(This is a translation in English from the original in Japanese. In case of any discrepancy between the translation and the Japanese original, the latter shall prevail.)

May 14, 2021

To whom it may concern:

Company name Digital Media Professionals Inc.

Representative Tsuyoshi Osawa, President & COO

(Security Code: 3652, TSE Mothers)

Contact Tomoyuki letaka, Executive Officer, CFO,

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Planning Department

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#### Notice of Medium-term Business Plan

We are pleased to announce the medium-term business plan (from fiscal year ending March 31, 2022 to fiscal year ending March 31, 2026) as follows. Please note that this document and the attached presentation materials are updates of the materials in the "Notice of Medium-term Business Direction" released on April 9, 2021, and numerical targets have been added.

#### 1. Basic policy

There is growing momentum in society, politics, and the business world to overcome major global social and environmental issues such as the declining birthrate and the aging population, the COVID-19, and the climate change. Our basic policy for the medium-term direction of our business is to regard these changes in the social environment as opportunities to realize CSV (Creating Shared Value) management, which will enable us to earn profits and increase our corporate value by contributing to the resolution of such issues.

We aim to achieve a V-shaped recovery over the medium term from the fiscal year ended March 2021, in which our business results deteriorated due to the stagnation of the amusement market and the impact of customers' restrained investment in development caused by the COVID-19.

#### 2. Basic strategy

(1) Providing added value across the entire development cycle of customer products and services

We aim to maximize the LTV (Lifetime Value) of our customers by providing added value across the entire development cycle of customer products and services from planning to mass production through the development of IP core license business, LSI product business, and professional service business with an integrated development system from algorithms and software to hardware, which is our strength.

In addition, we aim to respond flexibly and quickly to customer developments and improve our profit margin by developing and providing standard products and services based on technology and know-how cultivated through customer projects.

#### (2) Focused markets

We believe that we can differentiate ourselves from our competitors in the fields of safe driving assistance and robotics, which are expected to grow in market size and contribute to solving social and environmental issues by utilizing graphics technology, which has been one of our strengths since our founding, and AI (artificial intelligence) and deep learning technologies derived and cultivated from it. We will implement basic strategies that match the life cycle of those markets.

#### a. Safe driving assistance field

In this field, the enforcement of the revised Road Traffic Law and the expansion of automobile insurance with a dashcam special contract have led to an increase in demand for real-time accident prevention using dashcams and safe driving education using near-miss events, and we recognize that the market is in a growth phase.

In addition to providing initial licenses and professional services, we have also started to develop the recurring business by recording running royalty income and subscription income from the fiscal year ended March 31, 2021. With the competitive advantage of being able to provide integrated services from the cloud (ZIA<sup>TM</sup> Cloud SAFE) to the edge (ZIA<sup>TM</sup> SAFE), we aim to become a market leader by further cultivating existing customers' projects and developing new customers.

#### b. Robotics field

In this field, the market for robotic vehicles and collaborative robots is expected to expand in response to the decrease in the working population and the trend toward labor saving and productivity improvement in various fields such as manufacturing, logistics, and agriculture. However, many customers are at the PoC (Proof of Concept) stage and the market is still in the introduction phase. Therefore, while applying the business knowhow and business model that has been successful in the field of safe driving assistance, we aim to acquire PoC projects from customers with high potential and maximize full-scale development opportunities by enhancing our technology portfolio for robotics including ZIA<sup>TM</sup> SLAM (Visual SLAM) and ZIA<sup>TM</sup> MOVE, an integrated software platform for automated and autonomous driving of robotic vehicles that includes ZIA<sup>TM</sup> SLAM, and expand our share in this vast market.

Regarding the business with Yamaha Motor, the lead customer in this field and business and capital partner, we will continue to contribute to the development of AI for a variety of its products in line with the development roadmap and will also work on external sales of the results of the collaboration upon discussion.

In the amusement field, which is our main business, sales of amusement machines have been decreasing year by year due to the decline in the amusement playing population and the recent COVID-19 and the market is in a mature and declining phase. However, annual unit sales exceed one million and we believe that the absolute market size is still large. While keeping a close eye on the volatility of the pachinko/pachislot machine market, we aim to increase our share in market segments where we can demonstrate the superiority of our unique 2D/3D integrated chip.

#### (3) Securing sustainable competitive advantage and growth

In the field of safe driving assistance, we are developing SaaS (Software as a Service) with ZIA Cloud SAFE, a SaaS-type safe driving assistance service using Amazon Web Services (AWS), PaaS (Platform as a Service) with ZIA SAFE, a safe driving assistance system development platform, and laaS (Infrastructure as a Service) with services that use customers' dashcams as the infrastructure. We will horizontally expand the same initiatives to the robotics field and other growth fields and aim to achieve sustainable and organic growth as a platformer that provides XaaS to a wide range of customers in the focused fields by exerting network

effects through close collaboration with various platformers, service providers and other ecosystems. In addition, we will proactively consider non-organic growth through M&As and business alliances that contribute to strengthening and complementing the competitiveness of services in our focused business fields. Through the above initiatives, we aim to secure a sustainable competitive advantage and achieve sustainable growth.

#### 3. Numerical business targets

In the fiscal year ending March 2022, net sales are expected to increase due to business expansion in the fields of safe driving assistance and robotics as well as recoveries in the amusement business and customer development investment, but operating income is expected to be in the red due to personnel investment related to strengthening the development system for sustainable growth.

In the fiscal year ending March 31, 2024, the targets are net sales of 2,500 million yen and operating income of 200 million yen, through continued business expansion in the fields of safe driving assistance and robotics, as well as full-scale expansion of adoption in existing customers' models and acquisition of new customers in the amusement field.

In the fiscal year ending March 31, 2026, the target is net sales of 1.6 billion yen or more, excluding the amusement business, with the expectation of increased recurring revenue in the safe driving assistance field and increased license revenue from full-scale mass production of customers' products in the robotics field.

(Million Yen)

	FY March 2021	FY March 2022	FY March 2023	FY March 2024	CAGR
	(Actual)	(Forecast)	(Target)	(Target)	CAGR
Net sales	1,009	1,500	2,250	2,500	35%
Operating income	△425	△250	50	200	
Ordinary income	△361	△250	50	200	

For details of the medium-term business plan, please refer to the attached presentation materials.



# Medium-term Business Plan

Digital Media Professionals Inc.

May 14, 2021

The views and forecasts that appear in these materials represent determinations made by the Company at the time the materials were created. The accuracy of the information therein is not guaranteed.

Please be aware of the possibility that actual performance and results may differ considerably due to a variety of factors.

## **Company Profile**



A fabless semiconductor vendor with 18 years of experience as one of the world's leading GPU IP vendors. In recent years, in order to become the world's leading "AI Computing Company," we are contributing to solving customer and social issues by providing end-to-end AI services from algorithm/software to hardware and from the edge to the cloud.

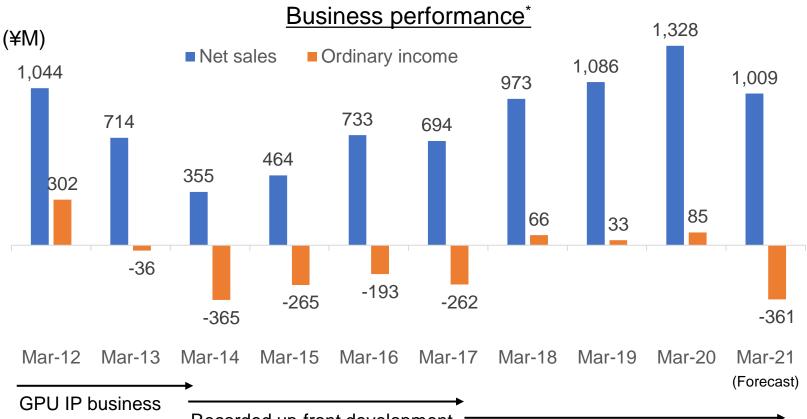
Company name	Digital Media Professionals Inc. (DMP)
Business content	IP license, SoC / module development & sales, and contract development services related to GPU and AI
Foundation	July 2002
Location	Nakano-ku, Tokyo, Japan
Representative	Chairman and CEO: Tatsuo Yamamoto President and COO: Tsuyoshi Osawa
Capital	1,838 million yen
Number of consolidated employees	65 (as of the end of March 2021)
Number of patents	35 cases
Consolidated subsidiary	Digital Media Professionals Vietnam Company Limited

Month / Year	History
July 2002	Founded
July 2005	Launched ULTRAY® Visual Processor
April 2007	PICA® Graphics IP Core received the Excellence in IP Prize of 9th LSI IP Design Award
April 2009	Launched SMAPH®-F Vector Graphics IP Core
November 2009	Launched SMAPH®-S 3D Graphics IP Core
June 2011	Listed on the Mothers market of the Tokyo Stock Exchange
May 2014	Business and capital alliance with UKC Holdings Corporation (currently Restar Holdings Corporation)
August 2016	Launched the new 3D graphics IP core "M3000" series
November 2016	Launched "ZIA™", an image recognition engine using deep learning
March 2018	Started mass production and shipment of next-generation graphics processor "RS1"
May 2019	Business and capital alliance with Yamaha Motor Co., Ltd.
May 2019	ISO 9001: 2015 Certified (Certification body: Intertek Certification Japan Ltd.)
April 2020	Established Digital Media Professionals Vietnam Company Limited
April 2021	Capital and business alliance with Cambrian Inc, USA

### Performance review



- From GPU IP business mainly for game consoles at the time of listing, through LSI development for amusement, focusing on AI business in recent years
- Performance deteriorated in the fiscal year ended March 2021 due to the impact of COVID-19



Business performance for the fiscal year ended March 2021

[Factors for a drop in sales]

- Test pass rate of customer's new machines has been low
- Due to the impact of the COVID-19 including the state of emergency issued to 11 prefectures in January, the sales volume of pachinko and pachislot machine manufacturers has been lower than planned, and the sales of some titles that were scheduled to be released in the fourth quarter have been postponed to the next fiscal year. Therefore, demand for the "RS1" image processor for the amusement market, which was expected toward the end of the fiscal year, has been pushed back
- In the professional service, development investment by some AI-related customers, which had been expected to recover in the fourth quarter, was lower than expected

GPU IP business centered on game consoles

Recorded up-front development cost for next-generation amusement LSI

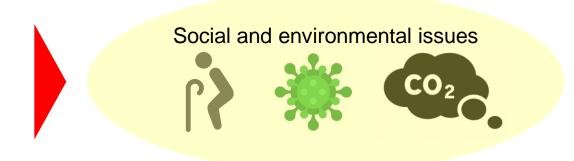
Contribution of next-generation amusement LSI to business performance / Focus on AI business

<sup>\*</sup> Actual results on a non-consolidated basis through the fiscal year ended March 31, 2020, and full-year consolidated results for the fiscal year ended March 31, 2021

## Basic policy for medium-term business direction



Increasing momentum for society, politics, and the business world to overcome major social and environmental issues such as "declining birthrate and aging population," "COVID-19," and "climate change"



We regard changes in the social environment as opportunities and strive to realize CSV (Creating Shared Value) management, which will enable us to earn profits and increase our corporate value by contributing to the resolution of social and environmental issues.

#### Fiscal year ended March 2021

Performance deteriorated due to the stagnation of the amusement market and the impact of customers' restrained investment in development caused by the COVID-19

#### Medium-term business goal

Focus on robotics and safe driving assistance fields and achieve a V-shaped recovery

Net sales ¥2,500M, Operating income ¥200M in FY March 2024

## Social & Environmental Changes/Issues and DMP Initiatives



### Mega topic

Declining birthrate

and aging

population

#### Social & environmental changes / issues

# Declining working population

- Key workers' overwork
- Skill transfer issue
- Increase in elderly car accidents
- Existence of vulnerable road users
- · Infrastructure aging

COVID-19

- Progress of remoteization and online
- Digital shift
- Expansion of EC (electronic commerce)
- Decrease in foreign workers

Climate change

- Rise in average temperature due to greenhouse effect
- Increase in natural disasters
- Decrease in agricultural production and food

#### **DMP's Initiatives**

- Contributing to productivity improvement, work efficiency improvement, labor saving to complement and mitigate the decrease in the working population, hard work, and COVID-19 damage by making efforts for automation and autonomy in the field of robotics
- Contributing to real-time accident prevention and safe driving education based on near-miss events by providing safe driving assistance services
- Contributing to MaaS promotion through autonomous driving technology
- Providing a VR (Virtual Reality) environment for customer development projects
- Contributing to a global low-carbon society by reducing the power consumption of hardware (IP)
- Contributing to infrastructure inspection by utilizing AI image recognition technology

#### Contribution to SDGs







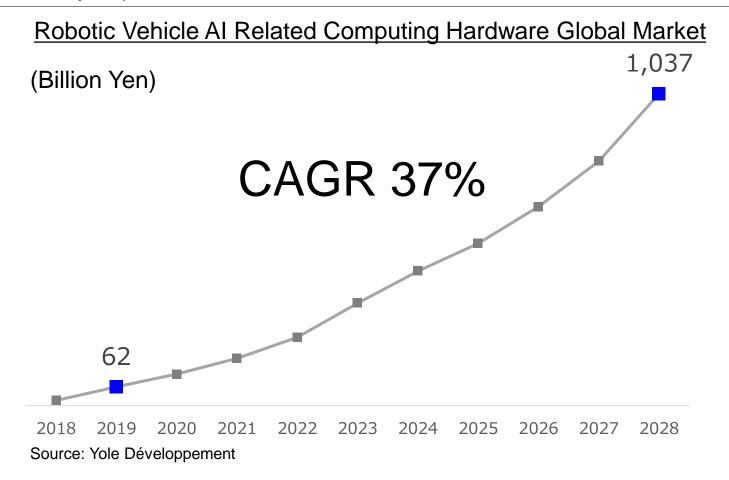








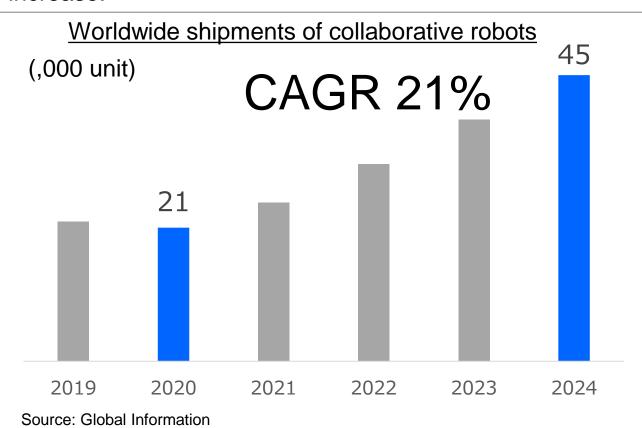
Demand for autonomous robotic vehicles is expected to grow at various sites such as manufacturing, logistics, agriculture, and homes for labor saving and productivity improvement.



# Market trend Collaborative robot



- With the background of labor shortage and prevention of COVID-19 infection, introduction at manufacturing and distribution sites is progressing, and application to food, pharmaceuticals, and cosmetics industries is also progressing.
- It is expected that the installation rate of Al vision systems that detect and recognize objects with cameras will also increase.

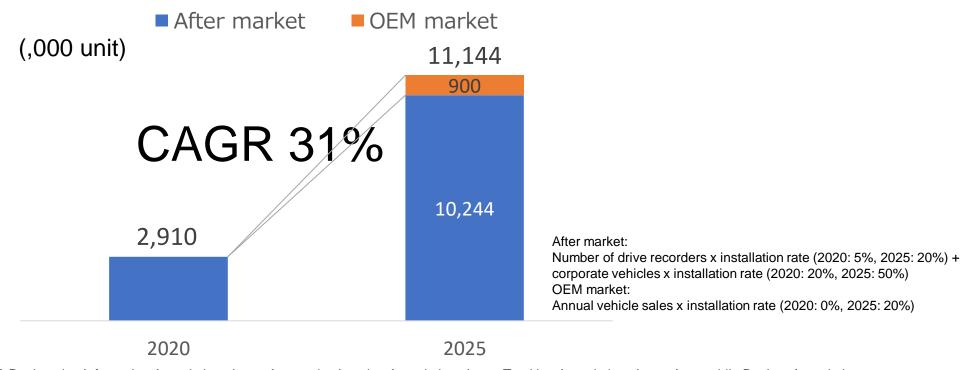


## Safe driving assistance (utilization of dashcam)



The expansion of the aftermarket as well as the rise of the OEM market can be expected due to the enforcement of the revised Road Traffic Act, the expansion of automobile insurance with a dashcam special contract, and the demand for safe driving education for corporate vehicles

#### Dashcam with AI / communication function domestic market

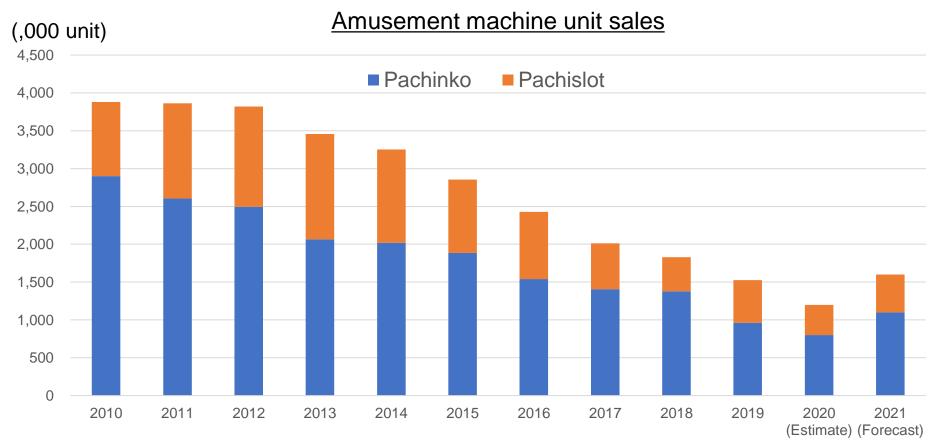


Source: Automobile Inspection & Registration Information Association, Japan Automotive Leasing Association, Japan Trucking Association, Japan Automobile Dealers Association, Ministry of Land, Infrastructure, Transport and Tourism, Japan Electronics and Information Technology Industries Association, and DMP's estimate for installation rate

# Market trend Amusement



- Although the market continues to decline, it still has a scale of over 1 million units
- Demand for replacement of old rule machines with new rule machines in 2021

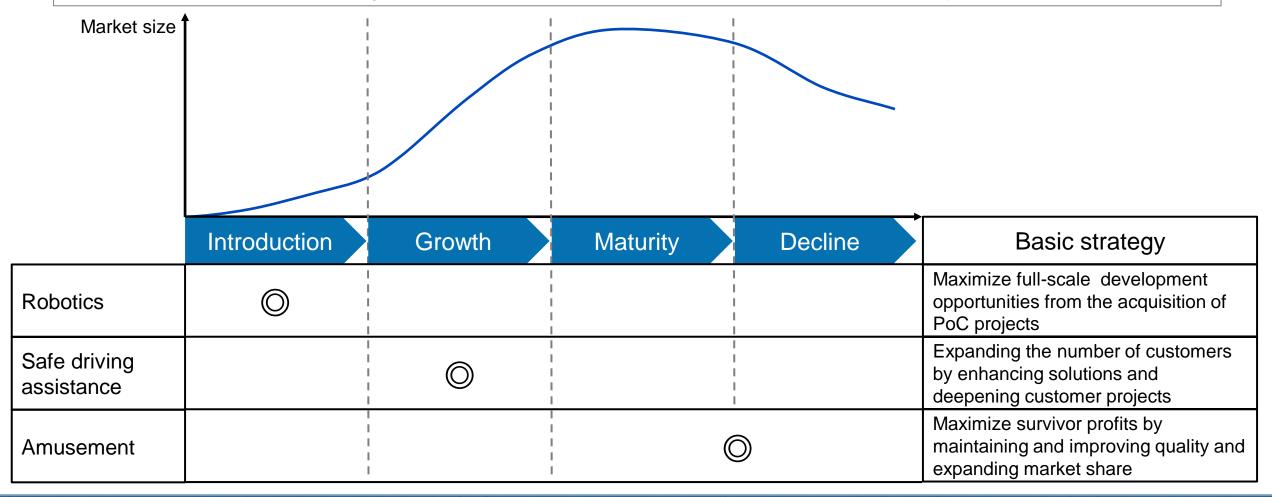


Source: Yano Research Institute, Estimate and forecast are from Daiwa Securities Report "Amusement Machine Market Outlook," March 30, 2021

## Main business market life cycle and basic strategy



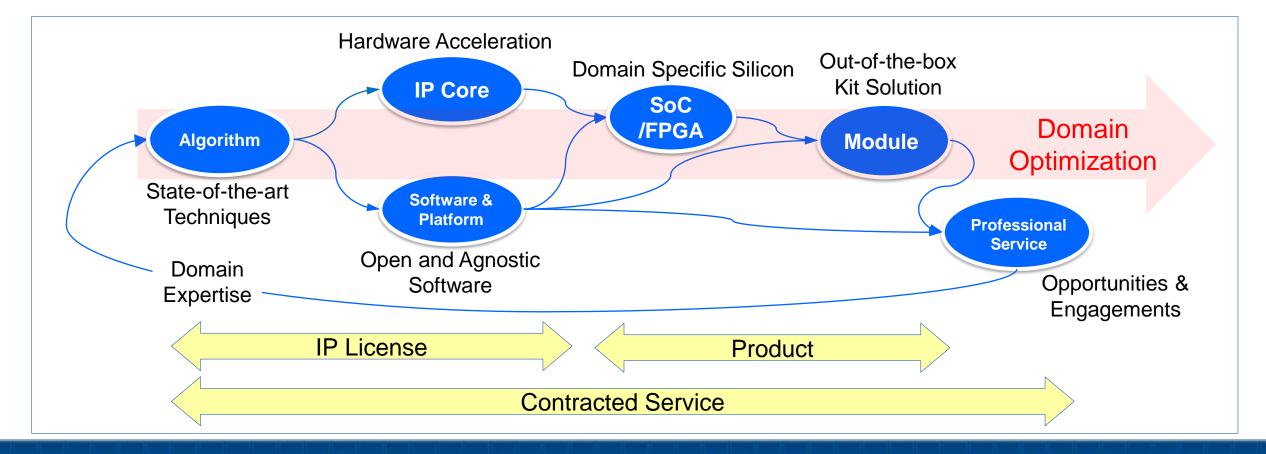
- Apply business know-how and business models in the field of safe driving assistance including the recurring business to the growth of the robotics field
- In the amusement field, reaping profit is carried out with the risk of increased market volatility due to COVID-19 in mind



### **Business model**



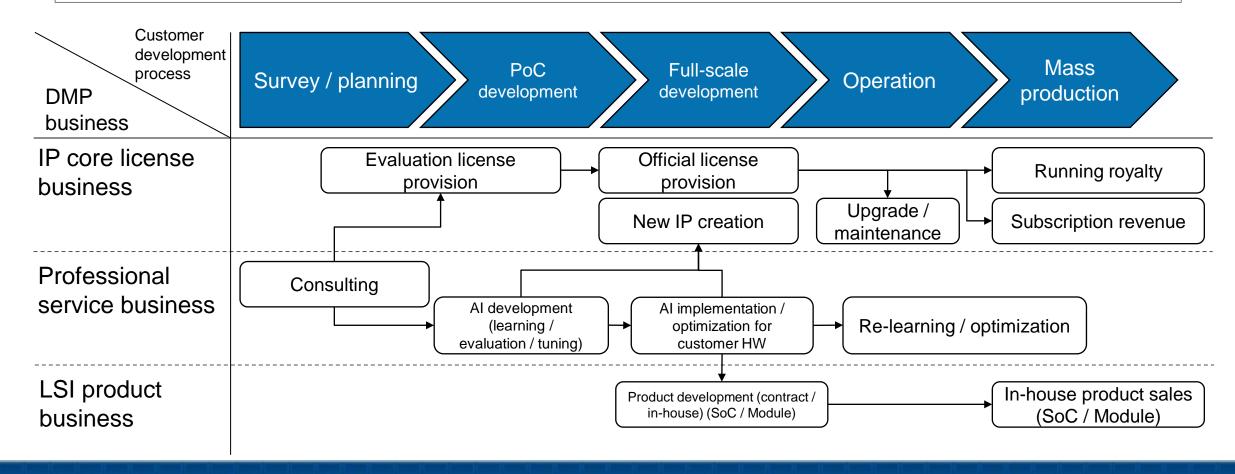
- Integrated development of algorithms, software, and hardware (domain optimization)
- Flexible value proposition and monetization model through licenses, products and professional services
- Build a well-balanced profit structure of highly profitable "IP core license business", scale-seeking "professional service business", and "LSI product business"



## Revenue cycle



- Providing added value and maximizing LTV (Lifetime Value) of customers over the entire development life cycle (from planning to mass production) of customer products
- By developing and providing standard products and services based on the technology and know-how cultivated in customer projects, we will strive to respond flexibly and quickly to customer development and improve profitability.



## **Competitive advantage**



- Providing end-to-end AI solutions including hardware
- Differentiation points are optimization of acceleration performance, cost, and power consumption, which are specialized for the customer domain

#### [Service function]

	Strategy formulation	Data preparation	Al model creation and verification	Hardware	Solution
	<ul><li>Confirmation of issues</li><li>Cost-benefit estimation</li><li>Determining data utilized</li></ul>	<ul><li>Amount / quality of data</li><li>Data preprocessing</li><li>Annotation</li></ul>	<ul> <li>Learning model creation</li> <li>Model accuracy verification</li> <li>Mathematical optimization</li> <li>Confirming data flow</li> <li>Confirming Issues solving</li> </ul>	l laraware agricolic	<ul><li>Back end</li><li>Front end</li><li>UI / UX</li><li>General productization</li></ul>
DMP					
Al development contract / algorithm software development company					

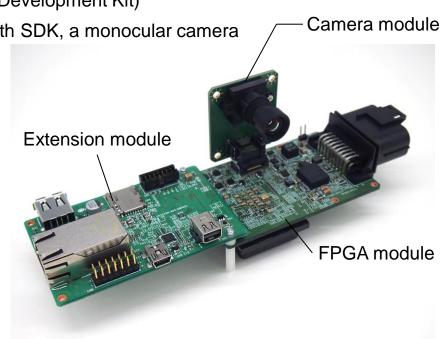
Source: DMP's Industry Analysis (Reference: Nomura Securities Industry Research Report No. 242)

### Topic for strengthening competitiveness

## External sales of the result of collaboration with Yamaha motor



- Launch external sales of camera systems (accepting order in first quarter), the result of collaboration with Yamaha Motor, a business and capital partner
- Support the entire product development process of customers by providing this camera system and related services
- Outline of the high-precision, compact embedded monocular camera system
  - 35mm x 40mm compact embedded camera module equipped with Sony Semiconductor Solutions' high-sensitivity image sensor "IMX390," a compact FPGA module, an extension module, and an SDK (Software Development Kit)
  - By customizing the FPGA module and establishing a PC-based evaluation environment with SDK, a monocular camera system can be easily developed in a short period of time according to user specifications.
  - Start accepting orders in the first quarter of the fiscal year ending March 2022
- Provision of related service
  - DMP offers a variety of support services to add values to customers' products and services, such as the provision of reference designs for FPGA designs including the "ZIA™ ISP" ISP core and "ZIA™ DV740" AI processor, custom FPGA designs, AI recognition software development according to user applications, and system creation linked to cloud environments such as AWS (Amazon Web Services).
  - DMP will provide a wide range of supports, from optimal development kits to mass production support, for customers who develop embedded systems for mobility products, safety assistance systems, and surveillance systems in the industrial equipment field, including factory automation, logistics, and security.



## Topic for strengthening competitiveness

## Capital and business alliance with Cambrian Inc.



## Strengthening the portfolio and expanding business of robotics, a DMP's focused area

- Sales of vision systems for collaborative robot arms
- Accelerating collaboration in the field of image recognition with major robotics manufacturers

#### Outline of capital and business alliance

- Capital participation as a minority shareholder (US \$ 370,000 investment)
- Exclusive distributor in Japan for a collaborative robot image recognition system (vision system) manufactured by Cambrian, USA
- Joint development for collaborative robotics technology and product that leverages the strengths of both companies

#### **■** Features of Cambrian's product

- Immediate use by attaching to the arm of widely used collaborative robots such as UR
- High versatility through AI-based object recognition and arm motion control
- Low price compared to products of competitors
- Support for very small size items (1 mm x 1 mm or less)
- Compatible with a wide variety of items such as plastic, rubber, metal materials, transparent and reflective surfaces
- High processing performance with recognition time of less than 200ms and picking success rate of 98%+ for electronic components

#### Cambrian's Vision System



### <u>Application examples</u>





Picking

Kitting





Cable insertion

Assembly

# Topic for strengthening competitiveness **ZIA**<sup>TM</sup> **Showcase**



Released ZIA™ Showcase, demonstration of the latest edge AI recognition model and benchmark platform

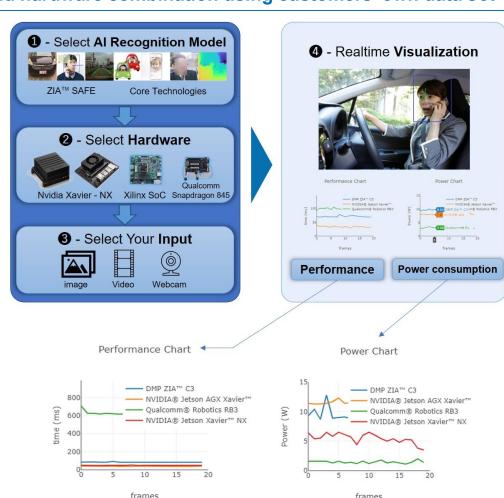
- Realtime evaluation and verification of the optimum AI recognition model and hardware combination using customers' own data set

#### ■ Features of ZIA<sup>™</sup> Showcase

- Real-time inference benchmarking using AI recognition model and hardware selected by the customer, displaying inference results, performance, and power consumption
- Consist of a front-end (web page) where a user selects an AI
  recognition model and hardware, and uploads the data, a server, and
  benchmarking hardware connected to the server.
- Fair benchmark of hardware

### ■ Supporting AI recognition models and hardware

- Mainly support ZIA<sup>™</sup> SAFE, DMP's proprietary AI platform for safe driving assistance, and various AI recognition models that make up ZIA<sup>™</sup> SAFE (more models will be added in the future)
- Hardware
  - Qualcomm® Robotics RB3
  - NVIDIA® Jetson AGX Xavier™
  - NVIDIA® Jetson Xavier<sup>™</sup> NX
  - DMP ZIA<sup>™</sup> C3 (DMP Xilinx FPGA module)



# Topic for strengthening competitiveness **ZIA**<sup>TM</sup> **MOVE**



Developed "ZIA™ MOVE", integrated software platform for automatic and autonomous driving of robotic vehicles

- Contribute to the early development of customers' high-precision and low-cost unmanned mobile robots and low-speed vehicles

### ■ ZIA<sup>TM</sup> MOVE Functions - Equipped with the functions required for automatic and autonomous driving

Ideal for low-speed autonomous driving applications in indoor areas such as warehouses, factories, and offices, or on private property such as farms, where no map information is available in advance

- a) Sensing function: Grasp the situation around the vehicle by sensors such as cameras and LiDAR
- b) Perception & self localization function: Generate a map while performing self localization with the standard ZIA<sup>TM</sup> SLAM, using sensor information, and detect obstacles, estimate distance, and recognize track, using AI recognition technology
- c) Judgment function: Motion planning, path generation, and obstacles avoidance of the vehicle
- d) Operation functions: Steering, Acceleration, Braking

#### ■ Features of ZIA<sup>TM</sup> MOVE

- Precision and performance can be adjusted according to applications
- Fusion of multiple sensors is possible (camera, LiDAR, IMU, etc.)
- Ensure high reliability by integrating proven AI recognition technology for safe driving assistance
- High versatility and individual optimization according to customer requirements through ROS2-based module architecture
- Autonomous driving is possible without prior map information
- Compatible with various hardware including GPUs, CPUs, and FPGAs



# Topic for strengthening competitiveness Wire-detecting Al recognition model



### Developed wire-detecting AI recognition model for drones

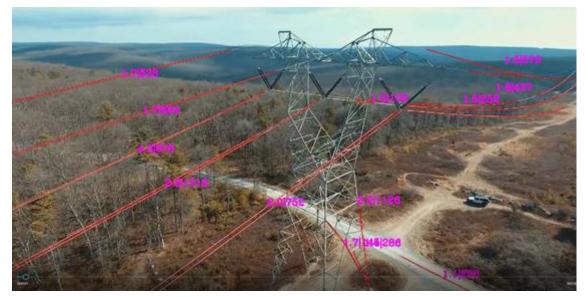
- Prevent breakdowns of drones and autonomous mobile robots by detecting thin wires such as power lines and fences

### **■** Features of wire-detecting AI recognition model and future plans

- Since it is costly to collect a large amount of training image data, DMP used the Data Augmentation method to generate images, used them for training data, and realized a highly accurate AI recognition model
- Strive to promote the spread of the AI recognition model for wire detection as a solution for customers who develop drones and autonomous mobile robots
- Work on the further improvement of the functionality of the AI recognition model based on feedback from customers

### ■ Application to other Al recognition model

- Developing a wide variety of AI recognition models by applying Data Augmentation including the Generative Adversarial Network (GAN) to the creation of image data for learning
- Develop and offer high-quality AI recognition models by leveraging the Data Augmentation techniques including GAN according to various customer applications and their requirements

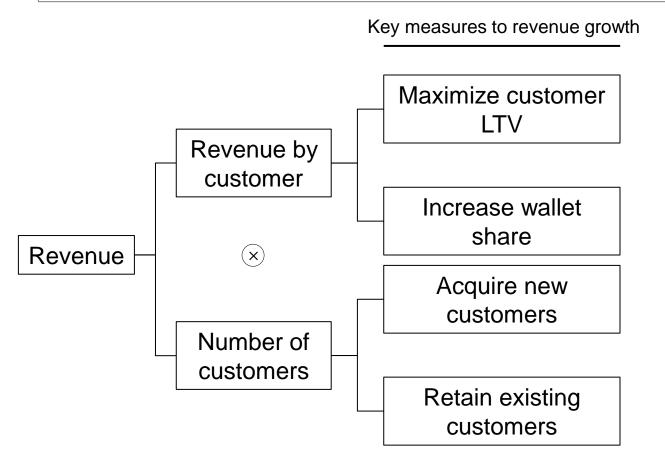


Example of wire detection using the AI recognition model (shown in red)

## Revenue structure and key activities for revenue growth



Maximize revenue through technology innovation, customer / ecosystem management, and operations management



#### Key activities to revenue growth

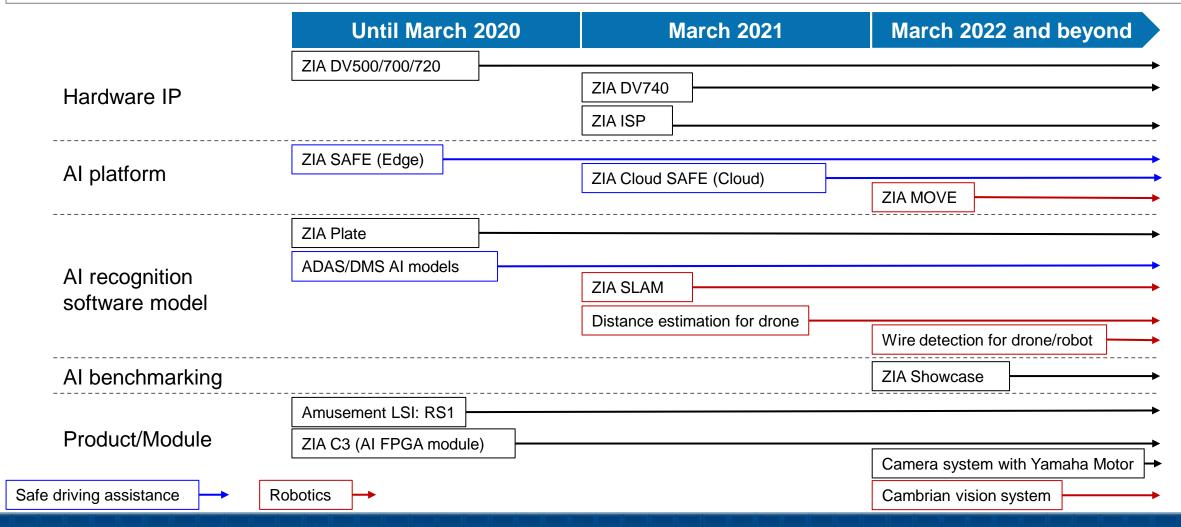
- 1. Technology innovation

  Maximize customer LTV, increase wallet share, retain and acquire customers by improving technology / products / services and expanding lineup
- 2. Customer / ecosystem management Retain and acquire customers and complement technologies by improving relationships with various ecosystems including customers and revitalizing collaboration
- 3. Operations management
  Strengthen development competitiveness, improve customer satisfaction, and improve revenue by strengthening development personnel and controlling quality, cost, and delivery

# Key activities for revenue growth **Technology innovation**



Increase the value provided, maximize customer LTV, increase wallet share, retain and acquire customers by improving various technologies / products / services, expanding the lineup, and organically combining them



## Key activities for revenue growth

## **Customer/Ecosystem management**



Retain and acquire customers and complement technologies by improving relationships with various ecosystems including customers and revitalizing collaboration

Ecosystem	Example	Development	Manufacturing	Marketing	Sales	After-sale/Operation
DMP		<ul> <li>Requirement definition based on customer needs</li> <li>Technology complement with Tech Companies as needed</li> </ul>		<ul> <li>Focus on growth fields</li> <li>Collaboration with platformers / sales partners to create markets and maximize customer reach</li> </ul>	<ul><li>Collaboration with sales partners</li><li>QCD optimization</li></ul>	<ul> <li>Product improvement and new product planning based on VOC</li> <li>Improvement of customer satisfaction</li> </ul>
Customer	·Yamaha Motor	Needs			VOC (Voice	of Customer)
Technology	<ul><li>Cambrian</li><li>Prophesee</li></ul>	Technology complement	<b>&gt;</b>			
Platformer	•NVIDIA •AWS			Customer base		Cloud Operation
Sales Marketing/ Sler	•RESTAR •Ryosan •PALTEK			Market info/0 base/Distr		<b>&gt;</b>
Manufacturing	·Renesas		Development/ Manufacturing outsource			

# Key activities for revenue growth Operation management



Strengthen development competitiveness, improve customer satisfaction, and improve revenue by strengthening development personnel and controlling quality, cost, and delivery

		Infrastructure					
		Human resource development					
	Development	Manufacturing	Marketing	Sales	After-sale/ Operation		
Quality	·Quality management	Selection of contractor Quality management	S·VOC utilization	·VOC utilization	·VOC utilization		
Cost	<ul><li>Selection of hardware</li><li>VA/VE</li></ul>	·BOM optimization			<ul><li>Operation cost management</li></ul>		
Delivery	<ul><li>Thorough schedule management</li><li>Time to Market</li></ul>	<ul> <li>Thorough schedule management</li> </ul>		<ul> <li>Thorough schedule management</li> </ul>			
Human resource development	<ul><li>Recruitment and training of engineers</li><li>Strengthening of project ma</li></ul>		<ul> <li>Promotion of market understanding</li> </ul>		<ul> <li>Strengthening of cloud engineers</li> </ul>		
Infrastructure	•Enhancement of development tools		·Marketing tools	·SFA utilization			



Aim to become a market leader by cultivating existing customers' projects and developing new customers through our competitive advantage of being able to provide integrated services from the cloud to the edge

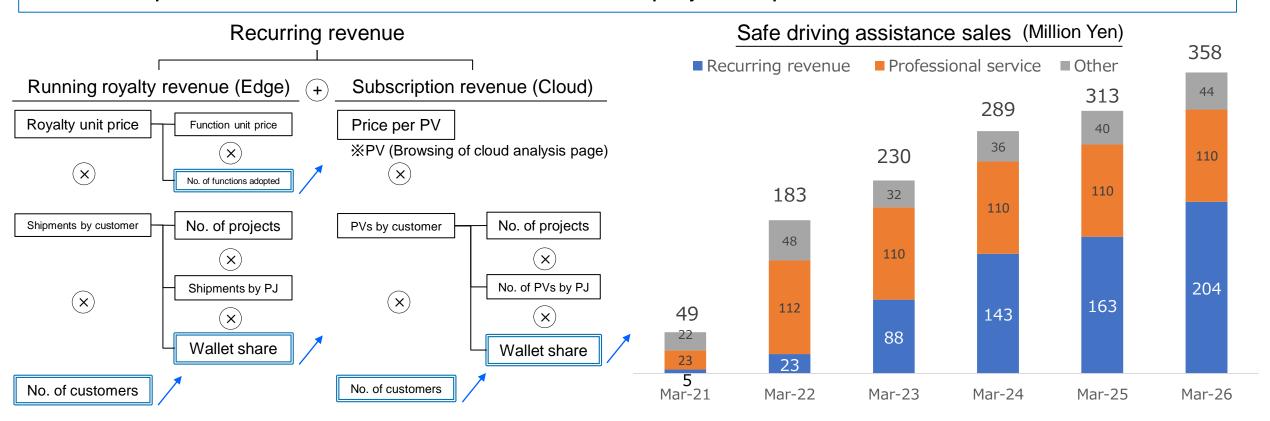
- Al recognition model with a proven market record in near-miss image analysis and DMS
- Comprehensive support from the edge (ZIA SAFE) to the cloud (ZIA Cloud SAFE)
- Flexible response to customer needs with running royalty and subscription license models
- Compatible with various hardware (strongly support customer's device by professional services)



# Focus area numerical target Safe driving assistance



- Flexibly respond to customer needs and secure stable revenue by recurring business Increase the wallet share and the number of customers by improving/adding functions / performance of ZIA SAFE (edge) and ZIA Cloud SAFE (cloud) launched in the fiscal year ended March 2021 (Recurring revenue ratio: 10% for the fiscal year ended March 2021 → 57% for the fiscal year ending March 2026)
- Provide professional services tailored to customer project requirements



## Focus area strategy **Robotics**



Aim to expand share of vast market by acquiring PoC projects of customers with high potential followed by maximizing full-scale development opportunities through enhancing the technology portfolio for robotics

- Domain optimization with a comprehensive solution of algorithms, software and hardware
- Differentiation by DMP 3D Perception (power, performance, cost)
- Advanced AMR technology development through integration of automatic / autonomous driving and arm vision system.
- Providing RaaS utilizing ZIA Cloud technology

Robot operating environment optimization by 3D simulation (digital twin)



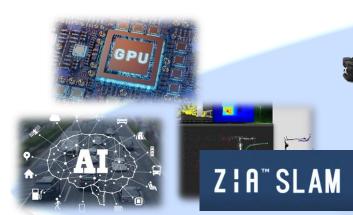
AMR (Autonomous Mobile Robot)

Collaborative robot arm

Vision system

RaaS (Robotics as a Service)

Optimization by digital twin



Automatic / autonomous driving (UGV,AGV,PPM, Drone, etc.)

**DMP 3D Perception** 

## Focus area numerical target **Robotics**



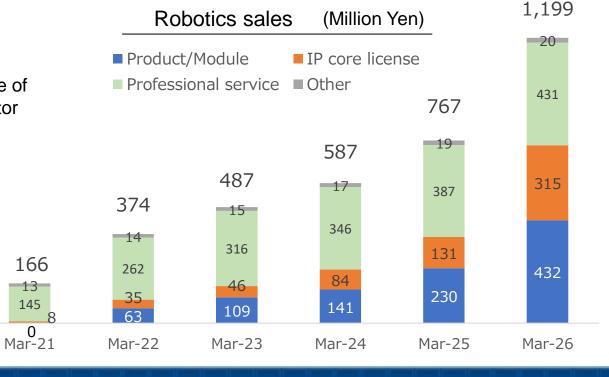
Aim for growth that exceeds the market growth rate through total solutions of algorithms, software, and DMP's strength of hardware (CAGR 48% ↔ Domestic robot market\* CAGR 19% (FY2020 133.6 billion yen → FY2026 385.8 billion yen) (There were restraints of customer development investment in FY2020. CAGR for 6 years is 36% from the actual result of 189 million yen in FY2019)

#### IP core license

- Involved in a wide range of customer projects from the PoC development stage by providing functions / performance improvements / new additions and flexible licenses for ZIA MOVE, ZIA SLAM, ZIA ISP, etc.
- Expect increase in license revenue due to full-scale mass production of customer products from the fiscal year ending March 2025
- Professional service

Provide professional services that meet the requirements of a wide range of customer projects in addition to contracted development for Yamaha Motor

- Products / Modules
  - Provide products that contribute to customer product development and productivity improvement (from the fiscal year ending March 2022)
- Develop and sell high-performance camera system products (modules) that are indispensable for autonomous driving robots including external sales of the results of collaboration with Yamaha Motor
- Collaborative robot market development with Cambrian vision system



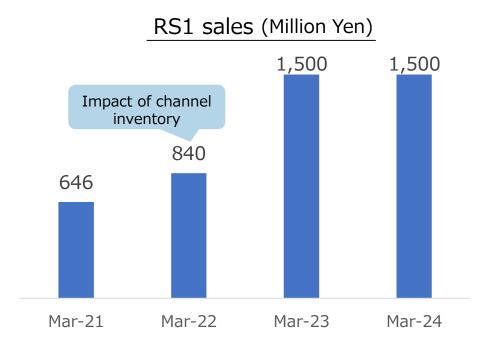
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<sup>\*</sup> Source: IT Navigator 2021 Edition, Nomura Research Institute

### Amusement market trends and medium-term business outlook



- The deadline for the replacement of old regulation machines with new regulation machines, which had been set for the end of November 2021, has been postponed to the end of January 2022.
- The systematic removal of old regulation machines is expected to continue even during the Tokyo Olympics and Paralympics.
- Market stimulus measures are implemented by easing industry regulations..
- The Company's shipments in fiscal March 2022 are expected to be higher than in fiscal March 2021, but the impact of inventory retention in distribution channels is factored in.
- Full-scale expansion of adoption in existing customer models and acquisition of new customers are expected in FY2022. (confirmed)
- While keeping a close eye on market volatility, we will continue to aim to expand our market share and enter new customers in market segments where we can demonstrate the superiority of our unique 2D/3D integrated chips.



## Towards sustainable growth



- Aim for sustainable organic growth as a platformer that provides XaaS in the focused areas to a wide range
  of customers by exerting the network effect through close collaboration with various platformers, service
  providers and other ecosystems
- Proactively consider non-organic growth through M&As and business alliances that contribute to complementing the competitiveness of our focused business areas

	Safe driving assistance	Robotics	Ecosystem
SaaS Software as a Service	ZIA Cloud SAFE	Robotics cloud service	Cloud service (AWS, etc.)
PaaS Platform as a Service	ZIA SAFE	ZIA MOVE ZIA SLAM	Al platformer Standards body
laaS Infrastructure as a Service	Dashcam operation management, Insurance services, etc.	RaaS Robotics as a Service	Sler, Service provider
	\/	·	

Expansion to other industries
Near-miss service for construction and medical, etc.

## **Business performance target**



- In the fiscal year ending March 2022, net sales are expected to increase due to business expansion in the
  fields of safe driving assistance and robotics as well as recovery in the amusement business and customer
  development investment, but operating income is expected to be in the red due to personnel investment
  related to strengthening the development system for sustainable growth.
- Targeted sales of 2,500 million yen and operating income of 200 million yen in the fiscal year ending March 2024, and sales of 1,600 million yen or more in the fiscal year ending March 2026, excluding the amusement business

(Million Yen)	March 2021 (Actual)	March 2022 (Forecast)	March 2023 (Target)	March 2024 (Target)	CAGR (21/3-24/3)
Net sales	1,009	1,500	2,250	2,500	35%
Operating income	<b>▲</b> 425	▲250	50	200	
Ordinary Income	▲361	▲250	50	200	



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- Forward-looking statements contained within this document are based on currently available information and involve risks and uncertainties, including macroeconomic conditions and trends in the industries in which we are engaged. As such, actual results may differ materially from those anticipated.
- The purpose of this document is to provide information for the purpose of understanding our company and is not to solicit investment in securities issued by our company. Please refrain from making any investment decisions based entirely on this document.