



# IMPORTANT INFORMATION

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Vision Fund performance herein is based on unrealized valuations of portfolio investments. Valuations of unrealized investments are based on assumptions and factors (including, for example, as of the date of the valuation, average multiples of comparable companies, and other considerations) that the Manager believes are reasonable under the circumstances relating to each particular investment. However, there can be no assurance that unrealized investments will be realized at the valuations indicated herein or used to calculate the returns contained herein, and transaction costs connected with such realizations remain unknown and, therefore, are not factored into such calculations. Estimates of unrealized value are subject to numerous variables that change over time. The actual realized returns on the Vision Fund’s unrealized investments will depend on, among other factors, future operating results, 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 assumptions and circumstances on which the Manager’s valuations are based.

As used throughout, and unless otherwise indicated, Gross Equity IRR is pro-forma and based on the limited partners’ equity cash inflows (capital contributions based) and outflows (distributions), net of financing, assuming disposition of assets at the valuations as of 31 March 2019. It includes the effect of leverage and does not take into account deductions of management fees, carried interest, Vision Fund expenses or other expenses, and accrued Preferred Equity Coupon. Net Equity IRR is based on the limited partners’ equity cash inflows (capital contributions) and outflows (distributions), net of financing, assuming disposition of assets at the valuations as of 31 March 2019. Net Equity IRR includes the effect of leverage and is after deducting management fees, carried interest, Vision Fund expenses or other expenses, and accrued Preferred Equity Coupon. As used herein, Equity IRRs do not reflect the return on Preferred Equity Commitments, which will have a material impact on the Vision Fund’s or any future fund managed by the Manager’s performance in aggregate, as well as the IRR generated by a particular investor, which could be materially lower.

Net Blended IRR is pro forma and based on the limited partners’ cash inflows (capital contributions) and outflows (distributions), net of financing, assuming disposition of assets at the valuations as of 31 March 2019, and reflects combined performance of the Vision Fund’s Preferred Equity Commitments and Equity Commitments. Net Blended IRR includes the effect of leverage and is after deducting management fees, carried interests, Vision Fund expenses or other expenses, and accrued Preferred Equity Coupon. Net Blended IRR includes Preferred Equity Coupon payments.

“Equity” IRRs are provided for illustrative purposes, reflect a subset of the Vision Fund’s overall performance and may not reflect the experience of any other limited partner. Results for individual limited partners will vary based on their specific investment 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 may differ materially from the performance information indicated herein.

Vision Fund performance is based in part on valuations of certain investments that were recently acquired by the Vision Fund as a portfolio 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. The selection of such investments, the timing of such acquisitions and the valuation and subsequent performance of those investments had a material and positive impact on the performance of the Vision Fund. SoftBank Group Corp. is under no obligation to offer similar assets to the Vision Fund in the future.

Past performance is not necessarily indicative of future results. The performance of the Vision Fund or any future fund managed by the Manager may be materially lower than the performance information presented herein. There can be no assurance that the Vision Fund or any future fund managed by the Manager will achieve comparable results as those presented herein or that investors in the Vision Fund or any future fund managed by the Manager will not lose any or all of their invested capital.

The actual realized return on these unrealized investments may differ materially from the performance information indicated herein. No assumption should be made that investments identified and discussed herein were or will be profitable, or that investments made in the future will be comparable in quality or performance to the investments described therein. The actual return realized by any investor in the Vision Fund or any future fund managed by the Manager may differ materially from those reflected or contemplated in the data presented in this Presentation.

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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 Vision Fund or any future fund managed by SBIA 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 Vision Fund or any future fund managed by the Manager. There is no guarantee that the Vision Fund or any future fund managed by SBIA will be able to successfully implement the strategies described in the Information.

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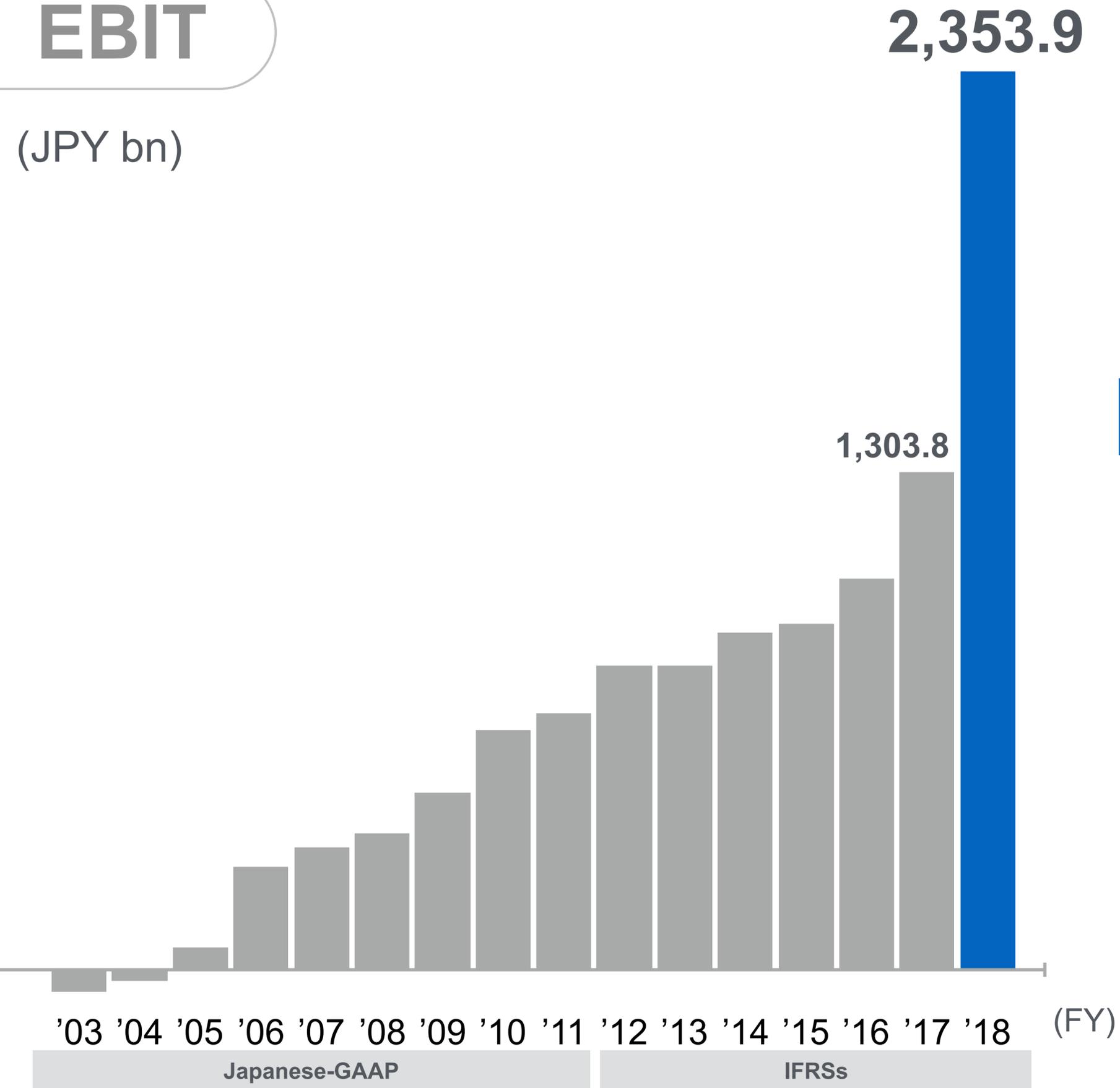
Forward-looking statements are by their nature subject to various risks and uncertainties, including, without limitation, a decline in general economic conditions, general market conditions, technological developments, changes in customer demand for products and services, increased competition, risks 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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# EBIT

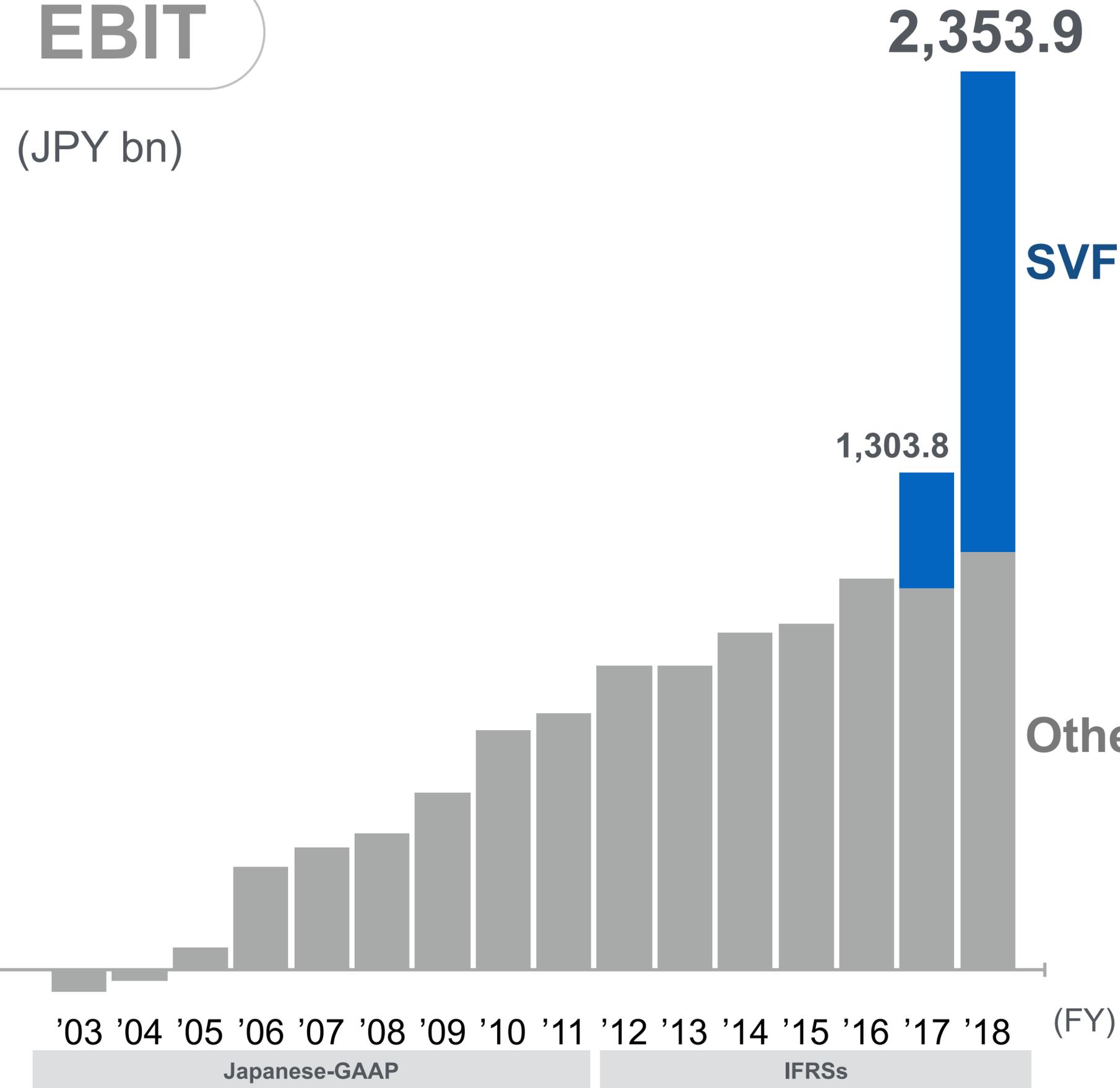
(JPY bn)



**Exceeded JPY 2t  
for the first time**

# EBIT

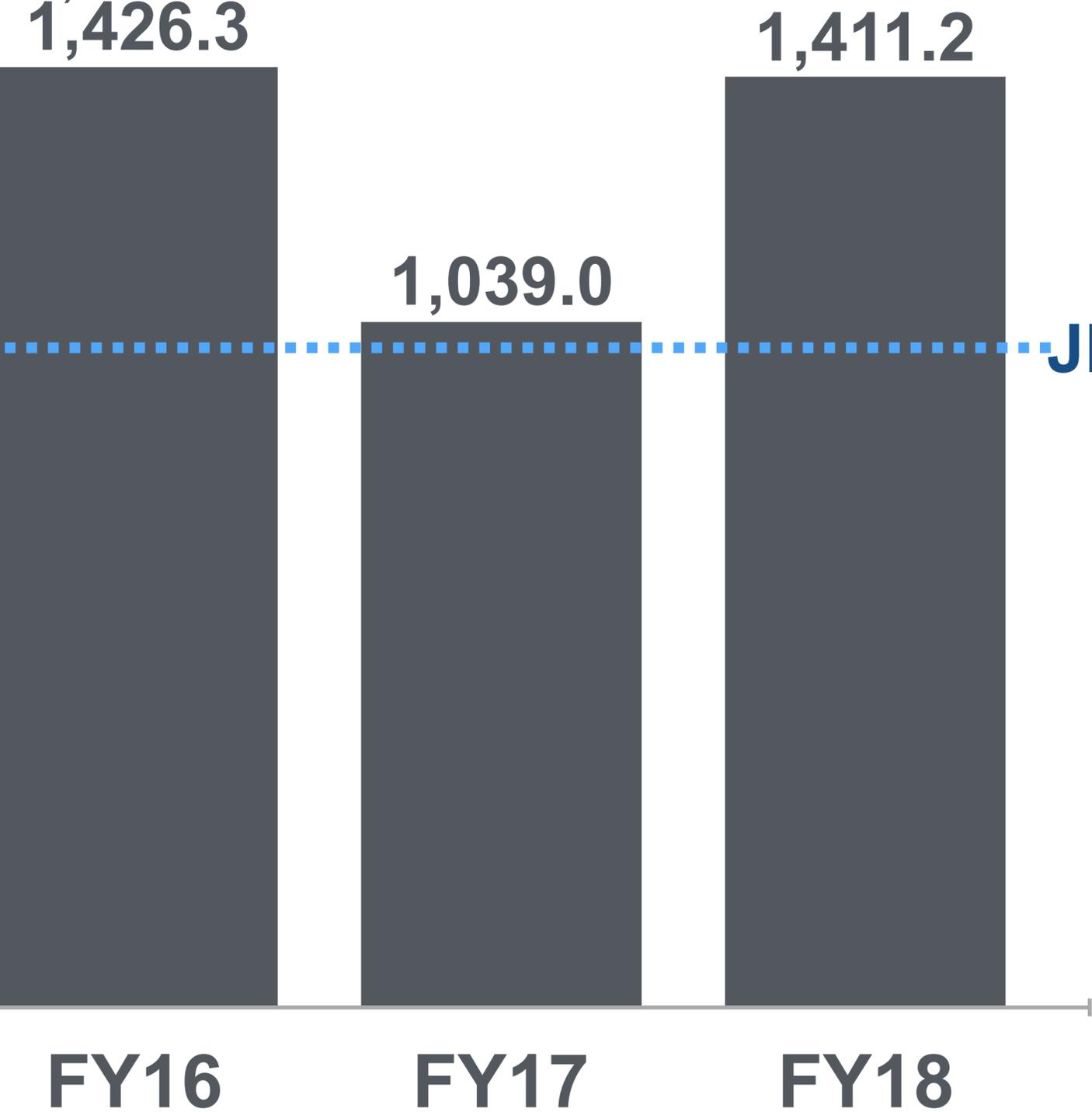
(JPY bn)



**SVF is driving the growth**

# Net Income

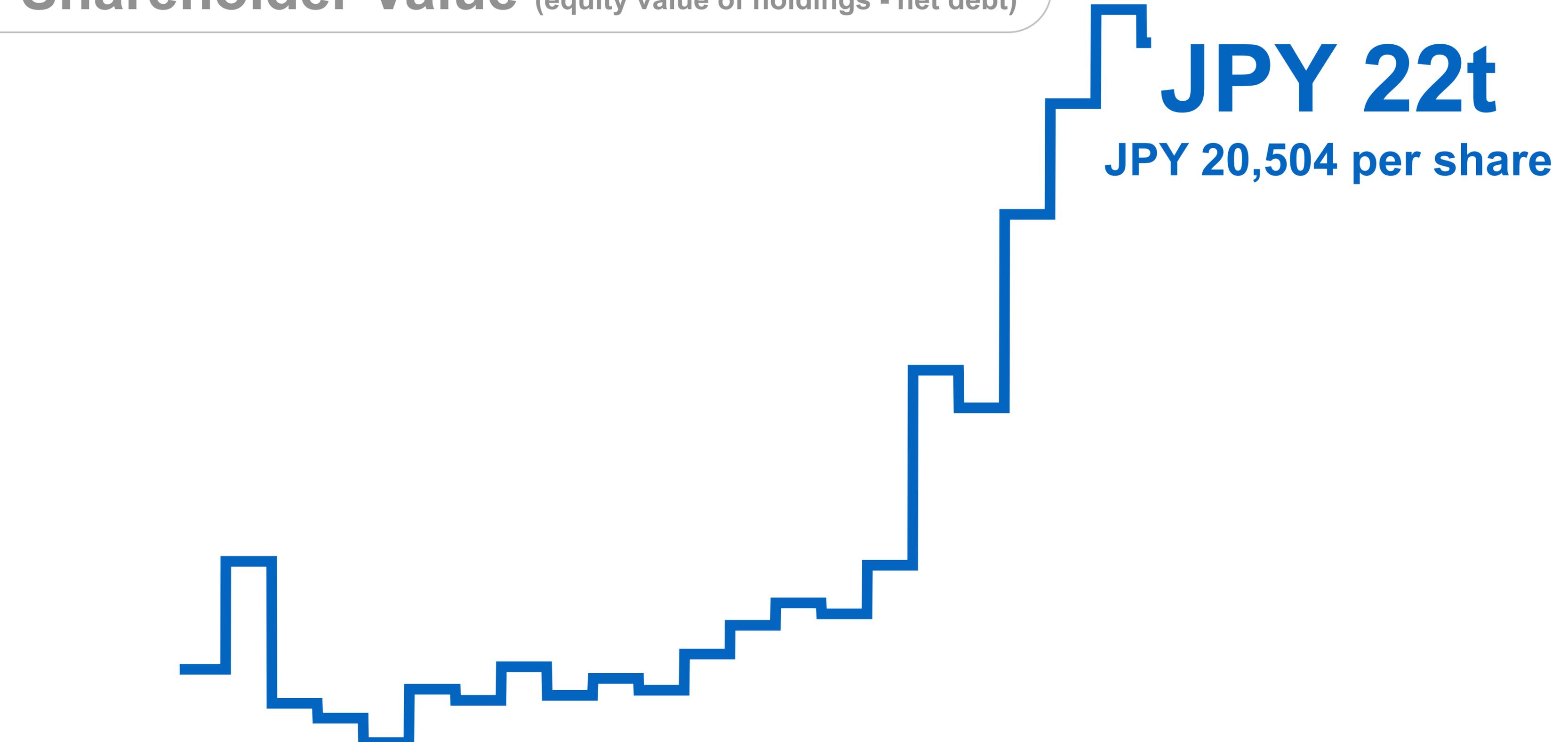
(JPY bn)



**Over JPY 1t  
for 3 consecutive  
years**

# Shareholder Value (equity value of holdings - net debt)

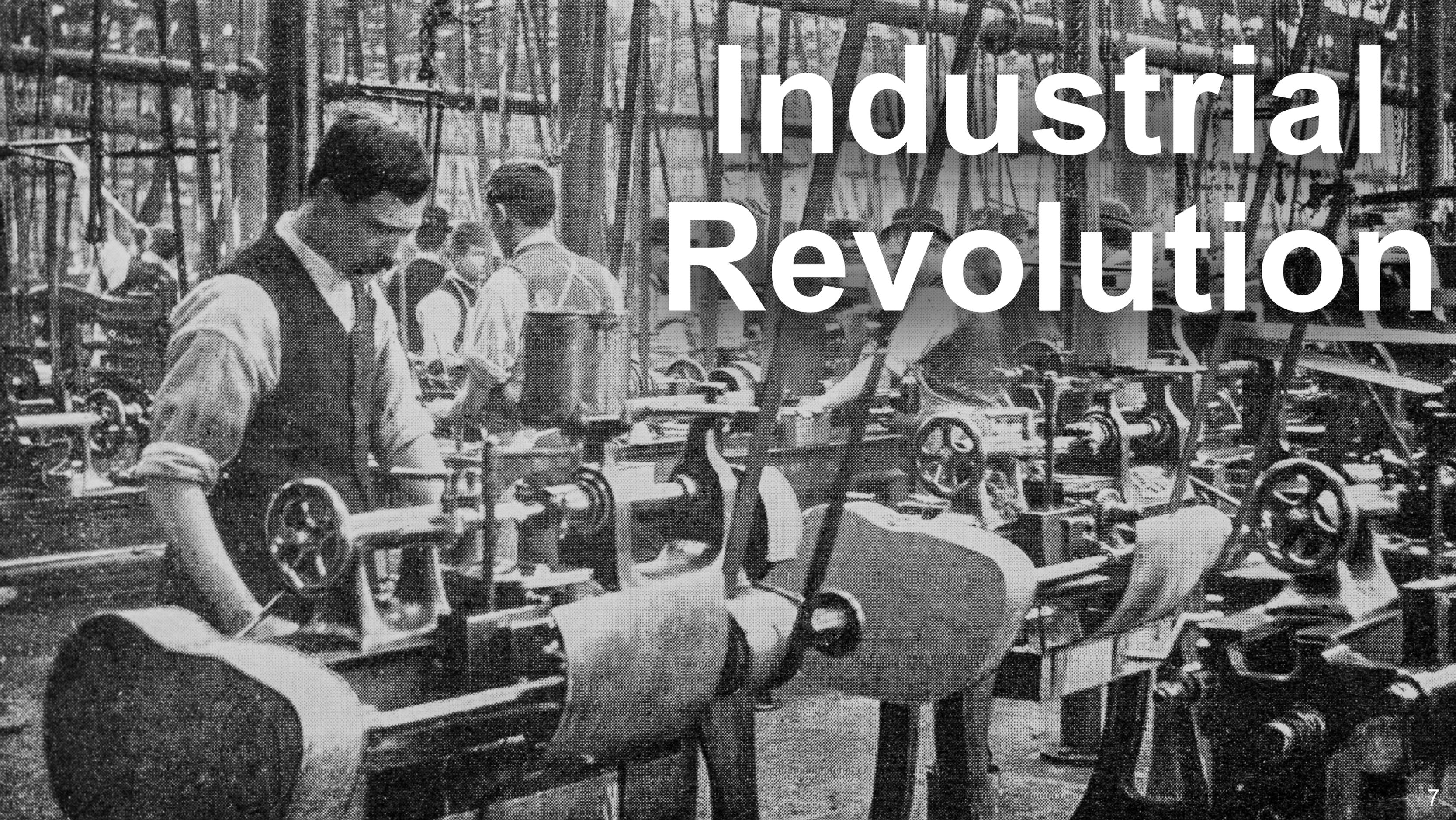
**JPY 22t**  
**JPY 20,504 per share**



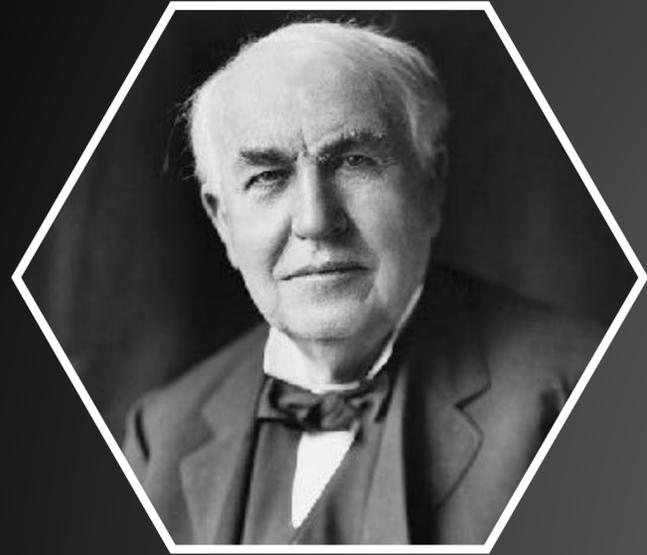
'95 '97 '99 '01 '03 '05 '07 '09 '11 '13 '15 '17 '19 (FY)

**What is the  
SoftBank Group?**

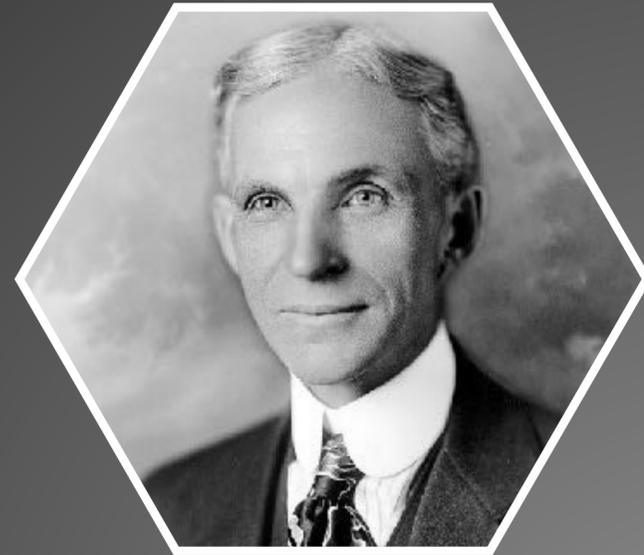
# Industrial Revolution



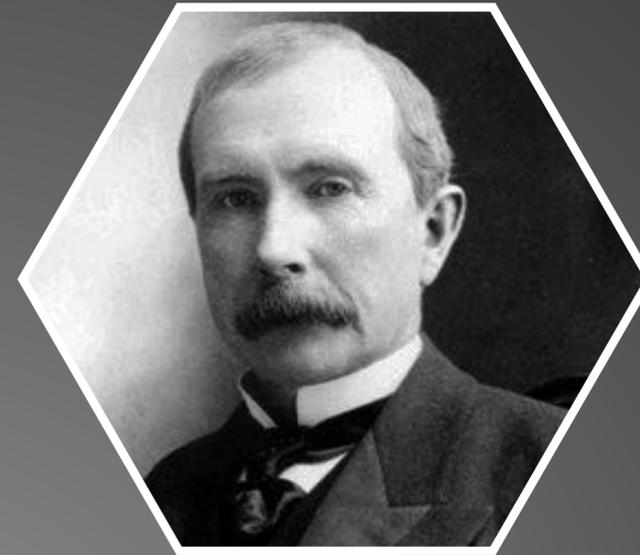
**Thomas Edison**



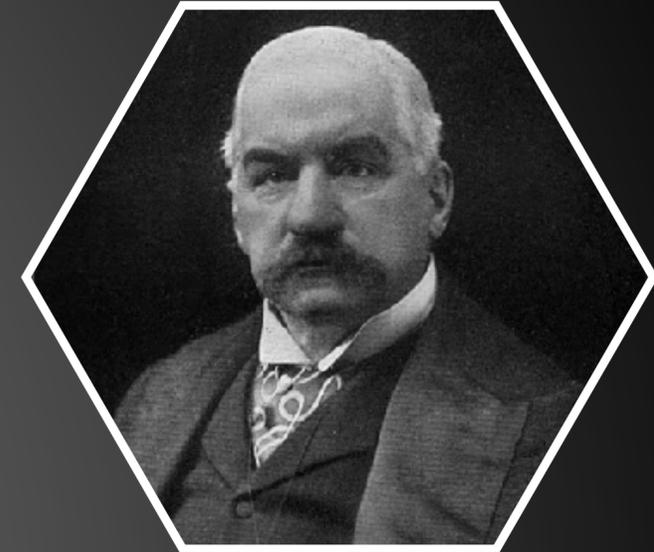
**Henry Ford**



**John Rockefeller**



**J.P. Morgan**



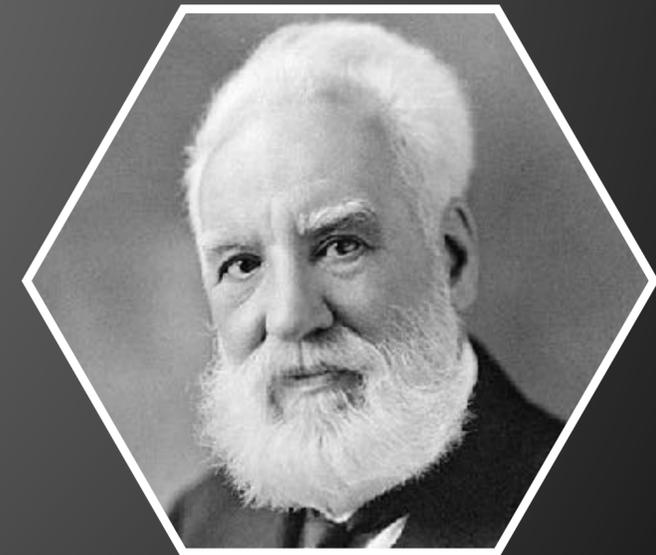
# Entrepreneurs led industrial revolution



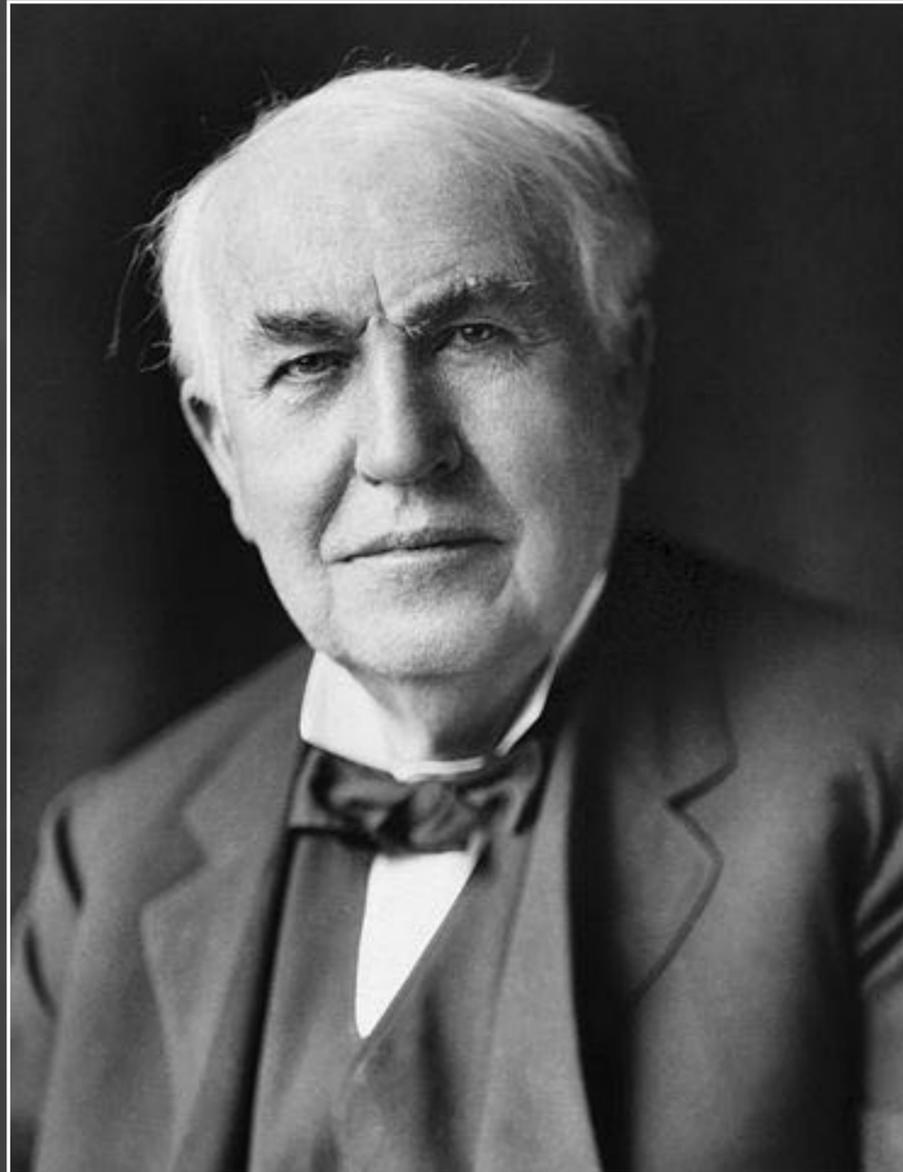
**Andrew Carnegie**



**Cornelius Vanderbilt**

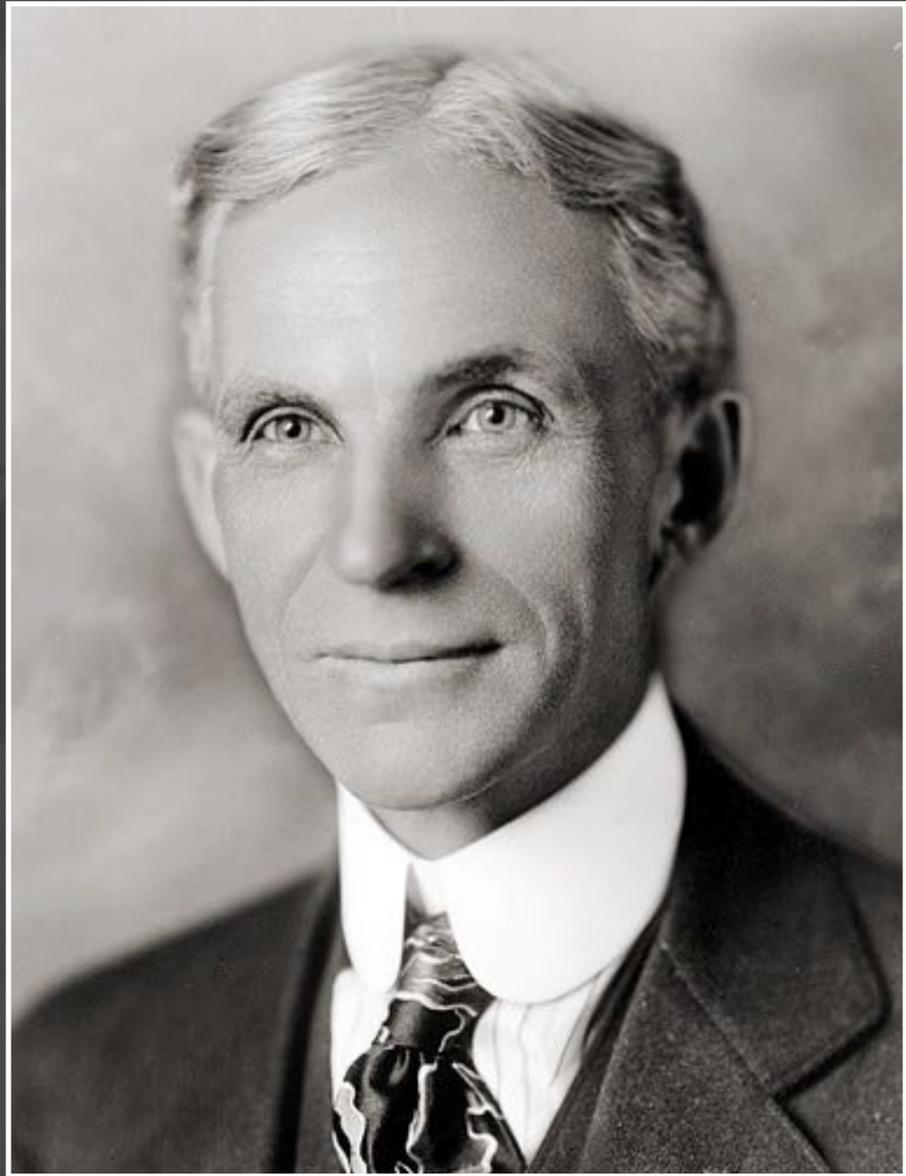


**Graham Bell**



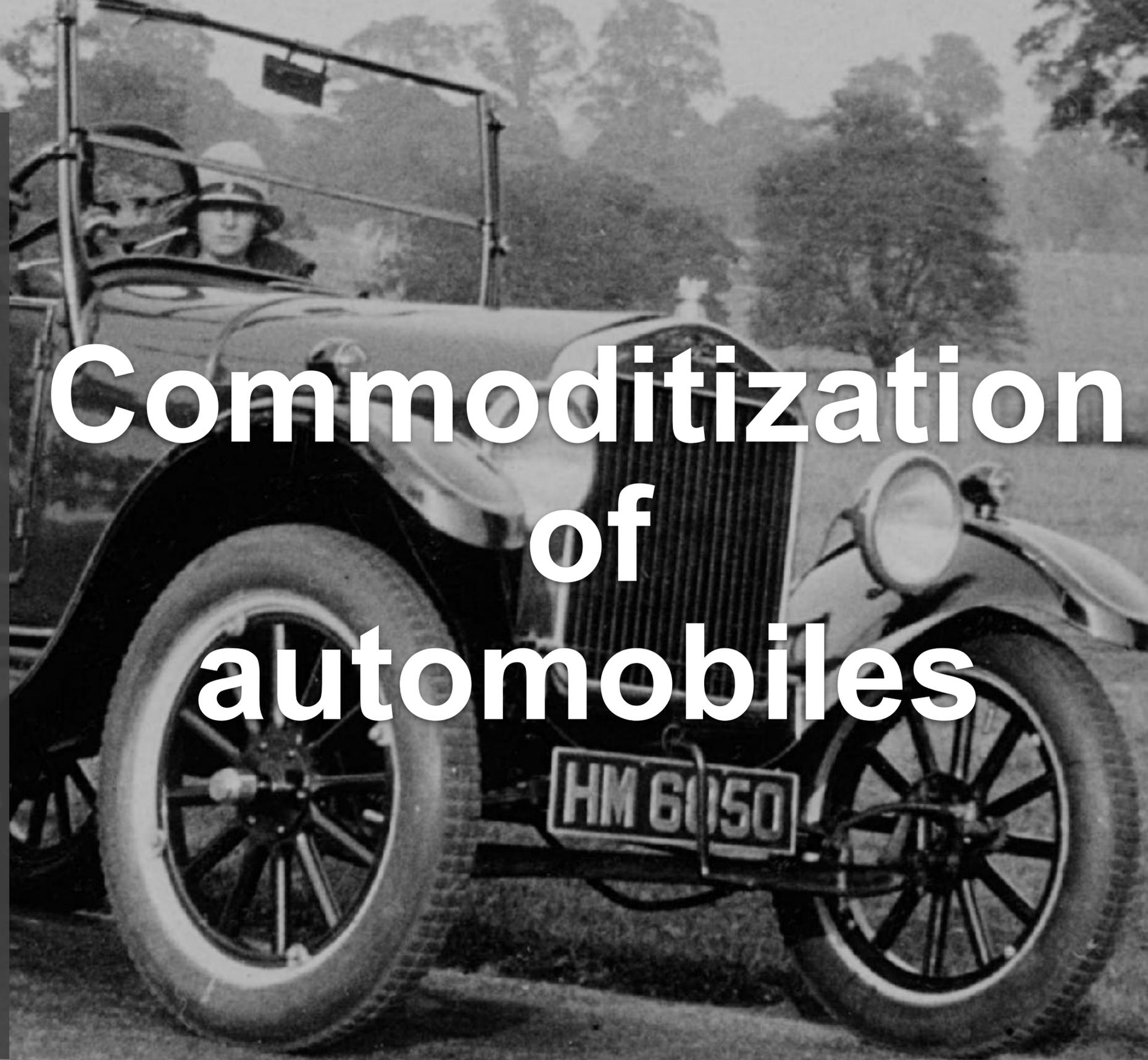
**Thomas Edison**

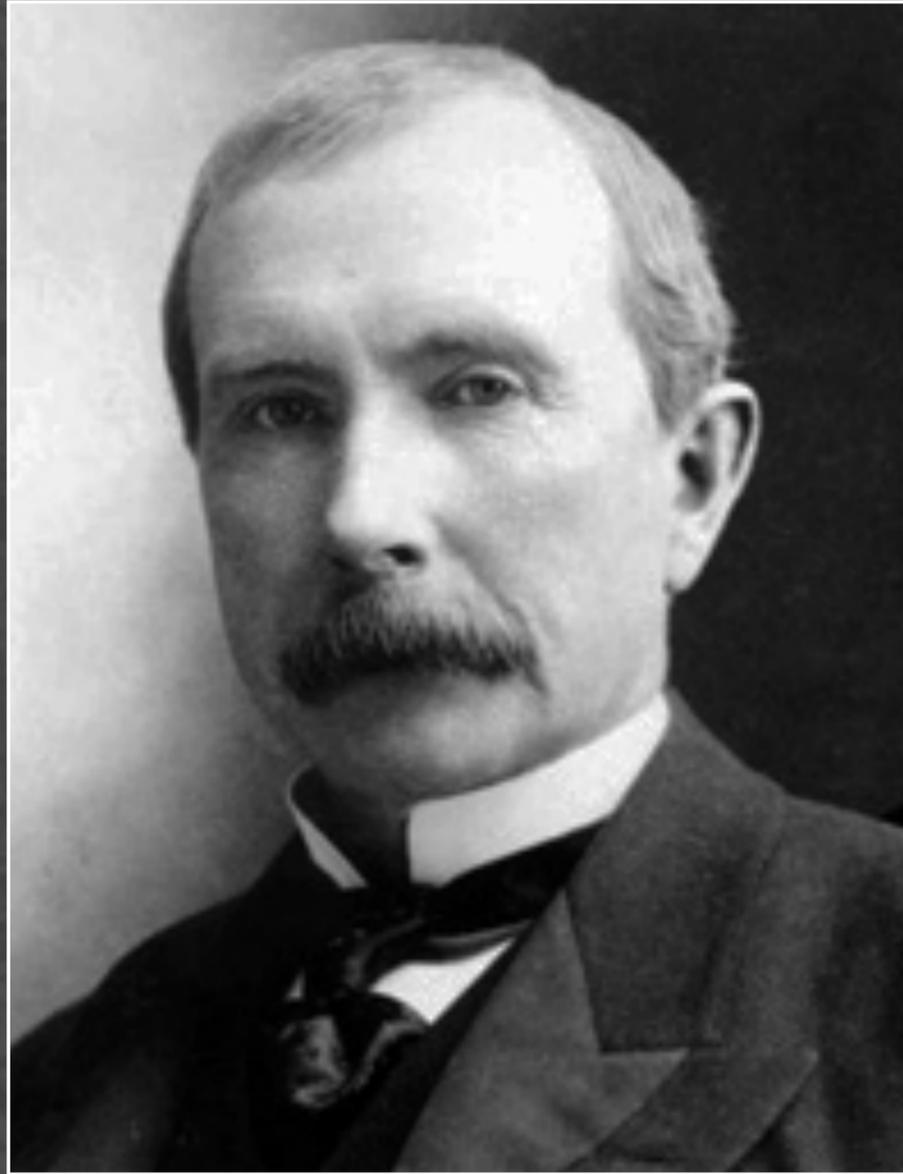
**Established  
electricity  
supply system**



**Henry Ford**

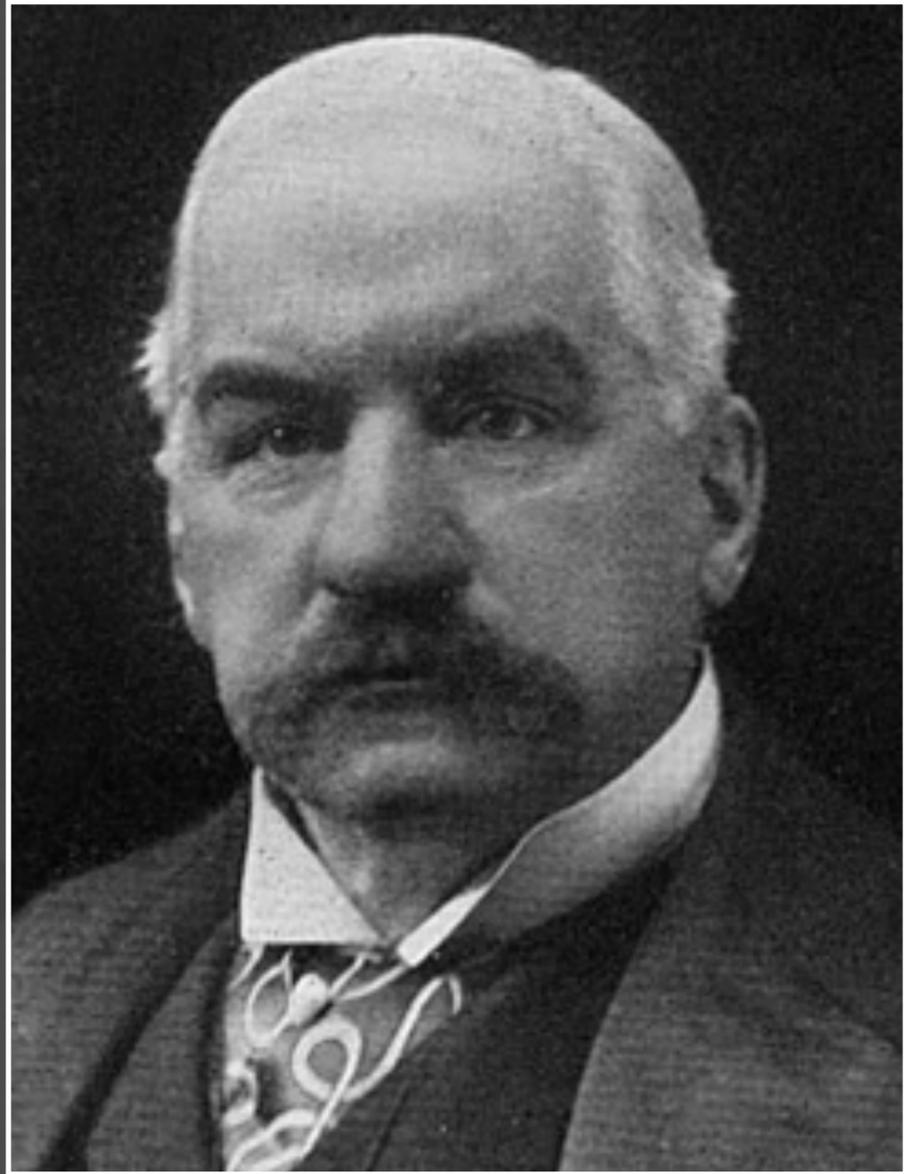
# Commoditization of automobiles





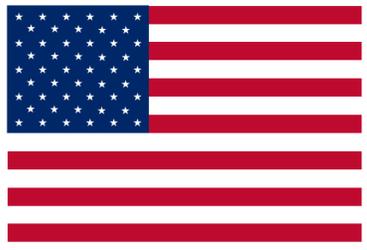
**John Rockefeller**

**Steady supply  
of oil**



**J.P. Morgan**

**Supported  
industry  
with finance**



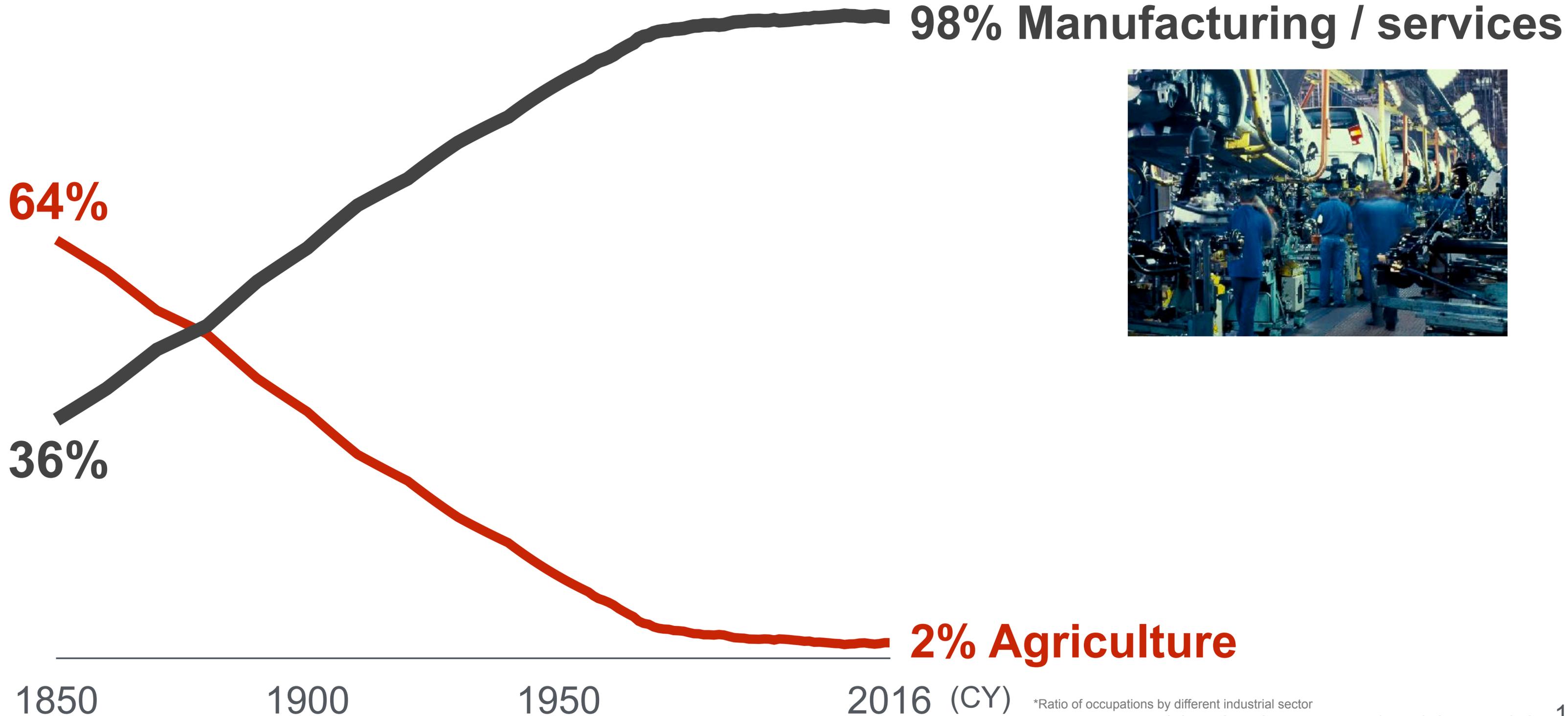
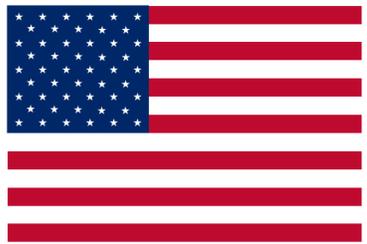
# Revenues Ranking (1960)

1	GM	Car
2	Standard Oil of New Jersey	Oil
3	Ford	Car
4	GE	Electricity
5	U.S. Steel	Steel
6	Standard Oil of New York	Oil
7	Gulf Oil	Oil
8	Texaco	Oil
9	Chrysler	Car
10	Swift & Company	Food etc.

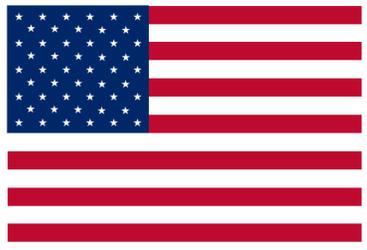
## Companies that led industrial revolution ranked on top



# Occupational Structure (150 years)



\*Ratio of occupations by different industrial sector  
(source) Estimated by SoftBank Group Corp. based on data from U.S. Census and OECD 14



# GDP (150 years)

\*Assuming 1850 was 1

# 260x

# Significantly enhanced





# Information Revolution

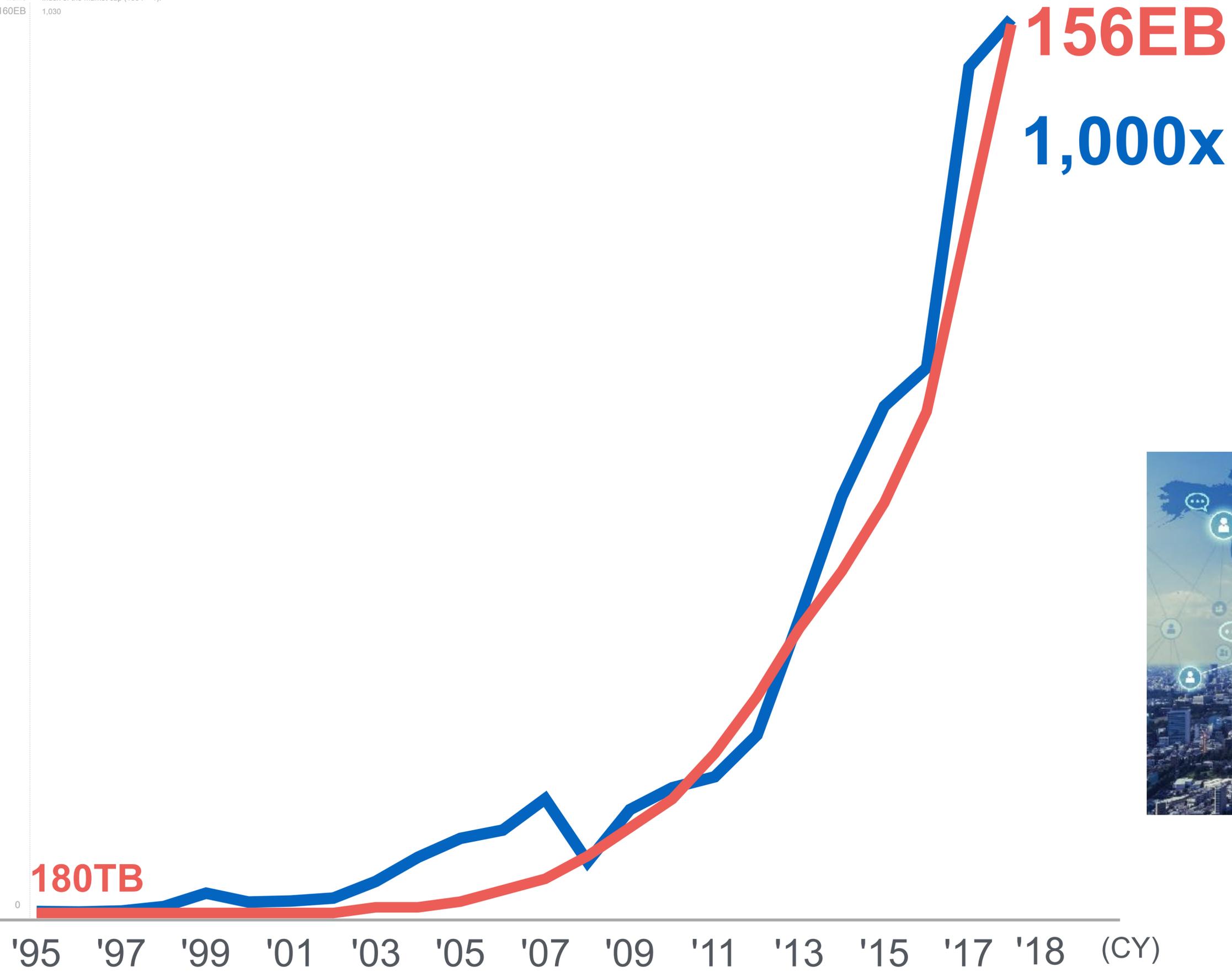
**156EB** Internet traffic

**180TB**

'95 '97 '99 '01 '03 '05 '07 '09 '11 '13 '15 '17 '18 (CY)



Traffic  
160EB  
Index of the market cap (1994 = 1).  
1,030



**Internet traffic**  
**Market cap. of Internet companies**

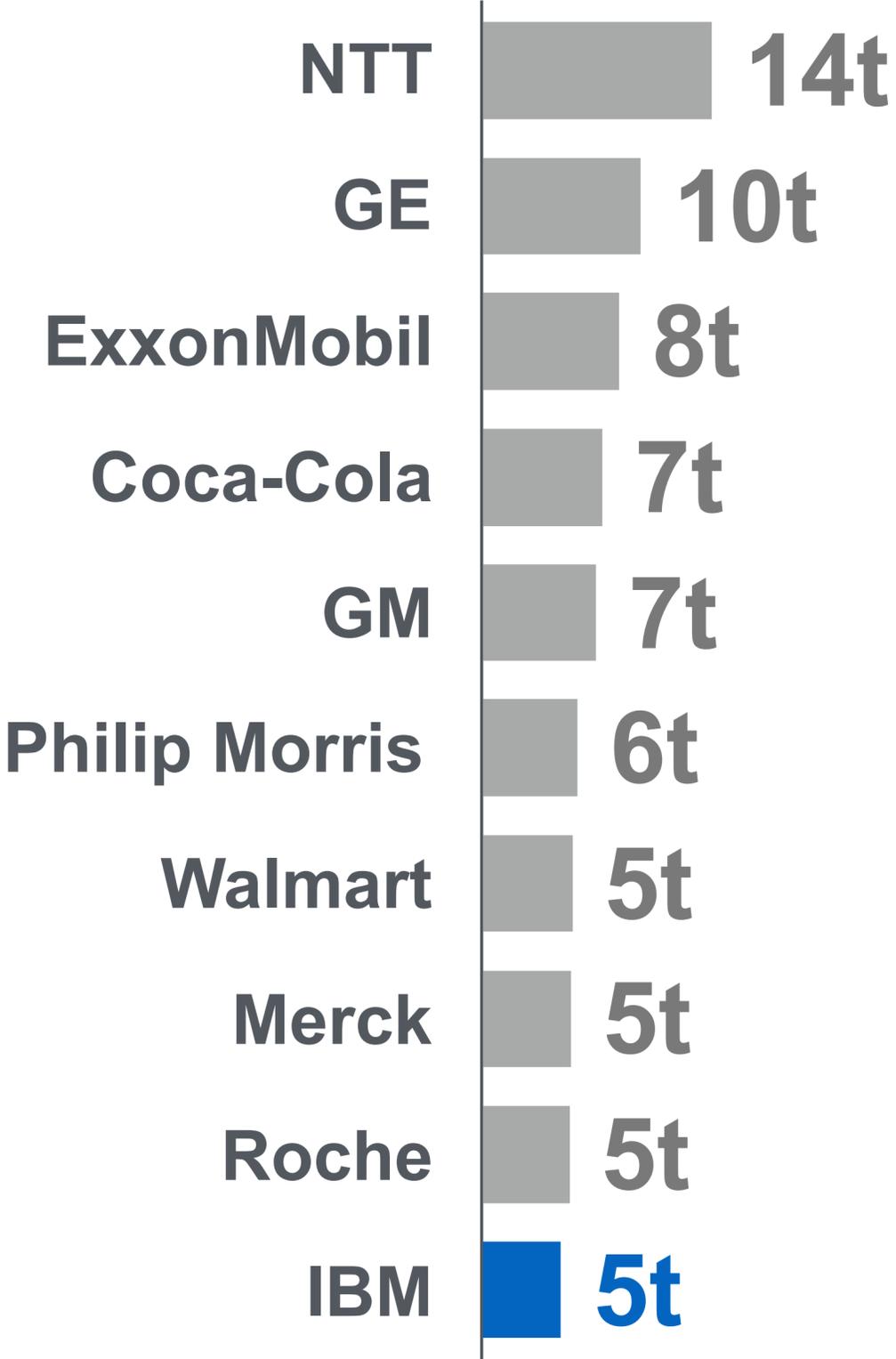


'95 '97 '99 '01 '03 '05 '07 '09 '11 '13 '15 '17 '18 (CY)

Index assuming the market cap. of the Internet companies in 1994 was 1  
Exabyte (EB) = 1 billion GB, net traffic = calculated per month  
(source) Internet traffic: Cisco VNI (Visual Networking Index) & OECD, Market cap. of the internet companies: Estimated by SoftBank Group Corp. based on S&P Capital IQ

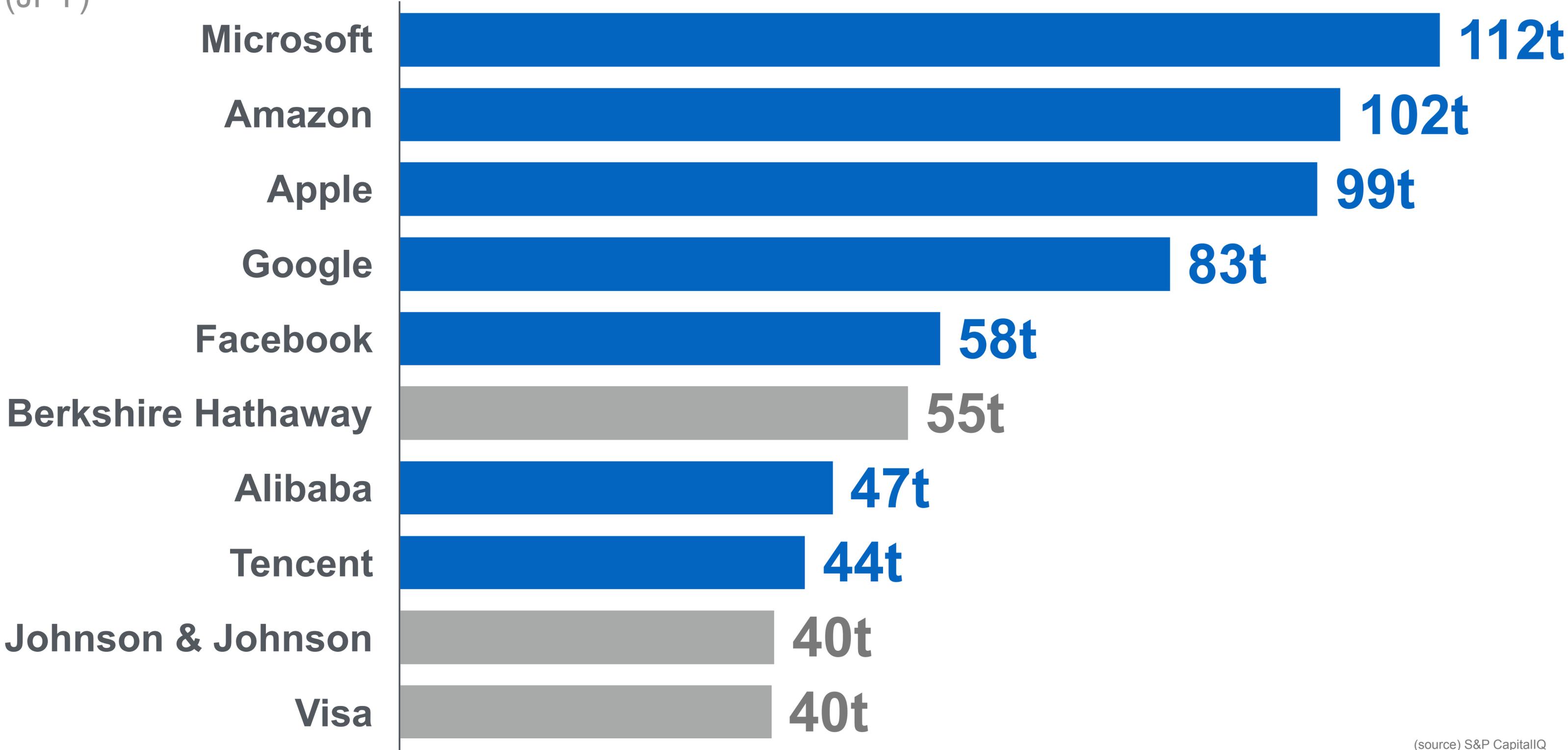
# Market Cap. Top 10 (Dec. 31, 1994)

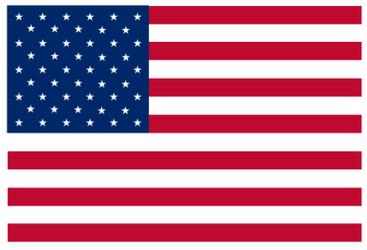
(JPY)



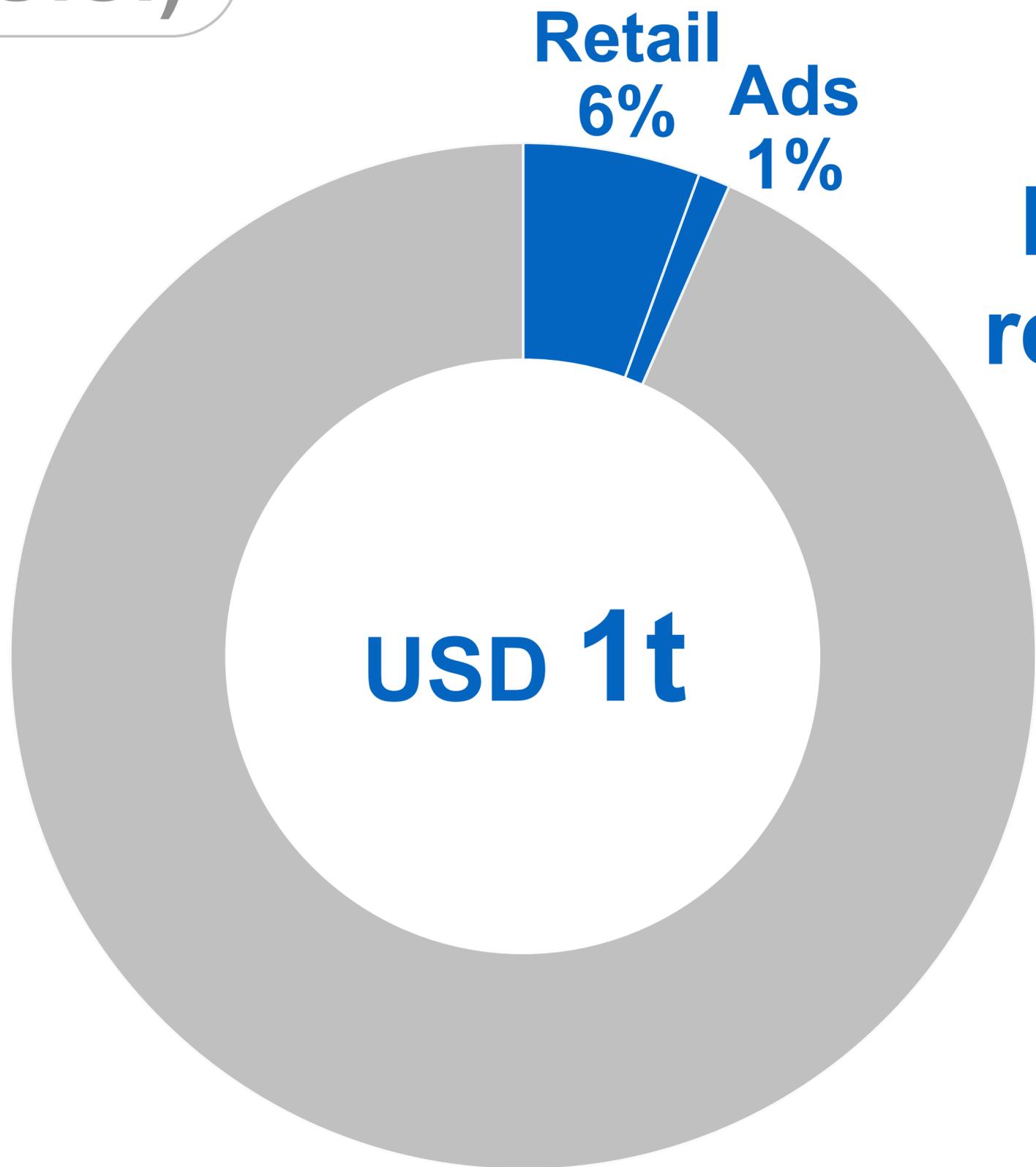
# Market Cap. Top 10 (Jun. 18, 2019)

(JPY)

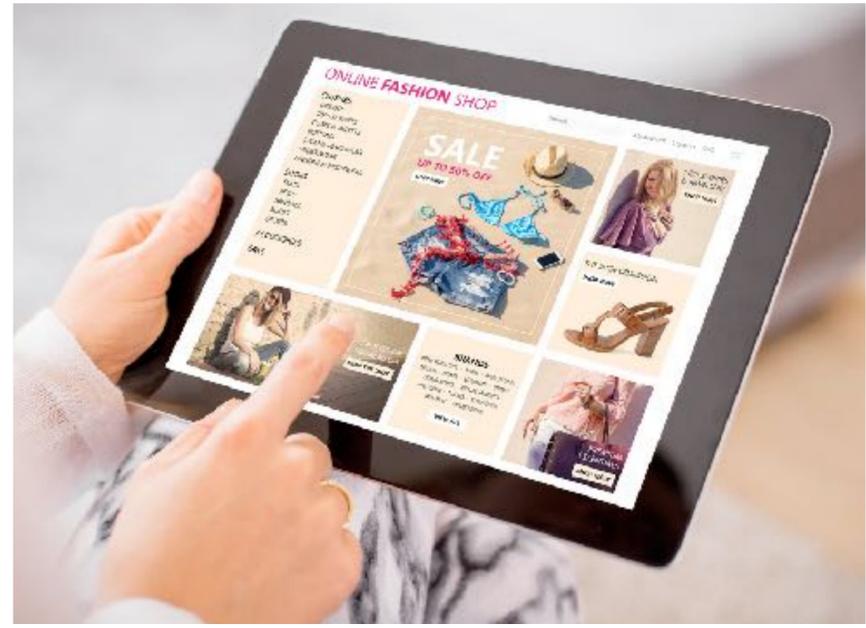




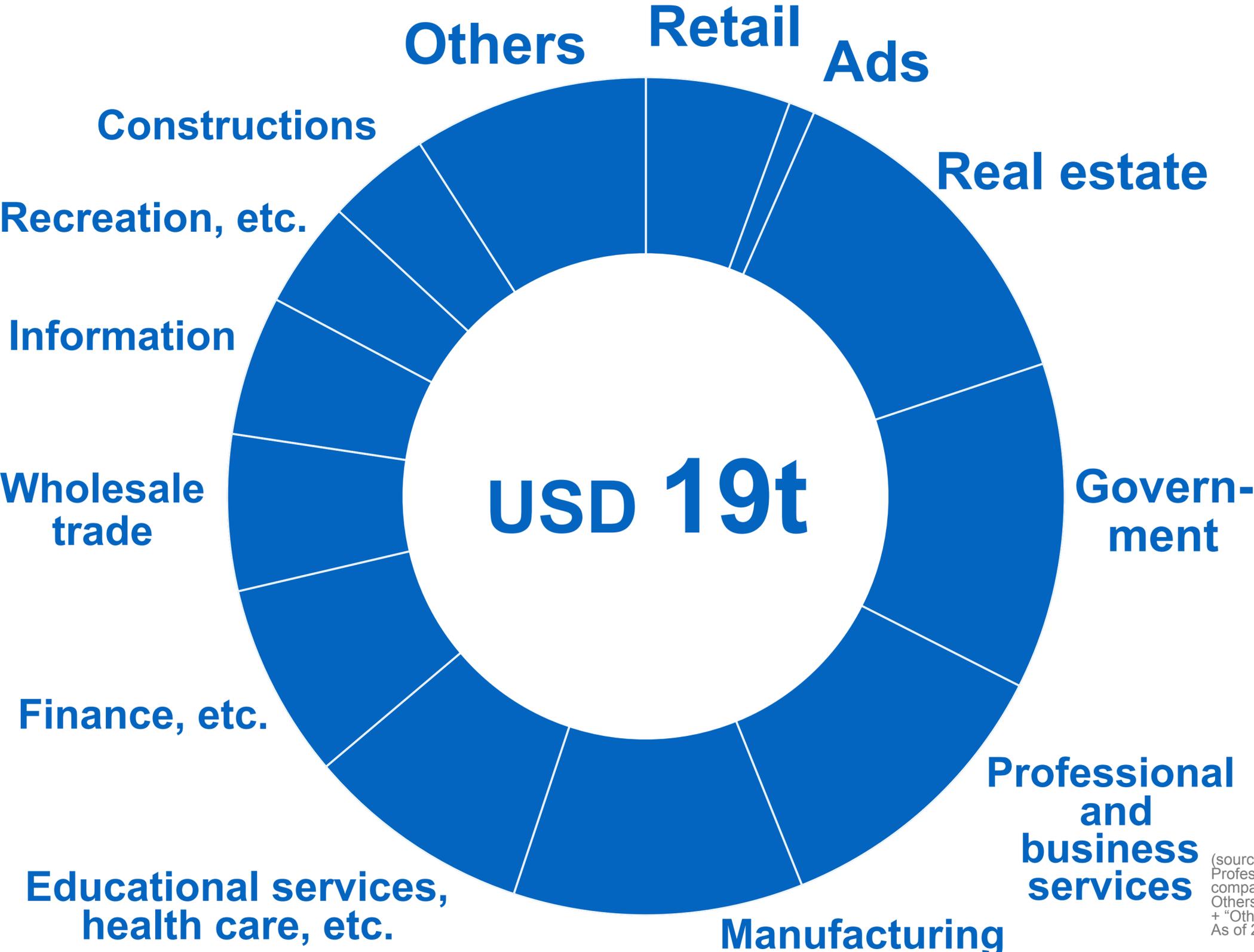
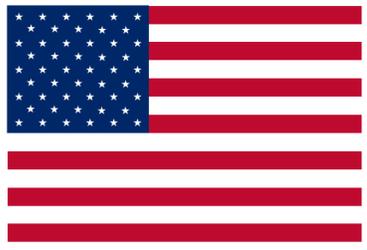
**GDP (U.S.)**



# Internet revolutionized retail and advertisement



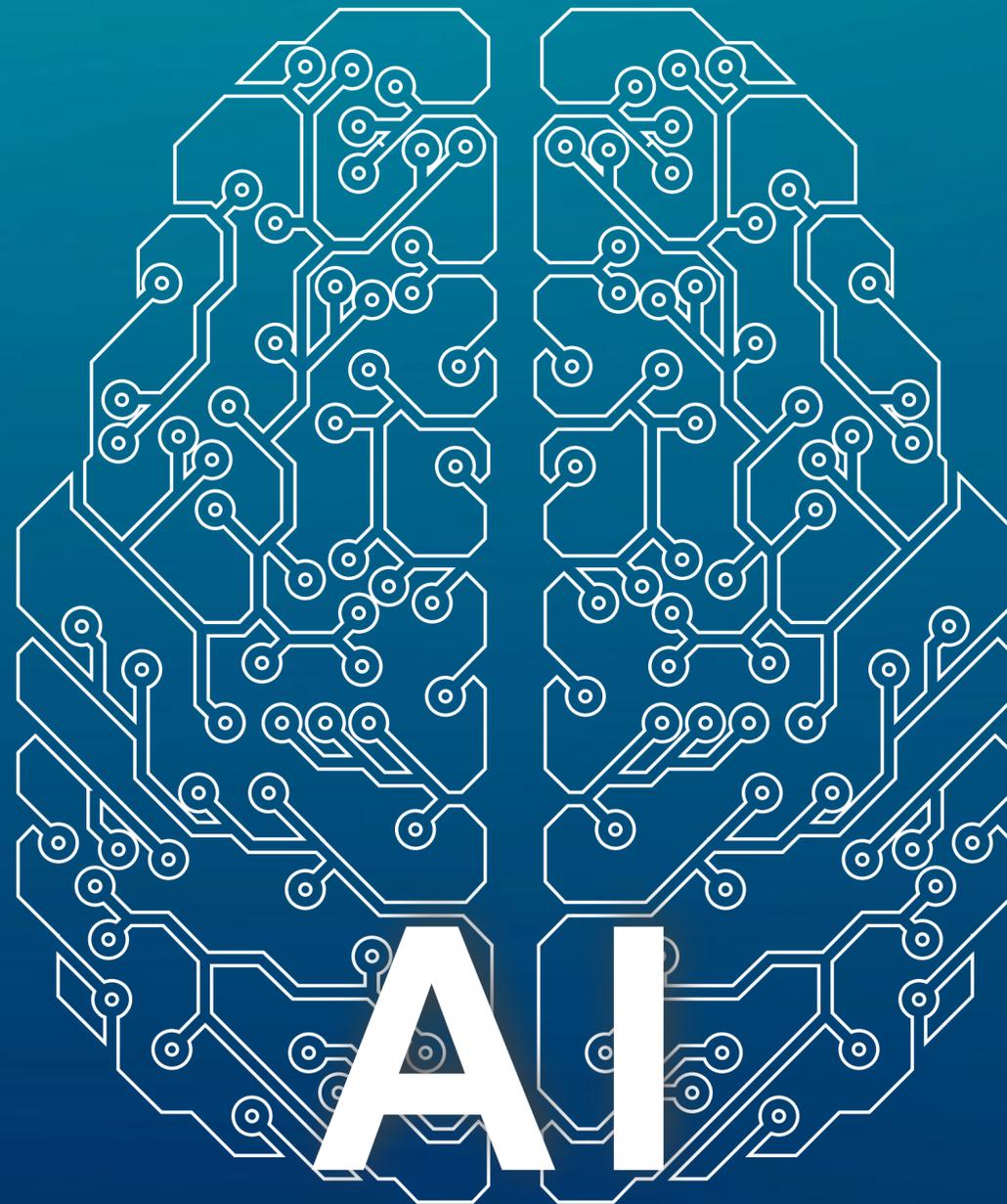
# GDP (U.S.)



## AI revolutionizes all industries



(source) Chart created by SoftBank Group Corp. based on U.S. Bureau of Economic Analysis, Zenith Professional and business services: Professional, scientific, and technical services + management of companies and enterprises + Administrative and waste management services  
 Others: Transportation and warehousing + Utility + Mining + Agriculture, forestry, fishing, and hunting + "Others"  
 As of 2017



**AI**

**Biggest revolution in human history**

# Group of AI Entrepreneurs



**What is the  
SoftBank Group?**

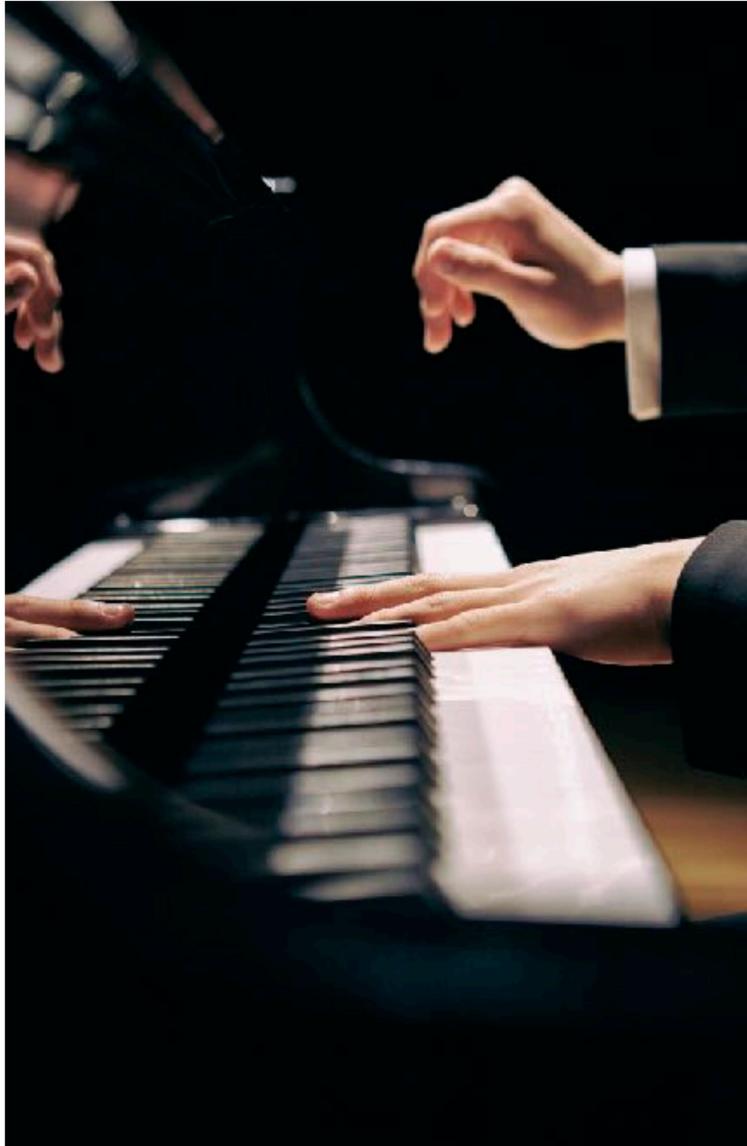
# Conductor

A close-up photograph of a conductor's hands and arms. The conductor is wearing a dark suit jacket and is holding a baton in their right hand. The background is dark and out of focus, showing the hands and instruments of an orchestra, including a flute and a violin.



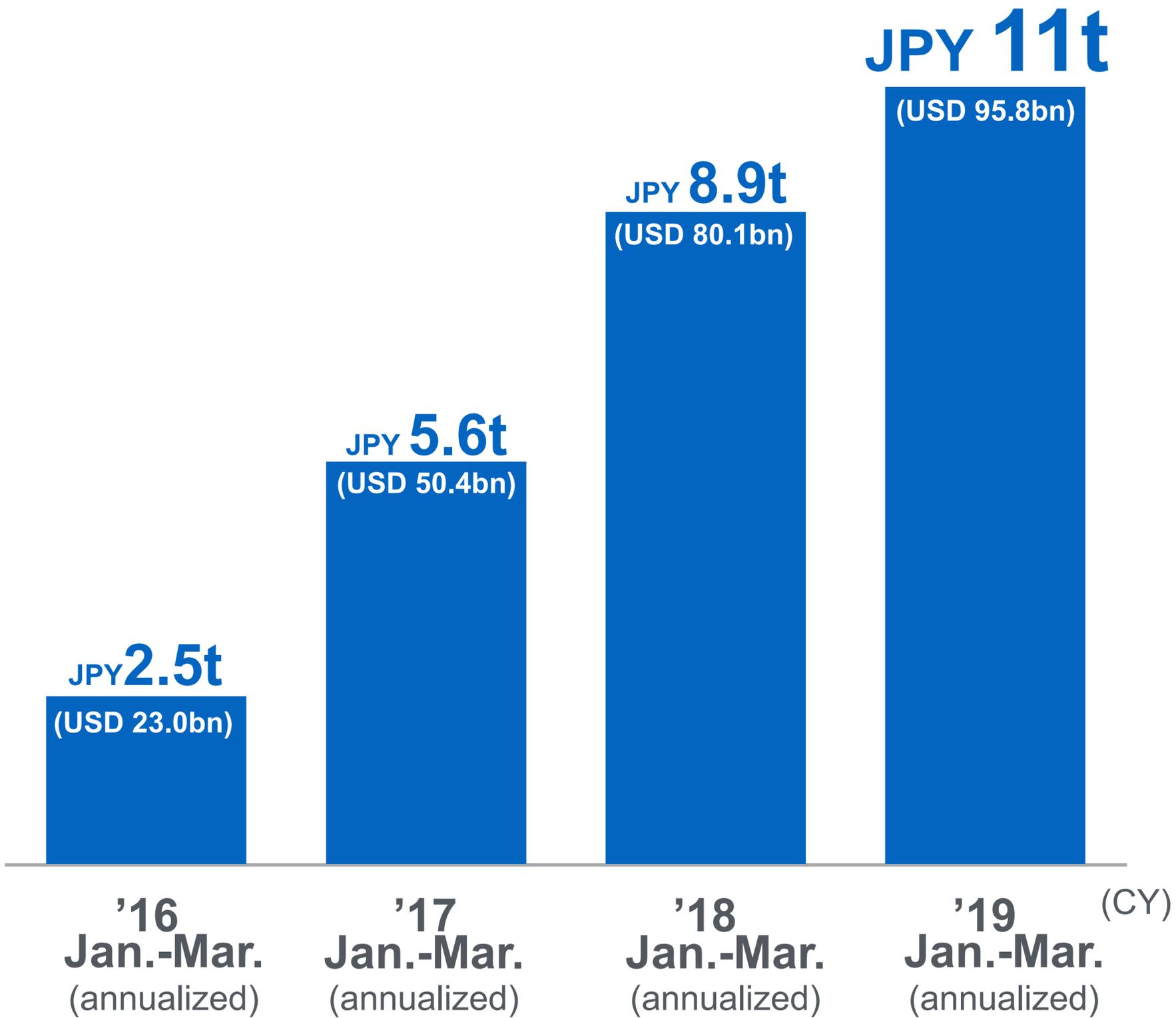


# Entrepreneur = player



**Creating harmony with top players**

# Aggregated Annual GMV (Gross Merchandise Volume)



Uber

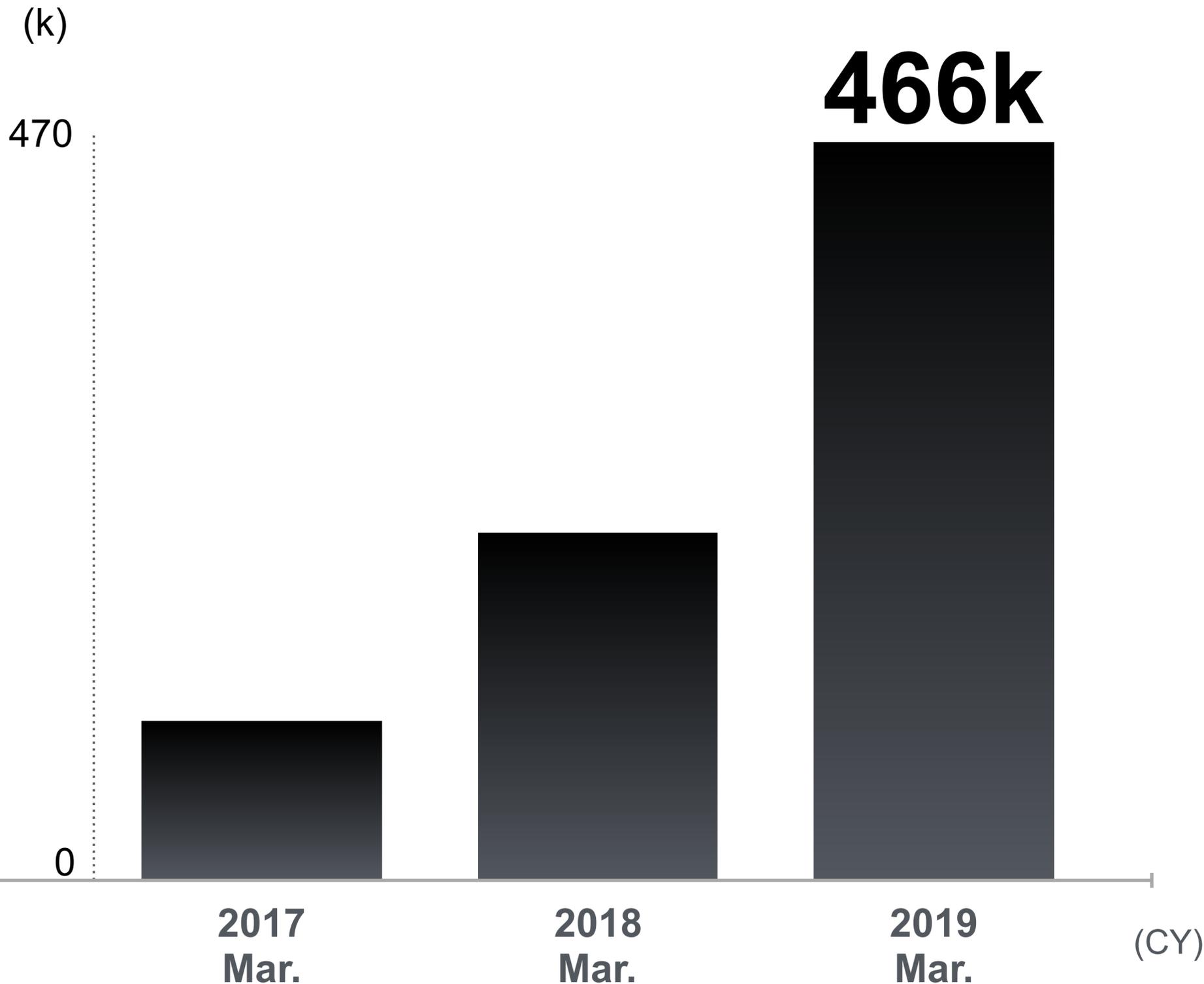


World's leading ride-sharing platform

USD 1=JPY 110.81 (as of Mar. 29, 2019)  
(source) Uber, DiDi, Grab, Ola

Annualized: 4 times the Aggregated GMV of Jan.-Mar. of each year.  
\* Investment in Ola is not the Vision Fund investment. Currently held by a subsidiary of SoftBank Group Corp.  
\*Gross merchandise volume (GMV): the aggregate of all the ride-sharing transactions through the each company platform.  
The information contained herein is provided for illustrative purposes only and is provided on an aggregate basis across the four ride-sharing investment reflected herein. The investment in Ola currently held by SoftBank Group Corp. and is pending transfer to the Vision Fund. The Vision Fund's acquisition of this investment is subject to regulatory and contractual approvals. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security.  
None of SBG, the Vision Fund, the general partner of the Vision Fund or SBIA make any representation regarding the accuracy or completeness of the information and are under no obligation to update the information. Past performance is not indicative of future results. The metrics regarding select aspects of the companies' operations were selected by SBG on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the companies' business, are incomplete, and are not necessarily indicative of the companies' performance or overall operations.

# Total Memberships\*



## World's leading working space community



# Net Additions (Rooms in 3 months cumulative)



## Leading hotel network in India

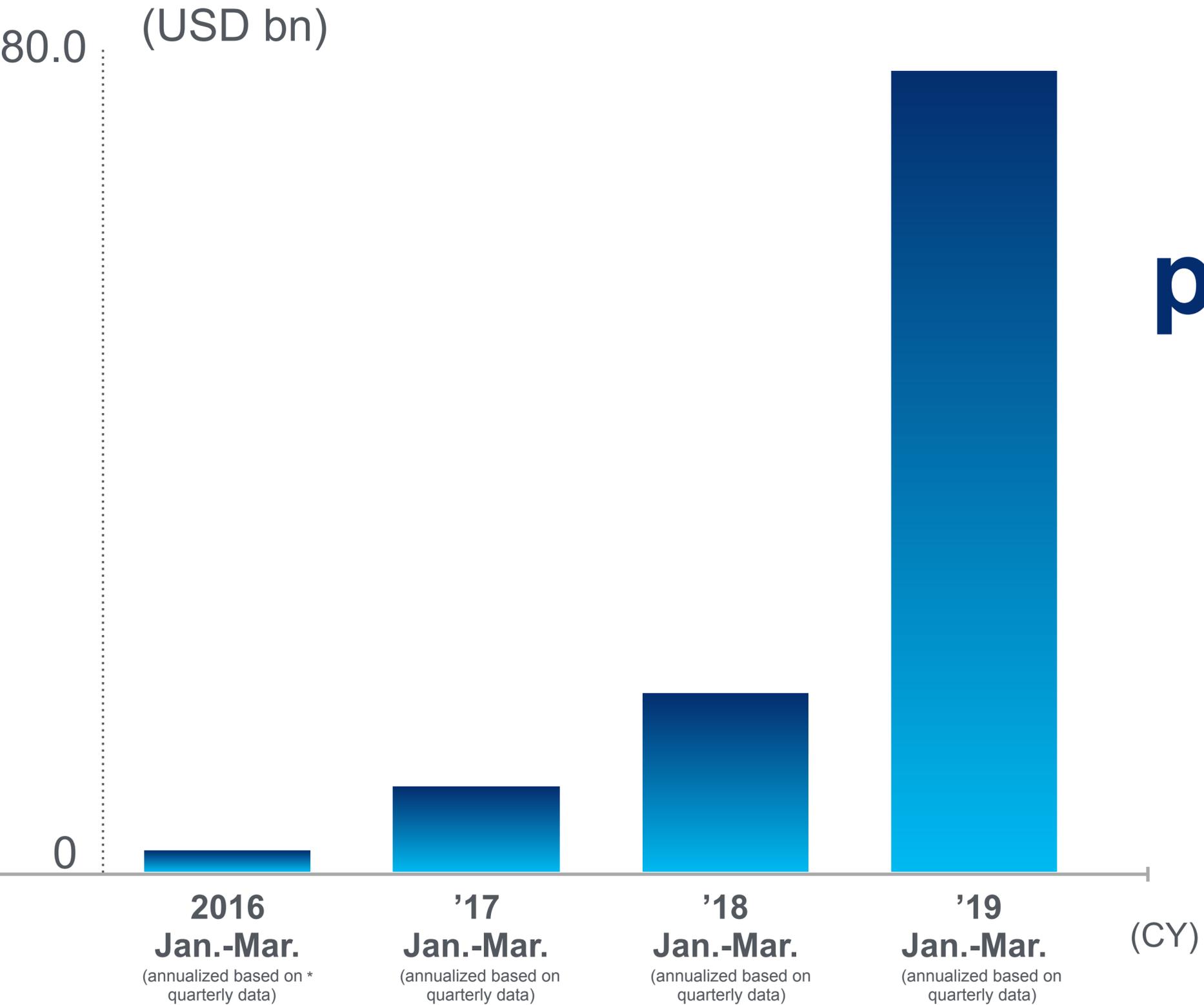
\*Number for OYO and other companies' numbers are for three months from Jan. to Mar. 2019  
Marriott, Hilton, and IHG are classified as "World Top 3" based on hotelsmag.com  
Selection criteria for "World Top 3" were determined on a subjective basis.  
Information presented herein is a comparison between OYO and "World Top 3" hotels.  
Numbers of Marriott, Hilton, and IHG are inclusive of all locations.

The comparables provided herein were selected by the SBIA for illustrative purposes because the 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. Please refer to the disclaimer. Past performance is not indicative of future results. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security.

# Total Payment Volume\* (Gross Merchandise Volume)



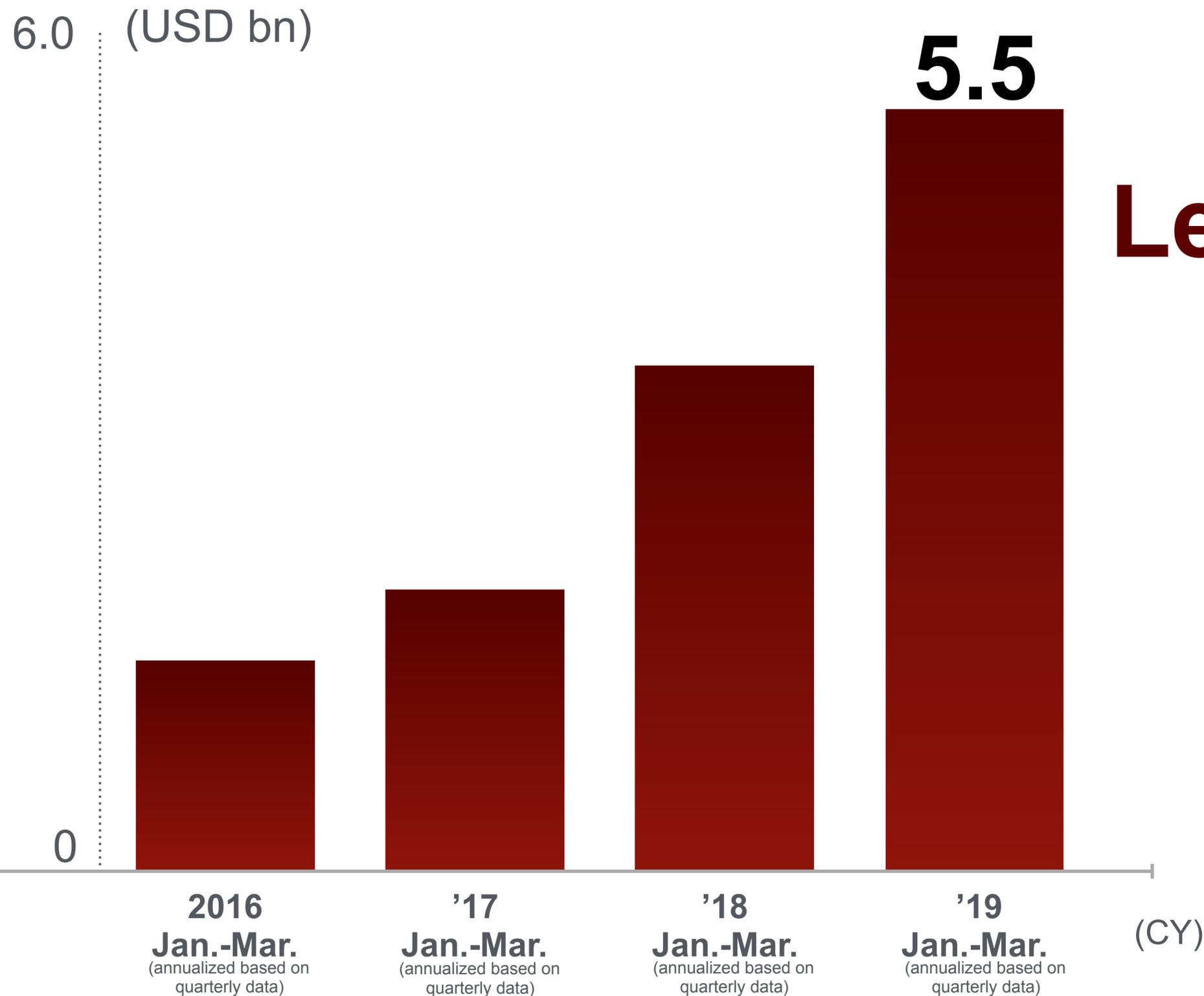
## Leader in payments in India



USD 1 = INR 69.16 (as of Mar. 29, 2019)  
 Annualized: 4 times the Total Payment Volume of Jan.-Mar. of each year  
 \*Total payment volume: Total volume of payments settled through PayTM

The information herein is provided for illustrative purposes only and is based on Paytm's data. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security. The metrics regarding select aspects of the company's operations were selected by S&P on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations.

# Revenue



## Leading eCommerce platform in Korea



Annualized: 4 times the revenue of Jan.-Mar. of each year  
USD 1=KRW 1,135 (as of Mar.29, 2019) (source) Coupang

The information herein is provided for illustrative purposes only and is based on Coupang's data. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security. The metrics regarding select aspects of the company's operations were selected by SBIA on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations.

# AI orchestra





**Strategic Holding Company**

PC



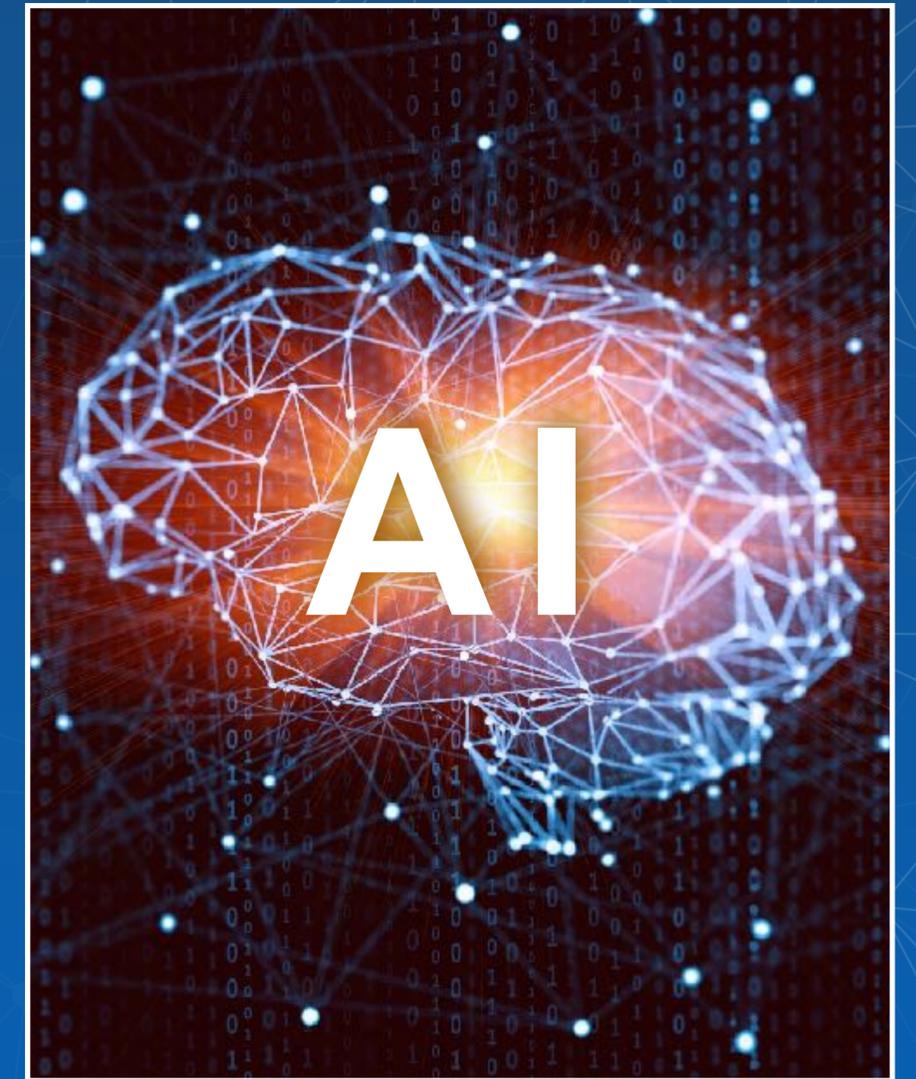
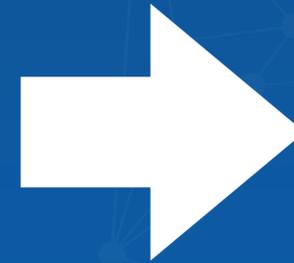
Internet



Broadband



Smartphone



**Mainstream of Information  
Revolution is shifting to AI**

**SoftBank Vision Fund**

**Over JPY 10t**

# Leading Position

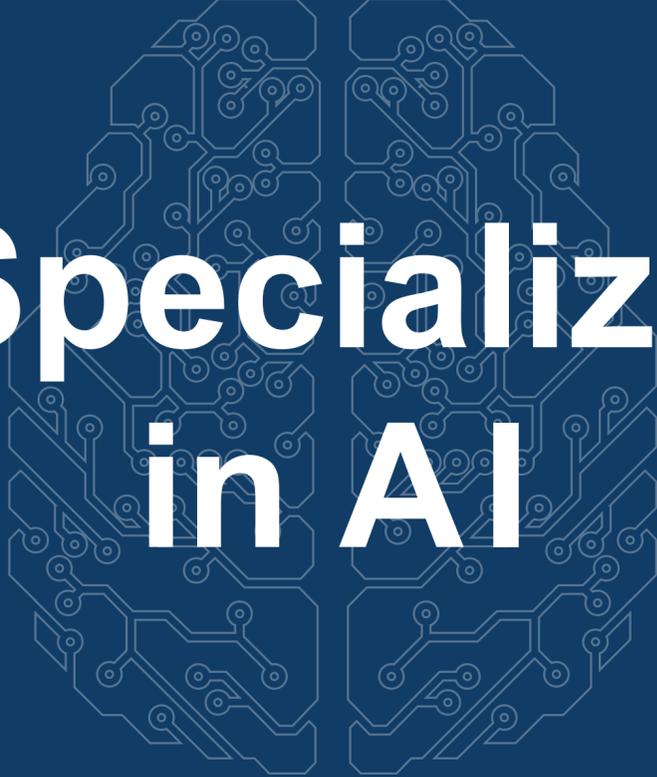
Global venture  
fundraising in 2018

**JPY 8.6t**



**SoftBank  
Vision Fund  
Over JPY 10t**

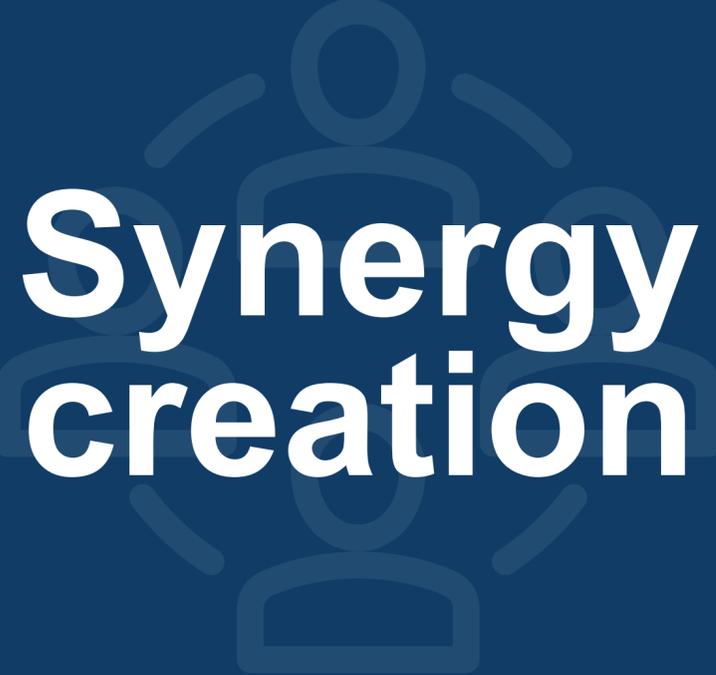
# SoftBank Vision Fund



**Specialize  
in AI**



**Investment  
in unicorns**



**Synergy  
creation**

**Leading Information Revolution with  
Cluster of No.1 AI Strategy**

# SoftBank Vision Fund (March 2019)

LP Net Equity  
IRR  
45%

LP Net Blended  
IRR  
29%\*

(To be updated at earnings results annually)

<Valuation Process>

SBIA is responsible for determining fair values on a quarterly basis in line with the requirements of the AIFM Directive (as issued by the FCA). The SBIA Valuation team is functionally independent from portfolio management and may engage external specialists with a high level of knowledge and experience as needed, in determining the fair value of certain complex financial instruments. In parallel, Investor Advisory Board of the Vision Fund has appointed certain external firms as independent valuers to perform semi-annual independent valuation. Valuation results as determined by the SBIA Valuation team, with due consideration of the Independent Valuer's reports, are reviewed and approved by the SBIA Valuation and Financial Risk Committee ("VFRC"). The VFRC comprises the SBIA CEO, CFO, CRO, General Counsel and senior Investment Professionals. Once approved by the VFRC, valuation results are subject to a financial statement audit by the Vision Fund's independent auditors (Deloitte).

<Valuation Methodology>

The applicable reporting framework of the Vision Fund is IFRS (the "Standards"). Specifically, IFRS 13 (Fair Value Measurement) outlines the general framework for measuring fair values. The Vision Fund is also compliant with the International Private Equity and Venture Capital (IPEV) valuation guidelines. In line with the Standards, the Vision Fund uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs (market share price, etc.) and minimising the use of unobservable inputs. For companies that are publicly listed in an active market, quoted prices are used without adjustment to measure fair value. For companies that are privately held, the market and income approaches are widely used valuation techniques. The market approach includes the use of Guideline Public Company multiples, industry valuation benchmarks and available market prices. The income approach, otherwise known as the Discounted Cash Flows method, derives the value of a business by calculating the present value of expected future cash flows. The price of a recent transaction, if resulting from an orderly transaction, generally represents fair value as of the transaction date. In applying the recent transaction method, we consider relevant factors including, but not limited to, the participation of new outside investors, the level of sophistication of investors and the size of the investment round. Further, we recognize the senior-subordinate structure of the companies we invest in i.e. senior shares are worth more than junior ranking shares.

<Definitions of Investment Performance>

**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 (capital contributions), inflows (distributions) and share of the subscription line of credit activities, net of investment-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.

"Equity" IRRs are provided solely for illustrative purposes, as they reflect only a subset of the Vision Fund's overall performance, 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 reflect 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 may differ materially from the performance information indicated herein. The Vision Fund performance is based in part on valuations of certain investments that were collectively acquired recently by the Vision Fund from SoftBank Group Corp.; accordingly, the performance information herein is based in part on valuations of unrealized investments and is not indicative of future results. Such investments and the subsequent performance thereof had a positive impact on the performance of the Vision Fund. SoftBank Group Corp. is under no obligation to collectively offer similar assets to the Vision Fund in the future.

Past performance is not indicative of future results. Please refer to the disclaimers at the front of this Presentation for more important qualifying information about the performance information herein.

# SoftBank Vision Fund (March 2019)

## Net Equity IRR

SBG (LP) + Manager's performance fee

# 62%

(To be updated at earnings results annually)

#### <Valuation Process>

SBIA is responsible for determining fair values on a quarterly basis in line with the requirements of the AIFM Directive (as issued by the FCA). The SBIA Valuation team is functionally independent from portfolio management and may engage external specialists with a high level of knowledge and experience as needed, in determining the fair value of certain complex financial instruments. In parallel, Investor Advisory Board of the Vision Fund has appointed certain external firms as independent valuers to perform semi-annual independent valuation. Valuation results as determined by the SBIA Valuation team, with due consideration of the Independent Valuer's reports, are reviewed and approved by the SBIA Valuation and Financial Risk Committee ("VFRC"). The VFRC comprises the SBIA CEO, CFO, CRO, General Counsel and senior Investment Professionals. Once approved by the VFRC, valuation results are subject to a financial statement audit by the Vision Fund's independent auditors (Deloitte).

#### <Valuation Methodology>

The applicable reporting framework of the Vision Fund is IFRS (the "Standards"). Specifically, IFRS 13 (Fair Value Measurement) outlines the general framework for measuring fair values. The Vision Fund is also compliant with the International Private Equity and Venture Capital (IPEV) valuation guidelines. In line with the Standards, the Vision Fund uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs (market share price, etc.) and minimising the use of unobservable inputs. For companies that are publicly listed in an active market, quoted prices are used without adjustment to measure fair value. For companies that are privately held, the market and income approaches are widely used valuation techniques. The market approach includes the use of Guideline Public Company multiples, industry valuation benchmarks and available market prices. The income approach, otherwise known as the Discounted Cash Flows method, derives the value of a business by calculating the present value of expected future cash flows. The price of a recent transaction, if resulting from an orderly transaction, generally represents fair value as of the transaction date. In applying the recent transaction method, we consider relevant factors including, but not limited to, the participation of new outside investors, the level of sophistication of investors and the size of the investment round. Further, we recognize the senior-subordinate structure of the companies we invest in i.e. senior shares are worth more than junior ranking shares.

#### <Definitions of Investment Performance>

**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 (capital contributions), inflows (distributions) and share of the subscription line of credit activities, net of investment-related financing, and the Net Asset Value attributable to Class A Equity Interests as of March 31, 2019.

**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 reflect 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.

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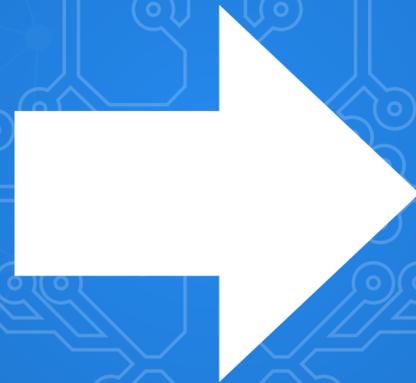
The Manager's performance fee is deferred until the end of investment period and may not ultimately be paid out.

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# SoftBank Vision Fund 2 announcement pending in the near future

# SoftBank Vision Fund

415<sup>\*</sup>  
employees



1,000  
employees  
(plan)

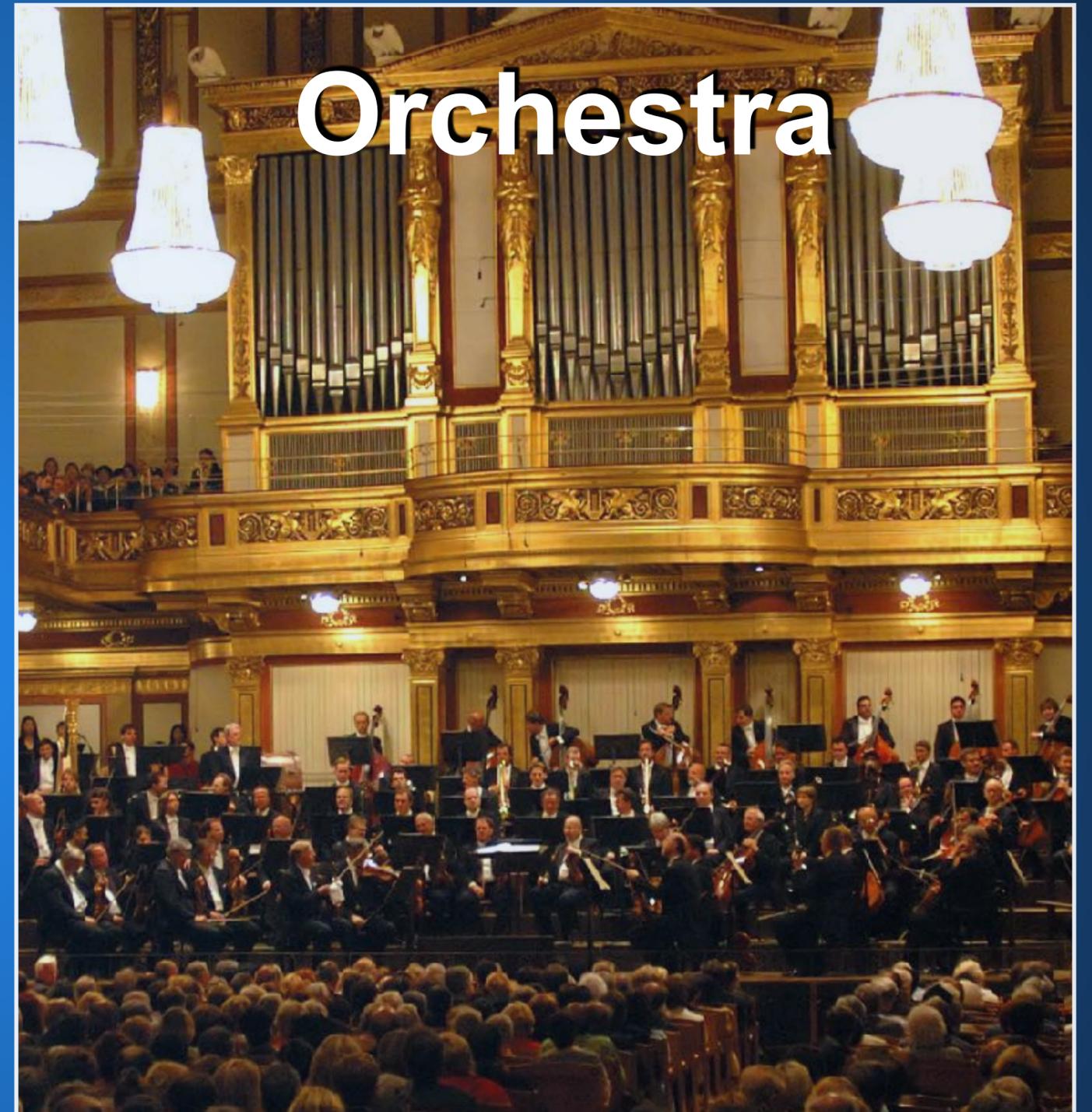
**Aim to accelerate  
the growth strategy**



# Vienna Philharmonic Orchestra

(established in 1842)

**Top class  
conductor / player**



**Ecosystem that preserves tradition and brand**

# World's leading AI entrepreneurs



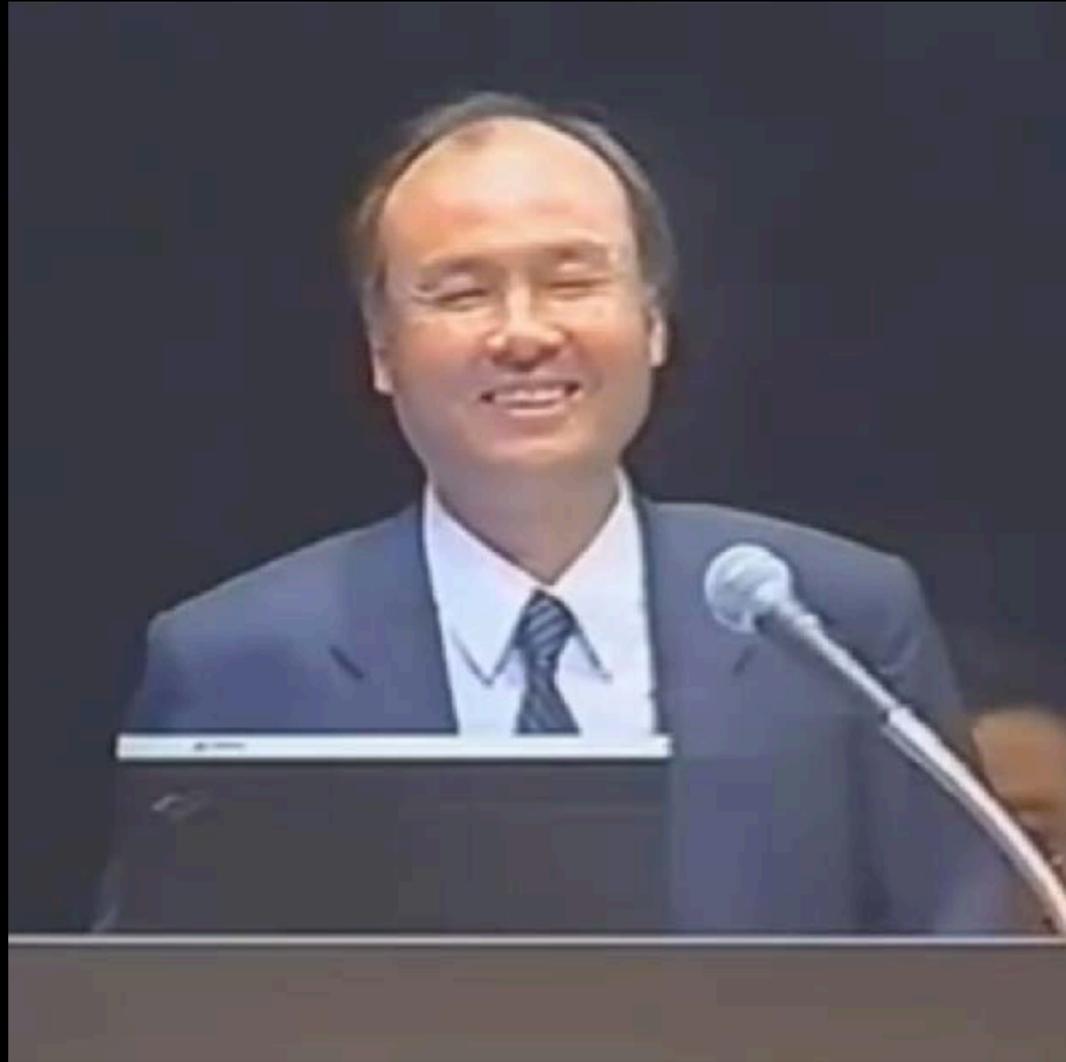
SoftBank  
Vision Fund

Aim to create an ecosystem that keeps  
growing for over 300 years

**The SoftBank Group  
works to turn  
our vision into reality**

# Dreamer

# Big Vision



*“I Would like to count  
company’s profits in trillions”*

**Annual General Meeting of  
Shareholders in 2004**

**Net loss back then: JPY 107bn**

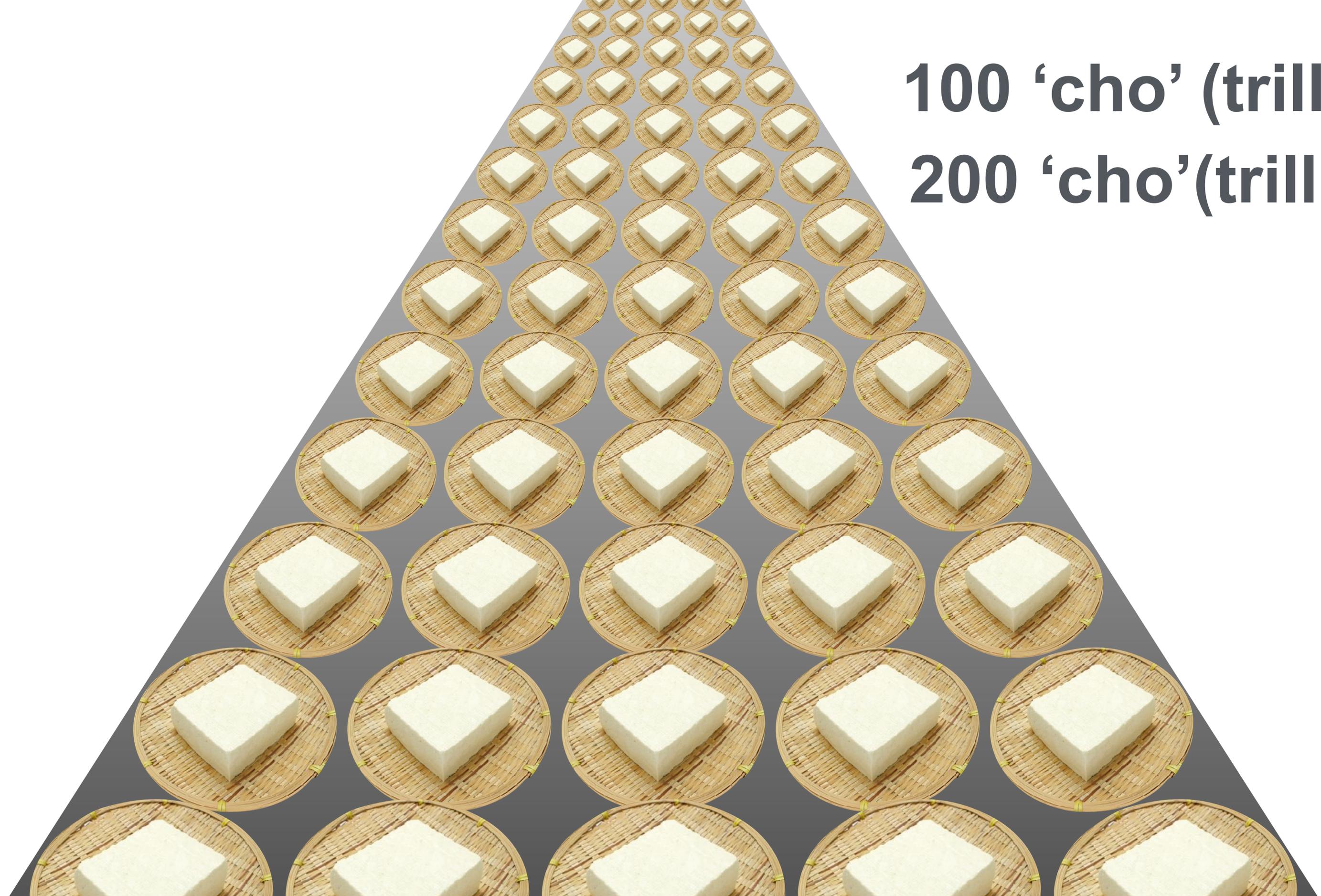
# 1 'cho'(trillion), 2 'cho'(trillion)



# 10 'cho' (trillion), 20 'cho' (trillion)



**100 'cho' (trillion)**  
**200 'cho' (trillion)**



**June 25, 2010**

# **Next 30-Year Vision**

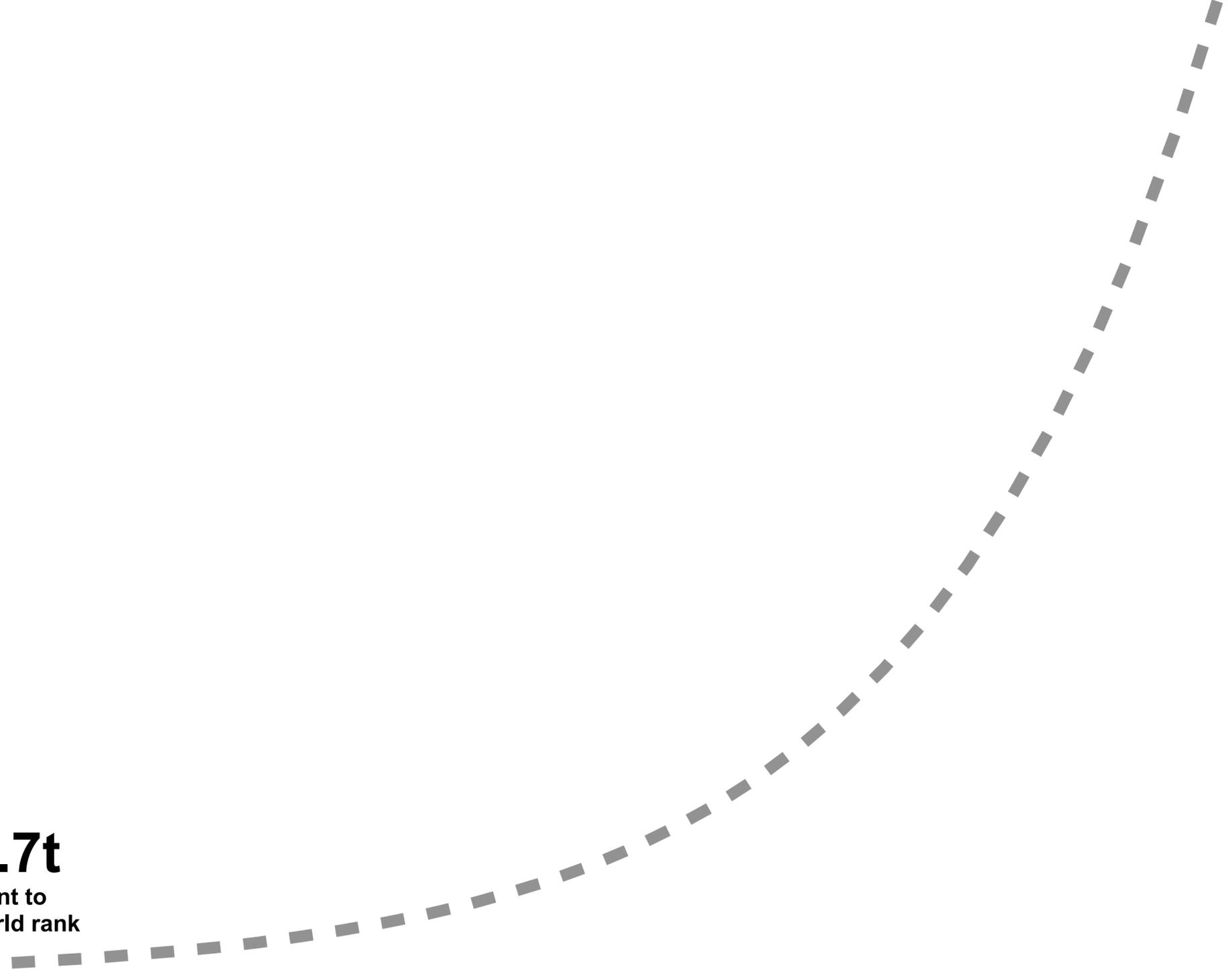
 **SoftBank**  
Group

# Market Cap.

**JPY 200t (up 15% per year)**

World rank top 10

**JPY 2.7t**  
Equivalent to  
200th in world rank



**2010**

**2040**

(Next 30-Year Vision announcement)

JPY 200t : Estimated market capitalization in order to be ranked within top 10 in 2040, based on SBG's estimation. (announced in next 30 years vision on June 25, 2010)

Next 30-Year Vision announcement: Jun. 25, 2010

# Market Cap.

**JPY 200t (up 15% per year)**

World rank top 10

# Steady increase

**(up 16% per year)**

**JPY 10t**

108th in world rank

**JPY 2.7t**

Equivalent to 200th in world rank

2010

(Next 30-Year Vision announcement)

Jun. 2019

(Current)

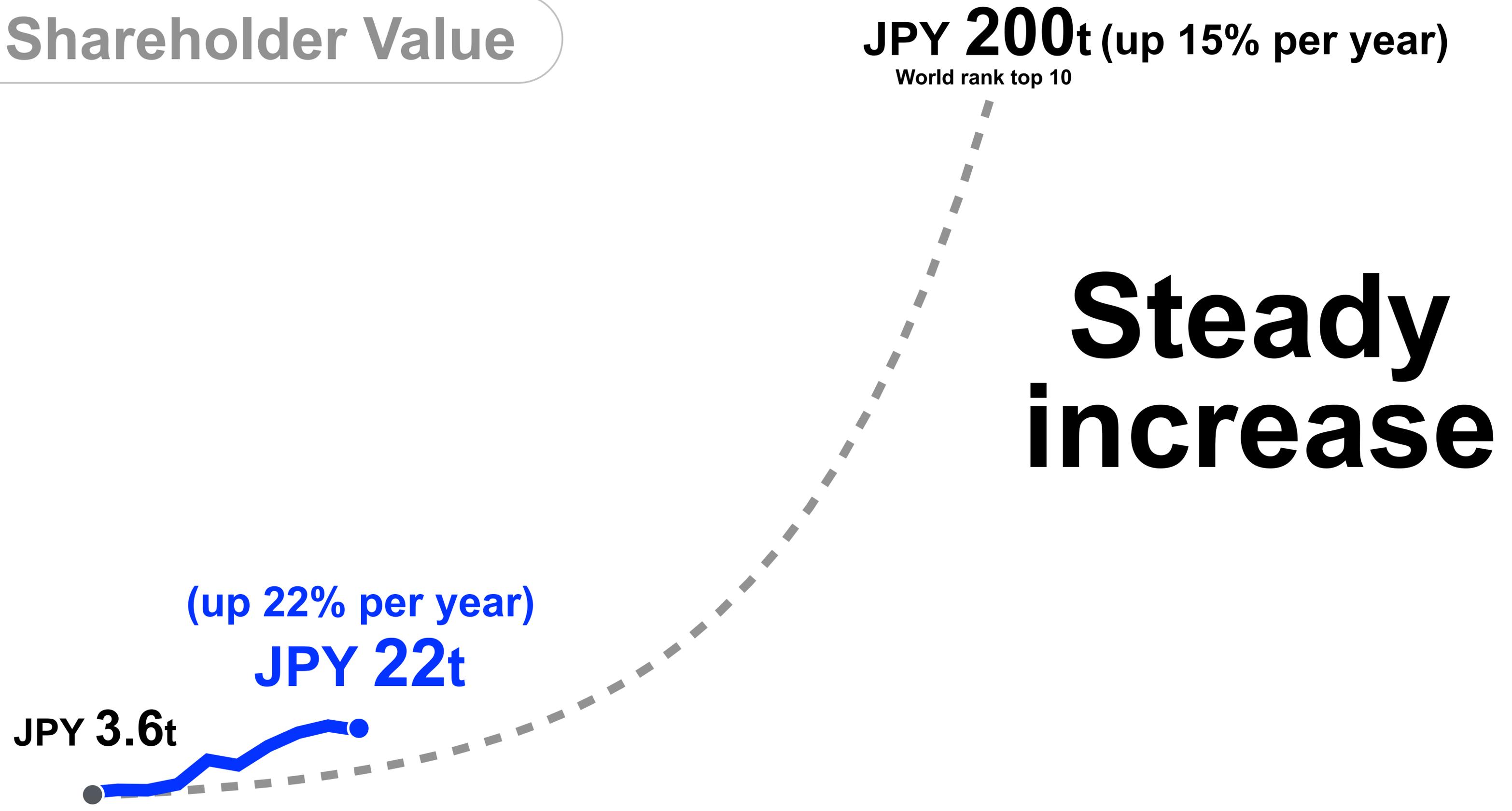
2040

JPY 200t: Estimated market capitalization in order to be ranked within top 10 in 2040, based on SBG's estimation. (announced in next 30 years vision on June 25, 2010)

Next 30-Year Vision announcement: Jun. 25, 2010

Current: closing price as of Jun. 18, 2019

# Shareholder Value



**JPY 200t (up 15% per year)**  
World rank top 10

**Steady  
increase**

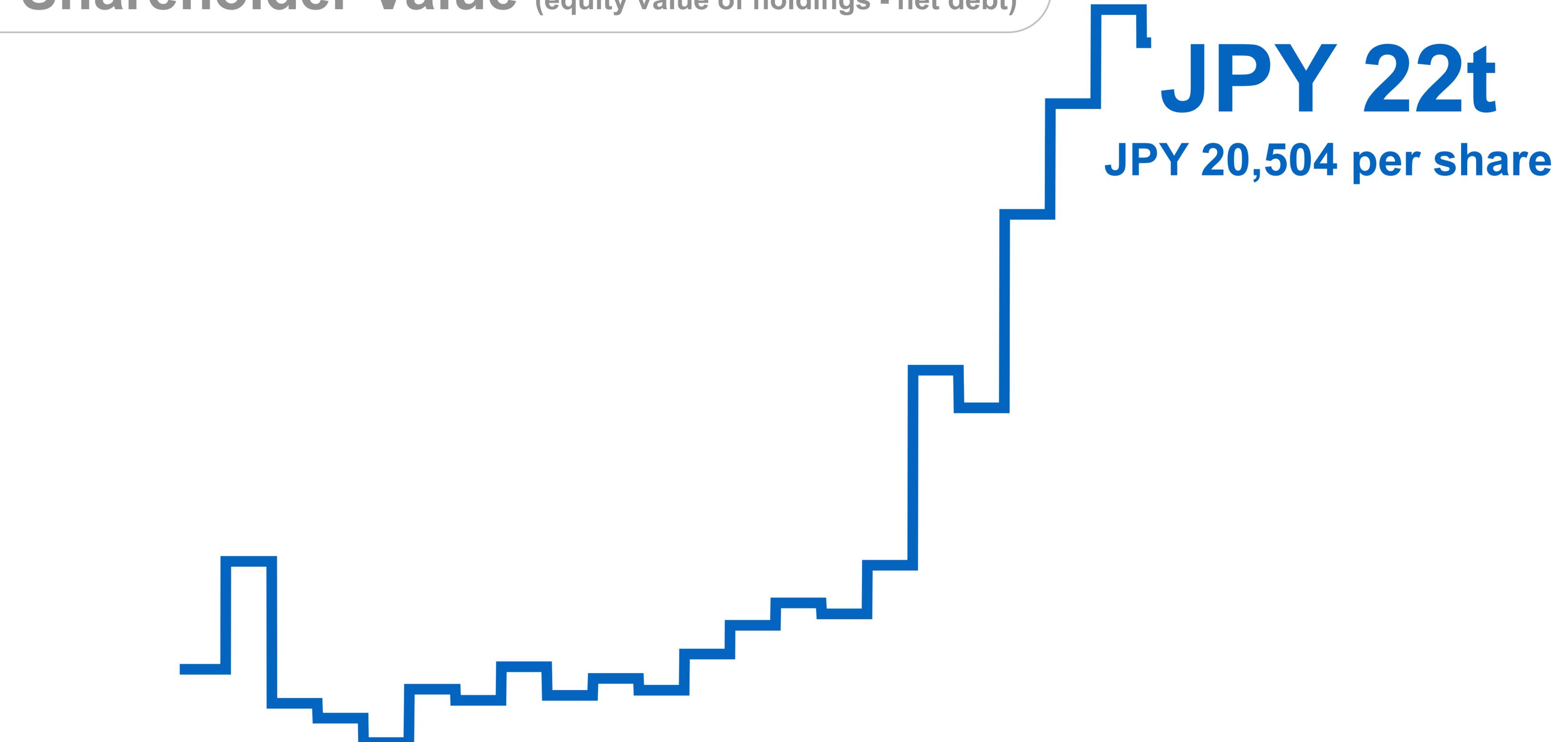
**(up 22% per year)**  
**JPY 22t**

**JPY 3.6t**

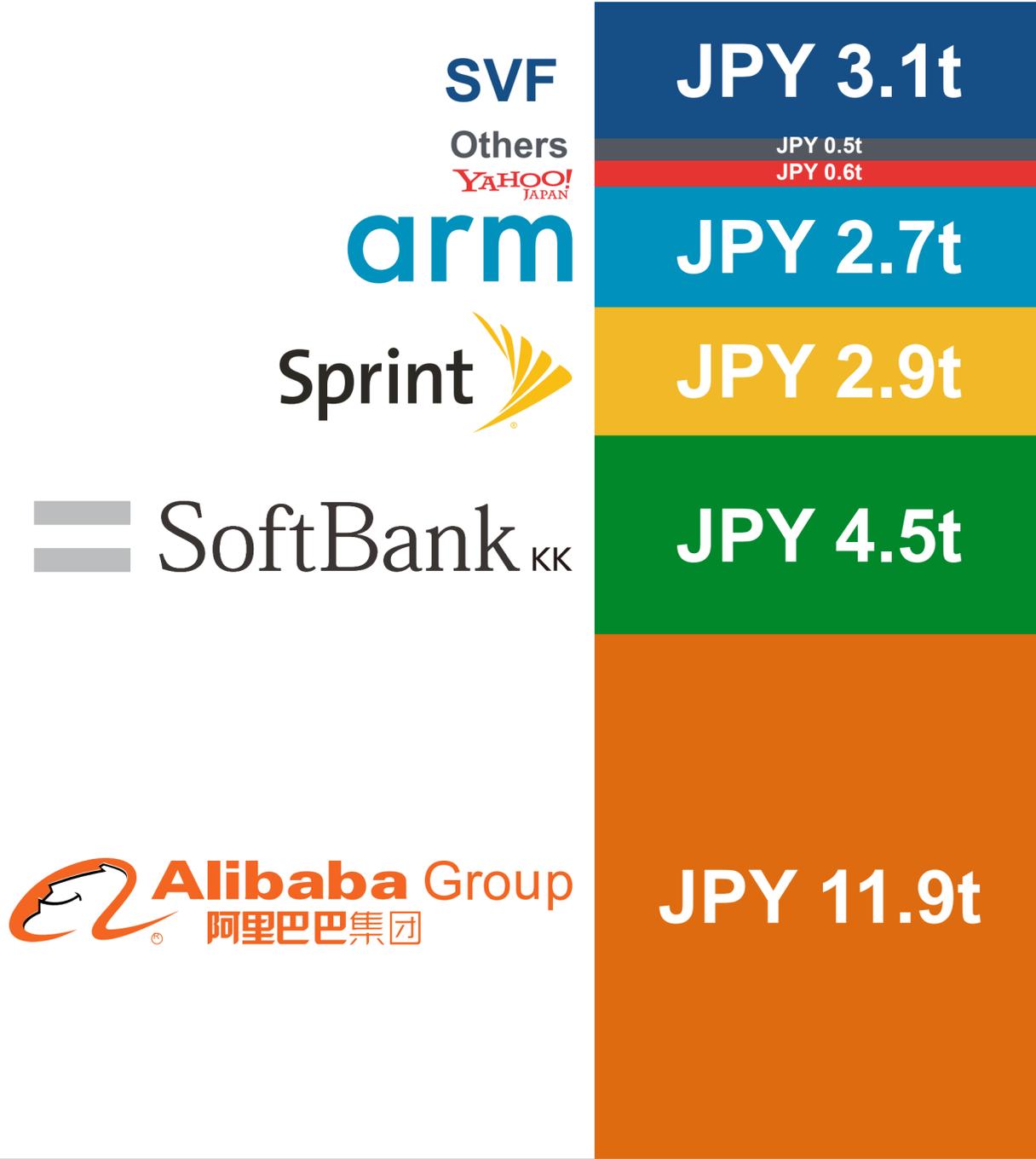
**JPY 200t???**

# Shareholder Value (equity value of holdings - net debt)

**JPY 22t**  
**JPY 20,504 per share**



# Equity Value of Holdings

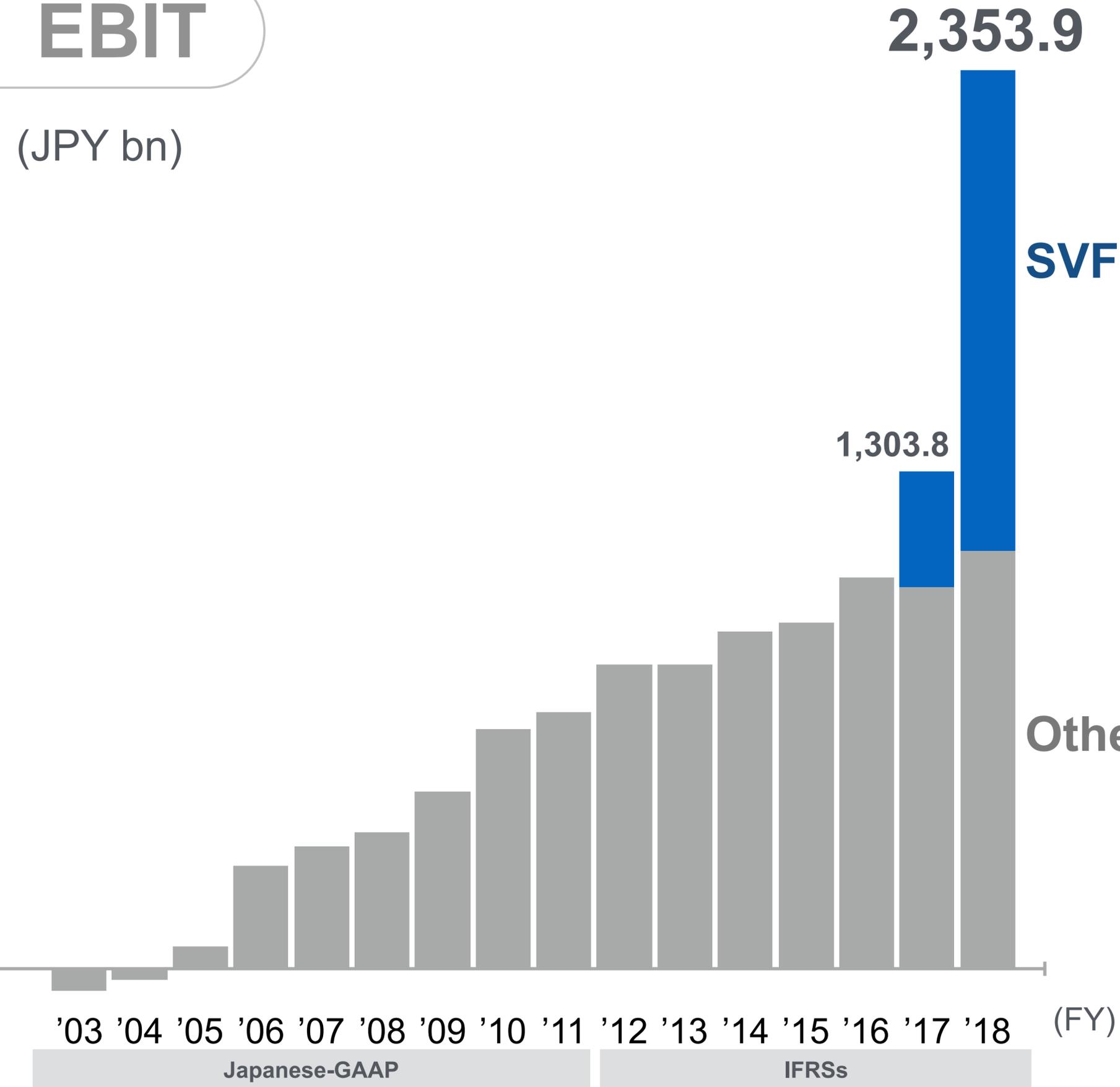


# JPY 26t

Equity value of holdings

# EBIT

(JPY bn)



**SVF is driving the growth**

**JPY 3t**

**SVF1**  
(equity value of holdings)

SVF 1 equity value of holdings (SBG) (as of Mar. 31, 2019): calculated by the sum of (a) and (b) as follows

(a) SVF: Value equivalent to SBG's portion of SVF's holding value + Performance Fee accrued, etc.

(b) Transfer Assets to SVF from SBG: Value of unlisted shares, which are currently held by SBG and planning to be transferred to SVF after April 2019,  
is calculated by the estimated value equivalent to SBG's portion of SVF's future holding value at completion of the respective transfer

# JPY 6t

**JPY 3t**  
(illustrative)

**SVF2** (illustrative)

**JPY 3t**

**SVF1**  
(equity value of holdings)

SVF 1 equity value of holdings (SBG) (as of Mar. 31, 2019): calculated by the sum of (a) and (b) as follows

(a) SVF: Value equivalent to SBG's portion of SVF's holding value + Performance Fee accrued, etc.

(b) Transfer Assets to SVF from SBG: Value of unlisted shares, which are currently held by SBG and planning to be transferred to SVF after April 2019, is calculated by the estimated value equivalent to SBG's portion of SVF's future holding value at completion of the respective transfer

\*SVF2 Assumes that the committed capital from SBG at first major closing of SVF 1 (USD 28 billion) is invested in a year.  
(Does not indicate the actual investment amount of SVF 2 and actual results may differ)

The content of this slide is not and should not be construed as an offer of or invitation to invest in limited partnership or other interests in any specific fund.

# SoftBank Vision Fund (March 2019)

## Net Equity IRR

SBG (LP) + Manager's performance fee

# 62%

(To be updated at earnings results annually)

#### <Valuation Process>

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#### <Definitions of Investment Performance>

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# Shareholder Value

(JPY t)

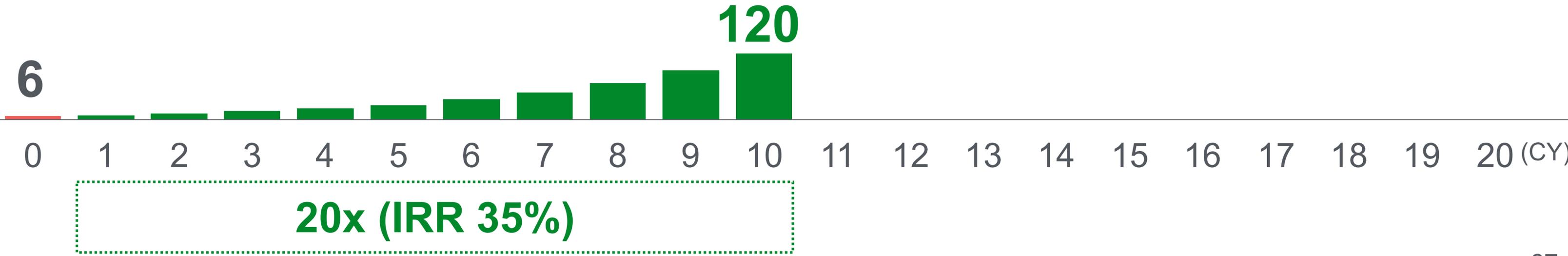
**6**

0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 (CY)

# Shareholder Value (no dividend for 10 years)

(JPY t)

**IRR 35%**



\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 10 years.

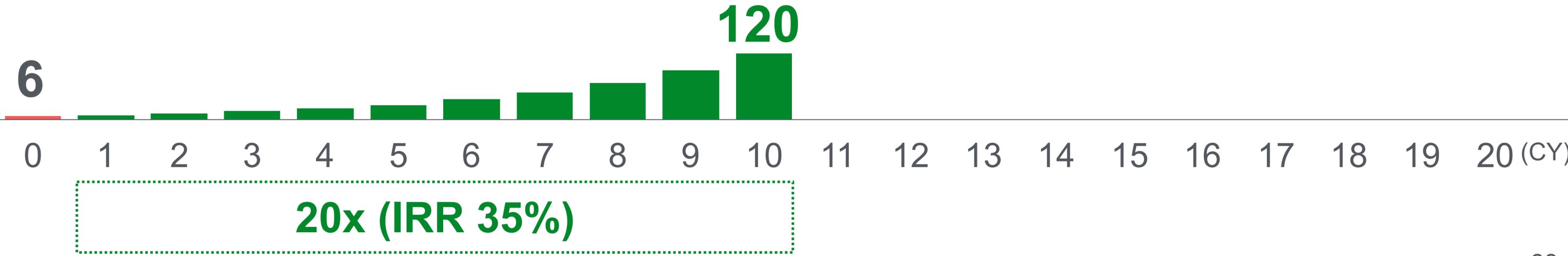
\*Information described herein does not promise the future IRR and actual result differs. \*IRR: Gross IRR (management fee/performance fee/before excluding interests, etc.)

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# Shareholder Value (no dividend for 10 years)

(JPY t)

**IRR 35% x 10 years**



\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 10 years.

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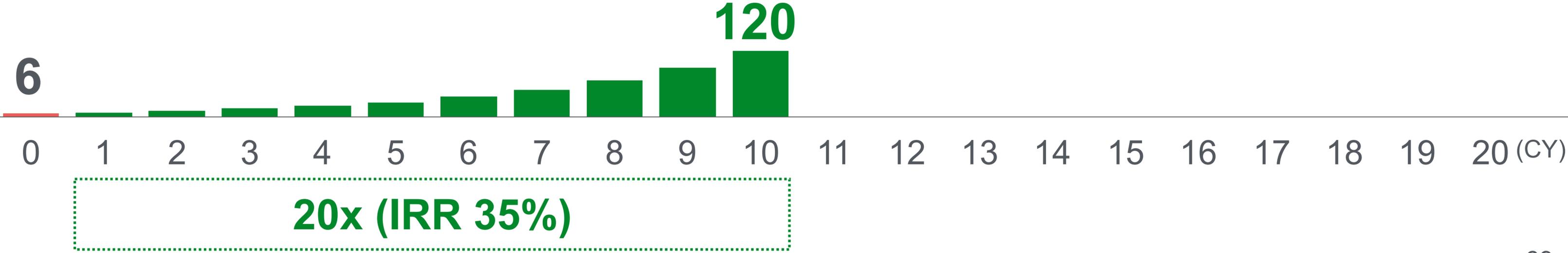
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# Shareholder Value (no dividend for 10 years)

(JPY t)

# 20x?

## IRR 35% x 10 years



\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 10 years.

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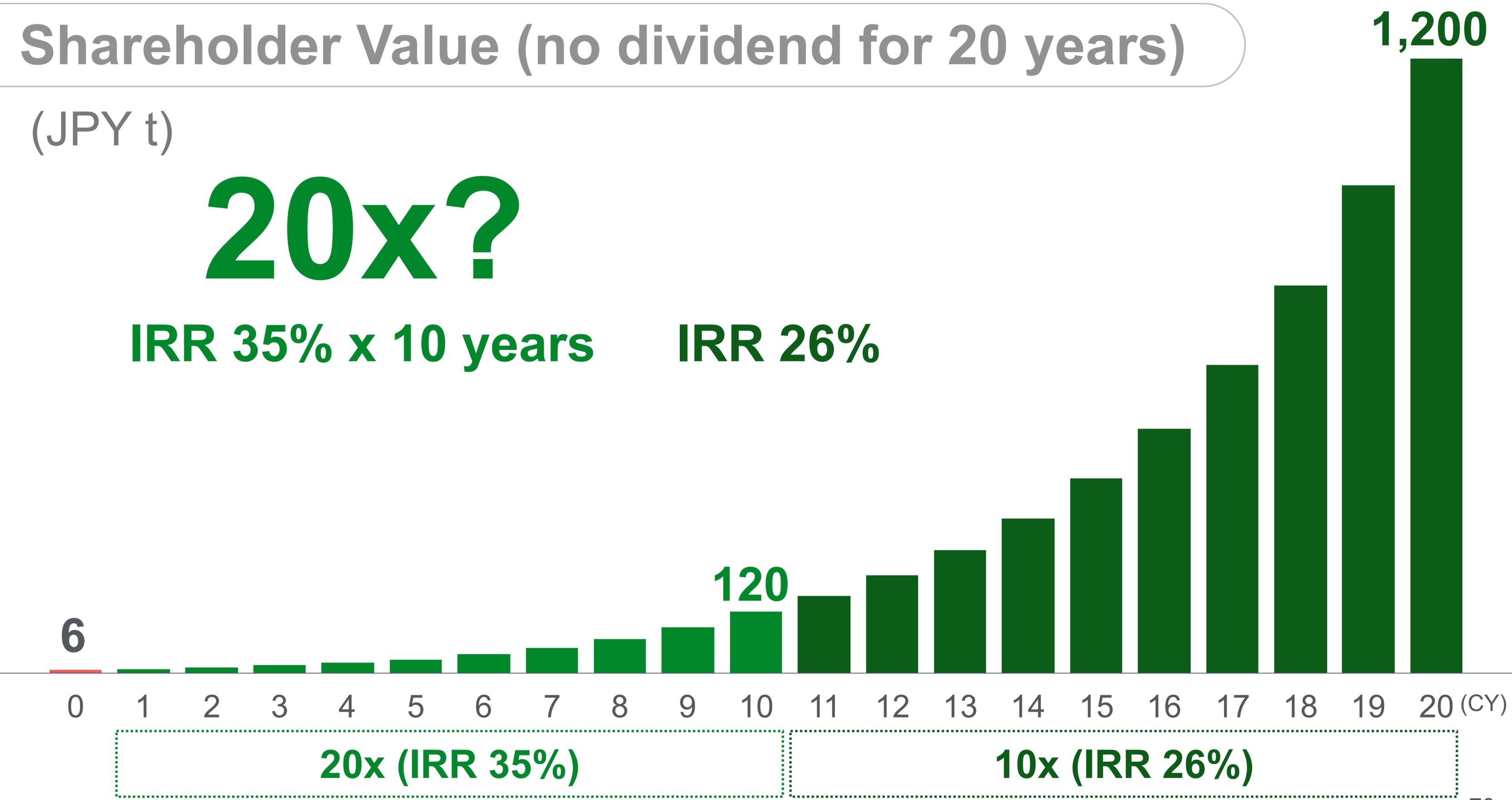
# Shareholder Value (no dividend for 20 years)

(JPY t)

# 20x?

IRR 35% x 10 years

IRR 26%



20x (IRR 35%)

10x (IRR 26%)

\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 20 years.  
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# Shareholder Value (no dividend for 20 years)

(JPY t)

# 20x?

IRR 35% x 10 years

IRR 26% x 10 years

6

120

1,200

0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 (CY)

20x (IRR 35%)

10x (IRR 26%)

\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 20 years.  
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# Shareholder Value (no dividend for 20 years)

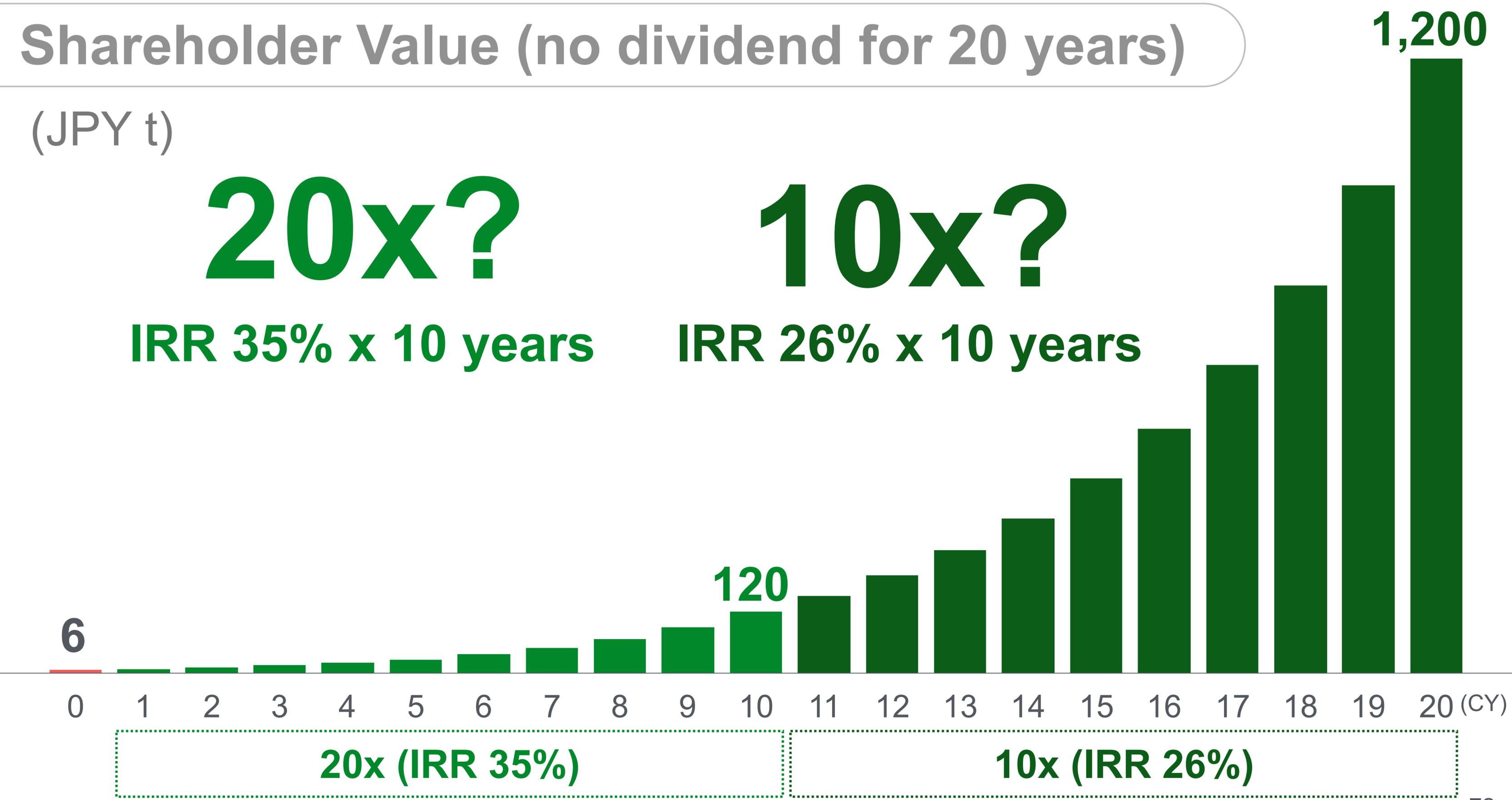
(JPY t)

## 20x?

IRR 35% x 10 years

## 10x?

IRR 26% x 10 years



20x (IRR 35%)

10x (IRR 26%)

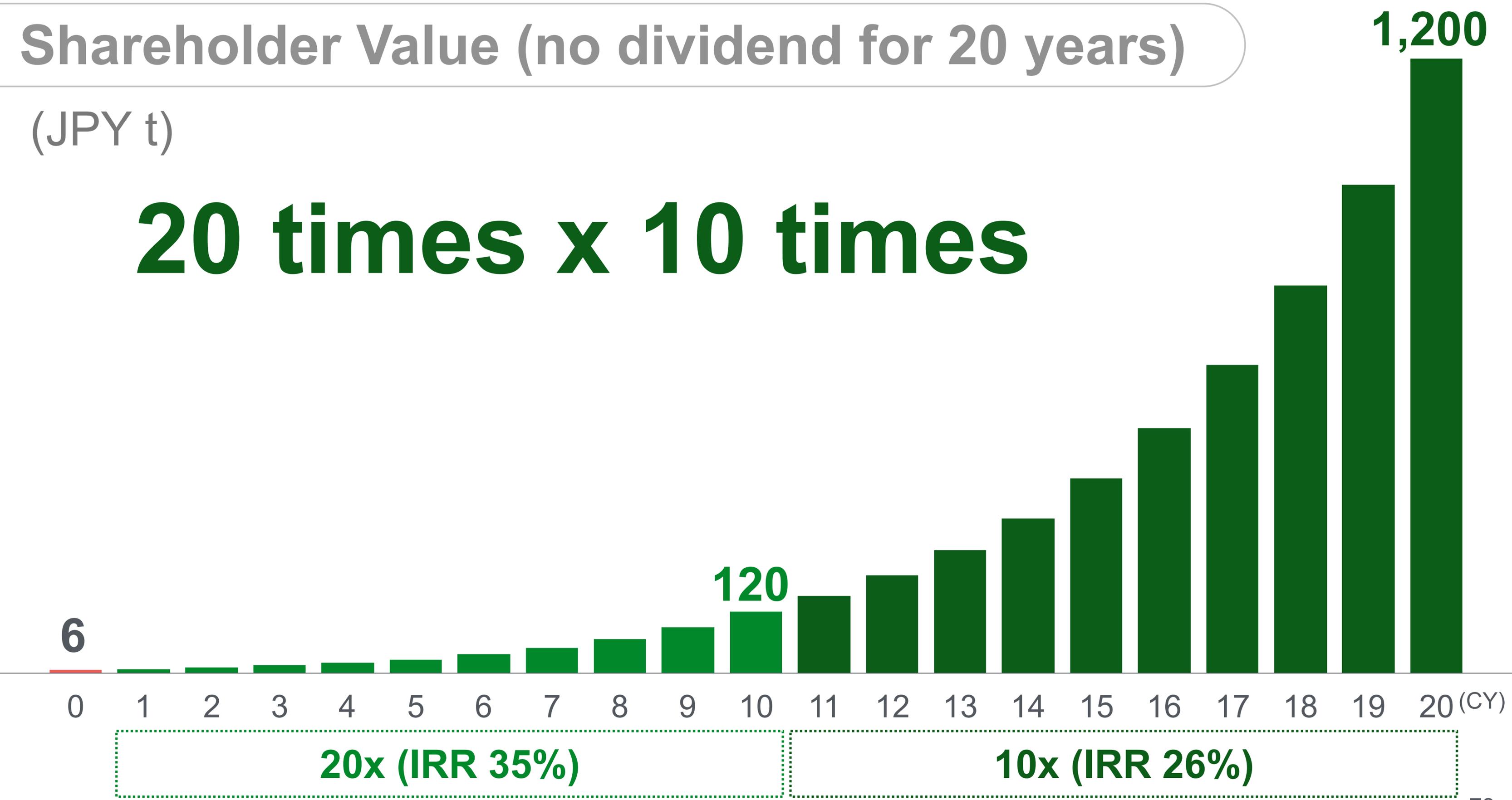
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# Shareholder Value (no dividend for 20 years)

(JPY t)

## 20 times x 10 times



**20x (IRR 35%)**

**10x (IRR 26%)**

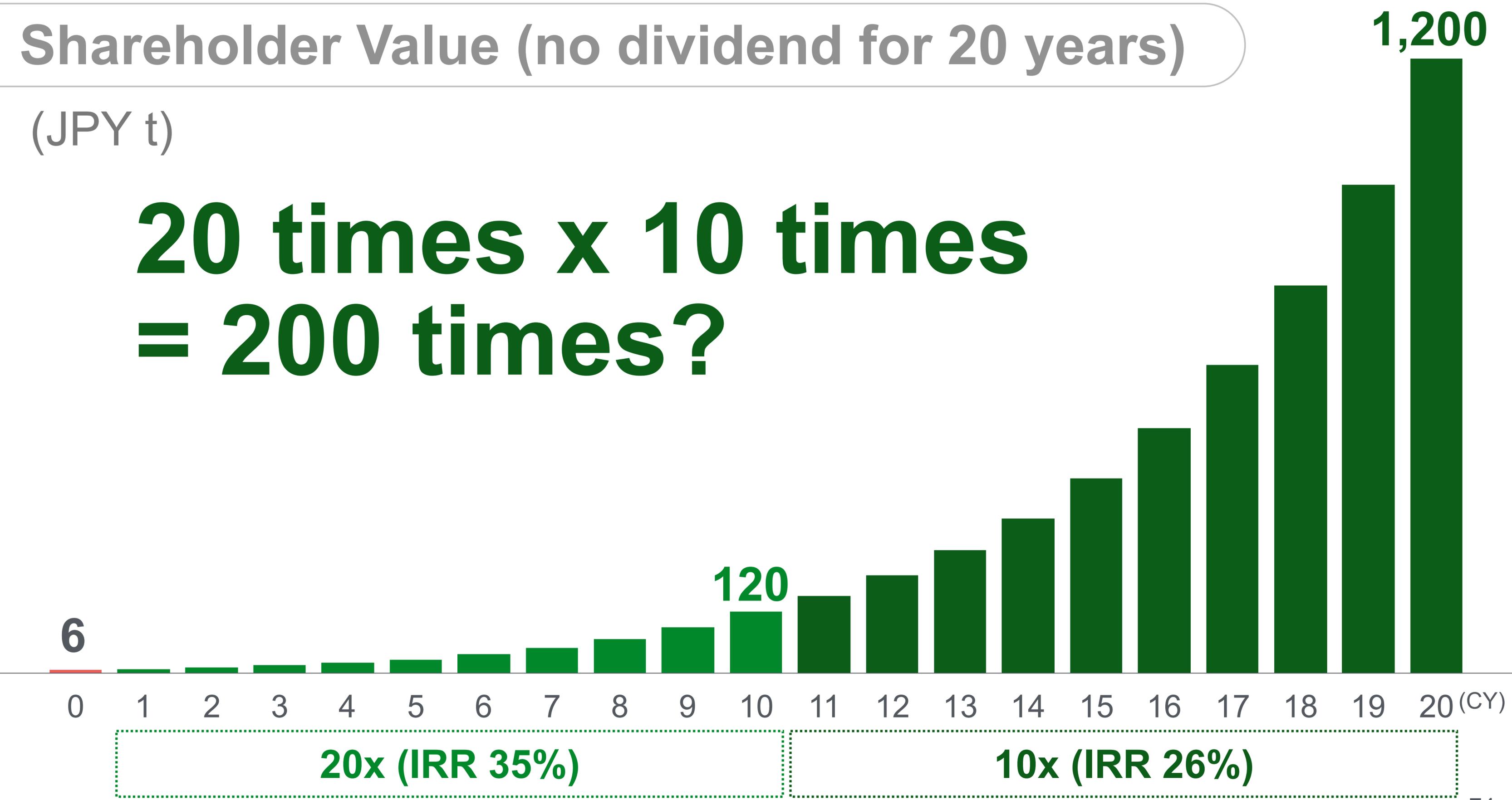
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# Shareholder Value (no dividend for 20 years)

(JPY t)

**20 times x 10 times  
= 200 times?**



**20x (IRR 35%)**

**10x (IRR 26%)**

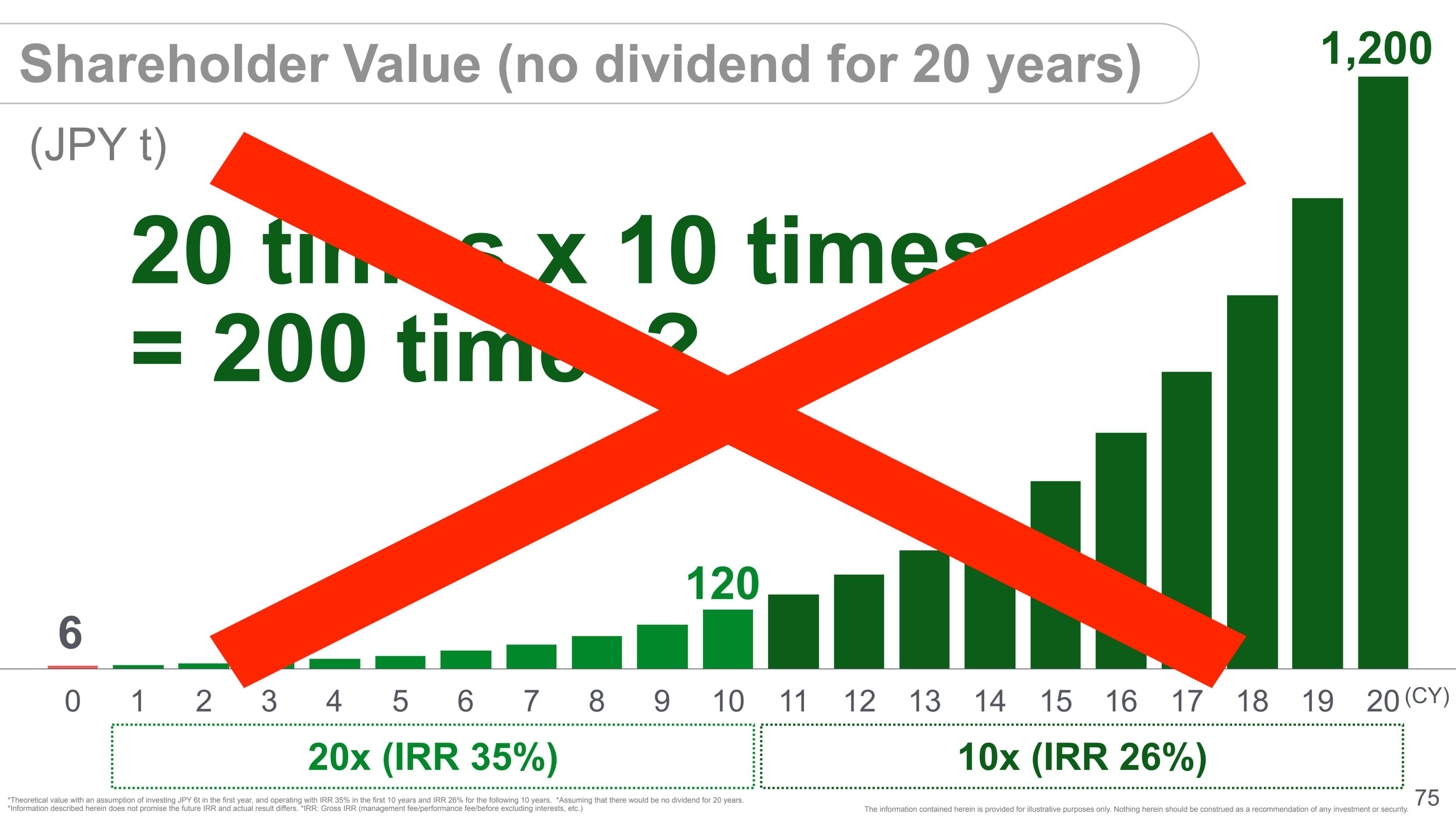
\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 20 years.  
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# Shareholder Value (no dividend for 20 years)

(JPY t)

~~20 times x 10 times  
= 200 times~~



20x (IRR 35%)

10x (IRR 26%)

\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 35% in the first 10 years and IRR 26% for the following 10 years. \*Assuming that there would be no dividend for 20 years.  
\*Information described herein does not promise the future IRR and actual result differs. \*IRR: Gross IRR (management fee/performance fee/before excluding interests, etc.)

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# Shareholder Value (no dividend for 20 years)

(JPY t)

**IRR 19%**

**6**

**200**

0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 (CY)

**IRR 19%**

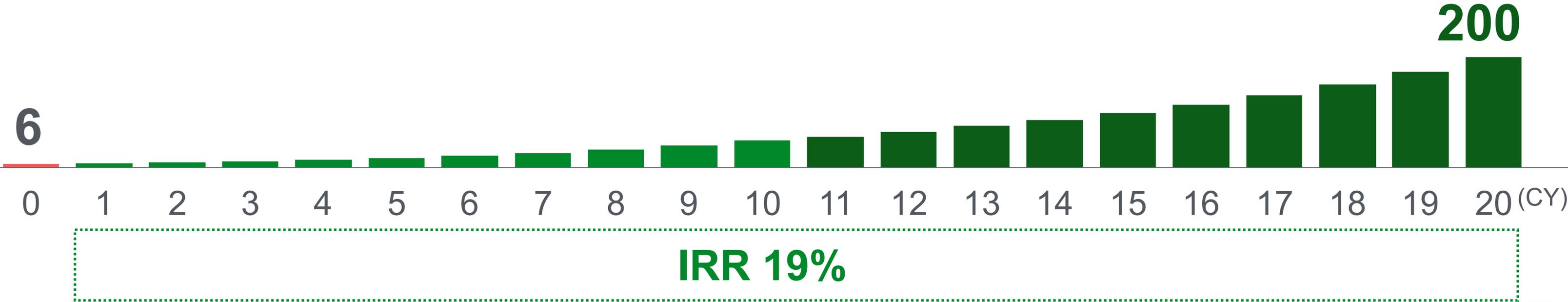
\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 19% in 20 years. \*Information described herein does not promise the future IRR and actual result differs. \*Assuming that there would be no dividend for 20 years.

\*IRR: Gross IRR (management fee/performance fee/before excluding interests, etc.)

# Shareholder Value (no dividend for 20 years)

(JPY t)

**IRR 19% × 20 years**



\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 19% in 20 years. \*Information described herein does not promise the future IRR and actual result differs. \*Assuming that there would be no dividend for 20 years.

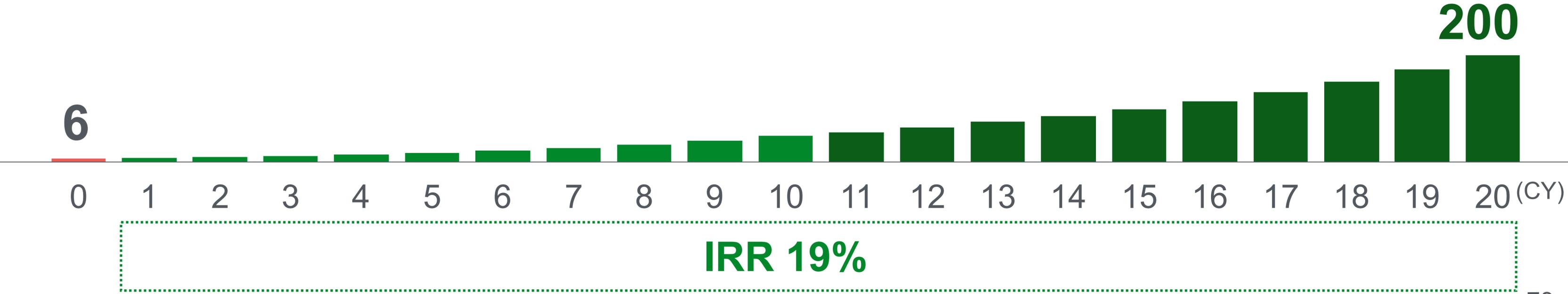
\*IRR: Gross IRR (management fee/performance fee/before excluding interests, etc.)

# Shareholder Value (no dividend for 20 years)

(JPY t)

# 33x?

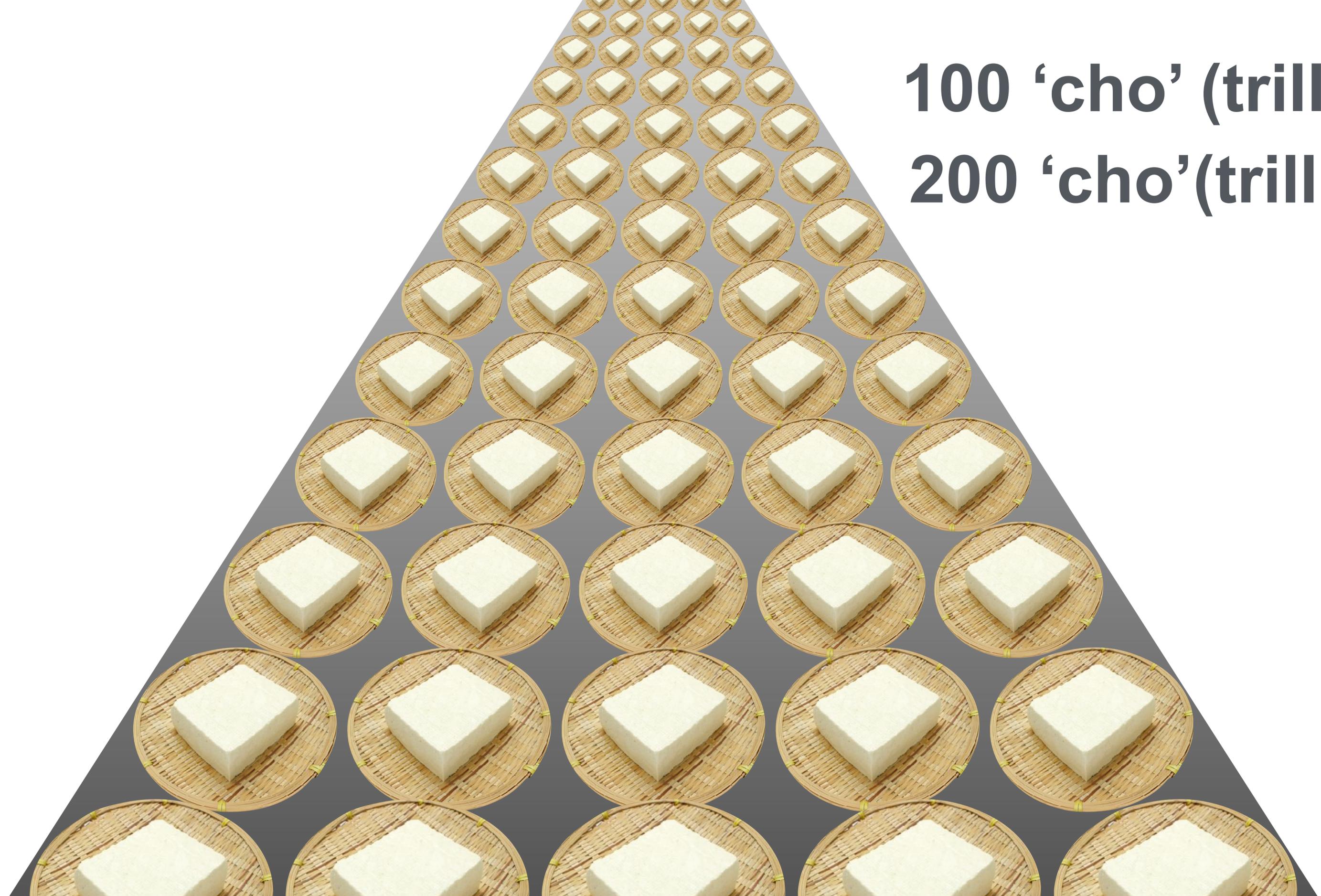
## IRR 19% × 20 years



\*Theoretical value with an assumption of investing JPY 6t in the first year, and operating with IRR 19% in 20 years. \*Information described herein does not promise the future IRR and actual result differs. \*Assuming that there would be no dividend for 20 years.

\*IRR: Gross IRR (management fee/performance fee/before excluding interests, etc.)

**100 'cho' (trillion)**  
**200 'cho' (trillion)**



**Information Revolution —  
Happiness for everyone**

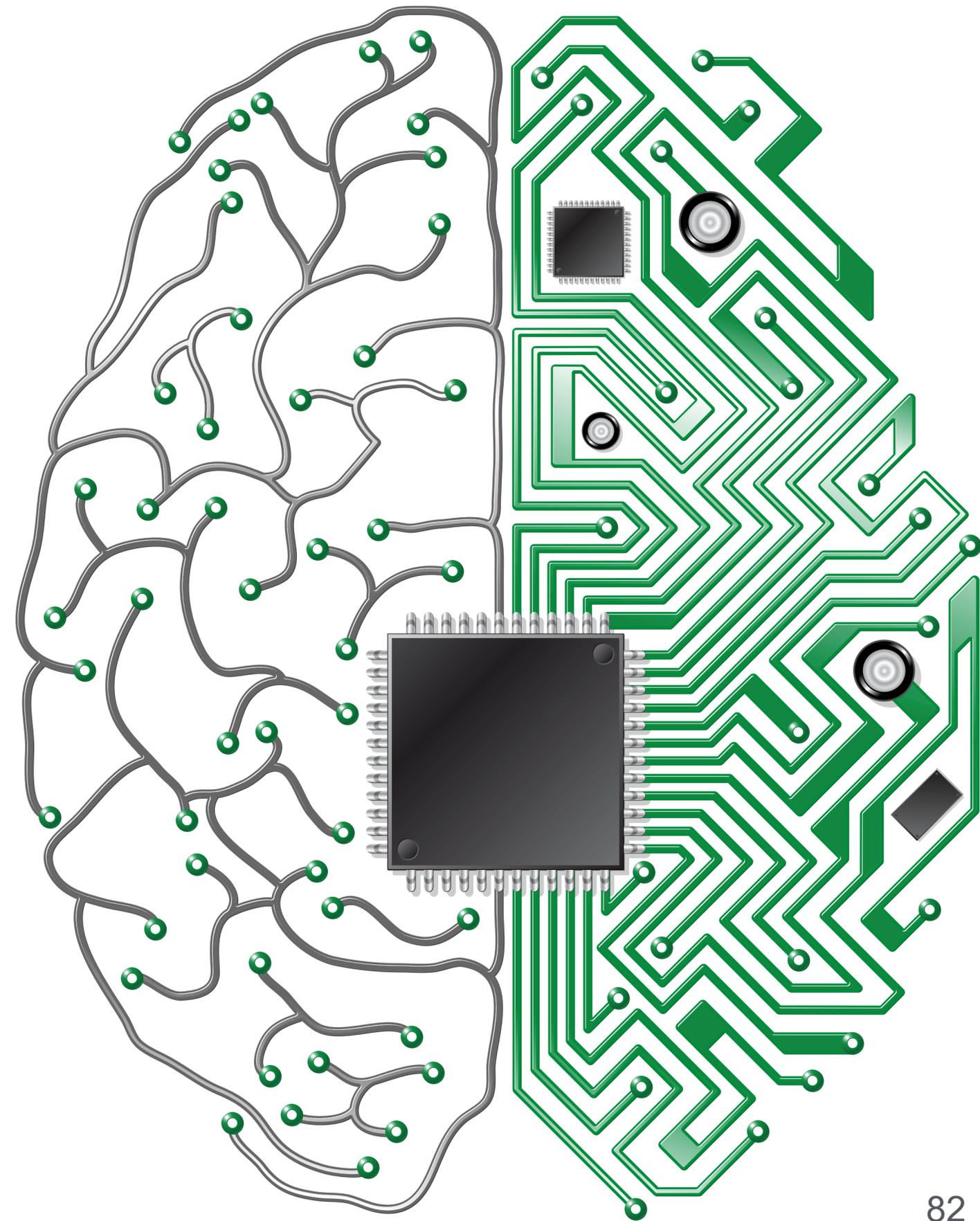
**June 25, 2010**

# **Next 30-Year Vision**

 **SoftBank**  
Group

Next 30-Year Vision (2010)

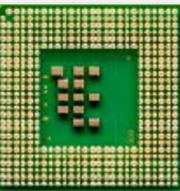
# Realization of Brain computer



# Number of Transistors



30bn



3bn

2010

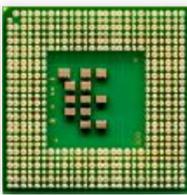
'18

**Exceeds  
human brain  
in 2018**

# Number of Transistors



30bn



3bn

2010

'17

'18

**Exceeded  
human brain  
in 2017**

In June 2017, IBM, GLOBALFOUNDRIES and Samsung announced that they have developed an industry-first process to build silicon nanosheet transistors that will enable 5 nanometer chips (30 billion switches onto a microprocessor chip)

# Transportation

Uber  
 DiDi nauto  
 Grab nuro CRUISE  
 AUTO 1 GROUP 瓜子 二手车直卖网 Guazi.com  
 ParkJockey fair  
 Getaround

# Logistics

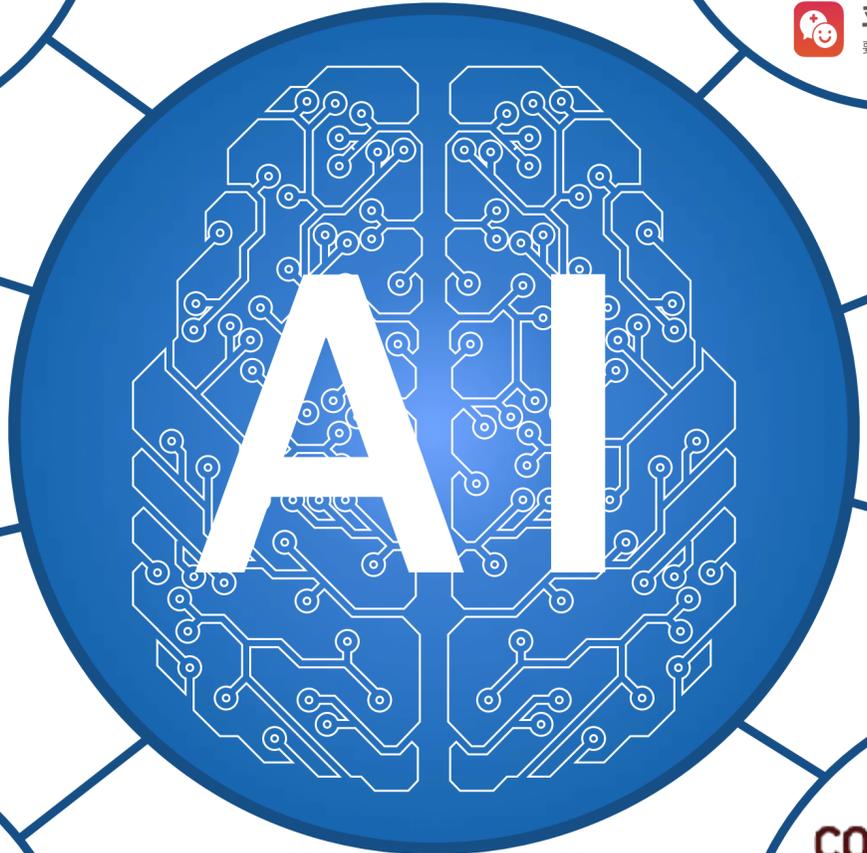
DELIVERY Small World  
 flexport. G GROFERS  
 满帮 Loggi  
 DOORDASH  
 Alibaba Local Services  
 Z ZUME Rappi

# Health tech

ROIVANT SCIENCES  
 GUARDANT  
 RELAY THERAPEUTICS zymergen VIR  
 10X GENOMICS  
 医健通 HEALTHKONNECT  
 平安好医生 要健康上平安好医生

# Real estate

wework  
 Opendoor  
 COMPASS  
 KATERRA Clutter  
 view



# Fintech

paytm  
 众安保险 ZhongAn Insurance  
 policybazaar.com Comput. Buy. Serv.  
 Greensill  
 金融壹账通 ONECONNECT  
 OakNorth  
 Kabbage

# Enterprise

slack  
 osisoft. mapbox  
 COHESITY CAMBRIDGE MOBILE TELEMATICS  
 Gympass Globality  
 AUTOMATION ANYWHERE

# Frontier tech

arm  
 brain corp light  
 IMPROBABLE  
 Petuum

# Consumer

OYO  
 coupang Fanatics  
 ByteDance 字节跳动 作业帮 在线学习就用作业帮  
 Wag! A dog's best friend  
 KLOOK GET YOUR GUIDE  
 BRANDLESS firstcry.com  
 tokopedia

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 S&P, and although the S&P 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 purport to be a complete list thereof. References to investments included herein should not be construed as a recommendation of any particular investment or security. Please refer to visionfund.com/portfolio for a complete list of the Vision Fund investments.

# Next 30-Year Vision (2010)

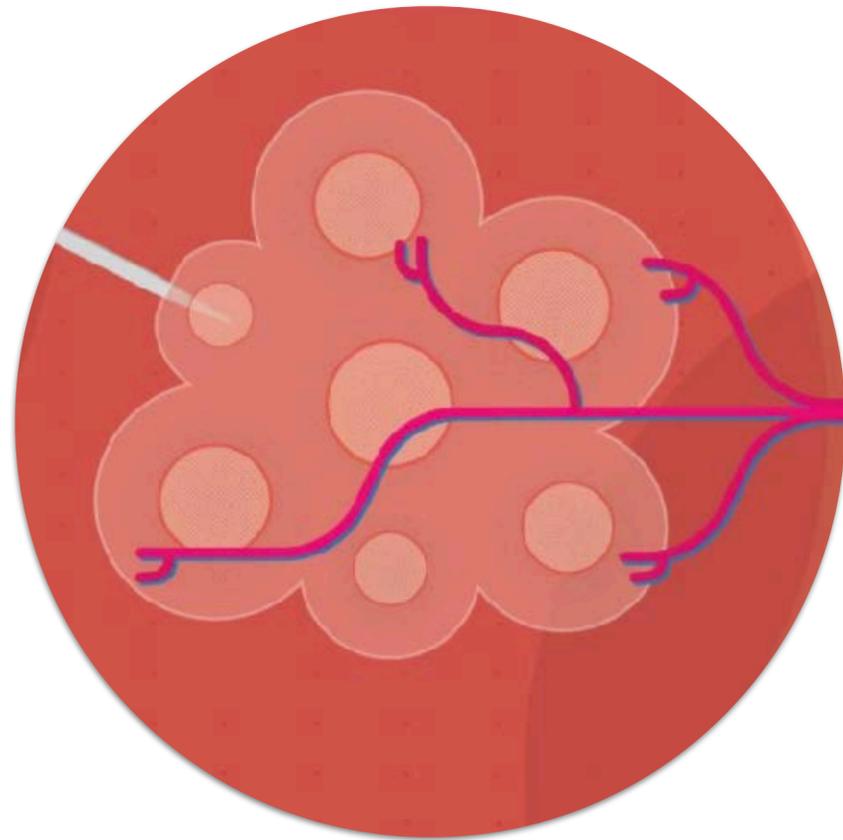
**Generalization of  
DNA treatment  
and artificial organs**



**Towards the era of  
life expectancy of 200 years**

# Conventional

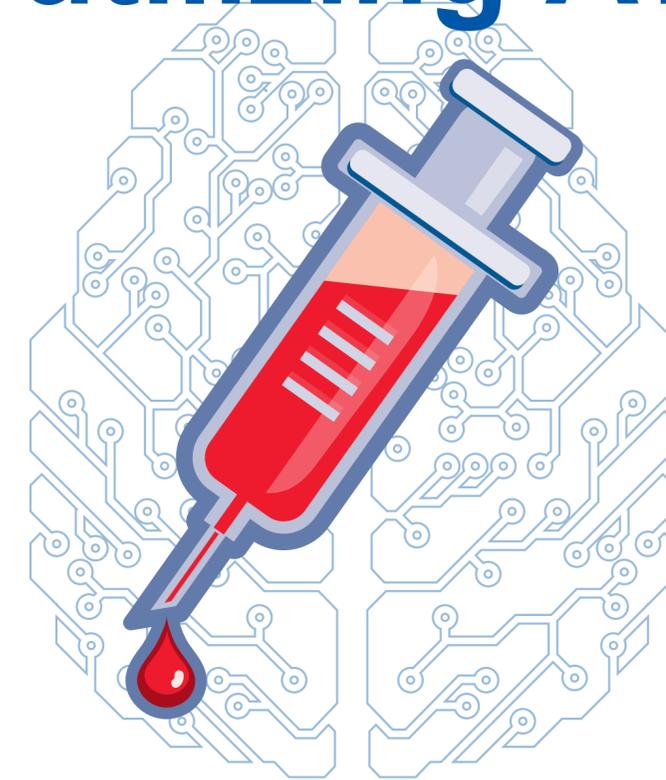
## Tissue biopsy



**Costly, slow, risky**



## Liquid biopsy utilizing AI



**Affordable, rapid, safe**

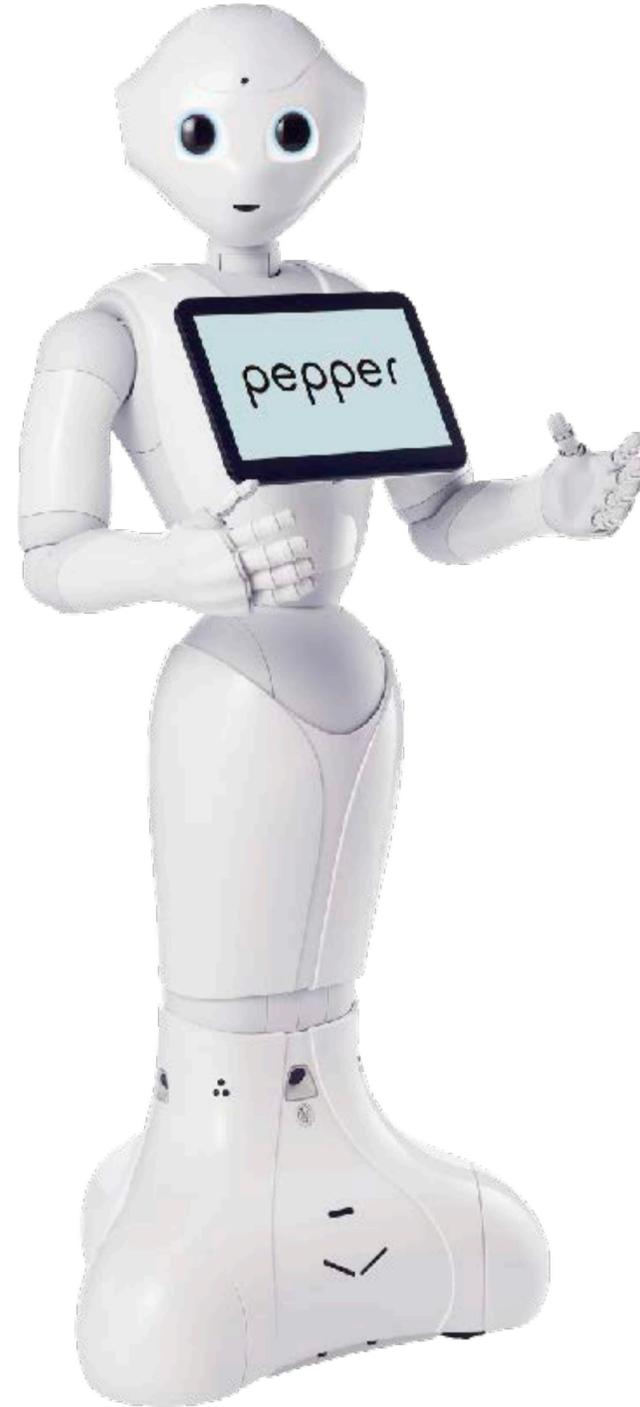
# Next 30-Year Vision (2010)



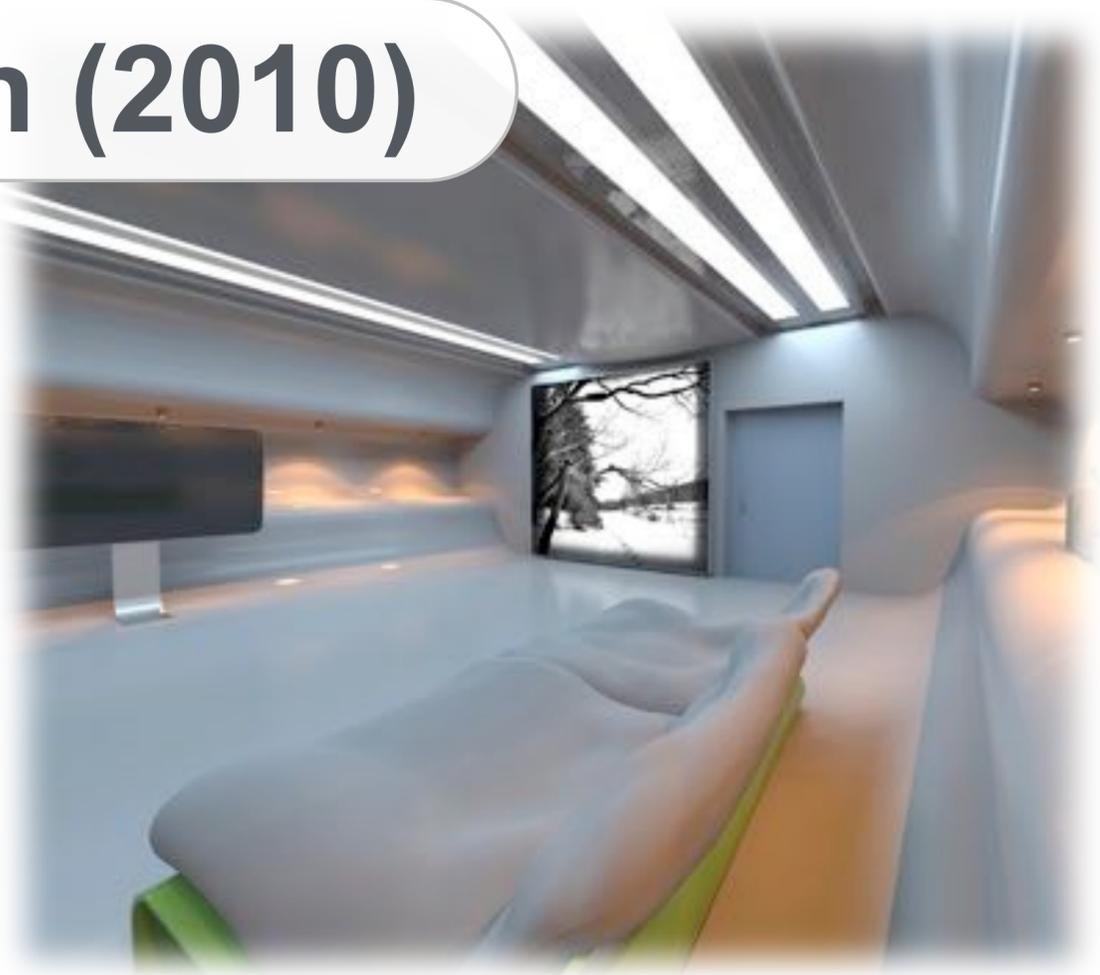
## Coexistence with intelligent robot



# Global top class robotics company



# Next 30-Year Vision (2010)



**Life log**



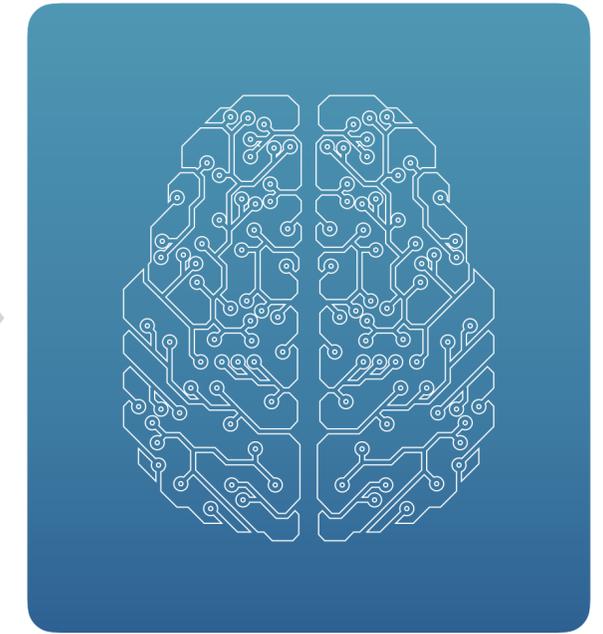
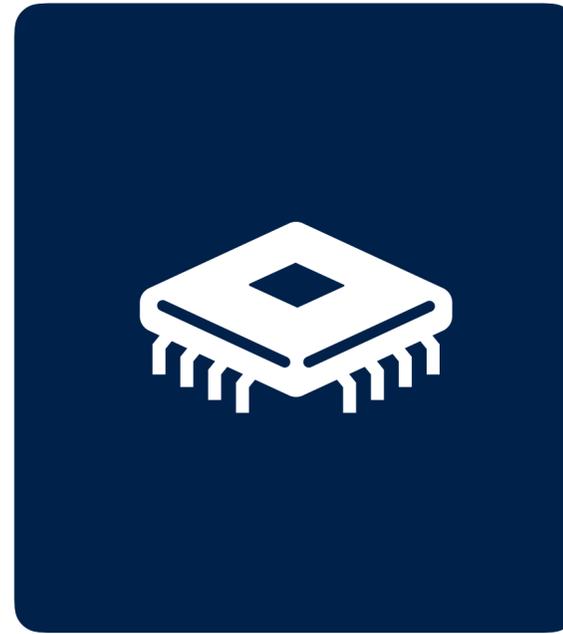
**Everything integrates with cloud**





arm

SoftBank Vision Fund



Data  
(IoT)

Big data  
(Cloud)

AI

World with AI

surpassing human wisdom

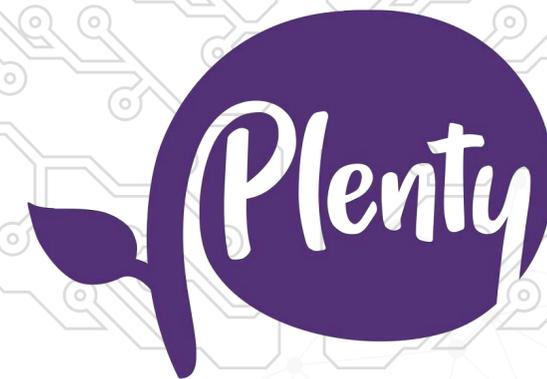


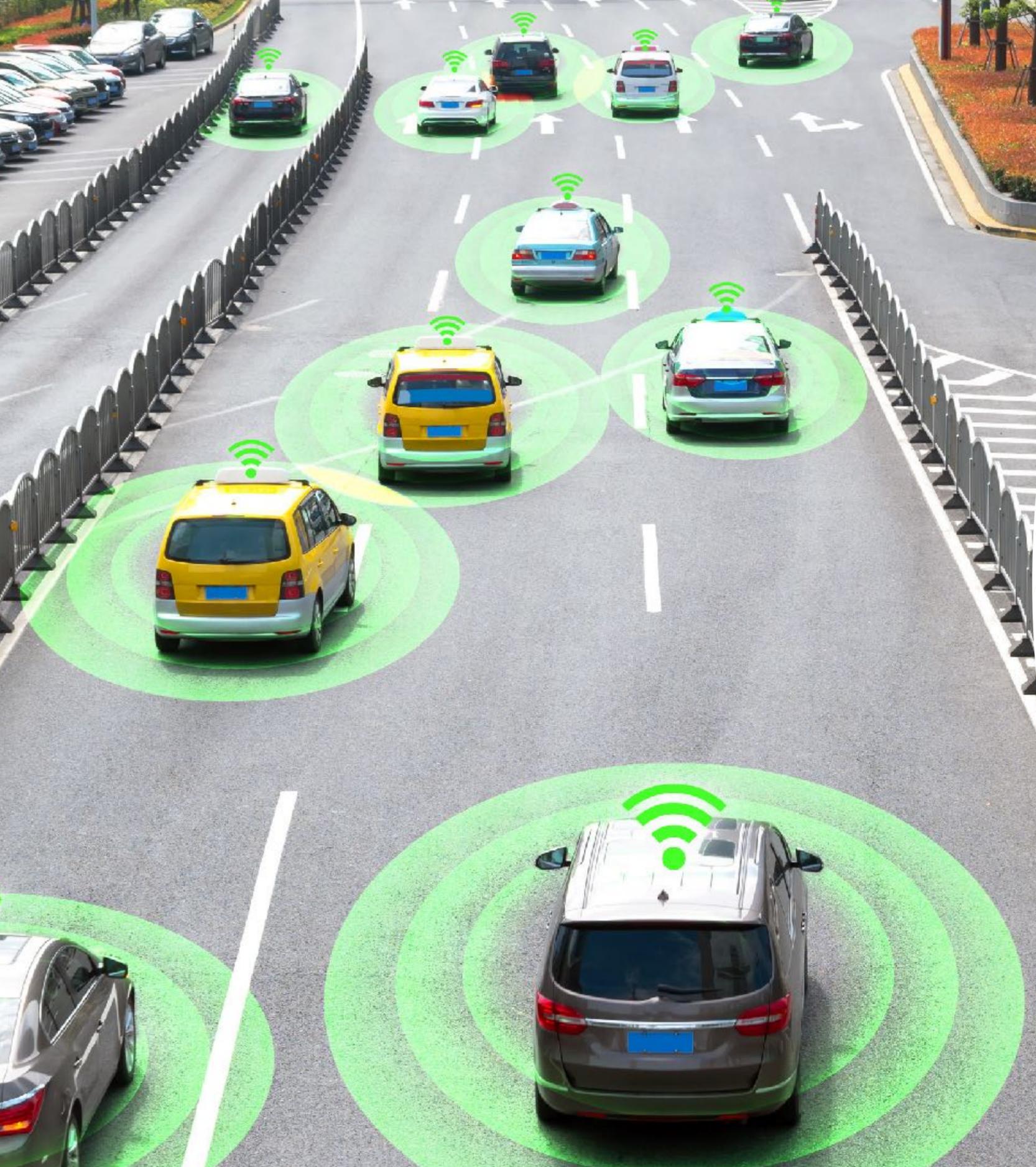
Aim to create a  
**world customized to  
individual interest**





Aim to create a  
**world fulfilled with  
safe food**





Aim to create a  
**world without car  
accidents through  
autonomous driving**

**CRUISE** **AURO**

**Uber** **DiDi**



Aim to create a  
**world without  
fatal disease  
by DNA analysis**





# Information Revolution — Happiness for everyone





# Valuation Process / Methodology, and Definitions of Investment Performance

## <Valuation Process>

SBIA is responsible for determining fair values on a quarterly basis in line with the requirements of the AIFM Directive (as issued by the FCA). The SBIA Valuation team is functionally independent from portfolio management and may engage external specialists with a high level of knowledge and experience as needed, in determining the fair value of certain complex financial instruments. In parallel, Investor Advisory Board of the Vision Fund has appointed certain external firms as independent valuers to perform semi-annual independent valuation. Valuation results as determined by the SBIA Valuation team, with due consideration of the Independent Valuer's reports, are reviewed and approved by the SBIA Valuation and Financial Risk Committee ("VFRC"). The VFRC comprises the SBIA CEO, CFO, CRO, General Counsel and senior Investment Professionals. Once approved by the VFRC, valuation results are subject to a financial statement audit by the Vision Fund's independent auditors (Deloitte).

## <Valuation Methodology>

The applicable reporting framework of the Vision Fund is IFRS (the "Standards"). Specifically, IFRS 13 (Fair Value Measurement) outlines the general framework for measuring fair values. The Vision Fund is also compliant with the International Private Equity and Venture Capital (IPEV) valuation guidelines. In line with the Standards, the Vision Fund uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs (market share price, etc.) and minimising the use of unobservable inputs. For companies that are publicly listed in an active market, quoted prices are used without adjustment to measure fair value. For companies that are privately held, the market and income approaches are widely used valuation techniques. The market approach includes the use of Guideline Public Company multiples, industry valuation benchmarks and available market prices. The income approach, otherwise known as the Discounted Cash Flows method, derives the value of a business by calculating the present value of expected future cash flows. The price of a recent transaction, if resulting from an orderly transaction, generally represents fair value as of the transaction date. In applying the recent transaction method, we consider relevant factors including, but not limited to, the participation of new outside investors, the level of sophistication of investors and the size of the investment round. Further, we recognize the senior-subordinate structure of the companies we invest in i.e. senior shares are worth more than junior ranking shares.

## <Definitions of Investment Performance>

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 (capital contributions), inflows (distributions) and share of the subscription line of credit activities, net of investment-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, 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 reflect 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 may differ materially from the performance information indicated herein. Vision Fund performance is based in part on valuations of certain investments that were 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. SoftBank Group Corp. is under no obligation to collectively offer similar assets to the Vision Fund in the future.

Past performance is not indicative of future results.

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

- i. Net debt**
- **Net debt = SBG net interest-bearing debt**
  - **SBG net interest-bearing debt = SBG gross debt - SBG cash position, etc**
  - **SBG gross debt = SBG gross interest-bearing debt = Gross debt (Consolidated) - Gross debt of subsidiaries (Non-recourse)**
  - **SBG gross debt:** 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
  - **SBG cash position, etc:** considering the estimated impacts of (d), (e), (f), and (g) as follows
    - (d) Estimated tax payment related to disposal of the shares of SBKK
    - (e) Estimated cash proceeds and capital call payment related to the assets transfer to SVF from SBG after April 2019
    - (f) Future proceeds from sale of Supercell shares
    - (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 March 2019
  - **Gross debt (Consolidated) = Gross interest-bearing debt (Consolidated):** excluding cash position of banking business (The Japan Net Bank)
  - **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, Yahoo Japan, Arm, etc.
- ii. Equity value of holdings**
- **Alibaba:** calculated by multiplying the number of Alibaba shares held by SBG at December 31, 2018 (excluding those pledge for Mandatory Exchangeable Trust Securities) 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
  - **Yahoo Japan:** calculated by multiplying the number of Yahoo Japan shares held by SBG at March 31, 2019 by the share price of Yahoo Japan
  - **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, 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 April 2019, is calculated by the estimated 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. Other assumptions**
- **Share prices:** closing price as of June 18, 2019
  - **FX rate:** USD 1 = JPY 108.29
  - **Shares issued:** excluding treasury shares

※SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SVF = SoftBank Vision Fund

※Based on data as of March 31, 2019 unless otherwise stated

※Before considering tax unless otherwise stated