## SoftBank

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There can be no assurance that the expected projected results will be achieved, and actual results may vary significantly from the expected projections. General economic, natural and other conditions, which are not predictable and are outside the control of the Manager, can have an adverse impact on the reliability of such expected projections. There can be no assurance that the Fund will be able to make investments in companies that the Manager otherwise deems appropriate or, if it does, as to the size of the position it will be able to build. Moreover, the inability to sell investments in companies in these circumstances could materially adversely affect the investment results of the Fund. There is no guarantee that the Fund will be able to successfully implement the strategies described in the Information.

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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.

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## First Invention in My Life

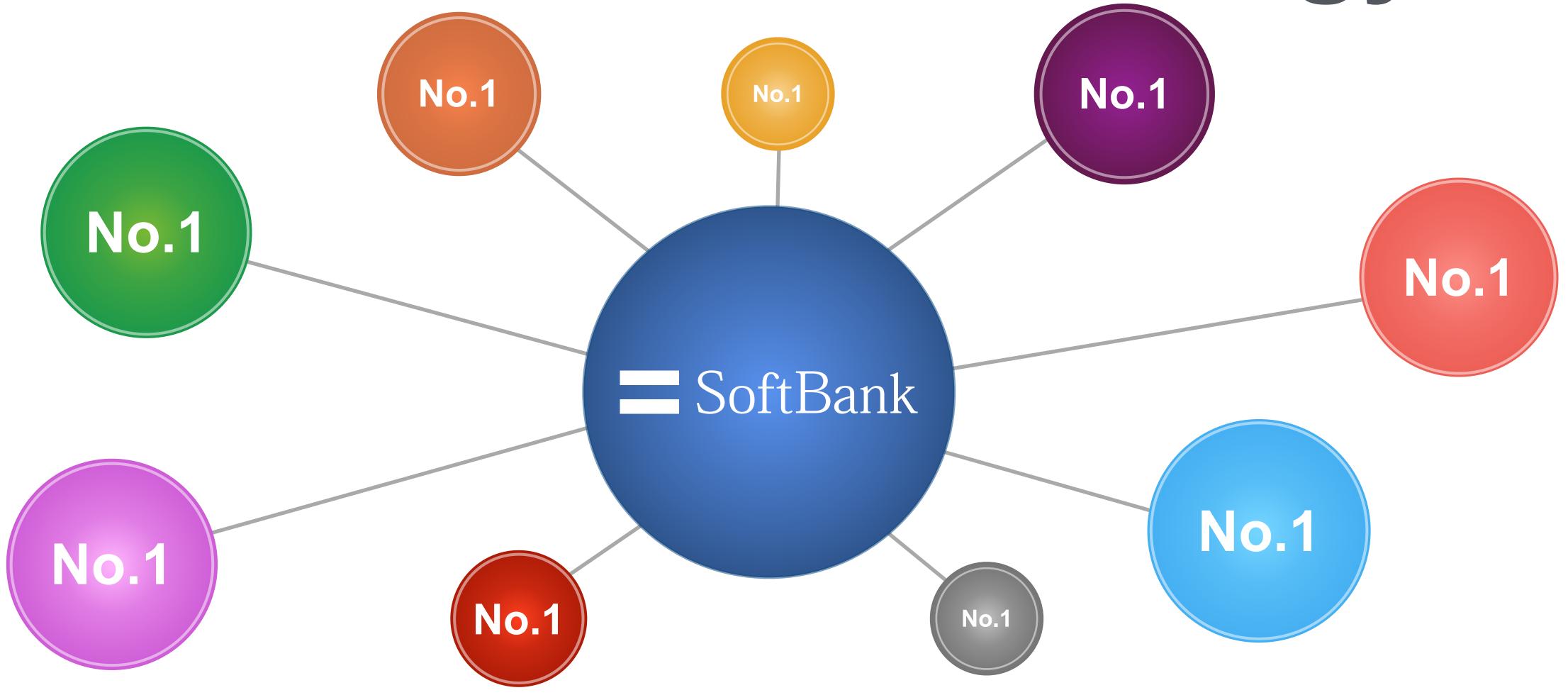


### Audio-electronic translator

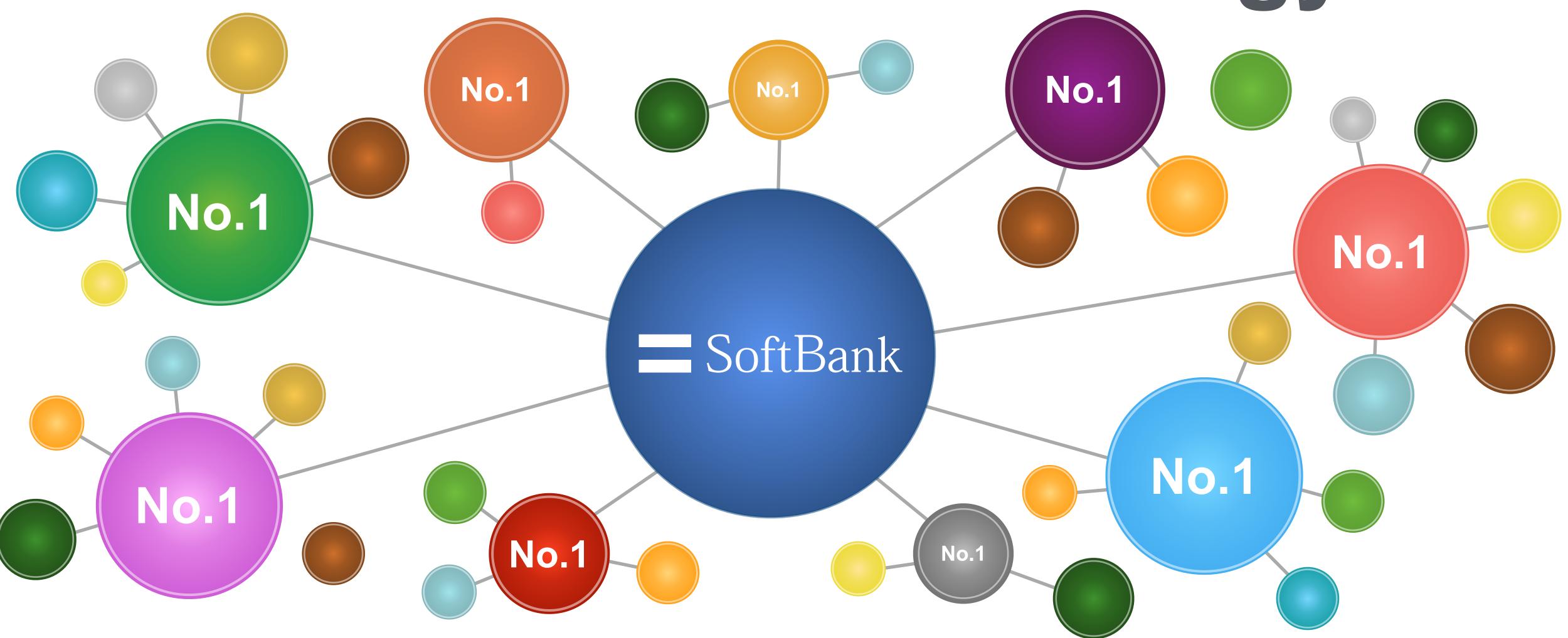
## What did I invent?

Organizational structure that keeps growing for 300 years





#### Platform for Information Revolution



Platform for Information Revolution

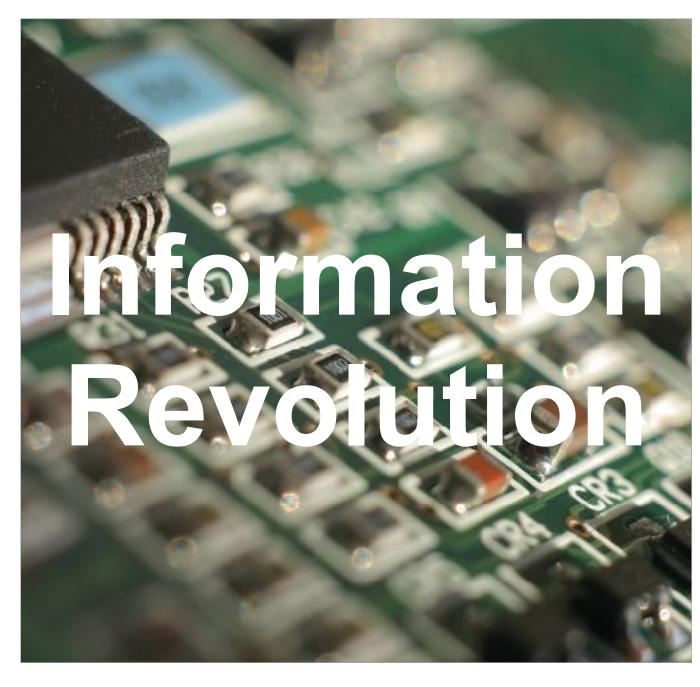
### Three Revolutions in Human History









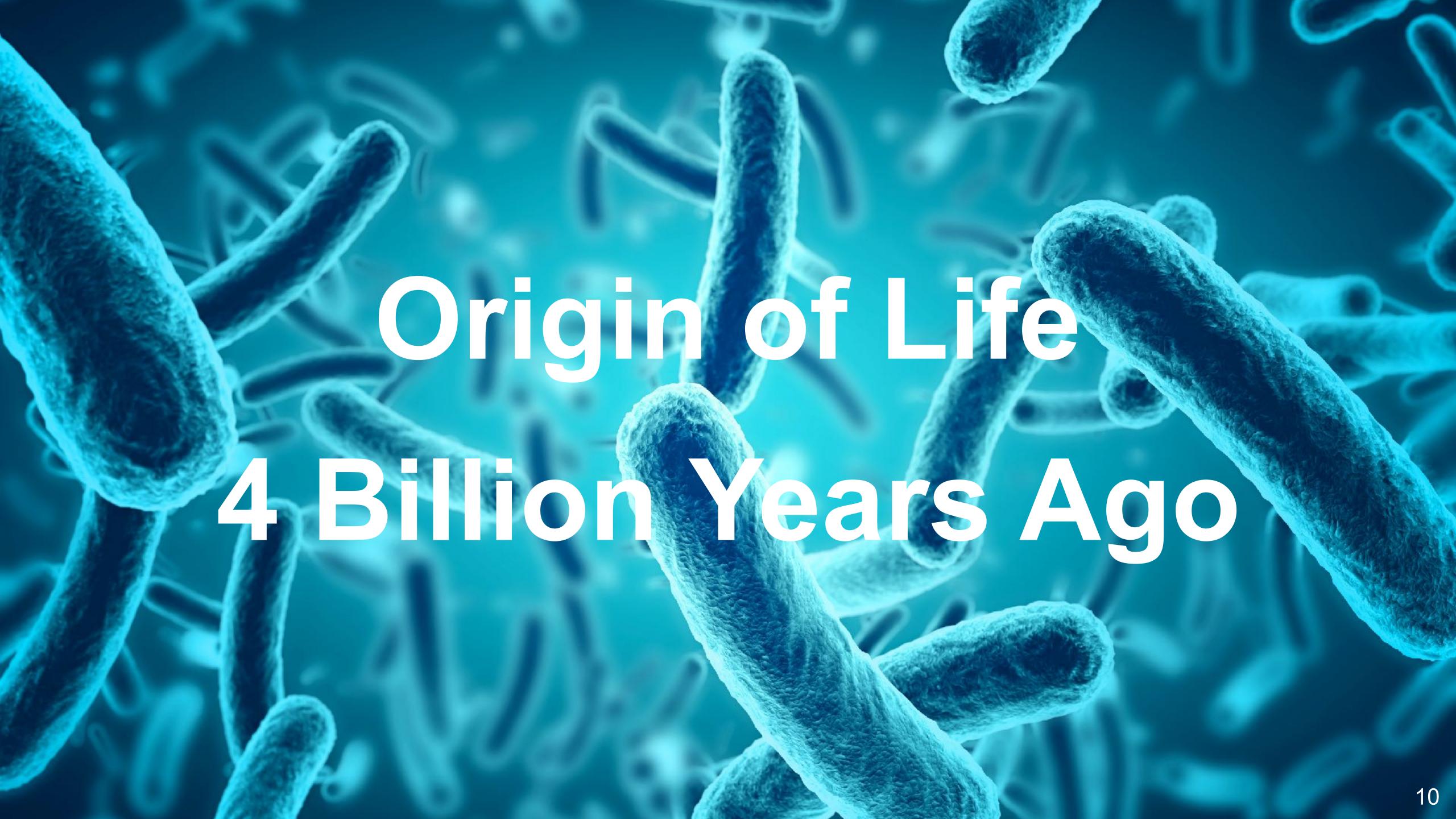


Enhancement of food

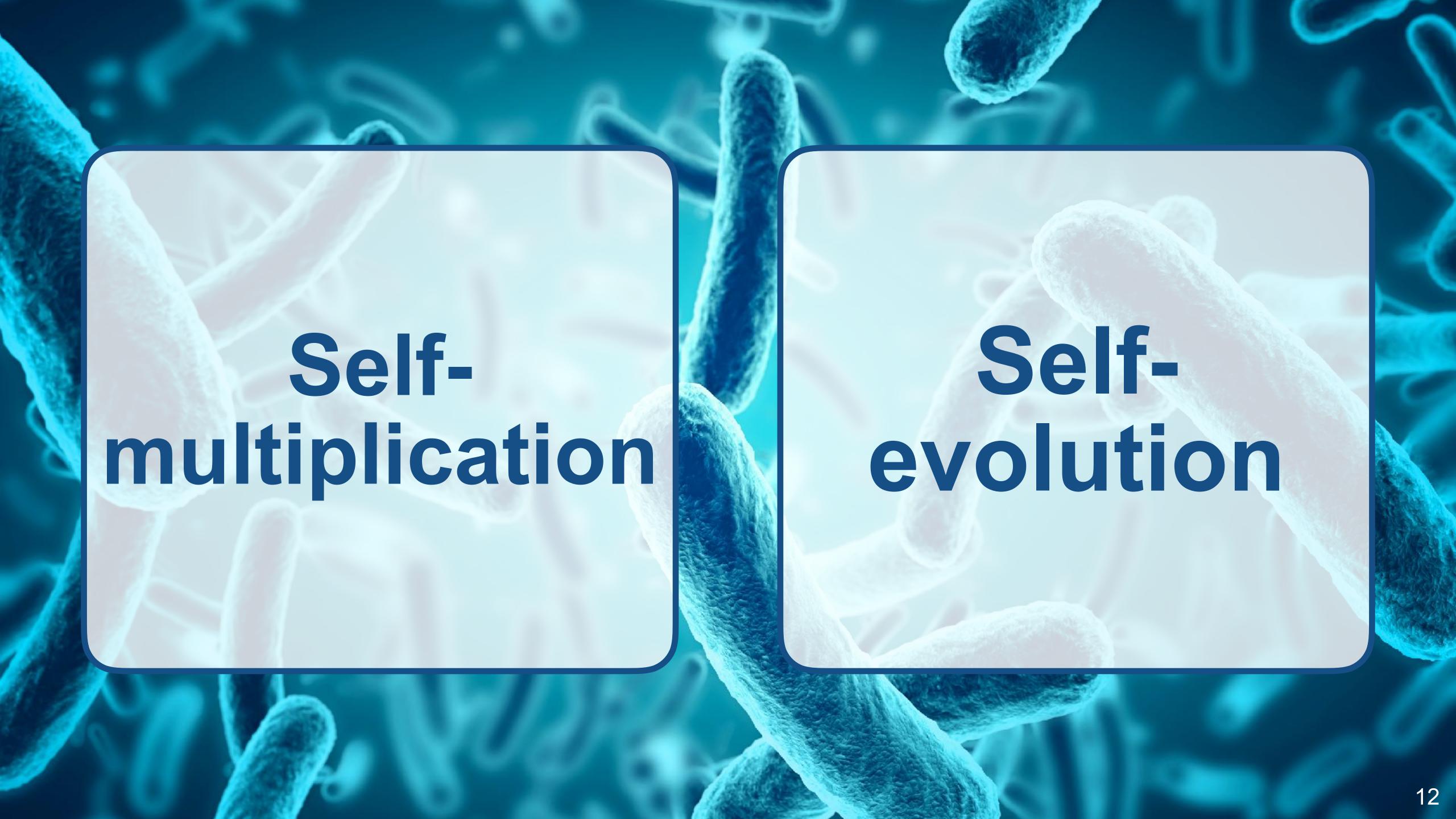
Enhancement of physical strength

Enhancement of intelligence





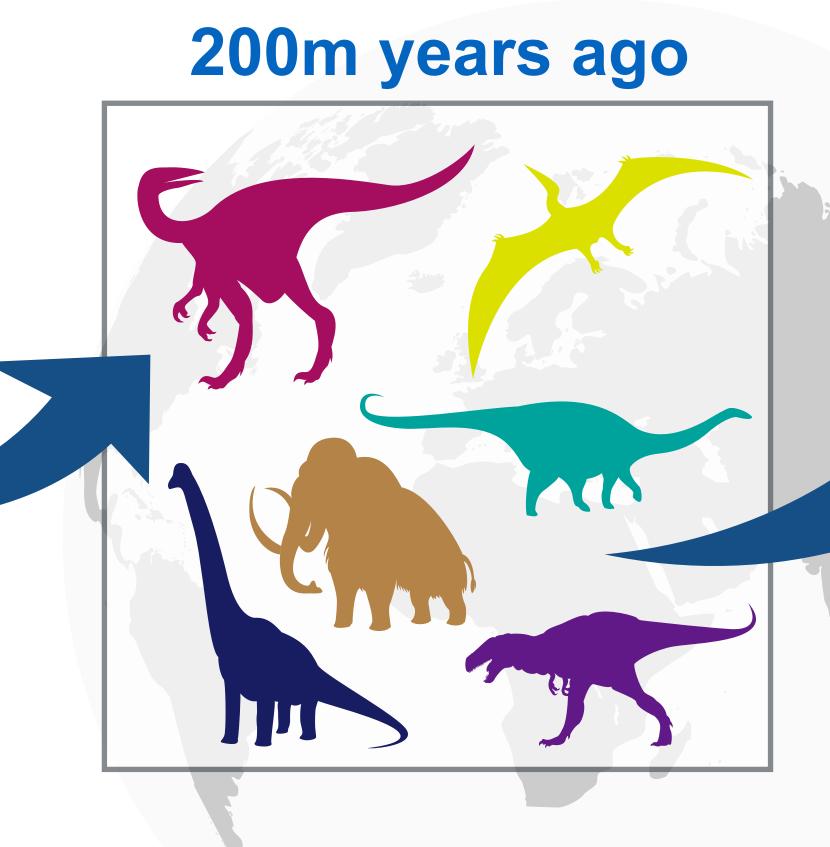


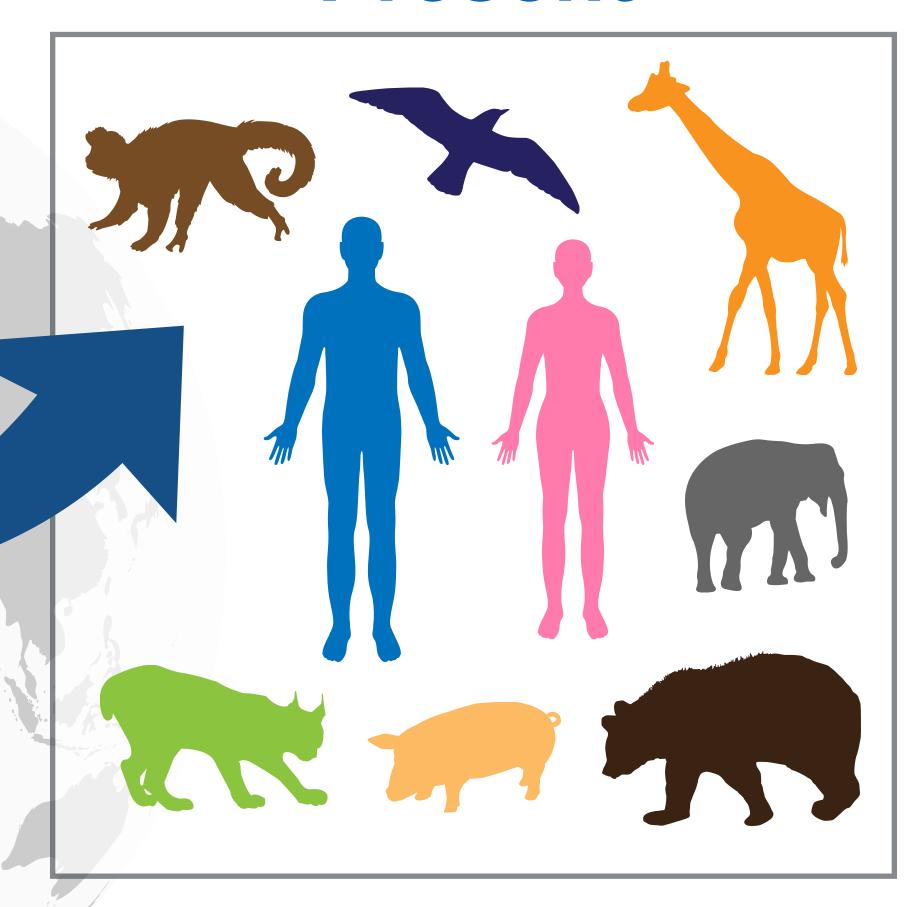


#### **Evolution of Life**

#### Present

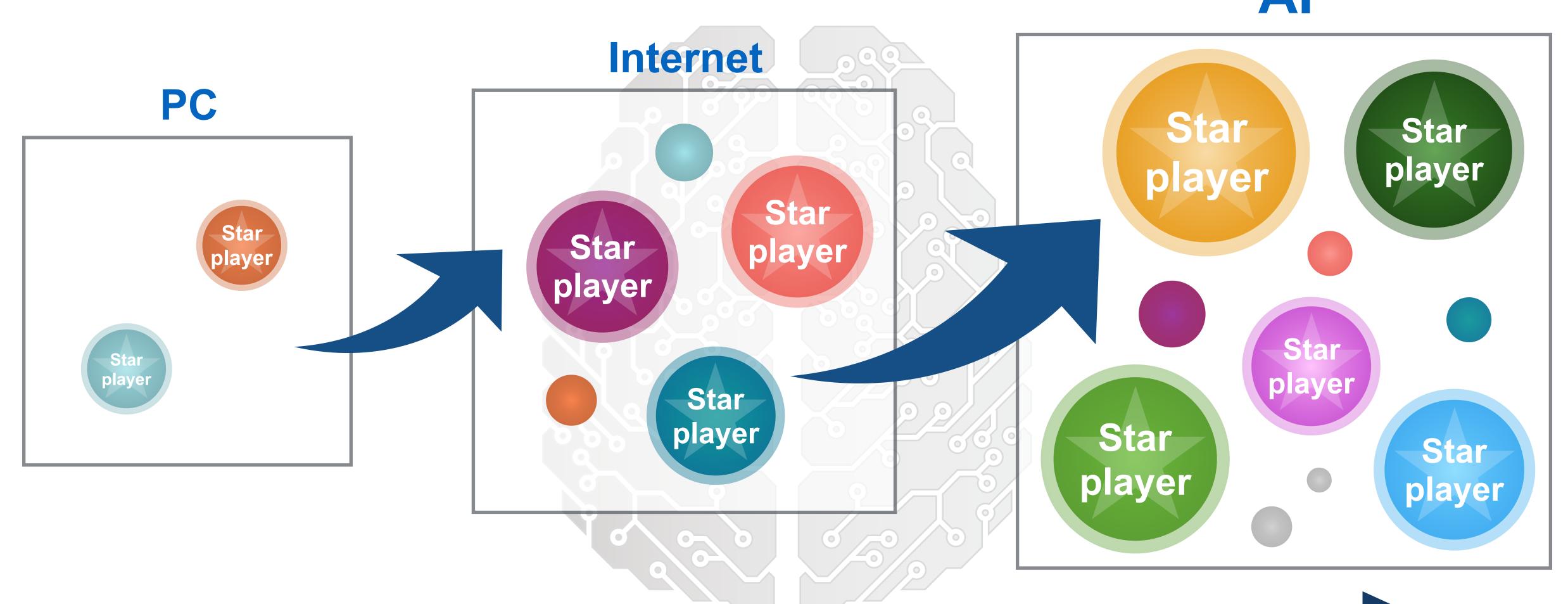






#### Environmental changes

# **Evolution of Information Revolution**



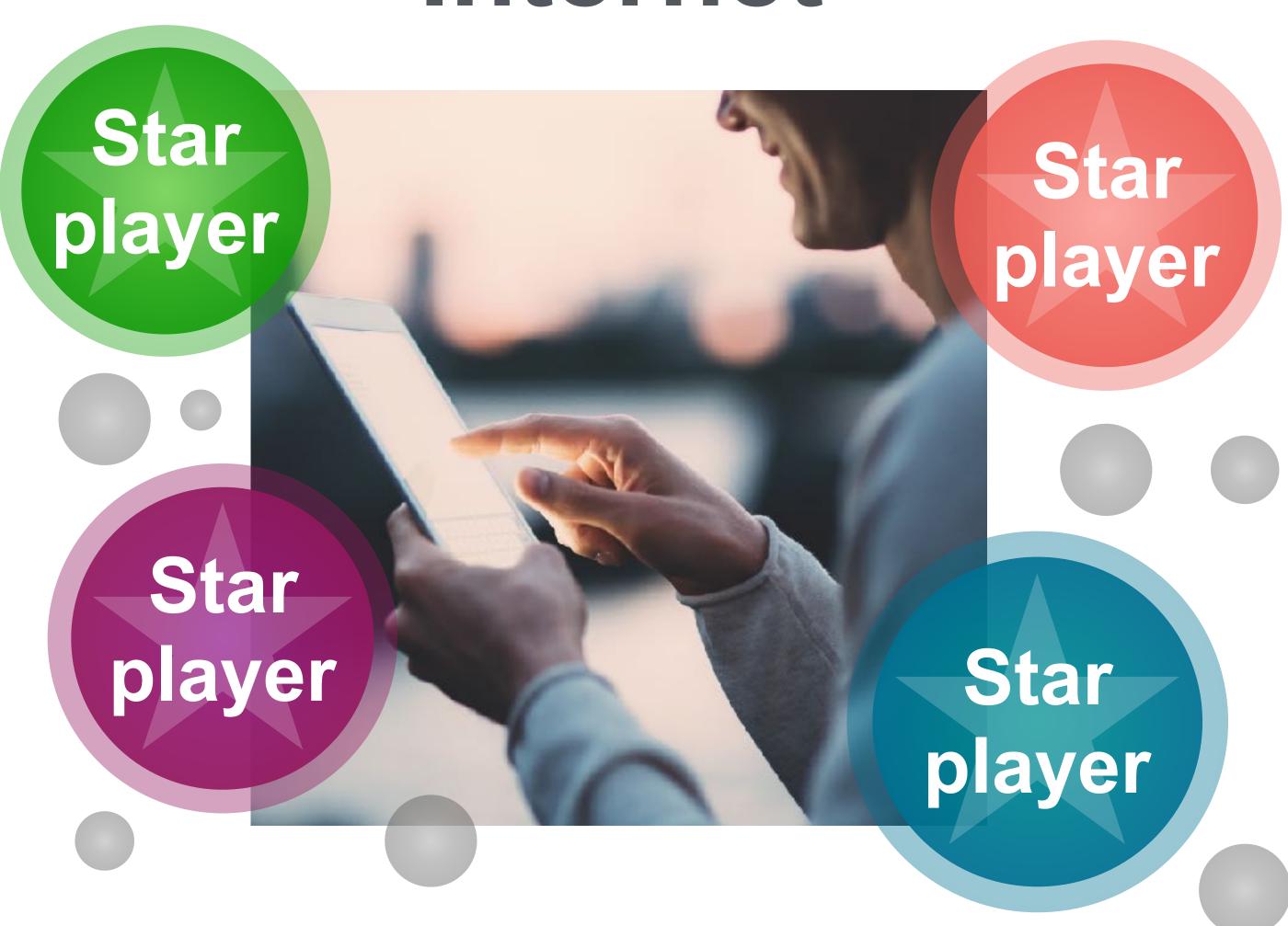
### Technological evolution

## PC





#### Internet



PC

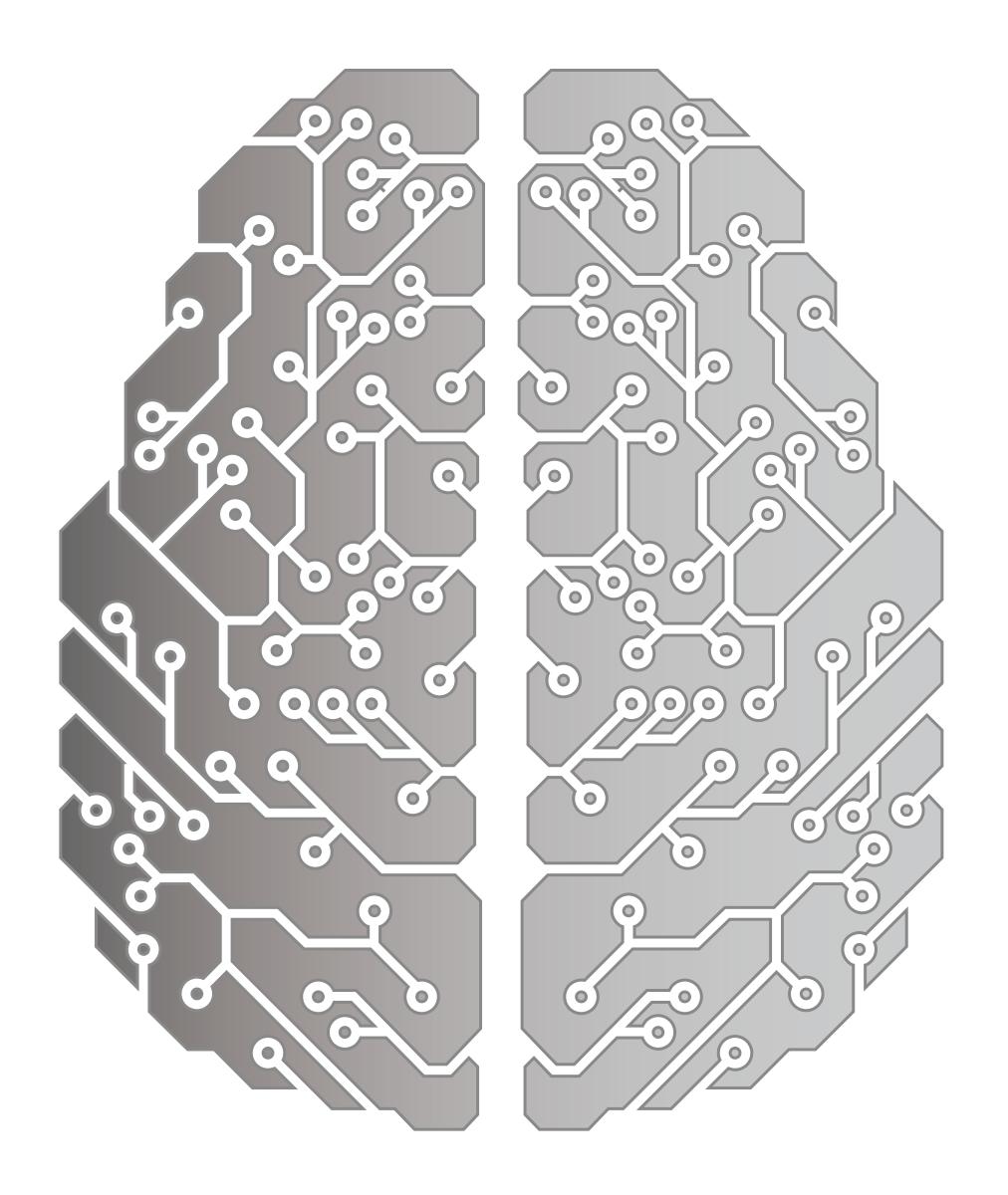
Media / Commerce

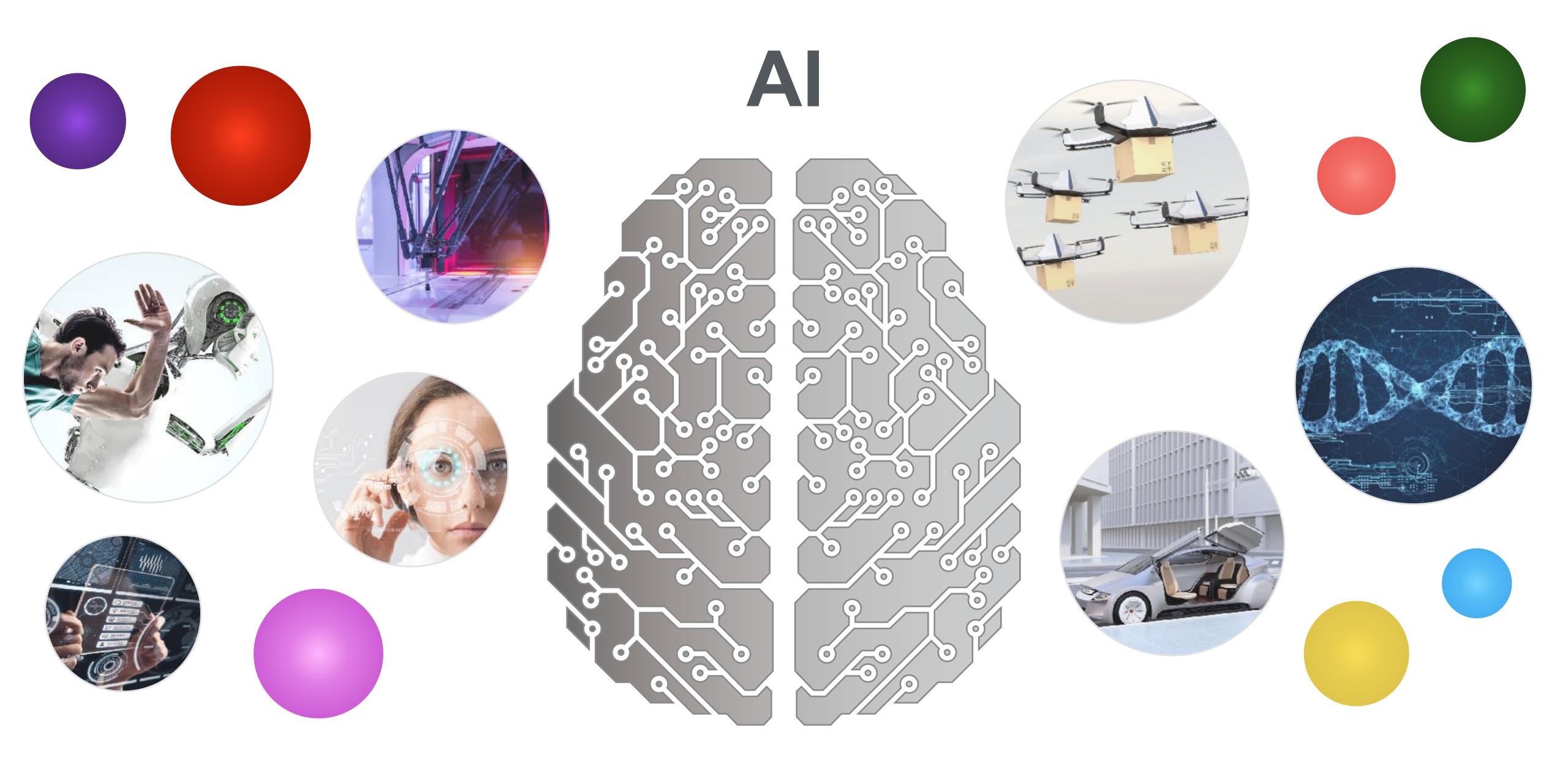
#### 16

#### AI

#### Internet





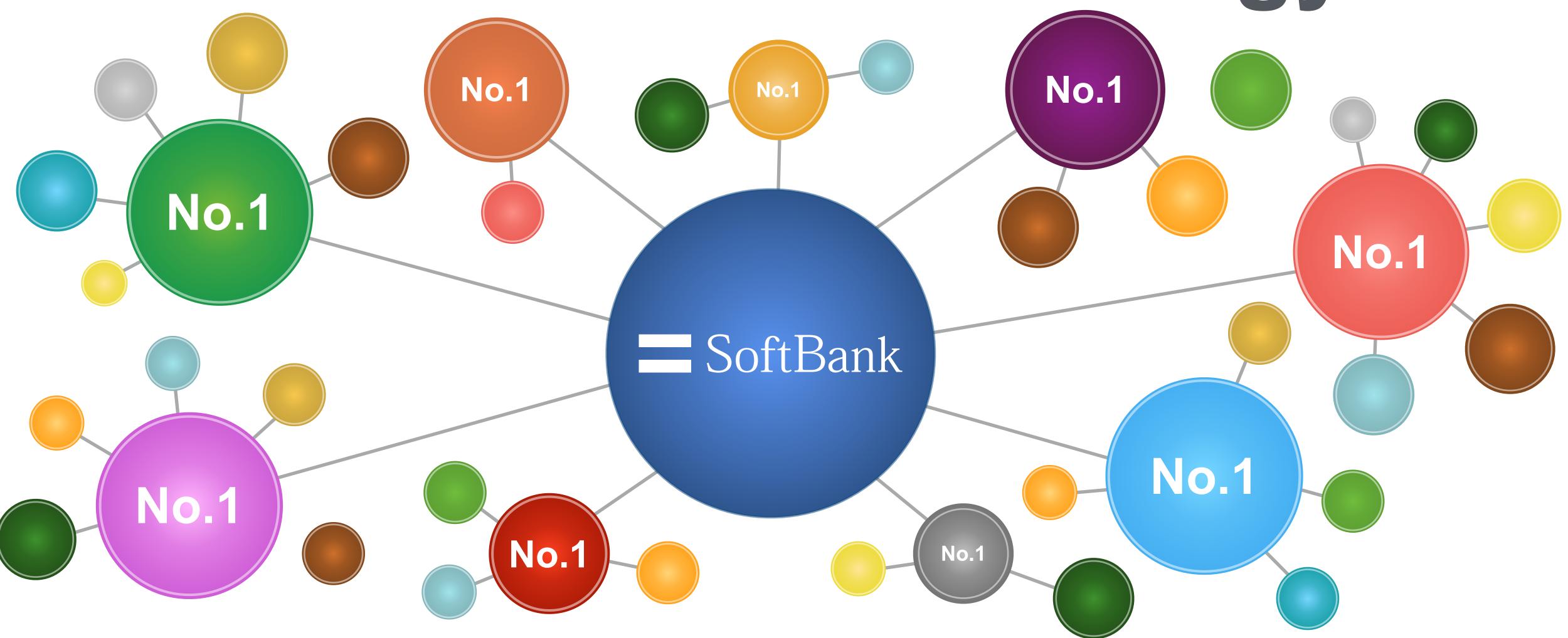


To a world where star players are made in various industries

Organizational structure that keeps growing for 300 years

Selfmultiplication

# Selfevolution



Platform for Information Revolution

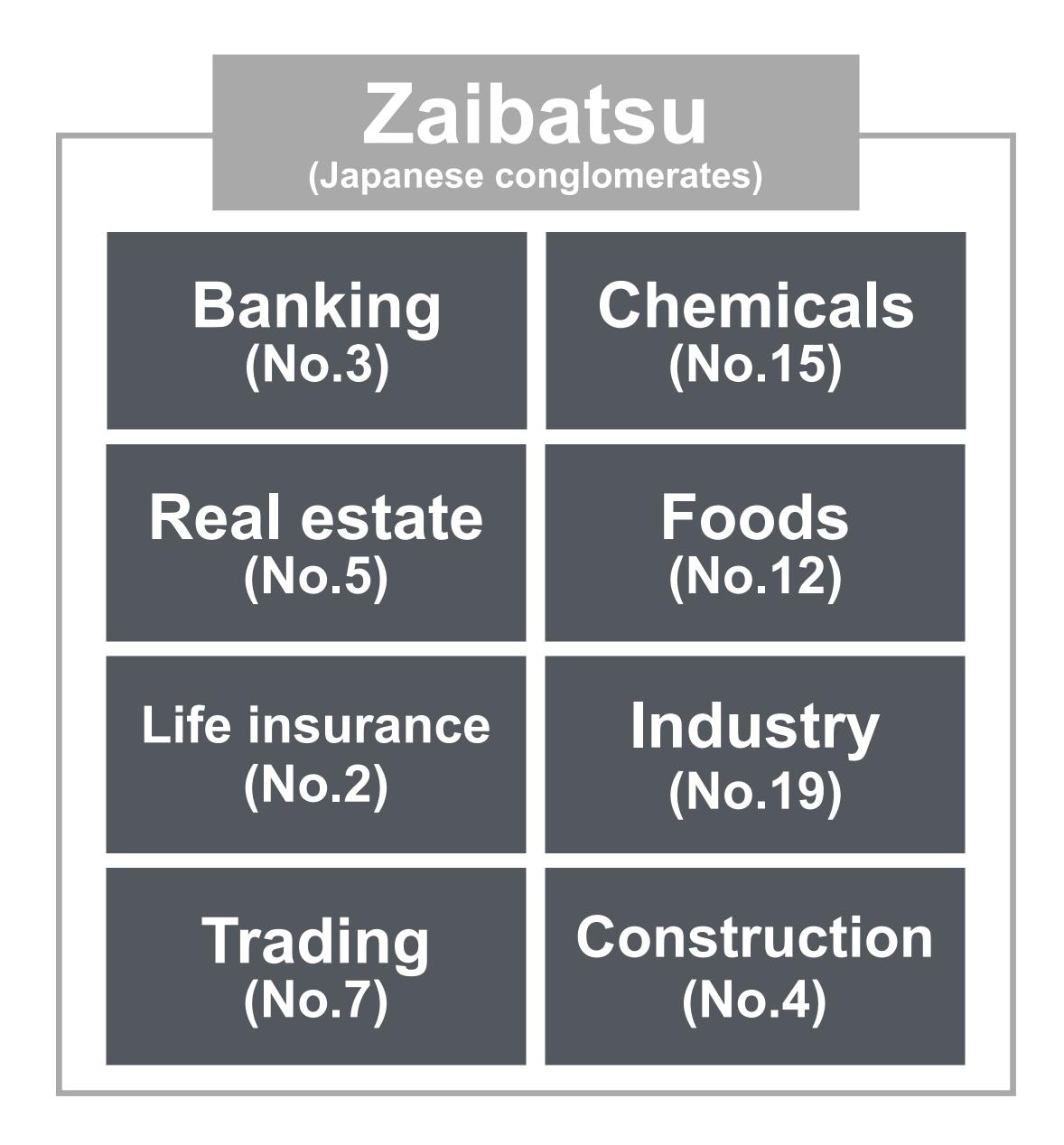




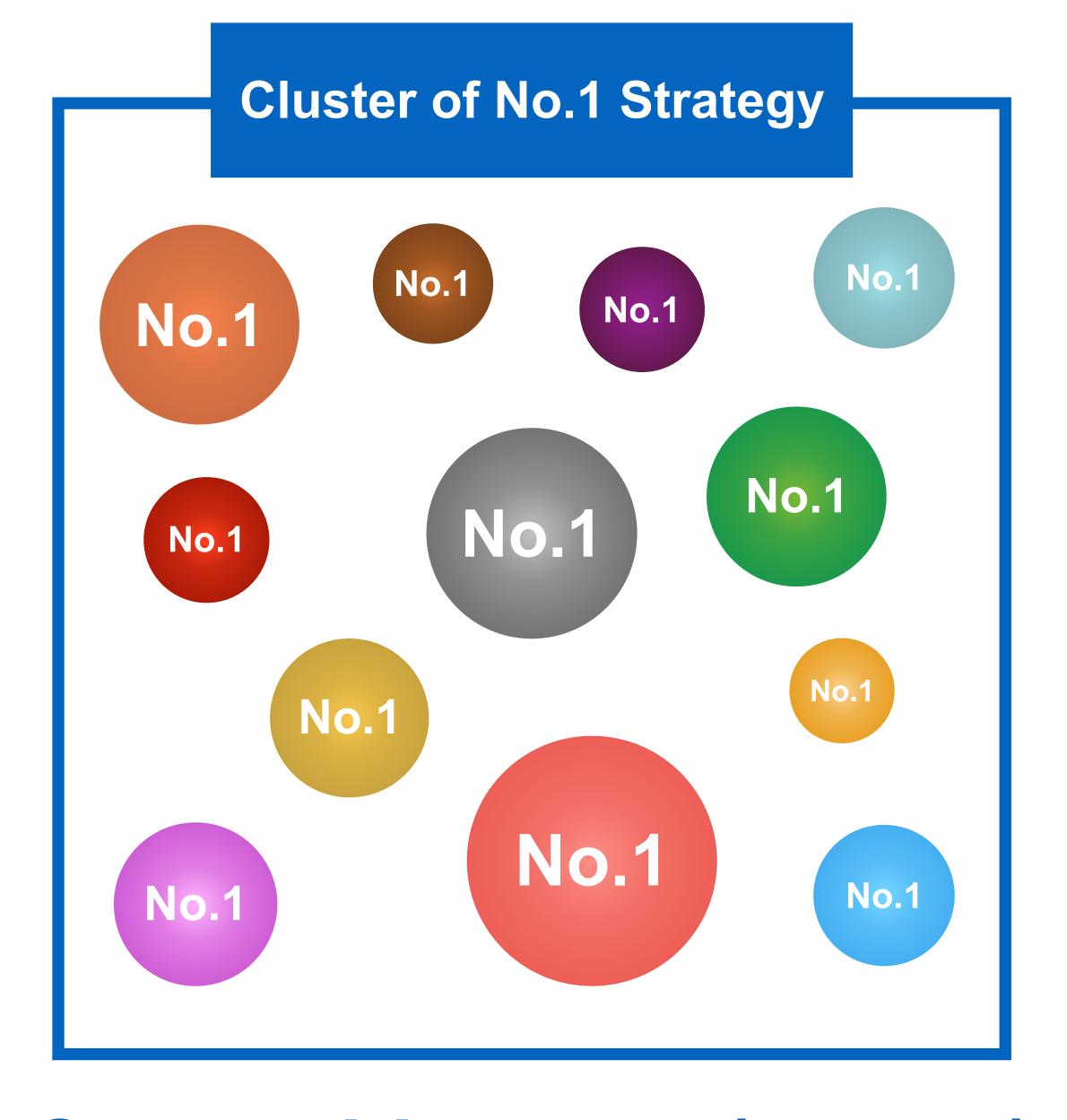


The art of war Win all without fighting

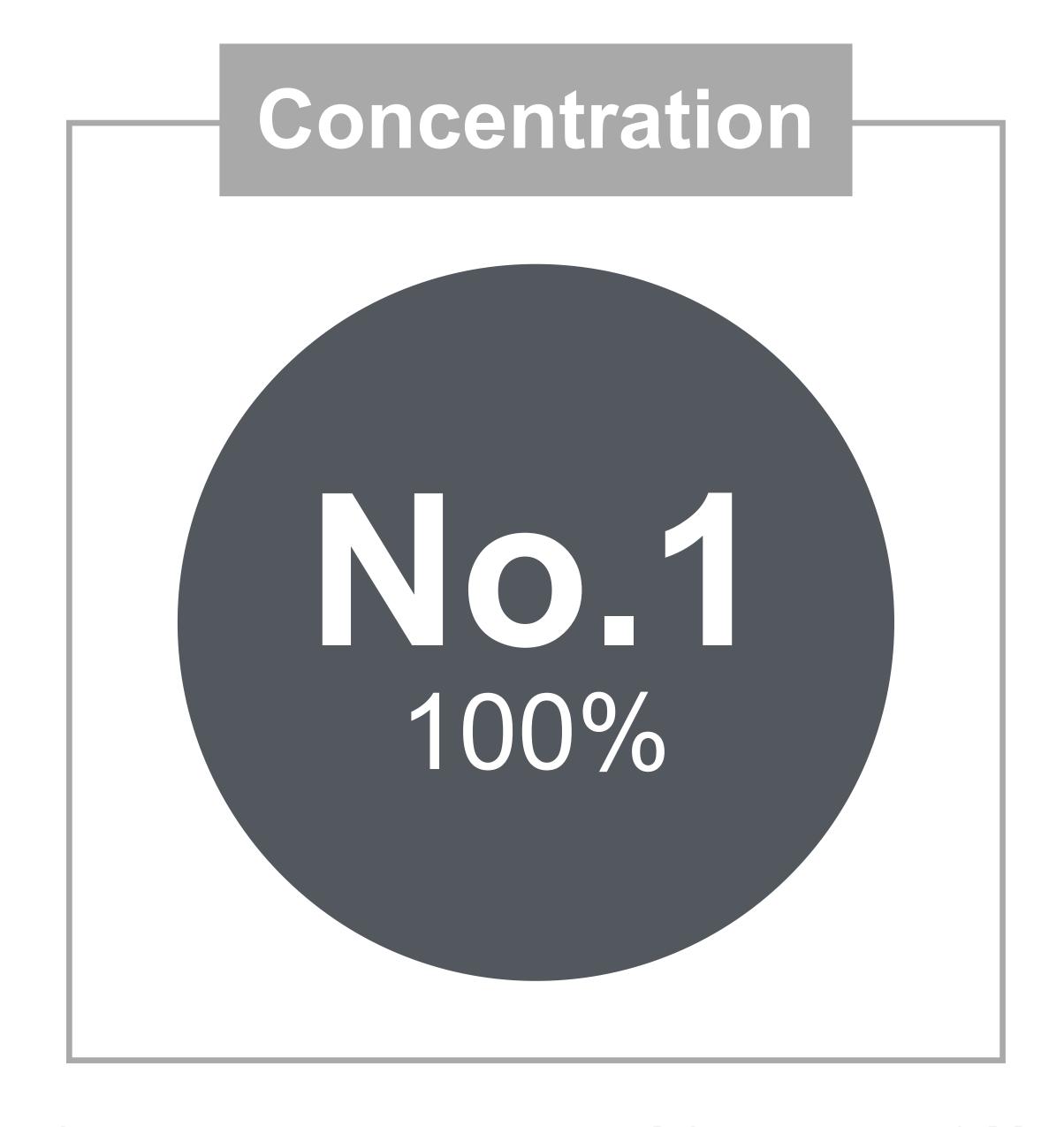
Lanchester strategy
Strategy for the strong



Competitiveness (weak)



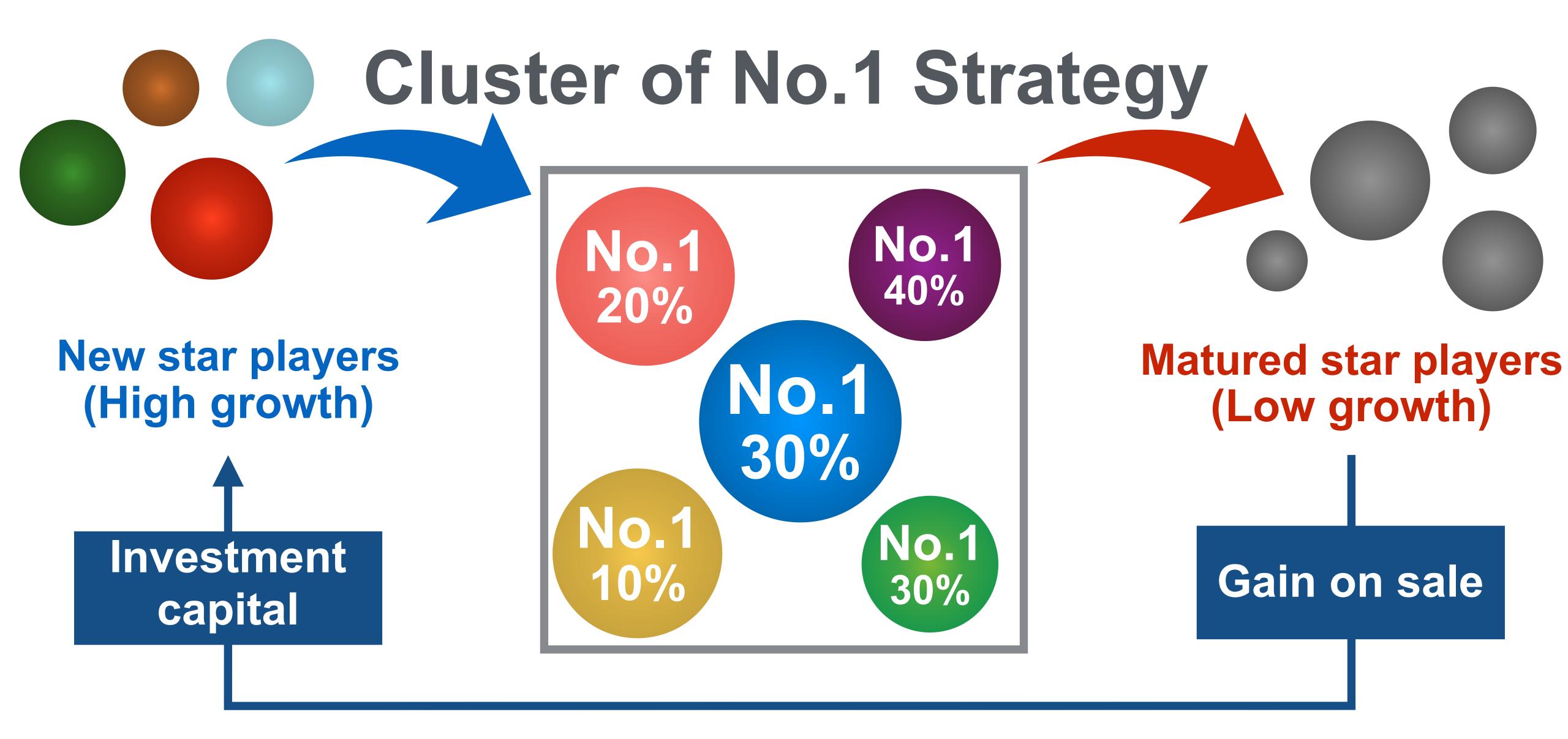
Competitiveness (strong)



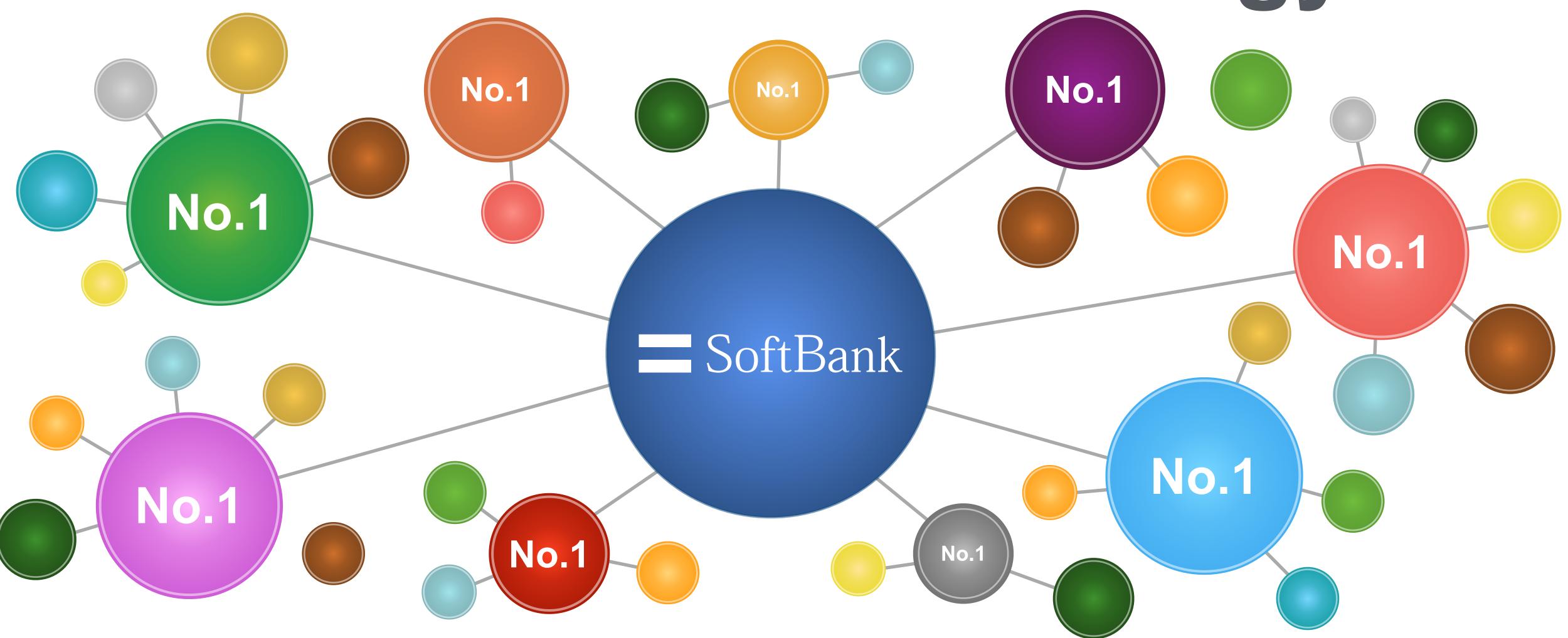
Ownership ratio (Over 51%)



Ownership ratio (20-30%)



Accelerate evolution of Information Revolution



Platform for Information Revolution

# SoftBank

Strategic Holding Company

## SoftBank

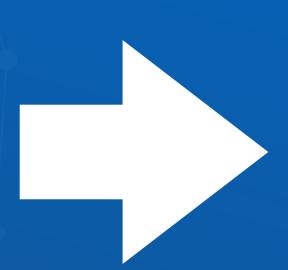




Transformation from telecom business



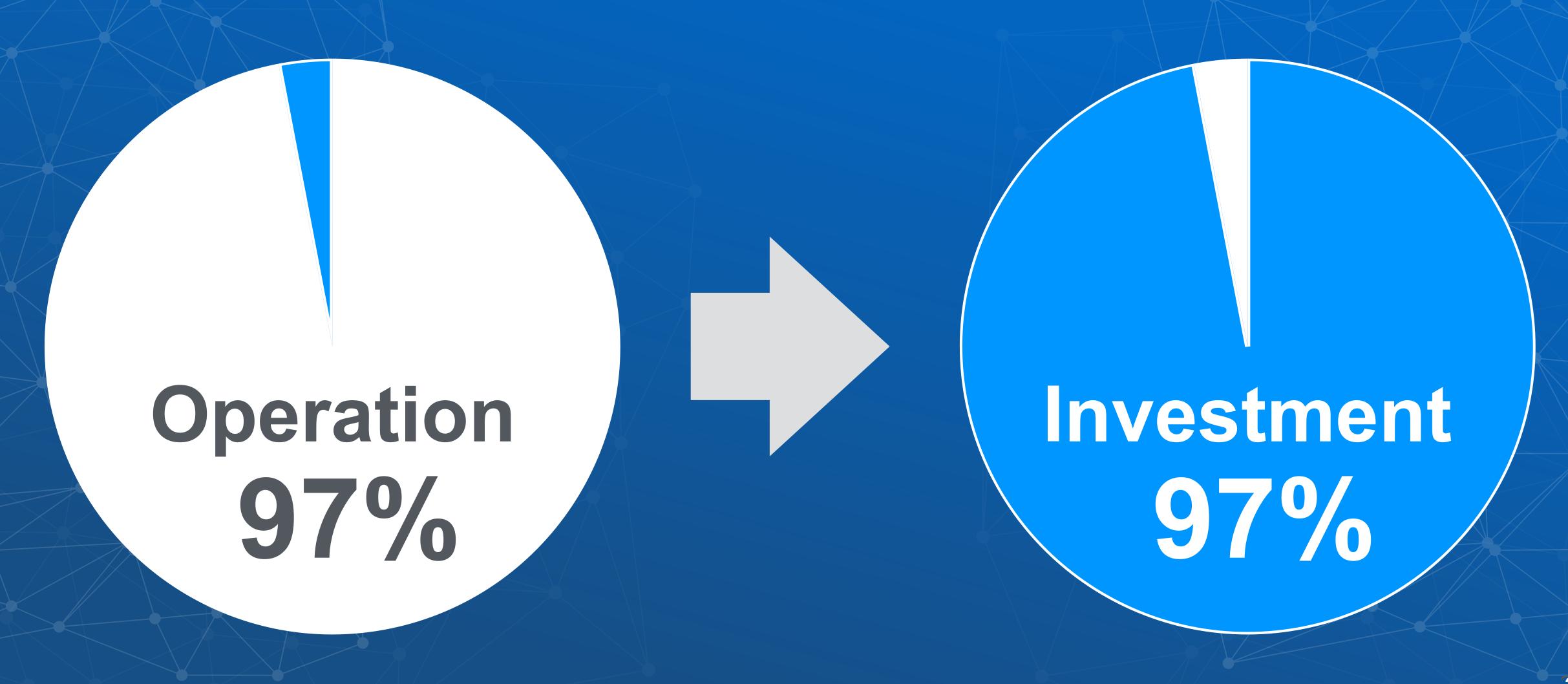
Telecom Business



Strategic Holding Company

Accelerating Cluster of No.1 Strategy

## SoftBank



# SoftBank Vision Fund

## SoftBank Vision Fund





































Specific investments described herein were selected by SBIA to highlight a representative sample of the range of the Vision Fund's investment activities and were not selected on the basis of performance. Selection criteria may involve elements of subjective judgment. References to investments included herein should not be construed as a recommendation of any particular investment or security.





ZhongAn Insurance



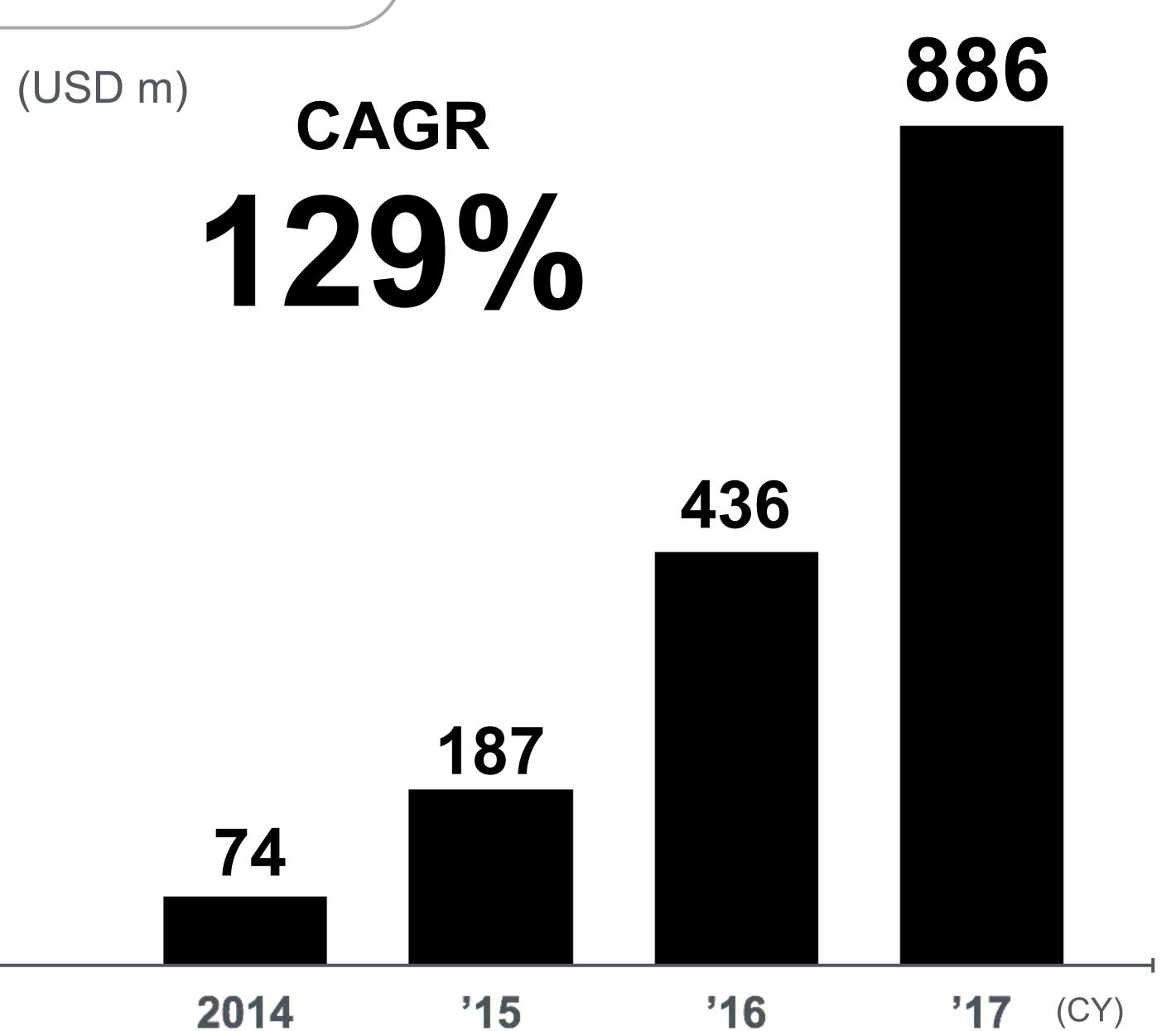




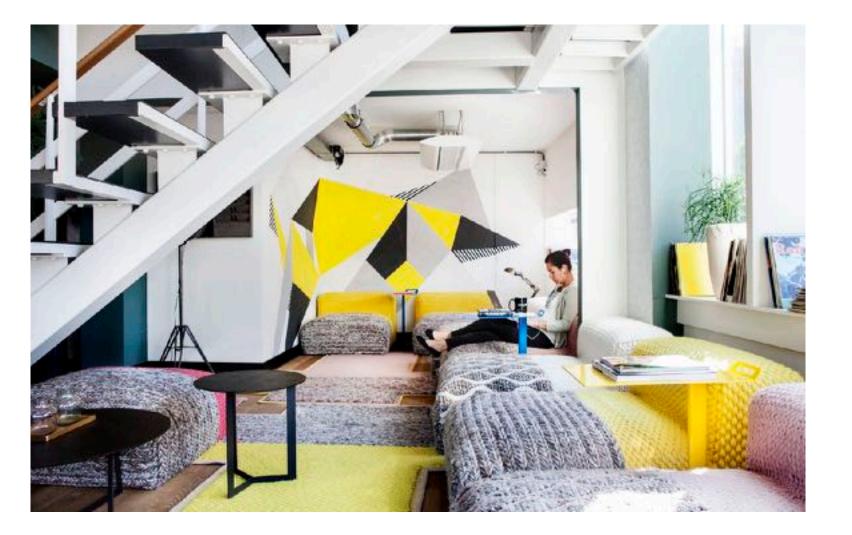


#### Revenue

### wework



# Global network of workspaces

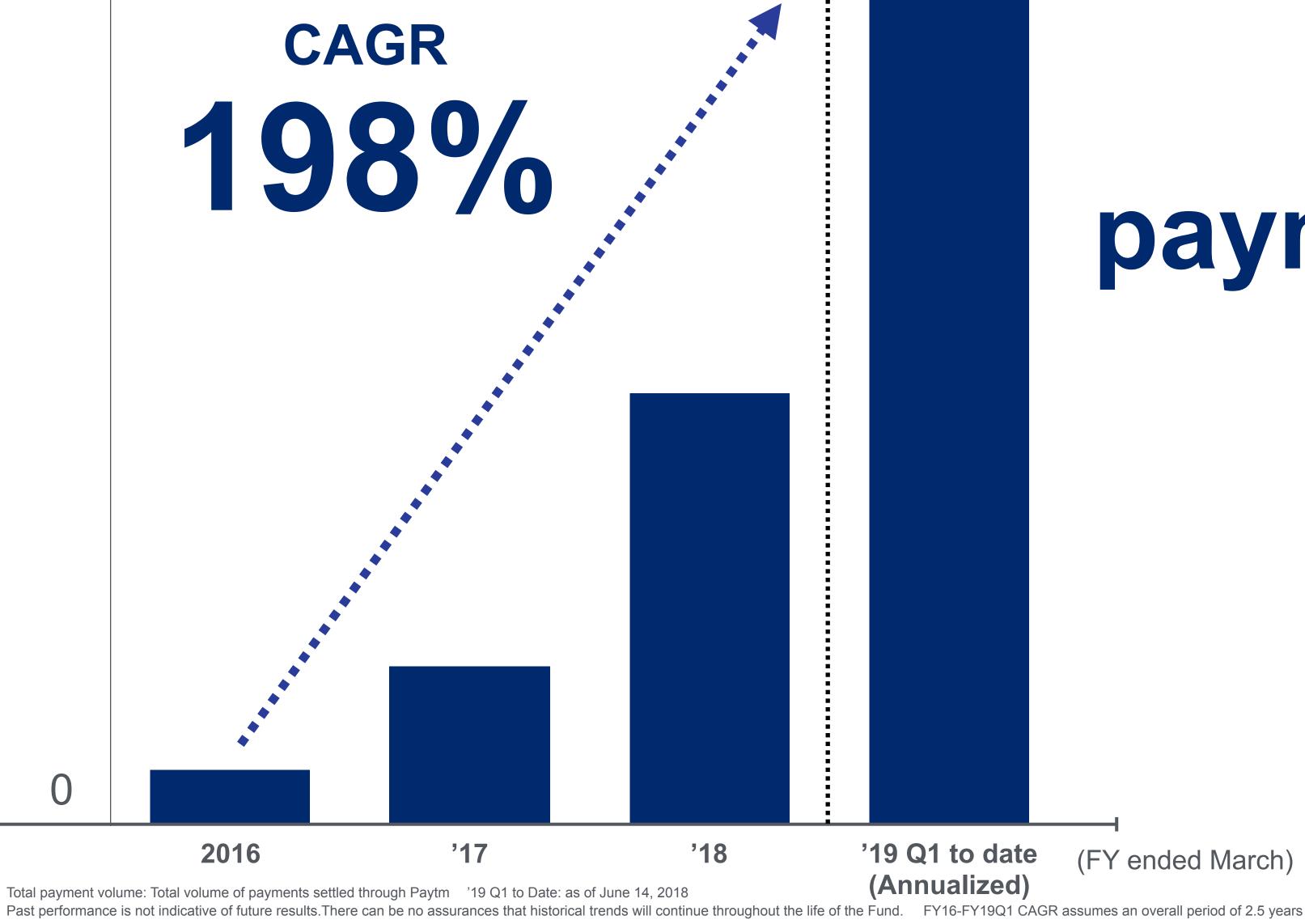


#### Total Payment Volume

30

(USD bn)



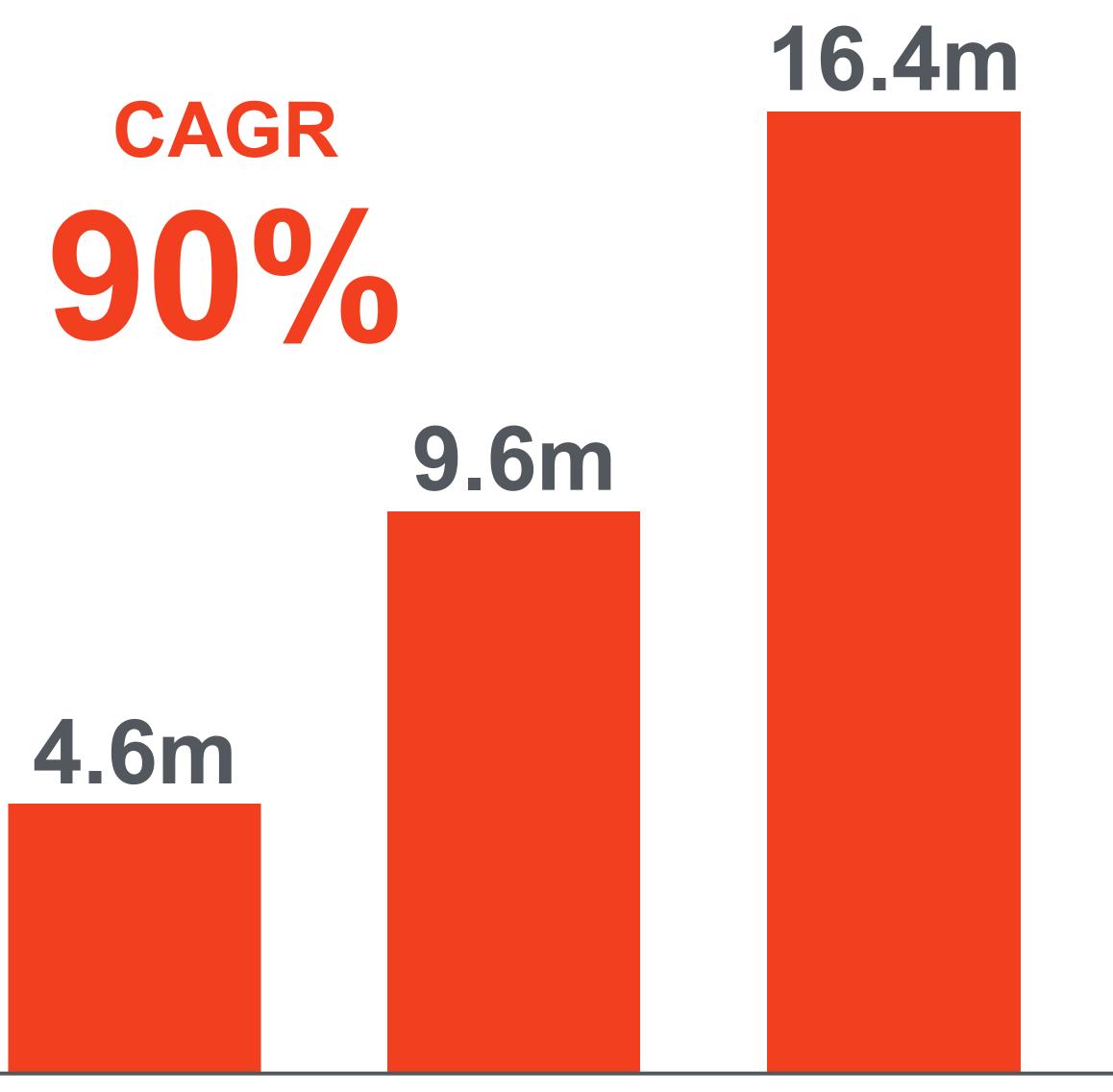


### Leader in payments in India



#### **Booked Rooms Nights**





### India's No.1 hotel network

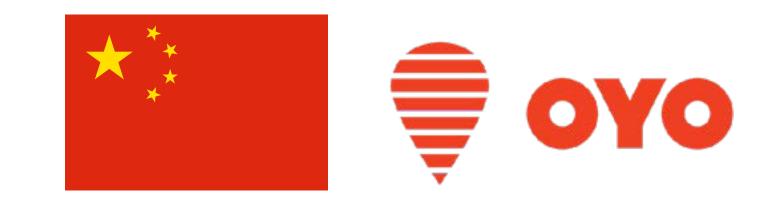


'16 2015

(CY)

35

#### Number of Rooms (oyo China)







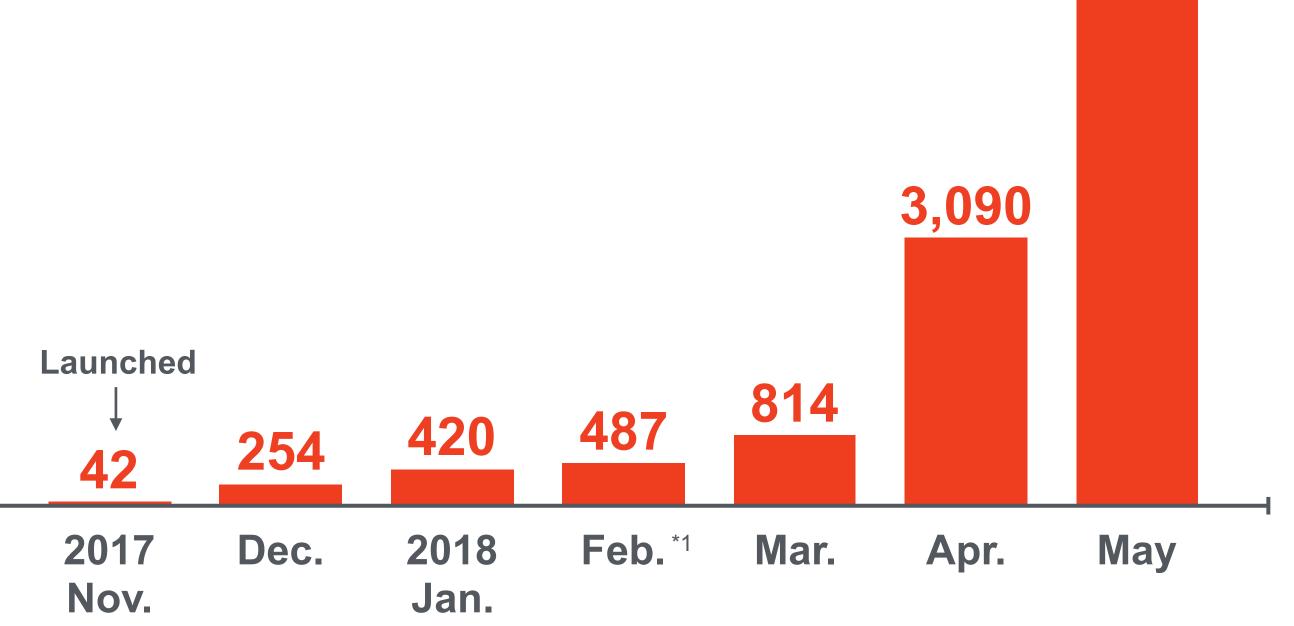
in 7 months









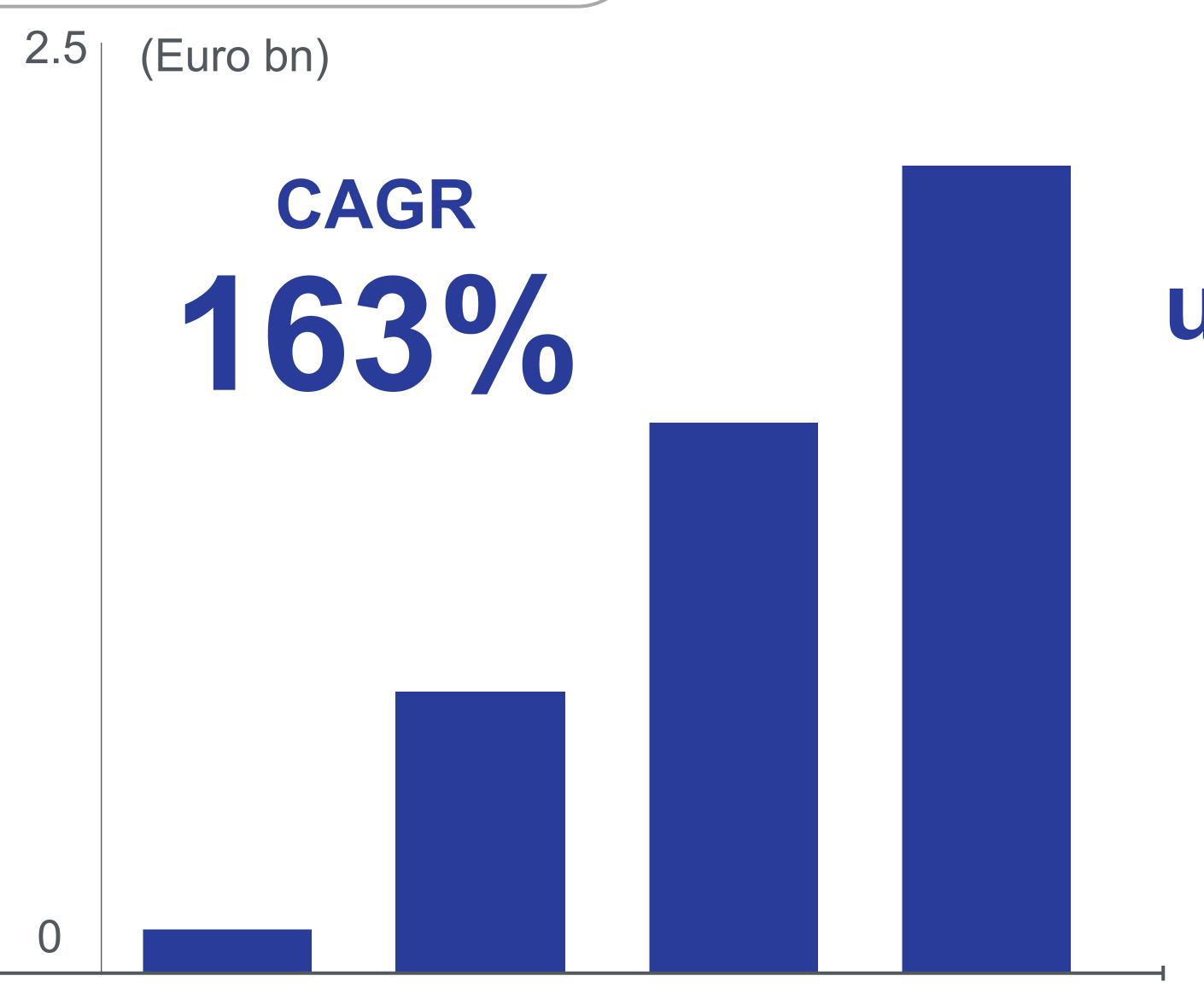


<sup>\*1</sup> Low growth due to Chinese New Year

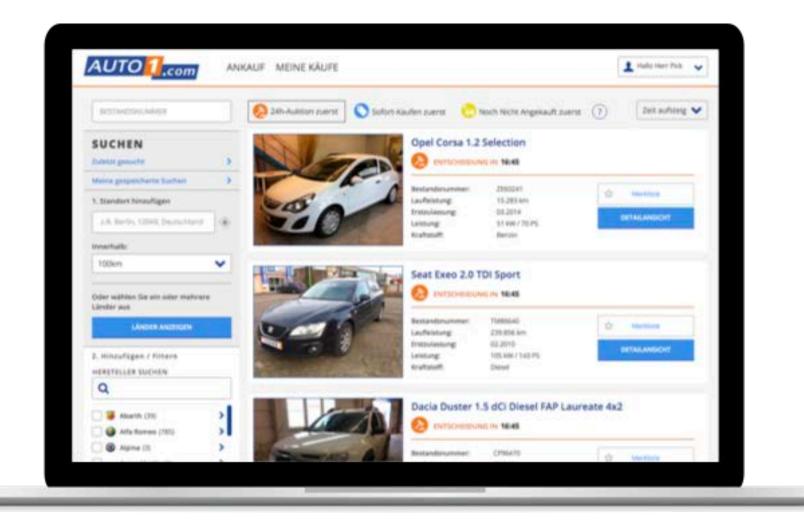
<sup>\*</sup> Number of Rooms: fully-franchised and sellable branded OYO hotels rooms in China.

#### **Total Revenues**





# No.1 used car wholesaler in Europe



'16

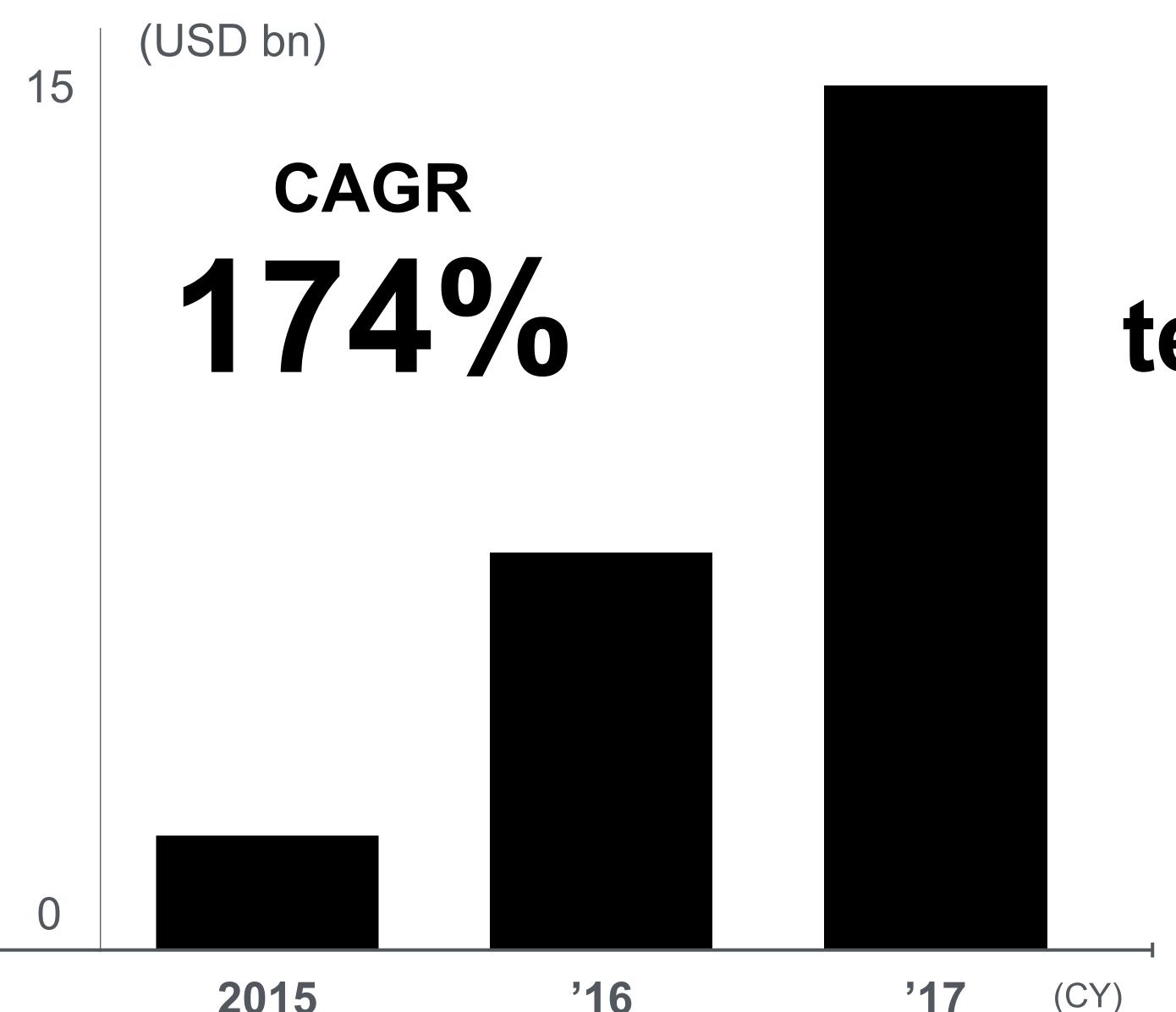
(CY)

'15

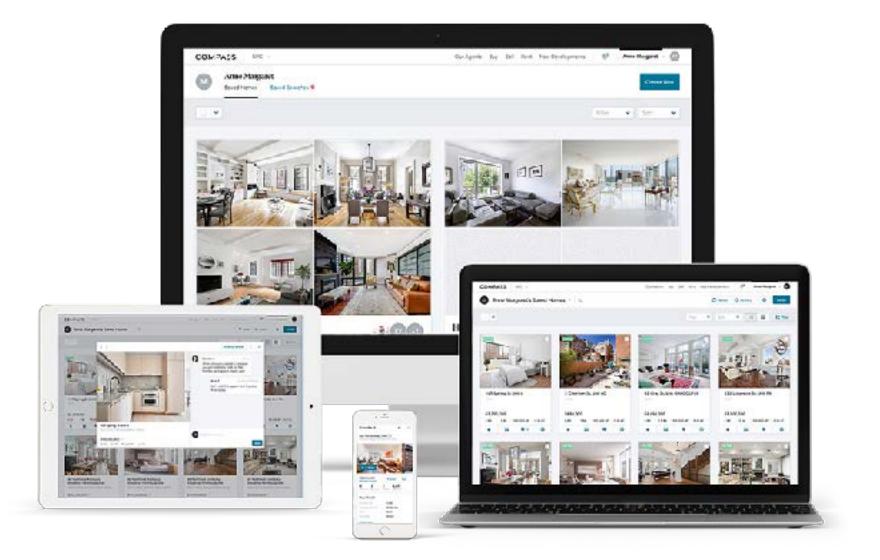
2014

#### Transaction Value

#### COMPASS



#### Real estate technology platform





(Full Truck Alliance)



Shippers



Freight info

Truck info

Route

Truck location

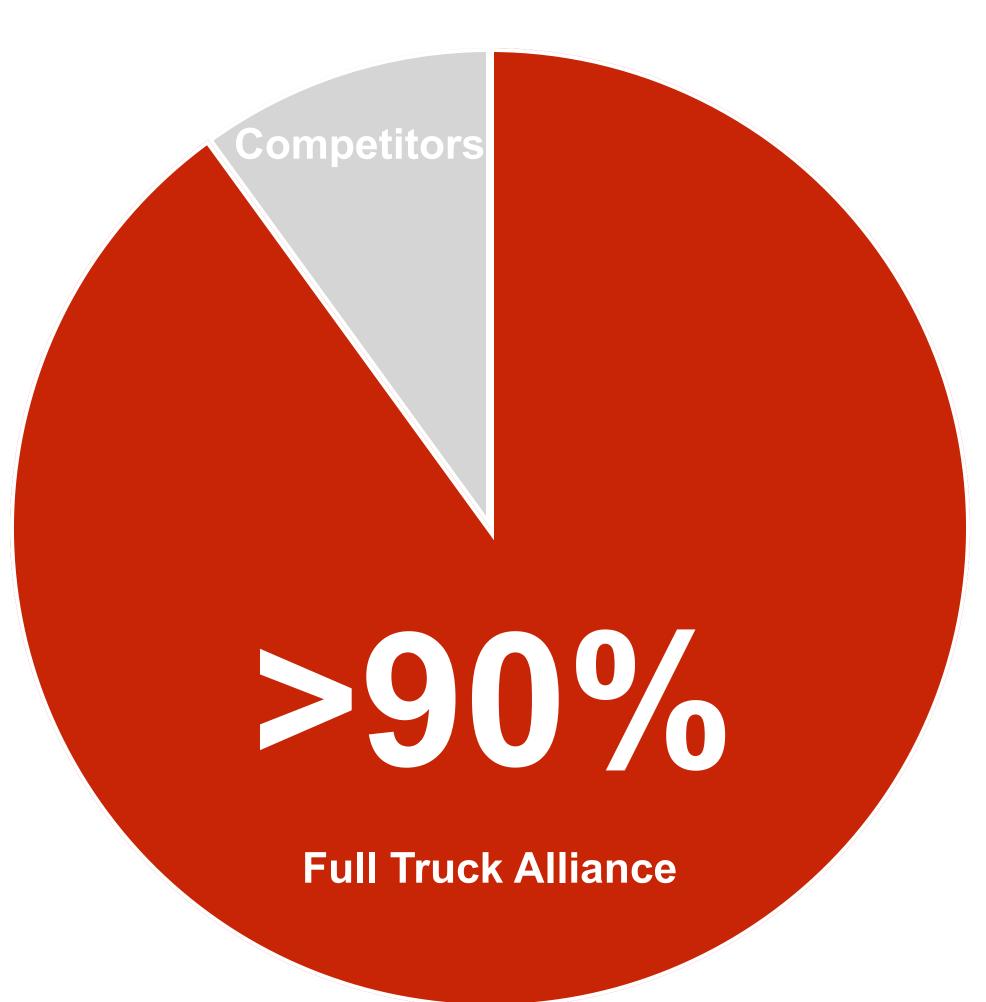


**Truckers** 

### China's No.1 freight-truck matching platform

#### Market Share (China)\*





## 

#### freight-truck matching platform in China



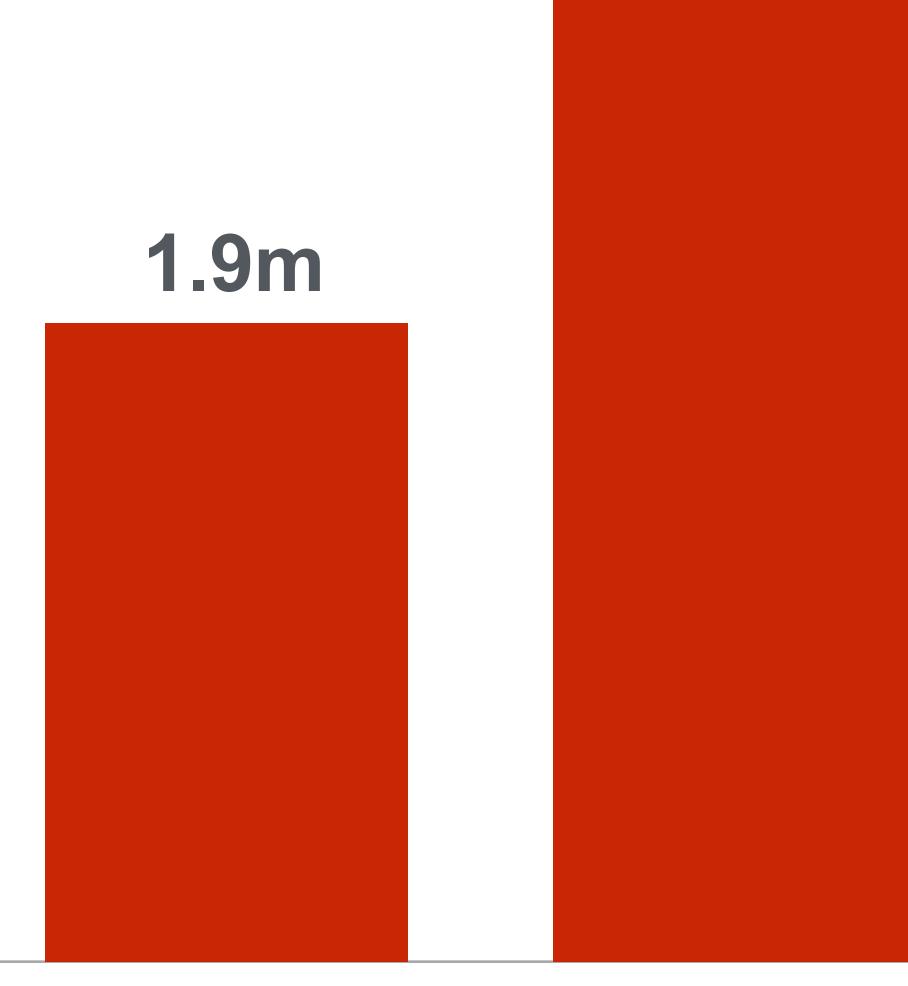
\*Based on numbers of accumulated registered truckers with Full Truck Alliance platform as a percentage of expected China's total long-haul freight truckers (as of Dec. 2017)

Selection criteria for "Competitors" were determined on a subjective.

#### Trucker MAU\* (Monthly Active Users)







Mar. 2017

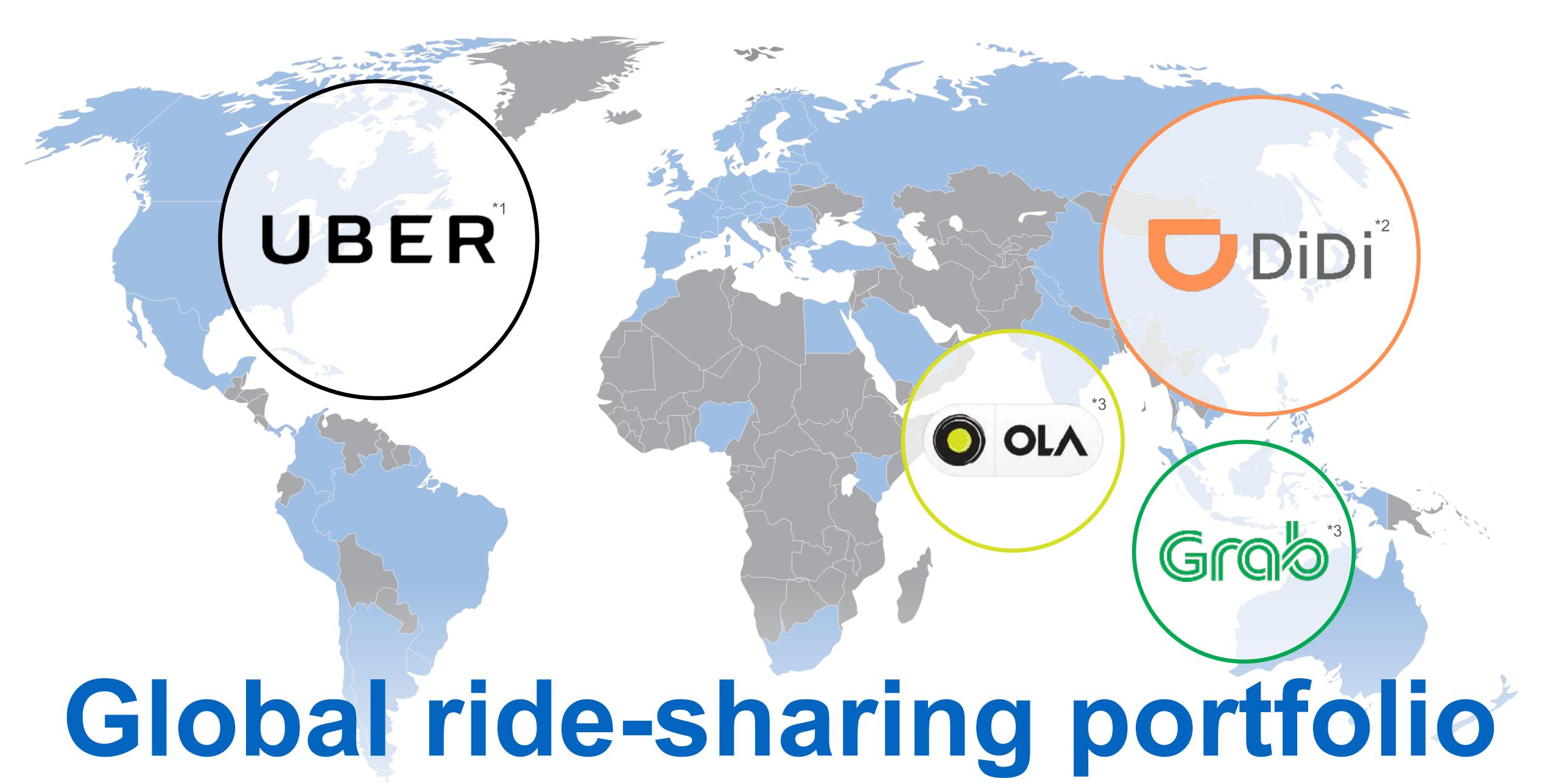
Mar. 2018

# +54% growth in past year



\*Trucker MAU: Number of registered and further certified truckers that logged in the services at least once a month

# SoftBank Group Corp.'s ride-sharing portfolio



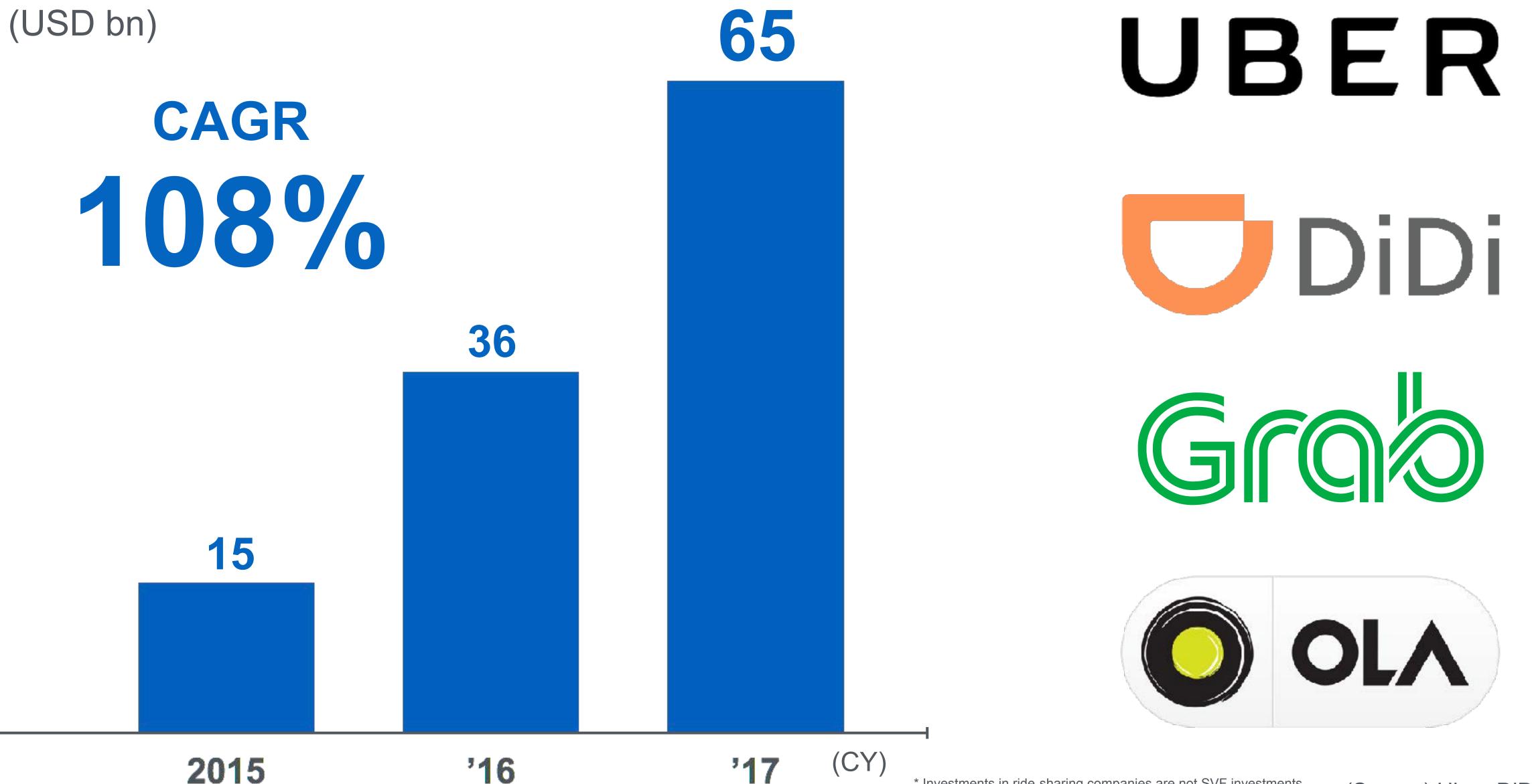
<sup>\*1</sup> Investment in Uber is held by a subsidiary of SoftBank Group Corp. and may be offered to SoftBank Vision Fund in the future, subject to applicable consents and regulatory and other approvals.

The portfolio companies identified herein reflect a subset of SB Investment Advisers (the "Manager") managed investments as well as investments held by SoftBank Group Corp. and its affiliates, and are provided to demonstrate SoftBank's global ride-sharing portfolio. The specific investments identified herein do not represent all of the investments made by the Manager and no assumption should be made that the investments discussed herein were or will be profitable. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein.

<sup>\*2</sup> Investments in DiDi are held by SB Delta Fund (Jersey) L.P. and other subsidiaries of SoftBank Group Corp. outside SoftBank Vision Fund.

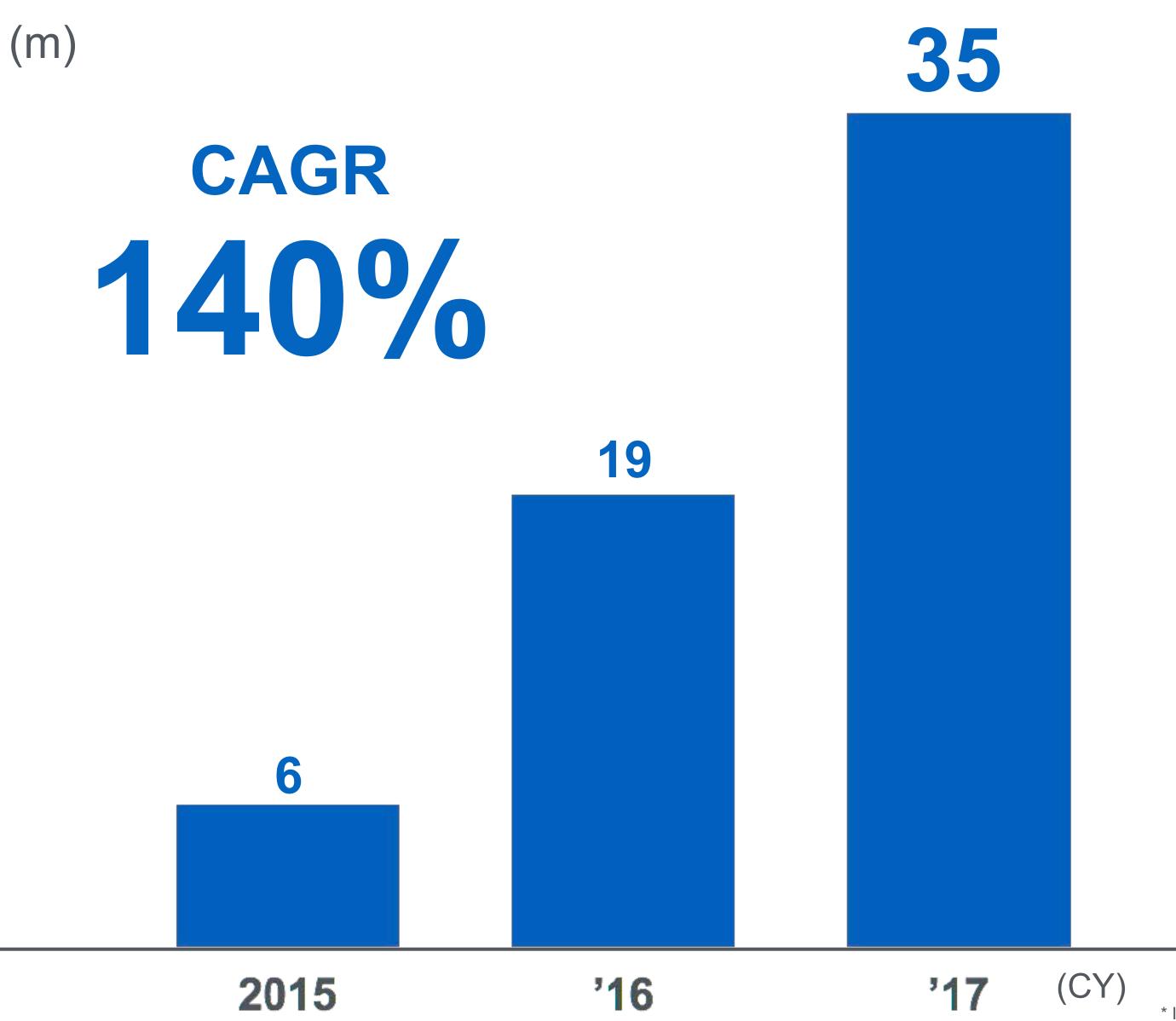
<sup>\*3</sup> Investments in Ola and Grab are held by SoftBank Group Corp. and its affiliates.

#### Aggregated Annual GMV (Gross Merchandise Volume)



<sup>\*</sup> Investments in ride-sharing companies are not SVF investments. Currently held by subsidiaries of SoftBank Group Corp.

#### Aggregated Daily Rides



# UBER





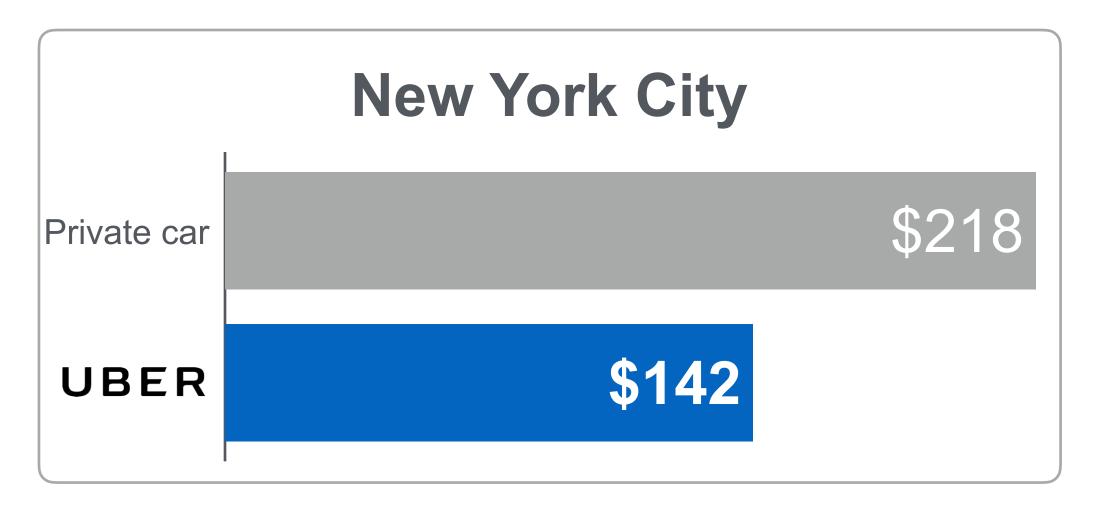


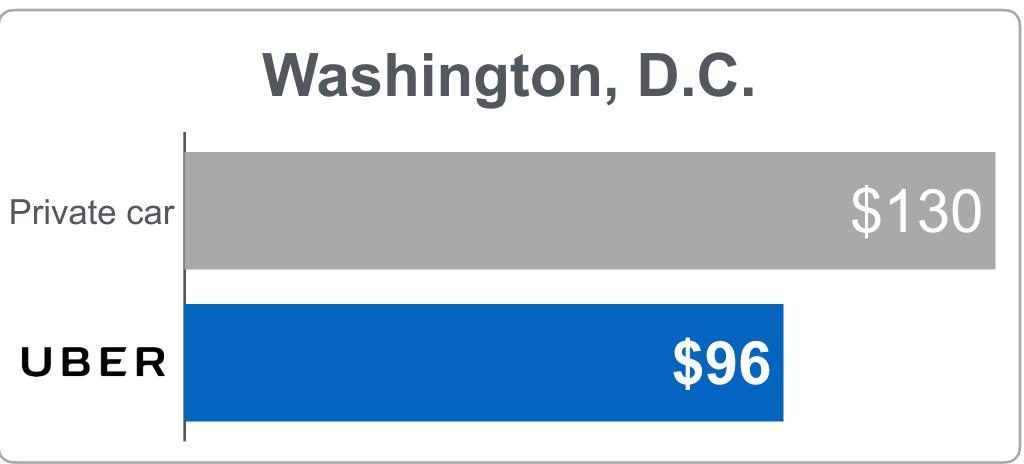
<sup>\*</sup> Investments in Ride-sharing companies are not SVF investments. Currently held by subsidiaries of SoftBank Group Corp.

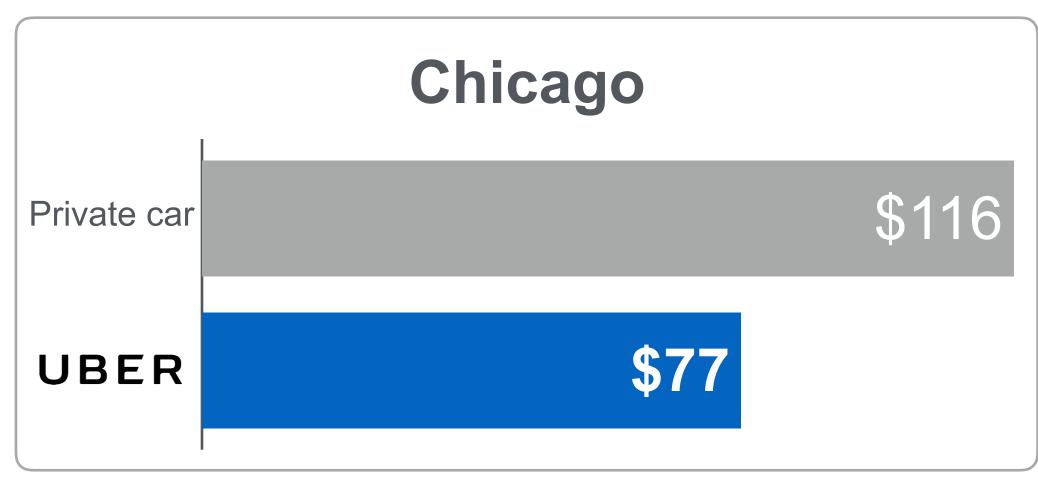
#### Commuting Cost (1 week)

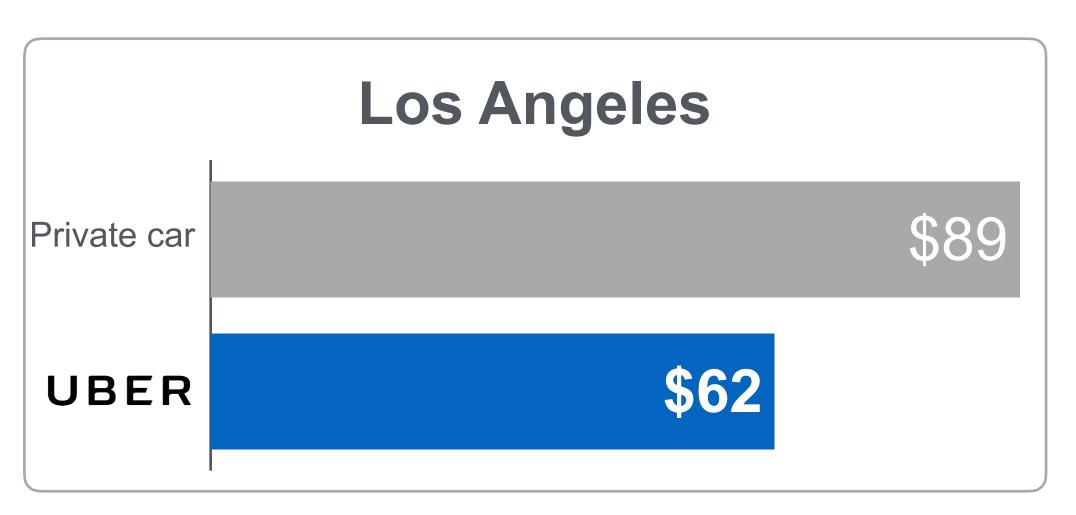
Source: Nerdwallet Study, March 2017. Washington D.C. included in Top 5 due to including of Baltimore MSA population. \*Car commute costs include Gas (OPIS), Maintenance (Edmunds.com), Insurance (NerdWallet), & Parking (parkme.com). Note: Commute distances are from 2015 Brookings analysis. Uber data is based on a suburbs-to-city-center trip mirroring average commute distance for a metro. Data collected at peak commute times in February 2017. Cheapest Option (UberX, UberPOOL, etc.) selected for Uber costs.







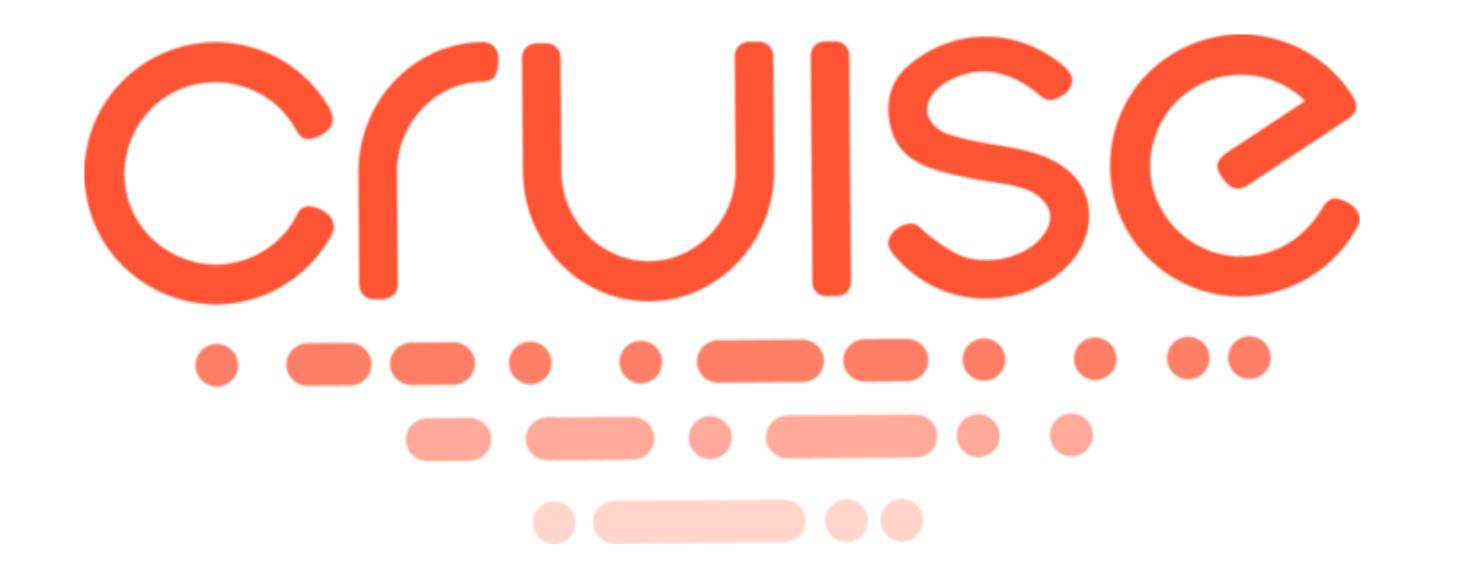




#### More affordable than private car

<sup>\*</sup> Uber: Uber X / POOL

<sup>\*</sup> Private car commute: Includes cost of gas, maintenance fee, insurance, and parking.

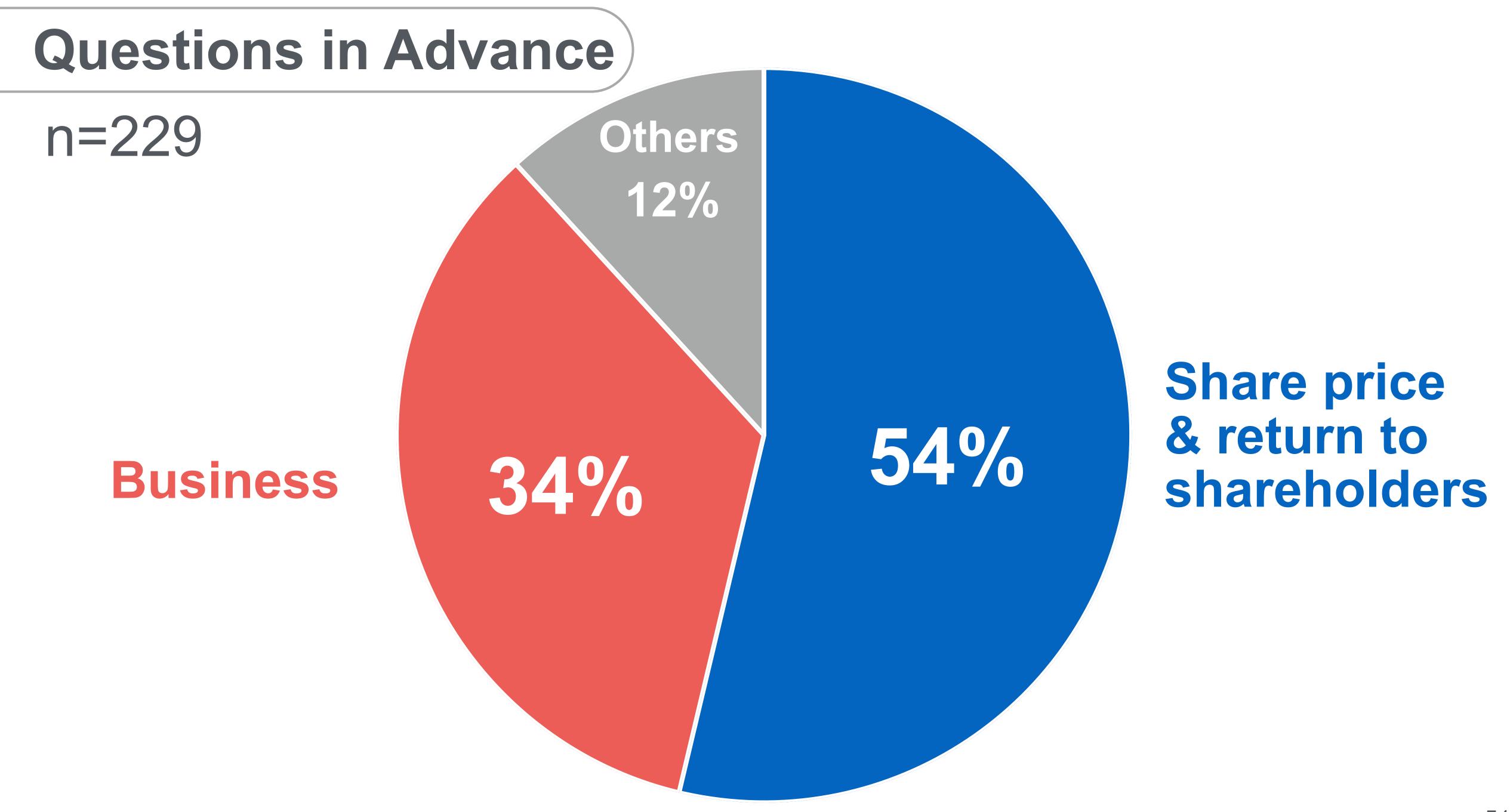




#### Advancing toward a self-driving future



## Questions from shareholders in advance



## Regarding Share Price



JPY

Information herein are assumptions of SBG, and do not imply value of any securities that includes SBG's common stock or investment decisions.

SOTP JPY/share: Price of Sum of the Parts per share of total number of issued shares.

Share prices: (Japan) as of June 19, 2018, (U.S) as of June 18 2018

Arm: after consideration of all of Arm's share,

which is planned to be transferred to SVF

Sprint: T-Mobile US share price x exchange ratio 0.10256

\*"Others", net debt, number of share issued are as of Mar. 31, 2018

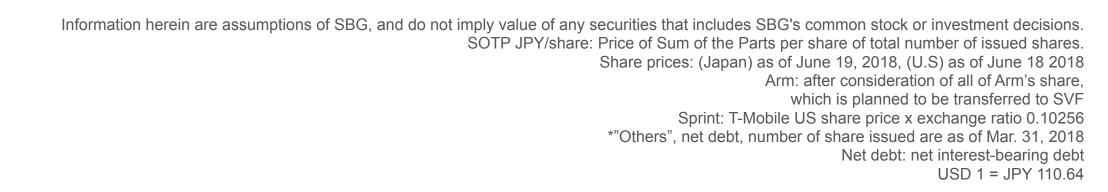
Net debt: net interest-bearing debt

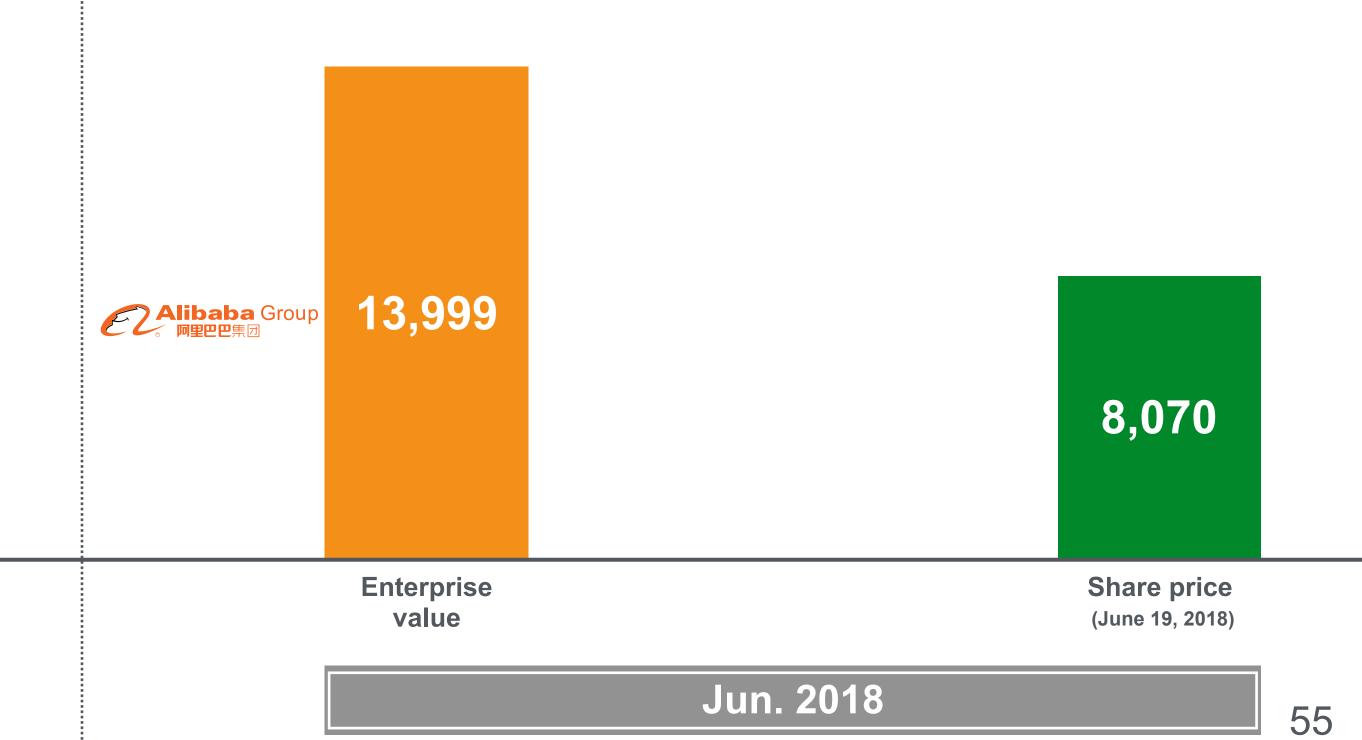
8,070

USD 1 = JPY 110.64

Share price (June 19, 2018)

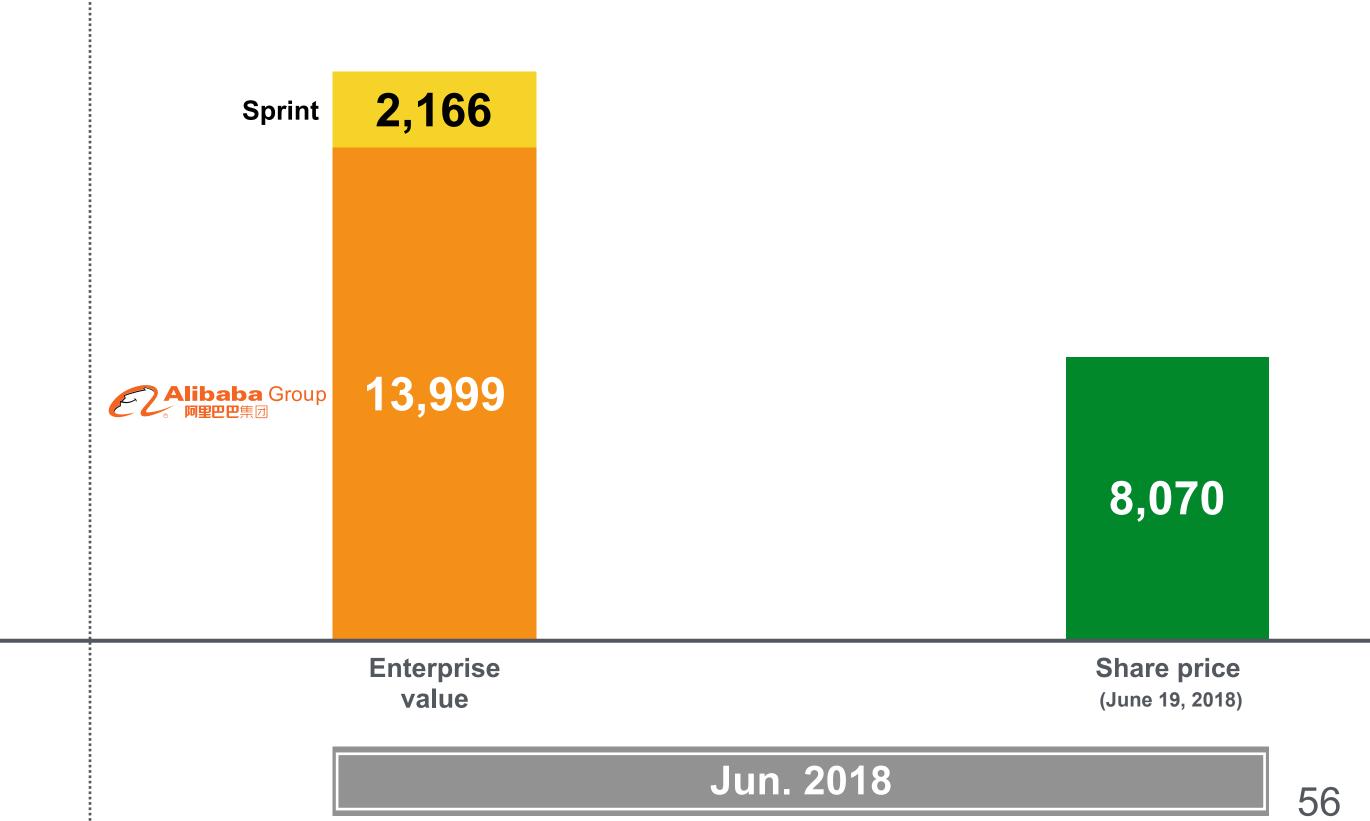
Jun. 2018





USD 1 = JPY 110.64

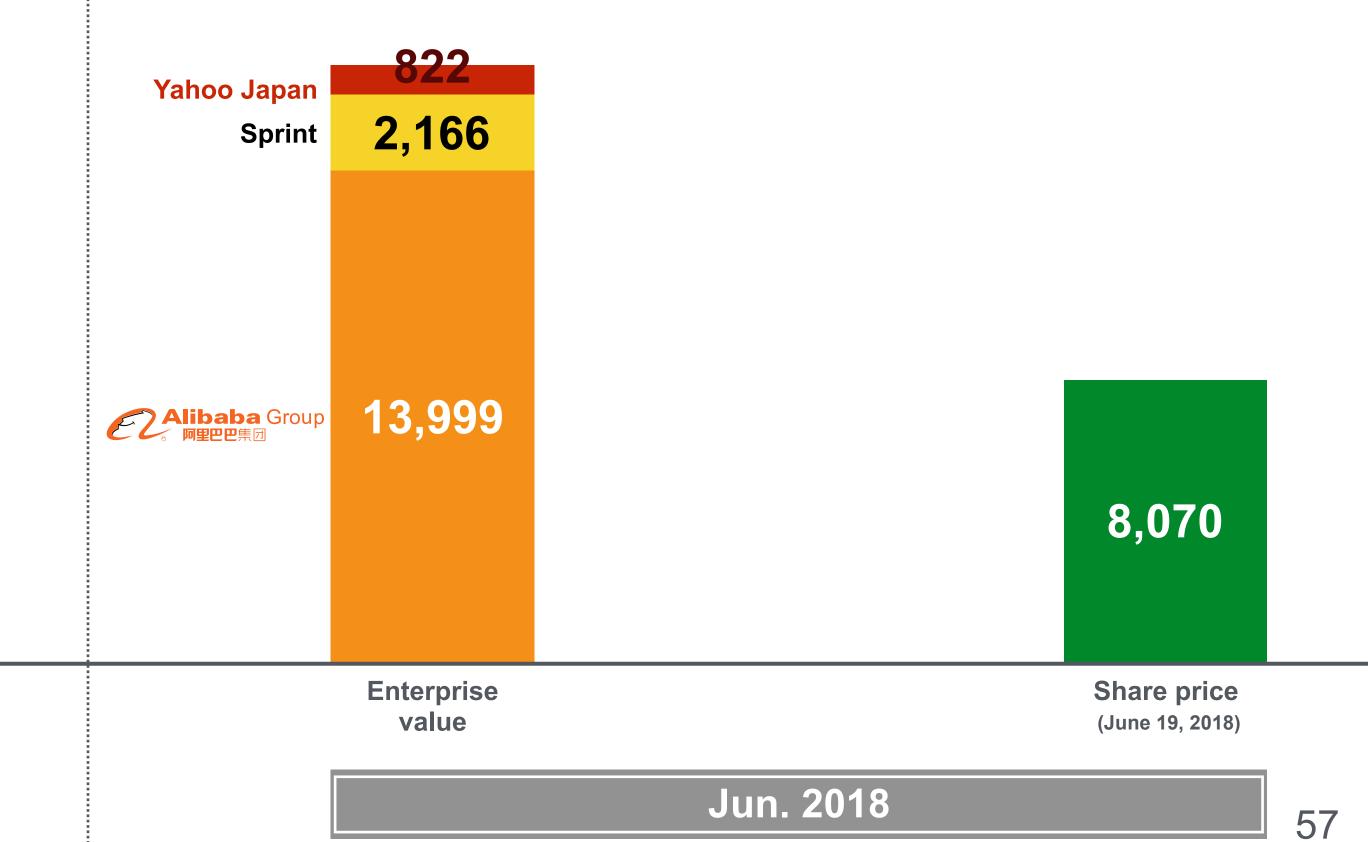
#### SOTP per Share



Net debt: net interest-bearing debt

USD 1 = JPY 110.64

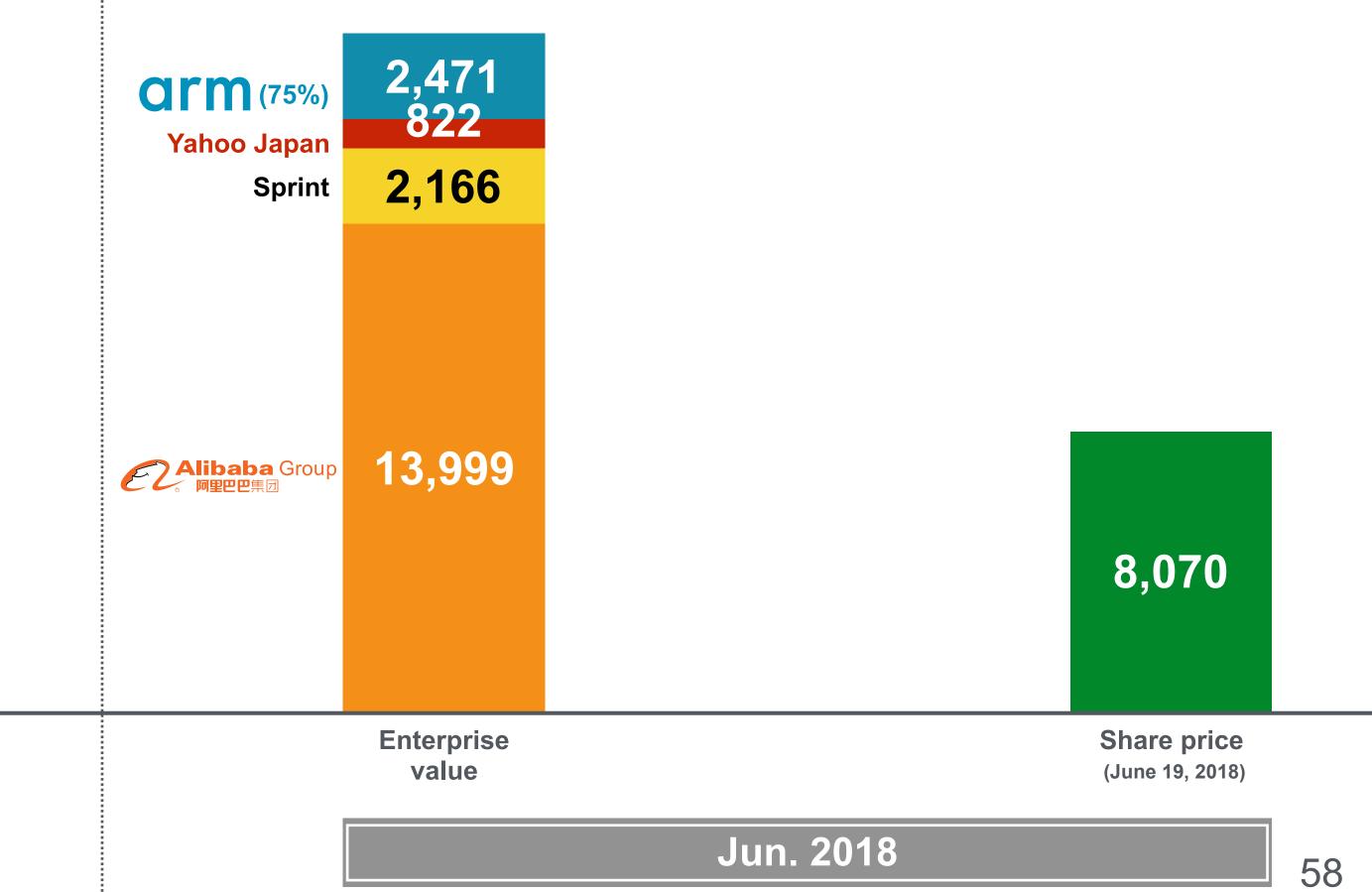
#### SOTP per Share

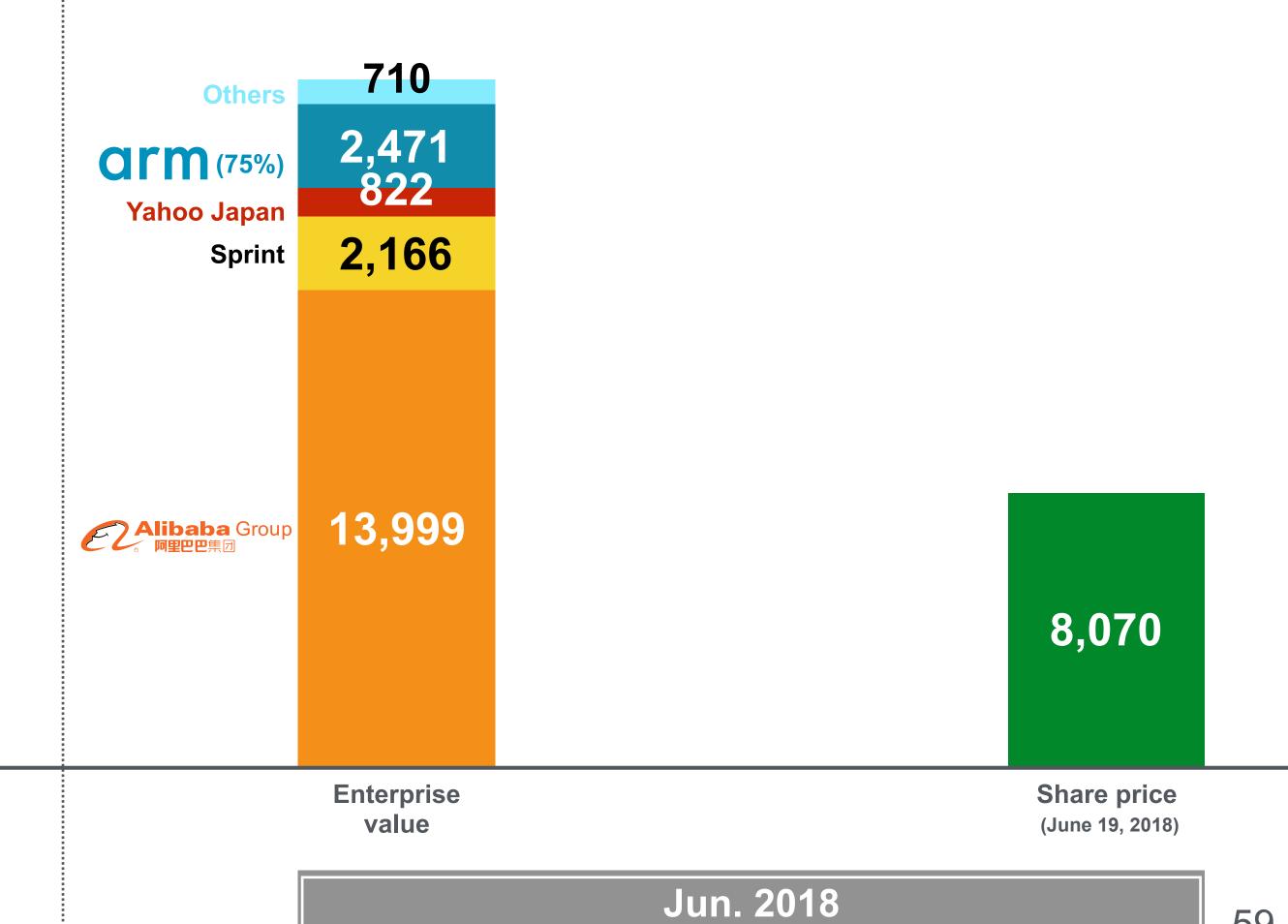


Net debt: net interest-bearing debt

USD 1 = JPY 110.64

#### SOTP per Share

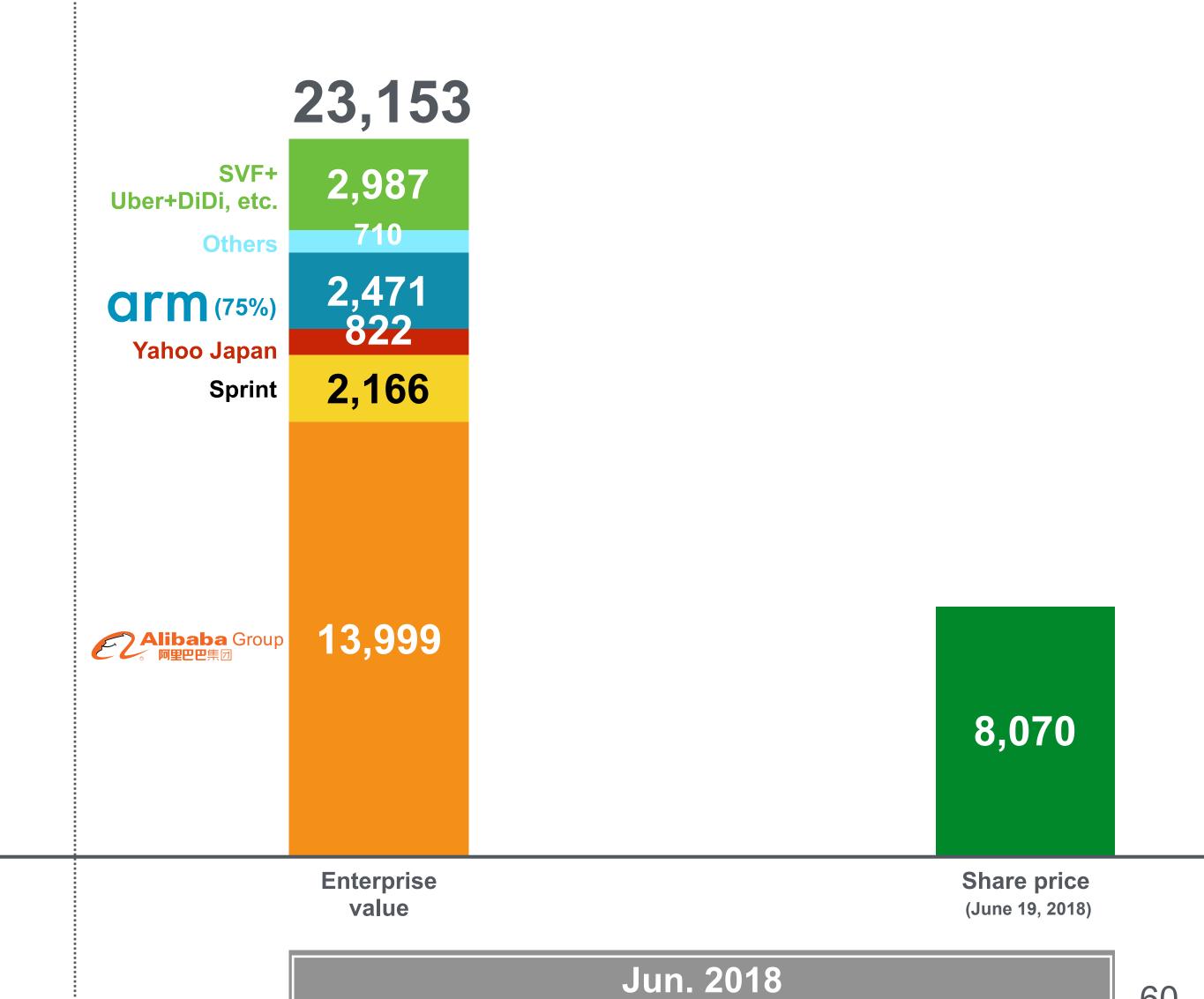




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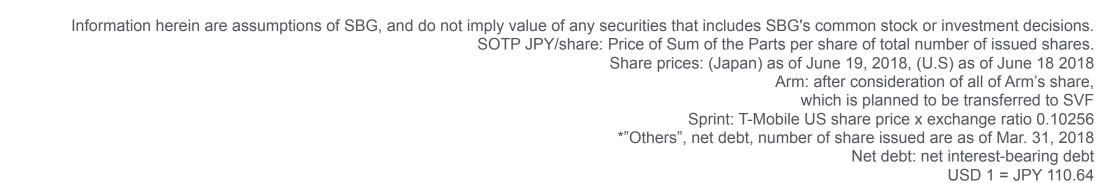
Net debt: net interest-bearing debt

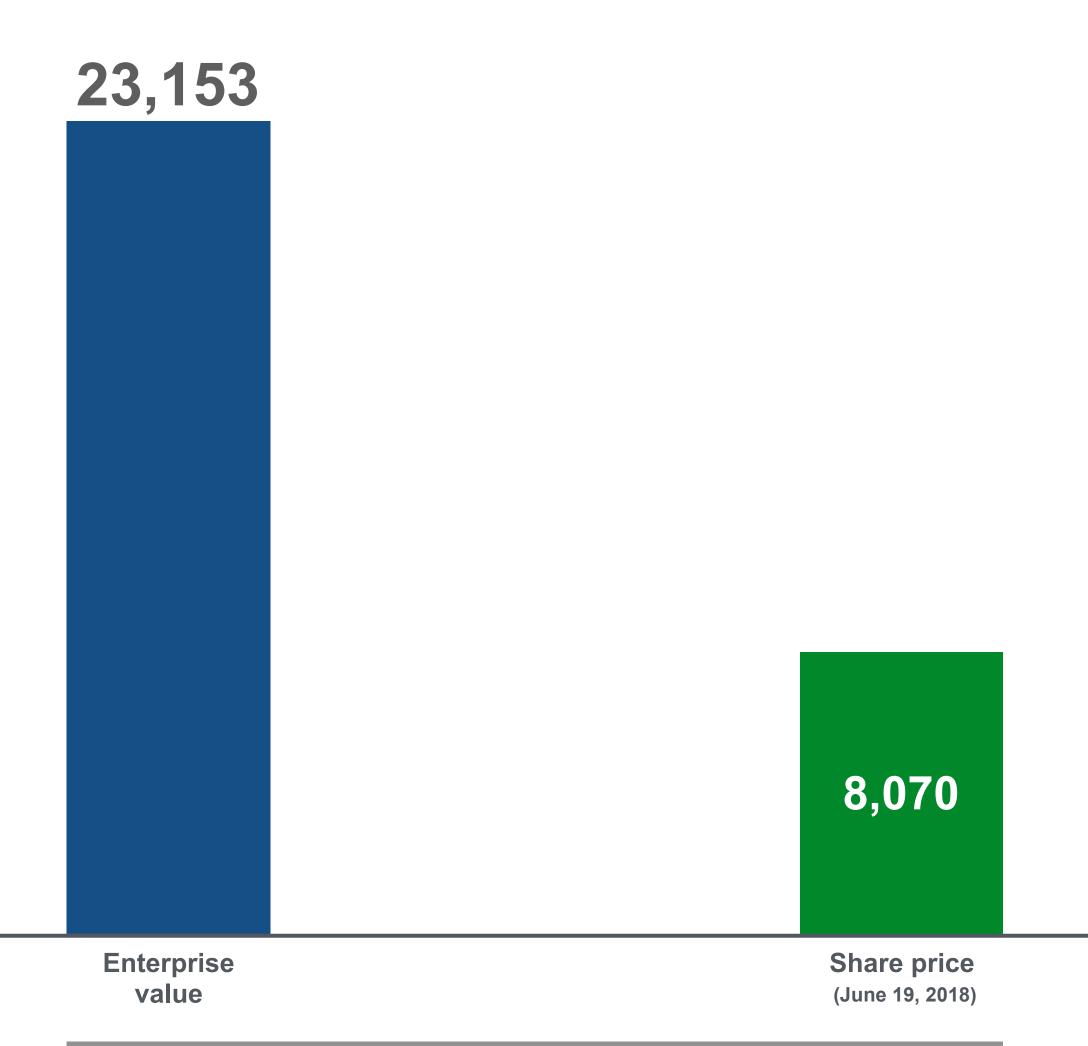
JPY



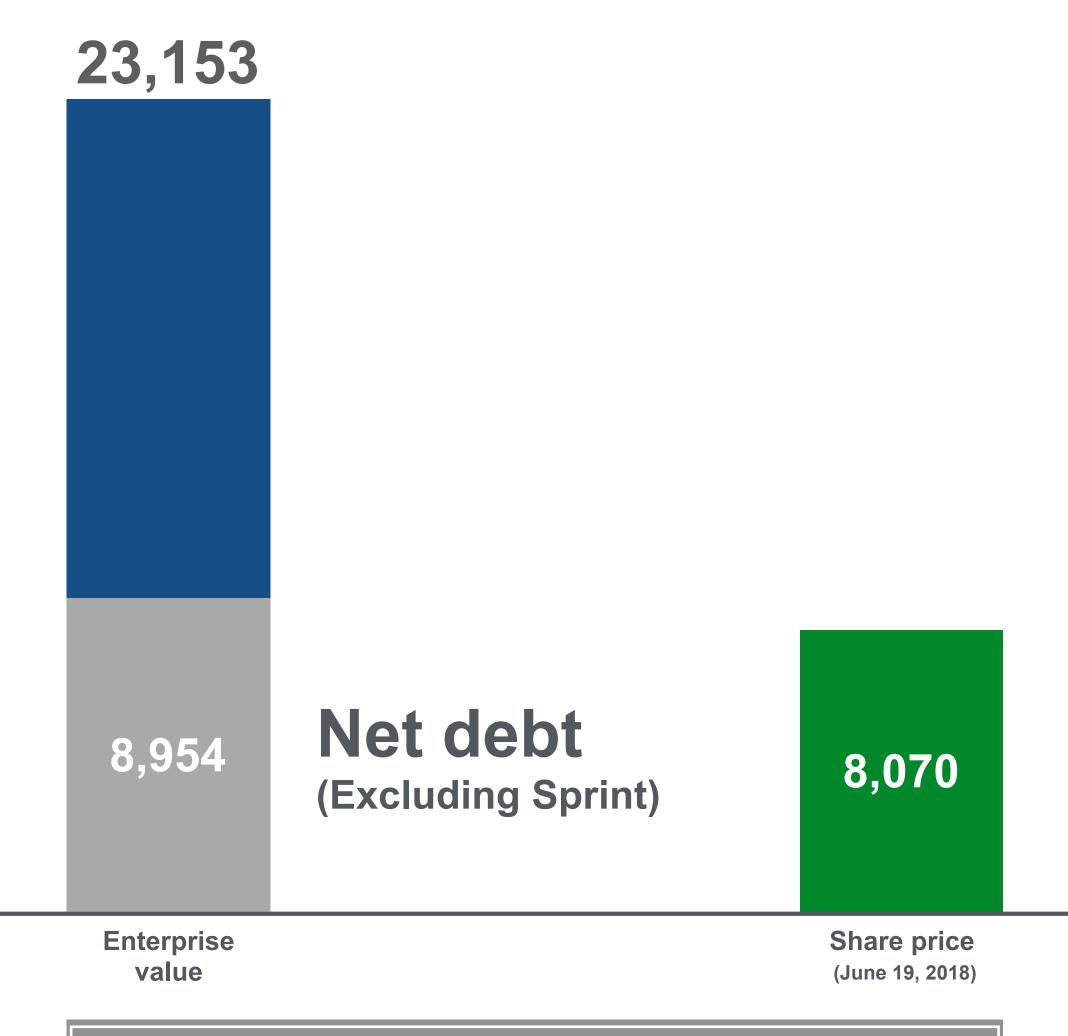
60

Net debt: net interest-bearing debt



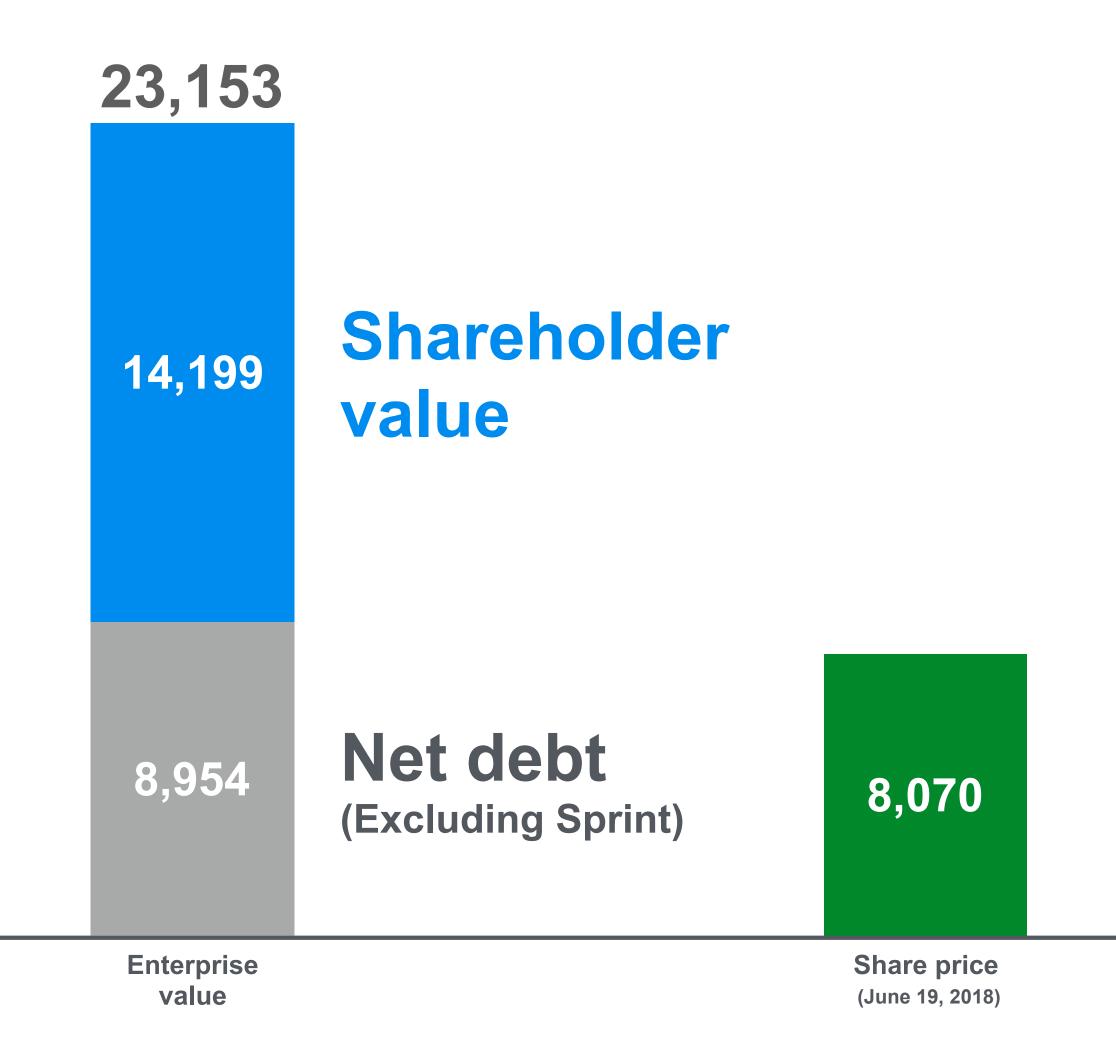


JPY



Jun. 2018

JPY

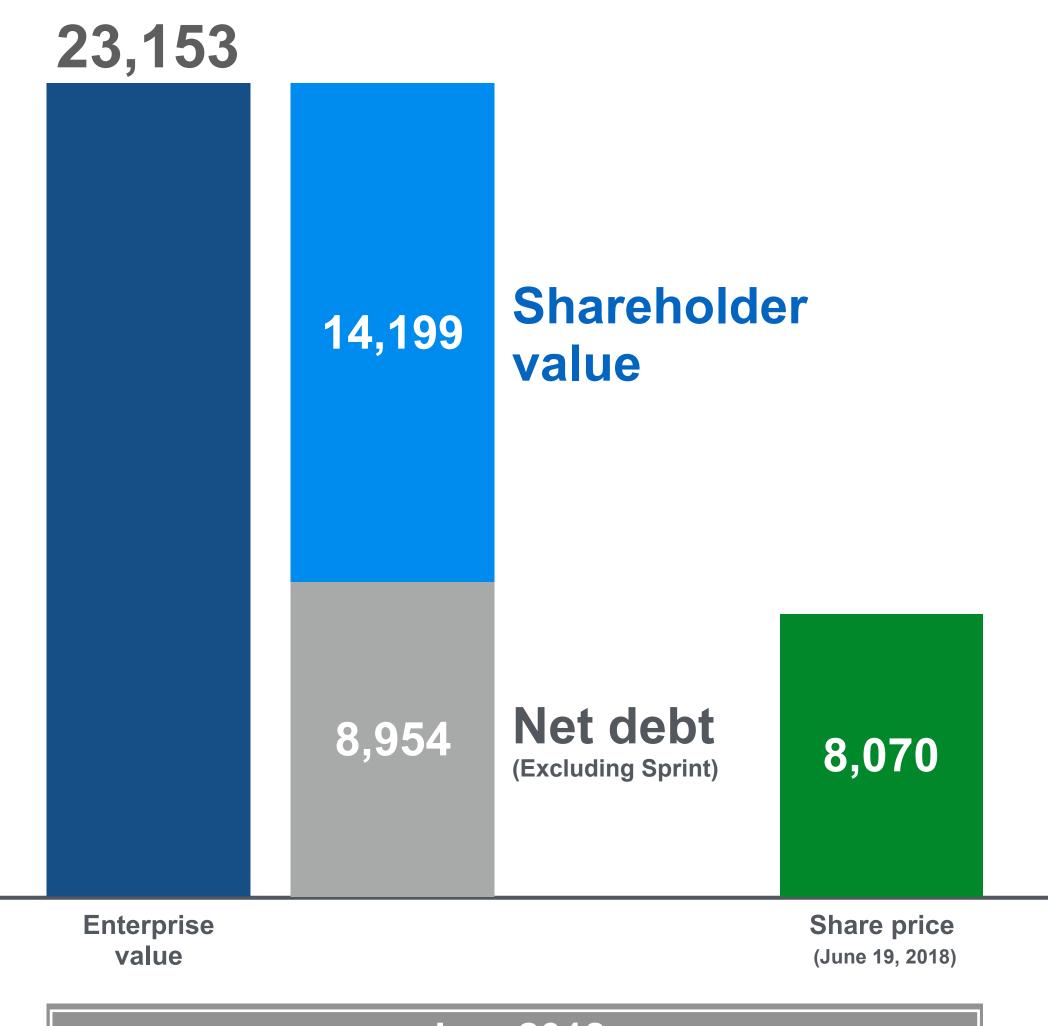


Jun. 2018

63

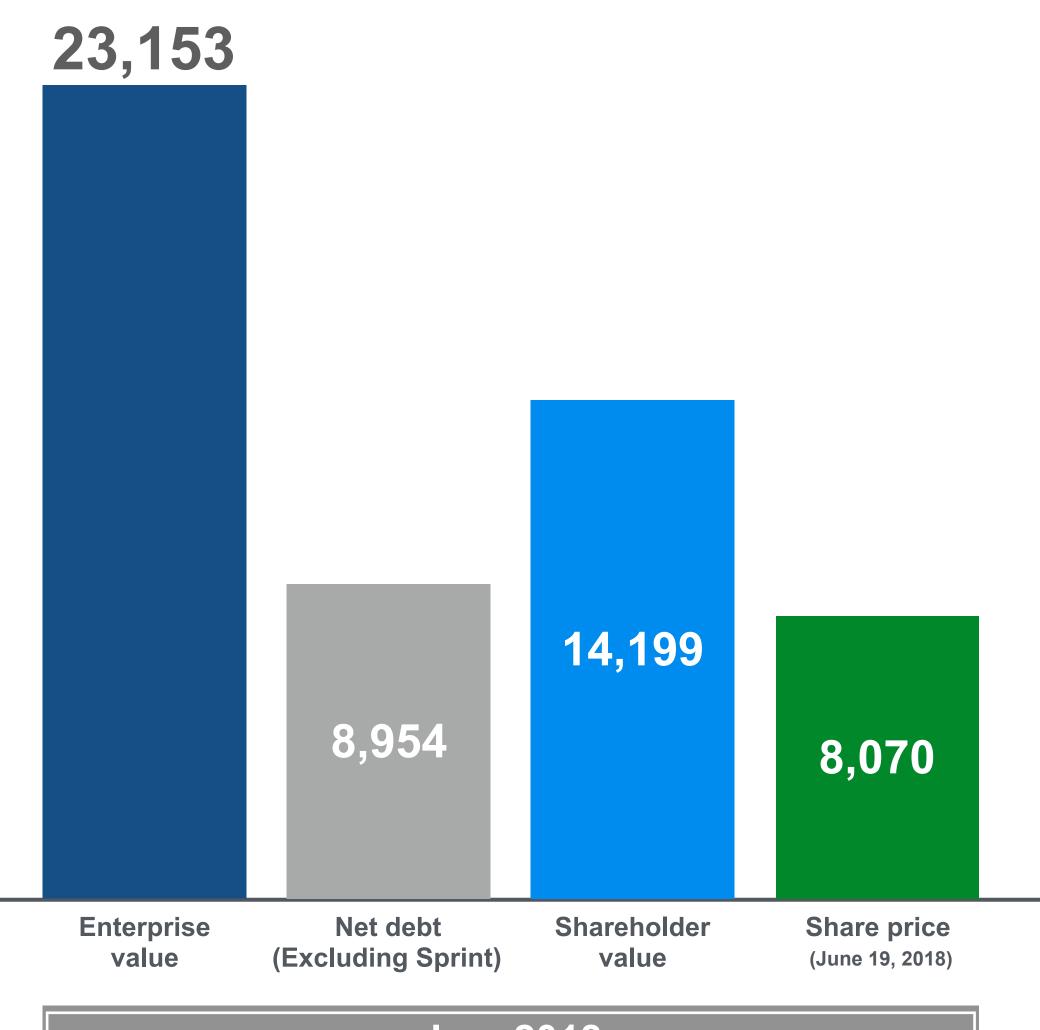
Net debt: net interest-bearing debt

JPY



Net debt: net interest-bearing debt

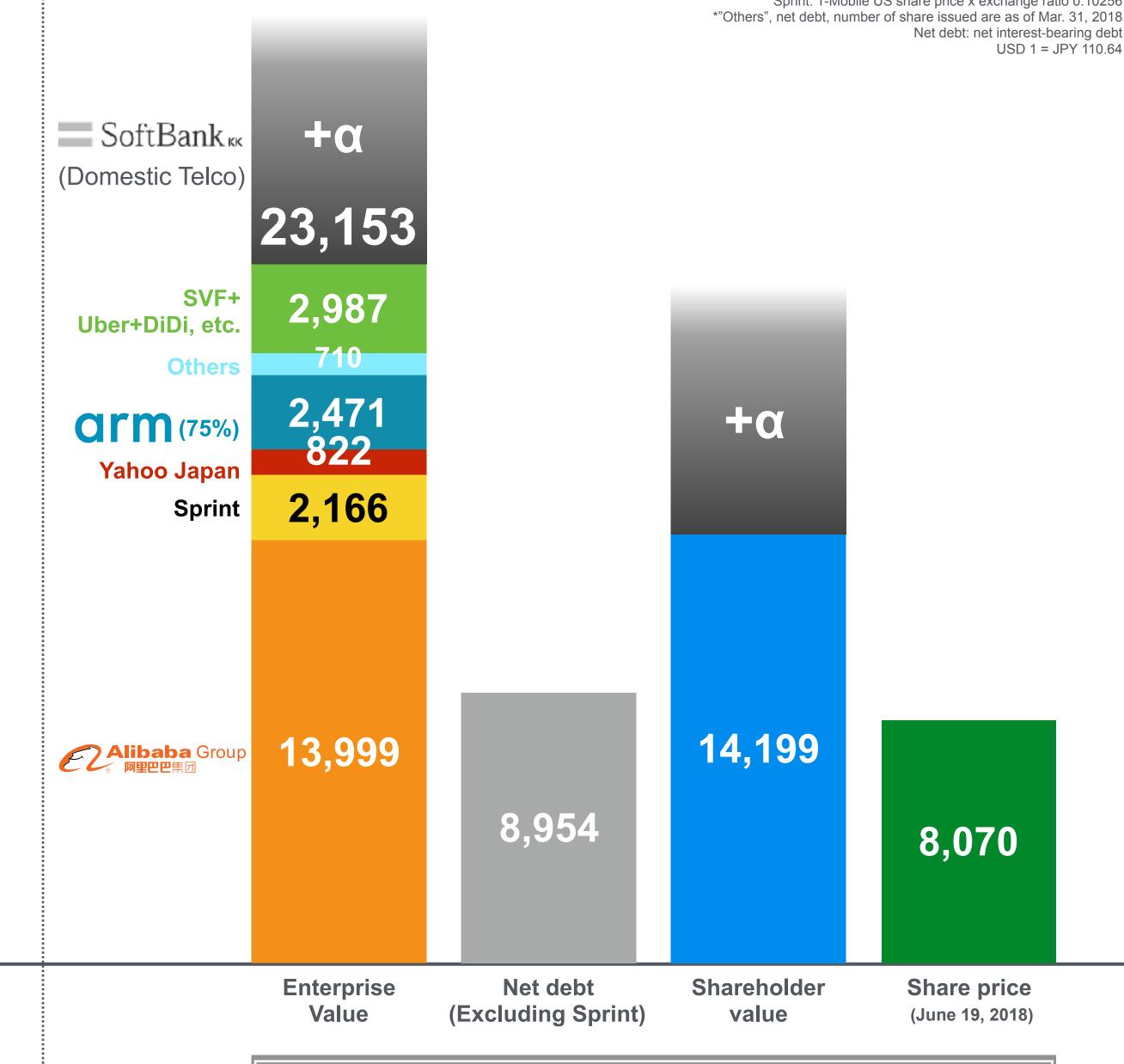
JPY

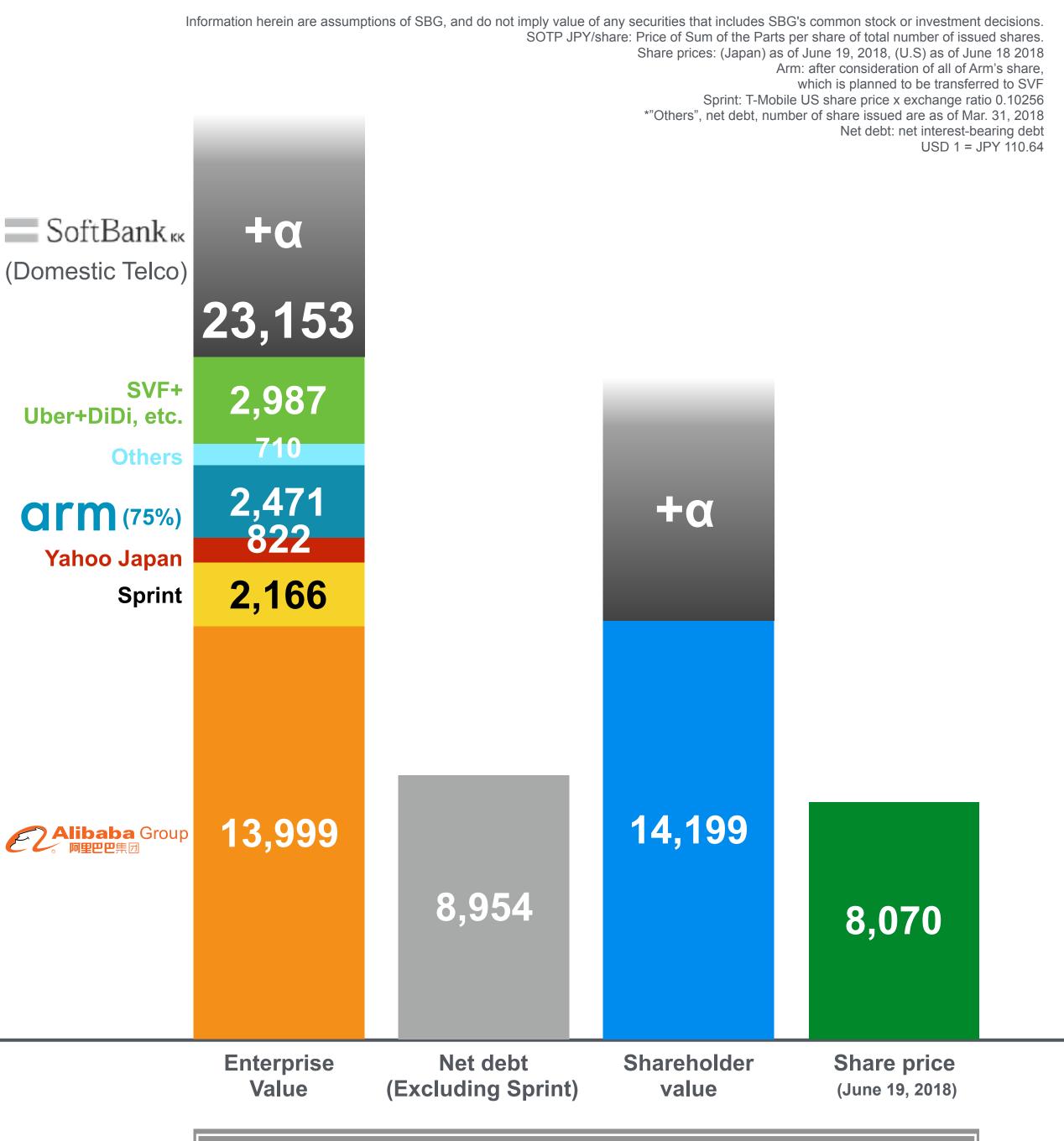


Arm: after consideration of all of Arm's share, which is planned to be transferred to SVF

Sprint: T-Mobile US share price x exchange ratio 0.10256

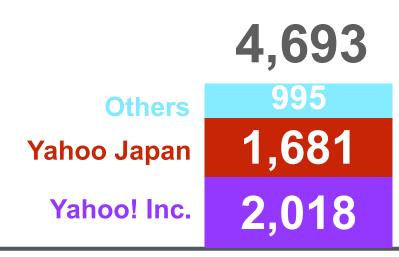
#### SOTP per Share







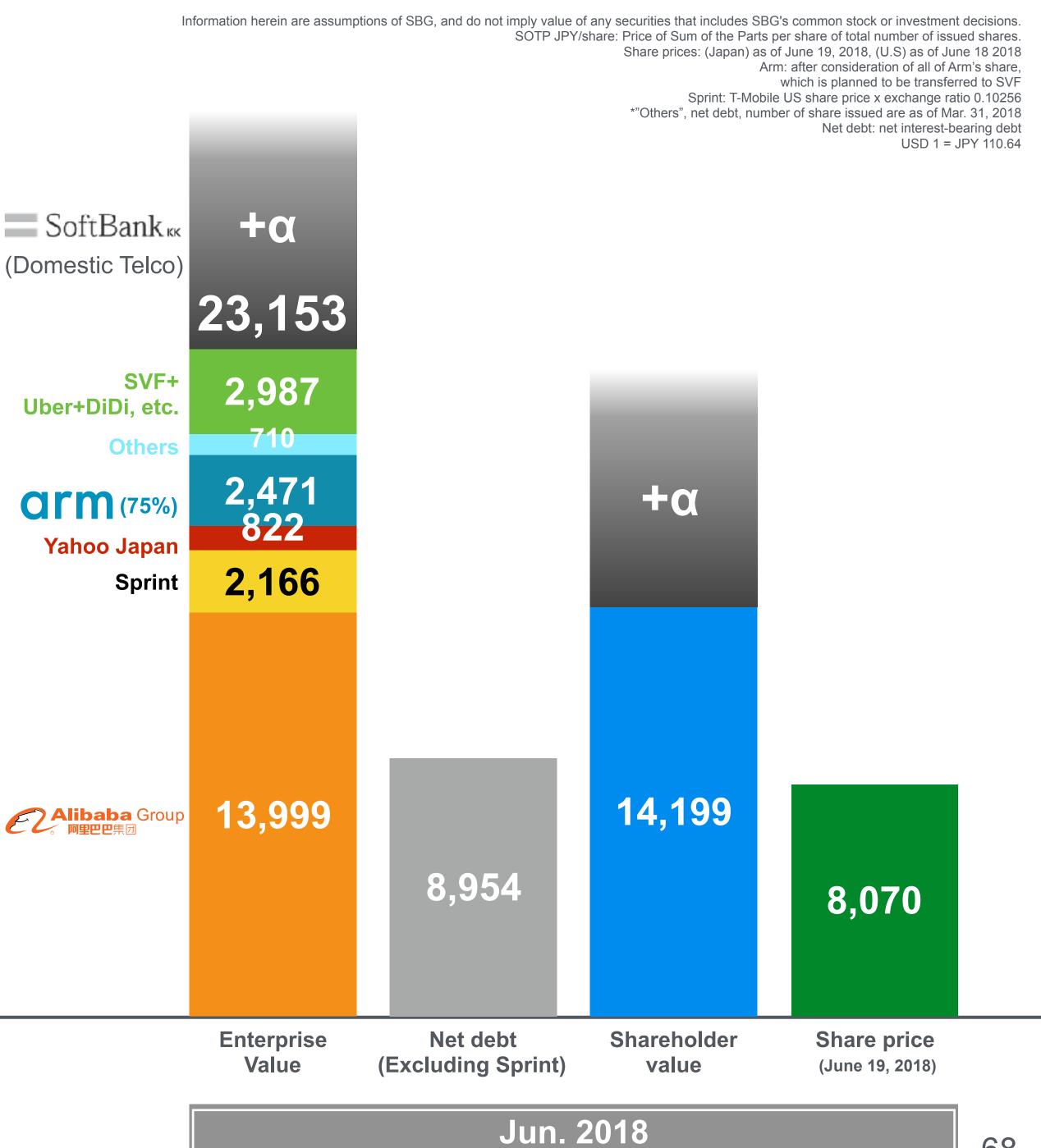
JPY



Enterprise value

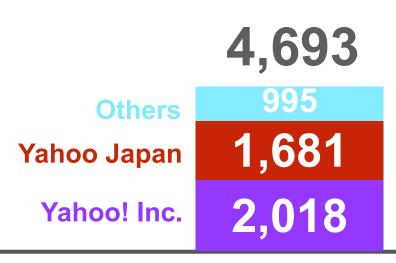
End of Mar. 2000

Jun. 2018





JPY



221

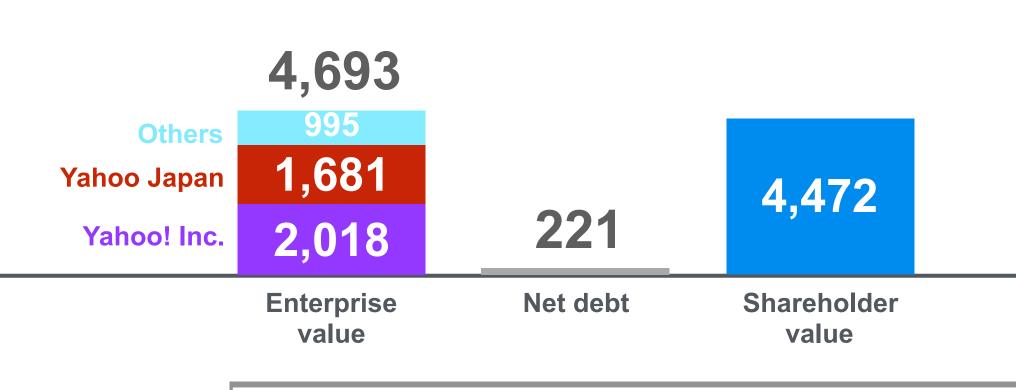
**Enterprise** value

Net debt

End of Mar. 2000

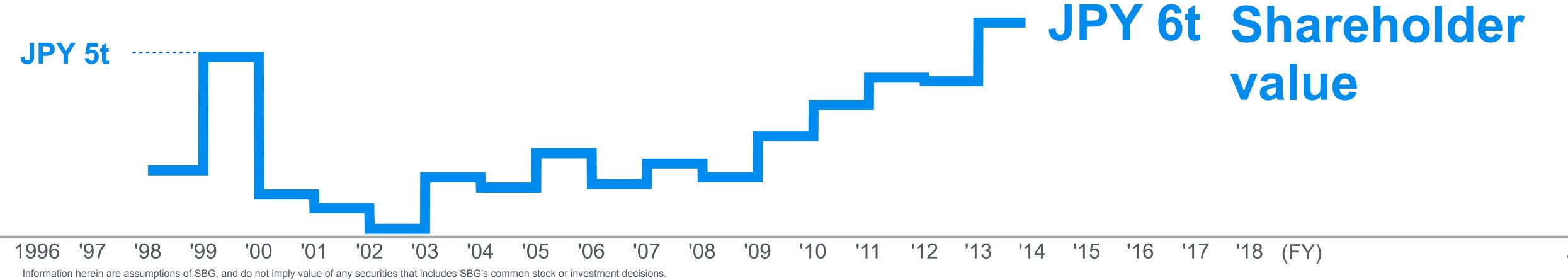
68

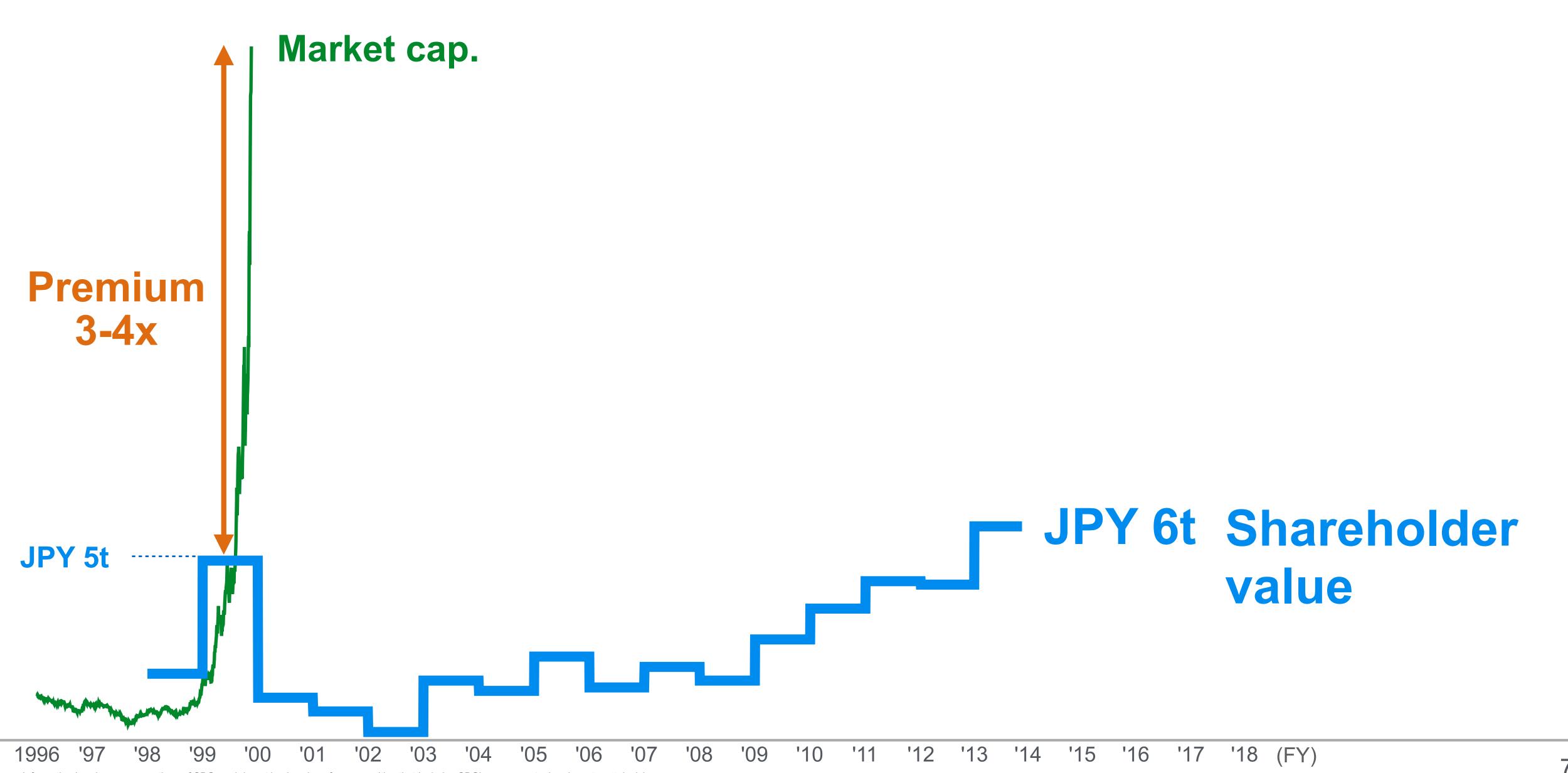
JPY

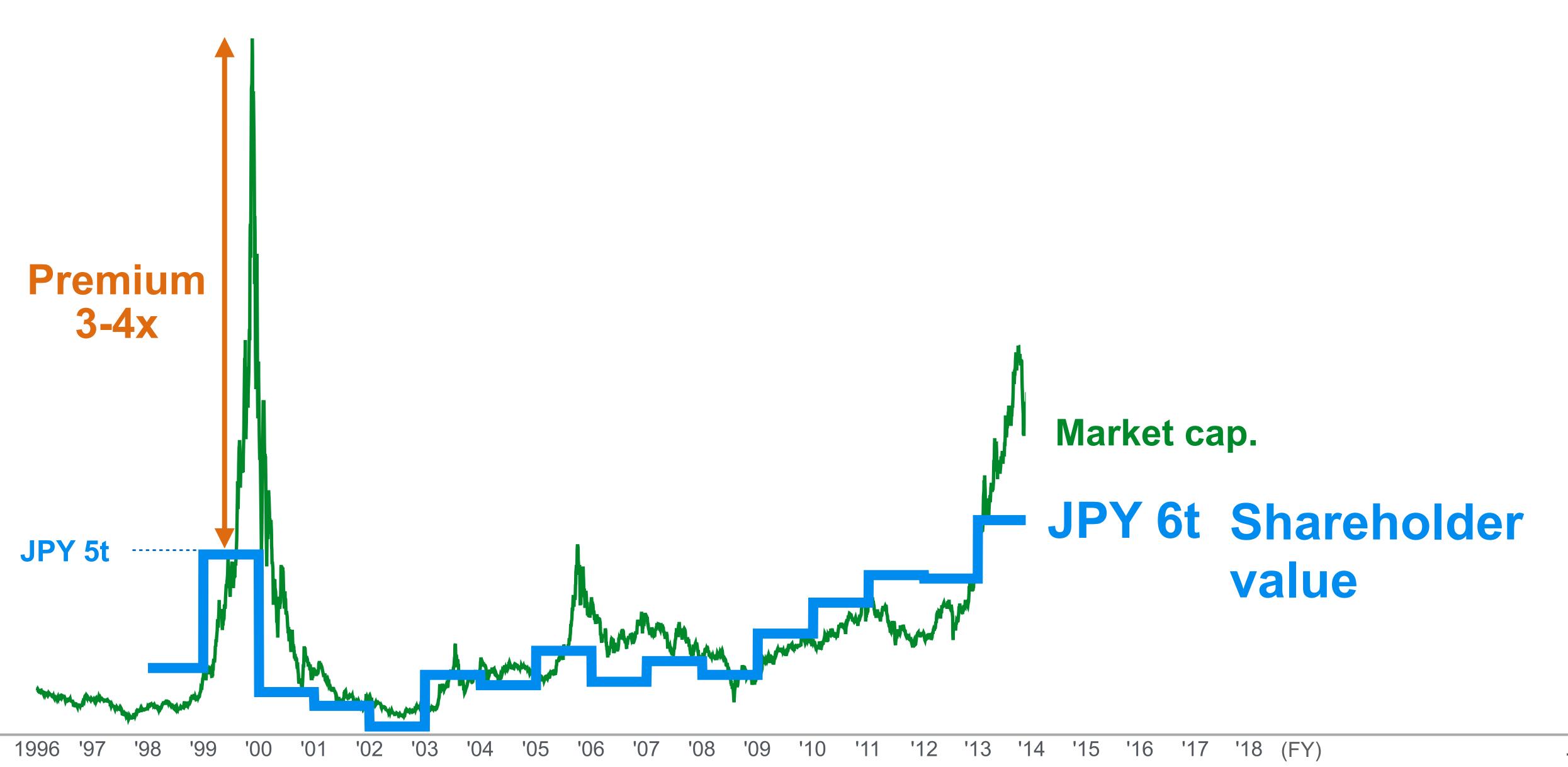


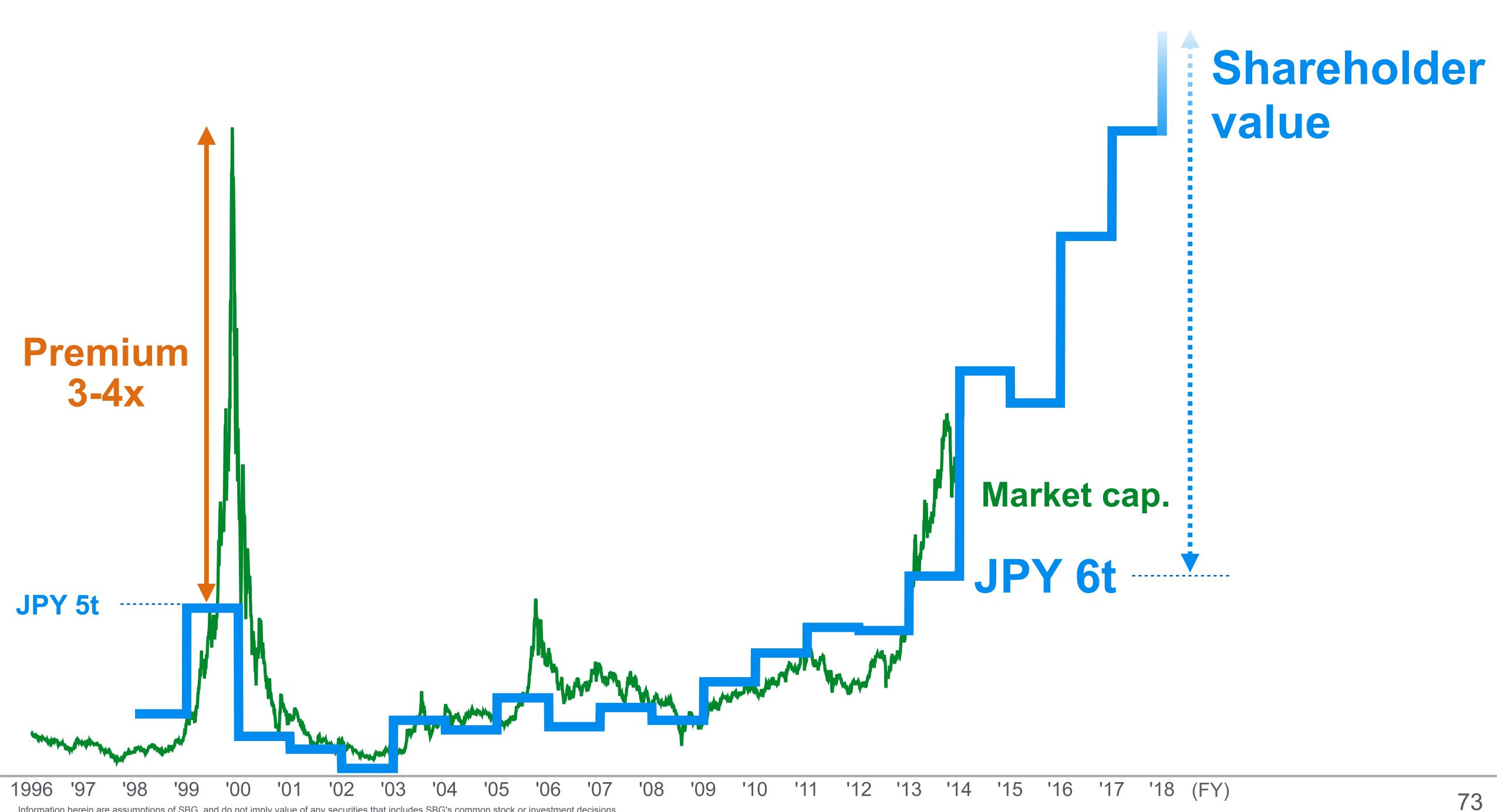
End of Mar. 2000

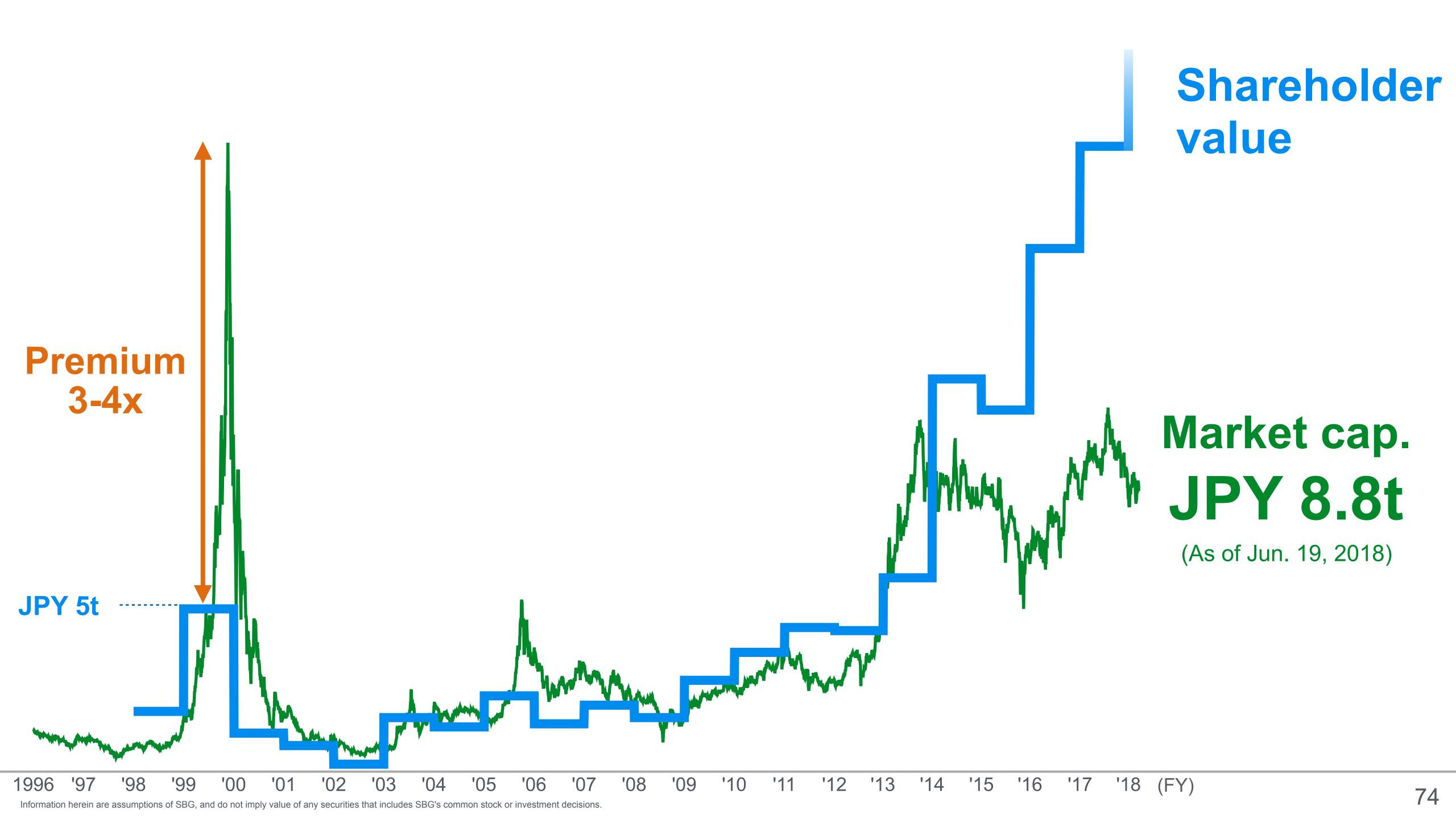










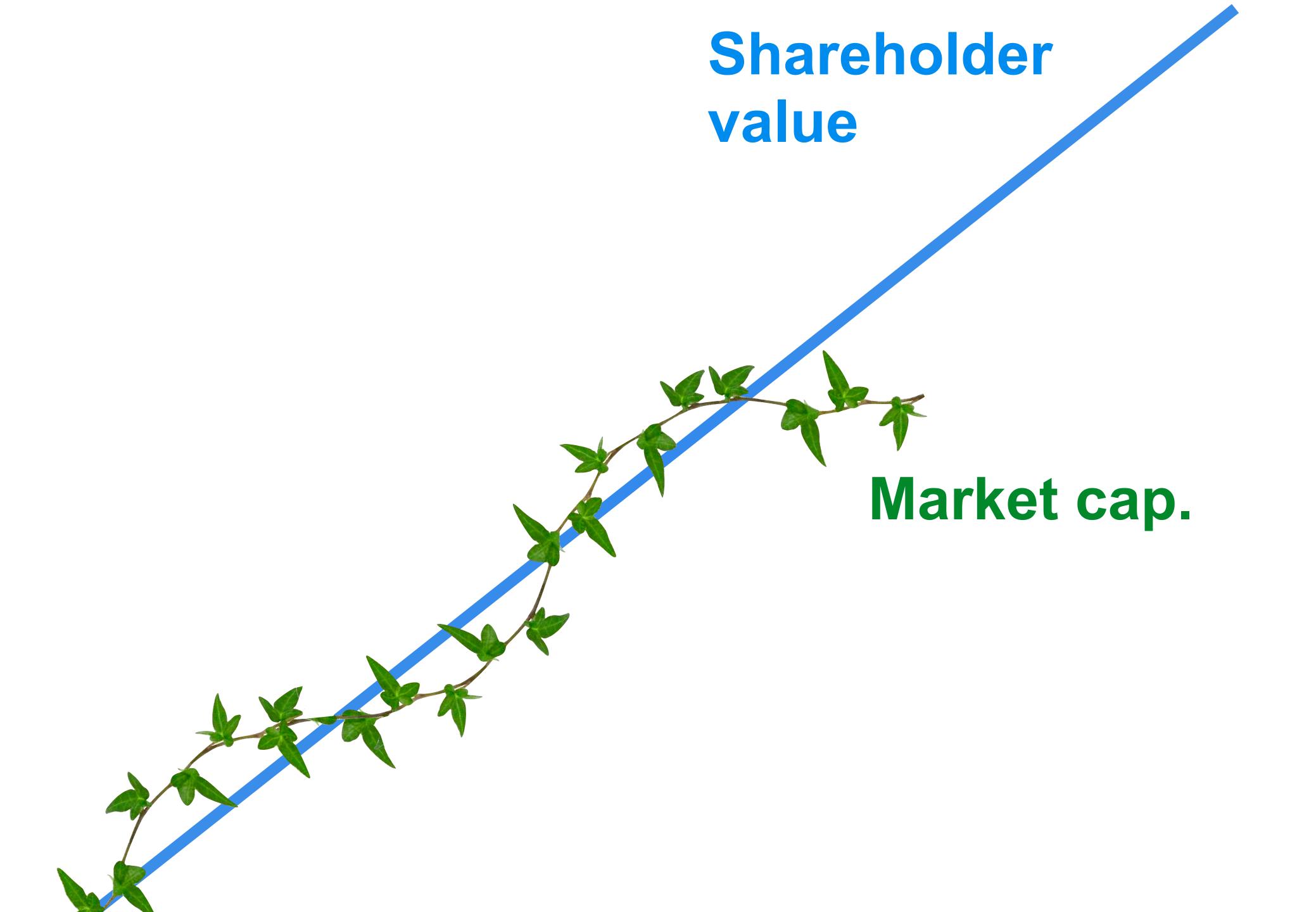


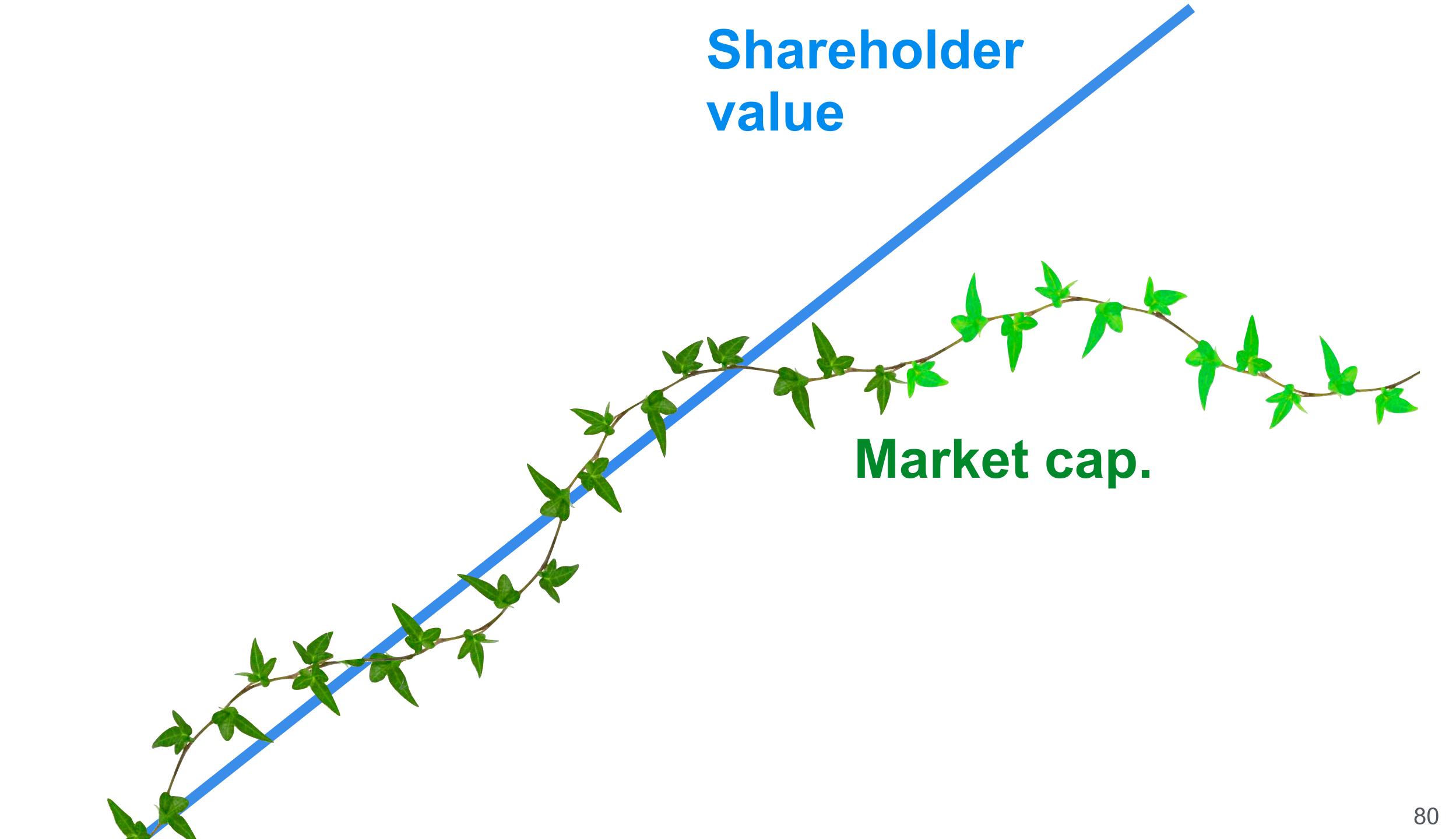


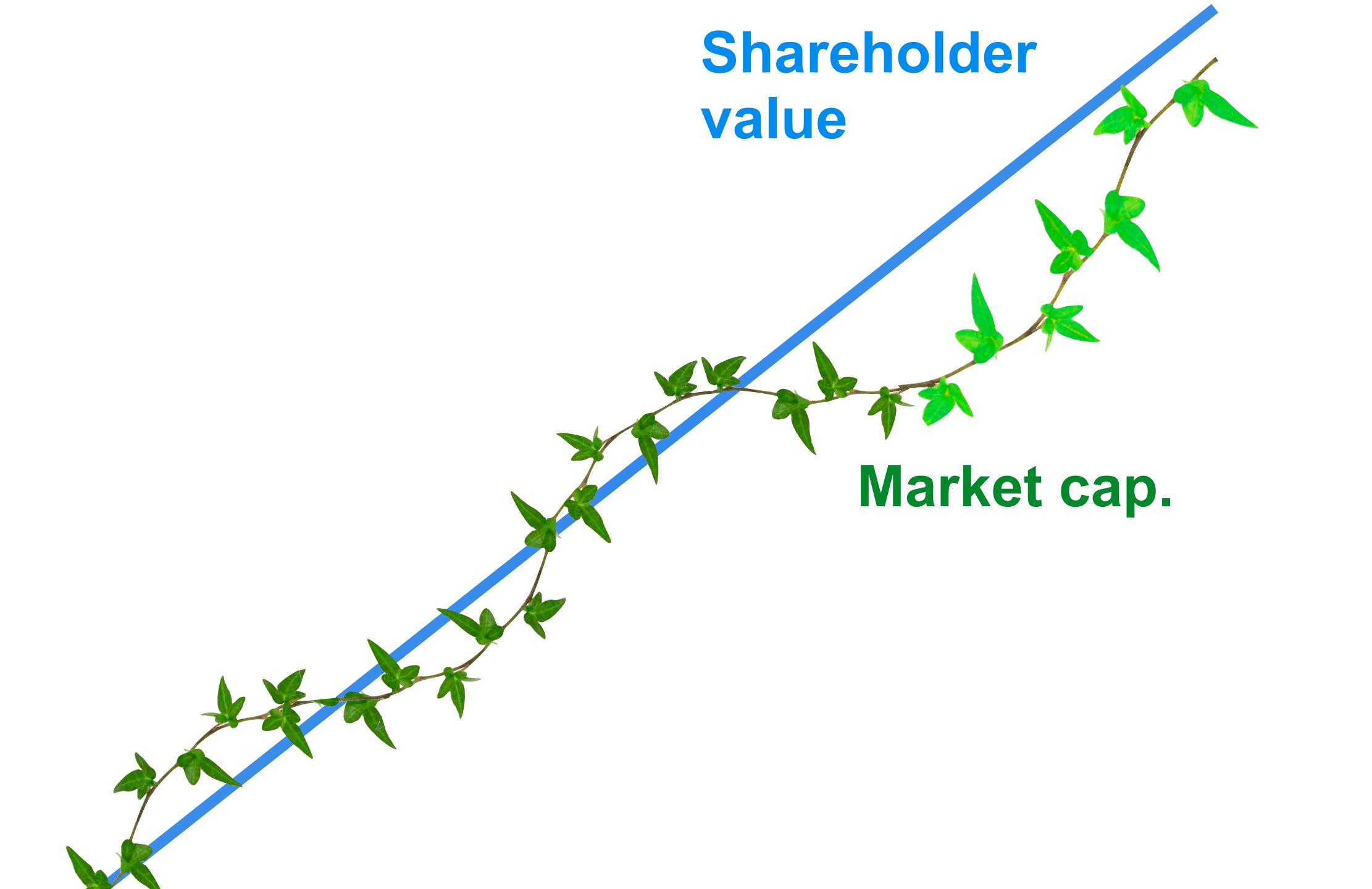




#### Shareholder value



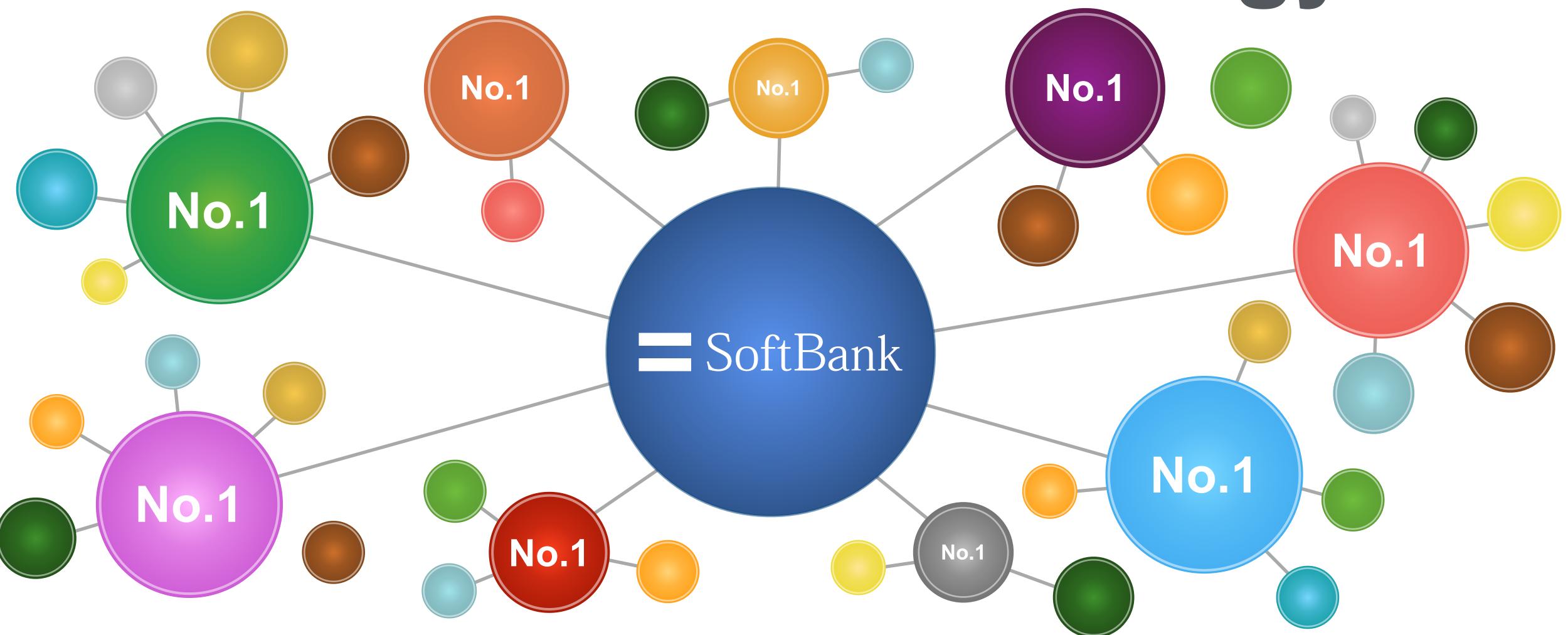




#### What did linvent?

Organizational structure that keeps growing for 300 years

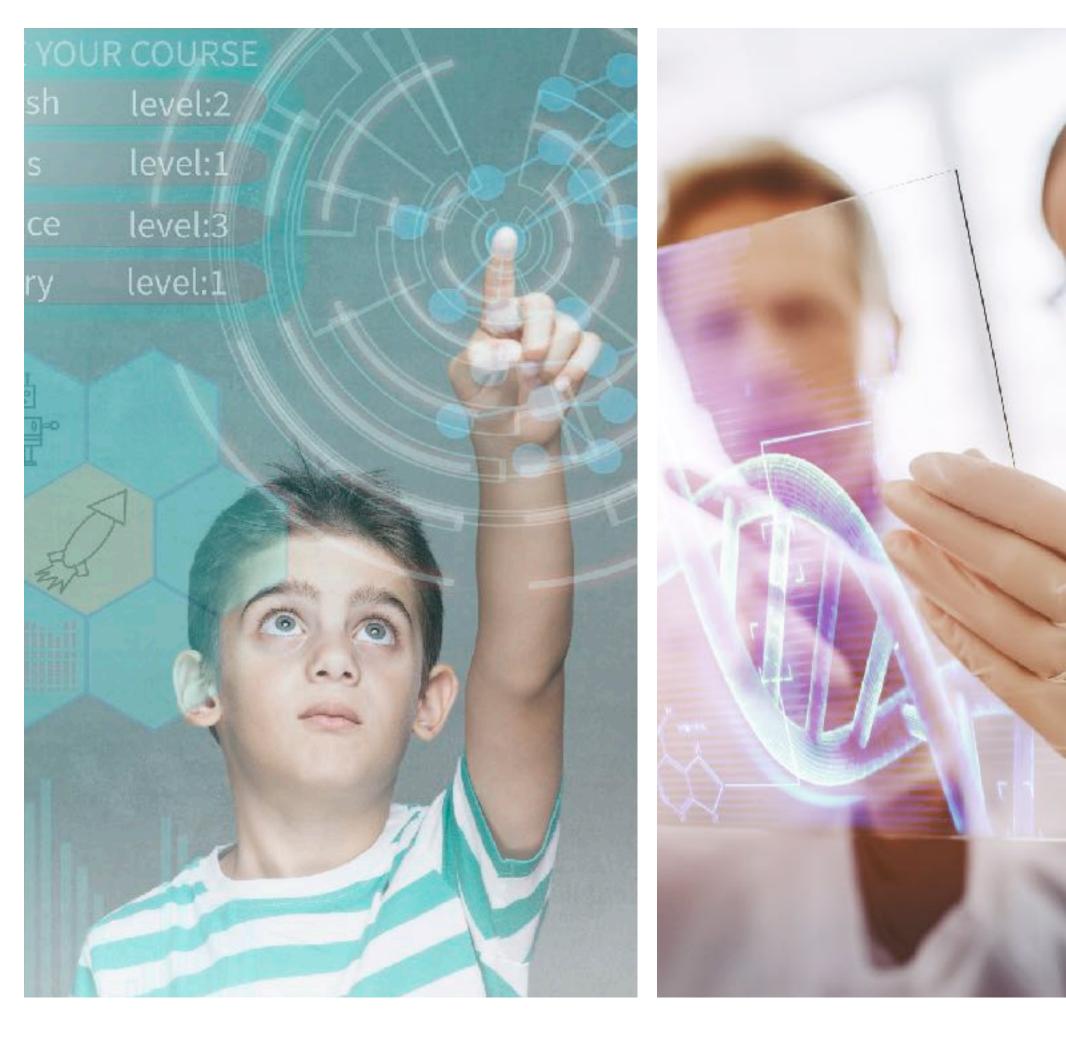
Selfmultiplication Selfevolution

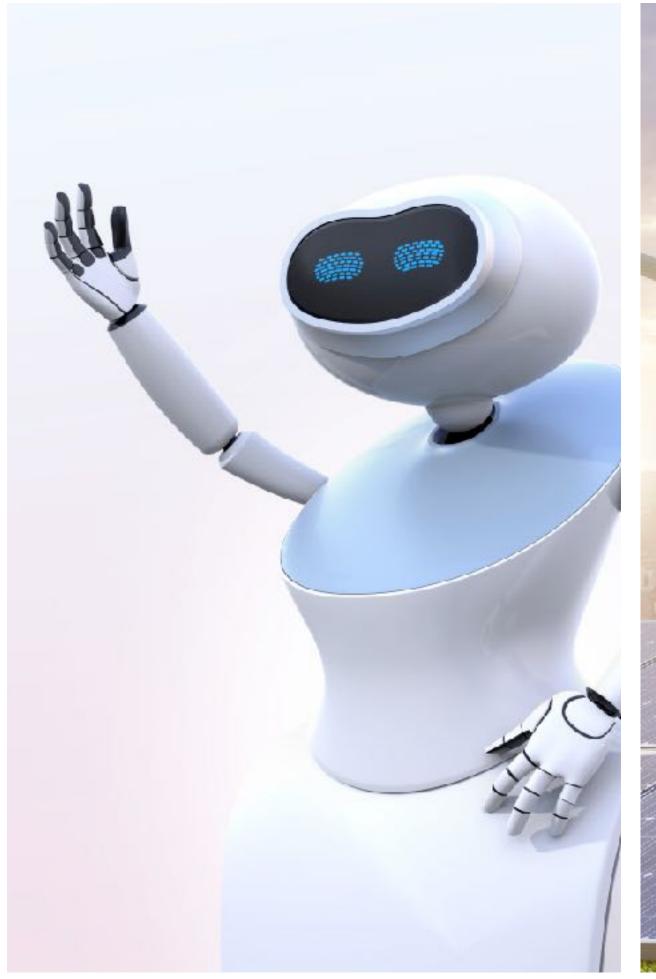


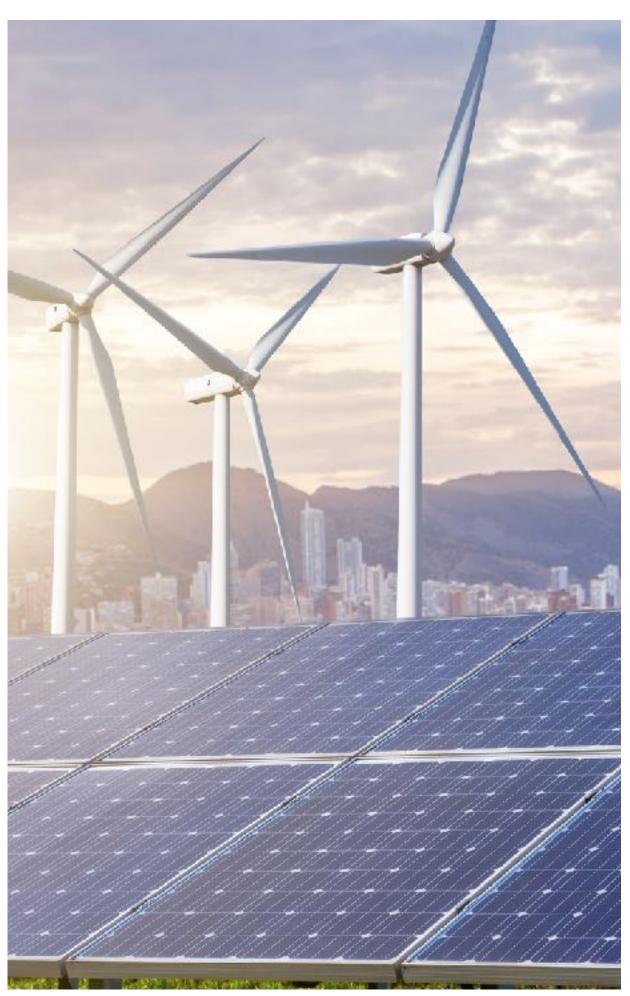
Platform for Information Revolution











Hope to become a company that has greatest impact on humanity over 300 years

### Company that makes most contribution to human evolution



## Information Revolution — Happiness for everyone

#### SoftBank