

**Earnings Results
for the Fiscal Year
Ended March 31, 2024**

Investor Briefing

May 13, 2024
SoftBank Group Corp.



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Exchange rates per JPY used for translation

Average during quarter	FY2022				FY2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1 USD	129.04	138.68	141.16	133.26	138.11	145.44	147.00	147.87
EOQ	Jun 30	Sep 30	Dec 31	Mar 31	Jun 30	Sep 30	Dec 31	Mar 31
1 USD				133.53				151.41

Abbreviations

Abbreviations used in Accounting and Finance section of this presentation are as follows. In some cases, "Ltd." and "Corporation" etc. are omitted from the company name.

Abbreviations	Definition (Each of the following abbreviations indicates the respective company and its subsidiaries, if any)
SBG	SoftBank Group Corp. (stand-alone basis)
The Company	SoftBank Group Corp. and its subsidiaries
SBKK	SoftBank Corp.
SB Northstar	SB Northstar LP
SVF1 or SoftBank Vision Fund 1	SoftBank Vision Fund L.P. and its alternative investment vehicles
SVF2 or SoftBank Vision Fund 2	SoftBank Vision Fund II-2 L.P.
LatAm Funds or Latin America Funds	SBLA Latin America Fund LLC
SVF	SVF1, SVF2 and LatAm Funds
SBIA	SB Investment Advisers (UK) Limited
SBGA	SB Global Advisers Limited
Arm	Arm Holdings plc or Arm Limited*
Sprint	Sprint Corporation
T-Mobile or TMo	T-Mobile US, Inc. after merging with Sprint
Deutsche Telekom or DT	Deutsche Telekom AG
Alibaba	Alibaba Group Holding Limited

* A corporate reorganization was undertaken in August 2023, pursuant to which Arm Holdings Limited, a former subsidiary of Arm Limited, acquired all the issued ordinary shares of Arm Limited, thereby making it a wholly owned subsidiary. Subsequently, Arm Holdings Limited changed its name to Arm Holdings plc and was listed on the Nasdaq Global Select Market through an initial public offering on September 14, 2023.

Other

Some figures in the report are rounded and may not add up to the figures presented as the total.

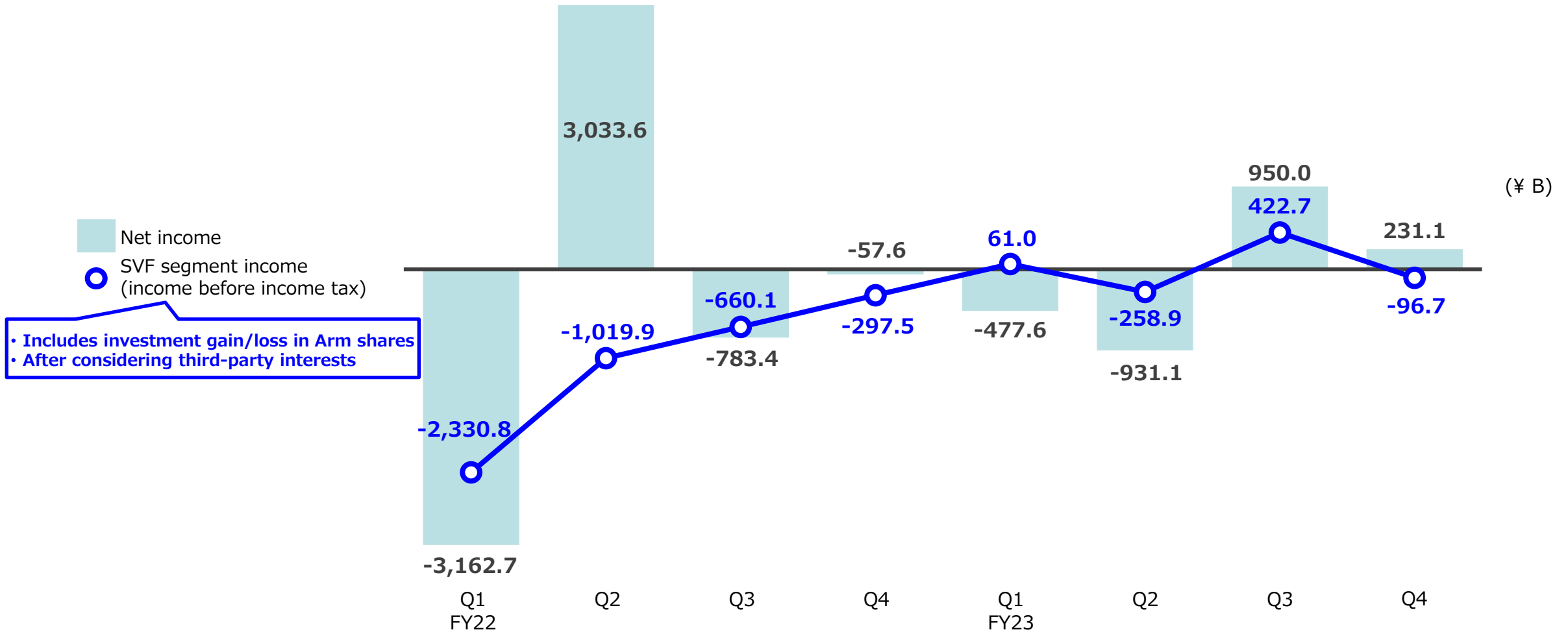
Accounting

Consolidated Results

(¥ B)	FY22	FY23	Change	Change %
Net sales	6,570.4	6,756.5	+186.1	+2.8%
Income before income tax	-469.1	57.8	+526.9	—
Net income (attributable to owners of the parent)	-970.1	-227.6	+742.5	—
(Reference)				
Loss on investments	-835.1	-559.4	+275.7	—
Investment Business of Holding Companies	4,560.5	-459.0	-5,019.5	—
SoftBank Vision Funds	-5,322.3	(See p10 for difference to segment results) -167.3	+5,155.0	—
Other investments	-73.3	67.0	+140.3	—

As subsidiaries including Arm and SBKK are consolidated, their share price changes don't impact consolidated P/L.

Net Income & SVF Segment Income



As subsidiaries including Arm and SBKK are consolidated, their share price changes don't impact consolidated P/L.

Investment Business of Holding Companies Segment

(¥ B)

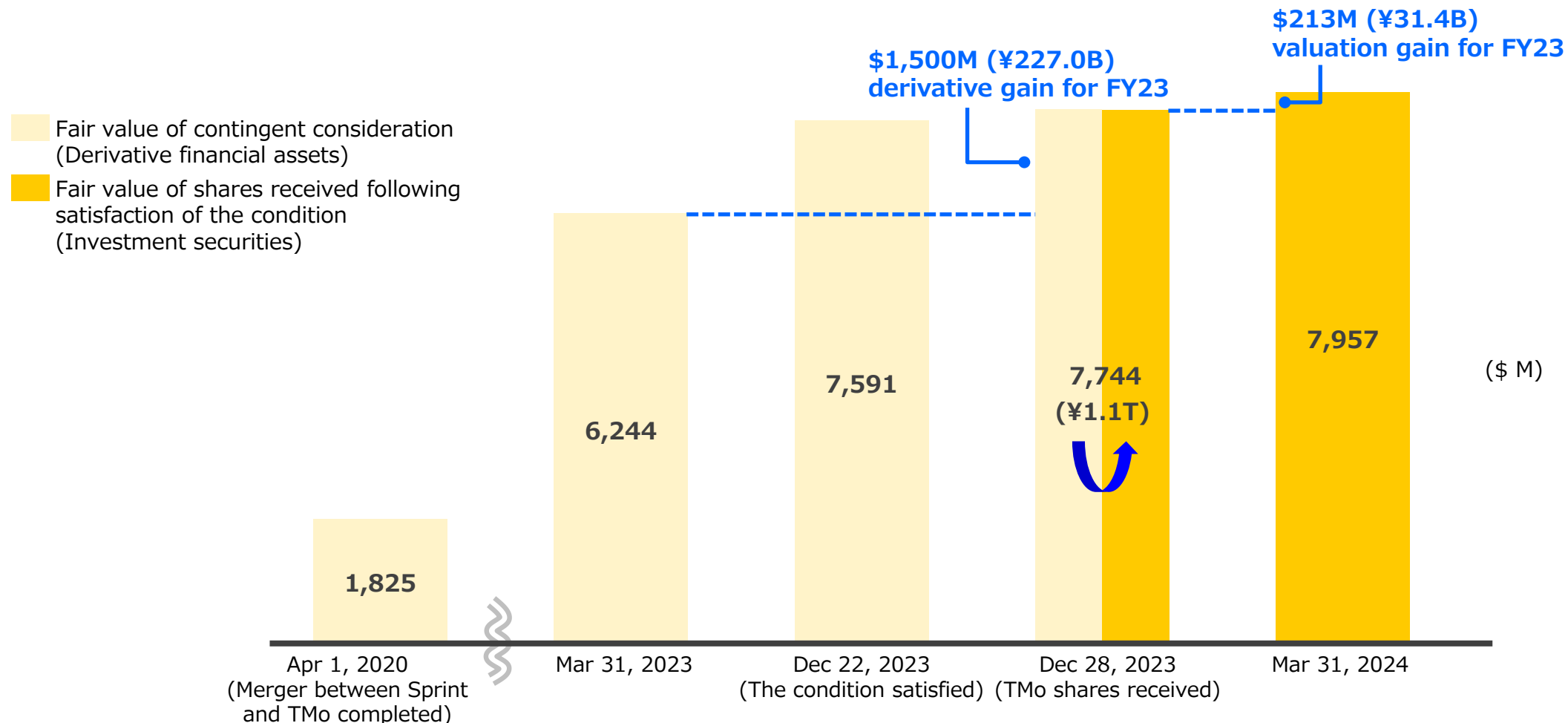
P/L item	FY22	FY23	FY23 Main Items
Gain/loss on investments at Investment Business of Holding Companies	4,560.6	-459.0	
Gain relating to settlement of prepaid forward contracts using Alibaba shares	4,838.3	—	
Gain/loss relating to sales of T-Mobile shares	24.8	—	
Realized gain/loss at asset management subsidiaries	-74.0	-90.4	
Unrealized gain/loss on valuation at asset management subsidiaries	-67.1	12.7	
Derivative gain/loss at asset management subsidiaries	-5.1	-0.8	
Realized gain/loss	-235.6	-38.4	¥46.8B realized loss due to the physical settlement of the prepaid forward contracts using Alibaba shares
Unrealized gain/loss on valuation	-144.2	-611.6	<ul style="list-style-type: none"> •TMo: ¥154.5B gain (due to share price increase) •Alibaba: ¥913.2B loss (due to share price decrease)
Change in valuation for the fiscal year	-132.4	-647.4	
Reclassified to realized gain/loss recorded in the past fiscal years	-11.8	35.8	
Derivative gain/loss	205.5	226.1	¥227.0B gain on the fair value of TMo contingent consideration (see p5-6)
Effect of foreign exchange translation	—	6.5	
Other	17.9	36.9	
Selling, general and administrative expenses	-73.8	-89.3	
Finance cost	-398.5	-473.8	<ul style="list-style-type: none"> •¥403.0B interest expenses at SBG and 100% subs for fund procurement •¥67.4B amortized cost related to the consideration payable for the acquisition of Arm shares from SVF1 in Aug 2023 (eliminated in consolidation)
Foreign exchange loss	-772.1	-703.4	Impact of the weaker yen (see p24-25)
Income/loss on equity method investments	-22.8	1.9	
Derivative gain/loss (excl. gain/loss on investments)	65.7	1,500.0	¥1,517.4B gain on Alibaba prepaid forward contracts
Other gain/loss	-9.2	126.1	
Segment income (income before income tax)	3,349.8	-97.5	

Acquisition of T-Mobile Shares for No Additional Consideration

Contingent consideration
 (Part of consideration for the merger
 between Sprint and T-Mobile)

The condition of 45-day trailing VWAP of T-Mobile share \geq \$149.35 was satisfied on Dec 22, 2023

Acquired 48.8M T-Mobile shares for no additional consideration



T-Mobile: Shareholding & Fair Values

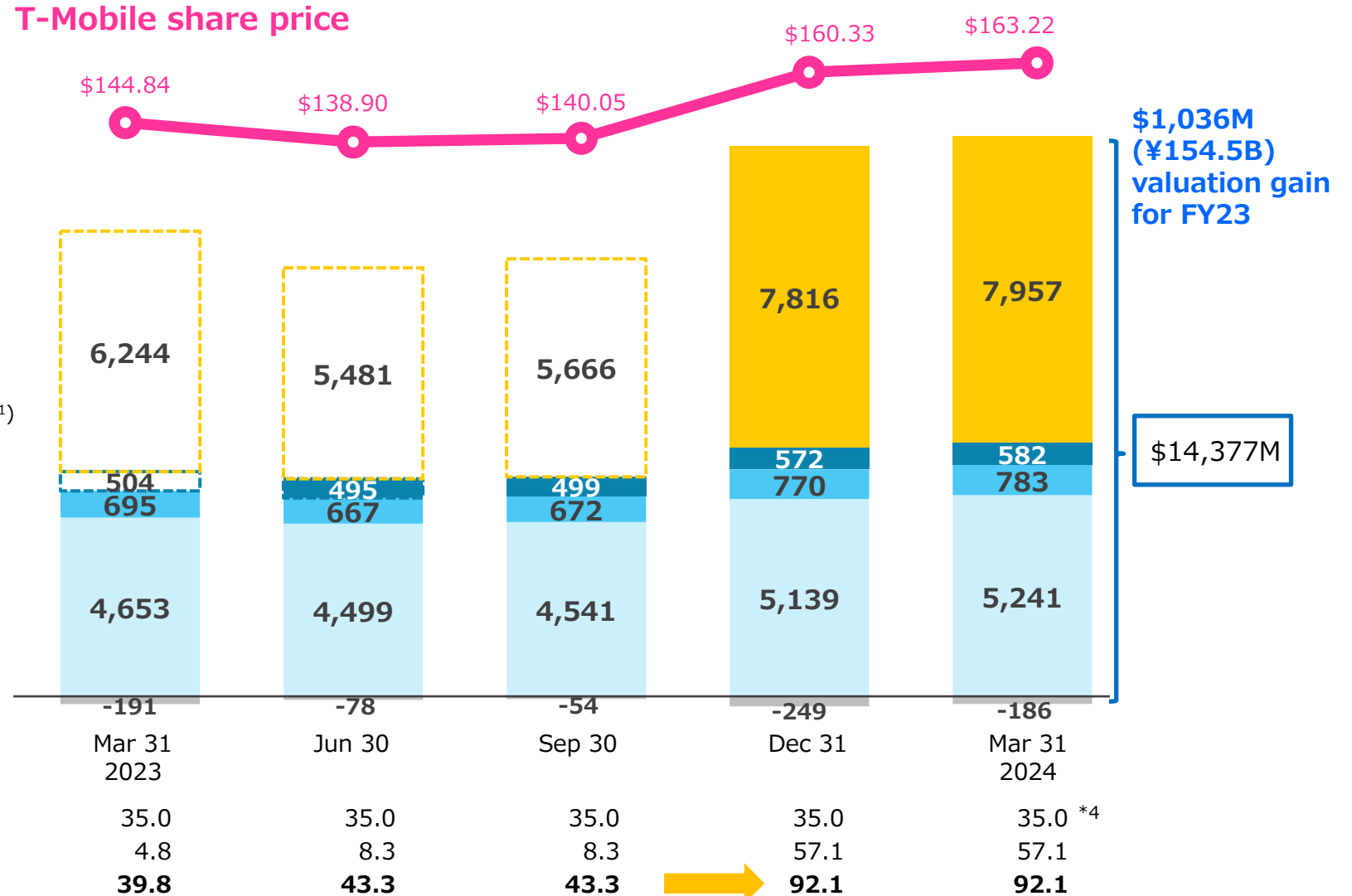
includes shares subject to unexercised Deutsche Telekom's call options

Held 92.1M T-Mobile shares at FY23Q4, up 52.3M shares from FY22Q4

- Received 3.6M shares upon vesting contingent value rights (CVR) in Jun 2023
- Received 48.8M shares upon satisfaction of the contingent consideration condition in Dec 2023

Fair value of T-Mobile shares (\$ M)

- (i) TMo shares subject to call options (net of the fair value of derivative financial liabilities*¹)
- (ii) TMo shares not subject to call options
- (iii) TMo shares received upon vesting CVR, not subject to call options
- (iv) TMo shares received upon satisfaction of the condition, not subject to call options
- (v) Derivative financial liabilities related to prepaid forward (collar) contracts using TMo shares*²
- Fair value of CVR
- Fair value of the contingent consideration



(M)

Number of shares subject to DT call options*³

Number of shares not subject to DT call options

TOTAL number of shares held

*1 Financial liabilities related to the unexercised call options

*2 24.8M shares as of Mar 31, 2024

*3 The call options expire on Jun 22, 2024, unless certain events occur that trigger an earlier expiration date.

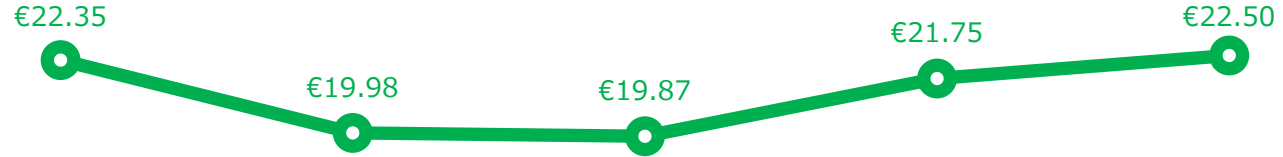
*4 Fixed: 6.7M shares, Floating: 28.2M shares

Deutsche Telekom: Shareholding & Fair Values

Acquired 225M Deutsche Telekom shares in Sep 2021

➤ in return for the sale of T-Mobile shares

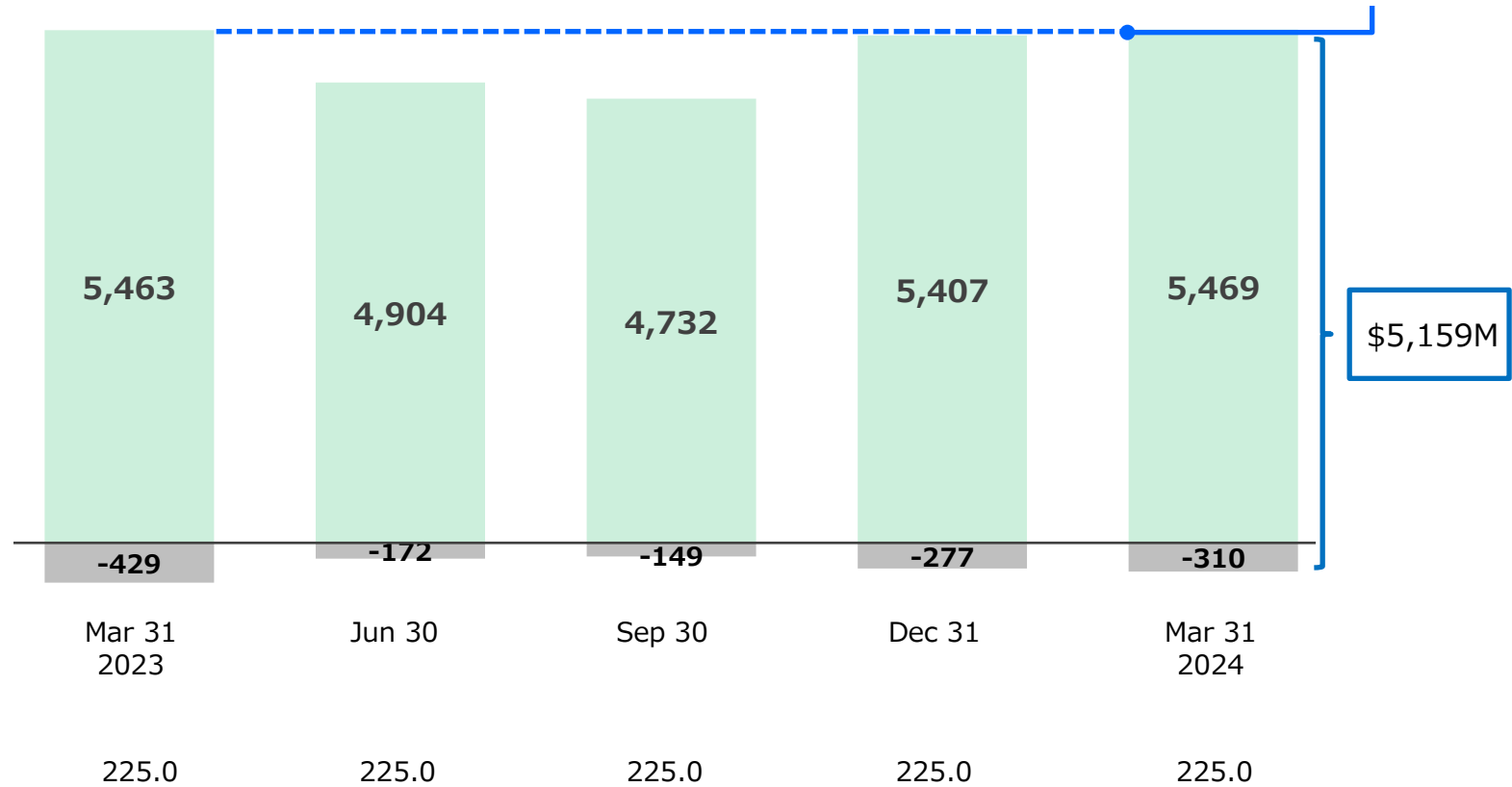
Deutsche Telekom share price



\$6M (¥6.1B) valuation gain for FY23

Fair value of Deutsche Telekom shares (\$ M)

- (i) DT shares
- (ii) Derivative financial liabilities related to collar transactions using DT shares*



Number of Deutsche Telekom shares held (M)

225.0 225.0 225.0 225.0 225.0

* 225M shares

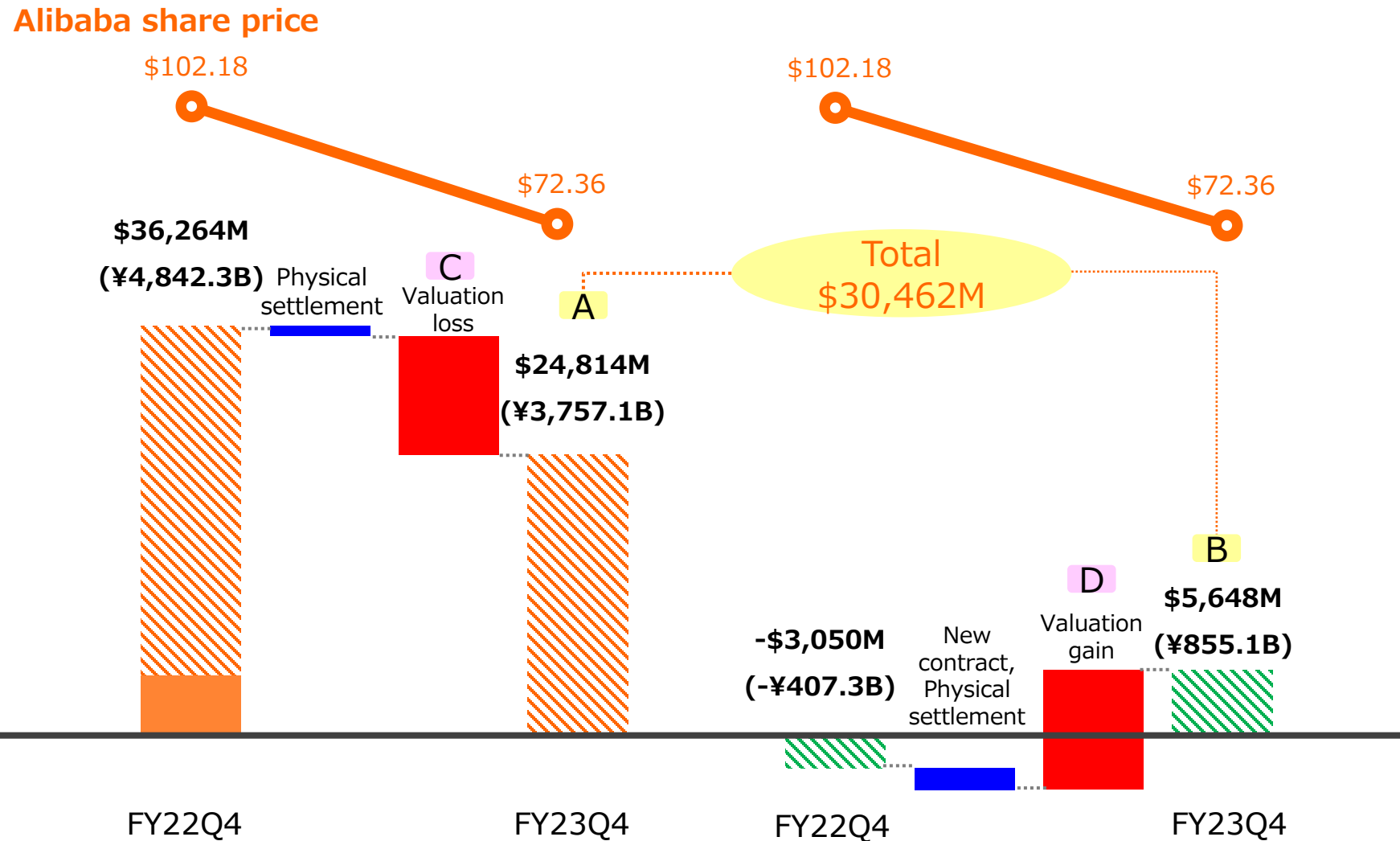
Alibaba Shares & Derivative Financial Assets/Liabilities (Amount Recorded in B/S)

Value of Alibaba shares recorded in B/S considering prepaid forward contracts: \$30,462M (A + B)

Of valuation loss on shares (C), the loss related to shares used for prepaid forward contracts was almost offset by valuation gain on derivatives (D).

Investment securities (FVTPL)

Derivative financial assets/liabilities (net)



- Alibaba shares (used for prepaid forward contracts)
- Alibaba shares
- Derivative financial assets/liabilities (net)

SoftBank Vision Funds Segment

(¥ B)

P/L	FY22	FY23	FY23 Main Items
Gain/loss on investments at SoftBank Vision Funds	-5,279.5	724.3	In consolidated P/L, loss on investments at SoftBank Vision Funds was ¥167.3B (see p10)
Gain/loss on investments at SVF1, SVF2, and LatAm Funds	-5,298.5	696.3	¥768.9B gain at SVF1, ¥146.5B loss at SVF2 including an investment gain of ¥807.3B arising from the sale of Arm shares to a wholly owned subsidiary of SBG
Realized gain/loss on investments*	78.6	984.4	¥1,072.2B gain at SVF1, ¥111.2B loss at SVF2
Unrealized gain/loss on valuation of investments*	-5,267.3	-144.8	
Change in valuation for the fiscal year	-4,978.6	-189.6	¥77.7B loss at SVF1, ¥178.5B loss at SVF2
Reclassified to realized gain/loss recorded in the past fiscal years	-288.7	44.8	¥38.8B loss (reversal of unrealized gain) at SVF1, ¥99.2B gain (reversal of unrealized loss) at SVF2
Interest and dividend income from investments	1.5	21.7	
Derivative gain/loss on investments	14.5	-7.3	
Effect of foreign exchange translation	-125.9	-157.6	The amount arose from the FX differences used to translate unrealized and realized gains and losses
Gain/loss on other investments	19.0	28.1	
Selling, general and administrative expenses	-66.0	-85.0	
Finance cost	-81.2	-74.3	
Derivative gain/loss (excl. gain/loss on investments)	0.9	—	
Change in third-party interests in SVF	1,127.9	-390.1	
Other gain/loss	-10.5	-46.7	
Segment income (income before income tax)	-4,308.3	128.2	

* Net amount

Difference between Segment Results and Consolidated P/L

- (i) Investment gains/losses related to **subsidiaries, mainly Arm and PayPay, are included** in “gain/loss on investments at SoftBank Vision Funds” (segment information), but are eliminated in consolidations and excluded from “gain/loss on investments at SoftBank Vision Funds” in the consolidated P/L.
- (ii) “Change in third-party interests in SVF” is not adjusted for consolidation as it is interests of third parties.

(¥ B)

	(Segment information) SVF segment	Reconciliations	Consolidated P/L
(i) Gain/loss on investments at SoftBank Vision Funds	724.3	-891.6	-167.3
Gain on investments in subsidiaries, etc.	891.6	-891.6	-
Incl. gain on investments in Arm shares	807.3	-807.3	-
Loss on investments other than in subsidiaries, etc.	-167.3	-	-167.3
(ii) Change in third-party interests in SVF	-390.1	-	-390.1

(Reference) Investment Performance of SVF1 and SVF2

(\$ B)

	Since Inception			FY23 ^{*1}	
	Cost ^{*2}	Returns ^{*2}	Gain/loss	Gain/loss Q4	Gain/loss YTD
SVF1	89.6	106.3	16.7	0.0	5.3
Exited investments	38.0	64.1	26.1	0.4	7.3
Investments before exit	51.6	39.9	-11.7	-0.1	-0.6
<i>Reversal of previously-recorded valuation gain/loss for exited investments in FY23</i>				-0.2	-1.4
Derivatives/Interests/Dividends	-0.0	2.3	2.3	-0.1	-0.0
SVF2	52.4	33.1	-19.3	-0.3	-1.0
Exited investments	3.0	3.4	0.4	-0.2	-0.7
Investments before exit	49.4	29.9	-19.5	-0.3	-1.2
<i>Reversal of previously-recorded valuation gain/loss for exited investments in FY23</i>				0.2	0.8
Derivatives/Interests/Dividends	-0.0	-0.2	-0.2	0.0	0.1

*1 The amount of gains and losses for exited investments in FY23 represents the exit price, net of the investment cost of such investments. Unrealized valuation gains and losses of such investments recorded in prior years or in or before FY23Q3 are presented as a reversal of valuation gain/loss recorded in prior periods for exited investments in FY23.

*2 For derivatives, the investment cost represents the cost of the derivatives. Investment returns represent the exit price for exited investments, the fair value for investments before exits, the settlement amount of settled contracts or the fair value of open contracts for derivatives, and the respective amounts received for interest or dividends.

Status of Investment and Financial Support for WeWork (Cumulative)

(\$ M)

	Cumulative acquisition cost as of Mar 2024 (SBG consolidated basis)			Cumulative cash flows other than acquisition of investments as of Mar 2024 (Minus shows cash inflow)	Cumulative loss as of Mar 2024 (SBG consolidated basis)	Carrying amount as of Mar 2024
	Amount paid	Consideration *	Exchange from notes to stocks			
Stocks and warrants	10,901	969	494	—	-12,364	—
Notes	2,500	—	-494	(Recovery) -475	-1,531	—
Credit support (letter of credit facility up to \$1.43B as of Sep 2023, guarantee fulfilled in FY23Q3)	—	969	—	(Guarantee fulfillment) 1,430	-461	—
Total	13,401	—	—	955	-14,356	—

①

②

Total cash outflow

(\$ M)

Total cash outflow as of Mar 2024 (①+②)	14,356
Total	14,356

No change from FY23Q3-end

* Sum of (a) and (b): (a) Warrants that are exercisable for WeWork common stock at an exercise price of \$0.01 or \$0.02 per share as consideration for credit support for the letter of credit facility and the obligation to purchase unsecured notes. \$867M, the fair value of the warrants at the initial recognition less \$1M of the consideration of exercise, was recorded as acquisition cost. (b) Warrants newly acquired in FY21Q3 as consideration for the extension of the letter of credit facility. \$102M, the fair value of the warrants at the initial recognition, was recorded as acquisition cost.

Arm Segment in SBG's Consolidated Financial Report Bridge to Arm's disclosure (FY23 P/L)

	SBG Consolidated Financial Report Arm segment (IFRSs)		Adjustment (1) Amortization expenses related to intangible assets recognized in the purchase price allocation at the time of acquisition of Arm by SBG	Adjustment (2) Difference in accounting standard (IFRSs vs US GAAP)	Adjustment (3) Others	Arm disclosure (US GAAP)	
	¥M	\$M	\$M	\$M	\$M	\$M	
Net sales	464,025	3,198	-	-	35 B	3,233	Total revenue
Cost of sales		-148	-	-7	1	-154	Cost of sales
Operating Expenses		-3,392	454	-103 A	73 C	-2,968	Operating expenses
Other Income/loss		112	-	-13	2	101	Other income/loss
Segment income (income before income tax)	-33,215	-230	454	-123	111	212	Income (loss) before income taxes

- A** Main variance factor: Difference in accounting treatment of share-based compensation
- B** Main variance factor: Royalty revenue reflect the latest available information at the time of form F-1 filing
- C** Main variance factor: Certain provision and share-based compensation etc. reflect the latest available information at the time of form F-1/6-K filing

Note:

- The components of segment income, excluding net sales, in the above table are presented solely for the purpose of the reconciliation.

Consolidated P/L Summary

(¥ B)

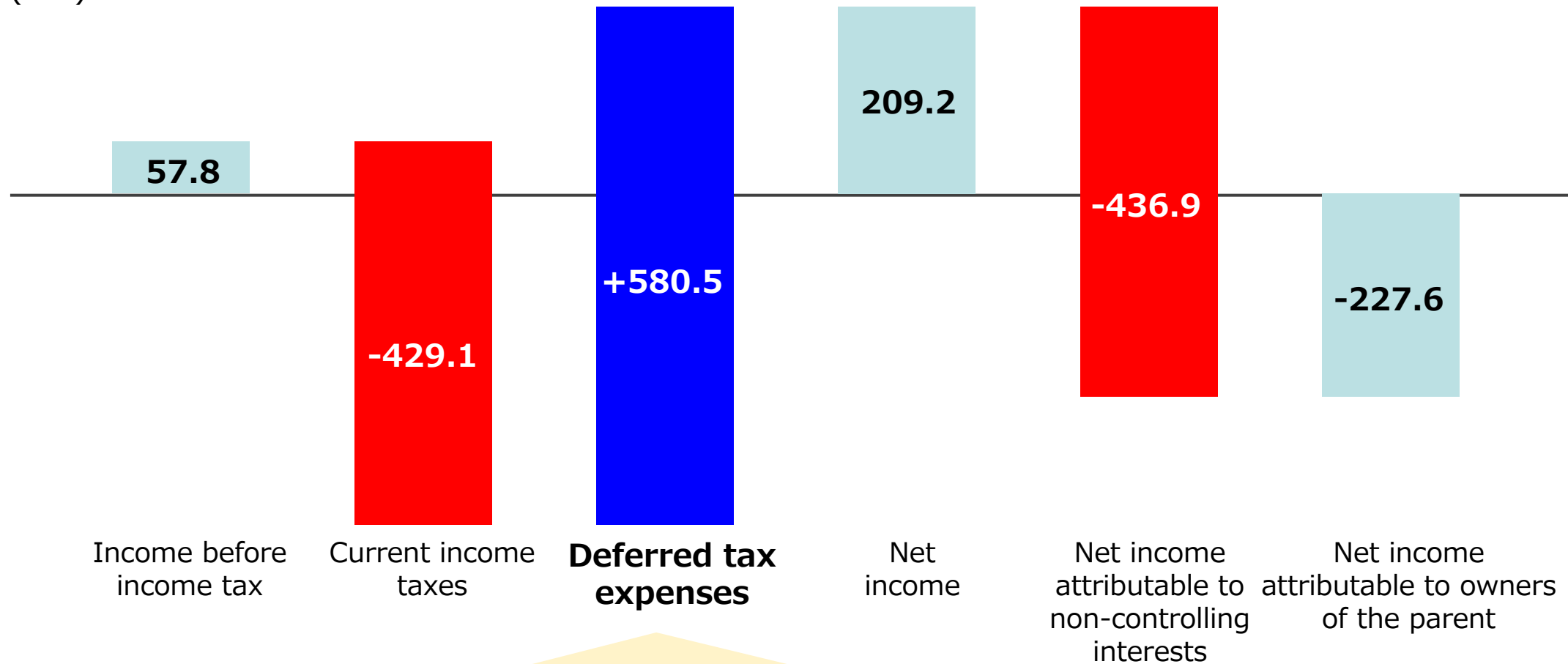
P/L item	FY22	FY23	Change
Net sales	6,570.4	6,756.5	+186.1
Gross profit	3,328.0	3,542.4	+214.4
Gain/loss on investments			
Investment Business of Holding Companies	4,560.5	① -459.0	-5,019.5
SoftBank Vision Funds	-5,322.3	② -167.3	+5,155.0
Other investments	-73.3	③ 67.0	+140.3
Total gain on investments	-835.1	-559.4	+275.7
Selling, general and administrative expenses	-2,695.3	-2,982.4	-287.1
Finance cost	-555.9	④ -556.0	-0.1
Foreign exchange loss	-772.3	⑤ -703.1	+69.1
Income/loss on equity method investments	-96.7	-38.6	+58.0
Derivative gain/loss (excl. gain/loss on investments)	54.3	⑥ 1,502.3	+1,448.1
Change in third-party interests in SVF	1,127.9	-390.1	-1,518.1
Other gain/loss	-24.1	⑦ 242.7	+266.9
Income before income tax	-469.1	57.8	+526.9
Income taxes	-320.7	⑧ 151.4	+472.1
Net income	-789.8	209.2	+999.0
Net income attributable to non-controlling interests	-180.3	-436.9	-256.5
Net income attributable to owners of the parent	-970.1	-227.6	+742.5

- ① ·¥371.1B investment gain on TMO shares
·¥959.9B realized and unrealized valuation losses on Alibaba shares (offset by ¥1,517.4B derivative gain related to Alibaba prepaid forward contracts (⑥))
- ② SVF1: ¥38.6B loss, SVF2: ¥230.6B loss, LatAm: ¥73.9B gain, Other investments: ¥28.1B gain
- ③ Includes valuation gain on Symbotic shares acquired by a wholly owned subsidiary of SBG in Jul 2023, primarily resulting from an increase in Symbotic share price
- ④ ¥403.0B interest expenses at SBG and wholly owned subsidiaries conducting fund procurement
- ⑤ Impact of the weaker yen (see p24-25)
cf. increase in exchange differences from the translation in B/S: ¥2,009.5B
- ⑥ ¥1,517.4B gain on Alibaba prepaid forward contracts
- ⑦ ·¥108.8B gain relating to loss of control over SB Energy Corp.
·¥130.9B interest income at SBG
- ⑧ ·¥429.1B current tax expenses recorded at SBKK and other operating companies
·¥580.5B deferred income taxes recorded as credit (see p15)

As subsidiaries including Arm and SBKK are consolidated, their share price changes don't impact consolidated P/L.

Calculation from Income Before Income Tax to Net Income Attributable to Owners of the Parent for FY23

(¥ B)



Mainly due to the reversal of deferred tax liabilities recognized at FY22-end, which were based on future tax estimates related to Alibaba shares and associated derivatives, following the completion of a portion of physical settlement of prepaid forward contracts using Alibaba shares at a wholly owned subsidiary

Difference in Tax Rate

(Minuses show expenses)

	FY23	
	Rate (%)	Amount (¥ B)
Income before income tax		57.8
Effective statutory tax rate	31.5%	-18.1
(Main factors of difference)		
(i) Anti-tax haven taxation in Japan	-309.8%	179.1
(ii) Permanent difference	211.3%	-122.1
(iii) Recoverability of deferred tax assets	-112.8%	65.2
(iv) Foreign tax credit	-95.4%	55.1
(v) Temporary difference of investment in equity method investments	63.6%	-36.7
(vi) Taxation at the state of companies' location	-46.8%	27.1
Others	-3.6%	1.8
Actual tax rate	-262.0%	*1,2 151.4

*1 Negative tax expenses (plus to profit)

*2 Tax expenses reflecting tax rate differences

Loss Carryforwards (as of Mar 31, 2024)

(¥ B)

	Income base	Tax base	Valuation allowance	Carrying amounts in B/S
Total of companies based in Japan	2,611.6	835.5	-310.1	525.4
Total of companies based outside of Japan	362.2	84.0	-45.8	38.2
Consolidated total	2,973.8	919.5	-355.9	563.6

Income Taxes Paid on a Consolidated Basis (Net)

(¥ B)

	FY18	FY19	FY20	FY21	FY22	FY23	Total
Consolidated	415.4	636.3	445.5	589.3	525.9	816.8	3,429.2
Japan	284.3	575.2	310.5	551.2	469.7	717.0	2,907.9
SBG and holding companies (wholly owned subsidiaries)	36.8	324.7	35.7	200.0	214.2	443.3	1,254.7
Operating companies (mainly SBKK and LY)	247.5	250.5	274.8	351.2	255.5	273.7	1,653.2
Overseas	131.1	61.1	135.0	38.1	56.2	99.8	521.3

Notes:

- The amounts are the net amount of tax payments and tax refunds.
- Income taxes paid on a consolidated basis matches the net amount of “income taxes paid” and “income taxes refunded” in the consolidated statement of cash flows.
- ¥83.9B of income taxes refunded for FY18, and ¥121.1B of income taxes refunded for FY20 were netted out with income taxes paid for the previous fiscal years as these income taxes refunded were returned from the income taxes paid for the previous fiscal years.

Consolidated B/S Summary – 1

(¥ B)

B/S item	Main items	Mar 2023	Mar 2024	Change
Current assets		10,586.5	11,441.4	+854.9
	Cash and cash equivalents	6,925.2	① 6,186.9	-738.3
	Derivative financial assets	249.4	852.4	② +602.9
	Other financial assets	371.3	778.0	③ +406.7
	Other current assets	282.1	551.0	+268.9
Non-current assets		33,349.9	35,282.9	+1,933.0
	Property, plant and equipment	1,781.1	1,895.3	+114.1
	Goodwill	5,199.5	5,709.9	④ +510.4
	Intangible assets	2,409.6	2,448.8	+39.2
	Investments accounted for using the equity method	730.4	839.2	+108.8
	Investments from SVF (FVTPL)	10,489.7	11,014.5	⑤ +524.8
	SVF1	6,110.5	6,042.0	-68.5
	SVF2	3,646.3	4,096.9	+450.6
	LatAm Funds	732.9	875.6	+142.7
	Investment securities	7,706.5	9,062.0	⑥ +1,355.5
Derivative financial assets	1,170.8	385.5	⑦ -785.3	
Other financial assets	2,303.6	2,424.3	+120.7	
Total assets		43,936.4	46,724.2	+2,787.9

- ① SBG and wholly owned subsidiaries conducting fund procurement, etc.: ¥3,024.0B (¥1,061.0B decrease)
- ② ¥644.1B increase for Alibaba prepaid forward contracts, due to reclassification of those contracts due for settlement within one year as current assets, as well as a decline in Alibaba share price and the depreciation of the yen, despite the physical settlement of a portion of the contracts
 - Derecognized the TMO CVR (balance in FY22: ¥67.3B) after CVR vesting and receipt of TMO shares
- ③ ¥259.7B increase in investments from asset management subsidiaries (due to acquisitions of corporate bonds)
- ④ ¥423.3B increase at Arm due to the weaker yen against USD
- ⑤ Increased mainly due to a 13.4% yen depreciation in FX rate used for translations in FY23
 - SVF1 \$5.27B sold, \$0.59B fair value decrease
 - SVF2 \$2.14B acquired, \$0.53B sold, \$1.83B fair value decrease
 - LatAm Funds \$0.08B acquired, \$0.26B sold, \$0.47B fair value increase
- ⑥ See p20
- ⑦ Derecognized the TMO contingent consideration (balance in FY22: ¥833.8B) after receipt of TMO shares
 - ¥132.0B decrease for Alibaba prepaid forward contracts, due to reclassification of those contracts due for settlement within one year as current assets, despite a decline in Alibaba share price and the depreciation of the yen

Investment Securities in Consolidated B/S (Main Investments)

(¥ B)

	Mar 2023	Mar 2024	Change	Outline
Investment securities	7,706.5	9,062.0	+1,355.5	
FVTPL	7,244.3	8,321.5	+1,077.2	
Alibaba	4,842.3 \$36,264M	3,757.1 \$24,814M	-1,085.2 -\$11,450M	Decreased mainly due to lower share price and the physical settlement of a portion of Alibaba prepaid forward contracts
T-Mobile	769.2 \$5,761M	2,275.8 \$15,031M	+1,506.6 +\$9,270M	Increased due to the receipt of 48.8M TMO shares (balance in FY23: ¥1,204.8B) upon satisfaction of the condition for contingent consideration and higher share price
Deutsche Telekom	729.5 \$5,463M	828.0 \$5,469M	+98.6 +\$6M	Increased due to the weaker yen against USD and higher share price
Symbotic*1	27.7	183.4	+155.7	Increased due to \$500M follow-on investment and higher share price
NVIDIA	39.0	143.8	+104.8	Increased due to higher share price
Holdings by SBKK group	148.5	197.7	+49.2	
Others	688.1	935.7	+247.6	
Public (14 investments*2)	119.1	202.8	+83.7	New Fortress Energy, Eutelsat, Lemonade, etc.
Private (~230 investments)	569.0	732.8	+163.8	MapBox, Wayve, Boston Dynamics, Telexistence, etc.
FVTOCI and others	462.2	740.5	+278.3	Carrying amount of bonds and other asset management products held by PayPay Bank increased by ¥223.2B (balance in FY23: ¥512.0B)

Notes:

• Includes the increase in carrying amount of investments due to a 13.4% depreciation of the yen against USD in the foreign currency exchange rate used for translations in FY23

*1 Excludes Symbotic shares held by SVF2 and SB Northstar

*2 A correction is noted for the number of investments as of Sep 30, 2023 and Dec 31, 2023, reported in the Earnings Investor Briefing for FY23Q2 and FY23Q3 presentation material. The accurate figures are 17 investments as of Sep 30, 2023, and 15 investments as of Dec 31, 2023.

Breakdown of Goodwill/Intangible Assets

(¥ B)

B/S Item	Main items	Mar 2023	Mar 2024	Change			Outline
				Amortization	Changes in FX rate	Others	
Goodwill ^{*1}		5,199.5	5,709.9				
	Arm	3,161.7	3,585.0	—	+423.3	—	
	SBKK	913.9	913.9	—	—	—	
	LY ^{*2}	647.4	647.4	—	—	—	
	ZOZO	214.0	214.0	—	—	—	
Main intangible assets	Technologies	344.3	359.0				
	Main b/d						
	Arm	344.3	338.3	-49.8	+43.8	—	Amortized at straight-line method for 8-20 years
	Customer relationships	599.3	592.3				
	Main b/d						
	ZOZO	277.6	264.6	-13.0	—	—	Amortized at straight-line method for 18-25 years
Main b/d							
LY	204.1	190.8	-13.4	—	—	Amortized at straight-line method for 12-18 years	
Main b/d							
Arm	88.0	84.3	-14.9	+11.1	—	Amortized at straight-line method for 13 years	
	Trademarks	542.9	553.0				Mainly <i>ZOZOTOWN</i> , <i>Yahoo!</i> (trademark in Japan), and <i>LINE</i>

*1 Other than Arm, these are the amounts of goodwill recognized at the date of acquisition by SBG. They do not include goodwill recognized as a result of M&A executed by the relevant subsidiaries after their acquisition dates. The goodwill of Arm represents the amount reallocated to the Arm segment, as a result of the organizational change in FY20.

*2 The amount as of Mar 31, 2023 is the sum of LINE and Yahoo Japan, and the amount as of Mar 31, 2024 is the sum of LY and Z Intermediate Global. On Oct 1, 2023, Z Holdings (the surviving company) completed an intragroup reorganization involving mainly itself, LINE, and Yahoo Japan. On the same date, Z Holdings and LINE changed their trade names to LY and Z Intermediate Global, respectively, and Yahoo Japan was dissolved.

Consolidated B/S Summary – 2

(¥ B)

B/S item	Main items	Mar 2023	Mar 2024	Change
Current liabilities		10,580.7	14,020.3	+3,439.6
	Interest-bearing debt	5,129.0	① 8,271.1	+3,142.1
	Lease liabilities	184.1	149.8	-34.3
	Deposits for banking business	1,472.3	1,643.2	+170.9
	Trade and other payables	2,416.9	2,710.5	+293.7
	Derivative financial liabilities	82.6	195.1	+112.5
	Other financial liabilities	180.2	31.8	② -148.4
	Income taxes payable	367.4	163.2	③ -204.1
	Other current liabilities	675.9	801.3	+125.4
Non-current liabilities		22,706.4	19,466.8	-3,239.7
	Interest-bearing debt	14,349.1	① 12,296.4	-2,052.8
	Lease liabilities	652.9	644.7	-8.2
	Third-party interests in SVF	4,499.4	4,694.5	④ +195.1
	Derivative financial liabilities	899.4	41.2	⑤ -858.1
	Other financial liabilities	58.5	57.0	-1.5
	Deferred tax liabilities	1,828.6	1,253.0	⑥ -575.5
	Other non-current liabilities	254.9	312.0	+57.1
Total liabilities		33,287.2	33,487.1	+199.9

① SBG

Borrowings*: ¥463.0B (¥81.1B increase)
Corporate bonds*: ¥6,147.6B (¥394.6B increase)

Wholly owned subsidiaries conducting fund procurement

Borrowings*: ¥2,270.6B (¥205.2B increase)
Financial liabilities relating to sale of shares by prepaid forward contracts*: ¥5,172.5B (¥908.9B increase)

SVF

Borrowings*: ¥547.9B (¥774.8B decrease)

*Total of current and non-current. See p38-39 of FY23 SBG Consolidated Financial Report for details.

② ¥152.4B decrease in allowance for the credit support for a letter of credit facility to WeWork provided by financial institutions (allowance for financial guarantee contract losses)
(The allowance was allocated to the loan that was recognized as a result of the fulfilment of the guarantee obligations in FY23Q3. The carrying amount of the loan was zero as of FY23-end.)

③ Income tax payment by SBG

④ Increase in book value due to impact of the weaker yen

⑤ ¥805.0B decrease related to Alibaba prepaid forward contracts, mainly due to a decline in Alibaba share price

⑥ Deferred tax liabilities recognized at FY22-end, which were based on future tax estimates related to Alibaba shares and associated derivatives, were reversed, following the completion of a portion of the physical settlement of prepaid forward contracts using Alibaba shares at a wholly owned subsidiary


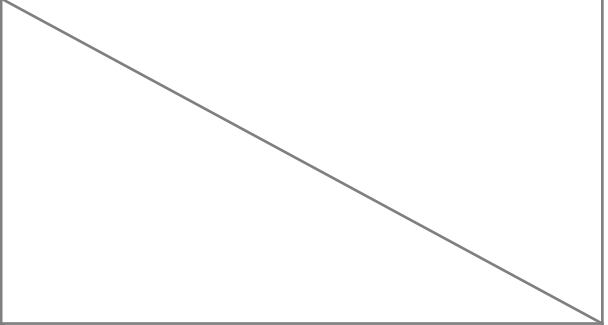

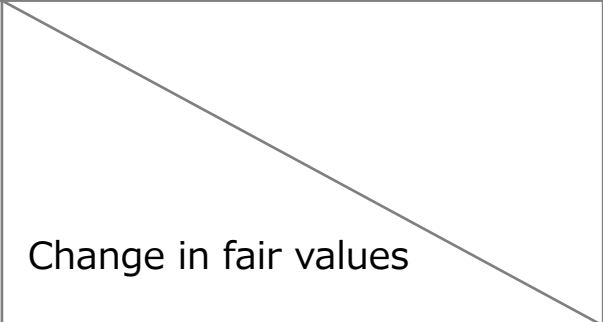

Consolidated B/S Summary – 3

(¥ B)

B/S Item	Items	Mar 2023	Mar 2024	Change
Equity		10,649.2	13,237.2	+2,588.0
	Common stock	238.8	238.8	—
	Capital surplus	2,652.8	3,326.1	① +673.3
	Other equity instruments	414.1	193.2	② -220.9
	Retained earnings	2,006.2	1,633.0	③ -373.3
	Treasury stock	-38.8	-22.7	+16.1
	Accumulated other comprehensive income	3,756.8	5,793.8	④ +2,037.0
	Total equity attributable to owners of the parent	9,029.8	11,162.1	+2,132.3
	Non-controlling interests	1,619.4	⑤ 2,075.0	+455.7
	Ratio of equity attributable to owners of the parent (equity ratio)	20.6%	23.9%	+3.3%

- ① Amount equivalent to the gain on the sale of Arm shares upon its IPO :¥674.4B
- ② Redeemed \$2.0B USD-denominated NC6 undated hybrid notes
- ③ ¥227.6B net loss attributable to owners of the parent
- ④ ¥2,009.5B increase in exchange differences from the translation of foreign operations due to the weaker yen
(increase in exchange differences arising from translating foreign subsidiaries and associates into yen mainly due to the weaker yen against USD. See also p24-25)
Cf. ¥703.1B foreign exchange loss was recorded in consolidated P/L for FY23 (see p14)
- ⑤ •Non-controlling interest in Arm: ¥236.8B
•SBKK issued bond-type class shares: ¥120.0B

Impact of the Weaker Yen on P/L & B/S (Illustration)

Entities	Components	P/L Foreign exchange gain (loss)	B/S Exchange differences from translation
SBG stand-alone + Subsidiaries conducting fund procurement in Japan	Foreign currency-denominated cash and cash equivalents/ Loans receivable (excl. investments)	 Foreign exchange gain (See page 25)	
	Foreign currency-denominated liabilities (borrowings/bonds)	 Foreign exchange loss (See page 25)	
Foreign subsidiaries and associates whose functional currency is not yen (e.g., SVF1/2, LatAm Funds, Arm)	Net assets (positive)	 Change in fair values	 Exchange differences from translation (See page 23)

Impact of the Weaker Yen in FY23 (from ¥133.53/\$ to ¥151.41/\$)

Foreign exchange loss in consolidated P/L for FY23: ¥703.1B

At SBG stand-alone: Foreign exchange losses of ¥982.2B related to foreign currency-denominated borrowings from Group companies, ¥74.1B related to foreign currency-denominated bonds excl. USD-denominated perpetual hybrid bonds

SBG stand-alone balance	Mar 31, 2023 \$=¥133.53	Mar 31, 2024 \$=¥151.41
Foreign currency-denominated debts (borrowings/bonds) <i>incl. intra-Group borrowings</i>	\$71.8B	\$51.2B
Foreign currency-denominated cash and cash equivalents/ loans receivable, etc. <i>excl. investments</i>	\$23.8B <i>Incl. \$20.0B cash and cash equivalents, \$3.7B loans receivable</i>	\$13.8B <i>Incl. \$9.9B cash and cash equivalents, \$3.9B loans receivable</i>
Net (liabilities)	\$48.0B	\$37.4B

Exchange differences from translation in consolidated B/S on Mar 31, 2024: ¥5,794.5B, up ¥2,009.5B from Mar 31, 2023 mainly related to investments in subsidiaries' shares and associates

Net assets of subsidiaries	Mar 31, 2023 \$=¥133.53	Mar 31, 2024 \$=¥151.41	Change	Exchange differences from translation in consolidated B/S ((B) – (A) x average rate for FY23 ¥144.40/\$) ^{*1}
SVF1/2 and LatAm Funds <i>net of third-party interests & carrying amount of Arm shares</i>	\$42.1B ¥5,624.6B	\$58.6B ¥8,872.3B	+\$16.5B ^(A) +¥3,247.7B ^(B)	+¥868.6B
SBGC ^{*2} <i>net of carrying amount of Arm shares</i>	\$33.6B ¥4,488.5B	\$18.3B ¥2,763.5B	-\$15.4B ^(A) -¥1,725.0B ^(B)	+¥493.3B
Arm	\$28.7B ¥3,837.8B	\$29.5B ¥4,460.4B	+\$0.7B ^(A) +¥622.5B ^(B)	+¥518.9B

*1 Considering intercompany transactions on consolidation

*2 SoftBank Group Capital Limited

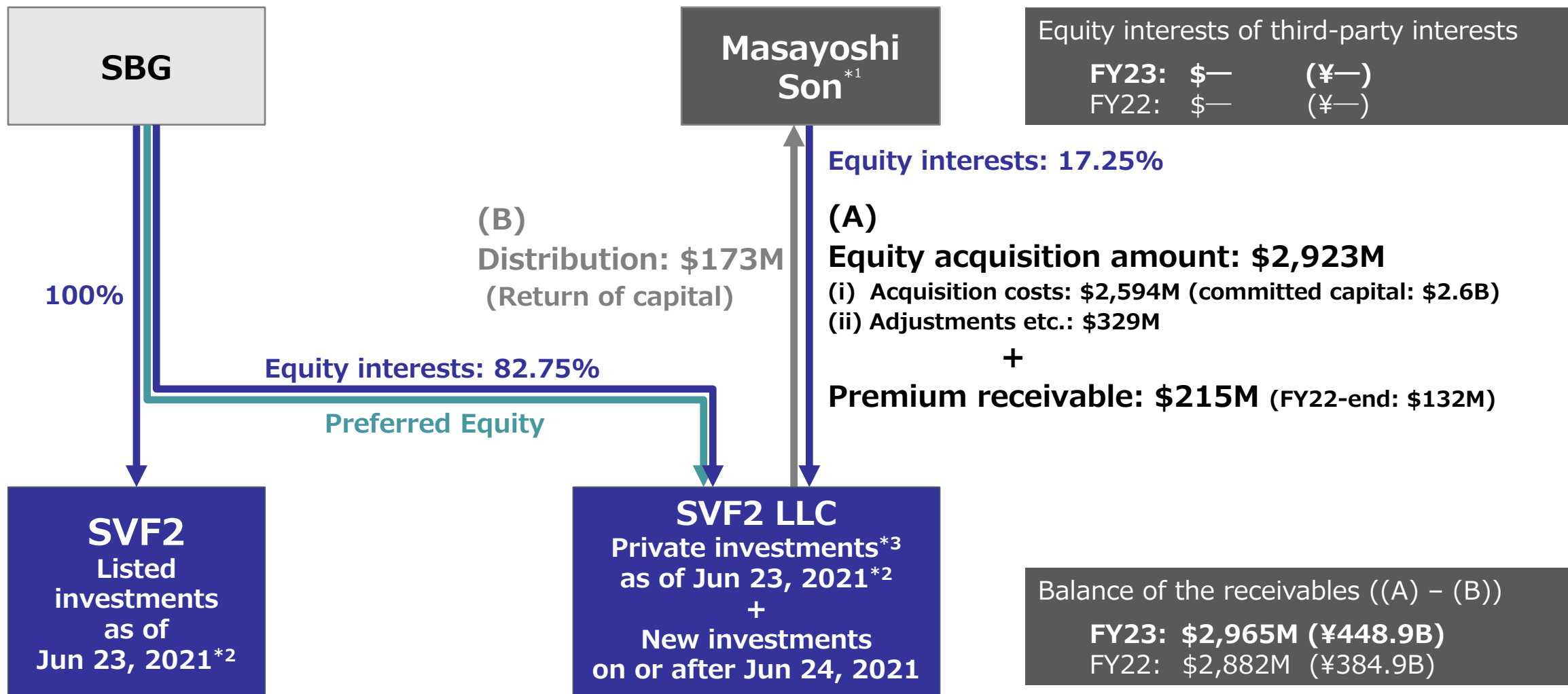
Consolidated C/F Summary

C/F item	FY22	FY23	Primary details for FY23	
C/F from operating activities	+741.3	① +250.5	+1,241.7	Subtotal of cash flows from operating activities
			-885.6	Income taxes paid
			+68.8	Income taxes refunded
C/F from investing activities	+547.6	-841.5	② -800.9	Payments for acquisition of investments
			-212.0	Payments for acquisition of investments by SVF
			+922.0	Proceeds from sales of investments by SVF
			-104.5	Payments for acquisition of control over subsidiaries
			+96.8	Proceeds from loss of control over subsidiaries
			-622.6	Purchase of PP&E and intangible assets
			③ -313.7	Payments for loan receivable
C/F from financing activities	+191.5	-606.2	④ +5,914.1	Proceeds from interest-bearing debt
			⑤ -5,889.2	Repayment of interest-bearing debt
			-783.5	Distribution/repayment from SVF to third-party investors
			⑥ +747.6	Proceeds from the partial sales of shares of subsidiaries to non-controlling interests
			⑦ -277.8	Redemption of other equity instruments
			⑧ +120.0	Proceeds from the issuance of other equity instruments in subsidiaries
			-288.1	Cash dividends paid to non-controlling interests
	FY22	FY23		
Effect of FX rate changes on cash and cash equivalents, etc.	+275.8	+458.9		
Increase/decrease in cash and cash equivalents	+1,756.2	-738.3		
Opening balance	+5,169.0	+6,925.2		
Closing balance	+6,925.2	+6,186.9		

(¥ B)

- ① ¥250.5B net inflow, despite outlays for income taxes and the acquisition of corporate bonds by SB Northstar
 - ¥885.6B income taxes paid
 - SBG has paid ¥368.6B income taxes mainly due to gains from the sale of Alibaba shares in FY22 and ¥118.0B interim payment of income taxes in FY23Q3**
- ② • Outlays of ¥311.9B at SBG and wholly owned subsidiaries (mainly strategic investments)
 - PayPay Bank acquired ¥308.4B bonds and other asset management products
- ③ SVF2 fulfilled the guarantee obligations for the credit support for a letter of credit facility to WeWork provided by financial institutions
- ④ **SBG**
 - Made ¥536.1B short-term borrowings, procured ¥53.1B through a hybrid loan
 - Issued domestic hybrid bonds totaling ¥222.0B and domestic straight bonds totaling ¥550.0B
 - Wholly owned subsidiaries conducting fund procurement**
 - Raised \$8.50B through a margin loan using listed Arm shares
 - Procured \$4.39B through Alibaba prepaid forward contracts
 - SBKK**
 - Procured ¥964.4B mainly through the securitization of installment sales receivable and sale-and-leaseback transactions
- ⑤ **SBG**
 - Repaid ¥506.6B short-term borrowings
 - Redeemed and repurchased bonds totaling ¥580.6B
 - SVF**
 - Repaid asset-backed finance, \$4.16B at SVF1 and \$2.19B at SVF2
 - Wholly owned subsidiaries conducting fund procurement**
 - Repaid \$8.50B borrowings made through asset-backed finance using Arm shares
 - SBKK**
 - Repaid ¥1,215.1B borrowings made mainly through the securitization of installment sales receivable and sale-and-leaseback transactions
- ⑥ Received \$5.12B in proceeds from the disposal of Arm shares at its IPO
- ⑦ Redeemed \$2.0B USD-denominated NC6 undated hybrid notes
- ⑧ SBKK issued ¥120.0B bond-type class shares

Co-investment Program to SVF2: Related Party Transactions



Notes:

For details of the related party transaction, see p90-92 of FY23 SBG Consolidated Financial Report.

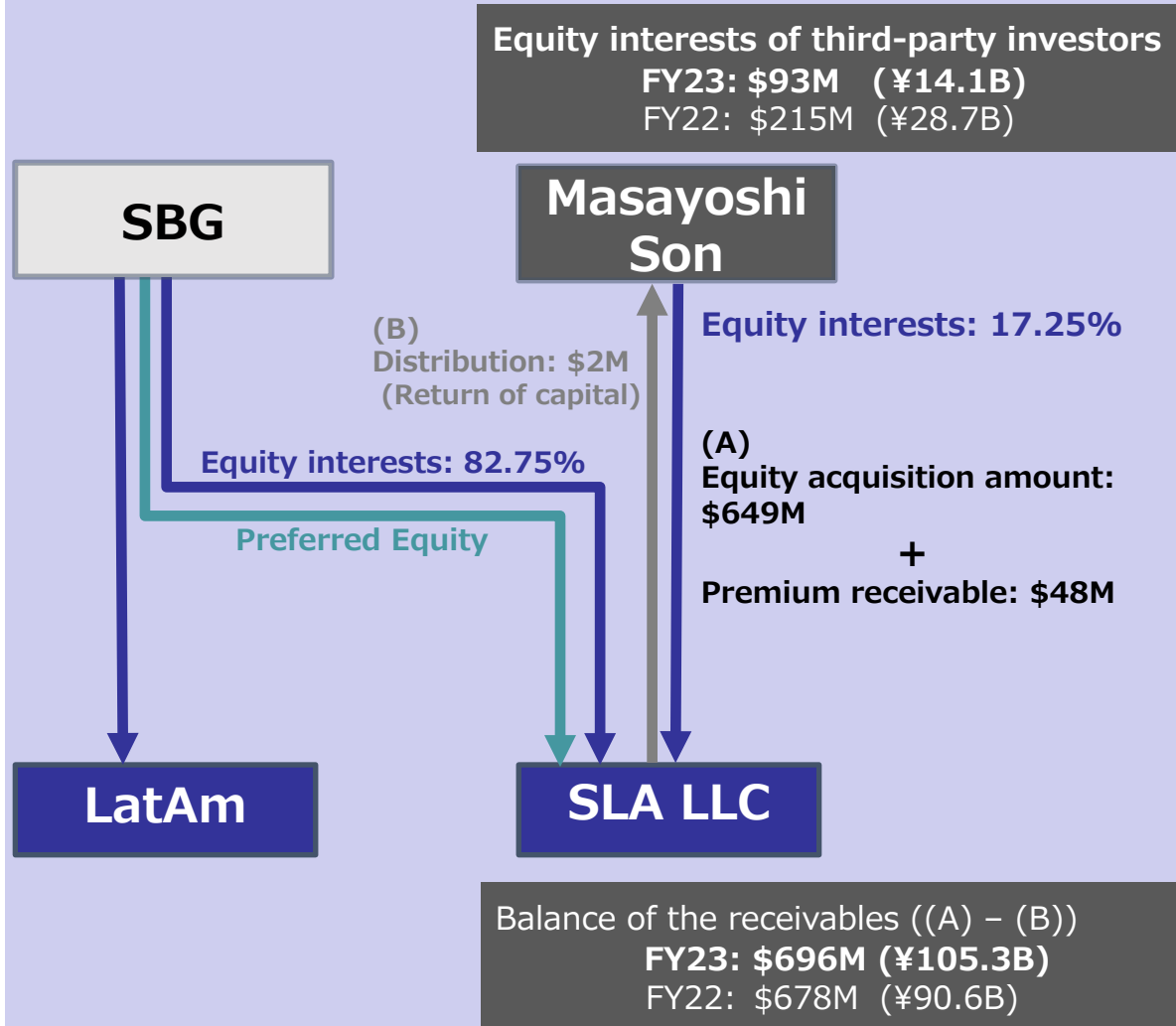
*1 Participation by management other than Masayoshi Son has not been determined as of the date of this presentation, but is expected in the future.

*2 Jun 23, 2021 is the date on which the Co-investment Program was conditionally approved by the Board of Directors of SBG.

*3 Excludes portfolios that were listed or announced to be listed as of Jun 23, 2021, and portfolios that were approved by the Board of Directors of SBG to be excluded from the Co-investment Program.

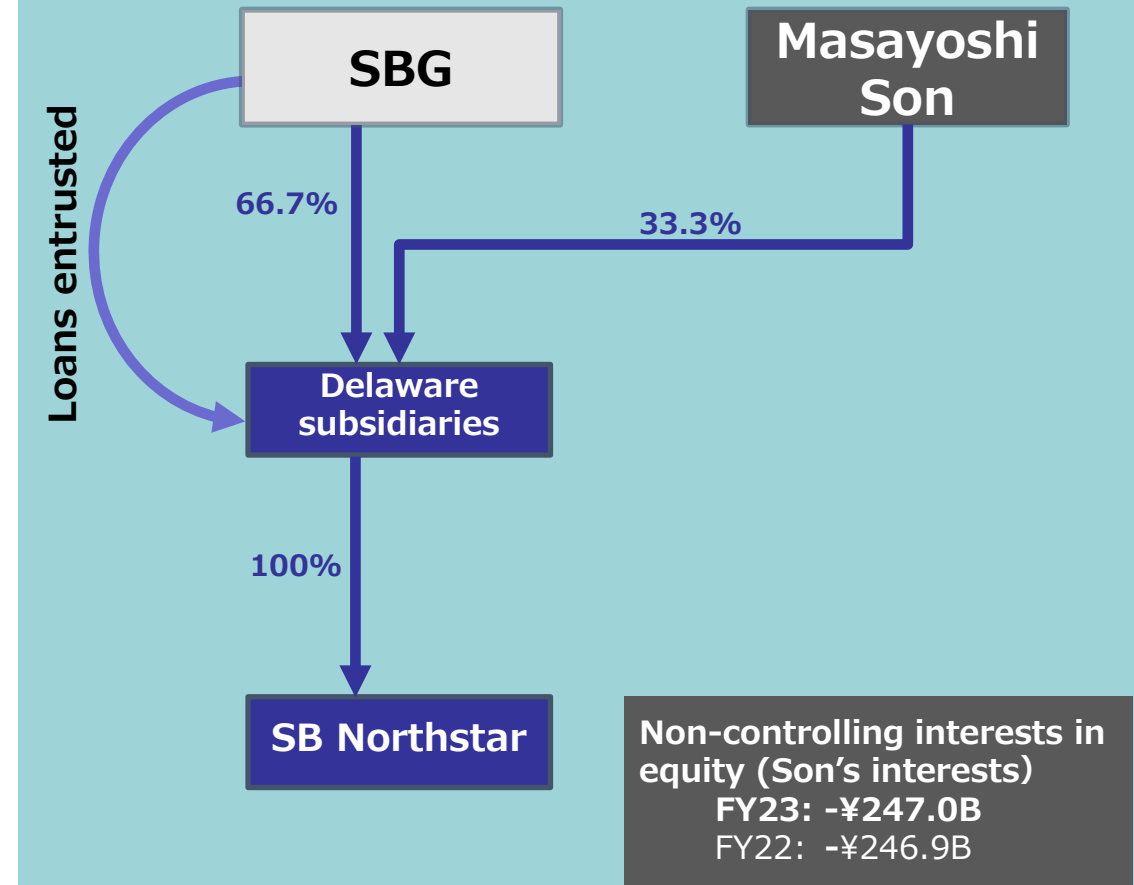
Co-investment Program to LatAm Funds & Management's Investment in Asset Management Subsidiary

Co-investment program to LatAm Funds



*For details, see p93-94 of FY23 SBG Consolidated Financial Report.

Management's investment in asset management subsidiary



*For details, see p16 of FY23 SBG Consolidated Financial Report. Non-controlling interests (Son's interests), including interest and others on loans, amounted to -¥409.4B as of Mar 31, 2024.

Appendix

Arm IPO and Accounting Treatment

- In September 2023, SBG’s wholly owned subsidiary disposed 10%* of Arm shares in the IPO and received proceeds of \$5.12B. The amount equivalent to the gain on the disposal was \$4.65B.
- Arm continues to be SBG’s consolidated subsidiary post-IPO as SBG holds 90%* of Arm shares.

Consolidated P/L	Consolidated B/S	Consolidated C/F
No impact	Assets +\$5.12B	Cash flows from financing activities +\$5.12B
No gain on the disposal was recorded as Arm remains SBG’s subsidiary	Cash and cash equivalents +\$5.12B ✓ Proceeds from the partial disposal of Arm shares	Proceeds from the partial sales of shares of subsidiaries to non-controlling interests +\$5.12B
✓ Fluctuation of Arm’s share price at the end of each quarter does not affect SBG’s consolidated results as Arm is a subsidiary and not a financial asset at FVTPL	Equity +\$5.12B	✓ Proceeds from the partial disposal of Arm shares
✓ 10% of Arm’s net income is attributable to non-controlling interests	Capital surplus +\$4.65B ✓ Amount equivalent to the gain on the disposal was recorded as changes in interests in subsidiaries	
	Non-controlling interests +\$0.47B ✓ All amount of Arm’s goodwill is still attributable to SBG after the 10% disposal. NCI increased by the amount equivalent to 10% of the consolidated carrying amount of Arm excluding goodwill	

* Calculation is based on the 1,025,234,000 company shares issued and outstanding on September 30, 2023.

Arm Segment in SBG's Consolidated Financial Report Bridge to Arm's Form F-1 (FY22 P/L)

	SBG Consolidated Financial Report Arm segment (IFRSs)		Adjustment (1) Amortization expenses related to intangible assets recognized in the purchase price allocation at the time of acquisition of Arm by SBG	Adjustment (2) Difference in accounting standard (IFRSs vs US GAAP)	Adjustment (3) Reflecting the latest available information at the time of F-1 filing by Arm	Arm Form F-1 (US GAAP)	
	¥M	\$M	\$M	\$M	\$M	\$M	
Net sales	381,746	2,817	-	-	-138 C	2,679	Total revenue
Cost of sales		-105	-	0	-1	-106	Cost of sales
Operating Expenses		-2,399	451	113 A	-67 D	-1,902	Operating expenses
Other Income/loss		50	-	-37 B	-13	0	Other income/loss
Segment income (income before income tax)	48,663	363	451	76	-219	671	Income (loss) before income taxes

- A** Main variance factor: Difference in accounting treatment of share-based compensation
- B** Main variance factor: Fair value through other comprehensive income (FVTOCI) is elected for certain investment securities under IFRS, whilst all investment movements are recorded through profit or loss under US GAAP.
- C** Main variance factor: Royalty revenue reflect the latest available information at the time of form F-1 filing
- D** Main variance factor: Certain provision and share-based compensation reflect the latest available information at the time of form F-1 filing

Note:

- The components of segment income, excluding net sales, in the above table are presented solely for the purpose of the reconciliation.