



Fiscal Year Ended March 31, 2014

Earnings Results

April 25, 2014

SoftBank Technology Corp.



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Results Overview

Highlights

■ Progress with the Cloud Solutions operations

Strong performances by the system integration and Microsoft solutions as the workforce was increased to support this important driver of growth

■ Lower sales in the eBusiness Services segment

In the EC-BPO business, sales were down because of lower unit prices received for services provided in Japan

■ Growth strategy initiatives raised fixed costs

Earnings were down as growth strategy initiatives raised fixed costs. Workforce growth continued along with measures to enable employees to earn advanced technological certifications in order to build a sound base for growth.

There were also many actions involving capital in order to speed up growth. Fontworks Inc. and Kan Corporation were acquired and Cybertrust Japan Co., Ltd., which is responsible for the security business, became a subsidiary.

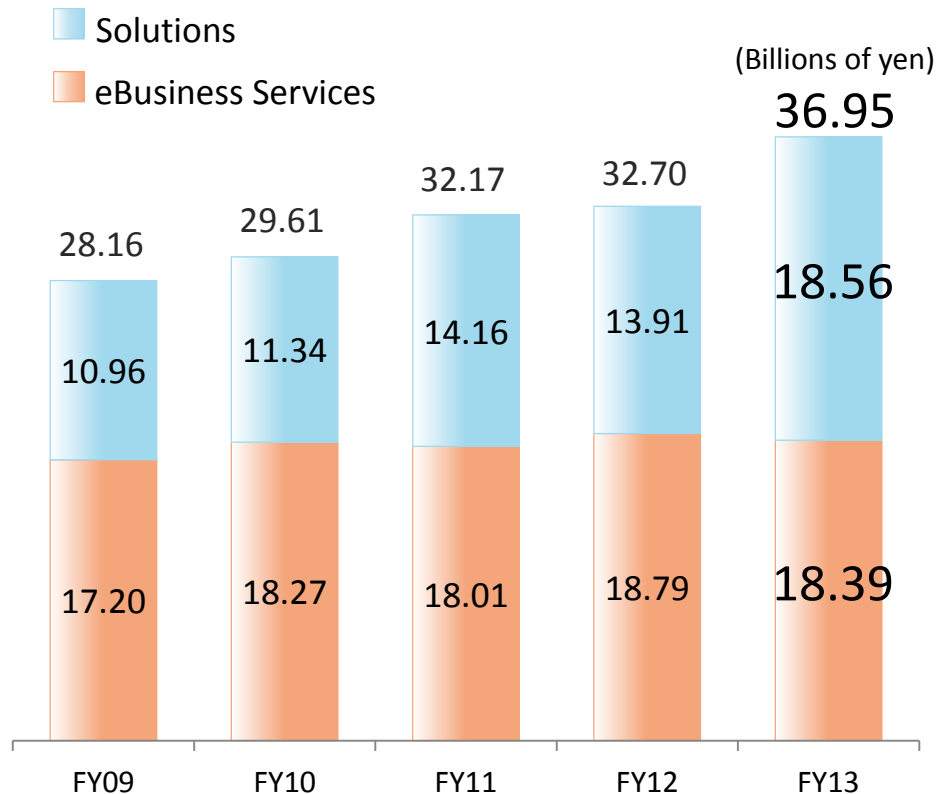
FY2013 Results Summary Comparison with earnings forecast

| (Millions of yen) | Earnings forecast (January 23, 2014) | FY2013 Results | Amount of change | Ratio of change |
|-------------------|--|-------------------|---------------------|--------------------|
| Net sales | 36,000 | 36,951 | 951 | +2.6% |
| Operating income | 1,300 | 1,370 | 70 | +5.4% |
| Ordinary income | 1,300 | 1,363 | 63 | +4.9% |
| Net income | 600 | 636 | 36 | +6.0% |

FY2013 Results Summary Comparison with the previous fiscal year

| (Millions of yen) | FY2012 Results | FY2013 Results | Amount of change | Ratio of change |
|-------------------|---------------------------|---------------------------|---------------------|--------------------|
| Net sales | 32,703 | 36,951 | 4,247 | 13.0% |
| Operating income | 1,463 | 1,370 | (93) | (6.4%) |
| Ordinary income | 1,658 | 1,363 | (294) | (17.8%) |
| Net income | 1,040 | 636 | (404) | (38.9%) |

Sales by Segment



◇ Solutions

System integration business and Microsoft solutions drove higher sales

Year-on-year sales

+ 4.64 billion yen, + 33.4 %

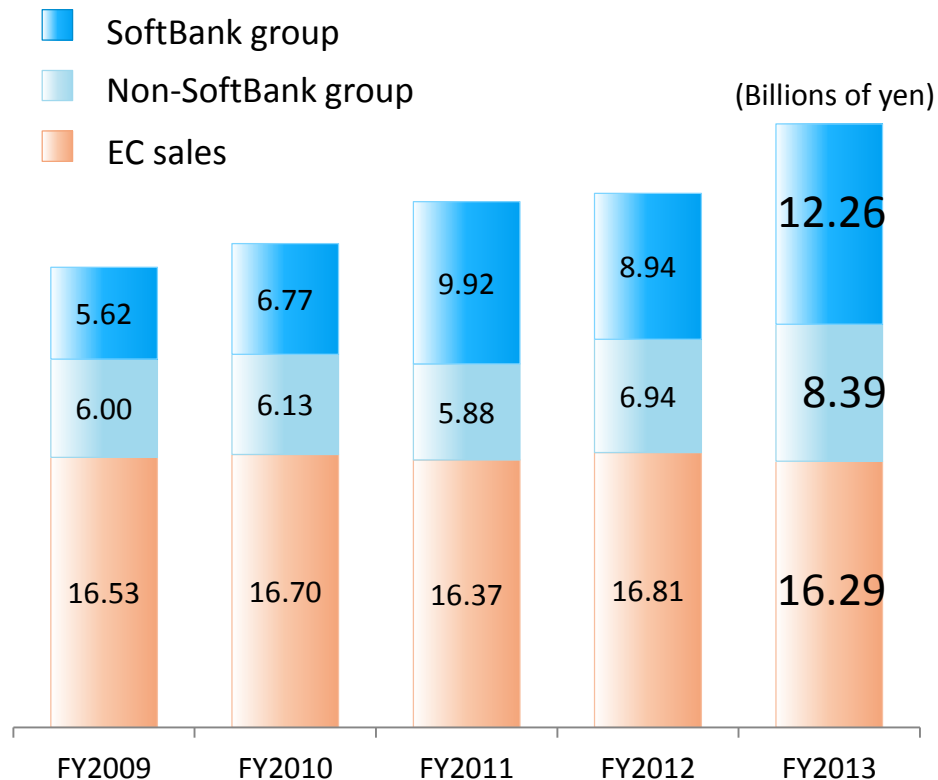
◇ eBusiness Services

Unit prices declined in the domestic Symantec Store business

Year-on-year sales

(0.40) billion yen, (2.1 %)

Sales to internal/external groups



◇ SoftBank Group

Higher sales in the system integration operation in the telecommunications business

Year-on-year sales

+ 3.31 billion yen, + 37.0 %

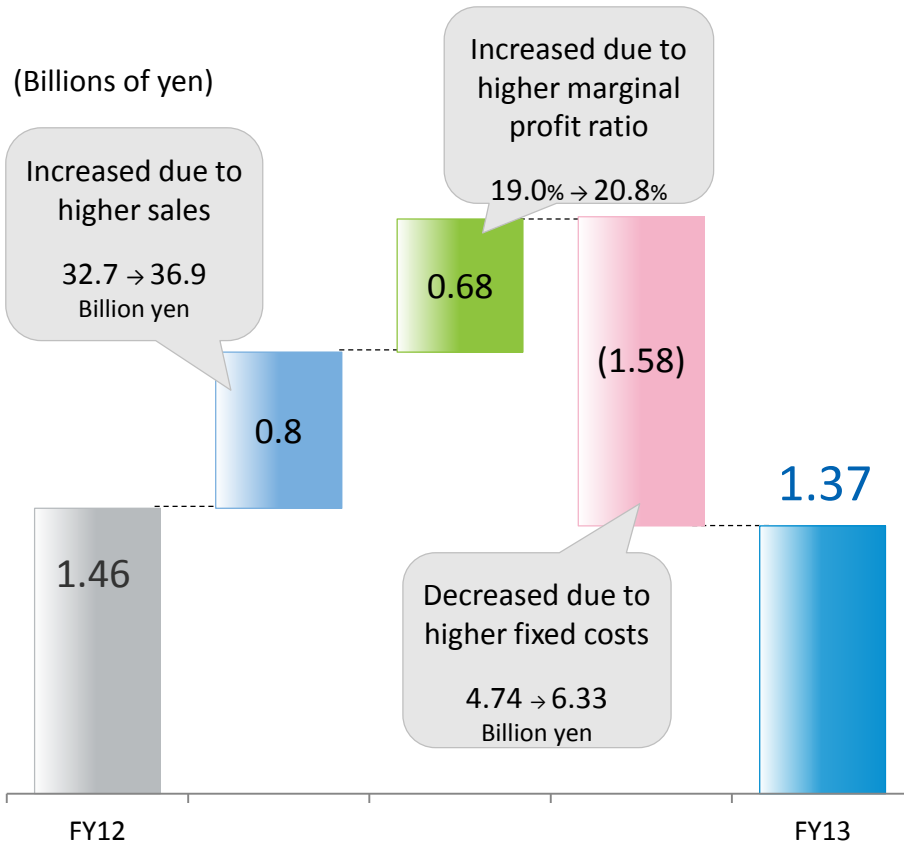
◇ Non-SoftBank Group

Sales increased in the Microsoft solutions business

Year-on-year sales

+ 1.45 billion yen, + 21.0 %

Operating Income (comparison with the pervious fiscal year)



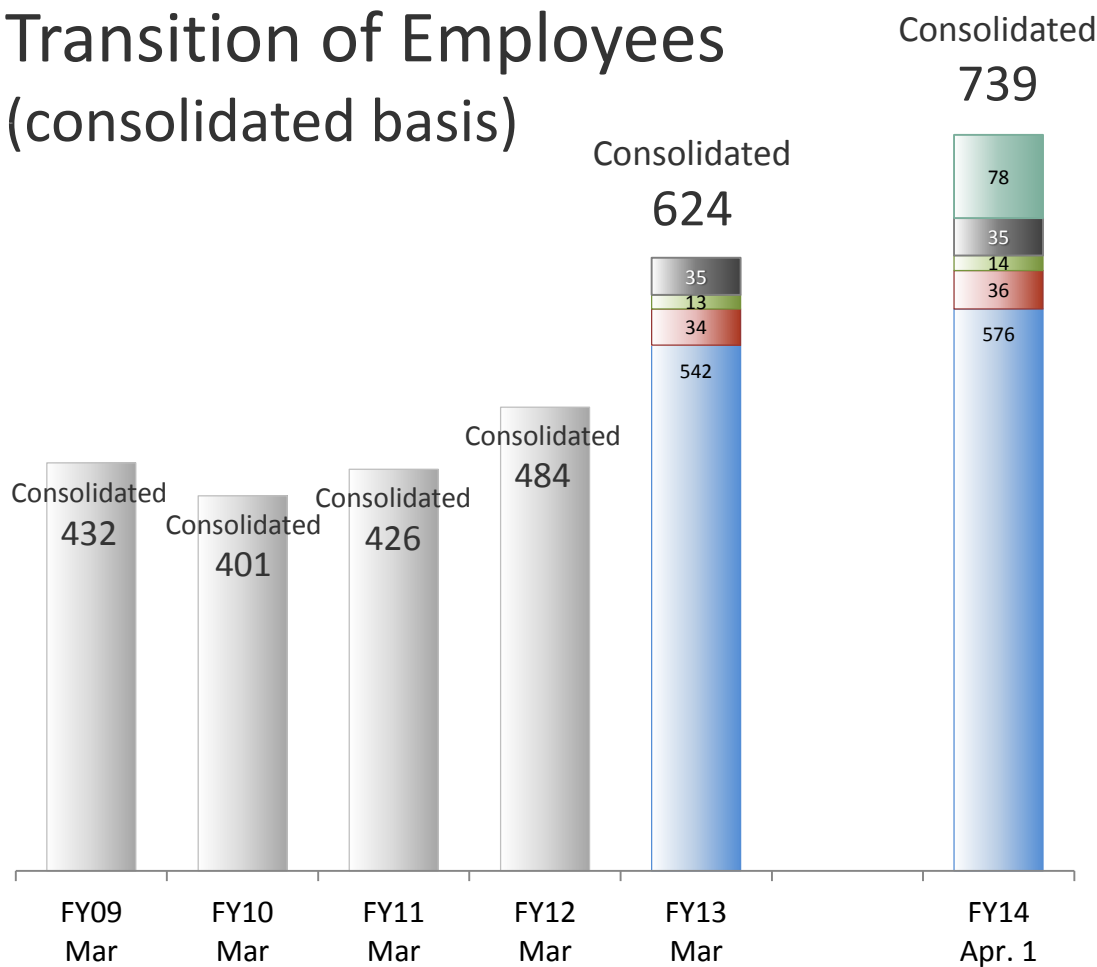
1. Marginal profit increased due to higher sales and the improvement in profit ratio

Operating income increased about 1.5 billion yen due to higher sales and the improvement in marginal profit ratio

2. Fixed costs increased due to recruitment, addition of subsidiaries and other factors

Operating income decreased about 1.6 billion yen in association with the implementation of the growth strategy including workforce growth, addition of subsidiaries, etc.

Transition of Employees (consolidated basis)



Cybertrust Japan 78

Fontworks 35

Kan 14

M-SOLUTIONS 36

SoftBank Technology 576

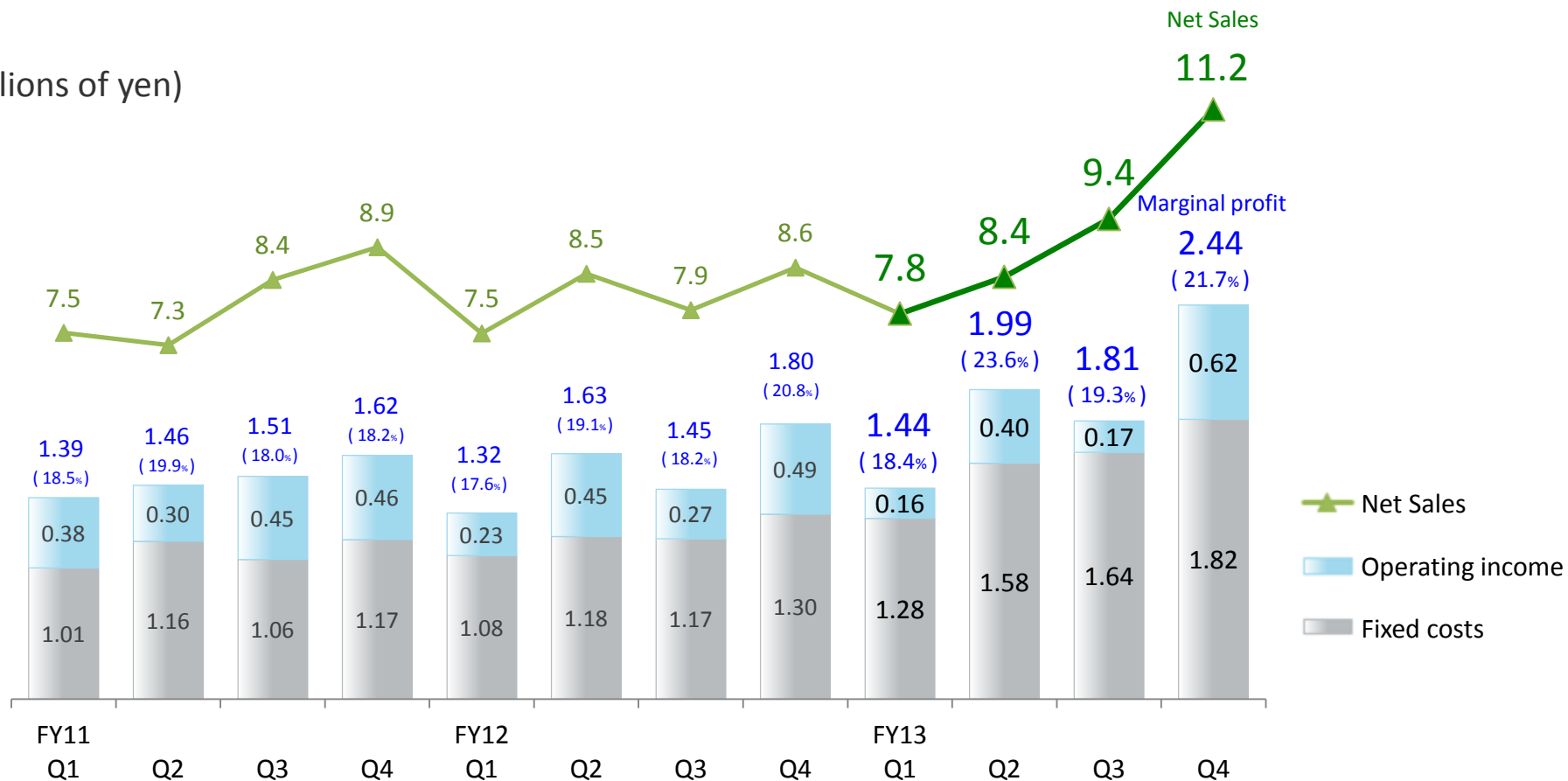
As of April 1, 2014

Number of employees
(consolidated basis)

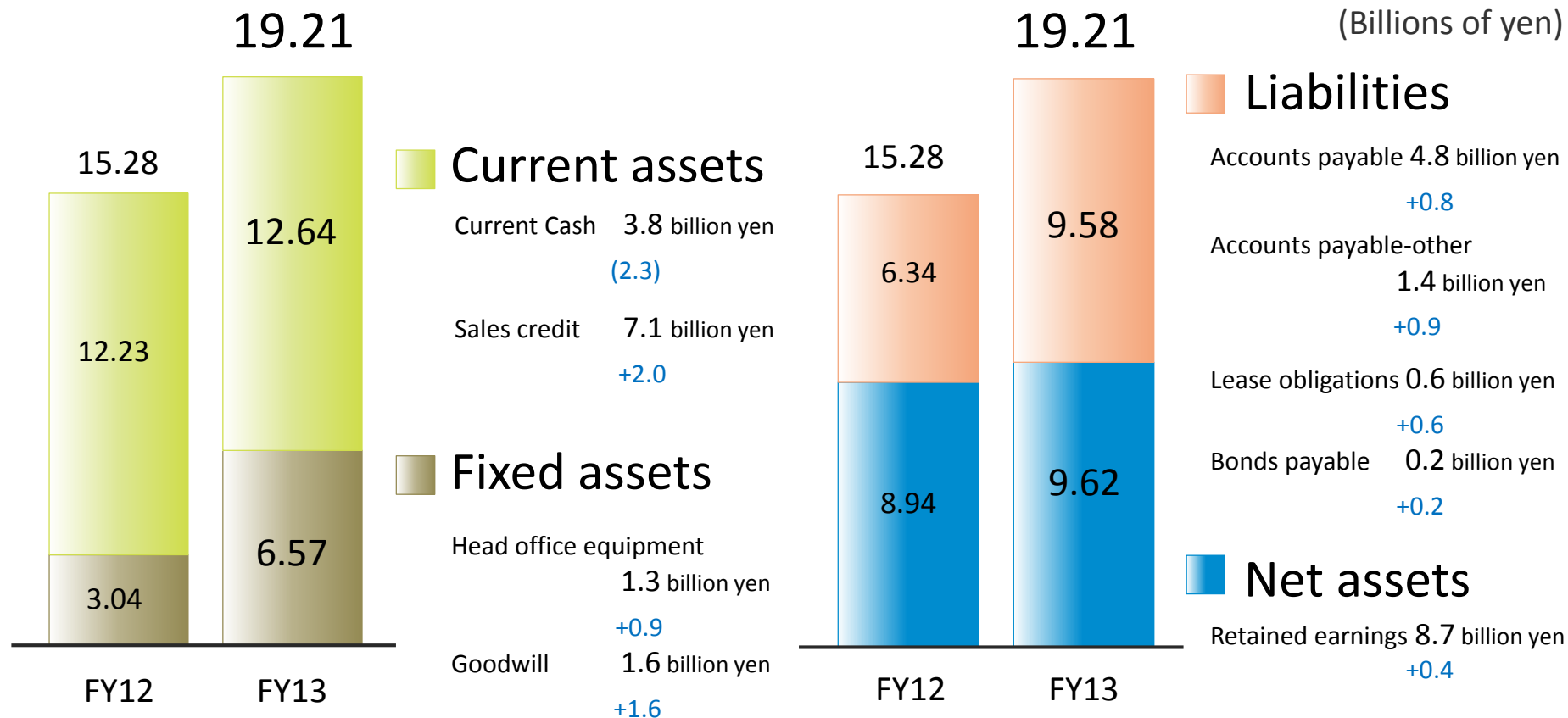
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Quarterly Trends and Results

(Billions of yen)



Balance Sheet (comparison with the pervious fiscal year)



Cash Flows (comparison with the pervious fiscal year)

| (Billions of yen) | FY2012 Results | FY2013 Results | Amount of change |
|--|-------------------|-------------------|---------------------|
| Cash flows from operating activities | 1.46 | 0.20 | (1.25) |
| Cash flows from investing activities | 0.20 | (2.41) | (2.62) |
| Cash flows from financing activities | (0.22) | (0.24) | (0.02) |
| Cash and cash equivalents at end of period | 6.20 | 3.75 | (2.45) |

Business Segment Overview

eBusiness Services

EC-BPO



- Business process outsourcing services for e-commerce operations
- Symantec Store business, etc.

Web Marketing

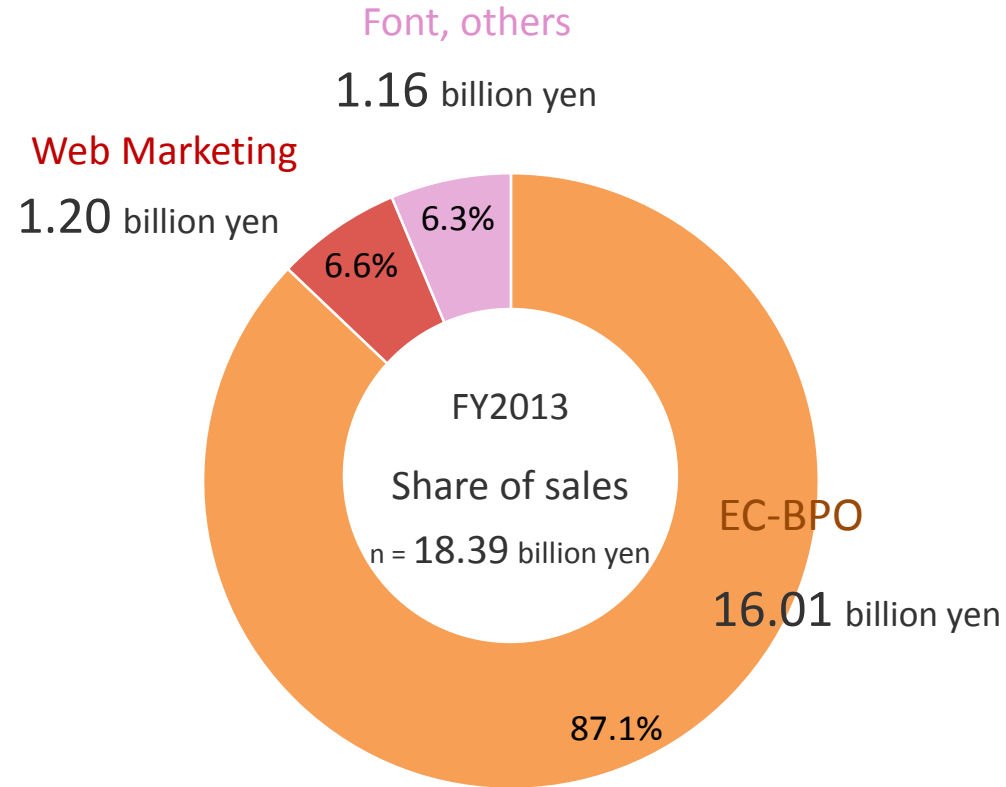


- Website access analysis/optimization
- Adobe Analytics
 - Google Analytics Premium
 - SIGNAL Consulting

Font Business, others



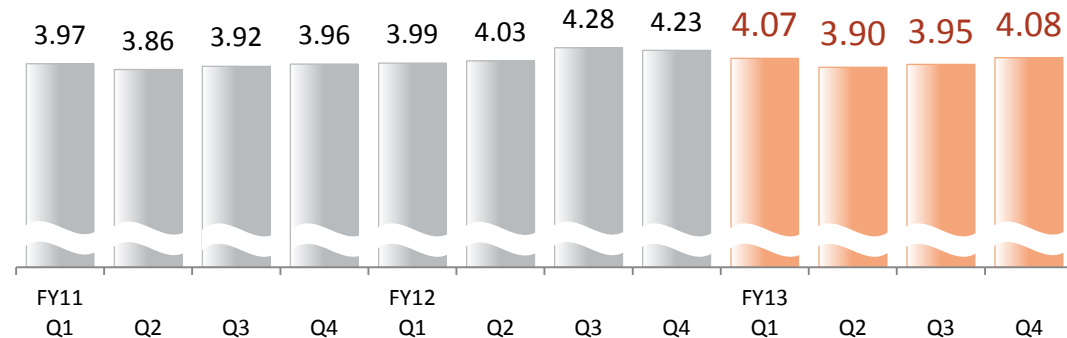
- Font business, etc.
- LETS fonts
 - Web fonts services
 - E-commerce, etc.



eBusiness Services -overview of main business

Symantec Store

Net Sales (Billions of yen)

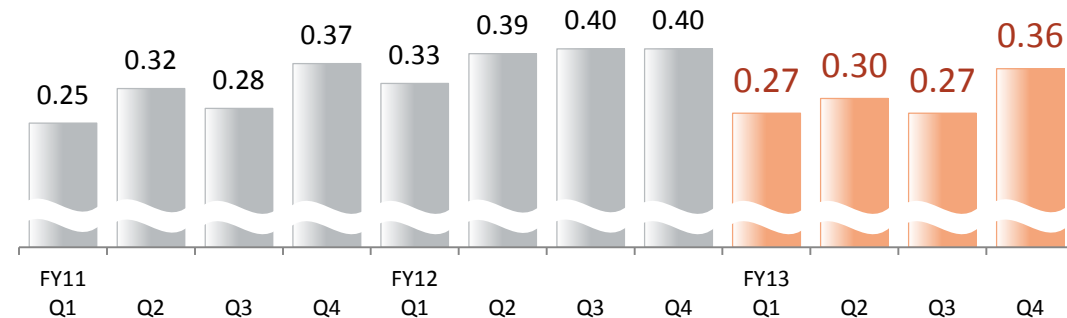


Sales declined due to lower unit prices

Year-on-year sales
(0.5) billion yen, (3.1 %)

Web Marketing

Net Sales (Billions of yen)



Sales declined due to the end of a relationship with a large client

Recovery trend toward Q4

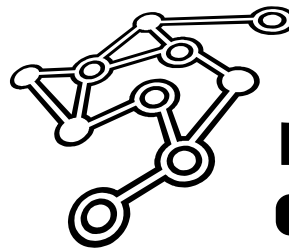
Progress with the Web Marketing Services

Adobe Digital Marketing Award

No.1 in Japan
for consecutive three years

Strengthen cooperation with Google

- Google Analytics Premium
- Google Cloud Platform



NEXT
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Digital Marketing
Search and Reapply

Solutions

Platform Integration



Development and operation of network, server, storage and security systems

Microsoft Solutions



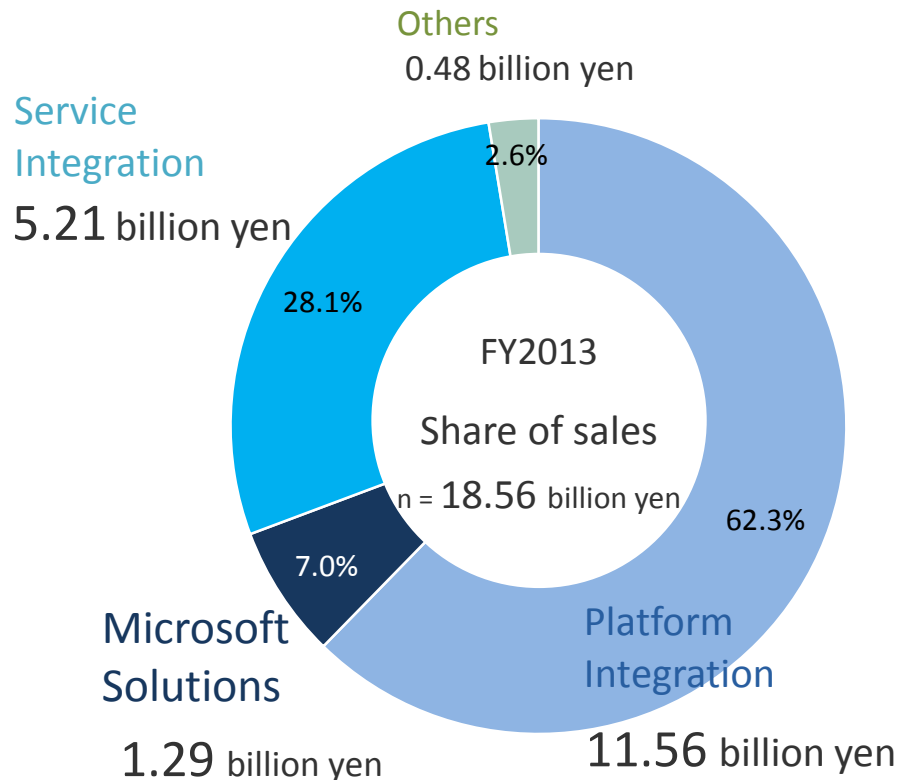
Provision of Microsoft-related services

- Office 365 introduction services
- Online Service Gate
- ADFS on Cloud

Service Integration



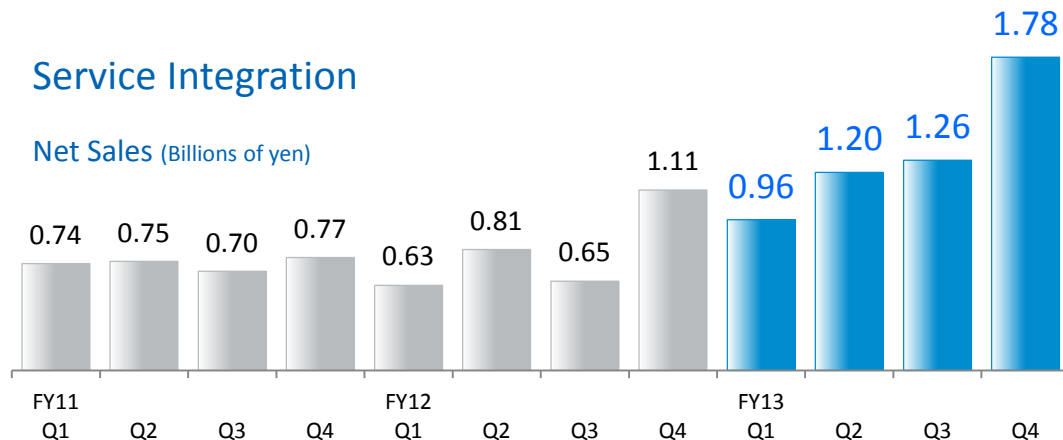
Design, development, operation and maintenance of application services



Cloud Solutions -overview of main business

Service Integration

Net Sales (Billions of yen)



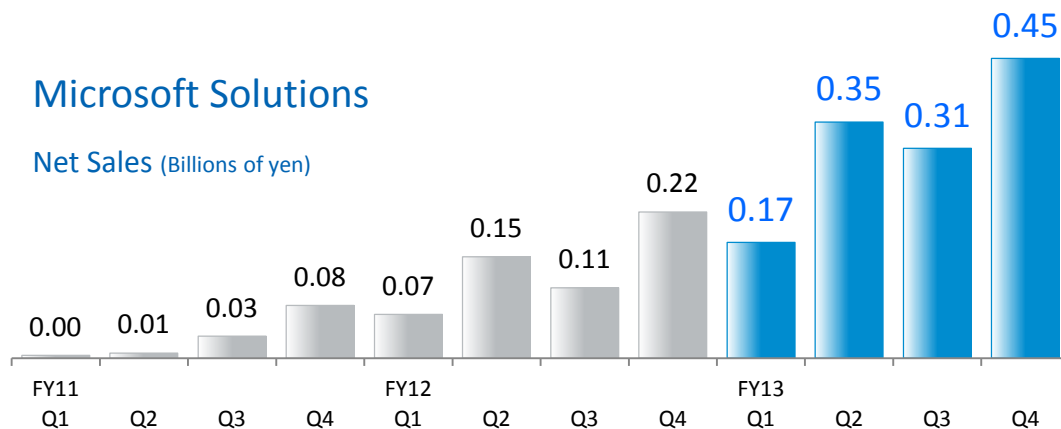
Growth in support projects in the telecommunication business for the SoftBank Group

Year-on-year sales

+ 1.85 billion yen, + 55.0 %

Microsoft Solutions

Net Sales (Billions of yen)



Increase in introduction projects such as Microsoft Office 365, our proprietary service Online Service Gate, etc.

Year-on-year sales

+ 0.75 billion yen, + 138.6 %

Progress with the Microsoft Solutions

Microsoft Office 365 Business

Total introductions

Approx. **100** firms

200,000

Microsoft Azure Solution

- Online Service Gate
- ADFS on Cloud
- SharePoint on Cloud
- StorSimple on Cloud



Big Data Solutions

As a new business basis of SoftBank Technology

Big Data Solutions

- Shared-Service -



4D Pocket



Security



Data Management



ORACLE

e-commerce



Data Science



Adobe Analytics

Google Analytics Premium

Platform

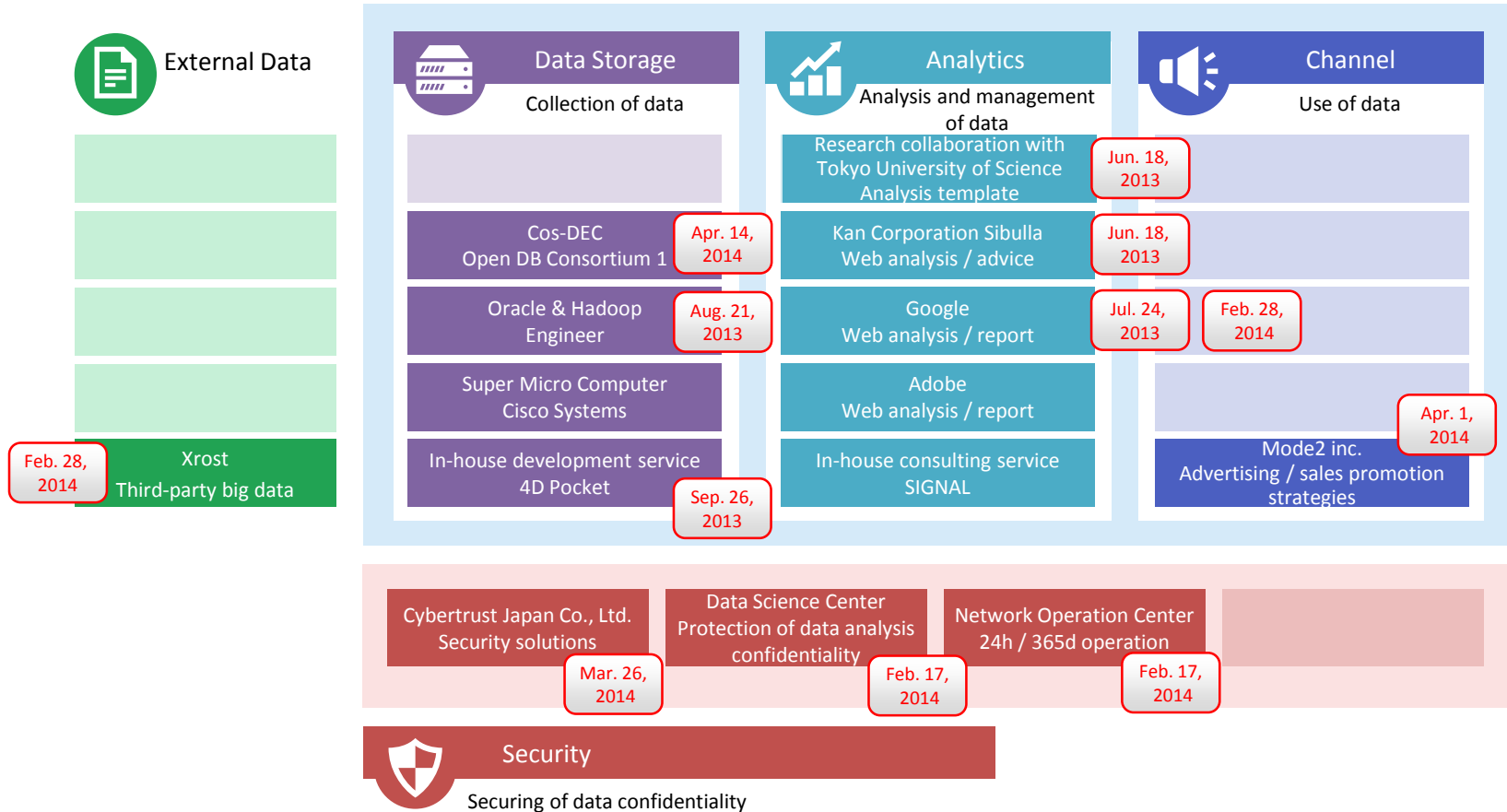


Business Partner



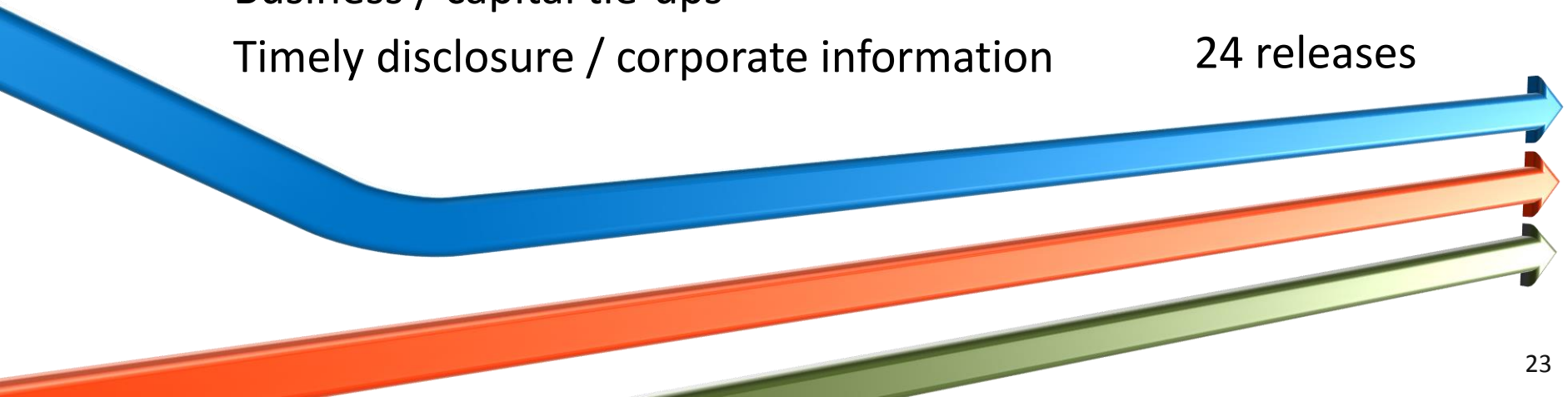
SUPERMICRO

Progress with Big Data Solutions



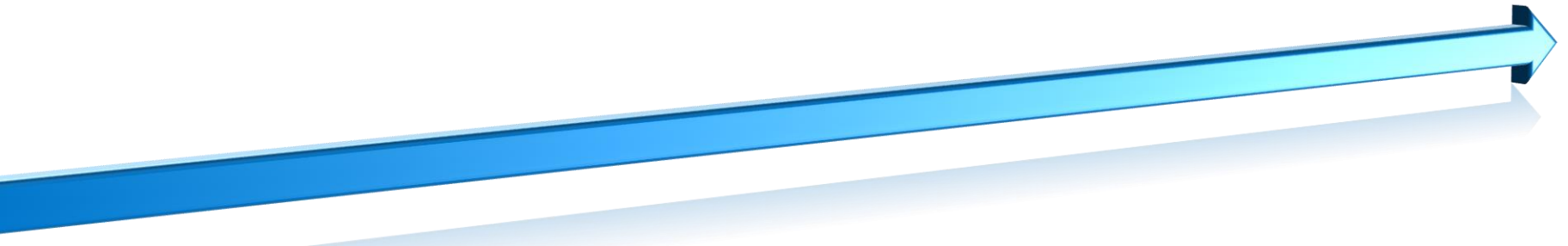
Press Release FY2013 (total 104 releases)

| | |
|---|-------------|
| Launch of new services | 29 releases |
| Introduction cases | 30 releases |
| Award | 4 releases |
| Seminars / sponsored events | 10 releases |
| Business / capital tie-ups | 7 releases |
| Timely disclosure / corporate information | 24 releases |



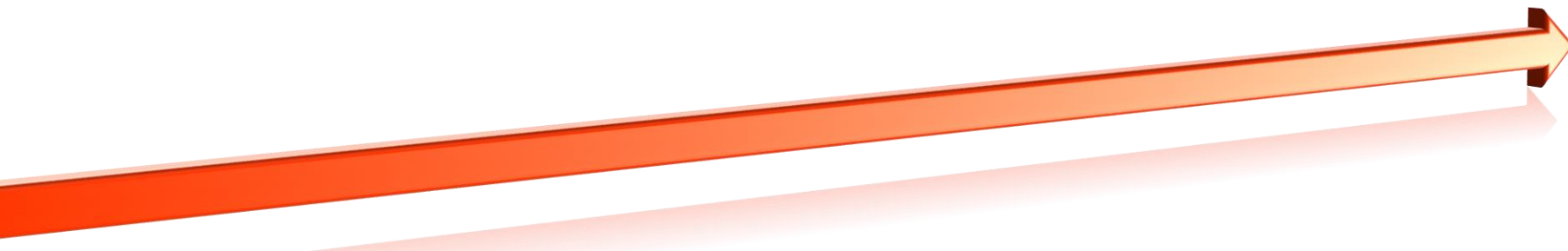
Initiatives for Leading-edge ICT Services

- Apr. 10, 2013 Received MCPC Neo Trend Award 2013 for smartphone app Mobile Perfect SP
- Aug. 8, 2013 Certified as a VMware's premium partner
- Aug. 21, 2013 Received Oracle Certification Award in the field of Oracle RAC
- Oct. 30, 2013 Started offering the next generation security intelligence McAfee SIEM
- Mar. 17, 2014 Started offering McAfee SIEM operation service
- Mar. 26, 2014 Introduced VDI solutions using VMware Virtual SAN for the first time in Japan



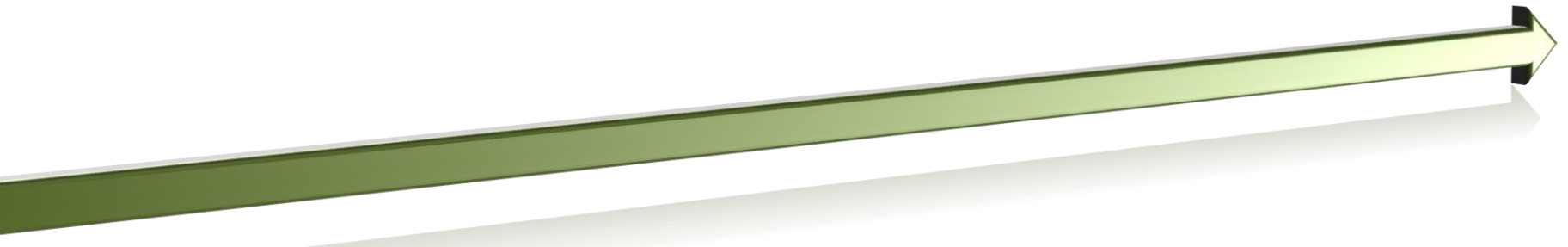
Progress with the Big Data / Data Science Businesses

- | | |
|---------------|--|
| Jun. 18, 2013 | Started collaborative research using big data, with Tokyo University of Science |
| Jul. 24, 2013 | Started offering Google Analytics Premium |
| Sep. 26, 2013 | Started offering big data platform service “4D Pocket” |
| Oct. 28, 2013 | Started offering the full lines of Adobe Marketing Cloud for the first time in Japan |
| Feb. 7, 2014 | Students of the introductory web analytics certified course exceeded 6,000 |
| Feb. 28, 2014 | Signed Google Cloud Platform service partner agreement |



Progress with the Growth Strategy

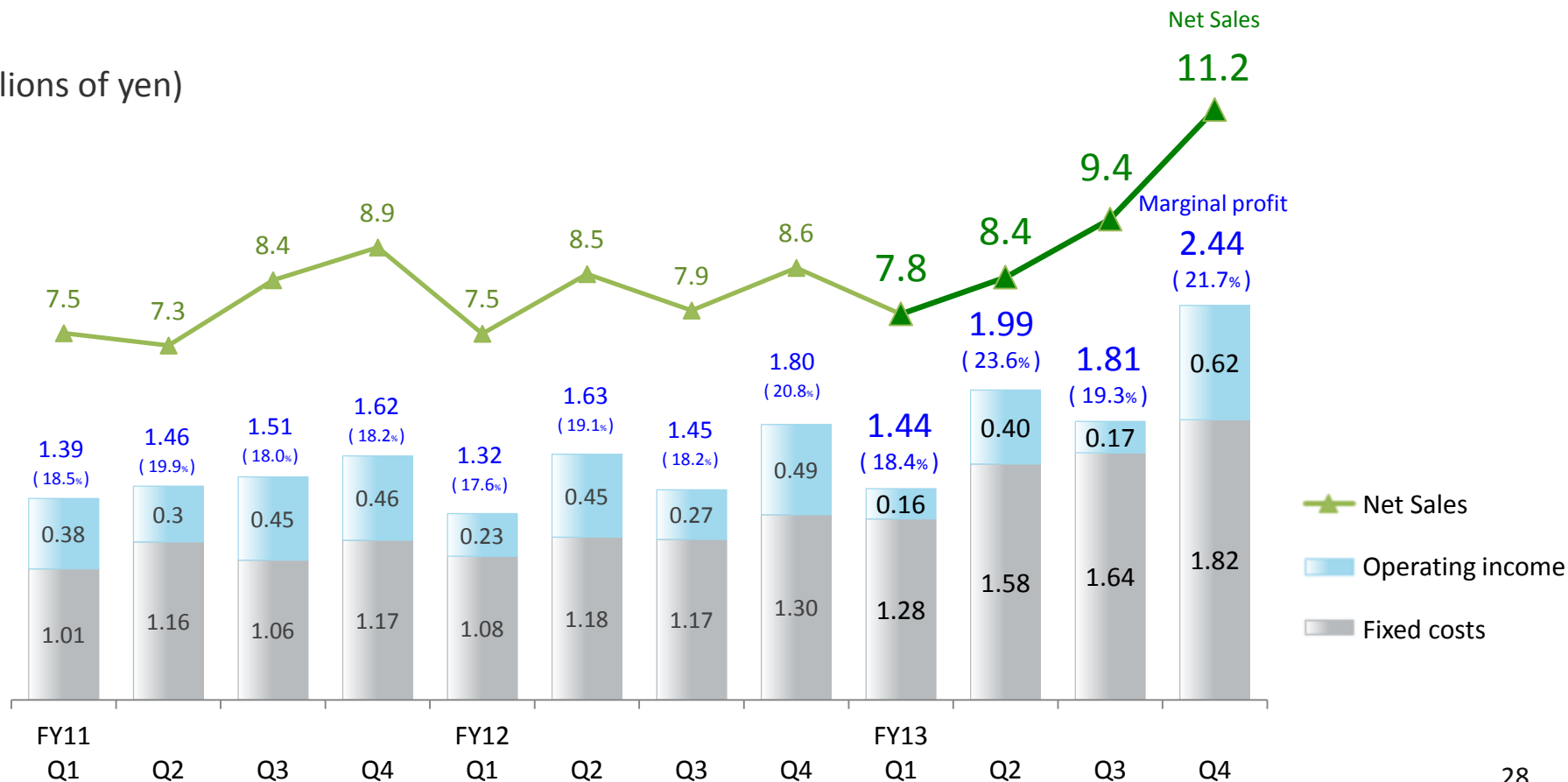
| | |
|---------------|---|
| Jun. 11, 2013 | Fontworks Inc. became a subsidiary |
| Jun. 18, 2013 | Kan Corporation became a subsidiary |
| Dec. 3, 2013 | Established Fukuoka Development Center (nearshore development center) |
| Feb. 17, 2014 | Head office moved to Shinjuku Eastside Square |
| Mar. 20, 2014 | Plan to recruit about 100 people again in FY2014 |
| Mar. 26, 2014 | Cybertrust Japan Co., Ltd. became a subsidiary |



Earnings Forecast

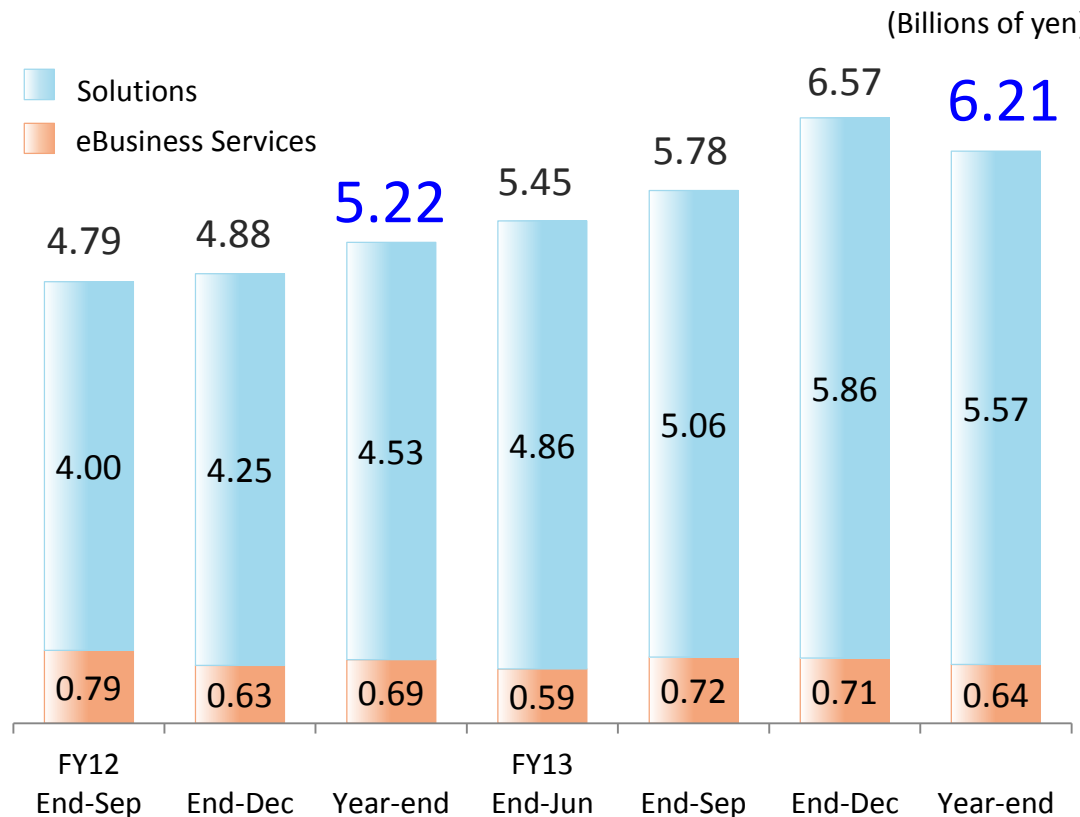
Reference Index for Earnings Forecast (1) – quarterly results

(Billions of yen)



Reference Index for Earnings Forecast (2) – order backlog

* SoftBank Technology parent basis



Order backlog increased about 1.0 billion yen year on year to 6.2 billion yen

Orders for the system integration business and Microsoft solutions increased

FY2014 Earnings Forecast

| (Millions of yen) | FY2013 Results | FY2014 Forecast | Amount of change | Ratio of change |
|-------------------|---------------------------|----------------------------|---------------------|--------------------|
| Net Sales | 36,951 | 40,000 | + 3,048 | + 8.3% |
| Operating income | 1,370 | 1,700 | + 329 | + 24.1% |
| Ordinary income | 1,363 | 1,700 | + 336 | + 24.7% |
| Net income | 636 | 1,000 | + 363 | + 57.2% |



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