



FY 21/3 Results Presentation

April 28, 2021

DTS CORPORATION

Introduction of New President and Representative Director



President and Representative Director

Tomoaki Kitamura

- Born in September 1964 (56 years old)
- March 1990: Completed master's degree (AI-related research, etc.)
- April 1990 to June 2020:
Employed at NTT DATA Corporation
 - Promoted new businesses
 - Promoted business that utilizes DX
(AI, IoT, zero trust, cloud computing, etc.)
- April 1, 2021:
Assumed office as President and Representative Director of DTS
(Joined DTS in June 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 21/3 Results

Important Events

1. Renewal of the management structure

To further enhance and strengthen the management structure, the Company decided in February 2021 to appoint Koichi Nishida as the new Chairman and Tomoaki Kitamura as the new President and Representative Director on April 1, 2021.

2. Establishment of Digital Solution Sector

To further expand the DX business, including cloud services, the Company decided in February 2021 to establish the Digital Solution Sector on April 1, 2021.

3. New consolidation of the three group companies

Starting in FY 21/3, the Company newly consolidated DTS SOFTWARE VIETNAM CO., LTD., Dalian SuperElectronics Co., Ltd., which is a DTS (Shanghai) CORPORATION's subsidiary, and Japan SuperElectronics Co., Ltd.

4. Change of the accounting auditor

The Company changed the accounting auditor in June 2020 in view of the need for a new auditor's perspective.

(Previous auditor: Deloitte Touche Tohmatsu LLC, new auditor: Ernst & Young ShinNihon LLC)

5. Increase in dividends paid

The Company will increase the year-end dividend by 5 yen, to 35 yen as operating income hit a record high and net income exceeded the initial forecast.

(The annual dividend will be 60 yen.)

Consolidated Results

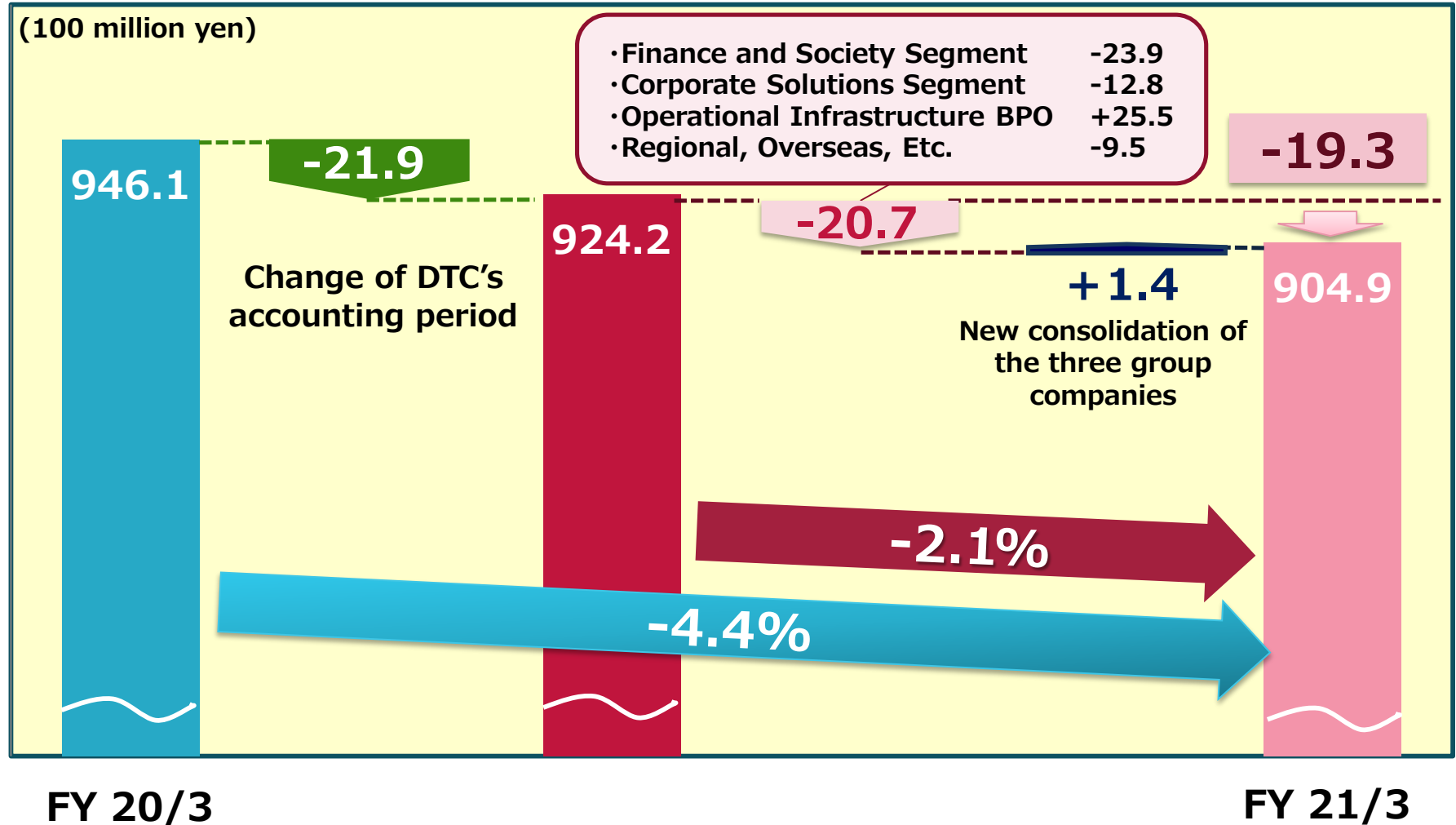
Net sales decreased ¥4,120 million year on year, reflecting a change in the accounting period of DIGITAL TECHNOLOGIES CORPORATION ("DTC") and a fall in three segments, all of the segments except Operational Infrastructure BPO.

Operating profit increased ¥140 million year on year chiefly due to initiatives to reduce SG&A expenses and curb unprofitable projects that more than offset a decline in income from lower sales, and the Company achieved 11 consecutive years of increased profits and seven consecutive years of record highs.

(Units: 100 million yen, %)	Results	Ratio to sales (%) / YoY	Year on year		Progress for initial forecast
Net sales	904.9	—	-41.2 <-19.3>	95.6% <97.9%>	97.8%
Gross profit	180.5	20.0% (+0.2pt) <+0.0pt>	-6.5 <-3.7>	96.5% <98.0%>	101.4%
SG&A expenses	72.3	8.0% (-0.5pt) <-0.6pt>	-7.9 <-6.6>	90.1% <91.6%>	92.8%
Operating profit	108.1	12.0% (+0.7pt) <+0.6pt>	+1.4 <+2.8>	101.3% <102.7%>	108.2%
Ordinary profit	111.3	12.3% (+0.8pt) <+0.7pt>	+2.8 <+4.2>	102.6% <104.0%>	109.1%
Profit attributable to owners of parent	75.9	8.4% (+0.7pt) <+0.6pt>	+2.7 <+3.6>	103.8% <105.1%>	110.1%

(Reference) Factors for the Change in Net Sales

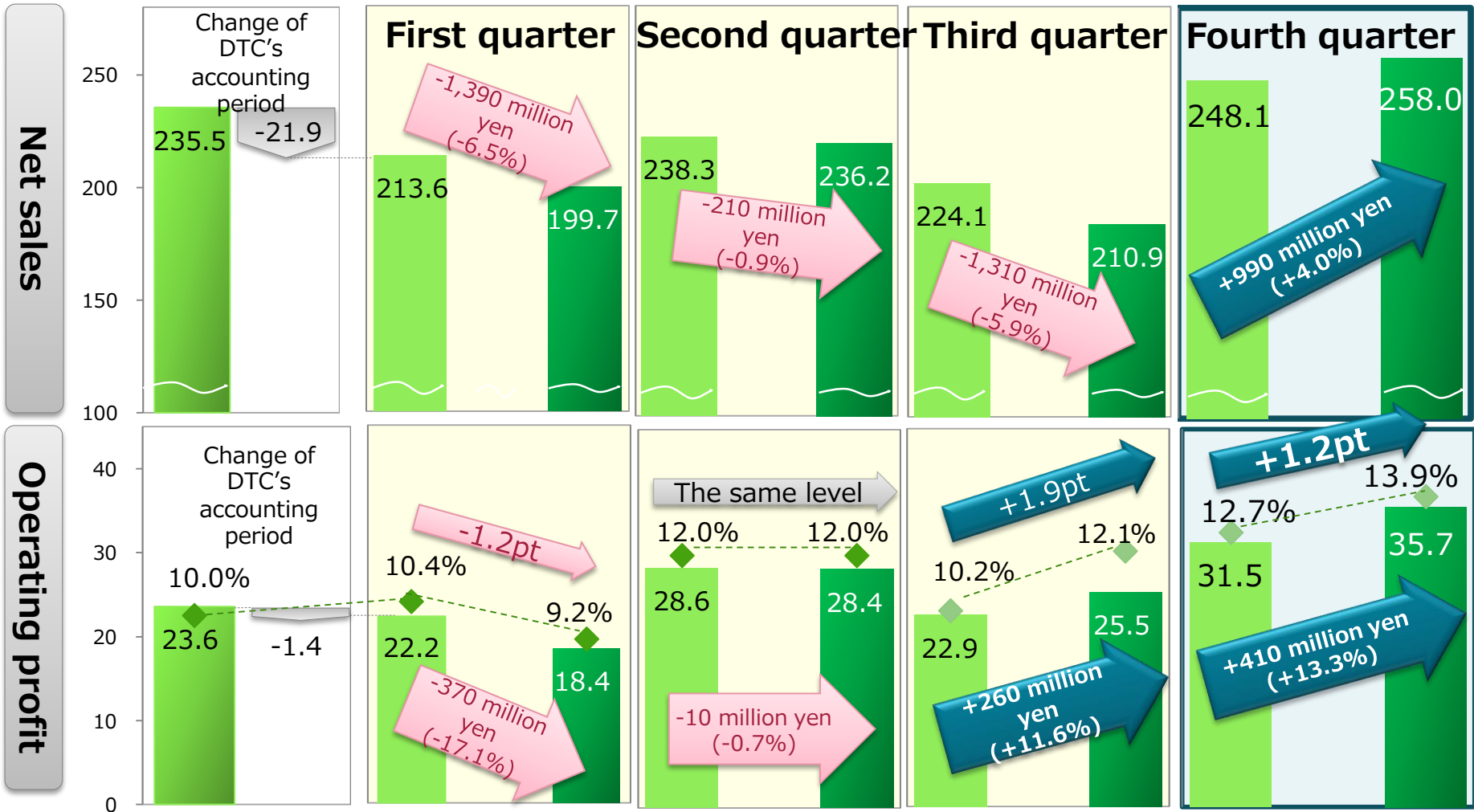
Net sales fell ¥1,930 million (down 2.1%) year on year when the impact of the change of DTC's accounting period is excluded.



(Reference) Accounting Period YoY Comparison

In the fourth quarter, net sales increased ¥990 million year on year, operating profit increased ¥410 million year on year and operating margin was up 1.2 points year on year, which were all record highs.

(100 million yen) FY 20/3 FY 21/3



Non-Consolidated Results

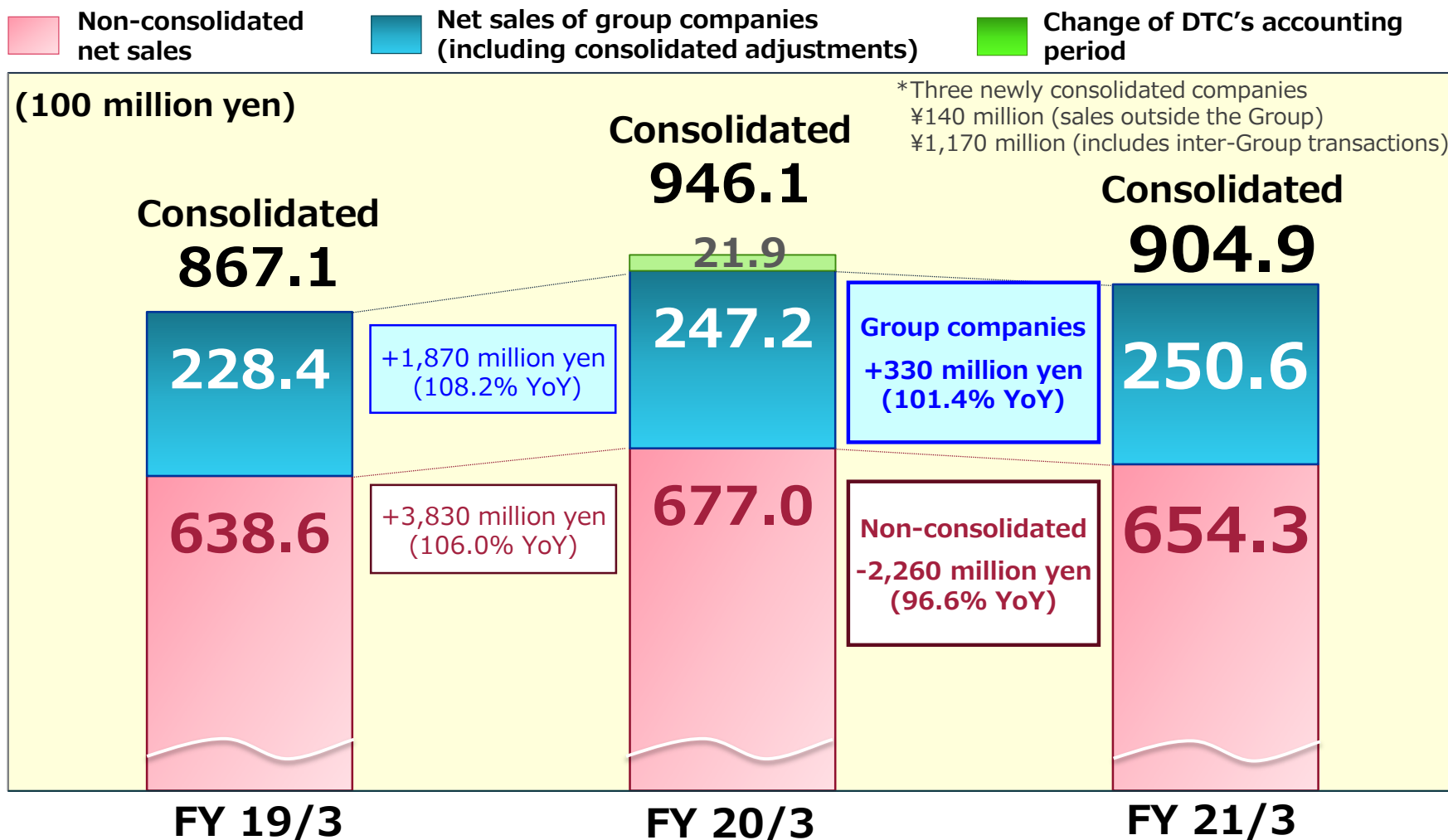
Net sales decreased ¥2,260 million year on year, chiefly due to a decline in sales in the Finance field that more than offset rises in the Operational Infrastructure BPO field and in the Society field.

Operating profit increased ¥70 million year on year chiefly due to a reduction in SG&A expenses that more than offset a decline in income from lower sales.

(Units: 100 million yen, %)	Results	Ratio to sales (%) / YoY		Year on year	
Net sales	654.3	—		-22.6	96.6%
Gross profit	133.7	20.4%	(+0.3pt)	-2.4	98.2%
SG&A expenses	46.7	7.1%	(-0.2pt)	-3.1	93.7%
Operating profit	87.0	13.3%	(+0.6pt)	+0.7	100.8%
Ordinary profit	93.9	14.4%	(+0.7pt)	+1.6	101.8%
Profit	65.9	10.1%	(+0.5pt)	+1.0	101.5%

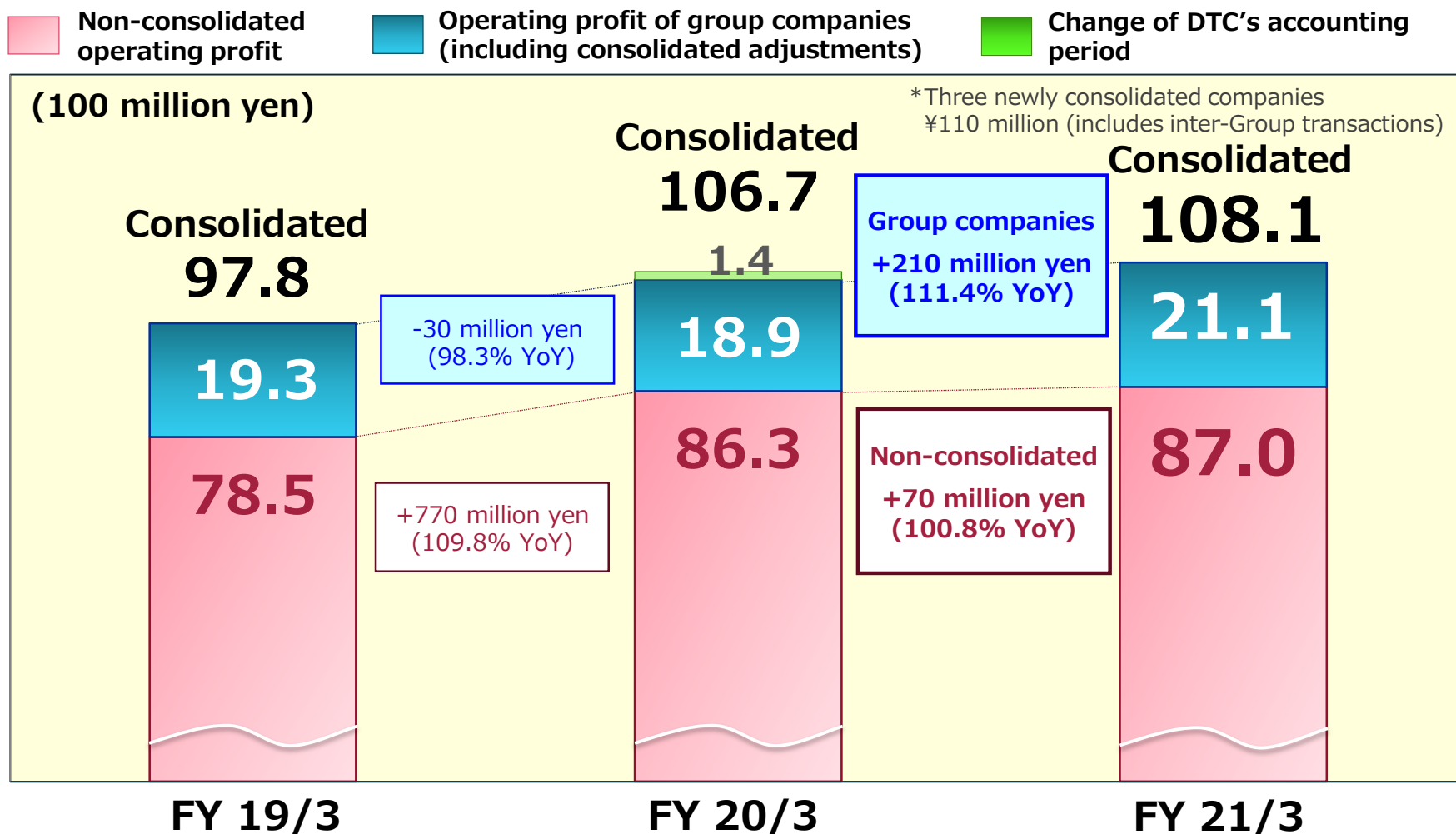
Changes in Net Sales [Non-Consolidated/Group Companies]

Non-consolidated (DTS) net sales decreased ¥2,260 million year on year chiefly due to a fall in investment by megabanks that more than offset firm performance in IT outsourcing projects in the Operational Infrastructure BPO field. Group companies' net sales increased ¥330 million year on year due to expansion of product sales.



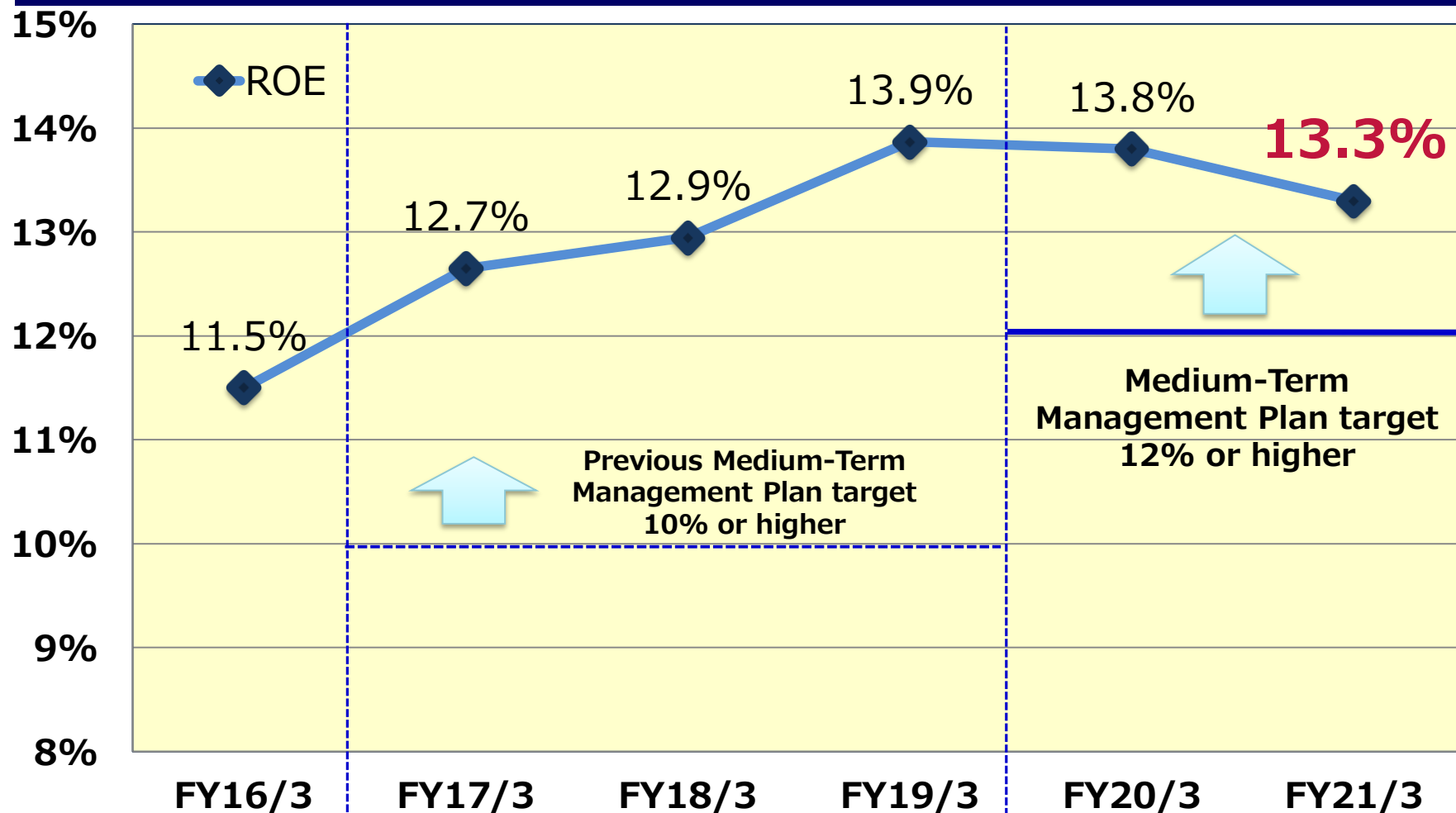
Change in Operating Profit [Non-Consolidated/Group Companies]

Non-consolidated (DTS) operating profit increased ¥70 million chiefly due to a reduction in SG&A expenses that more than offset a decline in income from lower sales. Group companies' operating profit increased ¥210 million year on year due to the effect of new consolidation, and the promotion of structural reforms at Nelito Systems.



Change in Consolidated ROE

Consolidated ROE stood at 13.3%, exceeding the 12% target in the Medium-Term Management Plan.



Net Sales by Segments

- Net sales in the Finance and Society segment decreased due to a fall in investment by megabanks, despite solid performance in the public sector.
- Net sales in the Corporate Solutions segment decreased due to a decline in embedded system-related projects and a decrease in development projects in the housing industry.
- Net sales in the Operational Infrastructure BPO segment increased due to growth in product sales and IT outsourcing projects.
- Net sales in the Regional, Overseas, Etc. segment decreased, chiefly attributable to a decrease in financial projects at regional companies.

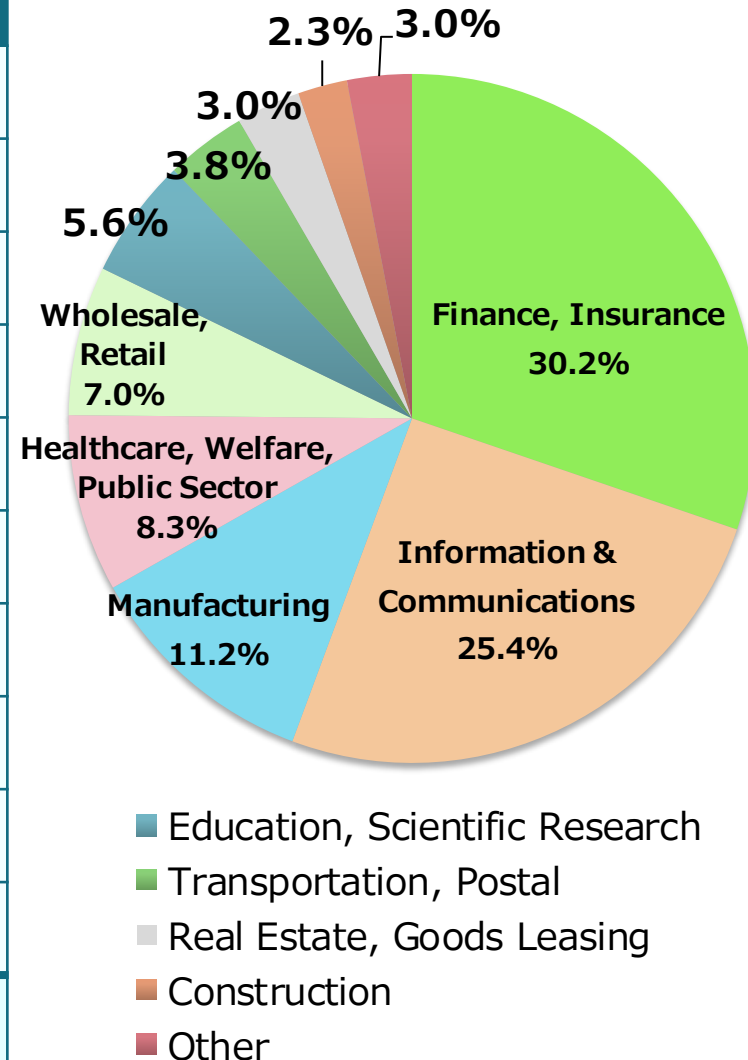
(Units: 100 million yen, %)		Results	Ratio to sales (%) / YoY		Year on year		Progress for initial forecast
Net sales		904.9	—		-41.2 <-19.3>	95.6% <97.9%>	97.8%
Finance and Society		284.4	31.4%	(-1.2pt) <-1.9pt>	-23.9	92.2%	95.8%
Corporate Solutions		263.6	29.1%	(-0.1pt) <-0.8pt>	-12.8	95.4%	100.4%
Operational Infrastructure BPO		252.3	27.9%	(+1.6pt) <+3.3pt>	+3.5 <+25.5>	101.4% <111.2%>	99.0%
Regional, Overseas, Etc.		104.4	11.5%	(-0.4pt) <-0.6pt>	-8.0	92.8%	94.5%

(Reference) Consolidated Sales by Industry

Industrial Classification of METI

(100 million yen)	Amount	Composition ratio	Year on year	
Finance, Insurance	273.5	30.2%	-34.9	88.7%
Information & Communications	230.1	25.4%	-0.5	99.8%
Manufacturing	100.9	11.2%	-15.0	87.1%
Healthcare, Welfare, Public Sector	75.3	8.3%	-5.2	93.4%
Wholesale, Retail	63.4	7.0%	+ 1.8	103.1%
Education, Scientific Research	51.1	5.6%	+ 26.7	209.9%
Transportation, Postal	34.3	3.8%	-2.4	93.3%
Real Estate, Goods Leasing	27.3	3.0%	+ 10.1	159.1%
Construction	21.0	2.3%	-1.5	93.0%
Other	27.5	3.0%	+ 1.6	106.6%
Total	904.9	100.0%	-19.3	97.9%

(The impact of the change of DTC's accounting period is excluded.)

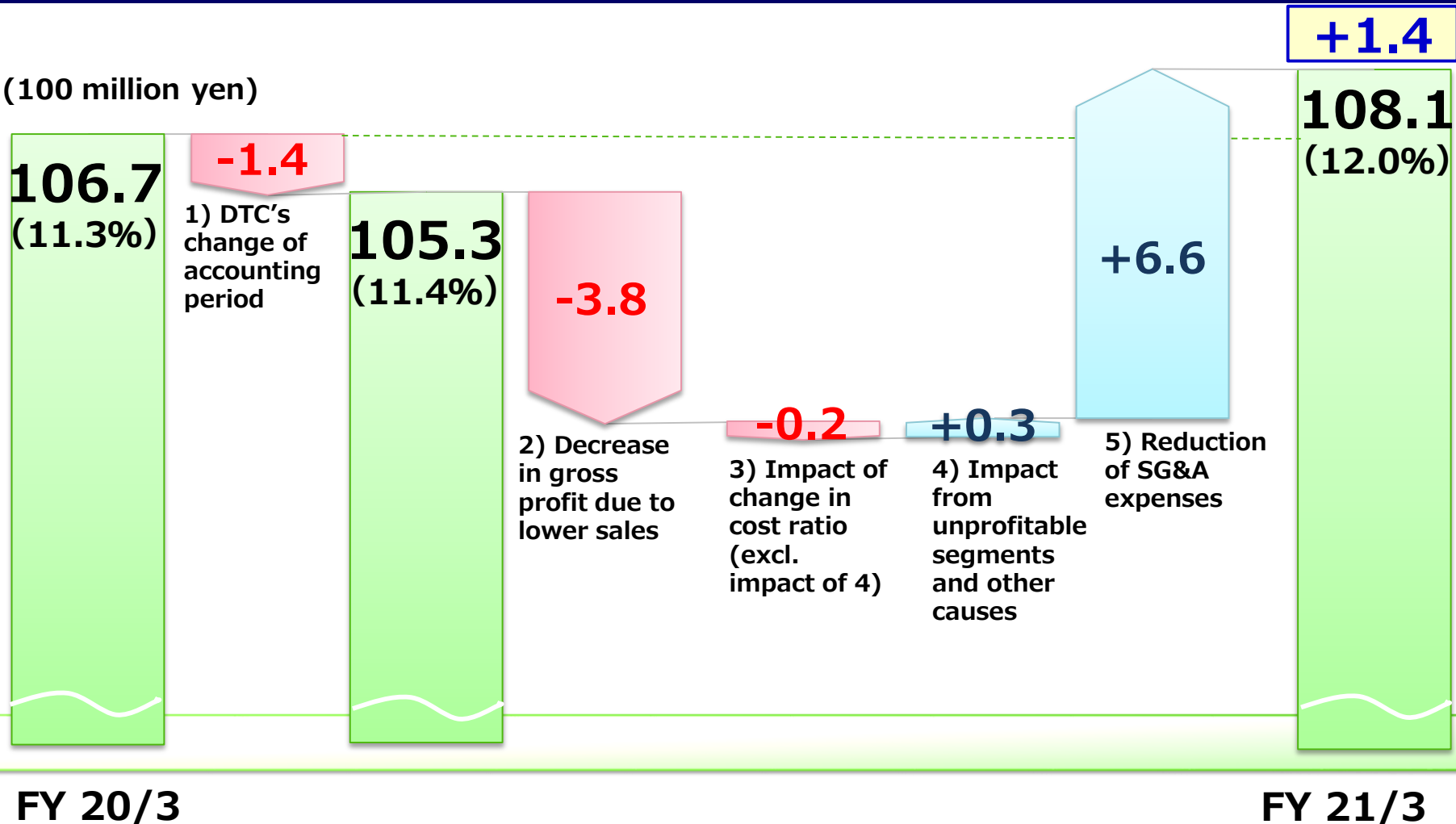


- Education, Scientific Research
- Transportation, Postal
- Real Estate, Goods Leasing
- Construction
- Other

Reason for the Change in Consolidated Operating Profit

Consolidated operating profit reached ¥10.81 billion, an increase in profit for the 11th consecutive year and a record high for the 7th consecutive year, due to initiatives to reduce SG&A expenses and curb unprofitable projects, and despite a decline in income resulting from lower sales.

(100 million yen)



Order Volume and Order Backlog by Segments

[Order Backlogs]

- Decreased in the Finance and Society segment, largely due to the reduction of megabank projects despite growth in life insurance-related projects.
- Increased in the Corporate Solutions segment due to growth in development projects in the housing and transportation industries.
- Increased in the Operation Infrastructure BPO segment chiefly attributable to bringing forward of orders and the expansion of IT outsourcing projects, etc.
- Decreased in the Regional, Overseas, Etc. segment reflecting the reduction of financial industry and regional government agency projects.

(Units: 100 million yen, %)		Order volume				Order backlog			
		Results	Composition ratio	Year on year		Results	Composition ratio	Year on year	
Consolidated		910.2	–	-50.7 <-34.4>	94.7% <96.4%>	411.8	–	+5.5	101.4%
	Finance and Society	279.9	30.8%	-20.7	93.1%	142.0	34.5%	-4.5	96.9%
	Corporate Solutions	268.9	29.5%	-10.0	96.4%	80.7	19.6%	+5.2	107.0%
	Operational Infrastructure BPO	259.1	28.5%	-10.6 <+5.6>	96.0% <102.2%>	160.6	39.0%	+6.7	104.4%
	Regional, Overseas, Etc.	102.3	11.2%	-9.2	91.7%	28.3	6.9%	-1.9	93.5%

(Reference) Group Company Results for FY 21/3

(Units: ¥100 million, %)	FY21/3						FY20/3	
	Net sales			Operating income			Net sales	Operating income
	Amount	YoY (%)		Amount	YoY (%)			
DIGITAL TECHNOLOGIES CORPORATION	98.7	-16.1 <+9.6>	86.0% <110.9%>	3.7	-0.1 <+1.2>	96.0% <152.4%>	114.8 <89.0>	3.8 <2.4>
DTS INSIGHT CORPORATION	60.3	-10.1	85.6%	7.2	-0.7	90.4%	70.5	8.0
JAPAN SYSTEMS ENGINEERING CORPORATION	49.5	-5.3	90.2%	4.0	-0.0	99.1%	54.9	4.0
DTS WEST CORPORATION	30.7	-3.1	90.7%	3.1	-0.4	86.9%	33.8	3.5
KYUSHU DTS CORPORATION	20.1	-2.6	88.4%	2.0	+0.0	101.1%	22.7	2.0
Nelito Systems	13.2	-0.1	99.0%	-0.2	+1.1	Reduced deficit	13.3	-1.3
DTS America Corporation	5.2	-0.8	85.5%	0.2	-0.0	94.1%	6.0	0.2
DLSE Japan *1	5.0	—	—	0.4	—	—	—	—
DLSE *2	3.9	—	—	0.4	—	—	—	—
DTS Vietnam	2.8	—	—	0.2	—	—	—	—
DTS (Shanghai) CORPORATION	1.8	-0.0	96.4%	0.1	+0.1	317.6%	1.8	0.0
MIRUCA CORPORATION	3.4	-1.7	67.0%	-0.0	-0.6	Deficit	5.1	0.5

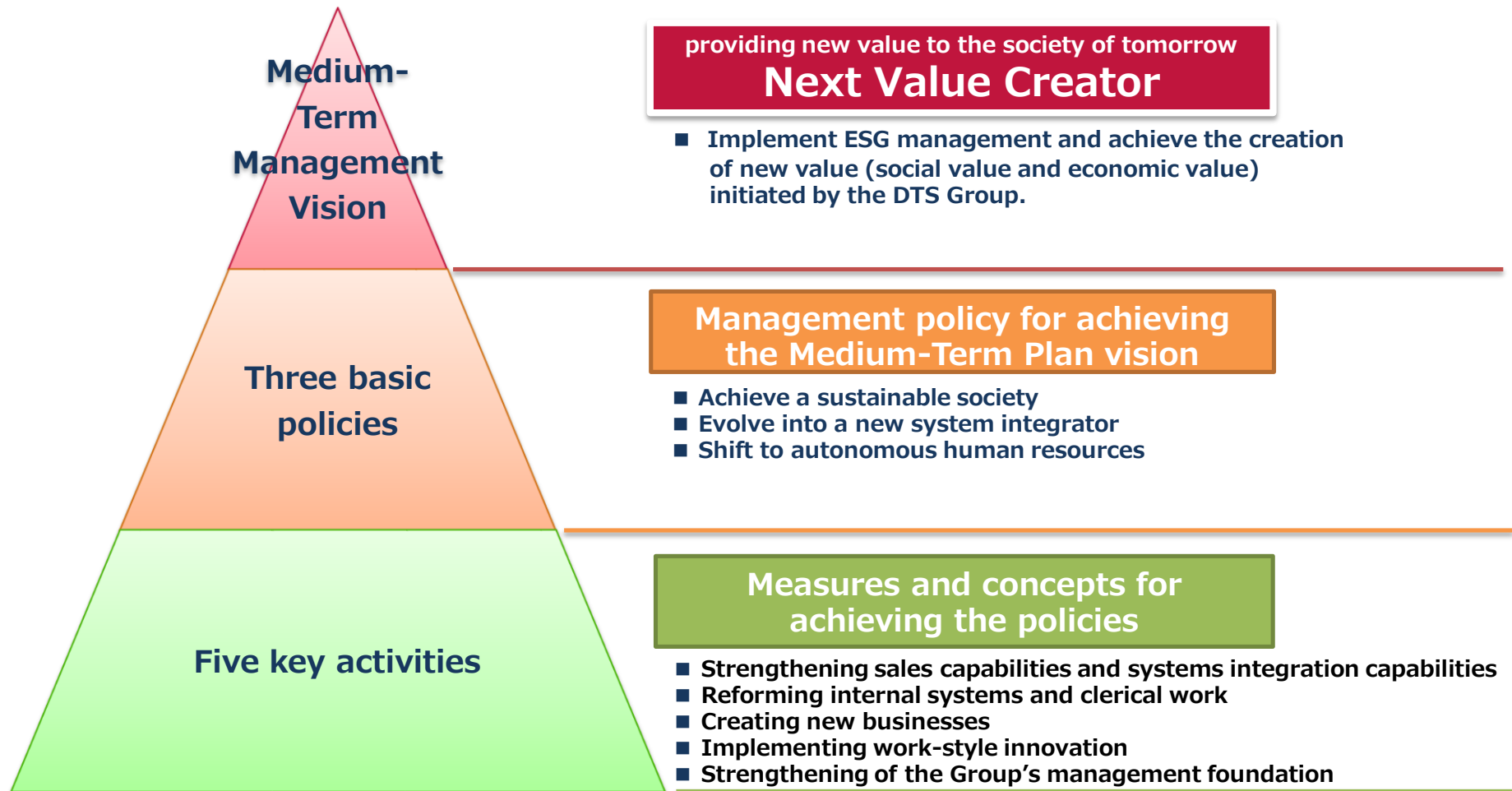
*1: Japan SuperElectronics Co., Ltd. *2: Dalian SuperElectronics Co., Ltd.

<> Figures in parentheses are adjusted for the impact of the change in the fiscal year end of DTS/Results include intra-group transactions

2. Status of Key Activities in FY 21/3

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.



Key Points in Fiscal Year Ended March 2021

The Company has set key points based on the five initiatives laid out in the Medium-Term Plan, considering results in the previous fiscal year and changes in society due to the COVID-19 pandemic.

New Normal

Digitization

Online

Remote

Touchless

Labor Saving

Strengthening sales capabilities and systems integration capabilities

- Introducing a variety of sales styles
- Strengthening project management

Creation of new business

- Expanding sales related to DX (25% or more this fiscal year)
- Cultivating human resources for DX (500 persons or more this fiscal year)
- Creating solutions

Acceleration

Acceleration

Enhancement

Strengthening of the Group's management foundation

- Strengthening the global business system
- Strengthening the Group through M&A
- Managing and disclosing information with ESG in mind

Reform of internal systems and clerical work

- Improving office work efficiency (digitization of office work)
- Applying DX to internal systems

Enhancement

Enhancement

Implementation of work-style reforms

- Reviewing the personnel evaluation system (valuing employees that rise to meet challenges)
- Introducing a system supporting a variety of work styles

Acceleration

Strengthening Sales Capabilities and Systems Integration Capabilities

In response to societal changes as the world transitions to a new normal, the Company is promoting sales activities that combine remote and face-to-face communication and the use of SFA to share information with related parties in a timely manner. The Company is also focused on rebuilding Nelito, which had unprofitable projects. Across the group, new unprofitable projects due to challenges occurred, but were limited to less than 0.5% of sales.

Nelito – strengthening project management capabilities

Returning Nelito to profitability with support mainly from DTS's Financial Business Headquarters.



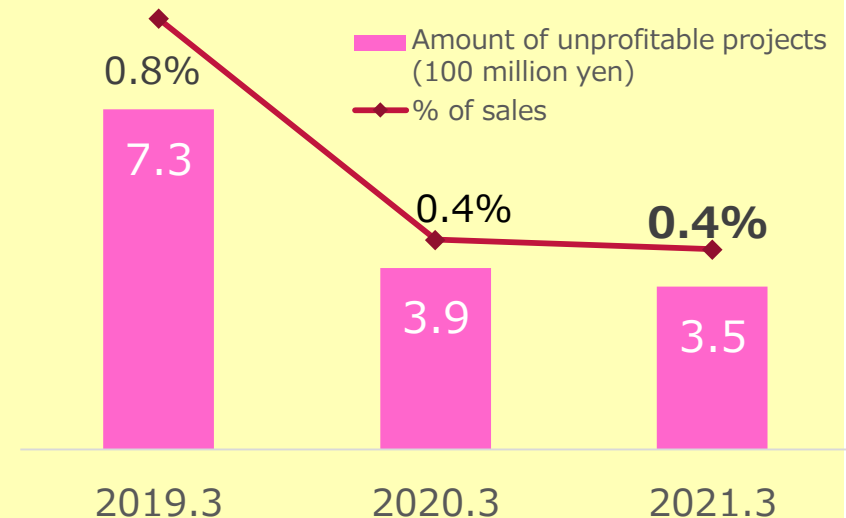
- Implementation of DTS's in-house development standards (PMS)
- Review of order process, etc.

Nelito operating income
Deficit reduction
YoY
¥110 million

Unprofitable projects

Continued to strengthen management and visualize risks to curb unprofitable projects.

<Amount of unprofitable projects>



Creating new businesses

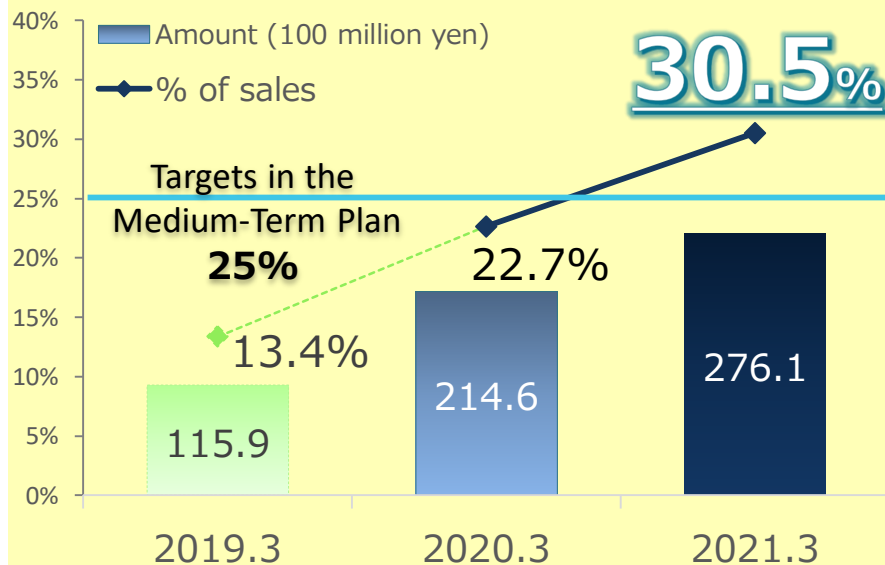
Implemented DX-related initiatives one year ahead of the final year target of the Medium-Term Plan.

DX-related sales were ¥27.61 billion, and accounted for 30.5% of consolidated sales, exceeding the 25% target. In the area of human resources, the number of people with DX-related qualifications has steadily increased, exceeding the target of 500. We are working on acquiring more projects to refine the knowledge and skills acquired.

DX-related sales

SoE-type businesses account for about half of the total, with cloud business in particular expanding.

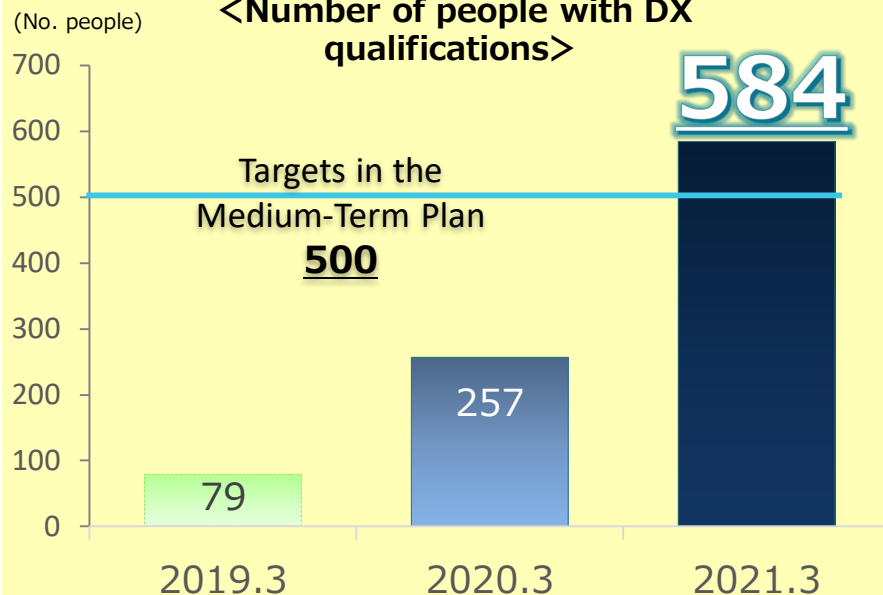
<Sales in DX-related business>



Cultivation of DX human resources

The number of people with qualifications is expanding, especially in AI and cloud computing.

<Number of people with DX qualifications>



Reforming internal systems and clerical work/Implementing work-style innovation

Promoting paperless computer office work, electronic contracts and digitization. The rate of paper use has dropped by about half from the previous year's through the spread of telework and web conferencing.

We will continue to focus on health management having achieved "Company of Health Excellence Certification/Gold Certification" in September 2020 and certification as a "2021 Health and Productivity Management outstanding organization" in March 2021.

Improving office work efficiency

Promoting digitization among employees and partner companies to facilitate work at home.

Employee work (workflow)

2016

Yet to begin 32%

68%

Digitization

2020

Completed in the first half 19%

Completed in the second half 81%

<Orders to partners (electronic contracts)>

Mar. 2020 65%

Mar. 2021 75%

Implementing work-style innovation · health management

Strengthening disease prevention by reviewing management standards for high-risk individuals, and supporting health promotion by introducing online health guidance.



2021
健康経営優良法人
Health and productivity

Two consecutive years Certified



健
健康優良企業

Mar. 2020: Silver certification
Mar. 2021: Gold certification

Teleworking % (Mar. 2021) 70%

3. FY 22/3 Forecast

(Reference) 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. • The COVID-19 pandemic is predicted to lead to further expansion of online services that avoid face-to-face interaction.
	<ul style="list-style-type: none"> • In the insurance industry, we expect demand for digitalization to reform operations including online transactions and online sales to promote sales activities despite the COVID-19 pandemic.
Information & Communications	<ul style="list-style-type: none"> • 5G is a promising growth area for online and digitalization looking ahead beyond COVID-19. We expect expansion of IoT business, especially in the manufacturing industry.
Manufacturing (auto)	<ul style="list-style-type: none"> • The roadmap to achieving automated driving by 2025 is in good shape, and MaaS is expected to grow along with automated driving.
Other	<ul style="list-style-type: none"> • We expect system investment in Healthcare, Welfare, Public Sector mainly in government offices, including centrally managed information systems in each ministry and agency through the establishment of a new digital agency.
	<ul style="list-style-type: none"> • We assume that the COVID-19 pandemic will further increase cloud usage and accelerate the migration from on-premise to cloud.
	<ul style="list-style-type: none"> • Because SAP ERP support will expire, replacement of existing products with SAP S/4 HANA continues in industries and demand still remains high.

Performance Forecasts for the Full Fiscal Year Ending March 2022 [Consolidated]

Net sales are expected to hit ¥95.0 billion (up ¥4.5 billion year on year), which despite not reaching the Medium-Term Plan target of ¥100.0 billion, will represent a new record high.

Operating profit is forecast to reach ¥11.0 billion (up ¥180 million year on year), aiming to maintain an operating margin of 10% or higher and set a new record for the eighth consecutive year.

(Units: 100 million yen, %)	Results	Ratio to sales (%) / YoY		Year on year	
Net sales	950.0	—		+45.0	105.0%
Gross profit	190.0	20.0%	(+0.0pt)	+9.4	105.2%
SG&A expenses	80.0	8.4%	(+0.4pt)	+7.6	110.5%
Operating profit	110.0	11.6%	(-0.4pt)	+1.8	101.7%
Ordinary profit	112.0	11.8%	(-0.5pt)	+0.6	100.6%
Profit attributable to owners of parent	76.5	8.1%	(-0.3pt)	+0.5	100.7%

Performance Forecasts for the Full Fiscal Year Ending March 2022

[Sales by Segment]

- In the Finance and Society segment, we are focused on growth in the public sector and orders for modernization projects, and expecting a positive period.
- In the Corporate Solutions segment, we aim to achieve further growth through expanding cloud infrastructure projects.
- In the Operational Infrastructure BPO segment, revenue is expected to increase through strengthening of service provision business.
- In Regional, Overseas, Etc., we will promote sales activities that take advantage of the strengths of each region and aim for expansion.

(Units: 100 million yen, %)		Results	Ratio to sales (%) / YoY		Year on year	
Net sales		904.9	950.0	—	+45.0	105.0%
	Finance and Society	284.4	295.0	31.1%	+10.5	103.7%
	Corporate Solutions	263.6	286.0	30.1%	+22.3	108.5%
	Operational Infrastructure BPO	252.3	262.0	27.6%	+9.6	103.8%
	Regional, Overseas, Etc.	104.4	107.0	11.3%	+2.5	102.4%

(1) Key Points in Fiscal Year Ending March 2022 (by Segments)

Finance and Society

- Growth in modernization projects
- Public sector growth (Acquisition of digital agency projects, etc.)

Corporate Solutions

- Strengthening and expanding promising areas
 - Cloud infrastructure
 - ERP
 - CASE and MaaS, etc.

Operational Infrastructure BPO

- Expansion of ServiceNow and ReSMplus services
- Strengthening the network field

Regional, Overseas, Etc.

- Cultivating DX employees through intra-group collaboration
- Expansion of local business

(2) Key Points in Fiscal Year Ending March 2022

Accelerating DX

DX % of sales

Initial target

25%



35%

No. of DX employees

Initial target

500



900

Customer requests

- Ability to make proposals based on extensive experience
- Technology expertise

DTS Group

Business
know-
how

PM
capability



DX

Solutions

Strengths

Areas for strengthening in
the Medium-Term Plan

**Establishment of
the Digital Solutions
Business
Headquarters**

**Strongly promote
the DX business**

FY March 2022 Dividend Forecast

For the fiscal year ended March 31, 2021, the Company will pay a year-end dividend of 35 yen per share, an increase of 5 yen from the initial forecast, due to record-high operating income and record-high net profit, which also exceeded the initial forecast. In the fiscal year ending March 31, 2022, we expect business to continue to expand steadily, and will aim for a total return ratio of 50% or higher, which is higher than the Medium-Term Management Plan target of 45% or higher.

	End of 2Q (yen)	Year end (yen)	Full year (yen)	Total return ratio (consolidated)	Payout ratio (consolidated)
FY 22/3 (Forecast)	30	35	65	51.7% *1	38.6%
FY 21/3	25	35	60	49.4% *2	36.3%

*1: Scheduled to acquire approx. ¥1 billion of treasury stock in April to June 2021

*2: Already acquired treasury stock of 444,100 shares (amounting to approx. ¥1 billion) in May to June 2020

FY March 2022 Medium-Term Plan Major Targets and Forecast Results

Business income

Medium-Term Plan Major Targets

Forecast results



Consolidated sales

¥100 billion or higher

¥95 billion



Consolidated operating margin

10% or higher

11.6%

Management efficiency ratio · shareholder returns



ROE

12% or higher

12.5%



Total return ratio

45% or higher

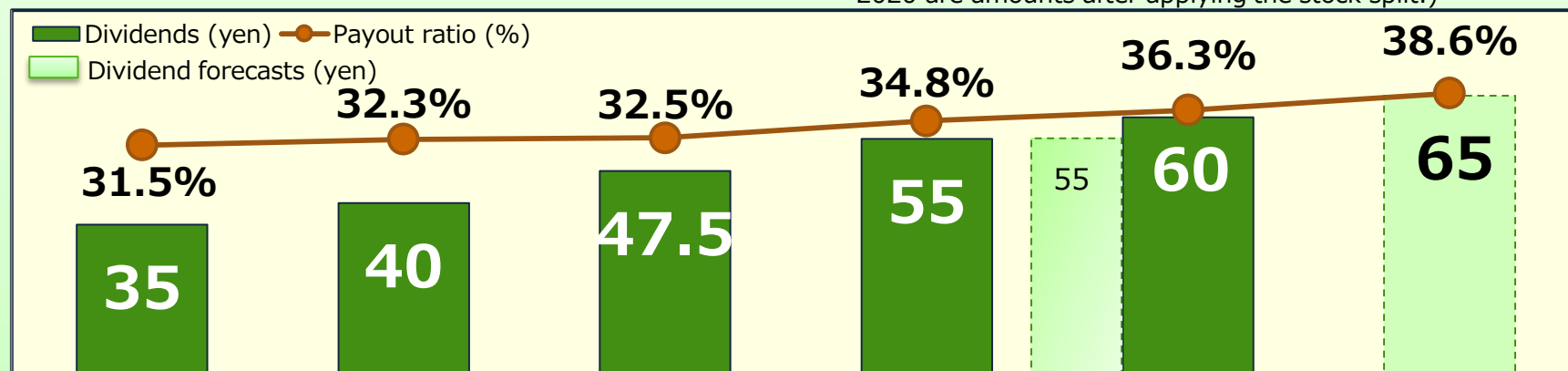
51.7%

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

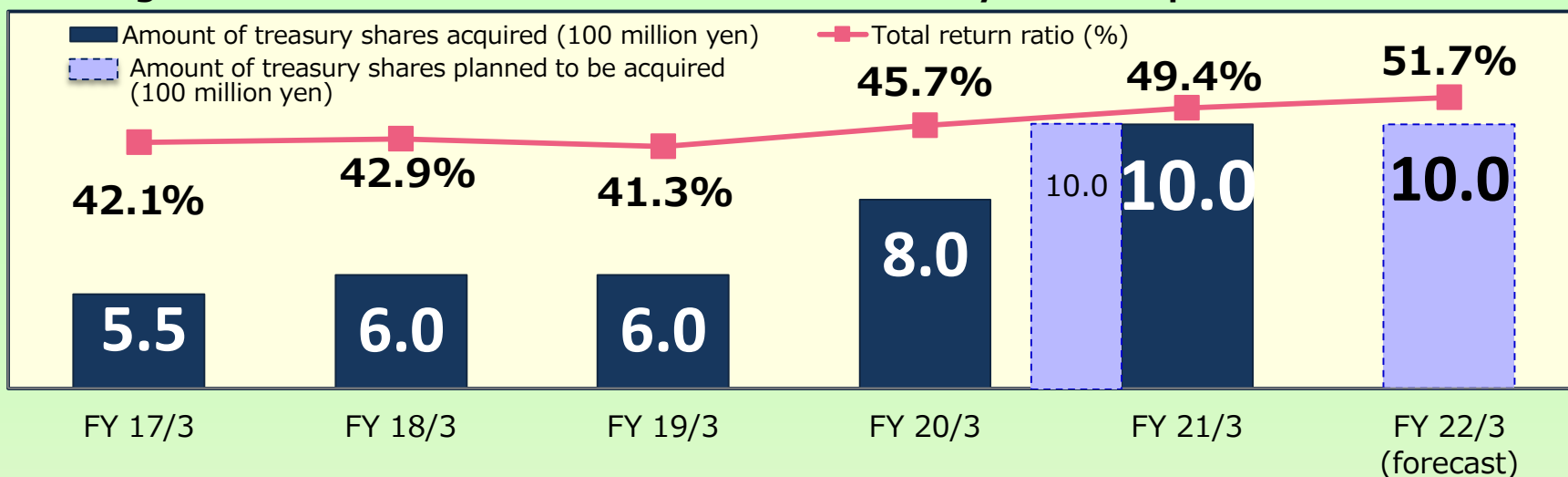
The full year dividend for the fiscal year ending March 31, 2022 is expected to be 65 yen, the eighth consecutive year of dividend increases. The Company will continue to pay stable dividends and purchase treasury stock, aiming for a total return ratio of 50% or higher.

■ Changes in dividends and payout ratio

(Dividend amounts for prior to the fiscal year ended March 31, 2020 are amounts after applying the stock split.)



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



Other information

(Reference) Major News Releases (1)

Date of release	Company	Title, brief description
2021		
Apr. 28	DTS	Notice concerning dividend of surplus (dividend increase) 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 55 yen to 60 yen) to achieve a total return ratio of 45% or more, a target in the Medium-Term Plan.
Apr. 28	DTS	Notice concerning determination of matters pertaining to treasury stock acquisition DTS acquired treasury stock to raise capital efficiency and increase shareholder returns. (Scheduled number of shares to acquire: 395,000; total amount: ¥1 billion yen; period: April 30 to June 11, 2021)
Apr. 15	DTS INSIGHT CORPORATION	Participated in the “Osaka Prefecture DX Promotion Partners” program to support the promotion of DX by small and medium-sized companies Signed a business partnership agreement with Osaka Prefecture to support the promotion of DX by small and medium-sized enterprises. Proposing solutions as “Osaka Prefecture DX Promotion Partners” to small and medium-sized companies in Osaka Prefecture that have concerns related to data and digital technology on a platform launched by the prefecture.
Mar. 1	DTS WEST	Yanmar Holdings Co., Ltd. commenced a demonstration experiment using “kotosora” Yanmar Holdings Co., Ltd. commenced a demonstration experiment of “kotosora” (an AI FAQ solution) on March 1, 2021 with the aim of further improving convenience and operational efficiency. We expect to improve convenience by providing access to information 24 hours a day, 365 days a year, and also to improve the work efficiency of employees who are required to answer inquiries and responses.
Feb. 1	DTS	Notice of Change of Representative Directors In order to further strengthen and enhance the management system, the Board of Directors resolved at its meeting held on February 1 to change representative directors. <New positions> Chairman and Representative Director: Koichi Nishida President and Representative Director: Tomoaki Kitamura

(Reference) Major News Releases (2)

Date of release	Company	Title, brief description
2021		
January 13	DTS WEST	Commencement of Demonstration Experiments for Tourism Information Boards Utilizing Contactless Touch Panels By using the Parity Mirror® manufactured by Parity Innovations Co., Ltd., DTS WEST developed a contactless version of an information board that previously worked by contact-based interaction, which can be operated by operations made in the air. The demonstration experiment provides an opportunity to verify the effectiveness of the contactless function and the safety that this new innovation offers by installing a contactless tourist information board for use by park visitors. (Demonstration experiment period: January 13, 2021 to February 17, 2021)
2020		
December 7	DTS WEST	DTS WEST Earns Place in AWS' APN Consulting Partner Select Tier DTS WEST has achieved the Select Tier of APN Consulting Partners, in the AWS Partner Network (APN), a partner program of Amazon Web Services (AWS).
November 30	DTS	DTS posted DTS Group REPORT 2020. DTS posted DTS Group REPORT (2020) on its website.
October 30	DTS	Notice concerning a revision to the results forecast DTS revised the results forecast announced on April 30, 2020 (net sales: ¥92.5 billion; operating profit: ¥10.0 billion).
October 21	DTS	Healthy company gold certification achieved DTS achieved Healthy Company Step 2 status in December 2019 and promoted safety and health at its workplaces through health and productivity management. DTS satisfied the criteria for gold certification and became certified in September 2020.

(Reference) Major News Releases (3)

Date of release	Company	Title, brief description
October 15	D T S W E S T	<p>The Multi-database Search System for Historical Chinese Characters, which has been created by the Historiographical Institute, The University of Tokyo, the Nara National Research Institute for Cultural Properties, and other institutes, became available.</p> <p>Following the development of the MOJIZO system (image matching search system for mokkan (wooden tablets) and cursive characters) and the Mekkanko (wooden tablet database) and the building of the foundation for a Nara National Research Institute for Cultural Properties image database, DTS WEST provided technical cooperation in the building of the portal of the multi-database search system for historical Chinese characters. DTS WEST built a portal that displays images searched for across the image databases of six organizations in Japan and overseas, including the Historiographical Institute, The University of Tokyo and the Nara National Research Institute for Cultural Properties.</p>
October 7	D T S W E S T	<p>Ferris Chat, an AI chat bot using kotosora, launched at Ferris University.</p> <p>Ferris University introduced Ferris Chat, an AI chat bot using kotosora, to provide a new method enabling everyone to easily find answers to questions that are frequently asked by students in addition to the existing methods (visiting contact desks, using internal Q&A services). The new system enables students to access the information they need 24 hours a day, every day. The system is expected to improve convenience for students and increase the work efficiency of university staff by reducing the time to answer the questions.</p>
August 6	D T S	<p>DTS upgraded its BPO service that helped stop the retention of credit card information and began providing new services.</p> <p>DTS's security support center, which absolutely complies with PCI DSS Ver3.2.1, mainly handled credit card information. On August 1, the security support center renewed the service and began handling account information in higher security environments and began handling sensitive information, including national identification numbers, as new BPO services.</p>
July 1	D T S W E S T	<p>DTS WEST commenced a demonstration experiment of a kotosora for LGWAN-solution based automatic response system for staff members of Kasugai city hall.</p> <p>DTS WEST commenced the demonstration experiment of an automatic response system for staff members of Kasugai city hall, which utilizes the AI-operated kotosora for LGWAN FAQ solution that supports the Local Government Wide Area Network. (period: July 1, 2020 to August 31, 2020)</p>

(Reference) Major News Releases (4)

Date of release	Company	Title, brief description
June 15	D T S	<p>Notice concerning status and completion of treasury stock acquisition</p> <p>Number of shares acquired: 444,100 shares, Total amount: 999,798 thousand yen, Period: May 1, 2020 to June 12, 2020.</p>
May 18	D T C	<p>DTC concluded a distributorship agreement with Druva and provision of a solution that protects end points in the telework environment.</p> <p>DTC concluded a sales distributorship agreement with Druva Inc., a U.S. company that is a leader in the cloud protection and management technology. The Company will enhance end-point protection solutions that include not only servers but also cloud applications by adding Druva's Phoenix and inSync products to its product lineup. This reflects the background of growing demand for simple and highly cost effective backup servers, as well as the data protection and security of end points in the cloud age.</p>
May 12	D T S	<p>Notice concerning change of an accounting auditor</p> <p>The Board of Corporate Auditors of DTS passed a resolution to change an accounting auditor, the submission of which as a proposal to a General Meeting of Shareholders (June 19) will be decided at a meeting of the Board of Directors on May 14. (The proposal was approved at the General Meeting of Shareholders held on June 19.)</p>
April 24	D T S	<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>

FY 21/3 Results Presentation

Thank you for your attention.

Creating New Value
MADE BY DTS Group

A red, elongated oval shape with a white swoosh-like cutout on the right side, serving as a background for the company name.