

FY03/2022 Financial Results

Investor Presentation

OPTiM Corporation

- 1. FY03/2022 Financial Results**
- 2. Business Description**
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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 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.

FY03/2022 Financial Results

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Achieved **record high sales** for the **22nd consecutive fiscal year** since the foundation

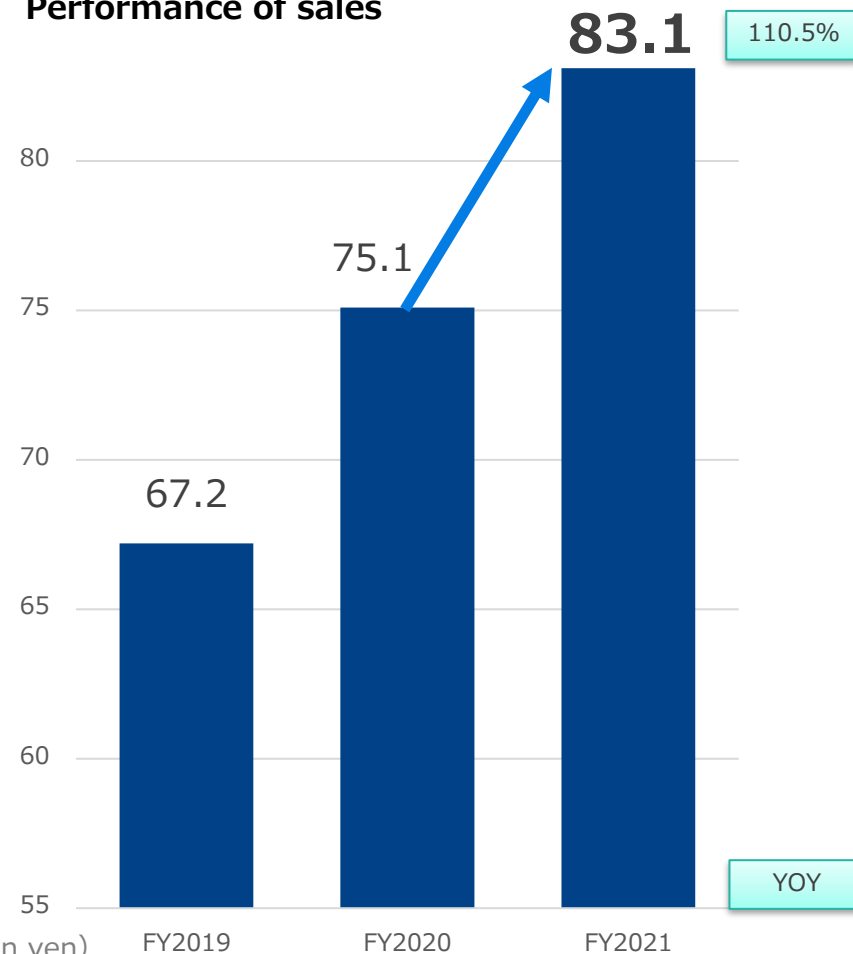
Stock-type sales remained steady, centered on Optimal Biz and OPTiM Cloud IoT OS. Flow-type sales were also strong, particularly in the fields of Agriculture x IT, Medical x IT, and Construction/Civil Engineering x IT, which we have been working on for several years.

As a result, sales were

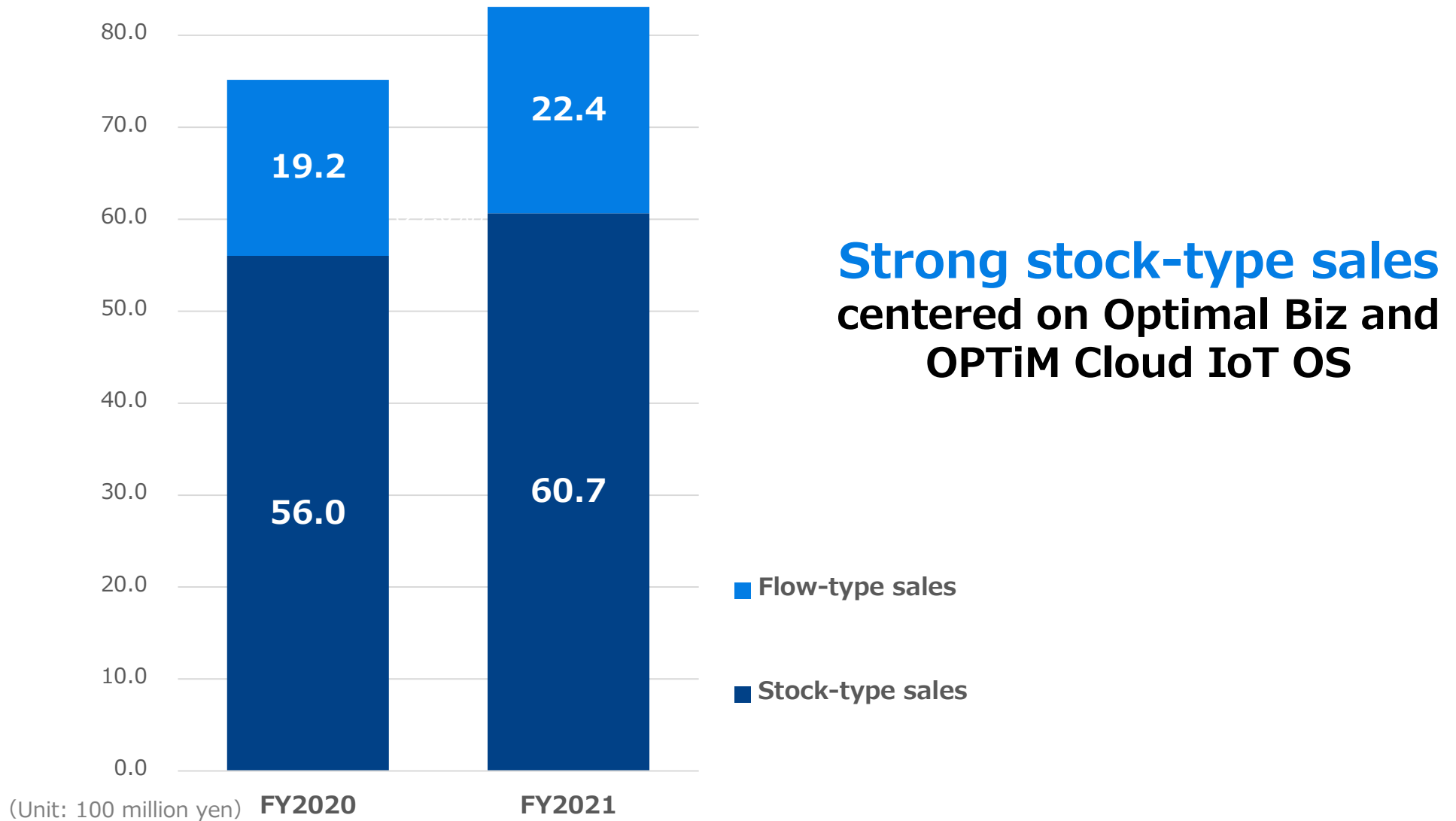
8.31 billion yen (110.5% YOY)

as planned at the beginning of the term.

Performance of sales



Stock and Flow Sales Performance Trends



Aggressive growth investment underway to become a leading company in the 4th Industrial Revolution

While stock-type sales of "Optimal Biz", "OPTiM Cloud IoT OS" and AI-related services are growing steadily, we are aggressively investing in growth in both "Corporate DX" and "Industrial DX" fields to expand earnings in the next fiscal year and beyond.

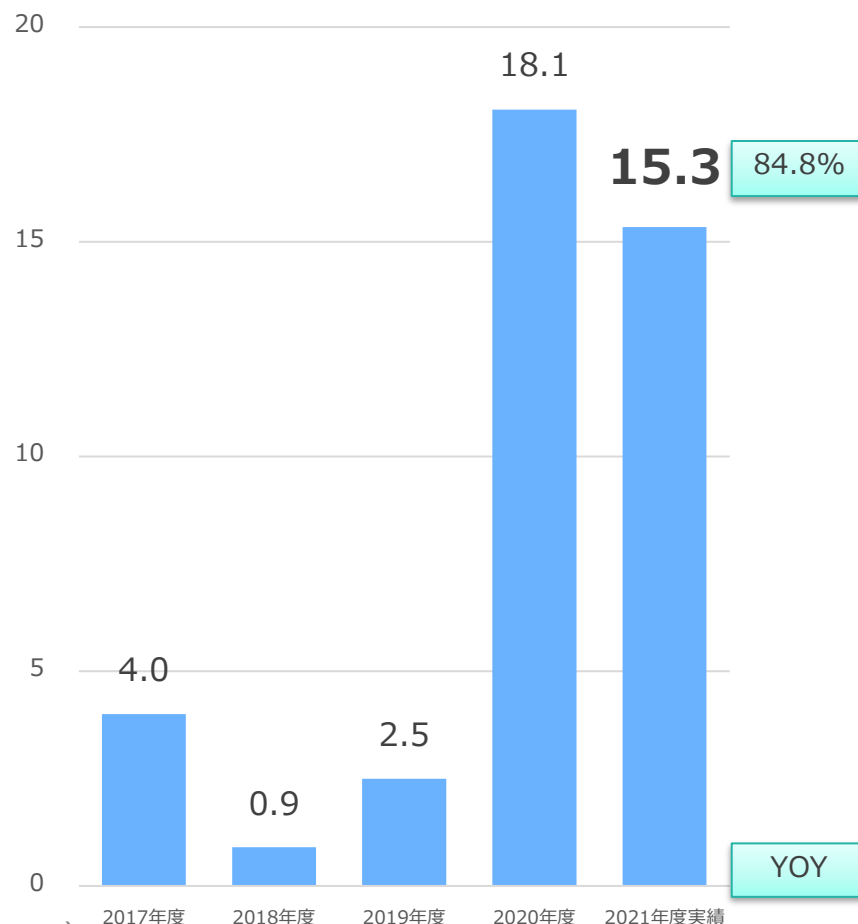
As a result, as planned at the beginning of the term,

Operating Profit: 1.53 billion(84.8% YOY)

Ordinary Profit: 1.49 billion(74.3% YOY)

Net Profit: 940 million yen(76.2% YOY)

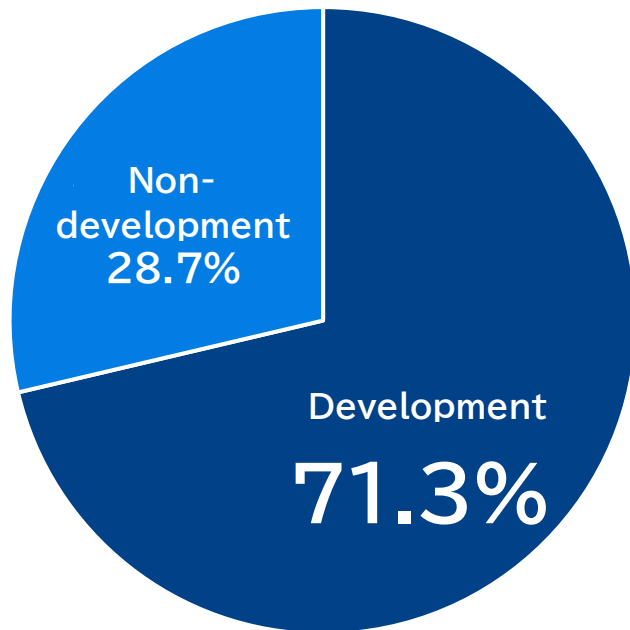
Performance of operating profit



(Unit: 100 million yen)

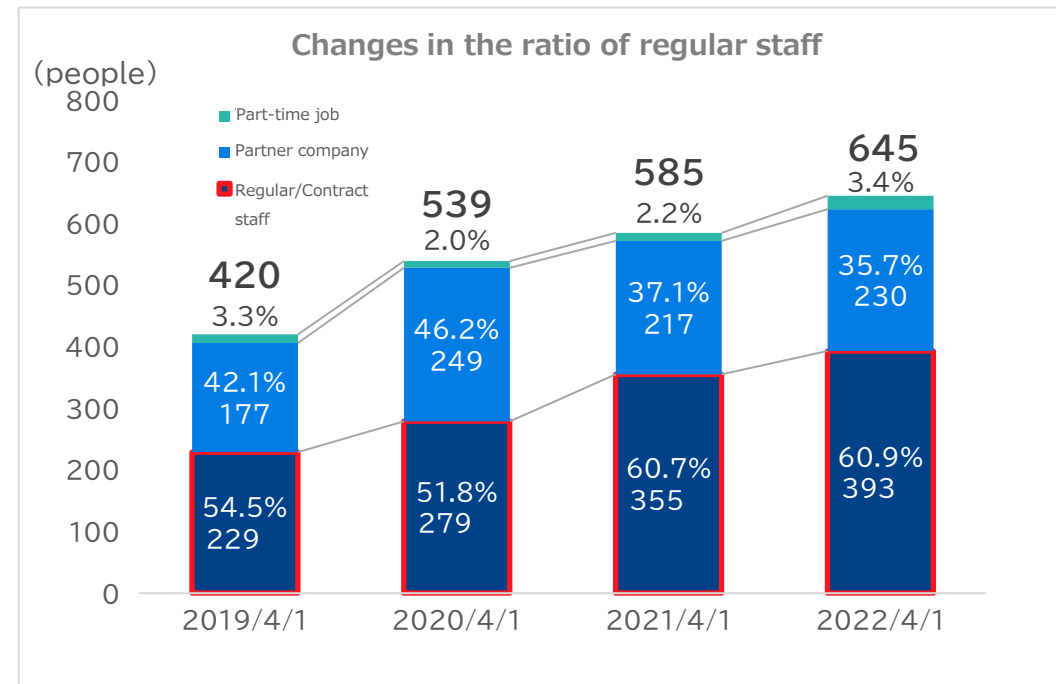
Ratio of Service and Product Development Staff to Total Staff, and Ratio of Regular Staff to Total Staff

Service/product development personnel ratio



※As of April 1, 2022,
figures compiled by OPTiM

The ratio of personnel directly involved in service and product development is 71.3%



The ratio of regular/contract staff is 60.9%

Overview of OPTiM Group

OPTiM®

OPTiM Group

OPTiM®

株式会社オプティム

Consolidated subsidiaries

Equity-method affiliate



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



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



D'PULA Medical Solutions Corporation

ディピューラメディカル
ソリューションズ株式会社



- Providing healthcare IoT solutions



株式会社NTT e-Drone
Technology



- Promote the use of domestic drone services in each industry



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

YURAScore

株式会社ユラスコア
(OPTiM 100%)

- Development and provision of marketing DX services

DXGoGo

DXGoGo株式会社



- Supporting corporate DX with product planning utilizing AI and IoT



NET RESOURCE
MANAGEMENT

株式会社ネットリソースマネジメント(NRM)



- Corporate DX promotion

Summary of Consolidated Financial Results

(Unit: 100 million yen)	FY2019	FY2020	FY2021	YOY
Sales	67.2	75.1	83.1	110.5%
IoT Platform Service	53.4	61.3	69.2	112.8%
Remote Management Service	7.5	7.9	7.8	98.2%
Support Service	1.4	1.3	1.1	88.2%
Other Service	4.8	4.5	4.9	107.8%
Cost of sales	26.2	29.4	37.3	126.7%
Gross profit	41.0	45.7	45.8	100.2%
Selling, general and administrative expenses	38.4	27.6	30.5	110.2%
Operating profit	2.5	18.1	15.3	84.8%
Ordinary profit	2.5	20.0	14.9	74.3%
Profit attributable to owners of parent	1.1	12.3	9.4	76.2%

Consolidated operating results for this fiscal year were net sales of 8.31 billion yen, operating profit of 1.53 billion yen, ordinary profit of 1.49 billion yen, and profit attributable to owners of the parent company of 940 million yen.

Business Description

.....

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.

A hand holding a blue marker is writing the word "Mission" in a large, blue, sans-serif font on a white background with soft, white clouds. The hand is positioned on the right side of the frame, with the marker just finishing the letter 'n'.

Mission

**We make the Net
as simple as breathing.**

Under the concept of “We make the Net as simple as breathing,” OPTiM sets its mission to change the situation that certain IT literacy is still required to use the Internet as indispensable infrastructure, and to make the Net itself as the air that you do not even notice using it. Since the day of our establishment, we engage in developing products that everyone can enjoy creativity and convenience the Internet brings.



Optimal Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



Domestic MDM Market

No. 1^{※1}

for 11 consecutive years

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



Measures against loss,
theft, and information
leaks



Efficient
device usage



Asset management
Device monitoring



Security settings

Overwhelming success with
more than
180,000 companies[※]

※ June 25, 2019, our total

Average churn rate
about **0.5%**[※]

※ Calculated by us based on the monthly average results of major partners. Aggregation period (Apr. 2021 – Mar. 2022)

※1 Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014)/Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2020 Results and FY2021 Forecast (Published in 2019 to 2021)

IoT Platform Service

OPTiM®

Optimal Biz, closely related to daily life and business, is expanding everywhere



① Utilization in the office



② Usage by business terminals



③ GIGA school concept



④ Anti-corona service



⑤ Telework



No. 1 market share※ in all 20 industry segments



⑥ Remote medical service



⑦ Construction surveying



⑧ Business Remote Support



⑨ Check store congestion



⑩ Cashless payment

Market trend by industry

No.1 in 8 categories



No. 1 for the public sector



No. 1 for schools



No. 1 for public works



No. 1 for financial industry



No. 1 for distribution industry



No. 1 for service industry



No. 1 for telecommunication



No. 1 for manufacturing

No.1 in 12 other categories

EMM market and trend by mobile OS

• Market trends by managed mobile OS **2 categories**

Mobile management market trend

• MDM market trend **2 categories**

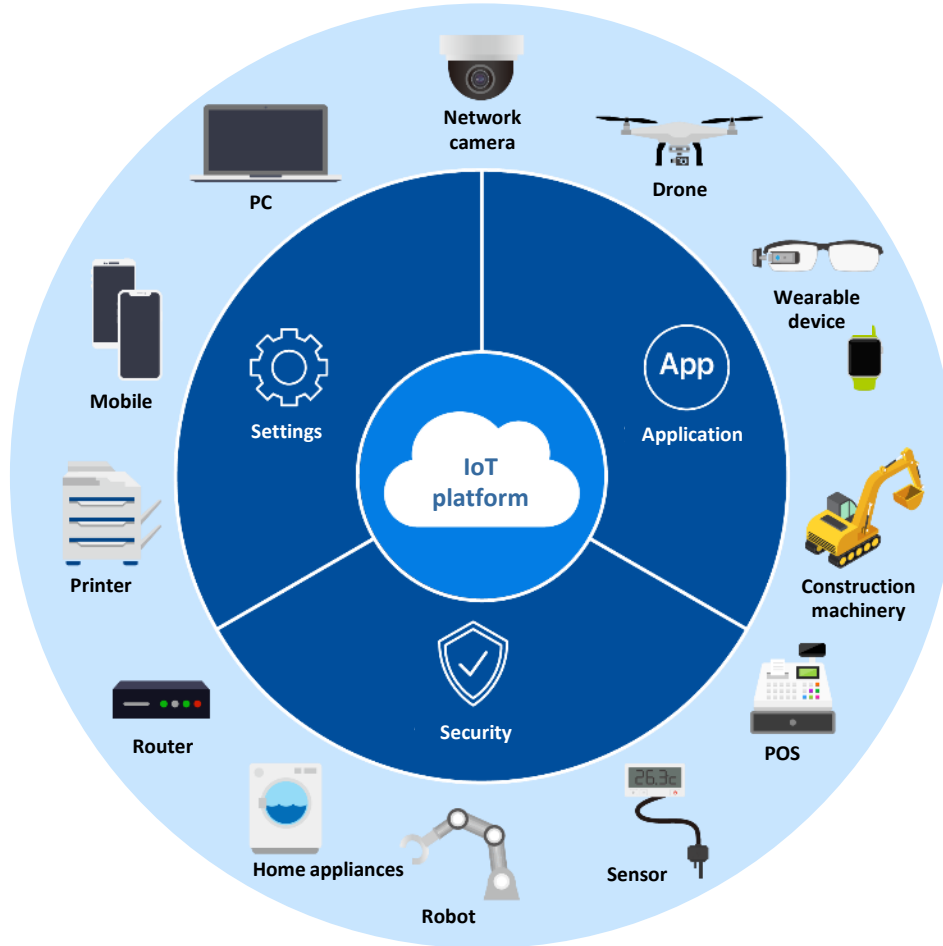
• Provision type(package/SaaS/ASP) **2 categories**

• Market trends by managed mobile OS **3 categories**

• Sales trend by user size **3 categories**

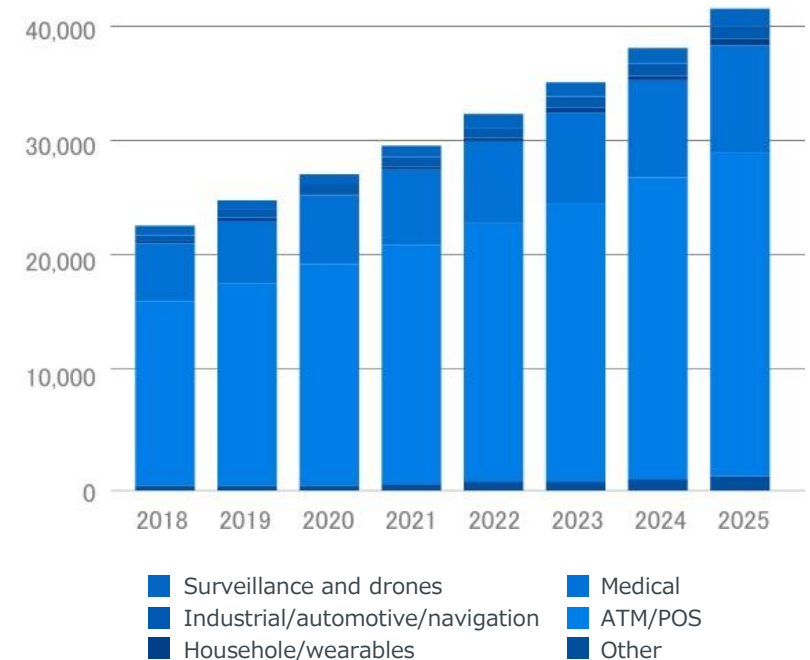
※ Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2021" (<https://mic-r.co.jp/mr/02220/>) in FY2020 and forecast for FY2021. The No.1 rank for the research was calculated by OPTiM.

Providing IoT(Internet of Things) Platform



Global IoT Device Install Base Forecast※
Unit: million

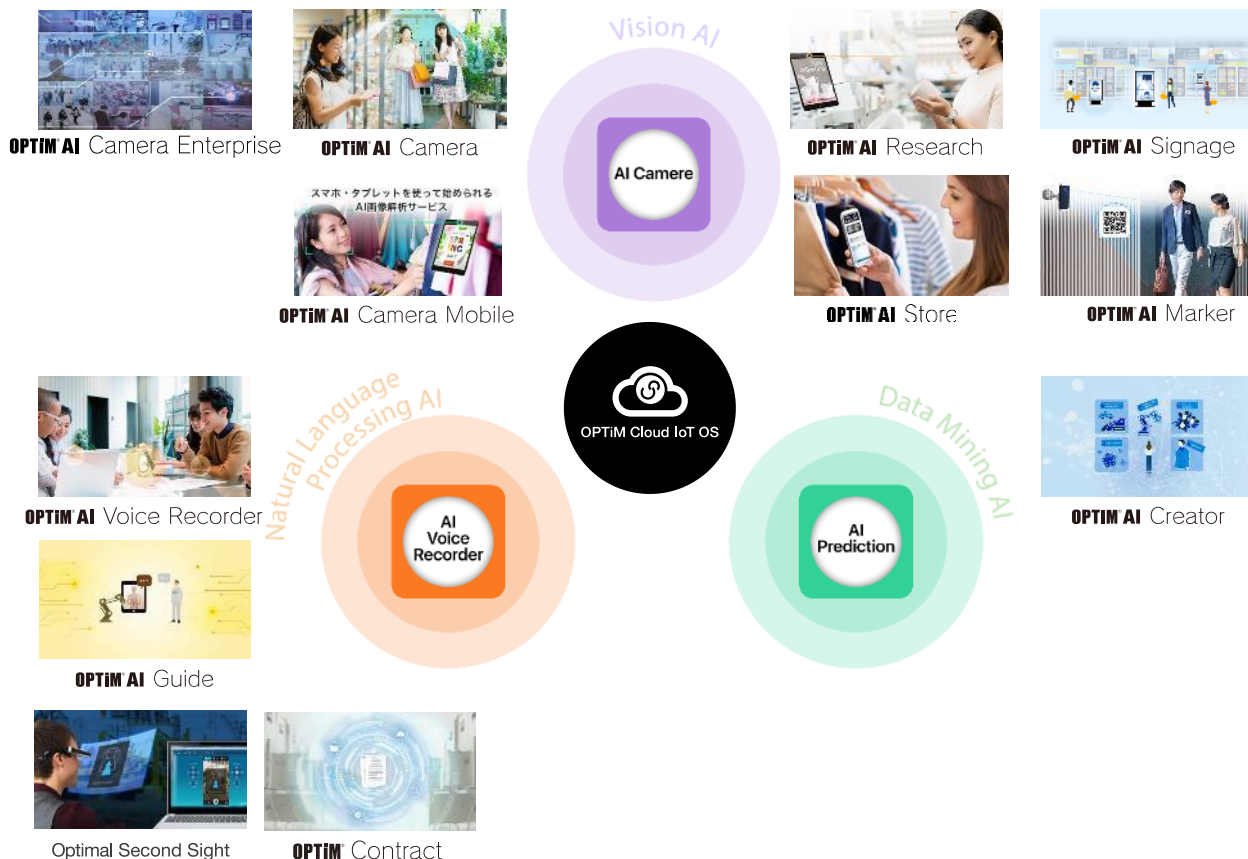
41.6 billion



※ IDC 2019 Domestic Data Ecosystem / Player Analysis Related to Data as a Service: Focusing on IoT-related operators

 **OPTiM Cloud IoT OS**
AI · IoT Platform Service

AI (Artificial Intelligence) Package Service



OPTiM's AI solution No1 market share in 8 categories※



※ Deloitte Tohmatsu Mick Economic Research Institute, "Current Status and Outlook of Image Recognition Solution Market Using AI (Deep Learning) [FY2021 Version]"

IoT Platform Service

OPTiM®

Become a company that utilizes the AI/IoT platform to transform all industries

Partnerships and joint venture strategies based on the ○○xIT vision



Remote Management Service

OPTiM®

Real-time sharing of customer's PC and mobile device screens to quickly and carefully resolve customer issues

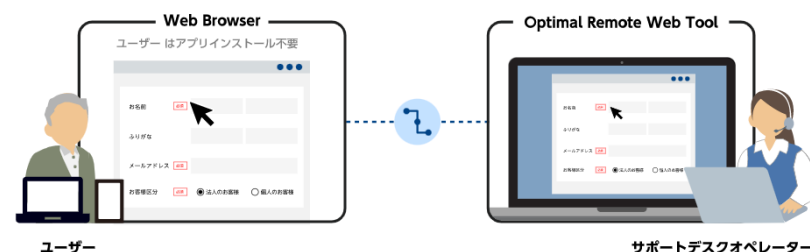
Optimal Remote

Optimal Remote is a remote support service that allows customers to solve their issues remotely by sharing their PC, smartphone, or tablet screen in real-time.



Optimal Remote Web

Operators do not need to ask users to install a dedicated application but simply ask for a receptionist's number so that they can check the contents of the web page they are viewing.



Optimal Remote IoT



Optimal Remote IoT is a service that allows you to remotely control a device with an agent installed beforehand from a web browser on the device at hand.

Optimal Second Sight

This is a remote work support service that can share images of the work site using smart glasses, smart phones, and tablet cameras, and support on-site work using various support functions.



Smart Field is a field data management solution that revolutionizes the field with AI and IoT. Promoting operational efficiency through smart glasses and smart phones.

人気雑誌読み放題



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- Wide variety of lineup
- There's always a magazine you want to read!
- From popular genres to niche genres, find your favorite magazines! You can also read articles you missed in back issues later.

※ As of August 31, 2021



“Boredom” caused by waiting time for customers is replaced by “enjoyment”

- Tabuho Spot is a corporate service for "Tabuho (unlimited use of TABLET)," a fixed-rate unlimited reading service of electronic magazines. Businesses such as beauty salons, restaurants, hospitals, and lodging facilities can apply for Tabuho Spot to provide "Tabuho" free of charge to customers visiting their stores



Unlimited use of PC software powered by OPTiM is an all-you-can-use PC software service that allows you to use a variety of software genres, from entertainment to dictionaries, as you wish for a fixed fee.



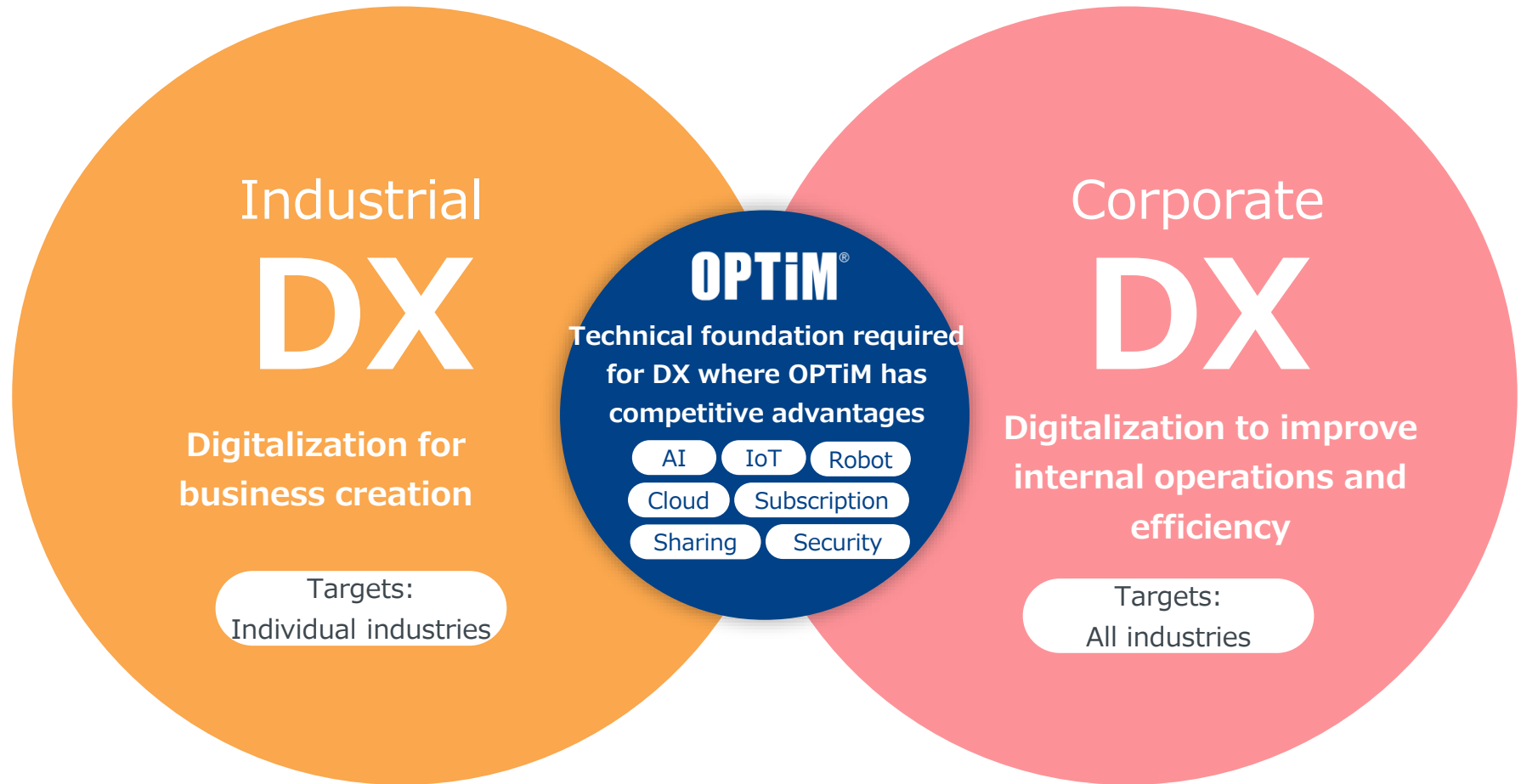
Competitive Advantage

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Characteristics (strengths)	Content
1. Robust technology innovation capabilities	Inventiveness to create from 0 to 1. OPTiM proactively secures intellectual property rights. (The first venture company to receive the Intellectual Property Achievement Award from the Japan Patent Office. The Company's President ranked No. 1* for the scale of patent assets held by individuals in the field of information and communications.)
2. Advanced technological capabilities	Realizes new concepts with advanced technological capabilities in AI, IoT, Cloud, Security, and Robotics
3. Service planning, development, and operation capabilities	Possesses planning capability to take products realizing new ideas and generalizing them as package services. Has the ability to plan, design, develop and operate with functions, price and service models that match customers' needs
4. Strong license income	Robust license revenue based on SaaS/subscription model (a model that allows customers to receive a service for a certain period of time by paying a fee). These services include Optimal Biz, a mobile device management SaaS service that has had the No. 1 market share in Japan for 11 straight years, along with other services. The average cancellation rate is approximately 0.5%.
5. Plentiful customer base	A cumulative customer base of roughly 180,000 companies that it has acquired over the years through direct sales as well as large partners.
6. Business creation capabilities	Commercializes new products or services with many partners, including industry leading companies, telecommunications carriers and printer manufacturers, or vastly expands business through business creation capabilities

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

Promoting two DXs based on
technology platform with a competitive advantage



OPTiM's Strengths

OPTiM Cloud IoT OS

AI · IoT Platform Service

Expanding Optimal Biz to provide AI/IoT SaaS

Agri field :

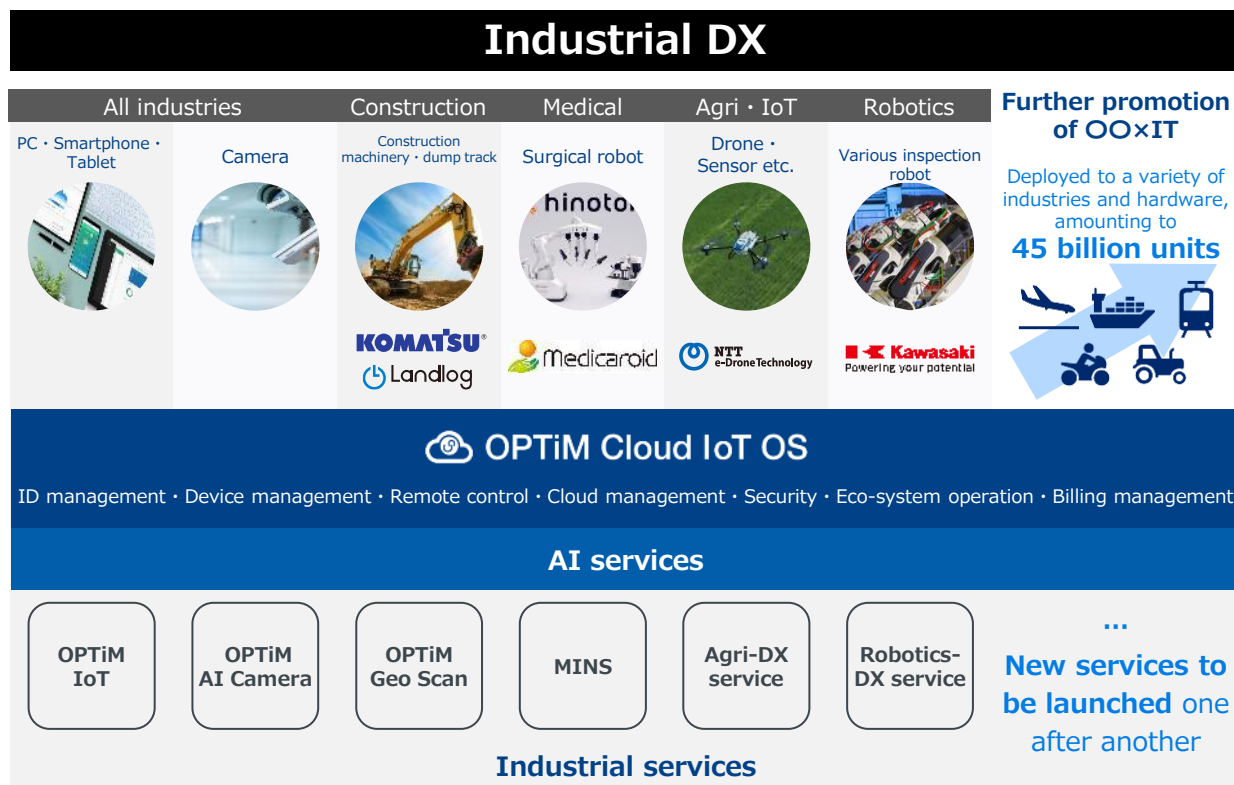
- We provide pinpoint pesticide spraying, pinpoint fertilization, and pinpoint time spraying services, and have established a consumer- and producer-first business model that provides integrated services from cultivation to processing and sales in the largest domestic market for rice.

Medical field :

- Jointly developed network support system "MINS" for surgery support robot system "hinotoriTM" and provided online medical care platform for the first time in Japan

Construction · Civil Engineering field :

- Providing "OPTiM Cloud IoT OS" through LANDLOG led by Komatsu
- Providing 3D survey service "OPTiM Geo Scan" using iPhone



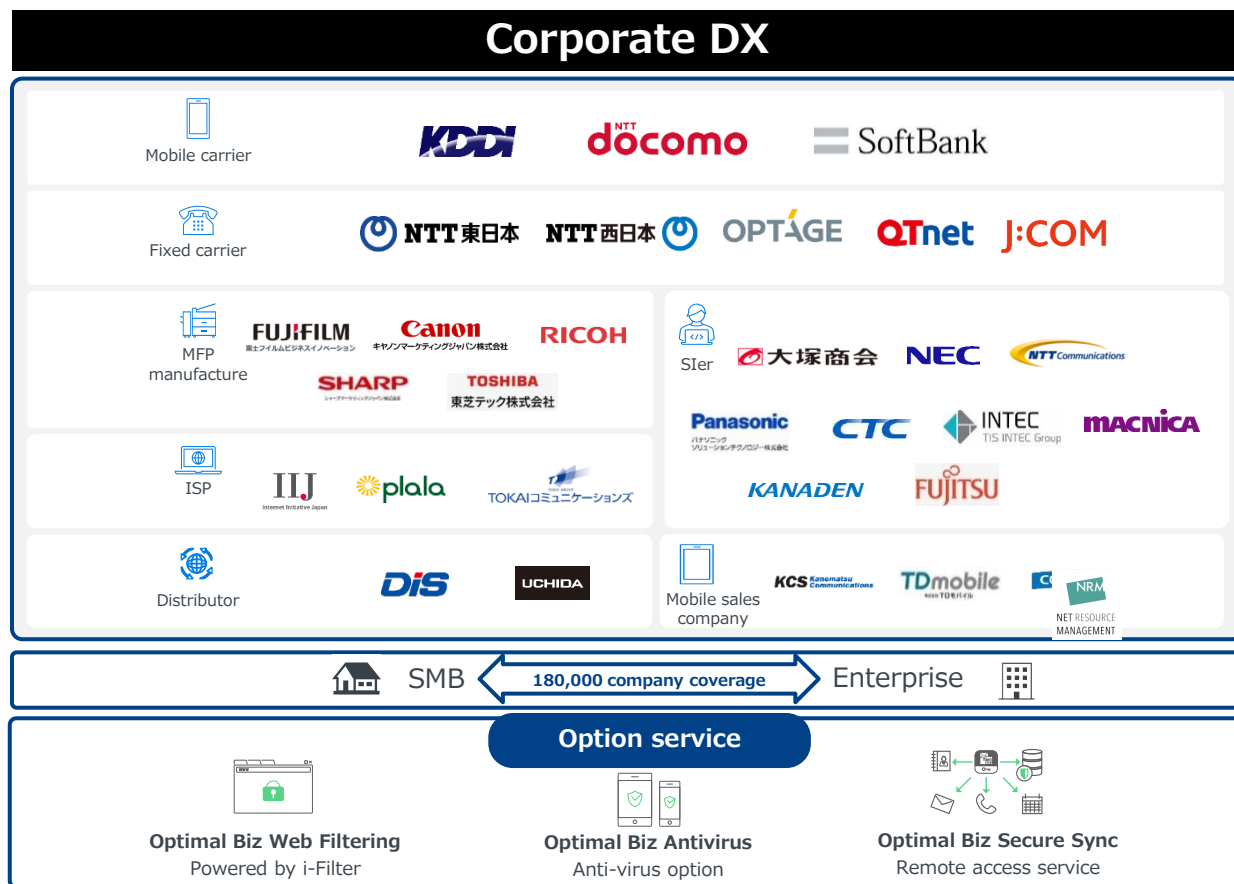
OPTiM's Strengths



Mobile Management SaaS De facto standard in Japan

- No. 1 market share for 11 consecutive years
- No. 1 market share in all 20 industry categories
- A total of 180,000 companies have used the service.
- Average churn rate of 0.5

Sales partner network
with total coverage of
**approx. 180,000
companies**



Growth Strategy

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Continued Investment in Growth This Fiscal Year

**Major investments needed for the TAM160 trillion yen*
market and their uses**

- 1) Investment to expand connected devices and covered industries through the 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

※ Please see slide 35.

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 "OO x IT".

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

Industrial DX realized by OPTiM Cloud IoT OS one after another

Industrial DX

All industries	Construction	Medical	Agri · IoT	Robotics	Further promotion of OO×IT
PC · Smartphone · Tablet	Construction machinery · dump truck	Surgical robot	Drone/Sensor etc.	Various inspection robot	Deployed to a variety of industries and hardware, amounting to 45 billion units
					
	KOMATSU® Landlog	hinoto Medicaroid	NTT e-DroneTechnology	Kawasaki Powering your potential	

OPTiM Cloud IoT OS

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

AI services

OPTiM IoT	OPTiM AI Camera	OPTiM Geo Scan	MINS	Agri-DX service	Robotics-DX service
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Industrial services

...
New services to be launched one after another

Industrial DX Progress

OPTiM®

FY2021
Q1

Q2

Q3

Q4

FY2022
Q1

IoT Platform Service



Agri

Promotion of use of domestic drone services:

Established NTT e-Drone Technology

NTT e-Drone Technology

OPTiM
AGRI BICHINOKU

POC by fixed-wing drone

POC of smart house cultivation

Smart rice 2022 sales starts

"Pinpoint Time Spraying" service provision started



Medical

Medicaroid

D'PULA Medical Solutions Corporation

"Online medical care platform" version upgrade

"Pocket Doctor" joint research with Kobe University

"Reiwa 3rd year disaster prevention drill" conducted by Kyushu Regional Development Bureau, MLIT



Construction/Civil Engineering

KOMATSU

松尾建設株式会社

Landlog Marketing

Beta version provided free of charge as "OPTiM Land Scan"

Service provision started

OPTiM® Geo Scan
High-precision 3D surveying

New service announcement for media and partners on May 26

Scan X integration

Certified as "IT subsidy 2021", Adopted in "Digitalization of Disaster Assessment" carried out by the Kyushu Regional Development Bureau, MLIT n Kumamoto pref

Geo Point available

Compliant with the Ministry of Land, Infrastructure, Transport and Tourism's guidelines

All industries



PC-Smartphone
Tablet



Camera

OPTiM® IoT

Cloud device management service

Service provision started

Achieved No.1 market share in five categories by Deloitte Tohmatsu MIC Research Institute Co., Ltd

Achieved No.1 market share in eight categories by Deloitte Tohmatsu MIC Research Institute Co., Ltd

OPTiM AI Camera

Visualize congestion to avoid 3Cs

Wide area mode/API linkage added

Provided for Ueno Zoo congestion map

ArgosView integration

Provision for one x one for Shinjuku MYLORD

Provision for AKIBA-AKIBA, Marunouchi district Safie integration

New feature added

New feature added
Provision for IIDA festival

New feature added
Provision for Saga airport

Remote Management Service



Optimal Second Sight
Remote operation support



Smart Field

RealWear smart glass support

Xacti support

SPIDERPLUS considering service cooperation

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)

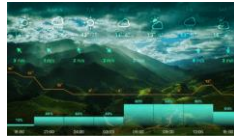


SMART AGRI
農業とITの未来メディア



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

Managing "SMART AGRI", the future media of Agri/IT. More than 2,200 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

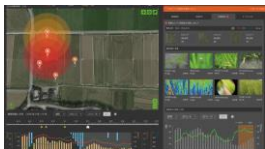
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



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).

Industrial DX Strategy : Healthcare

Efforts so far

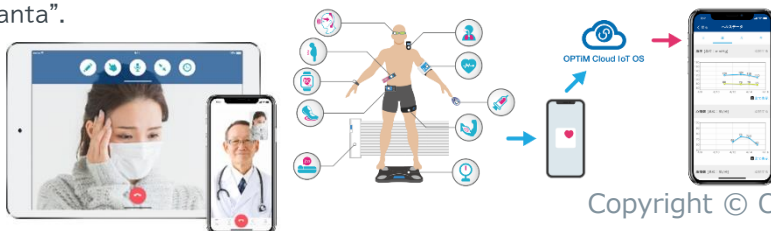
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



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
- July 2021: Kobe University begins joint research on a new medical treatment format using "Pocket Doctor" and wearable electrocardiograph "duranta".



Future Developments

Expanded sales as a DX service for operating rooms

- Progressive introduction of MINS in line with the expansion of hinotori™ shipments※
- *Establish a business foundation in Japan (10 billion yen in FY Mar.24) (From Sysmex Corporation FY03/2021 Financial Results Briefing)
- hinotori™ filed for gynecology and gastroenterology indications (as of October 31, 2021)
- Expanding to hospitals nationwide, mainly for total prostate cancer resection, etc.(some examples)
 - September 2021: 1st case at Fujita Medical University Hospital
 - November 2021: 1st case at Musashino Tokushukai Hospital
- 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 the 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)

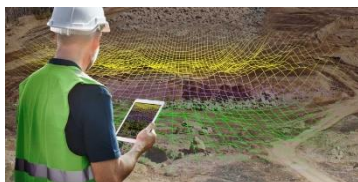


SC retrofit kit
(Hydraulic excavator)

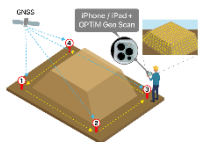


- Promote business and development of LANDLOG by providing OPTiM Cloud IoT OS together with EARTHRAIN.
- Management and analysis of devices such as excavators, dump trucks, drones, and various edge devices
- Collaborate in business and support dissemination of LANDLOG through LANDLOG Marketing.

Develop and expand sales of DX services for construction and civil engineering



- OPTiM Geo Scan, a 3D surveying application using the iPhone, is now officially released.
- OPTiM Geo Scan has been used in many industries, including construction, construction consulting and surveying.
- Obtained NETIS certification from the Ministry of Land, Infrastructure, Transport, and Tourism
- Released "OPTiM Geo Point", a GNSS surveying and staking application (optional)



Future Developments

DX of the construction and civil engineering industry

- Continue to promote LANDLOG business and development with EARTHRAIN by providing OPTiM Cloud IoT OS.
- Further development of OPTiM Geo Scan
The first LiDAR surveying application using a mobile device in Japan to comply with the Ministry of Land, Infrastructure, Transport and Tourism's "Guidelines for Formwork Management Using 3D Measurement Technology (Draft)".
This facilitates its use throughout the entire construction process from the start of construction to the end of inspection at sites of all sizes, enabling its introduction at even more sites.

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

- Development and deployment of construction and civil engineering DX services centered on OPTiM Geo Scan
- Provide services to 360,000* target construction-related companies*.

TAM
360
billion yen

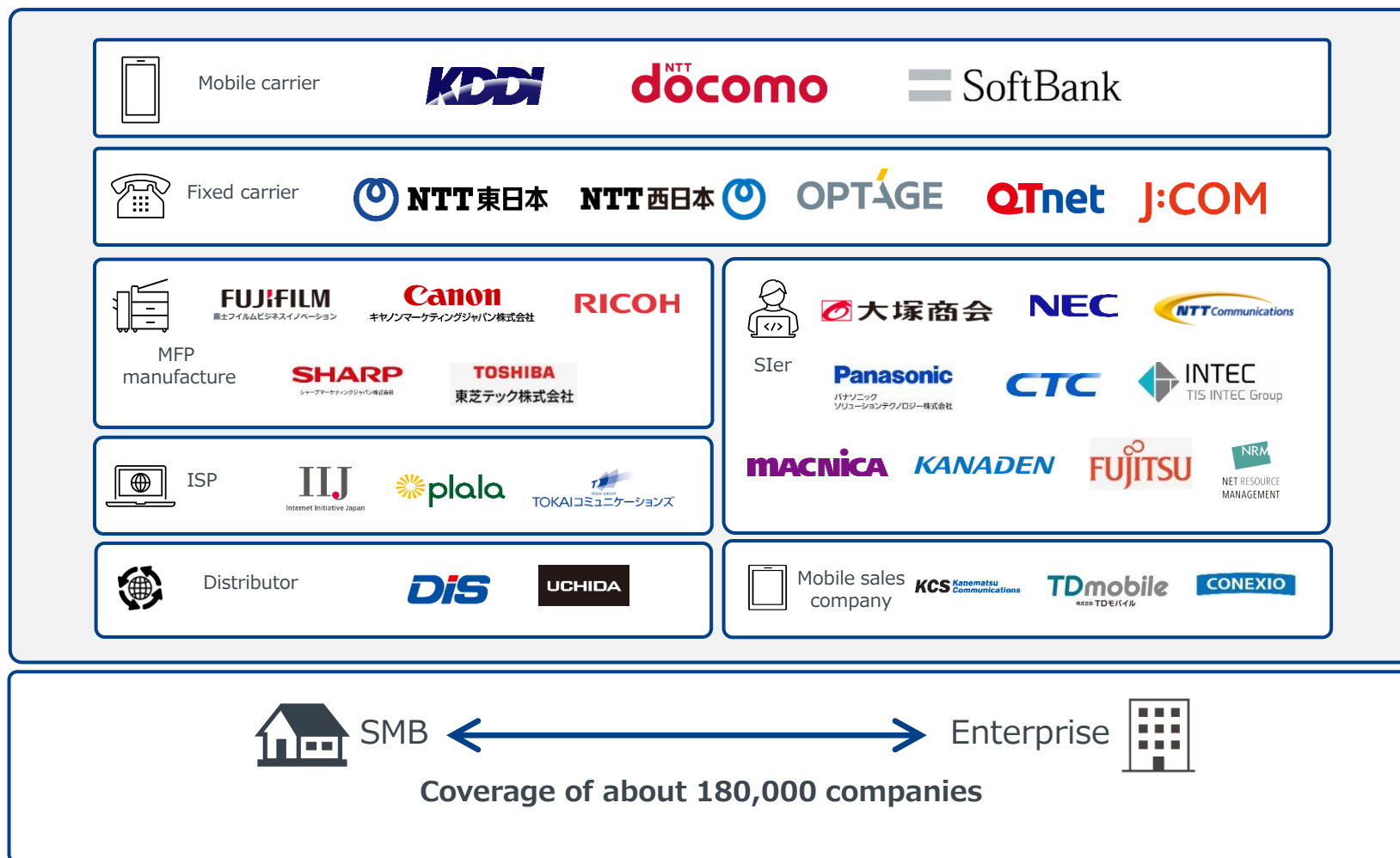
※ Calculated from 1.3 million construction companies that can be prime contractors for civil engineering work, taking into account the size of the company

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)

Corporate DX Strategy

OPTiM[®]

Partner strategy to build a customer network of about 180,000 companies centered on Optimal Biz customers



Corporate DX Progress

FY2021
Q1

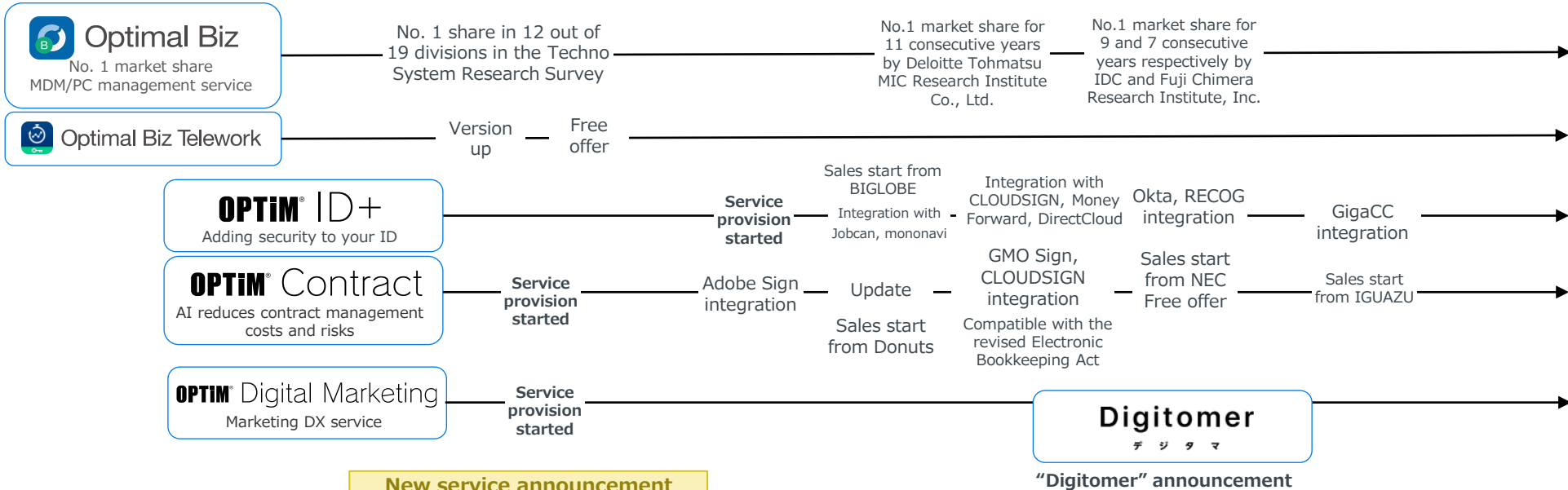
Q2

Q3

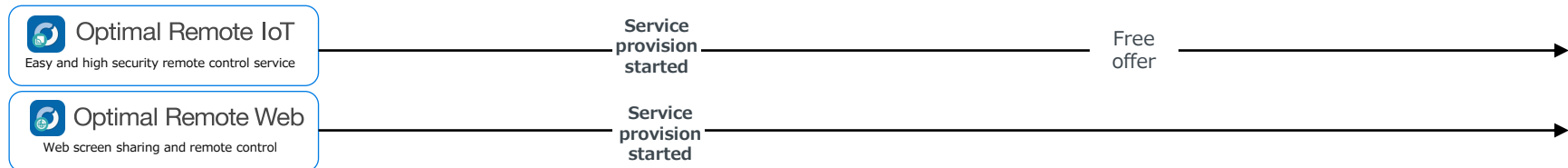
Q4

FY2022
Q1

IoT Platform Service



Remote Management Service



Market Size to Be Achieved By

“We are becoming a leading company in the 4th Industrial Revolution”

45 billion units^{※1} × 300 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^{※3} by acquiring
a 40% share of the domestic market**

※ 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%.

FY03/2023 Financial Forecasts

.....

We aim to achieve record-high sales for **the 23rd consecutive year** since our foundation.

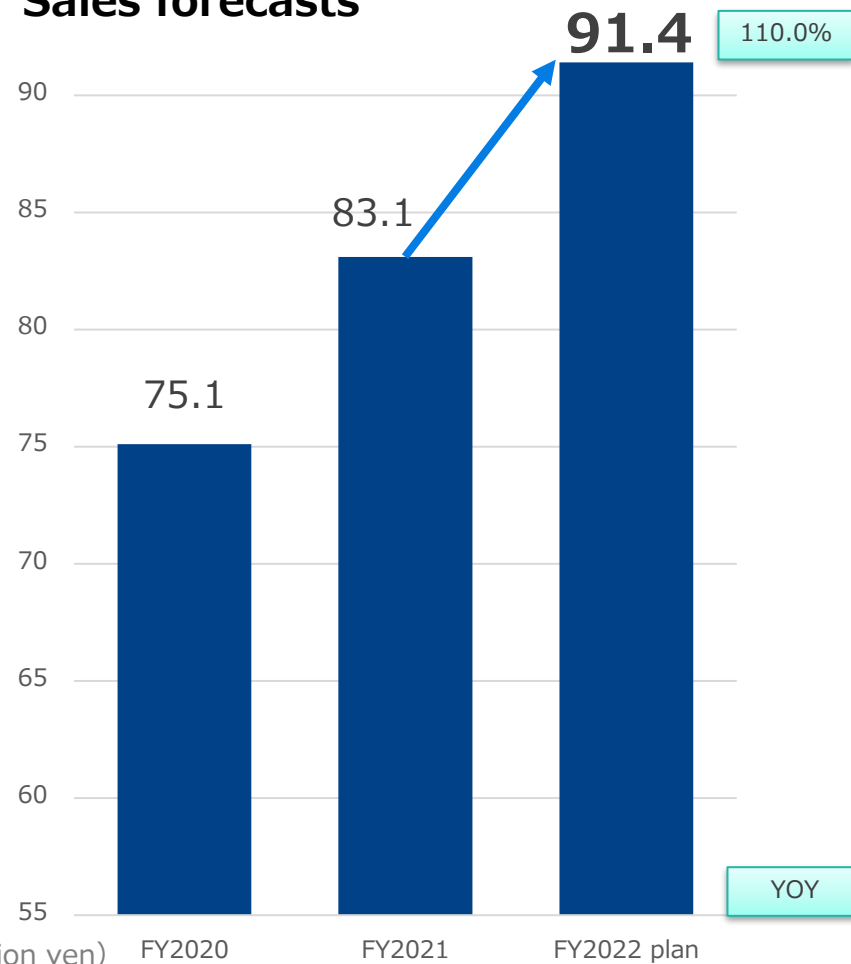
9.14 billion yen(110% YOY)

Our business model is based on a sales structure centered on stock-type license revenues, and our position in the market remains strong, and we expect this trend to continue.

In the previous fiscal year, we examined our current services from various perspectives, including market potential, our superiority in the market, market share, and the status of competitors, and determined the priority of services to focus on.

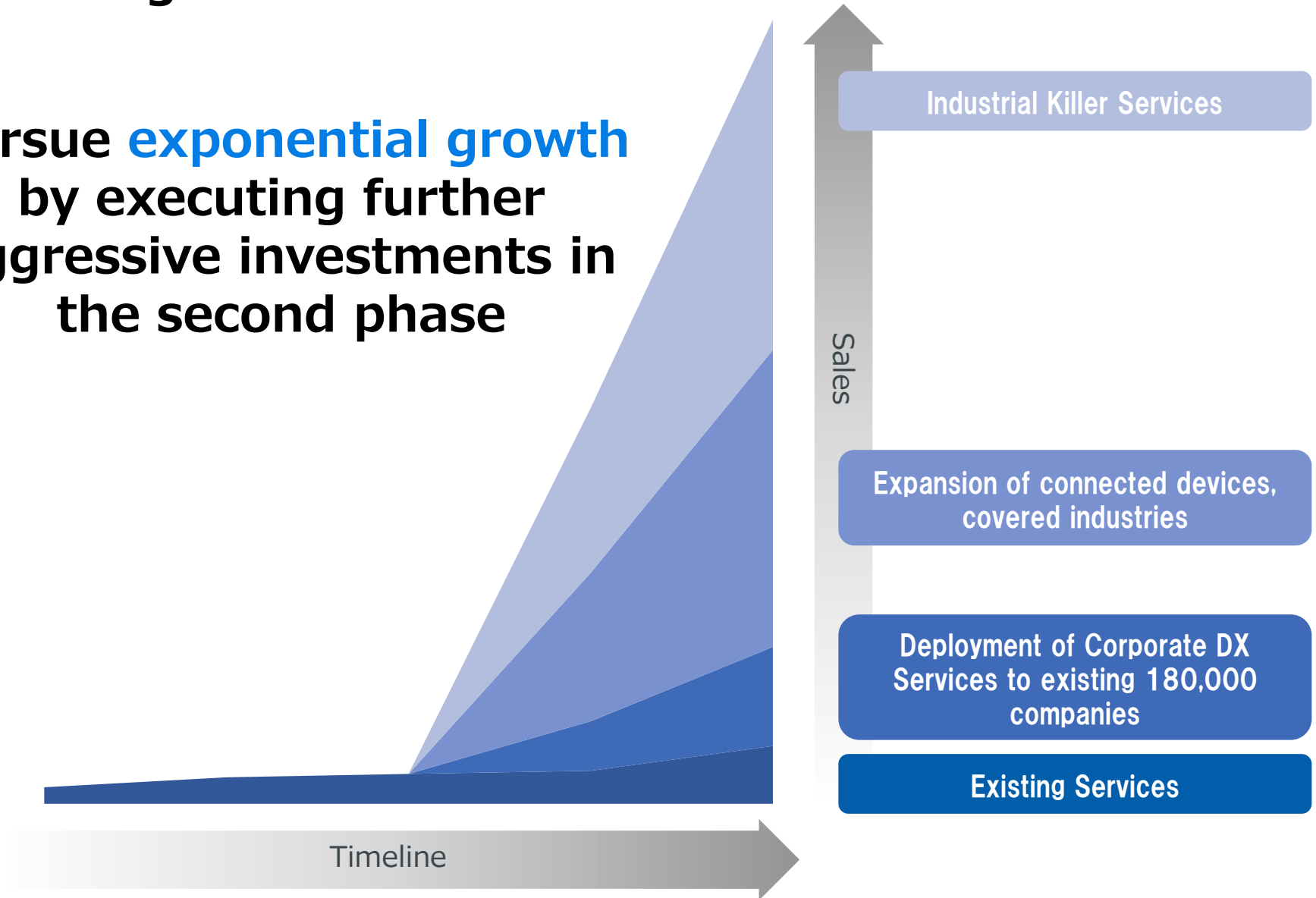
Based on these priorities, we plan to make this fiscal year a year of raising the level of stock-type sales that will support stable growth in the future by aggressively investing in growth to strengthen the development of killer services and promoting sales of killer services by utilizing our strong sales network, as we did in the previous fiscal year.

Sales forecasts



Growth image

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



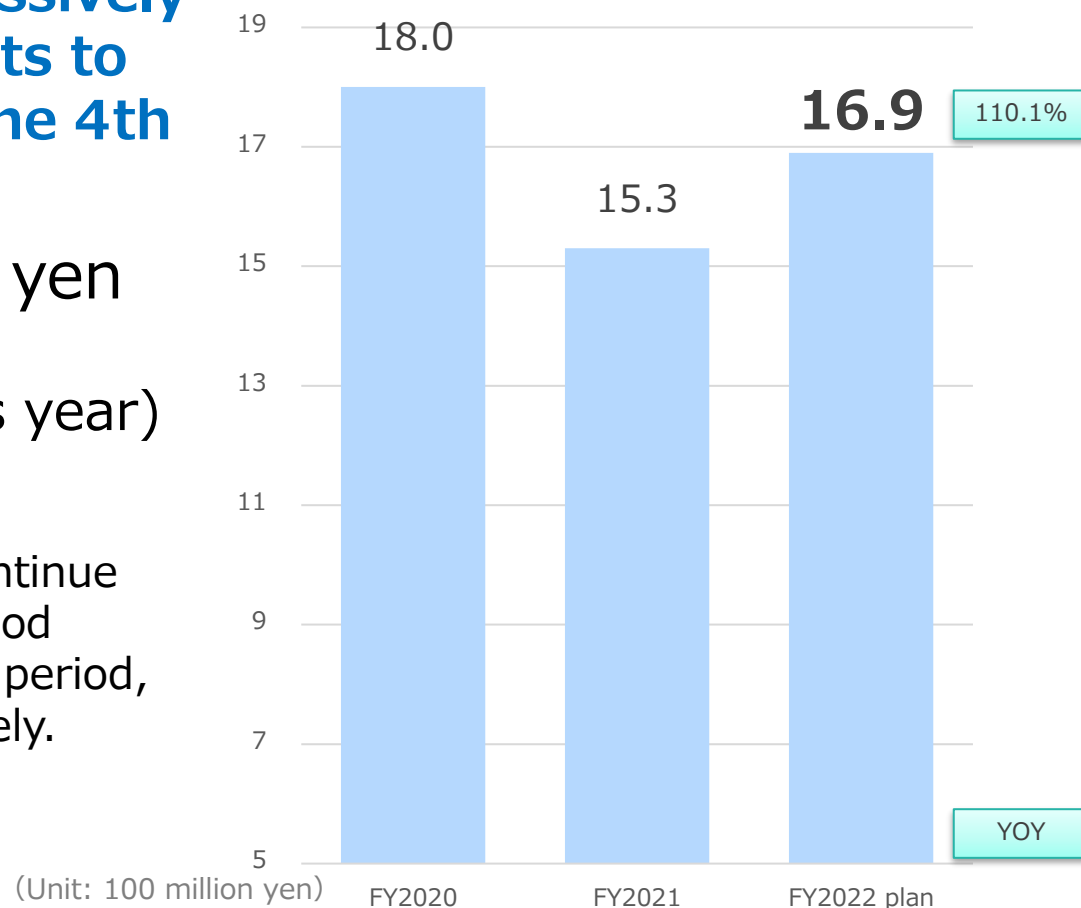
FY3/2023 Financial Forecasts – Profit Plan

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

Operating Profit 1.69 billion yen
(Operating margin 18.6%)
(110.1% compared to the previous year)

In the current fiscal year, we intend to continue to invest aggressively in growth, and if good investment opportunities arise during the period, we intend to invest flexibly and aggressively.

Operating Profit Forecasts



To become a leading company in the 4th Industrial Revolution, we will **aggressively invest** in growth.

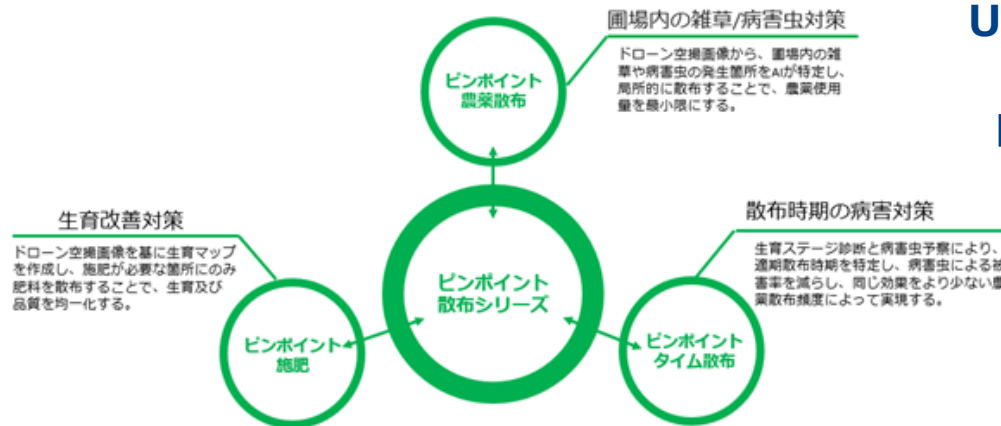
In terms of sales, we aim to achieve **record-high sales** for **the 23rd consecutive year** since our establishment.

As for profits, we aim to achieve **110.1%** of the previous year's operating profit while aggressively investing in growth.



Appendix

Launch of "Pinpoint Time Spraying" service, a new lineup for the Pinpoint Spraying series



■ Features of this service

- Digitalization of pesticide spraying by utilizing IT
- Easy prediction of the best time to spray in an area
- Pilot training utilizing drone operation know-how
- Drone pest control enables efficient response even in mountain areas



防除の全てがサービス対象

Using AI and drones, "Smart Rice 2022," Safe and reliable rice that uses fewer pesticides, has started selling new rice produced in 2021

スマート米
2022
(2021年度産新米)

とっても体にやさしい
お米できました。

特別栽培米 残留農薬不検出
節減対象農薬50%以下

SMART AGRI FOOD
PIONEER RICE CULTURE



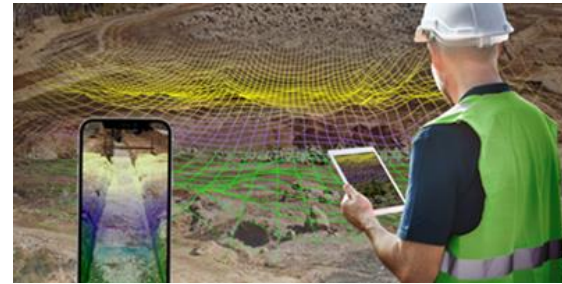
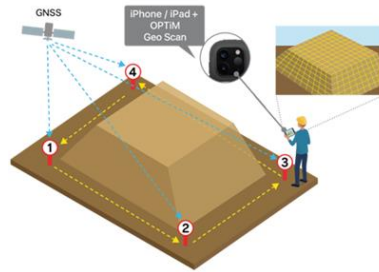
Started selling "Domestic Smart Rice Nekase Genmai® Gohan" packaged rice using "Smart Rice" on the e-commerce site.



2021.11.01, 2021.11.30, 2022.03.30 press release

OPTiM Geo Scan" is compliant with the Ministry of Land, Infrastructure, Transport and Tourism's Guidelines

First and only compliant LiDAR surveying application using mobile devices in Japan
Available for use in geotechnical surveying



Expanded service lineup and started
providing online 3D point cloud
processing software
Realized in collaboration with Scan X



「OPTiM Geo Scan」のアカウントでログインすれば、
データ移行なしに、点群処理ソフトでデータ作成、編集、活用が可能

Announced "OPTiM Geo Point", an
application that allows anyone to easily
perform "GNSS surveying" and "pile
driving" using a smartphone

Smartphone 3D survey application
"OPTiM Geo Scan" provided as a free option



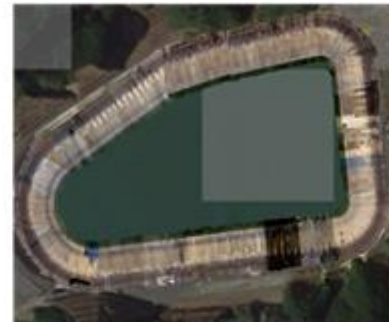
Achieves sophistication and efficiency of dam impermeable wall inspection work using drone and AI analysis technology

Highly accurate anomaly detection and cost reduction of about 40%.

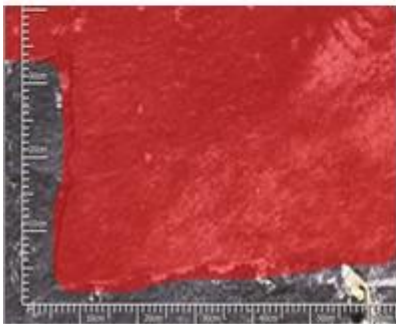
The original autopilot program (Patent No. 6902763) used by Kyushu Electric Power for drone surveying is utilized for photographing the sloping dam barrier wall, and combined with image analysis using AI developed by OPTiM, enables highly accurate detection of equipment abnormalities, such as cracks and peeling of the protective surface coating on the dam barrier wall in one-centimeter increments.



Image of dam impermeable wall taken by drone



AI analysis after synthesizing the entire dam image



Visualization of damage such as peeling of the coating of the surface protection layer of the impermeable wall in centimeter increments

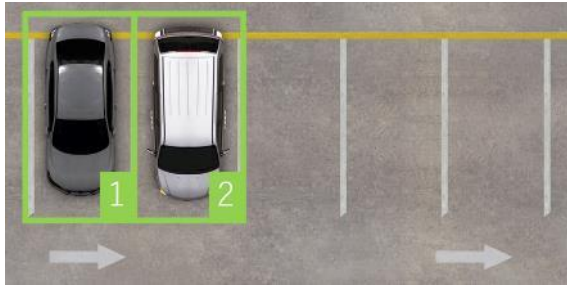
Industrial DX : OPTiM AI Camera

AI image analysis service that can be used immediately by connecting to a camera

OPTiM®

“Vehicle detection related” function added※

Visualizing congestion in parking lots, surveying traffic volume on roads, and monitoring vehicle intrusion in factories



※available in AI Camera Enterprise

“Web page automatic creation” function added

Even if you don't have your own Web page, you can publish the congestion status to the public



Added multiple functions, including “Multi-viewer” function

Contribute to expanding usage scenarios and improving convenience



Free trial of API usage license

Can be used to study the development of various services to be linked via API



Integration with “Safie”, a cloud recording service

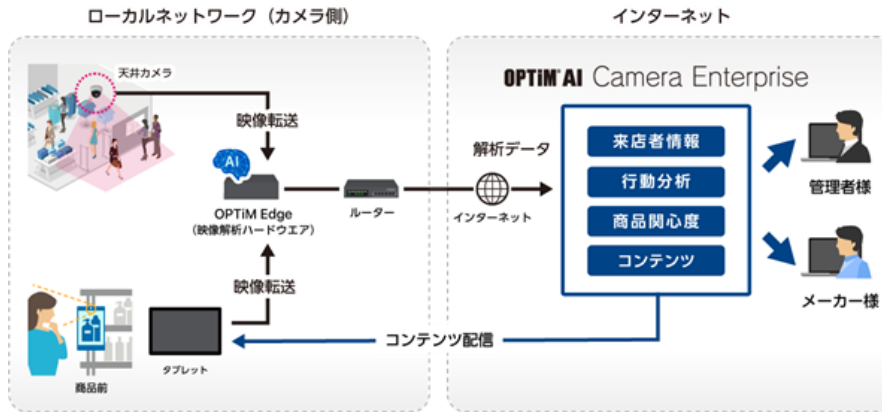
Easy start of anti-virus measures with close avoidance in the store



2021.10.18, 10.22, 10.28, 11.11, 2022.01.06 press release

Industrial DX : OPTiM AI Camera Cases※

OPTiM®



"Showrooming project" to be carried out at JR Nagoya Station



"one x one Shinjuku Mylord store"



"AKIBA's Akiba" utilizing "Restaurant LIVE Camera"



長時間利用検出



異常検出



混雑可視化

Image of utilizing "Next generation camera system" in buildings in the Marunouchi area of Tokyo owned and operated by Mitsubishi Estate

※OPTiM AI Camera Enterprise Case Study: "Showroom project" at JR Nagoya Station, "one x one Shinjuku Mylord", Image of using "Next generation camera system" in Marunouchi area
OPTiM AI Camera Case Study: "AKIBA of AKIBA", Image of using "Next generation camera system" in Marunouchi area

2021.10.04, 10.08, 11.15, 11.25 press release

Industrial DX : Second Sight/Smart Field remote operation support **OPTiM®**

Compatible with Xacti professional wearable cameras

Use as an external camera for smart devices to receive hands-free remote work support even in closed or dark areas

Xacti ×  Optimal Second Sight



Adding remote video for construction DX, making field operations smarter! **OPTiM and SPIDERPLUS start considering service cooperation**

Providing new value through the inclusion of communication functions in field management applications

S+ SPIDERPLUS

 **Smart Field**

建設図面・現場管理



遠隔支援

建設現場の管理作業を
効率化する現場管理ツール

現場と管理者を繋ぐ
コミュニケーションツール



Won No. 1 in research reports published by several prominent research firms



Domestic MDM Market

No. 1 ※1

for 11 consecutive years

※1 Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014)/Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2020 Results and FY2021 Forecast (Published in 2019 to 2021)



Optimal Biz



調査レポートにて

国内EMMソフトウェア市場 ベンダー別売上額実績/シェア

9年連続 ※2

No. 1 を獲得

※2 IDC Japan "Domestic Enterprise Mobility Management Solutions Market 2014 Analysis and 2015-2019 Forecast", "Domestic Enterprise Mobility Management Solutions Market Share, 2015: Diversification of Mobility Needs Accelerates Vendor Growth", "Domestic Enterprise Mobility Management Solution market share, 2016: High growth due to expansion of application area", "Domestic system / service management software market share, 2018: Full-scale SaaS and IT operation analysis", "Domestic system / service management software market share, 2019: Full-scale growth of SaaS market", "Domestic system / service management software market share, 2020: Accelerating shift to cloud services"

富士キメラ総研 調査レポートにて

国内モバイルセキュリティ管理ツール市場

7年連続シェア



No. 1 ※3

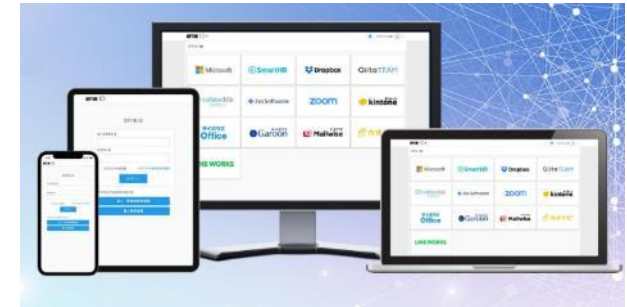
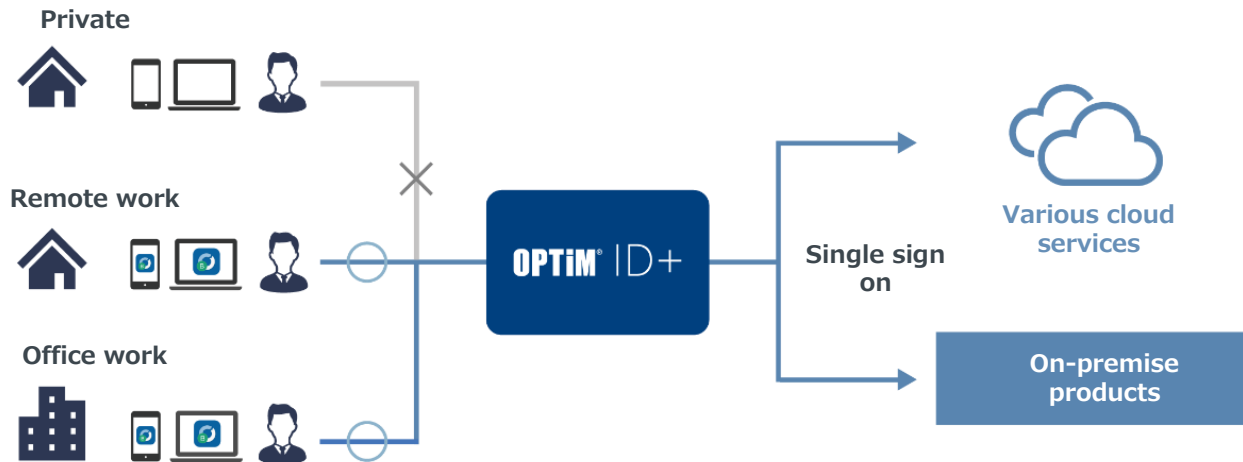


※3 Fuji Chimera Research Institute "2015 Network Security Business Survey Overview (Volume 1)", "2016 Network Security Business Survey Overview (Volume 1)", "2017 Network Security Business Survey Overview (Volume 1)", "2018 Network Security Business Survey Overview (Volume 1)", "2019 Network Security Business Survey Overview << Market Edition >>", "2020 Network Security Business Survey Overview << Market Edition >>", "2021 Network Security Business Survey Overview << Market Edition >>"

2021.11.10, 2022.01.12, 01.17 press release

Corporate DX : OPTiM ID+ Adding security to your ID

OPTiM®



**OPTiM ID+" is single sign-on service linked to "Optimal Biz",
the No.1 MDM in Japan**

OPTiM® ID+ 

Sales starts(New partner)

BIGLOBE

Service integration starts

ジョブカン

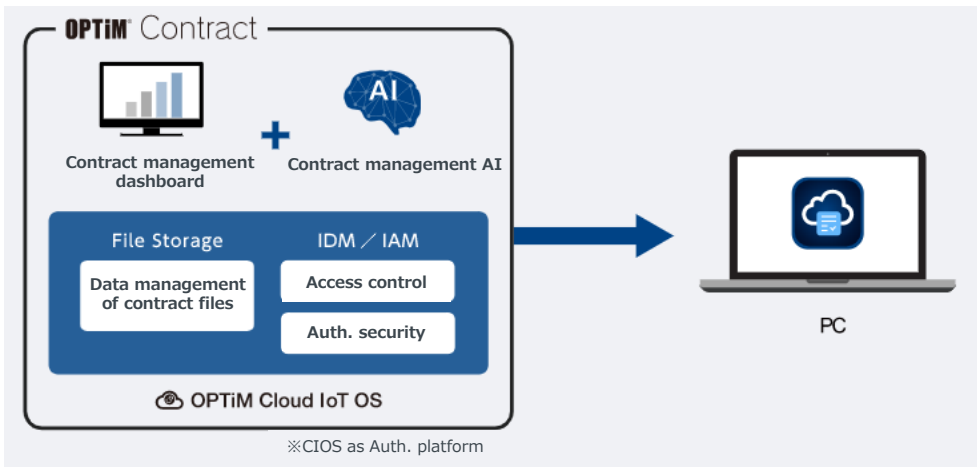
 **moconavi**

 **Money Forward** クラウド

DirectCloud-BOX

 **CLOUDSIGN**

2021.10.14, 10.21, 10.26, 12.9, 12.14, 12.17 press release



Released a version compatible with the revised Electronic Bookkeeping Act on January 31, 2022

- Provides functions that meet the electronic storage requirements of the revised Electronic Book Storage Law, such as the provision of correction deletion history logs and manuals, range specification and combination search for transaction dates and transaction amounts
- We are also working on acquiring the "Legal Requirements Certification for Electronic Transaction Software" certified by the Japan Document and Information Management Association

OPTiM Contract" automatically extracts and inputs contract data at high speed by AI, and centrally manages it in the cloud to reduce management costs and prevent losses due to omission of contract renewal

OPTiM Contract 

Sales starts(new partner)

Orchestrating a brighter world

NEC

DONUTS

Service integration starts

電子印鑑なら

GMOサイン

 **CLOUDSIGN**

6 months free trial campaign



"Optimal Remote IoT" is a service that allows you to remotely control a device with an agent installed in advance from a web browser on your device.

Features of "Optimal Remote IoT"

- Easy installation / easy setting
- Highly convenient function implemented
- High security, safe and secure use
- Realization of advanced device operation/maintenance and high security through coordination with other services

Announcing "Digitomer," cloud service that easily connects shops and customers

We nurture visitors to our stores into customers with the power of digital technology, including in-store customer service management, automatic e-mail distribution, customer management, and website management.



Features of "Digitomer"

- SaaS-type system configuration enables low-cost digital sales promotion for small and medium-sized businesses
- Realization of customer attraction promotion and follow-up measures by e-mail
- Industry-specific functions - customer service support for the retail industry "Customer Chart"
- Visualization of customer information "Dashboard"
- Provision of email distribution text and website templates

「OPTiM INNOVATION 2021」

Held online by industry under the theme of "DX to change your work"



OPTiM INNOVATION 2021 Construction

Nov. 26 in 2021 (Fri.)

Introduction of the latest situation of construction DX such as i-Construction, ICT utilization, 3D construction, and BIM/CIM, as well as the update information of "OPTiM Geo Scan", a surveying application that will revolutionize construction sites

OPTiM INNOVATION 2021 Agri

Nov. 20 in 2021 (Tue.)

Introducing new services related to smart agriculture, project examples using cutting-edge technologies such as OPTiM's patented "Pinpoint Pesticide Spraying Technology," and initiatives with partners

OPTiM INNOVATION 2021 Final

Jan. 25 in 2022 (Tue.)

Introduction of "Industrial DX" for business creation using digital technology and examples of DX applications in the medical industry, as well as products that promote "Corporate DX" to improve internal business efficiency, including "Optimal Biz", the MDM with the largest market share for 11 consecutive years.

OPTiM INNOVATION 2021 is an event that introduces AI and IoT solutions that can be used immediately for business, as well as the latest examples of AI and IoT applications. Following on from last year's event, OPTiM INNOVATION 2021 will be held online on separate days for each of the multiple industries that OPTiM is involved in.

The patent for AI analysis and management system for contracts received the “Minister of Education, Culture, Sports, Science, and Technology Award” at the 2021 Kyushu Regional Invention Awards

This invention eliminates the need to enter contract details into a management system, etc., thereby reducing management man-hours. In addition, the contractor can easily understand the risks associated with the contract (e.g., contract partner, contract period, type of contract, etc.).

Shunji Sugaya is ranked the No. 1※ individual in patent asset scale ranking in the information and communications field

順位	発明者	発明者スコア (按分)	有効特許 件数	総出願 件数	平均共同 発明者数	企業名(推定)
1	菅谷俊二	809.1	329	329	0.049	OPTiM®
2	NS	354.0	741	741	2.965	大手通信キャリア
3	T.K	274.1	190	190	1.574	大手IT企業
4	K.Y	217.4	242	242	2.450	大手通信キャリア
5	B.N	213.5	97	97	0.938	大手IT企業
6	K.S	212.9	68	68	0.088	大手IT企業
7	T.K	199.4	478	478	2.977	大手通信キャリア
8	S.M	191.6	171	171	2.520	大手通信キャリア
9	H.K	191.2	168	168	2.738	大手通信キャリア
10	M.E	190.7	27	27	1.333	大手IT企業

◆ Patent image

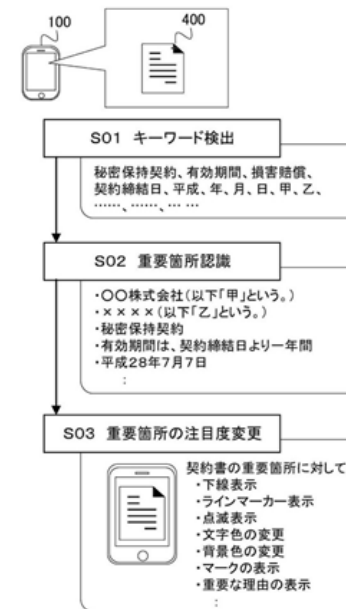


図1:本発明による契約書解析の処理内容

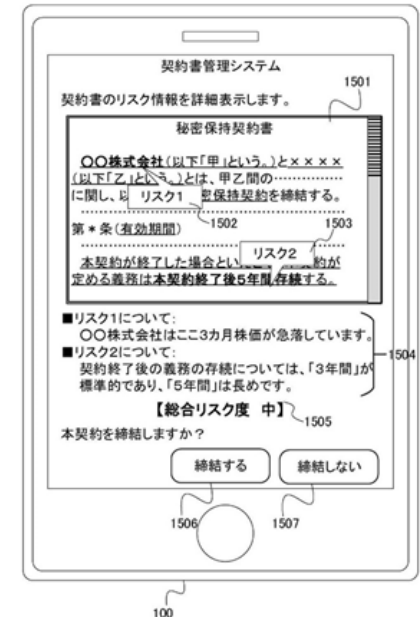


図2 本発明の実施例:契約に関するリスク表示

The creation and realization of innovation is the only reason for OPTiM's existence, and we have been aiming to realize innovation from the beginning. We have also used IP strategies to create new markets and new customers to establish a market competitive advantage for innovation. We will continue to contribute to the development of various industries through our IP activities and to contribute to Japan's leap forward as an IP nation.

※ Patent Results Co., Ltd., as of November 2021

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.