



Q2 March, 2013/3

# Earnings Results

Oct 25, 2012

SoftBank Technology Corp.

# Achievements Overview

# High lights

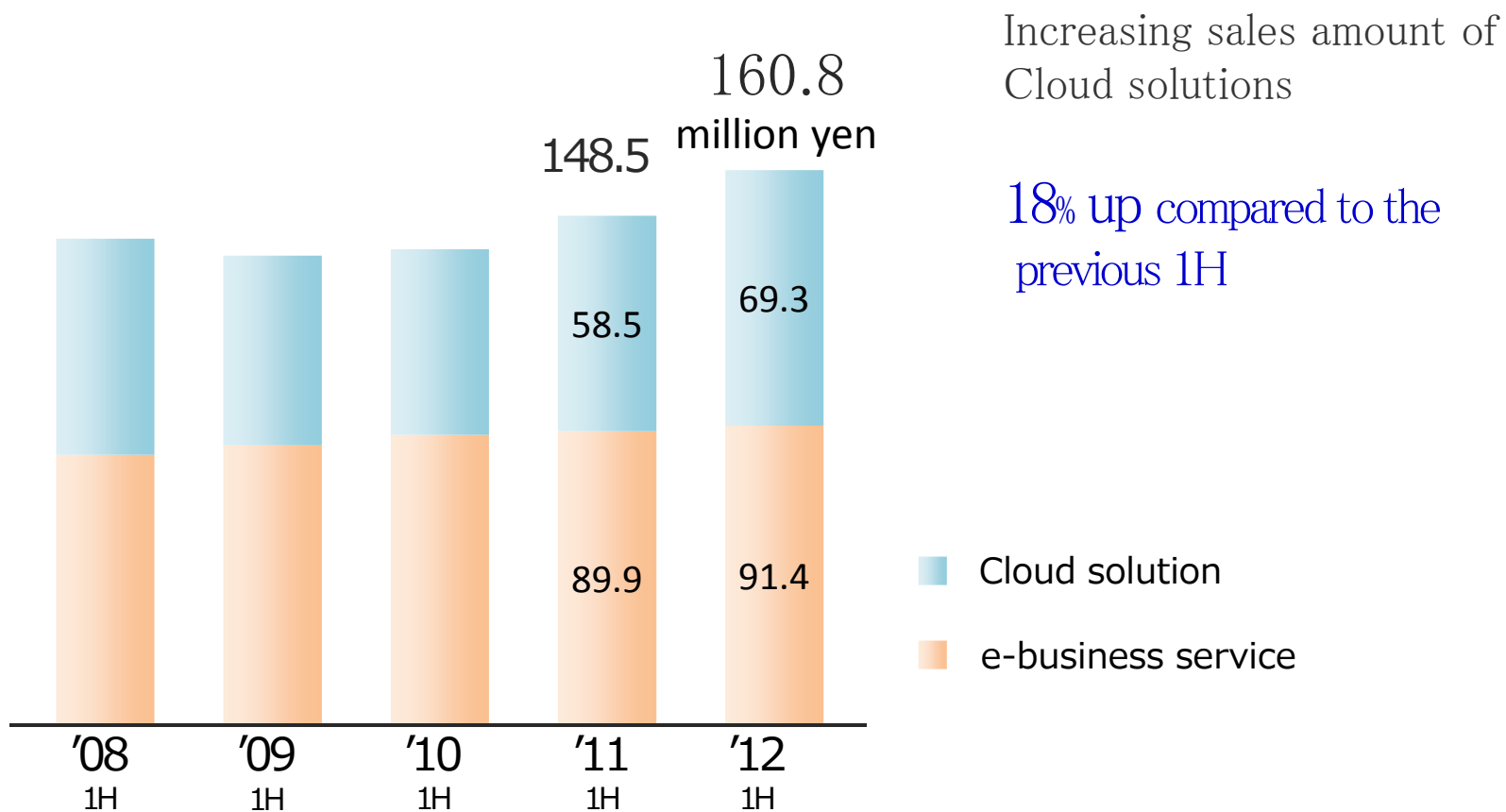
- Increasing sales amount of Cloud solutions
- Promote policies for growth
- Upward revision of the full-year earnings forecast

# Results summary

(million yen)

	2011 1H	2012 1H	Amount of change	Ratio of change
Total sales	14,851	16,081	1,230	+ 8.3%
Operating income	684	689	4	+ 0.7%
Ordinary income	682	865	182	+ 26.8%
Net Income	390	601	211	+ 54.2%

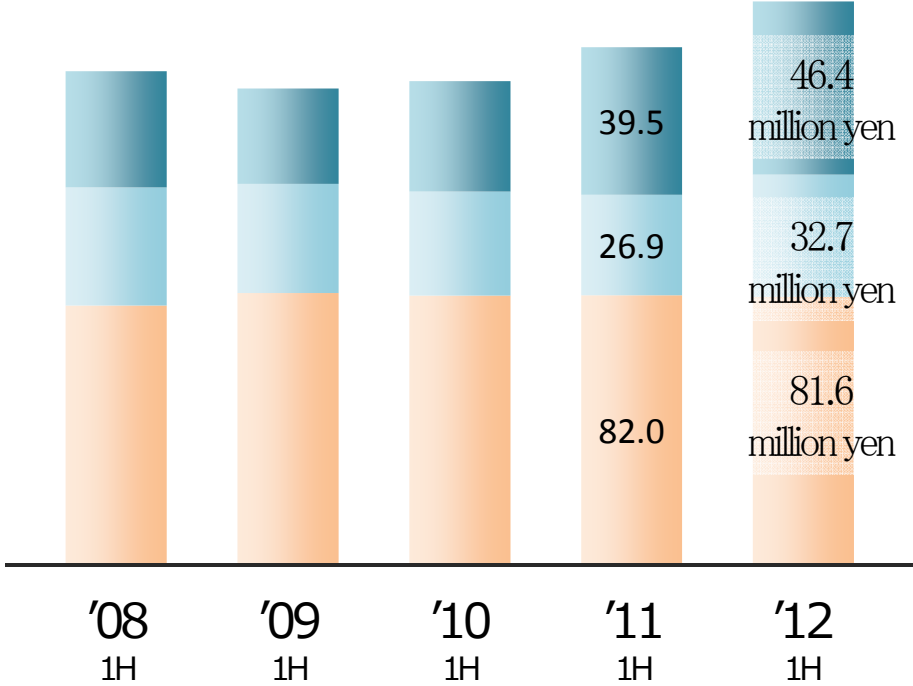
## Transition of the sales amount



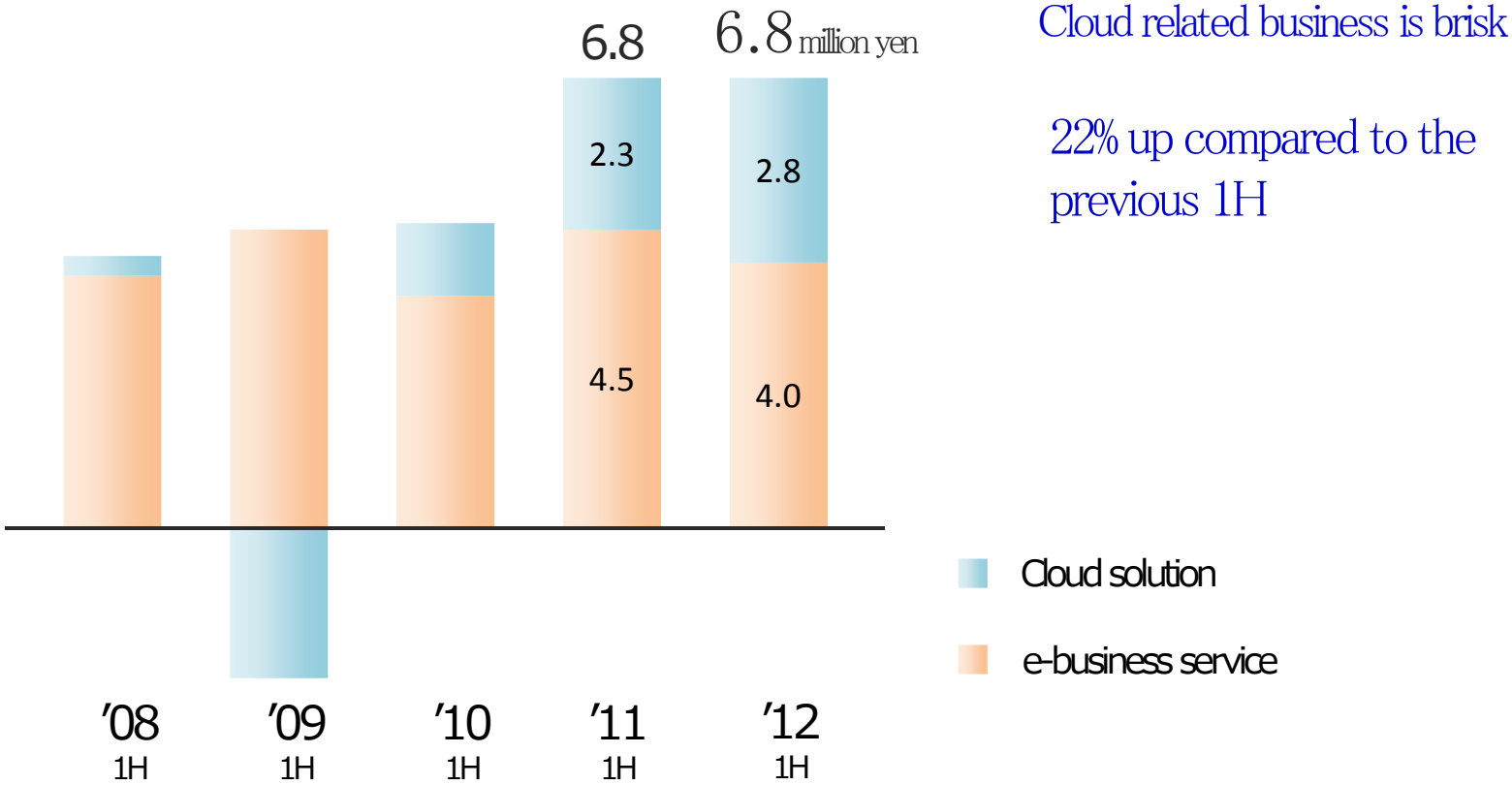
# Sales of internal/external group

Increase sales both SoftBank group and Non-SoftBank groups

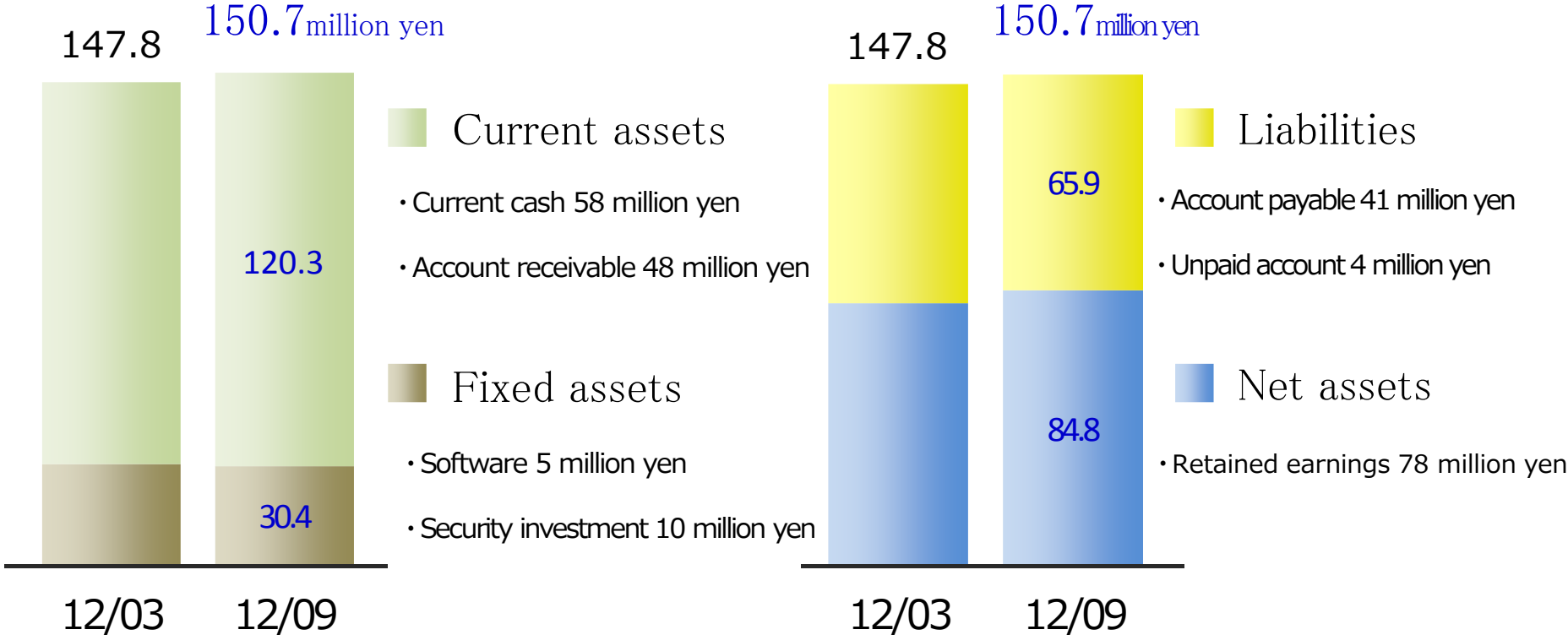
SoftBank group 17% up  
 Non-SoftBank groups 21% up



# Transition of operating income



# Balance sheet





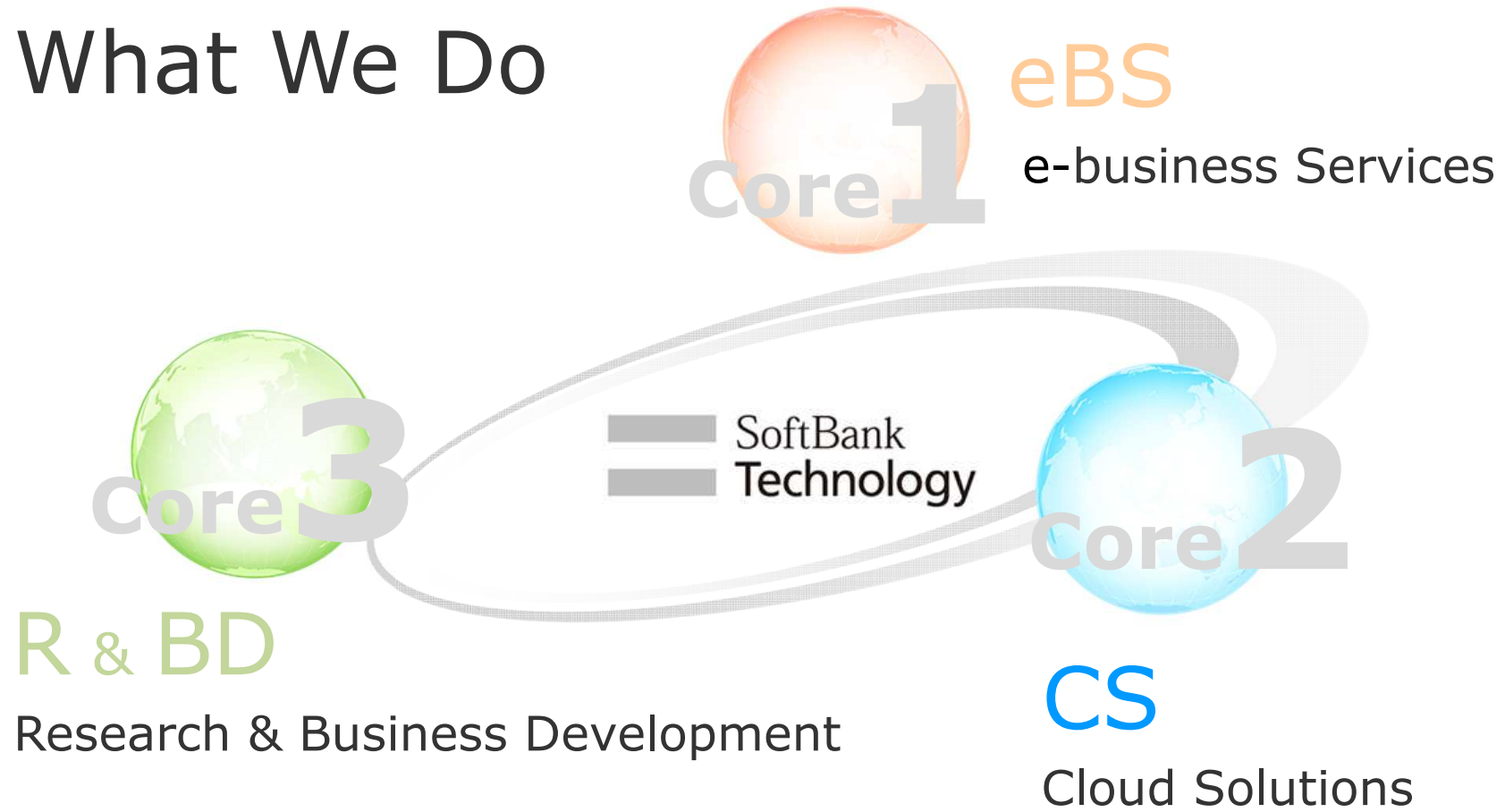
# Cash flow

(million yen)

	2011 1 H	2012 1 H	Ratio of change
Cash flow from Operating	8.3	11.7	+ 40.4%
Cash flow from Investing	2.0	1.4	△ 32.1%
Cash flow Financing	△1.4	△2.0	△ 40.1%
Balance at end of year of Cash and savings	51.5	58.6	+ 13.8%

# Business Overview

# What We Do





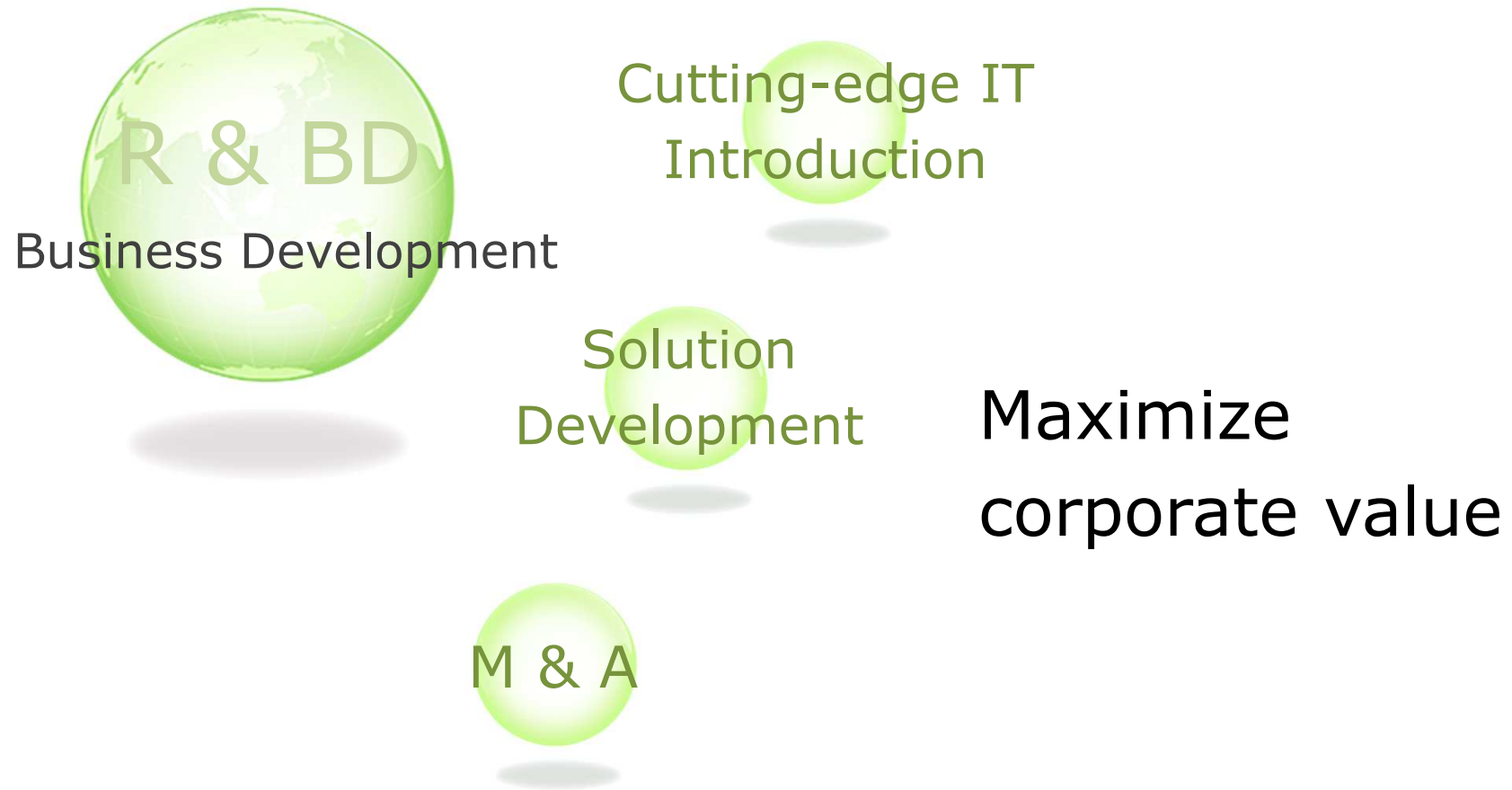
Solutions and services that support e-business



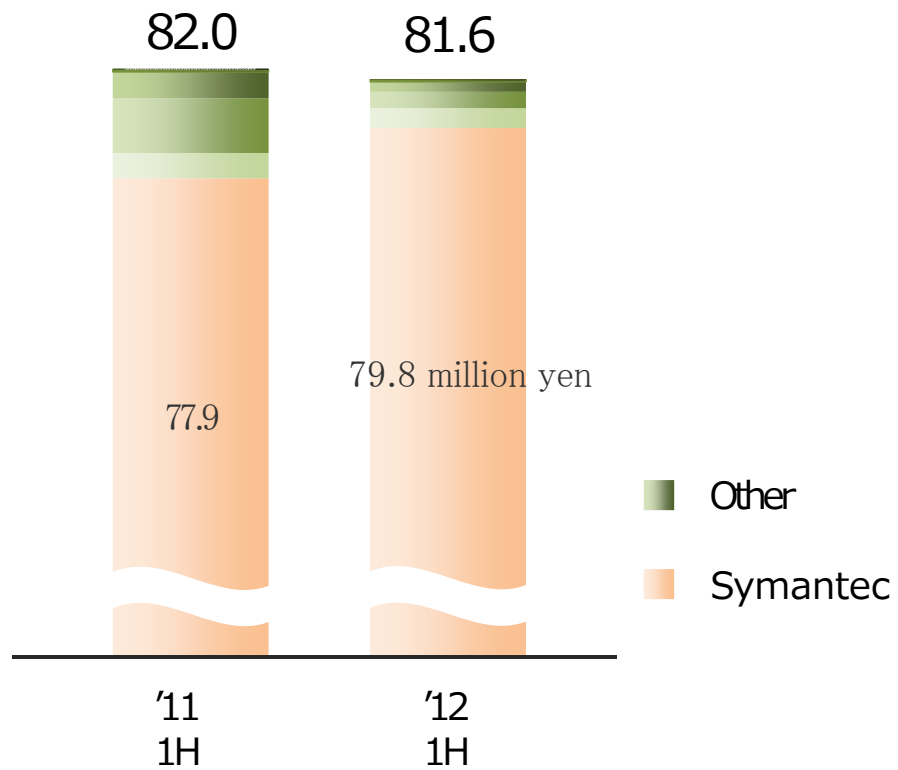


Solutions and Services to support Cloud businesses





# Topics 1. EC BPO



A resource is gathered to Symantec store BPO

Sales increase by the development to Asia

and the new product sales

## Topics2. Web Marketing



Sales distributor of the No.1 domestic

“Best partner award” received





## Topics 3. MS-Solution



Single Sign-On solution  
We got high marks in “OSG”

“Cloud partner award” received



## Topics4. SMC & Alcatel



Dec, 2010  
Launched



Aug, 2012  
Launched

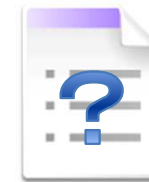
# Topics5. Mobile



## Safety confirmation



## Event support



Questionnaire



Catalog

## Sales support



Schedule management



Daily report

## Internal communication



Address book



Group message

# Management Report



What we have done  
for growing greatly



Activate employees



Introduction of cutting-edge ICT



Creation of the No1.  
Business filed

# Activate all employees



Revision of personnel system



Positive adoption of the employee



Encouragement of the qualification

※ Average age 34.7years old

As of Oct

## Promotion of young employees

Early40's corporate officers	3/10 people
30's managers	38/56 people (+20 people)
Number of employees	474 people (+48people)
Gross profit	16millionyen (+1.7million yen)

# Introduction of cutting-edge ICT



Visualizing



New work style



New office



## QlikView & Lync

### promoting

- VDI
- Notes migration
- Dynamics CRM

Sales increase +12<sub>million yen</sub>

(From SoftBank Group+7million yen)



Creation of the No1.  
Business filed

Big-Data  
Solution



Big-Data solution  
in the SBT service lineup

# Earnings forecast

## Full year earnings forecast

(million yen)

	2011 Results	2012 Forecast (Aug17Revise)	Amount of change	Ratio of change
Total sales	32,185	33,000	814	+ 2.5%
Operating income	1,593	1,650	56	+ 3.5%
Ordinary income	1,615	1,800	184	+ 11.4%
Net Income	753	1,000	246	+ 32.7%



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