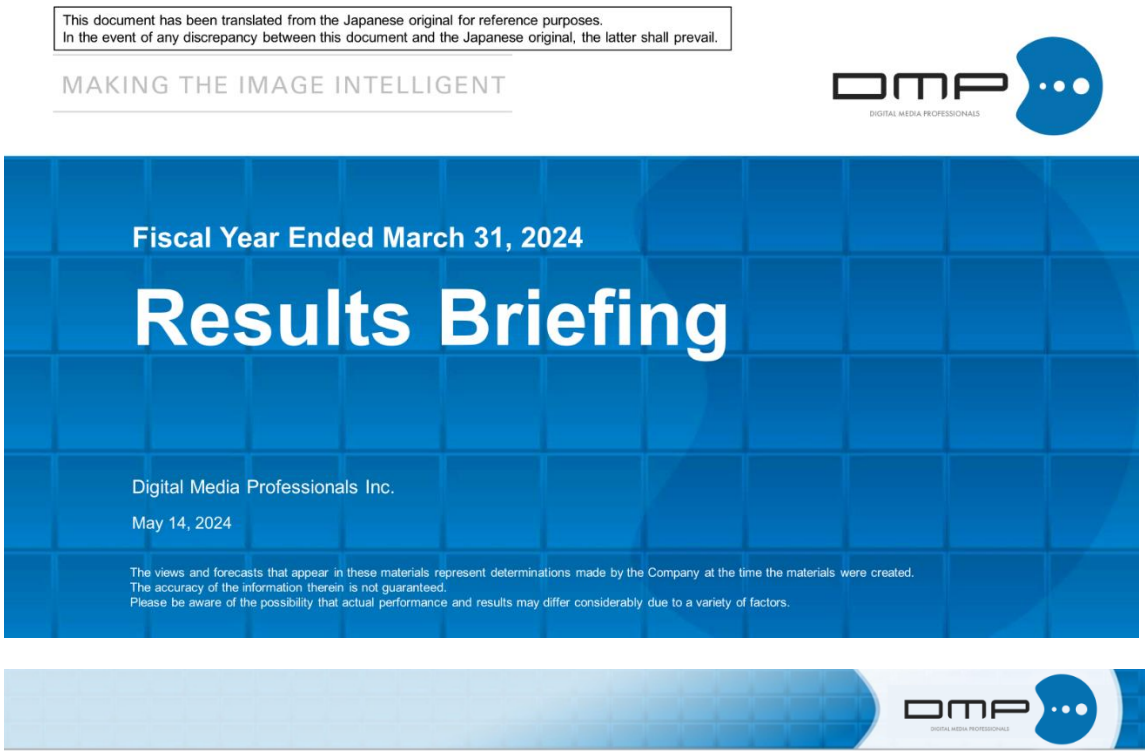
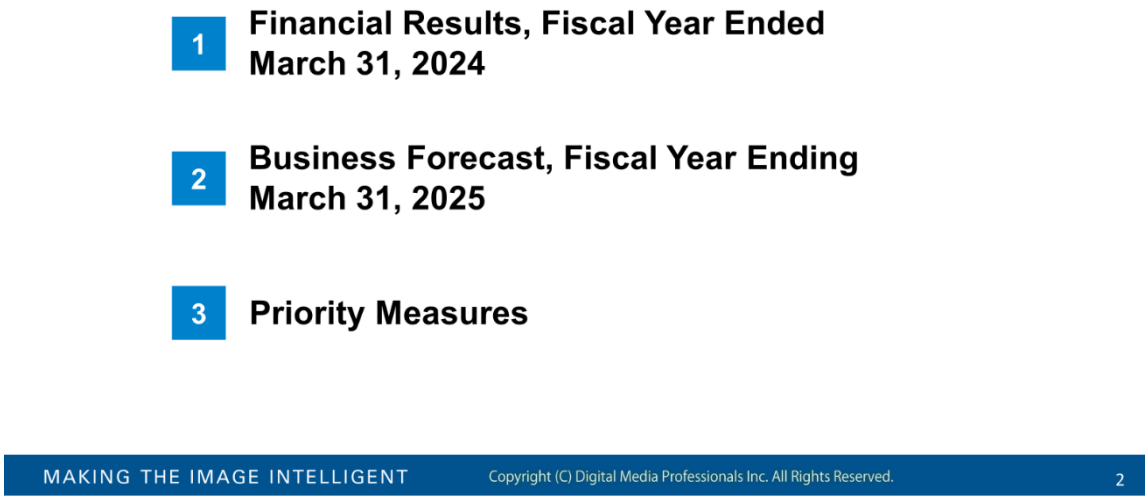
The following is an English translation of the transcript of the results briefing of Digital Media Professionals, Inc. for the fiscal year ended March 31, 2024 on May 14, 2024. In the event of any discrepancy between this document and the Japanese original, the latter shall prevail.

[Speakers]

Tatsuo Yamamoto, Chairman, President and CEO, Digital Media Professionals, Inc.

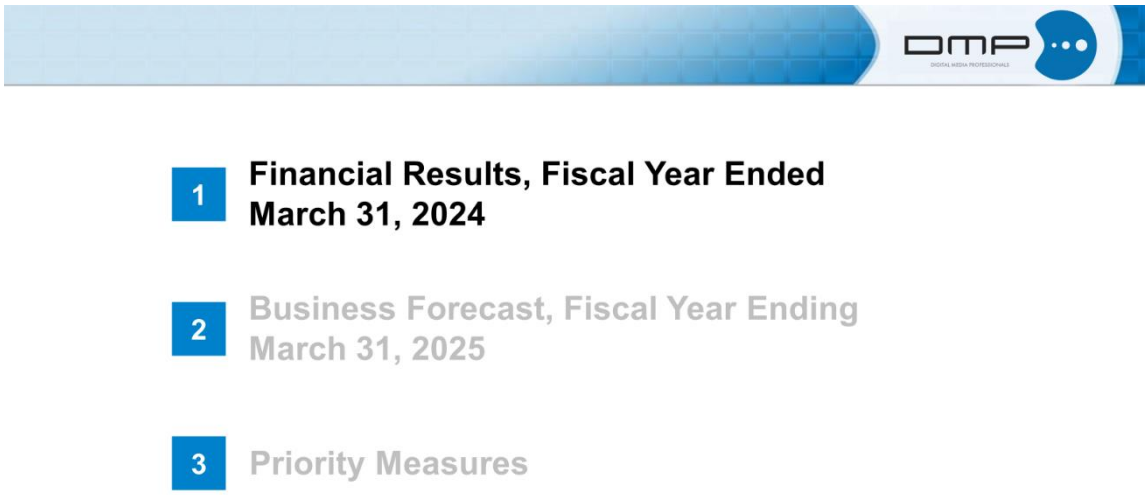
Tsuyoshi Osawa, Senior Managing Director, Corporate Planning Department General Manager, Digital Media Professionals, Inc.





Osawa: Thank you for joining us today for the results briefing of Digital Media Professionals, Inc. for the fiscal year ended March 31, 2024.

Here is today's agenda. I will explain the financial results for the fiscal year ended March 31, 2024, followed by the business forecast for the fiscal year ending March 31, 2025, and then Yamamoto will explain our priority measures for the fiscal year ending March 31, 2025.



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Company Profile

Leveraging our experience and knowledge as one of the world's leading graphics IP vendors, we have recently been 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)
Foundation	July 2002 (Listed on TSE Mothers in June 2011, shifted to TSE Growth in April 2022)
Location	Nakano-ku, Tokyo, Japan
Representative	Chairman, President and CEO Tatsuo Yamamoto
Capital	1,838 million yen
Number of consolidated employees	65 (as of April 1, 2024)
Number of patents	35 cases
Consolidated subsidiary	Digital Media Professionals Vietnam Company Limited

IP core license business
- AI/GPU IP core license
- AI software license

Product business
- Image processing LSI for amusement market
- Vision system for collaborative robot
- Camera module for drone

Professional service business
- AI algorithm/computer vision software contracted development
- FPGA/Board contracted development
- Customer product/service support related to safe driving assistance system and robotics

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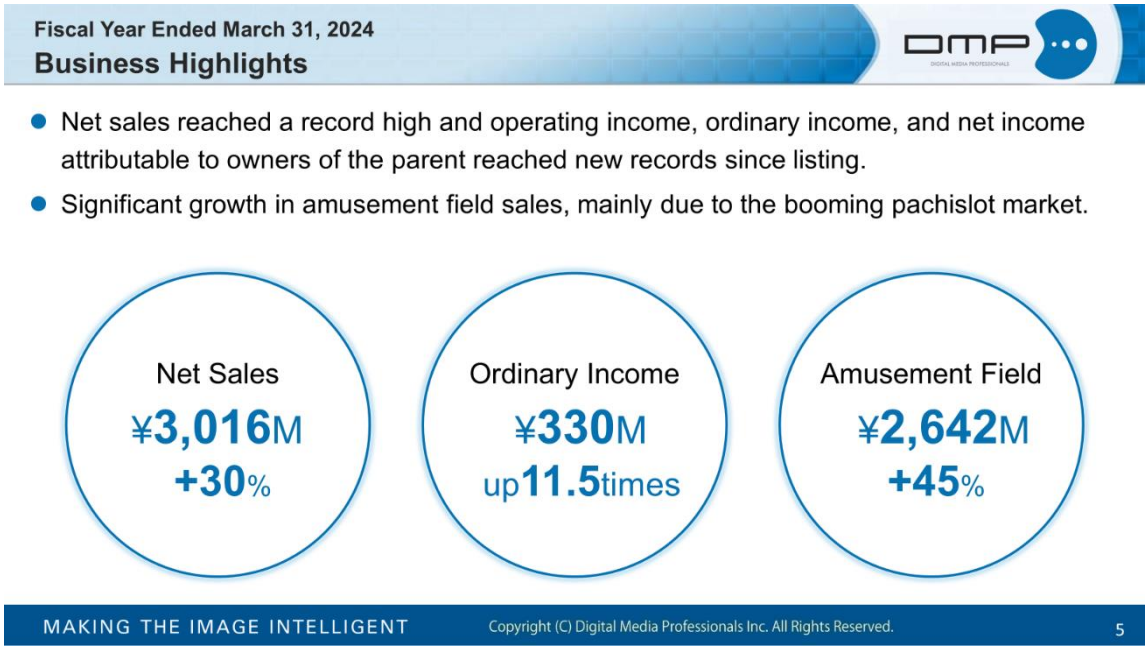
Osawa: Before explaining our financial results for the fiscal year ended March 31, 2024, I would like to begin with a brief overview of our company and its strengths. Since our founding in July 2002 as a university-launched start-up, we have conducted business with graphics technology at the core and have achieved significant results, including the

adoption of our GPU IP in Nintendo's game consoles and the introduction of 2D/3D integrated graphics LSI for the amusement market, which has become a primary source of revenue.

In recent years, we have advanced into the field of AI/Deep Learning with a high affinity for GPU and contributed to solving serious customer and social problems by leveraging our integrated development system and our ability to provide products and services from algorithm/software to hardware and from the edge to the cloud.



Osawa: Let me start with the highlights of the fiscal year ended March 31, 2024. Net sales increased 30 percent year on year, reaching a new record high.

Ordinary income increased 11.5 times, and all other income items increased significantly, reaching the highest level since the IPO.

Sales in the amusement field grew substantially due to the brisk pachislot market, including 6.5 models and smart pachislot machines. In addition, the robotics field saw increased sales of Cambrian vision systems and the GPU-related business went robust in the high-margin IP core license business.

Fiscal Year Ended March 31, 2024

Results Highlights: P/L

Net sales and incomes grew significantly mainly due to growth in the amusement field and product business

(Unit: million yen)	FY ended March 31, 2023	FY ended March 31, 2024	Amount change
Net sales	2,322	**3,016**	**+693**
Operating income	27	**328**	**+301**
Ordinary income	28	**330**	**+301**
Net income attributable to owners of the parent	22	**331**	**+308**

- Net sales increased 29.9% due to significant growth in product business such as Cambrian vision system in addition to "RS1" image processing semiconductors for the amusement market
- Operating income, ordinary income, and net income attributable to owners of the parent increased significantly
- After carefully examining the recoverability of deferred tax assets, we decided to record deferred tax assets for the portion that is recoverable and recorded 41 million yen as income taxes-deferred

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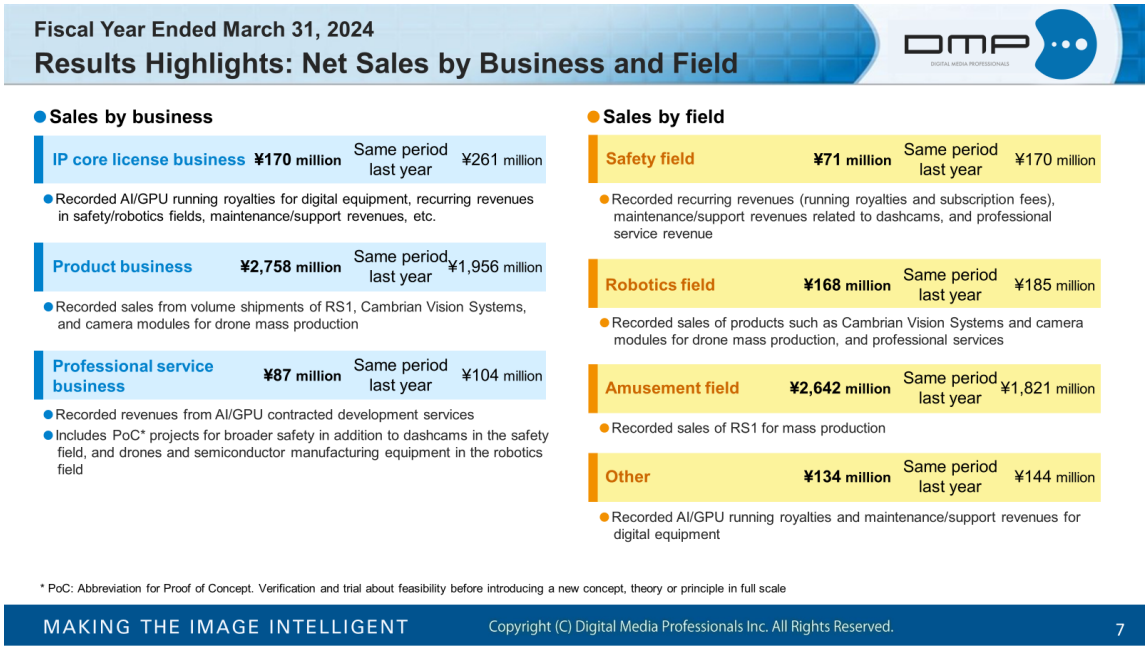
Osawa: Here is a P/L summary. Net sales increased significantly by 693 million yen year on year to 3,016 million yen, with a sales growth rate of 29.9%, mainly due to sales expansion in the amusement field and the product business.

All income items increased significantly. Operating income was 328 million yen, up 301 million yen year on year. Ordinary income was 330 million yen, up 301 million yen year on year, and net income attributable to owners of the parent was 331 million yen, up 308 million yen year on year.

After carefully examining the recoverability of deferred tax assets, we decided to record deferred tax assets for the portion that is recoverable and recorded 41 million yen as income taxes-deferred. In addition, tax benefits such as tax credit for promoting wage increases reduced tax expenses.



Osawa: Here are sales by business and field.

In the IP core license business, net sales were 170 million yen, down 35 percent year on year. Although GPU-related revenues for digital devices remained robust, royalty income from the OTA (Over the Air) project last fiscal year in the safety field, i.e., wireless installation of our software on dashcams with communication function installed in end-user vehicles, fell off.

In the product business, net sales were 2,758 million yen, up 41% year on year, mainly due to a significant increase in sales of the RS1 graphics semiconductor for mass production and an increase in sales of Cambrian vision systems.

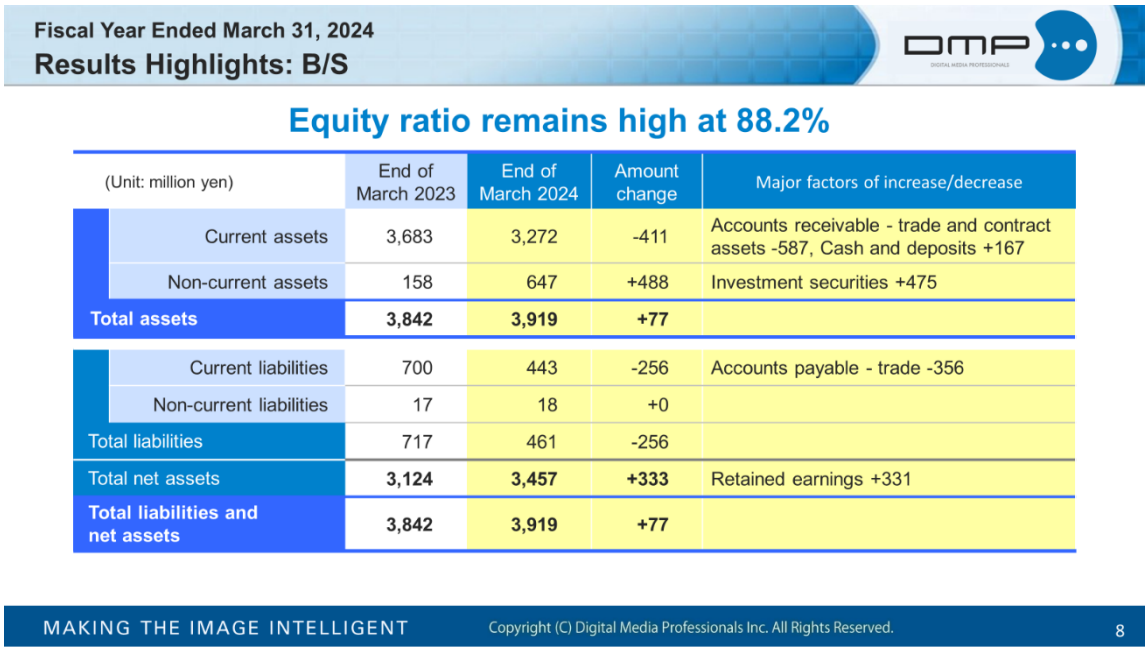
In the professional service business, sales of contract development services in the safety, robotics, and GPU fields were recorded, and net sales were 87 million yen, down 17%. Despite the overall decline in sales, new PoC projects were won for the broader safety field, drones, and the semiconductor manufacturing equipment area, which are expected to be a foundation for future growth.

In the safety field, net sales were 71 million yen, down 58% year on year. Although we offered professional services for dashcams and the broader safety area in addition to stable recurring revenues, sales from products and the before-mentioned OTA project fell off.

In the robotics field, sales of products such as Cambrian vision systems were recorded and net sales were 168 million yen, down 9% year on year

In the amusement field, net sales were 2,642 million yen, up 45% year on year due to strong mass production shipments of "RS1".

In other field, net sales were 134 million yen, down 7 percent year on year. Despite robust revenues from GPU-related licenses and maintenance/support, revenue from a large-scale GPU IP license project recorded in the fourth quarter of last fiscal year fell off.



Osawa: Here is a B/S summary. Total assets at the end of March 2024 totaled 3,919 million yen, up 77 million yen from the end of the previous fiscal year. This was mainly due to a decrease in accounts receivable and contract assets of 587 million yen and increases in cash and deposits of 167 million yen and investment securities of 475 million yen.

Liabilities amounted to 461 million yen, down 256 million yen from the end of the previous fiscal year. This was mainly due to a decrease in accounts payable of 356 million yen.

Net assets amounted to 3,457 million yen, up 333 million yen from the end of the previous fiscal year. This was mainly due to an increase in retained earnings of 331 million yen, resulting from the recording of net income attributable to owners of the parent.

The equity ratio was as high as 88.2 percent, and we have sufficient funds for working capital and investments for our R&D structure enhancement and business growth.

1 Financial Results, Fiscal Year Ended March 31, 2024

2 Business Forecast, Fiscal Year Ending March 31, 2025

3 Priority Measures

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Fiscal Year Ending March 31, 2025

Consolidated Business Forecast

6% increase in net sales and growth in operating/ordinary incomes for the fiscal year ending March 31, 2025

Under the Purpose "Making the Image Intelligent," create and offer products/services contributing to "realization of a safe and secure society" and "solution of social issues," while aiming for stable growth in image processing semiconductors

(Unit: million yen)	FY 03/2024 (Actual)	FY 03/2025	
		Forecast	% Change
Net sales	3,016	**3,200**	+6.1%
Operating income	328	**350**	+6.5%
Ordinary income	330	**350**	+5.9%
Net income attributable to owners of the parent	331	**290**	-12.5%

- Amusement: Stable growth for RS1 image processing semiconductors
- Safety/Robotics
  - Combine technologies and products including edge/cloud-enabled AI image recognition technology, SLAM/autonomous driving technology, and Cambrian vision system
  - Create and offer new businesses that solve social issues by integrating proprietary technologies, business expertise, customer bases, and ecosystems cultivated in these fields
- Other (IP): Acquire new IP business in addition to stable business bases such as GPU IP running royalties

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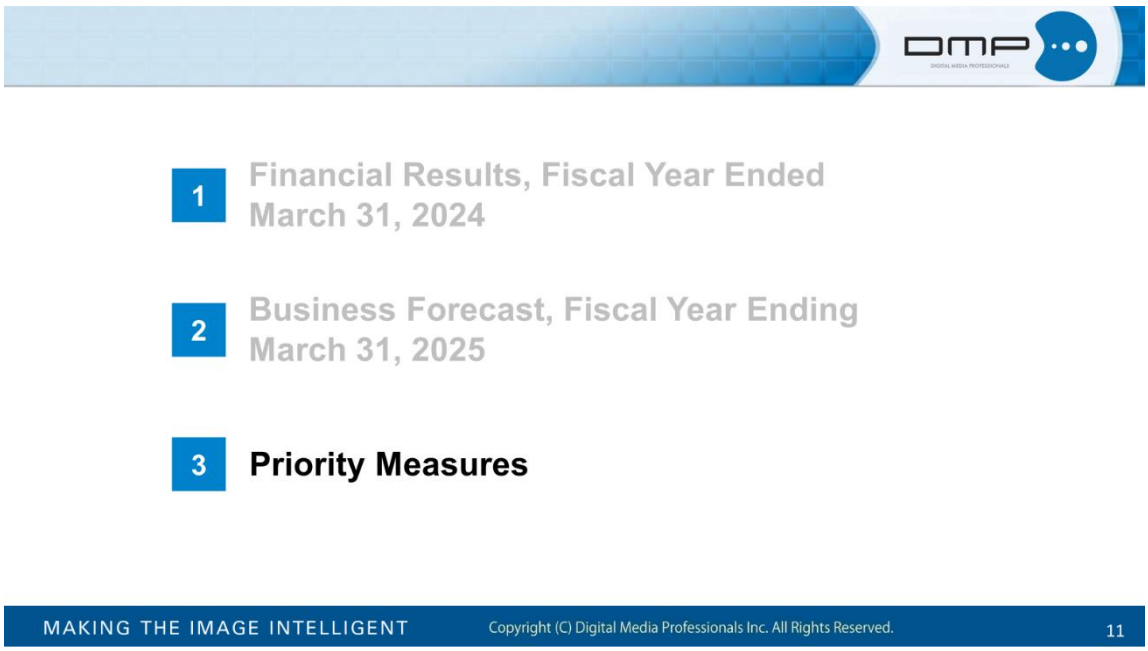
Osawa: Finally, I would like to explain our full-year consolidated business forecast for the current fiscal year, ending March 31, 2025. We are forecasting net sales of 3.2 billion yen, up 6% year on year, and operating income and ordinary income of 290 million yen. Net income attributable to owners of the parent of 290 million yen does not reflect at this point an increase in deferred tax assets or a decrease in tax expenses by applying various tax benefits.

Under our Purpose of "Making the Image Intelligent," we will create and offer products and services that contribute to the "realization of a safe and secure society" and "solutions to social issues," while striving for stable growth in image processing semiconductors.

Let me explain by field. First, in the amusement field, we expect stable growth of "RS1." In the safety/robotics field, we will offer unique solutions by combining our edge/cloud AI image recognition software platform, “ZIA SAFE”, SLAM/autonomous self-driving software platform, “ZIA SLAM/ZIA MOVE”, and Cambrian vision systems, as well as providing individual products. In addition, we will create and offer new businesses that solve social issues by integrating our proprietary technologies, business expertise, customer base, and ecosystems cultivated in this field. Yamamoto will explain this in detail later.

In other field, we will acquire new GPU/AI IP business in addition to our stable business base such as GPU IP running royalties.



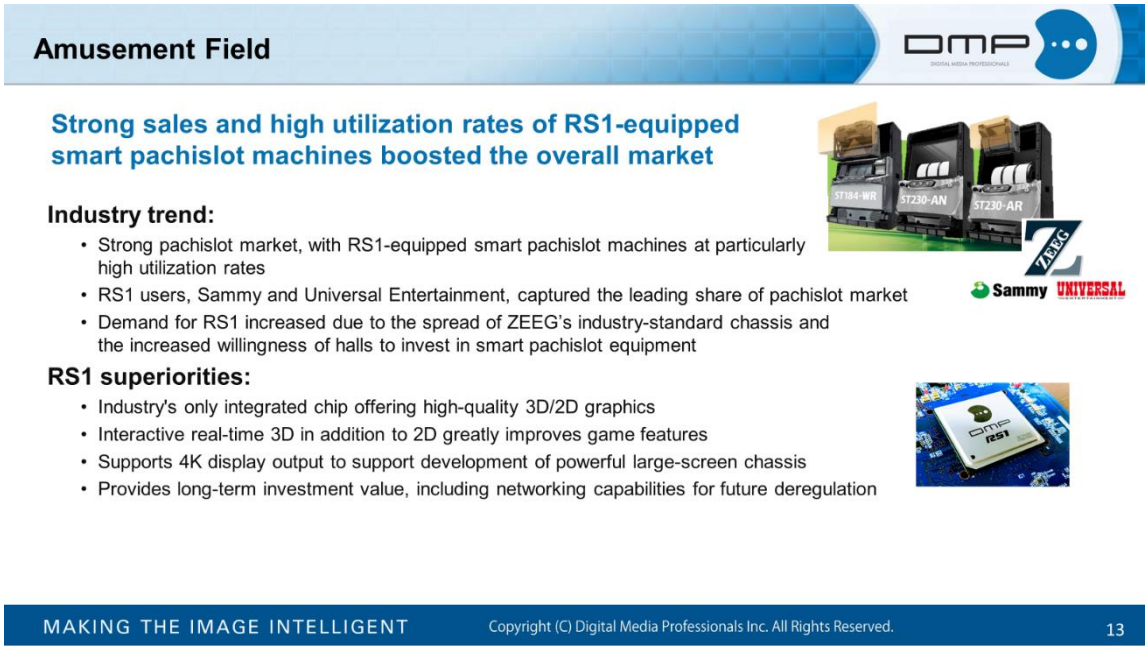
Yamamoto: I would like to explain our challenges and priority measures for this fiscal year.

Since last year, we have been promoting our business with “Making the Image Intelligent” as our purpose.

Taking the example of generative AI, which has rapidly entered our lives in recent years, the current generative AI “GPT-4” can be used by inputting images in addition to text, and has evolved to the point where it can understand the meaning of images and then provide answers in the form of text and images.

What is taking place there is exactly “image intelligence”. “Image intelligence” will become very important as a means of understanding and outputting images and communication between humans and AI in various ways.

We will provide innovative products and services that bring value to our stakeholders by fully utilizing the 3D graphics field we have been working on since our establishment, as well as multimodal AI, image processing, and visual computing, to solve various problems in the real world.



Yamamoto: Let me talk about the amusement field. Very strong sales of RS1-equipped smart pachislot machines and high utilization rates are boosting the overall pachislot machine market.

The advantage of the "RS1" is that it is the industry's only integrated chip that offers very high-quality 2D and 3D graphics, and in addition to 2D, interactive real-time 3D game features have been greatly improved. It also supports 4K display output, enabling the development of powerful large-screen displays. The chip is also equipped with networking and other functions, making it possible to create new long-term investment value in preparation for future industry deregulation.

In terms of industry trends, the pachislot machine market is doing very well. In particular, smart pachislot machines equipped with "RS1" have achieved high utilization rates. The industry has been replacing pachinko with smart pachinko and pachislot with smart pachislot machines for a few years.

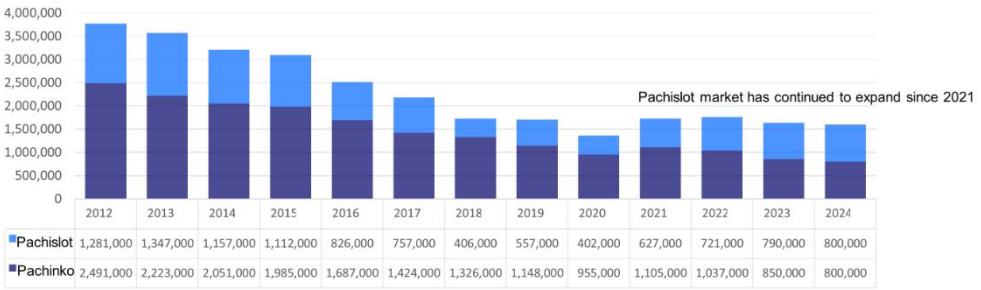
In particular, smart pachislot machines are replacing pachislot machines, and as of December 2023, approximately 80% of pachislot machines had been replaced by smart pachislot machines, compared to approximately 13% of smart pachinko machines. The high utilization rates and proven 50 to 80-week operating periods are major factors driving the demand for smart pachislot machines in parlors.

“RS1” is mainly used in these smart pachislot machines. In the pachislot market, two of our major customers, Sega Sammy and Universal Entertainment, have a very high market share; according to a survey by Pachinko Village, these two companies have a combined market share of 41 percent.

The spread of the common chassis of ZEEG, a joint venture between these two companies, among other customers is another factor boosting sales of "RS1".

Amusement Field

AMUSEMENT MACHINE UNIT SALES



	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Pachislot	1,281,000	1,347,000	1,157,000	1,112,000	826,000	757,000	406,000	557,000	402,000	627,000	721,000	790,000	800,000
Pachinko	2,491,000	2,223,000	2,051,000	1,985,000	1,687,000	1,424,000	1,326,000	1,148,000	955,000	1,105,000	1,037,000	850,000	800,000

Source 2012-2022: PachinkoVillage https://www.pachinkovillage.com/
2023-2024: DMP's estimation and forecast

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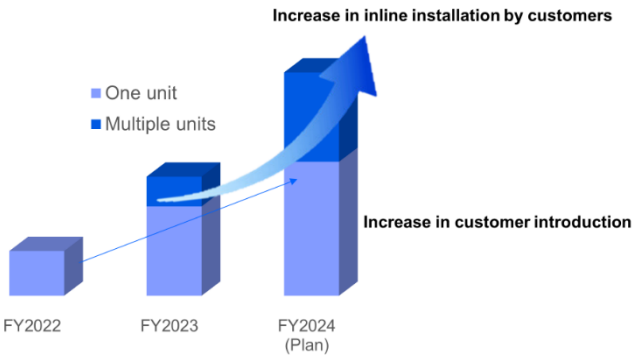
Yamamoto: Looking at the amusement machine market, the number of sales units has increased again, with a major bottom in 2020. In particular, the pachislot market has continued to expand after 2021, providing a tailwind for “RS1”.

Robotics Field - Cambrian Sales

Sales increase YoY
2.7times

Cambrian Vision System



- **Introduction of the system has been progressing in the major automotive, electrical, parts, pharmaceuticals, cosmetics, and food industries**
- **Dealer/SIer network expanded**

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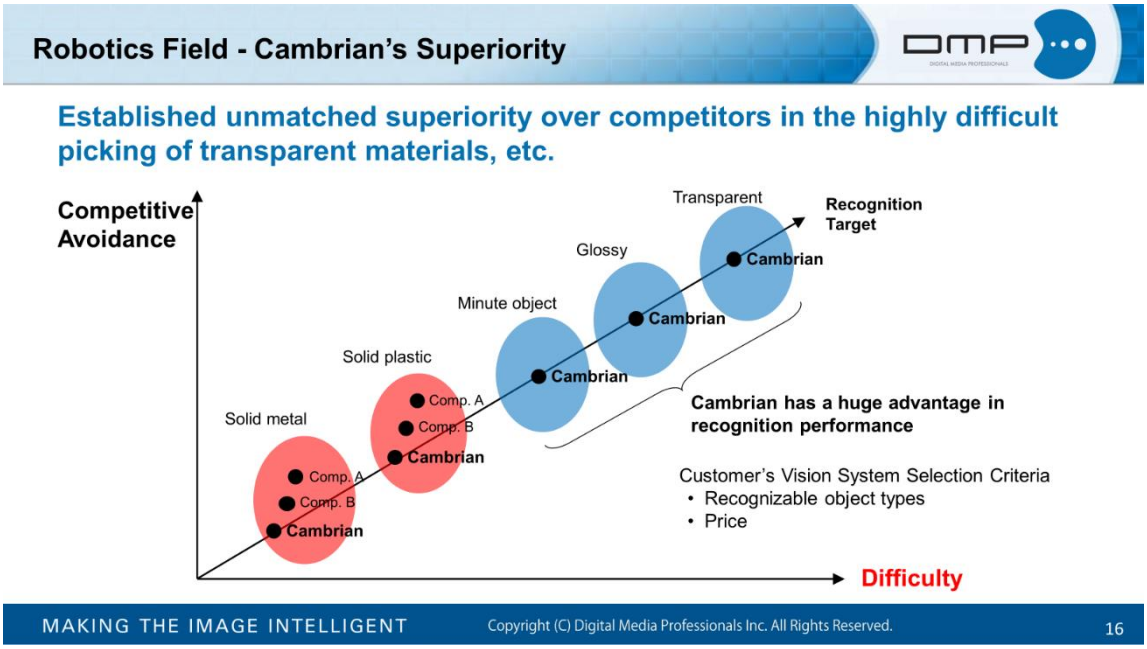
Yamamoto: Let me talk about the robotics field. We offer "Cambrian vision systems" for the picking industry. Picking is said to account for about half of all processes in the manufacturing or logistics industry that suffer from labor shortages, and the demand for picking systems is booming.

Our “Cambrian vision system” is the answer to this demand and its sales increased as much as 2.7 times in fiscal 2023 compared to fiscal 2022. In addition to almost all major automobile manufacturers in Japan, our customers such as electronics manufacturers, parts manufacturers, and those in the food, pharmaceutical, and cosmetics industries are now using at least one unit.

Under these circumstances, our challenge this year is to increase the number of units and customers, and to introduce in-line systems at each customer, that is to accelerate the introduction of the systems into customers’ production lines.

Some distributors who used to deal with vision systems from other manufacturers are now purchasing the Cambrian vision system and starting sales promotions.



Yamamoto: Let me explain the features of the "Cambrian vision system". Picking is divided into several areas depending on the object. Customers make their selection based on the type of recognizable objects to be picked and the price. For solid metal and solid plastic, Cambrian and other domestic and Chinese companies have entered the market.

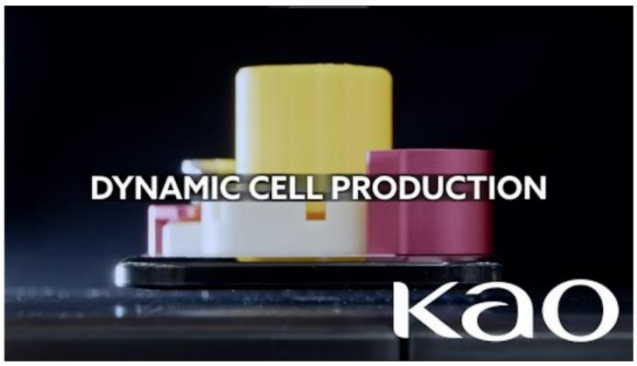
However, when it comes to other types of objects, such as small parts less than 1 mm in diameter, glossy or transparent parts, Cambrian's system is widely recognized as the only one capable of handling and picking these parts.

This gives Cambrian an overwhelming advantage in this area.

Robotics Field - Cambrian Customer Use Case

KAO Dynamic Cell Production System

Next-generation flexible automated system for high-mix low-volume production



https://youtu.be/pYOgH94E6FY

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Yamamoto: Let me introduce a use case of KAO that built KAO Dynamic Cell Production System. This is a next-generation flexible system for high-mix low-volume production.

https://www.youtube.com/watch?v=pYOgH94E6FY&t=5s

In this system, there is a process of picking transparent bottles using “Cambrian vision systems”.

Robotics Field - ZIA MOVE

- **Five new licensees acquired (major automotive, manufacturing equipment, cleaning robot, AMR manufacturer, etc.)**
- **Expectations are high for cost reduction by replacing LiDAR with cameras**
- **Aiming to obtain licensing revenue from vehicle mass production**

Features of ZIA MOVE Integrated Robot Development Platform

- Camera-based (VSLAM) low-cost, high-precision autonomous robots
- Integrated development platform covering self-position estimation, path creation, and driving
- Supports mapping, obstacle avoidance, feature point distribution visualization, multi-robot control, etc.

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Yamamoto: Let me explain our main product, “ZIA MOVE”. “ZIA MOVE Integrated Robot Development Platform” is a low-cost, high-accuracy, camera-based (VSLAM) development platform for autonomous robots.

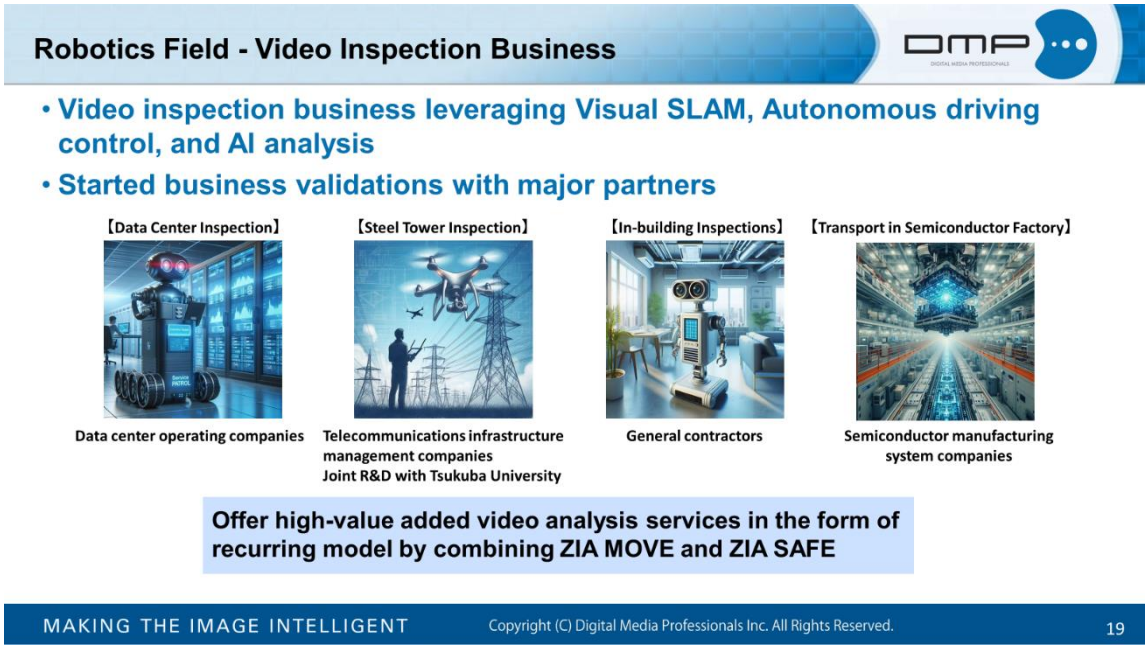
It is an integrated development platform that covers the robot's self-positioning, routing, and even driving. For example, it can create a map and avoid obstacles while driving. It

can also determine and visualize areas with few feature points and control multiple robots simultaneously.

In fiscal 2023, we licensed “ZIA MOVE” to five new customers. These customers include a major automobile manufacturer, a manufacturing equipment manufacturer, a cleaning robot manufacturer, and an AMR manufacturer.

For example, a major electronics manufacturer with hundreds of LiDAR-based robots in their lines evaluated that low-cost camera-based “ZIA MOVE" can replace LiDAR.

This is expected to result in very significant cost savings. There is a possibility that "ZIA MOVE" will go into mass production within a few years, and we will increase the number of licenses we offer for such mass production.



Yamamoto: We are now engaged in the video inspection business as a solution using "Visual SLAM" or "ZIA MOVE", autonomous driving control technology, and "ZIA SAFE", AI analysis technology. We have begun to verify the business with customers such as major data center operators, telecommunications infrastructure management companies, general building contractors, and semiconductor in-process system companies.

We aim to offer high-value-added video analysis services by integrating ZIA MOVE" and ZIA SAFE" in a recurring model.

Yamamoto: Let me explain our approach to generative AI. As you know, US-based OpenAI announced "GPT-4o" yesterday, which enables extremely high-speed conversation and voice interaction with AI.

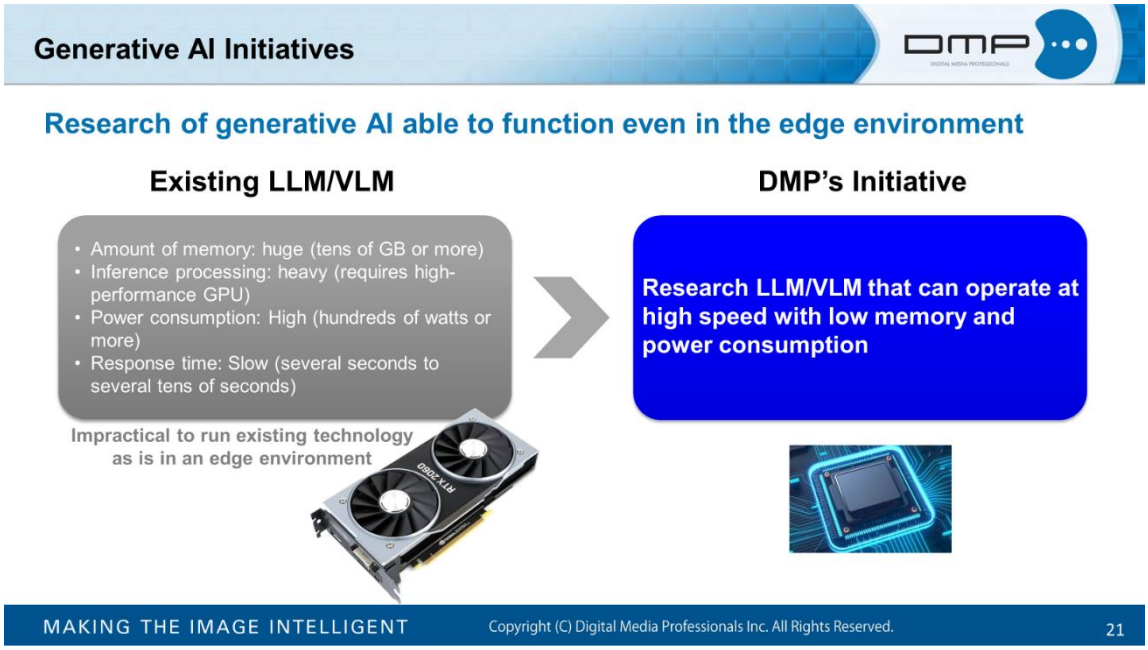
As such, OpenAI, major IT vendors, and NEC in Japan, are building Large Language Models (LLM). As I mentioned earlier, AI can use language models to understand text or speech, and the latest "GPT-4" can also understand images.

It can reason about inputs in language and images, and output responses in language or images. The technology used is called VLM, Vision Language Model. It analyzes images and incorporates LLM that understands the language.

We are offering a safe driving assistance system called "ZIA SAFE". By combining this with generative AI, we aim to provide even more advanced functions.

For example, when an image of a woman driving a car while using a smartphone is input into a system based on generative AI, the generative AI recognizes the car, the driver, the smartphone, and the steering wheel. From this, the system determines that the driver is driving dangerously by looking at the smartphone and provides a response that includes insight into the increased risk of accidents and how to prevent them.

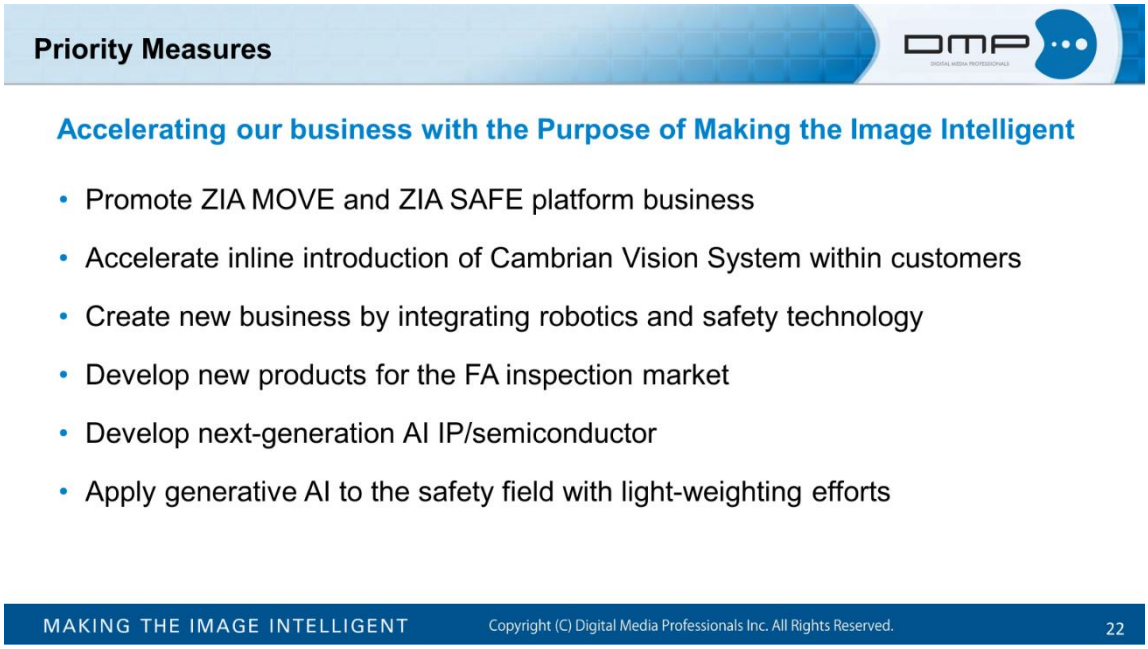
By utilizing this kind of generative AI, it will be possible to identify situations that have been extremely difficult to identify using existing deep learning technology.



Yamamoto: Today, generative AI requires a lot of resources. For example, it requires huge amounts of memory (e.g., 80 gigabytes) and powerful, expensive GPUs to perform very heavy inference processing. Then there are the problems of high-power consumption and slow response time.

As a column in the Nihon Keizai Shimbun put it, "Generative AI needs a glass of cooling water to answer a single question, and each time it draws a single image, it consumes enough power to charge a smartphone."

We aim to make such extremely sophisticated generative AI lightweight enough to run in edge environments. We are exploring LLM/VLMs that are small in memory and power but can run at high speed.



Yamamoto: Here are our priority measures. We will accelerate our business under the Purpose of "Making the Image Intelligent".

First, we are promoting “ZIA MOVE” and “ZIA SAFE” platform business.

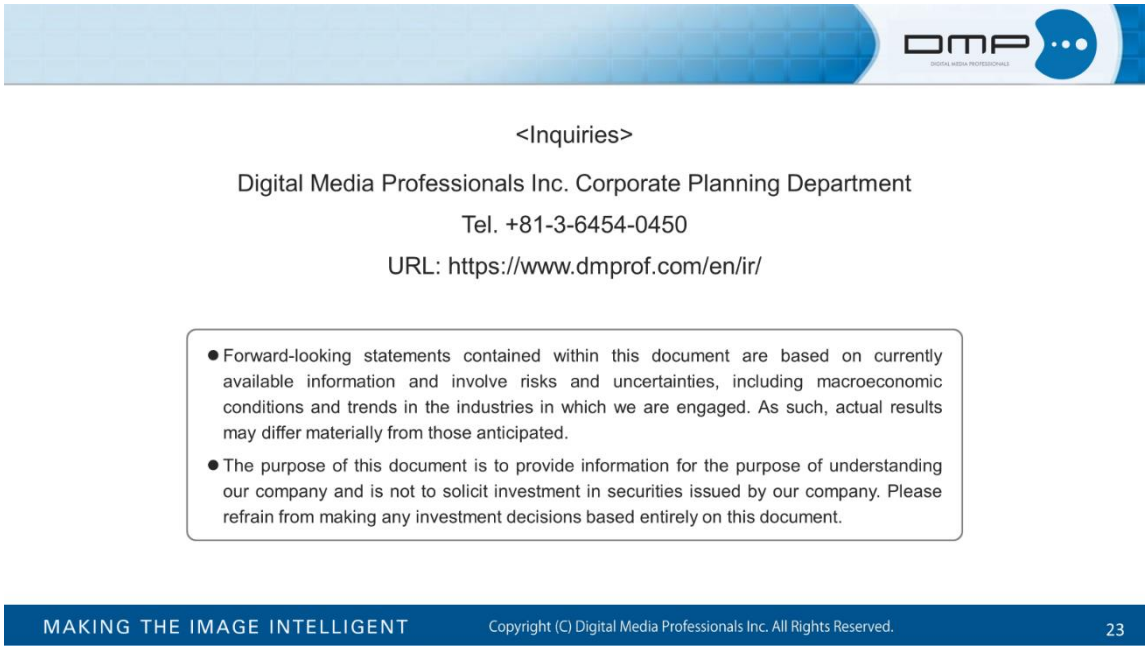
As for “Cambrian vision system,” we are accelerating the introduction of the systems into customers’ production lines.

We are also creating new businesses such as the video inspection business by integrating robotics and safety technology.

We are developing new products for the factory automation inspection market. I cannot go into details, but we are developing a new inspection system using AI based on very advanced recognition technology with the aim of commercializing it.

We are also exploring the development of next-generation AI processor IPs and AI semiconductors based on them.

Finally, we will work on safety applications and lightweighting of generative AI.



[Q&A session]

Q1: Currently, sales information is disclosed by segment, but do you have a plan to disclose gross profit and the like?

A1: Although we adopt a single segment, we disclose sales information by business and field for the reference of investors and shareholders. We do not plan to disclose gross profit and operating income at this point, as one aspect of this is to let our competitors and customers know our business/profit structure. However, we will consider doing so in the medium term as our business grows. (Osawa)

Q2: Do you have a plan to announce monthly shipment figures for "RS1" and "Cambrian vision system" in the product business?
A2: We are aware that some companies provide various KPIs monthly. At this point, we are not considering disclosing monthly shipment or sales figures for specific products, but we appreciate your comment and would like to consider it in the medium term. (Osawa)

Q3: Tell us about the “Cambrian vision system.” You announced its trial operation in the “Kao Dynamic Cell Production System” on January 15, 2024. Will you release IR news when it is put into full operation?
Also, on March 21, 2024, you announced in a press release that Cambrian, in which your company has an equity stake, is testing and deploying vision systems for leading manufacturers in the industry such as Toyota, Suzuki, and Kao, but will you make an announcement about Toyota and Suzuki adopting the system as well as Kao? I would like to know if you will announce the adoption of the system for Toyota and Suzuki in addition to Kao.
A3: As Yamamoto explained in the presentation, we are currently at the stage of introducing one unit per company, with the aim of making the system in-line at the customer's site. The results of full-scale introduction will be subject to consultation with customers, but we intend to actively issue press releases. (Osawa)

Q4: The environment is changing dramatically, so I believe it is necessary to update the medium-term management plan that was formulated in May 2021. In particular, since the plan for the amusement sector field in the fiscal year ending March 31, 2024, what are your new strategies and plans? When will the medium-term management plan be updated?
A4: We plan to present the medium-term management plan in the form of an update in the “Business Plan and Growth Potential,” which is released in June each year. (Osawa)

Q5: You mentioned research on generative AI. How will DMP compete in a situation where large companies are competing to develop new products?
A5: As you say, new technologies are emerging in this field, with new papers being published almost every day. The same is true in the field of LLM, which is the subject of our research.

In such a situation, it is very challenging to develop a common compression technology or to reduce the weight, as you have pointed out. However, we believe that we can take advantage of the knowledge we have gained from our past efforts in lightweighting technologies in the areas of AI processors and GPUs.
In terms of AI, we will improve efficiency without compromising accuracy through quantization, which reduces the number of bits in the arithmetic process. We will also use a technology called pruning, which eliminates unnecessary processing. However, rather than using this technology for AI in general, as we have been doing for a long time, we will optimize it for domain-specific applications, i.e., for the fields we are focusing on. By doing so, we believe we can take the lead in optimization or lightweight in specific areas. We also believe that through such research, we will accumulate know-how that will enable us to respond to new models as they emerge in the future. (Yamamoto)

Q6: Sega Sammy, a major user of your “RS1,” is forecasting lower sales and profits in its amusement machine business this fiscal year in reaction to the strong performance of the previous fiscal year. In addition, Axell, a company in the same industry, is also forecasting declines in both sales and profits for this fiscal year. On the other hand, you are forecasting stable growth in your amusement business. What’s the background and reason for this?
A6: As I mentioned in the presentation, our main customer is ZEEG, a joint venture between Sega Sammy and Universal Entertainment, so our volume forecast is based on ZEEG's demand forecast. As ZEEG's common chassis becomes more popular with customers other than the two companies, sales of such machines will also contribute to our “RS1” sales.
We understand that Axell's main focus is on pachinko machines. On the other hand, we are focusing on pachislot machines with “RS1”. In the past, the pachinko market was about twice the size of the pachislot market. In recent years, however, the pachislot and pachinko markets have become equal, with pachislot growing significantly. For example, our forecast for this year is about the same, 800,000 units each.
Pachislots are being replaced by smart pachslots at a much higher rate than pachinko. Pachislot machines are being replaced by new smart models, some of which are equipped with “RS1” and have become big hits.
On the other hand, in the pachinko market, hit titles have been slow to emerge and the replacement of pachinko machines with smart models has not progressed. We believe

that this difference in market characteristics between pachislot machines and pachinko machines may explain the difference in earnings forecasts. (Yamamoto)

Q7: Business performance has recovered strongly and cash has been accumulated. The accumulated losses are expected to be eliminated this fiscal year, and the financial position is expected to improve significantly. What is your management view on the fact that the cash that has been steadily accumulating will remain as cash?
Also, from the perspective of capital efficiency, I think it is necessary to make effective use of the cash. What is your policy on securing human resources, M&A and other investments?
A7: As you mentioned, we are on track to eliminate accumulated losses if we can achieve the performance forecast for this fiscal year. On the other hand, we also need to invest in R&D related to the development of next-generation AI IP and semiconductors, which Yamamoto just mentioned as a priority policy. We also believe it is necessary to hire human resources, so we will consider shareholder returns in light of the overall situation. (Osawa)
In addition to what Osawa mentioned, we believe it is possible to strengthen our resources through M&As in the future. For example, our investment in Cambrian has led to a very strong growth in Cambrian's business. As in this case, we intend to expand our business performance through M&A and further deepen our grip on the industry. (Yamamoto)

Q8: Looking at the results for the fiscal year ending March 31, 2024, the product business, especially the amusement field, accounted for a very large percentage of the total, while the rest of the business has decreased from the fiscal year ended March 31, 2023. Do you expect the product business to remain a pillar of your business in the fiscal year ending March 31, 2025?
A8: We expect the product business to remain the mainstay of our business, but we will also promote new initiatives in the fields of safety, mobility, and robotics, as well as in fields that integrate these fields. We plan to expand in these fields as well, so we are drawing up a blueprint for growth in both areas as much as possible. (Osawa)

Q9: I strongly believe that Cambrian has great potential for the future. How much have you invested in Cambrian so far? Also, if Digital Media Professionals Vietnam is an exclusive distributor, will the full-scale introduction take place this year?

A9: We have invested in Cambrian twice, totaling over 100 million yen. (Osawa)
Exclusive rights for Digital Media Professionals Vietnam are not included in the agreement with Cambrian. As I explained earlier, the “Cambrian vision system” has become quite popular among major customers over the past three years, and our main challenge is to expand in-line adoption among our customers. We would like to increase the volume significantly, and this fiscal year is a very important time for us. (Yamamoto)

Q10: Tell us about the status of ”ZIA A3000”. If you are bound by confidentiality or other restrictions, you may not answer the question.
A10: We are making steady progress in providing “ZIA A3000” for new applications as customer evaluations progress.
We are also in the process of developing version 2 of ZIA A3000 and promoting it to our customers. (Yamamoto)

Q11: What is the status of your collaboration with Prophesee in France?
A11: We are continuously working with Prophesee on solutions using their event-based cameras. We are in the process of evaluating systems with major customers using this solution. (Yamamoto)