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**Designing Narratives with Data**

61st Fiscal Year Ending March 31, 2024

# Corporate Profile

September 30, 2023

ODK Solutions Company, Ltd.

Securities code: 3839

JPX
東 証 上 場

# Our long-term vision



## 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

## ODK Group

| | |
|---|---|
| Company name | ODK Solutions Company, Ltd. |
| Head office and main domestic bases | [Head Office] 6-7, Doshomachi 1-chome, Chuo-ku,Osaka<br>[Tokyo Office] 28-25, Shinkawa 1-chome, Chuo-ku, Tokyo<br>[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<br>September 2006   Company name was changed to ODK Solutions Company, Ltd. |
| Share capital | 637.2 million yen (as of September 30, 2023) |
| Our businesses | Outsourcing service relating to information processing<br>Development and sale of software<br>Information provision service |
| Security measures | October 2001    Acquired PrivacyMark certification from JIPDEC<br>February 2003 Acquired Information Security Management Systems (ISMS) certification from JIPDEC |
| Number of employees | Non-consolidated: 155<br>Consolidated: 205 (as of September 30, 2023) |
| Consolidated subsidiaries | Fplus, Inc., ECS Co., Ltd., Pottos, Inc. |

# Stock information as of September 30, 2023

| | |
|---|---|
| Securities code | Tokyo Stock Exchange, Standard Market [3839] |
| Total number of authorized shares | 32,800,000 |
| Total number of issued shares | 8,200,000 |
| Number of shareholders | 7,424 (of which, number of shareholders of share units: 6,495) |
| Annual shareholders' meeting | June |

**[Reference] 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 |
| NAKABAYASHI CO., LTD. | 450,000 | 5.49 |
| NIPPON TSUSHINSHI CO., LTD. | 400,000 | 4.88 |
| HIKARI TSUSHIN, INC. | 369,700 | 4.51 |
| Hirota Securities Co., LTD. | 300,099 | 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 |

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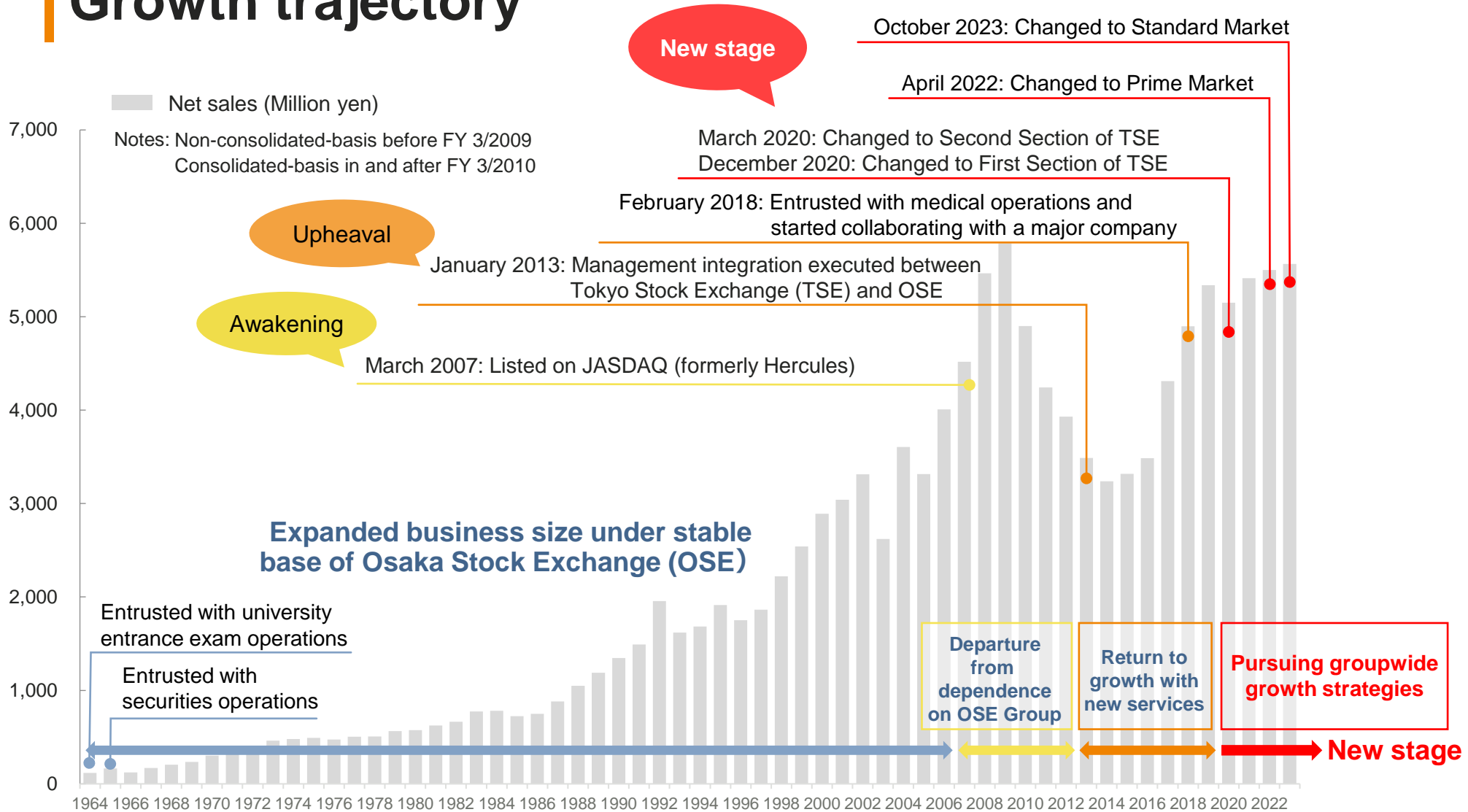Designing Narratives with Data

# History

◆... Education-related services　◆...Finance-related services　◇... Medical-related services, other

| | |
|---|---|
| FY 3/1964 | Established Osaka Denshi Keisan Company, Ltd. (now ODK Solutions Company, Ltd.) |
| FY 3/1965 | ◆Entrusted with university entrance exam operations and commenced services |
| FY 3/1966 | ◆Entrusted with securities operations and commenced services |
| FY 3/2002 | Acquired PrivacyMark certification from JIPDEC |
| FY 3/2003 | Acquired ISMS (Ver.1.0) certification from JIPDEC |
| FY 3/2004 | ◆Started providing an online entrance exam application system |
| | ◆Started providing a comprehensive securities system |
| FY 3/2005 | Acquired ISMS (Ver.2.0) certification and BS7799-2:2002 certification |
| FY 3/2007 | Changed company name to ODK Solutions Company, Ltd. |
| | Listed on JASDAQ (formerly Hercules) of Tokyo Stock Exchange, Inc. |
| FY 3/2008 | Acquired ISO/IEC27001 certification |
| FY 3/2010 | Made Fplus, Inc. a subsidiary |
| | ◆Started providing a system service to monitor unfair trades |
| FY 3/2012 | ◆Collaborated with Japan System Techniques Co., Ltd. on university operations |
| FY 3/2014 | ◆Formed business and capital alliance with Gakken Holdings Co., Ltd. |
| FY 3/2015 | ◆Formed business and capital alliance with NAKABAYASHI CO., LTD. |
| FY 3/2016 | ◆Launched Individual Number (My Number) Business Process Outsourcing Service for financial institutions |
| | ◆Collaborated with SBI Trade Win Tech Co., Ltd. Launched Individual Number (My Number) Management System service for financial institutions |
| FY 3/2017 | ◆Started providing UCARO®, the first cross-university exam portal site in Japan |
| | ◇Formed business and capital alliance with Falco Holdings Co., Ltd. |
| | Formed business and capital alliance with Realglobe Inc. |
| FY 3/2018 | ◇Signed solution provider (reseller) agreement with Zendesk, Inc. |

| | |
|---|---|
| FY 3/2020 | ◆Started providing UCARO® family, a website for parents |
| | Reassigned to Second Section of Tokyo Stock Exchange |
| FY 3/2021 | ◆Started providing pottos®, a customer success automation tool |
| | Reassigned to First Section of Tokyo Stock Exchange |
| FY 3/2022 | ◆Started Entrance Examination/Remedial Solutions Service, a collaborative service with Gakken E-mirai Co., Ltd. (currently Gakken Inc.) |
| | Made ECS Co., Ltd. a subsidiary |
| FY 3/2023 | Changed to Prime Market due to reorganization of Tokyo Stock Exchange markets |
| | Formed business alliance with VECTOR INC. |
| | ◇Acquired human resources training support business from Kushim Inc. |
| | ◆Started providing beta version of Compass-U®, a service that helps students pass AO admissions process |
| | ◆Number of universities that have adopted UCARO® exceeded 100 |
| | ◆Renewed My Number management system as new service mynaone® |
| | ◇Started joint research with Dentsu Group Inc. toward social implementation of a Web 3.0 service that creates value from personal experience |
| | ◇Started verification testing of Furusato Passport to promote regional revitalization |
| | ◆Renewed securities service brands as SAKIX series |
| | ◇Started providing beta version of Web 3.0 service Updemy®, which creates value from personal experience |
| | ◇Formed business and capital alliance with HANAGATA Inc. |
| FY 3/2024 | Entered into partnership agreement with FC Osaka (J3 League football team) |
| | Pottos, Inc. started offering career experience platform Career Port |
| | Changed to Standard Market of Tokyo Stock Exchange |

# Growth trajectory

Net sales (Million yen)

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

**New stage**

October 2023: Changed to Standard Market

April 2022: Changed to Prime Market

March 2020: Changed to Second Section of TSE
December 2020: Changed to First Section of TSE

February 2018: Entrusted with medical operations and
started collaborating with a major company

**Upheaval**

January 2013: Management integration executed between
Tokyo Stock Exchange (TSE) and OSE

**Awakening**

March 2007: Listed on JASDAQ (formerly Hercules)

**Expanded business size under stable
base of Osaka Stock Exchange (OSE）**

Entrusted with university
entrance exam operations

Entrusted with
securities operations

**Departure
from
dependence
on OSE Group**

**Return to
growth with
new services**

**Pursuing groupwide
growth strategies**

**New stage**

1964 1966 1968 1970 1972 1974 1976 1978 1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020 2022

7,000
6,000
5,000
4,000
3,000
2,000
1,000
0

# ODK is an IT company with strengths in processing large volumes of highly confidential data

## 01 *EdTech*
### Education

**Educational facilities**

- ✓ Providing university entrance exam BPO and supporting digital transformation through entrance exam operations
- ✓ Educational web services (mock exams, app development)

## 02 *FinTech*
### Finance

**Securities companies**

**Financial institutions**

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

## 03 *HealthTech*
### Medical

**Medical institutions, etc.**

- ✓ Operation of clinical testing systems, etc.

## 04 *HRTech*
### Other

**General business companies**

- ✓ Providing Learning Management Systems (LMS) and development, sale and operation of e-learning materials
- ✓ Selling customer support services

# ODK Group companies mutually leverage each other's management resources to provide valuable solutions

## ODK Group's consolidated subsidiaries

### Fplus

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

- ✓ **For comprehensive financial service companies**
  Design, construction and maintenance of systems that support financing operations
- ✓ **For comprehensive education-related companies**
  Development of a variety of systems
- ✓ **For consumer finance companies**
  Design, construction and management of application acceptance systems for customer screening operations

### ECS

Support for development of cloud solution systems

- ✓ Playing an active role with a base in the Chugoku-Shikoku region as a Salesforce.com consulting partner
- ✓ Providing cloud solutions for areas such as marketing, sales support systems, report creation and business card management

### pottos

Provision of career development support for students and cloud services for companies
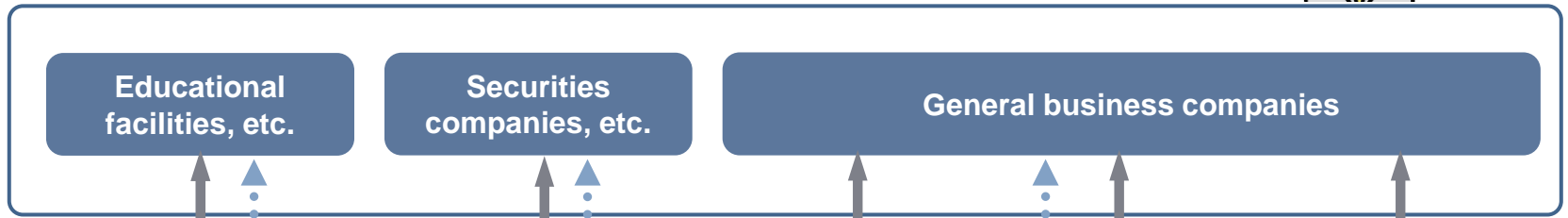
- ✓ **Career experience platform "Career Port"**
  Development, management and consulting
- ✓ **Customer success automation tool "pottos®"**
  Development, management and consulting
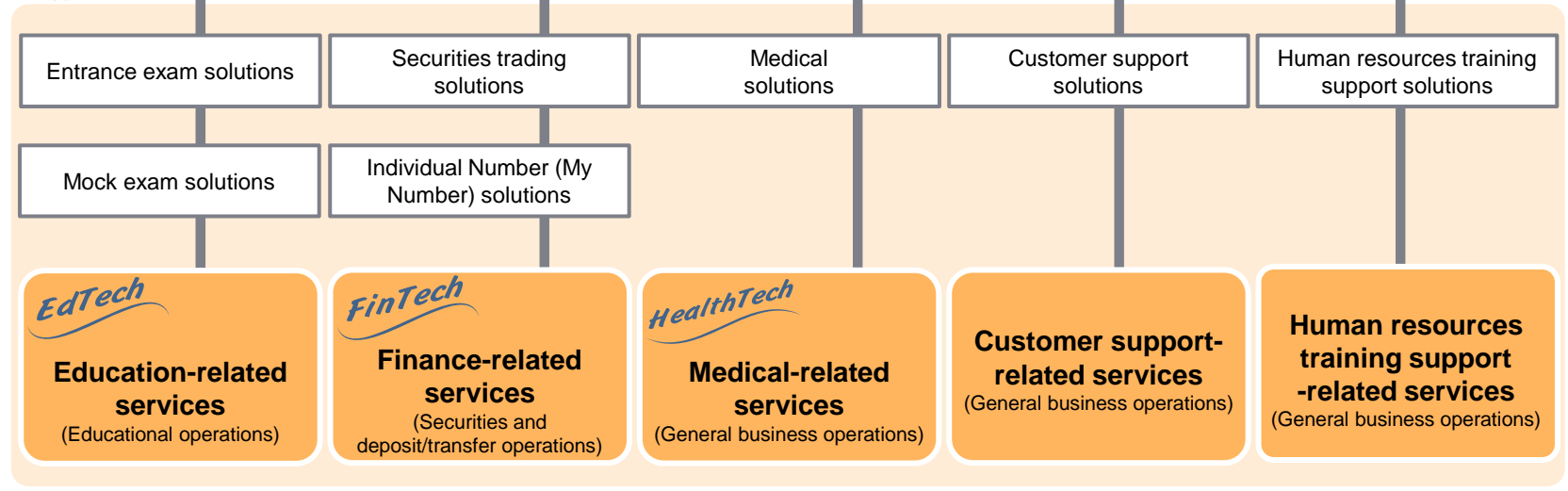
# Business structure
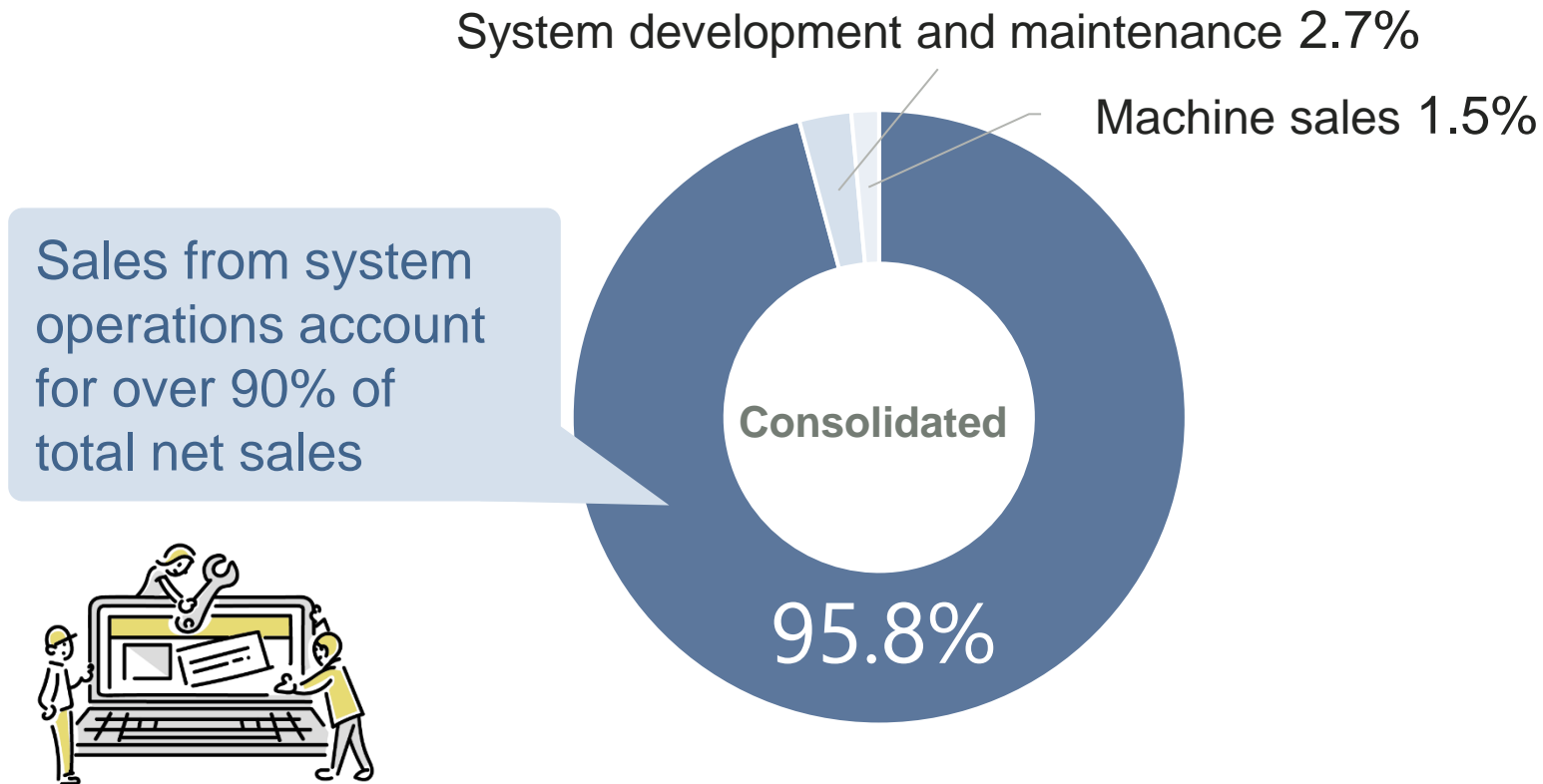
**Customers**

**Consolidated subsidiaries**

| Educational facilities, etc. | Securities companies, etc. | General business companies |
|---|---|---|

Fplus, Inc.

ECS Co., Ltd.

Pottos, Inc.

ODK solutions

| Entrance exam solutions | Securities trading solutions | Medical solutions | Customer support solutions | Human resources training support solutions |
|---|---|---|---|---|

| Mock exam solutions | Individual Number (My Number) solutions | | | |
|---|---|---|---|---|

**EdTech**
**Education-related services**
(Educational operations)

**FinTech**
**Finance-related services**
(Securities and deposit/transfer operations)

**HealthTech**
**Medical-related services**
(General business operations)

**Customer support-related services**
(General business operations)

**Human resources training support-related services**
(General business operations)

# Long-term and stable business model centered on system operations

System development and maintenance 2.7%

Machine sales 1.5%

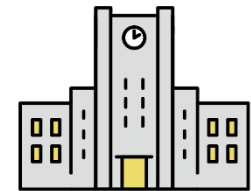Sales from system operations account for over 90% of total net sales

**Consolidated**

95.8%

**Net sales distribution ratio by business category [Consolidated] (FY 3/2023)**

# Educational operations constitute our core business

Other (subsidiaries, etc.)
5.8%

General business
operations
12.8%

Securities and
deposit/transfer
operations
18.9%

**Consolidated**

62.5%

Educational
operations account
for over half of total
net sales at 62.5%
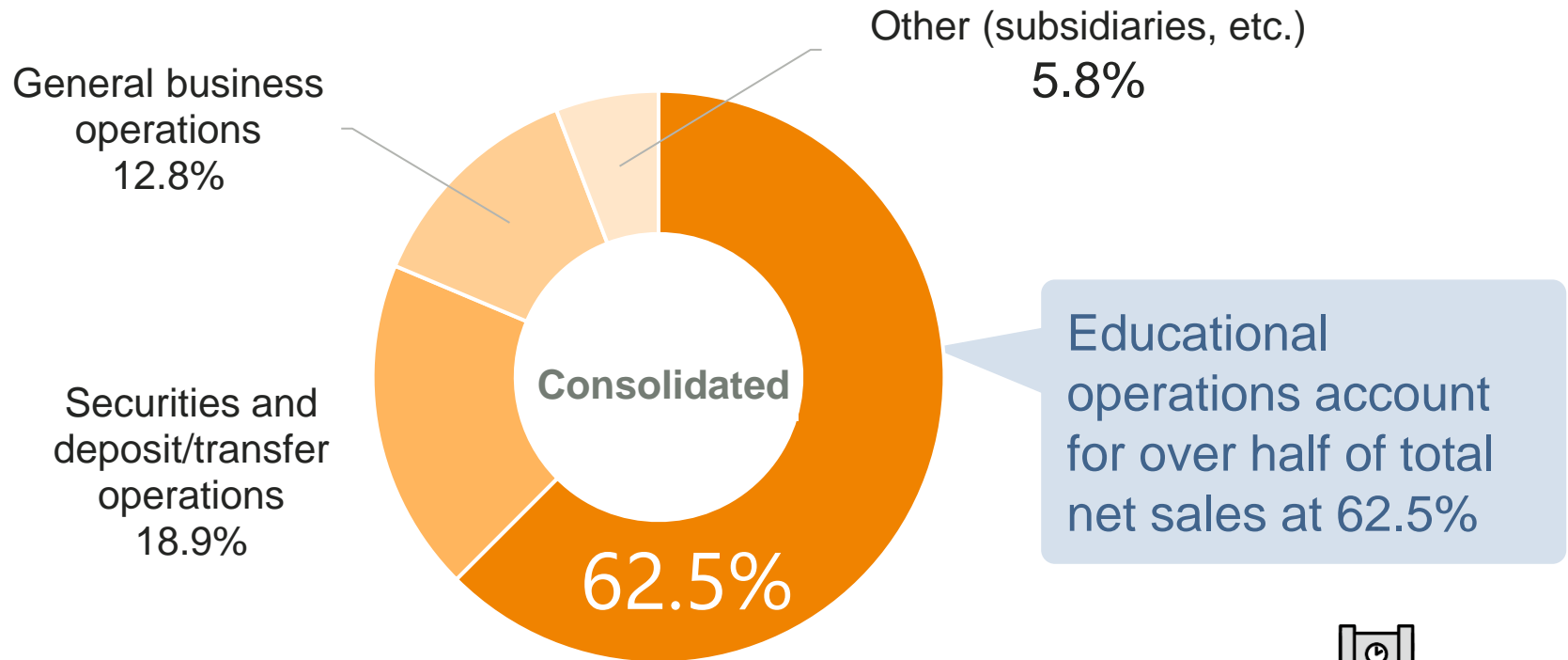
**Net sales distribution ratio by service category
[Consolidated] (FY 3/2023)**

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# 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, etc. 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)

(Million yen)

Q1 (Apr – Jun)  Q2 (Jul – Sep)  Q3 (Oct – Dec)  Q4 (Jan – Mar)
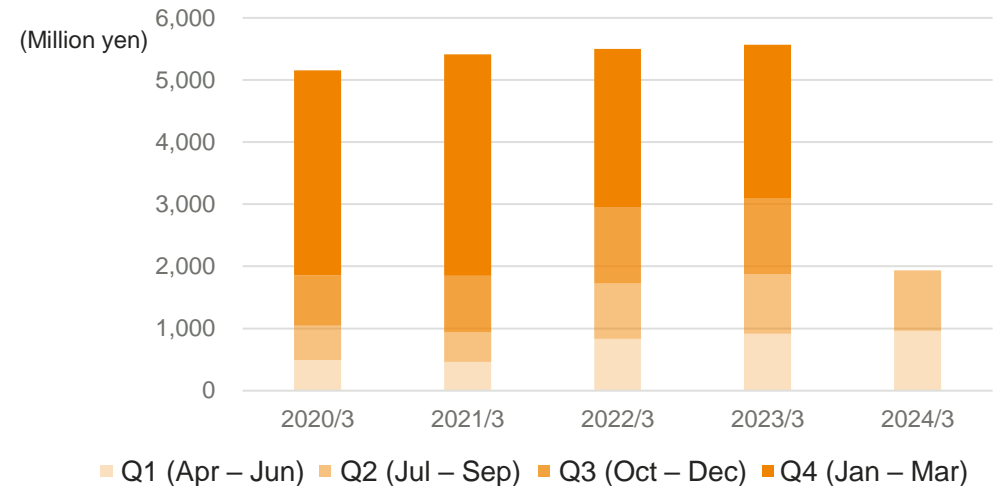
### Quarterly operating profit (consolidated)

(Million yen)

Q1 (Apr – Jun)  Q2 (Jul – Sep)  Q3 (Oct – Dec)  Q4 (Jan – Mar)

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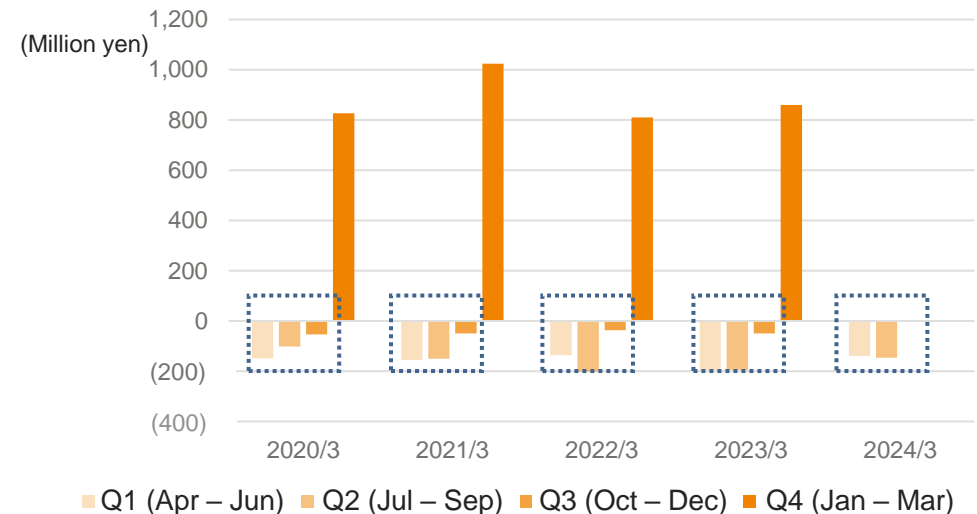
# Competitive edge of education-related services

## *1*
**Number of schools adopting UCARO®**

**109** **schools**

As of September 30, 2023

## *2*
**Number of applicants' data processed**

**Approx. 1.0 million**

Number of applicants' data processed has exceeded the number of Common Test for University Admissions* applicants for 15 consecutive years
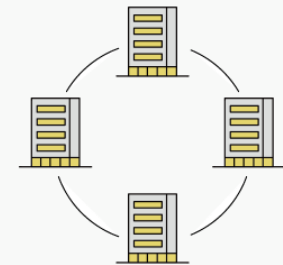
\* The National Center Test until FY 3/2020

## *3*
**Trust and track record built through supporting university entrance exams**
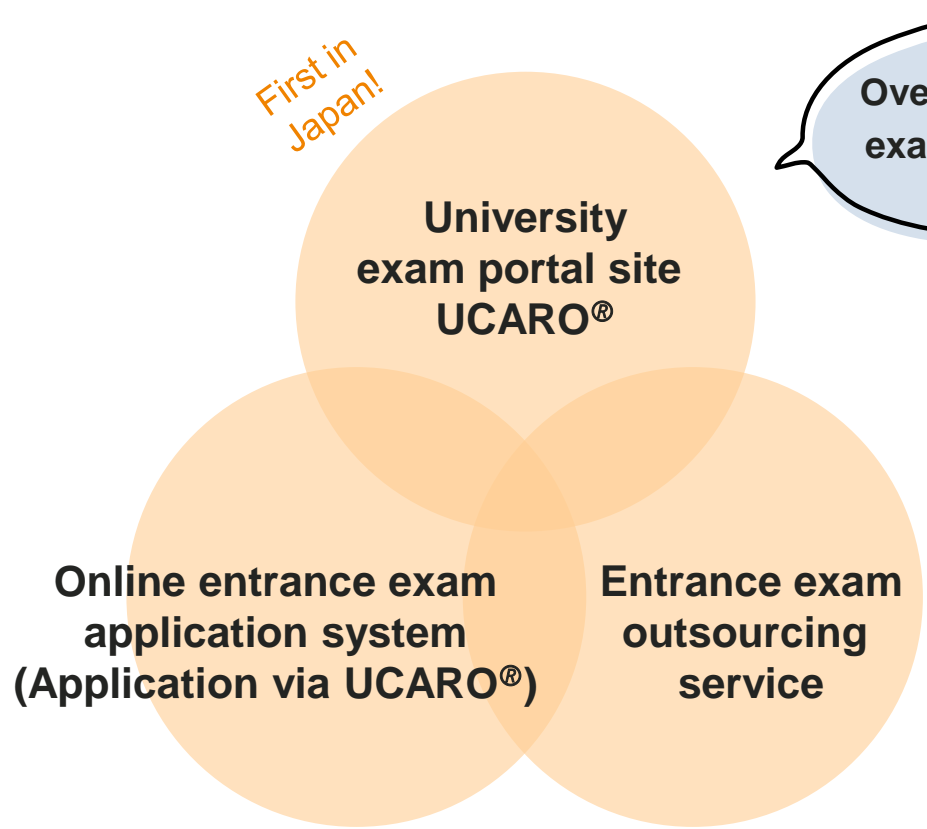
**Approx. 60 years**

## *4*
**Providing a full range of services through alliances with other companies**

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# Entrusted with all operations related to entrance exams

First in Japan!

**University exam portal site UCARO®**

**Over half of student examinees use this service**

**Online entrance exam application system (Application via UCARO®)**

**Entrance exam outsourcing service**

UCARO
大学選び ────→ 入学
受験のぜんぶを
スマートに

| Selecting schools and requesting materials Deciding school of choice | Application and payment of exam fees | Receipt of exam slip | Sitting of exam | Announcement of acceptance | Entrance | After enrolment |
|---|---|---|---|---|---|---|

Public relations support for entrance exams

Application support [Online/postal application]

Sending out of exam slips

Support for entrance exam implementation

Results processing support

Support for determining acceptance

Support for acceptance announcement

Support for enrolment procedures / pre-entrance preparations

University life support

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# UCARO® – **Connecting universities and student examinees**

> Serves as touchpoint for connecting with student examinees interested in our school

> Free for student examinees!

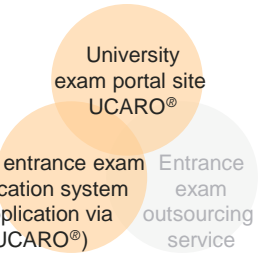> No need to enter personal information multiple times online!

> Convenient due to being able to see application status list!

## Universities
Increase operational efficiency and cut costs

## Student examinees
Reduce workload and improve convenience

University exam portal site UCARO®

Online entrance exam application system (Application via UCARO®)

Entrance exam outsourcing service

# UCARO® – De facto standard for university entrance exam operations



**Number of UCARO® users**

**Approx. 90% of users are satisfied with this service according to a user satisfaction survey**

**Over half** of student examinees (approx. 0.6 million*1) use UCARO® **every year** for entering university

University exam portal site UCARO®

Online entrance exam application system (Application via UCARO®)

Entrance exam outsourcing service

*1: Research by the Educational Information Center of Obunsha Co., Ltd. The figure is based on "Basic School Survey 2024" conducted by the Ministry of Education, Culture, Sports, Science and Technology

# UCARO® – Adopted by over 100 universities

**Adoption has grown steadily, exceeding 100 universities approx. six years after launch**



109 *1
111
88
75
67
56
40
15

Service launch

2017/3 2018/3 2019/3 2020/3 2021/3 2022/3 2023/3 2023/9

**Number of schools adopting UCARO®**

**90.8%**

**UCARO® customer retention rate*2**

🎯 **Targets**
- Universities (four-year)
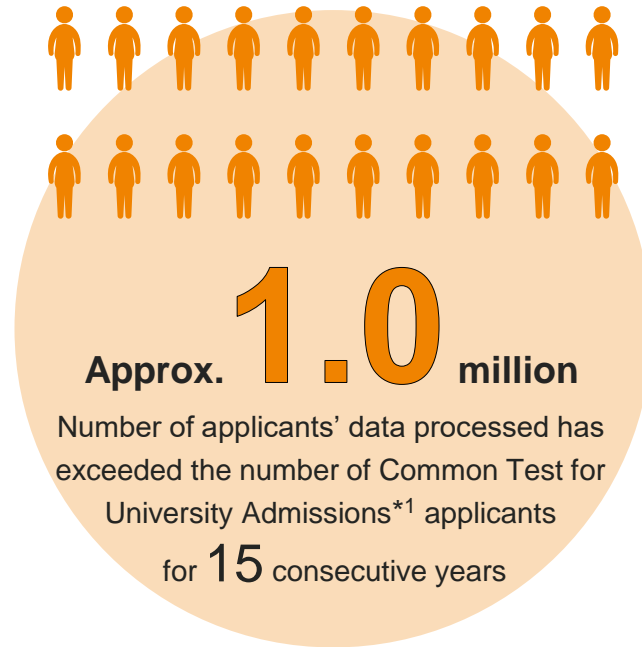- Junior colleges
- Vocational schools

University exam portal site UCARO®

Online entrance exam application system (Application via UCARO®)

Entrance exam outsourcing service
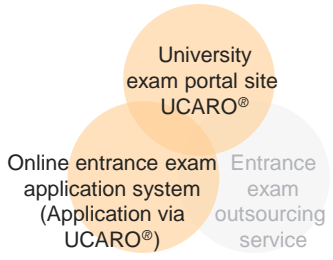
*1: In 2023 first half, the number of schools adopting UCARO® decreased due to the termination of contracts with less profitable universities, but this is part of our measures to increase profitability.
*2: Customer retention rate = Number of schools adopting UCARO® as of Sep. 30, 2023 ÷ Total number of schools adopting UCARO® since service launch (excluding schools that have closed)
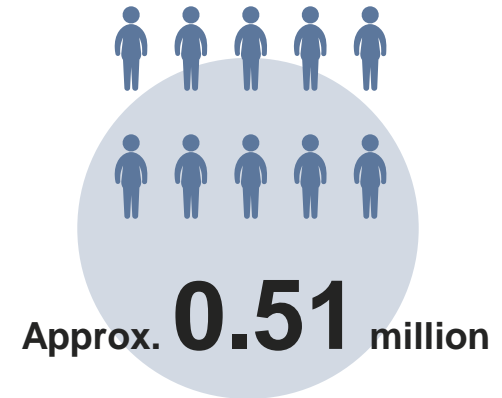
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# Entrance exam outsourcing service processes data on approx. 1.0 million applicants

**Approx.** **1.0** **million**

Number of applicants' data processed has exceeded the number of Common Test for University Admissions[1] applicants for **15** consecutive years

**Approx.** **0.51** **million**

**Number of applicants' data processed (Cumulative)**

Note: Actual results as of FY 3/2023

**Number of 2023 Common Test for University Admissions applicants[2]**

*1: The National Center Test until FY 3/2020
*2: As researched by the National Center for University Entrance Examinations

University exam portal site UCARO®

Online entrance exam application system (Application via UCARO®)

Entrance exam outsourcing service

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# Deploying a variety of education-related services

**Student examinees**

Com-pass

- Compass-U® is an online service that helps students pass the AO admissions process and was jointly developed with HANAGATA Inc., which manages AO admissions cram school AOI
- Started providing beta version in August 2022

**Universities**

Rating input and management system
**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
- Enables reduction of administration workload within schools since system centralizes operations, from scoring preparation to determining acceptance

**Entrance Examination/ Remedial Solutions Service**

- Jointly operated with Gakken Inc.
- In addition to creating sample questions for entrance exams, reviewing entrance exam questions and acting as an agent for supervision and copyright processing, we provide necessary processes to conduct tests such as from test creation to implementation, scoring and results analysis in the remedial education field as a one-stop shop

# Competitive edge of finance-related services

**1**

**Supporting individual financial institutions comprehensively by providing not only systems but also business process outsourcing services**
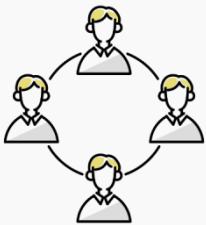


**2**

**Offering large-scale systems operations on a long-term basis to process large volumes of data in a highly secure environment**



**3**

**Responding swiftly and flexibly to institutional reforms and other changes in business environment**



**4**

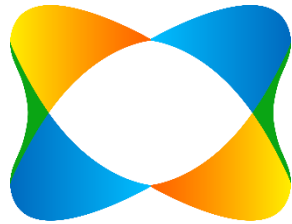**Providing various peripheral systems to support securities company operations**

**02 Finance**

# Providing system services for securities companies and financial institutions

**Rebranded in March 2023**

**SAKIX**
サキガケ

https://www.odk.co.jp/sakix/

**WITH-X**
ウィズクロス

Front- and back-end system for securities companies

**COMBI-X**
コンビクロス

System for connecting securities companies and other financial institutions with Japan Securities Depository Center (JASDEC)

**FOR-X**
フォークロス

System for automatic extraction and analysis of unfair trading data based on extraction criteria of Japan Exchange Group

**KIZUNA-X**
キズナクロス

Online investment trust transaction and management system for independent financial advisors (IFAs)

## Some of our clients

広田証券
Hirota Securities Co., LTD.

au カブコム証券
A member of MUFG
au Kabucom Securities Co., Ltd.

DMM.com 証券
DMM.com Securities Co., Ltd.

PWM Japan Securities
PWM日本証券株式会社
A Chartered Company

アイザワ証券
AIZAWA SECURITIES CO., LTD.

SMBC SMBC信託銀行
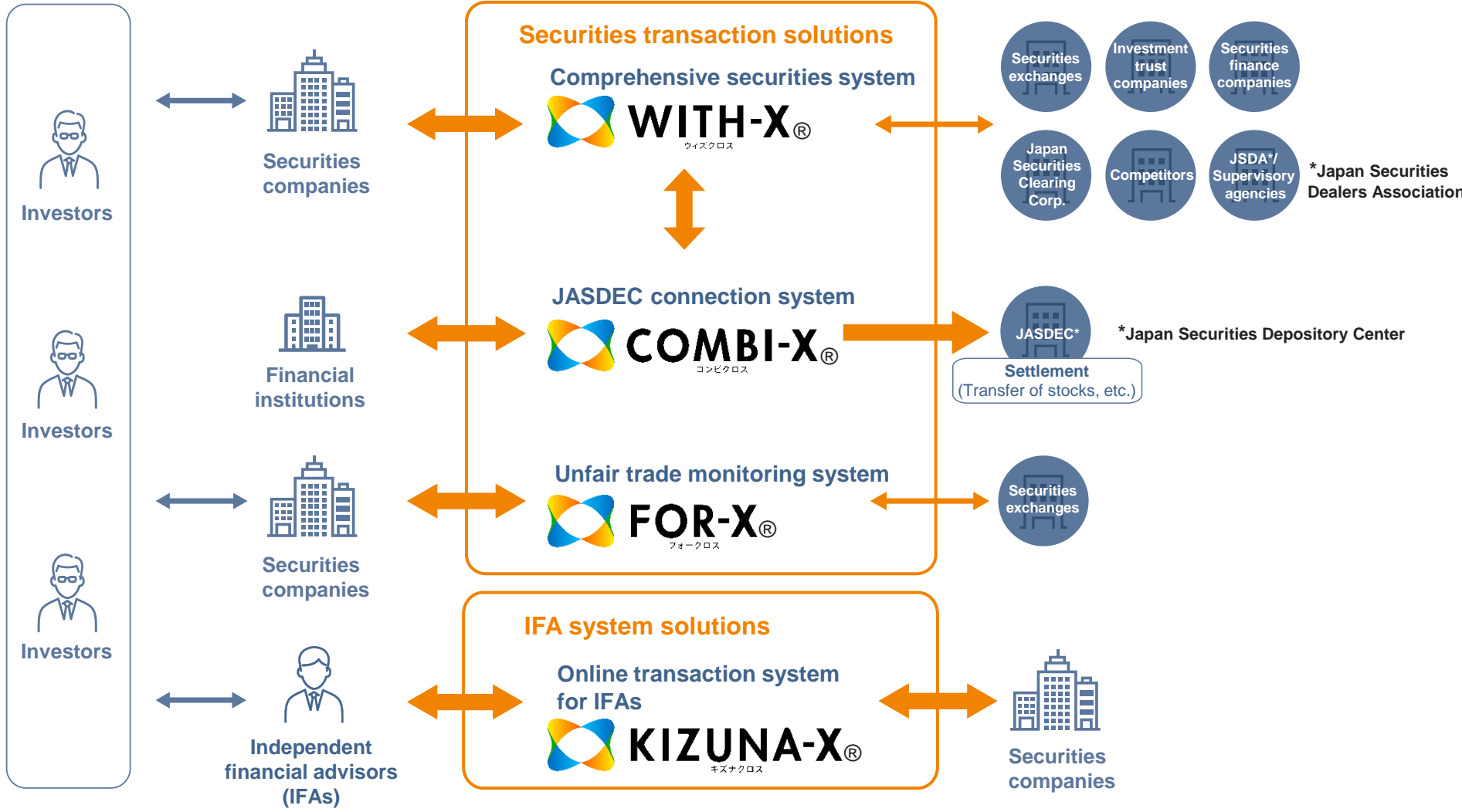SMBC Trust Bank Ltd.

CHEER 証券
CHEER Securities Inc.

Webull

**Targets**
- Independent securities companies
- Online securities companies
- Call loan providers

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# Providing system services for securities companies and financial institutions



**Securities transaction solutions**

**Comprehensive securities system**
**WITH-X**® ウィズクロス

**JASDEC connection system**
**COMBI-X**® コンビクロス

**Unfair trade monitoring system**
**FOR-X**® フォークロス

**IFA system solutions**

**Online transaction system for IFAs**
**KIZUNA-X**® キズナクロス

Investors

Securities companies

Financial institutions

Securities companies

Independent financial advisors (IFAs)

Securities exchanges

Investment trust companies

Securities finance companies

Japan Securities Clearing Corp.

Competitors

JSDA*/ Supervisory agencies

*Japan Securities Dealers Association

JASDEC*  *Japan Securities Depository Center

Settlement (Transfer of stocks, etc.)

Securities exchanges

Securities companies

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# Providing systems for collecting and managing My Number*1

**Rebranded
in November 2022**

✔ **No. 1 in industry in terms of customizability**
Capable of providing services tailored to clients' needs, from My Number collection, registration, safekeeping and deletion to business process outsourcing

✔ **Immediate completion of identity verification online**
Seamlessly provide services, from identity verification to My Number management via LIQUID eKYC*2

✔ **Quality selected by financial industry**
Best-in-class security in accordance with JIS Q 15001

**SBI** Business Solutions

**ODK** solutions

マイナワン
**mynaone**
マイナンバー管理ワンストップサービス

https://www.mynaone.jp/

*1: "My Number" system is the nickname for the "Social Security and Tax Number System," which assigns a single unique number (12-digit identification number) to all registered residents in Japan.

## Why mynaone® is the system of choice

Accumulated know-how

Thorough security management measures

System capable of processing large volume of data

Flexible service provision framework

Immediate completion of identity verification online

🎯 **Targets**

● Financial institutions

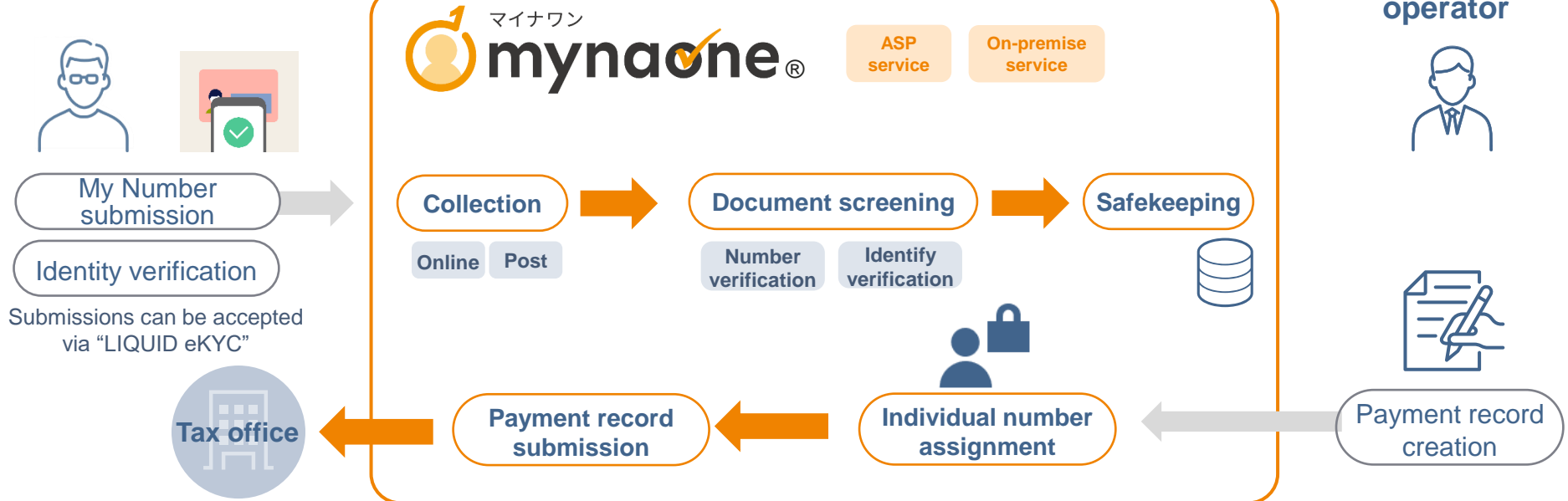*2: **LIQUID eKYC** is an AI-leveraged service provided by Liquid, Inc. to verify personal identity efficiently

# Providing systems for collecting and managing My Number

**End user**

**Business operator**

マイナワン
**mynaone** ®

| ASP service | On-premise service |

My Number submission

Identity verification

Submissions can be accepted via "LIQUID eKYC"

**Collection**
Online | Post

**Document screening**
Number verification | Identify verification

**Safekeeping**

**Tax office**

**Payment record submission**

**Individual number assignment**

Payment record creation

**Client base**

- **Securities industry**
- **Banking industry**
- **Insurance industry**
- **Crowdfunding platforms**

- **Overseas remittance service providers**
- **Social lending sector**
- **General business operators**

**Number of entrusted companies**

**28**

As of September 30, 2023

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# mynaone® − Trend in data collection as of September 30, 2023



Number of Individual Numbers collected: **877,947**
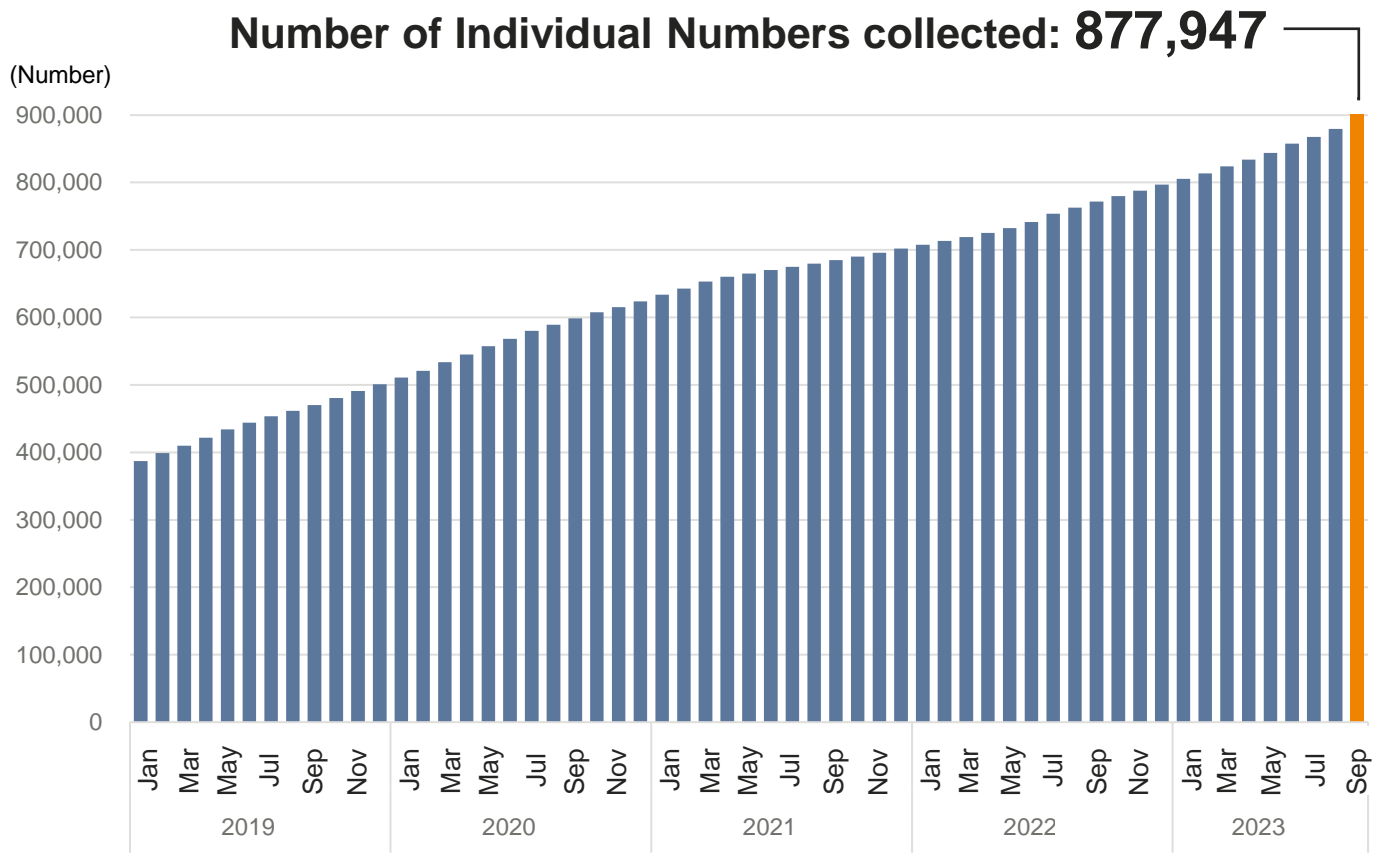
# Overview of medical-related services

Since we started to provide 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

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# Overview of human resources training support-related services

We provide e-learning management systems SLAP and iStudy® LMS, which comprehensively support human resources training, and engage in development, sale and operation of e-learning teaching materials.

We also offer a full range of solutions related to e-learning, on-demand learning and corporate training.

**SLAP**

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

https://product.istudy.ne.jp/

**Launched special website in January 2023**

**iStudy® LMS**

- ✅ Provides four functions of skills management, experience management, training management and e-learning
- ✅ Extensive track record such as installation in large-scale systems

データに、物語を。
**Designing Narratives with Data**

# SLAP and iStudy LMS :
# e-learning platform client list

## Example client companies and organizations

**Companies:**

IX Knowledge Inc.

Aqualine Ltd.

Asset Management One Co., Ltd.

SCSK Corporation

KADOKAWA CORPORATION

International Air Cargo Terminal Co., Ltd

Dexerials Corporation

TOKYU CONSTRUCTION CO., LTD.

TOKYO ENERGY & SYSTEMS INC.

Tobishi Pharmaceutical Co., Ltd.

Nippon Securities Technology Co., Ltd.

Sumitomo Mitsui Construction Co., Ltd.

Sumitomo Mitsui Trust Bank, Limited

YAMATO SYSTEM DEVELOPMENT CO., LTD.

Resona Holdings, Inc.

**Others:**

YOKOHAMA CITY UNIVERSITY HOSPITAL

Tokyo Metropolitan Police Hospital

Miyagi Prefectural Police

City of Kawasaki

Chiba Prefectural Government

Japan CO-OP Insurance (Kyosai)
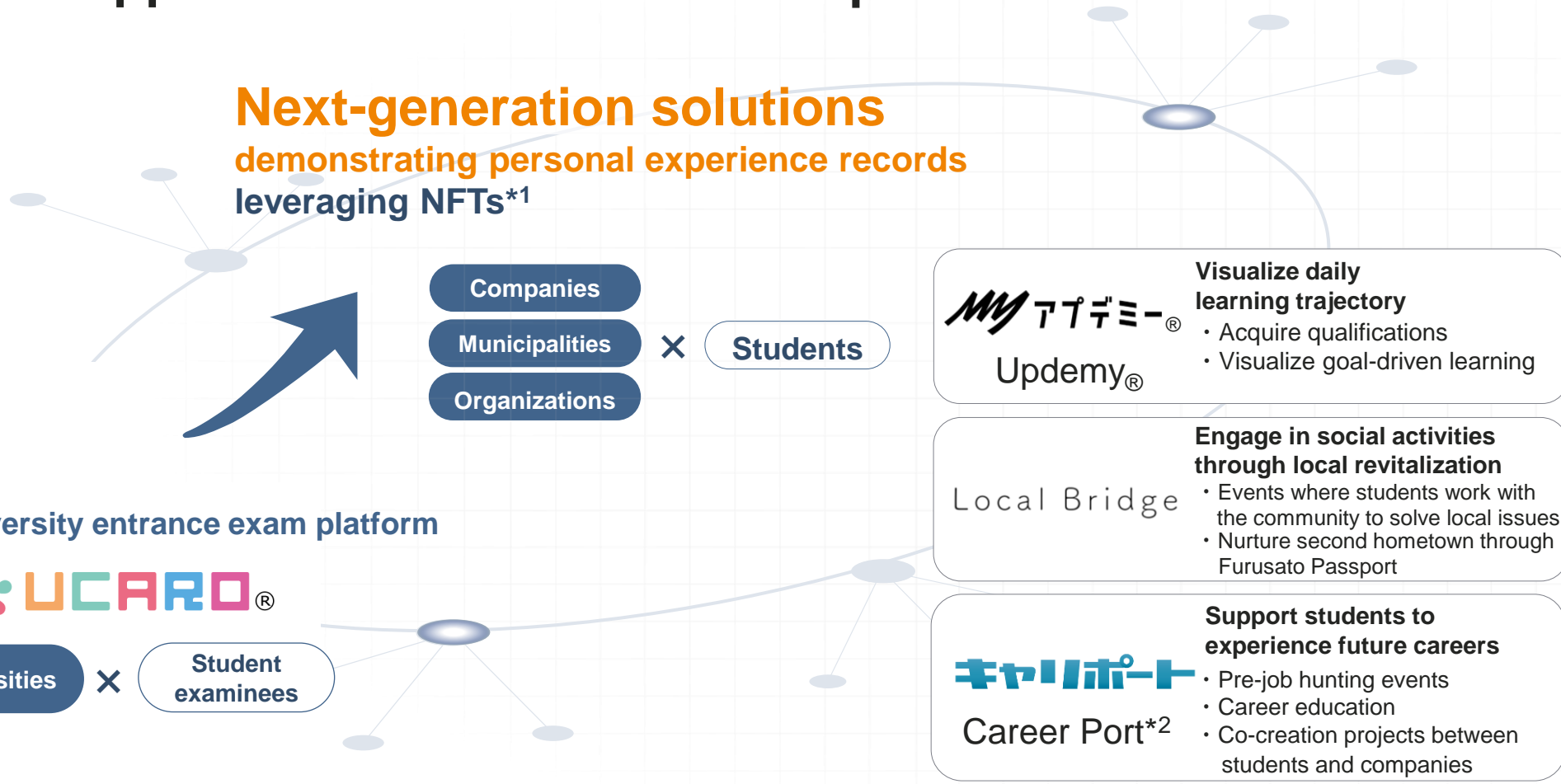Consumers' Co-operative Federation

**Number of clients**

**21**

As of September 30, 2023
Group companies counted as one

# Pursuing development of various services to support students' career development

**Next-generation solutions**
**demonstrating personal experience records leveraging NFTs*1**

| Companies | | |
|---|---|---|
| Municipalities | × | Students |
| Organizations | | |

**MY アプデミー®**
Updemy®

**Visualize daily learning trajectory**
・Acquire qualifications
・Visualize goal-driven learning

Local Bridge

**Engage in social activities through local revitalization**
・Events where students work with the community to solve local issues
・Nurture second hometown through Furusato Passport

**University entrance exam platform**

✦ UCARO®

| Universities | × | Student examinees |
|---|---|---|

キャリポート
Career Port*2

**Support students to experience future careers**
・Pre-job hunting events
・Career education
・Co-creation projects between students and companies

*1: NFT: Abbreviation for Non-Fungible Token. NFTs are guaranteed to be unique on blockchains and their holdings and history can be traced cryptographically.
*2: ODK subsidiary Pottos, Inc. offers career experience platform "Career Port."

## 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

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