

First Quarter of the Fiscal Year Ending March 31, 2021

# Results of Operations

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July 28, 2020

SB Technology Corp.

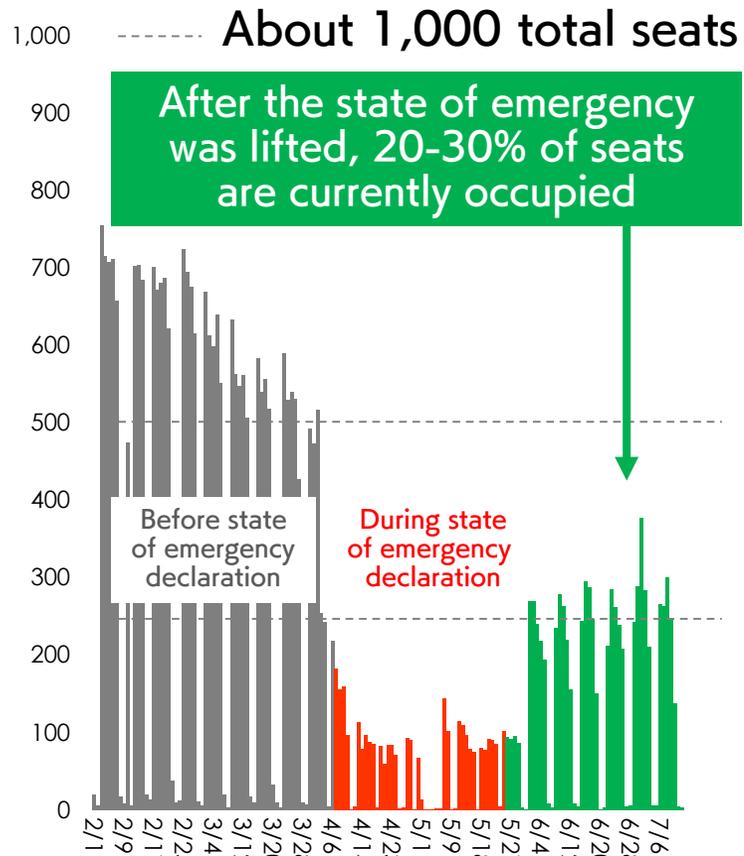
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# Our Response to the COVID-19 Pandemic

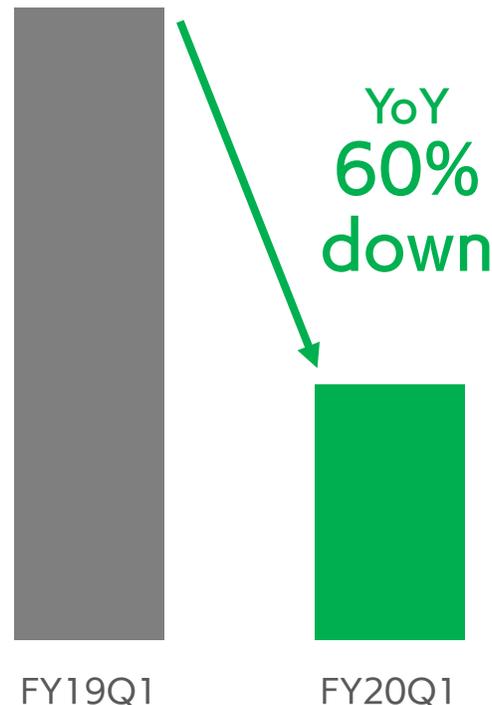
Making full use of our experience and know-how in telecommuting and more, we have cultivated a work style to quickly respond to the “new normal.”

## HQ Office Population

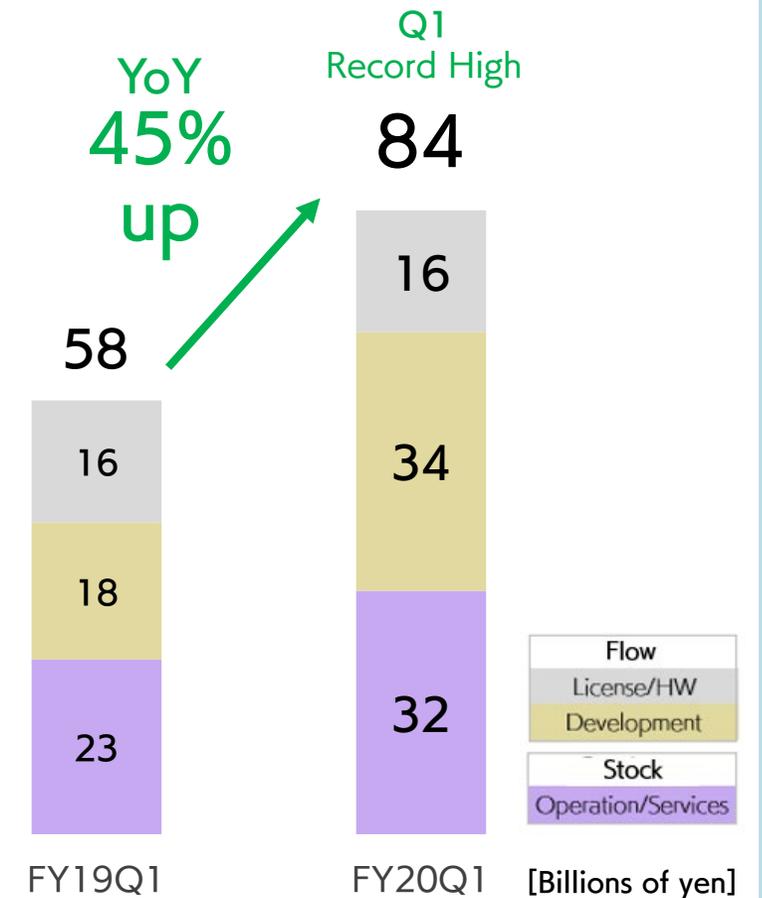


## Cost Reduction Through Changes in Sales Style

- Increased online activities (web advertising, etc.)
- Decreased face-to-face interactions (events, client visits)



## Orders Received (Non-Consolidated)



# Financial Results

SB Technology

- Revenue increased due to steady performance, centered on projects cultivated in Q4 of the previous fiscal year.
- Operating income grew due to increased BIT/CIT and control of activity expenses (transportation expenses, entertainment expenses, etc.).

[Millions of Yen]	(Profit margin)	FY20Q1	FY19Q1	Change	Change %	Forecast	Progress %
Net sales	Record High	14,759	12,969	+1,789	+13.8%	62,000	23.8%
Operating income	Record High	666 (4.5%)	546 (4.2%)	+120 (+0.3pt)	+22.1%	3,600 (5.8%)	18.5%
Ordinary income	Record High	658 (4.5%)	545 (4.2%)	+113 (+0.3pt)	+20.7%	3,600 (5.8%)	18.3%
Profit attributable to owners of parent Net profit	Record High	※ 348 (2.4%)	330 (2.5%)	+18 (▲0.1pt)	+5.5%	2,100 (3.4%)	16.6%

※ JPY 110 mn for acquisition of Denen Co., Ltd. (advisory expenses, etc.) included in consolidated SG&A expenses is not deductible for income tax purposes.

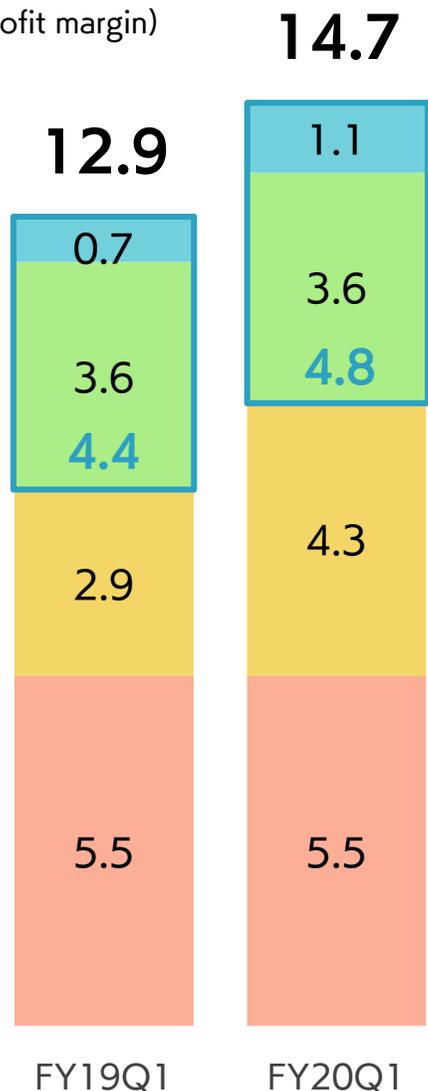
## Net sales

## Marginal income

FY19Q1

FY20Q1

[Billions of yen]  
(Profit margin)



- **BIT+CIT composition ratio 34.1% ⇒ 32.7%**  
 ※ As part of the strengthening of the FY2020 system, TS ratio is on the rise and expected to improve significantly from FY2021.
- **BIT and CIT contributed to higher profits**

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

- Sales increased as a result of steady growth in IoT system development projects for global manufacturers, as well as electronic application platform development projects for the MAFF(※), continuing from the previous fiscal year.
- Profit margin decreased due to the cost increase of PoC and public projects.

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

- Large-scale cloud development projects and license sales for SB Group companies declined YoY, but security, electronic certification, and our own services expanded.
- Net sales were flat and profit margins improved.

### Technical (TS) : Increase in both sales and profits

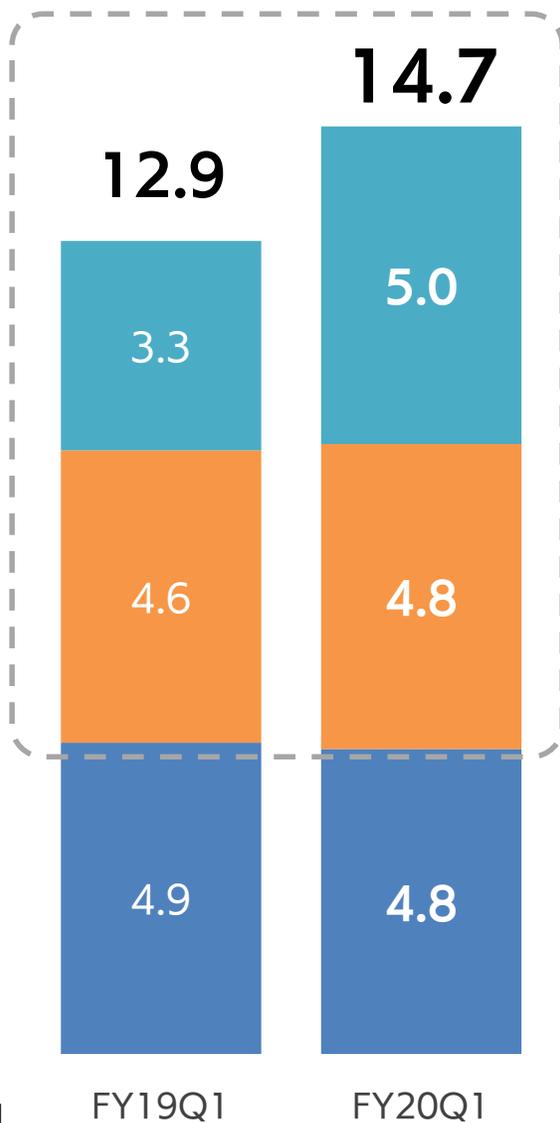
- Increased due to vendor management projects for SoftBank Corp.

### EC : Lower Sales and higher operating income

- In our Norton Store business, although profit margins declined due to a change in the invoice rate, expansion of font business contributed to profit growth.

※MAFF • • • Ministry of Agriculture, Forestry, and Fisheries

## By customer type



## Customer type × Solution category

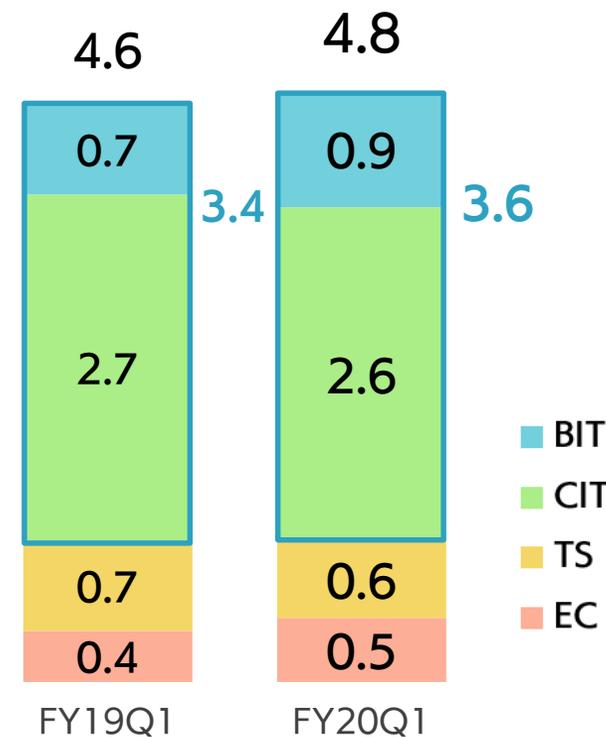
### SB Group

BIT : IoT support progresses  
 CIT : Expanded security support  
 TS : Driven by vendor management projects



### Enterprises/Public

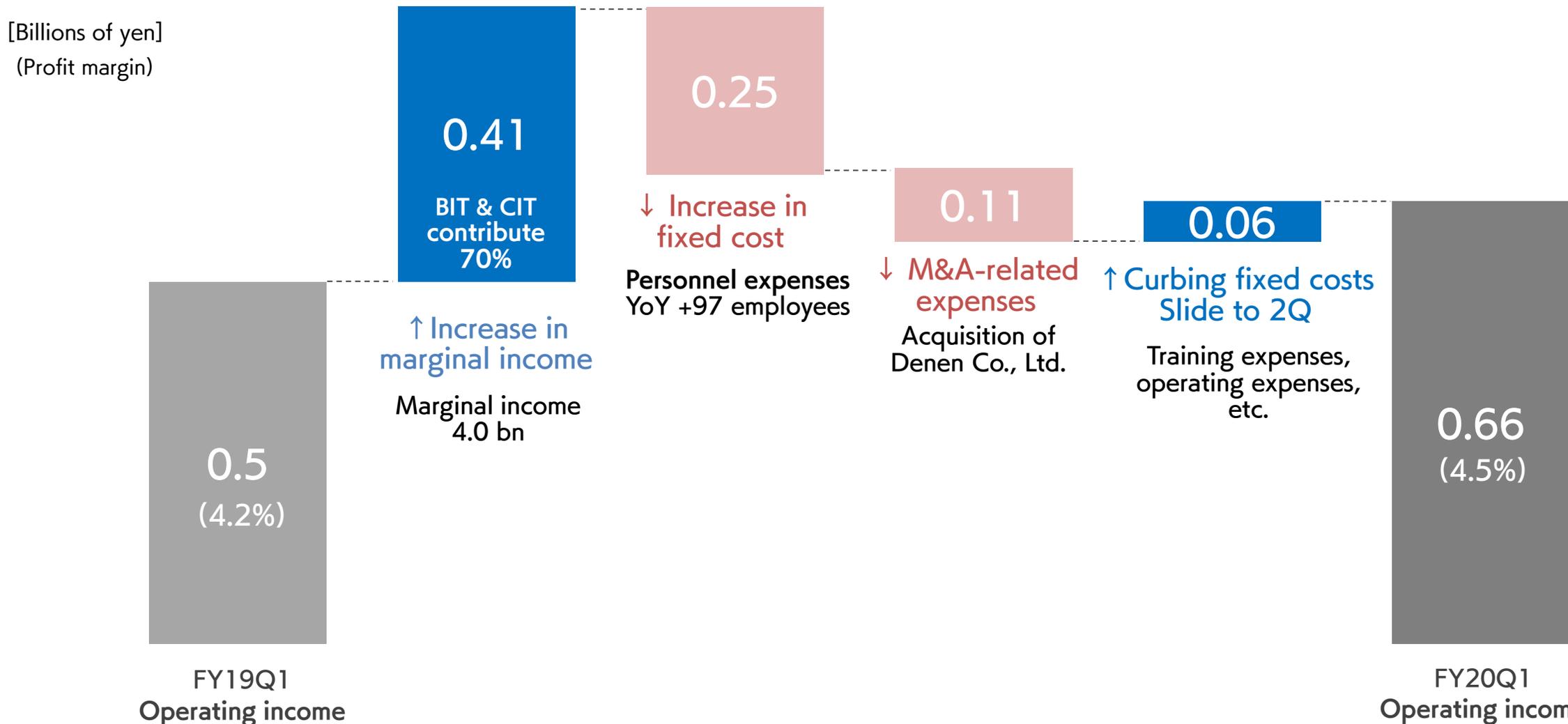
BIT : IoT system development & agriculture-related systems performed strongly  
 CIT : Decrease in licenses (expected Q2 increase)  
 Increased Azure and security  
 Increased sales of our own services (clouXion and MSS)



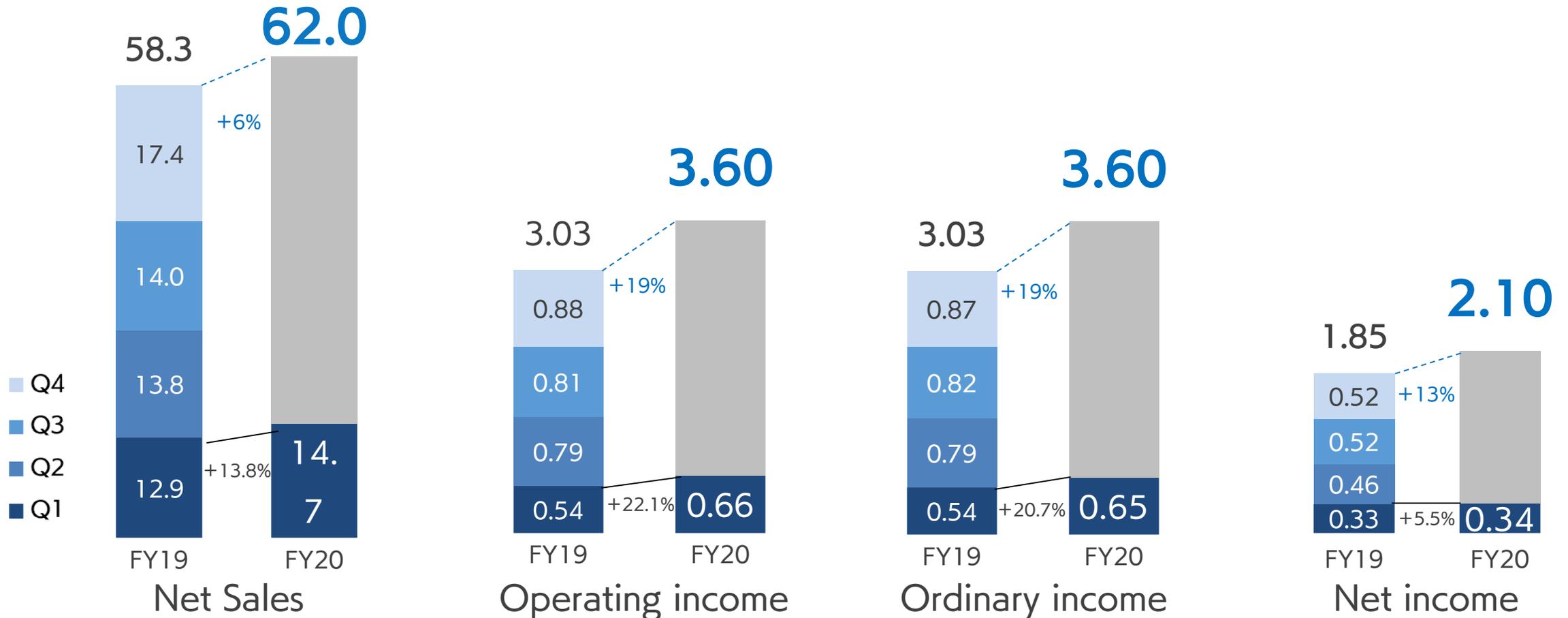
■ SB Group  
 ■ Enterprises /Public  
 ■ Individuals

■ BIT  
 ■ CIT  
 ■ TS  
 ■ EC

- Increased personnel expenses and M&A-related expenses due to increased number of employees and base pay raises, with expenses partially limited through telecommuting.
- Increased operating income due to growth in marginal income, particularly in BIT/CIT.



- Forecasts remain unchanged:  
Urgent response to the COVID-19 pandemic and demand for IT investment for strategic DX is expected to be strong
- Q2 operating income is expected to remain unchanged from FY19Q2:  
Focus will be on activities targeting large-scale projects in the BIT area in the second half and for FY2021 and beyond.  
→ Aggressive implementation of pre-sales activities, proof of concepts, service development, system reinforcement, etc.

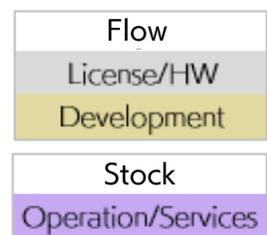
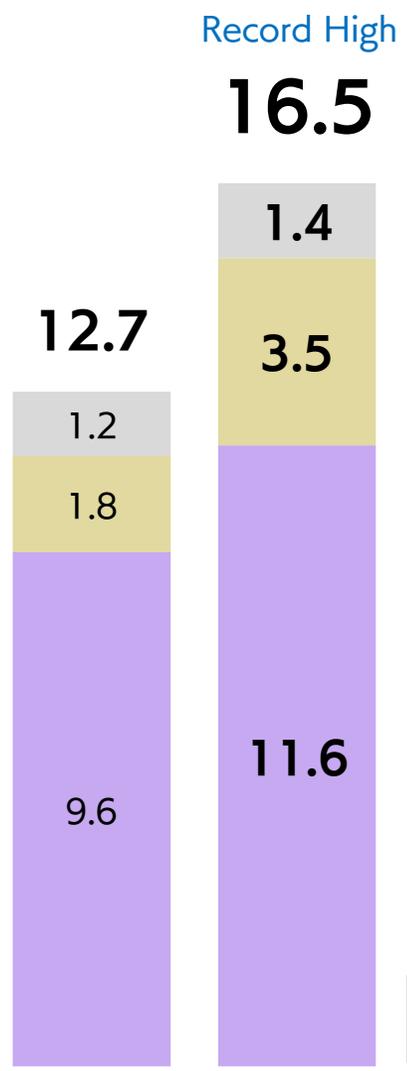
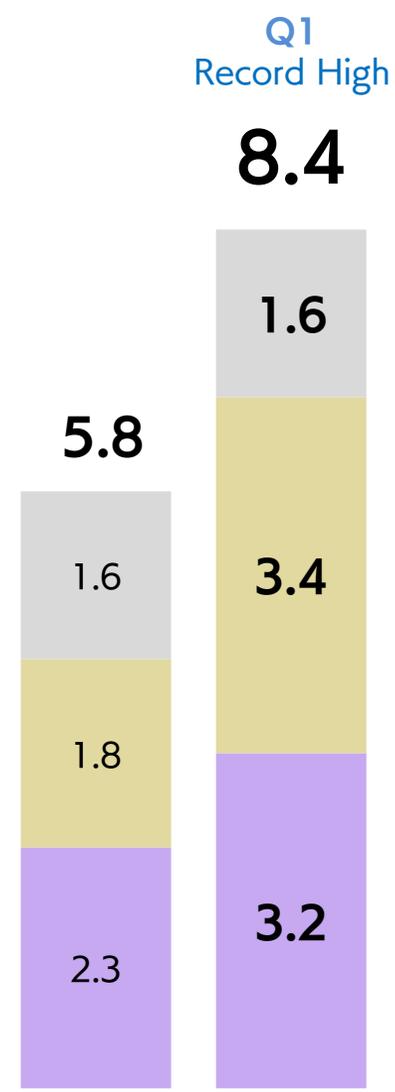


Orders Received

Orders Backlog

Non-consolidated order backlog

(YoY) **30.1% UP**



Orders Received	<p><b>【 Flow / Development 】</b></p> <ul style="list-style-type: none"> <li>- Solutions: Steady BIT orders, strong TS orders</li> <li>- By customer: Within the SB Group, vendor management projects increased YoY. In the corporate and public sectors, IoT development projects in the manufacturing industry increased.</li> </ul> <p><b>【 Stock 】</b></p> <ul style="list-style-type: none"> <li>- Solutions: Driven by BIT and CIT</li> <li>- Cloud operations trended steadily, along with strong performance from our own services</li> </ul>
Orders Backlog	<p><b>【 Flow / Development 】</b></p> <ul style="list-style-type: none"> <li>- Vendor management for SoftBank Corp.(TS)</li> <li>- Increase in manufacturing (BIT)</li> </ul> <p><b>【 Stock 】</b></p> <ul style="list-style-type: none"> <li>- CIT increased due to public investment projects, etc.</li> <li>- Sales of our own services such as clouXion and MSS increased steadily.</li> </ul>

FY19Q1 FY20Q1

FY19Q1 FY20Q1

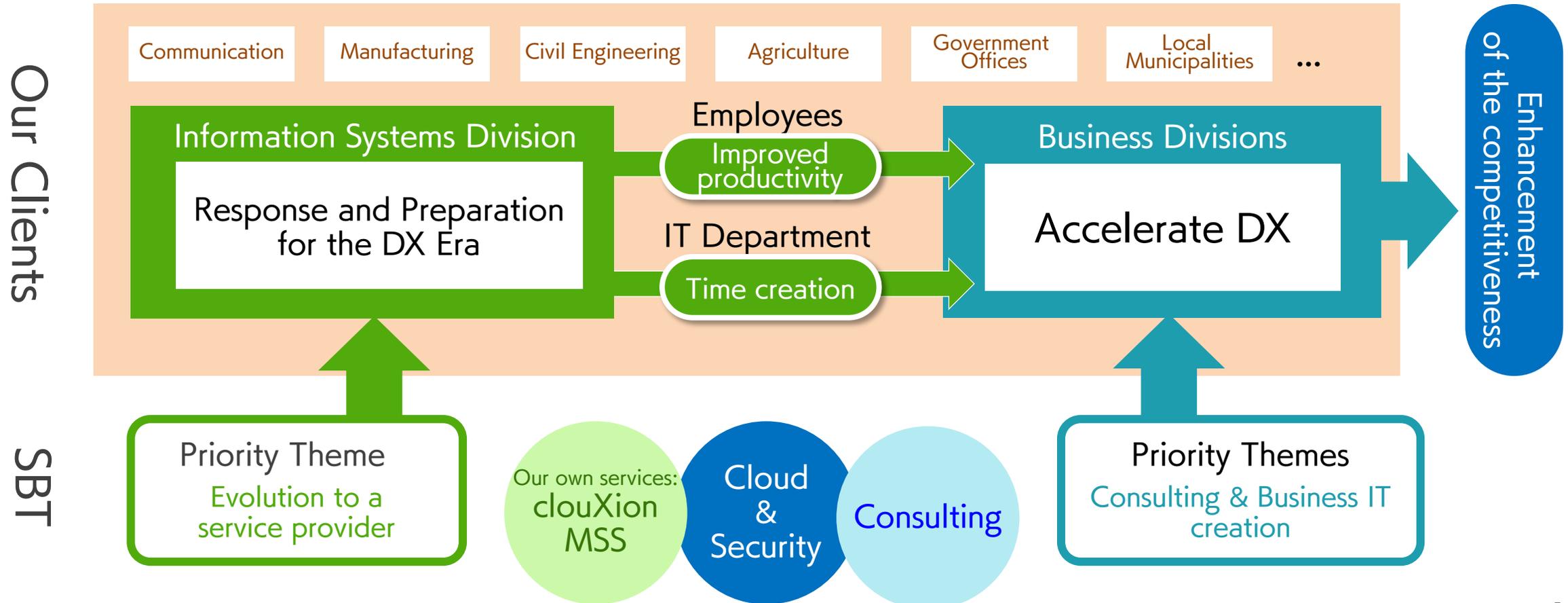
[Billions of yen]

# Toward the Realization of Our Medium-Term Plan

Tertiary Medium-Term Management Plan  
(FY19 - FY21)

SB Technology

## Realizing an Information-Rich Society



# FY2020/IT Spending Outlook (by Client Segment)

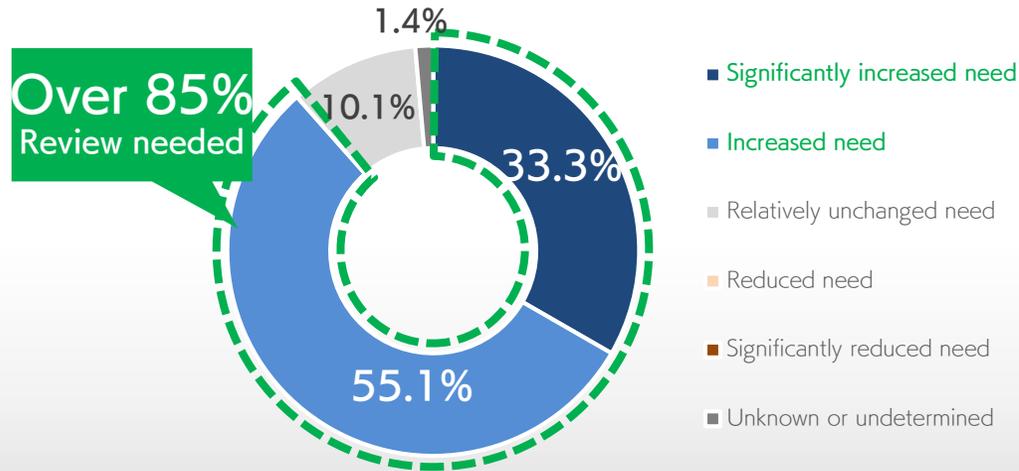
Despite budget cutbacks necessitated by the impact of COVID-19 and other factors, as well as project slides with some clients,

**digitalization has accelerated through the development of telecommuting environments, cloud computing, DX promotion, etc.**

Customer Segment	SB Group	Enterprises	Public	Individual(EC)
<b>UP side</b>	Vendor management projects increase	Spread of telework and security measures Accelerated DX (addressing the new normal)	Promotion of digital governance ※ In Q2, costs will prevail due to increased preparations for bidding, streamlining systems to handle large-scale projects, etc.	
<b>DOWN side</b>	Budget reduction at some companies	Sliding of some projects		Signs of peaking out Adjusted invoice rate (wholesale price)

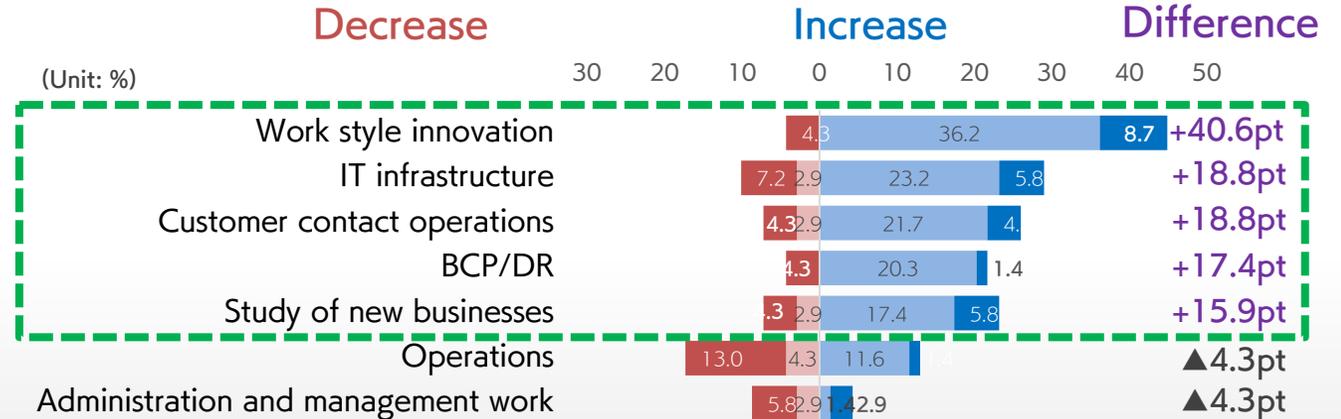
# COVID-19 Pandemic: The Situation

A need to review IT and digital-based business models and explore new business projects



Source: Prepared by us from the Nomura Research Institute's "CIO Survey on the Impact of the Novel Coronavirus"

Prospects for Increase/Decrease in IT and Digital Investment (by Field)



[Survey Period/Target/Number of Valid Respondents] May 9-19, 2020/CIO/69 domestic companies  
Sales in FY2019: 100 bn to 300 bn (7 companies), 300 bn to 600 bn (17 companies), 600 bn to 1 tn (11 companies), 1 tn or more (34 companies)

## Cloud First Strategy

SBT supports response to the new normal



Evolution to being a service provider

- Support for work style reform
- Security measures



Consulting and creation of business IT

- Promoting digital governance
- Collaborative business creation with our customers

# Responding to the New Normal

From the realization of telecommuting to support for work style reforms and sales activities suited for the post-COVID age

## 1st Quarter

✗ Outside company



On-premises



First, the realization of telecommuting

○ Outside company



Realizing telecommunication through VPN connection to company systems

On-premises



## 2nd Quarter Onward

Capturing demand by strengthening existing service features and developing new services

### Support for working styles in the new normal

Innovative workstyles and Increased productivity via the Cloud

Microsoft 365 / Teams  
Digital verification

○ Outside company



Internet

Security measures with telecommuting in mind

Microsoft 365 E5 / MSS



Managed Security Service

Detection Analysis Control Blocking

Server

Terminals

Microsoft 365



Online sales and sales activity support utilizing CRM

Teams / Dynamics 365

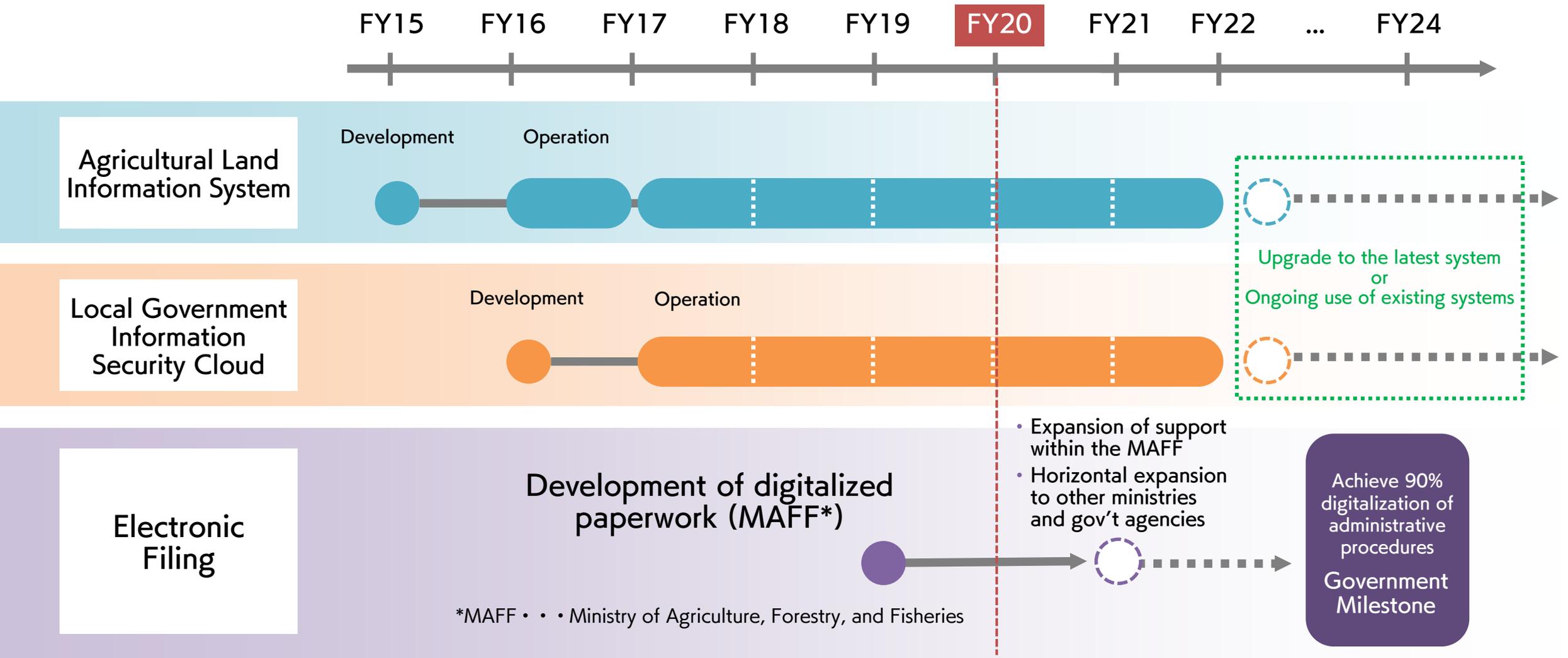


Internal system

Azure environments (IaaS/PaaS)

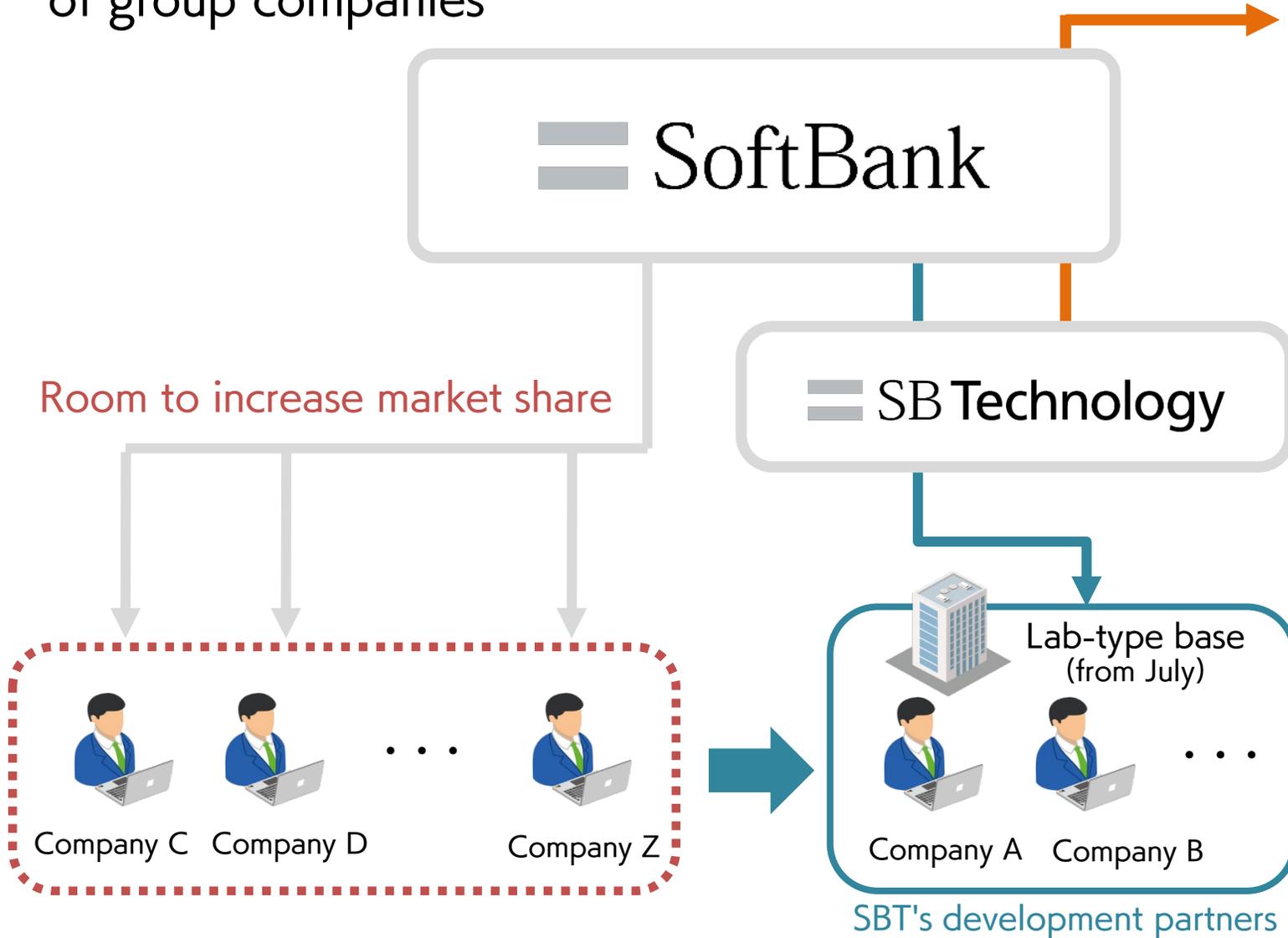
# Supporting the Realization of Digital Governance

In order to support government digitization,  
Q2 will be a period for strengthening our systems and preparing proposals.



# Cooperation with SoftBank Corp. (Parent Company) and Strengthening of Development Systems

Strengthening support for core businesses of group companies



A Strategic System Integrator Supporting Social Infrastructure through Softbank Corp.

+



Vendor Management Projects

Strengthening relationships with development partners

Refining management methods

Collaboration with corporate and public development projects

## FY21 Management Indicators

1. Operating income ※<sup>1</sup> JPY4.3 bn
2. To 50% of BIT & CIT※<sup>2</sup> 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

Information Revolution — Happiness for everyone

~Technologies Design the Future~

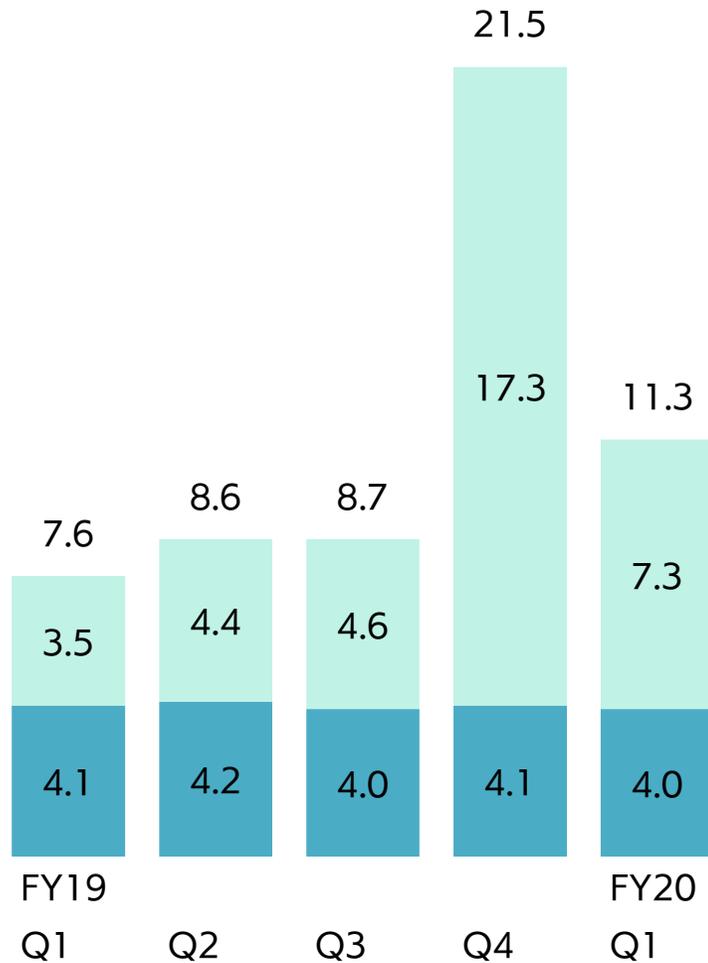
 **SB Technology**

# Overview of each solution

— SB Technology

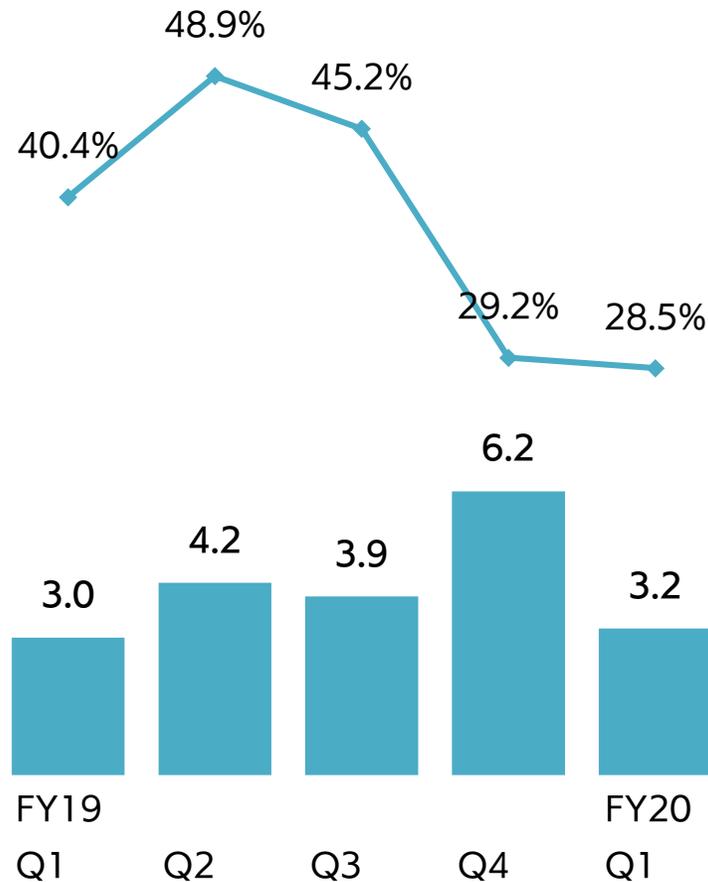
## Net sales

■ Stock ■ Flow



[Billions of yen]

## Marginal income



## Cloud business solutions for business units

Consists primarily of customer service development, development/provision of industry-specific services, collaboration and PoC (proof of concept), etc.

FLOW

Increased due to the development of IoT systems in the global manufacturing industry, as well as the development of an electronic application platform for the MAFF(\*).

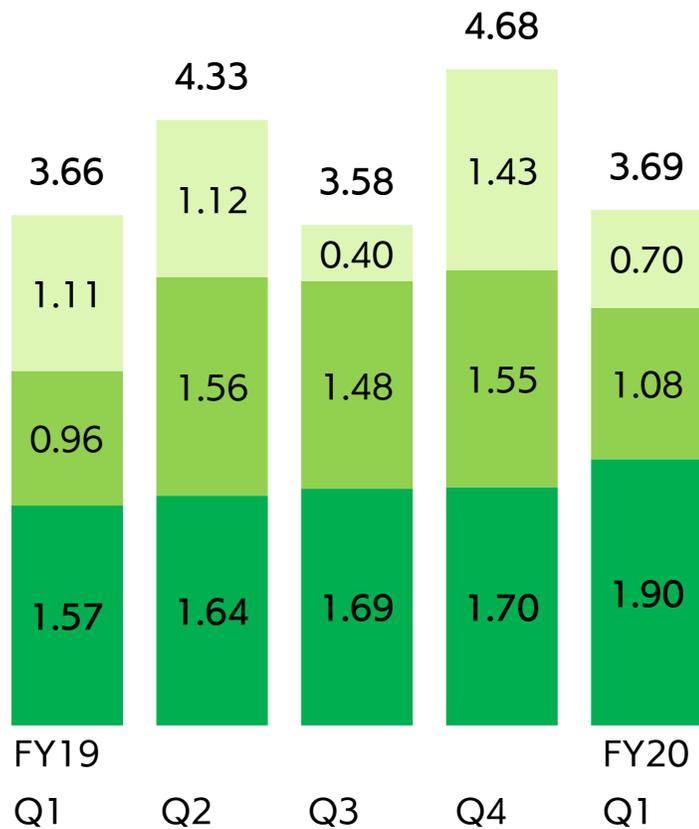
Marginal profit ratio decreased due to increased cost of PoC and public projects.

Stock

Stock sales of agriculture-related systems remained flat.

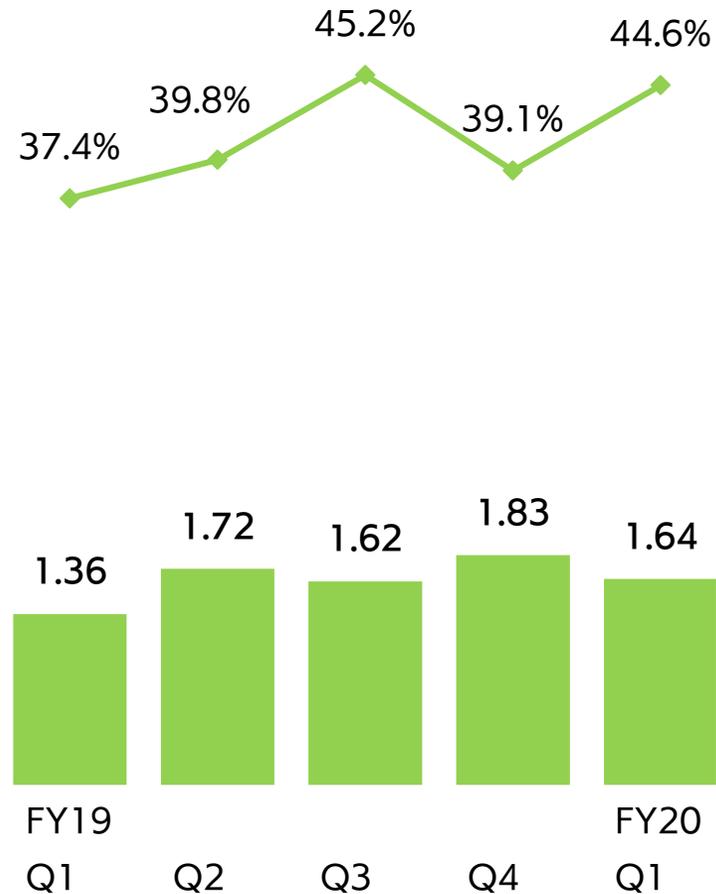
\*MAFF • • • Ministry of Agriculture, Forestry, and Fisheries

## Net sales



[Billions of yen]

## Marginal income



## Company-wide and administrative cloud business solutions

Consists primarily of solutions employing Microsoft's Microsoft 365 (SaaS) and Azure (PaaS), cyber-attack countermeasures, and own services such as clouXion and managed security services (security operation monitoring).

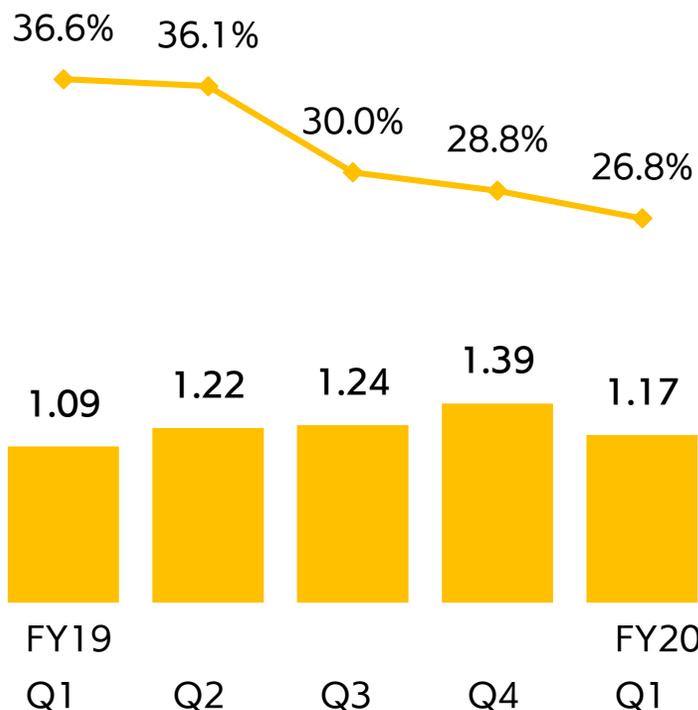
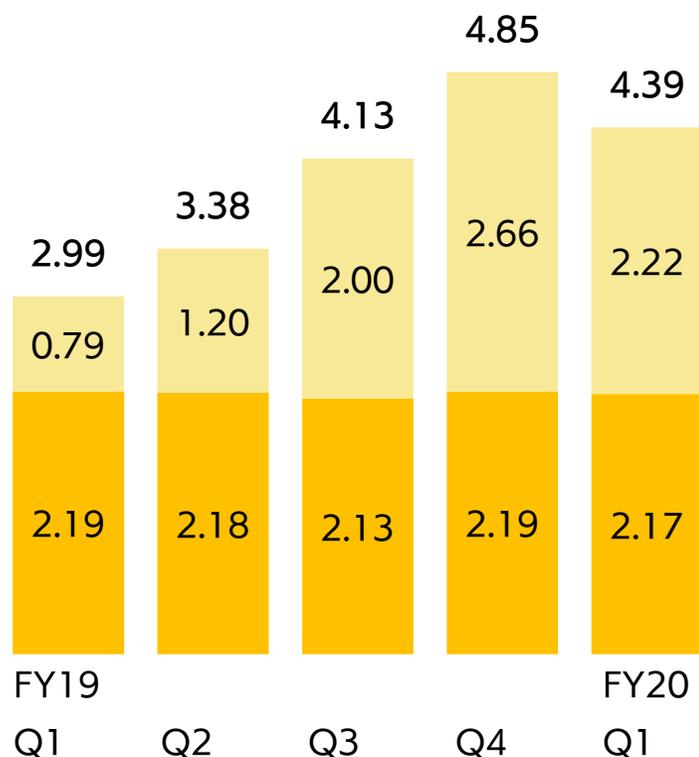
Flow	<p><b>Decline in license sales</b></p> <p><b>Steady growth in security-related support and Azure projects</b></p>
Stock	<p><b>Commenced public cloud operations</b></p> <p><b>Our own services(*) also performed well</b></p> <p><b>Expansion of digital verification services</b></p>

\*clouXion、 Managed Security Service

## Net sales

## Marginal income

■ Flow ■ Stock



Construction, operation and maintenance of on-premises systems (including private cloud)

Consists primarily of building, operating, and maintaining clients' on-premises and private cloud systems; also proposing future migration to the public cloud.

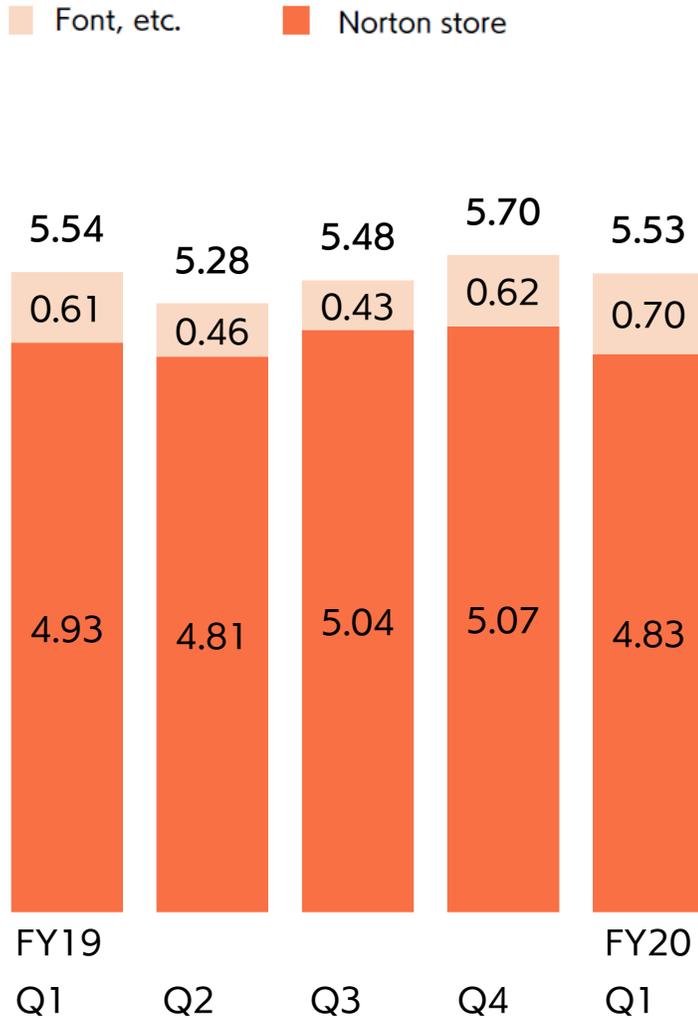
Flow

**Increased due to vendor management projects for SoftBank Corp.**  
As a result, the number of development partner companies and partner employees increased, resulting in higher outsourcing costs and a decline in the marginal profit ratio. (Future plans to link with cloud projects for corporate clients.)

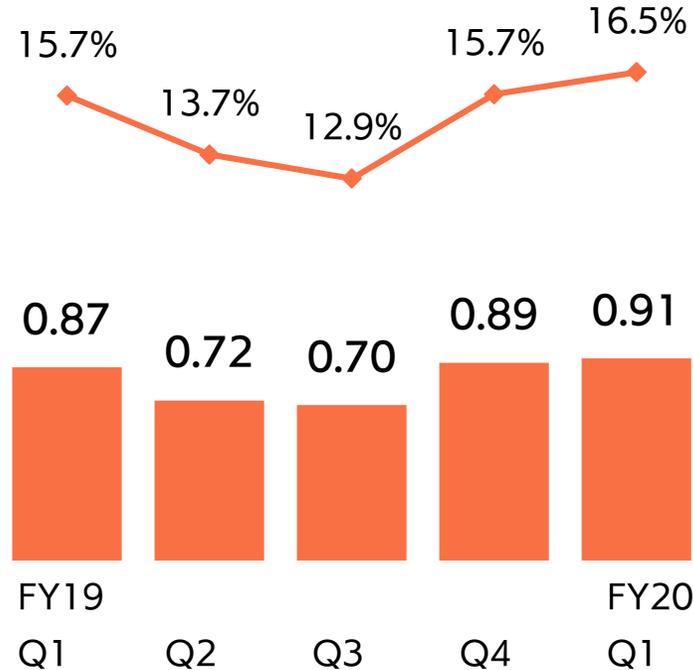
Stock

**On-premises operation and maintenance projects remained flat.**

## Net sales



## Marginal income



### EC site management and font license sales

Consists primarily of EC management, EC site-building and operation. Font businesses include the planning, development, and sales of fonts (typefaces) and related software.

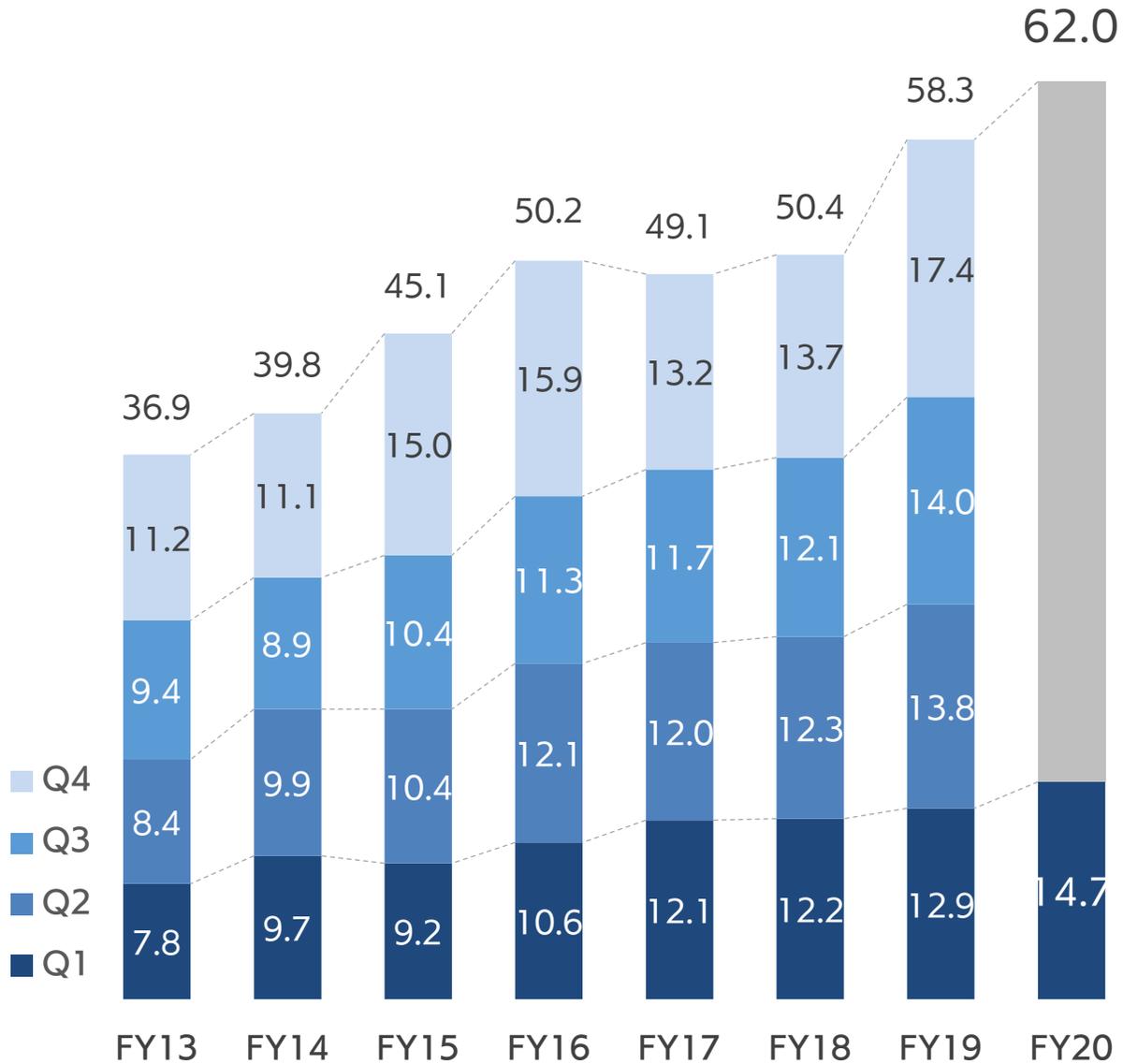
**Our Norton Store operation business saw lower sales and profits due to peaking out and changes in the invoice rate, but the extent of the decline was offset by an increase in telecommuting.**

**On the other hand, our Font Business performed well, offsetting the decline in Norton Store profits, and improving both marginal profit and marginal profit ratio.**

# Numerical data

 SB Technology

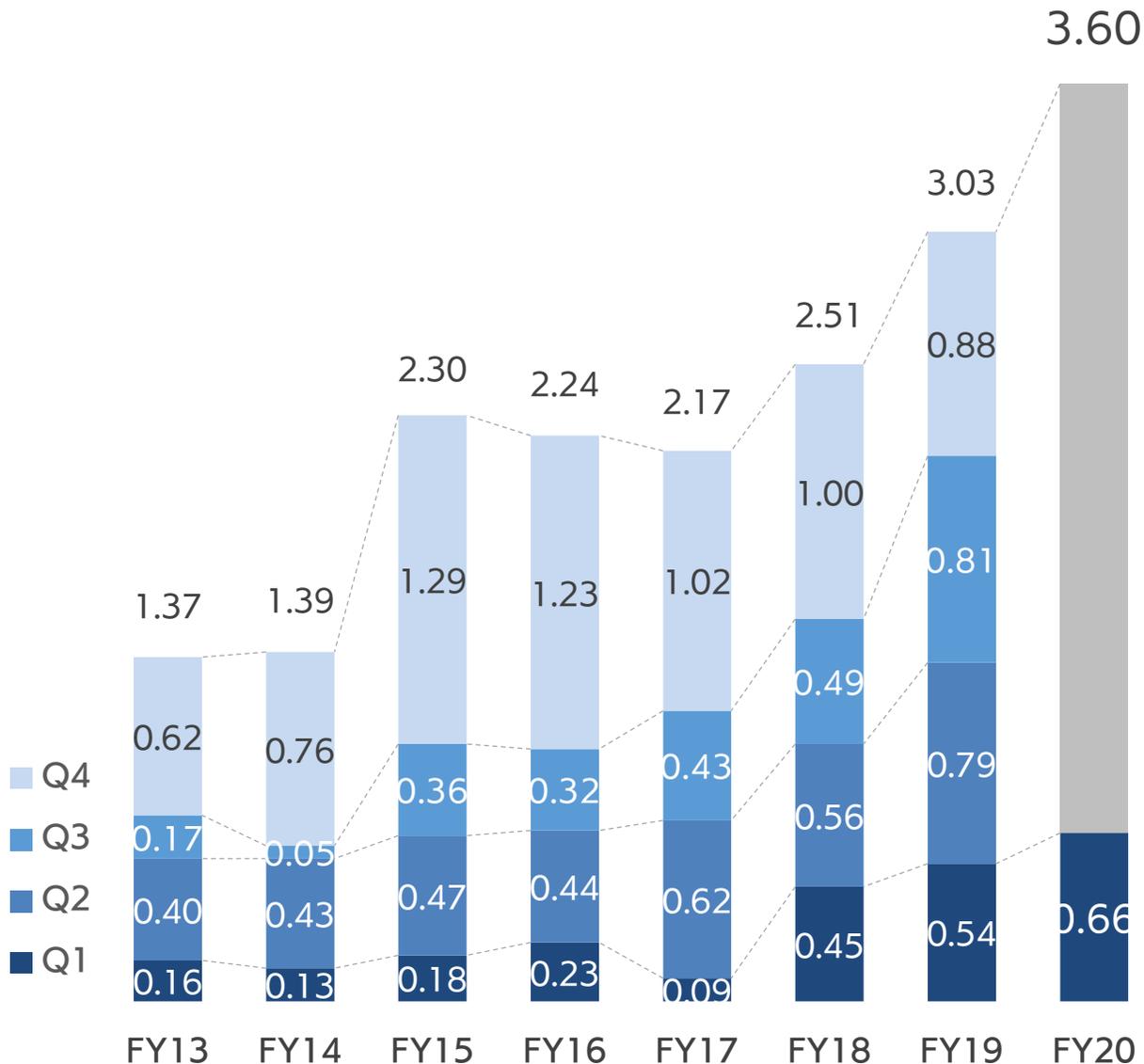
[Millions of yen]	End of June, 2019	End of March, 2020	End of June, 2020	Since end of previous term	YoY
<b>Current assets</b>	19,492	24,350	22,042	△ 2,308	2,549
Cash and deposits	9,756	9,826	9,298	△ 527	△ 457
Accounts receivable and other receivables	7,706	12,714	10,032	△ 2,681	2,326
<b>Fixed assets</b>	7,417	8,135	8,120	△ 15	702
Tangible fixed assets	1,211	1,488	1,672	184	461
Intangible fixed assets	3,071	3,049	3,221	171	150
Investments and other assets	3,134	3,597	3,225	△ 372	90
<b>Total assets</b>	26,910	32,486	30,162	△ 2,323	3,251
Current liabilities	9,621	13,528	11,420	△ 2,107	1,799
Long-term liabilities	1,342	1,340	1,138	△ 202	△ 204
<b>Net assets</b>	15,946	17,617	17,603	△ 14	1,656



1Q Net sales

(YoY) **13.8%** up

[Billions of yen]



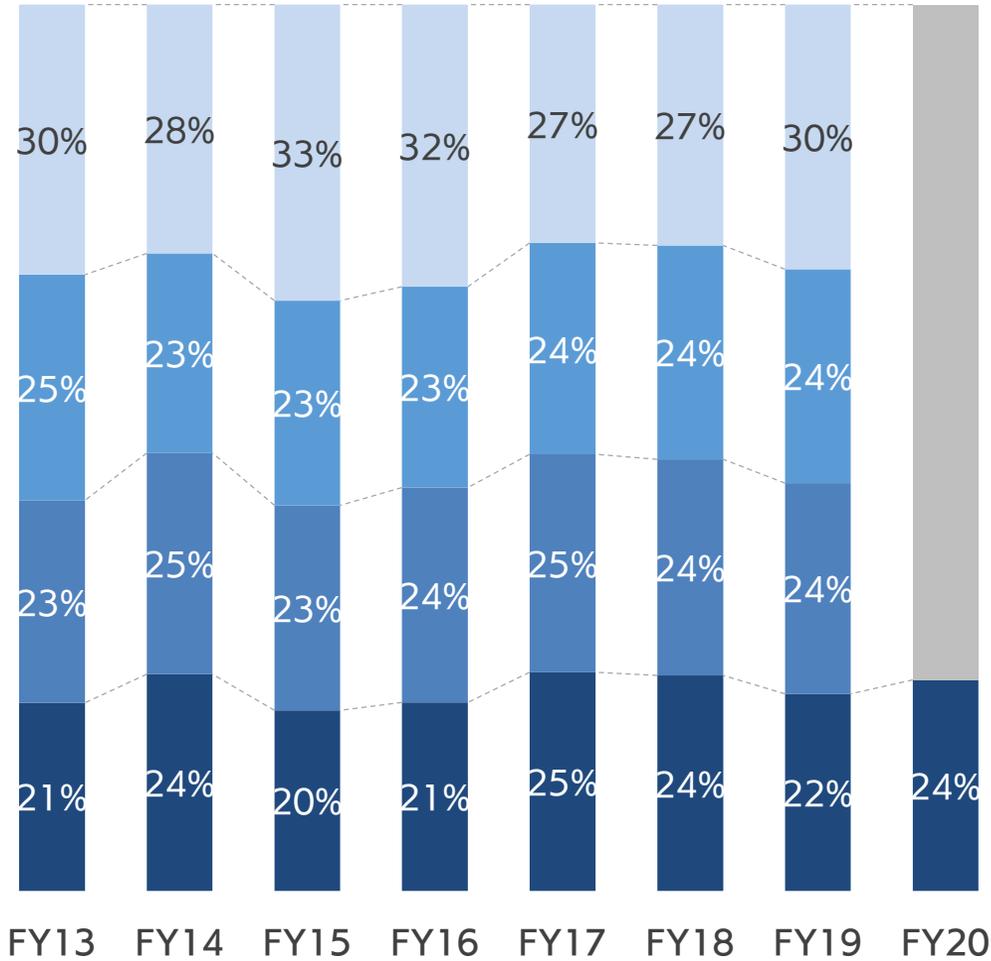
[Billions of yen]

Medium-Term Management Plan  
Target: 20% Operating Income Growth

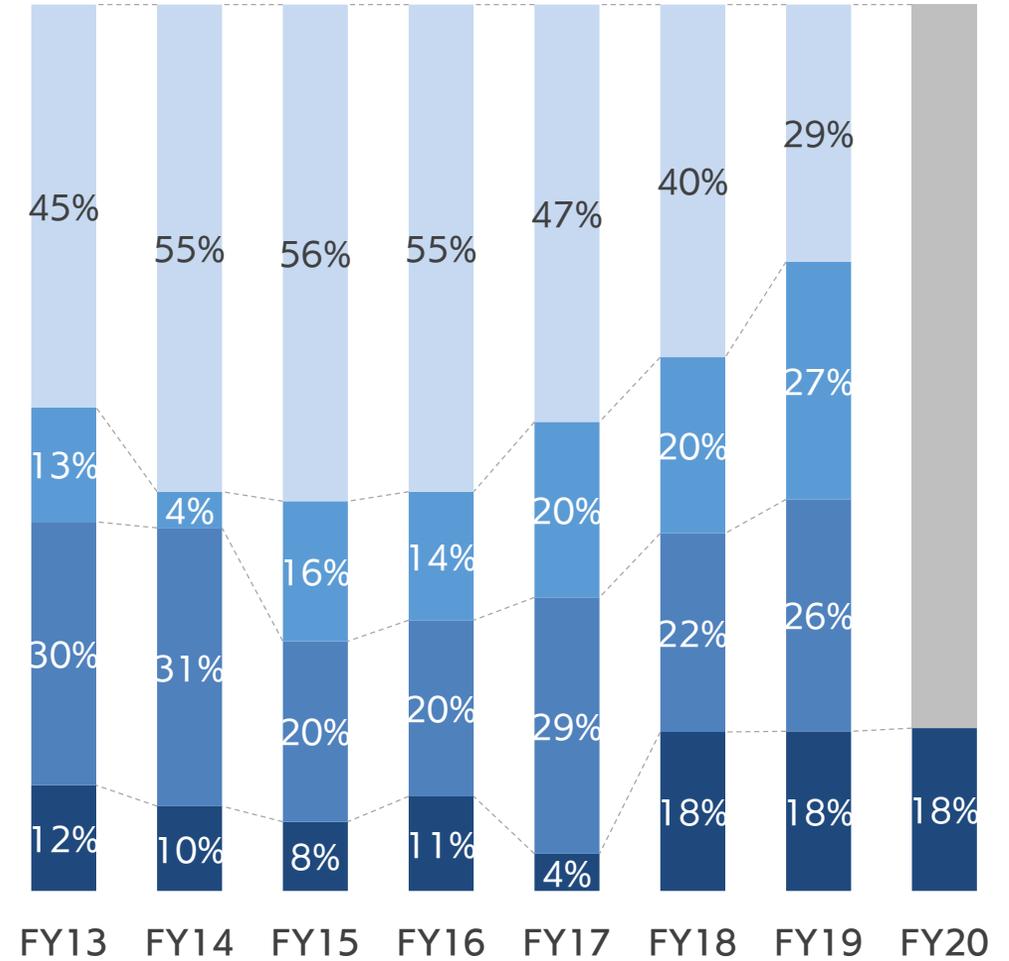
**1Q Operating income**  
**(YoY) 22.1% up**

Net sales

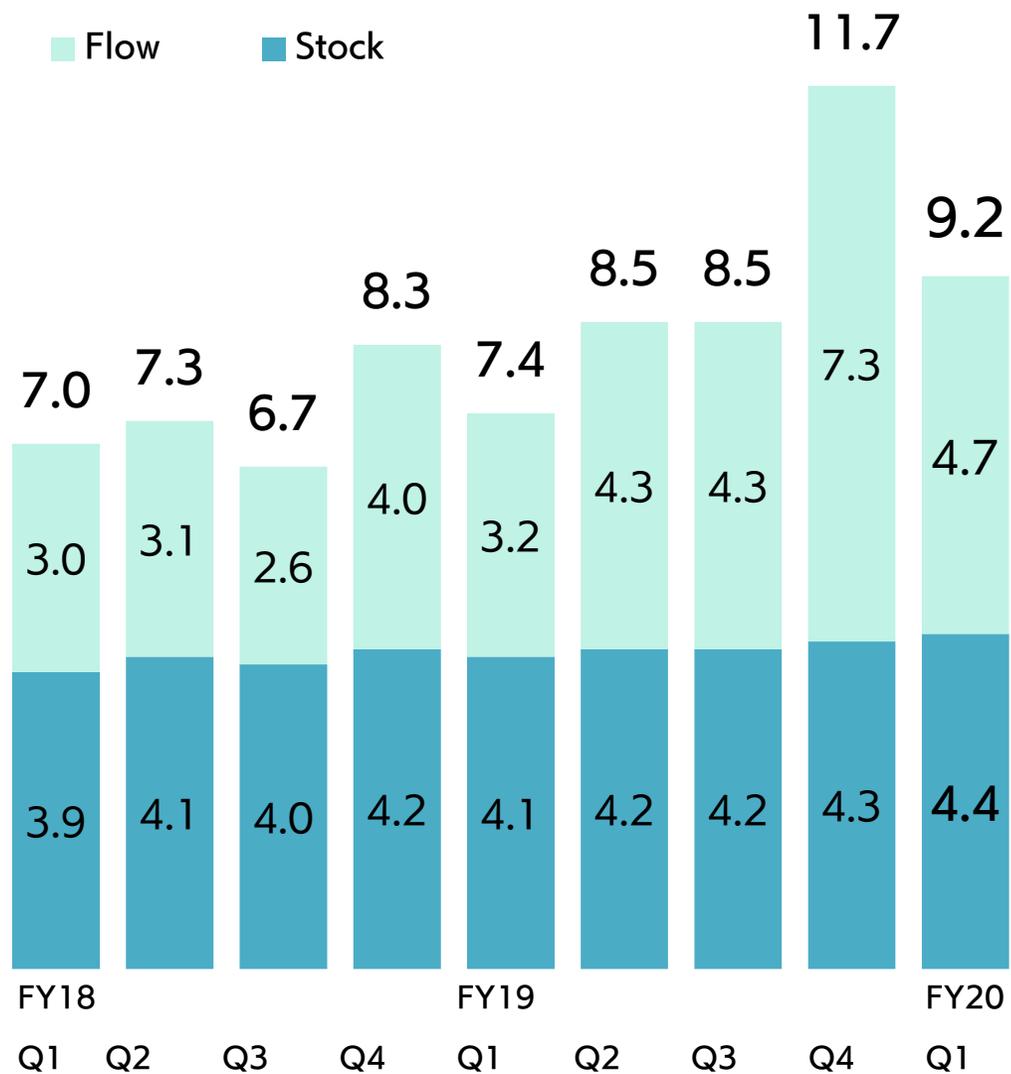
■ Q4 ■ Q3 ■ Q2 ■ Q1



Operating income



[Billions of yen]



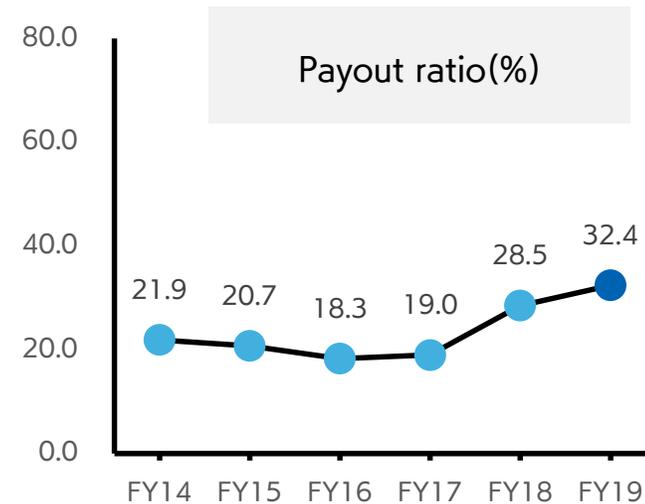
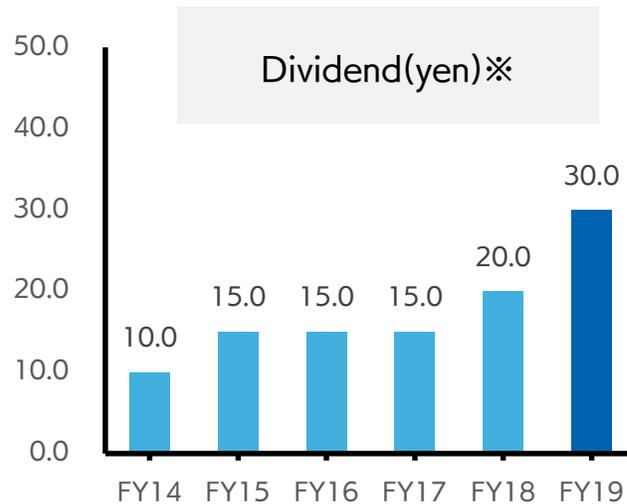
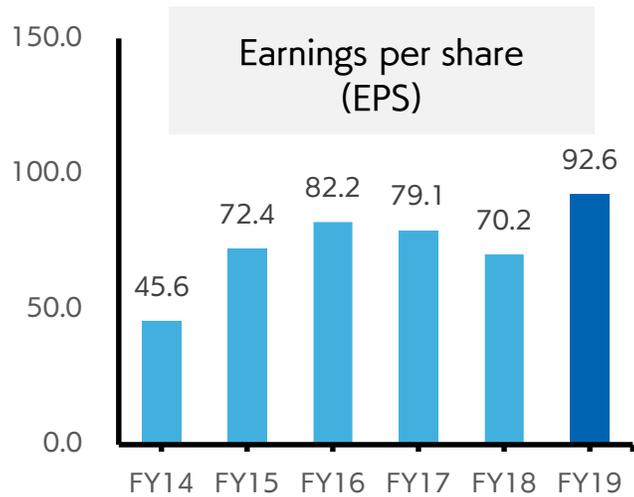
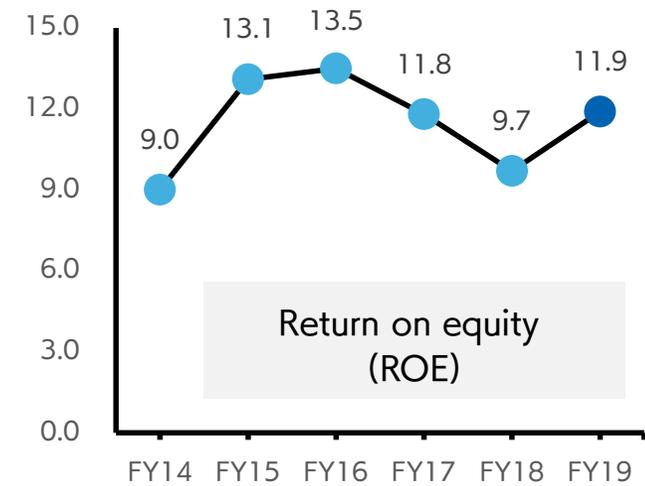
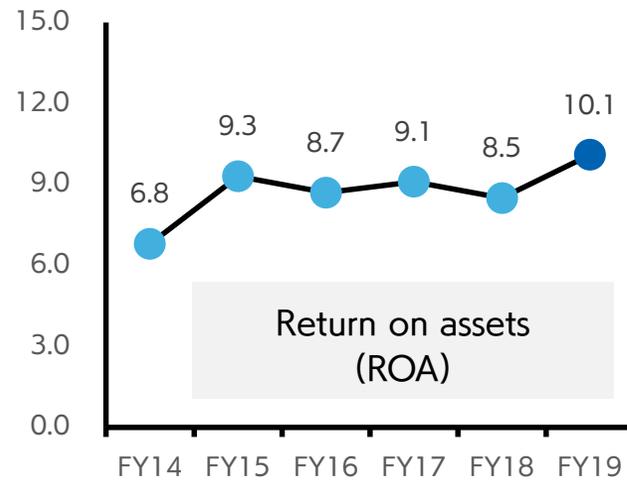
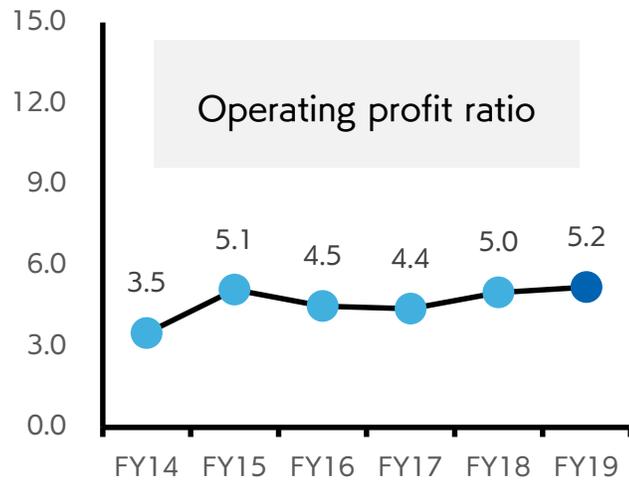
1Q stock sales

(YoY) **0.3bn<sub>up</sub>**

(Millions of yen)	FY19Q1	FY19Q2	FY19Q3	FY19Q4	FY19	FY20Q1	YoY	
							Change	Change%
Sale	12,969	13,872	14,074	17,408	58,324	14,759	+1,789	+13.8%
BIT Solutions	764	868	872	2,155	4,661	1,132	+367	+48.1%
CIT Solutions	3,664	4,333	3,582	4,689	16,268	3,695	+31	+0.8%
Technical solutions	2,991	3,387	4,137	4,855	15,371	4,398	+1,406	+47.0%
EC Solutions	5,548	5,283	5,482	5,708	22,022	5,533	▲15	▲0.3%
Cost of sales	10,873	11,479	11,647	14,897	48,897	12,326	+1,452	+13.4%
Gross profit	2,096	2,392	2,427	2,511	9,426	2,433	+337	+16.1%
SG&A expenses	1,550	1,597	1,613	1,630	6,391	1,766	+216	+14.0%
Operating income	546	794	813	880	3,035	666	+120	+22.1%
Other Income and Expenses	▲0	1	6	▲9	▲2	▲8	▲7	-
Ordinary income	545	796	820	871	3,033	658	+113	+20.7%
Extraordinary gain/loss	0	▲14	2	▲46	▲58	▲5	▲5	-
Net profit attributable to owners of parent	330	469	526	529	1,856	348	+18	+5.5%
Marginal income	3,642	4,095	3,964	4,758	16,461	4,061	+418	+11.5%
Fixed cost	3,096	3,300	3,150	3,877	13,425	3,394	+297	+9.6%
Non-consolidated order backlog	12,715	15,712	16,393	16,392	16,392	16,537	+3,822	+30.1%

								YoY	
(Millions of yen)		FY19Q1	FY19Q2	FY19Q3	FY19Q4	FY19	FY20Q1	Change	Change%
Total	Sale	12,969	13,872	14,074	17,407	58,324	14,759	+1,789	+13.8%
	Marginal income	3,642	4,095	3,964	4,758	16,461	4,061	+418	+11.5%
	Profit ratio	28.1%	29.5%	28.2%	27.3%	28.2%	27.5%	▲0.6pt	-
BIT solution	Sale	764	868	872	2,155	4,661	1,132	+367	+48.1%
	Marginal income	309	424	394	629	1,757	322	+13	+4.3%
	Profit ratio	40.4%	48.9%	45.2%	29.2%	37.7%	28.5%	▲11.9pt	-
CIT Solutions	Sale	3,664	4,333	3,582	4,689	16,269	3,695	+31	+0.8%
	Marginal income	1,369	1,726	1,620	1,835	6,552	1,648	+278	+20.3%
	Profit ratio	37.4%	39.8%	45.2%	39.1%	40.3%	44.6%	+7.2pt	-
TS Solutions	Sale	2,991	3,387	4,137	4,855	15,371	4,398	+1,406	+47.0%
	Marginal income	1,093	1,221	1,242	1,396	4,953	1,179	+86	+7.9%
	Profit ratio	36.6%	36.1%	30.0%	28.8%	32.2%	26.8%	▲9.8pt	-
EC Solutions	Sale	5,548	5,283	5,482	5,708	22,022	5,533	▲15	▲0.3%
	Marginal income	870	723	706	897	3,198	911	+41	+4.7%
	Profit ratio	15.7%	13.7%	12.9%	15.7%	14.5%	16.5%	+0.8pt	-
Total of core businesses (BIT+CIT)	Sale	4,429	5,201	4,454	6,843	20,930	4,828	+399	+9.0%
	Marginal income	1,678	2,150	2,014	2,464	8,309	1,970	+291	+17.4%
	Profit ratio	37.9%	41.4%	45.2%	36.0%	39.7%	40.8%	+2.9pt	-
	Component ratio	34.1%	37.5%	31.7%	39.3%	35.9%	32.7%	▲1.4pt	-

(※) Amounts for the same period of the previous fiscal year for each solution segment are calculated in accordance with the current booking method.



(※) The Company conducted a 2-for-1 stock split of common stock on June 1, 2017, and the amount of dividends paid prior to the split has been adjusted.

# Corporate Information

SB Technology

## Management philosophy

### Mission

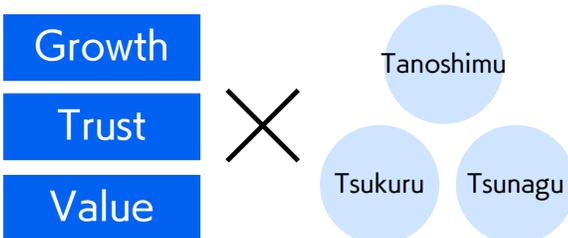
Information Revolution, Happiness for everyone  
- Technologies Design the Future -

### Vision

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

### Value

Accept Diversity  
Three Perspectives x Three Actions



## Corporate Data

(As of March 31, 2020)

Trade Name	SB Technology Corp. (*)
Address	27-30, Shinjuku 6-chome, Shinjuku-ku, Tokyo
Description of Businesses	ICT services business
Establishment	October 16, 1990
Common stock	JPY 1,176 mn
Number of employees	1,068 (consolidated)

(\*) The company name was changed to SB Technology Corporation as of October 1, 2019.

## Officers

(As of June 26, 2020)

### Board of Directors and Corporate Auditors

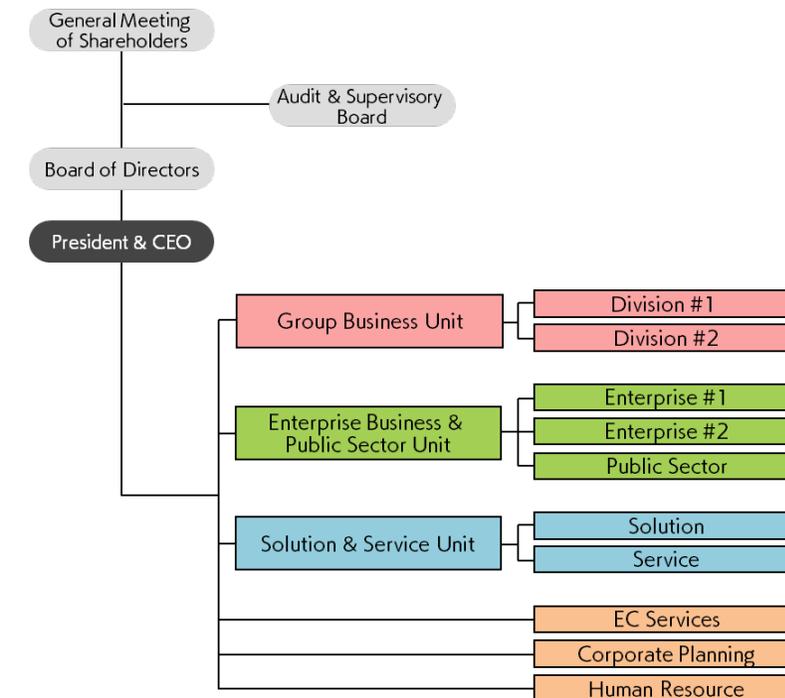
Representative Director CEO	Shinichi Ata	Chairman of Audit & Supervisory Board	Mitsumasa Ueno
Director CSO	Mitsuhiro Sato		
Director	Akira Kitamura		
Director	Takashi Kodama	Audit & Supervisory Board Member	Haruhiko Hirose
Director	Masaki Watanabe		
Director	Kimihiko Kaneko	Audit & Supervisory Board Member	Michiaki Nakano
External Member of the Board	Shigeo Suzuki		
External Member of the Board	Yoshie Munakata	Audit & Supervisory Board Member	Naito Takashi

### Executive Officers

President & CEO	Shinichi Ata
Senior Executive Vice President & CSO	Mitsuhiro Sato
Executive Vice President	Akira Kitamura
Executive Vice President & CIO	Takashi Kodama
Executive Vice President	Masaki Watanabe
Vice President CCO	Seiichi Masaoka
Vice President	Tetsuya Shimizu

## Organizational Chart

(As of April 1, 2020)



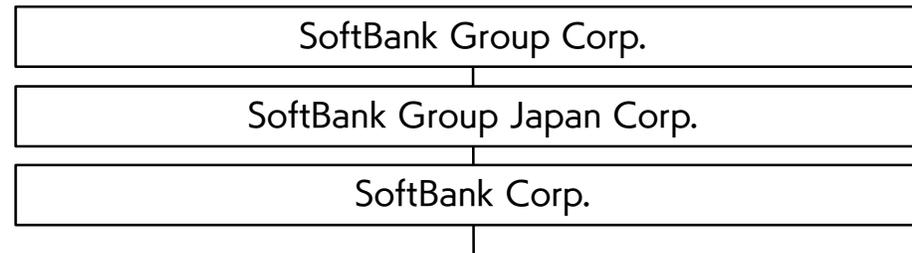
## Certification and accreditation

(As of April 1, 2020)



ISMS認証・登録範囲  
本社/汐留/仙台/名古屋/大阪/福岡

えるぼし



## SB Technology



### M-SOLUTIONS, Inc.

Providing cloud services and system design, development, operation and maintenance services primarily focused on smart devices



### FONTWORKS Incorporated

Planning, development, and sales of fonts (typefaces), software development, technical services, OEM, etc.



### Kan Corporation

Providing educational content that employs cloud services to achieve internal business improvement and innovations in communication.



### CyberTrust Japan Co., Ltd.

Providing of IoT services, OSS/Linux services, and certification/security services



### ASORA Tech Corp.

Providing ICT-based solutions and comprehensive ICT services for agriculture



### REDEN Corp.

Providing a platform to promote the use of agricultural data and support the acceleration of the agricultural growth cycle



### DENEN Co. Ltd.

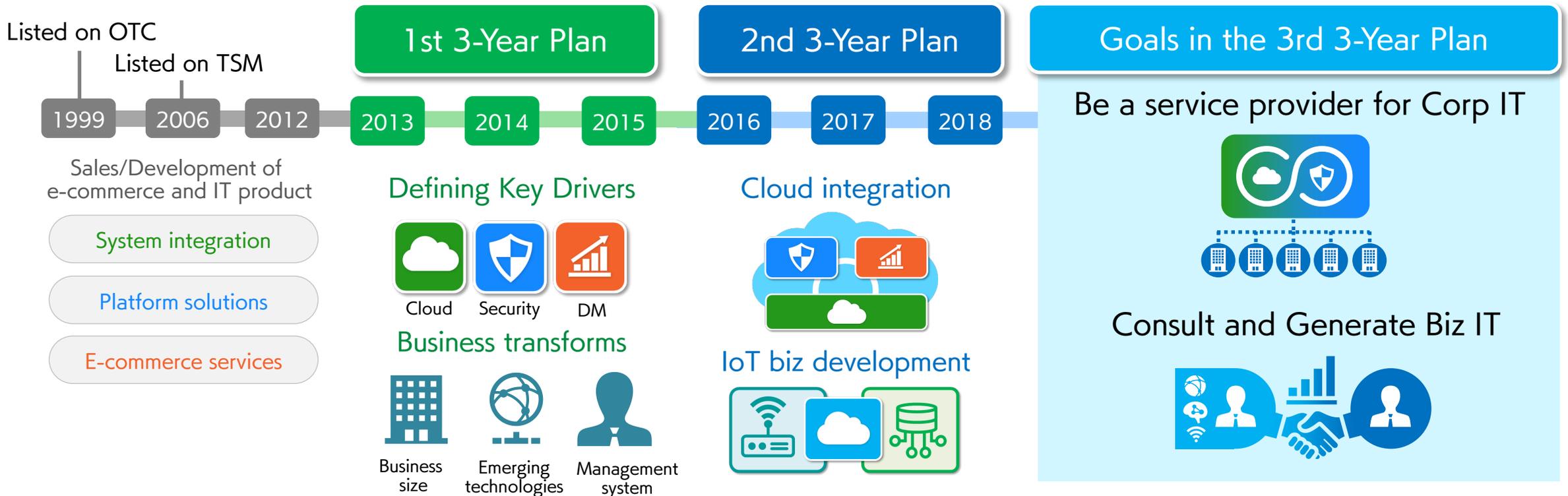
Providing system consulting and web system development solutions, primarily for the telecommunications sector and local governments.

## Long-term targets and Positioning of the New 3-Year Plan

Long-term goal

Enhance the competitiveness of Japanese companies  
Becoming a Cloud Consulting & Service Company

- Cloud & Security No.1
- Creating Global Business with Customers through Advanced Technologies and Creativity



No. 1 track record  
in cloud implementation  
for enterprises and public offices

SB Technology Corp.

ICT services



## Business IT Solutions

Cloud business  
(for business divisions)

- Consulting service
- DX Solutions
- AI, IoT Solutions, etc.



## Corporate IT Solutions

Cloud business  
(for company-wide and administrative divisions)

- Cloud Integration
- Business efficiency services
- Cloud security services
- Security operations monitoring service
- E-authentication solutions, etc.



## Technical solutions

- Support for development and operation of on-premises (including private cloud computing)
- Equipment sales, construction, operation and maintenance services
- Sales and embedded developments of Linux/OSS related products, etc.

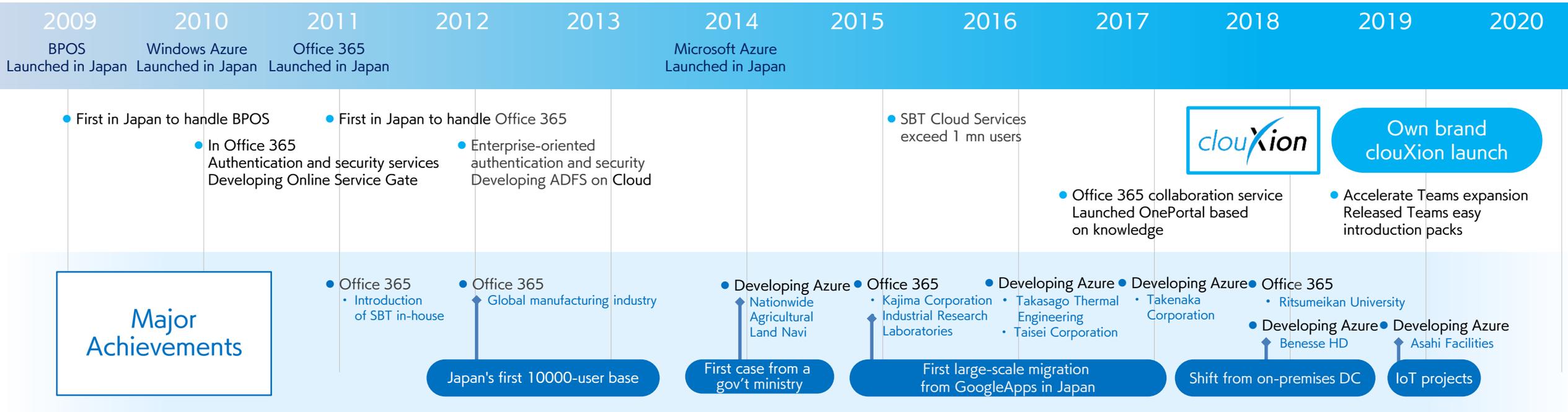


## EC Solutions

- EC site management agency
- E-commerce sales of font licenses, etc.

# Microsoft Cloud Business Strengths

- ✓ **A Long History of Initiatives** SBT launched its Microsoft Cloud Business in 2009, when the cloud was in its infancy, and has accumulated vast knowledge through long-term initiatives.
- ✓ **A Top-Class Track Record** We have a top-class track record of introducing this system in Japan, from Microsoft 365 to Azure environments, with a focus on leading companies.
- ✓ **A Wealth of Unique Solutions** We provide various cloud utilization solutions developed as our own brands based on our knowledge base and feedback from our end users.



### Cloud Implementation Successes (as of end of December 2019)

<b>1,004</b> companies	Cloud SI Implementation 382 companies	ClouXion Implementation 622 companies
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### Microsoft Cloud Competencies

Certification to recognize the performance of a partner that sells and deploys cloud services

**SBT claimed the GOLD Prize in 5 areas**

- Cloud Platform
- Cloud Productivity
- S&M Cloud Solutions
- Cloud CRM
- Enterprise Mobility Management

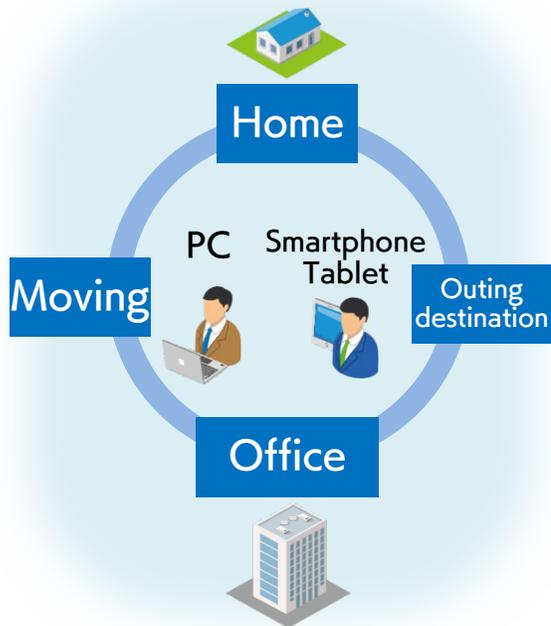
### Microsoft Partner of the Year

7-time award winner; Awarded for six consecutive years since 2014

Japan's first quadruple crown

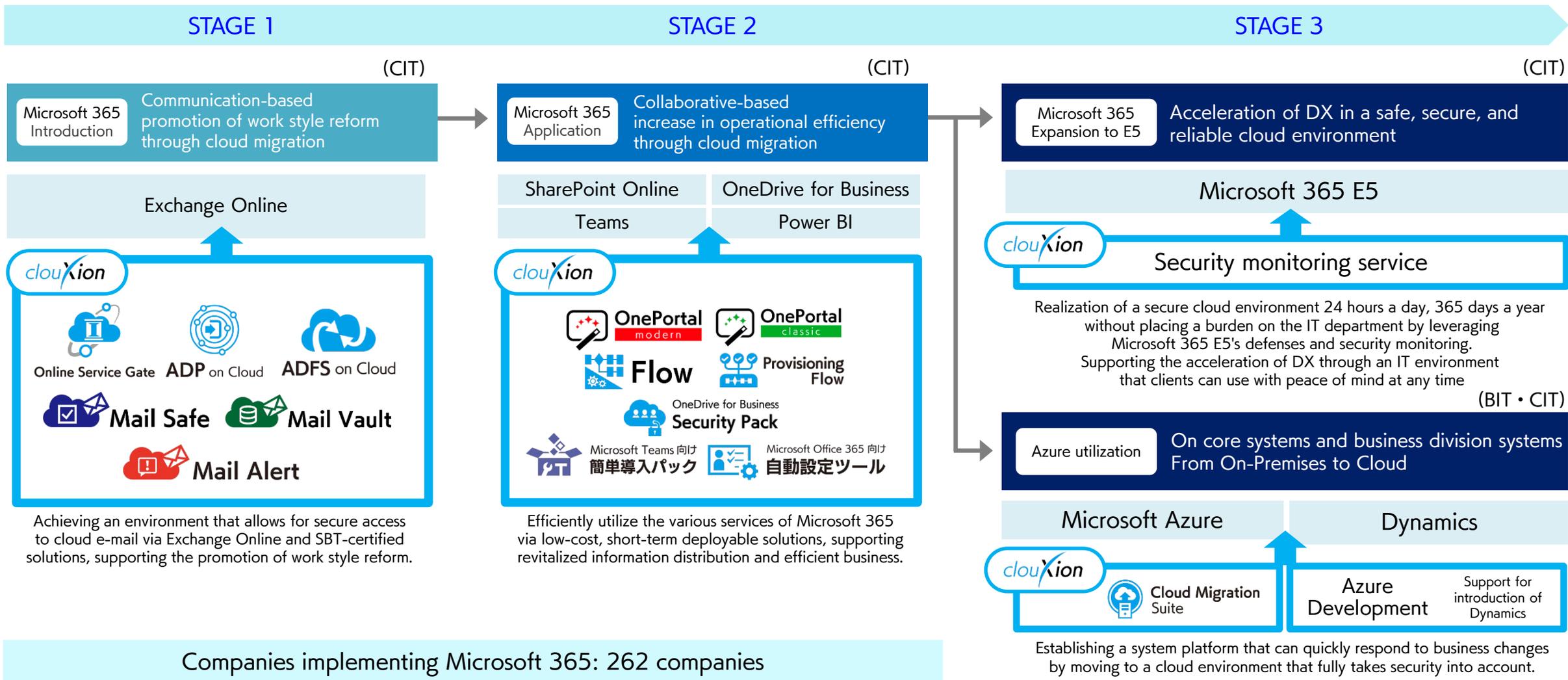
From the Realization of Telecommuting to Support for "New Normal" Working Styles

With the spread of the COVID-19 pandemic, more and more companies have introduced telecommuting, and it is becoming an increasingly well-established way of working.  
 A set of guidelines issued by the Ministry of Internal Affairs and Communications recommends that telecommuting should be implemented in such a way that it "strikes a balance between rules, people, and technology."  
 As such, it is necessary for us not simply to introduce systems, but also prepare information sharing methods, build systems that can be used safely, establish rules and guidelines, and promote education regarding these systems.  
 The SBT Group provides the solutions needed for companies to realize telecommuting and "new normal" work styles in the post-COVID age.  
 ※ Telework Security Guidelines ([Link](#)) (MPHPT)



Various Microsoft 365 installation support services	
<p><b>Communications</b> The ability to communicate and share info, anytime and anywhere</p>	<p>SB Technology </p> <p>Microsoft Teams向け 簡単導入パック Microsoft Office 365向け 自動設定ツール OnePortal modern OnePortal classic Knowledge Bot</p>
<p><b>Security</b> The ability to safely connect to all systems</p>	<p>SB Technology </p> <p>Online Service Gate* ADFS on Cloud Mail Vault Mail Safe Mail Alert</p> <p>Managed Security Service cybertrust Certificate Issuance Management Service for Terminal Authentication "Cybertrust Japan Co., Ltd. Device ID"</p>
<p><b>Business system</b> The ability to conduct business just as if you were in the office</p>	<p>SB Technology </p> <p>Flow Provisioning Flow Cloud Migration Suite</p> <p>Kintone business systems/application development services iTrust, a trust service that enables electronic contract signing</p>
<p><b>Rules and Education</b> The ability for everyone to use systems appropriately and safely</p>	<p>Support for Microsoft Teams use and IT literacy training Information security consulting services</p> <p>KAN cybertrust</p>

# Cloud Migration Scenario Using Own Solutions (BIT/CIT)



Companies implementing Microsoft 365: 262 companies

STAGE 1  
clouXion Implemented

573 companies

STAGE 2  
clouXion Implemented

43 companies

STAGE 3  
Implemented

124 companies (83 Azure)

## Cloud

### Microsoft Partner of the Year 6 consecutive years



- Internet of Things (IoT) Award (2019)
- Security and Compliance Award (2018)
- Cloud Productivity Award (2017)
- Messaging Award, Public Sector Award, Cloud Platform Award (System Integrator) (2016)
- Cloud Platform Competency Award(System Integrator) Identity and Access Competency Award (2015)
- Identity and Access Competency Award (2014)
- Cloud Partner Award (2012)

### Microsoft Worldwide Partner Award 4 Prize



- 2020 Microsoft Country Partner of the Year
- The Microsoft 2019 Partner of the Year Awards "Internet of Things Partner of the Year" finalists
- Collaboration and Content Partner of the Year Finalist (2017)
- Country Partner of the Year Award, Cloud Packaged Solutions, Messaging, Public Sector-Government Award (2016)

## Security



Imperva, Inc.  
Top Growth Partner Award Award



Japan Network Security Association  
JNSA Prize special award (2017)



McAfee  
Received Partner Award 2016  
2 category award



27th Nikkei New Office Award  
Office Security Award (2014)



## Others



7th Japan HR Challenge Award  
Winning the Excellence Award  
in the Recruiting Division (2018)

### GOOD DESIGN AWARD 2018

To the next generation of Web Browser text layout  
The activities of the study group were awarded  
the Good Design Award. SBT contributes through  
the provision of "FONTPLUS". (2018)



Sitecore MVP Award  
Received 3 in the technology  
category(2020)



Sitecore MVP Award  
Received 4 in the technology  
category(2019)



Sitecore MVP Award  
Received the highest number of  
5 in Japan for 2 consecutive years  
(2018)



Sitecore MVP Award  
Received the highest 5 awards  
in Japan (2017)



Sitecore MVP Award  
Awarded (2016)

## SBT in Figures

SBT consolidated  
Number of  
Employees **1,068**

Reduce overtime work by improving productivity

**42 hours** → **23 hours**  
FY2015 FY2019

SBT non-consolidated  
technical employees  
Percentage of PMP holders **24%**

(International Project Management Certification)

(consolidated basis)  
2020th New Graduate  
**45**

Average age  
**37.4**  
years of age

As of March 31, 2020

## Significant employee growth is the driving force behind SBT's growth

We are working to raise the skills and productivity of our employees as a whole.



### On/Off Switching (sharp)

- Flex without Core Time System
- Leave of Complete PJ



Shifted to a flex-time system for all employees, Premium Friday is also under management.



Be based on the Act on Promotion of Women's Participation and Advancement in the Workplace Acquisition of the highest rank of "Eruboshi" certification



### Support for Growth (Securing and Maintaining Excellent Human Resources)

- Skill Program for New Employees Grades
- Support for obtaining certification

Percentage of Employees  
Taking Leave for Skill Development  
FY2019  
Total number of days acquired: 347 days  
Number of persons acquired: 154



### ICT Utilization (Reduction and Creation of Time)

- Cross-organizational information sharing
- Web conferencing, mobile usage

On the initiative of employees  
Telework is also realized

# Materials to be Considered

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1. Due to a review of solution classifications for some solutions, the amounts of sales and marginal income before the previous fiscal year for each service classification have been calculated in accordance with the current method of recording.
2. 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.

## Disclaimer

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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.

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Information Revolution — Happiness for everyone

~Technologies Design the Future~

 **SB Technology**