



FY 20/3

Results Presentation

April 30, 2020

DTS CORPORATION

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March 31, 2020**

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Caution

Sales and income forecasts included in this document are based on assumptions made on the basis of information currently available, including business trends, economic circumstances, clients' trends, etc., and can be affected by various uncertainties. Actual sales and income may differ materially from the forecasts.

1. Overview of FY 20/3 Results

Important Events



1. Nelito Systems Limited becoming a subsidiary

Purchased additional shares in Nelito Systems Limited (headquartered in Mumbai, India; hereinafter “Nelito”) and made it a consolidated subsidiary in June 2019 to expand its global business in the financial business industry. Purchased additional shares in July to hold an over 98% stake.

2. Purchase of treasury stock

Purchased treasury stock (approximately 177,000 shares, worth 0.8 billion yen) in May 2019 to increase capital efficiency and the return of profits.

3. Increase in the effectiveness of corporate governance

Of 13 officers, 7 officers became independent officers after the ordinary general meeting of shareholders held in June 2019 and will continue to strive to ensure the effectiveness of corporate governance.

4. Stock split

Executed a 2-for-1 common stock split in July 2019 to increase the liquidity of shares.

5. Increase in dividends paid

Will increase the year-end dividend by 5 yen, to 35 yen, to achieve a total return ratio of 45% or more, a target in the medium-term plan (the annual dividend will be 55 yen).

Consolidated Results



Net sales increased 7,900 million year on year, reflecting the increased income in the Finance and the Corporate Solutions segments, including the sales of newly consolidated Nelito and a change of the accounting period of Digital Technologies Corporation (“DTC”).

Operating income rose 880 million yen year on year, mainly due to the curbing of unprofitable projects and an increase in income resulting from the increase in net sales, despite a reactionary fall in sales due to the absence of special demand for the embedded system business that had existed in the previous year.

Both net sales and operating income hit a record high.

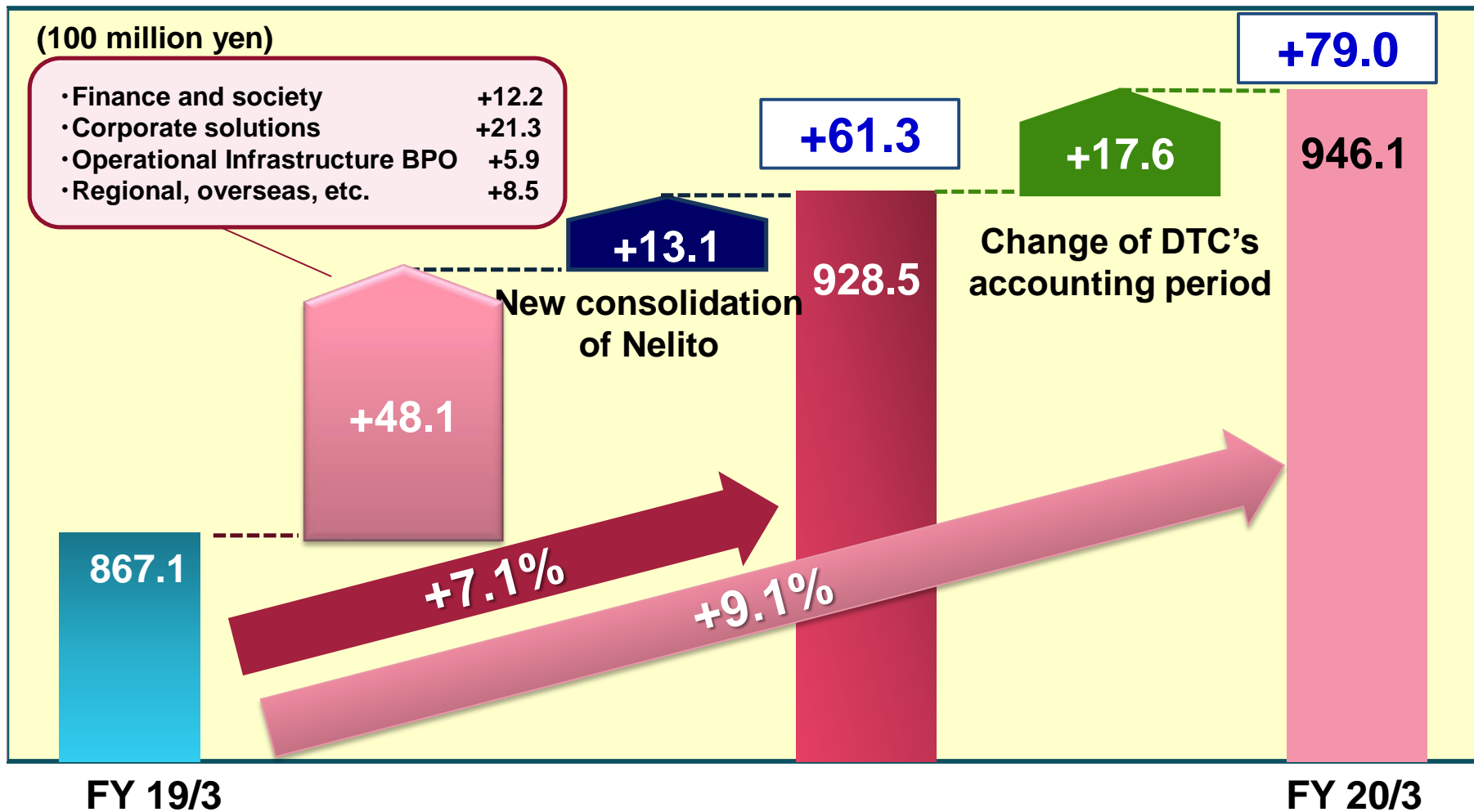
(Units: 100 million yen, %)	Results	Ratio to sales (%) / YoY		Year on year		Compared to initial forecast
Net sales	946.1 <928.5>	—		+79.0 <+61.3>	109.1% <107.1%>	101.2% *99.8%
Gross profit	187.0 <184.5>	19.8% <19.9%>	(-0.4pt) <-0.3pt>	+11.8 <+9.3>	106.8% <105.3%>	101.9%
SG&A expenses	80.3 <79.0>	8.5% <8.5%>	(-0.4pt) <-0.4pt>	+3.0 <+1.7>	103.9% <102.3%>	96.2%
Operating income	106.7 <105.4>	11.3% <11.4%>	(-0.0pt) <+0.1pt>	+8.8 <+7.5>	109.0% <107.7%>	106.7% * 108.1%
Recurring income	108.4 <107.2>	11.5% <11.5%>	(+0.0pt) <+0.1pt>	+9.2 <+7.9>	109.3% <108.0%>	106.9%
Profit attributable to owners of parent	73.1 <72.2>	7.7% <7.8%>	(-0.1pt) <-0.1pt>	+4.9 <+4.0>	107.3% <106.0%>	106.1%

The figures in the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

* The progress ratio excluding the impact from the new consolidation of Nelito.

(Reference) Factors for the Change in Net Sales

Net sales rose ¥6,130 million (up 7.1%) year-on-year when the impact of the change of DTC's accounting period is excluded.



Non-Consolidated Results

Net sales increased ¥3,830 million year on year due to the increased income in the Finance and the Corporate Solutions segments.

Operating income rose ¥770 million year on year with an increase in the strategic usage of SG&A expenses offset by an increase in profit resulting from higher income and the reduction of unprofitable projects.

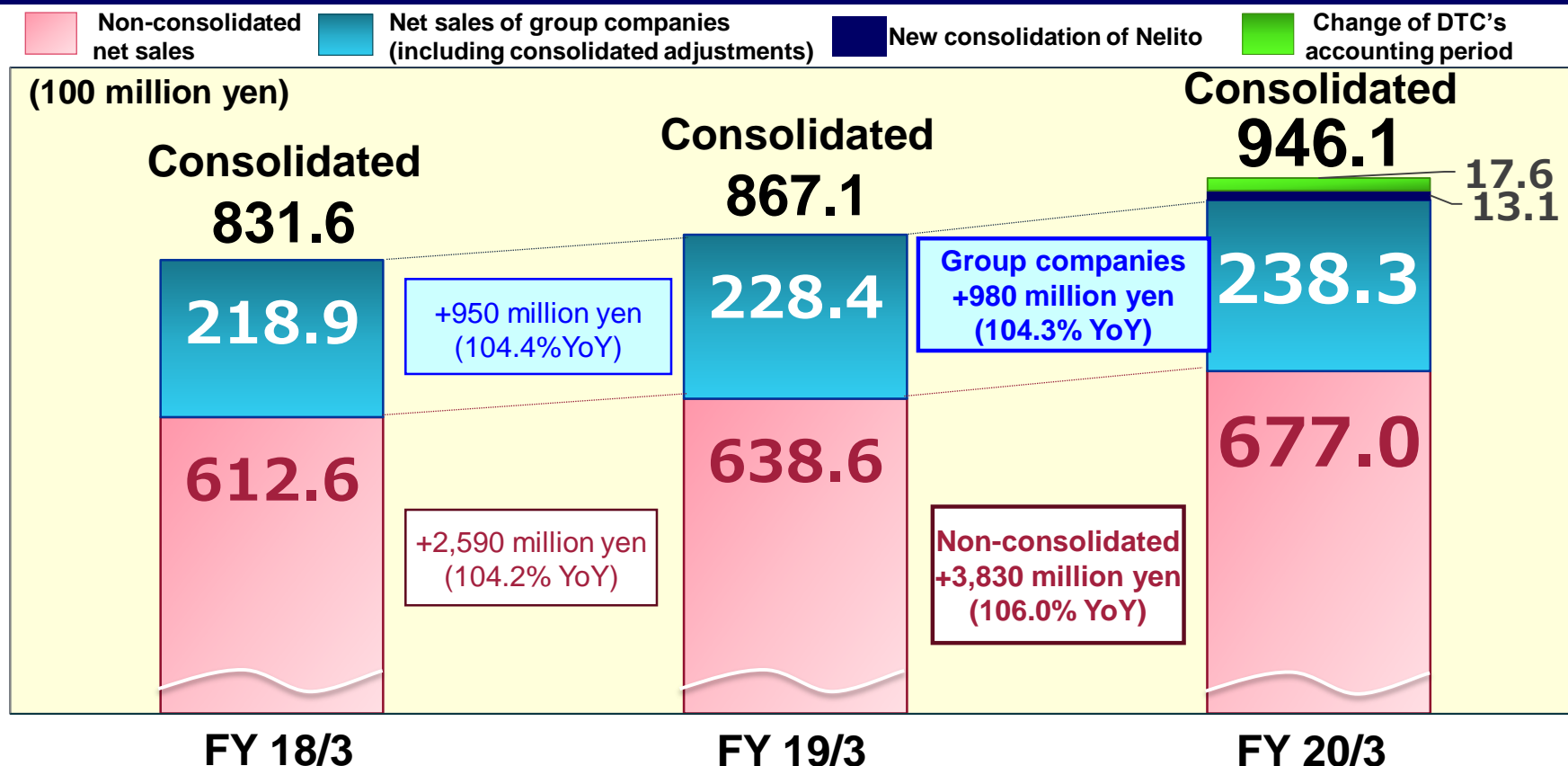
(Units: 100 million yen, %)	Results	Ratio to sales (%) / YoY		Year on year	
Net sales	677.0	—		+38.3 <+62.2>	106.0% <110.1%>
Gross profit	136.2	20.1% <20.1%>	(+0.2pt) <+0.1pt>	+8.8 <+13.0>	107.0% <110.6%>
SG&A expenses	49.8	7.4% <7.4%>	(-0.3pt) <-0.2pt>	+1.1 <+3.5>	102.3% <107.6%>
Operating income	86.3	12.8% <12.8%>	(+0.4pt) <+0.3pt>	+7.7 <+9.5>	109.8% <112.5%>
Recurring income	92.2	13.6% <13.6%>	(+0.7pt) <+0.5pt>	+9.4 <+11.2>	111.4% <114.0%>
Net income	64.9	9.6% <9.6%>	(+0.4pt) <+0.2pt>	+6.0 <+7.2>	110.2% <112.6%>

* The year-on-year changes are figures after adjustment for the impact of the merger with DATALINKSCORPORATION conducted in 2018.

The figures in the brackets (<>) are results before the adjustment.

Changes in Net Sales [Non-Consolidated/Group Companies]

Non-consolidated (DTS) net sales increased 3,830 million yen thanks to positive results in segments pertaining to government-related financial institutions and housing. Net sales of the Group companies grew 980 million yen year-on-year (excluding the impact from the new consolidation of Nelito and the change in DTC's accounting period) as a result of the strong performance of the regional business segment.

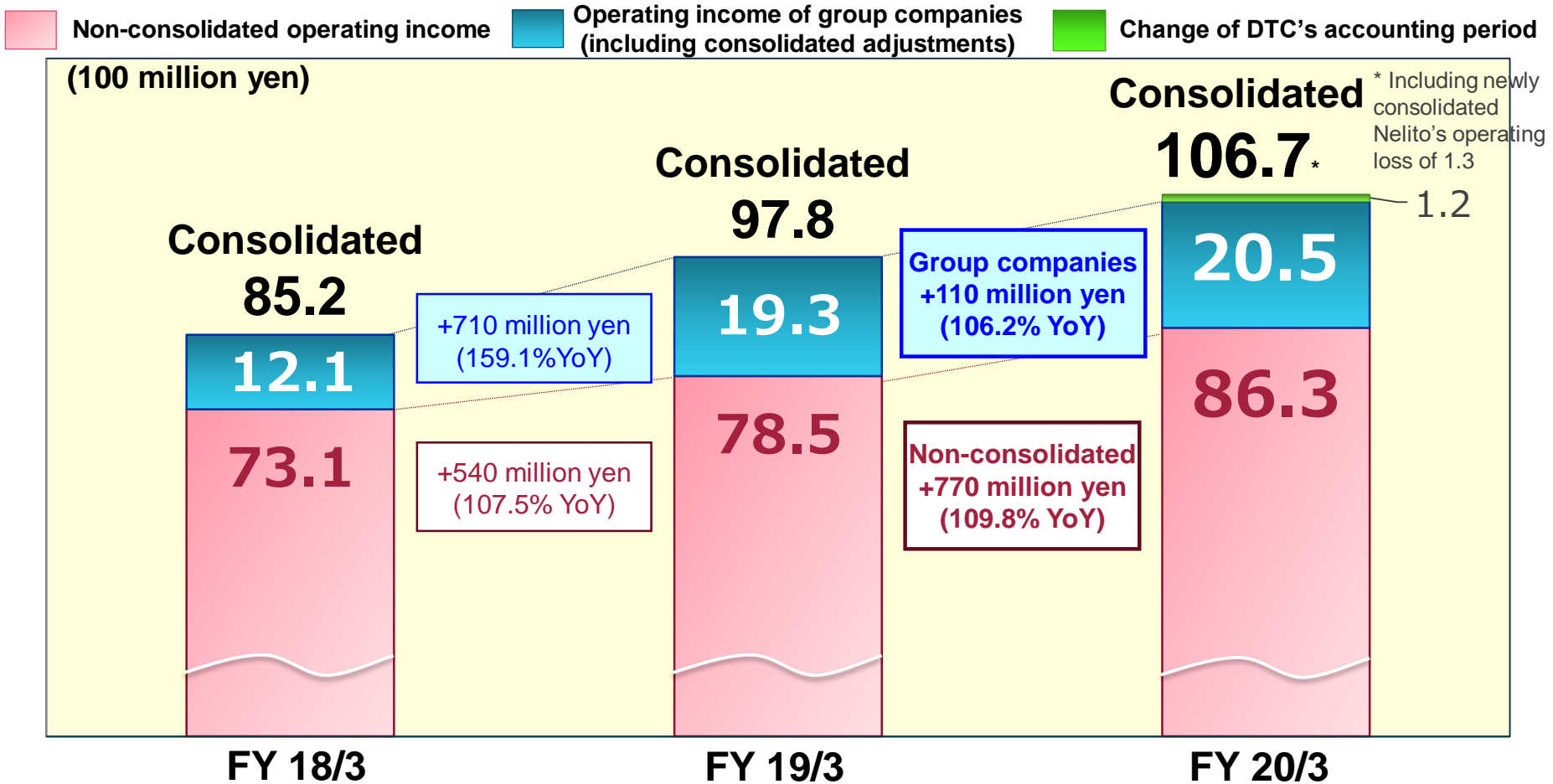


The non-consolidated net sales for the fiscal year ended March 31, 2018, and the fiscal year ended March 31, 2019, are figures after adjustment for the impact of the merger with DATALINKS CORPORATION conducted in 2018.

Change in Operating Income [Non-Consolidated/Group Companies]

Non-consolidated (DTS) operating income increased 770 million yen thanks to a rise in profit resulting from an increase in sales.

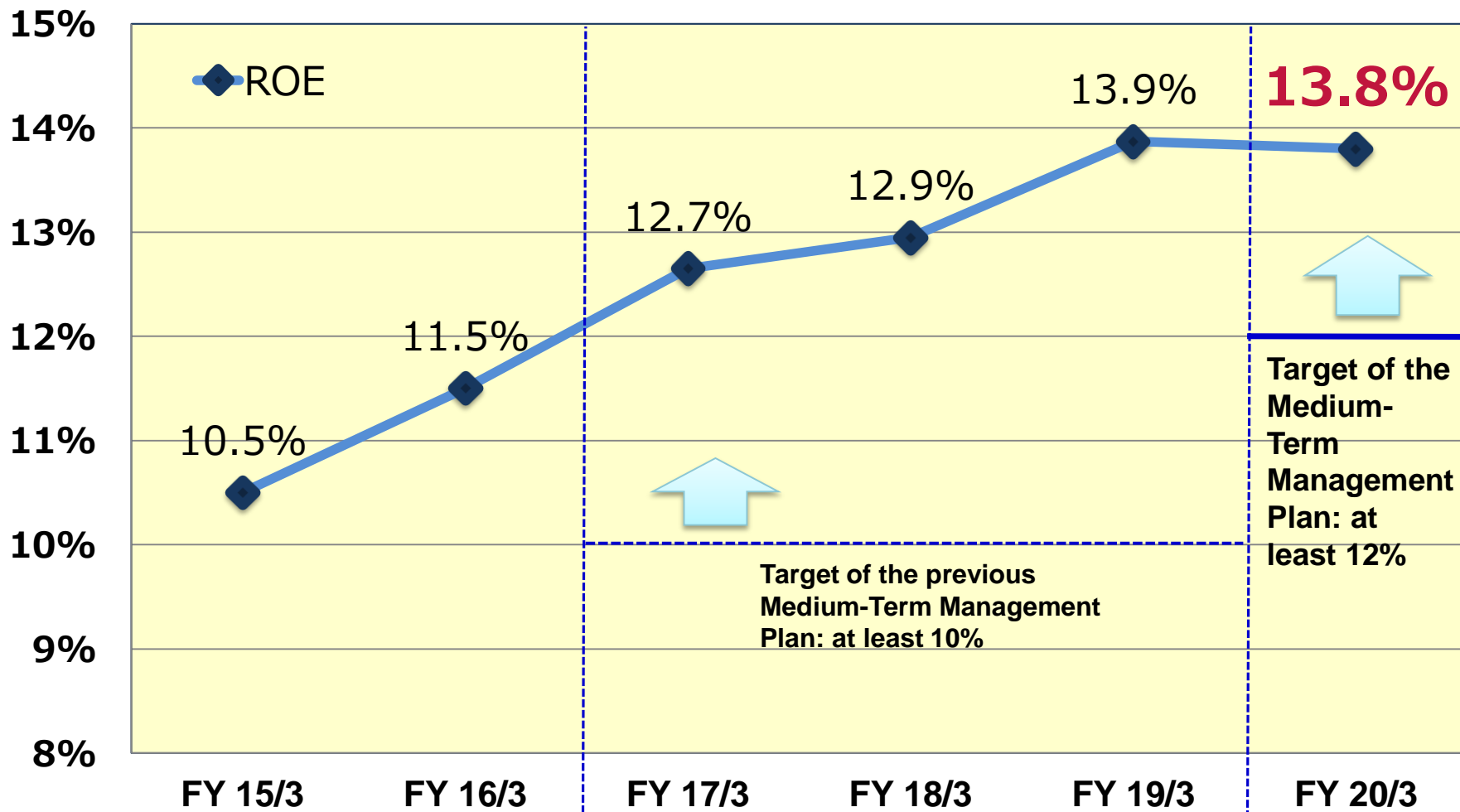
Operating income of the Group companies rose 110 million yen due to the increase in net sales, despite a reactionary fall due to the absence of special demand for the embedded business that existed in the previous year and a loss recorded at Nelito.



The non-consolidated net sales for the fiscal year ended March 31, 2018, and the fiscal year ended March 31, 2019, are figures after adjustment for the impact of the merger with DATALINKS CORPORATION conducted in 2018.

Change in Consolidated ROE

Consolidated ROE stood at 13.8%, exceeding the 12% target in the Medium-Term Management Plan.



Net Sales by Segments

- Net sales in the Finance and Society segment grew thanks to an increase in government-related financial institutions, large securities projects, etc.
- Net sales in the Corporate Solutions segment increased thanks to strong results of housing-related and other projects.
- Net sales in the Operational Infrastructure BPO segment remained unchanged year-on-year when the impact of the change of DTC's accounting period is excluded.
- Net sales in the Regional, Overseas, Etc. segment grew, which was mainly attributable to strong results of the regional segment and new consolidation of Nelito.

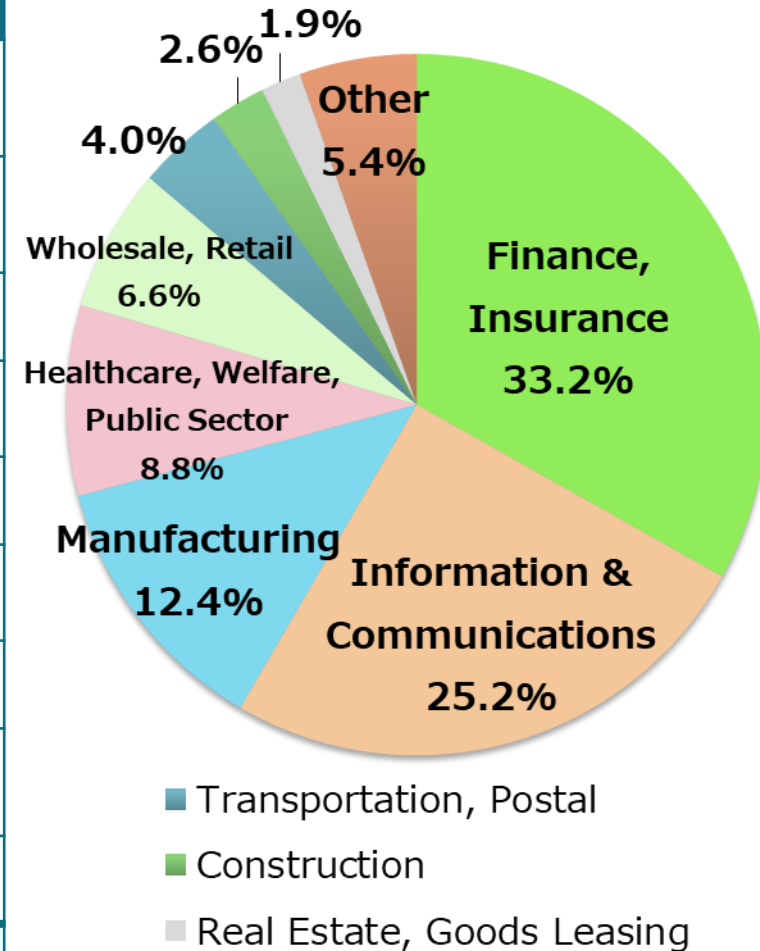
(Units: 100 million yen, %)	Results	Ratio to sales (%)/ YoY		Year on year		Progress for initial forecast
Net sales	946.1 <928.5>	—		+79.0 <+61.3>	109.1% <107.1%>	101.2%
Finance and society	308.3	32.6% <33.2%>	(-1.6pt) <-0.9pt>	+12.2	104.1%	99.5%
Corporate solutions	276.4	29.2% <29.8%>	(-0.2pt) <+0.4pt>	+21.3	108.4%	101.3%
Operational Infrastructure BPO	248.7 <231.1>	26.3% <24.9%>	(+0.3pt) <-1.1pt>	+23.6 <+5.9>	110.5% <102.6%>	96.4%
Regional, overseas, etc	112.5	11.9% <12.1%>	(+1.4pt) <+1.6pt>	+21.7	123.9%	119.7%

* The results represent net sales outside the Group and the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

(Reference) Consolidated Sales by End User

Industrial Classification of METI

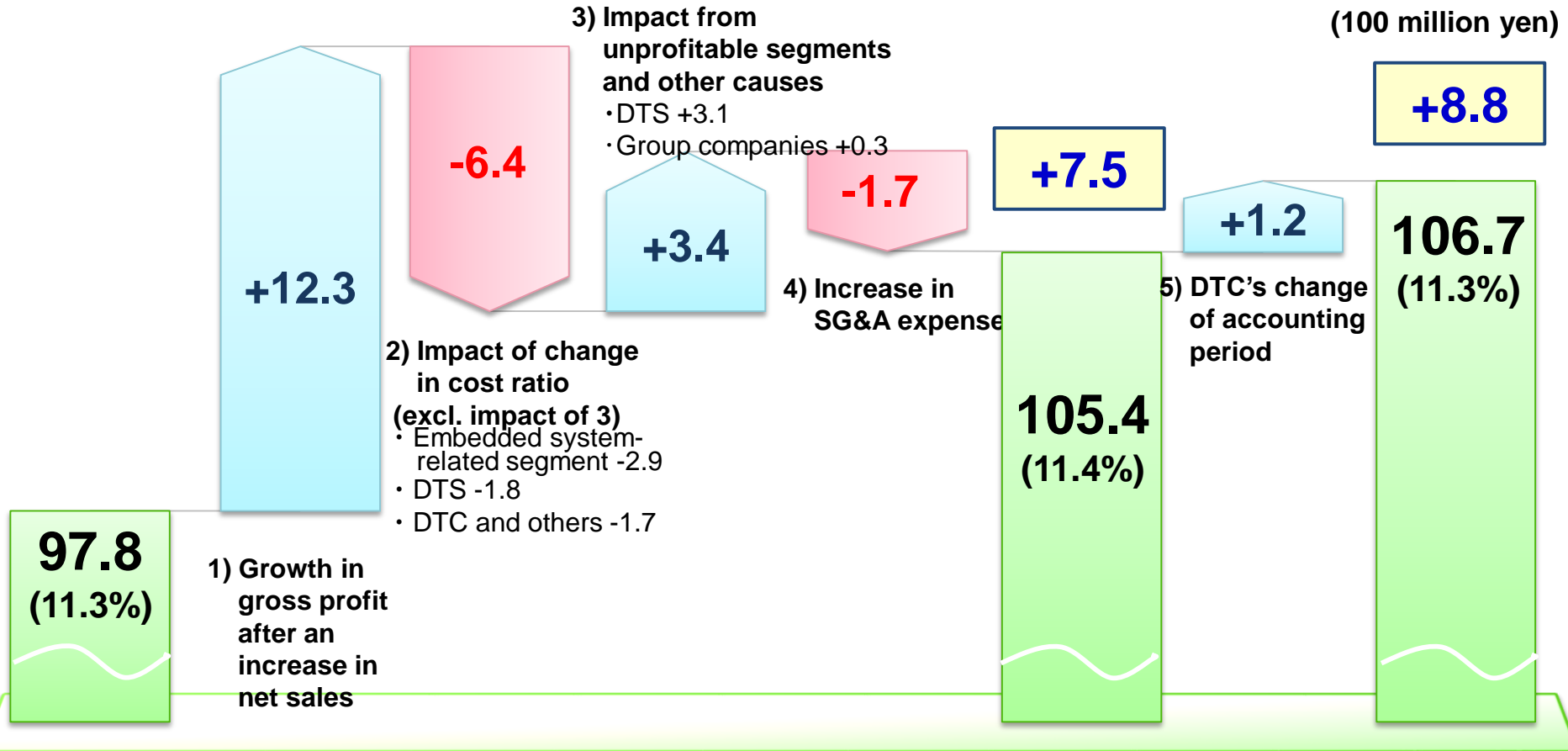
(100 million yen)	Amount	Composition ratio	Year on year	
			Change	Ratio
Finance, Insurance	307.8	33.2%	+13.5 (*)	104.6%
Information & Communications	234.4	25.2%	+7.4 (*)	103.3%
Manufacturing	115.1	12.4%	+9.1	108.6%
Healthcare, Welfare, Public Sector	81.5	8.8%	+8.4	111.5%
Wholesale, Retail	61.4	6.6%	+4.9	108.7%
Transportation, Postal	36.8	4.0%	+2.3	106.8%
Construction	23.7	2.6%	+10.7	182.9%
Real Estate, Goods Leasing	17.1	1.9%	+5.3	144.7%
Other	50.2	5.4%	-0.6	98.8%
Total	928.5	100.0%	+61.3	107.1%



* Includes sales in newly consolidated Nelito: up 6.5 for Finance/Insurance, and up 5.1 for Information & Communications.

Reason for an Increase in Consolidated Operating Income

Operating income rose 880 million yen due to an increase in profit resulting from higher sales and the curbing of unprofitable projects, offsetting a reactionary fall in sales due to the absence of demand for the embedded system business that existed in the previous year and other factors.



FY 19/3

FY 20/3

Order Volume and Order Backlog by Segments



[Order Backlogs]

- Decreased in the Finance and Society segment, largely due to the completion of OA projects and the reduction of megabank projects.
- Increased in the Corporation Solutions segment due to growth in SAP and other solution projects.
- Increased in the Operational Infrastructure BPO segment due to increases in projects, primarily for telecommunications operators.
- Increased in the Regional, Overseas, Etc. segment chiefly due to the consolidation of Nelito.

(Units: 100 Million yen, %)	Order Volume				Order Backlog			
	Results	Composition ratio	Year on year		Results	Composition ratio	Year on year	
Total	961.0 <933.6>	–	+68.1 <+40.6>	107.6% <104.6%>	406.2 <396.5>	–	+26.8 <+17.1>	107.1% <104.5%>
Finance and society	300.7	31.3% <32.2%>	-2.5	99.1%	146.5	36.1% <37.0%>	-7.6	95.0%
Corporate solutions	278.9	29.0% <29.9%>	+16.1	106.1%	75.4	18.6% <19.0%>	+2.4	103.4%
Operational Infrastructure BPO	269.7 <242.3>	28.1% <26.0%>	+34.8 <+7.4>	114.9% <103.2%>	153.9 <144.2>	37.9% <36.4%>	+20.9 <+11.2>	115.8% <108.5%>
Regional, overseas, etc	111.5	11.6% <11.9%>	+19.6	121.4%	30.3	7.5% <7.6%>	+11.0	157.1%

The figures in the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

(Reference) Group Company Results for FY 20/3



(Units: 100 million yen, %)	FY 20/3						FY 19/3	
	Net sales			Operating income			Net sales	Operating income
	Amount	YoY (%)		Amount	YoY (%)			
DIGITAL TECHNOLOGIES CORPORATION	114.8 <92.4>	+32.2 <+9.8>	139.0% <111.9%>	3.8 <2.6>	+1.4 <+0.2>	160.3% <108.4%>	82.6	2.4
DTS INSIGHT CORPORATION	70.5	+1.0	101.5%	8.0	-0.8	90.5%	69.5	8.9
JAPAN SYSTEMS ENGINEERING CORPORATION	54.9	+2.7	105.3%	4.0	+0.6	120.8%	52.1	3.3
DTS WEST CORPORATION	33.8	+2.3	107.4%	3.5	+1.3	159.3%	31.5	2.2
KYUSHU DTS CORPORATION	22.7	+1.3	106.2%	2.0	+0.2	114.7%	21.4	1.8
DTS America Corporation	6.0	+0.4	107.4%	0.2	-0.3	39.1%	5.6	0.6
MIRUCA CORPORATION	5.1	+0.2	104.6%	0.5	-0.0	94.1%	4.9	0.5
DTS (Shanghai) CORPORATION	1.8	-0.5	77.8%	0.0	-0.0	31.8%	2.4	0.1
Nelito Systems	13.3	-	-	-1.3	-	-	-	-

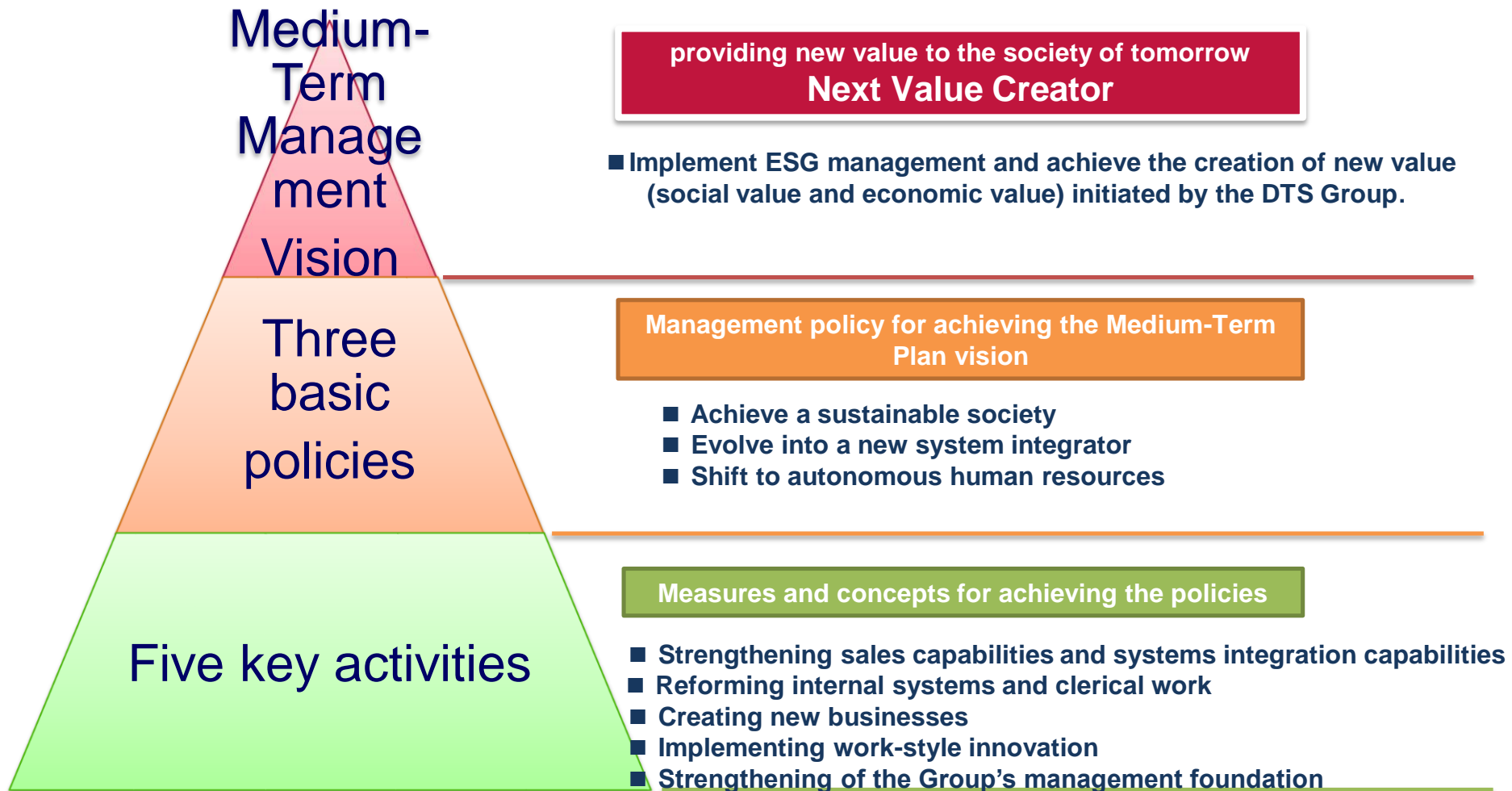
The figures in the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

/ Values for intra-group transactions are included in the results.

2. Status of Key Activities in Fiscal Year Ended March 31, 2020

Medium-Term Management Plan: Key Activities

Under the Medium-Term Plan vision, focus on three policies and five key activities that contribute to the sustainable growth of society and increase the Company's corporate value.



Medium-Term Management Plan: Key Activities

Establish five key activities to implement the three basic policies.
Plan and implement specific measures for each segment.

Five key activities

Strengthening sales capabilities and systems integration capabilities

- Integrate solution sales and account sales
- Strengthen project management
- Use overseas Group companies (offshore expansion)

Creation of new business

- Adapt to and create digital business through the DX promotion office
- Expand human resources for new technologies (AI and IoT)
- Create solutions to social issues (SDGs)

Strengthening of the Group's management foundation

- Strengthen the Group structure through reorganization
- Strengthen the Group through M&A
- Manage and disclose information, taking ESG into account

Reform of internal systems and clerical work

- Thoroughly rationalize the operation processes
- Actively apply advanced technologies to internal systems

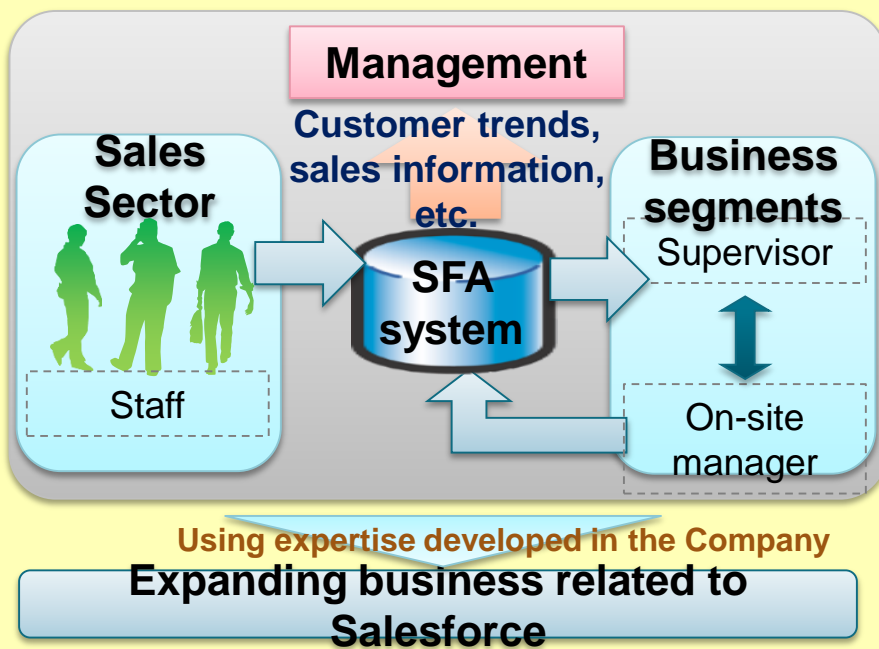
Implementation of work-style reforms (Personnel system reforms, health management)

- Revise the personnel appraisal system (recognize employees' efforts to take on challenges)
- Introduce a system to support a variety of work styles (support for returning to work and telework)

Enhanced the SFA system (Salesforce) to visualize sales activities in individual divisions and promote information sharing, thereby strengthening sales capabilities. Promoted initiatives to gain new customers to achieve the sales target for the final year of the Medium-Term Plan and sustainable growth. Sales from new customers were 1.6 times greater than the level in the previous fiscal year.

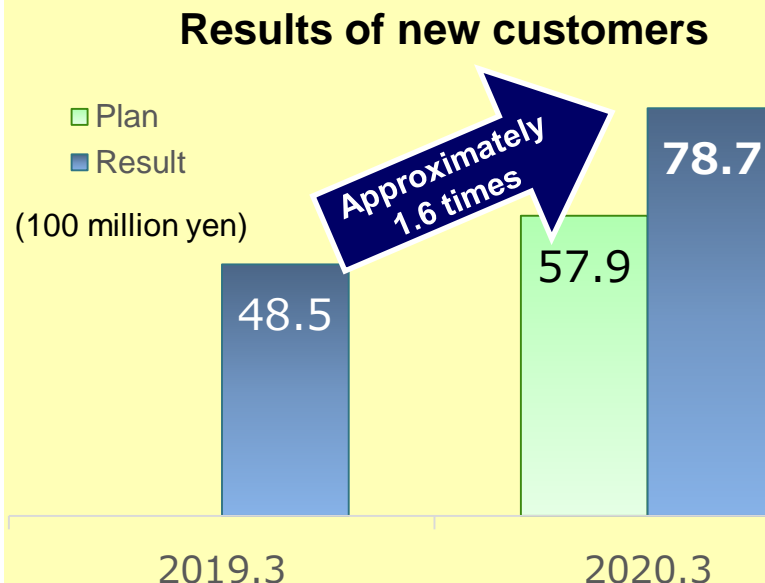
Enhancing SFA system

Enhanced the SFA system (Salesforce) to improve sales efficiency.



Gaining new customers

Expanded the customer base, primarily in the corporate solution segment including housing solutions.



Promoted offshore orders to increase cost competitiveness. Strengthened the base of IT human resources and increased SI competitiveness by leveraging Group companies overseas.

Curbed the amount of unprofitable projects at the target level, 0.5% of sales or less.

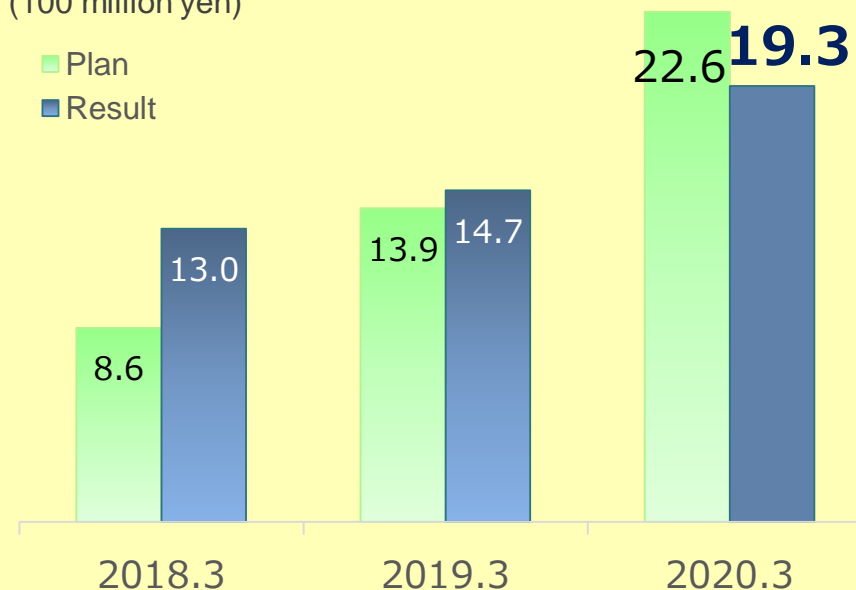
Offshore orders

Actively used offshore orders in financial projects and promoted cooperation with DTS Vietnam.

Amount of offshore orders made

(100 million yen)

■ Plan
■ Result

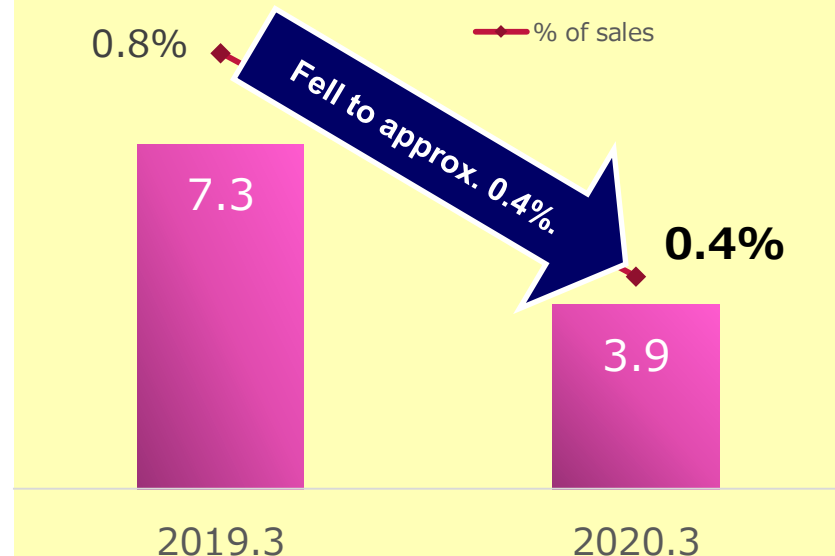


Unprofitable projects

Curbed unprofitable projects by strengthening management and visualizing risks thoroughly.

Amount of unprofitable projects

■ Amount of unprofitable projects (100 million yen)
◆ % of sales



Creating new businesses (1)

In March 2020, started to provide the core system that the Company has developed jointly with a housing construction company. There are plans to develop it as a solution for housing construction companies.

Developed cloud services that help with stores' sales initiatives through data analysis using AI and visualization using BI, in cooperation with a major POS maker.

Core system for housing construction companies

Provide the core system as solutions and expand the housing field.

Enhancing solutions for housing construction companies

Core system

Living space presentation CAD



Walk in home

Human resources and accounting solutions

Providing total solutions

Customers of Walk in home

Store intelligence

Provide new added value to a range of customers of POS makers at low costs.

DTS



- Sales forecasting
- Analysis of sales of different products
- Recommendations
- Behavior characteristics

Subscription

POS makers



POS data
Customer data

Sales

Cooperation

Customers of POS makers

Creating new businesses (2)

Responding to the shift to DX and SoE business, the Company is focusing on winning projects that leverage new technologies, including CAMBRIC, and cultivating human resources who can actively participate in those projects. DX-related sales increased approximately twofold year on year and accounted for 22.7% of consolidated sales. There were approximately 3.3 times as many people with DX-related qualifications than the level in the previous fiscal year. The Company aims to continue to expand and accelerate DX.

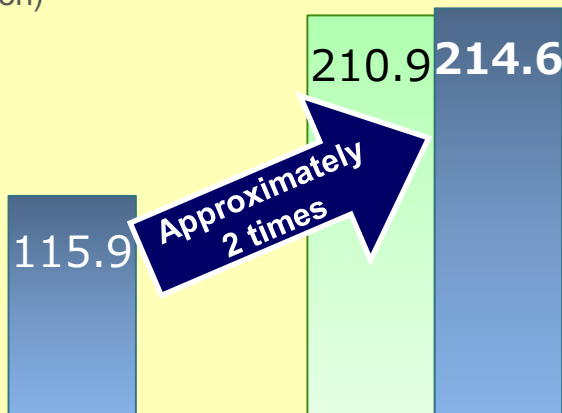
DX-related sales

Sales in the cloud business and solution business expanded. The Company is strengthening AI and IoT capabilities.

Sales in DX-related business

(100 million yen)

□ Plan
■ Result



2019.3

2020.3

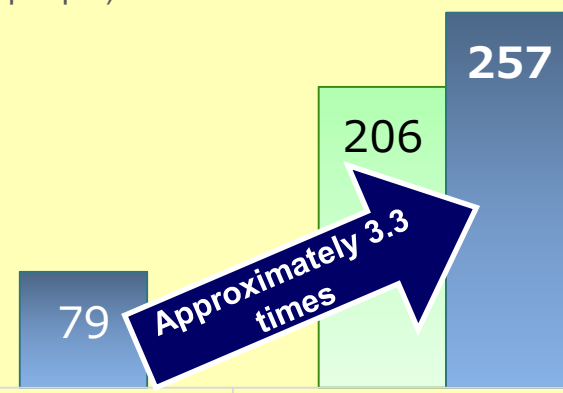
Cultivation of DX-related human resources

The number of people with AI qualifications, for whom demand is expanding, has exceeded 100.

Number of people with DX-related qualifications

(Number of people)

□ Plan
■ Result



End of FY 19/3

End of FY 20/3

Strengthening the groupwide management base

Published a DTS Group REPORT in February 2020 to promote constructive communication with stakeholders and renewed the DTS website on April 1 to actively disseminate information. Currently consolidating two development centers into a new one to facilitate cooperation within the Group. The new development center will open towards the end of June.

Renewal of integrated report and website

Published a DTS Group REPORT and renewed the website to deepen the understanding of the Company.

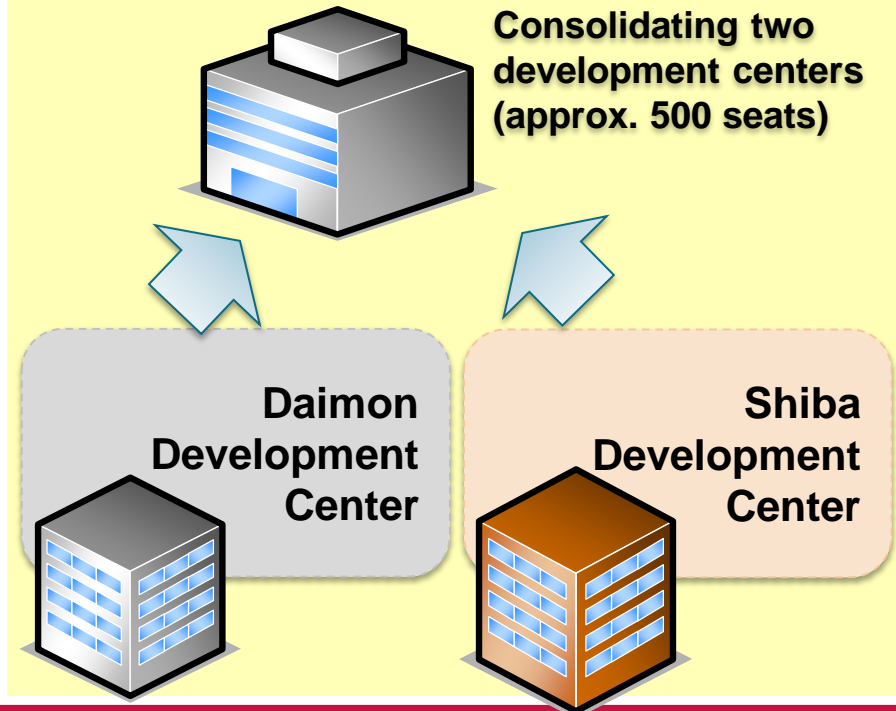
Renewed website of DTS



DTS Group REPORT

Establishment of a development center

Will establish a new development center to strengthen cooperation within the Group and increase productivity.

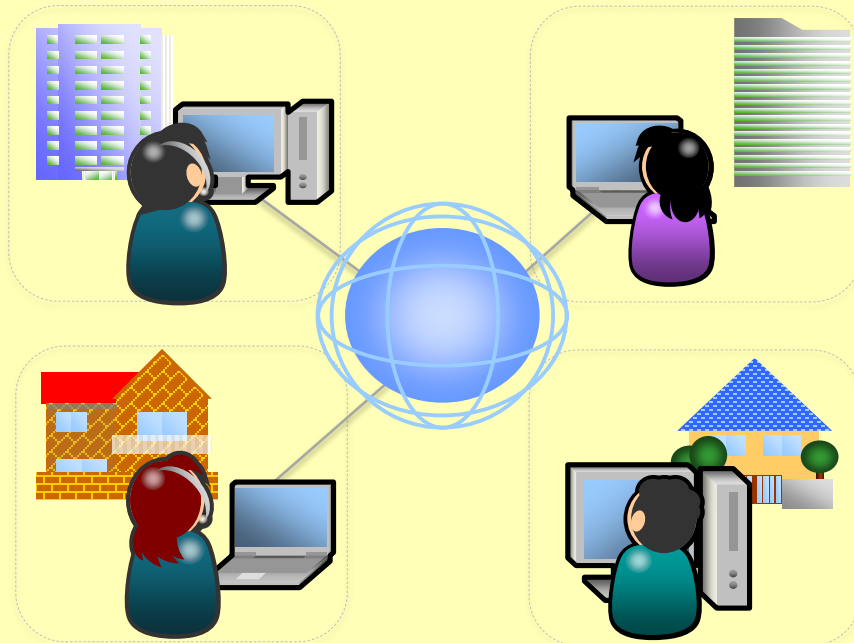


For diverse ways of working, the Company will change internal computers to thin-clients and will promote teleworking.

For health management, the Group is developing an environment that promotes work-life balance. DTS received second-level Eruboshi certification in October 2019 and obtained certification as a Health Management Excellence Corporation 2020 in March 2020. DTS WEST obtained Kurumin certification in February 2020.

Promotion of teleworking

Changed the Group's computers to thin-clients. Promoted teleworking.



Initiatives for health management

DTS obtained certification as a Health & Productivity Management Outstanding Organization 2020 and as Eruboshi (second level) under the Act on Promotion of Women's Participation and Advancement in the Workplace.



DTS WEST obtained Kurumin certification as a company that supports childcare.

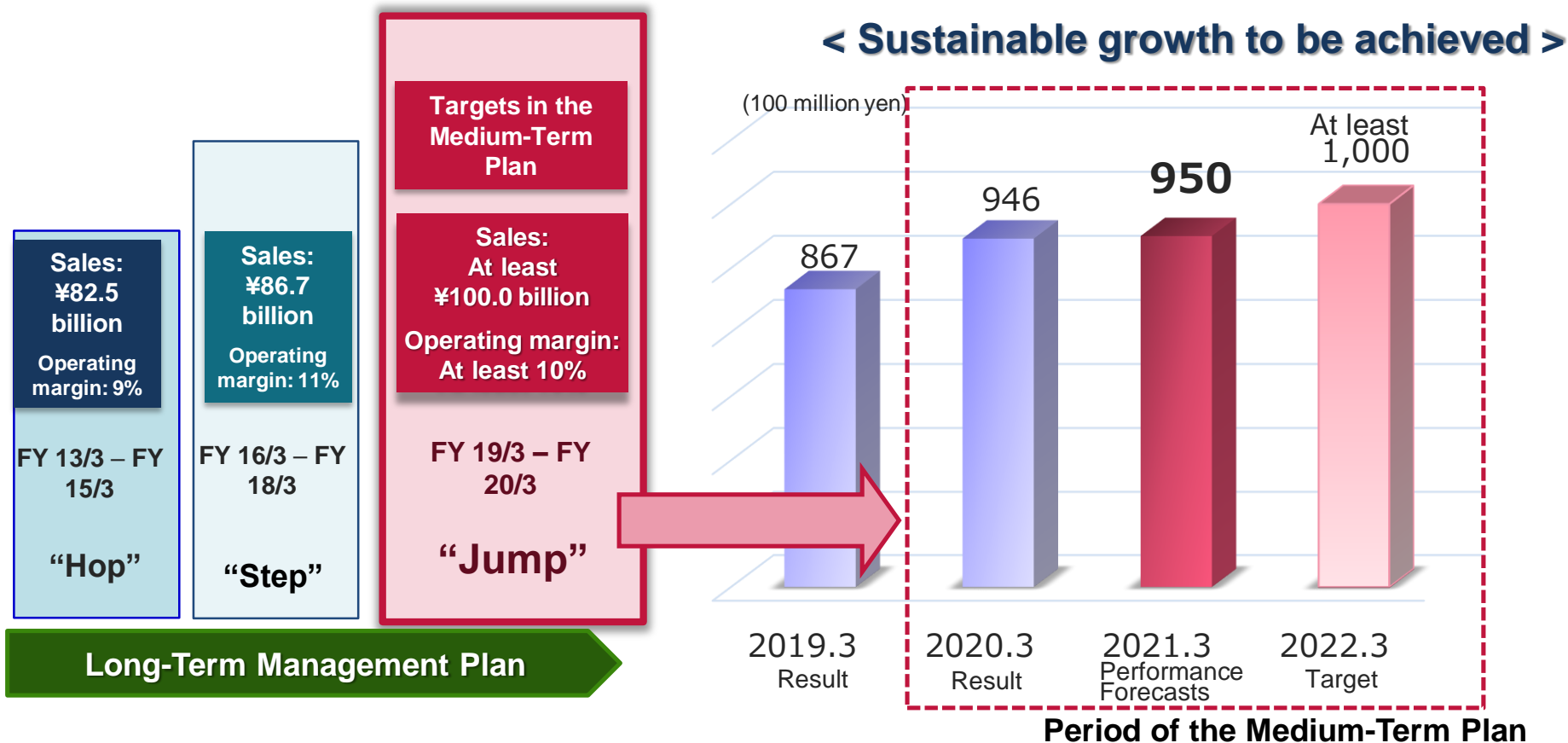


3. FY 21/3 Forecast

Fiscal Year Ending March 2021: Outlook for Net Sales

Although IT investment is expected to be curbed due to declines in results at customers from the spread of COVID-19 coronavirus, investment for the development of the digital business using new technologies and for changing legacy systems are expected to continue.

The order backlog at the end of March 2020 is greater than the year-ago level. The Company aims to achieve sales at the same level as in the previous year during the second year of the Medium-Term Plan, where the Company aims for transformation for the future.



Outlook for the Group's Business Environment



Sector	Outlook for IT Investment
Finance, Insurance	<ul style="list-style-type: none"> • Banks are expected to reduce existing operations and focus on investment in asset management and digital service. • Investment related to cashless settlement is likely to continue. <ul style="list-style-type: none"> • Both life and non-life insurers are expected to look for new demand, aiming to change the existing revenue model.
Information & Communications	<ul style="list-style-type: none"> • In the communications sector, demand for enhancing the communication infrastructure is expected mainly in the remote business. New services and business using 5G, the IoT, and DX is likely to be developed.
Manufacturing	<ul style="list-style-type: none"> • Development investment related to automobiles is anticipated to focus on automated driving and ADAS. Other investment is likely to be reduced.
Other	<ul style="list-style-type: none"> • The healthcare, welfare, and public sector will be steady. There will be demand for the maintenance, the development, and the replacement of equipment from pension funds, mutual aids, and government offices. <ul style="list-style-type: none"> • Because SAP ERP support will expire, replacing existing products with SAP S/4 HANA is likely to accelerate in industries, and the environment is expected to be favorable.

The Company has noted four key points based on the five key activities specified in the Medium-Term Plan and the results of activities in the previous fiscal year. The Company plans and will implement specific initiatives.

**Strengthening sales capabilities and systems integration capabilities
Creating new businesses**

(i) Accelerating DX

- Increasing sales, using new technologies, including ones related to CAMBRIC
- Cultivating engineers related to DX
- Creating new solutions

Strengthening of the Group's management foundation

(ii) Strengthening the global business structure

- Strengthening the structure of overseas Group companies (M&A, alliances)
- Consolidating three companies (DLSE, DLSE Japan, and DTS Software Vietnam)

Reforming internal systems and clerical work

(iii) Using DX technologies in developing internal systems

- Improving administrative efficiency using AI, accumulating DX technology experience, while improving productivity and quality

Implementation of work-style reforms (Personnel system reforms, health management)

(iv) Laying a foundation for cultivating autonomous employees

- Creating a system and a culture to appropriately evaluate autonomous employees and those taking on challenges and reviewing allowances

Net sales are expected to increase 380 million yen year on year, remaining roughly flat from the previous fiscal year.

Operating income is forecast to rise 20 million yen year on year, exceeding 10 billion yen, a target in the Medium-Term Plan, for the second consecutive year. The ratio to sales is expected to exceed 10% for the fifth consecutive year.

(Units: 100 million yen, %)	Amount	Ratio to sales (%)/ YoY		Year on year	
Net sales	950.0	—		+3.8 <+25.7>	100.4% <102.8%>
Gross profit	187.0	19.7%	(-0.1pt)	-0.0	100.0%
SG&A expenses	80.0	8.4%	(-0.1pt)	-0.3	99.6%
Operating income	107.0	11.3%	(+0.0pt)	+0.2 <+1.6>	100.2% <101.6%>
Recurring income	108.5	11.4%	(+0.1pt)	+0.0 <+1.4>	100.0% <101.4%>
Profit attributable to owners of parent	74.0	7.8%	(+0.0pt)	+0.8 <+1.7>	101.1% <102.4%>

The figures in the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

Full-Year Forecast for FY 21/3 [Sales by Segment]

- In Finance and society, sales are expected to fall due to the curbing of investment in conventional systems at financial institutions.
- In Corporate solutions, the Company aims for further growth mainly in the solution business.
- In Operational Infrastructure BPO, sales are expected to increase due to the expansion of projects mainly in the information and communication business.
- In Regional, overseas, etc., the Company aims for expansion by strengthening local sales and consolidating companies.

(Units: 100 million yen, %)	Results of previous year	Forecasts	Ratio to sales (%)	Year on year	
Net sales	946.1	950.0	—	+3.8 <+25.7>	100.4% <102.8%>
Finance and society	308.3	304.0	32.0%	-4.3	98.6%
Corporate solutions	276.4	286.5	30.2%	+10.0	103.6%
Operational Infrastructure BPO	248.7	237.5	25.0%	-11.3 <+10.6>	95.5% <104.7%>
Regional, overseas, etc.	112.5	122.0	12.8%	+9.4	108.4%

The figures in the brackets (<>) are results after adjustment for the impact of the change of DTC's accounting period.

FY 21/3 Dividend

The Company will increase the year-end dividends per share for FY ended March 2020 by 5 yen from the initial projection, to 35 yen, taking the annual dividend to 55 yen to achieve a total return ratio of 45% or more, a target in the Medium-Term Plan. The projected annual dividend for the fiscal year ending March 2021 is 55 yen. The projected total return ratio is 47.5%.

	End of first half	Year end	Full year	Total return ratio (consolidated)	Payout ratio (consolidated)
FY 21/3 (Forecast)	¥25	¥30	¥55	47.5% *1	34.1%
FY 20/3 *2	¥20	¥35	¥55	45.7% *3	34.8%

*1: Scheduled to acquire approx. 1,000 million yen of treasury stock in May and June 2020.

*2: The figures for the fiscal year ended March 2020 are the values converted to those after the stock split.

(The Company executed a 2-for-1 common stock split effective on July 1, 2019.)

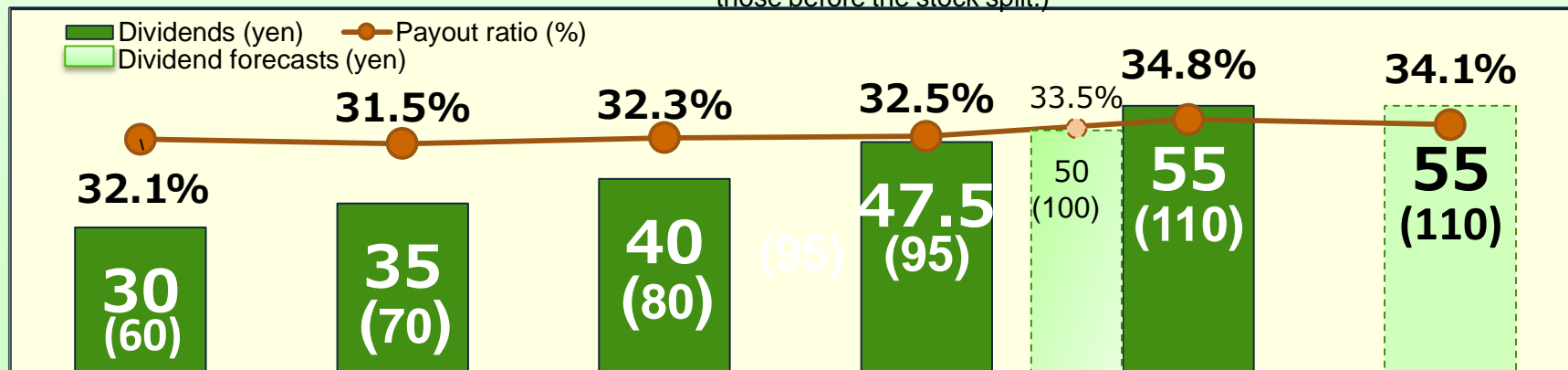
~~*3 : Acquired 177,600 shares of treasury stock (approx. ¥800 million) in May 2019.~~

Changes in Dividends, Payout Ratio, Total Return Ratio, Etc.

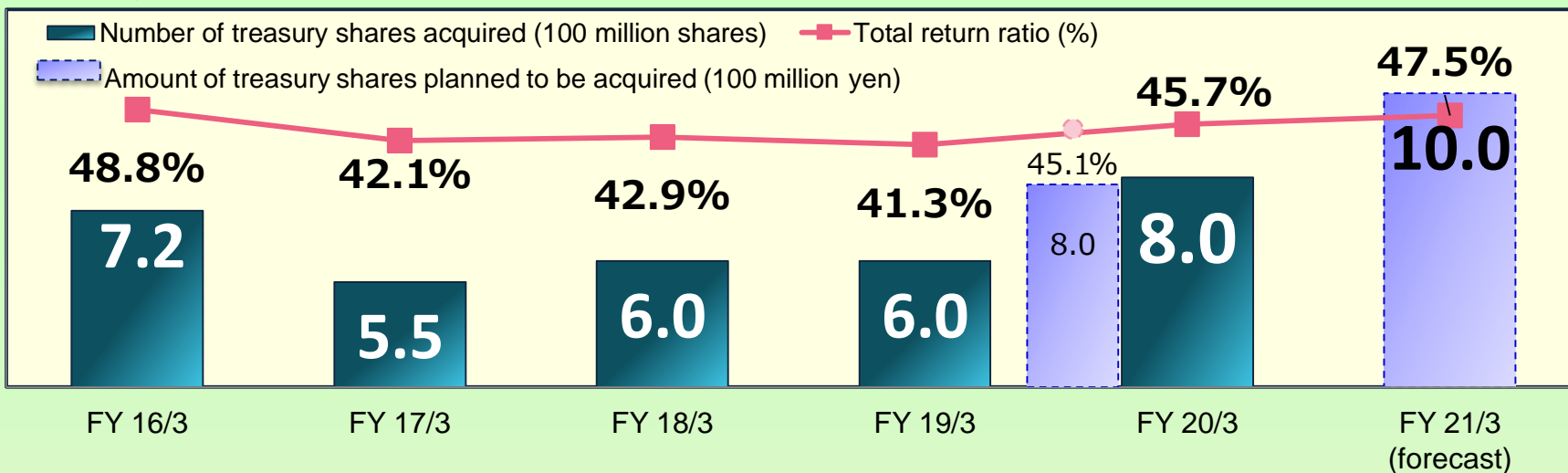
The Company will continue to pay stable dividends and will purchase treasury stock, aiming to achieve a total return ratio of 45% or more, a target in the Medium-Term Plan.

■ Changes in dividends and payout ratio

(The dividends are amounts after applying the stock split. The figures in parentheses are amounts before the stock split or amounts equivalent to those before the stock split.)



■ Changes in total return ratio and number of treasury stock acquired



Other information

(Reference) Major Press Releases (1)



Date of release	Company	Title, brief description
2020		
April 30	DTS	<p>Notice concerning dividend of surplus (dividend increase)</p> <p>DTS decided to increase the amount of the year-end dividend by 5 yen, to 35 yen (resulting in an increase in the amount of the annual dividend from 50 yen to 55 yen) to achieve a total return ratio of 45% or more, a target in the Medium-Term Plan.</p>
April 30	DTS	<p>Notice concerning determination of matters pertaining to treasury stock acquisition</p> <p>DTS acquired treasury stock to raise capital efficiency and increase shareholder returns. (Scheduled number of shares to acquire: 535,000; total amount: 1,000 million yen; period: May 1 to June 12, 2020)</p>
April 24	DTS	<p>DTS started to sell Pasteriot, an IoT platform for manufacturing sites to help achieve DX (digital transformation) using the IoT and AI.</p> <p>DTS started to sell Pasteriot, an IoT platform to help with digitization at manufacturing sites (edges), on April 24. Pasteriot can digitize information on production conditions of pieces of manufacturing equipment made by different manufacturers. Pasteriot helps increase operational efficiency and productivity by setting control rules at manufacturing sites and using AI.</p>
April 9	Digital Technology	<p>Digital Technology started to sell a system to obtain information on work hours while teleworking based on how employees use personal computers.</p> <p>Digital Technology started to sell a system to obtain information on work hours while teleworking on April 9. Digital Technology regularly obtains information on how personal computers (physical and virtual) are used—information on logins, logouts, applications used, URLs visited, the ratio of inactive periods—for each user and compiles and sends reports, thereby helping reduce the workloads of administrators.</p>
March 1	DTS WEST	<p>DTS WEST obtained the certification of a leading company in Osaka in terms of women’s participation and an <i>ikumēn</i> (men’s participation in childcare) promotion company. DTS WEST obtained the certification of a leading company in Osaka in terms of women’s participation (two stars), certification for supporting companies promoting women’s participation. DTS WEST obtained also the certification of an <i>ikumēn</i> promotion company as a company that supports men’s participation in childcare, housework, and community activities.</p> <p>The level of DTS WEST’s systems were recognized in relation to childbirth and childcare (10 weeks of maternity leave and reduced work hours until the child is in third grade in elementary school) that exceeds the level of systems specified by laws and male employees’ taking childcare leave.</p>

(Reference) Major Press Releases (2)



Date of release	Company	Title, brief description
2020		
February 28	DTS	<p>DTS posted DTS Group REPORT 2019.</p> <p>DTS posted DTS Group REPORT (2019) on its website.</p>
February 25	DTS INSIGHT	<p>DTS INSIGHT started to sell adviceXross, a JTAG debugging tool.</p> <p>DTS INSIGHT developed adviceXross, a JTAG debugging tool replacing adviceLUNA II, and started to sell it on February 25, 2020. It pursued a significant enhancement in response performance and ease of use in large-scale embedded software development. DTS Insight has improved the response performance significantly by enhancing the basic functions. New functions of adviceXross, including one to manage the hypervisor and a test automation function, improve debugging and testing efficiency.</p>
February 12	DTS	<p>DTS started to sell Store Intelligence, a data analysis service that uses AI and BI to aid brick-and-mortar stores in eliminating dependency on individuals for their operations and to save on labor.</p> <p>DTS developed Store Intelligence, a cloud service to aid stores in eliminating dependency on individuals for their operations and save on labor. Store Intelligence has an AI analysis function and a BI visualization function based on sales information and member information obtained from the POS system and the customer management system. As a first step toward expanding sales channels for Store Intelligence, DTS concluded a distribution agreement with Toshiba Tec Corporation, which started to sell Store Intelligence on February 12.</p>
February 4	DTS WEST	<p>DTS WEST obtained the Kurumin certification.</p> <p>DTS WEST obtained the Kurumin certification from the Ministry of Health, Labour and Welfare as a company supporting child rearing.</p> <p>DTS WEST achieved the targets set in the General Employer Action Plan (which includes the development of a system for female employees during pregnancy and after childbirth, and a counseling system, the introduction of no overtime days, and the promotion of the taking of annual paid leave).</p>
January 14	DTS INSIGHT	<p>DTS INSIGHT plans to sell the NETIMPRESS acorde flash onboard programmer.</p> <p>DTS INSIGHT will start selling NETIMPRESS acorde, a multi-channel programmer, as a successor model to the G-NETIMPRESS flash onboard programmer on February 20, 2020. The software reduces the time taken to write data into a flash microcomputer by improving communication baud rates and expediting internal processes.</p>

(Reference) Major Press Releases (3)



Date of release	Company	Title, brief description
2019		
December 16	DTS WEST	<p>DTS WEST received the “Kyoto city Brilliant area enterprise award” from Kyoto city.</p> <p>DTS WEST received the “Kyoto city Brilliant area enterprise award,” a category of awards that Kyoto city grants to regional companies, in recognition of initiatives such as the development of disaster prevention information systems for Kyoto city’s fire department and Kyoto city.</p>
December 9	DTS	<p>DTS started to sell ReSM plus, a BPO service that facilitates the digital transformation of internal help desk operations.</p> <p>DTS began offering ReSM plus, a BPO service for staff members of information systems or general affairs departments who are in charge of internal help desk operations, on December 9. The service offers digital technology-based support to improve the way internal FAQ and operation manuals are utilized.</p>
November 27	DTS	<p>DTS received the Eruboshi mark in a certification system instituted based on the Act on Promotion of Women's Participation and Advancement in the Workplace.</p> <p>DTS’s efforts were favorably evaluated in four of five evaluation items: 1. Recruitment, 2. Continuation of employment, 3. Workstyle-related matters such as working hours, and 5. Diverse career development paths, leading to the receipt of the second level of the three-level certification on October 17, 2019.</p>
November 11	DTS INSIGHT	<p>DTS INSIGHT developed the adviceXross JTAG debugging tool (to start being offered in the spring of 2020).</p> <p>DTS INSIGHT developed the adviceXcross as a successor model to the adviceLUNA II JATAG debugging tool. Significant improvements were made in the response performance thanks to the redesign of hardware and the GUI debugger for the advice series and the enhancement of basic functions. In addition, the product contributes to improvements in debugging and testing efficiency with the incorporation of new functions such as a hypervisor support function.</p>
October 7	DTS WEST	<p>“kotosora” chosen for the multilingual AI chatbot service provided by LanguageOne Corporation.</p> <p>“kotosora,” an AI FAQ solution by DTS WEST, was adopted for the multilingual AI chatbot service offered by LanguageOne Corporation, a company offering multilingual telephone/video interpretation services.</p>

(Reference) Major Press Releases (4)



Date of release	Company	Title, brief description
2019		
September 25	DTS INSIGHT	<p>DTS INSIGHT concluded a partnership agreement with SiFive as an authorized distributor for the Japanese market.</p> <p>DTS INSIGHT concluded a partnership agreement with SiFive, a U.S. company leading the commercial RISC-V processor IPs and semiconductor silicone solutions industry, to sell RISC-V IP and tools in the Japanese market.</p>
September 5	DTS WEST	<p>DTS WEST began offering of ‘kotosora for LGWAN’ operable on LGWAN as a first of such products in Japan.</p> <p>Began offering multilingual AI chatbot service on the Local Government Wide Area Network (LGWA). It allows local municipality staff to concentrate on operations that require human labor, such as the provision of services to local residents by using the chatbot’s operation for simple routine operations.</p>
August 5	DTS INSIGHT	<p>DTS INSIGHT began receiving orders for the system LSI design solution service.</p> <p>One-stop service for the design and production of hardware such as system LSIs, FPGAs and peripheral circuits/boards and the development of software such as OS and porting drivers. This service reduces the burden on customers for making arrangements with multiple vendors and management operations, enabling the design of LSIs implementing customized hardware and firmware.</p>
April 26	DTS	<p>India: DTS to Make Nelito Systems Ltd. a subsidiary</p> <p>DTS decided to make an additional purchase of the shares of Nelito Systems Limited to make it a subsidiary. The DTS Group will aim to expand its global business by creating further business synergy in its financial business segment.</p>

FY 20/3
Results Presentation

Thank you for your attention.

Creating New Value
MADE BY DTS Group

A red, stylized graphic element resembling a swoosh or a comet tail, positioned behind the text 'MADE BY DTS Group'.