

Q1 FY03/2023 Financial Results

Investor Presentation

OPTiM Corporation

1. Q1 FY03/2023 Financial Results
2. Growth Strategy
3. FY03/2023 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 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.

Q1 FY03/2023 Financial Results

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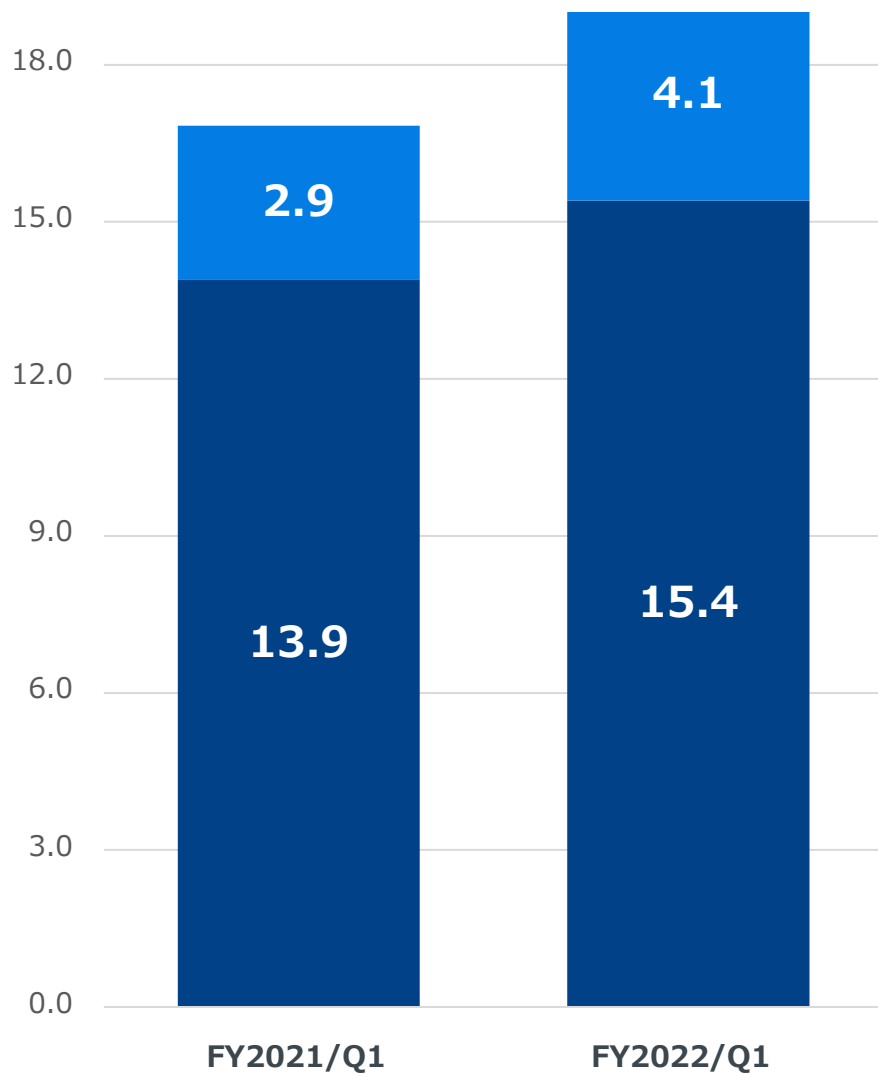
Q1 FY3/2023 Financial Results

On track to achieve record-high sales for the 23rd consecutive fiscal year since the company's founding
We have been aggressively investing in growth fields to become a leading company in the Fourth Industrial Revolution

(Consolidated operating results Unit: 1 million yen)

	Q1 FY3/2022 consolidated results	Q1 FY3/2023 consolidated results	Actual results year-on-year	FY3/2023 consolidated earnings forecast
Net sales	1,683	1,945	115.5%	9,140
Operating profit	240	192	80.2%	1,690
Ordinary profit	227	156	68.6%	1,590
Profit attributable to owners of parent	135	68	50.3%	947

Sales Performance : Stock/Flow Ratio



Stock sales centered on
Optimal Biz and OPTiM
Cloud IoT OS
remained strong

(Unit: 100 million yen)

Q1 FY3/2023 Financial Results

■ Performance Progress and Outlook

【Sales】

- Stock-type sales of both "Corporate DX" and "Industrial DX" are growing steadily, centering on "Optimal Biz" and "OPTiM Cloud IoT OS," which are the core products respectively.
- Flow-type sales are also strong, especially in the Healthcare x IT field, which we have been working on since the previous fiscal year.
- The sales structure is heavily weighted toward the second half of the fiscal year as stock-type license revenue is mainly generated through monthly billing, and flow-type customized sales tend to be concentrated in the second half of the fiscal year.

【Profit】

- Stock sales of Optimal Biz, OPTiM Cloud IoT OS, and AI-related services are steadily increasing.
- The cost to sales ratio increased due to an increase in the percentage of flow revenues and software amortization expenses compared to the previous year.
- Equity in losses of affiliates increased by 27.83 million yen from the previous year to 45.31 million yen.
- As a result of the above, profit decreased from the previous year, but it is in line with the original plan and will have no impact on the full-year results.

As for the progress of the first quarter, both sales and profits are in line with the plan, and there is 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.

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 refer to the slide, 「Market Size to Be Achieved By “We are becoming a leading company in the 4th Industrial Revolution”」

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	Healthcare	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	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**

OPTiM
AGRI BICHINOKU

POC by fixed-wing drone

POC of smart house cultivation

Smart rice 2022 sales starts
"Pinpoint Time Spraying" service provision started



Healthcare

Medicaroid

D'PULA Medical Solutions Corporation

"Online Healthcare 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

Scan X integration

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

Geo Point available

Certified as "IT Introduction Subsidy 2022" Compliant with the Ministry of Land, Infrastructure, Transport and Tourism's guidelines Geo Design available

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

JR central POC

New feature added

New feature added
Provision for IIDA festival

Certified as "IT Introduction Subsidy 2022" New feature added
Provision for Saga airport, Kumamoto castle

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



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

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

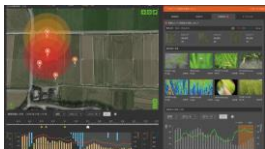
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



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.



TAM
approx.
2.3
trillion yen※

※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

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

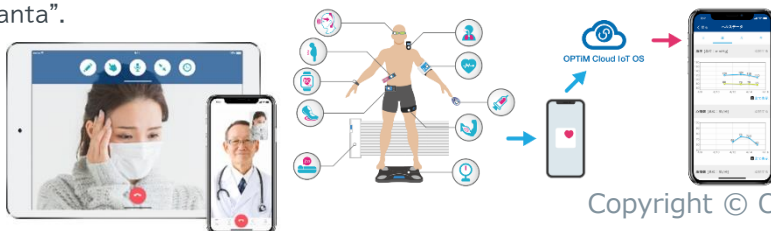
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



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)

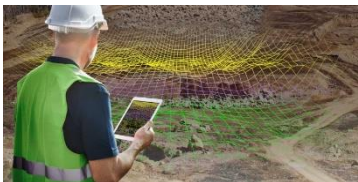


SC retrofit kit
(Hydraulic excavator)

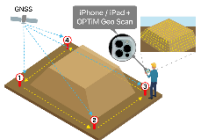


- Promote business and development of LANDLOG by providing OPTiM Cloud IoT OS together with EARTHBRAIN.
- Management and analysis of devices such as excavators, dump trucks, drones, and various edge devices
- Collaborate in business and support dissemination of LANDLOG through LANDLOG Marketing.

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



- “OPTiM Geo Scan”, a 3D surveying application using the iPhone, officially released.
 - Obtained NETIS certification and compatible with finished shape management guidelines from the Ministry of Land, Infrastructure, Transport, and Tourism
 - Released “OPTiM Geo Point”, a GNSS surveying and pile driving application (free option)
 - Released “OPTiM Geo Design”, a Civil engineering graphic data creation application (free option)



Future Developments

DX of the construction and civil engineering industry

- Continue to promote LANDLOG business and development with EARTHBRAIN 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

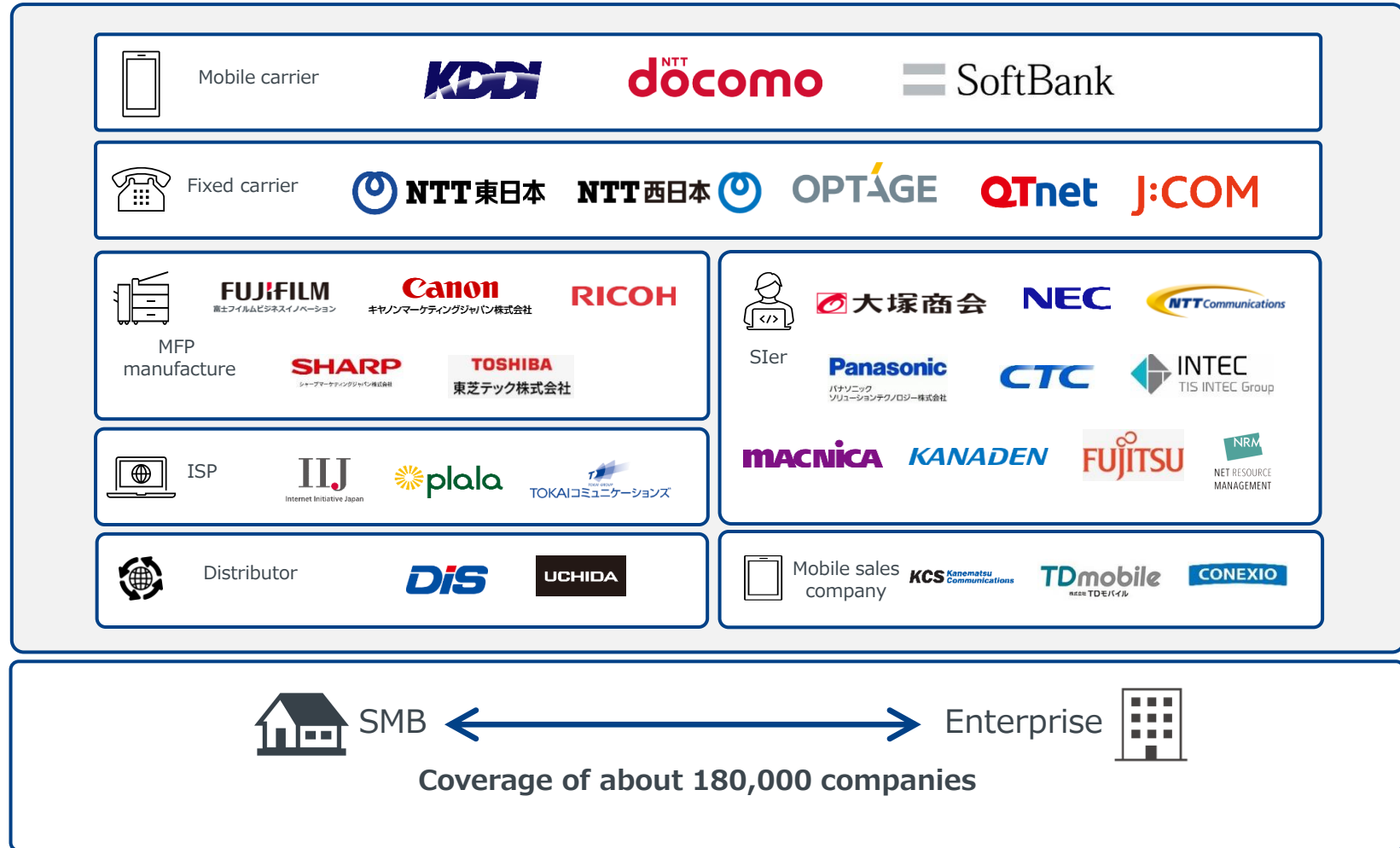
※ Calculated from 1.3 million construction companies that can be prime contractors for civil engineering work, taking into account the size of the company

**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

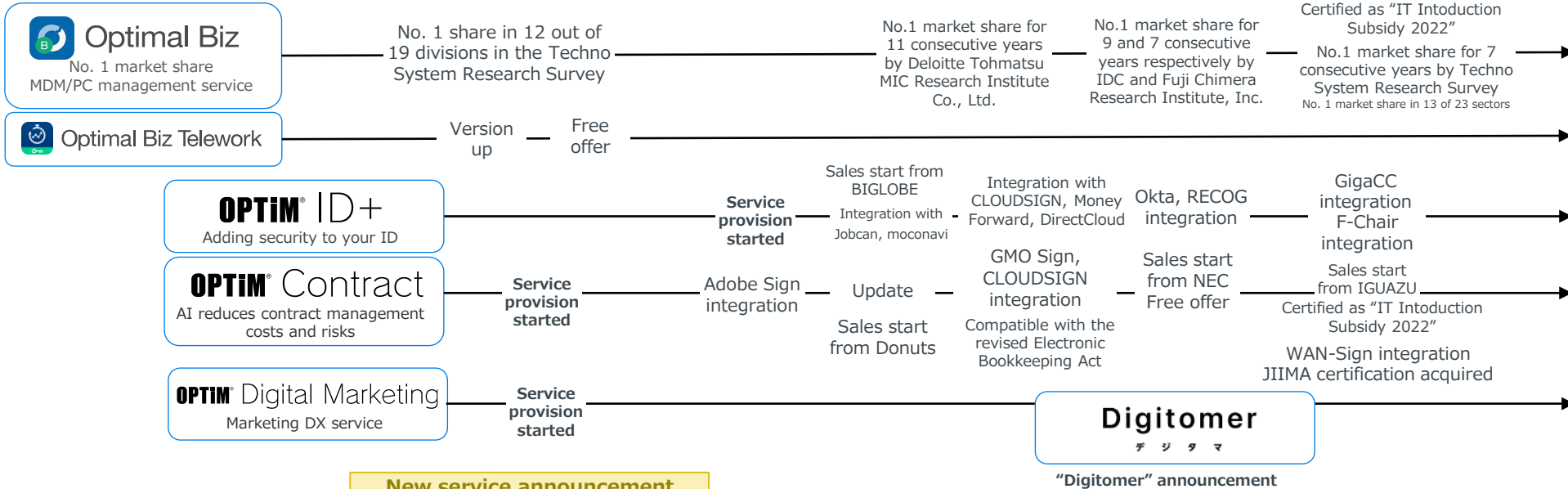
Q2

Q3

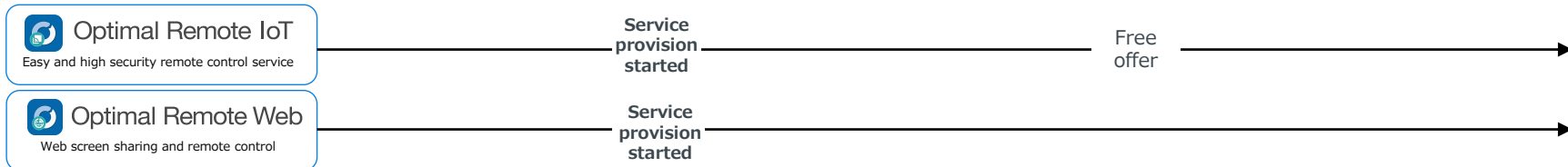
Q4

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

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

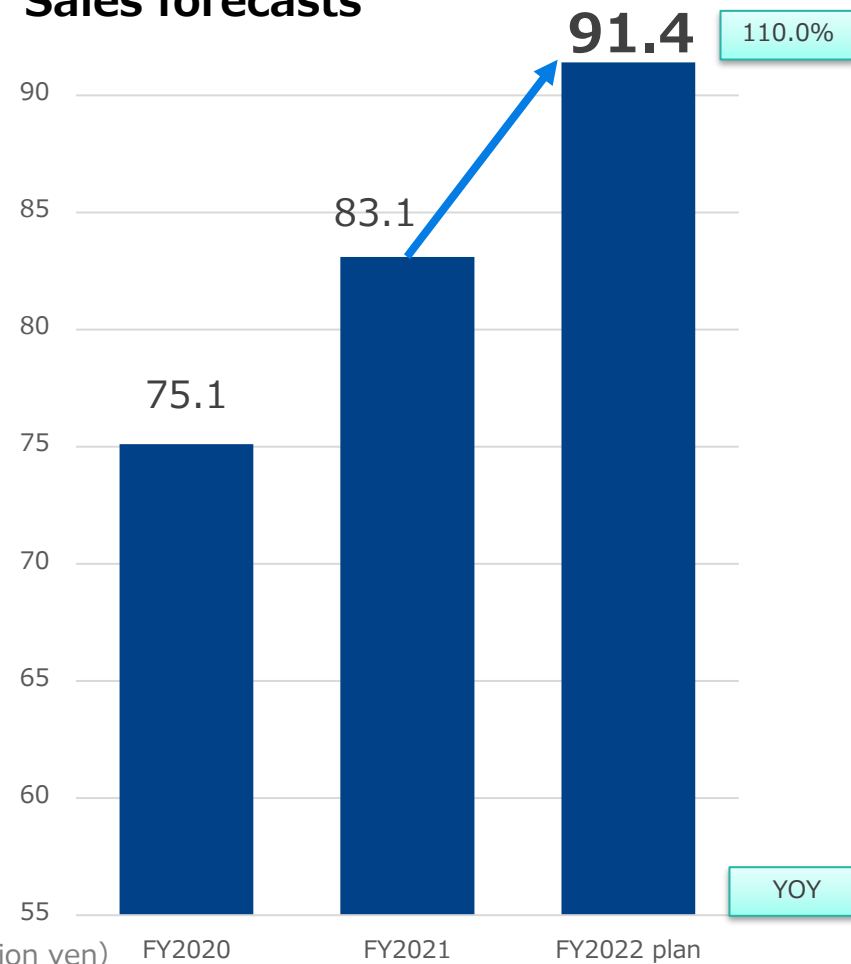
9.14 billion yen(110% YOY)

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



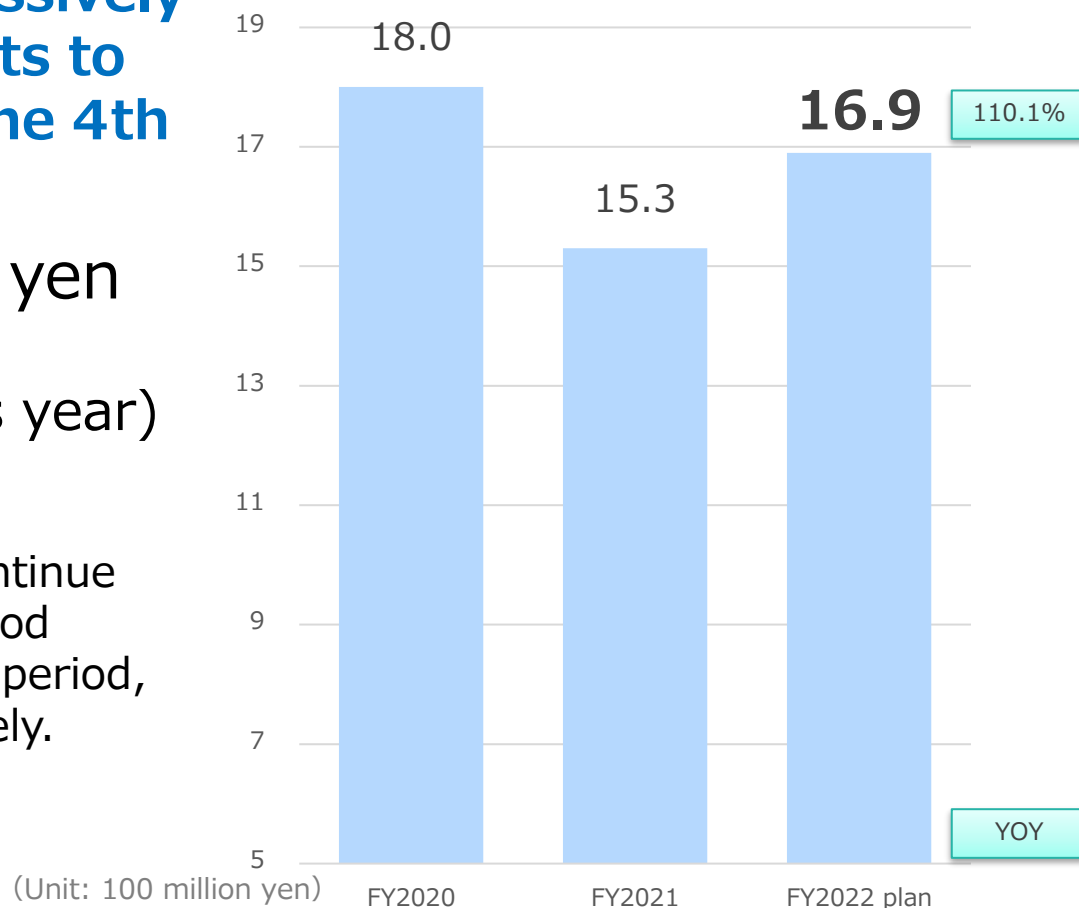
FY3/2023 Financial Forecasts – Profit Plan

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.

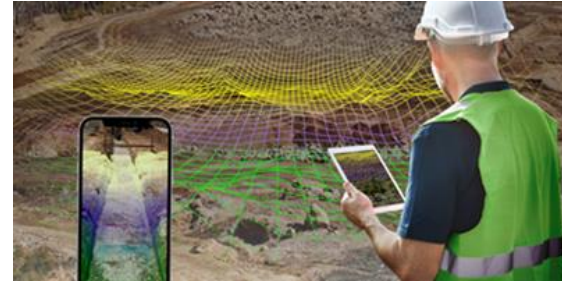
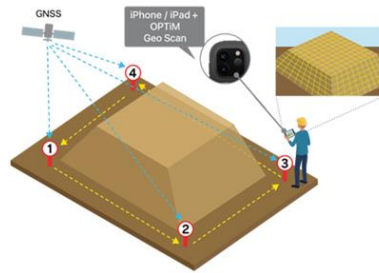
As for profits, we aim to achieve **110.1%** of the previous year's operating profit while aggressively investing in growth.



Appendix

“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



- Points of conformity of "OPTiM Geo Scan" in the guidelines
"OPTiM Geo Scan" conforms to Chapter 9, 3D measurement technology (multi-point measurement technology) using mobile terminals in Part 14, Earthwork (less than 1000m³), Floor Excavation, Small-scale Earthwork, and Slope Shaping, of the "Guidelines for Form Control Using 3D Measurement Technology."

Announced “OPTiM Geo Design”, civil engineering graphic data creation application Anyone can easily create Plan, Profile, Cross Sections, provided as a free option of “OPTiM Geo Scan”

Get points with “OPTiM
Geo Point”(iPhone)

Data creation by with
“OPTiM “Geo Design”

Output as data that can be
used to create drawings with
CAD software



OPTiM Geo Point and OPTiM Geo Design provide a one-stop
solution from surveying to graphic data creation

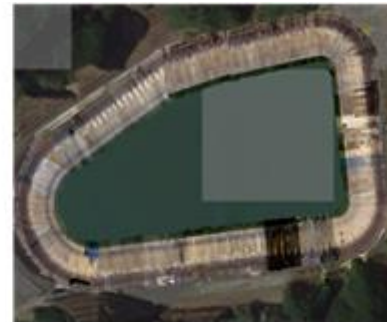
Achieves sophistication and efficiency of dam impermeable wall inspection work using drone and AI analysis technology

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

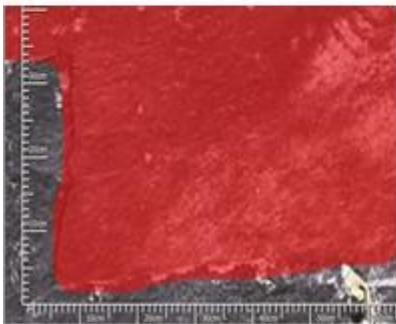
The original autopilot program (Patent No. 6902763) used by Kyushu Electric Power for drone surveying is utilized for photographing the sloping dam barrier wall, and combined with image analysis using AI developed by OPTiM, enables highly accurate detection of equipment abnormalities, such as cracks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

Utilized to count the number of passengers using the KYUSHU-SAGA International AIRPORT

Based on the data obtained through this initiative, it will be possible to study ways to improve convenience in accordance with usage conditions. This is expected to improve service and safety for all users of passenger buildings.



Promoting Tourism DX, use of Kumamoto Castle as a countermeasure against the new coronavirus

By knowing the number of people staying in the castle tower, more efficient measures can be taken to prevent the spread of infection. It also enables smooth entry of visitors, preventing the occurrence of crowded conditions.





Optimal Biz



テクノ・システム・リサーチ調査レポートにおいて
モバイル管理ソフトウェア/SaaS市場メーカーシェア

7年連続
No.1 を獲得^{※1}

全13部門でもシェア**No.1**^{※2}



Achieved No.1 market share for seven consecutive years in Techno Systems Research's report

Rated No. 1 in market share in 13 of the 23 categories

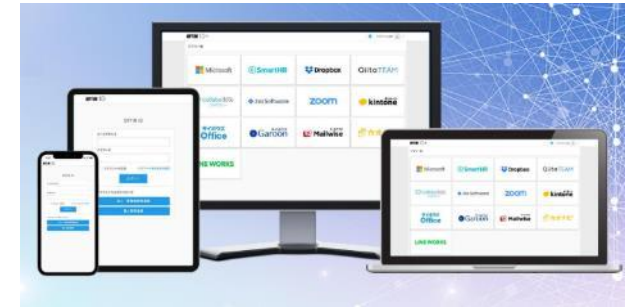
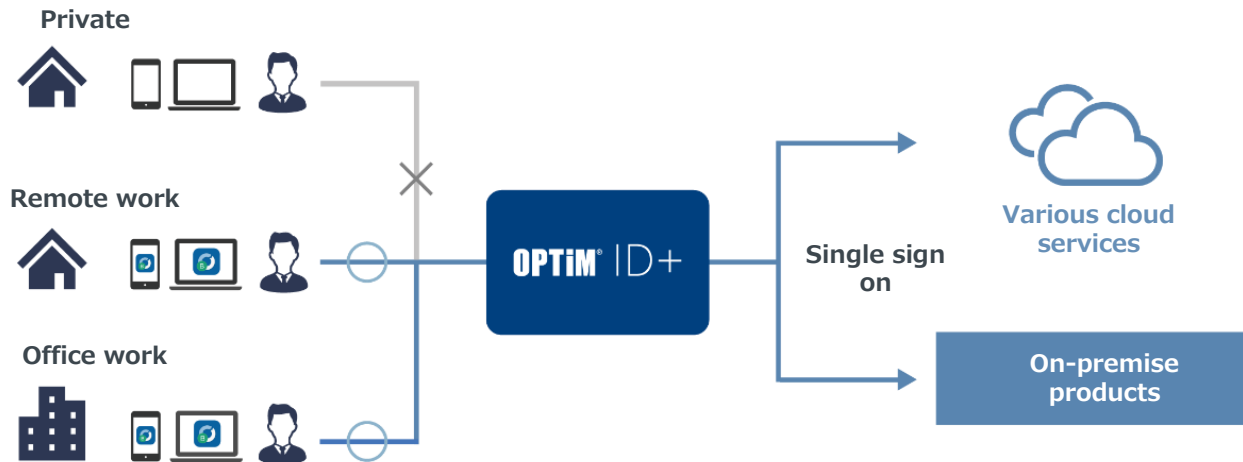
※1 Techno Systems Research

Published in Mar. 2016, 「2015-2016 Marketing Analysis of PC Asset Management/MDM」
Published in Jan. 2017, 「2016-2017 Marketing Analysis of PC Asset Management/MDM」
Published in Feb. 2018, 「2017-2018 Marketing Analysis of Endpoint Management Market」
Published in Feb. 2019, 「2018-2019 Marketing Analysis of Endpoint Management Market」
Published in Jan. 2020, 「2019-2021 Marketing Analysis of Endpoint Management Market」
Published in Mar. 2021, 「2020-2021 Marketing Analysis of Endpoint Management Market」
All these figures are from "II. Market Trends," and from "2. Mobile Management Market"
Published in Mar. 2022, 「2021-2022 Marketing Analysis of Endpoint Management Market」
All the figures are from "II. Market Trends," and from "Mobile Management Software/SaaS Market Maker Share (Value/Volume)"

※2 In the "2021-2022 Marketing Analysis of Endpoint Management Market", "II. Market Trends" and "Mobile Management Software and SaaS Market Maker Share (Value/Volume)," the total number of items that have been published by Techno Systems Research, the publisher of the report, and that have been defined and aggregated by OPTiM as a category with numerical values and results.

Corporate DX : OPTiM ID+ Adding security to your ID

OPTiM[®]



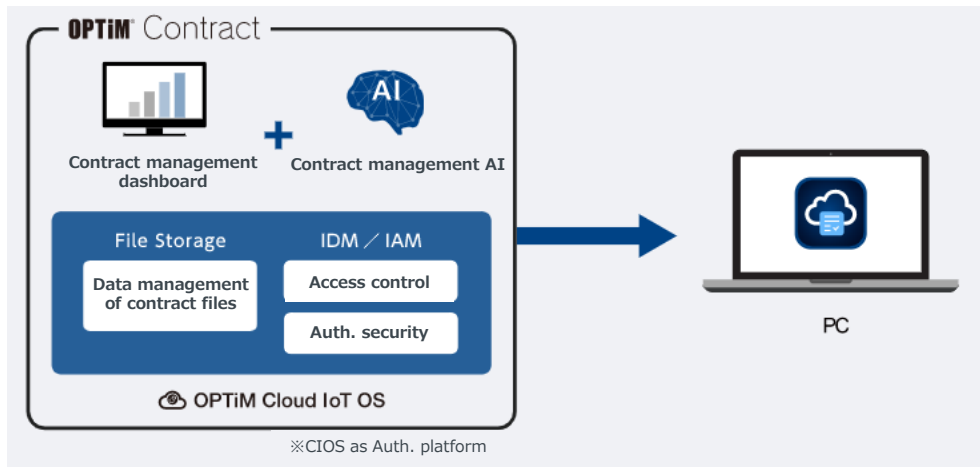
**OPTiM ID+" is single sign-on service linked to "Optimal Biz",
the No.1 MDM in Japan**

OPTiM[®] ID+ 

Service integration starts

GigaCC

**エフチェアプラス
F-Chair+**



JIIMA certification acquired (E-Transaction Software Legal Requirements)



Reduce input work with AI's automatic data extraction



Flexible search function allows you to find contracts quickly



Notify contract renewal and reduce economic losses

Compatible with electronic transaction data storage of national tax-related documents in accordance with the revised Electronic Book Storage Law

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)

iguazu

Service integration starts

wanbishi
WAN-Sign

OPTiM's multiple services including "Optimal Biz"(MDM/PC management service) are newly certified as tools eligible for the "IT Introduction Subsidy 2022"

Subsidy rate :	Up to 50% of the cost of introducing IT tools will be subsidized. The specific amount of subsidy will be determined by the screening process of the management organization.
Target :	<ul style="list-style-type: none"> • Optimal Biz • OPTiM Contract • OPTiM AI Camera • OPTiM AI Camera Enterprise • OPTiM Geo Scan <p>※As of June 17, 2022, if the above services are introduced from OPTiM, they are eligible for the subsidy.</p> <p>※If a sales partner of a business registered for the IT Introduction Subsidy has already registered the above services, it is also eligible for the subsidy even if the service is introduced from the partner. Please contact OPTiM for details.</p> <p>※Please refer to the following website for other services eligible for subsidy. https://www.optim.co.jp/it-hojo</p>
Application period :	<p>The end date will be announced later by the secretariat of the "IT Support Program for Improving Service Productivity".</p> <p>※Please contact OPTiM first.</p>
Application method :	For more information, please contact us using the inquiry form.
Inquiry form :	https://www.optim.co.jp/it-hojo

This enables more small and medium enterprises (SMEs) to utilize OPTiM's products and support their DX activities by introducing eligible tools at up to half price.

2022.05.19, 2022.06.17 press release

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	
<div data-bbox="205 458 393 645"> </div> <div data-bbox="205 666 393 853"> </div> <div data-bbox="205 875 393 1062"> </div>	<p>Theme: Securing Biodiversity and Reducing Environmental Impact Up to 99% Reduction of Chemical Pesticides and Fertilizers by Pinpoint Pesticide and Fertilizer Spraying OPTiM's 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 data-bbox="91 325 281 519"> </div> <div data-bbox="292 325 482 519"> </div> <div data-bbox="91 519 281 715"> </div> <div data-bbox="292 519 482 715"> </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 data-bbox="182 768 372 959"> </div>	<p>Theme : Eliminating regional medical disparities and providing advanced healthcare Realization of an “Online Healthcare 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 data-bbox="91 1090 281 1282"> </div> <div data-bbox="292 1090 482 1282"> </div>	<p>Theme: Aiming to improve corporate value and shareholder value Establishment of “Nomination, Remuneration and Special Committee”</p> <p>The "Nomination Committee" and "Remuneration Committee" are established as advisory bodies voluntarily by the Board of Directors to strengthen fairness, transparency, and objectivity by ensuring opportunities for appropriate involvement and advice from outside board directors when considering important matters such as the selection and dismissal of board directors and their remuneration. The Nomination Committee and Remuneration Committee are composed of at least three members who are board directors, and the majority of them are selected from independent outside board directors. A "Special Committee" was also established to enhance corporate governance by strengthening fairness, transparency, and objectivity with respect to important transactions that conflict with the interests of controlling shareholders and minority shareholders. The "Special Committee" consists of two independent outside board directors.</p>