

# FY03/2023

# Investor Presentation

May 19, 2023

OPTiM Corporation

(Tokyo Stock Exchange Prime Market: 3694)

President Shunji Sugaya

## Disclaimer

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

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

**1**

# FY03/2023 Financial Results

**2**

FY03/2024 Financial Forecasts

**3**

Business Description

**4**

Growth Strategy

**5**

Company Overview

## Service category

## Category for the materials for the financial results briefing

- 1 IoT Platform Service  
(Optimal Biz)
- 2 IoT Platform Service  
(IoT Platform Service excluding Optimal Biz)
- 3 Remote Management Service
- 4 Support Technology Service
- 5 Other Service

- 1 Mobile Management Service
- 2 X-Tech Service
- 3 Other Service

# Achieved **record high sales** for the **23rd consecutive fiscal year** since the foundation

We achieved another new record high sales in FY03/2023, with solid sales growth in Mobile Management Service and significant sales growth in X-Tech service.

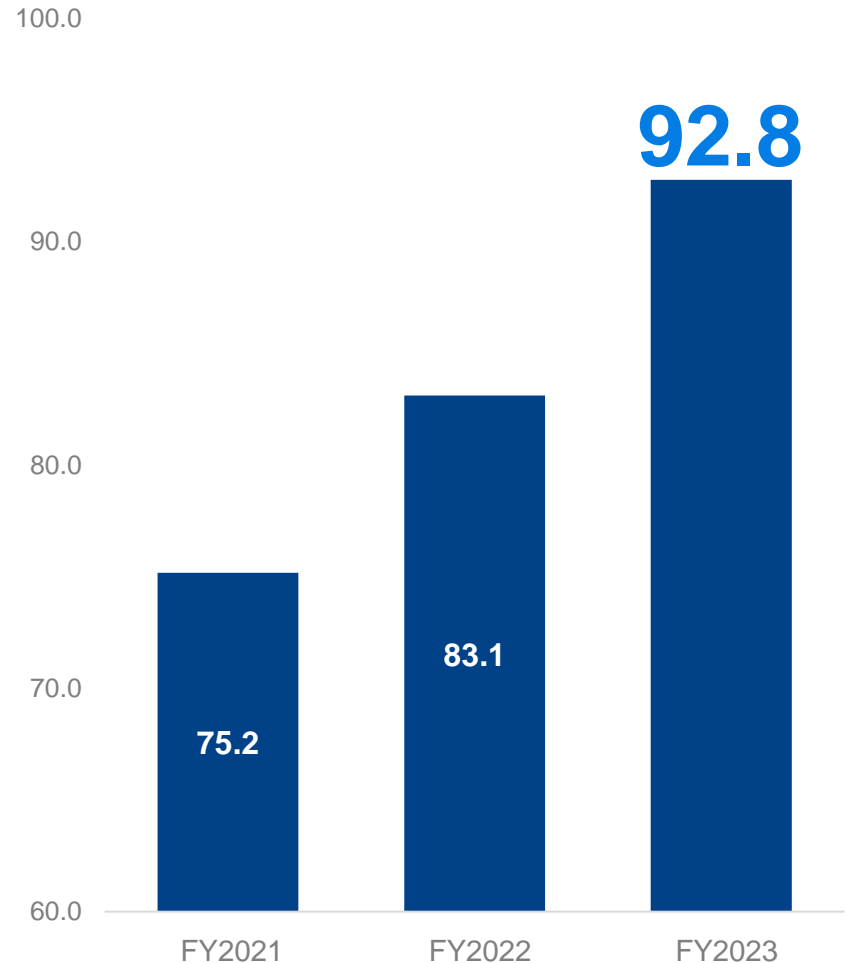
As a result, sales were

**9.28 billion yen (111.6% YOY)**

as planned at the beginning of the term.

## Trend of Sales Result

(Unit: 100 million yen)



## Aggressive growth investment underway to become a leading company in the 4th Industrial Revolution

As a result, as planned at the beginning of the term,

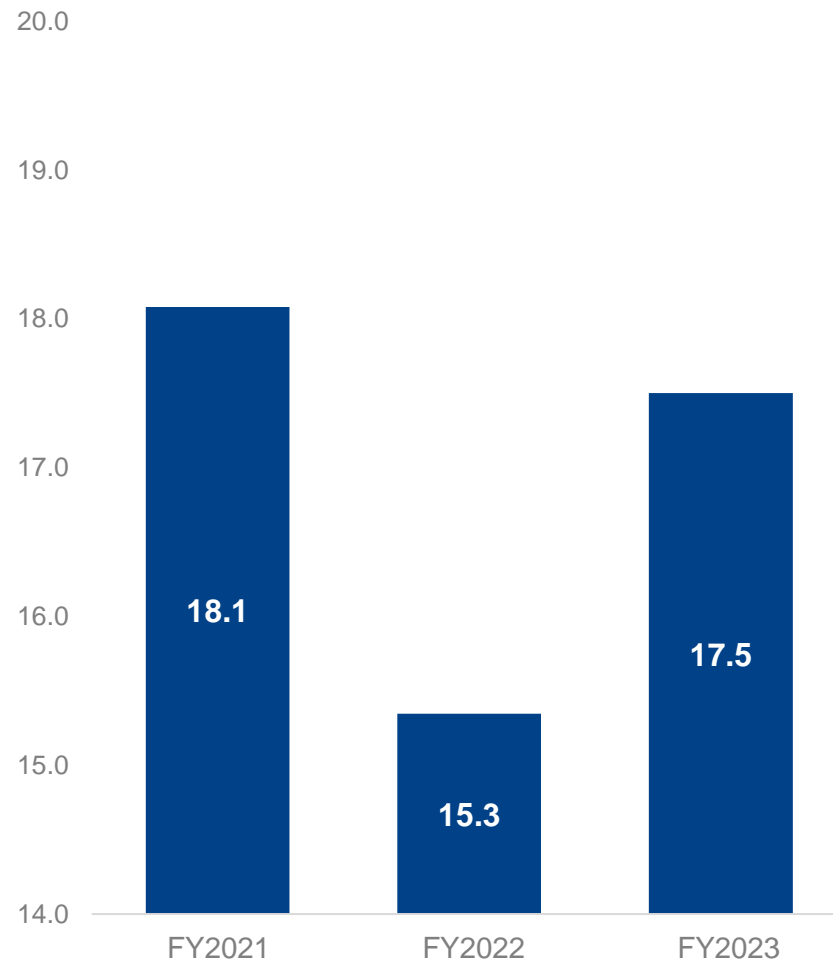
**Operating Profit: 1.75 billion  
(114.0% YOY)**

**Ordinary Profit: 1.63 billion  
(110.1% YOY)**

**Net Profit: 960 million yen  
(102.0% YOY)**

### Trend of Operating Profit

(Unit: 100 million yen)



Compared with the financial forecasts disclosed at the beginning of the term, our FY03/2023 financial results **achieved our plan** in terms of both net sales and profits.

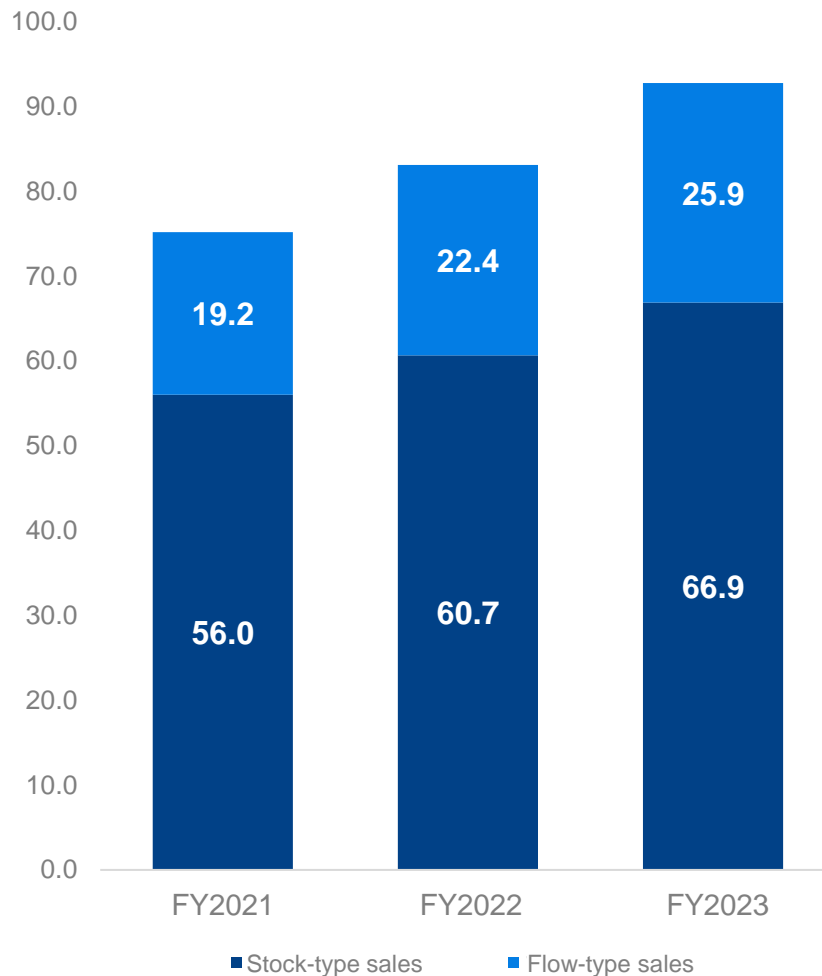
	FY03/2023 Financial Results	FY03/2023 Financial Forecasts	Achievement Rate
Net Sales	9.28 billion yen	9.14 billion yen	101.5%
Operating Profit	1.75 billion yen	1.69 billion yen	103.6%
Ordinary Profit	1.63 billion yen	1.59 billion yen	102.8%
Net Profit	0.96 billion yen	0.95 billion yen	101.7%

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

**Strong growth in stock sales in FY03/2023**

### Trend of Stock and Flow Sales

(Unit: 100 million yen)

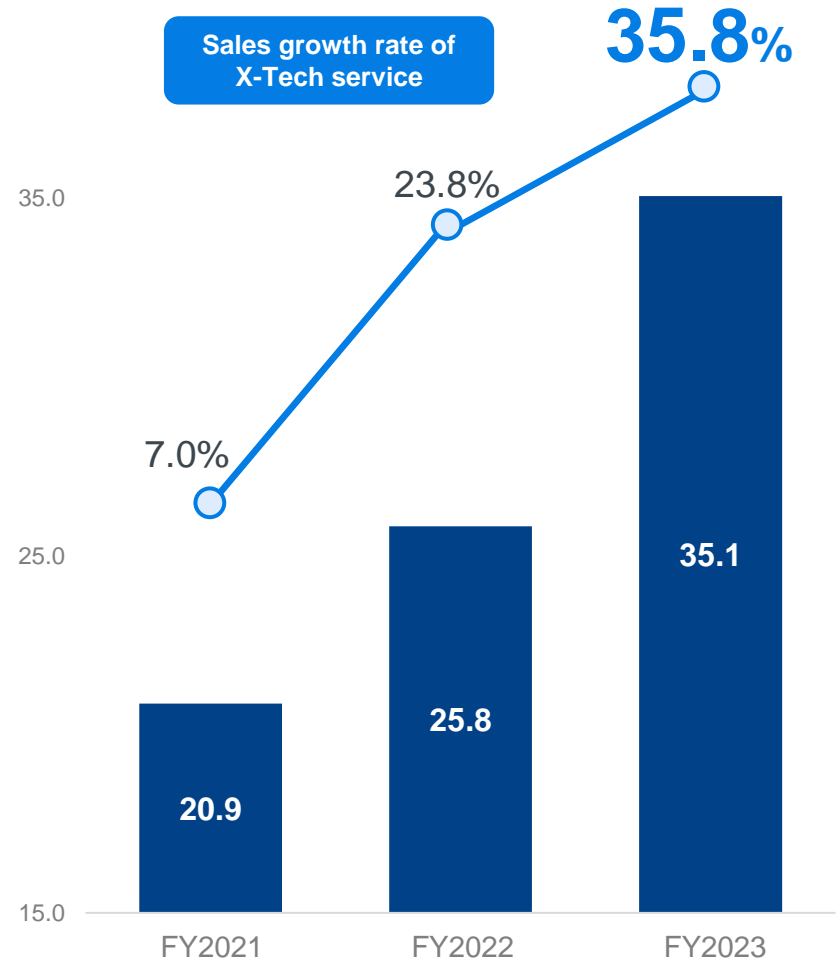


Achieved accelerated growth in X-tech service  
On a genuine growth trajectory

Achieved **135.8%** growth compared to the previous year

### Sales Trend of X-Tech Service

(Unit: 100 million yen)





1 FY03/2023 Financial Results

**2** **FY03/2024 Financial Forecasts**

3 Business Description

4 Growth Strategy

5 Company Overview

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

net sales **10.21 billion yen**  
(110.0% YOY)

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

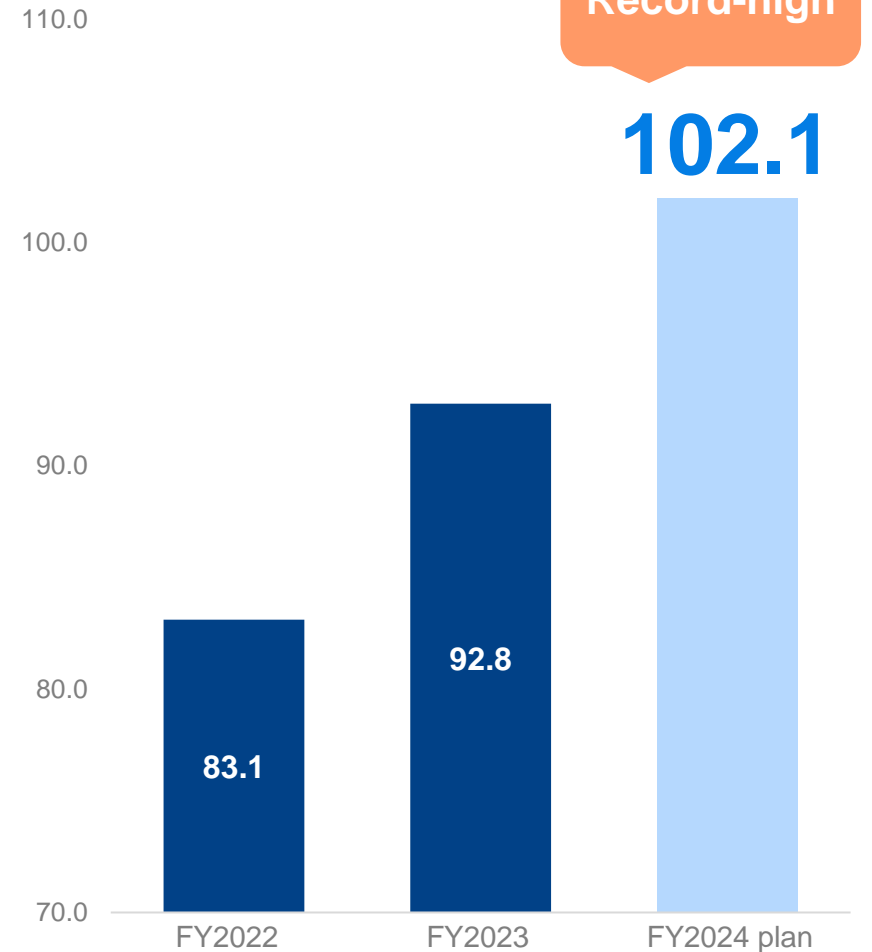
In mobile management services, business performance is steadily expanding against the backdrop of solid market expansion.

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

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

### Sales forecasts

(Unit: 100 million yen)



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

**Operating Profit 1.94 billion yen**

(Operating margin 19.0%)

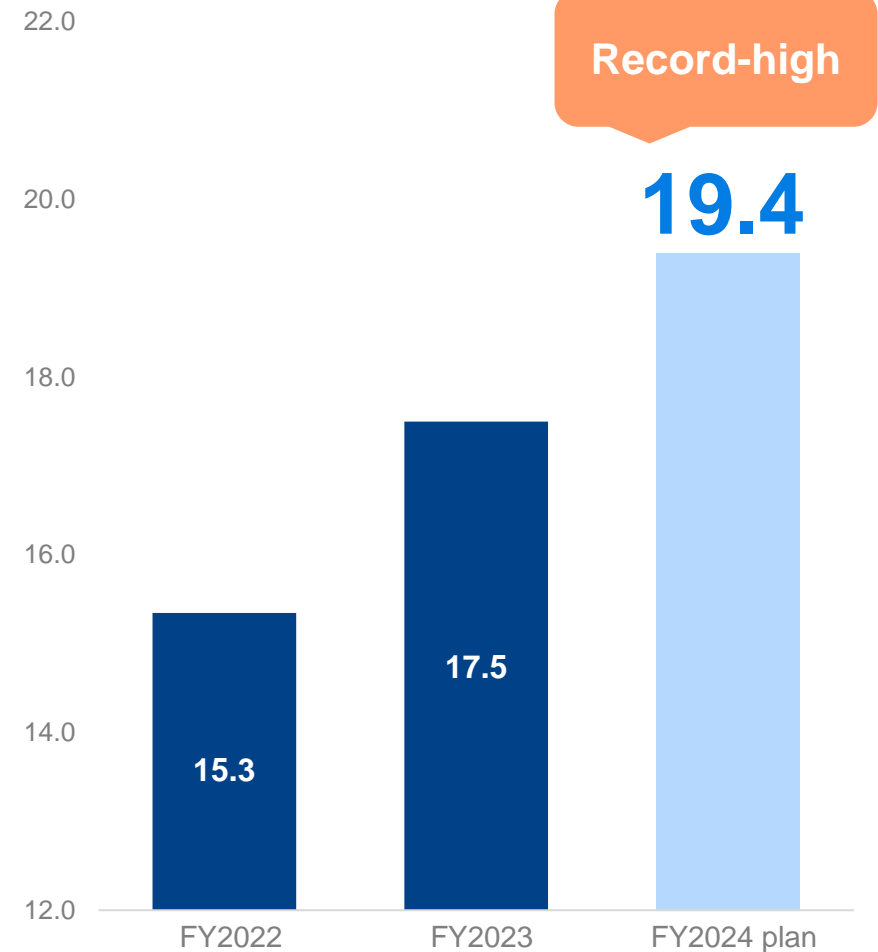
(110.8% compared to the previous year)

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

We aim to achieve record-high operating profit while making aggressive R&D investment against the backdrop of strong stock sales and profit growth. We also intend to invest flexibly and aggressively when good investment opportunities arise during the period.

## Operating Profit Forecasts

(Unit: 100 million yen)



To become a leading company in the 4th Industrial Revolution, we will **aggressively invest** in growth.

In terms of sales, we aim to achieve **record-high sales** for **the 24th consecutive year** since our establishment.

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

1 FY03/2023 Financial Results

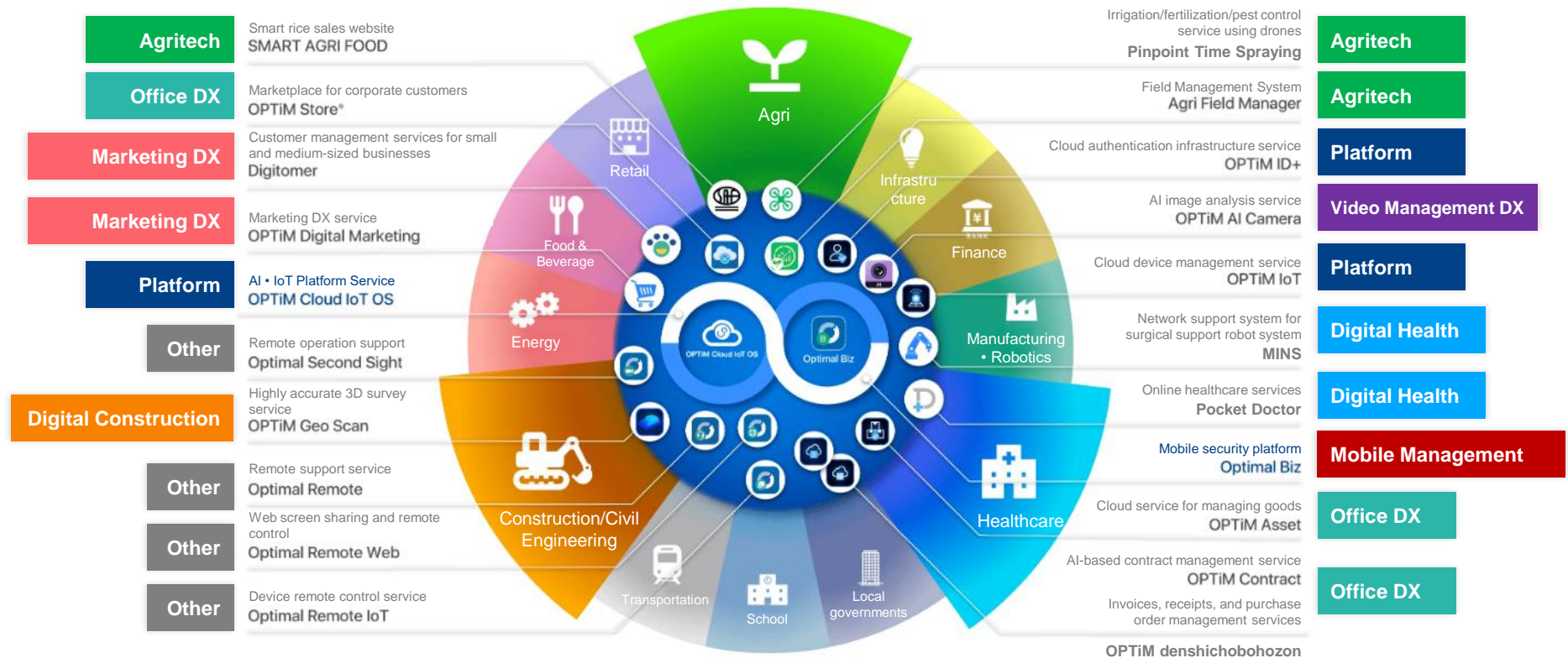
2 FY03/2024 Financial Forecasts

**3 Business Description**

4 Growth Strategy

5 Company Overview

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



# 3. Business Description

## Mobile Management Service



Optimal Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



**Domestic MDM Market**

**No. 1**<sup>\*1</sup>

for 12 consecutive years

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



Measures against loss, theft, and information leaks



Efficient device usage



Asset management  
Device monitoring



Security settings

Overwhelming success with more than

**180,000 companies**<sup>\*</sup>

June 25, 2019, our total

Average churn rate

about **0.5%**<sup>\*</sup>

<sup>\*</sup> Calculated by us based on the monthly average results of major partners. Aggregation period (Apr. 2021 – Mar. 2022)

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

### 3. Business Description

# X-Tech Service

In the X-Tech service area, we provide killer services specialized for each industry and sector, leveraging OPTiM's security, device management, and other platforms as well as AI/IoT/Robotics and other technologies. Through these services, we promote DX for the entire society and solve social issues specific to each industry.





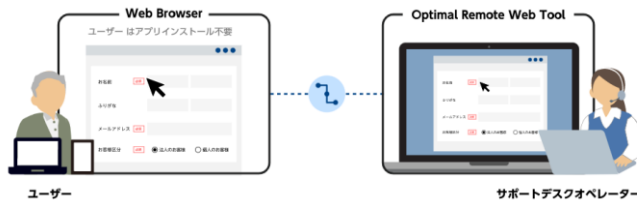


## Optimal Remote series

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



## Optimal Remote Web



## Optimal Remote IoT



## Optimal Second Sight



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

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



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

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



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

\*1: As of March 2023

1 FY03/2023 Financial Results

2 FY03/2024 Financial Forecasts

3 Business Description

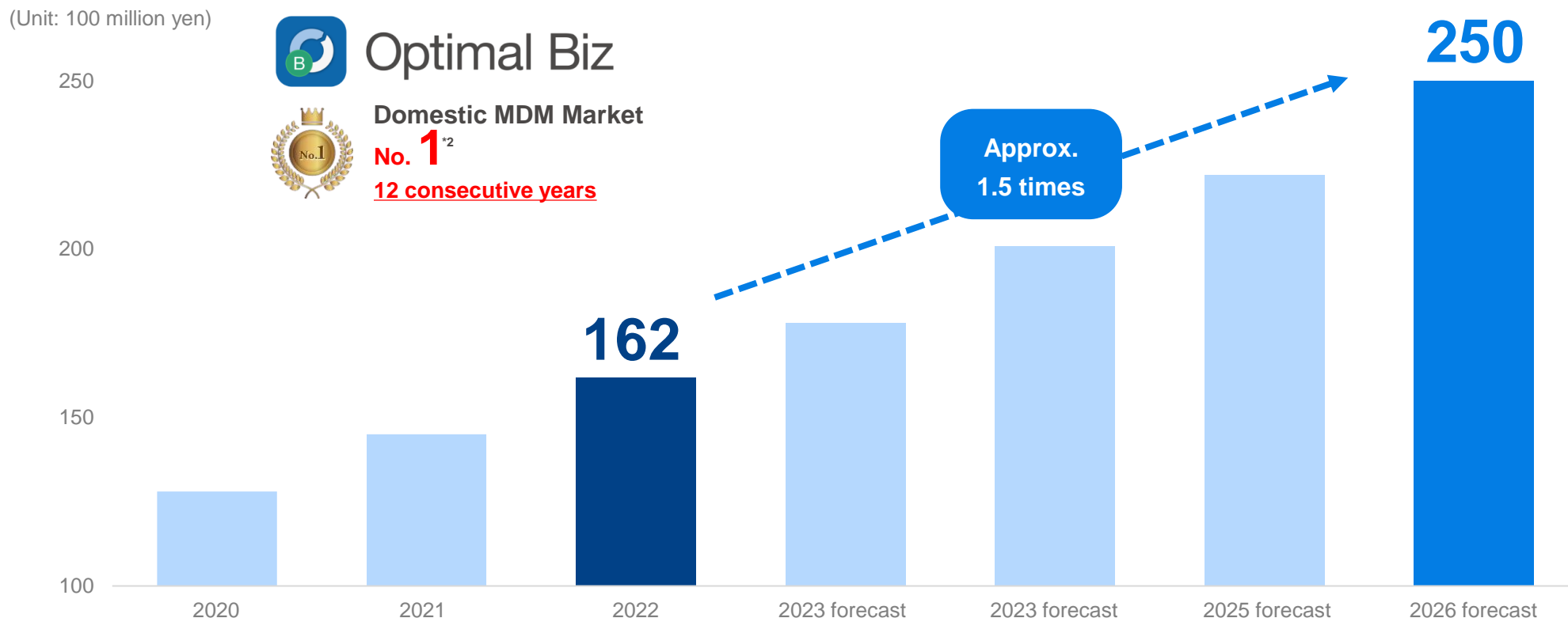
**4 Growth Strategy**

5 Company Overview

## 4. Growth Strategy

# Mobile Management Service

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



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

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

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

# 4. Growth Strategy Mobile Management Service

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



(1) Utilization in the office



(2) Usage by business terminals



(3) Utilization in education



(4) Temperature measurement



(5) Telework



Optimal Biz

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



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

Market trend by industry

**No. 1 in 8 categories**



No. 1 for the public sector



No. 1 for schools



No. 1 for public works



No. 1 for financial industry



No. 1 for distribution industry



No. 1 for service industry



No. 1 for telecommunication



No. 1 for manufacturing

**No. 1 in 12 other categories**

EMM market and trend by mobile OS

- Market trends by managed mobile OS 2 categories

Mobile management market trend

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

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

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



## Medium-Term Management Plan

**OPTiM**

**OO × IT**

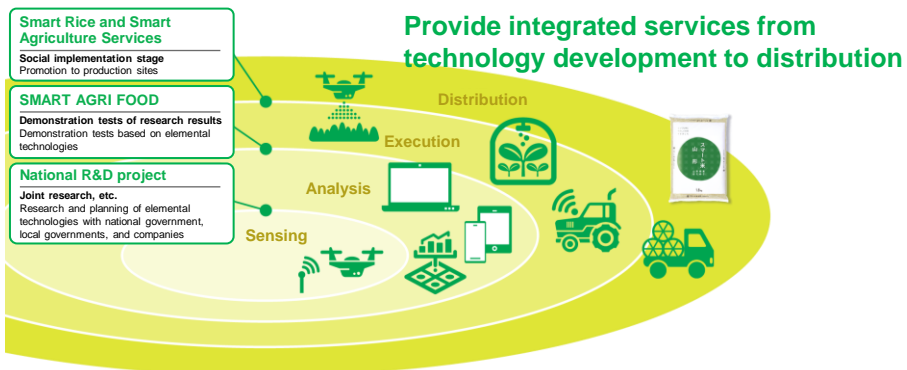
We will reinvent all industries into the fourth industrial revolution by combining each industry with IT (AI, IoT, etc.) through "OO × IT."

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

# 4. Growth Strategy X-Tech Service: Agritech

## Efforts so far

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



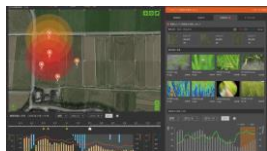
## Agri-Contractor Services



Providing pinpoint time pesticide application services



Providing Drone-Based Seeding Technology



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



Streamlining operations through digitization and AI of contractor operations

## Future Developments

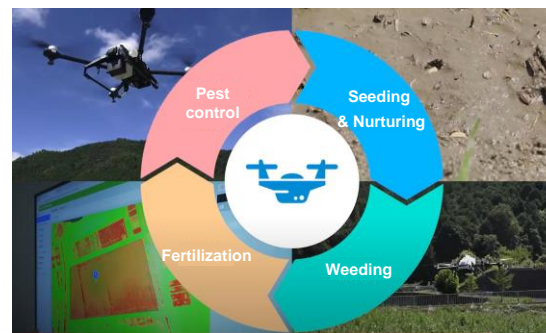
### DX of the entire agriculture industry

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



### Expanding sales and applications of agri-contractor services

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



TAM  
approx. **388.5**  
billion yen\*

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

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

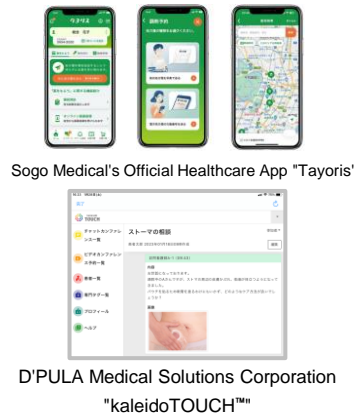
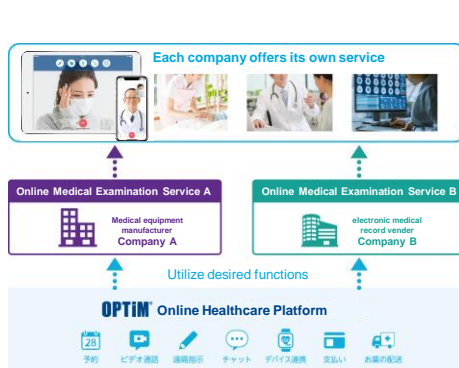
## Efforts so far

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



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

## Online Healthcare Platform



## Future Developments

### Expand MINS development

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

#### ● Things we can achieve with MINS™

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

#### ● Future development

#### ● Expand domestic deployment of MINS™

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



Image provided by Medicaroid Corporation

### Widely deploy as a platform for solving healthcare issues

Widely deploy online healthcare platform to related services

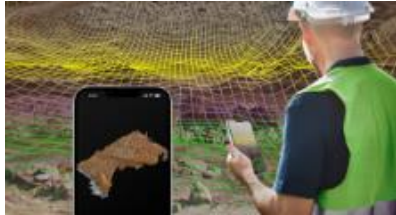
TAM\*1  
approx. **150.0**  
billion yen

\*1 Calculated by OPTiM based on 2, 3, and 4 below  
 \*2 Estimated figures for 2024. From the research firm Seed Planning, "Results of a Survey on the Current and Future Market for Online Medical Services (July 2020).  
 \*3 Multiply the total number of prescriptions nationwide, which is approximately 800 million (based on the Ministry of Health, Labor and Welfare's "Trends in Medical Expenditures for Drug Dispensing (Computerized Processing) in the Fiscal Year 2018"), by the unit price of 430 yen for medication guidance and assume that 10% of these prescriptions will go online.  
 \*4 The number of establishments with 50 or more employees is approximately 164,000 (based on the 2010 Basic Survey on Industrial Safety and Health and the 2014 Economic Census (including some estimates)). Estimated at 50,000 yen per month per facility.

# 4. Growth Strategy X-Tech Service: Digital Construction

## Efforts so far

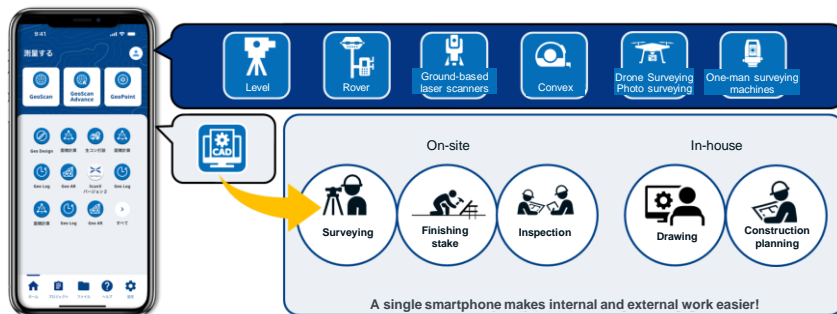
### Develop and expand sales of DX services for construction and civil engineering



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



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



## Future Developments

### DX of the construction and civil engineering industry

- Further development of OPTiM Geo Scan
  - The first LiDAR surveying application using a mobile device in Japan to comply with the Ministry of Land, Infrastructure, Transport and Tourism's "Guidelines for Formwork Management Using 3D Measurement Technology (Draft)".
  - This facilitates its use throughout the entire construction process from the start of construction to the end of inspection at sites of all sizes, enabling its introduction at even more sites.
- Continue to promote LANDLOG business and development with EARTHRAIN by providing OPTiM Cloud IoT OS.

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

- Development and deployment of construction and civil engineering DX services centered on OPTiM Geo Scan
- Provide services to 360,000 target construction-related companies.

TAM\*1  
**360.0**  
billion yen

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

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





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

## Efforts so far

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



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

Further accelerate the promotion of the marketing DX domain.

## Provide OPTiM Digital Marketing and the smartphone app

### OPTiM Digital Marketingの特長

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



Launched cloud services and smartphone applications to optimize and streamline corporate marketing initiatives centered on CRM.

## Future Developments

### Gov tech: Saga City Official Super App



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

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

New services are scheduled to be launched one after another.

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



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

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

### Stadium tech: SAGA Sunrise Park App



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

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

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

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

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

## Efforts so far

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

AI Contract Management Service

### OPTiM Contract



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

### Expand coverage to include forms and documents in addition to contracts

AI Transaction Information (Forms) Management Service

### OPTiM denshichobohozon



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

## Future Developments

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

TAM  
**422.2**  
billion yen

Small to medium-size companies	Large corporations
<b>159.2</b>	<b>263.0</b>
billion yen*	billion yen*

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

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

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

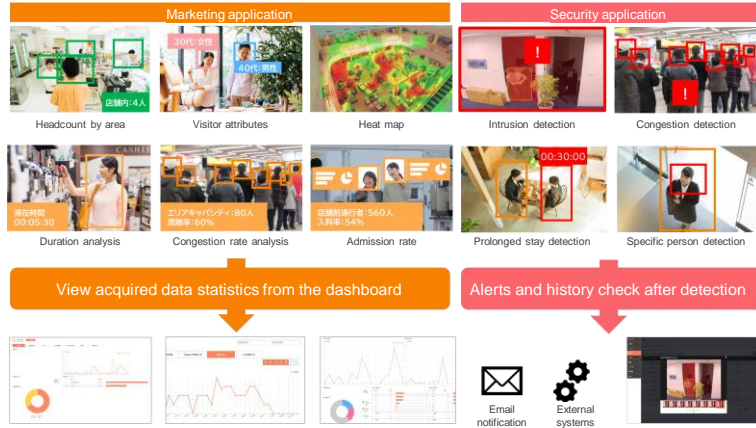


令和3年改正法令基準

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

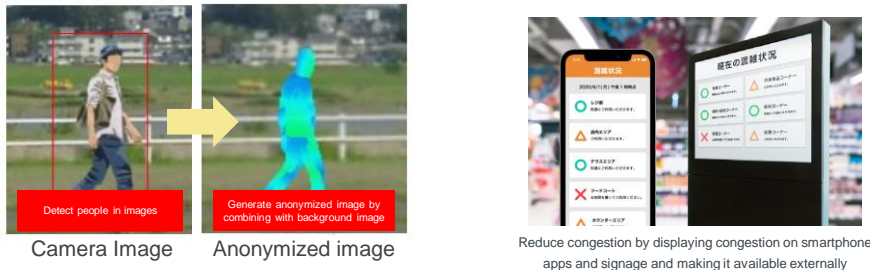
## Efforts so far

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



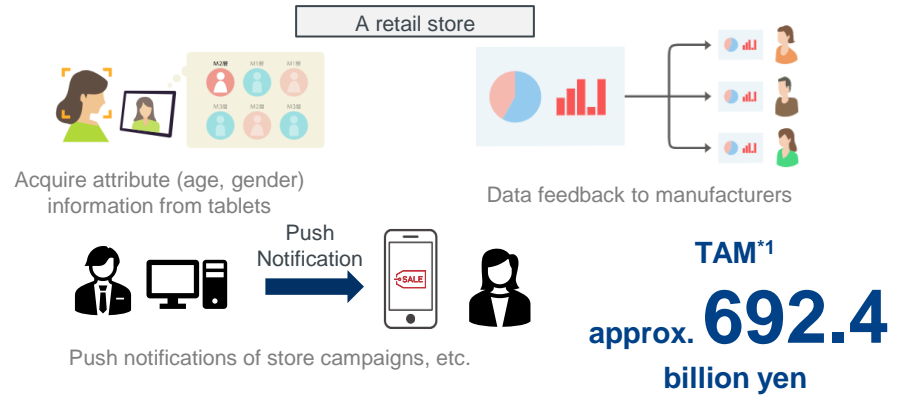
A packaged service that collects data from network cameras and analyzes images to support marketing and security applications

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



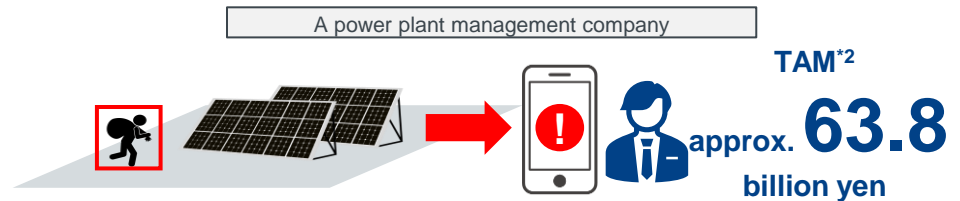
## Future Developments

### Marketing Application: Development from retail cases



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

### Security Application: Development from facility security cases

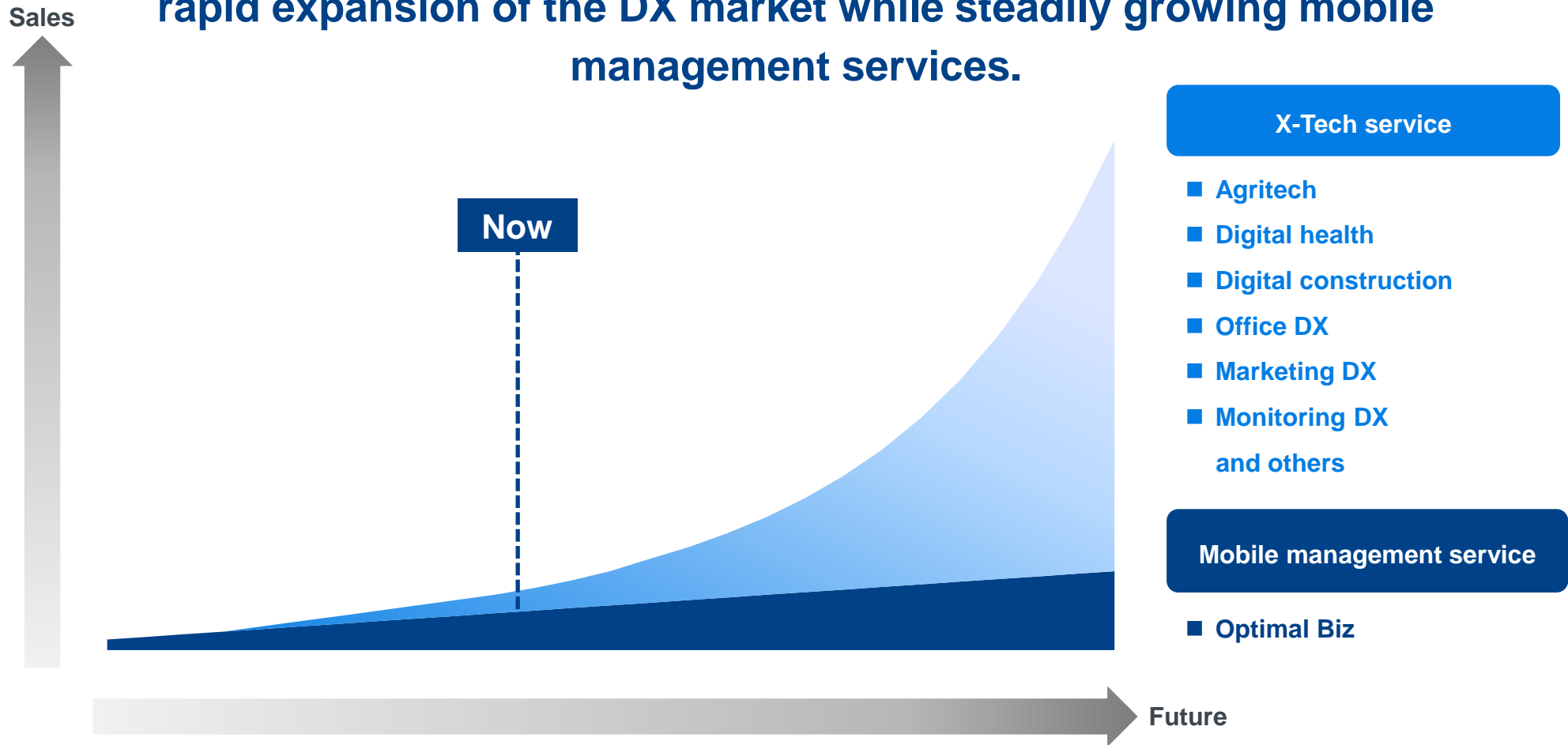


A power plant management company is using cameras to detect intruders as a measure against theft of facilities and equipment. We realized an efficient detection of abnormalities and smooth initial response.

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

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

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



1 FY03/2023 Financial Results

2 FY03/2024 Financial Forecasts

3 Business Description

4 Growth Strategy

**5 Company Overview**

# 5. Company Overview Summary

<b>Corporate Name</b>	OPTiM Corporation (Tokyo Stock Exchange Prime Market: 3694)	
<b>Address</b>	OPTiM SAGA (SAGA Office)	: OPTiM Headquarters Bldg., 1 Honjomachi, Saga-shi, Saga, Japan
	OPTiM TOKYO (TOKYO Head Office)	: 1-2-20 Kaigan, Minato-ku, Japan
	OPTiM KOBE	: 7-1-1 Onoedori, Chuo-ku, Kobe-shi, Hyogo, Japan
<b>President</b>	Shunji Sugaya	
<b>Date of Incorporation</b>	June 8, 2000	
<b>Capital</b>	JPY 444 million	
<b>Book Closure</b>	March	
<b>Number of staff</b>	398 employees (As of April 1, 2023)	
<b>Main Stock Holders</b>	Shunji Sugaya, Nippon Telegraph and Telephone East Corporation, FUJIFILM Business Innovation Corp.	
<b>Business Description</b>	License sales and maintenance support service business (Optimal business) (IoT Platform Service/Remote Management Service/Support Service/Other Service)	



## 5. Company Overview

# OPTiM's Strengths

Characteristics (strengths)	Content
<b>1. Robust technology innovation capabilities</b>	Inventiveness to create from 0 to 1. 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 stock 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)

**Established the head office of a listed company on the campus of  
a national university (Only us in Japan)**

Welcome to

**OPTiM**<sup>®</sup> **Innovation Park**  
@SAGA UNIVERSITY HONJO CAMPUS



**OPTiM** Headquarters Building



**OPTiM** Cafe

1F



**OPTiM** AI • IoT • Robotics Demo Booth

1F



**OPTiM** Robotics Laboratory

**Working as a hub for R&D and human resource development in collaboration with academia and local communities in the areas of Agritech, digital healthcare, GovTech, FinTech, and other fields**



# 5. Company Overview

## Overview of OPTiM Group

### OPTiM Group



#### Consolidated subsidiaries



**OPTiM Agri Michinoku Corporation**  
(OPTiM 95%: Michinoku Bank5%)



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



**Landlog Marketing Corporation**  
(OPTiM 100%)

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



OPTiM Bank Technologies

**OPTiM Bank Technologies Corporation**  
(OPTiM 95%: Saga Bank5%)



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



**YURASCOPE Co., Ltd.**  
(OPTiM 100%)

- Development and provision of marketing DX services

#### Equity-method affiliate



D'PULA Medical Solutions Corporation

**D'PULA Medical Solutions Corporation**



- Providing healthcare IoT solutions



DXGoGo

**DXGoGo Corporation**



- Supporting corporate DX with product planning utilizing AI and IoT



NTT e-Drone Technology

**NTT e-Drone Technology Corporation**



- Promote the use of domestic drone services in each industry



NET RESOURCE MANAGEMENT

**Net Resource Management, Inc (NRM)**

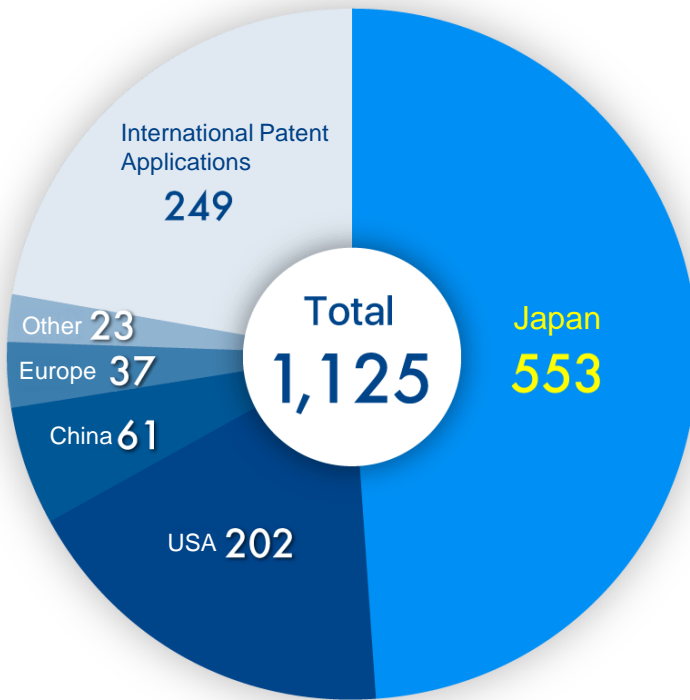


- Corporate DX promotion

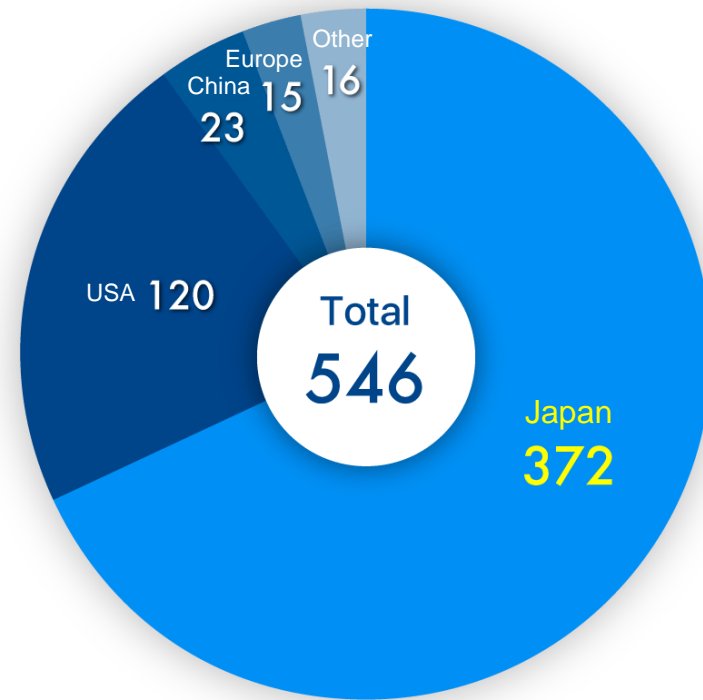
A number of world-first and Japan-first unique services, technologies, and business models are strongly protected by highly effective patents.

## Patents\*1

### Applications



### Registrations



\*1: As of February 10, 2023. The difference between the number of applications and registrations is the number of patents currently awaiting examination.

- Possesses a wealth of highly effective intellectual property
  - The Company's President ranked No. 1 for the scale of patent assets held by individuals in the field of information and communications (Ranked by Patent Result Co., Ltd., as of January 2015)
- Received the **Intellectual Property Achievement Award** from **the Japan Patent Office, the Ministry of Economy, Trade and Industry** in April 2018
- Develops innovation activities with an awareness of the effective use of intellectual property in all phases, including entry into new business fields, business diversification, and global expansion
- The patent for pinpoint pesticide spraying technology received the **Minister of Education, Culture, Sports, Science and Technology Award** at the 2019 Kyushu Regional Invention Awards



No. 1. for the scale of patent assets held by individuals in the field of information and communications in Japan



発明者	発明者スコア (総点)	有効特許/届出願 (件数)	最初の 出願日	最近の 出願日	平均共同 発明者数	企業名 (推定)
香谷俊二	306.8	119 / 119	2001/03/23	2013/09/12	0.050	<b>OPTiM</b>
2 Y.M	273.3	166 / 166	1999/08/03	2013/03/22	0.205	大手検索エンジンメーカー Y社
3 M.S	244.3	336 / 336	1995/04/03	2010/01/07	2.521	大手通信キャリア D社
4 K.H	194.6	280 / 280	1995/12/22	2013/02/19	2.579	大手通信キャリア D社
5 Y.K	185.2	298 / 298	2005/04/13	2013/06/28	2.557	知財ビジネス・ソフト開発会社 E社
6 H.S	177.7	73 / 73	2004/03/09	2013/01/09	1.068	大手通信キャリア D社
7 M.I	171.2	286 / 286	1999/03/18	2012/05/22	2.304	大手通信キャリア D社
8 H.I	169.9	310 / 310	1997/02/27	2013/05/10	2.303	大手通信キャリア D社
9 K.M	153.2	20 / 20	2001/02/14	2003/11/14	1.100	大手通信キャリア D社
10 U	150.8	243 / 243	2004/04/28	2012/04/19	2.313	地図ソフト開発会社 N社

Each business is protected by a number of patents held by the Group, which enhances the stability and growth of the business.

### Mobile Management

Analyze packets sent from network devices such as PCs and various IoT devices to identify devices connected to the network

Patent No.: JP4855499  
 Registration date: November 4, 2011  
 Application date: May 29, 2009

**Optimal Biz**

### Platform

Computer system, API providing method and program (automatically selects the best AI (Artificial Intelligence) and APIs based on predefined conditions)

Patent No.: JP6404529  
 Registration date: September 21, 2018  
 Application date: November 17, 2016

**OPTiM Cloud IoT OS**

### Office DX

Container image delivery system, container image delivery method and program (related to application running infrastructure that uses container technology as a means of application delivery)

Patent No.: JP6228691  
 Registration date: October 20, 2017  
 Application date: July 27, 2016

**OPTiM Store**

### Office DX

Contract management system, contract management method, and contract management program (AI and systems to analyze and manage contracts)

Patent No.: JP6290459  
 Registration date: February 16, 2018  
 Application date: August 31, 2016

**OPTiM Contract**

### Marketing DX

Computer system, vacancy detection method and program (Analyzes camera images by AI and provides coupons with discount rates based on seat vacancy rates)

Patent No.: JP6246446  
 Registration date: November 24, 2017  
 Application date: December 21, 2016

**OPTiM Digital Marketing**

### Agritech

Wireless aircraft, location information output method, and program for wireless aircraft (Basic patent on pinpoint pesticide application and fertilizer technology)

Patent No.: JP6326009  
 Registration date: April 20, 2018  
 Application date: June 29, 2015

**Agri Field Manager**

### Agritech

Computer system, harvest timing prediction method and program (Crop harvest timing and yield prediction system)

Patent No.: JP6999223  
 Registration date: December 24, 2021  
 Application date: July 31, 2018

**Agri House Manager**

### Video Management DX

Computer system, transfer fraud prevention method and program (ATM monitoring system to prevent bank transfer fraud)

Patent No.: JP6959704  
 Registration date: October 12, 2021  
 Application date: June 29, 2018

**OPTiM AI Camera**

### Digital Construction

Measurement equipment, method and program (Simply realizes high-precision 3D surveys through automatic coupling of positional information and 3D point cloud data)

Patent No.: JP7009021  
 Registration date: January 14, 2022  
 Application date: October 11, 2018

**OPTiM Geo Scan**

### Other

Remote operation support system, remote operation support method, and program (sensitive information masking technology)

Patent No.: JP6259962  
 Foreign registration: USA  
 Registration date: December 15, 2017  
 Application date: March 30, 2017

**Optimal Remote**

# Questions and Answers

---

## Questions submitted in advance

- How will "Corporate DX" and "Industrial DX," two types of DX that have been promoted as your growth strategy, be linked to newly announced "Mobile Management Service," "X-Tech Service" and "Other Service"? In addition, what KPIs are you going to focus on to achieve future growth?

## Questions submitted in advance

- Please give us specific examples of fields in which X-Tech services are significantly growing. Is it licensing revenues that are increasing?

## Questions submitted in advance

- With the sales growth rate having been maintained at around 10% for the past three years, how many years will it take for the dramatic growth of the X-Tech services to improve your business performance significantly?



## Questions submitted in advance

- It seems that there has been little activity recently regarding collaboration with Komatsu, which had been actively promoted as the "construction × IT" initiative. Please explain the current situation of your collaborative efforts with Komatsu.

## Questions submitted in advance

- Please tell us your specific policy on how you will respond to the announced termination of the application of transitional measures for the criteria for maintaining the listing in March 2025.

