

Fiscal Year Ending 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 resolution at the June20 general
meeting of shareholders)

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 endeavor 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.



In order to reduce greenhouse gas emissions and prevent climate change, we will improve our energy efficiency and reduce the use of water and other resources. We will make efforts toward achieving efficiency and biodiversity.



We will not forget the challenge of achieving growth to meet shareholder expectations, and we will disclose information in a fair and transparent manner.



We will foster the next generation and enhance information security, Through disaster countermeasures and reconstruction assistance, we will contribute to the realization of a rich, information-oriented society.



We will make use of our employees' individuality and ensure their fulfillment and pride. We will realize a diverse environment accepting of all genders, ages, nationalities, etc., that offers rich experiences and challenges.



We comply with international norms, laws, and regulations to conduct business activities in an honest manner.



We will prevent any and all forms of corruption, including bribery, and build fair working relationships with our business partners.



Identifying Materiality Issues

Contributing to the global environment via the cloud



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

Ensuring the safety of the food that is the foundation of our nation through technological contributions



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 producer's viewpoint.

Using advanced technologies, to facilitate accessibility and promote the use of data



We will use cutting-edge technologies such as IoT and AI to promote DX and contribute to our core business, making full use of customer data.

Contributing to the diversification of lifestyles in society



We will use technology to contribute to the practice of flexible working styles that fit diversified lifestyles.

Continuous reinforcement of advanced security technology



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

Driving growth and expansion of human capital, and establishing 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 new talent and invest in education with the aim of fostering a challenging, fulfilling environment as our organizational culture.

Financial Results

SB Technology

**Financial
Results**

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

Net income includes extraordinary gains from the sale of investment securities and extraordinary losses for structural reforms for the next fiscal year and beyond.

**Orders
Received**

As in the previous fiscal year, we also received orders for large-scale public sector 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**

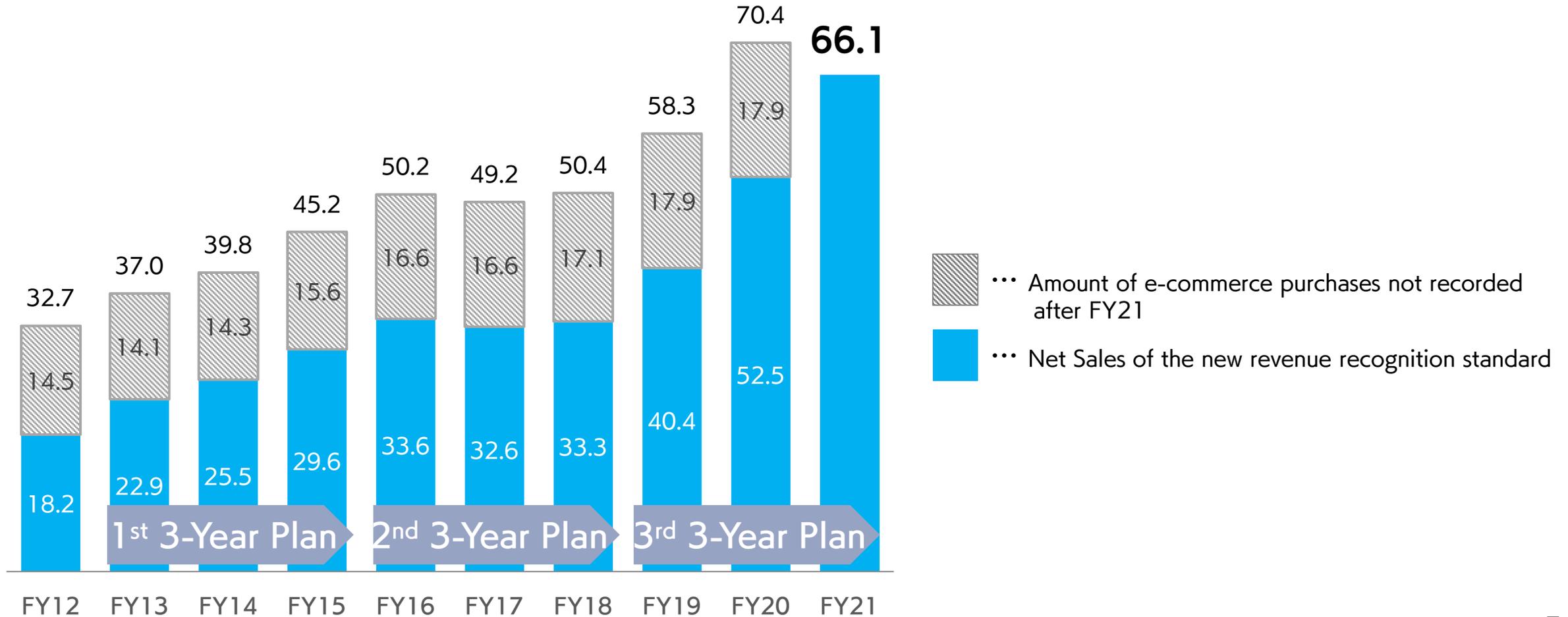
Operating income to 8 billion in the final year of the Fourth Medium-Term Management Plan

Building a foundation for an operating income of 10 billion-level

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

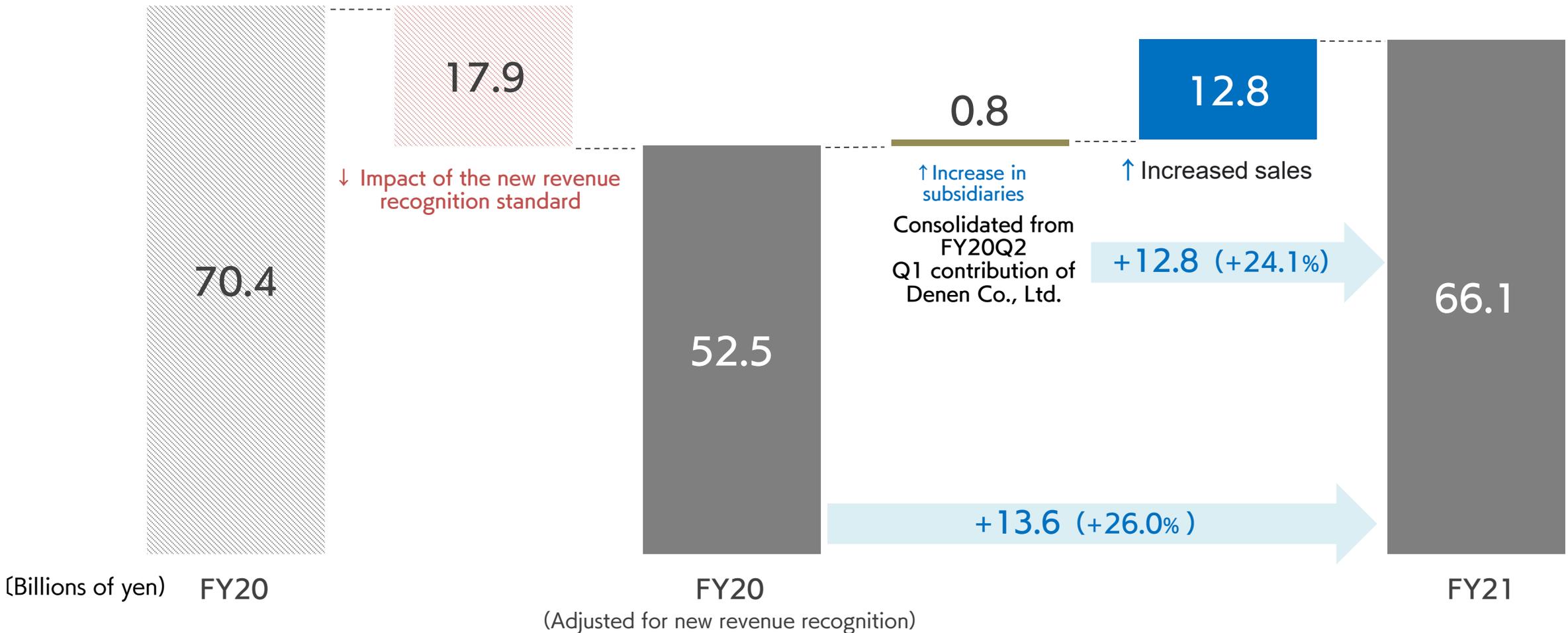
- Although there was an incident response, the company's DX and digital governance projects were tailwind.
- Achieved record-high sales and operating income, and the ratio of the operating income is improving YoY

[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%)

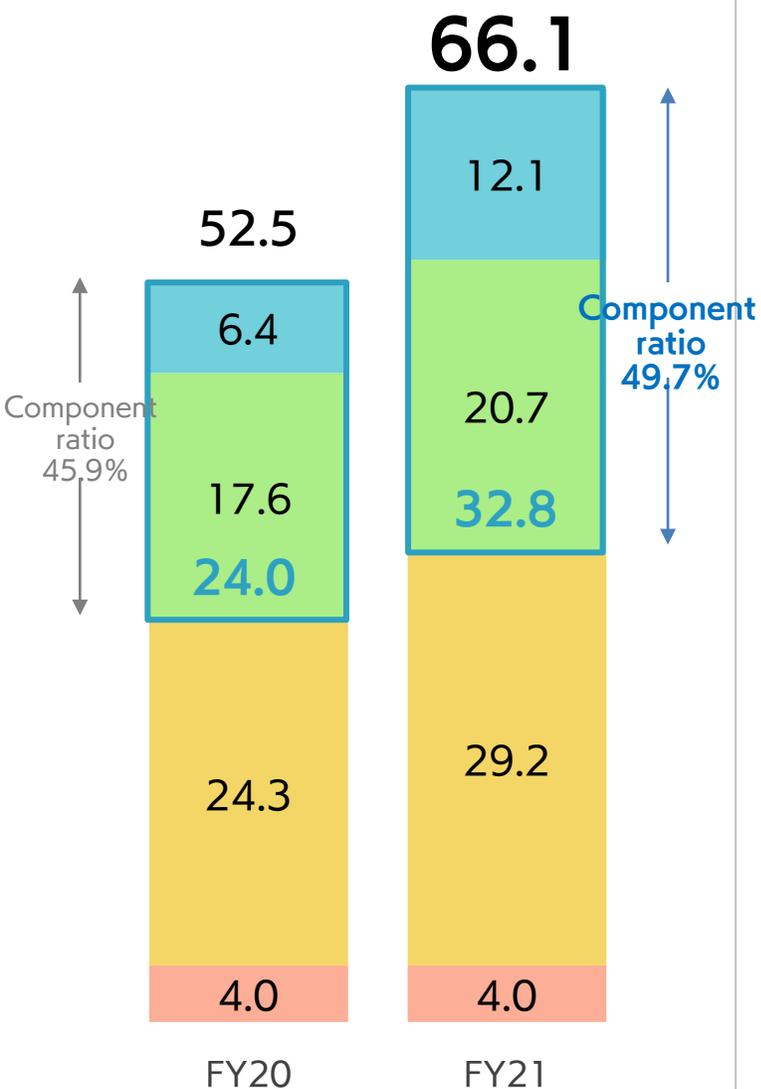
Impact of Change in Accounting Standards (Net Sales)

| FY2021

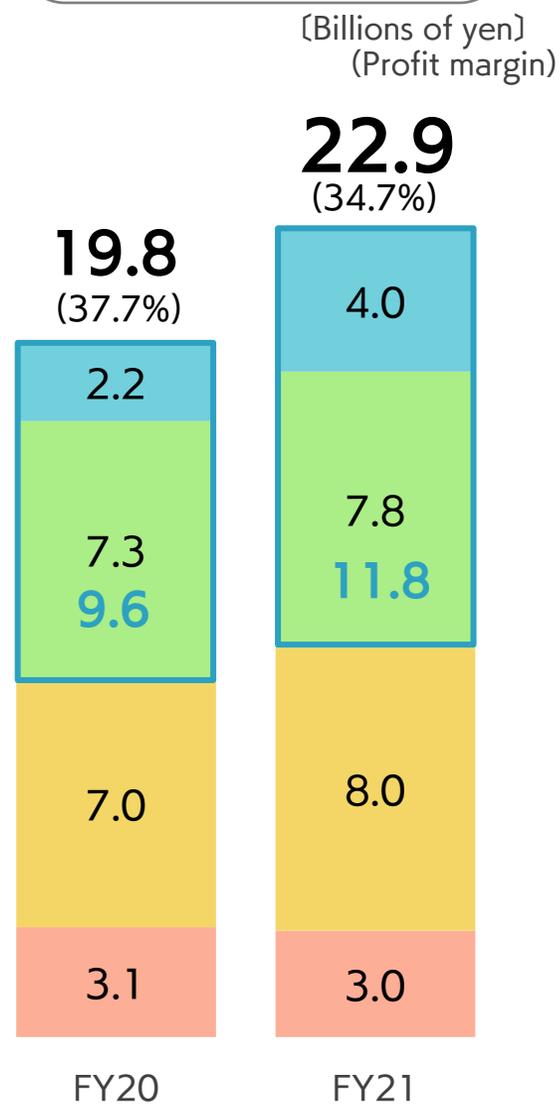
- Increase of 13.6 billion (+26.0%) year-on-year mainly due to projects for government agencies such as the Ministry of Agriculture and Fisheries and SoftBank Corp.
- Excluding impact of subsidiaries consolidated in Q2 of the previous fiscal year, sales would have increased 12.8 billion (+24.1%)



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
- Despite provisions made for digital map projects, 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 prefectures are ordered, and began construction and migration

Technical (TS) : Increase in both sales and profits

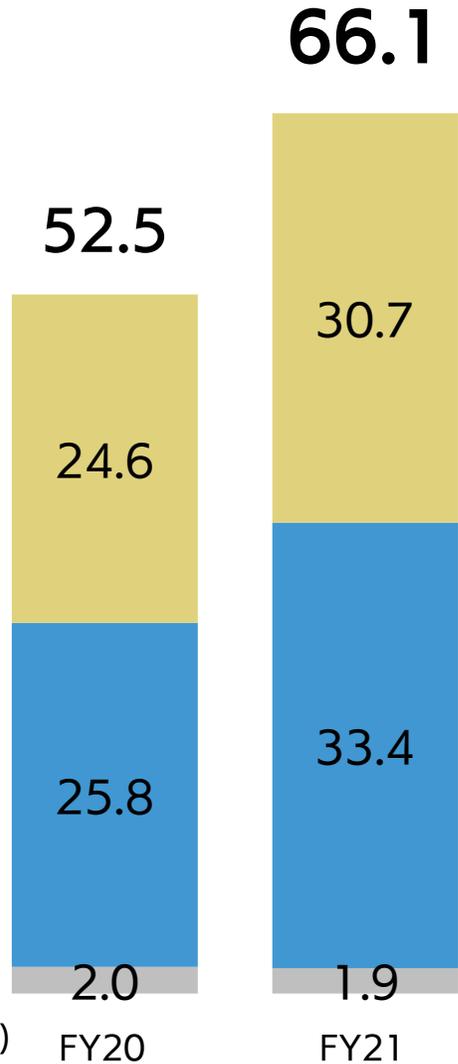
- As a strategic Sler, the number of system development and operation projects for SoftBank Corp. has increased, and the expansion of the area has been completed.

EC : Flat

- Generally steady

*Abbreviation for security cloud

By customer type



Details

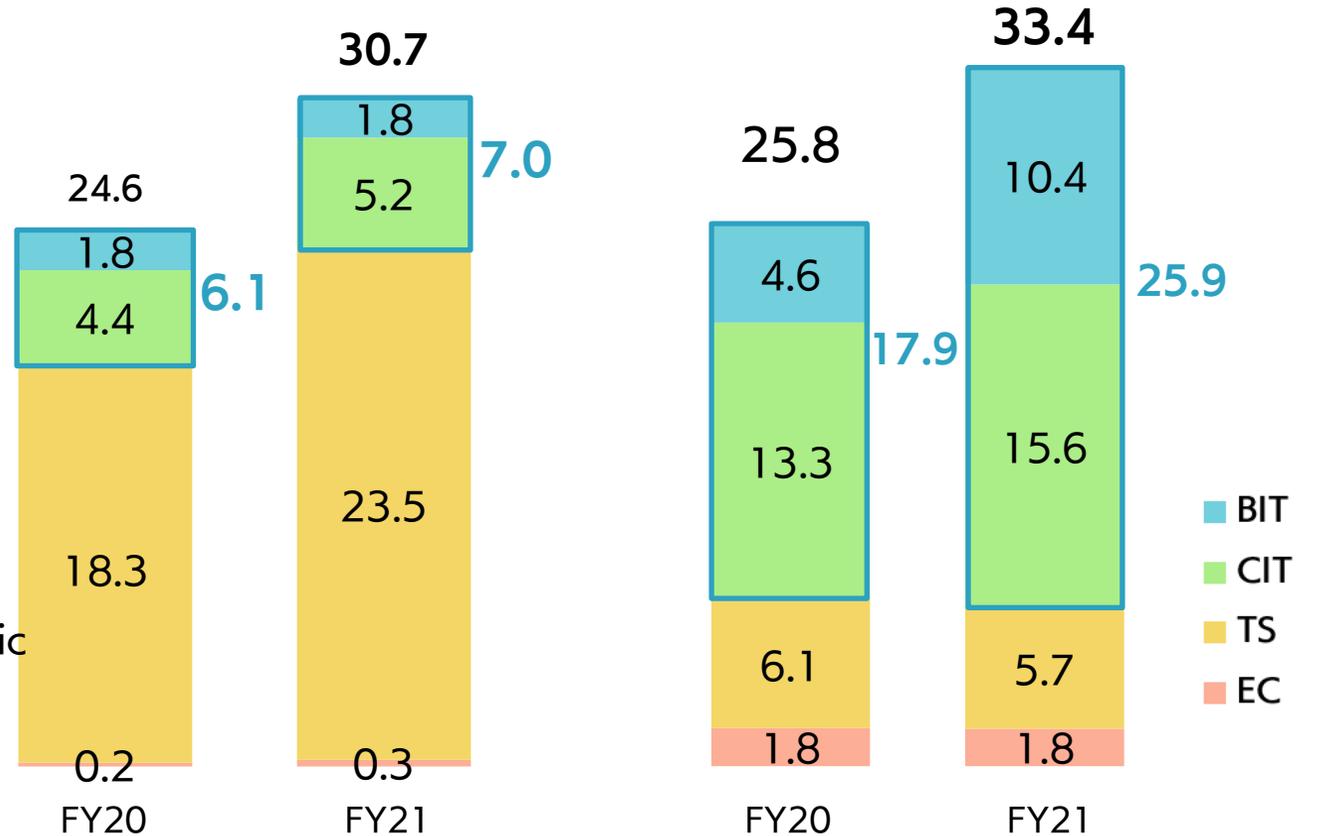
Customer type × Solution category

Softbank Group Each company

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

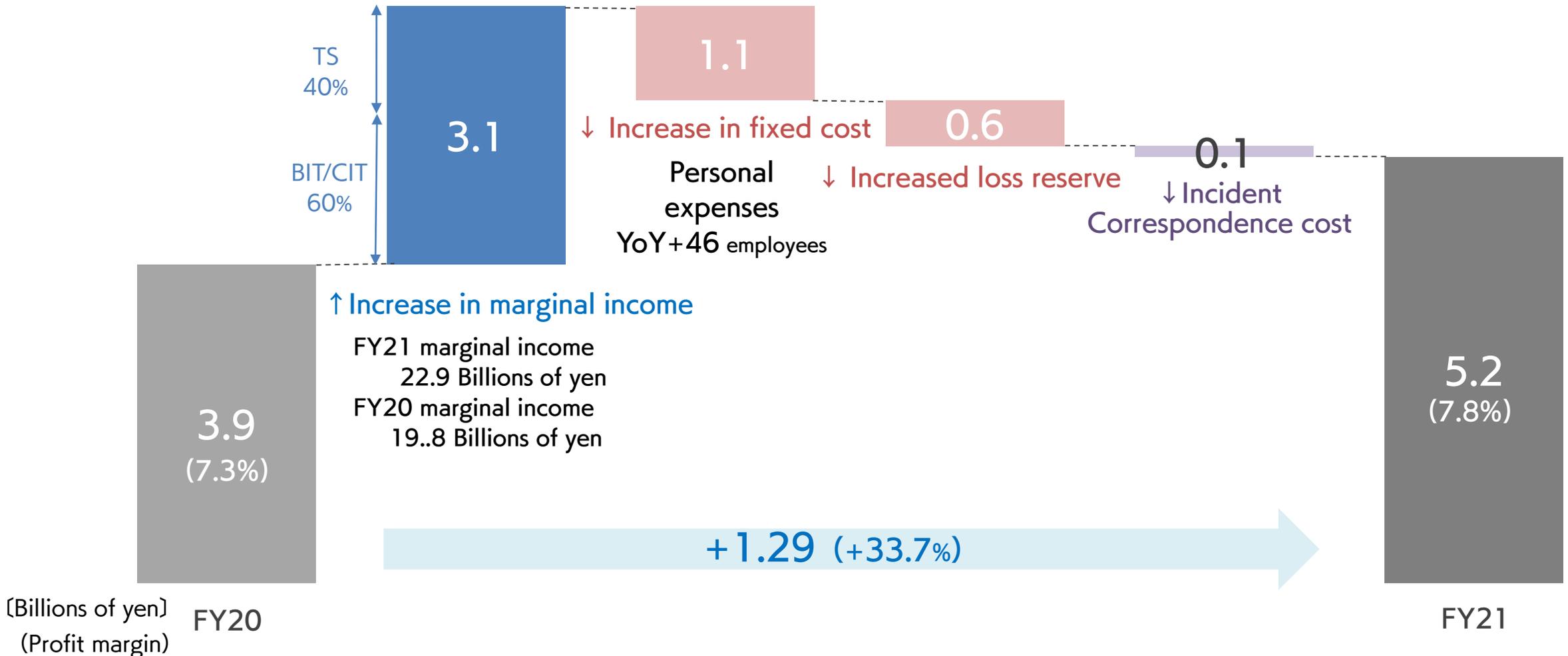
Enterprises / Public

BIT : Higher sales due to electronic application and digital map projects for the MAFF
 Steady growth of over 1.4 times from the previous quarter in sales targeted at the manufacturing industry
 CIT : Increased Cloud operations and security
 Also recorded construction phase for the next-generation SC

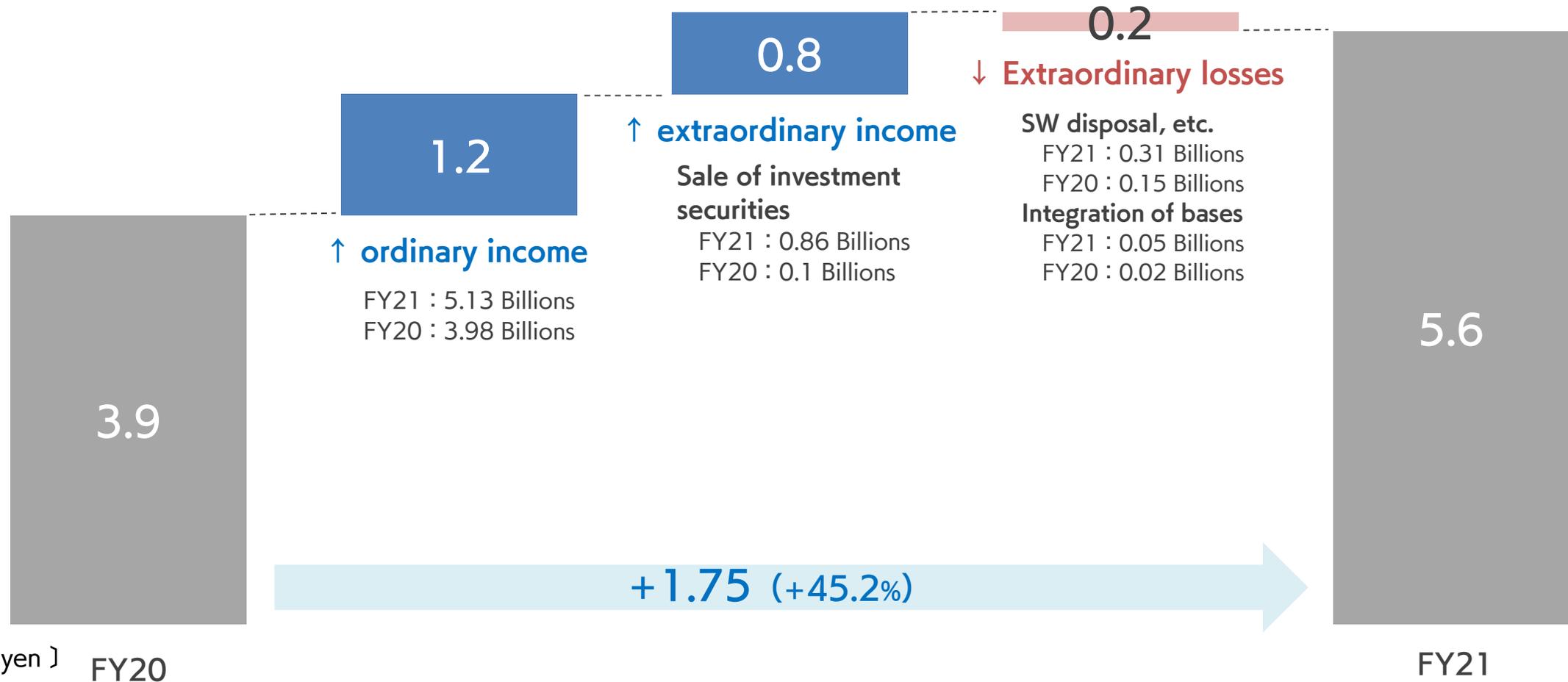


• The solution category for individual customers is All EC

- Increased costs due to responding to incidents that occurred in March and provisions for large-scale projects
- Increase in operating income of 1.29 billion JPY (+33.7%), even after accounting for an increase in fixed costs due to personnel expenses and strengthening of recruitment



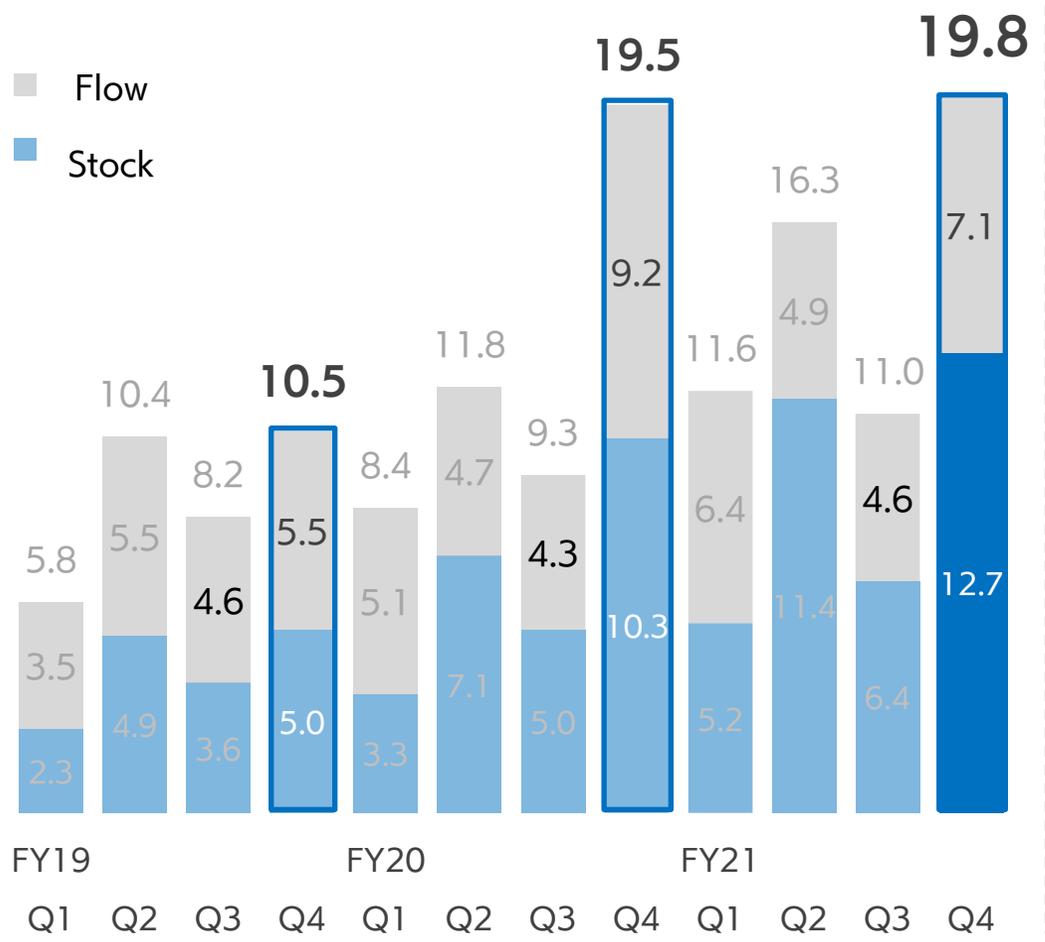
- Extraordinary income recorded due to sale of investment securities
- Expenses related to the disposal of SW and the integration of bases for structural reforms in preparation for the Fourth Medium-Term Management Plan recorded as extraordinary losses



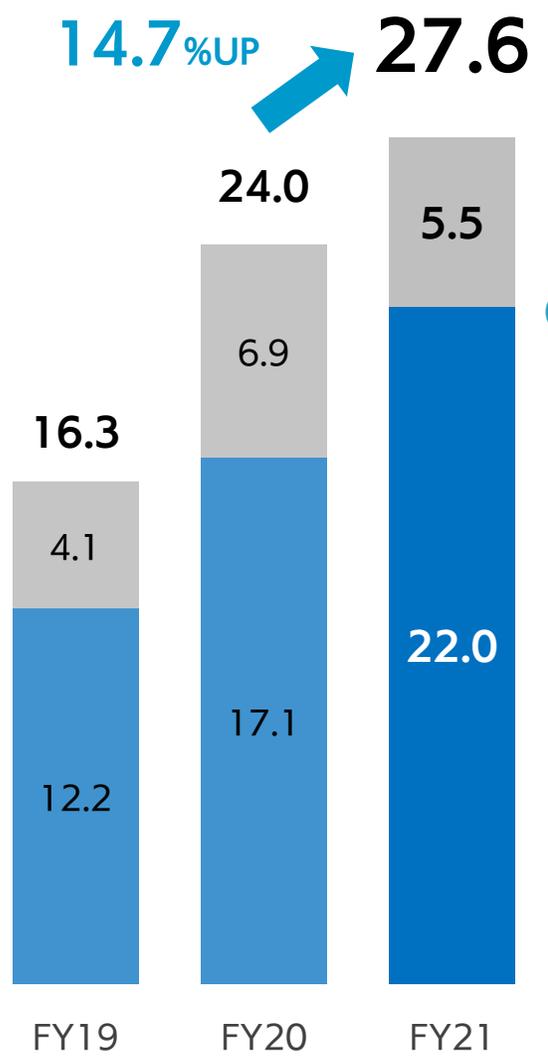
[Non-Consolidated] Orders Received/Order Backlog (Except EC solution) | FY2021

(Billions of yen)

Changes in orders received



Order Backlog



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.
- Additional operational projects are received from SoftBank Corp. and the Ministry of Health, Labor and Welfare site
- Approximately 70% of the order backlog at the end of FY21 is expected to generate sales in the FY22

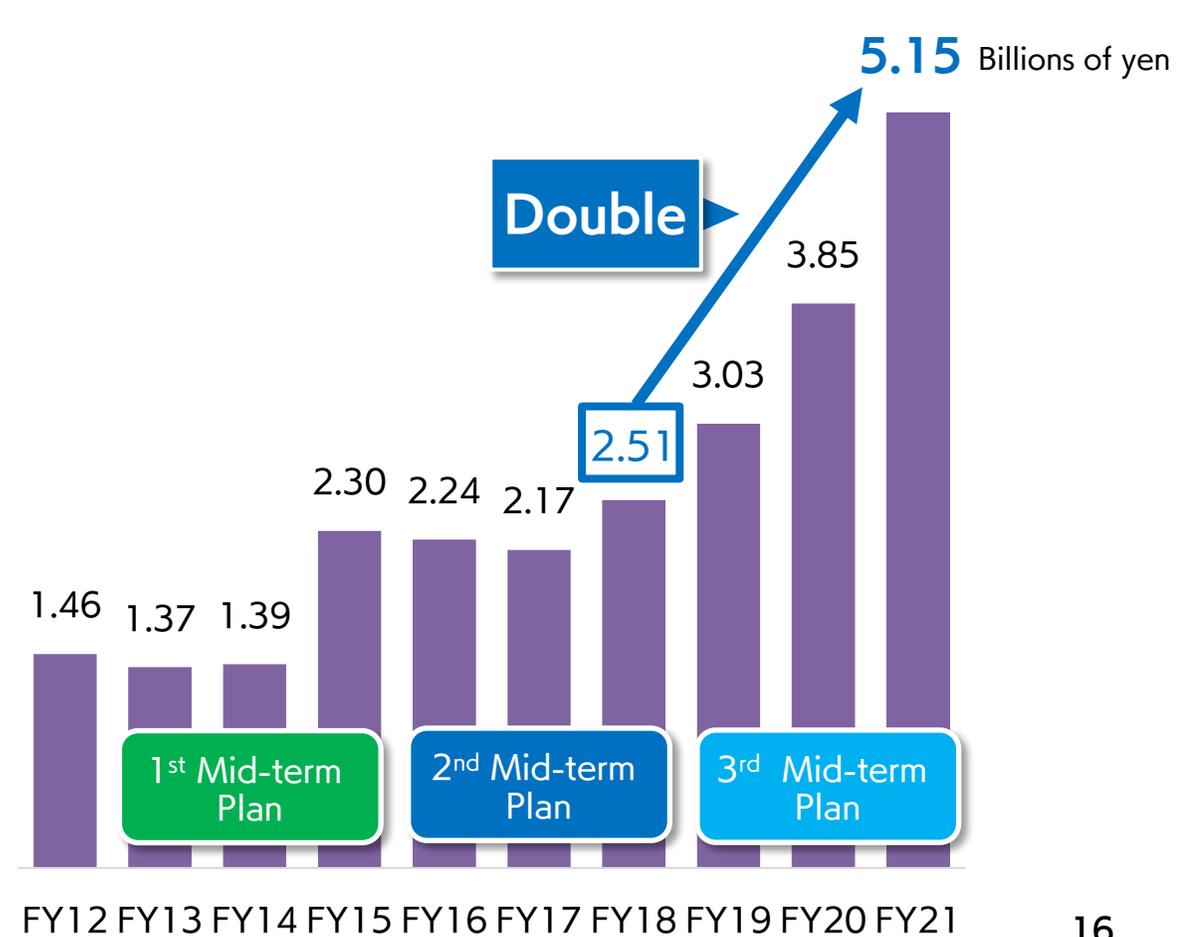
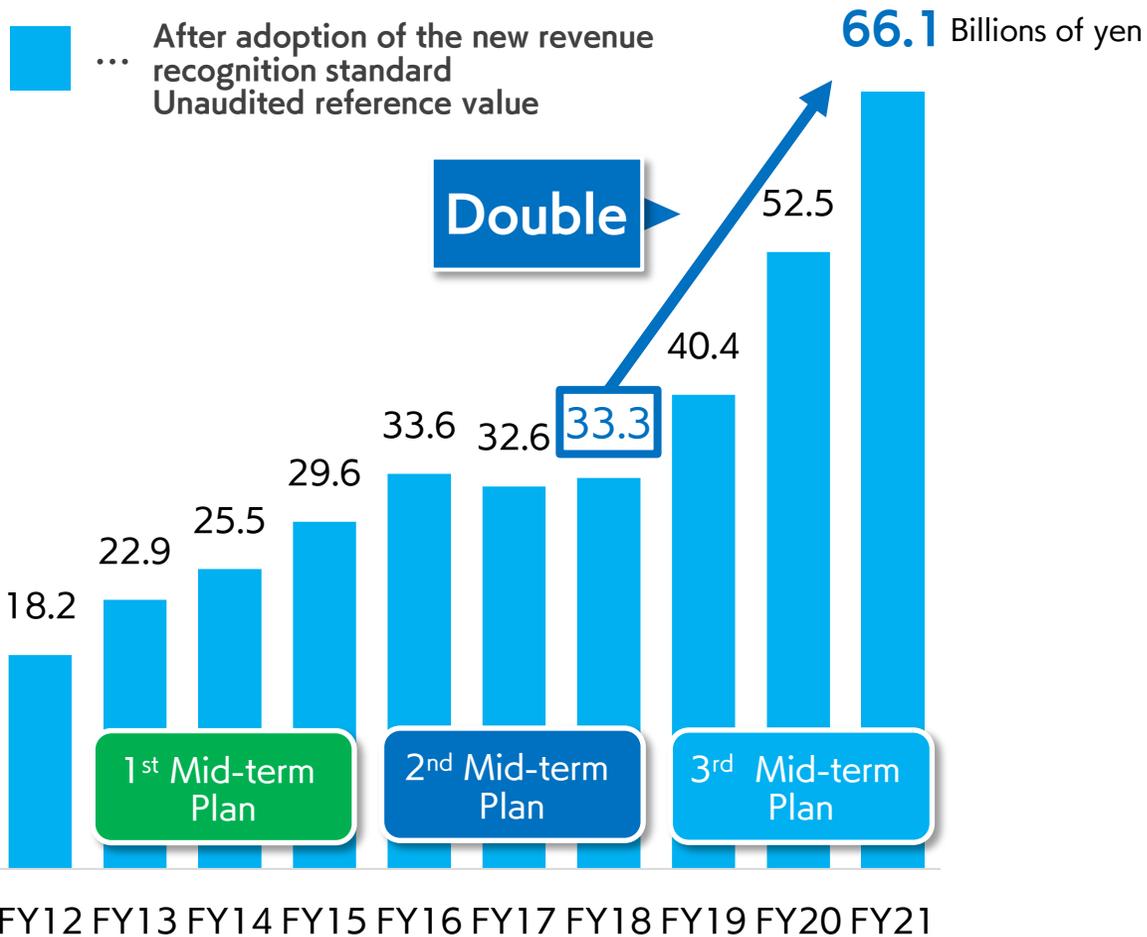
4th Medium-Term Management Plan

— SB Technology

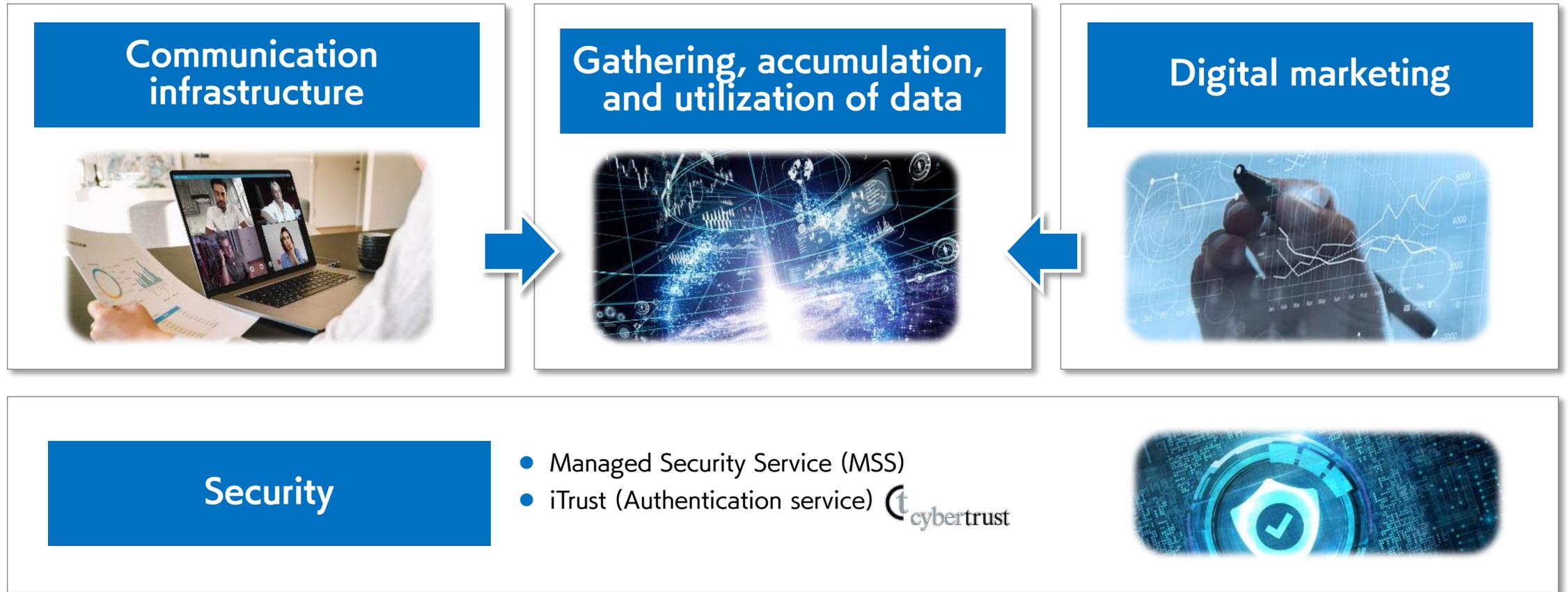
Rapid growth in both sales and operating income approximately doubled
 Significant achievement of operating income 4.3 billion, the most important management indicator

Net sales

Operating income



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



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

Achieved results in cloud
introduction at the top level in
the nation



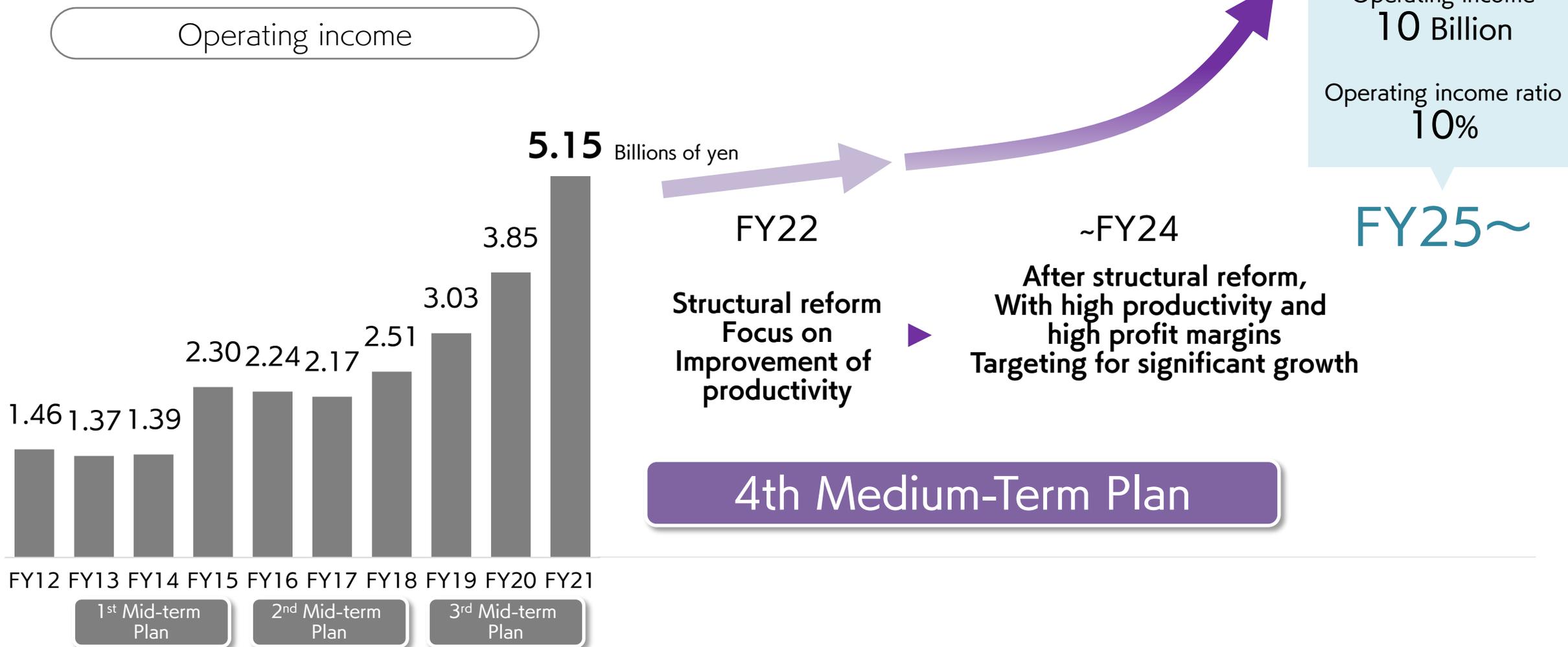
Comprehensive support
from implementation/
consultation to operation



Post-implementation
support and IT education
services for employees



Promoting Sustainability Activities Based on Materiality



1. Operating income JPY 8 billion

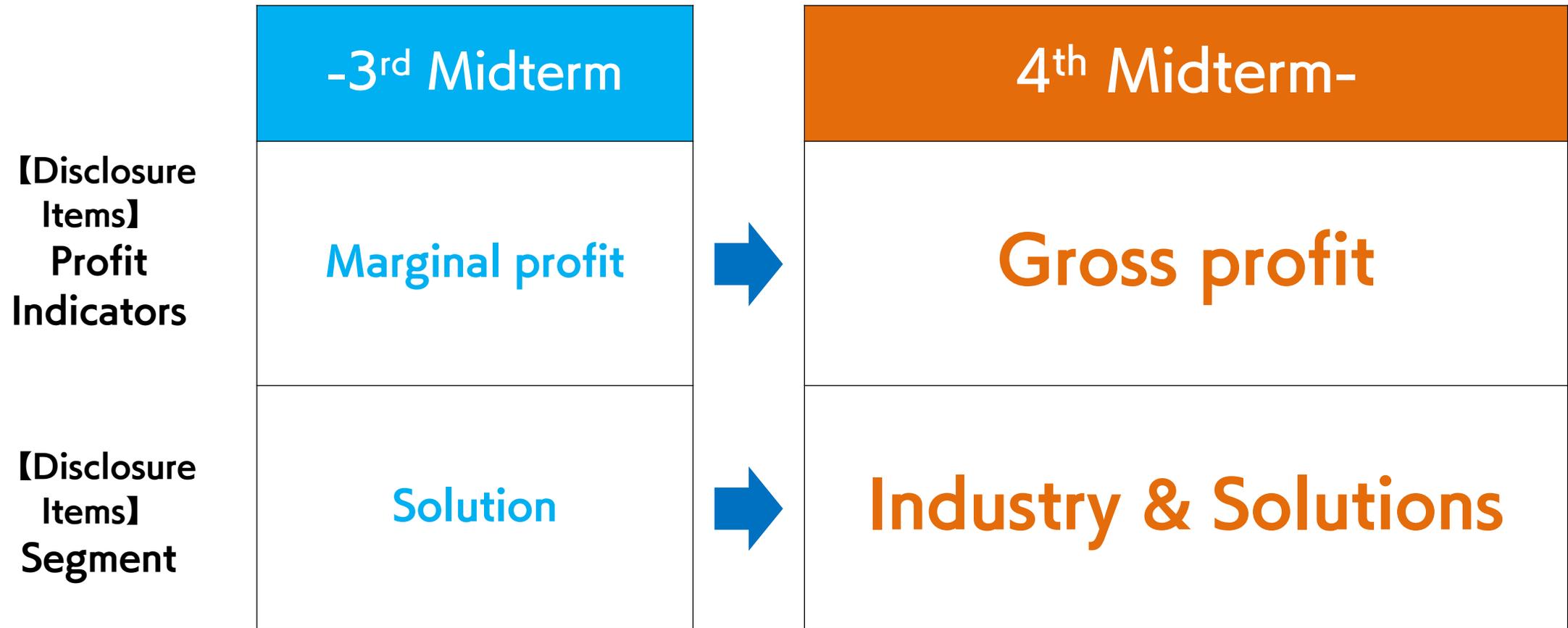
2. Operating income 9% range

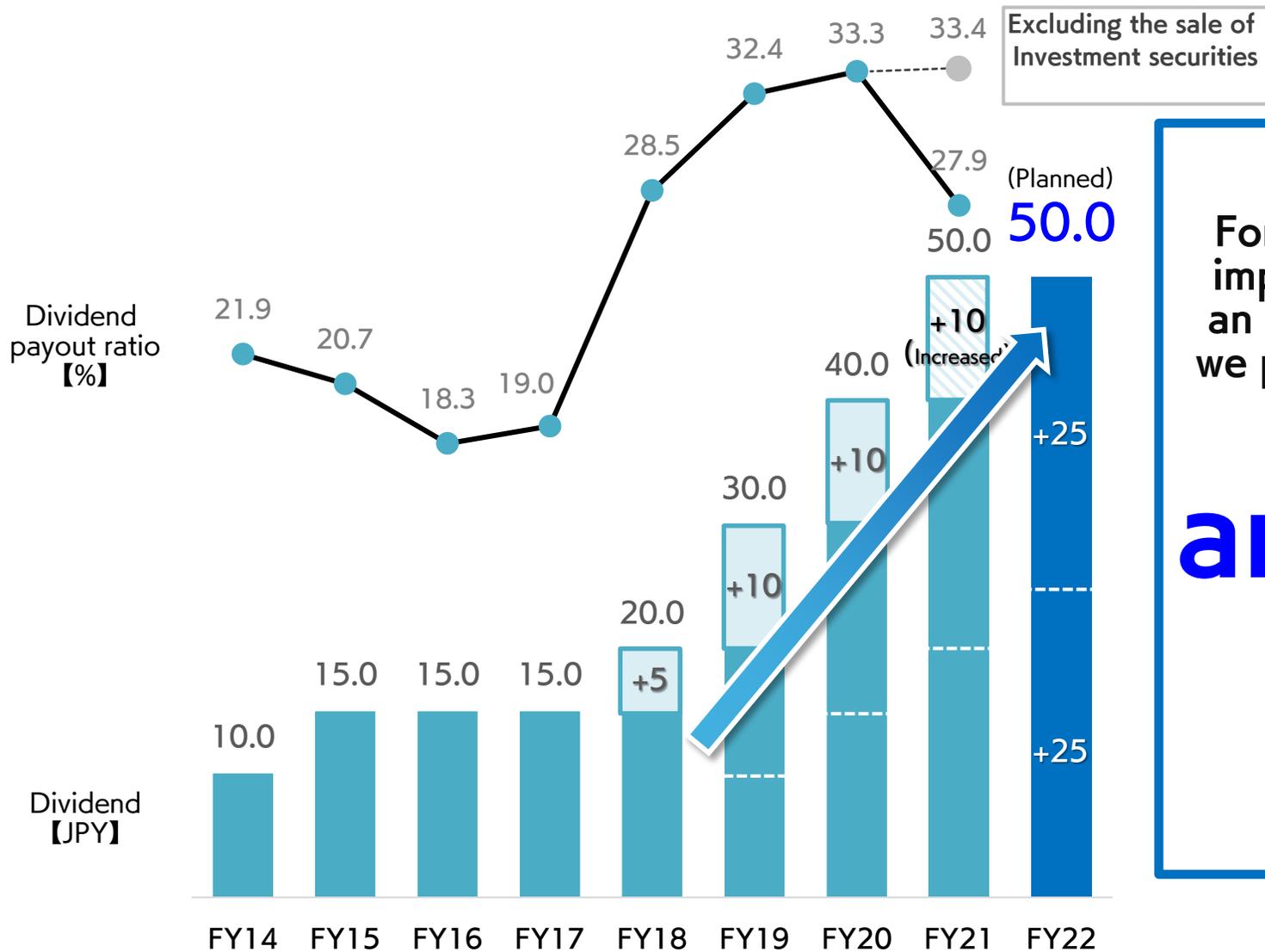
3. Cloud Security & Services*₁
Net sales over 50 billion

※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

Adopting a policy of making our future prospects easier to understand through re-examination and improvement of disclosure methods,





For the fiscal year ending March 31, 2023, to improve productivity and invest in growth with an eye toward major growth next term onward, we project the same amount as FY March 2022.

Projected
annual dividend of 50 yen
 (Mid-term 25JPY/Term-end 25JPY)

(※) 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

Appendix

SB Technology

- Sales and operating income grew, mainly in digital government projects, despite provisions for some projects.
- Posted one-time non-operating income in the previous fiscal year and reorganized assets for the 4th Mid-term Plan

[Millions of yen]	(Profit margin)	FY21Q4	FY20Q4	Change	Change%
Net sales	Record High	18,557	16,690	+ 1,866	+11.2%
			Reference) New Revenue Recognition Before adjustment	21,388	▲2,831
Operating income	Record High	1,492 (8.0%)	1,382 (8.3%)	+110	+8.0%
Ordinary income		1,510 (8.1%)	1,520 (9.1%)	▲9	▲0.6%
Before income taxes	Record High	2,013	1,419	+594	+41.9%
Net profit		(10.9%)	(8.5%)		
Profit attributable to owners of parent	Record High	1,443	949	+494	+52.1%
Net profit		(7.8%)	(5.7%)		

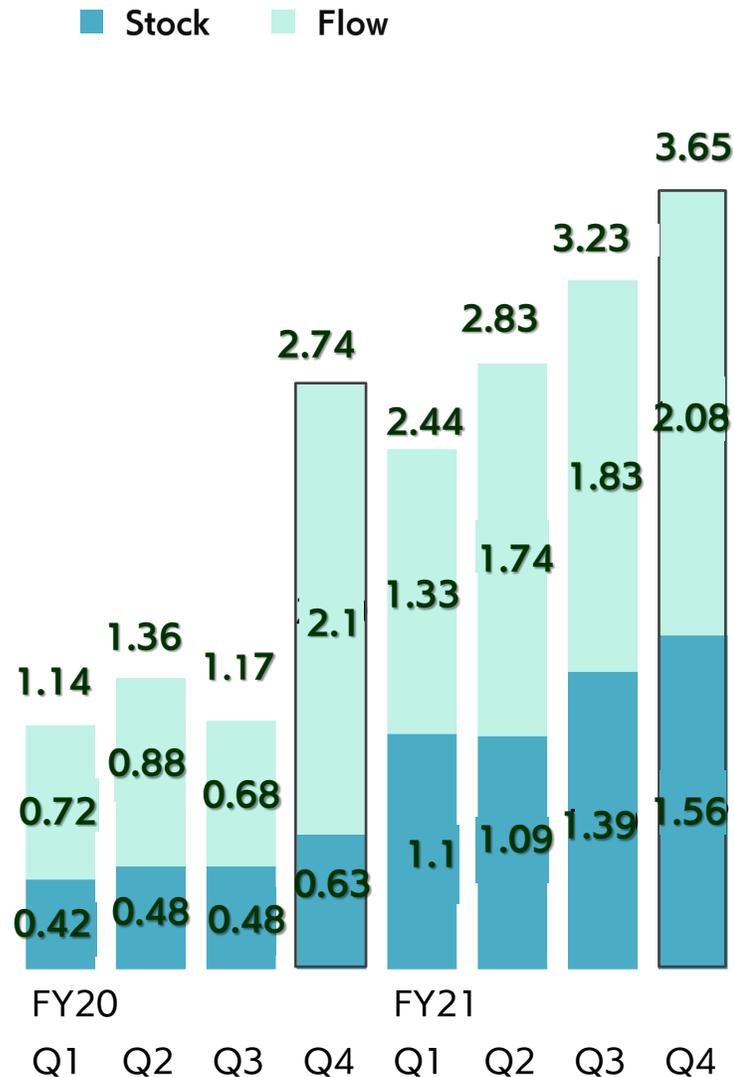
Consolidated business results (Millions of yen)	FY20Q1	FY20Q2	FY20Q3	FY20Q4	FY20	FY21Q1	FY21Q2	FY21Q3	FY21Q4	FY21	YoY	
											Change	Change %
Sale	10,375	12,910	12,556	16,690	52,533	14,994	16,322	16,309	18,557	66,183	+13,649	+26.0%
BIT solution	1,145	1,369	1,173	2,740	6,429	2,440	2,838	3,230	3,652	12,162	+5,733	+89.2%
CIT solution	3,733	4,655	3,853	5,418	17,660	4,601	5,178	4,671	6,259	20,711	+3,050	+17.3%
Technical solution	4,346	5,967	6,575	7,504	24,394	6,847	7,333	7,432	7,629	29,242	+4,847	+19.9%
EC solution	1,149	918	953	1,027	4,049	1,104	971	975	1,016	4,067	+17	+0.4%
Cost of sales	7,942	10,123	9,835	13,248	41,150	12,039	12,905	12,737	14,526	52,209	+1,277	+26.9%
Gross profit	2,433	2,787	2,720	3,442	11,383	2,954	3,416	3,571	4,030	13,974	+2,591	+22.8%
SG&A expenses	1,766	1,859	1,842	2,059	7,527	2,042	2,123	2,117	2,538	8,821	+1,293	+17.2%
Operating income	666	928	877	1,382	3,855	912	1,293	1,454	1,492	5,152	+1,297	+33.7%
Other Income and Expenses	▲8	▲11	8	137	125	▲34	18	▲20	17	▲19	▲145	-
Ordinary income	658	917	885	1,520	3,981	877	1,311	1,433	1,510	5,133	+1,152	+28.9%
Extraordinary gain/loss	▲5	▲44	49	▲100	▲100	19	▲21	▲1	503	499	+600	-
Net profit attributable to owners of parent	348	543	586	949	2,428	516	798	871	1,443	3,630	+1,202	+49.5%
Marginal income	4,017	4,969	4,833	5,999	19,819	5,297	5,527	5,702	6,416	22,943	+3,123	+15.8%
Fixed cost	3,350	4,041	3,955	4,616	15,964	4,384	4,233	4,248	4,923	17,790	+1,826	+11.4%
Non-consolidated order backlog	16,537	18,204	17,910	24,076	24,076	23,657	26,403	23,678	27,612	27,612	+3,535	+14.7%

※Solution classifications were reviewed for certain projects and are calculated in accordance with the current accounting method.

(Millions of yen)		FY20Q1	FY20Q2	FY20Q3	FY20Q4	FY20	FY21Q1	FY21Q2	FY21Q3	FY21Q4	FY21	YoY	
												Change	Change %
Total	Sale	10,375	12,910	12,556	16,690	52,533	14,994	16,322	16,309	18,557	66,183	+13,649	+26.0%
	Marginal income	4,017	4,969	4,833	5,999	19,819	5,297	5,527	5,702	6,416	22,943	+3,123	+15.8%
	Profit ratio	38.7%	38.5%	38.5%	35.9%	37.7%	35.3%	33.9%	35.0%	34.6%	34.7%	▲3.1pt	-
BIT solution	Sale	1,145	1,369	1,173	2,740	6,429	2,440	2,838	3,230	3,652	12,162	+5,733	+89.2%
	Marginal income	321	596	448	902	2,269	687	861	1,105	1,358	4,012	+1,743	+76.8%
	Profit ratio	28.1%	43.5%	38.2%	32.9%	35.3%	28.2%	30.3%	34.2%	37.2%	33.0%	▲2.3pt	-
CIT solution	Sale	3,733	4,655	3,853	5,418	17,660	4,601	5,178	4,671	6,259	20,711	+3,050	+17.3%
	Marginal income	1,639	1,860	1,747	2,098	7,345	1,761	1,903	1,933	2,236	7,835	+489	+6.7%
	Profit ratio	43.9%	40.0%	45.4%	38.7%	41.6%	38.3%	36.8%	41.4%	35.7%	37.8%	▲3.8pt	-
TS solution	Sale	4,346	5,967	6,575	7,504	24,394	6,847	7,333	7,432	7,629	29,242	+4,847	+19.9%
	Marginal income	1,145	1,814	1,923	2,196	7,079	1,989	2,026	1,928	2,069	8,014	+934	+13.2%
	Profit ratio	26.4%	30.4%	29.3%	29.3%	29.0%	29.1%	27.6%	25.9%	27.1%	27.4%	▲1.6pt	-
EC solution	Sale	1,149	918	953	1,027	4,049	1,104	971	975	1,016	4,067	+17	+0.4%
	Marginal income	910	698	713	802	3,124	858	735	734	752	3,080	▲43	▲1.4%
	Profit ratio	79.2%	76.1%	74.8%	78.1%	77.2%	77.7%	75.7%	75.4%	74.0%	75.8%	▲1.4pt	-
Total of core businesses (BIT+CIT)	Sale	4,879	6,024	5,027	8,158	24,089	7,042	8,017	7,901	9,911	32,873	+8,783	+36.5%
	Marginal income	1,961	2,456	2,196	3,000	9,615	2,449	2,764	3,039	3,595	11,848	+2,233	+23.2%
	Profit ratio	40.2%	40.8%	43.7%	36.8%	39.9%	34.8%	34.5%	38.5%	36.3%	36.0%	▲3.9pt	-
	Component ratio	47.0%	46.7%	40.0%	48.9%	45.9%	47.0%	49.1%	48.5%	53.4%	49.7%	+3.8pt	-

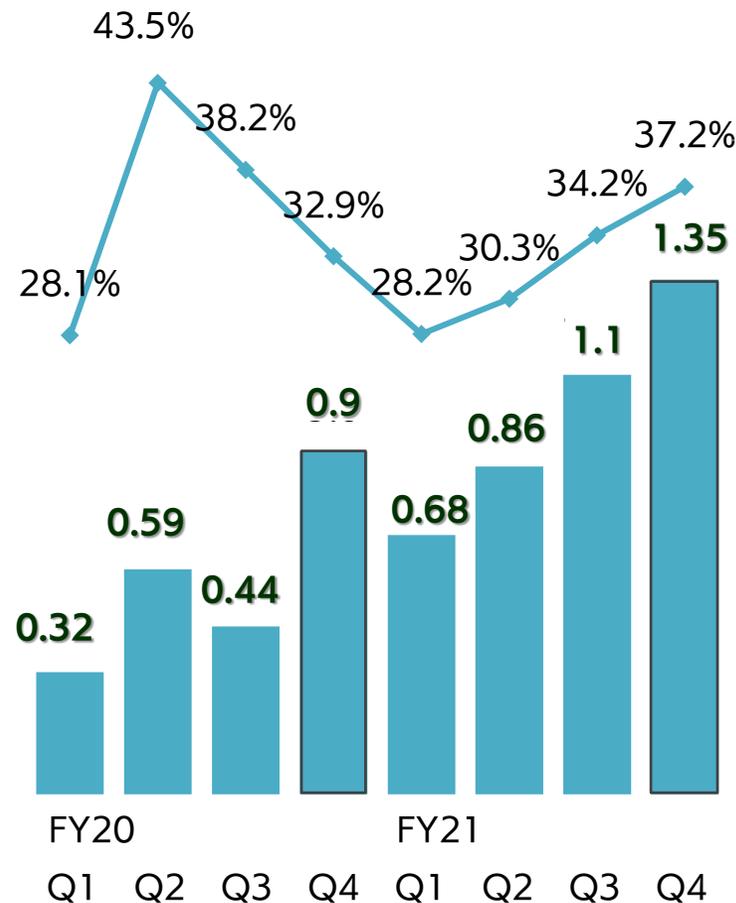
※ Solution classifications were reviewed for certain projects and are calculated in accordance with the current accounting method.

Net sales



(Billions of yen)

Marginal income



Cloud business solutions for business units

Main customers: Global manufacturing, construction and agriculture

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

FLOW

Progress in additional development of an electronic application infrastructure for MAFF, and a digital map project.

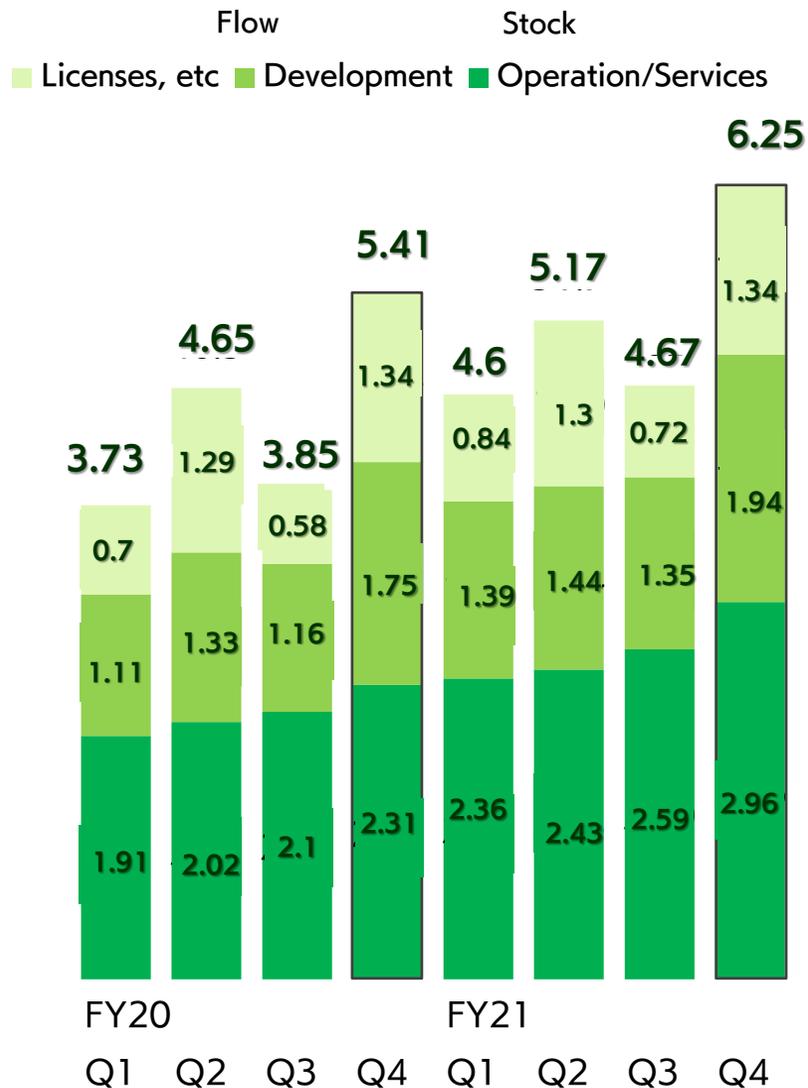
Progress in construction projects of cloud systems for manufacturing.

Covering a drop in sales from the previous fiscal year SoftBank Corp.'s website renovation project

Stock

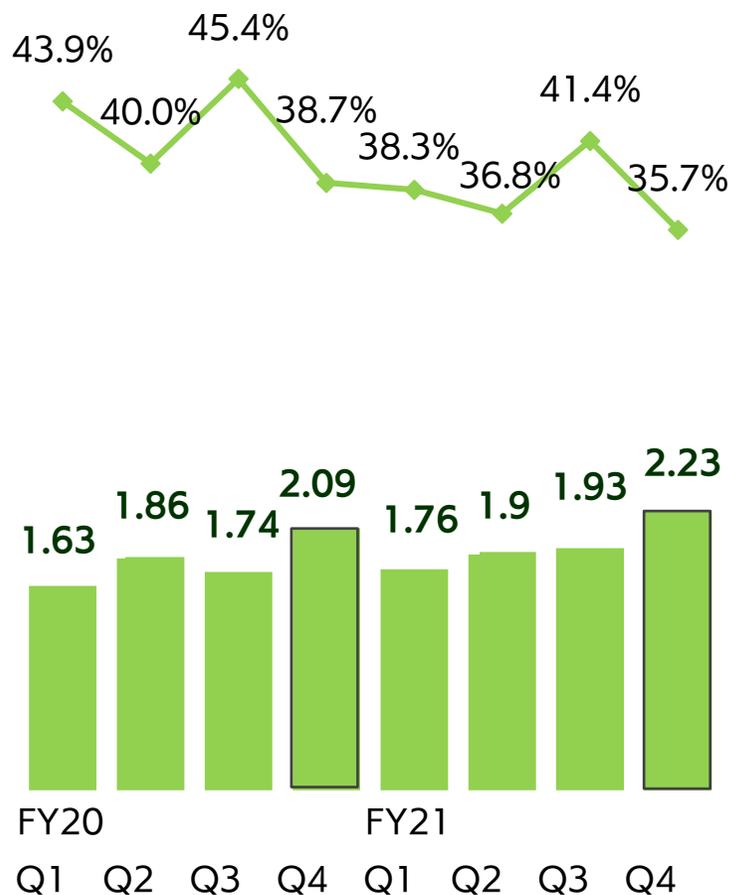
Steady progress in operation of the electronic application platform developed for MAFF and operation of the nationwide Agricultural Land Information System.

Net sales



(Billions of yen)

Marginal income



FY20

FY21

Q1

Q2

Q3

Q4

Q1

Q2

Q3

Q4

Company-wide and administrative cloud business solutions

Main customers: Corporations, municipalities, independent admin. institutions, Softbank Corp.

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

3.85

Increase in cloud construction projects for the SB Group and enterprises.

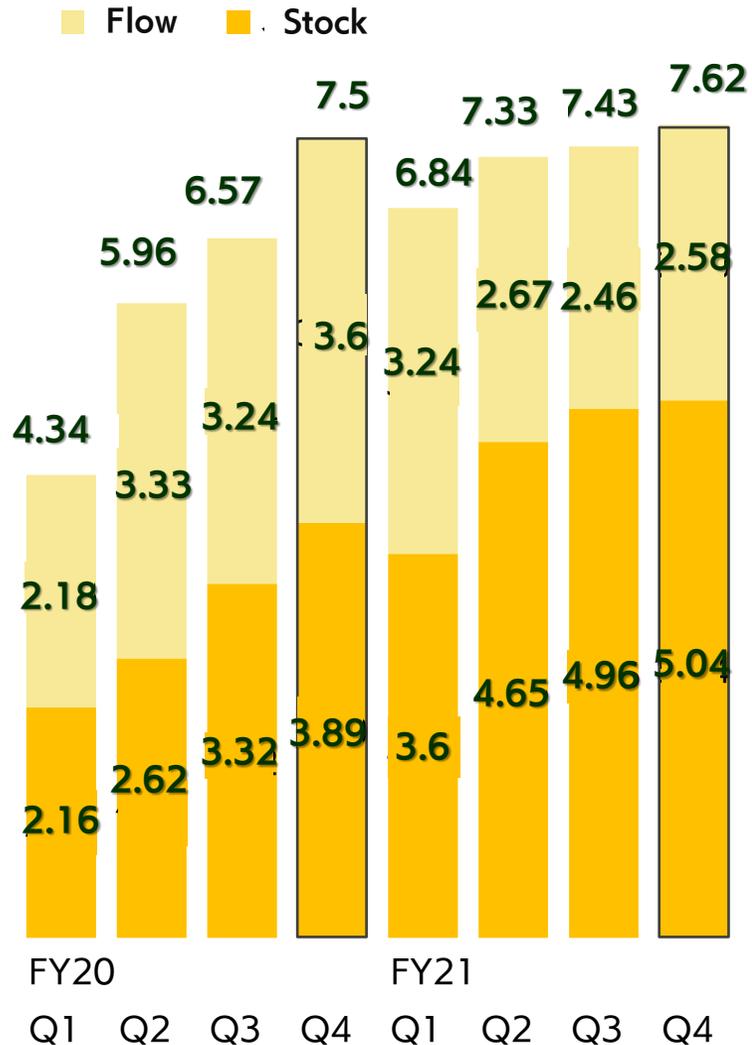
Flat in licensing sales at the end of the year

Stock

YoY approx. +0.65Bn (+28%)
Revenue increased due to the initial construction of the next municipal information SC*, but profit margin declined due to the recording of deferred costs.

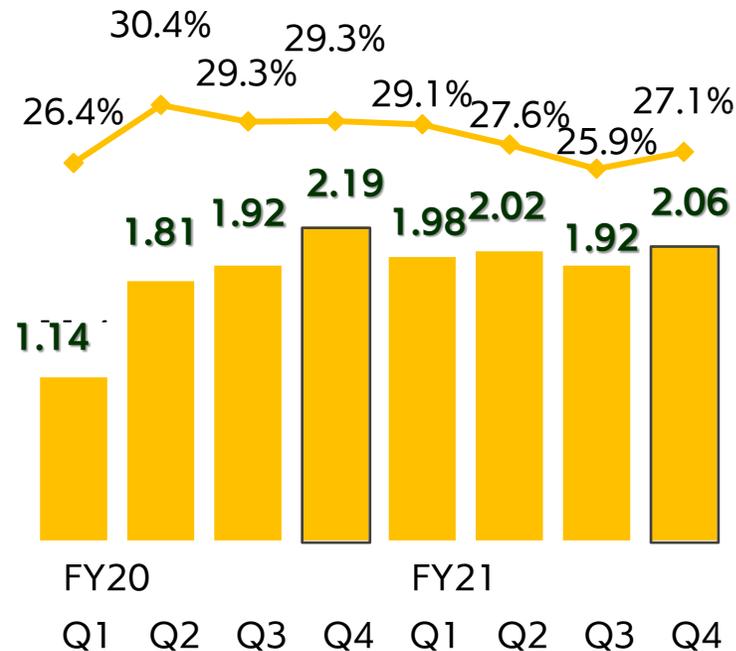
※Abbreviation for security cloud

Net sales



[Billions of yen]

Marginal income



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

Main customers : SoftBank Companies

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

Flow

Stock-making through standardization of vendor management projects.
Our subsidiary Denen recorded a decrease in YoY sales due to business transition

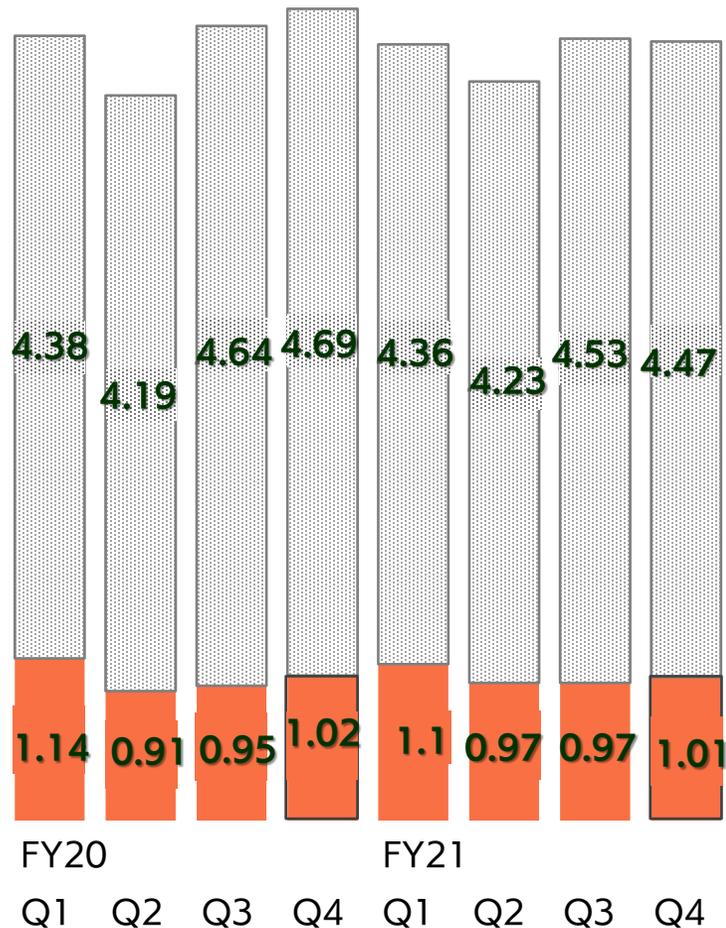
Stock

YoY approx. +1.2Bn (+30%)
Increased due to progress in expansion and stock-making through standardization of vendor management projects.

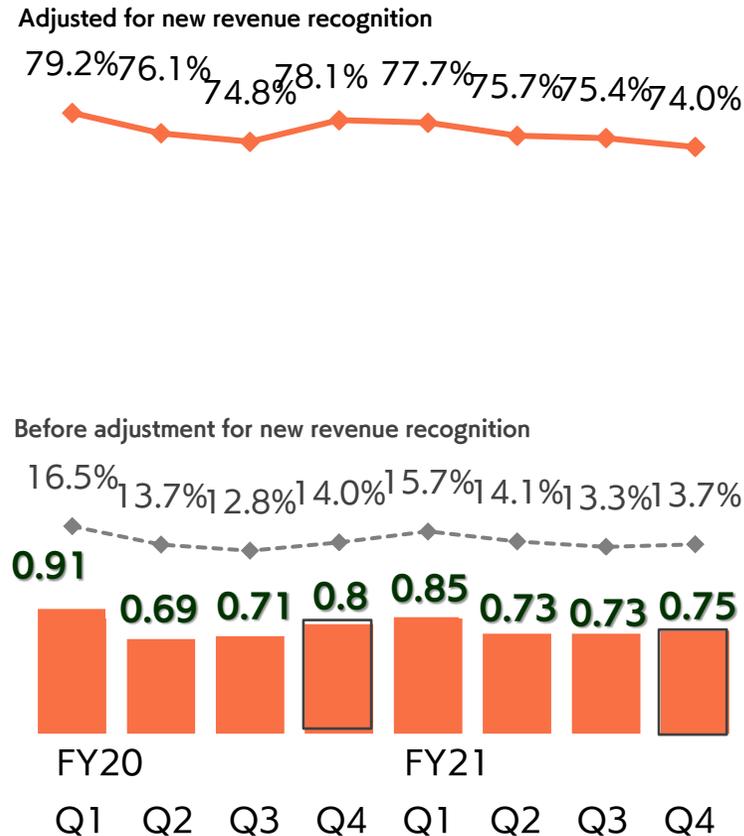
Net sales

Marginal income

■ Purchases not recorded as sales under the new revenue recognition standard
(Unaudited reference value)



(Billions of yen)



EC site management and font license sales

Main customers: Consumer

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

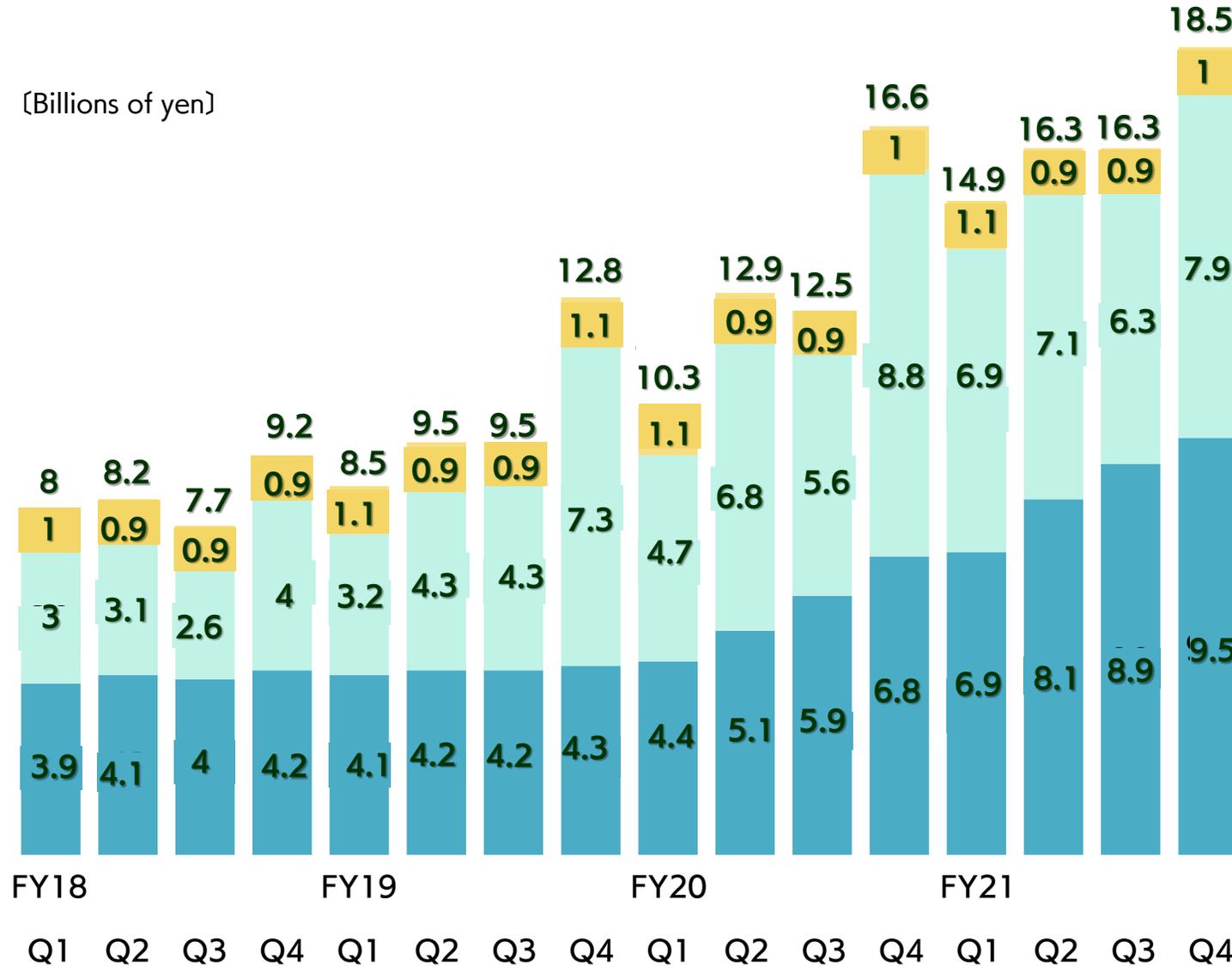
From FY21Q1 to the adoption of the new revenue recognition standard Sales of some services changed to net recording

Norton Store Operation Substitute, and Font business remained steady.

Due to a change in Norton Lifloc's policy, only auto-renewal will be available after FY22.

■ EC ■ Flow ■ Stock

(Billions of yen)



4Q total Stock sales (YoY)

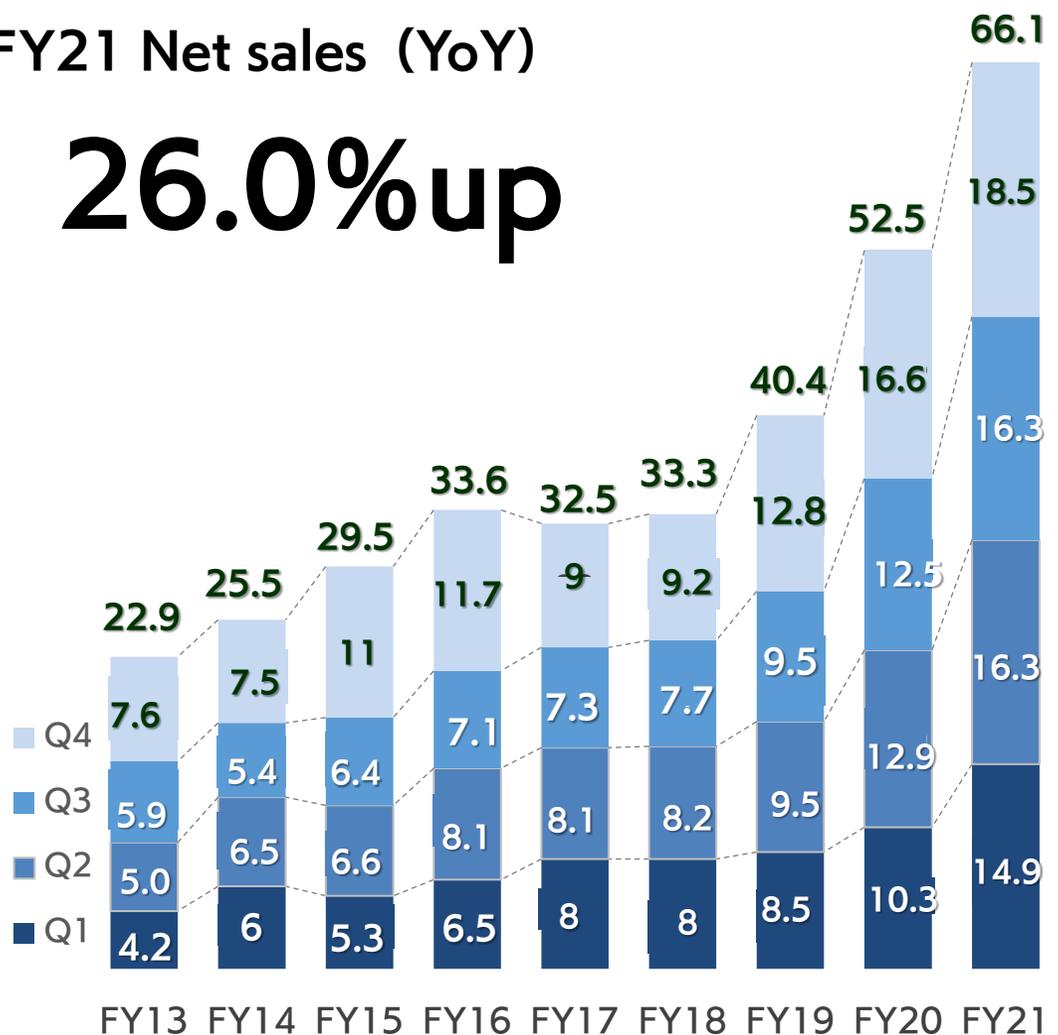
11.2B_{up}

4Q Stock sales (YoY)

2.7B_{up}

FY21 Net sales (YoY)

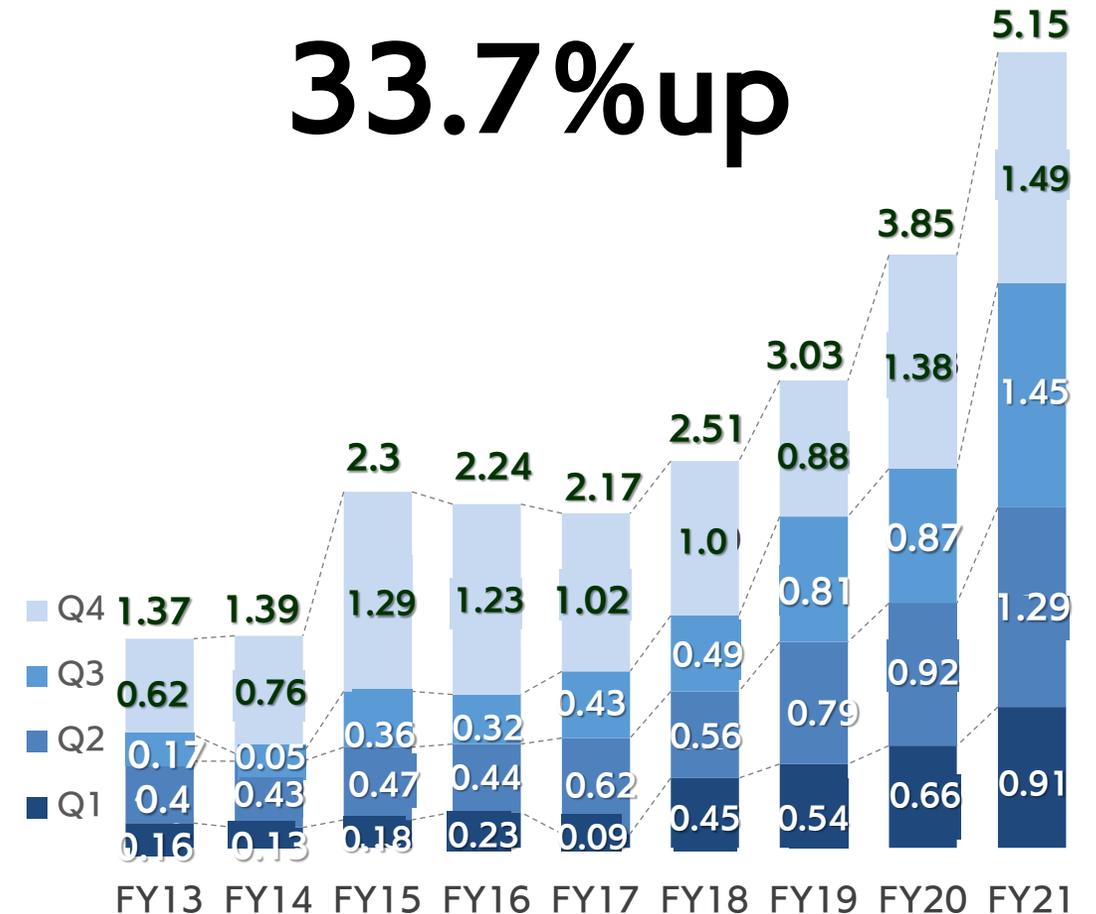
26.0% up



Medium-term plan target operating income
CAGR 20% growth
 (FY18 Starting from consolidated operating income of 2.5Bn)

FY21 Operating income (YoY)

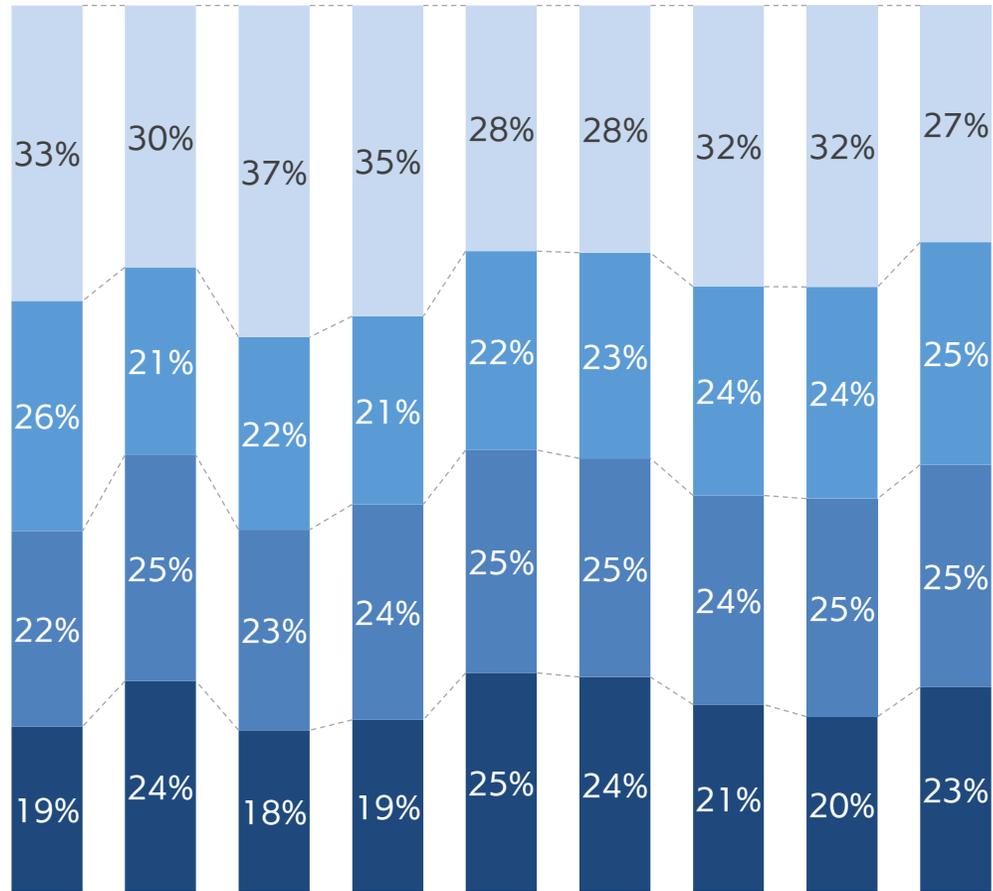
33.7% up



[Billions of yen]

Net sales

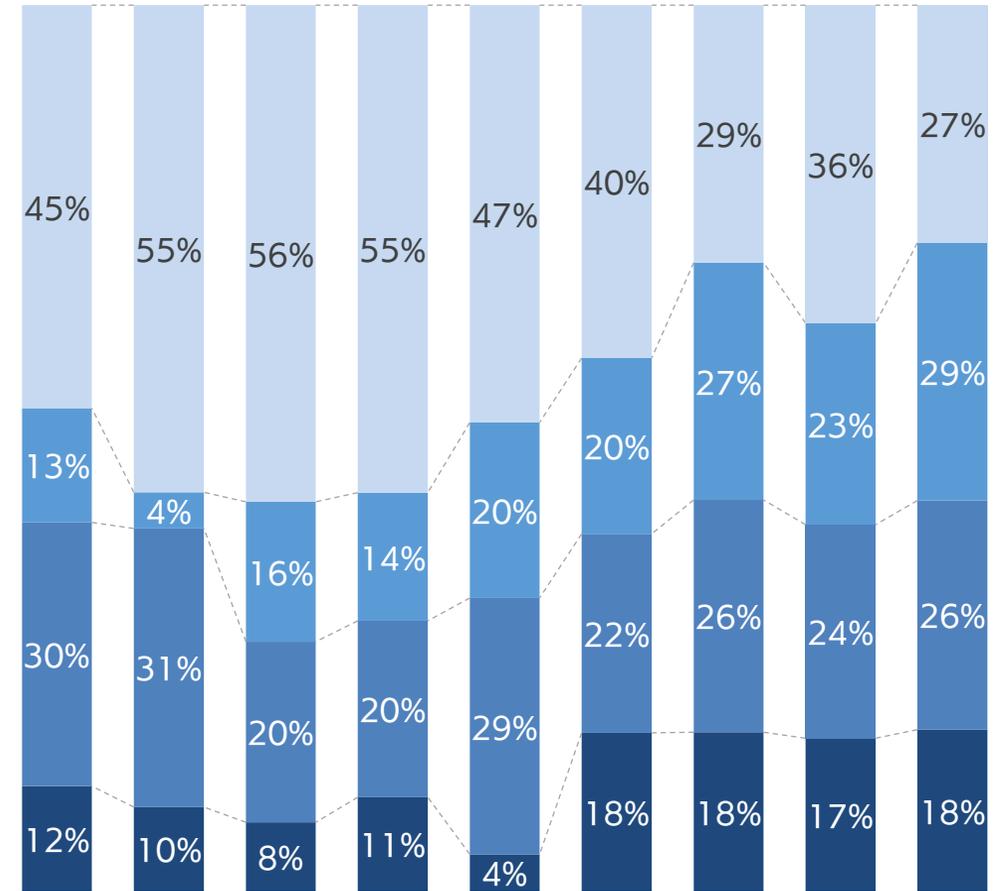
■ Q4 ■ Q3 ■ Q2 ■ Q1



FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20 FY21

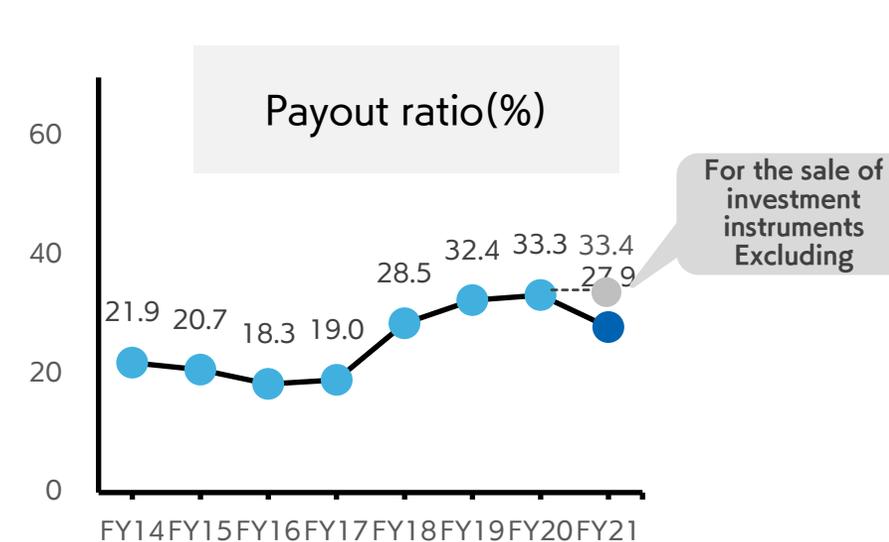
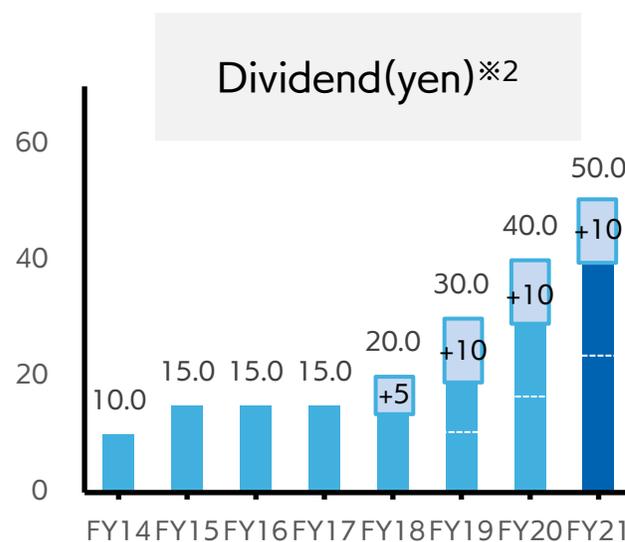
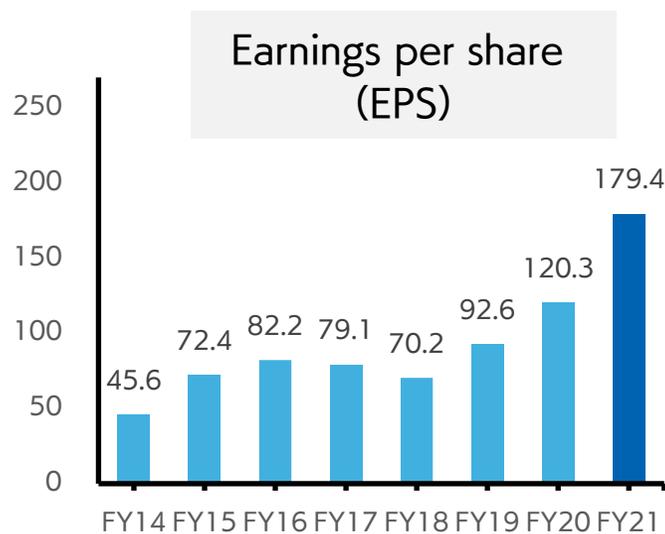
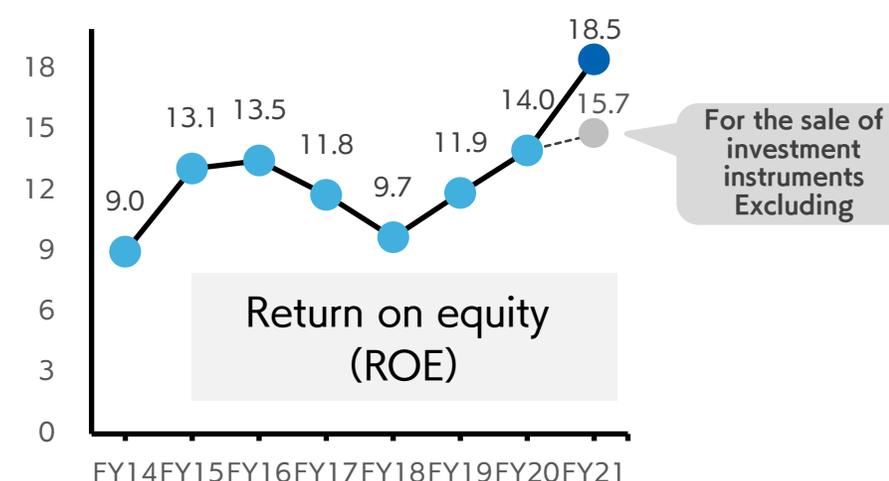
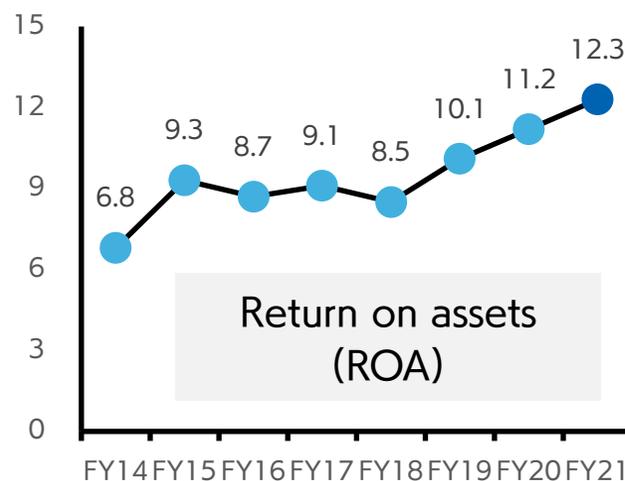
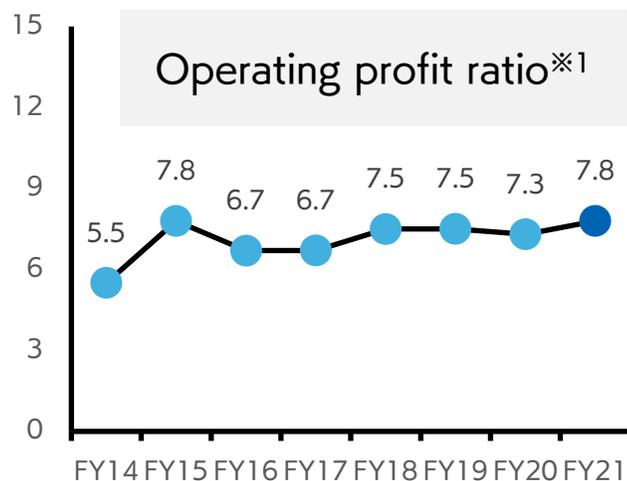
[Billions of yen]

Operating income



FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20 FY21

〔 Millions of yen 〕	End of March, 2021	End of March, 2022	Since end of previous term
Current assets	29,135	34,262	5,127
Cash and deposits	9,722	8,762	△ 959
Accounts receivable and other receivables	17,428	22,290	4,861
Fixed assets	9,661	10,095	433
Tangible fixed assets	1,659	1,661	2
Intangible fixed assets	4,514	4,486	△ 28
Investments and other assets	3,487	3,946	459
Total assets	38,798	44,360	5,561
Current liabilities	16,907	18,891	1,984
Long-term liabilities	2,313	2,088	△ 224
Net assets	19,577	23,379	3,802



※1 : The Company has adopted the "Accounting Standard for Revenue Recognition" (the new revenue recognition standard) from FY21Q1. Operating profit margin when net sales of EC solutions, which is the main impact, are displayed from the past

※2 : 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

Corporate Data

(As of March 31, 2022)

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 1,254 mn
Number of employees	1,379 (consolidated)

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

Management philosophy

Mission

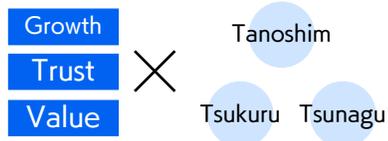
Information Revolution, Happiness for everyone
 ~ Technologies Design the Future ~

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



Officers

(As of April 1, 2022)

Board of Directors

Representative Director CEO	Shinichi Ata
Director CSO	Mitsuhiro Sato
Director CFO	Masaaki Okazaki
Director	Kimihiko Kaneko
External Member of the Board	Shigeo Suzuki
External Member of the Board	Yoshie Munakata

Executive Officers

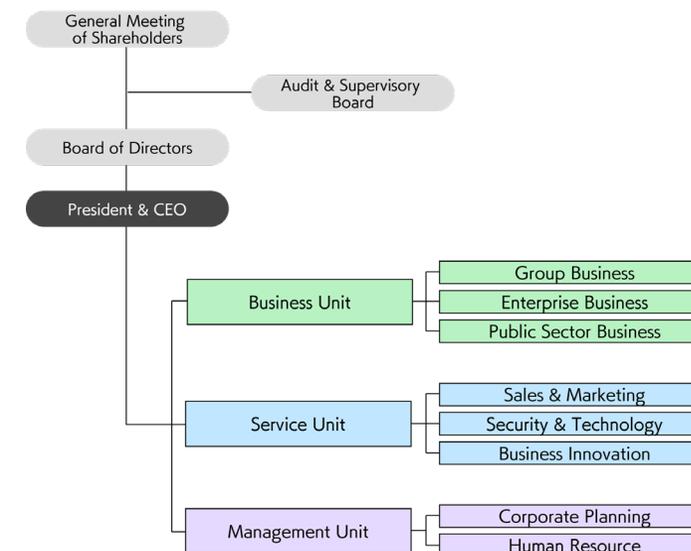
President & CEO	Shinichi Ata
Senior Executive Vice President & CSO	Mitsuhiro Sato
Executive Vice President & CFO	Masaaki Okazaki
Executive Vice President	Akira Kitamura
Executive Vice President & CIO	Masao Watanabe
Vice President CCO	Seiichi Masaoka
Vice President	Takashi Kodama
Vice President	Makoto Aoki
Vice President	Takuya Miyazawa
Vice President CDO	Kengo Kanazawa
Vice President CMO	Ikuma Uehara

Auditors

Chairman of Audit & Supervisory Board	Mitsumasa Ueno
Audit & Supervisory Board	Haruhiko Hirose
Audit & Supervisory Board	Michiaki Nakano
Audit & Supervisory Board	Takashi Naito

Organization chart

(As of April 1, 2022)



Certification and accreditation

(As of April 1, 2022)

The official title in English is as follows:

CEO Chief Executive Officer
 CSO Chief Strategy Officer
 CFO Chief Financial Officer
 CIO Chief Information Officer
 CCO Chief Compliance Officer
 CDO Chief DX Officer
 CMO :Chief Marketing Officer



SoftBank Group Corp.

Parent company:
SoftBank Corp.
 SoftBank

Number of shares
10,735,000

Shareholding ratio
52.99%

(As of March 31, 2022)

Group Companies (As of April 1, 2022)



M-SOLUTIONS, Inc.

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

Representatives : Manabu Uekusa
Shareholding ratio : 100%
Number of employees : 54



FONTWORKS Incorporated

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

Representatives : Ai Harada
Shareholding ratio : 100%
Number of employees : 53



Kan Corporation

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

Representatives : Saori Aoki
Shareholding ratio : 100%
Number of employees : 8



CyberTrust Japan Co., Ltd.

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

Representatives : Yasutoshi Magara
Shareholding ratio : 58.42%
Number of employees : 221



REDEN Corp.

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

Representatives : Ikuma Uehara
Shareholding ratio : 82.57%
Number of employees : 2



DENEN Co. Ltd.

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

Representatives : Masao Watanabe
Shareholding ratio : 100%
Number of employees : 79



I/O SYSTEM INTEGRATION CO., LTD

Development, sales and maintenance of information processing systems

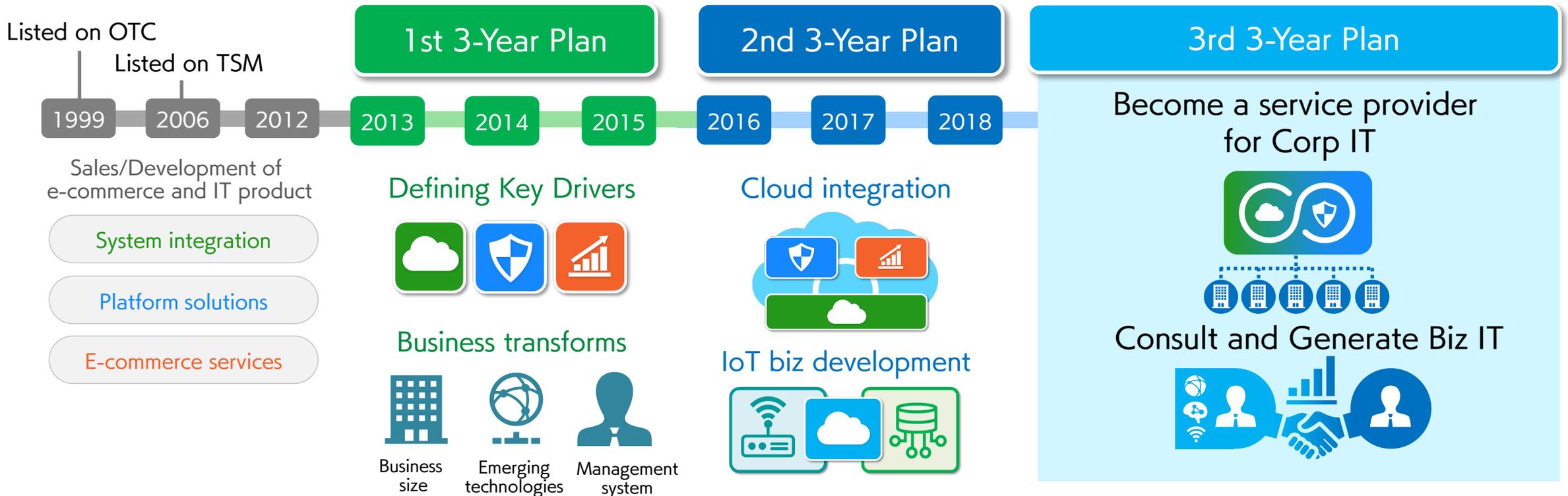
Representatives : Masayuki Sekiguchi
Shareholding ratio : 100%
Number of employees : 26

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





Top-class domestic implementation track record, and technical capacity recognized by Microsoft

Performance

Started cloud business in 2009, when the cloud began to popularize.

Numerous implementation successes with leading companies
(Construction/manufacturing industry, education sector, etc.)

Cloud Implementation Successes

1,119
companies

Cloud SI
Implementation

413
companies

(as of end of September 2020)

ClouXion
Implementation

706
companies

Certification

Received an award given by Microsoft Japan to its partners for eight consecutive years. In 2016 we captured the quadruple crown globally, and in 2019 were selected as a finalist in the IoT division.

Microsoft Partner of the Year



8-time award winner;
Awarded for seven consecutive years since 2014



Japan's first quadruple crown

Evaluation

clouXion is our cloud solution brand to leverage Microsoft 365 .

Based on the knowledge accumulated in support of the introduction of Microsoft products to major enterprises, this system was created to solve the distinctive challenges of work-style reform.

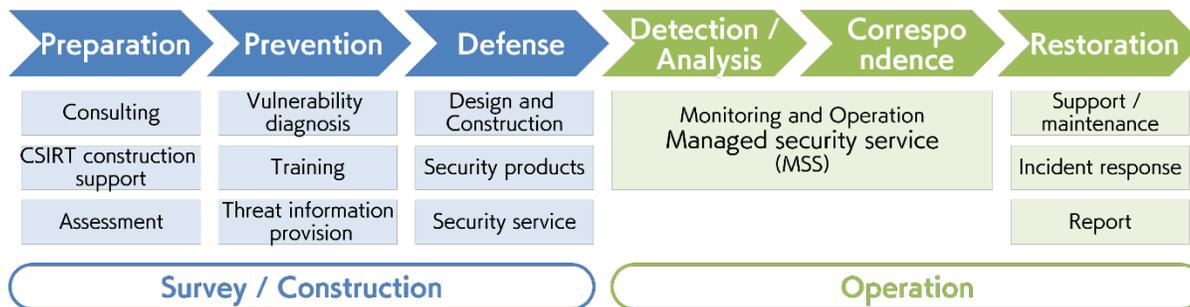




Provide total solutions for information security

We started security services in early 2000, when the Internet began to popularize, using our knowledge of operation services after the introduction of security products.

To cope with increasingly sophisticated and diverse cyber attacks each year, we provide one-stop services that support customers' critical information assets and business continuity, including security implementation support, security system operation monitoring (MSS), support for CSIRT※ construction by experienced experts, and consultation to support comprehensive corporate security.



One-stop solutions to information security issues that customers face.



A dedicated security analyst operates and monitors your security system 24 hours a day, 365 days a year in a high-security room using biometric authentication and several other authentication methods.

※An abbreviation for Computer Security Incident Response Team that refers to a team that responds to incidents such as malware infection or intrusion.

Mar. 31st, 2022 [Demonstration] Visualization of CO2 savings using driving data for municipal government vehicles (EVs)



↑ Report screens for CO2 emissions and reductions that are visualized based on data collected in "CADDE."

SBT is supporting municipalities' efforts to promote zero-carbon cities by visualizing CO2 emissions and reductions from municipal EV official vehicles and solar carports.

Demonstration Outline

- Implemented in four municipalities over a period from November 2021 to February 2022.
- Data collected using the CADDE system developed based on the results of research adopted by the Cabinet Office
- SBT provided IoT Core Connect, a data visualization tool.

Apr. 7th 2022 [Case study] Introduction of "Microsoft Dynamics 365" to overseas subsidiary of Miura Industrial Co., Ltd.



↑ A local employee of Miura Boiler Brazil Co., Ltd. that uses "Microsoft Dynamics 365."

Through proposals tailored to customer business models and organizational culture, SBT realized a data-driven sales operation model, addressing a major organizational issue.

Benefits Gained

- Enables on-site employees to give clear instructions based on quantitative data.
- Realizes centralized management of customer data to eliminate personnel involved in maintenance work, thereby improving efficiency.
- Consolidation and visualization of sales activity data to achieve a fourfold increase in order rate. times.

SB Technology by Numbers

*Items not marked as "consolidated" are statistics for SBT alone



Employees

SBT consolidated
Number of Employees
1,379
(March 2022)

2022th New Graduate
59
(consolidated basis)

Average age
38.2
(March 2022)

Working Style

Reduction of overtime by improving productivity

42 hours → **27 hours**
FY2015 FY2021

Percentage of paid leave taken per employee
63%
(March 2022)

Remote working rate
75%
(Headquarters office FY20H2 achievements)

Growth Support

Use of Skill Development Leave (FY2021)
Number of employees who have acquired
234
Total days acquired
538

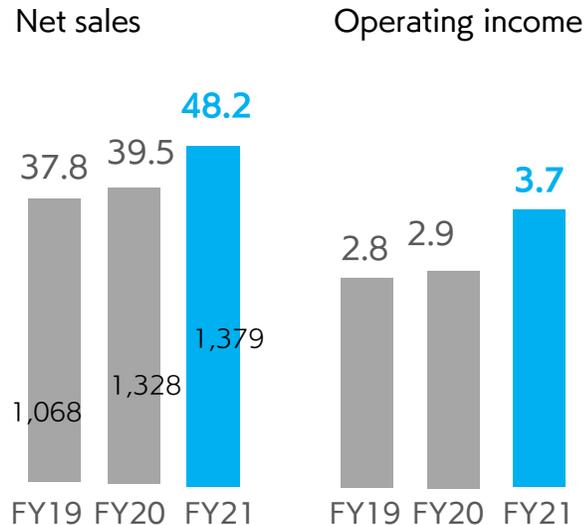
PMP Holder : CBAP Holder
123 : **49**
(March 2022)

Technical Personnel

Ratio of job types
7 : 2 : 1
(Technology) (Sales) (Management)
(March 2022)

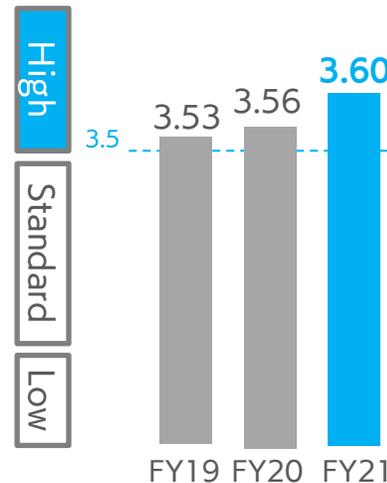
Development partners
3,000
(March 2022)

Index per Employee



(consolidated, millions of yen)

Comprehensive Employee Satisfaction (5-Level Evaluation)



PMP (Project Management Professional)
An international standard qualification for project management that requires broad knowledge and practical experience as a project manager. Twenty-two percent of SBT technical employees possess this certification.

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

One of the most important indicators for our employees is the sense that their work is rewarding. Every year, each index in the survey related to rewarding work is rated high.

Materials to be Considered

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.
3. 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