## SoftBank Group

## Earnings Results for the 3-month Period ended June 30, 2019

August 7, 2019





#### **IMPORTANT INFORMATION**

This presentation ("Presentation") is furnished to you for informational purposes in connection with SoftBank Group Corp.'s (together with its subsidiaries, "SoftBank") interests in the SoftBank Vision Fund L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investr vehicle, the "Vision Fund" or the "Fund". Information herein is not complete, is not intended to be relied upon as the basis for any investment decisions and is not an offer to sell or a solicitation of an offer to buy limited partnership or comparable limited liability equity interests in or any other investment vehicle. The contents herein not to be construed as legal, business or tax advice, and each recipient should consult its own attorney, business advisor and tax advisor as to legal, business and tax advice.

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Recipients of this Presentation should make their own investigations and evaluations of the information contained in this Presentation and should note that such information may change materially.

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Past performance is not necessarily indicative of future results. The performance of the Fund will not lose any or all of their investors in the Fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all of their investors in the subscription of the fund will not lose any or all o capital or the Fund will be able to implement its investment strategy or achieve its investment objectives.

To the extent presented herein, information relating to industry sectors and sizes has been determined by the Manager based on internal research and data. Although the Manager believes that such determinations are reasonable, they are inherently subjective in nature. Other market participants may make different determinations relating sector characterization and size based on the same underlying data. Certain information contained in this Presentation has been obtained from published and non-published sources prepared by other parties, which in certain cases have not been updated through the date hereof. While such information is believed to be reliable for purposes of this Presentation, none of the Fund, the Manager, SoftBank, or their respective affiliates assumes any responsibility for the accuracy or completeness of such information has not been independently verified. Except where otherwise indicated herein, the information provided in this Presentation is based matters as they exist as of the date of preparation of this Presentation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or changes occurring after the date hereof. In this Presentation, references to "\$" or "US\$" shall be to lawful currency of the United States.

Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply endorsement by such firms or businesses. There is no guarantee that the Manager or its portfolio companies will work with any of the firms or businesses whose logos are included herein in the future.

THAT SUCH PERSON IS LIKELY TO PURCHASE OR SELL SUCH SECURITIES.

Net Equity IRR means the internal rate of return of Class A Equity Interests after management fees, performance fees, Preferred Equity coupon and other expenses. It is based on the limited partners' equity cash outflows (distributions), inflows (distributions) and share of the subscription line of credit activities, net of investing and other expenses. It is based on the limited partners' equity cash outflows (capital contributions), inflows (distributions) and share of the subscription line of credit activities, net of investing and other expenses. It is based on the limited partners' equity cash outflows (capital contributions), inflows (distributions) and share of the subscription line of credit activities, net of investing and capital contributions). related financing, and the Net Asset Value attributable to Class A Equity Interests as of March 31, 2019.

Net Blended IRR reflects the combined net performance of Class A Equity Interests and Class B Preferred Equity Interests and includes Preferred Equity Coupon distributions as well as accrued Preferred Equity Coupon.

Net Equity IRR (SBG (LP) + Manager's Performance Fee) is the same as Net Equity IRR computation but includes the addition of accrued performance fees for the Manager.

"Equity" IRRs are provided solely for illustrative purposes, as they reflect only a subset of the Vision Fund's overall performance, and do not reflect the return on Preferred Equity Commitments (which will have a material impact on the Vision Fund's performance in the aggregate, which could be significantly lower), and may not re the experience of any limited partner. Results for individual limited partners will vary based on their specific investments as well as the timing of their specific cash flows.

The Vision Fund has a limited operating history and accordingly, performance information may not be representative and actual realized return on these unrealized investments that collectively acquired recently by the Vision Fund from SoftBank Group Corp.; accordingly, the performance information herein, which is based in part on valuations of unrealized investments, is not indicative of future results. Such investments and the subsequent performance thereof had a positive impact on the performance of the Vision Fund from SoftBank Group Corp.; accordingly, the performance information herein, which is based in part on valuations of unrealized investments, is not indicative of future results. Fund. SoftBank Group Corp. is under no obligation to collectively offer similar assets to the Vision Fund in the future.

The Manager's performance fee is deferred until the end of investment period and may not ultimately be paid out.

#### EACH RECIPIENT ACKNOWLEDGES AND AGREES THAT IT IS RECEIVING THIS PRESENTATION ONLY FOR THE PURPOSES STATED ABOVE AND SUBJECT TO ALL APPLICABLE CONFIDENTIALITY OBLIGATIONS AS WELL AS THE UNITED STATES SECURITIES LAWS PROHIBITING ANY PERS WHO HAS RECEIVED MATERIAL, NON-PUBLIC INFORMATION FROM PURCHASING OR SELLING SECURITIES OF THE APPLICABLE ISSUER OR FROM COMMUNICATING SUCH INFORMATION TO ANY OTHER PERSON UNDER CIRCUMSTANCES IN WHICH IT IS REASONABLY FORESEEA

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### Disclaimer

This material was prepared based on information available and views held at the time it was made. Statements in this material that are not historical facts, including, without limitation, plans, forecasts and strategies are "forward-looking statements".

Forward-looking statements are by their nature subject to various risks and uncertainties, including, without limitation, a decline in general economic conditions, general market conditions, technological developments, changes in customer demand for products and services, increased competition, risks associated with international operations, and other important factors, each of which may cause actual results and future developments to differ materially from those expressed or implied in any forward-looking statement. With the passage of time, information in this material (including, without limitation, forward-looking statements) could be superseded or cease to be accurate. SoftBank Group Corp. disclaims any obligation or responsibility to update, revise or supplement any forward-looking statement or other information in any material or generally to any extent. Use of or reliance on the information in this material is at your own risk. Information contained herein regarding companies other than SoftBank Group Corp. and other companies of the SoftBank Group is quoted from public sources and others. SoftBank Group Corp. has neither verified nor is responsible for the accuracy of such information. Any statements made herein regarding Sprint Corporation ("Sprint") are made by SoftBank solely in its capacity as an investor in Sprint. None of such statements are made on behalf of or attributable to Sprint. Any information contained herein regarding Sprint is subject to any and all subsequent disclosures made by Sprint on its own behalf. Neither Sprint nor SoftBank undertakes any obligation to update the information contained herein in connection with any subsequent disclosures made by Sprint, or to reflect any other subsequent circumstances or events. Nothing contained herein may be construed as an obligation on the part of Sprint to provide disclosures or guidance on its own behalf.





## Just Move

## Sprint DOJ approved the merger with conditions

The completion of the T-Mobile and Sprint combination remains subject to remaining regulatory approvals and certain other customary closing conditions. T-Mobile and Sprint expect to receive final federal regulatory approval in Q3 and currently anticipate that the merger will be permitted to close in the second half of 2019. Note: Several State Attorneys General have filed a lawsuit seeking to block the merger.



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### Plans for SoftBank Vision Fund 2

he finalization of the Fund II and of related capital commitments remains subject to the completion of definitive documents and other customary conditions

This document has been prepared on the basis of information provided by SBIA and issued by SBG for the sole purpose of announcing to the public certain matters relating to the activities of SBG, and not for the purpose of soliciting any investment from any person in any jurisdiction. This document has not been prepared by or issued on behalf of the Fund II or the General Partner, does not constitute any offer or solicitation to purchase or subscribe for the interests in the Fund II and does not and is not intended to contain the information that may be desirable, necessary or required to properly evaluate a potential investment in the Fund II. This document is not intended to be relied upon as the basis for any investment decision. The contents of this document are not to be construed as legal, business or tax advice. Without limiting the foregoing, this document does not constitute or form a part of any offer or solicitation to purchase or subscribe for securities in the United States. The interests in the Fund II referred to above (when and if established) have not been, and will not be, registered under the United States Securities are applicable exemption from registration requirements.

the United Kingdom, the promotion of interests in an unregulated collective investment scheme by an unauthorized person is prohibited by s. 21 of Financial Services and Markets Act 2000. Information relating to the Fund II will be provided to investors in the United Kingdom only to the extent that it can be ovided lawfully in accordance with the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005. It will therefore be communicated only to (a) persons who receive it outside the United Kingdom, (b) investment professionals, and (c) high net worth undertakings. This document may contain certain forward-looking statements that are based on assumptions and subject to known and unknown risks and uncertainties that could cause actual results to differ materially from ose expressed or implied by such statements. Assumptions should not be construed to be indicative of the actual events which will occur. Expected terms contained herein are for informational purposes only, are expected terms only and are not intended to be complete and are qualified in their entirety by iference to the Fund II's Private Placement Memorandum and Partnership Agreement, which should be reviewed in their entirety prior to making an investment in the Fund II. An investment in the Fund II may only be made on the basis of the information contained in the Private Placement Memorandum and





## Consolidated Results





One-time gain from Arm China: On Jun. 26, 2018, Arm sold 51% of its equity interest in its wholly-owned Chinese subsidiary, Arm China to certain institutional investors. As a result of this transaction, Arm China is no longer considered as a subsidiary of SoftBank Group Corp. Accordingly, SoftBank Group Corp. recorded gain relating to loss of control over subsidiaries.

Net income: net income to attributable to owners of the parent

FY19Q1	Change	YoY
2,336.4	+63.6	+3
688.8	-26.2	-4
688.8	+135.1	+24
1 <b>,121.7</b>	+808.0	+258





#### (JPY bn) 2,272.8

### 883.2

### 1,096.2

2,336.4 895.6

### 1,164.6

### 276.2

### **FY18Q1**

293.4

**FY19Q1** 



## 

### SoftBank segment

Others

Others = Arm + Brightstar + "Others" + reconciliations 7





**FY18Q1** 

**FY19Q1** 

### **Sprint**

## Down 4% segment

### SoftBank segment

Others

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**FY18Q1** 

**FY19Q1** 

### **Sprint**

## segment

## (excl. one-time gain from Arm China)

### SoftBank segment

Others

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**FY18Q1** 

**FY19Q1** 

### **Sprint**

## segment

## with profit from continuing businesses (excl. Sprint and one-time gain from Arm China)

SoftBank segment

\*Profit from continuing businesses: EBIT excl. Sprint and one-time gain from Arm China

The completion of the T-Mobile and Sprint combination remains subject to remaining regulatory approvals and certain other customary closing conditions.

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### (JPY bn)







### (JPY bn)





## (excl. one-time gain from Arm China)

\*FY2013-14: excl. impact of GungHo & Supercell

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### (JPY bn)





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### Net Income

(JPY bn)









## **3.6x Exceeds** JPY 1t

Net income: net income to attributable to owners of the parent **14** 







# Sprint // T-Mobile-

## **DOJ** approved the merger with conditions

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#### Borrowings

### **Shareholder value**

Current: USD 1 = JPY 106.34 (as of Aug. 6, 2019) Based on calculation of T-Mobile US share price USD 77.28 (as of Aug. 6, 2019) x exchange ratio 0.10256 excl. acquisition-related expenses 17 \*Amount of borrowings at the time of acquisition (JPY 1.65t)



At the time of acquisition

Current

## Sprint Borrowings 3X RR21%

### **Shareholder value**

IRR: calculated the shareholder value IRR. Amount of borrowings (JPY 1.65t) is considered as returns at the actual date of its procedu SBG. Interests related to the borrowings are considered. The IRR set forth herein is based in part on current valuation of unrealized investment and such valuation has not been audited on an individual basis. There can be no assurance that such investment will ultimately be realized at its current valuation. The IRR of Sprint has been prepared and is set out for illustrative purposes only, and while its calculation is based on assumptions that the SBG believes are reasonable, the use of different assumptions could yield materially different results.

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## Vodafone K.K. Investment Track Record

### (JPY)





#### Shareholder value

#### **Accumulated return**

**Equity value of shareholdings + IPO proceeds** + dividend + brand royalty charges (equivalent of SBM)



- SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SBM = SoftBank Mobile Corp., SBTM = SoftBank Telecom Corp., SBB = SoftBank BB Corp., YM = Ymobile Corporation
- SBG acquired Vodafone K.K. (subsequently renamed SBM, and further renamed SBKK) in Apr. 2006 for a combined consideration comprised of (i) cash in the amount of JPY 200 billion, (ii) an issuance by an intermediate holding company of JPY 417.7 billion in preferred shares to third parties, which was refinanced in 2010 through transactions including a debt issuance by SBG, which was effectively an obligation of SBKK and the concurrent purchase of such preferred shares by SBG using such proceeds, (iii) an issuance of subordinated debt by an intermediate holding company in the amount of JPY 100 billion, which was subsequently repaid in full by SBKK, and (iv) senior debt financing obtained by SBKK from financial institutions in the amount of JPY 1,180 billion, out of which JPY 550 billion was refinanced in 2011 through transactions including debt issuances by SBG and inter-company loans. With effect from Apr. 1, 2015, SBG merged its four domestic telecommunications businesses, namely SBKK (then SBM), SBB, SBTM and YM, in an absorption-type merger with SBKK as the surviving entity. Accordingly, SBG incorporates several assumptions in its gross IRR calculation. In order to determine Vodafone K.K.'s accumulated returns, SBG put some assumptions as below.
- Brand royalty charges (Equivalent of SBM): Brand royalty charges after the merger of SBM, SBTM, SBB, and YM is calculated by multiplying brand royalty charges of whole SBKK by the ratio of SBM gross profit as of FY2014 (72%).
- Dividend (equivalent of SBM): Dividend after the merger of SBM, SBTM, SBB, and YM is calculated by multiplying dividend of whole SBKK by the ratio of SBM net income as of FY2014 (73%). SBKK IPO proceeds (equivalent of SBM) and equity value of shareholdings (equivalent of SBM): calculated by multiplying the ratio of SBM Unit operating income in whole SBKK as of FY2018 (76%)
- Equity value of shareholdings: calculated by the closing price of SBKK as of Aug. 7, 2019 (JPY 1,475.5 per share). Deducted the amount of preferred shares to Vodafone PLC and Yahoo Japan Corporation (JPY 417.7 B), which was refinanced in 2010.
- Gross IRR is then determined with reference to the JPY 200 billion cash consideration portion paid by SBG in the original acquisition in 2006, and also accounts for dividends and brand royalties paid by SBKK to SBG during the calculation period. The IRR of Vodafone K.K. has been prepared and is set out for illustrative purposes only, and while its calculation is based on assumptions that the SBG believes reasonable, the use of different assumptions could yield materially different results.
- Brand royalty charges: SBG charges brand royalty fees to Group companies that use the "SoftBank brand".
- Borrowings, etc.: calculated by the sum of (i) senior debt financing from financial institutions, after refinanced by SBM (JPY 1,366 billion), (ii) subordinated loan financed from Vodafone. after debt assumption by SBM (JPY 82.5billion), and (iii) fundraising through preferred shares to Vodafone PLC and Yahoo Japan Corporation (JPY 417.7 billion).





## Shareholder Value



20

## Remaining Image

## Heavy debt?

## Telecom company?





## **Equity Value of Holdings**

Others	0.9t
SVF	<b>3.5t</b>
arm	<b>2.6t</b>
Sprint	<b>2.9t</b>
SoftBank кк	<b>4.7t</b>
	<b>11.3</b> t

### Equity value of holdings

For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"

## JPY26t

Share price: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.) 22

### **JPY 17t**



### Gross debt (consolidated)





### Gross debt (consolidated)

• For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"

### **Non-recourse to SBG**





### Gross debt (excl. Sprint)





### Gross debt (excl. Sprint)

• For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"

### **Non-recourse to SBG**



## -------Sprint \*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\* SBKK etc. **JPY 7.4t**

### Gross debt (SBG)



### **Gross debt** (SBG)



Cash position, etc. (SBG)

## **JPY 2.5t**



### Gross debt Cash position, etc. (SBG) (SBG)



### Net debt (SBG)



## **JPY 2.5t**



### LTV 19% Manage at less than 25% during "normal" periods (upper threshold of 35%) even during "abnormal" periods)

### JPY 5t

#### Net debt

• Net debt = SBG net interest-bearing debt = SBG gross debt - SBG cash positions, etc

• LTV (Loan to value) = Net debt / Equity value of holdings For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation

### **JPY 26t**



### **Equity value** of holdings

Share price: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.) 30



## Equity value of holdings



## Net debt

## Shareholder value









31





### Market cap.

- Shareholder value = equity value of holdings net debt
- · For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"



#### Shareholder value

SBG Market cap.: closing price as of Aug. 7 Share price: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.)







'95 '97 '99 '03 '05 '01

# JPY 11t Market cap.

'07 '09 '11 '13 '15 '17 '19 <sup>(FY)</sup>

SBG Market cap.: closing price as of Aug. 7







'95 '03 '05 '97 '99 '01

## SBG shareholder value JPY 11t Market cap.

'07 '09 '11 '13 '15 '17 '19 <sup>(FY)</sup>

SBG Market cap.: closing price as of Aug. 7






'95 '97 '99 '03 '05 '07 '09 '01

'19 (FY) '11 '13 '15 '17

SBG Market cap.: closing price as of Aug. 7 Shareholder value: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.)





# Remaining Image

# Heavy debt?

# Telecom company?









# SoftBank Group

# Shareholder value

Shareholder value: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.)











\*Disclosed aggregate number of "82 companies" includes the existing SVF investments and pipeline for upcoming investments, but excludes JVs among portfolio companies and SVF.

# SoftBank Vision Fund 1 82 companies\*

Some of the investments described herein have not been acquired by the Fund and are subject to pending regulatory approvals. There are no assurances that any pending acquisition will be consummated at all or on the current terms of the agreement.





Portfolio composition is provided solely for illustrative purposes, and there can be no assurance that future investments will be similar to those set forth herein. Sector characterization has been determined by SBIA, and although the SBIA believes that such determinations are reasonable, they are inherently subjective in nature. The investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of the Vision Fund investments, and do not

es to investments included herein should not be construed as a recommendation of any particular investment or security refer to visionfund.com/portfolio for a complete list of the Vision Fund investments.

It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. We believe that the below companies are all AI compatible As of Aug. 7, 2019

#### Fintech

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#### Paytm

policy bazaar



众安保险





Kabbage C creditas

Enterprise

**‡** slack





COHESITY



**Gympass** 

#### Globality



OYO coupang ኛ Fanatics ↓ ■ 字节跳动 Wag! plenty **KFCOK** BRANDLESS tokopedia

firstery

get Your Guide

Consumer

#### Frontier tech

arm brain@ corp

I IMPROBABLE

#### Petuum

light

CloudMinds





## SVF Investment Highlights (end of Jun. 2019)

## USD 20.2bn

## Investment market uplift

#### USD 71.4bn

## Cumulative investment cost

## (Since SVF1 inception)

# nvestment market uplift since SVF1 inception

#### USD 1 = JPY 107.785 (as of June 28, 2019)

Cumulative Investment Cost and Investment Gain are from the SoftBank Vision Fund's and Delta Fund's inception dates to June 30, 2019 and include gains of Flipkart and Nvidia, net of costs, which were exited in Aug. 2018 and Jan. 2019, respectively. Cumulative Investment Cost includes amount funded with promissory notes. Investment Gain is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. Investment cost includes DiDi and WeWork, which are due for settlement post guarterend. Information herein is presented on an aggregate basis across the SoftBank Vision Fund and Delta Fund.

Fund highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Investment market uplift includes valuation uplifts that reflect unrealized estimated amounts and do not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used portrayed herein. Actual returns on unrealized 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. \*Since May 20, 2017





SoftBank Vision Fund 2

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\*As of the July 26, 2019 press release announcement \*The total anticipated investment amount (USD 108 billion) which is set forth in a series of MOU is converted into yen at USD 1 = JPY 108.22 (as of Jul. 25, 2019) Total expected contribution of capital is based on Memorandum of Understandings (MOUs), which are non-binding, and as such, actual result

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SVF2 Total Expected Contribution of Capital





Memorandum and Partnership Agreement, which should be reviewed in their entirety prior to making an investment in the Fund II. An investment in the Fund II. An investment in the Fund II may only be made on the basis of the information contained in the Private Placement, which should be reviewed in their entirety prior to making an investment in the Fund II. An investment in the Fund II may only be made on the basis of the information contained in the Private Placement, which should be reviewed in their entirety prior to making an investment in the Fund II.

implied by such statements. Assumptions should not be construed to be indicative of the actual events which will occur. Expected terms only and are not intended to be complete and are qualified in their entirety by reference to the Fund II's Private Placement



\*As of the Jul. 26, 2019 press release announcement \*USD 38 billion, SBG's maximum anticipated investment amount, is converted into yen at USD 1 = JPY 108.22 (as of Jul. 25, 2019)

SoftBank Group Corp.'s expected contribution of capital is based on Memorandum of Understandings (MOUs), which are non-binding and as such, actual results and contribution amounts may differ materially from the amounts presented herein.

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Softbank

# SVF2 Expected Contribution of Capital

Group



# **Firmly Maintain Financial Policy**



#### Maintain cash position covering 2 bond redemptions for at least next 2 years

## Secure sustainable distribution and dividend income from SVF and other subsidiaries

# Manage LTV at less than 25% during "normal" periods



46

## SVF2 total expected contribution of capital **JPY 12t**

SVF1 amount of committed capital **PY 10t** 

# Tota

The amount of committed capital of the Vision Fund USD 98.6bn converted to JPY, USD 1 = JPY 107.785 (as of June 28, 2019) and rounded off to the nearest 1 trillion unit.

The total expected investment amount (USD 108 billion) which is set forth in a series of MOU is converted into yen at USD 1 = JPY 108.22 (as of Jul. 25, 2019) \*As of the July 26, 2019 press release announcement

Total expected contribution of capital is based on Memorandum of Understandings (MOUs), which are non-binding, and as such, actual results and contribution amounts may differ materially from the amounts presented herein.

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## **# of Unicorn Companies** (Global)





# 70X in 10 years



'**1**8 (CY)

(source) created by SoftBank Group Corp. based on data from the Crunchbase Unicorn Leaderboard The number of "Current Unicorns" (each year end)

## Unicorn Companies (global)

1	ByteDance
2	Uber (listed)
3	DiDi
4	WeWork
5	JUUL Labs
6	Airbnb
7	Stripe
8	SpaceX
9	Epic Games
10	Grab
Investees of SVF1	

The comparables provided herein were selected by SBIA for illustrative purposes because SBIA believes that they present the most direct comparables in the industry within the relevant time period. Selection of such criteria is inherently subjective and others might select other comparables based on their assessment of the market. Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of unicorn companies that the Vision Fund has invested in and do not purport to be a complete list of Vision Fund 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 see slide 3 for a complete list of the Fund's investments.

# 5 out of 10 companies are investees



\* Ranking is in order of the amount of the valuation based on the source below (source) CEOWORLD magazine "The World's Top 100 Most Successful Unicorns, 2019" (Apr. 15, 2019)



# Investment Highlights

## Internet Telecommunication (net return of SBG) (net return of SBG)

JPY 15t: Cumulative net return of Internet companies which were invested by SoftBank Group, Yahoo Japan, Supercell, Yahoo Japa JPY 9t: Cumulative net return of Vodafone Japan K.K. JPY 8.1t (Cumulative return JPY 8.3t - Cumulative investment amount JPY 0.2t) + Cumulative net return of Sprint JPY 0.2t), which were invested by SoftBank Group Corp. (as of Aug. 7, 2019) JPY 2t: Investment Market uplift of SoftBank Vision Fund: Investment Market uplift is from the SVF1's and Delta Fund's inception dates to June. 30, 2019 and include gains of Flipkart and Nvidia which were exited in Aug. 2018 and Jan. 2019, respectively. Investment Market uplift is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. Information herein is presented on an aggregate basis across the SVF1 and Delta Fund.

nvestment market uplift is provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Investment market uplift includes valuation uplifts that reflect unrealized estimated amounts and do not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used 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. USD1 = JPY 107.785 (as of June 28, 2019) The information presented herein was prepared by SBG and the Manager makes no representation regarding its accuracy. There can be no assurances that the Manager's investment strategy or objectives will be realized or prove successful nor that any plans described herein will be realized on the terms expressed herein or at all, and all such plans are subject to uncertainties and risks. There can be no assurance that historical trends will continue throughout the life of the Fund or that projected results may be significantly different from the projections herein.



(investment market uplift of SVF1)





# **JPY 21t** Shareholder value (equity value of holdings - net debt)



'07 '09 '11 '13 '15 '17 '19 (FY)

Shareholder value: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.)





Shareholder value: closing price as of Aug. 7 (Japan) closing price as of Aug. 6 (U.S.)









·16 ·17 ·18





# Just Move

## Sprint DOJ approved the merger with conditions

The completion of the T-Mobile and Sprint combination remains subject to remaining regulatory approvals and certain other customary closing conditions. T-Mobile and Sprint expect to receive final federal regulatory approval in Q3 and currently anticipate that the merger will be permitted to close in the second half of 2019. Note: Several State Attorneys General have filed a lawsuit seeking to block the merger. The finalization of the Fund II and of related ca This document has been prepared on the basis This document has not been prepared by or iss properly evaluate a potential investment in the Without limiting the foregoing, this document do Act of 1933, as amended, and may not be offer In the United Kingdom, the promotion of interess provided lawfully in accordance with the Financo The information in this document is true and ac those expressed or implied by such statements reference to the Fund II's Private Placement Mic Partnership Agreement, as and when available

## Plans for SoftBank Vision Fund 2

he finalization of the Fund II and of related capital commitments remains subject to the completion of definitive documents and other customary conditions

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# SoftBank Group

## **Definition and Calculation Method of SBG's Sum-of-the-parts Valuation**

#### i. Net debt

- Net debt = net interest-bearing debt (SBG) = Net debt (SBG)
- Net debt (SBG) = gross debt (SBG) cash position, etc (SBG)
- gross debt (SBG) = gross interest-bearing debt (SBG) = Gross debt (Consolidated) Gross debt of subsidiaries (Non-recourse)
- gross debt (SBG): adjusting (a), (b), and (c) as follows
  - (a) JPY Hybrid Bonds issued in September 2016: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
  - (b) USD Hybrid Notes issued in July 2017: 50% of outstanding amount, which is recorded as equity in consolidated B/S, is treated as debt
  - (c) JPY Hybrid Loan executed in November 2017: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
- cash position, etc (SBG): considering the estimated impacts of (d), (e), (f), and (g) as follows
  - (d) Refund of withholding income tax related to dividends within the group companies (refunded in July 2019)
  - (e) Estimated cash proceeds and capital call payment related to the assets transfer to SVF from SBG after July 2019
  - (f) Future proceeds from sale of Supercell shares
- Gross debt (Consolidated) = Gross interest-bearing debt (Consolidated): excluding cash position of banking business (The Japan Net Bank)

#### ii. Equity value of holdings

- Alibaba: calculated by multiplying the number of Alibaba shares held by SBG at June 3, 2019 by the share price of Alibaba
- SBKK: calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK
- Sprint: calculated by multiplying the share price of T-mobile US, Inc. by the exchange ratio: 0.10256 on the premise of a future merger
- Arm: calculated based on the acquisition cost, excluding the number of Arm shares held by SVF
- **SVF**: calculated by the sum of (h) and (i) as follows
  - (h) SVF: Value equivalent to SBG's portion of SVF's holding value + Performance Fee accrued and payable to SBG, etc value equivalent to SBG's portion of SVF's future holding value at completion of the respective transfer
- Others: calculated mainly based on fair value of unlisted shares, etc held by SBG

#### iii. Shareholder value

- Shareholder value = Equity value of holdings Net debt
- Shareholder value per share = Shareholder value / Shares issued

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

- LTV = Net debt / Equity value of holdings
- v. Other assumptions
  - Share prices: (Japan) closing price as of Aug 7, 2019, (US) closing price as of Aug 6, 2019
  - FX rate: USD 1 = JPY 106.34
  - **Shares issued**: excluding treasury shares

\*SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SVF = SoftBank Vision Fund \*Based on data as of June 30, 2019 unless otherwise stated \*Before considering tax unless otherwise stated

(g) Estimated cash proceeds and capital call payment related to the assets transfer of SVF from SBG and Delta Fund that had been already completed by the end of June 2019 · Gross debt of subsidiaries (Non-recourse) = Gross interest-bearing debt of subsidiaries (Non-recourse): Total amount of gross interest-bearing debt of SBKK, Sprint, SVF, Arm, etc.

(i) Transfer Assets to SVF from SBG: Value of unlisted shares, which are currently held by SBG and planning to be transferred to SVF after July 2019, is calculated by the estimated

