

FY03/2021 Investor Presentation

May 21, 2021
OPTiM Corporation
President Shunji Sugaya

- 1. FY3/2021 Financial Results**
- 2. Growth strategy**
- 3. FY3/2022 Financial Forecasts**

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 business performance may differ substantially from the projections described here. Market information and other statements contained in this report are based on information currently available, and we do not guarantee complete accuracy

FY3/2021 Financial Results

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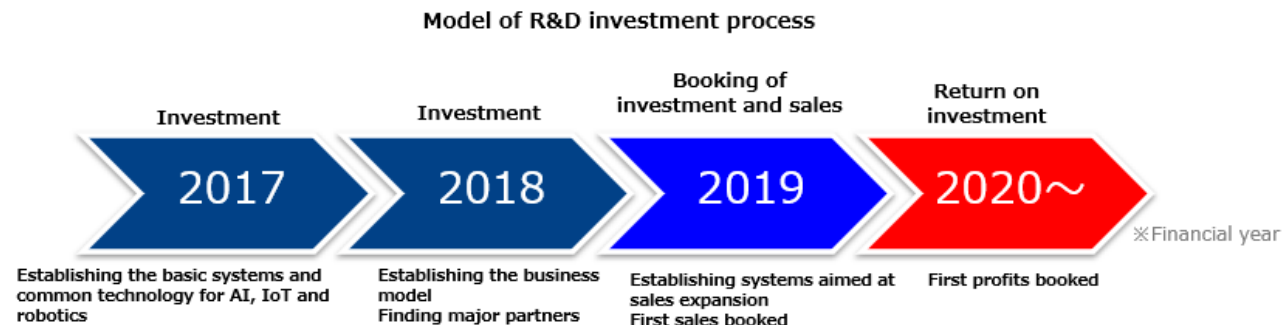
From FY2017, we have been actively investing in OOxIT, and have positioned FY2021 as a period to record profits.

Medium-term Management Policy

Ongoing investment in our “○○ x IT” strategy

Progressing steadily
Advancing the further acquisition of AI, IoT and robotics technology
And pushing efforts to record sales

We continue to invest aggressively in the field of AI, IoT and robotics, full-fledged booking of sales and return through profits will follow the schedule below.



From financial results briefing materials for the fiscal year ended March 31, 2018

Sales Review

Achieved **record high sales for the 21st consecutive fiscal year since the foundation**

Under the influence of the new coronavirus, we were able to capture the penetration of DX services, the increase in the number of managed terminals due to demand for telework, and the resulting demand for support, non-contact, and dense avoidance. As a result, stock sales, centering on license sales of Optimal Biz, Optimal Remote, AI services including AI Camera, OPTiM Cloud IoT OS, and services for each industry, grew about 120% year on year.

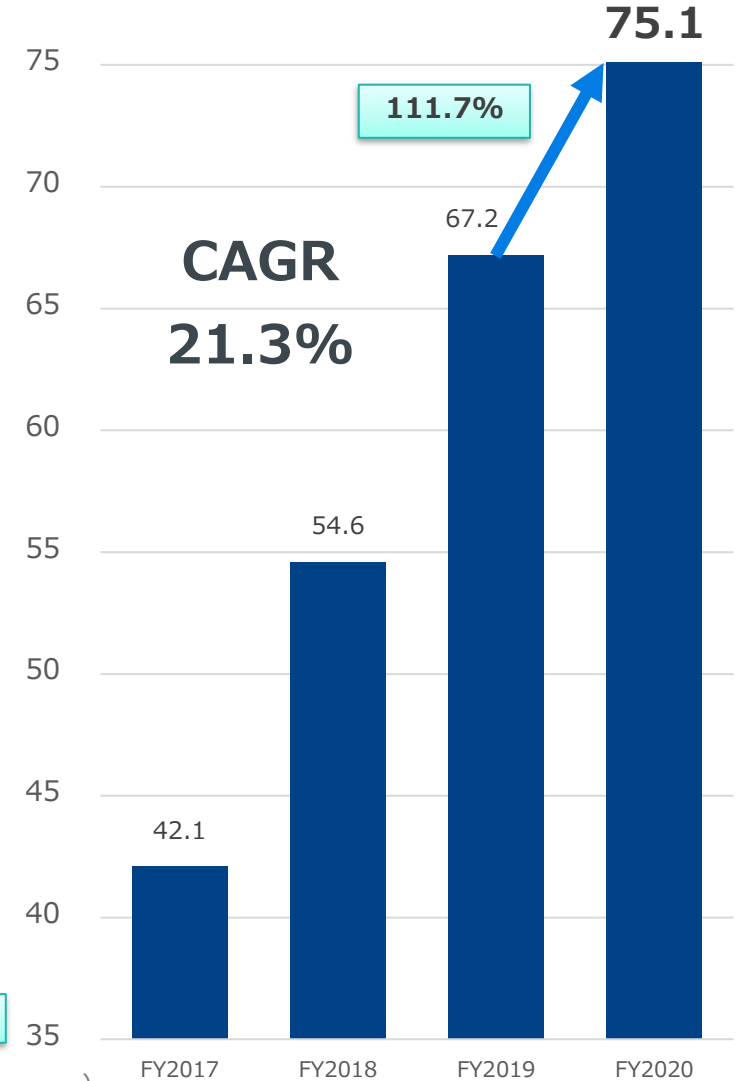
In addition, although the progress of some license customization(*) projects was delayed due to the impact of the new coronavirus, we were able to achieve a certain level of recovery.

As a result, sales were **7.51 billion yen (111.7% year-on-year)**, in line with the initial sales plan (7.41-8.0 billion yen).

YoY

(Unit: 100 million yen)

Performance of sales



※license customization...This is a customized development based on our R&D portion as a license. This development will lead to the issuance of licenses in the future.

Although the financial results were non-consolidated in FY2017 and FY2018, we are comparing them with the consolidated results as a reference value.

Profit Review

This term, which was positioned as a profit recovery period, **exceeded the upper limit of the initial plan by 24% and achieved a record high profit.**

Due to **the strong performance of license sales** under the influence of the coronavirus and **the start of software capitalization** of major services, profits increased significantly to a record high.

Significantly exceeded the initial ordinary profit plan (0.8-1.61 billion yen)

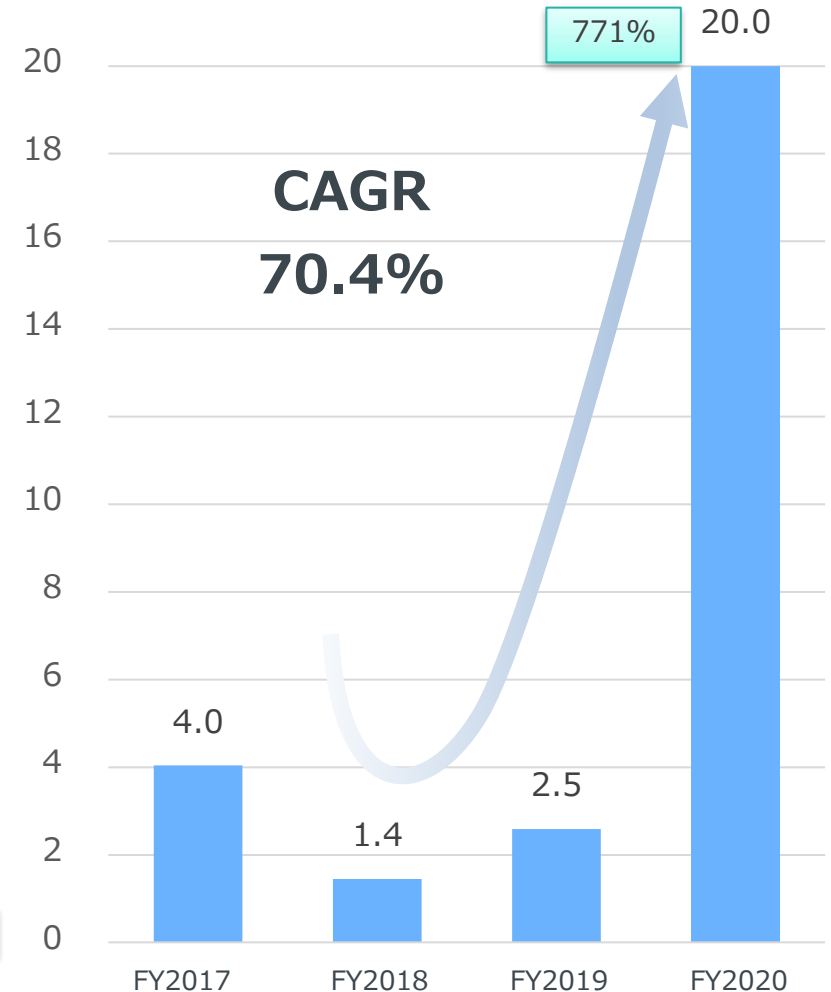
Operating Profit: 1.8 billion yen (703.8% YoY)

Ordinary Profit: 2.0 billion yen (771.0% YoY)

Net Profit: 1.2 billion yen (1055.8% YoY)

YoY

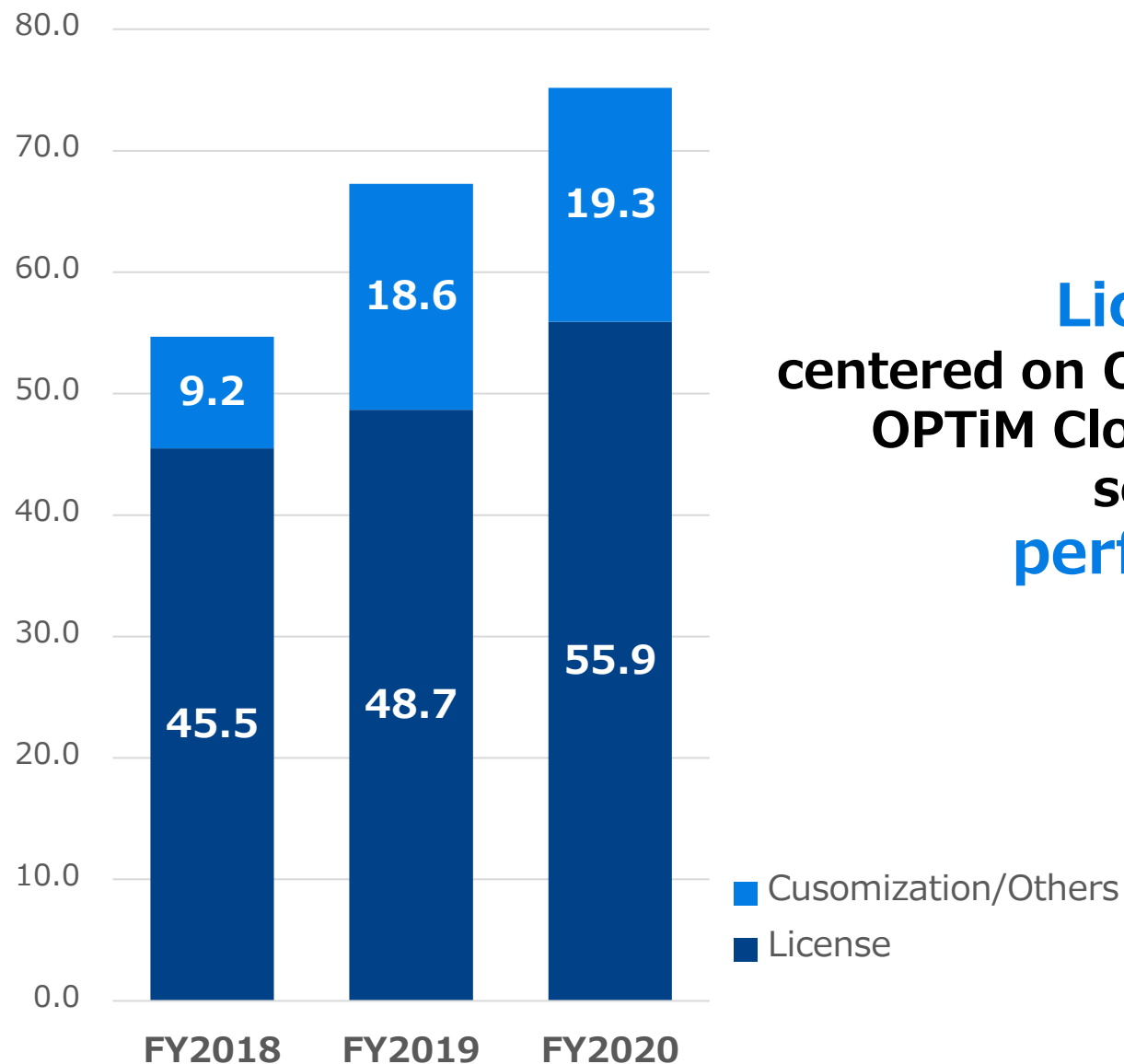
Performance of ordinary profit



(Unit: 100 million yen)

Although FY2017/FY2018 were non-consolidated fiscal year, comparisons are made with consolidated results for reference.

Overall sales and license/customization sales results for the past three years



License sales
centered on Optimal Biz, AI services,
OPTiM Cloud IoT OS, and new
services also
performed well.

Major sales partners

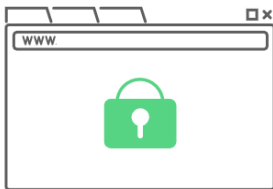


"Optimal Biz" is **provided through sales partners** or as **a service of sales partners through OEM** provision, and OPTiM receives license fees based on the number of devices. When providing "Optimal Biz" on an OEM basis, we also customize it to meet the needs of its sales partners.

Standard price for one device: 300 yen/month

Option services

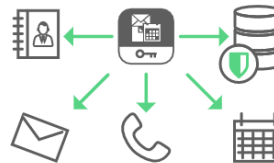
Optimal Biz Web Filtering
powered by i-Filter



Optimal Biz Antivirus
Antivirus option



Optimal Biz Secure Sync
Remote Access Service

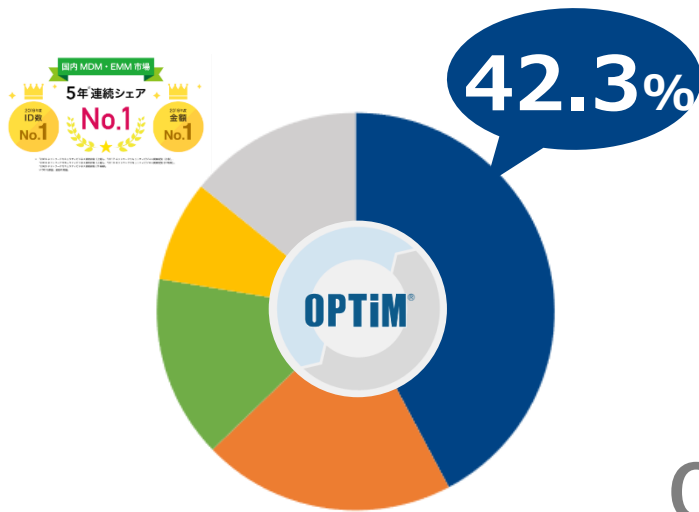


Optimal Biz" provides various functions such as web filtering, antivirus, MAM, MCM, etc. as **options**, and companies can select and install them by paying a license fee for only the functions they need.



Optimal Biz — Expanding the Possibilities of Mobile—

No.1※1 market share in Japan



Average churn rate about

0.5% ※3

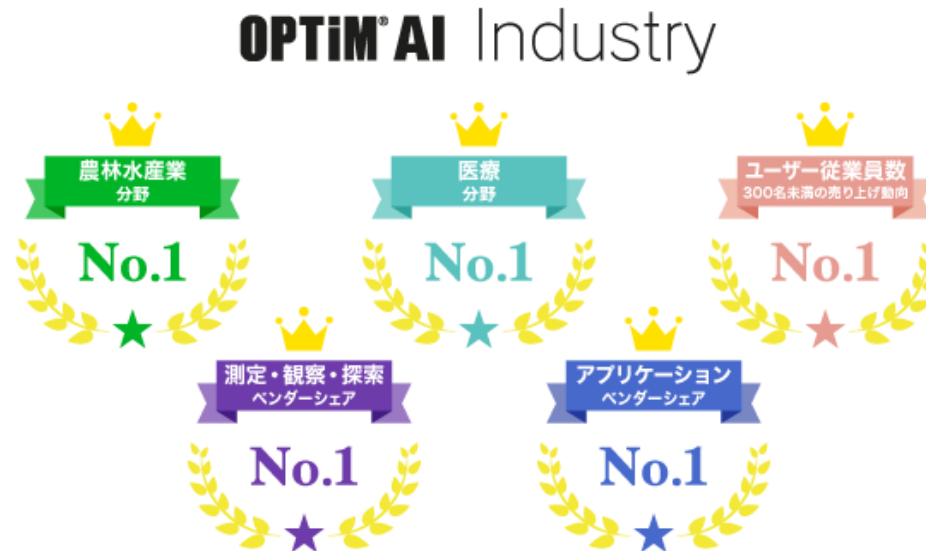
Overwhelming success with
more than **180,000 companies** ※2

※1 MIC Research Institute "Market Outlook for Collaboration Mobile Management Software 2019 Edition" Number of SaaS / ASP Type MDM Shipment IDs, Fuji Chimera Research Institute "2020 Network Security Business Survey Overview < Market Edition >" Mobile Security Management Tool "and several other surveys Report

※2 June 25, 2019, our total

※3 Calculated by us based on the results of major partners. Aggregation period (May 2019 - March 2021)

OPTiM's AI Solution #1 Share in 5 Categories ※1



OPTiM® AI Camera



OPTiM® AI Camera Enterprise



Agri Field Manager



OPTiM Cloud IoT OS

※1 Deloitte Tohmatsu MIC Research Institute "Current Status and Outlook of Image Recognition Solution Market Utilizing AI (Deep Learning) [2020 Edition]"

Building group companies that promote “○○x IT”

OPTiM®

OPTiM Group

OPTiM®

株式会社オプティム

Consolidated subsidiaries



株式会社オプティム
アグリ・みちのく

(OPTiM 95%:Michinoku Bank5%)



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

New !



OPTiM Bank Technologies

オプティムバンク
テクノロジーズ株式会社
(OPTiM 95%:Saga Bank5%)



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

New !



D'PULA Medical Solutions Corporation

ディピュラメディカル
ソリューションズ株式会社



- Providing healthcare IoT solutions

New !



NTT e-DroneTechnology

株式会社NTT e-Drone
Technology



- Promote the use of domestic drone services in each industry

New !



株式会社ランドログ
マーケティング
(OPTiM 100%)

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

New !

YURASCOPE

株式会社ユラスコア
(OPTiM 100%)

- Development and provision of marketing DX services

New !

DXGoGo

DXGoGo株式会社



- Supporting corporate DX with product planning utilizing AI and IoT

Fund

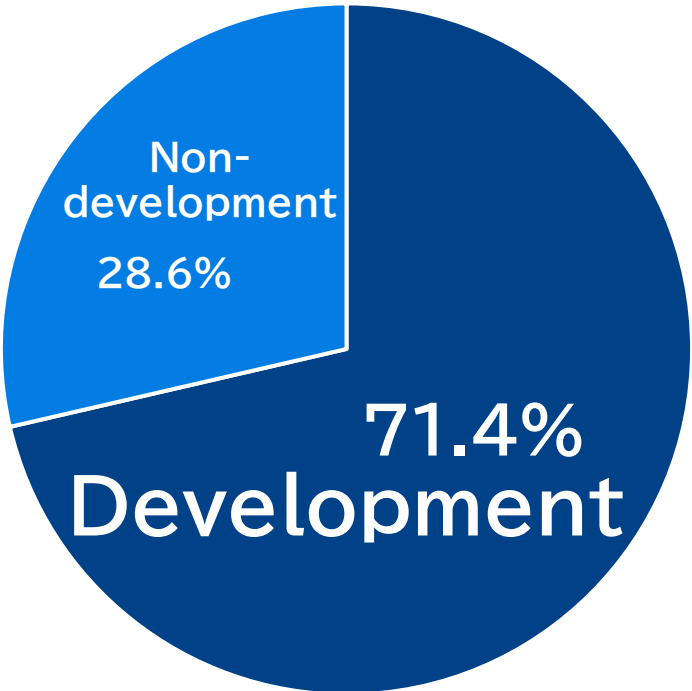
Digital Transformation Fund Investment
Limited Partnership No. 1

General Partner (GP) :
Sagin Capital & Consulting
OPTiM Bank Technologies
Limited Liability Partner (LP) :
Saga Bank
OPTiM

※New: Establishment in FY2020

Ratio of service and product development staff to total staff, and ratio of regular staff to total staff

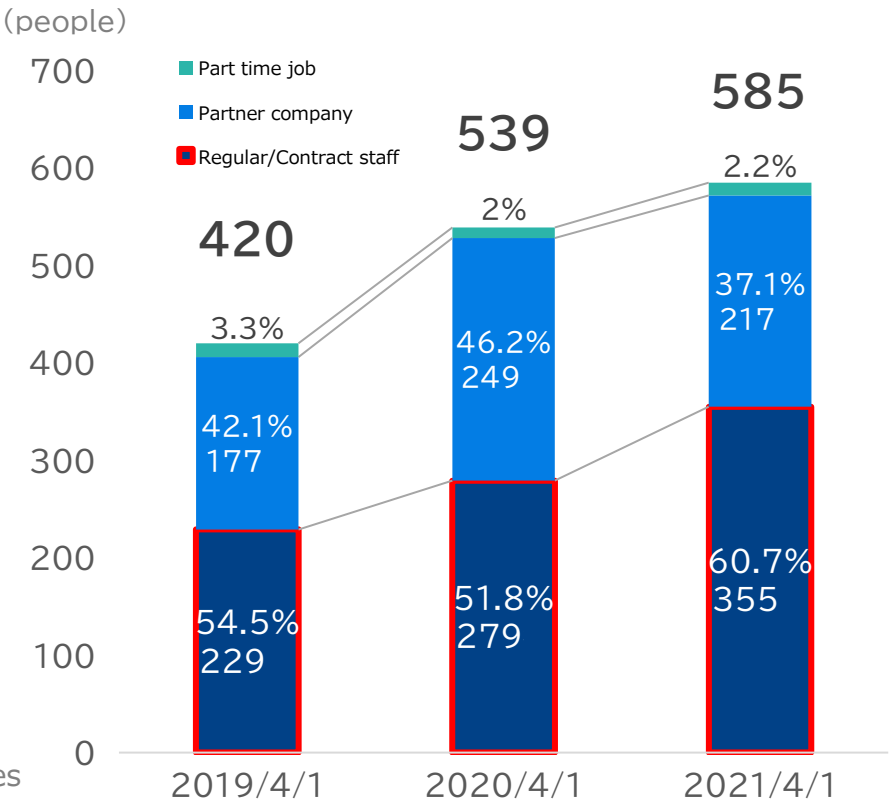
Service/product development personnel ratio



※As of April 1, 2021, figures compiled by OPTiM

71.4% of personnel are directly involved in service/product development

Ratio of regular staff



The ratio of regular staff is 60.7%, which is on the rise.

Notification

Our engineers are also actively engaged in disclosure activities about technical information in blogs and seminars. If you are interested, please follow us.



A variety of technical information that supports our company updated weekly by our engineers!

Example of contents: Deep Learning, Edge Computing, IoT, etc.

Started in December, 2018
Total number of articles: 172
Number of authors: 49,
published once a week

<https://tech-blog.optim.co.jp/>



A place for seminar-type technical information dissemination and exchange sponsored by our engineers

Example of sessions: AI/IoT, Scrum development, PM, SRE/Cloud infrastructure, etc.

Started in October 2019
Total number of sessions: 15
Total number of participants: 741
Currently conducted completely online

<https://optim.connpass.com/>

Summary of Consolidated Financial Results

(Unit: 100 million yen)	FY2018	FY2019	FY2020	YoY
Sales	54.6	67.2	75.1	111.7%
IoT Platform Service	39.8	53.4	61.3	114.9%
Remote Management Service	7.7	7.5	7.9	104.8%
Support Service	1.5	1.4	1.3	89.6%
Other Service	5.4	4.8	4.5	94.6%
Cost of sales	19.6	26.2	29.4	112.2%
Gross profit	35.0	41.0	45.7	111.4%
Selling, general and administrative expenses	34.0	38.4	27.6	71.9%
Operating profit	0.9	2.5	18.0	703.8%
Ordinary profit	1.4	2.5	20.0	771.0%
Profit attributable to owners of parent	0.1	1.1	12.3	1,055.8%

Consolidated operating results for this fiscal year were net sales of 7.51 billion yen, operating profit of 1.80 billion yen, ordinary profit of 2.00 billion yen, and profit attributable to owners of the parent company of 1.23 billion yen.

Growth strategy

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Toward the further promotion of OOxIT concept

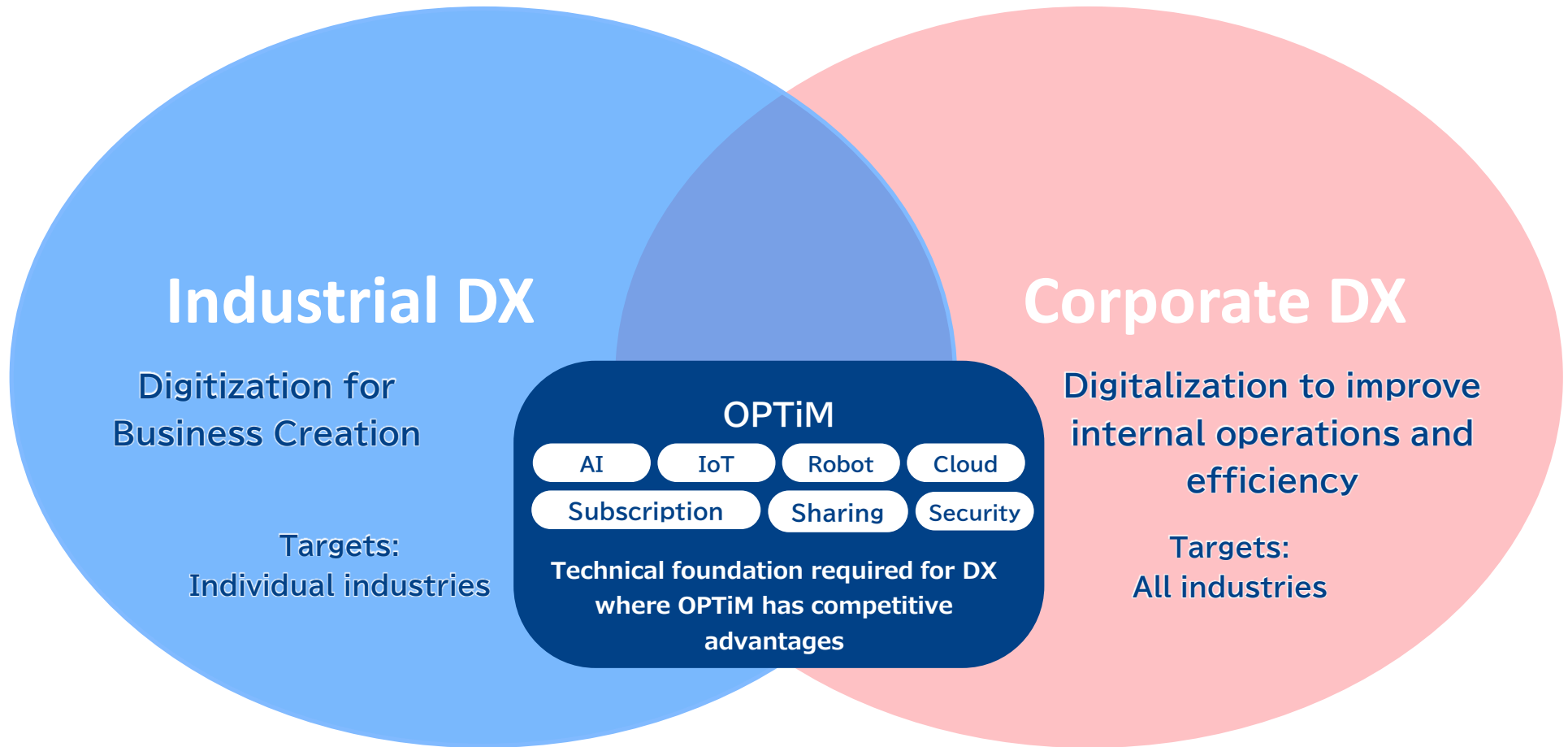
Medium-term management plan

OPTiM®



We will reinvent all industries into the fourth industrial revolution by combining each industry with IT (AI, IoT, etc.) through "○○ x IT".

From the materials for the financial results briefing for the second quarter of the fiscal year ending March 31, 2021



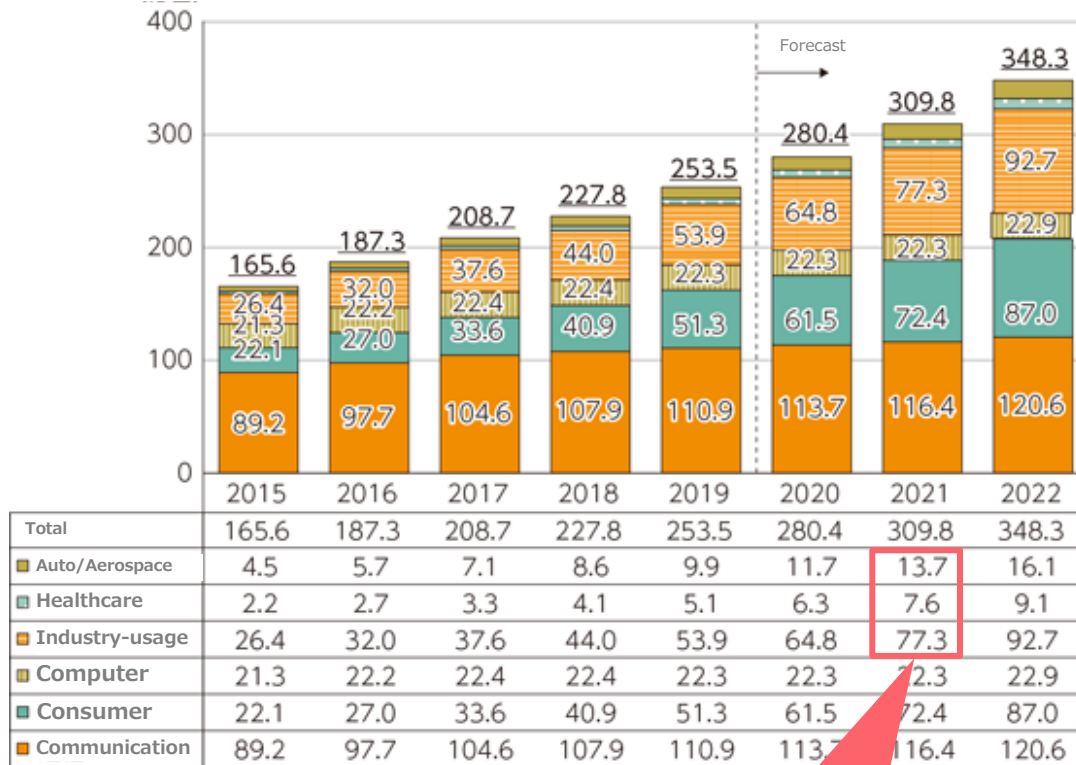
The Coronavirus caused two **DX** with different characteristics to develop significantly.

Industrial DX Strategy :

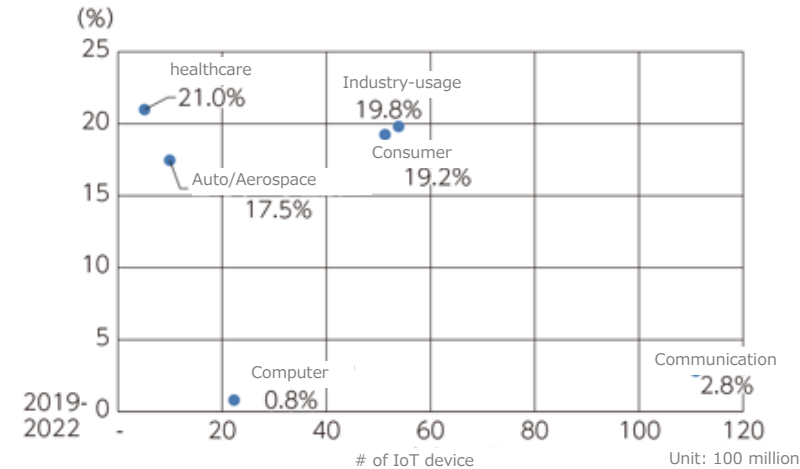
The IoT market will continue to grow, with its focus on industrial applications

Trends and forecasts for the number of IoT devices worldwide

(Unit: 100 million yen)



Average growth rate per year



Source: 2020 Information and Communication White Paper

Approximately 10 billion units in industrial-related applications

Dramatic increase in the number of devices connected to OPTiM's AI/IoT platform and killer services for industry through the promotion of the OOxIT strategy

Industrial DX

All industries

PC・Smartphone・Tablet



Camera



Construction

Construction machinery
• dump truck



KOMATSU
Landlog

Healthcare

Surgical robot



hinoto
Medicaroid
MINS

Agri・IoT

Drone・Sensors, etc.



NTT e-Drone Technology

Robotics

Various inspection robot



Kawasaki

Further

promotion of OOxIT

Deployed to a variety of industries and hardware, amounting to 45 billion units



OPTiM Cloud IoT OS

ID management・Device management・Remote control・Cloud management・
Security・Eco-system operation・Billing management

AI Services

OPTiM
IoT

AI Camera

OPTiM
GeoScan

MINS

Agri-DX
Service

Robotics-DX
Service

...
New services to be
launched one after
another

Industrial Services

Continue to promote device coverage and development of industrial killer services by further promoting OOxIT
Aim to connect to 45 billion devices worldwide and provide industrial killer services

Maximize the power of devices and equipment Cloud Device Management Service **OPTiM IoT**

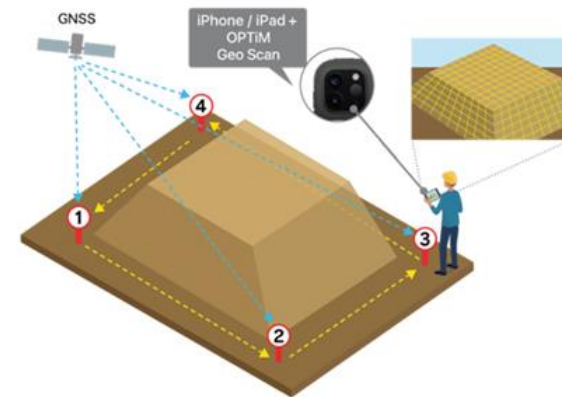
“OPTiM IoT” is a service that manages and operates all kinds of devices and equipment from the cloud. By introducing "OPTiM IoT", you can optimize the operation of managed devices and equipment, minimize downtime, and reduce maintenance costs. This allows you to maximize the productivity of your devices and equipment.



1 Device JPY1,000/Month~

Just scan the object with your smartphone or tablet Easy LiDAR 3D Surveying App **OPTiM Geo Scan**

OPTiM Geo Scan is a surveying application that combines a LiDAR sensor and high-precision location information to enable highly accurate surveying with ease. It allows anyone to easily perform surveying tasks that normally require a skilled technician.



JPY972,000/Year~

※ Up to 3 sites can be used simultaneously

Industrial DX Strategy : Agriculture

OPTiM®

Efforts so far

Establishing a consumer- and producer-first business model. Rice is the largest single crop in the domestic market. Providing integrated services from cultivation to processing and sales (EC)



SMART AGRI
農業とITの未来メディア



Managing "SMART AGRI", the future media of Agri/IT. More than 2,000 organizations, mainly producers, have joined the Smart Agriculture Alliance, which was launched by OPTiM. Working together to promote the DX of agriculture as a whole.



Conducted many advanced joint research with Ministry of Agriculture, Forestry and Fisheries, local governments, and producers

Establishing a consumer- and producer-first business model for "smart rice," which we grow and sell in partnership with producers.

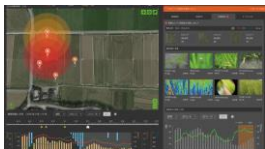
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



Providing pinpoint pesticide spraying and fertilization technology using drones (world's first, patented)



Providing Drone-Based Seeding Technology



Providing "Agri Field Manager," a service that analyzes images and sensors in the field using AI and IoT



Providing a Wide-Area Field Management System Using a Glider-Type Drone

Future Developments

DX of the entire rice industry

Providing DX services that cover the entire process from cultivation to processing, distribution, and sales of "smart rice" for which we have established know-how through cultivation and sales.



※Source: Yano Research Institute, "The Actual Situation and Future Prospects of the Rice Business and Rice Market, 2020 Edition" Market size of the rice market

TAM
approx.
2.3
trillion yen※

Expansion of sales of agricultural DX service

We will provide a number of DX services through various channels to improve the efficiency and add value to cultivation, which has entered the stage of practical application.



TAM
approx.
38.85
billion yen※

※Calculated by quoting "Next-generation farms," "Agricultural robots," and "Production platforms" from the market size forecast in "Food & Agritech in 2030" (edited by NAPA).

Efforts so far

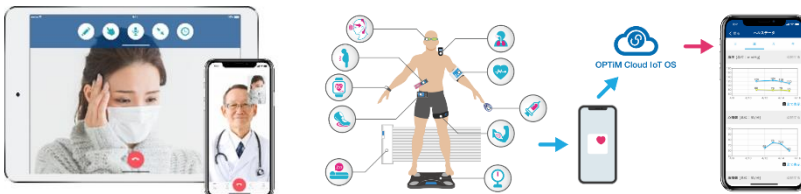
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



MINS※ will enable: "Real-time collection of hinotori™ operating status and error information", "Live distribution and viewing of operating room images", "Three-dimensional reproduction of operating status by digital twin", etc. ※Medicaroid Intelligent Network System

Online Healthcare Platform

- February 2016: Announced "Online Healthcare Pocket Doctor"
- February-September 2020: Providing "Pocket Doctor" free of charge to medical institutions to contribute to countermeasures against new coronavirus infections
- April 2020: Announcing the OEM provision of an online healthcare platform



Future Developments

Expanded sales as a DX service for operating rooms

- Progressive introduction of MINS in line with expansion of hinotori™ shipments※
 - ※ Establishment of business foundation in Japan (FY24.3. Fiscal year: 10 billion yen) (Sysmex Corporation from the financial results briefing for the fiscal year ending March 2021)
- Joint development and deployment of DX services for operating rooms
 - Expand the competitiveness of hinotori™ itself
 - Creation of new business related to operating rooms

Application to fields where needs are increasing by coronavirus

Widely deploy online healthcare platform to related services

TAM
approx.
150
billion yen

Total of online healthcare services, online medication guidance, online services for corporate health insurance such as health guidance, etc.

※1 Estimated figures for 2024. From the research firm Seed Planning, "Results of a Survey on the Current and Future Market for Online Medical Services (July 2020).

※2 Multiply the total number of prescriptions nationwide, which is approximately 800 million (based on the Ministry of Health, Labor and Welfare's "Trends in Medical Expenditures for Drug Dispensing (Computerized Processing) in Fiscal Year 2018"), by the unit price of 430 yen for medication guidance, and assume that 10% of these prescriptions will go online.

※3 The number of establishments with 50 or more employees is approximately 164,000 (based on the 2010 Basic Survey on Industrial Safety and Health and the 2014 Economic Census (including some estimates)). Estimated at 50,000 yen per month per facility.

Efforts so far

LANDLOG promotion with Komatsu

SC Edge(On-site)



SC Fleet device
(dump trucks, etc)



SC retrofit kit
(Hydraulic excavator)



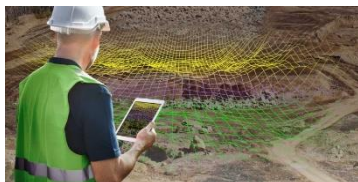
- Providing OPTiM Cloud IoT OS through LANDLOG led by Komatsu Ltd.
- Manage and analyze devices such as excavators, dump trucks, drones, and various edge devices
- 55 companies provide applications

Establishment of Landlog Marketing

- Established Landlog Marketing (LLM) to support the spread of LANDLOG and to develop OPTiM's construction and civil engineering solutions
- Established 10 dealers and 2 support dealers as a partner network
- Developing Komatsu's retrofit service



DX service development for construction and civil engineering



Joint development and provision of 3D survey service "OPTiM Geo Scan" using iPhone with Kyushu's largest general contractor Matsuo Construction Co., Ltd.

Future Developments

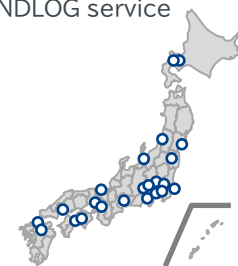
LANDLOG promotion with EARTHRAIN

- EARTH BRAIN is scheduled to start business (July 2021)
- Press release from Komatsu Ltd. on 4/30
- Continue to work with EARTHRAIN to promote LANDLOG business and development through the provision of OPTiM Cloud IoT OS

LANDLOG Marketing development

- Business collaboration with EARTHRAIN and LANDLOG service through Landlog Marketing
- Establish nationwide sales channels
Aim for 100% area coverage*

※ Sales and local support system within 2 hours



Expansion of sales of killer DX service for construction and civil engineering

- Development and promotion of construction and civil engineering DX services centered on OPTiM Geo Scan
- Provided to 360,000 target construction-related companies *, mainly through LLM channels

※ Calculated from 1.3 million construction companies that can be prime contractors for civil engineering work, taking into account the size of the company

TAM
360
billion yen

Initiatives in new industrial field

NTT e-Drone Technology was established to promote the use of domestic drone services in various industries

Aircraft for Agriculture

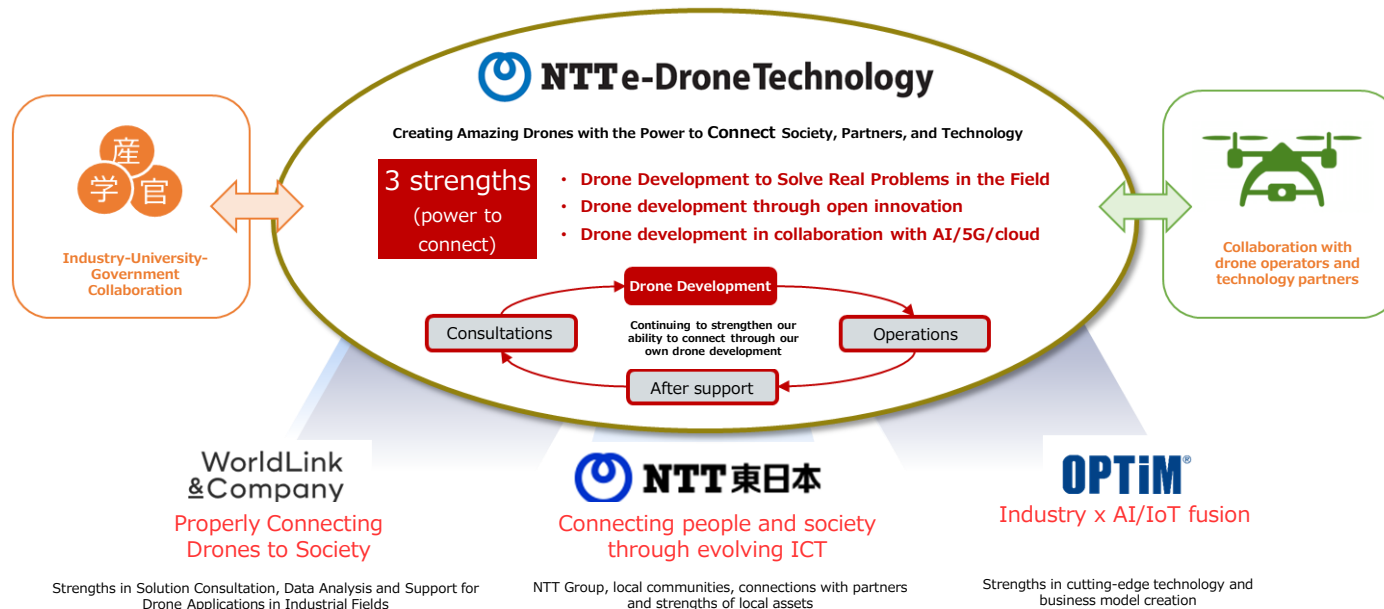


Industrial aircraft



- Starting from the agricultural field, we will expand our business to other fields such as inspection, surveying, and public services.
- In addition to aircraft development with the strengths of domestic production, light weight, and power saving, we will develop business by integrating OPTiM's AI and IoT software services.

Domestic drone market
TAM
640
billion yen※



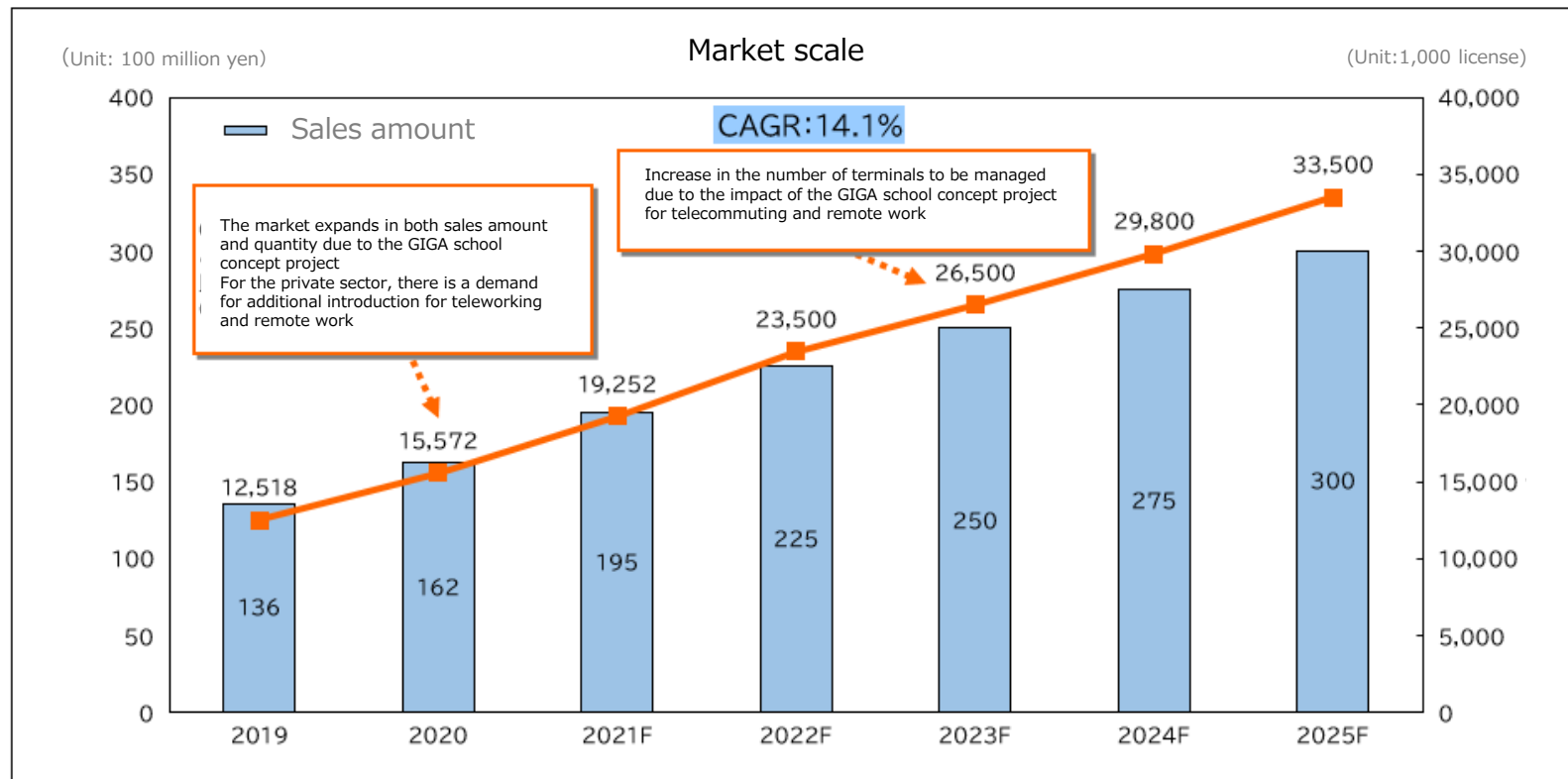
※Source: "Drone Business Research Report 2020," Impress Research Institute
From the forecast of the domestic drone business market size

The Coronavirus has led to a rapid increase in the need for remote work, operational efficiency, and cost reduction through corporate DX (digitization of office operations)

The Optimal Biz (MDM) market continues to grow in an era where digitalization of office operations requires more sophisticated security operations **OPTiM®**

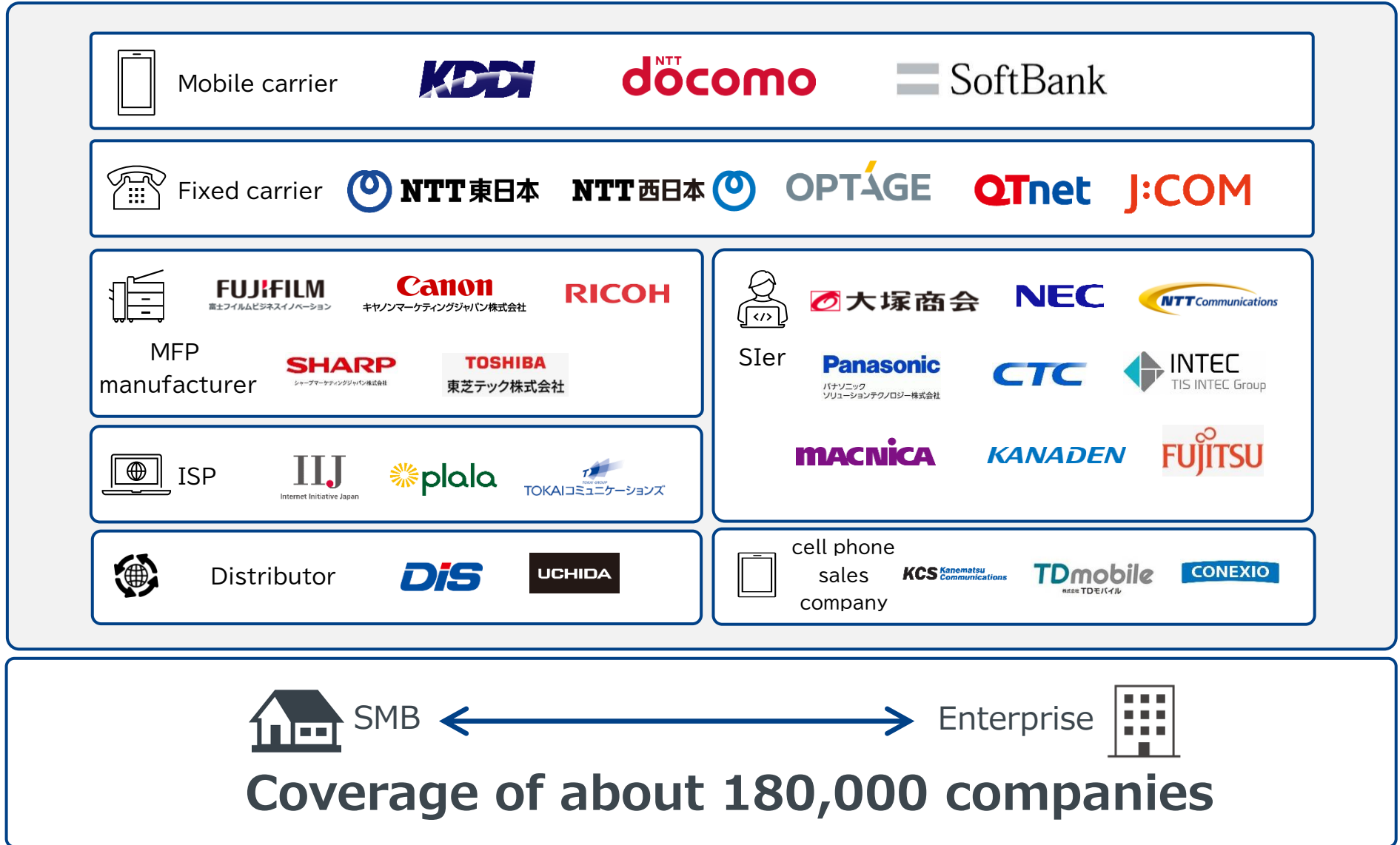
The MDM (Mobile Device Management) market is expected to continue to grow at a steady pace. ※1 **OPTiM has a 30%-40% share of the market** and has become the de facto standard.

Mobile management market trend



※ 1 Techno System Research, March 2021, "2020-2021 Endpoint Management Market Marketing Analysis"

Partner strategy to build a customer network of approximately 180,000 companies, mainly Optimal Biz customers



Established joint venture with KDDI to further strengthen the DX strategy

Established a new company to strategically expand sales in the MDM (mobile security service for corporations) field, strengthen Corporate DX, and expand Industrial DX in anticipation of the 5G and AI era.



Deployment of new Corporate DX services to approximately 180,000 companies utilizing **OPTiM**[®] Optimal Biz's overwhelming customer base and partner network

Value provided so far



+

New value offerings

Optimal Remote IoT	OPTiM ID+	OPTiM Digital Marketing	OPTiM Contract
Simple, High Security Remote Control Service for IoT	Cloud authentication infrastructure service that adds security to IDs	Marketing DX service that provides enhanced contact with customers	Cloud contract management service that uses AI to reduce contract management
5/26: Announced at a new service presentation for media partners			

...
Scheduled to launch new services one after another

Corporate DX platform

Overwhelming customer base of approximately
180,000 companies

...
Expanding to more customers

Four years(2017-2020) with the prospect of "becoming a leading company in the Fourth Industrial Revolution"

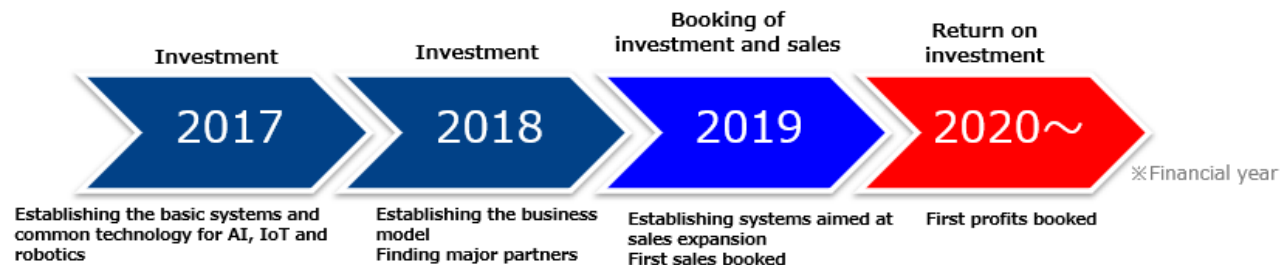
Medium-term Management Policy

Ongoing investment in our “○○ x IT” strategy

Progressing steadily
Advancing the further acquisition of AI, IoT and robotics technology
And pushing efforts to record sales

We continue to invest aggressively in the field of AI, IoT and robotics, full-fledged booking of sales and return through profits will follow the schedule below.

Model of R&D investment process



From the financial results briefing materials for the fiscal year ended March 31, 2018



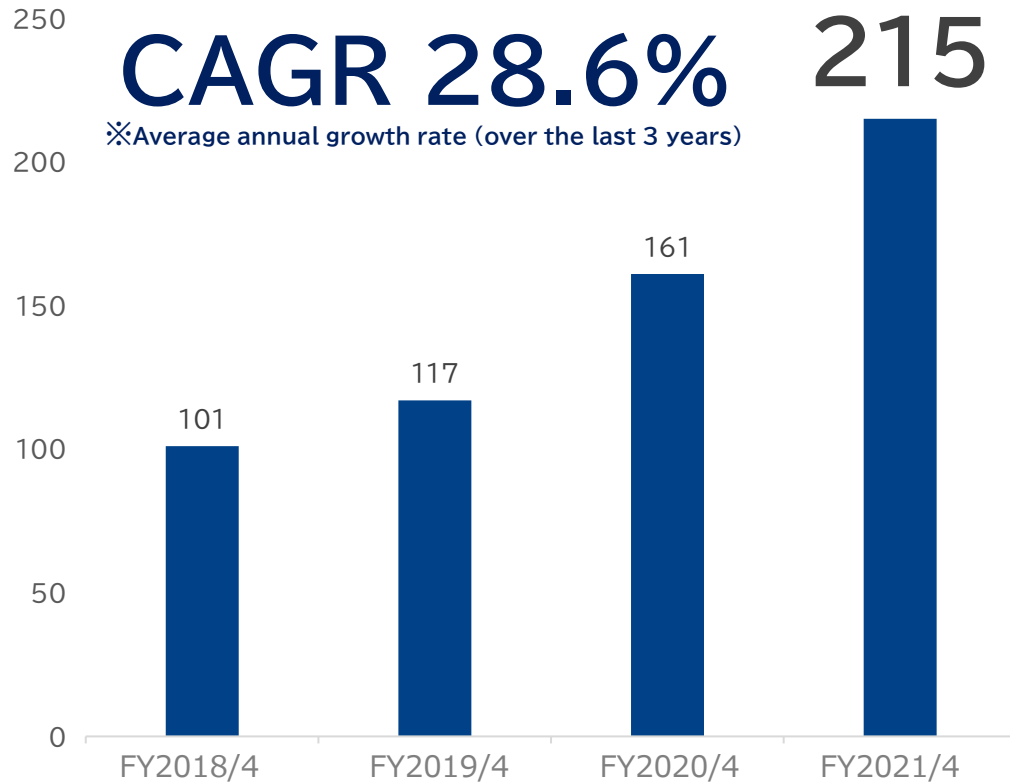
What OPTiM defines as IT

**AI • IoT • Robot • Cloud (Big Data) •
Subscription • Sharing • Security**

Acquiring more talented people to strengthen engineering

The number of engineers in OPTiM, the source of our competitiveness, has more than doubled in the last three years

(people)

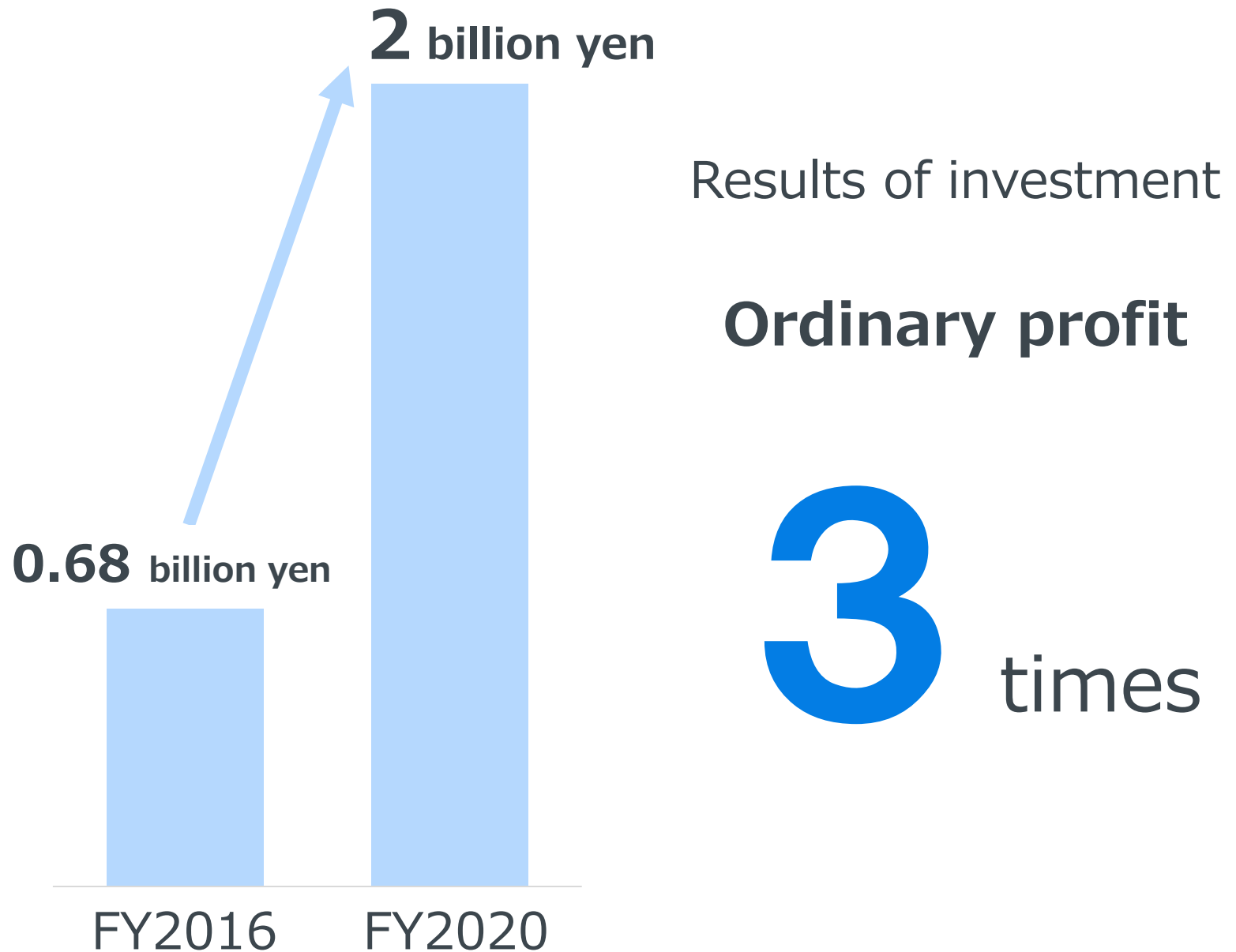


As of	Number of engineers (people)	Number of regular / contract staff (people)	%
2018, April	101	183	55.2%
2019, April	117	229	51.1%
2020, April	161	279	57.7%
2021, April	215	355	60.6%

※Number of in-house engineers: Total of regular and contract staff assigned to development departments

OPTiM ranked in the "Starting Salary Ranking 2021" compiled by Nikkei Inc.

In the "Starting Salary Ranking 2021" compiled by Nikkei Inc. based on the results of the "Survey of Employment Plans for New College Graduates," our starting salary for new graduates in the engineering field was ranked 13th overall (8th in the industry).



**Market size to be achieved by
“becoming a leading company in the 4th Industrial Revolution”**

$$45 \text{ billion units}^{\times 1} \times 300 \text{ JPY/month} =$$

(IoT device shipment forecast) (Optimal Biz Average Monthly Price)

TAM approx. 160 trillion yen^{※2}

Domestic market TAM approx. 9 trillion yen, TAM approx. 3.6 trillion yen by acquiring 40% share of domestic market^{※3}

※ 1 : Source: Ministry of Internal Affairs and Communications, 2019 White Paper on Information and Communications, Part 1, Section 2, Trends in ICT Supporting the Digital Economy,
(2) Rapid Spread of IoT Devices, Figure 1-2-1-3, Trends and Forecasts of the Number of IoT Devices in the World.
<https://www.soumu.go.jp/johotsusintokei/whitepaper/ja/r01/html/nd112120.html>

※ 2 : Calculated based on the Optimal Biz pricing, an average monthly price of 300 yen per device and annual price of 3,600 yen per device.

※ 3 : Estimated domestic market based on global market TAM and Japanese GDP ratio; Optimal Biz share is about 40%.

List of OPTiM's services and TAM at this time

	Agriculture	Healthcare	Construction	All industries
Industrial DX	<u>Agri DX service</u> TAM※1 Approx. 390 billion yen	<u>Online healthcare</u> TAM※1 Approx. 150 billion yen	<u>OPTiM Geo Scan</u> TAM※1 Approx. 360 billion yen	<u>OPTiM AI Camera</u> TAM※1 Approx. 700 billion yen
	<u>Rice industry DX service</u> TAM※1 Approx. 2.3 trillion yen			<u>OPTiM IoT</u> TAM※1 Approx. 50 trillion yen
Corporate DX	<u>Optimal Biz</u> TAM※1 Approx. 190 billion yen	<u>Optimal Remote IoT</u> TAM ※1 Approx. 190 billion yen	<u>OPTiM ID+</u> TAM ※1 Approx. 84 billion yen	<u>OPTiM Digital Marketing</u> TAM ※1 Approx. 530 billion yen
	<u>Optimal Remote</u> TAM※1 Approx. 500 billion yen	<u>Optimal Remote Web</u> TAM※1 Approx. 500 billion yen	<u>OPTiM Contract</u> TAM ※1 Approx. 280 billion yen	

※1 TAM: Total Addressable Market.
The basis for each calculation is shown on the next page.

(Reference) Calculation method of TAM

- ❑ Agri DX service : Calculated based on the market size forecast in "Food and Agri-Tech in 2030," edited by NAPA
- ❑ Rice industry DX : From the Yano Research Institute's "2020 Report on the Actual Situation and Future Prospects of the Rice Business and Rice Market", the market size of the rice market
- ❑ Online healthcare : Total TAM of Online healthcare service※1、 Online medication guidance※2、 and Online services for corporate health insurance such as health guidance※3
 - ※1 Calculated from Seed Planning's "Results of a Survey on the Current and Future Market for Online Medical Services (July 2020)
 - ※2 Calculated independently from the total number of prescriptions nationwide, about 800 million (from "Trends in dispensing medical expenses (computer processing) in FY2018" by the Ministry of Health, Labor and Welfare) and the unit price of medication guidance
 - ※3 Calculated independently based on the number of establishments with 50 or more employees and the unit price of services
- ❑ OPTiM Geo Scan : Originally calculated from 1.3 million construction companies that are the main contractors for civil engineering work, taking into account the target company size and service unit price
- ❑ OPTiM AI Camera : Calculated independently based on the surveillance camera market, shipment forecasts, and service unit prices
- ❑ OPTiM IoT : Independent calculation of hardware maintenance market from global industrial equipment market size
- ❑ Optimal Biz : Calculated independently based on the number of workers and office workers in Japan, the number of mobile devices shipped, etc., and the unit price of services
- ❑ Optimal Remote/ Optimal Remote Web : Calculated based on the contact center solution market in Yano Research Institute's "2020 Call Center Market Overview - Services & Solutions
- ❑ Optimal Remote IoT : Calculated based on Japan's working population, number of office workers, number of mobiles shipped, etc
- ❑ OPTiM ID+ : Independently calculated based on the number of workers and office workers in Japan and the unit price of services
- ❑ OPTiM Contract : Independently calculated based on the number of corporations in Japan (2.8 million) and service unit prices
- ❑ OPTiM Digital Marketing : IDC Japan Calculated based on the "Domestic Digital Marketing Related Services Market Forecast

Major investments required for the TAM of 160 trillion yen and their usage

- 1) Investment to expand connected devices and covered industries through further promotion of OO×IT
- 2) Investment to develop Industrial Killer Services
- 3) Investment to develop new Corporate DX Services for a customer base of 180,000 companies
- 4) Invest in AI/IoT platform – “OPTiM Cloud IoT OS”, to realize the above
- 5) Further investment in talented people who realize the above

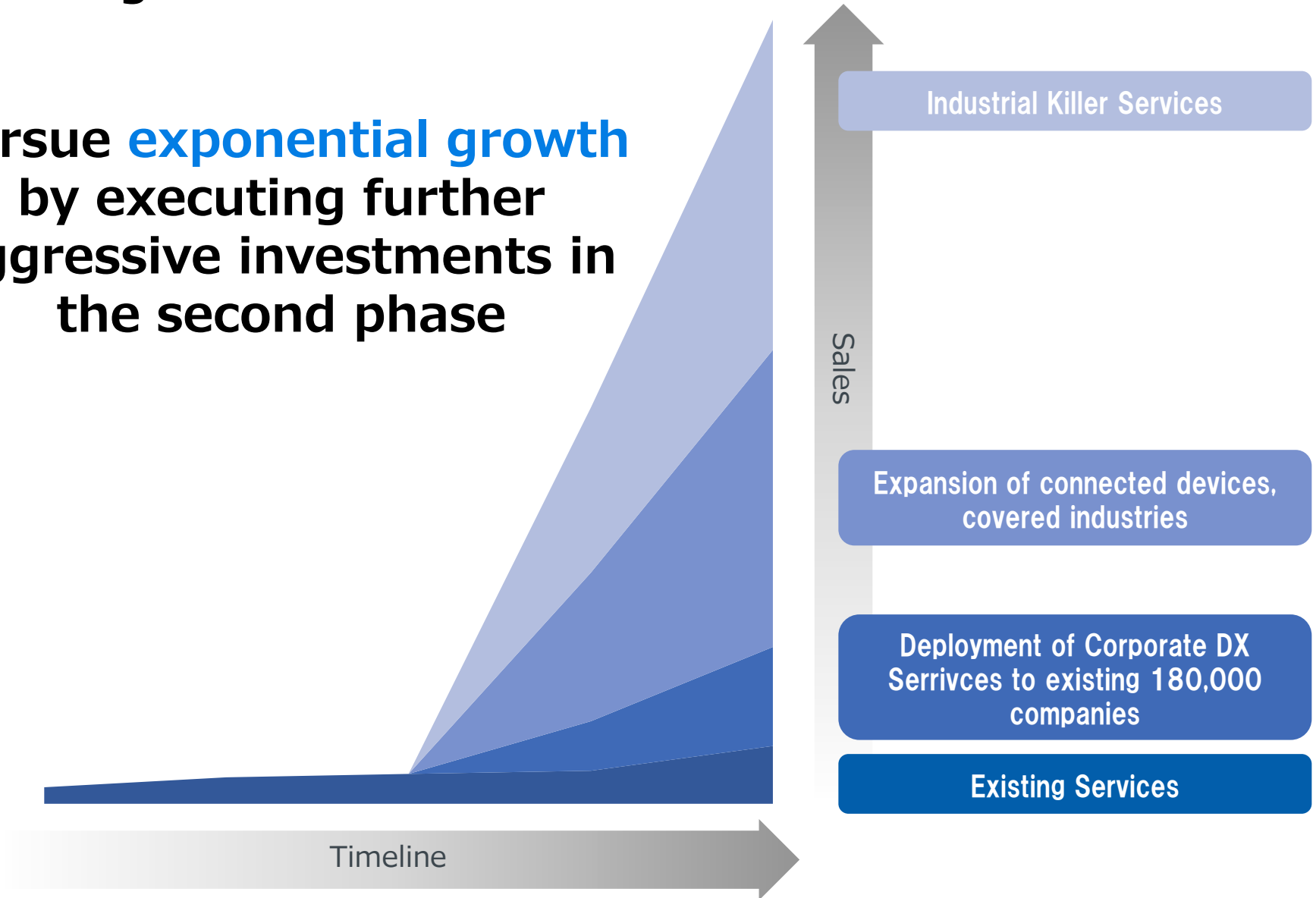


Toward the TAM of 160 trillion yen

Continue **aggressive growth investment** while securing profits

Growth image

Pursue **exponential growth**
by executing further
aggressive investments in
the second phase



We are becoming a leading company in
the Fourth Industrial Revolution

Management Philosophy

Try hard to create universal technology/services/business models that influence people all over the world in a good way.

Don't aim to exist without having ambitions and enjoying challenges.

Understand each other's position and be warm-hearted rather than being conscious of each other's boundaries and property.

OPTiM believes that the very reason for its existence as a company is to contribute to many people, and as part of this, we are actively working on environmental and social issues.

Profit generation is positioned as necessary to perpetuate the contribution or to maximize and streamline the contribution by investing in innovation.

We also emphasize diversity and relationships with local communities and have been promoting the above management philosophy since our founding. In addition, by strengthening governance, we will strive to prevent corporate scandals and fraud, create a rewarding work environment for each OPTiM staff member, and realize a prosperous life by ensuring transparency.

We will also contribute to the achievement of our goals through our business activities for the SDGs (Sustainable Development Goals) adopted by the United Nations.

Related SDGs	Our activities
Environment	
 	<p>Theme: Securing Biodiversity and Reducing Environmental Impact Up to 99% Reduction of Chemical Pesticides and Fertilizers by Pinpoint Pesticide and Fertilizer Spraying OPTiMs patented "Pinpoint Pesticide and Fertilizer Spraying Technology" enables precision agriculture using drones and image analysis technology. By spraying pesticides and fertilizers only where they are needed, the system can reduce the load on the soil environment and cut costs at the same time. It also allows for reduced pesticide cultivation and stable crop yields. This approach is also introduced in the "Green Food System Strategy" formulated by the Ministry of Agriculture, Forestry and Fisheries. It also specifies "the spread of pinpoint pesticide and fertilizer spraying by drones" as a specific initiative.</p>
	<p>Theme : Promotion of climate change measures Establishment of cultivation technology system that can respond to climate change (warming) using digital technology By digitizing weather, water level, cultivation history, pests and diseases, and growth data, we have developed a system to recommend cultivation methods according to the environment and growth conditions. We are also working on the advancement of AI-based pest prediction technology. The system will enable sustainable cultivation against issues such as high temperature damage to crops and the northward spread of diseases due to climate change.</p>
	<p>Theme : Promoting the realization of a carbon-neutral, decarbonized society in 2050 Providing "Forest Scope", a resource survey service that utilizes drones ForestScope can take aerial photographs of forests using drones and estimate the number of trees and the amount of timber volume through image analysis. This makes it possible to easily survey the amount of forest resources and reduce the man-hours required to survey the amount of resources. Resource volume surveys are effective data for forest conservation, and can contribute to systematic forest management for thinning for conservation, resource recycling, and carbon neutrality.</p>

Related SDGs		Our activities
Society		
<div><div>4</div><div>QUALITY EDUCATION</div><div></div></div> <div><div>9</div><div>INDUSTRY, INNOVATION AND INFRASTRUCTURE</div><div></div></div>	<div><div>8</div><div>DECENT WORK AND ECONOMIC GROWTH</div><div></div></div> <div><div>10</div><div>REDUCED INEQUALITIES</div><div></div></div>	<p>Theme : Resolving labor shortages in local communities, proposing new work styles Providing services to support various ways of working (Optimal Biz, Optimal Biz Telework, Optimal Remote, Optimal Second Sight)</p> <p>With the spread of the new coronavirus a state of emergency has been declared, and many companies shifted their work style to telework (working from home). There is also a need for a way of working that does not consider physical location or time. In order to respond to this social situation, several services are being offered to realize various ways of working.</p>
<div><div>3</div><div>GOOD HEALTH AND WELL-BEING</div><div></div></div>	<p>Theme : Eliminating regional medical disparities and providing advanced healthcare Realization of an "online medical service" with benefits for both patients and medical institutions</p> <p>To address the issue of disparities in medical care between regions and the loss of opportunities to visit the hospital due to work, childcare, physical conditions, etc., remote healthcare using smartphones and tablets enables continuous consultations, which leads to preventive medicine and reduces the number of people with lifestyle-related diseases and caregivers. It also reduces the time and financial burden of home visits for doctors.</p>	
Governance		
<div><div>5</div><div>GENDER EQUALITY</div><div></div></div> <div><div>16</div><div>PEACE, JUSTICE AND STRONG INSTITUTIONS</div><div></div></div>	<p>Theme: Aiming to improve corporate value and shareholder value Establishment of "Management Advisory Committee" consisting of experts in each field</p> <p>Invited leading experts in the fields of agriculture, construction, and healthcare, which OPTiM is currently working on, as committee members (executive advisors). Not only are they involved in various industrial fields based on their knowledge backed by their experience, but they also provide valuable advice on how to strengthen corporate governance to maximize corporate value and ensure the transparency and soundness of management.</p>	

FY3/2022 Financial Forecasts

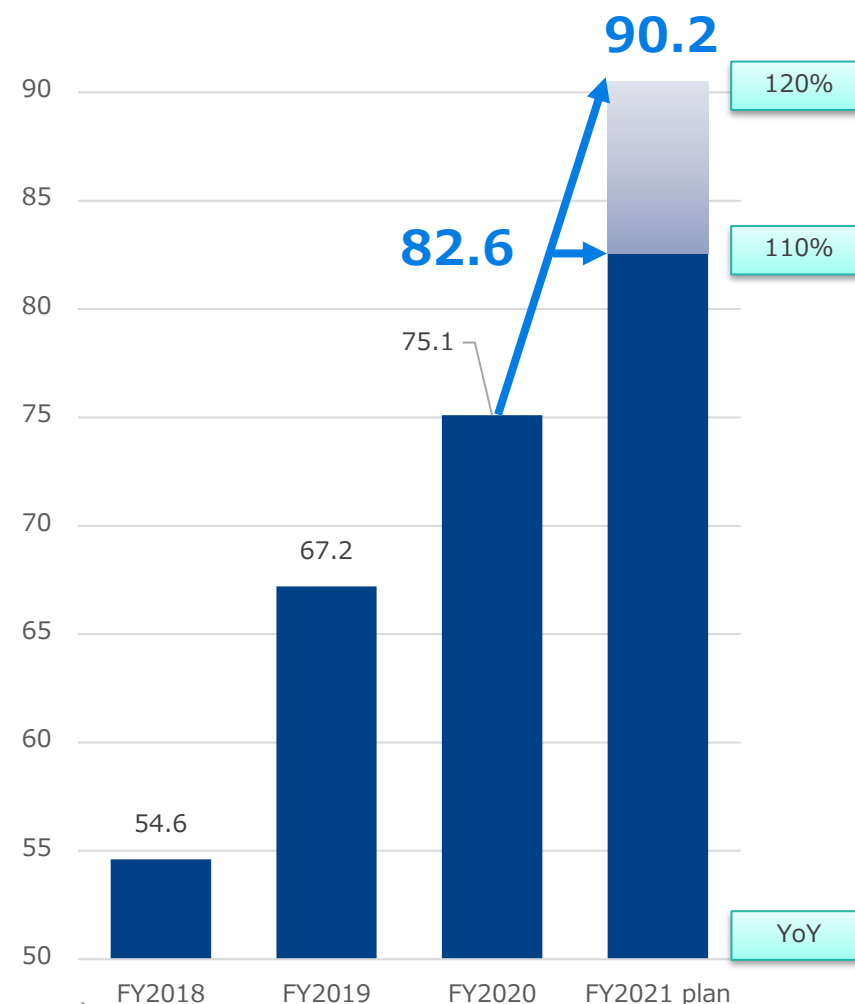
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We aim to achieve record-high sales for the 22nd consecutive year since our foundation.

Planned in the range of
9.02 billion yen to 8.26 billion yen
(110% to 120% year-on-year)

As for sales, we believe that we can secure a growth rate of about 120% year on year by anticipating sales of new services such as "Industrial DX" and "Corporate DX" in addition to existing services. However, if the Coronavirus delays the progress of customized projects for the introduction of new businesses, this will have an impact on sales, so a range of 120%-110% year-on-year growth is adopted to disclose our forecast.

Sales forecast



(Unit: 100 million yen)

Although FY2018 was a non-consolidated fiscal year, comparisons are made with consolidated results for reference.

FY3/2022 Financial Forecasts – Profit Plan

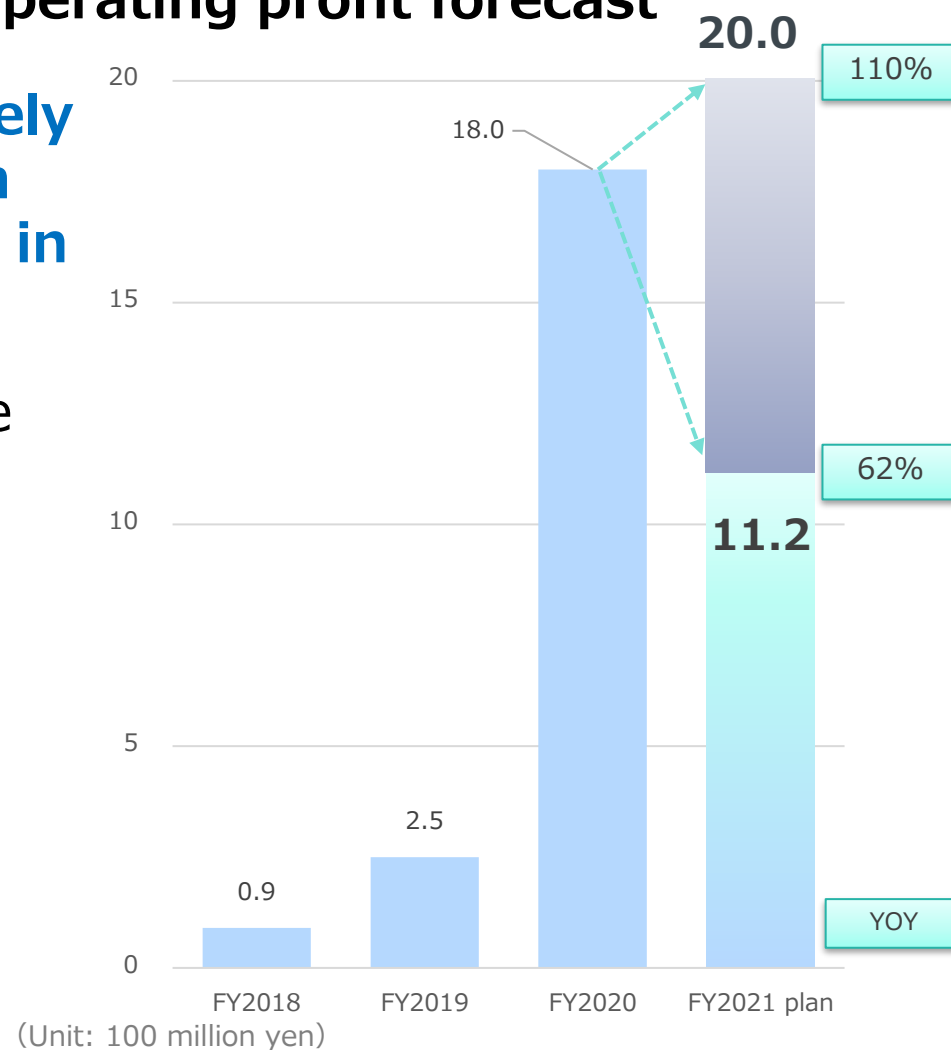
We will continue to invest aggressively in growth while securing profits in order to become a leading company in the 4th Industrial Revolution.

Planned for operating profit in the range of 2.00 billion yen to 1.12 billion yen
(Operating margin 22% to 13%)
(110%~62% compared to the previous year)

The operating profit margin is expected to be around 20%, as we will be aggressively investing in growth, promoting “Industrial DX” and “Corporate DX” initiatives, further promoting “OO x IT” and aggressively developing new markets.

On the other hand, we plan to aggressively invest in growth even if the sales plan is affected by coronavirus, which is difficult to predict as of now. In consideration of these, we will adopt forecast disclosure in the range format as well as sales.

Operating profit forecast



Although FY2018 was a non-consolidated fiscal year, comparisons are made with consolidated results for reference.

In order to become a leading company in the 4th Industrial Revolution, we will **aggressively invest** in growth to develop **the TAM of 160 trillion yen**.

In terms of sales, we aim to achieve **record high sales** for **the 22nd consecutive year** since our establishment.

As for profits, we aim to achieve an operating margin of 13% to 22% while aggressively investing in growth.

