

Translation

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## Summary of Consolidated Financial Results for the Three Months Ended June 30, 2020 (Based on Japanese GAAP)

August 14, 2020

Company name: OPTiM Corporation  
 Stock exchange listing: Tokyo  
 Stock code: 3694 URL <https://www.optim.co.jp/>  
 Representative: President Shunji Sugaya  
 Inquiries: Director Akihiro Hayashi TEL 03-6435-8570  
 Scheduled date to file Quarterly Securities Report: August 14, 2020  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

### 1. Consolidated financial results for the three months ended June 30, 2020 (from April 1, 2020 to June 30, 2020)

#### (1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended June 30, 2020	1,377	17.5	(38)	–	31	–	12	–
Three months ended June 30, 2019	1,171	–	(189)	–	(190)	–	(150)	–

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Three months ended June 30, 2020	0.24		0.23	
Three months ended June 30, 2019	(2.73)		–	

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of June 30, 2020	4,190	3,052	71.2
As of March 31, 2020	4,604	3,039	64.5

### 2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen				
Year ended March 31, 2020	–	0.00	–	0.00	0.00
Year ending March 31, 2021	–	–	–	–	–
Year ending March 31, 2021 (Forecast)	–	–	–	–	–

### 3. Forecast of consolidated financial results for the year ending March 31, 2021 (from April 1, 2020 to March 31, 2021)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	7,407	10.1	712	177.4	802	209.4	501	327.6	9.11
	~8,080	~20.1	~1,526	~493.9	~1,616	~522.9	~1,028	~777.3	~18.69

4. Notes

- (1) Changes in significant subsidiaries during the three months ended June 30, 2020  
 (changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
  - Changes in accounting policies due to other reasons: No
  - Changes in accounting estimates: No
  - Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2020	55,125,600 shares	As of March 31, 2020	55,115,360 shares
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Number of treasury shares at the end of the period

As of June 30, 2020	87,748 shares	As of March 31, 2020	87,748 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2020	55,036,052 shares	Three months ended June 30, 2019	55,022,396 shares
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**Quarterly consolidated financial statements**  
**Consolidated balance sheets**

(Thousands of yen)

	As of March 31, 2020	As of June 30, 2020
<b>Assets</b>		
Current assets		
Cash and deposits	1,263,910	1,452,988
Notes and accounts receivable - trade	1,552,215	731,347
Inventories	36,272	38,541
Other	94,826	95,193
Total current assets	2,947,224	2,318,071
Non-current assets		
Property, plant and equipment	305,329	291,375
Intangible assets	29,569	167,650
Investments and other assets		
Leasehold and guarantee deposits	336,130	335,803
Deferred tax assets	742,106	761,860
Other	243,880	315,961
Total investments and other assets	1,322,116	1,413,625
Total non-current assets	1,657,014	1,872,651
Total assets	4,604,239	4,190,723
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	482,958	301,821
Income taxes payable	265,306	45,669
Provision for bonuses	112,426	151,176
Other provisions	21,413	29,708
Other	621,081	547,631
Total current liabilities	1,503,187	1,076,007
Non-current liabilities		
Asset retirement obligations	61,866	61,885
Total non-current liabilities	61,866	61,885
Total liabilities	1,565,053	1,137,893
<b>Net assets</b>		
Shareholders' equity		
Share capital	443,439	443,684
Capital surplus	727,570	727,815
Retained earnings	1,872,893	1,885,872
Treasury shares	(75,272)	(75,272)
Total shareholders' equity	2,968,629	2,982,101
Non-controlling interests	70,555	70,729
Total net assets	3,039,185	3,052,830
Total liabilities and net assets	4,604,239	4,190,723

**Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)**

**Consolidated statements of income (cumulative)**

(Thousands of yen)

	Three months ended June 30, 2019	Three months ended June 30, 2020
Net sales	1,171,952	1,377,576
Cost of sales	487,587	561,849
Gross profit	684,364	815,726
Selling, general and administrative expenses	874,253	854,329
Operating loss	(189,888)	(38,603)
Non-operating income		
Commission income	1,448	63,979
Insurance claim income	–	555
Gain on investments in investment partnerships	–	6,428
Miscellaneous income	968	1,719
Total non-operating income	2,417	72,683
Non-operating expenses		
Foreign exchange losses	1,754	594
Loss on investments in investment partnerships	1,538	–
Share of loss of entities accounted for using equity method	–	1,970
Total non-operating expenses	3,293	2,564
Ordinary profit (loss)	(190,764)	31,515
Profit (loss) before income taxes	(190,764)	31,515
Income taxes - current	11,746	38,116
Income taxes - deferred	(52,176)	(19,754)
Total income taxes	(40,429)	18,361
Profit (loss)	(150,334)	13,153
Profit (loss) attributable to non-controlling interests	(199)	173
Profit (loss) attributable to owners of parent	(150,135)	12,979

**Consolidated statements of comprehensive income (cumulative)**

(Thousands of yen)

	Three months ended June 30, 2019	Three months ended June 30, 2020
Profit (loss)	(150,334)	13,153
Comprehensive income	(150,334)	13,153
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(150,135)	12,979
Comprehensive income attributable to non-controlling interests	(199)	173