

## FY03/17 Consolidated Financial Results For Third Quarter Ended December 31, 2016 (Japan GAAP)

January 30, 2017

Company name: Digital Arts Inc. <Tokyo Stock Exchange- First Section>  
 Code no.: 2326 URL <http://www.daj.jp>  
 Representative: Toshio Dogu, President and Chief Executive Officer  
 Contact Person: Hidenobu Akazawa, Director, Administration Department Tel. (03) 5220-6045  
 Scheduled date of filing Shihanki-Hokokusho: February 10, 2017  
 Scheduled date of payment of cash dividends: --  
 Additional materials of the Financial Results for the Second Quarter: Yes  
 Briefing session of the Financial Results for the Second Quarter: No

(Amounts less than one million yen are rounded)

### 1. Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (April 1, 2016 through December 31, 2016)

<1> Consolidated operating results (cumulative)

(Percent indications show percentage of changes from corresponding figures for the previous period)

|                       | Net sales       |      | Operating income |      | Ordinary income |      | Net income attributable to owners of parent |      |
|-----------------------|-----------------|------|------------------|------|-----------------|------|---|------|
|                       | Millions of yen | %    | Millions of yen  | %    | Millions of yen | %    | Millions of yen                             | %    |
| FY03/2017 3rd Quarter | 3,518           | 28.1 | 1,145            | 89.3 | 1,134           | 85.8 | 693   | 92.7 |
| FY03/2016 3rd Quarter | 2,747           | 18.1 | 604              | 29.6 | 610             | 18.2 | 360   | 18.9 |

(Note): Comprehensive income: 709 million yen for FY03/2017 3rd Quarter (95.7%); 362 million yen for FY03/2016 3rd Quarter (17.2%)

|                       | Net income per share-basic | Net income per share-diluted |
|-----------------------|----------------------------|------------------------------|
|                       | Yen                        | Yen                          |
| FY03/2017 3rd Quarter | 49.81                      | 49.66                        |
| FY03/2016 3rd Quarter | 25.91                      | 25.82                        |

<2> Consolidated financial position

|                       | Total assets    | Net assets      | Equity ratio | Net asset per share |
|-----------------------|-----------------|-----------------|--------------|---------------------|
|                       | Millions of yen | Millions of yen | %            | Yen                 |
| FY03/2017 3rd Quarter | 6,397           | 4,848           | 74.4         | 344.48              |
| FY03/2016             | 6,133           | 4,642           | 74.7         | 329.03              |

(Reference): Total equity: 4,760 million yen as of December 31, 2016; 4,583 million yen as of March 31, 2016

### 2. Dividends

|                      | Annual cash dividends per share |                    |                    |                    |       |
|----------------------|---------------------------------|--------------------|--------------------|--------------------|-------|
|                      | at 1st Quarter end              | at 2nd Quarter end | at 3rd Quarter end | at fiscal year end | Total |
|                      | yen                             | yen                | yen                | yen                | yen   |
| FY03/2016            | —                               | 7.00               | —                  | 8.00               | 15.00 |
| FY03/2017            | —                               | 10.00              | —                  | —                  | —     |
| FY03/2017 (forecast) | —                               | —                  | —                  | 10.00              | 20.00 |

(Note): Changes in dividends forecast for FY03/2017 from the latest disclosure: No

### 3. Forecast of Consolidated Operating Results for Fiscal Year Ending March 2017 (April 1, 2016 through March 31, 2017)

(Percent indications show percentage of changes from corresponding figures for the previous period)

|           | Net sales       |      | Operating income |      | Ordinary income |      | Net income attributable to owners of parent |      | Net income per share |
|-----------|-----------------|------|------------------|------|-----------------|------|---|------|----------------------|
|           | Millions of yen | %    | Millions of yen  | %    | Millions of yen | %    | Millions of yen                             | %    | yen                  |
| FY03/2017 | 4,600           | 15.0 | 1,400            | 39.1 | 1,400           | 40.8 | 870   | 59.5 | 62.49                |

(Note): Changes in forecast of consolidating operating results for FY03/2017 from the latest disclosure: No

※Notes

<1> Significant changes in scope of consolidation: None

In : — (Company Name: )

Out : — (Company Name: )

<2> Adoption of specific accounting policies for quarterly consolidated financial statements: Applicable

<3> Changes in accounting policies, accounting estimation change and restatement

<3>-1 Changes in accounting policies due to the revision of the accounting standards: Yes

<3>-2 Changes in accounting policies except for those in <2>-1: None

<3>-3 Changes due to accounting estimation change: None

<3>-4 Restatement: None

<4> Number of shares issued

(shares)

<4>-1 Number of shares issued at the end of the period (including treasury shares)

<4>-2 Number of treasury shares at the end of the period

<4>-3 Average number of shares issued during the 3rd Quarter ended Dec 31, 2016

|            |            |            |            |
|------------|------------|------------|------------|
| FY03/17 3Q | 14,133,000 | FY03/16    | 14,133,000 |
| FY03/17 3Q | 313,500    | FY03/16    | 201,800    |
| FY03/17 3Q | 13,930,476 | FY03/16 3Q | 13,899,074 |

※Implementation status of quarterly review

This Financial Result report for the second quarter is exempt from quarterly review which is based on Financial Instruments and Exchange Law of Japan. As of the second quarter disclosing, quarterly review procedures for the quarterly financial statements is on-going.

※Explanation of Appropriate Use of Performance Projections and Other Special Items

(Forward Looking Statements)

Business forecasts contained in this report are based on information available to the Company and on a certain assumption the Company considers reasonable on the date of this report's announcement, and it does not constitute the Company's intention to promise the accomplishment of the forecasts. Due to unforeseen circumstances, actual results may differ significantly from such forecasts due to various risks and uncertainties which include, but are not limited to, global economic environment, intensified sales competition, fluctuations in exchange rate and interest rate.

Refer to "Qualitative Information on Consolidated Financial Results for the Third Quarter Ended December 31, 2016 (3) Earnings Forecast for Fiscal Year Ending March 31, 2017" of the attached material for more information on performance projection.

(Obtaining Supplemental Material for the Financial Results for the Third Quarter)

Materials are available on our official website.

## 1. Qualitative Information on Consolidated Financial Results for the Third Quarter Ended December 31, 2016

### (1) Operation Results

In the current consolidated third quarter (April 1, 2016 through December 31, 2016), the Japanese economy continued to show moderate recovery with continuing upturn in employment as a result of the government's aggressive economic policies and corporate performance holding firm. On the other hand, prospects of the world economy remained unclear with concerns of economic downturn, mainly due to decelerating economy in emerging countries, Brexit, and the uncertainties of the new Trump administration policies.

In the security industry where the Digital Arts Group (the "Group") engages its primary business, growing concerns over security incidents, such as large-scale leakage of personal data as a result of targeted attacks aimed at specific corporations and organizations, led not only security admins, but also corporate managers to become more aware of the importance of strengthening information security. Additionally, local governments actively improves their security under the guideline of fundamental strengthening of local government data security issued by the Ministry of Internal Affairs and Communications.

In such circumstances, the Group strengthened domestic marketing activities for large corporations and organizations that need relatively advanced security. Specifically, it created a department specializing in large domestic companies and organizations. The Group also created a consulting business subsidiary, Digital Arts Consulting Inc., to assist with security implementation and to provide high value added proposals for clients looking to implement security on a large scale and use its products as global tools.

In the public sector, the Group dramatically increased sales by developing and offering solutions that satisfy the level of security demanded in the Ministry of internal Affairs and Communications' guidelines on strengthening local government security.

Overseas, US subsidiary FinalCode, Inc. and Asia-Pacific subsidiary FinalCode Asia Pacific Pte. Ltd. began to acquire contracts as a result of progress in partnerships with local sales partners and implementing concrete measures to drive sales. In Europe, FinalCode Europe Limited focused on hiring employees and developing partnerships with local sales partners.

For FY03/17 third quarter cumulative results, consolidated net sales were JPY 3,518,161 thousand (+28.1% YoY). Despite increased expenses from hiring employees in Japan, the following contributed to the overall increase in earnings: operating income was JPY 1,145,071 thousand (+89.3% YoY), ordinary income was JPY 1,134,473 thousand (+85.8% YoY) and net income attributable to parent company shareholders was JPY 693,815 thousand (+92.7% YoY).

Business performance by segment is as follows.

#### Enterprise Sector

Net sales to the enterprise sector were JPY 1,740,544 thousand (+17.3% YoY).

Sales were favorable for the company's main products in the enterprise sector, i-FILTER and FinalCode. Corporate managers became more aware of the importance of improving information security as targeted attacks on specific companies are causing increasingly more damage. In such environment, the Company saw continued implementation of its i-FILTER and i-FILTER Browser & Cloud products, which can deal with a variety of complex security risks. FinalCode Ver. 5, released in FY03/16, providing company-wide advanced file security, met the needs of corporations that handle large volumes of customer data and firmly increased sales of FinalCode. With increased awareness on data security measures, orders received by Digital Arts Consulting were also favorable, contributing to the Group's overall sales growth.

#### Public Sector

Net sales to the public sector were JPY 1,523,134 thousand (+50.1% YoY).

In accordance to a guideline issued by the Ministry of Internal Affairs and Communications on fundamental strengthening of local government data security, prefectures are consolidating their internet connections and strengthening surveillance (using cloud solutions for local government data security), while cities, wards, towns and

villages are actively improving security (using the model for improving local government data systems). The Company's solutions that incorporates "i-FILTER (or D-SPA) to centralize web access" and "m-FILTER to neutralize web email messages" captured the needs of clients seeking to respond to the above guidelines, and pushed up sales. Deployment of FinalCode Limited Edition for Local Government, an edition that responds to needs specific to prefectural, city and local municipality governments, has been favorable and contributed to the overall increase in sales.

#### Consumer Sector

Net sales in the consumer sector were JPY 254,483 thousand (+2.3% YoY).

In the consumer segment, the Company continued to enter tie-ups with mobile operators and other business partners in effort to expand sales and increase collaboration for the mobile device version of i-FILTER (Consumer) for Smartphones.

Sales were firm for the PC version of the i-FILTER (Consumer) due to OEM-driven sales, robust shipment of multi-year packaged products, and other positive factors, despite the continuous decline in the number of domestic consumer PC shipments. Sales also expanded thanks to robust direct sales of i-FILTER (Consumer) Multi-Device, which can be used on three operating systems (Windows, iOS, and Android) with a single serial ID.

#### (2) Financial Position

##### (Assets)

Current assets increased JPY 263,624 thousand to JPY 6,397,484 thousand compared to March 31, 2016. This was mainly attributable to increase in cash and deposits due to an increase in operating cash flow.

##### (Liabilities)

Current liabilities increased JPY 57,288 thousand to JPY 1,549,114 thousand compared to March 31, 2016. This was mainly due to increase in advance received for unearned maintenance sales.

##### (Net Assets)

Net assets increased JPY 206,336 thousand to JPY 4,848,370 thousand compared to March 31, 2016. This was mainly due to increase in retained earnings by accounting third quarter net income attributable to owners of parent.

#### (3) Earnings Forecast for Fiscal Year Ending March 31, 2017

The Company maintains its full-year forecast, however given the favorable environment that is projected to continue, the consolidated forecast for FY03/17 (April 1, 2016 through March 31, 2017) is currently under review and will make timely disclosures as necessary.

## 2. Quarterly Consolidated Financial Statements

### (1) Quarterly Consolidated Balance Sheet

(thousands of yen)

|   | Preceding Fiscal Year<br>(As of March 31, 2016) | Current Third Quarter<br>(As of December 31, 2016) |
|---|---|--|
| <b>Assets</b>                                       |   |  |
| Current assets                                      |   |  |
| Cash and deposits                                   | 2,942,965                                       | 3,164,679  |
| Accounts receivable – trade                         | 1,081,626                                       | 1,137,002  |
| Securities  | 100,909   | –  |
| Finished goods                                      | 413   | 884  |
| Deferred tax assets                                 | 73,813  | 74,156   |
| Other   | 62,884  | 75,689   |
| <b>Total current assets</b>                         | <b>4,262,613</b>                                | <b>4,452,413</b>                                   |
| Non-current assets                                  |   |  |
| Property, plant and equipment                       | 127,257   | 123,310  |
| Intangible assets                                   |   |  |
| Software  | 821,395   | 826,473  |
| Other   | 174,131   | 275,490  |
| <b>Total intangible assets</b>                      | <b>995,526</b>                                  | <b>1,101,964</b>                                   |
| Investments and other assets                        | 748,462   | 719,796  |
| <b>Total non-current assets</b>                     | <b>1,871,246</b>                                | <b>1,945,071</b>                                   |
| <b>Total assets</b>                                 | <b>6,133,859</b>                                | <b>6,397,484</b>                                   |
| <b>Liabilities</b>                                  |   |  |
| Current liabilities                                 |   |  |
| Accounts payable – trade                            | 5,844   | 24,373   |
| Income taxes payable                                | 283,949   | 213,523  |
| Provision for bonuses                               | 109,975   | 58,532   |
| Advances received                                   | 721,033   | 852,192  |
| Other   | 327,288   | 356,015  |
| <b>Total current liabilities</b>                    | <b>1,448,091</b>                                | <b>1,504,636</b>                                   |
| Non-current liabilities                             |   |  |
| Asset retirement obligations                        | 43,089  | 43,833   |
| Other   | 645   | 645  |
| <b>Total non-current liabilities</b>                | <b>43,734</b>                                   | <b>44,478</b>                                      |
| <b>Total liabilities</b>                            | <b>1,491,826</b>                                | <b>1,549,114</b>                                   |
| Net assets  |   |  |
| Shareholders' equity                                |   |  |
| Capital stock                                       | 713,590   | 713,590  |
| Capital surplus                                     | 766,234   | 776,393  |
| Retained earnings                                   | 3,220,233                                       | 3,667,692  |
| Treasury stock                                      | (117,511)                                       | (413,602)  |
| <b>Total shareholders' equity</b>                   | <b>4,582,547</b>                                | <b>4,744,073</b>                                   |
| Accumulated other comprehensive income              |   |  |
| Foreign currency translation adjustments            | 1,208   | 16,504   |
| <b>Total accumulated other comprehensive income</b> | <b>1,208</b>                                    | <b>16,504</b>                                      |
| Subscription rights to shares                       | 58,278  | 83,412   |
| Non Controlling Interest                            | –   | 4,380  |
| <b>Total net assets</b>                             | <b>4,642,033</b>                                | <b>4,848,370</b>                                   |
| <b>Total liabilities and net assets</b>             | <b>6,133,859</b>                                | <b>6,397,484</b>                                   |

(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income

Quarterly Consolidated Statements of Income

(thousands of yen)

|   | Preceding Cumulative<br>Third Quarter<br>(From April 1, 2015<br>to December 31, 2015) | Current Cumulative<br>Third Quarter<br>(From April 1, 2016<br>to December 31, 2016) |
|---|---|---|
| Net sales   | 2,747,276   | 3,518,161   |
| Cost of sales                                     | 661,254   | 741,862   |
| Gross profit                                      | 2,086,021   | 2,776,299   |
| Selling, general and administrative expenses      | 1,481,206   | 1,631,228   |
| Operating income                                  | 604,815   | 1,145,071   |
| Non-operating income                              |   |   |
| Interest income                                   | 983   | 927   |
| Commission fees                                   | 126   | 150   |
| Foreign exchange gains                            | 523   | —   |
| Gain on forfeiture of unclaimed dividends         | 3,367   | 1,178   |
| Miscellaneous income                              | 656   | 114   |
| Total non-operating income                        | 5,657   | 2,371   |
| Non-operating expenses                            |   |   |
| Foreign exchange losses                           | —   | 11,546  |
| Miscellaneous expenses                            | —   | 1,422   |
| Total non-operating expenses                      | —   | 12,969  |
| Ordinary income                                   | 610,473   | 1,134,473   |
| Extraordinary income                              |   |   |
| Gain on reversal of subscription rights to shares | 3,613   | 283   |
| Gain on sales of noncurrent assets                | 2,638   | —   |
| Total extraordinary income                        | 6,252   | 283   |
| Extraordinary loss                                |   |   |
| Loss on sales of fixed assets                     | 347   | 1,466   |
| Total extraordinary loss                          | 347   | 1,466   |
| Income before income taxes                        | 616,377   | 1,133,290   |
| Income taxes                                      | 256,308   | 440,094   |
| Net income  | 360,068   | 693,195   |
| Loss attributable to non-controlling interests    | —   | (619)   |
| Net income attributable to owners of parent       | 360,068   | 693,815   |

Quarterly Consolidated Statements of Comprehensive Income (Cumulative)

(thousands of yen)

|  | Preceding Cumulative<br>Third Quarter<br>(From April 1, 2015<br>to December 31, 2015) | Current Cumulative<br>Third Quarter<br>(From April 1, 2016<br>to December 31, 2016) |
|--|---|---|
| Net income   | 360,068   | 693,195   |
| Other comprehensive income                                   |   |   |
| Foreign currency translation adjustments                     | 2,368   | 15,296  |
| Total other comprehensive income                             | 2,368   | 15,296  |
| Comprehensive income   | 362,437   | 708,491   |
| (Breakdown)  |   |   |
| Comprehensive income attributable to owners of parent        | 362,437   | 709,111   |
| Comprehensive loss attributable to non-controlling interests | —   | (619)   |

(3) Note on FY03/17 Consolidated Financial Results for Third Quarter Ended December 31, 2016

(Note regarding going concern assumptions)

None

(Material changes in shareholders' equity)

None