

Fiscal Year Ended March 31, 2022(FY2021)

Results of Operations

April 27, 2022

SB Technology Corp.

Security Code : 4726

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Effective April 4, 2022 (the date of transition),
We became a prime market listed company.

Strengthening Governance

- Expand the ratio of outside directors
to a majority
(Scheduled for resolutions at the June20 general
meeting of shareowner)

Promoting Sustainability

- Identify Materiality
- Enhancement of associated ESG
data disclosure



Information Revolution - Happiness for everyone - Technologies Design the Future -

The SBT Group aims to realize a sustainable society.
We will work to solve various social issues through our business and corporate activities.

Basic Policy



By creating innovation through the provision of ICT services, We will contribute to the creation of value for our customers.



To the reduction of greenhouse gas emissions in response to climate change Improving energy efficiency and reducing the use of water and other resources Efforts will be made for efficiency and biodiversity



Do not forget the challenge of growth to meet shareholder expectations, We will disclose transparent and fair information.



Fostering the next generation and enhancing information security, Through disaster countermeasures and reconstruction assistance, Contribute to the realization of a rich information-oriented society



Employees' fulfillment, pride, and individuality are utilized, Equal and diverse, regardless of gender, age, nationality, etc. We will make the environment rich and challenging.



We comply with international norms, laws and regulations, Conduct honest business activities.



Prevent all forms of corruption, including corruption and bribery, Build fair business relationships with business partners.



Identifying Materiality Issues

Using the cloud,
Contributions to
global environment



Contribute to the reduction of greenhouse gas emissions by promoting the use of cloud computing through data centers with high electrical efficiency.

Of the "food" that is the foundation
To ensure safety,
Contributing through Technologies



Through the support of the Ministry of Agriculture, Forestry and Fisheries for digitalization and original services for producers, we will make direct and indirect contributions to Japan's agriculture from a national viewpoint/producer's viewpoint.

With advanced technologies,
To facilitating accessibility
Promoting the use of data



We will use cutting-edge technologies such as IoT and AI to promote DX and contribute to our core business through the use of data by our customers

Lifestyles of society
Contributing to
diversification



Contribute to the practice of flexible working styles that fit diversified lifestyles by utilizing the power of technology.

Of advanced security
technology
Continuous reinforcement



We will continue to provide comprehensive security services to companies and local governments, such as operational monitoring, from support for introducing security, which is a countermeasure to the threat of increasingly complex cyber attacks.

Drive growth
Expansion of human capital
And establishment of a
framework for business creation



We believe that human resources are the source of the added value of our business, and we will actively recruit human resources and invest in education with the aim of fostering an organizational culture of a challenging environment.

Financial Results

SB Technology

**Financial
Results**

Achieved record highs in all indicators such as sales * and operating income

To an extraordinary gain from the sale of investment securities in net income, Extraordinary losses for structural reforms for the next fiscal year and beyond are recorded.

**Orders
Received**

As in the previous fiscal year, we also received orders for large-scale public works projects at the end of the fiscal year.

Record-high orders and order backlog in Q4 to the 4th Mid-Term Management Plan

**4th Medium-
Term
Management
Plan**

Operating income to 8 billion in the final year of the Fourth Medium-Term Management Plan

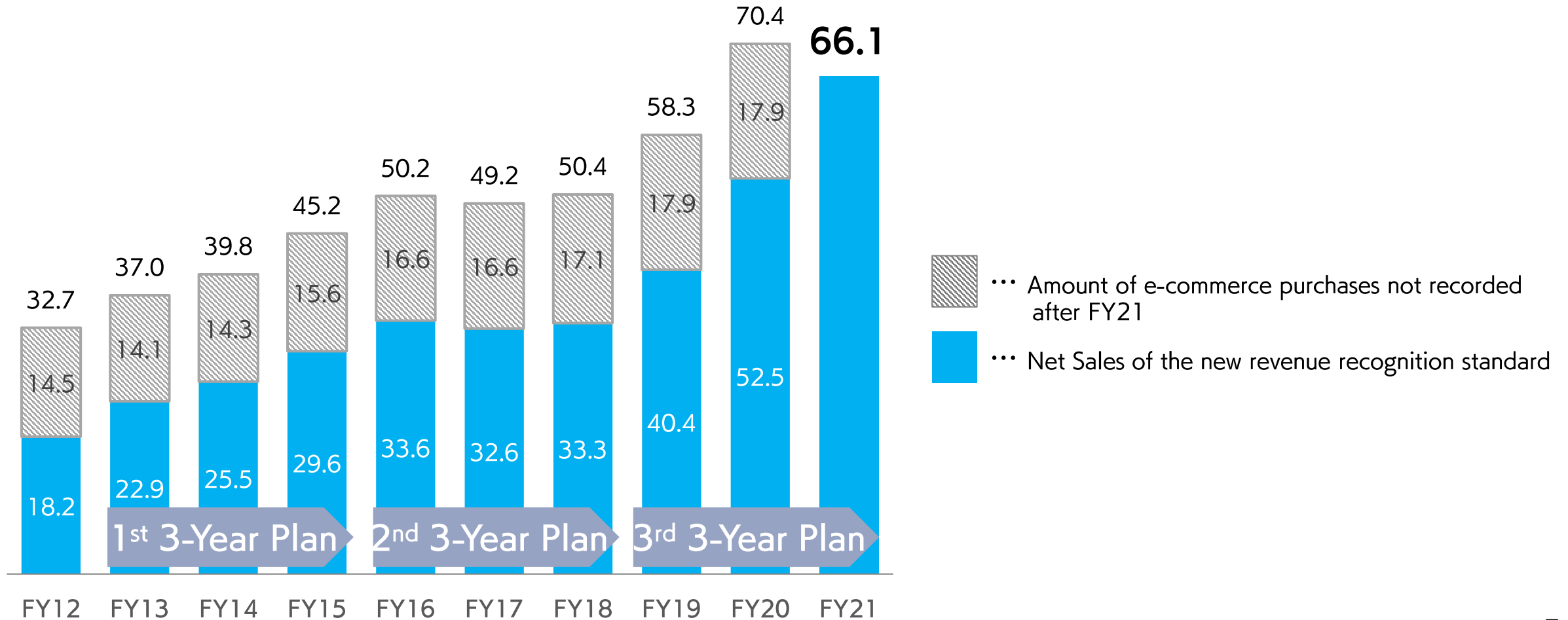
Building a foundation for an operating margin of 10 billion

* Net Sales of the new revenue recognition standard

Premise for this briefing material

The Company has adopted the "Accounting Standard for Revenue Recognition" (the new revenue recognition standard) from FY21Q1. The performance statistics for periods prior to FY20 in this presentation are unaudited reference figures that present EC solution sales (the main area affected) in net amounts.

Net Sales under the new and old standards



(Billions of Yen)

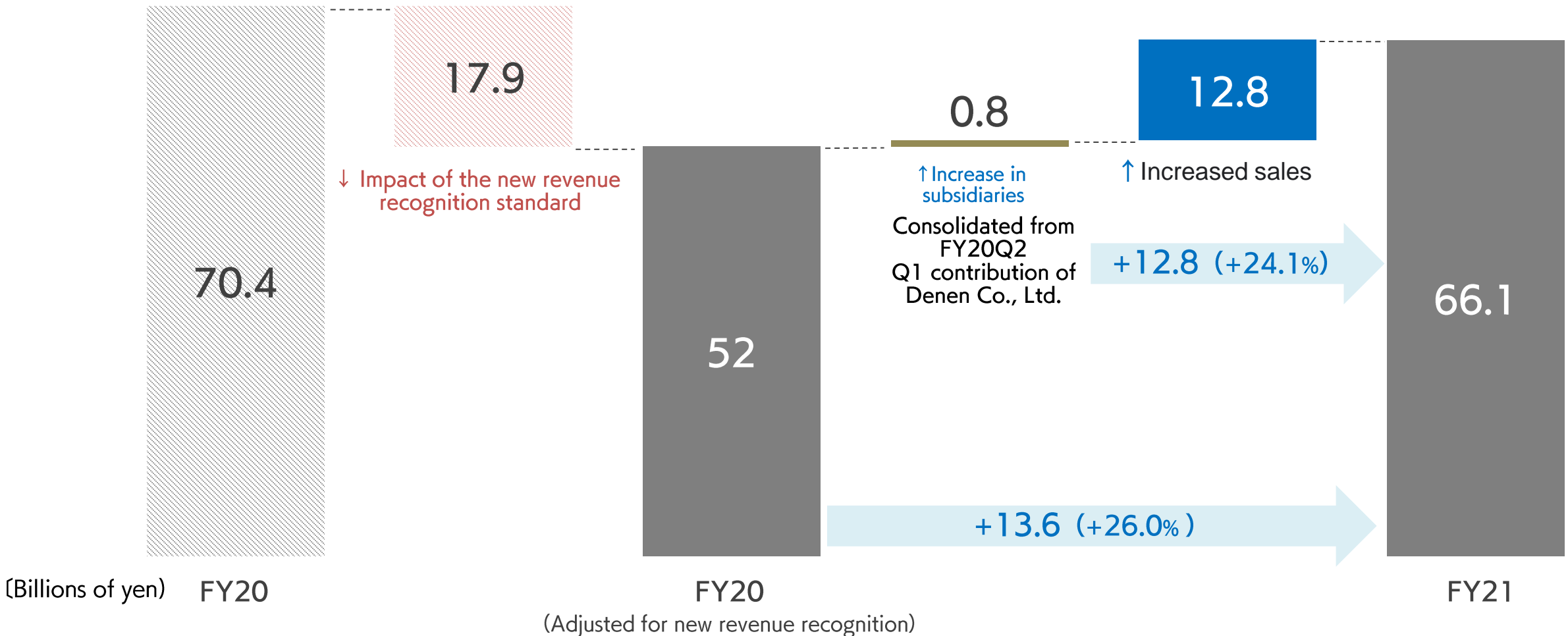
Consolidated P/L (Full year cumulative)

| FY2021

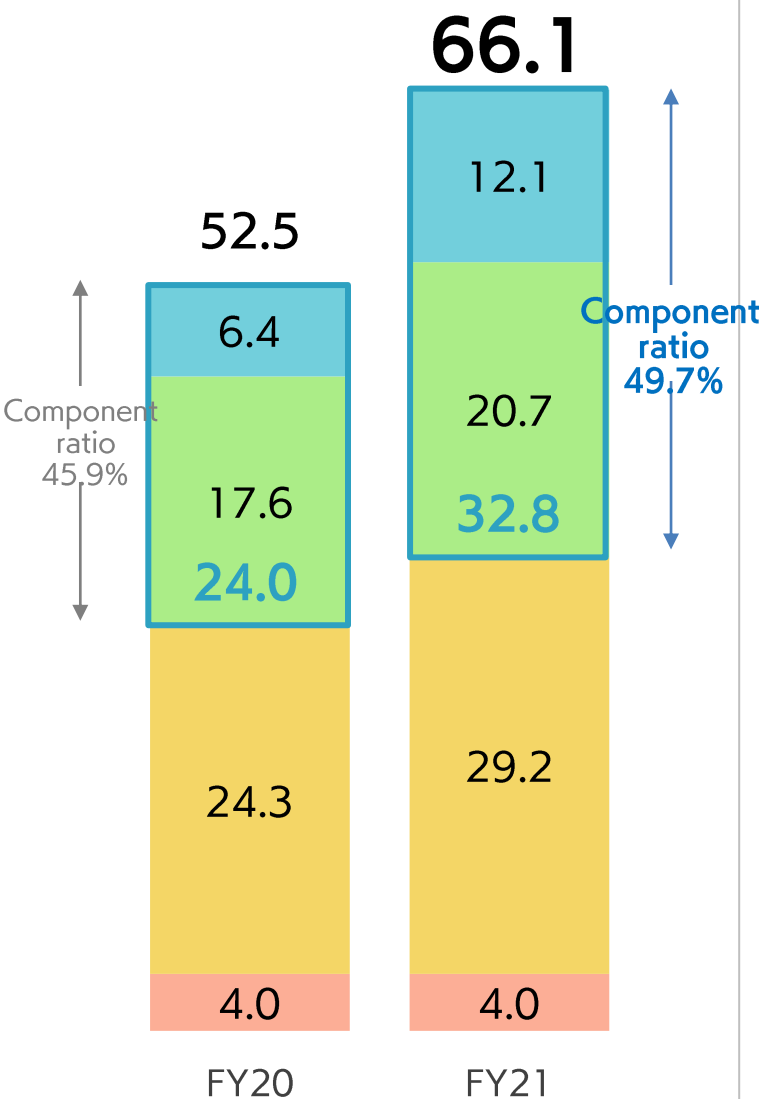
- Although there was an incident response, the company's DX and digital governance projects were tailwind.
- Achieved record-high sales and operating profit, and operating profit margin is improving YoY

[Millions of yen] (Profit margin)	FY21	FY20	Change	Change %	Forecast '22/1/27 corrected
Net sales	Record High 66,183	52,533	+13,649	+26.0%	65,000
		New Revenue Recognition Before adjustment 70,451	▲4,267	▲6.1%	
Operating income	Record High 5,152 (7.8%)	3,855 (7.3%)	+1,297	+33.7%	5,000 (7.7%)
Ordinary income	Record High 5,133 (7.8%)	3,981 (7.6%)	+1,152	+28.9%	5,000 (7.7%)
Before income taxes	Record High 5,633	3,880	+1,752	+45.2%	—
Net profit	(8.5%)	(7.4%)			
Profit attributable to owners of parent	Record High 3,630	2,428	+1,202	+49.5%	3,000
Net profit	(5.5%)	(4.6%)			(4.6%)

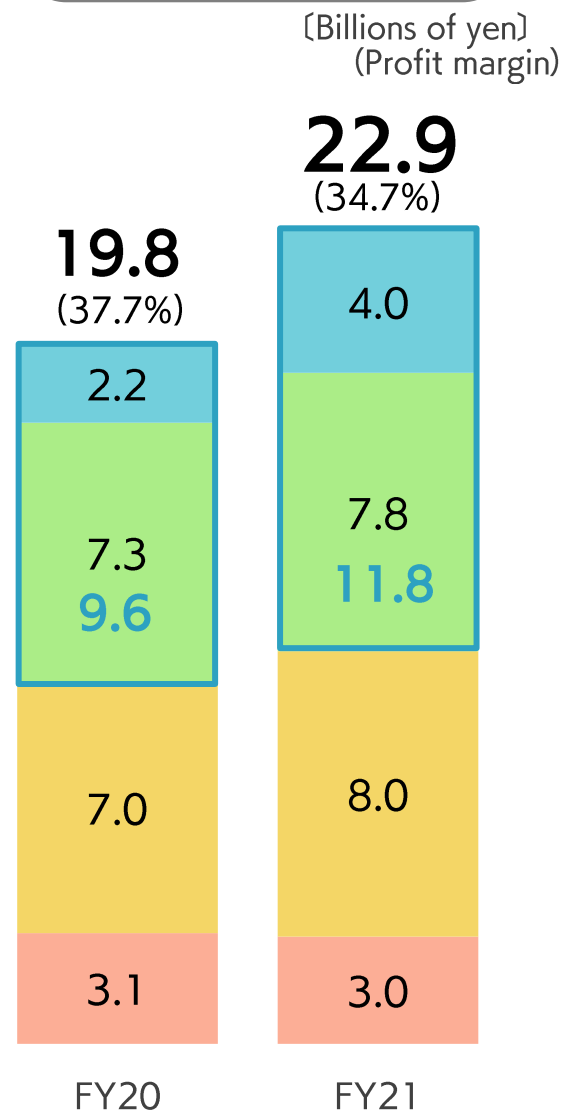
- Revenues increased by 13.6 billion (+26.0%) year-on-year mainly due to projects for government agencies such as the Ministry of Agriculture and Fisheries and SoftBank Corp.
- Excluding the impact of the increase in consolidated subsidiaries from Q2 of the previous fiscal year, sales increased by 12.8 billion (+ 24.1%)



Net sales



Marginal income



Business IT (BIT) : Increase in both sales and profits

- 1.9 times higher sales due to expansion of projects related to the Ministry of Agriculture and Transport
- Reserves were made for digital map projects, but profits increased by suppressing the operating costs of the electronic application platform for the Ministry of Agriculture, Forestry and Fisheries.

Corporate IT (CIT) : Increase in both sales and profits

- Steady progress in cloud adoption by group and corporate customers
- Order received in the next-generation local government data SC*10 prefecture, and began construction and migration

Technical (TS) : Increase in both sales and profits

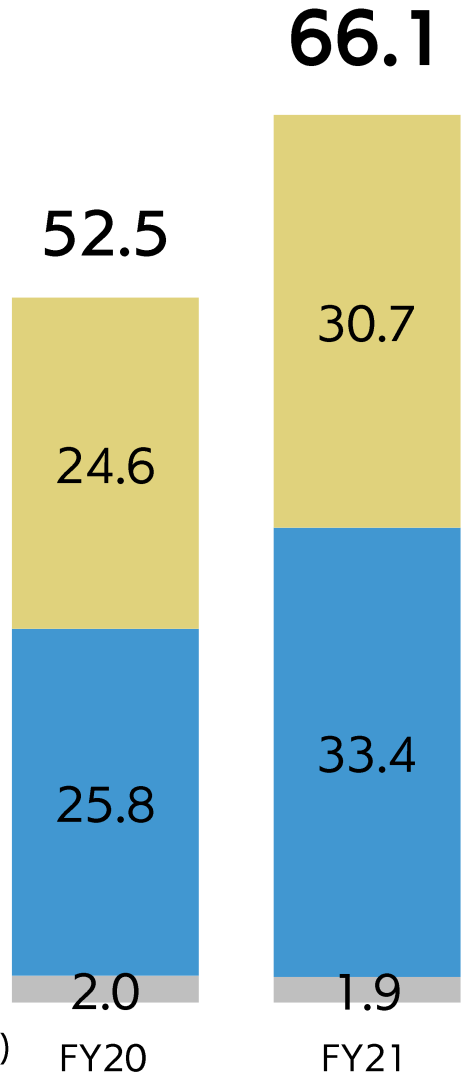
- As a strategic Sler, the number of system development and operation projects for SoftBank Corp. has increased, and the expansion of the area has been completed.

EC : Flat

- Generally steady

*Abbreviation for security cloud

By customer type

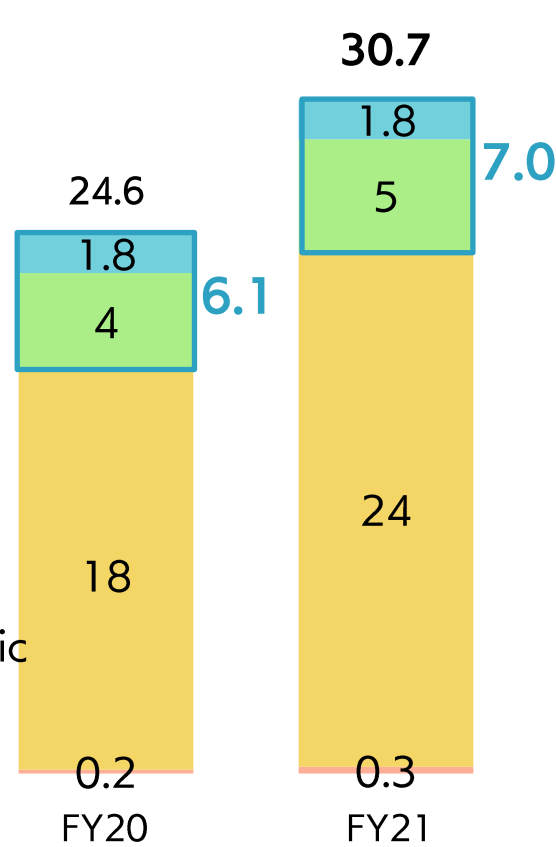


Details

Customer type × Solution category

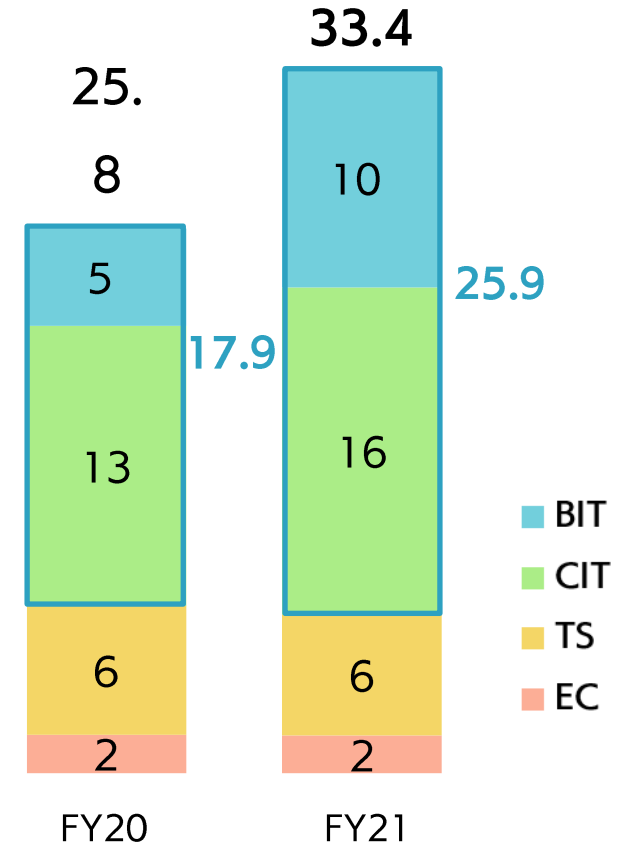
SoftbankGroup Each company

CIT : Cloud-related development increases
 TS : SOFTBANK CORP. Significant increase in sales due to expansion of the scope of projects



Enterprises / Public

BIT : Increased sales due to electronic application and digital map projects by the Ministry of Agriculture, Forestry and Fisheries
 Sales to the manufacturing industry also increased about 1.4 times from the previous quarter
 CIT : Cloud development and security projects are increasing
 The next municipal information SC is also in the construction phase

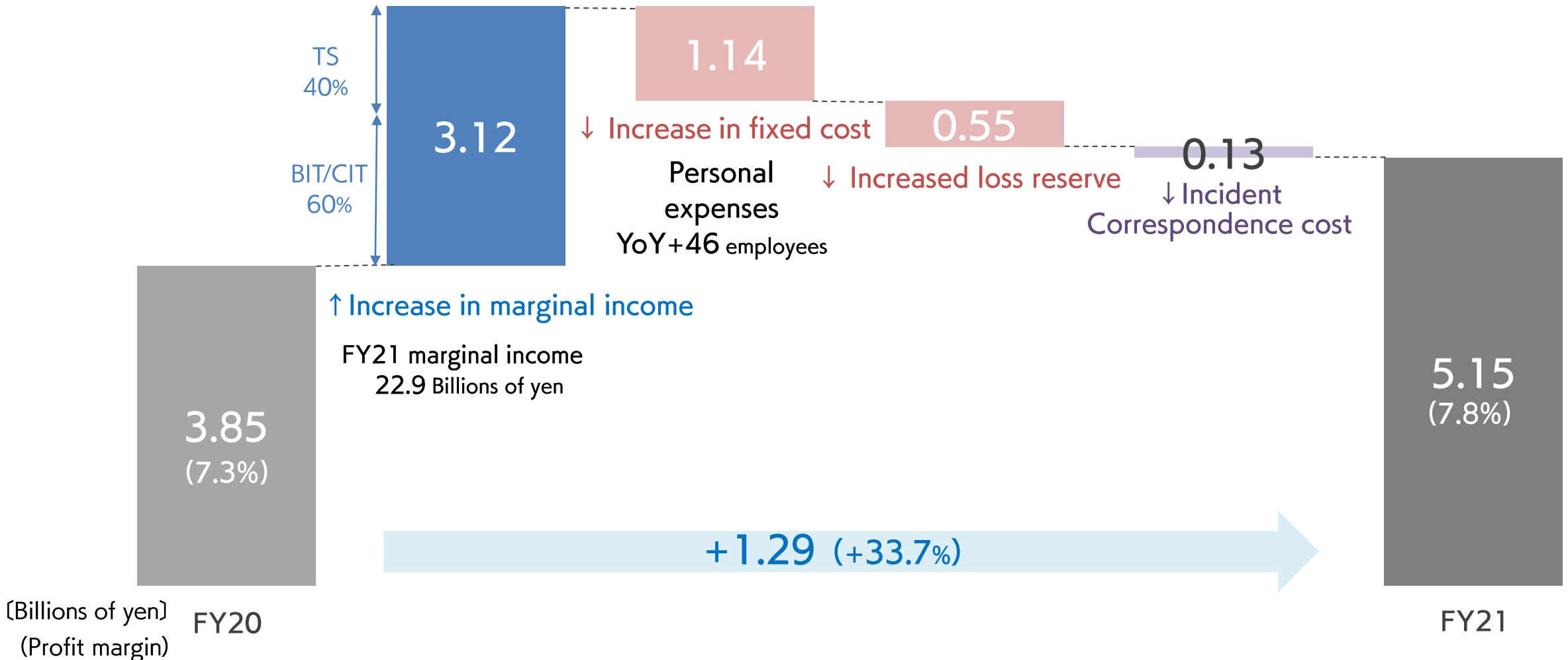


• The solution category for individual customers is All EC

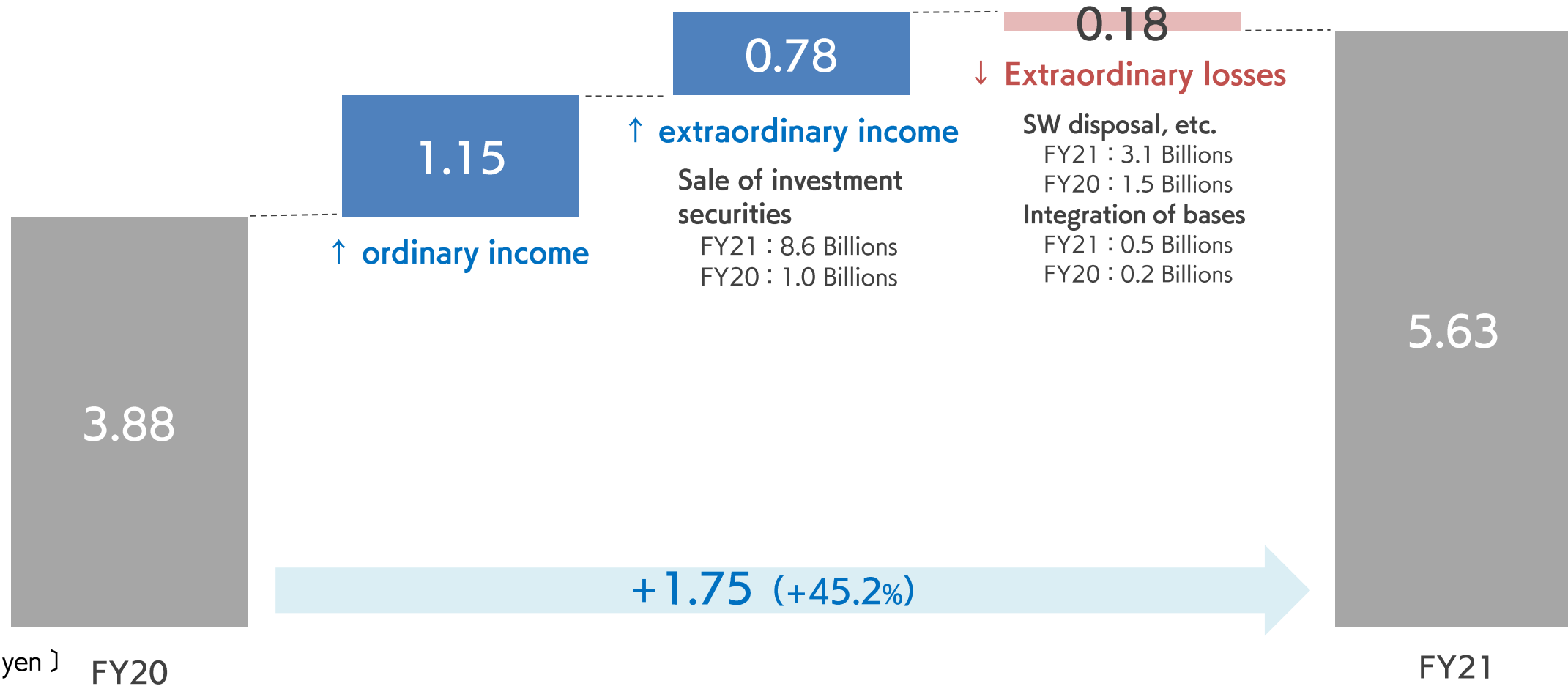
Factors that increase or decrease operating income

| FY2021

- Costs for responding to incidents that occurred in March and provisions for large-scale projects increased
- Although fixed costs increased due to personnel costs and increased hiring, operating income increased by 1.29 billion (+33.7%)



- Extraordinary income recorded due to sale of investment securities
- Expenses related to the disposal of SW and the integration of bases for structural reforms in preparation for the Fourth Medium-Term Management Plan were recorded as extraordinary losses.



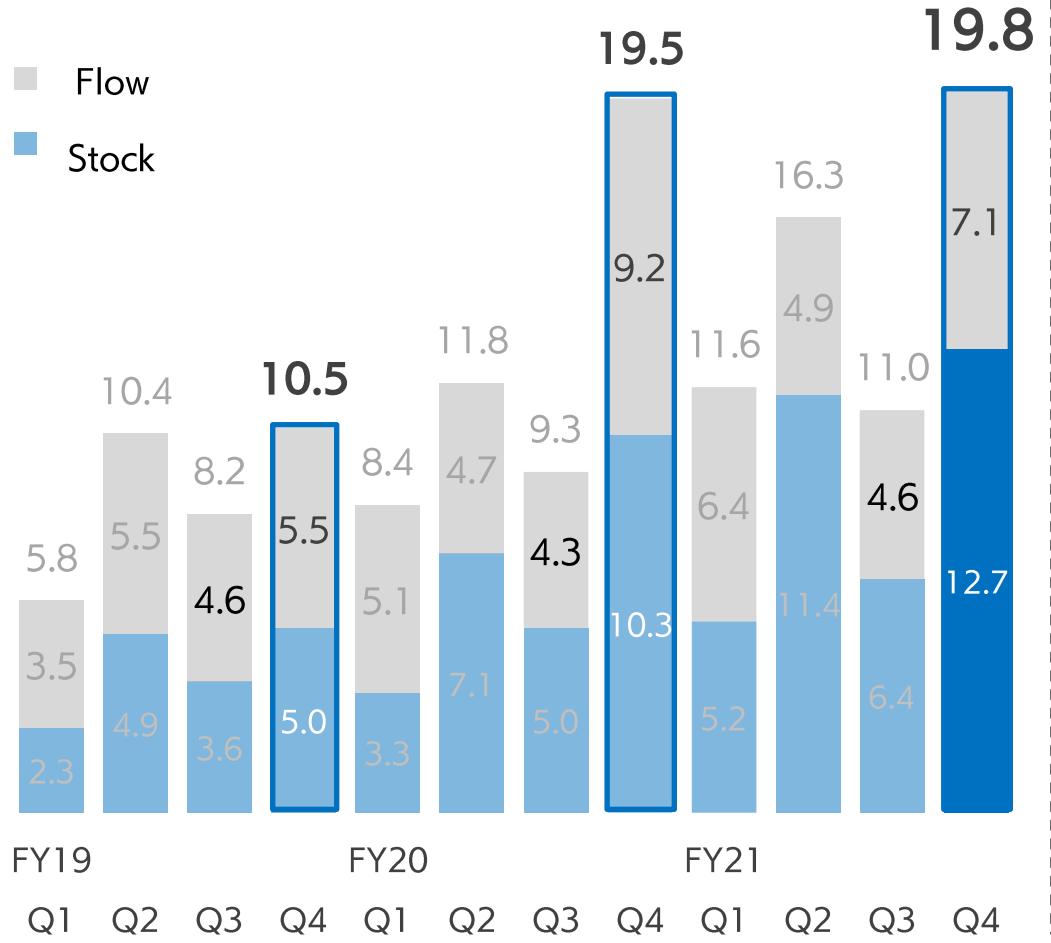
[Non-Consolidated] Orders Received/Order Backlog (Except EC solution) | FY2021

(Billions of yen)

Changes in orders received

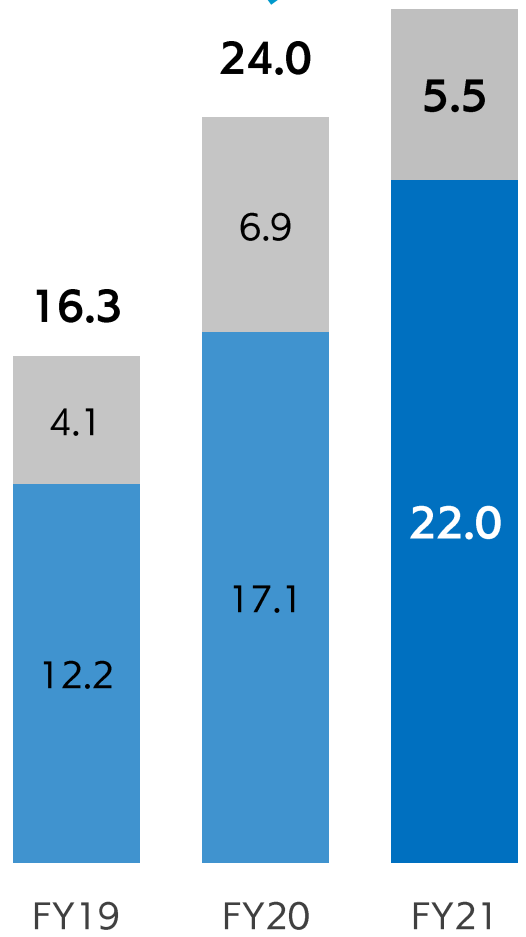


Flow
Stock



Order Backlog

14.7% UP → 27.6



Single order balance (YoY basis) **9.6** Billions Yen UP

Q4/Q4/Main orders

- Digital maps and nationwide agricultural land navigation systems, which received orders in the previous fiscal year, are going to the operation phase.
- SoftBank Corp. and the Ministry of Health, Labor and Welfare site Additional orders received for operation projects
- For about 70% of the order backlog at the end of FY21 FY22 sales schedule

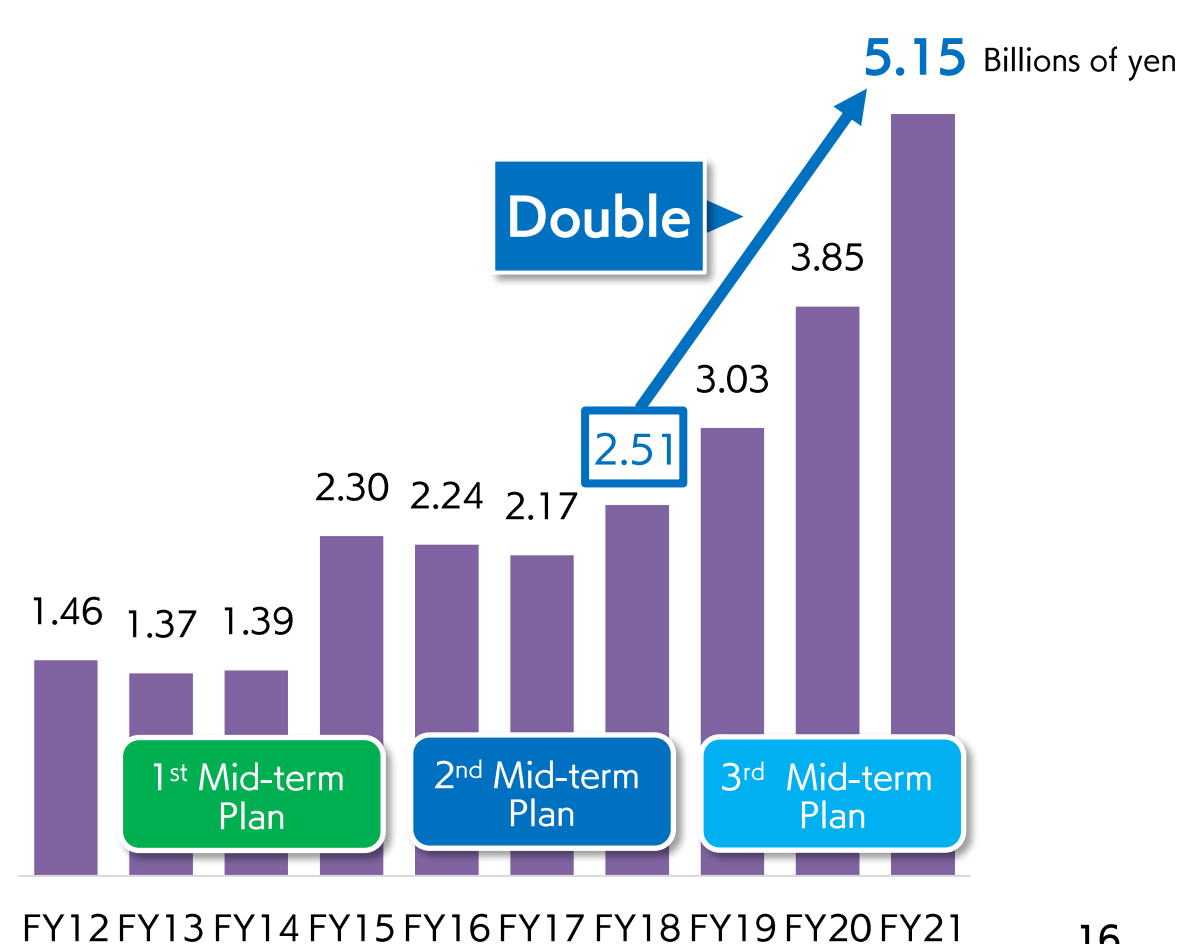
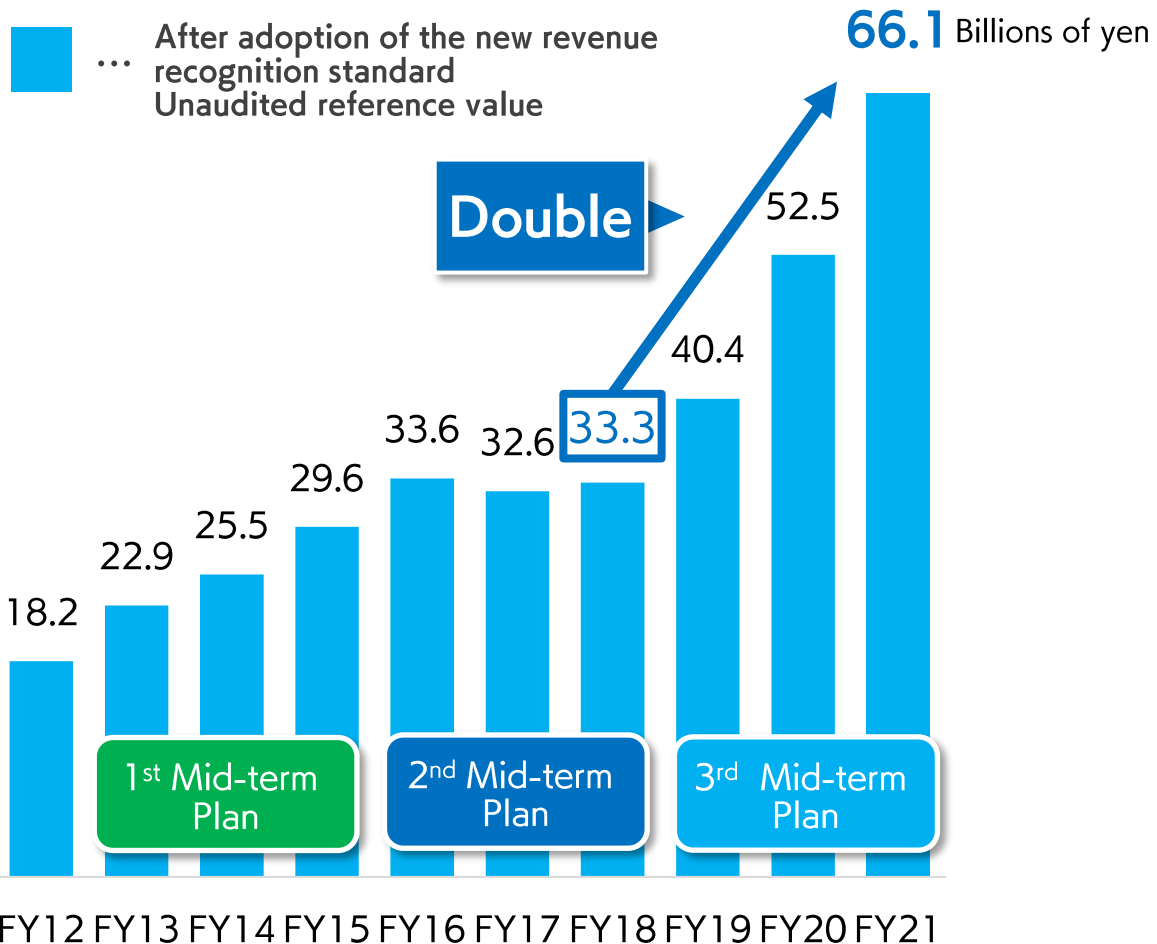
4th Medium-Term Management Plan

— SB Technology

Rapid growth in both sales and operating income approximately doubled
 Significant achievement of operating income 4.3 billion, the most important management indicator

Net sales

Operating income



In four areas to assist companies in making DXs Promoting the use of services and platforms

Communication infrastructure




Gathering, accumulation, and utilization of data



Digital marketing



Security

- Managed Security Service (MSS)
- iTrust (Authentication service) 



Promoting Sustainability Activities Based on Materiality

Full support for DX conversion by staying close to customers
to strengthen the competitiveness of Japanese companies

Consulting

Implementation

Managed
Service

Data utilization support
IT education services

At the top level in the
country
Cloud introduction results



From implementation-
consultation to operation
Comprehensive support

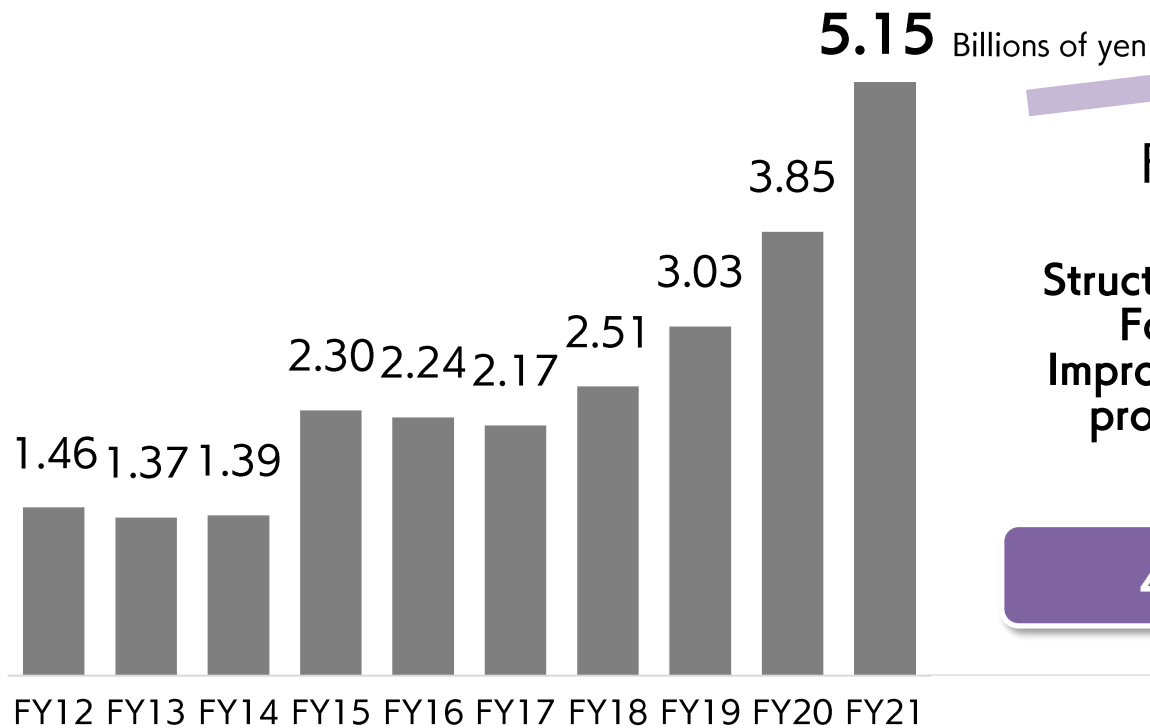


Utilization after implementation,
IT education services for
employees



Promoting Sustainability Activities Based on Materiality

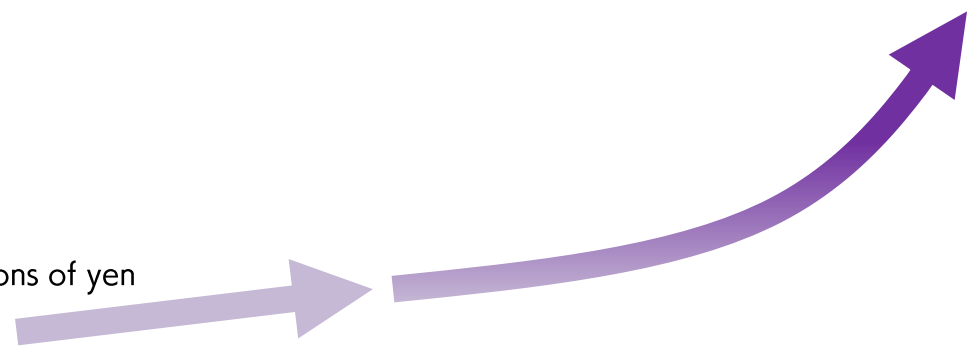
Operating income



1st Mid-term Plan

2nd Mid-term Plan

3rd Mid-term Plan



FY22

Structural reform
Focus on
Improvement of
productivity

~FY24

After structural reform,
With high productivity and
high profit margins
Aim for significant growth

4th Medium-Term Plan

Net sales
100 Billion

Operating income
10 Billion

Operating income ratio
10%

FY25~

1. Operating income JPY 8 billion

2. Operating income 9% range

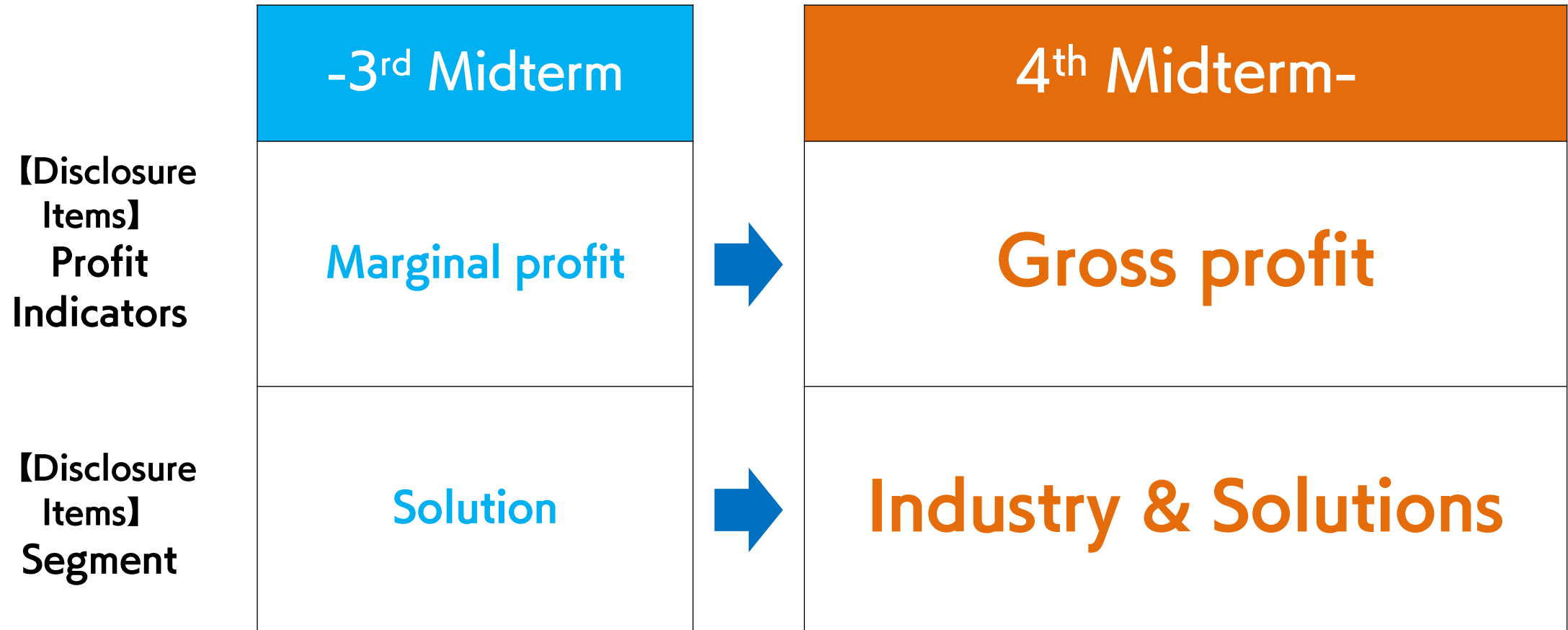
3. Cloud Security & Services*₁

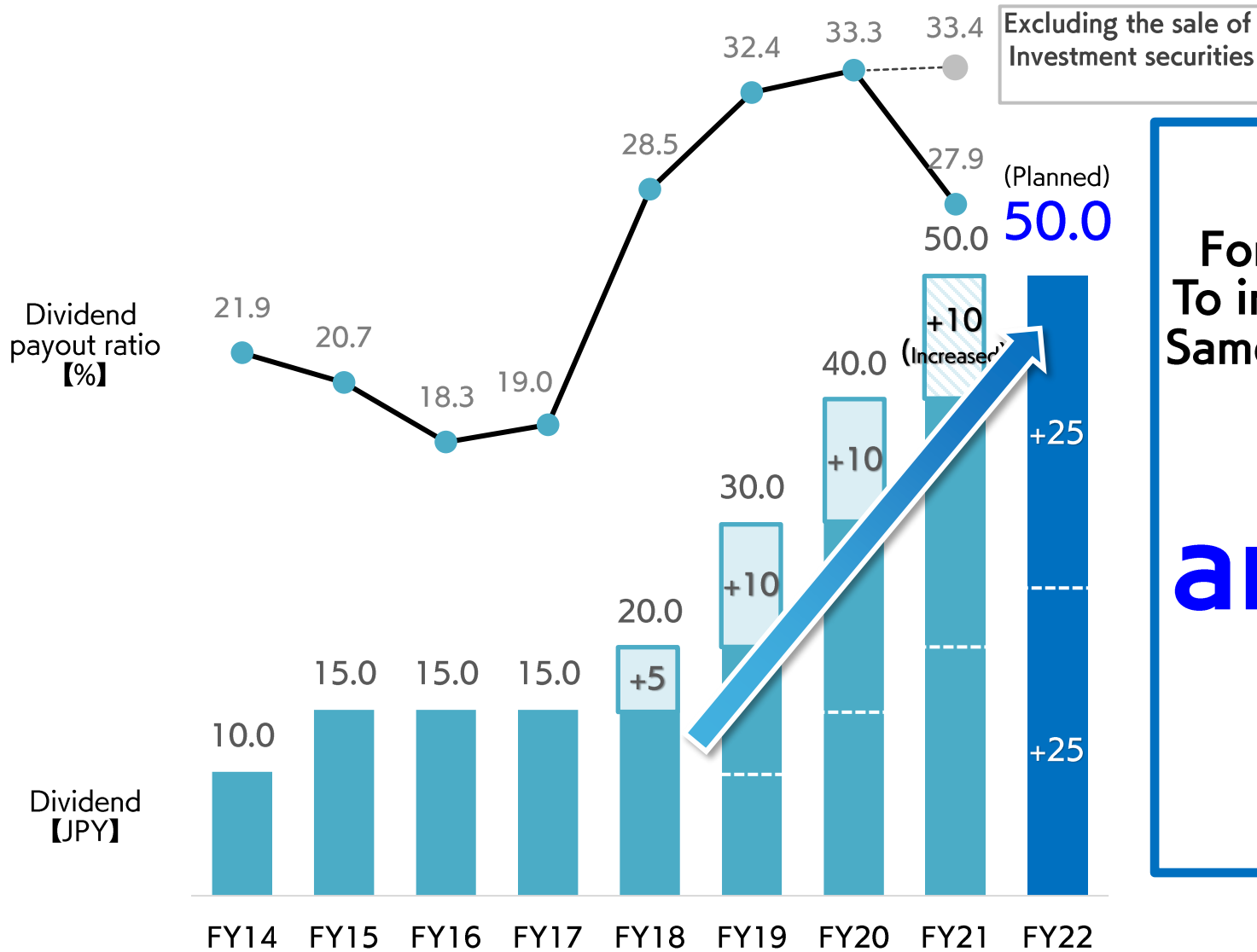
Net sales over 50 billion

※₁ Equivalent to current BIT / CIT (FY21 results: 32.8 billion)

※FY22 earnings forecasts are expected to rise in sales and operating income, but are scheduled to be announced in Q1 results to scrutinize the content of restructuring initiatives

Through changes in disclosure methods,
Policy of making our future prospects easier to understand





In the year ended March 31, 2013,
 For big growth from the next term onward
 To improve productivity and invest in growth
 Same amount as the year ended March 2012

Scheduled
**annual dividend
 of 50 yen**
 (Mid-term 25JPY/Term-end25円)

(※) As of June 1, 2017, we conducted a stock split at a ratio of 2 shares per common stock to adjust the dividend amount.

Information Revolution - Happiness for everyone

- Technologies Design the Future -

 SB Technology