



## **DTS Agrees to Acquire a 51% Stake in Partners Information Technology (Calance), a US-based IT Services Company**

### **DTS to expand the US business and strengthen IT Staffing and IT Services**

DTS CORPORATION (headquartered in Chuo-Ku, Tokyo; Tomoaki Kitamura, President and Representative Director) has agreed to acquire a 51% stake in Partners Information Technology, Inc., a US-based IT services company (headquartered in Anaheim, California, USA; Amit Govil, CEO; hereinafter "Calance") from Calance Software Pvt. Ltd. (headquartered in Delhi, India), an India-based IT company, the parent company of Calance. \* Partners Information Technology operates its business under the brand name of Calance in the United States.

DTS has been providing SI services to financial institutions, retailers, healthcare companies and manufacturers through the network (East Coast, South Central, and West Coast of USA) of DTS America Corporation (headquartered in New York, USA; Hiroyuki Mabuchi, President; hereinafter "DTS America"), a DTS Group company to provides services in the United States.

DTS will share its knowledge in the IT Staffing and IT Services businesses in the US market with Calance, aiming to expand business of DTS.

#### **1. Synergy for expanding business in the United States**

Calance has a team dedicated to the solutions implementation and maintenance. It has a strong IT Staffing and IT Services department comprising staff with highly specialized skills in the field. Calance also has advance capabilities of promptly searching for a personnel with desired qualifications in the United States, a feature enabling it's enviable customer base.

Focusing on these strengths, DTS America formed an alliance with Calance in 2017 and has been cooperating with Calance as a strategic partner for building systems and introducing ERP and SAP solutions for customers.

Following the recent investment in Calance, DTS will strengthen its US business by advancing its cooperation with Calance. DTS will develop its solutions business, including digital transformation, not only for financial institutions as major customers but also for many other industries. Additionally, DTS will cooperate with Calance Software Pvt. Ltd., the parent company of Calance, to diversify and expand its IT business.

#### **2. Vision 2030, DTS's medium- to long-term vision**

DTS launched the "Vision 2030" a medium- to long-term vision in April 2022. In this Vision, DTS lays out its goal of becoming a company that would continue to take on challenges and provide value that exceeds expectations. With rapid expansion of the IT market, DTS positions strategic investment for the future as one of its priorities in the Vision 2030, including M&A activities. The acquisition of shares this time is an important part of the initiatives enlisted in the Vision. Acquiring expertise in the IT business in the United States through this investment empowers DTS to respond

to the rapid transformations and expansion of IT markets at present and in the future.

**3. About Calance**

Calance was established in October 2011. It has more than 150 corporate customers, primarily Japanese companies, in the United States. Calance provides high value-added IT Staffing and IT Services, including the contract development of business applications, the system maintenance and operation and digital transformation support using Cloud services and AI. In the IT Staffing business particularly, Calance has a database of more than 10,000 engineers, to realize to quickly search for and select personnel. In the development of business applications, Calance realizes to provide high quality IT Services quickly at low prices by utilizing offshoring to India, where the parent company is located.



Invested company	Partners Information Technology, Inc. (US-based wholly owned subsidiary of Calance Software Pvt. Ltd. headquartered in Delhi, India)
Address	888 S Disneyland Drive, Suite 500, Anaheim, CA, 92802-1846 USA
Representative	Chief Executive Officer Amit Govil
History	- Established in October 2011 as a wholly owned subsidiary of Calance Software Pvt. Ltd. - Absorbed Partners Consulting Inc. in 2012.
Net sales	US \$34,978,000*
Number of employees	269
Offices	Five offices in the United States: Anaheim (head office), Los Angeles, Dallas, Atlanta and Denver
Business	IT Staffing, IT Services, IT Solutions Implementation Support (SAP, SharePoint), digital transformation support using Cloud services and AI, development of business applications
Main customers	Japanese companies in the automobile, healthcare, and financial industries

\*Operating results and financial position in the fiscal year ended December 31, 2021 under local accounting standards

**4. Future outlook**

Calance will be a company adopting consolidated accounting in the DTS’s fiscal year ending March 31, 2023, but the impact of this consolidation is minor and not significant.

**About** Calance Software Pvt. Ltd.  
 Head office: Delhi, India  
 Established: January 2004  
 Number of employees: 172  
 Business: software development, offshore services

**Overview of DTS CORPORATION**

DTS CORPORATION, a comprehensive system integrator (SIer), provides one-stop services, including consulting, system design and development, infrastructure construction, and operation, primarily services for the financial industry, industry and public sectors, and communications industry.

The DTS Group provides high-value-added services, leveraging its expertise in many different areas related to systems.

<https://www.dts.co.jp/>

Head Office location: Empire Building, 2-23-1 Hatchobori, Chuo-ku, Tokyo 104-0032



**Media Contact**

Public Relations Department (Kumada, Shinkai)

TEL: 03-6914-5463      E-mail: [press@dts.co.jp](mailto:press@dts.co.jp)