

Q2 FY03/2022 Financial Results

Investor Presentation

OPTiM Corporation

- 1. Q2 FY03/2022 Financial Results**
- 2. Growth Strategy**
- 3. FY03/2022 Financial Forecasts**

Disclaimer

All plans, forecasts, strategies, etc. described in this material are predictions based on information available at the time of creation, and are subject to variable factors, such as economic conditions, a competitive environment and the success or failure of new services. Accordingly, please be advised that the actual results of business performance may differ substantially from the projections described here. Market information and other statements contained in this report are based on information currently available, and we do not guarantee complete accuracy

Q2 FY03/2022 Financial Results

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Q2 FY3/2022 Financial Results

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

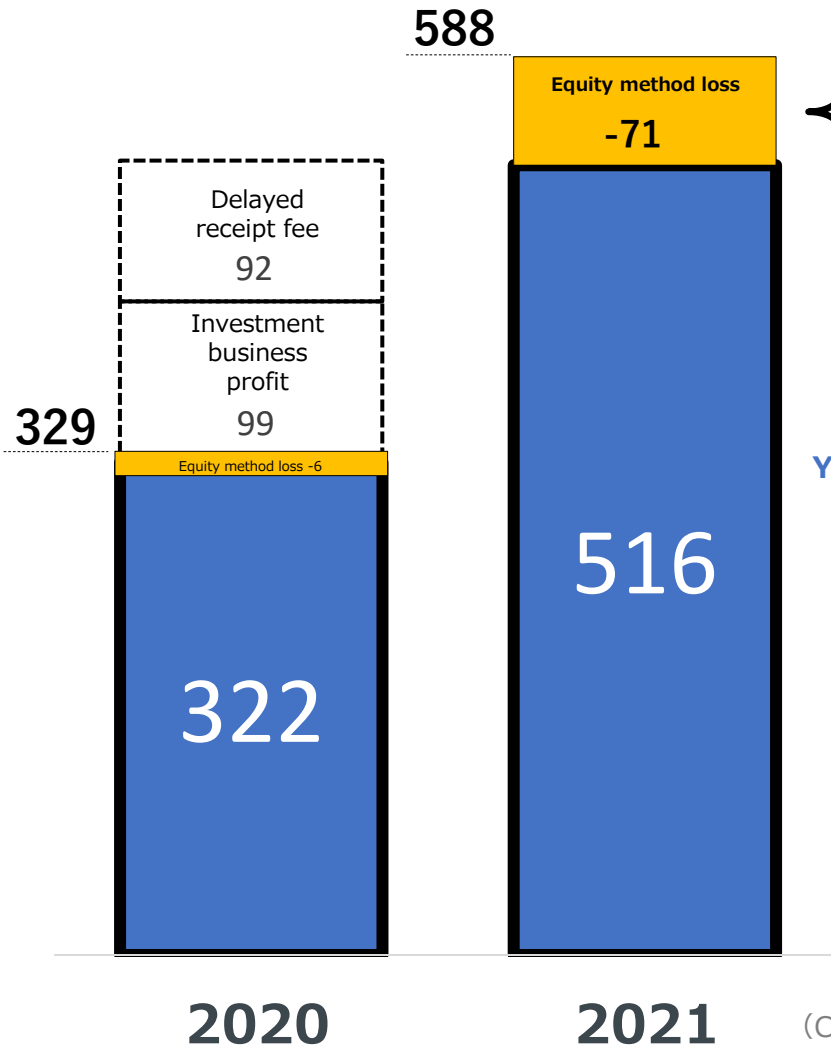
We have been aggressively investing in growth fields to become a leading company in the Fourth Industrial Revolution

(Consolidated operating results Unit: 1 million yen)

	Q2 FY3/2021 consolidated results	Q2 FY3/2022 consolidated results	Actual results year-on-year	FY3/2022 consolidated earnings forecast
Net Sales	3,051	3,521	115%	8,269~9,020
Operating profit	325	571	176%	1,121~2,000
Ordinary profit	514 (※adjusted 322)	516	100% (※adjusted 160%)	1,121~2,000
Profit attributable to owners of parent	321 (※adjusted 201)	319	100% (※adjusted 159%)	695~1,240

※Adjusted profit

In the previous consolidated accounting period, there are two special factors. A commission received of about 92 million yen due to the delay in the finalization of subsidies from the national government. And investment gains about 99 million yen in investment business association investment profit. Comparisons are figures without the impact of those special factors. The tax rate used to calculate net profit is the same as the original tax rate.



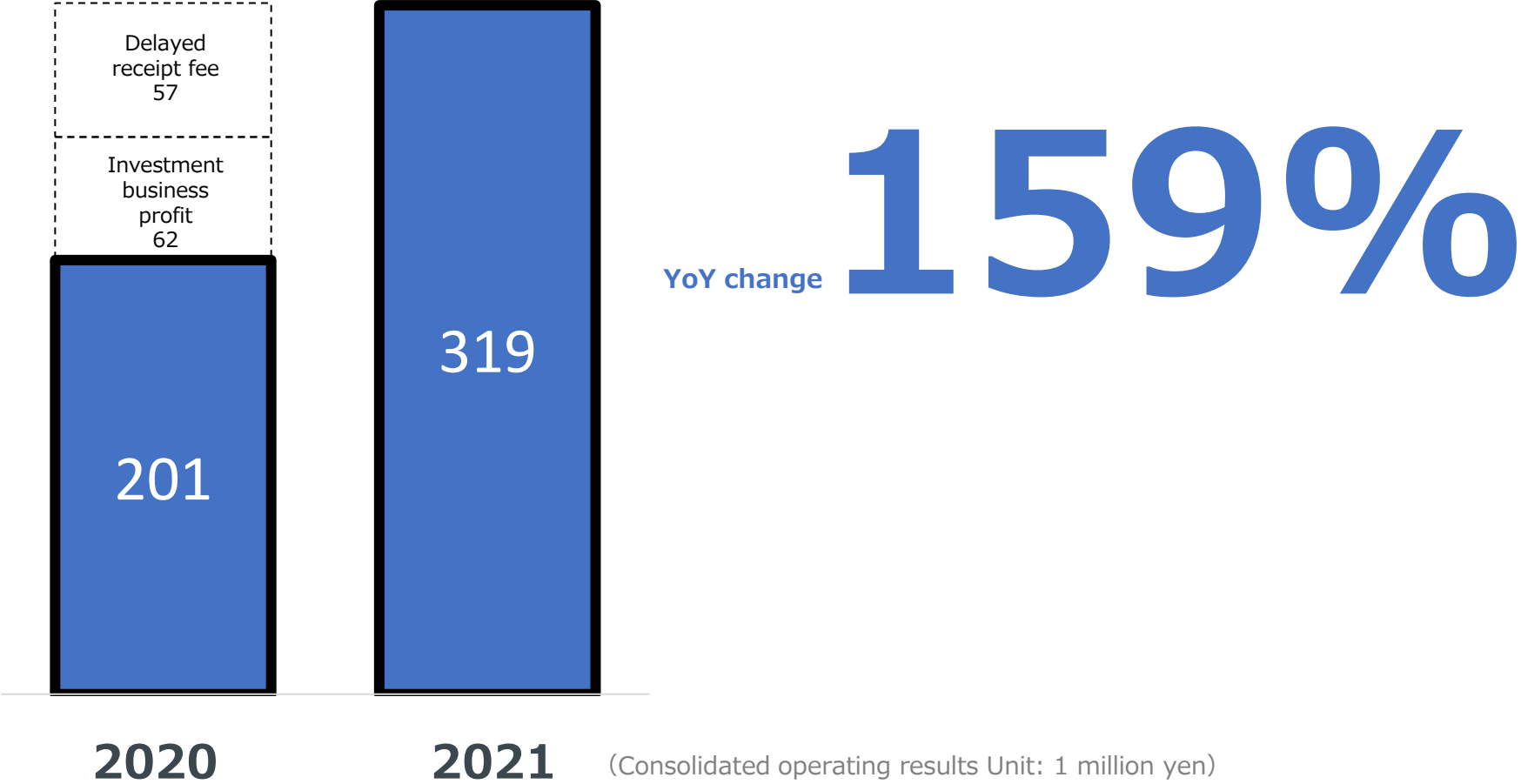
Equity method loss factors (continued aggressive investment in growth)
 NTT e-Drone Technology Corp.
 DXGoGo Corp.
 D'PULA Medical Solutions Corp.
 (Company name by Japanese syllabary order)

YoY change **160%**

(Equity method loss exclusion)
179%

(Consolidated operating results Unit: 1 million yen)

Supplementary Explanation for Adjusted Profit : Net Profit



■ 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 Agriculture x IT field, which we have been working on for several years. We expect to develop services specialized for each industry.
- 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 recording of software assets, which began in the previous fiscal year, also contributed to the increase in profit.
- This is because the three joint ventures established from the previous fiscal year to the current fiscal year are all in the investment phase and expenses are running ahead of schedule.
- In the previous fiscal year, we posted non-operating income as special factors, such as commissions received (approximately 92 million yen) due to the delay in the finalization of government subsidies and gains from investment business profit (approximately 99 million yen).

Therefore, both sales and profits for the second 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.

Growth Strategy

Toward the Further Promotion of OOxIT Concept

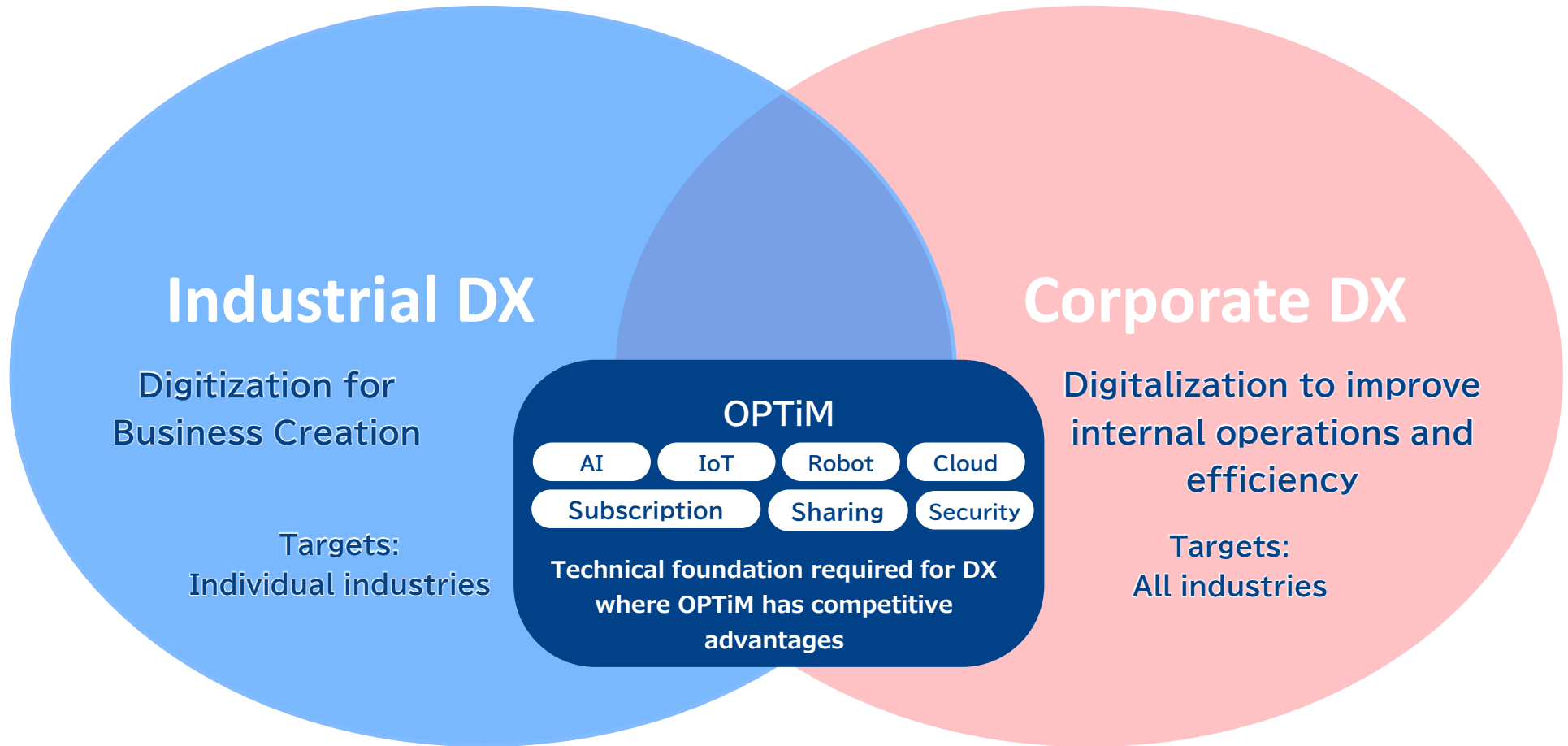
Medium-Term Management Plan

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



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

Industrial DX

All industries

PC·Smartphone·Tablet



Camera



Construction

Construction machinery
· dump truck



KOMATSU
Landlog

Medical

Surgical robot



Medicaroid
MINS

Agri·IoT

Drone·Sensors, etc.



NTT e-Drone Technology

Robotics

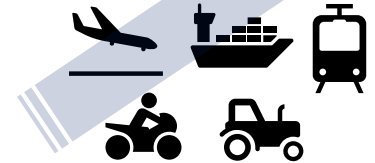
Various inspection robot



Kawasaki

Further promotion of OOxIT

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



OPTiM Cloud IoT OS

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

AI Services

OPTiM IoT

AI Camera

OPTiM GeoScan

MINS

Agri-DX Service

Robotics-DX Service

...
New services to be launched one after another

Industrial Services

Industrial DX : Progress and New Services

Apr. May. Jun. Jul. Aug. Sep. Oct. Nov.



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

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

POC of smart house cultivation

Smart rice 2022 sales starts



Medical

 D'PULA Medical Solutions Corporation

"Online medical care platform" version upgrade

"Pocket Doctor" joint research with Kobe University



Construction/Civil Engineering

 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

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

Scan X integration

New service announcement for media and partners on May 26

OPTiM IoT

Cloud Device Management Service

Service provision started

All industries



PC·Smartphone
Tablet

Camera

OPTiM AI Camera

Visualize congestion to avoid the 3 Cs

Wide area mode and API linkage function added

Achieved No.1 market share in five categories

Provided for Ueno Zoo Congestion Map

ArgosView integration

JR Central POC one x one for Shinjuku MYLORD API free trial
 New functionality support

Optimal Second Sight

Remote operation support

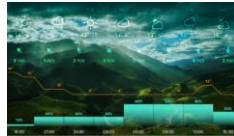
RealWear Smart glass support

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

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)



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 2,000 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

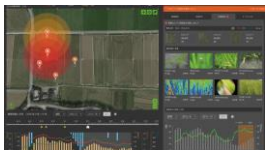
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



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).

Efforts so far

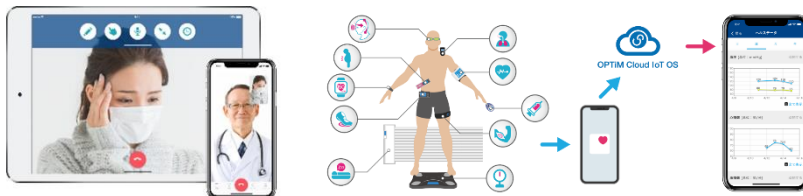
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



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)



- 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

SC retrofit kit (Hydraulic excavator)

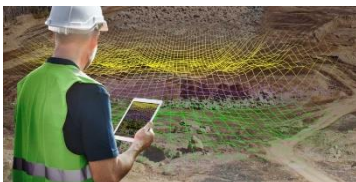


Establishment of Landlog Marketing

- 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

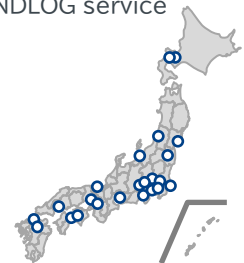
LANDLOG promotion with EARTH BRAIN

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

LANDLOG Marketing development

- Business collaboration with EARTH BRAIN 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

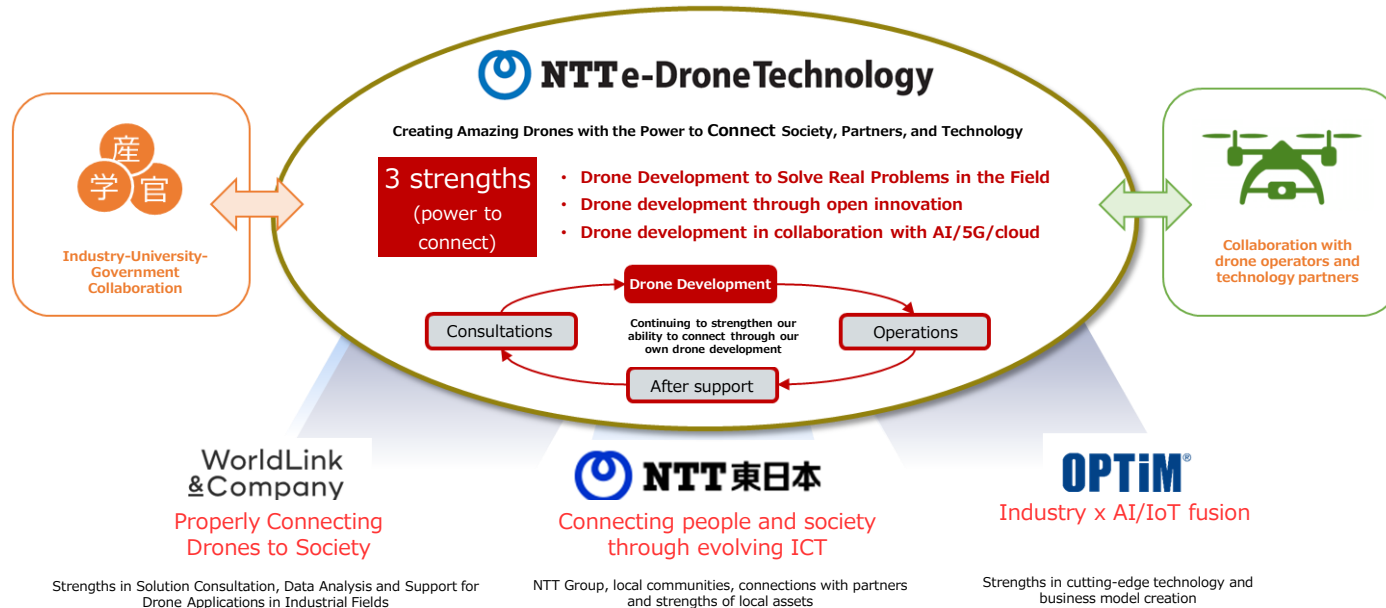
NTT e-Drone Technology was established to promote the use of domestic drone services in various industries

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※

OPTiM[®] AI Industry



OPTiM[®] AI Camera



OPTiM[®] AI Camera Enterprise



Agri Field Manager



OPTiM Cloud IoT OS

※ "Current Status and Outlook of the Image Recognition Solutions Market Using AI (Deep Learning) [FY2020 Version]" by Deloitte Tohmatsu MIC Research Institute Co., Ltd.

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 Optimal Biz's Overwhelming Customer Base and Partner Network

Value provided so far



+

New value offerings

<p>Optimal Remote IoT</p> <p>Simple, High Security Remote Control Service for IoT</p>	<p>OPTiM ID+</p> <p>Cloud authentication infrastructure service that adds security to IDs</p>	<p>OPTiM Digital Marketing</p> <p>Marketing DX service that provides enhanced contact with customers</p>	<p>OPTiM Contract</p> <p>Cloud contract management service that uses AI to reduce contract management</p>
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...
Scheduled to launch new services one after another

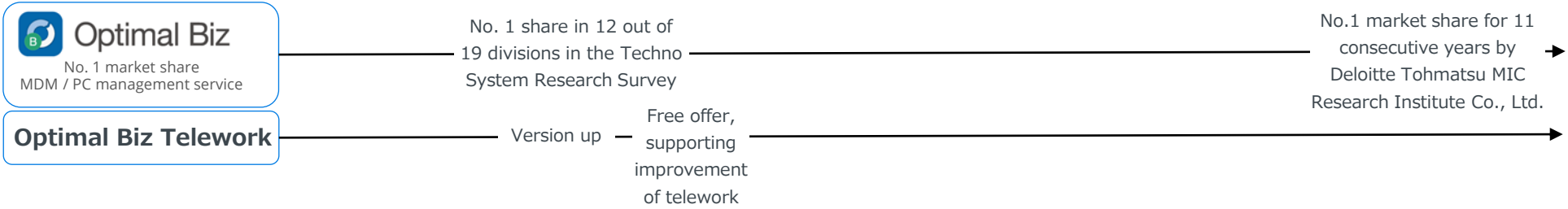
Corporate DX Platform

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

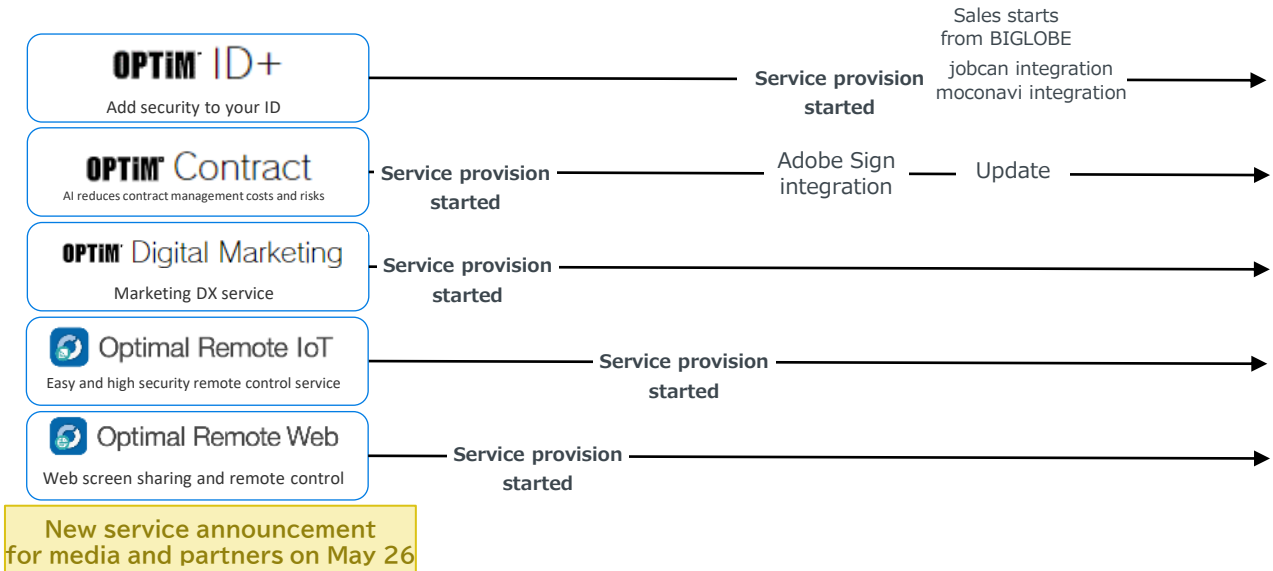
...
Expanding to more customers

Corporate DX : Progress and New Services

Apr. May. Jun. Jul. Aug. Sep. Oct. Nov.



New services of Corporate DX



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



国内MDM市場

No.1 MDM service in Japan for 11 consecutive years

11年連続

No.1 を獲得^{※3}

業界別 全20部門^{※4}でもシェアNo.1

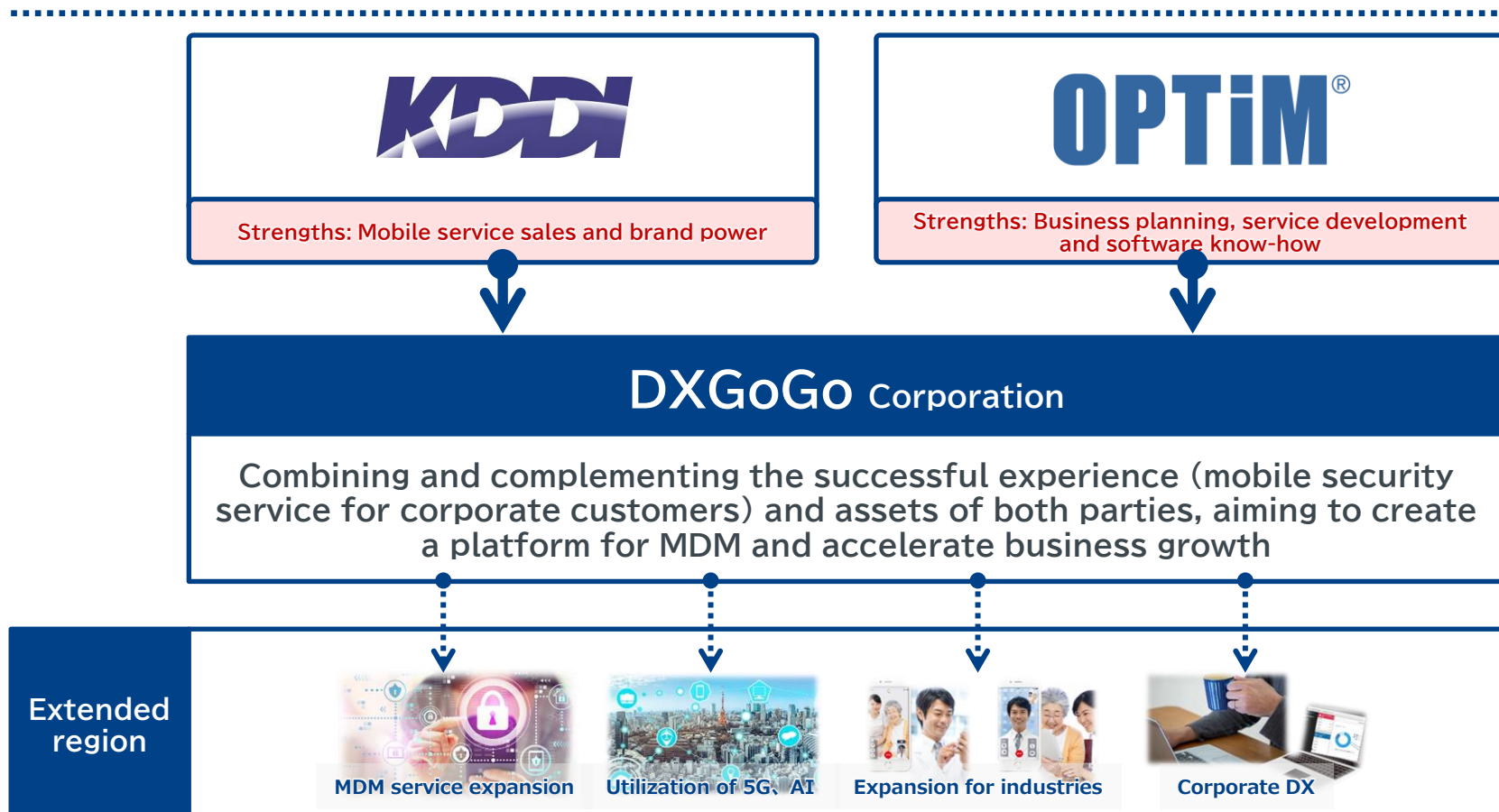


※3：デロイト トーマツ ミック経済研究所
 「クラウドサービス市場の現状と展望 2013年度版」IT資産管理 (MDM含む) 市場 [合計売上] 2011年度～2012年度実績。
 「コロナレシジョン/コンテンツ・モバイル管理パッケージソフトの市場展望」MDM出荷ID数 (SaaS・ASP含む) 2013年度～2017年度実績。
 「コロナレシジョン・モバイル管理ソフトの市場展望」MDM出賃ID数 (SaaS・ASP含む) 2018年度～2020年度実績および2021年度予測より。

※4：デロイト トーマツ ミック経済研究所 2021年度版「コロナレシジョン・モバイル管理ソフトの市場展望 2021年度版」
 (https://mic-r.co.jp/mr/02220/) の2020年度実績および2021年度予測のうち、「Optimal Biz」が1位の評価を得た部門の数をOptimal Bizが編み。

No. 1 market share in the public, school, utility, financial, service, telecommunications, and manufacturing markets

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.



「OPTiM INNOVATION 2021」

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



OPTiM INNOVATION 2021 Construction	Nov. 26 in 2021
OPTiM INNOVATION 2021 Agri	Nov. 30 in 2021
OPTiM INNOVATION 2021 Medical	TBD
OPTiM INNOVATION 2021 Final	TBD

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.

2021.11.04 press release

Intellectual Property Strategy

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)
1st	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	KY	217.4	242	242	2.450	大手通信キャリア
5	BN	213.5	97	97	0.938	大手IT企業
6	KS	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	HK	191.2	168	168	2.738	大手通信キャリア
10	ME	190.7	27	27	1.333	大手IT企業



◆ Patent image

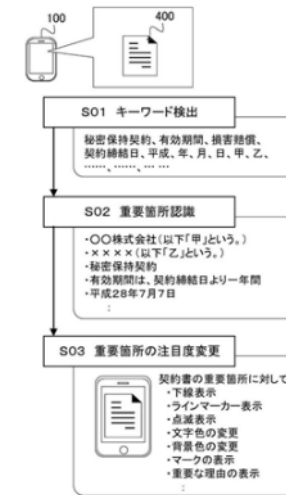


図1: 本発明による契約書解析の処理内容

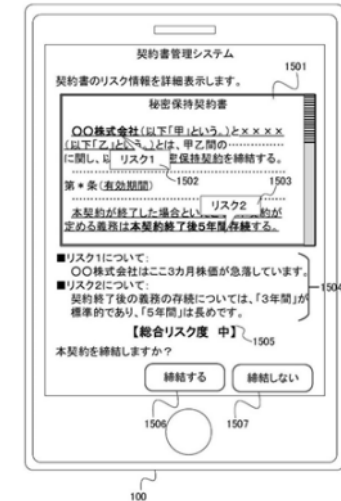


図2 本発明の実施例: 契約に関するリスク表示

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

Patent for use in Optimal Remote Web, confidential information masking technology

Patent number : 6259962 (Japan) 、 10819699 (US)



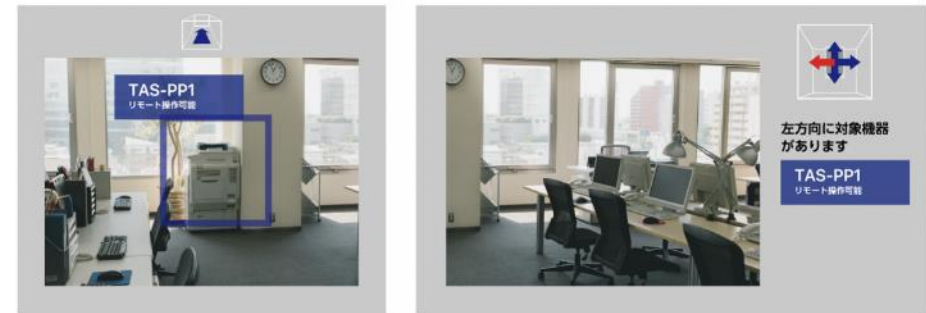
User's Web screen

Operator's Web screen

As a function of the web screen sharing service "Optimal Remote Web", a patented "masking function" is provided. This function enables masking of confidential information such as account information and credit card numbers in the web screen so that operators cannot view them.

AR display of remote-controllable IoT devices in video AR display of remotely controllable IoT devices

Patent number : 6764151 (Japan) 、 10887195 (US)



For IoT devices managed on the cloud device management service "OPTiM IoT," when an operator checks the appearance of the device and the surrounding environment from a remote location for trouble, the local employee can use a smartphone, tablet, or smart glasses to take pictures using the remote work support service "Optimal Second Sight.

At that time, the location of the target device will be displayed using AR, making it easier to find. In addition, the AR display of the IoT device can be selected to remotely control the IoT device using the "Optimal Remote IoT" IoT device remote control service.

We are becoming a leading company in
the Fourth Industrial Revolution.

Management Philosophy

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

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




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


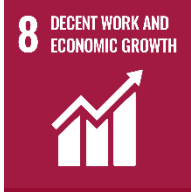





OPTiM believes that the very reason for its existence as a company is to contribute to many people, and as part of this, we are actively working on environmental and social issues.

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

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

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

Related SDGs	Our Activities
Environment	
  	<p>Theme: Securing Biodiversity and Reducing Environmental Impact Up to 99% Reduction of Chemical Pesticides and Fertilizers by Pinpoint Pesticide and Fertilizer Spraying 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 style="display: flex; flex-wrap: wrap;"> <div style="width: 50%;">  <p>4 QUALITY EDUCATION</p> </div> <div style="width: 50%;">  <p>8 DECENT WORK AND ECONOMIC GROWTH</p> </div> <div style="width: 50%;">  <p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p> </div> <div style="width: 50%;">  <p>10 REDUCED INEQUALITIES</p> </div> </div>	<p>Theme : Resolving labor shortages in local communities, proposing new work styles Providing services to support various ways of working (Optimal Biz, Optimal Biz Telework, Optimal Remote, Optimal Second Sight)</p> <p>With the spread of the new coronavirus a state of emergency has been declared, and many companies shifted their work style to telework (working from home). There is also a need for a way of working that does not consider physical location or time. In order to respond to this social situation, several services are being offered to realize various ways of working.</p>
 <p>3 GOOD HEALTH AND WELL-BEING</p>	<p>Theme : Eliminating regional medical disparities and providing advanced healthcare Realization of an "online medical service" with benefits for both patients and medical institutions</p> <p>To address the issue of disparities in medical care between regions and the loss of opportunities to visit the hospital due to work, childcare, physical conditions, etc., remote healthcare using smartphones and tablets enables continuous consultations, which leads to preventive medicine and reduces the number of people with lifestyle-related diseases and caregivers. It also reduces the time and financial burden of home visits for doctors.</p>
Governance	
<div style="display: flex;"> <div style="width: 50%;">  <p>5 GENDER EQUALITY</p> </div> <div style="width: 50%;">  <p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p> </div> </div>	<p>Theme: Aiming to improve corporate value and shareholder value Establishment of "Management Advisory Committee" consisting of experts in each field</p> <p>Invited leading experts in the fields of agriculture, construction, and healthcare, which OPTiM is currently working on, as committee members (executive advisors). Not only are they involved in various industrial fields based on their knowledge backed by their experience, but they also provide valuable advice on how to strengthen corporate governance to maximize corporate value and ensure the transparency and soundness of management.</p>

FY03/2022 Financial Forecasts

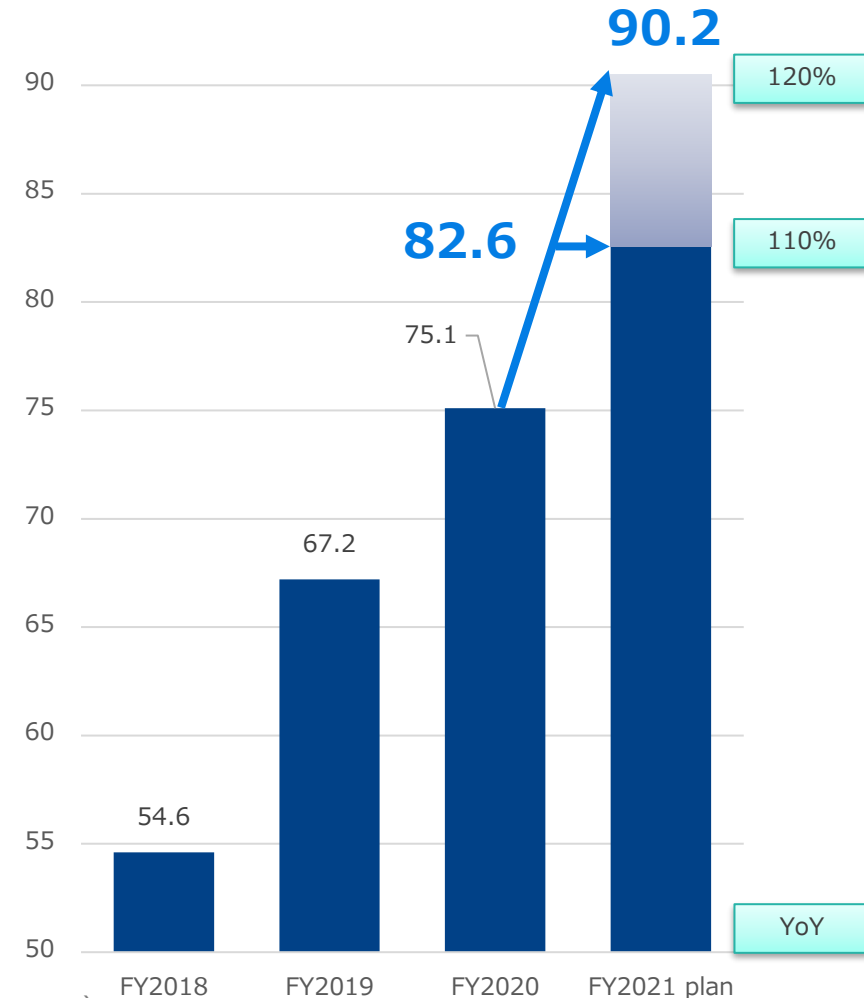
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We aim to achieve record-high sales for **the 22nd consecutive year** since our foundation.

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

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

Sales Forecasts



(Unit: 100 million yen)

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

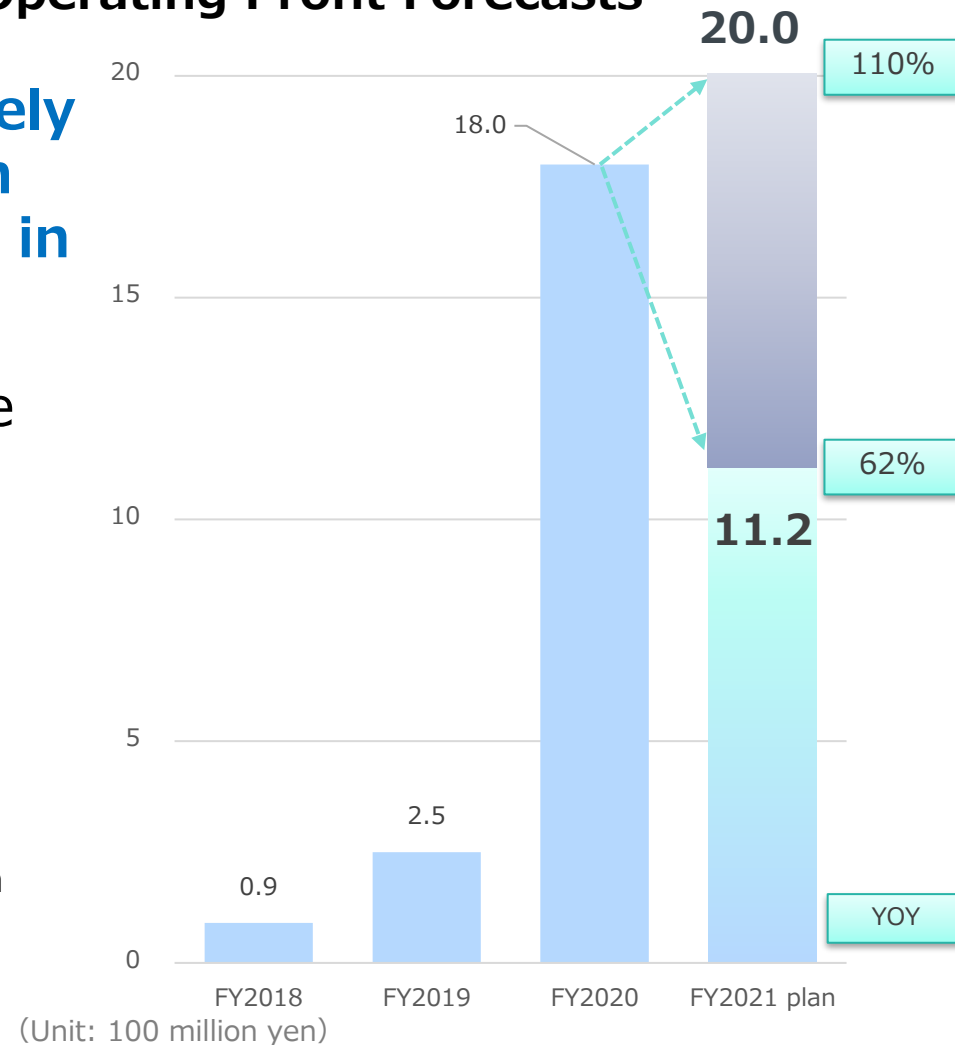
We will continue to invest aggressively in growth while securing profits in order to become a leading company in the 4th Industrial Revolution.

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 Forecasts



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

Using AI and drones, "Smart Rice 2022," a safe and reliable rice that uses less 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

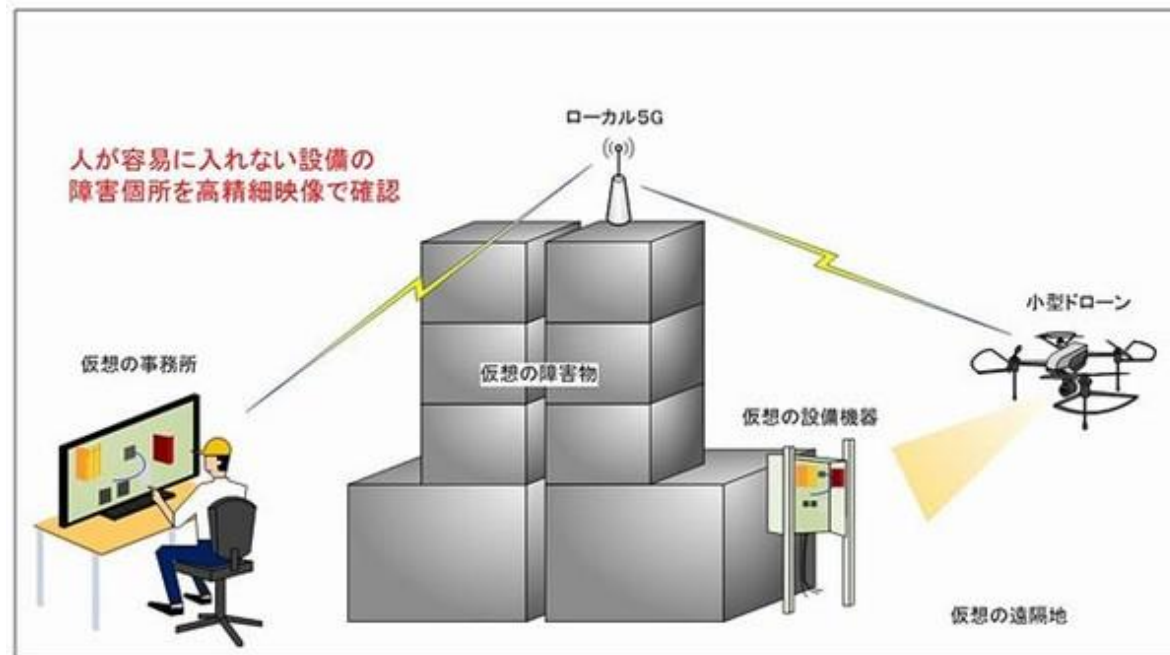
残留農薬不検出

節減対象農薬50%以下



Newly added to the lineup are "Hitomebore" from Miyagi Prefecture, "Hyakuman Grain" from Ishikawa Prefecture, and "Milky Queen" and "Niji no Kirameki" from Niigata Prefecture. Pinpoint spraying technology/ Appropriate timing work support application for optimal cultivation management and pesticide application

Start of indoor demonstration experiment with small drones using local 5G



In the high-definition drone shooting images that are currently in widespread use, it is common to take out the videos recorded and stored in the drone body after landing and play them back afterwards. However, this demonstration experiment aims to replace the regular patrol and inspection of facilities conducted by humans in the field with the use of local 5G and indoor autonomous drones, etc., and to enable early detection of abnormalities and prevention of breakdowns by checking high-definition video in real time. This is expected to improve the efficiency and safety of plant facility security operations.

Smart Phone 3D surveying application "OPTiM Geo Scan", expanded service lineup and launched online 3D point cloud processing software Achieved through collaboration with Scan-X



If By logging in with your Geo Scan account, you can create, edit, and use data in point cloud processing software without data transfer.

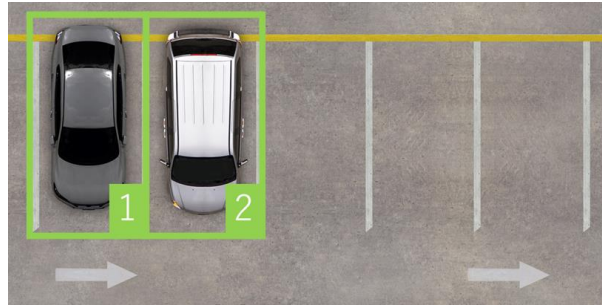
“Optimal Second Sight”, a remote work support service, supports RealWear industrial Smart Glasses Aiming to improve field maintenance operations with Smart Glasses



Optimal Second Sight" is a remote work support service for multiple devices and operating systems. By sharing the video image of the person working at the site with the person giving instructions at a remote location, the status of the site can be confirmed in real time.

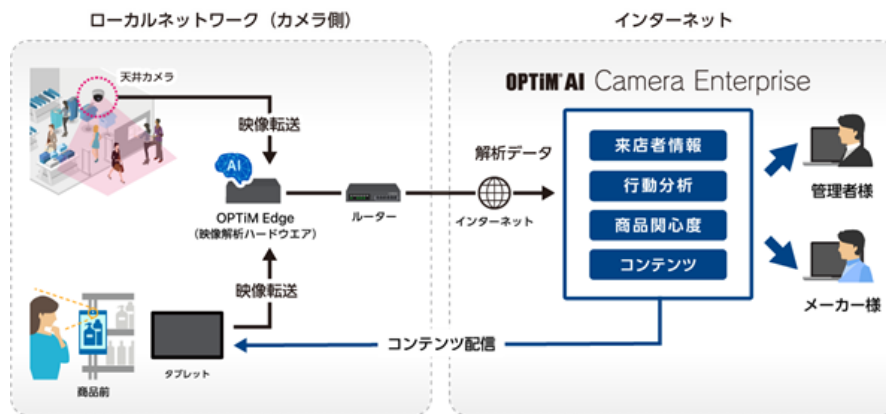
Added "Vehicle Detection Related" function

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



	機能名	補足・条件
1	エリア別車両台数把握	対象エリアに滞在する車両台数を可視化します
2	エリア別車両台数情報分析	対象エリアに滞在する車両台数を分析します
3	入場車両台数カウント	施設内に入った車両台数をカウントします
4	入場車両台数予測	蓄積された分析データ及び各種オープンデータを使用し、翌日、翌週、翌月の車両台数を予想します
...

Latest application examples



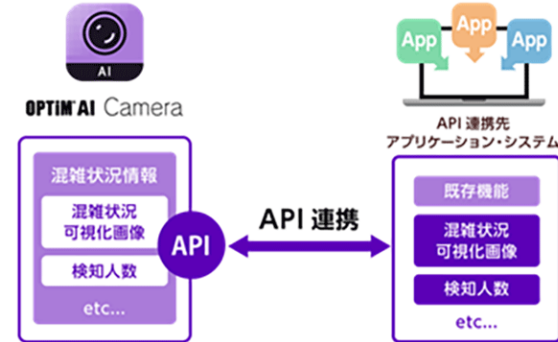
Demonstration experiment for the "showrooming business" to be conducted at JR Nagoya Station



One by One Shinjuku Milord Store

Free trial of API usage license

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



Improved convenience with the addition of the "automatic web page generation" function

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



Started sales of “OPTiM ID+”, a cloud authentication platform service 3-month free campaign to celebrate sales launch



シングルサインオン



ID管理



監査ログ



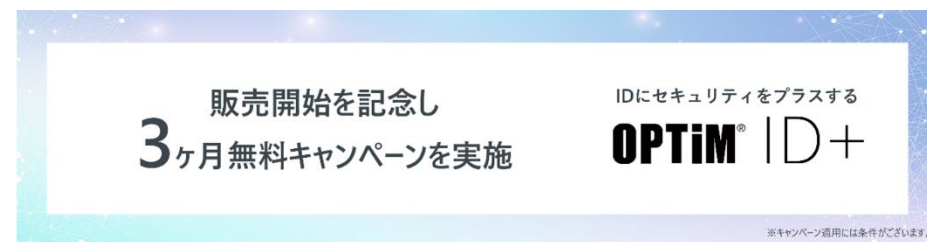
アクセス制限



多要素認証



ユーザー情報連携



OPTiM® ID+  **Sales start(New sales partner)**
BIGLOBE

OPTiM® ID+  **Service integration start**
ジョブカン

OPTiM® ID+  **moconavi**

2021.09.02, 10.14, 10.21, 10.26 press release

Launched “OPTiM Contract”, an AI-based contract management service.

Features of “OPTiM Contract”

- AI analyzes contracts and automatically extracts and inputs information. Streamline the manual entry process
- Search the secure database centrally managed in the cloud and access the desired contract immediately
- Automatic notification when a contract is due for renewal to prevent omission of renewal
- Easy installation and advanced security measures in the cloud

Sales start(New sales partner)

OPTiM Contract  DONUTS

Service integration start

OPTiM Contract   Adobe Sign

Enables centralized management of scanned data of conventional contracts and electronic contracts

Added the feature to store related documents for contracts

Enables the centralized management of various information related to contracts, such as the outline of the transaction, the person in charge, and approval records



2021.09.03, 10.12, 11.05 press release