

It is translated by AI.

Management Policy

SB Technology

Management philosophy

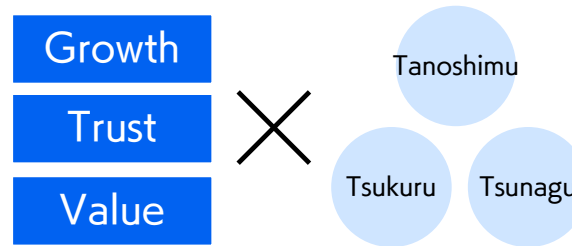
Information Revolution, Happiness for Everyone - Technologies Design the Future -

Mission

Vision

Value

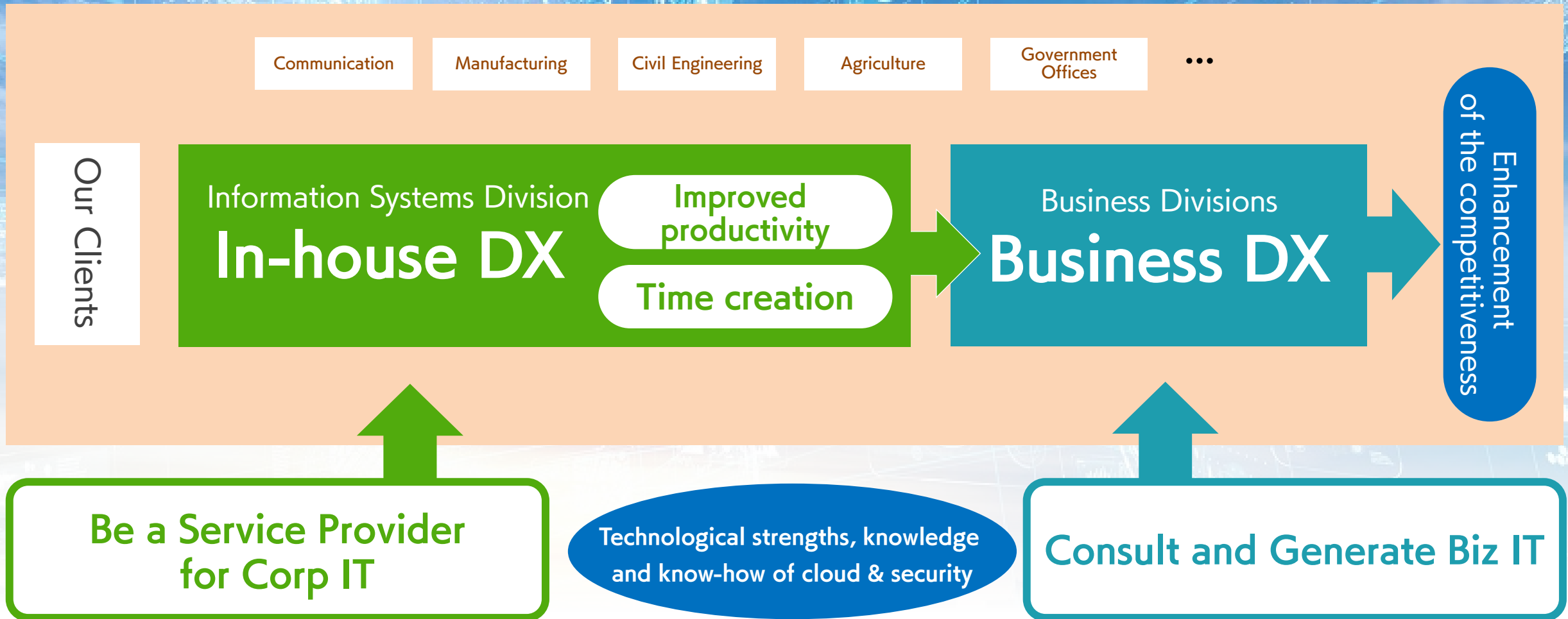
Generating New Value to the World by Leading
Technologies and Creativeness
with Diverse Work Styles and Opportunity-full Culture



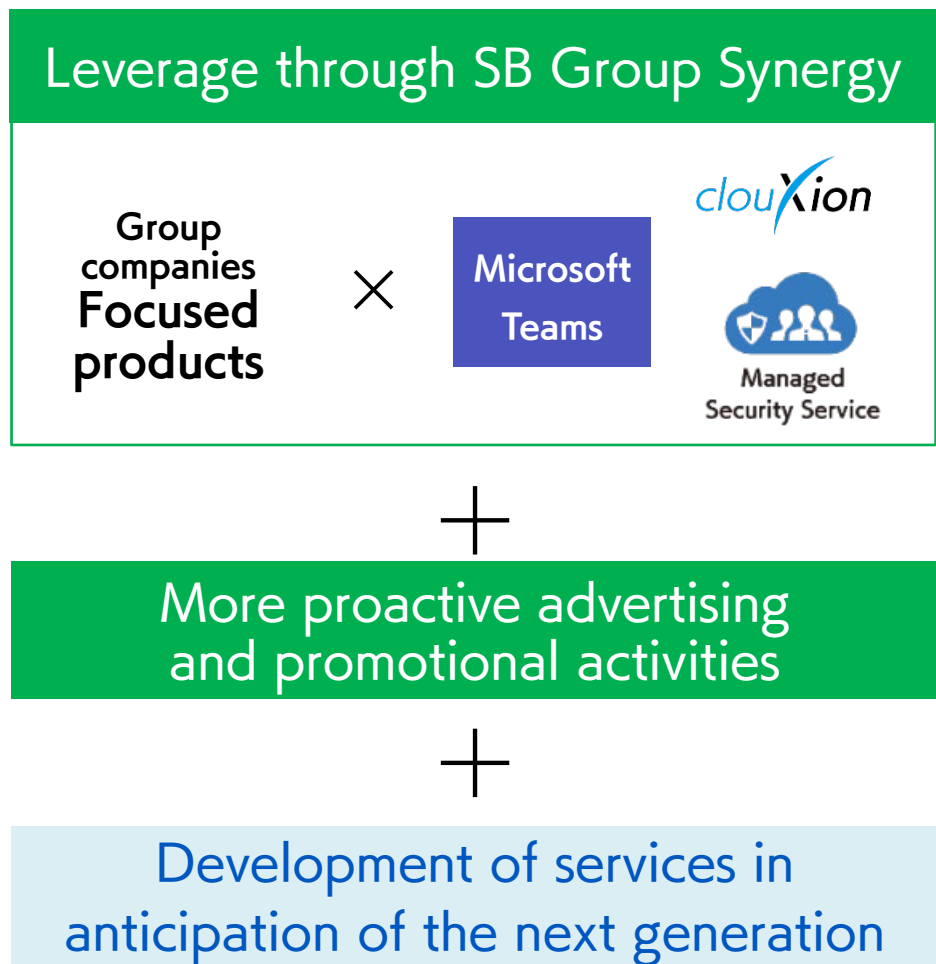
Realization of
a Sustainable Society



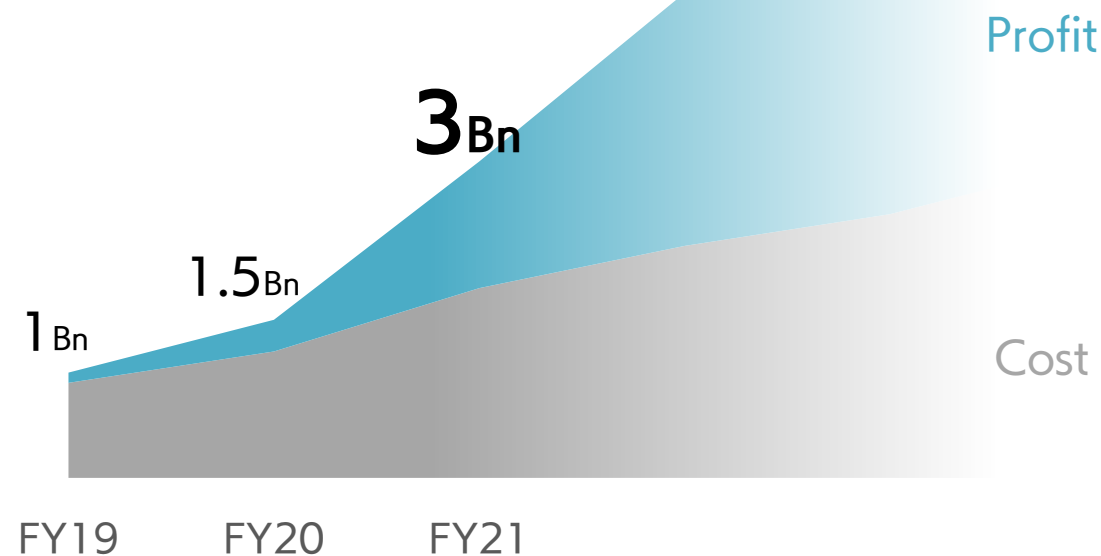
Realizing an Information-Rich Society



The Issues to be Addressed 1 「Be a service provider for Corp IT」



Stock sales for services doubled YoY to 3 billion JPY



The Issues to be Addressed 2 「Consult and Generate Biz IT」

Consulting for the realization of DX

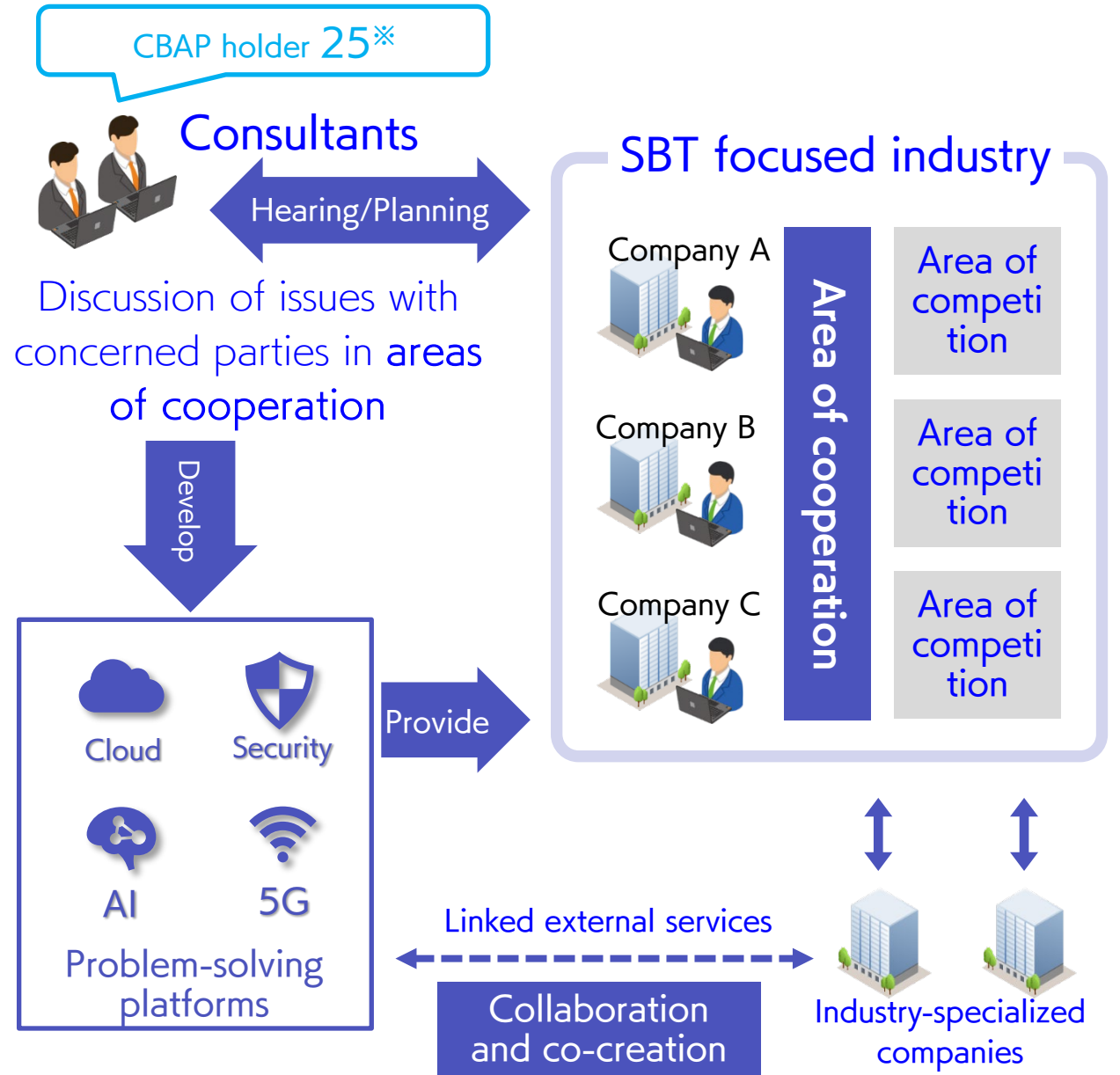
- Partners that work together to promote transformation
- Provider of technology and know-how necessary for DX

➔ ① **Consultant training/recruiting, R&D**

Co-creation with customers

- Provision of a common platform in areas of cooperation
- Provider of new businesses and services

➔ ② **Service provision, alliances**



※CBAP (Certified Business Analysis Professional) :
Qualification exams that authorize experienced business analysis practitioners with more than five years of experience.

FY21 Management Indicators

1. Operating income ※¹ JPY4.3 bn
2. To 50% of BIT & CIT※² sales
3. ROE 13%

※ 1) CAGR 20% starting from FY2018 consolidated operating income of JPY2.5 bn

※ 2) Business IT Solutions (BIT) and Corporate IT Solutions (CIT) as a percentage of FY2021 sales

FY21 Management Indicators

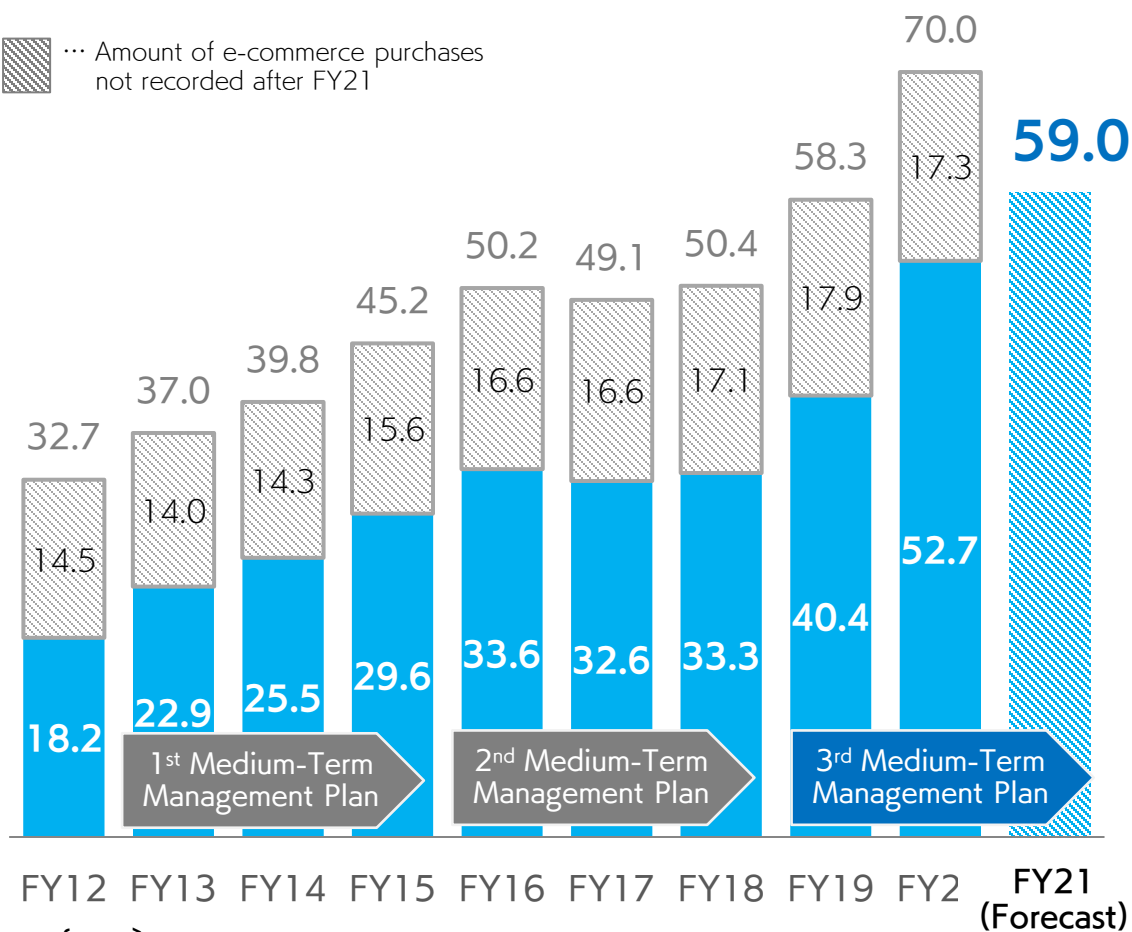
1. Toward the Realization of Operating income JPY4.3 bn

- ✓ FY21 expects double-digit growth in sales and profits
- ✓ The business environment for achieving consolidated operating income of JPY4.3 bn is favorable.

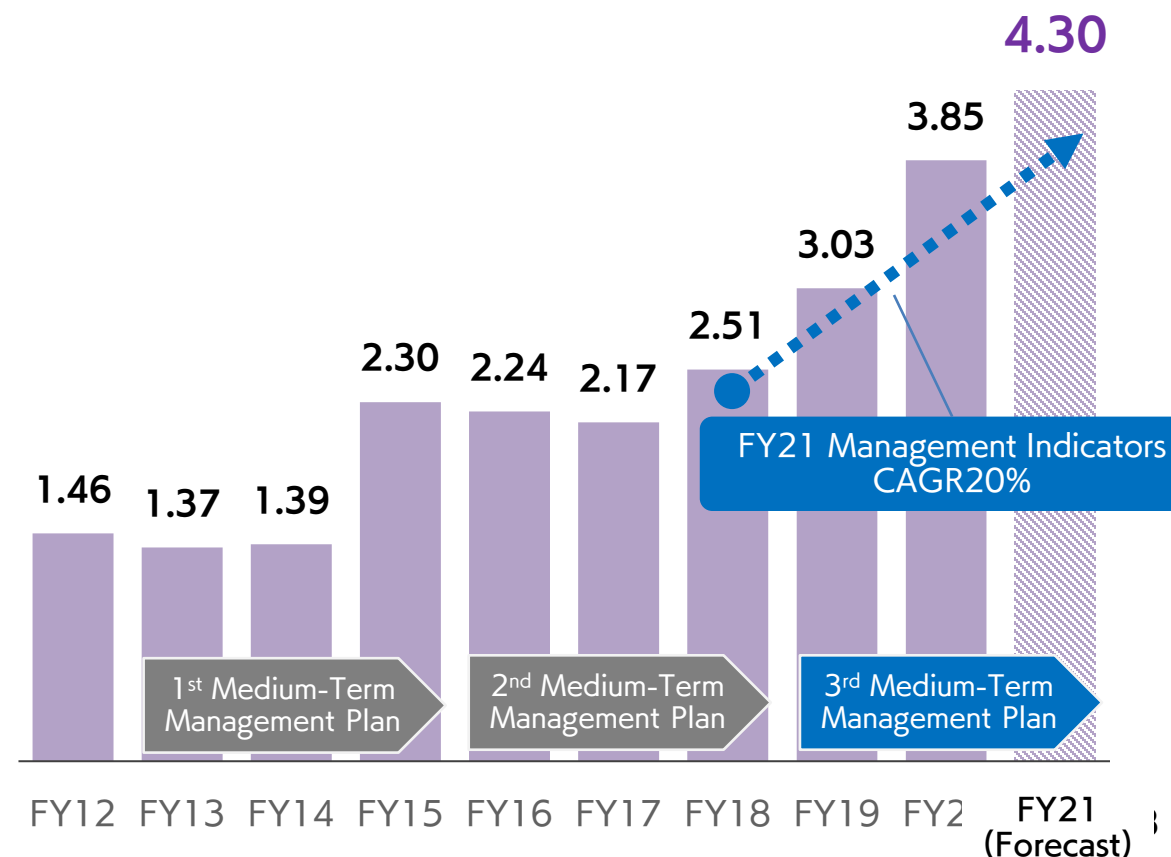
Net Sales

※Unaudited reference values taking into account only GAAP transition difference from the old standard (net amount of EC sales).

▨ Amount of e-commerce purchases not recorded after FY21



Operating Income



FY21 Management Indicators

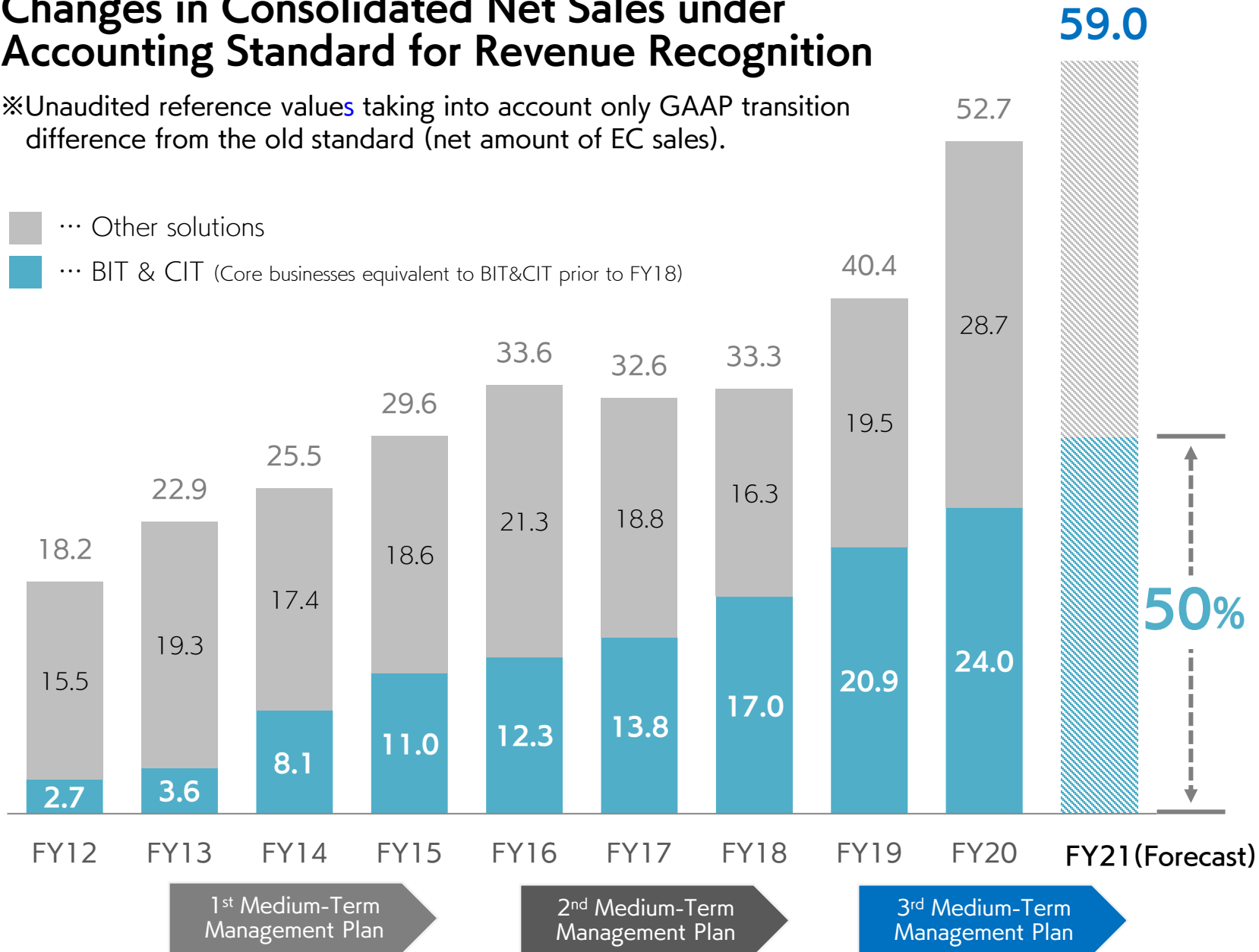
2. Toward the Realization of 50% of BIT & CIT sales

Changes in Consolidated Net Sales under Accounting Standard for Revenue Recognition

※Unaudited reference values taking into account only GAAP transition difference from the old standard (net amount of EC sales).

■ ... Other solutions

■ ... BIT & CIT (Core businesses equivalent to BIT&CIT prior to FY18)



Key point of achievement

Corp IT

Strong demand for DX continues
→ Strengthen Service Sales

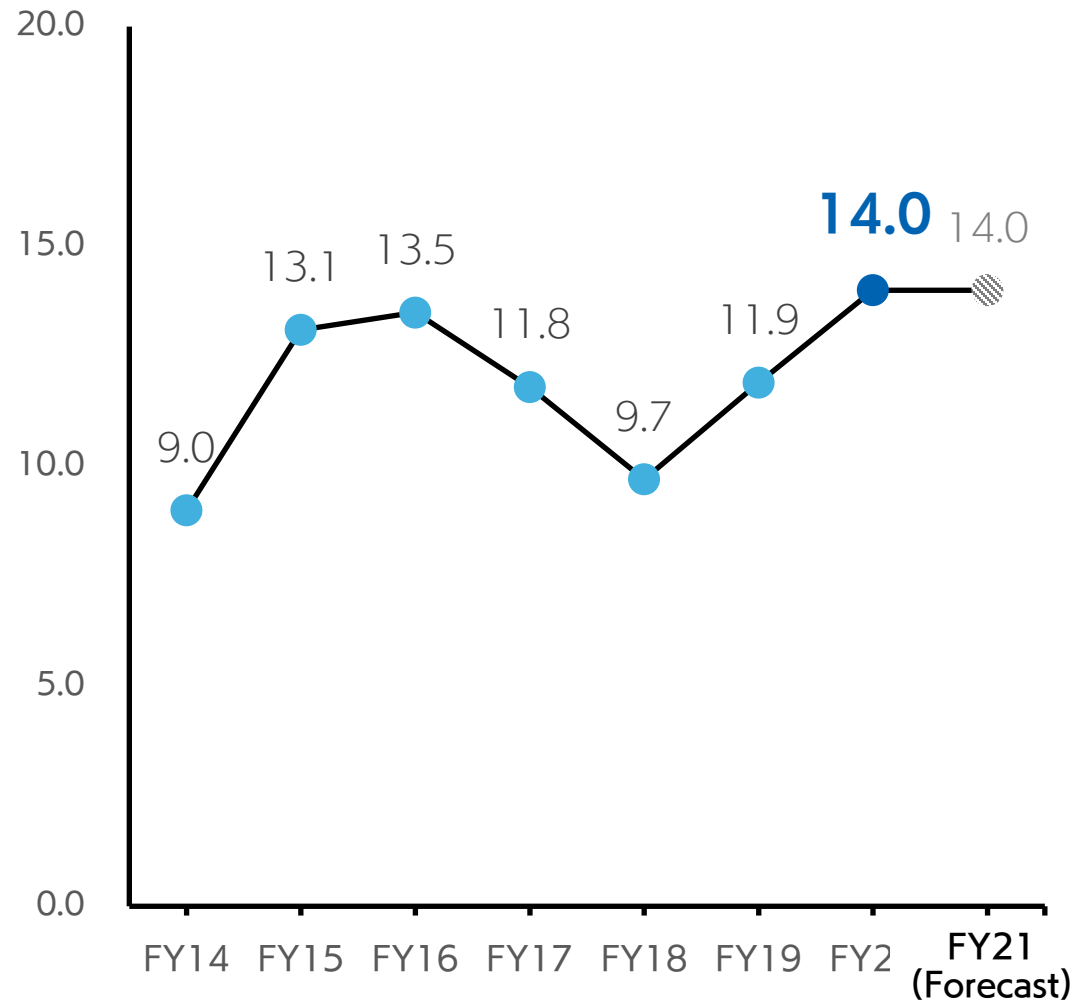
Business IT

Digital Government
→ digitalization of administrative procedures
→ Common infrastructure for geographic information

FY21 Management Indicators

3. Toward the Realization of ROE 13%

1 year ahead of schedule Achievement of goals in



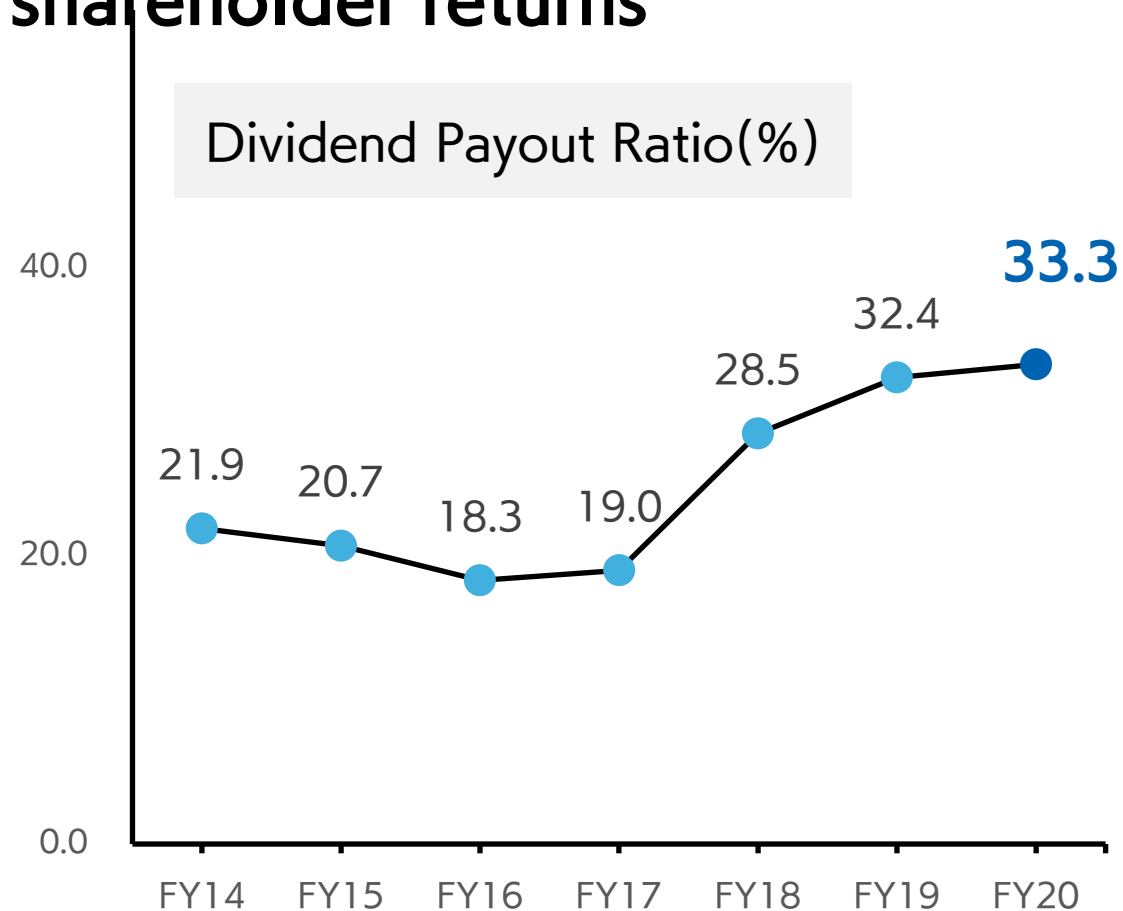
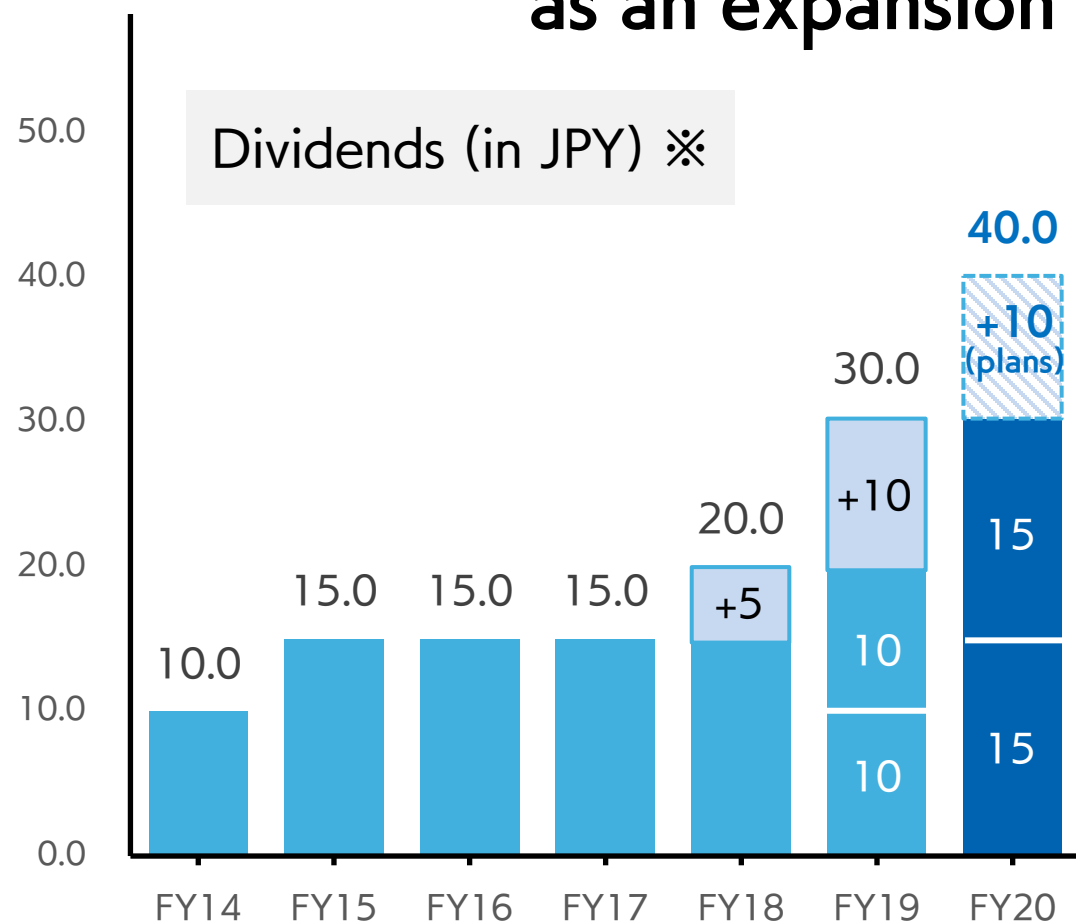
Expanding Net Income
through Core Business Growth
**Aim for the same level
of FY21**

Shareholder Returns

The policy is to pay a steady and consistent dividend that takes into account consolidated performance in each fiscal year, investment plans, liquidity and other applicable factors.

Achieved net income of ¥2.42 billion (YoY+30.8%) in fiscal 2021

Increase year-end dividend by **¥10 (plans)**
as an expansion of shareholder returns



(※) On June 1, 2017, the Company conducted a 2-for-1 stock split and adjusted for dividends paid prior to the stock split.

Responses to Advance Questions and Matters Assumed to Be of High Interest

What is the listing objective of Cybertrust Japan Co., Ltd(CTJ) ?

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※New listing on the Mothers market of the Tokyo Stock Exchange on April 15, 2021

To maximize the corporate value of the SBT Group



"Significant growth" of each company is important

It is necessary to maintain a high level of neutrality through further growth of CTJ



A business that realizes a safe and secure society with highly specialized and neutral technologies related to IT infrastructure

The number of shares offered, the number of shares held, etc. of our CTJ shares

● Before offering	
Number of shares held	2,632,600 shares
Ownership ratio	71.92% (Number of shares outstanding 3,660,600 shares)
● After the offering	
Number of shares held	2,332,600 shares
Ownership ratio	58.42% (Number of shares outstanding 3,993,100 shares)
Number of shares offered	300,000 shares
Total proceeds	JPY 0.458bn (Subscription price:JPY1,527.20)

It seems that the stock price is low compared to the business performance, but will you not take measures against the stock price?

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Strive to recognize and empathize with SBT growth potential

Strengthen investor relations activities

- Earnings Results of Operations 2 → 4
- Increase in investor meetings
- Strengthening IR for individual investors, etc.

Growth of core business

Why are the rates of change in ordinary income and net income lower than in sales and operating income?

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- FY20 recorded non-operating income of approximately JPY 0.1 bn
- FY21 forecasts do not anticipate non-operating income

Impact on rate of change

[Billions of yen]	(Profit margin)	FY21	FY20*	Change	Change %
Net sales		59.0	52.7	+63	+11.9%
Operating income		4.3 (7.3%)	3.8 (7.3%)	+4.5 (0.0pt)	+11.5%
Ordinary income		4.3 (7.3%)	3.9 (7.6%)	+3.2 (▲0.3pt)	+8.0%
Profit attributable to owners of parent Net profit		2.6 (4.4%)	2.4 (4.6%)	+1.7 (▲0.2pt)	+7.1%

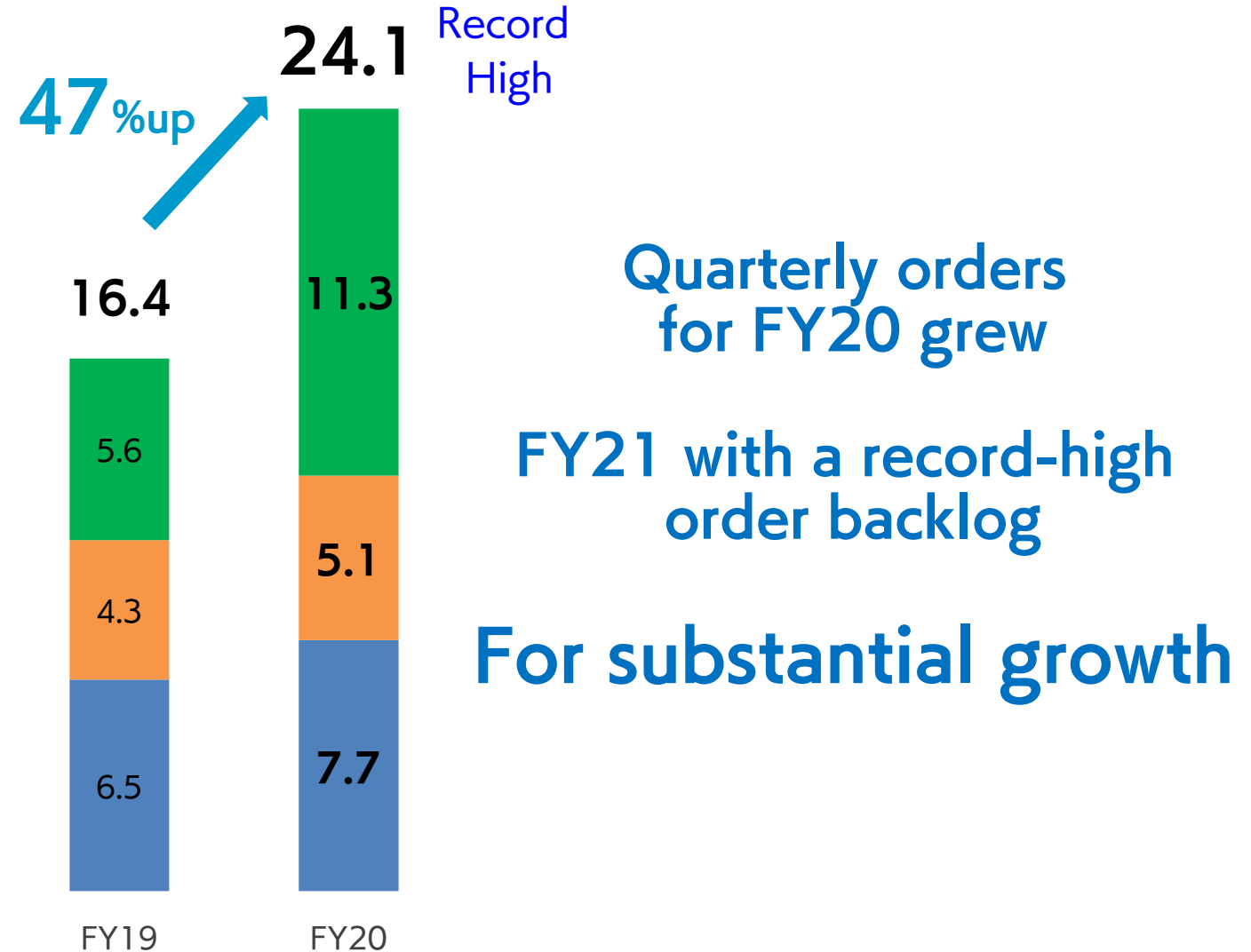
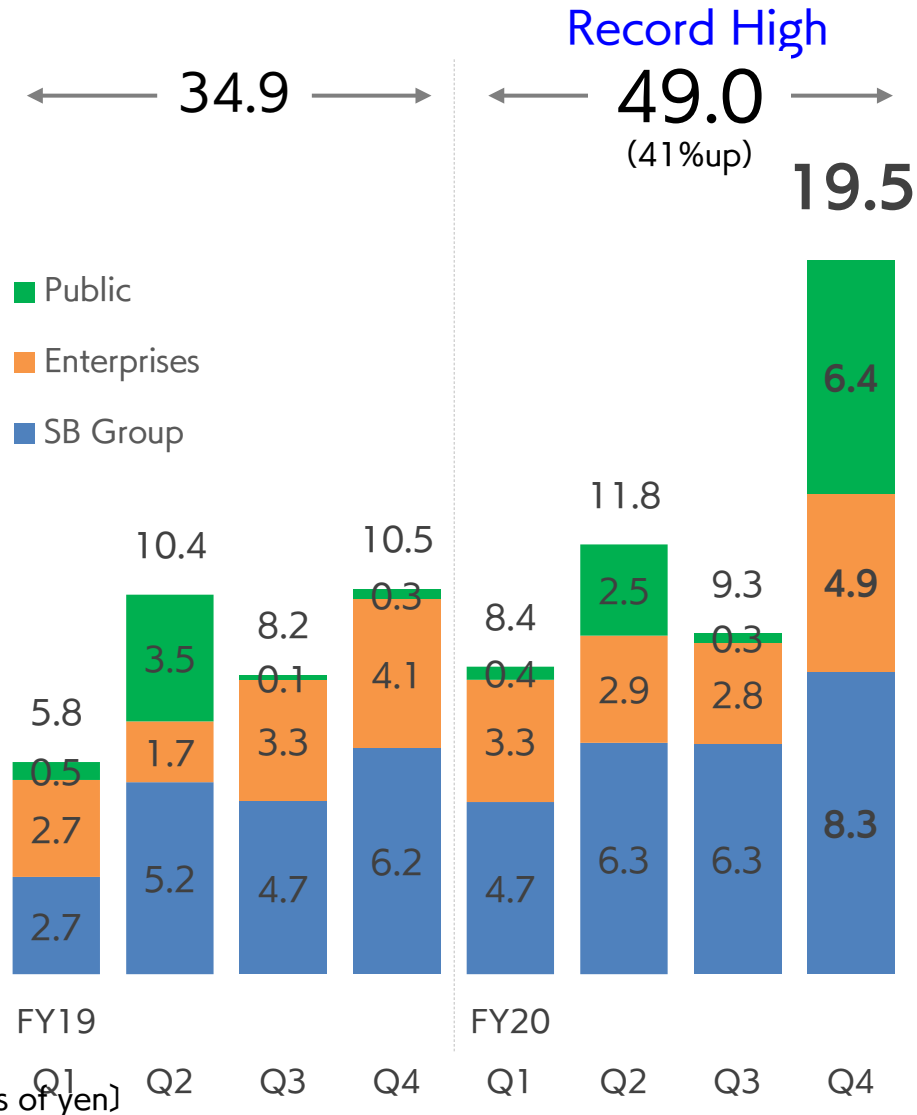
*Unaudited reference value considering only the main basis difference from the old standard (net presentation of EC sales).

What was the impact of the COVID-19 on the business?

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【 Non-Consolidated 】 Orders Received

【 Non-Consolidated 】 Orders Backlog



To become the No.1 IT service company in Cloud & Security



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