

※ It is translated by AI

 SB Technology

FY2022

The 4th Medium-Term Plan

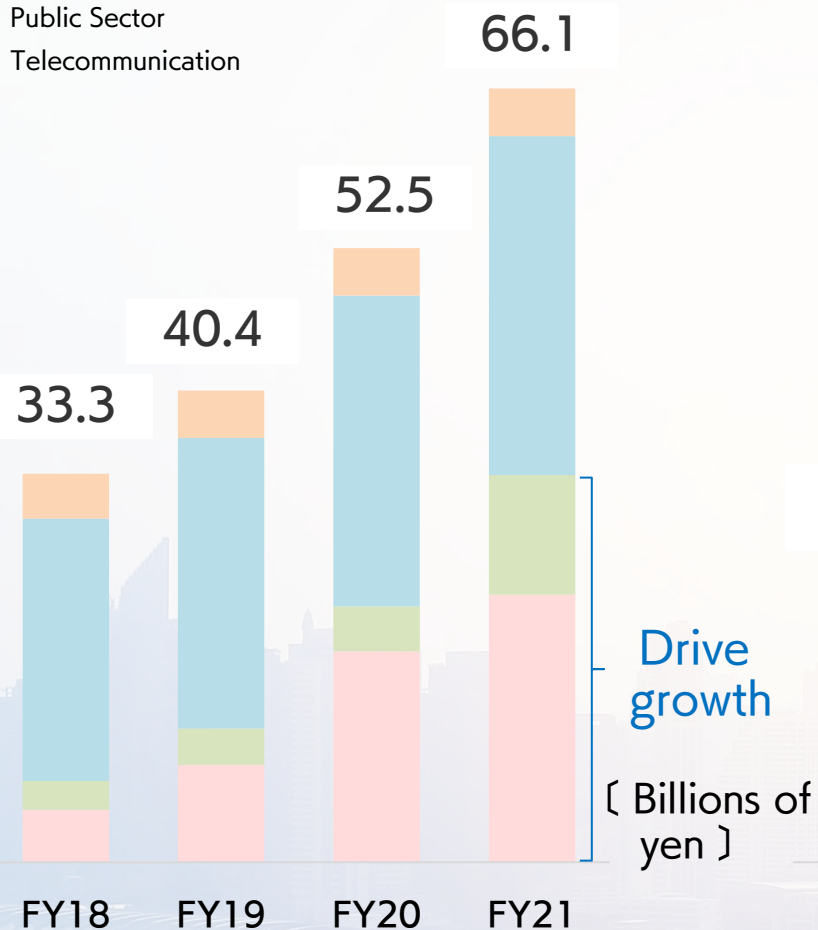
Disclaimer:

This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information.

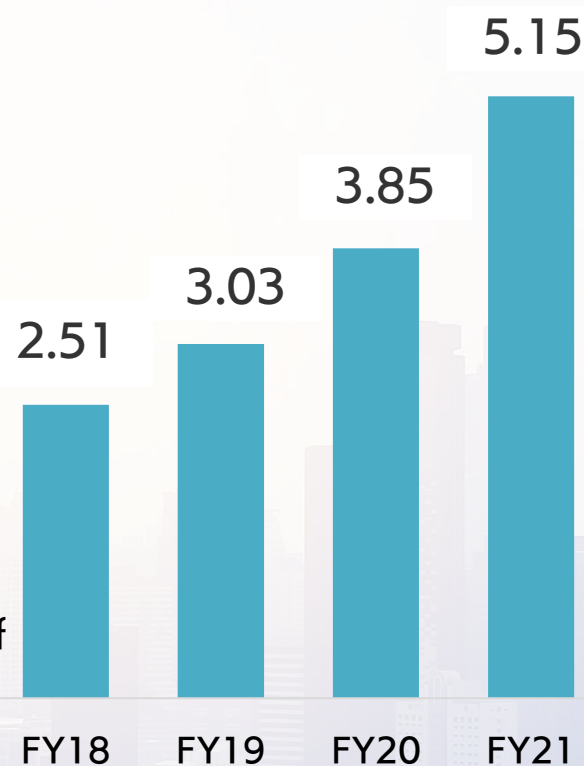
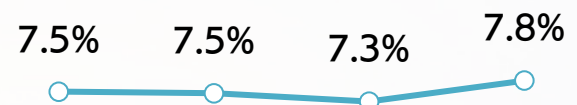
Changes in the Third Medium-Term Management Plan

Net sales by Market*

Consumer
Enterprise
Public Sector
Telecommunication



Operating income/Operating income rate



What we have done

- Expanding Vendor Management Projects and Strengthening Relationships with Partner Companies
- Expanding Public Domain through Collaboration with Partner Companies
- Establishing a New Business Portfolio (Public Business)

What we have gotten

- Increasing the number of partners (800 persons → Over 3,000 persons)
- Low-code and IT education services in platform-type business
- Trading with 417 local governments

Significance of SB Technology

Identity as
an “Individual”



**Using our advanced
technological capabilities
as a weapon**
Focus on Cloud Security

Member of
the SOFTBANK Group



**Colleagues
promoting DX**
Synergies with
group companies

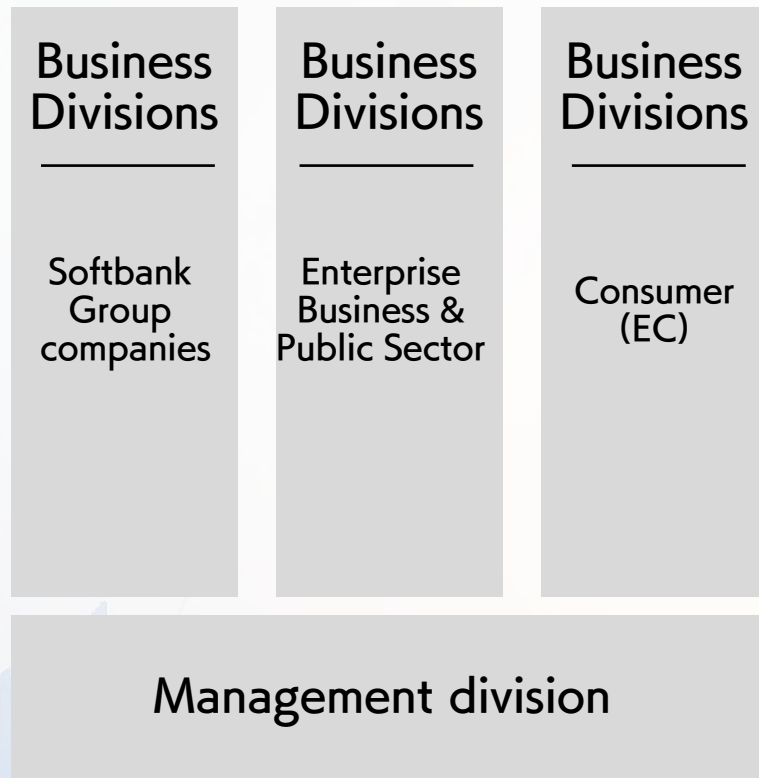
As a responsible member
of society



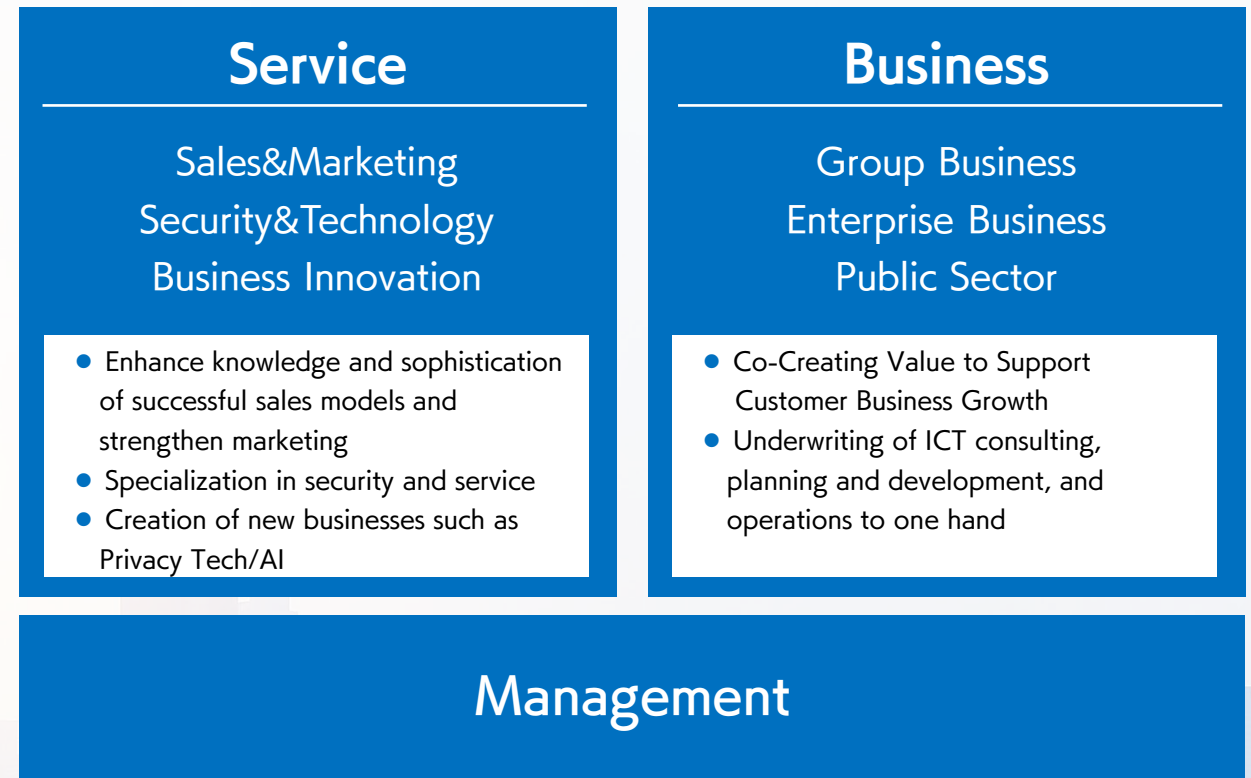
Sustainability
Governance

Change in Organizational Structure

~FY21 Divisional organization



FY22~ New organizational framework



Strengthen contact with customers and services while retaining the advantages of the business division system

The Management Indicators of 4th Medium-Term Management Plan / Key Themes

FY24 Management Indicators

1. Operating income **JPY 8 billion**
2. Operating income **9% range**
3. Cloud Security & Services Net sales over **JPY 50 billion**

Key themes

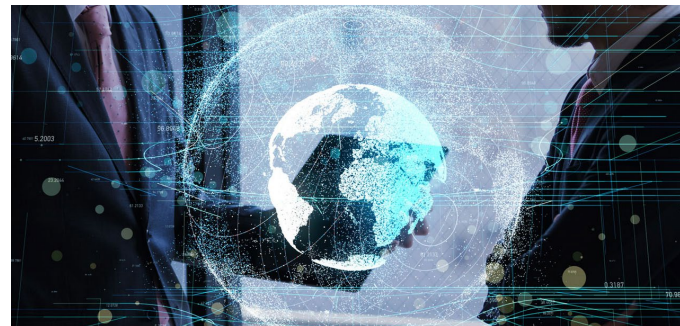
The force of pushing up

Providing security and operation services to support customers' DX



The force of pulling up

Promote co-creation-type DX utilizing data that realizes customer transformation



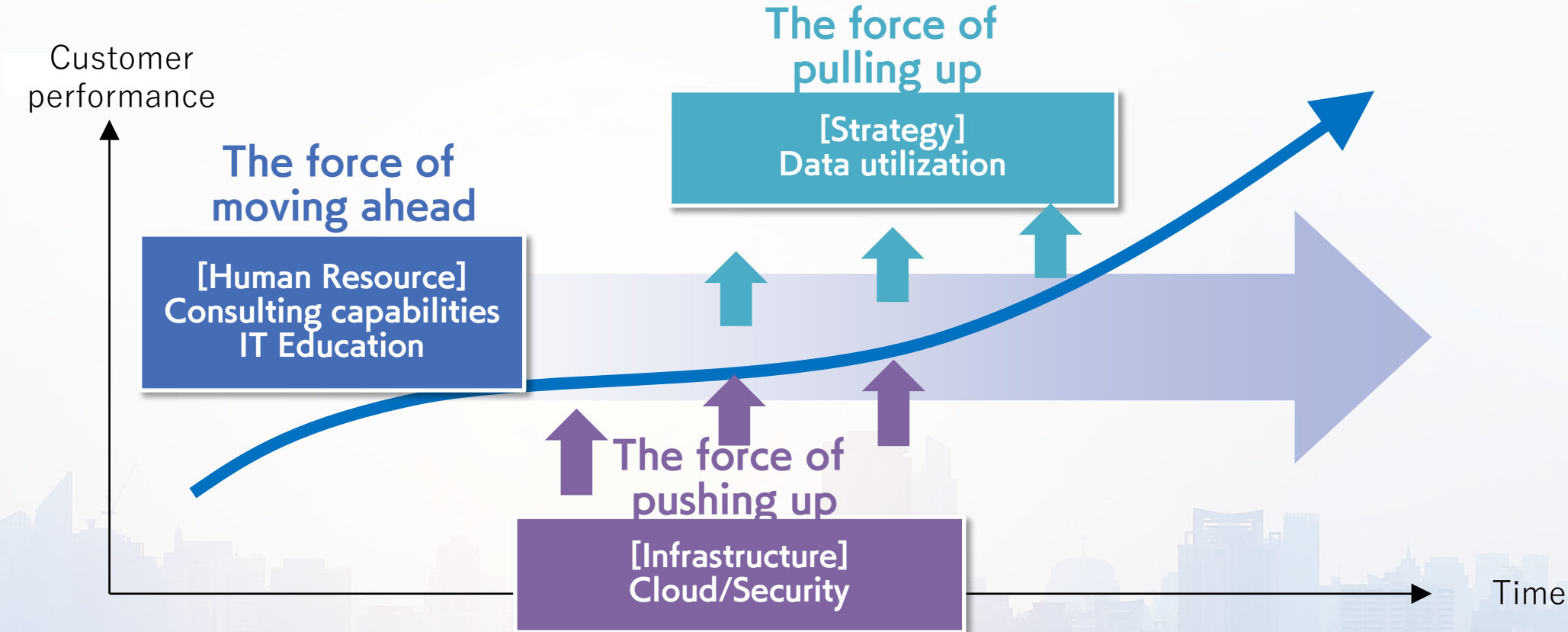
The force of moving ahead

DX Consultation and IT education for the development and creation of DX human resources



DX Promotion of SB Technology

In order to promote DX for customers, it is essential to develop the infrastructure that supports the company and to have personnel who can continue to use data and promote DX.



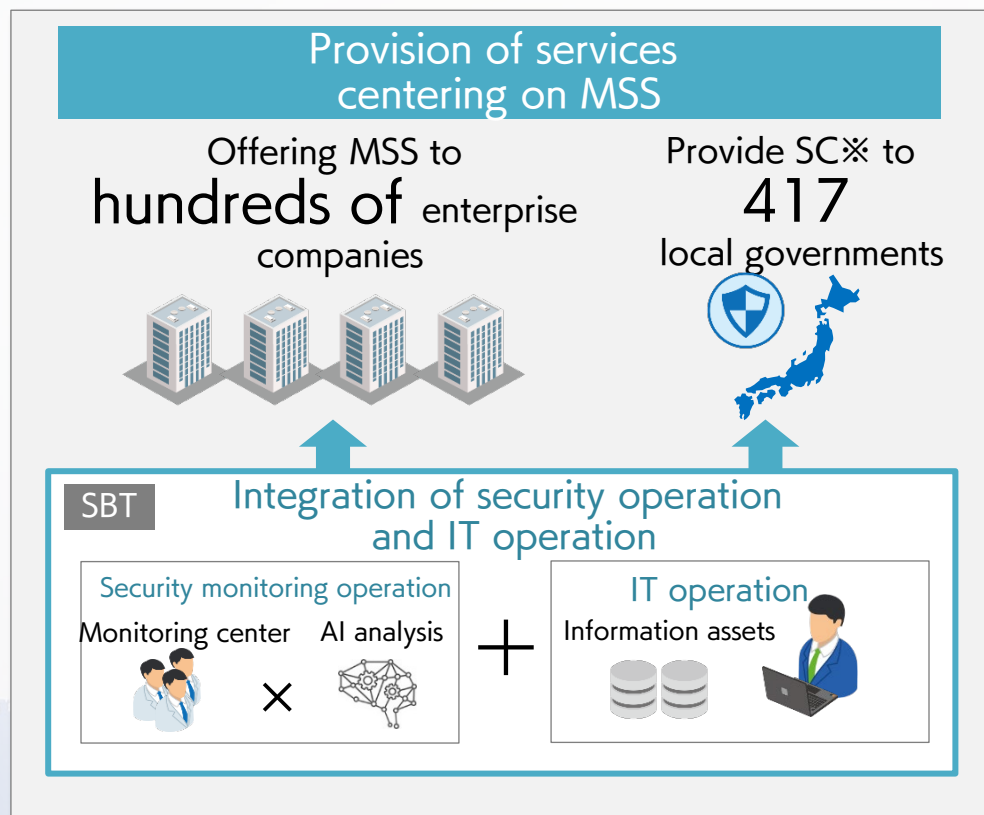
Source: Created by our company based on Kenichi Saito's "Practical Study of Problem Solving"

Stay close to customers to strengthen their competitiveness and fully support DX conversion with three forces

Providing Services That are Secure and Increase Customer Productivity

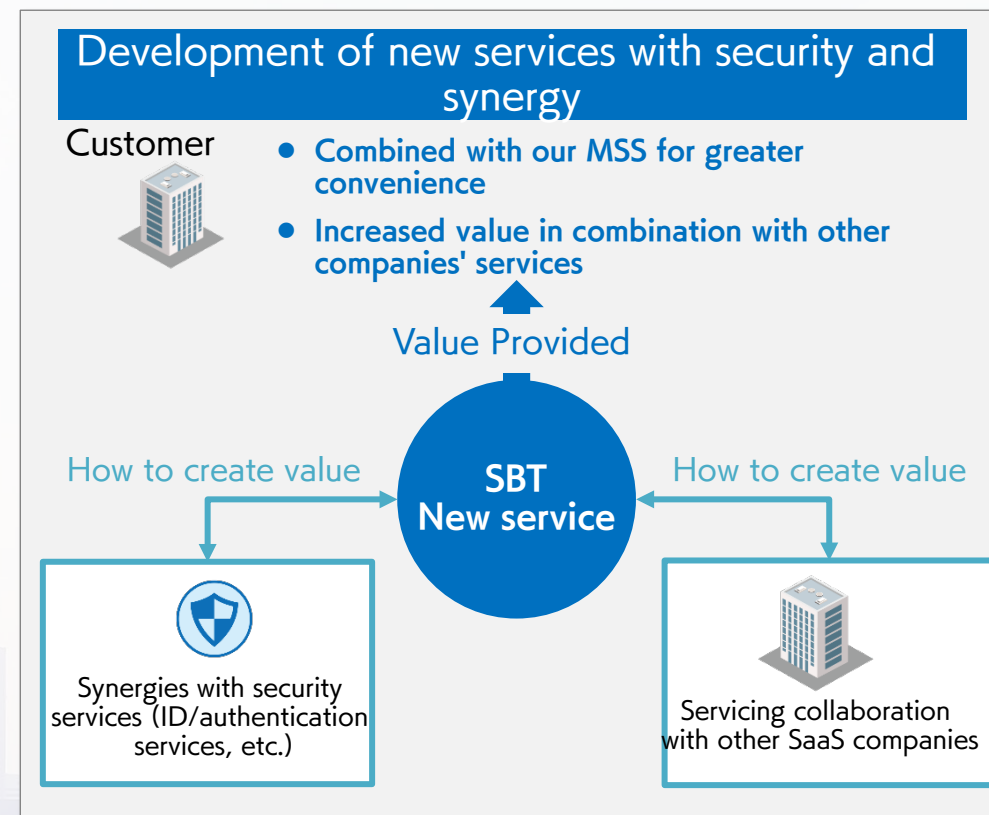
Develop and provide services that push up customers' DX with a focus on security

The force of pushing up



※Acronym for security cloud

+



Building a New Earnings Base by Contributing to Improving Customer Productivity Centered on MSS

Renewal of Security Monitoring Center

Renewal of Security Monitoring Center in July 2022



Background of Renewal

- **Increased demand for security surveillance**
 - Increasing Cyber Attacks aimed at Telework Environments
 - Sophistication/complexity of cyber attacks
- **Shortage of security personnel in the company**

Key Points of Renewal

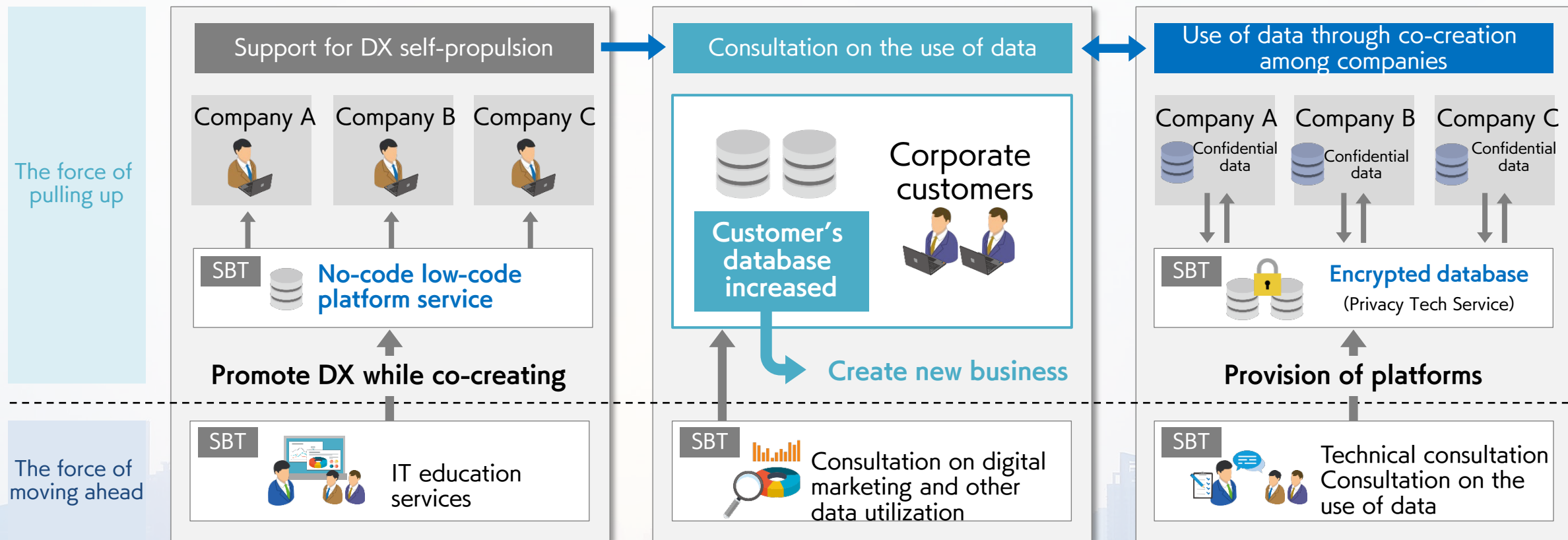
- Expanded the total floor area to twice that of existing facility
- Security Analyzer to 80 persons → size of 150 persons
- Strengthen collaboration with other monitoring bases such as global

Double expansion of monitoring centers in preparation for increased security demand

Promote Co-creation-type DX Utilizing Data that Realizes Customer Transformation Consultation and IT Education for the Development and Creation of DX Human Resources

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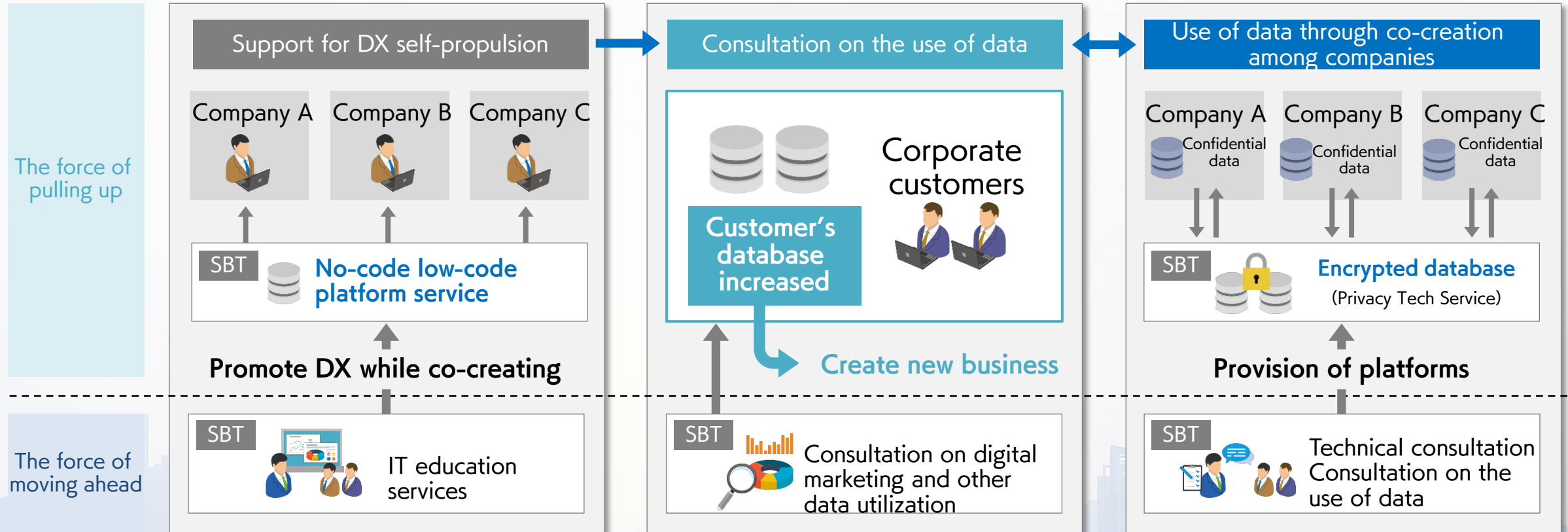
Supporting customers' DX by combining pulling force and driving force



Promotion of DX through consultation and IT education and expansion of data-related business

Promotion of DX with the Force of Pulling Up & Moving Ahead

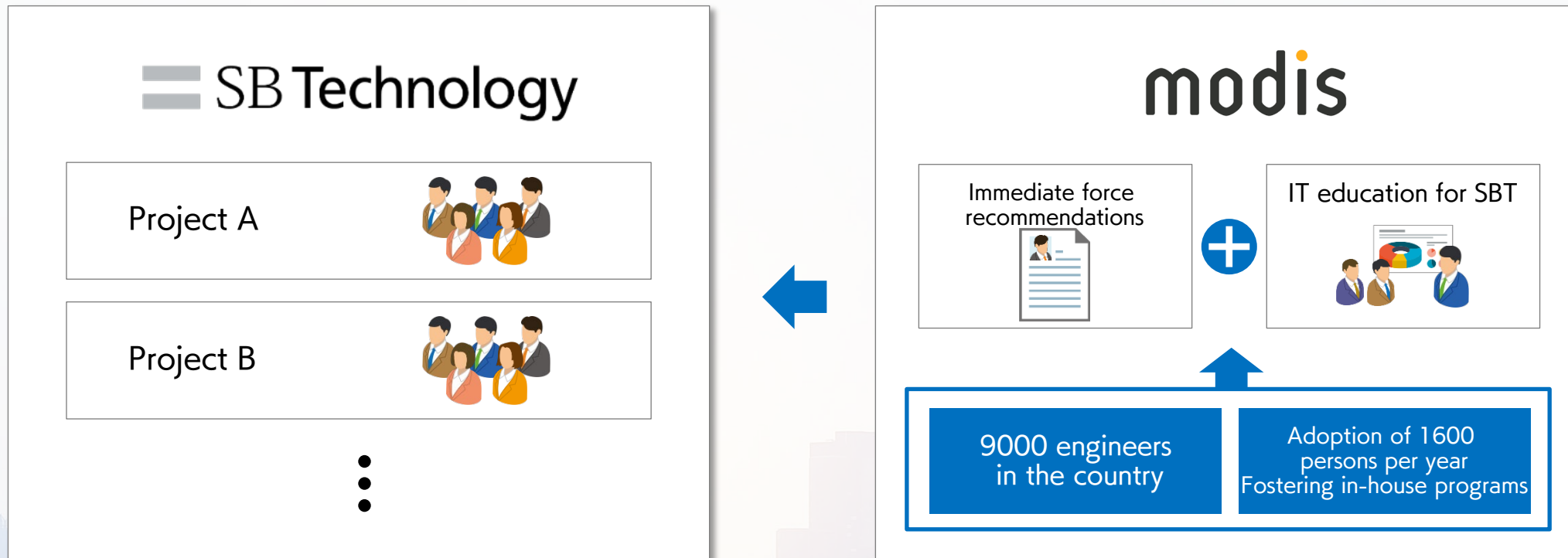
Supporting customers' DX by combining pulling force and driving force



Promotion of DX through consultation and IT education and expansion of data-related business

Business Alliances for Sustainable Growth

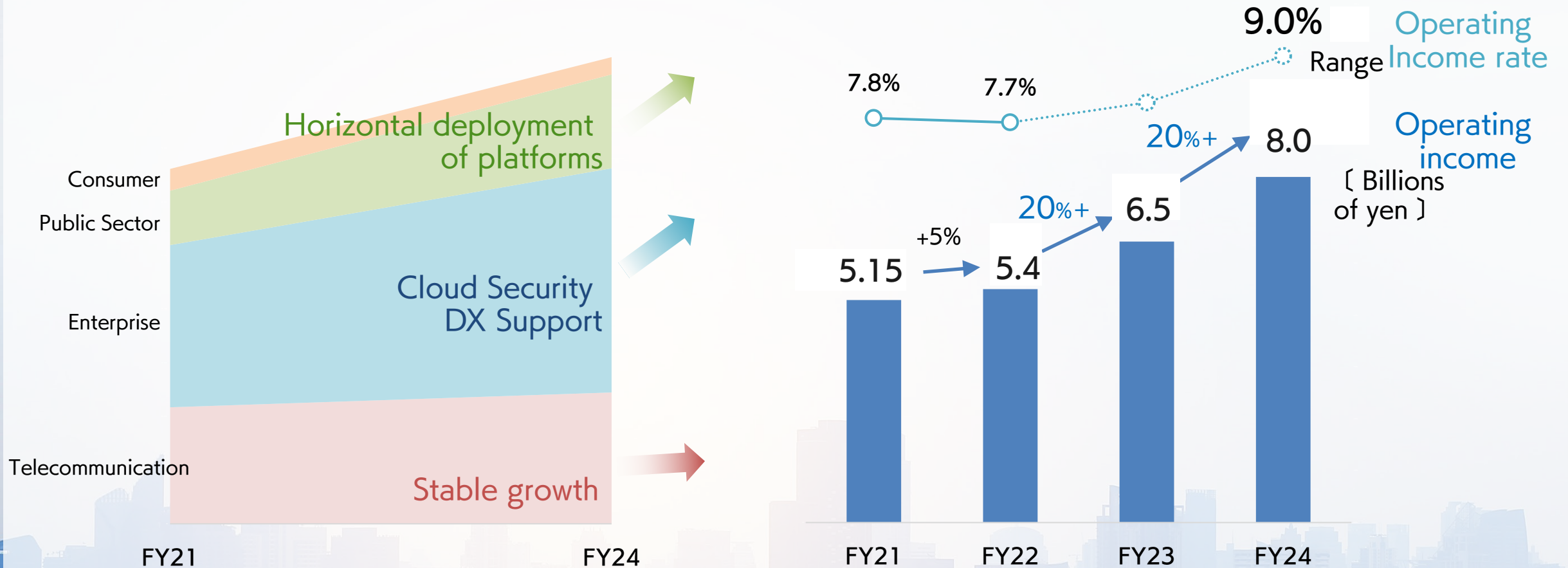
Entered into a business alliance with Modis Corporation on July 19



Ensuring IT personnel and high-quality IT education support

Trends in the Fourth Medium-Term Management Plan

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Aiming for operating income of 8 billion and an operating income margin in the 9% range through growth in Enterprise/Public

1. Operating income JPY 8 billion

2. Operating income 9% range

3. Cloud Security & Services
Net sales over JPY 50 billion

**SUSTAINABLE
DEVELOPMENT**  **GOALS**



SB Technology's Sustainability



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.



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



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



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



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



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



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

SUSTAINABLE DEVELOPMENT GOALS

Carbon Neutral Declaration

SB Technology will achieve “Net-Zero Greenhouse Gas Emissions” by 2030

- Announced endorsement of TCFD (Climate-Related Finance Disclosure Task Force) recommendations
- Contributing to the realization of a carbon-free society through the use of technology, such as promoting the use of clouds by customers



Materials to be Considered

1. 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.
2. In the previous consolidated fiscal year, the Company finalized the provisional accounting treatment for business combinations, and reflects the details of the finalization of the provisional accounting treatment for the related consolidated operating results for the second quarter of the previous consolidated fiscal year.

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.

The purpose of this document is to provide information on the Group's performance and business progress, and is not to solicit the purchase or sale of shares in us or any of our Group companies.

Information Revolution - Happiness for everyone

- Technologies Design the Future -

 **SB Technology**