Third Quarter of the Fiscal Year Ending March 31, 2022

Results of Operations

January 27, 2022

SB Technology Corp.

Security Code : 4726

SB Technology

Table of Contents

SB Technology

1. Financial Results ..... P. 4

2. Forecast ..... P. 12

3. Direction of the Next Medium-Term Management Plan ..... P. 17

4. Appendix ..... P. 23

5. Corporate Information ..... P. 36

Information

SB Technology

Effective April 4, 2022 (the date of transition), we will become a prime market listed company.

Going forward, we will further strengthen governance to meet the expectations of our stakeholders, aiming for medium- to long-term, sustainable growth and increased corporate value.

Corporate Governance Report

- Key Items of Explanation
  1) Sustainability Goals
  2) Ratio of Outside Directors (Majority)

Corporate Governance Report

Information

SB Technology

Senior Adviser
(Appointed : July 16, 2021)

Yukari Tominaga

Hitachi Solutions, Ltd., Vice President and Executive Officer
MORINAGA MILK INDUSTRY CO., LTD., External Director (June 2020～*)
Yashima & Co., Ltd. External Director (June 2021～*)

Senior Adviser
(Appointed : July 16, 2021)

Yuka Miyagawa

Oki Electric Industry Co., Ltd., Senior Vice President
OKI Crosstech Co., Ltd., Director and Senior Vice President (April 2021～*)

New Senior Adviser
(Appointed : January 1, 2022)

Madoka Sawa

Microsoft Technology Center Director
Ensow Inc., CEO (October 2019～*)

*Current position

Financial Results

SB Technology

Summary | FY2021 Q3

Financial Results

Achieved record highs in all indicators, including net sales* and operating income, thanks to DX support from government agencies and private companies

Orders Received

Orders recovered in the manufacturing industry in addition to public sector and SoftBank

Record-high orders and order backlog achieved in Q3

FY21 Forecasts

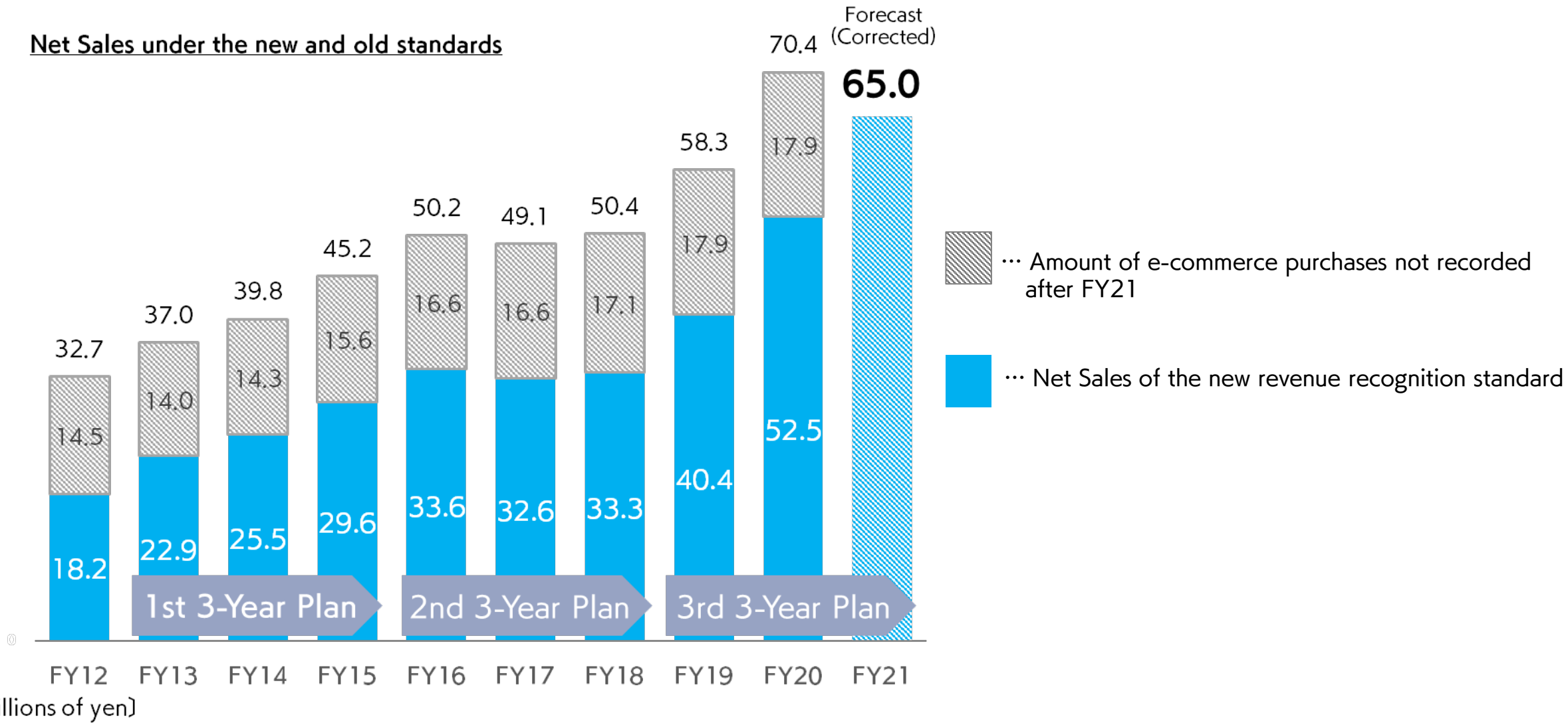
Cost reduction by strengthening project cost management

Operating income revised upward to 5 billion JPY

* Net Sales of the new revenue recognition standard

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.



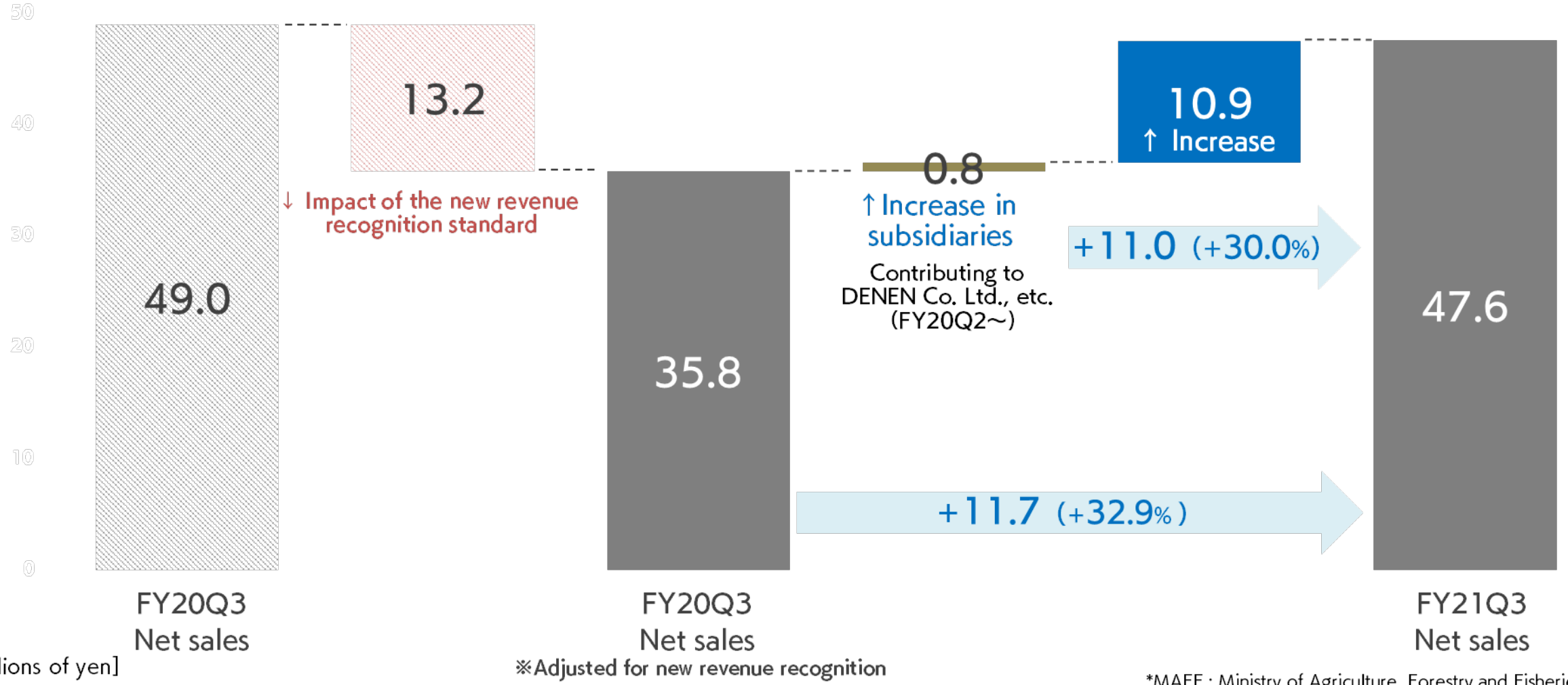
Consolidated P/L | FY2021 Q3

- Record-high sales and operating profit achieved due to corporate DX and digital government projects
- Improved OPM YoY due to strengthened project cost management

[Millions of yen] (Profit margin)	FY21Q3	FY20Q3	Change	Change %
Net sales	Record high 47,626	35,842	+11,783	+32.9%
		(For reference) Before new revenue recognition adjustments 49,062	▲1,436	▲2.9%
Operating income	Record high 3,660 (7.7%)	2,473 (6.9%)	+1,187	+48.0%
Ordinary income	Record high 3,622 (7.6%)	2,461 (6.9%)	+1,161	+47.2%
Profit attributable to owners of parent net profit	Record high 2,187 (4.6%)	1,479 (4.1%)	+708	+47.9%

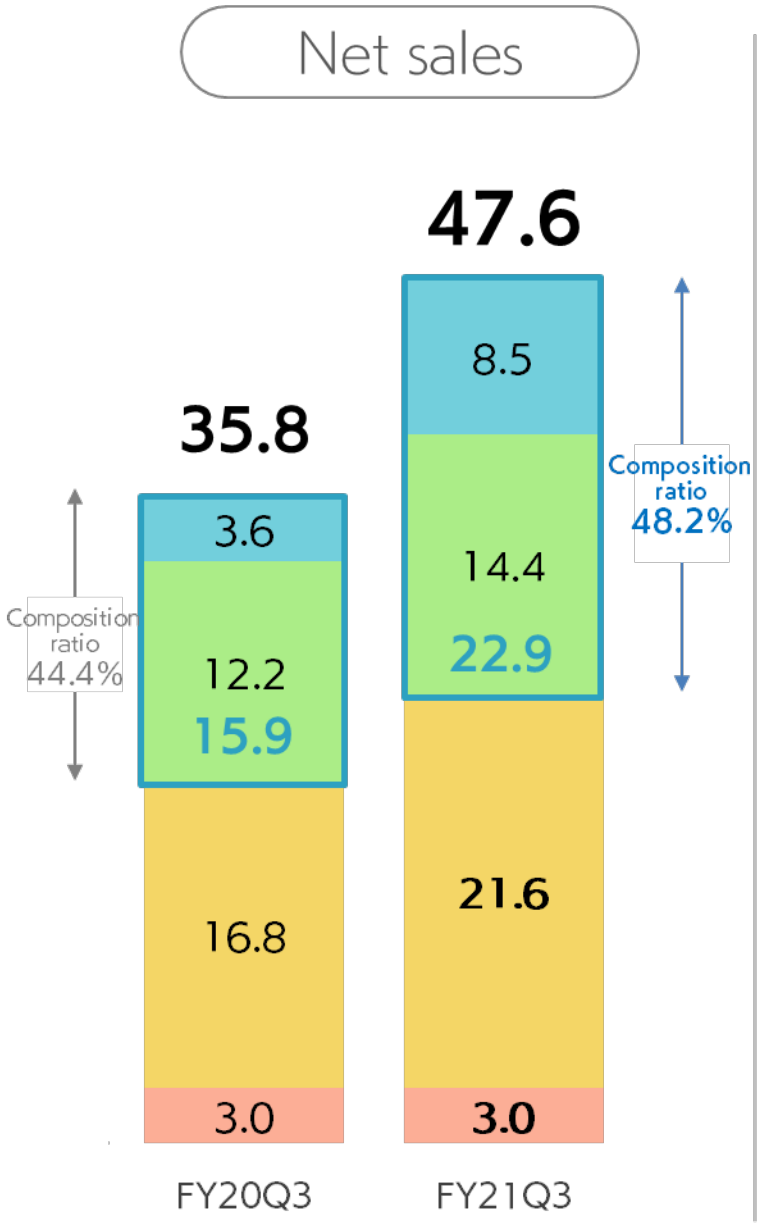
Impact of Change in Accounting Standards (Net Sales) | FY2021 Q3

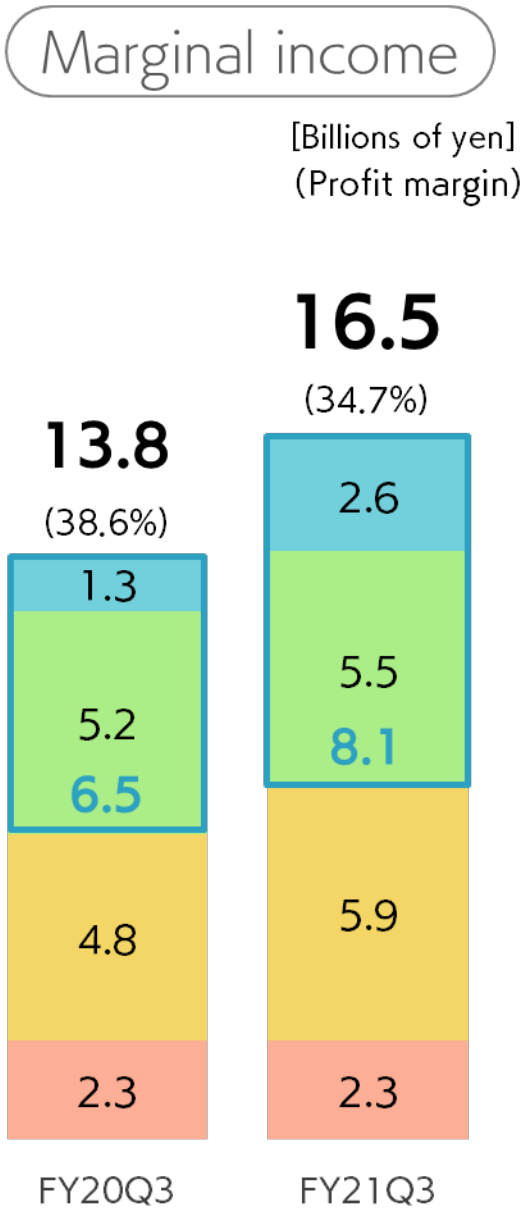
- Increase of 11.7 billion JPY(+32.9%) year-on-year mainly due to projects for the MAFF* and SoftBank Corp.
- Excluding impact of subsidiaries consolidated in Q2 of the previous fiscal year, sales would have increased 11.0 billion JPY(+30.0%).



*MAFF : Ministry of Agriculture, Forestry and Fisheries

By Solution Category | FY2021 Q3





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

- Provisions were made for digital map projects, but profits increased due to lower operating costs for electronic application infrastructure for the Ministry of Agriculture, Fisheries and Fisheries.

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

- Demand for cloud adoption and cloud security increased.
- Growth due to the construction phase of the next-generation information SC*

Technical (TS) : Increase in both sales and profits

- System development and operation projects for SoftBank Corp. increased due to SBT's role as a strategic SIer, and the expansion of the area came to a halt in Q3

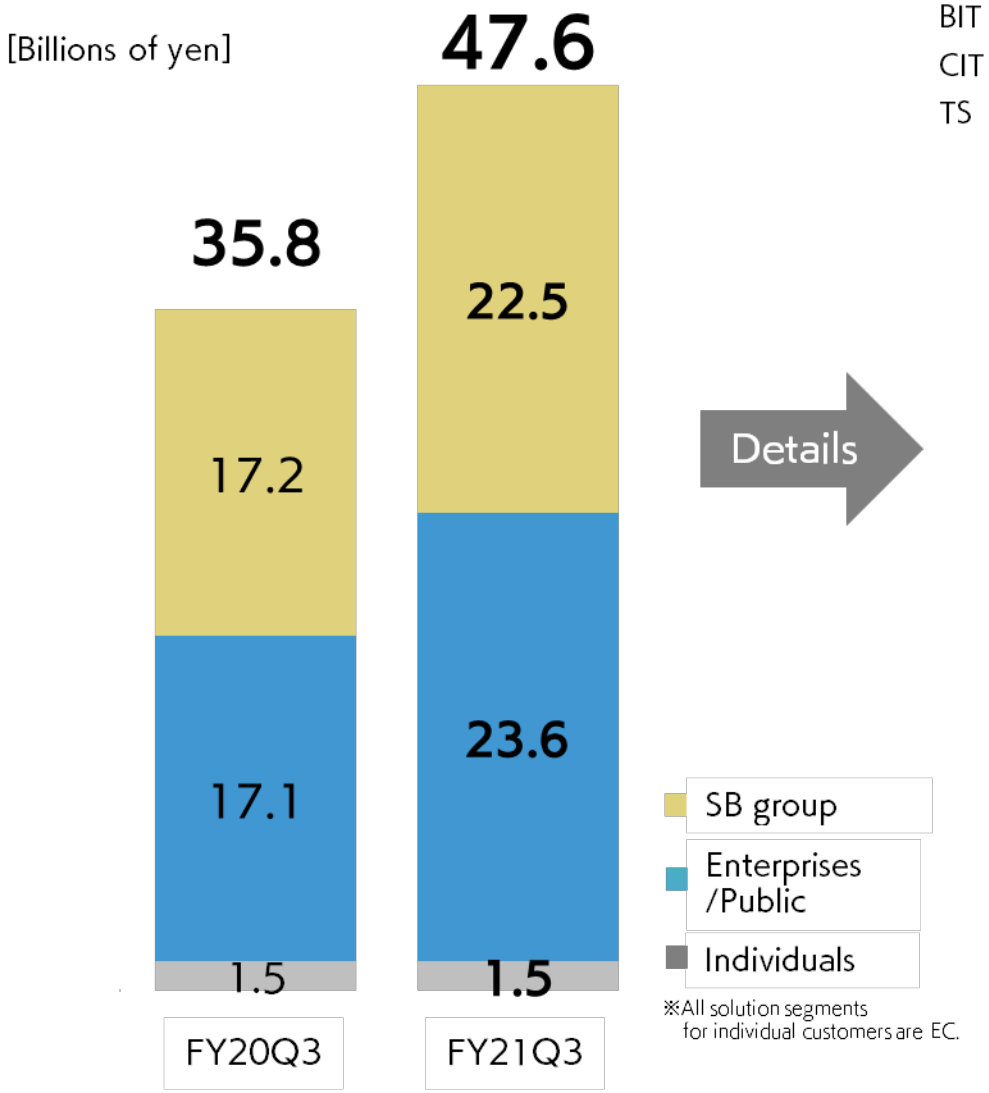
EC : Flat

- Generally steady

※SC: Security cloud

Sales by Customer Type | FY2021 Q3

By customer type



Details

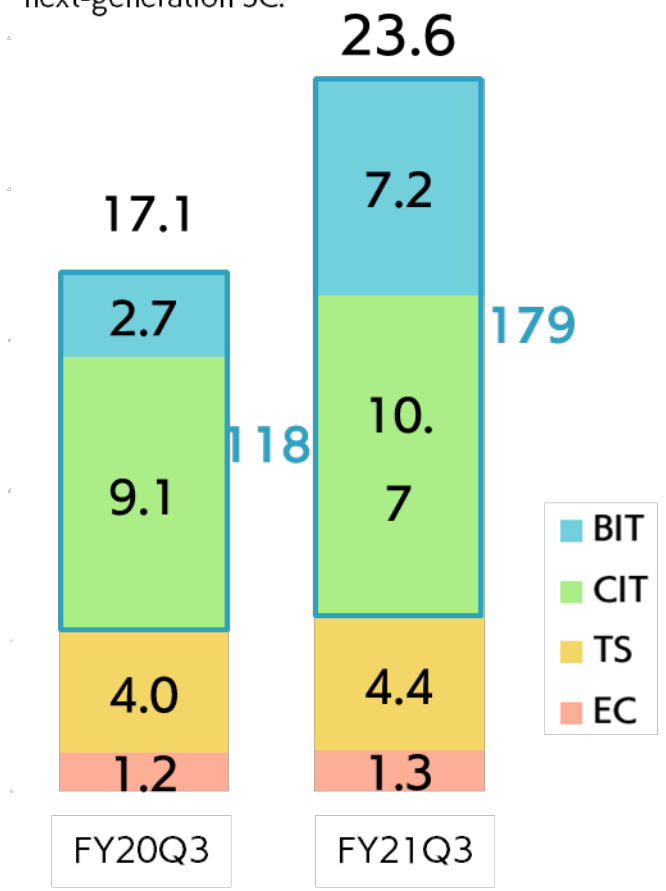
Customer type × Solution category

SB group

BIT : Higher sales due to website renovation project
CIT : Cloud-related development increased
TS : Significant increase in sales due to expansion of the scope of projects at SoftBank Corp.

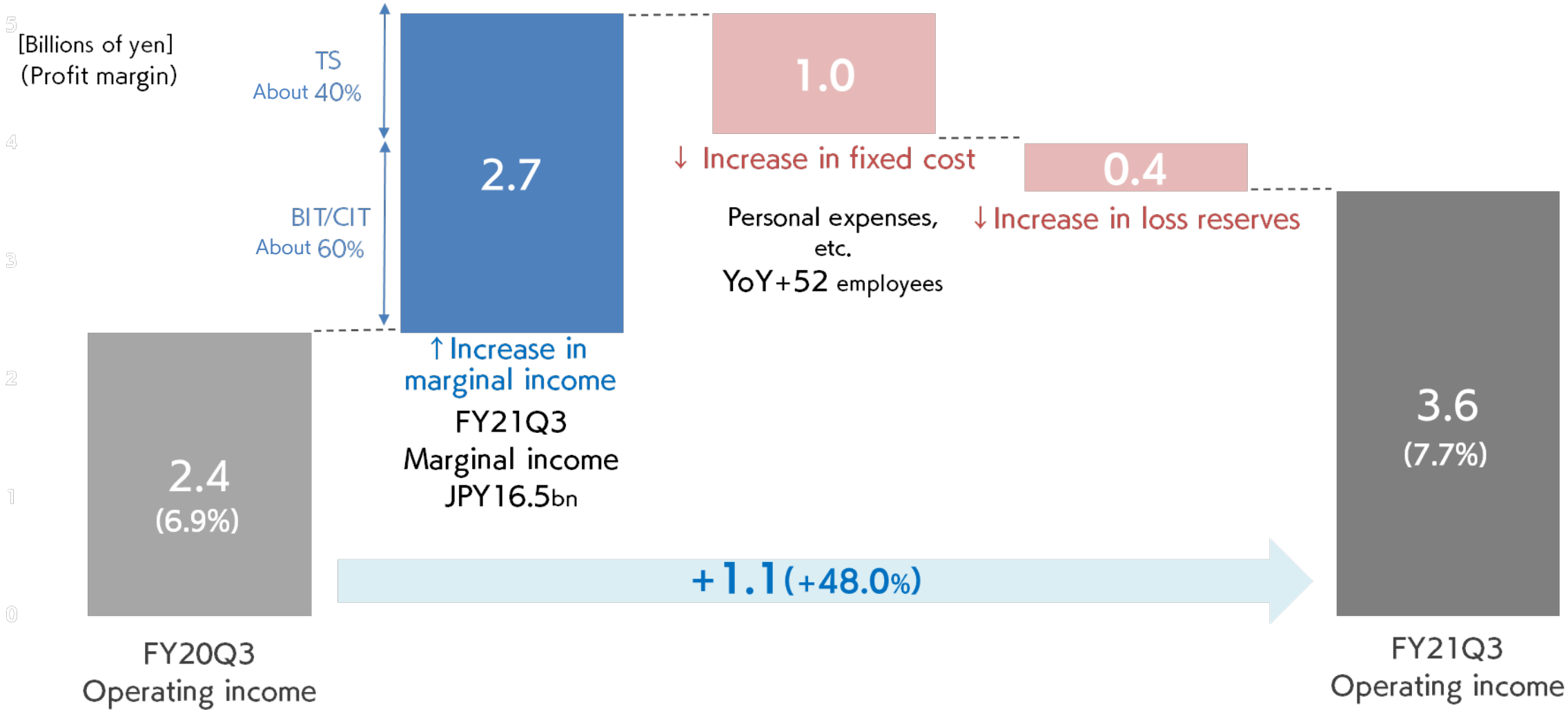
Enterprises/Public

BIT : Higher sales due to electronic application project for MAFF
Steady growth of over 1.5 times YoY in sales targeted at the manufacturing industry
CIT : Increased Cloud operations and security
Also recorded the construction phase for the next-generation SC.



Factors Behind Changes in Operating Income | FY2021 Q3

- Marginal profit increased due to business expansion, including public works projects and cost optimization
- Increase in operating income of 1.1 billion JPY (+48.0%), even after accounting for an increase in fixed costs due to personnel expenses and strengthening of recruitment

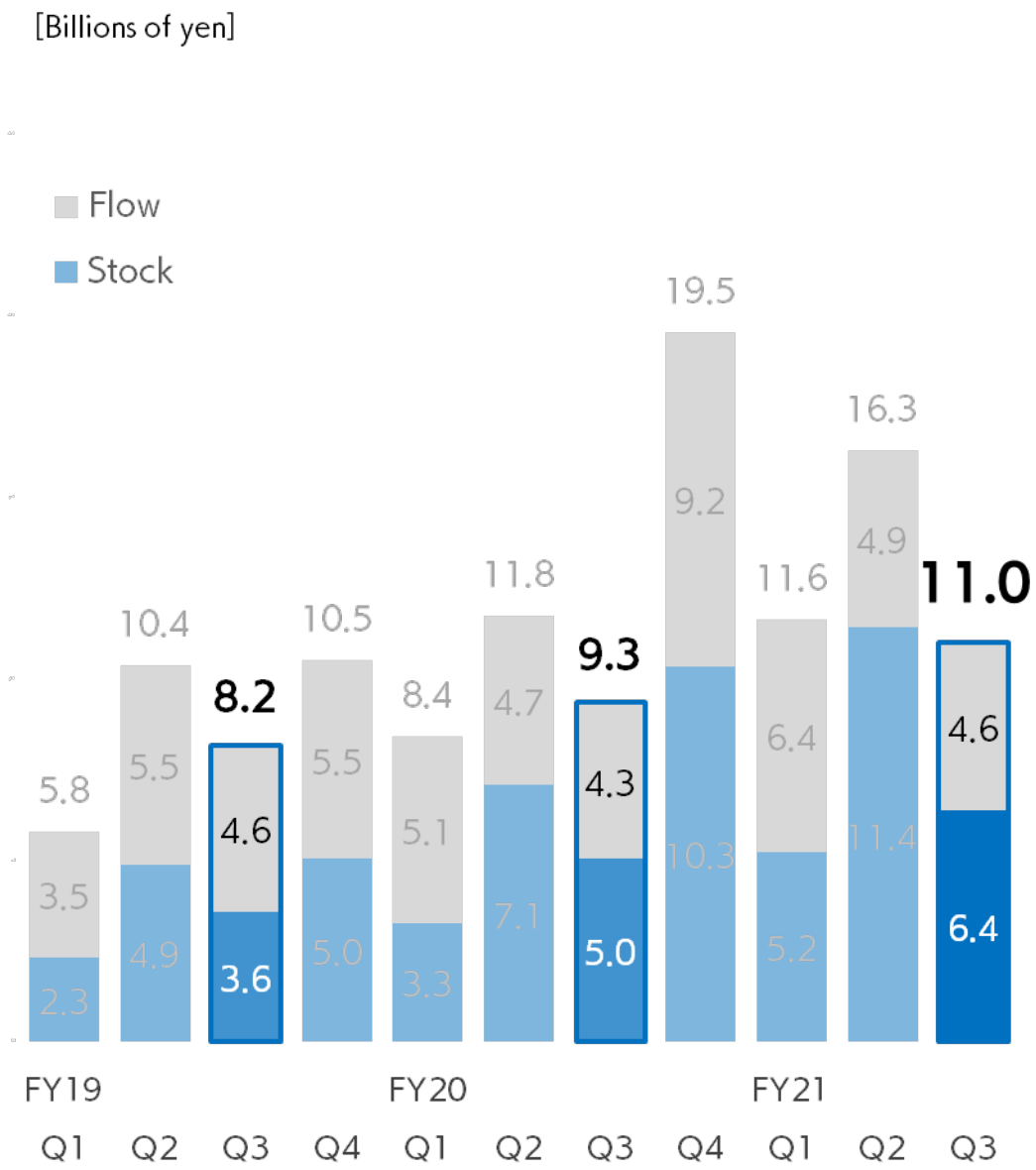


Forecast

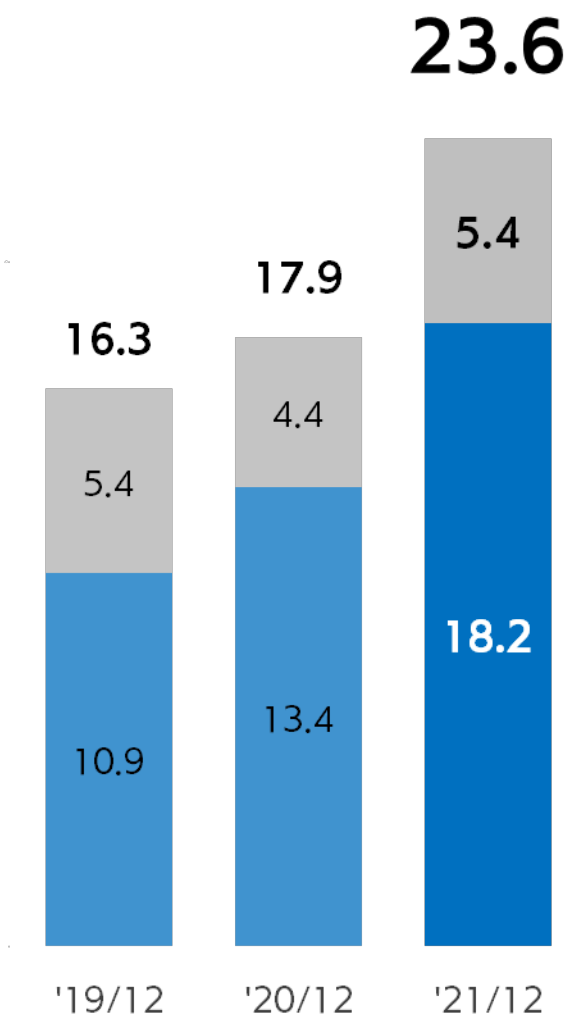
SB Technology

[Non-Consolidated] Orders Received / Orders Backlog (Excluding EC Services) | FY2021 Q3

Orders Received



Orders Backlog



Q3 Major Orders Received

- Steady expansion of projects for SoftBank Corp.
- Received orders for development projects from the manufacturing industry, as well as information SC for Nagasaki Prefecture
- Approximately 50% of the order backlog is expected to generate sales in the fiscal year under review.

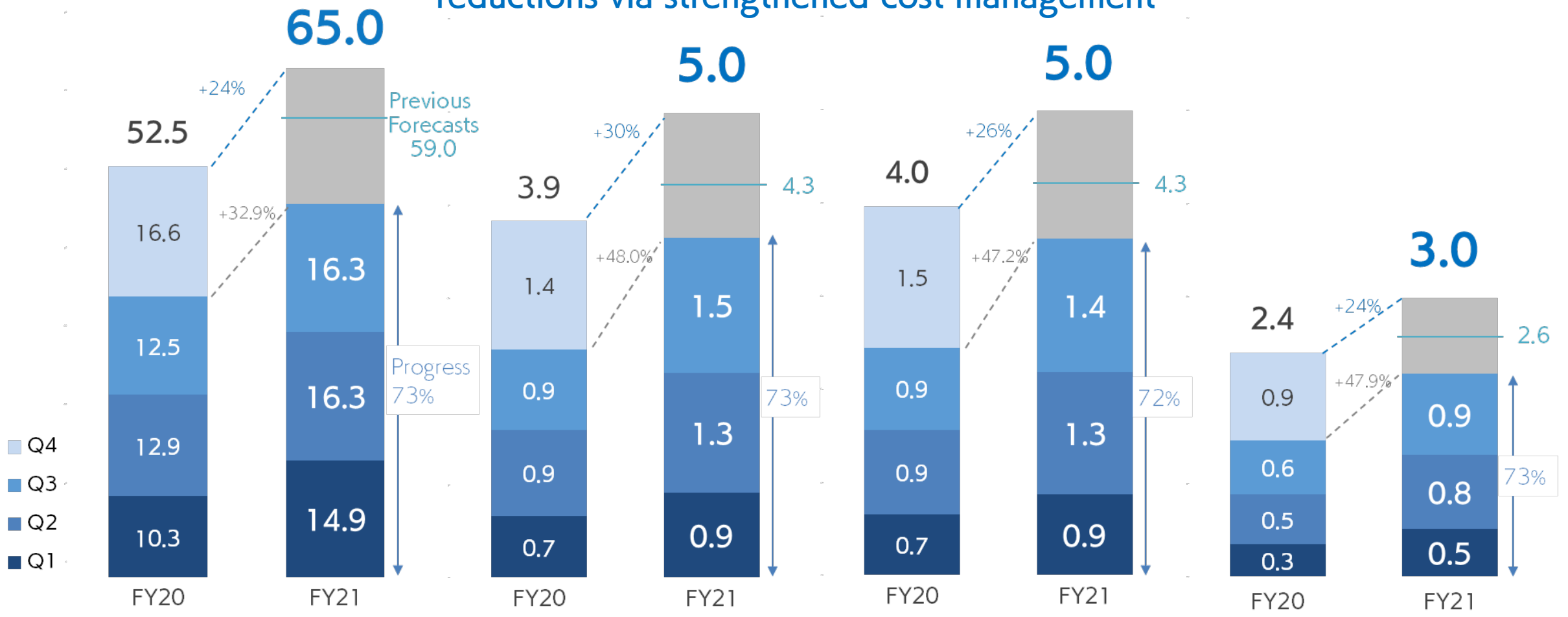
Non-consolidated orders backlog

(YoY) 32.2% up

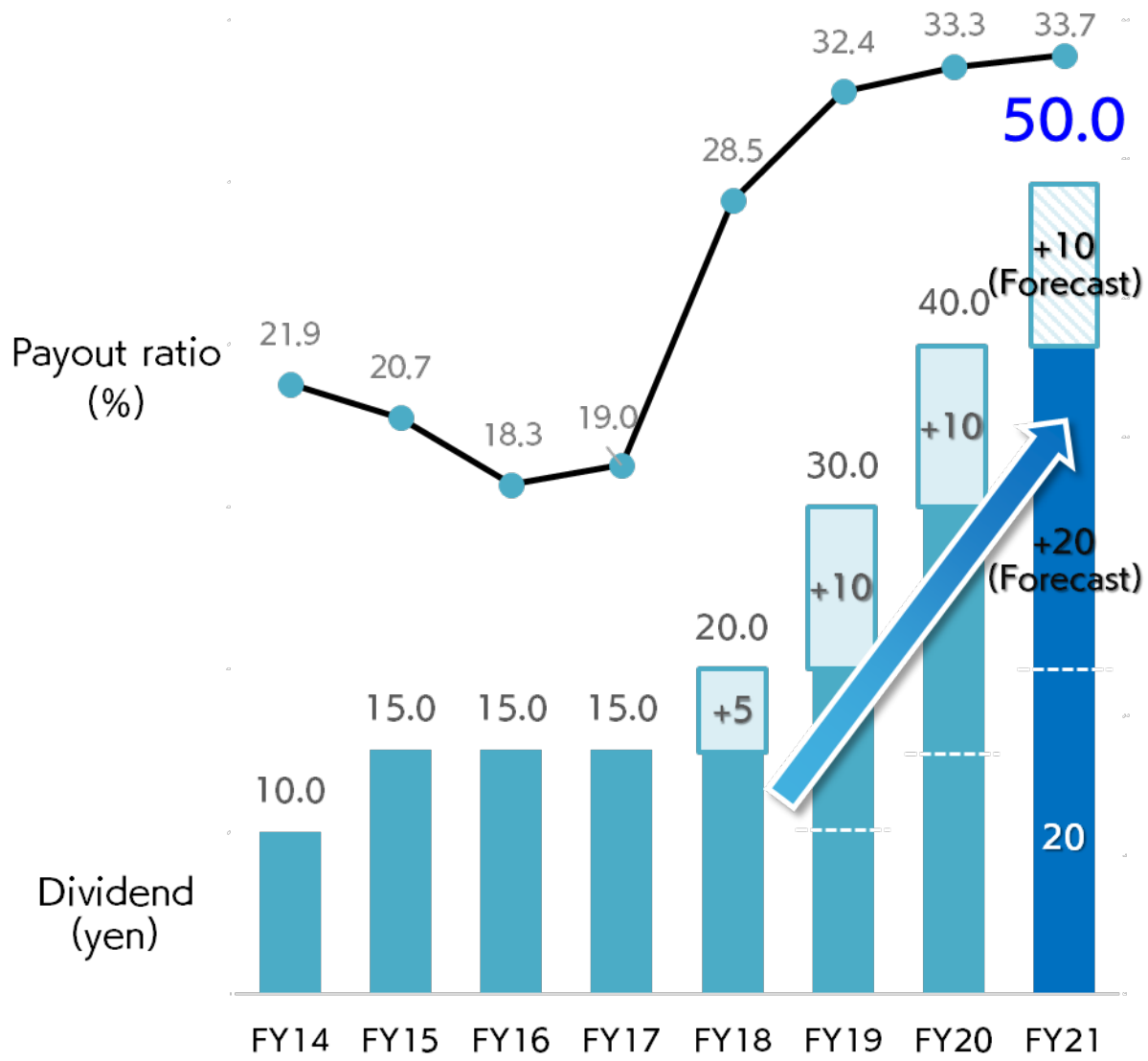
Revision to Full-Year Financial Results Forecasts | FY2021 Q3

FY2021 Forecast
(Revised : January 27, 2022)

- Full-year operating income was again revised upward from the initial forecast of 4.3 billion JPY to 5 billion JPY as a result of cost reductions via strengthened cost management



[Billions of yen]



Net income for the fiscal year ending March 2022 is expected to reach 3 billion JPY (+24% YoY).

Increase year-end dividend by 10 JPY per share (estimated) to enhance shareholder returns

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

Third Medium-Term Management Plan / FY21 Management Indicators

Expected achievement

1. Operating income JPY4.3 bn※1

Expected achievement

2. To 50% of BIT & CIT※2 sales

Expected achievement

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

Direction of the Next Medium-Term Management Plan

SB Technology

Environmental Initiatives at the Time of Formulation of the Third Medium-Term Management Plan (FY18)

On the Tokyo Stock Exchange Reorganization

In October 2018,
"Discussion Group on Modality of the Market Structure" was established.

→ **Require Further Enhancement of Corporate Value**

Need to increase sales and profits to increase corporate value

- **Change in the parent company**

  From SoftBank Group Corp. to SoftBank Corp.

→ **Increase in sales and profits by generating synergies with SOFTBANK CORP.**

- Developing Partners for Vendor Management Projects to External Sales
- Collaborating with leading-edge examples and expanding these efforts to External Sales

- **Compliance with New Accounting Standards**

  FY18 sales 50.4 billion yen → under the new standard 33.3 billion yen

→ **Increase of over 20 billion yen by the time of application (FY21)**

- FY21 sales after the adoption of the new standard are expected to increase by more than 30 billion yen compared to FY18

- **From Ownership to Use**

  Transitioning away from product sales

→ **Strengthening SI & Service and Creating Added Value (Profit Increase)**

- Increasing Value Added in the Cloud/Security Domain
- Insufficient IT human resources to strengthen services

With a View to 2030

Analysis as of 2018

World Trends

- Decline in labor population/low birthrate and aging population
- Lack of IT/security-related human resources
- Increased number of cyber attacks (Tokyo Olympics)
- My Number/Personal Information Protection Act
- Dissemination of 5G, AI, IoT, xR, RPA
- Cyber Security Basic Act
- NOTICE (IoT) / GDPR response
- Robots & Drones
- Automated car evolution, MaaS
- EOL waves on the on-pre system

Customer Trends and Issues

Corp IT (Information Systems Division)

- IT Support for Business Sectors for Core Business Growth
- Accelerate cloud-first/outsourcing
- Use of IT to promote work style reform

Biz IT (Business Divisions)

- To execute business strategies to meet the speed of uncertainty and change
- Use of leading-edge technologies to enhance competitiveness
- Business globalization

External environment
Corona generation

Customer environment
Accelerating DX in the Public and Private Sectors

Tailwind

Long-term Goals

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

Goals in the Third 3-Year Plan

Be a service provider for Corp IT

→ Focus on service business due to lack of IT human resources

→ To "accumulated upgrades" merchandise that are constantly updated by customers

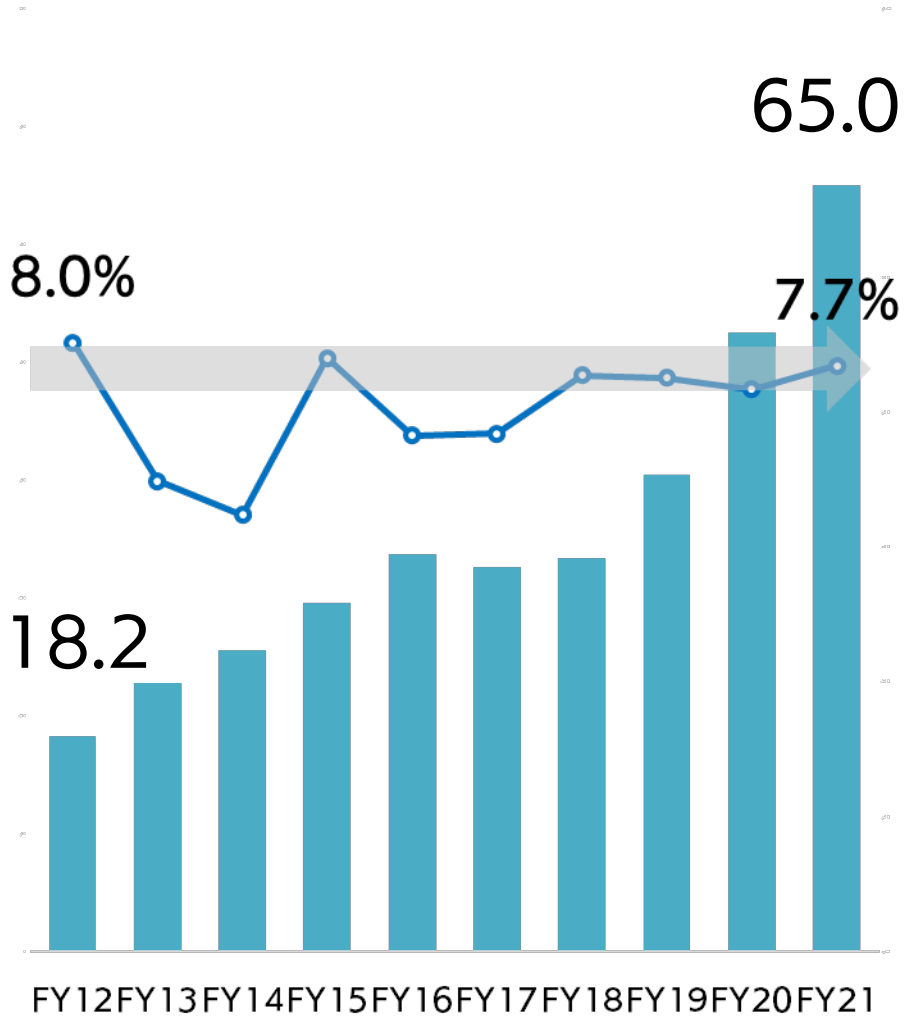
Consult and Generate Biz IT

→ Strengthening Consulting Capabilities to Link Business and IT to Strengthen Competitiveness

→ Platform that allows customers to create business applications

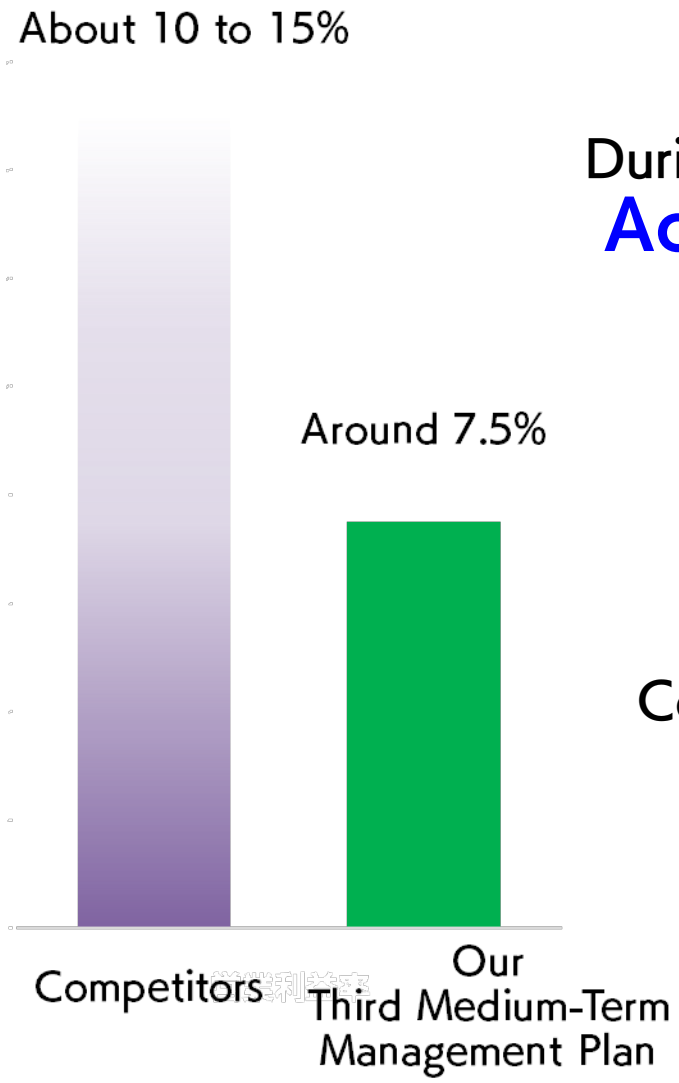
Toward Improving Profitability

Performance trends



〔 Billions of yen 〕

Comparison of Operating Income Margin with Other Companies



During the third medium-term plan

Achieve expanded scale

On the other hand,

Operating margin remained flat.

Compared to other companies in the same industry,

There is room for improved profitability.

Toward Improving Profitability

Under consideration for further improvement of profitability and establishment of service business in the next medium-term plan

	To continue and strengthen	Change and review
SI	• Support for cloud development to promote customer DX • To strengthen customer competitiveness through integrated manufacturing and sales Proposal and development including upstream consultation	• Standardization, solution-based provision, etc. Development system that can improve profitability • To reduce unprofitable projects Enhancement of check functions and systems
Service	• With security measures that require advanced expertise Provide service (MSS※1/Local government information SC※2) • Platform type that can be used on-site basis e.g., the Ministry of Agriculture, Forestry and Fisheries electronic application service	• Redefinition of Difficult-to-differentiate cloud utilization services • Sales expansion system by sales partners
EC	• By NortonLifeLock's policy changes Only automatic updates will be supported in the future.	• Into the SI & Service Business, a Growth Domain Relocating Resources

※1 Managed security service (operation monitoring of security system), ※2 Abbreviation of security cloud

Information Revolution - Happiness for everyone

- Technologies Design the Future -

SB Technology

Appendix

SB Technology

Consolidated P/L (Q3 / October-December) | FY2021 Q3

[Millions of yen] (Profit margin)	FY21Q3	FY20Q3	Change	Change %
Net sales	Record high 16,309	12,556	+3,753	+29.9%
		(For reference) Before new revenue recognition adjustments 17,197	▲888	▲5.2%
Operating income	Record high 1,454 (8.9%)	877 (7.0%)	+576	+65.7%
Ordinary income	Record high 1,433 (8.8%)	885 (7.1%)	+547	+61.9%
Profit attributable to owners of parent net profit	Record high 871 (5.3%)	586 (4.7%)	+284	+48.6%

Consolidated business results (Millions of yen)	FY20Q1	FY20Q2	FY20Q3	FY20Q4	FY20	FY21Q1	FY21Q2	FY21Q3	YoY Change	YoY Change %
Sale	10,375	12,910	12,556	16,690	52,533	14,994	16,322	16,309	+3,753	+29.9%
BIT solutions	1,145	1,369	1,173	2,740	6,429	2,440	2,838	3,230	+2,056	+175.2%
CIT solutions	3,733	4,655	3,853	5,418	17,660	4,601	5,178	4,671	+817	+21.2%
Technical solutions	4,346	5,967	6,575	7,504	24,394	6,847	7,333	7,432	+857	+13.0%
EC solutions	1,149	918	953	1,027	4,049	1,104	971	975	+21	+2.3%
Cost of sales	7,942	10,123	9,835	13,248	41,150	12,039	12,905	12,737	+2,901	+29.5%
Gross profit	2,433	2,787	2,720	3,442	11,383	2,954	3,416	3,571	+851	+31.3%
SG&A expenses	1,766	1,859	1,842	2,059	7,527	2,042	2,123	2,117	+274	+14.9%
Operating income	666	928	877	1,382	3,855	912	1,293	1,454	+576	+65.7%
Other Income and Expenses	▲8	▲11	8	137	125	▲34	19	▲20	▲28	-
Ordinary income	658	917	885	1,520	3,981	877	1,312	1,433	+547	+61.9%
Extraordinary gain/loss	▲5	▲44	49	▲100	▲100	19	▲21	▲1	▲50	-
Net profit attributable to owners of parent	348	543	586	949	2,428	516	799	871	+284	+48.6%
Marginal income	4,017	4,969	4,833	5,999	19,926	5,297	5,527	5,702	+869	+18.0%
Fixed cost	3,350	4,041	3,955	4,616	16,071	4,384	4,233	4,248	+292	+7.4%
Non-consolidated order backlog	16,537	18,204	17,910	24,076	24,076	23,657	26,403	23,678	+5,768	+32.2%

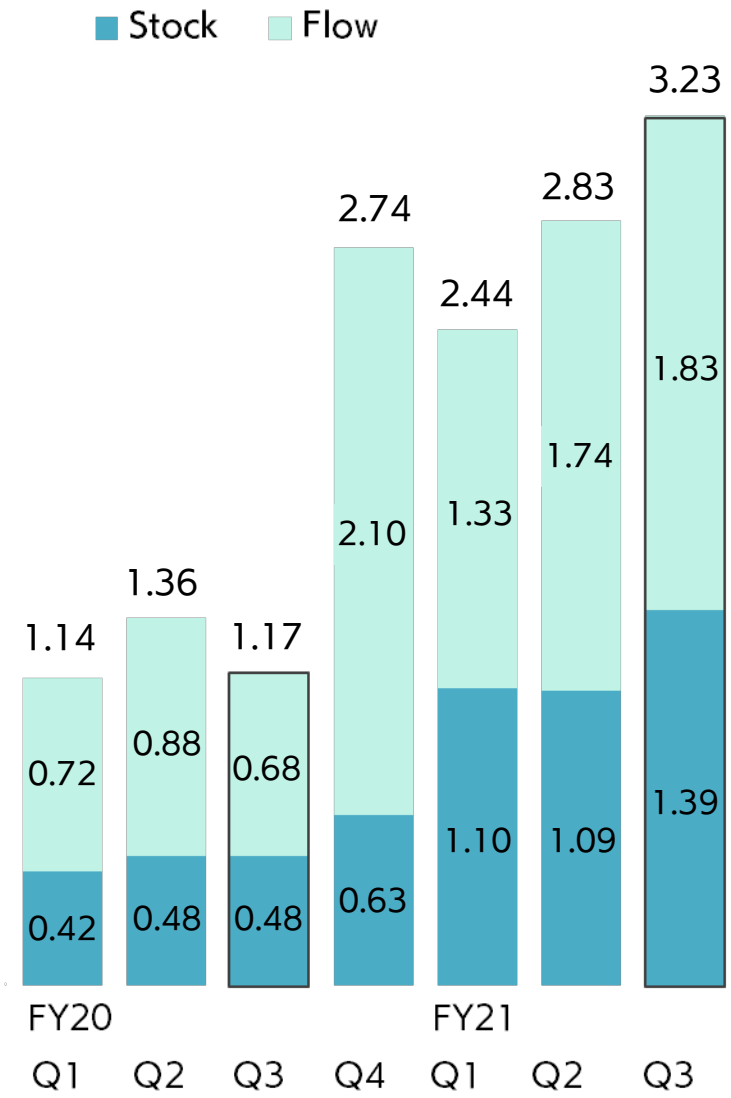
※Solution classifications were reviewed for certain projects and are calculated in accordance with the current accounting method.

	(Millions of yen)	FY20Q1	FY20Q2	FY20Q3	FY20Q4	FY20	FY21Q1	FY21Q2	FY21Q3	YoY	
										Change	Change %
Total	Net sales	10,375	12,910	12,556	16,690	52,533	14,994	16,322	16,309	+3,753	+29.9%
	Marginal income	4,017	4,969	4,833	5,999	19,819	5,297	5,527	5,702	+869	+18.0%
	Profit margin	38.7%	38.5%	38.5%	35.9%	37.7%	35.3%	33.9%	35.0%	▲3.5pt	-
BIT solutions	Net sales	1,145	1,369	1,173	2,740	6,429	2,440	2,838	3,230	+2,056	+175.2%
	Marginal income	321	596	448	902	2,269	687	861	1,105	+656	+146.4%
	Profit margin	28.1%	43.5%	38.2%	32.9%	35.3%	28.2%	30.3%	34.2%	▲4.0pt	-
CIT solutions	Net sales	3,733	4,655	3,853	5,418	17,660	4,601	5,178	4,671	+817	+21.2%
	Marginal income	1,639	1,860	1,747	2,098	7,345	1,761	1,903	1,933	+186	+10.6%
	Profit margin	43.9%	40.0%	45.4%	38.7%	41.6%	38.3%	36.8%	41.4%	▲4.0pt	-
TS solutions	Net sales	4,346	5,967	6,575	7,504	24,394	6,847	7,333	7,432	+857	+13.0%
	Marginal income	1,145	1,814	1,923	2,196	7,079	1,989	2,026	1,928	+4	+0.3%
	Profit margin	26.4%	30.4%	29.3%	29.3%	29.0%	29.1%	27.6%	25.9%	▲3.3pt	-
EC solutions	Net sales	1,149	918	953	1,027	4,049	1,104	971	975	+21	+2.3%
	Marginal income	910	698	713	802	3,124	858	735	734	+21	+3.0%
	Profit margin	79.2%	76.1%	74.8%	78.1%	77.2%	77.7%	75.7%	75.4%	+0.5pt	-
Total of core businesses (BIT+CIT)	Net sales	4,879	6,024	5,027	8,158	24,089	7,042	8,017	7,901	+2,874	+57.2%
	Marginal income	1,961	2,456	2,196	3,000	9,615	2,449	2,764	3,039	+842	+38.4%
	Profit margin	40.2%	40.8%	43.7%	36.8%	39.9%	34.8%	34.5%	38.5%	▲5.2pt	-
	Component ratio	47.0%	46.7%	40.0%	48.9%	45.9%	47.0%	49.1%	48.5%	+8.4pt	-

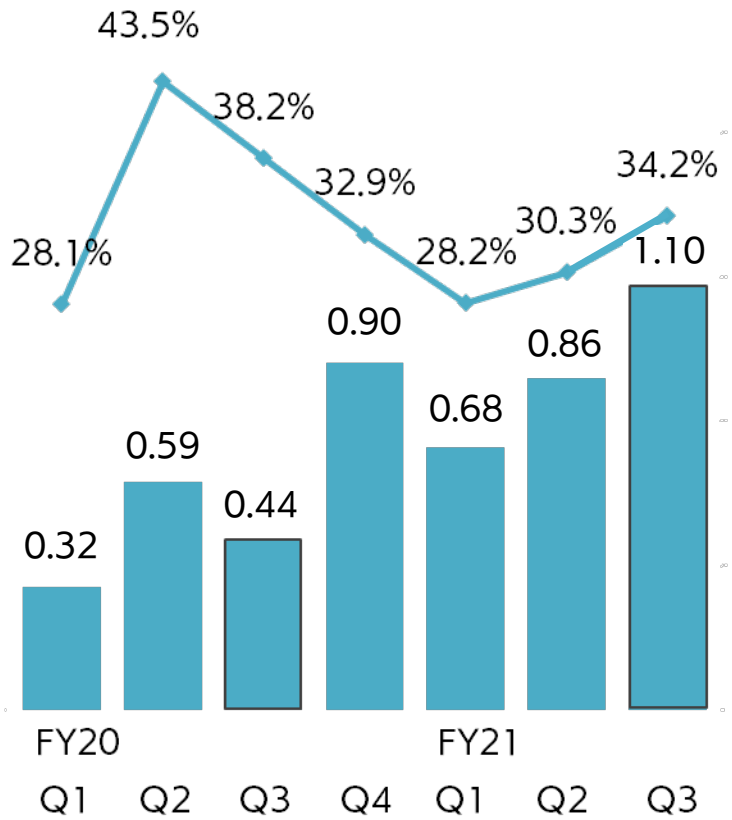
※Solution classifications were reviewed for certain projects and are calculated in accordance with the current accounting method.

Business IT Solutions (BIT) | FY2021 Q3

Net sales



Marginal income



〔 Billions of yen 〕

Cloud business solutions for business units

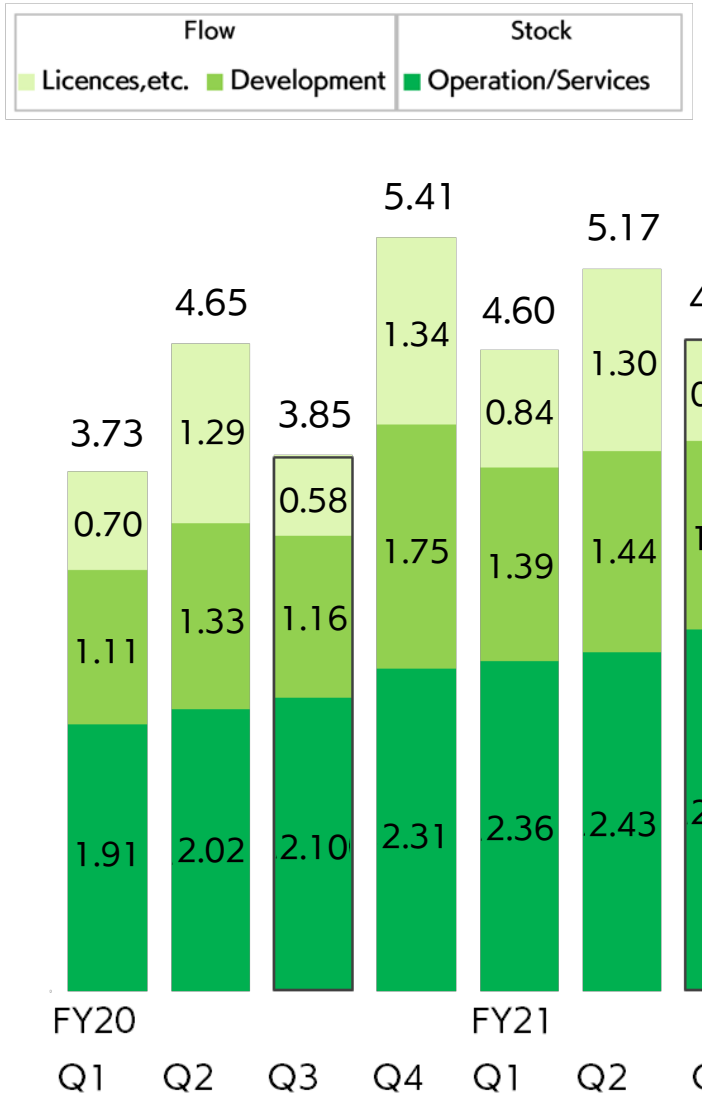
Main customers: Global manufacturing, construction and agriculture

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

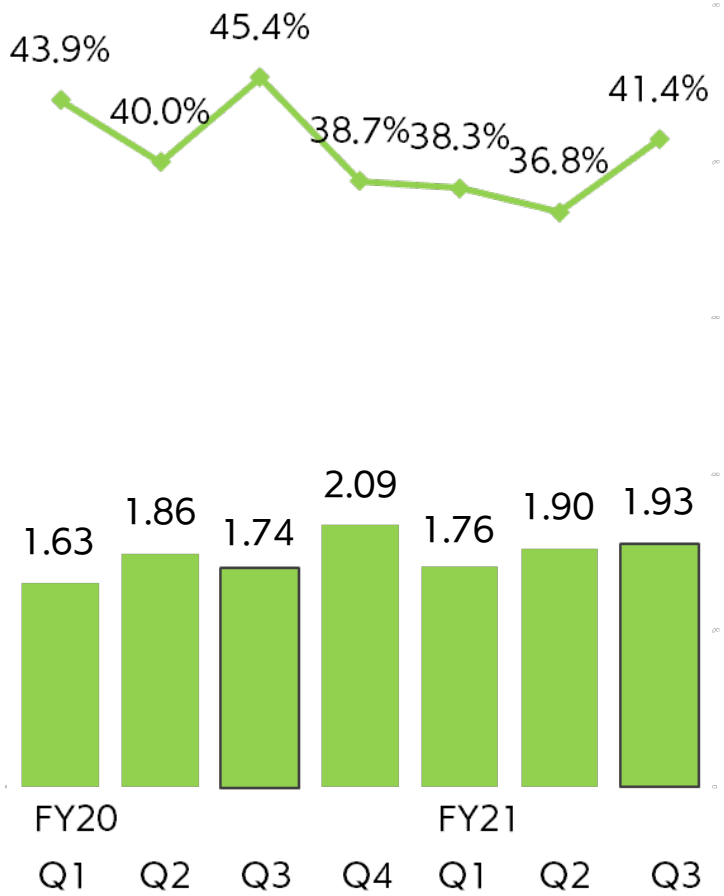
Corporate IT Solutions (CIT) | FY2021 Q3

Net sales



〔 Billions of yen 〕

Marginal income



Company-wide and administrative cloud business solutions

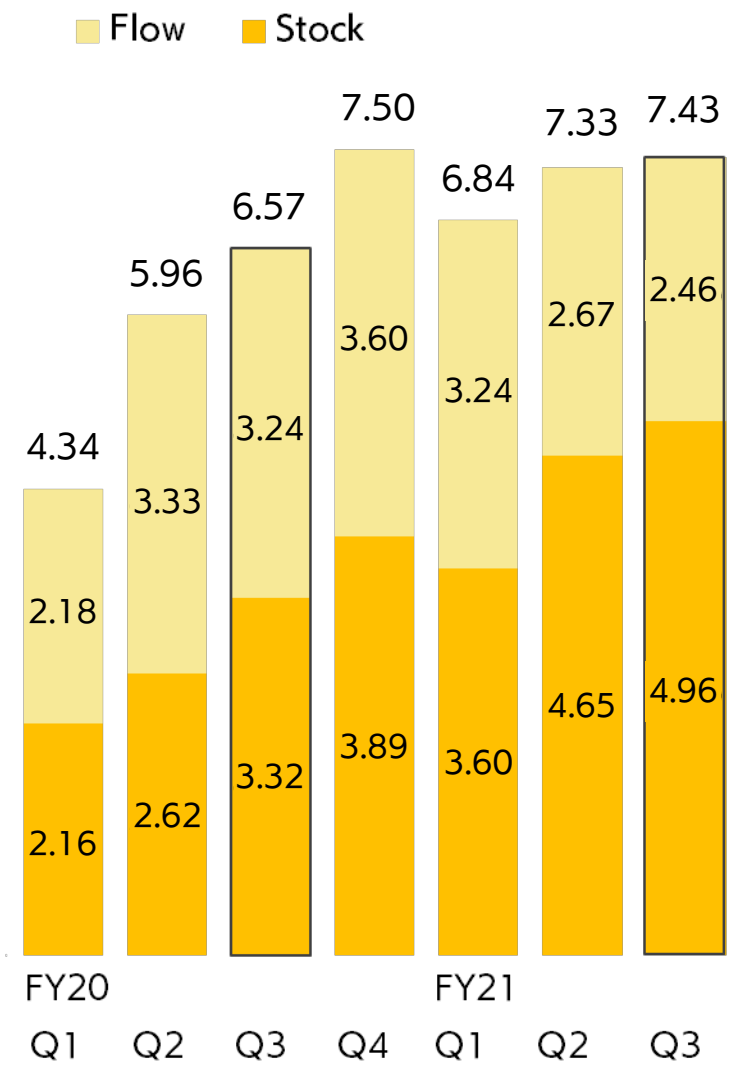
Main customers: Corporations, municipalities, independent admin. institutions, Softbank Corp.

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	Increase in cloud construction projects for the SB Group and corporations. To the convergence of projects that had a high profit margin in the previous fiscal year Decline in profit margin accompanied by
Stock	YoY approx. +0.4Bn (+23%) Public sector Microsoft solution operations increased, Initial construction of next-generation local government information security cloud started.

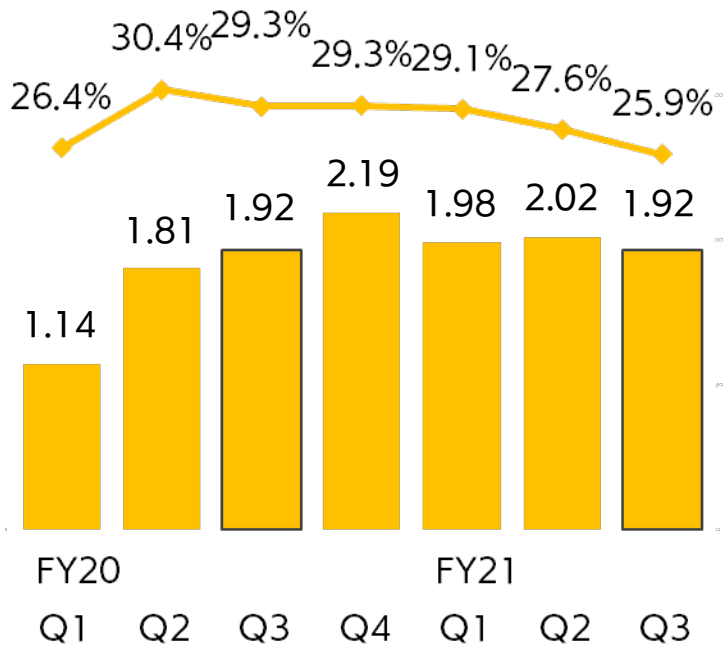
Technical Solutions (TS) | FY2021 Q3

Net sales



〔 Billions of yen 〕

Marginal income



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

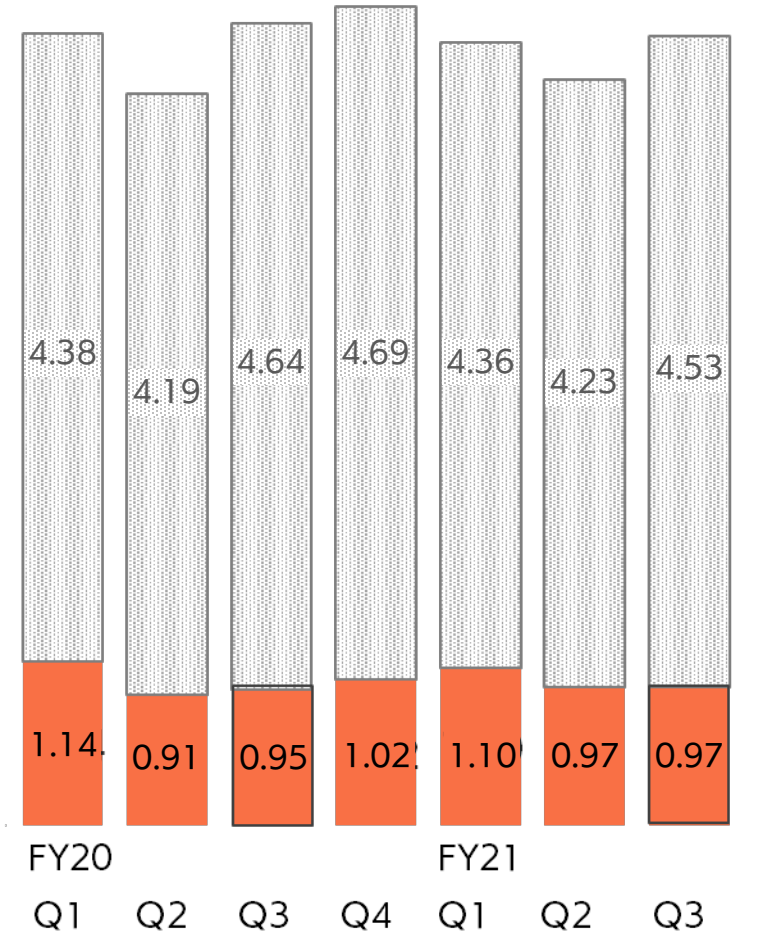
Main customers : SoftBank Companies

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. Derivative projects from vendor management projects expanded.
Stock	YoY approx. +1.6Bn (+49%) Increased due to progress in expansion and stock-making through standardization of vendor management projects.

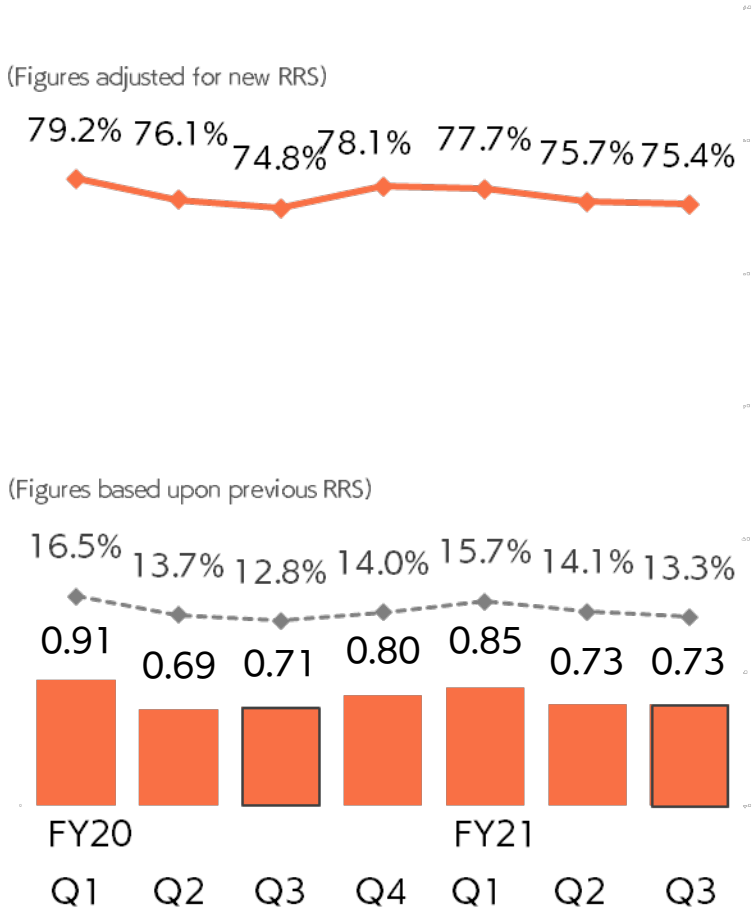
EC Solutions | FY2021 Q3

Net sales



[Billions of yen]

Marginal income



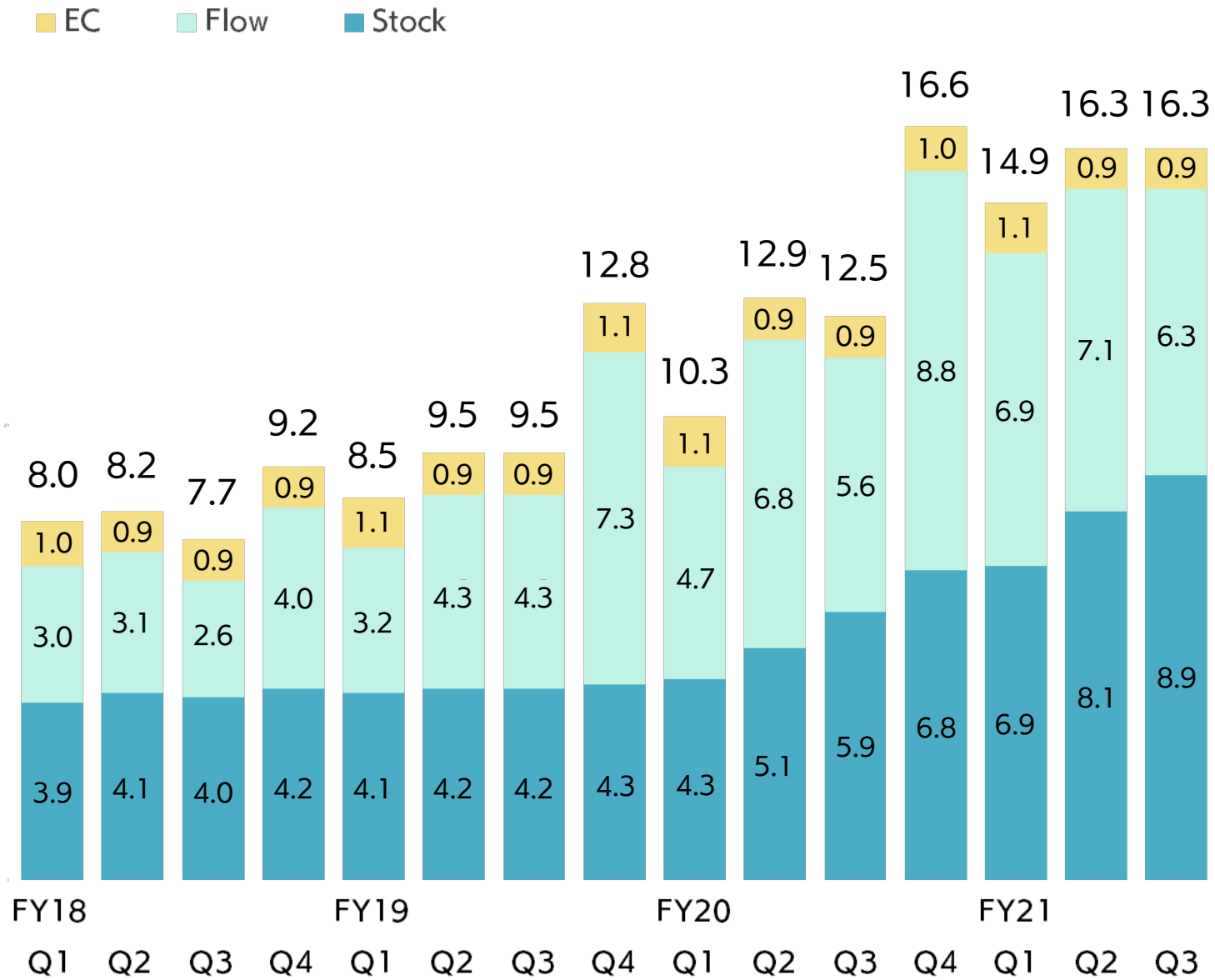
EC site management and font license sales

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.

FY21Q1: Due to the adoption of the new revenue recognition standard, sales figures for certain services have been recalculated to net recognition

Norton Store management and font businesses held steady

Net Sales by Business Type | FY2021 Q3



Q3 Stock sales（YoY）

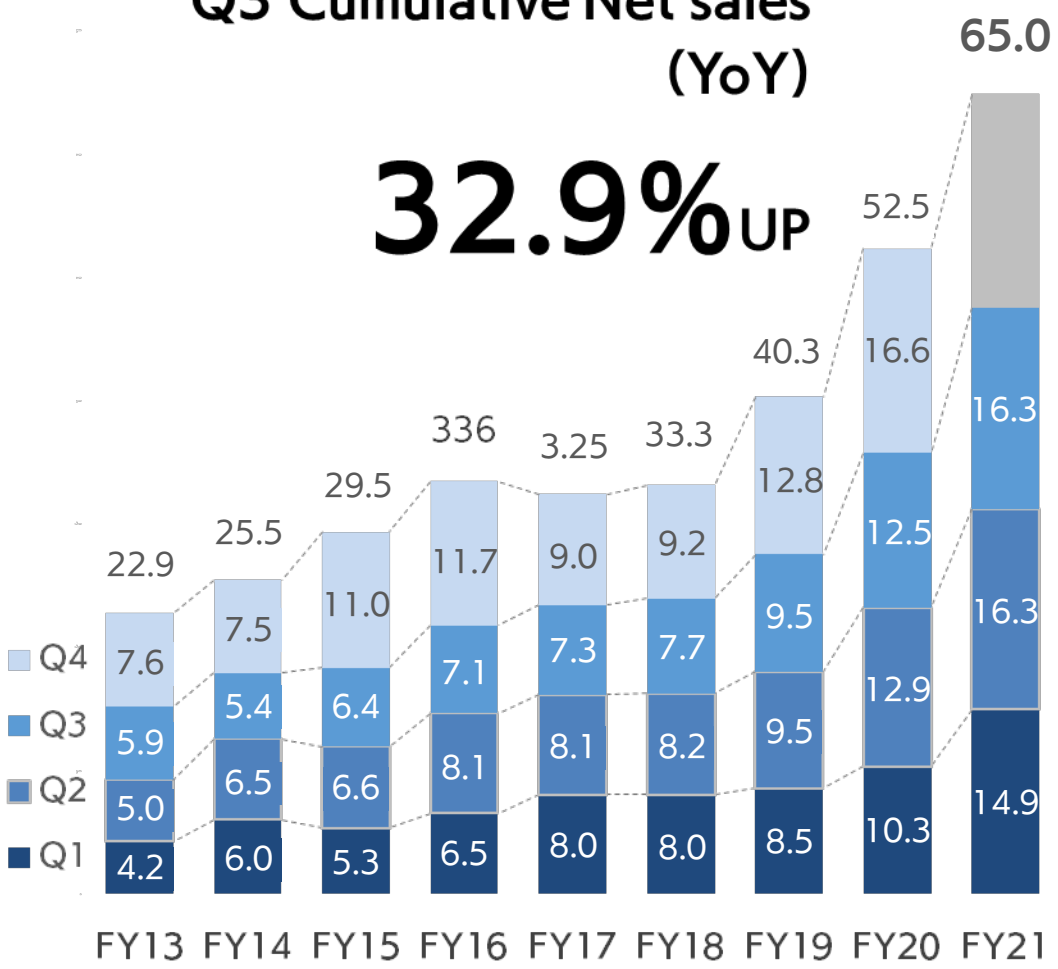
3.03Bn up

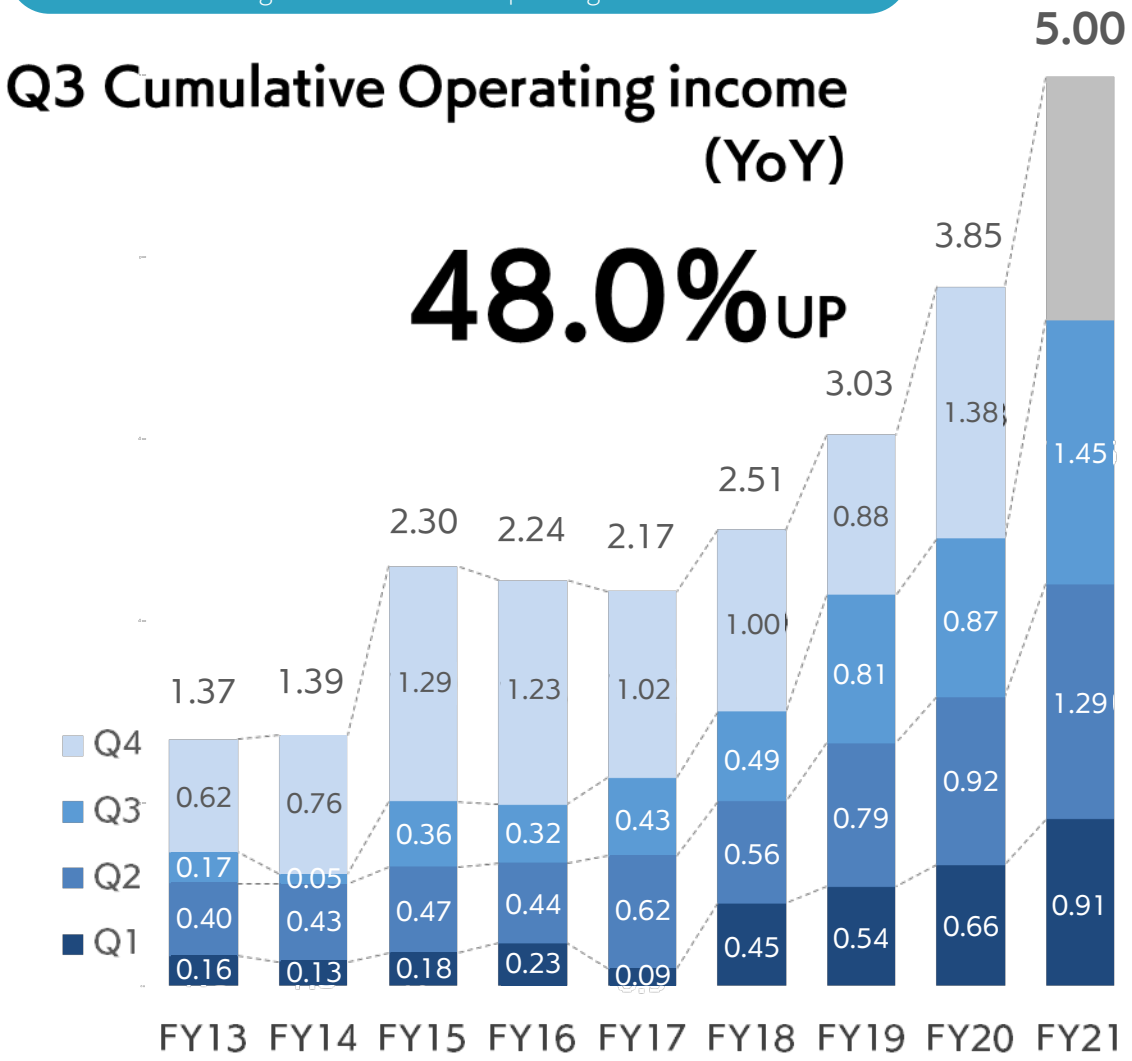
Q3 Cumulative Stock sales (YoY)

8.54Bn up

Net Sales / Operating Income | FY2021 Q3

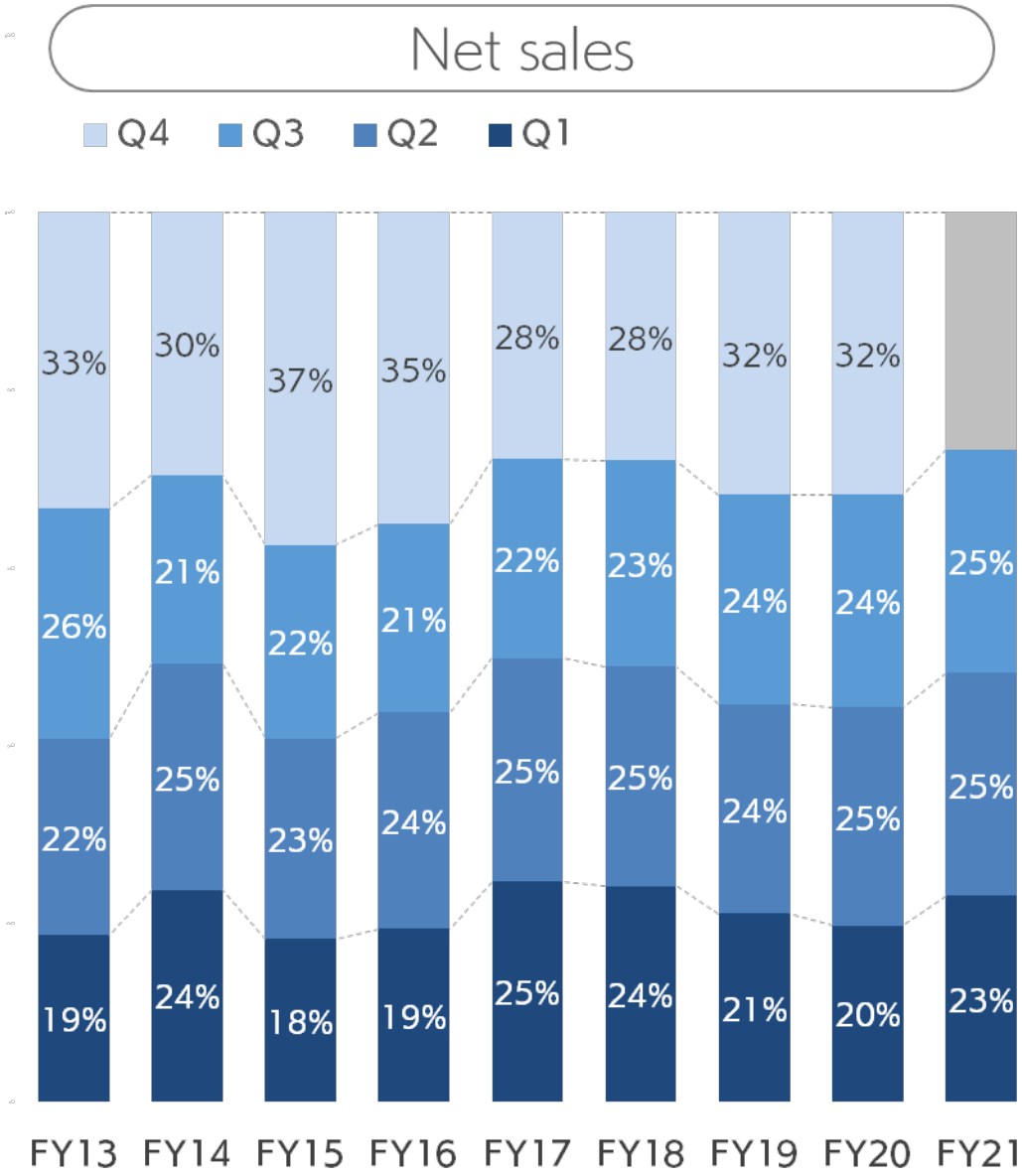
Medium-term plan target operating income CAGR 20% growth
(FY18 Starting from consolidated operating income of 2.5Bn)

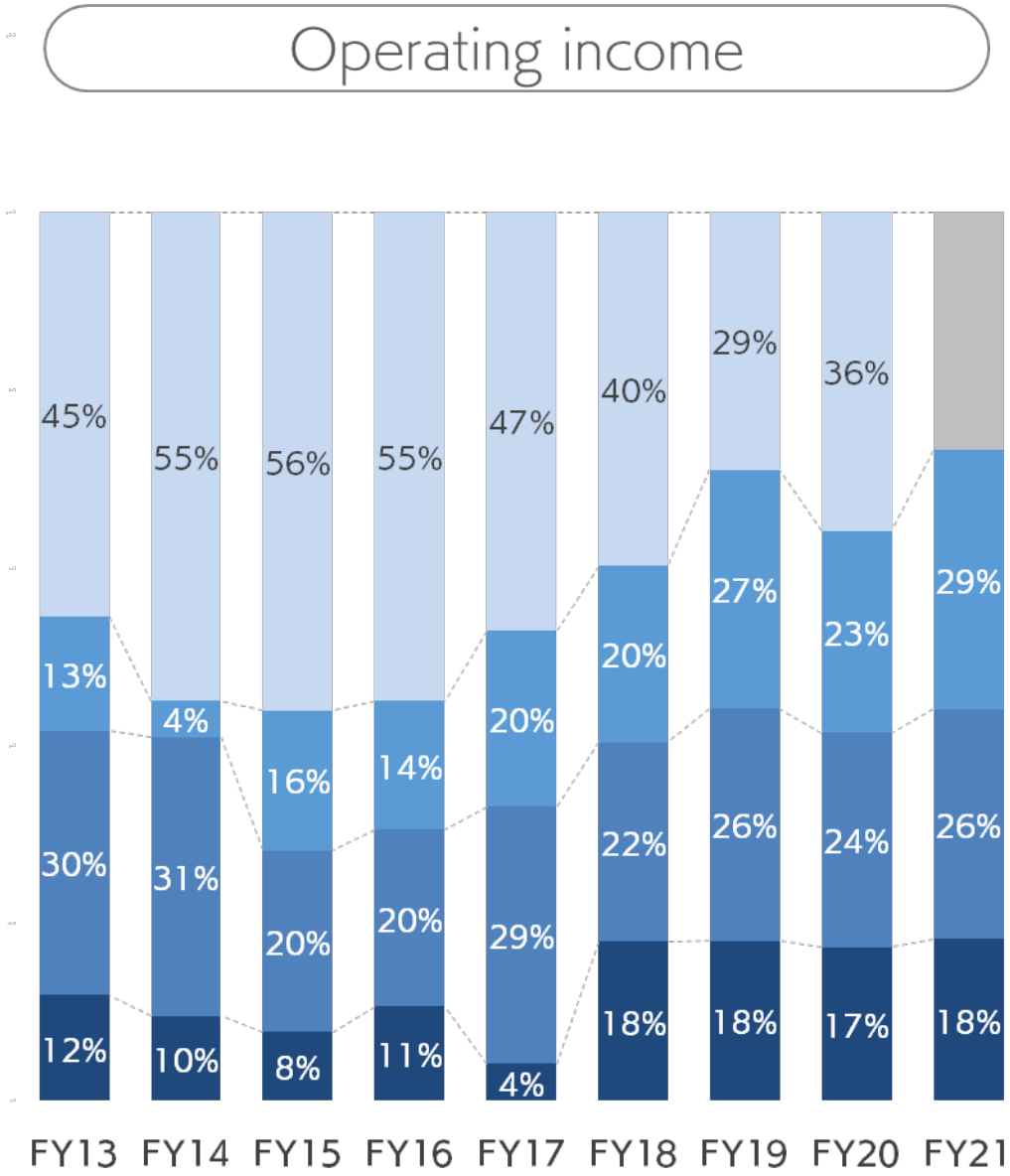




〔 Billions of yen 〕

Quarterly Composition Ratio | FY2021 Q3

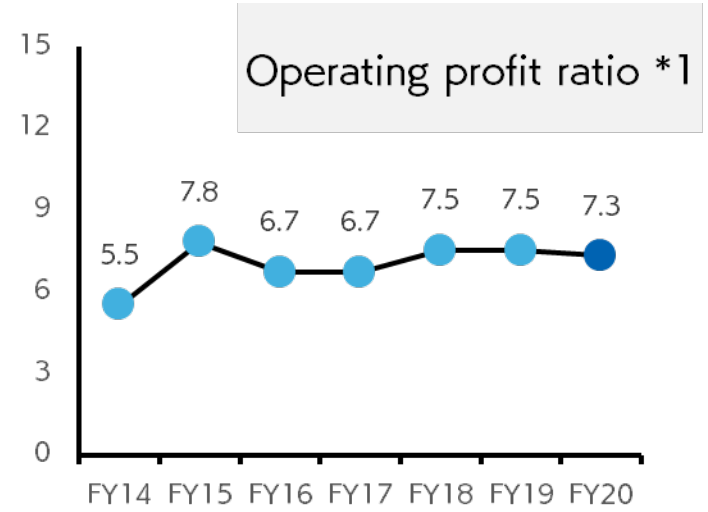


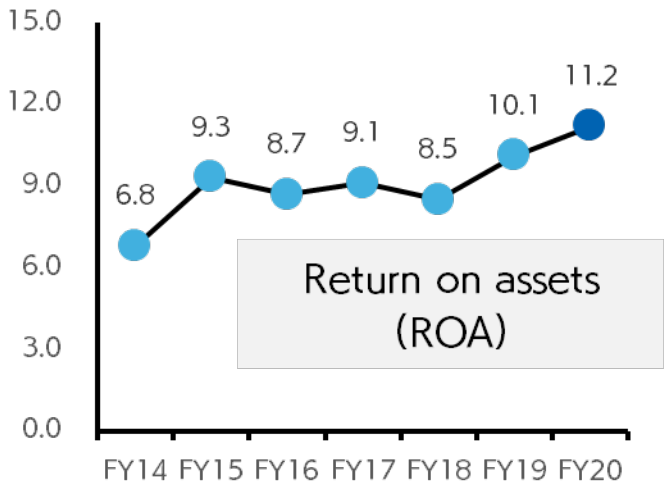


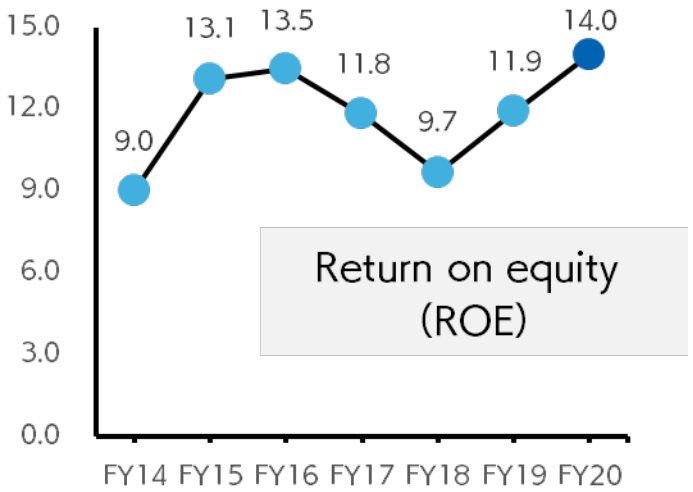
Balance Sheet | FY2021 Q3

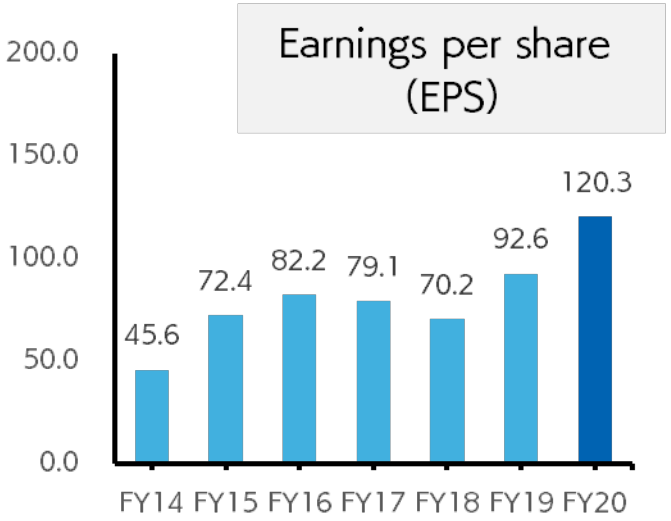
[Millions of yen]	End of Dec. 2020	End of Mar. 2021	End of Dec. 2021	Since end of previous term	QoQ
Current assets	25,225	29,135	29,817	681	4,591
Cash and deposits	9,882	9,722	8,729	△ 992	△ 1,152
Accounts receivable and other receivables	12,624	17,428	17,580	151	4,956
Fixed assets	9,222	9,661	11,052	1,391	1,830
Tangible fixed assets	1,641	1,659	2,048	388	406
Intangible fixed assets	4,359	4,514	4,700	185	340
Investments and other assets	3,220	3,487	4,303	816	1,083
Total assets	34,447	38,798	40,872	2,074	6,424
Current liabilities	13,354	16,907	15,852	△ 1,055	2,497
Long-term liabilities	2,543	2,313	2,112	△ 201	△ 431
Net assets	18,550	19,577	22,908	3,330	4,358

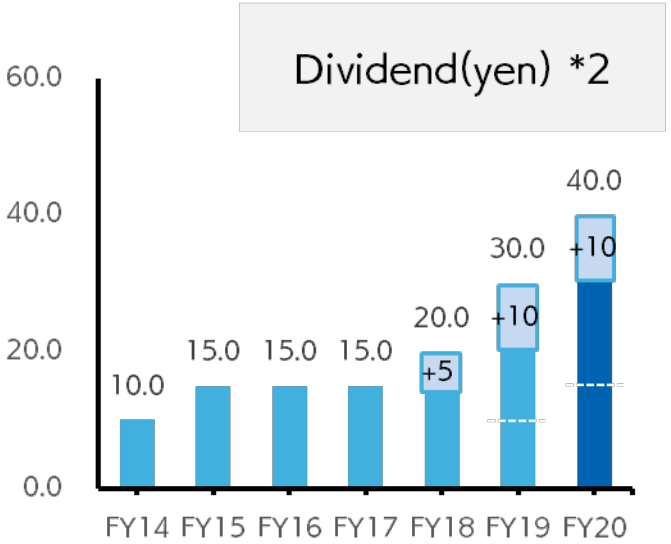
Key Management Indicators | FY2021 Q3

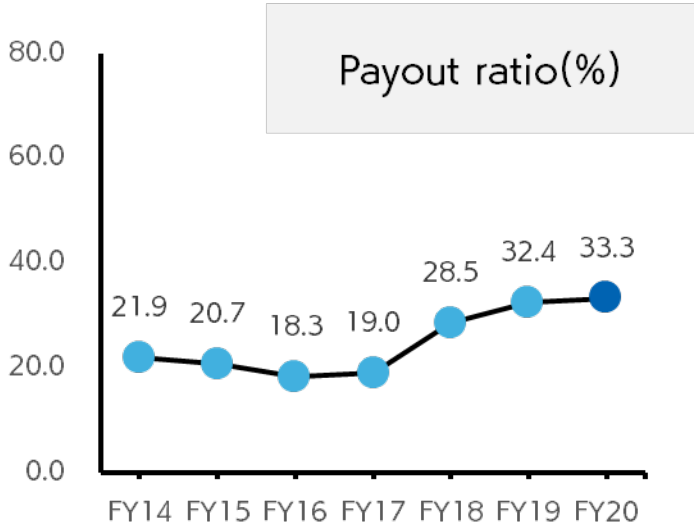












*1 From FY21Q1 onward, we have adopted the "Accounting Standard for Revenue Recognition", primarily impacting EC solution sales, for which the operating margin is presented on a net basis for prior fiscal years.

*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

SB Technology

Corporate Data (As of March 31, 2021)

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 1,235 mn
Number of employees	1,328 (consolidated)

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

Management philosophy

Mission the meaning to exist

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

Vision What you are aiming for

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

Value Values ・ Behavioral guidelines

Accept Diversity
Three Perspectives
x Three Actions

Growth
Trust
Value

×

Tanoshimu
Tsukuru
Tsunagu

Board of Directors (As of July 1, 2021)

Member of the Board

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

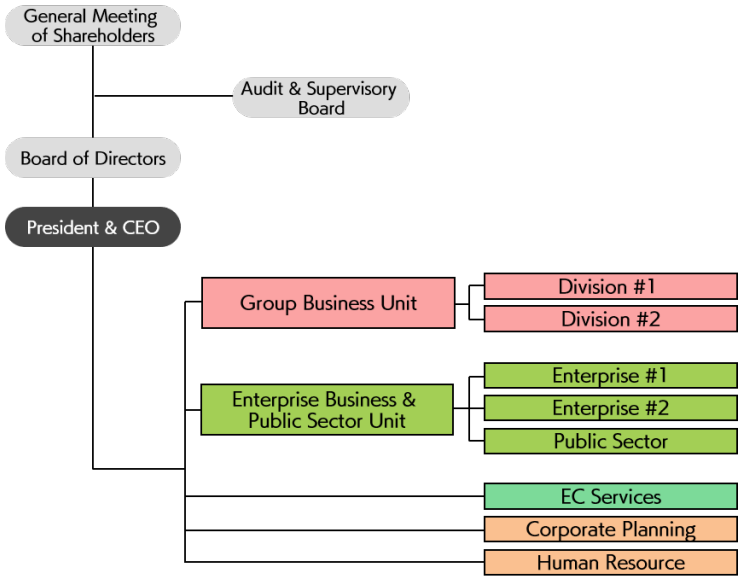
Audit & Supervisory Board Member

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

Vice President

Chief Executive Officer	Shinichi Ata
Vice President Executive Officer CSO	Mitsuhiro Sato
Executive Vice President CFO	Masaaki Okazaki
Executive Vice President CFO	Akira Kitamura
Executive Vice President	Masaki Watanabe
Senior Vice President CCO	Seiichi Masaoka
Vice President	Takashi Kodama
Vice President	Makoto Aoki
Vice President	Takuya Miyazawa

Organization chart (As of April 1, 2021)



Certification and accreditation (As of June 30, 2021)

10820357

ISMS Registration JUSE-IR-302

ISMSCertification・Scope of Certification
Head office/Shibadaimon/Tennozu
Nagoya/Osaka/Fukuoka

Eruboshi

Kurumin

Group Structure

SB Technology

SoftBank Group Corp.

SoftBank Corp.

SoftBank

Number of shares	Shareholding ratio
10,735,000	53.08%※

(As of March 31, 2021)

SB Technology

Group Companies

(As of Apr 1, 2021)

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 : 51

FONTWORKS Incorporated

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

Representatives : Ai Harada
Shareholding ratio : 100%
Number of employees : 47

Kan Corporation

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

Representatives : Mitsuhiro Sato
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 : 71.92%
Number of employees : 212

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 : 3

DENEN Co. Ltd.

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

Representatives : Masaki Watanabe
Shareholding ratio : 100%
Number of employees : 107

I/O SYSTEM INTEGRATION CO., LTD

Development, sales and maintenance of information processing systems

Representatives : Masayuki Sekiguchi
Shareholding ratio : 100%
Number of employees : 25

※ Ratio on a voting rights basis after deducting treasury stock

History of the Business

SB Technology

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

Listed on OTC

Listed on TSM

1999 | 2006 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018

Sales/Development of e-commerce and IT product

- System integration
- Platform solutions
- E-commerce services

1st 3-Year Plan

Defining Key Drivers

Cloud | Security | DM

Business transforms

Business size | Emerging technologies | Management system

2nd 3-Year Plan

Cloud integration

IoT biz development

Goals in the 3rd 3-Year Plan

Be a service provider for Corp IT

Consult and Generate Biz IT

Microsoft Cloud Business Strengths

SB Technology

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	ClouXion Implementation
	413 companies	706 companies

(as of end of September 2020)

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.

clouXion

Security Business Strengths

SB Technology

Provide total solutions for information security

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

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

Preparation	Prevention	Defense	Detection / Analysis	Correspo ndence	Restoration
Consulting	Vulnerability diagnosis	Design and Construction	Monitoring and Operation Managed security service (MSS)		Support / maintenance
CSIRT construction support	Training	Security products			Incident response
Assessment	Threat information provision	Security service			Report
Survey / Construction			Operation		

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.

Press Releases & Examples

SB Technology

2022/1/20 [Example] Build Yahoo Corporation's internal portal site on OnePortal modern

Building portal sites in SharePoint Online

Extensive templates/proprietary Web parts/analysis tools

OnePortal modern

We have created an in-house portal site that is easy to understand even with a huge amount of information, Improvement of in-house recognition and satisfaction.

Effect of implementation

- Improved awareness and satisfaction of employees by making necessary information easier to access
- Easy to understand visually and unify recognition across departments
- Everyone can update and distribute the load without relying on unique personnel

2022/1/24 [Services] MSS for iboss Cloud Security offering started

Operational Monitoring of Zero-Trusted iboss Production ※1

Incident Suppression/Alert Log Analysis / Monitoring and reporting

MSS for iboss Cloud Security

SOC ※2 operation monitoring does not overwhelm the systems division, Building a Zero-Trust Environment

Service Features

- Always monitor SOC to reduce the operational load of the systems division
- Professional Analysis to Properly Provide Zero-Trusted Access Control
- Reports, including suggested measures, that enable prompt response to incidents

※1 The cloud-based Secure Web Gateway, "iboss Cloud Platform," from iboss Inc. Secure Web Gateways are becoming increasingly demanding as a key to user protection in zero trust.

※2 The abbreviation of ※2 "Security Operation Center" refers to a security-monitoring and operation center.

SB Technology by Numbers

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

SB Technology

Employees

SBT consolidated Number of Employees
1,328
(As of September 2021)

2020th New Graduate
45
(consolidated basis)

Average age
37.9
years of age

Working Style

Reduction of overtime by improving productivity
42 hours (FY2015) → **24 hours** (FY2020)

Percentage of paid leave taken per employee
60%

Percentage of employees commuting to main office
79%
(Headquarters office FY20H2 achievements)

Growth Support

Use of Skill Development Leave (2020年度)
Number of employees who have acquired: **184**
Total days acquired: **410**

PHP Holder
118

CBAP Holder
48

(March 2021)

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.

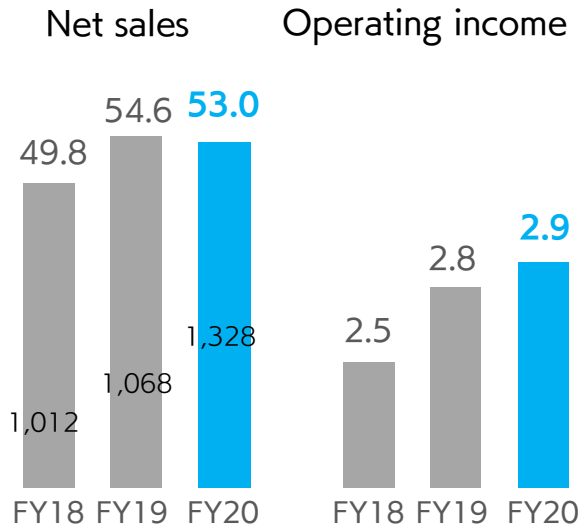
CBAP (Certified Business Analysis Professional)
Qualification exams that authorize experienced business analysis practitioners with more than five years of experience.

Technical Personnel

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

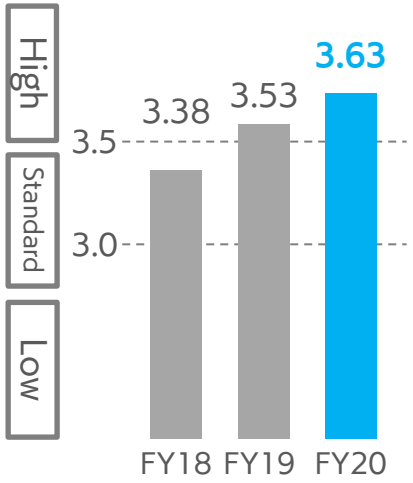
Development partners
2,700
(March 2021)

Index per Employee



(consolidated, millions of yen)

Comprehensive Employee Satisfaction (5-Level Evaluation)



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.

The company names, logos, service names, etc. shown in this document are trademarks or registered trademarks of our group companies or the corresponding companies.

Information Revolution - Happiness for everyone

- Technologies Design the Future -

SB Technology