

Second Quarter of Fiscal Year Ending March 31, 2018 (FY 2017 Q2)

# Results of Operations

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October 27, 2017  
SoftBank Technology Corp.

# Important Information about this Presentation

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1. 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.
2. EBITDA figures shown on this presentation are the sum of operating income/loss, depreciation and amortization of goodwill.
3. Figures in all graphs in this presentation may differ slightly from figures in earnings announcements because of rounding.
4. On October 1, 2017, Cybertrust Japan Co., Ltd. was merged into MIRACLE LINUX CORPORATION, and MIRACLE LINUX CORPORATION was renamed Cybertrust Japan Co., Ltd., on the same day.

## Disclaimer

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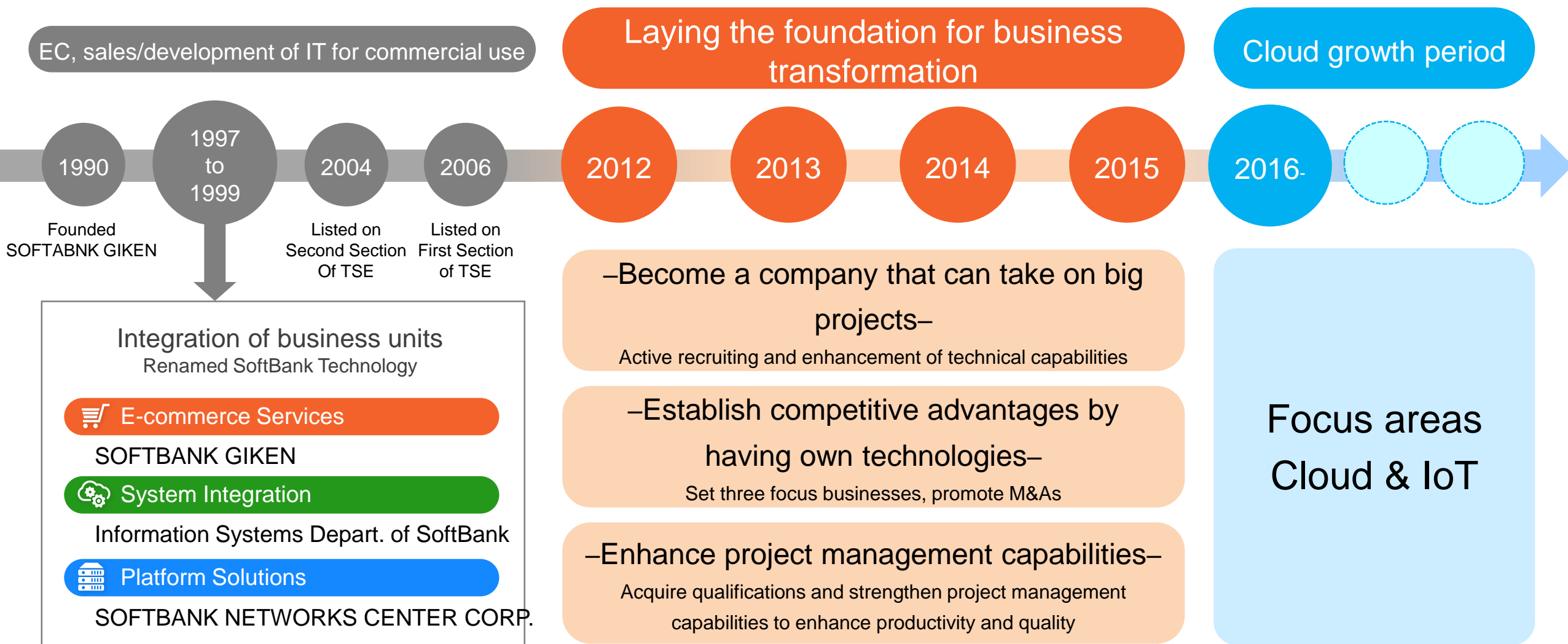


# About SoftBank Technology Corp.



# SBT's steps toward growing big

SoftBank  
Technology



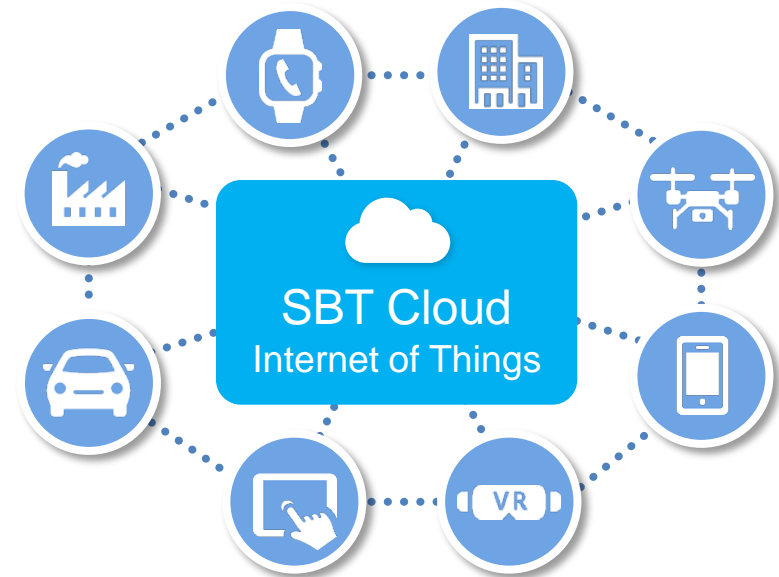
# Focus areas of SoftBank Technology

## Cloud integration



+

## IoT business development



A business partner to customers

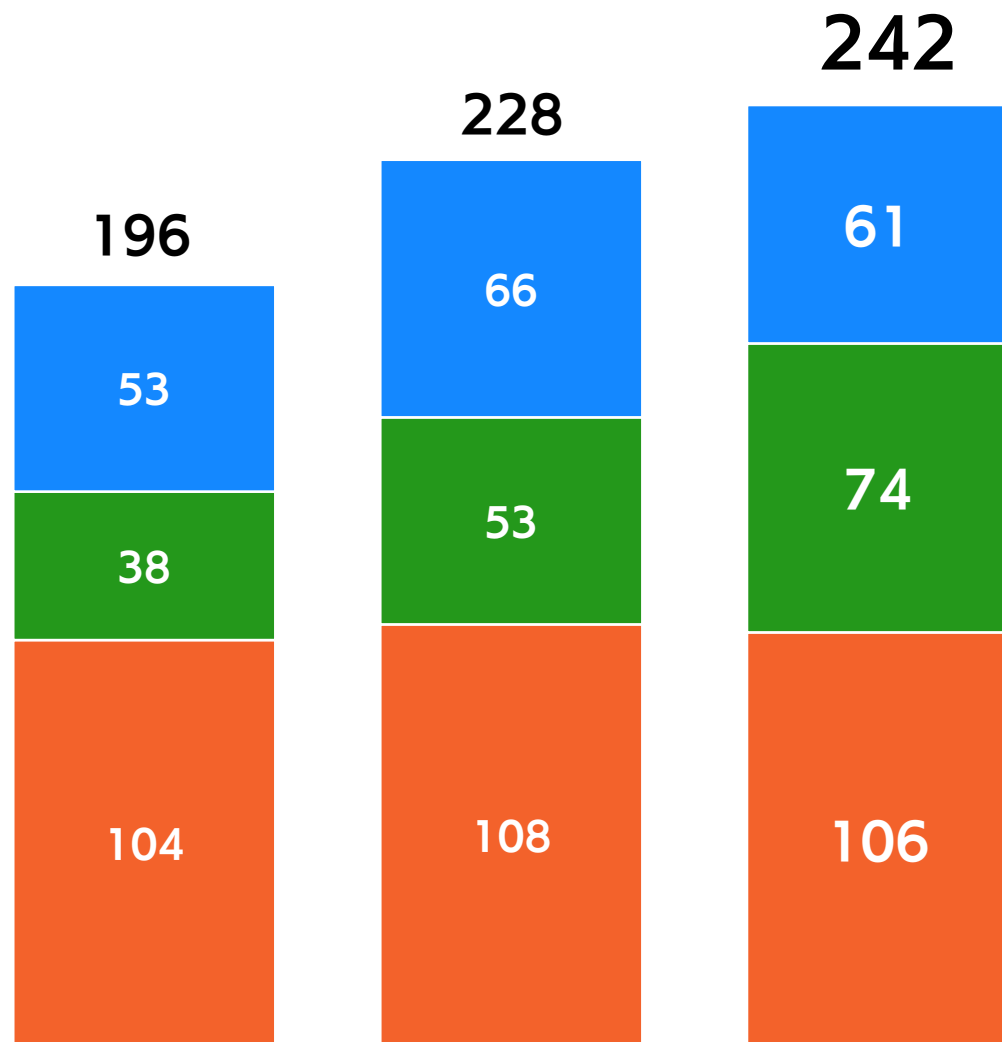
# Results Overview

## Overview

- Net sales increased, driven by growth in cloud development and operation/maintenance service projects
- Despite a rise in fixed cost due to increased headcount, operating income grew as the marginal profit ratio improved

(Millions of yen)	FY 17 H1	FY 16 H1	Amount of change	Ratio of change
Net sales	24,203	22,863	+1,340	+ 5.9%
Operating income	720	684	+ 36	+ 5.3%
Ordinary income	693	689	+ 4	+ 0.6%
Profit attributable to owners of parent	412	410	+ 1	+ 0.3%
EBITDA	1,272	1,146	+125	+ 10.9%





(100 million  
yen)

FY 15 H1

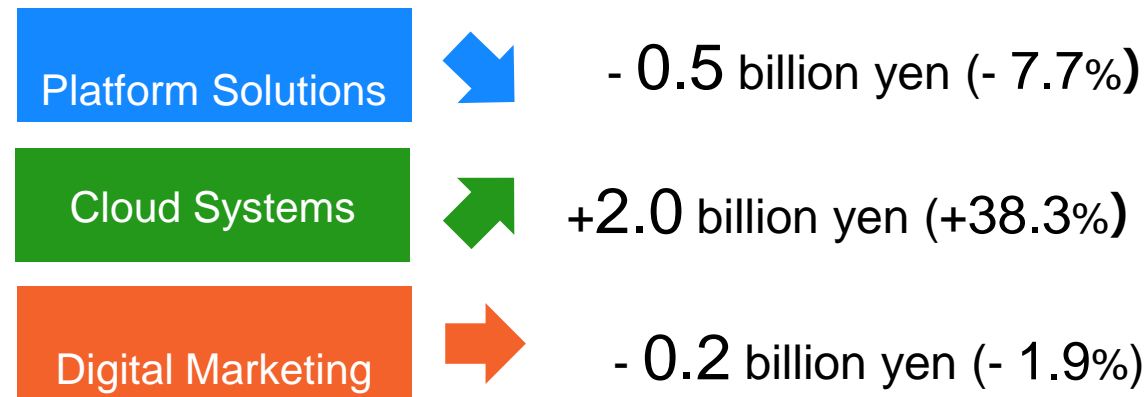
FY 16 H1

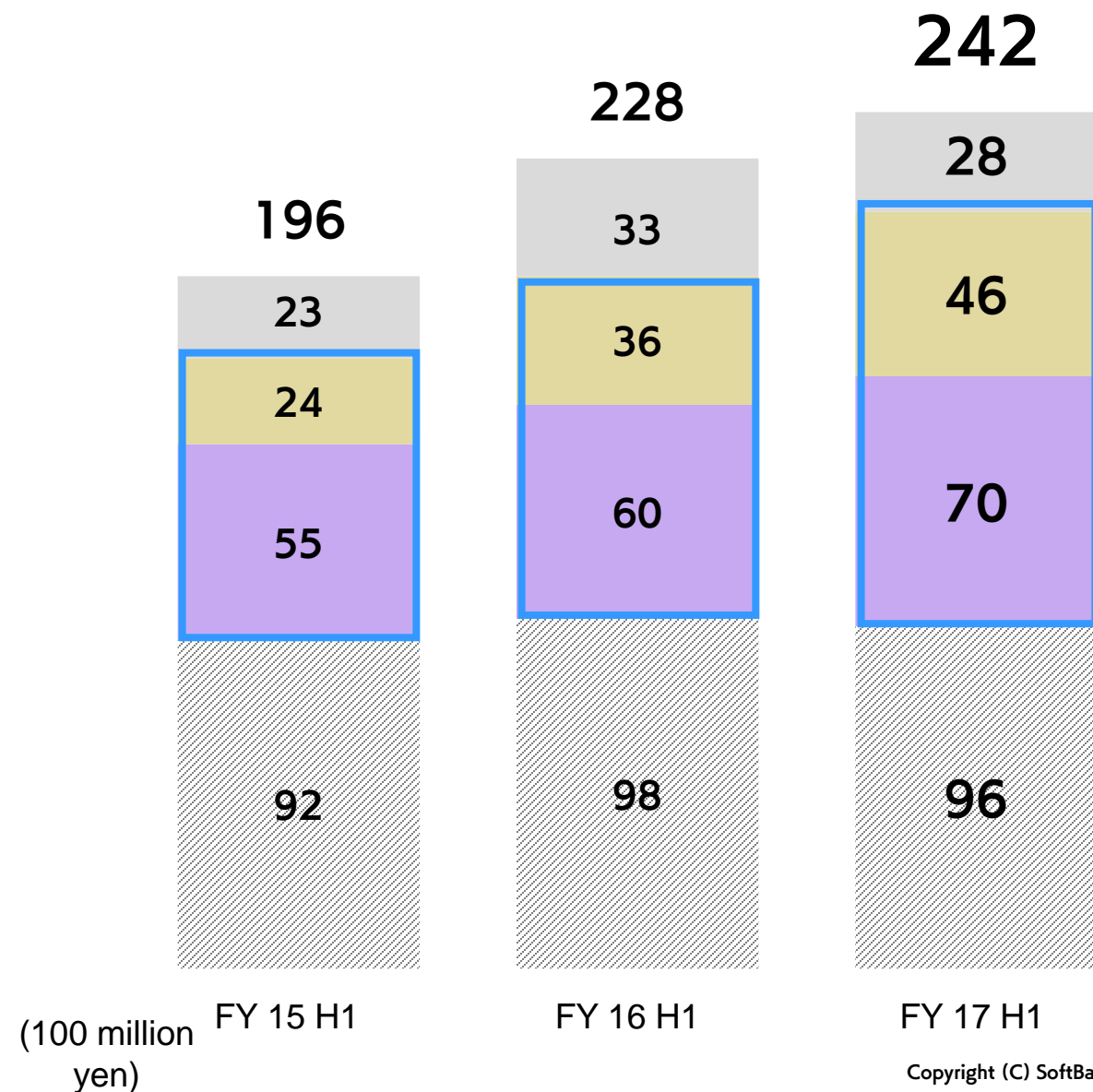
FY 17 H1

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FY 17 H1  
Net sales **24.2** billion yen  
YOY change **+1.3** billion yen (+5.9%)





### Net sales by service (YOY change)

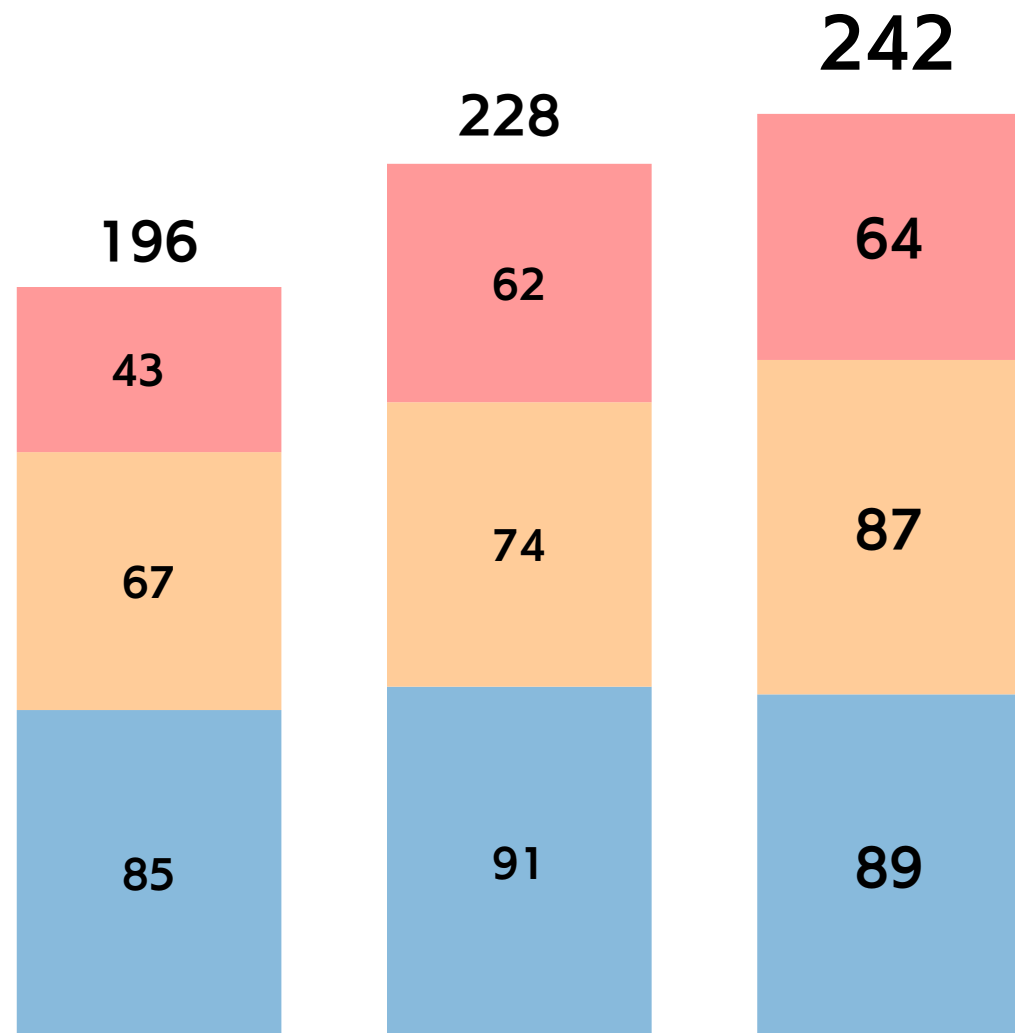




System development for the group, and development and operation/maintenance projects for the public sector grew steadily

### Net Sales by business type (YOY change)

Hardware sales		- 0.4 billion yen (- 13.1%)
Development		+ 1.0 billion yen (+ 28.6%)
Operation and services		+ 0.9 billion yen (+15.9%)
E-commerce sales		- 0.2 billion yen (- 2.4%)



(100 million  
yen)

FY 15 H1

FY 16 H1

FY 17 H1

## SB Group

➡ YOY + 0.2 billion yen (+ 3.3%)

A decrease in hardware sales was offset by an increase in development projects

## Enterprises

(excl. SB Group)

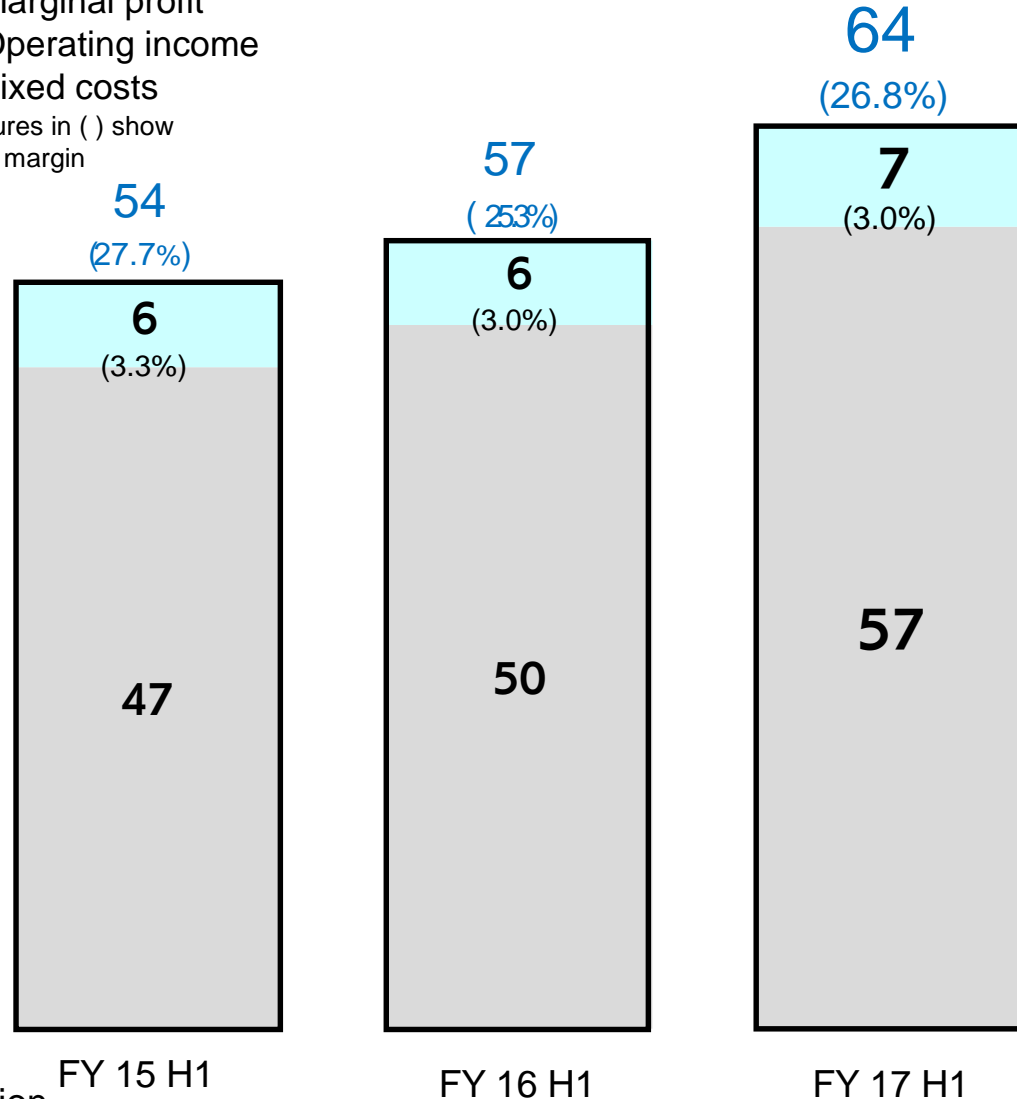
➡ YOY + 1.3 billion yen (+18.4%)

Cloud construction, operation/services projects increased

## Individuals

➡ YOY - 0.2 billion yen (- 2.4%)

- Marginal profit  
□ Operating income  
■ Fixed costs  
\* Figures in ( ) show  
profit margin

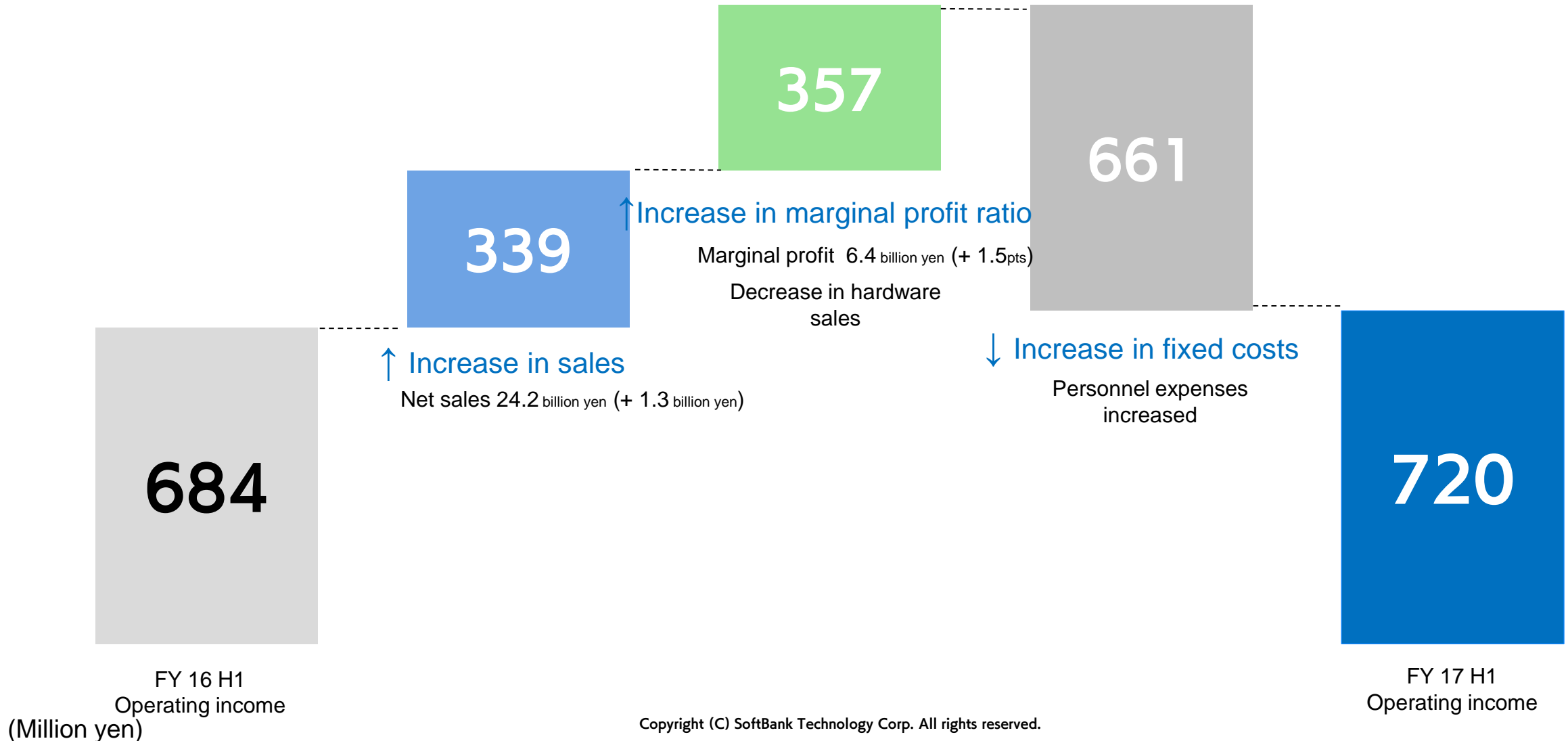


FY 17 H1  
Marginal profit **6.4** billion yen  
YOY change + **0.69** billion yen (+12.1%)

FY 17 H1  
Operating income **0.7** billion yen  
YOY change + **0.03** billion yen (+5.3%)

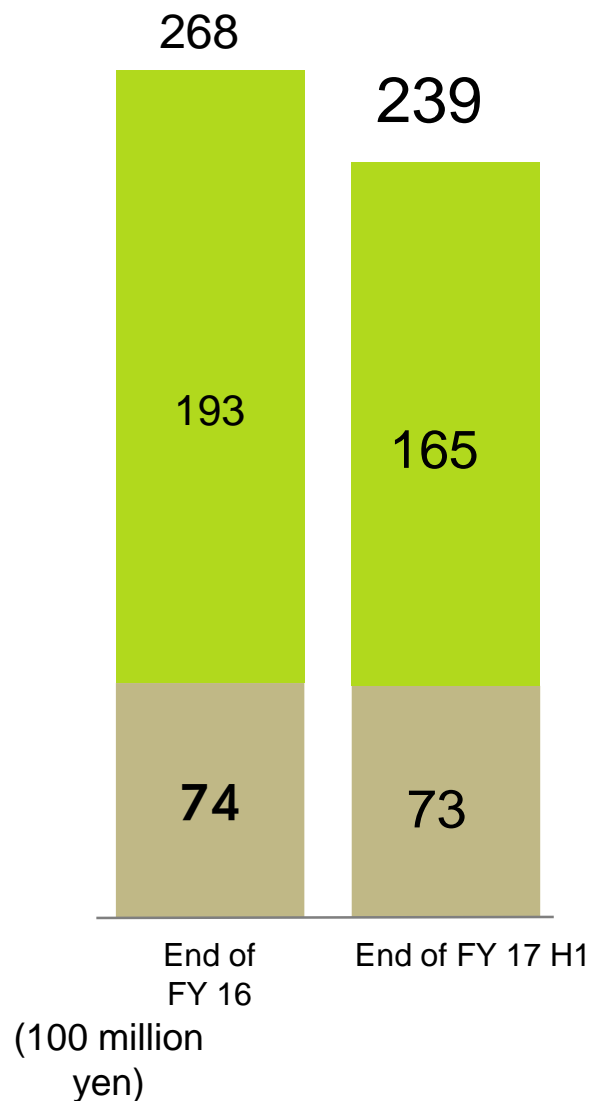
Marginal profit ratio improved with a decrease  
in hardware sales (up 1.5 pts YOY).

(100 million  
yen)



# Balance Sheet

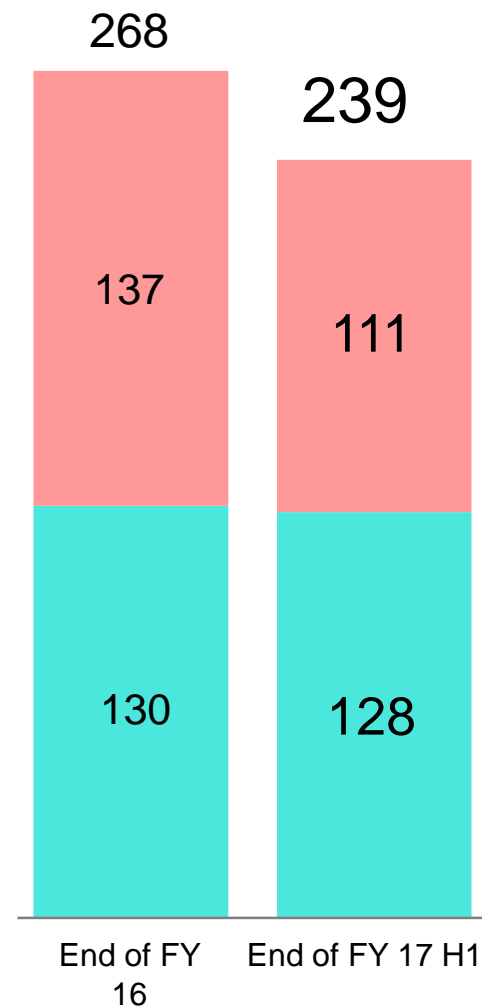
## Comparison with Previous Fiscal Year-End



### Current assets

Cash and deposits	6.7 billion yen
vs previous FY end	+ 0.5 billion yen
Notes and accounts receivables-trade	7.7 billion yen
vs previous FY end	- 3.7 billion yen
Work in progress	0.3 billion yen
vs previous FY end	+ 0.1 billion yen

### Non-current assets



### Liabilities

Accounts receivable-trade	4.8 billion yen
vs previous FY end	- 2.2 billion yen
Accounts payable-other	0.6 billion yen
vs previous FY end	- 0.1 billion yen
Income taxes payable	0.3 billion yen
vs previous FY end	- 0.1 billion yen

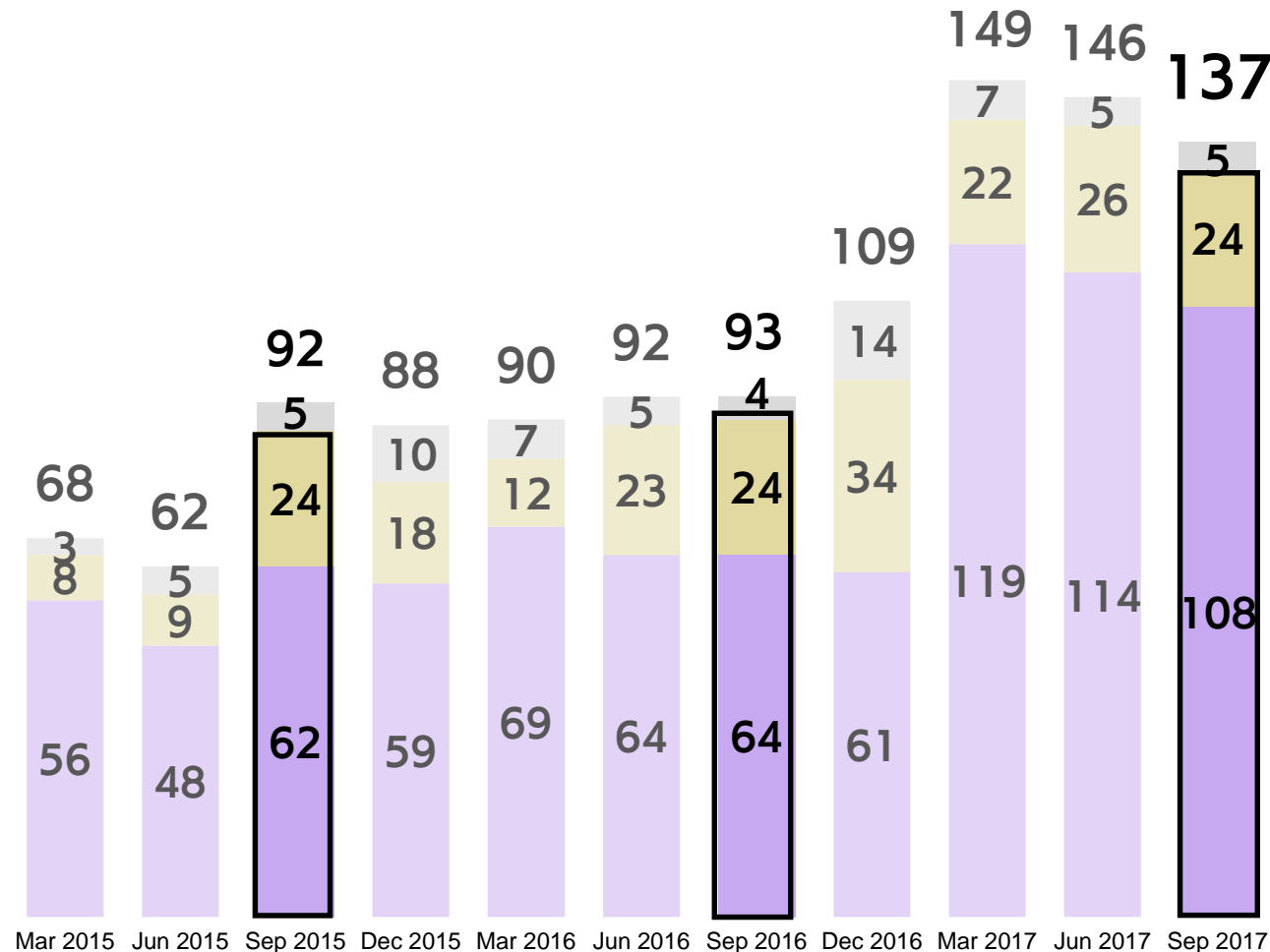
### Net assets

Retained earnings	12.0 billion yen
vs previous FY end	+ 0.1 billion yen
Treasury shares	- 1.2 billion yen
vs previous FY end	- 0.3 billion yen

Unconsolidated

# Order Backlog (Excluding E-commerce Services)

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(100 million yen)

Order backlog at September-end  
**13.7 billion yen**

YOY + 4.4 billion yen (+ 47.3%)

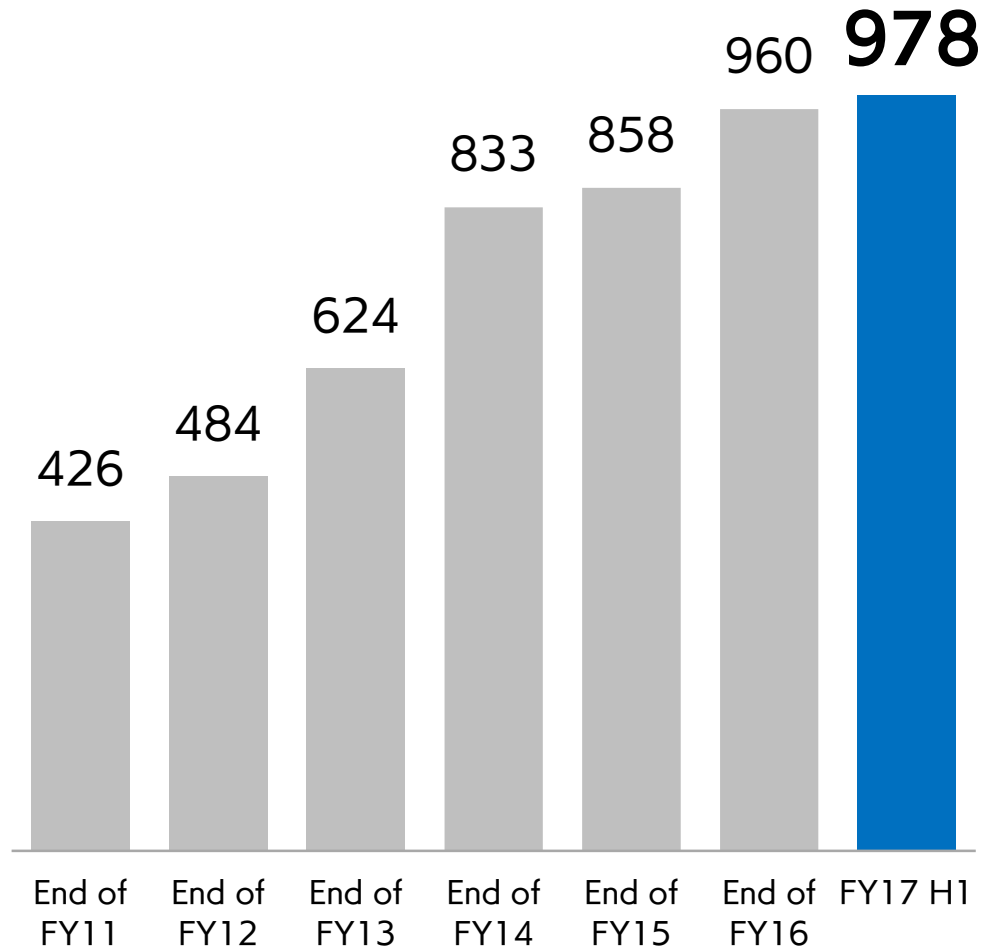
Won orders continuously while posting record sales for development projects

Order backlog by business type  
vs previous year

Hardware sales	➡	+ 0.02 billion yen (+ 4.3%)
Development	➡	+ 0.01 billion yen (+ 0.6%)
Operation and services	➡	+ 4.38 billion yen (+ 68.0%)

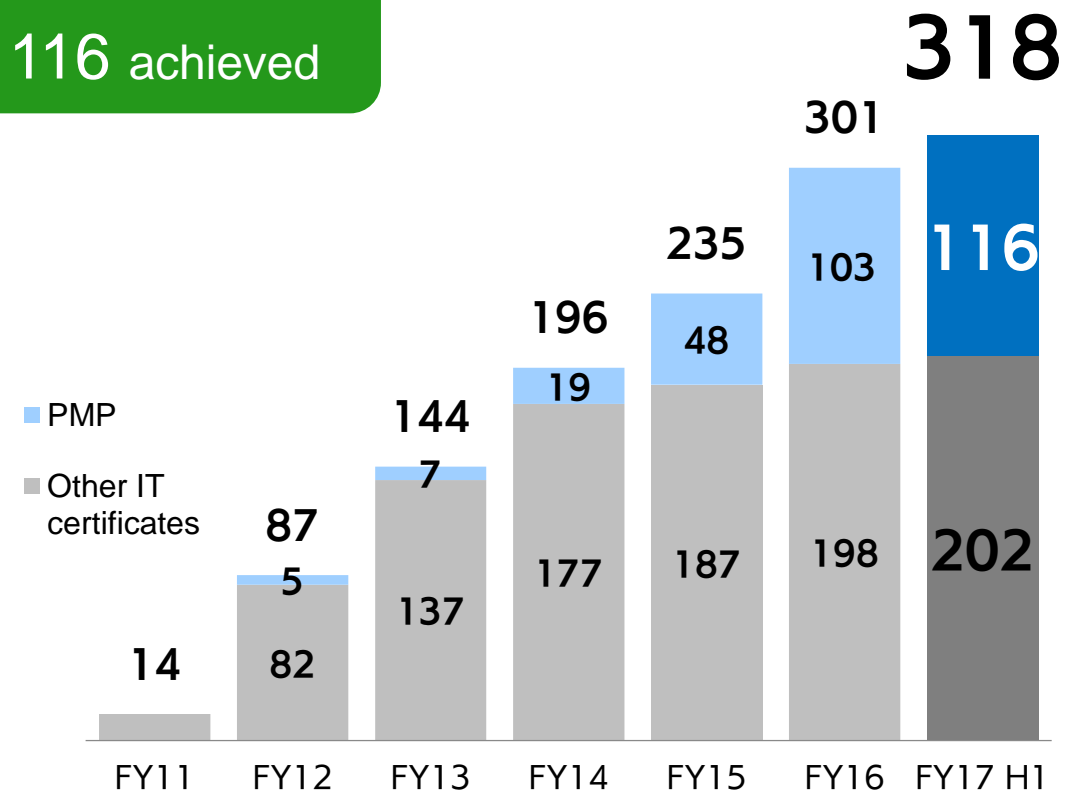
\*Order backlog figures presented are after excluding those recorded under the percentage-of-completion method.

## Number of employees (consolidated)



## Number of PMP(\*) and other advanced IT qualification holders

PMP holders  
116 achieved



\*International standard certification for project management



## Increase in hardware sales ratio

(Profit decreased despite a year-on-year increase in hardware sales by 1.5 times)

### Cause

Profit margin of hardware products  
**declined approx. 70%** YOY  
(Improvement is not expected for the thin profit margin)



Review product offering  
mainly in IT infrastructure  
**Improve profit margin from  
Q2 onward**

## Additional work for handling local government security cloud (SC) projects

### Cause

Approx. **0.1 billion yen of increased burden** in Q1 (including provisions) due to unexpected additional handling at the time of migration, and monthly operation work



Improve efficiency of operational workflows by reducing unexpected work  
**Establish structures from Q2 onward**

## Cause

An approx. **70% decline** in profit margin for hardware products  
(improvement is not expected for a thin profit margin)

Strictly set withdrawing products, **increase profit margins**

## IT Infrastructure sales

FY 16 Q1	FY 16 Q2	FY 17 Q1	FY 17 Q2
1.84 bil. yen	2.83 bil. yen	2.46 bil. yen	1.57 bil. yen
4.67 bil. yen		4.04 bil. yen	

## IT Infrastructure marginal profit/margin

FY 16 Q1	FY 16 Q2	FY 17 Q1	FY 17 Q2
0.58 bil. yen 31.5%	0.71 bil. yen 25.3%	0.62 bil. yen 25.5%	0.61 bil. yen 39.0% (+13.5%)
1.29 bil. yen 27.8%		1.24 bil. yen 30.8%	

## Cause

Man-hours increased at the time of migration due to unexpected work  
and monthly operation work

Approx. **0.1 billion yen increase** (including provisions)

Established structures, **contained losses in Q2**

### Accumulate public sector know-how

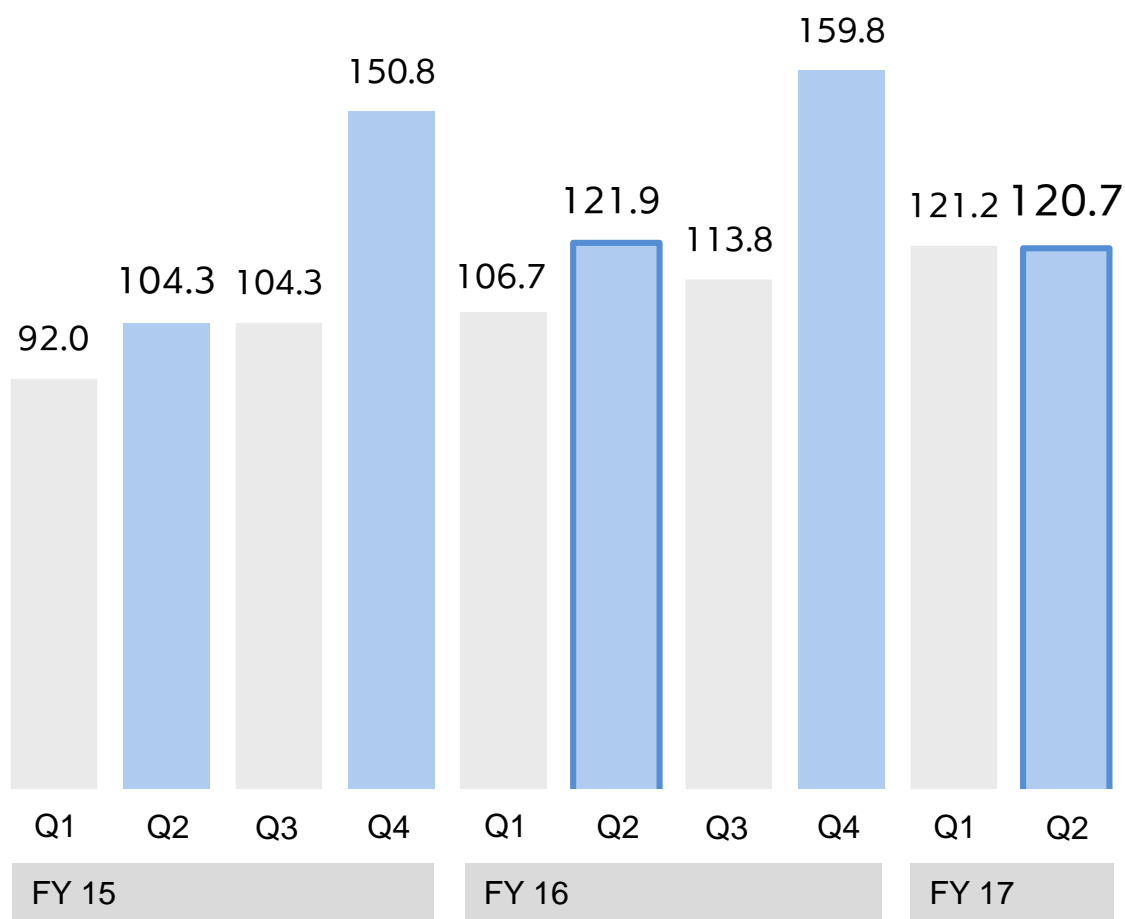
Projects that require coordination between  
prefectures and municipalities

### Accumulate process assets

Provision of NOC, SOC to 4  
prefectures and 121 municipalities

**Leverage them for deep cultivation and enterprise expansion**

## Net sales

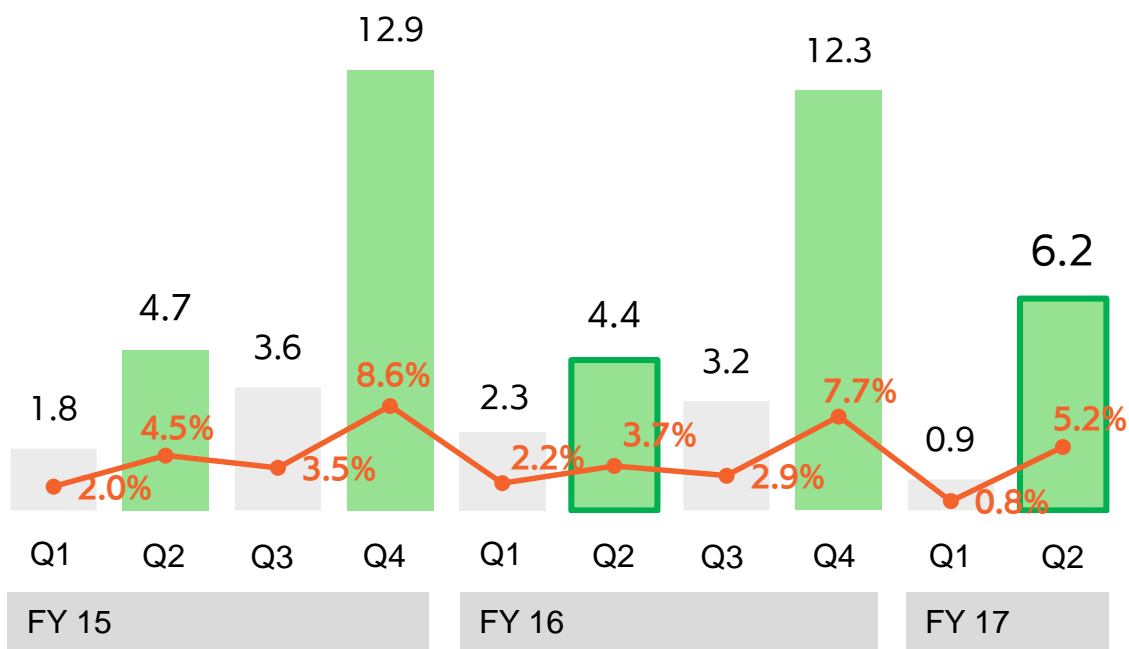


(100 million yen)

## Operating income

Operating margin

Profits tend to concentrate in Q2 and Q4



We sincerely apologize for significant concerns and the inconvenience caused to our stakeholders relating to the unauthorized access of a test server held by SBT.

## Impact:

A period of slow business operations was caused by handling of the information security incident

2017

July 24

Found unauthorized access to SBT's test server and announced the possibility of customer information leaks by an attacker

July 28

Announced that no customer information leaks were found in the scope of a detailed investigation conducted by a third-party institution

August 31

Announced course of events since the recognition up to August 31, impact on customers, and recurrence prevention measures

## Cause (\*All corrected)

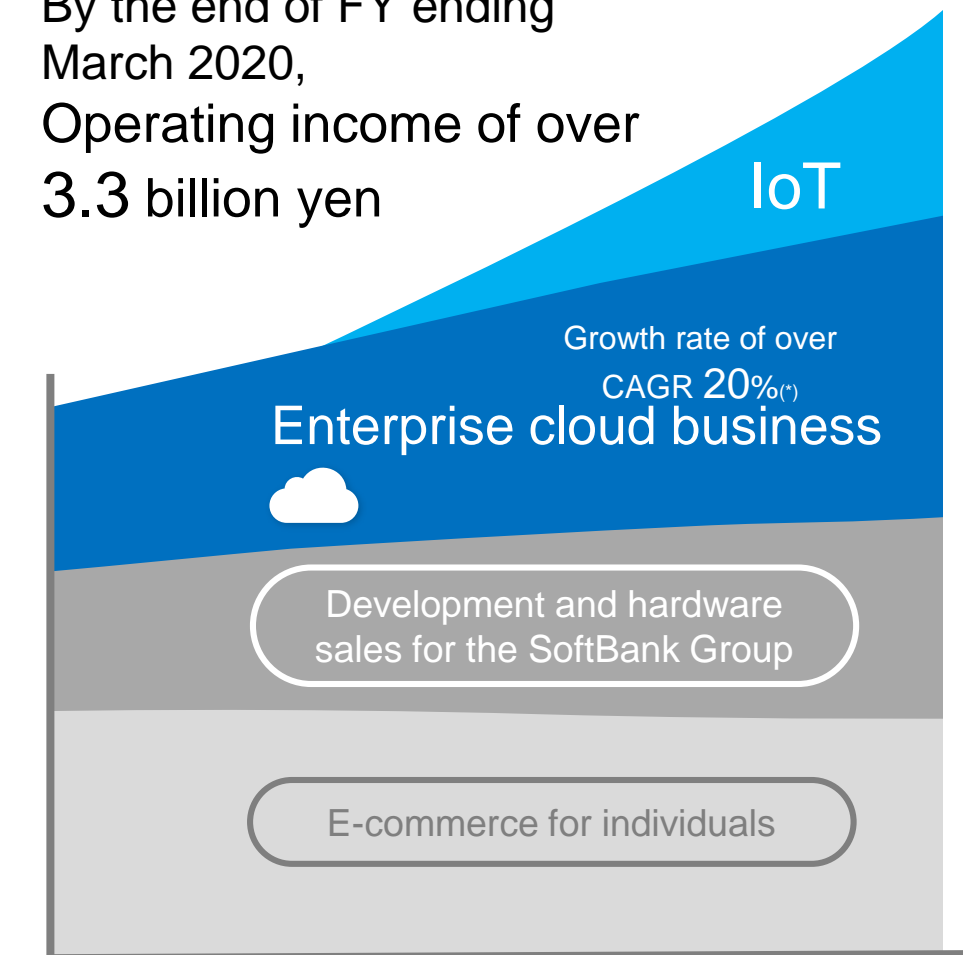
- Inadequate account management
- Inadequate password management
- Inadequate access control
- Inadequate information management

Announcement URL : <http://www.softbanktech.co.jp/corp/news/info/20170831/>

# State of Focus Businesses

# Business Growth Image

By the end of FY ending  
March 2020,  
Operating income of over  
3.3 billion yen



FY ended  
March 2016

FY ending March 2020

**Investment** stage, future business foundation (2)

Drive businesses for targeting growth of  
**CAGR 20%** (1)

\* Compound annual growth rate for the total sales of cloud, security and data analytics businesses.

Focus on driving cooperation; achieve  
slightly higher growth

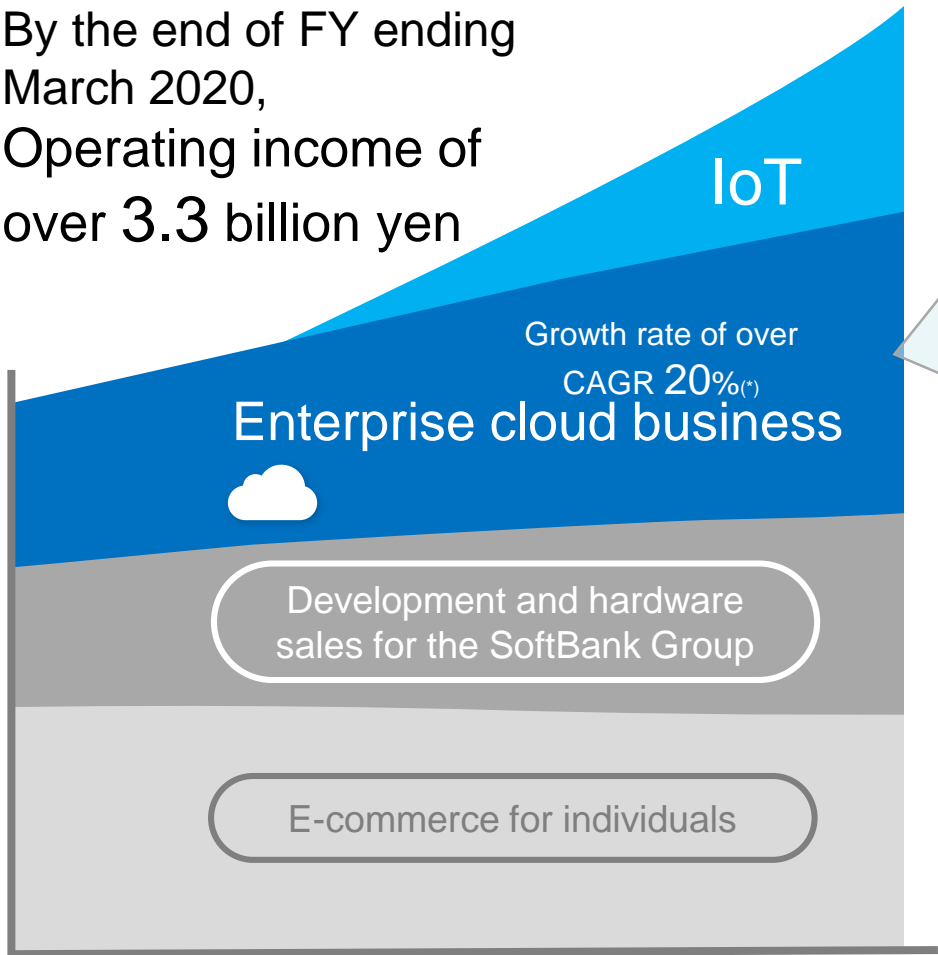
Drive efficiency aiming to maintain sales

# (1) State of Cloud Business



# Domestic Market

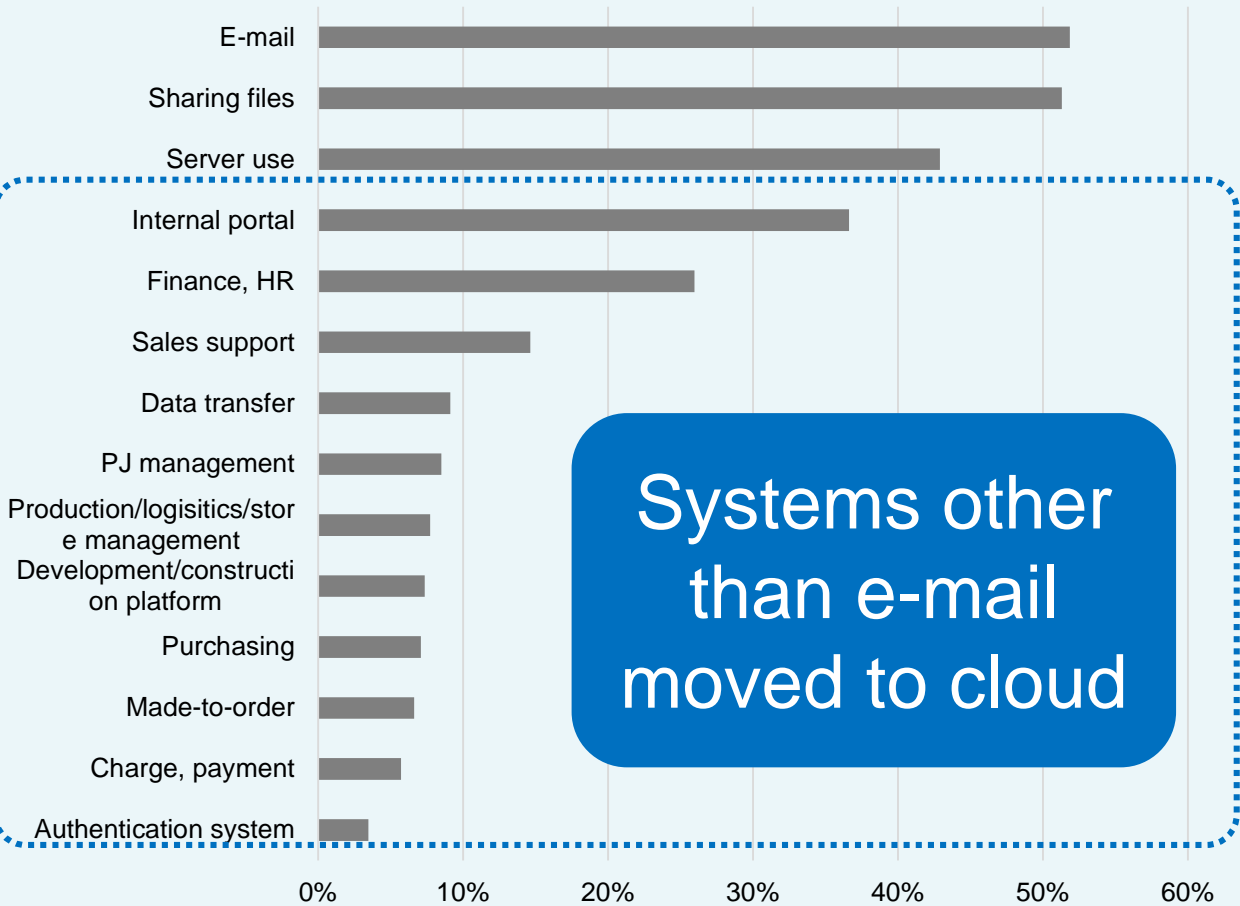
By the end of FY ending  
March 2020,  
Operating income of  
over 3.3 billion yen



FY ended March  
2016

FY ending March 2020

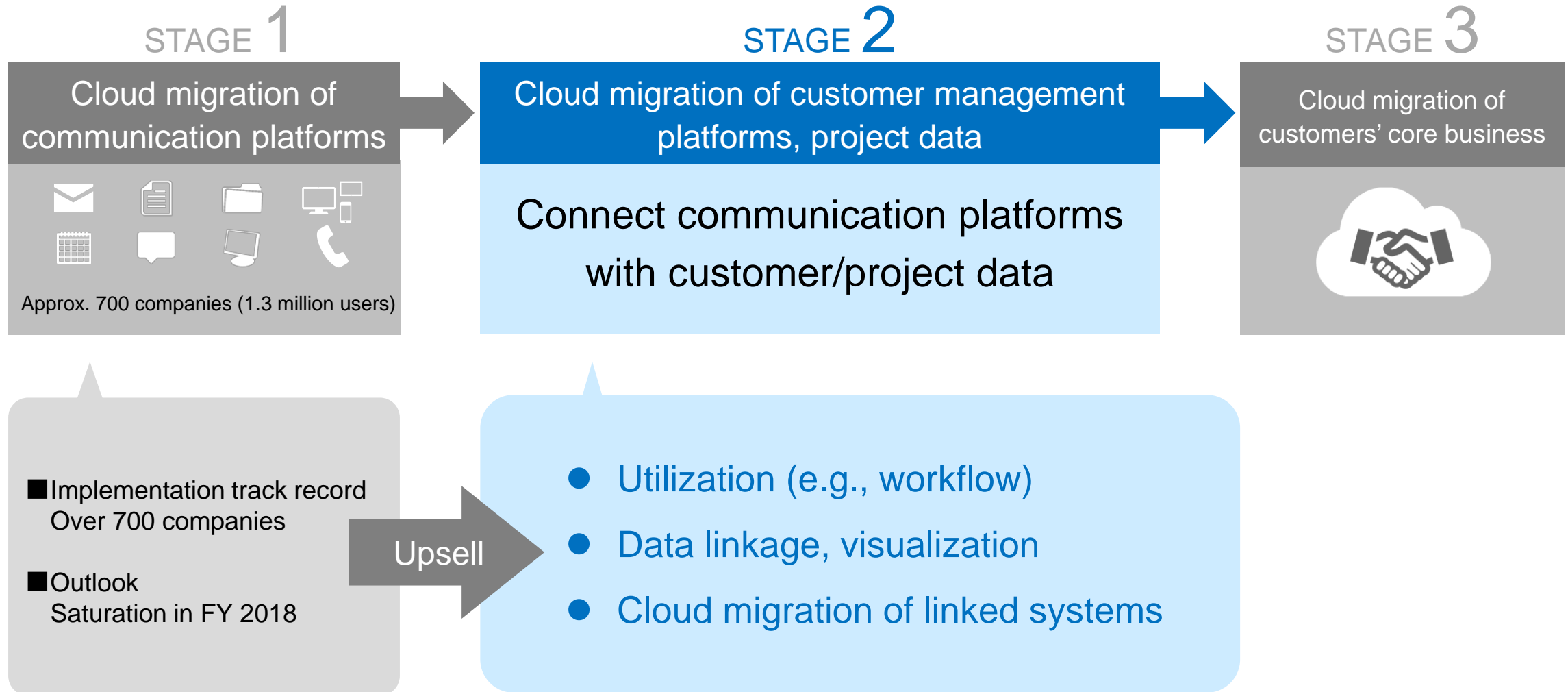
## Breakdown of cloud service usage



Source: "Communications Usage Trend Survey" by Ministry of Internal Affairs and Communications

<http://www.soumu.go.jp/johotsusintokei/statistics/statistics05.html>

# Changes in Systems Subject to Cloud Migration



# From “Intrusion Prevention” to “Operation and Recovery in the Event of Intrusion”

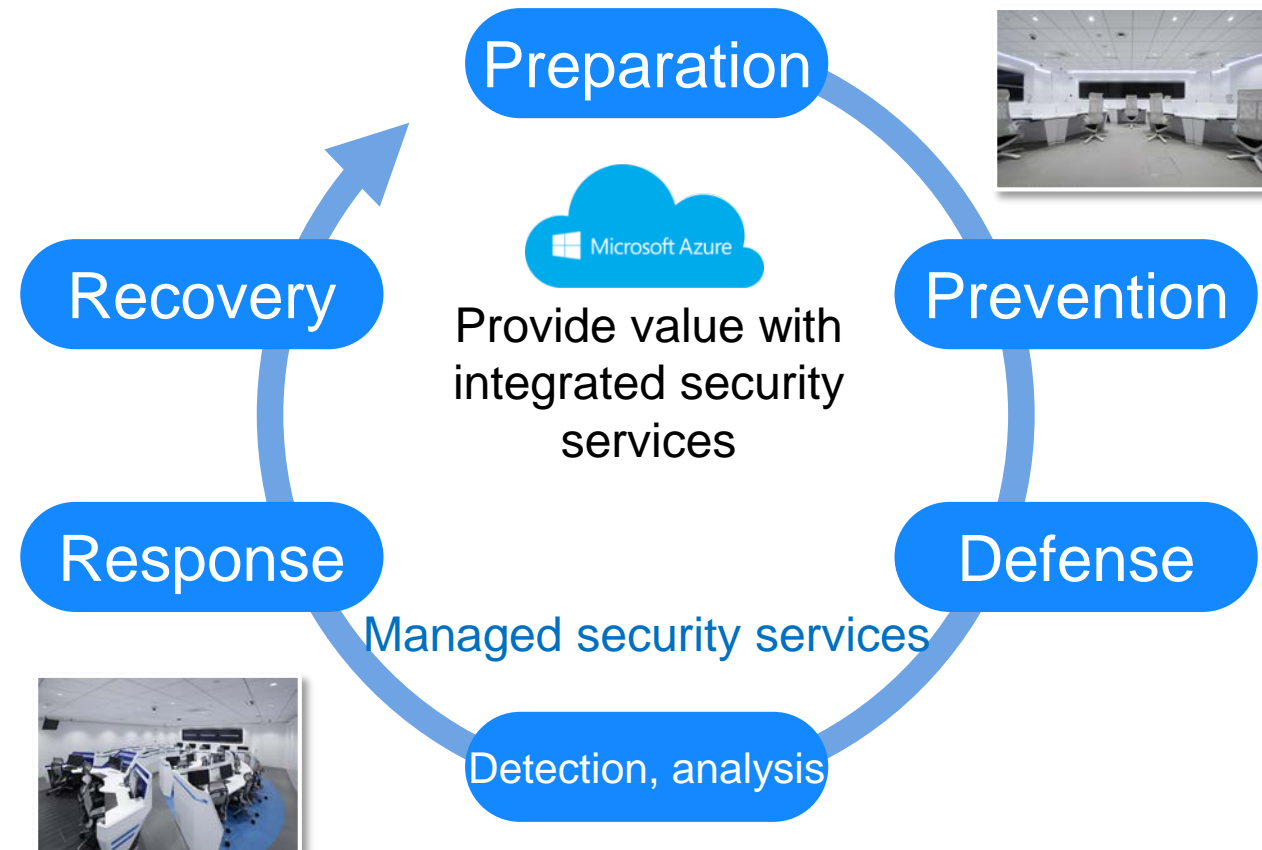
Security measures to  
prevent intrusion



Managed security services for customers’  
businesses that use clouds

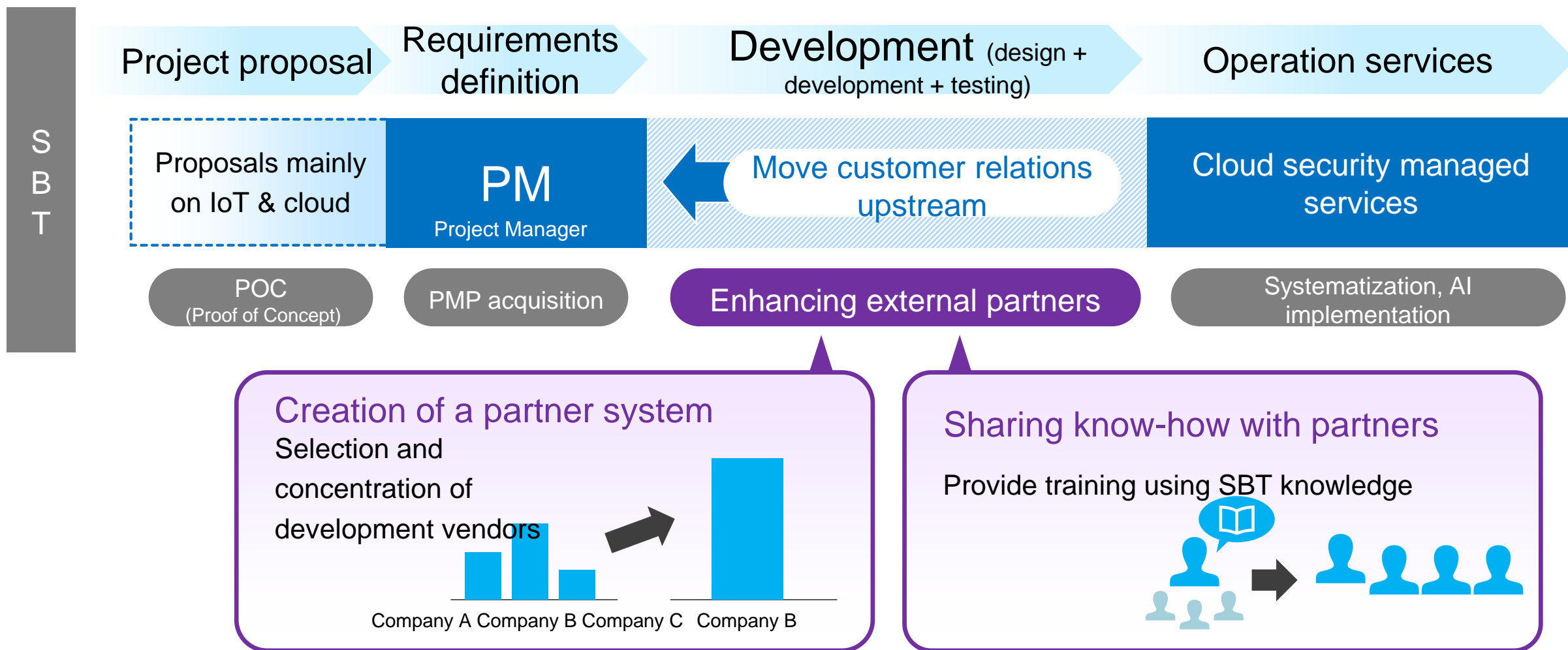
Mainly hardware sales,  
implementation/construction

Defense



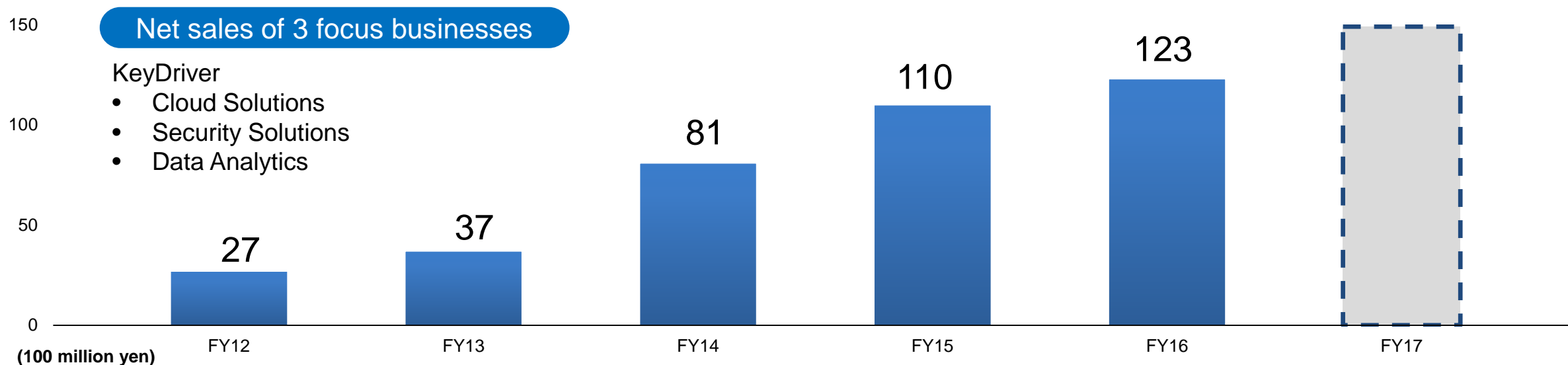
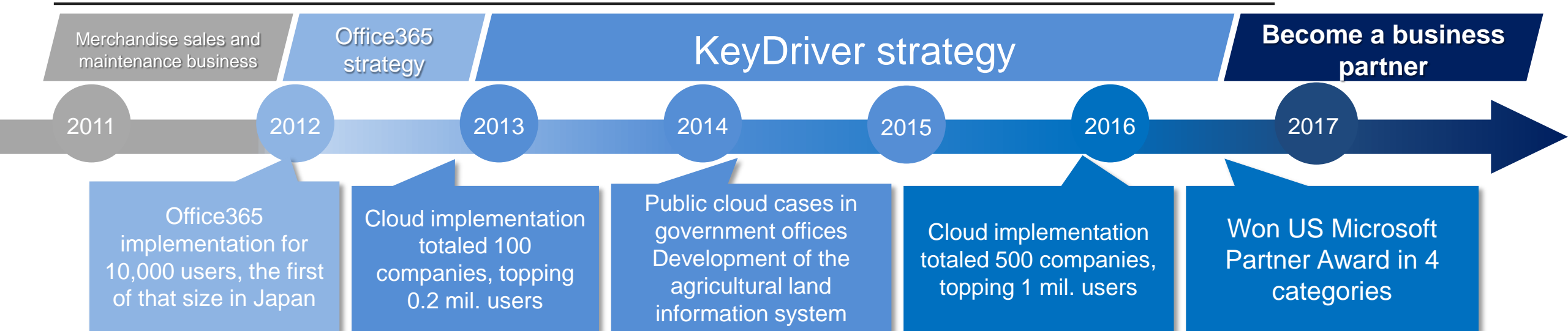
# Expand and Strengthen SBT Roles and Partner Collaboration

To become a business partner,  
continue training for handling upstream operations and efficiency improvement



# Developments of Cloud x Enterprise

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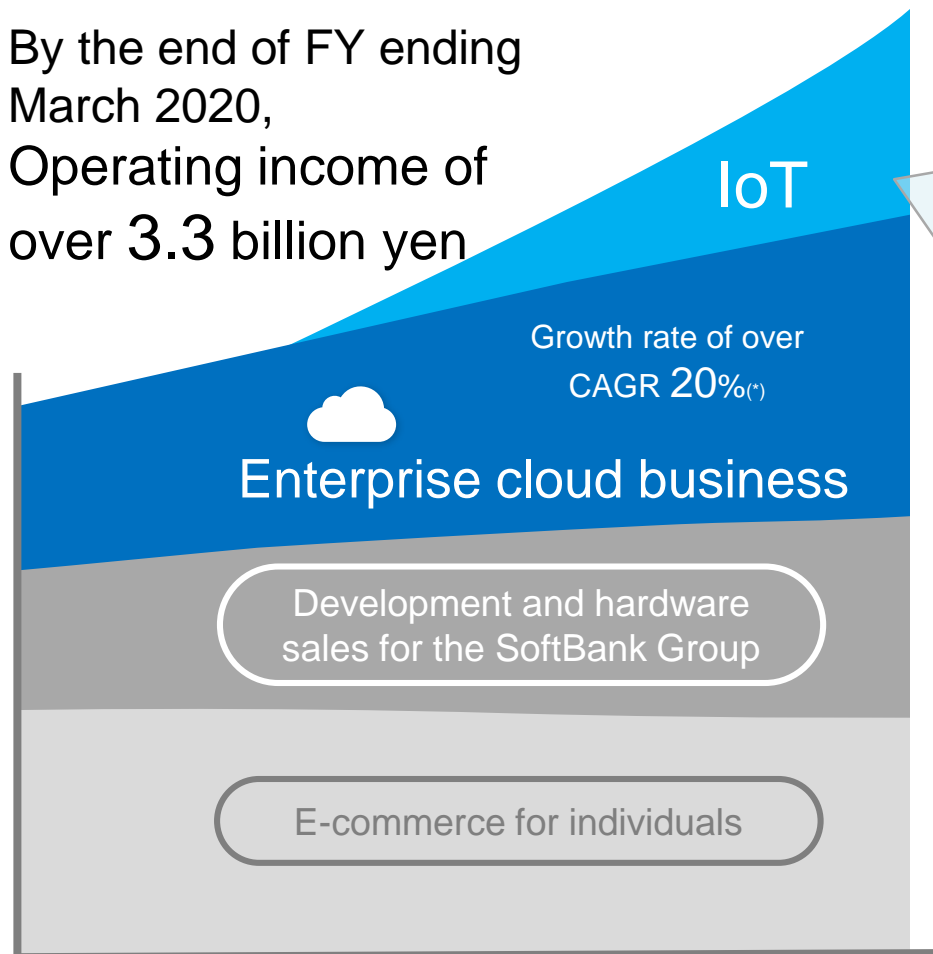


## (2) State of IoT Business

# Market Situations

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Technology

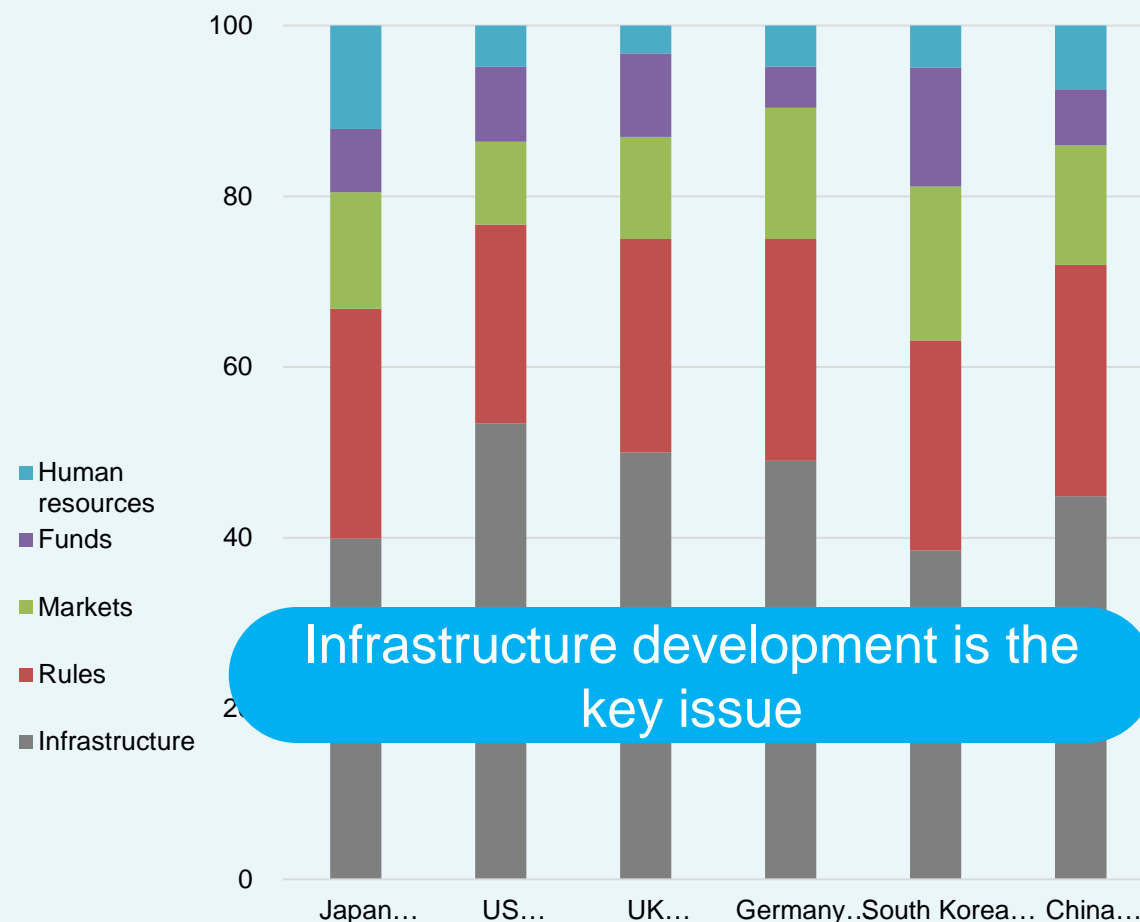
By the end of FY ending  
March 2020,  
Operating income of  
over 3.3 billion yen



FY ended March  
2016

FY ending March 2020

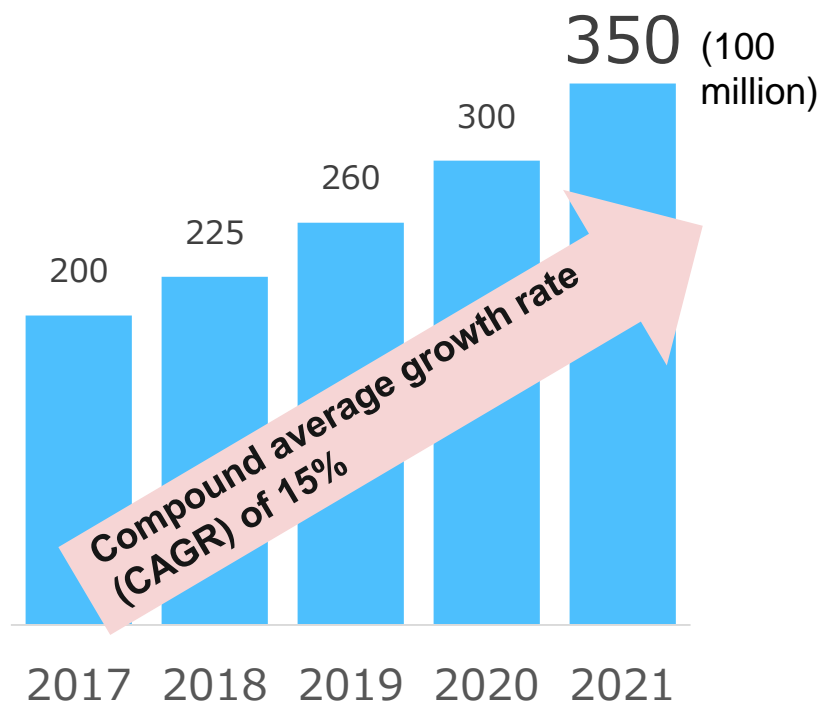
## Number of IoT progress issues by country



(Source) "Study Report on a Structural Analysis of the ICT Industry in the IoT Era and Verification of ICT's Multifaceted Contributions to Economic Growth" by Ministry of Internal Affairs and Communications (2016)

## Over 35 billion devices connected to the Internet

Forecast for the number of IoT devices in the world



Source: "2017 White Paper Information and Technology in Japan" by Ministry of Internal Affairs and Communications

More advanced functions  
Increased code volume

Increased number of  
devices

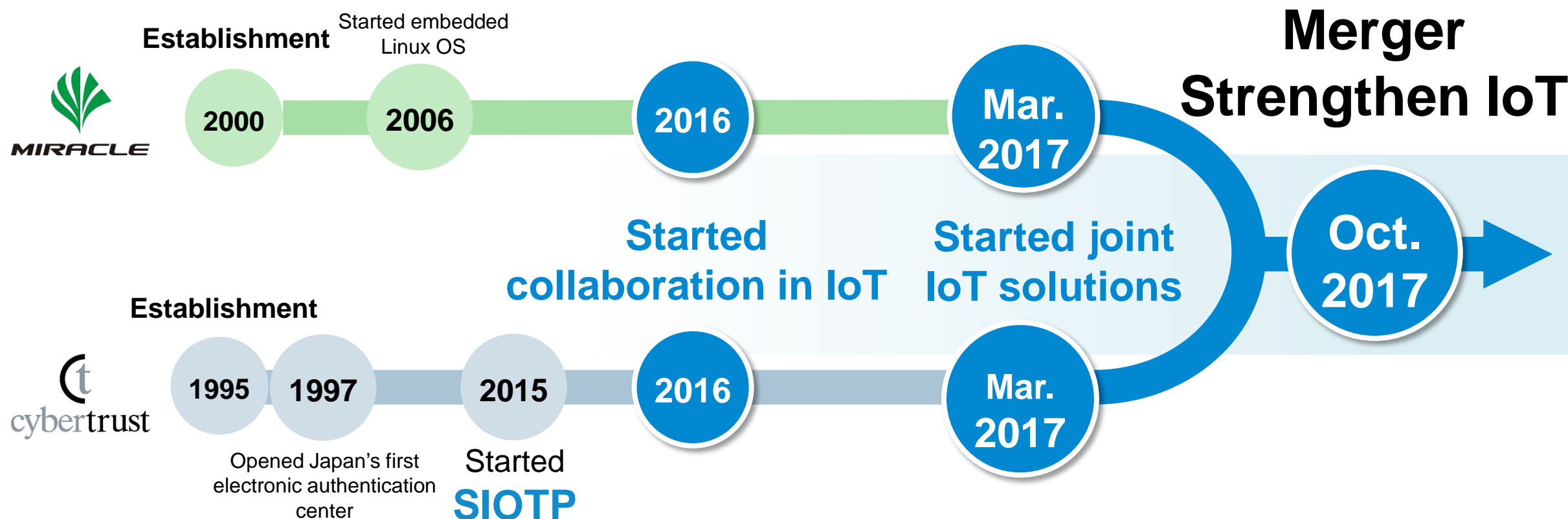
Longer useful life

**Bigger  
security  
risk**



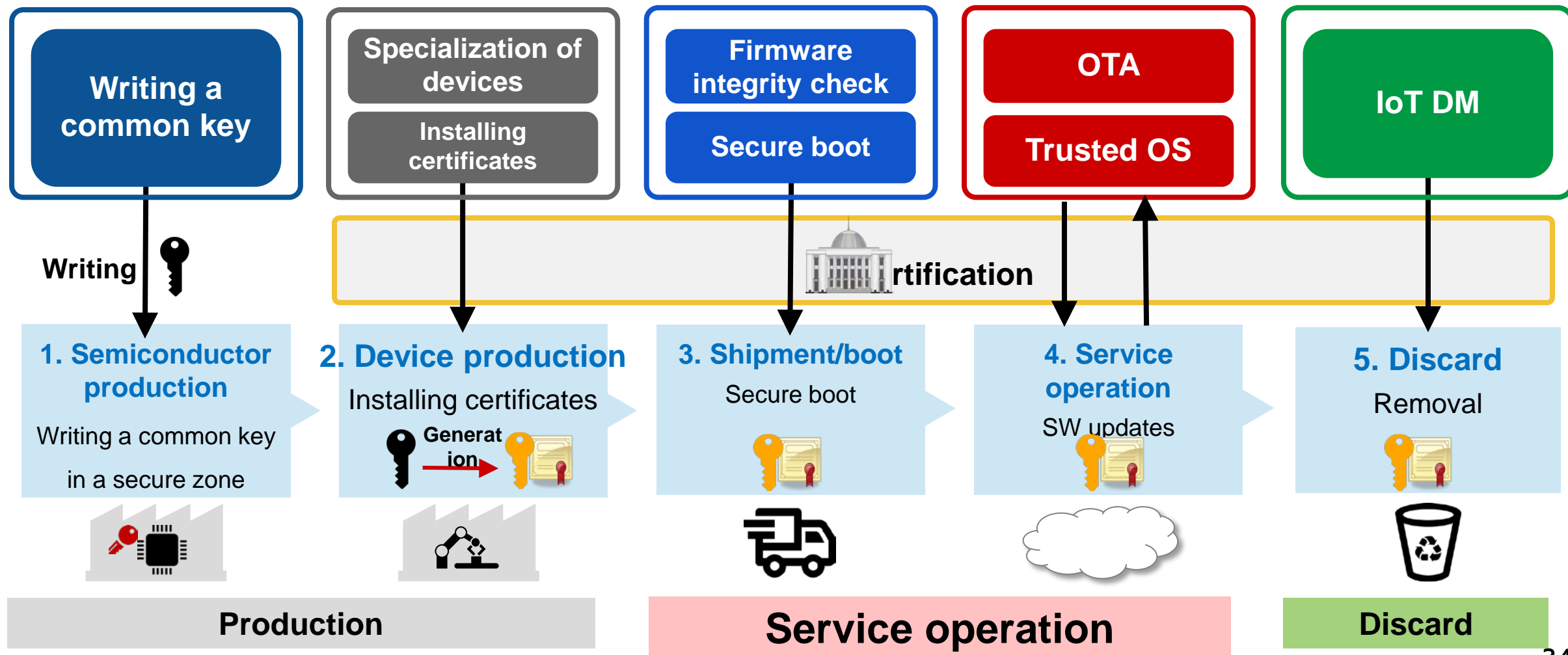
# Background of Establishing New Cybertrust

## Integration of Japan's biggest electronic authentication infrastructure and Linux OS technologies

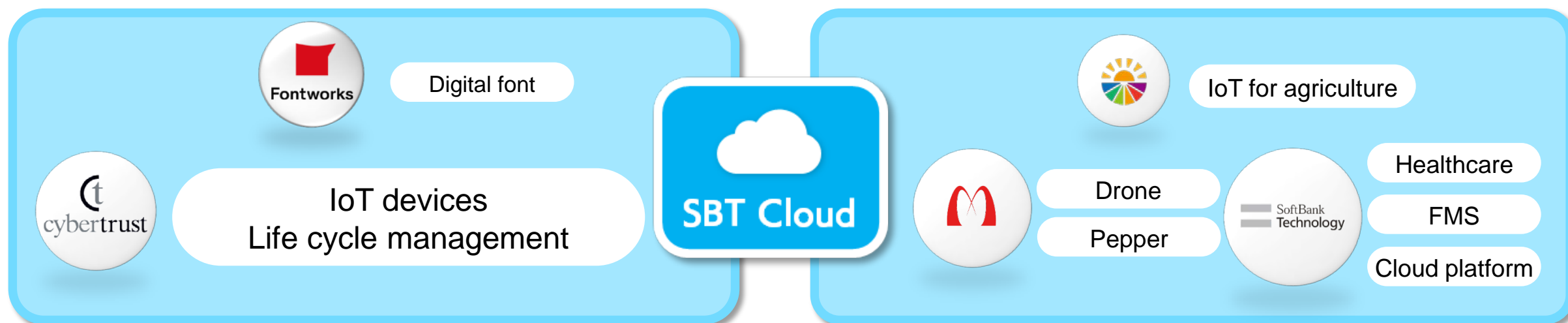


\*SIOTP : secure IoT platform

## Realize integrated security throughout life cycle



## Integrated provision of services by the SBT Group



From chips, boards, embedding fields

Business model: monthly service fees,  
revenue sharing

From software, data utilization

Extension of cloud business  
From development to operation services

# FY 2017 Earnings Forecast

# FY 2017 ending March 2018 H1 Results (vs Initial Forecast)

## Overview

- Achievement rates for sales and operating income are flat YOY.
- Continue to drive 2Q margins from H2.

	(Millions of yen)	FY 17 H1	Initial Forecast (April 26, 2017)	Achievement rate	(Reference: FY 16 H1)	
					Results (Full-year forecast)	Achievement vs forecast
Net sales		24,203	52,000	46.5%	22,863 (47,000)	48.6%
Operating income		720	2,500	28.8%	684 (2,400)	28.5%
Ordinary income		693	2,500	27.7%	689 (2,300)	30.0%
Profit attributable to owners of parent		412	1,600	25.8%	410 (1,500)	27.4%

# Numerical Data

# FY 2017 ending March 2018 Q2 Results (vs. Previous Year)

(Millions of yen)	FY 17 Q2	FY 16 Q2	Amount of change	Ratio of change
Net sales	12,077	12,192	- 114	- 0.9%
Operating income	629	445	+ 184	+ 41.4%
Ordinary income	614	454	+ 159	+ 35.1%
Profit attributable to owners of parent	400	277	+ 122	+ 44.1%
EBITDA	910	679	+ 230	+ 33.9%

\*EBITDA figures shown on this presentation are the sum of operating income/loss, depreciation and amortization of goodwill.

Consolidated results	FY 17 H1		FY 16 H1		YOY change	
	Amount (Millions of yen)	Ratio	Amount (Millions of yen)	Ratio	Amount of change (Millions of yen)	Ratio of change
Net sales	24,203	-	22,863	-	+ 1,340	+ 5.9%
Digital Marketing	10,620	-	10,829	-	- 208	- 1.9%
Platform Solutions	6,138	-	6,652	-	- 514	- 7.7%
Cloud Systems	7,444	-	5,381	-	+ 2,063	+ 38.3%
Cost of sales	20,514	-	19,425	-	+ 1,088	+ 5.6%
Gross profit	3,689	15.2%	3,437	15.0%	+ 251	+ 7.3%
SG&A expenses	2,969	-	2,753	-	+ 215	+ 7.8%
Operating income	720	3.0%	684	3.0%	+ 36	+ 5.3%
Non-operating income (loss)	- 27	-	4	-	- 32	-
Ordinary income	693	2.9%	689	3.0%	+ 4	+ 0.6%
Extraordinary gains (losses)	12	-	0	-	+ 12	-
Profit attributable to owners of parent	412	1.7%	410	1.8%	+ 1	+ 0.3%
Consolidated marginal profit	6,480	26.8%	5,783	25.3%	+ 697	+ 12.1%
Consolidated fixed costs	5,759	-	5,099	-	+ 660	+ 13.0%
Unconsolidated order backlog	13,767	-	9,348	-	+ 4,419	+ 47.3%



Consolidated results (Millions of yen)		FY 17 H1	FY 16 H1	Amount of change	Ratio of change
Digital Marketing	Net sales	10,620	10,829	- 208	- 1.9%
		1,548	1,566	- 18	- 1.2%
		14.6%	14.5%	- 0.1pts	-
	(1) E-commerce services	9,604	9,836	- 231	- 2.4%
		1,164	1,166	- 2	- 0.2%
		12.1%	11.9%	- 0.2pts	-
	(2) Data analytics <span>Focusbusiness</span>	1,015	992	+ 23	+ 2.4%
		383	399	- 15	- 3.9%
		37.8%	40.2%	- 2.4pts	-
Platform Solutions	Net sales	6,138	6,652	- 514	- 7.7%
		2,288	2,214	+ 73	+ 3.3%
		37.3%	33.3%	- 4.0pts	-
	(1) IT infrastructure solutions	4,041	4,677	- 636	- 13.6%
		1,244	1,298	- 54	- 4.2%
		30.8%	27.8%	+ 3.0pts	-
	(2) Security solutions <span>Focusbusiness</span>	2,096	1,974	+ 122	+ 6.2%
		1,043	916	+ 127	+ 13.9%
		49.8%	46.4%	+ 3.4pts	-
Cloud Systems	Net sales	7,444	5,381	+ 2,063	+ 38.3%
		2,643	2,002	+ 641	+ 32.1%
		35.5%	37.2%	- 1.7pts	-
	(1) System integration	3,901	3,244	+ 657	+ 20.3%
		1,449	1,246	+ 203	+ 16.3%
		37.1%	38.4%	- 1.3pts	-
	(2) Cloud solutions <span>Focusbusiness</span>	3,543	2,136	+ 1,406	+ 65.8%
		1,194	755	+ 438	+ 58.0%
		33.7%	35.4%	- 1.7pts	-

Consolidated results (Millions of yen)		FY 15 Q1	FY 15 Q2	FY 15 Q3	FY 15 Q4	FY 15	FY 16 Q1	FY 16 Q2	FY 16 Q3	FY 16 Q4	FY 16	FY 17 Q1	FY 17 Q2	
Digital Marketing		Net sales	5,251	5,201	5,282	5,720	21,456	5,496	5,333	5,582	5,641	22,053	5,388	5,232
		Marginal profit	867	805	744	938	3,355	793	772	781	872	3,220	753	794
		Margin	16.5%	15.5%	14.1%	16.4%	15.6%	14.4%	14.5%	14.0%	15.5%	14.6%	14.0%	15.2%
	(1) E-commerce services	Net sales	4,738	4,540	4,794	4,955	19,027	5,020	4,816	5,058	5,119	20,015	4,882	4,722
		Marginal profit	667	548	536	623	2,375	603	563	566	648	2,381	569	594
		Margin	14.1%	12.1%	11.2%	12.6%	12.5%	12.0%	11.7%	11.2%	12.7%	11.9%	11.7%	12.6%
	(2) Data analytics	Net sales	513	660	488	765	2,428	475	516	523	522	2,038	505	510
		Marginal profit	200	257	207	315	980	189	209	214	224	838	183	200
		Margin	39.0%	38.9%	42.4%	41.2%	40.4%	39.9%	40.6%	41.0%	43.0%	41.1%	36.3%	39.3%
Platform Solutions		Net sales	2,255	3,077	2,656	4,987	12,976	2,656	3,995	3,060	5,146	14,859	3,446	2,691
		Marginal profit	890	1,037	917	1,334	4,179	1,012	1,202	1,085	1,420	4,720	1,130	1,158
		Margin	39.5%	33.7%	34.5%	26.8%	32.2%	38.1%	30.1%	35.5%	27.6%	31.8%	32.8%	43.0%
	(1) IT infrastructure solutions	Net sales	1,598	2,197	1,717	3,835	9,348	1,846	2,831	1,824	3,499	10,001	2,463	1,577
		Marginal profit	546	647	508	878	2,581	581	716	566	740	2,605	628	615
		Margin	34.2%	29.5%	29.6%	22.9%	27.6%	31.5%	25.3%	31.1%	21.1%	26.0%	25.5%	39.0%
	(2) Security Solutions	Net sales	656	880	938	1,152	3,628	809	1,164	1,236	1,646	4,857	983	1,113
		Marginal profit	344	390	408	455	1,598	430	485	519	680	2,115	501	542
		Margin	52.4%	44.4%	43.5%	39.5%	44.1%	53.2%	41.7%	42.0%	41.3%	43.6%	51.0%	48.7%
Cloud Systems		Net sales	1,693	2,161	2,495	4,379	10,730	2,518	2,863	2,736	5,194	13,312	3,290	4,153
		Marginal profit	719	1,122	991	1,569	4,403	873	1,128	1,131	1,792	4,926	1,100	1,543
		Margin	42.5%	52.0%	39.7%	35.8%	41.0%	34.7%	39.4%	41.3%	34.5%	37.0%	33.4%	37.1%
	(1) System integration	Net sales	1,100	1,243	1,319	2,050	5,714	1,411	1,832	2,103	2,472	7,820	1,828	2,073
		Marginal profit	579	657	614	648	2,499	544	701	852	899	2,997	672	776
		Margin	52.7%	52.8%	46.6%	31.6%	43.7%	38.6%	38.3%	40.5%	36.4%	38.3%	36.8%	37.5%
	(2) Cloud solutions	Net sales	593	917	1,176	2,329	5,015	1,106	1,030	633	2,722	5,492	1,462	2,080
		Marginal profit	139	465	377	920	1,903	329	426	279	893	1,928	428	766
		Margin	23.6%	50.8%	32.1%	39.5%	38.0%	29.8%	41.4%	44.0%	32.8%	35.1%	29.3%	36.8%

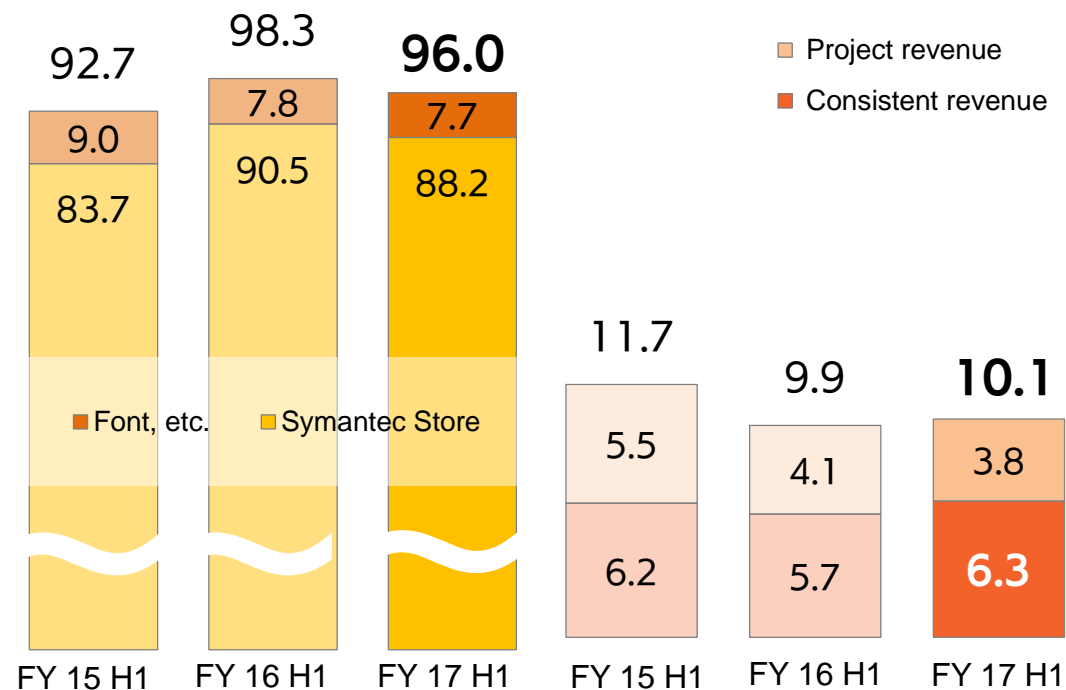


Net sales by the Symantec Store are on a declining trend

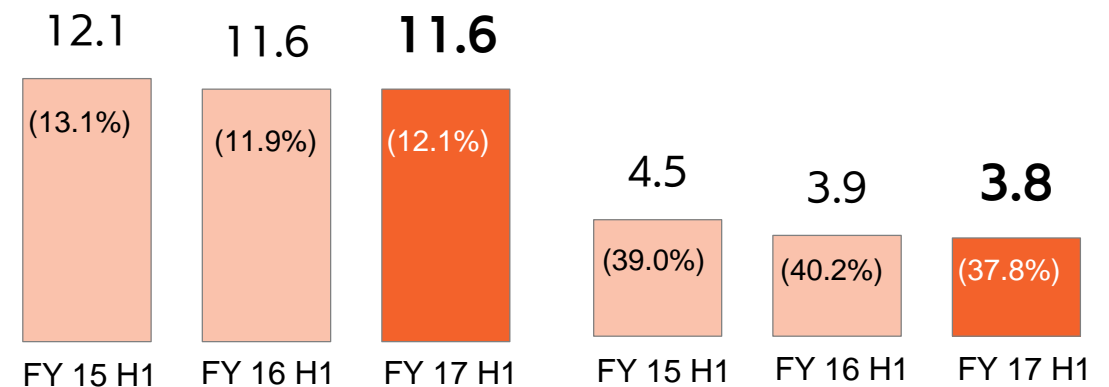


Marginal profit declined in association with changes to subsidiaries' lines of business

Net sales by service category



Marginal profit by service category



E-commerce Services

Data Analytics

E-commerce Services

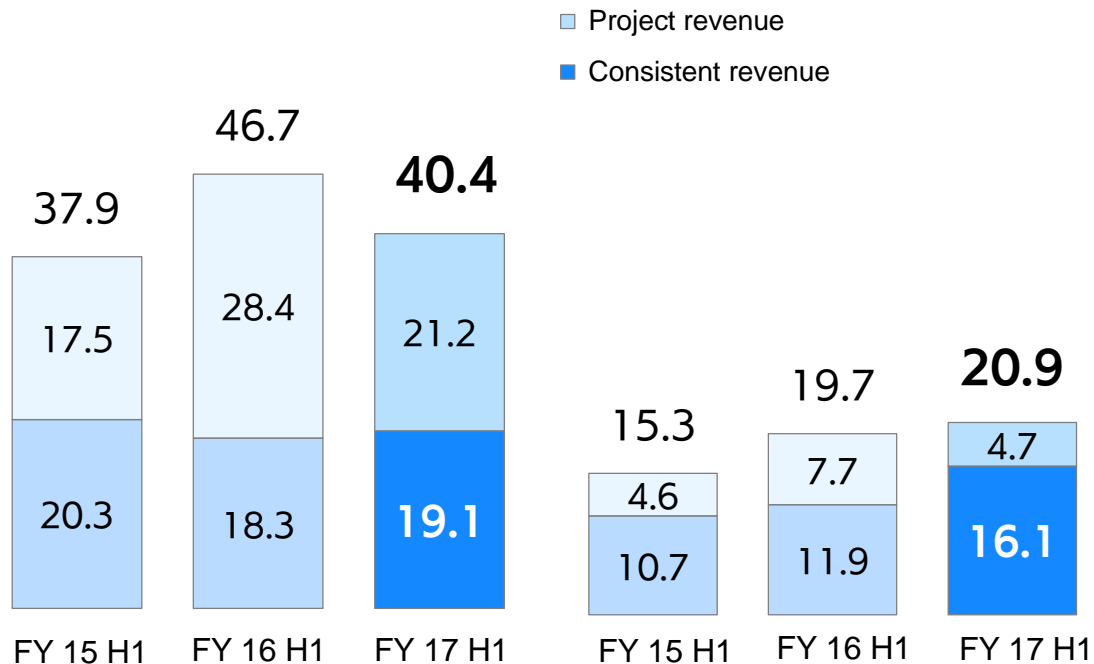
Data Analytics

(100 million yen)

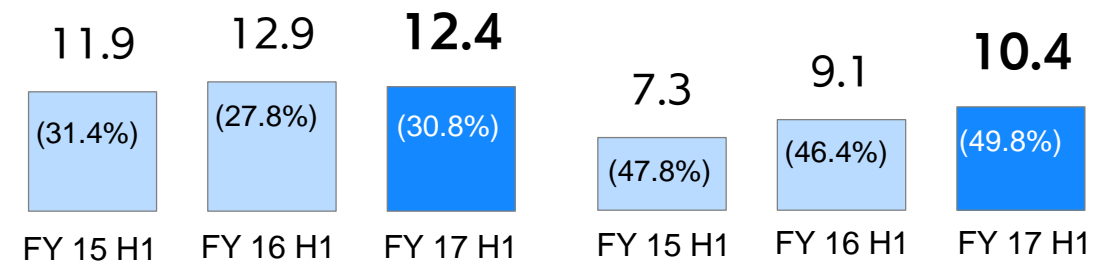


Decreased hardware offering resulted in a decrease in net sales and improved margin  
Security hardware sales declined, while sales of high-margin subsidiaries increased

Net sales by service category



Marginal profit by service category



IT Infrastructure

Security

IT Infrastructure

Security

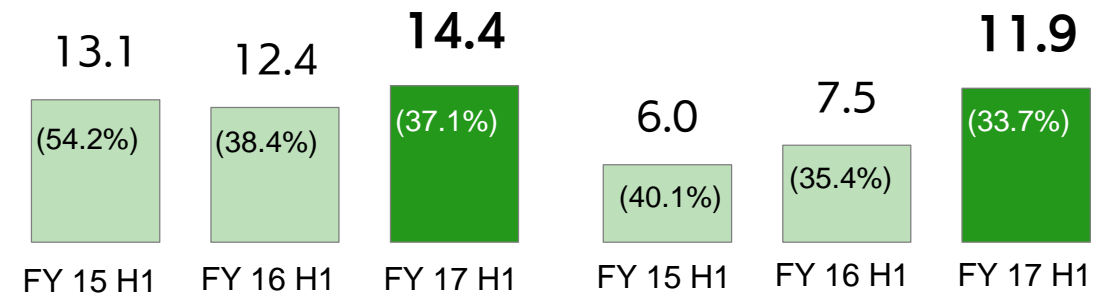
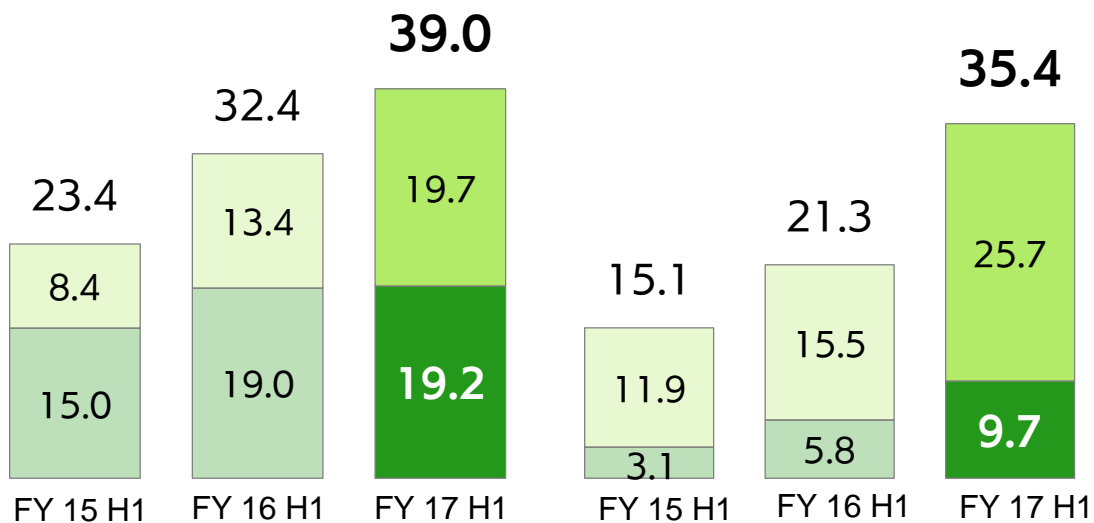
(100 million yen)

- System construction projects for the SoftBank Group increased.
- Cloud development, operation/service projects for enterprises (corporations, government offices) increased

Net sales by service category

Marginal profit by service category

Project revenue  
Consistent revenue



System Integration

Cloud

System Integration

Cloud

(100 million yen)

# Reference Materials

# 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	785 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), Sendai Development Center, Shiodome Office, Shiodome Development Base, Shiodome Development Center, Nagoya Office, Osaka Office, Fukuoka Office, 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	

ISMS 認証登録範囲: 本社、沙羅、大阪、福岡



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 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**

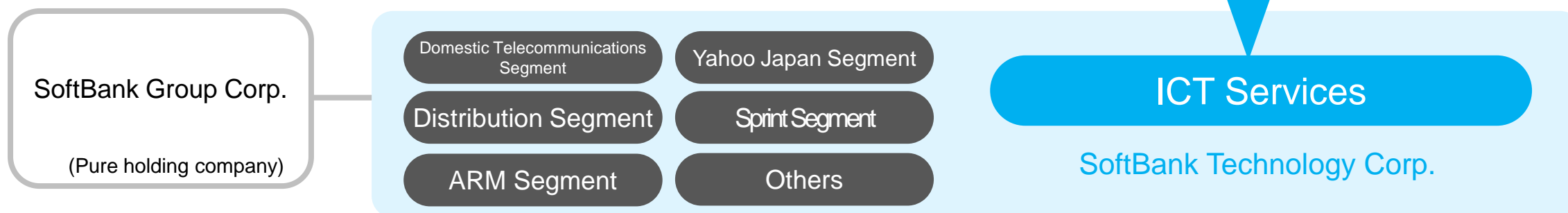


In January 2014, we presented our new corporate slogan One! SBT, which represents the SoftBank Technology group's determination to work together to create business areas where the group will be number one. We will make united efforts to grow big.



# SBT Business Areas

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



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

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# Services Provided in Each Service Category

## Digital Marketing



### E-commerce Services

- E-commerce website operation services mainly for the 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 use, accumulate the 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 storage devices, 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 navigation systems, 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 for 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.



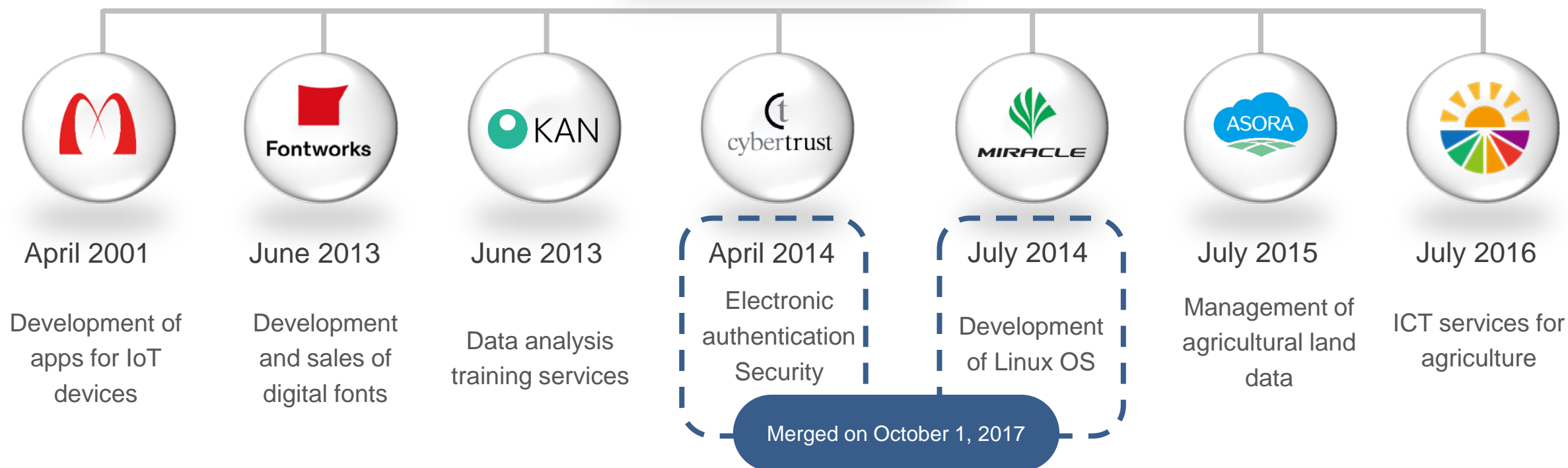
### Cloud Solutions

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 in for enterprises is among the highest in Japan.
- One-stop provision from system development in Microsoft Azure, a public cloud, to 24/365 operation/monitoring services for public cloud environments.

# SBT Subsidiaries

Group of companies that  
have **unique IT  
technologies**





**Information Revolution – Happiness for everyone**

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