Financial Result Presentation
for Fiscal Year Ended March 2025

Dynamic Map Platform Co., Ltd.

May 14, 2025

T S E
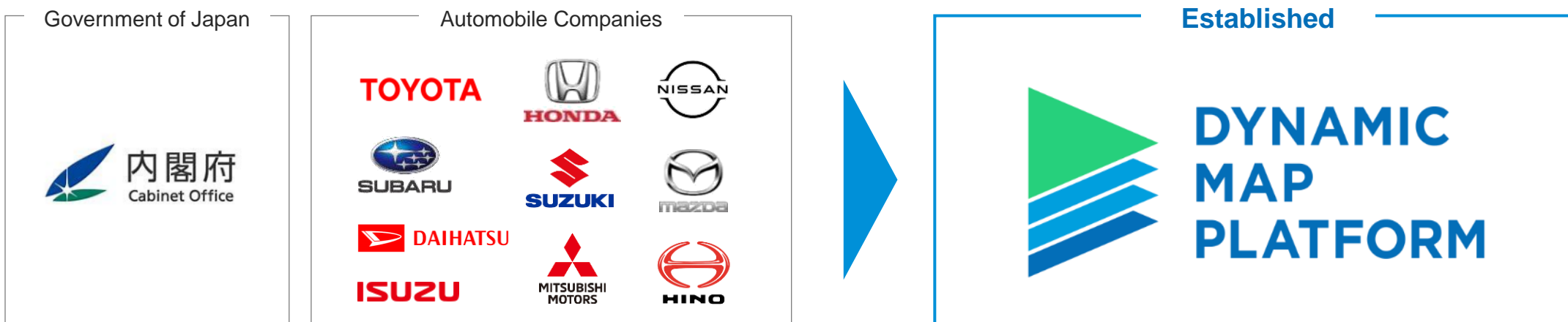Growth
336A

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01

Company and Business Overview

Company Overview

Company Name	Dynamic Map Platform Co., Ltd. (Securities Code: 336A TSE Growth)
Established	June 13, 2016
Head Office Address	2-12-4 Shibuya, Shibuya-ku, Tokyo
Business Locations	Japan, USA, Germany, Saudi Arabia, UAE, South Korea
No. of Employees	224 (as of March 31, 2025)
Business Scope	● Generation and sale of high-precision 3D map data (HD maps) for use in autonomous driving, advanced driver assistance systems, etc. ● Provision of high-precision location information and solutions for various applications (except autonomous driving) using technologies related to HD maps

Establishment History

The Japanese government took the initiative in establishing Dynamic Map Platform (DMP), which was funded by major Japanese automotive companies. Later, DMP wholly acquired a U.S.-based HD map company, formerly an investment of General Motors Company, to expand its business globally.

Government of Japan

Automobile Companies

Established

Dynamic Map Platform At-a-Glance

Expanding business globally with high sales growth. Further growth is expected as markets expand.

JPY 7.4 bn	**26**	**64 %**	**52 %**	**37 %**	**JPY 1.6 tn**
Consolidated Sales	countries[1]	% of Overseas Sales	Consolidated Sales CAGR	AD/ADAS Market CAGR[2]	Digital map Market Size[3]
FYE3/2025	North America, Europe, Japan, South Korea, Middle East	FYE3/2025	FYE3/2020–3/2025	2022A–2030E	2023A

HD Maps Coverage [4]

Dynamic Map Platform Europe
255,000 km

Dynamic Map Platform Korea
20,000 km

Dynamic Map Platform Arabia
DYNAMIC MAP PLATFORM DATA

DYNAMIC MAP PLATFORM
33,000 km

Dynamic Map Platform North America
1,200,000 km
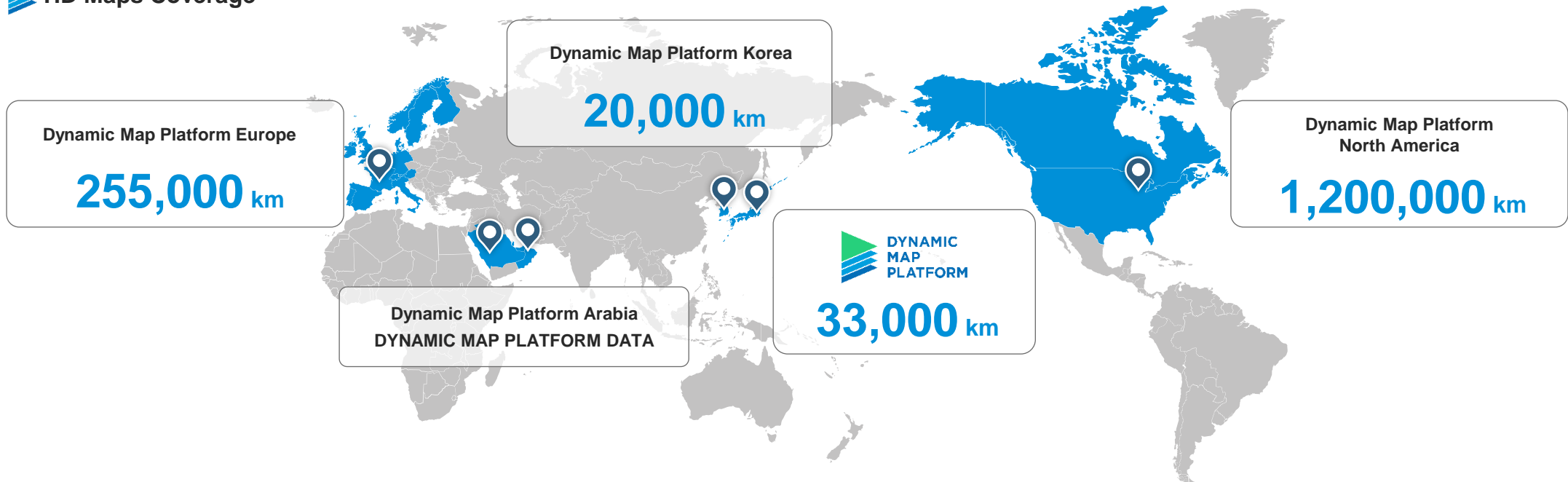
Note :
(1) As of January 2025 "Dynamic Map Platform North America | DMP North America" (2) IHS Markit "Autonomous Vehicle Sales Forecast 2023"
(3) Markets and Markets "Digital Map Market Global Forecast to 2029". Exchange rate is calculated at JPY150/USD.   (4) as of March 2025

Highlights

Global Deep-tech

A deep-tech startup building a high-precision location information platform called a dynamic map on a global scale

High Growth

With a strong customer base including 10 major Japanese automotive makers, GM, and the Japanese government, we are capable of achieving high revenue growth

High Competitiveness

We possess an overwhelming high-precision 3D data compared to competitors and has a competitive advantage with high technical capabilities that have contributed to achieve the world's first Lv2+ and Lv3

High Profitability

The business model is based on two pillars: a flow-type project business and a stock-type license business. Through the project business, a data infrastructure is established, and subsequently, the aim is to achieve a high-profit structure through license business which is expected high profit margin

Modeling The Earth

**We aggregate various information as a high-precision 3D data platform.
We Aim to realize a world where analysis, control, and prediction are possible,
thereby achieving innovations that contribute to solving societal challenges.**
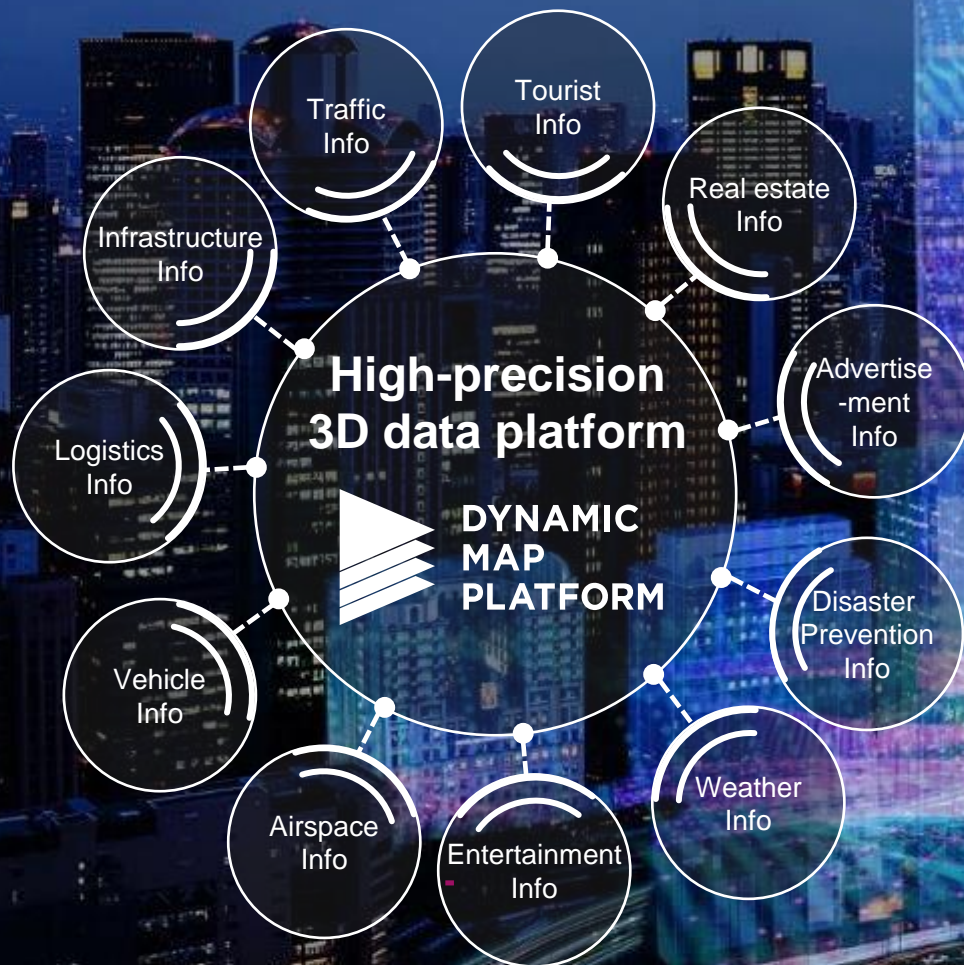
Building a Global HD Map Database (Mapped 1.5 million km to Date)

DYNAMIC MAP PLATFORM

Through upfront investments, we have established HD maps globally that meet the demands of major automotive manufacturers and possesses overwhelming coverage. DMP's data covering 1,500,000 km has a great potential to contribute to industrial DX and solving social issues around the world, beyond its use for autonomous driving and advanced driver assistance systems (AD/ADAS).

Our HD Maps Coverage in North America

1,200,000 km
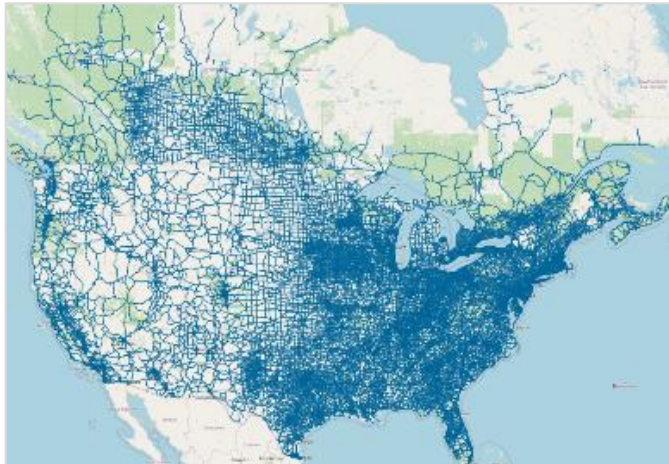
Our HD Maps Coverage in Europe

255,000 km

Our HD Maps Coverage in Japan

Expressways **33,000** km

Our Coverage in Other Regions

— **South Korea** —

Highways
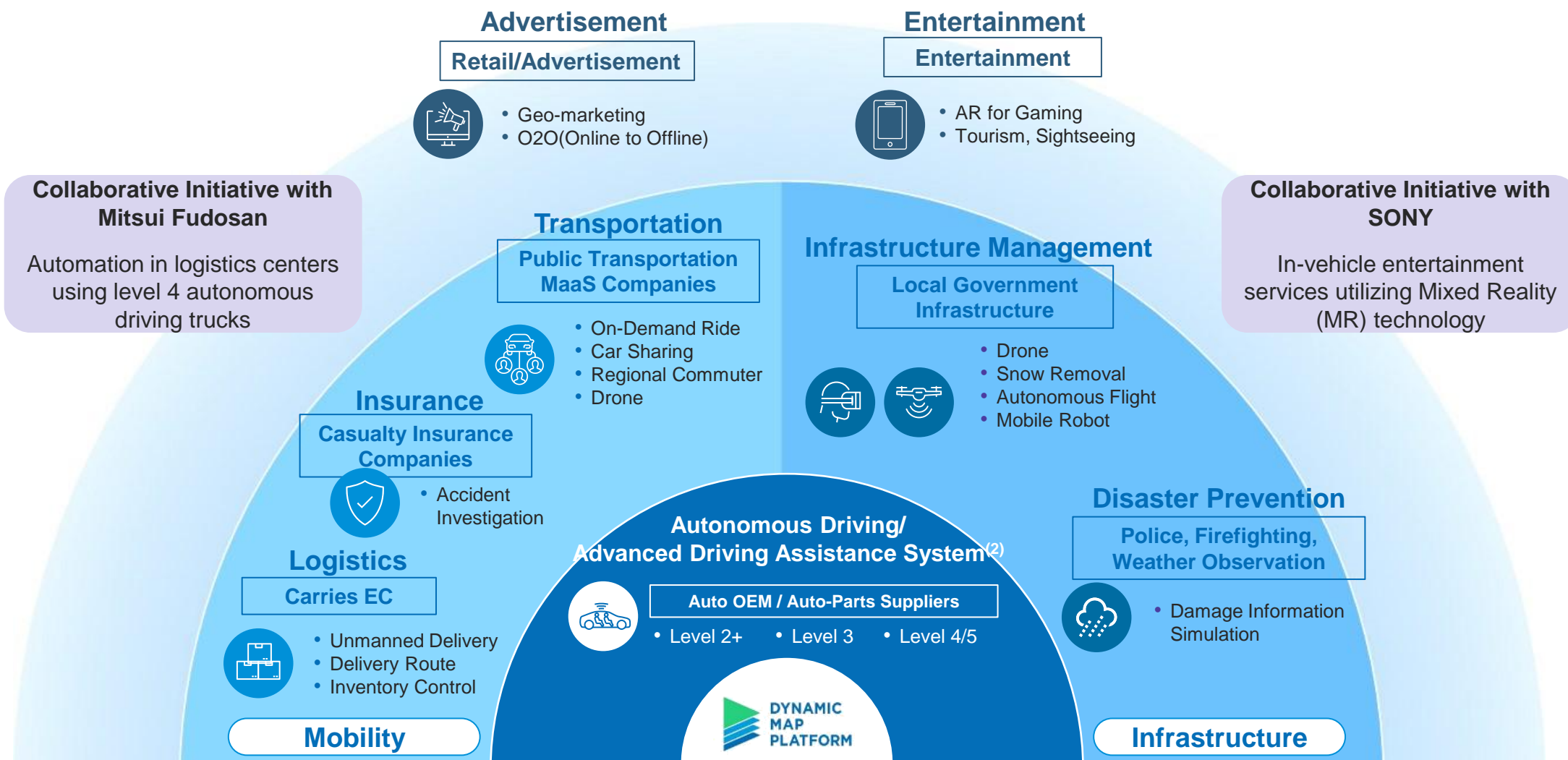
20,000 km

— **Middle East** —

Highways

Development scheduled to complete by end of FY25

The HD mapping in regions of developed countries is mostly completed.

Cross-industry Social Impact[(1)]

DYNAMIC MAP PLATFORM

High-precision 3D data is a key technology that can be a game changer in various industries. Aim to lead DX and advancement of whole society beyond the AD/ADAS and 3D business that we are currently working on.

Advertisement

Retail/Advertisement
- Geo-marketing
- O2O(Online to Offline)

Entertainment

Entertainment
- AR for Gaming
- Tourism, Sightseeing

Collaborative Initiative with Mitsui Fudosan

Automation in logistics centers using level 4 autonomous driving trucks

Collaborative Initiative with SONY

In-vehicle entertainment services utilizing Mixed Reality (MR) technology

Transportation

Public Transportation MaaS Companies
- On-Demand Ride
- Car Sharing
- Regional Commuter
- Drone

Infrastructure Management

Local Government Infrastructure
- Drone
- Snow Removal
- Autonomous Flight
- Mobile Robot

Insurance

Casualty Insurance Companies
- Accident Investigation

Logistics

Carries EC
- Unmanned Delivery
- Delivery Route
- Inventory Control

Mobility

Autonomous Driving/ Advanced Driving Assistance System[(2)]

Auto OEM / Auto-Parts Suppliers
- Level 2+
- Level 3
- Level 4/5

DYNAMIC MAP PLATFORM

Disaster Prevention

Police, Firefighting, Weather Observation
- Damage Information Simulation

Infrastructure

Note：
(1) Above is an image of the target market, including areas that DMP has not yet entered as of March 2025.
(2) Level 0: No driving automation, Level 1: Driving assistance (hands-on/shared control), Level 2: Automated driving functions under specific conditions (hands-off), Level 2+: Conditional automated driving on highways, Level 3: Conditional automated driving (eyes-off), Level 4: Fully automated driving under specific conditions (Mind Off), Level 5: Fully automated driving (Driver Off)

Latest Case Study
See P15 for details.

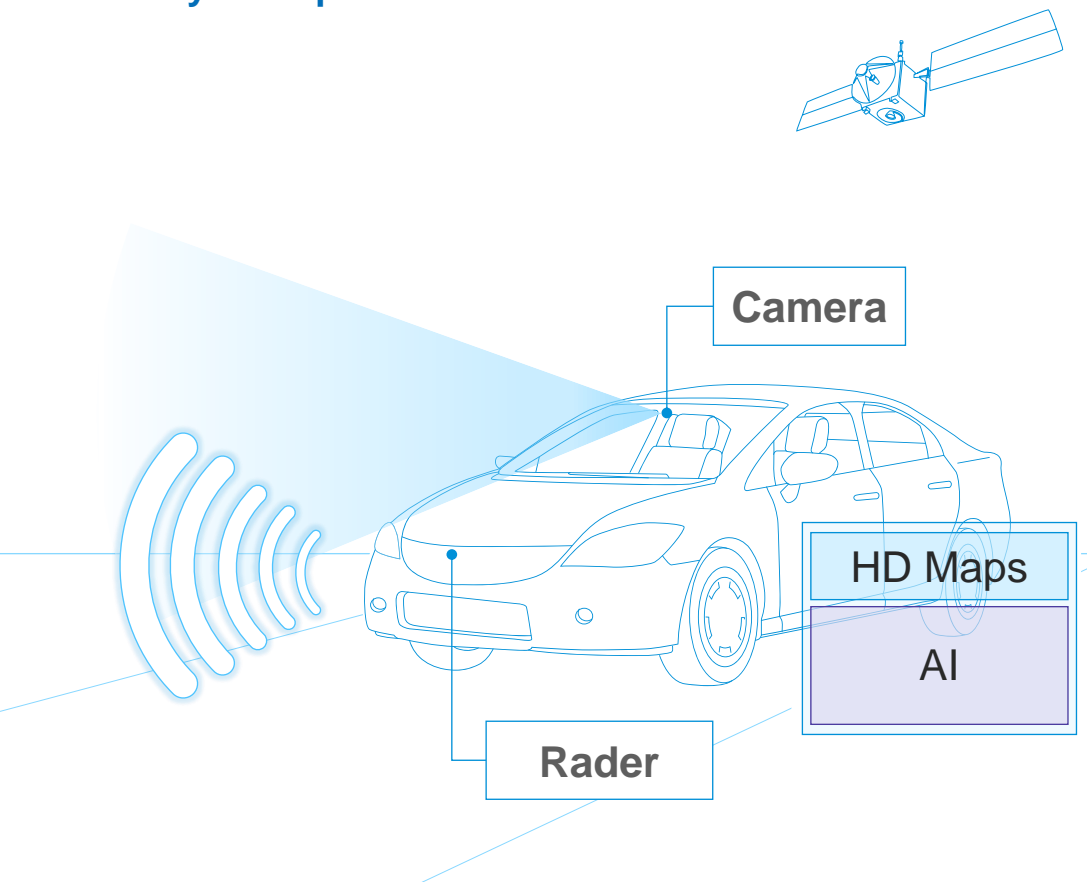# HD Maps for Automobiles - Role of HD maps for AD/ADAS

HD maps are important for autonomous driving/advanced driver assistance systems that ensure a high level of safety. Recently, HD maps are more widely used with AI, including AI-based learning and inference.
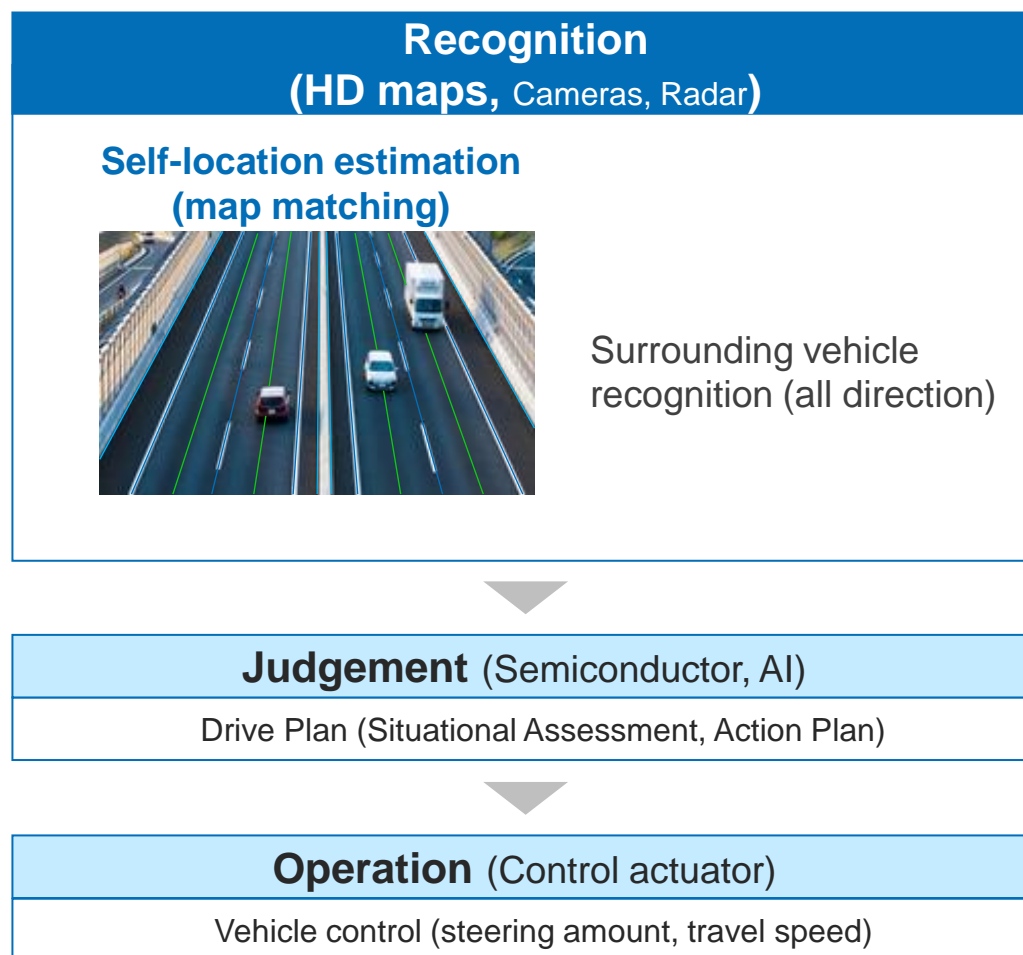
DMP Service Site

What is HD Maps for Automobiles?

✓ **Provide high-precision 3D data for automated driving and advanced driver assistance systems**

✓ **Play an important role in self-location estimation**

Camera

HD Maps

AI

Rader

The Role of HD Maps for Automobiles

Components of Autonomous Driving

Recognition
(HD maps, Cameras, Radar**)**

Self-location estimation (map matching)

Surrounding vehicle recognition (all direction)

▼

Judgement (Semiconductor, AI)

Drive Plan (Situational Assessment, Action Plan)

▼

Operation (Control actuator)

Vehicle control (steering amount, travel speed)

Product | 2

3D data Business - Viewer

DYNAMIC MAP PLATFORM

By visualizing high-precision 3D data by Viewer, Business expansions are realized in various industries where DX has not been realized until now.

DMP Service Site

▶ **Example of Viewer App: 3Dmapspocket**

✓ **View accurate 3D data from with a web browser from anywhere**

✓ **Realize cm-class measurement and angle calculation without going to the site**

▶ **Use Case and potential needs[1]**

1 Accident Investigation

Visualize and calculate data representing road conditions

2 Infrastructure Management

Enable accurate dimensional measurement including height and shape confirmation

3 Autonomous Mobility

Can contribute to the optimization of operational costs, such as route planning

4 MaaS Simulation

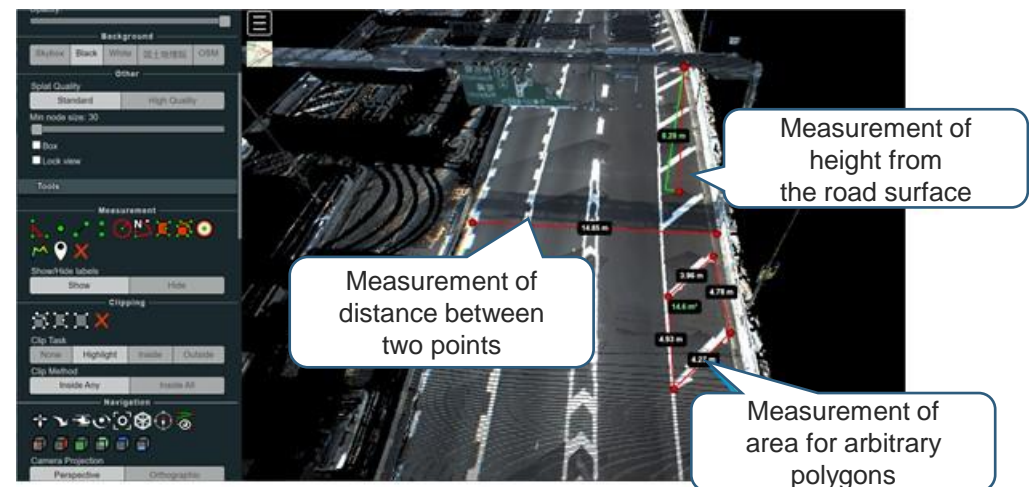Enables time and cost optimization in building traffic simulations

▶ **Example of Viewer App: 3Dmapspocket**

Challenges	• Difficulty in confirming accident scenes and ensuring the safety of investigation work
Implementation Effects	• Measurement and understanding of road structures and location information of accident scenes within a digital space, minimizing on-site work and reduce the number of on-site workers to two-thirds • Implemented by major casualty insurance companies and accident investigation companies

Measurement of height from the road surface

Measurement of distance between two points

Measurement of area for arbitrary polygons

Note:
(1)"Decarbonation" and "Entertainment" are in business development phase as of now

Product | 3

3D data Business - Guidance

DYNAMIC MAP PLATFORM

We provide guidance functions by applying our technology for generating HD maps for AD/ADAS.

With this, we promote 3D data-based DX for industries lagging behind in digitization.

DMP Service Site

What is 3D data Business - Guidance?

✓ **HD Maps + Tablet + Positioning Terminal**
  →High-precision Guidance

Use Case and potential needs(1)

1 **Snow Removal**

3D visualization of snow-covered obstacles assists snow removal

2 **Airports and Ports**

Guidance to transport vehicles according to aircraft takeoffs and landings

3 **Decarbonation**

Guidance for high fuel efficiency for truck drivers by utilizing gradient Information

4 **Entertainment**

High-precision MR with HD maps in mobility

Example of Guidance App: Snow Removal Support System

Challenges	• Labor shortage, Work safety
Implementation Effects	• Cost reduction through shorter work days • Enhancing work safety through visualization of road structures • Received orders from multiple local governments, primarily in the Hokkaido and Tohoku areas
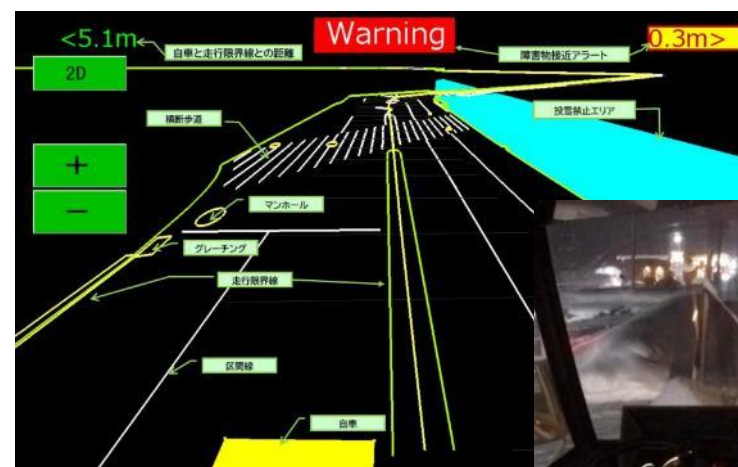
Note:
(1)"Decarbonation" and "Entertainment" are in business development phase as of now

3D data Business - Government Projects

We have been entrusted with multiple government projects in the 3D data business, backed by a strong relationship with the Japanese government.

The projects serve as opportunities for contributing to solving social issues and for R&D and product development.

Significance of Participating in Government Projects

By providing DMP Group's high-precision 3D data, related technologies, and various expertise, we contribute to initiatives aimed at solving social issues. The projects also serve as opportunities for R&D and product development, enabling us to work on new license product development while curbing self-funded investments.

Examples of Government Project Contracts

Digital Lifeline: Development of Autonomous Driving Assistance Lanes

The project aims to develop a data coordination system for autonomous driving. Through implementation of dynamic maps, the project supports the autonomous driving bus operation and punctual operation of logistics trucks, thereby contributing to solving regional transportation crises and the "logistics 2024 problem."

DMP's role

Overall project coordination as the consortium representative, and development of data coordination systems (e.g. vehicle information coordination systems) as the platform for dynamic maps

Research and study on the construction of digital twins[1]

The project develops spatial ID, a standard that allows 3D space to be virtually segmented with multiple boxes to uniquely identify locations. By linking spatial ID with integrated information that was previously represented in a variety of forms, and converting it into a form that can be easily used by robots and systems, this standard can be utilized as a digital twin platform.

Converting a real-world object into 3D data

Segmenting 3D data into box-shaped sections
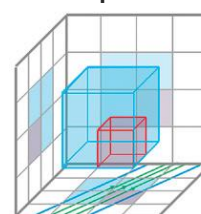
DMP's role

Development related to 3D spatial information platform

Note: (1) Technology for digitally replicating a "twin" in the virtual space based on data collected in the real world and performing various simulations.
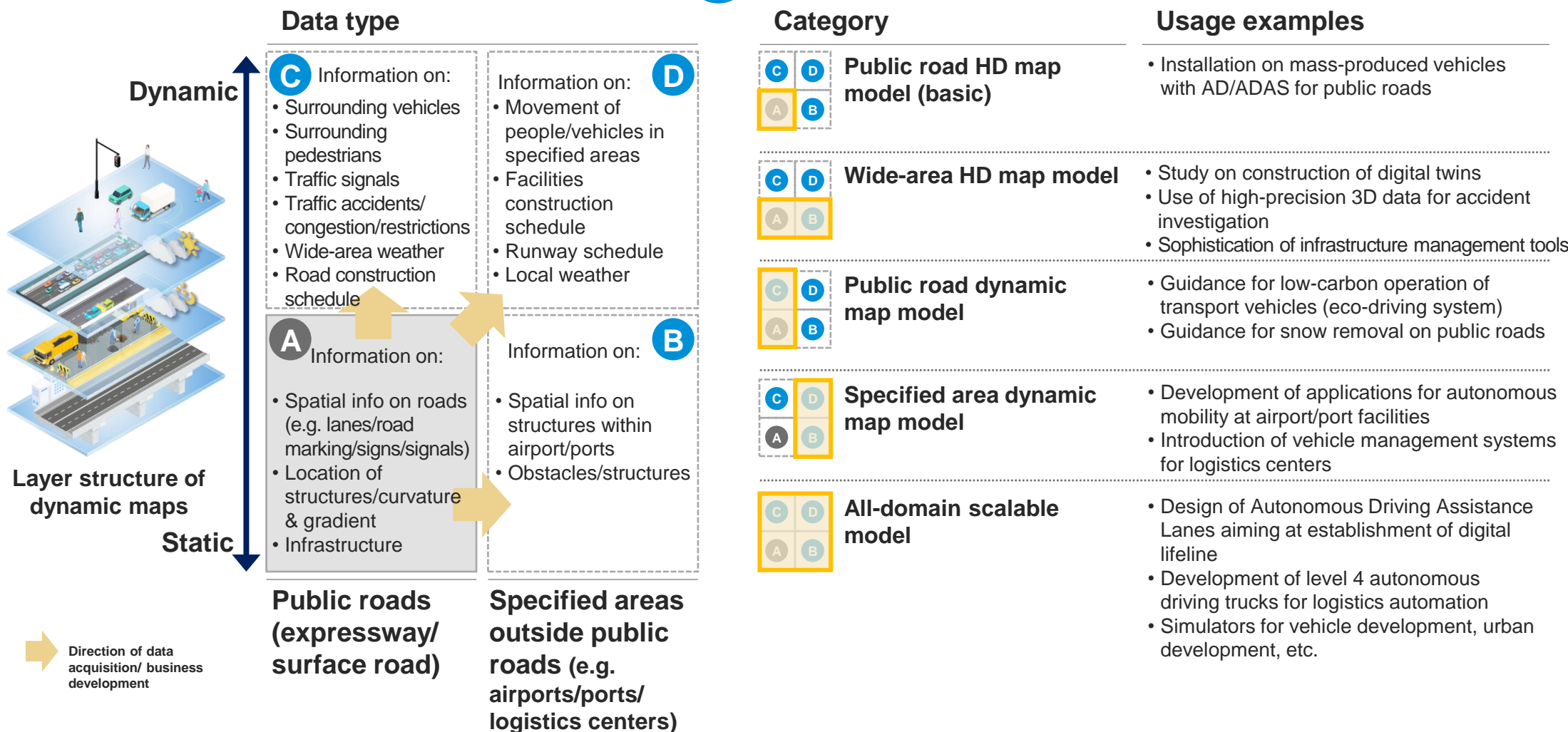
Building Dynamic Map Platform by Integrating Various Types of Data

Our high-precision 3D data provides a highly accurate location information platform for dynamic maps.

Starting with acquiring static data on public roads, we collect and form a system of various types of dynamic data. We also move into specified areas outside public roads, and develop and introduce applications that integrate dynamic data in order to establish dynamic maps.

Data that makes up dynamic maps

> **Use cases that can be realized through acquisition/integration of various type of data**

Data type

Dynamic

C Information on:
- Surrounding vehicles
- Surrounding pedestrians
- Traffic signals
- Traffic accidents/congestion/restrictions
- Wide-area weather
- Road construction schedule

D Information on:
- Movement of people/vehicles in specified areas
- Facilities construction schedule
- Runway schedule
- Local weather

A Information on:
- Spatial info on roads (e.g. lanes/road marking/signs/signals)
- Location of structures/curvature & gradient
- Infrastructure

B Information on:
- Spatial info on structures within airport/ports
- Obstacles/structures

Static

Layer structure of dynamic maps

Public roads (expressway/surface road)

Specified areas outside public roads (e.g. airports/ports/logistics centers)

➡ **Direction of data acquisition/ business development**

Category

|	Usage examples
Public road HD map model (basic) [C][D][A][B]	• Installation on mass-produced vehicles with AD/ADAS for public roads
Wide-area HD map model [C][D][A][B]	• Study on construction of digital twins • Use of high-precision 3D data for accident investigation • Sophistication of infrastructure management tools
Public road dynamic map model [C][D][A][B]	• Guidance for low-carbon operation of transport vehicles (eco-driving system) • Guidance for snow removal on public roads
Specified area dynamic map model [C][D][A][B]	• Development of applications for autonomous mobility at airport/port facilities • Introduction of vehicle management systems for logistics centers
All-domain scalable model [C][D][A][B]	• Design of Autonomous Driving Assistance Lanes aiming at establishment of digital lifeline • Development of level 4 autonomous driving trucks for logistics automation • Simulators for vehicle development, urban development, etc.

Business Topics

Most recent cases we have been working on include the development of content for in-vehicle entertainment system using mixed reality (MR) technologies in collaboration with SONY Group, and the automation of transport in a logistics center utilizing level 4 autonomous driving trucks in collaboration with Mitsui Fudosan.
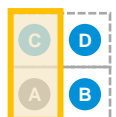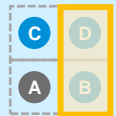
Category of data utilization
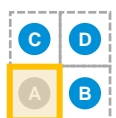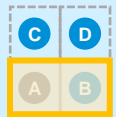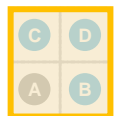
- Public road HD map model (basic)
- **Wide-area HD map model**
- Public road dynamic map model
- **Specified area dynamic map model**
- All-domain scalable model

Recent case studies

SONY — **Development of content for in-vehicle entertainment system using MR technology**

Sony Group Corporation's MR Cruise is an in-vehicle entertainment system that utilizes MR technology. Using the technology, the system displays various CG images overlaid on the monitor that captures the surrounding environment, transforming the window view, which was previously just scenery, into an entertainment space and creating an in-vehicle experience for passengers to enjoy the ride itself.

Through joint field testing, we will create a location information platform for creating content for MR Cruise service using DMP's High Precision 3 D data, and verify its operational feasibility.

Mitsui Fudosan — **Automation of transport in logistics centers using level 4 autonomous driving trucks**

Through field testing in collaboration with Mitsui Fudosan, we aim to consider and implement services with the goal of automation in logistics centers using level 4 autonomous driving trucks. To this end, DMP will create dynamic maps that connect following information needed for enabling autonomous driving operations within logistics centers.

- High Precision 3 D data maps data within the logistics center
- Highly real-time information needed for logistics automation
- Information from autonomous driving trucks and the logistics center's operation management system.

This will contribute to the realization of logistics automation by enabling information provision so that level 4 autonomous driving trucks that have arrived at the logistics center can reach their assigned berth, in addition to connecting operators within the center to the system.

Overall Picture of Our Business Model (2 Pillars of Project and License)

Project business: Orders are received assuming a certain level of gross profit margin

License business: The business utilizes preprocessed data, aiming high profitability

Project — Building the business foundation

- Accepts orders selectively assuming **a certain gross margin**
- Plays a role as **R&D, building a business foundation while cutting down on self-funded investments**
- **COGS mainly comprises variable costs associated with project orders**

A Automotive Business	**B** 3D data Business
Expands HD maps coverage and updates data for GM and other customers	Has track record of a large number of government-led R&D projects

Gross profit growth (illustrative)[1]

- Net sales
- Gross profit
- COGS

Variable cost for each project
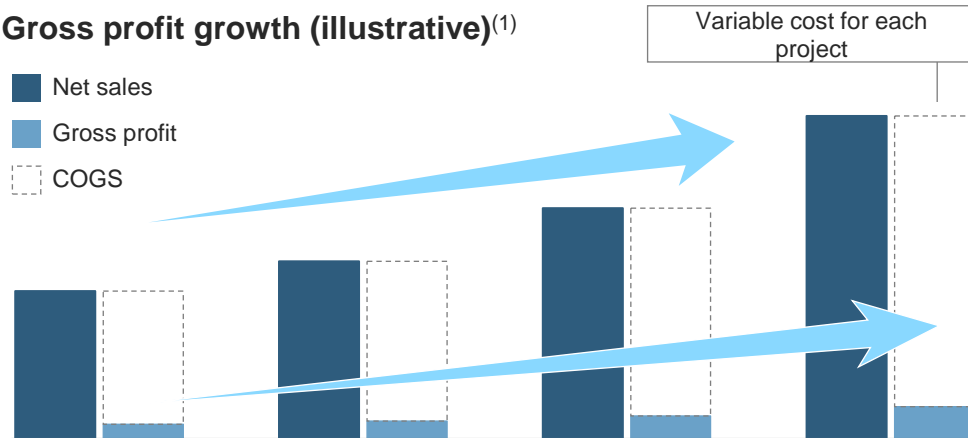
License — Aiming for high profitability

- Utilizes **preprocessed assets (data and systems)**
- **Generates revenues from mass production license sales determined by unit price multiplied by quantity,** and **enterprise data license sales**
- **COGS with fixed expenses** results in **a high marginal profit ratio**

C Automotive Business	**D** 3D data Business
Provides HD maps for mass-produced vehicles (mass production license) / Enterprise data license	Establishes highly versatile data platform / Enterprise data license

Gross profit growth (illustrative)[1]

- Net sales
- Gross profit
- COGS

Fixed cost
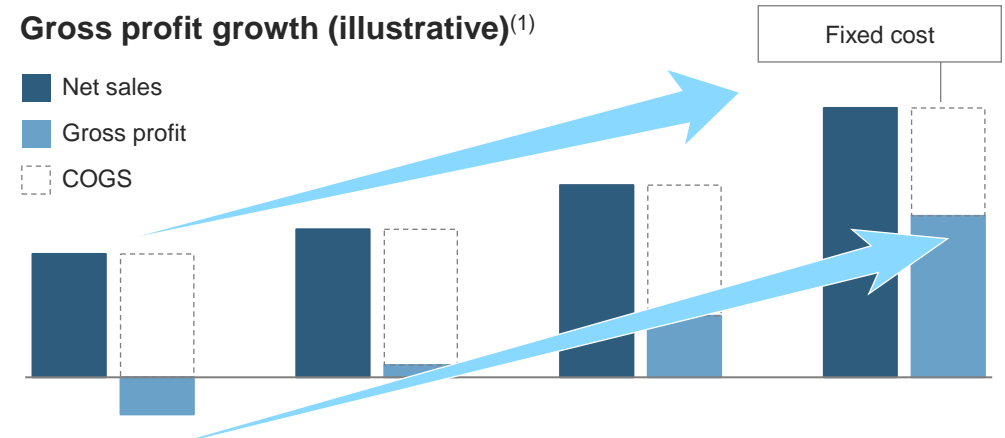
Note: (1) The above charts of gross profit growth are shown for illustrative purpose, and do not guarantee the achievement of figures.

Future Revenue Outlook

In addition to solid growth in flow-type project-business revenue and stock-type license-business revenue (Automotive Business), the outlook incorporates potential growth in license-business revenue (3D data Business).

Short-term → Medium-term → Long-term

Revenue composition in each phase

Present
(FYE3/2025)

License - 3D data

License - Automotive

Project - 3D data

Project - Automotive

Revenue details in each phase

Sales of existing data	Expansion of sales through alliance partners	Global expansion and wider applications
Increase in the number of new customers	Increase in the number of new customers / Increase in the number of models of existing customers equipped with our products	Accelerating growth driven by increase in the number of new installation + cumulative number of vehicles equipped with our products
Building alliances with leading companies in the AD/ADAS field	Expansion of HD maps licensing volume through alliances	

Steadily accepting entrusted projects primarily from national government

Completion of new map development in advanced countries	Steady data updates and maintenance/ Expansion of new map coverage as needed

Note: (1) The above trend of revenues is shown for illustrative purpose, and does not guarantee the achievement of figures.

02

Financial Result for
Fiscal Year Ended March 2025

**DYNAMIC
MAP
PLATFORM**

FYE3/2025 Summary

Businesses and developments have progressed in line with our medium- to long-term growth strategy. On the financial front, through the listing in March 2025, we have built a management base to support future growth.

As a result, net sales came in above the forecast, and profits (adjusted EBITDA) also improved substantially.

Major Initiatives		
	Business	• Expanded data utilization areas through enhanced collection and integration of dynamic data. New applications were added in logistics & infrastructure (automation for airports) and entertainment (Mixed Reality taxis). **Made progress in building dynamic maps**. • The number of **mass-produced models equipped with our HD maps has increased to 36**. Additionally, **negotiations have progressed** for **automotive enterprise data licenses for AI-related use cases** (major automotive manufacturer group, semiconductor makers, and autonomous driving system makers). • Awarded contract for 3D data business for the Department of Transportation in the U.S. **Expanded 3D data business overseas**.
	Development	• Increased the distance of our HD maps coverage. **Our HD maps coverage exceeded 1.5 million km globally.** • Continued effort to **leverage AI to reduce costs and improve quality in HD maps development and updates.** • Conducted field tests through Digital Lifeline, Bridge and other government projects. Worked on **development of system infrastructure and applications for dynamic data coordination.**
	Finance	• Newly listed on the Tokyo Stock Exchange Growth Market in March 2025. **Raised JPY5.3bn through capital increase on IPO.** • Renewed contracts for the **committed line of credit for a total of JPY2.0bn**. Executed capital policy and financial strategy to support growth.

Earnings Highlights	• **Net sales came in above the earnings forecast, and profits (adjusted EBITDA) also improved substantially, with profitability achieved in Q3 and Q4.**

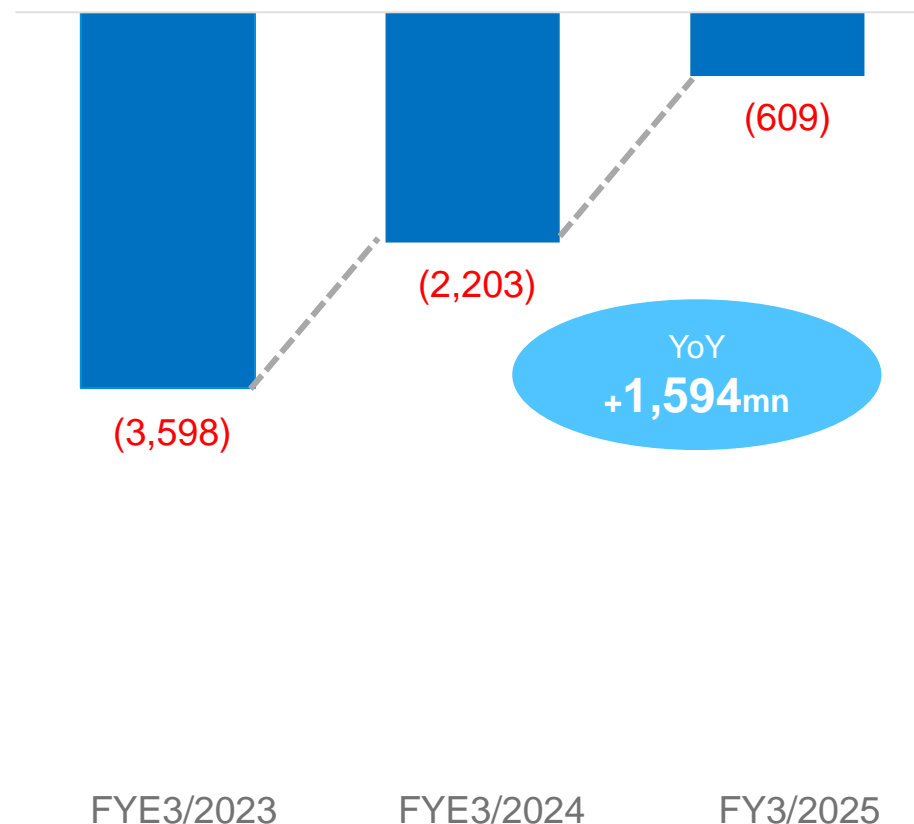# FYE3/2025 Consolidated Earnings Highlights

All of our three priority KPIs– net sales, license sales, and adjusted EBITDA– increased YoY.

Increase in net sales is mainly attributable to a growth in project-business sales resulting from a large-scale project received. License-business sales also showed a steady growth. Adjusted EBITDA, a profit indicator, stood at negative JPY0.6bn, approaching to positive territory.

Net sales (JPY mn)

	FYE3/2023	FYE3/2024	FYE3/2025
Total	3,681	5,567	7,465
Project-business sales	3,026	4,572	6,293
License-business sales	654	994	1,171

YoY **+34**%

Earnings forecast 7,072

■ License-business sales ■ Project-business sales

Adjusted EBITDA (JPY mn)

FYE3/2023	FYE3/2024	FY3/2025
(3,598)	(2,203)	(609)
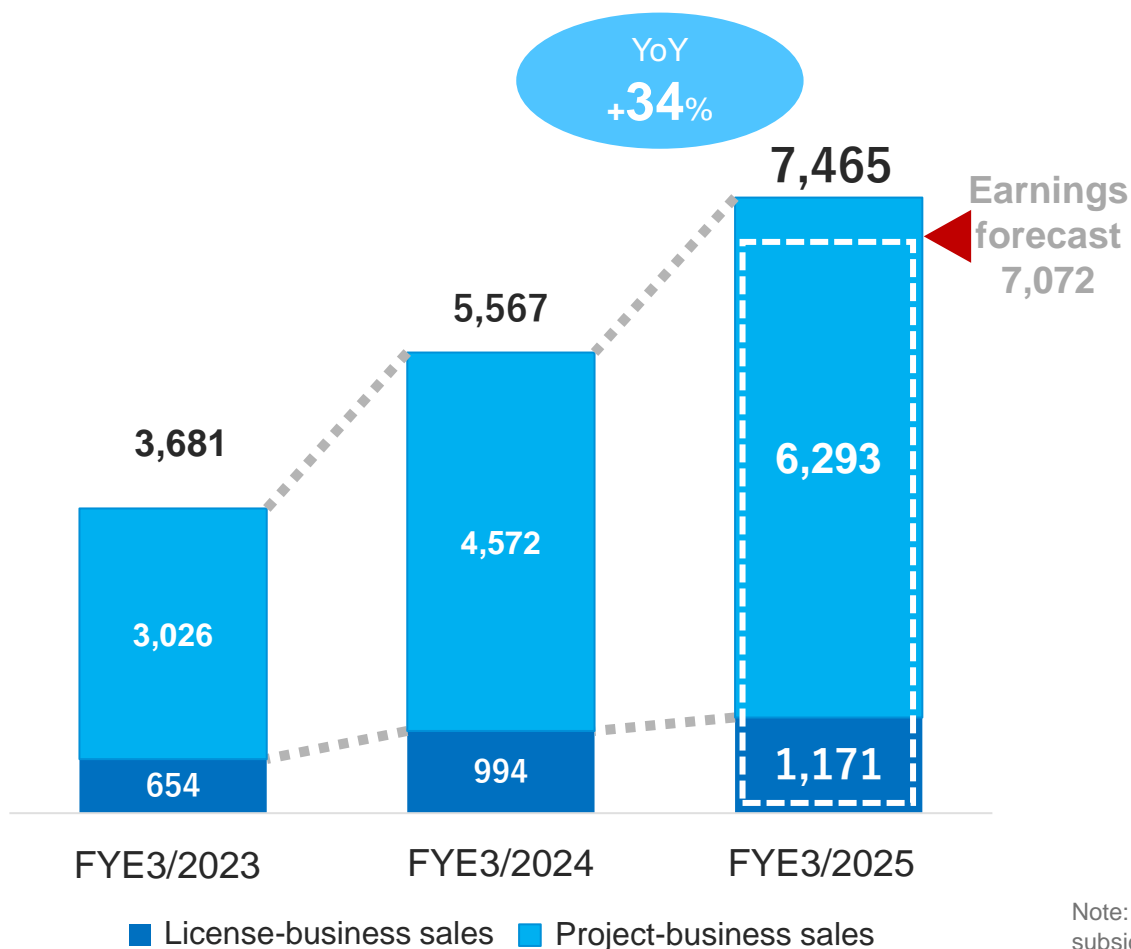
YoY **+1,594**mn

Note: Adjusted EBITDA＝EBITDA (operating profit +depreciation and amortization) + government subsidy income (recorded in non-operating income)

FYE3/2025 Consolidated Results: Quarterly Trends and Comparison with Forecast

Compared to the earnings forecast, net sales exceeded the initial forecast of JPY7,072mn by approx. JPY400mn on the back of stronger-than-expected growth in Q4.

Adjusted EBITDA also outperformed initial forecasts, due to profitable Q3, and Q4 with a surplus of over JPY400mn.[1]

Cumulative net sales (JPY mn)
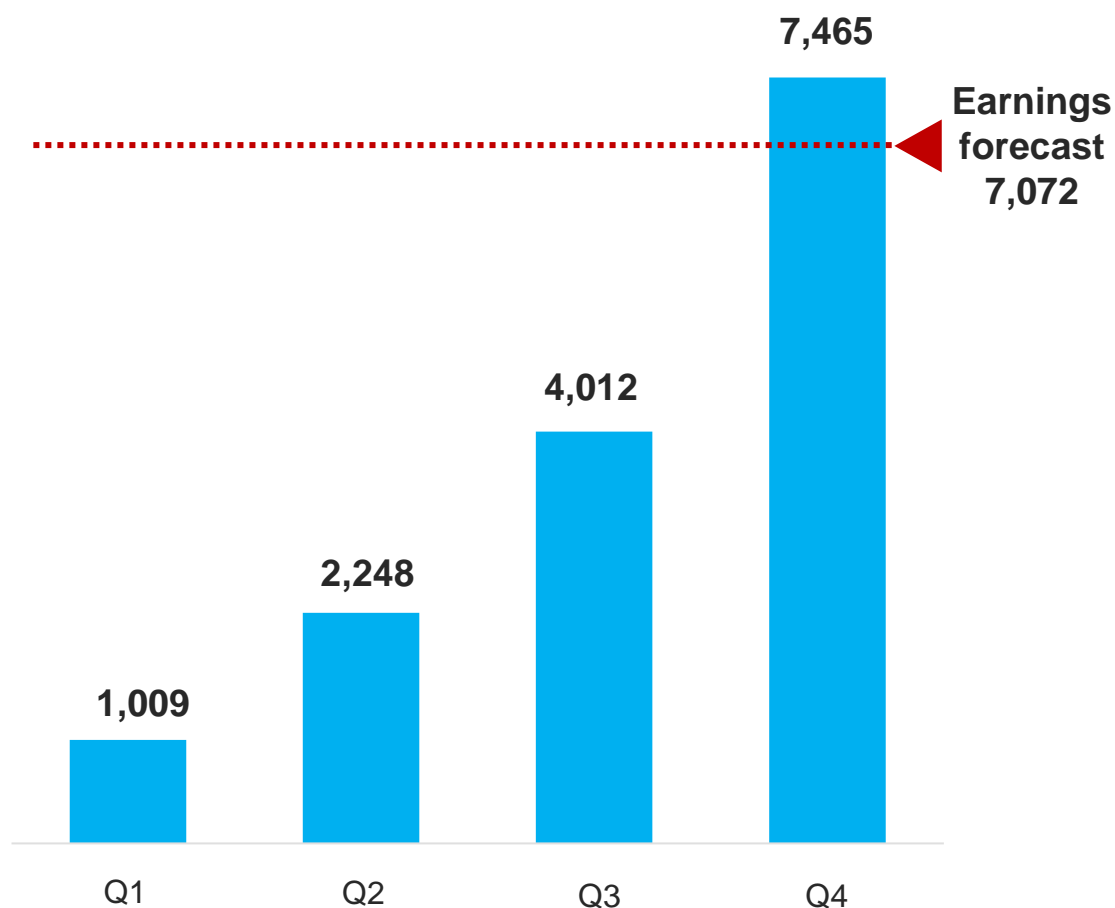
Quarterly adjusted EBITDA (JPY mn)
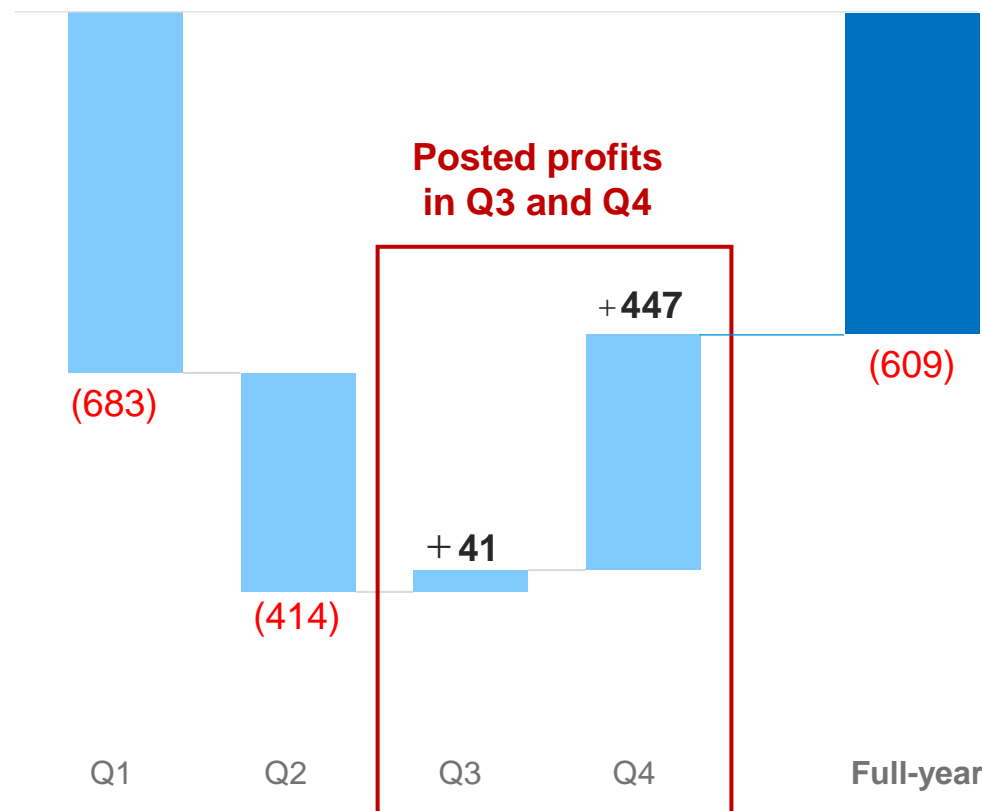
Note: (1) Comparison with internal forecasts. Operating profit, which is disclosed as a full-year forecast, outperformed the full-year forecast by JPY670mn.

FYE3/2025 Consolidated Results: Balance Sheet Trends

We raised JPY5.3bn through capital increase on IPO. With sufficient funds secured, cash and deposits at the end of the fiscal year amounted to JPY8.4bn, and net assets increased from JPY4.9bn at the previous fiscal year-end to JPY9.0bn.

Non-current assets increased by JPY2.0bn, mainly in software assets, as we actively invested in the new HD maps data development in North America.

As of March 31, 2024	As of March 31, 2025

Cash and deposits JPY10.2bn

Liabilities   JPY9.4mn

Current assets JPY12.8bn

Non-current assets JPY1.4bn

Net assets   JPY4.9mn

Total assets   JPY14.2bn

Cash and deposits JPY8.4bn

Liabilities   JPY7.0bn

Current assets JPY12.6bn

Non-current assets JPY3.4bn

Net assets   JPY9.0bn
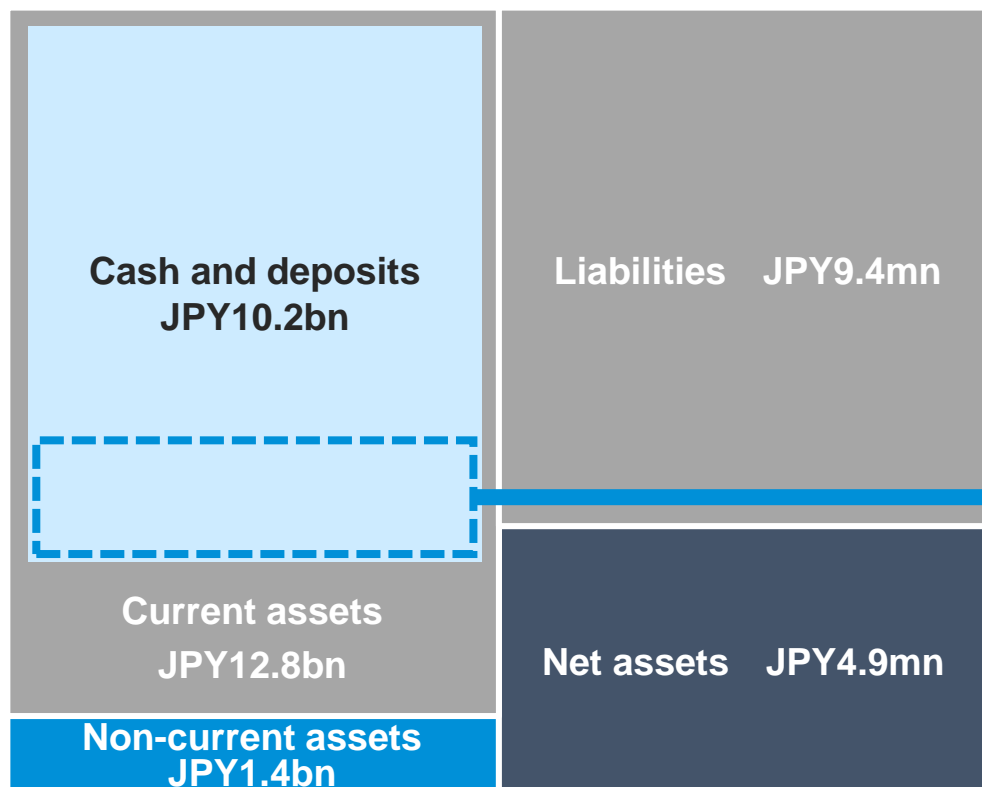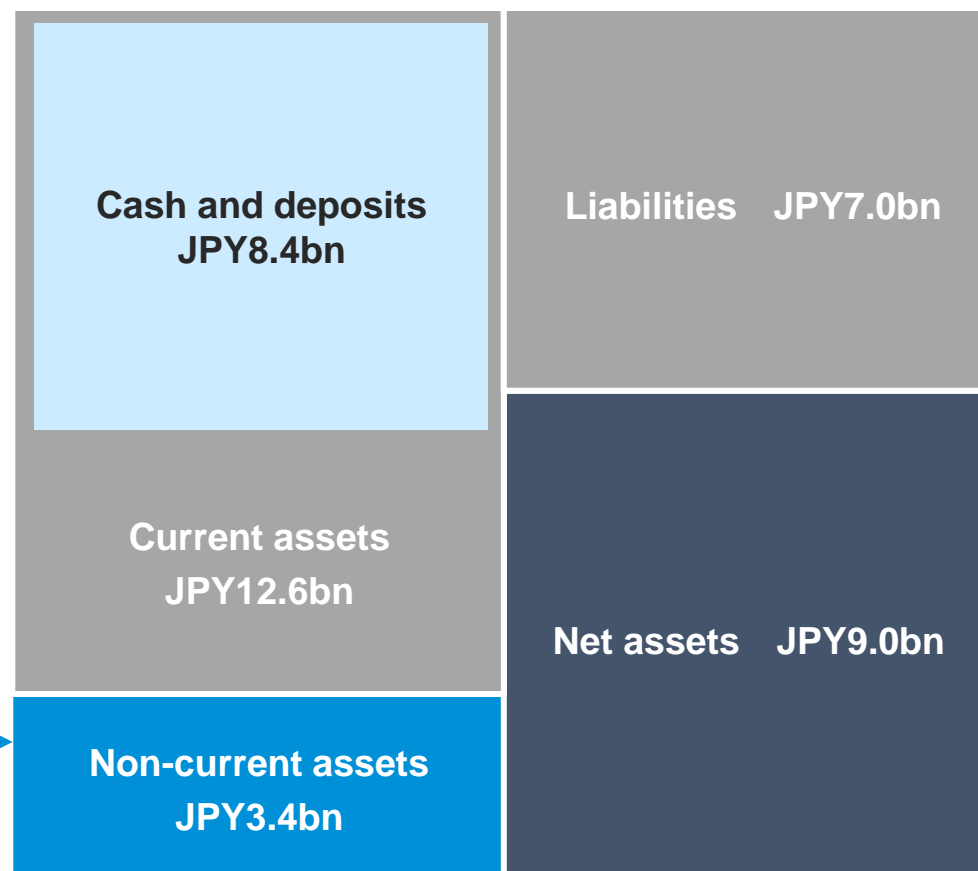
Total assets   JPY16.0bn

03

Financial Forecast for
Fiscal Year Ending March 2026

**DYNAMIC
MAP
PLATFORM**

FYE3/2026 Business Environment and Our Approach

Medium- to long-term outlook remains unchanged, with continuously high expectations for 3D data to drive industry and social digital transformation (DX). We work to expand the license business, enhance alliance aimed at technological and service development, and explore M&A opportunities as growth strategy.

Earnings forecasts are conservative, reflecting possible delays and revisions to investment and development plans in the automotive industry due to the impact of the U.S. tariffs.

| **Business environment** | > | **Our approach and the basis for the earnings forecasts for FYE3/2026** |

- **High expectations for industry and social DX**

- **Stable demand from government projects**

- **Minimal direct impact of tariff policies**

- **Concerns over deteriorations in client companies' earnings and investment/development plans**

Expanding license business

- Focus on expanding highly profitable license business.
- Seeing more inquiries from software/ semiconductor/ AI companies, etc. Support customers in solving their issues by providing existing DMP data.

✓ **The forecasts incorporate expanded mass production license and sales of enterprise data license. Potential for additional revenues from license for software companies and enterprise data license.**

Developing technologies and services (collaboration)

- Collaborate on technological and service development using DMP data through alliance with global companies.

✓ **Potential for additional revenues through development and data sales through alliance partners.**

M&A

- Strengthened governance and organizational structure in the course of preparing for listing. Completed financing to support medium- to long-term growth.
- Actively pursue M&A opportunities as an effective growth strategy.

✓ **Potential for additional revenues through M&A deals**

FYE3/2026 Full-Year Earnings Forecast

We forecast net sales of JPY7.0bn, license-business sales of JPY2.3bn, and adjusted EBITDA of negative JPY0.5bn, under sufficiently conservative assumptions based on the business environment described on the previous page.
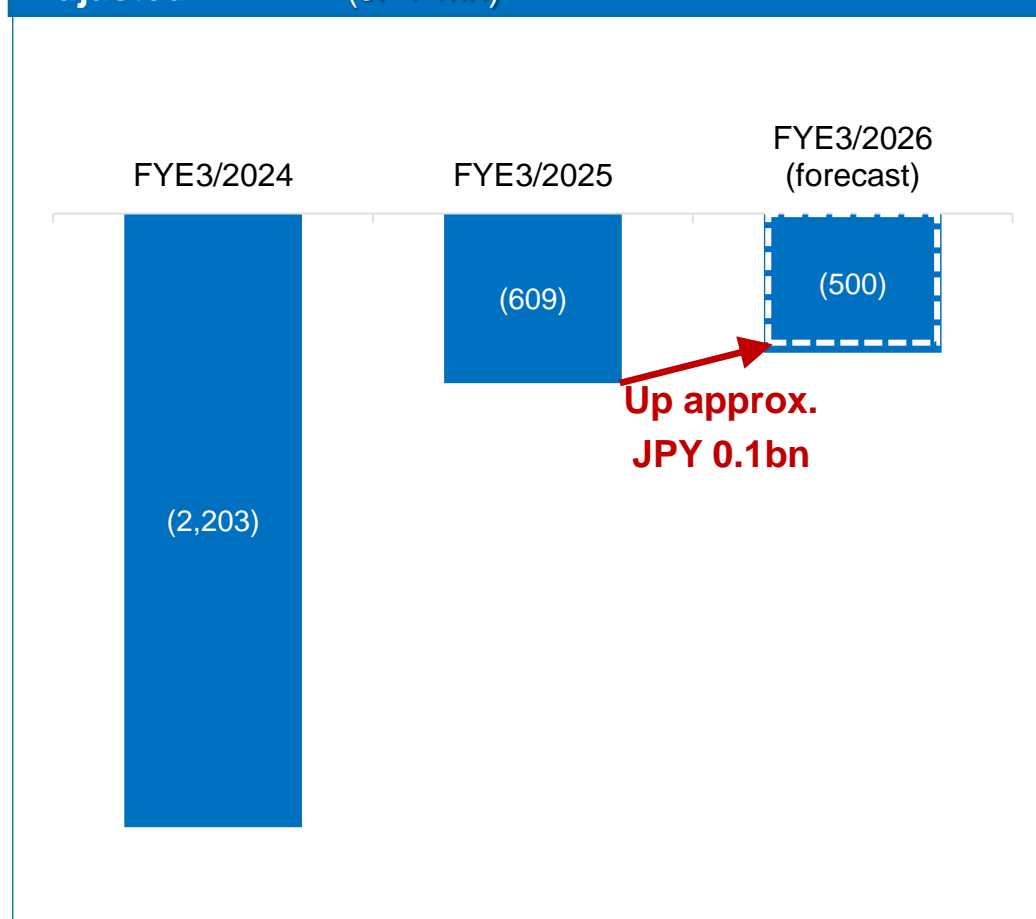
While we base overall net sales on conservative assumptions, we expect license-business sales, which we focus on from a profitability perspective, to double to JPY2.3bn due to increased sales of HD map-equipped models and expansion of enterprise license data. Project-business sales are expected to show a YoY decline based on our policy of prioritizing orders for projects that will contribute to future profitability. However, we will accept additional orders if they can secure sufficient profitability.

Accordingly, we project a YoY improvement in profits, even with an assumption of decline in net sales, fully factoring in the risks in the current economic environment.

Net sales (JPY mn)

	FYE3/2024	FYE3/2025	FYE3/2026 (forecast)
Total	5,567	7,465 (Forecast 7,072)	(Forecast 7,000)
Project-business sales	4,572	6,293	4,700
License-business sales	994	1,171	2,300

+96%

■ License-business sales   ■ Project-business sales

Adjusted EBITDA (JPY mn)

FYE3/2024	FYE3/2025	FYE3/2026 (forecast)
(2,203)	(609)	(500)

Up approx. JPY 0.1bn

[dashed box] Full-year earnings forecast
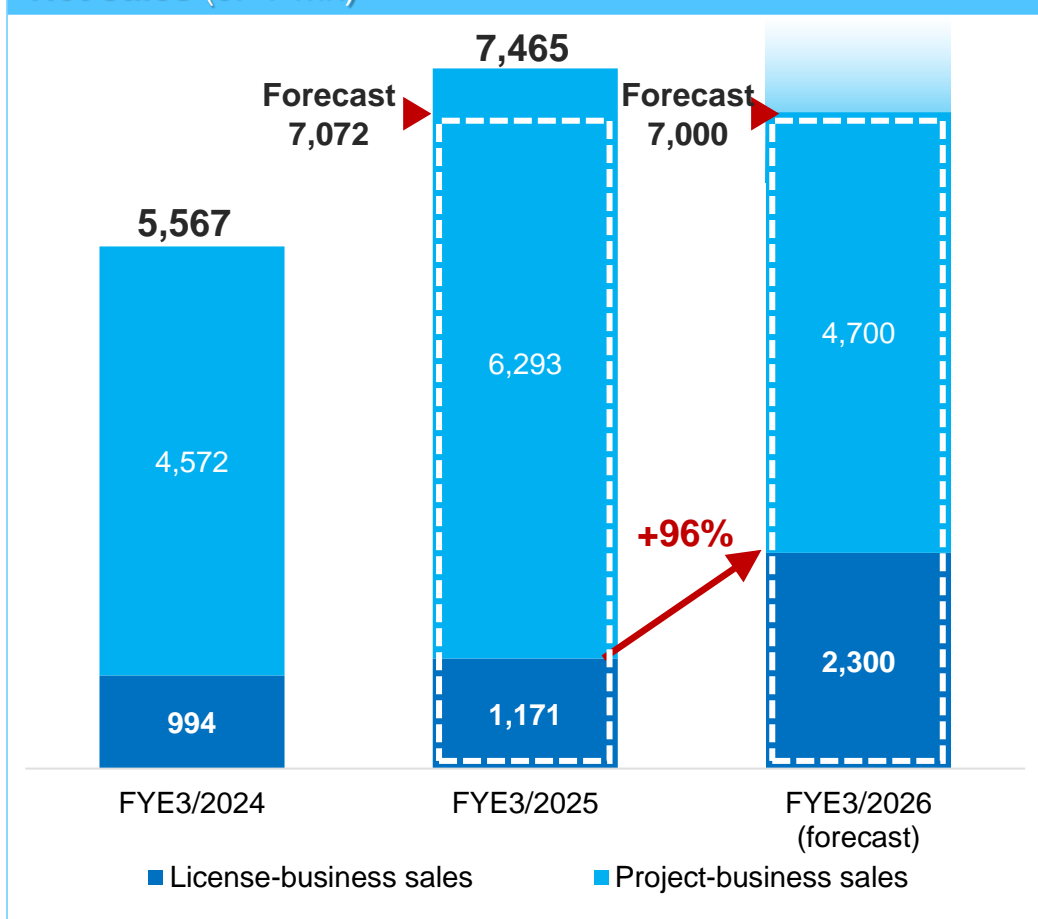
FYE3/2026 Key Initiatives to Boost Sales

We work to realize sales growth potential in each sales category.

License business: Selling data for simulator and other applications through alliance partners, and capturing potential HD map sales for enterprise data license.

Project business: Winning/expanding contract scale for public and private-sector projects; expanding HD map coverage regions and developing HD maps for new road categories.

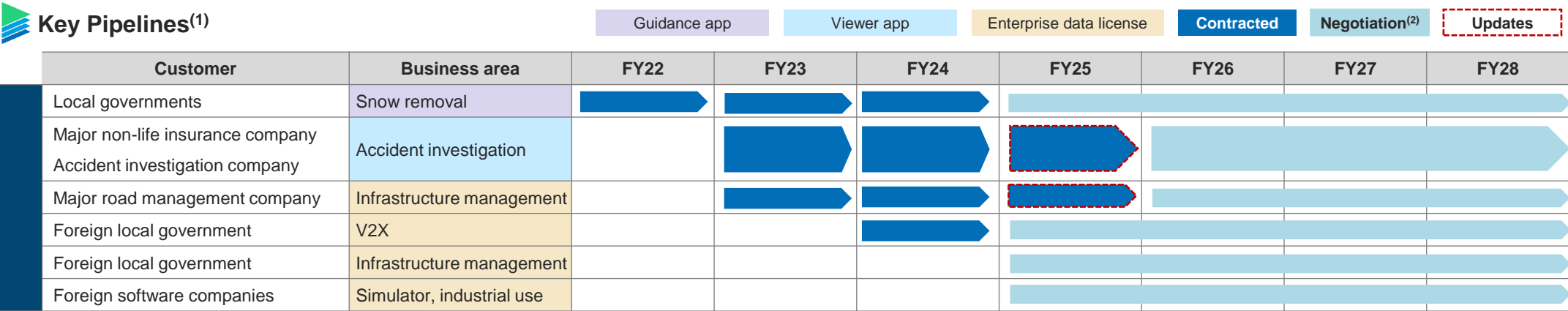| Sales category		Priority initiatives in FYE3/2026	➕ Potential for sales growth
License business	**3D data Business**	• Selling DMP's HD map data through alliance partners	• **Sales of DMP's data through alliance partners** (e.g. PTV, Terrasolid) • **Sales expansion of snow removal support system** • **Sales expansion of 3Dmapspocket**
	Automotive Business	• Mass production license: increasing the number of makers/models of HD map-equipped vehicles	• **Sales fluctuations linked to sales trends of HD map-equipped vehicles**

		• Enterprise data license: selling data license for leading players in the area of autonomous driving/advanced driver assistance	• **Sales of data for AI training and inference**
			  • For major global map makers
			  • For major semiconductor makers
			  • For major in-vehicle system makers

Project business	**3D data Business**	• Efforts to win/expand the contract scale for public and private-sector projects that lead to the development of products for license business	• **Expansion of the contract scale for government projects** • **Securing and expanding contract orders for projects of our collaboration & alliance partners in the private sector**
	Automotive Business	• Expanding HD map data coverage regions through collaboration with automotive makers, and winning orders for the development of HD maps for new road categories	• **Winning orders for HD map development for new countries, regions and road categories**

04

Pipeline Update

License Business (3D data)

Based on our extensive database of mapped data covering 1.5 million km globally and accumulated technical expertise, we have focused on sales activities. With future volume expansion, the business is expected to be a growth driver for both revenue and profit. By partnering with PTV Group of Germany, Terrasolid of Finland and more, we will work to expand our sales of 3D data.

Key Pipelines[1]

Legend: Guidance app | Viewer app | Enterprise data license | Contracted | Negotiation[2] | Updates

Customer	Business area	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Local governments	Snow removal	Contracted	Contracted	Contracted	Negotiation			
Major non-life insurance company / Accident investigation company	Accident investigation		Contracted	Contracted	Contracted (Updates)	Negotiation		
Major road management company	Infrastructure management		Contracted	Contracted	Contracted (Updates)	Negotiation		
Foreign local government	V2X			Contracted	Negotiation			
Foreign local government	Infrastructure management				Negotiation			
Foreign software companies	Simulator, industrial use				Negotiation			

Initiatives to Expand Data Sales Through Business Partners

Collaborations with overseas software companies

● January 2025: We agreed with PTV Group, a German-based simulation software provider **to combine DMP's high-precision 3D map data (HD maps) with PTV's traffic simulation software to provide a more sophisticated simulation environment.** Through this collaboration, we aim **to further utilize HD maps in simulations.**

● April 2025: We signed MOU with Terrasolid Ltd., a Finland-based provider of point cloud and image processing software, with the aim of **democratizing access to precise 3D data and driving innovation across various industries.** Through this collaboration, we **aim to foster broader adoption of high-precision 3D data and maximize the opportunity to utilize our existing high-precision 3D data.**

(Left) Mr. Steve Perone, PTV Group's Managing Director Mobility

(Right) Shuichi Yoshimura, DMP's CEO & President

Notes:
(1) For contracted items with amounts undisclosed, we withhold disclosure in accordance with agreements with the customers.
(2) "Negotiation" refers to various stages of ongoing negotiations leading up to "Contracted." Some pipelines include cases where concrete terms and conditions are being clarified. However, none of these have reached legally binding agreements, nor do they guarantee the conclusion of contracts or generation of revenue in the future.

License Business (Automotive)

Track record of adoption by multiple automotive makers. We expect an increase in vehicle models equipped with our data due to expanding demand. Negotiations for enterprise data license sales are also progressing.

Key Pipeline (1) (2) (3)

Legend: Mass production license | Enterprise data license | Contracted | RFQ(4) | RFI(5) | Negotiation(6) | Updates

Contract type	Customer	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Unit price × quantity (unit) Unit price: fixed Quantity: estimated based on customer hearing	Automotive maker A	JPY60mn	JPY160mn	JPY300mn	JPY3,130mn			
	Automative maker B	JPY180mn	JPY490mn	JPY500mn	JPY3,190mn			
	Automative maker C							
	Automotive maker D							
	Automotive maker E							
	Automotive maker F							
	Automotive maker G	Finalizing details for signing contract						
	Automotive maker H							
	Automotive maker I							
	Automotive maker J							
	Automotive maker K							
	Automotive maker L							
	Automotive maker M							
Non-disclosure	Global major map maker	Ongoing negotiations with several major global map makers						
	Global major semiconductor maker	Advancing negotiations with several semiconductor makers						
	Major in-vehicle system maker	Advancing negotiations for providing data for AI & simulations						

Notes: (1) The amounts shown in the pipelines are estimated revenues based on contract unit prices and sales quantity estimates based on interviews with customer. If actual sales quantities fall below estimates, the figures may not develop as shown in the chart. (2) The exchange rates used for calculations are JPY131.43/USD for FY2022, JPY140.56/USD for FY2023, JPY151.58/USD for FY2024 and JPY140/USD for FY2025 and beyond. (3) For contracted items with amounts undisclosed, we withhold disclosure in accordance with agreements with the customers. (4) RFQ: refers to the status of responding to a request for quotation (RFQ) received from a customer. The RFQ or response thereto has no legal binding force, and there is no guarantee that a contract will be concluded in the future based on the RFQ or the response. In the automotive industry, in general, development contracts and production plans are often considered looking several years ahead to the start of service provision. At the time of receiving an RFQ, the pipeline is assumed to become more concrete. However, the transaction details or sales conditions provided in the response to the RFQ may be changed or the order may be canceled afterward, failing to generate the revenue anticipated by the Group. (5) RFI: refers to the status of responding to a request for information (RFI) received from a customer. The RFI or response thereto has no legal binding force, and there is no guarantee that a contract will be concluded in the future based on the RFI or the response. Specifically, RFI is a stage leading up to the receipt of RFQ, and the transaction details and sales conditions specified in the responses to RFI may be changed or the order may be cancelled in the stages proceeding to RFQ and Contracted, failing to generate the revenue anticipated by the Group. (6) Negotiation: See note on P28.

Project Business (3D data)

DYNAMIC MAP PLATFORM

Track record of securing multiple government projects in the 3D data business, underpinned by a strong relationship with the Japanese government. Working also to win collaborative projects with private companies. To date, the contract has been finalized for the development of "Bridge" dynamic maps for public areas. Contracts for other projects are scheduled to be concluded in Q2 onwards.

Key Pipeline (revenue recognized from FY2022 onwards) [1] [2]

Contracted **Negotiation[3]** **Updates**

Contract type	Customer	Project	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Contract with fixed amount / Total amount: fixed	NEDO*	Green innovation fund	JPY120mn	JPY680mn	JPY320mn				
	Digital Agency	Research and study on the construction of digital twins	JPY670mn						
	Digital Agency	Demonstrative research on the development of an industrial data collaboration platform in the mobility sector		JPY270mn					
	NEDO	Digital Lifeline			JPY1,460mn				
	METI*	"Bridge" dynamic maps for public areas		JPY100mn	JPY210mn	JPY210mn			
	METI	Fiscal year 2023 "standardization acceleration support project (international standardization of high-precision 3D map data)"		JPY130mn					
	Private company	Field testing for logistics automation							

Based on the government's long-term plan, continuous orders are expected

※Contracts beyond FY25 are not completed, since government projects are basically single-year contracts.

NEDO: New Energy and Industrial Technology Development Organization
METI: Ministry of Economy, Trade and Industry

Representative Projects

Digital Lifeline: Autonomous Driving Assistance Lanes

● Development of a data coordination system related to autonomous driving operations

● Through the implementation of dynamic maps, we support the autonomous driving bus operation and punctual operation of logistics trucks, thereby contributing to solving regional transportation crises and the "logistics 2024 problem."

Notes: (1) These pipelines represent estimated revenues that can be received based on the contract, and may not develop as indicated. (2) The exchange rates used for calculations are JPY131.43/USD for FY2022, JPY140.56/USD for FY2023, JPY151.58/USD for FY2024 and JPY140/USD for FY2025 and beyond. (3) Negotiations: See notes on P28.
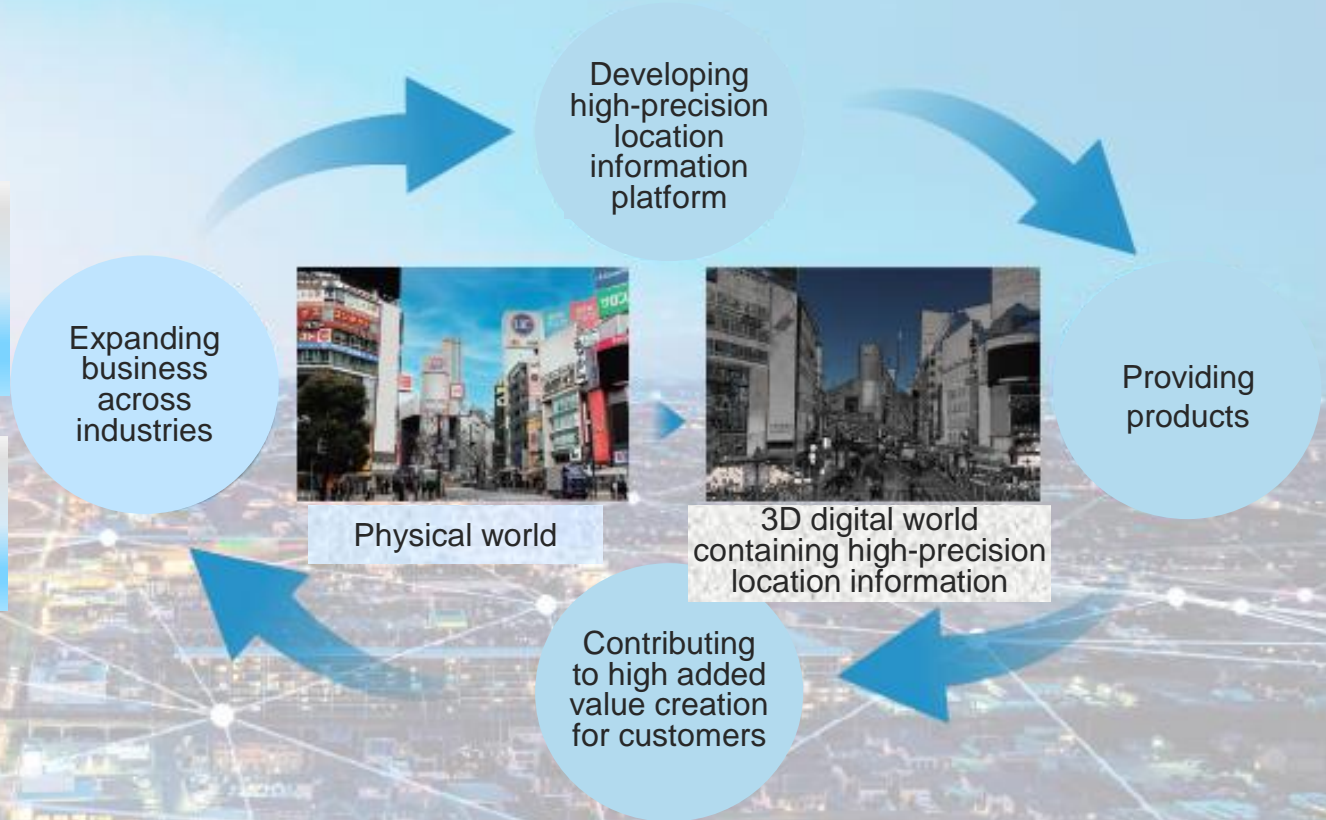
Project Business (Automotive)

We have expanded coverage of HD maps, the base of our business, while ensuring stable revenues and reducing our own burdens.

Key Pipeline (revenues recognized from FY2022 onwards) [1] [2] [3]

Legend: Contracted | RFQ[4] | RFI[5] | Negotiation[6] | Updates

Contract type	Customer	Project	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Orders at fixed contract prices — Total amount for multiple years: fixed — Allocation for each fiscal year: based on results and estimates by DMP	Automotive Company	New development	JPY190mn						
		New development	JPY260mn	JPY720mn					
		New development		JPY670mn	JPY1,800mn	JPY680mn			
		New development		JPY60mn	JPY3mn	JPY360mn			
		New development	JPY800mn	JPY220mn	JPY90mn				
		New development	JPY110mn	JPY340mn					
		New development							
		New development							
		New development							
		New development							
		Update maintenance	JPY690mn	JPY1,020mn	JPY1,320mn	JPY1,450mn			
		Update maintenance							

Representative Projects

Development of HD maps for client automotive companies

- We establish HD maps for major roads in the U.S., Europe, and other regions, and generate revenue based on coverage distance.
- Plan to have continued business in new regions on top of additional development in the existing regions.
- Expect stable revenue through map updates and maintenance.

Notes
(1) These pipelines represent estimated revenues that can be received based on the contract, and may not develop as indicated.
(2) For contracted items with amounts undisclosed, we withhold disclosure in accordance with agreements with the customers.
(3) The exchange rates used for calculations are JPY131.43/USD for FY2022, JPY140.56/USD for FY2023, JPY151.58/USD for FY2024 and JPY140/USD for FY2025 and beyond.
(4) Request For Quotation: See notes on P29.
(5) Request For Information: See notes on P29.
(6) Negotiation: See notes on P28.

Aim for a shared infrastructure supporting all industries by providing high-precision location information

As a standard infrastructure for the digital society, we aim to create a huge virtual space with absolute accuracy that provides a common platform of high-precision location information to be referenced by all industries.

We provide products that are commonly needed in each industry, help customers create added value, and link them across industries to expand our business.

Developing high-precision location information platform

Providing products

Expanding business across industries

Physical world

3D digital world containing high-precision location information

Contributing to high added value creation for customers

05

Appendix

DYNAMIC MAP PLATFORM

Consolidated Statements of Income

◤ Consolidated Statements of Income

(JPY mn)

	FYE3/2024	FYE3/2025	Change
Net sales	**5,567**	**7,465**	**+1,897**
Cost of sales (COGS)	5,655	6,144	+488
Gross profit (loss)	**(88)**	**1,320**	**+1,409**
SG&A expenses	2,466	2,540	+74
Operating profit (loss)	**(2,554)**	**(1,219)**	**+1,335**
Non-operating income	331	116	(214)
Non-operating expenses	266	311	+44
Adjusted EBITDA	**(2,203)**	**(609)**	**+1,594**
Ordinary profit (loss)	(2,490)	(1,414)	+1,075
Extraordinary income	75	-	(75)
Extraordinary losses	1,627	-	(1,627)
Profit (loss) before income taxes	(4,042)	(1,414)	+2,627
Total income taxes	7	130	+122
Profit (loss)	**(4,050)**	**(1,544)**	**+2,505**
Profit (loss) attributable to non-controlling interests	(1)	(0)	+0
Profit (loss) attributable to owners of parent	(4,049)	(1,544)	+2,505

Breakdown of net sales

	FYE3/2024	FYE3/2025	Change
Net sales	**5,567**	**7,465**	**+1,897**
Domestic	1,654	2,693	+1,039
Overseas	3,913	4,771	+858
Project	4,572	6,293	+1,720
License	994	1,171	+177

- **Net sales**
  Increased thanks mainly to strong growth in project-business sales in the domestic 3D data Business and the overseas Automotive Business.

- **COGS**
  Increased due to larger scale of project-business orders received.

- **Non-operating income**
  FYE3/2024 figure incorporates foreign exchange gains.

- **Extraordinary losses**
  FYE3/2024 figure incorporates an impairment loss on non-current assets in Japan.

Consolidated Balance Sheet / Consolidated Statement of Cash Flows

(JPY mn)

◢ Consolidated Balance Sheet

	FYE3/2024 (As of March 31, 2024)	FYE3/2025 (As of March 31, 2025)	Change
Assets			
Total current assets	**12,824**	**12,562**	**(261)**
Total property, plant and equipment	757	652	(105)
Intangible assets	542	2,644	+2,101
Investment and other assets	116	117	+0
Total non-current assets	**1,416**	**3,413**	**+1,996**
Total assets	14,241	15,975	+1,734
Liabilities and net assets			
Total current liabilities	**4,985**	**6,024**	**+1,039**
Total non-current liabilities	**4,400**	**991**	**(3,408)**
Total liabilities	9,386	7,016	(2,369)
Share Capital	100	2,755	+2,655
Capital surplus	10,090	9,567	(523)
Retained earnings	(5,276)	(3,642)	+1,633
Total shareholders' equity	**4,914**	**8,680**	**+3,765**
Foreign currency translation adjustment	(85)	253	+338
Total accumulated other comprehensive income	**(85)**	**253**	**+338**
Share acquisition rights	**19**	**19**	**–**
Non-controlling interests	**5**	**5**	**(0)**
Total net assets	4,854	8,958	+4,104
Total liabilities and net assets	14,241	15,975	+1,734

◢ Consolidated Statement of Cash Flows

	FYE3/2024	FYE3/2025	Change
Net cash used in operating activities	**(3,166)**	**(2,269)**	**+897**
Net cash used in investing activities	**(842)**	**(2,472)**	**(1,629)**
Net cash provided by financing activities	**159**	**2,829**	**+2,669**

[Consolidated Balance Sheet]
- **Assets**
  Intangible assets increased due to progress in data development in North America.
- **Liabilities**
  Decreased due to repayments of borrowings.
- **Net assets**
  Increased due to capital increase upon IPO.

[Consolidated Statement of Cash Flows]
- **Operating CF**
  Cash outflow decreased as a result of profitability improvement.
- **Investing CF**
  Cash outflow increased due to progress in investments in new data development in North America.
- **Financing CF**
  Increased due to capital increase upon IPO.

Disclaimer

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