

Third Quarter of the Fiscal Year Ending March 31, 2017
(FY2016 Q3)

Results of Operations

January 31, 2017
SoftBank Technology Corp.

Important Information about this Presentation

1. Starting in the fiscal year ending March 31, 2017, the service categories of the ICT Services business of the Group were renamed as follows. System Integration was renamed Cloud Systems. In addition, Platform Solutions in the Platform Solutions service category was renamed IT Infrastructure Solutions. Microsoft Solutions in the Cloud Systems service category was renamed Cloud Solutions.
2. Starting in the fiscal year ended March 31, 2016, cloud-based system development projects, previously included in the service category of System Integration, are now reclassified and included in Cloud Solutions. The figures for the fiscal years ended March 31, 2015 and earlier on this presentation use the new service category.
3. Starting with the fiscal year ended March 31, 2016, the method used for the allocation of the amount of elimination of internal transactions with subsidiaries for the marginal profit has been revised. This revision has been applied to sales and marginal profits for each service category in the fiscal years ended March 31, 2015 and earlier.
4. EBITDA figures shown on this presentation are the sum of operating income/loss, depreciation and amortization of goodwill.
5. Figures in all graphs in this presentation may differ slightly from figures in earnings announcements because of rounding.

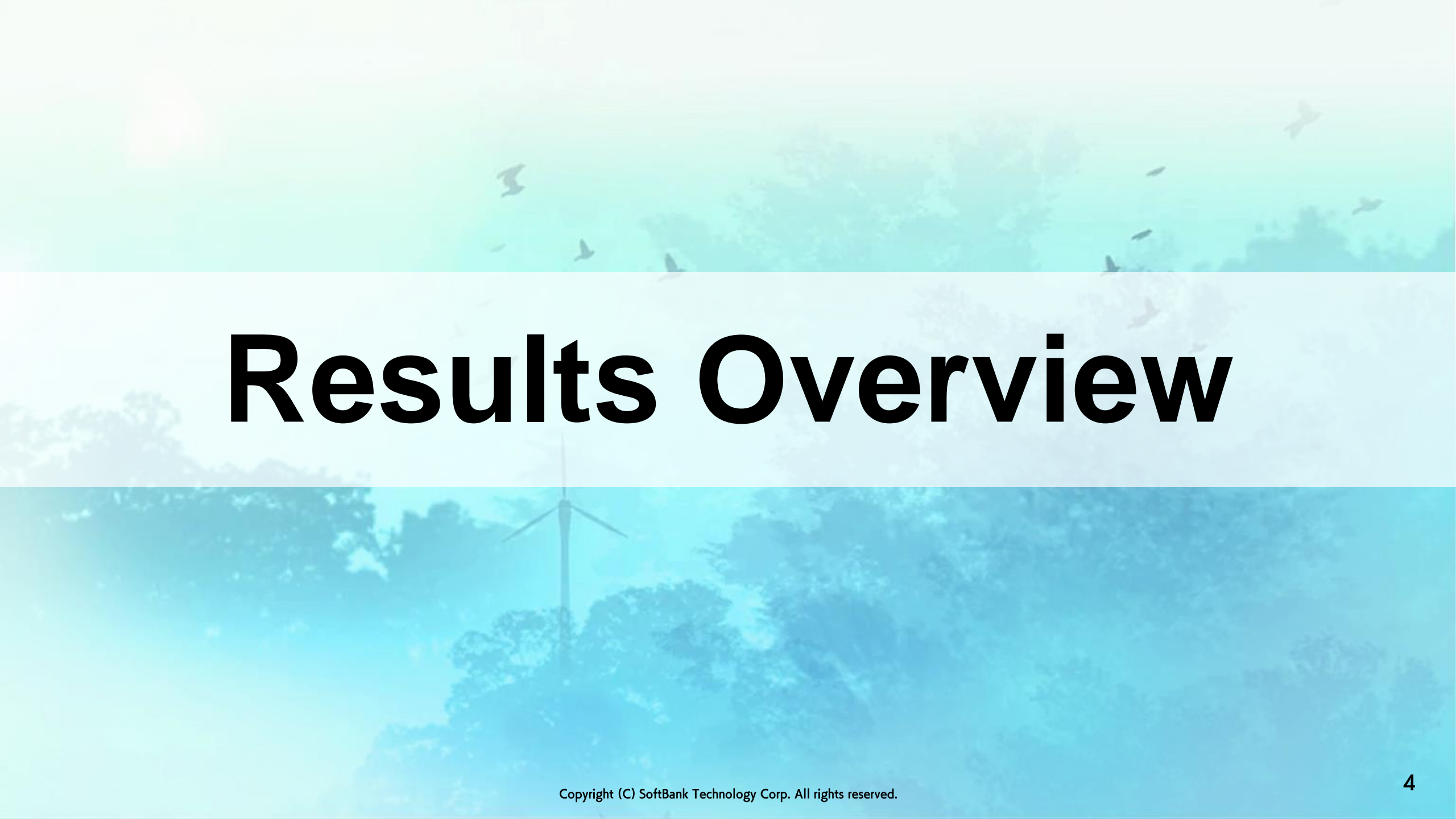
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The background of the slide features a soft, blue-tinted image. In the lower half, a wind turbine is visible, partially obscured by a semi-transparent white band that contains the title. Above the turbine, several birds are depicted in flight against a sky with light, wispy clouds. The overall aesthetic is clean and modern, with a focus on renewable energy themes.

Results Overview

FY2016 Q3 Results Summary

Comparison with the same period of previous fiscal year

Overview

- Net sales increased 13.9% compared to the same period of previous fiscal year thanks to an increase in orders for public sector projects and orders from SoftBank Group companies
- Operating income decreased due to a decline in the marginal profit ratio and an increase in fixed costs

	(Millions of yen)	FY16Q3 cumulative	FY15Q3 cumulative	Amount of change	Ratio of change
Net sales		34,243	30,075	+4,167	+13.9%
Operating income		1,008	1,014	(5)	(0.6)%
Ordinary income		1,027	935	+ 91	+9.8%
Profit attributable to owners of parent		613	485	+127	+26.3%
EBITDA		1,720	1,741	(21)	(1.2)%

Note: EBITDA = Operating income (loss) + Depreciation+ Amortization of goodwill

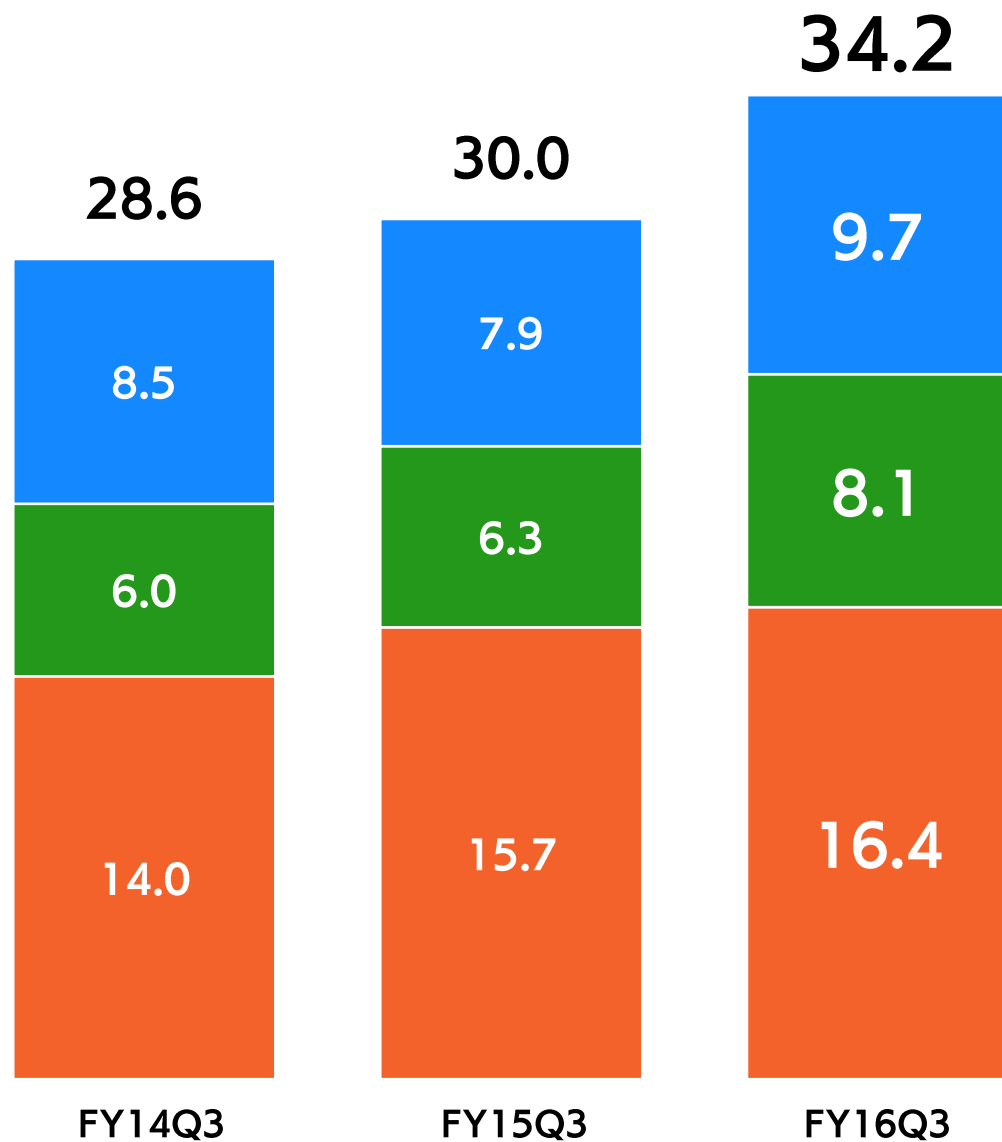
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Overview

- Net sales progressed steadily and the progress ratio of ordinary income is about 45% compared to the full year forecast

	(Millions of yen)	FY16Q3 cumulative	Forecast Full year	Differences	Progress Ratio
Net sales		34,243	47,000	12,756	72.9%
Operating income		1,008	2,400	1,391	42.0%
Ordinary income		1,027	2,300	1,272	44.7%
Profit attributable to owners of parent		613	1,500	886	40.9%

Net Sales by Service Category



FY16 Q3 consolidated sales

34.2 billion yen

Year-on-year sales **+4.1** billion yen, **+13.9%**

Year-on-year sales by service category:

Platform solutions



+1.7 billion yen, **+21.6%**

Cloud systems



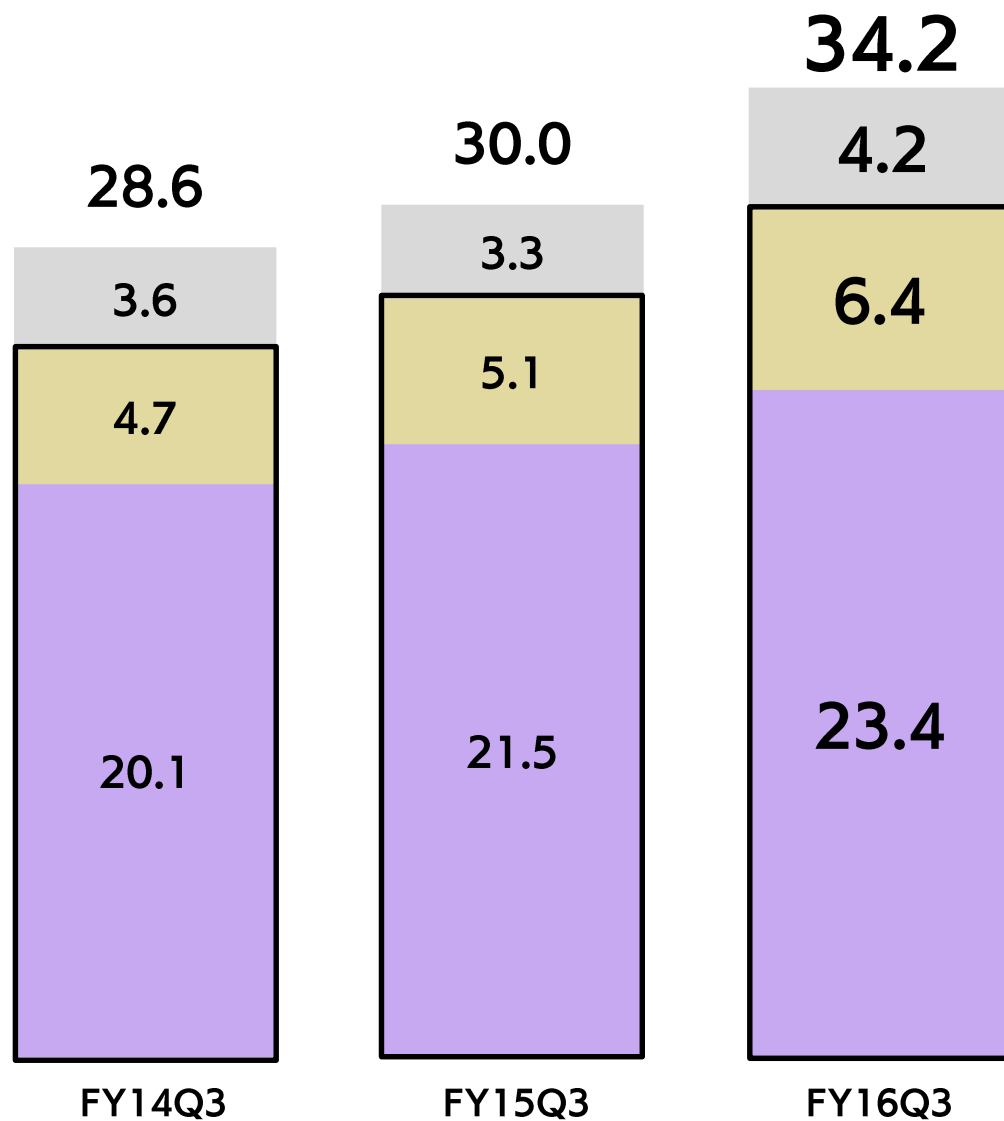
+1.7 billion yen, **+27.8%**

Digital marketing



+0.6 billion yen, **+ 4.3%**

Net Sales by Type of Products and Services



(Billions of yen)

Steady progress with the structural reform of business operations

Operation and services + Development excluding Hardware sales

Year-on-year: **+3.2** billion yen, **+12.2%**

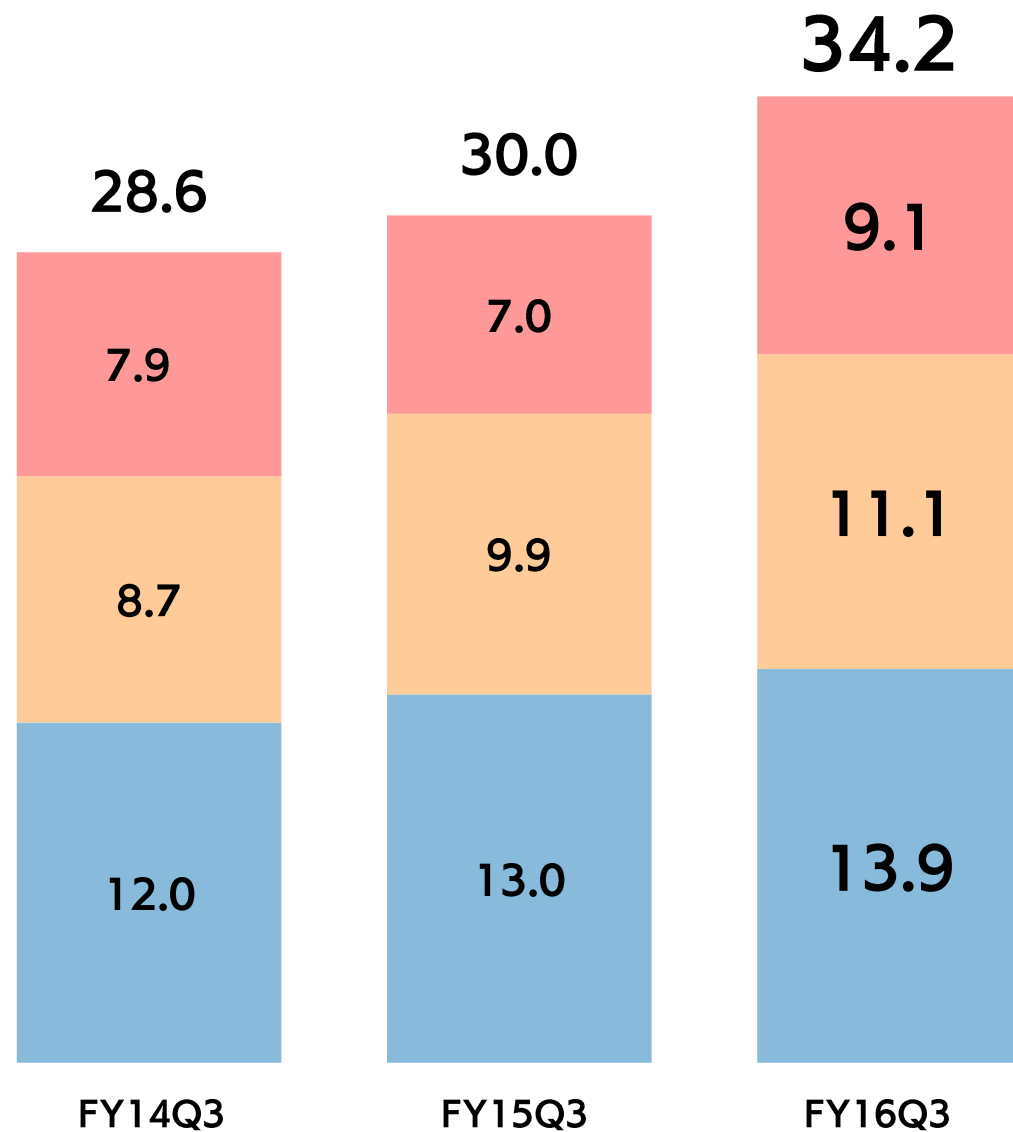
Year-on-year sales by Type of Products and Services :

Hardware sales **+0.9** billion yen, **+27.0%**

Development **+1.3** billion yen, **+25.6%**

Operation and services **+1.9** billion yen, **+9.0%**

Sales to Internal/External Groups



(Billions of yen)

Year-on-year sales:

SoftBank Group

➡ **+2.0 billion yen, +28.8%**
Sales of hardware sales and development increased

Non-SoftBank Group

➡ **+1.2 billion yen, +12.1%**
Received large scale of projects mainly in public sector

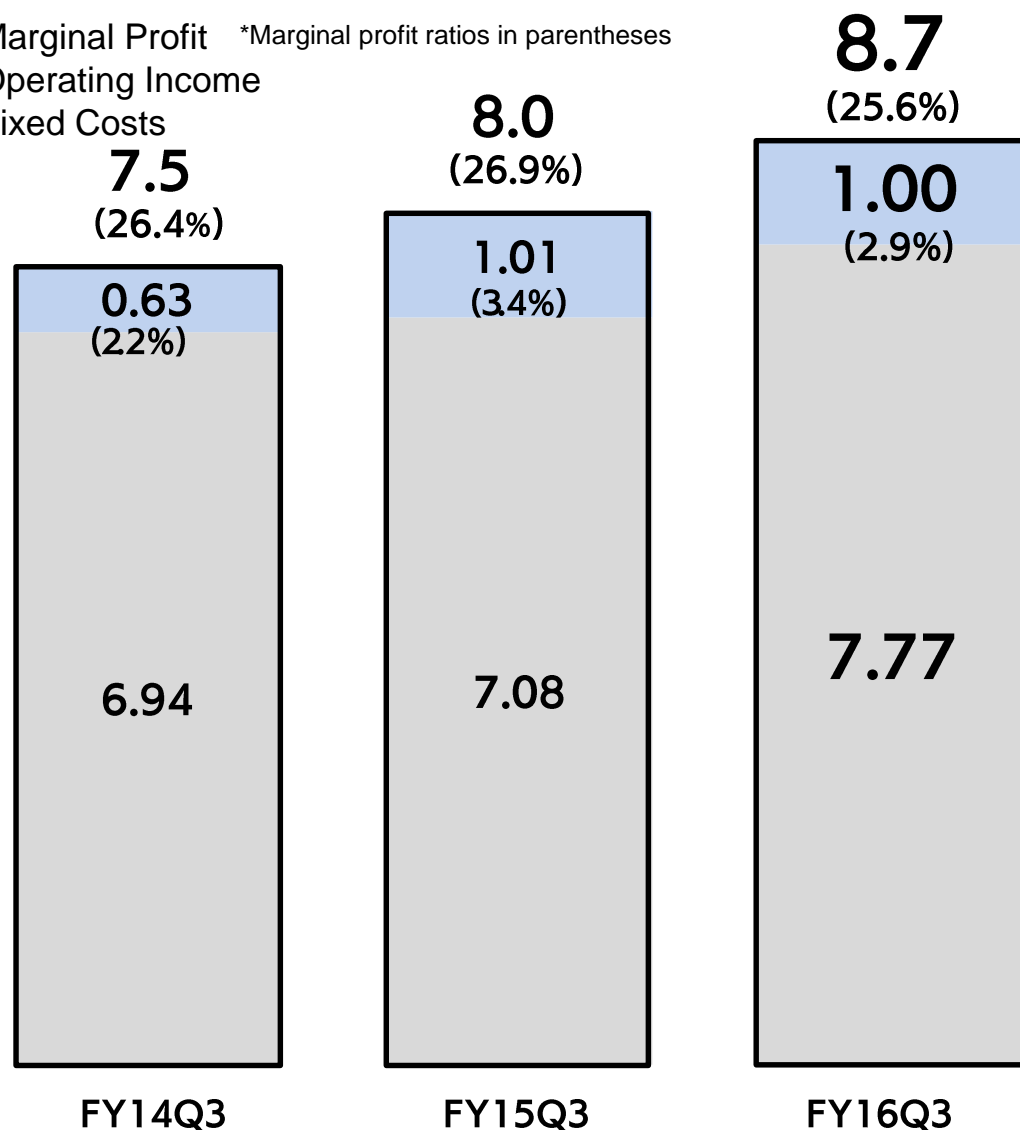
E-commerce services for individuals

➡ **+0.9 billion yen, +7.0%**

□ Marginal Profit *Marginal profit ratios in parentheses

■ Operating Income

■ Fixed Costs



(Billions of yen)

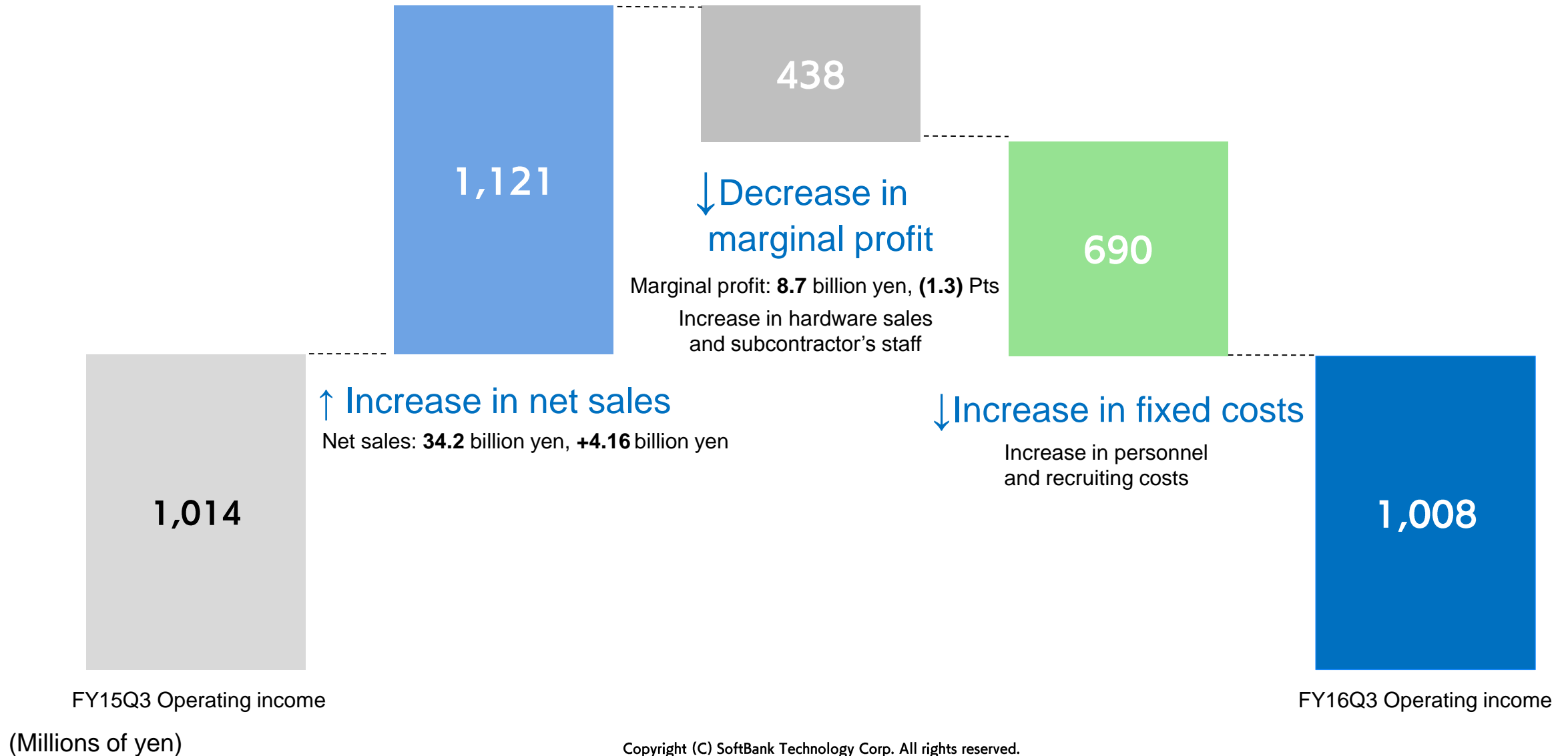
FY16 Q3 cumulative marginal profit
8.7 billion yen
 Year-on-year: **+0.68** billion yen, **+8.4%**

FY16 Q3 cumulative operating income
1.00 billion yen
 Year-on-year: **(5)** million yen, **(0.6)%**

- The marginal profit ratio was 1.3 points lower than FY15 due to an increase in personnel by aggressive recruiting activities
- Operating income ratio was 0.5 points lower than FY15

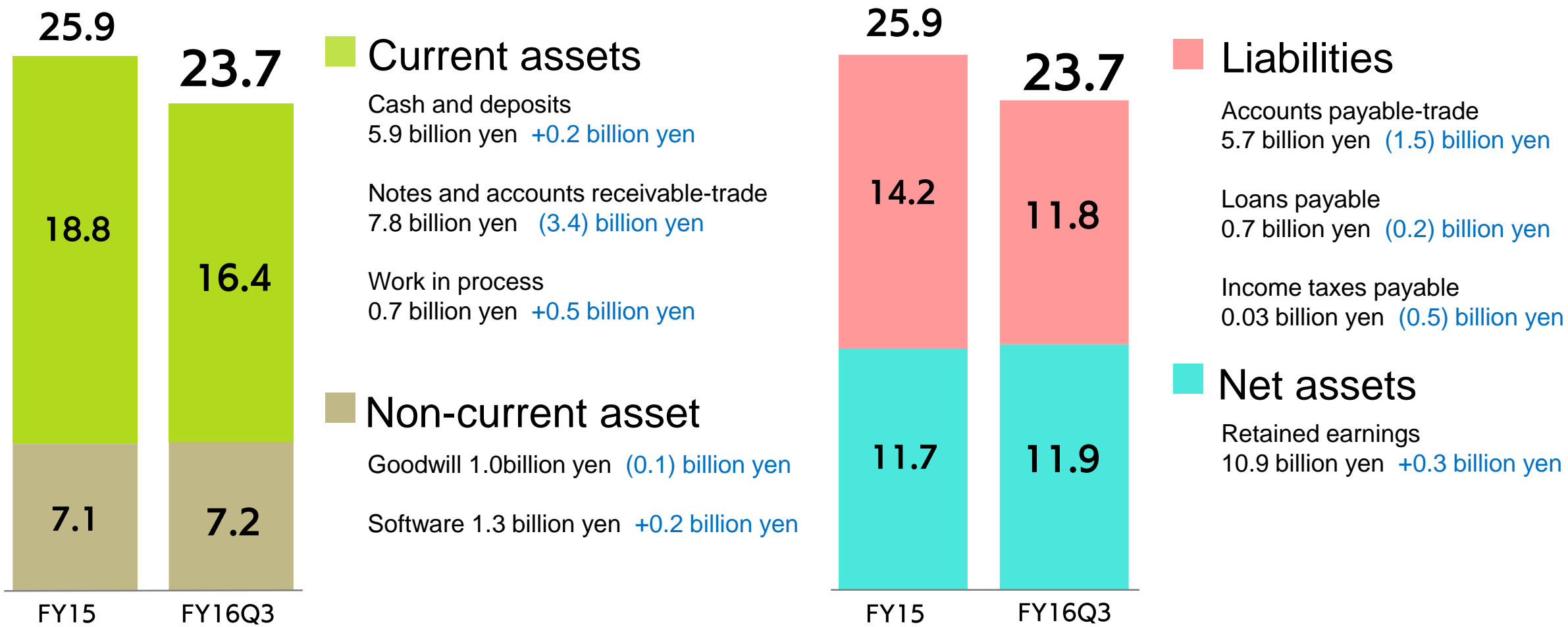
Operating Income

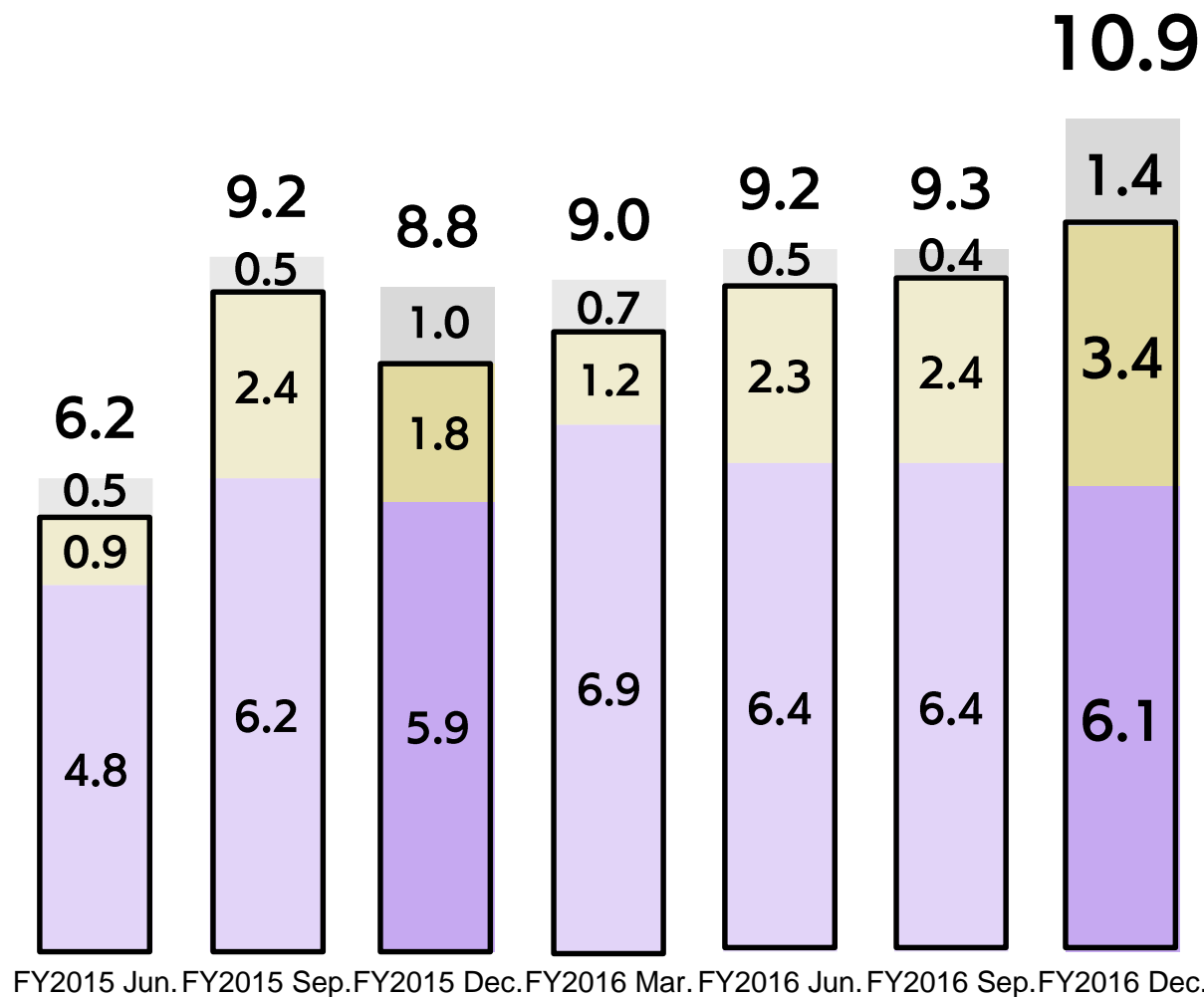
Comparison with the same period of the previous fiscal year



Balance Sheet

Comparison with the previous fiscal year





Order backlog (end-December 2016)
10.9 billion yen

Year-on-year: **+2.15 billion yen, +24.4%**

Continued receiving public sector orders

Year-on-year sales by Order Backlog :

Hardware sales +0.40 billion yen, +39.1%

Development +1.55 billion yen, +83.5%

Operation and services +0.20 billion yen, +3.4%

*The amount of order backlog excluded projects for which percentage-of-completion method was applied.

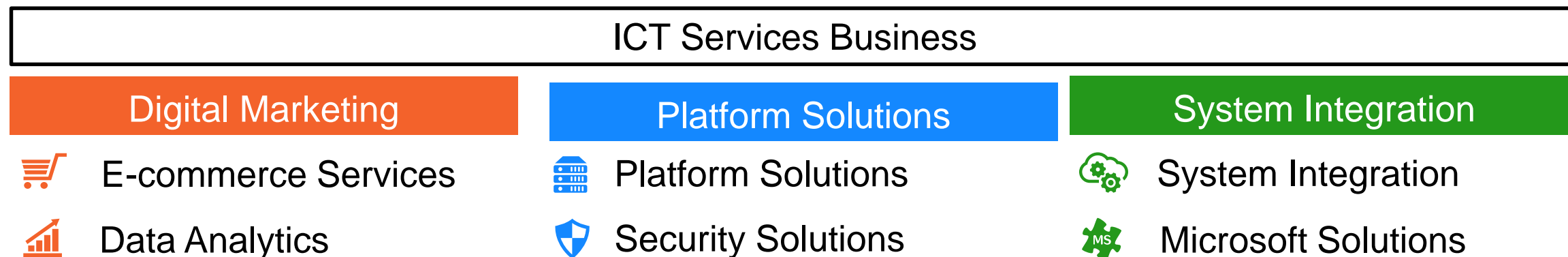
The background of the slide features a blue-tinted image of a wind turbine standing in a field, with several birds flying in the sky above it. The overall aesthetic is clean and modern, with a focus on nature and technology.

Business Overview

Renaming the service categories

Starting in the fiscal year ending March 31, 2017,
the service categories of the ICT Services business of the Group were renamed

< Before >



< After >

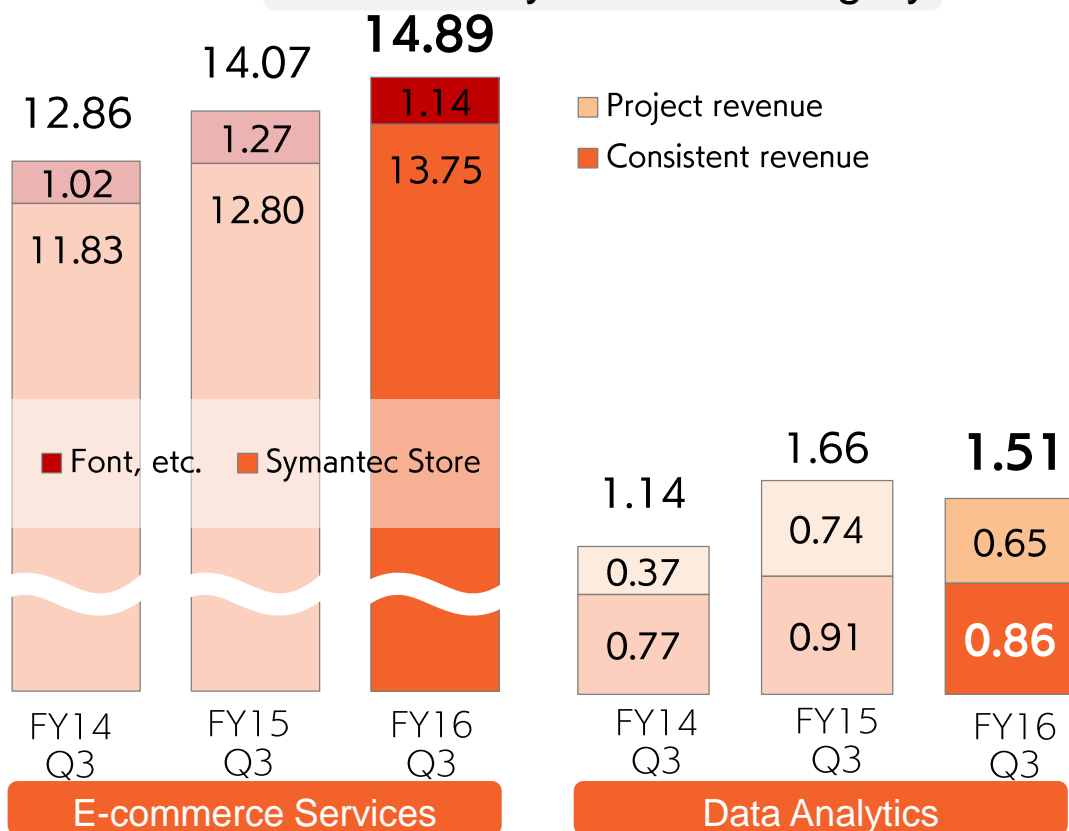


Overview of Digital Marketing Business

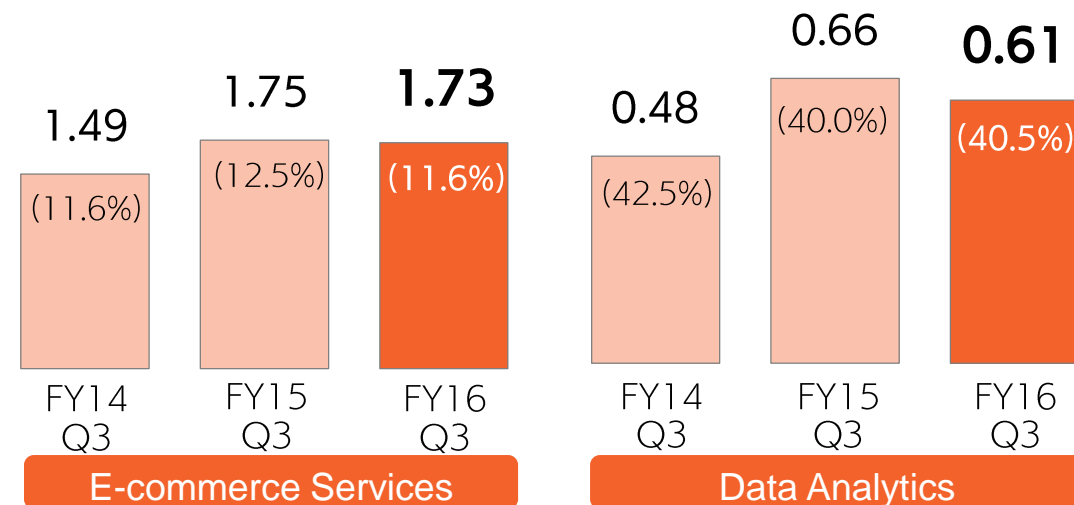


- Symantec Store sales were strong
- Sales of website access log analysis tools and development of website content management systems decreased

Net Sales by Service Category



Marginal Profits by Service Category

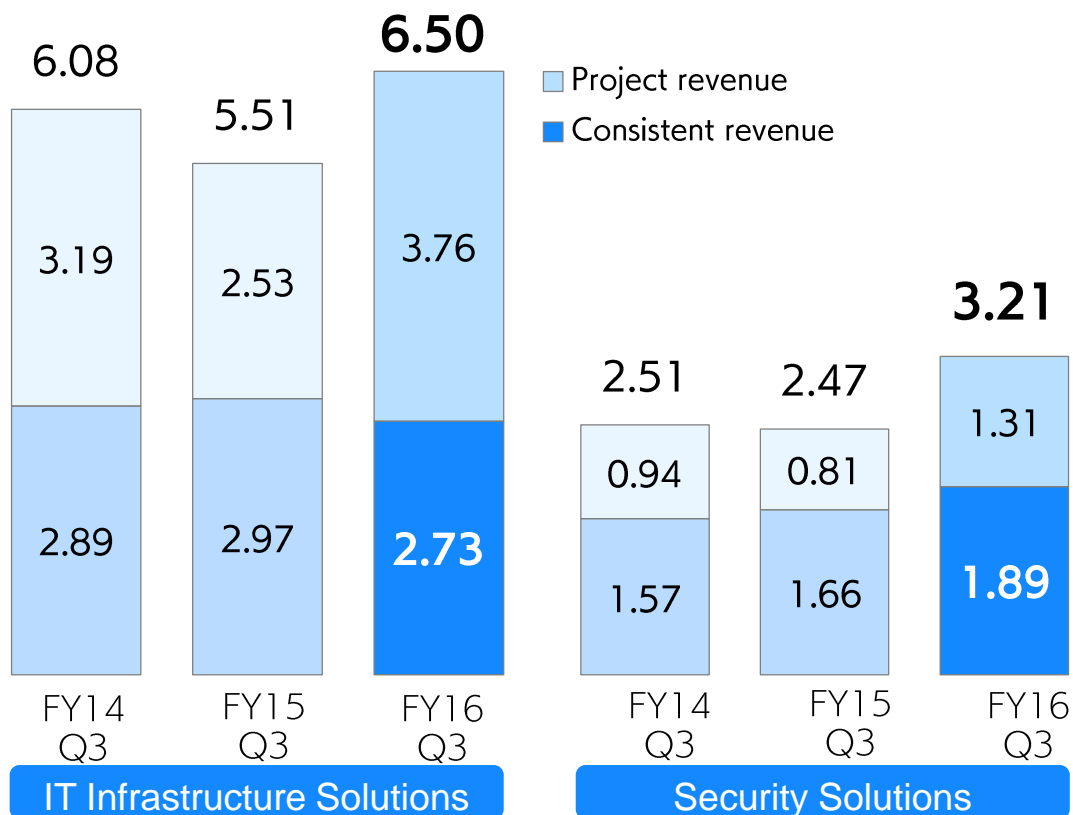


Overview of Platform Solutions Business

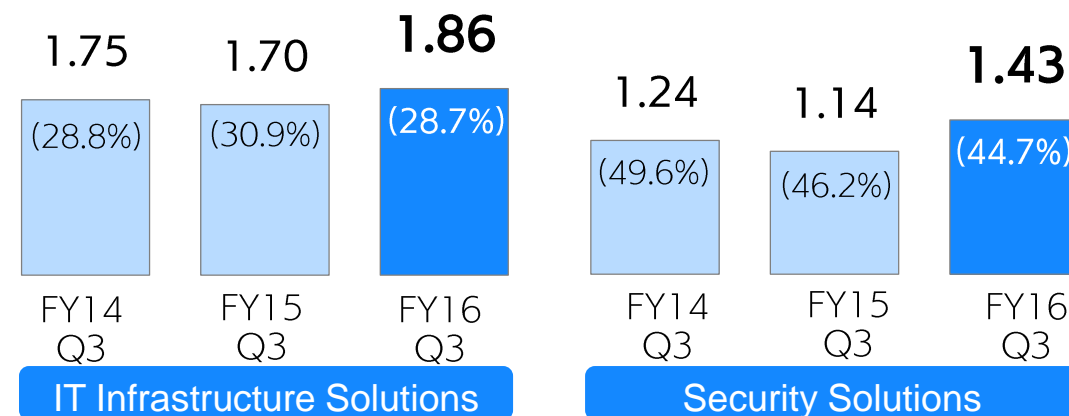


- The consistent revenue ratio declined due to an increase in large hardware orders
- Received orders for the development of security systems for local governments
- Protection services against advanced persistent threat increased

Net Sales by Service Category



Marginal Profits by Service Category

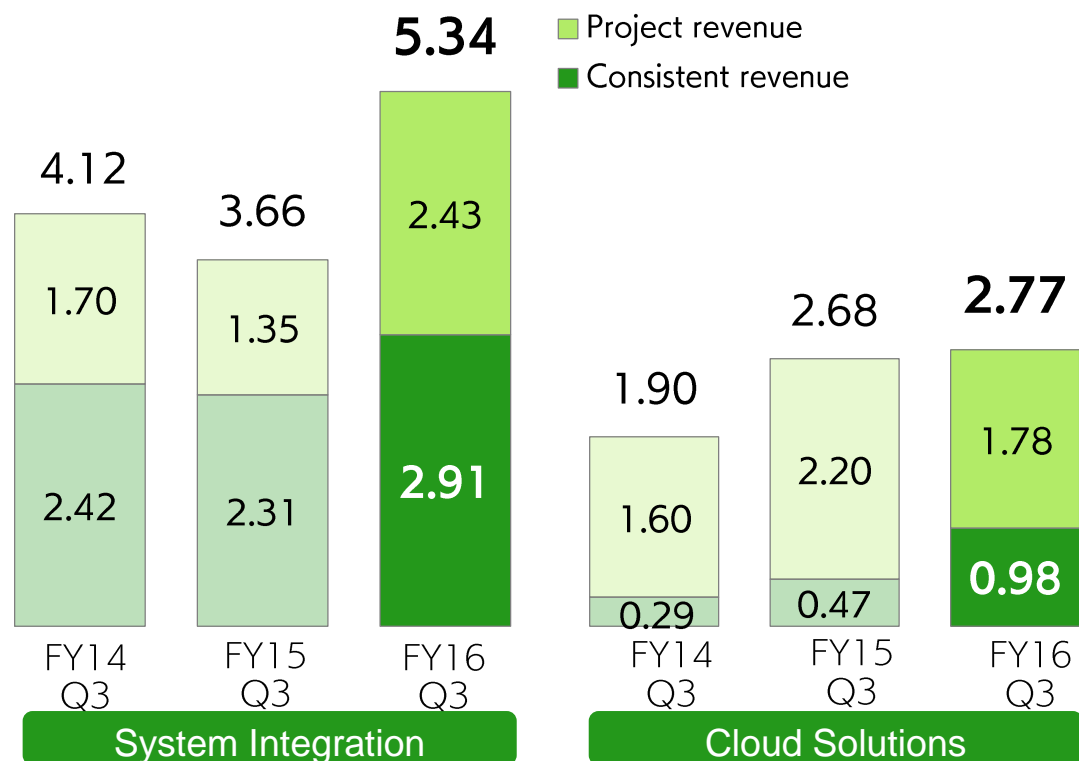


Overview of Cloud Systems Business

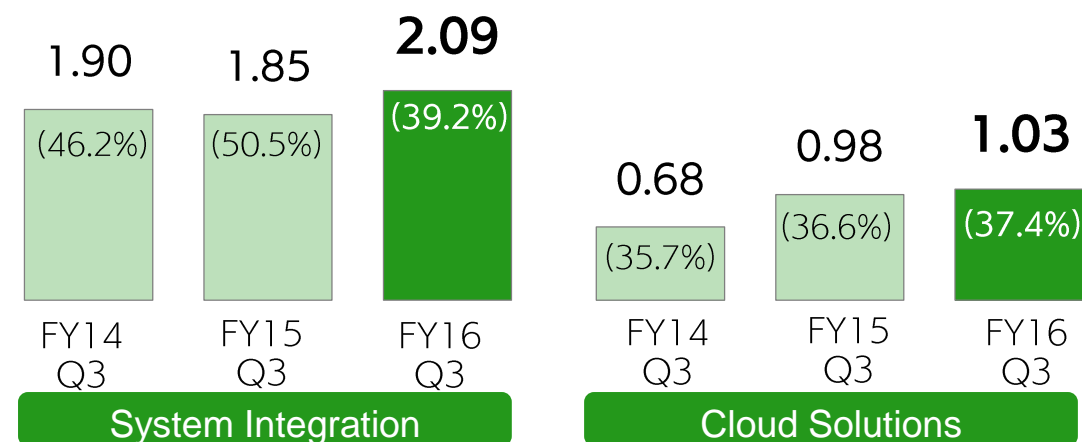


- System development, operation and services to the SoftBank Group increased
- Large cloud-related development projects, operation and services in the public sector increased

Net Sales by Service Category



Marginal Profits by Service Category



(Billions of yen)

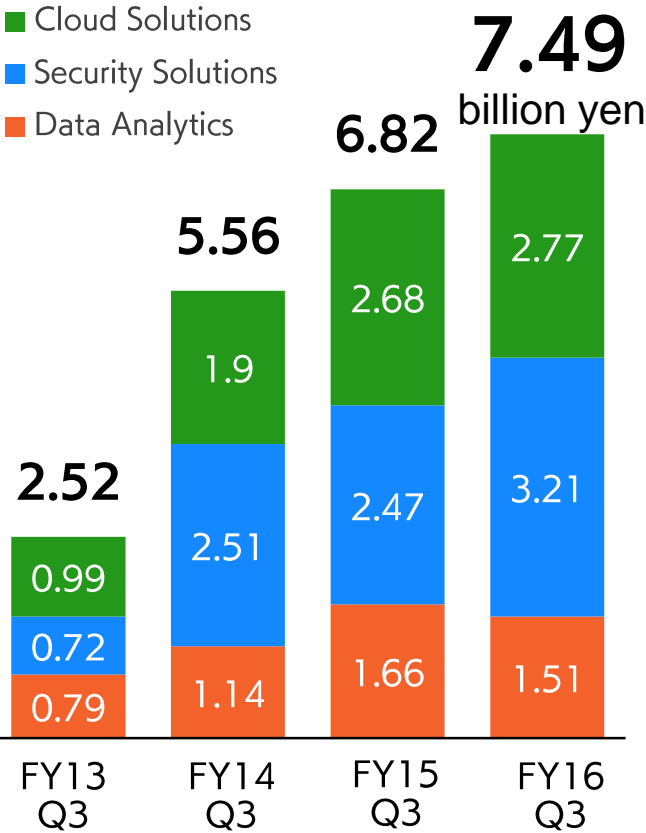
*Effective from FY2015, cloud-based system development projects, previously included in System Integration, are now reclassified and included in Cloud Solutions.

Strategic Objectives and Progress

Growth of the three key drivers

Approximately **3** times
sales growth

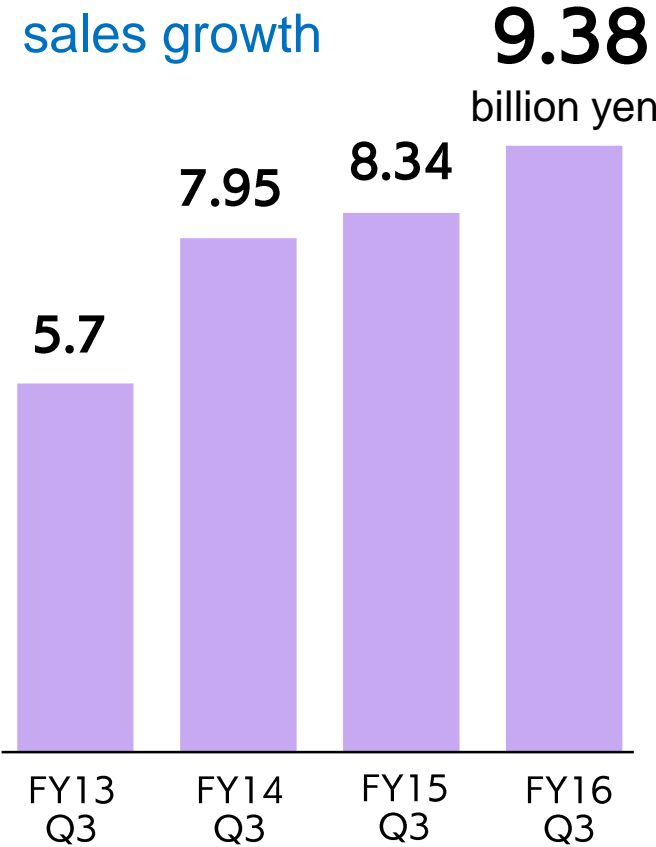
- Cloud Solutions
- Security Solutions
- Data Analytics



Increase in consistent revenue

*Excluding Symantec Store business
(sales to individuals)

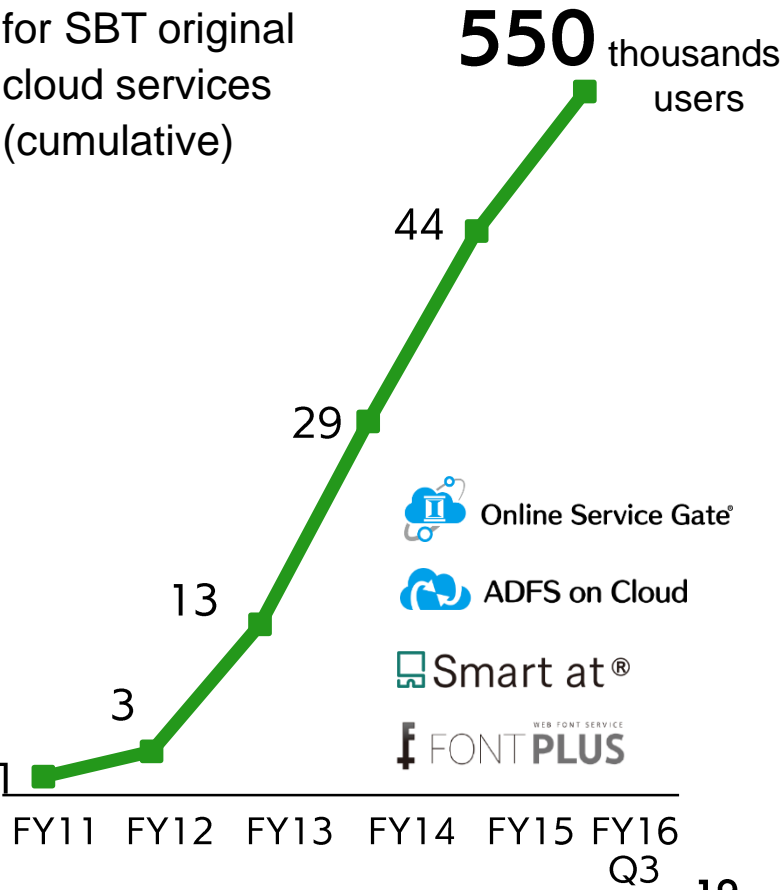
Approximately **60%**
sales growth



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Growth of original services

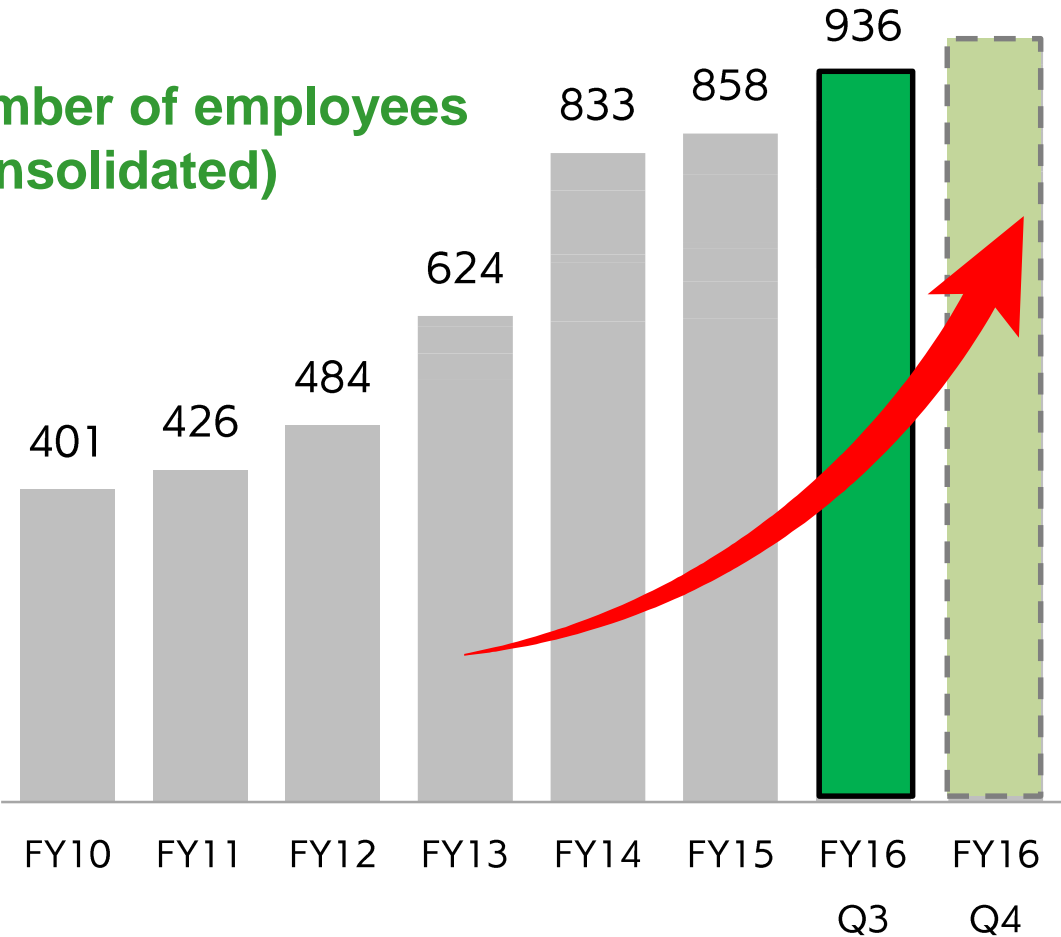
Growth in users
for SBT original
cloud services
(cumulative)



Continue to recruit and train engineers and other technicians

- Employees are the primary drivers of our growth. We continue to promote aggressive recruiting activities and upgrade the technological skills of our employees.
- More activities for improving productivity and promoting work-life balance

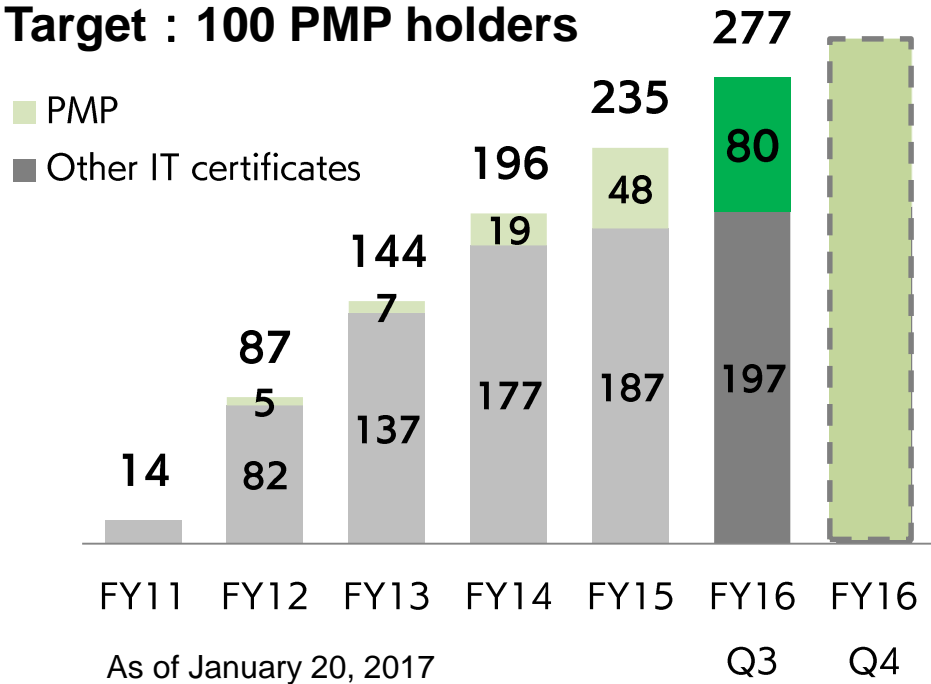
Number of employees
(consolidated)



The number of acquired high-level IT
certifications including *PMP

*International standard certification of project management

Target : 100 PMP holders



The background of the slide features a blue-tinted landscape. In the lower half, a wind turbine is visible, partially obscured by a dense forest of trees. The upper half of the image shows a bright, hazy sky with several birds in flight. The overall aesthetic is clean and modern, with a focus on nature and technology.

Financial Data

FY2016 Q3 Results Summary

Comparison with the same period of previous fiscal year

Overview

- Net sales and marginal profit increased. Operating income decreased due to the increase in fixed costs resulting from aggressive recruiting activities.

	(Millions of yen)	FY16Q3	FY15Q3	Amount of change	Ratio of change
Net sales		11,380	10,435	+ 944	+ 9.1%
Operating income		324	364	(39)	(10.9)%
Ordinary income		338	290	+ 48	+16.6%
Profit attributable to owners of parent		202	140	+ 62	+44.3%
EBITDA		573	612	(39)	(6.4)%

Note: EBITDA = Operating income (loss) + Depreciation+ Amortization of goodwill

Consolidated results	FY15Q3		FY16Q3	
	Amount (Millions of yen)	Ratio	Amount (Millions of yen)	Ratio
Net sales	30,075	-	34,243	-
Digital Marketing	15,735	-	16,411	-
Platform Solutions	7,989	-	9,713	-
Cloud Systems	6,350	-	8,118	-
Cost of sales	25,310	-	29,020	-
Gross profit	4,765	15.8%	5,222	15.3%
SG&A expenses	3,750	-	4,214	-
Operating income	1,014	3.4%	1,008	2.9%
Non-operating income (loss)	(78)	-	18	-
Ordinary income	935	3.1%	1,027	3.0%
Extraordinary gains (losses)	8	-	0	-
Profit attributable to owners of parent	485	1.6%	613	1.8%
Marginal profit	8,097	26.9%	8,781	25.6%
Fixed costs	7,082	-	7,772	-
Non-consolidated order backlog	8,834	-	10,991	-

YoY change	
Amount of change (Millions of yen)	Ratio of change
+4,167	+13.9%
+676	+4.3%
+1,723	+21.6%
+1,767	+27.8%
+3,709	+14.7%
+457	+9.6%
+463	+12.4%
(5)	(0.6)%
+97	-
+91	+9.8%
(8)	-
+127	+26.3%
+683	+8.4%
+689	+9.7%
+2,158	+24.4%

Consolidated results (Millions of yen)		FY15Q3	FY16Q3
Digital Marketing	Net sales	15,735	16,411
	Marginal profit	2,417	2,347
	Margin	15.4%	14.3%
	(1) E-commerce services	Net sales	14,072
		Marginal profit	1,752
		Margin	12.5%
	(2) Data analytics Focus business	Net sales	1,663
		Marginal profit	665
		Margin	40.0%
Platform Solutions	Net sales	7,989	9,713
	Marginal profit	2,845	3,300
	Margin	35.6%	34.0%
	(1) IT infrastructure solutions	Net sales	5,513
		Marginal profit	1,702
		Margin	30.9%
	(2) Security solutions Focus business	Net sales	2,475
		Marginal profit	1,142
		Margin	46.2%
Cloud Systems	Net sales	6,350	8,118
	Marginal profit	2,834	3,133
	Margin	44.6%	38.6%
	(1) System integration	Net sales	3,664
		Marginal profit	1,851
		Margin	50.5%
	(2) Cloud solutions Focus business	Net sales	2,686
		Marginal profit	983
		Margin	36.6%

Amount of change	Ratio of change
+676	+4.3%
(70)	(2.9)%
(1.1)pts	-
+822	+5.8%
(19)	(1.1)%
(0.9)pts	-
(146)	(8.8)%
(50)	(7.6)%
+0.5pts	-
+1,723	+21.6%
+455	+16.0%
(1.6)pts	-
+988	+17.9%
+162	+9.6%
(2.2)pts	-
+735	+29.7%
+292	+25.6%
+1.5pts	-
+1,767	+27.8%
+298	+10.5%
(6.0)pts	-
+1,683	+45.9%
+247	+13.3%
(11.3)pts	-
+83	+3.1%
+51	+5.3%
+0.8pts	-

Consolidated results (Millions of yen)		FY14Q1	FY14Q2	FY14Q3	FY14Q4	FY14	FY15Q1	FY15Q2	FY15Q3	FY15Q4	FY15	FY16Q1	FY16Q2	FY16Q3	
Digital Marketing	Net sales	4,743	4,616	4,645	5,048	19,053	5,251	5,201	5,282	5,720	21,456	5,496	5,333	5,582	
	Marginal profit	638	687	655	847	2,829	867	805	744	938	3,355	793	772	781	
	Margin	13.5%	14.9%	14.1%	16.8%	14.9%	16.5%	15.5%	14.1%	16.4%	15.6%	14.4%	14.5%	14.0%	
	(1) E-commerce services	Net sales	4,424	4,191	4,244	4,519	17,380	4,738	4,540	4,794	4,955	19,027	5,020	4,816	5,058
		Marginal profit	515	499	482	600	2,097	667	548	536	623	2,375	603	563	566
		Margin	11.6%	11.9%	11.4%	13.3%	12.1%	14.1%	12.1%	11.2%	12.6%	12.5%	12.0%	11.7%	11.2%
	(2) Data analytics	Net sales	318	424	400	528	1,672	513	660	488	765	2,428	475	516	523
		Marginal profit	123	188	173	246	732	200	257	207	315	980	189	209	214
		Margin	38.9%	44.4%	43.3%	46.7%	43.8%	39.0%	38.9%	42.4%	41.2%	40.4%	39.9%	40.6%	41.0%
Platform Solutions	Net sales	2,911	3,248	2,437	3,283	11,880	2,255	3,077	2,656	4,987	12,976	2,656	3,995	3,060	
	Marginal profit	873	1,122	1,004	1,213	4,214	890	1,037	917	1,334	4,179	1,012	1,202	1,085	
	Margin	30.0%	34.6%	41.2%	37.0%	35.5%	39.5%	33.7%	34.5%	26.8%	32.2%	38.1%	30.1%	35.5%	
	(1) IT infrastructure solutions	Net sales	2,195	2,321	1,568	2,307	8,393	1,598	2,197	1,717	3,835	9,348	1,846	2,831	1,824
		Marginal profit	496	717	539	762	2,515	546	647	508	878	2,581	581	716	566
		Margin	22.6%	30.9%	34.4%	33.0%	30.0%	34.2%	29.5%	29.6%	22.9%	27.6%	31.5%	25.3%	31.1%
	(2) Security solutions	Net sales	716	926	868	975	3,487	656	880	938	1,152	3,628	809	1,164	1,236
		Marginal profit	376	405	465	451	1,698	344	390	408	455	1,598	430	485	519
		Margin	52.6%	43.7%	53.6%	46.3%	48.7%	52.4%	44.4%	43.5%	39.5%	44.1%	53.2%	41.7%	42.0%
Cloud Systems	Net sales	2,078	2,080	1,878	2,845	8,882	1,693	2,161	2,495	4,379	10,730	2,518	2,863	2,736	
	Marginal profit	729	1,048	812	1,238	3,828	719	1,122	991	1,569	4,403	873	1,128	1,131	
	Margin	35.1%	50.4%	43.2%	43.5%	43.1%	42.5%	52.0%	39.7%	35.8%	41.0%	34.7%	39.4%	41.3%	
	(1) System integration	Net sales	1,353	1,455	1,320	1,739	5,869	1,100	1,243	1,319	2,050	5,714	1,411	1,832	2,103
		Marginal profit	549	702	657	674	2,584	579	657	614	648	2,499	544	701	852
		Margin	40.6%	48.3%	49.8%	38.8%	44.0%	52.7%	52.8%	46.6%	31.6%	43.7%	38.6%	38.3%	40.5%
	(2) Cloud solutions	Net sales	724	624	557	1,106	3,013	593	917	1,176	2,329	5,015	1,106	1,030	633
		Marginal profit	180	346	154	563	1,244	139	465	377	920	1,903	329	426	279
		Margin	24.9%	55.4%	27.7%	50.9%	41.3%	23.6%	50.8%	32.1%	39.5%	38.0%	29.8%	41.4%	44.0%

*Revisions have been made to the categorization of some services and to the allocation method.

Net sales and marginal profits for each service category in the fiscal years ended March 31, 2015 and earlier have been calculated by using the revised method.



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The background of the slide features a soft-focus image of a wind turbine standing in a field of green trees. The sky is a clear, bright blue, and several birds are seen in flight, scattered across the upper half of the frame. The overall aesthetic is clean and modern, with a focus on nature and sustainable energy.

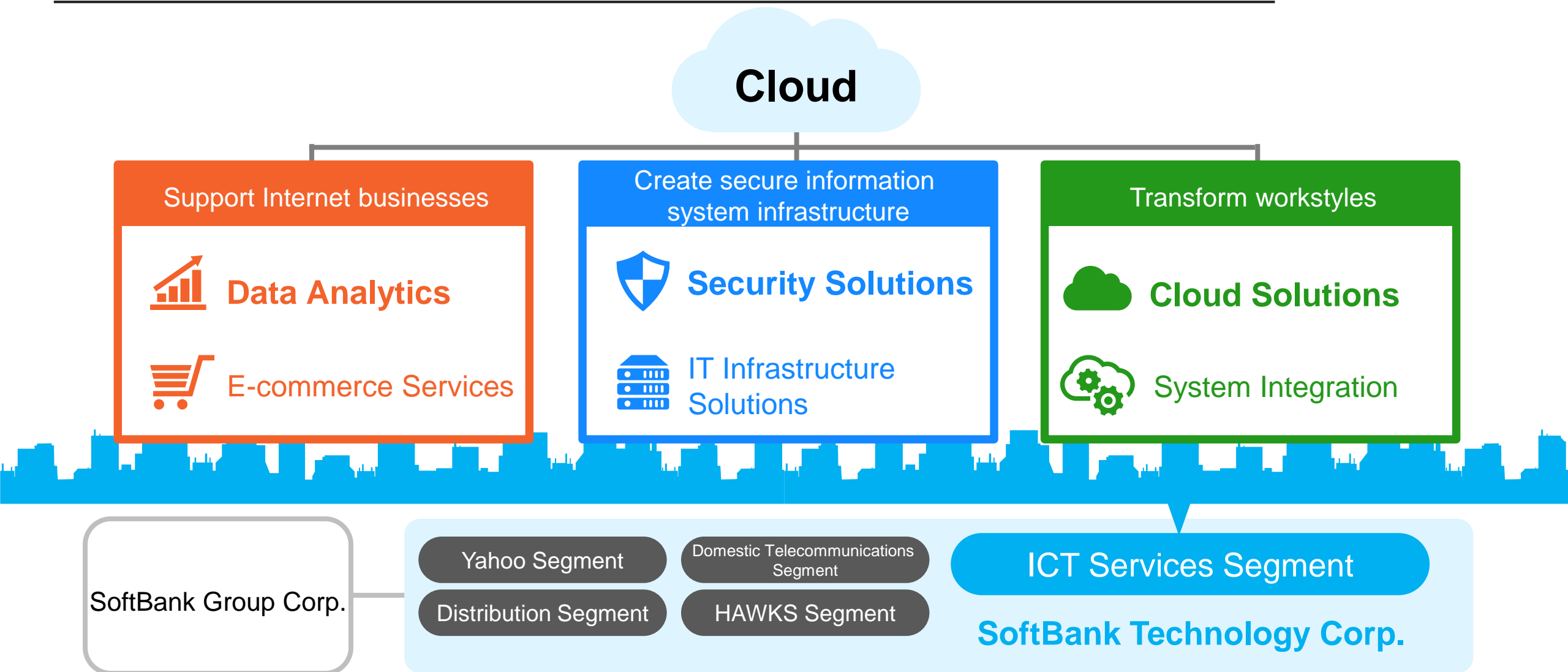
Appendix

Corporate Information

Corporate Data

Trade name	SoftBank Technology Corp.
Establishment	October 16, 1990
Head office	17F Shinjuku Eastside Square 6-27-30, Shinjuku, Shinjuku-ku, Tokyo
Representative	Shinichi Ata, President & CEO
Stock exchange listing	Tokyo Stock Exchange, First Section (Code No.: 4726 Industry classification: Information and Communications)
Paid-in capital	664 million yen (end-March 2016)
Consolidated net sales	45,163 million yen (end-March 2016)
Number of employees (consolidated)	858 (end-March 2016)
Business sites	Shinjuku Office (Headquarters), Shiodome Office, Shiodome Development Base, Nagoya Office, Osaka Branch, Fukuoka Branch, Fukuoka Development Center, Taiwan Branch
Main business	ICT Services E-commerce Services, Data Analytics, IT infrastructure solutions, Security Solutions, System Integration, Cloud solutions
Main phone number	+81-3-6892-3050
Certification	   <small>ISMS 認証登録範囲: 本社、沙羅、大阪、福岡</small>

Business Categories of the SoftBank Technology Group



*SoftBank Group Japan GK has become a parent company of SoftBank Technology on April 1, 2016.

Corporate Philosophy / Corporate Slogan



Shinichi Ata

President & CEO
SoftBank Technology Corp.

Corporate
Philosophy

Information Revolution – Happiness for everyone
Harnessing the power of Technology to build a Brighter future

Since its founding, the SoftBank Group has been using the Information Revolution to contribute to wellbeing of people and society.

The SoftBank Technology Group aims to be the best partner of enterprises through providing ICT services centered on cloud technologies.

Corporate Slogan **“One! SBT”**



The SoftBank Technology Group is dedicated to working as a unified team to create the No.1 business field. To express this determination, we began using the “One! SBT” slogan in 2014. Everyone at the Group has a strong commitment to achieve significant growth.

Introduction to Services Offered in Each Service Category

Digital Marketing



E-commerce Services

- Operation of e-commerce sites of the clients based mainly on Symantec Stores (Japan, China, Hong Kong, Taiwan and S. Korea). Hybrid cloud-based one-stop EC-site content management service.
* B2C model service. Payments by consumers to be recognized as sales.
- Planning, development and sales of digital fonts (typefaces) as well as software development. Fonts download service (to websites from the cloud)



Data Analytics

Key Driver

- A one-stop cloud system operation and monitoring service constructed on the cloud-environment constructed to accumulate a company's own data and link it to external data from the analysis of current status data utilization.
- One-stop support services from consulting for the utilization of data accumulated on the cloud system for B2B and B2C marketing to data analysis and data reporting (data transparency)

Platform Solutions



IT Infrastructure Solutions

- Sales of IT networks, server, storage and other IT devices and development of infrastructure mainly for companies in the SoftBank Group.
- Distribution, service and support for the Open Source Linux OS. Provision of embedded Linux solutions for car navigation systems, vending machines, medical equipment, video distribution systems, and other specialized devices and digital signage.



Security Solutions

Key Driver

- All services from marketing of products of overseas manufacturers to system development, support and maintenance for cybersecurity applications. Security management services based on correlation analysis of round-the-clock data logs of in-house systems, security equipment and cloud service
- Provision of the SSL server certificates, device (terminal) authentication and other authentication services based on the know-how and technologies developed through the development and management of PKI (Public key infrastructure)

Cloud Systems



System Integration

- Design, development and management of in-house and commercial IT systems and applications mainly for companies in the SoftBank Group.
- Design and development of dedicated applications for IoT devices (mobile terminals, robots, drones, etc.) Obtained "Robot App Partner Authentication," under the Pepper Partner Program of SoftBank Robotics Corp. and provide Pepper Operation Authentication service.



Cloud Solutions

Key Driver

- Installation, migration and other closely-related original services for Microsoft Cloud products. Top class in Cloud Service installations/licenses for Enterprise Applications in Japan.
- One-stop service from system development on Microsoft Azure, a public cloud system, to round-the-clock operation and monitoring service for hybrid cloud environment.

Business Results by Service Category and Related Data

Digital Marketing



E-commerce Services

Net sales: 19.02 billion yen (Comp.: 42.1%)

Marginal profit: 2.37 billion yen (Ratio: 12.5%)



Data Analytics

Net sales: 2.43 billion yen (Comp.: 5.4%)

Marginal profit: 0.98 billion yen (Ratio: 40.4%)

Platform Solutions



IT Infrastructure Solutions

Net sales: 9.35 billion yen (Comp.: 20.7%)

Marginal profit: 2.58 billion yen (Ratio: 27.6%)



Security Solutions

Net sales: 3.62 billion yen (Comp.: 8.0%)

Marginal profit: 1.59 billion yen (Ratio: 44.1%)

Cloud Systems



System Integration

Net sales: 5.77 billion yen (Comp.: 12.8%)

Marginal profit: 2.51 billion yen (Ratio: 43.5%)



Cloud Solutions

Net sales: 4.94 billion yen (Comp.: 11.0%)

Marginal profit: 1.88 billion yen (Ratio: 38.1%)

* Figures are based on the FY2015 results of operations by service category.

In FY2015, net sales was 45.1 billion yen, marginal profit was 11.9 billion yen, operating income was 2.3 billion yen, on a consolidated bases.

Percentages of Employees

*SBT non-consolidated basis

Engineering: approx. **80%**

Sales: approx. **10%**

Administration: approx. **10%**

Cumulative Number of SBT Cloud Service Licenses

450,000

ADFS on Cloud, OSG

Cloud Installations

Approx. **1.0** million licenses

More than **500** companies

Office 365, SBT Cloud Service

SBT Group Companies

The group of companies
with **original IT technologies**



M-SOLUTIONS, Inc.

Fontworks Inc.

Kan Corporation

Cybertrust Japan
Co., Ltd.

Mode2 inc.

MIRACLE LINUX
CORPORATION

ASORA Tech Corp.

REDEN Corp.

2001/04

Development of
applications
for IoT devices

2013/06

Development
and sales of
digital fonts

2013/06

Operation of the
Web Analytics
Consultants Association

2014/04

E-certification and
security services

2014/05

Creative services

2014/07

Development of
Linux OS

2015/07

Management of
agricultural land data

2016/07

ICT services
for agriculture

Our Business Transition

History of SBT toward “Significant Growth”

Main businesses : Sales and development of EC/IT

Creation of a base for business transformation

1990

1999

2004

2006

2012

2013

2014

2015

Three business units are merged

 E-commerce Services

● SOFTBANK GIKEN CORP.

 System Integration

● SoftBank's Information Systems Dept.

 Platform Solutions

● SOFTBANK NETWORK CENTER CORP.

Formation of  SoftBank Technology

~ **A company capable of taking on large projects** ~

Aggressive recruitment and upgrading technological skills

~ **Original technologies to establish a key competitive edge** ~

Establishment of three key drivers and promotion of acquisitions

~ **Strengthen our project management framework** ~

Encouraging employees to earn certifications in order to improve productivity and quality, strengthening the framework

Continuing project management reinforcement initiatives

- ◆ Increase the number of certified Project Management Professionals (PMPs)
 - Upgrade supervisory skills of project managers
 - Allow all members of a project to function using the same mindset
- ◆ Use the Project Management Office (PMO) to confirm progress at projects
 - Consolidate and accumulate expertise about large and multi-faceted projects
 - Perform third-party checks for individual processes

Benefits of a stronger management framework

1. Establish the best possible teams
2. Build a quick recovery system
3. Reduce repeated and corrective steps

Growth of Net Sales

(Billions of yen)

50

45.1 billion yen

Growth of the three key drivers

40

30

20

10

0

FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16

Increase in net sales
for 6 consecutive years

Approximately 4 times
sales growth

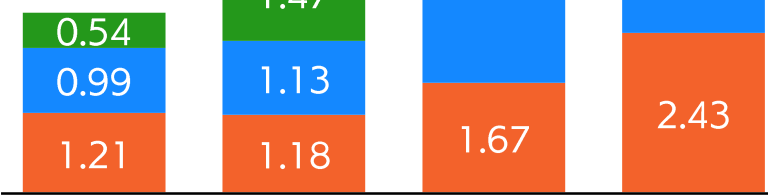
- Cloud Solutions
- Security Solutions
- Data Analytics

11.0

8.17

3.79

2.75



FY12 FY13 FY14 FY15

Shifting Businesses and Composition of Sales to Internal/External Groups

SoftBank
Technology

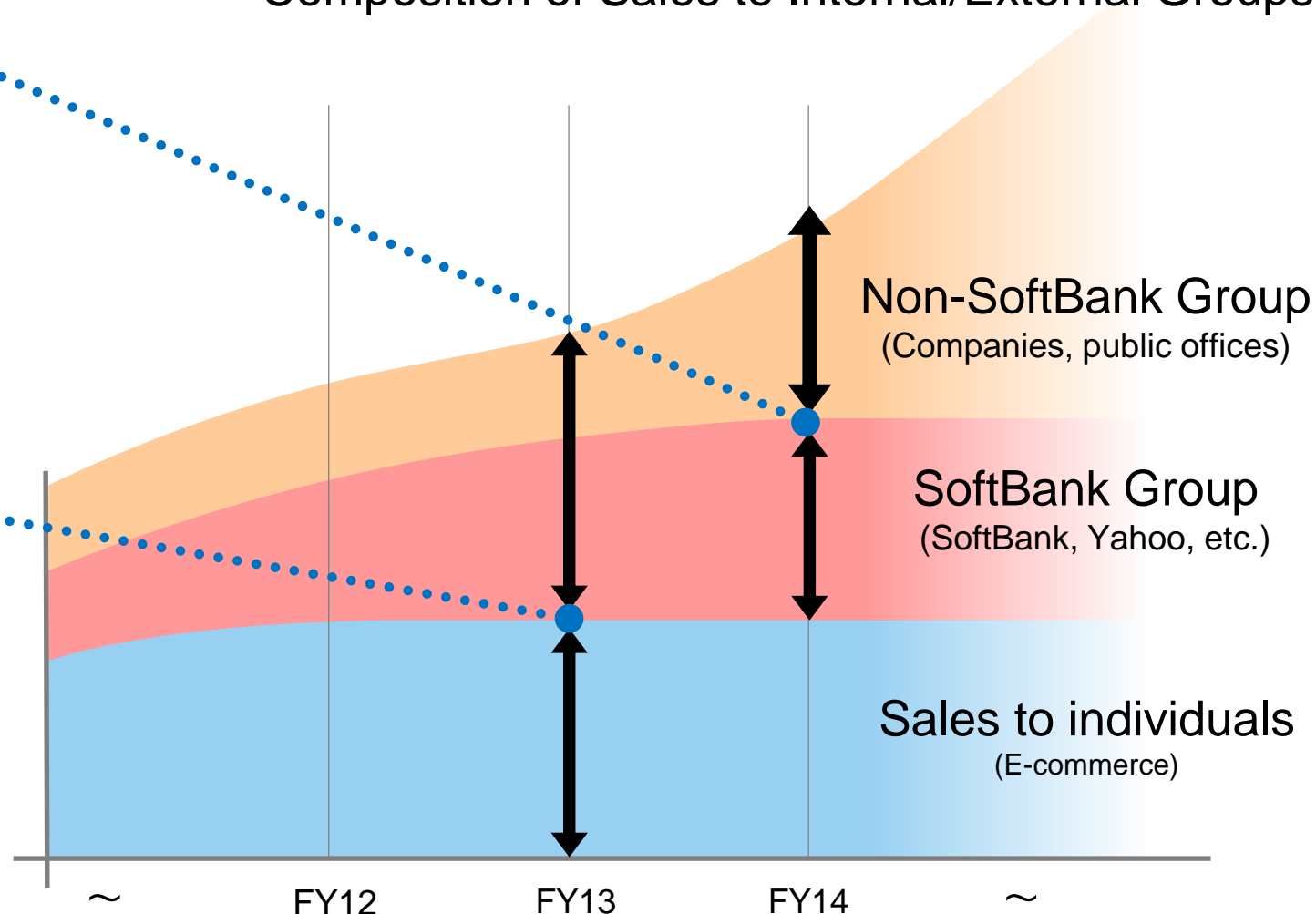
Composition of Sales to Internal/External Groups

FY2014: The ratio of Non-SoftBank Group sales surpassed that of SoftBank Group sales

Gain a good reputation from outside the SoftBank Group

FY2013: Total non-SoftBank and SoftBank Group sales surpassed E-commerce sales

Shift from e-commerce outsourcing to the three key drivers



Continue Receiving Orders for Cloud Projects and Transform Customer Relationships

Promote the cloud transformation to be a business partner for customers

Stage 1

Build a communication platform
(Mail system, Groupware)

Stage 2

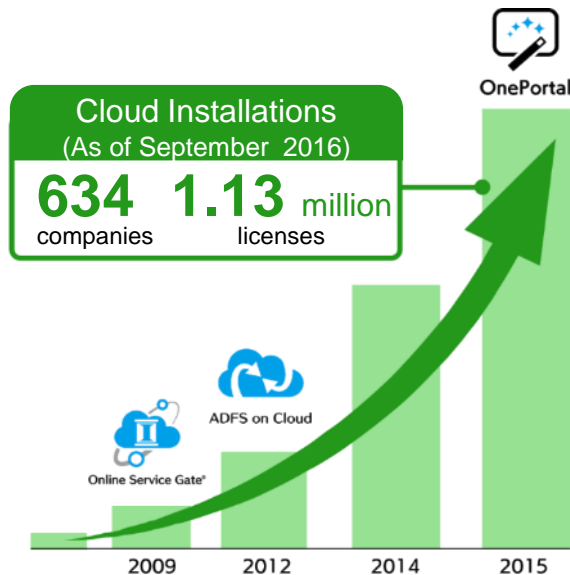
Build a customer relationship
management platform
(CRM)

Stage 3

Build a business platform to support core business
transformations and improvements

IT partner

Business partner



Leading provider in the deployment of
Office 365 for enterprises in Japan

Many services that work best with
Azure

Extensive product knowledge and the
technology and development skills to
precisely meet the requirements of
enterprise customers

**Start advancing to Stage 2
while continuing to execute Stage 1**

*Cloud installations are the number of installations for
Office 365, Online Service Gate, ADFS on Cloud and Enterprise Mobility Suite.

Expand the Volume of Business for Public Sector Customers

The Japan Revitalization Strategy 2016

Public-Private Sector Strategy Project 10 for 600 trillion yen

1-1: Create new markets with
excellent growth prospects

The fourth industrial revolution
(IoT, big data, AI)



1-2: More progress with “local
Abenomics”

A more aggressive forestry and
fishery sector and more activities to
increase exports



SBT's Priority Support Domain

Create an environment for supporting the fourth industrial revolution

Cyber security and extensive use of IT

Local government data security cloud

Aggressive business development for forestry and fishery sector and more activities to increase exports

Upgrade farmland intermediate management organization

Agricultural land data disclosure system
(Nationwide Agricultural Land Navigation Website)

Develop and ensure management entities and
consolidate and utilize outstanding knowledge

Use subsidiary REDEN Corp. to provide services

Medium to Long-term Business Strategies

Two Core Strategies for More Growth

Core strategy 1 :
Centralize services on the cloud



+

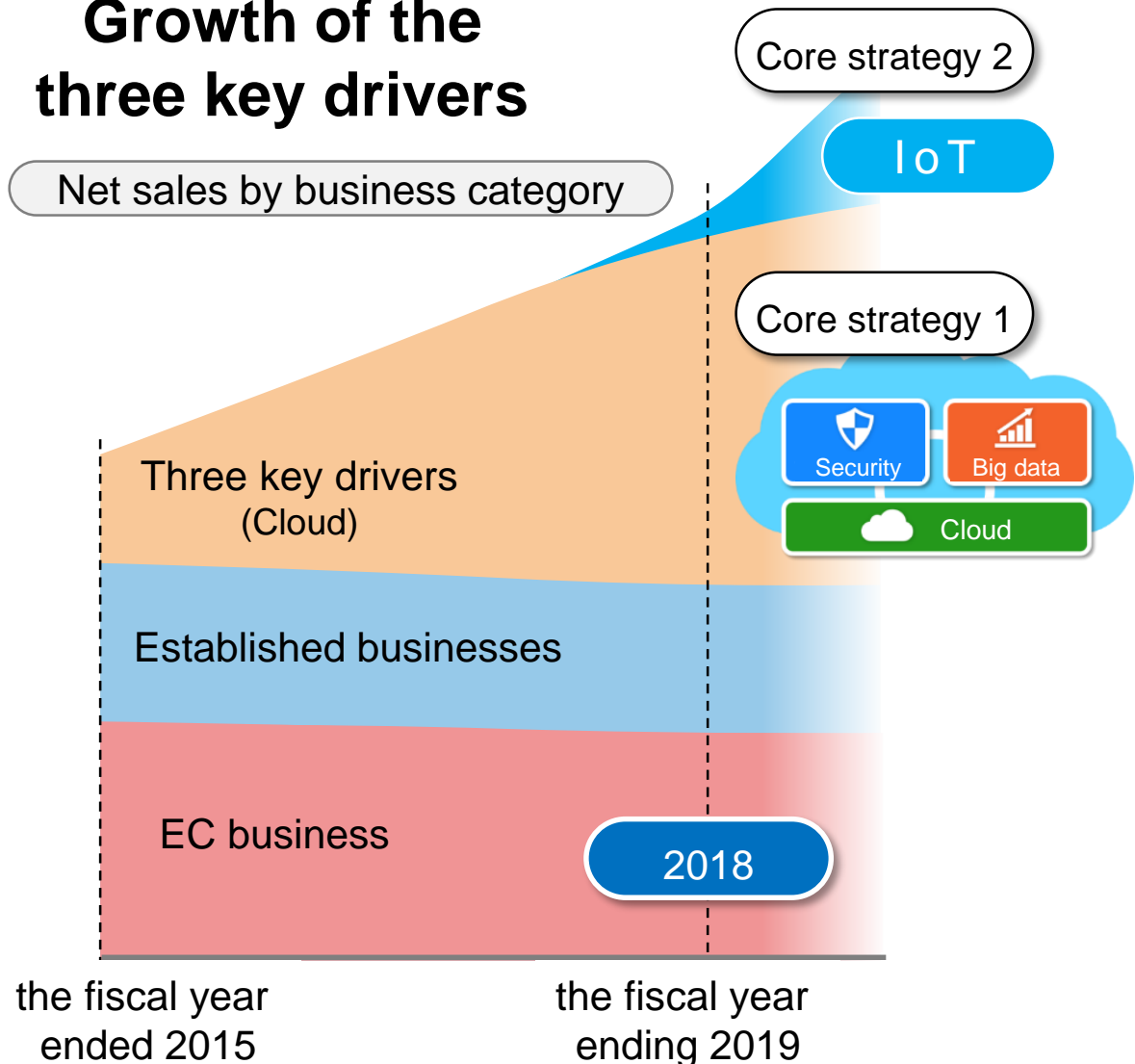
Core strategy 2 :
Launch IoT businesses



**To be a business partner that can transform
our customers' business activities**

Sales Growth Projections

Growth of the three key drivers



Core strategy 1

Targeted users

More than 1,000 companies and government agencies

Services provided

Solutions for business growth

Expected growth

Aiming for consistent annual growth of at least 20%

Core strategy 2

Start of contribution to sales and earnings

Expected to begin in 2018

The Advantages of SBT in the Cloud Domain

**SBT provides cloud solutions
for enterprises in Japan***

**No. 1 in the
cloud domain**

Leading company with a large number of
installations and transitions

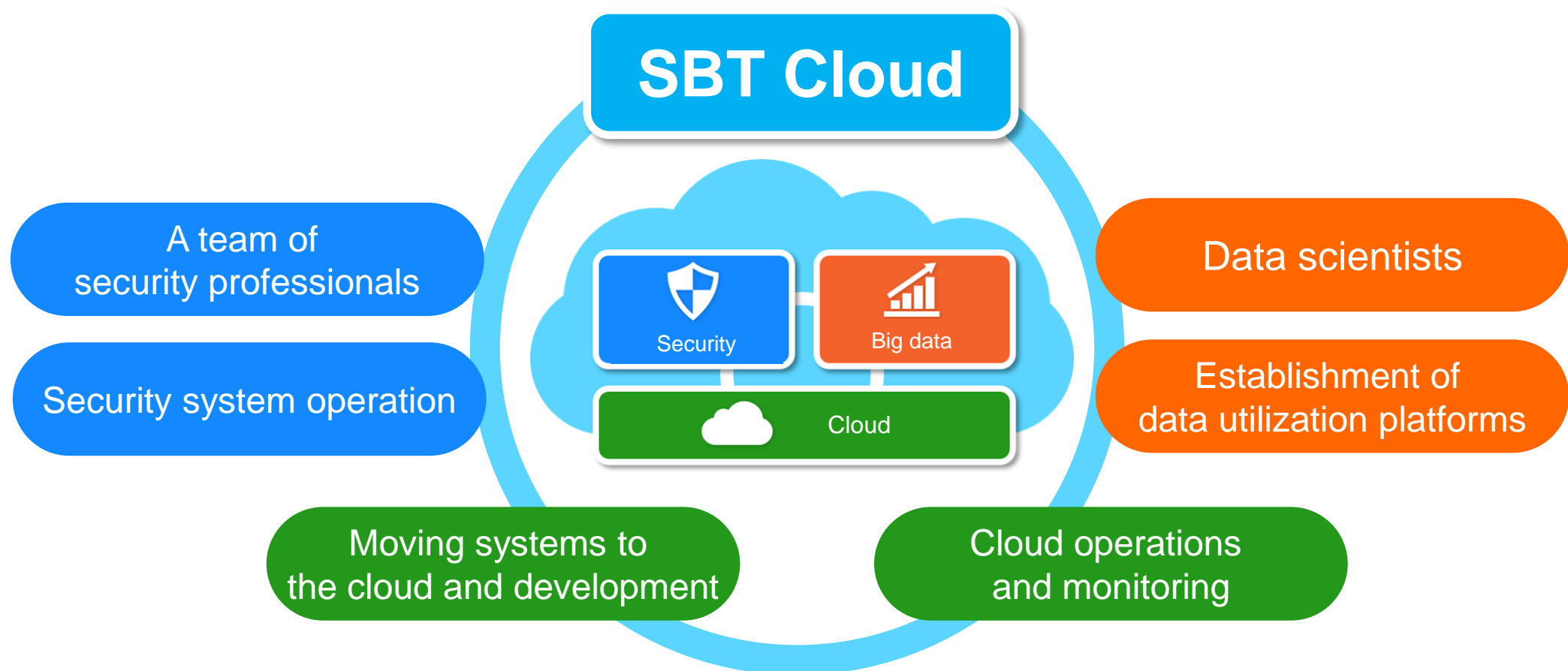
Received awards in four global categories
as a Microsoft partner

Expertise extends to big data platforms,
data analysis and security measures

*Cloud installations are calculated by the number of users installed following solutions (SBT data)
Office 365, Enterprise Mobility Suite and SBT's original services (OSG and AoC)

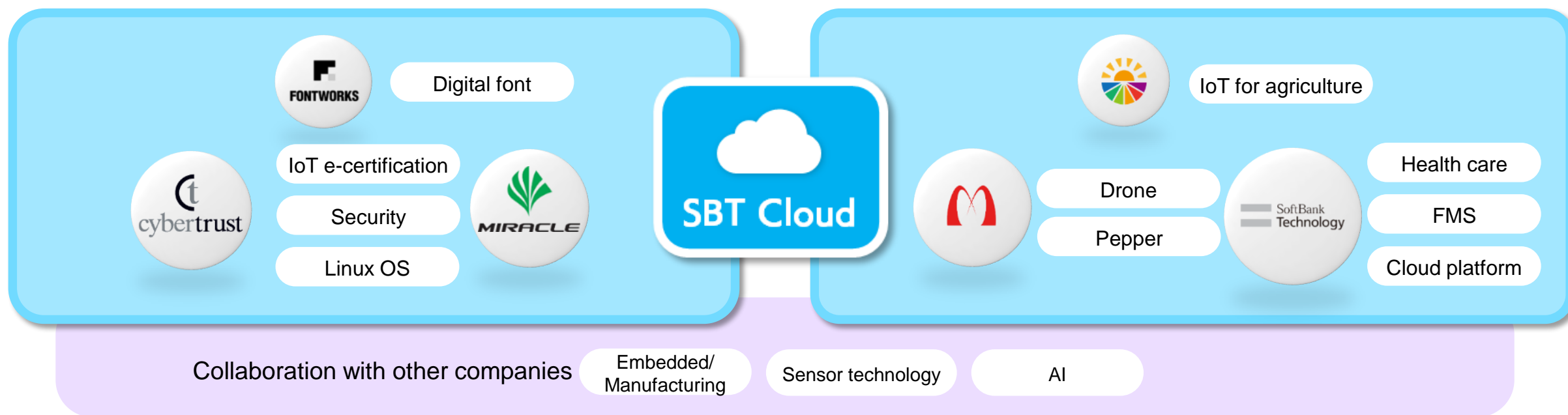
Combine three key drivers on the cloud and provide one-stop services

Cloud Installations and Operation Considering Security and Data Utilization



The Advantages of SBT in the IoT Domain

A full line of IoT services by the resources of the SBT Group



**Provide core technologies
and specialized services**

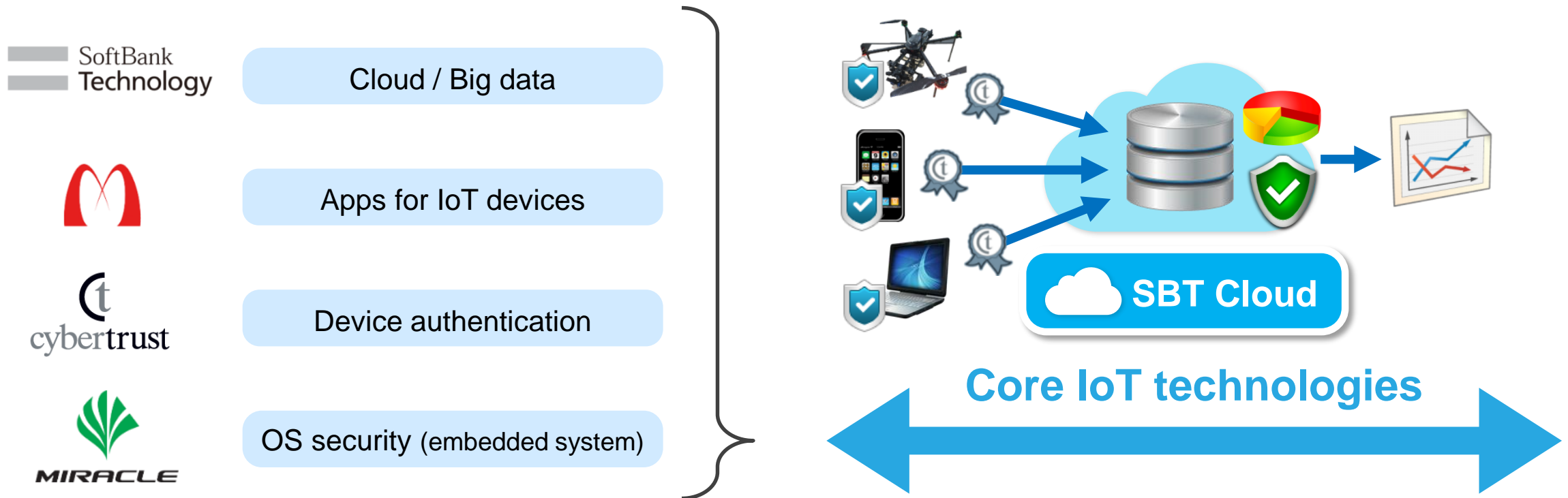
(1) Approach as manufacturers and platform providers

Provide solutions for problems and needs

(2) Approach starting with problems/needs of specific industries/customers

A Full Line of IoT Services by the Resources of the SBT Group

Combine SBT Group Technologies for Providing Secure Device Connection and Data Analysis



POC Projects by the SBT Group or with SBT Group Participation

Examples of demonstration tests for data collection and analysis using embedded devices

Real-time monitoring

Smartphones x Personal location data
Visualization of staff authentication and locations

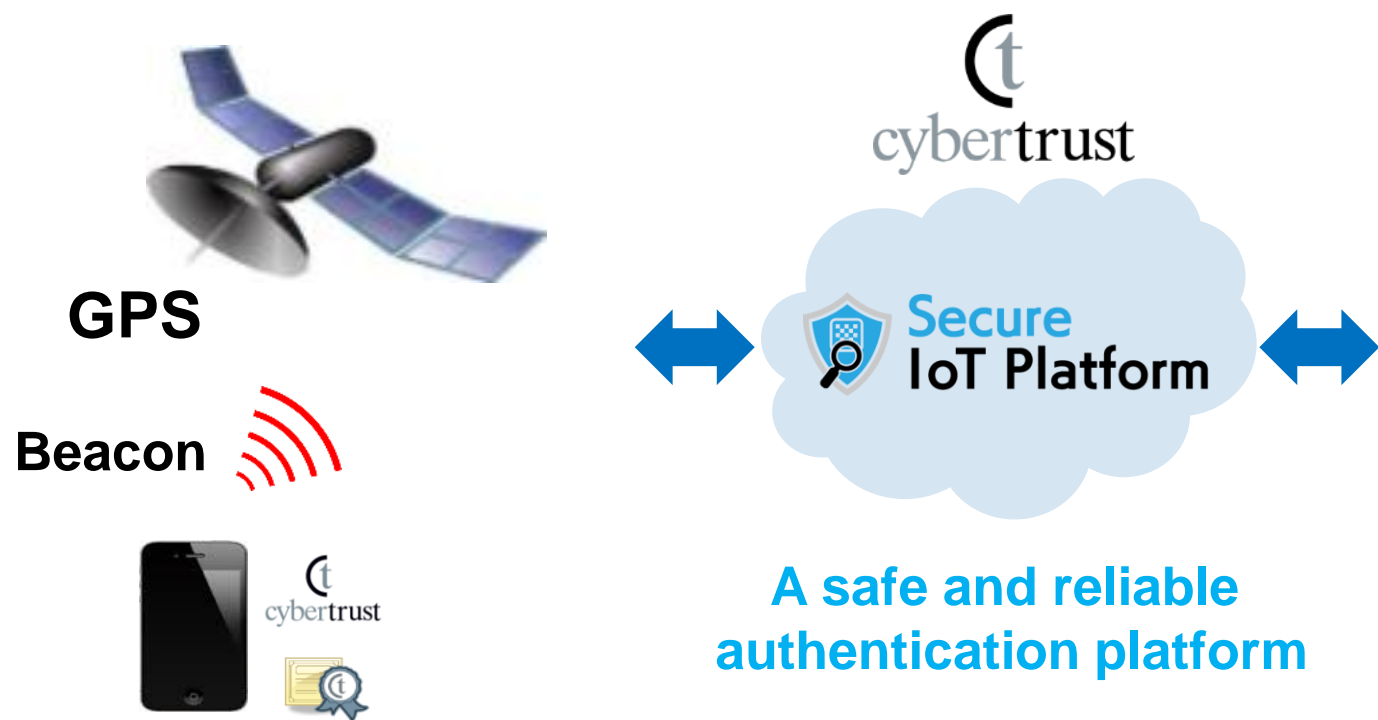
Precision agriculture

Drones x Image data
Growth monitoring of crops by using automated drone flights

Health care

Wearable devices x Vital data
Prediction and prevention of stress

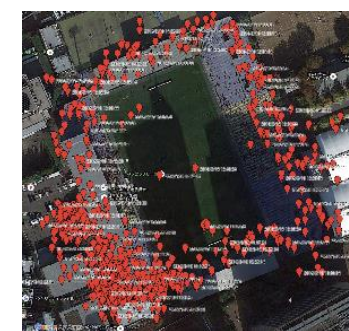
Visualization of authentication and locations of Super Rugby volunteer staff



Visualization of locations

Dynamic staffing

Log shows when, where and who



- Monitoring + Real-time location display
- Utilize analysis results for improvements

Joined crop growing demonstration tests as a member of the Secure Drone Consortium

Drone with 4K camera, infrared camera and multi-spectral camera



Wi-Fi
network

Drone control PC



**A safe and reliable
authentication platform**



Visualization of drone flights and status

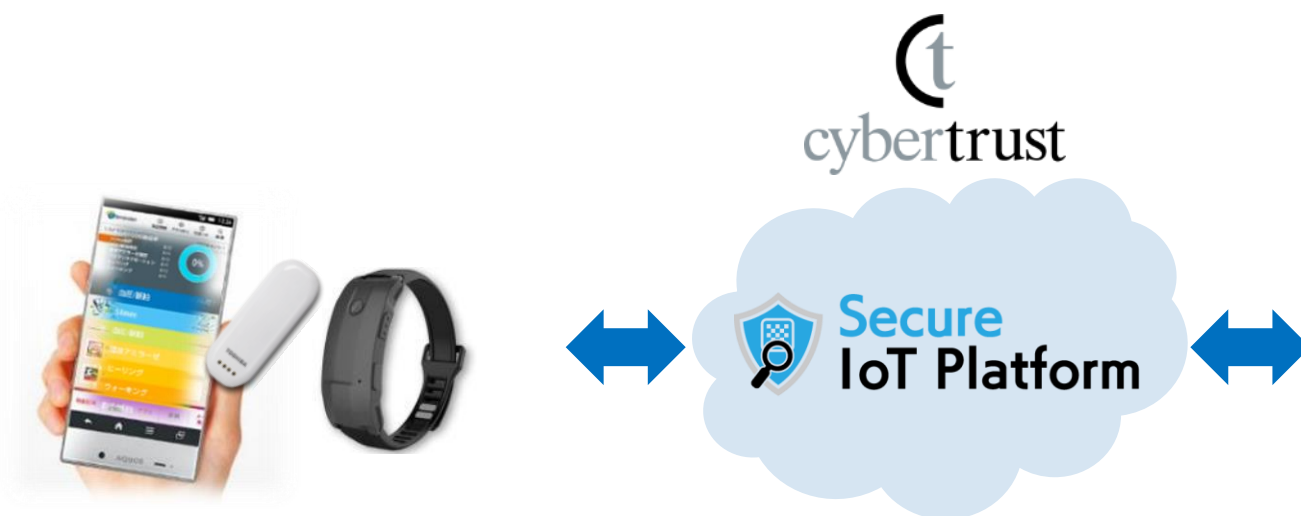
Accurate location data/Real-time monitoring of drone status
Log with authentication shows when, where and which drones

Analysis and use of image data

Automatic flight control/Image judgment app/Reports

- Accurate monitoring of crop growing progress
- Labor saving for farmers
- Quickly identify locations of diseases and pests for effective countermeasures

Remote diagnosis system for stress care using wearable devices



**A safe and reliable
authentication platform**

Stress visualization

Protect privacy/Monitor mood and vital signs
/Subjective/Communication function

Secure operations

Smart devices / Cloud security

Log shows where people were at what times



- Confirm the potential for creating a linked service for preventing and predicting stress
- Create a highly secure environment for the safe handling of data concerning an individual's physical condition

Press Releases from October to December 2016

Major Press Releases in the Third Quarter of FY2016 (October 1 to December 31, 2016)			
Date	[SBT]	Date	[Subsidiaries]
Oct. 3, 2016	Organization and Personnel Changes	Oct. 6, 2016	M-SOLUTIONS Announces a Version Upgrade for “Smart at robo for Pepper” an Easy Operation Setting Service for Pepper
Oct. 5, 2016	[Case Study] SoftBank Technology Supported Aeonpet Co., LTD. for the Installment of Cloud-based Data Warehouse	Oct. 17, 2016	OPTEX CO., LTD. and M-SOLUTIONS Jointly Develop IoT Solutions for Pepper
Oct. 6, 2016	SoftBank Technology Committed to Support the Teleworking Promotion by Microsoft Japan	Oct. 31, 2016	Cybertrust Reinforced Windows Platform Functions for Device ID
Oct. 11, 2016	[Case Study] The Portal Site of Sales Affiliates of Nissan Motor Co., Ltd. Migrated to Cloud	Nov. 1, 2016	MIRACLE LINUX Held a Panel Discussion on System Monitoring on a Public Cloud System Utilizing OSS
Oct. 13, 2016	[Case Study] Taisei Corporation Builds its Next-generation Communication Platform on Cloud	Nov. 1, 2016	MIRACLE LINUX Launched MIRACLE System Savior, a System Backup Product for Corporate Applications, Centered on Windows Server 2016
Oct. 14, 2016	Notice on the Seminar “Utilization of Sitecore Platform & Microsoft Azure for Migrating from Distributed to Centralized Processing”	Nov. 4, 2016	Fontworks Decides to Launch “Matisse EB True Type Version of EVANGELION Official Font”
Oct. 21, 2016	[Case Study] Installed Adobe Experience Manager at Sony Interactive Entertainment LLC	Nov. 7, 2016	The Official Website of Web Font Service “FONTPLUS” Was Renewed
Oct. 24, 2016	Softbank Technology and MIRACLE LINUX CORPORATION Build the BSP Development Environment on Microsoft Azure for RZ/G Provided by Renesas Electronics	Nov. 8, 2016	Gaiax and Cybertrust Agree to Collaborate in Personal Identification and Authentication Businesses Using Blockchain and E-certification Technology
Oct. 26, 2016	Notice on SoftBank Technology Forum 2016	Nov. 16, 2016	MIRACLE LINUX Commenced Marketing High-availability Cluster Software Centered on the Latest Version of Linux OS
Nov. 8, 2016	SoftBank Technology Forum 2016 Approaches (November 18 at Toranomon)	Nov. 22, 2016	MIRACLE LINUX Commenced Marketing System Backup Products Centered on SAP HANA
Nov. 14, 2016	SoftBank Technology Becomes the Company with the Highest Number of McAfee SIEM Certified Specialist in the World (As of October 2016)	Nov. 29, 2016	MIRACLE LINUX Commenced Marketing Integrated Monitoring Appliance with Markedly Enhanced Operating Efficiency for Large-scale Systems
Nov. 17, 2016	Seminar on “Data Utilization Frontline at Local Governments: Understanding and Application of Shared Vocabulary Platform”	Nov. 29, 2016	SAKURA Internet Inc., BitStar Inc. and MIRACLE LINUX Commence Joint Development of Open Source Software Hatohol
Nov. 22, 2016	Won the “Commendation Award” of the “FY2016 Internet IR Best Company Award”	Nov. 30, 2016	FONTPLUS Selected for the Official Website of “Web Awards for Horizontal and Vertical Writings”
Nov. 24, 2016	Establishment of Sendai Development Center	Dec. 1, 2016	MIRACLE LINUX Published R&D Results Regarding Utilization of FPGA in Enterprise and IoT Areas
Nov. 28, 2016	Establishment of Shiodome Development Center	Dec. 12, 2016	Fontworks UD Font Won “IAUD Awards 2016”
Nov. 29, 2016	Notice on Business Alliance with Imagia Solution Corporation	Dec. 14, 2016	Demonstration Tests Conducted for the Use of Pepper as a Guide Robot at Airports
Nov. 30, 2016	Won the Bronze Prize of Gomez’s “Investor Relations Site Ranking 2016”	Dec. 14, 2016	MIRACLE LINUX Started Patch Provision Service for Troubleshooting to CentOS 5 Users after Upgrades and Maintenance
Dec. 1, 2016	Organization and Personnel Changes	Dec. 19, 2016	M-SOLUTIONS Developed Applications to Simultaneously Operate Multiple Pepper and to Design Operations Linked to Other Pepper
Dec. 6, 2016	Won the “FY2016 Superior Website Award” amongst All Publicly Traded Companies	Dec. 22, 2016	Secure Drone Consortium Held a Meeting to Report on Achievements of the Demonstration Tests Conducted at Asahikawa
Dec. 19, 2016	[Seminar Report] SoftBank Technology Forum 2016		



Information Revolution –Happiness for everyone

~ Harnessing the power of Technology to build a Brighter future ~

The SoftBank Technology Group



SoftBank Technology Corp.



M-SOLUTIONS, Inc.



Fontworks Inc.



Kan Corporation



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Mode2 inc.



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ASORA Tech Corp.



REDEN Corp.