

FY03/2024

First Quarter Financial Results Investor Presentation

OPTiM Corporation
(Tokyo Stock Exchange Prime Market: 3694)

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.

1

FY03/2024 First Quarter Financial Review

2

Information on First Quarter Results

3

FY03/2024 Full-year Financial Forecast

4

Appendix

Steady progress toward record sales, the 24th consecutive year since its foundation
Continue to invest aggressively in growth

(Unit: 100 million yen)

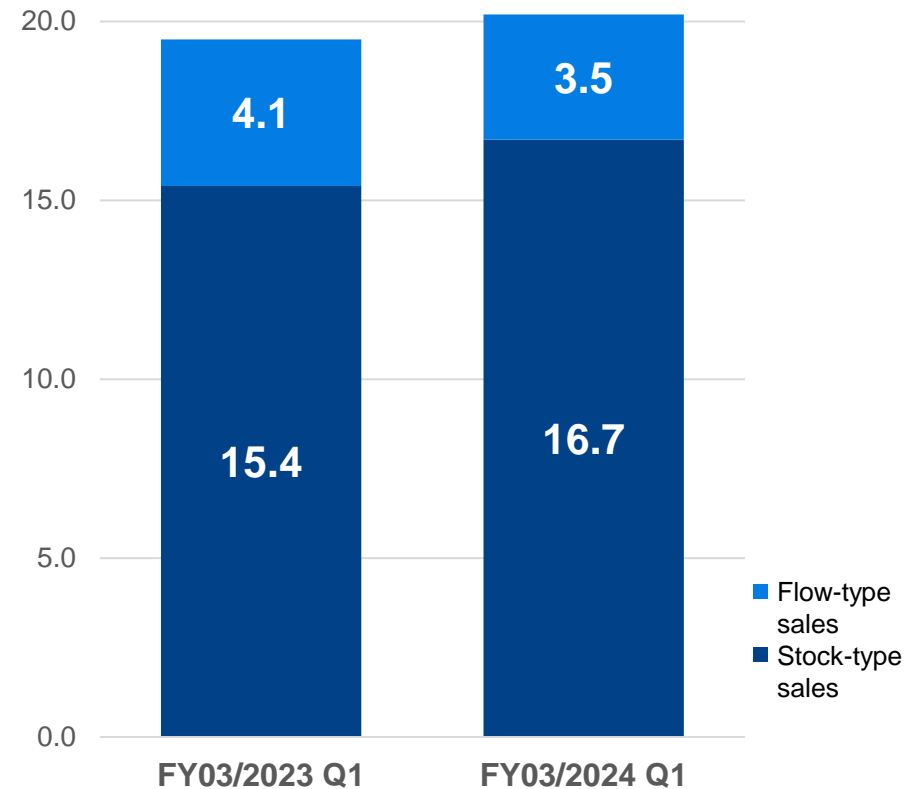
	FY03/2023 First Quarter Results	FY03/2024 First Quarter Results	Results year-on- year	FY03/2024 Full- year Results Forecast
Net Sales	19.4	20.2	103.9%	102.1
Operating Profit	1.9	3.1	162.4%	19.4
Ordinary Profit	1.5	2.6	167.8%	18.1
Net Profit	0.6	1.4	217.7%	11.1

Centered on **Mobile Management Service and X-Tech service**

Strong growth in stock sales

Trend of Stock and Flow Sales

(Unit: 100 million yen)



■ Progress of business performance and full-year forecast

[Sales]

- As for stock-type sales, sales of both Mobile Management Service and X-Tech Service have been steady, centering on Optimal Biz and OPTiM Cloud IoT OS, which are the core products of each service.
- As for flow-type sales, sales in Digital Health and Marketing DX have been strong.
- As for the Company's sales structure, sales are heavily weighted toward the second half of the fiscal year primarily due to the fact that stock-type license income is mainly generated through sales on a monthly billing basis and that the acceptance period for flow-type customized sales tends to be concentrated in the second half of the fiscal year.

[Profit]

- Mobile Management Service and X-Tech Service continued to grow steadily in stock-type sales.
- Gross profit margin increased due to an increase in the proportion of stock-type sales compared to the previous year.
- Share of loss of entities accounted for using equity method increased 4.47 million yen from the previous fiscal year to 48.15 million yen.
- As a result of the aforementioned factors, profits are also on track as initially planned.

In terms of the progress made in the first quarter, both sales and profit have been in line with the plan, and there will be no impact on the full-year earnings forecast.

1 FY03/2024 First Quarter Financial Review

2 Information on First Quarter Results

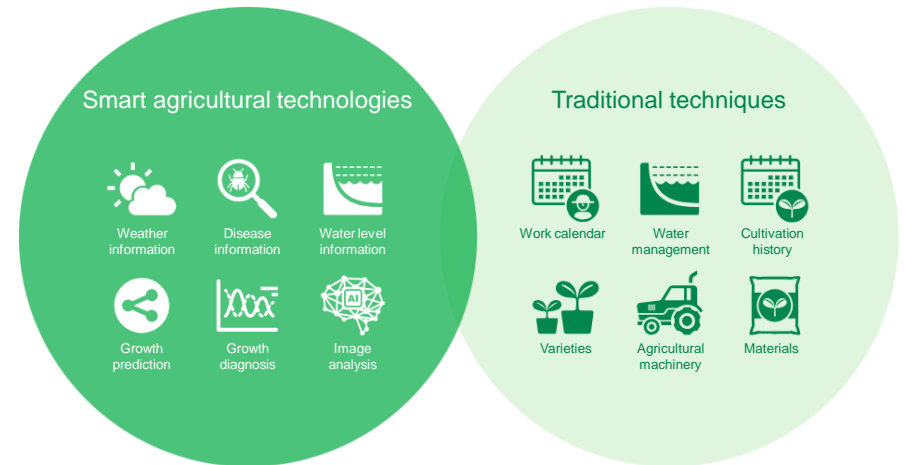
3 FY03/2024 Full-year Financial Forecast

4 Appendix

Using all the latest Agritech, we established OPTiM FARM Corp. to carry out agricultural production

By combining smart agricultural technologies with local, traditional techniques, we aim to achieve high-quality, efficient cultivation and sustainable agriculture that is both crop-friendly and human-friendly.

6/6/2023 Press release



OPTiM Geo Scan Advance is now available for anyone to easily perform high-precision, long-distance 3D surveying on their smartphones

It enables anyone to easily perform long-distance surveying, which was previously difficult, by attaching dedicated hardware equipped with an external LiDAR sensor for long-range scanning on a smartphone.

5/19/2023 Press release

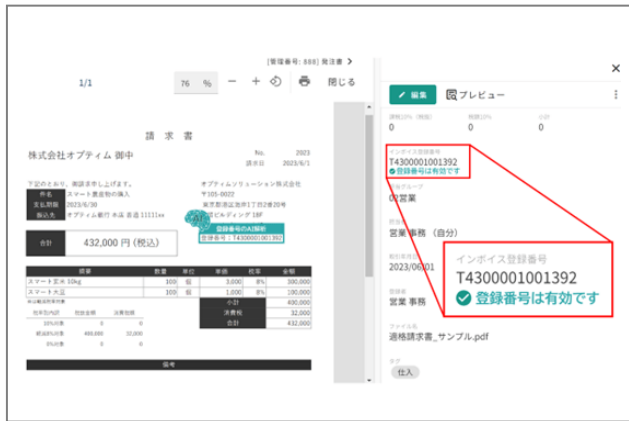


Slopes

Bridges and piers

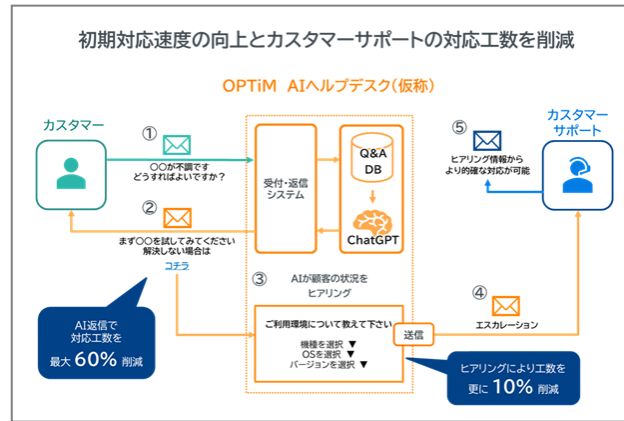
Tunnels

**OPTiM denshichobohozon, an AI-driven document management service:
Supports AI analysis of eligible invoice issuer registration numbers**



6/29/2023 Press release

**OPTiM AI Help Desk (tentative name)
announced:
An automatic inquiry response service
using generative AI**



6/21/2023 Press release

**OPTiM AI Camera:
Provided for Fukuoka Support, the official portal site of Fukuoka City, and Well Camera Net, a system for displaying the number of people waiting at the counter in Fukuoka City**



4/21/2023 Press release

1 FY03/2024 First Quarter Financial Review

2 Information on First Quarter Results

3 FY03/2024 Full-year Financial Forecast

4 Appendix

We aim to achieve record-high sales for the 24th consecutive year since our foundation.

net sales 10.21 billion yen
(110.0% YOY)

The Group's business model is based on a sales structure centered on stock-based licensing revenues.

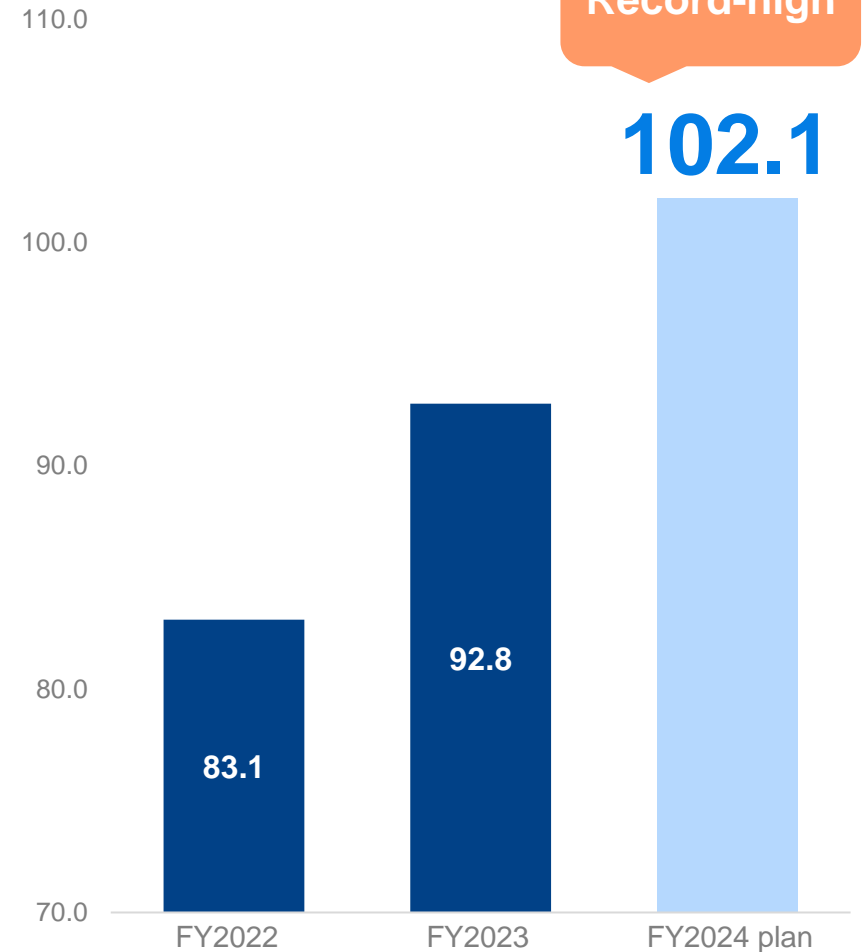
In mobile management services, business performance is steadily expanding against the backdrop of solid market expansion.

X-Tech services are growing substantially boosted by the rapid progress of DX in each industry.

Considering the above, we aim to achieve further expansion of stock sales in the current fiscal year as well as record-high sales.

Sales forecasts

(Unit: 100 million yen)



In order to become a central company in the Fourth Industrial Revolution, we target **record-high operating profit** while continuing to make aggressive investment for growth.

Operating Profit 1.94 billion yen

(Operating margin 19.0%)
(110.8% compared to the previous year)

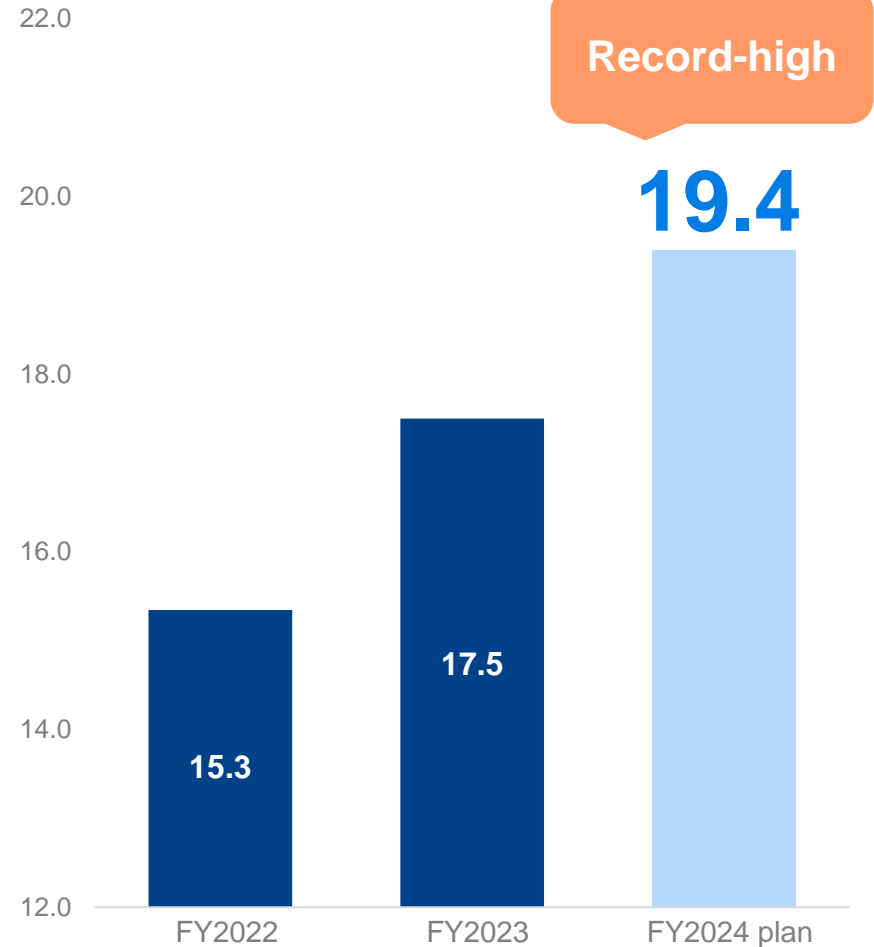
We will continue to make aggressive R&D investment in growth areas in the current fiscal year.

We aim to achieve record-high operating profit while making aggressive R&D investment against the backdrop of strong stock-type sales and profit growth.

In addition, we intend to invest flexibly and aggressively when good investment opportunities arise during the period.

Operating Profit Forecasts

(Unit: 100 million yen)



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 24th consecutive year** since our establishment.

In terms of profit, we aim to achieve **record-high operating profit** while making aggressive investments for growth.



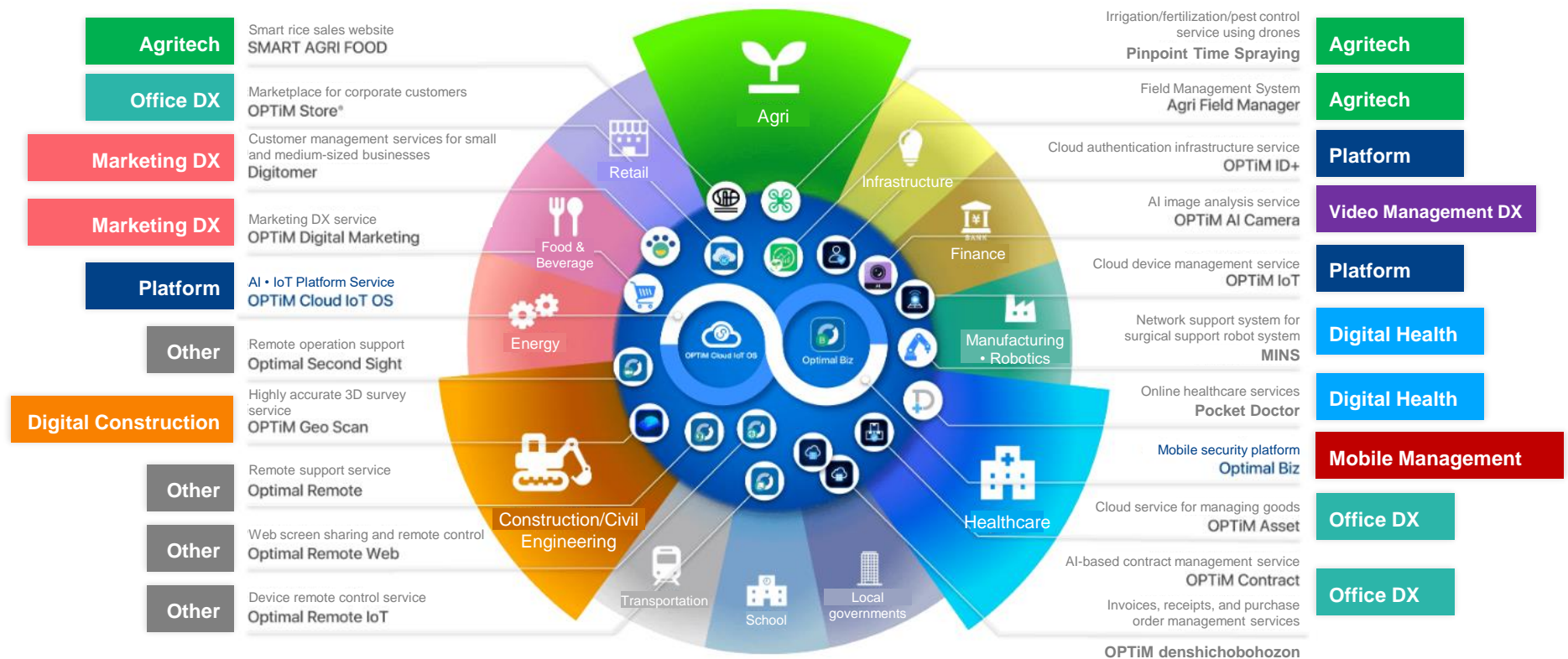
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2 Information on First Quarter Results

3 FY03/2024 Full-year Financial Forecast

4 Appendix

OPTiM is a company that continues to create new value using AI, IoT, Cloud, Mobile, and Robotics, promotes DX in all industries, and realizes a prosperous and sustainable future for all people





Optimal Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



Domestic MDM Market

No. **1**^{*1}

for 12 consecutive years

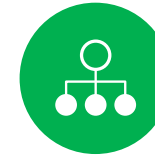
Optimal Biz solves a wide range of issues in business use of smartphones and tablets



Measures against loss, theft, and information leaks



Efficient device usage



Asset management
Device monitoring



Security settings

Overwhelming success with more than

180,000 companies^{*}

^{*} June 25, 2019, our total

Average churn rate

about **0.5%**^{*}

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

^{*1} Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013), /Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2021 Results and FY2022 Forecast (Published in 2019 to 2022)

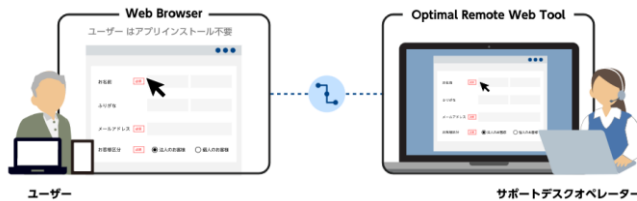


Optimal Remote series

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



Optimal Remote Web



Optimal Remote IoT



Optimal Second Sight



Unlimited reading of more than 1,000 magazines*1 for only 550 yen (tax included)!

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



"Boredom" caused by waiting time for customers is replaced by "enjoyment"

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

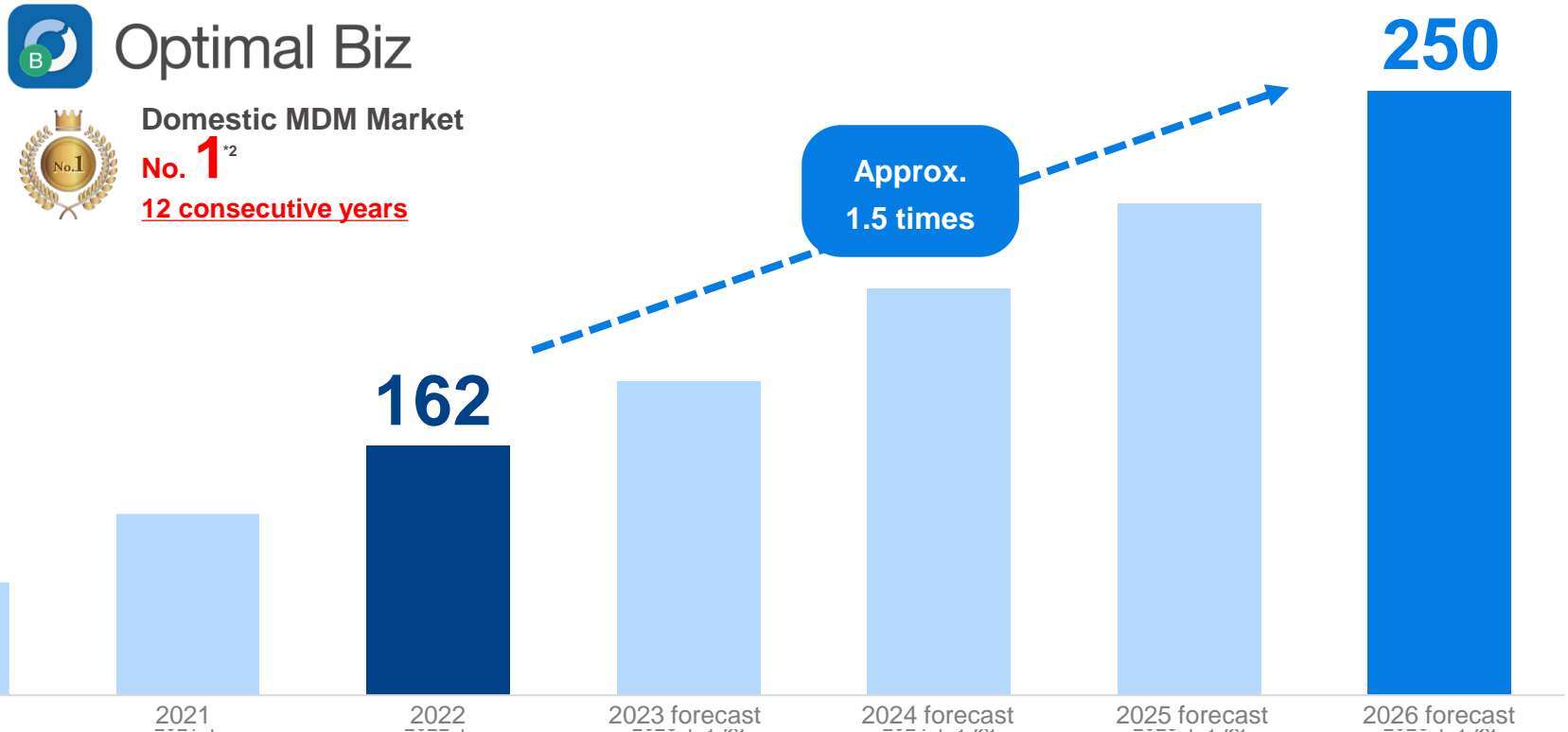


Unlimited use of PC software powered by OPTiM is an all-you-can-use PC software service that allows you to use a variety of software genres, from entertainment to dictionaries, as you wish for a fixed fee.

*1: As of March 2023

The market for mobile management services is expected to grow to **approximately 25 billion yen in 2026** (approximately **1.5 times** larger than the actual market size in 2022)*¹

(Unit: 100 million yen)



*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Collaboration and Mobile Management Software Market Outlook FY2022 Edition

*2 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd.,

Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014)/Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2021 Results and FY2022 Forecast (Published in 2019 to 2022)

4. Appendix Growth Strategy Mobile Management Service

Mobile management services are beginning to be used in new ways one after another in line with the spread of DX in society



(1) Utilization in the office



(2) Usage by business terminals



(3) Utilization in education



(4) Temperature measurement



(5) Telework



Optimal Biz

No. 1 market share*
in **all 20 industry** segments



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

Market trend by industry

No. 1 in 8 categories



No. 1 for the public sector



No. 1 for schools



No. 1 for public works



No. 1 for financial industry



No. 1 for distribution industry



No. 1 for service industry



No. 1 for telecommunication



No. 1 for manufacturing

No. 1 in 12 other categories

- EMM market and trend by mobile OS
- Market trends by managed mobile OS **2 categories**
- Mobile management market trend
- MDM market trend **2 categories**
 - Provision type(package/SaaS/ASP) **2 categories**
 - Market trends by managed mobile OS **3 categories**
 - Sales trend by user size **3 categories**

* Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2022" (<https://mic-r.co.jp/mr/02500/>) in FY2021. The No. 1 rank for the research was calculated by OPTiM.

We will continue to realize DX in all industries and sectors under the "OO × IT" concept



Medium-Term Management Plan

OPTiM

OO × IT

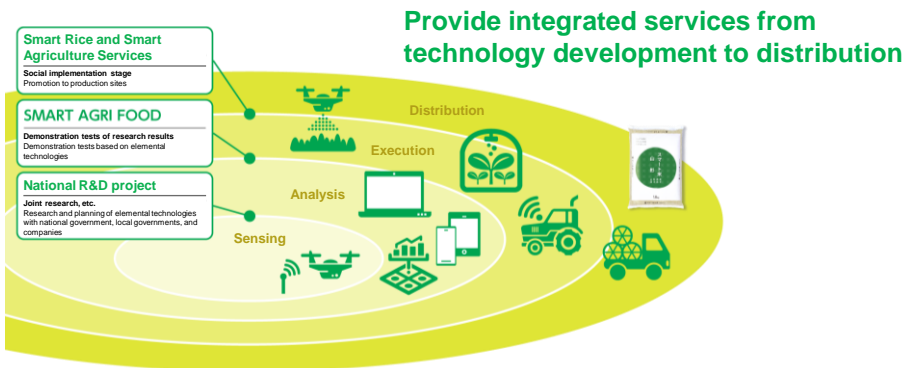
We will reinvent all industries into the fourth industrial revolution by combining each industry with IT (AI, IoT, etc.) through "OO × IT."

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

4. Appendix Growth Strategy X-Tech Service: Agritech

Efforts so far

Basic Research, Cultivation, Processing, and Marketing Services through R&D and Smart Agri-Food Project



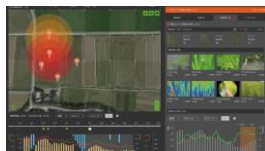
Agri-Contractor Services



Providing pinpoint time pesticide application services



Providing Drone-Based Seeding Technology



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



Streamlining operations through digitization and AI of contractor operations

Future Developments

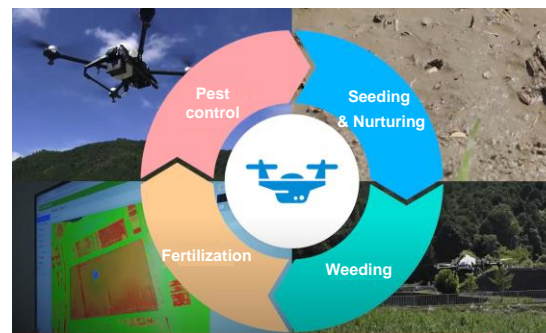
DX of the entire agriculture industry

Proactively collaborate with research institutes and local governments nationwide to expand DX for the entire agriculture industry



Expanding sales and applications of agri-contractor services

Providing consistent DX services for seeding/weeding/fertilization/pest control by drone



TAM
approx. **388.5**
billion yen*

* OPTiM calculated with reference to the "Next Generation Farm," "Agricultural Robot," and "Production Platform" sections of the market size forecast in Food & Agri-Tech in 2030 published by NOMURA Agri Planning and Advisory (NAPA).

4. Appendix Growth Strategy X-Tech Service: Digital Health

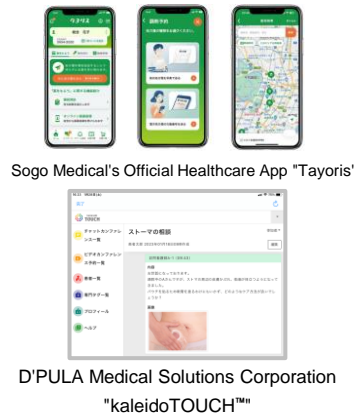
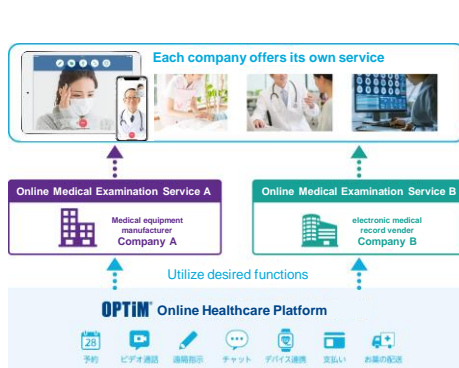
Efforts so far

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



Future Developments

Expand MINS development

OPTiM Cloud IoT OS's open platform-oriented functionality and diverse lineup of basic and general-purpose modules for providing AI and IoT services are leveraged as the foundation for MINS™.

● Things we can achieve with MINS™

- 1 Trouble solving through remote support** (In operation)
 - Collection of log data of functions
 - Real-time support
- 2 Improved efficiency of surgery by data analysis** (Under development)
 - Collection of operational status information
 - Grasping information of setting
 - Big data analysis
- 3 Support for data recording of medical techniques and transfer of them to the next generation** (Under development)
 - Transfer and improvement of medical techniques

● Future development

● Expand domestic deployment of MINS™

Expand the number of facilities installed in conjunction with the installation of hinotori™.



Image provided by Medicaroid Corporation

Widely deploy as a platform for solving healthcare issues

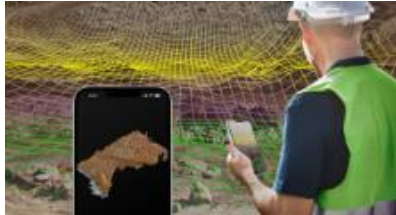
Widely deploy online healthcare platform to related services

TAM*1
approx. **150.0**
billion yen

*1 Calculated by OPTiM based on 2, 3, and 4 below
 *2 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).
 *3 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.
 *4 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

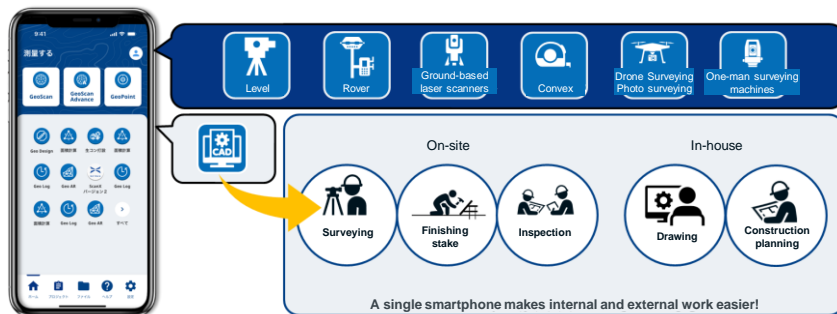
Develop and expand sales of DX services for construction and civil engineering



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



Launched the OPTiM Geo Scan platform that enables not only civil engineering surveying but also many other tasks required at construction sites using a smartphone



Future Developments

DX of the construction and civil engineering industry

- 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.
- Continue to promote LANDLOG business and development with EARTHRAIN by providing OPTiM Cloud IoT OS.

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*1
360.0
billion yen

*1: Calculated by OPTiM from 1.3 million construction companies that can be prime contractors for civil engineering work, taking into account the size of the company

Plans to officially release and expand the world's first prototype of externally connected LiDAR survey sensor



4. Appendix Growth Strategy X-Tech Service: Marketing DX

Efforts so far

Established YURASCOPE Co., Ltd. through M&A of K.K. YURAS



Established YURASCOPE Co., Ltd. through M&A of K.K. YURAS, which possesses expertise in the introduction and development of the "MA Series" cloud CRM service.

Further accelerate the promotion of the marketing DX domain.

Provide OPTiM Digital Marketing and the smartphone app

OPTiM Digital Marketingの特長

<p>No.1</p> <p>コンテンツを最適なタイミングで配信</p> <p>顧客の嗜好や属性に合わせた多様なコンテンツ、最適なタイミングで配信し、リアクティブに効果最大化します。</p> <ul style="list-style-type: none"> 顧客セグメントに応じたメディア配信 インターネット・スマートフォンなどの運用管理 マーケティングの効果を測定 	<p>No.2</p> <p>マルチテナント/ECサイトでの運用・構築を支援</p> <p>異業種/ECサイトなどのデータ管理と対応、様々な店舗・業種に対応したマルチテナント方式で実装運用します。</p> <ul style="list-style-type: none"> 様々な企業の組織構造に応じたマルチテナント方式 ECサイトの構築 運用支援 	<p>No.3</p> <p>顧客満足度を高め、収益の拡大に貢献</p> <p>会員データを一元管理し、データに基づいた分析から顧客満足度を高めることで収益の拡大に貢献します。</p> <ul style="list-style-type: none"> 購買履歴・行動履歴から商品の嗜好性を把握 アフィリエイト 商品と顧客属性から自動分析 顧客対応の自動化
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Launched cloud services and smartphone applications to optimize and streamline corporate marketing initiatives centered on CRM.

Future Developments

Gov tech: Saga City Official Super App



TAM*1
佐賀市 approx. **170.0** billion yen

Released the beta version of "Saga City Super App" on April 15 to the public allowing users to complete all services of Saga City with a single app.

New services are scheduled to be launched one after another.

Restaurant tech: Accelerate efforts with major companies in the restaurant industry



TAM*2
ぐるなび approx. **60.0** billion yen

Aiming to realize services that accelerate the restaurant industry DX by working with major companies in the restaurant industry and linking with mobile ordering and reservation systems.

Stadium tech: SAGA Sunrise Park App



TAM*3
SAGA SUNRISE PARK approx. **130.0** billion yen

Launched on April 24, an app for conveniently enjoying Saga Sunrise Park, which opened in 2023. This app provides restroom congestion information linked to AI cameras and 1-drink service for visitors arriving on foot.

*1 Calculated by OPTiM based on the number of municipalities in Japan.

*2 Calculated by OPTiM based on the number of chain stores and individual stores.

*3 Calculated by OPTiM based on the number of sports fields, stadiums, and other facilities.

Efforts so far

Provide services that fit the spread of electronic contracts and office DX

AI Contract Management Service

OPTiM Contract



- By acquiring contract names and terms and automatically notifying contract cancellation and renewal deadlines, AI prevents omissions in decision-making and performance, thereby streamlining contract management. Expanding to all industries and business categories
- Cloud Sign and Docusign, etc.
- Already linked with 5 electronic contracting services
- Acquired Certification of Legal Requirements for Electronic Transaction Software from JIIMA

Expand coverage to include forms and documents in addition to contracts

AI Transaction Information (Forms) Management Service

OPTiM denshichobohozon



- Service to keep transaction information such as invoices, receipts, and purchase orders in accordance with the requirements of Electronic Bookkeeping Law and Invoice System
- AI analysis of transaction date, transaction amount, and counterparty name specified in each transaction information
- Allow staff in charge to handle transaction information storage and retrieval requirements without the hassle of inputting data
- Expanding offerings to all types of companies, no matter what the industry or business category, in a similar way to our contract management services

Future Developments

Widely accepted throughout Japan as an "essential service" indispensable to corporate operations

TAM
422.2
billion yen

Small to medium-size companies	Large corporations
159.2	263.0
billion yen*	billion yen*

- Many corporate clients feel that contract management and form management are essential, and many of them have adopted the service to improve their practical operations, not only in terms of electronic ledger storage, but also in terms of ledger entries and notifications to the person in charge.
- Therefore, we aim to promote the introduction of both contract and form management services to corporate clients of all sizes based on plans of various sizes.

* OPTiM calculated based on Activity Survey Preliminary Results (Aggregation related to companies, etc.) of Economic Census 2021 conducted by the Ministry of Internal Affairs and Communications.

The number of companies using the system is increasing toward January 2024 (expiration of the appeasement period of Electronic Bookkeeping Law)



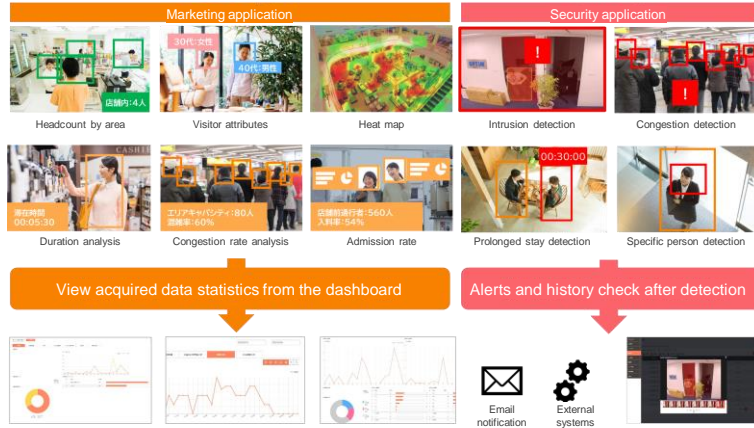
令和3年改正法令基準

- An increasing number of customers are considering the introduction of systems to comply with Electronic Bookkeeping Law, effective from January 2024 as well as Invoice System
- Preparing to obtain Certification of Scanner Preservation as well as Certification of Legal Requirements for Electronic Transaction Software from JIIMA. Scheduled to support both paper and electronic originals

4. Appendix Growth Strategy X-Tech service: Video Management DX

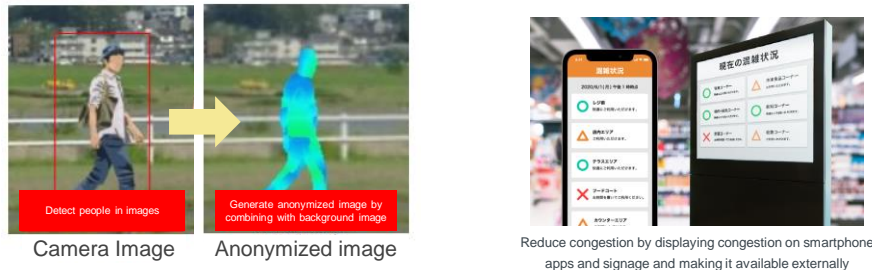
Efforts so far

Image analysis services for all industries "OPTiM AI Camera Enterprise"



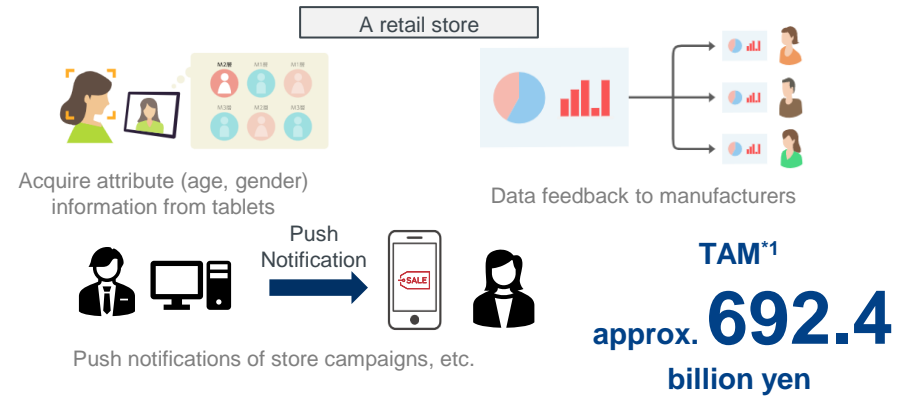
A packaged service that collects data from network cameras and analyzes images to support marketing and security applications

Privacy-conscious human flow analysis & congestion control "OPTiM AI Camera"



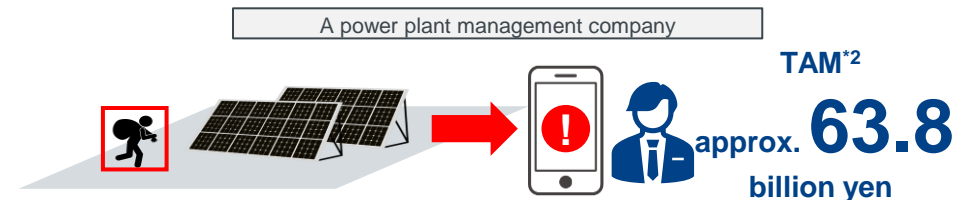
Future Developments

Marketing Application: Development from retail cases



A retailer is developing a business model in which it obtains tenant fees by feeding back marketing data to the manufacturer based on the image and movement of visitors in the store. We plan to propose a system to notify campaign information through a store application.

Security Application: Development from facility security cases



A power plant management company is using cameras to detect intruders as a measure against theft of facilities and equipment. We realized an efficient detection of abnormalities and smooth initial response.

*1 Source: OPTiM calculated based on Surveillance Camera Market Forecast and Next Generation Strategies FY2020 Edition published by Yano Research Institute Ltd.

*2 Source: Excerpted from Future Prospects for Security-Related Markets FY2020 Edition published by FUJI KEIZAI GROUP CO., LTD.

We aim to **achieve dramatic growth in our business performance** by expanding our X-Tech services in response to the rapid expansion of the DX market while steadily growing mobile management services.

Sales



Now



X-Tech service

- Agritech
- Digital health
- Digital construction
- Office DX
- Marketing DX
- Monitoring DX
and others

Mobile management service

- Optimal Biz

Future

