### SoftBank Group



## Earnings Results for the Fiscal Year ended March 31, 2020

May 18, 2020





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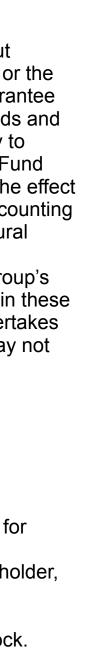
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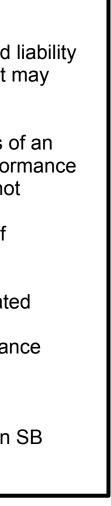
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## Great Depression



#### Dow Jones Industrial Average

**Peak before Great Depression USD 381** (Sep. 1929) **Record-low after Great Depression USD 41** (Jul. 1932) '32 '35 '38 '41 '50 '47 1929 '44



## One tenth (1929 - 1932)

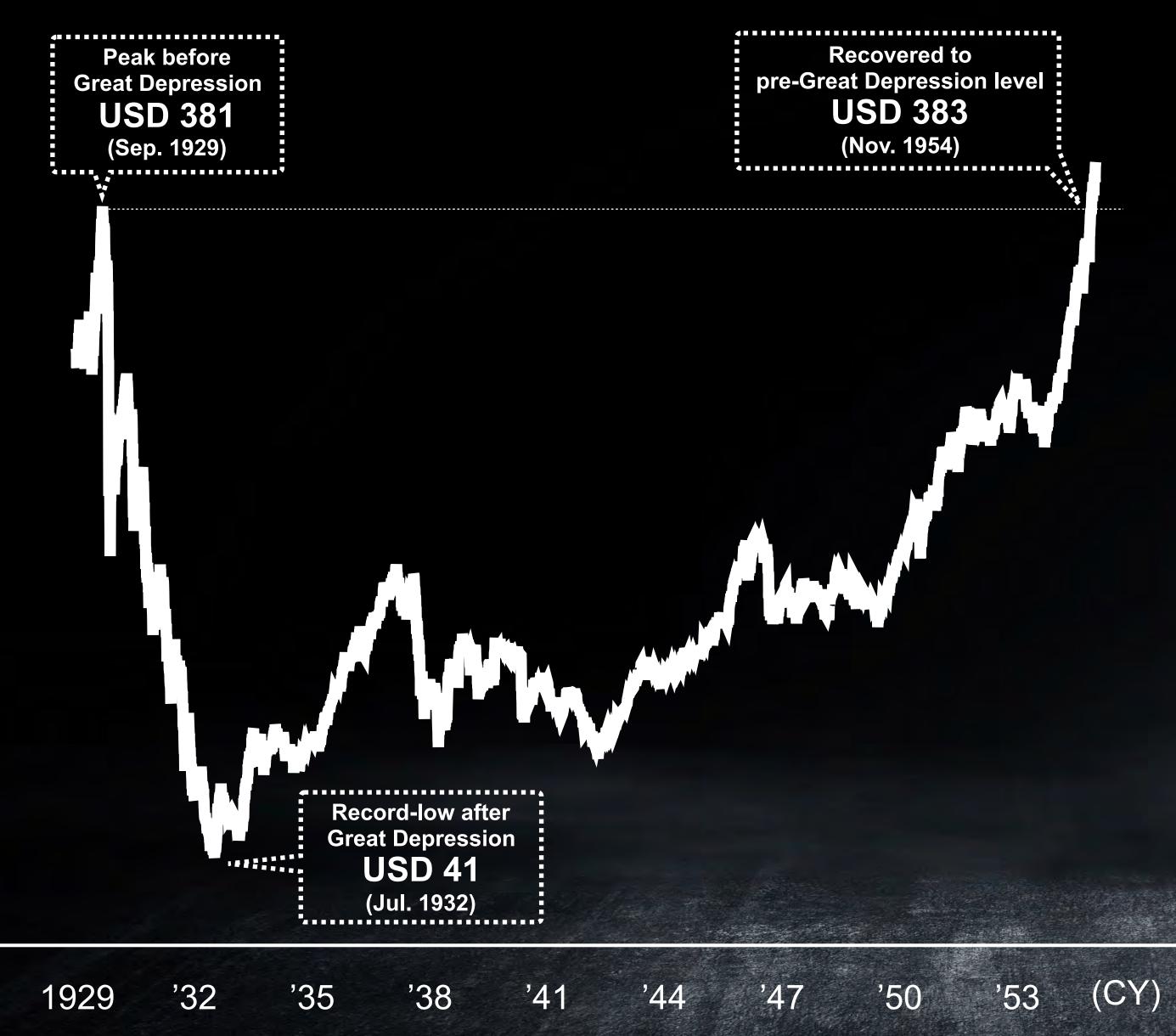


(Source) S&P Capital IQ

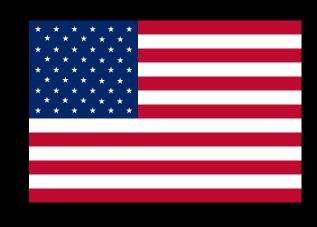




#### **Dow Jones Industrial Average**







### 25 years to recover (1929 - 1954)

(Source) S&P Capital IQ



## Novel Coronavirus

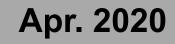


### **Cumulative Confirmed Cases (Global)**

(Cases)



Mar. 2020



May 2020

### **4.53m** expansion

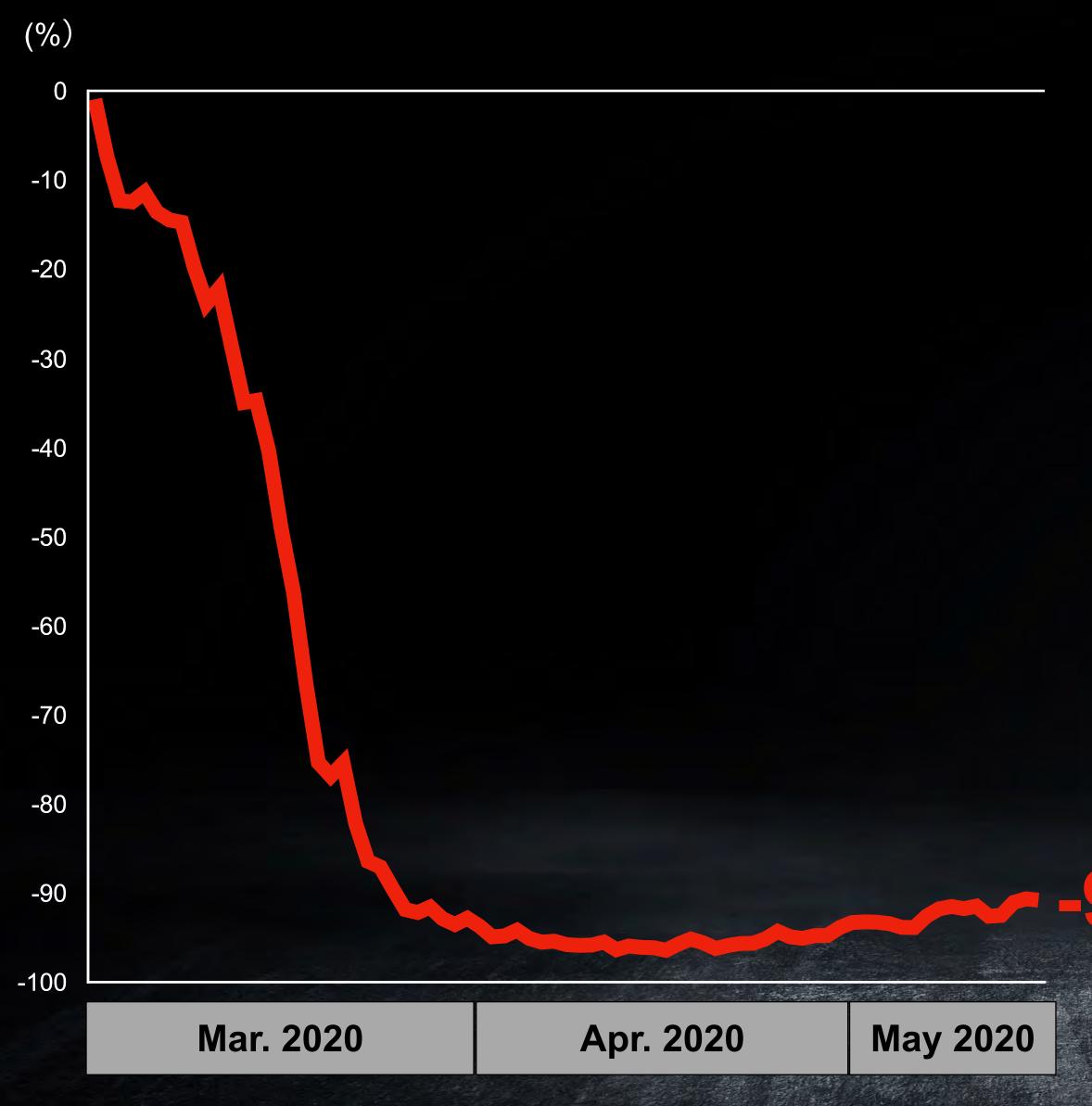


As of May 17, 2020 (Source) World Health Organization









(Change in TSA checkpoint travel numbers compared to the same day of the week in the previous year)

## Sharp cecrease





As of May 16, 2020 (Source) Transportation Security Administration





#### **Automotive Industry**

2.02m **-48%** 1.60m -38% 1.26m -57% 1.04m 0.99m 0.57m Mar. 2019 Mar. 2020 Mar. 2019 Mar. 2020 Mar. 2019 Mar. 2020 U.S. China Europe

(Mar. sales volume of new passenger cars\*)

### Significant recuction



(Source) China Association of Automobile Manufacturers, Bureau of Economic Analysis, European Automobile Manufacturers Association \*China: sales volume of passenger cars, U.S.: sales volume of light weight vehicle (before seasonal adjustment), Europe: sales volume of new passenger car registrations, EU and UK combined





### Restaurant

(Sales, calculated assuming Apr. 1 through Apr.10, 2019 was 100)

100



**'19** (Apr. 1 - Apr. 10)

**'20** (Apr. 1 - Apr. 10)



### Sales decreased 80% (YoY)



(Source) National Restaurant Association Results of a survey of more than 6,500 restaurant operators across the U.S.





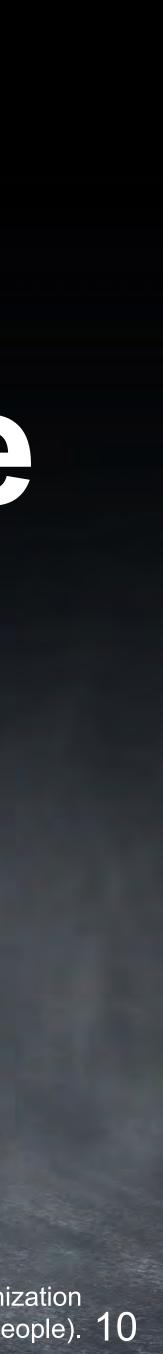
### Workforce (Global)

### 81% of global workforce

(Source) International Labour Organization \*As of Apr. 7. Share of world's entire workforce that were impacted from complete or partial workplace closures due to COVID-19, out of world's entire workforce (3.3bn people). 10

# Impact on 2.7bn people





# **Unprecedented Crisis**





## **Consolidated Results**

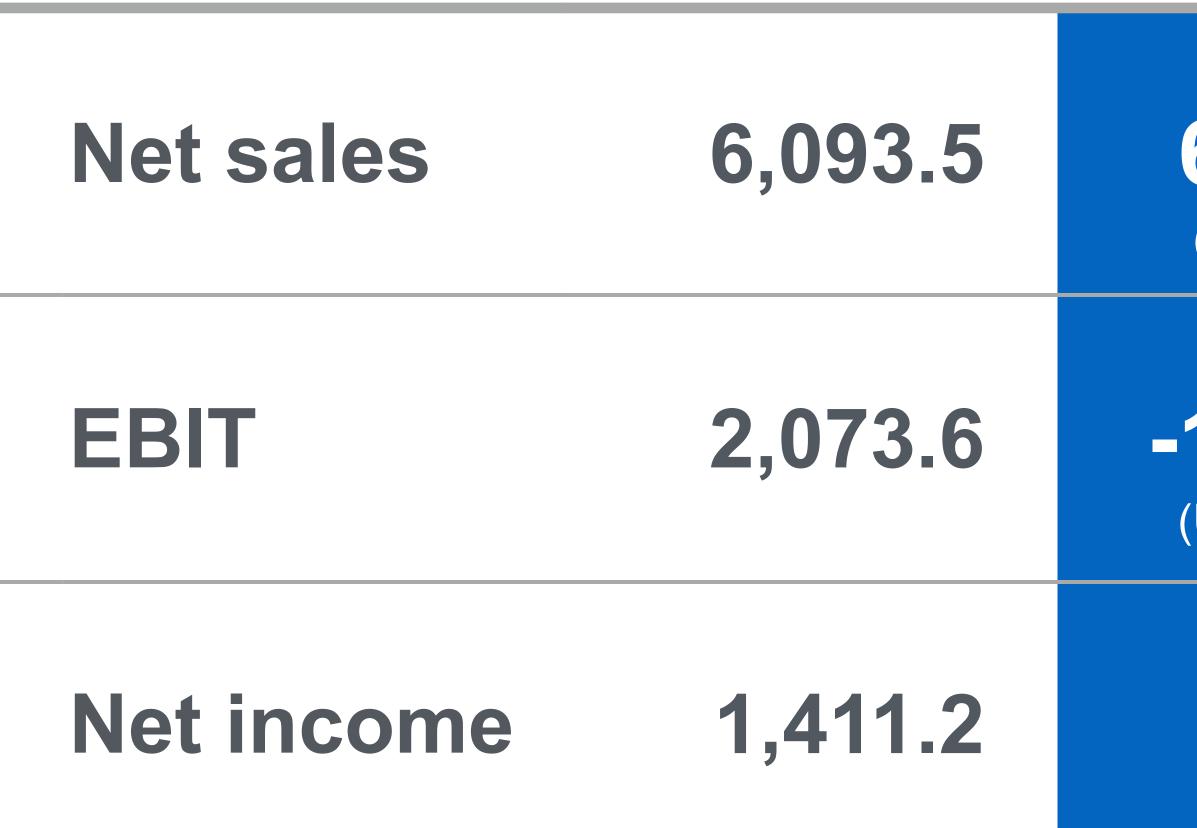


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#### **Consolidated Results**

(JPY bn)

**FY18** 



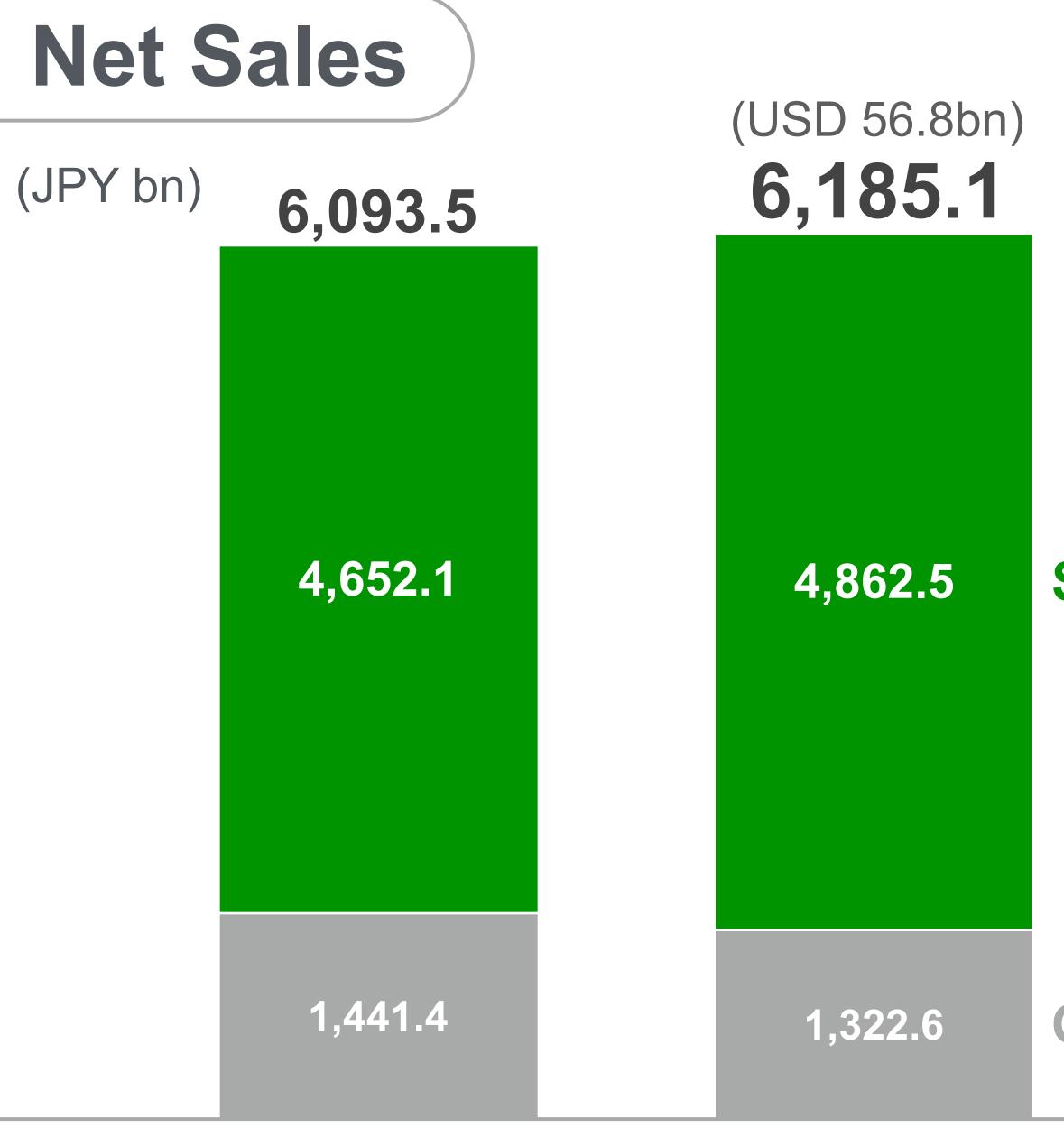
Net income: net income to attributable to owners of the parent

FY19	Change	YoY
<b>6,185.1</b> (USD 56.8bn)	+91.6	+1.5
<b>1,364.6</b> (USD -12.5bn)	-3,438.2	
<b>-961.6</b> (USD -8.8bn)	-2,372.8	

USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM) **13** 







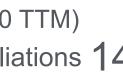
**FY18** 

**FY19** 

#### SoftBank segment

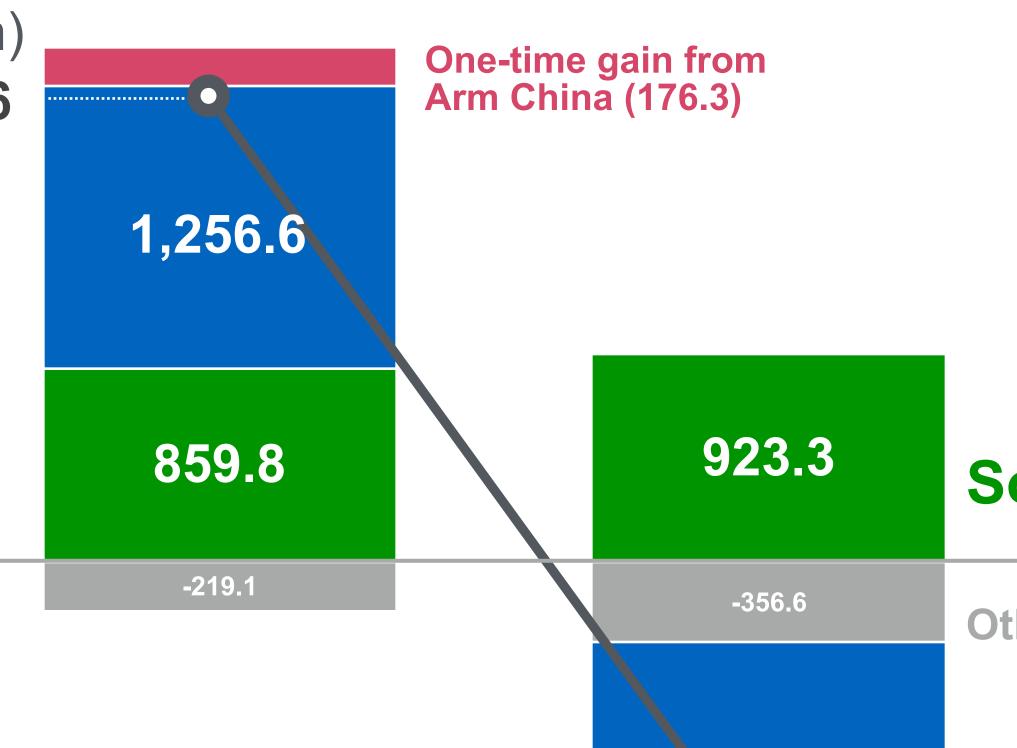
#### **Others**

USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM) Others = Arm + Brightstar + "Others" + reconciliations **14** 





(JPY bn) 2,073.6





#### SoftBank segment

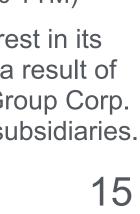
**Others** 

#### **-1,364.6** (USD -12.5bn)

**SVF** segment

USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM)

One-time gain from Arm China: On Jun. 26, 2018, Arm sold 51% of its equity interest in its wholly-owned Chinese subsidiary, Arm China to certain institutional investors. As a result of this transaction, Arm China is no longer considered as a subsidiary of SoftBank Group Corp. Accordingly, SoftBank Group Corp. recorded gain relating to loss of control over subsidiaries. Others = Arm + Brightstar + "Others" + reconciliations SVF segment: SoftBank Vision Fund and other SBIA-managed funds segment



#### Net Income

#### (JPY bn) **1,411.2**





USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM) Net income: net income attributable to owners of the parent 16





## SoftBank Vision Fund



### SoftBank Vision Fund 1 88 companies

arm	brain@ corp	OSIsoft.	policy bazaar of Compare. Buy. Save.	Uber	Alibaba Local Services	Petuum	Clutter	<b>FUNGIBLE</b>	
Fanatics	ROIVANT		light	Grað	firstery	cruise	<b>仄子</b> 二手车直卖网 Guazi.com	Collective Health	+ JVs / aff (15 com
wework	paytm	医健通 неаlthколлест	<b>BRANDLESS</b> <sup>TM</sup>	DOORDASH	i Zume	DiDi	fair	Greensill	
I IMPROBABLE	ΟΥΟ	COMPASS	coupang	zymergen	RELAY	flexport.	getaround	Rappi	
<b>GUARDANT</b>	<b>众安保险</b> ZhongAn Insurance	山談 KATERRA	Opendoor	view	Globality		KLOOK	C creditas	
N nauto		GROUP	Loggi		Grofers	CAMBRIDGE MOBILE TELEMATICS	GET YOUR GUIDE	C2FO	
NIR	<mark>i e</mark> slack	(Full Truck Alliance)	会议 金融壹账通 DNECDNNECT	でで 作业帮 <sup>在线学习就用作业報</sup> (Zuoyebang)	10× genomics®	DELHIVE <b>FY</b> Small World	Gympass	ENERGY VAULT Enabling a Renewable World	
plenty	<b>In ByteDance</b>	COHESITY	tokopedia	REEF	Kabbage <sup>®</sup>	OakNorth	CloudMinds	VNLIFE	

The investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF1 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. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF1's investments. There are no assurances that any pending acquisition will be consummated at all or on the current terms of the agreement. \*Disclosed aggregate number of "88 companies" includes the existing SVF1 investments (disclosed / undisclosed) and JVs / affiliates among portfolio companies and SVF1.



(From SVF1 inception through Mar. 31, 2020)

#### **USD 13.4bn**

**Realized gain** USD 4.9bn

Valuation gain USD 8.5bn

#### Mark up (26 investments)\*

SVF1 highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Investment market uplift and reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

\*SBG Consolidated basis: including derivative gain and loss related to NVIDIA hedge, etc. \*\*The number of mark up investments noted above is based on the combined total value of each investment and its related hedges

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(From SVF1 inception through Mar. 31, 2020)

#### **USD 13.4bn**

**Realized gain** USD 4.9bn

Valuation gain USD 8.5bn

#### Mark up (26 investments)<sup>\*\*</sup>

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#### **USD -14.2bn**

Realized loss USD -0.2bn

#### Valuation loss **USD -14.0bn**





(From SVF1 inception through Mar. 31, 2020)

#### **USD 13.4bn**

**Realized gain** USD 4.9bn

Valuation gain USD 8.5bn

#### Mark up (26 investments)<sup>\*\*</sup>

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#### **USD -14.2bn**

Realized loss USD -0.2bn

**Investment loss** 

USD -0.8bn

#### Valuation loss **USD -14.0bn**

#### Mark down (47 investments)



(From SVF1 inception through Mar. 31, 2020)

#### Cumulative USD 81.0bn investment cost

#### Investment loss USD -0.8bn

Cumulative investment cost and aggregate market uplift include Flipkart and Nvidia, which were exited in August 2018 and January 2019 respectively, and portfolio company which were sold in FY19 respectively. Aggregate Market Uplift is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. Cumulative Investment Cost include amounts funded by promissory notes which are due for settlement after March 31, 2020. Information herein is presented on an aggregate basis across the SVF1 and Delta Fund did not hold any investment as of March 31, 2020.

SVF1 highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Cumulative investment cost does not reflect current valuations associated with investments and are not indicative of actual performance. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1. There is no guarantee that historical trends will continue throughout the life of SVF1. It should not be assumed that investments made in the future will be comparable in quality or performance to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

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Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF1's investments. \*SBG Consolidated basis: including derivative gain and loss related to NVIDIA hedge, etc.

\*Since May 20, 2017.

### Commitment Structure of SVF1 (As of Mar. 31, 2020) **USD 98.6bn Preferred Equity Other LPs USD 40.0bn Other LPs** Equity **USD 58.6bn** SBG **USD 28.1bn**\* 48% of equity

Fixed distribution is subject to the terms and conditions of the SVF1 Limited Partnership Agreement; there can be no assurance that the fixed distribution percentage will reflect actual results for any limited partner.

\*Excl. USD 5bn expected to be utilized for the incentive scheme related to SVF1.

#### 7% fixed distribution

#### **Performance-based** distribution



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### SoftBank Vision Fund 1 (Inception through March 31, 2020) (Entire Fund) **LP Net Equity**

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 Portfolio Valuations team is functionally independent from portfolio management and may engage external specialists with a high level of knowledge and experience as needed, in determining fair values, the Investor Advisory Board of the SVF1 has appointed certain external firms as Independent Valuers to perform semi-annual independent valuation for the SVF1 has appointed certain external firms as Independent Valuers to perform semi-annual independent valuation for the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the SVF1 has appointed certain external firms as Independent values of the /aluation results are subiect to a financial statement audit by the \$

The applicable reporting framework of the SVF1 is IFRS (the PEV) valuation guidelines. In line with the Standards, the SVE1 uses valuation techniques that are appropriate in the circumstances and for which sufficien The SVF1 is also compliant with the International Private Equity and Venture Capital includes the use of Guideline Public Company multiples, industry valuation benchmarks and available market prices. The income approach, otherwise known as the Discounted Cash Flow method, derives the value of a business by calculating the present value of a business by calculating the present value 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 companies in which we invest, i.e., senior shares are valued more highly than junior-ranking shares.

<Definitions of Investment Performance>

IRR

Net Equity IRR means the internal rate of return of Class A Equity Interests after taking into account management fees, performance fees (carried interest), preferred equity coupon, operational expenses and other expenses and other expenses and other expenses, organizational expenses, organizati Net Preferred Equity IRR means the internal rate of return of Class B Preferred Equity Coupon payments), net of investment-related financing, as well as the Net Asset Value and accrued and unpaid Preferred Equity Coupon payments), net of investment-related financing, as well as the Net Asset Value and accrued and unpaid Preferred Equity Coupon payments), net of investment-related financing, as well as the Net Asset Value and accrued and unpaid Preferred Equity Coupon payments), net of investment-related financing, as well as the Net Asset Value and accrued and unpaid Preferred Equity Coupon payments). Coupon attributable to Class B Preferred Equity Interests as of March 31, 2020. **Net Blended IRR** reflects the combined net performance fees (carried interest), preferred equity coupon, operational expenses and other expenses and other expenses and other expenses and other expenses borne by investors. It is computed using the Limited Partners' cash outflows (capital contributions) and inflows (distributions), net of investment-related financing, as well as the Net Asset Value as of March 31, 2020. It includes preferred equity coupon distributions and related accruals.

"Equity" IRRs are provided solely for illustrative purposes, as they reflect only a subset of the SVF1's overall performance, do not reflect the return on Preferred Equity Commitments (which will have a material impact on the 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 SVF1 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 is based in part on valuations of certain investments that were collectively acquired recently by the SVF1 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. SoftBank Group Corp. is under no obligation to collectively offer similar assets to the SVF1 in the future.

Past performance is not indicative of future results.

**LP Net Preferred Equity IRR** 

## **LP Net Blended** IRR







## SoftBank Vision Fund 1 (Inception through March 31, 2020) (SBG (LP) + Manager's performance fee)

### Net Equity IRR

BIA 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 Portfolio Valuations team is functionally independent from portfolio wanagement and may engage external specialists with a high level of knowledge and experience as needed, in determining the fair value of equity investments and certain complex financial instruments. nvestor Advisory Board of the SVF1 has appointed certain external firms as Independent Valuers to perform semi-annual independent valuation for the SVF1's investments. Valuation for the SVF1's investments. Valuation for the SVF1's investments independent valuation for the SVF1's investments. Valuation and Financial Risk Committee

aluation Methodology The applicable reporting framework of the SVF1 is lFRS (the "Standards"). Specifically, IFRS 13 (Fair Values. The SVF1 is also compliant with the International Private Equity and Venture Capital (iPEV) valuation functional Private Equity and Venture Capital (iPEV) valuation for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs. For companies that are publicly listed in an active market and income approaches are widely used valuation techniques. The market approach of the standards, the SVF1 is length and values that are private Equity and Venture Capital (iPEV) valuation for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs. For companies that are privately held, the market and income approaches are widely used valuation techniques. The market approach of the standards to the standards. The SVF1 is also compliant with the Standards, the SVF1 is also compliant with the Standards to the standards. The standards to the standards. The SVF1 is also compliant with the Standards to the standards to the standards to the standards to the standards. The standards to the standards. The standards to the stand

<Definitions of Investment Performance>
Net Equity IRR means the internal rate of return of Class A Equity Interests after taking into account management fees, performance fees (carried interest), preferred equity coupon, operational expenses, organizational ex

"Equity" IRRs are provided solely for illustrative purposes, as they reflect only a subset of the SVF1's overall performance, and do 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 SVF1 has a limited operating history and accordingly, performance information may not be representative and actual realized return on these unrealized investments that were collectively acquired recently by the SVF1 from SoftBank Group Corp.; accordingly, the performance information herein, which is based in part on valuations of certain investments, is not indicated herein. The SVF1's performance is based in part on valuations of certain investments, is not indicated herein. The SVF1 in the future results. SoftBank Group Corp. is under no obligation to collectively offer similar assets to the SVF1 in the future.

The Manager's performance fee related to prior exits has been paid in full to the Manager since the end of the investment period and is subject to clawback provisions.

Past performance is not indicative of future results.





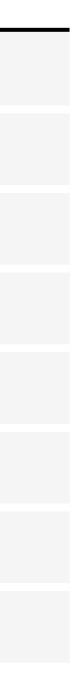
### SVF1 Listed Portfolio Companies (as of Mar. 31, 2020)

(USD m	ר) Company	(a) Investment cost to SVF1	(b) Gross return <sup>*1</sup> to SVF1	(c) = (b) - (a) Gross gain/(loss) to SVF1	(d) = (b) / (a) Gross MOIC <sup>*2</sup>
	<b>Guardant Health</b>	308	1,975	+\$1,667	<b>6.4x</b>
	Slack	334	939	+\$605	<b>2.8</b> x
	Vir Biotechnology	199	775	+\$576	<b>3.9x</b>
	<b>10x Genomics</b>	31	239	+\$208	<b>7.7</b> x
	PingAn Good Doctor	400	578	+\$178	<b>1.4x</b>
	OneConnect	100	45	-\$55	<b>0.5x</b>
	ZhongAn	550	237	-\$312	<b>0.4x</b>
	Uber	7,666	6,205	-\$1,461	<b>0.8x</b>
(A)	Listed company total (Gross) *3	<sup>3</sup> \$9,587	\$10,993	+\$1,406	
(B)	Private & exited company, etc.	\$71,439	\$69,250	-\$2,189	
(A)+(B)	SVF 1 total (SBG consolidated basis)	\$81,026	\$80,243	<b>-\$783</b>	

1. Gross Return = Unrealized value + Realized value, including the impact of any related hedges. Realized values are net of transaction fees and other expenses. SBG's return on any SVF1 portfolio company is not the full return amount for the SVF1 but is instead proportionate to its commitment amount to SVF1 and any return received as a parent to the Manager, and does not reflect fees and expenses that would reduce the value of returns experienced by SVF1 investors. 2. Gross multiples of invested capital (i.e., the total combined value divided by the invested amount, "Gross MOIC") are reflected on a gross basis and do not reflect the deduction of management fees, partnership expenses, performance fee and other expenses borne by investors. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein. 3. Listed company total only includes companies that have become publicly listed after SVF1 made its initial investment in the companies.

Publicly quoted exchange rates may have moved either upwards or downwards, even materially, since the measurement dates indicated herein. The exchange rate for each company on this page and used for calculation of return were taken as of March 31, 2020. Past performance is not necessarily indicative of future results.

Select investments presented herein are solely for illustrative purposes, have been selected for illustrative purposes to show the public securities held by SVF1 as at 31 March 2020 and do not purport to be a complete list of SVF1 investments. References to investments included herein should not be assumed that investments made in the future will be comparable in quality or performance to the investments. Valuations reflect unrealized and partially realized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by SVF1. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. Actual returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be sold for values used in calculating the returns on unrealized and partially realized investments will be 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 on which the valuations reported herein are based. Accordingly, the actual realized returns on investments that are partially realized or unrealized may differ materially from the values indicated herein. SVF1 performance metrics are based on final Valuation and Financial Risk Committee ("VFRC") results. While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes. \*SBG Consolidated basis: including derivative gain and loss related to NVIDIA hedge, etc.











#### Market Cap.



2014 '15 '17

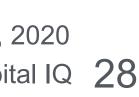
'16

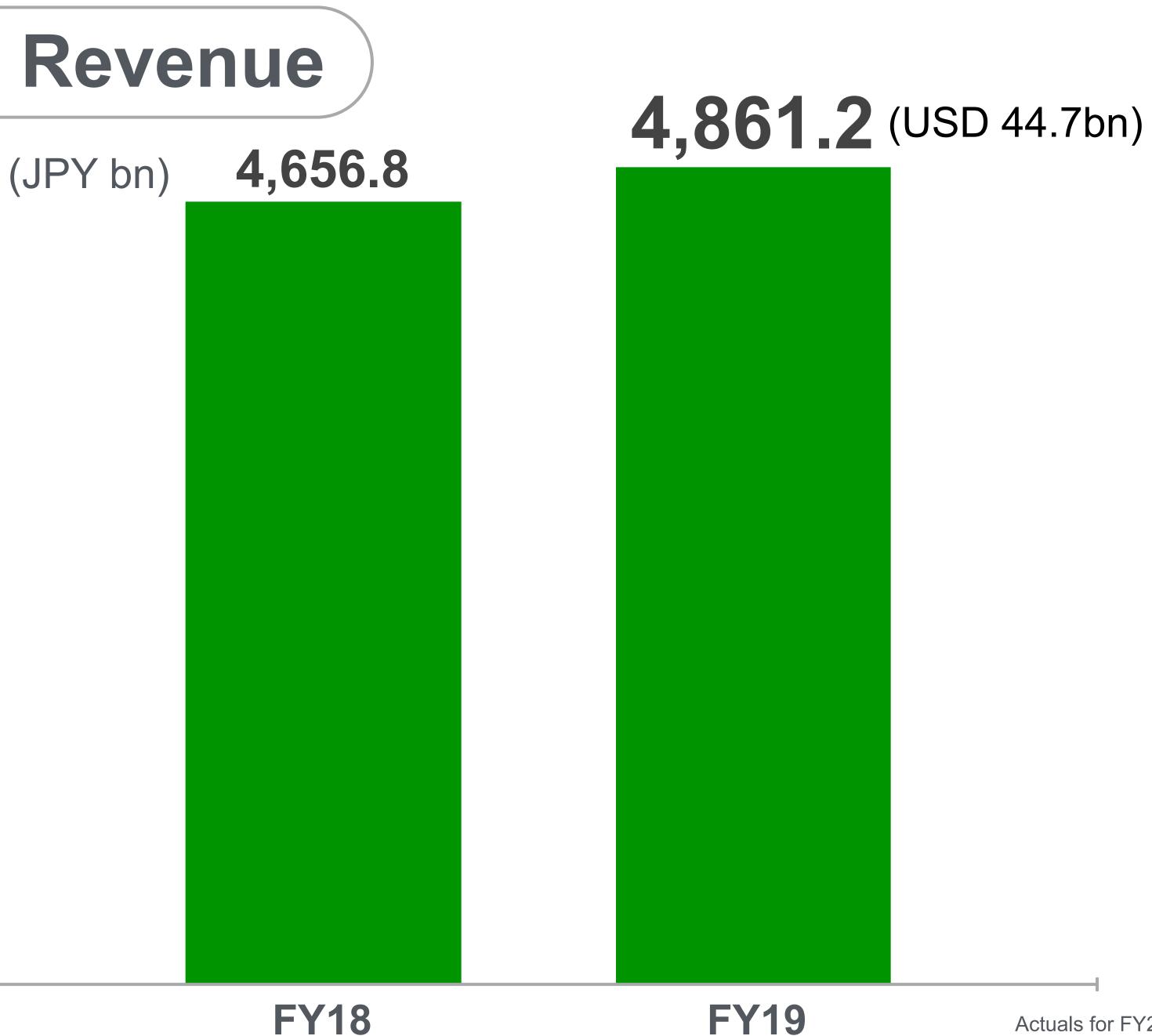


## **USD 547bn\***

(CY) '20

\*Closing price as of May 15, 2020 (Source) S&P Capital IQ 28





SoftBank KK (SBKK consolidated)

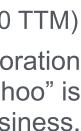
# 



USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM)

Actuals for FY2018 have been restated retrospectively to have consolidated Z Holdings Corporation (hereafter "ZHD", previous Yahoo Japan Corporation) from Apr. 1, 2018. For convenience, "Yahoo" is used as segment name when refer to ZHD related business. 29



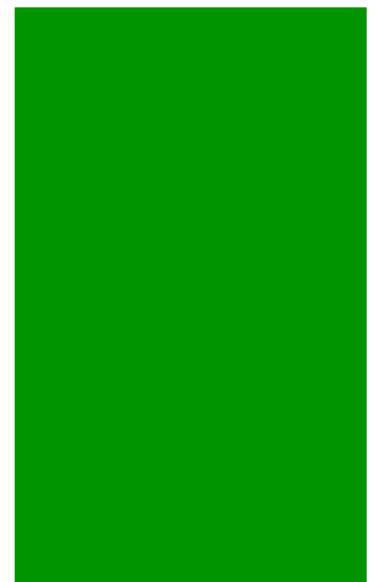




### **Operating Income**

#### (JPY bn)

#### 818.2







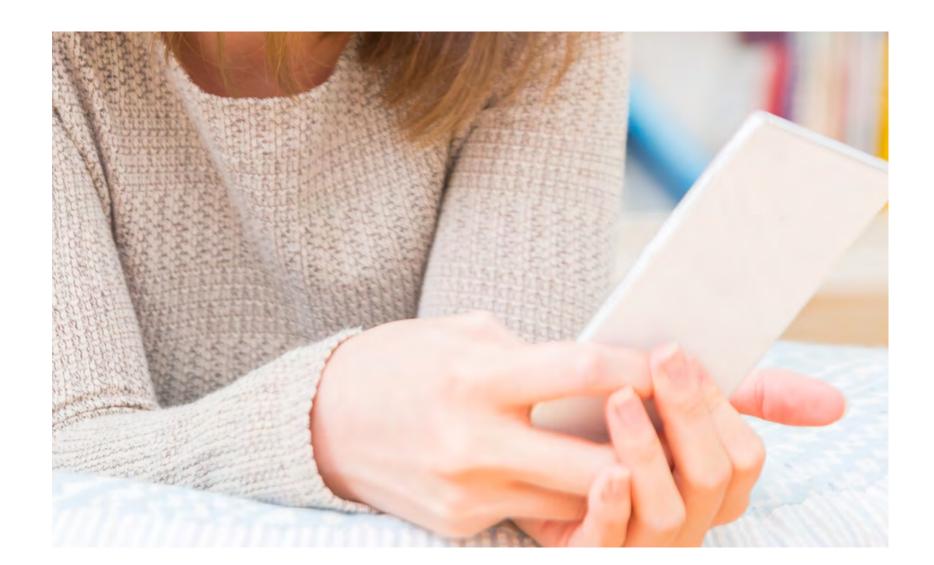






SoftBank KK (SBKK consolidated)

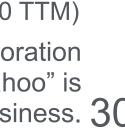
# 



USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM)

Actuals for FY2018 have been restated retrospectively to have consolidated Z Holdings Corporation (hereafter "ZHD", previous Yahoo Japan Corporation) from Apr. 1, 2018. For convenience, "Yahoo" is used as segment name when refer to ZHD related business. 30

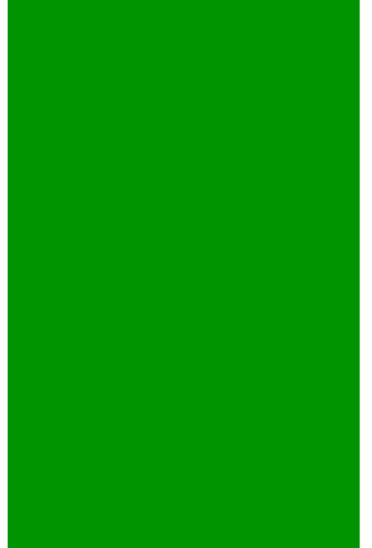




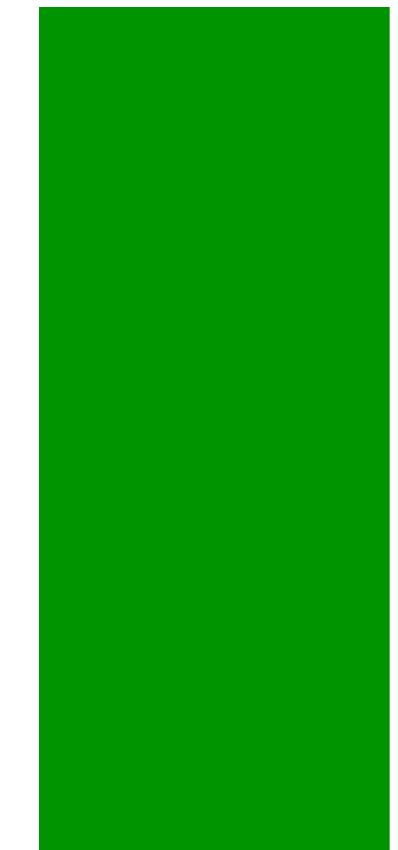
### Adjusted FCF

#### (JPY bn)

512.0



#### **524.2** (USD 4.8bn)

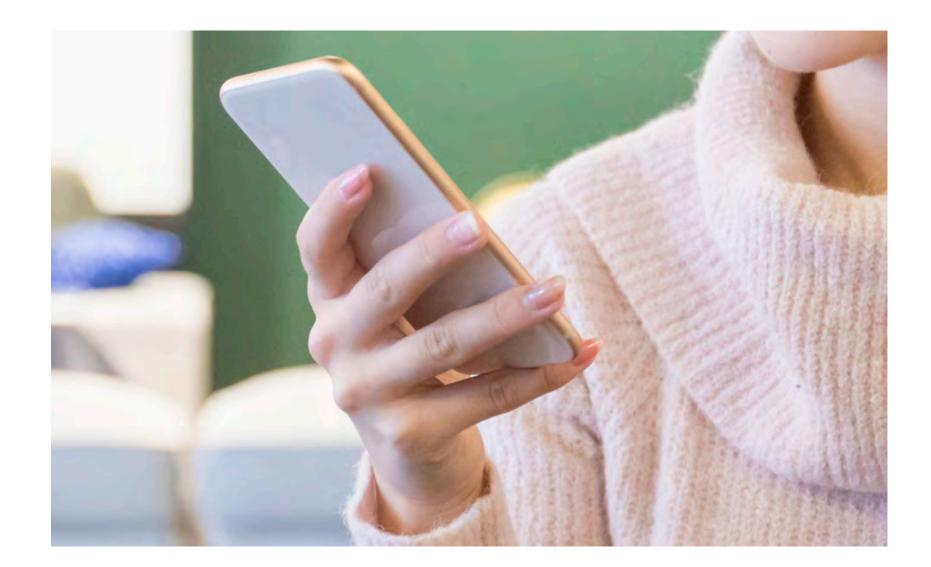






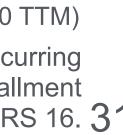


# 



USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM)

Adjusted free cash flow = free cash flow ± total cash flows relating to non-recurring transactions with SoftBank Group Corp. + (proceeds from the securitization of installment sales receivables – repayments thereof), excluding ZHD and impact from adopting IFRS 16. 31



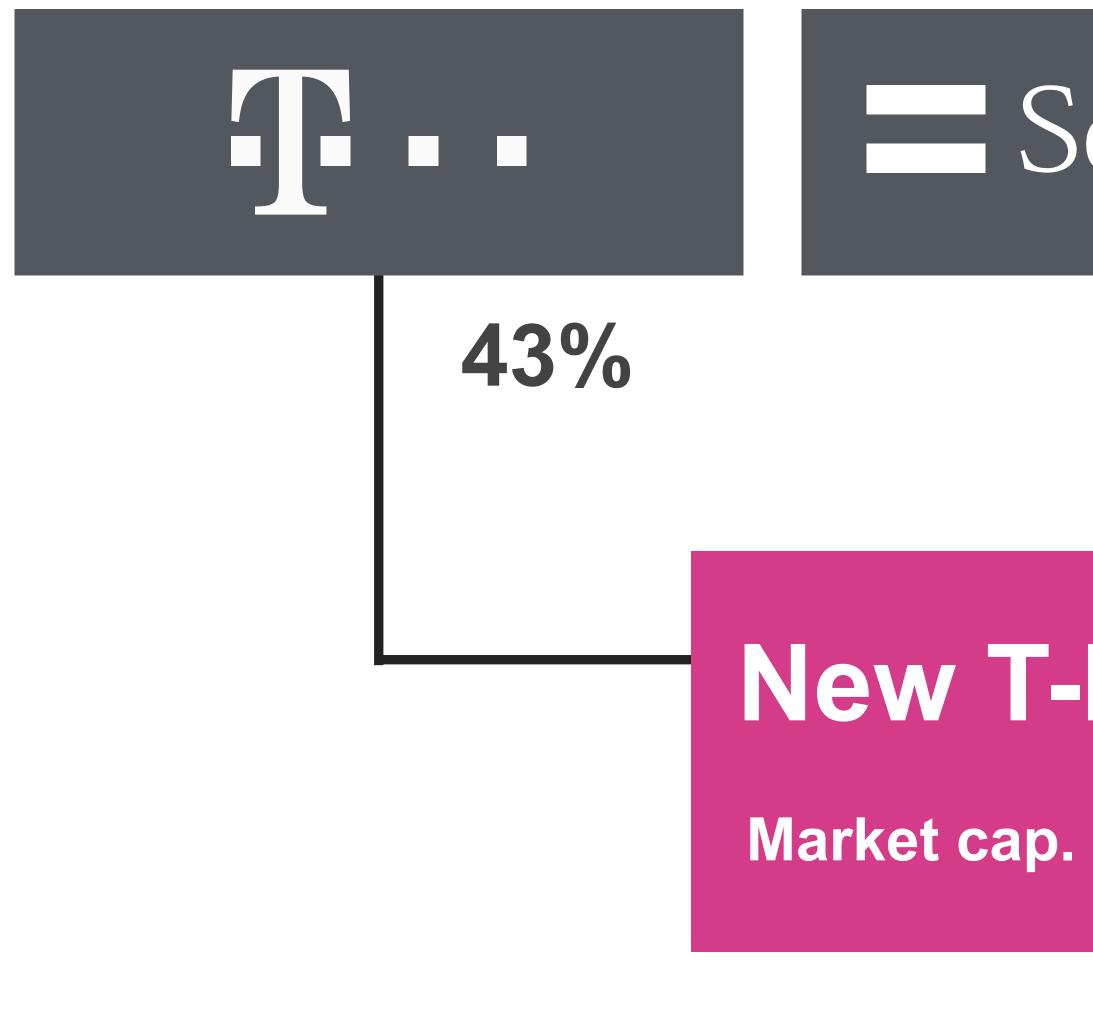


## **Completion of merger**

## April 1, 2020







### **Ownership Ratio**

#### SoftBank Group

#### 24%

#### Public

33%

### New T-Mobile US Market cap. USD 120bn

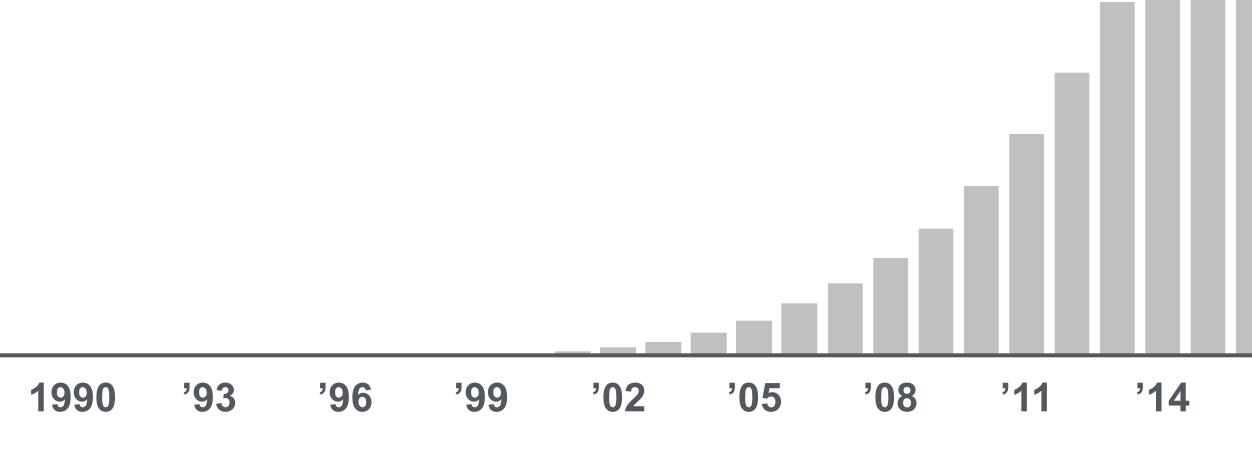
Percentages are approximate on a fully diluted basis

After taking into account the number of shares surrendered to T-Mobile US following the closing of the merger of Sprint and T-Mobile US transaction 33 Market Cap.: closing price as of May 15, 2020, (Source) S&P Capital IQ



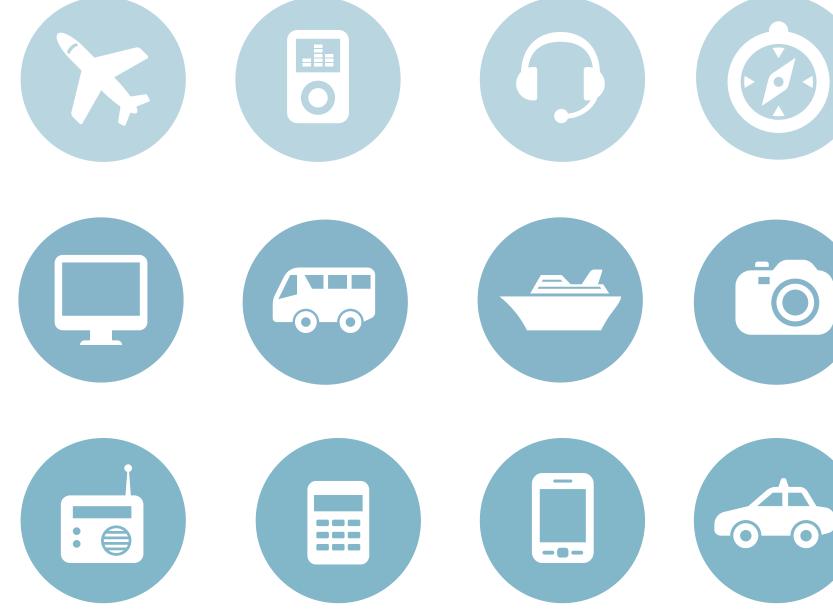
### **Arm-based Chips Shipped** (cumulative)

(chips)





### **166bn** 143bn Rapid increase



(Source) Arm, as of April, 2020. Relating to shipments of Arm-based chips up to December 31, 2019

'17

'19

Year

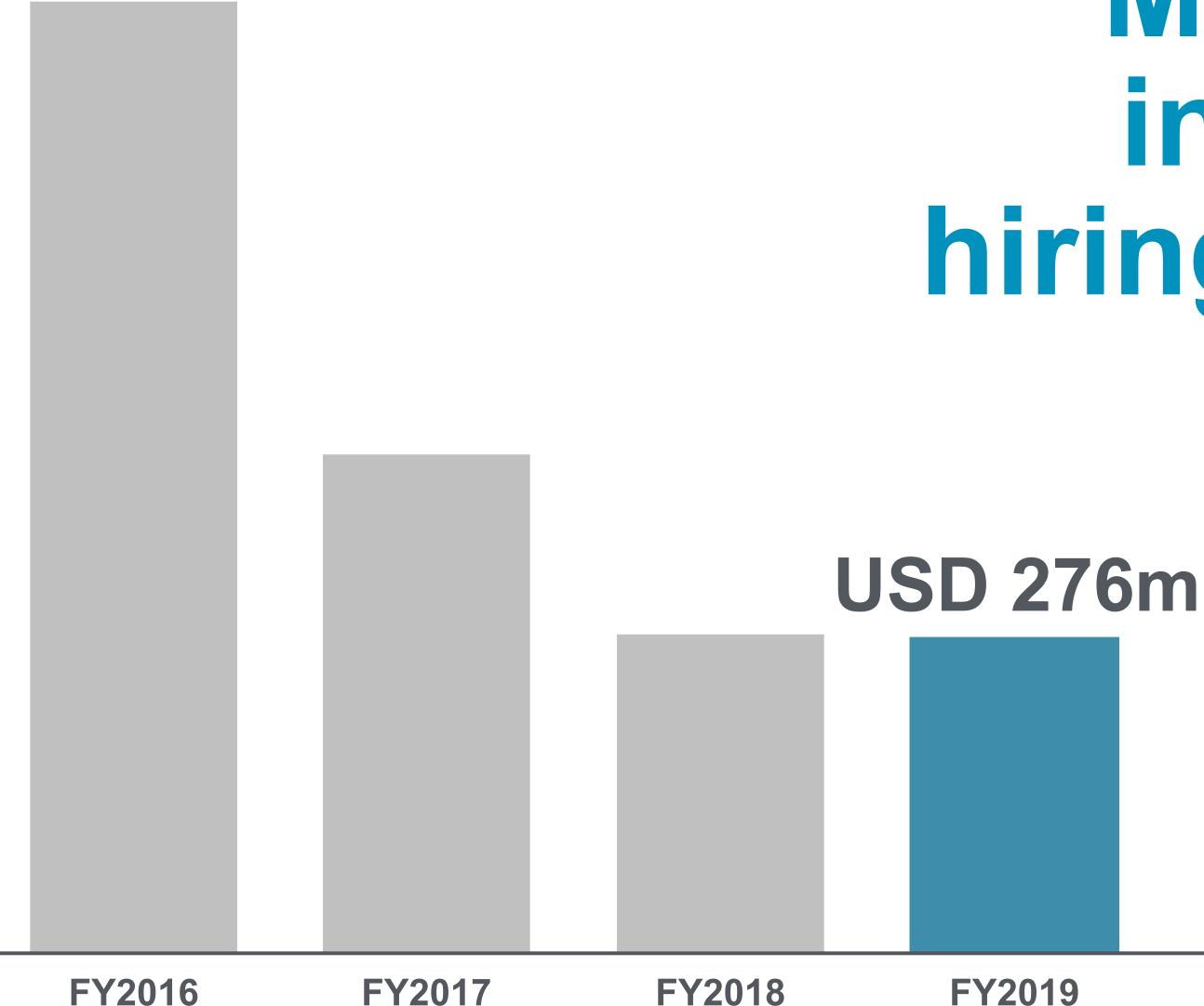
The information herein is provided for illustrative purposes only and is based on company data. There can be no assurances that historical trends will continue throughout the life of SVF1. Past performance is not necessarily indicative of future results. Nothing herein should be construed as a recommendation of any investment or security. The metrics regarding select aspects of the company's operations were selected by SBG on a subjective basis. Such metrics are provided solely for illustrative 34 purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations.





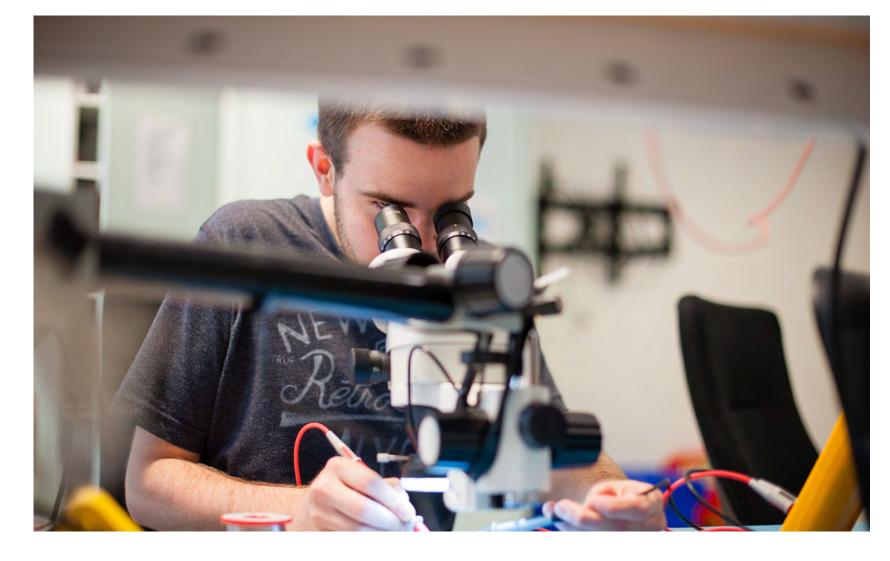
### **Adjusted EBITDA**

#### **USD 827m**



#### **Orm**

### Making up-front investments by hiring more engineers



The information above has been provided by a third party, and no representation is given regarding its accuracy. There can be no assurances that historical trends will continue throughout the life of SVF1. Past performance is not necessarily indicative of future results. 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 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.

> Adjusted EBITDA: numbers are Arm stand-alone basis, not Arm segment (Source) Arm







### **AWS and Arm Partnership** (AWS Graviton2 Processors)



The information herein is provided for illustrative purposes only. Certain information presented is provided by a third party, and SBG makes not representation regarding its accuracy. There can be no assurances that historical trends will continue throughout the life of SVF1. Past performance is not necessarily indicative of future results. 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 SBG 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. The comparables provided herein were selected by SBG for illustrative purposes to provide what SBG believes to be direct comparables in the industry within the relevant time period.



### **Believed to be** up to 65% faster \* than Intel Xeon

#### Could save cost up to 40%\*\* compared to Intel Xeon

(Source) Amazon.com, as of May. 2020.

\* Comparison between AWS M6g (Graviton2) instance and AWS M5 (Xeon Platinum 8000) instance running certain workloads. \*\* Switching from Intel Xeon-based EC2 Instance to AWS Graviton2-based EC 2 instance with minimal application porting effort







### **Processor IP for cloud / server** NEOVERSE Microsoft aws Azure **ITSI VELL**<sup>®</sup> Μ oocker

The information herein is provided for illustrative purposes only. There can be no assurances that historical trends will continue throughout the life of SVF1. Past performance is not necessarily indicative of future results. Nothing herein should be construed as a recommendation of any investment or security. There can be no assurances that any plans described herein will be fully realized, and all such plans are subject to uncertainties and risks, as applicable. Third party logos are included here for illustrative purposes only to demonstrate certain companies arm is currently in partnership with. There is no guarantee that SBG will work with any of the businesses whose logos are included herein in the future.



The companies mentioned are either licensees of, or users of, Arm NEOVERSE processor IP (Intellectual Property) They have each developed products or services that utilize Arm NEOVERSE processor IP

(Source) Arm - the above illustration does not include all the companies arm is currently partnering as of Mar. 2020





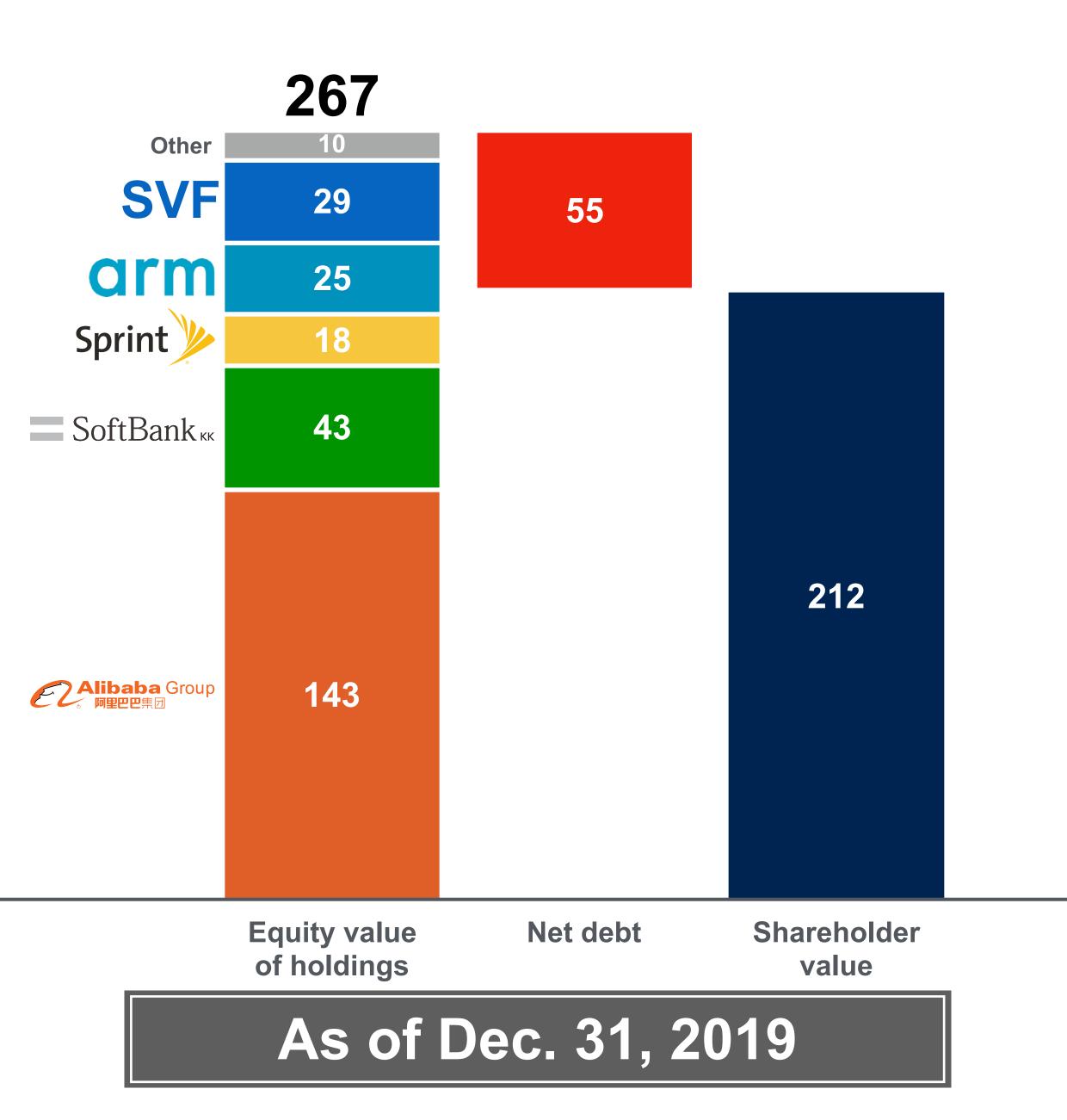


# Shareholder Value



Share price: closing price as of Dec. 30 (Japan) closing price as of Dec. 31 (U.S.)
For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"

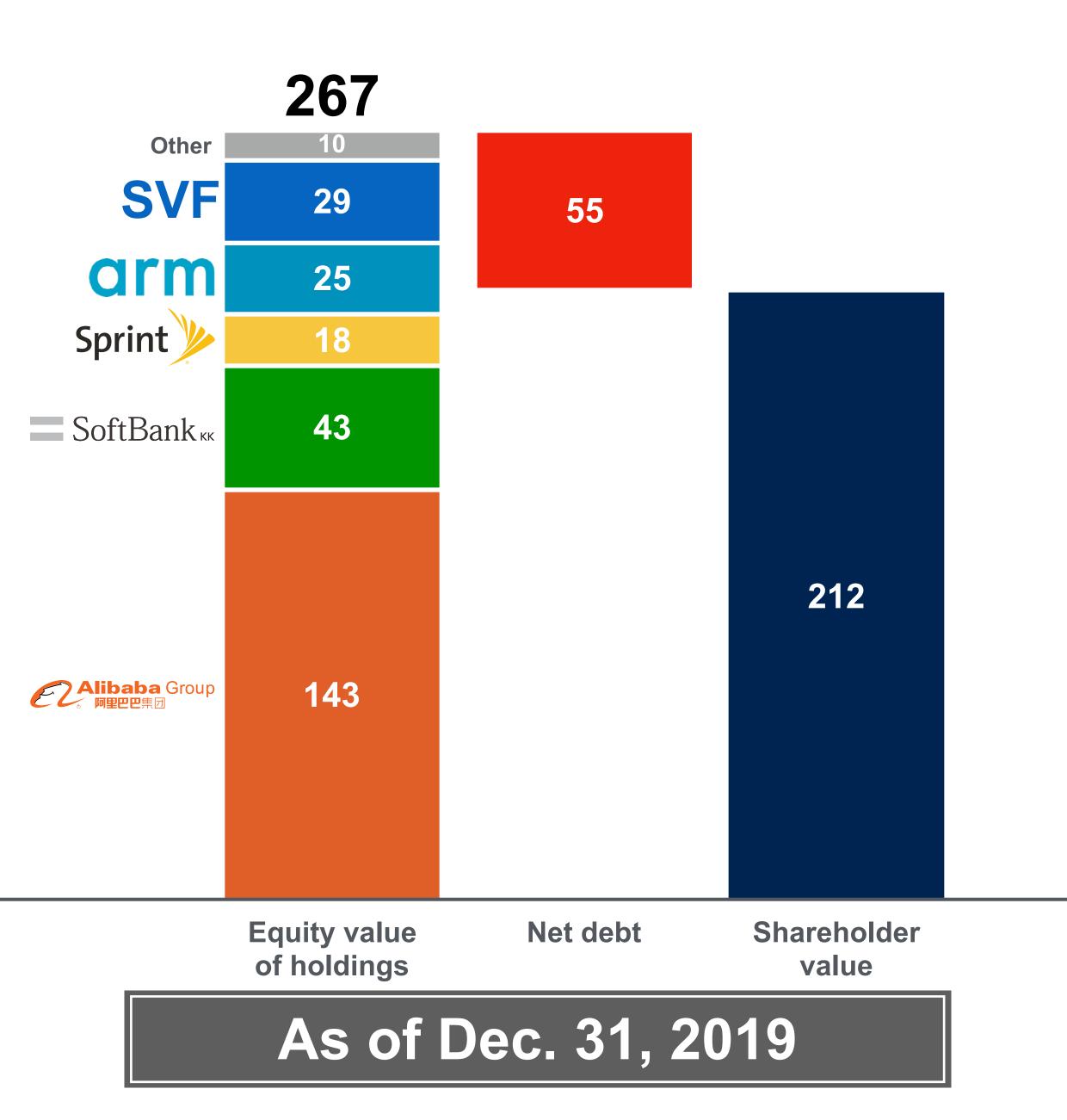
#### (USD bn)

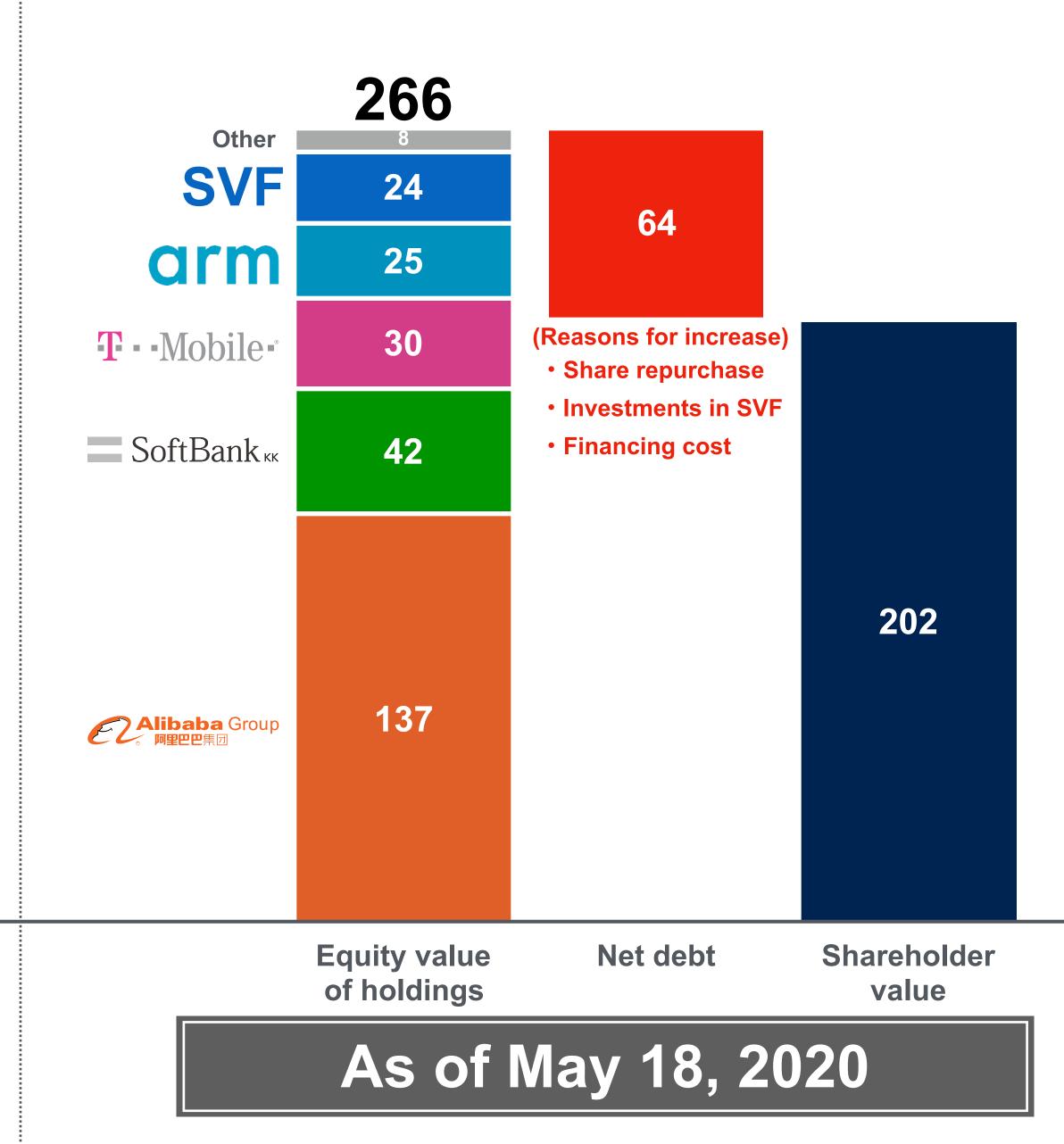




Share price: closing price as of Dec. 30 (Japan) closing price as of Dec. 31 (U.S.)
For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation"

#### (USD bn)







### **Financing Using Alibaba Shares**

#### (after Apr. 2020)

### **Forward contract**

### Floor contract

### **Collar contract**





# Funding amount **USD 1.5bn** (JPY 163.2bn) **USD 1.5bn** (JPY 163.2bn)

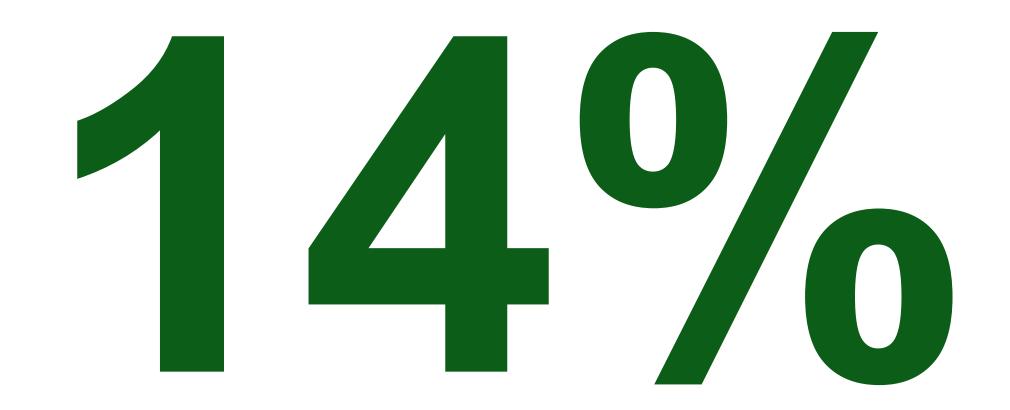
**USD 8.5bn** (JPY 925.1bn)

### **USD 11.5bn (JPY 1.25t)**

USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM) **41** 







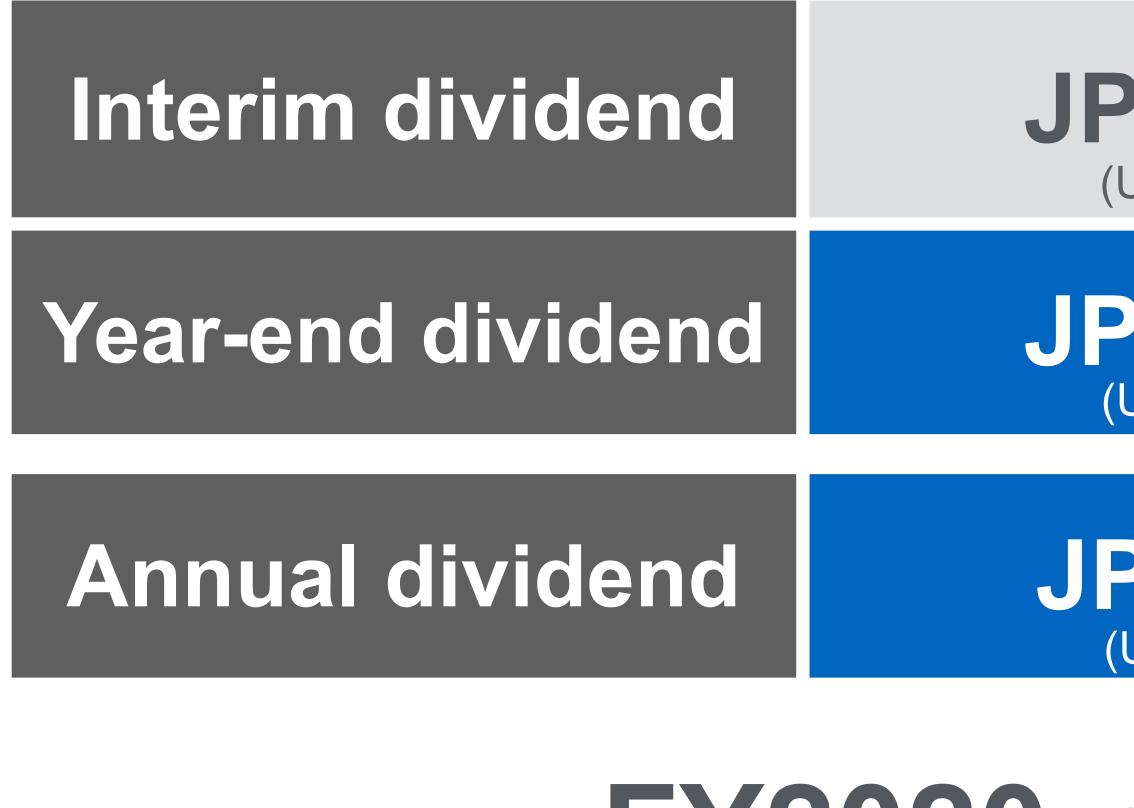
Net Debt: excluding the sum of the amount equivalent to debt, etc. related to asset-backed financing using Alibaba shares and SBKK shares Equity value of holdings: excluding the sum of the amount equivalent to debt, etc. related to asset-backed financing using Alibaba shares and SBKK shares For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" as of May 18, 2020

Share price: closing price as of May 18 (Japan) closing price as of May 15 (U.S.) 42





### **Dividend Policy (per share)**





<b>Y2019</b> (Plan)	<b>FY2020</b> (Plan)
<b>PY 22</b> (USD 0.2)	TBD
<b>Y 22</b> (USD 0.2)	TBD
<b>DY44</b> (USD 0.4)	TBD

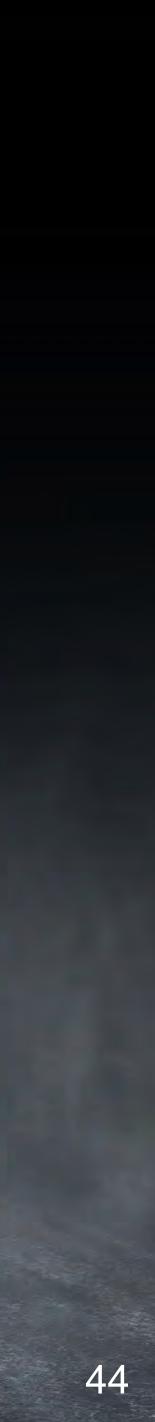
# FY2020 policy is TBD

USD 1 = JPY 108.83 (as of Mar. 31, 2020 TTM) **43** 



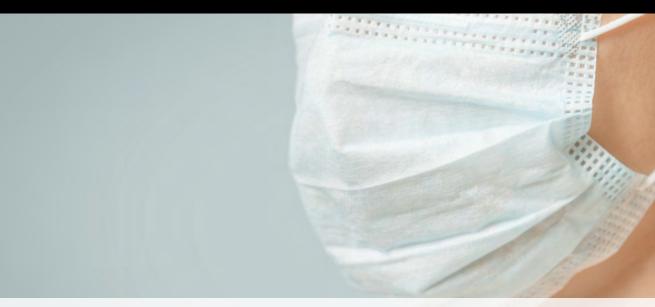


# Global Outbreak of Novel Coronavirus

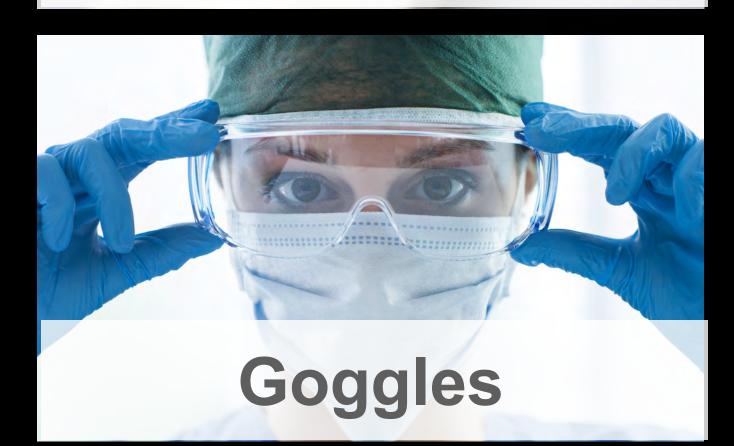




### Antibody test kit \*



#### General use / surgical masks











### **Protective suits**

### SoftBank

### Supply at cost to medical staffs as contribution to society



\*Antibody test kit will be supplied with free of charge





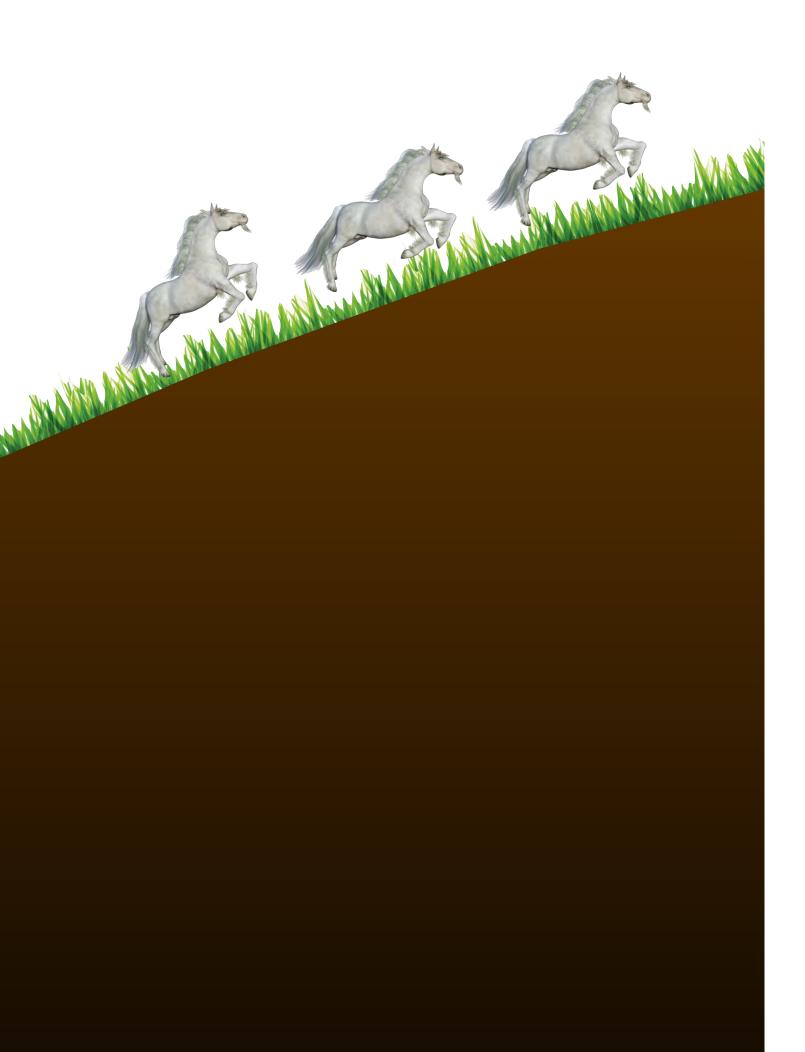


# Challenges for Unicorns (Coronavirus crisis)

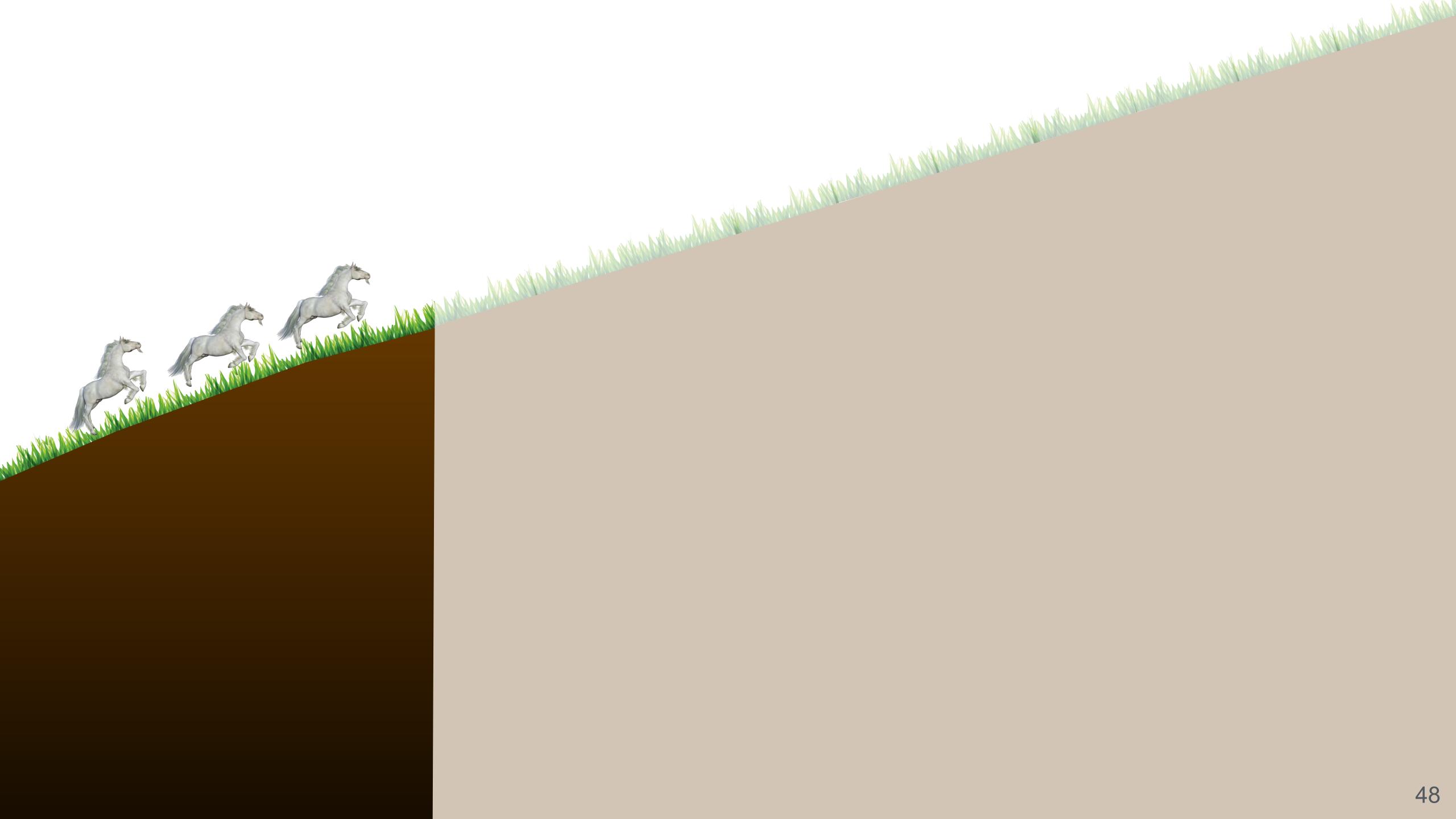
### Rapid decline in demand (sales)

## Negative FCF



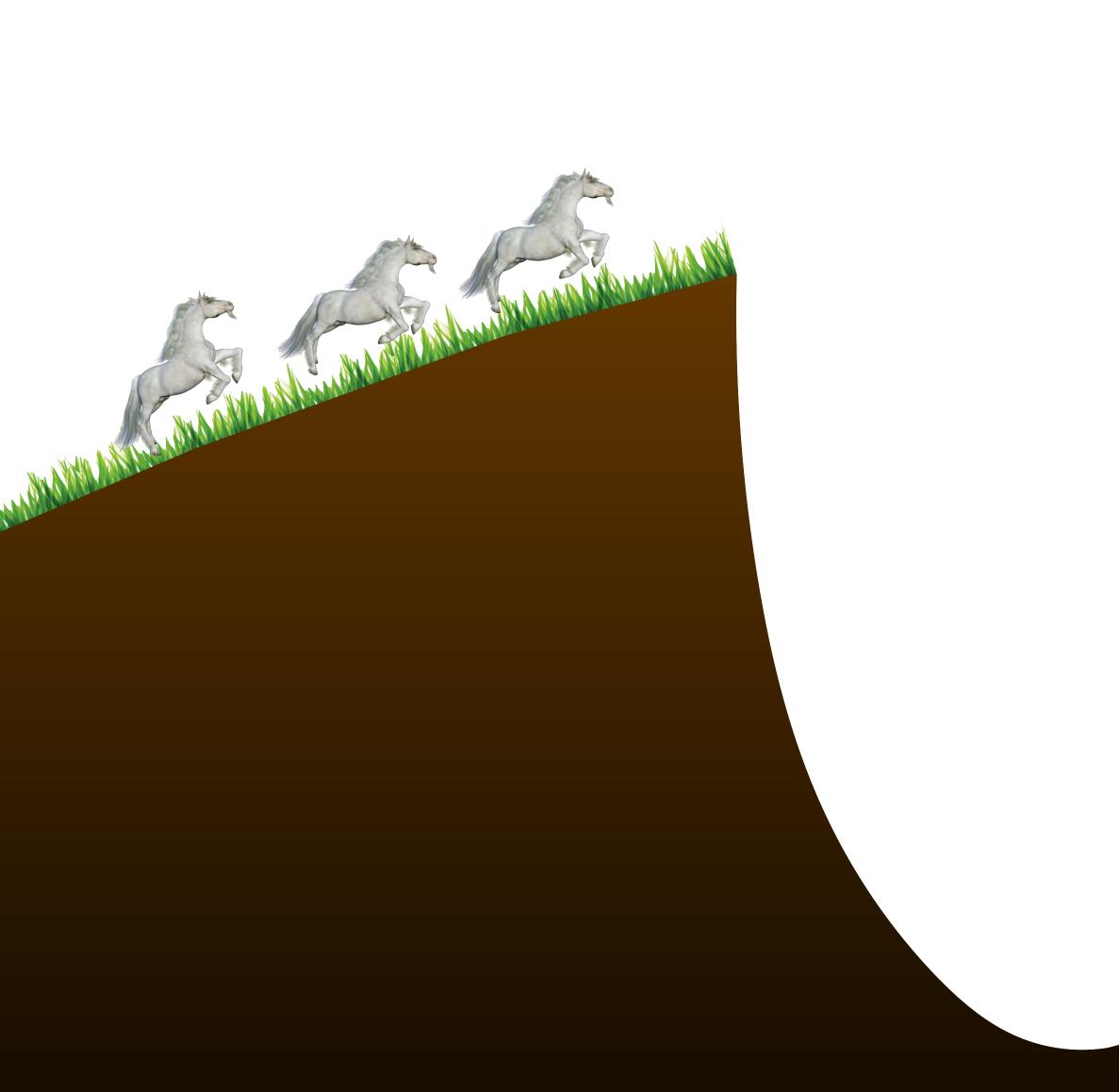






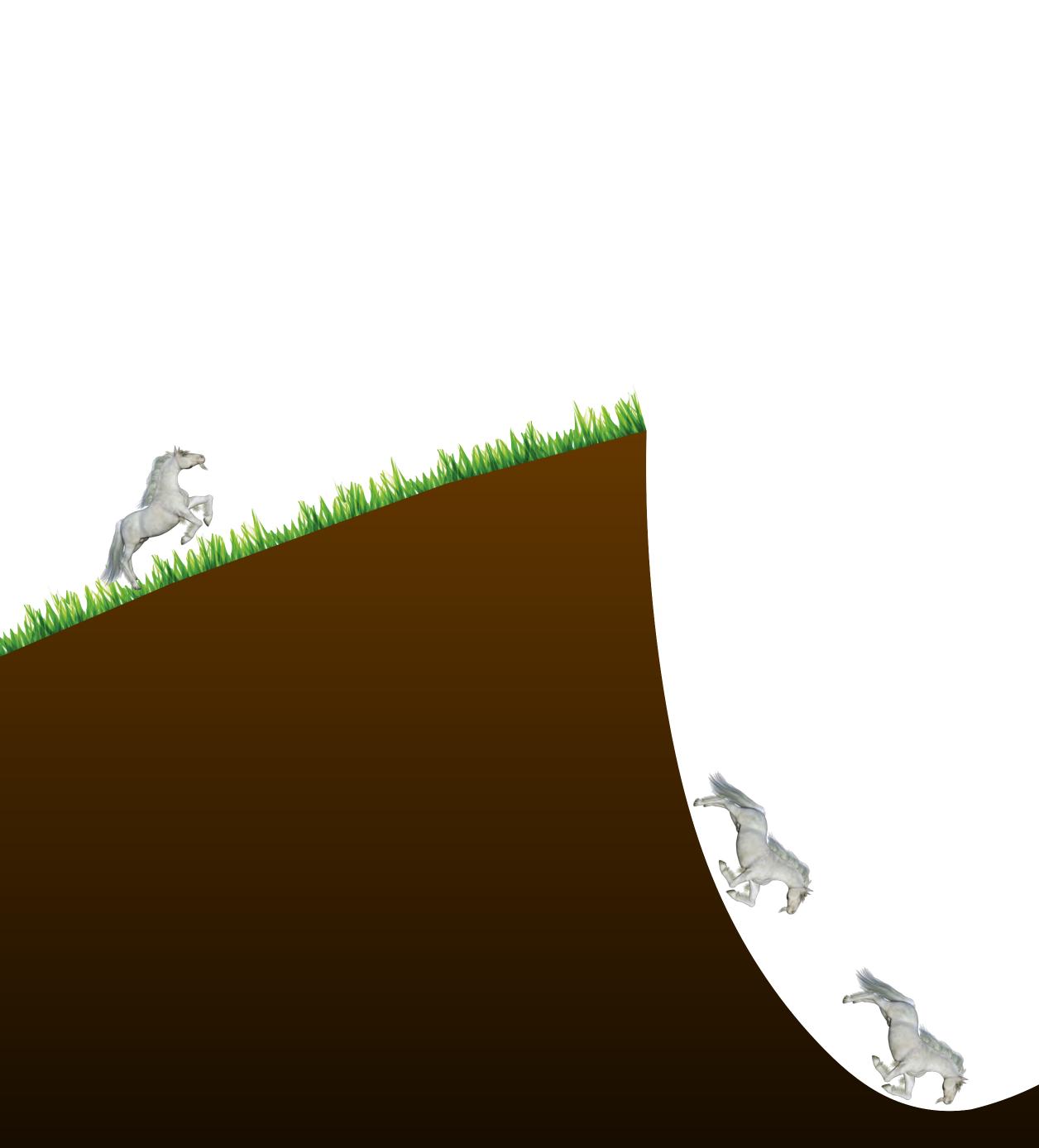






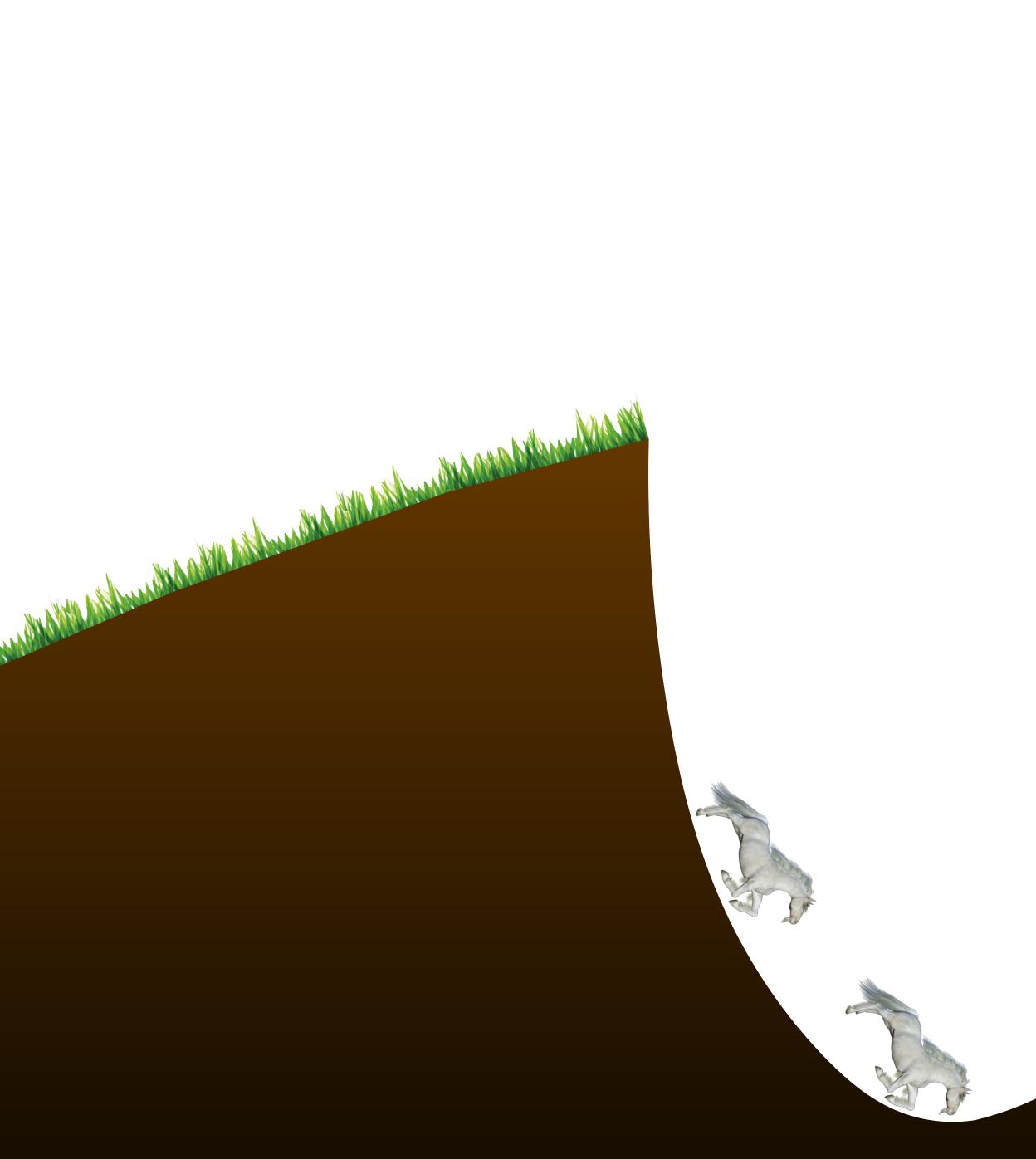
### Valley of Coronavirus





### Valley of Coronavirus





### Valley of Coronavirus





# (Recovery from 1929 Great Depression) Led by new industries then













## (Recovery from novel coronavirus) Led by new technologies



**Online meeting** 

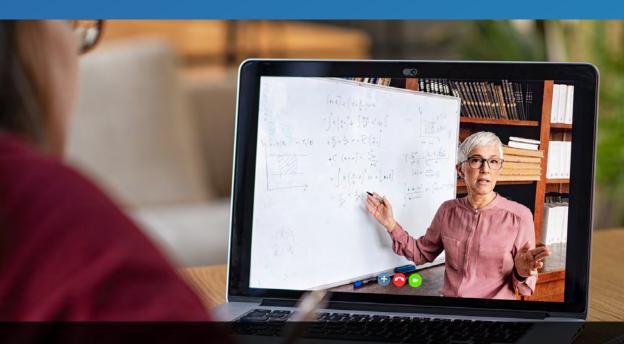
**Online medical care** 



**Online shopping** 







### **Online education**

Video streaming service





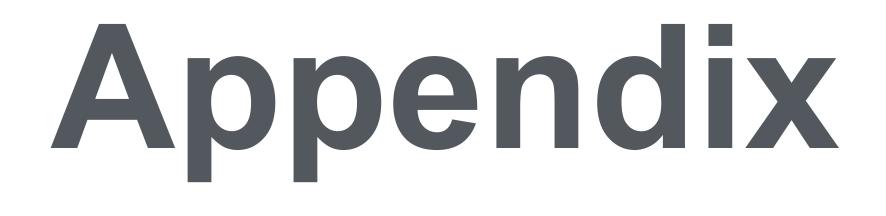




# Happiness for everyone



## SoftBank Group



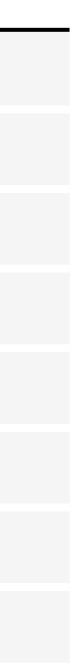
### SVF1 Listed Portfolio Companies (as of May 15, 2020)

(l	USD m) <b>Company</b>	(a) Investment cost to SVF1	(b) Gross return <sup>*1</sup> to SVF1	(c) = (b) - (a) Gross gain/(loss) to SVF1	(d) = (b) / (a) Gross MOIC <sup>*2</sup>
	Guardant Health	308	2,615	+\$2,307	8.5x
	Slack	334	1,002	+\$668	<b>3.0x</b>
	Vir Biotechnology	199	686	+\$488	<b>3.5x</b>
	PingAn Good Doctor	400	820	+\$420	<b>2.0x</b>
	10x Genomics	31	297	+\$266	<b>9.6x</b>
	OneConnect	100	67	-\$33	<b>0.7</b> x
	ZhongAn	550	275	-\$275	<b>0.5</b> x
	Uber	7,666	7,216	-\$450	<b>0.9</b> x
	Listed company total (Gross) *	<sup>3</sup> <b>\$9,587</b>	\$12,978	+\$3,390	

Gross Return = Unrealized value + Realized value, including the impact of any related hedges. Realized values are net of transaction fees and gross of taxes and other expenses. SBG's return on any SVF1 portfolio company is not the full return amount for the SVF1 but is instead proportionate to its commitment amount to SVF1 and any return received as a parent to the Manager, and does not reflect fees and expenses that would reduce the value of returns experienced by SVF1 investors.
 Gross multiples of invested capital (i.e., the total combined value divided by the invested amount, "Gross MOIC") are reflected on a gross basis and do not reflect the deduction of management fees, partnership expenses, performance fee and other expenses borne by investors. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein.
 Listed company total only includes companies that have become publicly listed after SVF1 made its initial investment in the companies.

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## SVF1 Snapshot (as of Mar. 31, 2020)

#### (USD billion)

(Breakdown)

(C)=(A)+(B)	SVF 1 total (SBG consolidated bas
(B)	Private & exited company tota
(A)	Listed company total

#### SBG total (Net)

Net asset value

#### **Distributions**\*3

**Performance fees**<sup>\*4</sup>

- 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 on which the information reported herein is based. experienced by SBG and SBG's investors.
- respectively.
- Contributions.
- clawback provisions.

Information herein is presented for illustrative purposes and relates solely to SVF1. Past performance is not necessarily indicative of future results. Individual investors' results may vary. \*SBG Consolidated basis: including derivative gain and loss related to NVIDIA hedge, etc.

	<b>(a)</b>	<b>(b)</b>	(c) = (b) - (
	Investment cost *2 to SVF1	Gross return <sup>*1</sup> to SVF1	Gross gain/(L to SVF1
	\$9.6	\$11.0	+\$1.4
tal	\$71.4	\$69.2	-\$2.2
asis)	\$81.0	\$80.2	-\$0.8
	(d)	(e)	
	Paid-in capital	Total value	
	\$24.4	\$22.5	
		\$20.9	
		\$1.6	

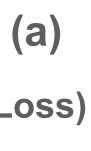
1. Gross Return to SVF1 is the sum of the cumulative Gross Realized Proceeds from exited and partially exited investments held by SVF1 as of March 31, 2020. Gross Gain/(Loss) to SVF1 is the difference between the Gross Return to SVF1 and Investment Cost to SVF1. Gross Realized Proceeds are before tax and expenses and include proceeds from the exited and partially exited investments and their related hedges. Fair Market Value reflects unrealized estimated amounts, does not take into account fees or expenses, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the information portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the

SBG's return and gain or loss on any SVF1 portfolio company are not the full Gross Return and Gross Gain/(Loss) to SVF1 but are net of 3rd party limited partners' interest in SVF1 and SBG's share of any applicable fees and expenses of the SVF1. Such deductions will reduce the value of returns from SVF1

2. Investment Cost to SVF1 is cumulative from SVF1 inception to March 31, 2020. It includes investments in Flipkart and Nvidia which were fully exited in August 2018 and January 2019 respectively, and portfolio companies' shares and all shares of a portfolio company which were sold in FY19

3. Distributions include Realized Proceeds and Preferred Equity Coupon distributed or paid to SBG from SVF1 inception to March 31, 2020. They are net of Recallable Utilised Contributions that were simultaneously retained and reinvested and do not include the Return of Recallable Unutilised

4. Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Performance Fees earned by the Manager's performance fee related to prior exits has been paid in full to the Manager since the end of the investment period and is subject to



#### **Definition and Calculation Method of SBG's Sum-of-the-parts Valuation** (as of May 18, 2020)

#### i. Net debt

- Net debt = net interest-bearing debt (SBG) = Net debt (SBG)
- Net debt (SBG) = gross debt (SBG) cash position, etc (SBG)
- gross debt (SBG) = gross interest-bearing debt (SBG) = Gross debt (Consolidated) Gross debt of subsidiaries (Non-recourse) • gross debt (SBG): adjusting (a), (b), (c), and (d) 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 (d) The sum of the amount (before deducting cost) procured through several prepaid forward contracts using Alibaba shares, such as a forward contract, a floor contract and a collar contract. The contracts were entered into in April and May 2020
- cash position, etc (SBG): considering the impacts (e), (f), and (g) as follows (e) Estimated cash proceeds and capital call payment related to the assets transfer of SVF1 from SBG that had been already completed by the end of March 2020 (f) The sum of the amount procured through several prepaid forward contracts using Alibaba shares, such as a forward contract, a floor contract, and a collar contract. The contracts were entered into in April and May 2020 (g) The total amount of SBG's share repurchase from April 1, 2020 to April 30, 2020
- 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, SVF1, Arm, etc.

#### ii. Equity value of holdings

- Alibaba: calculated by multiplying the number of Alibaba shares held by SBG at December 31, 2019 by the share price of Alibaba
- SBKK: calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK
- T-Mobile: calculated by multiplying the number of T-Mobile shares held by SBG at April 1, 2020 (excluding the number of shares surrendered to T-Mobile after the closing of the merger of Sprint and T-Mobile transaction) by the share price of T-Mobile
- Arm: calculated based on the acquisition cost, excluding the number of Arm shares held by SVF1
- SVF: Value equivalent to SBG's portion of SVF1's holding value + Performance fees accrued, etc
- 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

iv. Loan to value (LTV)

- LTV = Net debt / Equity value of holdings
- Net debt: excluding (h), (i), and (j) as follows
- (h) The sum of the amount equivalent to the outstanding margin loan backed by Alibaba shares and the financial liabilities relating to the variable prepaid forward contract (collar contract) using Alibaba shares (entered into in November 2019) (i) The sum of the amount (before deducting cost) procured through several prepaid forward contracts using Alibaba shares, such as a forward contract, a floor contract, and a collar contract. The contracts were entered into in April and May 2020
- (j) The sum of the amount equivalent to the outstanding margin loan backed by SBKK shares

Equity value of holdings : excluding (k), (l), and (m) as follows

(k) The sum of the amount equivalent to the outstanding margin loan backed by Alibaba shares and the amount to be settled at the maturity of the variable prepaid forward contract (collar contract) using Alibaba shares (entered into in November 2019) calculated based on the share price

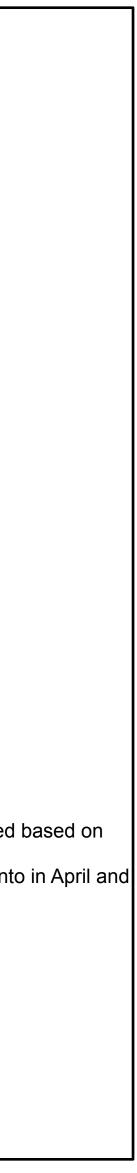
(1) The sum of the amount to be settled at the maturity of the several prepaid forward contracts using Alibaba shares, such as a forward contract, and a collar contract, calculated based on the share price of Alibaba. The contracts were entered into in April and May 2020

(m) The sum of the amount equivalent to the outstanding margin loan backed by SBKK shares

#### v. Other assumptions

- Share prices: (Japan) closing price as of May 18, 2020, (US) closing price as of May 15, 2020
- FX rate: USD 1 = JPY 107.00

\*SBG = SoftBank Group Corp., SBKK = SoftBank Corp., T-Mobile = T-Mobile US, Inc., SVF = SVF1 = SoftBank Vision Fund \*Based on data as of March 31, 2020 unless otherwise stated \*Before considering tax unless otherwise stated



### **Definition and Calculation Method of SBG's Sum-of-the-parts Valuation** (as of Dec 31, 2019)

#### i. Net debt

- Net debt = net interest-bearing debt (SBG) = Net debt (SBG)
- Net debt (SBG) = gross debt (SBG) cash position, etc (SBG)
- gross debt (SBG) = gross interest-bearing debt (SBG) = Gross debt (Consolidated) Gross debt of subsidiaries (Non-recourse)
- gross debt (SBG): adjusting (a), (b), and (c) as follows (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
- cash position, etc (SBG): considering the impacts as follows 2019
- Gross debt (Consolidated) = Gross interest-bearing debt (Consolidated): excluding cash position of banking business (The Japan Net Bank)
- SBKK, Sprint, SVF1, Arm, etc.

#### ii. Equity value of holdings

- Alibaba: calculated by multiplying the number of Alibaba shares held by SBG at Sep 30, 2019 by the share price of Alibaba
- **SBKK**: calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK
- Sprint: calculated by multiplying the number of Sprint shares held by SBG by the share price of Sprint
- Arm: calculated based on the acquisition cost, excluding the number of Arm shares held by SVF1
- SVF: Value equivalent to SBG's portion of SVF1's holding value + Performance Fee accrued, etc
- **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

#### v. Other assumptions

- Share prices: (Japan) closing price as of Dec 30, 2019, (US) closing price as of Dec 31, 2019
- FX rate: USD 1 = JPY 108.68

\*SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SVF = SVF1 = SoftBank Vision Fund \*Based on data as of December 31, 2019 unless otherwise stated \*Before considering tax unless otherwise stated

(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 (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

Estimated cash proceeds and capital call payment related to the assets transfer of SVF1 from SBG that had been already completed by the end of December

• Gross debt of subsidiaries (Non-recourse) = Gross interest-bearing debt of subsidiaries (Non-recourse): Total amount of gross interest-bearing debt of

