FY03/2027
Second Quarter (Interim Period) Financial Results Investor Presentation

November 20, 2026
OPTiM Corporation
(Tokyo Stock Exchange Prime Market: 3694)
President Shunji Sugaya

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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 industry 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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Reportable Segment Classification

The Group operates its business through two reportable segments: the **"AX (AI Transformation) Business,"** which accelerates transformation through AI, IoT, and Robotics while delivering steady growth, and the **"Agritech Business,"** which realizes "enjoyable, stylish, and profitable agriculture" by driving AX across the entire agricultural industry.

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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FY03/2027 Second Quarter (Interim Period) Financial Review

Substantial Increase in Revenue Compared with the Same Period of the Previous Fiscal Year
Progressing Steadily According to Plan Toward Achieving Record-High Revenue for the 27th Consecutive Fiscal Year Since Establishment

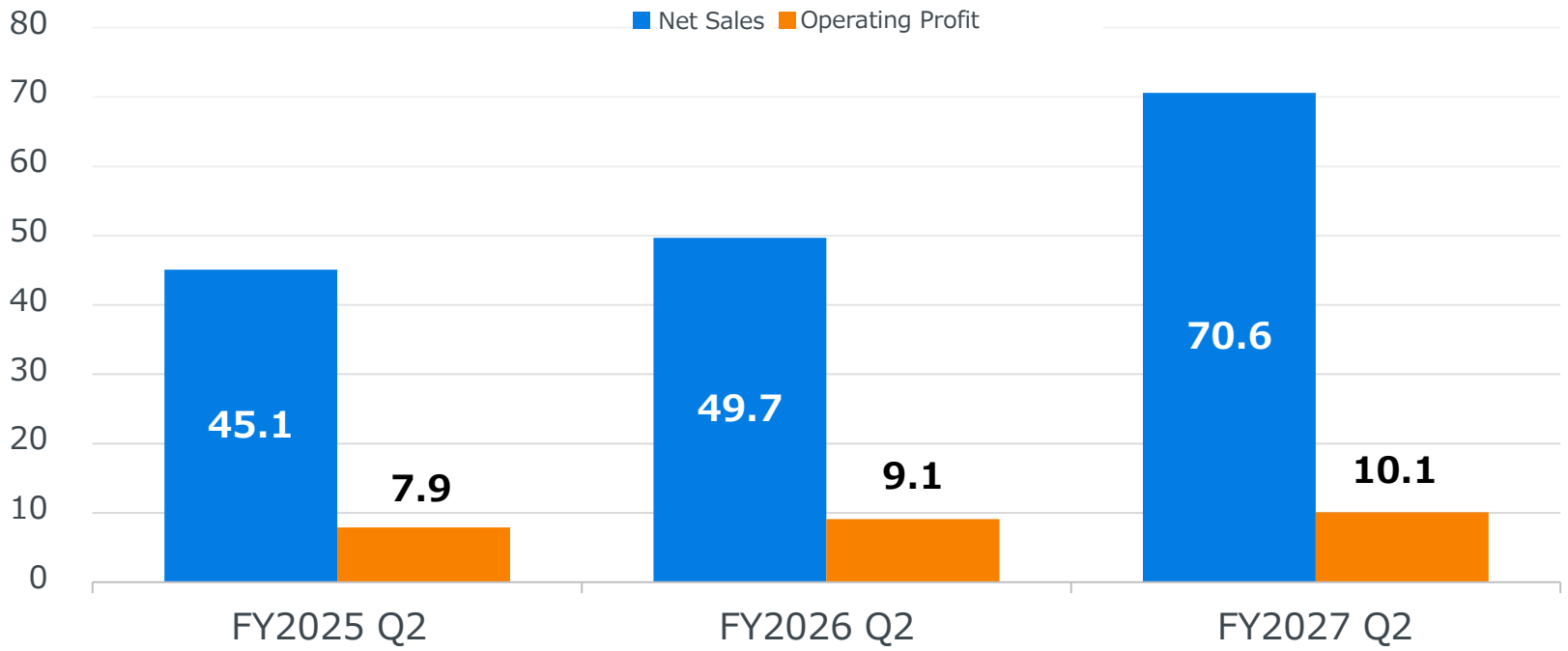
(Unit: 100 million yen)

	FY03/2026 Q2 Results	FY03/2027 Q2 Results	Actual Results (YoY)	FY03/2027 Financial Forecast	FY03/2027 Forecast Achievement Rate
Net Sales	49.7	70.6	142.1%	129.8	54.4%
Operating Profit	9.1	10.1	111.1%	19.8	51.3%
Ordinary Profit	8.5	9.5	110.9%	19.9	47.7%
Net Profit	5.3	5.7	107.0%	11.3	50.7%

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Net Sales 7.06 Billion Yen, YoY 142.1%
Operating Profit 1.01 Billion Yen, YoY 111.1%

(Unit: 100 million yen)



Net Sales	Operating Profit	Operating Margin
70.6	10.1	14.4%
YoY 142.1%	YoY 111.1%	YoY -4.0pt

*Totals may not agree due to the treatment of fractional amounts of less than one hundred million yen.

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By Segment

The Agritech Business achieved substantial revenue growth and significantly drove overall revenue growth.
The AX Business increased revenue, primarily stock revenue, and contributed to overall profit.

AX Business **4.51** Billion Yen, YoY 105.1%

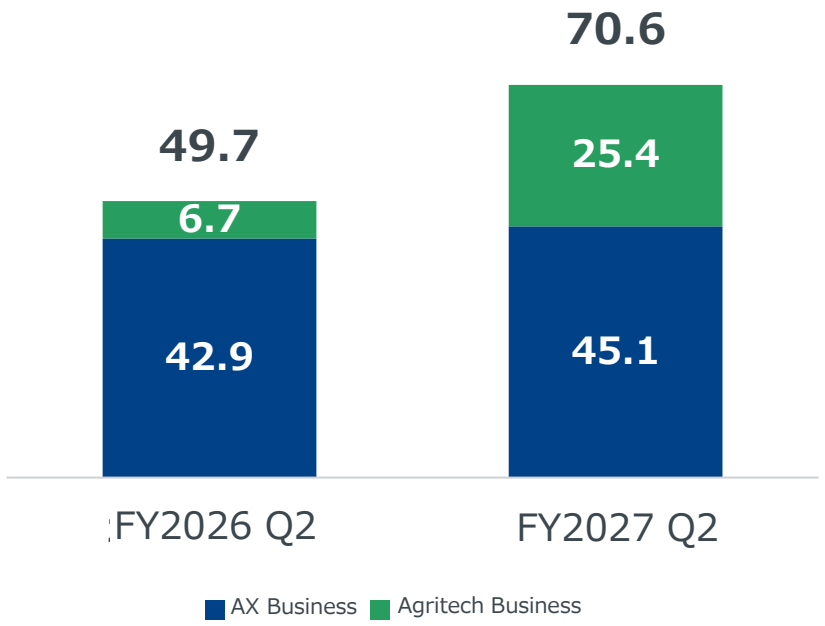
Agritech Business **2.54** Billion Yen, YoY 376.9%

Total Net Sales: 7.06 Billion Yen (YoY 142.1%)

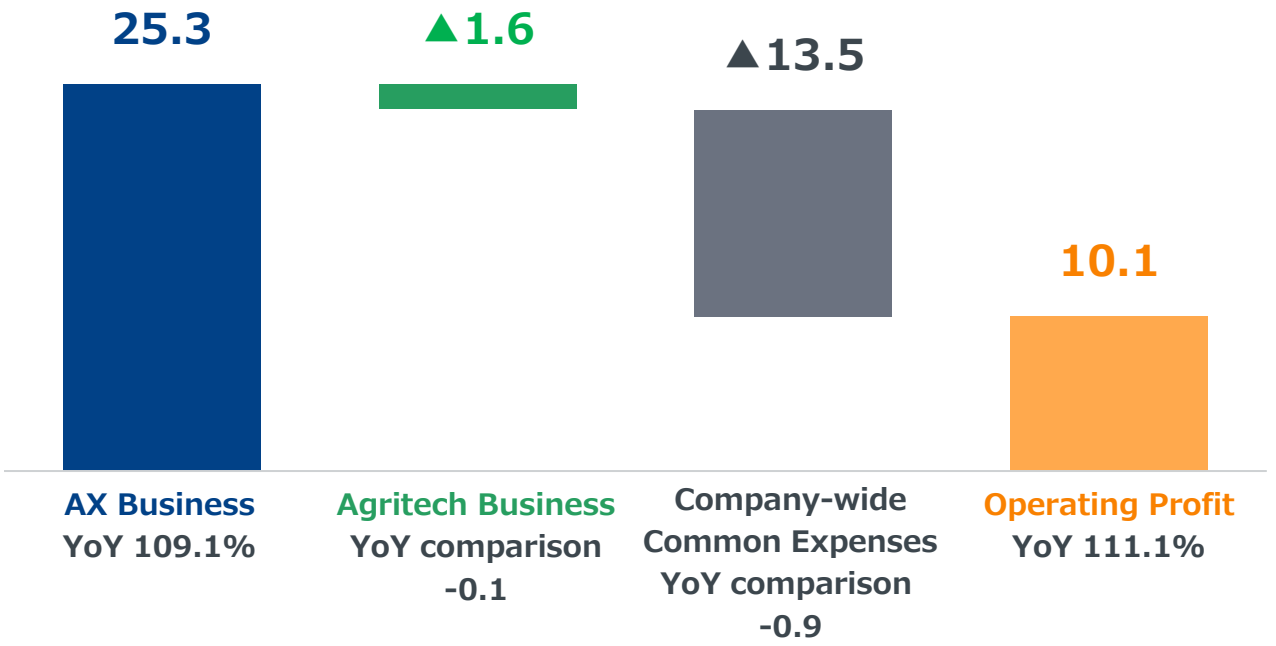
Operating Profit **1.01** Billion Yen, YoY 111.1%

Promoting Growth Investments in the Agritech Business Using Stable Profit Growth from the AX Business as a Source of Funding

(Unit: 100 million yen)



Unit 100 million yen (FY2027 Q2)



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By Segment : AX Business

Steady Increases in Revenue and Profit Compared with the Same Period of the Previous Fiscal Year
Strong Operating Profit Achieved Through Steady Growth in License Revenue

AX Business

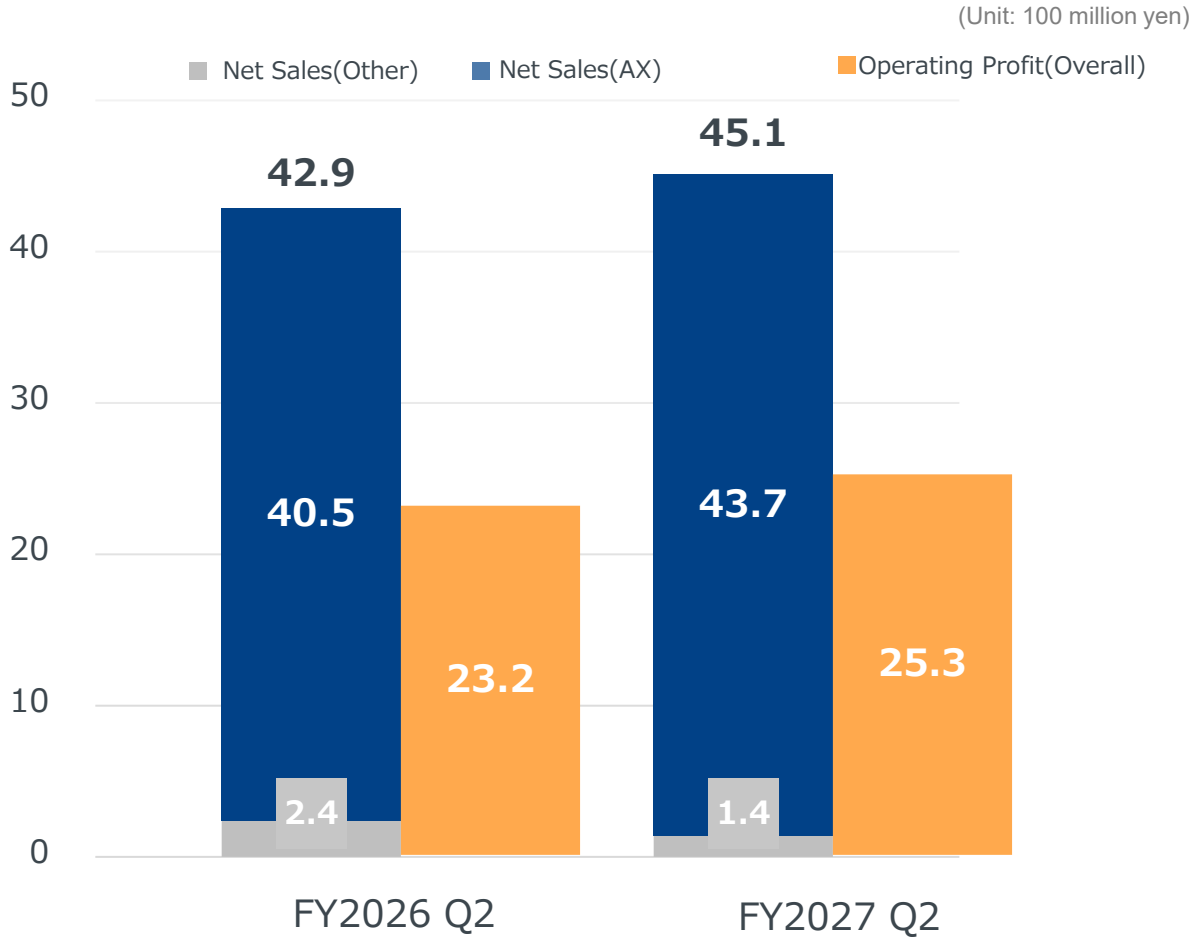
Net Sales
45.1
YoY 105.1%

AX Services Net Sales
43.7
YoY 107.9%

Other Services* Net Sales
1.4
YoY 57.7%

Operating Profit
25.3
YoY 109.1%

- **IT Management AX Services:** Based on the No.1 MDM service, providing IT management efficiency improvement services and information leakage prevention services.
- **Construction & Civil Engineering AX Services:** Promoting expansion into the infrastructure inspection field
- **Medical AX Services:** Expanding hospital workflow efficiency improvement and security services through generative AI and smartphones
- **Office AX Services:** Supporting the strengthening of corporate governance driven by accounting standards revisions.
- **Communication AX Services:** Continued growth in DX-related services for local governments



*Totals may not agree due to the treatment of fractional amounts of less than one hundred 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* Were 4.37 Billion Yen (YoY 107.9%)

Of Which Stock Revenue Was 3.63 Billion Yen (YoY 104.1%)

The Stock Revenue Ratio Remained High at 83.1%

AX Services

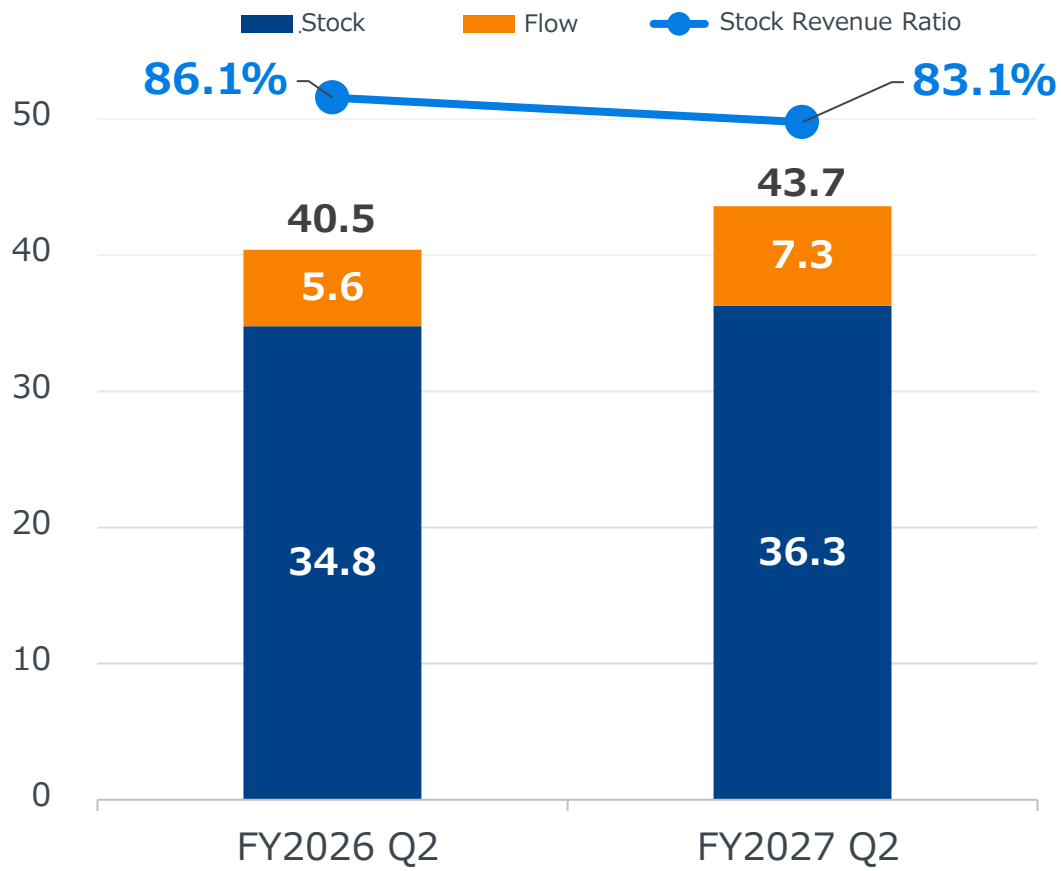
Net Sales
43.7
YoY 107.9%

Stock Revenue
36.3
YoY 104.1%

Stock Revenue Ratio
83.1%
YoY -3.0pt

- **The Number of Licenses Increased, Driven Primarily by IT Management AX Services**
  - **IT Management AX Services:** The number of licenses for “OPTiM Biz” increased again this fiscal year, while demand for “OPTiM Store” increased.
  - **Office AX Services:** The “OPTiM Document Management” series has continued to increase its number of licenses since the launch of the service.
  - **Communication AX Services:** License sales of “OPTiM Support & Growth Portal” contributed to earnings growth.

(Unit: 100 million yen)



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

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By Segment : Agritech Business

Net Sales Reached 2.54 Billion Yen (YoY 376.9%), Showing Significant Growth Compared with the Same Period of the Previous Fiscal Year

Drone Spraying Services Continued to Expand and Agricultural Product Sales Remained Strong This Fiscal Year

Agritech Business

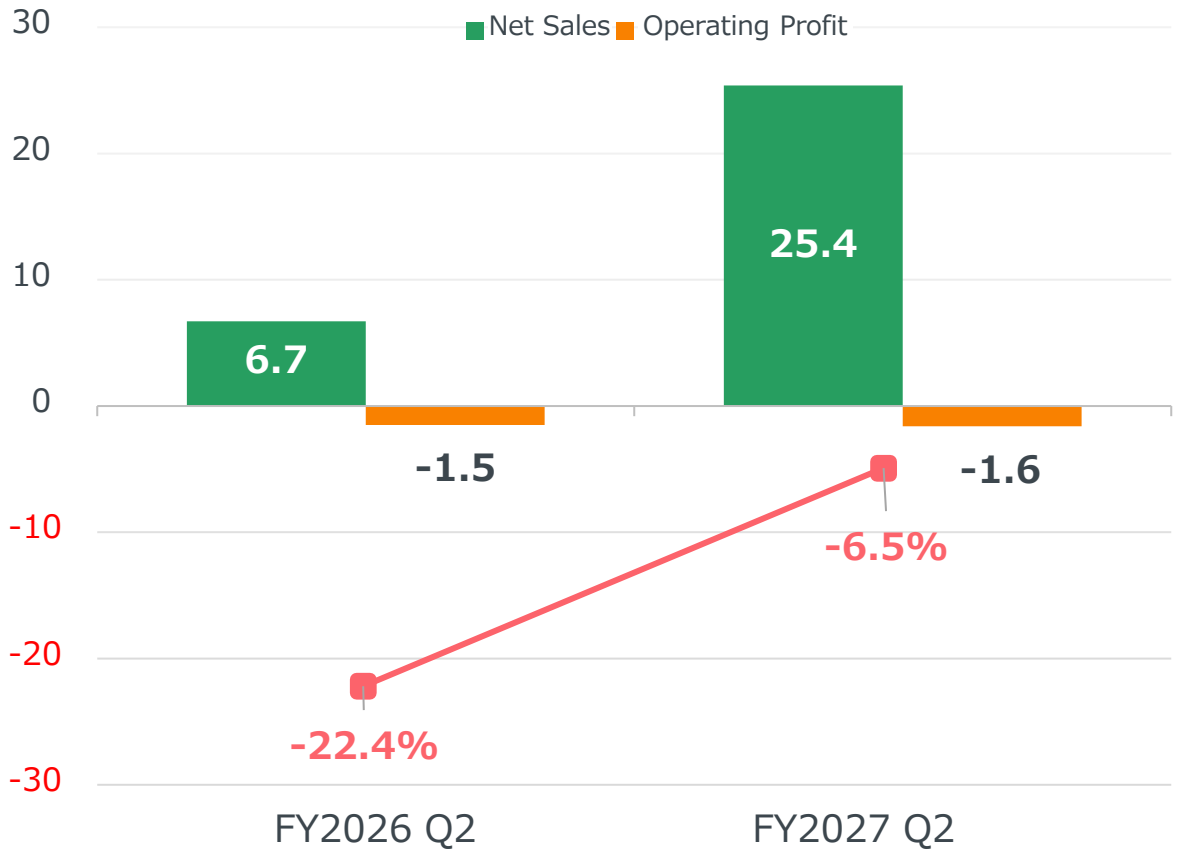
Net Sales
25.4
YoY 376.9%

Operating Profit
-1.6
YoY comparison -0.1

Operating Margin
-6.5%
YoY comparison +15.8pt

- **"Agri Buddy":** Supported acreage expanded steadily through sales activities targeting summer crops. Related patents were also utilized to strengthen its competitive advantage.
- **"Smart Agri-Food":** Distribution and sales support services for agricultural products, including Smart Rice, expanded steadily and increased revenue.

(Unit: 100 million yen)



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Business Highlights : AX Business

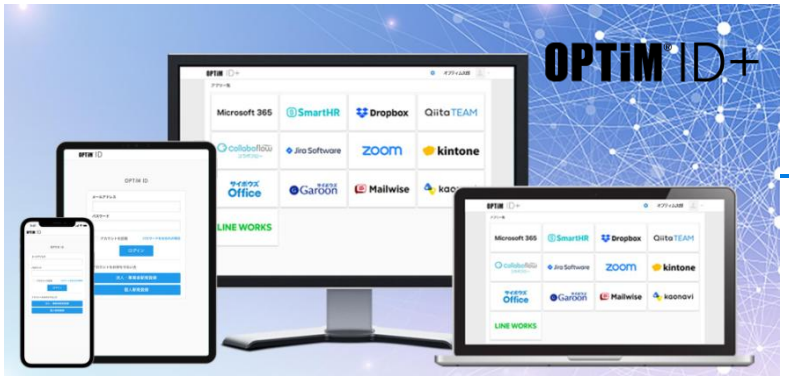
IT Management AX Services:

Based on the No.1 MDM service, we offer services to streamline IT management and prevent data leaks

OPTiM ID+: Commenced Lifetime Free Provision of a Multi-factor Authentication Service*

In response to a series of unauthorized access and information leakage incidents, supporting corporate information security measures through both ID management and authentication, in addition to device management.

Free of Charge: Entry-Point ID Security Measures



Integrations: Our Services and Third-Party Cloud Services

- **OPTiM Biz** Mobile Device and PC Management (MDM)
- **OPTiM Biz Premium** Centralized Management of IDs, Devices, SaaS, and Assets
- **OPTiM Biz IT Management Outsourcing** Supporting IT Management Operations, Including Implementation and Operation
- **Third-Party Cloud Services** Microsoft 365, Dropbox, etc.

*Available to corporate customers that have not previously entered into a contract and apply by December 28, 2026.

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Business Highlights : AX Business

IT Management AX Services:

IT management efficiency improvement services, information leakage prevention services, and other services based on the No.1 MDM service.



Information-technology Promotion Agency (IPA)

↓ Outsource

OPTiM (Pilot Program Operator)

↓ Free Support

Participating Companies in the Pilot Program

OPTiM Biz Premium: Launched a Service Supporting the Acquisition of SCS Assessment Ratings.

Providing end-to-end support, from assessment to IT system implementation and operational verification, and creating new revenue opportunities by capturing demand for the acquisition of SCS Assessment ratings under the SCS Assessment Program, which evaluates and visualizes corporate security measures based on common standards.

OPTiM Biz Premium: selected for the IPA's demonstration project under the Cybersecurity Support Service (New Type)

As part of the Information-technology Promotion Agency (IPA)'s "Cybersecurity Assistance Team Service (New Type)" demonstration project, we provide free support—from assessment to application—to help small and medium-sized enterprises achieve a ★3 rating under the SCS evaluation system. We will accumulate expertise through this demonstration project and use it to pave the way for full-scale implementation.

List of Cybersecurity Support Service (New Type) demonstration projects

OPTiM Biz Premium: Strengthening Collaboration with Sales Partners

Sales will begin through ROKH, Inc. and RANET Co., Ltd.,and the Company aims to accelerate sales growth by building a sales network that leverages each company's strengths.

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Business Highlights : AX Business

IT Management AX Services:

Based on the No.1 MDM service, expanding into services such as streamlining IT management operations and preventing information leaks



OPTiM Biz: Supports the acquisition of Windows file operation logs.

Enables early detection and tracking of unauthorized data removal and data loss caused by operational errors, enhancing the product's added value by addressing the needs for information leak prevention measures.



OPTiM Biz: Business partnership with Belong Inc.

Partners with Belong Inc., which provides rental, sales, and purchase of used smartphones for corporate customers, to support the entire device lifecycle, thereby strengthening the customer base.



OPTiM Biz: Achieved the No.1 share in the domestic MDM market for 16 consecutive years.

Achieved the No.1 domestic market share for 16 consecutive years in a survey report by Deloitte Tohmatsu MIC Research Institute Co., Ltd. Leveraging the product's reliability as a strength, aims to retain existing customers' licenses and acquire new customers.

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Business Highlights : AX Business

IT Management AX Services:

Based on the No.1 MDM service, expanding into services such as streamlining IT management operations and preventing information leaks



OPTiM Biz AI Agent β: Launched a generative AI platform for enterprises

Provides an official AI environment to all employees under a flat-rate corporate plan with unlimited IDs, preventing shadow AI. Enables visualization of usage and costs, as well as the creation and sharing of business agents, all on a single platform. Accumulates insights through expanded usage during the beta phase, leading to the official release.

東京都 新宿区

OPTiM AIRES: Launched a comprehensive AI chatbot for information guidance for Shinjuku City

Achieves high-accuracy responses by leveraging the Company's patented technology (Patent No. 7847403), which restricts reference information by organization. Aims to expand horizontally to other municipalities, building on this implementation as a track record.



OPTiM Biz IT Management Outsourcing: Launched an on-demand IT management service

Outsources IT department operations such as help desk and device management for small and medium-sized enterprises, for the required time and scope. Uses operational support as an entry point to strengthen customer relationships, extending to AX/DX promotion.

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Medical AX Services: Expanding Hospital Operational Efficiency and Security Services Through Generative AI and Smartphones



OPTiM AI Hospital Phone: Announced launch in January 2027

Consolidates in-hospital chat, workflow, recording/photography, and AI-assisted report creation into a single smartphone. Going forward, plans to integrate with “Drs'HotLine” to support the sharing of medical images as well. Captures hospitals' growing needs for smartphone utilization, aiming to expand adoption among medical institutions.



OPTiM AI Hospital Suite: Launched an integrated AX package for hospitals

Provides generative AI, in-hospital smartphones, PC/smartphone/ID management, and document management in a single package, supporting operational efficiency and security measures across the entire hospital. Aims to expand transactions per hospital through the bundled introduction of multiple services.

MediTech

MediTech: Made the provider of the medical image sharing service “Drs'HotLine®” a subsidiary

Combines the Company's AI technology with MediTech's medical image sharing technology to advance the development of services that support physicians' diagnoses. Aims to expand business in the medical field by incorporating medical imaging technology and leveraging MediTech's sales channels.

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Business Highlights : AX Business

Industry-Specific AX Services: Progress Across Construction, Office, and Municipal Domains



Construction & Civil Engineering AX Services: Promoting Expansion into the Infrastructure Inspection Field

Added infrastructure inspection functions for local governments to “OPTiM Geo Scan” through collaboration with Pacific Consultants Co., Ltd., aiming to expand adoption in the public sector.



Office AX Services: "OPTiM Contract" Becomes Compatible with the New Lease Accounting Standard

Through automation of asset eligibility determination and other functions, contributes to reducing corporate operational burdens and strengthening governance, aiming to capture demand arising from the revision of accounting standards.



Communication AX Services: Continued Growth of Municipal DX-Related Services

Announced “Tokumin,” a circular-funding coupon platform. In addition, the number of licenses for “OPTiM Support & Growth Portal” increased, including demand for customization.

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Agritech Business: Growth in Agri Buddy and Smart Agri-Food Contributed to Business Expansion



Smart Agriculture Services: Agri Buddy Service Achieved Significant Growth

Expanded utilization through proactive sales activities focused on summer crops and the expansion of supported crops. Leverages the Company's patented technology for improving the efficiency of agricultural production activities to differentiate its services.



Smart Agri-Food: Distribution and Sales Support Services Expanded Steadily

Distribution and sales support, including Smart Rice, continued to expand. Aims to achieve both improved profitability for farmers and business growth for the Company by providing integrated support from production through distribution and sales.

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Smart Agriculture Services: Pinpoint Time Spraying Service Expanded Approximately 1.4x Year on Year

PTS by the Numbers (FY2026 results*3)



Spraying Area (Largest in Japan*1)

45,000 ha*2

YoY 141%
Area: 26 prefectures, 134 municipalities
Customers: 136 pest control groups, JAs and partner companies



Producers

20,000

YoY 110%
Producers Applying for Joint Pest Control



Fields Sprayed

280,000 fields

YoY 210%
Number of Fields Sprayed by OPTiM in 2026



Active Pilot Teams

300 teams

YoY 113%
Pilot Teams Participating in Spraying in 2026

Optimizing Spraying with 4 Patented Technologies

Evaluation
Evaluates pilot productivity based on performance.

Planning
Determines assigned fields and spraying routes.

Allocation
Assigns schedules and workloads within constraints.

Forecasting
Adjusts completion times based on actual results on the day.

*1 Source: Fuji Keizai, "Current Status and Future Outlook of the Agriculture & Aquaculture Business 2025" (Agricultural drone utilization services, FY2024 results, value basis)
*2 Cumulative spraying area. Where the same field was sprayed multiple times, the area is aggregated for each spraying. Year-on-year comparison is against the FY2025 cumulative spraying area (approximately 32,000 ha).
*3 As of November 2026, based on the Company's service utilization status for fiscal 2026. Includes year-end projections.

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Investment Strategy: Promoting Company-Wide AI Utilization and Strengthening the Agritech Business Foundation



AI Strategy: Continued Development Investment to Improve Development Efficiency and Quality

The widespread use of generative AI has improved development efficiency, while AI-driven analysis of source code has also contributed to improved quality and security.



AI Utilization: Expanding Initiatives Pioneered in the Development Division Company-Wide

Employees are independently creating AI agents, promoting AI utilization across sales, legal, public relations, and other company-wide operations to improve overall productivity.

AGRIMEDIA Co., Ltd.: Entered into a Capital and Business Alliance

Leveraging the company's sales network and agricultural human resources, aims to strengthen the business foundation from production through distribution and sales, and expand the Agritech business.



IR Activities: Held a Smart Agriculture Tour and Harvest Experience Event for Shareholders

Through drone flight demonstrations and tasting events, focused on promoting understanding of the Company's Agricultural AX initiatives. Aims to deepen dialogue with shareholders and expand medium- to long-term support.

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Initiatives Toward Compliance with the Prime Market Listing Maintenance Criteria

The Company is promoting sustainable enhancement of corporate value and strengthening investor relations activities toward compliance with the Prime Market listing maintenance criteria.

■ Initiatives to Maintain Prime Market Listing Status

・In accordance with the “Plan for Compliance with the Listing Maintenance Criteria” announced in June 2026, various measures are being implemented to achieve compliance within the specified period.

・The Company seeks to obtain an appropriate market valuation through the realization of sustainable business growth.

■ Approach to Achieving a Market Capitalization of Tradable Shares of 10 Billion Yen

・**① Enhancing Corporate Value (Share Price) Through Growth of Core Businesses**
Expanding the AX Business, the Company's core business, and accelerating growth in the security field (including OPTiM Biz) and the Agritech Business to drive business expansion.

・**② Enhancing Liquidity and Market Recognition**
Strengthening IR engagement with both individual and institutional investors while securing stable long-term shareholders.

■ Recent Actions Taken and Progress

・**[Completed] Enhanced Investor Engagement: Held the shareholder event “OPTiM Field Lab Vol.1” (October 17, 2026)**
At the Company-operated farm in Oyama City, Tochigi Prefecture, the Company held a “Smart Agriculture Tour and Harvest Experience” for shareholders holding one trading unit (100 shares) or more. By providing an opportunity to directly experience the achievements of the Agritech Business, one of the Company's next-generation growth strategies, including Agri Buddy, the event contributed to fostering a stable long-term shareholder base and strengthening shareholder engagement.

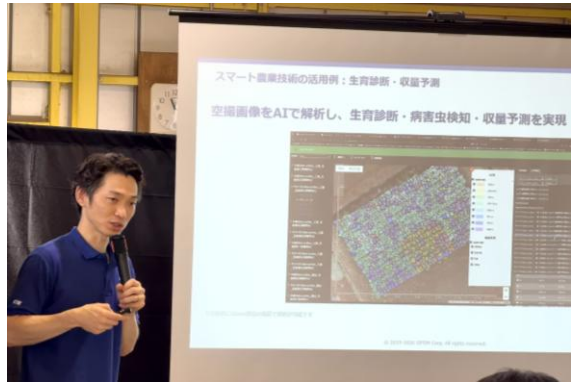
・**[In Progress] Agile Execution of Capital Policy**
Taking into account market conditions and cash flows on a comprehensive basis, the Company continues to consider and implement measures that directly contribute to maximizing total shareholder returns and increasing the market capitalization of tradable shares as flexible strategic options.

・**[In Progress] Further Enhancement of Market Recognition (IR)**
Expanding one-on-one meetings with domestic and overseas institutional investors and broadening the range of disclosure materials, including enhanced English-language disclosures, to expand the global investor base.

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Shareholder Event Held:
OPTiM Field Lab Vol.1 – Smart Agriculture Tour

A Total of 23 Shareholders and Their Family Members Participated, and We Received Many Positive Comments



Business Overview



Group Photo of Event Participants



Drone Flight Demonstration



Rice Harvesting Experience

■ Participant Feedback

- "In addition to the rice harvesting experience and drone demonstration, I was particularly impressed by the opportunity to speak directly with OPTiM employees."
- "Being able to enjoy Smart Rice while having direct conversations with employees and executives was an invaluable experience."
- "The event deepened my understanding of agricultural DX and increased my expectations for the future growth of the business."
- "Everyone was proactive in reaching out to participants, making it a very rewarding opportunity that conveyed the warmth of the Company."
- "I look forward to the continued growth of the Smart Agriculture Business and would also like to participate in site-visit events for other business areas."
- "It was valuable to experience the entire process from harvesting to tasting, and the rice we enjoyed together was exceptionally delicious."

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Questions and Answers

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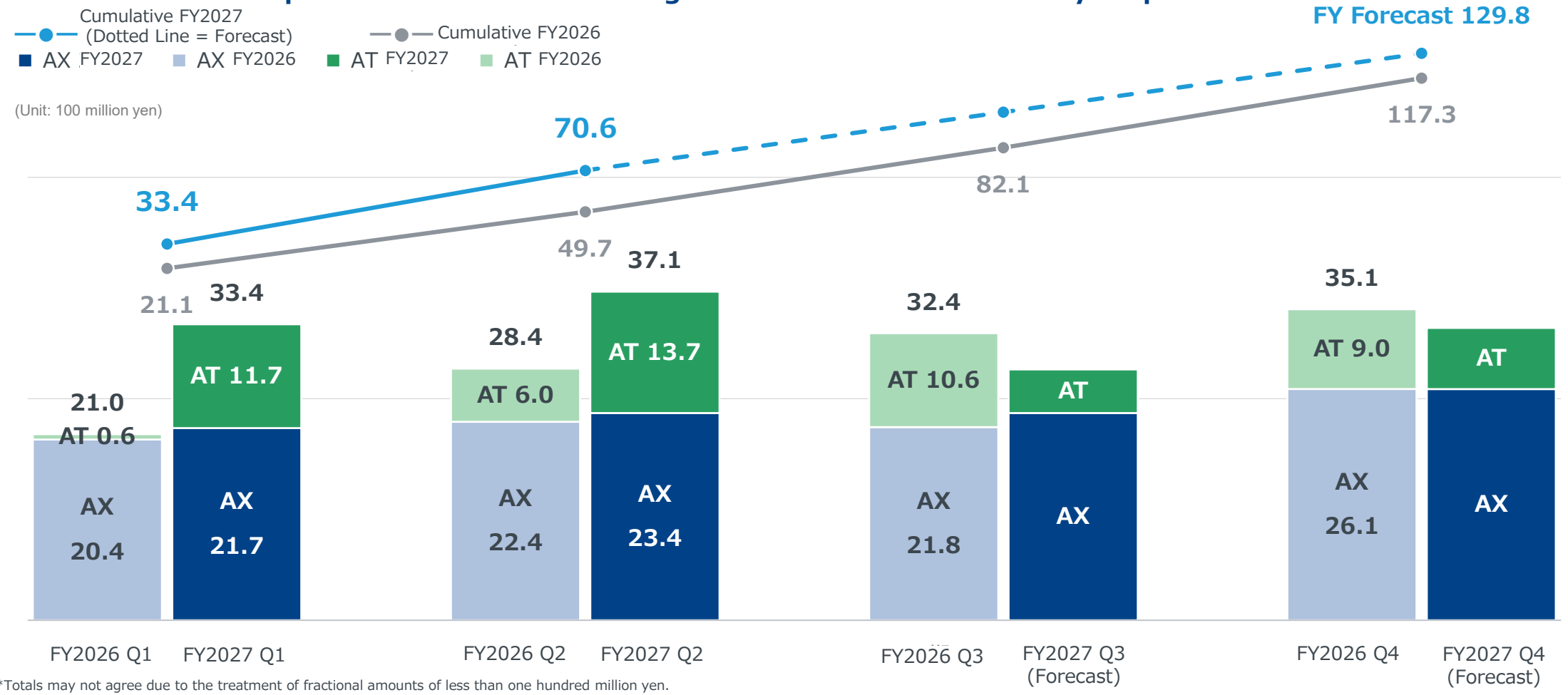
Questions Submitted in Advance

Net sales progress for the first half reached 54.4% of the full-year forecast, showing solid progress. However, the full-year financial forecast remains unchanged. Please explain the background behind maintaining the forecast and your outlook for the second half, including the potential for upside.

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Quarterly Net Sales Trend by Segment

Net sales are progressing steadily in line with the plan.
Revenue in the Agritech Business (AT) is performing strongly and is more heavily weighted toward the first half than in a typical fiscal year.
Revenue in the AX Business (AX) continues to accumulate steadily as usual and is progressing as planned.
Total net sales are expected to reach a record high in line with the initial full-year plan.



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Questions Submitted in Advance

As demand for cybersecurity measures is increasing among enterprises and local governments amid growing concerns over information leakage incidents, please explain how business opportunities in this field are expanding.

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Business Highlights : AX Business

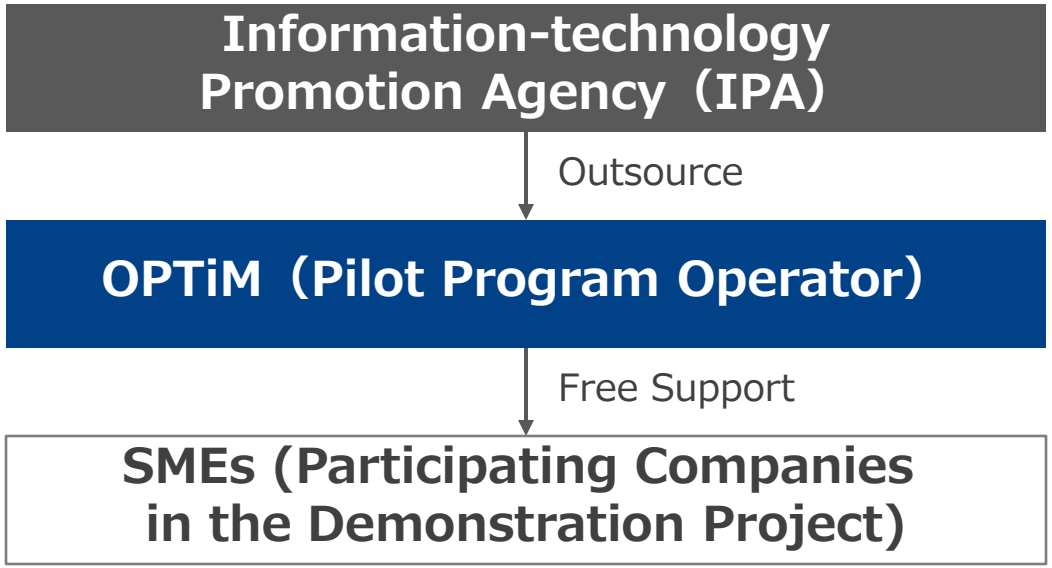
OPTiM Biz Premium :
Supporting the Acquisition of SCS Assessment Ratings Through Both the Support Package and the IPA Demonstration Project

SCS Assessment Support Package



- Providing End-to-End Support from Assessment Through Implementation and Operational Verification
- Creating New Revenue Opportunities by Capturing Demand for the Acquisition of SCS Assessment Ratings

Cybersecurity Support Service (New Type)



- Providing Free Support for SMEs Seeking to Obtain a ★3 Rating, from Assessment Through Application
- Accumulating Know-How Through the Demonstration Project and Utilizing It for Full-Scale Deployment

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Questions Submitted in Advance

The Agritech Business achieved significant growth, with net sales increasing 276.9% year on year and the operating profit margin improving by 15.8 percentage points. Please explain your approach to the earnings structure supporting future profit growth and your outlook for further improvements in profitability.

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By Segment : Agritech Business

Net Sales Reached 2.54 Billion Yen (YoY 376.9%), Showing Significant Growth Compared with the Same Period of the Previous Fiscal Year

Drone Spraying Services Continued to Expand and Agricultural Product Sales Remained Strong This Fiscal Year

Agritech Business

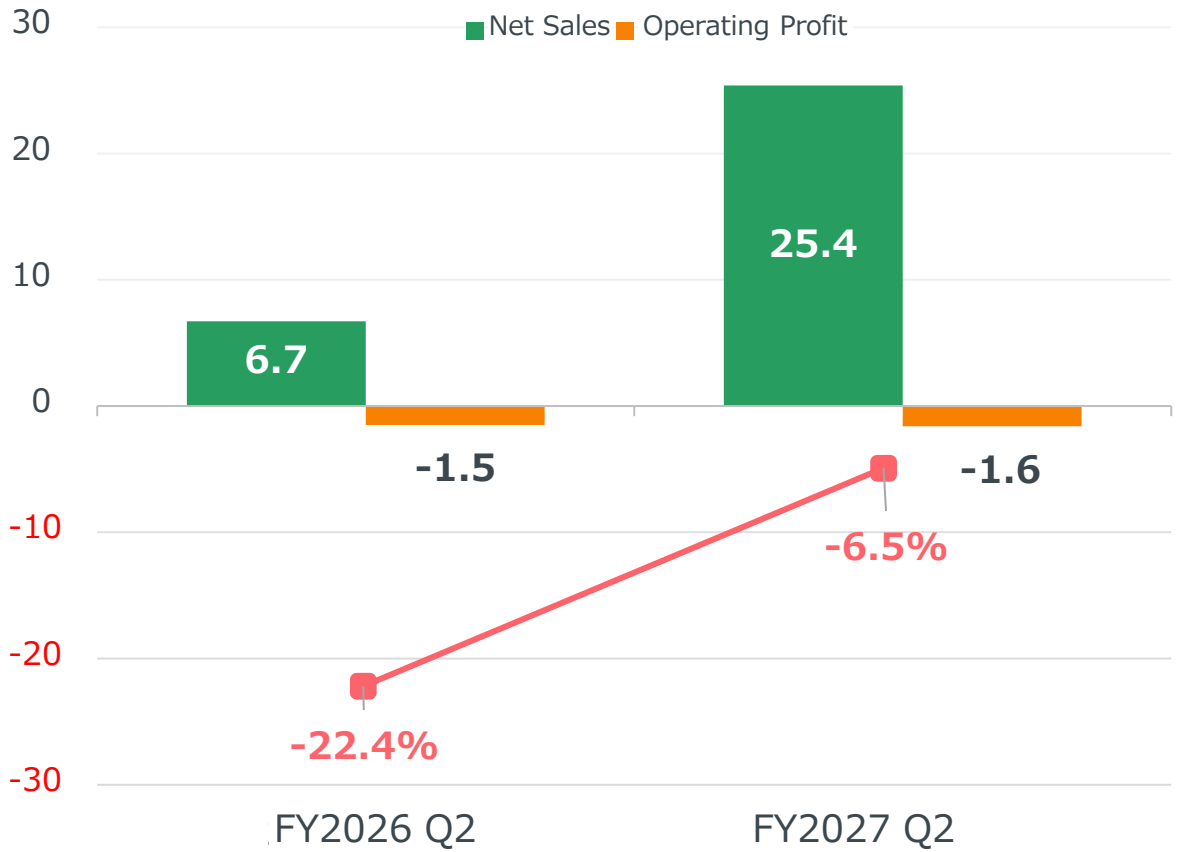
Net Sales
25.4
YoY 376.9%

Operating profit
-1.6
YoY comparison -0.1

Operating Margin
-6.5%
YoY comparison +15.8pt

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- **"Smart Agri-Food" :** Distribution and sales support services for agricultural products, including Smart Rice, expanded steadily and increased revenue.

(Unit: 100 million yen)



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Questions Submitted in Advance

The Company continues to make proactive investments in AI development this fiscal year. Please explain the concrete results achieved to date, including contributions of AI-related services to revenue growth and improvements in internal productivity.

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Results of AI Investments (1): AI Services

AI Services in the AX Business: Continuing Releases and Updates While Expanding Adoption and Revenue Among Local Governments and Enterprises

IT Management AX Services

OPTiM AIRES

東京都 新宿区

- Launched a comprehensive AI information chatbot for Shinjuku City
- Expanding deployment to other local governments

Communication AX Services

OPTiM Support & Growth Portal



- License sales contributed to improved business performance
- Usage continued to expand, including customization demand

IT Management AX Services

OPTiM Biz AI Agent β



- Launched a generative AI platform for enterprises
- Providing an official AI environment to all employees

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Results of AI Investments (2): Internal AI Utilization

Internal AI Utilization:
Expanding from the Development Division to the Entire Company, Improving Operational Efficiency and Optimizing Personnel Costs

STEP 1 | Development Division

Initial Implementation in the Development Division



- Development efficiency improved through generative AI
- AI-based code analysis improved quality

STEP 2 | Company-wide

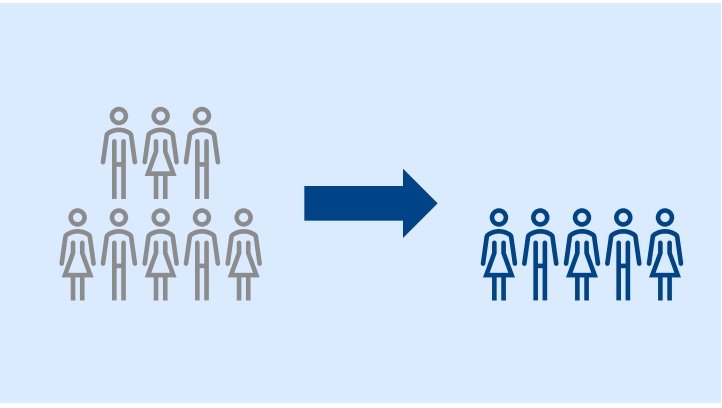
Expanded Across Company Operations



- Employees create AI Agents themselves
- Utilized in sales, legal affairs, public relations and other functions

Results

Improved Operational Efficiency and Optimized Personnel Costs



- Operational efficiency enhanced through AI utilization
- Optimized outsourcing and new hiring costs

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Questions Submitted in Advance

We understand that the Company currently prioritizes growth investments. Has there been any change in this policy? Please explain the Company's approach to shareholder returns, including its policy regarding the use of cash on hand.

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Use of Cash on Hand: M&A and Capital and Business Alliances

Growth Investments:

Strengthening the Business Foundations of the Medical and Agricultural Fields Through M&A and Capital and Business Alliances

Medical AX Services | Acquisition (Made a Subsidiary)

MediTech Co., Ltd.

Expanding the Medical Business Through Medical Imaging Technology and Sales Channels

Agritech Business | Capital and Business Alliance

AGRIMEDIA Co., Ltd.

Expanding the Agritech Business Through Sales Channels and Agricultural Human Resources

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Questions Submitted in Advance

Less than five months remain until the deadline (end of March 2027) for satisfying the Prime Market listing maintenance criterion of a market capitalization of tradable shares of 10 billion yen. Please explain the progress of the Company's initiatives, including capital policy measures, and its future policy.

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