

Digital Information Technologies Corporation

**Financial Results for the Fiscal Year
Ended June 2020
(TSE1: 3916)**

August 2020





1. Financial Results for FY6/2020

2. Key Measures and Business Forecasts for FY6/2021

3. Mid-Term Management Plan

4. Reference material

FY6/2020 Overview of Financial Results (Performance)

- Sales and profits grew for 10 consecutive years
- Operating income margin rose by 1.1 percentage points to 10.0%

Net sales : 13,495 million yen
(+9.2% YoY)

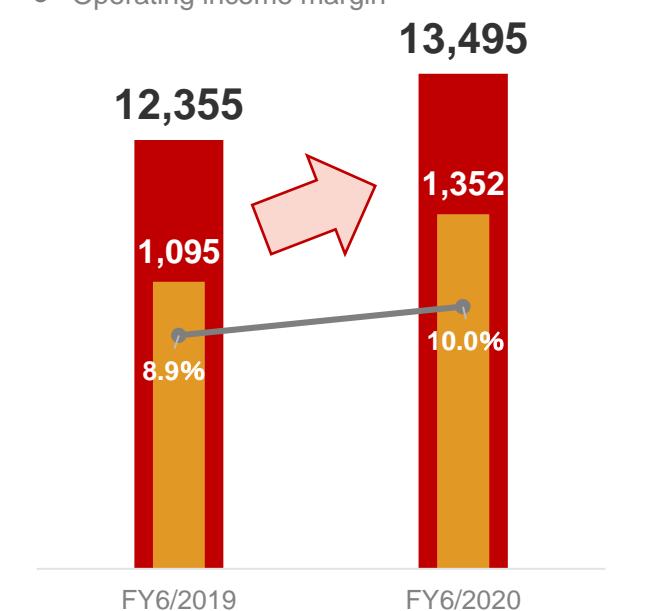
Operating income: 1,352 million yen
(+23.5% YoY)

Operating income 10.0%
margin : (+1.1 ppt. YoY)

Dividends (Forecast): 20 yen (full-year)
(Interim: 9 yen, Year-end: 11yen) * +4 yen YoY

Changes in results

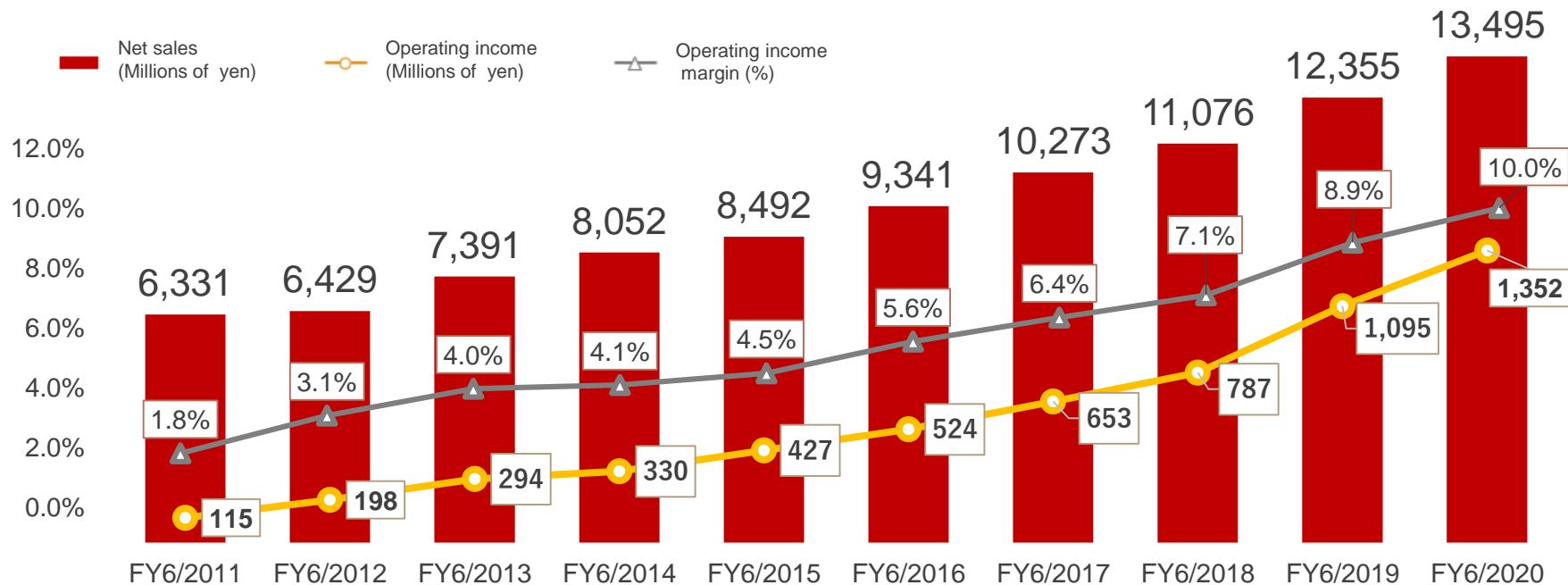
Net Sales
Operating income
Operating income margin
(Millions of yen)



Trends of Business Results

■ Achieved Mid-Term Management Targets "Triple 10" one year ahead of schedule

Mid-Term Management Targets "Triple 10"	Net Sales 10 billion yen	Operating income 1 billion yen	Operating income margin 10%
Planning target year	FY6/2017	FY6/2019	FY6/2021
Achieved year	FY6/2017	FY6/2019	FY6/2020



FY6/2020 Overview of Financial Results (Business)

Steady business expansion in all businesses

- **In the Business Solutions Unit**, profitability rose as we revised its business portfolio and strategically shifted to higher-margin projects. Operational support grew significantly due to aggressive customer acquisition.
- **In the Embedded Solutions Unit**, we continued to promote a strategic shift to automotive-related products in both development and verification, resulting in substantial growth in both sales and profits. The IoT domain also made steady progress.
- **In the Original Product Unit**, many projects were carried over due to the impact of COVID-19, but we received many inquiries for WebARGUS and xoBlos, as these are solutions that can solve social issues, and full-year results exceeded the YoY performance.
- **In the Systems Sales Unit**, it showed significant growth due to demand for system replacement and renovation stemming from the introduction of reduced tax rates and the termination of Windows7 support.

Financial Results for FY6/2020



Summary of Consolidated Financial Results for FY6/2020

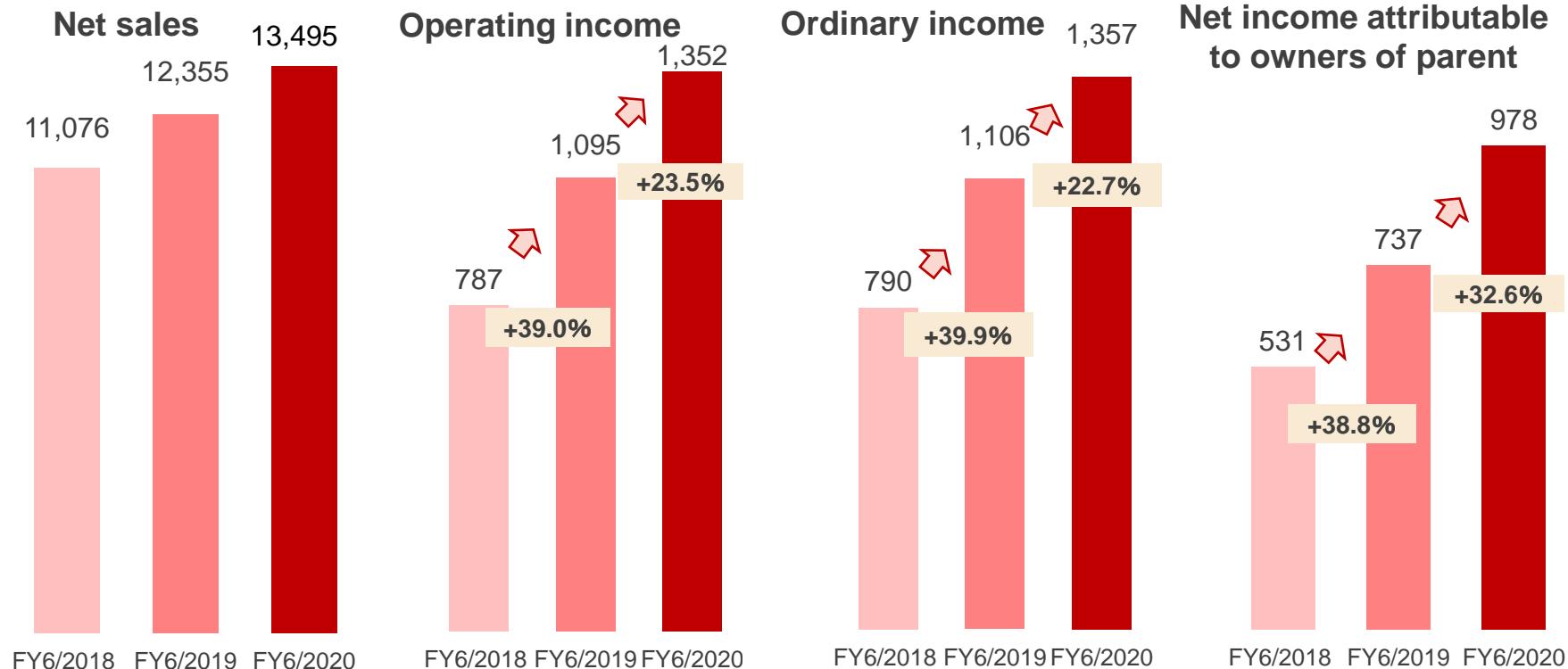
- Growth in both sales and profits
- Gross margin up by 0.7 percentage points; SG&A expense ratio improved by 0.4 percentage points

(Millions of yen)	FY6/2019 Results	Composition %	FY6/2020 Revised plan	Composition %	FY6/2020 Result	Composition %	YoY %
Net sales	12,355	100.0%	13,400	100.0%	13,495	100.0%	+9.2%
Gross profit	2,949	23.9%	-	-	3,323	24.6%	+12.7%
SG&A	1,854	15.0%	-	-	1,971	14.6%	+6.3%
Operating income	1,095	8.9%	1,300	9.7%	1,352	10.0%	+23.5%
Ordinary income	1,106	9.0%	1,297	9.7%	1,357	10.1%	+22.7%
Net income attributable to owners of parent	737	6.0%	980	7.3%	978	7.2%	+32.6%

FY6/2020 Financial Highlights

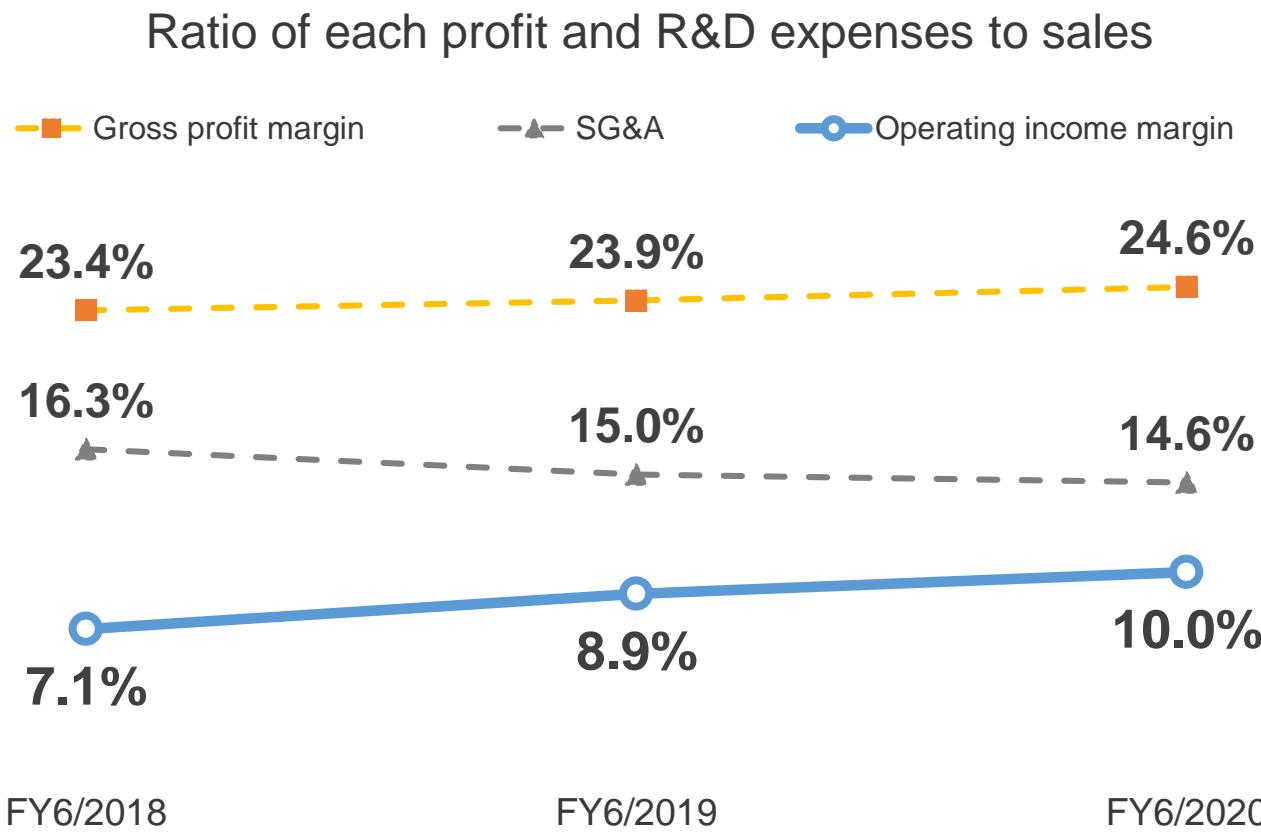
Both net sales and profits achieved record highs.

(Millions of yen)



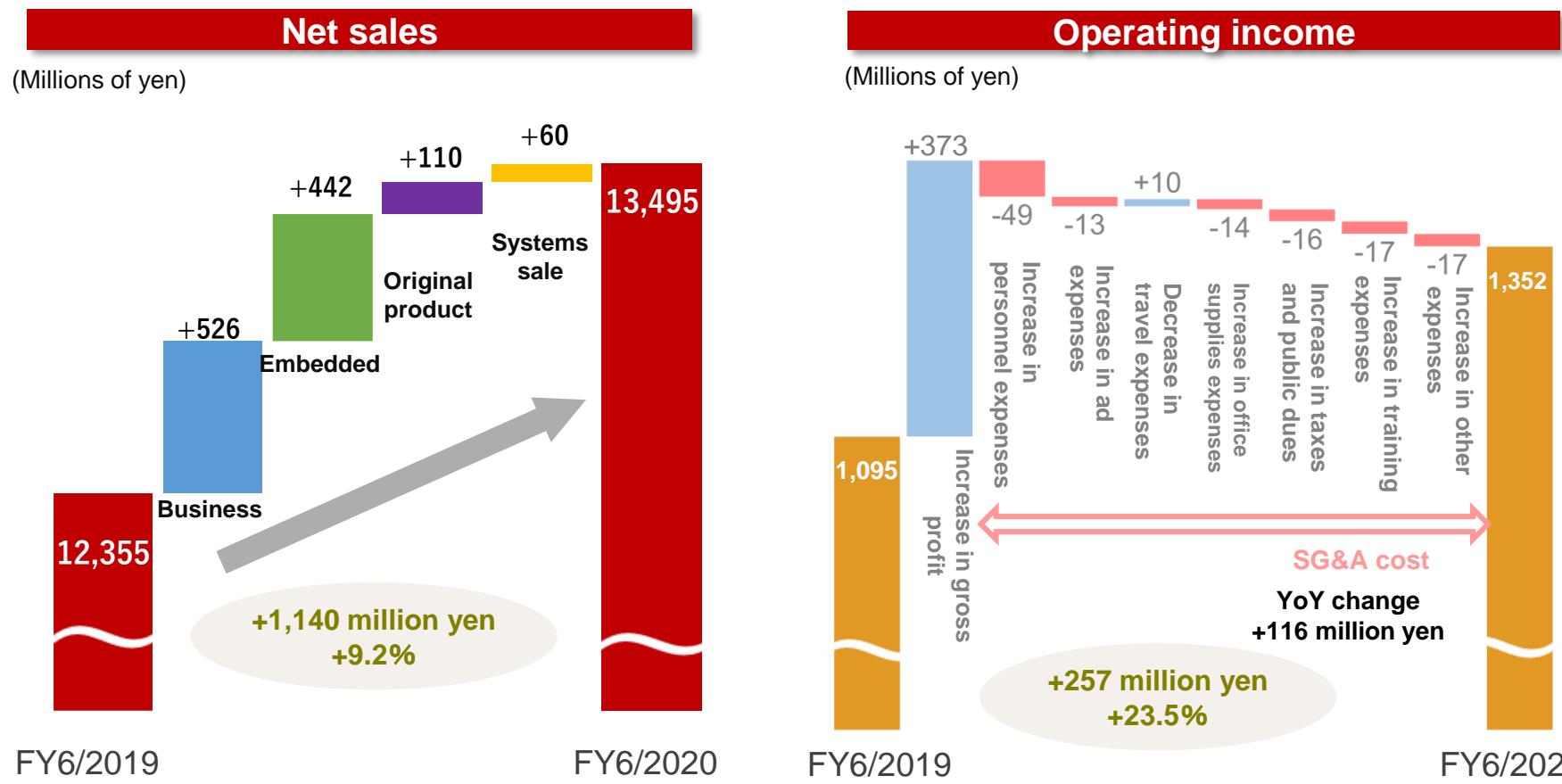
Changes in Operating Income Margin

SG&A ratio improved in addition to the rise in the gross margin, and the operating income margin steadily increased.



Factors behind Changes in Net Sales and Operating Income (YoY)

- Show growth in sales in all business segments.
- Operating income increased by 23.5% YoY, as the increase in gross profit surpassed the increase in SG&A expenses.



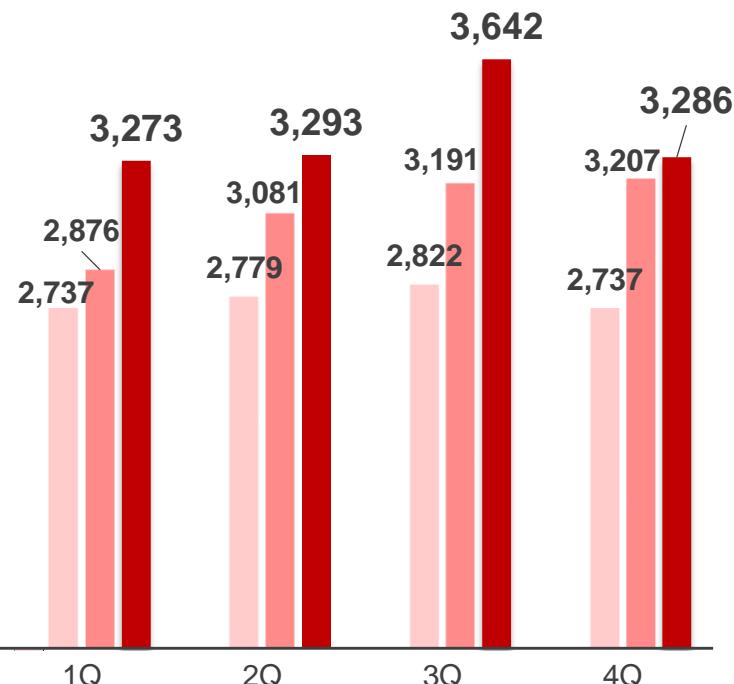
Quarterly Net Sales & Operating Income

■ Record-high sales and operating income for each quarter

Net sales

(Millions of yen)

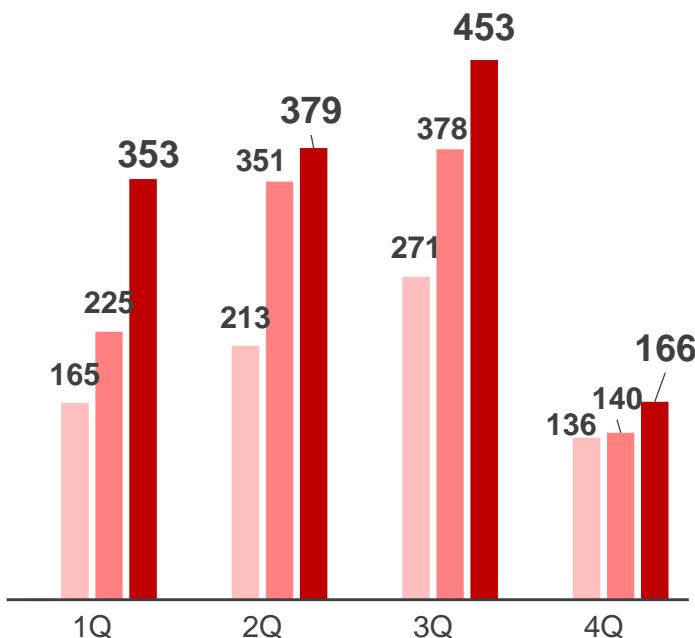
■ FY6/2018 ■ FY6/2019 ■ FY6/2020



Operating income

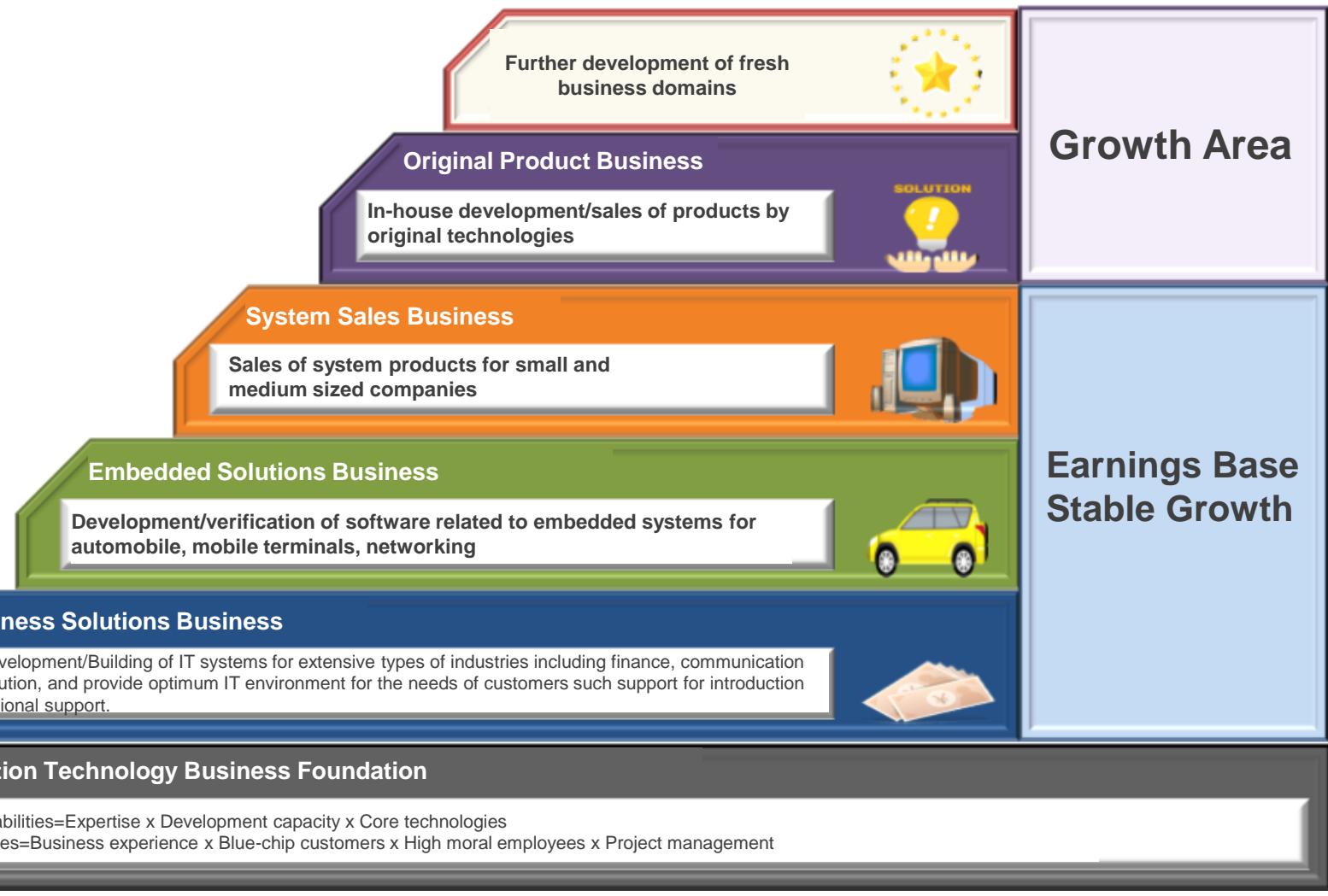
(Millions of yen)

■ FY6/2018 ■ FY6/2019 ■ FY6/2020



* Operating income has seasonal factors to decline in 4Q mainly due to acceptance of new employees and year-end allowances.

Business Domains: Positioning of Each Business



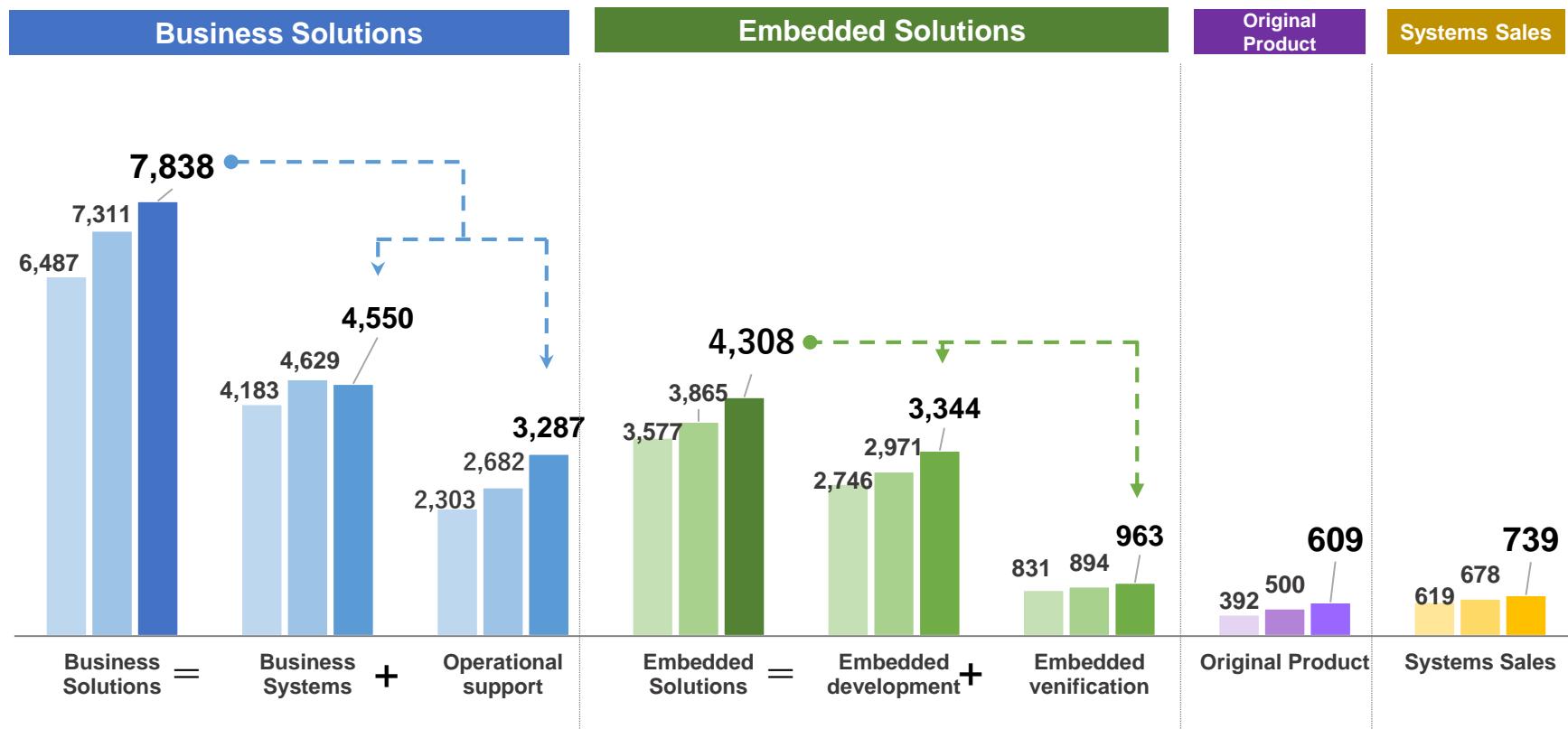
Sales by Business Segment

- Sales continued to increase in all business segments

Quarterly Sales by Business

(Graphs from left to right: FY6/2018, FY6/2019, FY6/2020)

(Millions of yen)

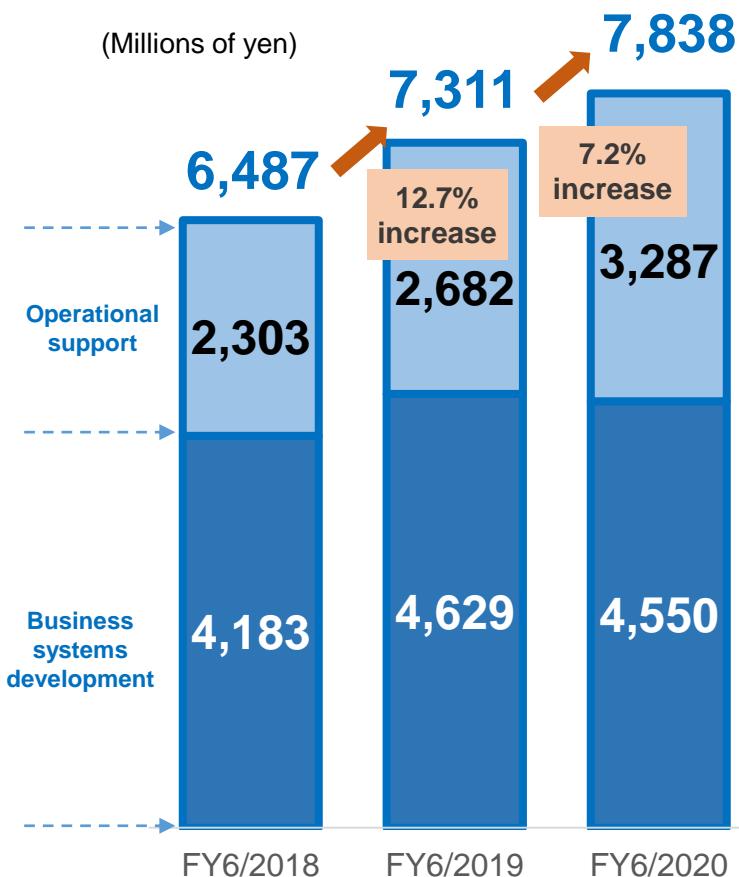


Business Segment and Composition of Sales

- Steady growth in operation support, embedded system development and original product business

Businesses segment	Classification	FY6/2018 Net sales Composition	FY6/2019 Net sales Composition	FY6/2020 Net sales Composition
Software development Business		94.4%	94.5%	94.5%
Business Solutions Unit	Business Bases	58.6%	59.2%	58.1%
Business System Development	Business Bases	64.5%	63.3%	58.1%
Operational Support		35.5%	36.7%	41.9%
Embedded Solutions Unit	Business Bases	32.3%	31.3%	31.9%
Embedded Product Development	Business Bases	76.8%	76.9%	77.6%
Embedded Product Verification		23.2%	23.1%	22.4%
Original Product Unit	Growth Field	3.5%	4.0%	4.5%
Systems Sales Business	Business Bases	5.6%	5.5%	5.5%

Net Sales by Segment: Business Solutions Unit



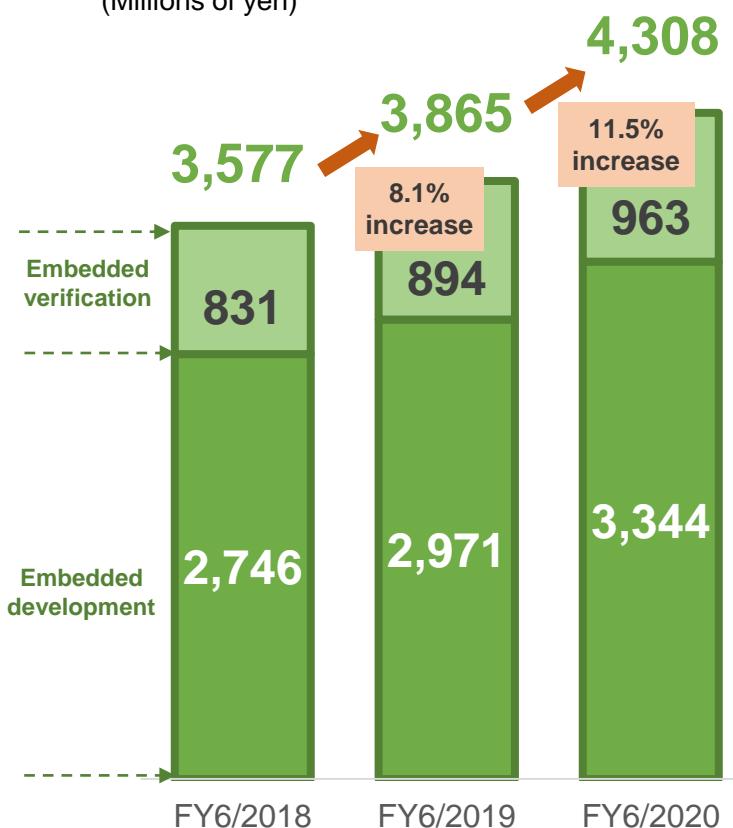
Net sales : 7,838 million yen
YoY change : +7.2%

The business as a whole continues to receive steady orders, especially from existing customers.

- In business system development, sales declined slightly due to sluggish growth in the financial and distribution sectors, but profits increased as we captured high-margin development needs in the public and manufacturing sectors.
- In operational support, both sales and profits grew significantly thanks to the success of aggressive customer acquisition.

Net Sales by Segment: Embedded Solutions Unit

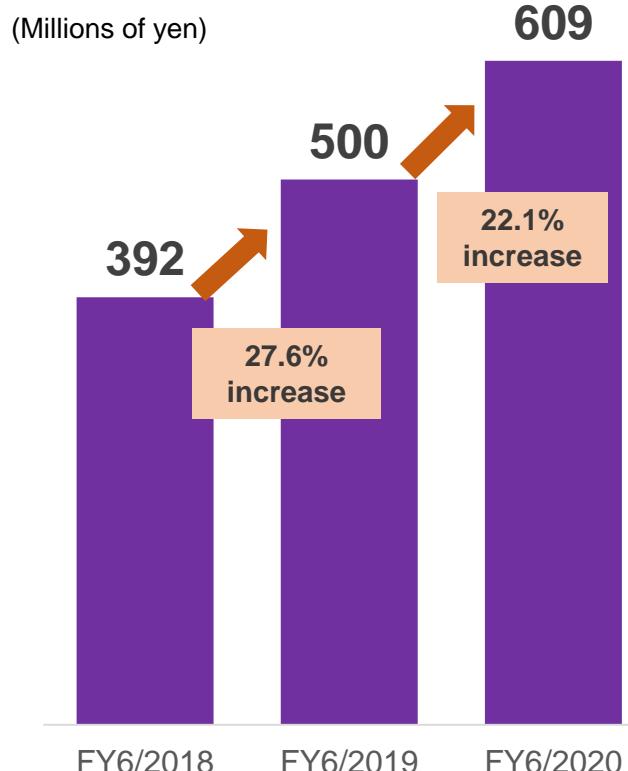
(Millions of yen)



Net sales : 4,308 million yen
YoY change : +11.5%

Strong performance as a whole owing to the strategic shift to automotive-related products.

- In embedded development, both sales and profits grew significantly as automotive-related sector expanded, particularly for connected cars, and IoT-related mobile application development for home appliances and other equipment expanded.
- In embedded verification, sales and profits both exceeded the YoY results as a result of the shift to automotive-related products.



Net sales : 609 million yen
YoY change : +22.1 %

In the business as a whole, the full-year results exceeded the YoY performance, although business negotiations were mostly suspended from March through May.

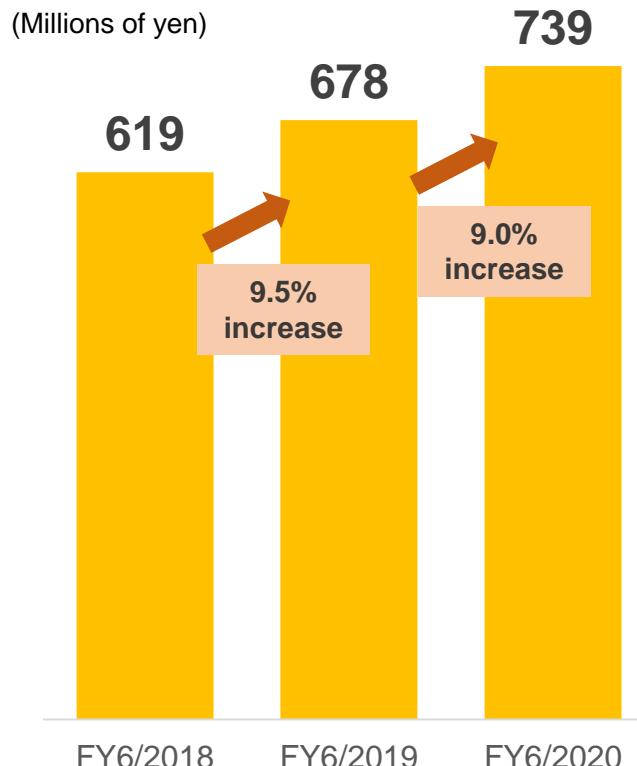
■ [WebARGUS: Cybersecurity product]

Steady growth as a result of the commencement of operations by the largest scale of users since launch, as well as cooperation with an external security specialist company to enhance the lineup of total security services.

■ [xoBlos: Operational efficiency products]

Steady growth driven by the establishment of a sales structure integrated with DIT Marketing Services Co., Ltd. and the promotion of the xoBlos Plus One concept in collaboration with other products such as RPAs and ERPs.

Net Sales by Segment: Systems Sales Business



Net sales : 739 million yen
YoY change : +8.9%

Sales of the Systems Sales business increased YoY thanks to the series of special demands.

- Sales and profits grew steadily due to rush demand for replacement and update of “Rakuichi” before the consumption tax hike, as well as the demand for termination of Windows 7 support.

* The Systems Sales Business mainly sells Rakuichi, a core system for business support and management support for small and medium-sized companies manufactured by Casio Computer Co., Ltd.

Balance Sheet

■ Debt-free management with 68.2% equity ratio

(Millions of yen)

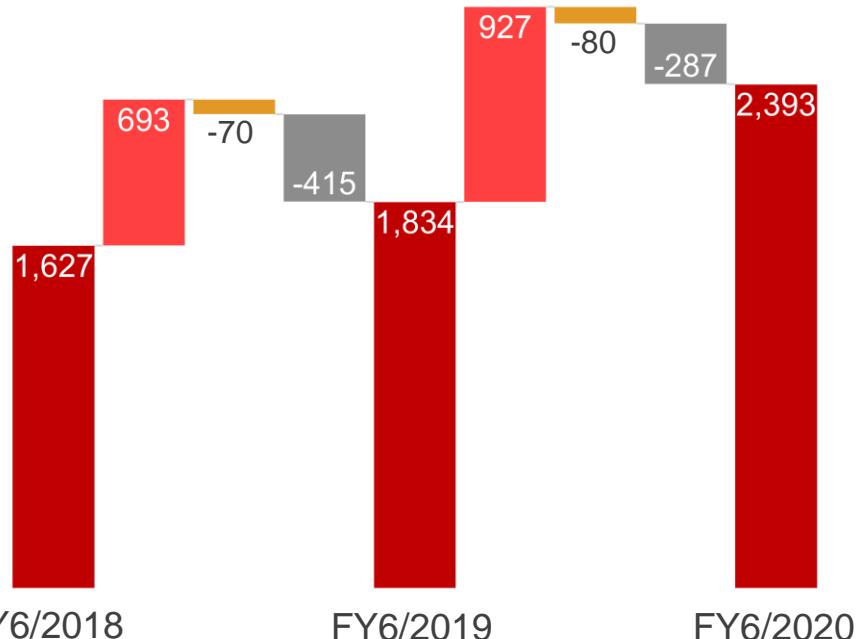
	End-Jun. 2019	End-Jun. 2020	Change
Cash and deposits	1,840	2,399	559
Accounts receivable	1,892	1,905	13
Work in progress	117	208	91
Others	84	78	- 6
Total current assets	3,933	4,590	657
Property, plant and equipment	132	120	- 12
Intangible fixed assets	10	23	13
Investments and other assets	578	630	52
Total fixed assets	721	774	53
Total assets	4,655	5,364	709

	End-Jun. 2019	End-Jun. 2020	Change
Notes and accounts payable - trade	393	417	24
Short-term borrowings	0	0	0
Other	1,208	1,217	9
Total current liabilities	1,601	1,634	33
Long-term debt	0	0	0
Others	105	68	-37
Total fixed liabilities	105	68	-37
Total liabilities	1,707	1,703	-4
Capital stock	453	453	0
Capital surplus	459	459	0
Retained earnings	2,035	2,747	713
Total net assets	2,947	3,660	713
Total liabilities and net assets	4,655	5,364	709

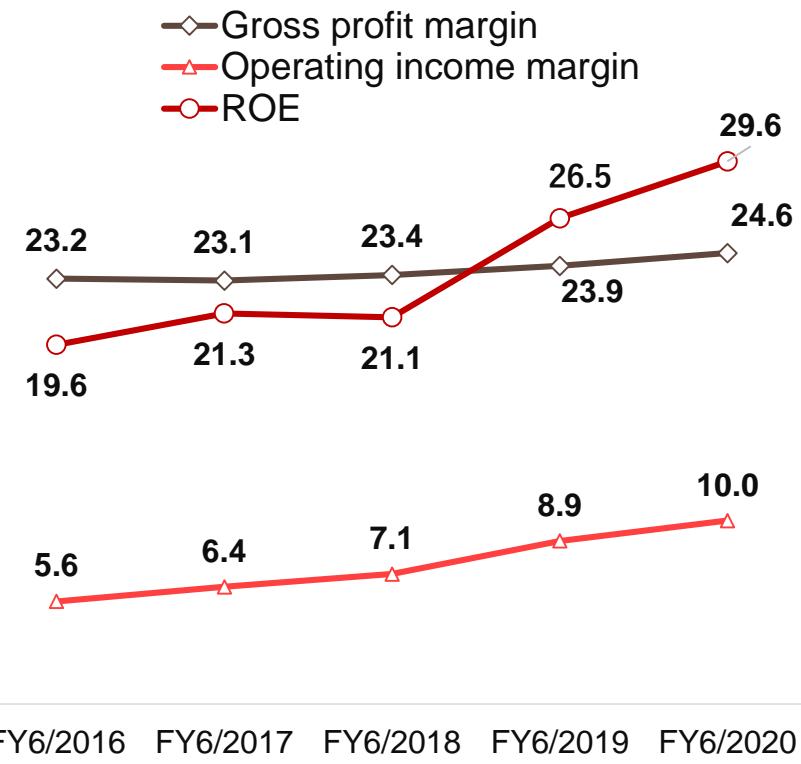
Cash Flows, Financial KPI

- ROE improved to 29.6% due to higher operating income margin

(Millions of yen)



Gross profit margin/Operating profit margin/ROE(%)



Key Measures and Business Forecasts for FY6/2021



Key Measures for FY6/2021

1. Initiatives to sustain growth

- Expansion of growth areas

2. Strengthen overall business capabilities

- Increase profit per capita
- Enhance on-site capabilities

3. Create a comfortable workplace

- Towards a vividly worth working company for employees

Key Measures (1)

1. Initiatives to sustain growth

➤ Expansion of growth areas

- Expand sales of in-house development products (xoBlos, WebARGUS)
- Provide new value (developing new products, promote DX business)
- Expand the advanced automotive technologies domain (Connected, Autonomous)
 - * DX: Digital Transformation
 - * Autonomous: Autonomous driving

2. Strengthen overall business capabilities

➤ Increase profit per capita

Strive to improve the profit per capita by reviewing the work structure and increasing the added value of employees.

➤ Enhance on-site capabilities

Establish the Project Management Promotion Department to improve profitability and customer satisfaction.

Key Measures (2)

3. Create a comfortable workplace

➤ Towards a vividly worth working company for employees

- Continued incentive plan that provides employees with the Company's shares (Japanese version ESOP*) in the second year since the introduction

*ESOP : Employee Stock Ownership Plan

- Introduce talent management system that enables maximum display of skills and abilities of employees
- Enhancement of employee education and training systems

Impact of COVID-19 and Outlook

- In the previous fiscal year, there was a certain impact of COVID-19 on our performance. (Stagnation in sales activities, delay in acceptance of some projects, improving teleworking environment, allowance payments, etc.)
- IT investment for digitalization is expected to remain firm in the future, but there are signs of cautious stance toward IT investment in each industrial sector.

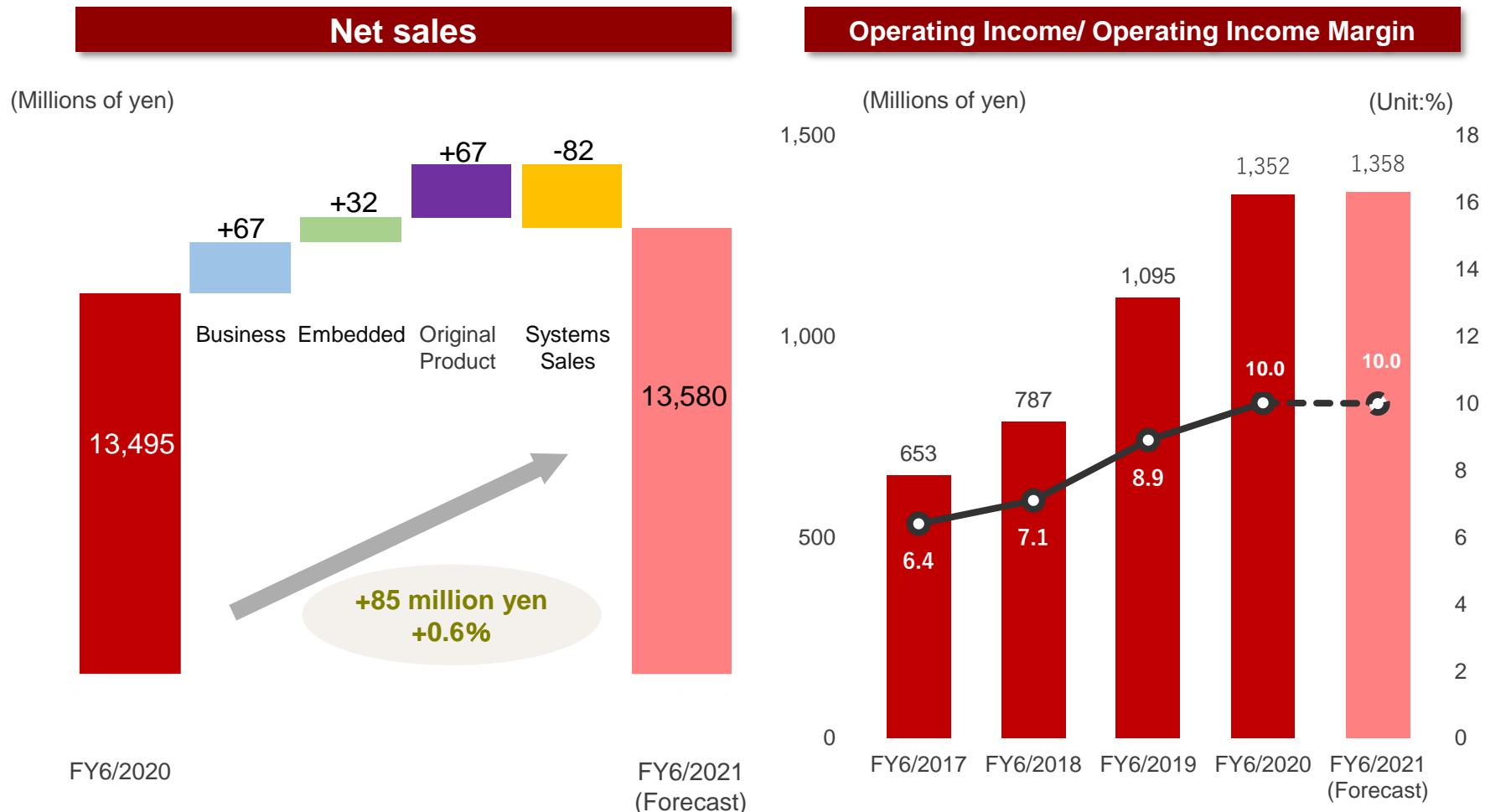
	Market Environment	Measures and Responses	Outlook
Business Solutions Unit	Strong IT investment for DX promotion in both financial, manufacturing, and distribution industries. IT investment in the transportation and other service industries is showing signs of slowing down.	<ul style="list-style-type: none">• Promote a review of the business portfolio with an emphasis on profitability• Promote development for the public sector in conjunction with in-house products• Expand operation support with little impact by COVID-19	
Embedded Solutions Unit	Investment in IoT and IT investment in automotive applications for CASE were firm. However, it is necessary to closely monitor the impact of economic trends in the automobile industry.	<ul style="list-style-type: none">• Continue to respond to automotive-related order in preparation for CASE.• Continue to promote IoT for home appliances and incorporate IoT needs into other areas	
Original Product Unit	Work style reform and cyber security needs are expected to further increase in the New Normal society under the COVID-19 crisis	<ul style="list-style-type: none">• Capture Demand for "xoBlos" and "WebARGUS"• Plan to provide new DX-related services in the 1H of the fiscal year	
Systems Sales Business	In the last fiscal year, the special demand for "Rakuichi" in preparation for the consumption tax hike disappeared and the company moved into a normal operation.	<ul style="list-style-type: none">• Provide added value to existing customers• Approach top enterprises from existing customers	

Business Forecasts for FY6/2021

- Expected to remain unchanged from the previous year as a minimum target, considering the impact of COVID-19.

(Millions of yen)	FY6/2020 Result	Composition %	FY6/2021 Forecast	Composition %	Year on year %
Net sales	13,495	100.0%	13,580	100.0%	+0.6%
Operating income	1,352	10.0%	1,358	10.0%	+0.4%
Ordinary income	1,357	10.1%	1,358	10.0%	+0.0%
Net income attributable to owners of parent	978	7.2%	942	6.9%	-3.7%

Key KPIs (Net sales, Operating Income/ Operating Income Margin)



Business Forecasts by Segment

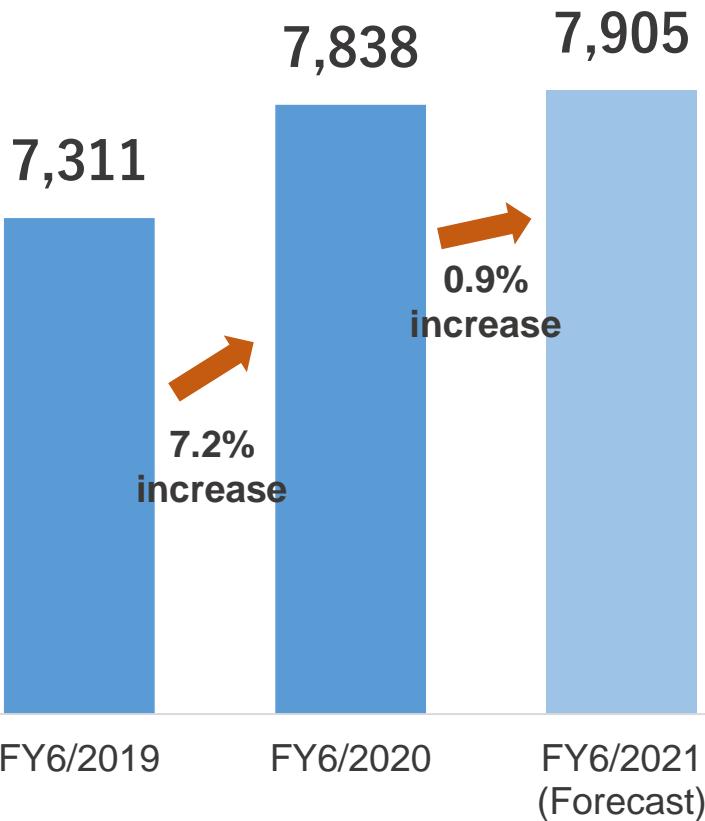
- In the Software Development Business, we plan to increase sales by 1.3% YoY, and in the Original Product Unit, we aim to increase sales by 11%.

(Millions of yen)

Business Segment	FY6/2020 Net sales	FY6/2021 Net sales Forecast	Change	% Change	Composition
Software Development Business	12,756	12,923	167	1.3%	95.2%
Business Solutions Unit	7,838	7,905	67	0.9%	58.2%
Embedded Solutions Unit	4,308	4,340	32	0.7%	32.0%
Original Product Unit	609	676	67	11.0%	5.0%
System Sales Business	739	657	-82	-11.0%	4.8%
Total	13,495	13,580	85	0.6%	

Forecast by Segment: Business Solutions Unit

(Millions of yen)



Net sales: 7,905 million yen
YoY change: +0.9%

- In business system development, its main customers have been the financial sector, but the scope of business fields has been expanding, and we are reviewing its business portfolio to improve profitability.
- Operational support is mainly supporting customers' business operations with IT know-how, which is not much affected by COVID-19, and we aim to continue to make progress in this area.

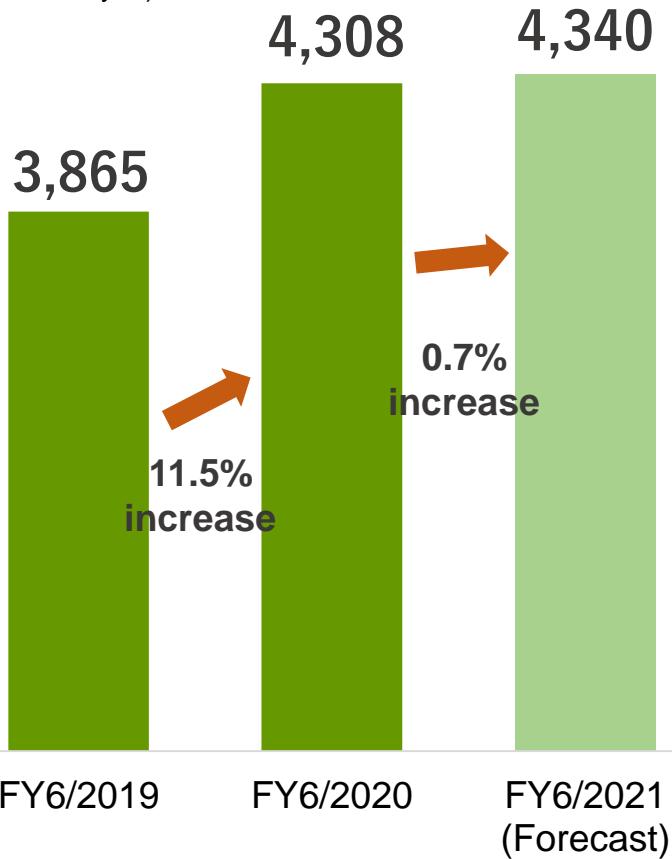
Priority Measures by Segment: Business Solutions Unit

Although COVID-19 is expected to have a certain impact on our performance, the number of customers and business areas are expanding, so we aim for growth through the following measures.

Priority Measures	
1.	Expand the public sector (Disaster Prevention System, etc.) and ERP (SAP, etc.), as well as the financial sector, which is our strong field
2.	Acquire technology projects promoting DX, such as cloud and AI
3.	Expand direct contracts with end-users and promote service proposal-based business
4.	Increase the ratio of contract projects and thoroughly implement project management
5.	Utilize local offices as "Advanced Near Shore Development Center" to expand business

Forecast by Segment: Embedded Solutions Unit

(Millions of yen)



Net sales 4,340 million yen
YoY change +0.7%

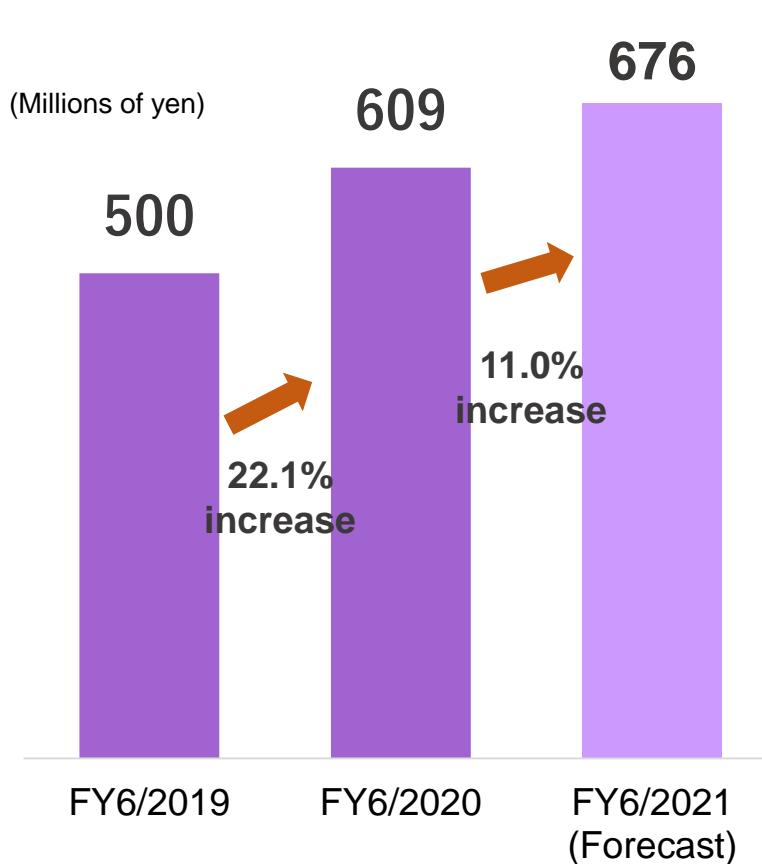
- Aim for growth by maintaining and expanding the automotive-related business and expanding the ratio in the industrial equipment field.
- The number of IoT-related projects is expanding, and the number of development projects is expected to increase.

Priority Measures by Segment: Embedded Solutions Unit

While the impact of COVID-19 is anticipated, we aim for growth through the following measures as we are responsible for many core areas with high social needs.

Priority Measures

1. Maintain and expand the automobile sector (automated driving, automotive communication devices, safety standards) and expand the industrial equipment sector
2. Expand the IoT across industries such as automobiles (development of communication modules) and consumer electronics (development of an IoT service platform for kitchen appliances and expansion of its services)
3. Increase orders for MaaS-related services through partnerships with companies providing automobile-related services
*MaaS: Mobility as a Service. "The concept of seamlessly connecting non-motorized transportation using ICT (Information and Communication Technology)"
4. Expand scale and scope of verification projects



Net sales 676 million yen
YoY change +11.0%

It aims for steady growth as it can be more useful and effective in a New Normal society following the COVID-19 crisis.

- Growth is expected in response to further rising demand for cyber security.
- Growth is expected by riding the trend of work style reform.

Inquiries have been increasing since June, and growth is expected through the following measures.

Priority Measures :WebARGUS

1. Proactively approach to large scale users, mainly financial institutions, based on our experience
2. Expand provision of SaaS model-based WebARGUS mainly to cloud operators, etc.
3. Provide total security services under DIT Security Brand
 - Promote activities through joint seminars with partner companies
 - Strengthen lineup of cyber security products
4. Enhance engagement with customers through Web advertising, webinars, and DM
5. Introduce IoT-version WebARGUS based on the concept of system resilience (self-detection and self-restoration)

Demand is expected to expand further through the following measures.

Priority Measures : xoBlos

1. As cumulative number of users exceeded 450 companies, further strengthen sales to large-scale users
2. Joint sales promotion with DIT Marketing Service, our system sales subsidiary
3. We are expanding sales opportunities by actively promoting the Plus one concept (collaboration with RPA, ERP, and other systems).
4. Sell xoBlos as a solution that automates not only Excel works, but also a series of operations (base system linkage, timers launch, mail delivery, etc.)
5. Commercialize xoBlos based RPA-managed portals and provide its services

Implement the following measures to expand new business areas.

Priority Measures : New Product • DX

1.

Promote new product development
Develop new competitive products that combine the strengths of CMS and security technology

*CMS: Content Management System is a general term for systems that integrate and systematically manage digital content such as the text and images that make up web content and perform the necessary processing such as distribution.

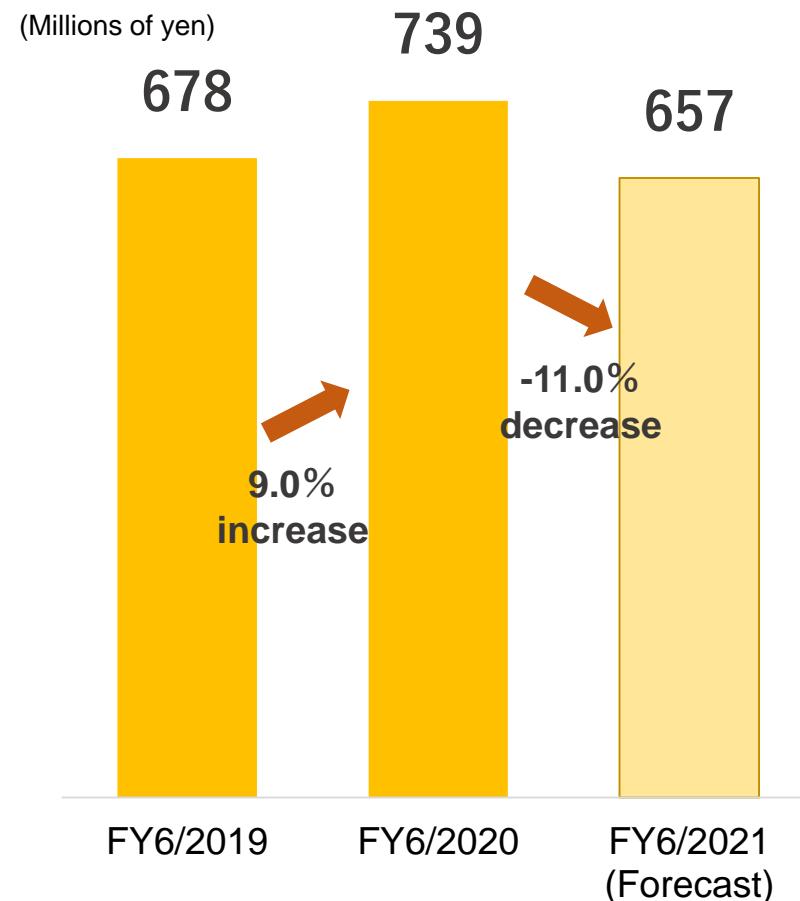
2.

Provide DX-related services
New services responding to the New Normal society and SDGs under the COVID-19 crisis

*SDGs: Sustainable Development Goals, the United Nations' international goals for sustainable development, consisting of 17 global goals and 169 targets.

Forecast by Segment: Systems Sales Business

(Millions of yen)



Net sales 657 million yen
YoY change -11.0%

The forecast was made to anticipate a reactionary fall from the special demand, such as the response to the reduced tax rate in the previous fiscal year.

- This service has long-term transactions with customers, and we aim to increase sales by providing value-added services and other products.
- Approach to larger scale customers rather than existing customers.

* Rakuchi is a business and management support system for SMEs manufactured by Casio Computer Co., Ltd.

Priority Measures by segment: Systems Sales Business

We aim to secure more sales than planned through the following measures.

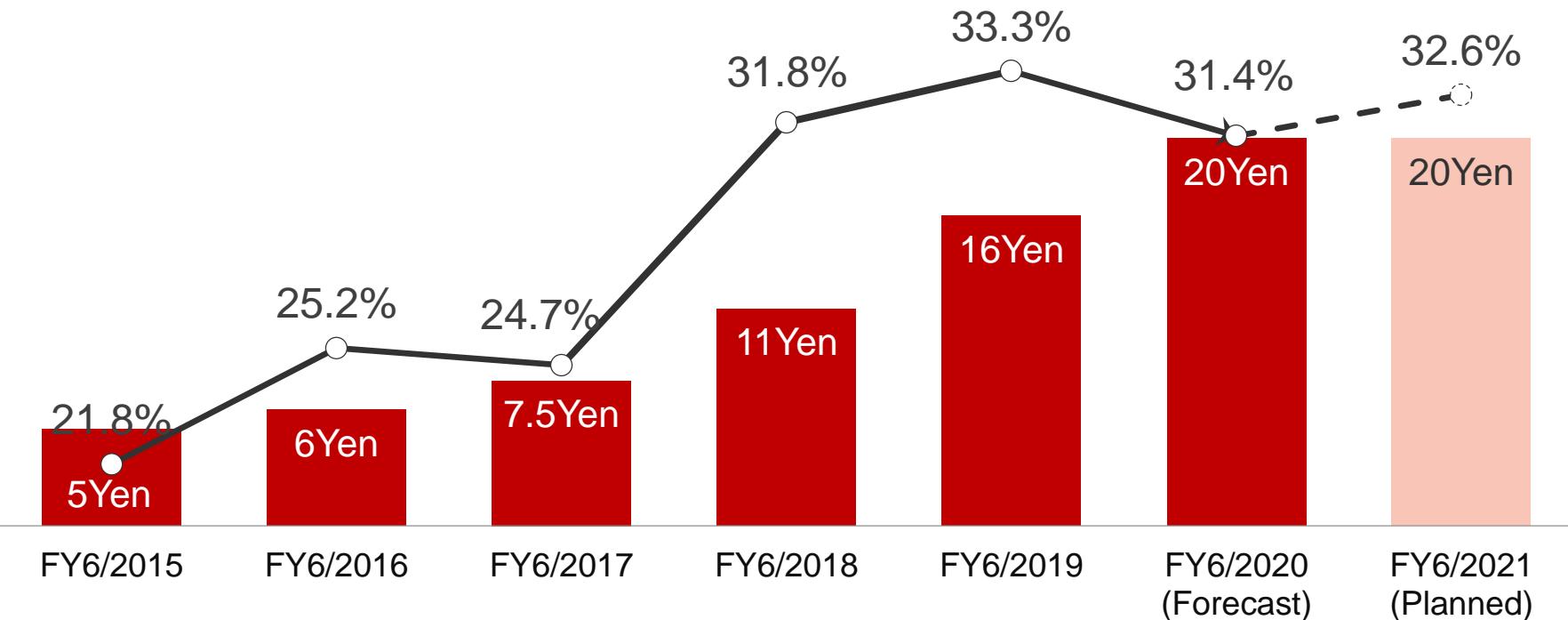
Priority Measures

1. Support creation of management analysis materials required by customers by utilizing the standard function of Rakuichi.
2. Strengthen proposals for a variety of services that customers need, such as printers, networks and security products.
3. Cultivate new customers by proposing specialized business packages, etc. for companies that are larger than existing customers

Return to Shareholders (Dividends + Purchase of Treasury Stocks)

■ Target Payout Ratio of 30% or more

■ Ordinary Dividend(yen) ○ Payout Ratio



- In 2016 and 2018, implemented 1:2 stock split, and indicated annual dividend per share after split.
- In 6/18 implemented purchase of treasury stocks of 136 million yen (Overall payout ratio 57.5%).

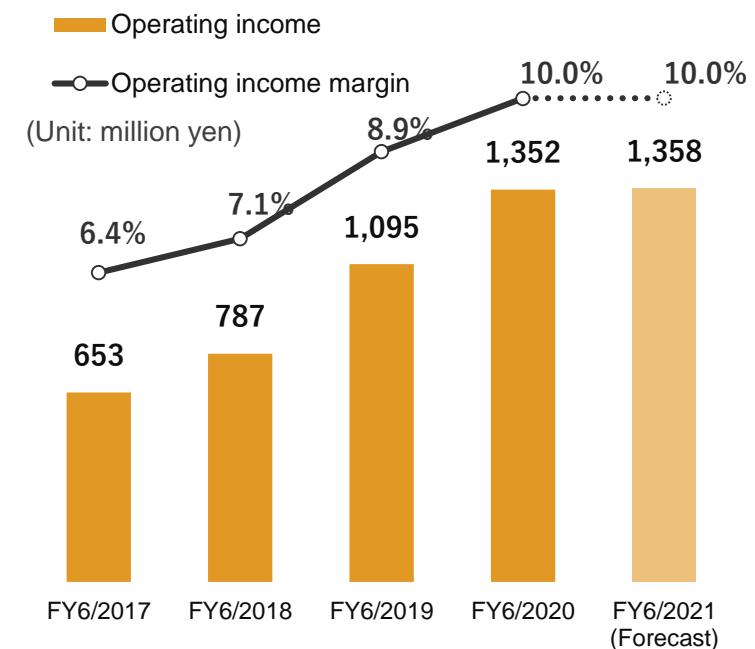
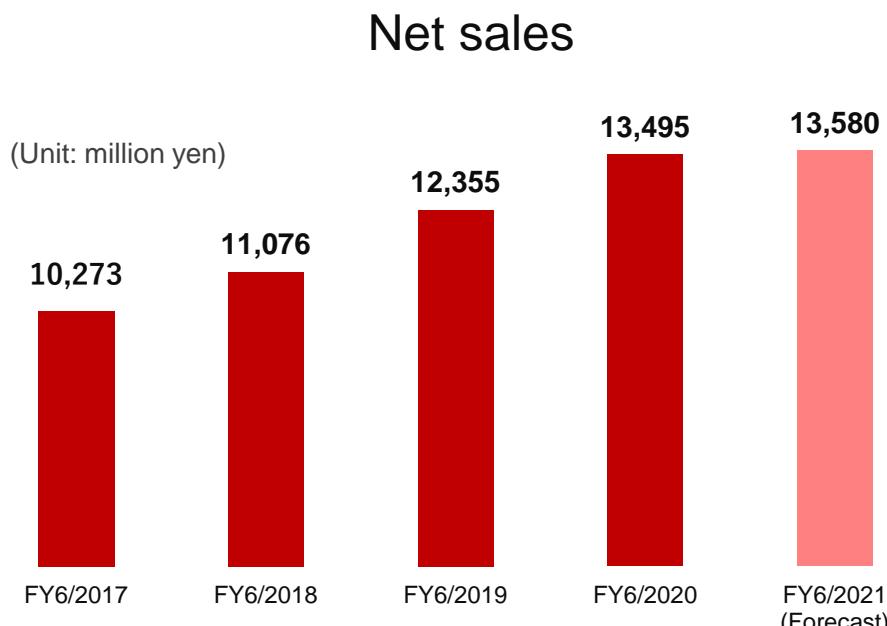
Mid-Term Management Plan



Mid-Term Management Targets : Achievement of “Triple 10”

- Mid-Term Management Targets Started in FY6/2017: Achieve Triple 10 within 5 years!

Mid-term Management Targets Aim at triple-10 within 5 years	Net sales	10 billion yen (FY6/2017) <Achieved !>
	Operating income	1 billion yen (FY6/2019) <Achieved !>
	Operating profit margin	10% (FY6/2021) <Achieved in advance!>



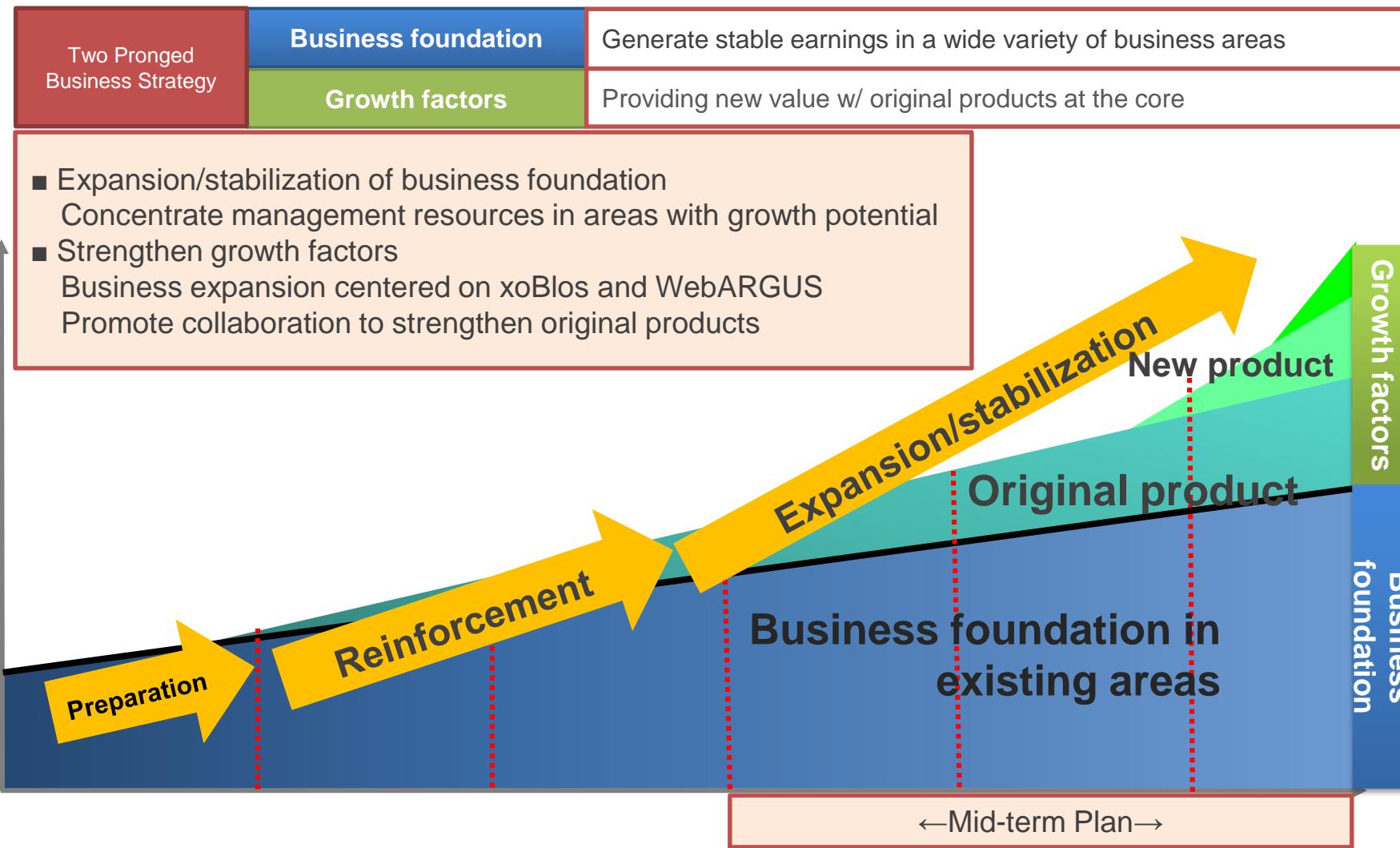
New long-term vision is being formulated

We are currently formulating a long-term vision to respond to internal and external changes, such as the achievement of our medium-term management targets ahead of schedule, the acceleration of DX, the cliff in 2025, and the arrival of the New Normal society due to COVID-19.

We will set our direction to grow continuously.



Mid-term Growth Model



FY06/2016

FY06/2017

FY06/2018

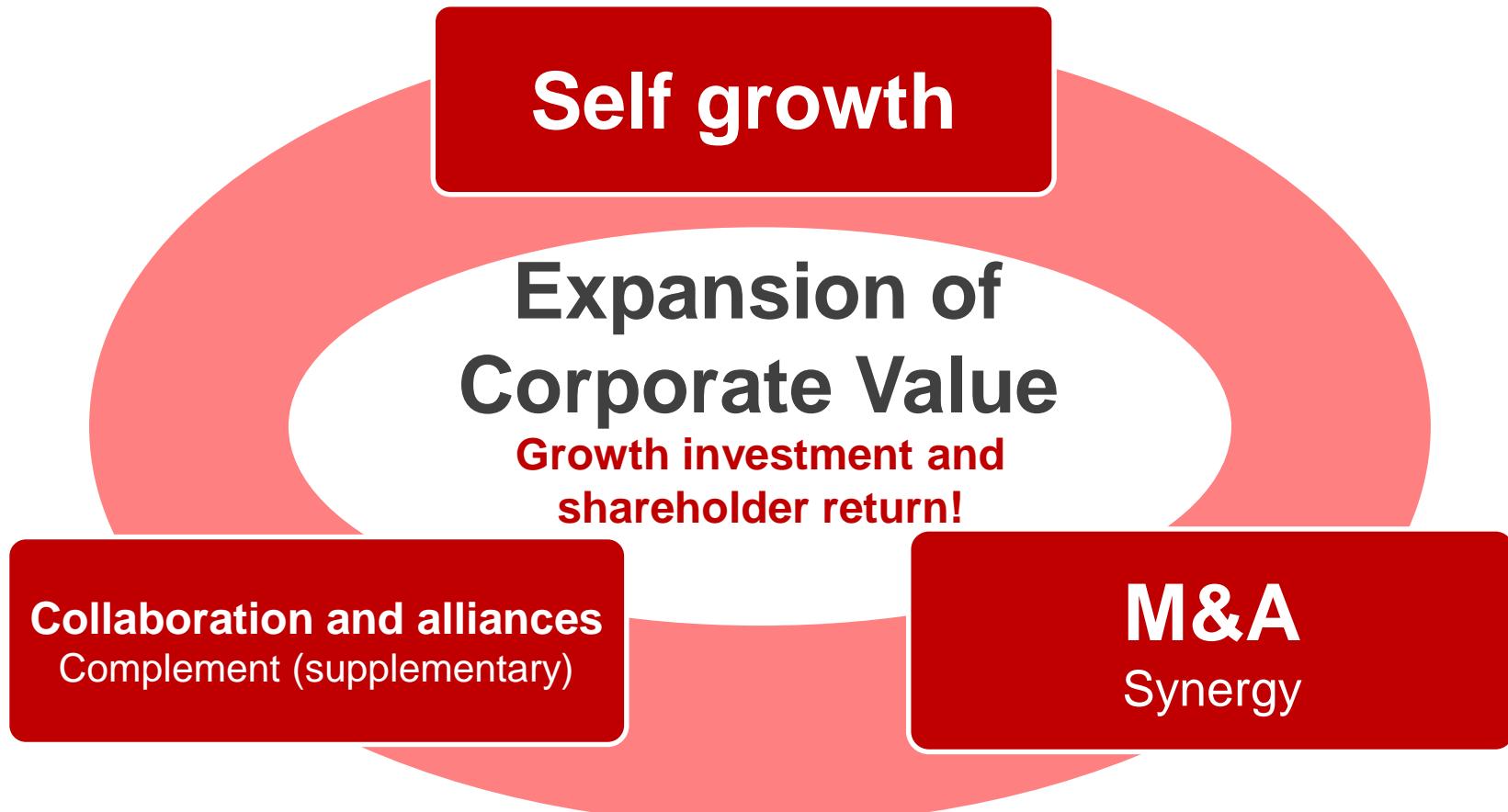
FY06/2019

FY06/2020

FY06/2021

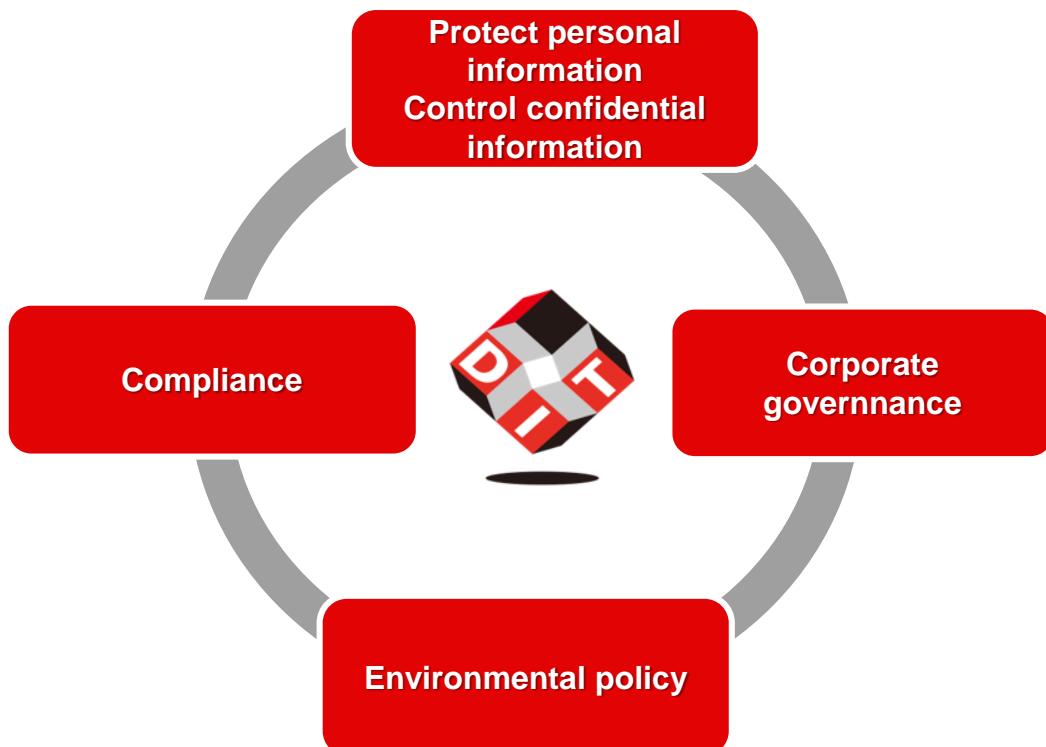
Towards expansion of corporate value

- We aim at expansion of Corporate Value through the three-in-one concept !



Our Commitment to CSR

- We will build a DIT brand that is trusted and chosen by stakeholders.



DIT will continue to support Ehime FC this year!



Reference materials



Corporate Data

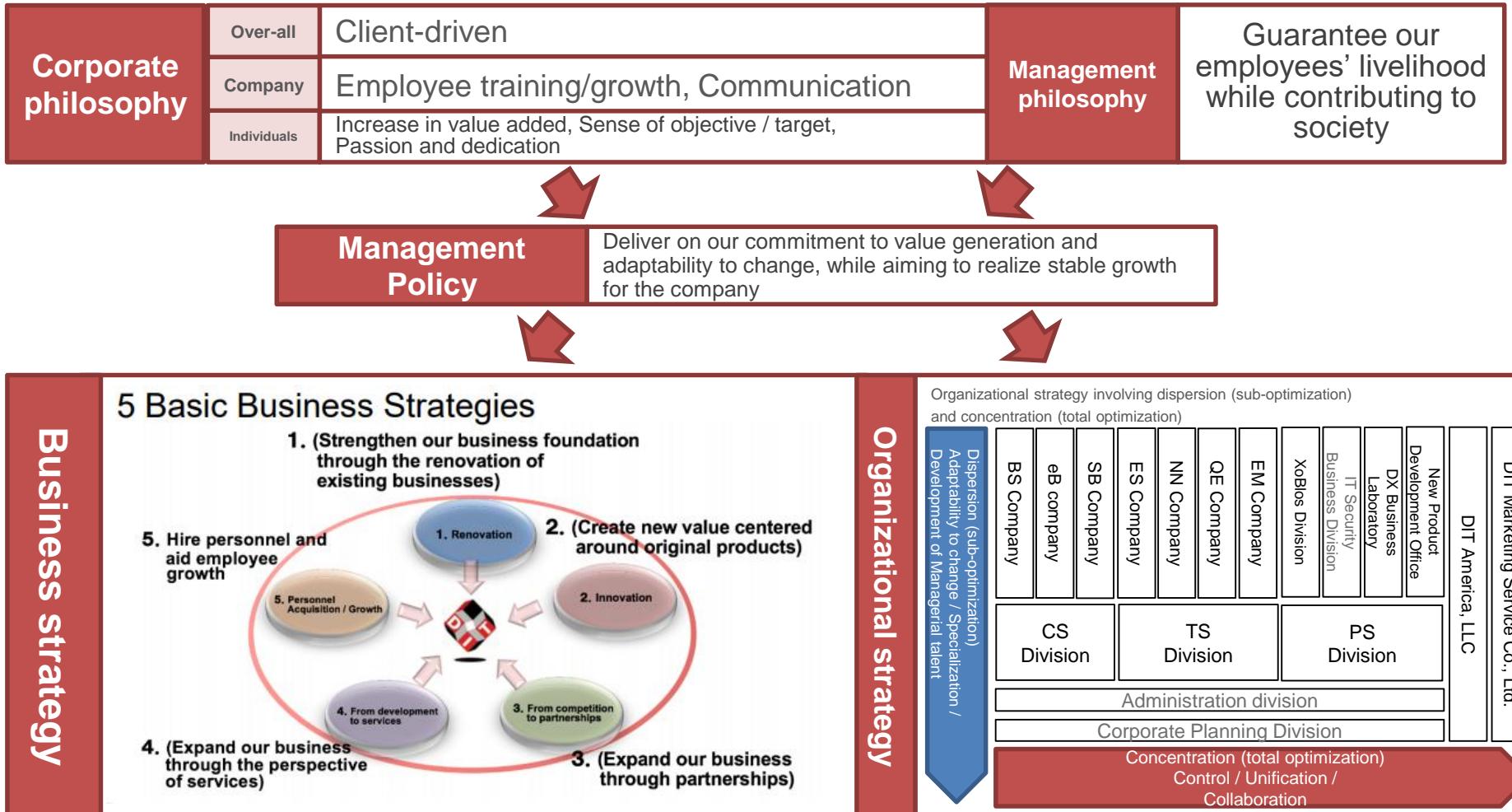
Trade name	Digital Information Technologies Corporation
Establishment	January 4, 2002
Contents of business	Development of business systems, development and verification of embedded systems, system operation services, sales of in-house developed software, and system sales business
Location of head office	5F, FORECAST Sakurabashi, 4-5-4 Hacchobori, Chuo-ku, Tokyo
Capital stock :	453,156 thousand yen (As of the end of June 2020)
Fiscal year end :	June 30
Number of the employees	1,056 (982 on a non-consolidated basis) (As of the end of June 2020)
Officer	Norikazu Ichikawa, Representative Director and Chairman Satoshi Ichikawa, Representative Director and President 5 other internal directors and 3 outside directors 1 full-time auditor and 2 outside auditors
Group Companies :	DIT Marketing Service Co., Ltd., DIT America, LLC.



Satoshi Ichikawa, Representative Director
and President

March 2004 Joined the Company
July 2007 Executive Officer, General Manager, Corporate Planning Division
July 2010 Executive Officer, General Manager of Business Division
September 2012 Director and Executive Director, General Manager of Management Planning Department and Product Planning and Development Department
July 2015 Managing Director, General Manager of Business Division
July 2016 Representative Director and Senior Managing Executive Officer
July 2018 Representative Director and President

Corporate Philosophy



Our strengths and basic strategies

Our Strengths

- We have diverse business domains including development and operation of business systems, and development and verification of embedded systems.
- We have professional expertise, technological capabilities and price competitiveness that are highly appraised by blue-chip customers.
- Our businesses are mainly long-term stable businesses based on trustworthy relationships with customers, and our business foundation is stable.
- We have our original products which are unique and promising to expand the market.

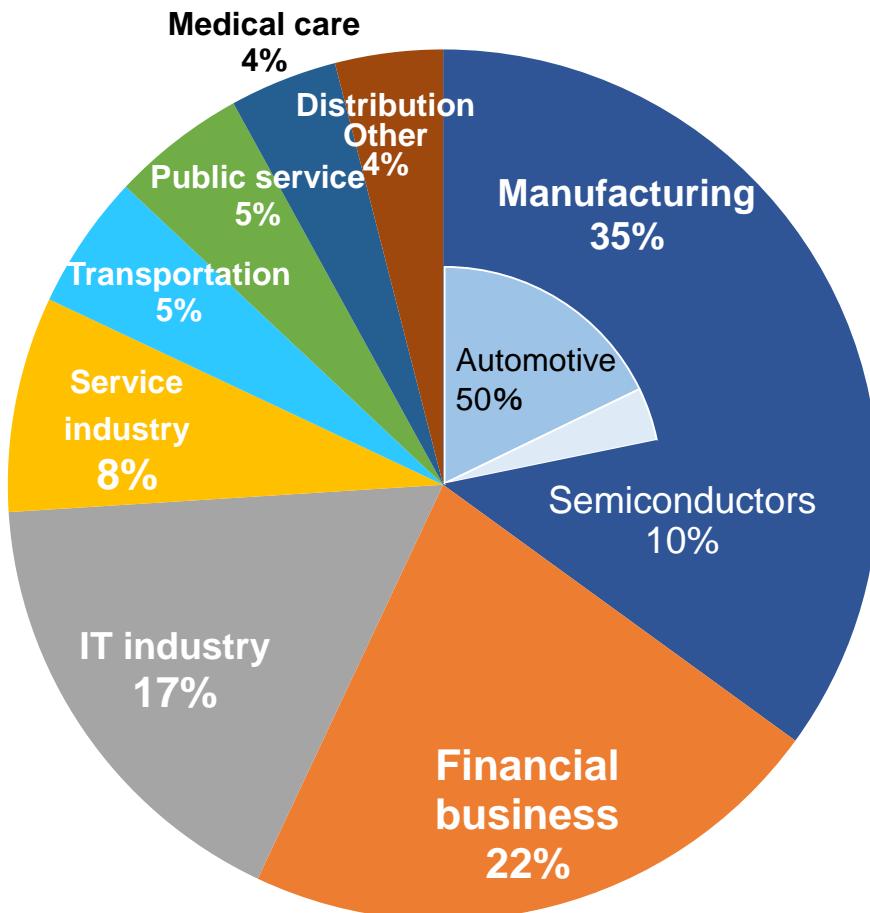


Basic Strategy

- Growth Strategy: Continue to grow through two pronged business strategy (expand and stabilize business foundations through reform of existing businesses and strengthen our original product business which is a component of our growth)
- Enhance overall corporate strengths: Push up overall strengths including technological capabilities and added value, and elevate profit per capita.

Customer Base

Sales Composition by Industry



■ Customers of the DIT Group are Approx. 2,700 companies

- Software development business mainly attend listed companies and their affiliates, and system sales business mainly attend SMEs.

■ Sales Composition by Industry of Software Development Business (Left chart)

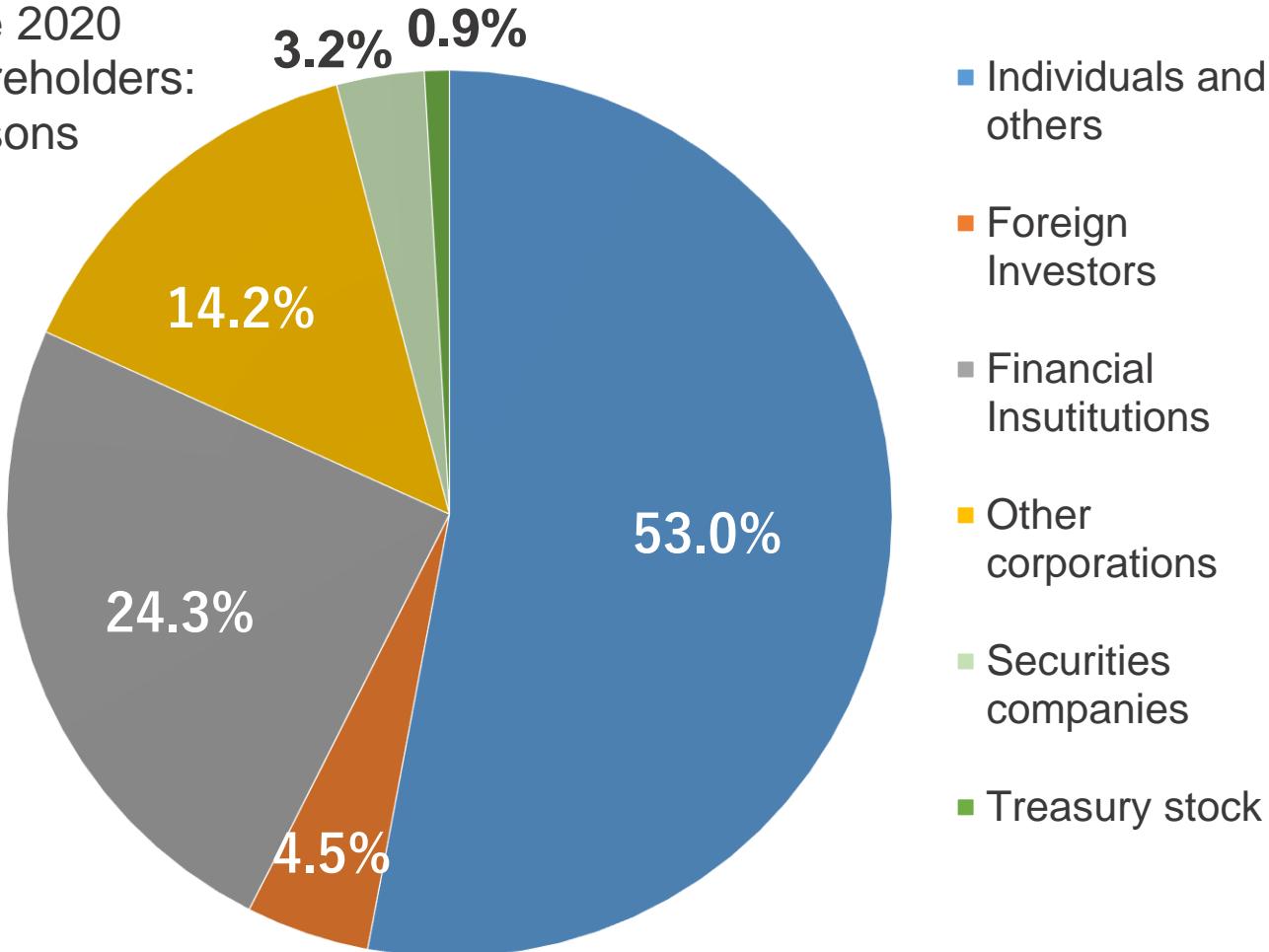
- Including information systems subsidiaries, sales for end users accounted for 80% of total sales.

Domestic and overseas development bases and the number of employees



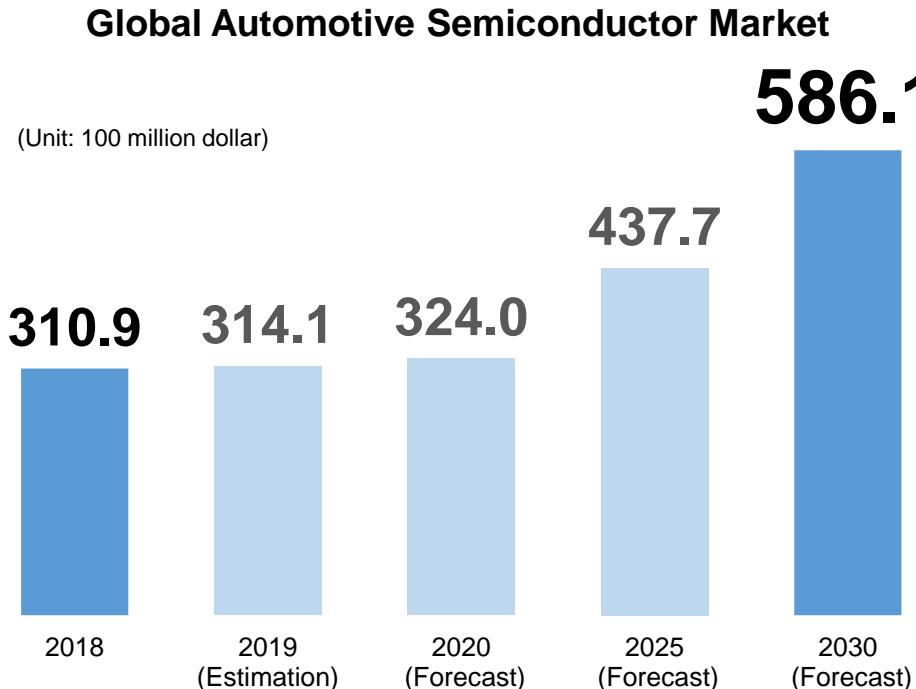
Composition of Shareholders

End of June 2020
Number of shareholders:
4,821 persons



Reference: Strong Growth in Automotive-related Market

- Development of ADAS, CASE*, etc. has led to a strong vehicle-mounted semiconductor market.
Its global market is expected to grow to approximately \$58.6 billion by 2030, up 88.5% from 2018 (Research by the Yano Economic Research Institute)



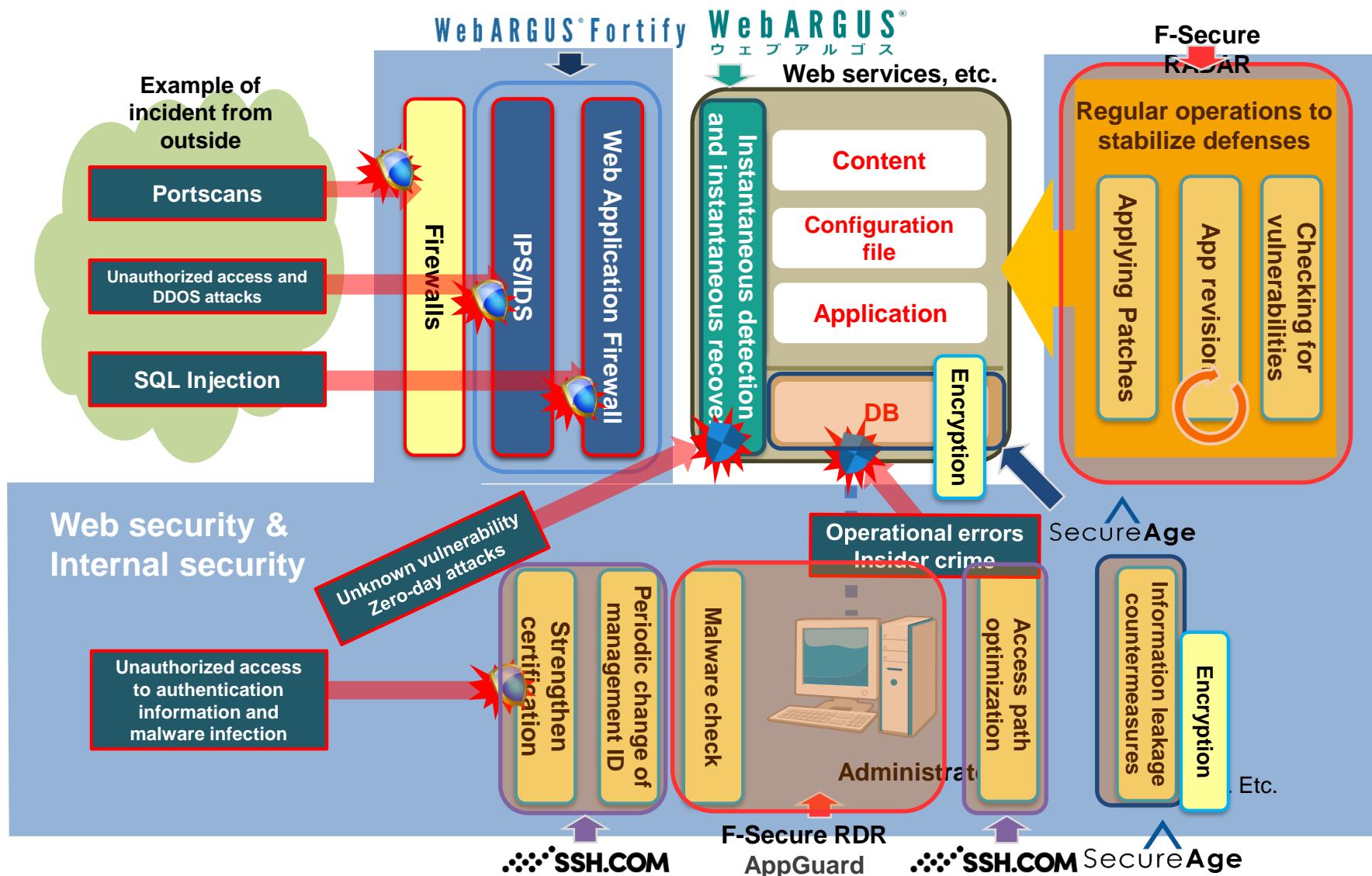
Forecast of Market Size of
Global Automotive
Semiconductor

+88.5%
(2018 to 2030)

*ADAS=Advanced Driver-Assistance Systems
*CASE = Connected, Autonomous, Shared and Electric.

Note: Graphs are prepared by our company based on data by Yano Research Institute released on April 2, 2020.

Reference: DIT Total Security





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- The content of these materials is based on generally accepted economic and social conditions and certain assumptions that we deem reasonable. However, the content of these materials may change without notice due to changes in the business environment or other factors.
- The information provided in this presentation contains forward-looking statements. These forward-looking statements are based on current expectations, estimates and assumptions that involve risks. These statements are subject to uncertainties that could cause actual results to differ materially from those described in these statements.
- Such risks include, but are not limited to, general domestic and international economic conditions, such as general industry and market conditions, interest rate and currency exchange rate fluctuations.
- We shall not be obligated to update or revise any forward-looking statements contained in this report, even if there is any new information or future events.