FY03/2027

Second Quarter (Interim Period) 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.

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Creating the future of every industry with AI

We aim to be a “pioneering company in AX (AI Transformation)” that brings AI and IoT technologies to every corner of society and fundamentally transforms all industries in Japan.

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Reportable Segment Classification

The Group operates its business through two reportable segments: the **"AX (AI Transformation) Business,"** which accelerates transformation through AI, IoT, and Robotics while delivering steady growth, and the **"Agritech Business,"** which realizes "enjoyable, stylish, and profitable agriculture" by driving AX across the entire agricultural industry.

Segment Category	Service Category
AX Business	IT Management AX Services Medical AX Services Construction & Civil Engineering AX Services Office AX Services Communication AX Services Other Services
Agritech Business	Smart Agriculture Services

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OPTiM

1 **FY03/2027 Second Quarter (Interim Period) Financial Review**

2 FY03/2027 Financial Forecasts

3 Growth Strategy

4 Appendix

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1. FY03/2027 Second Quarter (Interim Period) Financial Review

Substantial Increase in Revenue Compared with the Same Period of the Previous Fiscal Year
Progressing Steadily According to Plan Toward Achieving Record-High Revenue for the 27th Consecutive Fiscal Year Since Establishment

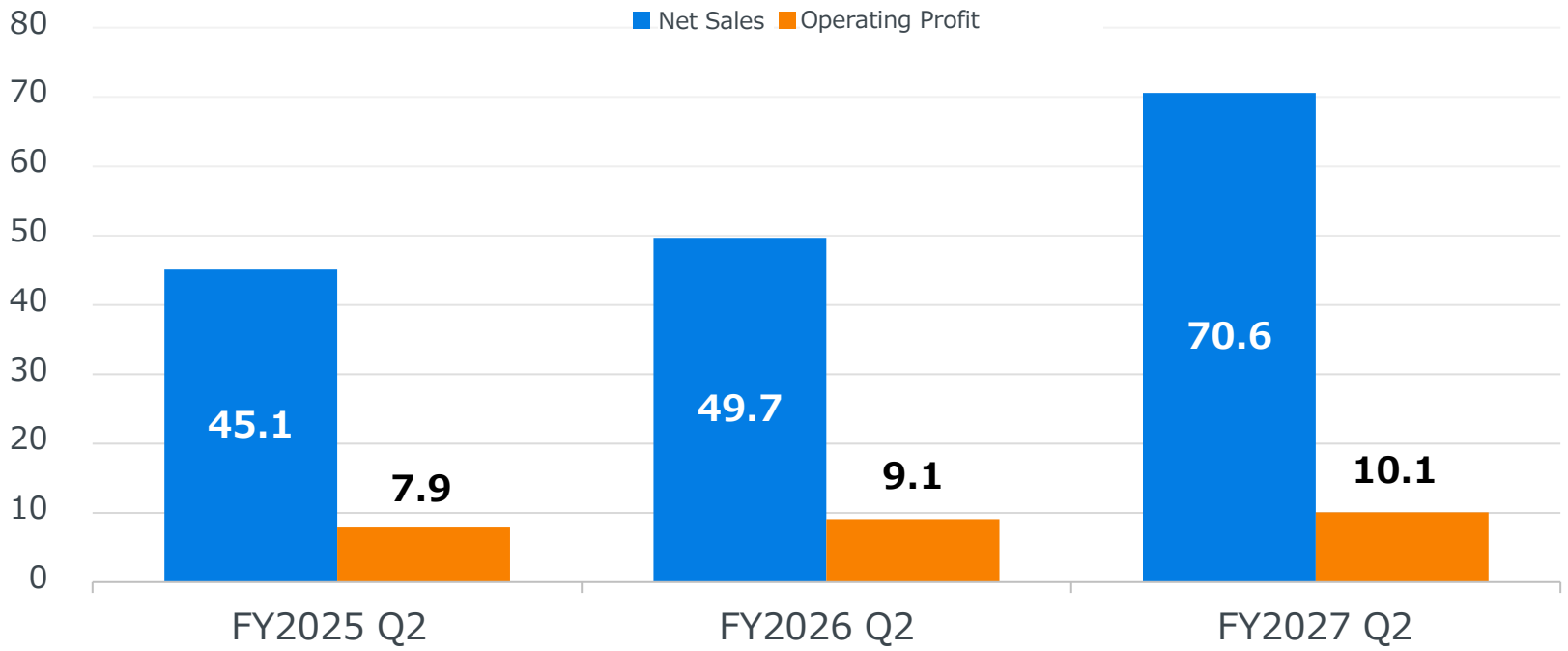
(Unit: 100 million yen)

	FY03/2026 Q2 Results	FY03/2027 Q2 Results	Actual Results (YoY)	FY03/2027 Financial Forecast	FY03/2027 Forecast Achievement Rate
Net Sales	49.7	70.6	142.1%	129.8	54.4%
Operating Profit	9.1	10.1	111.1%	19.8	51.3%
Ordinary Profit	8.5	9.5	110.9%	19.9	47.7%
Net Profit	5.3	5.7	107.0%	11.3	50.7%

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Net Sales 7.06 Billion Yen, YoY 142.1%
Operating Profit 1.01 Billion Yen, YoY 111.1%

(Unit: 100 million yen)



Net Sales	Operating Profit	Operating Margin
70.6	10.1	14.4%
YoY 142.1%	YoY 111.1%	YoY -4.0pt

*Totals may not agree due to the treatment of fractional amounts of less than one hundred million yen.

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By Segment

The Agritech Business achieved substantial revenue growth and significantly drove overall revenue growth. The AX Business increased revenue, primarily stock revenue, and contributed to overall profit.

AX Business **4.51** Billion Yen, YoY 105.1%

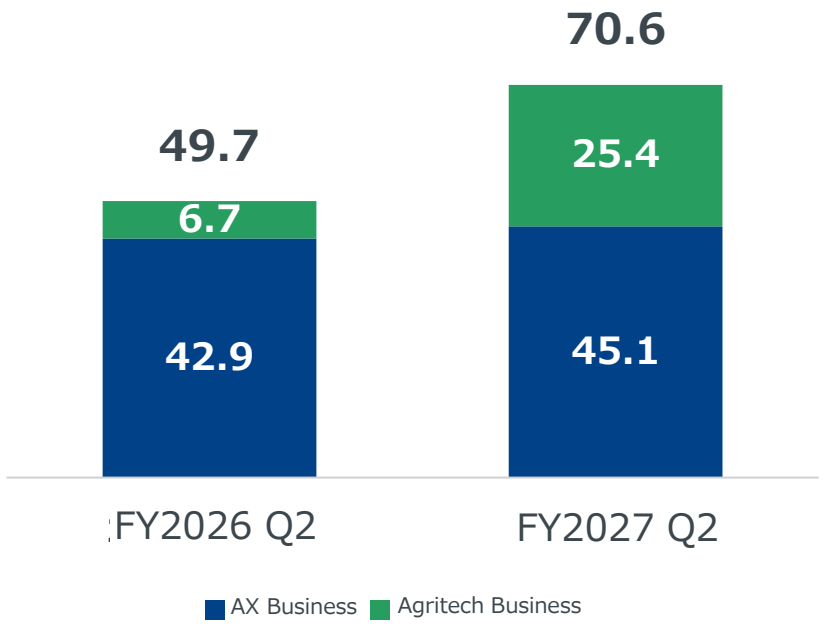
Agritech Business **2.54** Billion Yen, YoY 376.9%

Total Net Sales: 7.06 Billion Yen (YoY 142.1%)

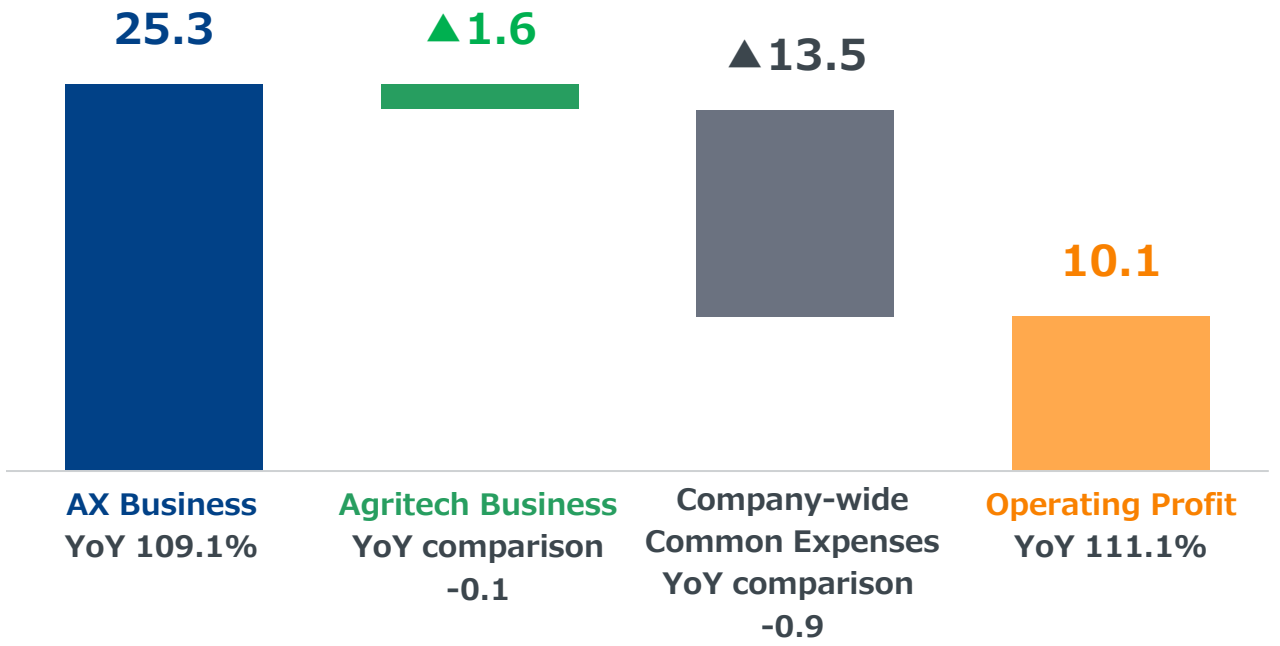
Operating Profit **1.01** Billion Yen, YoY 111.1%

Promoting Growth Investments in the Agritech Business Using Stable Profit Growth from the AX Business as a Source of Funding

(Unit: 100 million yen)



Unit 100 million yen (FY2027 Q2)



*Totals may not agree due to the treatment of fractional amounts of less than one hundred million yen.

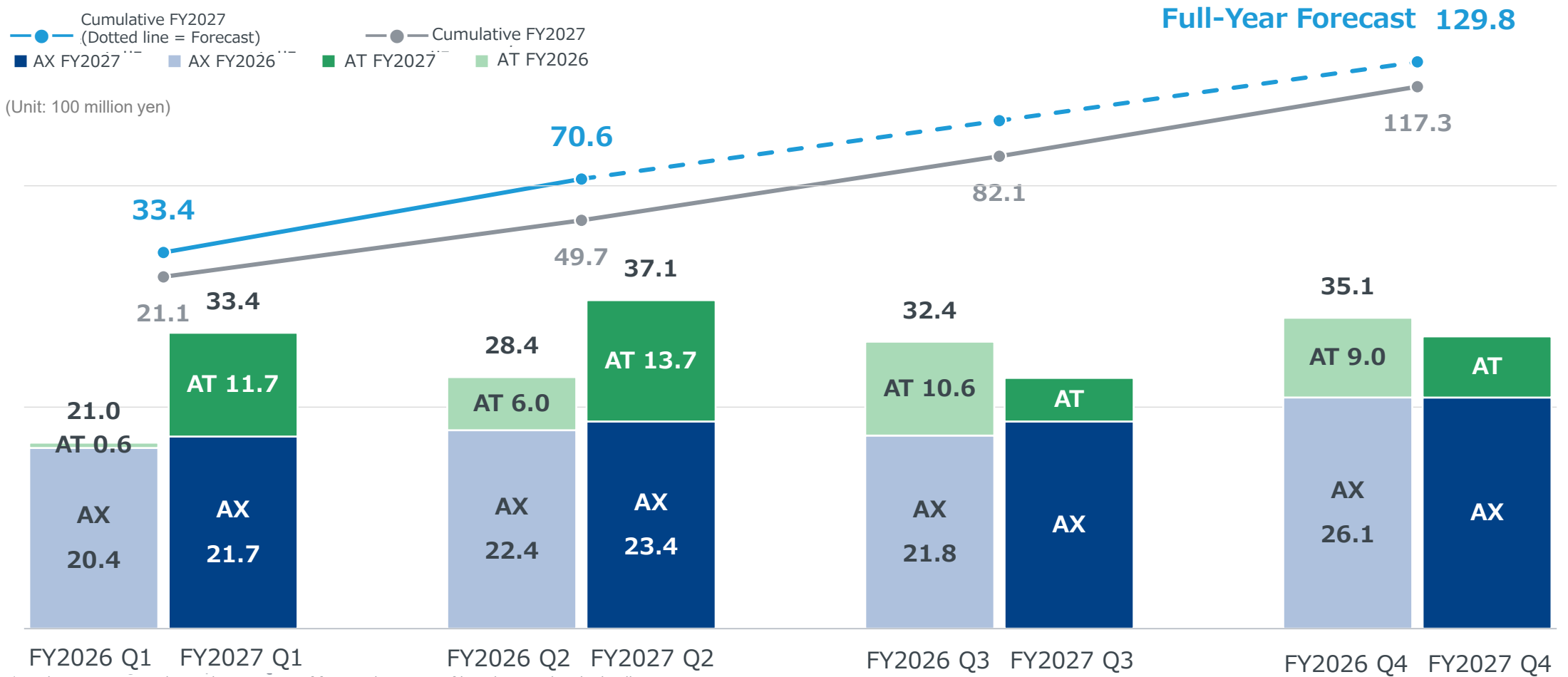
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Segment Composition

Net sales are progressing steadily, in line with plan.The Agritech Business (AT) continues to grow strongly, with this fiscal year showing greater weighting toward the first half than in prior years.

The AX Business (AX) continues to grow steadily, consistent with the trend in previous years.

Overall, the Company remains on track to achieve record-high net sales for the full year, as initially forecast.



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By Segment : AX Business

Steady Increases in Revenue and Profit Compared with the Same Period of the Previous Fiscal Year
Strong Operating Profit Achieved Through Steady Growth in License Revenue

AX Business

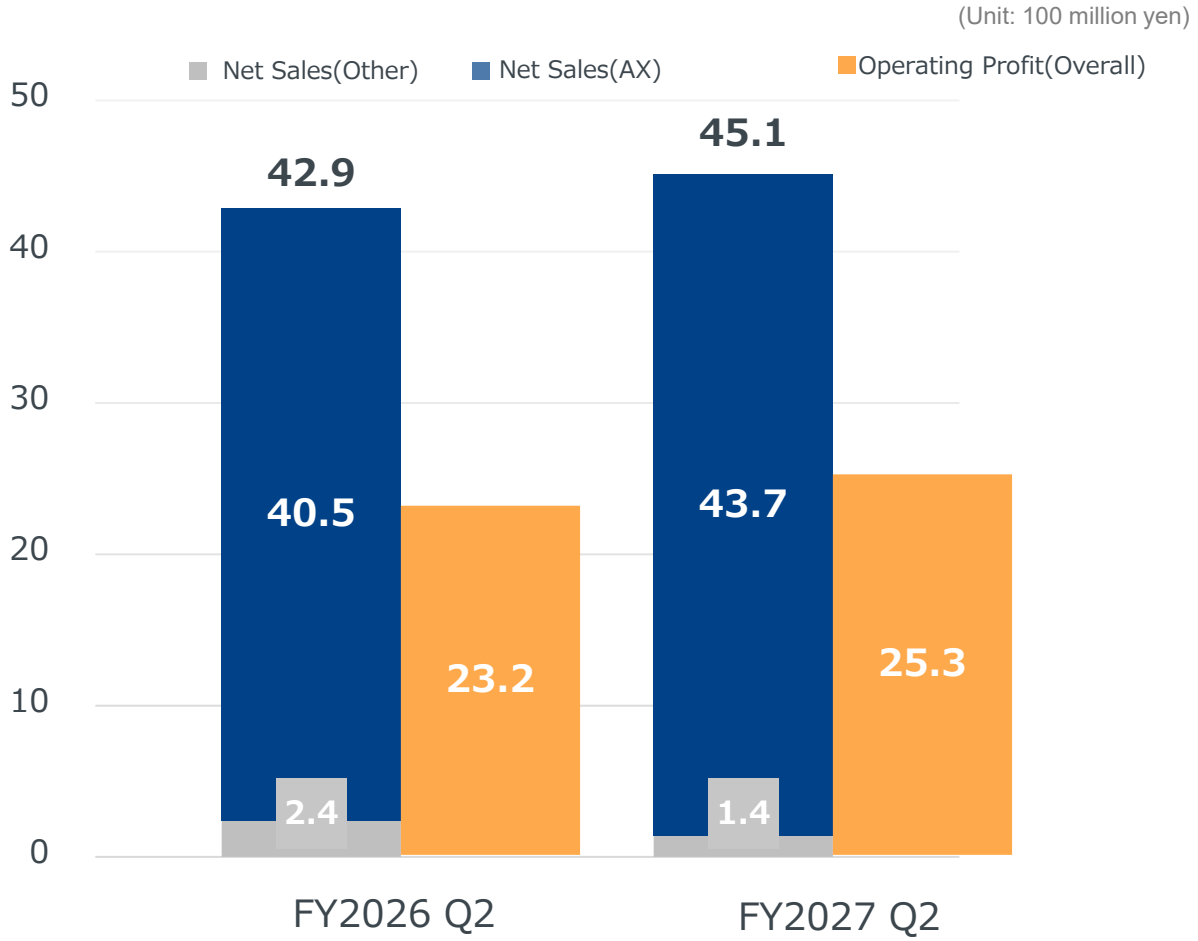
Net Sales
45.1
YoY 105.1%

AX Services Net Sales
43.7
YoY 107.9%

Other Services* Net Sales
1.4
YoY 57.7%

Operating Profit
25.3
YoY 109.1%

- **IT Management AX Services:** Based on the No.1 MDM service, providing IT management efficiency improvement services and information leakage prevention services.
- **Construction & Civil Engineering AX Services:** Promoting expansion into the infrastructure inspection field
- **Medical AX Services:** Expanding hospital workflow efficiency improvement and security services through generative AI and smartphones
- **Office AX Services:** Supporting the strengthening of corporate governance driven by accounting standards revisions.
- **Communication AX Services:** Continued growth in DX-related services for local governments



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*Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : AX Business

Net Sales from AX Services Excluding Other Services* Were 4.37 Billion Yen (YoY 107.9%)
Of Which Stock Revenue Was 3.63 Billion Yen (YoY 104.1%)
The Stock Revenue Ratio Remained High at 83.1%

AX Services

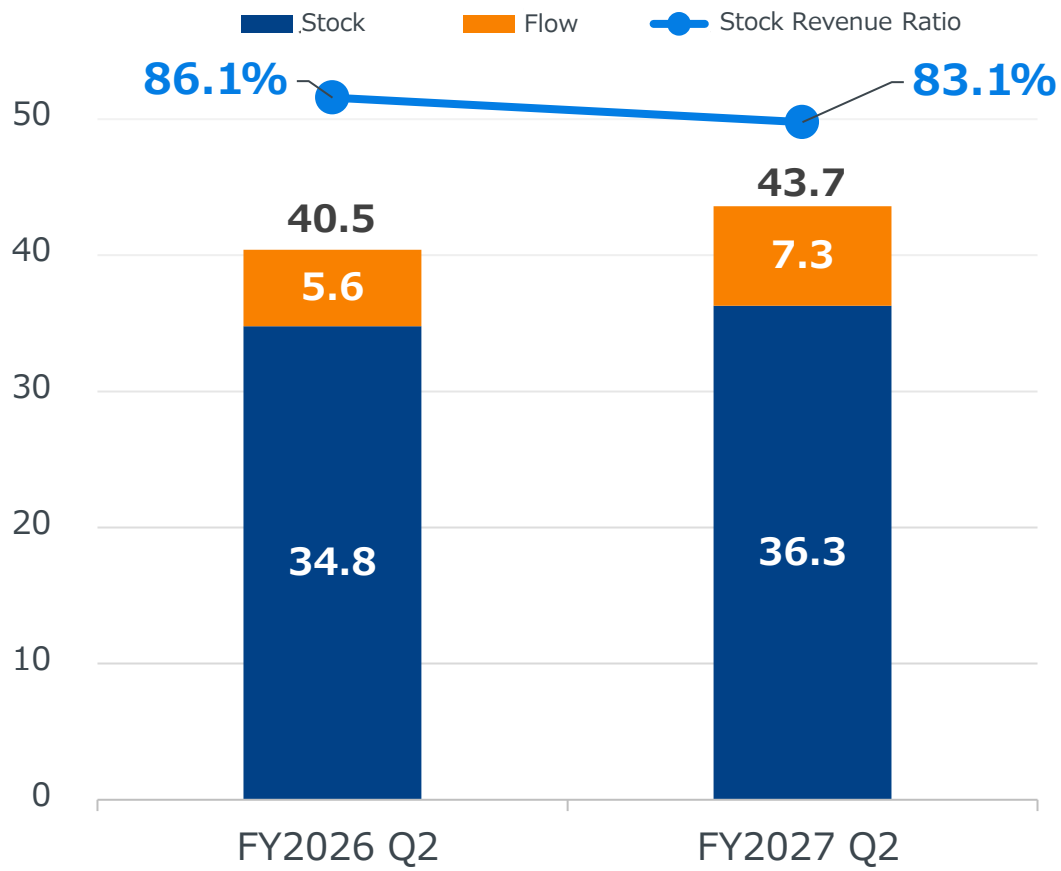
Net Sales
43.7
YoY 107.9%

Stock Revenue
36.3
YoY 104.1%

Stock Revenue Ratio
83.1%
YoY -3.0pt

- **The Number of Licenses Increased, Driven Primarily by IT Management AX Services**
  - **IT Management AX Services:** The number of licenses for “OPTiM Biz” increased again this fiscal year, while demand for “OPTiM Store” increased.
  - **Office AX Services:** The “OPTiM Document Management” series has continued to increase its number of licenses since the launch of the service.
  - **Communication AX Services:** License sales of “OPTiM Support & Growth Portal” contributed to earnings growth.

(Unit: 100 million yen)



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*Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : Agritech Business

Net Sales Reached 2.54 Billion Yen (YoY 376.9%), Showing Significant Growth Compared with the Same Period of the Previous Fiscal Year

Drone Spraying Services Continued to Expand and Agricultural Product Sales Remained Strong This Fiscal Year

Agritech Business

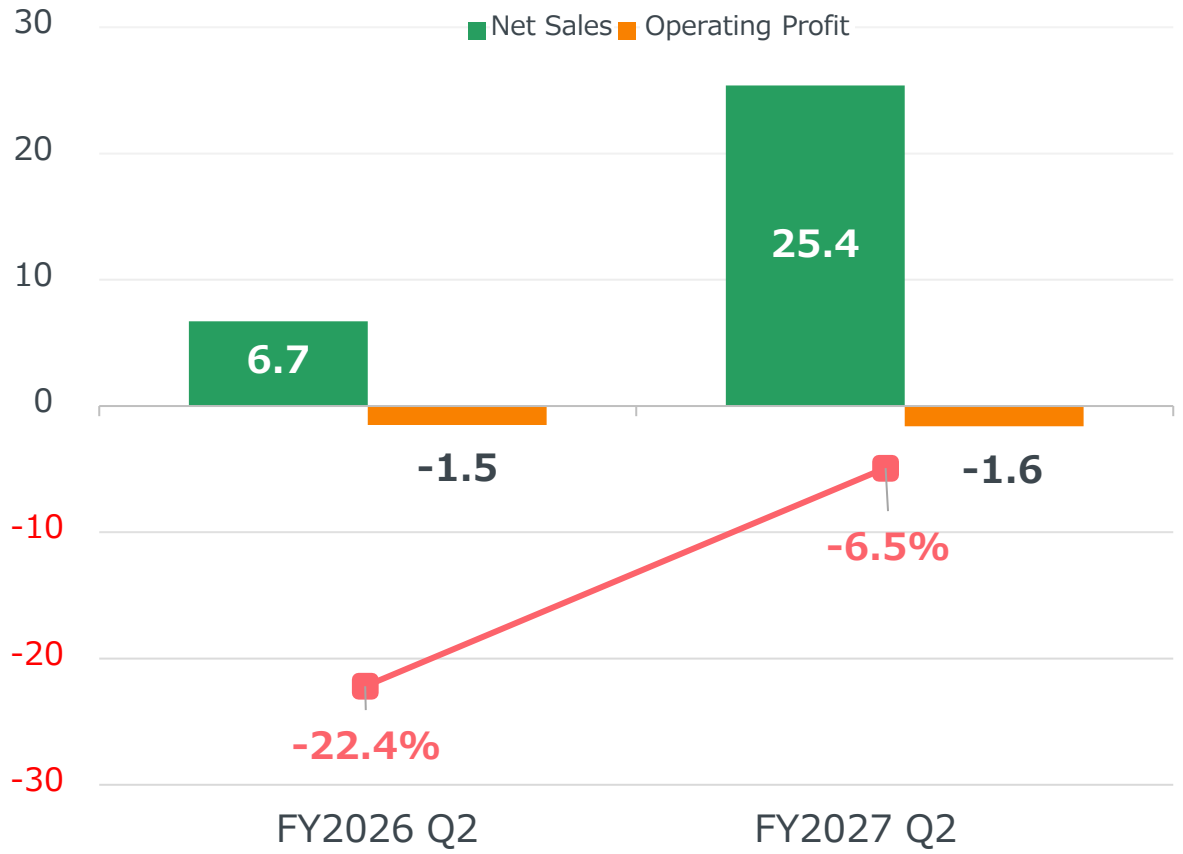
Net Sales
25.4
YoY 376.9%

Operating Profit
-1.6
YoY comparison -0.1

Operating Margin
-6.5%
YoY comparison +15.8pt

- **"Agri Buddy":** Supported acreage expanded steadily through sales activities targeting summer crops. Related patents were also utilized to strengthen its competitive advantage.
- **"Smart Agri-Food":** Distribution and sales support services for agricultural products, including Smart Rice, expanded steadily and increased revenue.

(Unit: 100 million yen)



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Business Highlights : AX Business

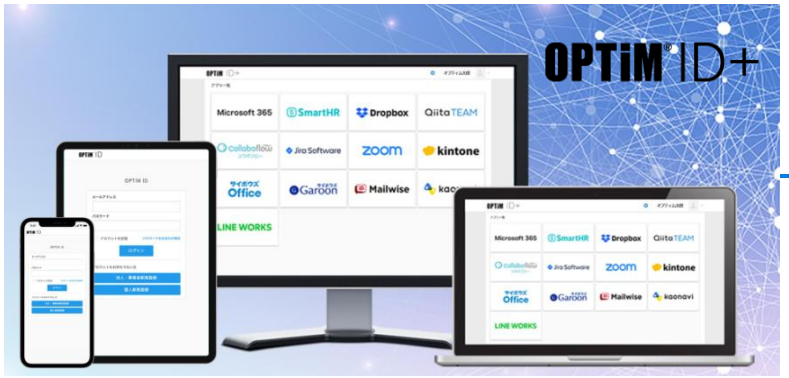
IT Management AX Services:

Based on the No.1 MDM service, we offer services to streamline IT management and prevent data leaks

OPTiM ID+: Commenced Lifetime Free Provision of a Multi-factor Authentication Service*

In response to a series of unauthorized access and information leakage incidents, supporting corporate information security measures through both ID management and authentication, in addition to device management.

Free of Charge: Entry-Point ID Security Measures



Integrations: Our Services and Third-Party Cloud Services

- **OPTiM Biz** Mobile Device and PC Management (MDM)
- **OPTiM Biz Premium** Centralized Management of IDs, Devices, SaaS, and Assets
- **OPTiM Biz IT Management Outsourcing** Supporting IT Management Operations, Including Implementation and Operation
- **Third-Party Cloud Services** Microsoft 365, Dropbox, etc.

*Available to corporate customers that have not previously entered into a contract and apply by December 28, 2026.

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Business Highlights : AX Business

IT Management AX Services:

IT management efficiency improvement services, information leakage prevention services, and other services based on the No.1 MDM service.



Information-technology Promotion Agency (IPA)

↓ Outsource

OPTiM (Pilot Program Operator)

↓ Free Support

Participating Companies in the Pilot Program

OPTiM Biz Premium: Launched a Service Supporting the Acquisition of SCS Assessment Ratings.

Providing end-to-end support, from assessment to IT system implementation and operational verification, and creating new revenue opportunities by capturing demand for the acquisition of SCS Assessment ratings under the SCS Assessment Program, which evaluates and visualizes corporate security measures based on common standards.

OPTiM Biz Premium: selected for the IPA's demonstration project under the Cybersecurity Support Service (New Type)

As part of the Information-technology Promotion Agency (IPA)'s "Cybersecurity Assistance Team Service (New Type)" demonstration project, we provide free support—from assessment to application—to help small and medium-sized enterprises achieve a ★3 rating under the SCS evaluation system. We will accumulate expertise through this demonstration project and use it to pave the way for full-scale implementation.

List of Cybersecurity Support Service (New Type) demonstration projects

OPTiM Biz Premium: Strengthening Collaboration with Sales Partners

Sales will begin through ROKH, Inc. and RANET Co., Ltd.,and the Company aims to accelerate sales growth by building a sales network that leverages each company's strengths.

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Business Highlights : AX Business

IT Management AX Services:

Based on the No.1 MDM service, expanding into services such as streamlining IT management operations and preventing information leaks



OPTiM Biz: Supports the acquisition of Windows file operation logs.

Enables early detection and tracking of unauthorized data removal and data loss caused by operational errors, enhancing the product's added value by addressing the needs for information leak prevention measures.



OPTiM Biz: Business partnership with Belong Inc.

Partners with Belong Inc., which provides rental, sales, and purchase of used smartphones for corporate customers, to support the entire device lifecycle, thereby strengthening the customer base.



OPTiM Biz: Achieved the No.1 share in the domestic MDM market for 16 consecutive years.

Achieved the No.1 domestic market share for 16 consecutive years in a survey report by Deloitte Tohmatsu MIC Research Institute Co., Ltd. Leveraging the product's reliability as a strength, aims to retain existing customers' licenses and acquire new customers.

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Business Highlights : AX Business

IT Management AX Services:

Based on the No.1 MDM service, expanding into services such as streamlining IT management operations and preventing information leaks



OPTiM Biz AI Agent β: Launched a generative AI platform for enterprises

Provides an official AI environment to all employees under a flat-rate corporate plan with unlimited IDs, preventing shadow AI. Enables visualization of usage and costs, as well as the creation and sharing of business agents, all on a single platform. Accumulates insights through expanded usage during the beta phase, leading to the official release.

東京都 新宿区

OPTiM AIRES: Launched a comprehensive AI chatbot for information guidance for Shinjuku City

Achieves high-accuracy responses by leveraging the Company's patented technology (Patent No. 7847403), which restricts reference information by organization. Aims to expand horizontally to other municipalities, building on this implementation as a track record.



OPTiM Biz IT Management Outsourcing: Launched an on-demand IT management service

Outsources IT department operations such as help desk and device management for small and medium-sized enterprises, for the required time and scope. Uses operational support as an entry point to strengthen customer relationships, extending to AX/DX promotion.

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Medical AX Services: Expanding Hospital Operational Efficiency and Security Services Through Generative AI and Smartphones



OPTiM AI Hospital Phone: Announced launch in January 2027

Consolidates in-hospital chat, workflow, recording/photography, and AI-assisted report creation into a single smartphone. Going forward, plans to integrate with “Drs'HotLine” to support the sharing of medical images as well. Captures hospitals' growing needs for smartphone utilization, aiming to expand adoption among medical institutions.



OPTiM AI Hospital Suite: Launched an integrated AX package for hospitals

Provides generative AI, in-hospital smartphones, PC/smartphone/ID management, and document management in a single package, supporting operational efficiency and security measures across the entire hospital. Aims to expand transactions per hospital through the bundled introduction of multiple services.

MediTech

MediTech: Made the provider of the medical image sharing service “Drs'HotLine®” a subsidiary

Combines the Company's AI technology with MediTech's medical image sharing technology to advance the development of services that support physicians' diagnoses. Aims to expand business in the medical field by incorporating medical imaging technology and leveraging MediTech's sales channels.

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Business Highlights : AX Business

Industry-Specific AX Services: Progress Across Construction, Office, and Municipal Domains



Construction & Civil Engineering AX Services: Promoting Expansion into the Infrastructure Inspection Field

Added infrastructure inspection functions for local governments to “OPTiM Geo Scan” through collaboration with Pacific Consultants Co., Ltd., aiming to expand adoption in the public sector.



Office AX Services: "OPTiM Contract" Becomes Compatible with the New Lease Accounting Standard

Through automation of asset eligibility determination and other functions, contributes to reducing corporate operational burdens and strengthening governance, aiming to capture demand arising from the revision of accounting standards.



Communication AX Services: Continued Growth of Municipal DX-Related Services

Announced “Tokumin,” a circular-funding coupon platform. In addition, the number of licenses for “OPTiM Support & Growth Portal” increased, including demand for customization.

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Agritech Business: Growth in Agri Buddy and Smart Agri-Food Contributed to Business Expansion



Smart Agriculture Services: Agri Buddy Service Achieved Significant Growth

Expanded utilization through proactive sales activities focused on summer crops and the expansion of supported crops. Leverages the Company's patented technology for improving the efficiency of agricultural production activities to differentiate its services.



Smart Agri-Food: Distribution and Sales Support Services Expanded Steadily

Distribution and sales support, including Smart Rice, continued to expand. Aims to achieve both improved profitability for farmers and business growth for the Company by providing integrated support from production through distribution and sales.

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Smart Agriculture Services: Pinpoint Time Spraying Service Expanded Approximately 1.4x Year on Year

PTS by the Numbers (FY2026 results*3)

Spraying Area (Largest in Japan*1)

45,000 ha*2

YoY 141%
Area: 26 prefectures, 134 municipalities
Customers: 136 pest control groups, JAs and partner companies

Producers

20,000

YoY 110%
Producers Applying for Joint Pest Control

Fields Sprayed

280,000 fields

YoY 210%
Number of Fields Sprayed by OPTiM in 2026

Active Pilot Teams

300 teams

YoY 113%
Pilot Teams Participating in Spraying in 2026

Optimizing Spraying with 4 Patented Technologies

Evaluation
Evaluates pilot productivity based on performance.

Planning
Determines assigned fields and spraying routes.

Allocation
Assigns schedules and workloads within constraints.

Forecasting
Adjusts completion times based on actual results on the day.

*1 Source: Fuji Keizai, "Current Status and Future Outlook of the Agriculture & Aquaculture Business 2025" (Agricultural drone utilization services, FY2024 results, value basis)
*2 Cumulative spraying area. Where the same field was sprayed multiple times, the area is aggregated for each spraying. Year-on-year comparison is against the FY2025 cumulative spraying area (approximately 32,000 ha).
*3 As of November 2026, based on the Company's service utilization status for fiscal 2026. Includes year-end projections.

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Investment Strategy: Promoting Company-Wide AI Utilization and Strengthening the Agritech Business Foundation



AI Strategy: Continued Development Investment to Improve Development Efficiency and Quality

The widespread use of generative AI has improved development efficiency, while AI-driven analysis of source code has also contributed to improved quality and security.



AI Utilization: Expanding Initiatives Pioneered in the Development Division Company-Wide

Employees are independently creating AI agents, promoting AI utilization across sales, legal, public relations, and other company-wide operations to improve overall productivity.

AGRIMEDIA Co., Ltd.: Entered into a Capital and Business Alliance

Leveraging the company's sales network and agricultural human resources, aims to strengthen the business foundation from production through distribution and sales, and expand the Agritech business.



IR Activities: Held a Smart Agriculture Tour and Harvest Experience Event for Shareholders

Through drone flight demonstrations and tasting events, focused on promoting understanding of the Company's Agricultural AX initiatives. Aims to deepen dialogue with shareholders and expand medium- to long-term support.

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Initiatives Toward Compliance with the Prime Market Listing Maintenance Criteria

The Company is promoting sustainable enhancement of corporate value and strengthening investor relations activities toward compliance with the Prime Market listing maintenance criteria.

■ Initiatives to Maintain Prime Market Listing Status

・In accordance with the “Plan for Compliance with the Listing Maintenance Criteria” announced in June 2026, various measures are being implemented to achieve compliance within the specified period.

・The Company seeks to obtain an appropriate market valuation through the realization of sustainable business growth.

■ Approach to Achieving a Market Capitalization of Tradable Shares of 10 Billion Yen

・**① Enhancing Corporate Value (Share Price) Through Growth of Core Businesses**
Expanding the AX Business, the Company's core business, and accelerating growth in the security field (including OPTiM Biz) and the Agritech Business to drive business expansion.

・**② Enhancing Liquidity and Market Recognition**
Strengthening IR engagement with both individual and institutional investors while securing stable long-term shareholders.

■ Recent Actions Taken and Progress

・**[Completed] Enhanced Investor Engagement: Held the shareholder event “OPTiM Field Lab Vol.1” (October 17, 2026)**
At the Company-operated farm in Oyama City, Tochigi Prefecture, the Company held a “Smart Agriculture Tour and Harvest Experience” for shareholders holding one trading unit (100 shares) or more. By providing an opportunity to directly experience the achievements of the Agritech Business, one of the Company's next-generation growth strategies, including Agri Buddy, the event contributed to fostering a stable long-term shareholder base and strengthening shareholder engagement.

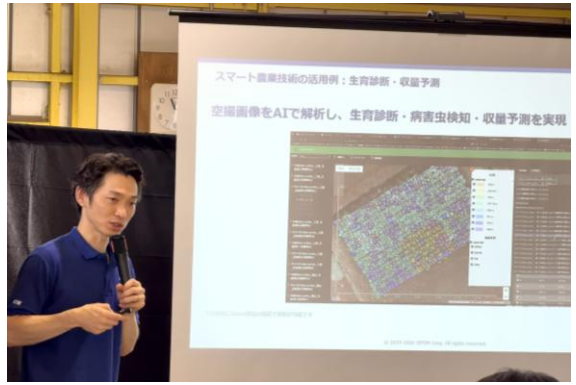
・**[In Progress] Agile Execution of Capital Policy**
Taking into account market conditions and cash flows on a comprehensive basis, the Company continues to consider and implement measures that directly contribute to maximizing total shareholder returns and increasing the market capitalization of tradable shares as flexible strategic options.

・**[In Progress] Further Enhancement of Market Recognition (IR)**
Expanding one-on-one meetings with domestic and overseas institutional investors and broadening the range of disclosure materials, including enhanced English-language disclosures, to expand the global investor base.

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Shareholder Event Held:
OPTiM Field Lab Vol.1 – Smart Agriculture Tour

A Total of 23 Shareholders and Their Family Members Participated, and We Received Many Positive Comments



Business Overview



Group Photo of Event Participants



Drone Flight Demonstration



Rice Harvesting Experience

■ Participant Feedback

- "In addition to the rice harvesting experience and drone demonstration, I was particularly impressed by the opportunity to speak directly with OPTiM employees."
- "Being able to enjoy Smart Rice while having direct conversations with employees and executives was an invaluable experience."
- "The event deepened my understanding of agricultural DX and increased my expectations for the future growth of the business."
- "Everyone was proactive in reaching out to participants, making it a very rewarding opportunity that conveyed the warmth of the Company."
- "I look forward to the continued growth of the Smart Agriculture Business and would also like to participate in site-visit events for other business areas."
- "It was valuable to experience the entire process from harvesting to tasting, and the rice we enjoyed together was exceptionally delicious."

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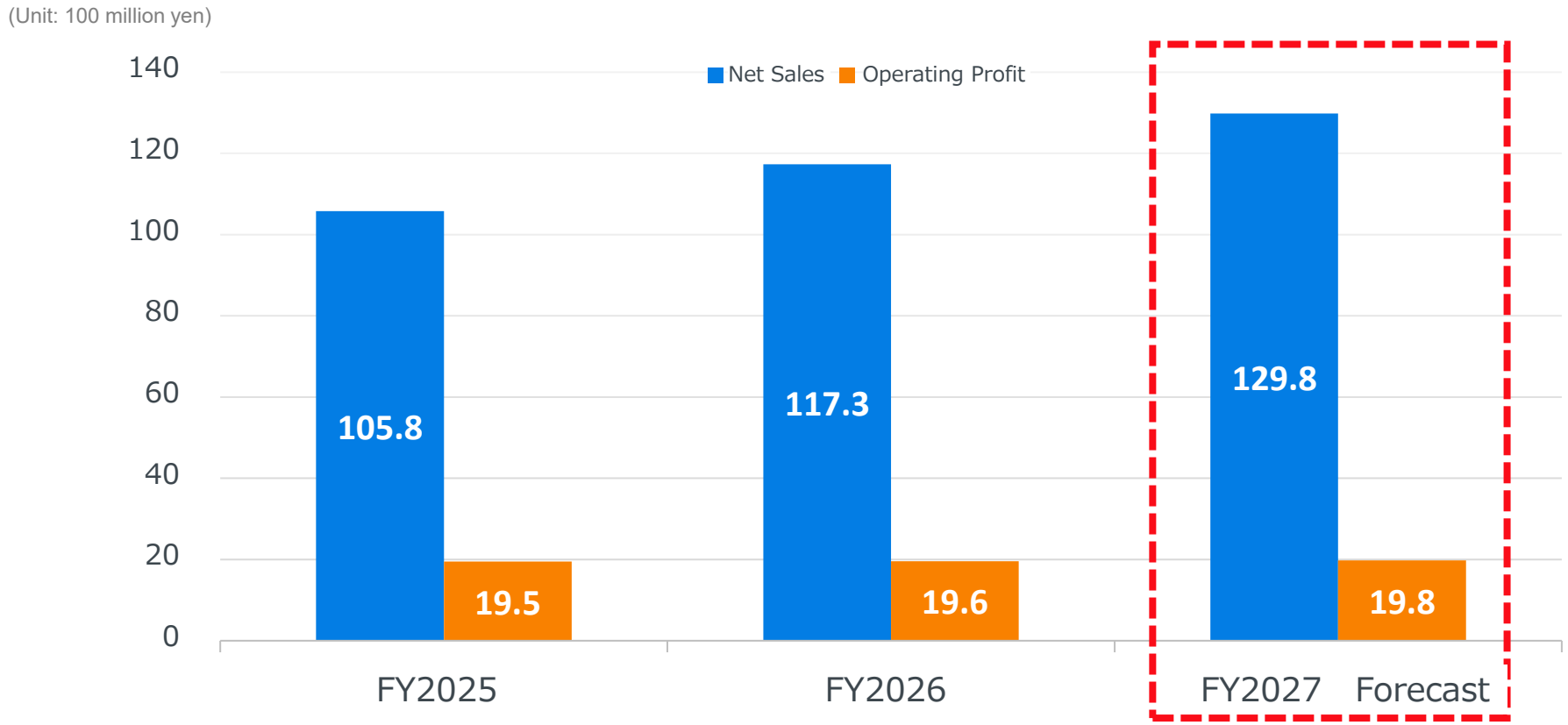
4 Appendix

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Aiming to achieve record-high net sales and record-high operating profit

Net Sales 12.98 Billion Yen
(YoY 110.6%)

Operating Profit 1.98 Billion Yen
(YoY 100.5%)



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Targeting record-high net sales and operating profit

Net Sales

129.8
YoY 110.6%

AX Business
91.8
YoY 101.0%

Agritech Business
38.0
YoY 144.0%

Operating Profit

19.8
YoY 100.5%

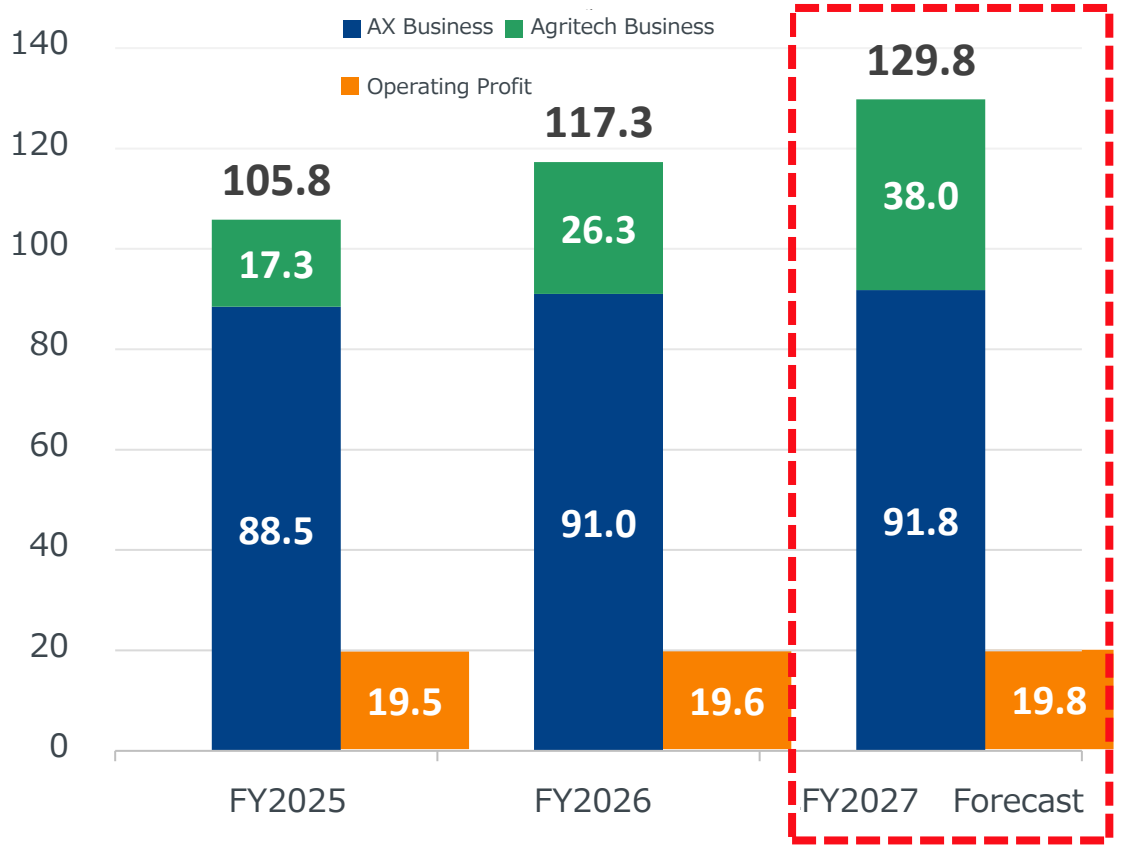
AX Business
49.8
YoY 99.7%

Agritech Business
-3.5
YoY comparison +1.1

Company-wide Common Expenses

-26.5
YoY comparison -0.8

(Unit: 100 million yen)



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By Segment : AX Business

Focusing on the steady growth of IT Management AX Services and the expansion of AI services driven by proactive investments

AX Business

Net Sales
91.8
YoY 101.0%

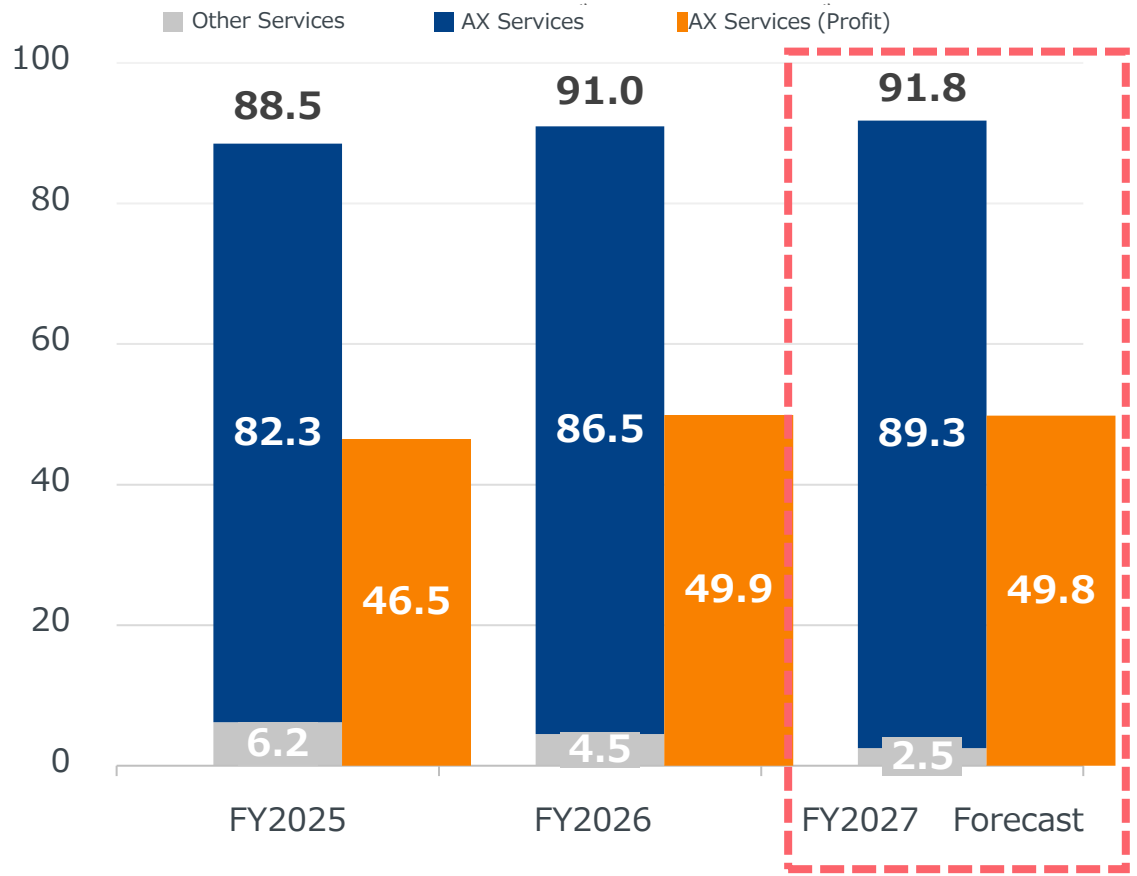
AX Services Net Sales
89.3
YoY 103.2%

Other Services Net Sales
2.5
YoY 56.6%

Operating Profit
49.8
YoY 99.7%

- IT Management AX Services are expected to continue steady growth in FY ending March 2027, led by “OPTiM Biz”
- Strong growth in AI-related services, including Office AX services (“OPTiM Document Management Series”) and Communication AX services (“OPTiM Support & Growth Portal”)
- Continued growth of Construction & Civil Engineering AX services (“Geo Scan”)
- Significant decline in Other Services*

(Unit: 100 million yen)



* Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : Agritech Business

Smart agriculture services are expected to continue strong growth in the fiscal year ending March 2027, with significant expansion in net sales and continued improvement in operating profit

(Unit: 100 million yen)

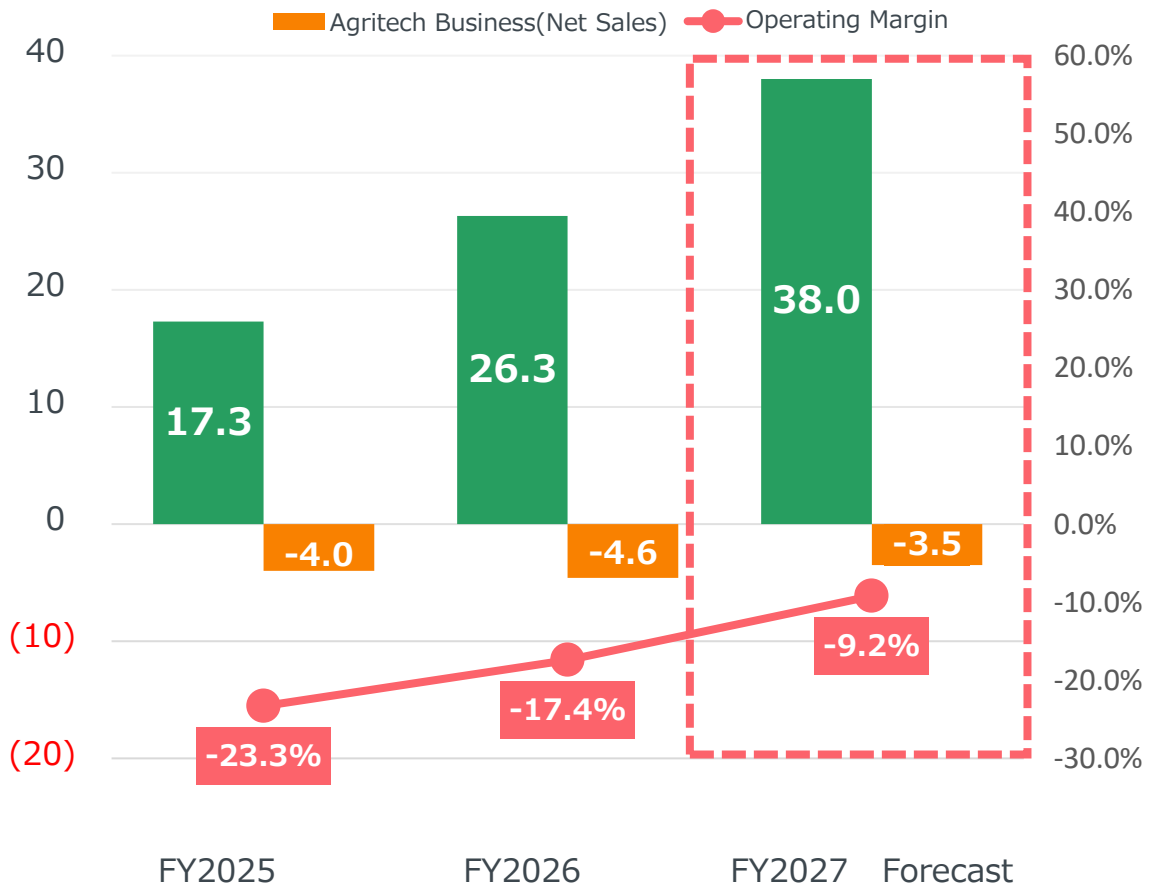
Agritech Business

Net Sales
38.0
YoY 144.0%

Operating Profit
-3.5
YoY comparison +1.1

Operating Margin
-9.2%
YoY comparison +8.2pt

- **Positioning Agri Buddy at the core of the growth strategy**
- **High-temperature conditions are expected to continue in the fiscal year ending March 2027, and awareness of pest and disease control is anticipated to remain at a high level**
- **The shift from helicopter spraying to drone spraying is expected to continue**
- **Expansion of smart agriculture services into other crops and processes is progressing**



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Promoting Sales of “OPTiM Biz Premium”

“OPTiM Biz Premium” is an all-in-one service that integrates asset management functions such as MDM, SaaS management, and ID management, and is designed to improve efficiency and automate all operations handled by information systems departments. In addition to direct sales, the Company will promote the expansion of “OPTiM Biz Premium” as a new core business through collaboration with sales partners.



Steady growth of “OPTiM Biz” and expanding AI services

“OPTiM Biz” is expected to continue steady growth in the fiscal year ending March 2027. The Company expects to actively enhance its functionalities with the aim of expanding its market share.
Growth is also expected in AI-related services, including the Office AX services “OPTiM Document Management Series” and the Communication AX services “OPTiM Support & Growth Portal.”

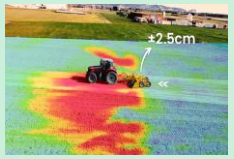


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By Segment : Agritech Business Agri Buddy

Launch of the Smart Agriculture Services Platform “Agri Buddy”

– Realizing a “horizontal division of labor cultivation model” utilizing smart agriculture technologies across a “Super Farm (virtual large-scale farm)” exceeding 32,000 ha. By addressing farmland consolidation challenges, we aim to enable anyone to achieve “enjoyable, stylish, and profitable agriculture.” –

		Farmer A	Farmer B	Farmer C
Land Leveling / Tillage AX Service		Tillage	Tillage	Tillage
Drone Seeding AX Services	 Achieving drone-based row seeding using a proprietary punch-type seeder developed in-house	Rice Planting・Seeding	Rice Planting・Seeding	Rice Planting・Seeding
Drone-based Pesticide Spraying AX Services (PTS)	 A service that enables AX of all aspects of joint pest control operations	Weeding・Fertilizing・Pest Control	Weeding・Fertilizing・Pest Control	Weeding・Fertilizing・Pest Control
Harvesting & Drying/Conditioning AX Services		Harvest	Harvest	Harvest

Transition from a vertically integrated cultivation model by producers to a horizontal division of labor cultivation model

By reducing labor, material, and equipment costs while improving productivity, the resulting cost savings are returned to producers’ profits,

enabling **profitable agriculture**

Large-scale expansion through virtual land consolidation

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By Segment : Agritech Business Smart Agriculture Services (Services Offered)

Smart agriculture services provide solutions that enable AX of many operational processes by leveraging drones, robots, and AI

Service Name	Overview
Drone Seeding AX Service	Performs rice planting (seeding) using drones
Drone Weeding AX Service	Performs herbicide spraying using drones
Drone Fertilizer AX Service	Performs fertilizer application using drones
Drone BS Agent AX Service	Sprays BS agents (biostimulants) over fields using drones
Drone Pesticide Spraying AX Service	Sprays pesticides over fields against pests and diseases using drones
Drone Shading/Heat-Shielding Agent Spraying AX Service	Applies shading and heat-shielding agents using drones
Land Leveling AX Service	Performs field leveling using automatic tractors and similar equipment
Tillage AX Service	Performs tillage and harrowing using automatic tractors and similar equipment
Field Ridge Weeding AX Service	Performs field ridge weeding using mowing robots and similar equipment
Harvest AX Service	Performs harvesting using automatic tractors and similar equipment
Autumn Tillage AX Service	Performs field tillage during the autumn season using automatic tractors and similar equipment
Drone AX Service for Citrus	Safely sprays pesticides and fertilizers over citrus fields with elevation differences using drones
Drone AX Service for Green Onions	Sprays pesticides and fertilizers while minimizing wind pressure on fragile green onions using drones
Drone AX Service for Other Crops	Sprays pesticides and fertilizers for various crops using drones

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By Segment : Agritech Business Smart Agriculture Service (Core Technology)

Agri Buddy Technology enables AI-based management of robots and operators, making it possible to provide highly productive services tailored to on-site conditions

Agri Buddy Technology

Development of Efficient Operational Plans

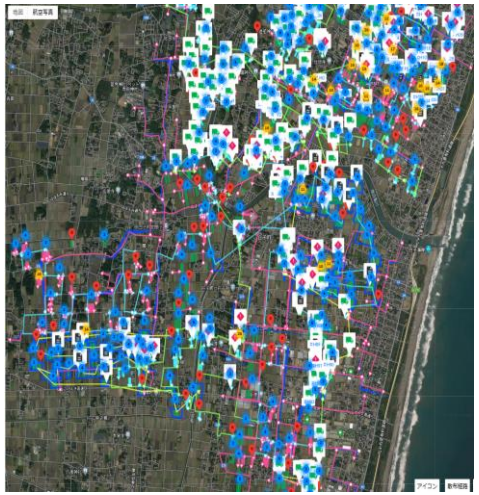
Optimal allocation based on AI analysis and simulation across more than 180,000 patterns



Patent No. 7755913

Detailed Spraying Plans Digitalization of Regional Information

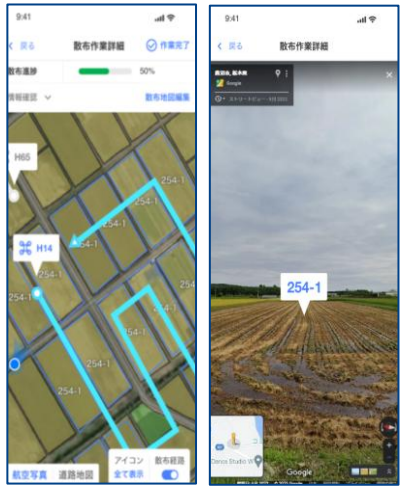
Thorough Fulfillment of Regional Needs



Patent No. 7763023

Efficient Mobility Support

Accurately and efficiently navigating pilots



Patent No. 7755913

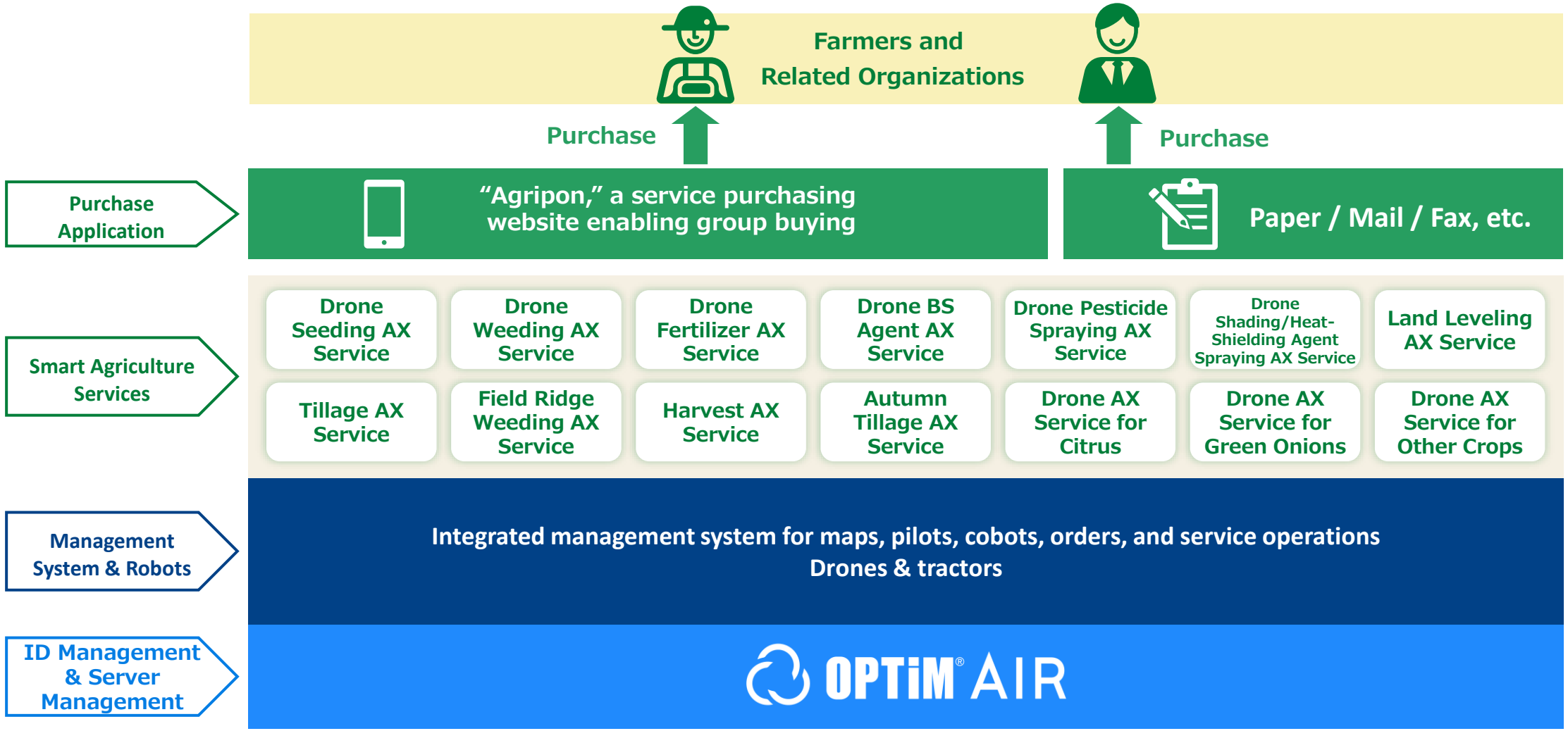
*We have obtained numerous other patents as well.

* Map data ©2026 Google

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By Segment : Agritech Business Smart Agriculture Service (Service Architecture)

Smart agriculture services are supported by the common platform “OPTiM AIR.”



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By Segment : Agritech Business Future Outlook for Smart Agriculture Services

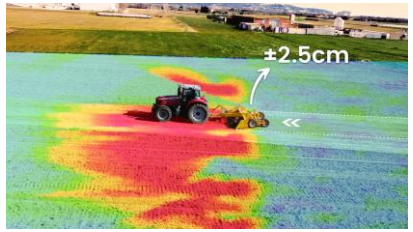
OPTiM

Expand the platform established in rice cultivation, deploy AX services across all agricultural processes, and aim to become the No.1 smart agriculture service provider

Expansion across all processes from cultivation to sales

- Tillage
- Rice Planting / Seeding
- Weeding / Fertilization / Pest Control
- Harvesting
- Sales

Land Leveling / Tillage AX Service



Harvesting & Drying/Conditioning AX Services



PTS for Other Crops

Leafy Vegetables | Legumes | Cereals



Citrus Fruits | Root Vegetables | Fruiting Vegetables

Drone Pesticide Spraying AX Service



Rice Planting and Drone-based Seeding AX Services



Smart Rice Cultivation & Sales AX Consulting



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Regarding Non-compliance with Prime Market Listing Criteria

As of March 31, 2026, with respect to the Company’s compliance with the listing maintenance criteria of the Prime Market of the Tokyo Stock Exchange, the Company does not meet the criteria for market capitalization of tradable shares.

The improvement period for this matter is one year, until March 31, 2027. Accordingly, in order to meet the criteria for market capitalization of tradable shares, which the Company currently does not satisfy, the Company will implement various measures toward compliance with the listing maintenance criteria.

For details on the Company's specific initiatives to meet the listing maintenance criteria, please refer to the “Regarding Compliance with Prime Market Listing Maintenance Criteria (Under Improvement Period),” disclosed on June 26, 2026.

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1 FY03/2027 Second Quarter (Interim Period) Financial Review

2 FY03/2027 Financial Forecasts

3 Growth Strategy

4 Appendix

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Company Overview Summary

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, Tokyo, 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	444 employees (As of April 1, 2026)
Main Stock Holders	Shunji Sugaya, NTT EAST, Inc., FUJIFILM Holdings Corporation
Business Description	AX Business / Agritech Business



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Overview of OPTiM Group

OPTiM Group

株式会社オプティム

Consolidated subsidiaries

OPTiM Agri Michinoku Corporation
(OPTiM 95%: Michinoku Bank 5%)

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

OPTiM FARM Corp.
(100% owned by OPTiM)

- Agricultural production, sales, and farm management business

OPTiM Bank Technologies Corporation
(OPTiM 95%: Saga Bank 5%)

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

YURASCORE Co., Ltd.
(OPTiM 100%)

- Development and provision of marketing DX services

Other

ADVANCE Corporation
(OPTiM FARM 100%)

- R&D in Agricultural DX

Equity-method affiliate

D'PULA Medical Solutions Corporation

- Providing healthcare IoT solutions

Net Resource Management, Inc (NRM)

- Corporate DX promotion

NTT e-Drone Technology Corporation

- Promote the use of domestic drone services in each industry

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Achieving both a solid revenue base and high growth potential to capture significant market opportunities

Solid revenue base

AX Business maintains a high stock revenue ratio of 81.47%, generating stable cash flows

Strong growth potential

Agritech Business has rapidly grown into a second core pillar, accounting for 22.4% of total sales

Huge market opportunity

Unlocking DX and AX demand in a multi-trillion-yen problem-solving market

Technical barriers

Over 606 patents in total, leading the market with unparalleled technological capabilities

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Dual engines driving growth

The Company’s business consists of two engines: the “AX Business,” which generates stable growth and earnings, and the “Agritech Business,” which drives future leap growth.



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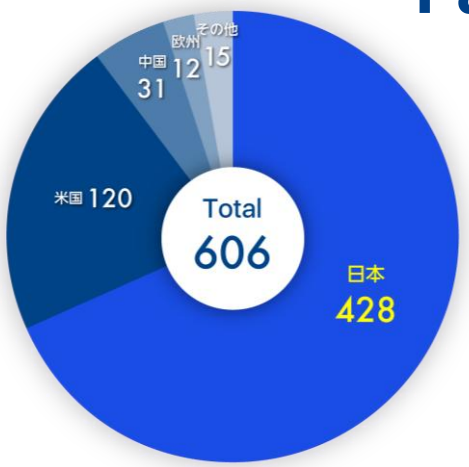
Unwavering competitive advantage

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.

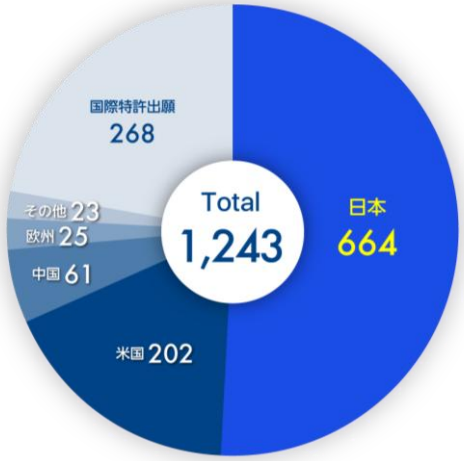


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Patents as the Key to Competitive Advantage

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 AIR":

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

Smart Agriculture Services:

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

Construction & Civil Engineering AX Services:

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

Medical AX Services:

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 AX Services:

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

Communication AX Services:

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

Other Services:

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

*FY2026 Results

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