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OPTiM

FY 03/2026

Second Quarter (Interim Period) Financial Results Investor Presentation

OPTiM Corporation
(Tokyo Stock Exchange Prime Market: 3694)

Introduction to Categories for Supplementary Explanatory Materials

OPTiM

Service Category		Category for Supplementary Explanatory Materials
1 AgriTech 2 Digital Health 3 Digital Construction 4 Office DX 5 Marketing DX 6 Video Management DX	→	1 **X-Tech Services** (AI/IoT Services)
7 OPTiM Biz	→	2 **Mobile Management Services**
8 Other services not listed above	→	3 **Other Services**

1 **FY03/2026 Second Quarter(Interim Period) Financial Review**

2 FY03/2026 Full-Year Performance Outlook

3 Highlights (Based on FY2025 results)

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

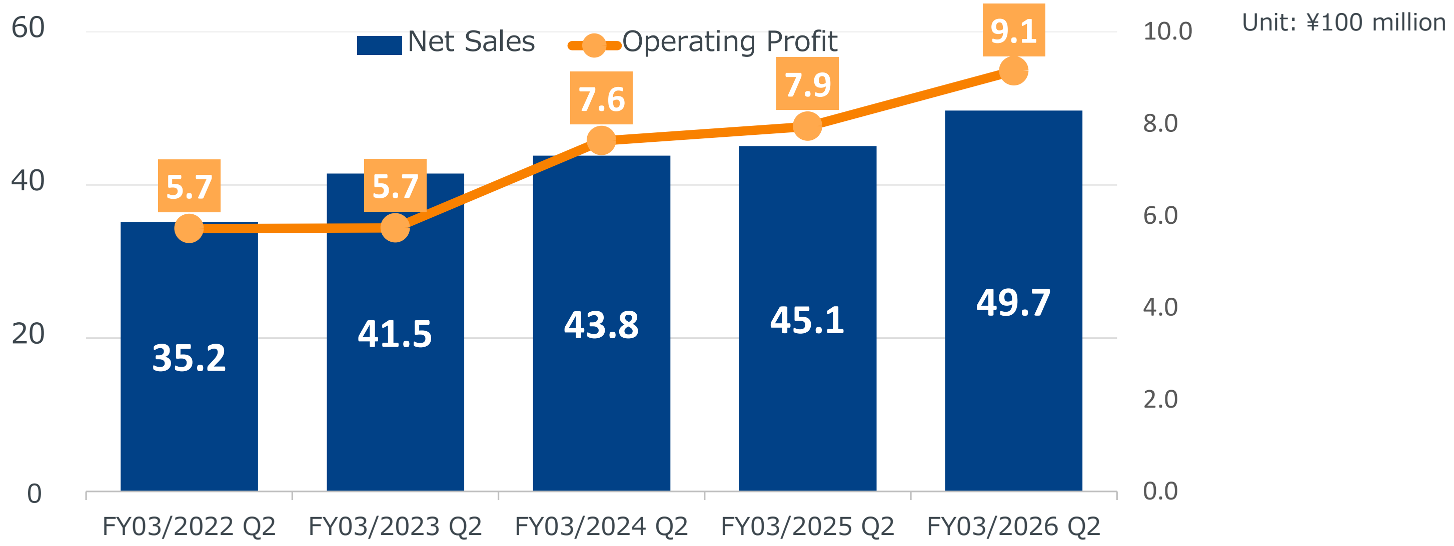
	FY03/2025 Second Quarter Actual	FY03/2026 Second Quarter Actual	Results Year-on-Year	FY03/2026 Full-Year results Forecast
Net Sales	4.51 billion yen	4.97 billion yen	110.0%	11.64 billion yen
Operating profit	790 million yen	910 million yen	115.2%	1.57 billion yen
Ordinary profit	660 million yen	850 million yen	129.2%	-
Net profit	380 million yen	530 million yen	140.5%	-

1. FY03/2026 Second Quarter(Interim Period) Financial Review

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

Sales reached 4.97 billion yen, an increase of 450 million yen from last year's 4.51 billion yen (YoY +10.0%).

Operating profit: 910 million yen, an increase of 120 million yen from last year's 790 million yen (YoY +15.2%).



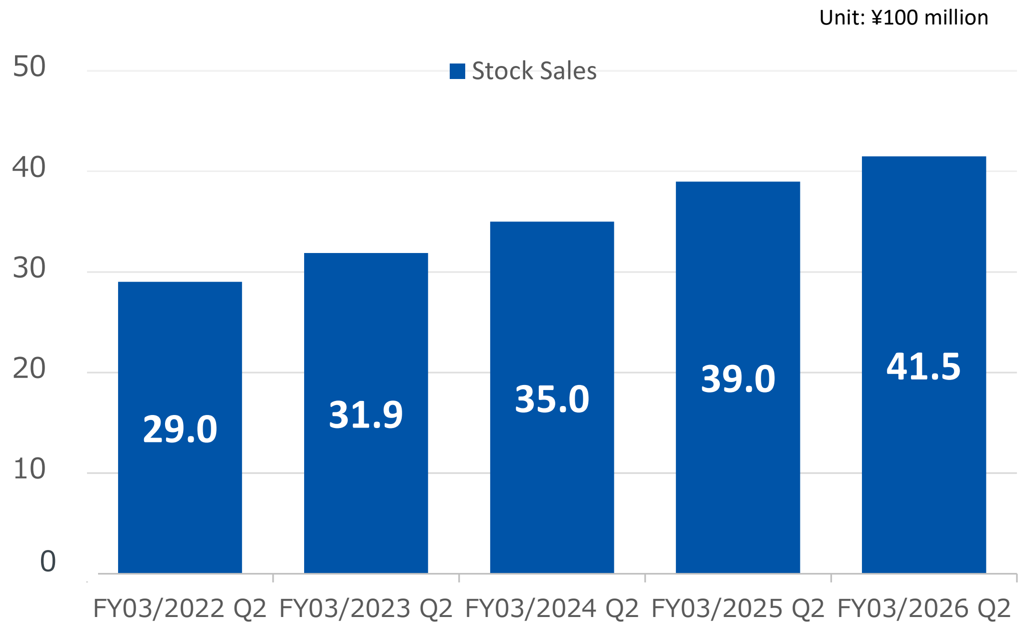
Net Sales	Operating Profit	Operating Margin	Stock Sales Ratio
4.97 billion yen YoY +10.0%	**910 million yen** YoY +15.2%	**18.4%**	**83.6%**

Increase in Stock Sales

Of the 4.97 billion yen in sales, 4.15 billion yen (83.6%) was stock sales.
Stock sales increased by 240 million yen from 3.90 billion yen last fiscal year (YoY +6.3%).

Stock Sales
4.15 billion yen
YoY +6.3%

Stock Sales Ratio
83.6%



FY2026 Q2 Results Highlights (X-Tech Services)

AgriTech (Agricultural DX):

The shift from helicopter spraying to drone spraying is accelerating. New pest control needs are surging due to climate change. The "Pinpoint Timed Spraying Service" is expanding through strengthened collaboration with Zen-Noh, JA, and others.

Our flagship service, the domestic market-leading drone spraying DX service "Pinpoint Timed Spraying Service," entered its peak season. Compared to last fiscal year, the number of customers, fields, and field area increased, significantly contributing to sales. Furthermore, recent climate change, particularly the impact of warm winters and intense heatwaves, has led to increased pest and disease outbreaks. This has expanded service demand even in areas that previously did not require pest control.

Digital Construction (Construction/Civil Engineering DX):

Achieving millimeter-level precision surveying enables support for construction types requiring high surveying accuracy, such as paving work and structural work, expanding the market.

Within the smartphone 3D surveying app "OPTiM Geo Scan," we launched "Geo Scan Supreme"—the world's first smartphone surveying app to enable millimeter-level data acquisition compliant with the Ministry of Land, Infrastructure, Transport and Tourism's guidelines for paving work. This allows us to handle not only earthwork but also projects requiring high surveying precision like paving and structural construction, expanding the millimeter-level market.

Digital Health (Medical DX):

Smooth rollout of "OPTiM AI Hospital," a hospital-focused service featuring generative AI

Added features such as "Voice Recorder AI Summary" and "Attending Physician Opinion Letter Creation." Implementation was decided at Uchida Hospital, operated by the 100-bed medical corporation Daiseikai, marking its first adoption by a chronic care hospital. Negotiations and PoCs are also progressing smoothly with multiple other medical institutions.

FY2026 Q2 Results Highlights (X-Tech Services)

Office DX:

Accelerating the deployment of AI services leveraging generative AI

AI Agent-Type Chatbot "OPTiM AIRES":

Online user registration is now available, enabling deployment in as little as 5 minutes. A free trial plan has also been introduced, making implementation more accessible. This has led to adoption by major corporations and local governments.

Cloud AI Document Management Service "OPTiM Document Management":

"OPTiM Document Management," which significantly reduces document management risks and costs using AI, has launched a table field extraction feature, further strengthening its market advantage.

AI-Powered Internal Portal Site "OPTiM Collaboration Portal" (New Service):

It was discovered that many "OPTiM Biz" users lack well-organized internal operational manuals or face challenges in updating and managing them. To address these issues with AI, we have launched "OPTiM Collaboration Portal."

"OPTiM Collaboration Portal" provides 22 representative templates for creating internal operational manuals. By simply interacting with AI based on these templates, operational manuals are automatically generated, enabling easy construction of an internal portal site. Furthermore, the entire portal site can be reorganized and updated cross-functionally just by instructing the AI, significantly reducing maintenance work for administrators. The templates will be expanded sequentially.

Infrastructure Inspection DX:

The New Standard – Inspect with Your Smartphone, Generate Reports with AI

Proximity Visual Inspection Support Service "Civil ReSnap" (New Service):

We have expanded our infrastructure inspection service lineup to meet evolving needs. By using a smartphone app to tag and photograph inspection records, AI automates report generation. This streamlines the entire process from field documentation to report creation in infrastructure inspection work.

FY2026 Q2 Results Highlights (Mobile Management Services)

Launch of "OPTiM Biz Premium," an integrated service that streamlines and automates all IT operations

We have launched "OPTiM Biz Premium," Japan's first service (Note 13) to streamline and automate the increasingly broad and complex IT operations tasks faced by companies, priced at ¥980 per ID per month.
Based on our existing "OPTiM Biz" platform, which specializes in traditional smartphone and PC management (MDM), this service integrates the various IT operations support services we have provided to date. Building on the strengths cultivated through MDM, we serve as an integrated partner guiding solutions for all IT department challenges, supporting the entirety of corporate IT operations.

"OPTiM AIRES" integrated into "OPTiM Biz". Automates internal IT support with AI, reducing the burden on IT staff

We have launched "OPTiM Biz" with the AI chat agent "OPTiM AIRES" for IT support as a standard feature. This enables automatic AI responses to resolve employee inquiries—a particularly burdensome task for IT departments—thereby improving employee efficiency and reducing the workload on IT teams. By adding such features, we are enhancing the user experience and solidifying the stable growth of "OPTiM Biz".

15 Consecutive Years as Japan's No. 1 Market Share Leader

We achieved the No. 1 domestic market share for the 15th consecutive year in the research report "Market Outlook for Collaboration and Mobile Management Software 2025 Edition" published by Deloitte Tohmatsu Mic Research Institute Co., Ltd. We received evaluations across 20 sectors, including markets for schools, public utilities, finance, distribution, services, telecommunications, and manufacturing.

Notice Regarding the Delivery of Shareholder Benefit Gift Certificates to Commemorate the New Shareholder Benefit Program

We have introduced a shareholder benefits program to express our gratitude for our shareholders' continued understanding, to deepen their understanding of our products and business, and to enhance the investment appeal of our stock, thereby encouraging more individuals to hold our shares.

■ Eligible Shareholders for This Distribution

To commemorate the establishment of the shareholder benefit program, we will deliver shareholder benefit gift certificates to shareholders holding 100 or more shares listed in our shareholder registry as of the end of September 2025.

■ Benefit Details

Shareholder Benefit Voucher: ¥1,600 Discount on 2025 Smart Rice

This discount can be applied when purchasing 5kg of Reiwa 7 Harvest Smart Rice from the shareholder-exclusive site within our company-operated website "SMART AGRI FOOD SUMA-CHOKU".
Please note that due to recent increases in rice prices and the resulting change in our sales price, the discount amount for the shareholder benefit gift certificate has also been adjusted based on our company's standards.
We appreciate your understanding in advance.

■ Presentation Period

Scheduled for shipment around November 20, 2025.

■ Shareholder Benefit Exclusive Site

https://www.optim.co.jp/investors/stock/benefit/

1 FY03/2026 Second Quarter(Interim Period) Financial Review

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

3 Highlights (Based on FY2025 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%).

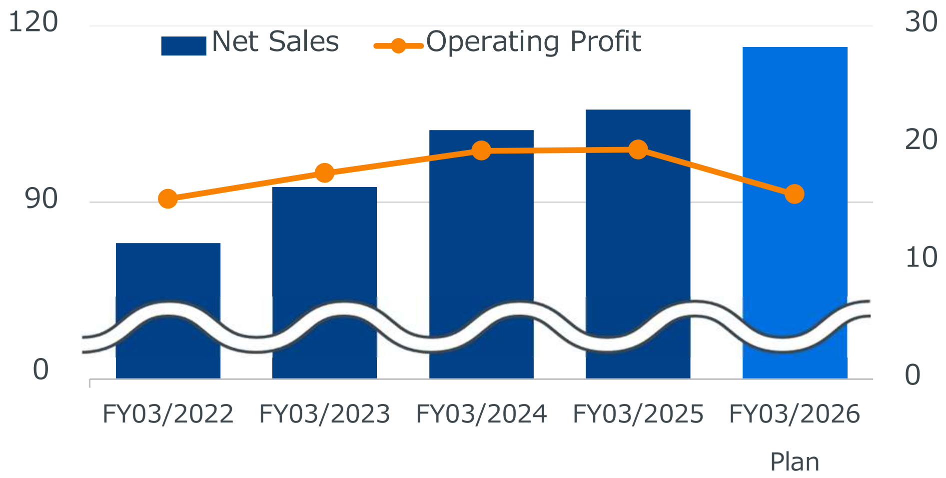
Operating profit is planned at 1.57 billion yen (YoY -19.7%) to support future business expansion and the recruitment of top talent.

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

Unit: 100 million yen

Net Sales
11.64 billion yen
YoY +10.0%

Operating profit
1.57 billion yen
YoY -19.7%



2. FY03/2026 Full-Year Performance Outlook

OPTiM

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 Second Quarter(Interim Period) Financial Review

2 FY03/2026 Full-Year Performance Outlook

3 Highlights (Based on FY03/2025 results)

OPTiM®

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

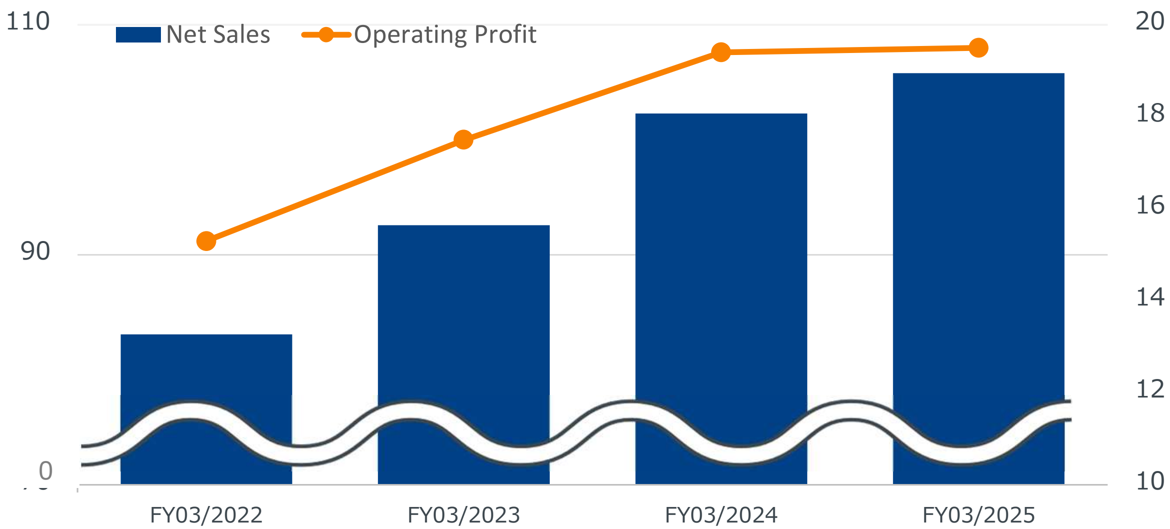
*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 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.

Unit: 100 million yen



Net Sales	Operating profit	Operating profit margin	Stock sales ratio
10.58 billion yen	**1.95 billion yen**	**18.5%**	**71.5%**
YoY +3.3%	YoY +0.7%	While continuing to make proactive investments, achieving high profitability	Stable revenue structure

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 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

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)

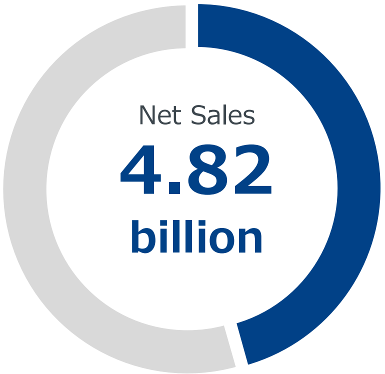
With our proprietary AI/IoT platform, we are creating the "future" of Japan's core industries such as agriculture, healthcare, and construction.
Creating the future of Japan's core industries

*Results for the fiscal year ended March 2025

Growth in two businesses leads to profits

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

Mobile Management Services



X-Tech Services (AI/IoT Services)

Operating profit
1.95
billion yen

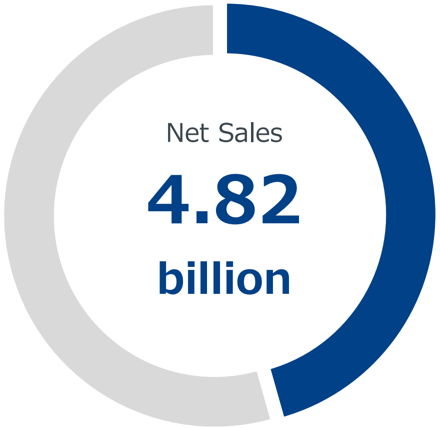
Operating profit margin
18.5%

*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

OPTiM

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:

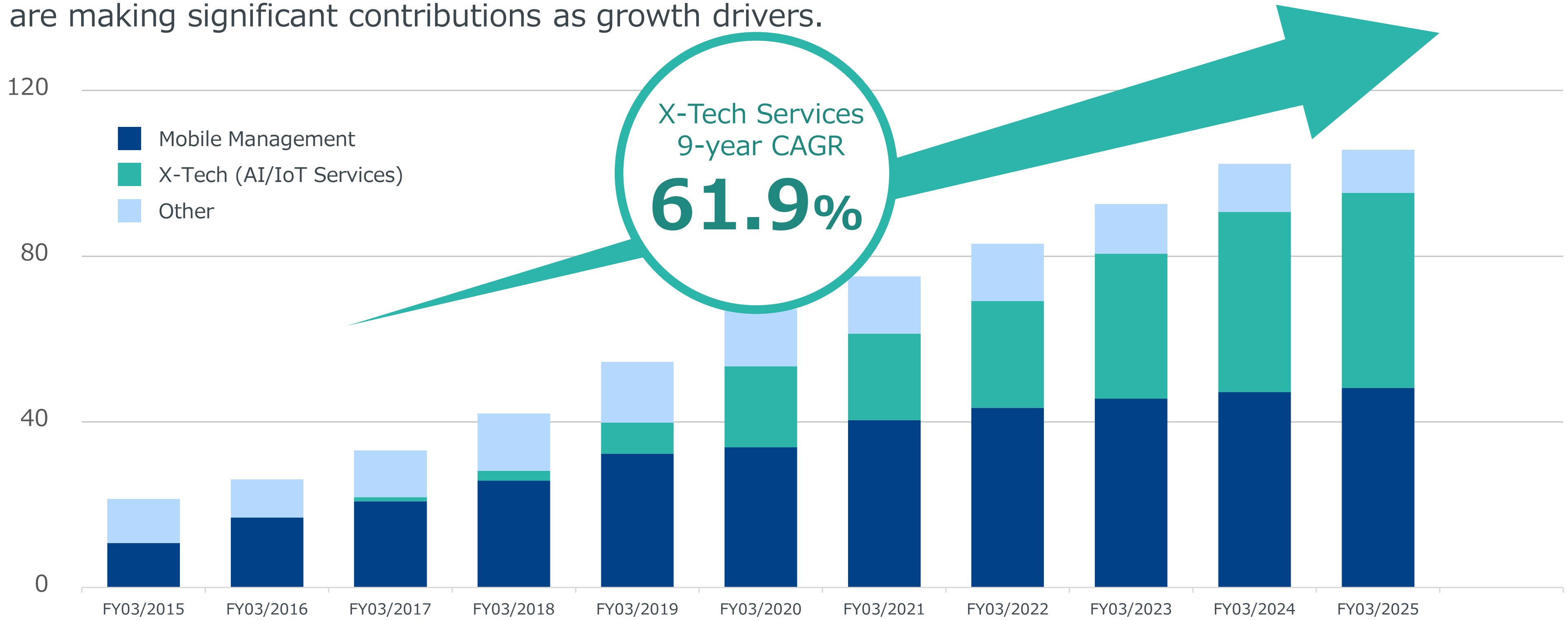
- Promoting office DX, marketing DX, and video management DX.

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

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 FY2025 results)

OPTiM

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.

Experience

Unmatched track record and trust

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

OPTiM Cloud IoT OS

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

business

Technology

A powerful alliance strategy

Leading companies in various industries and
academic institutions
Accelerate business expansion

Technological Advancement and Patent Portfolio

Investing 20.6% of sales in research and development
A portfolio of over 569 patents
a strong barrier to entry

foundation

*Results for the fiscal year ended March 2025

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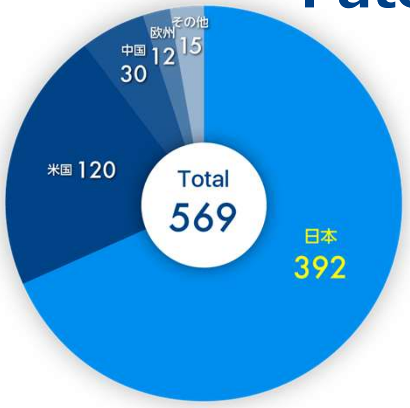

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Patent portfolio critical for competitive advantage

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 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:

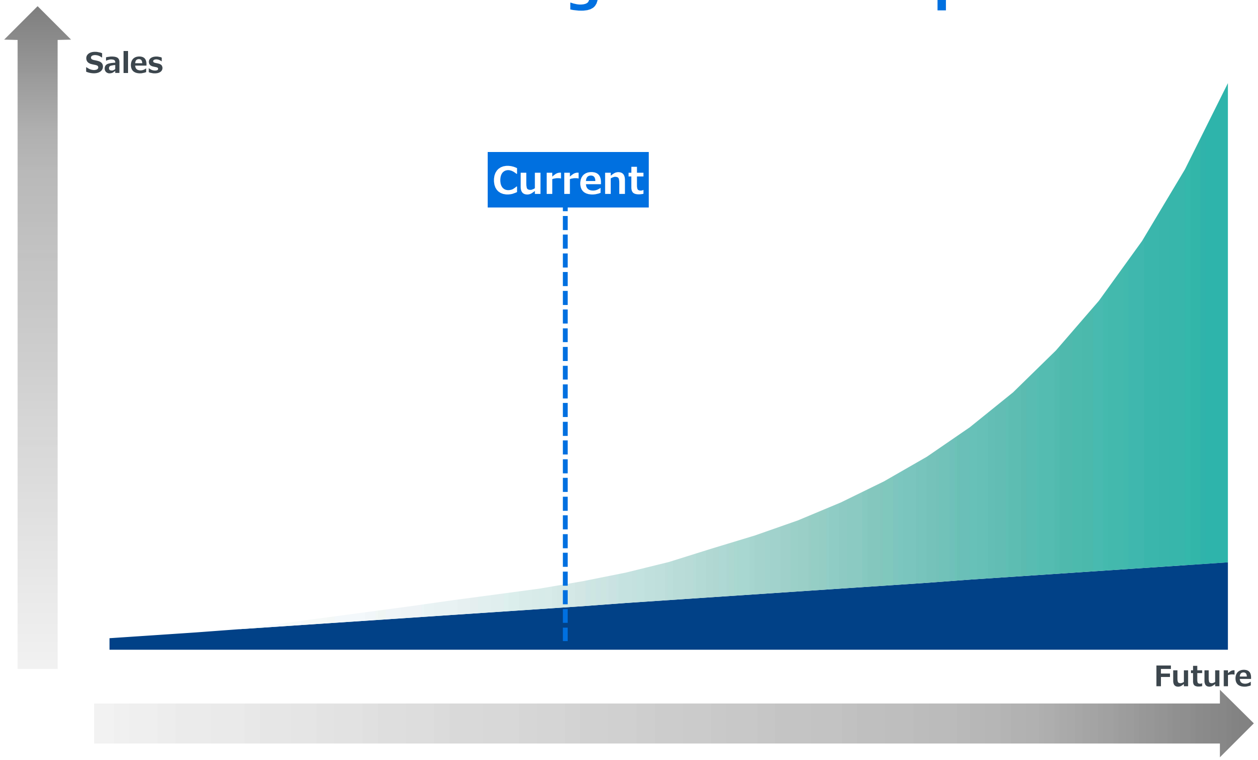
Computer system, method for preventing wire transfer fraud, and program (ATM corner monitoring system to prevent wire transfer fraud)
Registration Number: JP6959704 Registration Date: 2021/10/12

*Results for the fiscal year ended March 2025

3. Highlights (Based on FY2025 results)

OPTiM

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.



X-Tech/AI Services

- AgriTech
- Digital Health
- Digital Construction
- Office DX
- Marketing DX
- Video Management DX

etc

Mobile Management Services

- OPTiM Biz

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