

Becoming the **Greatest** Lifestyle Company



The SOFTBANK Group is a corporate group dedicated to developing broadband-related businesses. All activities are guided by our management philosophy of “Endeavoring to benefit society and the economy by fostering the sharing of wisdom and knowledge gained through the IT revolution.” We are convinced that broadband will accelerate the pace of the IT revolution in the 21st century. Translating this belief into action, we have built a broadband network and are introducing innovative services that create entirely new markets. The goals are to contribute to society and increase our enterprise value.

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The New Society Made Possible by Broadband

Today, we are witnessing the IT revolution, the third revolution in social development following the agricultural and industrial revolutions. Because of this, a 21st century IT society is now taking shape. Driving the IT revolution, and serving as the basis for the IT society, is broadband, a domain that encompasses all three of the principal electronic technologies: television, telephones and microprocessors. In Japan, utilization of broadband has grown rapidly in just a few short years since the SOFTBANK Group launched its *Yahoo! BB* service. The broadband household penetration rate has exceeded 30%. Broadband will continue to develop as a means of communication that plays an increasingly vital role in our daily activities. The use of broadband networks to link items of all kinds is taking us into the ubiquitous broadband age where information can be moved instantly from person to person, between people and machines, and from machine to machine anytime-anywhere. Free of the restraints of established concepts and common sense, companies will be launching a steady stream of new services that will bring about dramatic changes in lifestyles.

Aspiring to Be a 21st Century Lifestyle Company

Since its inception, the SOFTBANK Group has been conducting operations by envisioning these types of lifestyle changes. Following the appearance of the Internet, we quickly concentrated our management resources in this domain, conducting activities that use networks to enable people to share wisdom and knowledge. Broadband has been the nucleus of our operations for several years now. We constructed a proprietary large-scale IP network ahead of our competitors, basing it on the concept of supplying content not only as text but also voice and streaming content.

We believe that three strengths are essential to the execution of our broadband strategy: an unparalleled infrastructure, strong sales and marketing capabilities, and powerful content. The SOFTBANK Group's position as Japan's number-one provider of broadband infrastructure services is made possible by overwhelming superiority regarding our infrastructure, which employs a revolutionary IP network, and strength in sales and marketing gained through the distribution of IT-related products since the inception of SOFTBANK CORP. As we advance to the next stage, supplying powerful content

will also be a key factor. We must also become the leader in the content domain, capturing even more synergies among group companies that are developing diverse range of brands.

As a leader in the IT society, the SOFTBANK Group is aiming for still more growth by identifying trends in technology and business activity to translate its vision and strategies into actual businesses. The entire group will continue promoting broadband businesses, serving as a lifestyle company that can use broadband to create new lifestyles, making peoples' lives more enriching and enjoyable.

June 2004

President and Chief Executive Officer

Masayoshi Son



BB Serve
Blue Planet
Carview
CMnet
CreativeBank
Dee Corp.
Dee Service
DIAMOND.COM
eBEST

GungHo Online Entertainment
Nihon SafeNet
SOFTBANK Frameworks
SOFTBANK LOGISTICS
SOFTBANK Human Capital
Ability Design
ValuMore
Vector

e-Commerce Segment

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Broadmedia Segment

SOFTBANK Broadmedia

ALISS-NET
BB Factory
Broadmedia Research Institute
CDN Solutions
Club iT
BB Cable
EMBANYA
Fishing Vision
iM Networks Japan
Nihon Eiga Satellite Broadcasting
Oy Gamecluster
Xdrive Japan

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e-Finance Segment

SOFTBANK FINANCE

SOFTBANK INVESTMENT
Arsnova Capital Research
BIOVISION CAPITAL
E*TRADE SECURITIES
e-Commodity
Finance All
Finance All Service
GOODLOAN
Home Loan Consulting
TechTank
VeriTrans
WEB-Lease
artfolio
ASCOT
Benefit Systems

Fides Securities
Intechstra
Morningstar
Morningstar Japan
E*Advisor
Gomez Japan
Morningstar Asset Management
Office Work
SB FINANCE KOREA
SBI ASSET MANAGEMENT
SBI CAPITAL
SophiaBank
SWAN Credit
UTOPIAN LIFE
WORLD NICHIEI FRONTIER Securities

>>see page 10

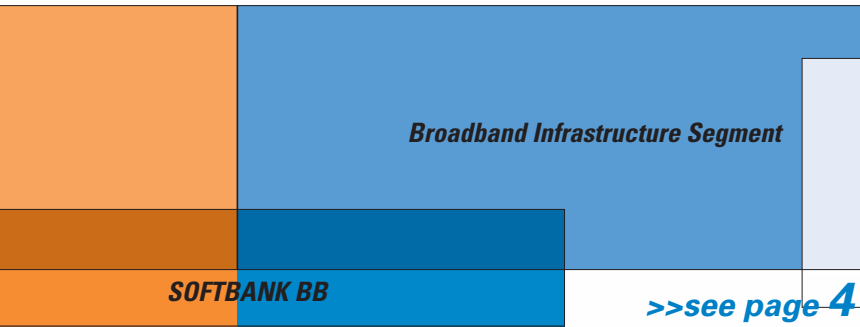
Overseas Funds

SB CHINA HOLDINGS
SOFTBANK Korea

Other Businesses

AtWork
SOFTBANK Holdings
SB Holdings (Europe)
SB Sweden
SOFTBANK Commerce Korea

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Broadband Infrastructure Segment

- | | |
|-------------------|------------------|
| AboveNet Japan | LAOX BB |
| BB Backbone | Macs BroadBand |
| BB Communications | NC Japan |
| BBIX | TMSw |
| BB Marketing | YAMADA BroadBand |
| BEST BroadBand | |
| BROADBAND JAPAN | |
| IP Revolution | |

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Internet Culture Segment

- | | |
|--------------------|-----------------------------|
| Yahoo Japan | Internet Research Institute |
| BridalNet | Net Culture |
| e-Shopping! Books | Yahoo! Deutschland |
| Indival | Yahoo! France |
| INTAGE Interactive | Yahoo! Inc. |
| Tavigator | Yahoo! Korea |
| Y's Agencies | Yahoo! UK |
| Y's Insurance | |
| Y's Sports | |

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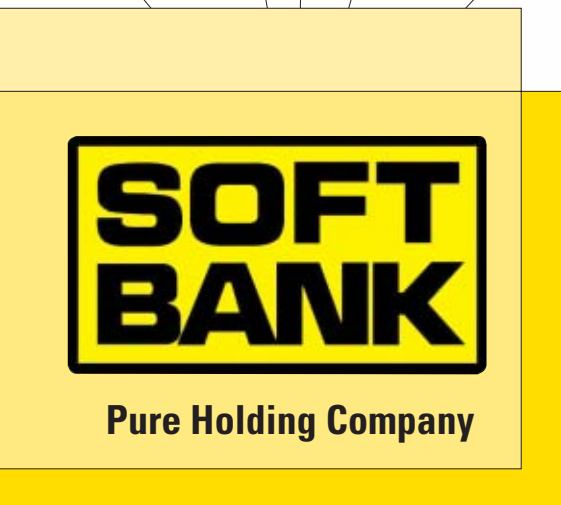
Technology Services Segment

SOFTBANK TECHNOLOGY HOLDINGS*

- SOFTBANK TECHNOLOGY
- AIP Bridge
- AsiaVision Japan
- EC Architects
- e-Commerce Technology
- E-Cosmos
- i2ts
- USTC E-BUSINESS Technology

* On June 2004, SOFTBANK TECHNOLOGY HOLDINGS CORP. was dissolved.

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Media & Marketing Segment

SOFTBANK Media & Marketing

- Click2learn Japan
- cyber communications
- Englishtown
- JaJa Entertainment
- M.P.Technologies
- SBMM Creative
- SOFTBANK MOBILE
- SOFTBANK Publishing
- EC RESEARCH
- SOFTBANK ITmedia
- Tribek Strategies

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Broadband Infrastructure Segment

Fiscal 2004 Performance

Segment sales increased ¥88,899 million, or 222%, to ¥128,906 million. Expansion in the scale of the *Yahoo! BB* service contributed to sales growth at SOFTBANK BB Corp. and ISP*1 revenue increase at Yahoo Japan Corporation. As a result, this segment has developed into a business generating annual sales of more than ¥100 billion. Mainly due to customer acquisition costs, the operating loss was ¥87,597 million, but this was ¥8,607 million less than in fiscal 2003 due to growth in the number of paying customers and other factors.

Note: Operating results in this segment include the *Yahoo! BB* service of Yahoo Japan Corporation.

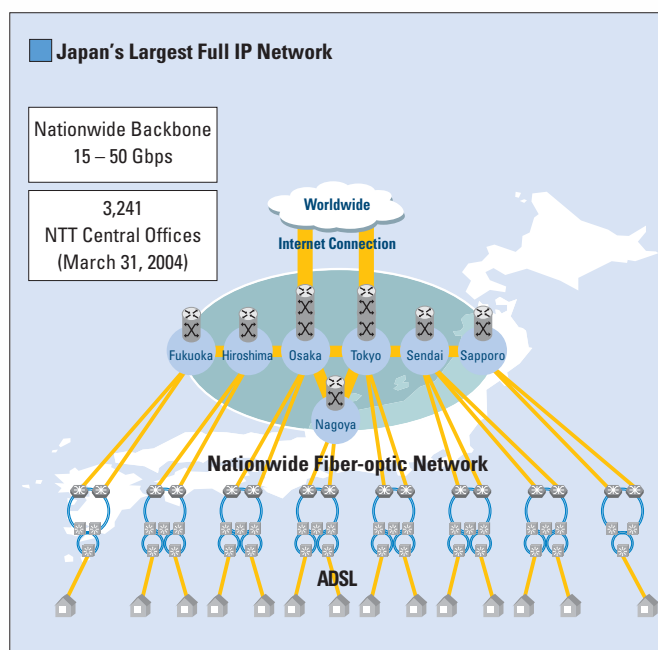
Measures to Strengthen Established Services Are Accompanied by New Initiatives

The *Yahoo! BB* comprehensive broadband service, which is offered jointly by SOFTBANK BB Corp. and Yahoo Japan Corporation, had more than four million lines installed as of March 31, 2004. This gave it a market share of about 36% among all telecommunications carriers offering ADSL services in Japan as of March 31, 2004. On the basis of cumulative lines installed, *Yahoo! BB* has retained the top share for 20 consecutive months.

Most distinguishing *Yahoo! BB* is its vertically integrated business model that the SOFTBANK Group offers on its own from installed lines all the way to ISP operations. This business model permits rapid decision-making, which is essential to keep up with the fast pace of technological progress in the IT and telecommunications industries. That means businesses can be developed faster than those of competitors. Furthermore, the *Yahoo! BB* backbone network is based on IP, an Internet technology, and was designed from the outset to support a broad range of future services. This foresight makes possible the provision of revolutionary services at a low cost, the greatest strength of *Yahoo! BB* services. The backbone network has a capacity of 50 Gbps on the interexchange channel between Tokyo, Nagoya and Osaka and 15 to 20 Gbps on other nationwide backbones. Furthermore, the Internet exchange, which directs the flow of

Internet traffic, operates at more than 127 Gbps, giving the network one of the highest capacities in Japan. As of March 31, 2004, the network could be connected to 3,241 NTT central offices, making it able to reach more than 90% of all telephone lines in Japan.

BB Phone, an IP telephony service, has a dominant position in Japan's IP telephony market. Introduced ahead of other companies' services, *BB Phone* had more than 3.78 million users as of March 31, 2004 and continues to drive the popularity of this market. In December 2003, *BB Phone* increased convenience for users by introducing a service using the "050" number and, in February 2004 began to interconnect with networks of mobile phone carriers. These and other moves are reducing costs and boosting profit margins. In July 2003, *Yahoo! BB* began *Yahoo! BB 26M*, an ADSL connection service with a maximum downstream speed of 26Mbps using the *Yahoo! BB TRIO-MODEM 26M*.



Summary of Broadband Infrastructure Segment Business Results from FY2004* Consolidated Results of SOFTBANK CORP.

(Millions of yen)

Sales	128,906
Operating expenses	216,504
Operating income	(87,597)
Assets	174,814

* The 2004 fiscal year refers to the year ended March 31, 2004 throughout this book.

And January 2004 saw the commencement of *Yahoo! BB 45M*, with a maximum downstream speed of 45Mbps. Introducing these high-speed services is steadily raising average revenue per user. Furthermore, growth in users of value-added services such as *BB Phone* and *Wireless LAN Pack* is supporting consistent improvement in the variable profit margin. The same backbone is being employed to supply a number of value-added services in a comprehensive manner, including *BB Security*—powered by Symantec™—*2 to further improve the variable profit margin.

In July 2003, the *BB Games* online game portal site opened. More measures are planned to use the *Yahoo! BB* user base effectively to establish a growing presence in the market for content and services.

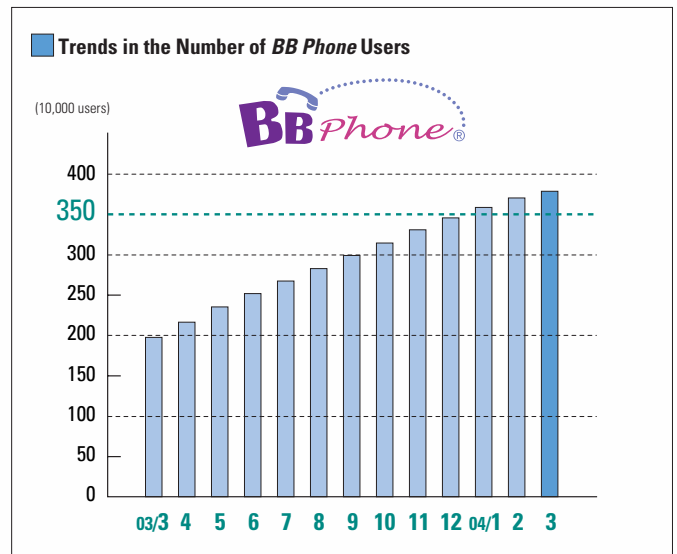
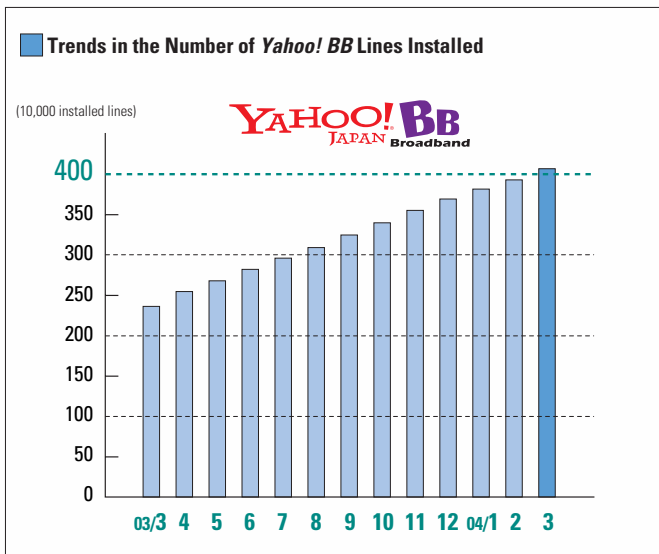
Not only for the consumer market but also for the corporate market, the segment offers a wide array of services that include ultra-high-speed (100 Mbps to 1 Gbps), always-on fiber-optic access, the VPN (virtual private network) service,

B-VPN, and the remote access service *B-R@S*. It also offers *Yahoo! BB SOHO*, which is tailored to the needs of small and mid-sized companies. In addition to these data communication services, there is a diverse array of services such as the *B-Conference* TV conferencing system, the *BB TALK* PC video conferencing system, *BB Phone Centrex* IP Centrex service, and the *BB GUARD* total security solution, all offered at reasonable rates. A utility computing*3 service and other services made possible by the high-capacity backbone network are planned as the full-scale development of the corporate market takes place.

*1 Internet service provider

*2 To upgrade security measures for *Yahoo! BB* subscribers, this service is being offered at no cost from March 18, 2004 until September 30, 2004, a period of approximately six months.

*3 Utility computing is a concept whereby users are supplied with precisely the amount of hardware, computing power and applications they need at any required time, just as electricity or water.



Broadband Infrastructure Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SOFTBANK BB Corp.	Broadband infrastructure, IT products distribution and e-commerce investment businesses				May 2000	Chuo-ku, Tokyo	¥306,750 million	100%
					http://www.softbankbb.co.jp/			
Mar. 2004 (Non-consolidated)	¥356,947 million	¥(94,473) million	¥(109,552) million	¥(123,945) million	¥253,271 million		¥83,070 million	
AboveNet Japan, Inc.	Data center business				Oct. 2002	Chuo-ku, Tokyo	¥43 million	100%
					http://www.jp.above.net/			
BB Backbone Corporation	Provision of backbone network				Feb. 2002	Chuo-ku, Tokyo	¥210 million	100%
					-			
Mar. 2004 (Non-consolidated)	¥1,338 million	¥(20) million	¥(25) million	¥(60) million	¥1,428 million		¥75 million	
BB Communications Co.	Development, design, manufacture and sales of computers, peripherals and software				Feb. 2002	Chuo-ku, Tokyo	¥780 million	60%
					http://www.bbcom.jp/			
Mar. 2004 (Non-consolidated)	¥1,361 million	¥42 million	¥65 million	¥10 million	¥448 million		¥351 million	
BBIX, Inc.	Provision of nationwide dispersed IX (Internet exchange) service				Jun. 2003	Chuo-ku, Tokyo	¥100 million	100%
					http://www.bbix.net/			
IP Revolution, Inc.	Ultra-high-speed Internet access services using fiber optic				Apr. 2000	Chuo-ku, Tokyo	¥2,200 million	100%
					http://www.iprevolution.ne.jp/			
Mar. 2004 (Non-consolidated)	¥2,668 million	¥891 million	¥801 million	¥738 million	¥1,737 million		¥239 million	
TMSw Corp.	ASP type services for IP telephony, voice recognition and database solutions				Aug. 2002	Chuo-ku, Tokyo	¥701 million	100%
					-			
BB Marketing Corp.	Sales of broadband networks and broadband-related products through store chains				Jun. 2002	Yokohama, Kanagawa	¥35 million	35%
					-			
BEST BroadBand Corp.	Sales of broadband networks and broadband-related products through store chains				Apr. 2002	Fukuoka, Fukuoka	¥40 million	40%
					-			
BROADBAND JAPAN CORPORATION	Sales of broadband networks and broadband-related products through store chains				Aug. 2002	Sagamihara, Kanagawa	¥35 million	35%
					-			
LAOX BB Corp.	Sales of broadband networks and broadband-related products through store chains				Jun. 2002	Chiyoda-ku, Tokyo	¥40 million	40%
					-			
Macs BroadBand Corp.	Sales of broadband networks and broadband-related products through store chains				Aug. 2002	Mito, Ibaraki	¥35 million	35%
					-			
NC Japan K.K	On-line distribution of games, planning, development, design, translation and sales of game software				Sep. 2001	Meguro-ku, Tokyo	¥289 million	39%
					http://www.ncjapan.co.jp/			
YAMADA BroadBand Corp.	Sales of broadband networks and broadband-related products through store chains				Apr. 2002	Maebashi, Gunma	¥35 million	35%
					-			

- Consolidated subsidiaries
- Equity-method non-consolidated subsidiaries and affiliates
- Other securities, etc.

Notes: Date established May represent the date on which the business was launched.

SB investment Amount is based on the economic ownership ratio of SB, but does not include investments in operating holding companies, holding and fund-related companies or investments made by affiliated companies and funds in individual companies.

SB ownership Ownership refers to the ratio of economic ownership, but does not include investments made by affiliated companies or funds in individual companies. Figures are rounded up or down to the nearest whole number.

* All data, with some exceptions, is as of March 31, 2004.

* SB is used as an abbreviation for SOFTBANK CORP. throughout this book.

e-Commerce Segment

Fiscal 2004 Performance

Segment sales decreased ¥11,197 million, or 4%, to ¥254,888 million. This was attributable to the decrease of sales of software to consumers due to a drop in average unit prices and other factors, whereas the solutions business, mainly involving security, and hardware posted strong sales at SOFTBANK BB Corp. Operating income increased ¥1,180 million, or 48%, to ¥3,647 million. This was the result of reducing selling, general and administrative expenses by rationalizing personnel, logistics and other expenses and also growth in the solutions business, which has a high profit margin, at SOFTBANK BB Corp., especially in the second half. Among other companies in this segment, operating results were generally better compared with fiscal 2003. In particular, Carview Corporation and eCareer CORP. (now SOFTBANK Human Capital Corp.) and other companies continued to post growth in net sales and operating income.

Creating New Profit Opportunities Through Planning and Proposals for Broadband Products and Services

The e-Commerce segment, with SOFTBANK BB Corp. as its nucleus, is engaged in the distribution of IT-related products and e-commerce-related businesses.

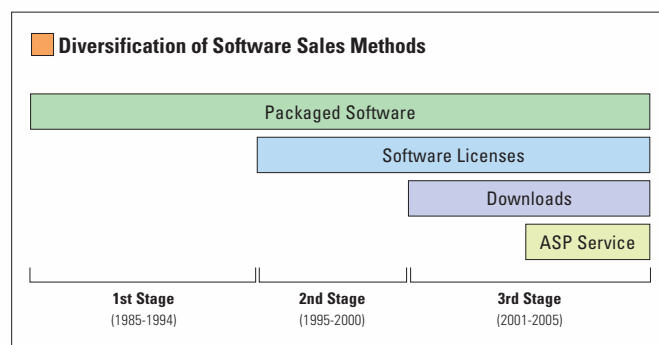
Originally, SOFTBANK Corp. was established to conduct these business activities. Backed by more than two decades of experience in the distribution of IT-related products, SOFTBANK BB Corp. is Japan's leader in this market. The *IT-Exchange* B2B site for the sale of IT-related products supplies real-time data on about 100,000 items of merchandise from about 4,000 vendors in Japan and overseas, as well as information about IT-related products, inventories, order status and other subjects. Customers can use this centralized management system for every procurement step from checking inventories and estimates through order placement and delivery. An order-taking call center is operated in addition to the website to create an aggressive sales model. By offering sales methods that match the requirements of a variety of customers (vendors), SOFTBANK BB Corp. is enlarging its ability to generate a stable flow of revenues and earnings.

SOFTBANK BB Corp. is also concentrating on the solutions business. Operating income from these solutions, mostly security-related items such as firewalls, virus protection, and remote surveillance systems and operations, is gradually increasing. Additionally, the increasing use of broadband networks that facilitate high-volume data communications makes it possible to switch from a distribution model in which packaged software is bought and sold to an on-demand model. This will enable the segment to offer a system solution business that supplies a large assortment of content and applications in the form of an ASP service. The segment will continue to use its strength as a one-stop source of products and solution services ranging from installed lines to all related products such as hardware and software. To raise profitability and create more opportunities for generating earnings, planning and proposals for broadband-related products will be supplied in a manner that takes full advantage of expertise as the broadband infrastructure provider with the largest number of users.

Regarding e-commerce-related businesses, SOFTBANK Human Capital Corp. (formerly eCareer CORP.), operator of the *eCareer* job search information site, and Carview Corporation, operator of the *carview* comprehensive automotive information site, recorded strong growth in sales and earnings. *eCareer* ranks first in Japan based on the number of job postings. SOFTBANK Human Capital Corp. is now using alliances with other sites to experiment with new ventures, such as establishment of the *ITMedia* and *Vector* job search information sites. *carview* boasts the highest monthly visitor and access volume of any comprehensive automotive site in Japan (April 2004 data of NetRatings Japan, Inc.), offering an unmatched array of resources extending from new and used car information to used car appraisals and insurance estimates. Among other segment companies recording steady growth are Dee Corp., which operates a *Reverse Auction* service, and GungHo Online Entertainment, Inc., operator of the *RAGNAROK ONLINE*, one of Japan's largest online games.

Summary of e-Commerce Segment Business Results from FY2004 Consolidated Results of SOFTBANK CORP.

	(Millions of yen)
Sales	254,888
Operating expenses	251,241
Operating income	3,647
Assets	74,053



e-Commerce Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SFTBANK BB Corp.	Broadband infrastructure, IT products distribution and e-commerce investments				May 2000	Chuo-ku, Tokyo	¥306,750 million	100%
					http://www.softbankbb.co.jp/			
Mar. 2004 (Non-consolidated)	¥356,947 million	¥(94,473) million	¥(109,552) million	¥(123,945) million	¥253,271 million		¥83,070 million	
Ability Design, Ltd.	Temporary and permanent employment services				Oct. 2000	Chuo-ku, Tokyo	¥267 million	99%
					http://www.ability-design.com/			
BB Serve, Inc.	Internet infrastructure business for content distribution				Dec. 2002	Chuo-ku, Tokyo	¥621 million	100%
					http://www.bb-serve.com/			
Carview Corporation (formerly CarPoint K.K.)	On-line provider of information on automobiles and automobiles for distribution				Oct. 1999	Chuo-ku, Tokyo	¥1,737 million	53%
					http://www.carview.co.jp/			
CreativeBank Inc.	Advertising agency and sales promotion support for Internet businesses				Dec. 1986	Koto-ku, Tokyo	¥328 million	56%
					http://www.creativebank.co.jp/			
Mar. 2004 (Non-consolidated)	¥1,353 million	¥67 million	¥66 million	¥36 million	¥569 million		¥409 million	
Dee Corp.	Internet-based comprehensive purchasing assistance for companies				Feb. 2001	Minato-ku, Tokyo	¥1,461 million	100%
					http://www.deecorp.jp/			
Dee Service Corp.	Provision of reverse auction system using the Internet				Sep. 2002	Chuo-ku, Tokyo	¥7 million	100%
					-			
DIAMOND.COM CORPORATION	On-line sales of diamonds, accessories, watches and luxury-brand merchandise				Sep. 2000	Chuo-ku, Tokyo	¥200 million	100%
					http://www.diamondstyle.co.jp/			
SFTBANK Frameworks Corporation	Logistics outsourcing and consulting services for IT companies				Oct. 1990	Chuo-ku, Tokyo	¥150 million	100%
					http://www.sbfw.co.jp/			
Mar. 2004 (Non-consolidated)	¥9,984 million	¥68 million	¥78 million	¥28 million	¥2,289 million		¥746 million	
SFTBANK Human Capital Corp. (formerly eCareer CORP.)	Operation of job search information website				Sep. 1999	Chuo-ku, Tokyo	¥2,290 million	99%
					http://www.ecareer.ne.jp/			
Mar. 2004 (Non-consolidated)	¥1,405 million	¥112 million	¥109 million	¥87 million	¥954 million		¥579 million	
SFTBANK LOGISTICS CORPORATION	Management and operation of distribution centers, collection and processing of logistics data, packaging and warehousing				Jul. 2000	Koto-ku, Tokyo	¥20 million	100%
					-			
ValuMore Corporation	On-line sales of PCs and peripherals and provision of related information				Jan. 2002	Chuo-ku, Tokyo	¥150 million	100%
					http://store.yahoo.co.jp/valumore/			
Vector Inc.	PC software sales through downloading				Feb. 1989	Shinjuku-ku, Tokyo	¥1,106 million	51%
					http://www.vector.co.jp/			
Mar. 2004 (Non-consolidated)	¥2,013 million	¥211 million	¥222 million	¥110 million	¥3,019 million		¥2,601 million	
2656 (Hercules)	Aug. 2000	¥400,000**		¥310,000	¥10,943 million		68 thousand shares	

** Retroactive Adjustment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
Blue Planet Corporation	Business portal management for regional financial institutions and B-to-B support for their business partners				Apr. 2001	Chiyoda-ku, Tokyo	¥136 million	37%
					http://www.blueplanet.co.jp/			
CMnet corporation	Management of construction e-market and portal site that handles orders for construction projects on-line				Nov. 2000	Minato-ku, Tokyo	¥298 million	20%
					http://www.cmnetcorp.com/			
eBEST CORP.	On-line sales of products from home electric appliances to everyday items and related services				Oct. 1999	Fukuoka, Fukuoka	¥100 million	33%
					http://www.ebest.co.jp/			
GungHo Online Entertainment Inc.	Distribution, operation, planning, development, sales and marketing for on-line games using the Internet				Jul. 2002	Chiyoda-ku, Tokyo	¥480 million	44%
					http://www.gungho.jp/			
Nihon SafeNet K.K. (formerly RAINBOW TECHNOLOGIES K.K.)	Development, design manufacture, sales, maintenance and import/export of computers, peripherals, communications equipment and software				Jul. 2001	Chuo-ku, Tokyo	¥53 million	35%
					http://www.jp.safenet-inc.com/			

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

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SB ownership Ownership refers to the ratio of economic ownership, but does not include investments made by affiliated companies or funds in individual companies. Figures are rounded up or down to the nearest whole number.

* All data, with some exceptions, is as of March 31, 2004.

e-Finance Segment

Fiscal 2004 Performance*

Segment revenue increased ¥13,855 million, or 49%, to ¥42,051 million. An increase in brokerage commission revenue and financial income such as interest at E*TRADE SECURITIES CO., LTD., fueled by the Tokyo stock market rally, accounted for the organic growth, in addition to the sales growth following the acquisition of a controlling stake in WORLD NICHIEI Securities Co., Ltd. by SOFTBANK INVESTMENT CORPORATION in October 2003. The segment recorded operating income of ¥6,340 million compared with the loss of ¥5,592 million in fiscal 2003. Along with gains at E*TRADE SECURITIES CO., LTD. and WORLD NICHIEI FRONTIER Securities Co., Ltd., a narrowing loss from the revaluation of operational investment securities and a gain on sale of these securities at SOFTBANK INVESTMENT CORPORATION were mainly responsible for the improvement in operating income. The net income of the segment hit ¥15,211 million, with a ¥9,889 million gain as extraordinary income on the partial sale of investment securities such as SOFTBANK INVESTMENT CORPORATION.

Note: Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

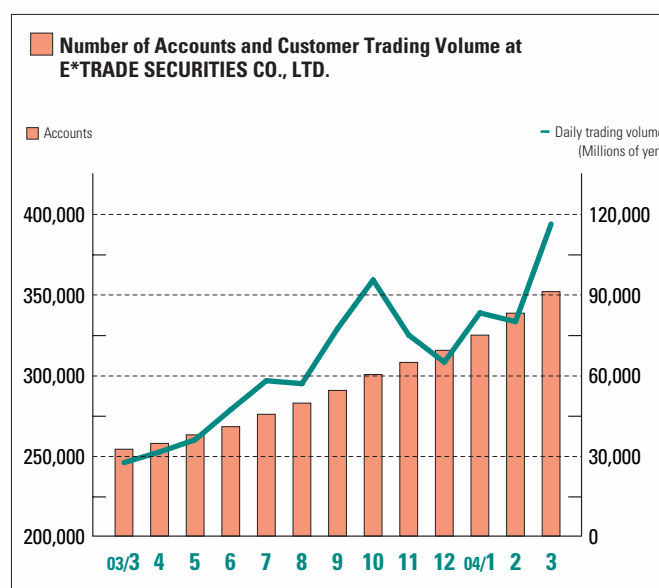
Broader Business Base and More Comprehensive Financial Services

The e-Finance segment has developed into a business group that encompasses almost all segments of financial services, including an online brokerage business, venture capital funds management, an incubation business and others.

The e-Finance group, with SOFTBANK INVESTMENT CORPORATION as its core company, is further expanding its business base around its three major business domains: Brokerage, Asset management and Financial services.

In the brokerage business, to bolster sales capabilities and diversify revenue sources, SOFTBANK INVESTMENT CORPORATION acquired World Nichiei Securities Co., Ltd., which, with a 27 branch network throughout Japan, has a strong individual investor base. This was followed by a merger with SOFTBANK FRONTIER SECURITIES CO., LTD. in February 2004 to form WORLD NICHIEI FRONTIER Securities Co., Ltd., and the acquisition of Nissho Iwai Securities

Co., Ltd., a provider of sophisticated financial products to institutional investors, which was renamed Fides Securities Corporation in March 2004. While seeking synergies among these new subsidiaries and E*TRADE SECURITIES CO., LTD., which is Japan's biggest on-line securities company in terms of number of accounts, assets in customer accounts and trading volume, to integrate "Internet" with "real," the e-Finance group has been growing in a way that allows it to compete with major domestic securities companies. Now the group is becoming actively involved in securities businesses outside Japan. Discussion with TianYi Securities Co., Ltd. in China is under way to form a partnership in various areas such as stock brokerage, M&A advisory, a joint mutual funds business and others, and a basic agreement has been reached on an M&A advisory business alliance with the British M&A boutique Shield Advisory Services Limited.



SOFTBANK FINANCE CORPORATION's FY2004 Summary of Consolidated Business Results (Unaudited)

Statement of Income

(Millions of yen)

Financing business revenue	42,051
Financing business expenses	35,711
Operating income	6,340
Ordinary income	5,657
Net income	15,211

Balance Sheet

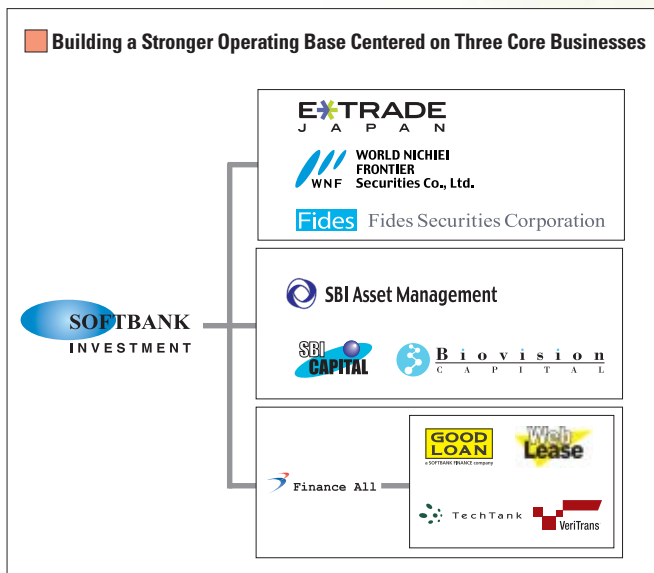
(Millions of yen)

Current assets	359,646	Current liabilities	289,896
Property and equipment	12,049	Long-term liabilities	53,095
Intangible assets	4,693	Total reserves under special laws	1,371
Investments and other assets	80,031	Minority interests	51,414
Deferred charges	252	Shareholders' equity	60,896
Total assets	456,673	Common stock	41,315
		Total	456,673

* Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

The investment business has been focused on investment activities in the biotechnology-related business and corporate turnaround business as well as in the IT industry, whose growth is being re-ignited by the growth in broadband connectivity. This business is aiming to create new business opportunities and diversify its business base by conducting fund management jointly with the securities business.

Finance All Corporation, which listed its shares on the Hercules Market of the Osaka Securities Exchange on September 19, 2003, whose subsidiaries include Good LOAN Co., Ltd., a securitizable mortgage provider, WEB-Lease Co., Ltd., a leasing company, and others, became a subsidiary of SOFTBANK INVESTMENT CORPORATION in February 2004. The e-Finance Group has strived to strengthen collaboration among group companies to thrive as "comprehensive financial services provider."



e-Finance Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SOFTBANK FINANCE CORPORATION	Operating holding company of e-Finance segment				Mar. 1999	Minato-ku, Tokyo	-	100%
					http://www.sbfinance.co.jp/			
Arsnova Capital Research, Inc.	Structuring and management of securitized assets and other order-made financial products				Aug. 2001	Minato-ku, Tokyo	¥78 million	39%
					http://www.arsnova-cr.com/			
artfolio corporation	Broker for works of art				Aug. 2001	Minato-ku, Tokyo	¥471 million	84%
					http://www.artfolio.co.jp/			
Benefit Systems Inc.	Operation and management of defined-benefit pension funds				Mar. 2001	Minato-ku, Tokyo	¥731 million	56%
					http://www.benefit401k.com/			
BIOVISION CAPITAL CORP.	Incubation of bio venture businesses and fund operation and management				Aug. 2002	Minato-ku, Tokyo	¥23 million	24%
					http://www.biovision-capital.com/			
E*Advisor Co., Ltd.	Financial planning service				Mar. 1995	Minato-ku, Tokyo	¥558 million	50%
					http://www.eadvisor.co.jp/			
E*TRADE SECURITIES CO., LTD.	Comprehensive on-line securities businesses				Apr. 1999	Minato-ku, Tokyo	¥5,649 million	35%
					http://www.etrade.ne.jp/			
Mar. 2004 (Non-consolidated)	¥14,765 million	¥4,802 million	¥4,833 million	¥2,190 million	¥259,876 million		¥20,638 million	
e-Commodity Co., Ltd.	On-line commodity futures trading				Oct. 2000	Chuo-ku, Tokyo	¥674 million	40%
					http://www.ecommodity.co.jp/			

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

Notes: Date established May represent the date on which the business was launched.

SB investment Amount is based on the economic ownership ratio of SB, but does not include investments in operating holding companies, holding and fund-related companies or investments made by affiliated companies and funds in individual companies.

SB ownership Ownership refers to the ratio of economic ownership, but does not include investments made by affiliated companies or funds in individual companies. Figures are rounded up or down to the nearest whole number.

* All data, with some exceptions, is as of March 31, 2004.

e-Finance Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
Fides Securities Corporation	Securities businesses				May 1998	Minato-ku, Tokyo	¥560 million	47%
					http://www.fides-sec.co.jp/			
Finance All Corporation	Information service for financial products, managing company for financial-related businesses				Mar. 2001	Minato-ku, Tokyo	¥1,758 million	21%
					http://www.financeall.jp/			
Sep. 2003 (Consolidated)	¥7,577 million	¥297 million	¥241 million	¥64 million	¥13,035 million		¥3,328 million	
8437 (Hercules)	Sep. 2003	¥32,500**	¥200,000		¥8,085 million		190 thousand shares	
** Retroactive Adjustment								
Finance All Service Co., Ltd.	Risk management and credit cards businesses				Feb. 2003	Minato-ku, Tokyo	¥2 million	21%
					http://www.financeall.ne.jp/			
Gomez Japan K.K.	Evaluations and business support for EC sites				Mar. 2001	Chiyoda-ku, Tokyo	¥152 million	51%
					http://www.gomez.co.jp/			
GOODLOAN Co., Ltd.	Housing loans and loan broker				Nov. 2000	Minato-ku, Tokyo	¥127 million	21%
					http://www.goodloan.co.jp/			
Home Loan Consulting Co., Ltd.	Housing loan consulting and brokerage services				Mar. 2004	Minato-ku, Tokyo	¥10 million	21%
					http://www.homeloan.co.jp/			
Intechstra, Inc	Business consulting for intellectual property				Dec. 2000	Shibuya-ku, Tokyo	¥90 million	100%
					http://www.intechstra.com/			
Morningstar Asset Management Co., Ltd.	Asset management consulting, asset management and advisory services for financial institutions				May 2001	Minato-ku, Tokyo	¥15 million	50%
					-			
Morningstar Japan K.K.	On-line information and rating service for mutual funds and other financial products				Mar. 1998	Minato-ku, Tokyo	¥1,676 million	50%
					http://www.morningstar.co.jp/			
Dec. 2003 (Consolidated)	¥924 million	¥115 million	¥136 million	¥69 million	¥5,210 million		¥4,955 million	
4765 (Hercules)	Jun. 2000	¥1,750,000**	¥213,000		¥7,022 million		65 thousand shares	
** Retroactive Adjustment								
Office Work Corporation	Provision of accounting and other back-office services				Jul. 2000	Minato-ku, Tokyo	¥100 million	100%
					http://www.office-work.co.jp/			
SB FINANCE KOREA CO., LTD.	Strategic base in South Korea for general financial operations				Jun. 2000	South Korea	KRW15,000M	100%
					-			
SBI ASSET MANAGEMENT CO., LTD.	Asset management and management of investment trust assets				Sep. 1987	Minato-ku, Tokyo	¥424 million	45%
					http://www.sbiam.co.jp/			

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SBI CAPITAL Co., Ltd.	Operation and management of LBO funds				Apr. 2001	Minato-ku, Tokyo	¥14 million	47%
					–			
SOFTBANK INVESTMENT CORPORATION	Comprehensive financial services provider				Jul. 1999	Minato-ku, Tokyo	¥5,131 million	47%
					http://www.sbinvestment.co.jp/			
Mar. 2004 (Consolidated)	¥35,364 million	¥8,086 million	¥9,068 million	¥4,256 million	¥396,644 million		¥47,464 million	
8473 (TSE 1st/OSE 1st)	Dec. 2000	¥166,666**	¥121,000		¥132,315 million		2,317 thousand shares	
** Retroactive Adjustment								
SophiaBank, Limited	Think tank				Jun. 2000	Minato-ku, Tokyo	¥58 million	74%
					http://www.sophiabank.co.jp/			
SWAN Credit Corporation.	Business loans				Aug. 2001	Minato-ku, Tokyo	¥180 million	90%
					http://www.swan-credit.co.jp/			
TechTank Corporation	Provision of IT solutions				Aug. 2001	Minato-ku, Tokyo	¥32 million	21%
					http://www.techtank.co.jp/			
VeriTrans, Inc.	On-line settlement service for EC stores and malls				Apr. 1997	Minato-ku, Tokyo	¥71 million	10%
					http://www.veritrans.co.jp/			
WEB-Lease Co., Ltd.	General leasing services, mainly in IT field				Nov. 1999	Minato-ku, Tokyo	¥95 million	21%
					http://www.weblease.co.jp/			
WORLD NICHIEI FRONTIER Securities Co., Ltd.	Securities businesses				Feb. 1945	Chuo-ku, Tokyo	¥3,966 million	26%
					http://www.wnfrontier.co.jp/			
Mar. 2004 (Non-consolidated)	¥11,655 million	¥3,615 million	¥3,675 million	¥5,559 million	¥80,605 million		¥35,469 million	
8696 (Hercules)	Feb. 2004	–	¥694		¥17,077 million		96,166 thousand shares	
Note: On February 2, 2004, WORLD NICHIEI SECURITIES Co., Ltd., as the surviving company, was merged with SOFTBANK FRONTIER SECURITIES CO., LTD. and renamed WORLD NICHIEI FRONTIER Securities Co., Ltd.								
ASCOT CO., LTD.	On-line broker for loans and introducing broker of credit cards for consumers and companies				Oct. 1999	Minato-ku, Tokyo	¥147 million	37%
					http://www.webascot.jp/			
Morningstar, Inc.	Mutual fund rating and analysis services				May 1984	Illinois, U.S.A.	US\$90M	20%
					http://www.morningstar.com/			
UTOPIAN LIFE Co., Ltd	Broker for resort properties				Mar. 2001	Minato-ku, Tokyo	¥9 million	30%
					–			

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

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Media & Marketing Segment

Fiscal 2004 Performance*

Segment sales decreased ¥2,504 million, or 15%, to ¥14,415 million and the operating loss increased ¥521 million to ¥1,056 million. This performance mainly reflects lower sales of magazines and books at SOFTBANK Publishing Inc. amid a prolonged slump in the publishing market.

Note: Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

A Realigned Business Portfolio Targets Opportunities in the Broadband Age

Now that the broadband era has arrived, the Media & Marketing group has realigned its business portfolio with the aim of better focusing resources on the broadband content business. With the Tokyo head office of The Sports Nippon Newspaper, the segment has a BB content business that provides articles and images through the *Sponichi-Plus* service and a service that transmits Serie A soccer broadcasts and other events. There is also an entertainment business that distributes video broadcasts of horse races of the Japan Racing Horse Association, a music content business that supplies Internet radio broadcasts and a streaming service to transmit performances from clubs with live music, and other activities. Content businesses that had been conducted individually by companies affiliated with SOFTBANK Media & Marketing Corp. are now centralized in SOFTBANK Media & Marketing Corp. Centralizing these activities gives the segment the framework required to develop a comprehensive line of broadband content and conduct a content aggregation business. To raise profitability, the segment is forming ties with an increasingly diverse range of content providers, including ISPs, mobile phone carriers and Internet cable TV companies. As part of efforts to develop new content, the segment has set up a digital picture book library called *Ohanashi Ehon Club* and is taking other steps to develop an e-library (e-book) business, targeting a market expected to emerge in the coming years and grow considerably.

As a publisher of IT-related magazines and books, SOFTBANK Publishing Inc. is feeling the effects of the contraction of the market for IT publications. However, this company is preserving its prominent position within the publishing industry.

One reason is the success of unique sales methods, such as using distinctive marketing activities for specific distribution channels. Also supporting the company's solid position is the popularity of *i-mode Style* and other magazines for mobile phone users and of *NetRunner* and other Internet magazines. The company will be concentrating on publications related to the mobile phone market, where more growth is foreseen, and on business and general-interest books. At the same time, the company will be forming alliances with other SOFTBANK Group members to reinforce its ability to supply content and capture greater synergies between paper and Web media. One example is collaboration with SOFTBANK BB Corp. to produce and operate *Yahoo! BB Broadband Guide*, a Web site that uses *Yahoo! BB Magazine* to supply information on broadband content.

In January 2004, *ZDNet JAPAN*, one of Japan's largest comprehensive IT information sites with 3.78 million unique users (March 2004), was relaunched as *ITmedia* brand. The site supplies an even larger assortment of specialized overseas IT information, a major feature of *ZDNet JAPAN*. In addition, *ITmedia* has a buying service with price comparisons, a employment information service for changing jobs, a market research service and more. The larger service lineup will allow *ITmedia* to provide information and content to a broader spectrum of IT users.

The *Ohanashi Ehon Club*, an e-library Website



(<http://www.ohanashiehon.com/>)

SOFTBANK Media & Marketing Corp.'s FY2004 Summary of Consolidated Business Results (Unaudited)

Statement of Income

(Millions of yen)

Sales	14,415
Cost of sales	10,783
Selling, general and administrative expenses	4,688
Operating income	(1,056)
Ordinary income	(936)
Net income	4,550

Balance Sheet

(Millions of yen)

Current assets	7,578	Current liabilities	4,318
Property and equipment	154	Long-term liabilities	50
Intangible assets	357	Minority interests	19
Investments and other assets	3,927	Shareholders' equity	7,629
Deferred charges	—	Common stock	1,300
Total assets	12,017	Total	12,017

* Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

Media & Marketing Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SOFTBANK Media & Marketing Corp.	Operating holding company for Media & Marketing segment and sale of music and sports-related content				Mar. 1999	Minato-ku, Tokyo	–	100%
					http://www.softbankmm.co.jp/			
Click2learn Japan K.K.	Sale of e-learning software using corporate LANs and the Internet, production of training courses				May 2000	Minato-ku, Tokyo	¥231 million	54%
					http://www.click2learn.co.jp/			
EC RESEARCH CORP.	Production and sale of IT market research reports, IT market surveys and consulting services under consignment				Sep. 2000	Minato-ku, Tokyo	¥120 million	100%
					http://www.ec-r.co.jp/			
JaJa Entertainment Inc.	Provision of predictions for horse races and distribution of other entertaining BB content services				Oct. 2000	Minato-ku, Tokyo	¥190 million	70%
					http://www.jaja-uma.com/			
SBMM Creative Inc.	e-library business and other new businesses				Mar. 2004	Minato-ku, Tokyo	¥179 million	100%
					–			
SOFTBANK ITmedia Inc. (formerly SOFTBANK ZDNet Inc.)	Comprehensive IT information site				Dec. 1999	Minato-ku, Tokyo	¥928 million	95%
					http://www.itmedia.co.jp/			
SOFTBANK MOBILE CORP.	Planning, development and formulation of information strategies for various services based on mobile Internet access				May 2000	Chuo-ku, Tokyo	¥300 million	100%
					http://www.softbank-mobile.co.jp/			
SOFTBANK Publishing Inc.	IT and Internet-related publishing				Mar. 2000	Minato-ku, Tokyo	¥600 million	100%
					http://www.softbankpub.co.jp/			
Mar. 2004 (Non-consolidated)	¥13,083 million	¥182 million	¥196 million	¥(804) million	¥7,312 million		¥2,907 million	
cyber communications inc.	Advertising agency for Internet				Jun. 1996	Chuo-ku, Tokyo	¥290 million	27%
					http://www.cci.co.jp/			
Mar. 2004 (Consolidated)	¥15,080 million	¥507 million	¥505 million	¥275 million	¥8,365 million		¥4,676 million	
4788 (Mothers/Hercules)	Sep. 2000	¥350,000		¥214,000	¥14,569 million		254 thousand shares	
Englishtown Ltd.	On-line provision of live English conversation classes and an English educational service				Jan. 2001	Shibuya-ku, Tokyo	¥396 million	30%
					http://www.englishtown.com/			
M.P.Technologies, Inc	Development, maintenance and operation of broadband distribution system solutions and ASP solutions				Sep. 2001	Shinjuku-ku, Tokyo	¥518 million	34%
					http://www.mpotech.co.jp/			
Jul. 2003 (Non-consolidated)	¥966 million	¥196 million	¥213 million	¥157 million	¥937 million		¥710 million	
3734 (Mothers)	Mar. 2004	¥780,000		¥2,080,000	¥7,384 million		10 thousand shares	
Tribeck Strategies, Inc.	Consulting for corporate Internet marketing strategies				Sep. 2001	Chiyoda-ku, Tokyo	¥60 million	36%
					http://www.tribeck.jp/			

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

Notes: Date established May represent the date on which the business was launched.

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* All data, with some exceptions, is as of March 31, 2004.

Broadmedia Segment

Fiscal 2003 Performance*

Segment sales increased ¥1,056 million, or 9%, to ¥12,968 million and the operating loss increased ¥1,591 million to ¥3,251 million. This was mainly attributable to depreciation expenses, leasing fees, development-related expenses, content expenses and others at BB Cable Corporation, which operates the *BB Cable TV*** service via ADSL network.

Note: Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

Enhancing Content

The business objective of the Broadmedia segment is the complete integration of broadcasting and telecommunications. Translating this goal into reality is the *BB Cable TV* service of BB Cable Corporation, which was the first company to register as a cable television broadcaster on telecommunications services. This service uses SOFTBANK BB's backbone network and ADSL to offer broadcast and video-on-demand services, thus integrating broadcasting and telecommunications through a single broadband connection. As at the end of March 2004, *BB Cable TV* had 22 broadcast channels and 2,300 video titles. BB Cable Corporation will continue to upgrade its services by adding channels and video titles and taking a variety of actions to make the service even more popular.

Offering more content is a priority of the Broadmedia segment in order to support future growth. For this purpose, the segment is now incubating a number of companies. One is BB Factory Corporation, operator of *Channel BB*, a dedicated game channel on air on *BB Cable TV* and other networks. Another is Oy Gamecluster Ltd., owner of a revolutionary technology called *G-cluster* that

enables an authentic game-on-demand service without any downloading. Furthermore, the segment early on began network solutions businesses, such as the *Broadmedia CDN* service, to ensure the efficient distribution of rich content over broadband networks. The provision of the *Broadmedia CDN* service through BBIX, Inc, which has a nationwide distributed Internet exchange, makes possible even faster distribution of content. The segment will continue to promote these services with the aim of building a larger-scale, unique CDN network in Japan.

Club iT Corporation, the Broadmedia segment's marketing arm, supports the *BB Cable TV* service of its subsidiary, BB Cable Corporation. In addition, this company is concentrating on operating the *Club iT* membership service and on sales promotion activities for *Yahoo! BB* and other broadband-related services.

** *BB Cable TV* changed the name of its service to *BBTV* on June 1, 2004.

BB Cable TV portal site image



(As of April 30, 2004)

SOFTBANK Broadmedia Corporation's FY2004 Summary of Consolidated Business Results (Unaudited)

Statement of Income

(Millions of yen)

Sales	12,968
Cost of sales	10,922
Selling, general and administrative expenses	5,297
Operating income	(3,251)
Ordinary income	(3,527)
Net income	(3,108)

Balance Sheet

(Millions of yen)

Current assets	9,724	Current liabilities	5,605
Property and equipment	1,399	Long-term liabilities	6,490
Intangible assets	1,711	Minority interests	534
Investments and other assets	11,731	Shareholders' equity	11,938
Deferred charges	0	Common stock	10,750
Total assets	24,568	Total	24,568

* Figures differ from SOFTBANK's consolidated business segment information in fiscal 2004 because a different calculation method was used.

Broadmedia Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SOFTBANK Broadmedia Corporation	Operating holding company of Broadmedia segment				Mar. 2000	Shibuya-ku, Tokyo	–	100%
					http://www.broadmedia.co.jp/			
ALISS-NET Co., Ltd.	On-line distribution of lifestyle information, production and sale of computer software, terminals and peripherals				Nov. 1999	Chuo-ku, Fukuoka	¥432 million	51%
					http://www.aliss-net.ne.jp/			
BB Cable Corporation	Broadcasting and <i>BB Cable TV</i> VOD service using the <i>Yahoo! BB</i> ADSL connection service				Dec. 2001	Shibuya-ku, Tokyo	¥180 million	90%
					http://www.bbcable.tv/			
BB Factory Corporation	Licensed communications satellite broadcaster				Apr. 1998	Shinjuku-ku, Tokyo	¥297 million	94%
					http://www.ch-bb.jp/			
Broadmedia Research Institute, Inc	Distribution and sale of content and related businesses				Sep. 2001	Shibuya-ku, Tokyo	¥5,653 million	100%
					http://www.bri.jp/			
CDN Solutions K.K.	Provision of Web and streaming content distribution solutions				Apr. 2001	Chuo-ku, Tokyo	¥298 million	100%
					http://www.cdn-sol.co.jp/			
Club iT Corporation	Planning and operation of <i>Club iT</i> , a members-only organization, and packaged sales of Internet lines				Nov. 1998	Shibuya-ku, Tokyo	¥4,743 million	90%
					http://www.clubit.co.jp/			
Mar. 2004 (Consolidated)	¥11,364 million	¥(559) million	¥(599) million	¥(1,178) million	¥6,375 million		¥1,352 million	
4347 (Hercules)	Mar. 2002	¥1,200	¥1,650		¥12,360 million		8,313 thousand shares	
EMBAN-YA, Inc.	Production and distribution of visual content and advertising planning				Nov. 2000	Shinjuku-ku, Tokyo	¥9 million	94%
					http://www.embanya.com/			
iM Networks, Japan K.K.	Provision of tuning service for Webcasting (Internet radio)				Dec. 2001	Shinjuku-ku, Tokyo	¥198 million	70%
					http://www.imnetworks.co.jp/			
Oy Gamecluster Ltd.	Development and provision of network solutions for the distribution of interactive entertainment				Jun. 1997	Finland	¥682 million	100%
					http://www.g-cluster.com/			
Xdrive Japan K.K.	Provision of on-line storage solutions				Apr. 2001	Chuo-ku, Tokyo	¥258 million	100%
					http://www.xdrive.co.jp/			
Fishing Vision Co., Ltd.	Production and sale of programs for <i>Tsuri Vision</i> broadcasts using CS digital broadcasting platforms and cable TV				Mar. 1998	Shinjuku-ku, Tokyo	¥1,225 million	40%
					http://www.fishing-v.co.jp/			
Nihon Eiga Satellite Broadcasting Corporation	Licensed communications satellite broadcaster				Feb. 2000	Minato-ku, Tokyo	¥100 million	15%
					http://www.nihon-eiga.co.jp/			

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

Notes: Date established May represent the date on which the business was launched.

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* All data, with some exceptions, is as of March 31, 2004.

Internet Culture Segment

Fiscal 2004 Performance

Segment sales increased ¥25,854 million, or 68%, to ¥64,054 million and operating income was up ¥15,700 million, or 93%, to ¥32,582 million. Amid signs of recovery in the overall Japanese advertising market, Yahoo Japan Corporation aggressively sold major advertising products to National Clients*¹, such as *Brand Panels* for top pages and others, capturing more advertising business from these clients. *Sponsor Site* related sales were also favorable, helping to raise advertising sales to a new record high. In the auction business at Yahoo Japan Corporation, a new system was introduced to boost its server capacity and enhance its infrastructure, enabling it to handle a large volume of items. Moreover, measures taken to increase the number of auction stores were successful. As a result, auction sales increased substantially.

Note: Operating results of the *Yahoo! BB* business of Yahoo Japan Corporation are included in the Broadband Infrastructure segment (see page 4).

A Broader and More Powerful Line of Services

Yahoo Japan Corporation*², the core member of the Internet Culture segment, conducts a variety of businesses by drawing on its powerful brand and technological skills as well as unsurpassed reach, as can be seen in its more than 20 billion monthly page views (March 2004). This company has six business divisions to facilitate the optimal allocation of management resources, clarification of accountability and speedy decision-making.

In the advertising business, which spans all business divisions, a steadily increasing number of advertisers are viewing the Internet as an advertising medium on a par with television and other established media. Behind this trend is the rising number Internet users and growing utilization of broadband networks. To fully capitalize on the resulting opportunities, high-profile sales activities are targeting products such as *Super Banners* and *Yahoo! Billboard* that leave a strong impression with users. Another key activity is proposals for the use of *V Banners*, which can deliver advertisements with a large volume of data and powerful visual impact. Joint campaigns to raise awareness of advertisers' brands through Internet advertisements are another theme. One example is the joint formulation of advertising campaigns with national clients to conduct large-scale promotions.

Summary of Internet Culture Segment Business Results from FY2004 Consolidated Results of SOFTBANK CORP.

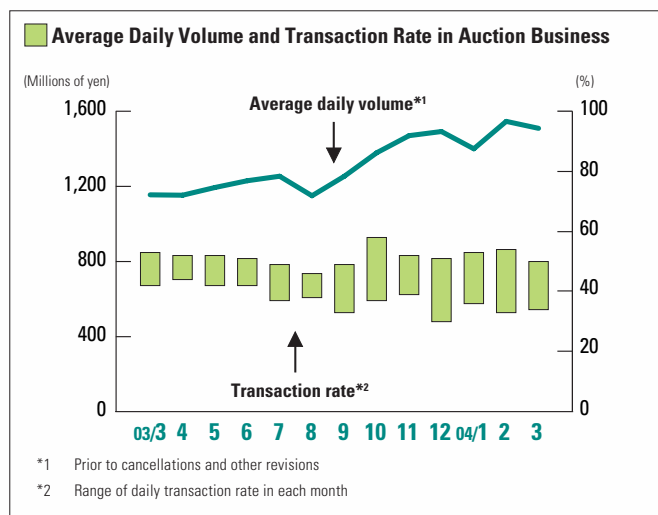
	(Millions of yen)
Sales	64,054
Operating expenses	31,472
Operating income	32,582
Assets	218,780

In the auction business, an infrastructure has been completed on a system that can handle more than 10 million items. In addition, there was a large decrease in monthly system-use fees. Priority was placed on attracting more auction stores (corporate stores), such as by offering package sales for stores that are also located in *Yahoo! Shopping*, resulting in steady growth in the number of these stores. Measures such as tighter supervision to shut out the fraudulent submission of goods and introduction of services to eliminate sources of concern among users about auction transactions are now being taken so that people can use these auctions with complete peace of mind. Additionally, a variety of campaigns will be conducted and services enhanced to increase the number of people who use the auction business.

Yahoo Japan Corporation continued to enlarge its service lineup by cooperating with other companies to form alliances and joint ventures. In the listing business, Indival, Inc was jointly established with RECRUIT CO., LTD. This company has started sales activities to prepare for the provision of its Job-Seeker Registration Employment Support Service, a new Internet-based service that primarily targets the market for short-term jobs. In the media business, a joint venture called Y's Insurance Inc. was established with Aon Risk Service Japan Ltd., which is a group company of major U.S. insurer Aon Corporation, to prepare to start an on-line insurance agency business. The new company will sell a diverse selection of life and non-life insurance. In the shopping business, an agreement was reached to collaborate with PIA CORPORATION in the on-line sale of tickets for events of all types. Preparations are moving forward toward the launch of the new service, *Yahoo! Ticket*, which will allow customers to search for and purchase a broad range of tickets.

*¹ Advertisers that make extensive use of other forms of mass media

*² Trading of Yahoo Japan Corporation shares was moved from JASDAQ to the first section of the Tokyo Stock Exchange in October 2003.



Internet Culture Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
Yahoo Japan Corporation	Internet services				Jan. 1996	Minato-ku, Tokyo	¥6,372 million	42%
					http://www.yahoo.co.jp/			
Mar. 2004 (Consolidated)	¥75,776 million	¥41,211 million	¥41,308 million	¥24,826 million	¥82,410 million		¥59,806 million	
4689 (TSE 1st)	Nov. 1997	¥1367.19**	¥1,270,000		¥2,007,697 million		1,886 thousand shares	
** Retroactive Adjustment								
BridalNet, Inc	Provision of on-line matchmaking services				Dec. 1998	Minato-ku, Tokyo	¥96 million	42%
					http://www.bridalnet.co.jp/			
e-Shopping! Books CORP.	On-line sales of books and other products				Aug. 1999	Chuo-ku, Tokyo	¥216 million	32%
					http://www.esbooks.co.jp/			
Mar. 2004 (Non-consolidated)	¥4,583 million	¥12 million	¥9 million	¥10 million	¥641 million		¥111 million	
Indival, Inc	On-line provision of information to job seekers				Feb. 2004	Minato-ku, Tokyo	¥50 million	25%
					-			
Net Culture KK	Holding company that invests in and manages Internet Culture businesses				Mar. 2001	Minato-ku, Tokyo	¥1,000 million	100%
					-			
Tavigator, Inc.	On-line travel agency				Mar. 2000	Minato-ku, Tokyo	¥40 million	41%
					http://www.tavigator.co.jp/			
Y's Agencies Inc.	Planning and sales of advertisements				Aug. 2001	Minato-ku, Tokyo	¥4 million	42%
					-			
Mar. 2004 (Non-consolidated)	¥1,666 million	¥42 million	¥42 million	¥26 million	¥395 million		¥43 million	
Y's Insurance Inc.	Agent for life and non-life insurance				Nov. 2003	Minato-ku, Tokyo	¥12 million	25%
					-			
Y's Sports Inc.	Collection of sports news and information and production of articles and other content				Dec. 1996	Minato-ku, Tokyo	¥41 million	42%
					http://sportsnavi.yahoo.co.jp/			
INTAGE Interactive Inc.	On-line research service				Oct. 2002	Higashikurume, Tokyo	¥10 million	21%
					http://www.intage-interactive.co.jp/			
Internet Research Institute, Inc.	Consulting, design, construction and operation of IP networks, and marketing and sales agency services				Dec. 1996	Shinjuku-ku, Tokyo	¥99 million	7%
					http://www.iri.co.jp/			
Jun. 2003 (Consolidated)	¥11,306 million	¥(349) million	¥(1,135) million	¥(1,487) million	¥10,354 million		¥4,587 million	
4741 (Mothers)	Dec. 1999	¥195,000**	¥580,000		¥3,702 million		92 thousand shares	
** Retroactive Adjustment								
Yahoo! Deutschland GmbH	Internet services				Jan. 1997	Munich, Germany	US\$0.45M	30%
					http://de.yahoo.com/			
Yahoo! France SARL	Internet services				Nov. 1996	Paris, France	US\$0.45M	30%
					http://fr.yahoo.com/			
Yahoo! Korea Corporation	Internet services				Oct. 1997	Seoul, South Korea	KRW333M	31%
					http://kr.yahoo.com/			
Yahoo! UK Limited	Internet services				Aug. 1996	London, U.K.	US\$0.9M	30%
					http://uk.yahoo.com/			
Yahoo! Inc.	Internet services				Mar. 1995	California, U.S.A.	US\$84M	4%
					http://www.yahoo.com/			
Dec. 2003 (Consolidated)	US\$1,625M	US\$295M	-	US\$237M	US\$5,931M		US\$4,363M	
YHOO (NASDAQ US)	Apr. 1996	US\$1.08**	US\$48.47		US\$1,275M		665 million shares	

** Retroactive Adjustment

Consolidated subsidiaries
Equity-method non-consolidated subsidiaries and affiliates
Other securities, etc.

Notes: Date established May represent the date on which the business was launched.

SB investment Amount is based on the economic ownership ratio of SB, but does not include investments in operating holding companies, holding and fund-related companies or investments made by affiliated companies and funds in individual companies.

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* All data, with some exceptions, is as of March 31, 2004.

Technology Services Segment

Fiscal 2004 Performance*

Sales at SOFTBANK TECHNOLOGY CORP. decreased ¥3,143 million, or 12%, to ¥22,555 million. There was an increase in sales relating to the backoffice service of SOFTBANK TECHNOLOGY CORP., which handles everything from sales to settlement and collection for e-commerce sites. However, net sales in the ADSL sales support service declined. Operating income decreased ¥260 million, or 21%, to ¥1,000 million. This was mainly the result of a decline in the gross margin in the broadband solution business and increase of personnel expenses associated with new businesses at SOFTBANK TECHNOLOGY CORP.

Note: The figures shown here are consolidated financial highlights of SOFTBANK TECHNOLOGY CORP., which represents the majority of the operations of the Technology Services segment.

Technology Services for the Broadband Era

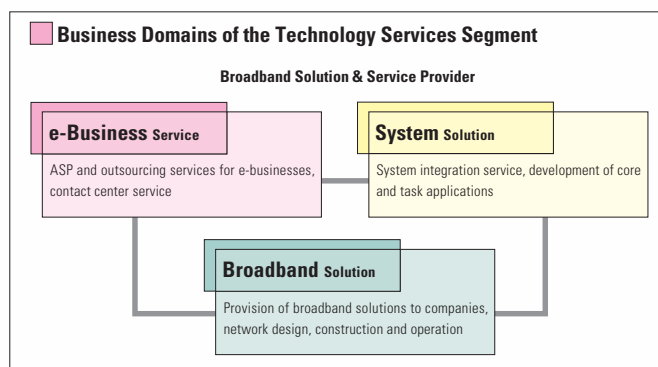
SOFTBANK TECHNOLOGY CORP., the central member of the Technology Services segment, is engaged in the e-business services, system solutions and broadband network solutions businesses. As the Internet continues its rapid transition to broadband, the company is dedicated to offering total solutions and services based on broadband networks with the theme of "reducing companies' expenses and improving productivity." Through this stance, SOFTBANK TECHNOLOGY CORP. is diversifying its profit structure.

In e-business services, the segment operates *ECBuyers*, an e-commerce site that sells PC software and related devices. Utilizing know-how gained from the operation of this site, the segment offers consulting services, which extend from the structuring of e-commerce sites to their operation, as well as the provision of back-office services under consignment, including tasks such as order processing, shipments, sales management and settlements. Additionally, rising sales through e-commerce sites are leading to higher sales in this segment from the operation of call centers that respond to customer inquiries. *NeBOS*, an ASP service that offers all of these e-commerce site back-office services, and *ContactPocket*, an ASP service that sells contact center solutions, are both making good progress in increasing their sales.

In the broadband network solutions business, this segment offers consulting, designs, construction, operating and maintenance services for network systems using broadband infrastructures. The segment has had particular success with the provision of comprehensive solutions embodying many elements. A key element is *BB-Solution*, which employs exclusive technology rooted in broadband to offer services such as *BB-WAN*, *BB-Office* and *BB-APPL*. This solution service spans many fields, including communication systems such as IP telephony, wireless LAN and TV conferencing, image distribution systems such as remote medical imaging and remote surveillance services, e-learning systems and much more. The increasing use of broadband is spawning new markets. This segment remains committed to proposing new technology services for these markets in order to establish more opportunities to earn profits.

In the system solution business, the segment supplies an integrated line of technology services that begin with the design and construction of systems for business processes and include the operation and maintenance of those systems.

As utilization of broadband grows, there will be enormous increases in the volume of data that can be processed and stored. These advances are generating demand for reliable system operation and maintenance services. Furthermore, due to rising concerns about security, there is also rapid growth in the number of companies reviewing their systems and operating environment. To meet this demand, the segment is taking vigorous actions to expand security-related services, everything from assistance in formulating security policies to the sale of security-related products and the architecture and operation of systems.



SOFTBANK TECHNOLOGY CORP.'s FY2004 Summary of Consolidated Business Results

Statement of Income

(Millions of yen)

Sales	22,555
Cost of sales	17,944
Selling, general and administrative expenses	3,610
Operating income	1,000
Ordinary income	1,096
Net income	702

Balance Sheet

(Millions of yen)

Current assets	15,217	Current liabilities	12,105
Property and equipment	298	Long-term liabilities	680
Intangible assets	336	Minority interests	102
Investments and other assets	2,779	Shareholders' equity	5,743
Deferred charges	—	Common stock	631
Total assets	18,632	Total	18,632

* The figures shown here are consolidated financial highlights of SOFTBANK TECHNOLOGY CORP., which represents a majority of the operations of the Technology Services segment.

Technology Services Segment

Company name	Type of business				Date established	Location	SB investment	SB ownership
					URL			
Most recent fiscal year-end	Revenue	Operating income	Ordinary income	Net income	Total assets		Shareholders' equity	
Stock code	Date of IPO	Public offering price	Share price		SB's market capitalization		Number of shares outstanding	
SOFTBANK TECHNOLOGY HOLDINGS CORP.	Operating holding company of Technology Services segment				Oct. 2000	Shinjuku-ku, Tokyo	–	100%
Note: On June 18, 2004, this company was dissolved following its merger with SOFTBANK CORP., which was the surviving company.								
AIP Bridge CORP.	Sale of website access data analysis software packages and provision of marketing services				Sep. 2000	Chuo-ku, Tokyo	¥377 million	76%
Note: Technology Services Segment from April 2004								
AsiaVision Japan Inc.	Studies, development and sale concerning sophisticated data communication devices using broadband				Mar. 2002	Chuo-ku, Tokyo	¥34 million	60%
EC Architects Corp.	Provision of consulting, system designs and project management for EC solutions				Apr. 2000	Chuo-ku, Tokyo	¥86 million	57%
E-Cosmos, Inc.	Technical support, business consulting and other services for EC businesses				Jan. 2000	Shinjuku-ku, Tokyo	¥89 million	60%
SOFTBANK TECHNOLOGY CORP.	Provision of broadband-based solutions and services for networks, applications and operations				Aug. 1997	Shinjuku-ku, Tokyo	¥117 million	60%
Mar. 2004 (Consolidated)	¥22,555 million	¥1,000 million	¥1,096 million	¥702 million	¥18,632 million		¥5,743 million	
4726 (JASDAQ)	Jul. 1999	¥1,533.33**	¥2,500		¥15,918 million		10,634 thousand shares	
** Retroactive Adjustment								
e-Commerce Technology Corp.	Provision of system design, construction and operation for EC and B-to-B businesses				Jun. 2000	Chuo-ku, Tokyo	¥44 million	30%
i2ts, inc.	Provision of data center hosting service				Sep. 1999	Minato-ku, Tokyo	¥136 million	18%
USTC E-BUSINESS Technology Co., Ltd.	Provision of information system development services in China and to Japan				Nov. 2000	China	¥70 million	18%

Consolidated subsidiaries

Equity-method non-consolidated subsidiaries and affiliates

Other securities, etc.

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Overseas Funds and Other Businesses

The SOFTBANK Group's overseas operations are conducted mainly by SOFTBANK Holdings Inc. (SBH), which conducts strategic direct investments, fund management, investments in funds and a wide range of other investment activities. SBH performs an important strategic role as well: using to providing SOFTBANK CORP.

through its investment activities with insights on technologies in the global marketplace, market trends and expert knowledge in the Internet field. In addition to the activities of SBH, the SOFTBANK Group conducts investment activities in Japan, China, South Korea and other regions.

Overseas Funds

Company name	Category	Type of business				Date established	Primary region* ¹	SB commitment* ²	SB ownership* ³	
						Maturity	Fund size	Portfolio companies* ⁴		
Most recent fiscal year-end					Revenue	Operating income	Ordinary income	Net income	Total assets	Shareholders' equity

Overseas Operation Companies/Overseas Funds

SB CHINA HOLDINGS PTE LTD	A	Holding company; supervises China-based operations and conducts venture fund business	Jan. 2000	Shanghai, China	US\$90M	90%
			–	–	–	18
			http://www.sbcvc.com/			
SB Europe Capital L.P.	A	Venture capital fund	Sep. 2000	Europe	US\$155M	100%
			10 years	–	US\$155M	6
			–			
SOFTBANK Capital Partners	A	Venture capital fund	Jul. 1999	U.S.A.	US\$735M	51%
			10 years	–	US\$1,450M	13
			–			
SOFTBANK Korea Co., Ltd.	A	Venture capital operations in South Korea	Sep. 2002	Seoul, South Korea	¥14,523 million	100%
			–	–	–	12
			http://www.softbank.co.kr/			
SB Life Science Ventures I, L.P.	A	Venture capital fund in the life science field	Jul. 2001	U.S.A.	US\$30M	34%
			10 years	–	US\$89M	9
			http://www.sblifescience.com/			
SOFTBANK Technology Ventures IV L.P.	B	Venture capital fund	Nov. 1997	U.S.A.	US\$42M	13%
			10 years	–	US\$313M	5
			–			
SOFTBANK Technology Ventures V L.P.	B	Venture capital fund	Jul. 1999	U.S.A.	US\$183M	30%
			10 years	–	US\$606M	24
			–			
SOFTBANK US Ventures VI L.P.	B	Venture capital fund	Apr. 2000	U.S.A.	US\$608M	97%
			10 years	–	US\$627M	81
			–			
SOFTBANK Ventures Fund 1	A	Venture capital fund	Apr. 2000	South Korea	KRW30,000M	60%
			5 years	–	KRW50,000M	15
			–			
SB Asia Infrastructure Fund L.P.	A	Venture capital fund targeting broadband-related companies	Mar. 2001	Asia-Pacific	US\$4M	1%
			10 years	–	US\$404M	14
			–			

Overseas Portfolio Companies

Alibaba.com Corporation	–	Operation of B-to-B market in China	Mar. 1999	Hangzhou, Zhejiang, China	US\$17M	27%
			http://www.alibaba.com/			
GSI Commerce, Inc.	–	e-Commerce solutions for sporting goods companies and others	Dec. 1998	Pennsylvania, U.S.A.	US\$48M	10%
			http://www.gsicommerce.com/			
National Leisure Group, Inc.	–	Travel agency	Jan. 1995	Massachusetts, U.S.A.	US\$38M	26%
			http://www.nlg.com/			

Other Businesses

Company name	Type of business				Date established	Location	SB investment	SB ownership
	Revenue	Operating income	Ordinary income	Net income	URL		Total assets	Shareholders' equity
Most recent fiscal year-end	Stock code	Date of IPO	Public offering price	Share price	SB's market capitalization		Number of shares outstanding	
AtWork Corporation	Outsourcing services for personnel, administrative, technological and other tasks				Apr. 1999	Chuo-ku, Tokyo	¥90 million	100%
			http://www.atwork.co.jp/					
SOFTBANK Holdings Inc.	Holding company				Mar. 1994	Massachusetts, U.S.A.	–	100%
			–					
SB Holdings (Europe) Ltd.	Holding company				Dec. 1995	London, U.K.	–	100%
			–					
SB Sweden Aktiebolag	Holding company				Oct. 1999	Stockholm, Sweden	–	100%
			–					
SOFTBANK Commerce Korea Corporation	Wholesaling and distribution of IT-related products in South Korea				Feb. 1991	Seoul, South Korea	¥7,228 million	85%
			http://www.softbank.co.kr/					
Dec. 2003 (Consolidated)	KRW43,077M	KRW(1,924) M	–	KRW6,179M	KRW30,934M		KRW9,408M	
UTStarcom, Inc.	Manufacturer of IP networks and wireless equipment				Oct. 1991	California, U.S.A.	US\$38M	13%
			http://www.utstar.com/					
Dec. 2003 (Consolidated)	US\$1,964M	US\$274M	–	US\$202M	US\$2,226M		US\$879M	
UTSI (NASDAQ US)	Mar. 2000	US\$18.00	–	US\$28.75	US\$421M		117 million shares	

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- Equity-method non-consolidated subsidiaries and affiliates
- Other securities, etc.

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Category A: Funds managed by SOFTBANK CORP. B: Other funds

*1 Location of head office for incorporated funds

*2 SOFTBANK CORP. investment for incorporated funds

*3 For funds, SOFTBANK CORP. ownership as percentage of total fund size

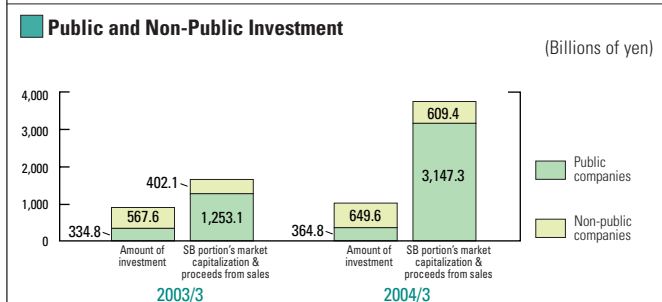
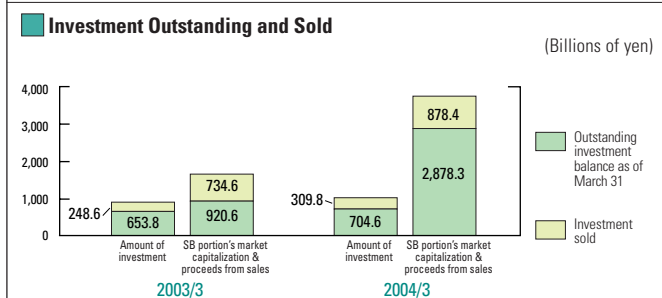
*4 Portfolio companies do not include companies where investments have been written down to zero.

* All data, with some exceptions, is as of March 31, 2004.

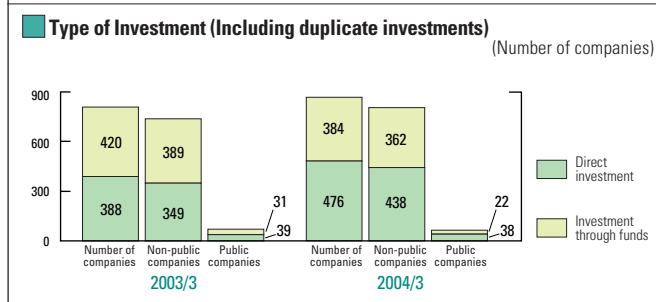
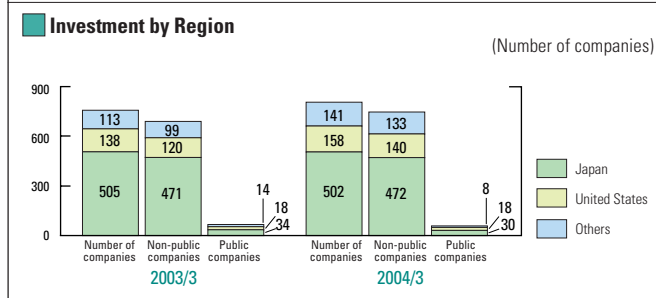
SOFTBANK Group Investment Update (As of March 31, 2004)

Investment Summary		SB portion's market capitalization & proceeds from sales		Multiple
<small>(As of March 31, 2004)</small>				
Outstanding investment balance	¥ 704.6 billion	¥2,878.3 billion		4.09X
Investment sold*	309.8 billion	878.4 billion		2.83X
Total	¥1,014.4 billion	¥3,756.7 billion		3.70X

* Names of portfolio companies are listed below.



Outline of Portfolio Companies	
<small>(As of March 31, 2004)</small>	
Number of companies	801 (476 of which are direct investments)
Public companies included	56 (38 of which are direct investments)



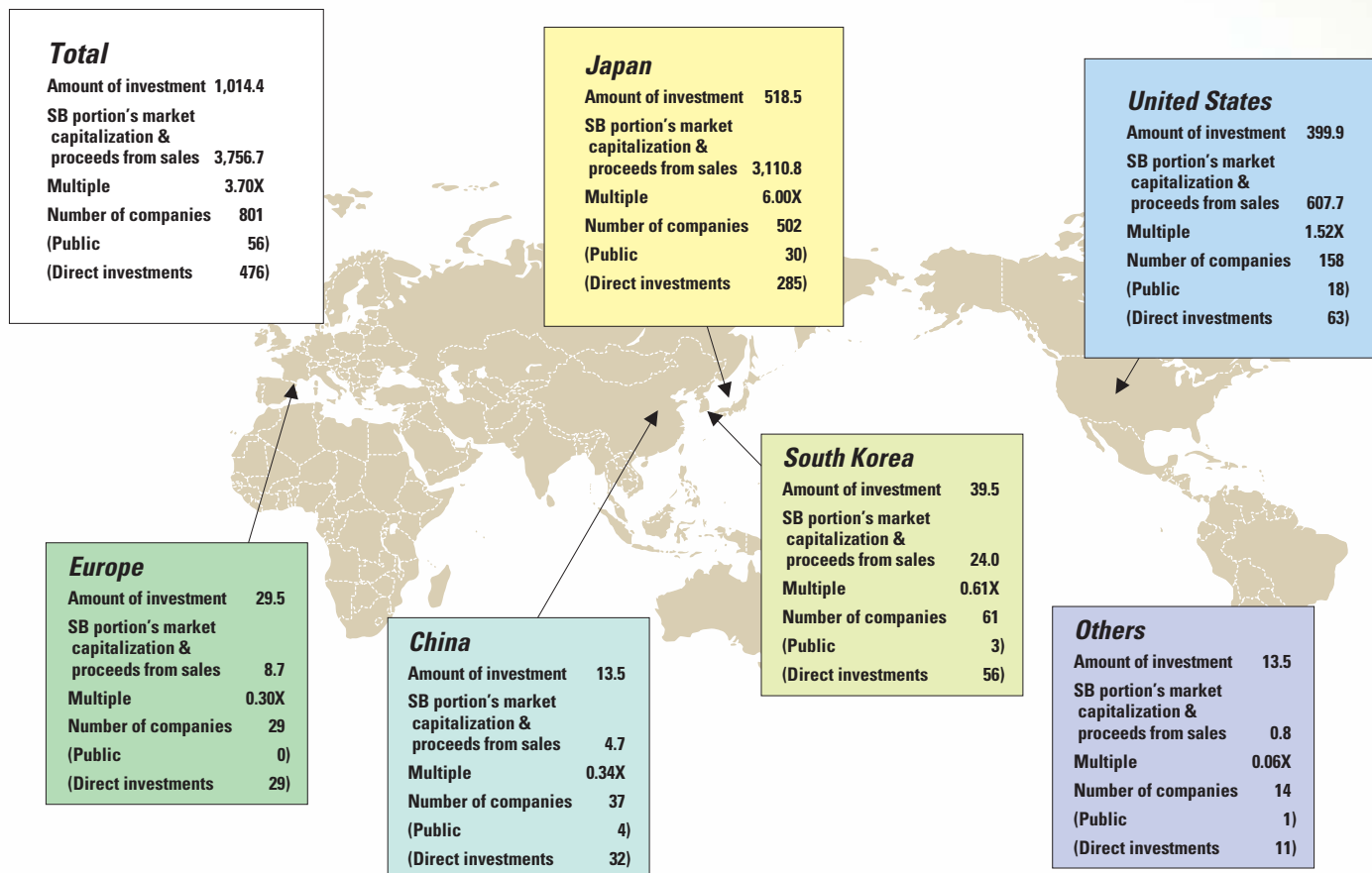
Investment Return by Individual Company

(Billions of yen)

Company name	Amount of investment	Proceeds from sales	SB portion's market capitalization	SB portion's market capitalization & proceeds from sales	Multiple
Yahoo Japan Corporation	7.7	55.3	2,007.7	2,063.0	267.92X
cyber communications inc.	0.5	8.8	14.6	23.3	46.67X
SOFTBANK TECHNOLOGY CORP.	3.3	82.2	15.9	98.1	29.73X
SOFTBANK INVESTMENT CORPORATION	6.0	39.3	132.3	171.7	28.61X
Cisco Systems, K.K.	1.8	32.1	0.1	32.2	17.92X
Trend Micro Incorporated	8.5	140.0	0.0	140.0	16.47X
M.P.Technologies, Inc	0.6	0.3	7.4	7.6	13.40X
Internet Research Institute, Inc.	0.3	0.4	3.7	4.1	12.33X
Vector Inc.	1.1	0.0	10.9	10.9	9.90X
Yahoo! Inc.	54.7	235.8	134.8	370.6	6.78X
Morningstar Japan K.K.	1.8	2.2	7.0	9.2	5.24X
UTStarcom, Inc.	21.5	59.6	44.5	104.1	4.84X
WORLD NICHIEI FRONTIER Securities Co., Ltd.	4.5	0.6	17.1	17.7	3.95X
SKY Perfect Communications Inc.	9.2	27.9	0.2	28.0	3.05X
Fuji Staff, Inc	2.0	5.9	0.0	5.9	2.95X
Aozora Bank, Ltd	50.8	101.1	0.0	101.1	1.99X
Finance All Corporation	6.6	0.5	8.1	8.5	1.30X
KFB Newbridge Investment, L.P.	16.3	17.2	0.0	17.2	1.05X
E*TRADE Group, Inc.	55.2	53.2	0.0	53.2	0.96X
1-800-FLOWERS.COM, Inc.	2.3	2.1	0.0	2.1	0.93X
CNET Networks, Inc.	63.7	13.2	0.0	13.2	0.21X
Digit Brain, Inc.	8.8	0.0	1.0	1.0	0.11X
Key3Media Group, Inc.	27.9	0.8	0.0	0.8	0.03X
Asia Global Crossing Ltd.	45.2	0.0	0.0	0.0	0.00X
Total (24 companies)	400.2	878.4	2,405.3	3,283.7	8.21X

Investment Summary by Region

(Billions of yen)



Note: The amount of investment, SB portion's market capitalization & proceeds from sales and other data for India and Latin America are included in "Others."

Method Used to Analyze Investment Activities

1. Statistical Sources

O: included in statistics	Investee					
	Holding companies		Operating companies		Cross-shareholdings and others	
Investor	Amount of investment	Number of companies	Amount of investment	Number of companies	Internet-related	Others
SOFTBANK CORP.	—	—	○	○	○	—
Holding companies (subsidiaries)	—	—	○	○	○	—
Operating companies (subsidiaries)	—	—	—	○	○	—

- Notes:
- Portfolio company investments by operating companies are included only in the number of companies.
 - Investments from affiliates are not included.
 - Cross-holdings and similar investments in all companies other than those involved in Internet-related businesses are not included in the number of companies or amount of investment.
 - Multiple Group investments in companies are netted out to obtain figures for the number of companies. Companies using the compulsory devaluation method are not included in the number of companies.
 - Figures include portfolio companies through funds in which SOFTBANK CORP. and its subsidiaries have invested (including indirect holdings).

2. Calculation Method

- Amounts of investments and SB portion's market capitalization are calculated based on SB's economic interest. For funds, economic interest is calculated based on SB's commitment.
- Investments in publicly owned companies are valued at market as of March 31, 2004. Investments in privately owned companies are valued at investment costs. For devalued companies, the book value is used as market value to calculate returns. Fund investments are based on quarterly reports issued by the funds.
- U.S. dollar-denominated overseas investments and SB portion's market capitalization are translated into yen at US\$1=¥105.69, the closing exchange rate at the end of March 2004. Closing exchange rates as of this date are used for translations of other currencies as well. U.S. dollar-denominated overseas investments and SB portion's market capitalization as of March 31, 2003 are translated into yen at US\$1=¥120.20, the closing exchange rate at the end of March 2003. Closing exchange rates as of this date are used for March 2003 translations of other currencies as well.

Major Financial Indicators (Years ended March 31)

	FY2004	FY2003	FY2002	FY2001
Results of Operations:				
Revenues	517,393	406,892	405,315	397,105
Operating (loss) income	(54,893)	(91,997)	(23,901)	16,431
Ratio of operating income to revenues (%)	–	–	–	4.1
EBITDA	(20,705)	(69,781)	(10,024)	28,866
Income (loss) before income taxes	(76,744)	(71,474)	(119,939)	87,009
Net (loss) income	(107,094)	(99,989)	(88,755)	36,631
Ratio of net income to revenues (%)	–	–	–	9.2
Financial Position (at fiscal year-end):				
Interest-bearing debts	575,540	340,795	365,644	413,442
Net interest-bearing debts	134,857	188,232	232,016	243,042
Shareholders' equity	238,080	257,396	465,326	424,261
Total assets	1,421,206	946,331	1,163,678	1,146,083
Equity ratio (%)	16.8	27.2	40.0	37.0
Current ratio (%)	159.8	88.9	109.9	96.3
Debt/equity ratio (%)	241.7	132.4	78.6	97.4
Net debt/equity ratio (%)	56.6	73.1	49.9	57.3
Fixed assets to net worth ratio (%)	223.1	209.2	165.1	183.9
Ratio of fixed assets to long-term capital (%)	68.7	121.9	101.4	110.3
Cash Flows:				
Cash flows (used in) provided by operating activities	(83,829)	(68,600)	(79,123)	(91,598)
Cash flows provided by (used in) investing activities	81,878	119,749	39,751	(42,612)
Cash flows provided by (used in) financing activities	306,390	(17,615)	1,313	24,548
Increase (decrease) in cash and cash equivalents	290,980	27,805	(34,479)	(76,200)
Cash and cash equivalents at end of the period	437,132	147,526	119,855	159,105
Others:				
Return on equity (%)	(43.2)	(27.7)	(20.0)	9.1
Price earnings ratio (times)	(15.5)	(4.6)	(9.0)	42.5
Per Share Data (¥):				
Net income	(314.72)	(296.94)	(263.53)	110.47
Net income after retroactive adjustment	(314.72)	(296.94)	(263.53)	110.47
Net assets	677.40	767.56	1,381.31	1,260.14
Net assets after retroactive adjustment	677.40	767.56	1,381.31	1,260.14
Cash dividends	7.00	7.00	7.00	7.00
Cash dividends after retroactive adjustment	7.00	7.00	7.00	7.00
Shares outstanding (thousands of shares)	351,404	335,293	336,872	336,677
Consolidated subsidiaries	177	269	285	216
Equity-method non-consolidated subsidiaries and affiliates	103	116	113	117
Number of public companies	14	14	17	21

Notes: 1. Revenues represent sales from non-financial business and revenue from financial business.

2. EBITDA = Business income (operating income + interest income and dividends) + depreciation + amortization

3. For the fiscal years 1996-98, total interest-bearing debts, net interest-bearing debts, total assets, the equity ratio, the debt/equity ratio and the net debt/equity ratio have been adjusted to exclude loans from SOFTBANK to MAC Inc. and borrowings of SOFTBANK Holdings Inc. from MAC Inc.

4. Net interest-bearing debts and the net debt/equity ratio are calculated by deducting cash and deposits and marketable securities (current assets) and others from interest-bearing debts.

5. The price earnings ratio uses the share price at each fiscal year-end.

6. Net income per share is calculated based on the weighted-average number of shares outstanding during each fiscal year, and net assets per share is calculated based on the number of shares outstanding as of each fiscal year-end. The adjusted figures reflect the following stock splits.

May 19, 1995 1.4:1 / Nov. 20, 1995 1.4:1 / May 20, 1996 1.4:1 / Nov. 20, 1996 1.4:1 / May 20, 1997 1.3:1 / June 23, 2000 3.0:1

7. Cash dividends per share paid in fiscal 1998 include an additional ¥20 per share to commemorate the listing of SOFTBANK's shares.

8. The number of public companies refers to subsidiaries and affiliates.

(Millions of yen except for per share and % data)

FY2000	FY1999	FY1998	FY1997	FY1996	FY1995
423,220	528,159	513,364	359,742	171,101	96,808
8,377	12,130	31,938	33,670	15,822	5,692
2.0	2.3	6.2	9.4	9.2	5.9
43,816	54,650	88,083	71,921	21,535	6,307
32,168	36,640	33,824	29,567	15,982	5,379
8,446	37,538	10,303	9,092	5,794	2,052
2.0	7.1	2.0	2.5	3.4	2.1
418,706	444,392	396,143	365,578	230,996	21,092
163,997	351,790	361,602	330,329	212,424	(15,595)
380,740	284,976	242,758	234,617	119,679	47,709
1,168,308	952,578	854,743	790,889	440,618	98,640
32.6	29.9	28.4	29.7	27.2	48.4
149.8	162.2	111.5	110.9	118.1	236.0
110.0	155.9	163.2	155.8	193.0	44.2
43.1	123.4	149.0	140.8	177.5	(32.7)
171.1	227.6	370.7	368.7	413.7	45.8
90.8	91.9	102.5	99.8	97.3	32.5
349	(28,668)	19,248	43,422	5,269	(509)
(60,341)	281,005	(33,677)	(323,817)	(446,459)	(18,649)
220,914	(205,562)	21,591	343,278	434,605	51,759
160,615	53,988	9,909	16,676	(18,114)	32,601
268,060	105,886	51,898	35,249	18,573	36,687
2.5	14.2	4.3	5.1	6.9	7.6
1,172.3	36.3	53.2	63.2	123.6	62.2
78.05	365.38	100.77	124.25	176.33	149.07
26.02	121.79	33.59	31.86	23.07	9.95
3,456.55	2,719.35	2,375.24	2,980.33	3,452.06	2,935.92
1,152.18	906.45	791.75	764.19	451.60	195.96
20.00	20.00	40.00	20.00	15.00	15.00
6.67	6.67	13.33	5.13	1.96	1.00
110,150	104,796	102,204	78,722	34,669	16,250
143	71	63	32	25	12
53	20	15	13	9	6
13	7	2	1	0	0

Highlights of the Fiscal Year

Topics

2003	Apr.	<i>BB Phone</i> subscribers topped the 2 million mark.	Nov.		SOFTBANK FRONTIER SECURITIES CO., LTD. (currently WORLD NICHIEI FRONTIER Securities Co., Ltd.) received a patent concerning a private equity market.	
	Jun.	SOFTBANK INVESTMENT CORPORATION and E*TRADE Japan K.K. merged. <i>Yahoo! BB</i> won a SUPER Quest Award in the backbone edge/core category at the SUPERCOMM 2003 communications infrastructure technology exhibition in the U.S.			The decision was made to offer <i>Yahoo! BB</i> in Hachiojima in Tokyo, as part of measures to bridge the digital divide, which is caused by geographical constraints.	
	Jul.	SOFTBANK BB Corp. established the Broadband Association to provide a forum for interaction among companies in various industries and conduct promotional and educational activities concerning broadband. SOFTBANK Broadmedia Corporation formed an alliance with G-cluster Ltd. to begin an interactive services business that mainly involves games. <i>Yahoo! BB 26M</i> began commercial operations. BB Cable Corporation extended the service area for its <i>BB Cable TV</i> service to include Tokyo and three neighboring prefectures (Kanagawa, Chiba and Saitama). SOFTBANK BB Corp. and BB Serve Inc. started the <i>BB Games</i> online game portal site.			SOFTBANK BB Corp. announced plans to build a Remote Medical Imaging Diagnosis System jointly with Doctor Net Inc. which will operate this service, and Oracle Corporation Japan.	
	Aug.	<i>Yahoo! BB</i> subscribers topped the 3 million mark.		Dec.	<i>BB Phone</i> started a service using the "050" number. A preliminary license for conducting experiments was obtained for third-generation (3G) mobile phones using the TD-CDMA and CDMA2000 technologies.	
	Sep.	All shares of Aozora Bank, Ltd. were sold to Cerberus NCB Acquisition, LP. Finance All Corporation listed its shares on the Hercules Market of the Osaka Securities Exchange.			SOFTBANK CORP. issued yen-denominated convertible bonds in the Euromarket and stock, procuring a total of ¥198.7 billion.	
	Oct.	<i>BB Phone</i> subscribers topped the 3 million mark. Carview Corporation was awarded TRUSTe certification for protection of privacy. Yahoo Japan Corporation shares were listed on the first section of the Tokyo Stock Exchange. SOFTBANK BB Corp. opened <i>Yahoo! BB Broadband Guide</i> , Japan's largest website providing information on broadband programs. SOFTBANK BB Corp. and Oracle Corporation Japan formed an alliance in the field of utility computing services.		2004	Jan.	Registered paying users of <i>RAGNAROK ONLINE</i> , an online game operated by GungHo Online Entertainment, Inc., topped the 400,000 mark. <i>Yahoo! BB 45M</i> began commercial operations.
				Feb.	WORLD NICHIEI FRONTIER Securities Co., Ltd., created through the merger of SOFTBANK FRONTIER SECURITIES CO., LTD. and WORLD NICHIEI Securities Co., Ltd., listed its shares on the Hercules Market of the Osaka Securities Exchange.	
					SOFTBANK Media & Marketing Corp. established the <i>Ohanashi Ehon Club</i> , an e-library website that supplies digital picture books using broadband networks.	
				Mar.	SOFTBANK BB Corp. established the Privacy Management Advisory Board and the Technical Advisory Board. SOFTBANK CORP. issued yen-denominated straight bonds in the Euromarket, procuring approximately ¥48.0 billion. <i>Yahoo! BB</i> subscribers topped the 4 million mark.	

Major Licensing Agreements for Provision of *BB Cable TV* Video-on-Demand Service

- Twentieth Century FOX
- Kadokawa Shoten
- MGM International Television Distribution
- NFL "National Football League"
- DreamWorks
- GAGA Communications
- TOHO TOWA

Company Outline

Company Name

SOFTBANK CORP.

Corporate Headquarters

24-1, Nihonbashi-Hakozakicho, Chuo-ku,

Tokyo 103-8501, Japan

TEL: +81-3-5642-8000

Founded

September 3, 1981

Paid-in Capital

¥162,303,564,101 (As of March 31, 2004)

Stock Exchange Registration

Tokyo Stock Exchange, First Section

Annual Meeting

June

Directors and Corporate Auditors

(As of June 24, 2004)

President and Chief Executive Officer

Masayoshi Son

Directors

Yoshitaka Kitao

(President & CEO, SOFTBANK FINANCE CORPORATION)

Ken Miyauchi

(Executive Vice President & COO, SOFTBANK BB Corp.)

Kazuhiko Kasai

Masahiro Inoue

(President & CEO, Yahoo Japan Corporation)

Ronald D. Fisher

(Vice Chairman, SOFTBANK Holdings Inc.)

Jun Murai, Ph.D.

(Professor, Faculty of Environmental Information, KEIO University)

Tadashi Yanai

(Chairman & CEO, FAST RETAILING CO., LTD.)

Corporate Auditors

Mitsuo Sano

(Full-time Corporate Auditor, SOFTBANK CORP.)

Soichiro Uno

(Attorney)

Kouichi Shibayama

(Zeirishi-Hojin ChuoAoyama (PricewaterhouseCoopers)/Advisor)

Hidekazu Kubokawa

(Certified Public Accountant, Certified Tax Accountant)

Note: Mr. Soichiro Uno, Mr. Kouichi Shibayama, and Mr. Hidekazu Kubokawa, candidates for the reappointment of Corporate Auditors, satisfy the qualifications of outside corporate auditors as provided in Paragraph 1, Article 18 of "Law for Special Measures to Commercial Code Concerning Audit, etc. of Kabushiki-kaisya."

Stock Information (As of March 31, 2004)

Stock Information

Shares Authorized	1,200,000,000 shares
Shares Issued	351,436,826 shares
Number of Shareholders	249,064

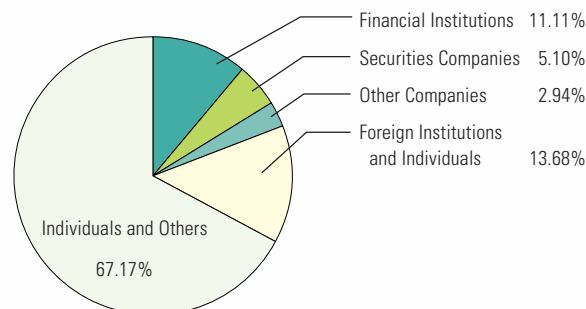
Principal Shareholders

Name	Number of Shares Held (Thousands)	Percentage of Total Shares Issued (%)
Masayoshi Son	110,715	31.58
Japan Trustee Services Bank, Ltd.	9,930	2.83
The Master Trust Bank of Japan, Ltd.	8,743	2.49
Clearstream Banking SA (Standing proxy: The Hongkong and Shanghai Banking Corporation Limited, Tokyo Branch)	7,300	2.08
Japan Securities Finance Co., Ltd.	6,702	1.91
STATE STREET BANK AND TRUST COMPANY (Standing proxy: Mizuho Corporate Bank, Ltd.)	3,771	1.07
Trust & Custody Services Bank, Ltd.	3,666	1.04
Son Holdings Inc.	3,580	1.02
Daiwa Securities Co. Ltd.	2,207	0.62
Nikko Cordial Securities Inc.	1,842	0.52

Note: The above table includes shares held as part of trust operations as follows:

Japan Trustee Services Bank, Ltd.	9,930 thousand shares
The Master Trust Bank of Japan, Ltd.	8,743 thousand shares
Trust & Custody Services Bank, Ltd.	3,666 thousand shares

Breakdown of Shareholders



Please use the following URL to register for "SOFTBANK BB mail":
<http://www.softbank.co.jp/BBMail/> (only in Japanese)



SOFTBANK CORP.

24-1, Nihonbashi-Hakozakicho, Chuo-ku, Tokyo 103-8501, Japan

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