OPTiM

FY03/2027
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 machine 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.

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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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1 **Announcement of Full-Year Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2027**

2 FY03/2027 First Quarter Financial Review

3 FY03/2027 Financial Forecasts

4 Growth Strategy

5 Appendix

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1. Announcement of Full-Year Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2027

The Company is announcing forecasts for ordinary profit and profit attributable to owners of parent in its consolidated earnings forecast, as the information necessary to estimate the full-year financial results of its affiliate has become available.

	Previous Forecasts (A)	Revised Forecasts (B)	Change (B-A)	Change (%)	(Reference) Consolidated Results for the Previous Fiscal Year
Net sales (Unit: 100 million yen)	129.8	129.8	0	0.0%	117.3
Operating profit (Unit: 100 million yen)	19.8	19.8	0	0.0%	19.6
Ordinary profit (Unit: 100 million yen)	-	19.9	-	-	19.5
Profit attributable to owners of parent (Unit: 100 million yen)	-	11.3	-	-	11.1
Earnings per Share (Unit: yen)	-	20.85	-	-	20.25

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Off to a Strong Start Toward Record-High Results for the 27th Consecutive Fiscal Year

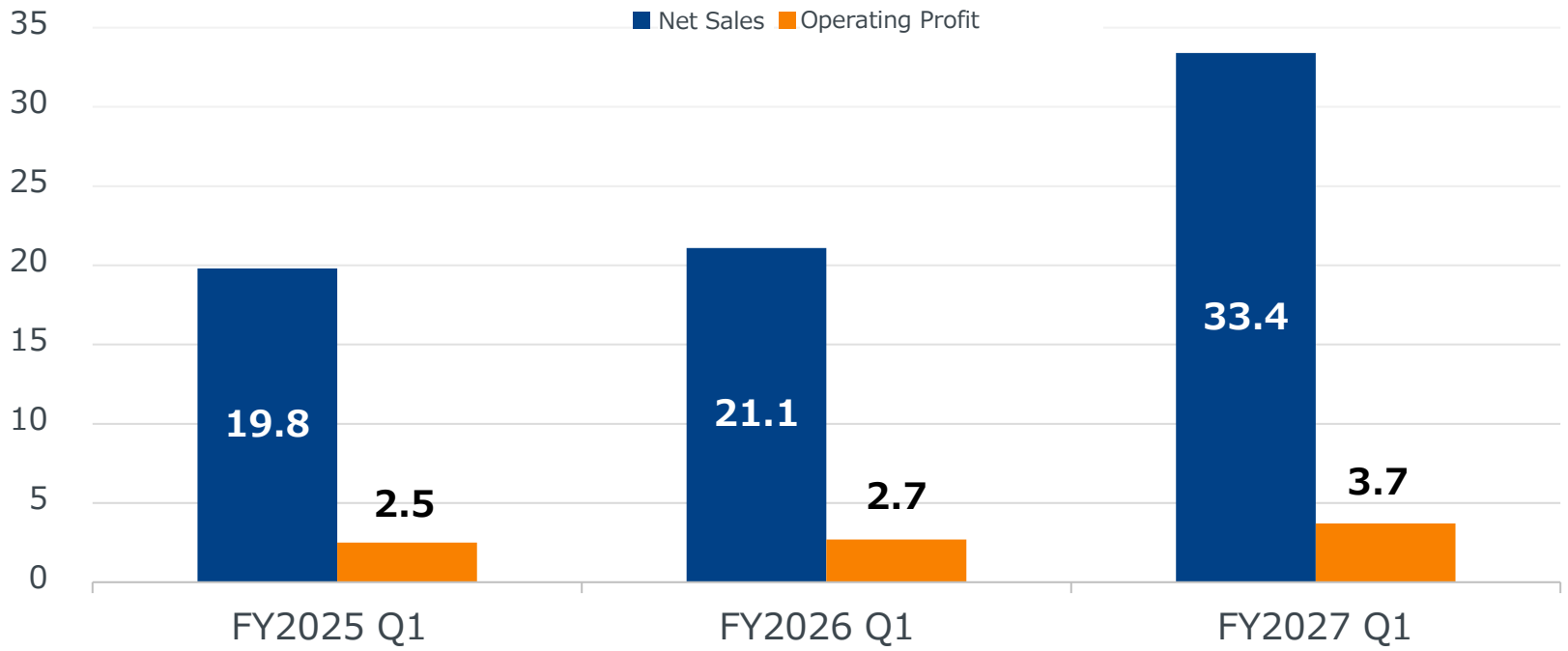
(Unit: 100 million yen)

	FY03/2026 Q1 Results	FY03/2027 Q1 Results	Actual Results (YoY)	FY03/2027 Financial Forecast	FY03/2027 Forecast Achievement Rate	
Net Sales	21.1	33.4	158.2%	129.8	25.8%	
Operating Profit	2.7	3.7	138.4%	19.8	18.9%	
Ordinary Profit	2.3	3.0	129.4%	19.9	15.3%	Disclosed
Net Profit	1.1	1.5	140.9%	11.3	14.0%	Disclosed

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Net Sales Up 1.23 Billion yen, YoY 158%
Operating Profit Up 0.1 Billion yen, YoY 138%

(Unit: 100 million yen)



Net Sales	Operating Profit	Operating margin
33.4	3.7	11.2%
YoY +58.2%	YoY +38.4%	YoY -1.6pt

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By Segment

The Agritech Business drove overall net sales growth through significant revenue expansion, while the AX Business steadily generated profits and drove overall profit growth.

Net Sales

33.4
YoY +58.2%

AX Business	Agritech Business
21.7	11.7
YoY+5.9%	YoY+1661.8%

Operating Profit

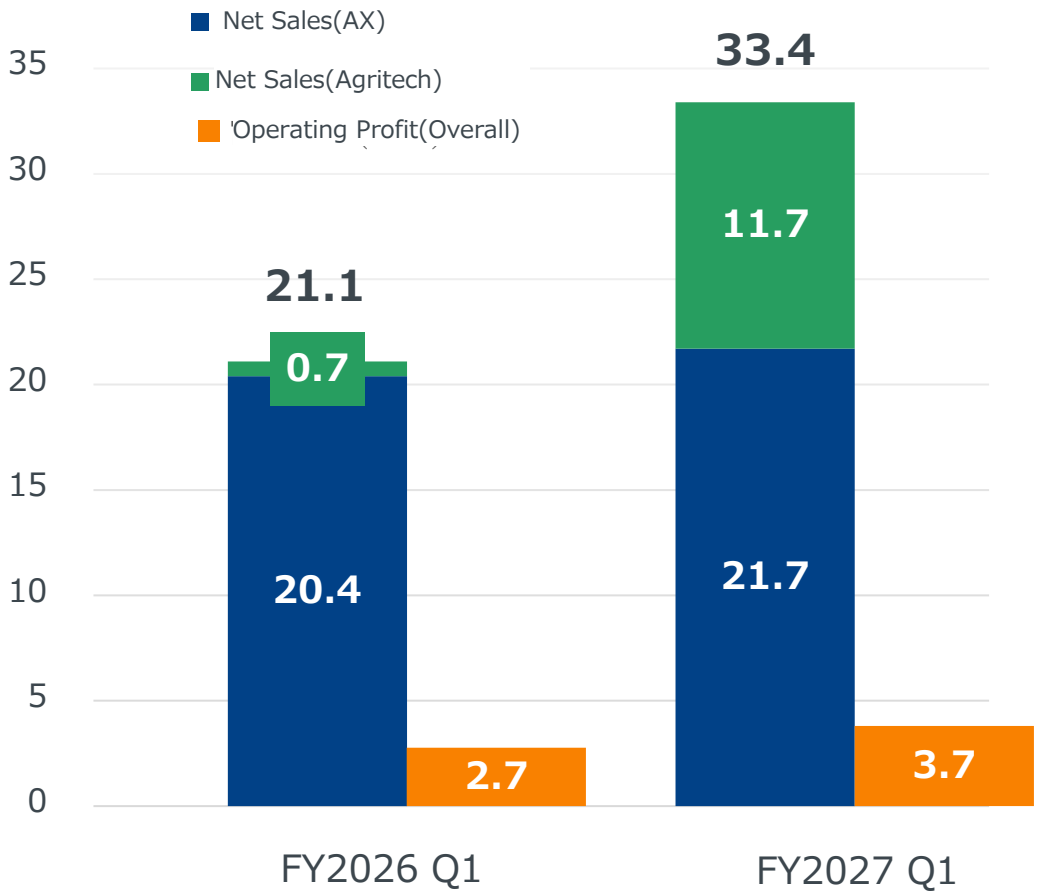
3.7
YoY +38.4%

AX Business	Agritech Business
12.1	-1.7
YoY+15.0%	YoY comparison -0.2

Company-wide Common Expenses

-6.7
YoY comparison -0.2

(Unit: 100 million yen)



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By Segment : AX Business

Steady Revenue and Profit Growth Year over Year
Strong License-based Revenue Growth Further Improved the Operating Margin

AX Business

Net Sales
21.7
YoY+5.9%

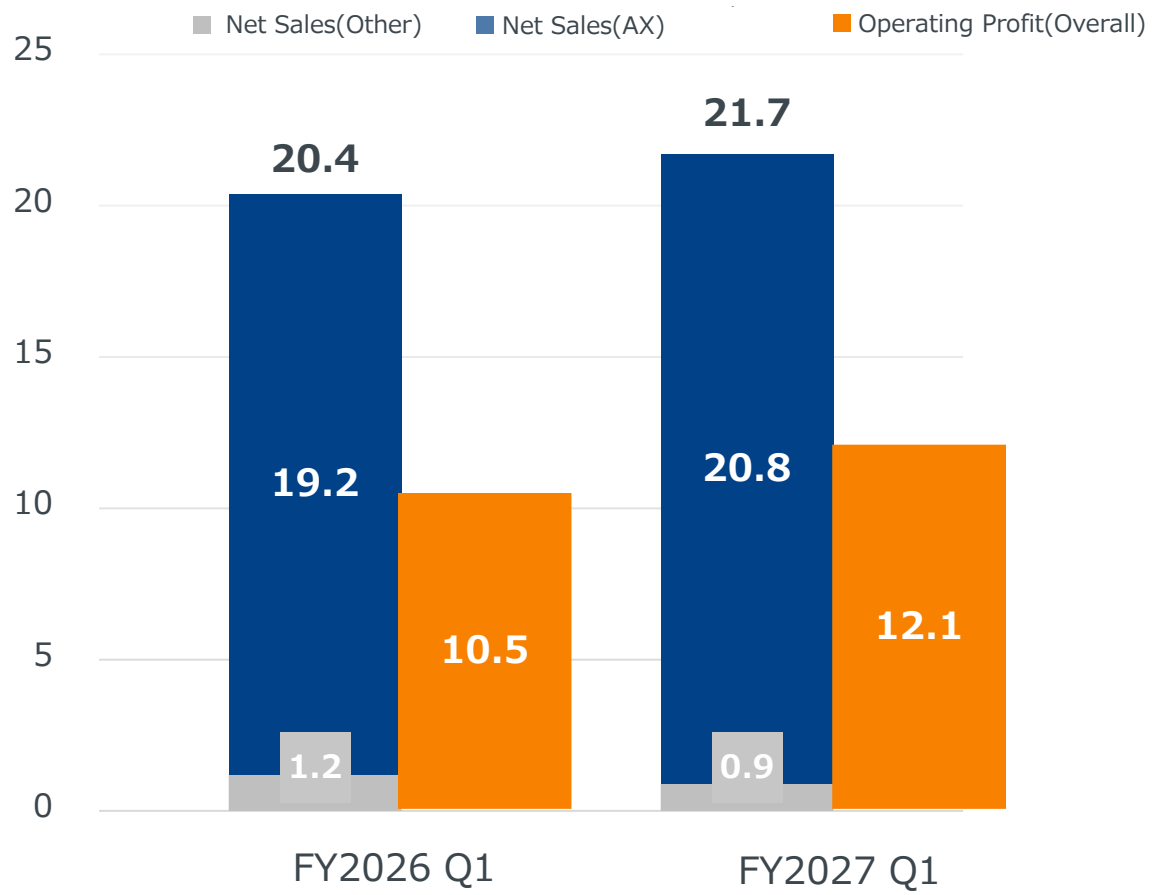
AX Services Net Sales
20.8
YoY+8.5%

Other Services* Net Sales
0.9
YoY-33.5%

Operating Profit
12.1
YoY+15.0%

- **IT Management AX Services:** Strengthening the Revenue Base and Enhancing Value-added Services on the Foundation of the No. 1 Market Share for 11 Consecutive Years
  Strengthened Support for Compliance with SCS Assessment Program Certification
- **Construction & Civil Engineering AX Services:** Expanding the Scope of Surveying Operations Through Satellite Technologies and Strengthening Competitiveness
- **Medical AX Services:** Enabling Advanced Medical History Summary Preparation and Supporting Diverse Medical Needs Through the Use of the Latest AI in a Secure Cloud Environment
- **Communication AX Services:** Expansion of the Customer Base in the Municipal Sector and Growth of New Services Contributed to Business Performance

(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* Totaled 2.08 Billion yen

Of this, stock-based revenue increased by 110 million yen, with the stock-based revenue ratio remaining high at 86.4%.

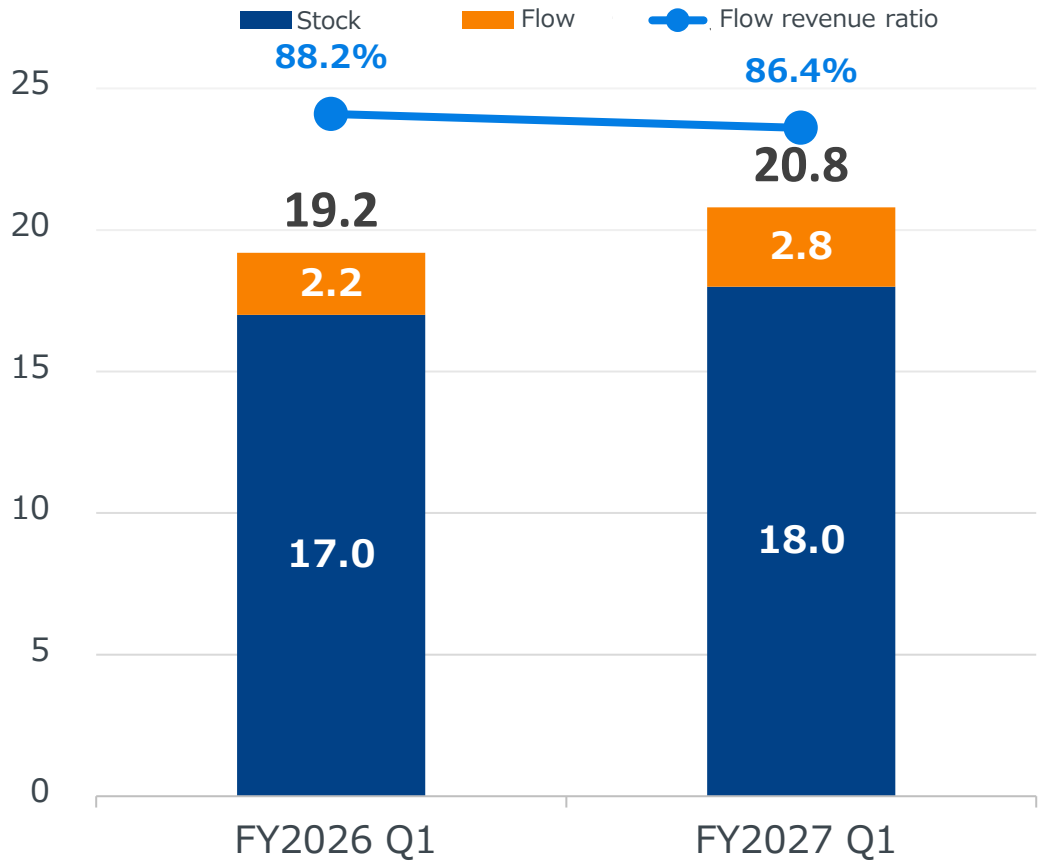
AX Service

Net Sales
20.8
YoY+8.5%

Stock revenue
18.0
YoY+6.2%

Stock revenue ratio
86.4%
YoY-1.8pt

(Unit: 100 million yen)



- **License Growth Led by IT Management AX Services**
  - **IT Management AX Services:** License Growth Across Nearly All Services, Led by OPTiM Biz
  - **Medical AX Services:** OPTiM AI Hospital Achieved Significant Growth from the Previous Fiscal Year Following the Revision of Medical Service Fees
  - **Office AX Services:** The OPTiM Document Management Series Continues to Achieve License Growth Since Launch
  - **Communication AX Services:** The Official Municipal Super App Increased License Revenue Through Growth in the Number of Adopting Municipalities OPTiM Support & Growth Portal, a New Service Launched in the Previous Fiscal Year, Contributed to Profit Growth Through Continued License Revenue Expansion

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

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By Segment : Agritech Business

Net Sales Increased by 1.10 Billion yen, Achieving Significant Growth from the Previous Fiscal Year
Strengthened the Organizational Structure to Support Further Service Revenue Expansion
Particularly Strengthened Sales Efforts for Services Targeting Summer Crops

Agritech Business

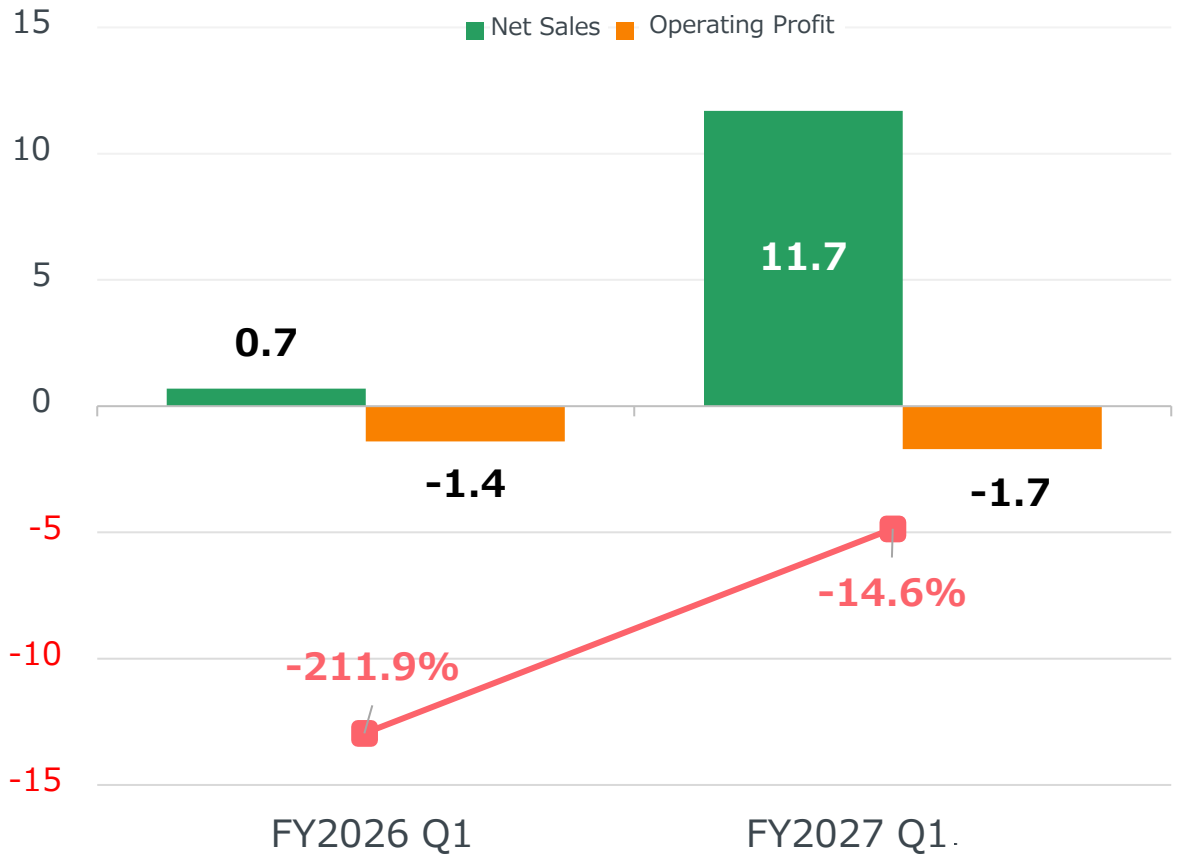
Net Sales
11.7
YoY +1661.8%

Operating profit
-1.7
YoY comparison -0.3

Operating Margin
-14.6%
YoY comparison +197.3pt

- **"Agri Buddy":** Continued to expand steadily and build a strong track record through the increase in supported crops
- Strong demand for the summer heat-shielding and shading agent spraying service, as well as strong reservations for the winter coating removal agent spraying service
- Expanded the service lineup to include fertilizer and herbicide spraying services
- **"Smart Agri Food":** Distribution and sales support services for agricultural products, including Smart Rice, continued to expand steadily and drive revenue growth
- **Opened a new base** in Aridagawa Town, Wakayama Prefecture, and entered into a partnership agreement with the town
- **OPTiM FARM, a consolidated subsidiary of the Group,** received the Special Award in the "Mebuki-ryoku Award" category at the Tochigi Agriculture Awards, earning recognition for its advanced agricultural initiatives

(Unit: 100 million yen)



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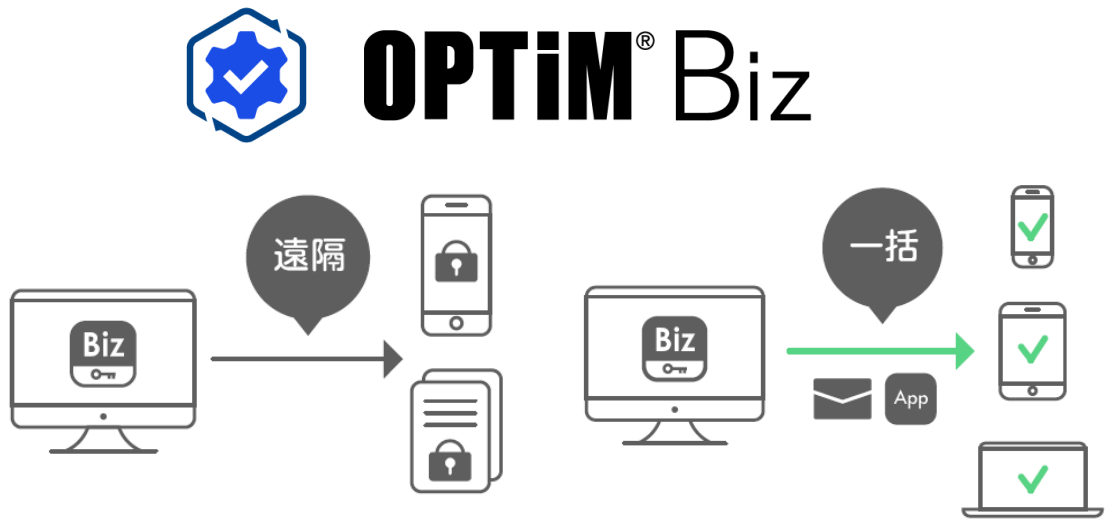
Business Highlights : AX Business



IT Management AX Services: Strengthening the Revenue Base and Enhancing Value-added Services on the Foundation of the No. 1 Market Share for 11 Consecutive Years

・“OPTiM Biz” achieved the No. 1 market share for the 11th consecutive year since Techno Systems Research began conducting the survey (*). The number of licenses increased, contributing to profit growth.

・“OPTiM Biz Premium” strengthened support for customers in responding to the requirements of the Security Control Assessment Program for Strengthening Supply Chains (SCS Assessment Program). In addition, it promoted sales and reduced customers’ operational burdens through measures such as an integrated dashboard that enables centralized management of multiple services.





※ Source: Techno Systems Research: “Marketing Analysis of the PC Asset Management/Mobile Management Market 2015-2016 Edition,” published in March 2016; “Marketing Analysis of the PC Asset Management/Mobile Management Market 2016-2017 Edition,” published in January 2017; “Marketing Analysis of the Endpoint Management Market 2017-2018 Edition,” published in February 2018; “Marketing Analysis of the Endpoint Management Market 2018-2019 Edition,” published in February 2019; “Marketing Analysis of the Endpoint Management Market 2019-2020 Edition,” published in January 2020; “Marketing Analysis of the Endpoint Management Market 2020-2021 Edition,” published in March 2021; all from “II. Market Trends,” “2. Mobile Management Market.” “Marketing Analysis of the Endpoint Management Market 2021-2022 Edition,” published in March 2022; “Marketing Analysis of the Endpoint Management Market 2023 Edition,” published in March 2023; “Marketing Analysis of the Endpoint Management Market 2024 Edition,” published in March 2024; “Marketing Analysis of the Endpoint Management Market 2025 Edition,” published in March 2025; “Marketing Analysis of the Endpoint Management Market 2026 Edition,” published in April 2026; all from “II. Market Trends,” “Manufacturer Market Share in the Mobile Management Software/SaaS Market (by Revenue and Unit Volume).”

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Business Highlights : AX Business

AX services across various industries are progressing smoothly.



Construction & Civil Engineering AX Services: Expanding the Scope of Surveying Operations Through Satellite Technologies and Strengthening Competitiveness

・For “OPTiM Geo Scan,” support for the Centimeter Level Augmentation Service (CLAS) and satellite communications (Starlink Direct) was completed, enabling highly accurate surveying even in remote and mountainous areas where conventional communication signals are difficult to access.

・“Civil ReSnap,” an infrastructure inspection service, was registered in the New Technology Information System (NETIS), further enhancing its public recognition.



Medical AX Services: Enabling Advanced Medical History Summary Preparation and Supporting Diverse Medical Needs Through the Use of the Latest AI in a Secure Cloud Environment

・Through collaboration with the Social Medical Corporation Yuaikai Oda Hospital, OPTiM AI Hospital achieved support for the medical history summaries of the Japanese Society of Internal Medicine (J-OSLER medical histories), which are regarded as highly difficult to prepare.

・Cloud Hybrid AI enables the use of the latest AI technologies in a secure cloud environment, making it possible to adapt the service to a wide range of medical operations.

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Business Highlights : AX Business

AX services across various industries are progressing smoothly.



Office AX Services: Supporting Stronger Internal Controls Through Compliance with the New Lease Accounting Standard

“OPTiM Contract” released new functions designed to support compliance with the new lease accounting standard. These functions contribute to reducing the operational burden associated with regulatory changes and strengthening internal controls by automating processes such as determining whether assets fall within the scope of the standard.



Communication AX Services: Expansion of the Customer Base in the Municipal Sector and Growth of New Services Contributed to Business Performance

・The “Official Municipal Super App” achieved significant revenue growth as the number of adopting municipalities increased.

・“OPTiM Support & Growth Portal,” which was launched in the previous fiscal year, continued to increase its number of licenses and got off to a strong start.

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Business Highlights : Agritech Business

Agri Buddy agricultural support services and Smart Agri Food drove revenue growth.





Smart Agriculture Services: Promoting Agricultural AX Through Integrated Services from Production Support to Distribution

・Agri Buddy” continued to expand steadily and build a strong track record through the increase in supported crops.
・The newly launched heat-shielding and shading agent spraying service has seen strong demand during the summer season, and reservations have also begun for the winter coating removal agent spraying service.
・Expanded the service lineup to include fertilizer and herbicide spraying services.
・Distribution and sales support services for agricultural products, including Smart Rice, continued to expand steadily, resulting in increased revenue.
・Opened a new base, “AGRI BUDDY CENTER WAKAYAMA,” in Aridagawa Town, Wakayama Prefecture. Through a partnership agreement with the town, the Group is promoting the development and provision of agricultural AX services to address challenges facing local agriculture, including mandarins and Japanese plum, which are among the prefecture’s key agricultural products.
・OPTiM FARM, a consolidated subsidiary of the Group, received the Special Award in the “Mebuki-ryoku Award” category at the 7th Tochigi Agriculture Awards and was publicly recognized by Tochigi Prefecture for its advanced agricultural initiatives.

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Strengthening AI Development Investment and Human Capital Strategy to Accelerate Future Growth





Investment Strategy and Foundation Enhancement: Strengthening AI Development Investment and Human Capital Strategy to Accelerate Future Growth

・As an investment to support medium- to long-term growth, the Group increased its investment in AI-driven development in response to the rapid evolution of AI technologies, while simultaneously improving the efficiency and sophistication of its development processes.

・Opened a new office, AGRI BUDDY CENTER WAKAYAMA, with the aim of further expanding smart agriculture services in regional areas and securing highly talented personnel.

・In addition to the salary increases that have continued since the previous fiscal year, the Group is working to strengthen its competitiveness in recruitment and enhance employee engagement.

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Notice Regarding the Holding of a Shareholder Event

In order to provide shareholders with a deeper understanding of the Company's business activities, the Company has decided to hold an experiential event, as outlined below, where participants will have the opportunity to directly experience the Company's smart agriculture initiatives. For further details, please visit the dedicated event website.

1. Event Schedule

- ◆ October 17, 2026 (Saturday), 10:00 a.m. to 3:00 p.m. (scheduled)
  - The event may be canceled due to rain or other circumstances. No alternate date is scheduled.

2. Venue

- ◆ Directly operated farm of the Company's group company
  - Oyama City, Tochigi Prefecture (approximately 30 minutes by car from JR Oyama Station; complimentary shuttle bus service is planned)

3. Eligible Shareholders

- ◆ Shareholders who are listed or recorded in the Company's shareholder register as of September 30, 2026 and who hold at least one trading unit (100 shares) of the Company's stock.

4. Number of Participants and Accompanying Guests

- ◆ Capacity: Approximately 25 participants (participants will be selected by lottery if applications exceed capacity)
  - In addition to the shareholder, family members may also accompany the participant.

5. Application Method

- ◆ Application Method: Apply through the dedicated application form
  - Applications are scheduled to open on August 14, 2026
- ◆ Application URL: [https://www.optim.co.jp/opirevts]

6. Program Details (Planned)

- ◆ Demonstrations of the Company’s drone-based spraying services, which hold the No. 1 market share in Japan
- ◆ Harvesting experiences featuring agricultural products cultivated using the Company’s smart agriculture solutions
- ◆ Tasting session featuring “Smart Rice”

And other interactive programs



[Dedicated Event Website]

URL：[https://www.optim.co.jp/investors/stock/irevts]

This event is being held as part of the Company's IR activities with the objective of providing shareholders with a deeper understanding of the Company's business activities and is not conducted as part of the Company's shareholder benefit program.

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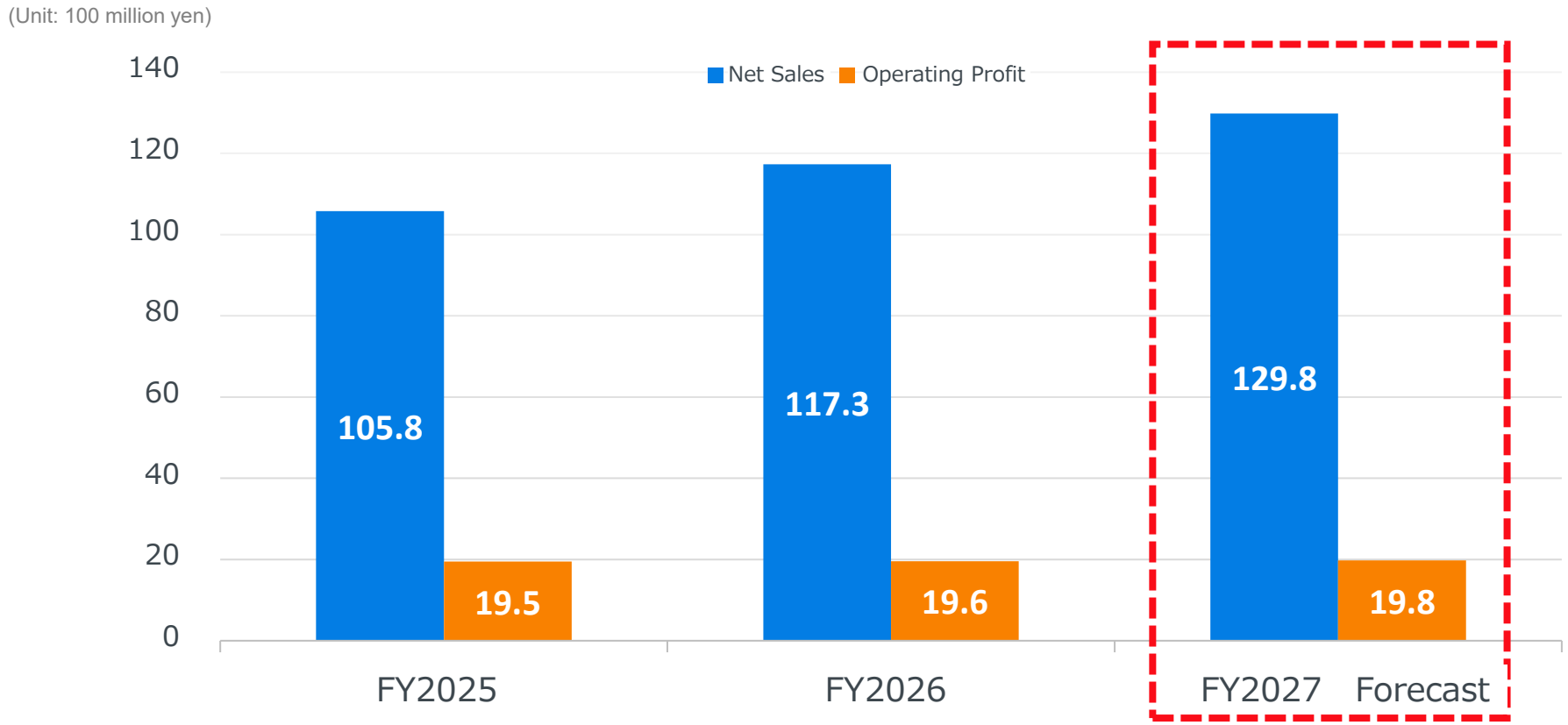
5 Appendix

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

Net Sales 12.98 Billion yen
(YoY 110.6%)

Operating Profit 1.98 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%

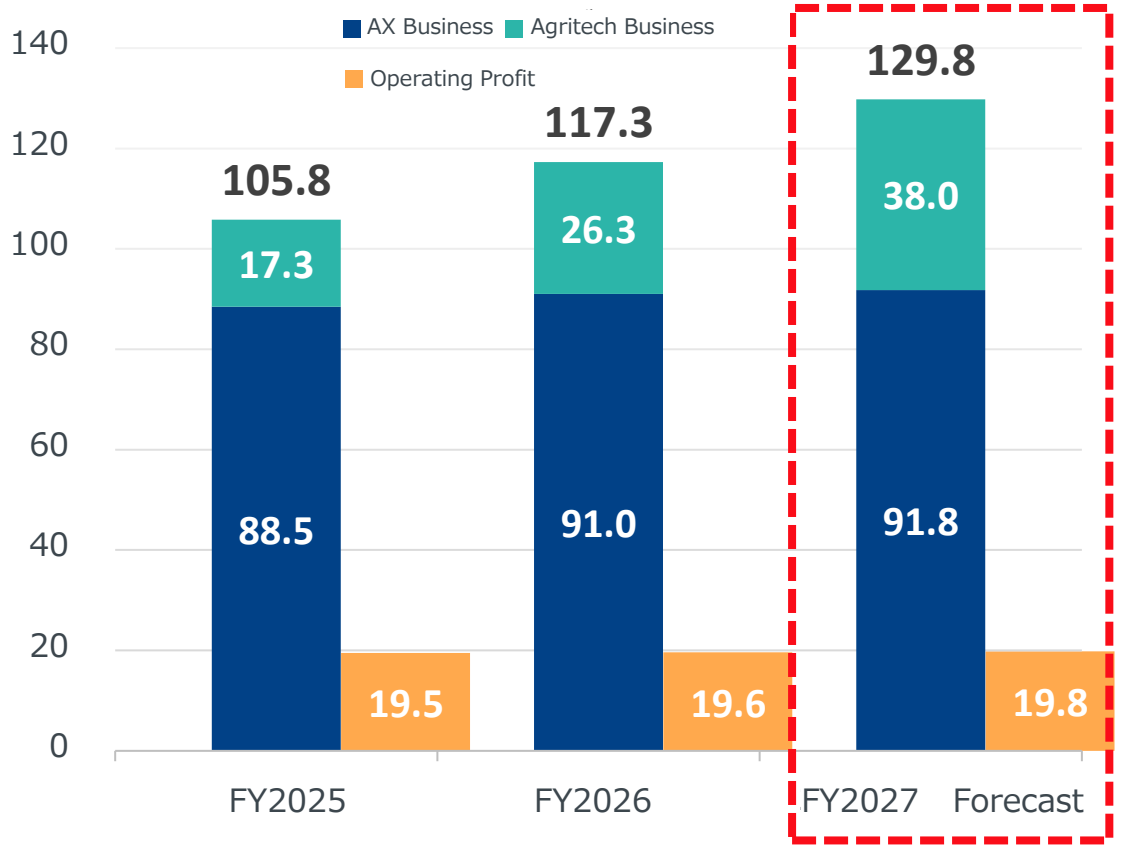
AX Business
49.8
YoY-0.3%

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%

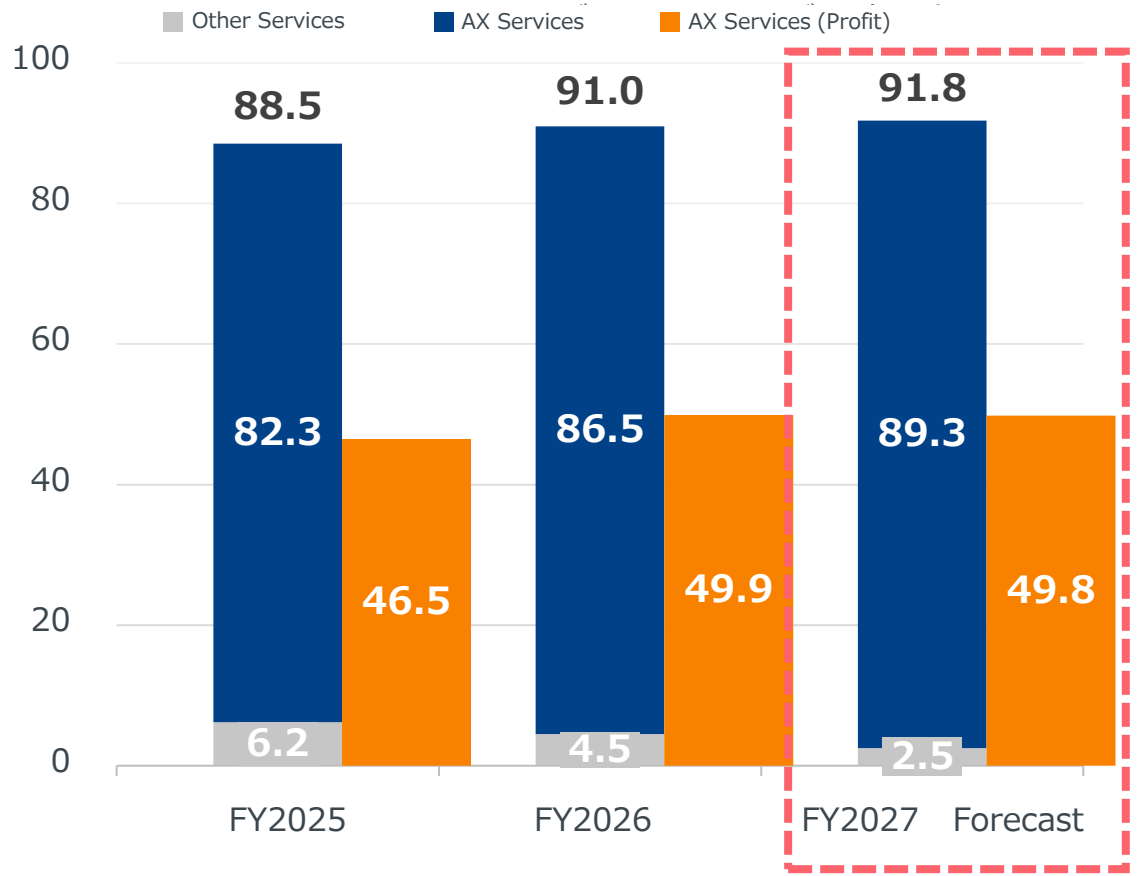
AX Services Net Sales
89.3
YoY+3.2%

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)

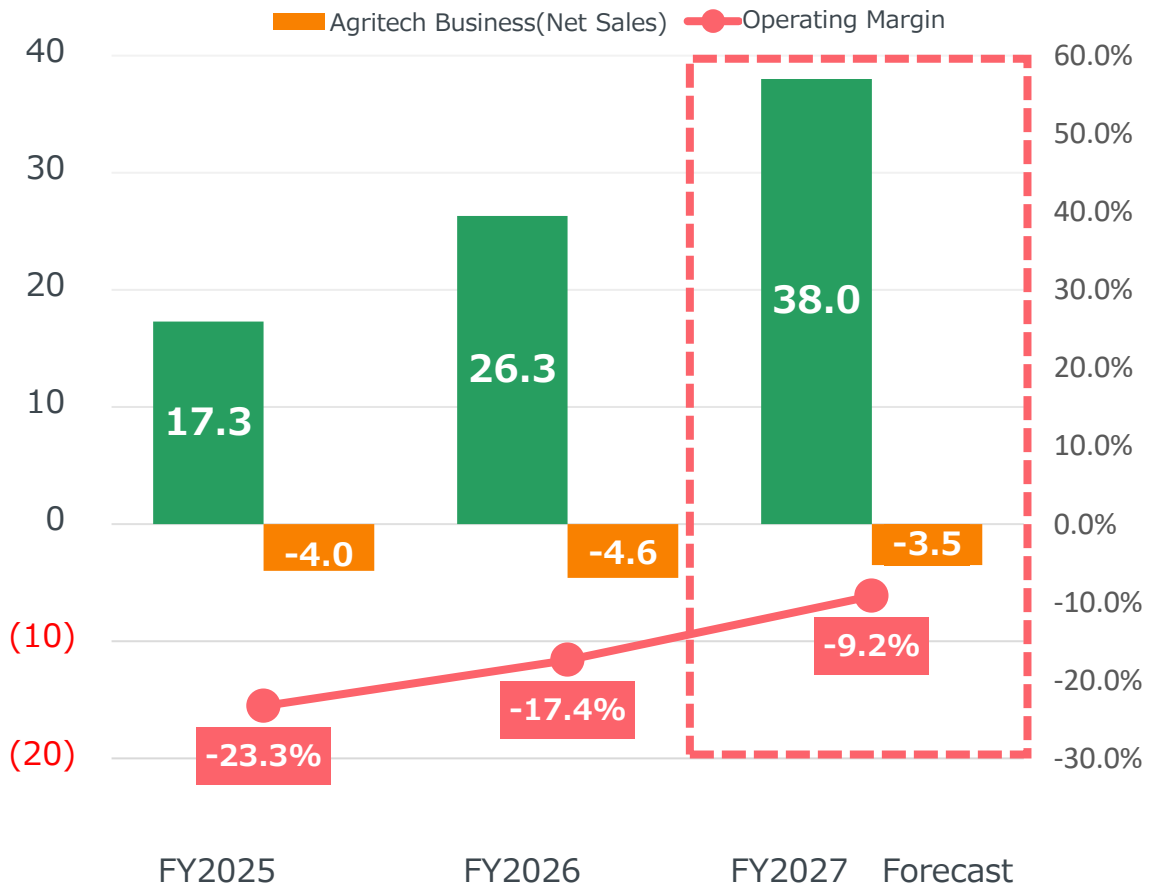
Agritech Business

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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5 Appendix

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By Segment : AX Business

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.”

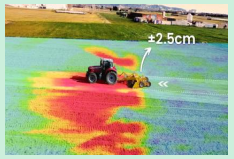


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By Segment : Agritech Business Agri Buddy

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

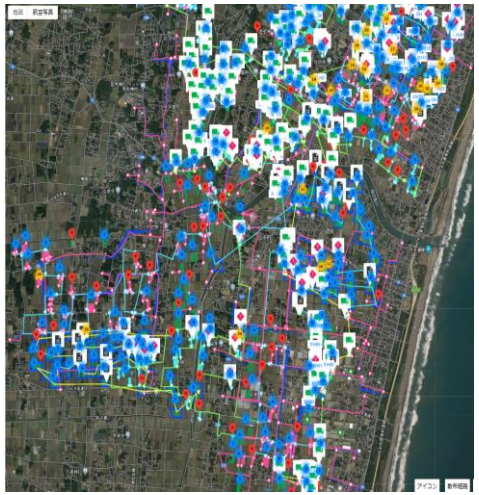
Optimal allocation based on AI analysis and simulation across more than 180,000 patterns



Patent No. 7755913

Detailed Spraying Plans Digitalization of Regional Information

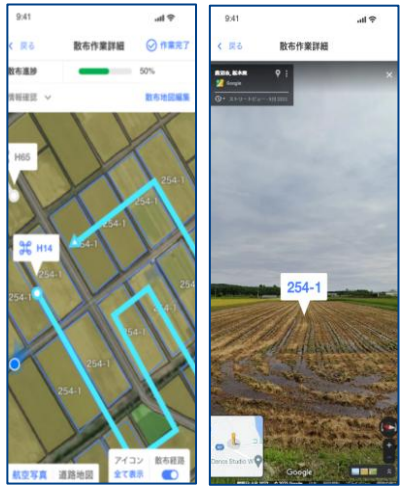
Thorough Fulfillment of Regional Needs



Patent No. 7763023

Efficient Mobility Support

Accurately and efficiently navigating pilots



Patent No. 7755913

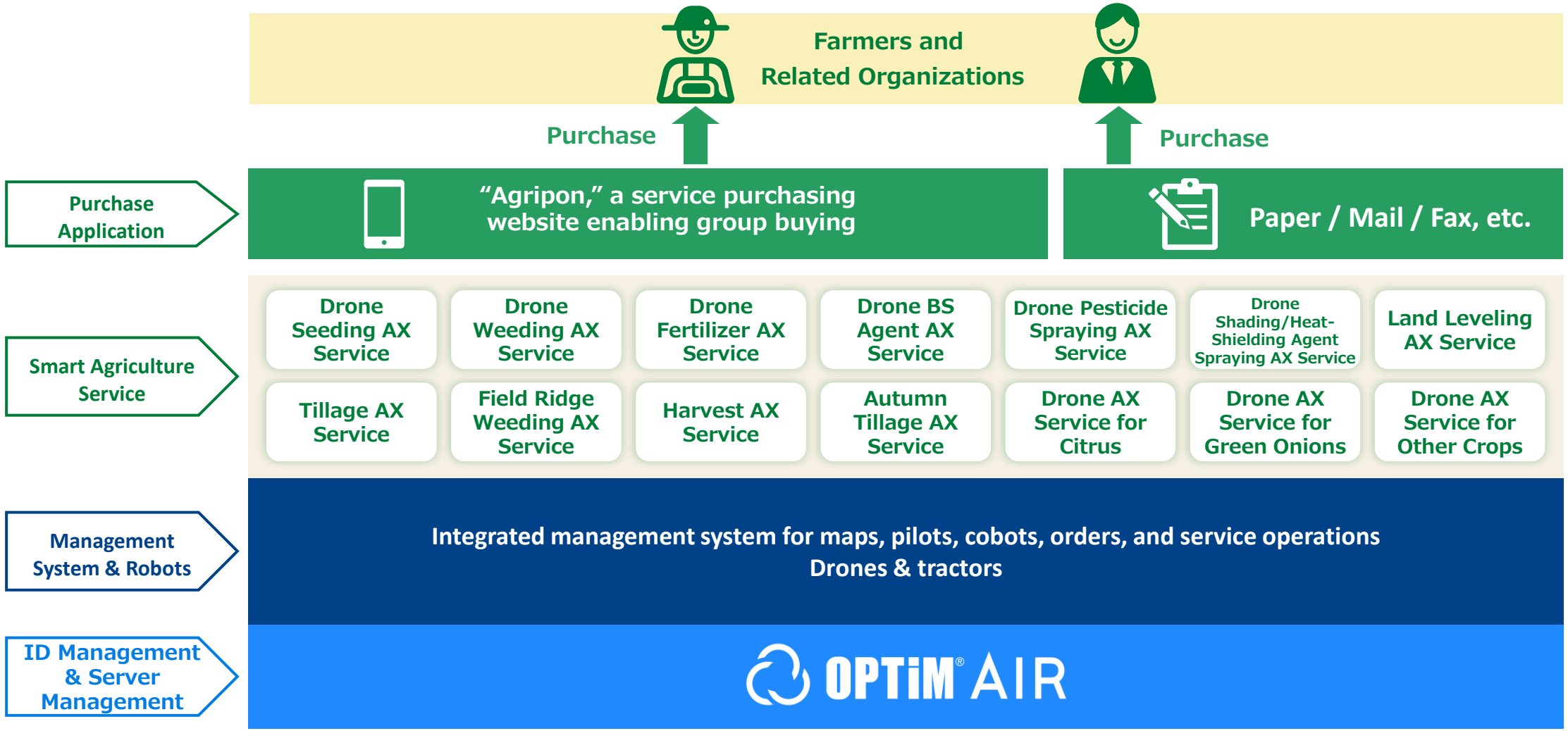
*We have obtained numerous other patents as well.

* 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

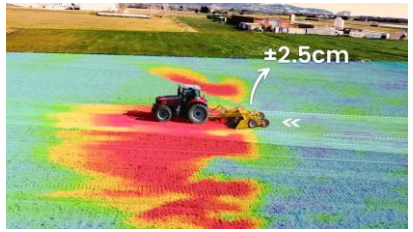
OPTiM

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.

For details on the Company's specific initiatives to meet the listing maintenance criteria, please refer to the “Regarding Compliance with Prime Market Listing Maintenance Criteria (Under Improvement Period),” disclosed on June 26, 2026.

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1 Announcement of Full-Year Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2027

2 FY03/2027 First Quarter Financial Review

3 FY03/2027 Financial Forecasts

4 Growth Strategy

5 **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.
AI/IoT Platform for Rapid and Cost-Effective Development of New Cross-Industry Services

A powerful alliance strategy

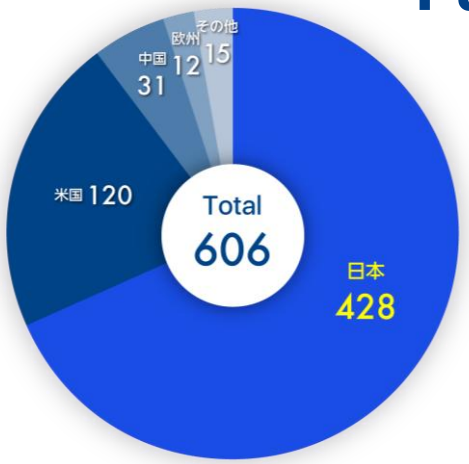
Leading companies in various industries and
academic institutions
Accelerate business expansion

Technological Advancement and Patent Portfolio

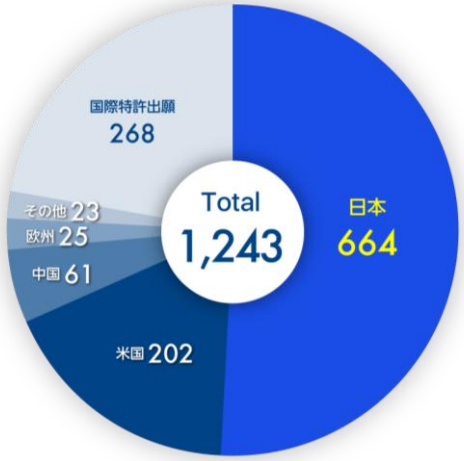
Aggressive R&D initiatives have been implemented, with a patent portfolio of over 606 patents forming a strong barrier to entry

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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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