

Results Presentation

Fiscal Year Ended March 31, 2009

May 18, 2009



DTS Corporation

<http://www.dts.co.jp/en/>

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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 Results for FY 09/3

Non-Consolidated Results

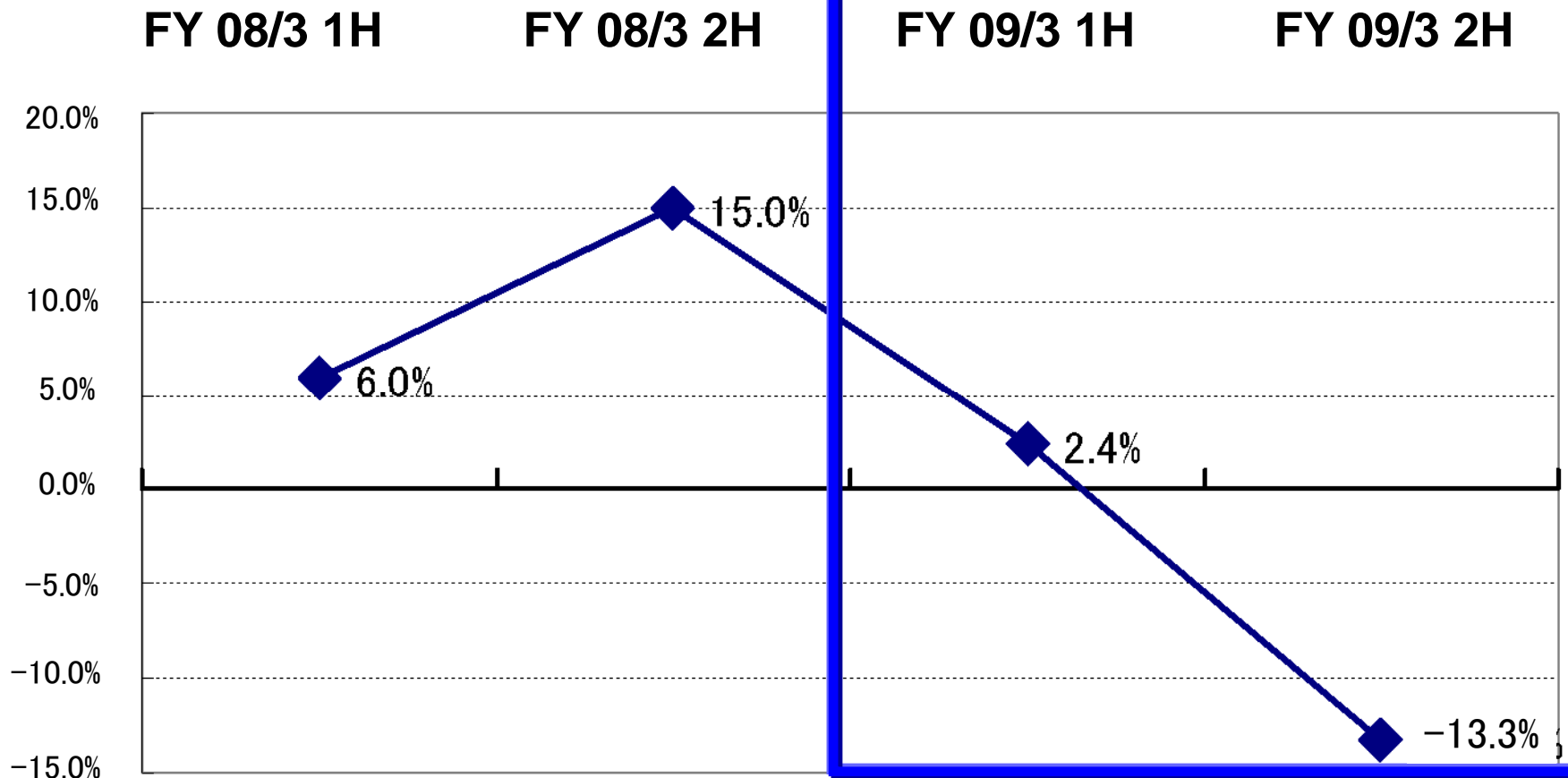
Net sales were down year on year due to conclusion of integration projects, and decline in IT spending.

Earnings were down year on year due to slow improvement in unit cost, and periods with standby employees.

(Units: Million yen, %)	Amount	Ratio to sales (%)	YoY (%)	Vs. forecast announced on Feb. 13, 2009 (%)
Net sales	38,339	—	93.9	96.8
Gross profit	6,066	15.8	75.4	95.5
Operating income	2,728	7.1	57.8	94.1
Recurring income	2,987	7.8	60.5	94.8
Net income	1,563	4.1	54.5	88.8

Net Sales (YoY variance; non-consolidated)

Sales were steady in the first half, but fell sharply in the second half with the economic downturn.



Sales by Service (non-consolidated)

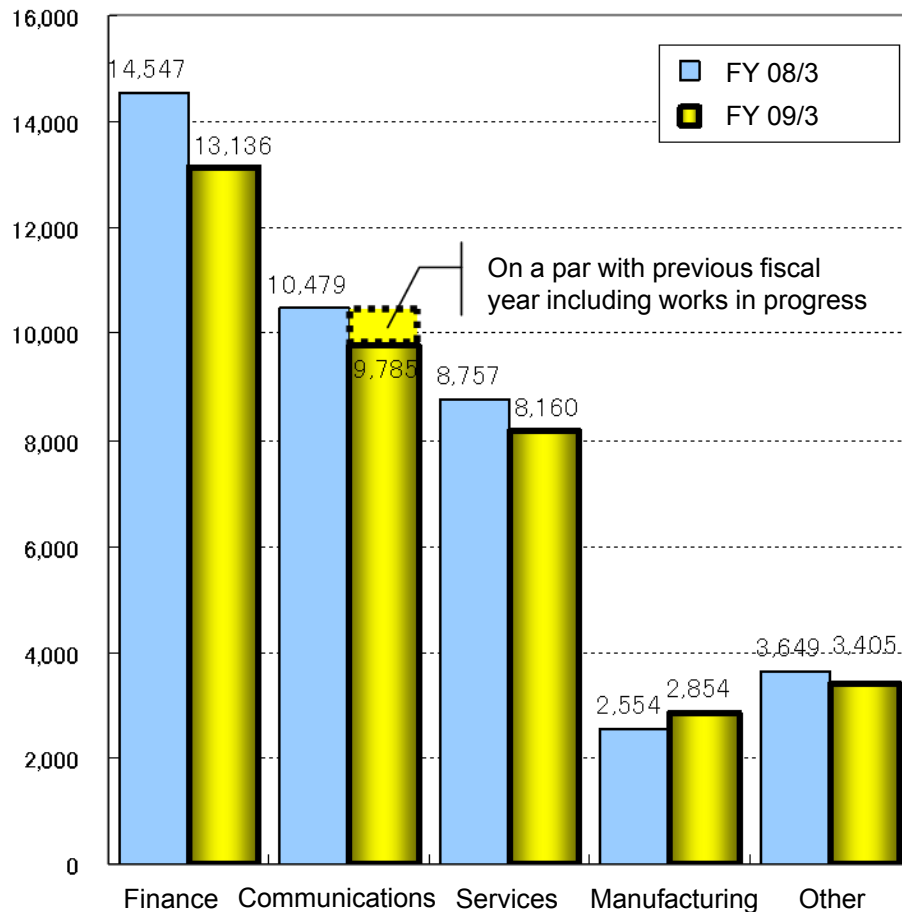
System sales were down from the second half as companies curbed IT spending.

Operation (the operation and management of systems) sales rose due to an increase in the prime or system integration ratio.

(Units: Million yen, %)	Amount	Ratio to sales (%)	YoY (%)	Vs. forecast announced on Feb. 13, 2009 (%)
IT Services	37,341	97.4	93.4	96.7
System	25,342	66.1	87.5	96.4
Operation	11,998	31.3	108.9	97.6
Products	997	2.6	117.1	99.8
Total	38,339	100.0	93.9	96.8

Sales by End Users (non-consolidated, information services)

Finance and Services industries sales down.
Communications industry sales flat in real terms, with growth
in the manufacturing industries.



Finance (90.3% YoY)

- Conclusion of integration projects
- Postponement of large-scale projects, and curbs on IT spending in second half

Communications (93.4% YoY)

- Certain projects remained as works in progress at end of period
- Growth in next-generation wireless services projects

Services (93.2% YoY)

- Declined due to curbs on IT spending from second half

Manufacturing (111.7% YoY)

- Acquisition of new customers; Steady sales to major customers

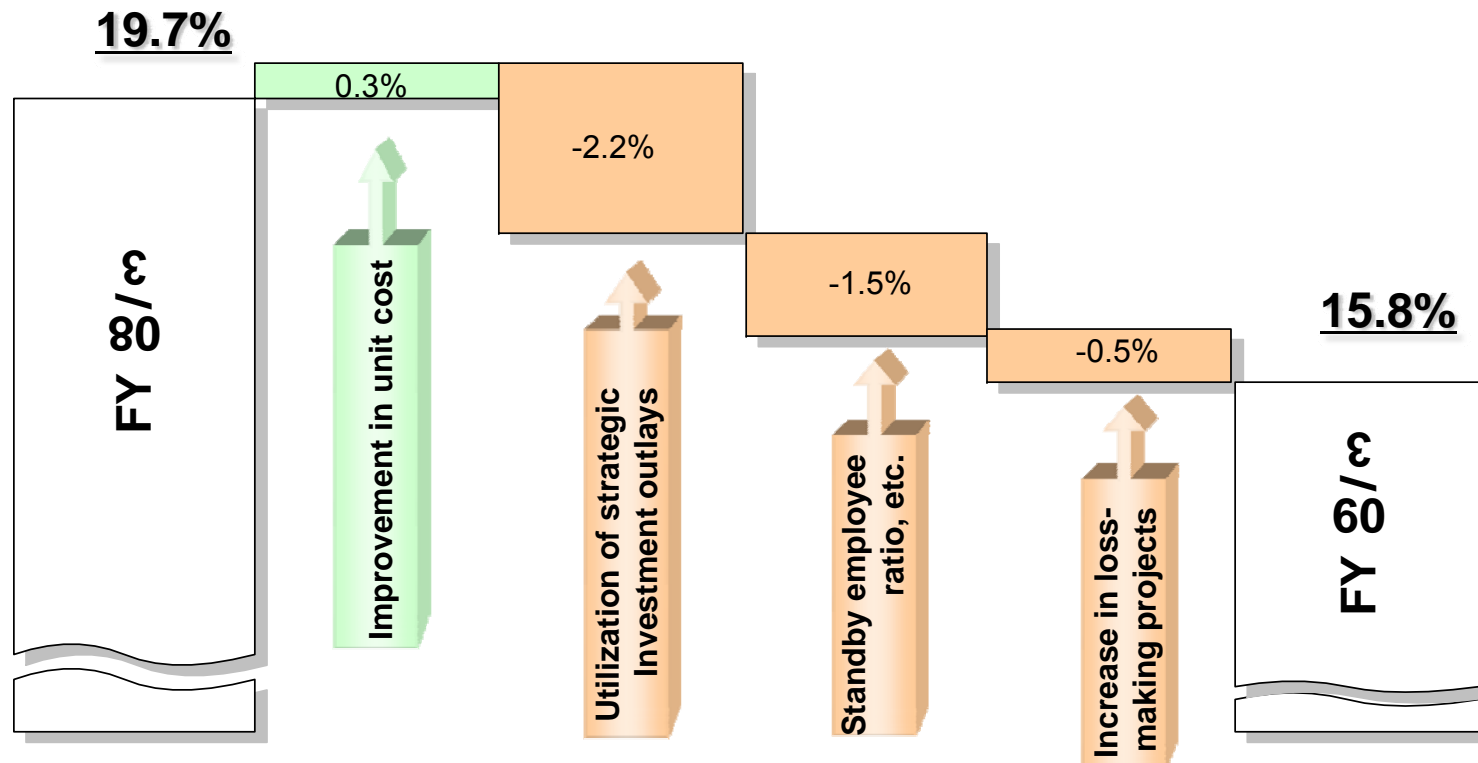
Other (93.3% YoY)

- Decline in public sector projects

Gross Profit (non-consolidated)

Profit ratio was down due to customer demands for lower prices, period with standby employees, and growing losses.

Gross profit: ¥6,066 million (75.4% YoY; 15.8% of sales (-3.9% pts))



Operating Income, Recurring Income (non-consolidated)

Expenses curbed with downturn in economy;
Strategic investment outlays conducted in line with plan.

SG&A expenses: ¥3,337 million (100.3% YoY; 8.7% of sales (0.6% pts))

Rise in strategic investment based on the medium-term comprehensive plan +¥55 million

New business investment, strengthening consulting services (customer solution proposals, etc.), other strategic investment

Operating income: ¥2,728 million (57.8% YoY; 7.1% of sales (-4.5% pts))

Non-operating expenses: ¥259 million (116.7% YoY; 0.7% of sales (0.2% pts))

Increased dividend income from subsidiaries, etc: +¥36 million

Recurring income: ¥2,987 million (60.5% YoY; 7.8% of sales (-4.3% pts))

Net Income (non-consolidated)

Absorption of RD Corporation's operations generates synergies for the DTS Kansai Group.

Extraordinary loss: ¥210 million (-% YoY; -0.5% of sales (-% pts))

Valuation loss on subsidiaries (RD Corporation*): ¥194 million

* All business operations of RD Corporation transferred in January 2009.

Net income: ¥1,563 million (54.5% YoY; 4.1% of sales (-2.9% pts))

Measures for Growth, and Results (1)

□ Increase the prime or system integration ratio

FY 07/3		FY 08/3		FY 09/3
31.7%	→	44.1%	→	50.5%

□ Acquire new customers by strengthening consulting services

FY 07/3		FY 08/3		FY 09/3
270 companies	→	264 companies	→	310 companies

□ Adopt international standards for development and operational processes to improve quality and productivity

- **Acquired ISO20000** international standard for overall system operation and control structure
- **Achieved CMMI (Capability Maturity Model Integration) Level 3**, a five-stage maturity model for development capabilities

Measures for Growth, and Results (2)

□ Train employees in advanced skills

	FY 07/3	FY 08/3	FY 09/3
▪Acquisition of external standards	166.1%	182.7%	186.2%
▪Internal certifications	338 persons	387 persons	787 persons

□ Strengthen the development structure

- Bolster the structure of **DTS Shanghai**; Implement offshore operations in **Vietnam**
- Establish **planning and proposal divisions** to enhance the sales structure
- Expand **development center** facilities, and **restructure Kansai operations** (absorption of RD Corporation's operations)

□ Implement response to economic downturn

- Strengthen account sales ⇒ Deepen relationships with **existing customers**
- Improve **labor utilization ratio** ⇒ Optimize personnel placement, promote in-house production

Consolidated Results

Net sales were on a par with the previous fiscal year.
Earnings were down due to decline in non-consolidated profit.

(Units: Million yen, %)	Amount	Ratio to sales (%)	YoY (%)	Vs. forecast announced on Feb. 13, 2009 (%)	Consolidated/non-consolidated ratio
Net sales	59,995	—	97.1	97.7	1.56 times
Gross profit	9,668	16.1	82.7	95.7	1.59 times
Operating income	3,482	5.8	62.2	95.4	1.28 times
Recurring income	3,587	6.0	63.7	95.7	1.20 times
Net income	1,513	2.5	51.5	85.5	0.97 times

• SG&A expenses: ¥6,186 million (101.5% YoY; 10.3% of sales (+0.4% pts))

• Extraordinary loss: ¥136 million (Amortization of goodwill from absorption of RD Corporation, etc.)

Group Company Results

(Units: Million yen, %)	Sales		Operating income		
	Amount	YoY (%)	Amount	Ratio to sales (%)	YoY (%)
DATALINKS Corporation	8,901	108.7	390	4.4	98.1
JAPAN SYSTEMS ENGINEERING Corporation	6,051	98.8	-132	-	[+17]
FAITEC Corporation	5,540	101.1	580	10.5	87.7
SOUGOU SYSTEM SERVICE Corporation	1,410	99.9 ^{*1}	161	11.5	116.9 ^{*1}
KYUSHU DTS Corporation	1,193	97.5	49	4.2	42.7
RD Corporation ^{*2}	828	89.8	13	1.6	244.4
MIRUCA Corporation	393	137.3 ^{*1}	79	20.2	195.7 ^{*1}
ASTERIKS INC.	70	1165.9	-54	-	[-3]

Notes:

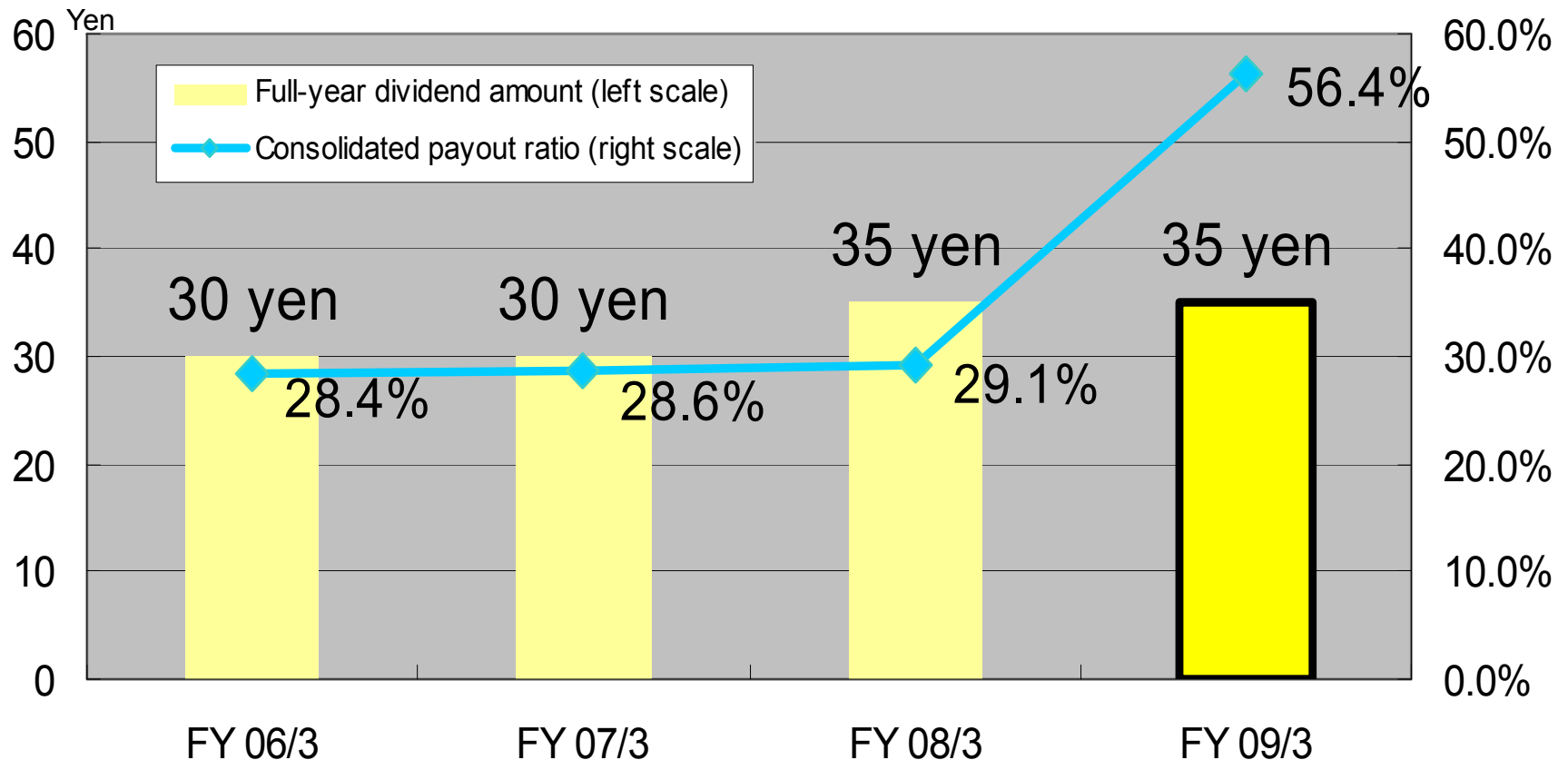
- Figures for each company are on a non-consolidated basis, so the total does not equal consolidated figures.
- Figures in brackets represent FY 09/3 amount minus FY 08/3 amount.

^{*1} Companies marked with an asterisk were incorporated into the scope of consolidation during the previous fiscal year. SOUGOU SYSTEM SERVICE Corporation FY 08/3: 11 months; MIRUCA Corporation FY 08/3: 9 months

^{*2} DTS incorporated all business operations of RD Corporation in January 2009.

Dividends

Stable, continuous dividend at a constant level.
Full-year dividend as planned of ¥35 per share
(unchanged from previous year).



Note: DTS implemented a stock split (1:2) in October 2007. Previous dividend amounts have been adjusted retroactively.

2. Forecasts for FY 10/3

Business Environment for DTS

- Cautious stance toward immediate-term IT spending in view of economic downturn
 - Impact expected from conclusion of large-scale financial integration project (FY 09/3)
-
- Large-scale IT spending currently being considered
 - ⇒ Strategic system demand remains firm
 - Steady demand for system maintenance and operation
 - ⇒ Stock business increasing

DTS Initiatives

Stand-alone Measures

Cooperative Measures

Offensive

II. Enhance the corporate structure
(Look to next growth stage)

III. Strengthen alliances
("Value Solutions Provider")

Defensive

I. Counter economic downturn

Defensive Measures (I. Counter economic downturn)

□ Deepen relationships with existing customers

- Bolster **account sales**; Become deeply involved in projects from **the upstream process**

□ Raise productivity

- Improve **labor utilization ratio** $\Rightarrow +3\%$

(Optimize personnel placement, promote in-house production)

- Improve **operating efficiency** \Rightarrow Overtime -6%

(Strengthen project management, standardize operations)

- Enhance efficiency of **outsourcing** $\Rightarrow -3\%$

□ Eradicate loss-making projects

□ Curb SG&A expenses

Offensive Measures (II. Enhance the corporate structure)

□ Strengthen the system integration structure

- **Adopt international standards** for development and operational processes (Achieve CMMI Level 5)
- Strengthen overseas and **offshore** structure
- Train employees in **advanced skills**

□ Establish new businesses

- **Location-information management** systems
- Utilization framework for **e-money** equipped mobile phones
- **Integrated ID management** system
- **Housing** solutions

Offensive Measures (III. Strengthen alliances)

Customers

Requirements 

System Contracting Model

Service Provider Model 

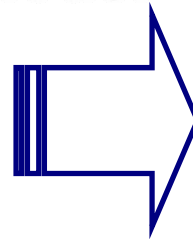
Revised Business Model

Project requirements

Design

Manufacture

BP



“Value Solutions Provider”

Consulting Firms

Package Vendors

Hardware Vendors

DTS Group
UNIMEX II Bizca
Walk in home
Gaia Walker
ReSM

SaaS/
PaaS
Businesses

DC
Businesses

Network Carriers

Full Year Forecast (non-consolidated)

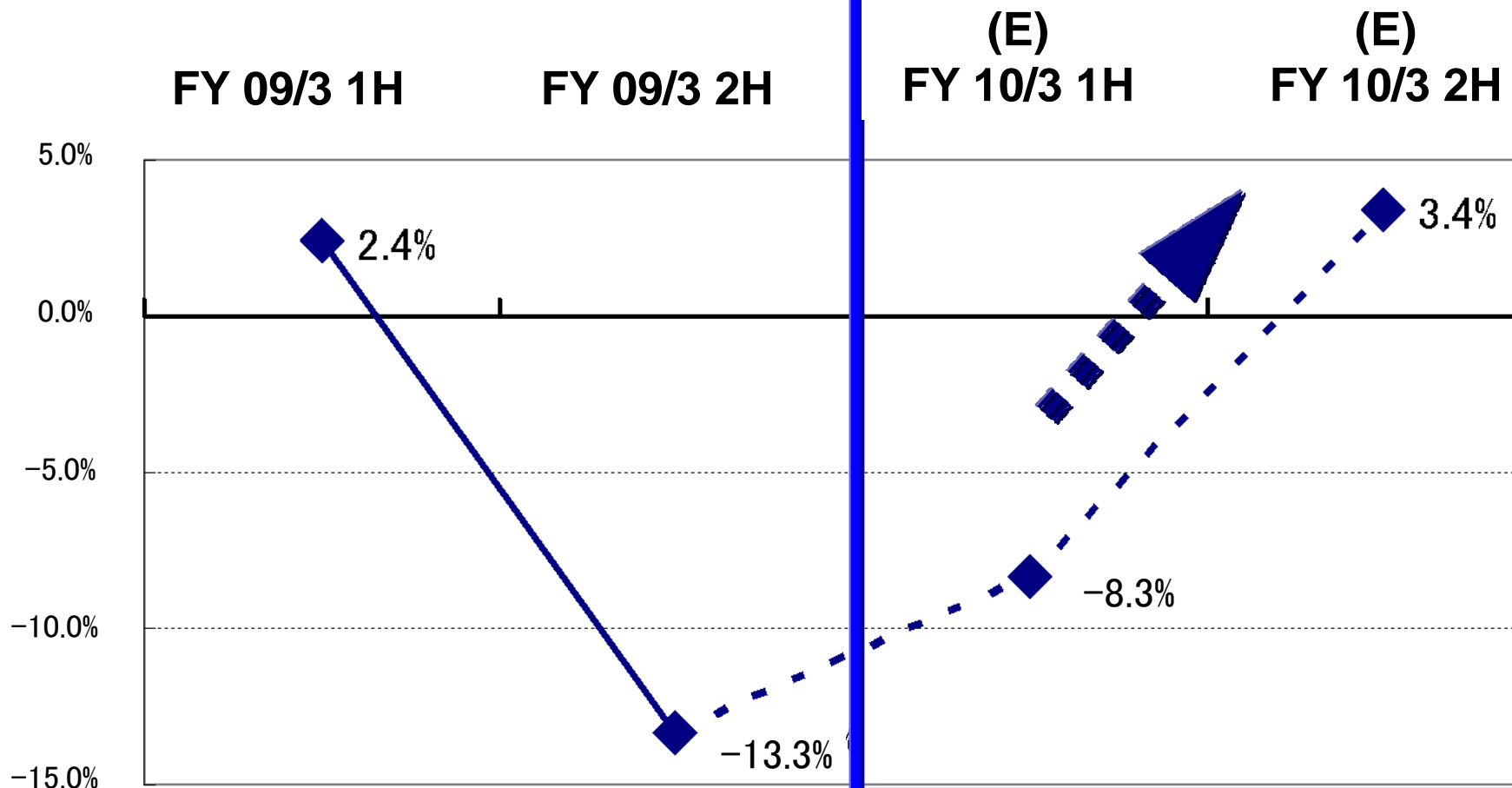
Use offensive and defensive measures to maintain present level of sales and improve earnings.

(Units: Million yen, %)	Amount	Ratio to sales (%)	YoY (%)
Net sales	37,400	-	97.5
Gross profit	6,370	17.0	105.0
Operating income	3,040	8.1	111.4
Recurring income	3,220	8.6	107.8
Net income	1,900	5.1	121.6

SG&A expenses: ¥3,330 million (99.8% YoY; 8.9% of sales (+0.2% pts))

Net Sales Forecast (YoY variance; non-consolidated)

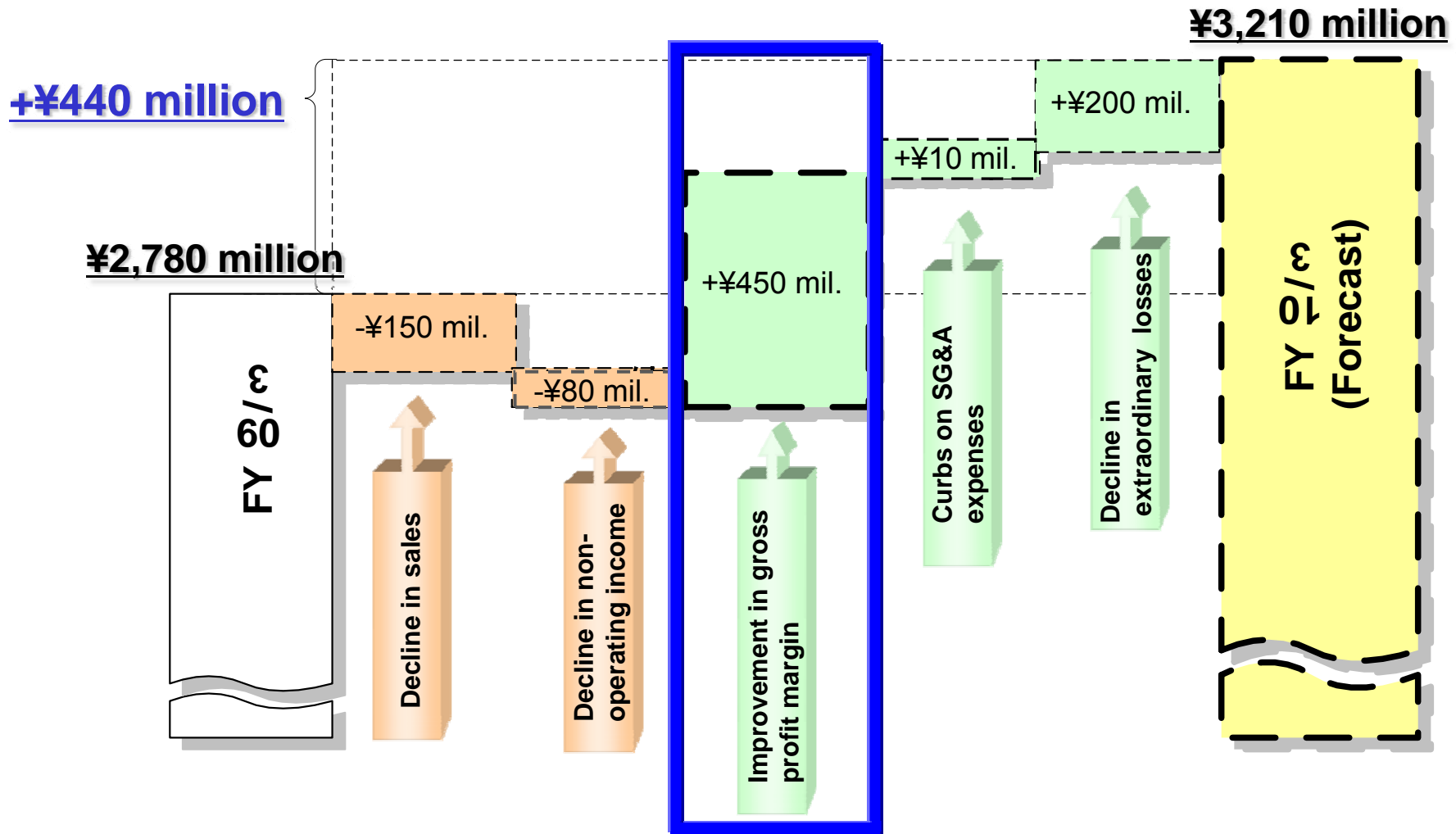
We expect difficulties during the first half, but recovery in the second.



Analysis of Earnings Improvement (1)

—Income Before Income Taxes (non-consolidated)—

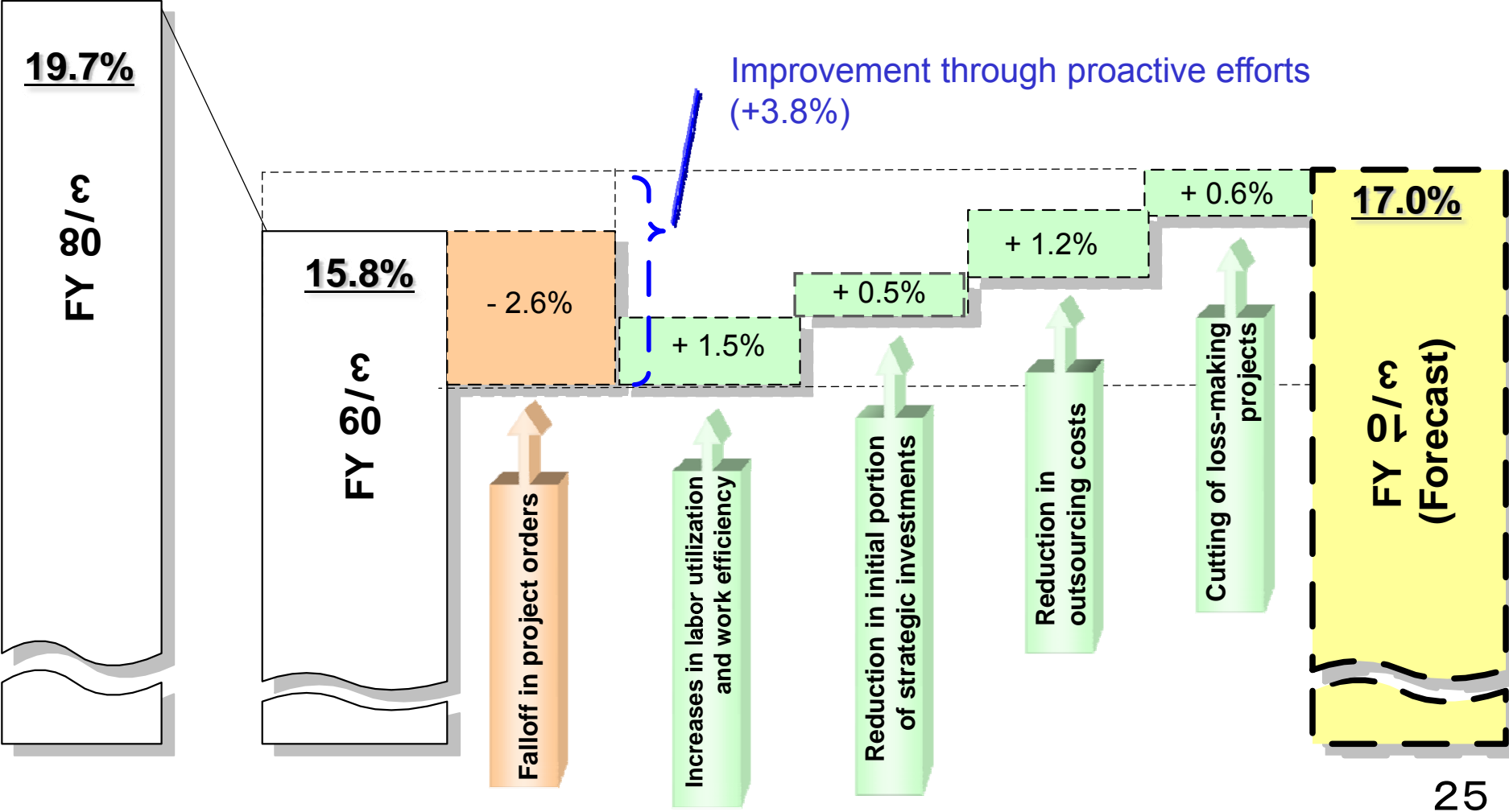
Increased level of earnings through improvement in the gross profit margin.



Analysis of Earnings Improvement (2)

—Gross profit margin (non-consolidated)—

Improve the gross profit margin by increasing labor utilization and cutting loss-making projects.



Full Year Forecast (consolidated)

Increased level of earnings through improvement in the non-consolidated gross profit margin.

(Units: Million yen, %)	Amount	Ratio to sales (%)	YoY (%)	Consolidated/ non-consolidated ratio
Net sales	56,900	-	94.8	1.52 times
Gross profit	9,560	16.8	98.9	1.50 times
Operating income	3,570	6.3	102.5	1.17 times
Recurring income	3,630	6.4	101.2	1.13 times
Net income	1,740	3.1	114.9	0.92 times

Consolidated SG&A expenses: ¥5,990 million (96.8% YoY; 10.5% of sales (+0.2% pts))

Of which, goodwill amortization: ¥807 million (FY 11/3 Forecast: Approx. ¥350 million)

Full Year Forecast for Group Companies

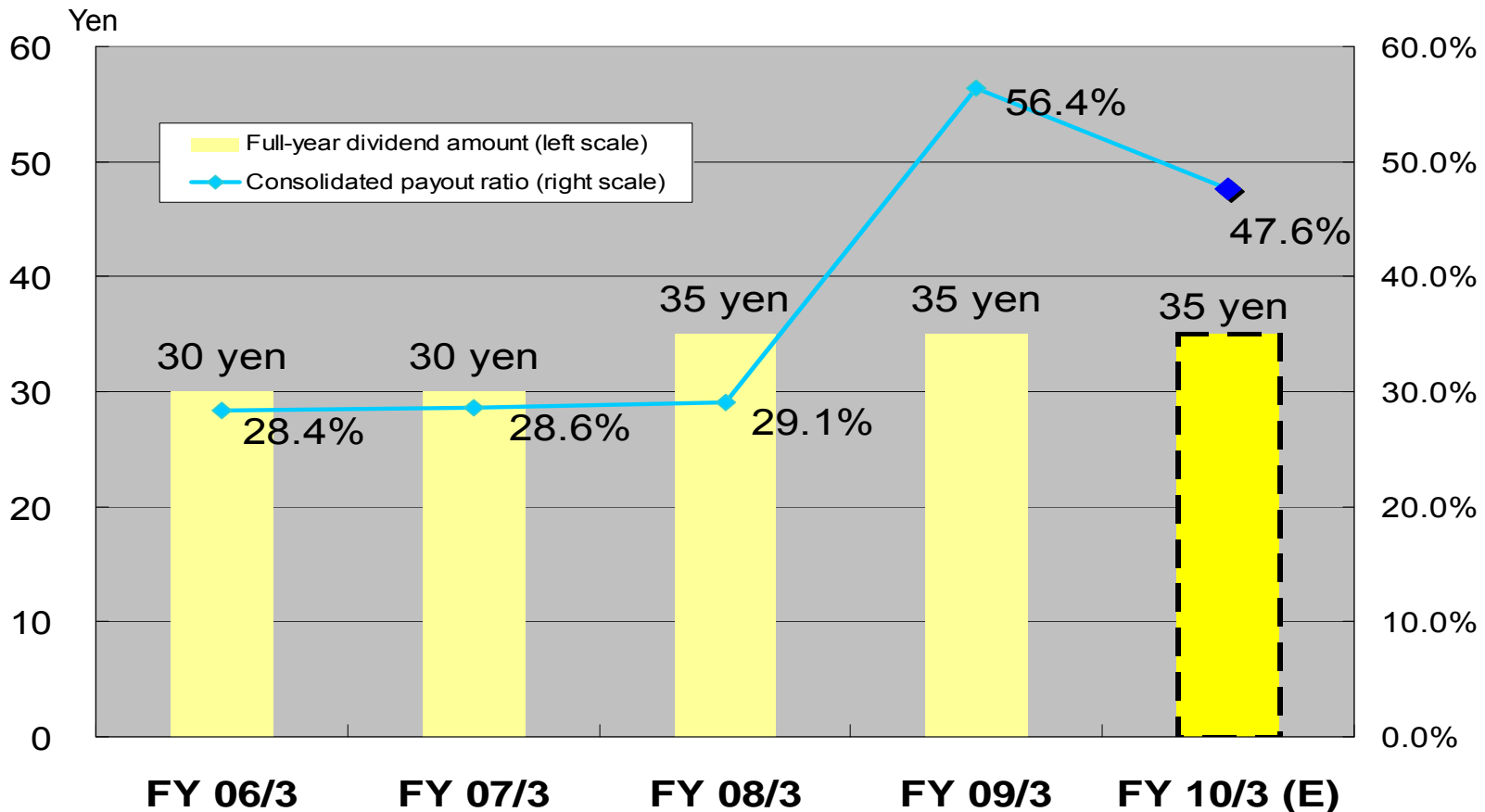
(Units: Million yen, %)	Sales		Operating income		
	Amount	YoY (%)	Amount	Ratio to sales (%)	YoY (%)
DATALINKS Corporation	8,203	92.1	280	3.4	71.7
JAPAN SYSTEMS ENGINEERING Corporation	5,529	91.4	-179	-	[-47]
FAITEC Corporation	5,000	90.3	486	9.7	83.7
SOUGOU SYSTEM SERVICE Corporation	1,454	103.1	160	11.0	99.0
KYUSHU DTS Corporation	1,250	104.7	89	7.1	178.9
MIRUCA Corporation	404	102.7	2	0.5	2.6
ASTERIKS INC.	139	197.1	4	2.9	[+58]

Notes:

1. Figures for each company are on a non-consolidated basis, so the total does not equal consolidated figures.
2. Figures in brackets represent FY 09/3 amount minus FY 08/3 amount.

Dividend Forecast

Planned dividend payment of ¥35 per share
(unchanged from previous year)



Note: DTS implemented a stock split (1:2) in October 2007. Previous dividend amounts have been adjusted retroactively.