

# **Q3 FY03/2022 Financial Results**

## **Investor Presentation**

**OPTiM Corporation**

1. Q3 FY03/2022 Financial Results
2. Business Description
3. Competitive Advantage
4. Growth Strategy
5. 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.

Note: This document is a translation of the original Japanese version and provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.

# **Q3 FY03/2022 Financial Results**

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# Q3 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)

	Q3 FY3/2021 consolidated results	Q3 FY3/2022 consolidated results	Actual results year-on-year	FY3/2022 consolidated earnings forecast
Net Sales	4,802	5,388	112%	8,269~9,020
Operating profit	810	824	102%	1,121~2,000
Ordinary profit	1,023 (※adjusted 804)	734	72% (※adjusted 91%)	1,121~2,000
Profit attributable to owners of parent	636 (※adjusted 501)	436	69% (※adjusted 87%)	695~1,240

※Adjusted profit

In the previous consolidated accounting period, there are two special factors. A commission received of about 93 million yen due to the delay in the finalization of subsidies from the national government. And investment gains about 126 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.

# Q3 FY3/2022 Financial Results

## ■ Performance Progress and Outlook

### 【Sales】

- Stock-type sales of both "Corporate DX" and "Industrial DX" are growing steadily, centering on "Optimal Biz" and "OPTiM Cloud IoT OS," which are the core products respectively.
- Flow-type sales are also strong, especially in the 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.
- In both the "Corporate DX" and "Industrial DX" fields, we are accelerating growth investment from the third quarter in anticipation of profit growth from the next fiscal year onward.
- All three joint ventures established from the previous fiscal year to the current fiscal year are in the investment phase and have incurred investment losses of over 100 million yen compared to the previous year.
- In the previous fiscal year, ordinary income increased due to the posting of non-operating income as special factors, such as commissions received (approximately 93 million yen) due to the delayed finalization of government subsidies, etc., and gains on investment partnership management (approximately 126 million yen).
- As a result of the above, ordinary income and net income are down from the previous year, but this is in line with the initial plan and will have no impact on the full year results.

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

# Business Description

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# 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.

A hand holding a blue marker is writing the word "Mission" in a large, blue, sans-serif font on a white background with soft, white clouds. The hand is positioned on the right side of the frame, with the marker just finishing the letter 'n'.

**We make the Net  
as simple as breathing.**

Under the concept of “We make the Net as simple as breathing,” OPTiM sets its mission to change the situation that certain IT literacy is still required to use the Internet as indispensable infrastructure, and to make the Net itself as the air that you do not even notice using it. Since the day of our establishment, we engage in developing products that everyone can enjoy creativity and convenience the Internet brings.



Optimal Biz — Expanding Mobile Possibilities —



## Domestic MDM Market

**No. 1<sup>※1</sup>**

for **11 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<sup>※</sup>**

※ June 25, 2019, our total

Average churn rate  
about **0.5%<sup>※</sup>**

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

※1 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 FY2020 Results and FY2021 Forecast (Published in 2019 to 2021)



# Optimal Biz, Which Is Closely Related to Daily Life and Business, Is Expanding Everywhere



① Utilization in the office



② Usage by business terminals



③ GIGA school concept



④ Anti-corona service



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 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**

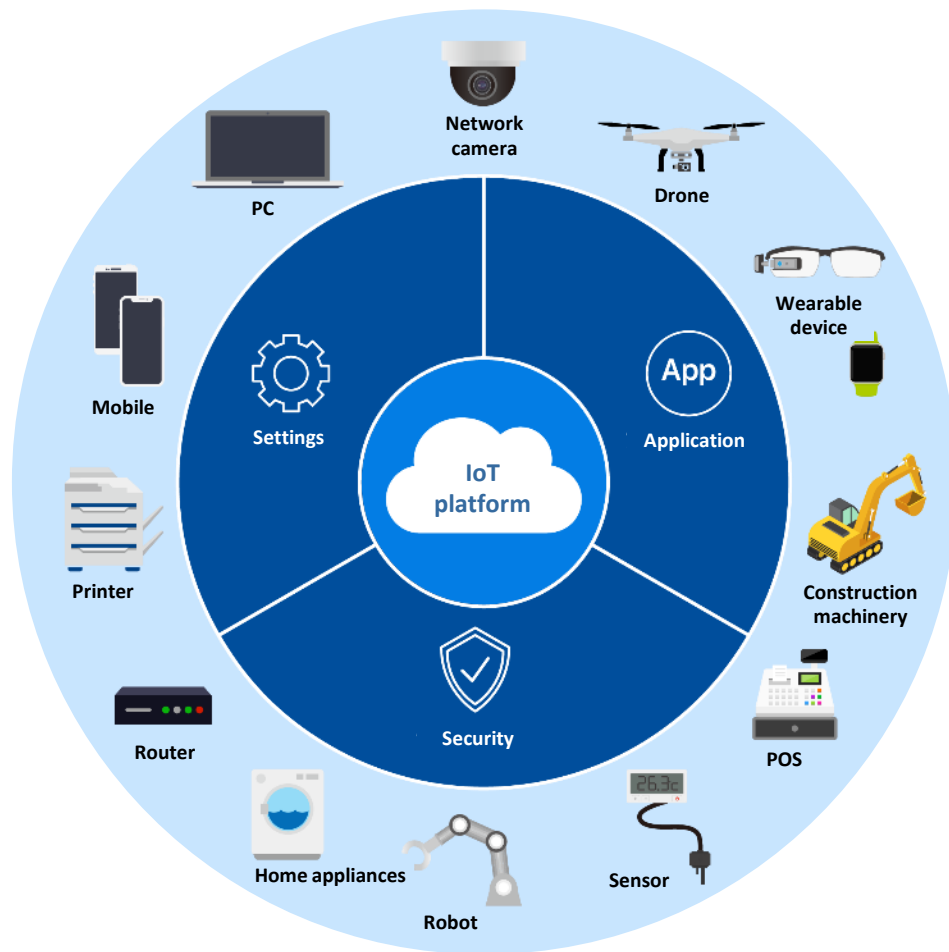
• Provision type(package/SaaS/ASP) **2 categories**

• Market trends by managed mobile OS **3 categories**

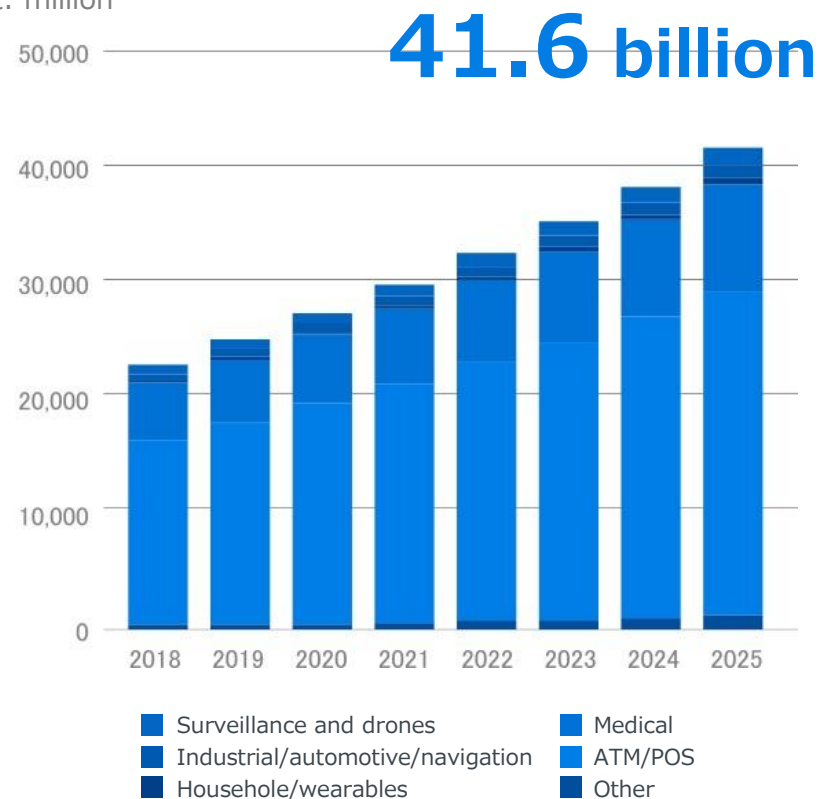
• Sales trend by user size **3 categories**

※ Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2021" (<https://mic-r.co.jp/mr/02220/>) in FY2020 and forecast for FY2021. The No.1 rank for the research was calculated by OPTiM.

# Providing IoT(Internet of Things) Platform



Global IoT Device Install Base Forecast※  
Unit: million



※ IDC 2019 Domestic Data Ecosystem / Player Analysis Related to Data as a Service: Focusing on IoT-related operators

# AI (Artificial Intelligence) Package Service

**OPTiM®**



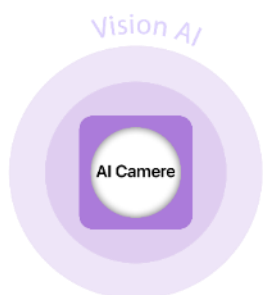
**OPTiM AI Camera Enterprise**



**OPTiM AI Camera**



**OPTiM AI Camera Mobile**



**OPTiM AI Research**



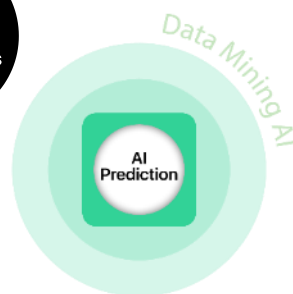
**OPTiM AI Store**



**OPTiM AI Signage**



**OPTiM AI Marker**



**OPTiM AI Creator**



**OPTiM AI Voice Recorder**



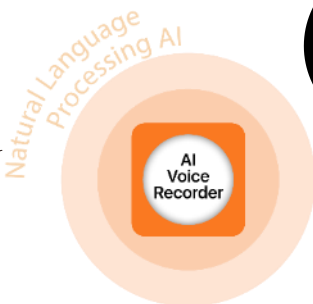
**OPTiM AI Guide**



**Optimal Second Sight**



**OPTiM Contract**



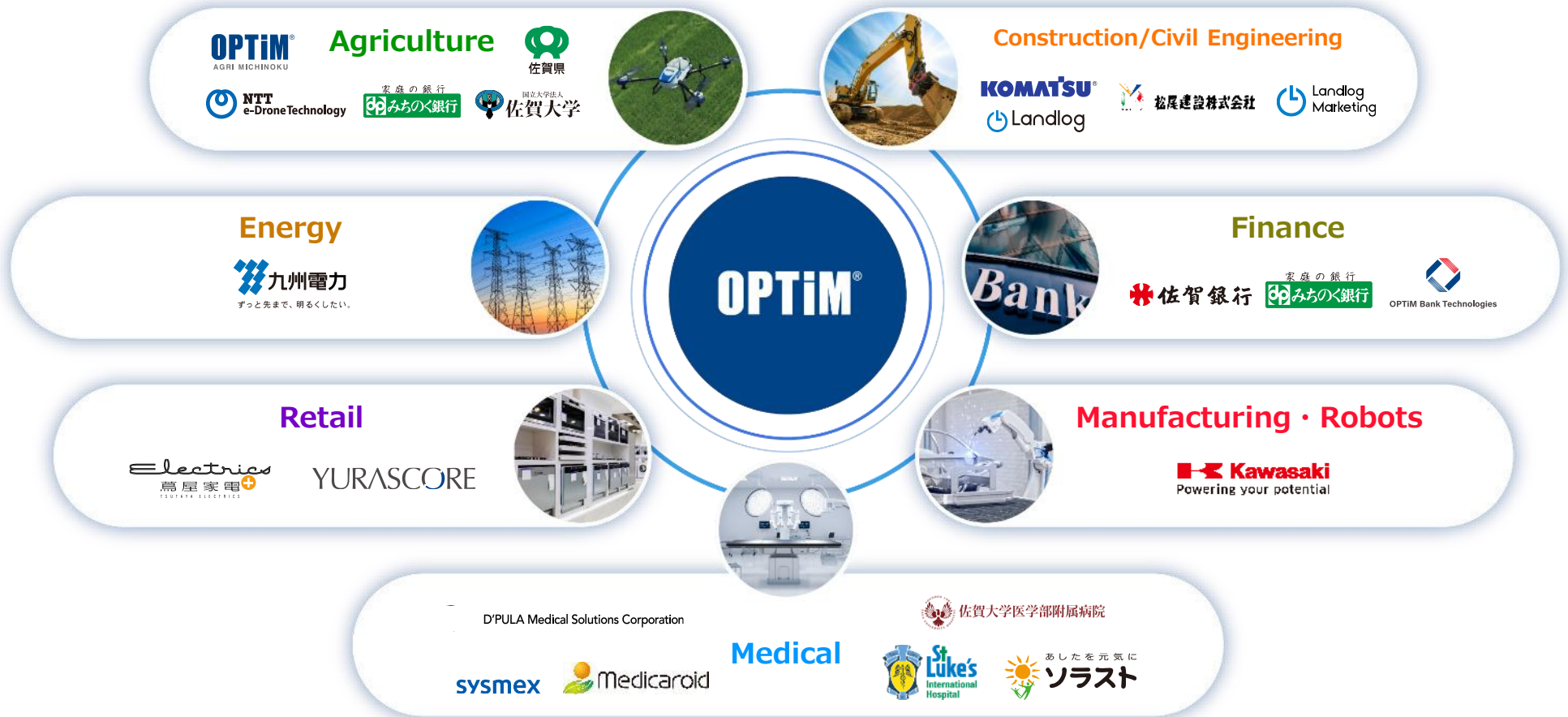
## OPTiM's AI solution No1 market share in 8 categories※



※ Deloitte Tohmatsu Mick Economic Research Institute,  
"Current Status and Outlook of Image Recognition Solution  
Market Using AI (Deep Learning) [FY2021 Version]"

# Become Company That Utilizes the AI/IoT Platform to Transform All Industries

Partnerships and Joint Venture Strategies Based on the ○○xIT Vision



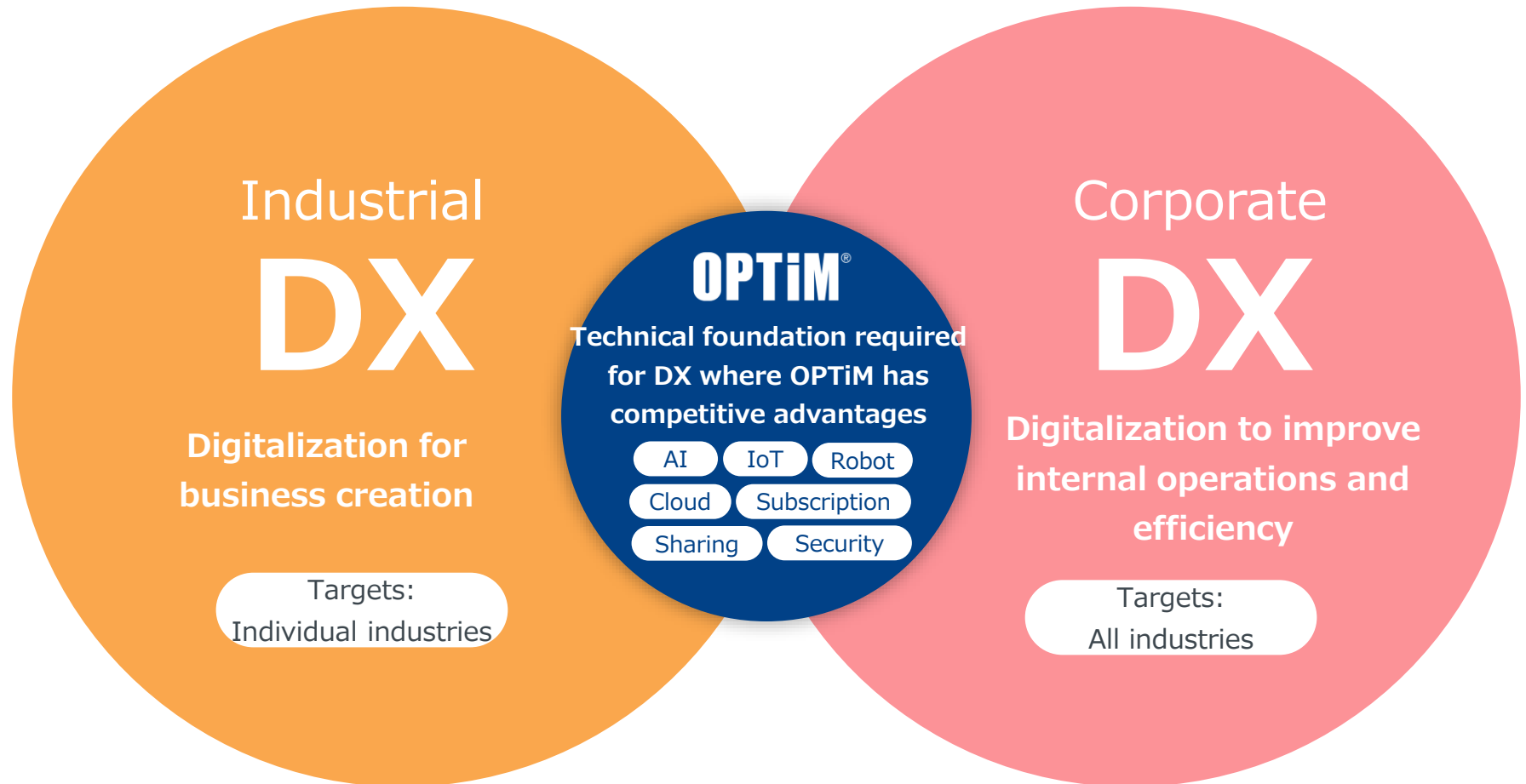
# Competitive Advantage

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Characteristics (strengths)	Content
<b>1. Robust technology innovation capabilities</b>	Inventiveness to create from 0 to 1. Regarding technological ideas, OPTiM proactively secures intellectual property rights (The first venture company to receive the Intellectual Property Achievement Award from the Japan Patent Office. The Company's President ranked No. 1* for the scale of patent assets held by individuals in the field of information and communications)
<b>2. Advanced technological capabilities</b>	Realizes new concepts with advanced technological capabilities in AI, IoT, Cloud, Security, and Robotics
<b>3. Service planning, development, and operation capabilities</b>	Possesses planning capability to take products realizing new ideas and generalizing them as package services. Has the ability to plan, design, develop and operate with functions, price and service models that match customers' needs
<b>4. Strong license income</b>	Robust license revenue based on SaaS/subscription model (a model that allows customers to receive a service for a certain period of time by paying a fee). These services include Optimal Biz, a mobile device management SaaS service that has had the No. 1 market share in Japan for 11 straight years, along with other services. The average cancellation rate is approximately 0.5%.
<b>5. Plentiful customer base</b>	A cumulative customer base of roughly 180,000 companies that it has acquired over the years through direct sales as well as large partners.
<b>6. Business creation capabilities</b>	Commercializes new products or services with many partners, including industry leading companies, telecommunications carriers and printer manufacturers, or vastly expands business through business creation capabilities

※ Survey by Patent Result (as of the end of November 2021)





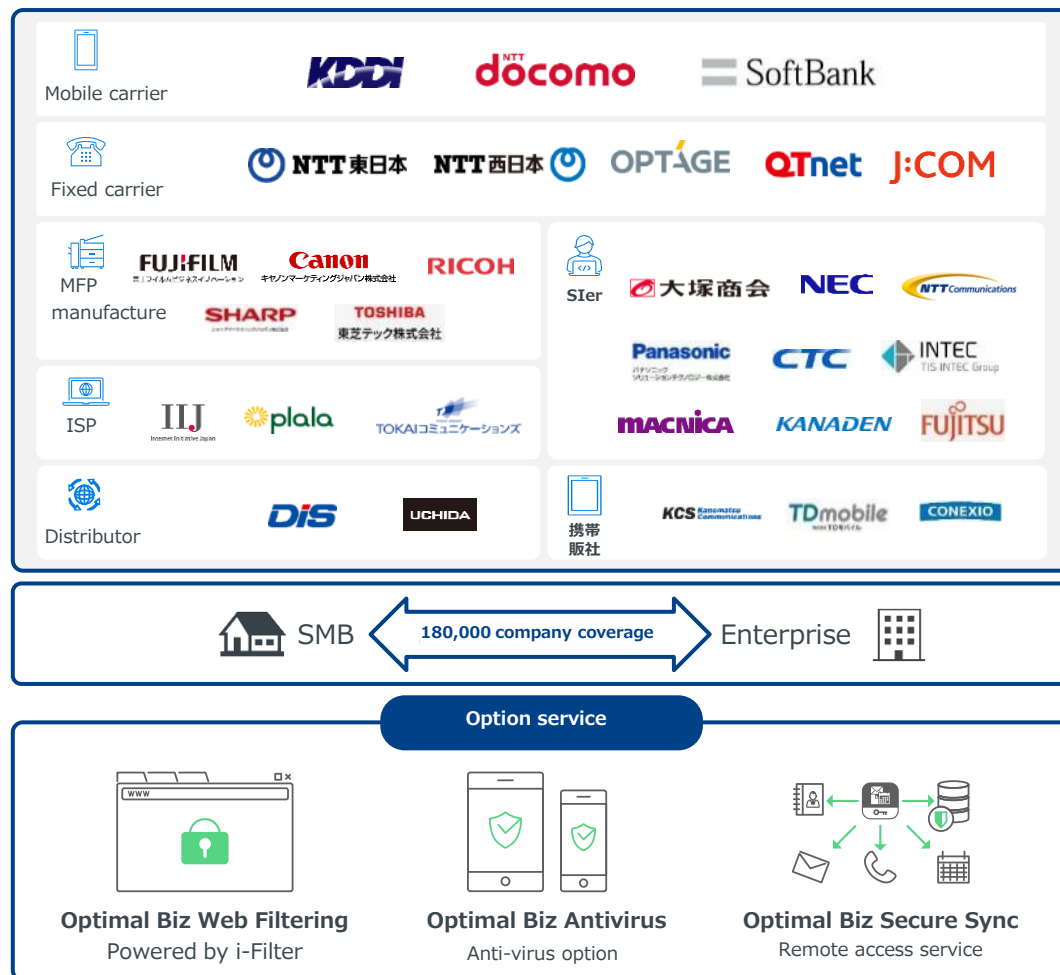
# Key Business Strengths



## Mobile Management SaaS De facto standard in Japan

- No. 1 market share for 11 consecutive years
- A total of 180,000 companies have used the service.
- Average churn rate of 0.5

Sales partner network  
with a total coverage of  
**approx. 180,000  
companies**





# Key Business Strengths

## OPTiM Cloud IoT OS

### AI · IoT platform service

#### Expanding Optimal Biz to provide AI/IoT SaaS

##### Agri field :

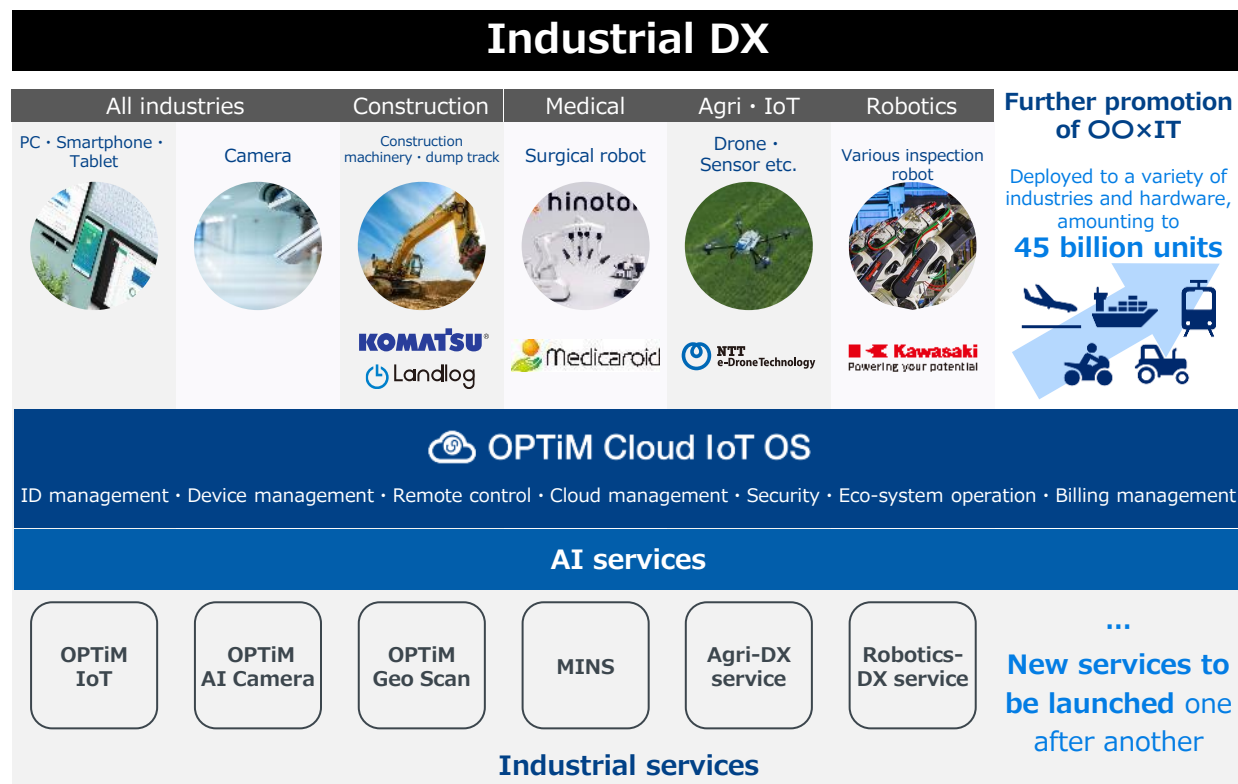
- We provide pinpoint pesticide spraying, pinpoint fertilization, and pinpoint time spraying services, and have established a consumer- and producer-first business model that provides integrated services from cultivation to processing and sales in the largest domestic market for rice.

##### Medical field :

- Jointly developed network support system "MINS" for surgery support robot system "hinotoriTM" and provided online medical care platform for the first time in Japan

##### Construction · Civil Engineering field :

- Providing "OPTiM Cloud IoT OS" through LANDLOG led by Komatsu



# Examples of Key Services for Each Industry

For agriculture

## Agri drone service Pinpoint spraying service



**World  
-first**  
※1

Pesticide spraying, rice planting, and  
fertilization services using drones

Realization of pinpoint pesticide spraying  
service using AI and drones to spray only  
where pests are present

For medical

## For surgical robot AI · IoT platform service



**First in  
Japan**  
※2

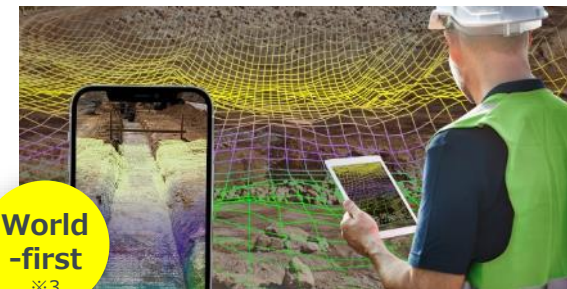
Network support system "MINS" for  
surgical support robot system  
"hinotori™" surgical robot system

Operation support for "hinotori™",  
remote maintenance, safe and efficient  
use of operating rooms, and support for  
handing down and passing on the  
techniques

For construction · civil engineering

High-precision smartphone  
3D surveying app

**OPTiM®** Geo Scan



**World  
-first**  
※3

Easy for everyone !  
High-precision smartphone 3D  
surveying app

Just scan the object to be surveyed!  
Anyone can easily achieve high-  
precision 3D surveying!

※1 As of November 30, 2021, as a service that uses AI to determine the presence or absence of pests and the location by image analysis, and sprays pesticides in a pinpoint manner

※2 As of October 26, 2020, according to OPTiM research, as a network support system for domestic surgery support robots

※3 As of August 3, 2020, according to OPTiM research, as a surveying application using a tablet with a LiDAR sensor

# Growth Strategy

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## Toward the Further Promotion of OOxIT Concept

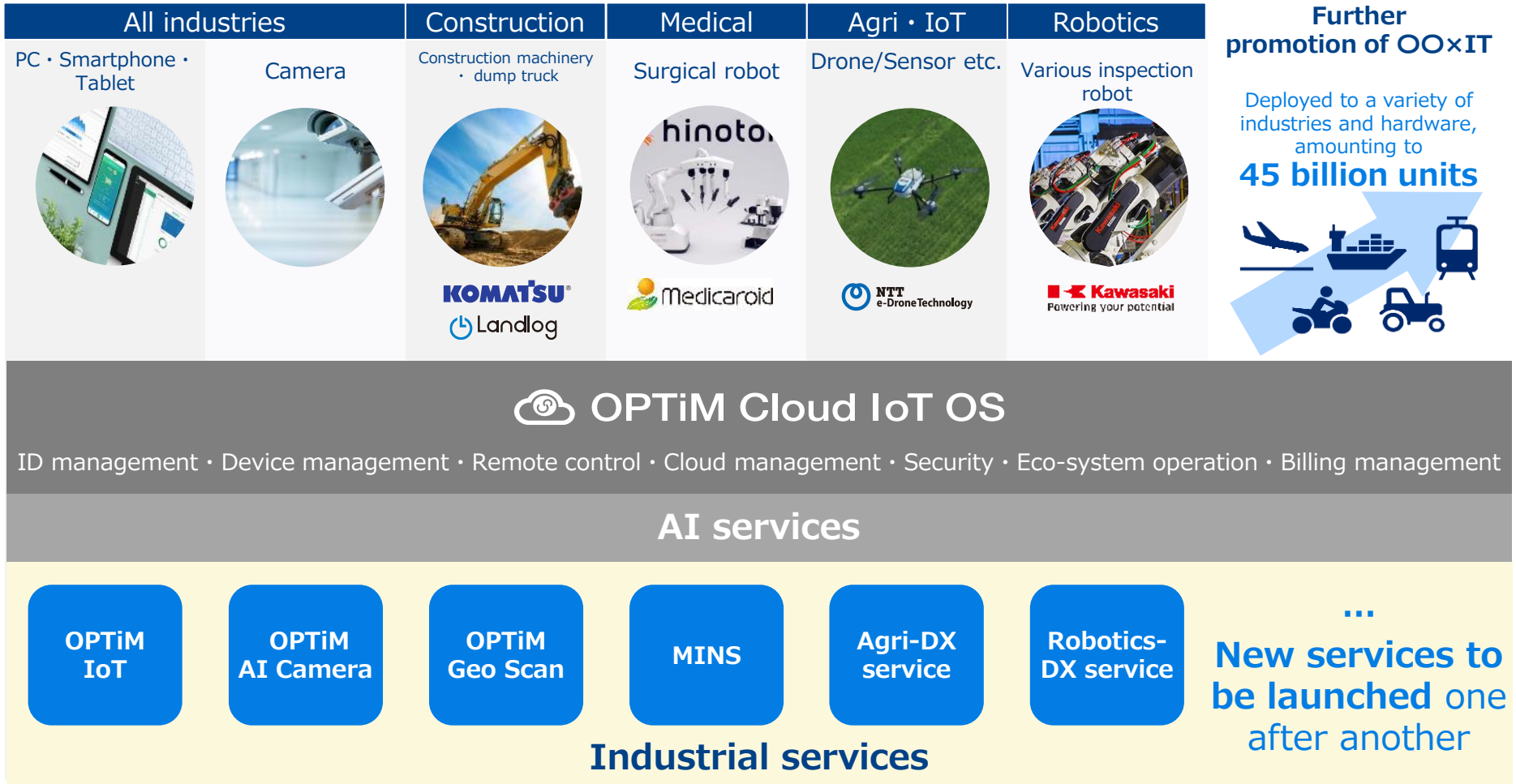
### Medium-Term Management Plan

**OPTiM<sup>®</sup>**

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

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

## Industrial DX



# Industrial DX : Progress and New Services

**OPTiM®**

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



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

**NTT e-Drone Technology**  
**OPTiM®**  
AGRI MICHINGUKU

POC by fixed-wing drone POC of smart house cultivation

Smart rice 2022 sales starts

"Pinpoint Time Spraying" service provision started



**Medical**

**Medicaroid**  
D'PULA Medical Solutions Corporation

"Online medical care platform" version upgrade

"Pocket Doctor" joint research with Kobe University



**Construction/Civil Engineering**

**KOMATSU**  
松尾建設株式会社  
Landlog Marketing

Beta version provided free of charge as "OPTiM Land Scan"

Service provision started

**OPTiM® Geo Scan**  
High-precision 3D surveying

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

Scan X integration

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

New service announcement for media and partners on May 26

**All industries**



PC・Smartphone  
Tablet

Camera

**OPTiM® AI Camera**  
Visualize congestion to avoid 3Cs

Achieved No.1 market share in five categories by Deloitte Tohmatsu MIC Research Institute Co., Ltd

Wide area mode/API linkage added

Provided for Ueno Zoo congestion map

ArgosView integration

New features added  
API free trial  
Provision for one x one for Shinjuku MYLORD, JR Central POC

Achieved No.1 market share in eight categories by Deloitte Tohmatsu MIC Research Institute Co., Ltd

Safe integration

Provision for AKIBA-AKIBA, Marunouchi district

Xacti support SPIDERPLUS considering service cooperation



**Optimal Second Sight**  
Remote operation support



**Smart Field**

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

**OPTiM®**

## Efforts so far

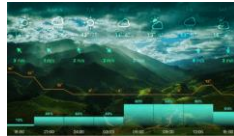
Establishing a consumer- and producer-first business model. Rice is the largest single crop in the domestic market. Providing integrated services from cultivation to processing and sales (EC)



**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.

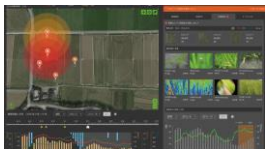
Developed unique DX (AI and IoT) services to improve efficiency and add value to the entire agriculture and food industries



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).

# Industrial DX Strategy : Medical

## Efforts so far

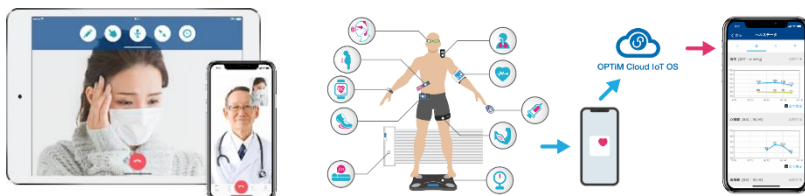
Collaborative development of network support system "MINS※" for surgical support robot system "hinotori™ surgical robot system"



MINS※ will enable: "Real-time collection of hinotori™ operating status and error information", "Live distribution and viewing of operating room images", "Three-dimensional reproduction of operating status by digital twin", etc. ※Medicaroid Intelligent Network System

## Online Healthcare Platform

- February 2016: Announced "Online Healthcare Pocket Doctor"
- February-September 2020: Providing "Pocket Doctor" free of charge to medical institutions to contribute to countermeasures against new coronavirus infections
- April 2020: Announcing the OEM provision of an online healthcare platform



## Future Developments

Expanded sales as a DX service for operating rooms

- Progressive introduction of MINS in line with expansion of hinotori™ shipments※
  - ※ Establishment of business foundation in Japan (FY24.3. Fiscal year: 10 billion yen) (Sysmex Corporation from the financial results briefing for the fiscal year ending March 2021)
- Joint development and deployment of DX services for operating rooms
  - Expand the competitiveness of hinotori™ itself
  - Creation of new business related to operating rooms

Application to fields where needs are increasing by coronavirus

Widely deploy online healthcare platform to related services

**TAM**  
approx.  
**150**  
billion yen

Total of online healthcare services, online medication guidance, online services for corporate health insurance such as health guidance, etc.

※1 Estimated figures for 2024. From the research firm Seed Planning, "Results of a Survey on the Current and Future Market for Online Medical Services (July 2020).

※2 Multiply the total number of prescriptions nationwide, which is approximately 800 million (based on the Ministry of Health, Labor and Welfare's "Trends in Medical Expenditures for Drug Dispensing (Computerized Processing) in Fiscal Year 2018"), by the unit price of 430 yen for medication guidance, and assume that 10% of these prescriptions will go online.

※3 The number of establishments with 50 or more employees is approximately 164,000 (based on the 2010 Basic Survey on Industrial Safety and Health and the 2014 Economic Census (including some estimates)). Estimated at 50,000 yen per month per facility.



## Efforts so far

### LANDLOG promotion with Komatsu

SC Edge(On-site)



SC Fleet device  
(dump trucks, etc)



SC retrofit kit  
(Hydraulic excavator)



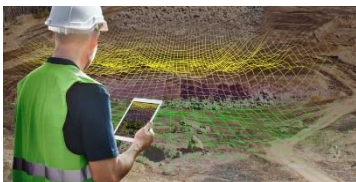
- Providing OPTiM Cloud IoT OS through LANDLOG led by Komatsu Ltd.
- Manage and analyze devices such as excavators, dump trucks, drones, and various edge devices
- 55 companies provide applications

### Establishment of Landlog Marketing

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



### DX service development for construction and civil engineering



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

## Future Developments

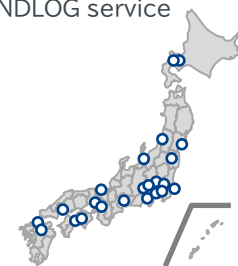
### LANDLOG promotion with EARTHRAIN

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

### LANDLOG Marketing development

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

※ Sales and local support system within 2 hours



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

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

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

**TAM**  
**360**  
billion yen

# Initiatives in New Industrial Field

OPTiM®

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

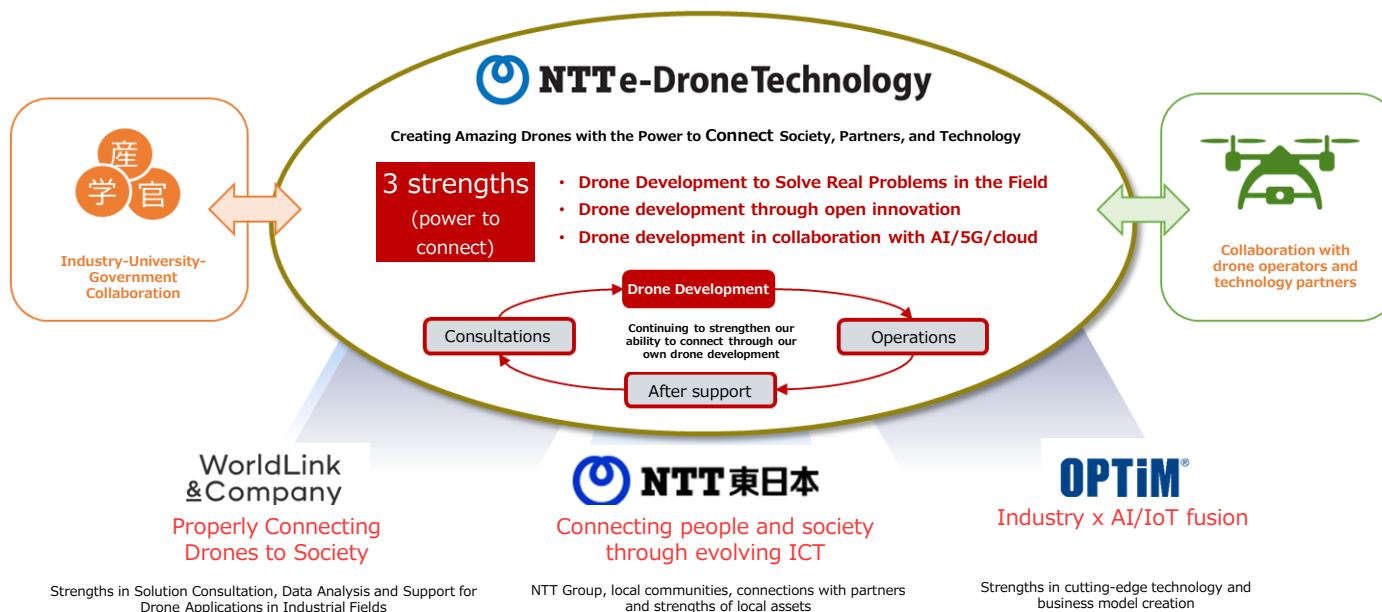
Aircraft for Agriculture

Industrial aircraft



- Starting from the agricultural field, we will expand our business to other fields such as inspection, surveying, and public services.
- In addition to aircraft development with the strengths of domestic production, light weight, and power saving, we will develop business by integrating OPTiM's AI and IoT software services.

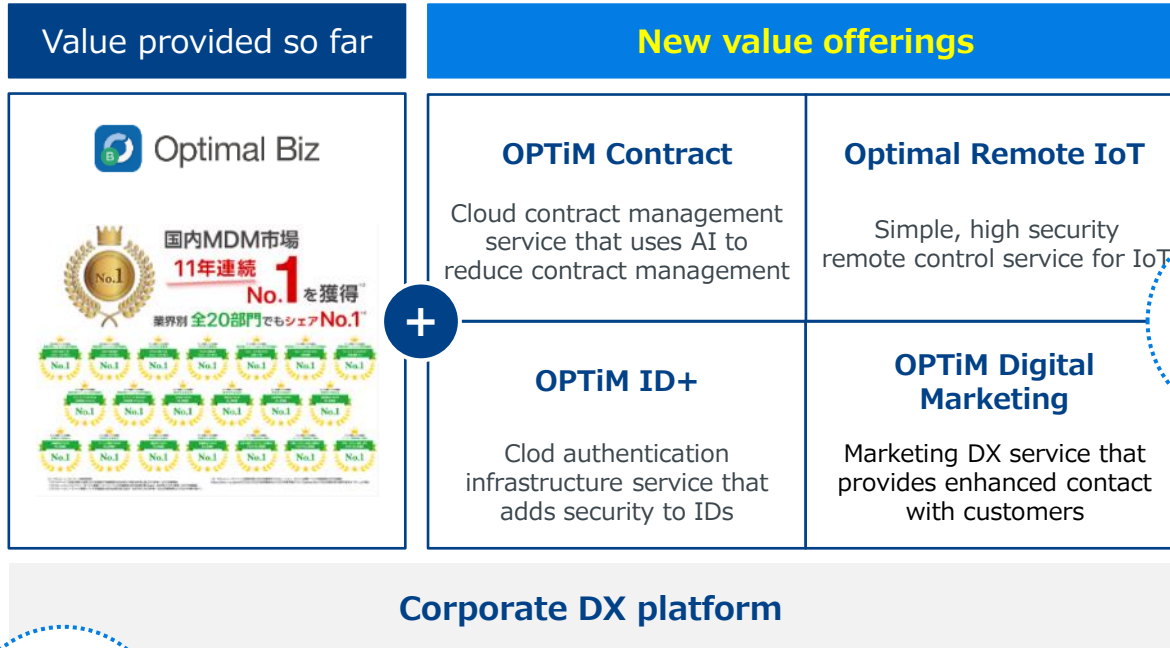
Domestic drone market  
TAM  
**640**  
billion yen※



※Source: "Drone Business Research Report 2020," Impress Research Institute  
From the forecast of the domestic drone business market size

**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)**

# Sales of New Services Utilizing the Customer Network of 180,000 Companies and Further Expansion of the Customer Base



New services to be launched one after another

Expanding to more customers

Overwhelming customer base of approx. 180,000 companies



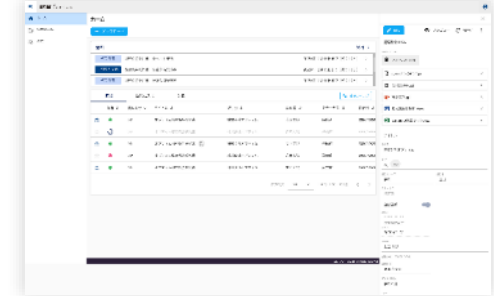
Established JV with KDDI to further strengthen customer base



AI provides comprehensive support for cumbersome contract-related tasks

 **OPTiM Contract**

New



Remote control support for business terminals and employees' smartphones

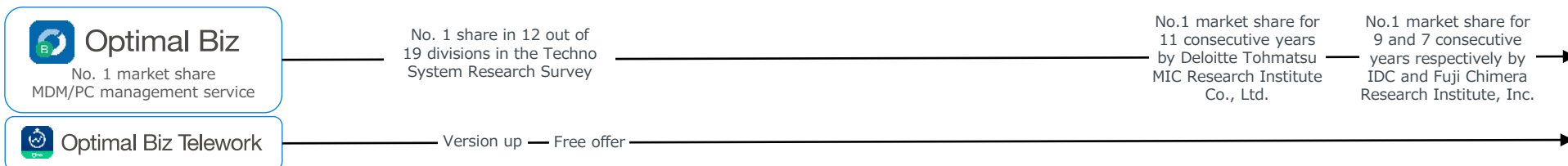
 **Optimal Remote IoT**

New

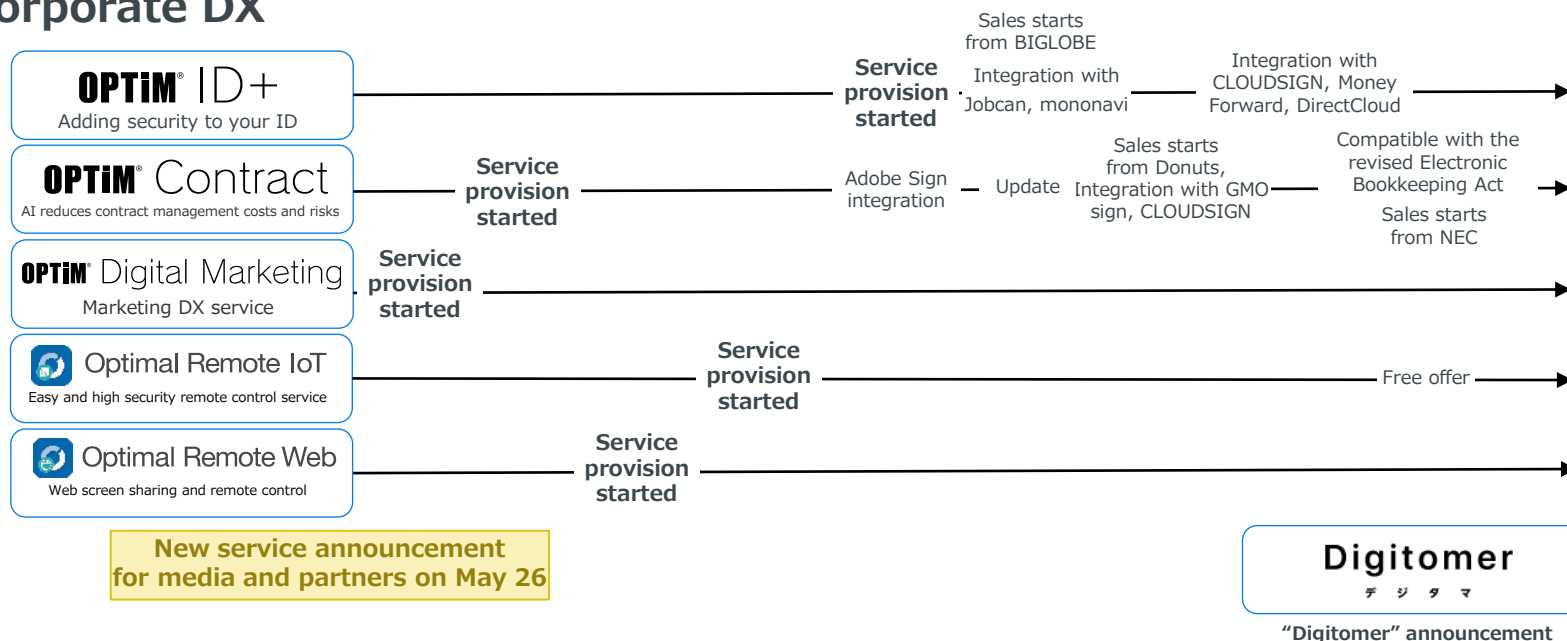


# Corporate DX : Progress and New Services

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



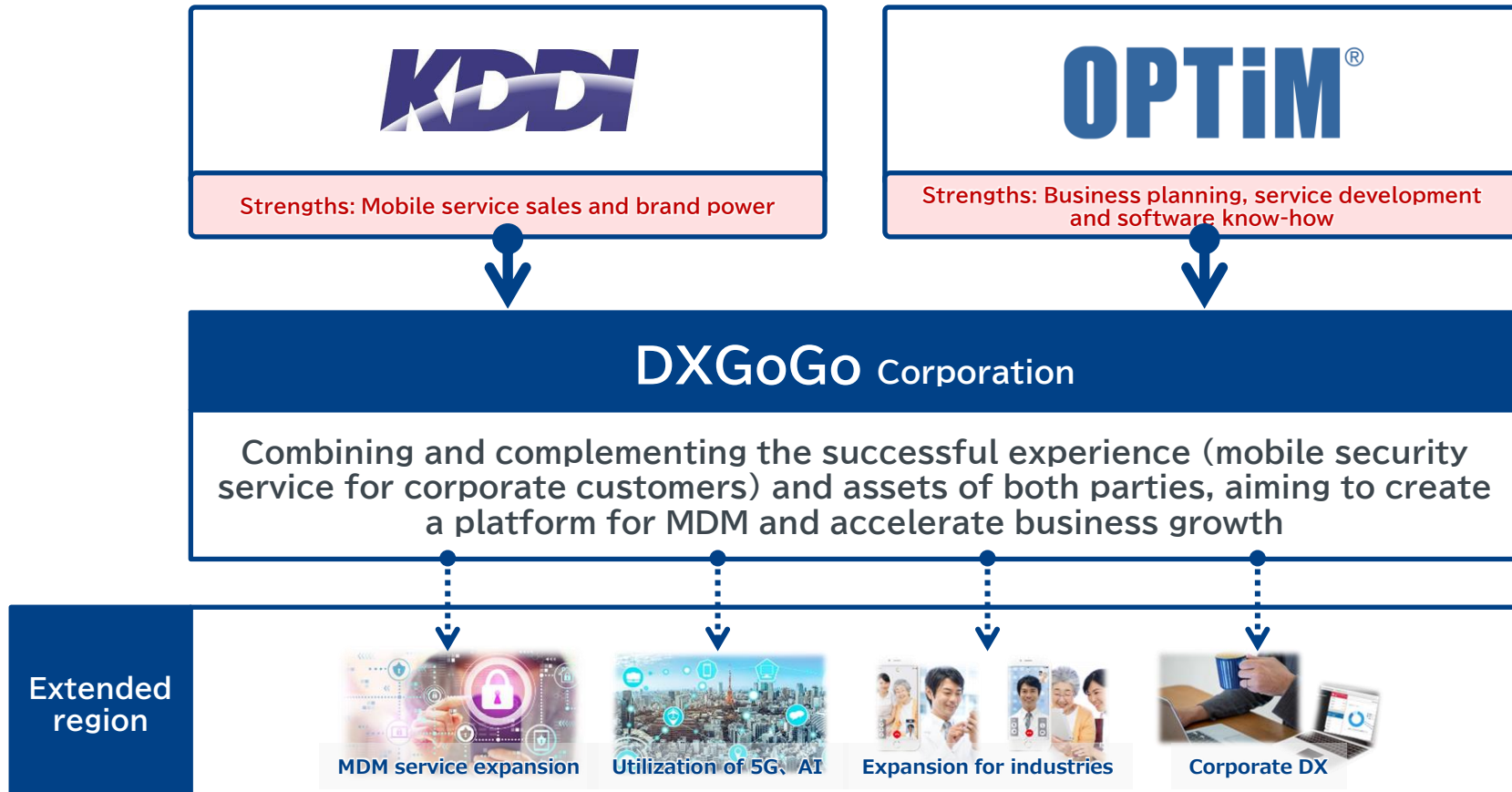
## New services of Corporate DX



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

# Established Joint Venture With KDDI to Further Strengthen the DX Strategy

Established a new company to strategically expand sales in the MDM (mobile security service for corporations) field, strengthen Corporate DX, and expand Industrial DX in anticipation of the 5G and AI era.



## Market Size to Be Achieved By

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

45 billion units<sup>※1</sup> × 300 JPY/month =

( IoT device shipment forecast ) ( Optimal Biz Average Monthly Price )

**TAM approx. 160 trillion yen<sup>※2</sup>**

**Domestic market TAM approx. 9 trillion yen**

**TAM approx. 3.6 trillion yen<sup>※3</sup> by acquiring  
40% share of domestic market**

※ 1 : Source: Ministry of Internal Affairs and Communications, 2019 White Paper on Information and Communications, Part 1, Section 2, Trends in ICT Supporting the Digital Economy,

( 2 ) Rapid Spread of IoT Devices, Figure 1-2-1-3, Trends and Forecasts of the Number of IoT Devices in the World.

<https://www.soumu.go.jp/johotsusintokei/whitepaper/ja/r01/html/nd112120.html>

※ 2 : Calculated based on the Optimal Biz pricing, an average monthly price of 300 yen per device and annual price of 3,600 yen per device.

※ 3 : Estimated domestic market based on global market TAM and Japanese GDP ratio; Optimal Biz share is about 40%.

# **FY03/2022 Financial Forecasts**

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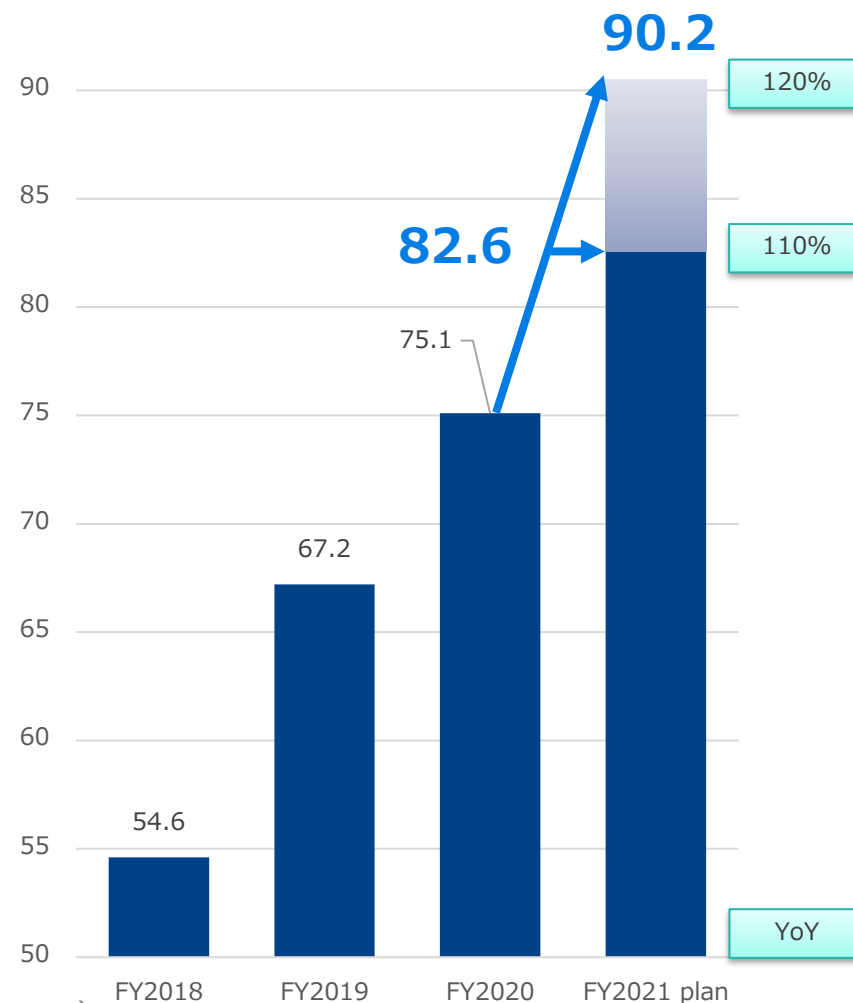
# FY3/2022 Financial Forecasts – Sales Plan

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

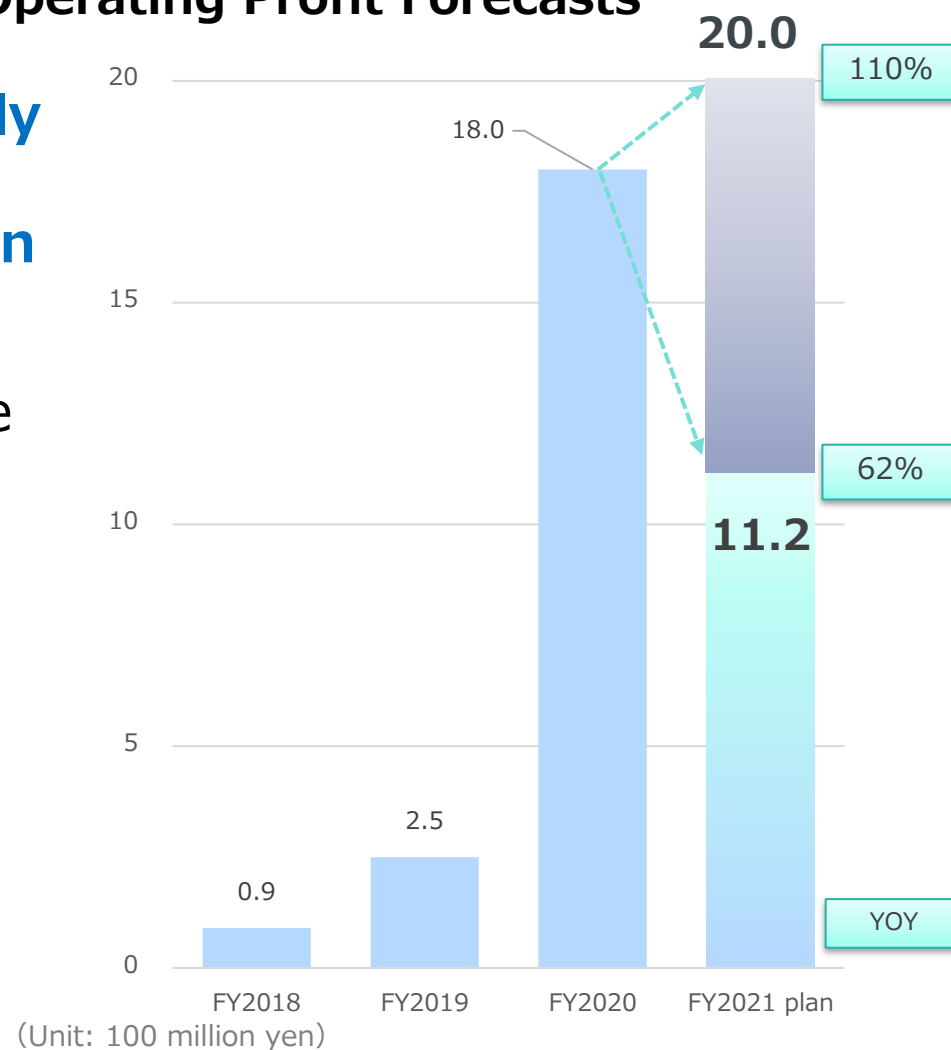
**We will continue to invest aggressively in growth while securing profits in order to become a leading company in the 4th Industrial Revolution.**

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.

In terms of sales, we aim to achieve **record high sales** for **the 22nd consecutive year** since our establishment.

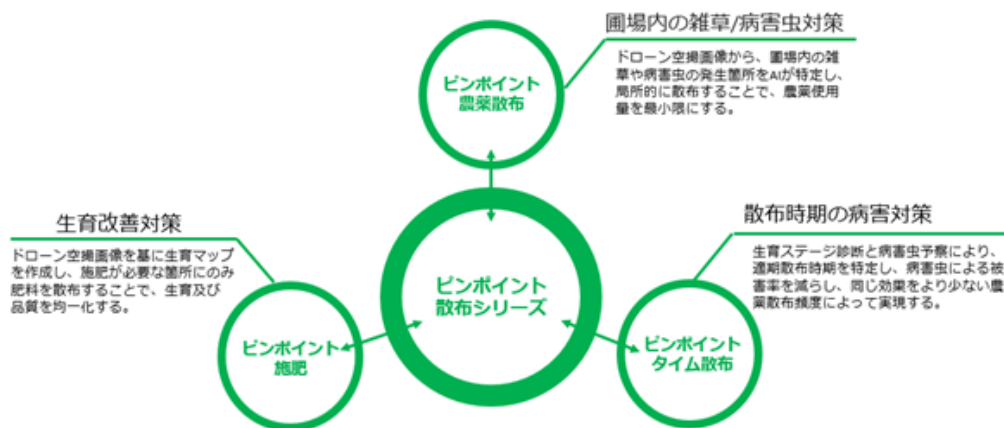
As for profits, we aim to achieve an operating margin of 13% to 22% while aggressively investing in growth.



# Appendix

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## Launch of "Pinpoint Time Spraying" service, a new lineup for the Pinpoint Spraying series



### ■ Features of this service

- Digitalization of pesticide spraying by utilizing IT
- Easy prediction of the best time to spray in an area
- Pilot training utilizing drone operation know-how
- Drone pest control enables efficient response even in mountain areas



防除の全てがサービス対象

## 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

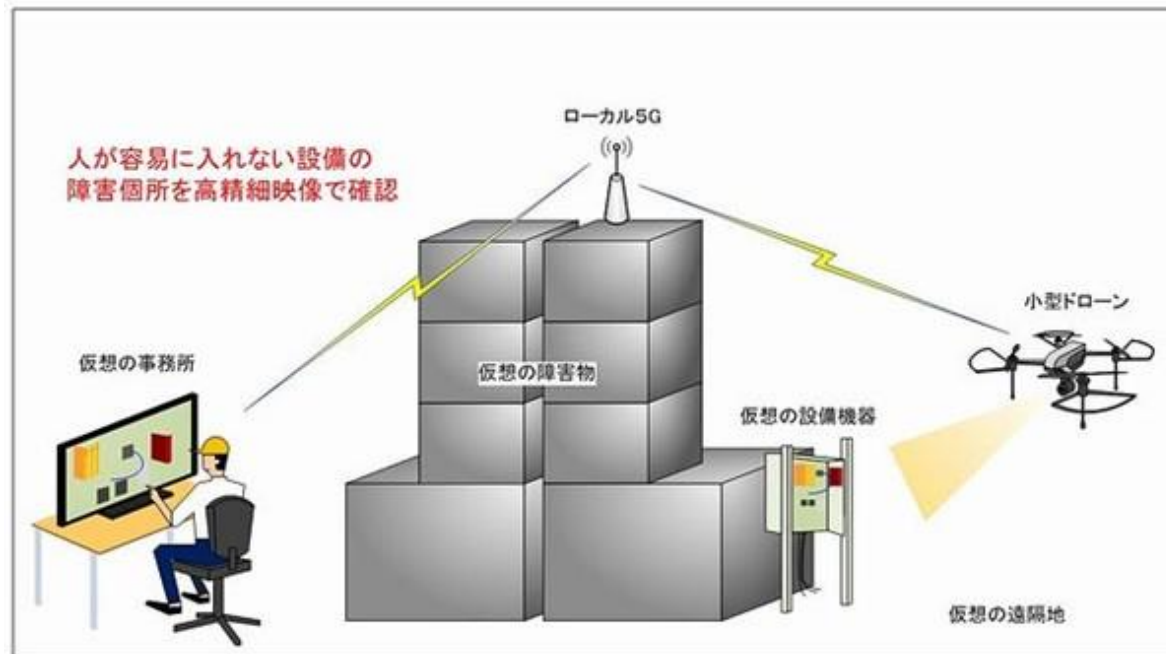
SMART AGRI FOOD  
RURAL MODERN AGRICULTURE



Using AI and drones, "Smart Rice 2022,"  
a safe and reliable rice that uses less  
pesticides, has started selling new rice  
produced in 2021

Newly added to the lineup are "Hitomebore" from Miyagi Prefecture, "Hyakumangoku" 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.

# Industrial DX : OPTiM Geo Scan

Easy for everyone !

High-precision smartphone 3D surveying app

**OPTiM**<sup>®</sup>

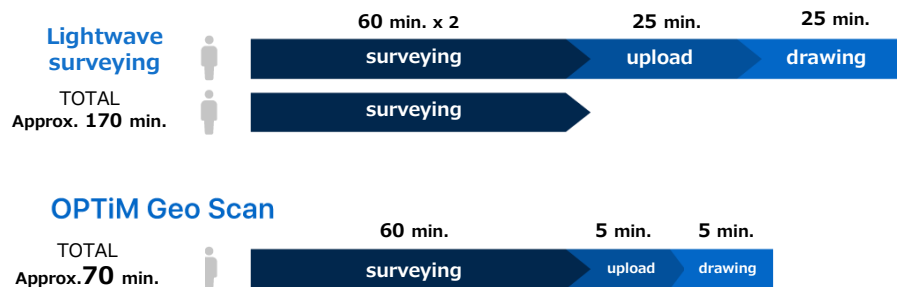


**Introduced in various sites**

## Certified as a subsidy target for “IT introduction subsidy 2021”

Adopted in "Digitalization of Disaster Assessment" carried out by the Kyushu Regional Development Bureau of the Ministry of Land, Infrastructure, Transport and Tourism in Kumamoto Prefecture

Example of time reduction in comparison between  
OPTiM Geo Scan and lightwave surveying



### ■ Assumed site

- Assumed site size: 800m<sup>2</sup>
- Surveying procedure: Surveying, uploading, drawing (including 3D data processing)
- Assumptions: Procurement of surveying equipment and time for reference point surveying are not included.

2021.12.7, 12.17 press release



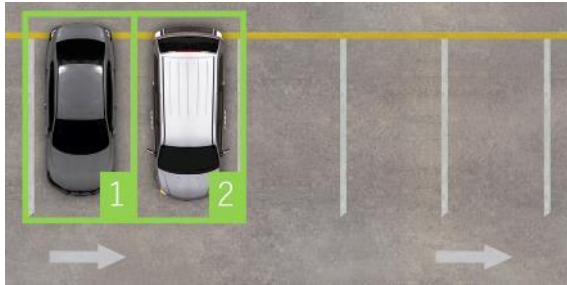
# Industrial DX : OPTiM AI Camera

AI image analysis service that can be used immediately by connecting to a camera

**OPTiM®**

## “Vehicle detection related” function added※

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



※available in AI Camera Enterprise

## “Web page automatic creation” function added

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



## Added multiple functions, including “Multi-viewer” function

Contribute to expanding usage scenarios and improving convenience



## Free trial of API usage license

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



## Integration with “Safie”, a cloud recording service

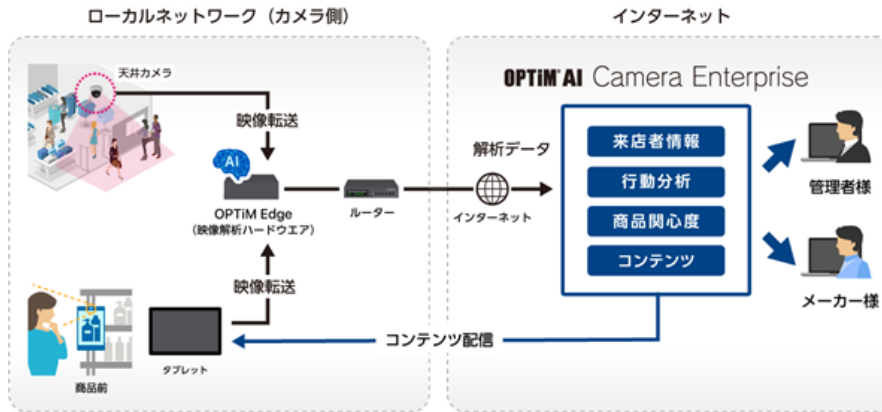
Easy start of anti-virus measures with close avoidance in the store



2021.10.18, 10.22, 10.28, 11.11, 2022.1.6 press release

# Industrial DX : OPTiM AI Camera Cases※

OPTiM®



"Showrooming project" to be carried out at JR Nagoya Station



"one x one Shinjuku Mylord store"



"AKIBA's Akiba" utilizing "Restaurant LIVE Camera"



長時間利用検出



異常検出



混雑可視化

Image of utilizing "Next generation camera system" in buildings in the Marunouchi area of Tokyo owned and operated by Mitsubishi Estate

※AI Camera Enterprise Case Study: "Showroom project" at JR Nagoya Station, "one x one Shinjuku Mylord", Image of using "Next generation camera system" in Marunouchi area  
AI Camera Case Study: "AKIBA of AKIBA", Image of using "Next generation camera system" in Marunouchi area

2021.10.4, 10.8, 11.15, 11.25 press release

## Compatible with Xacti professional wearable cameras

Use as an external camera for smart devices to receive hands-free remote work support even in closed or dark areas

**Xacti** ×  Optimal Second Sight



**Adding remote video for construction DX,  
making field operations smarter!**

**OPTiM and SPIDERPLUS start considering service cooperation**

Providing new value by adding a communication function to the field management application



建設図面・現場管理

建設現場の管理作業を  
効率化する現場管理ツール



遠隔支援

現場と管理者を繋ぐ  
コミュニケーションツール



By linking "Smart Field" and "SPIDERPLUS", it will be possible to add the call and video sharing functions of "Smart Field" to the work using "SPIDERPLUS", and check the status based on a seamless information source, which is expected to further improve the efficiency of information sharing among construction workers.



## Won No. 1 in research reports published by several prominent research firms



### Domestic MDM Market

**No. 1** ※1

for 11 consecutive years

※1 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 FY2020 Results and FY2021 Forecast (Published in 2019 to 2021)



Optimal Biz



調査レポートにて

国内EMMソフトウェア市場 ベンダー別売上額実績/シェア

9年連続

**No. 1** ※2

を獲得

※2 IDC Japan "Domestic Enterprise Mobility Management Solutions Market 2014 Analysis and 2015-2019 Forecast", "Domestic Enterprise Mobility Management Solutions Market Share, 2015: Diversification of Mobility Needs Accelerates Vendor Growth", "Domestic Enterprise Mobility Management Solution market share, 2016: High growth due to expansion of application area", "Domestic system / service management software market share, 2018: Full-scale SaaS and IT operation analysis", "Domestic system / service management software market share, 2019: Full-scale growth of SaaS market", "Domestic system / service management software market share, 2020: Accelerating shift to cloud services"

富士キメラ総研 調査レポートにて

国内モバイルセキュリティ管理ツール市場

7年連続シェア



**No. 1** ※3

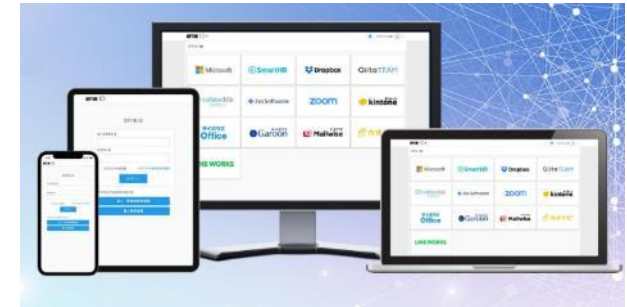
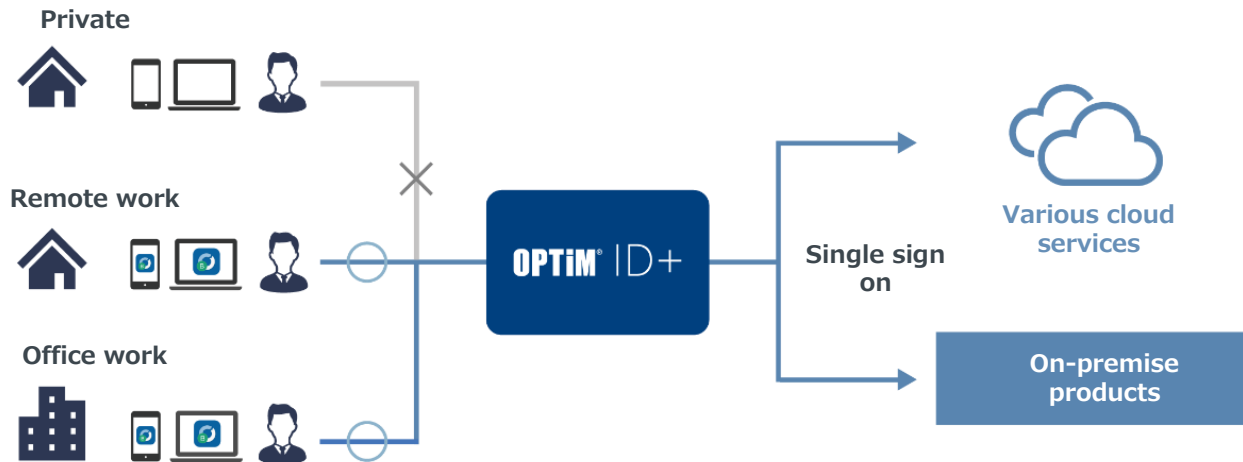


※3 Fuji Chimera Research Institute "2015 Network Security Business Survey Overview (Volume 1)", "2016 Network Security Business Survey Overview (Volume 1)", "2017 Network Security Business Survey Overview (Volume 1)", "2018 Network Security Business Survey Overview (Volume 1)", "2019 Network Security Business Survey Overview << Market Edition >>", "2020 Network Security Business Survey Overview << Market Edition >>", "2021 Network Security Business Survey Overview << Market Edition >>"

2021.11.10, 2022.1.12, 2022.1.17 press release

# Corporate DX : OPTiM ID+ Adding security to your ID

**OPTiM®**



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

**OPTiM® ID+** 

**Sales starts**(New partner)

**BIGLOBE**

**Service integration starts**

**ジョブカン**

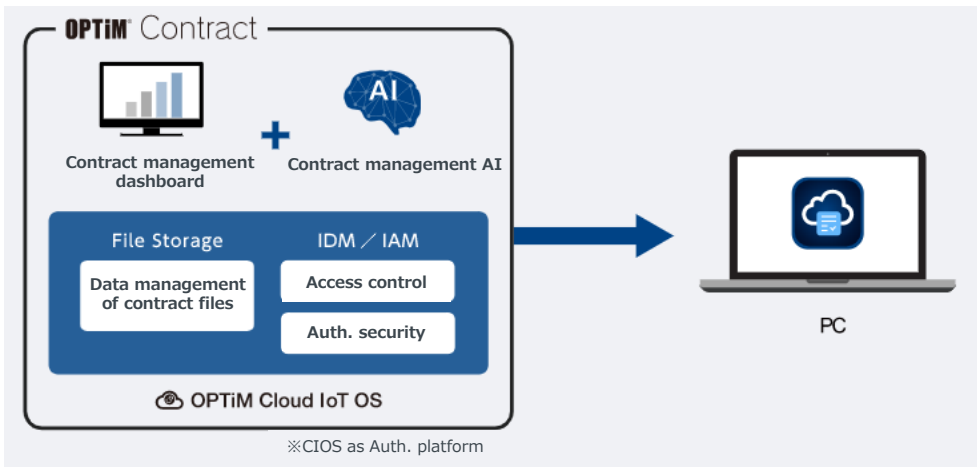
 **moconavi**

 **Money Forward** クラウド

DirectCloud-BOX

 **CLOUDSIGN**

2021.10.14, 10.21, 10.26, 12.9, 12.14, 12.17 press release



## Released a version compatible with the revised Electronic Bookkeeping Act on January 31, 2022

- Provides functions that meet the electronic storage requirements of the revised Electronic Book Storage Law, such as the provision of correction deletion history logs and manuals, range specification and combination search for transaction dates and transaction amounts
- We are also working on acquiring the "Legal Requirements Certification for Electronic Transaction Software" certified by the Japan Document and Information Management Association

**OPTiM Contract" automatically extracts and inputs contract data at high speed by AI, and centrally manages it in the cloud to reduce management costs and prevent losses due to omission of contract renewal**

**OPTiM** Contract 

**Sales starts**(new partner)

Orchestrating a brighter world

**NEC**

**DONUTS**

**Service integration starts**

電子印鑑なら

**GMOサイン**

 **CLOUDSIGN**

## 6 months free trial campaign



**"Optimal Remote IoT" is a service that allows you to remotely control a device with an agent installed in advance from a web browser on your device.**

### Features of "Optimal Remote IoT"

- Easy installation / easy setting
- Highly convenient function implemented
- High security, safe and secure use
- Realization of advanced device operation/maintenance and high security through coordination with other services



## Announcing "Digitomer," cloud service that easily connects shops and customers

We nurture visitors to our stores into customers with the power of digital technology, including in-store customer service management, automatic e-mail distribution, customer management, and website management.



### Features of "Digitomer"

- SaaS-type system configuration enables low-cost digital sales promotion for small and medium-sized businesses
- Realization of customer attraction promotion and follow-up measures by e-mail
- Industry-specific functions - customer service support for the retail industry "Customer Chart"
- Visualization of customer information "Dashboard"
- Provision of email distribution text and website templates

## 「OPTiM INNOVATION 2021」

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



### **OPTiM INNOVATION 2021 Construction**

Nov. 26 in 2021 (Fri.)

Introduction of the latest situation of construction DX such as i-Construction, ICT utilization, 3D construction, and BIM/CIM, as well as the update information of "OPTiM Geo Scan", a surveying application that will revolutionize construction sites

### **OPTiM INNOVATION 2021 Agri**

Nov. 20 in 2021 (Tue.)

Introducing new services related to smart agriculture, project examples using cutting-edge technologies such as OPTiM's patented "Pinpoint Pesticide Spraying Technology," and initiatives with partners

### **OPTiM INNOVATION 2021 Final**

Jan. 25 in 2022 (Tue.)

Introduction of "Industrial DX" for business creation using digital technology and examples of DX applications in the medical industry, as well as products that promote "Corporate DX" to improve internal business efficiency, including "Optimal Biz", the MDM with the largest market share for 11 consecutive years.

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.

## 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)
1	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	K.Y	217.4	242	242	2.450	大手通信キャリア
5	B.N	213.5	97	97	0.938	大手IT企業
6	K.S	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	H.K	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

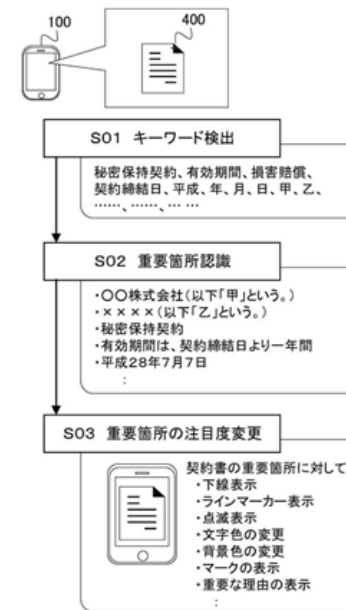


図1:本発明による契約書解析の処理内容

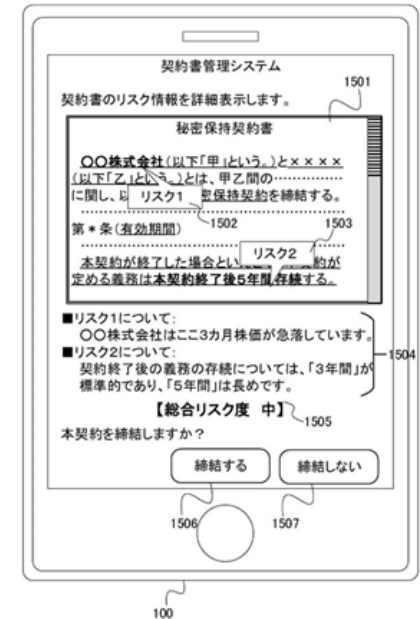


図2 本発明の実施例:契約に関するリスク表示

The creation and realization of innovation is the only reason for OPTiM's existence, and we have been aiming to realize innovation from the beginning. We have also used IP strategies to create new markets and new customers to establish a market competitive advantage for innovation. We will continue to contribute to the development of various industries through our IP activities and to contribute to Japan's leap forward as an IP nation.

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

## 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
<b>Environment</b>	
  	<p><b>Theme: Securing Biodiversity and Reducing Environmental Impact</b>  <b>Up to 99% Reduction of Chemical Pesticides and Fertilizers by Pinpoint Pesticide and Fertilizer Spraying</b>                      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><b>Theme : Promotion of climate change measures</b>  <b>Establishment of cultivation technology system that can respond to climate change (warming) using digital technology</b>                      By digitizing weather, water level, cultivation history, pests and diseases, and growth data, we have developed a system to recommend cultivation methods according to the environment and growth conditions. We are also working on the advancement of AI-based pest prediction technology. The system will enable sustainable cultivation against issues such as high temperature damage to crops and the northward spread of diseases due to climate change.</p>
	<p><b>Theme : Promoting the realization of a carbon-neutral, decarbonized society in 2050</b>  <b>Providing "Forest Scope", a resource survey service that utilizes drones</b>                      ForestScope can take aerial photographs of forests using drones and estimate the number of trees and the amount of timber volume through image analysis. This makes it possible to easily survey the amount of forest resources and reduce the man-hours required to survey the amount of resources. Resource volume surveys are effective data for forest conservation, and can contribute to systematic forest management for thinning for conservation, resource recycling, and carbon neutrality.</p>

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