

# **Q1 FY03/2022 Financial Results**

## **Investor Presentation**

**OPTiM Corporation**

- 1. Q1 FY03/2022 Financial Results**
- 2. Growth Strategy**
- 3. FY03/2022 Financial Results**

**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

# **Q1 FY03/2022 Financial Results**

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# Q1 FY03/2022 Financial Results

**On track to achieve record high sales for the 22nd consecutive year since the company's founding**

**We will aggressively invest in growth to become a leading company in the Fourth Industrial Revolution**

(Consolidated operating results Unit: 1 million yen)

	Q1 FY03/2021 consolidated results	Q1 FY03/2022 consolidated results	Actual results year-on-year	FY03/2022 consolidated earnings forecast
Net sales	1,377	1,683	122.2%	8,269~9,020
Operating profit	△38	240	—	1,121~2,000
Ordinary profit	31	227	722.3%	1,121~2,000
Profit attributable to owners of parent	12	135	1047.7%	695~1,240

# Q1 FY03/2022 Financial Results

## ■ Performance progress and full-year outlook

### 【Sales】

- License sales centered on “Optimal Biz” are steadily increasing.
- We anticipate the development of services specialized in each industry.  
In particular, sales in the agricultural x IT field, which we have been working on for several years, are performing well.
- License customization (\*) sales are steadily rising compared to the previous fiscal year.
- Our sales structure is that stock-type license income is mainly sales by monthly billing, and that the acceptance period of flow-type customized sales tends to be concentrated in the second half, so sales are in the second half. It will be overweight.

### 【Profit】

- License sales of Optimal Biz, OPTiM Cloud IoT OS, and AI-related services are also growing steadily.
- The R&D plan is progressing smoothly as planned at the beginning of the fiscal year.
- The recording of software assets, which started in the previous fiscal year, is contributing to the increase in profit.

Therefore, both sales and profits for the first quarter are in line with the plan, and there will be no impact on the earnings forecast. Although the impact of the new coronavirus has not become apparent at this time, we will promptly disclose any impact on the earnings forecast when it becomes known.

※License/customization: Customized development based on our research and development portions as the license. This development will lead to the issuance of a license in the future.

# Growth Strategy

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# Toward the further promotion of OOxIT concept

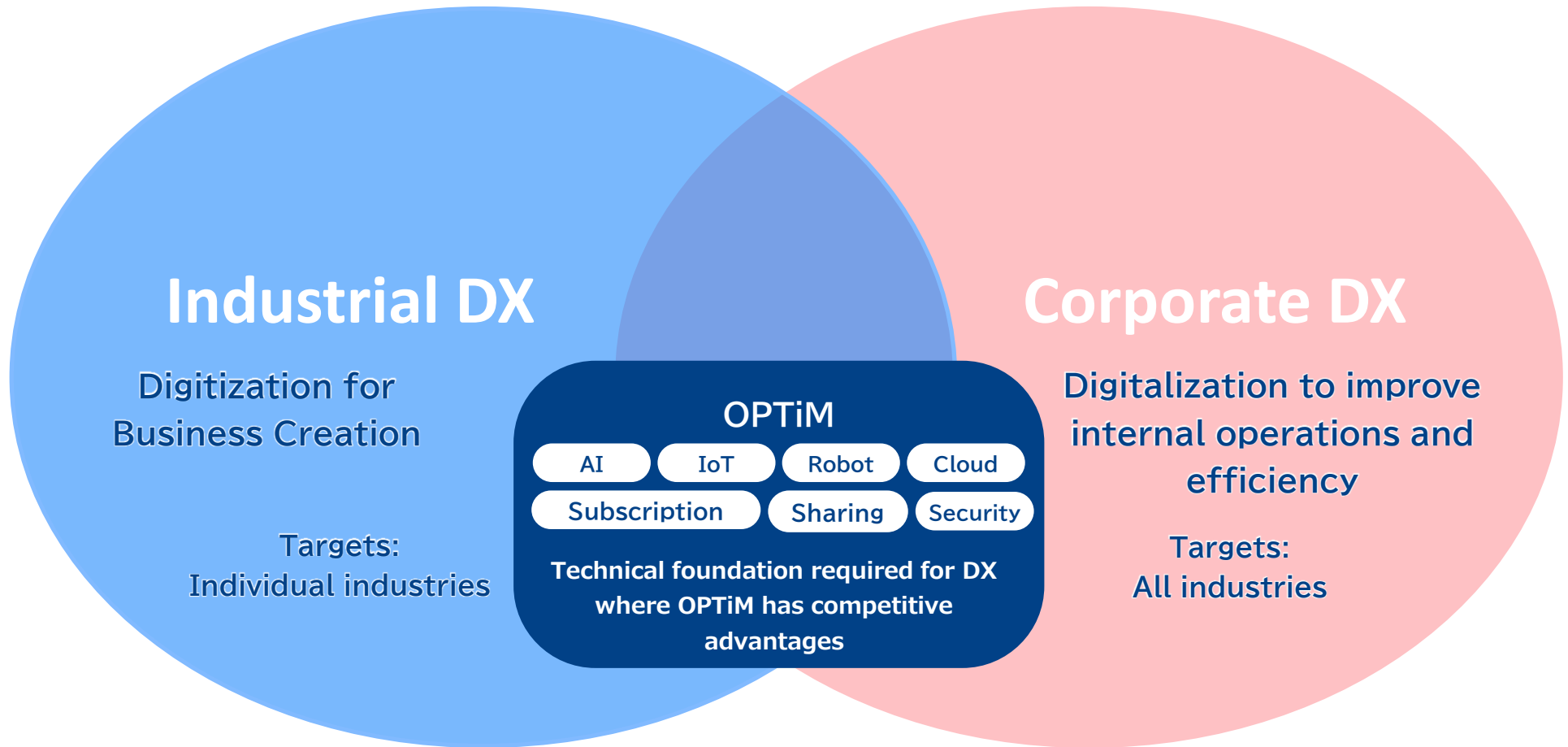
Medium-term management plan

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.



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

**OPTiM®**

## Industrial DX

### All industries

PC・Smartphone・Tablet



Camera



### Construction

Construction machinery  
• dump truck



### Healthcare

Surgical robot



### Agri・IoT

Drone・Sensors, etc.



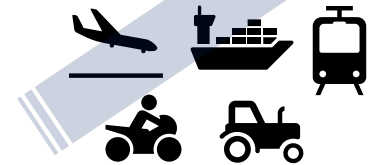
### Robotics

Various inspection robot



### 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

# Industrial DX : Progress and New Services

April

May

June

July



**Agri**

Promotion of use of domestic drone services:  
Established NTT e-Drone Technology



**Healthcare**



**Construction/Civil Engineering**



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

**OPTiM IoT**

Cloud Device Management Service

Obtaining a wide range of  
crop growth info using a  
fixed-wing drone, POC of  
cultivation guidance

"Online medical care platform"  
version upgrade

Started POC of  
smart house  
cultivation

"Pocket Doctor"  
joint research with  
Kobe University

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

Service release  
planned(August)

**All industries**



PC・Smartphone・  
Tablet Camera

**OPTiM AI Camera**

Visualize congestion to avoid the 3 Cs

Wide area mode  
and API linkage  
function added

OPTiM AI Solution  
Achieved No.1 market  
share in five categories

Provided for  
Ueno Zoo  
Congestion Map

Integration  
with "ArgosView  
"

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

# 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.

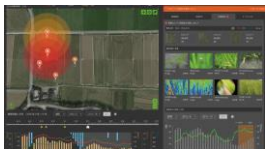
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



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

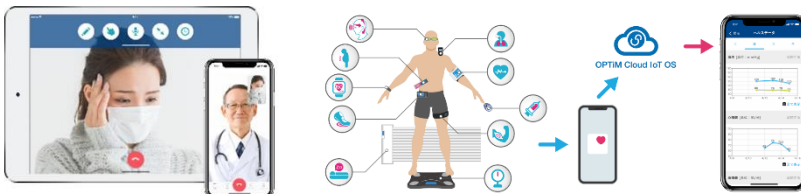
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



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)



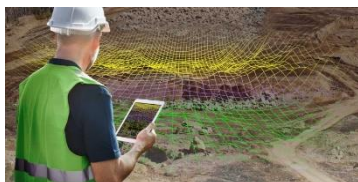
- Providing OPTiM Cloud IoT OS through LANDLOG led by Komatsu Ltd.
- Manage and analyze devices such as excavators, dump trucks, drones, and various edge devices
- 55 companies provide applications

### 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

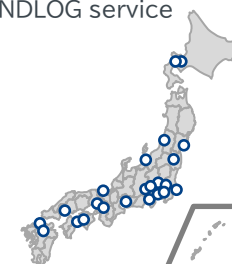
### LANDLOG promotion with EARTHRAIN

- 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

OPTiM®

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

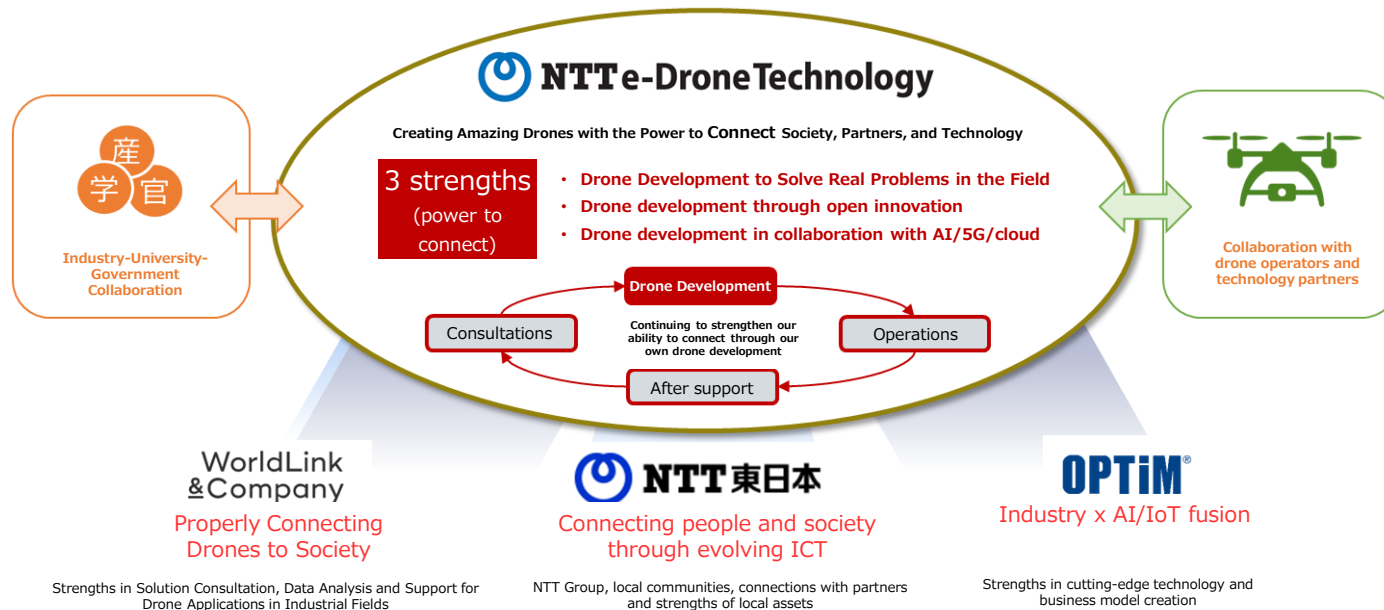
Aircraft for Agriculture

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

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

### OPTiM® AI Industry



**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 the image recognition solution market utilizing AI (deep learning) [2020 version]"

2021.5.14 press release

**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)**



# Deployment of new Corporate DX services to approximately 180,000 companies utilizing **OPTiM**<sup>®</sup> Optimal Biz's overwhelming customer base and partner network

## Value provided so far



## New value offerings

### Optimal Remote IoT

Simple, High Security Remote Control Service for IoT

### OPTiM ID+

Cloud authentication infrastructure service that adds security to IDs

### OPTiM Digital Marketing

Marketing DX service that provides enhanced contact with customers

### OPTiM Contract

Cloud contract management service that uses AI to reduce contract management

...

Scheduled to launch new services one after another

## Corporate DX platform

Overwhelming customer base of approximately  
**180,000 companies**

...

Expanding to more customers

# Corporate DX: Progress and New Services

April

May

June

July



**Optimal Biz**

No. 1 market share  
MDM / PC management service

No. 1 share in 12 out of  
— 19 divisions in the Techno  
System Research Survey

**Optimal Biz Telework**

— Version upgrade — Free offer, supporting  
improvement of telework

## New services of Corporate DX

**OPTiM ID+**

Add security to your ID

Service release  
planned(August)

**OPTiM Contract**

AI reduces contract management costs and risks

Service provision  
started

**OPTiM Digital Marketing**

Marketing DX service

Service provision  
started



**Optimal Remote IoT**

Easy and high security remote control service

Service release  
planned(August)



**Optimal Remote Web**

Web screen sharing and remote control

Service provision  
started

New service announcement  
for media and partners on May 26

We plan to launch new  
services one after another ...



**"Optimal Biz" won the No. 1 share\*1  
in 12 of 19 categories\*2 in the Techno  
System Research report**

※1 From "II. Market Trends" and "2. Mobile Management Market" of "2020-2021 Edition Endpoint Management Market Marketing Analysis" published in March 2021 by Techno System Research.  
※2 OPTiM defined the outcome aggregated from the items announced by the publisher, Techno System Research, in "II. Market Trends" and "2. Mobile Management Market" of "2020-2021 Edition of Endpoint Management Market Marketing Analysis"



**No. 1 share for 8 consecutive  
years as MDM for schools\*3**

※3 Deloitte Tohmatsu MIC Research Institute "Market Outlook for Collaboration Mobile Management Software 2020 Edition"



**Telework support service  
"Optimal Biz Telework" has been upgraded**

**Free of charge again  
Support for improving the telework deployment as an  
infection prevention measure for the extension of the state  
of emergency and prevention of spread**

2021.04.09, 2021.04.22, 2021.05.11 press release

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.



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><b>Theme: Securing Biodiversity and Reducing Environmental Impact</b>  <b>Up to 99% Reduction of Chemical Pesticides and Fertilizers by Pinpoint Pesticide and Fertilizer Spraying</b>                      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><b>Theme : Promotion of climate change measures</b>  <b>Establishment of cultivation technology system that can respond to climate change (warming) using digital technology</b>                      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><b>Theme : Promoting the realization of a carbon-neutral, decarbonized society in 2050</b>  <b>Providing "Forest Scope", a resource survey service that utilizes drones</b>                      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 data-bbox="91 329 281 519"> </div> <div data-bbox="292 329 482 519"> </div> <div data-bbox="91 526 281 716"> </div> <div data-bbox="292 526 482 716"> </div>	<p><b>Theme : Resolving labor shortages in local communities, proposing new work styles</b>  <b>Providing services to support various ways of working (Optimal Biz, Optimal Biz Telework, Optimal Remote, Optimal Second Sight)</b></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 data-bbox="184 769 375 959"> </div>	<p><b>Theme : Eliminating regional medical disparities and providing advanced healthcare</b>  <b>Realization of an "online medical service" with benefits for both patients and medical institutions</b></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 data-bbox="91 1090 281 1280"> </div> <div data-bbox="292 1090 482 1280"> </div>	<p><b>Theme: Aiming to improve corporate value and shareholder value</b>  <b>Establishment of "Management Advisory Committee" consisting of experts in each field</b></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>



# **FY03/2022 Financial Results**

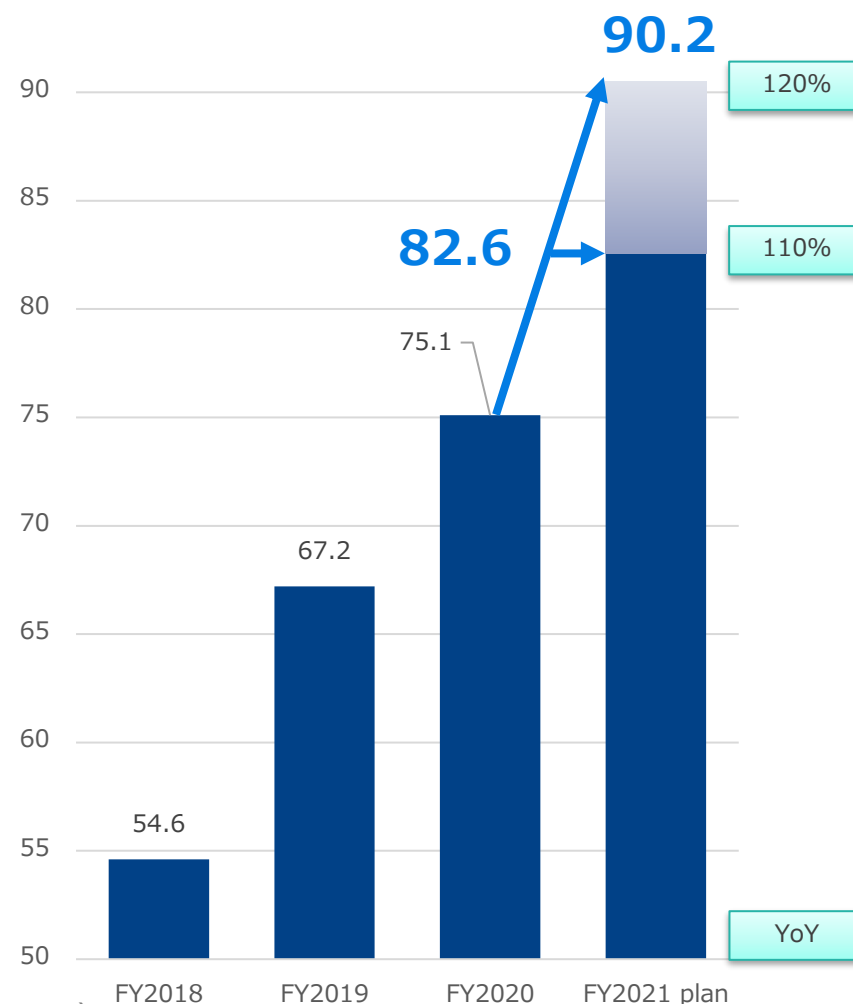
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**We aim to achieve record-high sales for the 22nd consecutive year since our foundation.**

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

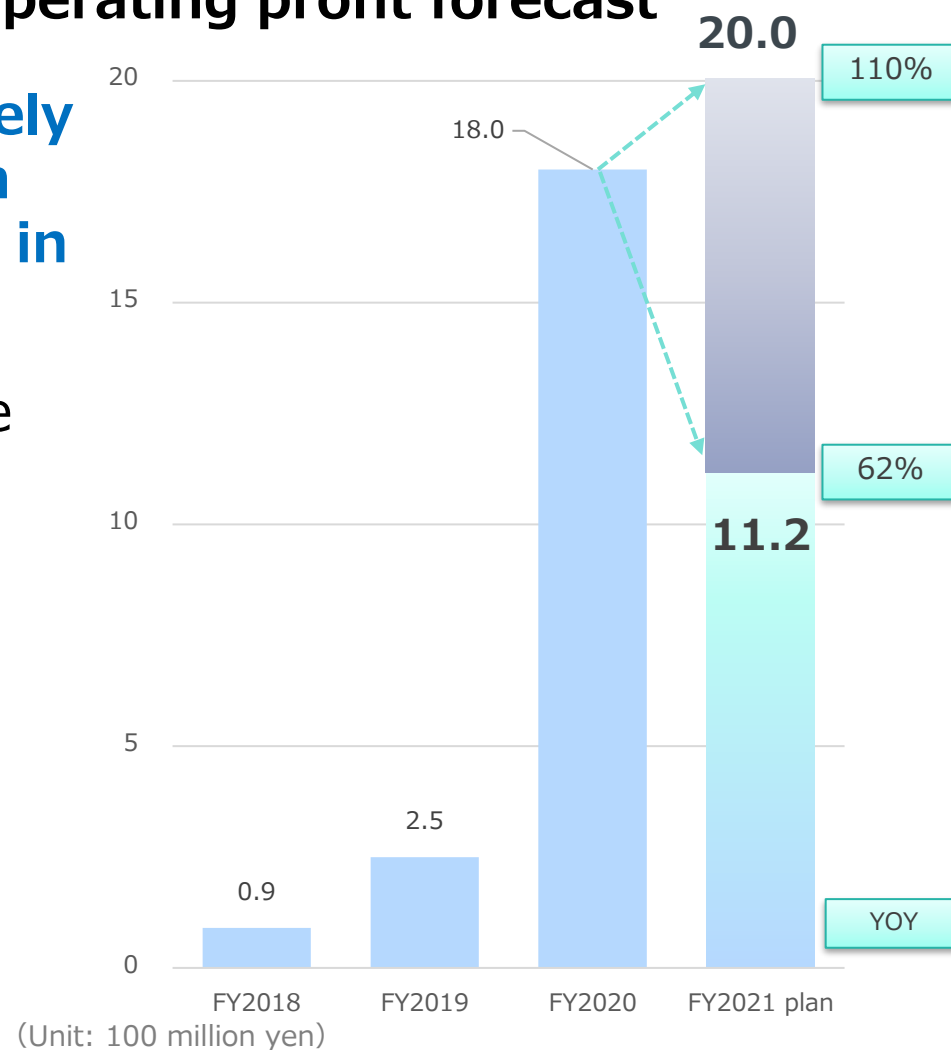
**We will continue to invest aggressively in growth while securing profits in order to become a leading company in the 4th Industrial Revolution.**

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.



# Appendix

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## Conducted a demonstration experiment to acquire detailed crop growth information using a fixed-wing drone and realize detailed cultivation guidance

Realizing optimal cultivation guidance for each field, contributing to improvement of crop yield and quality



- Description: Aerial photography of farmland using a fixed-wing drone
- Departure/Arrival location: River terrace of the Tedomi River in Kamishimizumachi, Nomi City, Ishikawa Prefecture
- Flight route: Take off from the riverbed on the right bank of the Tedomi River, and take a few round trips to the farmland around several towns in Nomi City. After shooting, return to the same takeoff and landing location and land

## Start of “Smart House Cultivation” demonstration experiment

- Participating companies: Kubota, inaho, OPTiM, Rootrek Networks, Regumin, Kanto Koshin Kubota
- By bringing together automation solutions using robots, AI, and other technologies owned by the participating companies, we aim to develop new solutions by establishing a verification environment that enables mutual utilization of data collected in each cultivation process, such as irrigation (watering), fertilization, pest control (prevention and extermination of pests), and harvesting.



2021.6.17, 2021.07.19 press release

## 「Online Healthcare Platform」 upgraded ~ available for any telemedicine business ~

Expanded video calling capabilities and the ability to view blood oxygen levels measured by Apple Watch



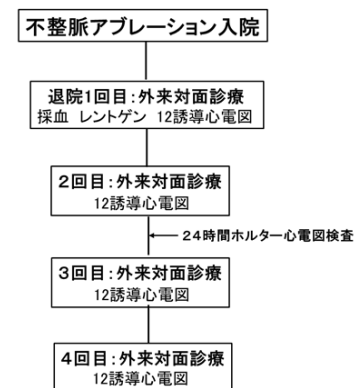
New function 1: Screen sharing for doctors, consultants, and instructors

New function 2: Linkage with Apple Watch oxygen level measurement

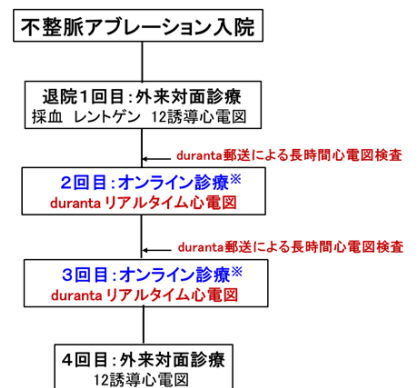
In addition to online medical care, various medical services such as home medical care, health guidance, medical examinations, human docks (medical checkup), and testing institutions can be also available.

Joint research on a new form of medical care using “Online Healthcare – Pocket Doctor” and wearable electrocardiograph “duranta” begins at Kobe University

不整脈カテーテルアブレーション後の一般的な外来診療の流れ



duranta郵送とオンライン診療を活用したアブレーション後の外来診療の流れ



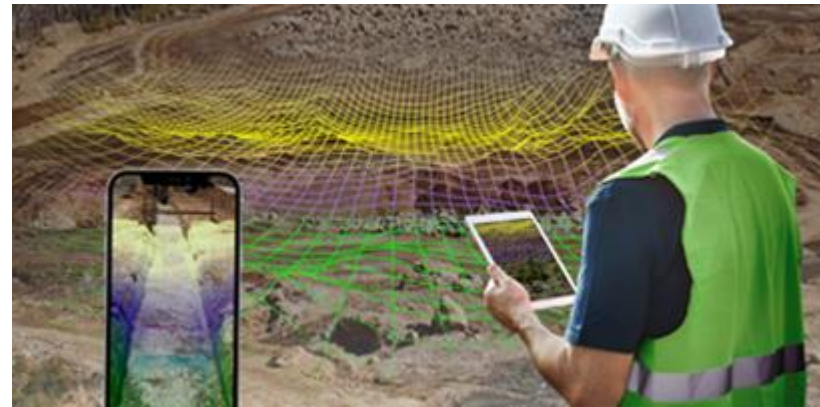
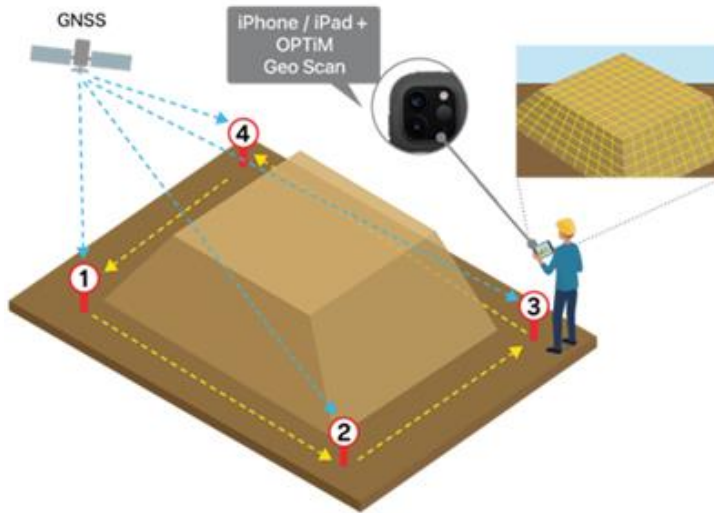
※ 不整脈の状態が安定しており、医師が非対面の診療が可能と判断し、本人より研究参加に同意が得られた患者に対して行う。

2021.06.03、2021.07.29 press release



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

~Announced as a new service & offering started~



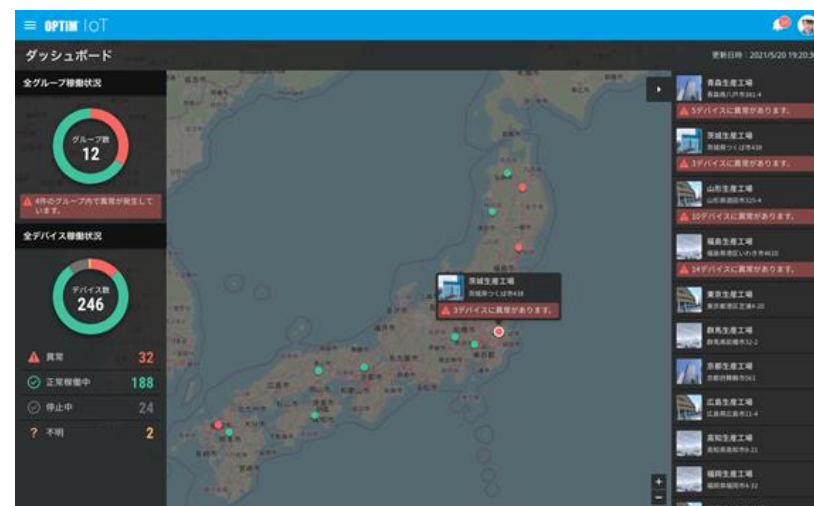
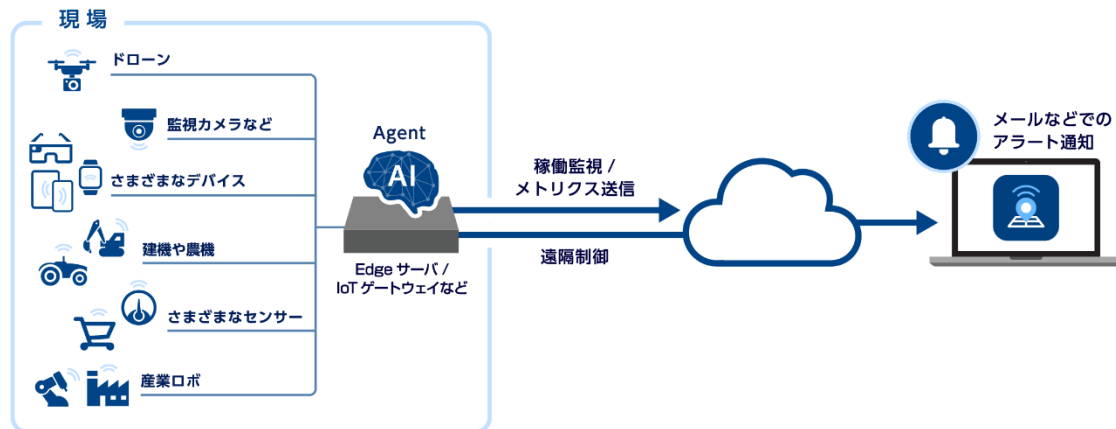
Available from 27,000 yen per site per month\*<sup>1</sup>. Cost reduction of more than 80%\*<sup>2</sup> compared to existing 3D surveying (drone, laser scanner, etc.). It reduces surveying time and labor costs, and solves the problem of engineer shortage.

<sup>1</sup> Monthly price per site for annual contract plan (excluding tax)

<sup>2</sup> Calculated based on the results of a survey conducted by OPTiM, assuming an 800m<sup>2</sup> site.

## Maximizing the power of devices and equipment with IoT **OPTiM IoT, a cloud-based device management service**

～Announced as a new service (service launch scheduled for August)～



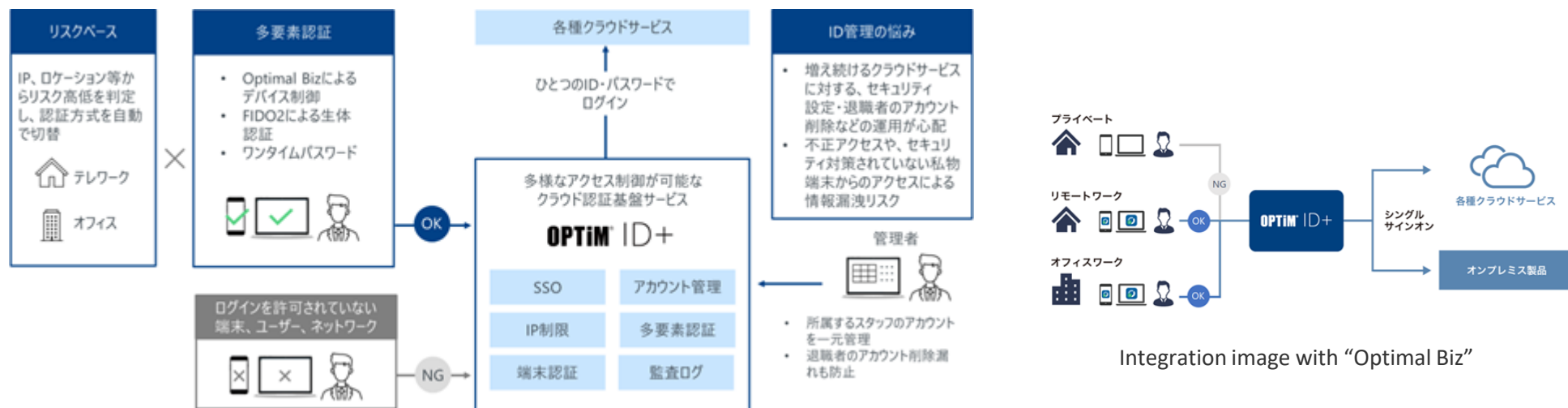
### Features of “OPTiM IoT”

- Visualize operating status, optimize equipment operation, and reduce maintenance cost
- Minimize downtime by early recovery and preventive prediction of trouble
- Cloud-based easy installation and advanced security measures

## Cloud authentication infrastructure service "OPTiM ID+"

～ Announced as a new service (service launch scheduled for August) ～

Centralized cloud service login information to enhance ID security. Integration with OPTiM's services such as Optimal Biz, the MDM service, the largest share in the domestic market



### Features of "OPTiM ID+"

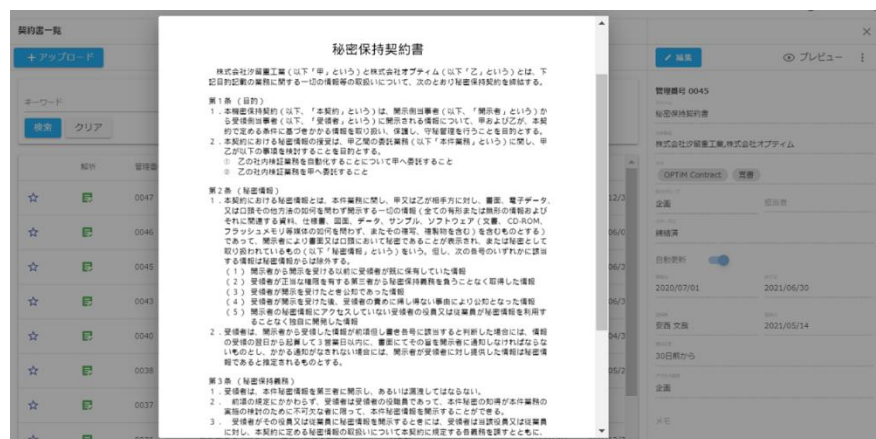
- Equipped with device authentication by MDM service
  - Device authentication function available based on "Optimal Biz", the No.1 MDM service in the domestic market, and allows users to log in to cloud services only from devices that are managed by "Optimal Biz"

## Reducing contract management costs and risks with AI “OPTiM Contract”

～Announced as a new service & offering started～

Developed using owned patents.

A cloud service that is completely secure and can be started immediately



### Features of “OPTiM Contract”

- AI analyzes the contract and automatically extracts and inputs the information. Streamline manual entry work
- Search a secure database centrally managed in the cloud and immediately access the desired contract
- Automatically notify when the contract renewal date is approaching and prevent omission of renewal
- Easy installation by cloud and advanced security measures

2021.05.19 press release

## Marketing DX service “OPTiM Digital Marketing” ~Announced as a new service & offering started~

Conducted M&A with Yuras, a cloud CRM service provider  
OPTiM provides one package for strengthening contact points with customers and automating aftercare.



### Features of “OPTiM Digital Marketing”

- Promotes customer attraction and purchase by delivering content that matches customer preferences and attributes at the optimal time.
- Support the construction of websites and EC sites to strengthen contact with customers and support online sales.
- Contributing to the enhancement of sales promotion measures by centrally managing customer data and analyzing it from multiple perspectives

2021.05.20 press release

## No.1 share of the remote control market\*<sup>1</sup> Remote control service based on the proven track record “Optimal Remote IoT”

～Announced as a new service (service launch scheduled for August)～



### Features of “Optimal Remote IoT”

- Easy to install, easy to set up
- Highly convenient functions available
- High security for safe and secure use
- Realization of advanced device operation and maintenance and high security by linking with other services

<sup>1</sup> "ITR Market View: Unified Endpoint Management Market 2020," published by ITR in August 2020, Chapter 7: Domestic Remote Desktop/Remote Control Market Trends, 7-4-3 Remote Control Market

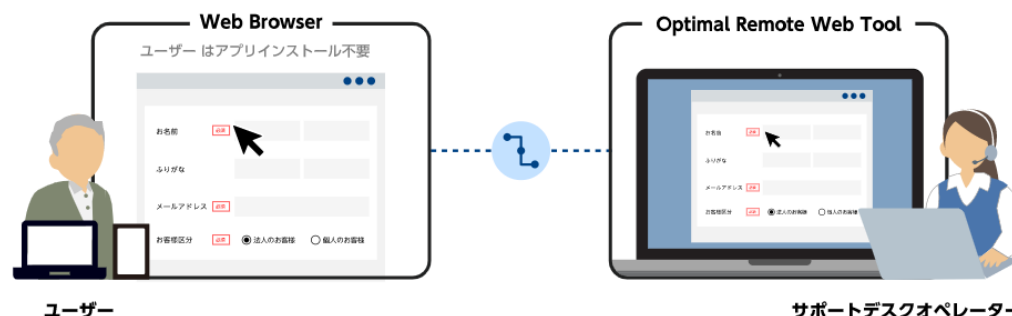
2021.05.17 press release



## No user app required Securely share web screens in real time “Optimal Remote Web”

～Announced as a new service & offering started～

No. 1 share in Japan\*<sup>1</sup> screen sharing/remote control service "Optimal Remote",  
new non-app service released



### Features of “Optimal Remote Web”

- No need to install apps in user environment (agentless)
- Ensuring user security by masking sensitive information
- Can be used in combination with screen sharing/remote control service "Optimal Remote"

1 ITR Published in August 2020, "ITR Market View: Unified Endpoint Management Market 2020", "Chapter 7 Domestic Remote Desktop / Remote Control Market Trends", "7-4-3 Remote Control Market"

2021.05.13 press release