

FY 03/2026

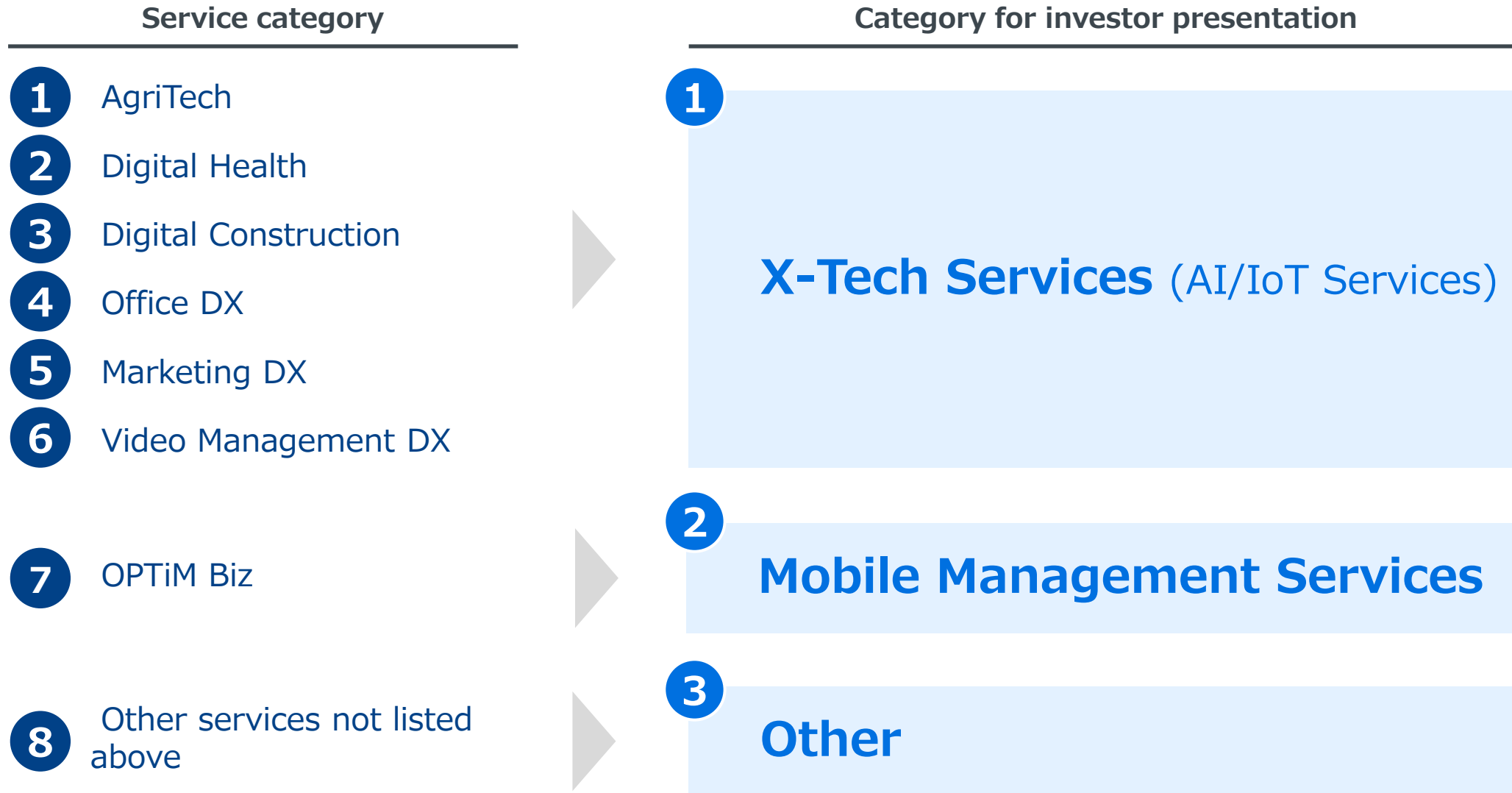
First Quarter Financial Results Investor Presentation

OPTiM Corporation
(Tokyo Stock Exchange Prime Market: 3694)

Disclaimer

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

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



1**FY03/2026 First Quarter Financial Review****2**

FY03/2026 Full-Year Performance Outlook

3

Highlights (Based on FY03/2025 results)

On track to achieve record-high sales for the 26th consecutive year since our founding

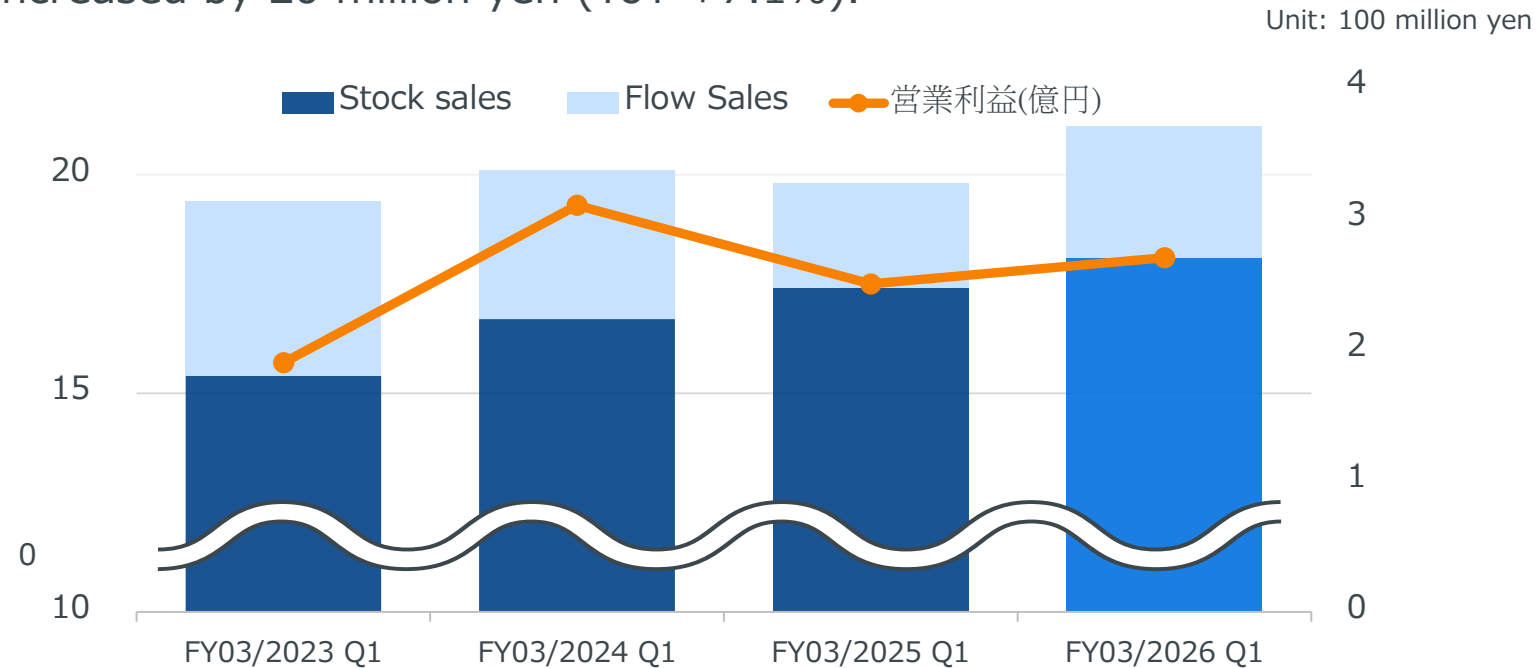
	FY03/2026 First Quarter Actual	FY03/2026 First Quarter Actual	Results Year-on- year	FY03/2026 Full-year results Forecast
Net Sales	1.98 billion yen	2.11 billion yen	106.4%	11.64 billion yen
Operating profit	250 million yen	270 million yen	107.1%	1.57 billion yen
Ordinary Profit	190 million yen	230 million yen	121.7%	-
Net Profit	90 million yen	110 million yen	120.4%	-

1. FY03/2026 First Quarter Financial Review

Revenue and profit increased year on year, progressing steadily as planned

Sales increased by 30 million yen (YoY +6.4%) compared to the previous fiscal year.

Operating profit also increased by 20 million yen (YoY +7.1%).



Net Sales
2.11 billion yen
YoY +6.4%

Operating profit
270 million yen
YoY +7.1%

Operating profit margin
12.8%

Stock sales ratio
85.8%

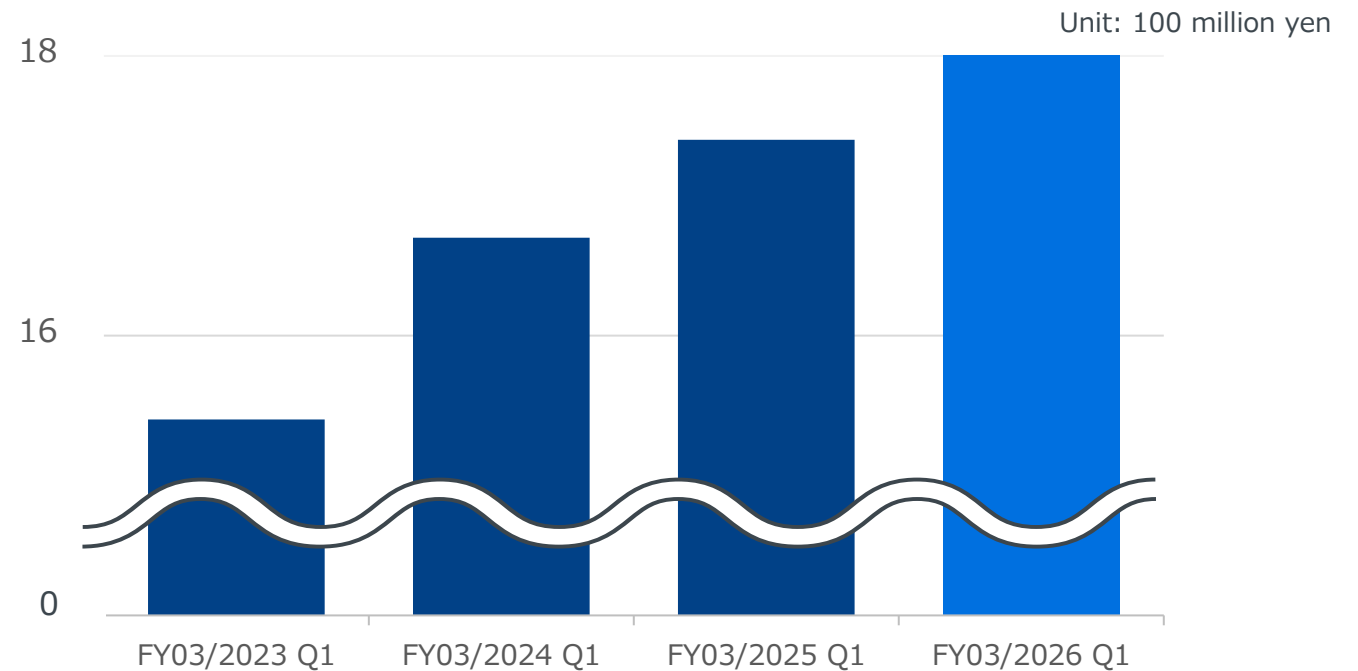
Increase in stock sales

Stock sales increased by 70 million yen from the previous fiscal year.

Out of total revenue of 2.11 billion yen, 1.81 billion yen (YoY +4.3%) was stock sales.

Stock sales
1.81 billion yen
YoY +4.3%

Stock sales ratio
85.8%



First Quarter Results for the Fiscal Year Ending March 2026

AgriTech (Agriculture): Expanding the range of crops eligible for "Pinpoint Time Spraying Service(PTS)"

PTS, the No. 1 drone spraying DX service in Japan, has expanded its application to wheat, soybeans, and citrus fruits in addition to rice, achieving steady growth. It is contributing to solving the labor shortage and productivity improvement challenges faced by Japanese agriculture while steadily expanding its business scope.

Digital Construction (Construction and Civil Engineering): Smartphone Surveying Achieves "Millimeter-Level Precision"

OPTiM Geo Scan, a smartphone 3D surveying app, has released "Geo Scan Supreme," the world's first smartphone surveying app capable of acquiring data with millimeter-level accuracy in accordance with the guidelines of the Ministry of Land, Infrastructure, Transport and Tourism. As a game-changer that dramatically improves productivity in the construction industry, it is steadily increasing the number of licenses.

Digital Health (Medical): "AI Hospital" Wins "Hospital DX Award Excellence Award"

"OPTiM AI Hospital" has significantly contributed to workplace reform in medical settings by reducing nurses' summary creation time by 36%. The number of hospitals adopting the system is steadily increasing, strongly driving digital transformation in the medical field.

OPTiM Biz (Mobile Management): Overwhelming track record: No. 1 domestic market share for 14 consecutive years

Following the recognition of being ranked No. 1 in the domestic market share for 14 consecutive years in a survey report published by Deloitte Tohmatsu Mic Economic Research Institute Co., Ltd., OPTiM was also ranked No. 1 in the domestic market share for 10 consecutive years since the survey began in the report "2025 Edition Marketing Analysis of the Endpoint Management Market" published by Techno System Research Co., Ltd. Furthermore, we hold the top share in 17 out of 25 categories, establishing an overwhelming market advantage. We will continue to strengthen our services to further solidify our leading position.

At OPTiM, we are committed to a comprehensive approach to agriculture, from cultivation to distribution and sales. In response to the policy shift toward increased rice production announced at the Ministerial Conference on the Realization of Stable Rice Supply, we will contribute to expanding cultivation, further promoting smart agriculture, and improving food self-sufficiency.

Drone Seeding Service

Using our proprietary drill seeder, enabling drone seeding



Pinpoint timing Spreading Service (PTS)

Joint pest control management A service that digitizes everything



Smart Rice

Environmentally conscious rice with reduced pesticide use
We have established our own distribution network and focus on online sales



OPTiM Farm

Practicing smart agriculture at our own farms. As a large-scale corporation, we are working to improve productivity.

Establishment of a Shareholder Benefits Program

We would like to express our gratitude to our shareholders for their continued understanding and support. With the aim of deepening your understanding of our products and business, as well as enhancing the investment appeal of our shares to encourage more people to hold them, we have established a new shareholder benefits program.

■ Effective Date

Shareholder benefits will commence for shareholders listed or recorded in the shareholder register as of the end of September 2025.

■ Eligible Shareholders

Shareholders who are listed or recorded in the company's shareholder register as of March 31 of each year and holding one unit (100 shares) or more as of the record date of the Company's shareholder register as of March 31 of each year.

However, **in 2025**, as a special commemorative offer for the introduction of the **shareholder benefits program**, **shareholders who hold one or more shares as of September 30, 2025, and are listed or recorded in the shareholder register as of that date, and holding one unit (100 shares) or more as of September 30, 2025**, will also be eligible.

■ Benefit Details

Shareholders will receive a ¥1,500 voucher for "Smart Rice" (equivalent to a 25% discount off the regular price of 5kg of Smart Rice on our official website, SMART AGRI FOOD SUMA-CHOKU, hereinafter referred to as "Suma-Choku").

Note: One voucher will be issued per eligible shareholder.

Note: Future shareholder benefit vouchers will also be valued at approximately 25% off the regular price of 5kg of Smart Rice on Suma-Choku.

Note: This voucher can be used on the special shareholder-only site within Suma-Choku when purchasing Smart Rice.

Note: The voucher is valid until June 30 of the following year (however, for the first time only, it will be valid until December 31 of the following year).

Note: The voucher can only be used once within its validity period.

■ Distribution Schedule

Once a year, with March 31 (September 30 for 2025) as the reference date, we will send out notices regarding this shareholder benefit program within three months of the reference date.

*Please refer to the disclosure documents for details as they become available.



1 FY03/2026 First Quarter Financial Review

2 **FY03/2026 Full-Year Performance Outlook**

3 Highlights (Based on FY03/2025 results)

2. FY03/2026 Full-Year Performance Outlook

26 consecutive years of record sales since founding and strategic investments for the future

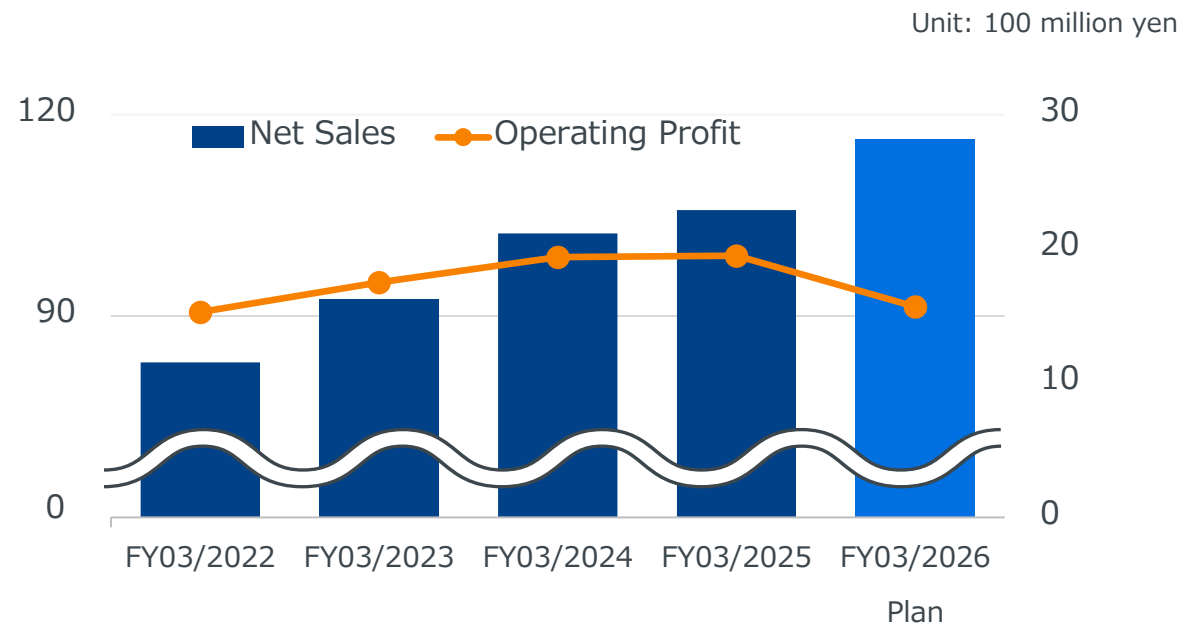
We project revenue growth of 11.64 billion yen (YoY +10.0%).

Operating profit is planned at 1.57 billion yen (YoY -19.7%) to support future business expansion and the recruitment of top talent.

Through robust investments in future growth, we aim to achieve sustainable creation of corporate value.

Net Sales
11.64 billion yen
YoY +10.0%

Operating profit
1.57 billion yen
YoY -19.7%



1. Highlights of Consolidated Financial Forecasts for the Fiscal Year Ending March 2026

- ❑ Projected to achieve **the highest sales in the company's 26 consecutive year.**
- ❑ We anticipate steady growth in our **mobile management services** this fiscal year as well
- ❑ Additionally, we anticipate **significant growth** in our X-Tech services (AI/IoT services), **including drone AI pesticide spraying services in the agritech sector and various AI services**
- ❑ To accelerate the growth of the above services, **we plan to make proactive investments**
- ❑ In particular, for the fiscal year ending March 2026, we will focus on new service development in the **rapidly evolving AI field**, expansion of R&D capabilities, and proactive investment in internal use
- ❑ We have decided to significantly increase starting salaries for new graduates for two consecutive years in 2025 and 2026, among **other proactive measures to invest in human resources**
- ❑ This fiscal year, we also plan to make **proactive investments to achieve mid-to-long-term growth**

1 FY03/2026 First Quarter Financial Review

2 FY03/2026 Full-Year Performance Outlook

3 Highlights (Based on FY03/2025 results)

Creating the future of every industry with AI

We aim to become a leading company at the center of the Fourth Industrial Revolution by spreading AI and IoT technologies throughout society and fundamentally transforming every industry in Japan.

Achieve both a solid revenue base and high growth potential, and seize huge market opportunities



Solid revenue base

Stock sales ratio of 71.4%
Generates stable cash flow



High growth potential

X-Tech Services (AI/IoT Services) is rapidly growing into the second pillar, accounting for 44.6% of total sales.
Since the launch of X-Tech services, the CAGR has been 61.9%



Huge market opportunity

In the multi-trillion yen "problem-solving" market,
Tapping into DX demand



Technical barriers

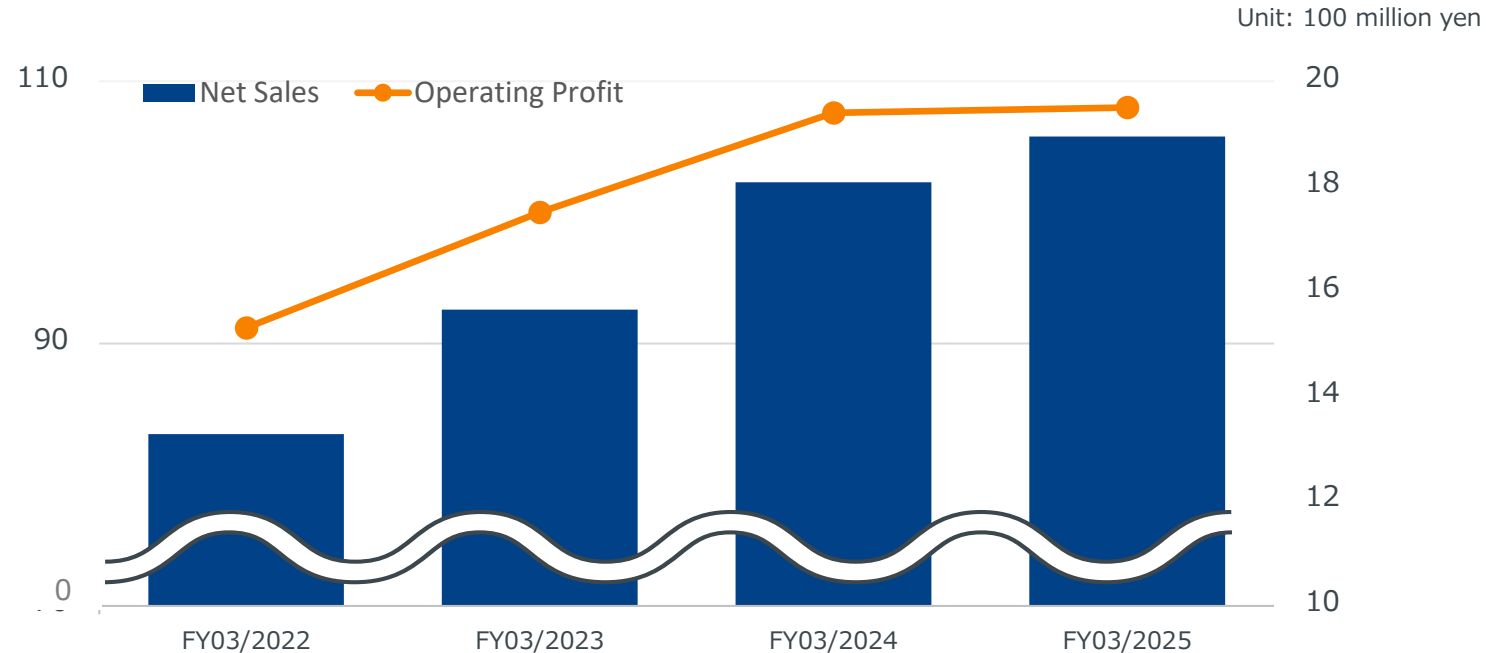
Over 569 cumulative patents
Leading the market with unparalleled technological capabilities

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY03/2025 results)

Balancing Stability and Growth

With a solid foundation of stable recurring revenue, our rapidly growing X-Tech services (AI/IoT services) are driving growth, we have achieved record-breaking sales for 25 consecutive fiscal years since our founding. While maintaining high profitability, we continue to invest in the future.



Net Sales
10.58 billion yen
YoY +3.3%

Operating profit
1.95 billion yen
YoY +0.7%

Operating profit margin
18.5%
While continuing to make proactive investments, achieving high profitability

Stock sales ratio
71.5%
Stable revenue structure

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY03/2025 results)

Dual engines driving growth

Our business consists of two engines: "Mobile Management Services," which generate stable growth and profits, and "X-Tech Services (AI/IoT Services)," which will drive future breakthrough growth.

Stable growth revenue base

Mobile Management Services

"OPTiM Biz"

The most popular device management platform supporting DX for Japanese companies



国内MDM市場

14年連続 No.1

業界別 全20部門でもシェアNo.1

Mobile Management Services Market Size

TAM: Approximately 28 billion yen
(Forecast for 2028: 1.5 times higher than in fiscal 2024)

Growth Drivers

X-Tech Services (AI/IoT Services)

With our proprietary AI/IoT platform, we are creating the "future" of Japan's core industries such as agriculture, healthcare, and construction.

Creating the future of Japan's core industries

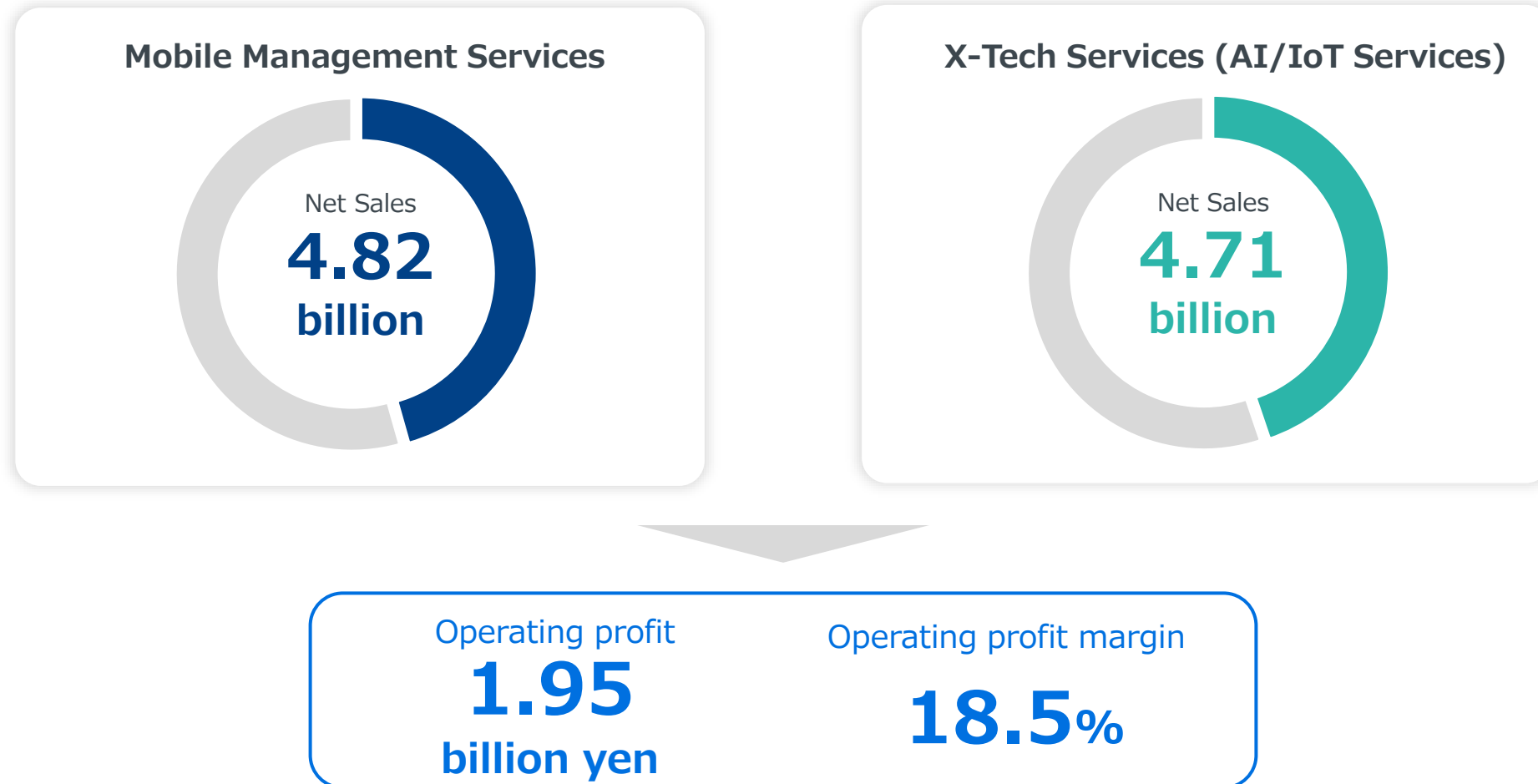


*Results for the fiscal year ended March 2025

3. Highlights (Based on FY03/2025 results)

Growth in two businesses leads to profits

The two businesses act as a dual engine, driving high growth and profitability.

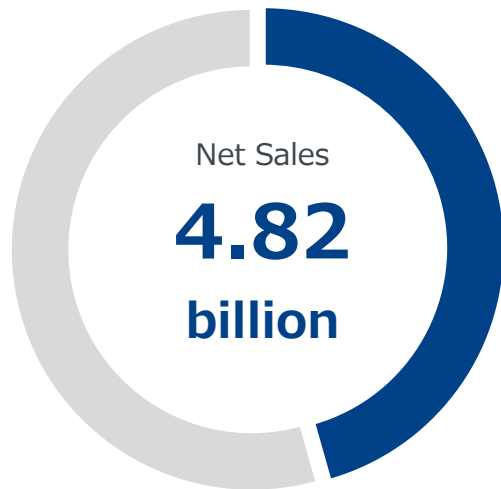


*Results for the fiscal year ended March 2025

First Growth Engine: Mobile Management Services

[Stable Growth Revenue Base]
Mobile Management Services

Revenue composition ratio: **45.6%**



※As of March 2025

OPTiM Biz:

- The most popular device management platform supporting DX for Japanese companies
- Securely manage IT devices such as smartphones, tablets, and PCs from the cloud
- Ranked No. 1 in market share for 14 consecutive years by multiple research firms
- A essential tool for corporate DX initiatives, achieving stable growth alongside market expansion

*Results for the fiscal year ended March 2025

Second growth engine: X-Tech services (AI/IoT services)

【High-Growth Drivers】
X-Tech Services (AI/IoT Services)

Revenue composition ratio: **44.8%**



※As of March 2025

CAGR (compound annual growth rate) of 61.9% since the launch of X-Tech services (fiscal year 2015)

- Utilizing our proprietary cross-industry AI/IoT platform, "OPTiM Cloud IoT OS," we are creating the "future" of Japan's core industries such as agriculture, healthcare, and construction.

AgriTech:

- Streamlining all processes in agriculture—from cultivation to processing and distribution—through smart agriculture to enhance food security.
- Transitioning from helicopter spraying to drone spraying. Leading the domestic market with drone AI pesticide spraying services (FY 2024: approximately 23,000 farmers, approximately 23,000 hectares, and approximately 110,000 fields adopted)

Digital Construction:

- Leading the market with the world's first smartphone surveying service. Expanding the scope of work per person and providing an effective countermeasure against rising labor costs.
- Adopted by all major domestic general contractors. Global adoption has also begun.

Digital Health:

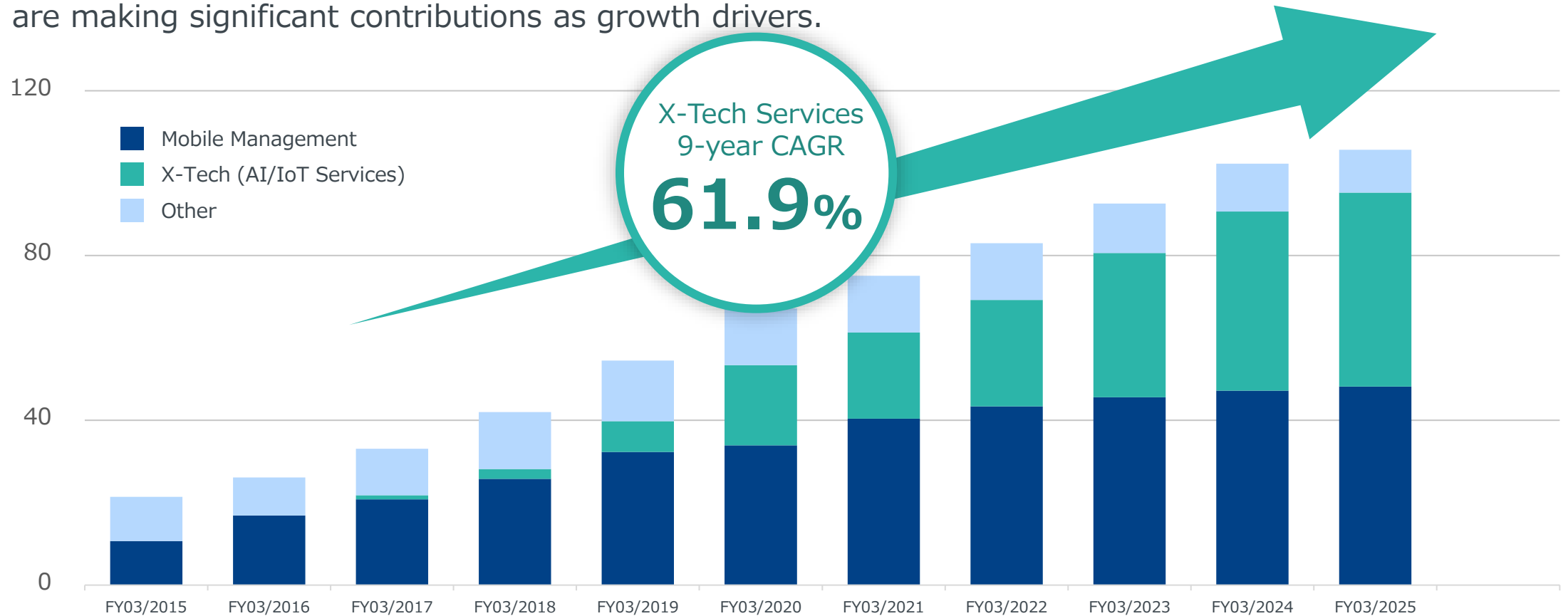
- Providing AI agents for hospitals. A game-changer for improving operational efficiency and reforming work practices for doctors and nurses in hospitals facing staff shortages.
- Reduces business costs related to document creation by over 50%. Adoption rate exceeds 85% at hospitals where implemented.

Other DX:

- Promoting office DX, marketing DX, and video management DX. *Results for the fiscal year ended March 2025

Sales trends since listing

Revenue has continued to set new records every quarter since the company's founding. Mobile management services continue to grow, while X-Tech services (AI/IoT services) are making significant contributions as growth drivers.



*Results for the fiscal year ended March 2025

3. Highlights (Based on FY03/2025 results)

Unwavering competitive advantage

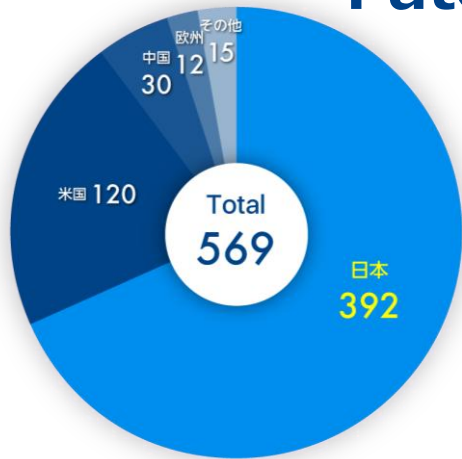
The value provided by OPTiM is supported by four strong competitive advantages. These form an insurmountable barrier to entry that prevents competitors from catching up.



*Results for the fiscal year ended March 2025

Patent portfolio critical for competitive advantage

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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 Cloud IoT OS":

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

AgriTech:

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

Digital Construction:

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

Digital Health:

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 DX:

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

Marketing DX:

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

Video Management DX:

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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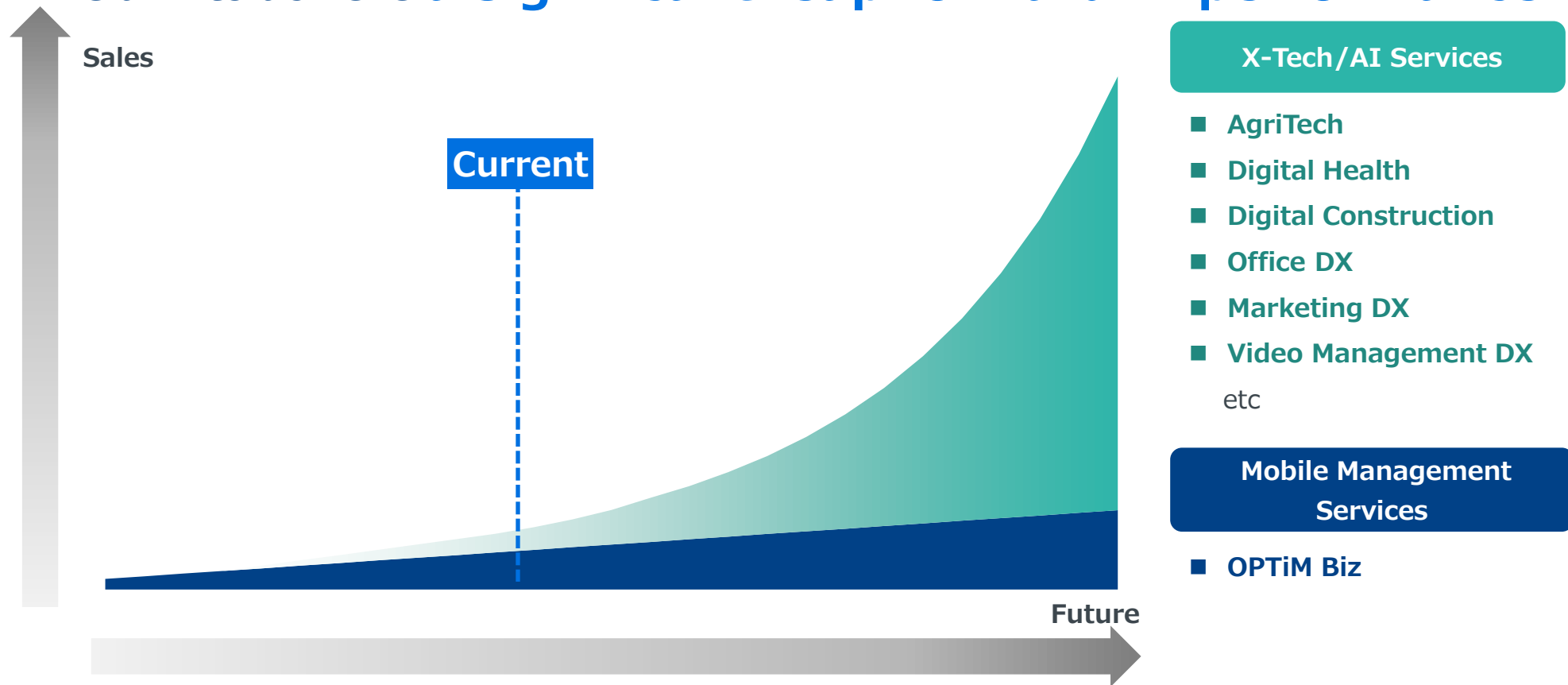


*Results for the fiscal year ended March 2025

3. Highlights (Based on FY03/2025 results)

While steadily expanding our mobile management services
In response to the rapid expansion of the DX and AX markets, we are
significantly growing our X-Tech and AI services

we aim to achieve a **significant leap forward in performance.**



The logo features the word "OPTiM" in a bold, white, sans-serif font, with a registered trademark symbol (®) to its upper right. Below it, the website address "www.optim.co.jp" is written in a smaller, white, sans-serif font. The background is a dark blue gradient with a complex network of thin white lines and dots, resembling a molecular or data network structure.

OPTiM®
www.optim.co.jp