



 SB Technology

# SB Technology Corp. Corporate Profile



# Message from the President

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

The SoftBank group has been contributing to all mankind and human society through the Information Revolution since its foundation.

We will contribute to the realization of a substantial information society through ICT services.

President & CEO  
**Shinichi Ata**



### Corporate Philosophy

#### Mission

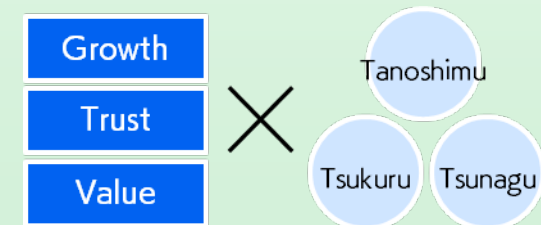
Information Revolution - Happiness for everyone  
- Technologies Design the Future -

#### Vision

Generating New Value to the World  
by Leading Technologies and Creativeness  
with Diverse Work Styles and challenging environment

#### Value

Accept Diversity  
Three Perspectives x Three Actions



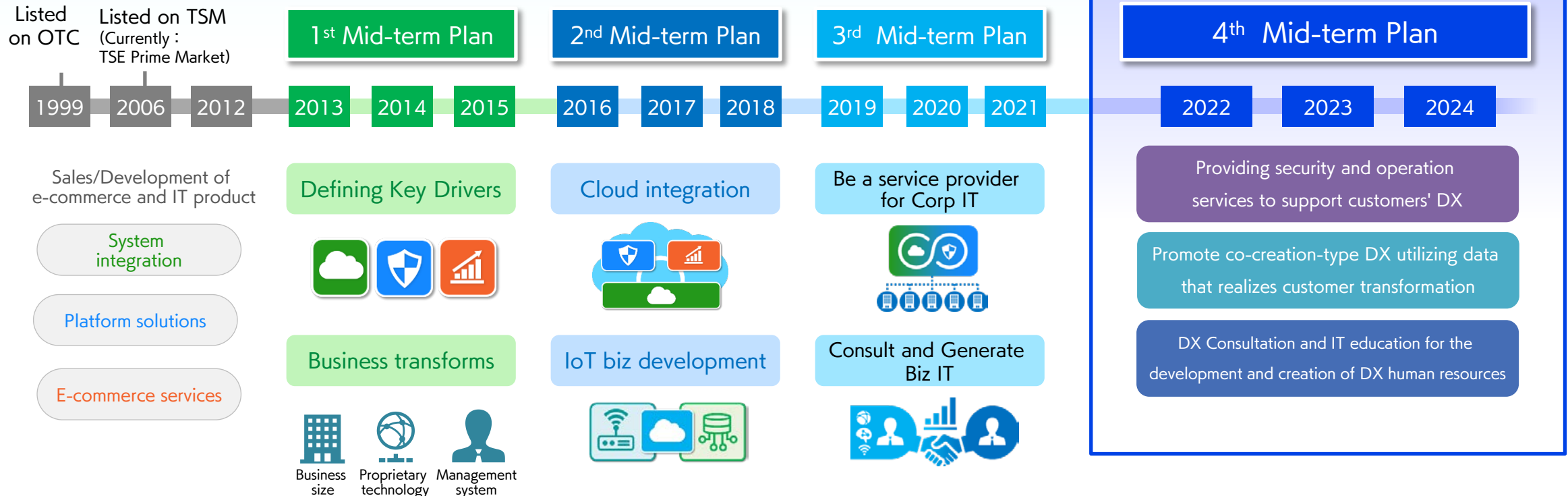
# Long-term goal and the History of the business

## Positioning of Long-Term goal and New Three-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



# Business Areas

For Big enterprise, government office  
**Cloud Introduction No.1**

**SB Technology Corp.**

ICT Service Business

## Telecommunication

- Construction, operation and maintenance of on-premises systems (including private cloud)
- Cloud consulting/Migration assistance/Construction/Operation
- Security monitoring operation service, etc

## Enterprise

- Cloud consulting/Migration assistance/Construction/Operation/IT education service, AI/IoT Solution
- Security consulting/Introduction support/Monitoring operation service, Electronic authentication solution, etc

## Public Sector

- Cloud migration assistance/Construction/Operation/IT education service, AI/IoT Solution
- Security consulting/Introduction support for Monitoring operation service, etc

## Consumer

- EC site operation Substitute such as Norton Store, etc



# Microsoft Cloud Business Strengths



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

We started the cloud business in 2009, when cloud services began to become popular, and have been introducing and operating cloud solutions, including the introduction of Microsoft 365 and support for construction in Microsoft Azure environments, mainly for enterprise companies. Based on this cloud solution, we provide a wide range of DX support that meets our customers' challenges, such as using even more data and cultivating and creating DX human resources.

### Performance

With a track record of deploying cloud solutions of more than 1000 companies, the company has accumulated a wealth of development results and expertise. Support is provided for various industries, including the manufacturing and construction industries.

Introduced to a large number  
of major companies,  
including construction, manufacturing,  
and educational institutions



### External evaluation

Received an award given by Microsoft Japan to its partners for ten consecutive years. In 2023, we won "Defend against threats with SIEM plus XDR" in the security-related field.

Microsoft Japan Partner  
of the Year



Awarded for ten  
consecutive  
years since 2014

Microsoft Worldwide  
Partner Award



Japan's first quadruple  
crown

### Service

clouXion is our cloud solution brand for utilizing Microsoft 365 . It was born for the concrete problem solution of "work style reform".

*clouXion*

clouXion installation result  
**914companies**

As of August, 2023

# Strength in Security Business



## Provide total solutions for information security

As a countermeasure against sophisticated and diverse cyber-attacks, we provide a wide range of one-stop services to support customers' critical information-asset protection and business continuity, from security introduction support to managed security services (MSS) to monitor the operation of security systems, to support the construction of CSIRT※1 by experienced specialists and consulting to support comprehensive corporate security.

### Performance

We provide MSS to more than a few hundred enterprise customers. For local governments, 405 municipalities in 12 prefectures are provided with the construction, operation, and the providing MSS of the "Local Government Information Security Cloud," which is promoted by the Ministry of Internal Affairs.



### External evaluation

SBT's security services are used by many companies and organizations. We are ranked No. 1 in terms of sales in various domestic market surveys.



出典：ITR「ITR Market View」エンドポイント・セキュリティ対策／情報漏洩対策SOCサービス市場2022



Ranked No.1 share of sales by vendor in "Microsoft 365 Operation Monitoring Service" and "SIEM Operation Analysis Service/Managed XDR Service" markets※2



出典：「サイバーセキュリティ市場調査報告書」サイバーセキュリティ市場調査 2022年版

Ranked No.1 share of sales in "SIEM Operation Service" market※3

### Service

The Security Monitoring Centre provides MSS for professional security analysts to monitor customer-environment security systems and networks 24 hours a day, 365 days a year, to protect against cyber-attacks and unauthorized accessibility.



Security Monitoring Centre

\* 1 Abbreviation for "Computer Security Incident Response Team" and refers to a team that responds when an incident occurs, such as malware transmission or intrusion.

\* 2 : Source: ITR "ITR Market View: Endpoint-security/information-leakage SOC Services Marketing 2022" FY2021)

\* 3 : Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd. "Managed Security Services Market Status and Forecast 2023 Edition" ( Published in June ,2023 ) <https://mic-r.co.jp/mr/02800>

# Strengths in Data/AI Businesses

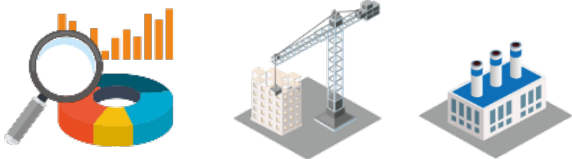


## One-Stop Support for Utilization of Data and AI through Cloud Infrastructure

Starting businesses in the data domain in 2014, we will provide solutions in the cloud infrastructure, from the construction of data platforms to analysis/visualization using BI tools and AI utilization. We can provide a wide range of support, from installation support to in-house production and operation support after introduction, in a one-stop manner. We contribute to DX of our customers through consulting by data scientists.

### Strengths

We are strong in providing support in cloud infrastructure using Azure, such as Azure Machine Learning, Microsoft Power BI. Especially in the manufacturing industry, we support our customers' businesses based on data, such as the construction of systems and predictive models using machine learning.



### External evaluation

Power Apps &BI was awarded to Microsoft Japan Partner of the Year 2021 for assessment in the data-domain. In 2023, the company was awarded the Top Engineer Award for its achievements in solving problems in Dynamics 365 and Power Platform.



### Service

Develop core-technology to improve the accuracy of answers to generated AI through internal use and demonstration with customers. We have released DailyAI, a generation AI service that incorporates this technique into our services and can be used in daily operations. As a generator AI servicing that combines the functions required for all business-scenes, it contributes to the improvement of customer productivity.

## DailyAI

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

## FY24 Management Indicators

1. Operating income **JPY 7.1 billion**
2. Operating income **9%** range
3. Cloud Security & Services Net sales over **JPY 50 billion**

## Key themes

Providing security and operation services to support customers' DX



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



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





# Major Awards Received, Accreditation and Evaluation, etc.

## Microsoft (Cloud/Security/Data&AI)

### Microsoft Japan Partner of the Year **10** consecutive years

- Defend against threats with SIEM plus XDR (2023)
- Modern Endpoint Management Award,
- Sustainability Changemaker Award, Winner of two categories (2022)
- Power Apps & BI Award (2021)
- Internet of Things (IoT) Award, Automotive Award (2020)
- Internet of Things (IoT) Award (2019), etc.



### Microsoft

### Top Partner Engineer Award **2** categories

- Business Application
- Security



### Microsoft Worldwide Partner Award **4** Prize

- 2020 Microsoft Country Partner of the Year
- "Internet of Things Partner of the Year" finalists (only domestic company) (2019)
- Collaboration and Content Partner of the Year Finalist (First domestic company) (2017)
- Country Partner of the Year Award, Cloud Packaged Solutions, Messaging, Public Sector-Government Award (First domestic quadruple crown) (2016)



## Market Research (Security)

### ITR Market View

#### Endpoint-security/ Information-leakage SOC Services Marketing 2022

- FY2021 No.1 share of sales by vendor in "Microsoft 365 Operation Monitoring Service" ※1
- FY2021 No.1 share of sales by vendor in "SIEM Operation Analysis Service/Managed XDR Service" markets ※1



### Deloitte Tohmatsu MIC Research Institute Co., Ltd.

#### "Managed Security Services Market Status and Forecast 2023 Edition"

- No.1 share of sales in "SIEM Operation Service" market ※2



## Sitecore

### Sitecore MVP Award

- Sitecore MVP Award, Received the highest number of 5 in Japan (2022)
- 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)



### Other Certification/Selection/Awards

#### Digital Transformation Certification



#### The fourth year of Reiwa Telework Pioneer100



#### Japan HR Challenge Awards

- Received the Encouragement Award Highly Professional Personnel (2023)
- Received the Awards for Excellence Recruiting Department (2018)



※1 : Source: ITR"ITR Market View: Endpoint-security/information-leakage SOC Services Marketing 2022" FY2021

※2 : Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd. "Managed Security Services Market Status and Forecast 2023 Edition" ( Published in June ,2023 ) <https://mic-r.co.jp/mr/02800>

# SB Technology by Numbers

\*Items not marked as “consolidated” are statistics for SBT alone  
\*Items that are not included in this report are as of the end of March 2023.

## Employees

SB Technology consolidated  
Number of  
Employees

1,417

2023rd  
New Graduate  
76  
(consolidated basis)

Average age  
38.4

## Working Style

Reduction of overtime by improving productivity

42 hours → 27 hours

FY2015

FY2022

Percentage of paid leave  
taken per employee  
70%  
(FY2022)

Remote working rate  
60%  
(FY22H2 achievements)

## Growth Support

Use of Skill Development Leave (FY2022)

Number of employees  
who have acquired

242

Total days acquired

536

PMP Holder

155

CBAP Holder

52

## Technical Personnel

Ratio of job types

7 : 2 : 1

(Technology) (Sales) (Management)

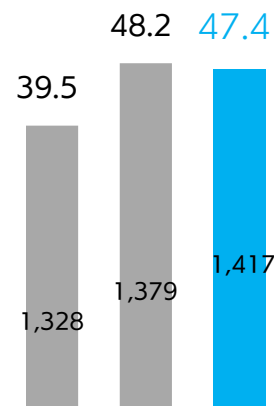
Development partners

2,800

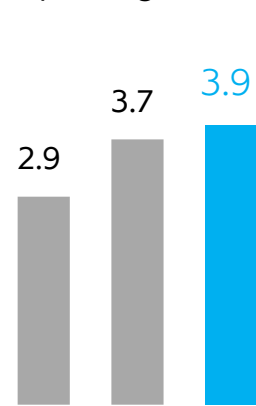
## Index per Employee

(consolidated, millions of yen)

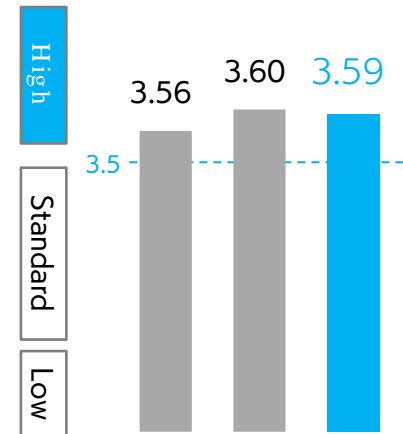
Net sales\*1



Operating income



## 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 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.

※1 The Company has adopted the “Accounting Standard for Revenue Recognition” (the new revenue recognition standard) from FY21 Q1. Net sales before FY20 are based on historical net sales figures for the Norton business, which is the main impact.

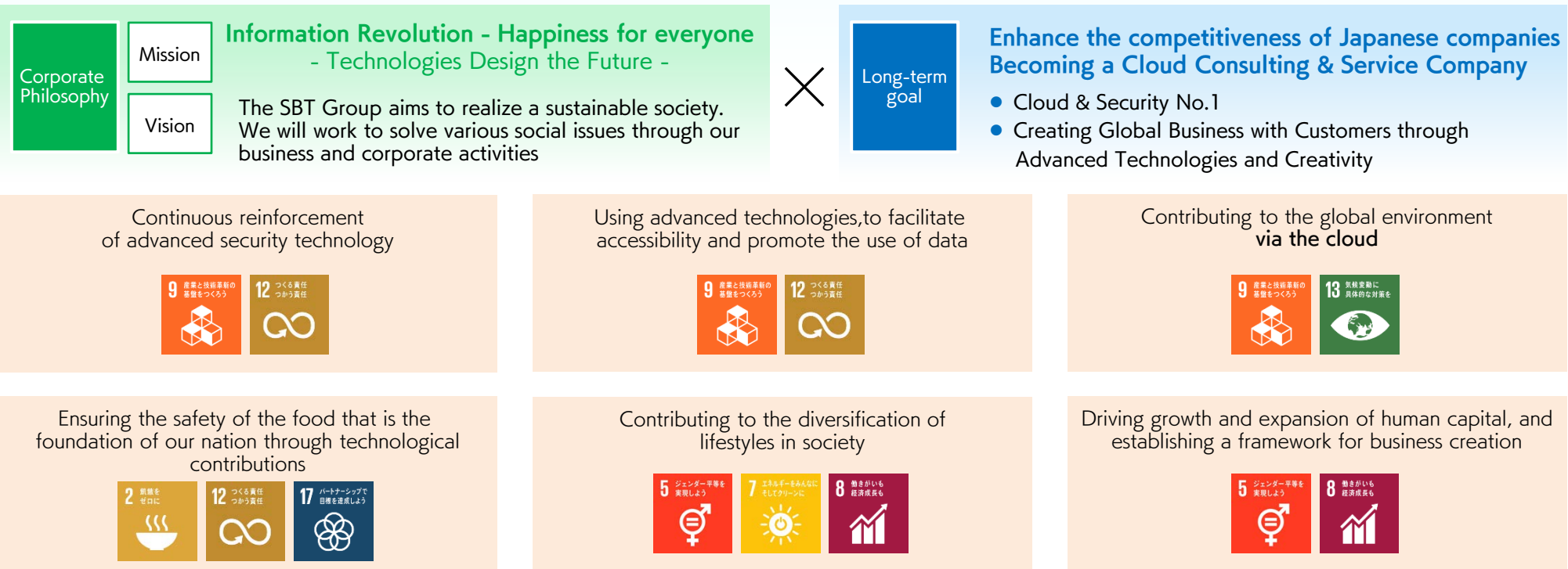
# SB Technology's Sustainability



## 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.

### Our Materiality





# Carbon Neutral Declaration

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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



# Corporate Data

## Corporate Data

(As of March 31, 2023)

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 1,270 mn
Number of employees	1,417 (consolidated)



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

## Officers

(As of June 19, 2023)

### Board of Directors

Representative Director CEO	Shinichi Ata
Director CSO	Mitsuhiro Sato
Director CFO	Masaaki Okazaki
Director	Kunihiro Fujinaga
External Member of the Board	Shigeo Suzuki
External Member of the Board	Yoshie Munakata
External Member of the Board	Yukari Tominaga
External Member of the Board	Yuka Miyagawa
External Member of the Board	Madoka Sawa

### 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	Masaki Watanabe
Vice President CCO	Seiichi Masaoka
Vice President	Makoto Aoki
Vice President	Takuya Miyazawa
Vice President CDO	Kengo Kanazawa
Vice President CMO	Ikuma Uehara

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

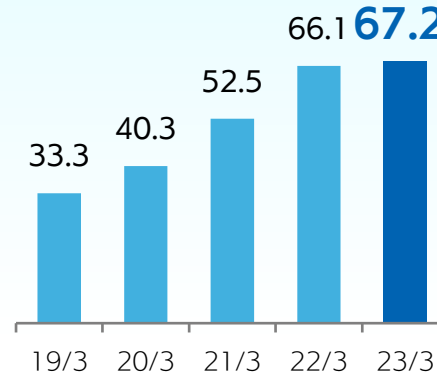
### Auditors

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

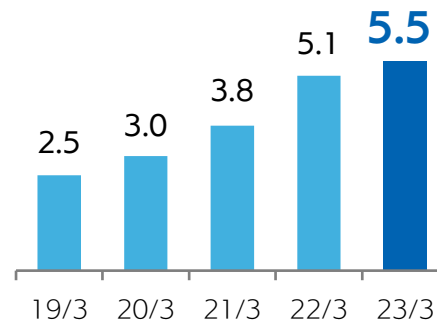
## Management Summary

[Billions of Yen]

### Net sales

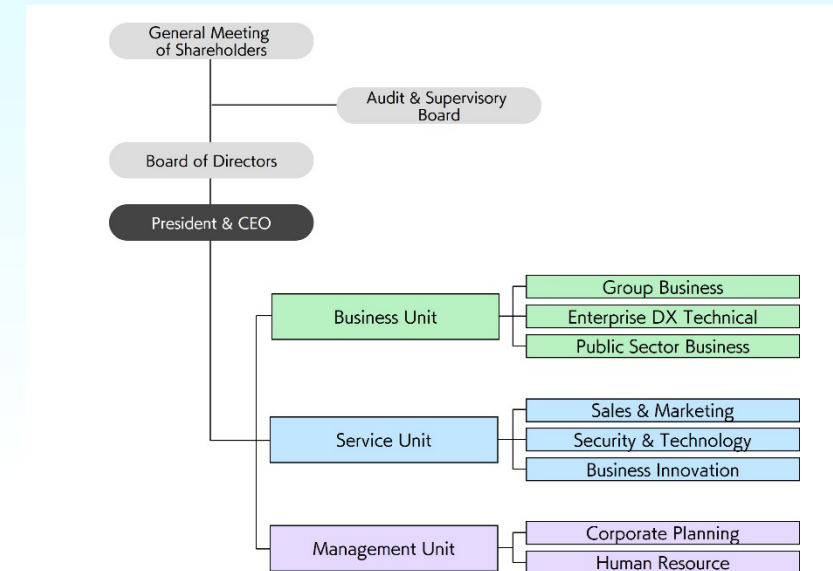


### Operating income



## Organization Chart

(As of April 1, 2023)



## Certification and Accreditation

(As of August 31, 2023)



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くるみん



健康経営優良法人2023



FTSE Blossom  
Japan Index



FTSE Blossom  
Japan Sector  
Relative Index

FTSE Blossom Japan  
Index Series



JPX-NIKKEI Mid Small  
2022 - 2023年度選定

JPX日経中小型株指数

# Group Structure

SoftBank Group Corp.

SoftBank Corp.

## SB Technology

Group Companies (As of September 1, 2023)



**M-SOLUTIONS, Inc.**

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



**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



**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.



**I/O SYSTEM INTEGRATION CO., LTD**

Development, sales and maintenance of information processing systems



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