

Consolidated Financial Results for the First Three Quarters of the Fiscal Year Ending March 31, 2021 (From April 1, 2020 to December 31, 2020)

Supplementary Material January 29, 2021

Digital Arts Inc. (Securities Code: 2326)





Item

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Supplementary Material on Consolidated Financial Results for the First Three Quarters of the Fiscal Year Ending March 31, 2021

# **Key Points**

### **Key Points**



(1) Contracts and net sales for the first three quarters hit record highs.

Contracts leaped considerably, specifically +88.7% year on year, to 7,562 million yen. Consolidated net sales rose by +14.7% year on year to 4,750 million yen.

\* Reasons for the disparity in the increase between contracts and net sales are explained in the Supplement.

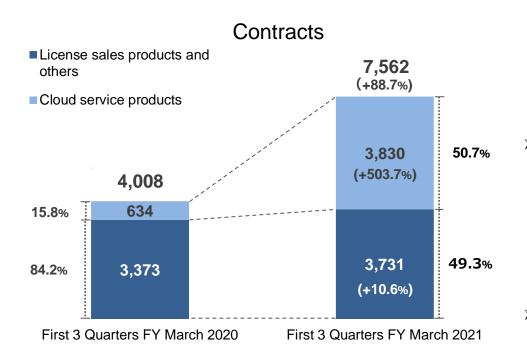
- In the enterprise sector market, teleworking rapidly increased as a means of addressing COVID-19. Sales of the i-FILTER series, which provides secure access to websites irrespective of location or situation, grew.
- In the public sector market, sales of the i-FILTER series surged because of the GIGA School Concept.
- Digital Arts Consulting (DAC), a subsidiary offering security consulting services, achieved steady growth.
- (2) Operating profit for the first three quarters was also at a record high.

Operating profit was up 19.7% to 325 million yen after cost of sales rose 378 million yen (up 38.5%) and SG&A expenses dropped 93 million yen (down 6.2%) year on year.

- The rise in the cost of sales resulted from a hike in labor expenses following the increase in consultants at DAC.
- SG&A expenses contracted after voluntary restraints on events outside the Company and the shift to working from home.

DigitalArts	B
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				(Million yen)
ltem	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change	% Change
Contracts	4,008	7,562	3,553	+88.7%
Net Sales	4,141	4,750	609	+14.7%



- Contracts obtained in the first three quarters rose
   3,553 million yen or 88.7% year on year.
- Net sales for the first three quarters rose 609 million yen or 14.7% year on year.
- The disparity in the increase between contracts and net sales is explained by a massive rise in the percentage of total contracts that contracts for cloud service products accounted for, from 15.8% for the first three quarters of previous fiscal year to 50.7% for the same period of the fiscal year under review.
  - The method for posting sales differs between the two categories of products. For license sales products, a large part of the contract amount is recorded as sales in a lump sum at the time of the contract. For cloud service products, recorded sales are apportioned on a monthly basis throughout the contract period.
- Recorded sales within a short period are smaller for cloud service products than for license sales products, and the amount of the contract that is deferred is larger.

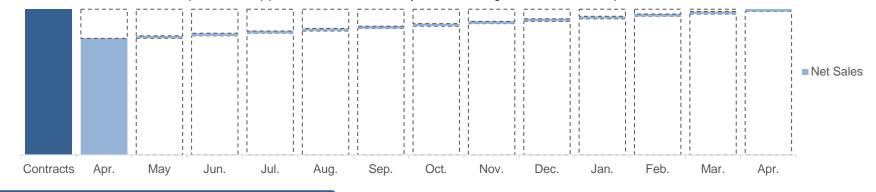
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## Supplement: Recording of Sales



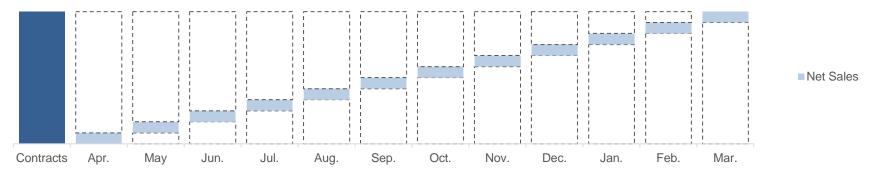
#### Recording of sales of license sales products

- License fees make up a large proportion of the contract amount. This portion is recorded in a lump sum as sales in the month when the contract is obtained.
- > The maintenance fees portion is apportioned on a monthly basis throughout the contract period.



#### Recording of sales of cloud service products

- Sales of cloud service products are apportioned on a monthly basis throughout the contract period, recording the resulting monthly portions as sales.
- > As the contract amount of cloud service products rises, the contract amount that is deferred increases.

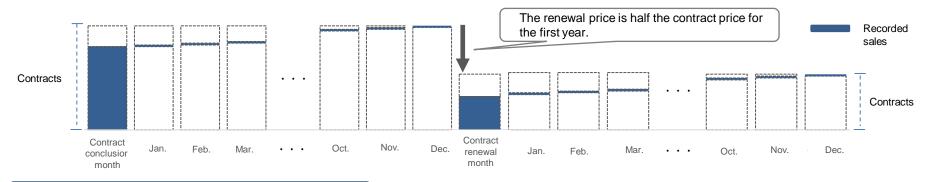


### Supplement: Contract Renewal Price



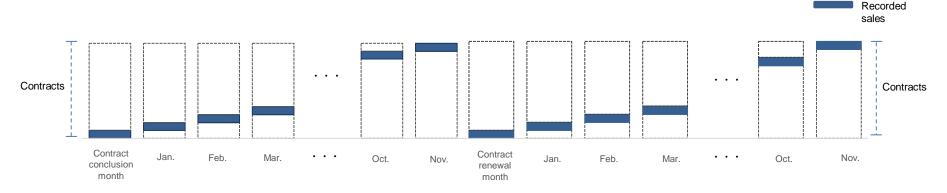
Contracts for license sales products

- > For license sales products with a contract period of one year, the contract is renewed every year.
- The renewal price is half the contract price for the first year.



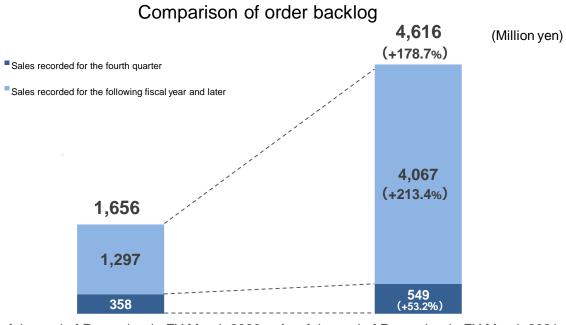
#### Contracts for cloud service products

- > For cloud service products with a contract period of one year, the contract is also renewed every year.
- The renewal price is the same as in the first year of contract. That means that cloud service products are more profitable than license sales ones.





- The share of cloud service products is growing. For this type of product, the contract amount is apportioned on a monthly basis for recording purposes. The contract amount deferred to the fourth quarter or later, or the order backlog, rose 178.7% to 4,616 million yen.
- > The portion to be recorded as sales for the fourth quarter increased 53.2% to 549 million yen.
- > The portion to be recorded as sales for the next fiscal year or later grows +213.4% to 4,067 million yen.
- According to the increase in contracts of cloud service products, the deferred contract amount increases. Since the contract price is constant for future renewals, a stable revenue base according to the stock-type business model is established.



As of the end of December in FY March 2020 As of the end of December in FY March 2021



Supplementary Material on Consolidated Financial Results for the First Three Quarters of the Fiscal Year Ending March 31, 2021

# Consolidated Results Highlights

Consolidated Financial Highlights for the First Three Quarters of the Fiscal Year Ending March 31, 2021



	Contracts: <b>7,562</b> million yen (+3,553 million yen / +88.7% YoY)
Contracts	Due to the influence of the GIGA School Concept, i-FILTER series projects were acquired in the public sector market. Projects increased as DAC gained new customers.
Net sales	Net sales: <b>4,750</b> million yen (+609 million yen / +14.7% YoY) The spread of teleworking in the enterprise sector market helped boost sales. Sales grew after DAC gained new customers.
	Operating profit: <b>1,973</b> million yen (+325 million yen / +19.7% YoY)
Operating profit	In cost of sales, labor expenses soared after DAC increased staff. Among SG&A expenses, advertising expenses contracted after voluntary restraints on events and expenses declined due to the shift to working from home.
Ordinary profit	Ordinary profit: <b>1,982</b> million yen (+333 million yen / +20.2% YoY)
Profit attributable to owners of parent	Profit: <b>1,363</b> million yen (+234 million yen / +20.8% YoY)



Consolidated Re	esults			(Million yen)
ltem	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change YoY	FY March 2021 Full- Year Forecast
Contracts	4,008	7,562	+88.7%	—
Net sales	4,141	4,750	+14.7%	7,500
Cost of sales	984	1,362	+38.5%	1,850
Gross profit	3,156	3,388	+7.3%	5,650
Selling, general and administrative expenses	1,508	1,414	-6.2%	2,100
Operating profit	1,648	1,973	+19.7%	3,550
Operating margin	39.8%	41.5%	_	47.3%
Ordinary profit	1,648	1,982	+20.2%	3,550
Profit attributable to owners of parent	1,128	1,363	+20.8%	2,450
EBITDA	2,285	2,660	+16.4%	—

\* Financial Forecast is the consolidated financial forecast announced on May 8, 2020.

\* EBITDA = Operating profit + Depreciation + Tax expenses included in operating expenses



### Consolidated Quarterly Results

ltem	FY March 2020 3Q	FY March 2021 3Q	Change YoY	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change YoY
Contracts	1,399	3,813	+172.6%	4,008	7,562	+88.7%
Net sales	1,376	1,649	+19.8%	4,141	4,750	+14.7%
Cost of sales	353	486	+37.7%	984	1,362	+38.5%
Gross profit	1,023	1,162	+13.6%	3,156	3,388	+7.3%
Selling, general and administrative expenses	472	499	+5.8%	1,508	1,414	-6.2%
Operating profit	551	663	+20.3%	1,648	1,973	+19.7%
Operating margin	40.0%	40.2%	-	39.8%	41.5%	_
Ordinary profit	556	666	+19.6%	1,648	1,982	+20.2%
Profit attributable to owners of parent	383	454	+18.4%	1,128	1,363	+20.8%



#### Non-Consolidated Results

ltem	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change YoY	FY March 2021 Full- Year Forecast
Contracts	3,852	7,005	+81.8%	_
Net sales	3,990	4,219	+5.8%	7,000
Cost of sales	860	918	+6.7%	1,450
Gross profit	3,129	3,301	+5.5%	5,550
Selling, general and administrative expenses	1,445	1,366	-5.5%	2,050
Operating profit	1,684	1,934	+14.9%	3,500
Operating margin	42.2%	45.8%	_	50.0%
Ordinary profit	1,687	1,946	+15.4%	3,500
Profit	1,162	1,348	+16.0%	2,420



### Non-Consolidated Quarterly Results

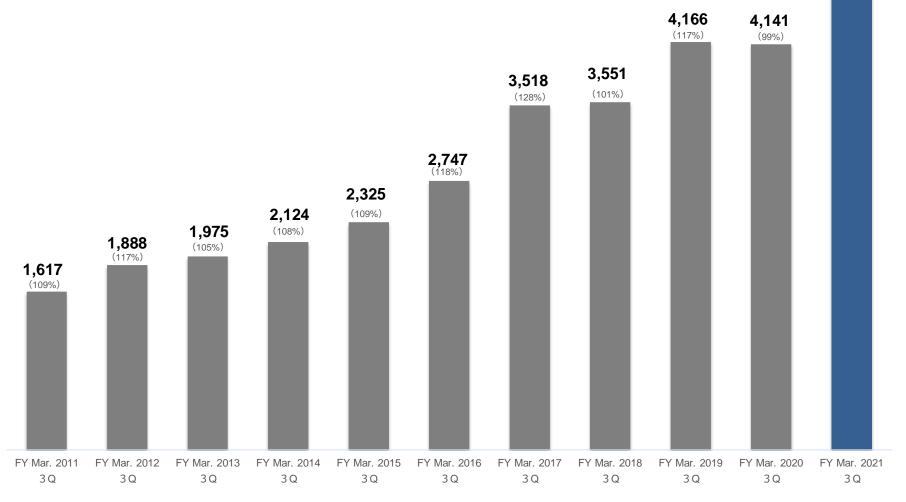
ltem	FY March 2020 3Q	FY March 2021 3Q	Change YoY	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change YoY
Contracts	1,370	3,600	+162.7%	3,852	7,005	+81.8%
Net sales	1,313	1,422	+8.3%	3,990	4,219	+5.8%
Cost of sales	291	313	+7.5%	860	918	+6.7%
Gross profit	1,021	1,109	+8.6%	3,129	3,301	+5.5%
Selling, general and administrative expenses	458	500	+9.0%	1,445	1,366	-5.5%
Operating profit	563	609	+8.3%	1,684	1,934	+14.9%
Operating margin	42.9%	42.8%	_	42.2%	45.8%	_
Ordinary profit	569	614	+7.8%	1,687	1,946	+15.4%
Profit	392	423	+8.0%	1,162	1,348	+16.0%



(Million yen)

**4,750** 

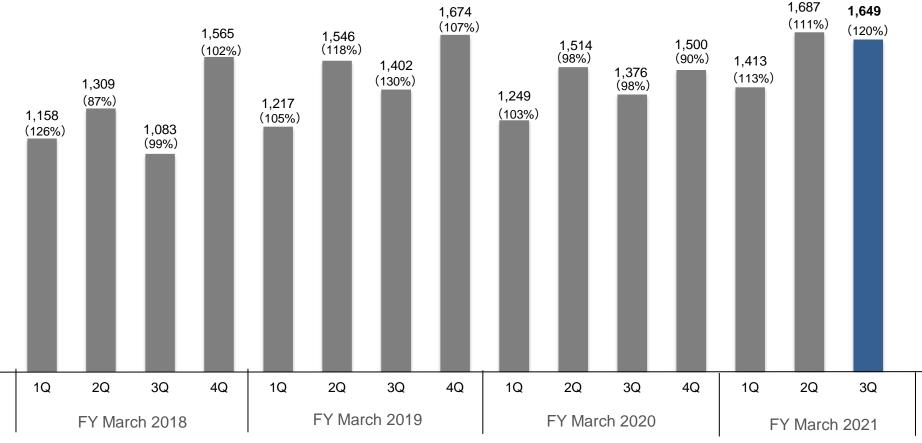
Record high sales for the fiscal year under review after strong performance in the enterprise sector and public sector markets



\* Percentage figures represent comparisons with the preceding 3Q.



Sales for the third quarter hit a record high, following the briskness of the enterprise sector and public sector markets.



\* Percentage figures represent comparisons with the same period a year earlier.

# Consolidated Cost of Sales and Selling, General and Administrative Expenses



- Labor expenses constituting part of the cost of sales rose after DAC increased consultants.
- Depreciation (as part of the cost of sales) increased after the start of the depreciation of cloud products and other software in the second quarter of the previous fiscal year.
- Advertising expenses as part of SG&A expenses contracted due to the decision to cancel the Partner Conference and other outside events.
- Transportation expenses as part of SG&A expenses declined because of working from home and online sales activities introduced as a measure against COVID-19.
  (Million yen)

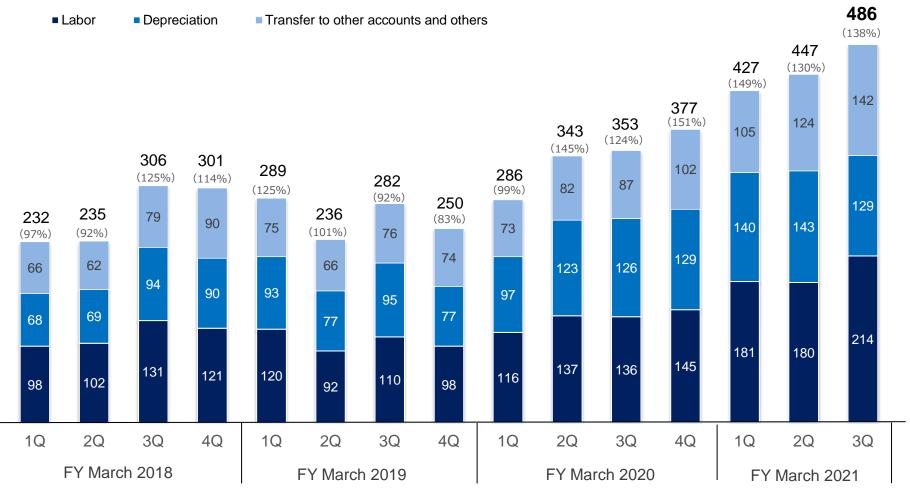
Item	First 3 Quarters FY March 2020	First 3 Quarters FY March 2021	Change YoY	Main Factors for Change
Cost of sales	984	1,362	+378	
Labor	391	576	+185	DAC increased consultants.
Depreciation	347	413	+66	Depreciation of cloud products and other software has been rising since the second quarter of the previous fiscal year.
Transfer to other accounts Other manufacturing costs	246	371	+126	Outsourcing expenses soared after DAC obtained more orders.
Selling, general and administrative expenses	1,508	1,414	-93	
Personnel expenses	774	792	+17	
Advertising expenses	164	111	-52	Decrease due to the voluntary decision to refrain from holding the Partner Conference and other events
Other	569	510	-59	Transportation expenses fell for reason of working from home and online sales activities.

## Quarterly Trend in Consolidated Cost of Sales



■ Labor expenses swelled after DAC increased consultants.

Increase after start of depreciation of cloud products and other software in the second quarter of the previous fiscal year
(Million yen)

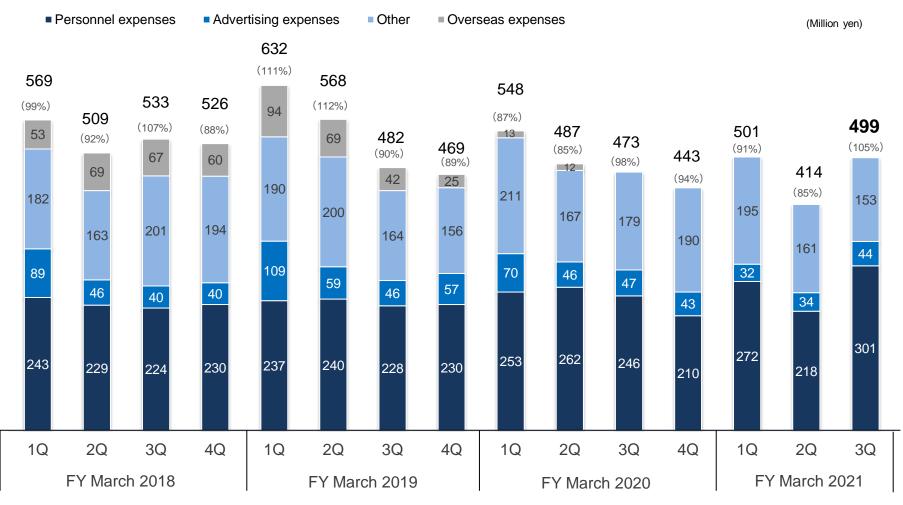


\* Percentage figures represent comparisons with the same period a year earlier.



■ Advertising expenses contracted due to voluntary restraint of the Partner Conference and other outside events.

■ Transportation expenses, among other expenses, decreased because of working from home and online sales activities introduced as a measure against COVID-19.



\* Percentage figures represent comparisons with the same period a year earlier.



#### Consolidated Balance Sheet

- The equity ratio stood at 78.4% to show that strong financial health was maintained.
- Capital efficiency was good with higher ROE and ROA than in the preceding year.

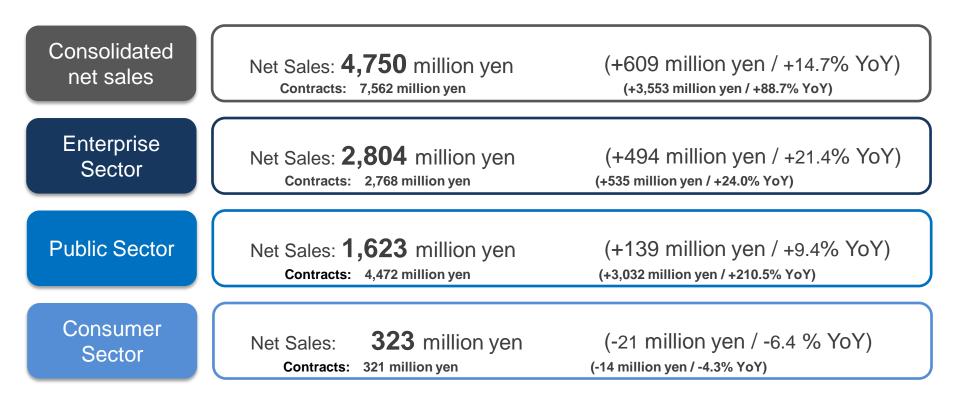
ltem	As of end of 3 Q FY March 2020	As of end of 3Q FY March 2021	% Change	As of end of FY March 2020
Current assets	7,973	9,810	+23.1%	8,733
(Cash and deposits)	6,874	8,597	+25.1%	7,651
Non-current assets	2,113	2,095	-0.8%	2,118
Total assets	10,086	11,906	+18.0%	10,852
Current liabilities	1,830	2,498	+36.5%	2,125
Non-current liabilities	46	49	+6.4%	46
Equity capital	8,181	9,336	+14.1%	8,652
Net assets	8,209	9,358	+14.0%	8,680
Equity ratio	81.1%	78.4%	_	79.7%
ROE	14.1%	15.2%	_	19.4%
ROA	11.3%	12.0%	_	15.4%



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# **By Market**

- In the enterprise sector market, net sales were up 494 million yen or 21.4% after acquisition of i-FILTER series projects and the growth of DAC.
- In the public sector market, net sales were up 139 million yen or 9.4% after acquisition of i-FILTER series projects as the government furthered the GIGA School Concept.
- In the consumer sector market, net sales were down 21 million yen or 6.4% due to reduction in prices for carriers in the second quarter of the previous fiscal year despite a rise in the introduction of filtering among young people.



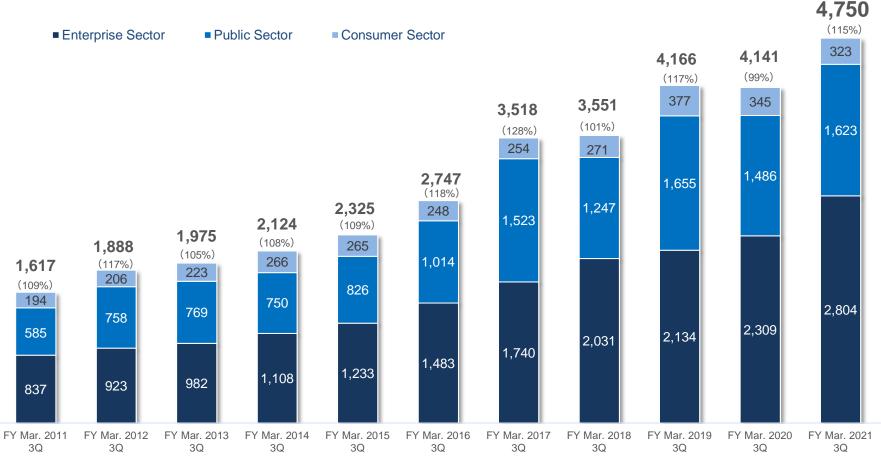
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# Trend in Consolidated Net Sales for the First Three Quarters by Market



(Million yen)

Record net sales were attained for the fiscal year under review with a bullish performance in the enterprise sector and public sector markets, aided by the increase in teleworking and advances in ICT education in schools.



\* Percentage figures represent comparisons with the preceding 3Q.



(Million yen)

Record net sales in the third quarter featured strong sales of the i-FILTER series following the increase in teleworking and advances in ICT education in schools.



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## Introduction to Digital Arts Consulting (DAC)

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Digital Arts Consulting was established in 2016 as a subsidiary of Digital Arts for the purpose of offering security consulting services.

As it steadily won new projects, it made an upfront investment to hire additional consultants.

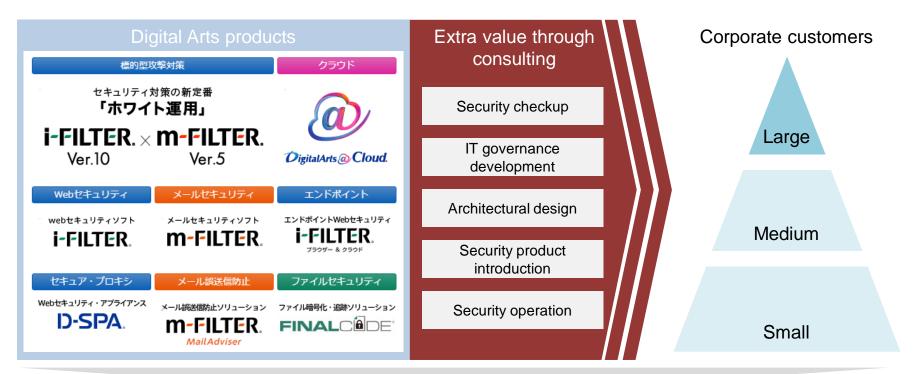
	Company Profile
Company	Digital Arts Consulting Inc.
Address	14F Otemachi First Square West Tower, 1-5-1 Otemachi, Chiyoda-ku,Tokyo 100-0004 Japan
Date of establishment	April 1, 2016
Share capital	73 million yen
Parent company (primary shareholder)	Digital Arts Inc.
Business	IT strategy consulting Business consulting Information security consulting
Staff	Four officers 24 employees (as of the end of March 2020)



In security consulting, it introduces i-FILTER, m-FILTER, FinalCode and other solutions to produce synergy.

Busine ss	IT strategy consulting (CIO Service)	Security Consulting (CISO Service)	Digital Solutions Business
Overview	Providing a one-stop, all-inclusive consulting service covering the development of IT strategies for optimal use of different IT solutions and the construction of systems and operations for helping clients with digital transformation (DX)	Offering comprehensive services including security checkups and analysis, proposals of measures and solutions for raising the security level and support for implementation	Offering solutions that help clients achieve digitalization and security enhancement in a broad range of areas
Service Details	<ul> <li>Development of IT (DX) business strategies and plans</li> <li>Business process reengineering (BPR)</li> <li>Optimization of SoR/SoE</li> <li>DAC Robotics Service</li> <li>FIDO authentication solutions</li> </ul>	<ul> <li>Governance consulting</li> <li>Cyber security consulting and solutions</li> <li>Support service for toughening security measures</li> </ul>	<ul> <li>FIDO authentication solutions</li> <li>Robotic process automation (RPA)</li> </ul>

To large companies, it advertises Digital Arts products after taking comprehensive security measures based on its understanding of customers' businesses, system configuration and status of operations to ensure that customers accurately understand the product value.



#### DAC offering value to customers

	her products (realization of whitelist operations)
Introduce Digital Arts products optimally configured from the Offer the Gro	up's one-stop security services to maximize cost
perspective of customers	effectiveness for customers

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Supplementary Material on Consolidated Financial Results for the First Three Quarters of the Fiscal Year Ending March 31, 2021

# **Initiatives for the Second Half**



## Actions in the Second Half of FY2021 March

## **Enterprise Sector**

- Advertise whitelist operation as the last resort of a multi-layered defense in a Zero Trust environment (end point security)
- Expand sales of DigitalArts@Cloud in line with the accelerated use of cloud services based on the increase of teleworking
- Carry out sales promotional activities centering around online seminars. Sales activities to target large companies.

	External environment	Zero Trust A security model according to which security measures are implemented on the assumption that nothing can be trusted Ubiquity of employees and information assets amid the trends toward work style reforms and cloud technologies	Accelerate the shift to cloud technologies Due to the COVID-19 coronavirus pandemic, teleworking rapidly became widespread and the shift of security products to the cloud speed up.		
	ط	Stress whitelist operations Explain that at least 6.7 million licenses have been introduced and that the solutions are so useful that no malware incident resulting in damage has been reported to emphatically stress their whitelist operations as the last resort of a multi-layered defense.	Expand sales of DigitalArts@Cloud Provide a secure experience in a cloud environment using the whitelist operations of i-FILTER and m-FILTER		
	Actions	Carry out sales promotional activities centering around online seminars Organize these events for partners and end users Conduct sales activities to target large companies Collaborate with partners and carry out direct sales activities targeting large companies with 1,000 or more employees			

**DigitalArts** 

# Example of Whitelist Operations at Japan's Largest Securities Firm



#### DigitalArts.

#### <sub>導入事例</sub> 野村證券株式会社

NOMURA



東京都中央区日本獲一丁目に本拠を構える、野村ホールディングス傘下の 野村協労林大会社(以下、野村協労)は、1925年の設立、野村グループの区労業務 における中核企業であり、100年近い商史と良に優労取引を決みに事業を拡大 してきました。その野村協労全徴のシステム基督を提出しているITインフラサー ビス部では。社内外の情報取り扱いに対し厳しい増助を建守する「守りの要」の 役割を担っています。

●ご担当者様の声

「『i-FILTER』が多層防御の

"最後の砦"となって守ってくれる」

#### サイバーセキュリティ対策の"最後の砦"

野村讃芳の1Tインフラに約10年ものあいだ 関わってさたITインフラサービス部 肥長 亀倉篦氏 は、「サイパーセキュリティに対する投資はここ 数年、倍々ゲームのように増加しています」といい ます。



加えて、同都 オフィス基盤 課 ヴァイス・プレジ デント 井満吉孝氏は、

「世の中全体で、サイバーセキュリティの重要性は 年々増しています。多層防御の考え方のもと入口 対差して複数のマルクニア対策知道を導入し、 毎月60万週もの不番メールを遮断しています。 それでも方り抜けてくる不審メールは少なからず 存在しますとた機構参奏もにせます。



5. BHBBBBBB 57 H12757-1018 88 1812757-1018 88

サイバー攻撃に利用されるメールアドレスやURLは攻撃用に新しく作られた ばかりであるケースが多く、セキュリティ製品のプラックリストに運動されていない 「未知の機械」であるため、多量防御をすり抜けてしまうケースがあります。 そこで野村田奈で活用されているのが、Webセキュリティ製品として導入して

そこで野村證券で流用されているのが、Webセキュリティ製品として導入して いるデジタルアーツの「FFILTER」です。

「FI-FILTERJVer.10は、DB登録されているURLにしかアクセスできないという 『ホワイト連用』によって未知の脅威に対しても有効となり、その点で評価して います」(井調氏)

「I-FUTER」Ver.10は、網羅軍の高いデータベース(DB)にカテゴライズされて いない未知のURLへのアクセスを担否する設定(ホウイト運用)ができます。ホウ イト運用であれば、低に多量的優考すり抜けた攻撃メールの多付ファイルやURL を誤ってクリックしてしまっても不審な過 信を遊館でき、マルウェア都染による 被害を遅けることが可聞たなります。 「深」肉は実際上述のでないサットへのアクセスを対象することが目的でしたが、

「導入的は業務上進切でないサイトへのアクセスを制備することが目的でしたが、 今ではJi-FILTERJが"最後の歯"としてあるおかげでセキュリティ全体が守られ ているという安心感があります」(亀倉氏)

時村田事務式会社 Overview 利用事務式会社は、毎村グループの今届会社として留事単数を行っており、春村グループの熟知会社で ある時代ホーパディングス販賞会社の100年子会社です。



Source: Nomura Securities Co., Ltd.'s materials on introduction examples

Source: Nikkei (a full-page advertisement on the morning edition on October 30)



## Actions in the Second Half of FY2021 March

## **Public Sector**

- Massively higher sales than the average year are expected from the actions surrounding the GIGA School Concept.
- Advertise the importance of advanced filtering
- Engage in sales promotional activities through online seminars and internal and external media outlets
- Focus sales approaches on customers that have not yet introduced solutions

External environment	Acceleration of the GIGA School Concept The GIGA School Concept has unveiled a policy to supply approximately 7.5 million tablets to school-aged children to realize an environment in which every child has a terminal. New demand for web filtering software is foreseeable.				
Actions	Engage in sales promotional activities through online seminars and internal and external media outlets Advertise the importance of advanced filtering, support kitting and accelerate the introduction of cloud technologies.	Stress the necessity of Digital Arts products to customers that have yet to introduce them Intensively approach boards of education that have yet to introduce filtering because advanced filtering is essential to secure online learning for school-aged children			

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Supplementary Material on Consolidated Financial Results for the First Three Quarters of the Fiscal Year Ending March 31, 2021

# Full-Year Financial Forecast for the Fiscal Year Ending March 31, 2021



Consolidated Financial Forecast for the Fiscal Year Ending March 31, 2021

Achieve the growth of cloud services in the enterprise sector market and boost sales under the GIGA School Concept in the public sector market with the goal of achieving a high rate of growth (Million yen)

ltem	FY March 2020 Full-Year Results	FY March 2021 Full-Year Plan	% Change	First 3 Quarters FY March 2021 Results	Achievement rate
Net sales	5,641	7,500	+32.9 %	4,750	63.3%
Cost of sales	1,361	1,850	+35.9 %	1,362	73.6%
Gross profit	4,280	5,650	+32.0 %	3,388	60.0%
Selling, general and administrative expenses	1,952	2,100	+7.6 %	1,414	67.4%
Operating profit	2,328	3,550	+52.5 %	1,973	55.6%
Ordinary profit	2,326	3,550	+52.6 %	1,982	55.8%
Profit attributable to owners of parent	1,590	2,450	+54.0 %	1,363	55.6%

Full-Year Financial Forecast for the Fiscal Year Ending March 31, 2021



Non-Consolidated Financial Forecast for the Fiscal Year Ending March 31, 2021

ltem	FY March 2020 Full-Year Results	FY March 2021 Full-Year Plan	% Change	First 3 Quarters FY March 2021 Results	Achievement rate
Net sales	5,336	7,000	+31.2 %	4,219	60.3%
Cost of sales	1,098	1,450	+32.0 %	918	63.3%
Gross profit	4,238	5,550	+30.9 %	3,301	59.5%
Selling, general and administrative expenses	1,881	2,050	+9.0 %	1,366	66.7%
Operating profit	2,357	3,500	+48.5 %	1,934	55.3%
Ordinary profit	2,359	3,500	+48.4 %	1,946	55.6%
Profit	1,613	2,420	+50.0 %	1,348	55.7%



#### Dividends

We are planning to pay dividends as follows to return a portion of our earnings to our shareholders.

Target payout ratio for fiscal year ending March 31, 2021: 31.5% (of consolidated net profit)

Annual dividends of surplus forecasted for fiscal year ending March 31, 2021: 55.00 yen per share

	Div	Consolidated		
	Interim	Year-end	Total	payout ratio
FY March 2020	25.00	25.00	50.00	44.0%
FY March 2021	25.00			
FY March 2021 (forecast)		30.00	55.00	31.5%



Among the descriptions of plans, strategies and financial forecasts in this presentation material, those that are not historical facts are forward-looking statements. They reflect judgments made by the management of Digital Arts Inc. on the basis of information currently available to it. They may be subject to considerable change depending on changes in the environment and other factors, and the Company does not in any way guarantee the achievement of the projections.

Digital Arts Inc. will disclose any significant changes that occur in the future as appropriate.

With some exceptions, the basic figures in this presentation are rounded down to the nearest million yen.

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