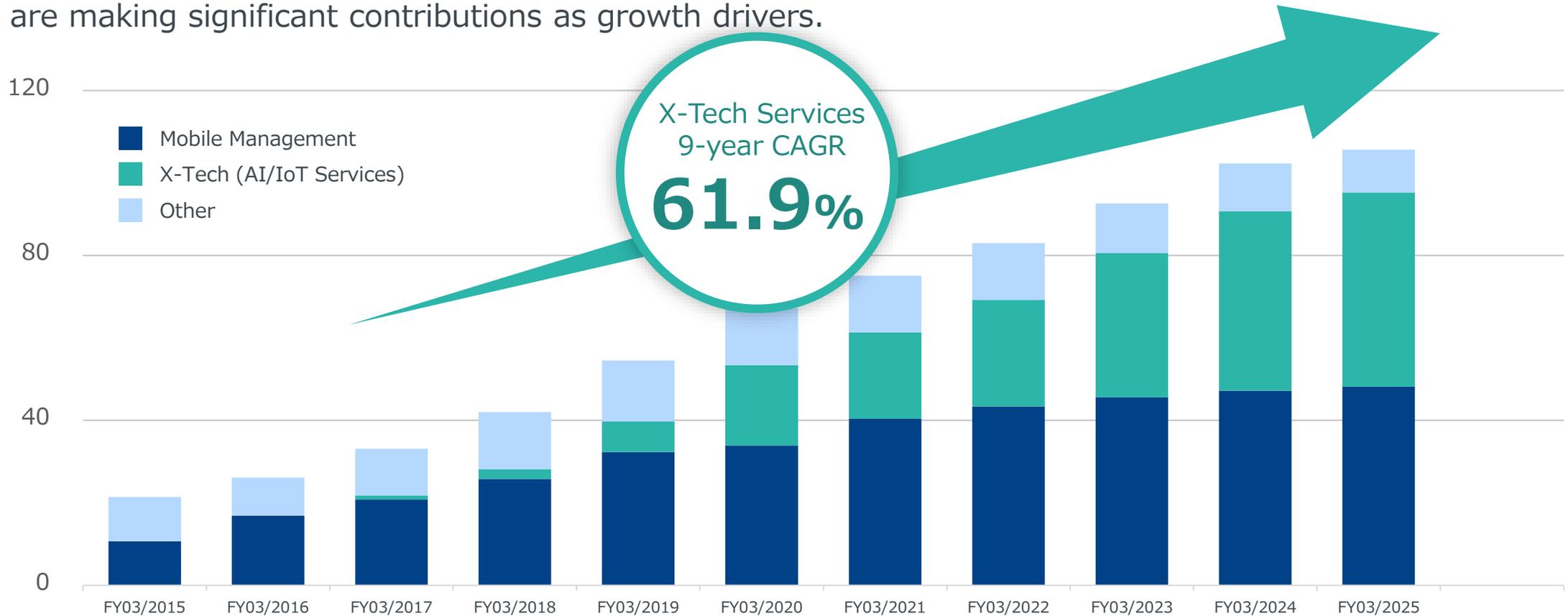
Other DX:

- Promoting office DX, marketing DX, and video management DX. *Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

Sales trends since listing

Revenue has continued to set new records every quarter since the company's founding. Mobile management services continue to grow, while X-Tech services (AI/IoT services) are making significant contributions as growth drivers.



*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

Unwavering competitive advantage

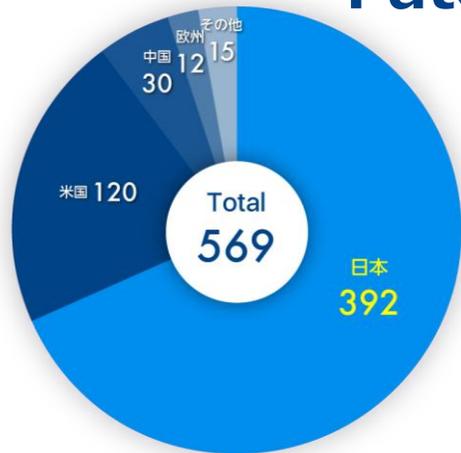
The value provided by OPTiM is supported by four strong competitive advantages. These form an insurmountable barrier to entry that prevents competitors from catching up.



*Results for the fiscal year ended March 2025

Patent portfolio critical for competitive advantage

登録数



出願数



OPTiM Biz:

Analyzes packets sent from network devices such as PCs and various IoT devices, identify devices connected to the network

Registration number: JP4855499 Registration date: November 4, 2011

AI/IoT Platform "OPTiM Cloud IoT OS":

Computer systems, API provision methods, and programs (automatically select the optimal AI (artificial intelligence) or API based on predefined conditions)

Registration Number: JP6404529 Registration Date: 2018/9/21

AgriTech:

Wireless aircraft, location information output method, and wireless aircraft program (basic patent related to pinpoint pesticide spraying and fertilization technology)

Registration Number: JP6326009 Registration Date: April 20, 2018

Patent for an information processing system that controls the operation of mobile objects in fields based on predictive information

Registration Number: JP7132680 Registration Date: 2022/9/7

Digital Construction:

Measurement Processing Device, Method, and Program (Automatically Linking Location Information and 3D Point Cloud Data to Easily Achieve High-Precision 3D Measurement)

Registration Number: JP6928217 Registration Date: 2021/8/11

Patent for an information processing system for creating floor plans and cross-sectional diagrams in real time

Registration Number: JP7659954 Registration Date: 2025/4/10

Digital Health:

Collection of medication intake information with consideration for personal information (collection of actual medication intake information (dosage, frequency, etc.) from patients via a medication app in a manner that does not identify individuals)

Registration number: JP7253308 Registration date: March 29, 2023

Office DX:

Contract management system, contract management methods, and contract management program (AI and system for analyzing and managing contracts)

Registration Number: JP6290459 Registration Date: 2018/2/16

Marketing DX:

Computer system, vacant seat detection method, and program (AI analyzes camera images and provides coupons with discount rates based on the vacancy rate)

Registration Number: JP6246446 Registration Date: 2017/11/24

Video Management DX:

Computer system, method for preventing wire transfer fraud, and program (ATM corner monitoring system to prevent wire transfer fraud)

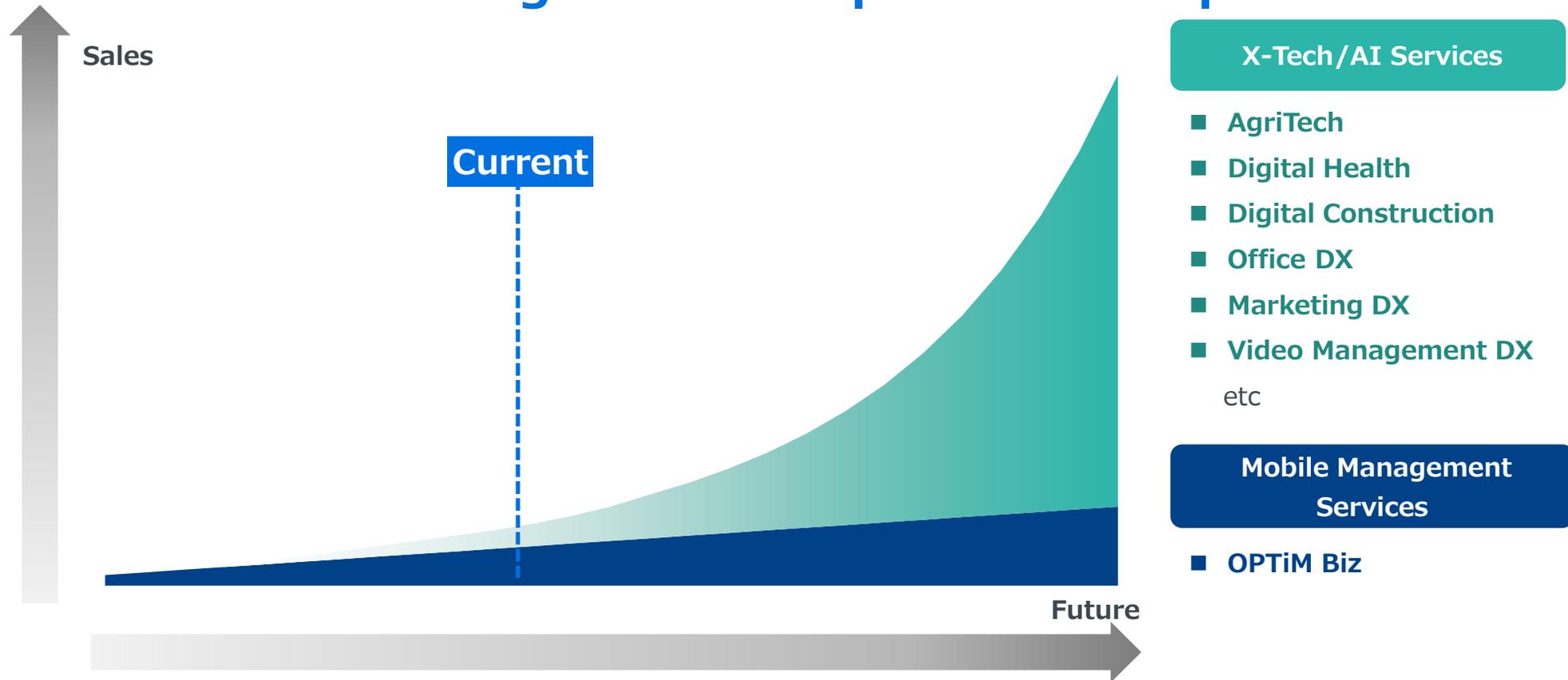
Registration Number: JP6959704 Registration Date: 2021/10/12

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

While steadily expanding our mobile management services
In response to the rapid expansion of the DX and AX markets, we are
significantly growing our X-Tech and AI services

we aim to achieve a **significant leap forward in performance.**



The logo for OPTiM, featuring the word "OPTiM" in a bold, white, sans-serif font with a registered trademark symbol (®) to its upper right. Below the logo, the website address "www.optim.co.jp" is written in a smaller, white, sans-serif font. The background is a dark blue gradient with a complex network of thin white lines and dots, resembling a molecular or data network structure.

OPTiM®
www.optim.co.jp