

Digital Garage, Inc.

FYE June 30, 2014 Financial Report

2014.8.13



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Mission & Business Model



Corporate Mission

Context Company



As a

Context Company

Digital Garage creates innovative business *context* for the new Internet age and provides unique business solutions for new lifestyles, society, and industries by linking

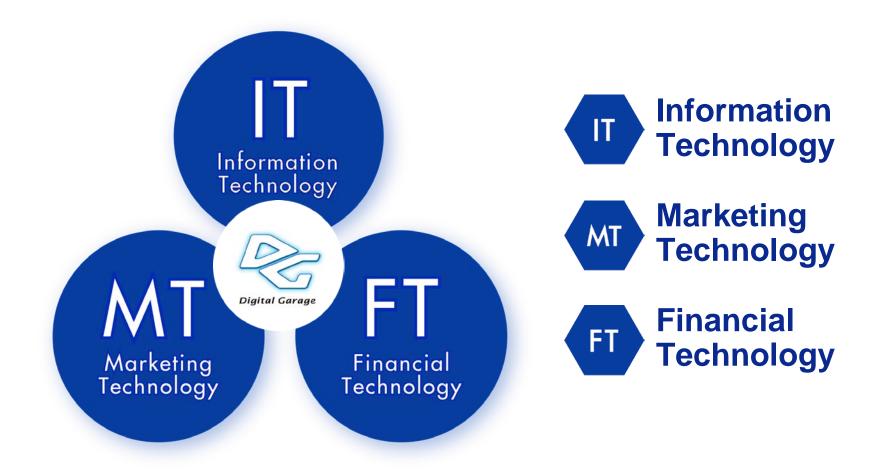
Real & Cyber Local & International Marketing & Technology Present & Future

🗞 Digital Garage Group



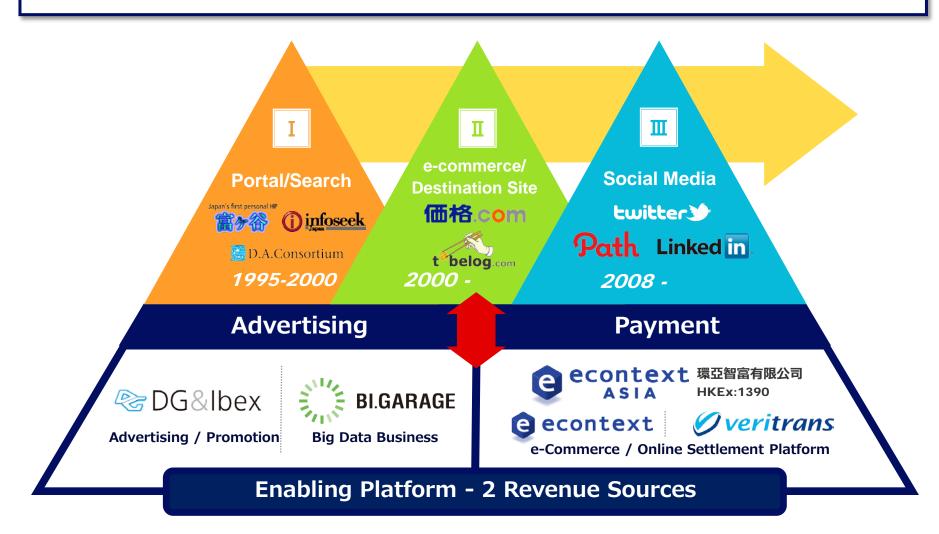


Producing and incubating Internet businesses by optimizing our 3 core strengths: IT, MT, and FT





DG continues to incubate and develop unique Internet services through its *Enabling Platform* since the early days of the Internet

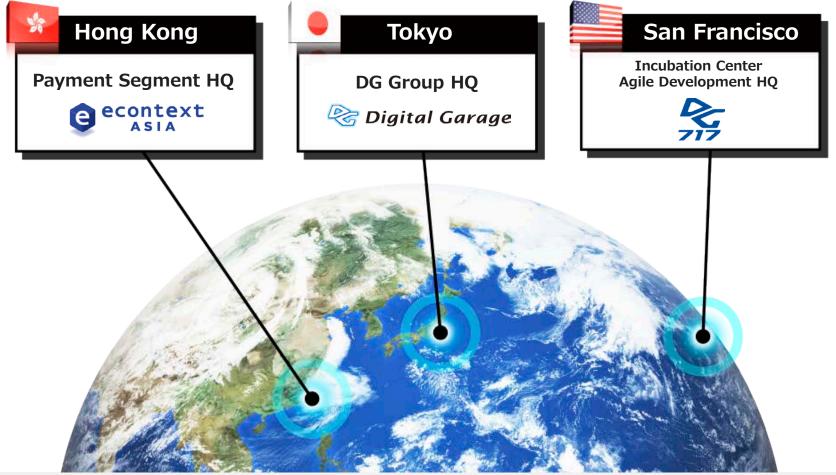






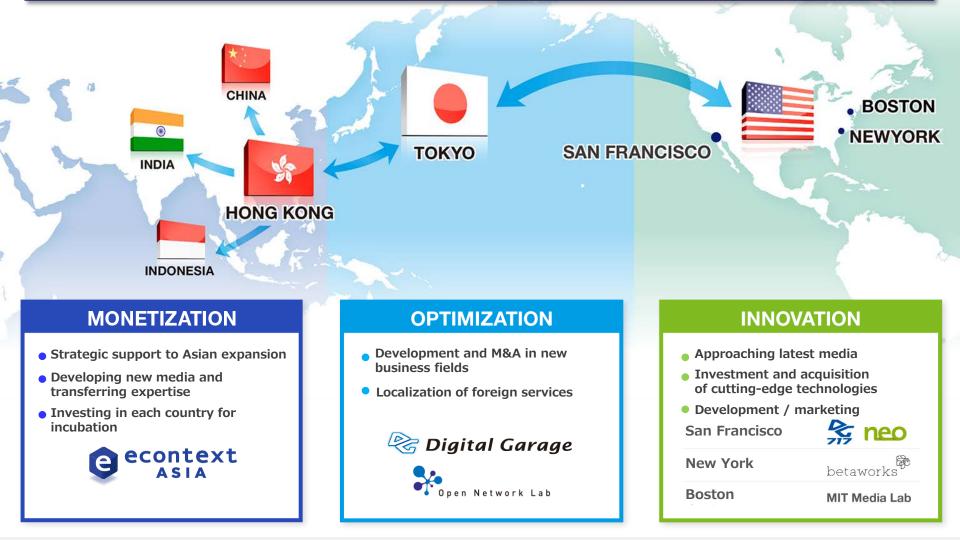


Lean Global Three HQs





Functions and collaborations of the 3 headquarters connecting US, Japan, and Asia



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Investment Highlights



Investment Highlights



Ordinary income grew +44% YoY; Record high for the third consecutive year

 \sim Maintaining positive momentum through FY15 for +50% YoY growth on ordinary income \sim

Incubation : Launching investment ecosystem globally

- Opened an incubation space, DG717, in San Francisco
- Significant revenue/profit growth due to favorable international and domestic stock market
- Capital and business alliance with a NYC-based startup studio, Betaworks

Marketing : Online Ads' continued positive performance; launched Big Data business

- FY14 sales grew +34% YoY, operating income grew +81% YoY
- Significant sales/profit growth led by ROI-focused performance ads
- BI.Garage (JV with Dentsu) launched sale of its big data product, BIG MINING

Payment : econtext ASIA's IPO at Hong Kong Stock Exchange (HKEx : 1390)

- Steady domestic growth resulting from expanding e-Commerce market
- Accelerating the expansion of payment settlement and e-Commerce-related services to Asia
- Launched econtext ASIA EC Fund to promote growth of e-Commerce businesses in Asia

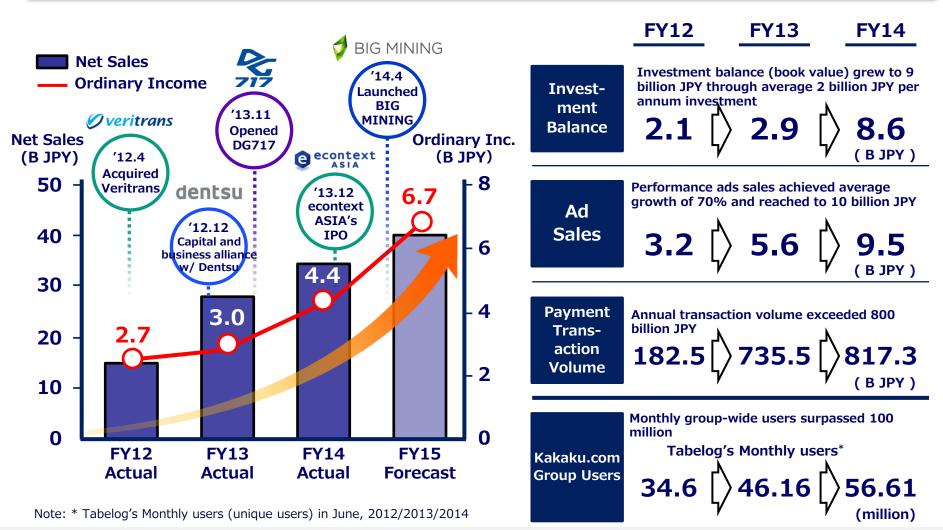
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Achieved Net Sales of 33.7 Billion JPY and Ordinary Income of 4.4 Billion in FY14

\sim Further Growth for the Final Year of Lean Global \sim



Group Financial Performance Review

context company

YoY Sales grew +21%, Op income doubled, Ordinary income grew +44%

 \sim Achieved Op income of 2.6 B JPY and Ordinary income of 4.4 B JPY, hitting record high \sim

JPY in Million	FY13.6	FY1	4.6	R	atio
	(Full Year Act)	(Initial Forcast)	(Full Year Act)	(YoY %)	(Act vs Fcst %)
Net sales	27,964	32,000	33,751	+21	+5
Incubation	2,509	5,000	5,475	2.2 x	+10
Marketing	11,043	12,000	14,822	+34	+24
Payment	14,412	15,000	13,454	-7	-10
Operating Income	1,322	1,800	2,608	2.0 x	+45
Incubation	290	1,100	1,645	5.7 x	+50
Marketing	472	650	854	+81	+31
Payment	1,303	1,150	1,201	-8	+4
Non-operating income	2,179		2,307	+6	
Investment profit on equity method	1,361		1,741	+28	
Non-operating expenses	423		472	+12	
Ordinary Income	3,078	3,500	4,442	+44	+27
Extraordinary income	1,304		630	-52	
Gain on sales of subsidiaries and affiliates' stocks	1,131		-	-	
Extraordinary loss	168		38	-77	
Income before income taxes	4,215		5,035	+19	
Income taxes	1,510		1,887	+25	
Net Income	2,715	2,100	2,847	+5	+36
EBITDA	5,900	4,800	6,607	+12	+38

Note: Interest expense, depreciation, and amortization are added back to income before income taxes to calculate EBITDA.

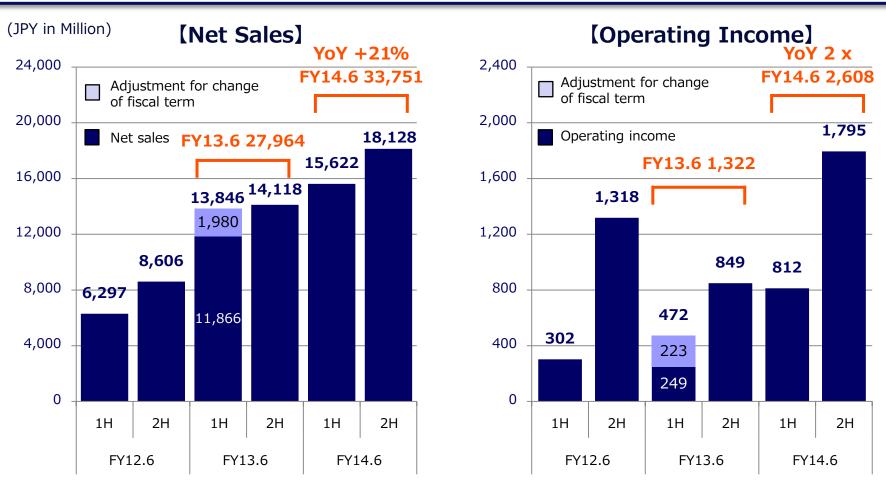
Op income per segment is based on figures prior to elimination or group deduction.

Half-year comparison of Consolidated Sales/Op income

context company

YoY Sales grew +21%, Op income doubled

 \sim In ream terms^{*}, sales grew +30% YoY, Op income grew 2.4 x \sim



Note : FY13.6 actuals include the effect of an irregular 15-month reporting period, due to the fiscal year end shift from March to June for consolidated Veritrans Group. 9 months for 1H, 6 months for 2H

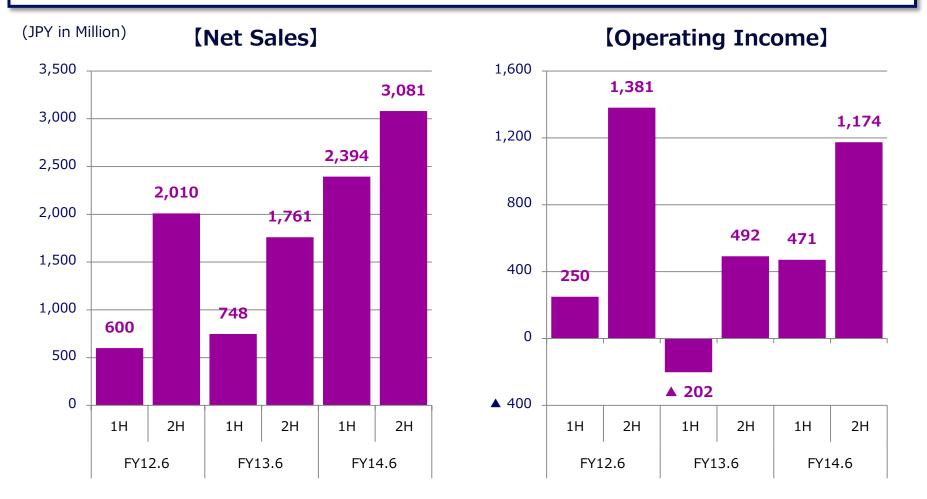
* Ream terms defined as comparison excluding the additional three months - adjustment for the fiscal year end change

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Achieved strong sales and op income growth from the sales of stocks due to favorable market conditions

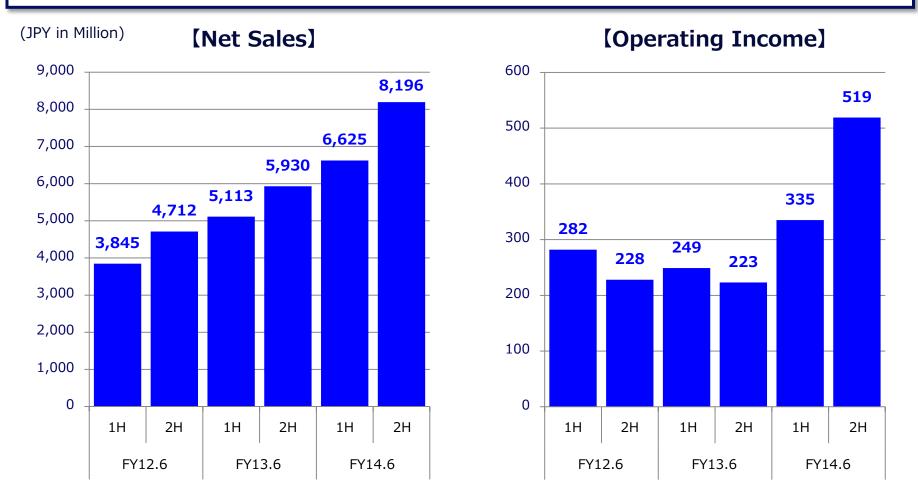
 \sim YoY Sales doubled, Op income grew about 6x, investment balance reached about 9 B JPY \sim





Growth gaining traction in ROI-focused performance ads

 \sim YoY Sales increased 34%, Op income increased 81% \sim

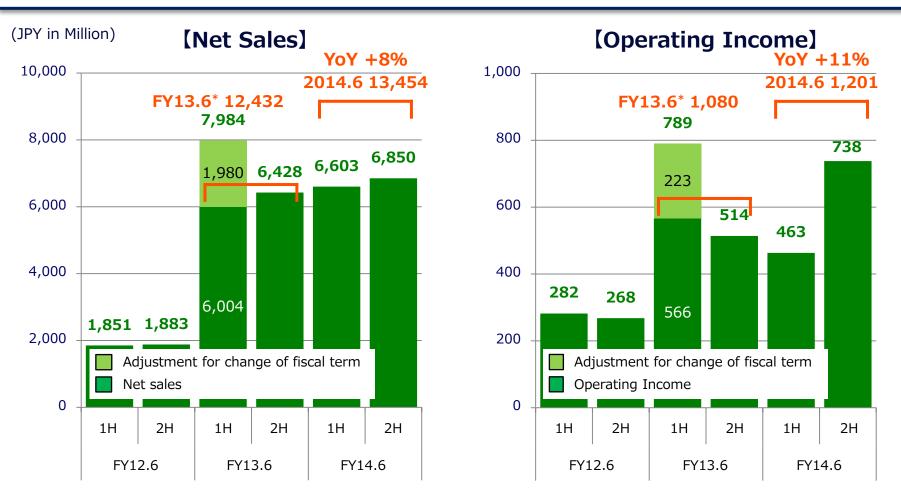


Half-year comparison of Payment Performance



Decrease in both net sales and op income due to the burden of HK IPO costs in addition to the change in fiscal year end

 \sim Achieved net sales growth of 8% and op income growth of 11% YoY in real terms* \sim



Note: * Ream terms defined as comparison excluding the additional three months - adjustment for the fiscal year end change

FY14.6 Consolidated B/S Summary



				context compar
JPY in Million	FY13.6	FY14.6	Difference	Reason for change / Remarks
Current assets	33,837	45,455	+11,618	
Cash and deposits	15,329	24,294	+8,965	Financing - IPO of econtext ASIA, etc
Receivables	9,037	8,596	-441	Payment segment related items
Money held in trust	3,768	889	-2,879	Payment segment related items (Business day factor)
Operational investment securities	2,641	8,063	+5,422	Mark-to-market for listed stocks, etc
Fixed assets	22,173	25,554	+3,381	· · · · · · · · · · · · · · · · · · ·
Investment securities	5,521	10,644	+5,123	Increased investment profit on equity
Investment real estate	3,102	3,619	+517	method etc
Goodwill	9,968	7,354	-2,614	Decreased stake in econtext ASIA
Total assets	56,010	71,009	+14,999	upon the listing
Current liabilities	21,801	25,461	+3,660	
Deposits	18,229	16,434	-1,795	Payment segment related items
Short-term borrowing	305	3,690	+3,385	Demand for working capital
Deferred tax liability	13	1,264	+1,251	Increased due to
Fixed liabilities	6,950	9,058	+2,108	Mark-to-market
Long-term borrowing	6,799	8,841	+2,042	Demand for working capital
Total liabilities	28,752	34,519	+5,767	
Net assets	27,258	36,489	+9,231	
Shareholders' equity	25,279	27,762	+2,483	
Retained earnings	7,003	9,615	+2,612	
Accumulated other comprehensive income	426	2,679	+2,253	
Unrealized gains on securities	31	2,193	+2,162	Unrealized gains after tax Unrealized
Minority interests	1,468	5,906	+4,438	Increased upon the listing of
Liabilities / Net assets	56,010	71,009	+14,999	econtext ASIA

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FY15.6

(Mid-Year Plan)

Published Aug 2012

40,000

7,500

12,500

20,000

6,500

3,500

1,500

3,000

9,000

6,200

10,000

Forecasting growth of : Sales 20%, Op income 73%, Ordinary income 50%

\sim Incubation to drive the growth, Marketing to grow steadily \sim

	FY13.6	FY14.6		FY15.6	5
JPY in Million	(Full Year Act)	(Full Year Act)		(Full Year Forecast)	(YoY %)
Net sales	27,964	33,751	1	40,000	+19
Incubation	2,509	5,475		7,500	+37
Marketing	11,043	14,822		17,000	+15
Payment	14,412	13,454		15,500	+15
Operating Income	1,322	2,608		4,500	+73
Incubation	290	1,645		3,600	2.2 x
Marketing	472	854		1,100	+29
Payment	1,303	1,201		1,450	+21
Ordinary Income	3,078	4,442		6,700	+51
Net Income	2,715	2,847		4,000	+40
EBITDA	5,900	6,607	r	9,000	+36
Dividend per Share	5 Yen × (Ordinary Dividend 5 Yen)	5 Yen (Ordinary Dividend 5 Yen)		7 Yen (Ordinary Dividend (Commemorative Di	5 Yen)

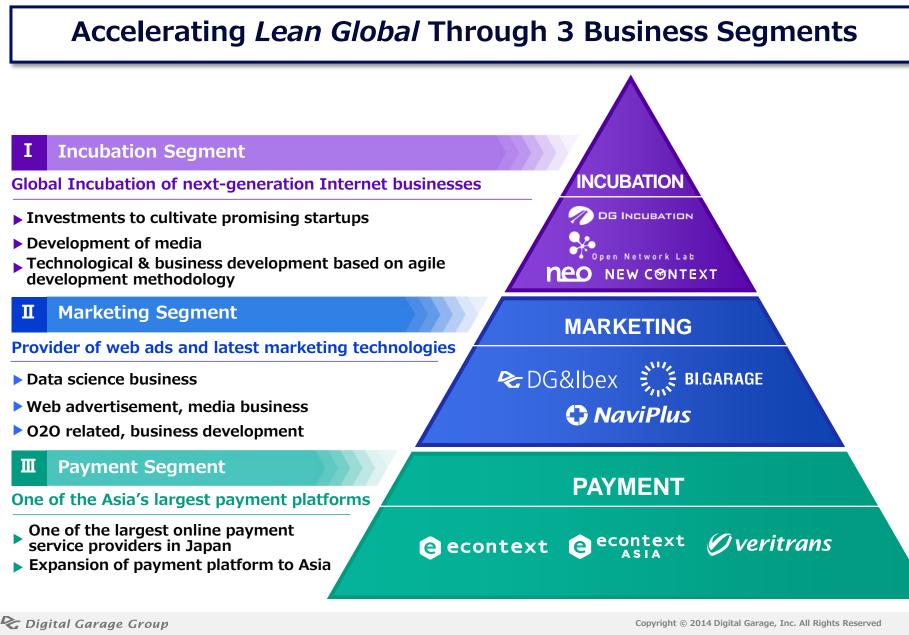
※ Conducted stock split of 1 :20	0 in Oct 1st, 2013. Calculated	d dividend of FY13.6 assumir	ng there was the stock split
Op income per segment is bas	sed on figures prior to elimina	ation or group deduction.	

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Segment Performance Review



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I Incubation Segment

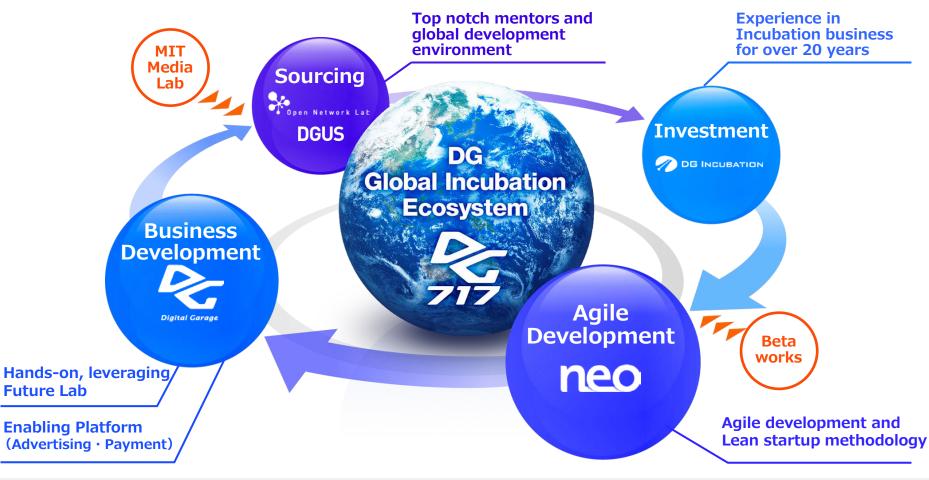
		Net Sales	Operating Income		
FY13.6	Full Year Actual	2,509 M JPY	290 M JPY		
FY14.6	Full Year Actual	5,475 M JPY	1,645 M JPY		
FY15.6	Full Year Forecast	7,500 M JPY	3,600 M JPY		
DG Incubation, Inc. Invests in and incubates cutting-edge Internet startups					
	Network Lab, Inc.	eurs with global visions	Open Network Lab		
Digital Garage US, Inc. The US-based global strategy headquarters					
	nnovation, Inc. s agile software development solutions an	d lean start up methodolog	neo		
	Context Services, Inc. s unique disruptive solutions around data	integrity	NEW C NTEXT		
CIWorks Inc. Operates website to provide knowledge services in medical field					

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Incubation Ecosystem within the DG Group

Maximizing investment return through the global incubation platform where DG invests in and provides development and business support to portfolio companies at each growth stage

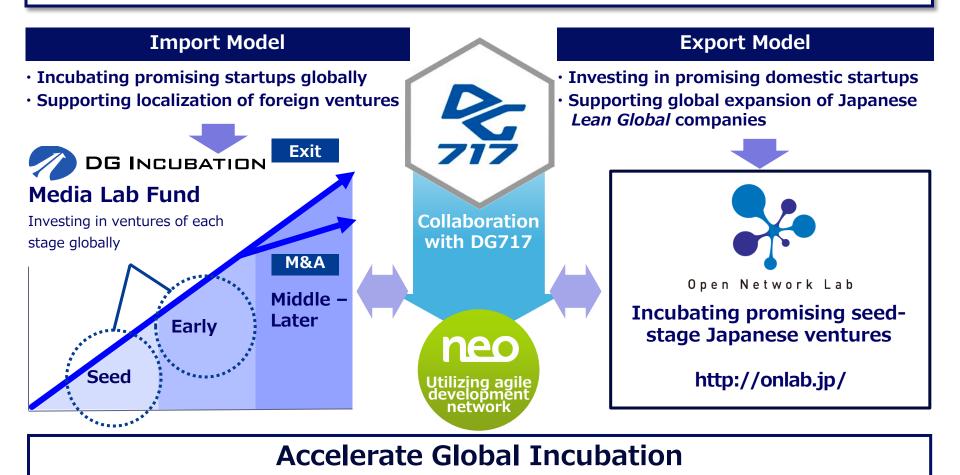


Incubation Segment – Business Strategy



Seamlessly integrating the Import model with the Export model

Utilizing global agile development network and SF Incubation Center Establishment of omnidirectional incubation model



Strengthened and expanded global portfolio pipeline

Accelerating incubation of portfolio companies through close collaboration with Marketing and Payment Segments

Curi	ent Por	tfolio	Portfo	olio companio	es IPOs	in FY2014
Category	Number	Book Value (M JPY)	Lwil	ter	∛ N	Iedia Do
Equity (incl. CN)	77	8,208		.11 NYSE)	•	8.11 TSEM)
Domestic company	20	4,385	_	-	-	-
Overseas company	57	3,822	M	lajor Portfoli	o Compa	anies
Fund Total	5 82	486 8,694		Stage, Inc. oreign]		AnyPerk, Inc. [Foreign]
Note : Mark-to-market as c Distribution by sector			cro	ovides intelligent oss-social-media vertising platform.	ANYPERK	Provides employee perk packages to SMB.
Data	Big Data 0.7%_			Bengo4.com, Inc.		CrowdWorks Inc. [Domestic]
Others 22.1%		13.1% Media 26.4%	う 弁護士ドットコム	[Domestic] Japan's largest portal site for legal counsel.	CrowdWorks	Operates a crowd- sourcing service to freelance engineers and creators.
	a 7.3%	В2В		Goodpatch Inc.[Domestic]		iRidge,Inc. [Domestic]
16.9% Commerce 14.3%		50.4% Commerce 4.3%	Goodpatch	Web development and consulting service firm.	∳Ridge	An O2O marketing provider including a location-based push notification distribution
Company number ba	asis	Value basis				platform for smartpho

% Major portfolio includes privately-held companies that have given DG disclosure permission of which DG's investment exceeds 100 M JPY and owns a minimum 5% share as of June 30, 2014. This information is based on the information disclosed from each company, and DG does not guarantee its authenticity, accuracy, rationality, and completeness.

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context company

US Highlights



Strengthening ties to Silicon Alley in addition to Silicon Valley

 \sim Accelerating global incubation connecting US, Japan, and Asia \sim

West Coast (San Francisco)





- Full launch of incubation space connecting Silicon Valley and Asia
 - Co-working space
 - Events and workshops
 - · Global mentorship



Assisting startups and national clients with agile development and UX/UI expertise

NEW CONTEXT

Focusing on services related to the growing data security market

East Coast (NYC, Boston)



- Capital and business alliance with NYCbased leading startup studio, Betaworks
 - Mutual introduction of promising startups
 - Accelerating incubation in Japan and Asia
 - $\boldsymbol{\cdot}$ Localizing US business for Japan market

Diverse Portfolio

 Pinterest
 Cumble
 bitly
 twitter

 Chartbeat
 Path
 Braintree
 IFTT

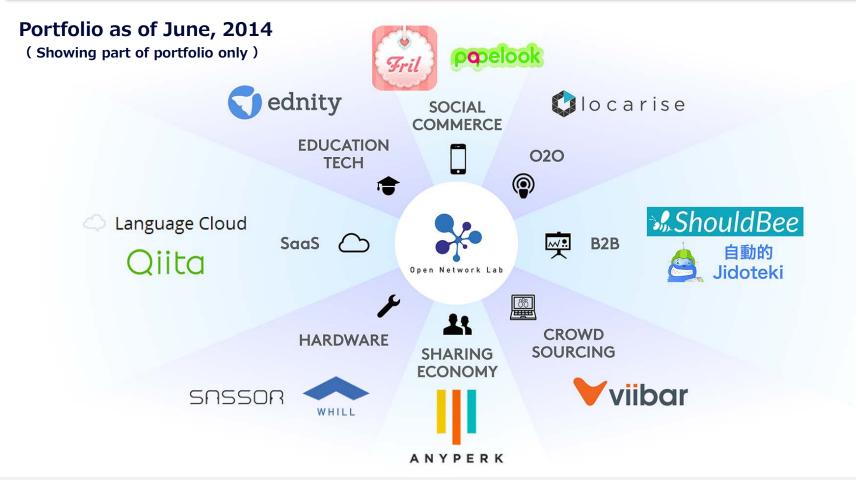
MIT Media Lab

- Accelerating R&D on cutting-edge media and digital technologies
 - · Open-data utilization project
 - Media Lab Fund



Established Onlab brand as the leading Japanese seed accelerator program

- \cdot Nurtured 45 teams / 180 entrepreneurs and engineers in 4 years since launch
- · Launched events and programs for SF/Asian expansion
 - → Hosted DG717 [Open Network Lab Global Pitch] in Nov '13, [FailCon Japan] in Jun '14, etc



context company



II Marketing Segment

		Net Sales	Operating Income
FY13.6	Full Year Actual	11,043 M JPY	472 M JPY
FY14.6	Full Year Actual	14,822 M JPY	854 M JPY
FY15.6	Full Year Forecast	17,000 M JPY	1,100 M JPY

DG&Ibex company

Supports client's business through performance-based ads, Online to Offline strategy and web marketing



► BI.Garage, Inc.

Develops and provides ad products incorporating data science, social marketing, and cutting edge ad technology

BI.GARAGE

► NaviPlus Co., Ltd.

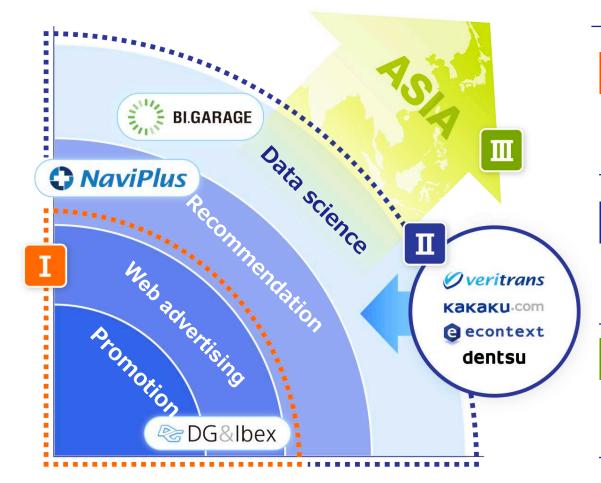
Offers website support tools including personalized recommendation engines





Collaborating with Dentsu group to begin strategic data science business

Deeply cultivating exiting digital marketing business and realizing growth strategy illustrated by I, II, and III below



Deeply cultivating digital marketing business

Monetization of O2O strategy and B2C media businesses in addition to promoting growth of web promotions and mall businesses

I Expanding growth of data science business

Gathering data and know-hows of DG Group and Dentsu group to pioneer a new frontier in data business

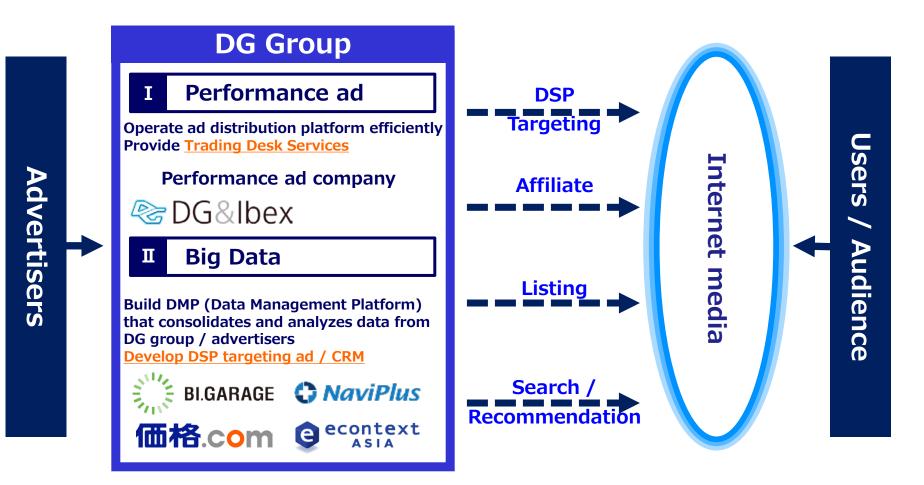
Expanding each business to Asia

Horizontal expansion of businesses to the major Asian markets in conjunction with Payment Segment



Realizing Japan's #1 Performance Ad Agency and Big Data

Building Japan's one of the largest markets on ROI-focused performance ads, unique from other online ad agencies. Offers data-driven high-value-added scientific ad solutions



Cumulative Results in FY14.6 (July to June) **Total sales** Number of clients Sales per client 14.03 billion JPY 43.56 million JPY **322** companies +40% YoY +9% YoY +28% YoY Achieved 40% YoY growth and historical high 14B Yen in sales Sales Growth (100 M JPY) [Growth Factors] YoY 160 Growth led by ROI-focused performance ad taking +40%advantage of deep know-hows in digital marketing Solution 120 Affiliated marketing targeting financial and cosmetic industries continued to lead sales 80 • Distribution value increased 34% YoY to 56.6 billion yen at Point Mall 140.3 • Collaborating and partnering with a membership platform with millions of members 100.4 40 79.8 63.0 Sending customers to actual storefronts based on the know-hows gained from the mall business 0 • Utilizing user data from major retail distributors to optimize customer 2012.6 2013.6 2014.6 2011.6 communication and realize omni-channel retailing

Media

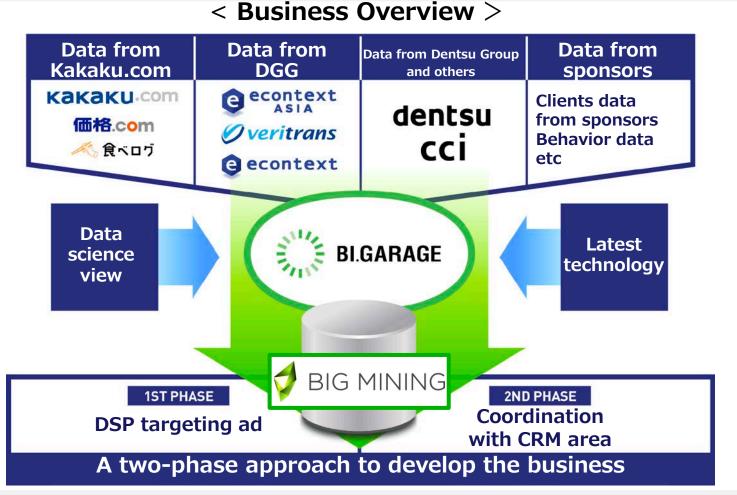
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context company



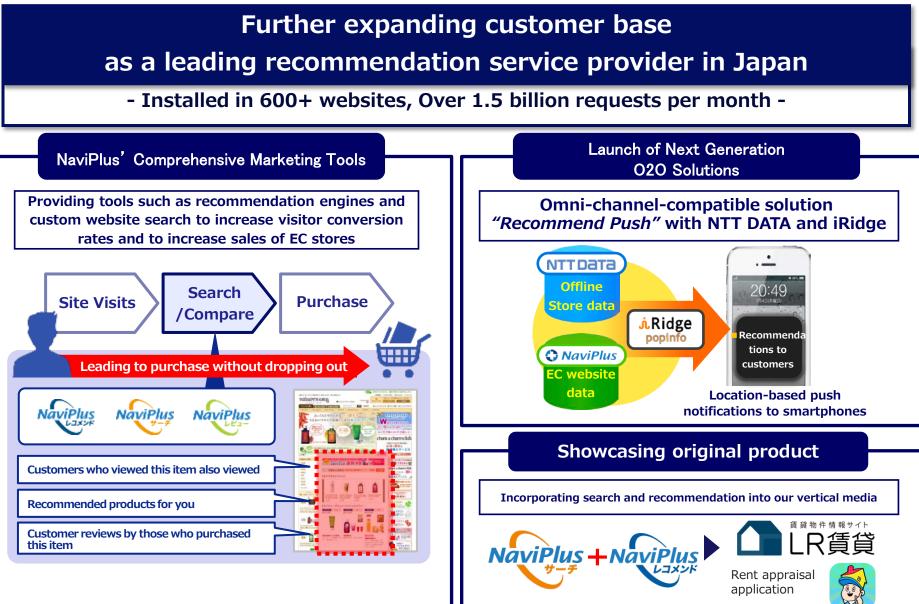
A new business in the business intelligence field leveraging big data

DG Group, Dentsu, and Kakaku.com jointly began data science business to optimize marketing activities



NaviPlus - Highlights





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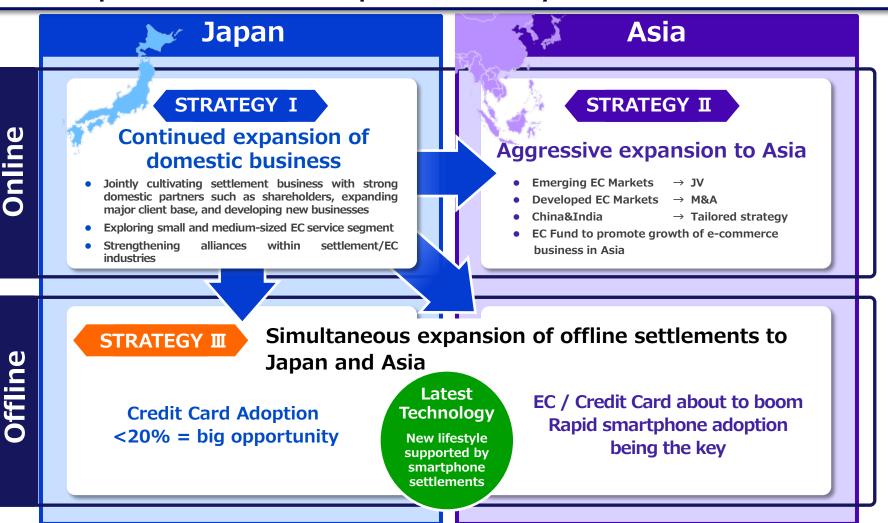
III Payment Segment

		Net Sales	Operating Income
FY13.6	Full Year Actual	14,412 M JPY	1,303 M JPY
FY14.6	Full Year Actual	13,454 M JPY	1,201 M JPY
FY15.6	Full Year Forecast	15,500 M JPY	1,450 M JPY

 econtext ASIA Ltd. Payment headquarters to expand e-commerce platforms globally 	econtext ASIA
econtext, Inc. Integrates online and offline business as the convenience store payment pior	eer econtext
Veritrans Inc. Provides leading e-commerce payment solutions	🖉 veritrans
Veritrans Shanghai (50% owned by econtext ASIA / equity method affiliated company) Chinese JV	Øveritrans Shanghai
➤ PT MIDTRANS (Veritrans Indonesia) (23% owned by econtext ASIA / Non-consolidated) Indonesian JV	PT. Midtrans
Citrus Payment Solutions Pte. Ltd (15.59%/Investment) The holding company for the Indian online payment solutions provider (Citrus Payment Solutions Pvt. Ltd)	Gitrus



Further expanding payment business, upon econtext ASIA's IPO Achieving multi-directional strategy by expanding the settlement expertise nurtured in Japan horizontally to Asia and to offline

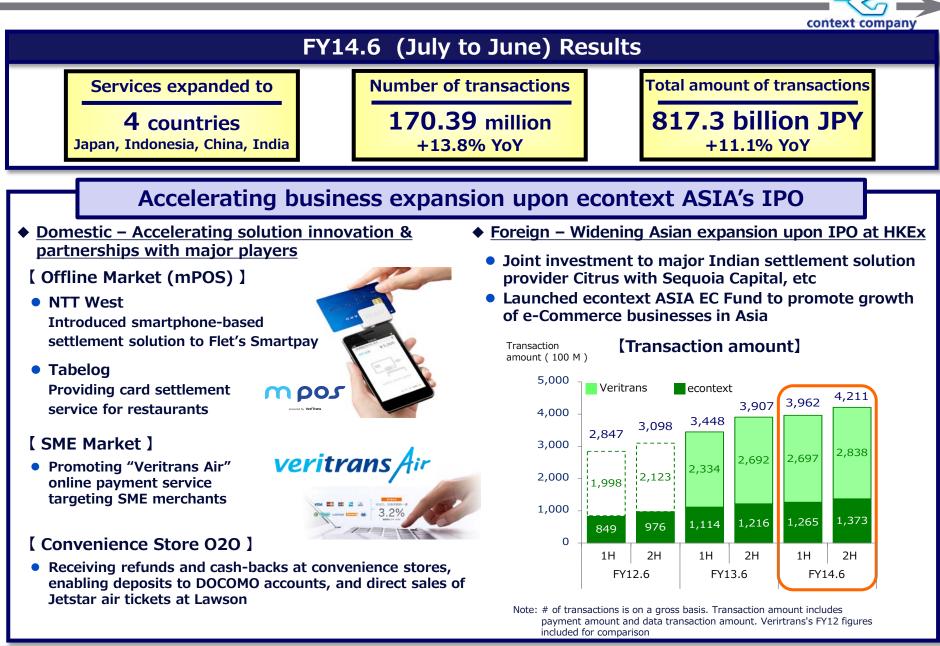


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Payment Business - Highlights

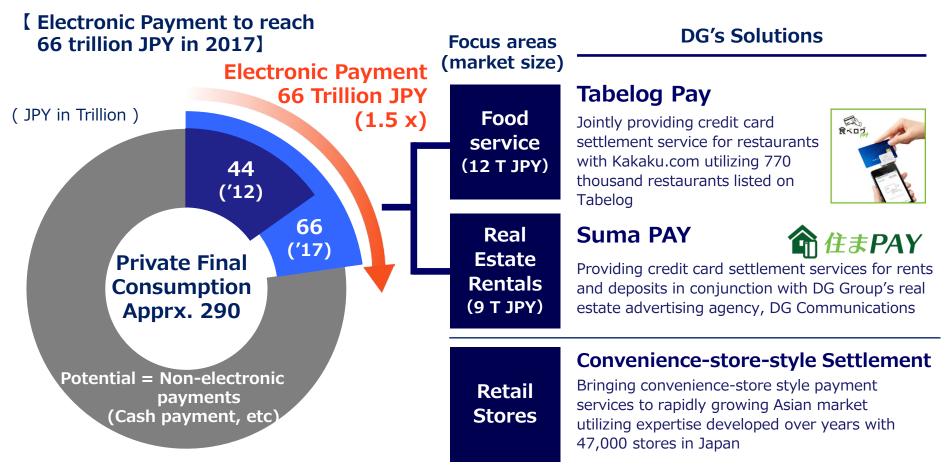


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Electronic payment to become a 66 trillion JPY market by 2017 as stores adopt cashless payment. Expanding our payment service solutions while maximizing synergy with DG Group's offerings.



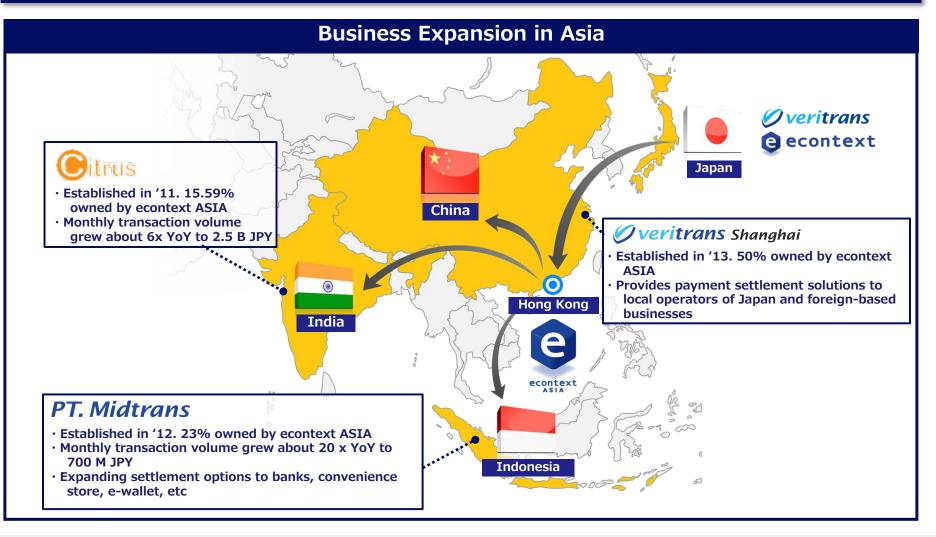
Electronic payments (Credit / Debit / Prepaid cards, Electronic money, etc)

Source : DG research, Statistics Bureau of Japan [National Economic Accounting], Yano Research Institute [Electronic Payment Market 2013]

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Accelerating Expansion of Settlement and e-Commerce Solutions to Asia \sim Actively investing funds raised at HK IPO towards Business Expansion in Asia \sim







Quarterly Profit and Loss (Consolidated)



		FY13.6			FY14.6			
JPY in Million	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	5,307	8,539	6,482	7,636	7,273	8,349	8,271	9,857
Incubation	131	616	497	1,263	927	1,467	755	2,325
Marketing	2,364	2,748	2,825	3,104	3,068	3,557	4,012	4,184
Payment	2,810	5,174	3,158	3,269	3,277	3,326	3,503	3,346
Operating income	△ 51	523	151	698	86	726	374	1,421
Incubation	△ 258	56	△ 20	512	△ 77	548	△ 48	1,222
Marketing	129	120	55	167	136	199	308	210
Payment	308	480	253	260	203	260	415	322
Ordinary income	167	1,000	719	1,191	473	1,214	810	1,944
Net income	213	700	1,294	507	389	1,037	446	974
EBITDA	696	1,573	2,050	1,581	970	1,956	1,207	2,473
Amortization	200	333	211	195	191	204	170	191

Note: Interest expense, depreciation, and amortization are added back to income before income taxes to calculate EBITDA. Op income per segment is based on figures prior to elimination or group deduction.

Press Releases



2014.01.07 Image product retailer Bilna 2013.12.25 Image econtext Digital Garage's econtext ASIA forms capital business alliance with TIS to jointly promote solutions to Commerce businesses in Asia 2013.12.25 Image econtext Digital Garage's econtext ASIA invested in the major Indian online payment solutions provider Citrus 2013.12.19 Image econtext Digital Garage's econtext ASIA becomes listed at the Hong Kong Stock Exchange 2013.12.05 Image econtext Digital Garage's subsidiary econtext ASIA to be listed on the Hong Kong Stock Exchange 2013.11.06 Image retribution retribution 2013.11.01 Image Digital Garage Digital Garage Opens a Startup Incubation Center in San Francisco to Accelerate Investment Busines a Global Scale 2013.11.01 Image Digital Garage Digital Garage 2013.11.01 Image Digital Garage Data Science Business to Be Launched by J	Date		Time context company
2014.04.10SigarageBI.Garage Launches "BIG MINING" Ad Product Utilizing Digital Garage Group's Big Data2014.02.13Digital GarageDigital GarageDigital Garage to invest in and partner with US-based Internet studio Betaworks2014.01.07Digital GarageDigital Garage expands its incubation business in Asia by investing in Indonesia's major online baby product retailer Bina2013.12.25econtextDigital Garage's econtext ASIA forms capital business alliance with TIS to jointly promote solutions to commerce businesses in Asia2013.12.25econtextDigital Garage's econtext ASIA invested in the major Indian online payment solutions provider Citrus2013.12.25econtextDigital Garage's econtext ASIA becomes listed at the Hong Kong Stock Exchange2013.12.19econtextDigital Garage's subsidiary econtext ASIA to be listed on the Hong Kong Stock Exchange2013.11.06veritrans[Kakaku.com] and VeriTrans forms alliance to provide overseas delivery service2013.11.01Digital GarageDigital Garage and Neo Innovation Launching New Context Services2013.11.01Digital GarageDigital Garage and Neo Innovation Company, Announces Alliance with Guardtime to Help Deli Authenticated Data	2014.04.28	🗞 Digital Garage	Digital Garage to Launch CIWorks to Provide Specialized Cancer Treatment Knowledge
2014.04.10SigarageBI.Garage Launches "BIG MINING" Ad Product Utilizing Digital Garage Group's Big Data2014.02.13Digital GarageDigital GarageDigital Garage to invest in and partner with US-based Internet studio Betaworks2014.01.07Digital GarageDigital Garage expands its incubation business in Asia by investing in Indonesia's major online baby product retailer Bina2013.12.25econtextDigital Garage's econtext ASIA forms capital business alliance with TIS to jointly promote solutions to commerce businesses in Asia2013.12.25econtextDigital Garage's econtext ASIA invested in the major Indian online payment solutions provider Citrus2013.12.25econtextDigital Garage's econtext ASIA becomes listed at the Hong Kong Stock Exchange2013.12.19econtextDigital Garage's subsidiary econtext ASIA to be listed on the Hong Kong Stock Exchange2013.11.06veritrans[Kakaku.com] and VeriTrans forms alliance to provide overseas delivery service2013.11.01Digital GarageDigital Garage and Neo Innovation Launching New Context Services2013.11.01Digital GarageDigital Garage and Neo Innovation Company, Announces Alliance with Guardtime to Help Deli Authenticated Data	2014.04.16	Open Network Lab	Open Network Lab Begins Accepting Applications for the 9th Batch of its Incubation Program
2014.01.07 Image: Digital Garage Digital Garage expands its incubation business in Asia by investing in Indonesia's major online baby: product retailer Bilina 2013.12.25 Image: econtext ASIA forms capital business alliance with TIS to jointly promote solutions to Commerce businesses in Asia 2013.12.25 Image: econtext ASIA forms capital business alliance with TIS to jointly promote solutions to Commerce businesses in Asia 2013.12.25 Image: econtext ASIA forms capital business alliance with TIS to jointly promote solutions provider Citrus 2013.12.19 Image: econtext ASIA becomes listed at the Hong Kong Stock Exchange 2013.12.05 Image: econtext ASIA becomes listed at the Hong Kong Stock Exchange 2013.11.06 Image: econtext ASIA becomes alliance to provide overseas delivery service 2013.11.01 Image: bigital Garage Digital Garage Opens a Startup Incubation Center in San Francisco to Accelerate Investment Busines: a Global Scale 2013.11.01 Image: bigital Garage Digital Garage opens a Startup Incubation Center in San Francisco to Accelerate Investment Busines: a Global Scale 2013.11.01 Image: bigital Garage Digital Garage opens a Startup Incubation Center in San Francisco to Accelerate Investment Busines: a Global Scale 2013.11.01 Image: bigital Garage Digital Garage Digital Garage 2013.11.01 Image: bigital Garage Digital Garage <td< th=""><th>2014.04.10</th><th></th><th>BI.Garage Launches "BIG MINING" Ad Product Utilizing Digital Garage Group's Big Data</th></td<>	2014.04.10		BI.Garage Launches "BIG MINING" Ad Product Utilizing Digital Garage Group's Big Data
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Press Releases



Date		Time
2013.08.01	🗞 Digital Garage	Digital Garage and Dentsu to establish a joint venture, Dentsu ScienceJam, to commercialize results of latest scientific research
2013.07.29	econtext	Notice of Consolidated Subsidiary Company's Listing Application to Hong Kong Exchanges and Clearing Limited
2013.07.23	CGM Marketing	CGM Marketing to accelerate its acquisition of advertiser and publisher clients for the Kiip smartphone advertising and reward platform
2013.07.09	CGM Marketing	CGM Marketing to accelerate the expansion of Kiip, a smartphone advertisement and rewards technology, to convenience stores, bringing O2O solutions to national chains
2013.07.02	🗟 Digital Garage	Digital Garage Forms Business Alliance with Credit Saison



Officially launched an incubation center connecting Silicon Valley and Asia

DG717 : an incubation center and an intersection for the Eastern and Western cultures



🕿 Digital Garage Group

US Incubation Center Launch (2/2)



DG717 Opening Event on November 5th & 6th

- SF Mayor Ed Lee proclaimed November 5th to be Digital Garage Day -





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