

Presentation Material

for the Fiscal Year Ended March 31, 2019 2019/05/13

Tokyo Stock Exchange First Section : Code 3676 https://www.digitalhearts-hd.com/



Summary of Business Results

Business Highlight for FY2018

DIGITAL HEARTS HLDGS.

Record-high in net sales	Net sales 19,254 Min yen (YoY 111.0%)	 Growth for the 15 consecutive years in net sales from the mainstay Entertainment Business Grew 1.7 times as the previous year in the sales of the newly developing Enterprise Business
Making active investments in human capital	Operating income 1,605 Min yen (YoY 92.5%)	 Stable growth of operating income in the Entertainment Business Active investments in expert engineers and others in the Enterprise Business
Extraordinary gain from sales of shares	Profit attributable to owners of parent 1,575 Min yen (YoY 131.3%)	 Extraordinary gain of ¥733 million from sales of shares Increased the profit attributable to owners of parent by the extraordinary gain

Net sales reached a record high

Operating income declined due to investments in human capital and others

(Mln Yen)	FY2017	FY2018	YoY Cha	inge
Net sales	17,353	19,254	1,901	111.0%
Cost of sales	12,394	13,791	1,396	111.3%
Cost of sales (%)	71.4%	71.6%		+0.2 points
Gross profit	4,958	5,463	504	110.2%
SG&A	3,222	3,857	634	119.7%
Operating income	1,735	1,605	-130	92.5%
Operating income margin	10.0%	8.3%		-1.7 points
Ordinary income	1,782	1,651	-131	92.6%
Profit attributable to owners of parent	1,200	1,575	375	131.3%

Analysis of Changes in Operating income

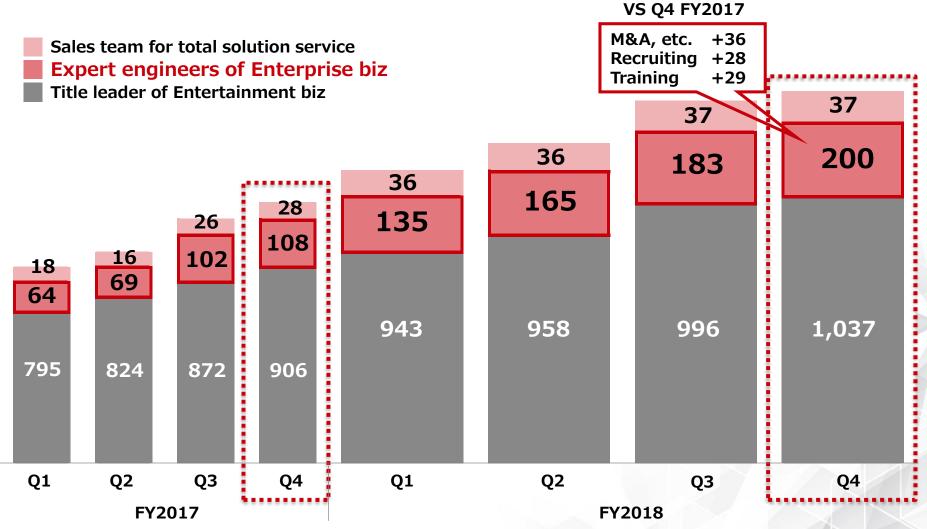
	Gross	s profit —	SG&A	(MIn yen)
		-38	-634	
Operating	Increase in sales +543	Increase in labor cost of testers	Prior investment in human capital -254 Increase in indirect expenses with business expansion, etc. -231	-24 : Management members -204 : Sales team, Engineers and others
income			Size-based business tax, etc. -148	Operating income
1,735				1,605
FY2017				FY2018

FY2017

Number of Expert Engineers

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Number of expert engineers nearly **double** (YoY)



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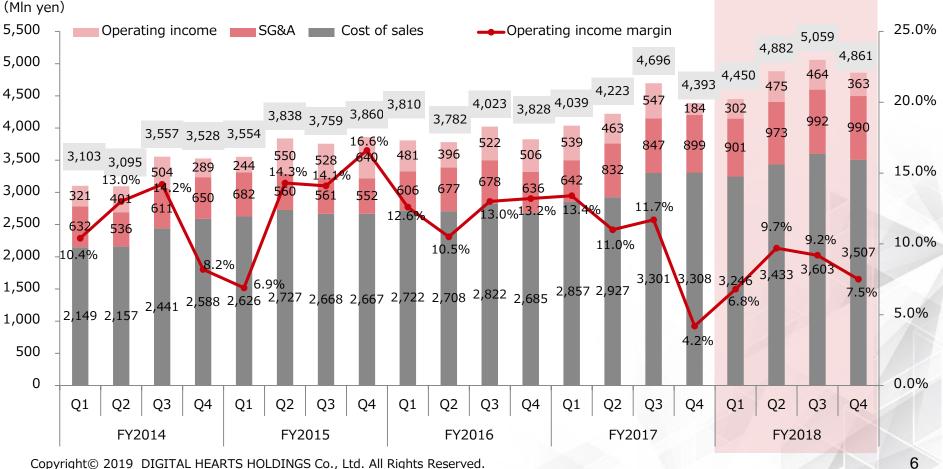
*Number of Expert Engineers are including Technology innovation 5 team members

Quarterly sales and operating income

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The operating margin in Q4 declined from Q3 due to the weaker gross margin of the Debugging div. and the sales expansion of the Enterprise Business with relatively lower gross margin as in a prior investing period

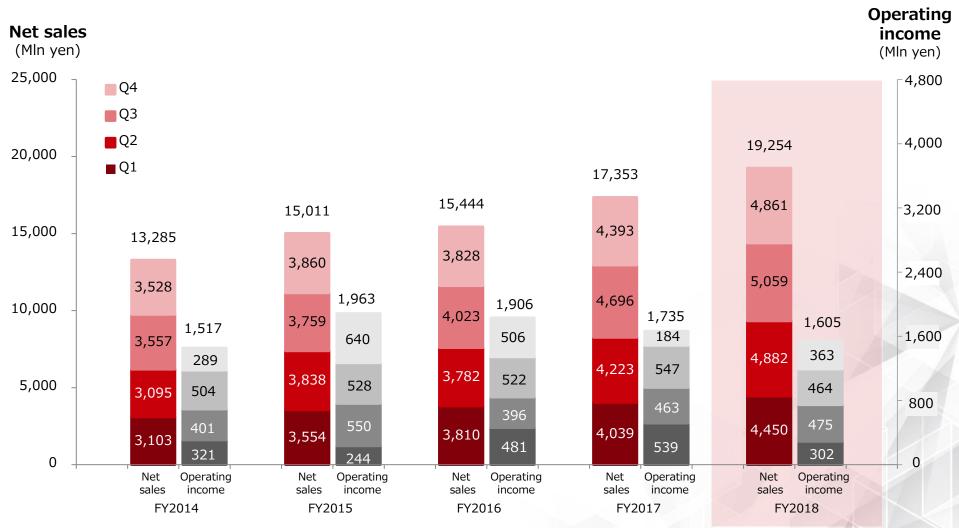
Quarterly results



Trend in net sales and operating income

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Keep growing of net sales year by year Prior investments to develop the Enterprise Business since FY2017



Consolidated Balance Sheets

(Min Yen)	FY2017 (As of March 31, 2018)	FY2018 (As of March 31, 2019)	YoY Change
Total assets	8,575	9,832	1,257
Current assets	6,732	7,403	671
Cash and deposits	3,894	4,197	303
Notes and accounts receivable-trade	2,480	2,724	243
Noncurrent assets	1,842	2,428	586
Property, plant and equipment	473	558	84
Intangible assets	286	763	476
Investments and other assets	1,082	1,107	25
Total liabilities	5,005	4,819	-185
Current liabilities	3,929	4,192	263
Short-term loans	1,600	1,704	104
Noncurrent liabilities	1,075	627	-448
Convertible bond-type bonds with subscription rights to shares	1,017	508	-508
Total net assets	3,570	5,012	1,442
Shareholders' equity	3,340	4,763	1,422
Accumulated other comprehensive income	28	28	-0
Subscription rights to shares	_	13	13
Non-controlling interests	200	207	6
Total liabilities and net assets	8,575	9,832	1,257

Consolidated Statements of Cash Flows

(Mln Yen)	FY2017 (As of March 31, 2018)	FY2018 (As of March 31, 2019)	YoY Change
Net cash provided by operating activities	1,436	889	-546
(*Cash flows before income taxes paid)	2,148	1,415	-732
Net cash provided by (used in) investing activities	-618	62	680
Net cash used in financing activities	-250	-693	-443
Effect of exchange rate change on cash and cash equivalents	-2	0	2
Net increase in cash and cash equivalents	564	258	-306
Cash and cash equivalents at the beginning of period	3,344	3,894	549
Increase in cash and cash equivalents from newly consolidated subsidiary	_	9	9
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	-15	-	15
Cash and cash equivalents at the end of period	3,894	4,162	268



Financial results by Segment

[Notice regarding Earnings by Segment]

- Net sales by segment include inter-segment sales or transfers. Segment income is based on operating income.
- The segment classification was changed in Q1 FY2018. Accordingly, the figures for earnings by segment for FY2017 and before were recalculated under the new classification for the comparison.

Summary of Financial Results by Segment

- Both net sales and profit increased in Entertainment Business
- Enterprise Business achieved significant increase in sales due to the effects of active investment

(M	Iln Yen)	FY2017	FY2018	YoY Change
N	et sales	17,353	19,254	111.0 %
	Entertainment	15,568	15,951	102.5%
	Enterprise	1,892	3,302	174.5%
	Adjustments	-108	-0	
Ο	perating income	1,735	1,605	92.5%
	Entertainment	2,966	3,086	104.0%
	Enterprise	-14	-226	-
	Adjustments	-1,215	-1,254	
Ο	perating income margin	10.0%	8.3%	-1.7 points

Financial Results of Entertainment Business

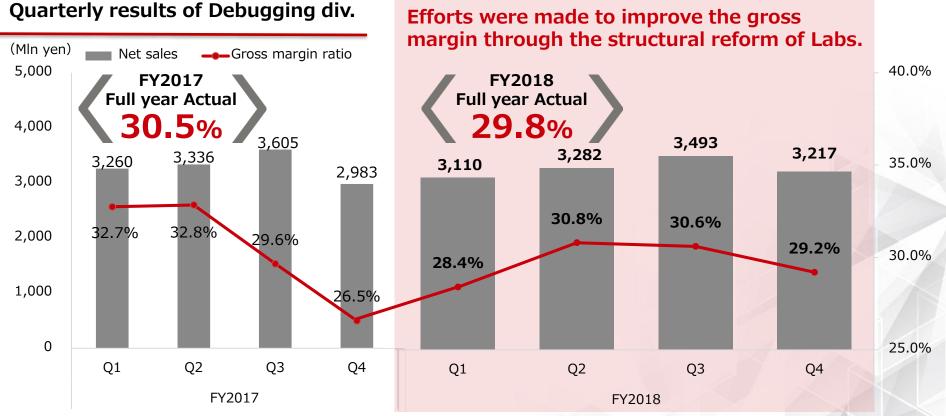
- Both net sales and profit increased even in the becoming tougher business environment
- Even AM lost sales due to the tightening of regulations, but MS made double-digit growth, and overall Debugging div. maintains the same size of sales as the previous year
- Creative div. and Media and others div. made an increasing of sales as well

(M	In Yen)	FY2017	FY2018	YoY Change
Ne	t sales	15,568	15,951	102.5%
	Debugging	13,186	13,103	99.4%
	Game Console (GC)	4,174	4,156	99.6%
	Mobile Solutions (MS)	7,399	8,172	110.4%
	Amusement (AM)	1,612	775	48.1%
	Creative	1,743	1,891	108.4%
	Media and others	638	956	149.8%
Se	gment income	2,966	3,086	104.0%

Entertainment Business – Debugging div.

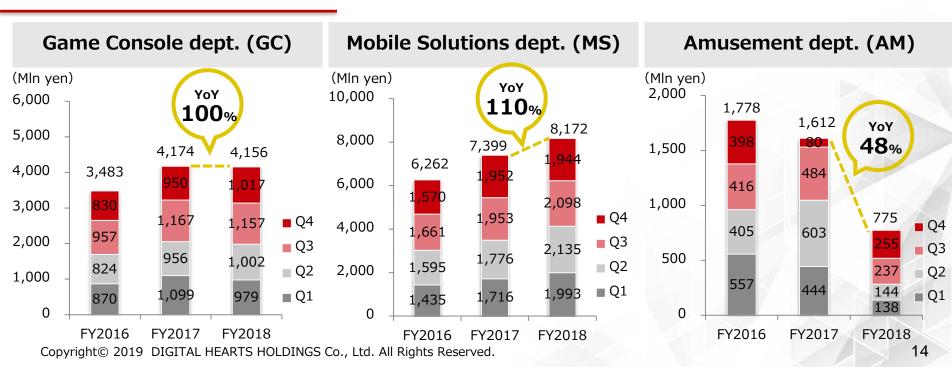
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- Sales from newly acquired Orgosoft Co., Ltd. in Korea contributed since February 2019
- As a result of Q4 three month, net sales did not reach our target and gross margin became lower than Q3
- Full-year gross margin was maintained close to the previous year's level after cost control initiatives including human resources shifts in Amusement dept.



Entertainment Business – Debugging div.

- Game Console dept. (GC)
 - Same as in the previous year, kept relatively high sales as a result of receiving another orders for major game title projects
- Mobile Solutions dept. (MS)
 - Maintained stable growth by debugging sales for updating in the management phase of the existing game titles
- Amusement dept. (AM)
 - Gradually recovering from a sudden sharp drop of the sales in Q4 of FY2017

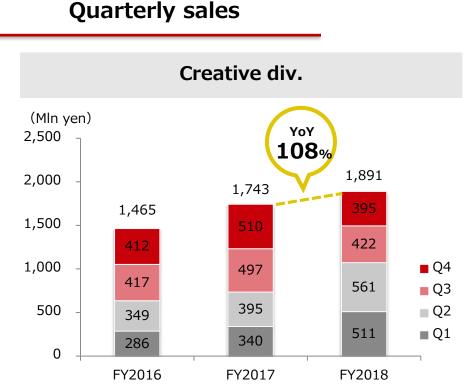


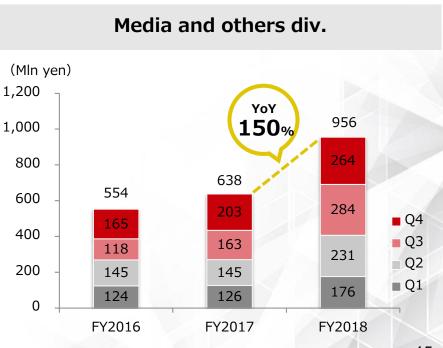
Quarterly sales

Creative div. - Media and others div. -

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- Creative div.
 - New and existing projects in game development and 2D/3D graphic production grew
- Media and others div.
 - Stable sales of advertising service of game information site, "4Gamer.net"
 - Contribution of customer support service newly launched in FY2017



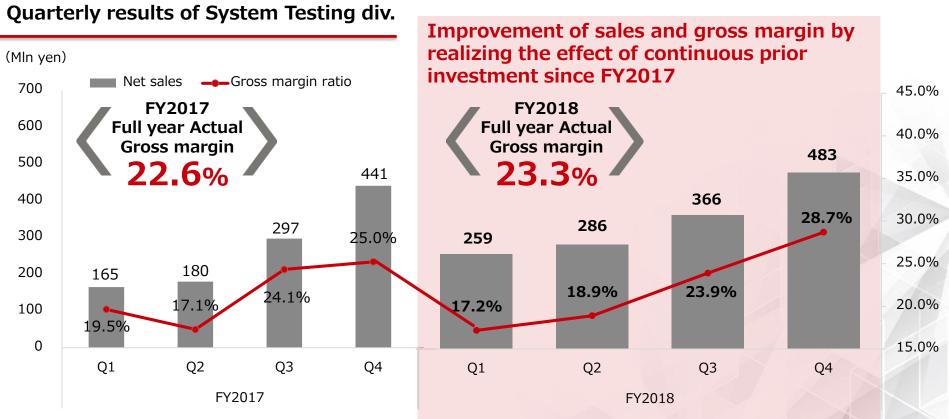


Enterprise Business sales growth of around 1.7 times (YoY) by increasing expert engineers and making new business alliances

(Mln Yen)	FY2017	FY2018	YoY Change
Net sales	1,89	92 3,30	2 174.5%
System Testing	1,0	84 1,39	95 128.7%
IT service / Security	8	08 1,90	07 236.0%
Segment loss	-	14 -22	.6 —
Topics 1M&A, etc.	Topics 2	Case examples	of System Testing
System Testing Consolidation Stock acquisition of medical system testing company, ANET corporation - Consolidated from September, 20 IT service / Security It service / Security Acquisition of the system development busine from Keepahead Co.Ltd. - Consolidated from June, 2018	18 d ss	nance : Net banking, everage : Beverage eq itomobile : Connected ca Car navigation eal estate : Internal sale Property ma	on system as support system, nagement system tem for hospitals,

Enterprise Business – System Testing div.

- Sales from the ANET Corporation, a newly acquired subsidiary, contributed since September 2018
- The gross margin ratio in Q4 three months better than Q3 due to higher net sales and improved capacity utilization
- The full-year gross margin ratio improved from the previous year due to a lighter fixed cost ratio by increasing of the division's sales

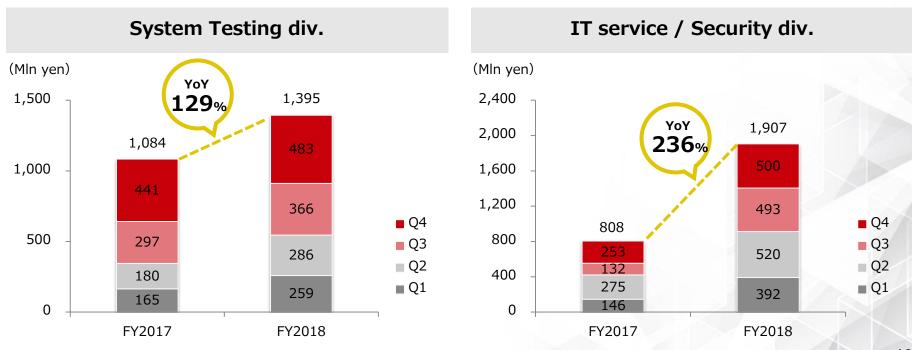


Enterprise Business

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- System Testing div.
 - Achieved large increase in sales by expanding transactions with existing customers and acquiring new customers
- IT service / Security div.
 - Making strong growth in new services and developing basement for new operations such as cyber security business

Quarterly sales





Consolidated Financial Forecast

(for the Fiscal Year Ended March 31, 2020)

Aim for record-high net sales in pursuit of further growth

(Mln Yen)	Full year FY2018 (Actual)	Full year FY2019 (Forecast)	YoY Change
Net sales	19,254	23,000	119.5%
Entertainment	15,951	17,450	109.4%
Enterprise	3,302	5,550	168.0%
Operating income	1,605	1,800	112.1%
Operating income margin	8.3%	7.8 %	-0.5 points
Ordinary income	1,651	1,830	110.8%
Profit attributable to owners of parent	1,575	1,250	79.3%

Net sales

- Entertainment Business: High growth will be achieved, mainly through the expansion of the market shares of Mobile Solutions dept. of Debugging div.
- Enterprise Business: Projects will be acquired by improvement of the capacity and promotion of test automation

Profit

- Continue to have active prior investments mainly focusing on expert engineer
- Except the impact of extraordinary gain in FY2018, net profit will increase in FY2019 as a actual business base

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Continuing active investments in 1H, expecting profit growth in 2H and thereafter

1H FY2019

Compared to 2H FY2018 results Higher sales but lower profit

■ Gross margin ratio expected to be 27.0%

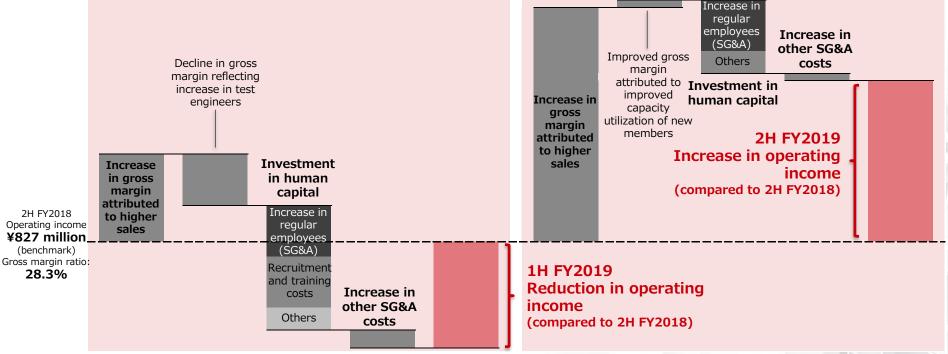
Investment in human capital planned to be increased by around 350 million yen in 1H FY2019

2H FY2019

Compared to 2H FY2018 results Higher sales and profit

■ Gross margin ratio expected to be 28.6%

Investment in human capital planned to be increased by around 200 million yen in 2H FY2019



The dividend policy has been changed from DOE of 7% to a dividend payout ratio of 20%

The total dividend for FY2019 is expected to be ¥14.0, up ¥1.0 from FY2018

		FY2015	FY2016	FY2017	FY2018	FY2019 (Forecast)
Annu	al dividends	9.5 yen	11.5 yen	11.5 yen	13.0 yen	14.0 yen
(Inter	im dividends)	4.5 yen	5.5 yen	5.5 yen	6.5 yen	7.0 yen
(Year-	-end dividends)	5.0 yen	6.0 yen	6.0 yen	6.5 yen	7.0 yen
80.0%	Dividend Payout60.4%	Ratio —ROE				
40.0%		32.3%	40.0%	38.6%	3	2.5%
20.0%	10.5%	29.2%	20.9%	18.0%		1.5%
0.0%	FY2015	FY2016	FY2017	FY201		FY2019 Forecast)

%1 As the company conducted a 2-for-1 common stock split, effective on October 1, 2016, dividends before the interim dividends for FY2016 are accordingly adjusted retroactively to reflect the share splits impact.

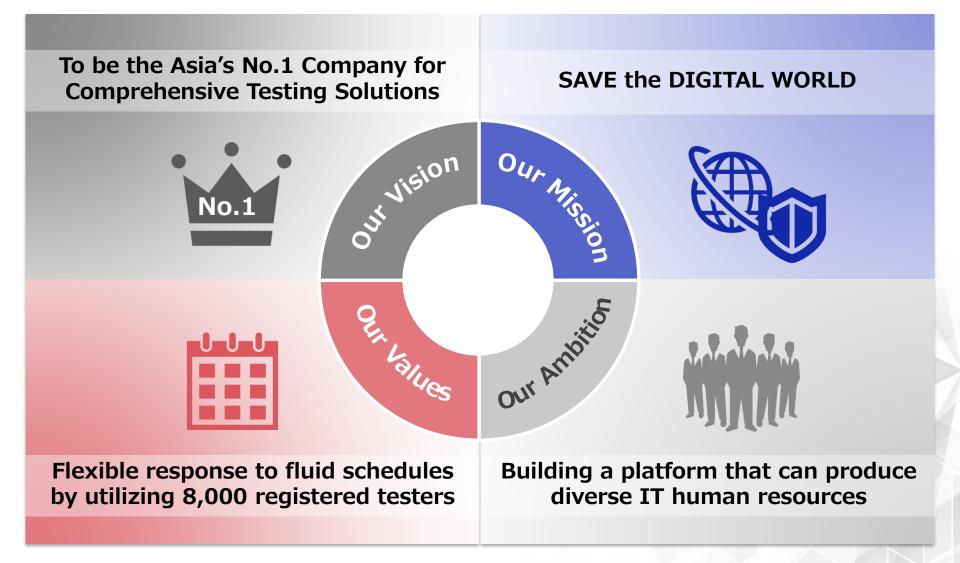
*2 "Notice Regarding Revision of Shareholder Return Policy and Abolition of Shareholder Benefit Program" was disclosed on May 10, 2019. Details are available on page 46 of this document.



The growth strategy

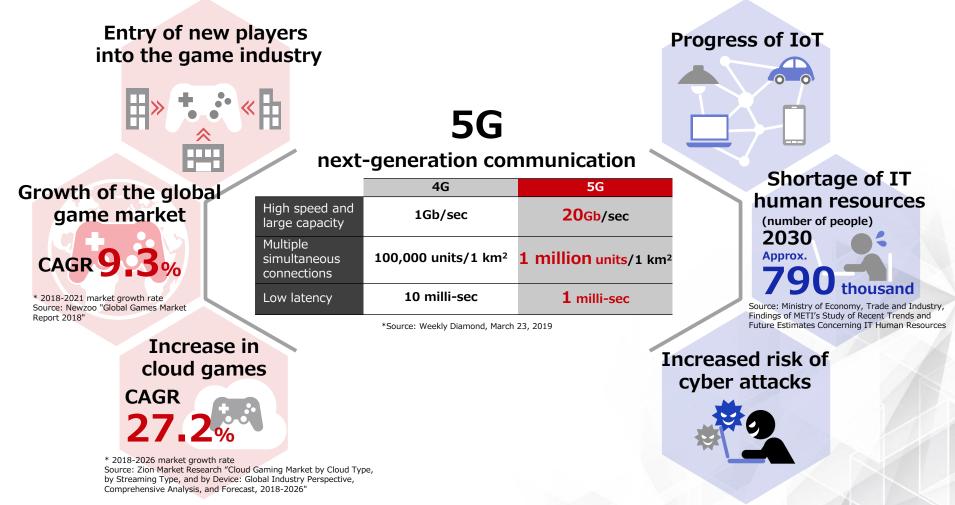
Our Mission

DIGITAL HEARTS HLDGS.



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Both the entertainment and enterprise fields are growth markets, with expanded business opportunities for DIGITAL HEARTS



Targets in the Second Startup period

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Strengthening existing businesses

Entertainment Business as the mainstay business

- Enhance customer engagement by providing a range of global services, including game development support and translation and localization, additionally on top of our core debugging services
- Aim to make better service quality and higher profitability through continuous business improvement

Enterprise Business positioned as our focus

Developing

new businesses

- Build a strong business foundation to capture big demand of test process outsourcing which is expected to grow at an accelerated rate
- Create new businesses with a high affinity with system testing, including IT services and security

- Entertainment Business -

Promotion of service enhancement and structural reform of test centers (Labs)

Global services	New services	Training programs
Improved the capacity to receive orders by increasing the number of testers who can undertake translation, localization, etc. Number of registered foreign testers 269 (As of April 1, 2019)	Reinforced the system for providing comprehensive support for game development by enhancing services peripheral to our core debugging biz, including customer support and the production of books for video game.	Enhanced training programs for improving the productivity and service quality of Labs, including professional skill training on debugging and management skill training for Lab managers.
Overseas business	Establish new Labs	Renew IT system

Achievements

- ✓ The mainstay debugging service maintained a gross margin of around 30%, even under the circumstances with the minimum wage rising in Japan
- ✓ Net sales of global services increased by around **2.5** times from FY2016 to FY2018

- Enterprise Business -

Active prior investment for human capital and technology

JSTQB* qualifications	M&A and others	Developing security engineers	
Establishment of new internal training programs Being Japan's leading company in terms of the number of	Acceleration of M&A for securing expert engineers and acquiring knowledge and expertise Number of expert engineers obtained through M&A, etc. 36	Launch of an internal training program for developing security experts from game testers Number of candidates to become security experts 28	
people with JSTQB qualifications Foundation Level 333	New base opened in Vietnam	Launch of test engineer training	
Advanced Level 27	A joint venture with the GNT Group established in Vietnam for securing and developing expert engineers	Developing game testers into test engineers by using the training program of VALTES CO., LTD.	
* JSTQB: Qualifications for software testing engineers in Japan Total number of qualified people in the overall Group as of May 10, 2019	Number of additional expert 11 engineers in Vietnam	Number of candidates to become test engineers 13	

Achievements

- The number of orders received exceeded our capacity, assuring us of the demand for outsourced system testing services
- Focus on shifting testers working actively in the entertainment field to the enterprise field

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1. Structural reform of Labs

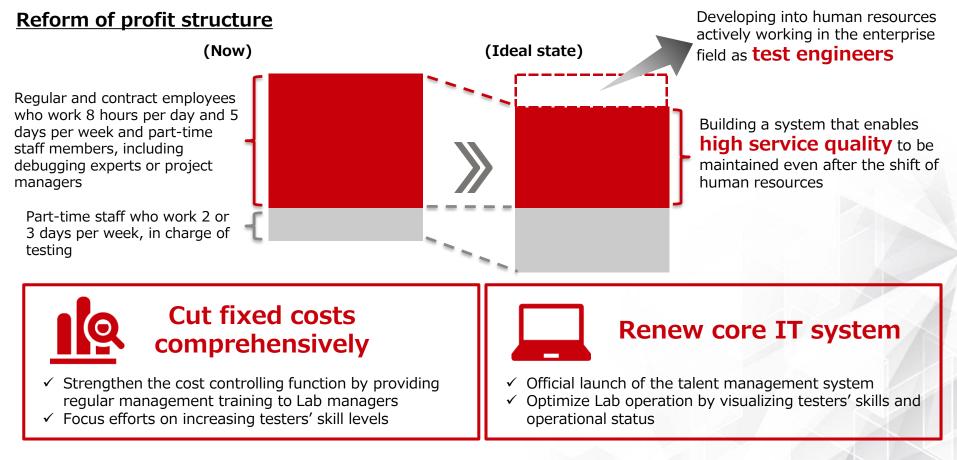
2. Enhance and strengthen services for game makers



30

Structural reform of Labs

Improve Labs' productivity, reform their profit structure, and increase the number of human resources who can work in the enterprise field



Action Plan for FY2019 - Entertainment Business -

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Enhance and strengthen services for game makers

Support game development comprehensively by providing diverse services



Strengthen overseas business

Focus efforts on acquiring overseas game makers as new customers, with the leading role played by subsidiaries in China and Korea



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Reinforce infrastructure of 1. system testing service

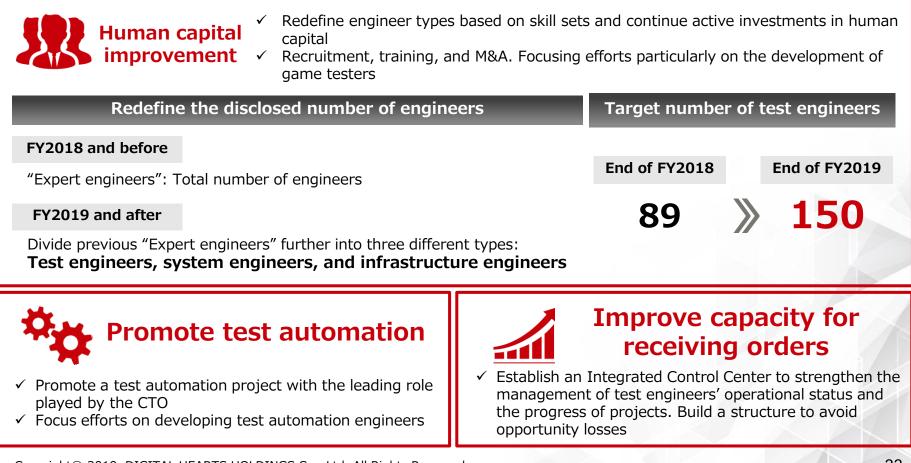
Strengthen system development structure 2.



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Reinforce infrastructure of system testing service

Strive to achieve significant growth by continuing to make active investments in human capital and by taking steps to improve the added value of services



Strengthen system development structure

Maximize profit opportunities by receiving orders for overall development processes from upstream processes to system testing



More M&A and alliances

 More M&A and alliances to increase the number of system engineers



More offshore bases

✓ Increase our offshore bases to increase system engineers and strengthen cost control

(Reference) Our services

System development service

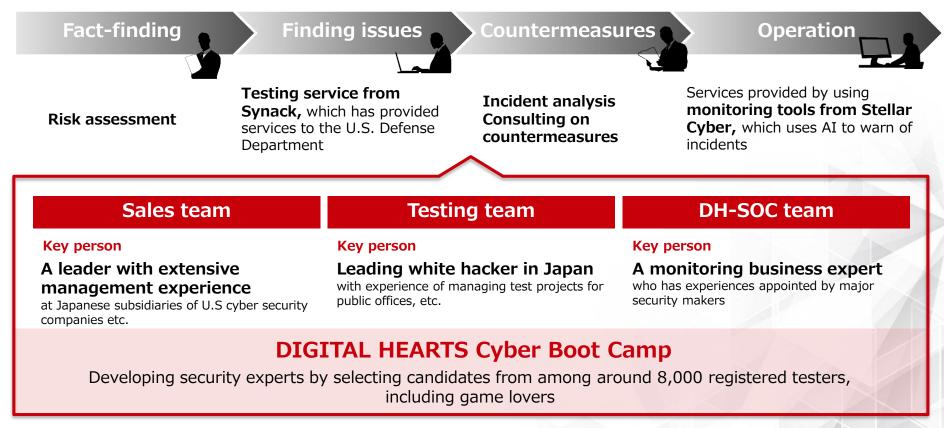




Full-scale provision of security services

Received orders from some companies of a major telecommunications service group and a tourism service group and others.

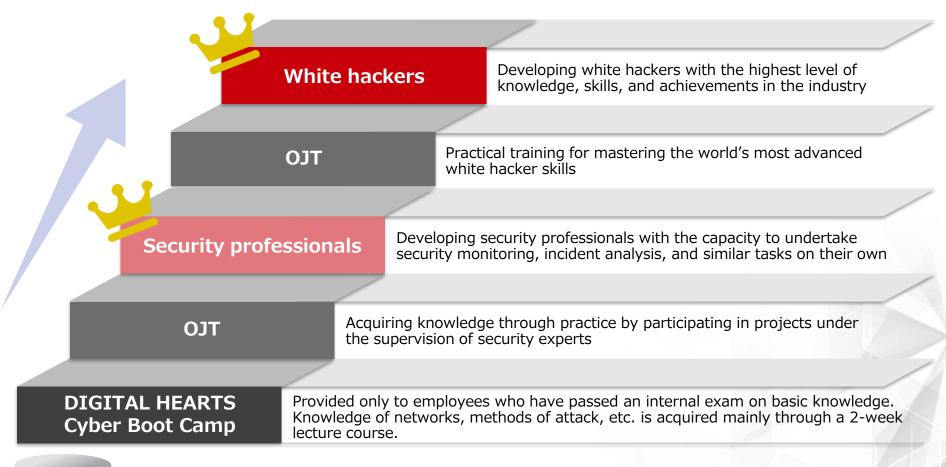
Expand business further, building on the strength of our experts in security testing and monitoring.



(Reference) Flow of Security Experts Development

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Aim to develop game testers into security experts

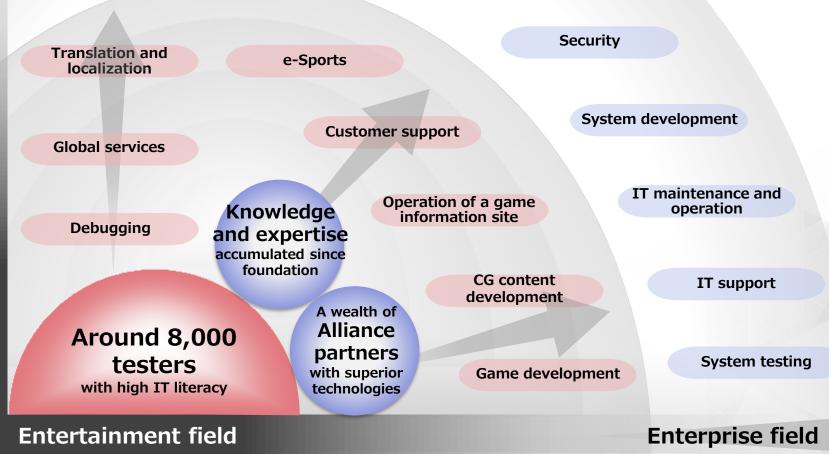


Talent Management System

Database containing the job history, skills, preferences, and other information of around 8,000 registered testers

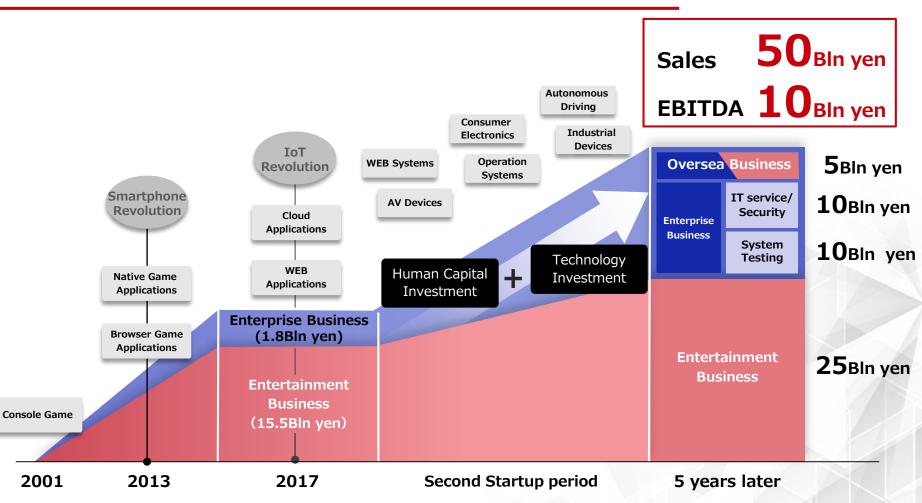
Future Growth Strategy

Provide a wide range of services to diverse clients by combining human capital as around 8,000 testers with the technologies of the Group



Mid-term roadmap

To be the Asia's No.1 Company for Comprehensive Testing Solutions

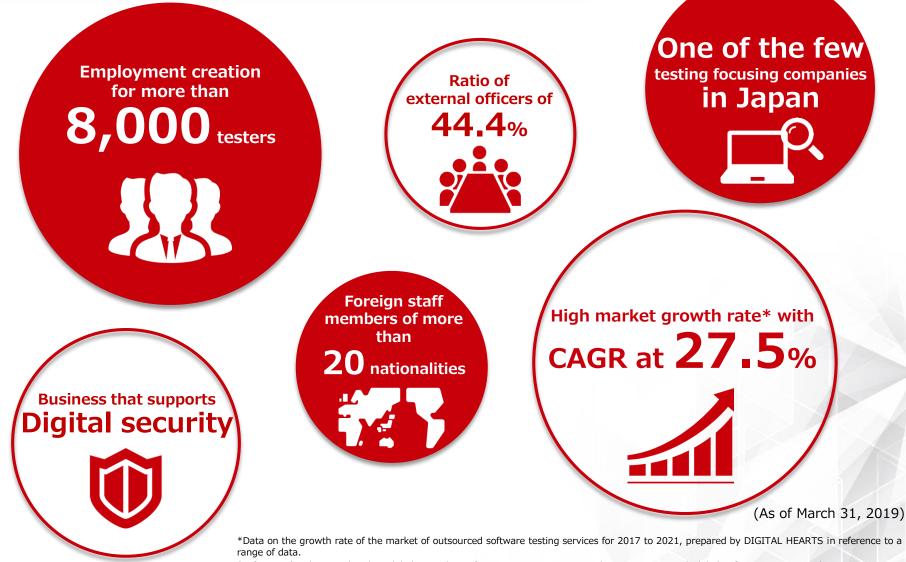




Appendix

Why You Should Invest in DIGITAL HEARTS

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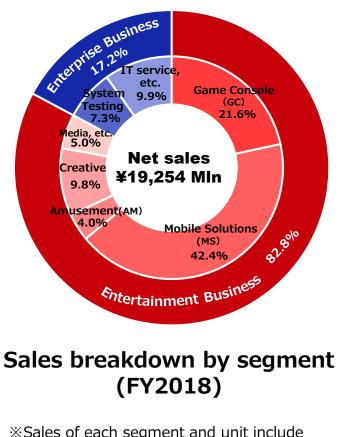


(References)Websites related to Global Pure Play Software Testing Services Market 2017-2021 and Global Software Testing Market 2017-2021

Business Segment

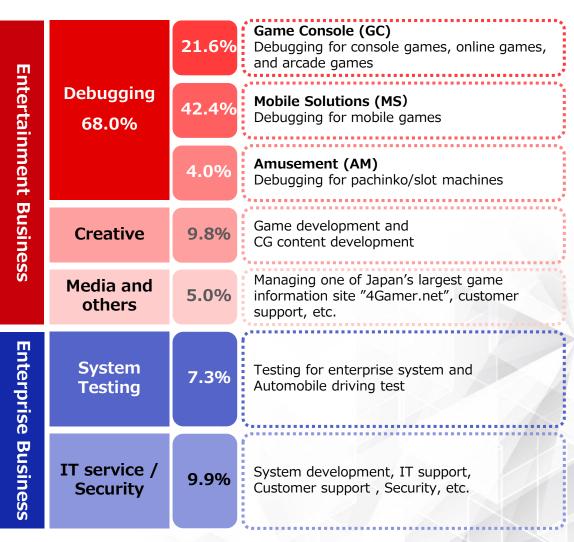
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Debugging and System testing are our core business



Sales of each segment and unit include inter-company sales and/or transfers.





Outline of Debugging and System Testing

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Our Services

Develop	Test	Maintain after a product release
 Test Design Test consulting Planning for test and schedule Supporting for test automation 	Running various tests Functional test Performance test Stress test Acceptance test Usability Test, etc. 	Continuation test Operations management Evaluation and improvement Update

Outline of Services

Service	Description	Main client	Barriers to entry	Projects Ratio
Debugging	Detection of bugs in games from a player's perspective.	– Game makers	High A license for purchasing dedicated equipment for debugging is required. Knowledge and expertise on human resource management to accommodate changeable development schedules are required.	High
System Testing	Detection of bugs in enterprise systems from a test-engineers' knowledge.	 SIers Development vendors Core system enterprises 	Middle Human resource shortage in IT Industry	Low

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Outsourced

Growth Strategy

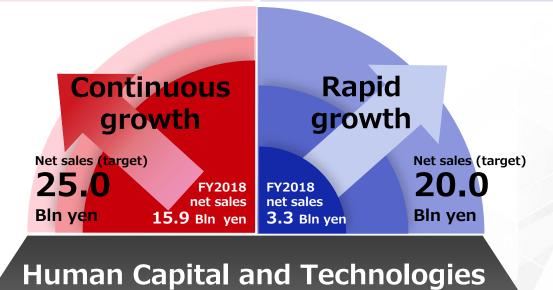
Pursue the growth of the mainstay Entertainment Business and make the Enterprise Business another primary source of revenue

Entertainment Business

- The game market is growing steadily
- Strengthen collaboration within the Group to provide comprehensive support for game development, including not only debugging but also the development of outsourced services and localization
- Continue expanding the business, targeting net sales of 25.0 billion yen

Enterprise Business

- The outsourcing of test processes is accelerated, due in part to the serious human resources shortage in the IT industry
- Accelerate investment in human capital and technologies for business expansion
- Position this field as the growth driver and aim for net sales of 20.0 billion yen



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<u>Major risks</u>	<u>Countermeasures</u>
1. Leakage of confidential information	 Prohibiting staff members from bringing personal items into the test room Physical security measures including access control with fingerprint authentication and the installation of security cameras Introduction of a personal reference system that applies to all registered testers
2. Obsolescence of existing services by technological innovation	 Focusing on the application of the latest technologies, including a test automation project Focusing on the development of new services to improve added value
3. Reduction of productive population in Japan	 Developing internal training programs that will enable the active participation of members with diverse generational, racial, and other backgrounds Securing human resources strategically by using overseas offices as well
4. Expansion of corporate acquisition and new businesses	 In-depth market research and due diligence Reducing risks by building a system for appropriate business management after acquisition

(M	n yen)		FY2014	FY2015	FY2016	FY2017	FY2018
Ent	ertainment Business	Net sales	11,609	12,696	13,544	15,568	15,951
Em		Segment income	1,915	2,379	2,453	2,966	3,086
	Debugging	Net sales	9,430	10,455	11,524	13,186	13,103
	Game Console (GC)	Net sales	3,604	3,449	3,483	4,174	4,156
	Mobile Solutions (MS)	Net sales	3,554	4,994	6,262	7,399	8,172
	Amusement (AM)	Net sales	2,272	2,012	1,778	1,612	775
	Creative	Net sales	1,675	1,729	1,465	1,743	1,891
	Media and others	Net sales	504	512	554	638	956
					1.070		
End	orrarias Rusinass	Net sales	1,713	2,382	1,952	1,892	3,302
Ent	erprise Business	Net sales Segment income	1,713 50	2,382 71	1,952 203	1,892 -14	3,302 -226
Ent	erprise Business System Testing						
Ent	·	Segment income	50	71	203	-14	-226
Ent	System Testing IT service / Security	Segment income	50 380	71 681	203 758	-14 1,084	-226 1,395
Ent	System Testing	Segment income Net sales Net sales	50 380 1,333	71 681 1,701	203 758 1,193	-14 1,084 808	-226 1,395 1,907
Ent	System Testing IT service / Security	Segment incomeNet salesNet salesNet salesNet sales	50 380 1,333 -39	71 681 1,701 -70	203 758 1,193 -52	-14 1,084 808 -108	-226 1,395 1,907 -0

Review of shareholder return policy

Actively invest in medium- and long-term growth as the second startup period. Change the shareholder return policy for this purpose in consideration of the balance between internal reserves and shareholder returns.

■ FY2018 or before:

Paid stable dividends in accordance with the consolidated business results, with DOE of 7% as a guide. Also provided shareholder benefits to shareholders who held our shares as of March 31 every year.

■ FY2019 and after:

Pay stable dividends in accordance with the consolidated business results, with the lower limit of the dividend payout ratio at 20%. Abolish the shareholder benefit plan from the viewpoint of shareholder equity.

Shareholder returns in FY2019

	Interim dividends	Year-end dividends	Annual total dividends	Shareholder benefits
FY2018	6.5 yen	6.5 yen	13.0 yen	(Holders of one or more units of shares) Rice gift cards (3 kg) (Holders of two or more units of shares) Rice gift cards (6 kg)
FY2019 (forecast)	7.0 yen	7.0 yen	14.0 yen	Up 1.0 yen -

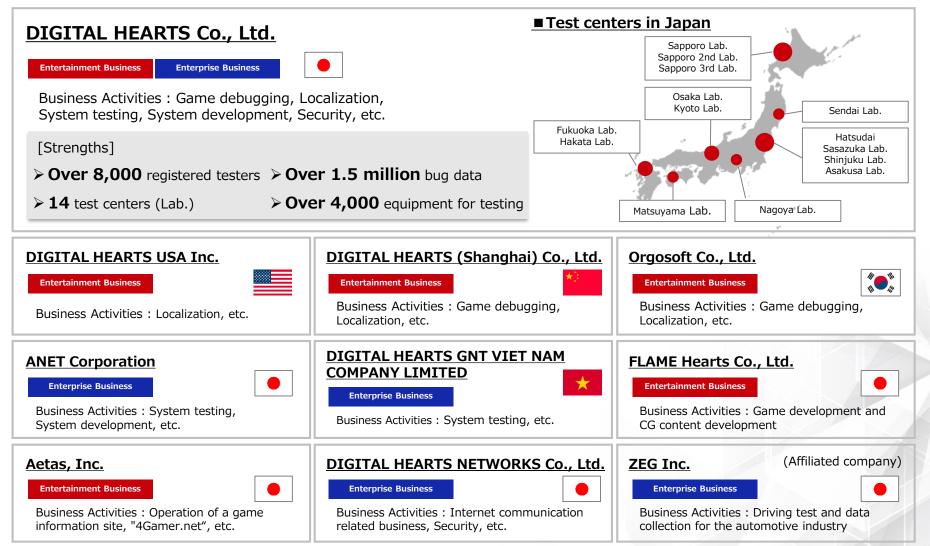
* We will acquire treasury shares flexibly by considering the necessity in light of our capital policy, the impact on our financial strength, and other factors, after securing funds for investment in growth.

Corporate Profile

DIGITAL HEARTS HLDGS.

Company Name	DIGITAL	DIGITAL HEARTS HOLDINGS Co., Ltd.			oitalizati	on	¥300,686,000
Location	3-20-2 N Tokyo	3-20-2 Nishi-Shinjuku, Shinjuku- Tokyo			res Issu	ed	23,890,800 Shares
Incorporated	October	October 1, 2013			al year e	end	March 31
Representative	President	President and CEO, Genichi Tamats			r of Emp	loyees	862(Consolidated)
Stock Exchange	Stock Exchange Tokyo Stock Exchange The 1st Section (code : 3676)			Group Companies			Domestic:6 Overseas:4
<u>History</u>						Shifted	(As of March 31, 2019)
			Shifted to a	_		management team	
	ed on TSE hers	Listed on TSE 1st Section		company structure a listed on TSE 1st Sec			Second Startup
Established DIGITAL Hearts Ltd.				2013	2014		017 Fully entered the
2001	2008	2011	2012 Started M business		Starte busine	e d Creati	enterprise field
Started Debuggi	ng business	Started	Overseas b	usiness			

(As of March 31, 2019)





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