FY03/2025

Second Quarter(Interim Period) Investor Presentation

November 20, 2024

OPTiM Corporation
(Tokyo Stock Exchange Prime Market: 3694)
President Shunji Sugaya

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1 **FY03/2025 Second Quarter(Interim Period) Financial Review**

2 Introduction of initiatives for FY2025

3 FY03/2025 Full-year Financial Forecast

4 Appendix

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Category for Investor Presentation

Service category	Category for investor presentation
1 IoT Platform Service (Optimal Biz)	1 Mobile Management Service
2 IoT Platform Service (IoT Platform Service excluding Optimal Biz)	2 X-Tech Service
3 Remote Management Service	3 Other Service
4 Support Technology Service	
5 Other Service	

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Highlights

We will steadily grow the Mobile Management Service,
which holds an overwhelming market share,

create innovations in the rapidly expanding DX market,
and achieve significant growth.

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1. FY03/2025 Second Quarter(Interim Period) Financial Review

Business is progressing steadily as planned to achieve record-high net sales and operating profit for 25 consecutive fiscal years since our foundation.
We will continue aggressive growth investment.

(Unit: 100 million yen)

	FY03/2024 Second Quarter Results	FY03/2025 Second Quarter Results	Results year-on-year	FY03/2025 Full-year Results Forecast
Net Sales	43.8	45.1	103.0%	113.0
Operating Profit	7.6	7.9	104.1%	19.5
Ordinary Profit	6.7	6.6	99.8%	-
Net Profit	3.9	3.8	97.3%	-

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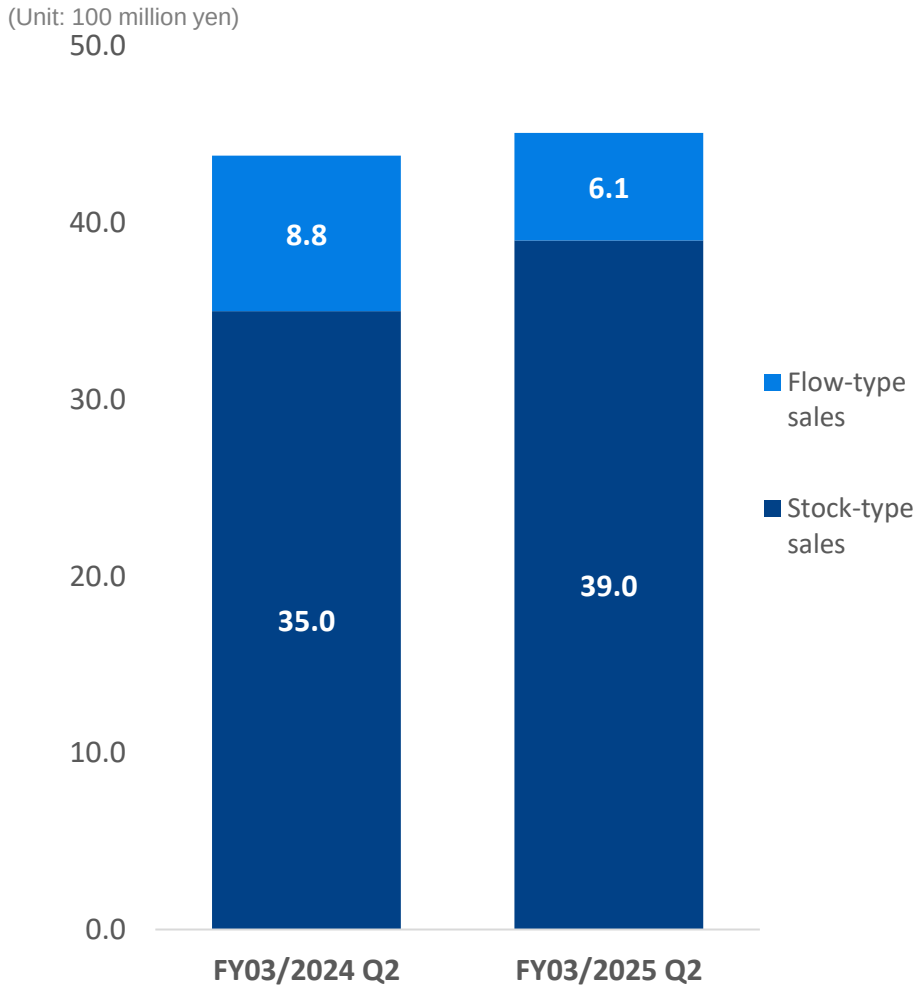
Actual Sales: Stock Flow Ratio

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

Strong growth in stock sales

Trend of Stock and Flow Sales



* As a result of a review of the sales management categories for some services, there have been changes to the breakdown of stock and flow sales, so the display has been changed, including for the previous period.

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Progress of Business Performance and Full-Year Forecasts

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

[Sales]

- During the current interim consolidated accounting period, as a result of providing the “Pinpoint Time Spraying Service,” a drone pesticide spraying DX service of “AgriTech,” throughout the country, sales of “AgriTech” have grown significantly compared to the previous interim consolidated accounting period.
- As for stock-type sales, sales of both Mobile Management Service and X-Tech Service have been steady, centering on “Optimal Biz” and “OPTiM Cloud IoT OS”, which are the core products of each service.
  In addition, the numbers of licenses for “OPTiM Geo Scan” in Digital Construction and “OPTiM Contract” and “OPTiM denshichobohozon (Electronic Bookkeeping)” in Office DX have been steadily increasing.
- Our Group's sales structure is stock-type license income. Sales tend to be recognized mostly in the second half of the fiscal year because sales mainly come from recurring fees and flow-type customization sales tend to concentrate in the second half of the fiscal year.

[Profit]

- Compared to the previous interim consolidated accounting period, ordinary income and net income have decreased. This is mainly due to an increase of 43,475 thousand yen in share of loss of entities accounted for using equity method.
- Gross profit margin increased due to an increase in the proportion of stock-type sales compared to the previous year.

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X-Tech Service: Agritech

Our company's agricultural distribution DX business is the first in Japan* to be certified as a business that establishes the foundations for the “MIDORI Act”.



The agricultural distribution DX business being undertaken by our company and subsidiary OPTiM Agri Michinoku has become the first business in Japan to be certified under the “Strategy for Sustainable Food Systems of MIDORI” of the “Food System Law Certification System of MIDORI” being promoted by the government, as a business that “rationalizes the distribution of agricultural, forestry and marine products produced through initiatives to reduce environmental impact”.

This certification allows our company and subsidiary OPTiM Agri Michinoku to be given priority in the adoption of more than 20 national agricultural-related subsidy projects.
In addition, the Smart Rice Project and the Agricultural Service Project, which are being developed in collaboration with producers, agricultural organizations and local governments across the country, can receive government support of up to 150 million yen for the development of machinery and facilities that contribute to the rationalization of distribution, as well as for surveys and demonstrations.
Furthermore, under the “Food System Strategy Promotion Grant of MIDORI”, there are benefits such as priority adoption of the subsidy project, with a maximum of 20 points being added for the establishment of specific areas and the certification of farmers' plans, etc.



7/16/2024 Press release

* As of July 12, 2024, according to our research. In the MIDORI Act, the categories 1 to 6 are defined as the requirements for “infrastructure establishment projects”, and our company and OPTiM Agri Michinoku are the first in Japan to be certified as businesses that “rationalize the distribution of agricultural, forestry and marine products produced through initiatives to reduce environmental impact”.

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X-Tech Service: Office DX

OPTiM Contract and OPTiM denshichobohozon (Electronic Bookkeeping) both ranked No. 1 in the IT Trend First Half Year Ranking 2024

In the IT Trend First Half Year Ranking 2024, which is a ranking of products that received the most inquiries from users in the first half of 2024 published by IT Trend, a website for corporate users to compare and review IT products with an aggregated number of users exceeding 40 million, OPTiM Contract and OPTiM denshichobohozon (Electronic Bookkeeping) were ranked No. 1[*1] in the following divisions.

- Contract Management System division: OPTiM Contract
- Electronic Book/Voucher System division: OPTiM denshichobohozon (Electronic Bookkeeping)

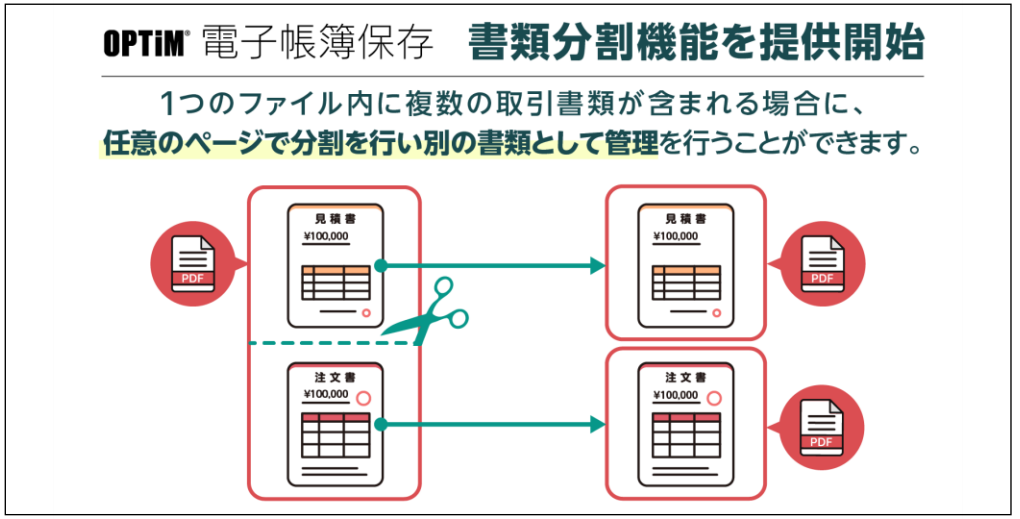


7/1/2024 Press release

Launch of document separation function that splits PDFs containing multiple documents in OPTiM denshichobohozon (Electronic Bookkeeping)

The “Document Splitting Function” allows you to split a single PDF file containing multiple documents, such as estimates and purchase orders, into separate documents at any page you choose.

This means that when you register a PDF file containing multiple documents in “OPTiM denshichobohozon (Electronic Bookkeeping)”, you do not need to split the documents beforehand, and you can register the documents quickly. In addition, the split documents are automatically input with the necessary items for compliance with the Electronic Bookkeeping Law, such as the transaction date, transaction amount, and customer name, using AI-OCR, reducing the need for manual input.



10/8/2024 Press release

*1 Source: IT Trend First Half Year Ranking 2024
Contract Management System division: https://it-trend.jp/award/2024-firsthalf/contract_management
Electronic Book/Voucher System division: https://it-trend.jp/award/2024-firsthalf/electronic_report_system

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X-Tech Service: Office DX

Launch of a function to contract management ledger function in OPTiM Sasumane (SaaS Management)

We have started providing a new function called “Contract Management Ledger” to manage contracts related to the use of SaaS.

This function is for managing information such as the contract plan, contract start date, contract end date, and contract period for the SaaS used by the company. By using this function, you can receive alerts when contract deadlines or automatic renewal dates are approaching, so you can achieve centralized management of multiple contracts, prevent omissions in procedures such as contract renewal, and improve the efficiency of contract management.

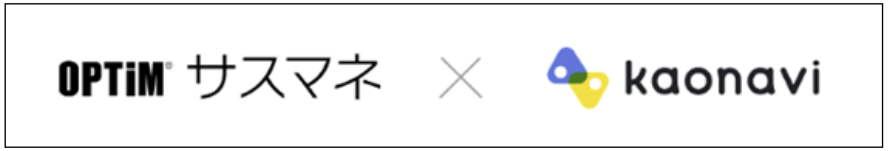


8/29/2024 Press release

SaaS management service “OPTiM Sasumane (SaaS Management)” begins API integration with talent management system ”Kao Navi”

By linking with “Kao Navi”, it is possible to reflect “Kao Navi” user information as the HR master for “OPTiM Sasumane (SaaS Management)”, and based on that user information, “OPTiM Sasumane (SaaS Management)” can centrally manage each SaaS account. In addition, by linking “Kao Navi” as one of the SaaS management targets of “OPTiM Sasumane (SaaS Management)”, it will also be possible to visualize the usage status of “Kao Navi” for each employee.

This will allow the information systems department, which is responsible for the basic management of business systems, to easily refer to information necessary for business, such as user information such as names and photos, and the usage status of services, which will lead to a reduction in workload.



10/16/2024 Press release

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X-Tech Service: Marketing DX（Local Government DX）

The “Saga City Super App” received the “Excellence Award” at the 2024 Japan DX Awards.

The “Saga City Super App”, developed in collaboration with Saga City, has won the “Excellence Award” in the “Government and Public Organization Division” of the “Japan DX Awards 2024”.The Japan DX Awards Executive Committee gave the following evaluation of the reasons for awarding.

“The innovative approach of consolidating city hall functions within the app was highly praised. As a groundbreaking initiative in the face of a declining population, it is expected to have a ripple effect on other municipalities*.”





7/10/2024 Press release

Our company was selected as the contractor for the “2024 Takeo City Official Super App Construction Project” in Takeo City, Saga Prefecture.

The following evaluation was given by the city of Takeo in Saga Prefecture regarding the reasons why our company was selected.

- The fact that the technology adopted is efficient for both users and administrators in terms of the feasibility of the administrative services that Takeo City is aiming to achieve.
- The fact that the company has a reliable project execution capability, as demonstrated by its track record in Saga City.
- The fact that flexible and prompt communication, which is an important element in building future cooperative relationships, was seen in the proposal process.

佐賀県 武雄市

それ、武雄が始めます。
Make It! TAKEO

8/15/2024 Press release

* Source: Japan Digital Transformation Promotion Association
News: Announcement of the winners of the Japan DX Awards 2024, honoring outstanding initiatives selected from 132 entries. https://jdxa.org/news/20240624_dxawards/

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X-Tech Service: Marketing DX

Announcement of t he first AI-powered customer success service in Japan*, “OPTiM Customer Success Portal”

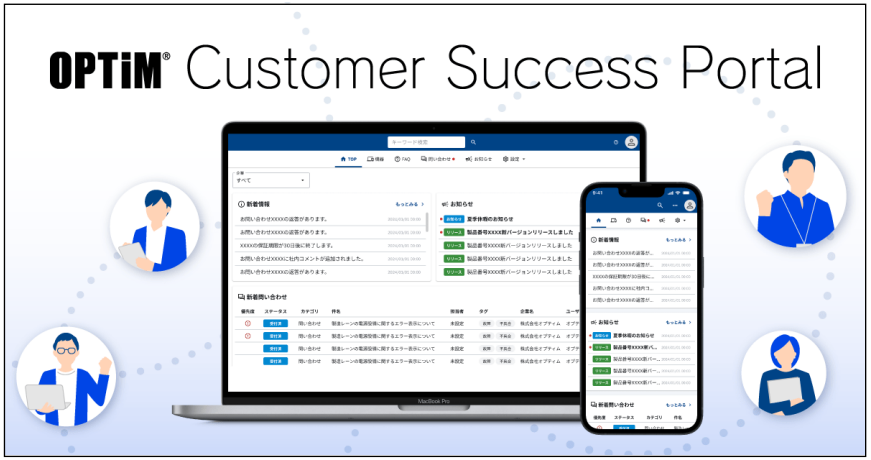
Supporting the success of customers in all industries through AI, automatically and at low cost

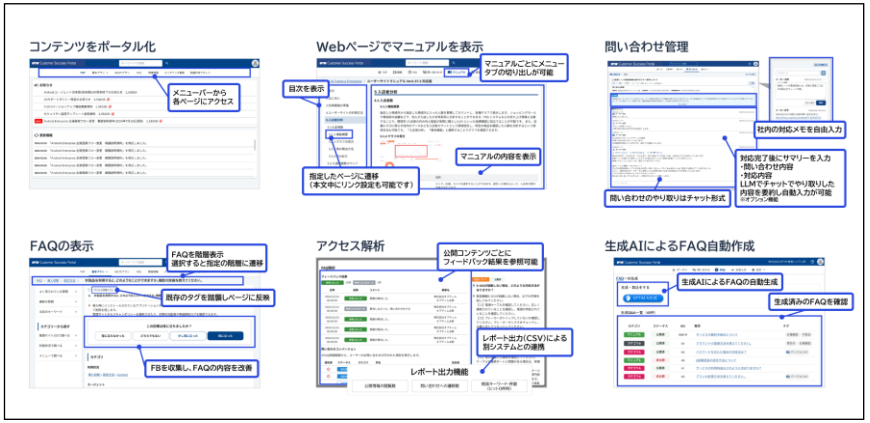
Maximizing customer satisfaction and customer contact points to support the expansion of revenue opportunities

This service uses the content (manuals, FAQs, pamphlets, etc.) that companies have and builds digital touchpoints with customers. It centrally manages and visualizes communication with customers, and AI automatically responds to inquiries, distributes content, and updates it.

This will reduce the cost of customer support for companies while also improving customer satisfaction.

This service will begin providing a beta version from the end of December 2024.





10/22/2024 Press release

* As of October 17, 2024, according to our research.

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X-Tech Service: Digital Health

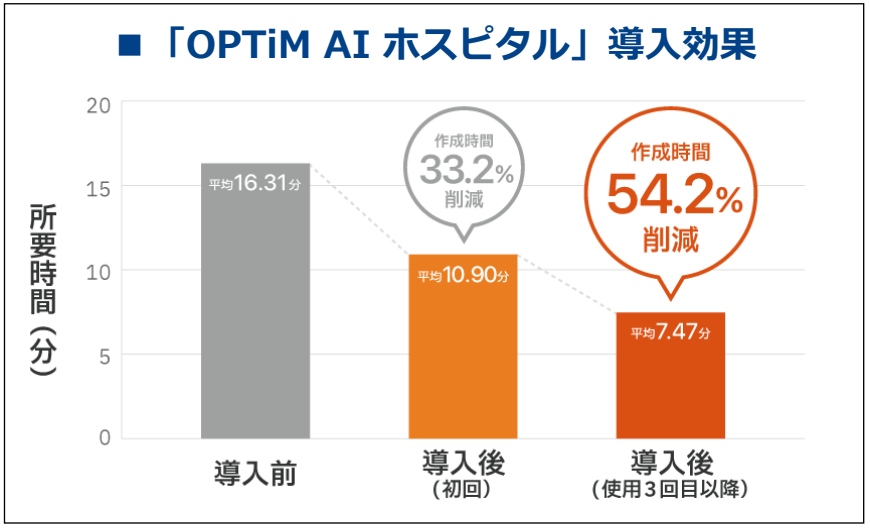
Japan's first*1 on-premises LLM-equipped service “OPTiM AI Hospital” that uses generative AI to support doctors and nurses in their writing tasks has been launched for sale.

It supports the work style reform of medical professionals and has succeeded in reducing the time spent on target tasks by 54.2%.

Our company will begin selling “OPTiM AI Hospital” (patent pending), a service equipped with an on-premise large-scale language model (LLM) that uses AI to support the writing tasks of doctors and nurses, in January 2025.

This service has been introduced into clinical practice at Oda Hospital, a social medical corporation, in collaboration with the electronic medical record system “MI・RA・Is” (Mirais) of CSI Co., Ltd. As a result, the time required for preparing nursing summaries at the time of discharge was reduced by 54.2%*2, and improvements in operational efficiency were recognized.





*1 As of November 7, 2024, according to our research. As an LLM-equipped service that is installed on-premises and linked to electronic medical records.
*2 According to our research. The results of a comparison of the time taken to create a nursing summary for each patient at the time of discharge before and after the introduction of “OPTiM AI Hospital” at Oda Hospital.

11/7/2024 Press release

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X-Tech Service: Video Management DX

Announcement of “OPTiM AI Camera Analytics”, the world's first* service that uses AI to analyze video data using a variety of methods.

OPTiM AI Camera Analytics is the world's first AI video analysis solution that allows customers to easily perform video analysis, conduct marketing analysis, check near-misses, and extract video.

This service allows you to use the video analysis service for a variety of purposes by selecting the AI that best suits your needs from an intuitive, graphical interface. You can also try multiple analyses on the saved videos.

Furthermore, by using it in combination with the existing real-time analysis function, it is possible to use a hybrid of real-time and non-real-time analysis.





10/23/2024 Press release

* As of September 2023, according to our research.
A patent is pending for a service that can analyze, automatically edit, tag, and frame multiple AI models based on user settings throughout the entire video.

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Mobile Management Service: Optimal Biz

MDM・PC management service “Optimal Biz” strengthens cooperation with smartphone and tablet manufacturerssuch as KEYENCE, SHARP, and OPTOELECTRONICS.

With the MDM/PC management service Optimal Biz, we are strengthening our cooperative relationship with manufacturers of smartphones and tablet devices for business use, and we are making progress in supporting dedicated devices for all industries and types of business.

In addition, we have added a new menu for managing dedicated business terminals to implement DX and improve efficiency in the workplace, such as in restaurants, retail stores, logistics companies, and factories, using newly supported dedicated business terminals.

We will continue to strengthen our collaboration with smartphone and tablet manufacturers, and expand the functions that achieve operational efficiency while ensuring safety.



MDM/PC management service “Optimal Biz” begins to be introduced to Life Corporation

Ordering, product management, seal printing, POP operation*1, etc. Unique functions enable the unification of terminals for various tasks, accelerating store DX

Life Corporation, which operates a total of 311 supermarkets*2 in the Kanto and Kansai regions, has started to introduce the MDM and PC management service “Optimal Biz”.

In a store environment where multiple types of terminals are mainly used for each task, unifying the business terminals and controlling the terminal malfunctions caused by employee operations with “Optimal Biz” will make it possible to promote store DX.



10/31/2024 Press release

*1 Electronic shelf label POP operation: The process of updating price displays and promotional information in stores by transmitting product names, prices, barcode information, etc. from POS cash registers or POP creation systems to electronic shelf labels.
*2 As of September 10, 2024. From the Life Corporation company profile.

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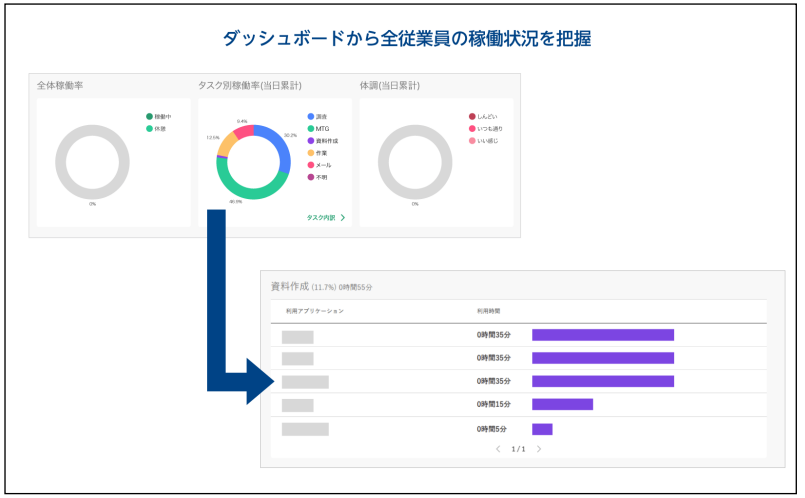
2. Introduction of initiatives for FY2025
Mobile Management Service: Optimal Biz
Other

Optimal Biz has been updated to version 9.21.0, with enhanced functions for Windows
The “Application Log Collection Function” is now available as a basic function

The MDM/PC management service Optimal Biz has been updated to version 9.21.0, and the “Application Log Collection Function” has been added as a basic Optimal Biz function.

This allows you to aggregate the time spent using each application on Windows PCs owned by employees, and for managers to check and manage this information in bulk. You can also categorize applications into appropriate task categories, and check at a glance the time spent by employees on each task. This allows you to check the content of employees' work, improve operational efficiency, and check the use of applications that may pose a security risk.



7/30/2024 Press release

Kyushu Nutrition Welfare University and OPTiM to establish a new Department of Food Environment Data Science

Our company and Kyushu Nutrition Welfare University will establish a new Department of Food Environment Data Science in April 2025 with the aim of training glocal* human resources who have expertise in the fields of food, agriculture and health, as well as skills in data science.

The aim of this department is to contribute to the realization of a prosperous society in the future by training “data scientists” who have skills in both data science and specialized knowledge in the fields of food and health.



8/21/2024 Press release

* Glocal: A coined term combining the words “global” and “local”. “Glocal human resources” refers to people who have an international perspective and the ability to play an active role in international society, and who contribute to the revitalization and development of local communities and local economies.

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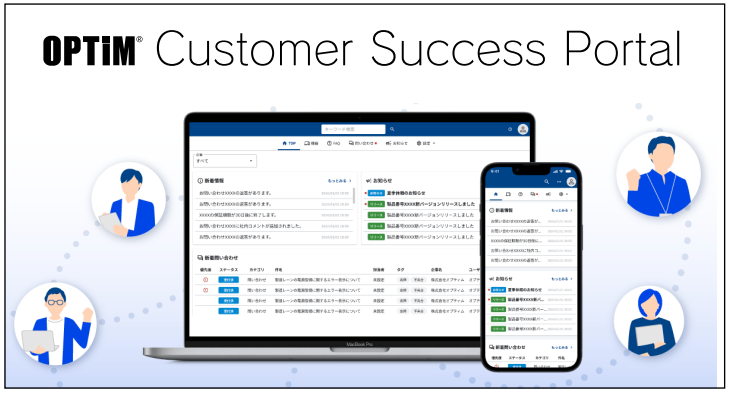
Approaches to the field of generative AI

The Group is actively promoting investment in research and development in the field of generative AI, and is providing services that use large-scale language models (LLM), such as the “OPTiM Taglet” camera app, which automatically creates reports using generative AI, the “OPTiM Customer Success Portal”, which is a service that uses generative AI to automatically and cost-effectively support customer success in all industries, and “OPTiM AI Hospital”, a service that uses on-premise LLM to support doctors and nurses in their writing tasks, etc.
We will continue to invest in research and development in the field of generative AI, and realize DX in all industries.











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Sales Plan

We aim to achieve record-high sales for the 25th consecutive year since our foundation.

net sales 11.30 billion yen

(110.0% YOY)

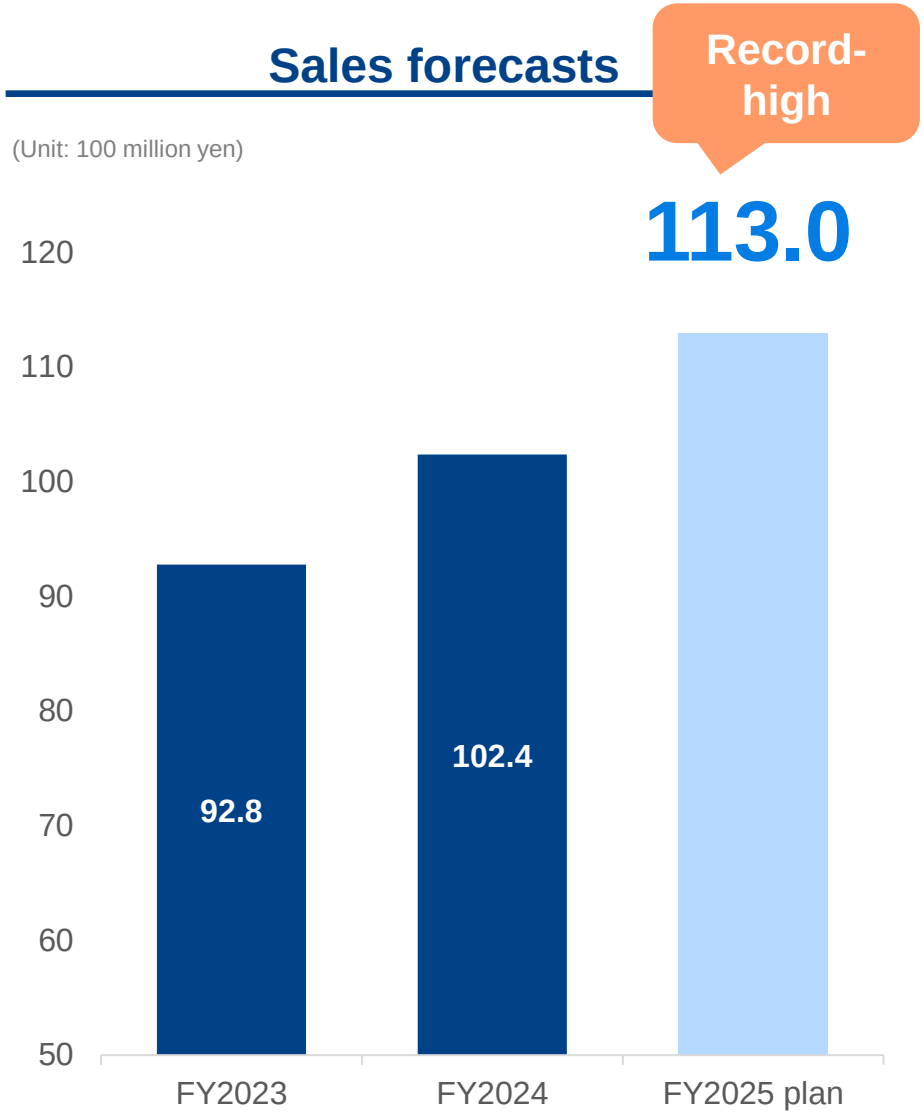
The Group's business model is based on a sales structure centered on stock-based licensing revenues.

In Mobile Management Service, business performance is steadily expanding in line with steady 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



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Profit Plan

To become a leading company
in the Fourth Industrial Revolution,
we will continue active growth investments
while aiming for a

record-high operating profit for the second consecutive year.

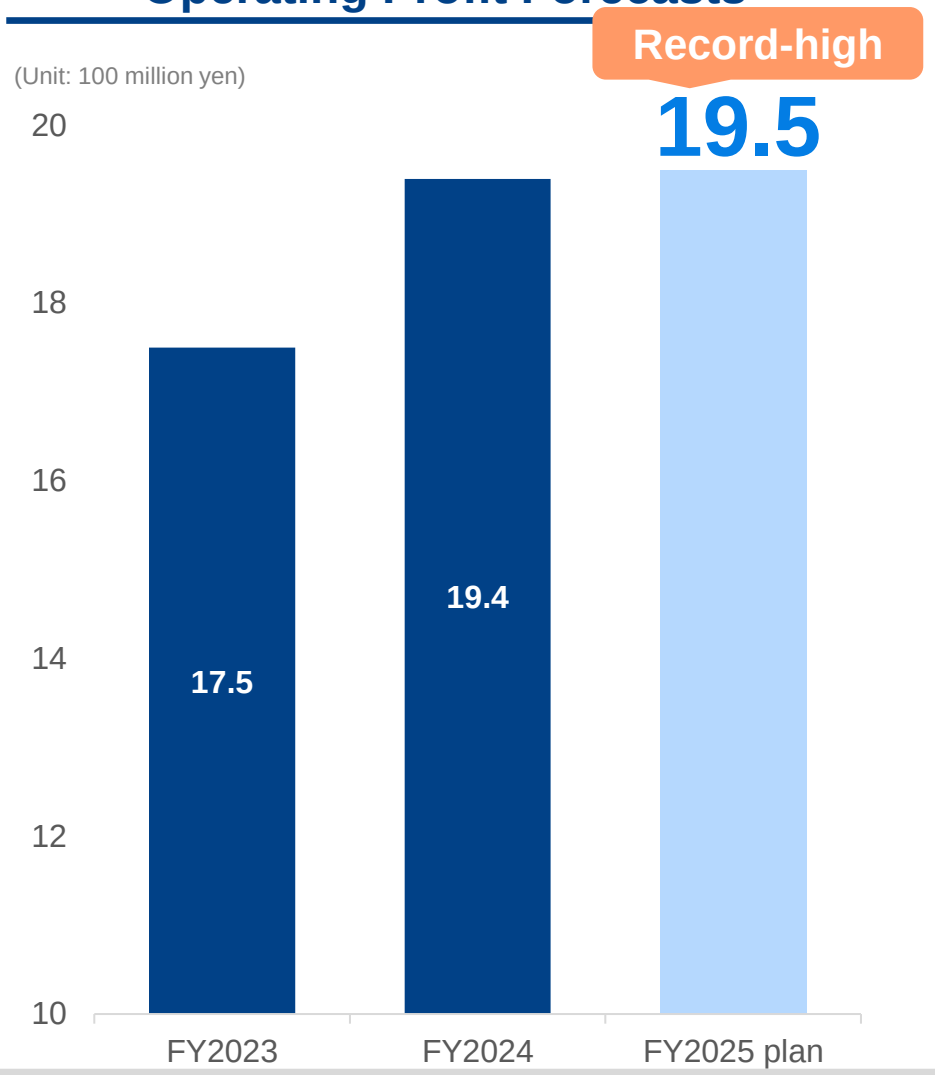
Operating Profit 1.95 billion yen

(Operating margin 17.3%)
(100.5% compared to the previous year)

This term, we will continue to make aggressive growth investments in promising areas.

Backed by strong expansion in stock sales and profits, we aim for record-high operating profit while making aggressive investments. We also intend to invest flexibly and aggressively when good investment opportunities arise during the period.

Operating Profit Forecasts



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3. FY03/2025 Full-year Financial Forecast

- We expect to achieve **record-high sales** for the 25th consecutive term since the company's founding.
- We expect to achieve **record-high operating profit** for the second consecutive term.

- This year, we anticipate steady growth in Mobile Management Service.
- Furthermore, we expect significant growth in X-Tech Service, including drone pesticide spraying in the Agritech sector and document management services in the office DX sector.

- To accelerate the growth of the above services, we plan to make active investments.
- For the drone pesticide spraying service, we plan to invest in drones, pilot operation systems, and backend systems to ensure stable nationwide operations.
- For contract management services and services compliant with the Electronic Bookkeeping Law, we plan investments for more aggressive marketing.
- In addition to these services, we plan to invest in the development of new technologies and new services.
- This year, we also plan aggressive investments aimed at achieving medium- to long-term growth.

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Appendix

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Highlights

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Highlights

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Mobile Management Service

Optimal Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



Domestic MDM Market

No. 1 *1

for 13 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 *2

Average churn rate

about **0.5%** *3

*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)、/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2022 Results and FY2023 Forecast (Published in 2019 to 2023)

*2 June 25, 2019, our total

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

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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

Domestic MDM Market

No. 1[*1]

for 13 consecutive years



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

By industry

No. 1[*2] in **all 20 sectors**



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) 3 categories
- Market trends by managed mobile OS 3 categories
- Sales trend by user size 3 categories

*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013), /Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2022 Results and FY2023 Forecast (Published in 2019 to 2023)

*2 Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2023" (https://mic-r.co.jp/mr/02880/)in FY2022. The No. 1 rank for the research was calculated by OPTiM.

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Mobile Management Service

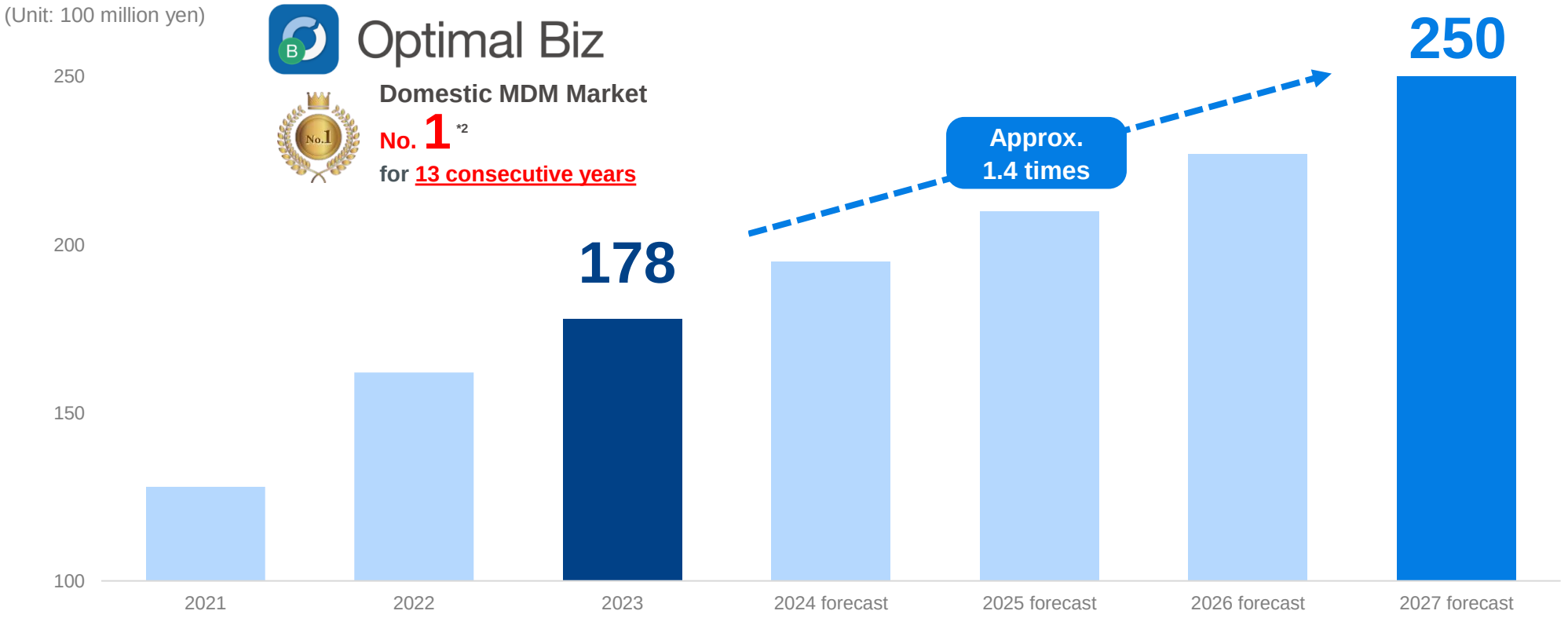
The market for mobile management services is expected to grow to approximately 25 billion yen in 2027 (approximately 1.4 times larger than the actual market size in 2023)*1

Optimal Biz

Domestic MDM Market

No. 1 *2

for 13 consecutive years



*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Collaboration and Mobile Management Software Market Outlook FY2023 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 FY2022 Results and FY2023 Forecast (Published in 2019 to 2023)

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X-Tech Service

Utilizing proprietary AI, IoT, and Robotics technologies to achieve DX across various industries



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Medium- to Long-term Growth Strategy

Agritech
TAM: 388.5 billion yen

Aging producers and a decreasing labor force are causing labor shortages. Abandoned farmland is increasing, and the domestic self-sufficiency rate is low, posing a serious situation. OPTiM provides AI agricultural machinery, such as drones, to address these issues. The drone pesticide spraying service is the largest in Japan. Starting with this service, we will expand and provide numerous Agritech services.

Digital Construction
TAM: 360 billion yen

The construction and civil engineering industries face various challenges, including labor shortages and the closure of local businesses. To solve these issues, OPTiM offers an app that allows high-precision surveying via smartphones, improving on-site work efficiency. We plan to introduce new features that can be used not only for civil engineering surveys but also for various on-site work scenarios.



OPTiM

AI・IoT・Robotics

OPTiM Cloud IoT OS

Total TAM:
2.4369 trillion yen

Marketing DX
TAM: 360 billion yen

We provide "digital customer interaction services" using smartphone apps, enabling organizations and companies to adapt to the significantly changing lifestyles of consumers centered around smartphones. Many organizations and companies, including restaurants, pharmacies, hardware manufacturers, and municipalities, have adopted our services, and we aim to expand further.

Digital Health
TAM: 150 billion yen

Rising medical costs due to the aging population and labor shortages in hospitals are becoming serious issues. OPTiM will continue to expand its range of DX tools that improve business efficiency, including telemedicine services, to address these issues through digital solutions.

Video Management DX
TAM: 756.2 billion yen

With labor shortages becoming a serious issue across various industries, there is an expectation for AI to conduct surveillance camera analyses instead of humans. OPTiM offers services where AI analyzes and reports on video footage and the like, which is widely used in various industries, and we plan to continue expanding.

Office DX
TAM: 422.2 billion yen

We offer services that utilize OPTiM's AI to efficiently and accurately handle various document management tasks in offices. Currently, we provide contract management services and services compliant with the Electronic Bookkeeping Law, and we are considering expanding our lineup.

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Progress and Outlook of Each Service

■ Overview of Each Service

Category		Overview
X-Tech Service	Agritech	[Rapid Growth] The agricultural DX "pinpoint time spraying service" is rapidly growing in paddy rice cultivation nationwide. The planned spraying area for this term is expanding rapidly, expected to become the largest drone pesticide spraying service in Japan. The retention rate is extremely high. We will further strengthen investment this term to rapidly expand market share.
	Digital Health	[Steady Growth] In addition to telemedicine services, we are deploying the network support system "MINS" for the "hinotori™ Surgical Robot System." We are also preparing to offer services utilizing large language models (LLMs) that can integrate with electronic medical records to reduce the workload of doctors and nurses.
	Digital Construction	[Strong Performance] The cumulative number of licenses contracts for the 3D surveying smartphone app "OPTiM Geo Scan" has surpassed 1,000, and new features extending beyond surveying are being continuously introduced. We have also begun offering corporate licenses for large general contractors. The service continues to perform well, receiving high praise from the Ministry of Land, Infrastructure, Transport, and Tourism*1.
	Marketing DX	[New Developments] We are providing Saga City with the "Saga City Official Super App" utilizing the "OPTiM Digital Experience" platform. Within nine months of service launch, the effective penetration rate among Saga City residents is about 30%*2, establishing a new digital infrastructure for local government. This service has also received high praise and support from the Digital Agency and other organizations*3. We plan to start full-scale marketing to 1,724 municipalities nationwide this term.
	Office DX	[Acceleration] The number of licenses for "OPTiM Contract" and "OPTiM denshichobohozon (Electronic Bookkeeping)" has significantly increased. Demand for services compliant with the revised Electronic Bookkeeping Law remains strong. This term, we will expand investments to achieve further growth.
	Video Management DX	[Steady Growth] "OPTiM AI Camera" and "OPTiM AI Camera Enterprise" are being deployed in various facilities, including municipalities, shopping centers, and airports, with license sales steadily increasing.

*1 Source: "OPTiM Geo Scan" received the highest evaluation "VE" in the Ministry of Land, Infrastructure, Transport, and Tourism's NETIS registration
https://www.optim.co.jp/newsdetail/20240130-pressrelease-01

*2 As of May 2024, according to our research.
Calculated based on the number of smartphone owners and the number of downloads of the Saga City Official Super App in Saga City

*3 Source: Regional Revitalization Site "Digital Garden City National Initiative Grant Digital Implementation Type Selection Results" Page 32.
In the business overview "Creating Together - Accessible to All! 'Smart Local! SAGACITY'", we received the evaluation of Digital Implementation Type "TYPE3".
The Digital Implementation Type consists of three staged grant types, TYPE1/2/3, where higher numbers indicate more pioneering conditions requiring digital infrastructure, but also larger grant amounts and subsidy rates.
https://www.chisou.go.jp/sousei/about/mirai/pdf/01_r5kouhyoushiryou.pdf

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Progress and Outlook of Each Service

■ Overview of Each Service

Category		Overview
Mobile Management Service	Optimal Biz	[Continued Growth] The number of licenses is steadily increasing along with the expansion of the MDM market. Demand for kiosk terminals is also expected to grow, ensuring continued growth.
Other Services	Remote Management Service	[Steady Growth] Utilization in paid support and corporate use is steady. Tools for remote support of websites, in addition to PCs and smartphones, are also being introduced.
	Support Service	[Decreasing Revenue, Stable Revenue] Despite decreasing demand for consumer support services, stable revenue continues. Progressing according to plan.
	Other Services	[Stagnant, Stable Income] While significant growth in license sales for "Tabho" and other services is not expected, steady progress and revenue continue. Progressing according to plan.

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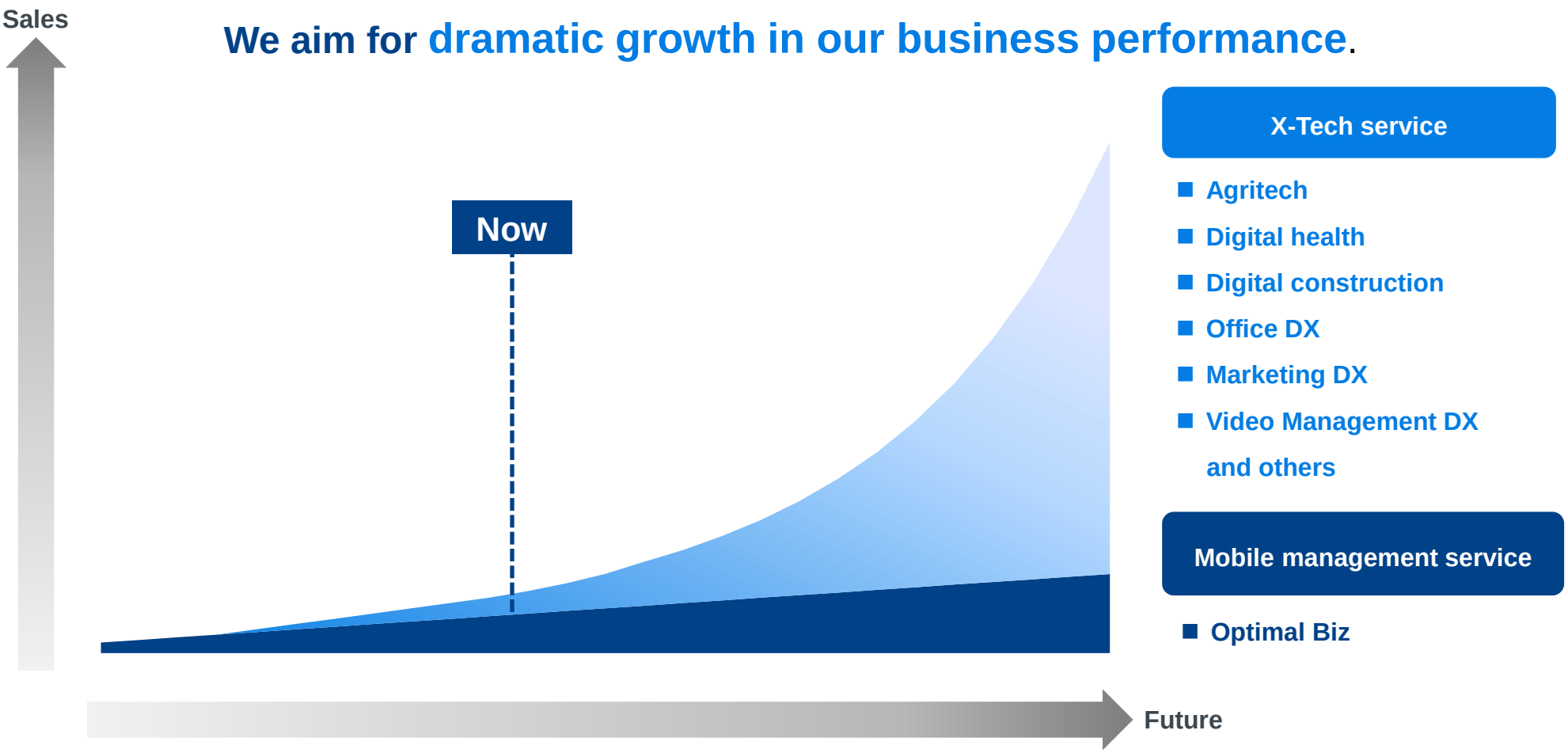
Medium- to long-term sales growth vision

While steadily growing the Mobile Management Service,
we aim to significantly grow the X-Tech services, leveraging the rapid expansion of the DX market.
We aim for dramatic growth in our business performance.



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Introduction

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



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Mobile Management Service

Optimal Biz — Expanding Mobile Possibilities —

Mobile Management SaaS



Domestic MDM Market

No. 1 *1

for 13 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 *2

Average churn rate

about 0.5% *3

*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013)、/Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2022 Results and FY2023 Forecast (Published in 2019 to 2023)

*2 June 25, 2019, our total

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

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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

Domestic MDM Market

No. 1[*1]

for 13 consecutive years



(6) Remote medical service



(7) Construction surveying



(8) Business Remote Support



(9) Check store congestion



(10) Cashless payment

By industry

No. 1[*2] in **all 20 sectors**



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) 3 categories
- Market trends by managed mobile OS 3 categories
- Sales trend by user size 3 categories

*1 Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd., Cloud Services Market Status and Outlook FY2013 Edition, IT Asset Management (including MDM) Market Total Sales, FY2011 to FY2012 Results (Published in 2013), /Collaboration/Contents and Mobile Management Package Software Market Outlook FY2014 Edition, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2013 Results (Published in 2014) /Collaboration/Contents and Mobile Management Package Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2014 to FY2017 Results (Published in 2015 to 2018)/Collaboration and Mobile Management Software Market Outlook, MDM Market Trends, Number of IDs of MDM Shipments (Including SaaS and ASP), FY2018 to FY2022 Results and FY2023 Forecast (Published in 2019 to 2023)

*2 Deloitte Tohmatsu Mick Economic Research Institute (DTRI) published "Collaboration and Mobile Management Software Market Forecast for FY2023" (https://mic-r.co.jp/mr/02880/)in FY2022. The No. 1 rank for the research was calculated by OPTiM.

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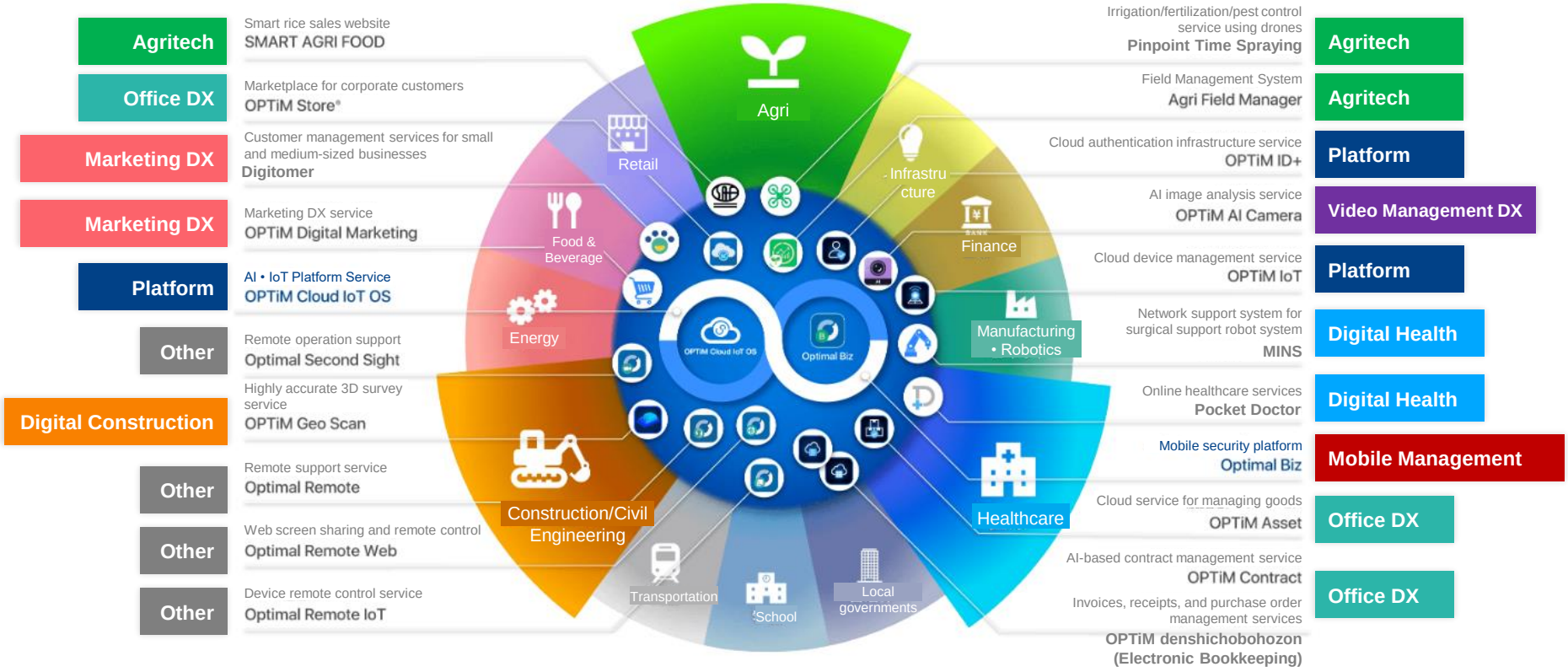
X-Tech Service

In the X-Tech service area, we provide DX 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.



* X-Tech Services correspond to Agritech, Digital Construction, Digital Health, Marketing DX, Office DX, and Video Management DX in the above diagram.

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Other Services

Remote Support Applications
Remote Desktop and Remote Control Market
Sales by Vendor and Market Share

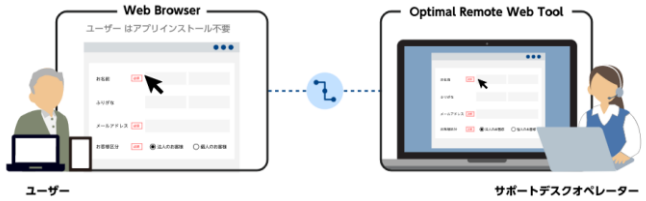
Domestic Market No. 1

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

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*: As of March 2023

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Questions and Answers

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Questions submitted in advance

- Stock type sales are growing steadily, and it seems that X-Tech services are driving sales growth. Please tell us which areas of X-Tech services are growing, as much as you can explain.

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Questions submitted in advance

- It seems that your company group is actively investing in research and development in the field of generative AI. Please tell us about the details of research and development activities, as much as you can explain.

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Questions submitted in advance

- Your company's ordinary profit and net profit have decreased compared to the previous year's results. Could you tell us the reason for this?
  Also, the forecast for ordinary profit and net profit has not been disclosed.
  Is it appropriate for us to assume that ordinary profit and net profit are expected to decrease compared to the previous year?

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Questions submitted in advance

- I believe that your company is subject to transitional measures, also the term of the traditional measures is until March 2025.
  Please tell us about your company’s status of response and policies at this moment.

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