Fiscal Year Ended March 31, 2017 (FY 2016)

Results of Operations

April 27,2017

SoftBank Technology Corp.

Important Information about this Presentation

1. Starting in the fiscal year ended March 31, 2015, the eBusiness Services and Solutions segments have been combined to create a single segment called ICT Services. To provide additional financial information for reference, three service categories have been established: Digital Marketing, Platform Solutions and System Integration. The service category data for the fiscal years ended March 31, 2014 and earlier on this presentation uses the new business categories.

2. Starting with the fiscal year ended March 31, 2016, revisions have been made to the categorization of some solutions and subsidiaries and to the method used for the allocation of the amount of elimination of internal transactions with subsidiaries for the marginal profit. These revisions have been used for sales and marginal profits for each service category in the previous fiscal year and earlier.

3. The marginal profits and fixed costs shown on this presentation have changed because of the partial revision in the recognition method for e-commerce services' expenses. Marginal profits and fixed costs for the fiscal years ended March 31, 2014 and earlier have been restated based on the new expense recognition method.

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.

Disclaimer

This presentation was prepared based on information available and views held at the time it was made. Its statements that are not historical facts, including, without limitation, plans, forecasts and strategies, are Forward-looking statements, which are by their nature subject to various risks and uncertainties. The actual results and others may differ materially from those expressed or implied in any forward-looking statement due to a change in the operating environment or for other reasons.

The contents of this presentation, including results of operations, business activities and other information, are provided solely for informational purposes and not intended to solicit purchases, sales or other investment activities concerning shares of SoftBank Technology Corp. and its group companies.
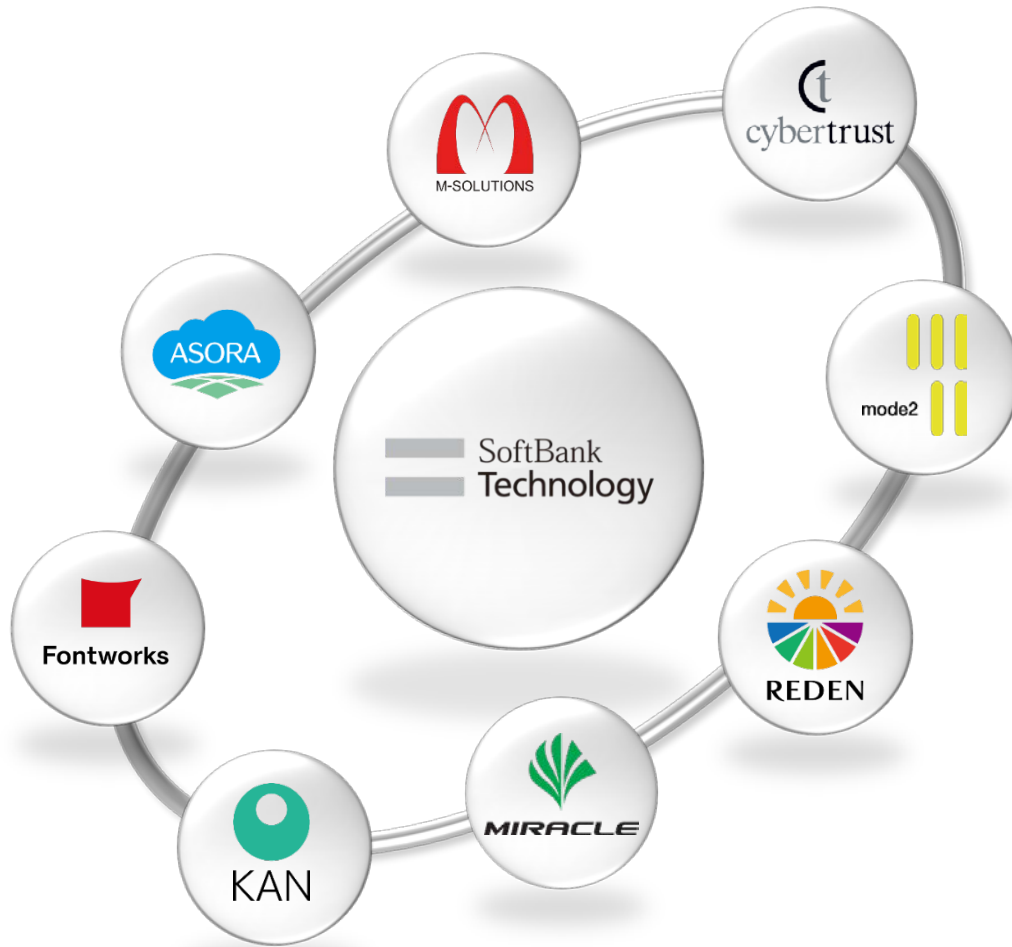
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Table of Contents

About SoftBank Technology

Vision of Softbank Technology (SBT)

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

SBT, with the slogan *growing big*, aims to become a

business partner, not an IT vendor,

of customers, by taking advantage of its **cloud**

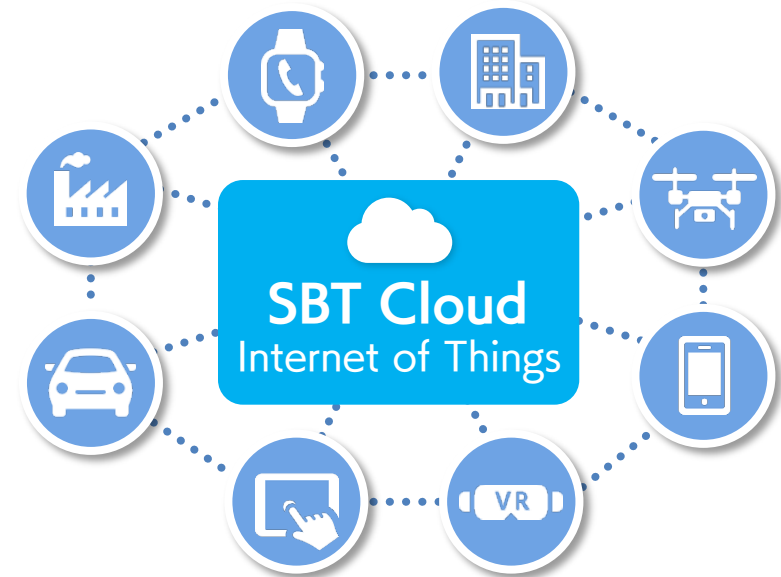capabilities and many case studies.

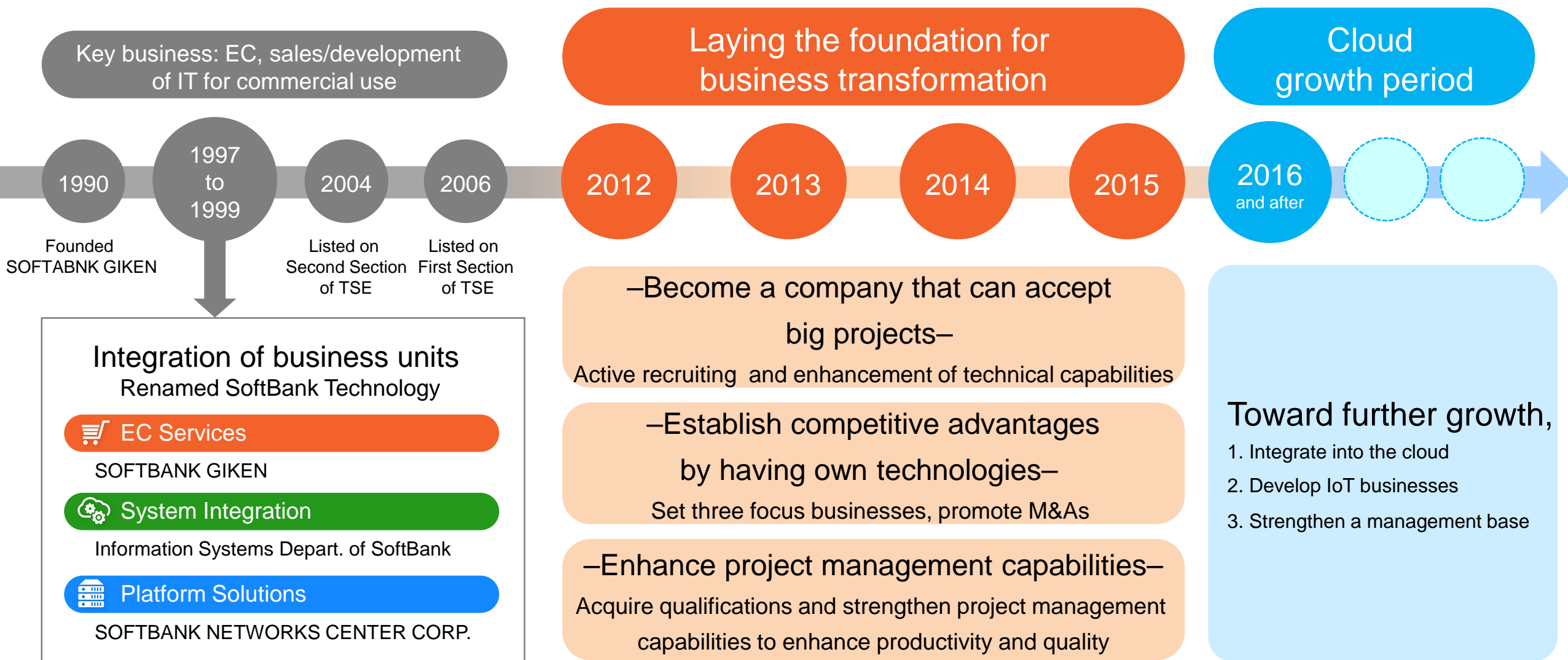# Focus on cloud and IoT from April 2016

Cloud integration

IoT business development

Security

Big data

Cloud

+

SBT Cloud
Internet of Things

VR

A business partner
that can transform customers' businesses

SBT's steps toward growing big

SoftBank Technology

Key business: EC, sales/development of IT for commercial use	Laying the foundation for business transformation	Cloud growth period

Timeline:

- **1990** — Founded SOFTABNK GIKEN
- **1997 to 1999**
- **2004** — Listed on Second Section of TSE
- **2006** — Listed on First Section of TSE
- **2012**
- **2013**
- **2014**
- **2015**
- **2016 and after**

Integration of business units
Renamed SoftBank Technology

EC Services
SOFTBANK GIKEN

System Integration
Information Systems Depart. of SoftBank

Platform Solutions
SOFTBANK NETWORKS CENTER CORP.

—Become a company that can accept big projects—
Active recruiting and enhancement of technical capabilities

—Establish competitive advantages by having own technologies—
Set three focus businesses, promote M&As

—Enhance project management capabilities—
Acquire qualifications and strengthen project management capabilities to enhance productivity and quality

Toward further growth,
1. Integrate into the cloud
2. Develop IoT businesses
3. Strengthen a management base
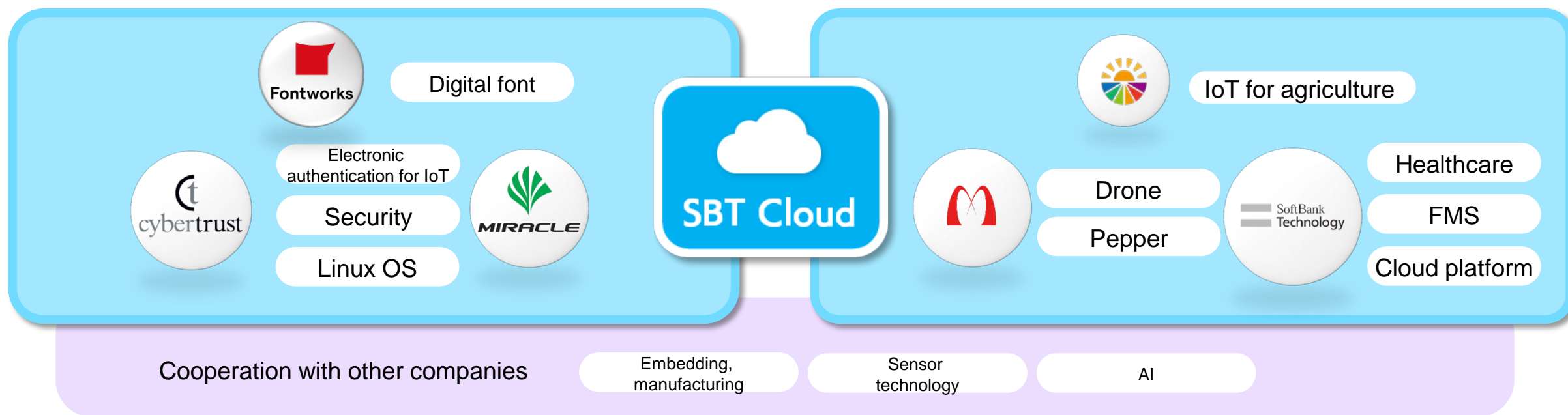
Competitive advantages in the cloud business

One-stop provision of services from security measures, utilization of data, to cloud operation

SBT Cloud

Security

Big data

Cloud

Group of security experts

Security operation

Data scientists

Utilization of data
Platform construction

Cloud migration/development

Cloud operation/monitoring

Competitive advantages in IoT
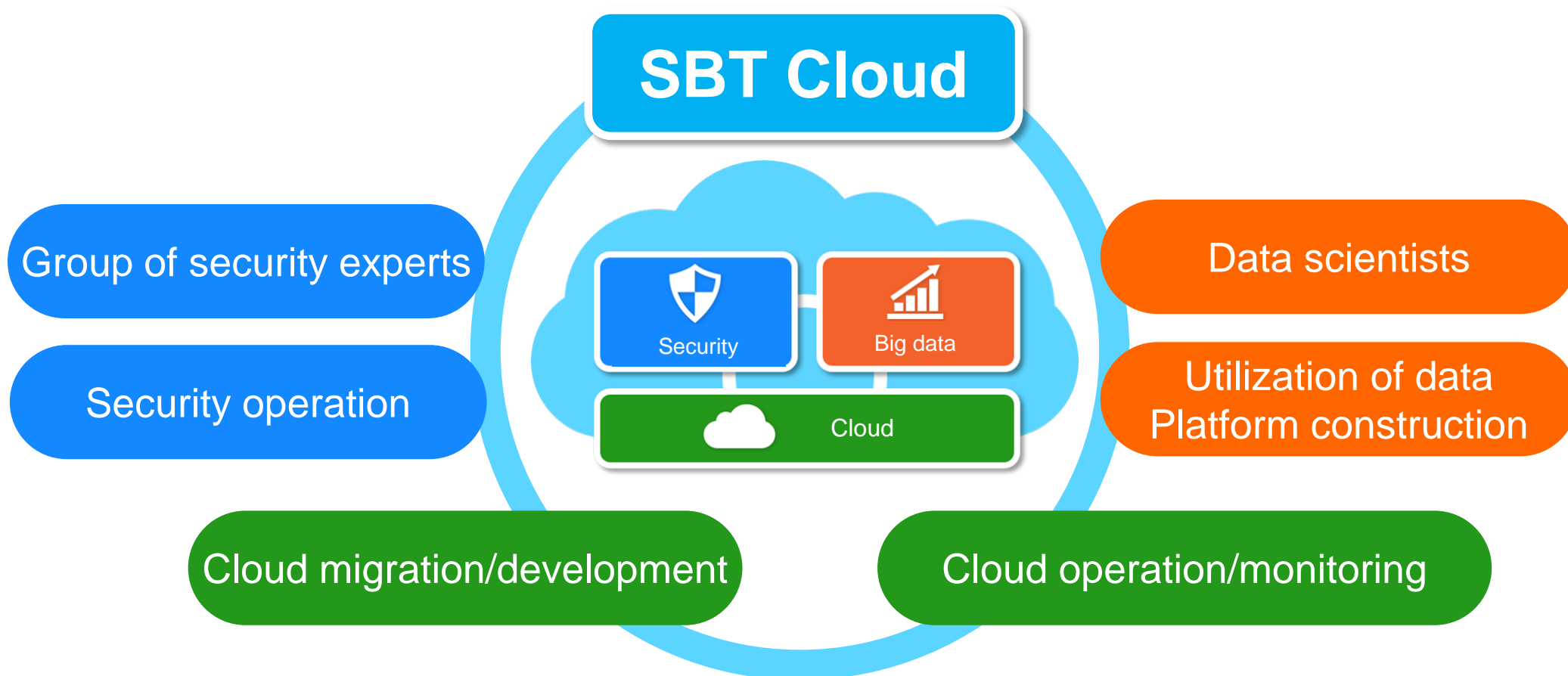
Integrated provision of services by the SBT Group

Digital font

Fontworks

Electronic authentication for IoT

Security

Linux OS

cybertrust

MIRACLE

SBT Cloud

IoT for agriculture

Drone

Pepper

McDonald's

SoftBank Technology

Healthcare

FMS

Cloud platform

Cooperation with other companies

Embedding, manufacturing

Sensor technology

AI

Provision of elemental technologies and specialized services
(i) Manufacturer/platform-based approach

Resolution of issues/meeting needs
(ii) Approach based on industry/customer issues and needs

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Results Overview

FY 2016 ended March 2017 Full-Year Results (vs. Previous Year)

SoftBank Technology

Overview

- Posted a new record high in sales, topping 50 billion yen, driven by growth in SB Group and public projects.
- Achieved the goal set at the beginning of the year of hiring 100 new employees: operating income decreased, weighed down by increased fixed costs.
- Profit increased 13.8% because of tax system revisions and an increase in deferred tax assets of subsidiaries.
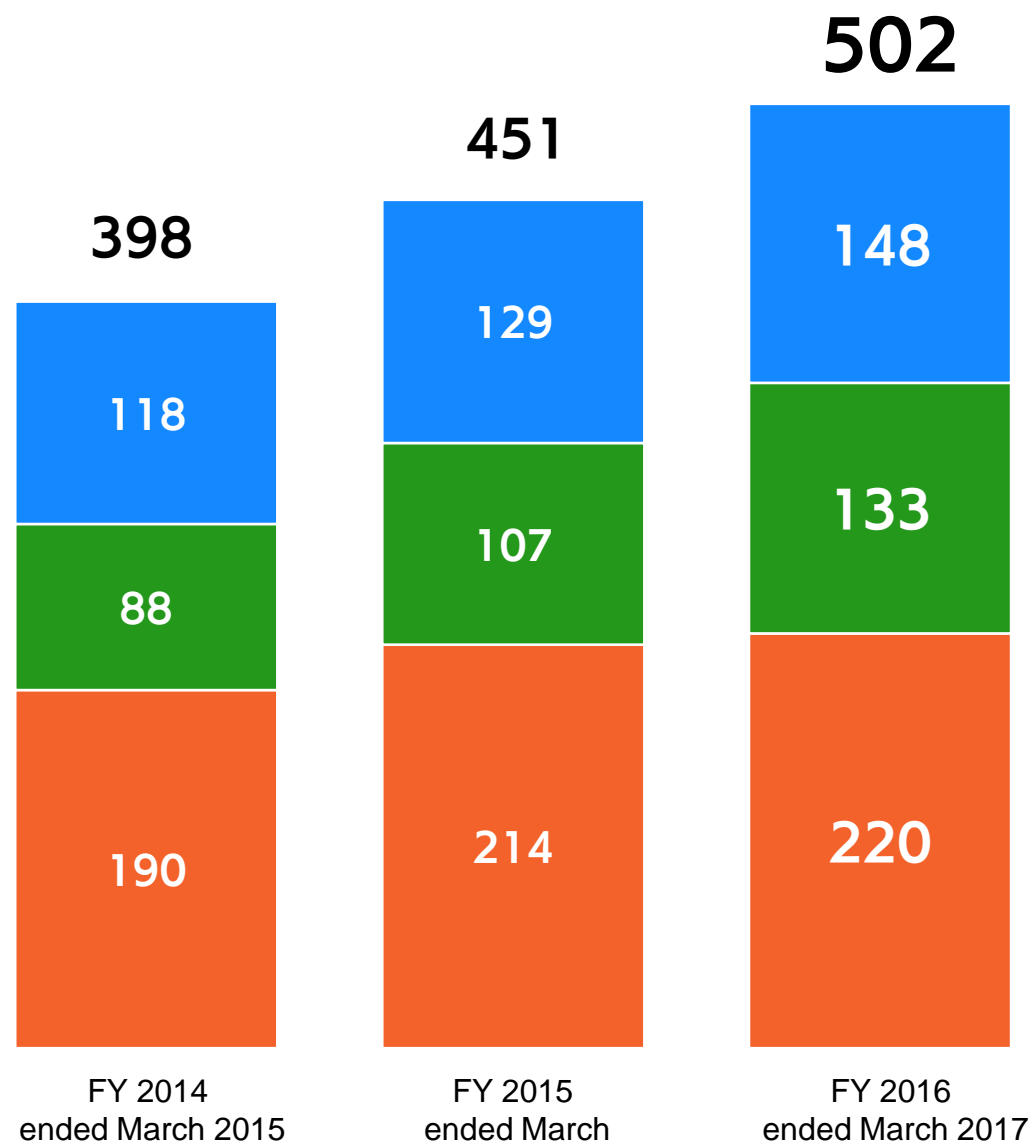
(Millions of yen)	FY16 Full year	FY15 Full year	Amount of change	Ratio of change
Net Sales	50,225	45,163	+5,062	+11.2%
Operating income	2,241	2,308	- 67	- 2.9%
Ordinary income	2,286	2,230	+56	+2.5%
Profit attributable to owners of parent	1,598	1,405	+193	+13.8%
EBITDA	3,232	3,285	- 53	-1.6%

FY 2016 ended March 2017 Full-Year Results (vs Initial Forecast)

SoftBank Technology

Overview

● Operating income and ordinary income were lower than the forecast due to an increase in fixed costs associated with enhanced recruiting.

(Millions of yen)	FY16 (Full year)	Initial Forecast (April 26, 2016)	Change vs initial forecast (%)	Change vs initial forecast
Net sales	50,225	47,000	106.9%	+3,225
Operating income	2,241	2,400	93.4%	-158
Ordinary income	2,286	2,300	99.4%	-13
Profit attributable to owners of parent	1,598	1,500	106.6%	+98

Net Sales by business type

SoftBank Technology

502

451

398

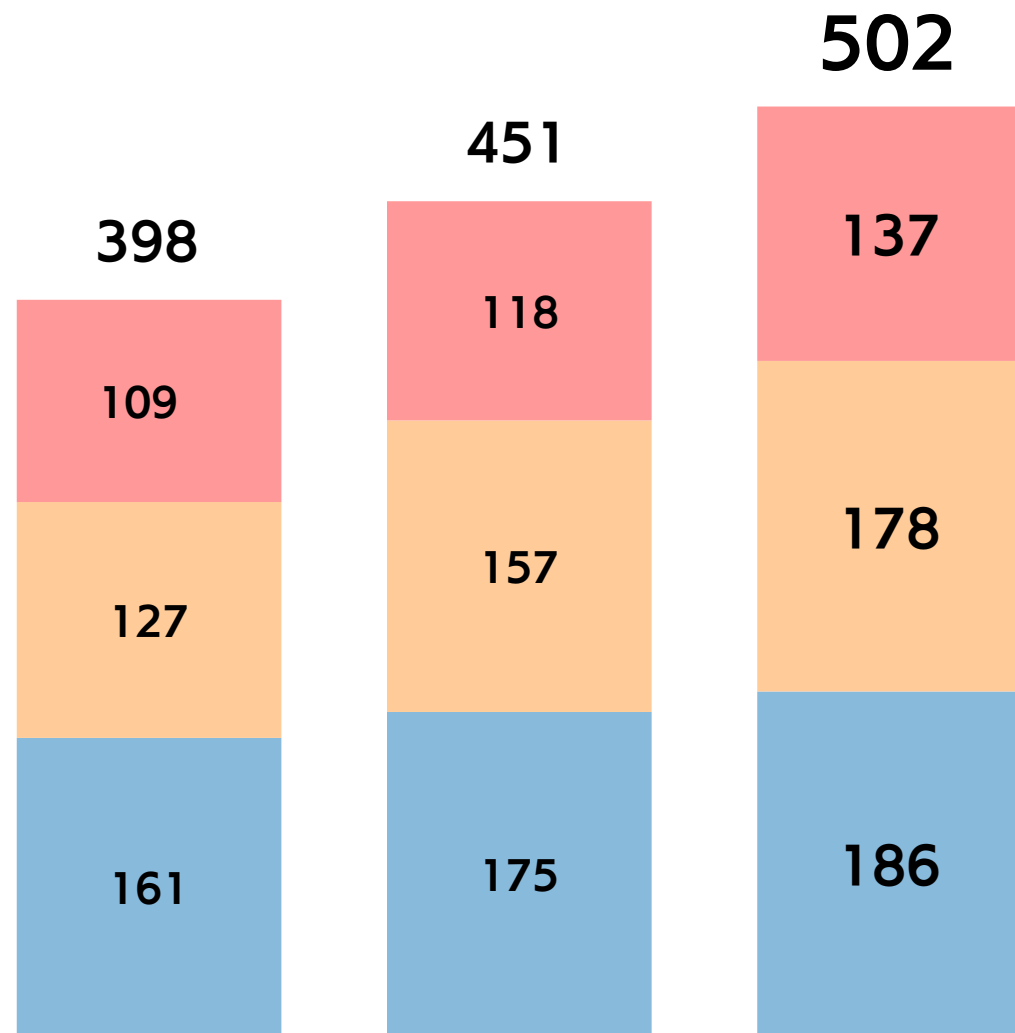System development for the group and development/operation/maintenance projects for the public sector grew steadily

FY 2014	FY 2015	FY 2016
49	65	71
65	74	99
109	120	131
173	190	200

FY 2014
ended March 2015

FY 2015
ended March 2016

FY 2016
ended March 2017

(100 million yen)

Net sales by business type   YoY change

Hardware sales	+0.5 billion yen (+ 8.9%)
Development	+2.4 billion yen (+32.7%)
Operation and services	+1.0 billion yen (+8.7%)
E-commerce sales	+0.9 billion yen (+5.2%)

14
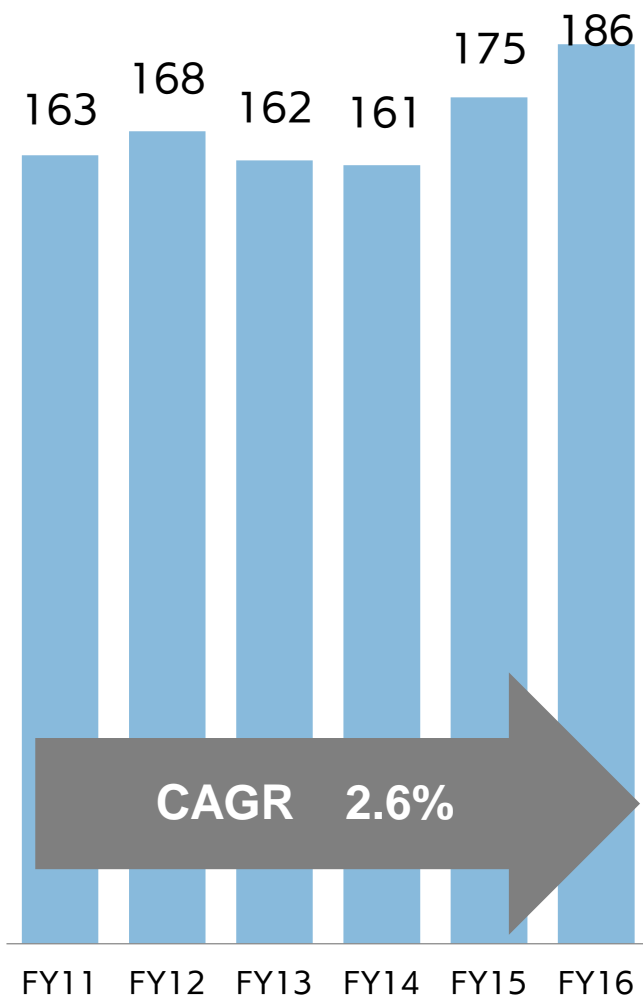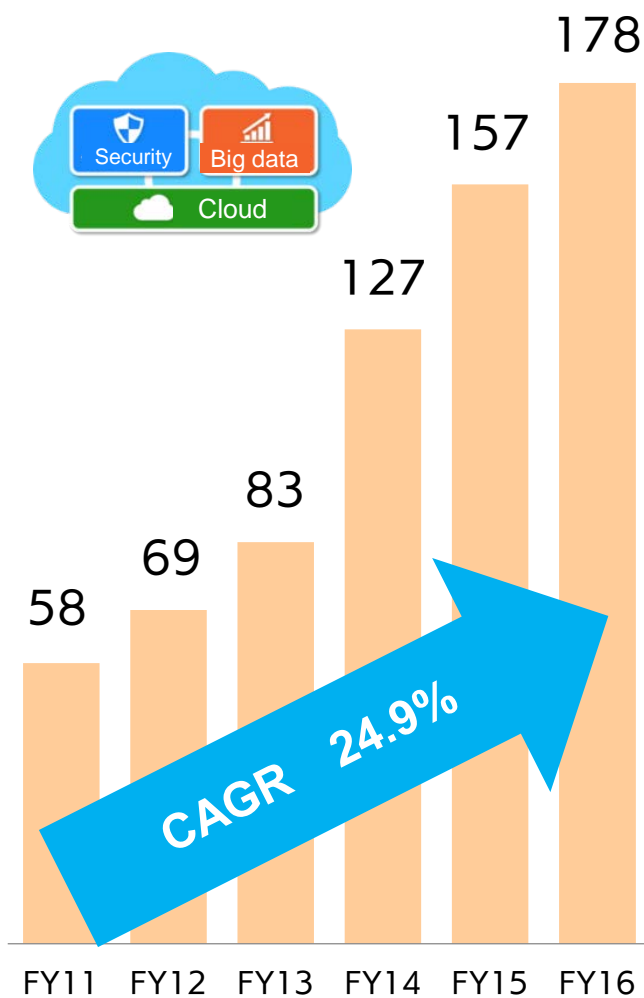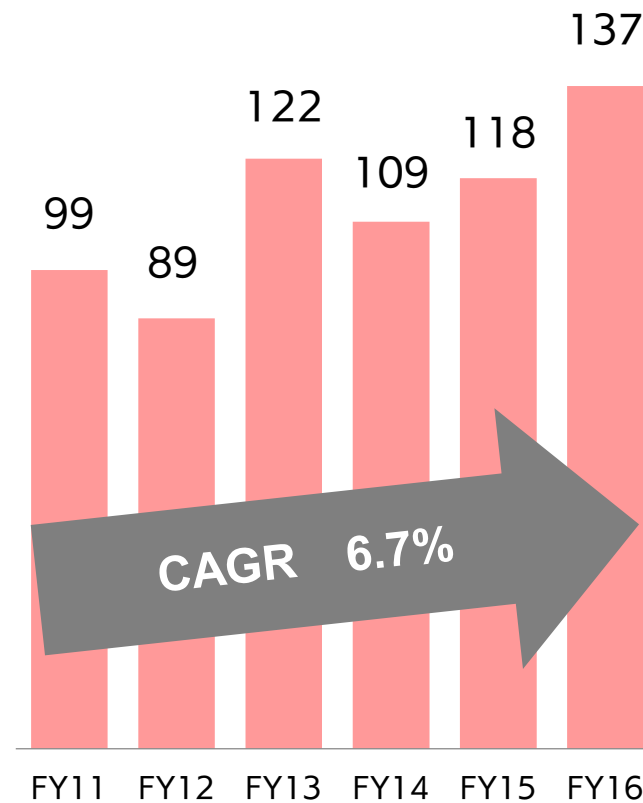
- ☐ Marginal profit
- Operating income
- Fixed costs
- * Figures in ( ) show profit margin

FY 2014
ended March 2015
- 108
- (27.3%)
- 13.9
- (3.5%)
- 94.7

FY 2015
ended March 2016
- 119
- (26.4%)
- 23.0
- (5.1%)
- 96.3

FY 2016
ended March 2017
- 128
- (25.6%)
- 22.4
- (4.5%)
- 106.2
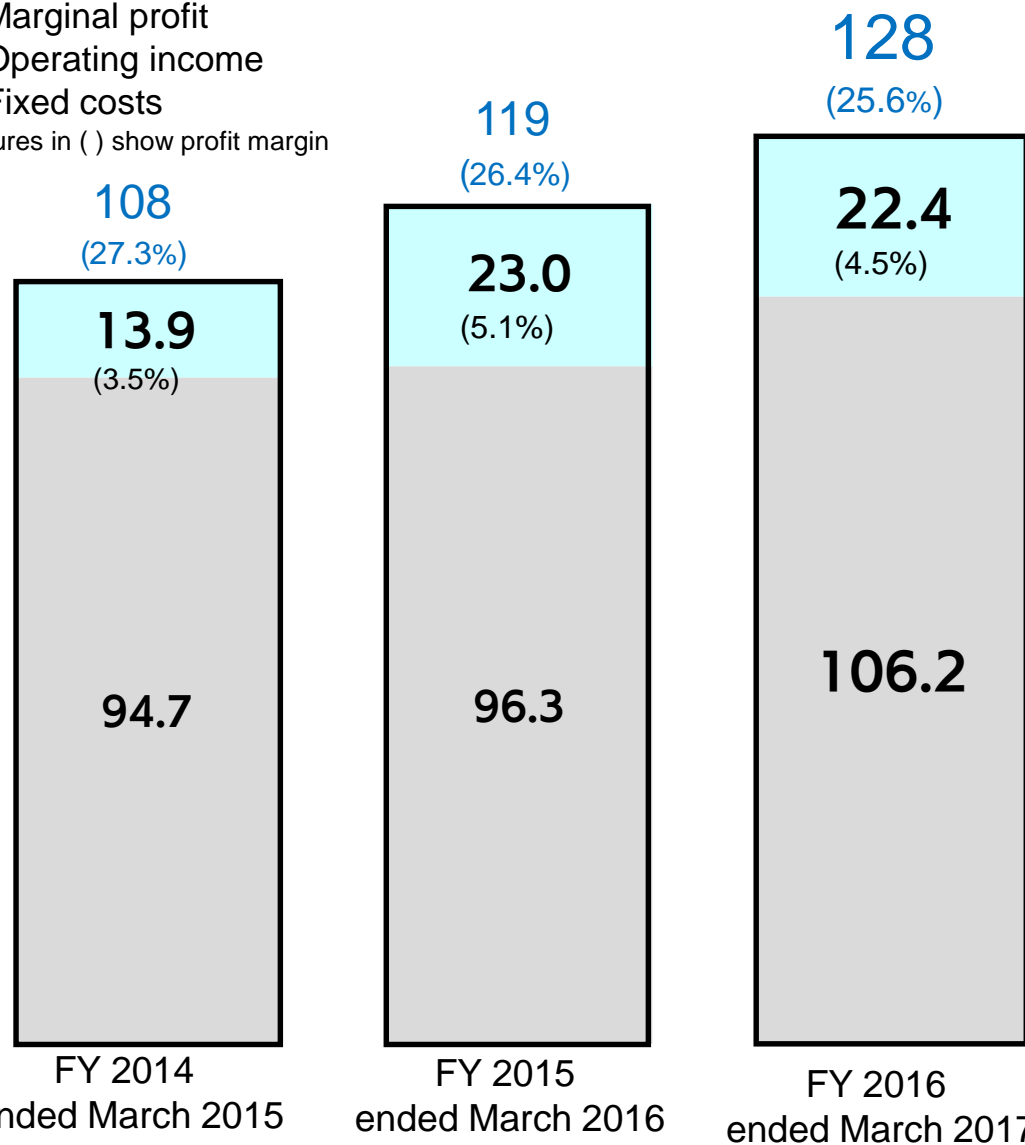
(100 million yen)

FY16 Marginal profit **12.8** billion yen

YoY change   **+0.92** billion yen (+7.8%)

FY16 Operating income **2.2** billion yen

YoY change   **-0.06** billion yen (-2.9%)

Marginal profit ratio is on a declining trend (down 0.8 pts YoY) due to increased hardware sales and external personnel

Operating income margin is down 0.6 pts YoY

YoY Changes in Operating Income

2,308

1,338

412

↓ Decrease in
marginal profit ratio

Marginal profit 12.8 billion yen (down 0.8Pts)

Increase in hardware
sales and external staff

↑ Increase in sales

Net sales 50.2 billion yen (up 5.0 billion yen)

993

↓ Increase in fixed costs

Increase in personnel
and recruiting expenses

2,241

Operating income for FY 2015
ended March 2016

(Million yen)

Operating income in FY 2016
ended March 2017

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Balance Sheet
Comparison with Previous Fiscal Year-End

259   268

	End of FY 2015	End of FY 2016
Current assets	188	193
Non-current assets	71	74
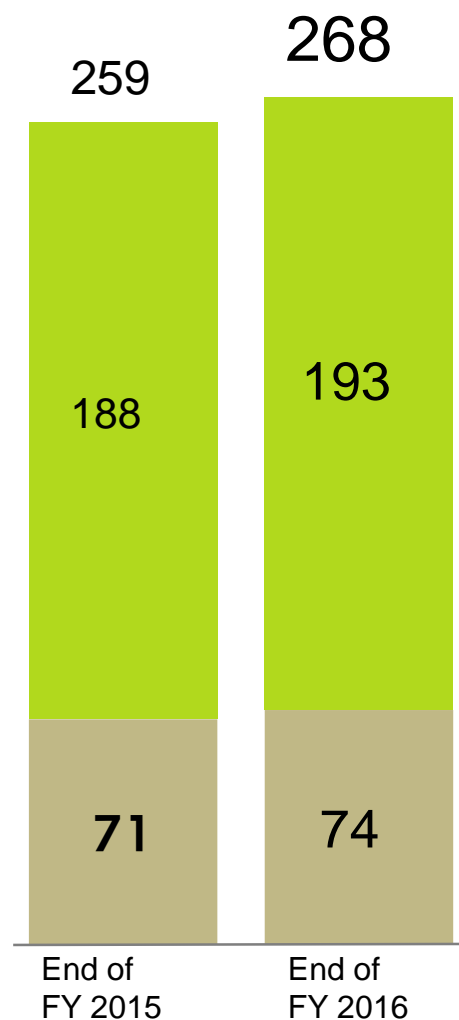
■ Current assets

Cash and deposits   6.1 billion yen
vs previous FY end   +0.4 billion yen

Notes and accounts receivables-trade
11.4 billion yen
vs previous FY end   +0.1 billion yen

■ Non-current assets

Goodwill   1.0 billion yen
vs previous FY end (0.1) billion yen

Software   1.3 billion yen
vs previous FY end   +0.2 billion yen

Deferred tax assets   0.3 billion yen
vs previous FY end +0.1 billion yen

259   268

	End of FY 2015	End of FY 2016
Liabilities	142	137
Net assets	117	130
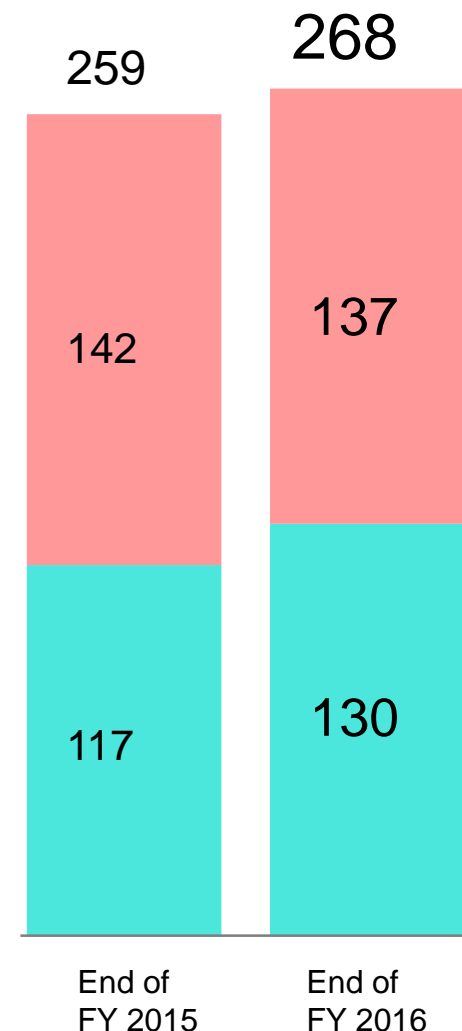
■ Liabilities

Accounts receivable-trade 7.1 billion yen
vs previous FY end   (0.1) billion yen

Loans payable 0.6 billion yen
vs previous FY end   (0.3) billion yen

Accounts payable-other 0.8 billion yen
vs previous FY end   +0.1 billion yen

Income taxes payable 0.4 billion yen
vs previous FY end   (0.1) billion yen

■ Net assets

Retained earnings   11.9   billion yen
vs previous FY end   +1.3 billion yen

(100 million yen)

Order Backlog

SoftBank Technology
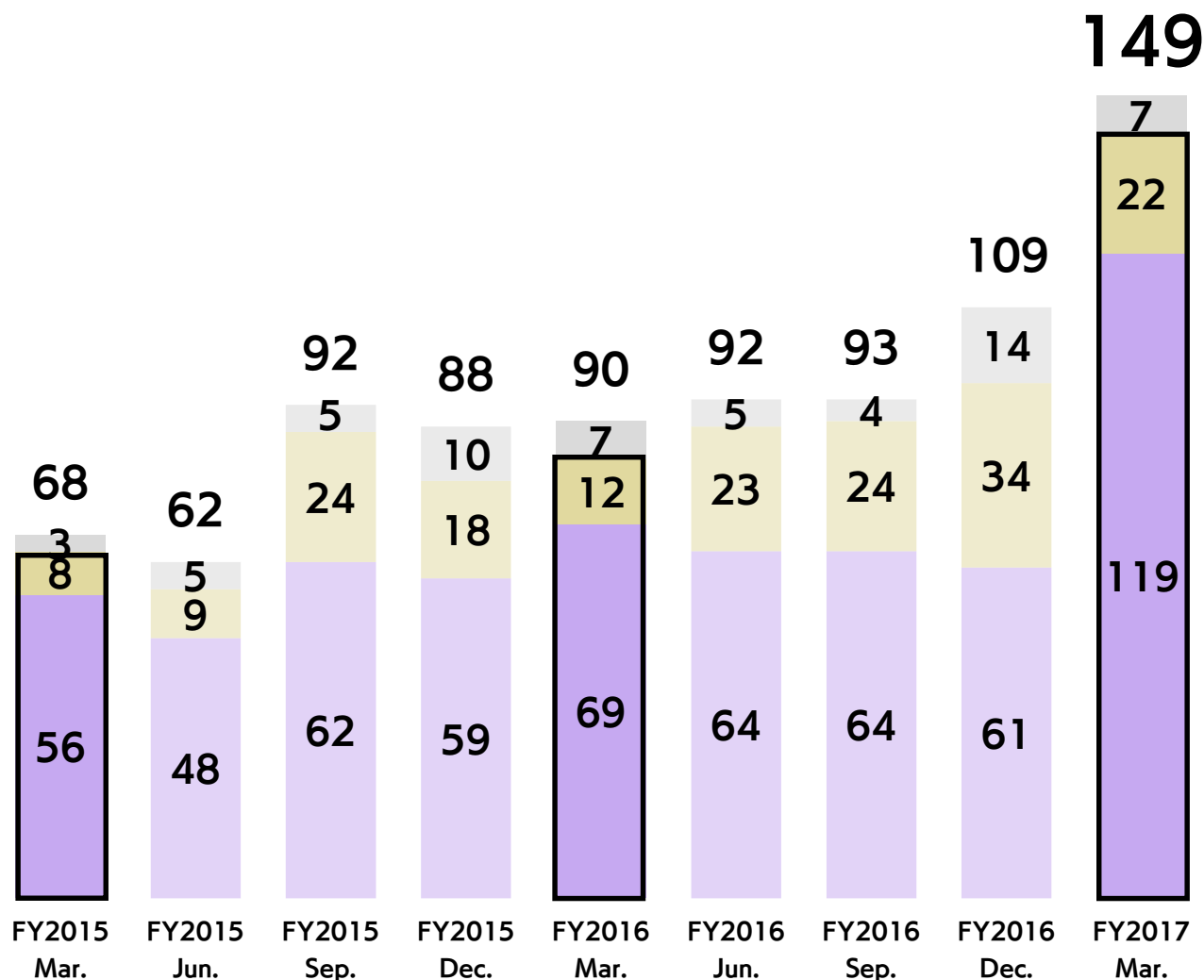
Order backlog at March-end

14.9 billion yen

YoY +5.9 billion yen (+65.8%)
Won public projects continuously

Order backlog by business type vs previous year

Hardware	⇘	-0.04 billion yen (-5.8%)
Development	⇗	+1.03 billion yen (+78.6%)
Operation and services	⇗	+4.99 billion yen (+71.6%)

*Order backlog figures presented are after excluding those recoded under the percentage-of-completion method.

(100 million yen)

20

1: Enhancing Public Projects (i)

One of key growth policies of the Japanese government

Accelerate farmland aggregate and consolidation toward aggressive agriculture

=> Oblige all agricultural committees across Japan to create and publish farmland registers/maps

For general public

- Unify farmland information in Japan
- Computerize farmland register information
- Coordination with map systems

alis-ac 全国農地ナビ
Agricultural Land Information System Agricultural Committee

For agricultural committees across Japan

- Establish an cloud system environment for developing open systems
- Migrate the data of agriculture chambers to the systems developed.

In FY 2017 onwards, operate systems developed in the past for multiple years
+ individual development/handling

Integrated efforts of focus businesses are ongoing

Security | Big data
Cloud

Construction → Operation →

Construction → Operation →

Data migration

SoftBank Technology

Agricultural land information system

Farmland information is published on the website
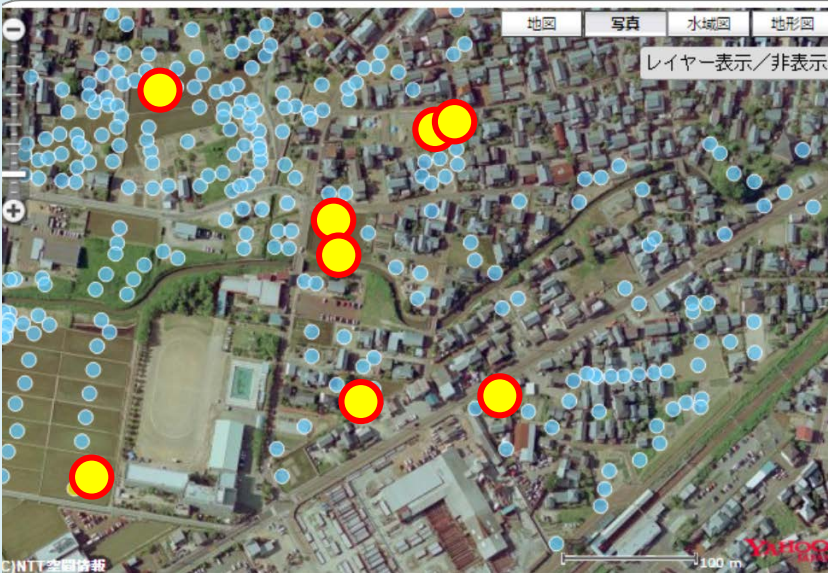
Source : Agricultural Land Information System Agricultural Committee <https://www.alis-ac.jp/>

Farmland consolidation using agricultural land information system is ongoing.

< Excellent examples >

Hiroshima

Before

After

Fukui
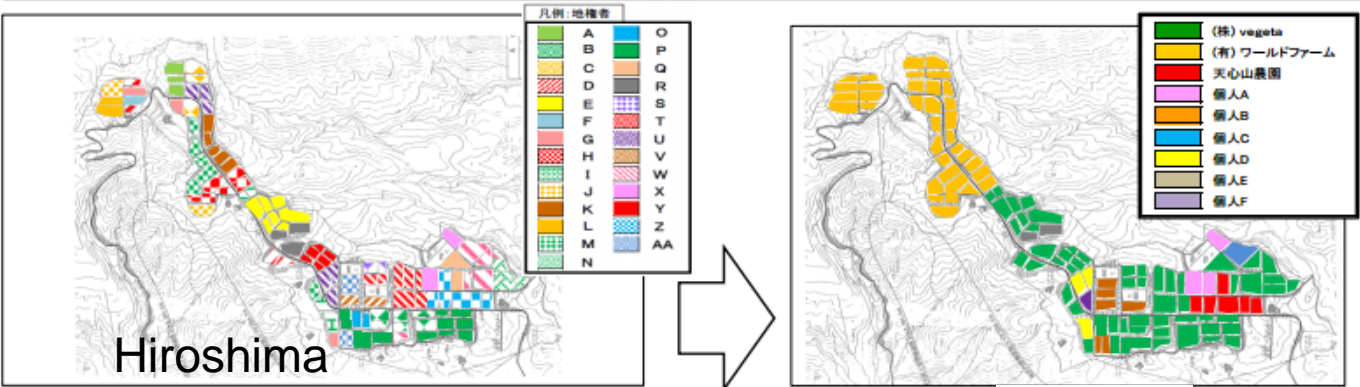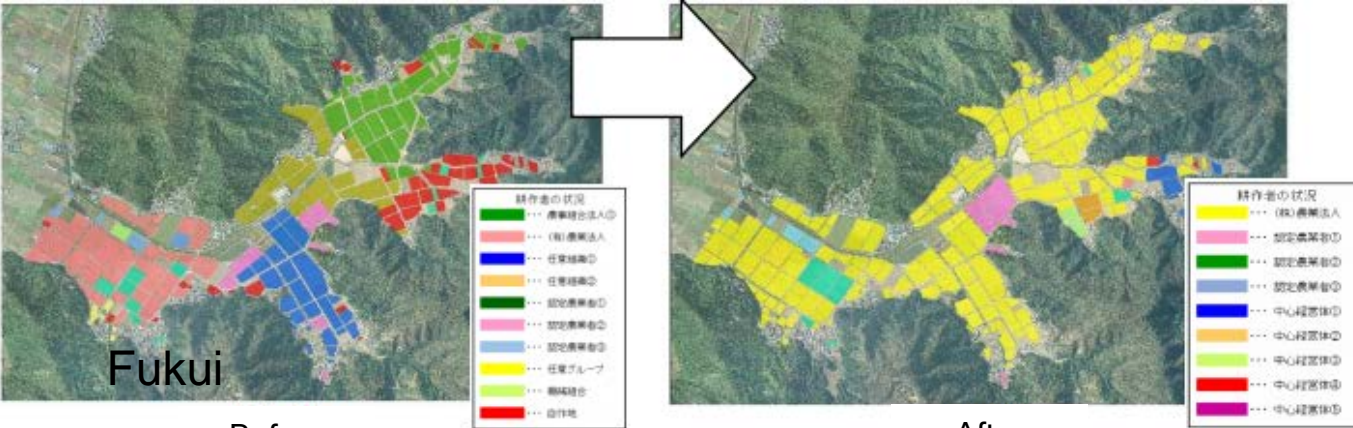
Before

After

Source：Ministry of Agriculture, Forestry and Fisheries of Japan < http://www.maff.go.jp/j/keiei/koukai/kikou/ >
Excerpts from images of good examples for farmland middle management business in FY 2015

1：Enhancing Public Projects (ii)

We are engaged in the local government information security enhancement project of four prefectures.

FY16

FY17 onwards

Multiple-year operation of systems constructed

Construction

Operation

Value provided by SBT

Management and operation of NOC networks

MSS security monitoring services

SOC cyberattack detection/notification

SIEM Certification holders

Analyzing security logs with know-how of highly skilled engineers.

Operation monitoring services independently provided by SBT.

Building a security cloud for local government information that meets requirements of each prefecture.

-> Expand NOC / SOC service know-how to these prefectures
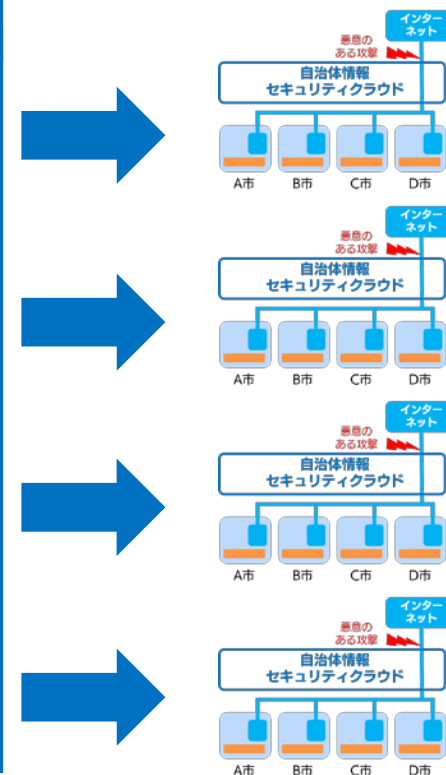
Iwate

Miyagi

Niigata
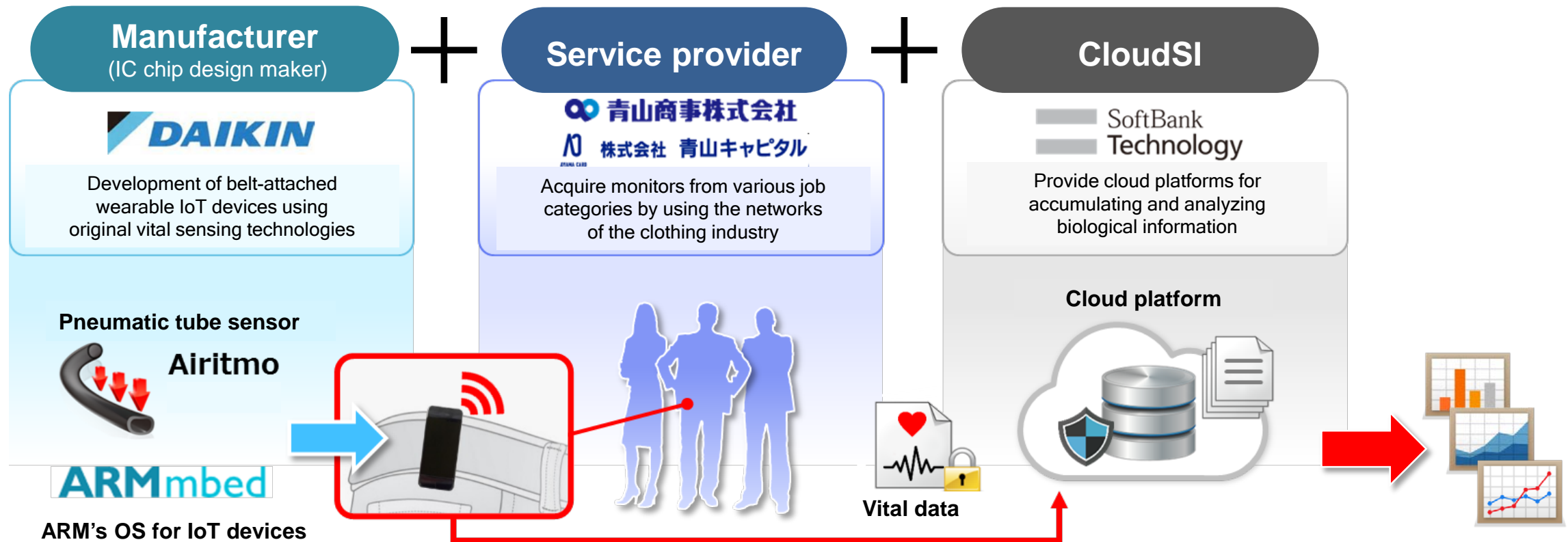
Nagasaki

Provide one-stop support for Renesas's IoT ecosystem

Renesas Marketplace for industries

Provide development support tool and operation service on Azure

Marketplace

Cloud development environment

RZ/G developer

Electronic authentication

OTA environment
(Provide software updates)

MIRACLE Secure OTA

Download

IoT devices

IoT Gateway
(Data collection platform)
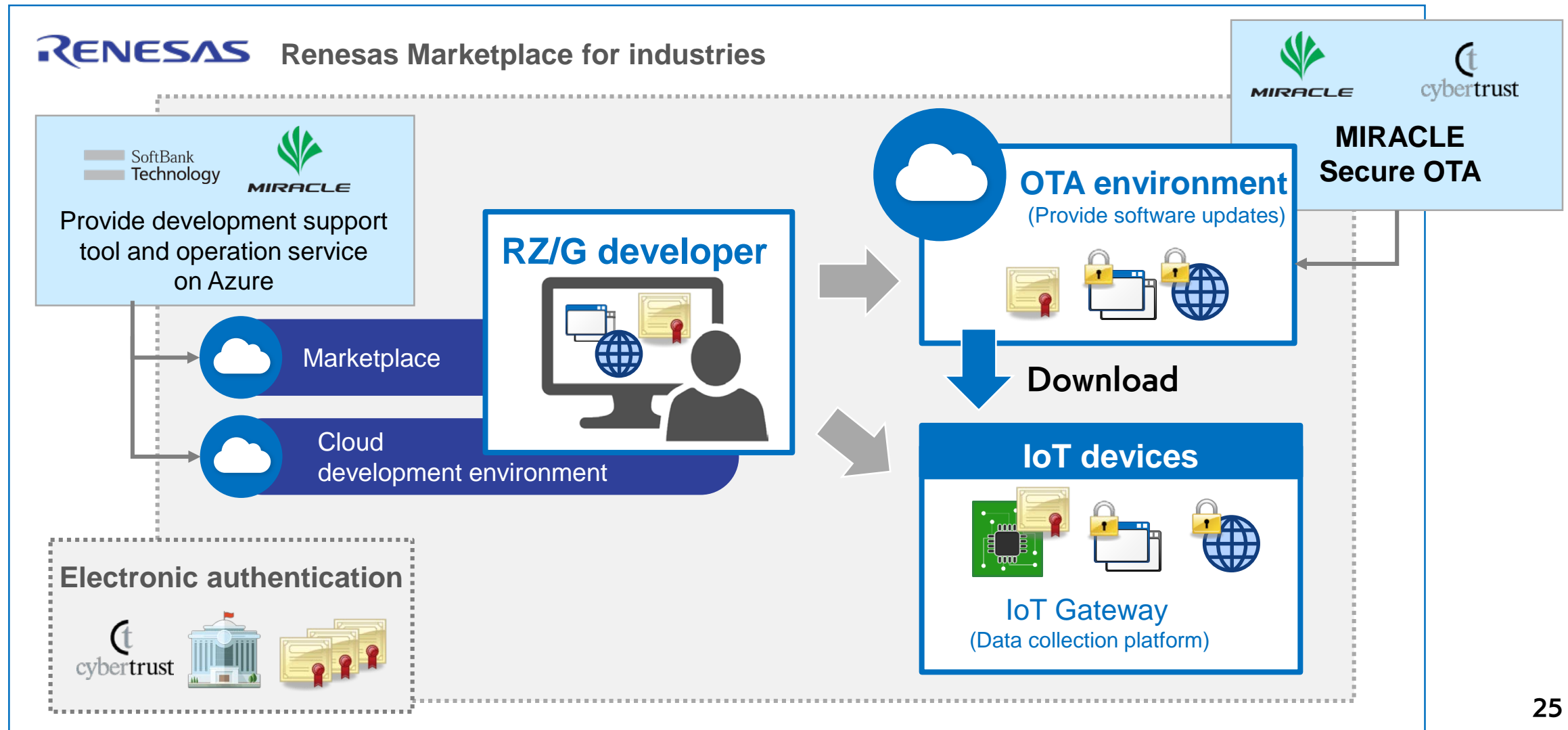
3：Employment and IT Qualification

Number of employees (consolidated)

Net increase in FY 2016
102

401	426	484	624	833	858	960
FY10	FY11	FY12	FY13	FY14	FY15	FY16
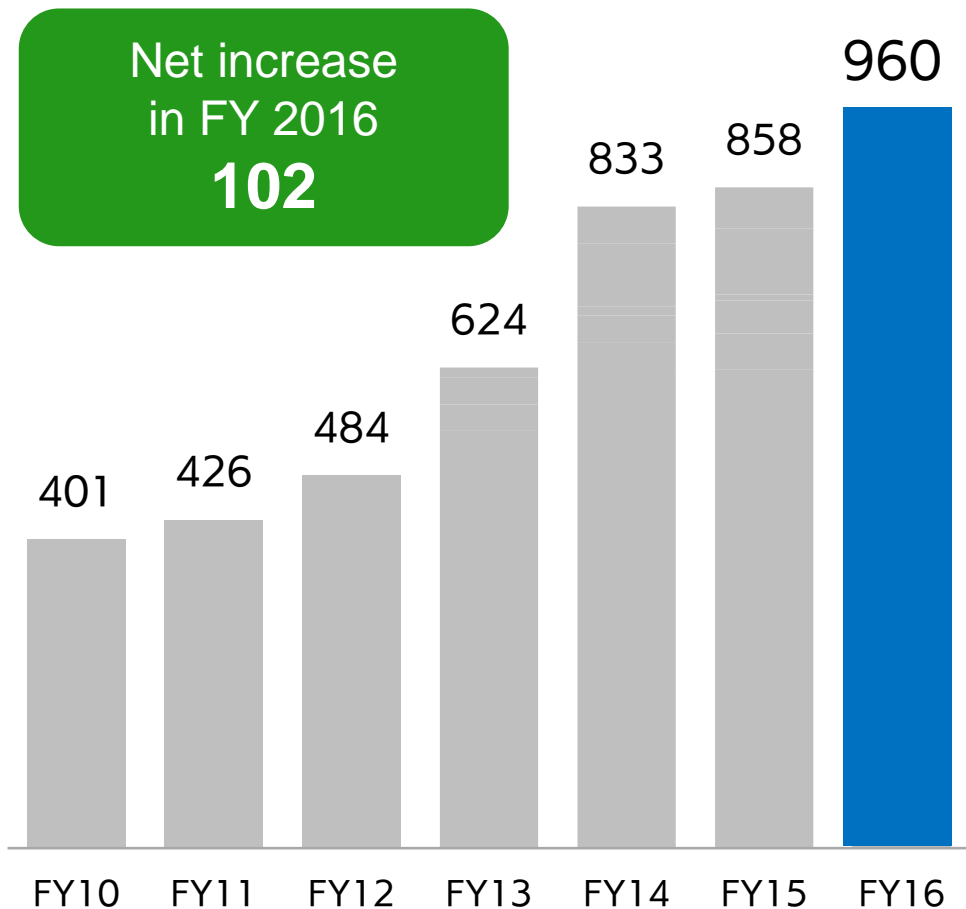
Number of PMP(*) and other advanced IT qualification holders

As of March 31

*International standard certification for project management

PMP holders 103 achieved

- ■ PMP
- ■ Other IT certificates

	FY11	FY12	FY13	FY14	FY15	FY16
Total	14	87	144	196	235	301
PMP		5	7	19	48	103
Other IT certificates		82	137	177	187	198
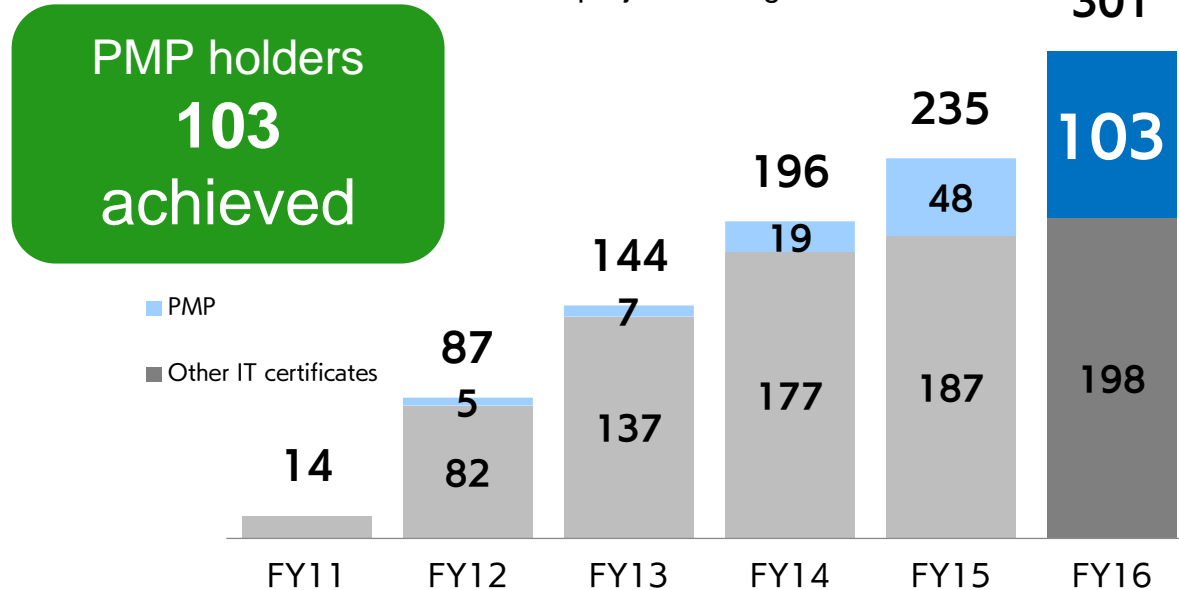
Reduction in overtime (monthly average per person)

11.1 hours cut

FY15 : **41.8h** -> FY16 : **30.7h**

(Down 26.5% YoY)

Future Business Strategy

Our Vision

Japan's leading Cloud&IoT service provider group

Targeting enterprises and public offices

Operating Company that

Evolves in the
business model
that is **high profit**

Technology Company that

Provides services from
**IoT security to
utilization of data**

B2B Company that

Is **indispensable
for the growth**
of customers' business

**Three basic strategies
to realize the vision**

Strengthen a
management
base

Develop IoT
businesses

Integrate
into the cloud

Promote cloud-based enterprise systems, contributing to growth of customers' business

IoT

Strategic area

Big data AI
- Visualization, increased efficiency
- Detecting predictive information

Artificial Intelligence

Security
- Managed security
  Operation/monitoring of cloud environment security
- Security for IoT devices
  Implementation/provision of dedicated OS and security functions

Past
- E-commerce business
- Development and hardware sales to SoftBank Group

Cloud
- Microsoft Azure
  Cloud implementation/migration, development, operation

Developing and deepening relationships
with enterprise and public office customers

30

Change in the sales distribution ratio

Invest positively in IoT business

IoT

CAGR (*) 20% or higher

The 32th term
FY ending March 2020

Cloud

Operating income of higher than **3.3** billion yen

Existing business: development/hardware sales to SoftBank Group

EC business; Symantec store operation, etc.

The 28th term
Fiscal Year ended March 2016
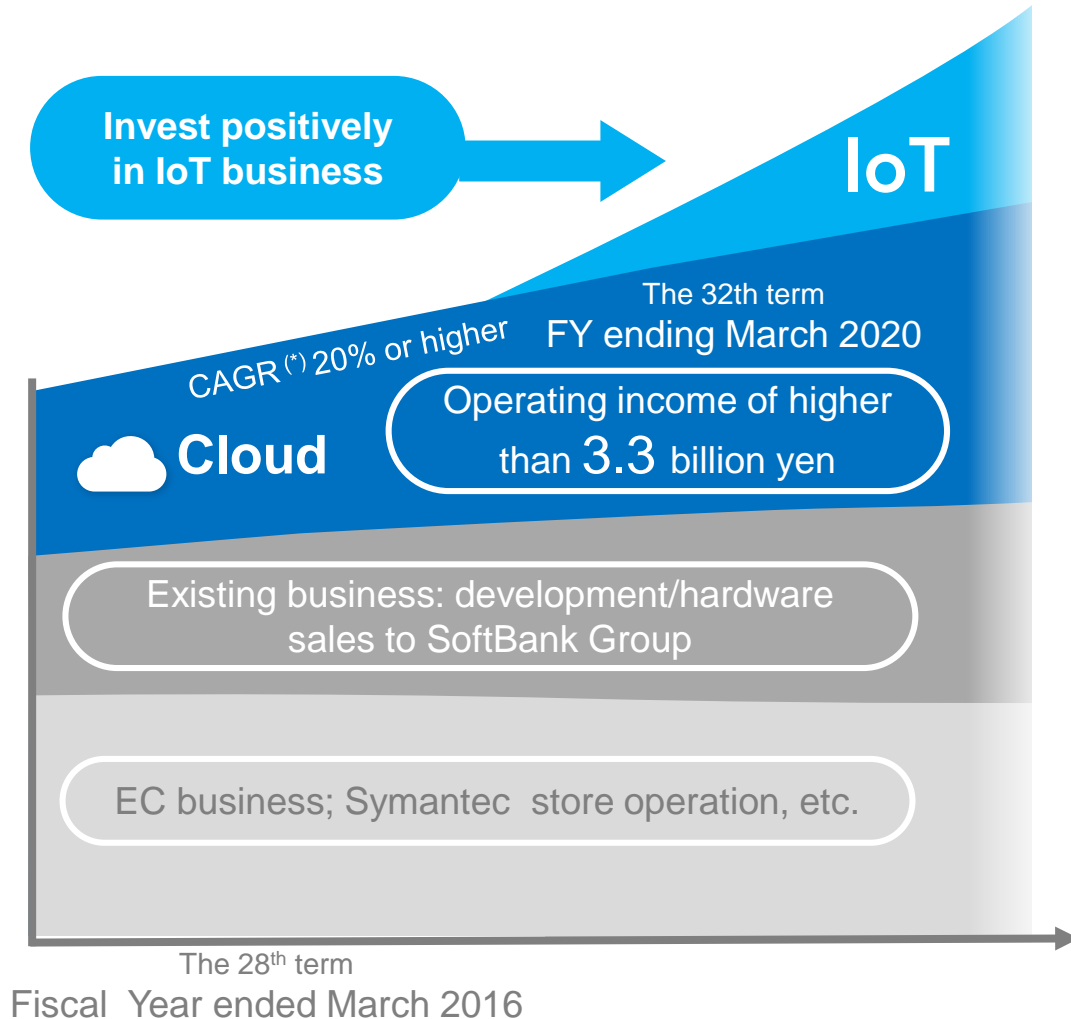
* Compound annual growth rate of the total sales of three businesses—cloud, security and data analytics.

Integrate into the cloud

- Shift from e-mail systems to customer relationship management and commercial systems.
- Strengthen sales ability for cloud/security business opportunities
- Shift the focus from development to business planning and project management

Develop IoT business

- Investing positively in training on cutting-edge technology and proof of concept
- Promote value creation for IoT devices by subsidiaries
- SBT promotes value creation by utilization of data and AI

Strengthen a management base

- Continuous acquisition of PMP certificates, enhance knowledge exchange
- Stronger relationships with development partner engineers
- Securing and retention of talents, changing ways of working to increase productivity

Scalable model based on service x number of devices

Practical use ● **Dedicated device apps**

IoT devices

App

Security
● **OS measures, authentication**
● **Secure updates of software**

x Number of devices

Expressiveness Multiple languages
● **Dedicated device fonts**
● **Multilingual**

cybertrust

MIRACLE

Fontworks

32
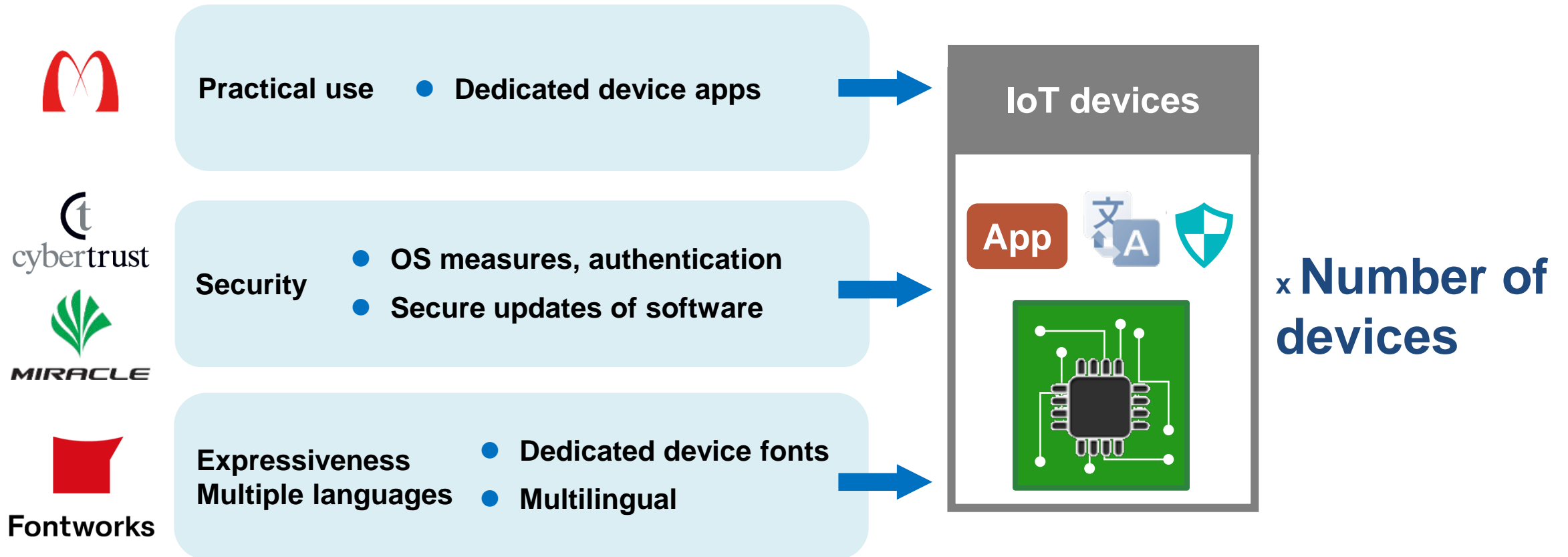
Outlook for FY 2017

Aim to increase customers using NOC/SOC, and systems subject to monitoring

STAGE **1**

STAGE **2**

STAGE **3**

Cloud migration of communication platforms

Approx. 700 companies (1.3 million users)

Cloud migration of customer management platform, project data

Connect communication platform with customer/project data

Cloud migration of customers' core business

SBT Cloud

Network Operation Center

Security Operation Center
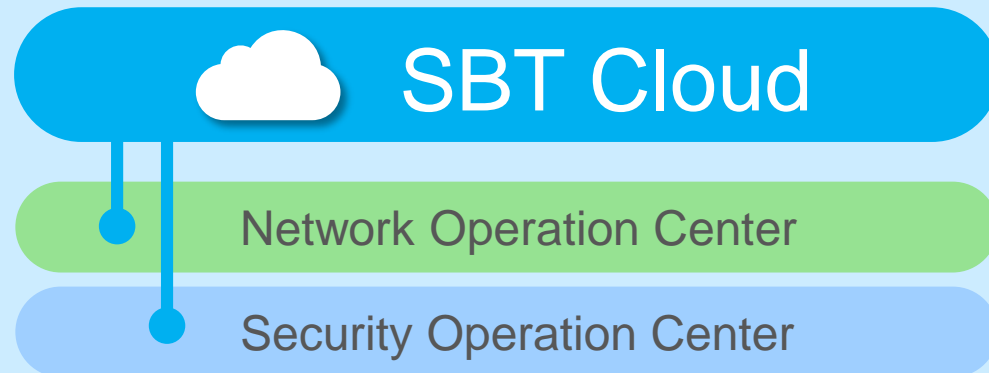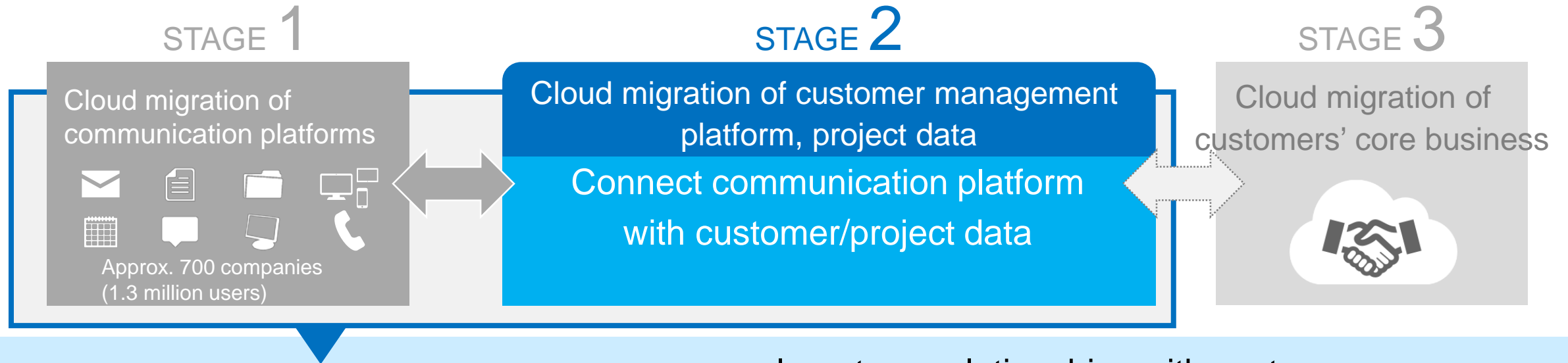
- Create long-term relationships with customers by providing managed services

- Accumulate know-how by handling various business types/customers and create added value

- Create scale merits by increasing systems subject to operation and improving efficiency

Provide a secure framework from the times of IoT device production to software updates

Electronic authentication + **Embedded Linux**

cybertrust

MIRACLE
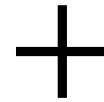
Upload updated files

IoT device development companies

OTA

- Incorporate antivirus measures for dedicated OS and apps for the devices
- Incorporate authentication
- Provide verified Linux

At the time of production
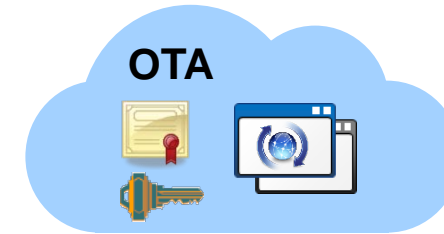
Provide secure updates
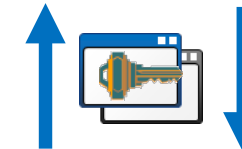
IoT devices

Shipment

35
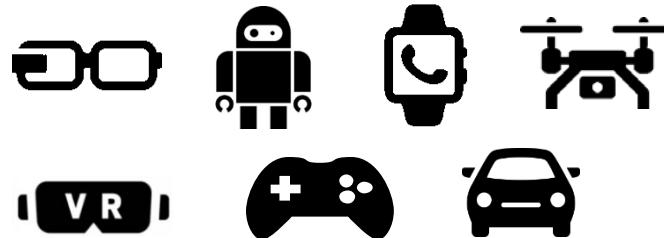
Continue investment in training and efficient operation to move upstream

Project proposal	Requirements definition	Development (design + development + testing)	Operation services

FY17

POC (Proof of Concept)	PMP acquisition	Enhancing external partner engineers	Systemization, AI implementation

▼Able to handle project management covering from **project proposal** to operation.

FY16

Proposals mainly on IoT & cloud	PM (Project Management)	Move customer relations upstream	NOC (Network Operation Center) + SOC (Security Operation Center)

▼ **Able to handle project management from definition to operation**

FY15

	PM		NOC
			SOC plan

FY14

	Focus on PM training	Shift to contracting work	NOC plan

FY13

		Mainly contract of mandate	

Forecast for Fiscal Year Ending March 2018 (FY 2017)

Overview

- Further growth by expansion of cloud services, recurring business
- Enhancement of personnel and investments toward business expansion and launching of new businesses

(Millions of yen)	FY17 Full-year forecast	FY16 Full-year results	Amount of change	Ratio of change
Net sales	52,000	50,225	+1,774	+3.5%
Operating income	2,500	2,241	+259	+11.6%
Ordinary income	2,500	2,286	+214	+9.4%
Profit attributable to owners of parent	1,600	1,598	+1	+0.1%

Financial Data

FY 2015 Q4 Results Summary
Comparison with the previous fiscal year

SoftBank Technology

(Millions of yen)	FY16Q4	FY15Q4	Amount of change	Ratio of change
Net sales	15,982	15,087	+894	+5.9%
Operating income	1,232	1,293	(61)	(4.7)%
Ordinary income	1,258	1,294	(35)	(2.7)%
Profit attributable to owners of parent	985	919	+65	+7.2%
EBITDA	1,511	1,544	(32)	(2.1)%

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

Consolidated results	FY15		FY16		YoY change	
	Amount (Millions of yen)	Ratio	Amount (Millions of yen)	Ratio	Amount of change (Millions of yen)	Ratio of change
Net sales	45,163	-	50,225	-	+5,062	+11.2%
Digital Marketing	21,456	-	22,053	-	+597	+2.8%
Platform Solutions	12,976	-	14,859	-	+1,882	+14.5%
Cloud Systems	10,730	-	13,312	-	+2,582	+24.1%
Cost of sales	37,757	-	42,324	-	+4,566	+12.1%
Gross profit	7,406	16.4%	7,901	15.7%	+495	+6.7%
SG&A expenses	5,097	-	5,660	-	+562	+11.0%
Operating income	2,308	5.1%	2,241	4.5%	(67)	(2.9)%
Non-operating income (loss)	(78)	-	45	-	+123	-
Ordinary income	2,230	4.9%	2,286	4.6%	+56	+2.5%
Extraordinary gains (losses)	124	-	(7)	-	(132)	-
Profit attributable to owners of parent	1,405	3.1%	1,598	3.2%	+193	+13.8%
Marginal profit	11,939	26.4%	12,867	25.6%	+927	+7.8%
Fixed costs	9,631	-	10,626	-	+995	+10.3%
Unconsolidated order backlog	9,041	-	14,990	-	+5,949	+65.8%

Consolidated results (Millions of yen)		FY15	FY16	Amount of change	Ratio of change
Digital Marketing	Net sales	21,456	22,053	+597	+2.8%
	Marginal profit	3,355	3,220	(135)	(4.0)%
	Margin	15.6%	14.6%	(1.0)pts	-
(1) E-commerce services	Net sales	19,027	20,015	+987	+5.2%
	Marginal profit	2,375	2,381	+5	+0.2%
	Margin	12.5%	11.9%	(0.6)pts	-
(2) Data analytics Focus business	Net sales	2,428	2,038	(390)	(16.1)%
	Marginal profit	980	838	(141)	(14.4)%
	Margin	40.4%	41.1%	+0.7pts	-
Platform Solutions	Net sales	12,976	14,859	+1,882	+14.5%
	Marginal profit	4,179	4,720	+540	+12.9%
	Margin	32.2%	31.8%	(0.4)pts	-
(1) IT infrastructure solutions	Net sales	9,348	10,001	+653	+7.0%
	Marginal profit	2,581	2,605	+23	+0.9%
	Margin	27.6%	26.0%	(1.6)pts	-
(2) Security solutions Focus business	Net sales	3,628	4,857	+1,229	+33.9%
	Marginal profit	1,598	2,115	+516	+32.3%
	Margin	44.1%	43.6%	(0.5)pts	-
Cloud Systems	Net sales	10,730	13,312	+2,582	+24.1%
	Marginal profit	4,403	4,926	+522	+11.9%
	Margin	41.0%	37.0%	(4.0)pts	-
(1) System integration	Net sales	5,714	7,820	+2,105	+36.9%
	Marginal profit	2,499	2,997	+497	+19.9%
	Margin	43.7%	38.3%	(5.4)pts	-
(2) Cloud solutions Focus business	Net sales	5,015	5,492	+476	+9.5%
	Marginal profit	1,903	1,928	+24	+1.3%
	Margin	38.0%	35.1%	(2.9)pts	-

Consolidated results (Millions of yen)		FY14Q1	FY14Q2	FY14Q3	FY14Q4	FY14	FY15Q1	FY15Q2	FY15Q3	FY15Q4	FY15	FY16Q1	FY16Q2	FY16Q3	FY16Q4	FY16
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	5,641	22,053
	Marginal profit	638	687	655	847	2,829	867	805	744	938	3,355	793	772	781	872	3,220
	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%	15.5%	14.6%
(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	5,119	20,015
	Marginal profit	515	499	482	600	2,097	667	548	536	623	2,375	603	563	566	648	2,381
	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%	12.7%	11.9%
(2) Data analytics	Net sales	318	424	400	528	1,672	513	660	488	765	2,428	475	516	523	522	2,038
	Marginal profit	123	188	173	246	732	200	257	207	315	980	189	209	214	224	838
	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%	43.0%	41.1%
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	5,146	14,859
	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	1,420	4,720
	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%	27.6%	31.8%
(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	3,499	10,001
	Marginal profit	496	717	539	762	2,515	546	647	508	878	2,581	581	716	566	740	2,605
	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%	21.1%	26.0%
(2) Security solutions	Net sales	716	926	868	975	3,487	656	880	938	1,152	3,628	809	1,164	1,236	1,646	4,857
	Marginal profit	376	405	465	451	1,698	344	390	408	455	1,598	430	485	519	680	2,115
	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%	41.3%	43.6%
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	5,194	13,312
	Marginal profit	729	1,048	812	1,238	3,828	719	1,122	991	1,569	4,403	873	1,128	1,131	1,792	4,926
	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%	34.5%	37.0%
(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	2,472	7,820
	Marginal profit	549	702	657	674	2,584	579	657	614	648	2,499	544	701	852	899	2,997
	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%	36.4%	38.3%
(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	2,722	5,492
	Marginal profit	180	346	154	563	1,244	139	465	377	920	1,903	329	426	279	893	1,928
	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%	32.8%	35.1%

*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.

Renaming the service categories

Starting in the fiscal year ended March 31, 2017,

the service categories of the ICT Services business of the Group were renamed

< Before >

ICT Services Business

Digital Marketing	Platform Solutions	System Integration
E-commerce Services	Platform Solutions	System Integration
Data Analytics	Security Solutions	Microsoft Solutions

< After >

ICT Services Business

Digital Marketing	Platform Solutions	Cloud Systems
E-commerce Services	IT Infrastructure Solutions	System Integration
Data Analytics	Security Solutions	Cloud Solutions

Progress in Digital Marketing

🛒 Net sales of Symantec Store have been strong

📊 Orders decreased for website access log analysis tools and BI tools for processing/analyzing data

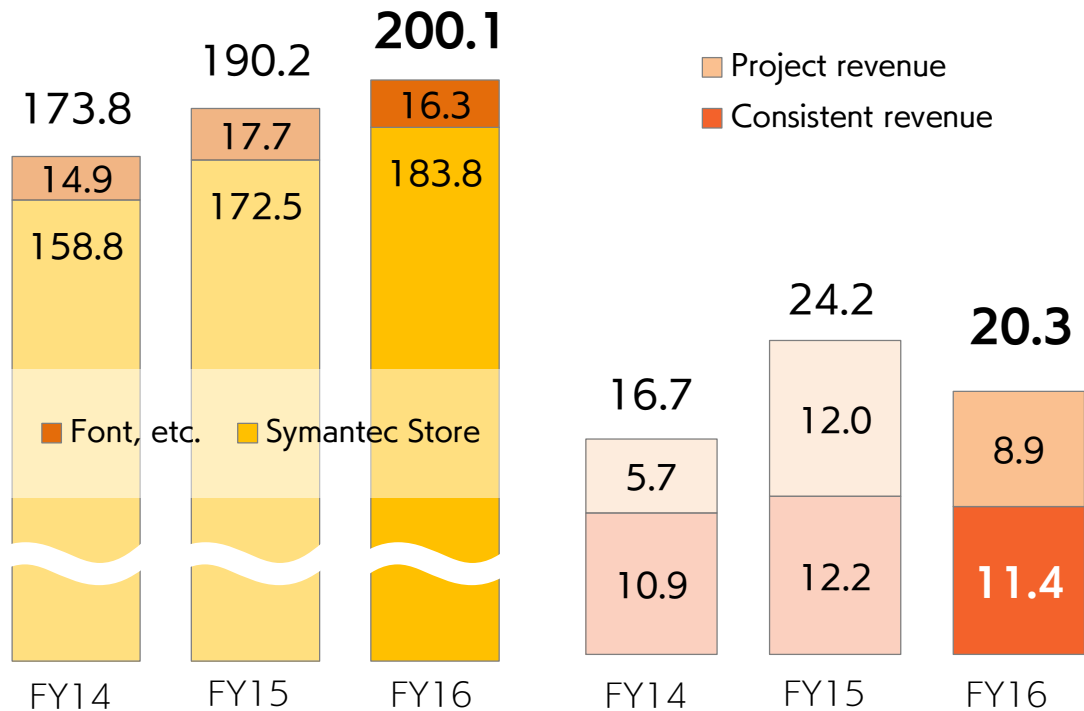## Net sales by service category

Project revenue
Consistent revenue

Font, etc.   Symantec Store

E-commerce service

	FY14	FY15	FY16
Total	173.8	190.2	**200.1**
Top segment	14.9	17.7	16.3
Main	158.8	172.5	183.8

Data analytics

	FY14	FY15	FY16
Total	16.7	24.2	**20.3**
Project revenue	5.7	12.0	8.9
Consistent revenue	10.9	12.2	**11.4**

Marginal profit by service category

E-commerce service

	FY14	FY15	FY16
Value	20.9	23.7	**23.8**
(%)	(12.1%)	(12.5%)	(11.9%)

Data analytics

	FY14	FY15	FY16
Value	7.3	9.8	**8.3**
(%)	(43.8%)	(40.4%)	(41.1%)

(100 million yen)

44
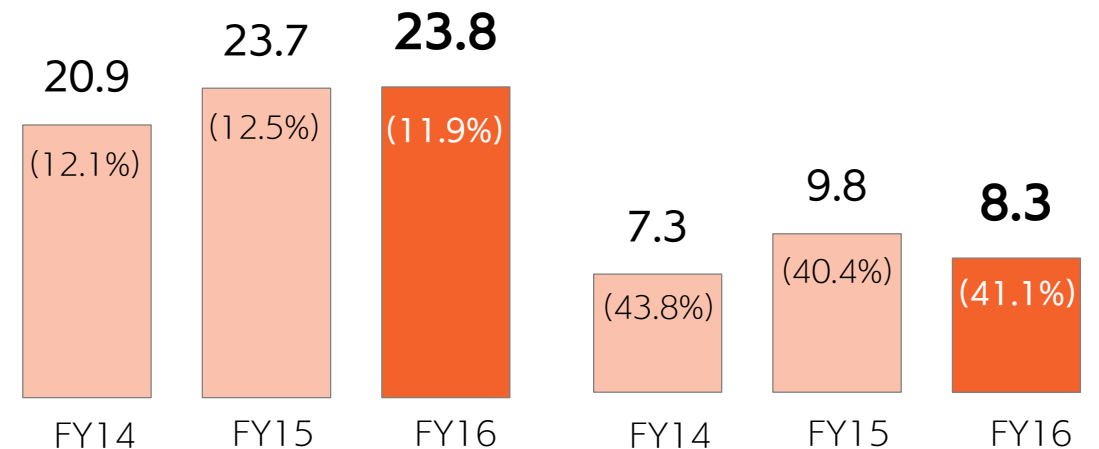
Progress in Platform Solutions
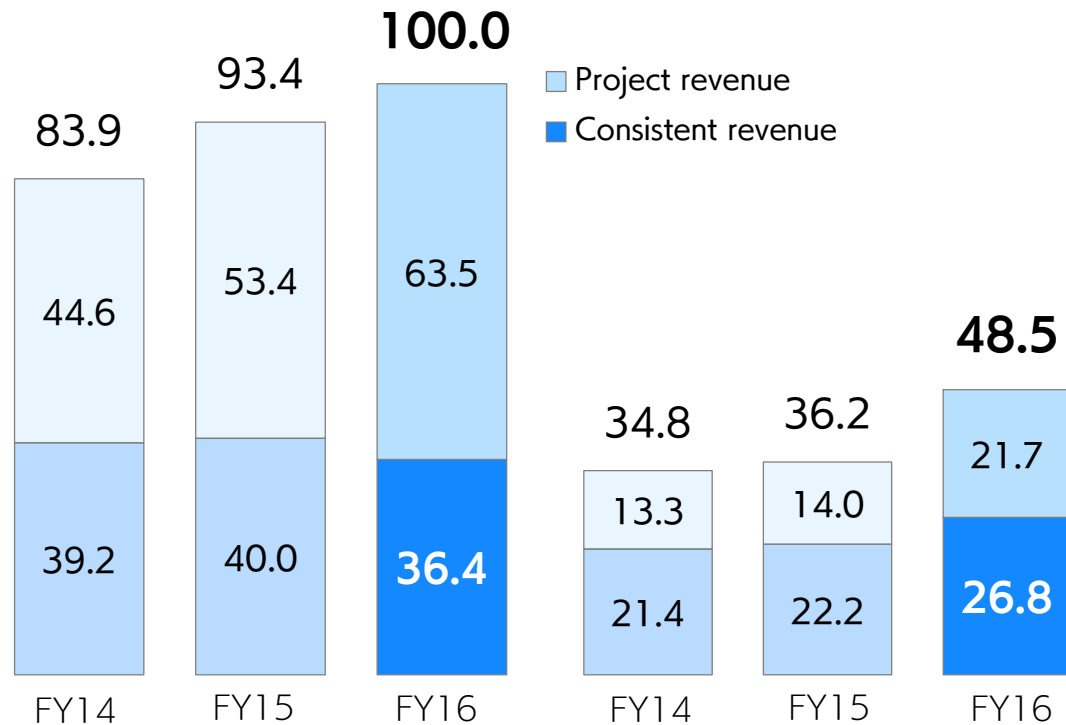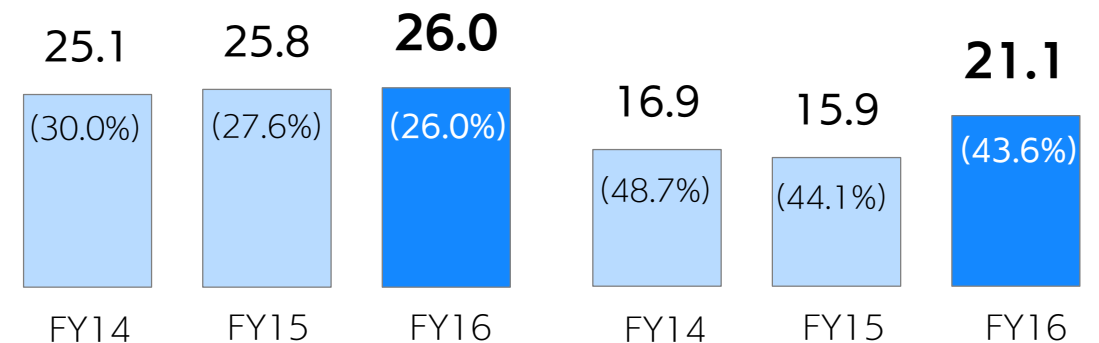
The ratio of recurring sales and profit margin declined because of an increase in orders for large-scale hardware sales

Security development for local governments and services for countering targeted attacks grew

Net sales by service category

100.0
93.4
83.9

Project revenue
Consistent revenue

	FY14	FY15	FY16
Project revenue	44.6	53.4	63.5
Consistent revenue	39.2	40.0	36.4

48.5
34.8
36.2

	FY14	FY15	FY16
Project revenue	13.3	14.0	21.7
Consistent revenue	21.4	22.2	26.8

IT Infrastructure

Security

Marginal profit by service category

	FY14	FY15	FY16
	25.1	25.8	26.0
	(30.0%)	(27.6%)	(26.0%)

	FY14	FY15	FY16
	16.9	15.9	21.1
	(48.7%)	(44.1%)	(43.6%)

IT Infrastructure

Security

(100 million yen)

Progress in Cloud Systems
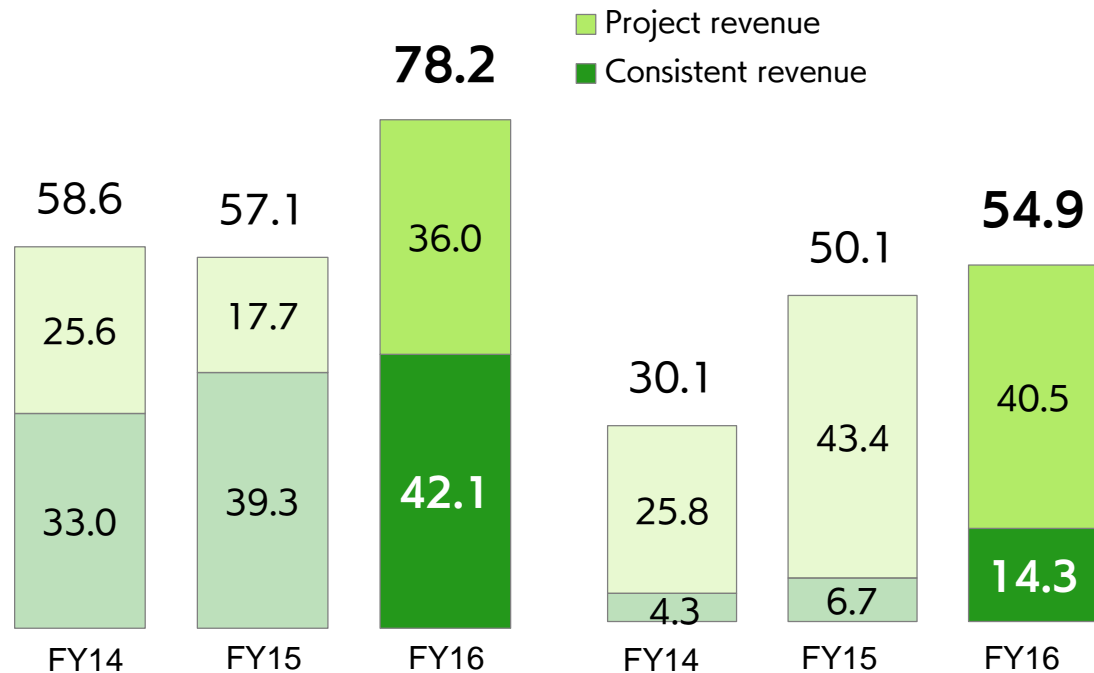
SoftBank Technology

System construction, operation/service projects for the SoftBank Group increased.
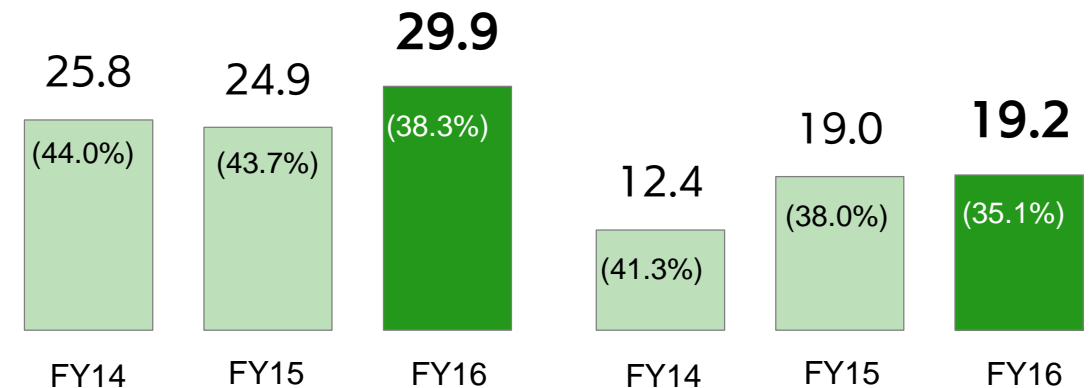
Cloud development, operation/service projects mainly for the public sector increased.

Net sales by service category

Project revenue
Consistent revenue

System Integration

	FY14	FY15	FY16
Total	58.6	57.1	**78.2**
Project revenue	25.6	17.7	36.0
Consistent revenue	33.0	39.3	**42.1**

Cloud

	FY14	FY15	FY16
Total	30.1	50.1	**54.9**
Project revenue	25.8	43.4	40.5
Consistent revenue	4.3	6.7	**14.3**

Marginal profit by service category

System Integration

	FY14	FY15	FY16
Value	25.8	24.9	**29.9**
(%)	(44.0%)	(43.7%)	(38.3%)

Cloud

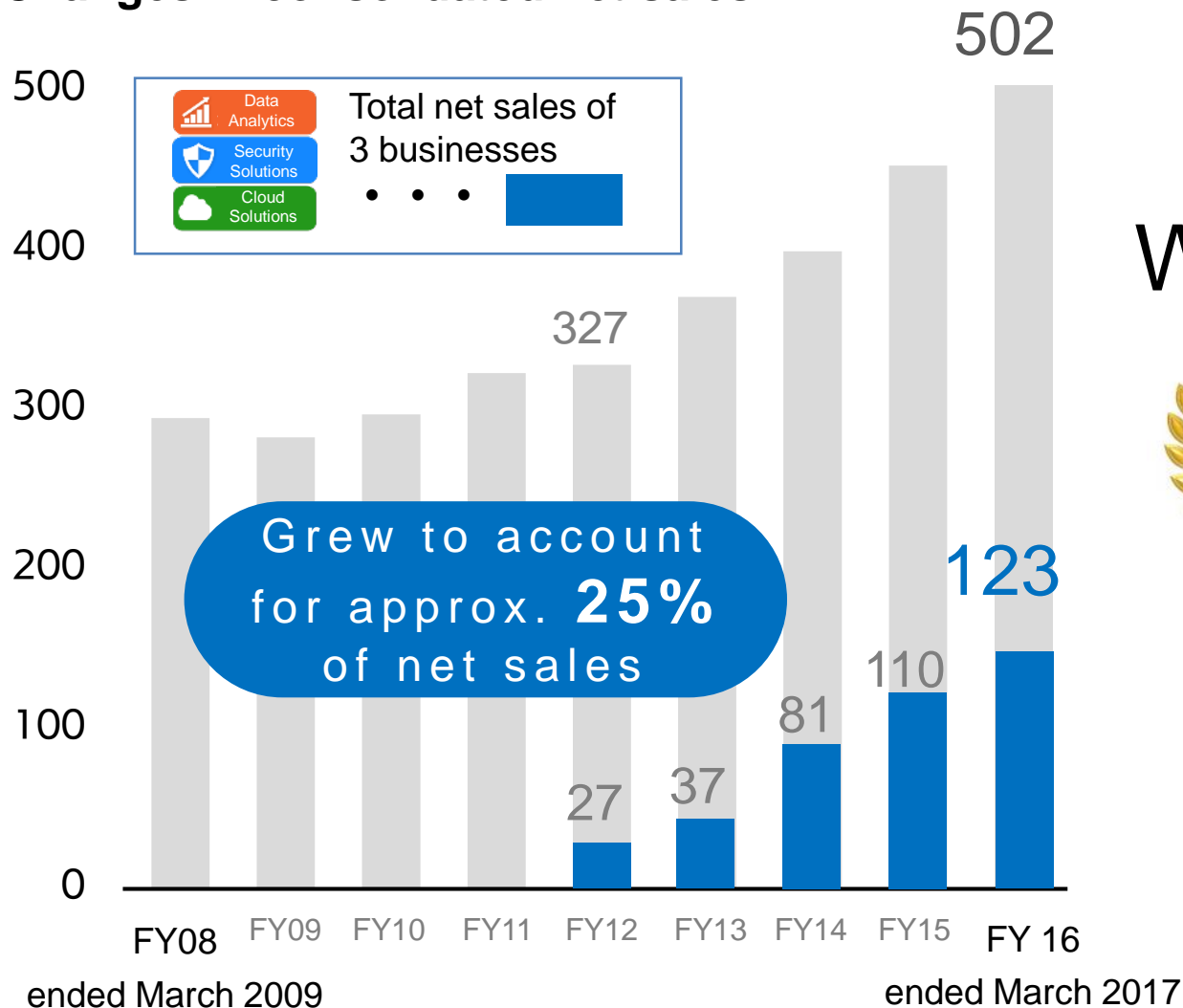|	FY14	FY15	FY16
Value	12.4	19.0	**19.2**
(%)	(41.3%)	(38.0%)	(35.1%)

(100 million yen)

*From the fiscal year ended March 2016, the service category of cloud-based system development projects and ASORA Tech, were changed from System Integration to Cloud Solutions.

Growth in Three Focus Businesses

Changes in consolidated net sales

Data Analytics
Security Solutions
Cloud Solutions

Total net sales of 3 businesses

502

327

Grew to account for approx. **25%** of net sales

FY	Value
FY12	27
FY13	37
FY14	81
FY15	110
FY 16	123

500
400
300
200
100
0

FY08
FY09
FY10
FY11
FY12
FY13
FY14
FY15
FY 16

FY08 ended March 2009

FY 16 ended March 2017

(100 million yen)

World class technologies

Won **4** awards

Microsoft Partner of the Year 2016 Winner Japan
Microsoft Partner of the Year 2016 Winner Cloud Packaged Solutions Award
Microsoft Partner of the Year 2016 Winner Messaging Award
Microsoft Partner of the Year 2016 Winner Public Sector-Government Award

World's No.1

Microsoft Worldwide Partner Award

- Country Partner of the Year Award
- Cloud Packaged Solutions
- Messaging
- Public Sector-Government

Number of McAfee SIEM certified specialists
(As of October 2016)

Appendix

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	million yen (end-March 2017)
Consolidated net sales	50,225 million yen (end-March 2017)
Number of employees (consolidated)	960 (end-March 2017)
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 including Data Analytics, E-commerce Services, IT Infrastructure Solutions, Security Solutions, System Integration and Cloud Solutions
Main phone number	+81-3-6892-3050
Certification	

Corporate Philosophy/Corporate Slogan

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

Since its foundation, the SoftBank Group has always sought to contribute to people and society through the Information Revolution.

SoftBank Technology is committed to becoming the best partner of corporations through the provision of ICT services with its cloud technologies as the core.

Corporate Slogan One! SBT

In January 2014, we presented our new corporate slogan *One! SBT*, which represents the SoftBank Technology group's determination to work together to create business areas where the group will be number one. We will make united efforts to grow big.

Shinichi Ata

President & CEO
SoftBank Technology Corp.

SBT Business Areas

SoftBank Technology

No. 1 track record in cloud implementation
for enterprises and public offices

Support internet business

- Data Analytics
- E-commerce Services

Create safe info-structures

- Security Solutions
- IT Infrastructure Solutions

Transform workstyles

- Cloud Solutions
- System Integration

SoftBank Group Corp.

(Pure holding company)

Domestic Telecommunications Segment	Yahoo Japan Segment
Distribution Segment	Sprint Segment
ARM Segment	Others

ICT Services

SoftBank Technology Corp.

*On April 24, 2017, SoftBank Group International GK became the parent company of SBT.

Services Provided in Each Service Category

Digital Marketing

🛒 E-commerce Services
- E-commerce website operation services mainly for Symantec Store (Japan, China, Hong Kong, Taiwan, South Korea). One-stop provision of overall E-commerce website operations with system structures that leverage hybrid clouds.
*B2C model services, recording sales for charges to consumers
- Digital font planning/development/sales and software development. Services also include calling up digital fonts from the cloud to a website.

📊 Data Analytics [Focus]
- One-stop provision of cloud system operations and monitoring by constructing a cloud-based environment to analyze the current status of data utilization, accumulate a company's own data, and connecting to external data.
- One-stop provision of services from consultation on using data accumulated in the cloud for B2B and B2C marketing, to data analysis, and data reporting (visualization).

Platform Solutions

🖥️ IT Infrastructure Solutions
- Sales of IT equipment and construction of networks, servers and storages, mainly for SoftBank Group companies.
- Distribution and provision of service support relating to open source Linux OS. Provision of embedded Linux solutions for dedicated devices and digital signage, such as car navigations, vending machines, medical equipment, and video delivery equipment.

🛡️ Security Solutions [Focus]
- One-stop provision of cybersecurity measures covering from sales of overseas manufacturers' products to construction and operation/maintenance. Provision of 24/365 security operation services of collecting logs of internal systems, security devices and cloud services, and analyzing the correlation.
- Provision of certification services, including SSL server certificates and device (terminal) certification, based on technologies and experience gained through construction and operation of public key infrastructure.

Cloud System

⚙️ System Integration
- Design, development and operation of internal and business information systems and applications mainly for SoftBank Group companies.
- Design and development of dedicated applications for IoT devices (e.g., mobile terminals, robots, drones) . Provision of operation setting services for Pepper, being certified as the robot app partner under the Pepper Partner Program of SoftBank Robotics Corp.
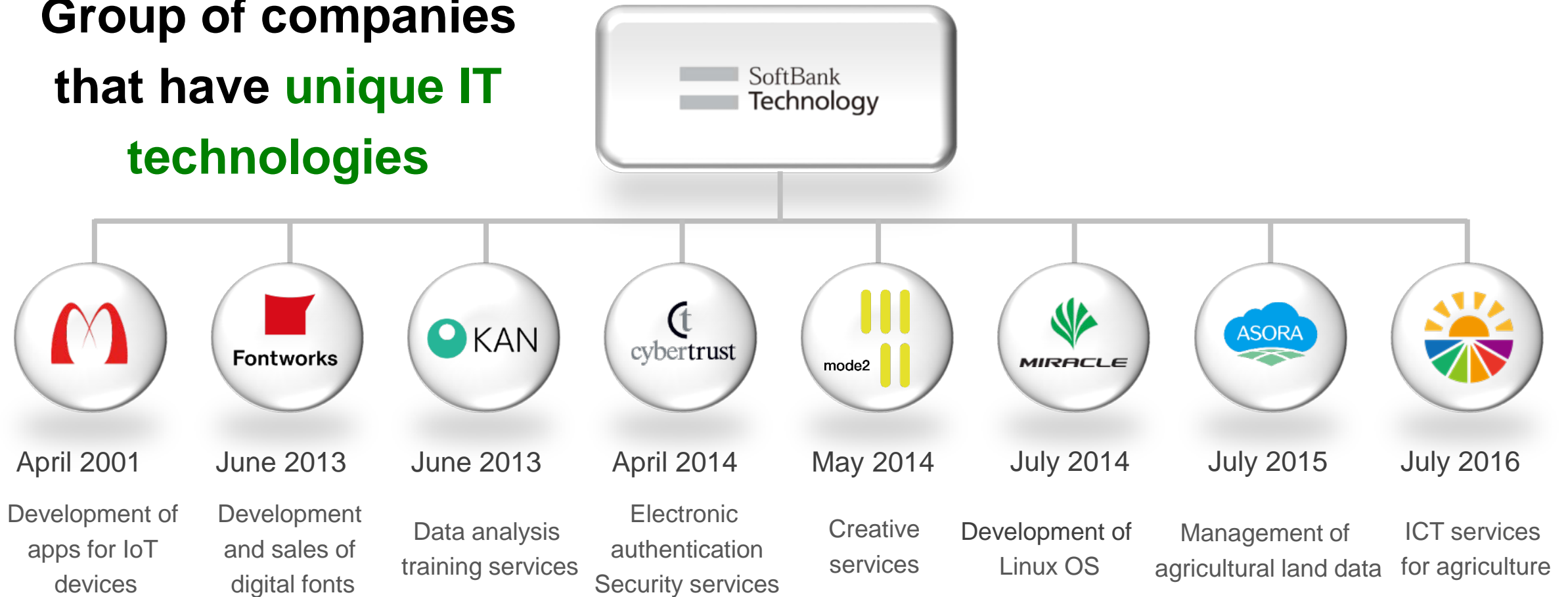
☁️ Cloud Solutions [Focus]
- Implementation/migration of Microsoft's cloud products, and provision of SBT's original services that are highly compatible with these. The number of cloud implementation projects SBT was engaged for enterprises is among the largest in Japan.
- One-stop provision from system development in Microsoft Azure, a public cloud, to 24/365 operation/monitoring services for public cloud environments.

About the SBT Group

Group of companies that have unique IT technologies

SoftBank Technology

April 2001	June 2013	June 2013	April 2014	May 2014	July 2014	July 2015	July 2016
Development of apps for IoT devices	Development and sales of digital fonts	Data analysis training services	Electronic authentication Security services	Creative services	Development of Linux OS	Management of agricultural land data	ICT services for agriculture

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 | Cybertrust Japan Co., Ltd. | Mode2 inc. | MIRACLE LINUX CORPORATION | ASORA Tech Corp. | REDEN Corp. |