FY03/2026
Investor Presentation

May 22, 2026

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.

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Creating the future of every industries with AI

We aim to be a “pioneering company in AX (AI Transformation)” that brings AI and IoT technologies to every corner of society and fundamentally transforms all industries in Japan.

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Change in Reporting Segment

In response to the significant growth and increasing importance of the Agritech field, and in order to appropriately reflect the substance of our business, the reportable segments have been changed to two categories—"**AX Business (AI Transformation)**" and "**Agritech Business**"—starting from the fiscal year ending March 2026.In addition, in line with the focus on service development leveraging AI technologies, certain terminology has been changed from "**DX (Digital Transformation)**" to "**AX (AI Transformation)**."

Segment Category	Service Category
AX Business	IT Management AX Services Medical AX Services Construction & Civil Engineering AX Services Office AX Services Communication AX Services Other Services
Agritech Business	Smart Agriculture Services

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1 **FY03/2026 Financial Results**

2 FY03/2027 Financial Forecasts

3 Growth Strategy

4 Appendix

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1. FY03/2026 Financial Results

Achieved record-high net sales for the 26th consecutive fiscal year since founding
Operating profit also turned around from the initial forecast of a decline and finished at a record-high

(Unit: 100 million yen)

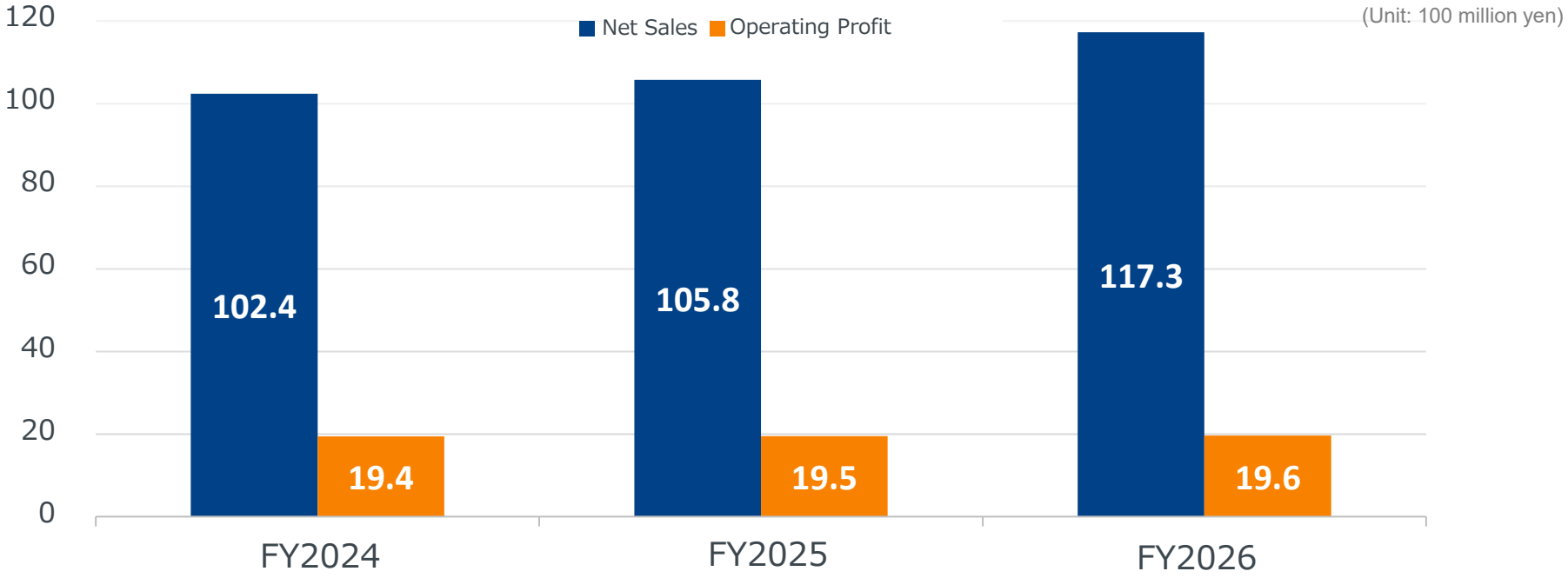
	FY03/2025 Actual Results	FY03/2026 Actual Results	Actual Results (YoY)	FY03/2026 Full-Year Forecast	Achievement Rate
Net Sales	105.8	117.3	110.9%	116.4	100.8%
Operating Profit	19.5	19.6	100.8%	18.0 (15.7)	109.4% (125.5%)
Ordinary Profit	18.6	19.5	104.7%	17.9	108.9%
Net Profit	11.7	11.1	94.6%	9.6	116.1%

* The main reason for the year-on-year decrease in profit attributable to owners of parent was the recording of a valuation loss on investment securities of 170 million yen in the third quarter.
* "()" indicates figures prior to the revision on February 13, 2026.

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Overall

Net sales reached a record high for the 26th consecutive fiscal year since the Company's founding, with growth exceeding 10% compared with the fiscal year ending March 2025.
Operating profit exceeded the revised forecast and achieved a record high, reversing the initial outlook at the beginning of the period.
The operating margin declined due to proactive investments in AI services and the Agritech Business.



Net Sales	Operating Profit	Operating margin
117.3	**19.6**	**16.8%**
YoY +10.9%	YoY +0.8%	YoY -1.7pt

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By Segment

Starting from the fiscal year ended March 2026, the segment classification has been changed to two categories: “AX Business” and “Agritech Business.”

(Unit: 100 million yen)

Net Sales

117.3
YoY +10.9%

AX Business
91.0
YoY+2.7%

Agritech Business
26.3
YoY+52.7%

Operating Profit

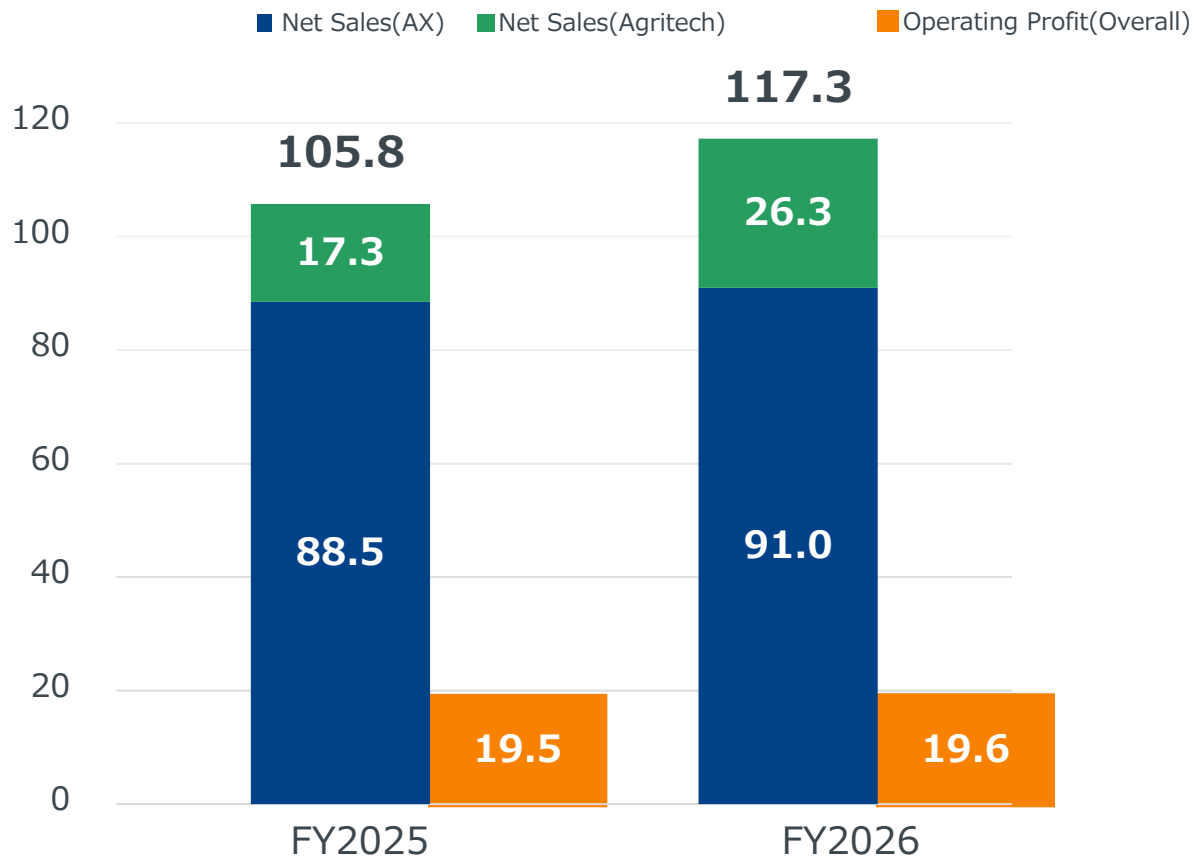
19.6
YoY +0.8%

AX Business
49.9
YoY+7.4%

Agritech Business
-4.6
YoY comparison -0.6

Company-wide Common Expenses

-25.6
YoY comparison -2.7



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By Segment : AX Business

Net sales and profit continued to grow in the fiscal year ended March 2026, driven by strong performance in core businesses, further strengthening the earnings structure
Disclosure has been initiated separating AX services and Other Services*

AX Business

Net Sales
91.0
YoY+2.7%

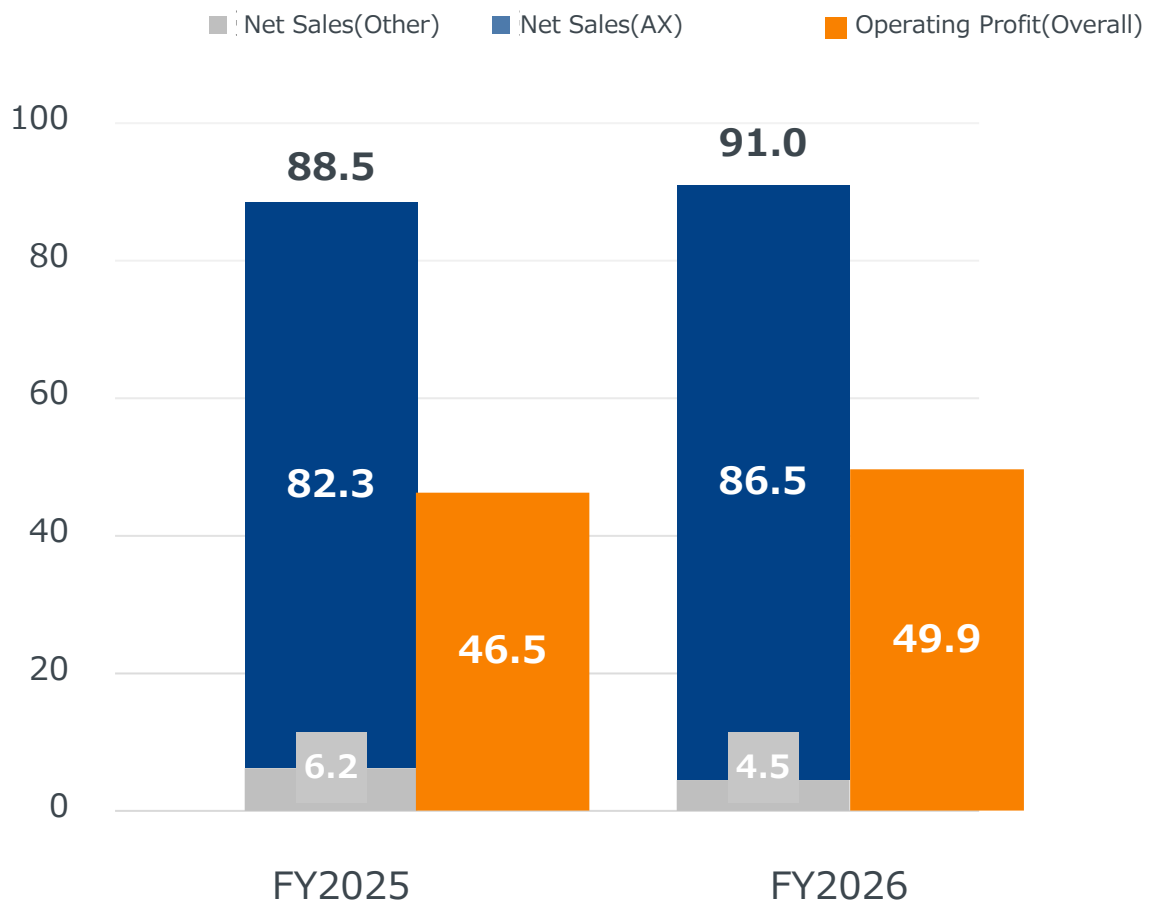
AX Services Net Sales
86.5
YoY+5.2%

Other Services* Net Sales
4.5
YoY -30.1%

Operating Profit
49.9
YoY+7.4%

- **The IT Management AX services, led by OPTiM Biz, continued to grow steadily.**
- **The Office AX services (OPTiM Document Management Series) and the new Communication AX service (OPTiM Support & Growth Portal) also growth.**
- **Growth continued across each industry-specific AX service, driving revenue expansion.**
- **Other Services* outside the strategic focus saw a decline in revenue.**

(Unit: 100 million yen)



* Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : AX Business

Net Sales from AX services excluding Other Services* within the AX Business totaled 8.65 billion yen
Of this, stock-based revenue amounted to 7.05 billion yen, with the stock revenue ratio remaining high at 81.47%

AX Service

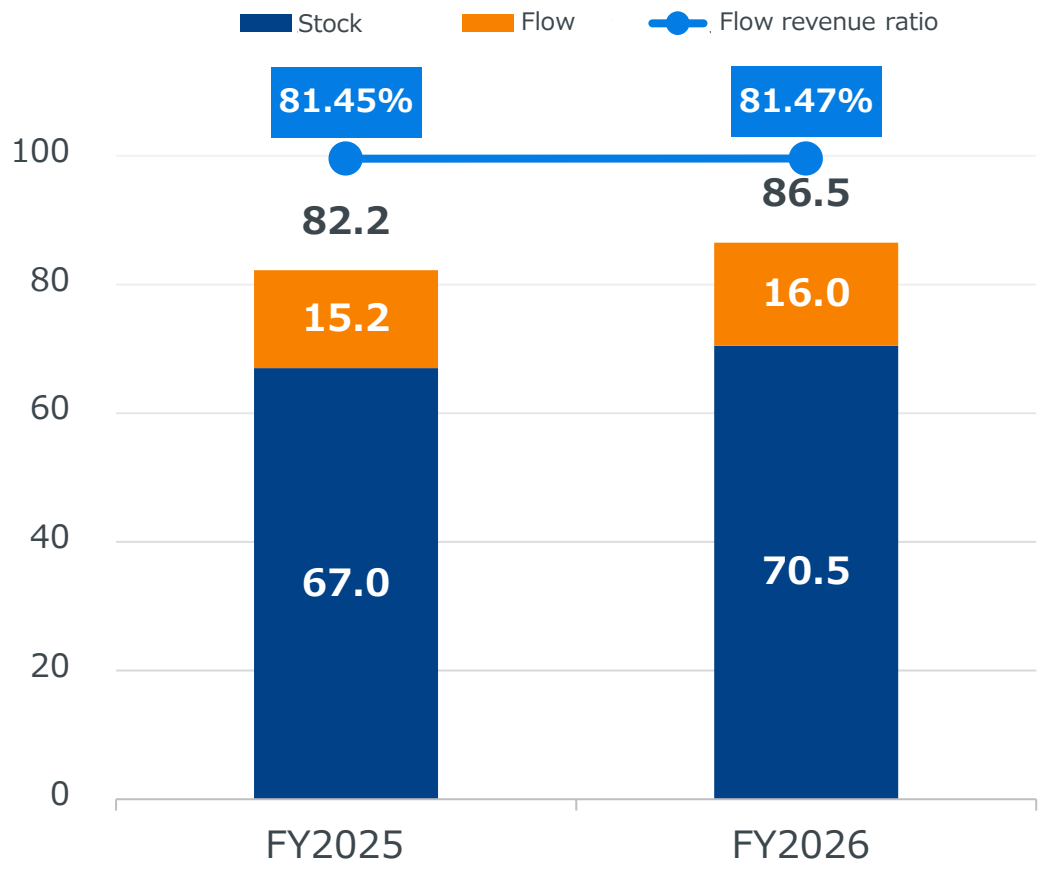
Net Sales
86.5
YoY+5.2%

Stock revenue
70.5
YoY+5.2%

Stock revenue ratio
81.47%
YoY+0.02pt

- **Stock-based revenue continued to grow steadily, driven primarily by the following AX services**
  - **IT Management AX Services (including OPTiM Biz)**
  - **Office AX Services (OPTiM Document Management Series)**
  - **Communication AX Services (OPTiM Support & Growth Portal)**
  - **Construction & Civil Engineering AX Services (including OPTiM Geo Scan)**

(Unit: 100 million yen)



* Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : Agritech Business

Net sales grew significantly by 52.7% compared with FY03/2025, while operating losses expanded due to increased proactive growth investments.
However, the operating margin improved from −23.3% to −17.4%, indicating an improvement in the earnings structure.

Agritech Business

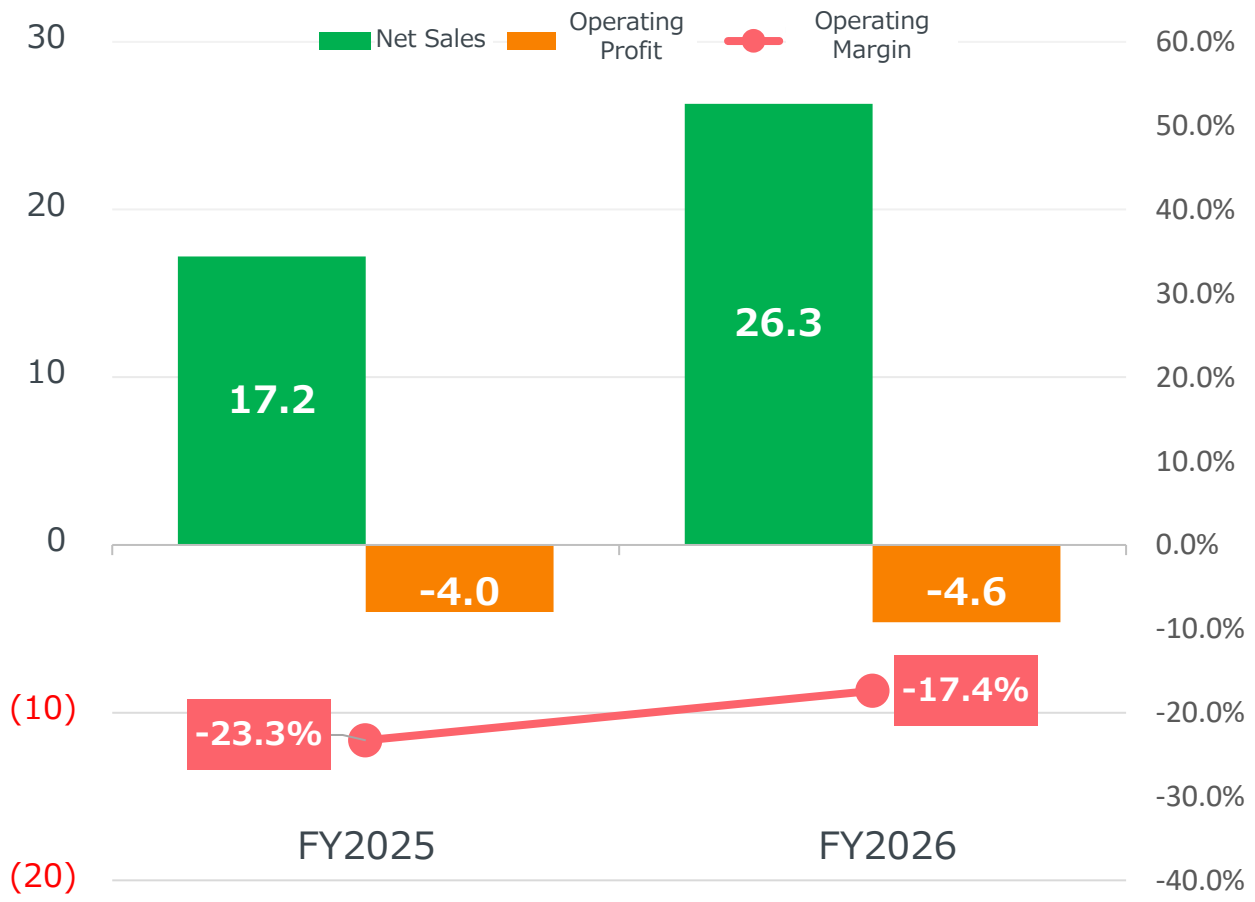
Net Sales
26.3
YoY +52.7%

Operating profit
-4.6
YoY comparison -0.6

Operating Margin
-17.4%
YoY comparison +5.9pt

- **Smart agriculture services, particularly the drone-based pesticide spraying AX service, have grown into Japan's largest drone pesticide spraying service, driven by an increase in pests and diseases due to climate change and the shift from helicopters to drones**
- **High retention rates in smart agriculture services have established the service as one that delivers strong satisfaction to producers**
- **Expansion into other crops and the rollout of shading agent spraying services are progressing in earnest**
- **Smart Agri Food also continues to achieve business growth**
- **Although operating loss expanded due to proactive investments, the operating margin is showing improvement**

(Unit: 100 million yen)



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Business Highlights : AX Business



IT Management AX Services

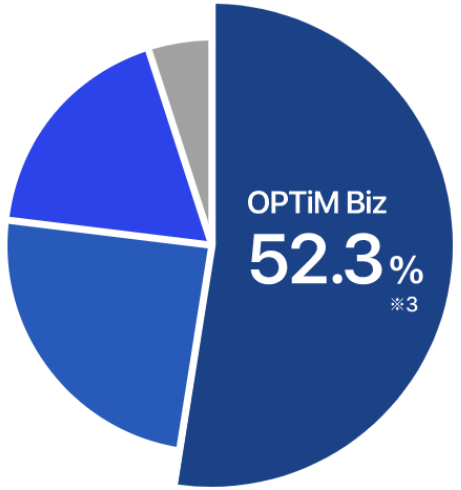
The number of licenses has expanded, centered on “OPTiM Biz,” an MDM service with the No.1 domestic market share for 15 consecutive years (*1), significantly contributing to increased net sales.
With an overwhelming market share of over 180,000 companies (*2) and a stock-based business model, the service generates high profit margins.

OPTiM Biz



MDMシェア15年連続No.1※1

18万社以上※2の圧倒的な導入実績



*1 Source: Deloitte Tohmatsu MIC Economic Research Institute: “Current Status and Outlook of the Cloud Services Market: 2013 Edition,” IT Asset Management (including MDM) Market, “Total Revenue,” FY2011–FY2012 Actual Results (published in 2013), “Market Outlook for Collaboration/Content and Mobile Management Package Software: 2014 Edition,” MDM Market Trends: “Number of MDM Shipments (including SaaS and ASP)” FY2013 Results (published in 2014), “Market Outlook for Collaboration/Content and Mobile Management Package Software,” MDM Market Trends: “Number of MDM Shipments (including SaaS and ASP)” FY2014–FY2017 Results (published 2015–2018), “Market Outlook for Collaboration and Mobile Management Software” MDM Market “MDM Shipment ID Count (including SaaS and ASP)” FY2018–FY2024 Results and FY2025 Forecast (published 2019–2025).
*2 As of June 25, 2019, according to our research.
*3 Source: Deloitte Tohmatsu MIC Research Institute, “Collaboration and Mobile Management Software Market Outlook 2025 Edition,” published in September 2025. Based on the number of MDM shipping IDs for FY2024 (including SaaS and ASP). The graph was prepared by the Company based on the same report.

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Business Highlights : AX Business

AX services initiatives across various industries are progressing steadily.



Construction & Civil Engineering AX services

With “OPTiM Geo Scan,” millimeter-level positioning accuracy in location measurement has newly been achieved. As a result, surveying and positioning tasks that previously required multiple workers and expensive specialized equipment can now be performed using only a smartphone, and 3D data can also be generated. These technologies are highly useful for the construction industry, where labor shortages and the decline in skilled workers are becoming increasingly serious, and future growth is expected.



Medical AX services

In healthcare settings, a large volume of document creation and management tasks occur. “OPTiM AI Hospital,” which can significantly reduce the workload associated with document creation and management, has had its effectiveness published in internationally peer-reviewed papers and has received extremely high evaluations from third-party organizations. This service is currently undergoing PoC trials at multiple hospitals and has also been highly evaluated by healthcare professionals. The adoption rate following PoC is very high, and as DX initiatives are finally entering full-scale implementation in the healthcare industry, the service is attracting attention and has strong growth potential.



Office AX services

Generative AI-powered services such as “OPTiM Document Management,” “OPTiM Contract,” and “OPTiM Electronic Bookkeeping” continue to grow, supported by the widespread adoption of DX and AX across enterprises.

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Business Highlights : AX Business

AX services initiatives across various industries are progressing steadily.



Communication AX services

The integrated resident portal application, the “Official Municipal Super App,” has been adopted by multiple municipalities, including Hashikami Town in Aomori Prefecture and Kanzaki City in Saga Prefecture, and is expanding its reach. In addition, this service has been listed in the Digital Service Catalog for Regional Revitalization by the Digital Agency. This indicates that the service meets the model specifications defined by the Digital Agency and complies with national standards, thereby enhancing credibility with municipalities.
Furthermore, the AI customer portal “OPTiM Support & Growth Portal,” which enableas both improved customer satisfaction and revenue expansion by allowing AI to create and automate the operation of customer portal sites, has begun to be adopted by many companies due to its significant effectiveness.



Development Platform

The “OPTiM Cloud IoT OS,” which has been developed over many years as the platform for providing the above AX services and smart agriculture services, has been further advanced and rebranded as a new service platform, “OPTiM AIR (AI IoT Robotics Platform),” embodying the Group’s corporate philosophy of “We make the Net as simple as breathing.” This enables faster service development than ever before, reduction of development costs, and facilitation of cross-selling among the Group’s services simultaneously.。

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Business Highlights : Agritech Business

To realize “enjoyable, stylish, and profitable agriculture,” we are advancing AX across all processes—from crop cultivation to sales—through our proprietary smart agriculture services.

Smart Agriculture Services Provided by the Company

Land Leveling & Tillage AX Services



Rice Planting & Drone Seeding AX Services



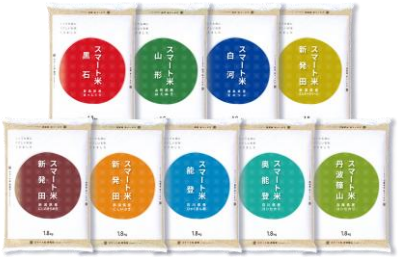
Drone-based Pesticide Spraying AX Services



Harvesting & Drying/Conditioning AX Services



Smart Rice AX Consulting (Cultivation & Sales)



Cultivation Workflow

Tillage → Rice Planting & Seeding → Weeding / Fertilization / Pest Control → Harvest → Sales

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Business Highlights : Agritech Business Smart Agriculture Services
(Track Record of Drone-based Pesticide Spraying AX Services)

The service coverage area continued to expand steadily in the fiscal year ending March 2026. Furthermore, 98% of producers and JA have expressed their intention to continue using this service in the fiscal year ending March 2027, reflecting extremely high levels of satisfaction

Service Coverage Area
(Largest in Japan*)

32,000ha

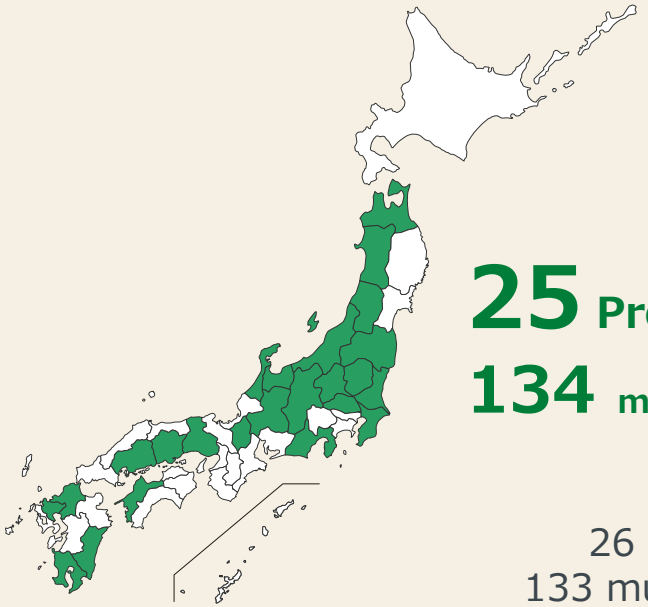
YoY: 123%
FY2024: 26,000 ha

Retention Rate
Retention rate of customers who used the service in 2025 and continue in 2026

98%

YoY: 104%
FY2024: 94%

Service Coverage Prefectures



25 Prefectures
134 municipalities
YoY: 96%
FY2024:
26 Prefectures
133 municipalities

Number of Fields Served

133,078 fields

YoY: 120%
FY2024: 110,000 fields
Fields sprayed in 2025

Number of Active Pilot Teams

266 teams

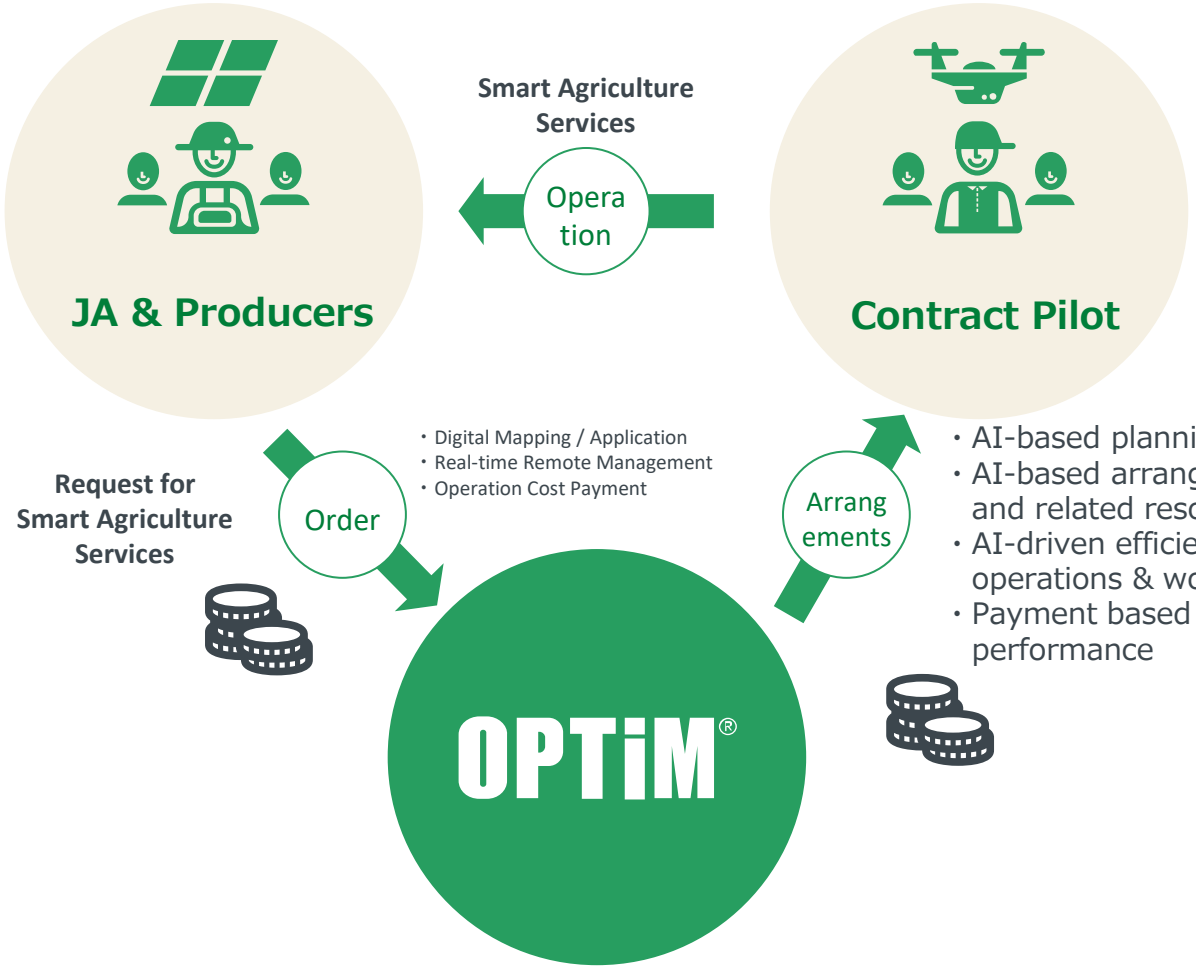
YoY: 133%
FY2024: 200 teams
Number of teams that participated in spraying in 2025

* In drone-based spraying / Based on our research (as of February 8, 2026)

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Business Highlights : Agritech Business Smart Agriculture Services (Business Model)

Upon receiving farming operation requests from producers, AI formulates plans and arranges pilots and other resources, while registered pilots across the country provide smart agriculture services.

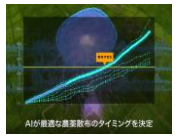




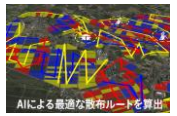
01 Digital Application



02 Digital Mapping



03 AI Scheduling



04 AI Route Optimization



05 AI Pilot Assignment



06 Smart Agriculture Service Delivery

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Investment in AI and Human Resources

Launching a series of new AI services

Civil ReSnap	A visual inspection support service for close-range inspections. During inspection work for structures such as bridges, users can check while comparing with past images and organize the results directly into inspection reports.
OPTiM Collaboration Portal	A portal site creation service that enables AI to automatically generate, update, and manage all types of business manuals. Not only generation but also updates can be carried out based on AI instructions, allowing anyone to operate it.
OPTiM Support & Growth Portal	An AI customer portal service that automatically creates and operates customer portal sites, enabling both improved customer satisfaction and revenue expansion. In addition to customer support, it visualizes customer needs and issues, thereby increasing sales opportunities.
Poishot	A customer acquisition service in which AI enables store promotion simply by taking photos. It automates text creation and information dissemination to social media, improving marketing efficiency.

AI coding assistants were introduced to all engineers, significantly improving productivity

As a result of ensuring company-wide adoption, development efficiency improved significantly.

Code quality also improved, achieving productivity that exceeds the cost of AI operation.

Strengthening competitiveness in talent acquisition through measures such as raising starting salaries for new graduates, and improving working conditions for existing employees.

The Group aims to create an environment in which each employee can continue working with peace of mind over the medium to long term across the organization as a whole.

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Launch of a New Shareholder Benefit Program

We have introduced a shareholder benefit program to express our appreciation for shareholders' continued understanding and to further enhance their understanding of our products and business.
The program has been well received and widely utilized.



Acquisition of Treasury Stock

While prioritizing growth investments to achieve medium- to long-term business growth, the Group also recognizes improving capital efficiency as an important management issue. Accordingly, the Group acquired 600,000 shares of treasury stock on February 13, 2026, and retired all of the acquired shares on March 13, 2026.
These measures were implemented with the aim of contributing to the interests of all shareholders by steadily improving the free float ratio while mitigating the impact on market supply and demand, and by enhancing per-share value.
Going forward, the Group will continue to implement shareholder return measures by comprehensively taking into consideration cash flow conditions, investment opportunities, and share price levels.

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3 Growth Strategy

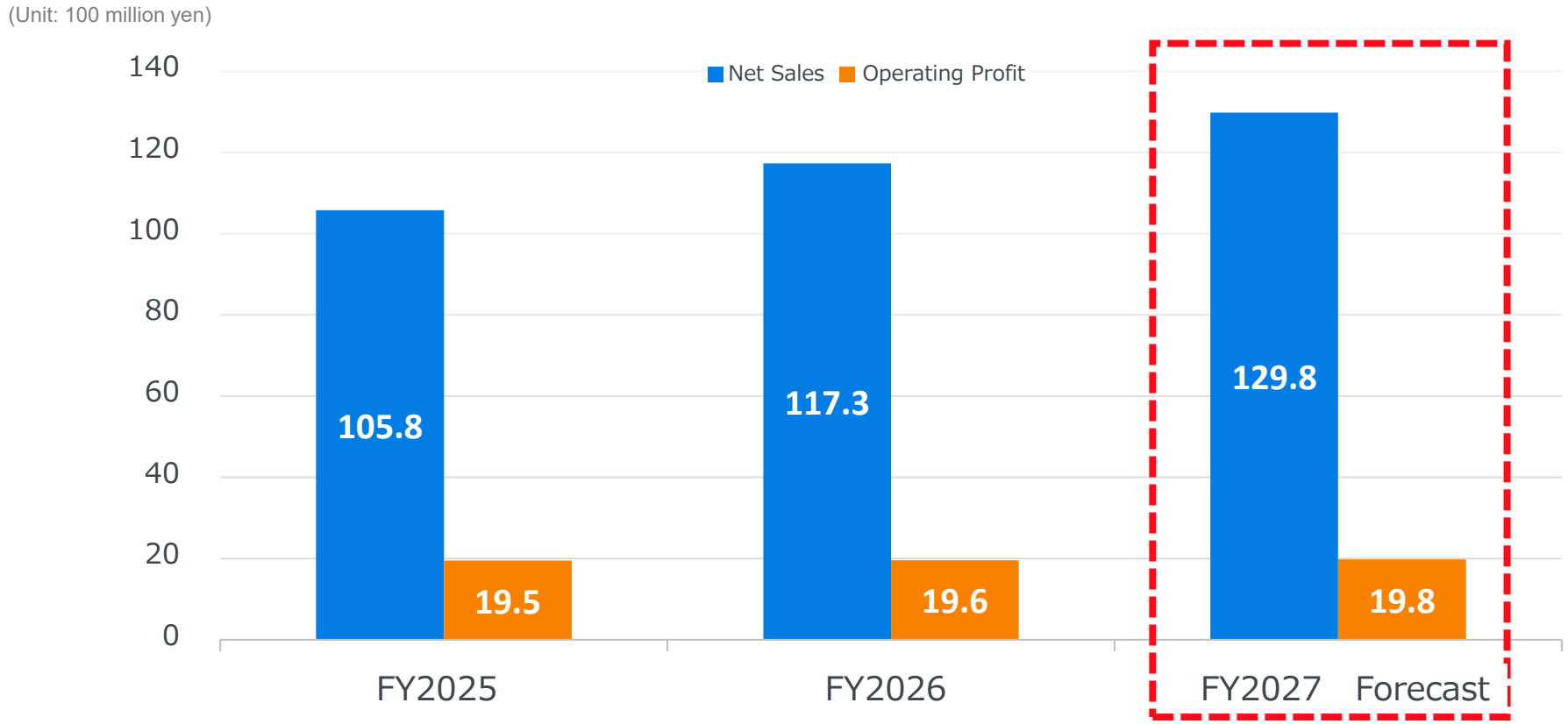
4 Appendix

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Aiming to achieve record-high net sales and record-high operating profit

Net Sales 129.8 billion yen
(YoY 110.6%)

Operating Profit 19.8 billion yen
(YoY 100.5%)



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Targeting record-high net sales and operating profit

Net Sales

129.8
YoY +10.6%

AX Business
91.8
YoY+1.0%

Agritech Business
38.0
YoY+44.0%

Operating Profit

19.8
YoY +0.5%

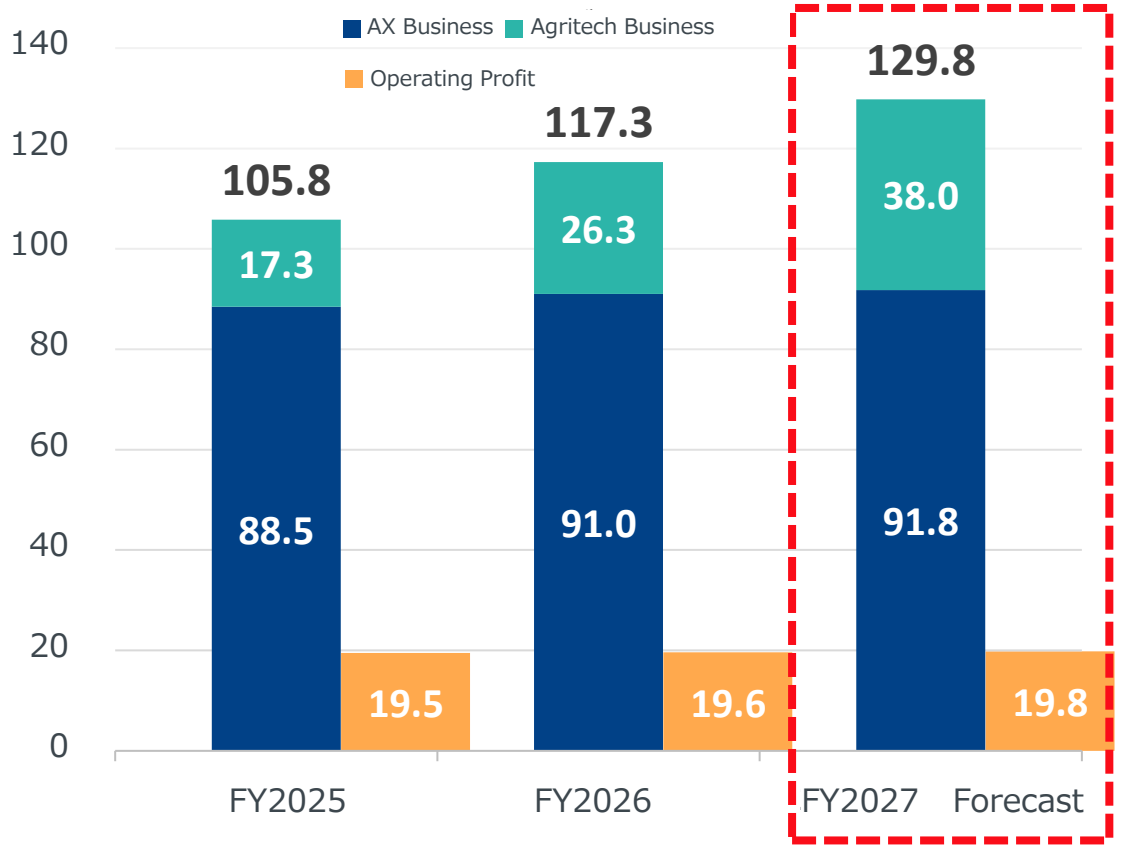
AX Business
49.8
YoY-0.3%

Agritech Business
-3.5
YoY comparison +1.1

Company-wide Common Expenses

-26.5
YoY comparison -0.8

(Unit: 100 million yen)



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By Segment : AX Business

Focusing on the steady growth of IT Management AX services and the expansion of AI services driven by proactive investments

AX Business

Net Sales
91.8
YoY+1.0%

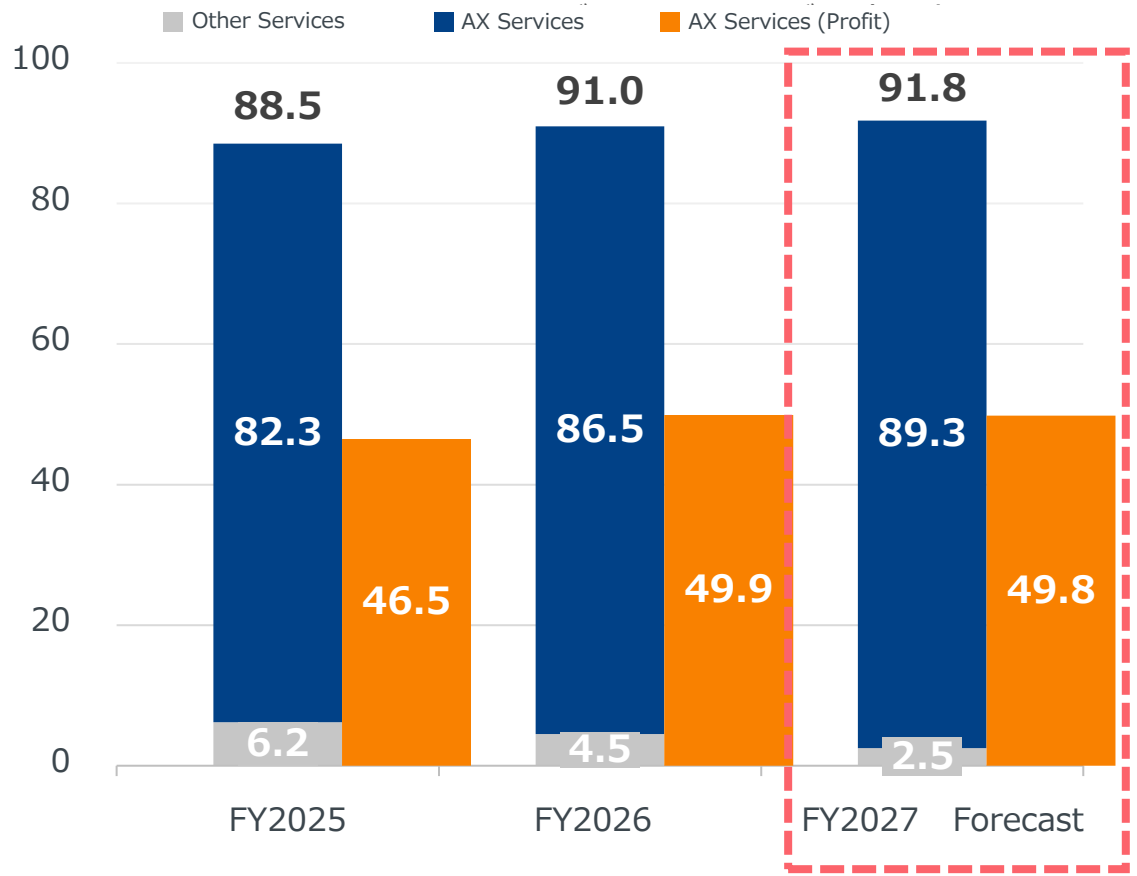
AX Services Net Sales
89.3
YoY+3.2%

Other Services Net Sales
2.5
YoY-43.4%

Operating Profit
49.8
YoY-0.3%

- IT Management AX services are expected to continue steady growth in FY ending March 2027, led by “OPTiM Biz”
- Strong growth in AI-related services, including Office AX services (“OPTiM Document Management Series”) and Communication AX services (“OPTiM Support & Growth Portal”)
- Continued growth of Construction & Civil Engineering AX services (“Geo Scan”)
- Significant decline in Other Services*

(Unit: 100 million yen)



* Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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By Segment : Agritech Business

Smart agriculture services are expected to continue strong growth in the fiscal year ended March 2027, with significant expansion in net sales and continued improvement in operating profit

(Unit: 100 million yen)

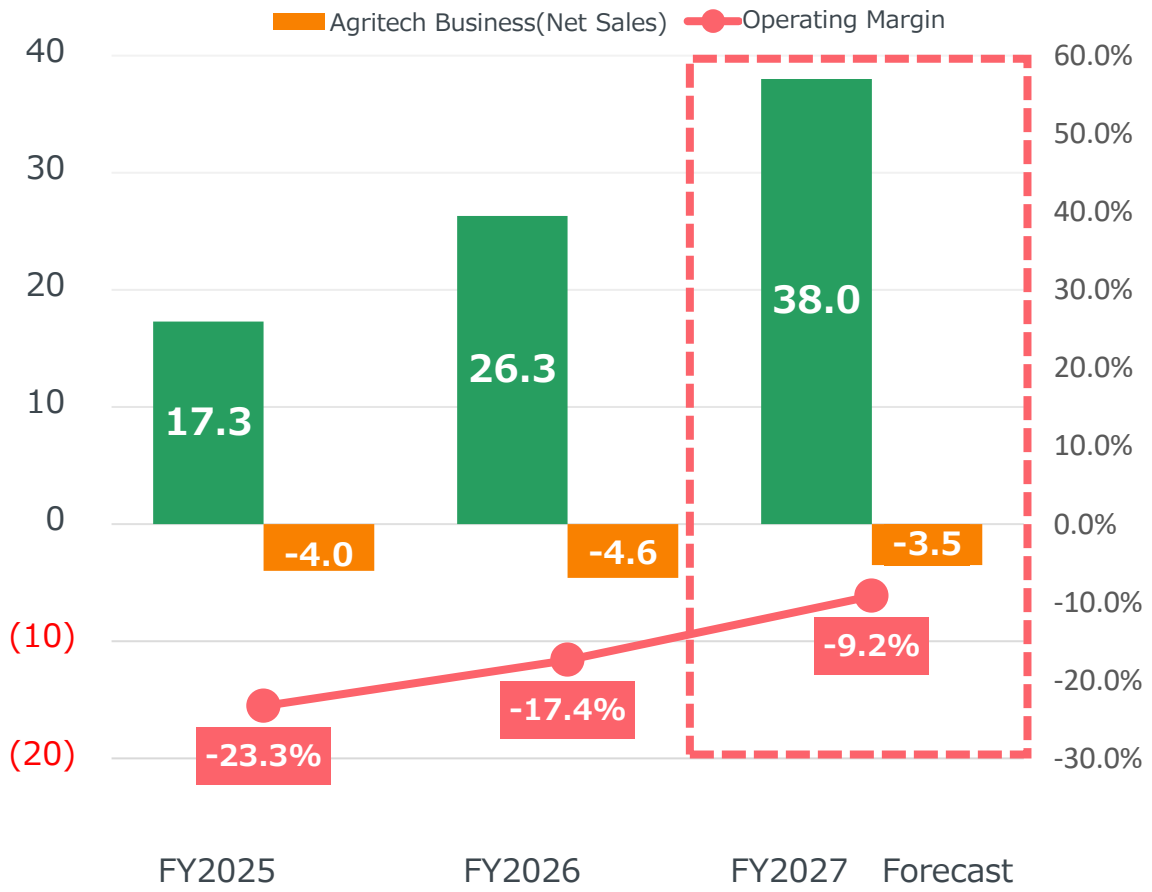
Agritech Business

Net Sales
38.0
YoY +44.0%

Operating Profit
-3.5
YoY comparison +1.1

Operating Margin
-9.2%
YoY comparison +8.2pt

- **Positioning Agri Buddy at the core of the growth strategy**
- **High-temperature conditions are expected to continue in the fiscal year ending March 2027, and awareness of pest and disease control is anticipated to remain at a high level**
- **The shift from helicopter spraying to drone spraying is expected to continue**
- **Expansion of smart agriculture services into other crops and processes is progressing**



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3 **Growth Strategy**

4 Appendix

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Promoting Sales of “OPTiM Biz Premium”

“OPTiM Biz Premium” is an all-in-one service that integrates asset management functions such as MDM, SaaS management, and ID management, and is designed to improve efficiency and automate all operations handled by information systems departments. In addition to direct sales, we will promote the expansion of “OPTiM Biz Premium” as a new core business through collaboration with sales partners.



Steady growth of “OPTiM Biz” and expanding AI services

“OPTiM Biz” is expected to continue steady growth in the fiscal year ending March 2027. The Company expects to actively enhance its functionalities with the aim of expanding its market share.
Growth is also expected in AI-related services, including the Office AX services “OPTiM Document Management Series” and the Communication AX services “OPTiM Support & Growth Portal.”

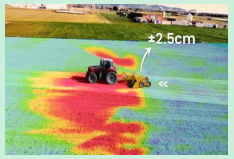


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By Segment : Agritech Business Agri Buddy

Launch of the Smart Agriculture Service Platform “Agri Buddy”

– Realizing a “horizontal division of labor cultivation model” utilizing smart agriculture technologies across a “Super Farm (virtual large-scale farm)” exceeding 32,000 hectares. By addressing farmland consolidation challenges, we aim to enable anyone to achieve “enjoyable, stylish, and profitable agriculture.” –

		Farmer A	Farmer B	Farmer C
Land Leveling / Tillage AX Service		Tillage	Tillage	Tillage
Drone Seeding AX Services	 Achieving drone-based row seeding using a proprietary punch-type seeder developed in-house	Rice Planting・Seeding	Rice Planting・Seeding	Rice Planting・Seeding
Drone-based Pesticide Spraying AX Services (PTS)	 A service that enables AX of all aspects of joint pest control operations	Weeding・Fertilizing・Pest Control	Weeding・Fertilizing・Pest Control	Weeding・Fertilizing・Pest Control
Harvesting & Drying/Conditioning AX Services		Harvest	Harvest	Harvest

Transition from a vertically integrated cultivation model by producers to a horizontally specialized cultivation model

By reducing labor, material, and equipment costs while improving productivity, the resulting cost savings are returned to producers’ profits,

enabling **profitable agriculture**

Large-scale expansion through virtual land consolidation

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By Segment : Agritech Business Smart Agriculture Service (Services Offered)

Smart agriculture services provide solutions that enable AX of many operational processes by leveraging drones, robots, and AI

Service Name	Overview
Drone Seeding AX Service	Performs rice planting (seeding) using drones
Drone Weeding AX Service	Performs herbicide spraying using drones
Drone Fertilizer AX Service	Performs fertilizer application using drones
Drone BS Agent AX Service	Sprays BS agents (biostimulants) over fields using drones
Drone Pesticide Spraying AX Service	Sprays pesticides over fields against pests and diseases using drones
Drone Shading/Heat-Shielding Agent Spraying AX Service	Applies shading and heat-shielding agents using drones
Land Leveling AX Service	Performs field leveling using automatic tractors and similar equipment
Tillage AX Service	Performs tillage and harrowing using automatic tractors and similar equipment
Field Ridge Weeding AX Service	Performs field ridge weeding using mowing robots and similar equipment
Harvest AX Service	Performs harvesting using automatic tractors and similar equipment
Autumn Tillage AX Service	Performs field tillage during the autumn season using automatic tractors and similar equipment
Drone AX Service for Citrus	Safely sprays pesticides and fertilizers over citrus fields with elevation differences using drones
Drone AX Service for Green Onions	Sprays pesticides and fertilizers while minimizing wind pressure on fragile green onions using drones
Drone AX Service for Other Crops	Sprays pesticides and fertilizers for various crops using drones

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By Segment : Agritech Business Smart Agriculture Service (Core Technology)

Agri Buddy Technology enables AI-based management of robots and operators, making it possible to provide highly productive services tailored to on-site conditions

Agri Buddy Technology

Development of Efficient Operational Plans

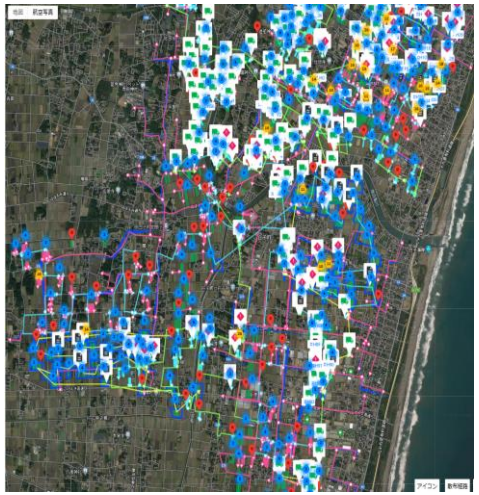
Optimal allocation based on AI analysis and simulation across more than 180,000 patterns



Patent No. 7755913

Detailed Spraying Plans Digitalization of Regional Information

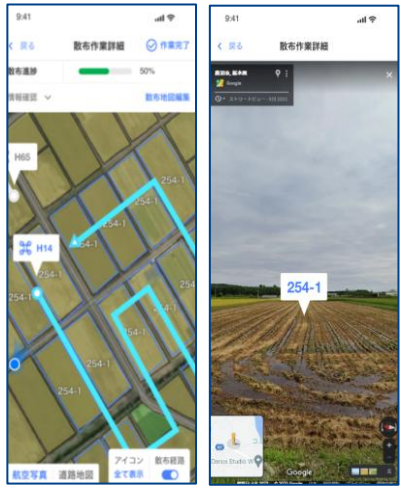
Thorough Fulfillment of Regional Needs



Patent No. 7763023

Efficient Mobility Support

Accurately and efficiently navigating pilots



Patent No. 7755913

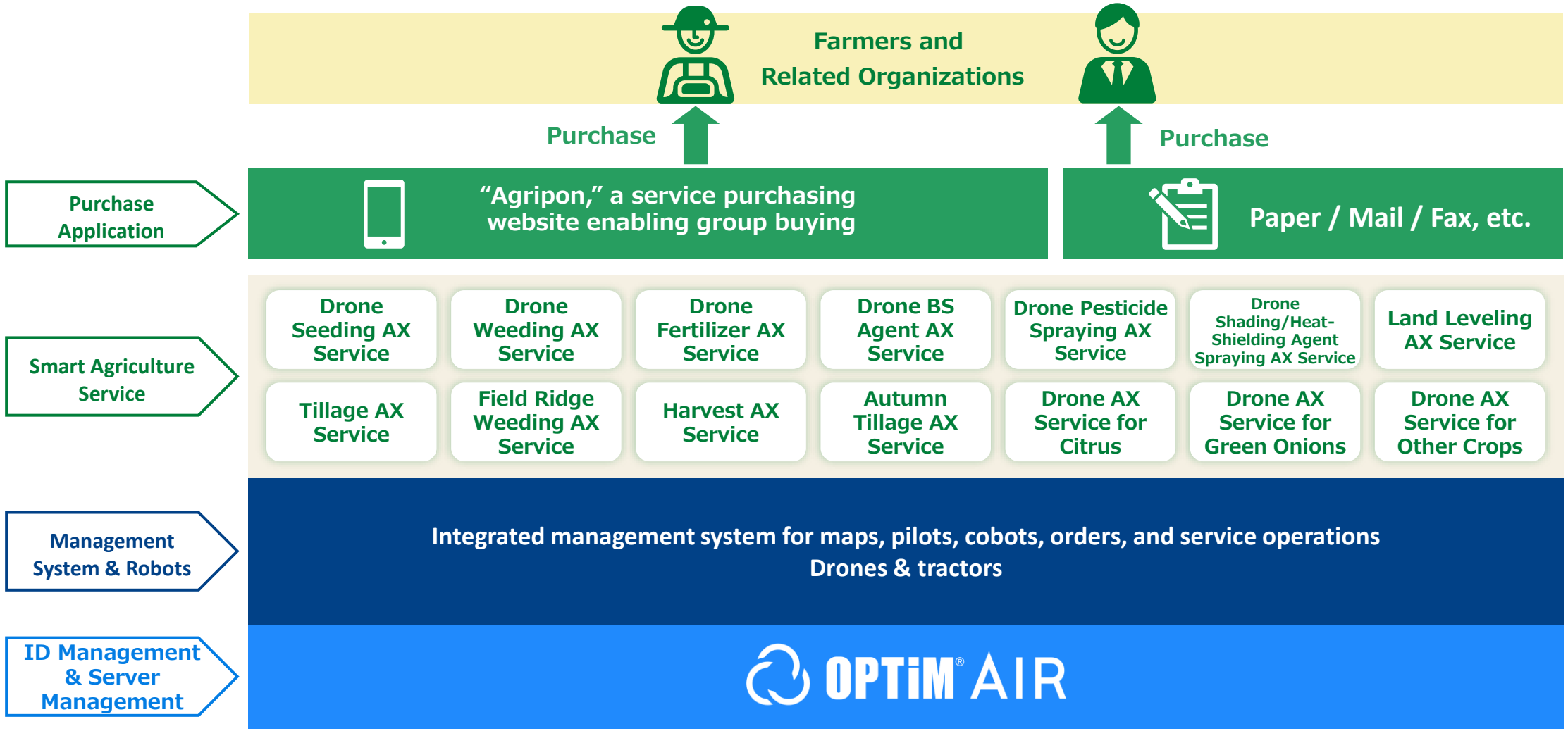
*We have obtained numerous other patents as well.

* Map data ©2026 Google

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By Segment : Agritech Business Smart Agriculture Service (Service Architecture)

Smart agriculture services are supported by the common platform “OPTiM AIR.”



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By Segment : Agritech Business Future Outlook for Smart Agriculture Services

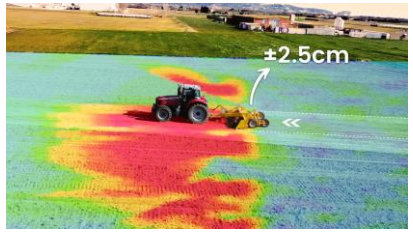
OPTiM

Expand the platform established in rice cultivation, deploy AX services across all agricultural processes, and aim to become the No.1 smart agriculture service provider

Expansion across all processes from cultivation to sales

- Tillage
- Rice Planting / Seeding
- Weeding / Fertilization / Pest Control
- Harvesting
- Sales

Land Leveling / Tillage AX Service



Harvesting & Drying/Conditioning AX Services



PTS for Other Crops

Leafy Vegetables | Legumes | Cereals



Citrus Fruits | Root Vegetables | Fruiting Vegetables

Drone Pesticide Spraying AX Service



Rice Planting and Drone-based Seeding AX Services



Smart Rice Cultivation & Sales AX Consulting



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Regarding Non-compliance with Prime Market Listing Criteria

As of March 31, 2026, with respect to the Company’s compliance with the listing maintenance criteria of the Prime Market of the Tokyo Stock Exchange, the Company does not meet the criteria for market capitalization of tradable shares.

The improvement period for this matter is one year, until March 31, 2027. Accordingly, in order to meet the criteria for market capitalization of tradable shares, which the Company currently does not satisfy, the Company will implement various measures toward compliance with the listing maintenance criteria.

The specific action plan for achieving compliance with the listing maintenance criteria will be submitted to and disclosed with the Tokyo Stock Exchange by June 30, 2026.

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1 FY03/2026 Financial Results

2 FY03/2027 Financial Forecasts

3 Growth Strategy

4 **Appendix**

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Company Overview Summary

Corporate Name	OPTiM Corporation (Tokyo Stock Exchange Prime Market: 3694)
Address	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
President	Shunji Sugaya
Date of Incorporation	June 8, 2000
Capital	JPY 445 million
Book Closure	March
Number of staff	444 employees (As of April 1, 2026)
Main Stock Holders	Shunji Sugaya, NTT EAST, Inc., FUJIFILM Holdings Corporation
Business Description	AX Business / Agritech Business



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Overview of OPTiM Group

OPTiM Group

株式会社オプティム

Consolidated subsidiaries

OPTiM Agri Michinoku Corporation
(OPTiM 95%: Michinoku Bank 5%)

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

OPTiM FARM Corp.
(100% owned by OPTiM)

- Agricultural production, sales, and farm management business

OPTiM Bank Technologies Corporation
(OPTiM 95%: Saga Bank 5%)

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

YURASCORE Co., Ltd.
(OPTiM 100%)

- Development and provision of marketing DX services

Other

ADVANCE Corporation
(OPTiM FARM 100%)

- R&D in Agricultural DX

Equity-method affiliate

D'PULA Medical Solutions Corporation

- Providing healthcare IoT solutions

Net Resource Management, Inc (NRM)

- Corporate DX promotion

NTT e-Drone Technology Corporation

- Promote the use of domestic drone services in each industry

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Achieving both a solid revenue base and high growth potential to capture significant market opportunities

Solid revenue base

AX Business maintains a high stock revenue ratio of 81.47%, generating stable cash flows

Strong growth potential

Agritech Business has rapidly grown into a second core pillar, accounting for 22.4% of total sales

Huge market opportunity

Unlocking DX and AX demand in a multi-trillion-yen problem-solving market

Technical barriers

Over 606 patents in total, leading the market with unparalleled technological capabilities

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Dual engines driving growth

The Company’s business consists of two engines: the “AX Business,” which generates stable growth and earnings, and the “Agritech Business,” which drives future leap growth.



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Unwavering competitive advantage

The value provided by OPTiM is supported by four strong competitive advantages.
These form an insurmountable barrier to entry that prevents competitors from catching up.



Unmatched track record and trust

The trust we have built as the No. 1 MDM provider
a powerful brand strength

OPTiM AIR

The core of industry-wide expansion.
Enabling the rapid and cost-effective development of
enabling rapid and low-cost development AI/IoT platform

A powerful alliance strategy

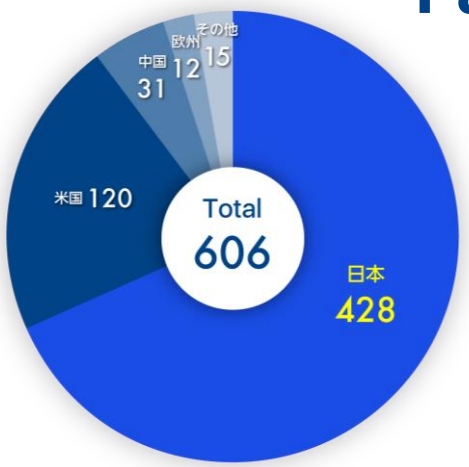
Leading companies in various industries and
academic institutions
Accelerate business expansion

Technological Advancement and Patent Portfolio

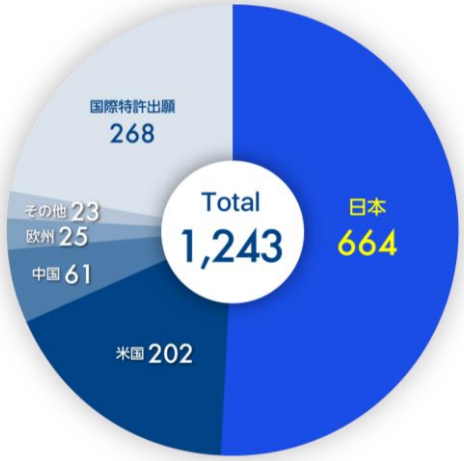
Aggressive R&D initiatives have been implemented, with a patent portfolio of over 606 patents forming a strong barrier to entry

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登録数



出願数



Patents as the Key to Competitive Advantage

OPTiM Biz:

Analyzes packets sent from network devices such as PCs and various IoT devices,
identify devices connected to the network
Registration number: JP4855499 Registration date: November 4, 2011

AI/IoT Platform "OPTiM AIR":

Computer systems, API provision methods, and programs (automatically select the optimal AI (artificial intelligence) or API based on predefined conditions)
Registration Number: JP6404529 Registration Date: 2018/9/21

Smart Agriculture Services:

Wireless aircraft, location information output method, and wireless aircraft program (basic patent related to pinpoint pesticide spraying and fertilization technology)
Registration Number: JP6326009 Registration Date: April 20, 2018

Patent for an information processing system that controls the operation of mobile objects in fields based on predictive information
Registration Number: JP7132680 Registration Date: 2022/9/7

Construction & Civil Engineering AX Services:

Measurement Processing Device, Method, and Program (Automatically Linking Location Information and 3D Point Cloud Data to Easily Achieve High-Precision 3D Measurement)
Registration Number: JP6928217 Registration Date: 2021/8/11

Patent for an information processing system for creating floor plans and cross-sectional diagrams in real time
Registration Number: JP7659954 Registration Date: 2025/4/10

Medical AX Services:

Collection of medication intake information with consideration for personal information (collection of actual medication intake information (dosage, frequency, etc.) from patients via a medication app in a manner that does not identify individuals)
Registration number: JP7253308 Registration date: March 29, 2023

Office AX Services:

Contract management system, contract management methods, and contract management program (AI and system for analyzing and managing contracts)
Registration Number: JP6290459 Registration Date: 2018/2/16

Communication AX Services:

Computer system, vacant seat detection method, and program (AI analyzes camera images and provides coupons with discount rates based on the vacancy rate)
Registration Number: JP6246446 Registration Date: 2017/11/24

Other Services:

Computer system, method for preventing wire transfer fraud, and program (ATM corner monitoring system to prevent wire transfer fraud)
Registration Number: JP6959704 Registration Date: 2021/10/12

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Questions and Answers

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Questions submitted in advance

Could you explain the segment disclosures?

Segment information has been disclosed starting from this earnings announcement. What are the reasons for introducing segment disclosures, and what types of services are included in each segment?

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Change in Reporting Segment

In response to the significant growth and increasing importance of the Agritech field, and in order to appropriately reflect the substance of our business, the reportable segments have been changed to two categories—"**AX Business (AI Transformation)**" and "**Agritech Business**"—starting from the fiscal year ending March 2026.In addition, in line with the focus on service development leveraging AI technologies, certain terminology has been changed from "**DX (Digital Transformation)**" to "**AX (AI Transformation)**."

Segment Category	Service Category
AX Business	IT Management AX Services Medical AX Services Construction & Civil Engineering AX Services Office AX Services Communication AX Services Other Services
Agritech Business	Smart Agriculture Services

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Questions submitted in advance

Could you explain the AX Business?

Although more than 70% of total sales are derived from the AX Business, it appears that revenue growth has slowed significantly.
What are the underlying reasons for this slowdown, and what measures are you taking to address it?

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By Segment : AX Business

Focusing on the steady growth of IT Management AX services and the expansion of AI services driven by proactive investments

AX Business

Net Sales
91.8
YoY+1.0%

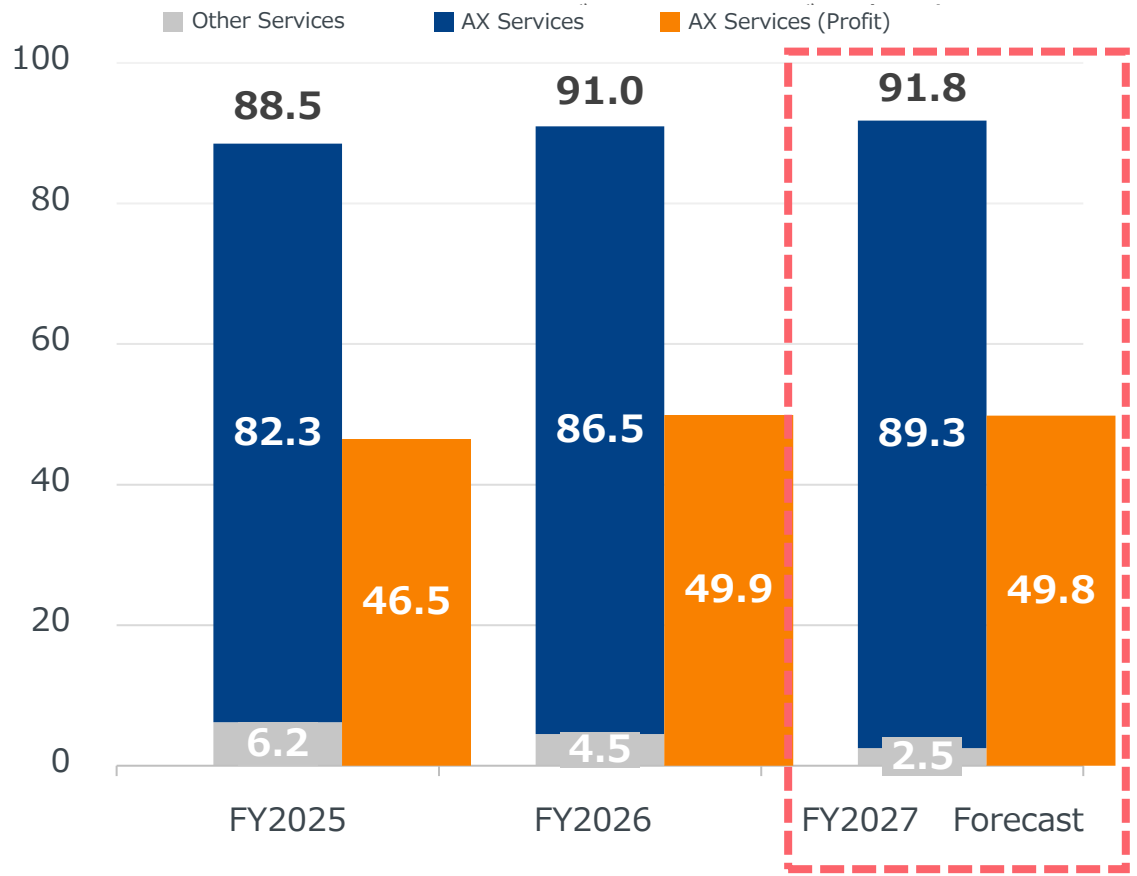
AX Services Net Sales
89.3
YoY+3.2%

Other Services Net Sales
2.5
YoY-43.4%

Operating Profit
49.8
YoY-0.3%

- IT Management AX services are expected to continue steady growth in FY ending March 2027, led by “OPTiM Biz”
- Strong growth in AI-related services, including Office AX services (“OPTiM Document Management Series”) and Communication AX services (“OPTiM Support & Growth Portal”)
- Continued growth of Construction & Civil Engineering AX services (“Geo Scan”)
- Significant decline in Other Services*

(Unit: 100 million yen)



* Including general consumer-oriented services and one-time (single-year) spot projects, etc.

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Questions submitted in advance

Could you explain the Agritech Business?

The Agritech Business has shown strong revenue growth, and we are very encouraged by its potential for further expansion.
However, it appears that, partly due to ongoing investments, the business is still expected to remain in the red in the fiscal year ending March 2027.
Could you please explain, to the extent possible, how the business plans to achieve profitability going forward?

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By Segment : Agritech Business

Smart agriculture services are expected to continue strong growth in the fiscal year ended March 2027, with significant expansion in net sales and continued improvement in operating profit

(Unit: 100 million yen)

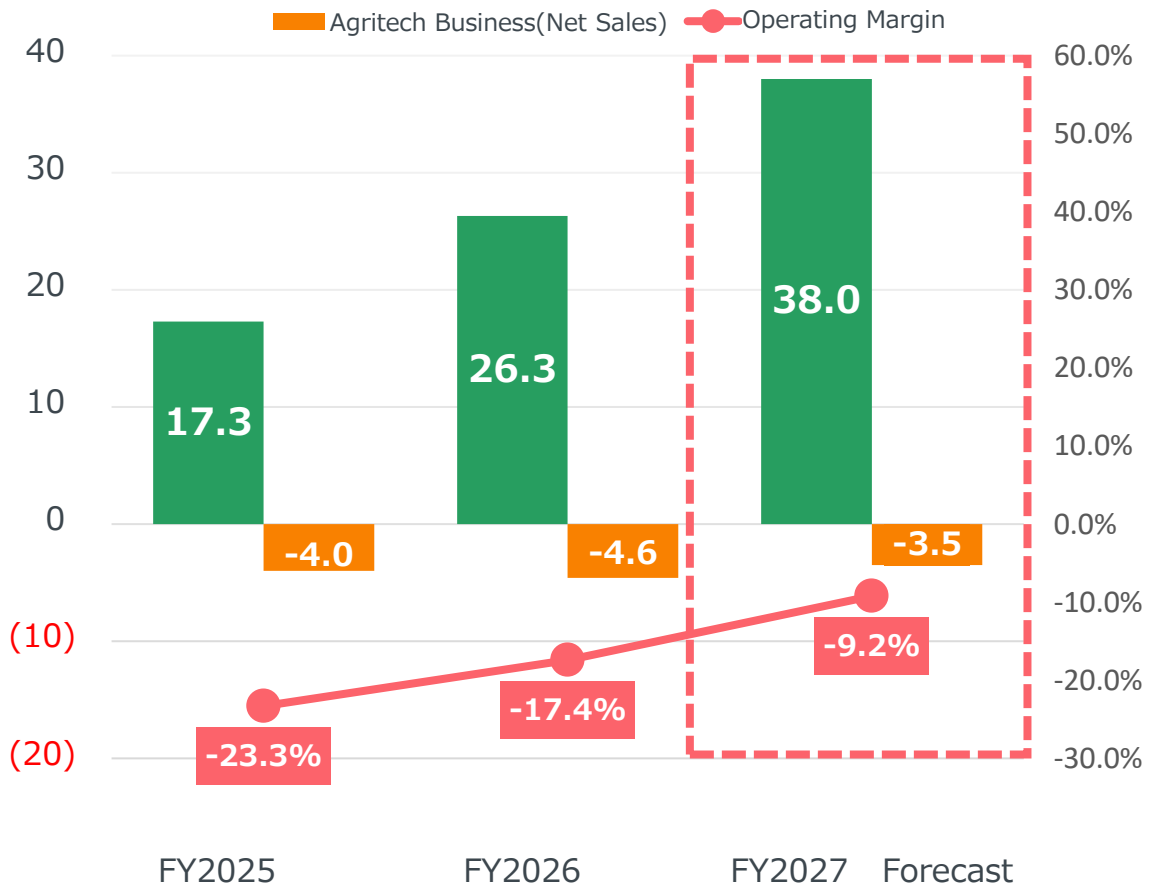
Agritech Business

Net Sales
38.0
YoY +44.0%

Operating Profit
-3.5
YoY comparison +1.1

Operating Margin
-9.2%
YoY comparison +8.2pt

- **Positioning Agri Buddy at the core of the growth strategy**
- **High-temperature conditions are expected to continue in the fiscal year ending March 2027, and awareness of pest and disease control is anticipated to remain at a high level**
- **The shift from helicopter spraying to drone spraying is expected to continue**
- **Expansion of smart agriculture services into other crops and processes is progressing**



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Questions submitted in advance

Could you explain the profit performance?

Operating profit for the fiscal year ended March 2026 was initially projected to be lower than the results for the fiscal year ended March 2025; however, it ultimately exceeded the previous year’s level. Could you explain the reasons behind this outcome?

In addition, operating profit for the fiscal year ending March 2027 is projected to increase only slightly compared to the previous year.
While net sales are expected to grow, the profit outlook appears relatively restrained. Could you also explain the reasons for this?

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1. FY03/2026 Financial Results

Achieved record-high net sales for the 26th consecutive fiscal year since founding
Operating profit also turned around from the initial forecast of a decline and finished at a record-high

(Unit: 100 million yen)

	FY03/2025 Actual Results	FY03/2026 Actual Results	Actual Results (YoY)	FY03/2026 Full-Year Forecast	Achievement Rate
Net Sales	105.8	117.3	110.9%	116.4	100.8%
Operating Profit	19.5	19.6	100.8%	18.0 (15.7)	109.4% (125.5%)
Ordinary Profit	18.6	19.5	104.7%	17.9	108.9%
Net Profit	11.7	11.1	94.6%	9.6	116.1%

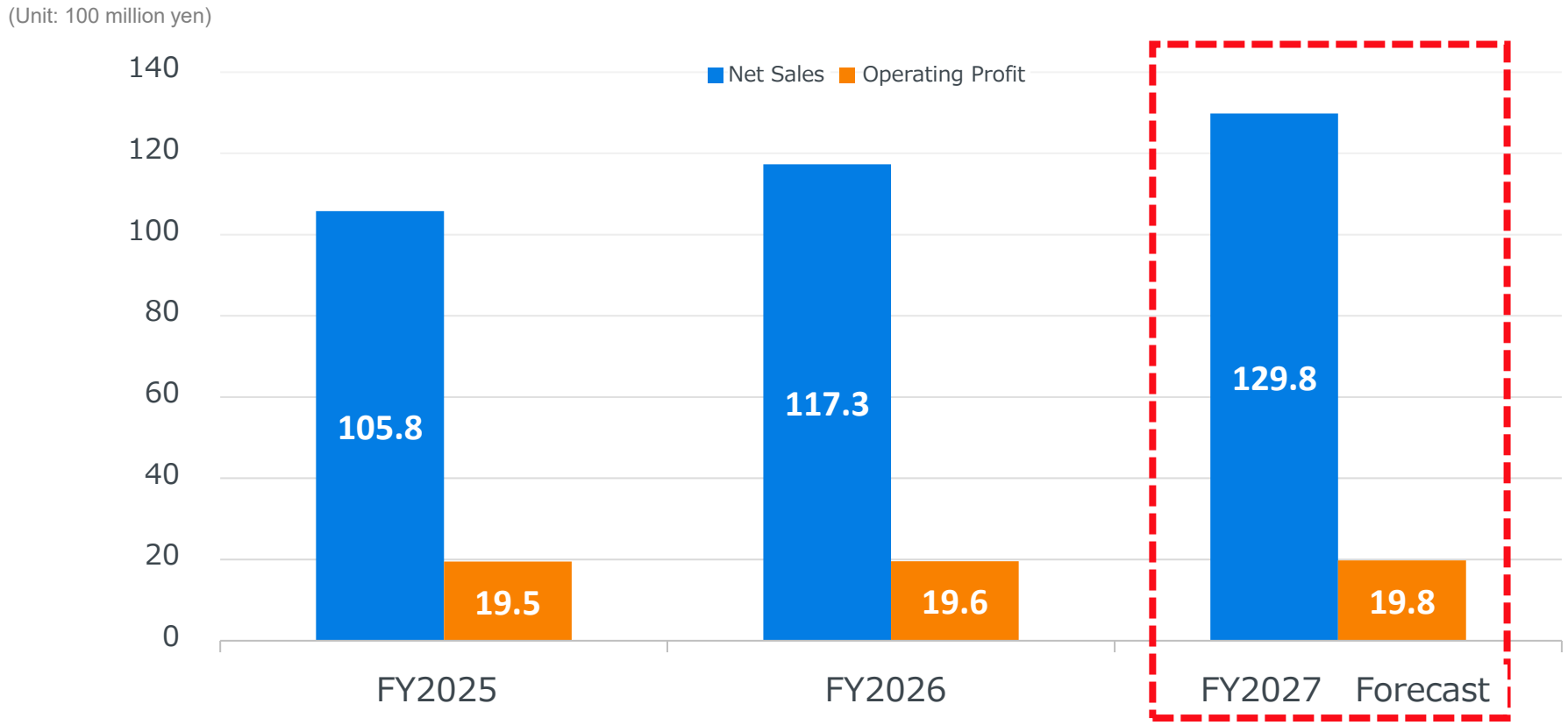
* The main reason for the year-on-year decrease in profit attributable to owners of parent was the recording of a valuation loss on investment securities of 170 million yen in the third quarter.
* "()" indicates figures prior to the revision on February 13, 2026.

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Aiming to achieve record-high net sales and record-high operating profit

Net Sales 129.8 billion yen
(YoY 110.6%)

Operating Profit 19.8 billion yen
(YoY 100.5%)



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Questions submitted in advance

Could you explain the status of AI utilization?

As part of the investment policy for the fiscal year ended March 2025, the Company outlined two key directions: actively promoting service development and R&D investment in the generative AI field, and positioning AI at the core of its business and technology development strategy to strategically drive technology, services, and internal transformation, thereby accelerating growth.
Could you explain the outcomes achieved to date from these initiatives?

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Investment in AI and Human Resources

Launching a series of new AI services

Civil ReSnap	A visual inspection support service for close-range inspections. During inspection work for structures such as bridges, users can check while comparing with past images and organize the results directly into inspection reports.
OPTiM Collaboration Portal	A portal site creation service that enables AI to automatically generate, update, and manage all types of business manuals. Not only generation but also updates can be carried out based on AI instructions, allowing anyone to operate it.
OPTiM Support & Growth Portal	An AI customer portal service that automatically creates and operates customer portal sites, enabling both improved customer satisfaction and revenue expansion. In addition to customer support, it visualizes customer needs and issues, thereby increasing sales opportunities.
Poishot	A customer acquisition service in which AI enables store promotion simply by taking photos. It automates text creation and information dissemination to social media, improving marketing efficiency.

AI coding assistants were introduced to all engineers, significantly improving productivity

As a result of ensuring company-wide adoption, development efficiency improved significantly.

Code quality also improved, achieving productivity that exceeds the cost of AI operation.

Strengthening competitiveness in talent acquisition through measures such as raising starting salaries for new graduates, and improving working conditions for existing employees.

The Group aims to create an environment in which each employee can continue working with peace of mind over the medium to long term across the organization as a whole.

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Questions submitted in advance

Could you explain the impact of advancements in generative AI on your business?

With the advancement of AI agent capabilities in generative AI, there has been growing discussion around the called “SaaS is Dead” thesis, which suggests that the traditional SaaS business model could be fundamentally disrupted.
Could you clarify whether the advancement in generative AI is expected to have any impact on your business?
If so, could you also elaborate on the potential impacts, to the extent possible?

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Business Highlights : AX Business

AX services initiatives across various industries are progressing steadily.



Construction & Civil Engineering AX services

With “OPTiM Geo Scan,” millimeter-level positioning accuracy in location measurement has newly been achieved. As a result, surveying and positioning tasks that previously required multiple workers and expensive specialized equipment can now be performed using only a smartphone, and 3D data can also be generated. These technologies are highly useful for the construction industry, where labor shortages and the decline in skilled workers are becoming increasingly serious, and future growth is expected.



Medical AX services

In healthcare settings, a large volume of document creation and management tasks occur. “OPTiM AI Hospital,” which can significantly reduce the workload associated with document creation and management, has had its effectiveness published in internationally peer-reviewed papers and has received extremely high evaluations from third-party organizations. This service is currently undergoing PoC trials at multiple hospitals and has also been highly evaluated by healthcare professionals. The adoption rate following PoC is very high, and as DX initiatives are finally entering full-scale implementation in the healthcare industry, the service is attracting attention and has strong growth potential.



Office AX services

Generative AI-powered services such as “OPTiM Document Management,” “OPTiM Contract,” and “OPTiM Electronic Bookkeeping” continue to grow, supported by the widespread adoption of DX and AX across enterprises.

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Promoting Sales of “OPTiM Biz Premium”

“OPTiM Biz Premium” is an all-in-one service that integrates asset management functions such as MDM, SaaS management, and ID management, and is designed to improve efficiency and automate all operations handled by information systems departments. In addition to direct sales, we will promote the expansion of “OPTiM Biz Premium” as a new core business through collaboration with sales partners.



Steady growth of “OPTiM Biz” and expanding AI services

“OPTiM Biz” is expected to continue steady growth in the fiscal year ending March 2027. The Company expects to actively enhance its functionalities with the aim of expanding its market share.
Growth is also expected in AI-related services, including the Office AX services “OPTiM Document Management Series” and the Communication AX services “OPTiM Support & Growth Portal.”



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Questions submitted in advance

Could you please explain your policy on shareholder returns?

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Questions submitted in advance

Could you explain the Company’s compliance status with the listing maintenance criteria for the Prime Market of the Tokyo Stock Exchange?

As of March 31, 2026, it has been disclosed that the Company does not meet only the criterion for market capitalization of tradable shares.
Could you please explain your policy for addressing this issue?
In addition, could you also comment on the possibility of delisting?

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