

Q2 FY03/2022 Investor Presentation

November 19, 2021
OPTiM Corporation
President Shunji Sugaya

- 1. Q2 FY3/2022 Financial Results**
- 2. Growth Strategy**
- 3. FY3/2022 Financial Forecasts**
- 4. Company Profile**

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 FY3/2022 Financial Results

.....

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

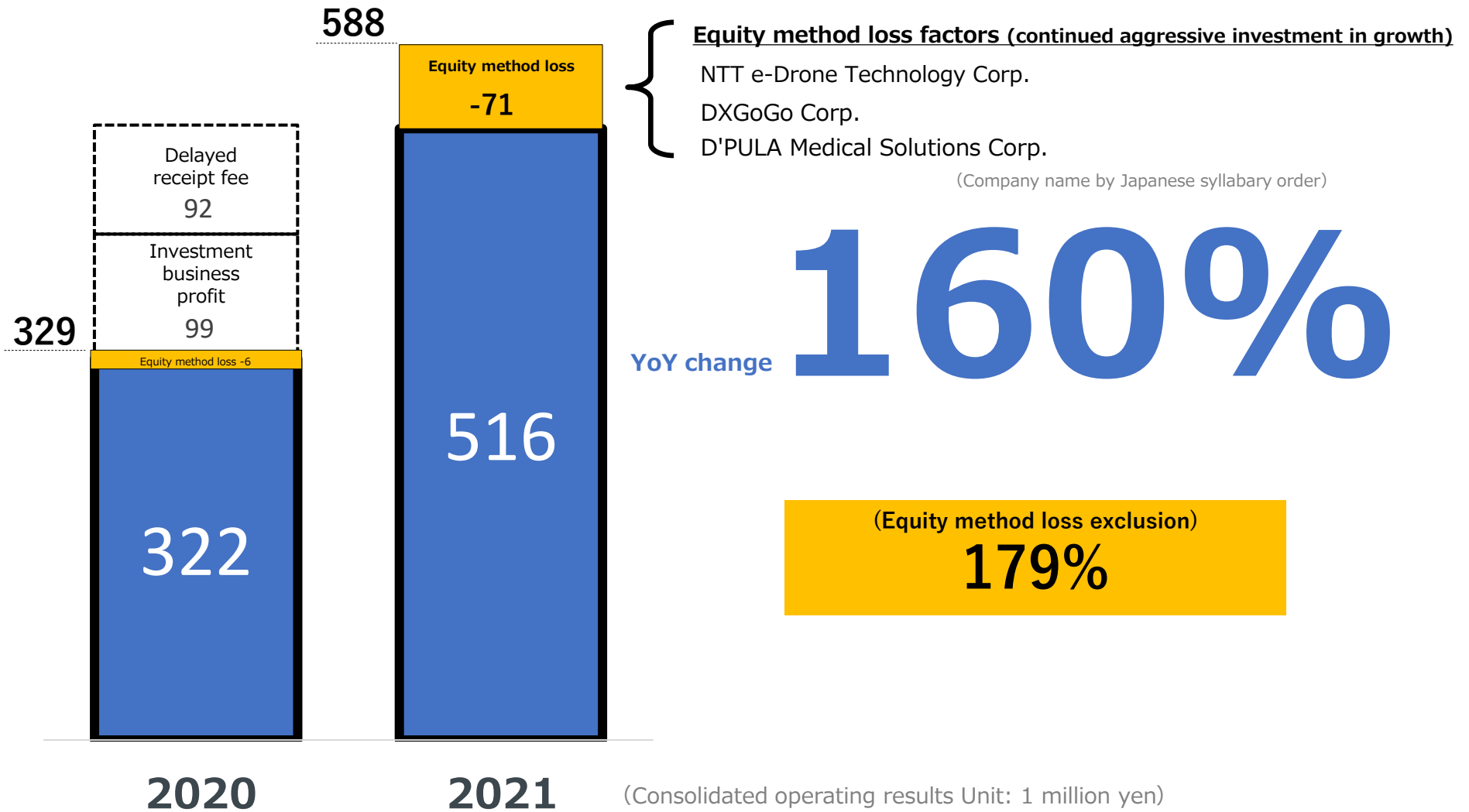
(Consolidated operating results Unit: 1 million yen)

	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.

Supplementary Explanation for Adjusted Profit : Ordinary Profit





持続可能な社会の実現に向けて ドローンの社会実装を推進

～地域の主要産業である農業を起点に推進～

<p>NTT 東日本</p> <p>ICT、進化する情報通信技術で 人々、社会をつなぐ</p> <p>NTTグループ、地域社会、パートナーとの繋がりを地域アセット（局舎・インサイト等）の強み</p>	<p>OPTiM®</p> <p>産業×AI・IoTの融合スマート 農業のリーディングカンパニー</p> <p>最先端の基幹技術とビジネスモデル創出の強み</p>	<p>WorldLink & Company</p> <p>ドローンと社会を 正しくつなぐ</p> <p>産業分野ドローン活用に関するソリューションコンサル、データ解析・レポートの強み</p>
--	--	---

Domestic flight controller development



Manufacture of domestic agricultural drone AC101



Providing domestic drone services

国産ドローンメーカーが提供する安心のドローンサービス

おまかせeドローン

農薬散布	写真&レーザー測量※2	抗腐剤散布※2	広域測量・空撮※2
ケーブルけん引	インフラ点検※2	農地作付け確認※2	順次提供予定

- 太陽光パネル点検
- 森林測量
- 河川・港湾・施設監視
- 災害確認 等

DX/IoT product business

全国の企業様に向けた
“コーポレートDXの加速”を
テーマとした商品企画事業



Business development business

課題解決 + ビジネス開発
農業、地方創生においては
AI・IoT・ドローンを活用



Corporate DX field

We will digitally transform various operations in the office through DX services.



OPTiM AI Camera

Visualizing store congestion
Corona infection and economic activity go hand in hand
【Feature】

- AI captures and visualizes people
- Privacy consideration, masking
- Counting the number of people, congestion detection
- Support of existing cameras



OPTiM Contract

AI automatically manages contract
Preventing loss due to omission of renewal
【Feature】

- Digital management of contracts
- Maturity and termination date alerts
- Linkage with electronic stamps
- Access control and security measures

Business DX field

We will work closely with you to address your issues and propose ways to enhance your existing business.



OPTiM Digital Marketing

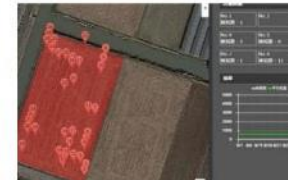
Strengthening customer contact and automating after-sales care in a single package
【Feature】

- Digitization of analog customer information management (including data migration)
- Automatic email and message notifications for new members, anniversaries, events, etc.
- Designing and granting of usage promotion and point policies, and setting of member ranks based on points
- Visualization of customer usage of campaigns, EC sites, and physical stores
- Flexible implementation according to business flow, and complete security with access restrictions and log

Using AI, IoT, and Robotics to realize profitable Agriculture



ドローンによる圃場の空撮



病害虫発生箇所の特定



ピンポイント農業散布

Smart Rice

Smart rice is rice grown using smart farming methods with no detectable pesticide residues, and we are working to expand the business of "smart rice" by using AI and drones to minimize the amount of pesticides sprayed.

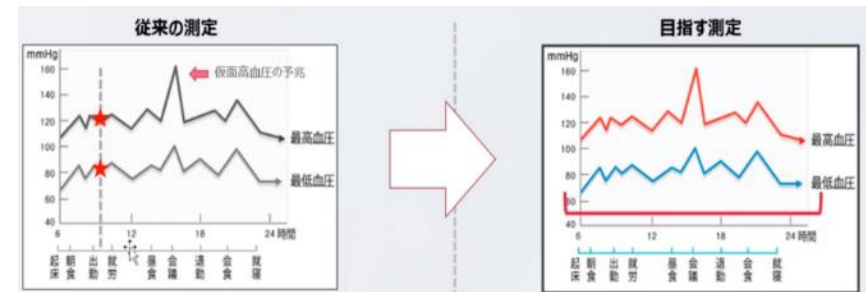


Core Service Concept

Digital Medicine Digital Therapeutics



Utilizing IT technology, it enables non-traditional treatment to promote behavior change of patients. (Third drug)



D'PULA Medical Solutions-Platform



Medical-information
guidelines



Big Data



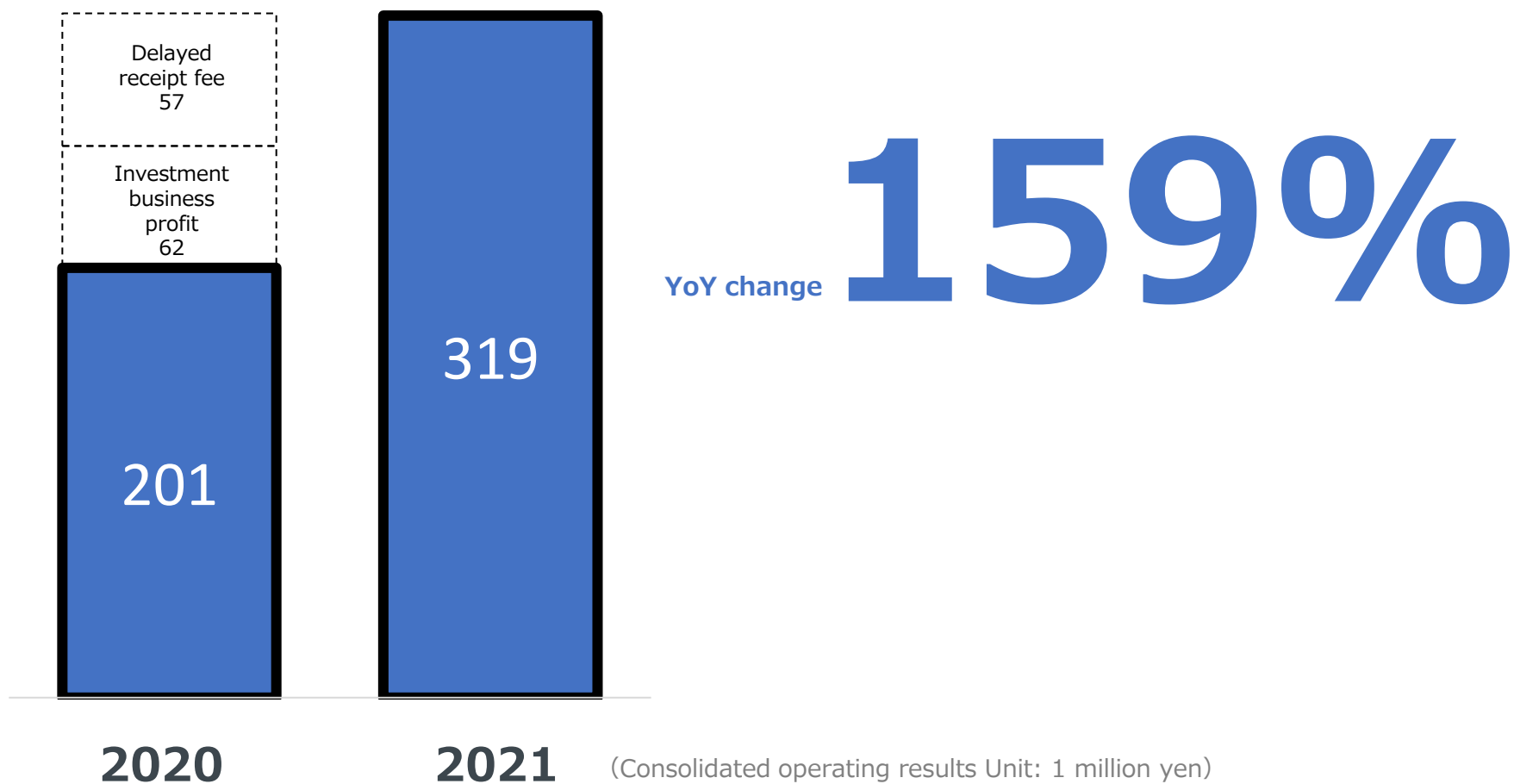
Medical-AI



OPTiM Cloud IoT OS



Supplementary Explanation for Adjusted Profit : Net Profit



Building Group Companies That Promote “○○x IT”

OPTiM®

OPTiM Group

OPTiM®

株式会社オプティム

Consolidated subsidiaries

Affiliated companies accounted for by the equity-method



株式会社オプティム
アグリ・みちのく

(OPTiM 95%:Michinoku Bank5%)



- Producing and selling crops in collaboration with producers using smart agriculture solutions



OPTiM Bank Technologies

オプティムバンク
テクノロジーズ株式会社
(OPTiM 95%:Saga Bank5%)



- Promotion of regional banks DX and regional DX
- DX fund



D'PULA Medical Solutions Corporation

ディピューラメディカル
ソリューションズ株式会社



- Providing healthcare IoT solutions



株式会社NTT e-Drone
Technology



- Promote the use of domestic drone services in each industry



株式会社ランドログ
マーケティング
(OPTiM 100%)

- Smart Construction Retrofit Kit Sales
- Marketing of DX solutions for construction

YURAScore

株式会社ユラスコア
(OPTiM 100%)

- Development and provision of marketing DX services



DXGoGo株式会社



- Supporting corporate DX with product planning utilizing AI and IoT

Fund

Digital Transformation Fund Investment
Limited Partnership No. 1

General Partner (GP) :
Sagin Capital & Consulting
OPTiM Bank Technologies
Limited Liability Partner (LP) :
Saga Bank
OPTiM

※New: Establishment in FY2020

■ 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

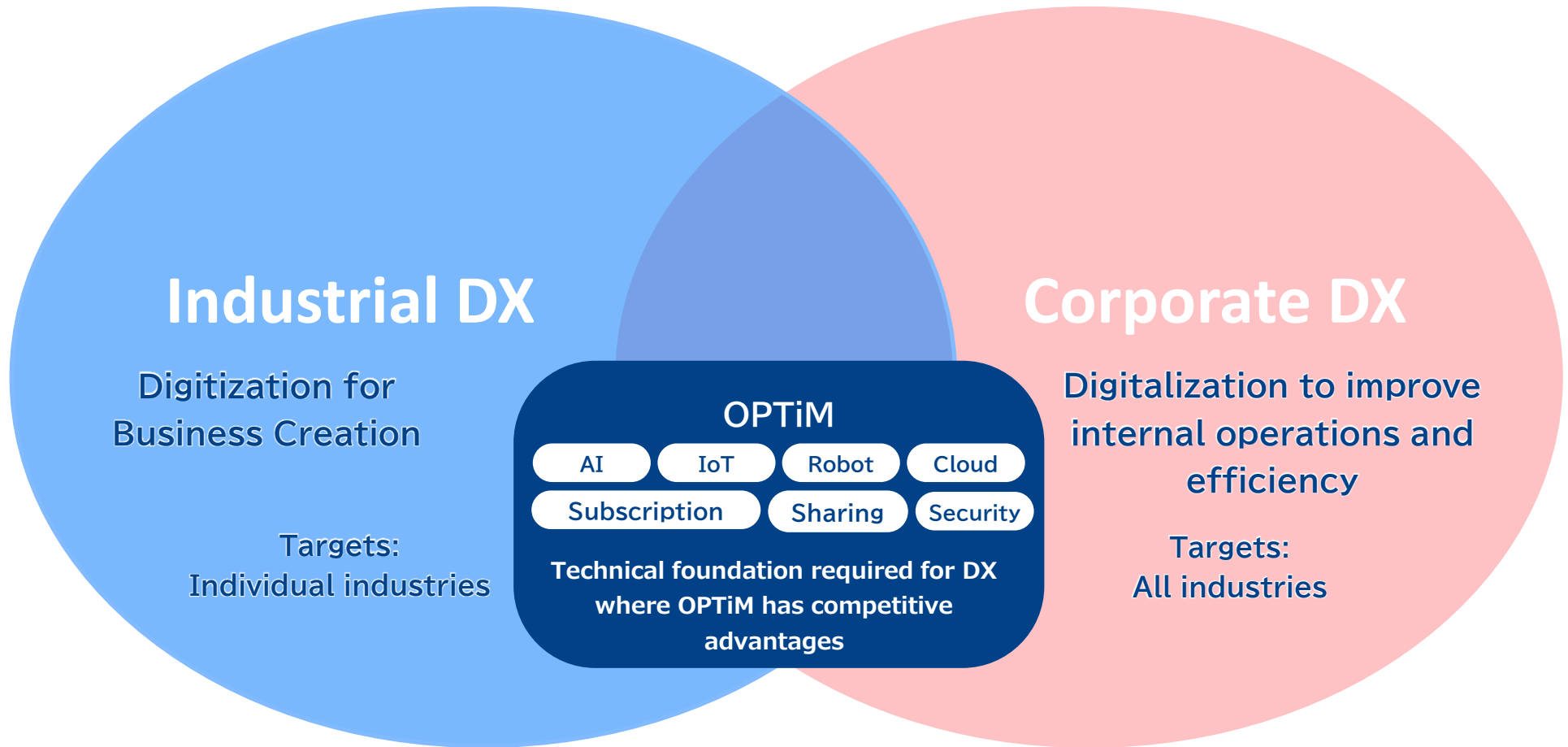
Medium-Term Management Plan

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.

Market Size to be Achieved by

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

$$45 \text{ billion units}^{\times 1} \times 300 \text{ JPY/month} =$$

(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 by acquiring 40% share of domestic market^{※3}

※ 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%.

Dramatic Increase in the Number of Devices Connected to OPTiM's AI/IoT Platform and Killer Services for Industry through the Promotion of the OOxIT Strategy

OPTiM®

Industrial DX

All industries

PC・Smartphone・Tablet



Camera



Construction

Construction machinery
• dump truck



KOMATSU
Landlog

Medical

Surgical robot



hinoto
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

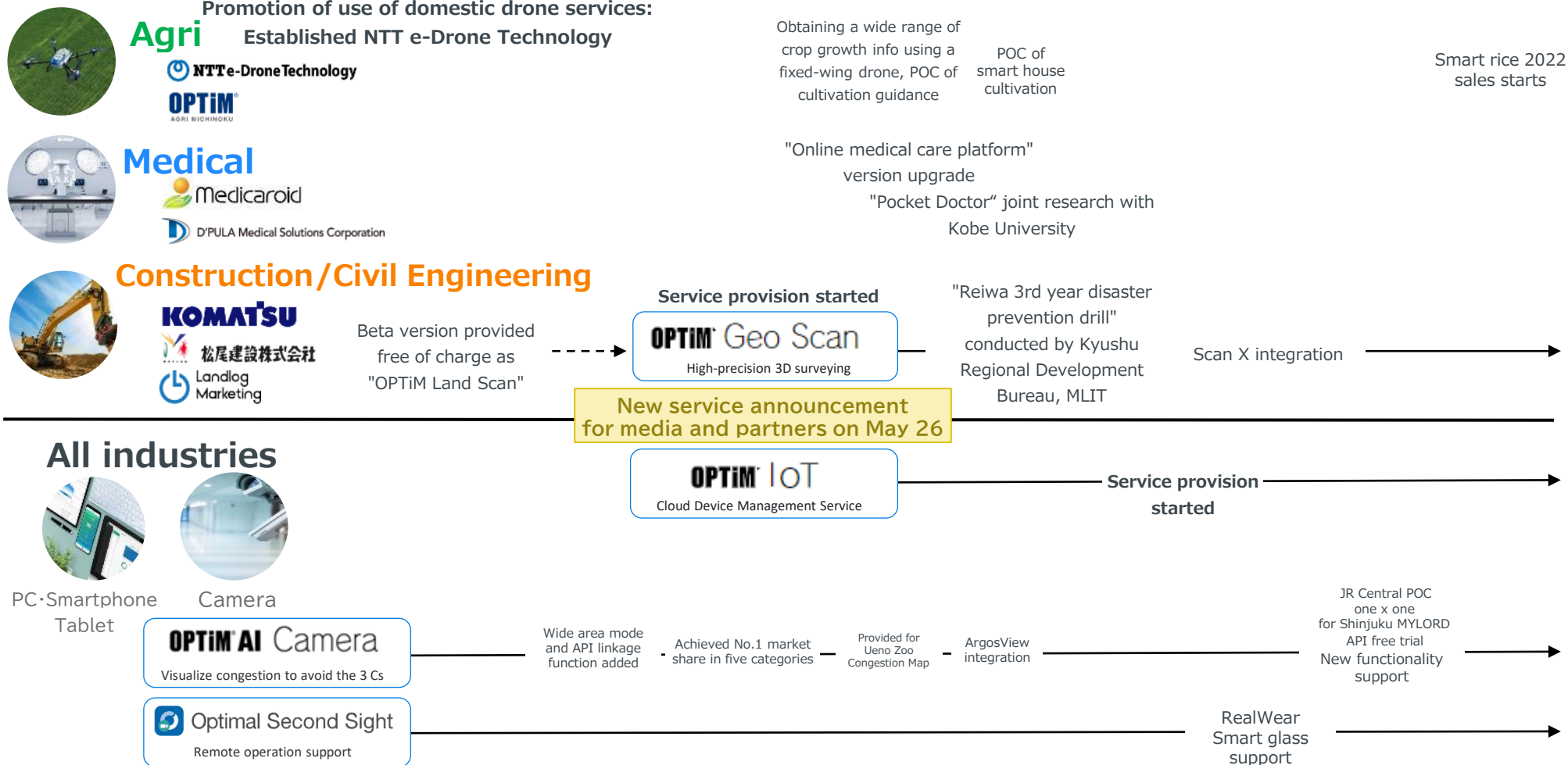
...
New services to be
launched one after
another

Industrial Services

Industrial DX : Progress and New Services

OPTiM®

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



Continue to promote device coverage and development of industrial killer services by further promoting OOXIT
 Aim to connect to 45 billion devices worldwide and provide industrial killer services

Industrial DX Strategy : Agriculture

OPTiM®

Efforts so far

Establishing a consumer- and producer-first business model. Rice is the largest single crop in the domestic market. Providing integrated services from cultivation to processing and sales (EC)



SMART AGRI
農業とITの未来メディア



Managing "SMART AGRI", the future media of Agri/IT. More than 2,000 organizations, mainly producers, have joined the Smart Agriculture Alliance, which was launched by OPTiM. Working together to promote the DX of agriculture as a whole.



Conducted many advanced joint research with Ministry of Agriculture, Forestry and Fisheries, local governments, and producers

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

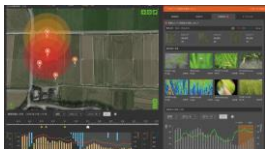
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



Providing pinpoint pesticide spraying and fertilization technology using drones (world's first, patented)



Providing Drone-Based Seeding Technology



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



Providing a Wide-Area Field Management System Using a Glider-Type Drone

Future Developments

DX of the entire rice industry

Providing DX services that cover the entire process from cultivation to processing, distribution, and sales of "smart rice" for which we have established know-how through cultivation and sales.



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

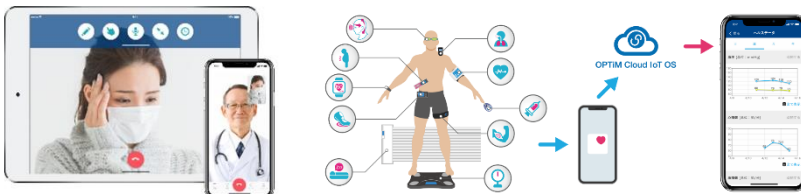
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



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)



SC retrofit kit
(Hydraulic excavator)



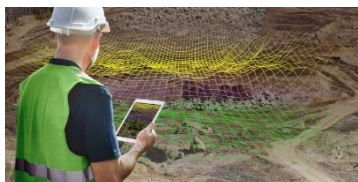
- Providing OPTiM Cloud IoT OS through LANDLOG led by Komatsu Ltd.
- Manage and analyze devices such as excavators, dump trucks, drones, and various edge devices
- 55 companies provide applications

Establishment of Landlog Marketing

- Established Landlog Marketing (LLM) to support the spread of LANDLOG and to develop OPTiM's construction and civil engineering solutions
- Established 10 dealers and 2 support dealers as a partner network
- Developing Komatsu's retrofit service



DX service development for construction and civil engineering



Joint development and provision of 3D survey service "OPTiM Geo Scan" using iPhone with Kyushu's largest general contractor Matsuo Construction Co., Ltd.

Future Developments

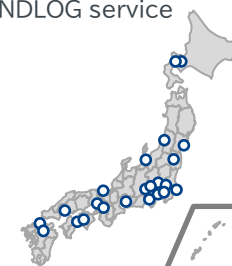
LANDLOG promotion with EARTHRAIN

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

LANDLOG Marketing development

- Business collaboration with EARTHRAIN and LANDLOG service through Landlog Marketing
- Establish nationwide sales channels
Aim for 100% area coverage*

※ Sales and local support system within 2 hours



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

- Development and promotion of construction and civil engineering DX services centered on OPTiM Geo Scan
- Provided to 360,000 target construction-related companies *, mainly through LLM channels

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

TAM
360
billion yen

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

OPTiM AI Industry



OPTiM AI Camera



OPTiM AI Camera Enterprise



Agri Field Manager



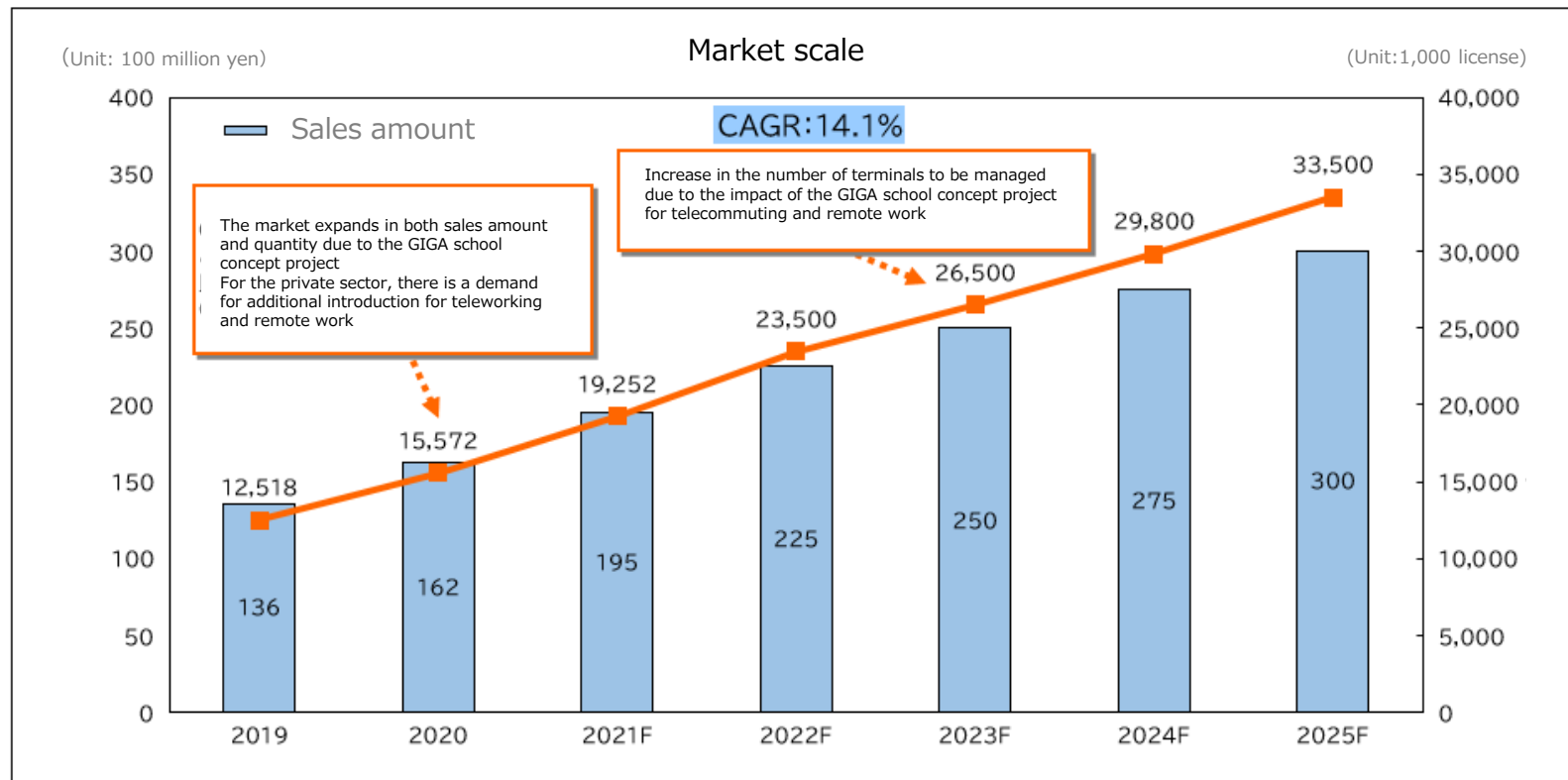
OPTiM Cloud IoT OS

※ “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 Optimal Biz (MDM) Market Continues to Grow in an Era Where Digitalization of Office Operations Requires More Sophisticated Security Operations

The MDM (Mobile Device Management) market is expected to continue to grow at a steady pace. ※1 **OPTiM has a 30%-40% share of the market** and has become the de facto standard.

Mobile management market trend



※ 1 Techno System Research, March 2021, "2020-2021 Endpoint Management Market Marketing Analysis"



国内MDM市場

11年連続

No.1 を獲得^{※3}

業界別 **全20部門** でもシェア**No.1**^{※4}



※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「合計売上高」2011年度～2012年度実績。
「コラボレーション・コンテンツ・モバイル管理パッケージ」の市場展望 (MDM・MaaS・ASP含む) 2013年度～2017年度実績。
「コラボレーション・モバイル管理ソフトの市場展望」MDM出荷ID数 (SaaS・ASP含む) 2018年度～2020年度実績および2021年度予測あり。

※4：デロイト トーマツ ミック経済研究所 2021年度版「コラボレーション・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オプティムが集計。

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

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

Optimal Remote IoT

Simple, High Security Remote Control Service for IoT

OPTiM ID+

Cloud authentication infrastructure service that adds security to IDs

OPTiM Digital Marketing

Marketing DX service that provides enhanced contact with customers

OPTiM Contract

Cloud contract management service that uses AI to reduce contract management

...

Scheduled to launch new services one after another

Corporate DX Platform

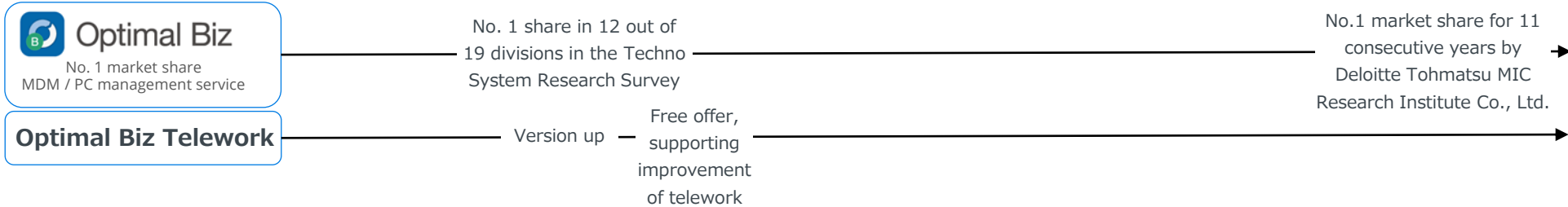
Overwhelming customer base of approximately
180,000 companies

...

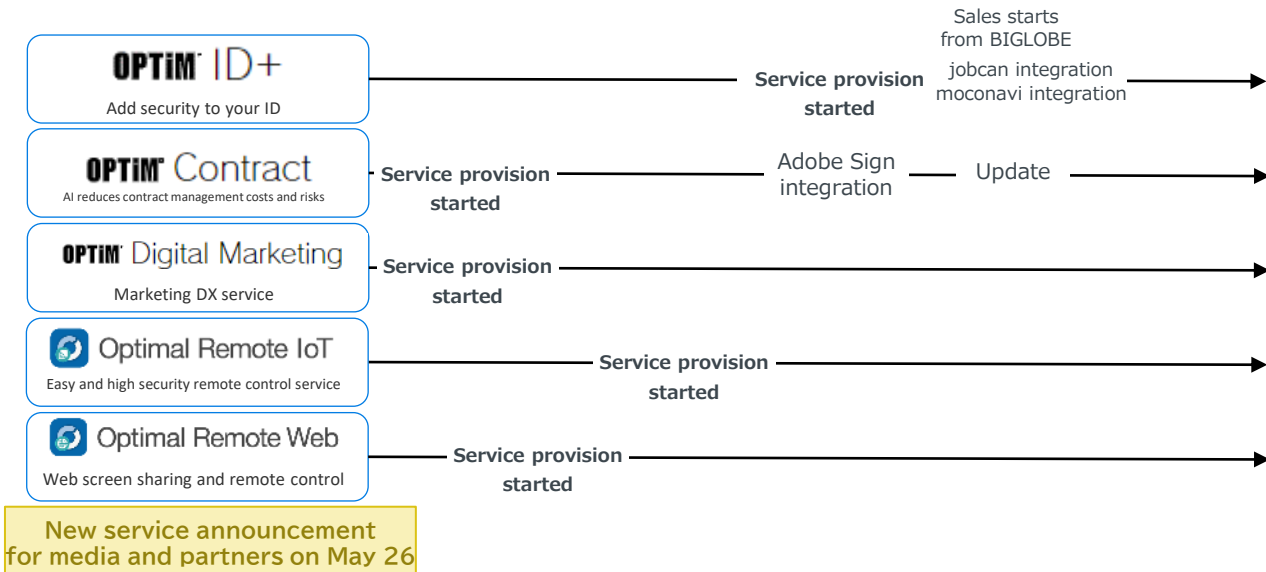
Expanding to more customers

Corporate DX : Progress and New Services

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



New services of Corporate DX



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

「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

2020年12月時点

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	M.E	190.7	27	27	1.333	大手IT企業



◆ Patent image

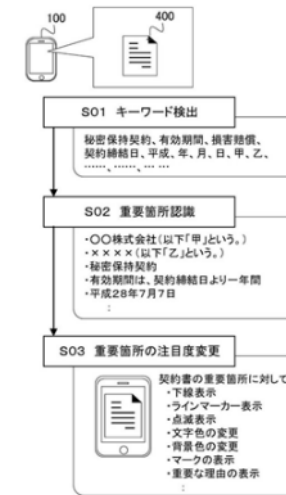


図1: 本発明による契約書解析の処理内容

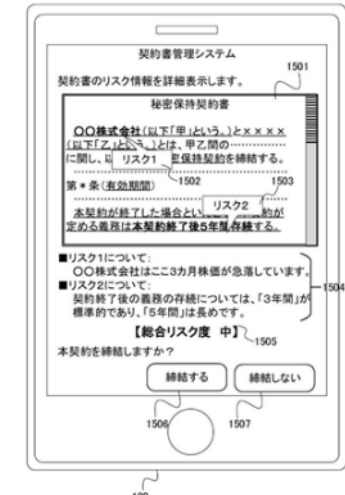


図2 本発明の実施例: 契約に関するリスク表示

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

2021.10.25 press release

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.



What OPTiM defines as IT

**AI • IoT • Robot • Cloud (Big Data) •
Subscription • Sharing • Security**

Major Investments Required for the TAM of 160 Trillion Yen and Their Usage

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

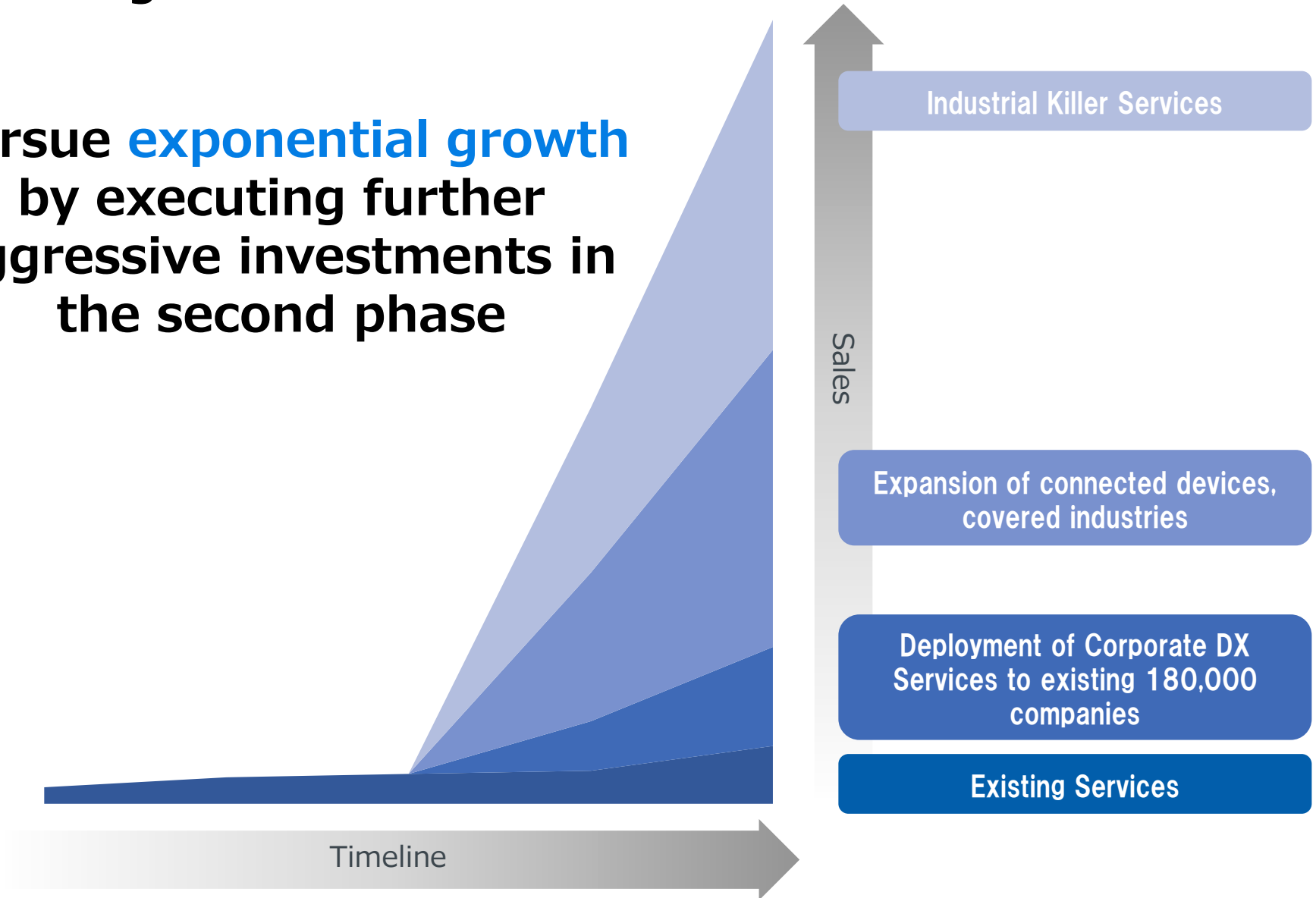


Toward the TAM of 160 Trillion Yen

Continue **aggressive growth investment** while securing profits

Growth Image

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



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	
<div data-bbox="203 455 393 644"> </div> <div data-bbox="203 664 393 852"> </div> <div data-bbox="203 872 393 1061"> </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="91 329 281 519"> </div> <div data-bbox="292 329 482 519"> </div> <div data-bbox="91 519 281 709"> </div> <div data-bbox="292 519 482 709"> </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="182 768 372 958"> </div>	<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 data-bbox="91 1090 281 1280"> </div> <div data-bbox="292 1090 482 1280"> </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>

FY3/2022 Financial Forecasts

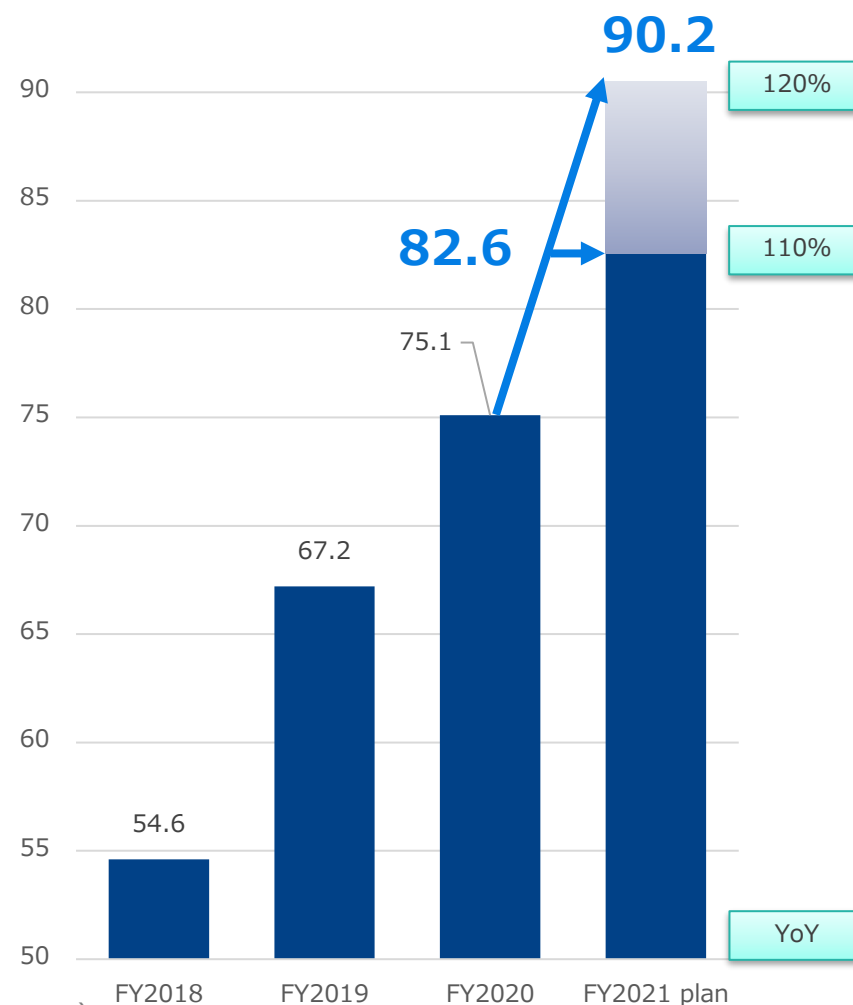
.....

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.

FY3/2022 Financial Forecasts – Profit Plan

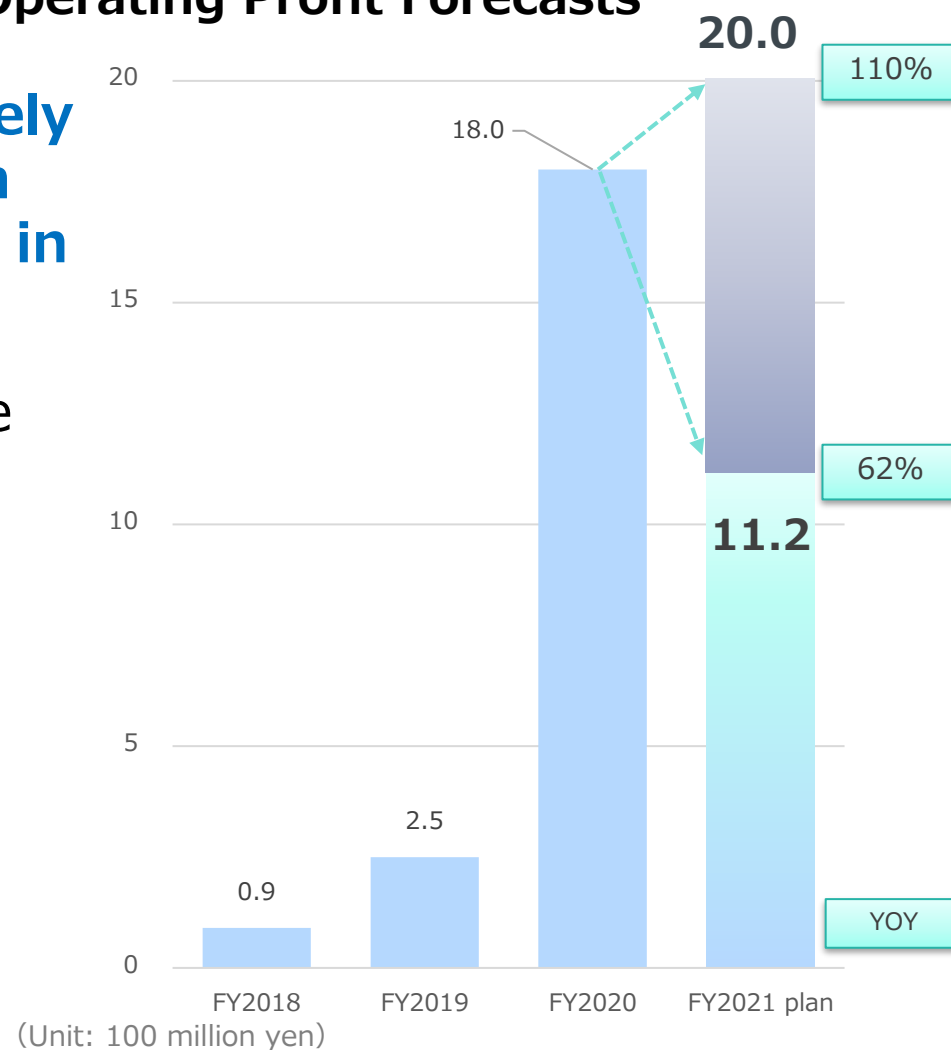
We will continue to invest aggressively in growth while securing profits in order to become a leading company in the 4th Industrial Revolution.

Planned for operating profit in the range of 2.00 billion yen to 1.12 billion yen
(Operating margin 22% to 13%)
(110%~62% compared to the previous year)

The operating profit margin is expected to be around 20%, as we will be aggressively investing in growth, promoting “Industrial DX” and “Corporate DX” initiatives, further promoting “OO x IT” and aggressively developing new markets.

On the other hand, we plan to aggressively invest in growth even if the sales plan is affected by coronavirus, which is difficult to predict as of now. In consideration of these, we will adopt forecast disclosure in the range format as well as sales.

Operating Profit 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.

Company Profile

Basic Data

- Corporate name: **OPTiM Corporation** (Tokyo Stock Exchange, First Section: 3694)
- Established: **2000**
- Offices:
 - OPTiM TOKYO (Tokyo head office)
 - OPTiM SAGA (Saga head office, located in Saga University)
 - OPTiM KOBE
- President: **Shunji Sugaya**

(Saga University, Faculty of Agriculture guest professor)

- Total staff: **601** (as of October 2021, including contract and dispatch staff)
 - Average age: 32.2
- Major Stockholders
 - Shunji Sugaya, NIPPON TELEGRAPH AND TELEPHONE
 - FUJIFILM Business Innovation



Tokyo Head Office

Saga Head Office



We make the Net
as simple as breathing.

President, OPTiM Corporation

Shunji Sugaya



“We make sure Network devices work for you.”

Under the concept of **“We make the Net as simple as breathing,”** OPTiM's mission is to make the Net itself be like air, something you use without noticing it. In addition, we want to open the Internet, an indispensable infrastructure, to anyone regardless of IT literacy. Since the day of our establishment, we engage in developing products so that everyone can enjoy the creativity and convenience the Internet brings.

With a wealth of technological capabilities based on **Intellectual Property Strategy** and **Business Creativity**, we have always provided innovative services and pioneered new markets. As a **Market Leader in AI, IoT, and Big Data**, we are promoting strong **Business Development** with top players in each industry. In the domestic market, we have established the business model based on **abundant license revenue**, with **services with the largest market share**.

Strengths	Description
1. Abundant technical ideas	Develop functions, products, services, and business models based on patents that are the first of their kind in Japan and the world (OPTiM's president was awarded the first place in the scale of individual patent assets in the information and communication field ^{※1})
2. Advanced Technology	Realize new ideas by using license revenue for investing in research and development in the next generation of IT technologies for AI, IoT, Cloud, Security and Robotics.
3. Service planning, development and operation capabilities	The ability to plan products realized with new ideas and turn them into generalized packaged services. To plan, design, develop and operate services with features, prices and service models that meet customer needs
4. Strong license revenue	Robust licensing revenue through a subscription business (a model that allows users to receive services for a fixed period of time by paying a fee) that includes "Optimal Biz," the No.1 MDM service in Japan for 11 consecutive years ^{※2} , and "Optimal Remote," which has the largest number of users in Japan.
5. Consulting Capabilities	Strong consulting skills to understand the market environment of our partners and work with them to create innovation and new services using OPTiM's technology
6. Business Creativity	Business creativity to commercialize new products and services in cooperation with many partners, including industry leaders, communication carriers, and printer manufacturers, or to develop business on a large scale

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

※2 Research report by Deloitte Tohmatsu MIC Research Institute Co., Ltd.
<https://www.optim.co.jp/newsdetail/20211110-pressrelease-01>

Company Strength: Intellectual Property Strategy

- OPTiM possesses **abundant intellectual property**
 - **Shunji Sugaya is ranked the No. 1 individual** in patent asset scale ranking in the information and communications field. (As of November 2021, research by Patent Result Co., Ltd.)
- He was awarded the “**Intellectual Property Achievement Award**” by **Patent Office of METI** in April 2018
- We are developing innovative activities that effectively utilize our intellectual property in all aspects, including entry into new business fields, business diversification, and global expansion
- 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



(Reference: Excerpts from the points of receiving the Intellectual Property Achievement Award, Director-General of the Japan Patent Office)

OPTiM creates new technologies, conducts research, and development, while incorporating those technologies, and uses the results to create products and services, as well as the patent rights acquired in the business model, to differentiate and secure a competitive advantage.

Our technology is being used all around you.
AI automatically connects you to the Internet.



Customers using a smartphone or computer can receive support remotely from the call center.



Number of users
Japan No. 1

au = SoftBank

FLET'S 光

フレッツ 光

BBIQ

SBI 証券

MDM・PC Management Service

OPTiM®



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



※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。
【コラボレーション/コンテンツ・モバイル管理パッケージソフトの市場動向】MDM出荷台数(SaaS・ASP含む)2013年度～2017年度実績。
【コラボレーション・モバイル管理ソフトの市場動向】MDM出荷台数(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年度実績【コラボレーション・モバイル管理ソフトの市場動向 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が集計。



Measures against loss, theft, and information leaks



Security settings



Efficient device usage



Asset management
Device monitoring

Overwhelming success with more than

180,000 companies※

※ June 25, 2019, our total

Average churn rare about

0.5%※

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

No.1 MDM service in Japan for 11 consecutive years

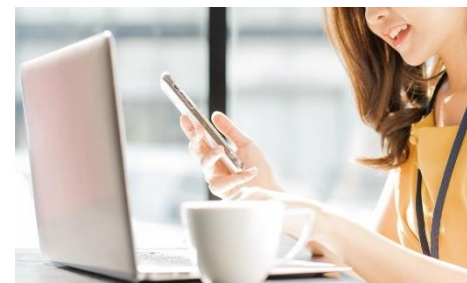
Increasing Use of Smartphones and Tablets in Business **OPTiM®**



① GIGA school concept



② Telemedicine service



③ Telework



④ Anti-Corona service



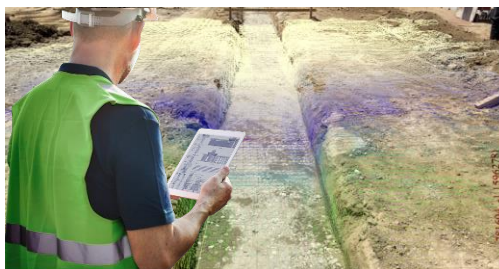
— Expanding the possibilities of mobile —



⑤ Check the congestion status of the store



⑥ Cashless payment

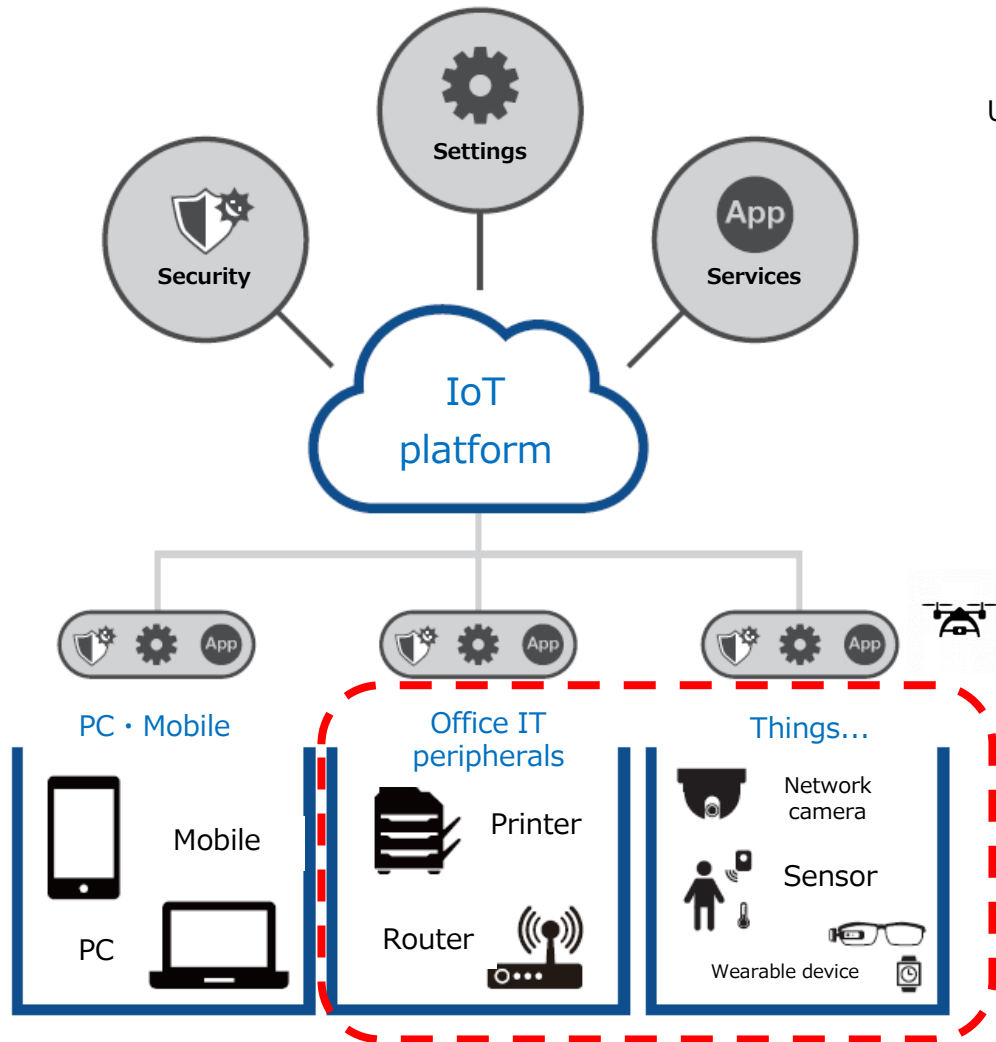


⑦ Utilization in construction, civil engineering, agriculture, etc.

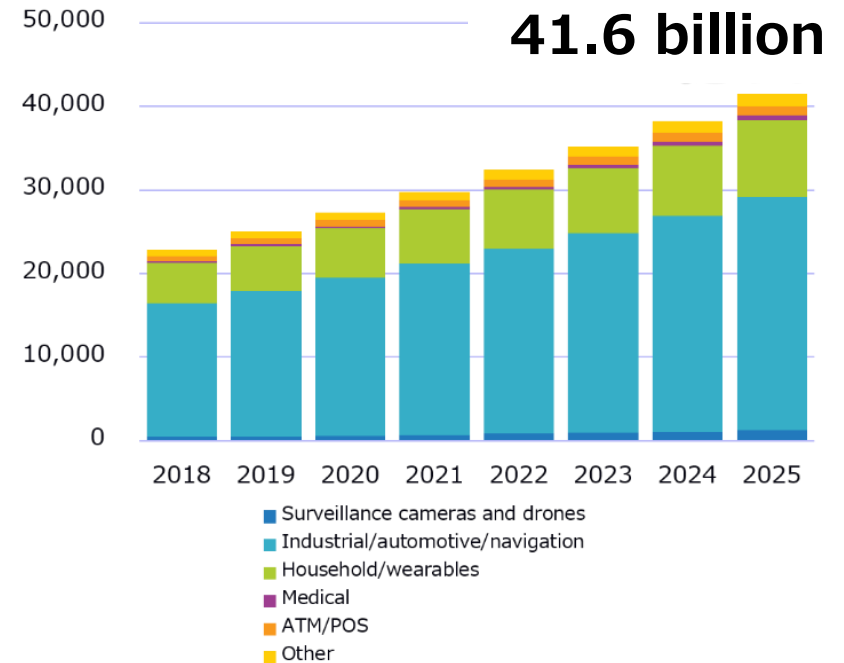


⑧ Remote support in business

Providing IoT(Internet of Things) Platform



Global IoT Device Install Base Forecast
Unit: million



Source
IDC 2019 Domestic Data Ecosystem / Player Analysis Related to Data as a Service:
Focusing on IoT-related operators
<https://www.idc.com/getdoc.jsp?containerId=prJPJ45371219>

IoT (Internet of Things) is expanding rapidly

Providing AI/IoT Platform (...starting from IoT platforms)

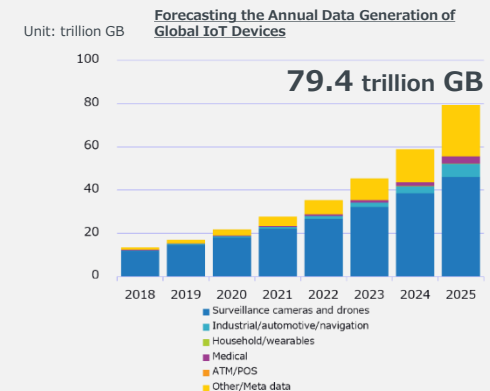
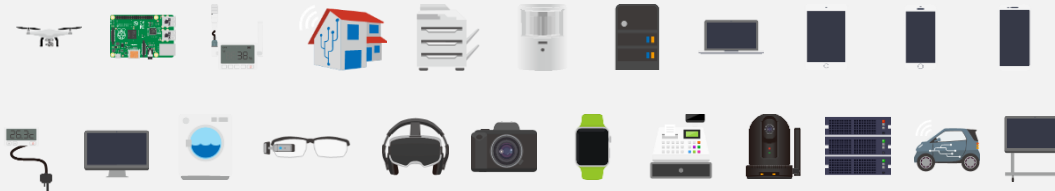
41.6 billion IoT devices generate **about 80ZB of data**, IDC predicts 2025
(ZB = about 1 trillion times 1GB)



79.4 trillion GB

**The use of AI to guide useful
information becomes essential**

**The explosive growth in the amount of data associated with
the spread of the Internet of Things (IoT)**



Source IDC 2019 analysis of players in the domestic data ecosystem / Data as a Service: with a focus on IoT-related operators <https://www.idc.com/getdoc.jsp?containerId=prJP45371219>

Providing AI(Artificial Intelligence) Package Services

OPTiM®

OPTiM AI Camera Enterprise



OPTiM AI Camera



OPTiM AI Camera Mobile

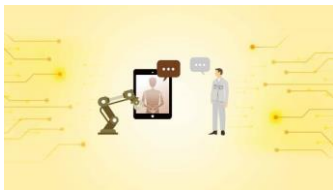
スマホ・タブレットを使って始められる
AI画像解析サービス



OPTiM AI Voice Recorder



OPTiM AI Guide



Optimal Second Sight



OPTiM AI Research



OPTiM AI Store



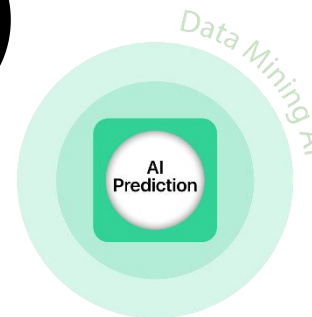
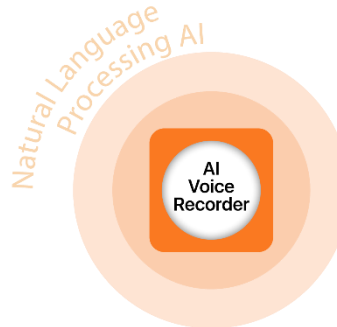
OPTiM AI Signage



OPTiM AI Marker



OPTiM AI Creator



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

OPTiM® AI Industry



OPTiM® AI Camera



OPTiM® AI Camera Enterprise



Agri Field Manager

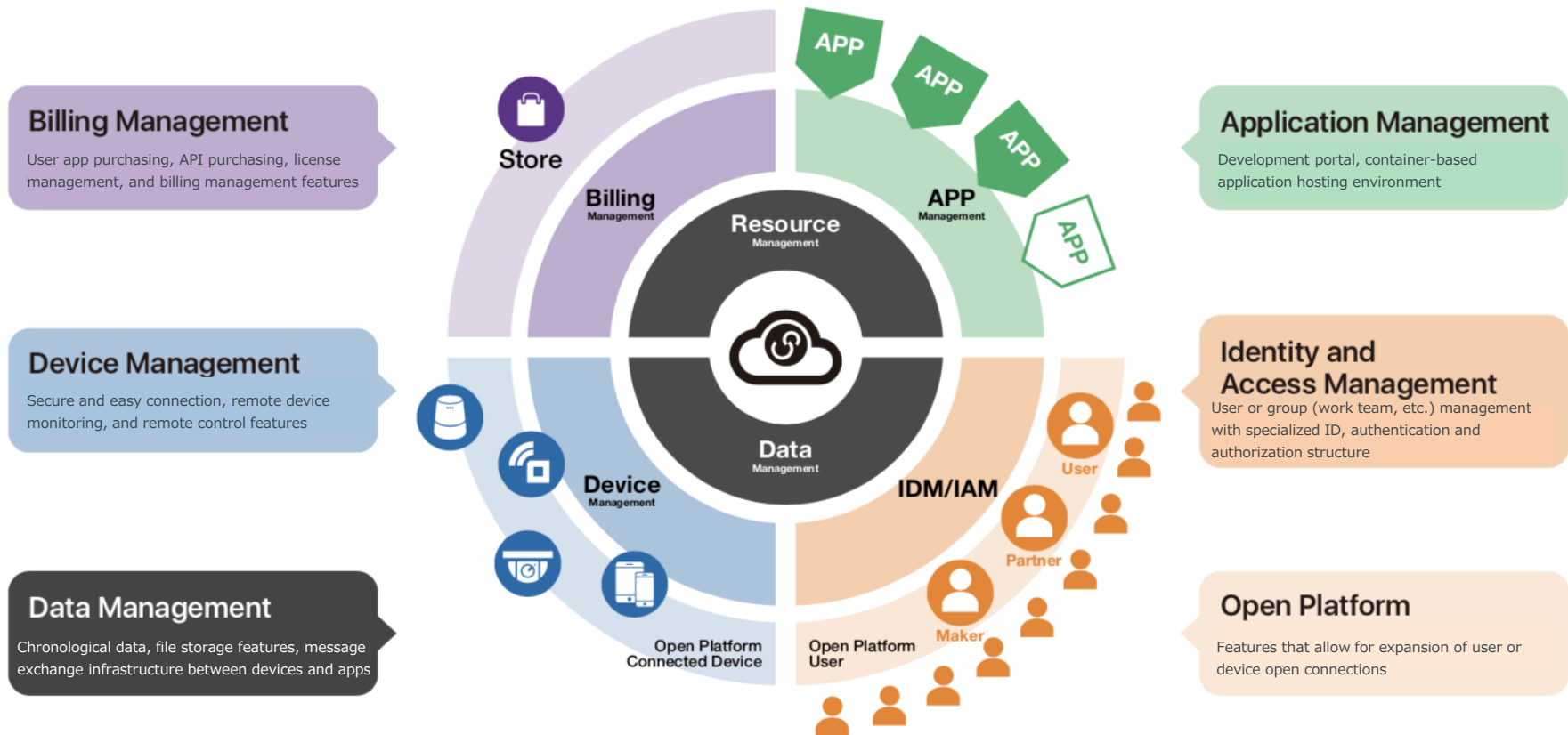


OPTiM Cloud IoT OS

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

Platform for players who want do platform business

Equipped with functions to make an AI/IoT Platform Ecosystem





We will reinvent all industries into the fourth industrial revolution by combining each industry with IT (AI, IoT, etc.) through “○○ x IT”.

Building Group Companies That Promote “○○x IT”

OPTiM®

OPTiM Group

OPTiM®

株式会社オプティム

Consolidated subsidiaries

Affiliated companies accounted for by the equity-method



株式会社オプティム
アグリ・みちのく

(OPTiM 95%:Michinoku Bank5%)



- Producing and selling crops in collaboration with producers using smart agriculture solutions



OPTiM Bank Technologies

オプティムバンク
テクノロジーズ株式会社
(OPTiM 95%:Saga Bank5%)



- Promotion of regional banks DX and regional DX
- DX fund



D'PULA Medical Solutions Corporation

ディピューラメディカル
ソリューションズ株式会社



- Providing healthcare IoT solutions



株式会社NTT e-Drone
Technology



- Promote the use of domestic drone services in each industry



株式会社ランドログ
マーケティング
(OPTiM 100%)

- Smart Construction Retrofit Kit Sales
- Marketing of DX solutions for construction

YURASCORE

株式会社ユラスコア
(OPTiM 100%)

- Development and provision of marketing DX services



DXGoGo株式会社



- Supporting corporate DX with product planning utilizing AI and IoT

Fund

Digital Transformation Fund Investment
Limited Partnership No. 1

General Partner (GP) :
Sagin Capital & Consulting
OPTiM Bank Technologies
Limited Liability Partner (LP) :
Saga Bank
OPTiM

Become a Company That Utilizes the AI/IoT Platform to Transform All Industries (Partnerships and Joint Venture Strategies Based on the ○○xIT Vision)

OPTiM®

Agriculture

Construction/Civil engineering



Energy

Finance

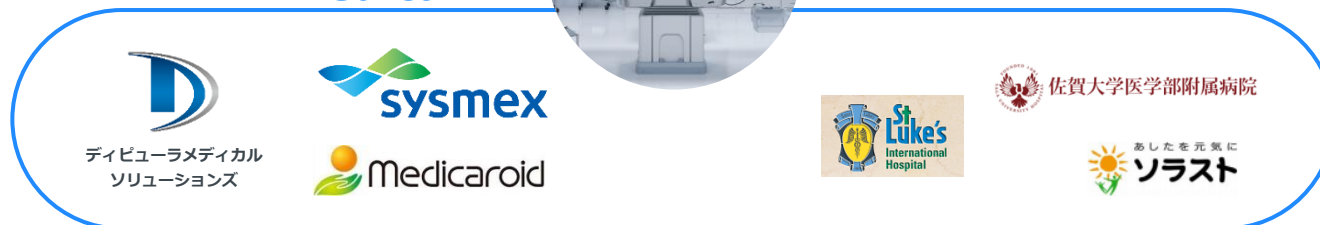


Retail

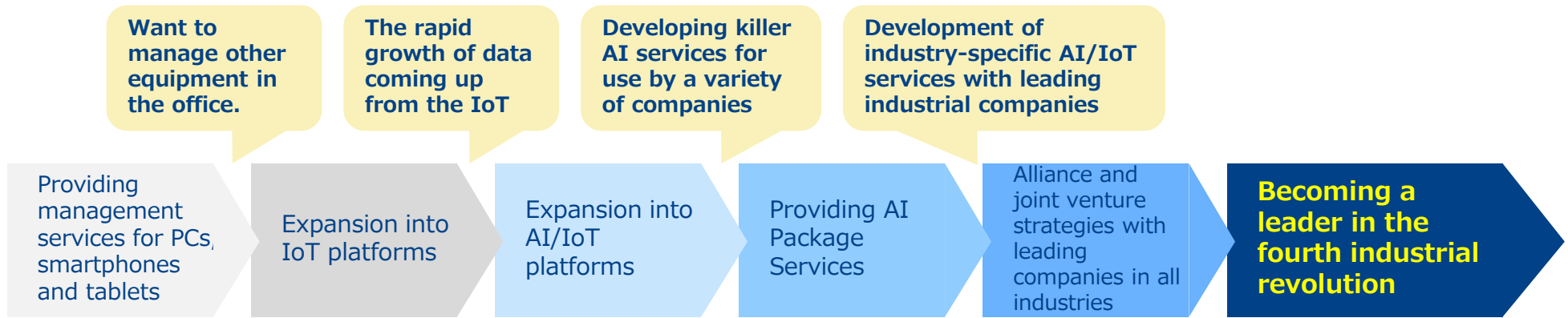
Manufacturing/Robots



Medical



History - From PC/Mobile Management to AI/IoT Platform

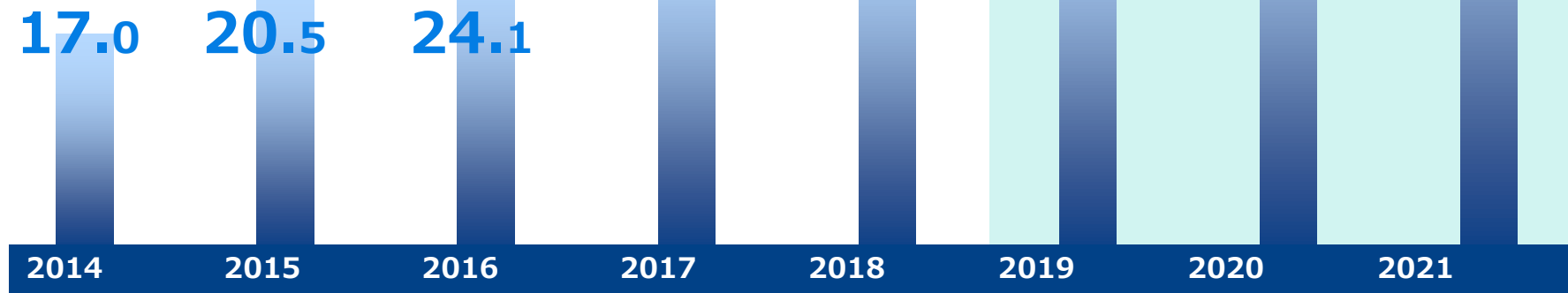


40 billion

Expected figure

Number of IoT devices shipped

20 billion



Source: Ministry of Internal Affairs and Communications 2019 White Paper on Information and Communications, Information and Communications White Paper, Part 1, Section 2, Trends in ICT Supporting the Digital Economy, and (2) Rapid Spread of IoT Devices, Figure 1-2-1-3: Trends and Forecasts for the Number of IoT Devices in the World. : <https://www.soumu.go.jp/johotsusintokei/whitepaper/ja/r01/html/nd112120.html>

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

