
Earnings Results for the Three-month Period Ended June 30, 2014

Data Sheet

August 8, 2014
SoftBank Corp.

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Accounting - 1 Consolidated Results Summary

Unaudited

Consolidated results (Millions of yen)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Net sales	881,069	1,717,543	1,963,091	2,104,948	6,666,651	1,992,216				
EBITDA (*)	354,272	483,827	477,961	462,432	1,778,492	592,058				
EBITDA margin (*)	40.2%	28.2%	24.3%	22.0%	26.7%	29.7%				
Operating income	400,121	337,050	203,461	136,412	1,077,044	337,632				
Operating margin	45.4%	19.6%	10.4%	6.5%	16.2%	16.9%				
Finance cost	-27,383	-78,479	-80,770	-84,846	-271,478	-84,987				
Equity in income (loss) of associates	-1,083	-2,697	23,742	54,440	74,402	-63,425				
Income before income tax	360,112	268,256	186,177	109,504	924,049	199,471				
Net income	269,652	175,860	93,754	38,985	578,251	111,308				
Net margin	30.6%	10.2%	4.8%	1.9%	8.7%	5.6%				
Net income attributable to owners of the parent	244,377	165,790	89,664	20,419	520,250	77,574				
Net income attributable to owners of the parent ratio	27.7%	9.7%	4.6%	1.0%	7.8%	3.9%				
Total assets					16,690,127	16,513,129				
Equity attributable to owners of the parent					1,930,441	1,950,433				
Equity attributable to owners of the parent ratio (*)					11.6%	11.8%				
Cash flows from operating activities	2,243	448,986	46,428	362,588	860,245	104,784				
Cash flows from investing activities	-246,062	-1,855,990	-274,449	-341,687	-2,718,188	-377,737				
Cash flows from financing activities	874,132	1,536,149	37,041	-87,947	2,359,375	219,309				
Depreciation and amortization	103,299	246,640	274,047	275,918	899,904	255,001				
Capital expenditure (acceptance basis)	180,712	352,320	404,569	307,649	1,245,250	296,011				

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*EBITDA = net sales - cost of sales - selling, general and administrative expenses + depreciation and amortization

*EBITDA margin = EBITDA / net sales

*Equity attributable to owners of the parent ratio = equity attributable to owners of the parent / total assets

Accounting - 2 Net Sales, EBITDA, Segment Income

Unaudited

Net sales (Millions of yen)		FY2013					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated		881,069	1,717,543	1,963,091	2,104,948	6,666,651	1,992,216				
Mobile Communications		661,918	724,609	817,301	961,690	3,165,518	882,901				
Sprint (*)			760,941	923,498	916,592	2,601,031	897,737				
Fixed-line Telecommunications		133,406	136,963	137,056	140,665	548,090	131,836				
Internet		96,198	100,092	101,686	101,893	399,869	96,858				
Others		30,575	34,198	28,620	31,060	124,453	26,132				
Reconciliations		-41,028	-39,260	-45,070	-46,952	-172,310	-43,248				

EBITDA (*) (Millions of yen)		FY2013 (*)					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated		354,272	483,827	477,961	462,432	1,778,492	592,058				
Mobile Communications		264,226	267,826	264,975	203,802	1,000,829	314,490				
Sprint (*)			115,671	120,429	176,242	412,342	190,326				
Fixed-line Telecommunications		43,444	46,526	44,527	35,882	170,379	40,656				
Internet		49,983	51,323	52,311	50,701	204,318	49,026				
Others		2,938	6,493	1,875	2,286	13,592	3,111				
Reconciliations		-6,319	-4,012	-6,156	-6,481	-22,968	-5,551				

Segment income (*) (Millions of yen)		FY2013 (*)					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated		250,973	237,187	203,914	186,514	878,588	337,057				
Mobile Communications		180,859	175,598	164,770	84,618	605,845	207,890				
Sprint (*)			-18,520	-31,982	44,383	-6,119	61,705				
Fixed-line Telecommunications		28,635	31,608	29,125	18,934	108,302	26,717				
Internet		46,762	48,105	48,611	45,471	188,949	45,483				
Others		1,351	4,744	-67	13	6,041	1,178				
Reconciliations		-6,634	-4,348	-6,543	-6,905	-24,430	-5,916				

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*EBITDA of each segment = segment income + depreciation and amortization

*Segment income = (net sales – cost of sales – selling, general and administrative expenses) in each segment

*In the Sprint segment, the earnings reflect the results of operations of Sprint since July 11, 2013.

Accounting - 3 EBITDA Margin, Segment Income Margin

Unaudited

EBITDA margin (*)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated	40.2%	28.2%	24.3%	22.0%	26.7%	29.7%				
Mobile Communications	39.9%	37.0%	32.4%	21.2%	31.6%	35.6%				
Sprint (*)		15.2%	13.0%	19.2%	15.9%	21.2%				
Fixed-line Telecommunications	32.6%	34.0%	32.5%	25.5%	31.1%	30.8%				
Internet	52.0%	51.3%	51.4%	49.8%	51.1%	50.6%				
Others	9.6%	19.0%	6.6%	7.4%	10.9%	11.9%				

Segment income margin	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated	28.5%	13.8%	10.4%	8.9%	13.2%	16.9%				
Mobile Communications	27.3%	24.2%	20.2%	8.8%	19.1%	23.5%				
Sprint (*)		-	-	4.8%	-	6.9%				
Fixed-line Telecommunications	21.5%	23.1%	21.3%	13.5%	19.8%	20.3%				
Internet	48.6%	48.1%	47.8%	44.6%	47.3%	47.0%				
Others	4.4%	13.9%	-	0.0%	4.9%	4.5%				

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*EBITDA margin = EBITDA / net sales

*In the Sprint segment, the earnings reflect the results of operations of Sprint since July 11, 2013.

Accounting - 4 Finance Cost, Other Non-operating Income and Loss

Unaudited

Finance cost (Millions of yen)		FY2013					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Finance cost		-27,383	-78,479	-80,770	-84,846	-271,478	-84,987				
Interest expense		-27,383	-78,479	-80,770	-84,846	-271,478	-84,987				

Other non-operating income and loss (Millions of yen)		FY2013					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Other non-operating income and loss		-11,543	12,382	39,744	3,498	44,081	10,251				
Interest income		17,336	1,948	760	971	21,015	989				
Derivative gain (loss)		-29,439	3,615	10,767	-4,531	-19,588	-1,542				
Gain from remeasurement relating to applying equity method		-	-	-	-	-	6,249				
Other		560	6,819	28,217	7,058	42,654	4,555				

Accounting - 5 Capital Expenditure, Depreciation and Amortization

Unaudited

Capital expenditure (acceptance basis) (Millions of yen)		FY2013					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated		180,712	352,320	404,569	307,649	1,245,250	296,011				
Mobile Communications		163,581	164,563	170,469	180,347	678,960	123,186				
Rental handsets for corporate customers (*)		6,027	7,608	7,424	12,533	33,592	8,130				
Sprint (*)			163,574	208,733	91,969	464,276	148,793				
Fixed-line Telecommunications		9,903	16,743	13,091	20,731	60,468	9,946				
Internet		4,393	2,746	9,194	9,706	26,039	8,534				
Others		2,835	4,694	3,082	4,896	15,507	5,552				

Depreciation and amortization (Millions of yen)		FY2013					FY2014				
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Consolidated		103,299	246,640	274,047	275,918	899,904	255,001				
Mobile Communications		83,367	92,228	100,205	119,184	394,984	106,600				
Sprint (*)			134,191	152,411	131,859	418,461	128,621				
Fixed-line Telecommunications		14,809	14,918	15,402	16,948	62,077	13,939				
Internet		3,221	3,218	3,700	5,230	15,369	3,543				
Others		1,902	2,085	2,329	2,697	9,013	2,298				

*The amounts of capital expenditure and depreciation and amortizations of the Sprint segment have been reflected since July 11, 2013.

*Rental handsets for corporate customers acquired by SoftBank Telecom.

Accounting - 6 Consolidated B/S Assets

(Millions of yen)	Mar. 2014 (*)	Jun. 2014	Change	Outline
Current assets	4,330,974	4,305,610	-25,364	
Cash and cash equivalents	1,963,490	1,902,452	-61,038	
Sprint	511,562	422,792	-88,770	
Trade and other receivables	1,669,545	1,613,536	-56,009	Decreased mainly due to a temporary increase in accounts receivable from dealers at the previous fiscal year-end caused by the competition to win customers under MNP*.
Sprint	370,564	379,242	8,678	
Other financial assets	164,727	185,658	20,931	
Inventories	251,677	300,112	48,435	
Other current assets	281,535	303,852	22,317	
Non-current assets	12,359,153	12,207,519	-151,634	
Property, plant and equipment	3,586,327	3,636,084	49,757	
Sprint	1,472,679	1,505,559	32,880	
Buildings and structures	258,637	258,294	-343	
Telecommunications equipment	2,827,064	2,844,951	17,887	Increased mainly due to the purchase of telecommunications equipment by Sprint segment and Mobile Communications segment.
Land	92,545	92,263	-282	
Construction in progress	266,136	289,249	23,113	
Other	141,945	151,327	9,382	
Goodwill	1,539,607	1,530,965	-8,642	
Sprint	286,258	280,056	-6,202	
Intangible assets	6,177,701	6,032,465	-145,236	
Sprint	5,303,382	5,158,375	-145,007	
FCC licenses	3,709,526	3,631,653	-77,873	
Sprint	3,709,526	3,631,653	-77,873	Decreased mainly due to the yen appreciating against the U.S. dollar.
Customer relationships	677,494	622,417	-55,077	
Sprint	579,885	530,688	-49,197	Decreased due to regular amortization and a change in foreign exchange rate.
Trademarks	675,450	665,003	-10,447	
Sprint	663,150	652,705	-10,445	Decreased mainly due to the yen appreciating against the U.S. dollar.
Software	647,386	670,169	22,783	
Game titles	166,522	151,443	-15,079	Supercell (-8,596), GungHo (-6,483)
Favorable lease contracts	140,217	134,274	-5,943	
Others	161,106	157,506	-3,600	
Investments accounted for using the equity method	304,318	257,386	-46,932	
Other financial assets	401,693	420,500	18,807	
Deferred tax assets	182,246	159,701	-22,545	
Other non-current assets	167,261	170,418	3,157	
Total assets	16,690,127	16,513,129	-176,998	

Sprint: Sprint Corporation, Supercell: Supercell Oy, GungHo: GungHo Online Entertainment

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*MNP: mobile number portability

Accounting - 7 Consolidated B/S Liabilities and Equity

(Millions of yen)	Mar. 2014 (*)	Jun. 2014	Change	Outline
Current liabilities	3,767,196	3,591,661	-175,535	
Interest-bearing debt	1,147,899	1,365,890	217,991	Increased due to the reclassification from non-current liabilities of the preferred (restricted voting) securities issued by SFJ Capital Limited (+199,578).
<i>Sprint</i>	101,977	81,846	-20,131	
Trade and other payables	1,705,956	1,543,077	-162,879	Decreased mainly due to a temporary increases in accounts payable relating to sales commissions to dealers and accounts payable to handset manufacturers at the previous fiscal year-end caused by the competition to win customers under MNP*.
Other financial liabilities	5,847	4,761	-1,086	
Income taxes payables	246,013	98,797	-147,216	BBM: Mar. 2014 (114,363) > Jun. 2014 (27,420) SBM: Mar. 2014 (30,421) > Jun. 2014 (15,710) Yahoo Japan: Mar. 2014 (40,455) > Jun. 2014 (13,045) SBTM: Mar. 2014 (18,628) > Jun. 2014 (4,146) GungHo: Mar. 2014 (8,856) > Jun. 2014 (19,131)
Provisions	93,115	75,021	-18,094	
Other current liabilities	568,366	504,115	-64,251	
Non-current liabilities	10,092,549	10,056,670	-35,879	
Interest-bearing debt	8,022,154	8,020,644	-1,510	Issuance of JPY 300,000 million of 45th series Unsecured Straight Bonds by SB (+296,251) and reclassification into current liabilities of 32nd series Unsecured Straight Bond (-24,973). Reclassification into current liabilities of the preferred (restricted voting) securities issued by SFJ Capital Limited.
<i>Sprint</i>	3,257,182	3,198,047	-59,135	Decreased mainly due to a decrease in Sprint's corporate bonds due the yen appreciating against the U.S. dollar.
Other financial liabilities	41,151	43,487	2,336	
Defined benefit liabilities	77,041	75,440	-1,601	
Provisions	136,920	133,321	-3,599	
Deferred tax liabilities	1,533,021	1,502,107	-30,914	
Other non-current liabilities	282,262	281,671	-591	
Total liabilities	13,859,745	13,648,331	-211,414	
Equity	2,830,382	2,864,798	34,416	
Equity attributable to owners of the parent	1,930,441	1,950,433	19,992	
Common stock	238,772	238,772	-	
Capital surplus	405,045	404,884	-161	
Retained earnings	1,168,266	1,221,739	53,473	Net income attributable to owners of the parent (+77,574) Year-end dividend (-23,769)
Treasury stock	-51,492	-51,260	232	
Accumulated other comprehensive income	169,850	136,298	-33,552	
Available-for-sale financial assets	14,122	14,500	378	
Cash flow hedges	-19,942	-16,183	3,759	
Exchange differences on translating foreign operations	175,670	137,981	-37,689	Decreased mainly due to the yen appreciating against the U.S. dollar.
Non-controlling interests	899,941	914,365	14,424	

Sprint: Sprint Corporation, BBM: BB Mobile, SBM: SoftBank Mobile, SBTM: SoftBank Telecom, GungHo: GungHo Online Entertainment, SB: SoftBank

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*MNP: mobile number portability

Accounting - 8 Sprint US-GAAP Bridge to SoftBank IFRSs

Income Statement (Apr. 1, 2014 - Jun. 30, 2014)

(Millions of USD)

Sprint Corporation	US-GAAP	Re-classification	Difference of recognition and measurement			IFRSs		SoftBank
		(1)	(2)	(3)	(4)	(Millions of USD)	(Millions of yen)	
			Liability to pay levies	Network restructuring cost	Other			
Net operating revenues	8,789					8,789	897,737	Net sales
Net operating expenses								
Cost of services and products	-4,678	-1,144	41	2	-1	-5,780	-590,392	Cost of sales
Selling, general and administrative	-2,284	-115			-6	-2,405	-245,640	Selling, general, and administrative expenses
Depreciation and amortization	-1,281	1,283			-2			
Other, net	-27			15		604	61,705	Segment income
Operating income	519	24	41	17	-9	592	60,493	Other operating loss
Interest expense	-512	-24			-2	-540	-55,179	Operating income
Other, net	1				1	2	171	Finance cost
Income before income taxes	8		41	15	-10	54	5,485	Other non-operating income
Income tax benefit	15				2	17	1,765	Income before income tax
Net income	23		41	15	-8	71	7,250	Income taxes
								Net income

* Average rate for the quarter is used for conversion of the U.S. dollars into yen (Apr. to Jun. 2014 USD 1 = approx. JPY 102).

(1) Mainly reclassification of depreciation and amortization to cost of sales and SGA.

Interest from asset retirement obligations (USD 24 million) is recorded as operating cost under US-GAAP and finance cost under IFRSs.

(2) Difference in recognition timing of liabilities / expenses related to levies (mainly property tax). Under IFRSs, liabilities / expenses are recognized when the payment obligation to the government occurs.

(3) Under US-GAAP, provision for network infrastructure restructuring (iDEN, Clearwire, etc.) is recognized when the payment obligation is probable.

Under IFRSs, the provision is booked when detailed formal plan is publicly announced (provision was booked at the timing of acquisition).

Balance Sheets (As of Jun. 30, 2014)

(Millions of USD)

Sprint Corporation	US-GAAP	Re-classification	Difference of recognition and measurement			(5) Adjustment on goodwill	IFRSs		SoftBank
		(1)	(2)	(3)	(4)		(Millions of USD)	(Millions of yen)	
			Network restructuring cost	Liability to pay levies	Other				
Assets									Assets
Current assets	11,374	-78			3		11,299	1,145,293	Current assets
Goodwill	6,343		339	77		-3,996	2,763	280,056	Goodwill
Other non-current assets	66,702	-135			10		66,577	6,748,294	Other non-current assets
Total assets	84,419	-213	339	77	13	-3,996	80,639	8,173,643	Total assets
Liabilities and shareholders' equity									Liabilities and equity
Current liabilities	9,436	118	97	81	1		9,733	986,486	Current liabilities
Non-current liabilities	49,619	-331	101		15		49,404	5,007,638	Non-current liabilities
Total liabilities	59,055	-213	198	81	16		59,137	5,994,124	Total liabilities
Shareholders' equity	25,364		141	-4	-3	-3,996	21,502	2,179,519	Total equity
Total liabilities and shareholders' equity	84,419	-213	339	77	13	-3,996	80,639	8,173,643	Total liabilities and equity

* June month end rate is used for conversion of the U.S. dollars into yen (USD 1 = approx. JPY101).

(1) i. Bond issuance related cost are capitalized under US-GAAP, while such costs are deducted from liabilities under IFRSs.

ii. Deferred tax assets recorded as current assets under USGAAP, is offset with non-current deferred tax liabilities under IFRSs.

iii. Uncertain tax position presented as non-current liabilities under US-GAAP is presented as current liabilities under IFRSs.

(2) Under US-GAAP, provision for network infrastructure restructuring (iDEN, Clearwire, etc.) is recognized when the payment obligation is probable.

Under IFRSs, the provision is booked when detailed formal plan is publicly announced, (provision was booked at the timing of acquisition).

(3) Difference in recognition timing of liabilities / expenses related to levies (mainly property tax). Under IFRSs, liabilities / expenses are recognized when the payment obligation to the government occurs.

(5) i. In relation to the acquisition of Sprint, SoftBank entered into a foreign currency forward contract, out of which USD 17.0 billion was accounted for under hedge accounting.

The fair value on the acquisition date of this hedging instrument (USD 3,081 million) is deducted from goodwill (basis adjustment).

ii. Elimination of goodwill relating to non-controlling interest of Sprint.

Finance - Interest-bearing Debt, Cash Position, Financial Indicators

Unaudited

Interest-bearing debt (Millions of yen)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Interest-bearing debt	4,617,693	8,840,164	9,220,097		9,170,054	9,386,533				
Corporate bonds and commercial paper	1,746,260	4,747,874	4,991,039		4,914,373	5,084,494				
Long-term borrowings	503,578	2,110,735	2,214,091		2,243,855	2,230,500				
Short-term borrowings	1,185,656	707,106	701,130		664,095	708,091				
Lease obligations	826,872	913,372	970,854		995,210	1,029,609				
Installment payables	157,437	162,765	144,249		153,363	134,260				
Preferred securities	197,890	198,312	198,734		199,156	199,578				

Interest-bearing debt and net interest-bearing debt (Millions of yen)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Interest-bearing debt	4,617,693	8,840,164	9,220,097		9,170,054	9,386,533				
Cash position (*)	2,094,214	2,681,664	2,231,417		2,110,768	2,071,042				
Net interest-bearing debt (*)	2,523,479	6,158,500	6,988,680		7,059,286	7,315,492				

Cash position (Millions of yen)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Cash position	2,094,214	2,681,664	2,231,417		2,110,768	2,071,042				
Unused portion of credit line facility (*)	-	-	-		100,000	100,000				
Cash position + unused portion of credit line facility	2,094,214	2,681,664	2,231,417		2,210,768	2,171,042				

Interest coverage ratio (*) (Times)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Interest coverage ratio	12.9	6.2	5.9	5.5	6.6	7.0				

Debt / equity ratio (Times)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Debt / equity ratio	2.4	5.1	4.7		4.8	4.8				
Net debt / equity ratio	1.3	3.5	3.5		3.7	3.8				

Interest-bearing debt / EBITDA ratio (*) (Times)	FY2013 (*)					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Interest-bearing debt / EBITDA ratio	3.3	4.5	4.7		4.7	4.0				
Net interest-bearing debt / EBITDA ratio	1.8	3.1	3.5		3.6	3.1				

*Retrospective adjustments are made in accordance with the adoption of IFRIC 21 "Levies."

*Cash position = cash and cash equivalents + short-term investments recorded as current assets (FY13/Q2 includes Sprint's restricted cash).

*Net interest-bearing debt = interest-bearing debt - cash position

*Unused portion of credit line facility = credit line facility size - credit line borrowings

*Interest coverage ratio = EBITDA / finance cost (interest expense)

*Debt / equity ratio = interest-bearing debt / equity attributable to owners of the parent

*EBITDA = net sales - cost of sales - selling, general and administrative expenses + depreciation and amortization

*Interest-bearing debt / EBITDA ratio is annualized cumulative EBITDA of each quarter-end.

EBITDA of FY13/Q2 is the sum of annualized cumulative EBITDA of segments other than Sprint and Sprint's FY2013 annual EBITDA forecast (average).

EBITDA of FY13/Q3 is the sum of annualized cumulative EBITDA of segments other than Sprint and Sprint's FY2013 annual EBITDA.

EBITDA of FY13/Q4 is calculated by adding the annualized Sprint segment's EBITDA (aggregated amount from July 11, 2013 to March 31, 2014) to the remaining segments' EBITDA.

Operation - 1 Mobile Communications - 1

Cumulative subscribers (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
SoftBank Mobile	33,290	34,068	34,760		35,925	36,482				
Ymobile (*)	9,542	9,725	9,899		10,011	10,002				
PHS	5,199	5,310	5,403		5,546	5,516				

Net additions (SoftBank Mobile) (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Total	810	778	692	1,165	3,445	557				
Postpaid	818	790	716	1,202	3,526	591				
Prepaid	-8	-12	-24	-36	-81	-34				

Handsets shipped (SoftBank Mobile) (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Total	2,575	2,734	3,347	3,377	12,033	1,769				

Units sold (SoftBank Mobile) (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Total	3,023	3,150	3,713	4,289	14,175	2,533				
New subscriptions	1,790	1,904	2,015	2,921	8,629	1,761				
Handset upgrades	1,233	1,246	1,698	1,368	5,546	772				

*The number of cumulative subscribers and net additions include prepaid mobile phones and communication module service subscribers.

*eAccess changed its company name to Ymobile on July 1, 2014. eAccess merged with WILLCOM on June 1, 2014.

The number of subscribers for the services provided by Ymobile under the "Y!mobile" (formerly "EMOBILE" or "WILLCOM") brand utilizing the communication network of SoftBank Mobile is not included.

*Handsets shipped: the number of handsets shipped (sold) to dealers.

Includes the number of handsets sold to customers at stores operated by SoftBank Mobile and the SoftBank ONLINE SHOP.

*Units sold: the total number of new subscriptions and handset upgrades.

Operation - 1 Mobile Communications - 2

Operational data (SoftBank Mobile) (Yen)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
ARPU	4,460	4,520	4,490	4,340	4,450	4,280				
Data ARPU	2,870	2,930	2,960	2,970	2,930	2,960				
Monthly Discounts	860	840	830	830	840	830				
Churn rate	0.99%	1.12%	1.28%	1.66%	1.27%	1.11%				
Postpaid	0.94%	1.06%	1.24%	1.63%	1.22%	1.07%				
Upgrade rate	1.25%	1.23%	1.64%	1.30%	1.36%	0.71%				

*ARPU (Average Revenue Per User per month) (rounded to the nearest JPY10)

*ARPU = (data-related revenue + basic monthly charge, voice-related revenues, etc.) / number of active subscribers

Data ARPU = data-related revenue / number of active subscribers

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period ((subscribers at the beginning of the month + subscribers at the end of the month) / 2)

Data-related revenue: packet communication and flat-rate charges, basic monthly Internet connection charges, content-related revenues, etc.

Basic monthly charge and voice-related revenues: basic monthly usage charges, voice call charges, revenues from incoming calls, device warrantee services, advertising, etc.

Revenues from incoming calls: interconnection charges received from other operators for voice calls from their customers on their network to SoftBank Mobile phones as a charge for the services provided in the SoftBank Mobile service area

(Calculation of ARPU excludes subscribers and revenue and revenues related to communication modules)

*ARPU in the fourth quarter of each fiscal year includes impact from revision of interconnection charges

*Churn rate = number of churn / number of active subscribers (rounded to the nearest 0.01%)

Number of churn: total number of subscribers that churned during the relevant period

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period ((subscribers at the beginning of the month + subscribers at the end of the month) / 2)

*Upgrade rate = number of upgrades / number of active subscribers (rounded off to the nearest 0.01%)

Number of upgrades = total number of upgrades during the relevant period

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period ((subscribers at the beginning of the month + subscribers at the end of the month) / 2)

Operation - 2 Sprint

Cumulative subscribers (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
	Three-month Period Ended Jun 30, 2013	Three-month Period Ended Sep 30, 2013	Three-month Period Ended Dec 31, 2013	Three-month Period Ended Mar 31, 2014	Fiscal Year Ended March 31, 2014	Three-month Period Ended Jun 30, 2014	Three-month Period Ended Sep 30, 2014	Three-month Period Ended Dec 31, 2014	Three-month Period Ended Mar 31, 2015	Fiscal Year Ending March 31, 2015
Sprint total	53,588	54,877	55,354		54,887	54,553				
Sprint platform	53,376	53,252	53,934		53,551	53,331				
Postpaid	30,451	30,091	30,149		29,918	29,737				
Prepaid	15,215	15,299	15,621		15,257	14,715				
Wholesale & affiliate	7,710	7,862	8,164		8,376	8,879				
U.S. Cellular and Clearwire (*)	212	1,625	1,420		1,336	1,222				

Net additions (Sprint platform) (*) (Thousands)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
	Three-month Period Ended Jun 30, 2013	Three-month Period Ended Sep 30, 2013	Three-month Period Ended Dec 31, 2013	Three-month Period Ended Mar 31, 2014	Fiscal Year Ended March 31, 2014	Three-month Period Ended Jun 30, 2014	Three-month Period Ended Sep 30, 2014	Three-month Period Ended Dec 31, 2014	Three-month Period Ended Mar 31, 2015	Fiscal Year Ending March 31, 2015
Total	-520	-95	682	-383		-220				
Postpaid	194	-360	58	-231		-181				
Prepaid	-486	84	322	-364		-542				
Wholesale & affiliate	-228	181	302	212		503				

ARPU (Sprint platform) (*) (USD / month)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
	Three-month Period Ended Jun 30, 2013	Three-month Period Ended Sep 30, 2013	Three-month Period Ended Dec 31, 2013	Three-month Period Ended Mar 31, 2014	Fiscal Year Ended March 31, 2014	Three-month Period Ended Jun 30, 2014	Three-month Period Ended Sep 30, 2014	Three-month Period Ended Dec 31, 2014	Three-month Period Ended Mar 31, 2015	Fiscal Year Ending March 31, 2015
Postpaid	64.20	64.28	64.11	63.52		62.07				
Prepaid	26.96	25.33	26.78	26.45		27.38				

Churn rate (Sprint platform) (*) (% / month)	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
	Three-month Period Ended Jun 30, 2013	Three-month Period Ended Sep 30, 2013	Three-month Period Ended Dec 31, 2013	Three-month Period Ended Mar 31, 2014	Fiscal Year Ended March 31, 2014	Three-month Period Ended Jun 30, 2014	Three-month Period Ended Sep 30, 2014	Three-month Period Ended Dec 31, 2014	Three-month Period Ended Mar 31, 2015	Fiscal Year Ending March 31, 2015
Postpaid	1.83%	1.99%	2.07%	2.11%		2.05%				
Prepaid	5.22%	3.57%	3.01%	4.33%		4.44%				

*Cumulative subscribers and net additions include the number of communication module service subscribers.

* Sprint acquired 411,000 subscribers (352,000 postpaid subscribers and 59,000 prepaid subscribers) through the acquisition of assets from U.S. Cellular in conjunction with its acquisition of U.S. Cellular when the transaction closed on May 17, 2013. Sprint also acquired 1,602,000 subscribers (788,000 postpaid subscribers, 721,000 prepaid subscribers, and 93,000 wholesale subscribers), in conjunction with its acquisition of Clearwire when the transaction closed on July 9, 2013, and transferred 29,000 Sprint wholesale subscribers relating to a Clearwire MVNO arrangement that were originally recognized on "Sprint platform," to "U.S. Cellular and Clearwire."

*ARPU: Average Revenue Per User per month (rounded to the nearest USD.01)

ARPU = service revenue / number of active subscribers

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period ((subscribers at the beginning of the month + subscribers at the end of the month) / 2)

*Churn rate = number of deactivations / number of active subscribers (rounded to the nearest 0.01%)

Deactivations: the total number of subscribers that churned during the relevant period. The number of deactivations excludes the number of subscribers who switch between prepaid and postpaid.

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period ((subscribers at the beginning of the month + subscribers at the end of the month) / 2)

Operation - 3 Fixed-line Telecommunications

Broadband service	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Yahoo! BB ADSL cumulative subscribers (thousands) (*)	2,080	1,997	1,921		1,846	1,772				
Yahoo! BB hikari with FLET'S cumulative subscribers (thousands) (*)	2,203	2,290	2,378		2,504	2,586				

*Yahoo! BB ADSL cumulative subscribers: number of subscribers for which connection construction for ADSL line at central office of NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION ("NTT East") or NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION ("NTT West") is complete (including suspending plans).

*Yahoo! BB hikari with FLET'S: a broadband connection service that combines the Internet connection service Yahoo! BB and the FLET'S Hikari fiber-optic connection provided by NTT East and NTT West. FLET'S and FLET'S Hikari are registered trademarks of NTT East and NTT West.

*Yahoo! BB hikari with FLET'S number of cumulative subscribers: number of users for which connection construction for FLET'S Hikari line at central office of NTT East or NTT West is complete and who are provided with services.

Fixed-line service	FY2013					FY2014				
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year
Cumulative number of OTOKU Line lines (thousands)	1,703	1,711	1,707		1,710	1,704				

Reference - 1 Main Financing Activities in FY 2014

<Procurement>

Bond	45th Unsecured Straight Corporate Bond (Fukuoka SoftBank HAWKS Bond)	JPY 300.0bn	May 2014

Reference - 2 Corporate Bonds and Commercial Paper Details (consolidated)

(Millions of yen ; unless otherwise stated)

Commercial paper, Bond	Maturity date	Interest rate (%, year)	Mar. 14 Amount of issue	Jun. 14 Amount of issue	Jun. 14 Balance
SoftBank					
Commercial paper	—	—	32,000	32,000	32,000
37th series Unsecured Straight Bond	Jun. 10, 2014	0.650	30,000	—	—
26th series Unsecured Straight Bond	Jun. 19, 2014	4.360	14,900	—	—
30th series Unsecured Straight Bond	Mar. 11, 2015	3.350	30,000	30,000	29,982
32nd series Unsecured Straight Bond	Jun. 2, 2015	1.670	25,000	25,000	24,979
34th series Unsecured Straight Bond	Jan. 25, 2016	1.100	45,000	45,000	44,940
36th series Unsecured Straight Bond (Fukuoka SoftBank HAWKS Bond)	Jun. 17, 2016	1.000	100,000	100,000	99,798
42nd series Unsecured Straight Bond	Mar. 1, 2017	1.467	70,000	70,000	69,819
41st series Unsecured Straight Bond (Fukuoka SoftBank HAWKS Bond)	Mar. 10, 2017	1.470	300,000	300,000	296,965
40th series Unsecured Straight Bond	Sep. 14, 2017	0.732	10,000	10,000	9,970
39th series Unsecured Straight Bond (Fukuoka SoftBank HAWKS Bond)	Sep. 22, 2017	0.740	100,000	100,000	99,670
35th series Unsecured Straight Bond	Jan. 25, 2018	1.660	10,000	10,000	9,977
43rd series Unsecured Straight Bond (Fukuoka SoftBank HAWKS Bond)	Jun. 20, 2018	1.740	400,000	400,000	396,013
44th series Unsecured Straight Bond	Nov. 27, 2020	1.689	50,000	50,000	49,793
45th series Unsecured Straight Bond (Fukuoka SoftBank HAWKS Bond)	May 30, 2019	1.450	—	300,000	296,251
USD-denominated Senior Notes due year 2020	Apr. 15, 2020	4.500	USD 2,485mil	USD 2,485mil	248,414
EUR-denominated Senior Notes due year 2020	Apr. 15, 2020	4.625	EUR 625mil	EUR 625mil	85,102
Sub Total					1,793,672
Ymobile					
USD-denominated Senior Notes due year 2018	Apr. 1, 2018	8.250	USD 420mil	USD 420mil	42,185
EUR-denominated Senior Notes due year 2018	Apr. 1, 2018	8.375	EUR 200mil	EUR 200mil	27,477
Sub Total					69,663
Brightstar					
Senior Notes due 2016	Dec. 1, 2016	9.500	USD 350mil	USD 350mil	39,460
Senior Notes due 2018	Aug. 1, 2018	7.250	USD 250mil	USD 250mil	27,346
Sub Total					66,806

(Millions of yen ; unless otherwise stated)

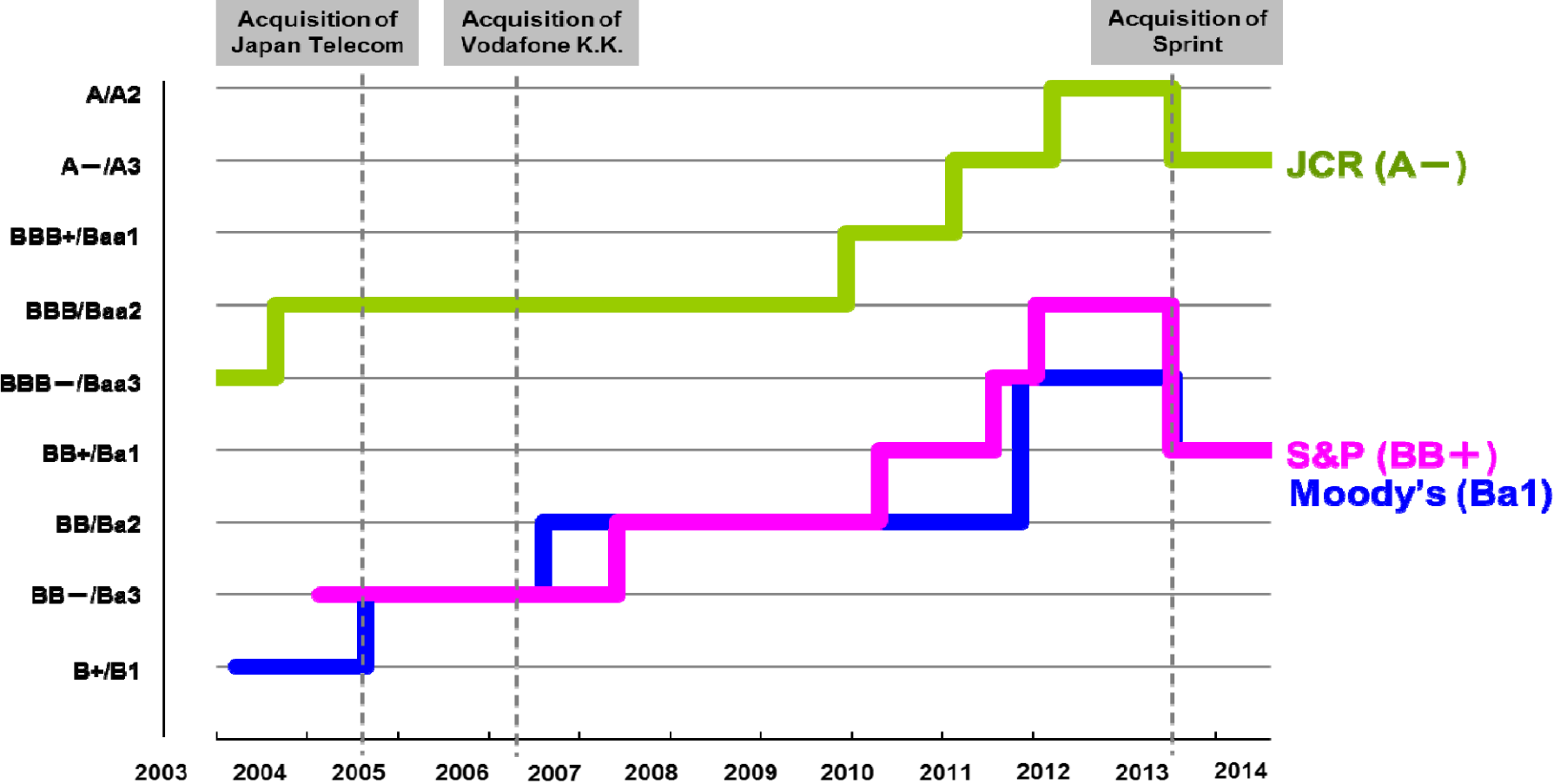
Commercial paper, Bond	Maturity date	Interest rate (%, year)	Mar. 14 Amount of issue	Jun. 14 Amount of issue	Jun. 14 Balance
Sprint					
Sprint Corporation					
7.25% Notes due 2021	Sep. 15, 2021	7.250	USD 2,250mil	USD 2,250mil	224,847
7.875% Notes due 2023	Sep. 15, 2023	7.875	USD 4,250mil	USD 4,250mil	424,591
7.125% Notes due 2024	Jun. 15, 2024	7.125	USD 2,500mil	USD 2,500mil	249,674
Sprint Communications, Inc.					
Export Development Canada Facility (Tranche 2)	Dec. 15, 2015	3.579	USD 500mil	USD 500mil	50,680
6% Senior Notes due 2016	Dec. 1, 2016	6.000	USD 2,000mil	USD 2,000mil	211,604
9.125% Senior Notes due 2017	Mar. 1, 2017	9.125	USD 1,000mil	USD 1,000mil	112,649
8.375% Senior Notes due 2017	Aug.15, 2017	8.375	USD 1,300mil	USD 1,300mil	144,157
9% Guaranteed Notes due 2018	Nov. 15, 2018	9.000	USD 3,000mil	USD 3,000mil	346,908
7% Guaranteed Notes due 2020	Mar.1, 2020	7.000	USD 1,000mil	USD 1,000mil	108,475
7% Senior Notes due 2020	Aug. 15, 2020	7.000	USD 1,500mil	USD 1,500mil	157,542
11.5% Senior Notes due 2021	Nov. 15, 2021	11.500	USD 1,000mil	USD 1,000mil	132,820
9.25% Debentures due 2022	Apr. 15, 2022	9.250	USD 200mil	USD 200mil	24,073
6% Senior Notes due 2022	Nov. 15, 2022	6.000	USD 2,280mil	USD 2,280mil	228,028
Sprint Capital Corporation					
6.9% Senior Notes due 2019	May 1, 2019	6.900	USD 1,729mil	USD 1,729mil	180,293
6.875% Senior Notes due 2028	Nov. 15, 2028	6.875	USD 2,475mil	USD 2,475mil	233,347
8.75% Senior Notes due 2032	Mar. 15, 2032	8.750	USD 2,000mil	USD 2,000mil	217,105
Clearwire Communications LLC					
14.75% First-Priority Senior Secured Notes due 2016	Dec. 1, 2016	14.750	USD 300mil	USD 300mil	38,546
8.25% Exchangeable Notes due 2040	Dec. 1, 2040	8.250	USD 629mil	USD 629mil	68,779
iPCS Inc.					
Second Lien Senior Secured Floating Rate Notes due 2014	May 1, 2014	3.488	USD 181mil	—	—
Other			USD 0.46mil	USD 0.36mil	36
Sub Total					3,154,153
Other					
					200
Total Balance					5,084,494

*Unsecured straight corporate bonds issued by SoftBank (including foreign currency denominated bonds) are guaranteed by SoftBank Mobile and SoftBank Telecom.

*eAccess changed its company name to Ymobile on July 1, 2014.

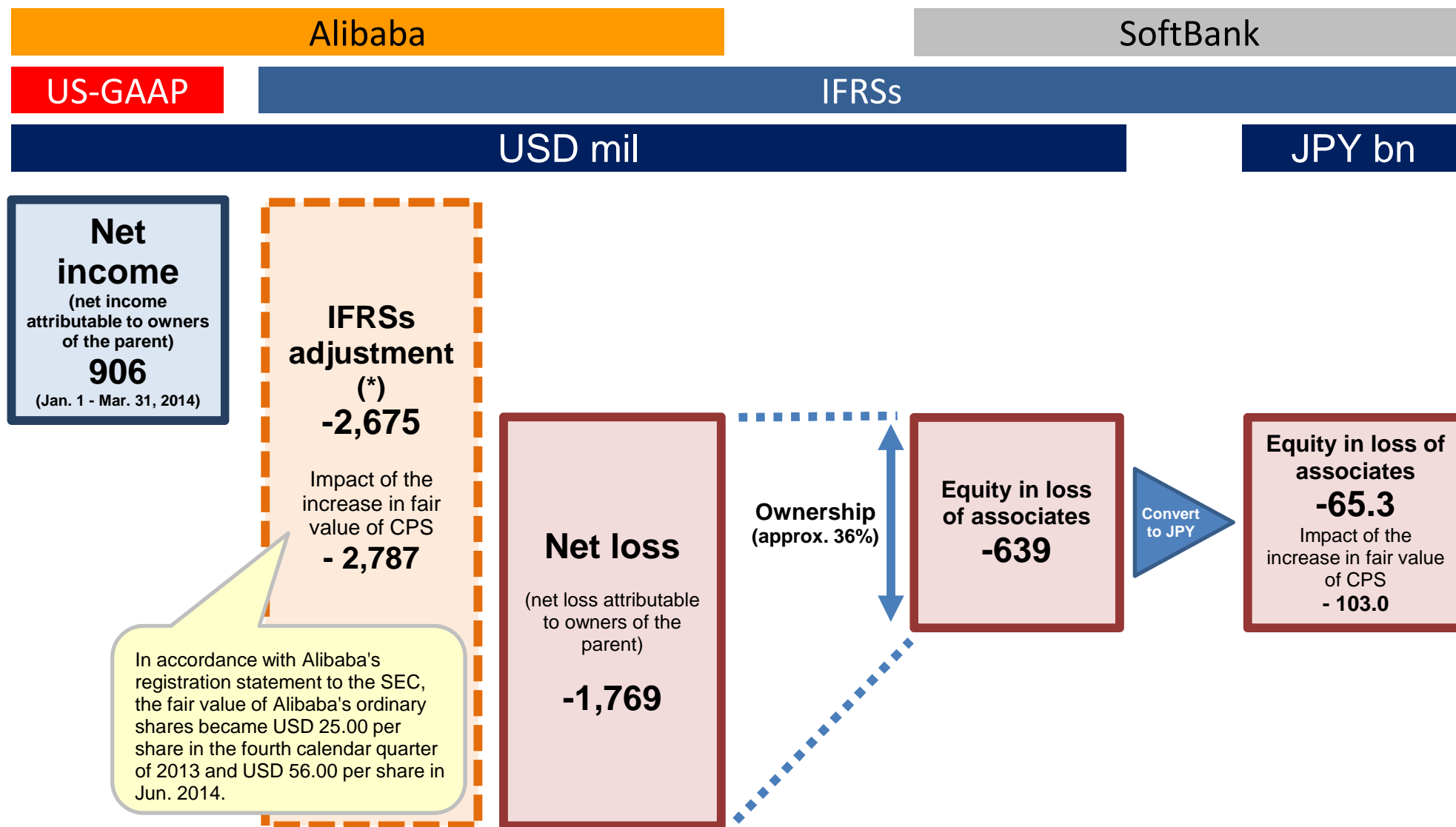
*Corporate bonds issued by Brightstar are guaranteed by SoftBank.

Reference - 3 Trend of Credit Rating of SoftBank



*Calendar year

Reference - 4 Recognition of Alibaba's Income and Loss by SoftBank



*IFRSs adjustments are mainly from the change in the fair value (Jan. 1 - Jun. 30, 2014) of Convertible Preference Shares (CPS) issued by Alibaba. (US-GAAP: recorded as mezzanine equity at the amount paid / IFRSs: recorded as liability at fair value. Fluctuations in the fair value recognized as net profit or loss). When CPS is automatically converted into ordinary shares upon the pending completion of the public offering, the CPS recorded under liabilities will be reclassified to equity at fair value under IFRSs.