Fiscal Year Ended March 31, 2020(FY2019)

Results of Operations

April 27, 2020

SB Technology Corp.

Security Code: 4726



1. Financial Results P. 2

2. Toward the Realization of Our Medium-Term Plan · · · · P. 13

3. Overview of each solution P. 24

4. Numerical data P. 30

5. Corporate Information P. 41

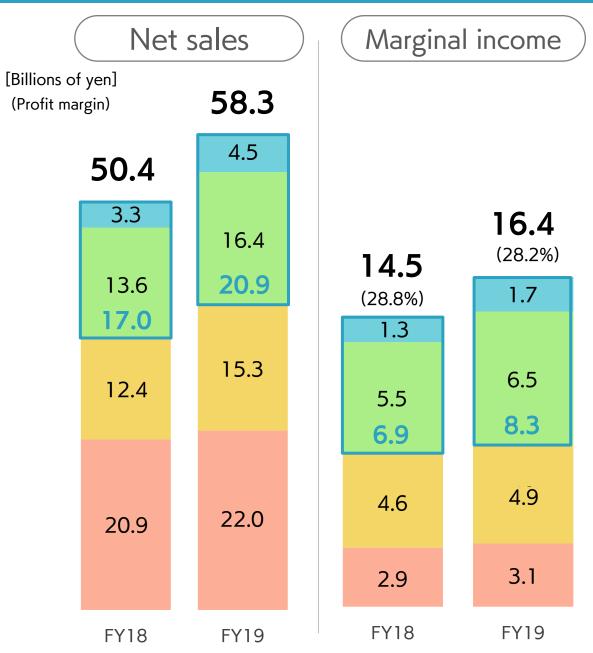
Financial Results

SB Technology

- All indicators exceeded forecasts, and operating income grew 20% YoY.
- Ordinary income and net profit increased by 1.3 times due to the recording of a temporary non-profit loss in the previous fiscal year.

[Millions of Yen] (Profit margin)	FY19	FY18	Change	Change %	Forecast	Progress %
Net sales Record High	58,324	50,430	+7,894	+15.7%	54,000	108.0%
Operating income	3,035	2,513	+522	+20.8%	3,000	101.2%
	(5.2%)	(5.0%)	(+0.2pt)		(5.6%)	
Ordinary income	3,033	2,291	+741	+32.4%	2,900	104.6%
Record High	(5.2%)	(4.5%)	(+0.7pt)	1 32.470	(5.4%)	
Profit attributable to	1,856	1,386	+469	1 22 00/	1,700	109.2%
owners of parent Net profit Record High	(3.2%)	(2.8%)	(+0.4pt)	+33.8%	(3.1%)	

By Solution category



- BIT+CIT composition ratio 33.8%⇒35.9%
- BIT and CIT contributed to higher profits

Business IT

- Increased due to an electronic application platform development project for the Ministry of Agriculture, Forestry and Fisheries
- Increase in cloud projects targeting the global manufacturing industry

Corporate IT

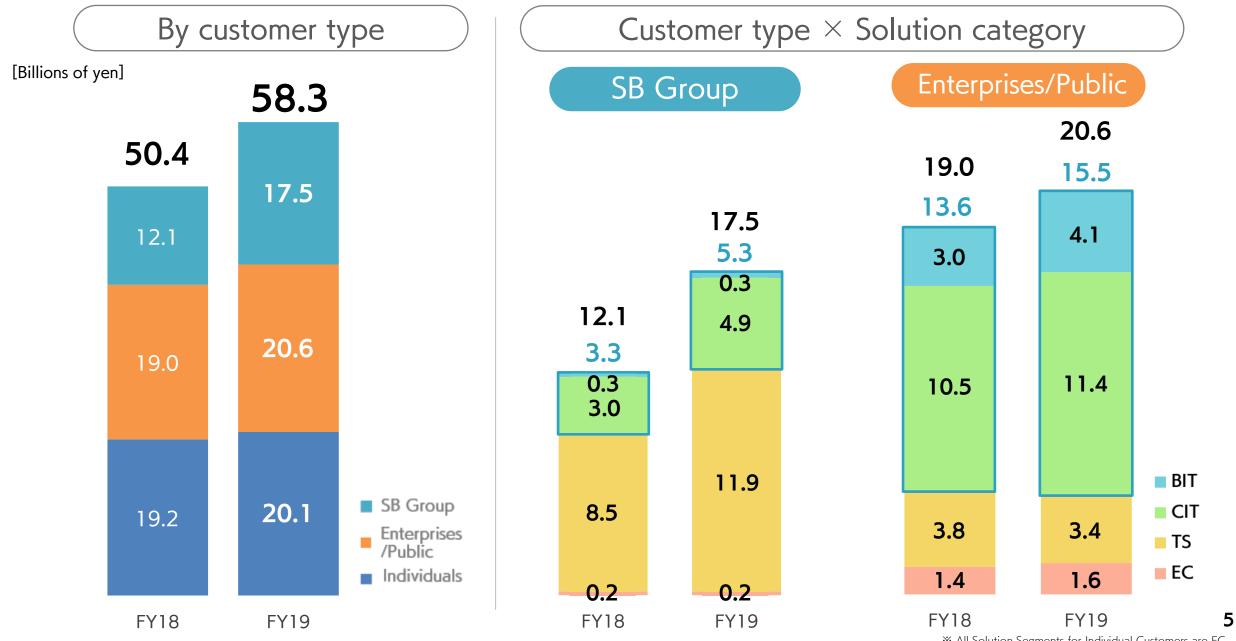
- Significant growth in cloud development
- Increase in our own services and security operating services

Technical

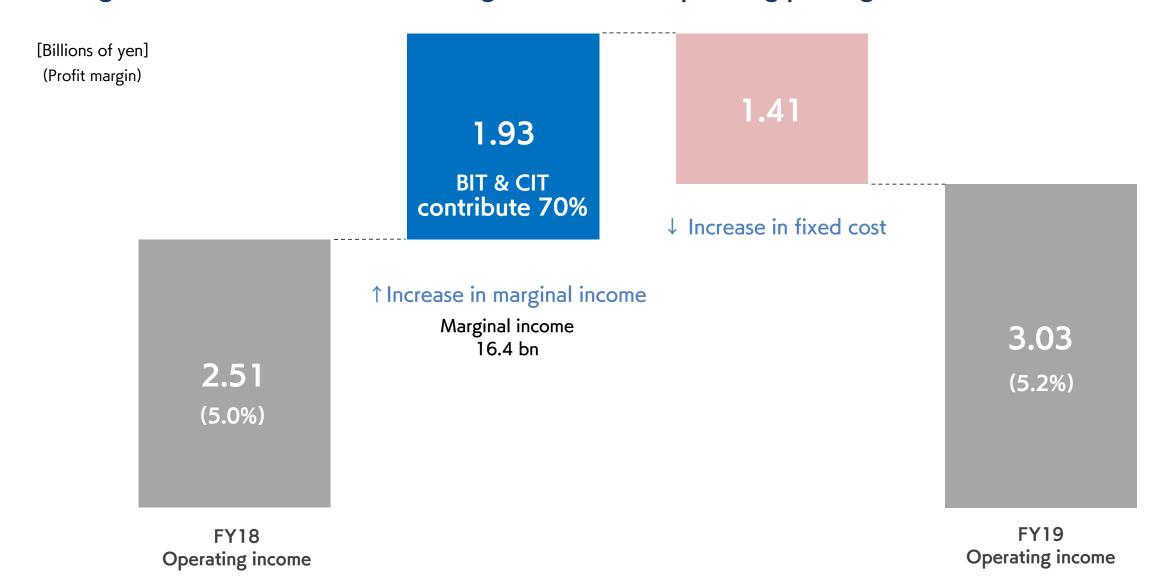
- Initiated vendor management projects for SoftBank Corp from Q3
- Operation services remained strong

EC

Norton online store administration service business remained strong



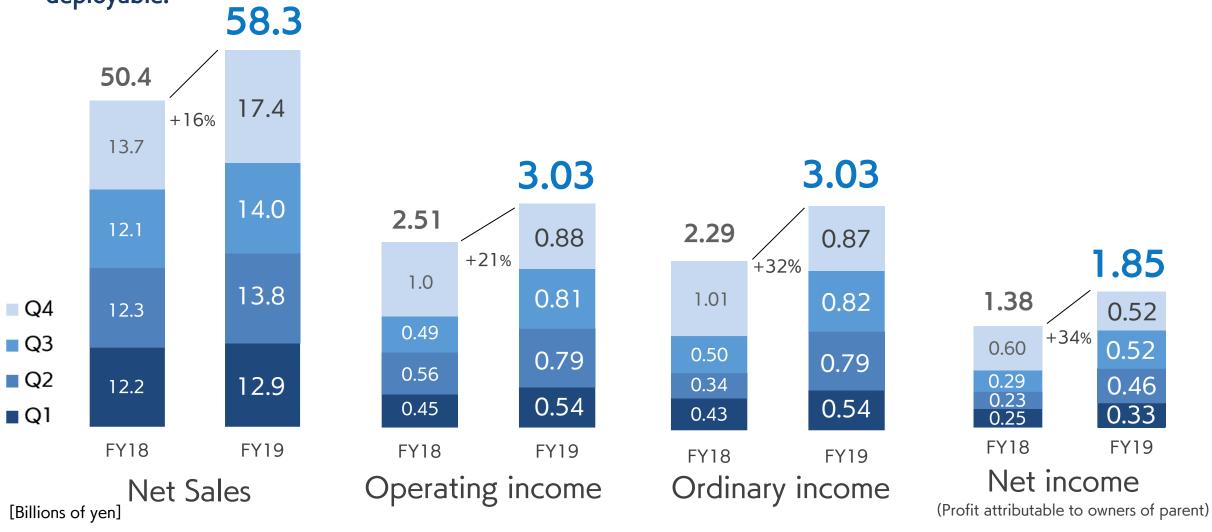
- Fixed costs rose due to an increase in the number of employees, a rise in base pay, and other factors.
- · Marginal income increased due to higher sales, and operating profit grew.



 Sales grew due to vendor management projects for Softbank Corp. and other projects on a percentage-ofcompletion basis.

Development scope expanded and costs increased to make e-application infrastructure projects laterally

deployable.



Key Decisions (Expansion of the Scope of Development of the Electronic Application Base)

April, 2015 Mandatory Publication of Agricultural Land Ledgers and Maps

December, 2019

Revision of Digital Governance Implementation Plan

By March 2025 90% of administrative procedures are scheduled to be converted to electronic formats.

From paper to digital: Consideration for expanding demand

For public services: Decision to accelerate support for digitalization

August, 2019

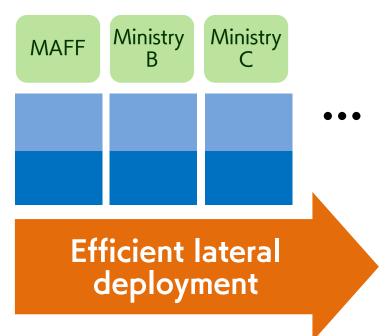
Agricultural Land Information System

Paper ledgers → Digitization

Electronic Filing MAFF Project #1 Successful bid Electronic filing platform Cloud infrastructure

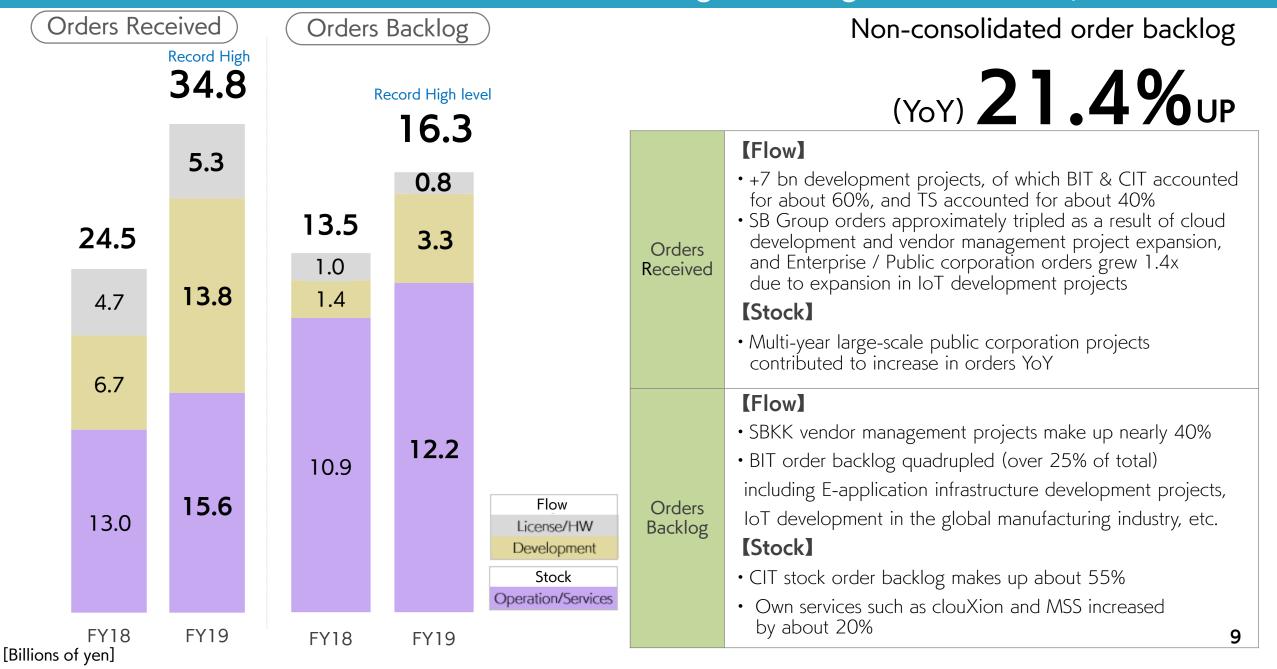
Up-front investment in a platform that can be laterally deployed: ¥310 mil

Significant opportunity Meaningful challenge



**MAFF • • • Ministry of Agriculture, Forestry, and Fisheries

[Non-Consolidated] Orders Received/Order Backlog (Excluding EC Services) | FY2019

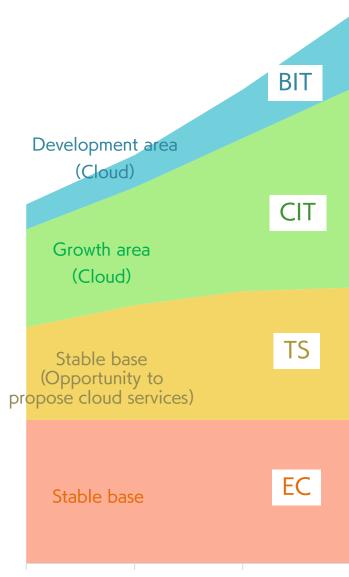


FY20 Forecast

SB Technology

Business environment

Global manufacturing, Construction, Top Agricultural sectors **Forces** Customers Opportunity / Risk



IT support for business operations

• Enterprises / Public

• Enterprises / Public

SoftBank group companies

Support for in-house IT

Promoting digital governance

- Accelerating DX for the postcoronavirus age
- Prolonged impact of the novel coronavirus in the manufacturing and construction industries
- Accelerating the establishment and digitalization of remote work
- Expansion of security measures in an era of remote work

strategy



Progress of the

Prior investment



Growth in line with plan

On-premise IT support (including private cloud)

SoftBank group companies

- Primarily SoftBank group companies
- Increasing number of vendor management projects
- Expanding development partners and strengthening relationships
- Reduction of the budget for consigned services

Growth on an upward trend

EC management services

- Primarily Individual users
- Signs of peaking out Change in the wholesale rate
 - Improving efficiency through RPA and AI



Softness

Net Sales 62 bn / Operating Income 3.6 bn

Continue profit-growth path toward 4.3 bn operating income for FY2021

Promotion of DX business Meaningful contributions to society **Public Enterprises** Group Develop DX promotion services Use vendor management Promoting digital From CIT to BIT cultivation projects as a base for governance Growth (Collaborative innovation of further cultivation client services) Scenario Creating and strengthening Developing and strengthening partnerships partnerships Service sales partners Development partners Expansion of scope

Toward the Realization of Our Medium-Term Plan

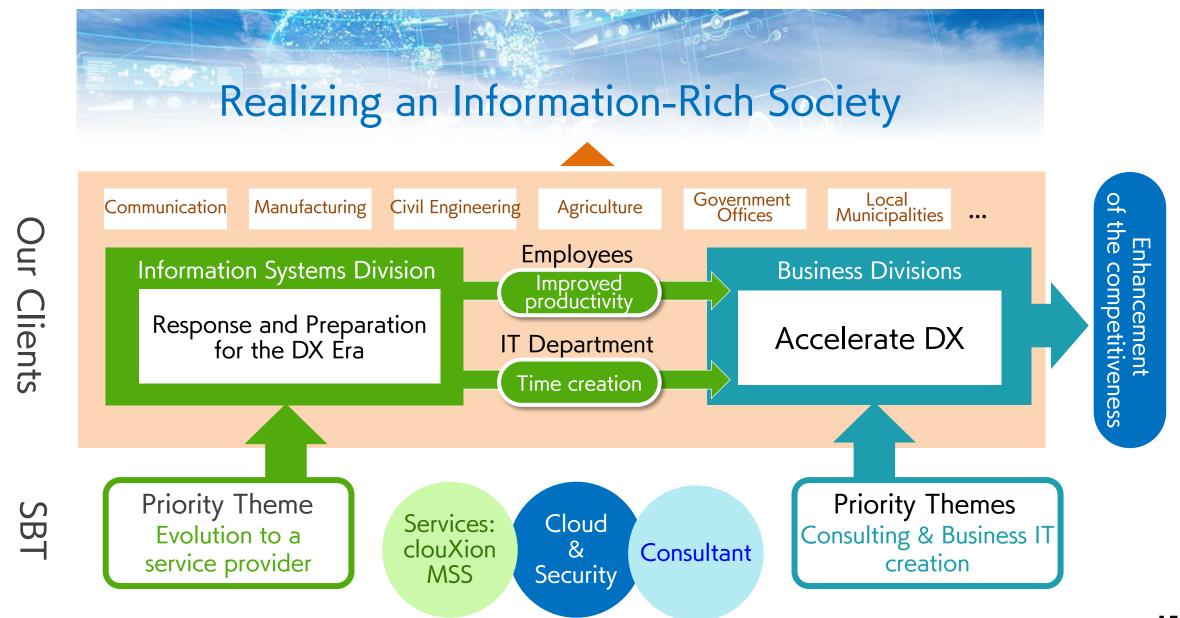
Tertiary Medium-Term Management Plan (FY19 - FY21)

SB Technology

FY21 Management Indicators

- 1. Operating income *1 JPY4.3 bn
- 2. To 50% of BIT & CIT^{*2} sales
- 3. ROE 13%

SBT's Aims for the Future



Divisional Organization

Strengthen customer support by integrating production and sales, and making decisions with a sense of speed

Prior Organization



Sales Department

Administrative Division

Organization from April 2020

Business Divisions

Softbank Corp. Group Companies Business Divisions

Corporations and Public Works

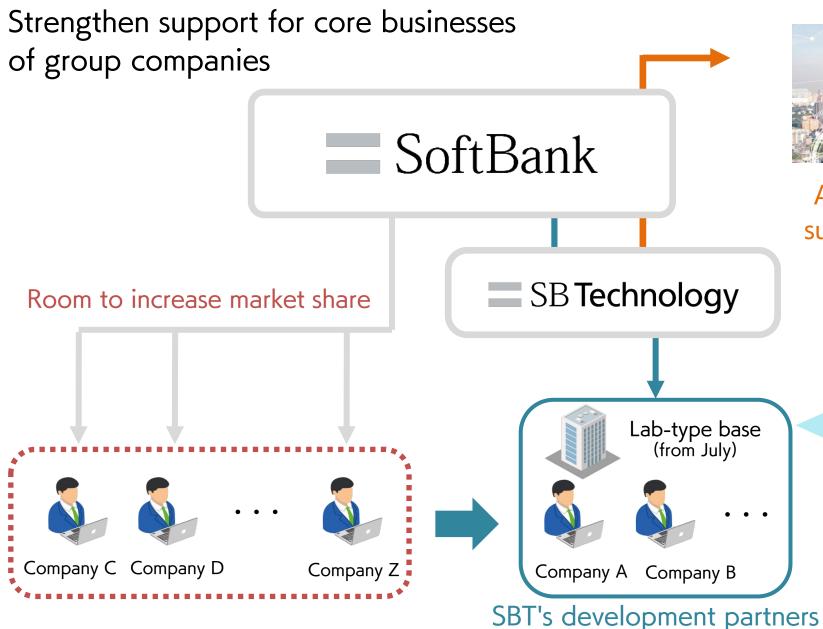
Business Divisions

Individual (EC)

Solutions/Service Division

Administrative Division

Expand and Strengthen SoftBank (Parent Company) Business





A Strategic System Integrator supporting social infrastructure through Softbank Corp.

Vendor Management Projects

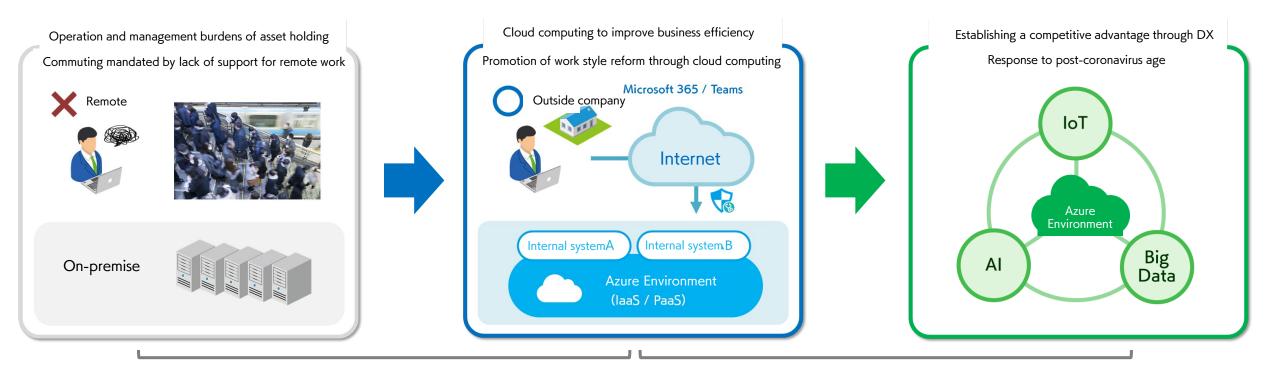
Strengthening relationships with development partners

Refining management methods

Corporate/public collaboration with development projects

Enterprises (Corporate IT / Businesses IT)

Preparations for DX promotion (cloud migration of in-house IT) → DX promotion and collaboration with customers

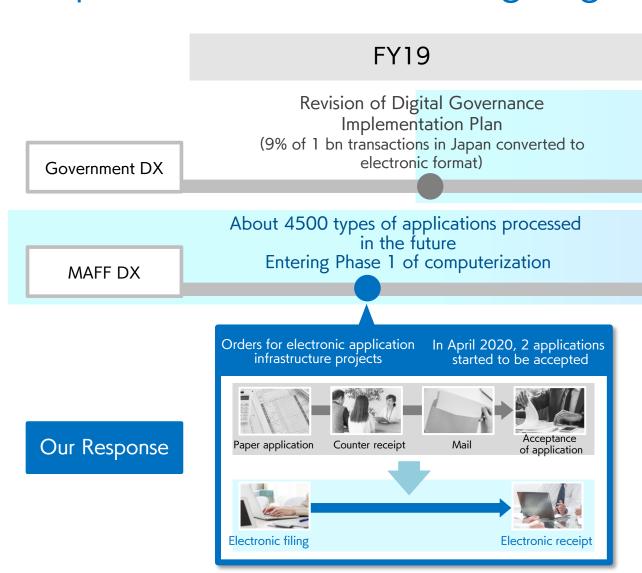


Extensive provision to corporations and local governments through self-developed services and partners

Promoting DX through collaborative innovation with manufacturing, construction, agriculture industries and public-oriented government offices

Public (Business IT / DX)

Response to acceleration of digital governance since FY2020



After FY2020

Initiatives to prevent infections in the post-coronavirus era

Publication of content ahead of schedule by June (Digital New Deal) Telework promotion
Reassessment of paper- and
stamp-centric business practices
Online medical care and education

Sequential expansion of online application procedures Activities for project lateral deployment

Strengthen support for accelerating digitalization



Digitalization of administrative procedures (Lateral deployment of the electronic application base)

Electronic filing





Business practices of corporations, government agencies, and local governments
Online medical care and education
(Teams utilization, security support)

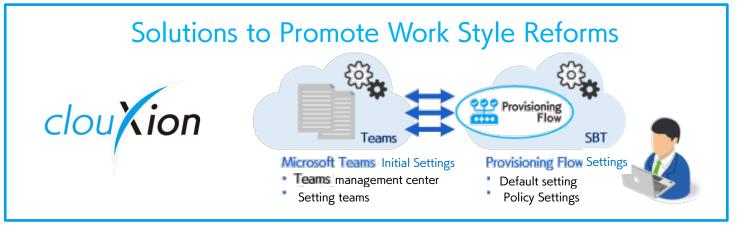
Own Services / Sales Partners

Strengthen partner sales and triple marginal income from own services in 2 years

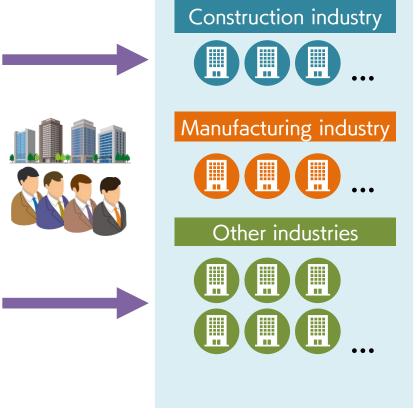
Reinforcement of relationships / Increase of partner sales ratio to 50% or more / Cost reduction

Shift to cloud and security services

Sales of services by partners







Recognition of Business Conditions

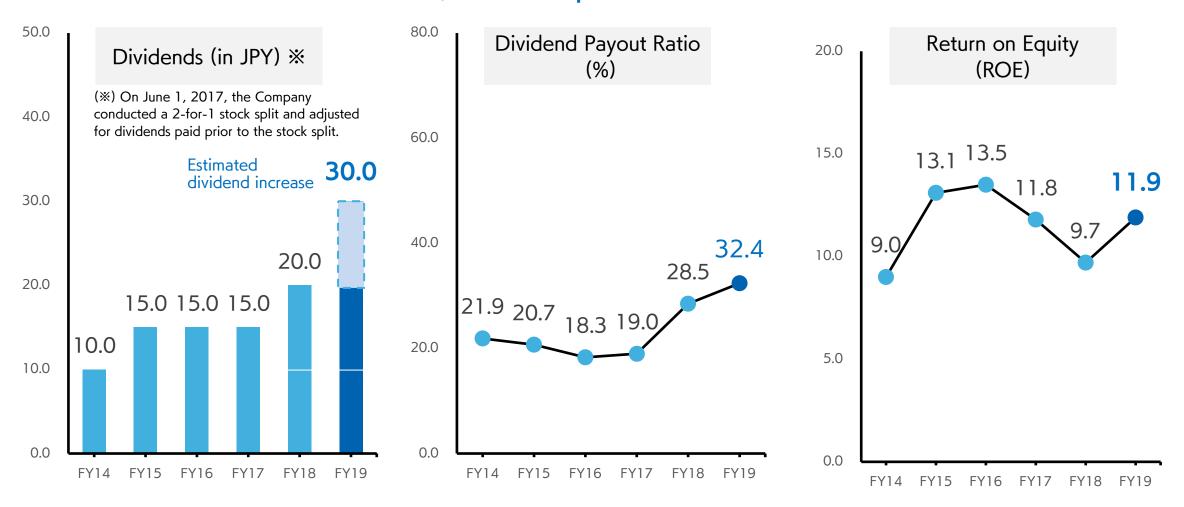
Significant opportunities for remote work expansion and businesses supporting social infrastructure

	Group	Enterprise	Public Works	Individual (EC)
Risk	Reduced budget for delegated operations	Coronavirus impact on key industries including manufacturing and construction.	Delays in government investment in economic revitalization projects due to the coronavirus situation	Signs of peaking out Change in wholesale rate
Opportunities	Vendor management projects Corporate and public collaboration	Spread of telework and security measures Accelerate DX (for after-sales corona)	Promoting digital governance	-

Shareholder Returns

- Achievement of FY2019 performance forecast
- Major opportunities and steady progress toward the realization of the Third Medium-Term Plan

As a result of the above, we expect to increase dividends by JPY10 per share from FY2020 onward (estimated).



Information Revolution — Happiness for everyone ~Technologies Design the Future~



Overview of each solution

SB Technology

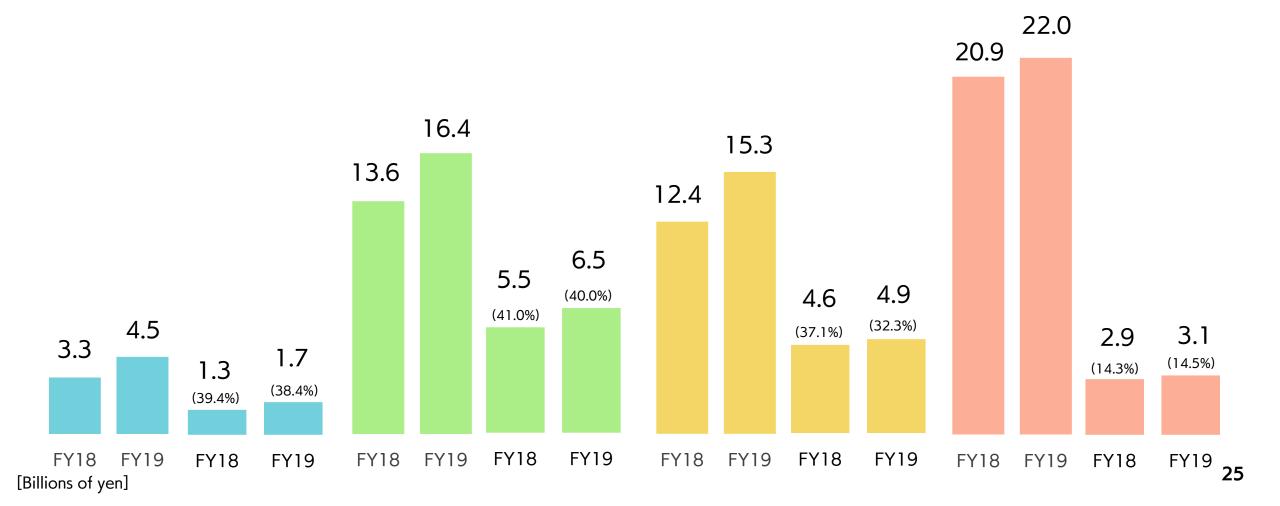
Business IT Corp

Corporate IT

Technical

EC

Net sales Marginal income Net sales Marginal income Net sales Marginal income Net sales Marginal income





Cloud business solutions for business units

Consists primarily of customer service development, development/provision of industry-specific services, collaboration and PoC (proof of concept), etc.

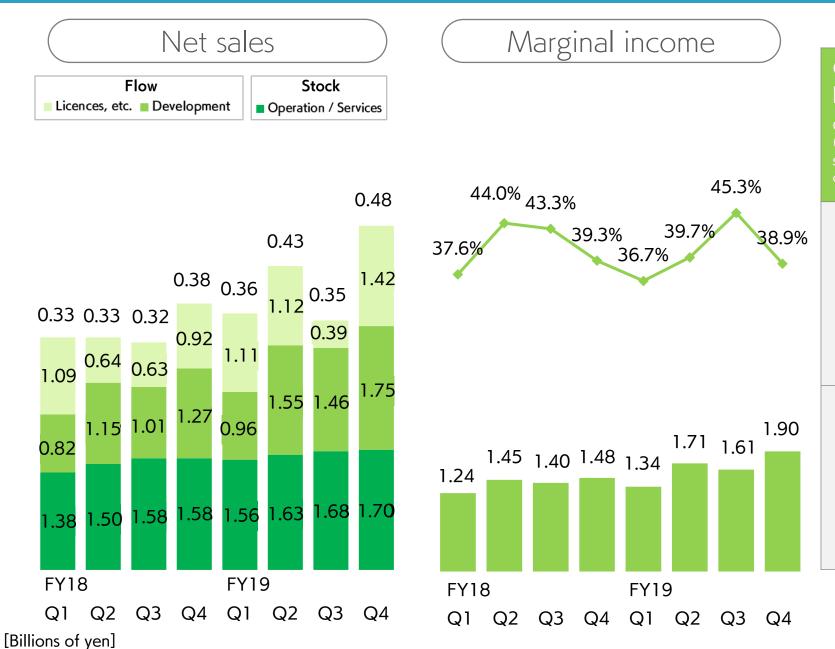
Sales increased due to the
e-application platform
development project for the MAFF,
but marginal income ratio fell due
to the expansion of scope.
loT system development in the
global manufacturing industry
performed well.

Stock sales of agricultural systems remained level.

Web analysis

Stock

Web analysis solutions have scaled down since the 2H of FY16 due to strategic revisions.



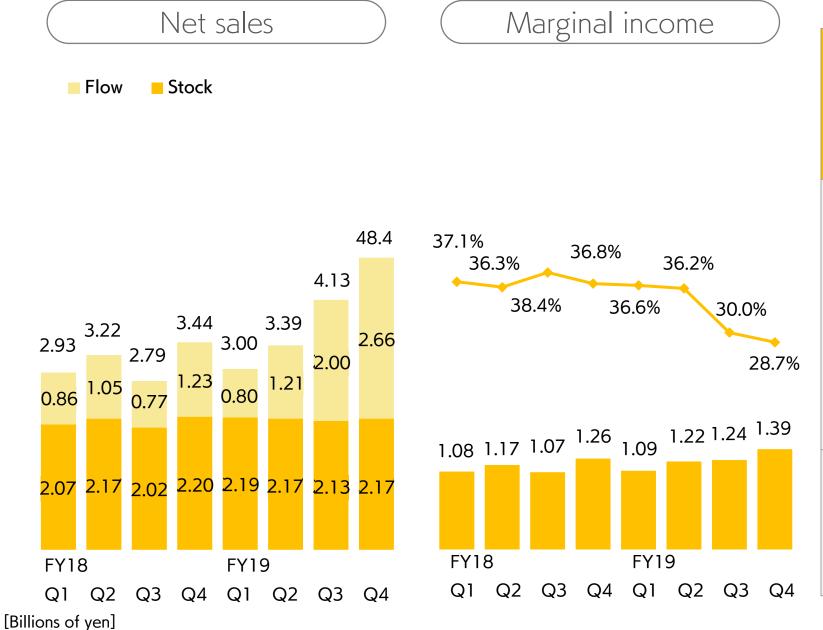
Company-wide and administrative cloud business solutions

Consists primarily of solutions employing Microsoft's Microsoft 365 (SaaS) and Azure (PaaS), cyber-attack countermeasures, and own services such as clouXion and managed security services (security operation monitoring).

Marginal income ratio declined due to an increase in the licensing ratio. Steady progress in system-

development projects using Azure.

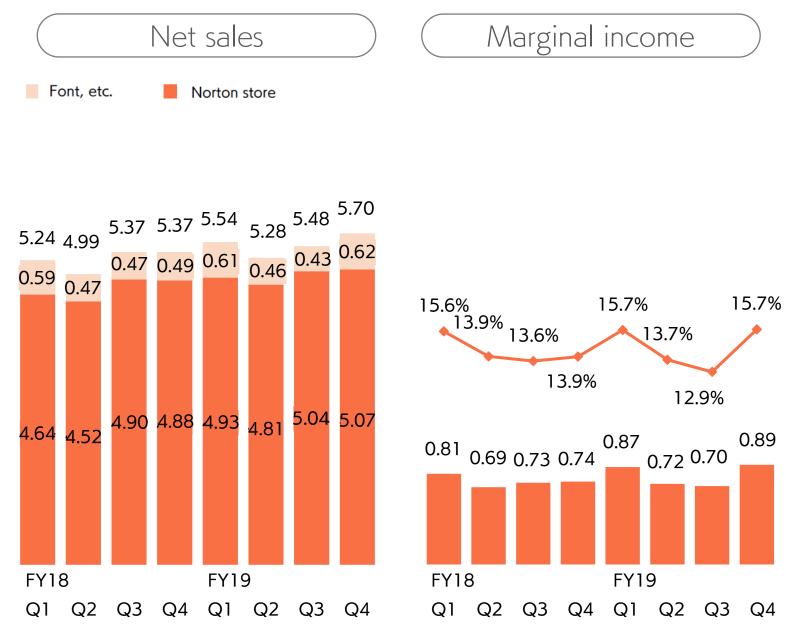
Steady growth in proprietary services such as security operation monitoring services, clouXion, and MSS.



Construction, operation and maintenance of on-premises systems (including private cloud)

Flow	Vendor management for SoftBank Corp. initiated in Q3.
	As a result, the number of development partners and staff size increased rapidly, and the marginal income ratio decreased due to the increased outsourcing costs. (Future plans call for collaboration with enterprise-oriented cloud projects.)
Stock	On-premises operation services and maintenance remained strong.

On-premises operation services and maintenance remained strong. EC Solutions | FY2019



EC site management and font license sales

Consists primarily of EC management, EC site-building and operation. Font businesses include the planning, development, and sales of fonts (typefaces) and related software.

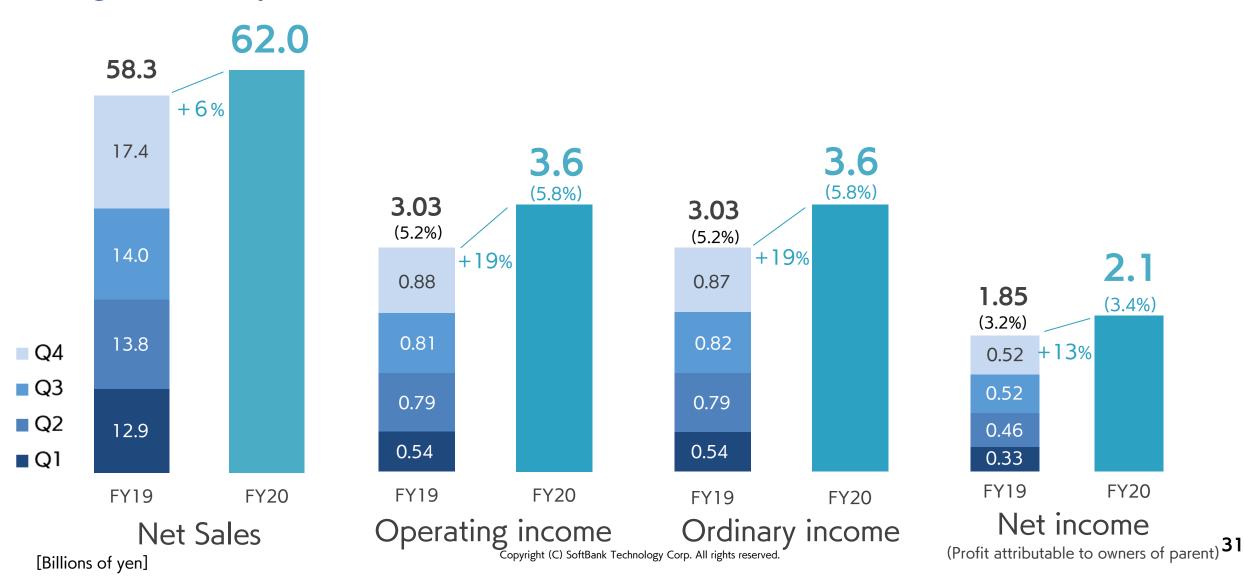
Norton online store administration service business remained strong.

Increased marginal income and marginal income ratio due to extraordinary demand for high-margin fonts.

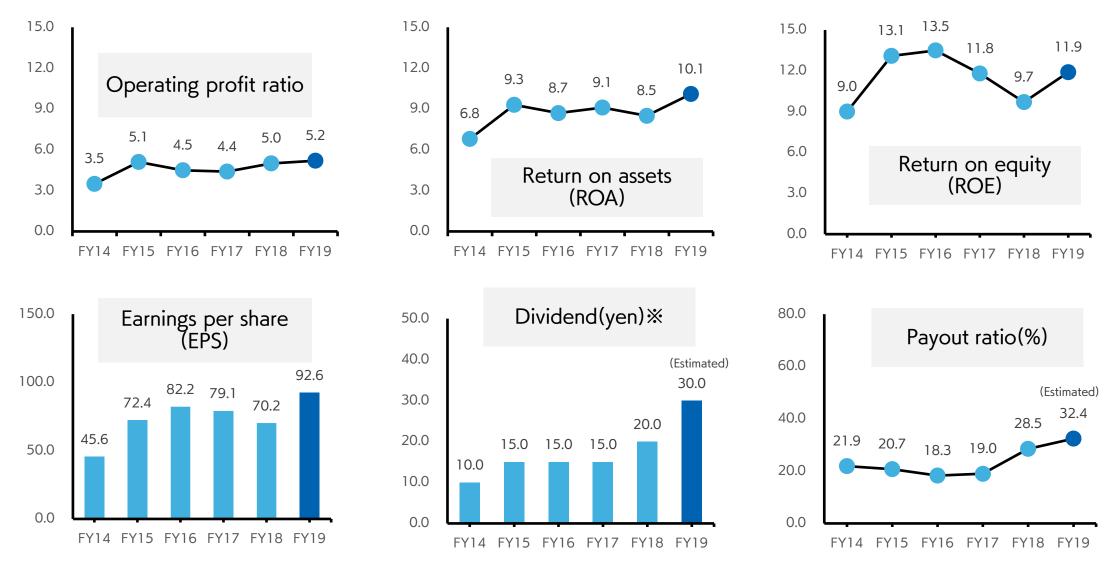
Numerical data

SB Technology

 Despite uncertain circumstances including the COVID-19 pandemic, earnings growth is expected to be sustained.



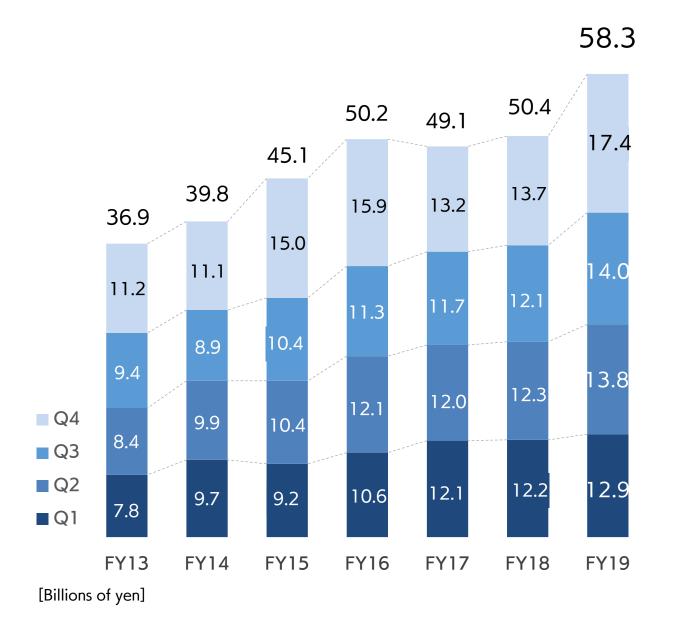
[Millions of yen]	End of March, 2019	End of March, 2020	Since end of previous term	
Current assets	20,008	24,350	4,342	
Cash and deposits	8,728	9,826	1,097	
Accounts receivable and other receivables	10,011	12,714	2,702	
Fixed assets	7,484	8,135	651	
Tangible fixed assets	1,220	1,488	267	
Intangible fixed assets	3,068	3,049	△ 18	
Investments and other assets	3,194	3,597	402	
Total assets	27,492	32,486	4,993	
Current liabilities	10,212	13,528	3,315	
Long-term liabilities	1,422	1,340	△ 81	
Net assets	15,857	17,617	1,759	



(%) The Company conducted a 2-for-1 stock split of common stock on June 1, 2017, and the amount of dividends paid prior to the split has been adjusted.

- Sales grew due to vendor management projects for Softbank Corp. and other projects on a percentage-of-completion basis.
- Development scope expanded and costs increased to make e-application infrastructure projects laterally deployable.

[Millions of Yen] (Profit margin)	FY19Q4	FY18Q4	Change	Change %
Net sales	Record High 17,408	13,706	+3,702	+27.0%
Marginal income	4,758 (27.3%)	4,012 (29.3%)	+746	+18.6%
Fixed cost	3,877	3,011	+866	+28.8%
Operating income	880 (5.1%)	1,000 (7.3%)	▲119 (▲2.2pt)	▲ 11.9%
Ordinary income	871 (5.0%)	1,011 (7.4%)	▲ 140 (▲ 2.4pt)	▲ 13.9%
Profit attributable to owners of parent Net profit	529 (3.0%)	605 (4.4%)	▲ 75 (▲ 1.4pt)	▲ 12.5%

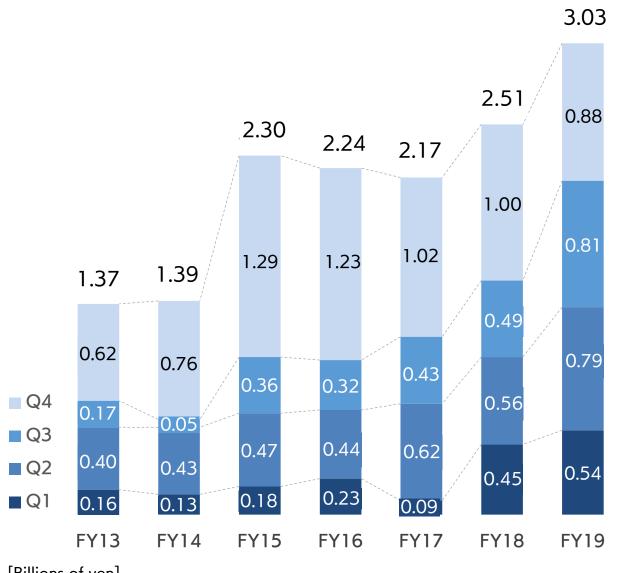


4Q total Net sales

(YoY) 15.7% up

4Q Net sales

(YoY) 27.0% up



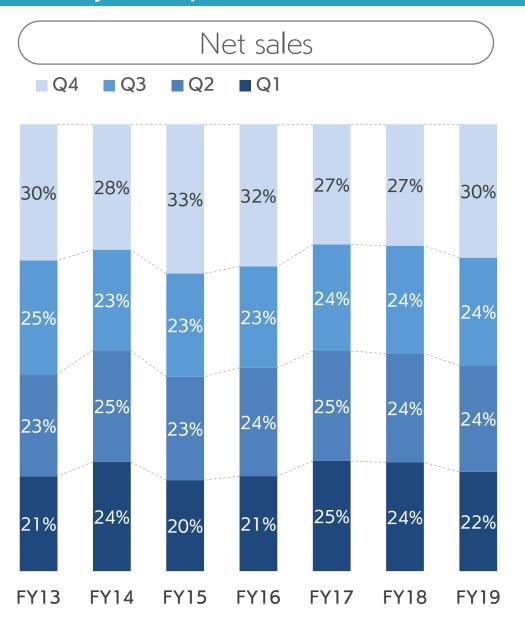
Medium-Term Management Plan Target: 20% Operating Income Growth

4Q total Operating income

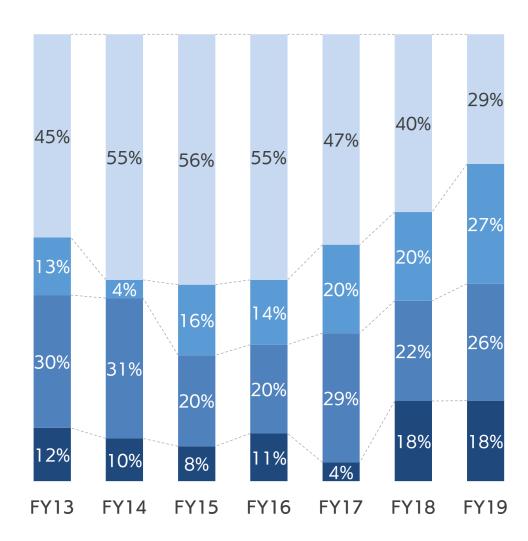
(YoY) 20.8% up

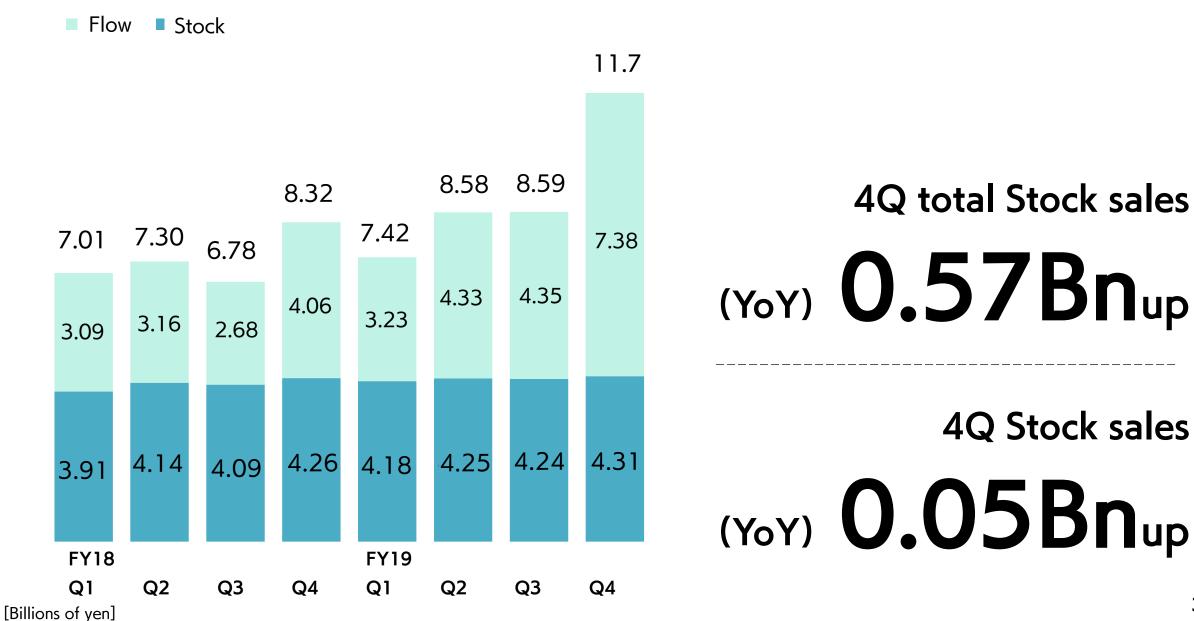
4Q Operating income

(YoY) 11.9% down



Operating income





											Yo	ρΥ
(Millions of yen)	FY18Q1	FY18Q2	FY18Q3	FY18Q4	FY18	FY19Q1	FY19Q2	FY19Q3	FY19Q4	FY19	Change	Change%
Sale	12,258	12,303	12,162	13,706	50,430	12,969	13,872	14,074	17,408	58,324	+7,894	+15.7%
BIT Solutions	775	777	749	1,096	3,398	766	879	904	1,968	<i>4,</i> 518	+1,119	+32.9%
CIT Solutions	3,301	3,308	3,236	3,788	13,634	3,649	4,315	3,551	4,887	16,403	+2,769	+20.3%
Technical solutions	2,939	3,221	2,799	3,443	12,403	3,005	3,394	4,136	4,844	15,380	+2,976	+24.0%
EC Solutions	5,241	4,995	5,377	5,377	20,993	5,548	5,283	5,482	5,708	22,022	+1,028	+4.9%
Cost of sales	10,323	10,222	10,149	11,277	41,973	10,873	11,479	11,647	14,897	48,897	+6,924	+16.5%
Gross profit	1,935	2,080	2,012	2,428	8,457	2,096	2,392	2,427	2,511	9,426	+969	+11.5%
SG&A expenses	1,485	1,516	1,513	1,427	5,943	1,550	1,597	1,613	1,630	6,391	+447	+7.5%
Operating income	450	563	499	1,000	2,513	546	794	813	880	3,035	+522	+20.8%
Other Income and Expenses	▲ 18	▲216	1	11	▲222	▲0	1	6	▲ 9	▲ 2	+219	-
Ordinary income	431	347	500	1,011	2,291	545	796	820	871	3,033	+741	+32.4%
Extraordinary gain/loss	0	23	▲3	▲ 55	▲35	0	▲ 14	2	▲ 46	▲ 58	▲22	-
Net profit attributable to owners of parent	256	231	293	605	1,386	330	469	526	529	1,856	+469	+33.8%
Marginal income	3,406	3,607	3,495	4,012	14,521	3,642	4,095	3,964	4,758	16,461	+1,939	+13.4%
Fixed cost	2,955	3,043	2,996	3,011	12,008	3,096	3,300	3,150	3,877	13,425	+1,417	+11.8%
Non-consolidated order backlog	13,553	13,164	12,994	13,503	13,503	12,715	15,712	16,393	16,392	16,392	+2,888	+21.4%

												Y	′oY
	(Millions of yen)	FY18Q1	FY18Q2	FY18Q3	FY18Q4	FY18	FY19Q1	FY19Q2	FY19Q3	FY19Q4	FY19	Change	Change%
Total	Sale	12,258	12,303	12,162	13,706	50,430	12,969	13,872	14,074	17,408	58,324	+7,894	+15.7%
	Marginal income	3,406	3,607	3,495	4,012	14,521	3,642	4,095	3,964	4,758	16,461	+1,939	+13.4%
	Profit ratio	27.8%	29.3%	28.7%	29.3%	28.8%	28.1%	29.5%	28.2%	27.3%	28.2%	▲ 0.6pt	-
BIT solution	Sale	775	777	749	1,096	3,398	766	879	904	1,968	4,518	+1,119	+32.9%
	Marginal income	258	285	287	507	1,338	332	431	404	567	1,736	+397	+29.7%
	Profit ratio	33.3%	36.7%	38.4%	46.3%	39.4%	43.3%	49.0%	44.8%	28.8%	38.4%	▲1.0pt	-
CIT Solutions	Sale	3,301	3,308	3,236	3,788	13,634	3,649	4,315	3,551	4,887	16,403	+2,769	+20.3%
	Marginal income	1,240	1,456	1,402	1,488	5,588	1,340	1,713	1,610	1,902	6,567	+978	+17.5%
	Profit ratio	37.6%	44.0%	43.3%	39.3%	41.0%	36.7%	39.7%	45.3%	38.9%	40.0%	▲1.0pt	-
TS Solutions	Sale	2,939	3,221	2,799	3,443	12,403	3,005	3,394	4,136	4,844	15,380	+2,976	+24.0%
	Marginal income	1,089	1,170	1,074	1,268	4,602	1,099	1,227	1,242	1,390	4,960	+358	+7.8%
	Profit ratio	37.1%	36.3%	38.4%	36.8%	37.1%	36.6%	36.2%	30.0%	28.7%	32.3%	▲ 4.8pt	-
EC Solutions	Sale	5,241	4,995	5,377	5,377	20,993	5,548	5,283	5,482	5,708	22,022	+1,028	+4.9%
	Marginal income	817	695	731	747	2,992	870	723	706	897	3,198	+205	+6.9%
	Profit ratio	15.6%	13.9%	13.6%	13.9%	14.3%	15.7%	13.7%	12.9%	15.7%	14.5%	+0.2pt	-
			,										
Total of core businesses (BIT+CIT)	Sale	4,077	4,085	3,985	4,884	17,033	4,415	5,195	4,456	6,855	20,921	+3,888	+22.8%
	Marginal income	1,498	1,742	1,689	1,996	6,927	1,672	2,145	2,015	2,470	8,303	+1,376	+19.9%
	Profit ratio	36.8%	42.6%	42.4%	40.9%	40.7%	37.9%	41.3%	45.2%	36.0%	39.7%	▲ 1.0pt	-
	Component ratio	33.3%	33.2%	32.8%	35.6%	33.8%	34.0%	37.4%	31.7%	39.4%	35.9%	+2.1pt	-

⁴⁰

Corporate Information

SB Technology

Corporate Data



Management philosophy

Mission

Information Revolution, Happiness for everyone

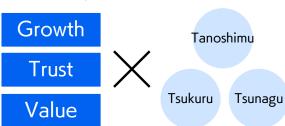
- Technologies Design the Future -

Vision

Generating New Value to the World by Leading Technologies and Creativeness with Diverse Work Styles and Opportunity-full Culture

Value

Accept Diversity
Three Perspectives x Three Actions



Corporate Data

(As of March 31, 2020)

Trade Name SB Technology Corp. (*)

Address 27-30, Shinjuku 6-chome, Shinjuku-ku,

Tokyo

Description of Businesses

ICT services business

Establishment October 16, 1990

Common stock JPY 995 mn

Number of employees

1,012 (consolidated)

(*) The company name was changed to SB Technology Corporation as of October 1, 2019.

Officers

(As of April 1, 2020)

Board of Directors and Corporate Auditors

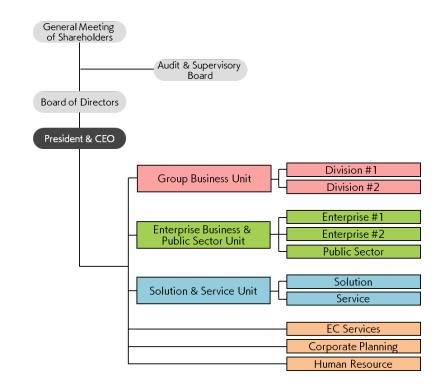
Representative Director CEO	Shinichi Ata	Chairman of Audit &	Mitsumasa	
Director CSO Mitsuhiro Sato		Supervisory Board	Ueno	
Director CSO	rector CSO Yukimasa Goto			
Director	Akira Kitamura	Audit & Supervisory Board Member	Haruhiko Hirose	
Director	or Takashi Kodama			
Director	Director Kimihiko Kaneko		Michiaki	
External Member of the Board	Shigeo Suzuki	Supervisory Board Member	Nakano	
External Member of the Board	Yoshie Munakata	Audit & Supervisory Board Member	Naito Takashi	

Executive Officers

President & CEO	Shinichi Ata
Senior Executive Vice President & CSO	Mitsuhiro Sato
Executive Vice President	Akira Kitamura
Executive Vice President & CIO	Takashi Kodama
Executive Vice President	Masaki Watanabe
Vice President CCO	Seiichi Masaoka
Vice President	Tetsuya Shimizu

Organizational Chart

(As of April 1, 2020)



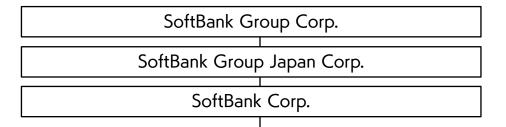
Certification and accreditation

(As of April 1, 2020)













M-SOLUTIONS, Inc.

Providing cloud services and system design, development, operation and maintenance services primarily focused on smart devices



Kan Corporation

Providing educational content that employs cloud services to achieve internal business improvement and innovations in communication.



ASORA Tech Corp.

Providing ICT-based solutions and comprehensive ICT services for agriculture



Fontworks

FONTWORKS Incorporated

Planning, development, and sales of fonts (typefaces), software development, technical services, OEM, etc.



CyberTrust Japan Co., Ltd.

Providing of IoT services, OSS/Linux services, and certification/security services



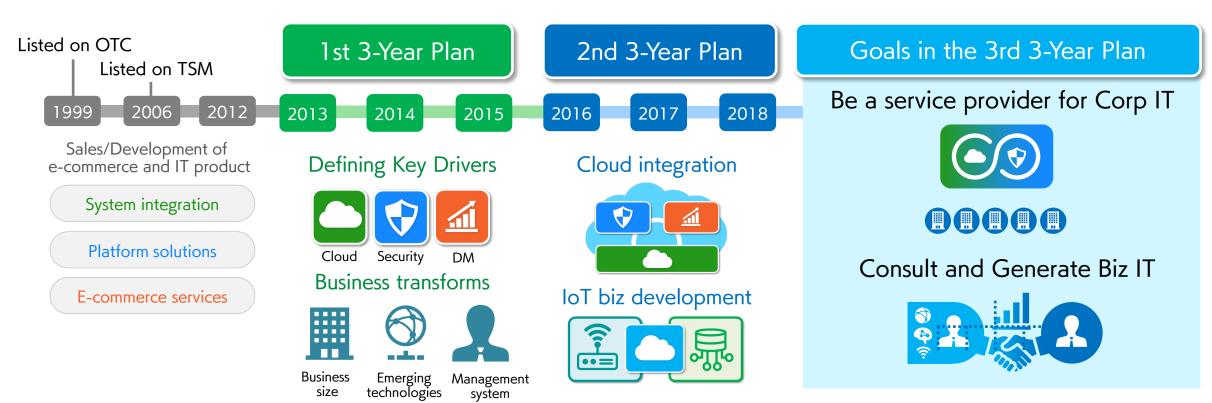
REDEN Corp.

Providing a platform to promote the use of agricultural data and support the acceleration of the agricultural growth cycle

Long-term targets and Positioning of the New 3-Year Plan

Long-term goal Enhance the competitiveness of Japanese companies Becoming a Cloud Consulting & Service Company

- Cloud & Security No.1
- Creating Global Business with Customers through Advanced Technologies and Creativity



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

SB Technology Corp.

ICT services





Business IT Solutions

Cloud business (for business divisions)

- Consulting service
- DX Solutions

AI, IoT Solutions, etc.



Corporate IT Solutions

Cloud business (for company-wide and administrative divisions)

- Cloud Integration
- Business efficiency services
- Cloud security services
- Security operations monitoring service
- E-authentication solutions, etc.

Technical solutions

- Support for development and operation of on-premises (including private cloud computing)
- Equipment sales, construction, operation and maintenance services
- Sales and embedded developments of Linux/OSS related products, etc.

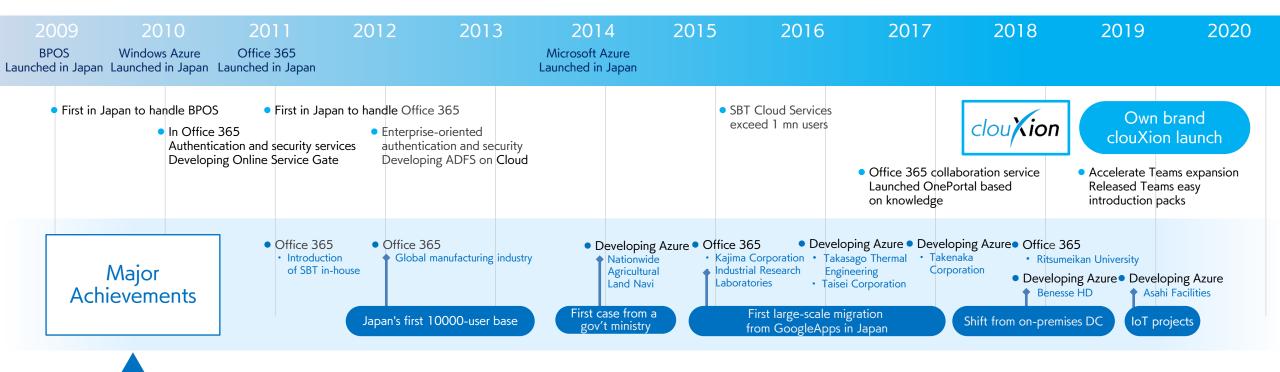


EC Solutions

• EC site management agency • E-commerce sales of font licenses, etc.

Microsoft Cloud Business Strengths

- SB Technology
- ✓ A Long History of Initiatives SBT launched its Microsoft Cloud Business in 2009, when the cloud was in its infancy, and has accumulated vast knowledge through long-term initiatives.
- ✓ A Top-Class Track Record We have a top-class track record of introducing this system in Japan, from Microsoft 365 to Azure environments, with a focus on leading companies.
- ✓ A Wealth of Unique Solutions We provide various cloud utilization solutions developed as our own brands based on our knowledge base and feedback from our end users.



Cloud Implementation Successes (as of end of December 2019)

995 companies

Cloud SI Implementation

ClouXion Implementation

378 companies 617 companies

Microsoft Cloud Competencies

Certification to recognize the performance of a partner that sells and deploys cloud services

SBT claimed the GOLD Prize in 5 areas

- Cloud Platform
- Cloud ProductivityS&M Cloud Solutions
- Cloud CRM
- Enterprise Mobility Management



FY21 Management Indicators

- Operating Income JPY4.3 bn
 (CAGR 20% based on FY2018/JPY25 bn)
- Increase BIT & CIT sales to 50% of total sales
- ROE 13%

Priority Theme

Be a Service Provider for Corp IT

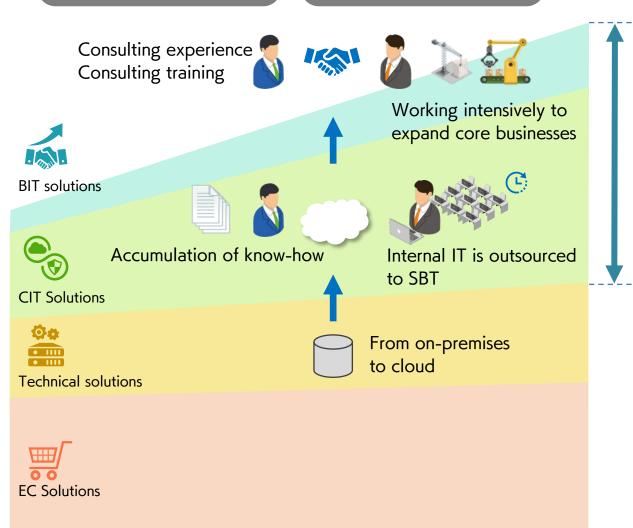


Consult and Generate Business IT





Growth of its customers



Shares of Sales 50%



Business IT (BIT)

- Collaborative Innovation with Business Divisions
- Strengthen competitiveness by leveraging advanced technologies
- Support of globalization



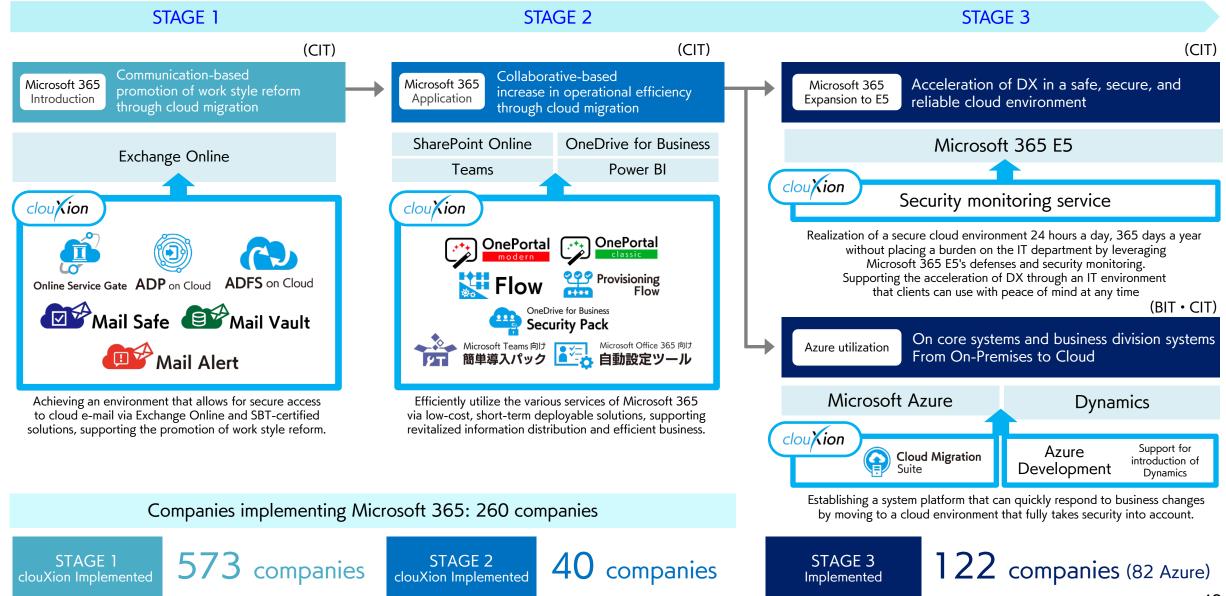
Corporate IT (CIT)

- Create time for customer IT departments
- Promoting cloud computing and work style reform
- Collaboration with sales partners

FY18 FY21 4

Cloud Migration Scenario Using Own Solutions (BIT/CIT)





Awards received

SB Technology

Cloud

Microsoft Partner of the Year 6 consecutive years

- Internet of Things (IoT) Award (2019)
- Security and Compliance Award (2018)
- Cloud Productivity Award (2017)
- Messaging Award、Public Sector Award、Cloud Platform Award (System Integrator) (2016)
- Cloud Platform Competency Award(System Integrator) Identity and Access Competency Award (2015)
- Identity and Access Competency Award (2014)
- Cloud Partner Award (2012)

Microsoft Worldwide **Partner Award** 4 Prize







Microsoft

Partner of the Year 2019

AWARD

- The Microsoft 2019 Partner of the Year Awards
- "Internet of Things Partner of the Year" finalists
- Country Partner of the Year Award、Cloud Packaged Solutions、Messaging、 Public Sector-Government Award (2016)

Security



Imperva, Inc. Top Growth Partner Award Award



Japan Network Security Association JNSA Prize special award (2017)



McAfee Received Partner Award 2016 2 category award



27th Nikkei New Office Award Office Security Award (2014)



Others



7th Japan HR Challenge Award Winning the Excellence Award in the Recruiting Division (2018)



GOOD DESIGN AWARD 2018

To the next generation of Web Browser text layout The activities of the study group were awarded the Good Design Award. SBT contributes through the provision of "FONTPLUS". (2018)



Sitecore MVP Award Received 3 in the technology category(2020)



Sitecore MVP Award Received 4 in the technology category(2019)



Sitecore MVP Award Received the highest number of 5 in Japan for 2 consecutive years (2018)



Sitecore MVP Award Received the highest 5 awards in Japan (2017)



Sitecore MVP Award Awarded (2016)

SBT in Figures

SBT consolidated Number of Employees

1,068

Reduce overtime work by improving productivity

42 hours

23 hours

SBT non-consolidated technical employees Percentage of PMP holders

24%

(International Project Management Certification

(consolidated basis) 2020th New Graduate

45

Average age 37.4 years of age

As of March 31, 2020

Significant employee growth is the driving force behind SBT's growth

We are working to raise the skills and productivity of our employees as a whole.



On/Off Switching (sharp)

- Flex without Core Time System
- Leave of Complete PJ



Shifted to a flex-time system for all employees, Premium Friday is also under management.



Be based on the Act on Promotion of Women's Participation and Advancement in the Workplace Acquisition of the highest rank of "Eruboshi" certification



Support for Growth (Securing and Maintaining Excellent Human Resources)

- Skill Program for New Employees Grades
- Support for obtaining certification

Percentage of Employees
Taking Leave for Skill Development

FY2019

Total number of days acquired: 347 days Number of persons acquired: 154



ICT Utilization (Reduction and Creation of Time)

- Cross-organizational information sharing
- Web conferencing, mobile usage

On the initiative of employees
Telework is also realized

Materials to be Considered

- 1. Due to a review of service classifications for some solutions, the amounts of sales and marginal income before the previous fiscal year for each service classification have been calculated in accordance with the current method of recording.
- 2. The figures shown in the various graphs in this document may differ from the figures in the various graphs due to the relationship between the fractional processing and the figures in the financial results report.
- 3. "Partial Amendment to Accounting Standard for Tax Effect Accounting" has been applied from the beginning of the 1Q of FY3/2018.

Disclaimer

Statements made in this presentation with respect to plans, estimates and other statements that are not historical facts are forward-looking statements based on information available at the time the presentation was prepared and involve various risks and uncertainties. Actual results may differ materially from these forecasts due to a variety of factors, including changes in the business environment.

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