

Earnings Results for the Fiscal Year Ended March 31, 2015

**May 11, 2015
SoftBank Corp.**

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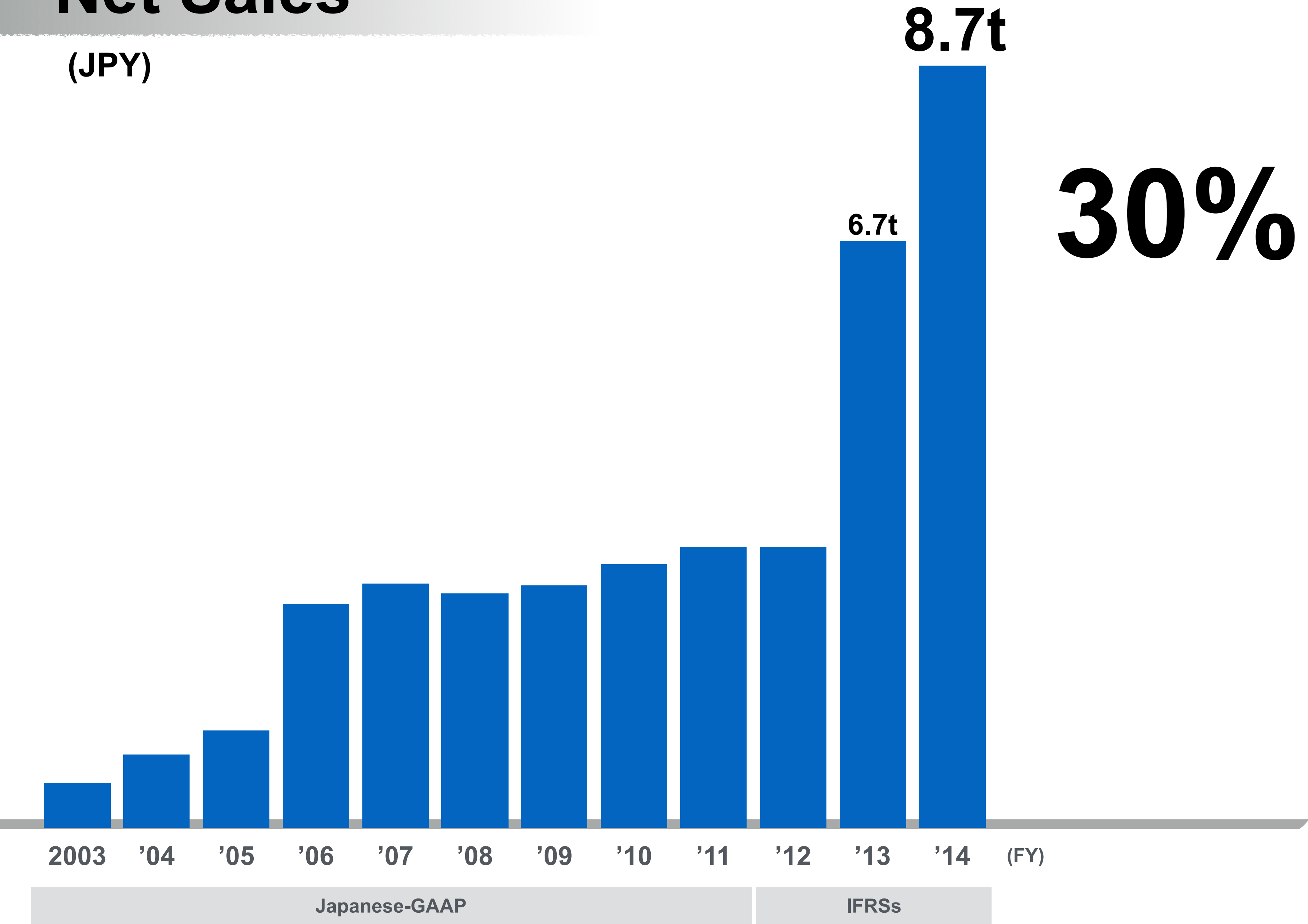
Consolidated Results of Operations

Net Sales

(JPY)

YoY

30% increase

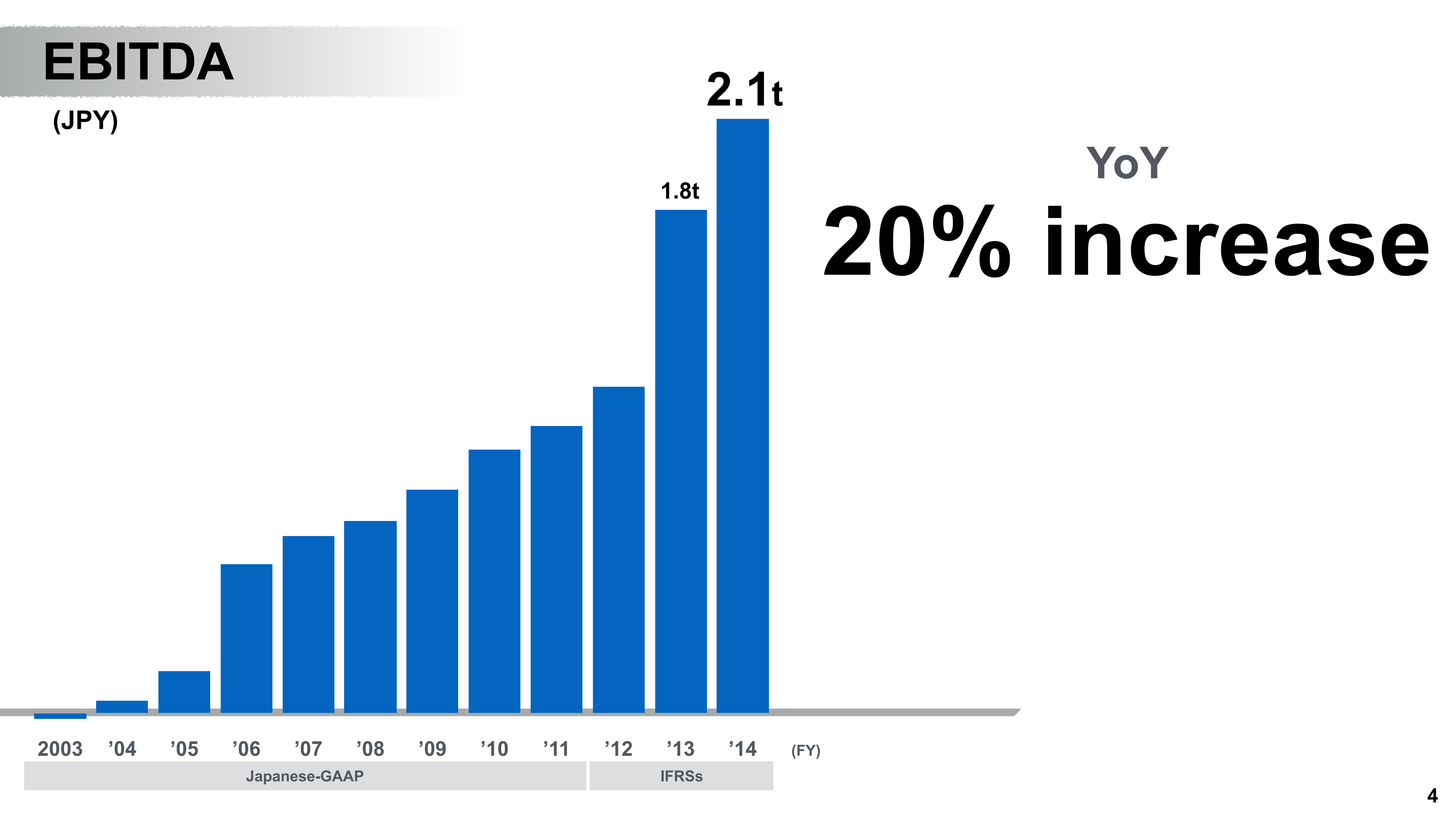


EBITDA

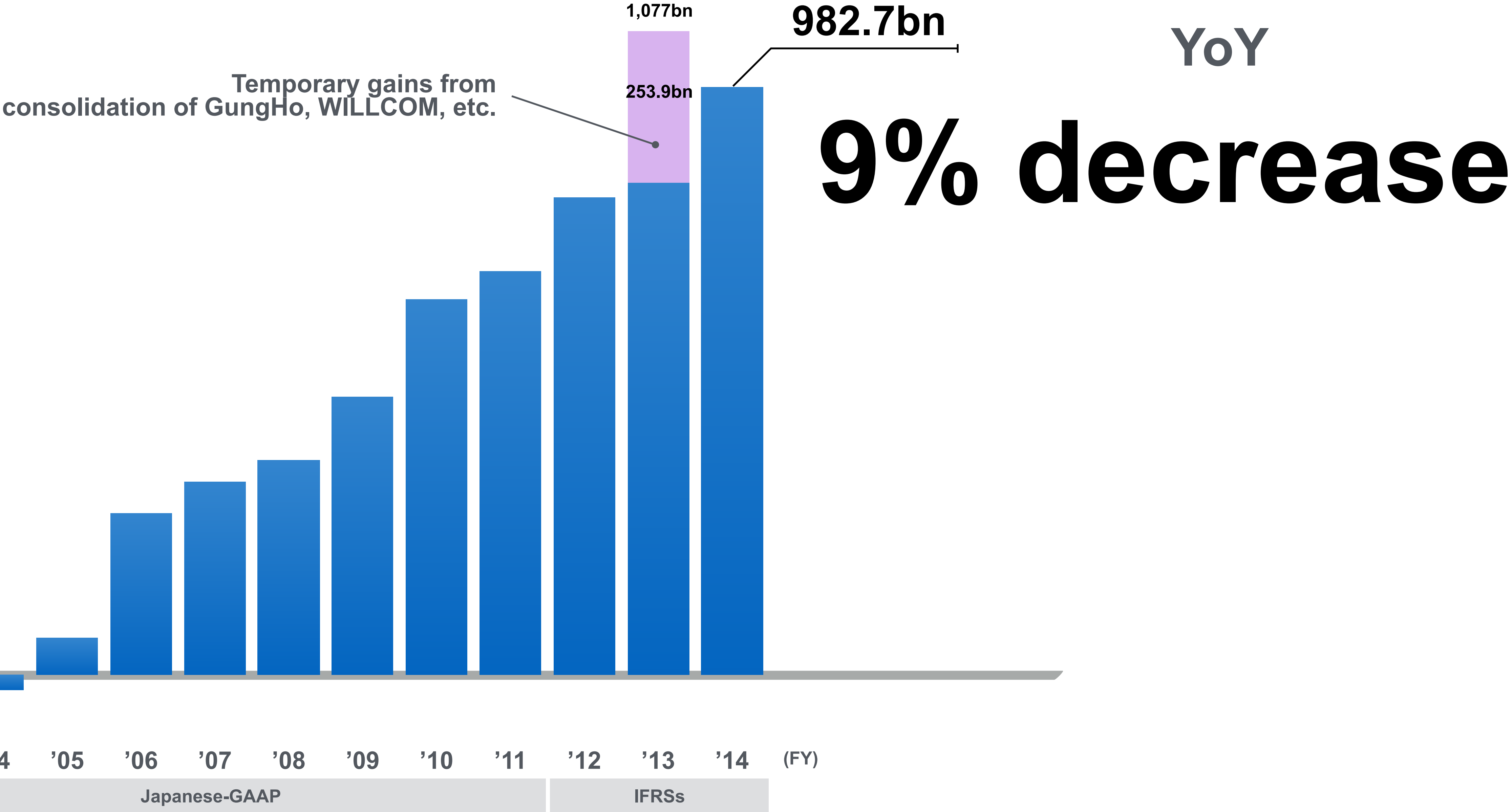
(JPY)

YoY

20% increase



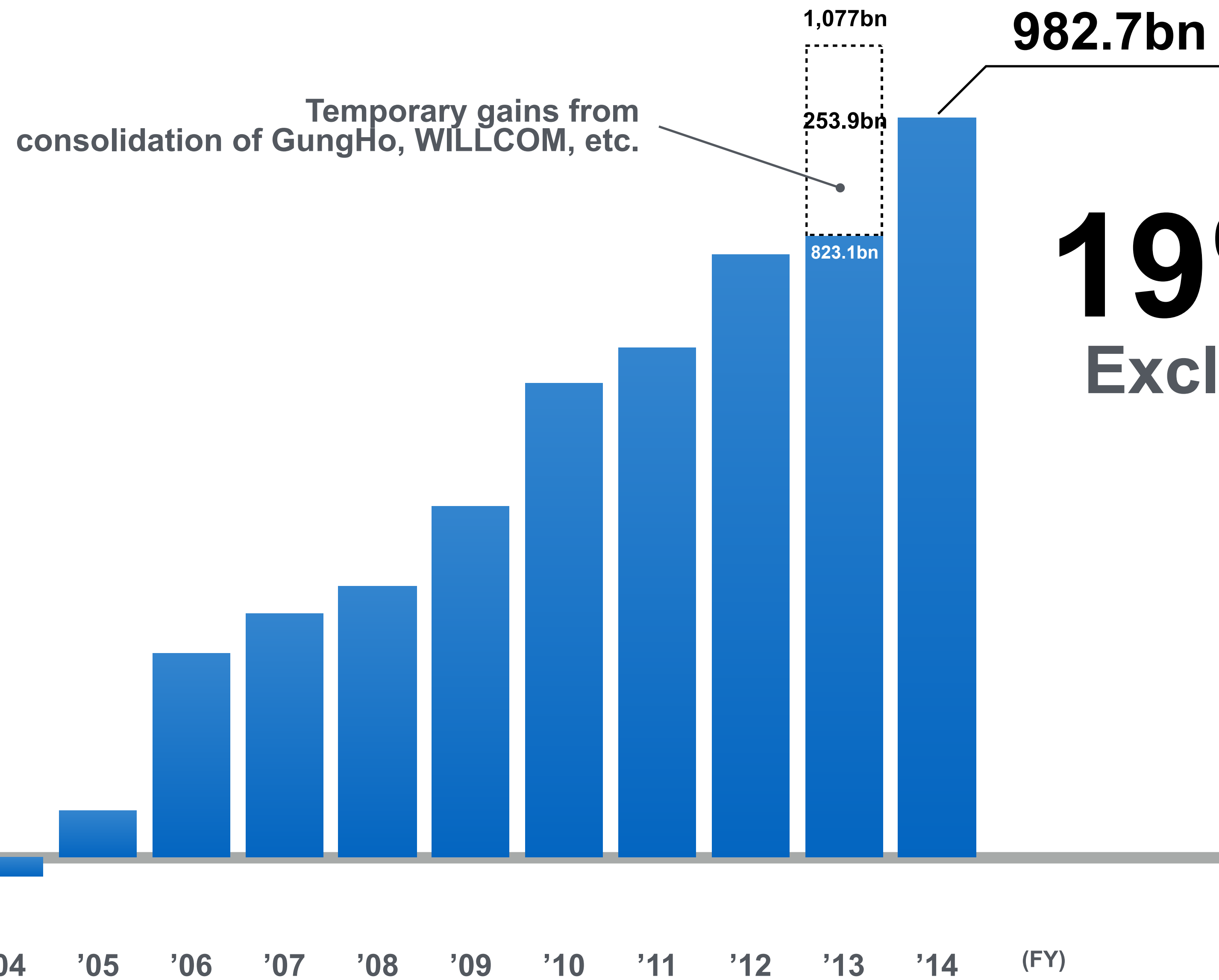
EBIT
(Operating income)
(JPY)



EBIT

(Operating income)

(JPY)



19% increase
Excluding temporary gains

2003 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 (FY)

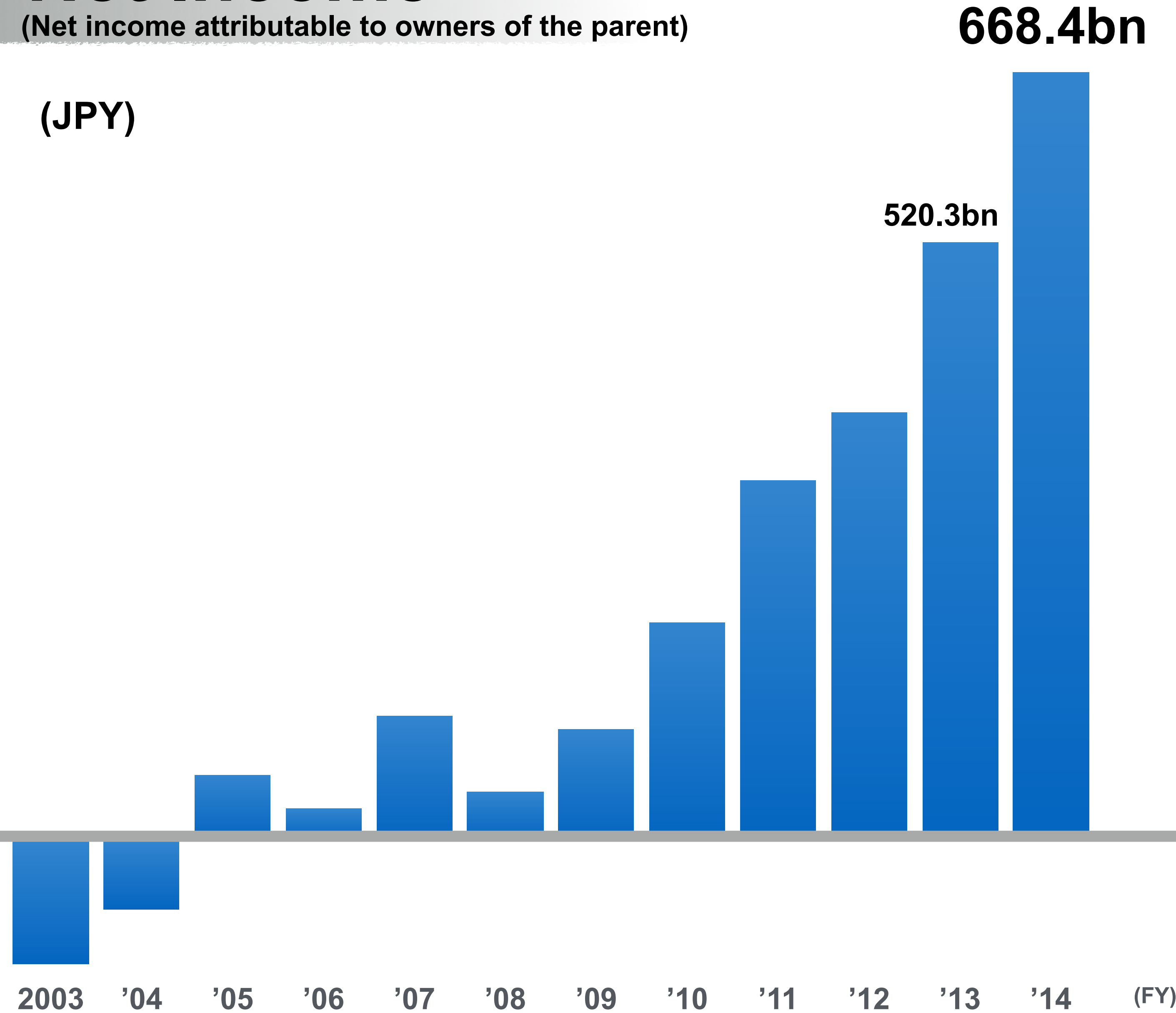
Japanese-GAAP

IFRSs

Net Income

(Net income attributable to owners of the parent)

(JPY)



YoY

29% increase

*Includes JPY 405.8bn, dilution gain from changes in equity interest related to Alibaba in FY14.

Japanese-GAAP

IFRSs

Dividend per Share

FY2013

FY2014

Interim dividend	JPY 20	JPY 20
Year-end dividend	JPY 20	JPY 20 (Plan)
Annual dividend	JPY 40	JPY 40 (Plan)

No change in dividend policy

 SoftBank

Telecom

Internet

 SoftBank

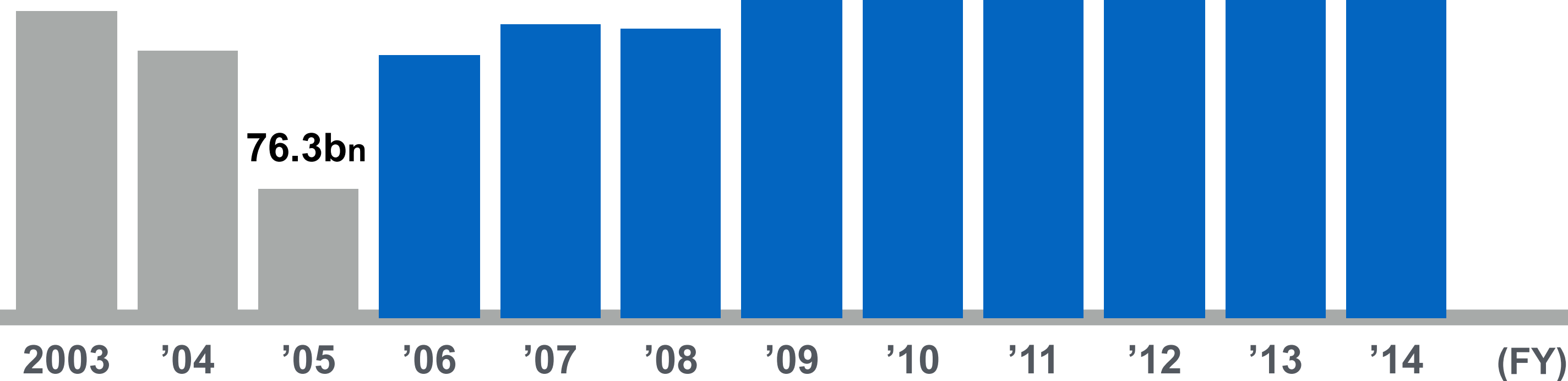
Telecom

Internet

Mobile EBIT

(Mobile operating income)
(JPY)

SoftBank



9x
in 9 years

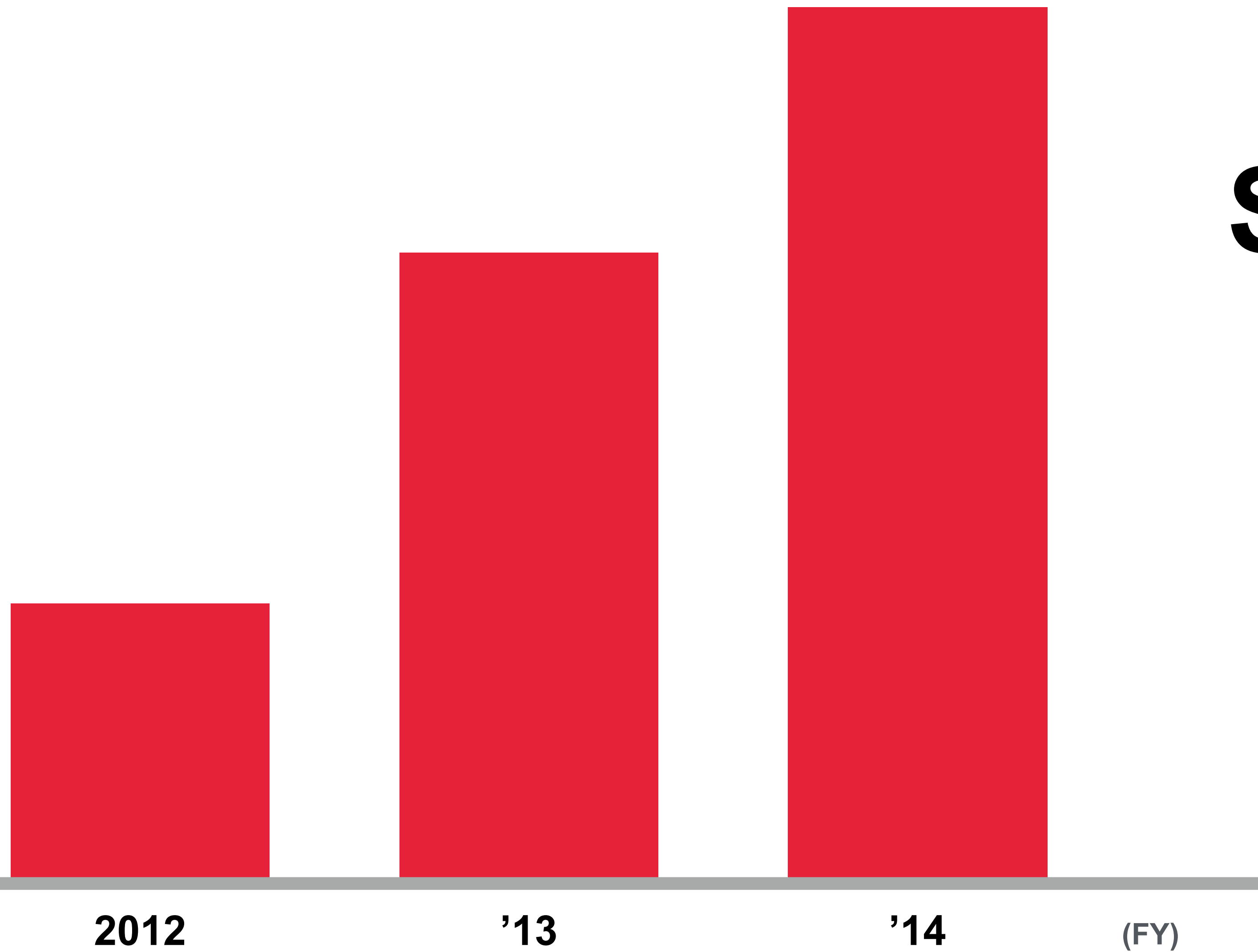


*FY2006-2011: operating income of Mobile Communications business
FY2012-2014: segment income of Mobile Communications business

Smartphone Gross Adds



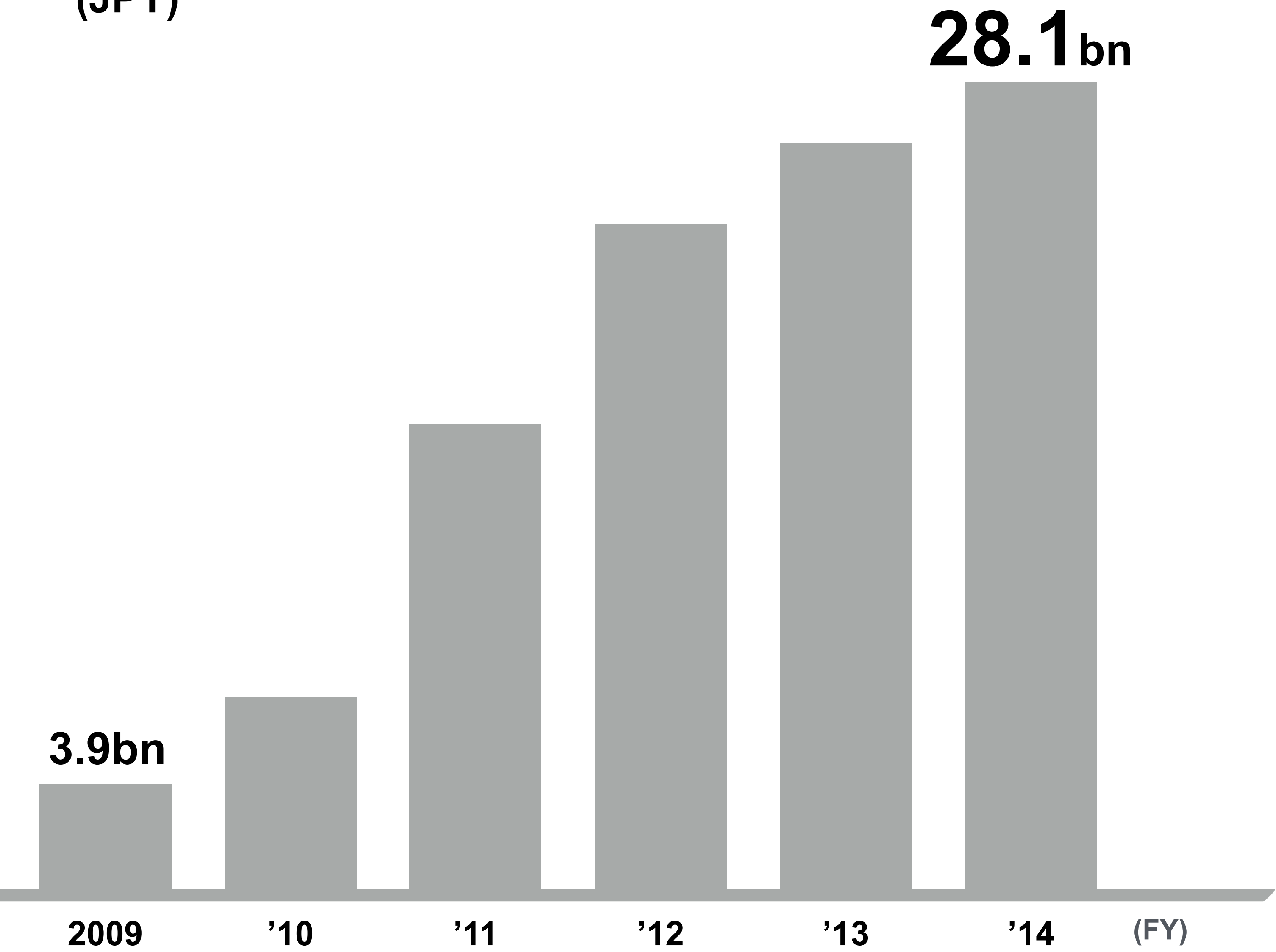
Up 39% YoY
Steady increase



SoftBank SELECTION Business Sales

(JPY)

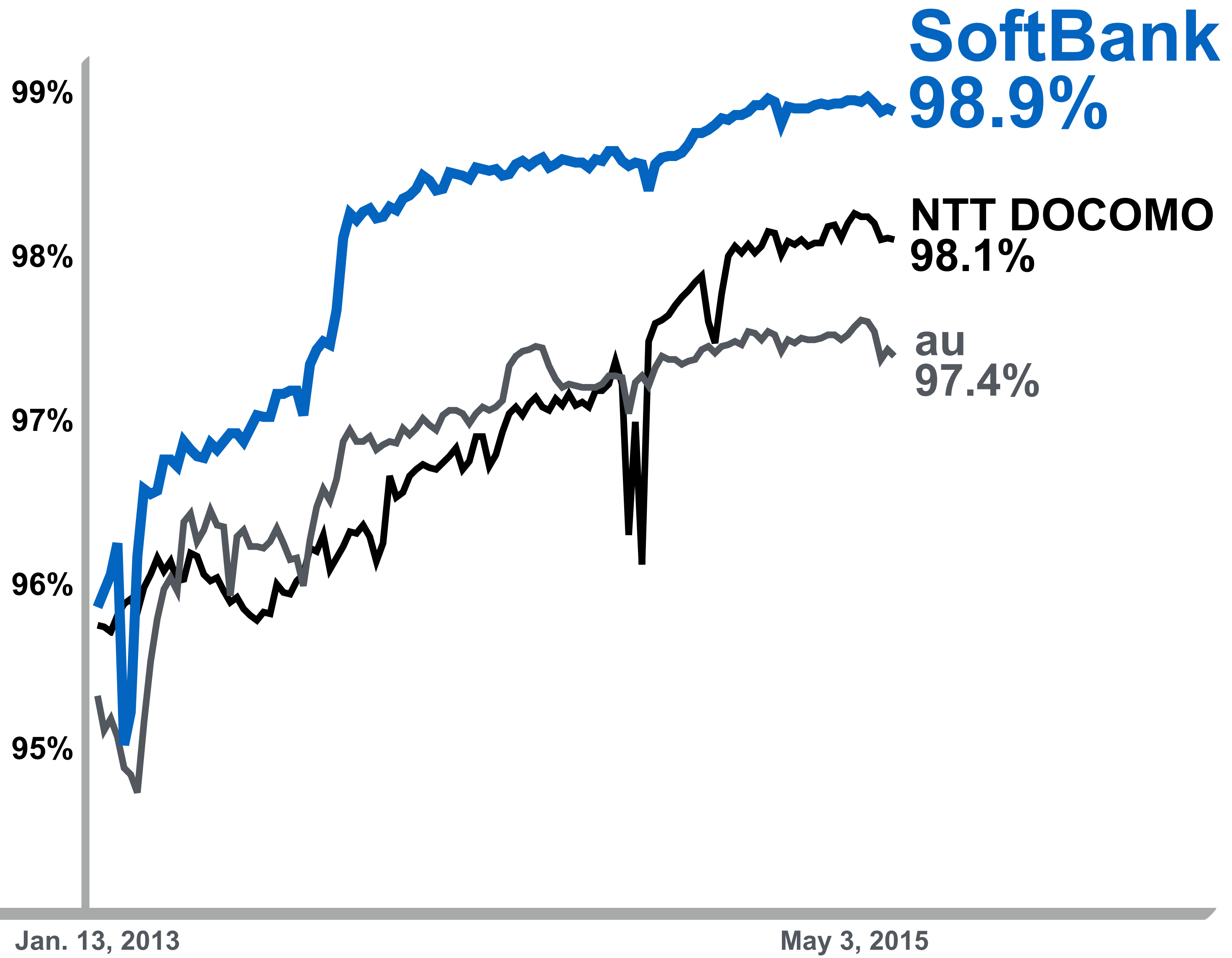
SoftBank
SELECTION



7x
in 5 years



Smartphone Data Connectivity (nationwide)

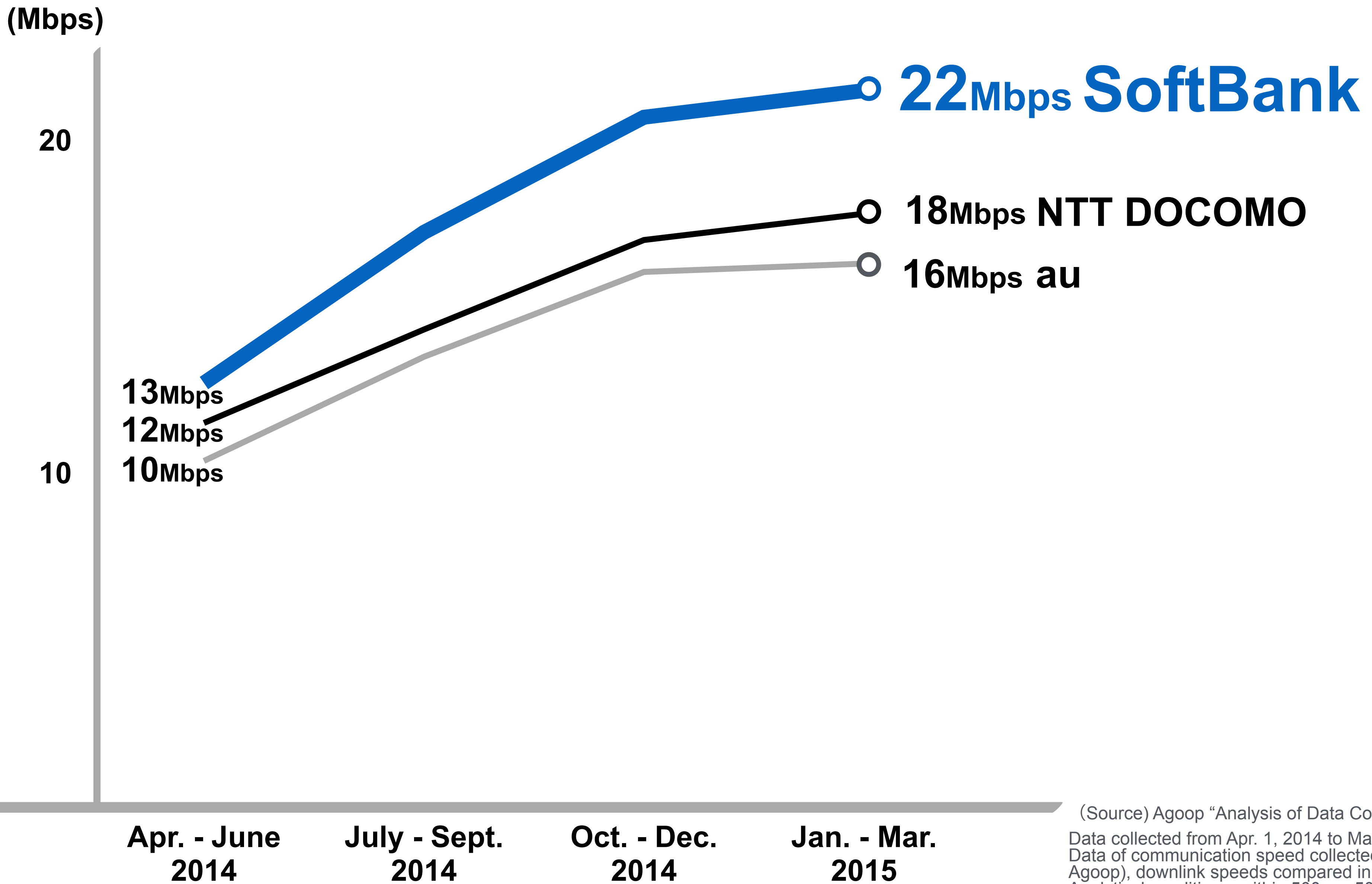


**Maintain
high level**



*Statistics analyzed by Agoop Corp. Platinum band-compatible smartphone data connection: total 120,000 platinum band-compatible smartphone (40,000 for each operator) were randomly selected for Checker app (by Agoop).

Smartphone Communication Speed (nationwide)



Maintain high level



(Source) Agoop "Analysis of Data Communication Speed of Smartphones"
Data collected from Apr. 1, 2014 to Mar. 31, 2015 nationwide.
Data of communication speed collected through the Network Connection Checker app (by Agoop), downlink speeds compared in the graph.
Analytical conditions: within 500m x 500m areas that obtained catalogs for all 3 operators.
*Refer to Agoop website for details.

Ken Miyauchi

President & CEO

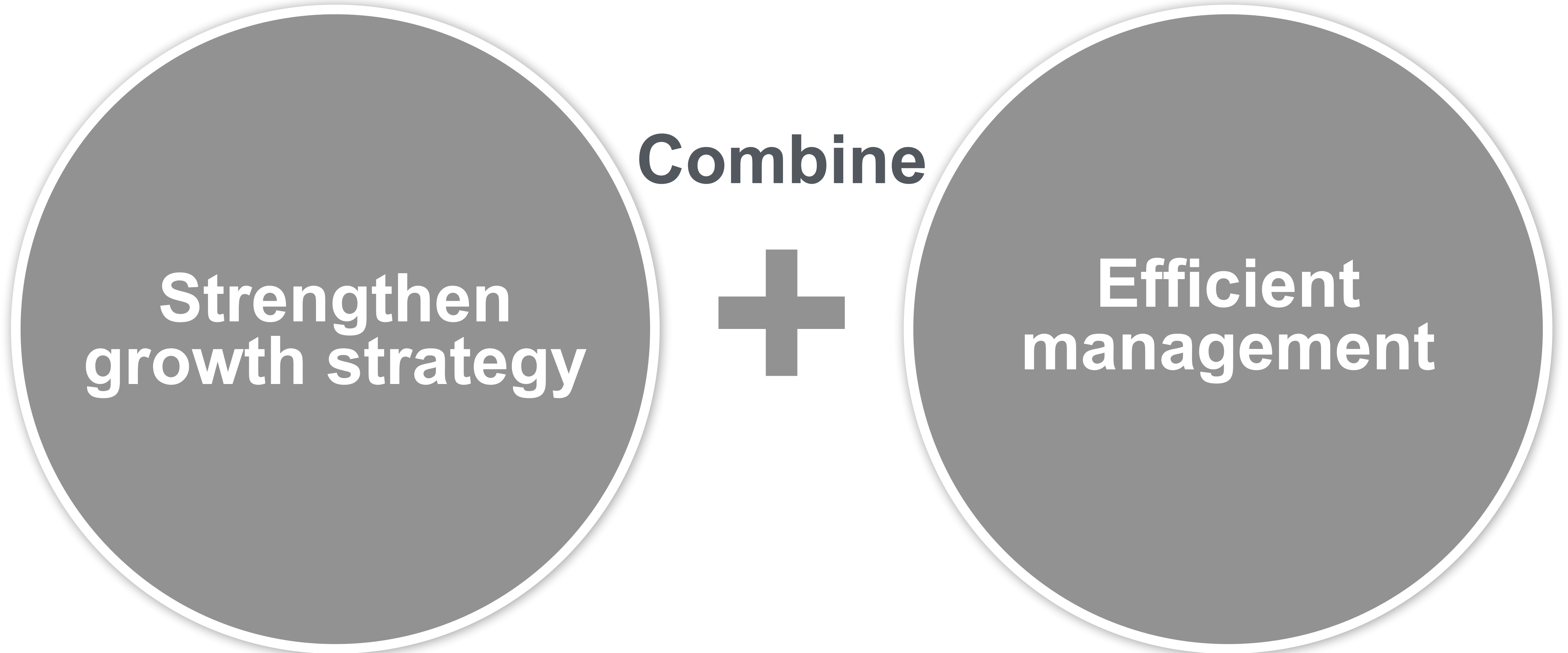
New
SoftBank Corp.

Driving
smart management
& structural reform



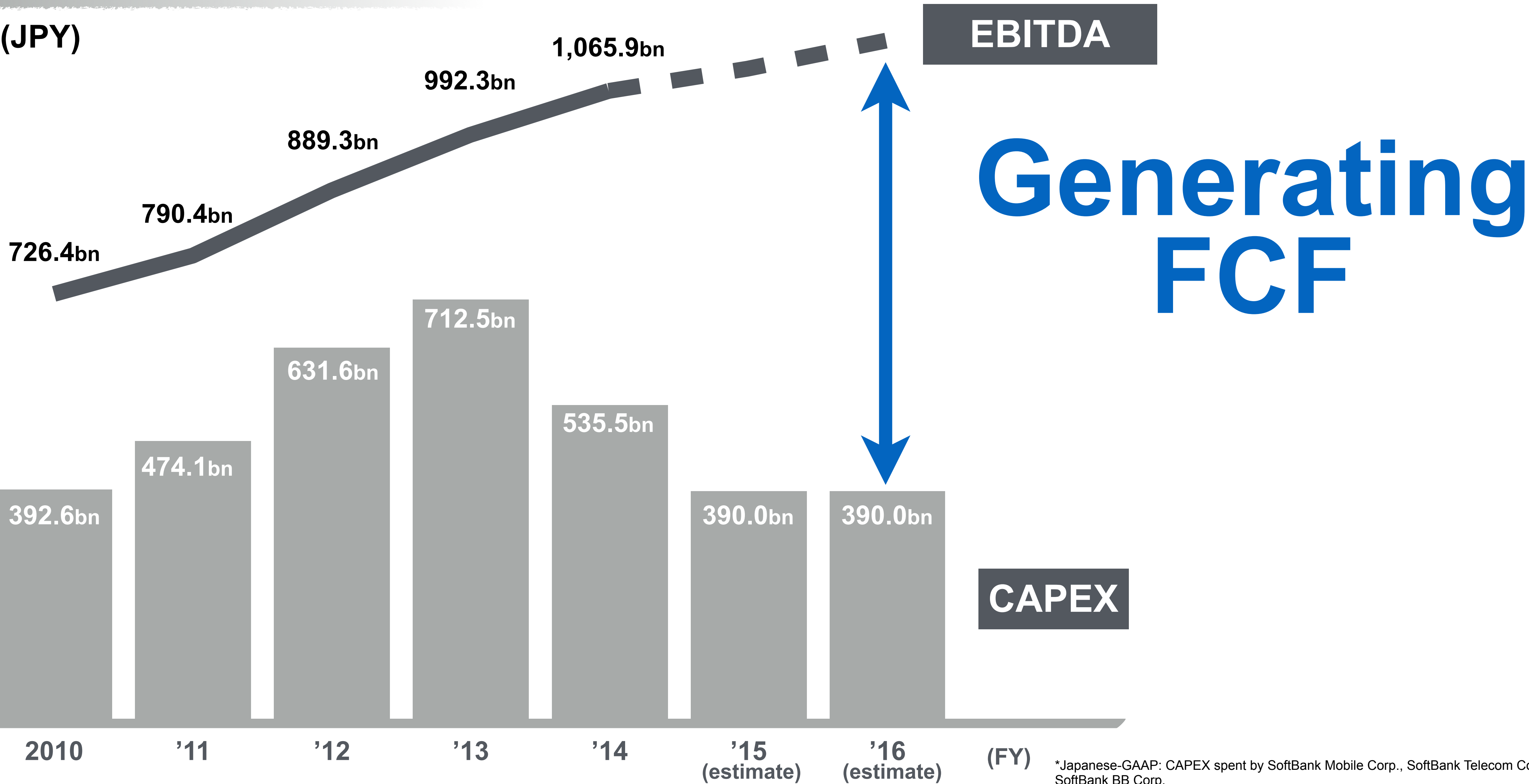
*Former SoftBank Mobile Corp. corporate name change subject to the approval of the AGM to be held on June 19, 2015.

New SoftBank's Destination



CAPEX/EBITDA (domestic telecom business only)

(JPY)



Japanese-GAAP

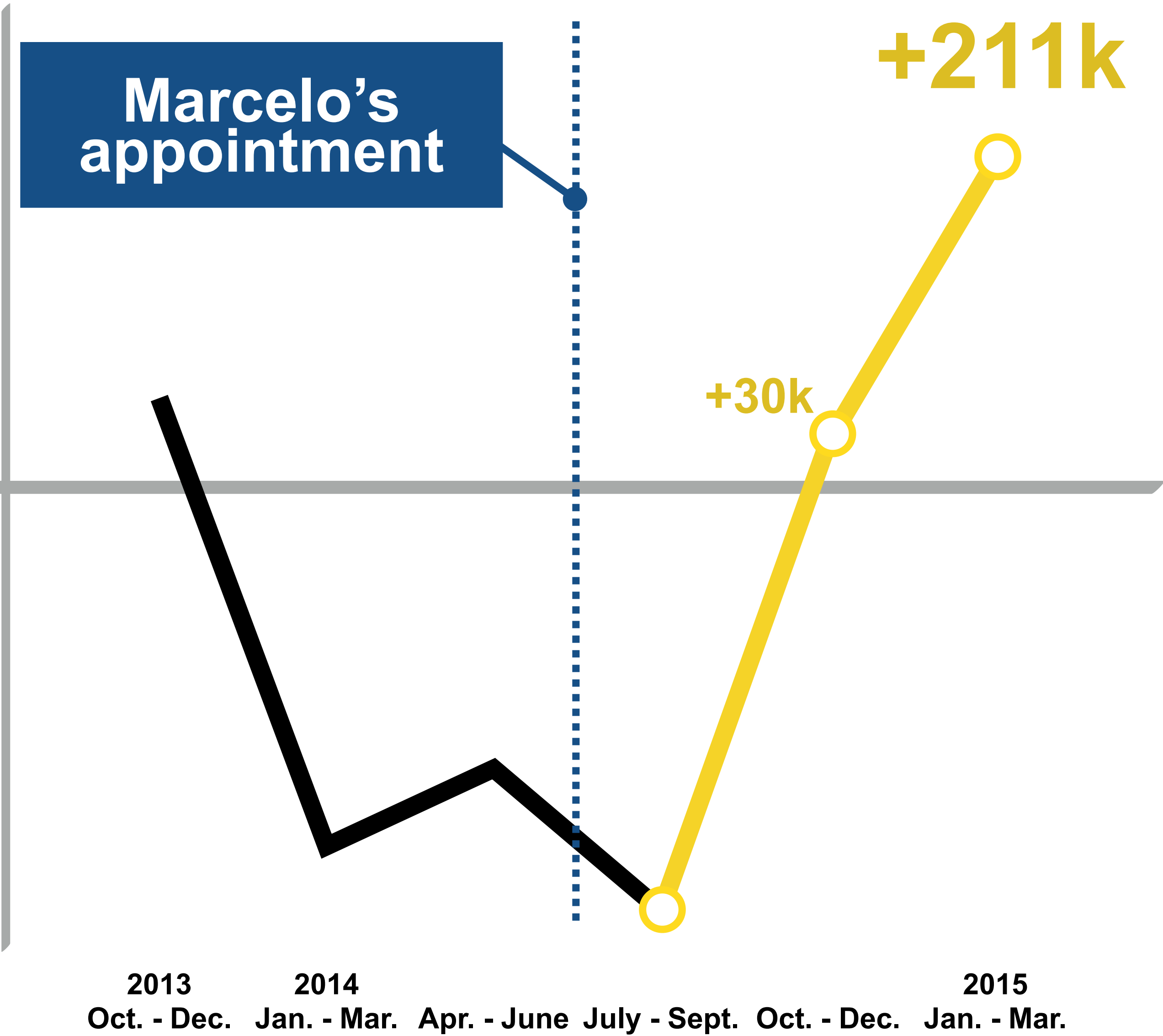
IFRSs

*Japanese-GAAP: CAPEX spent by SoftBank Mobile Corp., SoftBank Telecom Corp. and SoftBank BB Corp.
IFRSs: CAPEX spent by SoftBank Mobile Corp., Ymobile Corporation, Wireless City Planning Inc., SoftBank Telecom Corp. and SoftBank BB Corp.
*Excluding rental handsets for corporate customers acquired by SoftBank Telecom Corp.

Sprint



Net Additions (postpaid)



Turnaround



Churn (postpaid)

(%)

Marcelo's
appointment

2.3%

1.84%

1.0%

2013
Oct. - Dec.

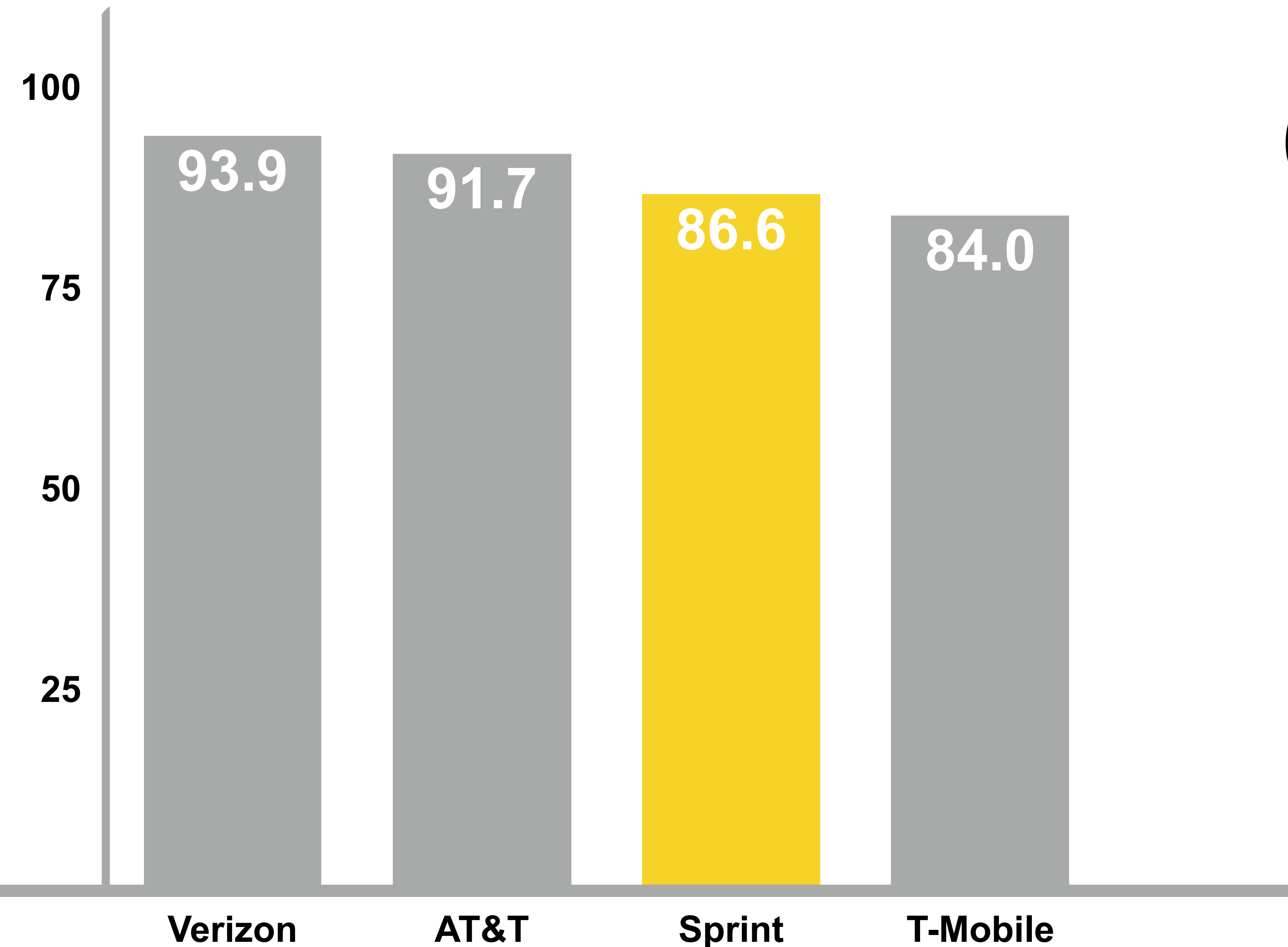
2014
Jan. - Mar. Apr. - June July - Sept.

2015
Oct. - Dec. Jan. - Mar.

Significantly improved



Network Quality



Competitive level

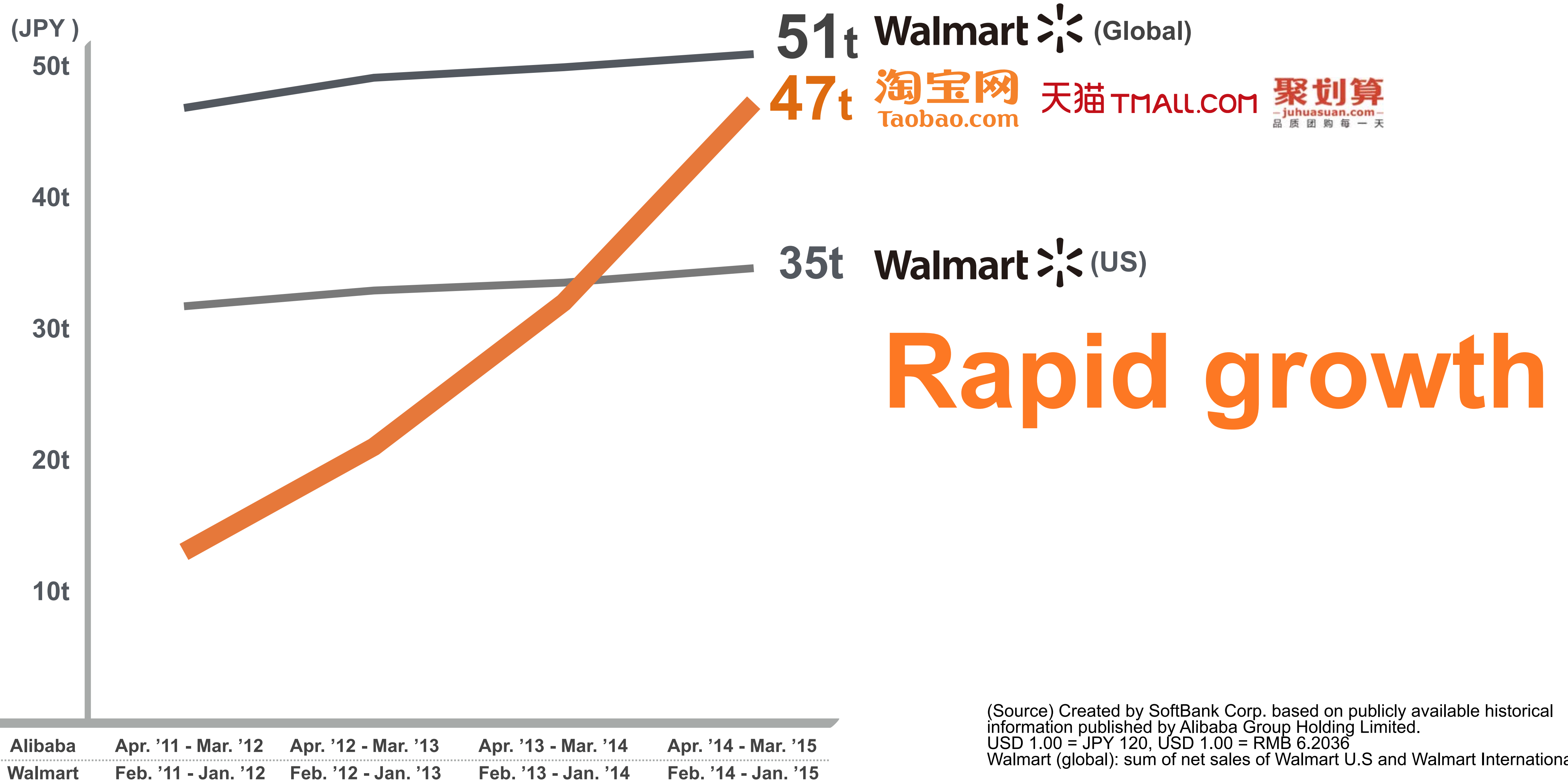


 SoftBank

Telecom

Internet

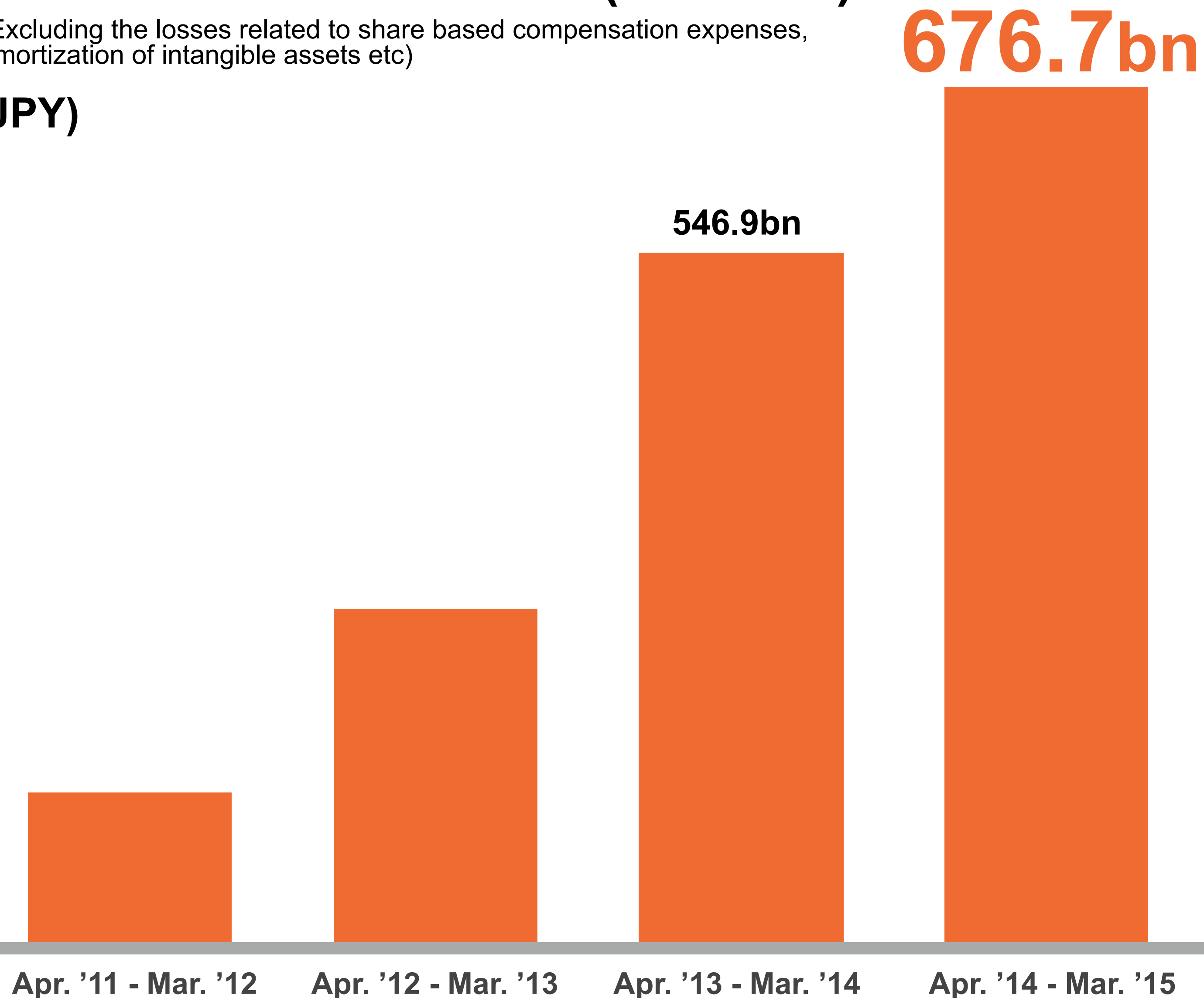
Gross Merchandise Volume



Non-GAAP Net Income (after tax)

(Excluding the losses related to share based compensation expenses, amortization of intangible assets etc)

(JPY)



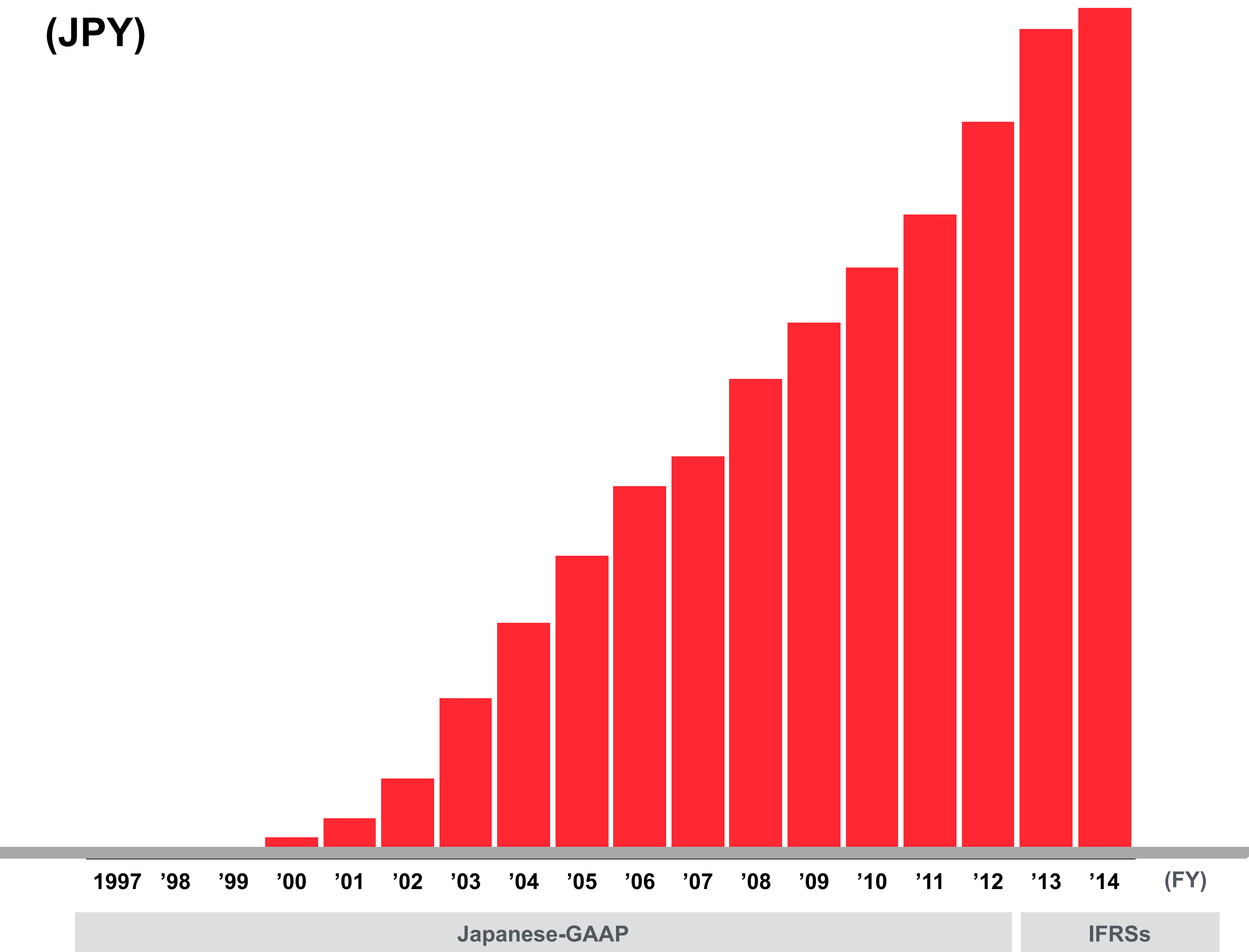
Steady increase



(Source) Created by SoftBank Corp. based on publicly available historical information published by Alibaba Group Holding Limited.
 USD 1.00 = JPY 120, USD 1.00 = RMB 6.2036
 SoftBank (IFRSs) consolidated accounting uses different numbers.
 AGH discloses financial results according to USGAAP.

Net Income (JPY)


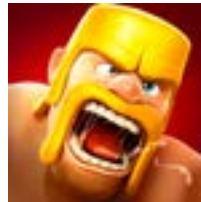
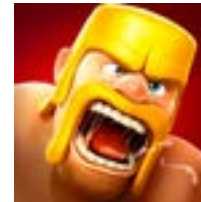
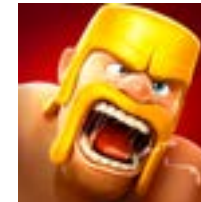
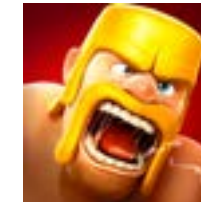


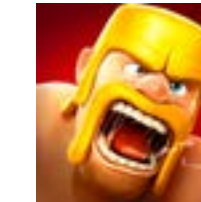

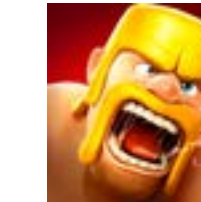
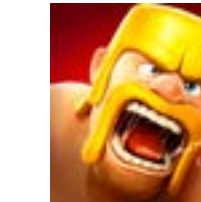
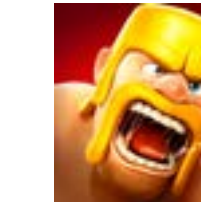
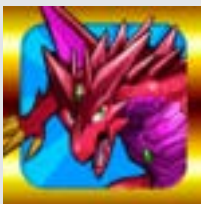
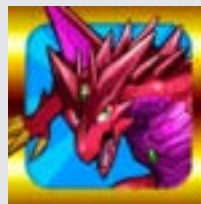
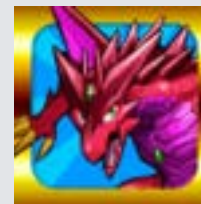
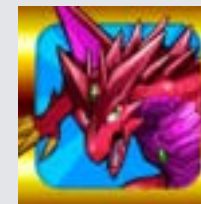
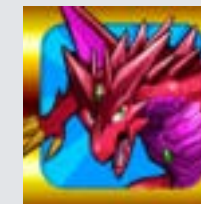
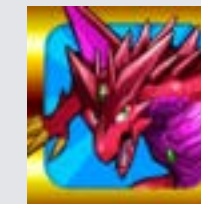
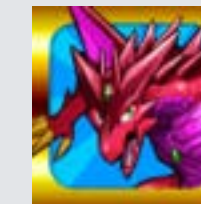
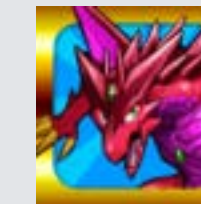
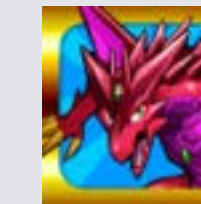
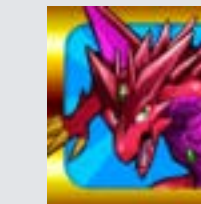
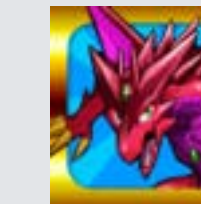
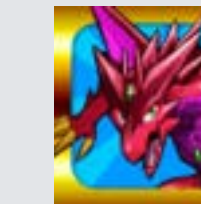
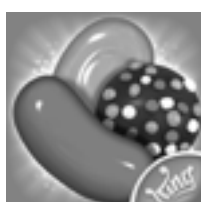
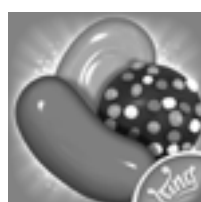










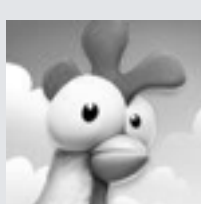
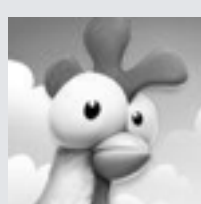
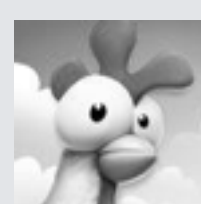
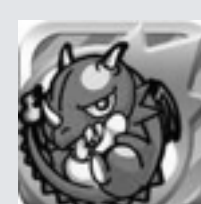
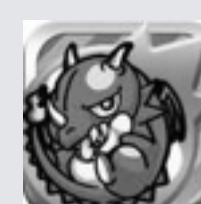
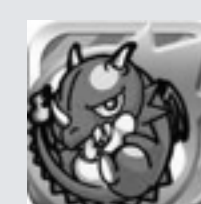

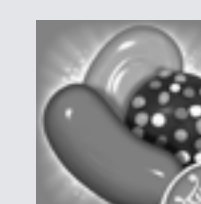
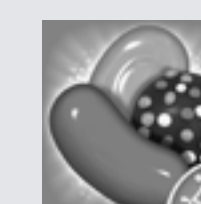


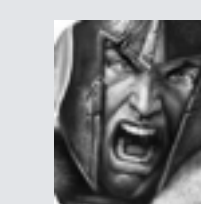






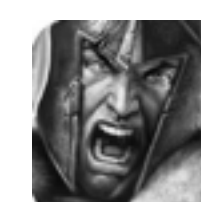
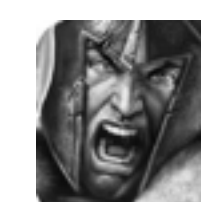




133.0bn



Steady growth

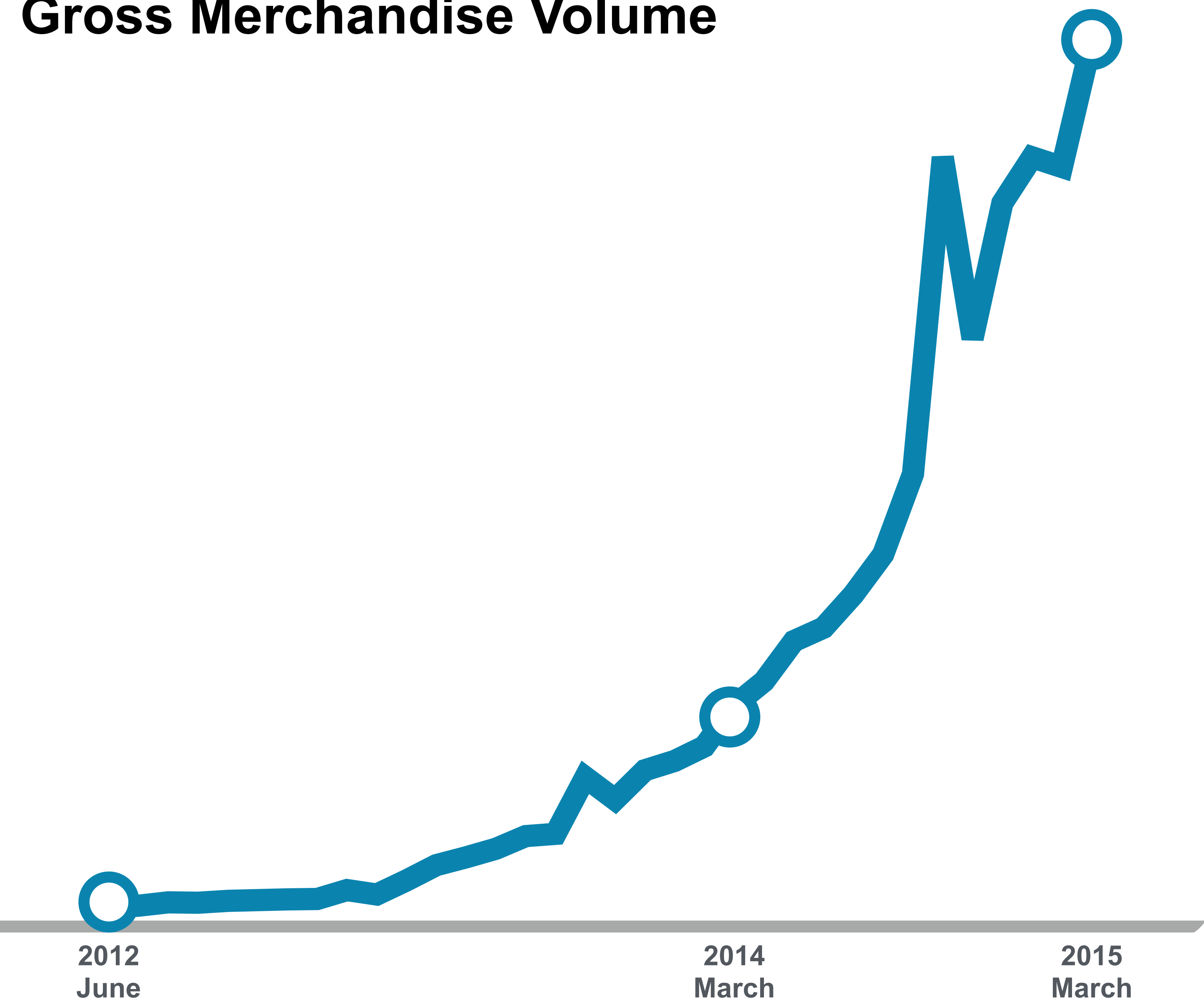


World's Top Grossing Games Ranking

	2014									2015		
	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
1												
2												
3												
4												
5												

Leading
position

Gross Merchandise Volume



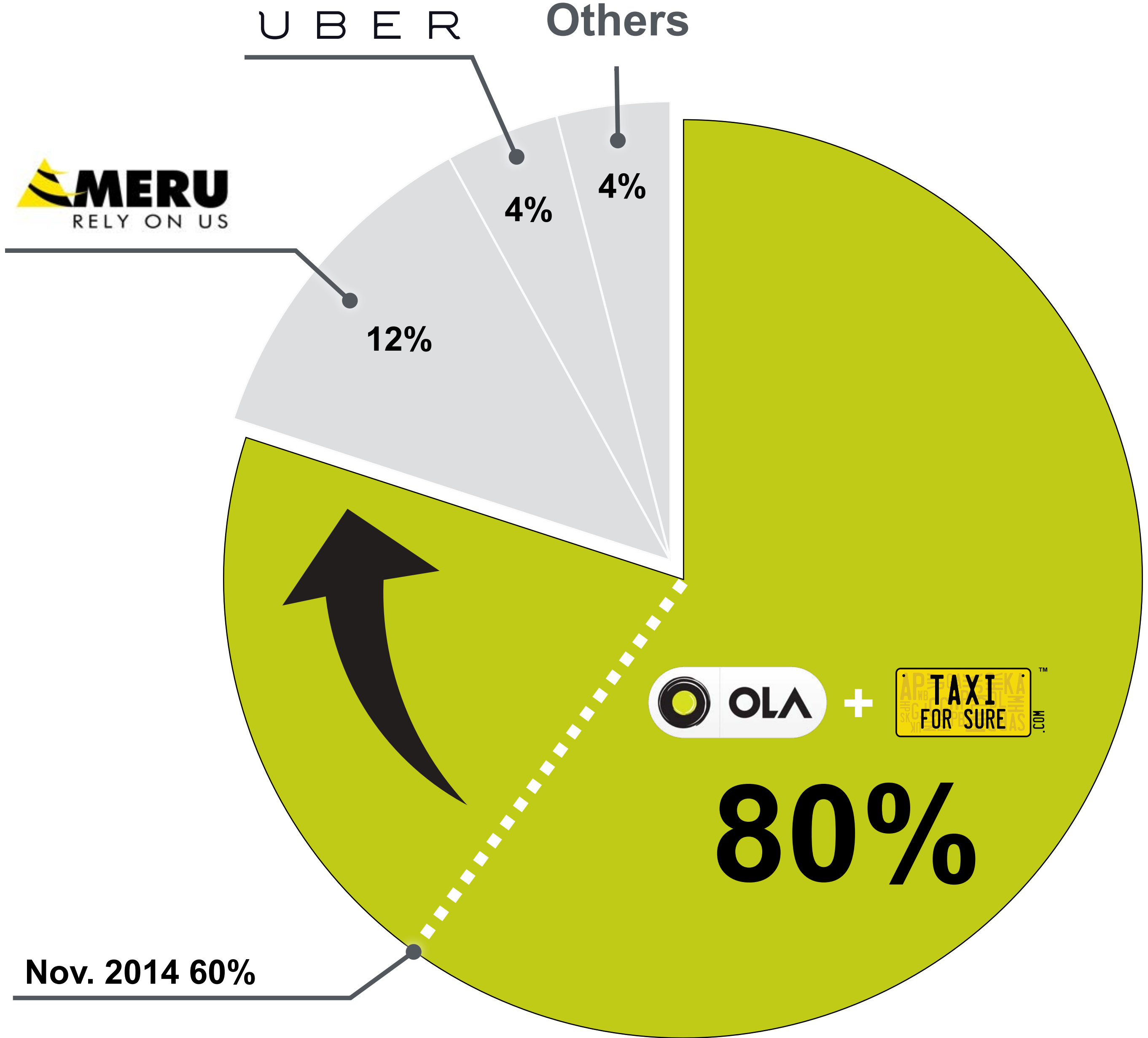
YoY 301%

(Mar. 2014 - Mar. 2015)





Market share

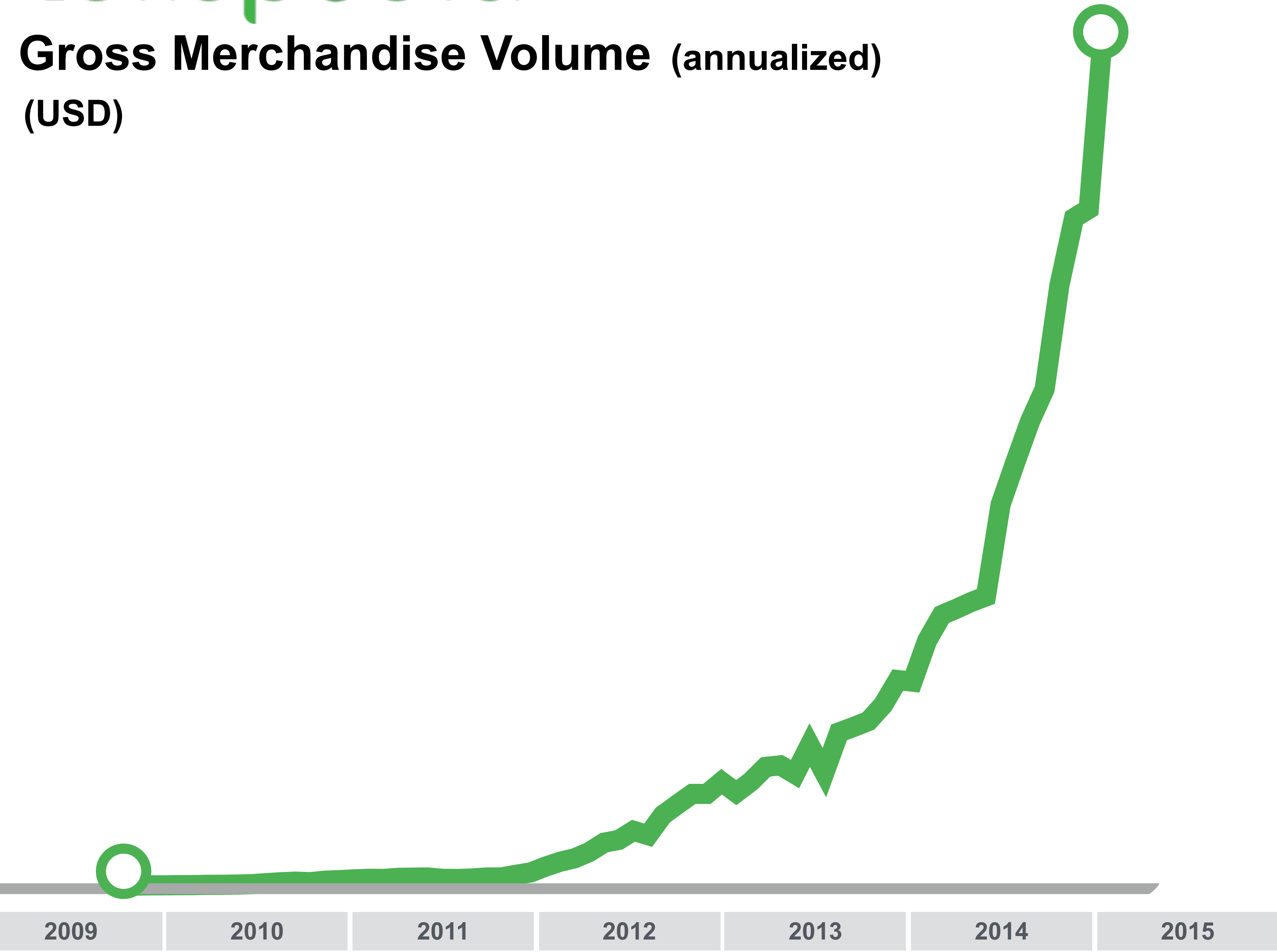


Solid position

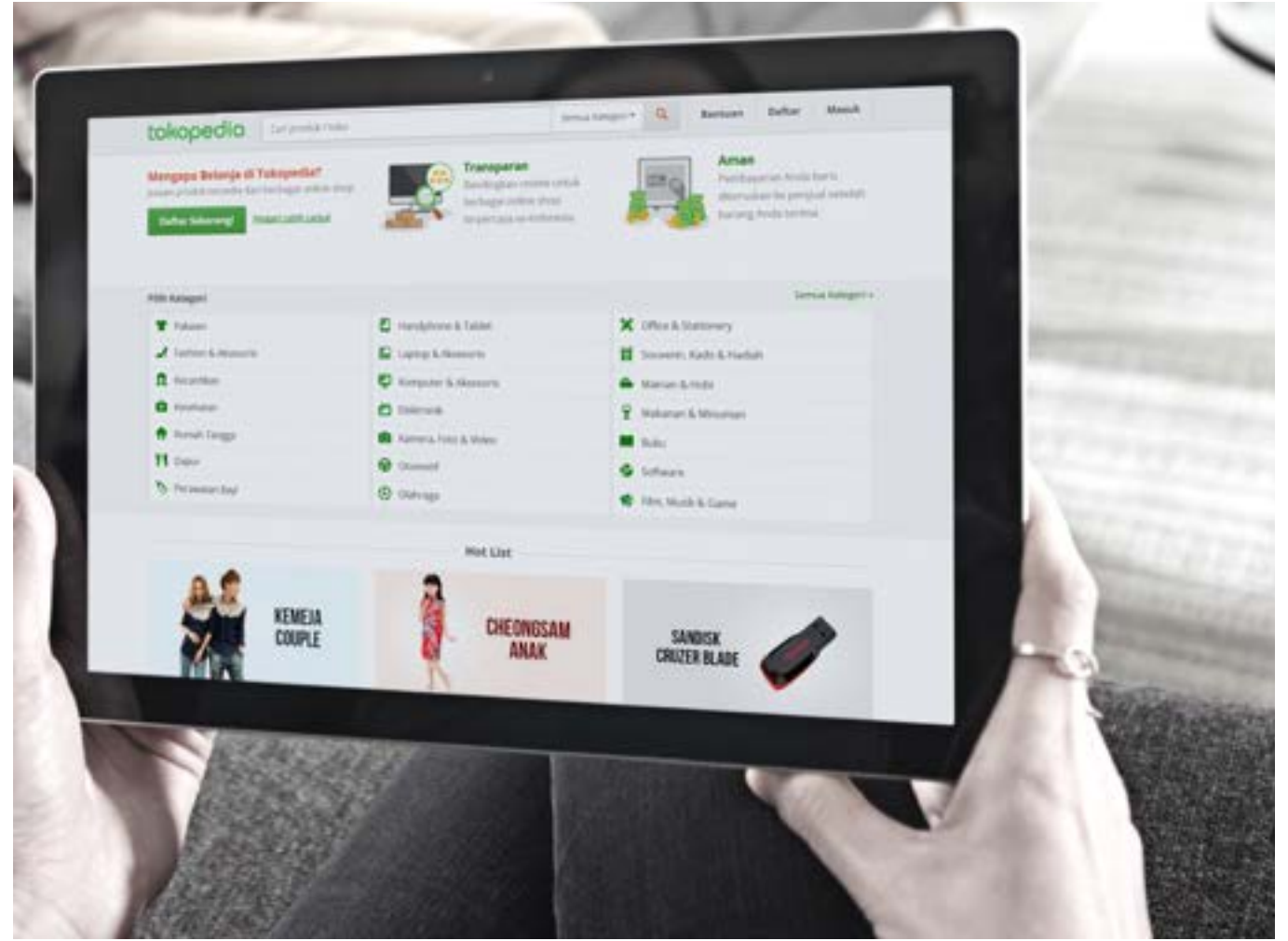
*Market share based on available or estimated data of registered vehicles on respective platforms.



Gross Merchandise Volume (annualized)
(USD)



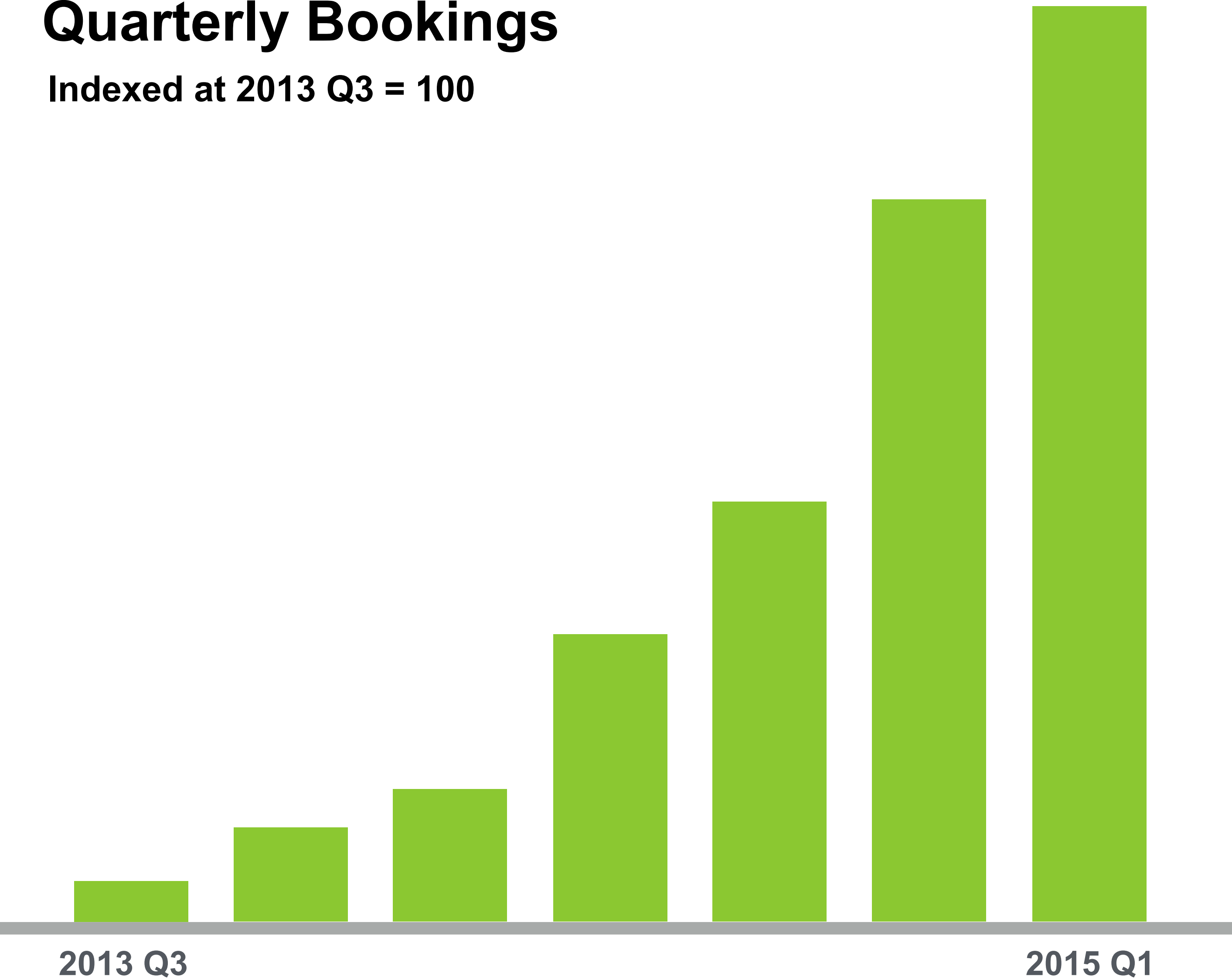
Exceeds
100mil



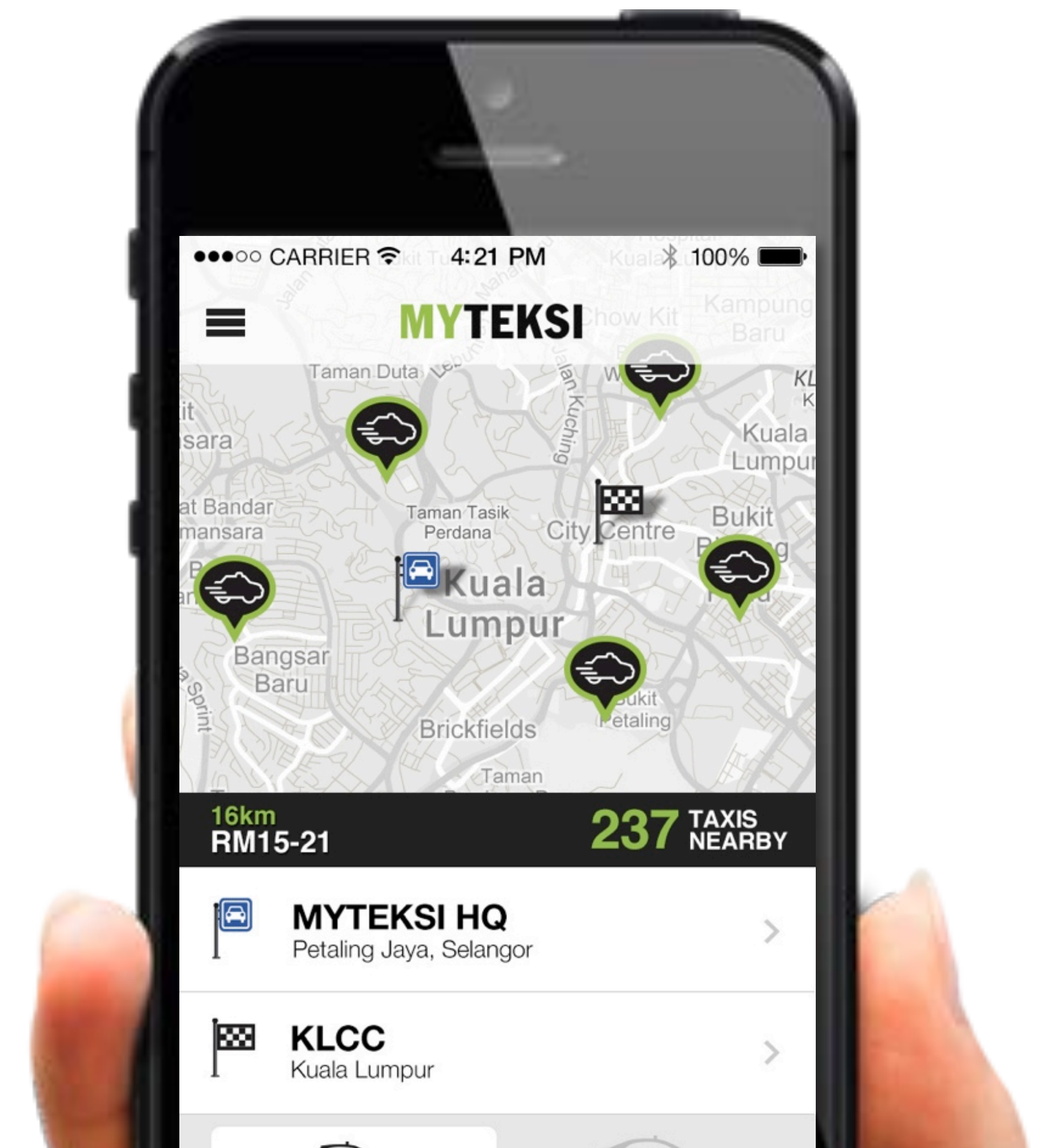


Quarterly Bookings

Indexed at 2013 Q3 = 100



22x
in 1.5 years



 SoftBank

Telecom

Internet

Issue Tech Companies Face



30 Year Life Cycle

Reasons for Decline



Technology

Founder

Business model

Solution

SUP
ERC
ELL



GRABTAXI



宝尊电商

inMOBI



LEGENDARY



tokopedia



Alibaba Group
阿里巴巴

Sprint



renren



snapdeal.com



OLA



豌豆荚
Wandoujia



Gungho
Online Entertainment, Inc.

Group of disruptive entrepreneurs

SoftBank Group

**Representative Director,
President & COO (planned)**

Nikesh Arora

Transform SoftBank



*The title of Masayoshi Son, chairman and CEO remains the same.

*Former SoftBank Corp. corporate name change subject to the approval of the AGM to be held on June 19, 2015.

**Creating a sustainable growth
business for centuries**



1. Adoption of IFRSs

SoftBank Corp. has adopted the International Financial Reporting Standards (IFRSs) from the three-month period ended June 30, 2013 (transition date: April 1, 2012). The financial data for the three-month period ended June 30, 2012 (“YoY”) and the fiscal year ended March 31, 2013 are also presented based on IFRSs. Units in this material are rounded to the nearest unit. (Previously less than one unit rounded down).

2. Definition of terms etc. in this material.

Free cash flow = cash flows from operating activities + cash flows from investing activities

EBITDA (IFRSs) = net sales – cost of sales – selling, general and administrative expenses + depreciation and amortization

EBITDA (Japanese-GAAP) = operating income (loss) + depreciation + amortization of goodwill

Interest-bearing debt (IFRSs): corporate bonds and commercial paper + long-term borrowings + short-term borrowings + lease obligations + installment payables + preferred securities

Interest-bearing debt (Japanese-GAAP): corporate bonds and commercial paper + long-term borrowings + short-term borrowings (excluding lease obligations)

Net interest-bearing debt: interest-bearing debt - cash position

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

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

Record high, record high revenue: since SoftBank Corp. applied consolidated accounting in 1995/3.

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