

# Earnings Results for the 6-month period ended September 30, 2022

November 11, 2022

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None of the SB Funds (including the Vision Fund I, Vision Fund II and SoftBank Latin America Fund), the SB Fund Managers -any successor or future fund managed by an SB Fund Manager, SBG or their respective affiliates makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and nothing contained herein should be relied upon as a promise or representation as to past or future performance of the SB Funds or any other entity referenced in this presentation, or future performance of any successor or the future fund managed by an SB Fund Manager.

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# **External Environment and Strategic Direction**

# Results of Defense (Sep. 30 2022)

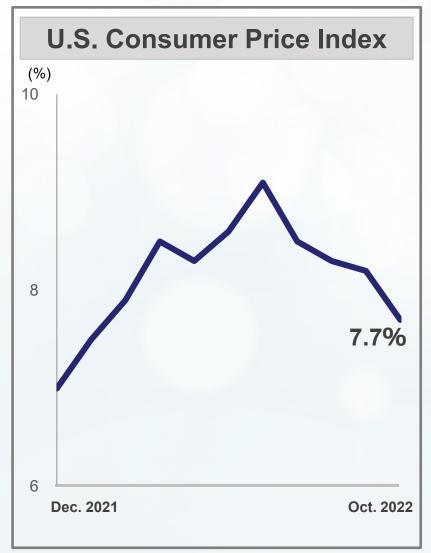
NAV (Net Asset Value) JPY 16.7tr (USD 115bn)

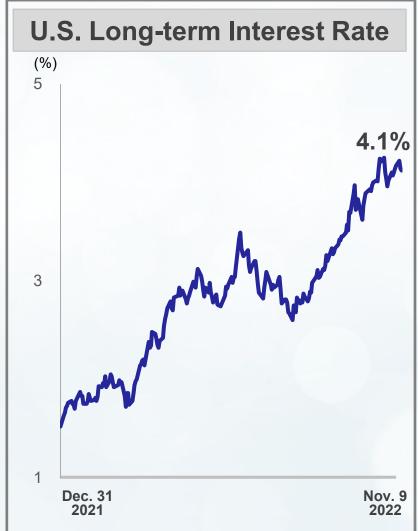
LTV (Loan-to-Value) 15.0%

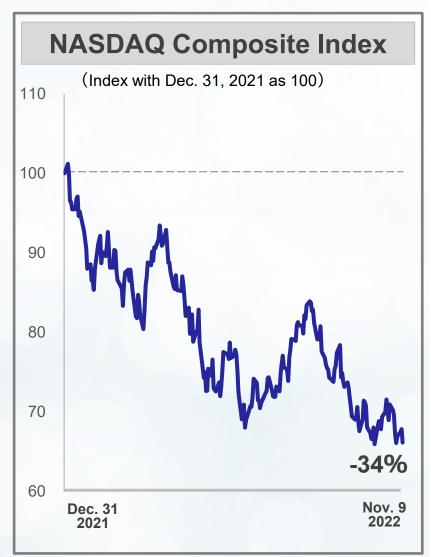
Cash position JPY 4.3tr

(USD 29bn)

### **Market Environment**





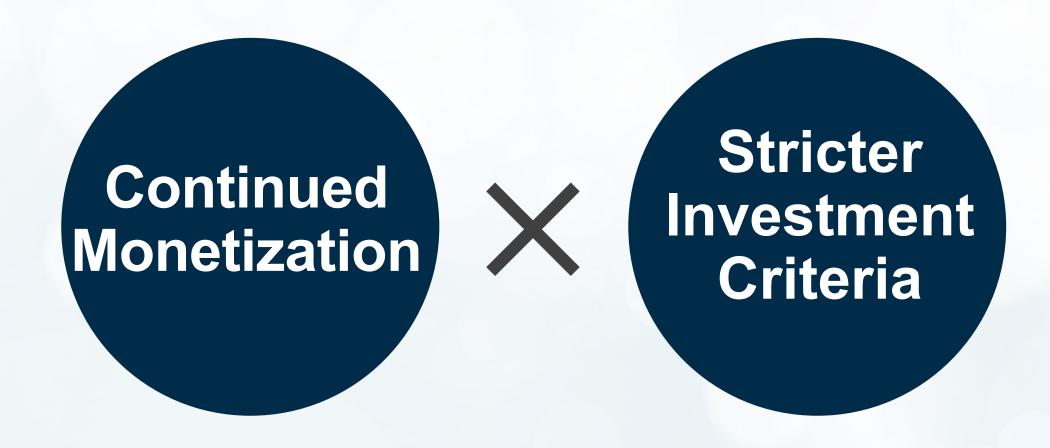


# Heightened Geopolitical Risk





# Defense

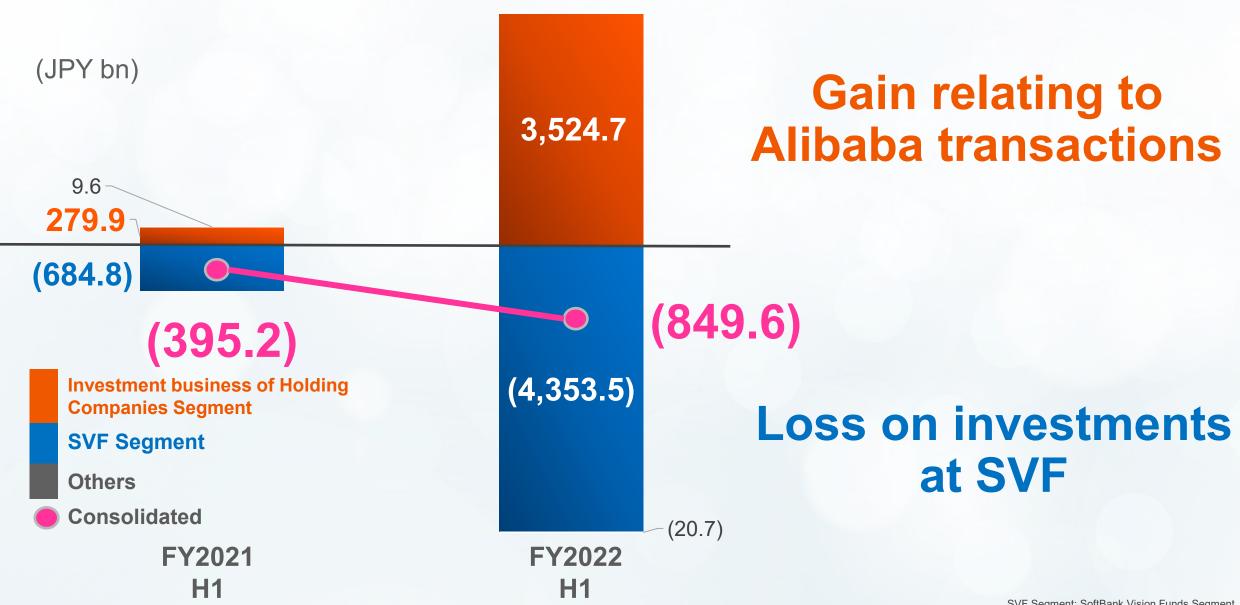


# **Consolidated Results**

# **Consolidated Results**

(JPY bn)	FY2021 H1	FY2022 H1	Change
Net sales	2,983.5 3,182.5	3,182.5	+199.0
Loss on investments	-395.2	-849.6	-454.4
Income before income tax	1,047.0	292.6	-754.3
Net income	363.6	-129.1	-492.7

### **Gain/Loss on Investments**

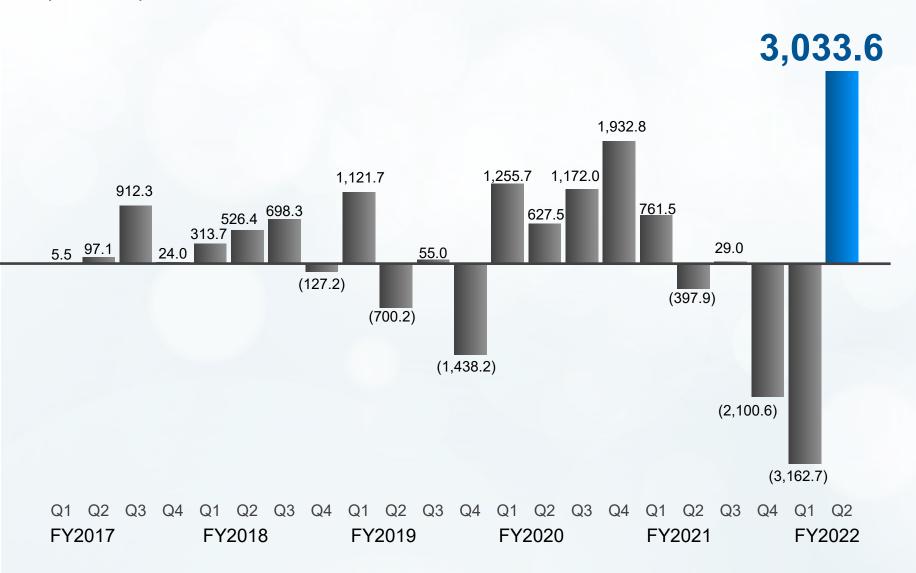


### Income Before Income Tax (by segment)

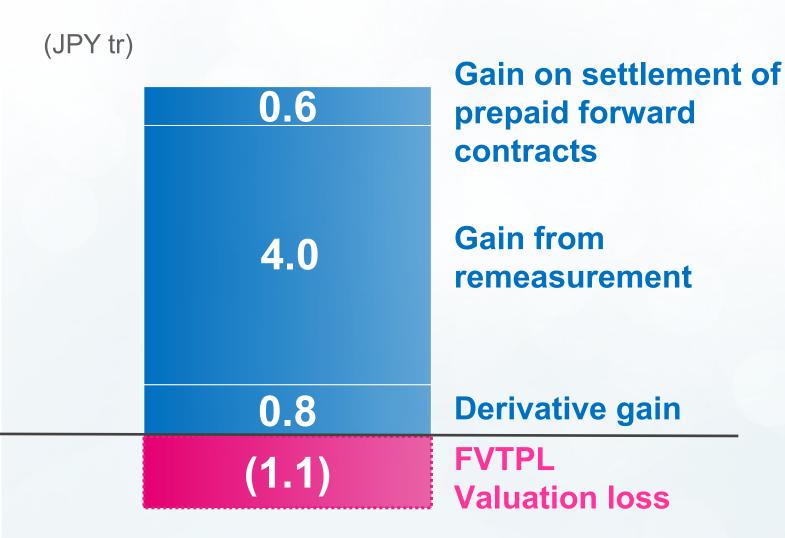
(JPY bn)	FY21 H1	FY22 H1	Change
Investment Business of Holding Companies	1 1115 6		+2,246.7
SVF	svf -401.2 -3,3	-3,350.7	-2,949.5
SoftBank	532.1	429.3	-102.8
Arm	34.0	35.6	+1.6
Other/Reconciliations	-133.5	-83.9	+49.6
Consolidated	1,047.0	292.6	-754.3

# Net Income (quarterly)

(JPY bn)



### Impact of Alibaba-related Transactions



Total impact on consolidated P&L JPY 4.3tr

# Impact of Forex

On NAV

**Increase in NAV** 

**JPY +2.9tr** 

On accounting

**Increase in equity** 

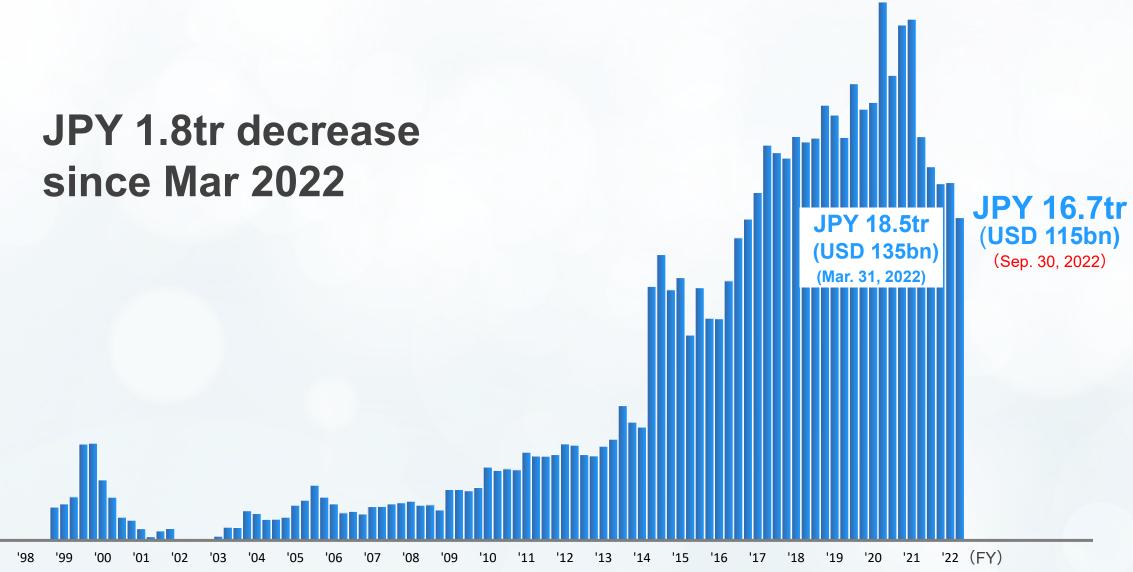
**JPY +2.6tr** 

Consolidated net income

JPY (1.1)tr

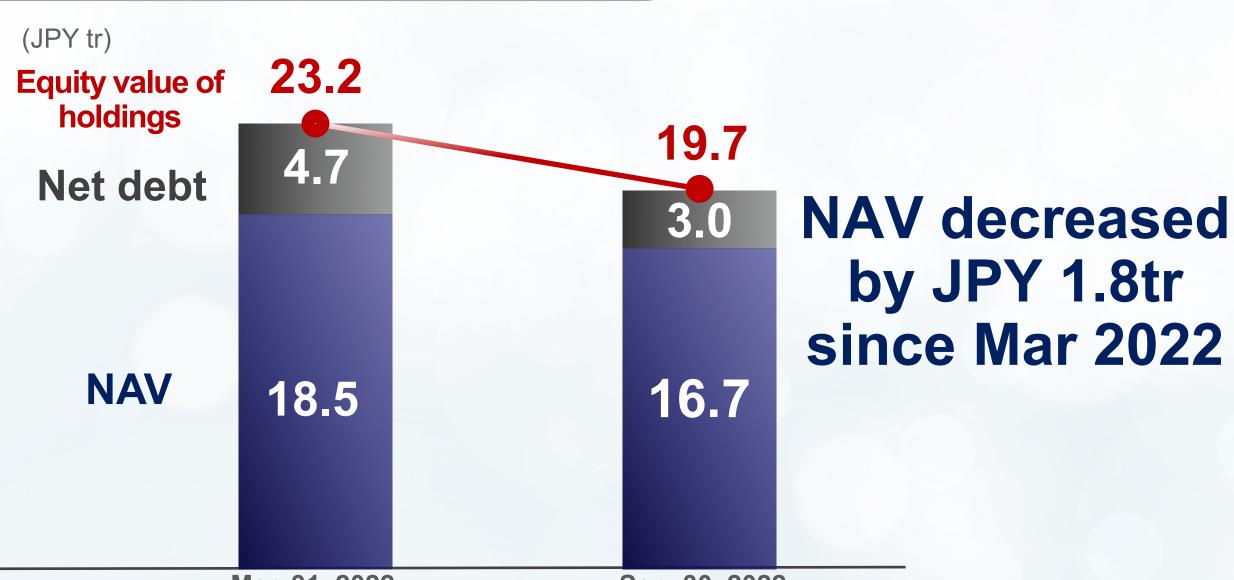
Weaker JPY increased NAV and equity

### NAV (Net Asset Value)



As of the end of each quarter

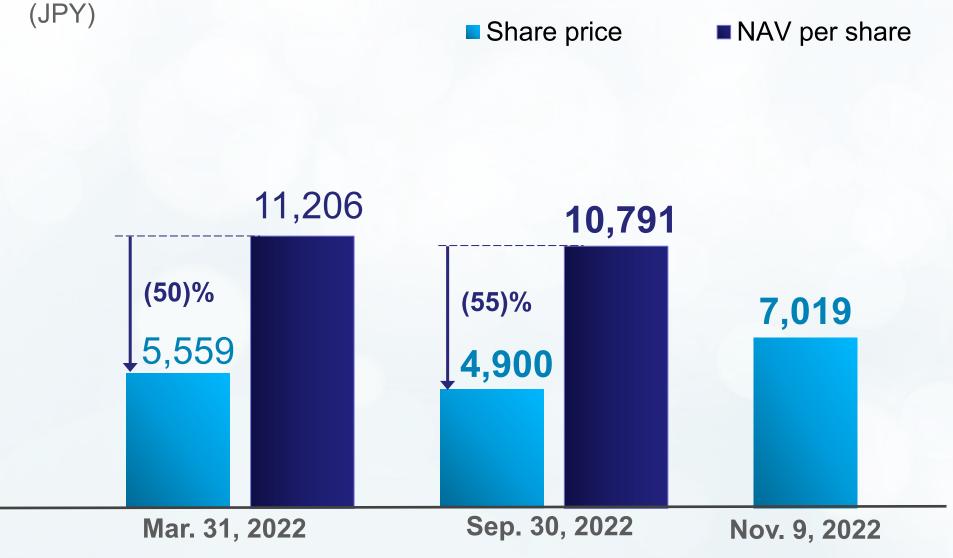
# NAV (Net Asset Value)



Mar. 31, 2022

Sep. 30, 2022

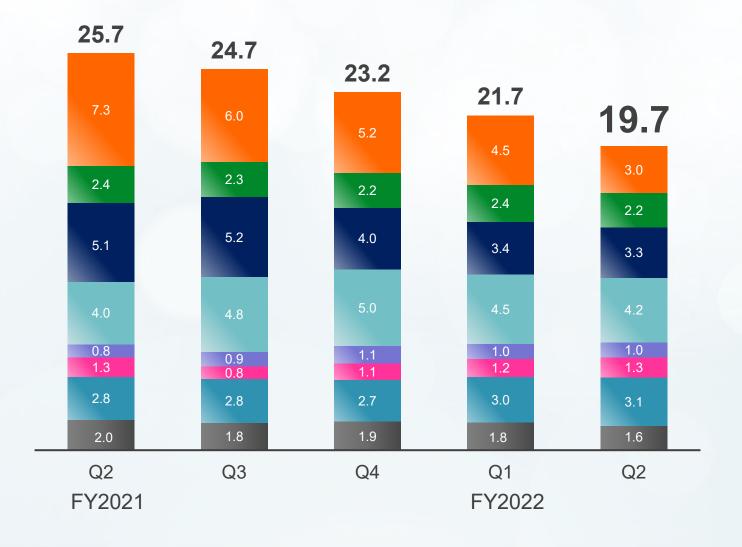
### **NAV** per Share and Share Price



# **Equity Value of Holdings**

(JPY tr)

excl. asset-backed finance

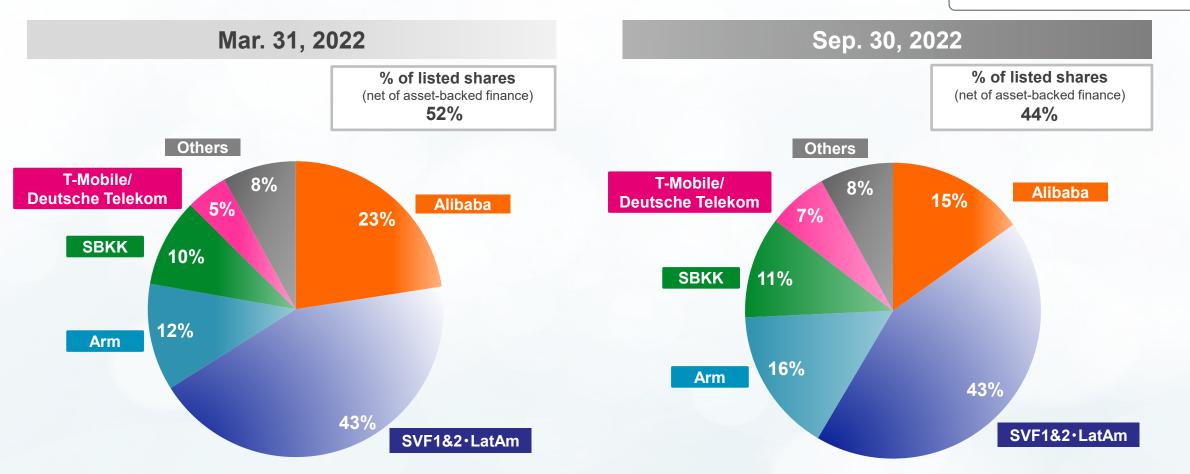


### Composition (as of Sep. 30, 2022)

	Alibaba	15%
	SBKK	11%
	SVF1	17%
	SVF2	21%
	LatAm Funds	5%
	T-Mobile/Deutsche Telekom	7%
	Arm	16%
	Others	8%

### **Equity Value of Holdings: Diversified Portfolio**

excl. asset-backed finance

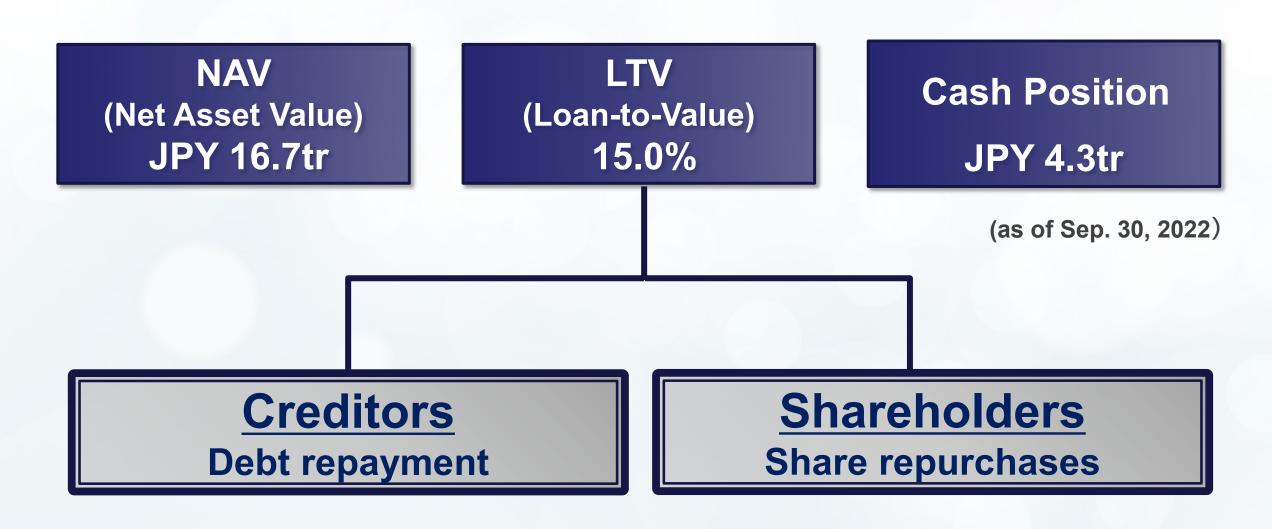


For details of equity value of holdings, see Appendix "Definition and Calculation Method of SBG's NAV and LTV (as of Mar. 31, 2022)" and "Definition and Calculation Method of SBG's NAV and LTV (as of Sep. 30, 2022)." Proportion of listed shares in total equity value of holdings includes shares of Alibaba, listed shares held by SVF1, SVF2, LatAm Funds, SB Northstar, SBKK, T-Mobile, Deutsche Telekom, and public companies included in Others. Regarding SVF1&2 and LatAm Funds, only SBG's interest is included.

The sum of (i) the portion of SBG's equity value of holdings (net of asset-backed finance) as of Sep 30, 2022 represented by listed shares plus (ii) the value of SBG's interest in Arm as of Sep 30, 2022, calculated as described herein and net of asset-backed finance, in light of the previously announced preparations for the listing of Arm is 60%. Although Arm has already announced the commencement of preparations for the listing of the listing and the value of Arm and SBG's stake in Arm post-listing have not yet been determined, and this presentation is not intended to make any guarantee or implication with respect to these matters. For details of the value of SBG's stake in Arm, see Appendix "Definition and Calculation Method of SBG's NAV and LTV (as of Sep. 30, 2022)" 18

# Defense

### **Defense + Stakeholder Returns**



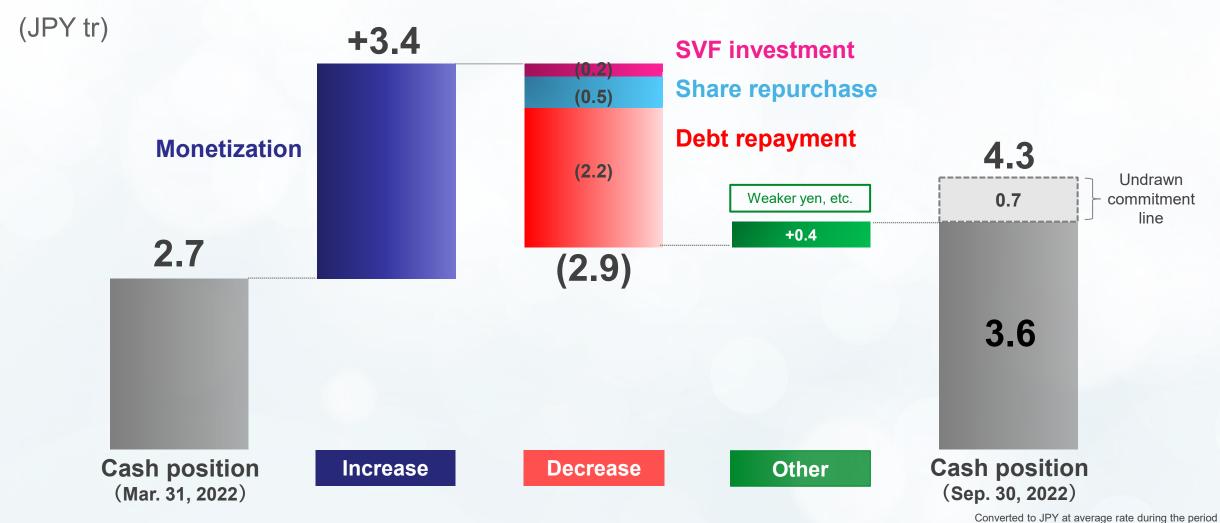
### LTV (Net Debt / Equity Value of Holdings)

excl. asset-backed finance



# Maintaining **low LTV**

### Monetization and Capital Allocation (FY2022 H1)



Cash position: cash and cash equivalents + short term investments recorded as current assets + undrawn commitment line. SBG stand-alone basis (excl. SB Northstar) Monetization: includes distribution of USD 1.6bn from SVF1, USD 0.5bn from SVF2, and USD 0.1bn from LatAm funds; capital return of USD 0.7bn from SB Northstar; funds procured through prepaid forward contracts using Alibaba shares (USD 18.3bn) and asset-back finance using Arm shares (USD 1.4bn); proceeds from sale of T-Mobile shares (USD 2.4bn) and SoFi Technologies, Inc. (USD 0.7bn) SVF investment: the total amount of capital contribution to SVF1, SVF2, and LatAm Funds (USD (1.9)bn)

Share repurchase: the total amount of shares repurchased in accordance with the Board resolution on Nov. 8, 2021 (JPY (523.1)bn) Debt repayment: repayment of borrowings made through SBG's commitment line (USD (4.5)bn), redemption of SBG's bonds (JPY (142.5)bn), repayment of borrowings made through Alibaba shares (USD (6.0)bn) and T-Mobile shares (USD (2.1)bn), and repayment of borrowings made through asset-backed finance through Arm shares (USD (0.9)bn) 22

### **Cash Position**



**Cash Position** 

**Planned Bond Redemption** 

### Reduction in SBG Stand-alone Debt (FY22 H1+ bond repurchase in Oct 2022)

Redemption/repurchase of bonds (incl. bond repurchase in Oct 2022)

Total JPY 456.5bn

Repayment of margin loans

Total JPY 1,007.8bn

Repayment of bank loans

Total JPY 886.0bn

**Total** JPY 2.4tr reduction

**JPY 1.0tr** 

(Nov. 9, 2021 - Nov. 8, 2022)

Completed

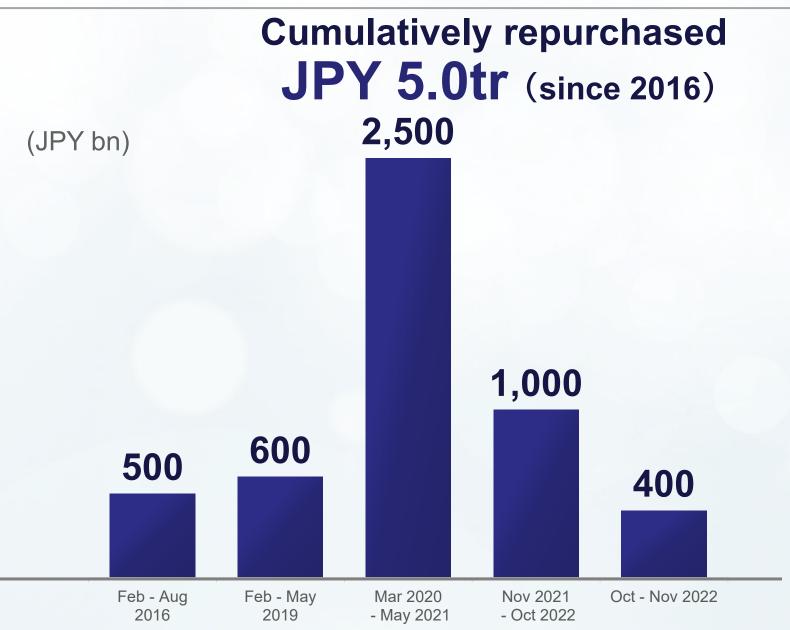
(on Oct. 17, 2022)

### JPY 400bn

(Aug. 9, 2022 - Aug. 8, 2023)

# Completed

(on Nov. 10, 2022)



# Continue large-scale share repurchase

(USD bn)

1	Apple	299
2	Alphabet	128
3	Microsoft	92
4	Meta Platforms	83
5	Oracle	75
6	Charter Communications	41
7	Procter & Gamble	31
8	Lowe's	30
9	Intel	30
10	SoftBank Group	28
27	Alibaba Group Holding	14
45	Toyota Motor	10

(Feb 2019 - Oct 2022)

# Ranking VS global companies

**Additional** USD 2.7bn (JPY 400bn) repurchase completed on Nov. 10, 2022

Ranking of companies listed on stock markets in the U.S. and Japan (excluding companies in financial sector) Feb 2019 - Oct 2022: created by SBG based on the filings of companies and FX rates as of Oct. 17, 2022 SoftBank Group USD 28bn: converted total repurchase amount of JPY 4.1tr repurchased under the programs in accordance with Board resolutions since Feb 2019 by the exchange rate of USD1=JPY148.83 28

# SoftBank Vision Funds

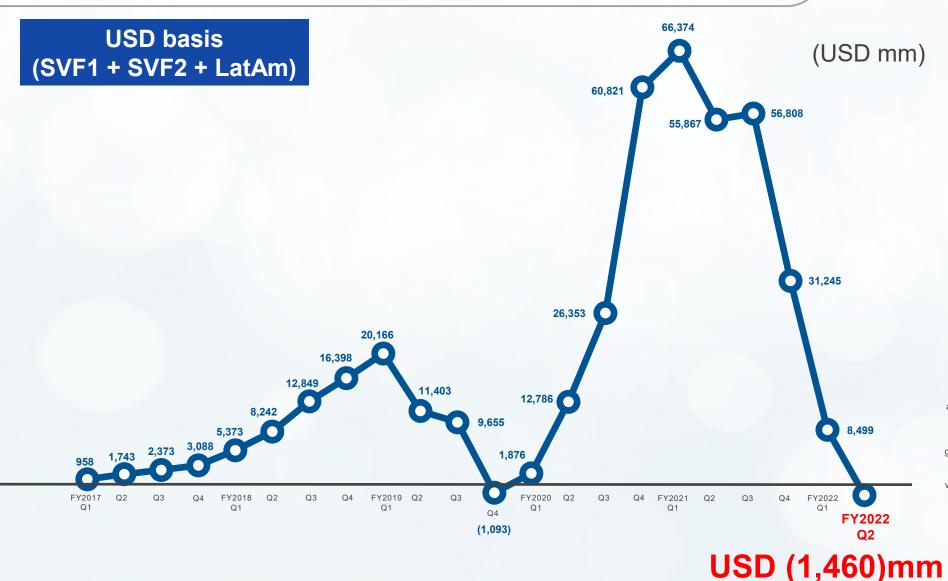
### Gain/Loss on Investments (Quarterly)



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Gain and Loss on Investments at Vision Funds (Quarterly): quarterly gain and loss on investments at SVF1, SVF2, and LatAm Funds. Before translation for the Company's consolidated financial statements. Includes derivative gain and loss. Before deducting third-party interests, tax, and expenses. 30

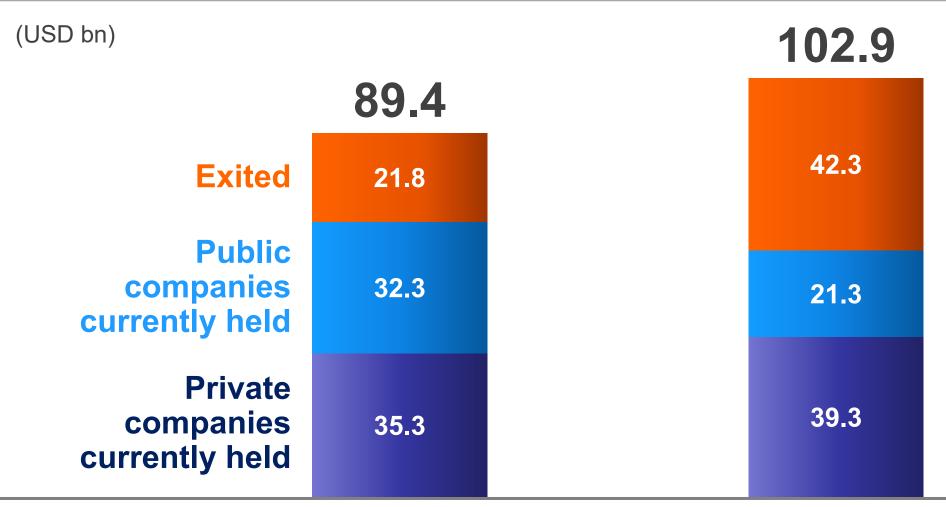
### Gain/Loss on Investments (Cumulative)



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Gain and Loss on Investments at Vision Funds (Cumulative): cumulative gain and loss on investments at SVF1, SVF2, and LatAm Funds since FY2017 Q1. Before translation for the Company's consolidated financial statements. Includes derivative gain and loss. Before deducting third-party interests, tax, and expenses. 31

### SVF1: Cumulative Investment Return (as of Sep. 30, 2022)



### Investment cost

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### **Cumulative investment return**

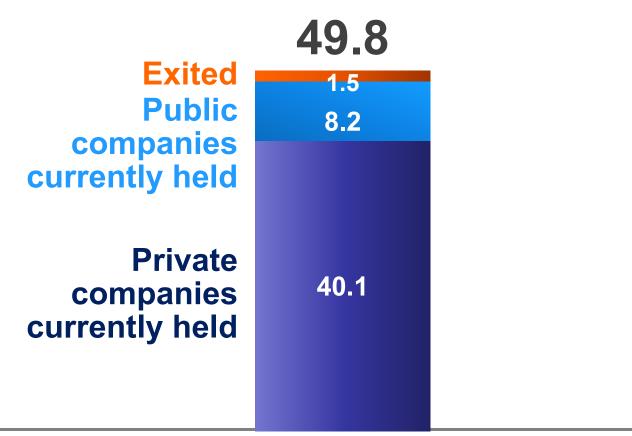
(FV + Sale price)

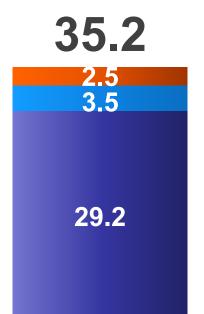
Cumulative investment return: before deducting third-party interests, taxes, and expenses. Exited: includes disposal (sale) through share exchanges. The classification of portfolio companies as public/private is based on their status as Sep 2022. Public companies currently held: includes a portfolio company traded in the over-the-counter market.

For a certain investment that was initially determined to be transferred from the Company to SVF1 but later canceled, any unrealized valuation gains and losses incurred for the period leading up to the decision to cancel the transfer are not included in the presentation. 32

### SVF2: Cumulative Investment Return (as of Sep. 30, 2022)

(USD bn)





### Investment cost

The information contained herein is provided solely for illustrative purposes on an SBG basis and individual investors' results may vary. Furthermore, past performance is not necessarily indicative of future results. Income before income tax reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1, SVF2 and LatAm Funds. There is no guarantee that historical trends will continue throughout the life of SVF1, SVF2 and LatAm Funds. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

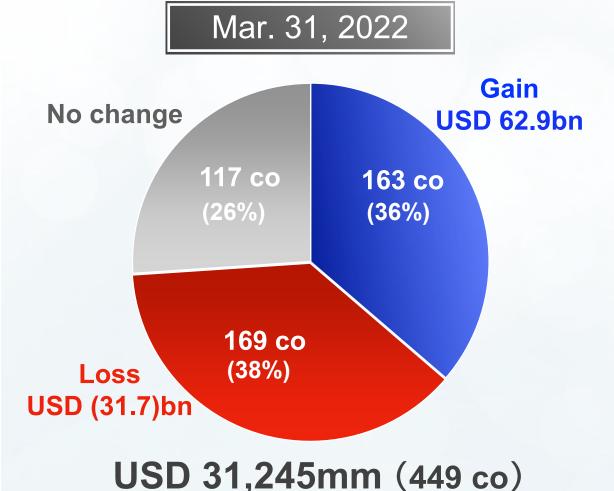
### **Cumulative investment return**

(FV + Sale price)

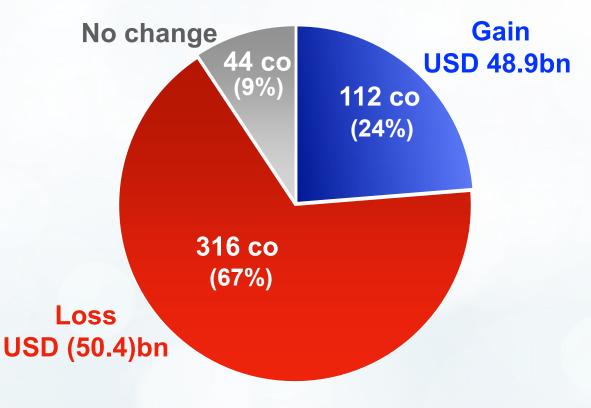
Cumulative investment return: before deducting taxes and expenses. Exited: includes disposal (sale) through share exchanges. The classification of portfolio companies as public/private is based on their status as of Sep 2022. Public companies currently held: includes those traded in the over-the-counter market The investment cost and fair value of investments before exit in SVF2 include those related to a minor SVF2 ownership percentage in another portfolio company received as part of the consideration for SVF2's investment in a portfolio company, 33

### Value Changes in Portfolio (cumulative)

**USD** basis (SVF1 + SVF2 + LatAm)



Sep. 30, 2022



USD (1,460)mm (472 co)

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Gain and Loss on Investments at Vision Funds (Cumulative); gain and loss on investments at SVF1, SVF2, and LatAm Funds, including derivative gain and loss before deducting third-party interests, tax, and expenses. Includes Polygon, which is invested through the purchase of MATIC Tokens (counted as no change in value) 34

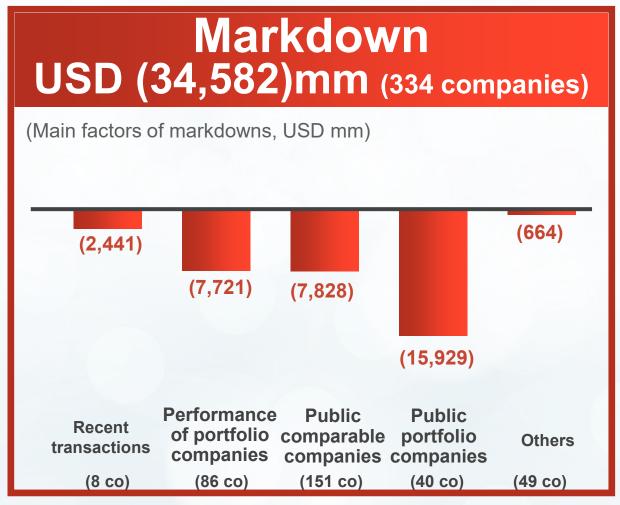
### Gain/Loss on Investments (FY22 H1)

**USD** basis (SVF1 + SVF2 + LatAm)

Total USD (32,705)mm



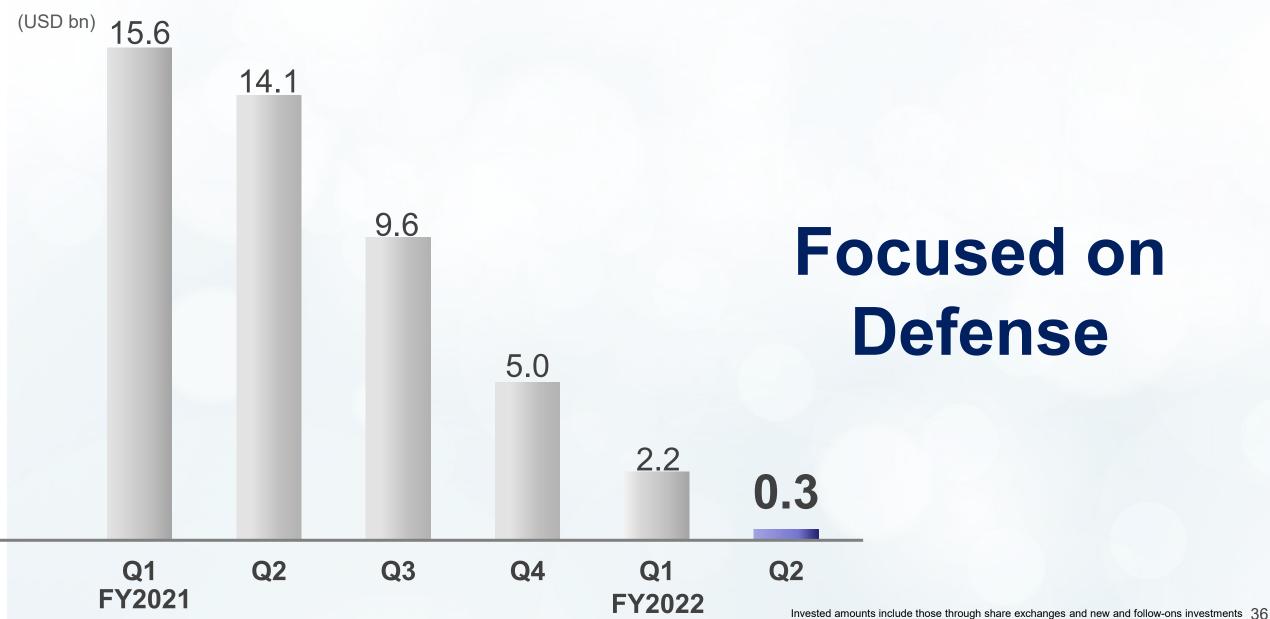
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Gain and Loss on Investments at SVF: gain and loss on investments at SVF1, SVF2, and LatAm Funds, including derivative gain and loss before deducting third-party interests, tax, and expenses.

The main factors of the change in valuation of each portfolio company are indicated based on the classification determined as reasonable by SBIA. Although SBIA believes that such determinations are reasonable, they are inherently subjective in nature, (Source) SBIA Public portfolio companies include those traded in the over-the-counter market.

# **Invested Amounts** (SVF1+SVF2)



### IPO & Sales/Monetization (SVF1+2; FY22 H1)

IPO 3 companies

goto

DELHIVELY



Sales/
Monetization\* USD 5 1 bn

Uber





etc.

# **Current Policy**

1

Improve organizational efficiency (Centralizing global platform)

2

Heightened discipline for new investments

3

Enhance the value of current portfolio

# **New Leadership**



**Alex Clavel** 

Oversees investing teams in the U.S. / Latin America



**Greg Moon** 

Oversees investing teams in Europe / Asia



**Navneet Govil** 

Oversees all functional teams globally

# SoftBank Vision Funds — Sectors in Focus

# Shifting Commerce to the Digital World

### **Continued growth in global E-Commerce sales**



**Indicative Portfolio** 

attentive<sup>®</sup>

**ByteDance** 

Commerce



# Reimaging the Global Supply Chain

# Significant opportunity for further warehouse automation

Automation (ASRS) Market Opportunity

Unautomated 98%

2%

Automated

### **Indicative Portfolio**



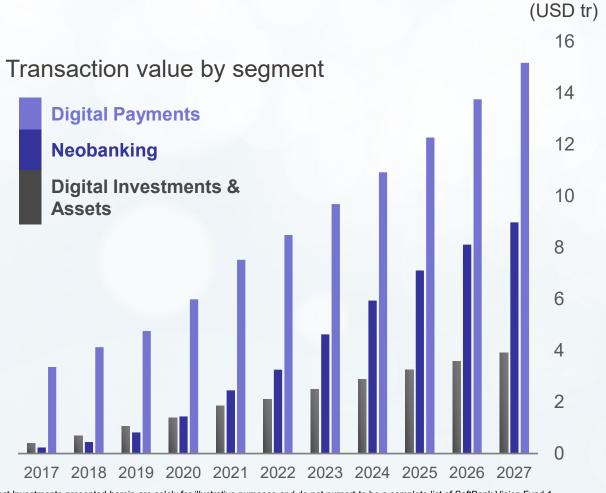






## **Democratizing Access to Financial Services**

### Fintech poised for continued growth



### **Indicative Portfolio**









Select Investments presented herein are solely for illustrative purposes and do not purport to be a complete list of SoftBank Vision Fund 1, SoftBank Vision Fund 2, and LatAm Funds Investments. References to Investments included herein should not be construed as a recommendation of any particular Investment or security. It should not be assumed that Investments made in the future will be comparable in quality or performance to the Investments described herein. Please refer to visionfund.com/portfolio for a more complete list of Investments.

# Navigating a New Frontier in Labor Markets

### Historically high job openings



**Indicative Portfolio** 





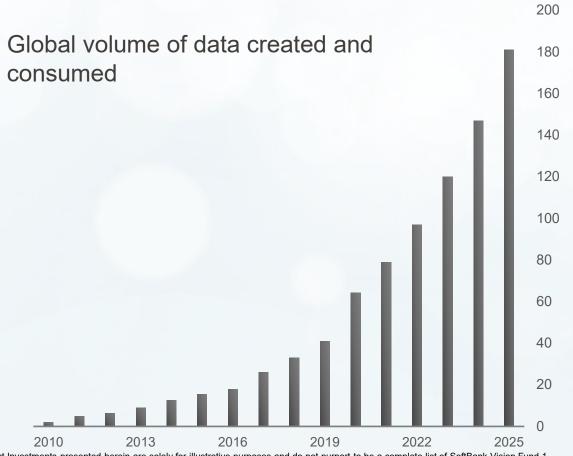
Beisen

·buk·

Select Investments presented herein are solely for illustrative purposes and do not purport to be a complete list of SoftBank Vision Fund 1, SoftBank Vision Fund 2, and LatAm Funds Investments. References to Investments included herein should not be construed as a recommendation of any particular Investment or security. It should not be assumed that Investments made in the future will be comparable in quality or performance to the Investments described herein. Please refer to visionfund.com/portfolio for a more complete list of Investments.

### Managing, Analyzing, and Protecting the World's Data

### Worldwide data forecasted to grow exponentially (Zettabytes)



### **Indicative Portfolio**

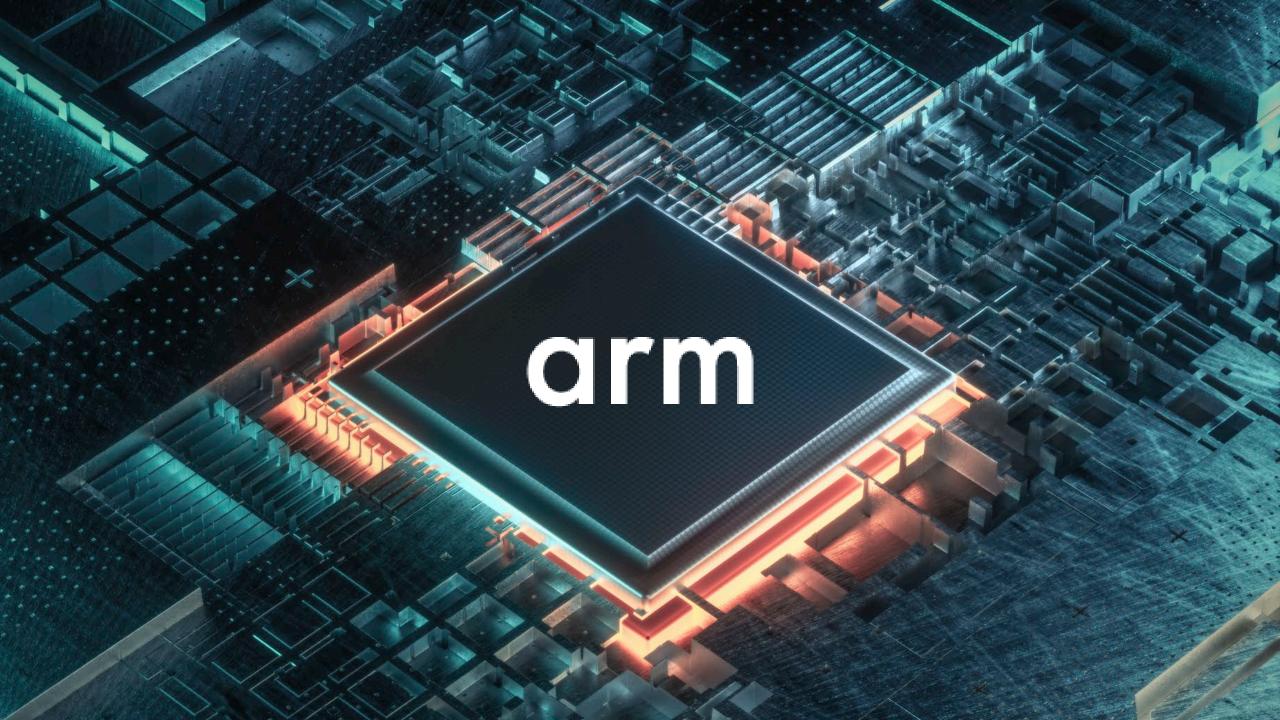






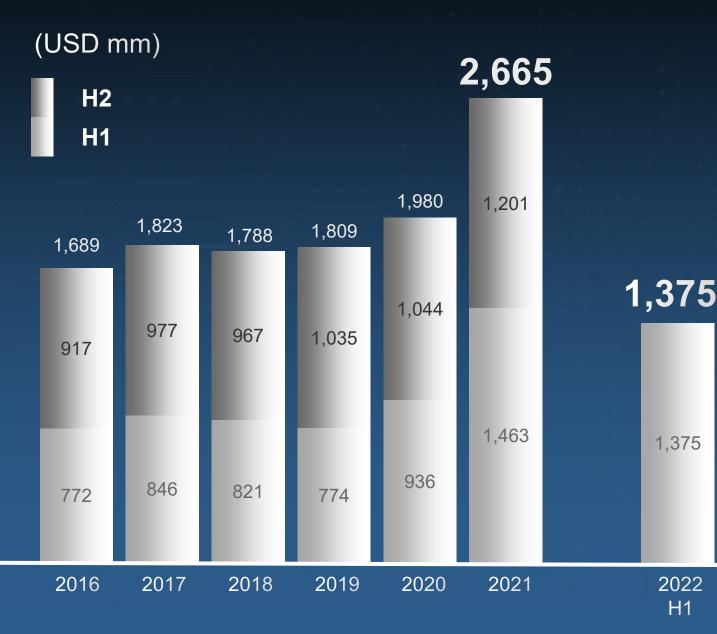


# Portfolio Companies' Update

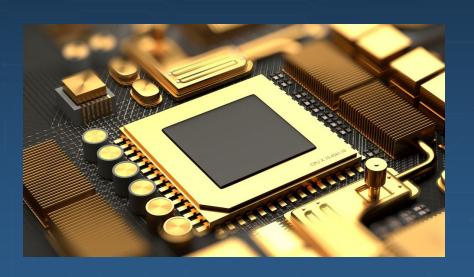


### Revenue

### arm



# 3-year CAGR (H1) 21%



(FY)

(Source) Arm After FY2017: excl. ISG revenues ISG: Internet-of-Things Services Group Based on, but not necessarily in conformity with IFRS All numbers are unaudited and provided for directional information purposes only All numbers are preliminary and subject to change The information herein was prepared by Arm. None of SBG, SVF1, the general partner of SVF1 or SBIA make any representation regarding the accuracy of the information and are under no obligation to update the information 48

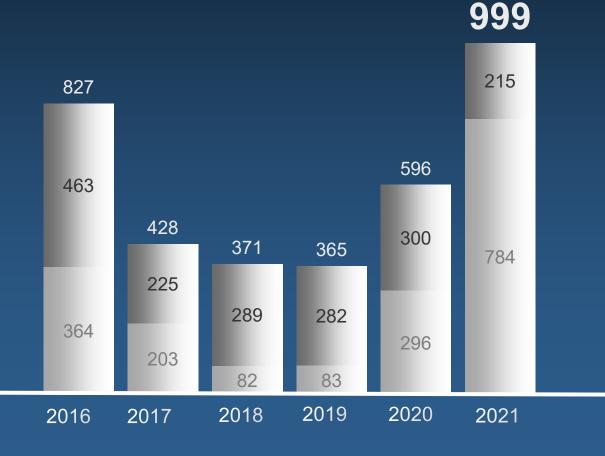
# Adjusted EBITDA

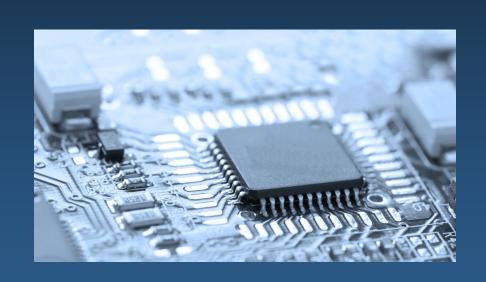
# arm











740

740

2022

H1

(Source) Arm
Arm's Adjusted EBITDA for FY2018-19 excludes ISG direct costs only
FY2020-21 also excludes some corporate costs associated with ISG
ISG: Internet-of-Things Services Group
Based on, but not necessarily in conformity with IFRSs

Based on, but not necessarily in conformity with IFRSs All numbers are unaudited and provided for directional information purposes only All numbers are preliminary and subject to change

The information herein was prepared by Arm. None of SBG, SVF1, the general partner of SVF1 or SBIA make any representation regarding the accuracy of the information and are under no obligation to update

# Market Share (2021)

### arm







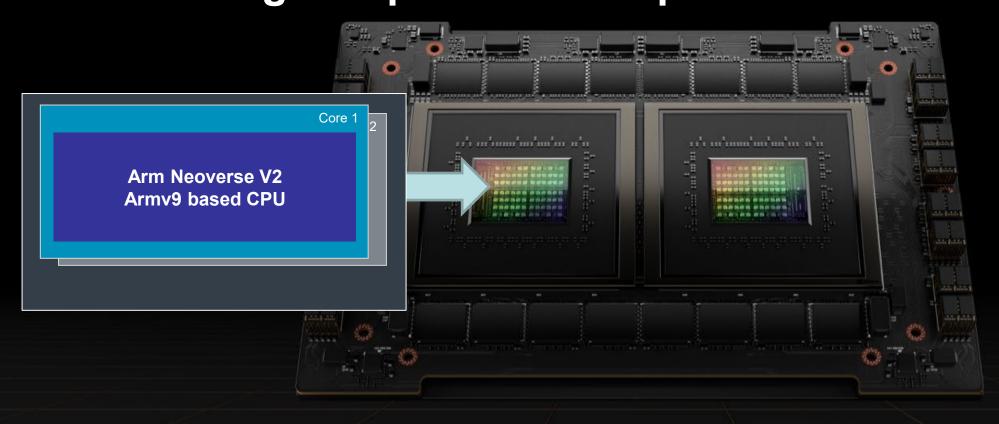


# Finding Opportunities in Adversity

Mobile: market share (by volume) of mobile application processors in smartphones and tablets, IoT: market share (by volume) of the combined embedded and IoT market which includes all industrial chips and IoT chips, Automotive: market share (by volume) of all chips with processors going into cars. Cloud: market share (by volume) of service providers, each for CY2021, (Source) Arm estimates, provided in Apr 2022. The information contained herein is provided for illustrative purposes only

# Arm Neoverse V2 —Arm's highest performance processor





NVIDIA announces Grace CPU Superchip deploying two Arm Neoverse V2 processors

# Strengthening Management





New Board member Karen Dykstra

Director of VMware, Inc. and Gartner Inc. (to present)

Former Chief Financial and Administrative Officer of AOL

Former Partner at Plainfield Asset Management LLC



New Board member **Jeff Sine** 

Co-Founder and Partner of The Raine Group (to present) Prior to founding Raine, worked in investment banking business at Morgan Stanley and UBS



New Board member Tony Fadell

Principal at the Build Collective, an investment and advisory firm for tech startups (to present)

Led development of iPod and iPhone as SVP, Apple



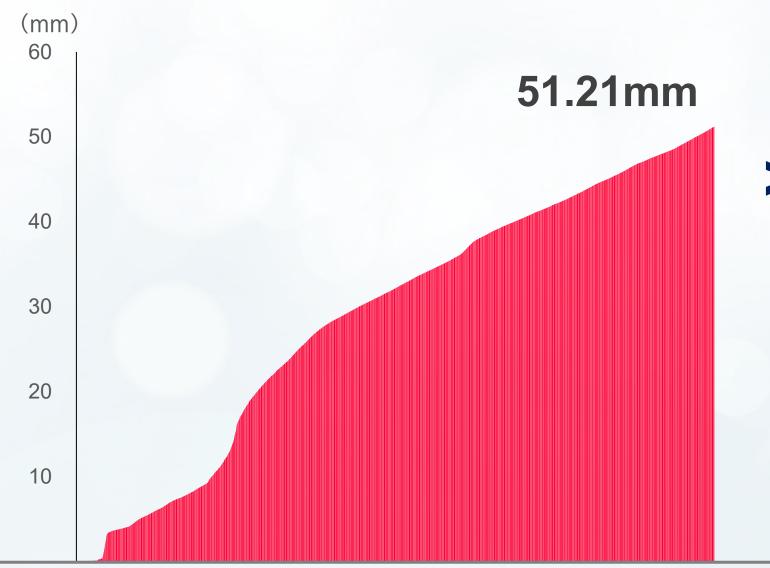
**New CFO Jason Child** 

Director of Coupang Inc. (to present) Former SVP & CFO of Splunk Former CFO of Opendoor.com and Amazon International etc.



# **Number of Registered Users**





Oct 2018

# >51mm users

(as of Sep. 24, 2022)

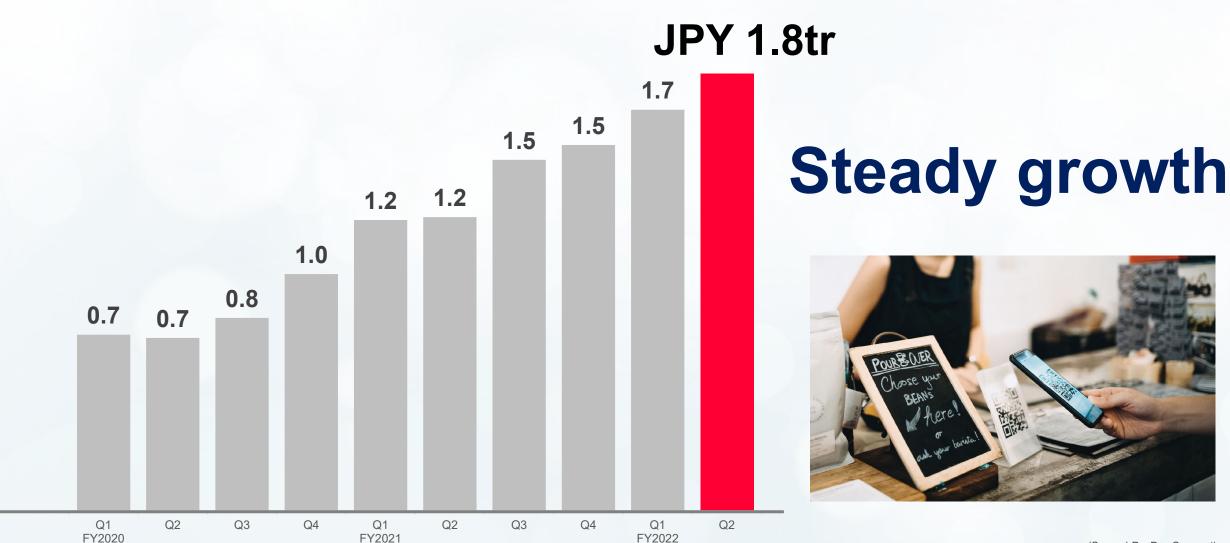


**Sep 2022** 

### **GMV** (Gross Merchandise Value)



(JPY tr)



## **Strong Brand Recognition**



**QR** code payment market share in Japan





**Most downloaded** app in Japan



App with **most** users in Japan



# **Cashless Payment Market**





Alliance/Synergies with PayPay Card **Enhance finance** 

business

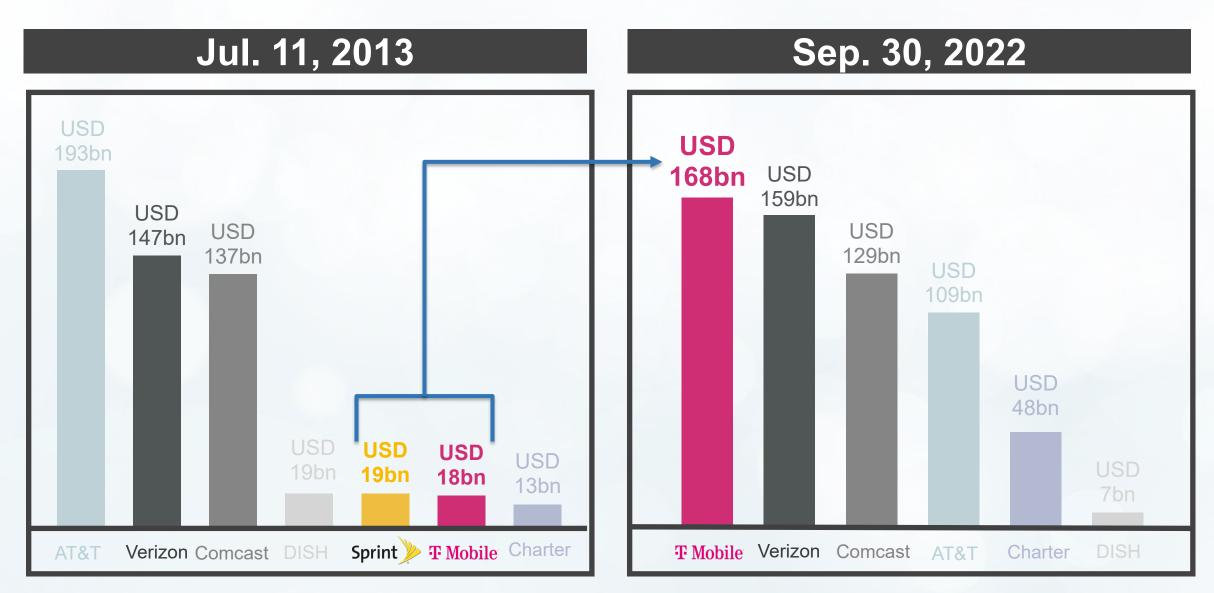
**Expand merchant** business

**Pursuing further** value growth

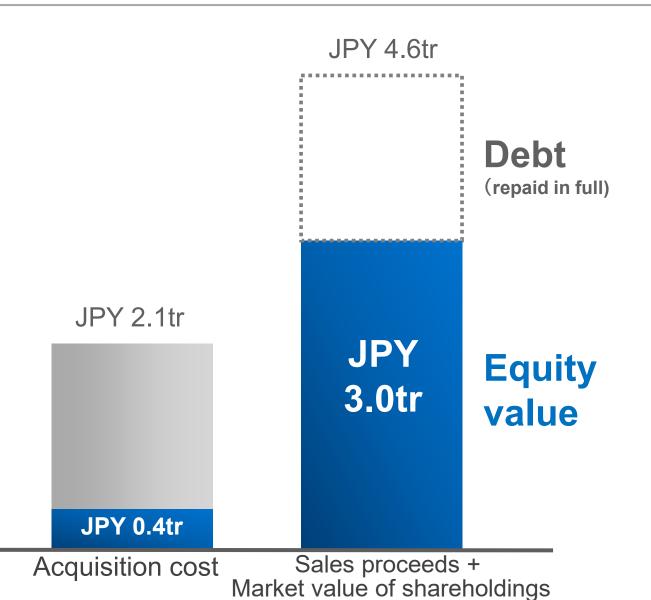
# F Mobile<sup>®</sup>

# **U.S. Telecom Market Capitalization**





### Investment Return (Sprint, T-Mobile & Deutsche Telekom)



as of Sep. 30, 2022

IRR 25%

> FX rate: TTM of each transaction date IRR: equity value IRR

Debt: amount raised at acquisition in Japanese yen (JPY 1.65tr) Acquisition cost: excludes incidental expenses

Equity value as of Sep. 30, 2022: sum of (a)-(d) below

(a) aggregate sale price of T-Mobile shares already sold (USD 22.5bn)

(b) market value of T-Mobile shares held (USD 5.4bn): calculated by multiplying the number of T-Mobile shares held by the closing price on Sep.30, 2022, adding the fair value of share options subject to Deutsche Telekom's stock purchase options, and fair value of the rights received in connection with the transaction in which T-Mobile sold the company's shares to Trust that offered its Cash Mandatory Exchangeable Trust Securities, which allows a subsidiary of SBG to acquire T-Mobile shares under certain conditions

(c) value of Deutsche Telekom shares held (EUR 3.9bn): calculated by multiplying the number of Deutsche Telekom shares held by the closing price on Sep. 30, 2022

(d) fair value of T-Mobile earnout shares (USD 5.5bn): fair value of SBG's right to acquire 48,751,557 T-Mobile shares for no consideration under the condition that the 45-day trailing VWAP of T-Mobile common stock became USD 150 or more during Apr. 1, 2022 to Dec. 31, 2025

# **Financial Strategy**

# **Financial Strategy Unchanged**

(1) Firmly keeping financial policy

(2) Flexible and adaptive financial management

# Firmly Keeping Financial Policy

1. Maintain LTV below 25% in normal times (upper threshold of 35% even in times of emergency)

2. Maintain at least 2-year worth of bond redemptions in cash

3. Secure recurring distributions and dividend income from SVF and other subsidiaries

# Sustainability

### Our Corporate Philosophy and Sustainability

# Information Revolution — Happiness for Everyone

Sustainability commitment integrated in our corporate philosophy

Contribute to addressing global challenges through investment in IT and Al



### **Addressing Challenges through Investment**

Our diverse portfolio companies address environmental and social challenges; including climate change, circular economy, enhanced productivity, and improved access to education and finance



### **Toward Greenhouse Gas Reduction**

### **Group Target**



### **Achieving Carbon Neutrality by FY2030**

### **FY2021 Progress**

**SBG** 

### **Achieved Carbon Neutrality**

Arm

SoftBank Corp.

Yahoo Japan

98% of electricity used by the company is renewable energy

53.5% of electricity used at base stations is renewable energy

59% of energy used by the company is renewable energy

### **Initiatives for Diversity & Inclusion**

### FY2021 Progress

### **SBG**



Ratio of female employees 44%

Ratio of female managers

### SoftBank Corp.

**Set Target for ratio of** female managers

15% by FY2030

**20%** by FY2035

### **SB Opportunity Fund**

Invested in businesses led by underrepresented founders in the U.S.

57 deals and USD 75mm









### **SoftBank Group International**

Ratio in new hire

Women **51%** 

People of color 55%

### **Governance Initiatives**

Our diverse management team with knowledge in various areas



Only 12% of companies have a majority of external directors (among those listed in TSE Prime Market)



Representative Director, Corporate Officer. Chairman & CEO

Masayoshi Son



Board Director. Corporate Officer, Senior Vice President, CFO & CISO

Yoshimitsu Goto



**Board Director** 

Representative Director & Chairman. SoftBank Corp. Ken Miyauchi



Kentaro Kawabe



Independent Officer



Independent Officer



Independent Officer



External Board Director, External Board Direct Independent Officer

Counselor. MITSUI & CO., LTD.

Professor. Graduate School of Engineering the University of Tokyo

Representative Director, **KOEI TECMO** HOLDINGS CO., LTD.

Chairman.

Yutaka Matsuo Keiko Erikawa

Board Director. Morrison & Foerster LLP

Kenneth A. Siegel

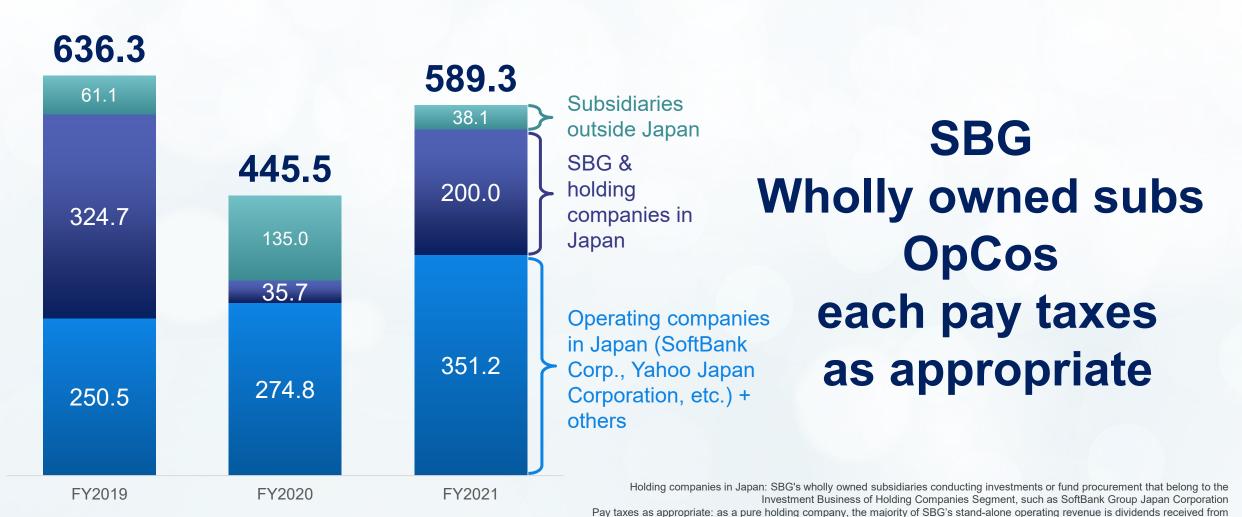
Co-Founder and General Partner **DCM Ventures** 

David Chao



### Income Taxes Paid (Net) on Consolidated basis

(JPY bn)



its subsidiaries and associates. These subsidiaries and associates pay income taxes on their respective income and then pay dividends from the remaining income. Therefore, a substantial portion of the dividends received falls outside the scope of taxation for SBG.

# Information Revolution — Happiness for everyone



# Appendix

### Definition and Calculation Method of SBG's NAV and LTV (as of Mar. 31, 2022)

#### 1. NAV (Net Asset Value)

NAV = Equity value of holdings - Net debt

#### 2. Equity value of holdings (after adjusting asset-backed financing)

- Alibaba: calculated by multiplying the number of Alibaba ADSs equivalent to the number of shares held by SBG by the ADS price; less (a) and (b) below.
  - a) the sum of the outstanding maturity settlement amounts (calculated by using the company's share price) of the prepaid forward contracts (floor contracts, collar contracts, forward contracts, and call spread) using Alibaba shares.
  - b) equivalent amount of debt outstanding for margin loans using Alibaba shares.
- SBKK: calculated by multiplying the number of shares held by SBG by the share price of SBKK, less the equivalent amount of debt outstanding for margin loans using SBKK shares.
- SVF1: SBG's share of the equivalent value of assets held by SVF1 + performance fees accrued, etc.
- SVF2: SBG's share of the equivalent value of assets held by SVF2, etc.
- LatAm Funds: SBG's share of the equivalent value of assets held by LatAm Funds + performance fees accrued.
- **T-Mobile:** the sum of (c) to (e), less (f) to (h) below
  - c) value of SBG's shareholding, including the number of shares subject to call options held by Deutsche Telekom (56,124,954 shares as of Mar. 31, 2022), multiplied by the company's share price.
  - d) fair value of SBG's right to acquire the company's shares (48,751,557 shares) for no consideration under certain conditions (contingent consideration).
  - e) fair value of the rights received in connection with the transaction in which T-Mobile sold the company's shares to Trust that offered its Cash Mandatory Exchangeable Trust Securities, which allows a subsidiary of SBG to acquire T-Mobile shares under certain conditions.
  - f) the amount of derivative financial liabilities related to unexercised call options held by Deutsche Telekom.
  - g) of the total borrowing amount of the margin loan using T-Mobile shares, the amount that is considered as asset-backed financing non-recourse to SBG (\$1.49bn, which is a portion of the total borrowing amount of \$2.06bn less the maximum amount guaranteed by SBG (\$0.57bn), because SBG guarantees a portion of the borrowing on an exceptional basis. As a precondition for SBG to fulfill its guarantee obligations, the lenders are obligated to first recover the amount to the maximum extent possible from Alibaba shares pledged as collateral for such borrowing.)
  - h) maturity settlement amount of the prepaid forward contracts (collar contracts) using T-Mobile shares (calculated by using the company's share price).
- Deutsche Telekom: calculated by multiplying the number of Deutsche Telekom shares held by SBG by the company's share price, less the maturity settlement amount of a collar transaction using Deutsche Telekom shares.
- Arm: the fair value of Arm shares held by SBG (75.01% of outstanding shares), which is calculated based on the fair value of all shares of Arm calculated at SVF1, minus the amount equivalent to the outstanding debt balance of the borrowings made through asset-backed finance using Arm shares.
- Others: the sum of (i) to (k) below
  - i) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share.
  - j) unlisted shares: calculated based on the fair value (or the carrying amount in SBG's balance sheet for those not measured at fair values) of unlisted shares, etc. held by SBG.
  - k) SB Northstar (Listed investments): SBG's share of SB Northstar's NAV plus the value of NVIDIA Corporation shares held by SBG multiplied by its share price.

### 3. Net debt (after adjusting asset-backed financing)

- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = Consolidated net interest-bearing debt Net interest-bearing debt at self-financing entities, etc. Other adjustments
- Consolidated net interest-bearing debt: excludes bank deposits and cash position at PayPay Bank
- Net interest-bearing debt at self-financing entities, etc.: the sum of gross interest-bearing debt minus the sum of cash positions of self-financing entities, such as SBKK (including its subsidiaries such as Z Holdings Corp.), SVF1, SVF2, LatAm Funds, Arm, and PayPay Corporation, as well as SB Northstar.
- Other adjustments: the sum of adjustments of (I) to (v) below
  - I) JPY Hybrid Bonds issued in Sep. 2016: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
  - m) USD Hybrid Notes issued in Jul. 2017; adding 50% to interest-bearing debt (to treat it a liability), as the entire amount is recorded as equity in the consolidated financial statements.
  - n) JPY Hybrid Loan borrowed in Nov. 2017: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
  - o) JPY Hybrid Bonds issued in Feb. and Jun. 2021: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
  - p) deducting the amount equivalent to the outstanding margin loans using Alibaba shares.
  - g) deducting the financial liabilities relating to prepaid forward contracts (floor contracts, collar contracts, and forward contracts) using Alibaba shares.
  - r) deducting the equivalent amount of debt outstanding for margin loans using SBKK shares.
  - s) deducting the loan amount that is considered as asset-backed financing non-recourse to SBG, which is a portion of the margin loan using T-Mobile shares pledged as collateral (refer to (g) above under 2).
  - t) deducting the financial liabilities relating to prepaid forward contracts (collar contracts) using T-Mobile shares.
  - u) deducting the financial liabilities recorded as borrowings relating to collar transactions using Deutsche Telekom shares.
  - v) deducting the amount equivalent to the outstanding debt balance of the borrowings made through asset-backed finance using Arm shares.

#### 4. LTV (Loan to value)

LTV = Net debt / Equity value of holdings

#### 5. Other assumptions

- Share prices: Closing price as of Mar. 31, 2022
- FX rate: USD 1 = JPY 122 39
- SBG = SoftBank Group Corp., Alibaba = Alibaba Group Holding Limited, SBKK = SoftBank Corp., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2, LatAm Funds = SoftBank Latin America Funds, T-Mobile = T-Mobile US, Inc., Deutsche Telekom = Deutsche Telekom AG, Arm = Arm Limited
- Before considering tax unless otherwise stated
- The information herein is based on assumptions made by the Company and is not indicative of the price of SBG's common shares or any securities held by the Company and should not form the basis of any investment decisions.

### Definition and Calculation Method of SBG's NAV and LTV (as of Sep. 30, 2022)

#### 1. NAV (Net Asset Value)

NAV = Equity value of holdings - Net debt

#### 2. Equity value of holdings (after adjusting asset-backed financing)

- Alibaba: calculated by multiplying the number of Alibaba ADSs equivalent to the number of shares held by SBG by the ADS price, less the sum of the outstanding maturity settlement amounts (calculated by using the company's share price) of the prepaid forward contracts (floor contracts, collar contracts, forward contracts, and call spread) using Alibaba shares.
- SBKK: calculated by multiplying the number of shares held by SBG by the share price of SBKK less the equivalent amount of debt outstanding for margin loans, etc. using SBKK shares.
- SVF1: SBG's share of the equivalent value of assets held by SVF1 + performance fees accrued, etc.
- SVF2: SBG's share of the equivalent value of assets held by SVF2, etc.
- LatAm Funds: SBG's share of the equivalent value of assets held by LatAm Funds + performance fees accrued.
- **T-Mobile:** the sum of (a) to (d), less (d) and (e) below
- a) value of SBG's shareholding, including the number of shares subject to call options held by Deutsche Telekom (34.971.809 shares as of Sept. 30, 2022), multiplied by the company's share price.
- b) fair value of SBG's right to acquire the company's shares (48.751.557 shares) for no consideration under certain conditions (contingent consideration).
- c) fair value of the rights received in connection with the transaction in which T-Mobile sold the company's shares to Trust that offered its Cash Mandatory Exchangeable Trust Securities, which allows a subsidiary of SBG to acquire T-Mobile shares under certain conditions.
- d) the amount of derivative financial liabilities related to unexercised call options held by Deutsche Telekom.
- e) maturity settlement amount of the prepaid forward contracts (collar contracts) using T-Mobile shares (calculated by using the company's share price).
- Deutsche Telekom: calculated by multiplying the number of Deutsche Telekom shares held by SBG by the company's share price, less the maturity settlement amount of a collar transaction using Deutsche Telekom shares.
- Arm: the fair value of Arm shares held by SBG (75.01% of outstanding shares), which is calculated based on the fair value of all shares of Arm calculated at SVF1, minus the amount equivalent to the outstanding debt balance of the borrowings made through asset-backed finance using Arm shares.
- Others: the sum of (f) to (h) below
  - f) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share.
  - g) unlisted shares: calculated based on the fair value (or the carrying amount in SBG's balance sheet for those not measured at fair values) of unlisted shares, etc. held by SBG.
- h) SB Northstar (Listed investments): SBG's share of SB Northstar's NAV plus the value of NVIDIA Corporation shares held by SBG multiplied by its share price.

### 3. Net debt (after adjusting asset-backed financing)

- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = Consolidated net interest-bearing debt Net interest-bearing debt at self-financing entities, etc. Other adjustments
- Consolidated net interest-bearing debt: excludes bank deposits and cash position at PayPay Bank
- Net interest-bearing debt at self-financing entities, etc.: the sum of gross interest-bearing debt minus the sum of cash positions of self-financing entities, such as SBKK (including its subsidiaries such as Z Holdings Corp.), SVF1, SVF2, LatAm Funds, Arm, and PayPay Corporation, as well as SB Northstar.
- Other adjustments: the sum of adjustments of (i) to (g) below
  - JPY Hybrid Bonds issued in Sep. 2016: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
- USD Hybrid Notes issued in Jul. 2017; adding 50% to interest-bearing debt (to treat it a liability), as the entire amount is recorded as equity in the consolidated financial statements.
- j) USD Hybrid Notes issued in Jul. 2017: adding 50% to interest-bearing debt (to treat it a liability), as the entire amount is recorded as equity in the consolidated financial statements.
  k) JPY Hybrid Loan borrowed in Nov. 2017: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
- JPY Hybrid Bonds issued in Feb. and Jun. 2021: deducting 50% from interest-bearing debt (to treat it as equity), as the entire amount is recorded as a liability in the consolidated financial statements.
- m) deducting the financial liabilities relating to prepaid forward contracts (floor contracts, collar contracts, and forward contracts) using Alibaba shares,
- n) deducting the equivalent amount of debt outstanding for margin loans using SBKK shares.
- o) deducting the financial liabilities relating to prepaid forward contracts (collar contracts) using T-Mobile shares.
- deducting the financial liabilities recorded as borrowings relating to collar transactions using Deutsche Telekom shares.
- g) deducting the amount equivalent to the outstanding debt balance of the borrowings made through asset-backed finance using Arm shares.

#### 4. LTV (Loan to value)

LTV = Net debt / Equity value of holdings

### 5. Other assumptions

- Share prices: Closing price as of Sep. 30, 2022
- **FX rate:** USD 1 = JPY 144.81
- SBG = SoftBank Group Corp., Alibaba = Alibaba Group Holding Limited, SBKK = SoftBank Corp., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2, LatAm Funds = SoftBank Latin America Funds, T-Mobile = T-Mobile US, Inc., Deutsche Telekom = Deutsche Telekom AG. Arm = Arm Limited
- Before considering tax unless otherwise stated
- The information herein is based on assumptions made by the Company and is not indicative of the price of SBG's common shares or any securities held by the Company and should not form the basis of any investment decisions.

### SVF1 Public Portfolio Companies (as of Sep. 30, 2022)

mm)	Company	(a) Investment cost * <sup>2</sup> to SVF1	(b) Gross return* <sup>3</sup> to SVF1	(c) = (b) - (a)  Gross gain (loss)  to SVF1	(d) = (b) / (a) Gross MOIC *4
	Coupang	2,729	10,423	7,694	3.8x
	Doordash	680	6,993	6,313	10.3x
Fully Exited	NVIDIA	2,878	5,813	2,936	2.0x
Fully Exited	Guardant Health	308	2,665	2,358	8.7x
Fully Exited	Uber	7,666	9,215	1,549	1.2x
	GoTo *5	841	1,666	824	2.0x
Fully Exited	Slack	334	1,018	684	3.0x
	Delhivery	397	1,008	610	2.5x
Fully Exited	Ping An Good Doctor	400	828	428	2.1x
	Opendoor	450	824	374	1.8x
	Relay Therapeutics	300	624	324	2.1x
	Policybazaar	199	517	318	2.6x
Fully Exited	10x Genomics	31	338	307	10.9x
	Vir Biotechnology	199	451	252	2.3x
	Energy Vault	60	98	38	1.6x
	Zomato	309	220	(89)	0.7x
	OneConnect	100	6	(94)	0.1x
Fully Exited	ZhongAn	550	400	(150)	0.7x
	Aurora Innovation	333	87	(246)	0.3x
	Zymergen	404	74	(330)	0.2x
	Full Truck Alliance	1,700	1,301	(399)	0.8x
	Auto1	741	341	(400)	0.5x
	SenseTime	1,429	964	(465)	0.7x
	Paytm	1,600	1,113	(487)	0.7x
	Roivant *6	919	320	(599)	0.3x
	Compass	1,082	307	(775)	0.3x
	View	1,175	89	(1,087)	0.1x
	Grab	2,993	1,839	(1,154)	0.6x
	WeWork *7	3,468	242	(3,227)	0.1x
	DiDi	12,073	1,779	(10,294)	0.1x
(A)	Public company total (Gross) *8	\$46,349	\$51,562	\$5,213	1.1x
(B)	SVF1 private company, etc.	41,169	49,519	8,350	
(A)+(B)	Total (SBG basis) *1	\$87,518	\$101,081	\$13,563	

<sup>1.</sup> SBG basis refers to SoftBank Vision Funds Segment basis, includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For certain investments that were originally to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation. Cumulative investment in performance is presented in a next basis.

(d) = (b) / (a)

<sup>2.</sup> Investment cost is the sum of all external cash flows, including investment-related financing, directed towards the purchase of investments, plus net premiums paid for investment-related hedges.

3. Gross return is the sum of all external cash flows generated by investments and their related hedges, gross of taxes, investment-related financing and other liabilities etc., plus the market value of any unrealized securities as of Sep. 30, 2022.

<sup>4.</sup> Multiple of Invested Capital ("MOIC") is Gross return divided by Investment cost. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein.

<sup>5.</sup> GoTo: investment cost of public shares to SVF1 reflects SVF1's investment in Tokopedia prior to its merger with Gojek and excludes \$7mm in cost that was realized by SVF1 prior to GoTo's public listing.

<sup>6.</sup> Roivant: investment cost of public shares to SVF1 excludes USD 116mm which was realized in Mar. 2020, prior to Roivant's public listing.
7. WeWork: investment cost of public shares to SVF1 (USD 3,468mm) includes the investment cost to WeWork Asia Holding Company B.V. ("WeWork Asia") (USD 400mm). The shares of WeWork Asia were exchanged to WeWork preferred stock in Apr. 2020 at a price of USD 11.60 per share.

<sup>8,</sup> Public company total (Gross) includes DiDi, which is traded in the over-the-counter market.

The total and the sum of the breakdown in the table may not match as the amount of each item is rounded to the nearest unit.

SBG's Net-Paid-in Capital of SVF1 is USD 27.7bn, and the total value is USD 30.23n as of Sep. 30, 2022. Please refer to "Investor Briefing SoftBank Vision & LatAm Funds for the quarter ended September 30, 2022" for further details

Publicly quoted exchange rates may have moved either upwards or downwards, even materially, since the measurement dates indicated herein. The exchange rate for each company on this page and used for calculation of return were taken as of Sep. 30, 2022.

The selected investments presented herein were solely for illustrative purposes to show the public securities of SVF1 before or as at Sep. 30, 2022 and do not purport to be a complete list of SVF1 investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund, complortfolio for a more complete list of SVF1's investments.

Valuations reflect unrealized and partially realized estimated amounts and should not be construed as indicative of actual or future syneries and expenses that would reduce the value of returns experienced by SVF1 investors. There is no guarantee that liritorical trends will continue triangular that investments was in the future will be comparable in quality or performance to investments described herein. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. There can be no assurance that unrealized may related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valued to return so investments will realized returns on investments that are partially realized returns on investments that are partially realized returns on investments will depend on assumption on the timing and manner of sale, all of which may differ materially from the values indicated herein. SVF1 performance figures have been calculated based on assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purpose.

### SVF2 Public Portfolio Companies (as of Sep. 30, 2022)

		(a)	(b)	(c) = (b) - (a)	(d) = (b) / (a)
(\$ mm)	Company	Investment cost *2 to SVF2	Gross return <sup>*3</sup> to SVF2	Gross gain (loss) to SVF2	Gross MOIC *4
Fully Exited	Beike (KE Holdings)	1,350	2,497	1,147	1.8x
	Symbotic	200	230	30	1.2x
	Berkshire Grey	115	111	(4)	1.0x
	Qualtrics	24	8	(16)	0.3x
	Pear Therapeutics	46	25	(21)	0.5x
	lonQ	61	31	(30)	0.5x
	Alnnovation	126	95	(31)	0.8x
	Full Truck Alliance	250	152	(98)	0.6x
	Zhangmen	105	0.2	(105)	0.002x
	Exscientia	284	156	(129)	0.5x
	Seer	205	40	(165)	0.2x
	Dingdong	325	50	(275)	0.2x
	JD Logistics	601	205	(396)	0.3x
	AutoStore	2,800	1,450	(1,350)	0.5x
	WeWork	2,545	981	(1,564)	0.4x
(A)	Public company total (Gross) <sup>⁵⁵</sup>	\$9,036	\$6,031	\$(3,005)	0.7x
(B)	SVF2 private company, etc.	40,751	29,188	(11,563)	
(A)+(B)	Total (SBG basis) <sup>*1</sup>	\$49,787	\$35,219	\$(14,568)	

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Valuations reflect unrealized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by SVF2 investors. There is no guarantee that historical trends will depend in our performance to investments described herein. There can be no actual of tuture performance to investments will depend in our performance to the value of the tuture will depend on investments will depend on invest

<sup>1.</sup> SBG basis refers to SoftBank Vision Funds Segment basis. Cumulative investment performance is presented on net basis.

<sup>2.</sup> Investment cost is the sum of all external cash flows, including investment-related financing, directed towards the purchase of investments, plus net premiums paid for investment-related hedges.

<sup>3.</sup> Gross return is the sum of all external cash flows generated by investments and their related hedges, gross of taxes, investment-related financing and other liabilities etc., plus the market value of any unrealized securities as of Sep. 30, 2022.

4. Multiple of Invested Capital ("MOIC") is Gross return divided by Investment cost. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein.

<sup>7.</sup> Public company total (Gross) includes Zhangmen, which is traded in the over-the-counter market, with its fair value measured using quoted prices and other observable inputs.

The total and the sum of the breakdown in the table may not match as the amount of each item is rounded to the nearest unit.

SBG's Net-Paid-in Capital of SVF2 is USD 48.2bn, and the total value is USD 35.0bn as of Sep. 30, 2022. Please refer to "Investor Briefing SoftBank Vision & LatAm Funds for the quarter ended September 30, 2022" for further details.