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Summary of questions and answers at the Q3 FY2023 Earnings Results of Operations

Date of the event: January 31, 2024 16:00-16:35

Venue: SB Technology Corp. Head Office (Teams held)

Respondent: Shinichi Ata, President & CEO --- Except for (2)
Masaaki Okazaki, Executive Vice President CFO --- (2)

< Questioner 1 >

(1) Are there any changes in the situation other than the impact of Cybertrust Japan Co., Ltd. with respect to revisions to the full-year consolidated earnings forecasts?

Although there are some transfers between markets, there is no significant impact at this point.

(2) You have revised up the full-year net income forecast by ¥100 million, but I would like you to explain the reason for this being more detailed.

The impact of the revision of subsidiary Cybertrust Japan Co., Ltd. on our net income was negative by about ¥120 million when taking into account our ownership ratio, while the impact of the sale of Fontworks, Inc. shares and other factors was more than ¥200 million more positive than initially expected, so the total was revised upward by ¥100 million.

(3) If results are subtracted from the full-year forecast, Q4's net sales are expected to be ¥19.1 billion, is this achievable level?

We believe that this is an achievable level based on the combined outlook of our group companies in our non-consolidated order backlog.

(4) What is your confidence in achieving the target of ¥7.1 billion for operating profit in the next fiscal year?

For the forecast for the next fiscal year, due to factors such as Cybertrust Japan Co., Ltd.'s earnings forecast and the status of orders received in the Public Sector, it is necessary to carefully examine the results for this fiscal year, and we will refrain from responding at this time.

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