

63rd Fiscal Year Ended March 31, 2026

# Corporate Profile

ODK Solutions Company, Ltd.

Securities code: 3839





Vision Map

**Smart solutions linking businesses.  
Rich narratives of human lives.**



Our passion is using IT to weave threads between your data, bringing joy and unlocking potential for inspired, motivated people.

Since our foundation in 1963, we have woven smart tapestries of data for customers across many industries, offering signposts toward a more meaningful customer journey.

Let us help craft a more compelling story for you and your clients.



## Company overview

Company name	ODK Solutions Company, Ltd.
Head office and main domestic bases	[Head Office] 6-7, Doshomachi 1-chome, Chuo-ku, Osaka [Tokyo Office] 28-25, Shinkawa 1-chome, Chuo-ku, Tokyo [Gotanda Office] 11-8, Nishigotanda 2-chome, Shinagawa-ku, Tokyo
Representative	Katsune Hidekazu, Representative Director and President
Established	April 1963 Osaka Denshi Keisan Company, Ltd. was established September 2006 Company name was changed to ODK Solutions Company, Ltd.
Share capital	637.2 million yen (as of March 31, 2026)
Our businesses	Outsourcing service relating to information processing Development and sale of software Information provision service
Security measures	October 2001 Acquired PrivacyMark certification from JIPDEC February 2003 Acquired Information Security Management Systems (ISMS) certification from JIPDEC
Number of employees	Consolidated: 204 Non-consolidated: 142 (as of March 31, 2026)
Subsidiaries	Fplus, Inc., Pottos, Inc., NINJAPAN Inc.

Note: Fplus, Inc. merged with and absorbed ECS, Inc. in April 2025

## Stock information as of March 31, 2026

Securities code	Tokyo Stock Exchange, Standard Market [3839]
Total number of issued shares	8,200,000
Number of shareholders	12,695 (including 11,300 unit shareholders)
Annual shareholders' meeting	June

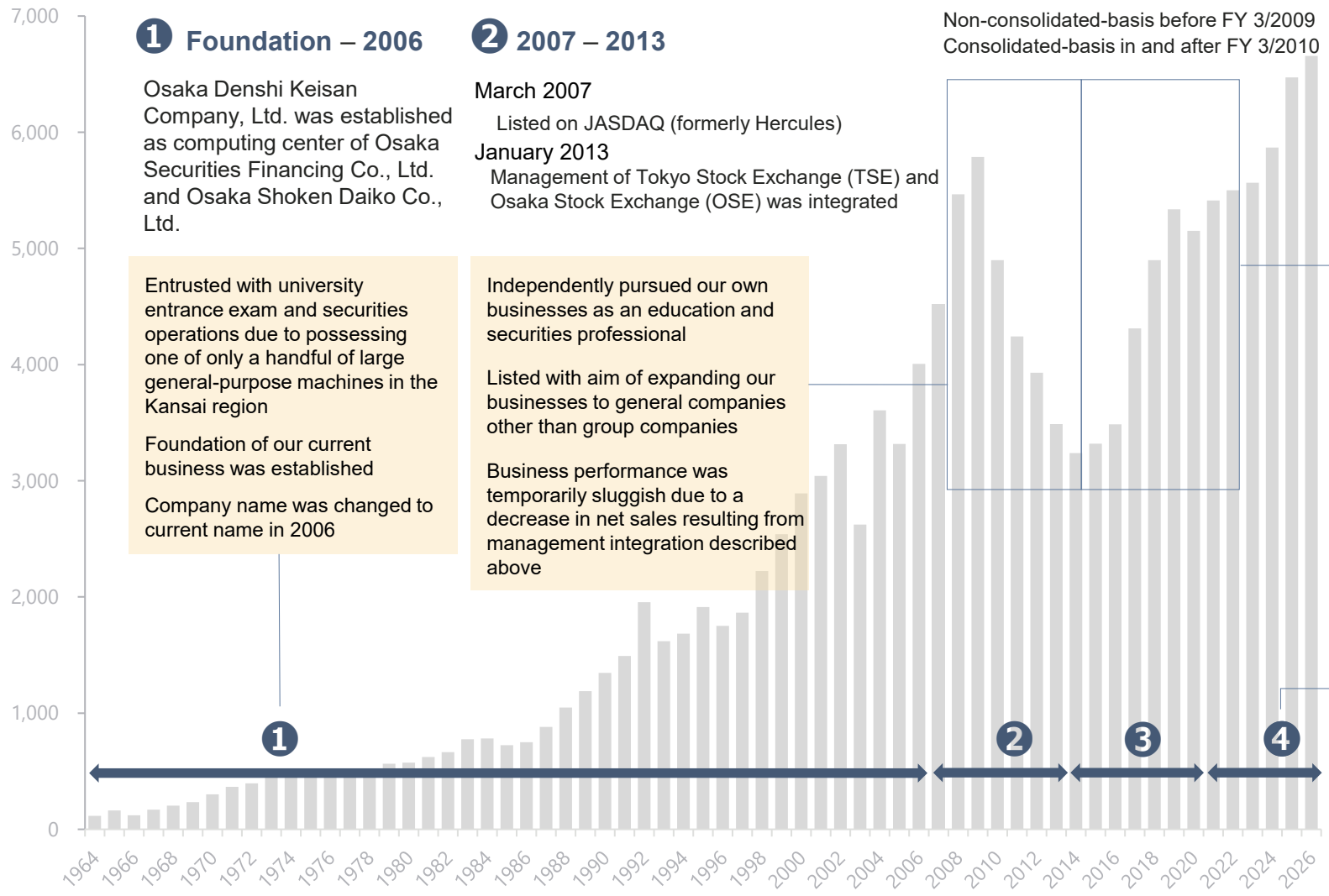
### Status of major shareholders

Name of shareholder	Number of shares held (shares)	Shareholding ratio (%)
GAKKEN HOLDINGS Co., Ltd.	1,350,000	16.46
FALCO HOLDINGS Co., Ltd.	850,000	10.37
Hikari Tsushin K.K. Investment LLP	531,600	6.48
NAKABAYASHI CO., LTD.	450,000	5.49
NIPPON TSUSHINSHI CO., LTD.	400,000	4.88
Hirota Securities Co., LTD.	300,076	3.66
Japan System Techniques Co., Ltd.	300,000	3.66
MUFG Bank, Ltd.	300,000	3.66
Sumitomo Mitsui Banking Corporation	300,000	3.66
Resona Bank, Limited	300,000	3.66



# Growth trajectory

Net sales  
(Million yen)



## ① Foundation – 2006

Osaka Denshi Keisan Company, Ltd. was established as computing center of Osaka Securities Financing Co., Ltd. and Osaka Shoken Daiko Co., Ltd.

Entrusted with university entrance exam and securities operations due to possessing one of only a handful of large general-purpose machines in the Kansai region

Foundation of our current business was established

Company name was changed to current name in 2006

## ② 2007 – 2013

March 2007  
Listed on JASDAQ (formerly Hercules)

January 2013  
Management of Tokyo Stock Exchange (TSE) and Osaka Stock Exchange (OSE) was integrated

Independently pursued our own businesses as an education and securities professional

Listed with aim of expanding our businesses to general companies other than group companies

Business performance was temporarily sluggish due to a decrease in net sales resulting from management integration described above

Non-consolidated-basis before FY 3/2009  
Consolidated-basis in and after FY 3/2010

## ③ 2014 – 2020

July 2016  
Started offering UCARO®

March 2020  
Reassigned to Second Section of TSE

December 2020  
Reassigned to First Section of TSE

Transformed our business structure to secure new revenue streams

Business performance recovered following rollout of new services backed by business and capital alliances with GAKKEN HD, NAKABAYASHI, FALCO HD, etc.

Strengthened corporate governance by reforming organizational culture in line with reassignment to TSE main markets

## ④ 2021 –

August 2022  
Number of universities that have adopted UCARO® exceeded 100

October 2023  
Reassigned to Standard Market

Adopted group management system

Made ECS, Inc. a subsidiary and acquired human resources training support business from Kushim Inc.

Established Pottos, Inc. through a spin-off and made NINJAPAN Inc. a subsidiary

Fplus, Inc. merged with and absorbed ECS, Inc.





# ODK is a prime vendor\* IT company with strengths in processing large volumes of highly confidential data

\*General or primary contractor

## 01 Education

- ✓ Operating university exam portal site UCARO®
- ✓ Providing university entrance exam BPO and supporting digitization of entrance exam operations
- ✓ Educational web services (app development)

**Educational institutions, etc.**

## 02 Finance

- ✓ Providing systems to securities companies and financial institutions
- ✓ Providing Individual Number (My Number) collection and management systems
- ✓ Providing public personal authentication services

**Securities companies**   **Financial institutions**

## 03 Medical

- ✓ Operation of clinical testing systems, etc.

**Medical-related companies**

## 04 Other

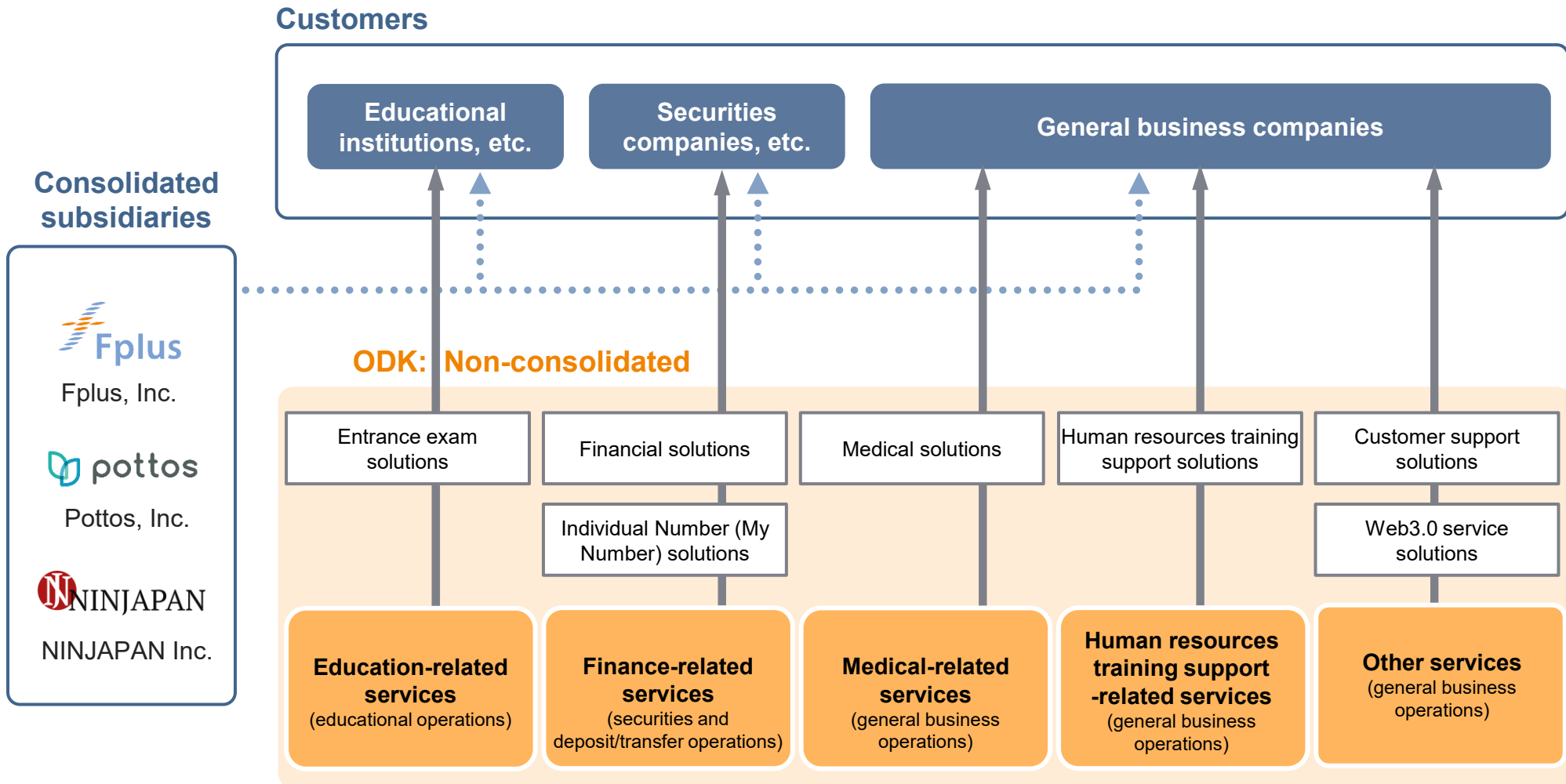
- ✓ Providing learning management systems (LMS) and development, sale, and operation of e-learning materials
- ✓ Selling customer support services
- ✓ Web3.0 services



**General business companies**



# Business structure





# ODK Group companies mutually leverage their management resources to maximize group synergies

## ODK Group's consolidated subsidiaries



Merged with ECS, Inc.  
in April 2025

Development, operation, and maintenance of systems for financial and educational institutions

Support for developing cloud-based solution systems

**For finance, education, and consumer finance companies**

System design, implementation, development, maintenance, and operation

**Sale and development of Salesforce**

Support for deployment, design, development, maintenance, and operation



HR tech business  
Support service for new graduate recruitment  
Career development support service for university students  
AI development support

Jointly provided by Pottos and NINJAPAN

Development and provision of **CABUILD®**, an AI SaaS platform for job seekers and recruitment/HR professionals

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Made subsidiary in  
October 2024

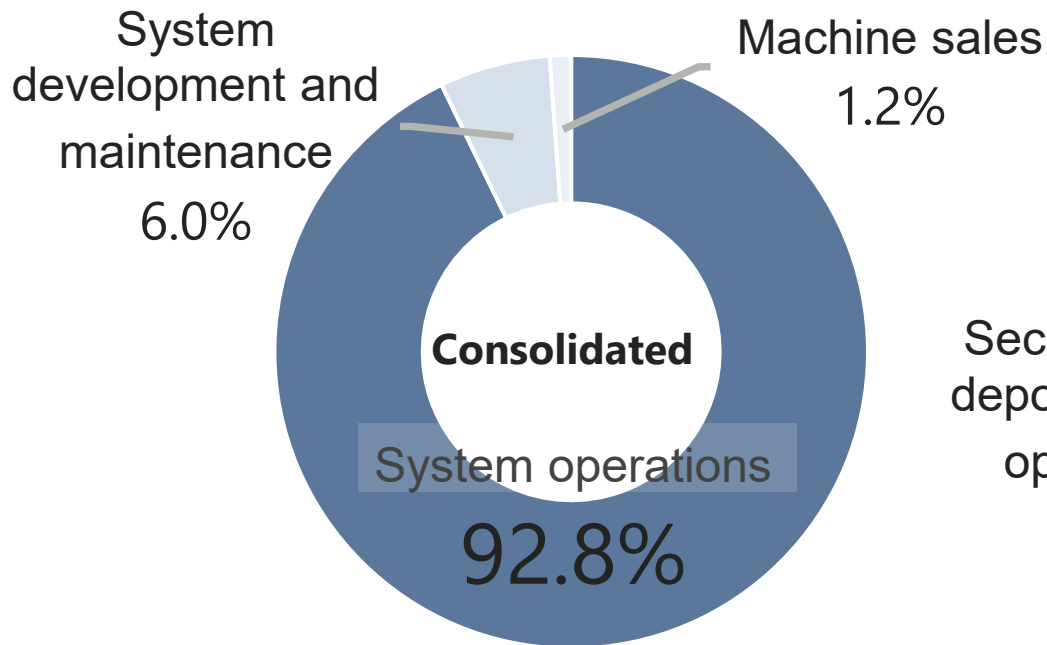
*Abuild® Job Hunting* career building coaching service for job-seeking students  
*Gakuchika Study Abroad* (study-abroad program for experiential learning)  
New graduate job placement business

Note: *Abuild® Job Hunting* is provided by NINJAPAN Inc.; and *CABUILD* by Pottos, Inc. and NINJAPAN Inc.



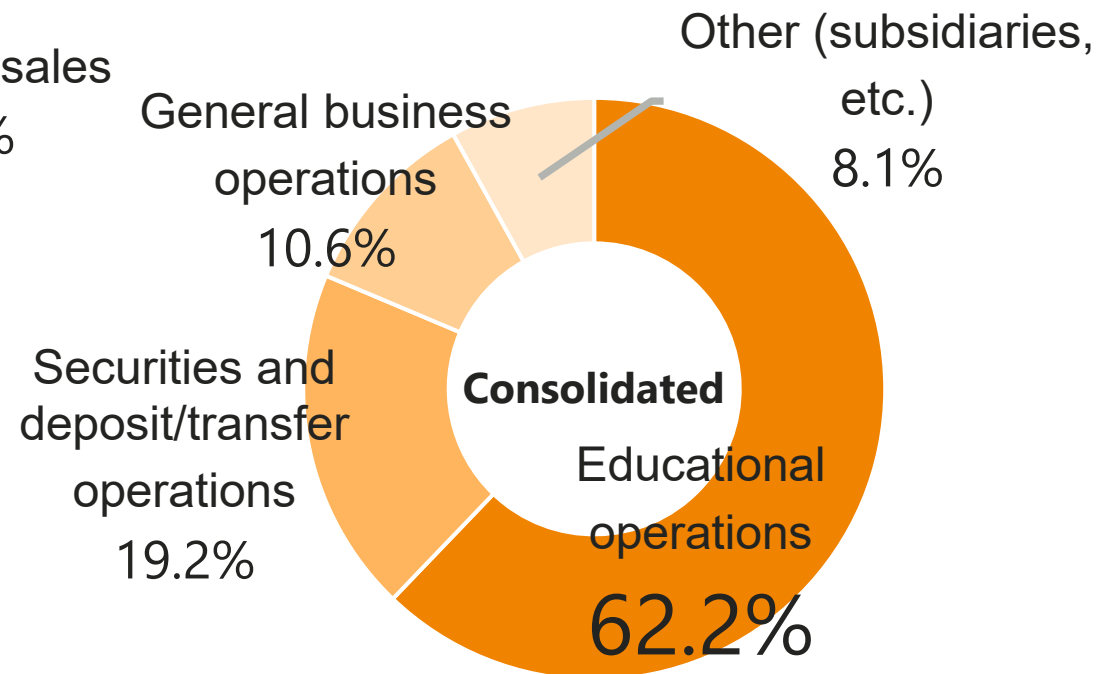
## Long-term and stable business model

Centered on system operations



Net sales distribution ratio  
by business category  
[Consolidated] (FY 3/2026)

Focus on educational operations



Net sales distribution ratio  
by service category  
[Consolidated] (FY 3/2026)



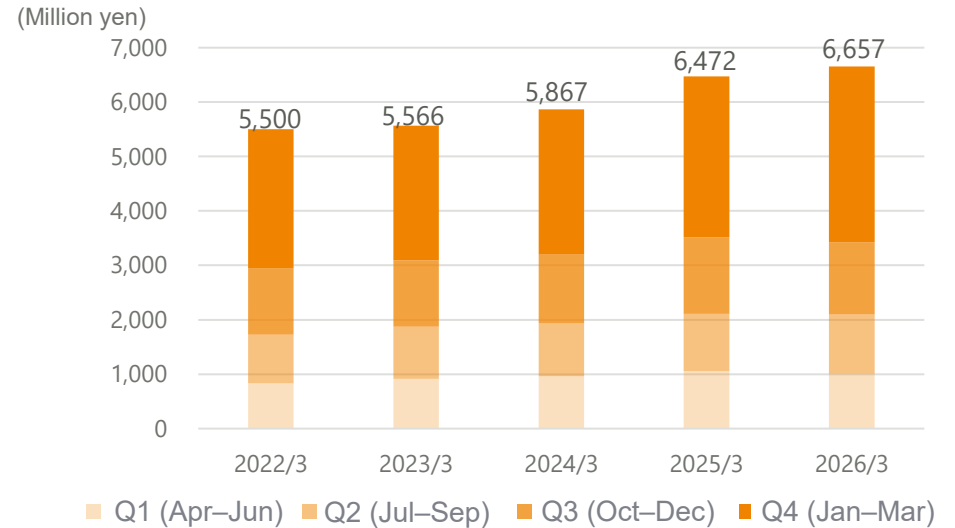
# Earnings trends

ODK Group businesses tend to record higher profits in the fourth quarter, mainly due to university entrance exam operations.

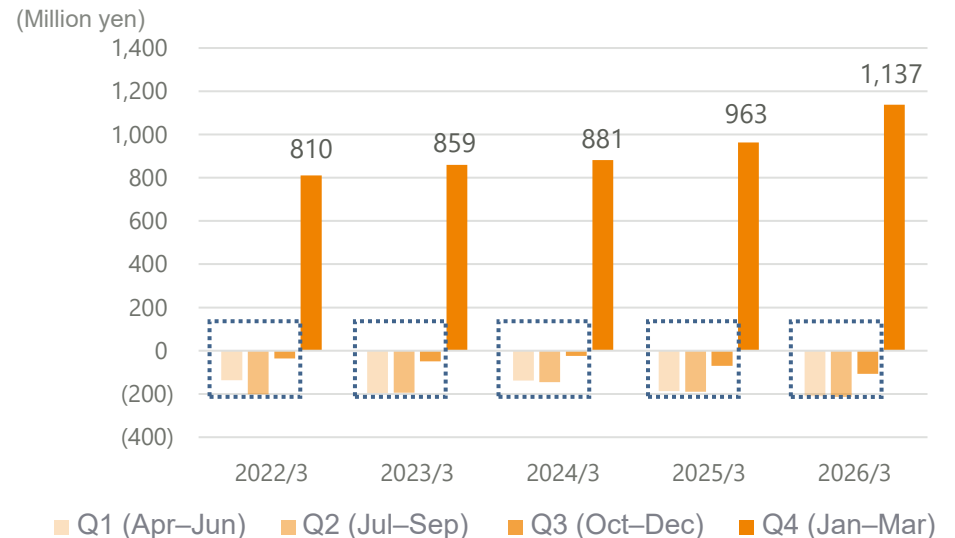
Meanwhile, fixed costs such as personnel expenses do not change from quarter to quarter. Consequently, in a typical year we usually record losses through the third quarter.

However, these losses are offset on a full-year basis.

## Cumulative quarterly net sales (consolidated)



## Quarterly operating profit (consolidated)



## Overview of education-related services

### Supporting the digitization of university entrance exam operations

First in Japan!

University exam portal site



- ✓ Online service that connects universities and applicants and integrates university entrance exam operations from application to enrollment
- ✓ Over half of student examinees (approx. 0.6 million\*) use UCARO® every year
- ✓ Expect customer spend to increase through the addition of optional and customized features beyond basic functions

Number of schools adopting UCARO®

108

As of March 31, 2026

Application via UCARO® (online entrance exam application system)

- ✓ Online entrance exam application system that enables the automatic integration of application information with UCARO®

Number of applicants' data processed

Approx.

1.22 million  
FY 3/2026 results

Entrance exam outsourcing service (BPO)

- ✓ Outsourcing service that handles a series of university entrance exam operations
- ✓ Enables increased operational efficiency and cost reduction for universities

**iiscore-U**

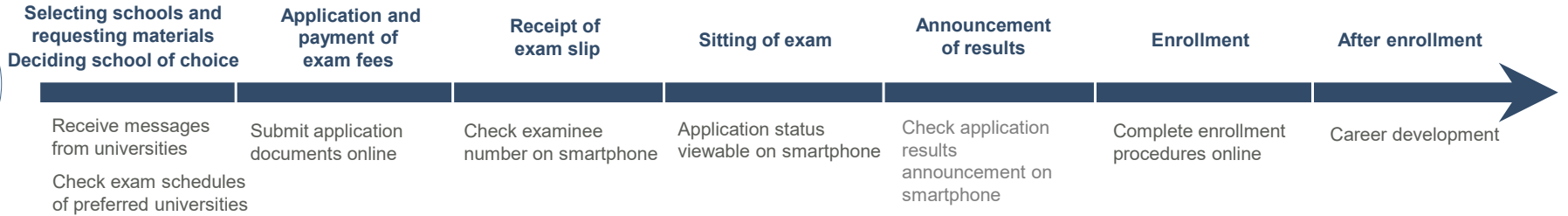
- ✓ A rating input and management system that enables integrated online management of operations related to scoring of interviews, essays, group discussions, pre-exam assignments, etc. as part of university entrance exams

\*This figure is based on 2025 Basic School Survey conducted by the Ministry of Education, Culture, Sports, Science and Technology (MEXT)

# 01

## Education

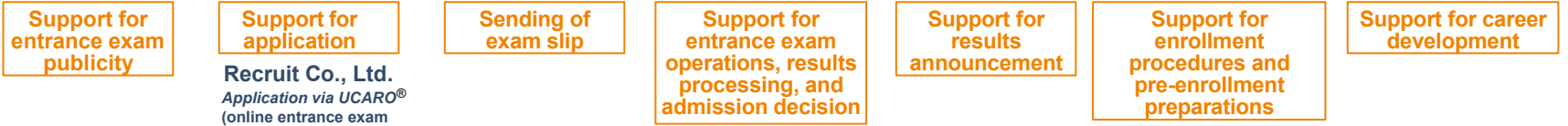
### UCARO® unifies entrance exam operations



### University exam portal site UCARO®

Application via UCARO® (online entrance exam application system)

Career development support service  
Career building service for job-seeking students  
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Alliance partners that jointly support university entrance exam operations

**Recruit Co., Ltd.**  
Application via UCARO® (online entrance exam application system)  
**NIPPON TSUSHINSHI CO., LTD.**  
• Receive application documents  
• Carefully review application documents

**NAKABAYASHI CO., LTD.**  
• Create exam slips  
• Send slips

**NAKABAYASHI CO., LTD.**  
• Create pass/fail notices  
• Insert notices into envelopes  
• Send notices

### Entrance exam outsourcing services (BPO)



# Providing system services for securities companies and financial institutions

Supporting back-office operations comprehensively leveraging 60 years of experience and trust

Financial solutions



**Comprehensive securities system: WITH-X®**

**JASDEC connection system: COMBI-X®**

**Unfair trade monitoring system: FOR-X®**

**Online transaction system for IFAs: KIZUNA-X®**

**Public personal authentication\*1 service (JPKI)**

Number of My Number data pieces collected

1.12 million

(as of March 31, 2026)



One-stop My Number management service

**System for collecting and managing My Number information**

## Competitive edge

- Meticulous support and high customizability catering to customer needs
- Also capable of handling small-scale systems targeted at small and medium securities companies
- Comprehensive support from consulting to development, operation, and maintenance

- Public personal authentication service that enables the collection of My Number information while verifying identity, allowing for cross-selling with *mynaone*®
- Collaborative initiative with SBI Business Solutions Co., Ltd.
- Highly secure environment in compliance with JIS Q15001 to ensure low risks

## Targets

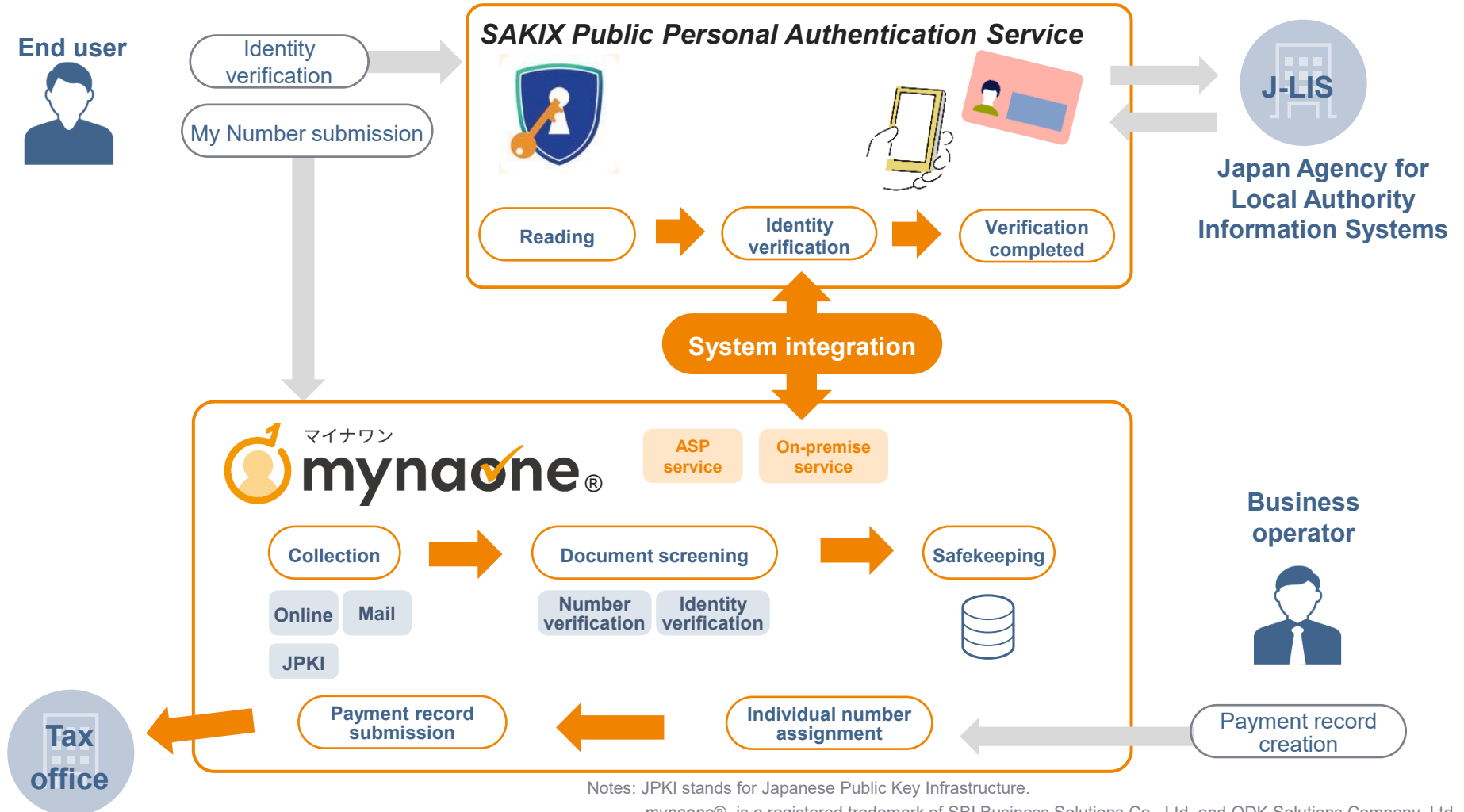
- Independent securities companies
- Online securities companies
- Smartphone securities companies
- Call loan providers

- Securities companies / banks
- Shinkin banks / credit cooperatives
- Life insurance companies
- Non-life insurance companies
- Staffing agencies

- Securities companies / banks
- Life insurance companies
- Non-life insurance companies

\*1. Public personal authentication: A type of eKYC\*2 that reads IC chips embedded in My Number Card and verifies identity \*2. eKYC: Technology that enables online identity verification

### Enabling collection and management of My Number information while verifying identity



## Overview of medical-related services

Since we started providing medical-related services, we have developed services as an encouraging partner for medical institutions and other entities based on our cumulative deep operational understanding and know-how.

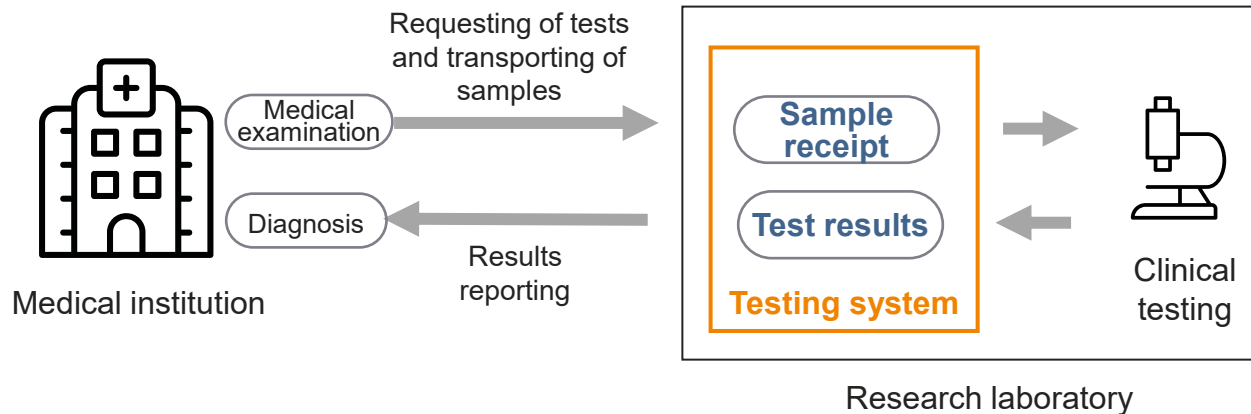
We ensure stable system operations through meticulous follow-up.

### Clinical testing systems

- ✓ System operations related to clinical testing of blood, cells, and other samples collected from patients

### Tablet-based products for medical systems

- ✓ Sale of tablet-based products and development of apps that enable users to view test requests and results



## Overview of human resources training support-related services

(New services)

- iStudy® AI Creator
- iStudy® AI Platform

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Offering a full range of solutions related to e-learning, on-demand learning, and corporate training



- ✓ Enables learning via smart devices anywhere during your spare time
- ✓ Enables easy creation of original content and simple management of learning processes



- ✓ Provides four functions of skills management, experience management, training management, and e-learning
- ✓ Extensive track record in installing large-scale systems at leading companies, including financial institutions

### Example client companies and organizations

**Companies:** IX Knowledge Inc. / Asset Management One Co., Ltd. / KADOKAWA CORPORATION / International Air Cargo Terminal Co., Ltd / Dexerials Corporation / TOKYU CONSTRUCTION CO., LTD. / TOKYO ENERGY & SYSTEMS INC. / Totech Corporation / Nippon Securities Technology Co., Ltd. / Sumitomo Mitsui Construction Co., Ltd. / Sumitomo Mitsui Trust Bank, Limited

**Others:** YOKOHAMA CITY UNIVERSITY HOSPITAL / Tokyo Metropolitan Police Hospital / Miyagi Prefectural Police / City of Kawasaki / Chiba Prefectural Government / Japan CO-OP Insurance (Kyosai) Consumers' Co-operative Federation / National Consumer Affairs Center of Japan

Number of clients

19

As of March 31, 2026  
Group companies  
counted as one

# Driving the development of diverse services centered on Updemy® to support students' career development



University exam portal site

## Media



*Campus Life Guide Webbook*

Next-generation media platform empowering students to pursue their dreams, built on Updemy®



Financial education media for university students

## Self-sovereign digital identity platform

Leveraging advanced security enabled by Web3.0 technologies, including blockchains, NFTs and DIDs

## Local revitalization

Local Bridge®

Contributing to regional revitalization by building a structure that allows young people to stay connected with local communities sustainably and proactively, under the concept of "Thriving in Community and Career"

## Job-hunting support

**Abuild**就活®

*Job Hunting*

Strategic career building coaching service for job-seeking students, encompassing not only guidance on practical job-hunting skills but also training and educational curriculums to cultivate professional competencies



High school students

University students

Note: Self-sovereign identity (SSI) refers to a new Web3.0 era ID management concept that allows individuals to own their personal data and independently control its disclosure and use without reliance on a centralized authority. SSI ensures the authenticity of digital information by leveraging technologies such as blockchains.

## Driving the development of diverse services centered on Updemy® to support students' career development

Job-hunting support



AI SaaS for job seekers and recruitment/HR professionals

Recruitment/HR support

Released CABUILD® HR Series in April 2026

Corporate training/reskilling support



AI-powered educational content creation tool that automatically generates learning materials and tests from documents and videos in as little as several minutes



Released in April 2026

Next-generation corporate education platform enabling both personalized learning optimization and automated operations

### Self-sovereign digital identity platform

Leveraging advanced security enabled by Web3.0 technologies, including blockchains, NFTs, and DIDs



University students

Working adults



## Management Philosophy

**Contribute to customer prosperity and  
the development of society  
through the information service business**

### Basic Management Policy

- Consistently aim to improve technology, provide excellent service and enjoy higher levels of customer trust
- Create the future with a global outlook for what lies ahead
- Realize an attractive company life where employees enjoy their work and feel motivated

## ODK Solutions Company, Ltd.

6-7, Doshomachi 1-chome, Chuo-ku, Osaka 541-0045

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URL: <https://www.odk.co.jp/en/>

Contact: Corporate Strategy Department

Securities code

3839





データに、物語を。

Designing Narratives with Data

## ODK Solutions Company, Ltd.

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- Tokyo Office

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【Official Website】 <https://www.odk.co.jp/en/>

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