## SoftBank Group

## Earnings Results for the 9-month Period ended December 31, 2020

February 8, 2021





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## What is

# **SoftBank**?







## **Consolidated Results**





### Net Income

(JPY bn)

(USD 29.5bn) 3,055.2

### 476.6

### FY19 Q1-Q3

FY20 Q1-Q3

# 6.4X

USD 1 = JPY 103.50 (as of Dec. 30, 2020 TTM) Net income: net income attributable to owners of the parent







Dec. 31, 2020 Mar. 31, 2020

## **USD +21bn** in 9 months





### LTV (Net Debt / Equity Value of Holdings)

### (USD bn)

### 260



## Equity value of holdings

### Net debt



## 15% Manage LTV below 25% in normal times















## 

## The SoftBank Group seeks to sell all the shares\* (announced in Sep. 2020)

mited ("Arm", a wholly owned subsidiary of the Company) held Group Capital Limited ("SBGC", a wholly owned subsidiary of the Company) and SVF1

Closing of the transaction is conditional upon customary and other conditions being satisfied, including regulatory approval in (among other jurisdictions) the US, UK, EU and China. Closing of the transaction is expected to occur approximately 18 months from signing of the transaction (Sep. 14, 2020). Arm's Internet-of-Things Services Group (ISG) business was carved out of Arm in Q3 2020. Accordingly, the ISG business is not within the scope of the transaction.









# CPU

## **drm**

### **Open-licensing model** (continue customer neutrality)

Clier	t	Qualcomm	oculus SAMSUNG			<b>E</b> Â Kealtek
+ Infrastructur	Red Hat Enterprise Linux		docker ORACLE Linux			cādence
Contract Contract Contract AI/M	Ceexo TensorFlow				O PyTorch ArcSoft	babblelabs
+ IoT an embedde	4	EMBEDDED IN TOMORROW"	CMSIS		BROADCOM	<u>irtos</u> nuvoTon
Automotiv	Green Hills SOFTWARE		A Siemens Business DENSO Crafting the Core	BOSCH	Senesas Selicon Mobility	SYNOPSYS"

There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.

## **Combination of Ecosystems**

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### **Combination of Ecosystems** CPU **GPU / DPU**

## **C**rm

### **Open-licensing model** (continue customer neutrality)

Orter Orter Orter Orter	orter Client		Qualcomm	oculus SAMSUNG		Microsoft	REALTEK
OT THE OTHER	Infrastructure	Red Hat Enterprise Linux		docker ORACLE Linux			cādence
Orten de Orten de La de Carden de Ca	AI/ML	Ceexo f TensorFlow	Audio Analytic	Reality A		PyTorch	
Start Start	IoT and embedded		EMBEDDED IN TOMORROW"	CMSIS			<u>FTOS</u> nuvoTon
and the second s	Automotive	Green Hills SOFTWARE		A Stemens Business	BOSCH	RENESAS Silicon Mobility	SYNOPSYS <sup>®</sup> Omapbox



### Leading Al computing platform





Closing of the transaction is conditional upon customary and other conditions being satisfied, including regulatory approval in (among other jurisdictions) the US, UK, EU and China. Closing of the transaction is expected to occur approximately 18 months from signing of the transaction (Sep. 14, 2020).



## Vast ecosystem and unique<sup>\*</sup> business model



### **Aspires to** Create the world's premier computing company for the age of Al Closing of the transaction is conditional upon customary and other conditions being satisfied, including regulatory approval in (among other jurisdictions) the US, UK, EU and China. Closing of the transaction is expected to occur approximately 18 months from signing of the transaction (Sep. 14, 2020). Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that

\*Unique: open-licensing business model



SoftBank will work with any of the firms or businesses whose logos are included herein in the future



## What is SoftBank? Group





## Investment company







## SoftBank = Producer of golden eggs



## SoftBank = Producer of golden eggs

### Information Revolution



## SoftBank = Producer of golden eggs



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\*1 Arm is the investment from both SBGC and SVF1. Closing of the transaction is conditional upon customary and other conditions being satisfied, including regulatory approval in (among other jurisdictions) the US, UK, EU and China. Closing of the transaction is expected to occur approximately 18 months from signing of the transaction (Sep. 14, 2020).

Sprint

AHOO

ZAlibaba Gr

SoftBank

KK





'96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17 '18 '19 '20 (FY)



### '97 '99 '00 '01 '02 '03 '04 '05 '06 '11 '12 '13 '14 '15 '16 '17 '18 '19 '98 **'**07 '08 '09 '10

IPOs = A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account, IPOs other than fund business of investees with less than 5% of voting rights held are not included). Divestments = Announced a divestment with investment gain of 10bn yen or more (incl. deals that have not yet been completed). If the same company has both an IPO and a sale, the timing of the IPO is counted first, and no double counts are made. Not include a company that IPOed under the umbrella of a listed subsidiary or a company that has been sold with a profit.

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\*1 Announced a divestment or divested with investment gain of 10bn yen or more (incl. deals that have not yet been completed) \*2 The divestment of Yahoo! UK Limited, Yahoo! France SAS, Yahoo! Deutschland GmbH, and Yahoo! Korea Corporation is counted as one transaction.



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\*1 ZhongAn is the investment from SVF1 \*2 A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account) \*SVF1 and SVF2 are managed by SBIA. SBIA is a registered investment adviser and independent affiliate of SBG and maintains separate procedures and operations from those of SBG.

\*SoftBank Vision Fund: first major closing of SVF1 (May 2017)

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**Vision Fund** 



### '04 '97 '05 '06 '08 '09 '10 '13 '14 '15 '98 '99 '00 11 '12 '16

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\*1 Flipkart, Ping An Good Doctor, and Guardant Health are the investments from SVF1 SVF1 and SVF2 are managed by SBIA. SBIA is a registered investment adviser and independent affiliate of SBG and maintains separate \*2 A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account) procedures and operations from those of SBG. \*3 Announced a divestment or divested with investment gain of 10bn yen or more (incl. deals that have not yet been completed) \*SoftBank Vision Fund: first major closing of SVF1 (May 2017) Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. \*4 Flipkart, Ping An Good Doctor were fully exited as of Dec. 31, 2020 There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



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**Vision Fund**
# Golden Eggs (No. of IPOs / divestments of SVF1, SVF2, and SBG's portfolio companies) (Companies)

#### '04 '05 '06 '07 '08 '09 '11 '12 '13 '14 '15 '97 '98 '99 '00 '10 '16 '18

IPOs = A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account, IPOs other than fund business of investees with less than 5% of voting rights held are not included). Divestments = Announced a divestment with investment gain of 10bn yen or more (incl. deals that have not yet been completed). If the same company has both an IPO and a sale, the timing of the IPO is counted first, and no double counts are made. Not include a company that IPOed under the umbrella of a listed subsidiary or a company that has been sold with a profit.

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\*1 Uber, Slack, 10x Genomics, Vir Biotechnology, OneConnect and NVIDIA are the investments from SVF1 \*2 A company that IPOed since the initial investment (incl. direct listing, whether or not the investment cost was exceeded is not taken into account)

\*3 Announced a divestment or divested with investment gain of 10bn yen or more (incl. deals that have not yet been completed) \*4 Slack, 10x Genomics, NVIDIA were fully exited as of Dec. 31, 2020

\*SVF1 and SVF2 are managed by SBIA. SBIA is a registered investment adviser and independent affiliate of SBG and maintains separate procedures and operations from those of SBG.

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**Vision Fund** 

\*SoftBank Vision Fund: first major closing of SVF1 (May 2017)



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## Golden Eggs (No. of IPOs / divestments of SVF1, SVF2, and SBG's portfolio companies) (Companies)

#### '97 '05 '98 '99 '00 '06 **'04**

IPOs = A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account, IPOs other than fund business of investees with less than 5% of voting rights held are not included). Divestments = Announced a divestment with investment gain of 10bn yen or more (incl. deals that have not yet been completed). If the same company has both an IPO and a sale, the timing of the IPO is counted first, and no double counts are made. Not include a company that IPOed under the umbrella of a listed subsidiary or a company that has been sold with a profit.

Information

Revolution

\*1 Relay Therapeutics, Doordash, Opendoor, Auto1, OSIsoft are the investments from SVF1 \*2 Qualtrics, Seer, and Beike are the investments from SVF2

- \*3 Arm is the investment from both SBGC and SVF1

#### **SoftBank Vision Fund**

'17 '12 '13 '14 '15 '08 '09 '10 '11 '16 '18 '19

\*4 A company that IPOed since the initial investment (whether or not the investment cost was exceeded is not taken into account) \*5 Announced a divestment or divested with investment gain of 10bn yen or more (incl. deals that have not yet been completed)

\*6 Closing of the transaction is conditional upon customary and other conditions being satisfied, including regulatory approval in (among other jurisdictions) the US, UK, EU and China. Closing of the transaction is expected to occur approximately 18 months from signing of the transaction (Sep. 14, 2020). \*SVF1 and SVF2 are managed by SBIA. SBIA is a registered investment adviser and independent affiliate of SBG and maintains separate procedures and operations from those of SBG. \*SoftBank Vision Fund: first major closing of SVF1 (May 2017) Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



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## Information Revolution

SoftBank Vision Fund: SVF1 and Other SBIA-Managed Funds Segment 15 IPOs, etc.: total number of companies listed by using an IPO, a direct listing or merged with SPAC after initial investment from SVF1 or SVF2 (SVF1: 12 companies, SVF2: 3 companies), incl. fully exited investments, since May 20, 2017, to Feb. 5, 2021. May 20, 2017, is the date of the first major closing of SVF1. Breakdown of 12 SVF1 portfolio companies: ZhongAn, Guardant Health, Ping An Good Doctor, OneConnect, Vir Biotechnology, 10x Genomics, Slack, Uber, Auto1, OpenDoor, DoorDash, Relay Therapeutics Breakdown of 3 SVF2 portfolio companies: Beike, Seer, and Qualtrics \*SVF1 and SVF2 are managed by SBIA. SBIA is a registered investment adviser and independent affiliate of SBG and maintains separate procedures and operations from those of SBG.

# **SoftBank Vision Fund**

## 15 IPOs, etc.





# SoftBank Vision Fund

SoftBank Vision Fund: SVF1 and Other SBIA-Managed Funds Segment 39



## **SoftBank Vision Fund** (131 companies)

#### SoftBank Vision Fund 1 (92 companies)

arm	ROIVANT	业 KATERRA	会就 金融壹账通 DNECONNECT	REEF	flexport.	KLOOK	C2FO	<mark>合贝壳</mark> (Beike)	<b>T</b> unacademy	
Fanatics	Paytm	AUTO 1 G R O U P	tokopedia	Alibaba Local Services	пиго	GET YOUR GUIDE	ENERGY VAULT Enabling a Renewable World	alto	😌 ShipBob	
wework	ΟΥΟ	(Full Truck Alliance)	Uber	firstcry		Gympass	VNLIFE	<b>COO</b> lenskart.com	<mark>掌门</mark> 教育 <sup>zhangmen.com</sup>	49 9
」 IMPROBABLE	<b>众安保险</b> ZhangAn Insurance	COHESITY	Grað	i Zume	DELHIVE <b>CY</b> Small World	CloudMinds		KARIUS	worker with the k minimize and the field of the field	TESS
GUARDANT <sup>®</sup>	mapbox	policy bazaar	DOORDASH		OakNorth	<b>∮</b> FUNGIBLE	goPuff	🔽 DiDi Autonomous	WHOOP"	📻 Flock
🕅 nauto	III ByteDance	lıght	zymergen	Globality	Clutter	Collective Health	+ JVs / affiliates etc. (14 companies)	ΒΕΗΛΥΘΧ	Ordermark.	Kk
NIR	OSIsoft.	coupang	view	GGGROFERS	広子 二手车直奏网 Guazi.com	Greensill	+ Fully exited (10 companies)	Encoded	MindTickle #	+ Otl (2 com
plenty	医健通 HEALTHKONNECT	Opendoor		cruise	fair	Rappi		diofourmis	TIER	+ 2 portfolio invest since Jar and 11 p (total 13 co
brain@	COMPASS	Loggi	を が た	DiDi	getaround	C creditas	442	XtalPi	MEMPHIS MEATS	
SoftBank Vision Fund: SVF1 and Othe he number of "131 companies" includes Full Truck he investments presented herein are solely for illus ssumed that investments made in the future will be Disclosed aggregate number of "92 companies" inc	Alliance, which is invested from both SVF1 and strative purposes, have been selected in order to comparable in quality or performance to the inv	demonstrate examples of SVF1 investments, an estments described herein. Please refer to vision	nfund.com/portfolio for a more complete list of SV	/F1's investments. There are no assurances tha			portfolio companies of SoftBank Vision Fund	of a) SVF1 (92 companies), incl. 10 fully SVF2 invested between Jan. 1, 2021 a 2 (others (2 companies)): Full Truck Al already approved by the Investment Co		anies), as of Dec. 3 mpanies of SVF2 as

\*Disclosed aggregate number of "92 companies" includes the existing SVF1 investments (disclosed / undisclosed), JVs / affiliates among portfolio companies and SVF1, and fully exited investments. SoftBank Group Corp. has made capital contributions to allow investments by SVF2 in certain portfolio companies. The information included in this section is made for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy limited partnership interests in any fund, including SVF2. SVF2 has yet to have an external close, and any potential third-party investors shall receive additional information related to any SVF2 investments prior to closing. The investments presented here in the solely for illustrative purposes, have been selected in order to demonstrate examples of SVF2 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 SVF2's investments.

#### **SoftBank Vision Fund 2**

(39 companies: 26 portfolio companies + 2 portfolio companies invested in since Jan. 1, 2021 + 11 pipeline companies)

There can be no assurances that any plans described herein will be realized, and all such plans are subject to uncertainties and risks. There can be no assurance that investments described herein will ultimately be acquired by SVF2 or any future fund managed by SBIA. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future





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## Gain and Loss on Investments (Quarter)

(SVF Segment on a SBG Consolidated Basis)

(JPY bn)



Return to profit

1,355.7

1,115.0

On Apr. 1, 2020, Sprint ceased to be a subsidiary of the Company following the completion of the merger between Sprint and T-Mobile US, Inc. Given that investment activities have taken the greater importance to the Company's overall consolidated financial results, the Company has revised the presentation of the consolidated statement of income from the first quarter. Specifically, "operating income" will no longer be presented in the consolidated statement of income. Instead, "gain on investments" will be used in order to show investment performance in the consolidated financial results.

The information contained herein is provided solely for illustrative purposes on a SBG consolidated basis and individual investors' results may vary. Further, past performance is not necessarily indicative of future results. Income before income tax 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 and SVF2. There is no guarantee that historical trends will continue throughout the life of SVF1 and SVF2. 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.

Gain and Loss on Investments (Quarter): gain on investments at SVF1 and other SBIAmanaged funds segment on Consolidated Financial Report of SoftBank Group Corp, incl. derivative gain and loss. For details, please refer to "Consolidated Results of Operations" on Consolidated Financial Report of SoftBank Group Corp. SVF = SoftBank Vision Fund SVF segment: SVF1 and Other SBIA-Managed Funds Segment 41

-1,115.9

**Q2 Q**3 **Q1 FY2020** 

296.6

## Gain and Loss on Investments (9-month Cumulative)

(SVF Segment on a SBG Consolidated Basis)



**JPY -729.0bn** 

**FY2017 Q1-Q3** 

**FY2018** Q1-Q3

**FY2019** Q1-Q3

**FY2020** Q1-Q3

## Return to profit

On Apr. 1, 2020, Sprint ceased to be a subsidiary of the Company following the completion of the merger between Sprint and T-Mobile US, Inc. Given that investment activities have taken the greater importance to the Company's overall consolidated financial results, the Company has revised the presentation of the consolidated statement of income from the first quarter. Specifically, "operating income" will no longer be presented in the consolidated statement of income. Instead, "gain on investments" will be used in order to show investment performance in the consolidated financial results.

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Gain and Loss on Investments (9-month Cumulative): gain on investments at SVF1 and other SBIAmanaged funds segment on Consolidated Financial Report of SoftBank Group Corp, incl. derivative gain and loss. For details, please refer to "Consolidated Results of Operations" on Consolidated Financial Report of SoftBank Group Corp. SVF = SoftBank Vision Fund SVF segment: SVF1 and Other SBIA-Managed Funds Segment





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

(USD m)	Company	(a) Investment cost to SVF1	(b) Gross return *3 to SVF1	(c) = (b) - (a) Gross gain/(loss) to SVF1	(d) = (b) / (a) Gross MOIC
	Doordash	680	8,989	+\$8,309	<b>13.2x</b>
	Uber	7,666	11,334	+\$3,668	<b>1.5x</b>
	<b>Guardant Health</b>	308	2,728	+\$2,420	<b>8.9x</b>
	Opendoor	450	1,673	+\$1,223	<b>3.7x</b>
	<b>Relay Therapeutics</b>	300	1,160	+\$860	<b>3.9x</b>
Fully Exited	Slack	334	1,007	+\$673	<b>3.0x</b>
Fully Exited	Ping An Good Doctor	400	828	+\$428	<b>2.1</b> x
	Vir Biotechnology	199	606	+\$407	<b>3.0x</b>
Fully Exited	10x Genomics	31	338	+\$307	<b>10.9x</b>
	OneConnect	100	88	-\$12	<b>0.9x</b>
	ZhongAn	550	394	-\$156	<b>0.7</b> x
(A)	Listed company total (Gross) *1	\$11,017	\$29,145	+\$18,127	<b>2.6x</b>
(B)	SVF1 private company, etc.	\$73,501	\$75,730	+\$2,230	
(A)+(B)	<b>Total</b> (SBG consolidated basis) <sup>*2</sup>	\$84,518	\$104,875	+\$20,357	

Listed company total only includes companies that have become publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial investment in the companies that became publicly listed on or after the date SVF1 made its initial invest

2. SBG Consolidated basis: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the

transfer are not included in the presentation.

3. Gross Return = Unrealized value + Realized value. Realized values are gross of transaction fees, taxes and other expenses. SBG's return on any 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.

4. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. 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. Publicly guoted 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 December 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 before or as at December 31, 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 described herein. Please refer to visionfund com/portfolio for a more complete list of SVF1's 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 investors. 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 investments described herein. Actual returns on unrealized and partially realized investments will be sold for values used in calculating the returns portrayed herein. Actual returns on unrealized and partially realized 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 the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the returns on unrealized and partially realized investments will be sold for values used in the 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. 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 results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.









## SVF2 Listed Portfolio Companies (as of Dec. 31, 2020)

(USD m)	Company	(a) Investment cost to SVF2	(b) Gross return *2 to SVF2	(c) = (b) - (a) Gross gain/(loss) to SVF2	(d) = (b) / (a) Gross MOIC
	Beike	1,350	6,433	+\$5,083	<b>4.8</b> x
	Seer	55	163	+\$108	<b>3.0x</b>
<b>(A)</b>	Listed company total (Gross) <sup>*1</sup>	\$1,405	\$6,596	+\$5,191	<b>4.7x</b>
(B)	SVF2 private company	\$2,905	\$2,720	-\$185	
(A)+(B)	Total	\$4,310	\$9,316	+\$5,006	

- 1. Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.
- 2. Gross Return = Unrealized value. SBG's return on any SVF2 portfolio company is not the full return amount for the SVF2 but is instead proportionate to its commitment amount to SVF2 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 SVF2 investors.
- 3. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. 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.

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 December 31, 2020. Past performance is not necessarily indicative of future results.

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#### Investments Results for Doordash (as of Dec. 31, 2020)

#### **USD 8,989m**

#### **USD 680m**

**Investment Cost** to SVF1 (Mar. 2018, Feb. 2019, May 2019, Jun. 2020) **Gross Return** to SVF1 (Dec. 31, 2020)



## US's No.1 **Online food delivery** 13.2x



\*US's No.1 Online food delivery in terms of online market share of transactions across food delivery vendors, between October 1, 2020 and October 13, 2020: (Source) Edison Trends's Q4 2020 Food Delivery & Rideshare Sales Report dated on October 23, 2020. Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the public securities held by SVF1 as at Dec. 31, 2020 and do not purport to be a complete list of SVF1 investments. References to the investment 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 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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

IPO on Dec. 9, 2020: date of the first trading date of IPO

13.2x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Uber (as of Dec. 31, 2020)



# **USD 7,666m Gross Return Investment Cost**

to SVF1 (Dec. 2018)

to SVF1 (Dec. 31, 2020)

IPO on May 10, 2019

## The global leader in mobility and delivery services 1.5x



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IPO on May 10, 2019: date of the first trading date of IPO

1.5x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"











#### Investments Results for Guardant Health (as of Dec. 31, 2020)

### **USD 2,728m**

#### **USD 308m**

**Investment Cost** to SVF1 (Aug. 2017)

**Gross Return** to SVF1 (Dec. 31, 2020)

**IPO on Oct. 4, 2018** 



## **Comprehensive liquid biopsy** utilizing AI 8.9x



Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the public securities held by SVF1 as at Dec. 31, 2020 and do not purport to be a complete list of SVF1 investments. References to the investment 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 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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

IPO on Oct. 4, 2018: date of the first trading date of IPO

8.9x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"







#### Investments Results for Opendoor (as of Dec. 31, 2020)



#### **USD 450m**

**Investment Cost** to SVF1 (Aug. 2018, Dec. 2018, Apr. 2019) **Gross Return** to SVF1 (Dec. 31, 2020)

Listed on Dec. 21, 2020 (merged with SPAC\*)



#### **Online real estate** transaction platform





\*Opendoor merged with Social Capital Hedosophia Holdings Corp. II on Dec. 18, 2020, and the trading was begun on the Nasdaq on Dec. 21, 2020 under the new ticker symbol "OPEN" for the Opendoor Technologies common stock Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the public securities held by SVF1 as at Dec. 31, 2020 and do not purport to be a complete list of SVF1 investments. References to the investment 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 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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

3.7x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Relay Therapeutics (as of Dec. 31, 2020)



#### **USD 300m**

**Investment Cost** to SVF1 (Dec. 2018)

**Gross Return** to SVF1 (Dec. 31, 2020)



IPO on Jul. 16, 2020



#### **Transform the drug discovery process** through protein motion and AI





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IPO on Jul. 16, 2020: date of the first trading date of IPO

3.9x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Slack (as of Dec. 31, 2020)



#### **USD 334m**

**Investment Cost** to SVF1 (Oct. 2018)

**Gross Return** to SVF1 (Dec. 31, 2020)

Listed on Jun. 20, 2019 (Direct listing)



## **Provides the software platform** to communicate and collaborate 3.0x



Since the investment was fully exited by Dec. 31, 2020, Gross Return to SVF1 as of Dec. 31, 2020 is the same as the total amount of realized value, and has not been changed after the completion of the full exit Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the fully exited public securities held by SVF1 and do not purport to be a complete list of SVF1 investments. References to the investment 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 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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

Listed on Jun. 20, 2019 (Direct listing): date of the first trading date of direct listing 3.0x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Ping An Good Doctor (as of Dec. 31, 2020)



#### **USD 400m**

**Investment Cost** to SVF1 (Dec. 2017)

**Gross Return** to SVF1 (Dec. 31, 2020)

**IPO on May 4, 2018** 



#### **One of the leading one-stop** online healthcare platforms in China





Since the investment was fully exited by Dec. 31, 2020, Gross Return to SVF1 as of Dec. 31, 2020 is the same as the total amount of realized value, and has not been changed after the completion of the full exit Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the fully exited public securities held by SVF1 and do not purport to be a complete list of SVF1 investments. References to the investment 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 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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

IPO on May 4, 2018: date of the first trading date of IPO

2.1x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"







#### Investments Results for Vir Biotechnology (as of Dec. 31, 2020)



#### **USD 199m**

**Investment Cost** to SVF1 (Aug. 2017)

**Gross Return** to SVF1 (Dec. 31, 2020)



**IPO on Oct. 11, 2019** 



## **Develop therapies & vaccines** utilizing AI 3.0x



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IPO on Oct. 11, 2019: date of the first trading date of IPO

3.0x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for 10x Genomics (as of Dec. 31, 2020)



#### **USD 31m**

**Investment Cost** to SVF1 (Dec. 2018)

**Gross Return** to SVF1 (Dec. 31, 2020)

IPO on Sep. 12, 2019



## Accelerating biology with single-cell genomics 10.9x



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 the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.

IPO on Sep. 12, 2019: date of the first trading date of IPO

10.9x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for OneConnect (as of Dec. 31, 2020)



**SVF1** Investment

IPO on Dec. 13, 2019



#### Leading technology-as-a-service platform for financial institutions in China





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IPO on Dec. 13, 2019: date of the first trading date of IPO

0.9x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for ZhongAn (as of Dec. 31, 2020)



IPO on Sep. 28, 2017



## **First online-only** insurance company in China 0.7x



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IPO on Sep. 28, 2017: date of the first trading date of IPO

0.7x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Beike (as of Dec. 31, 2020)

#### **USD 6,433m**

#### **USD 1,350m**

**Investment Cost** to SVF2 (Nov. 2019)

**Gross Return** to SVF2 (Dec. 31, 2020)

**SVF2** Investment

IPO on Aug. 13, 2020



#### China's No.1 platform for housing transactions and services<sup>\*</sup>





\*China's No.1 platform for housing transactions and services in terms of Gross Transaction Value, 2019: (Source) China Insights Consultancy's Industry Report on the Residential Real Estate market in China dated Jul. 2020 Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the public securities held by SVF2 as at Dec. 31, 2020 and do not purport to be a complete list of SVF2 investments. References to the investment 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 SVF2's investments. There is no guarantee that historical trends will continue throughout the life of SVF2. It should not be assumed that investments made in the future will be comparable in quality or performance to the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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. SVF2 performance metrics are preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF2 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF2 performance figures are subject to change and not necessarily indicative of the performance of SVF2 and are included only for illustrative purposes.

IPO on Aug. 13, 2020: date of the first trading date of IPO

4.8x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF2 by Investment Cost to SVF2 For details, please refer to the slide titled "SVF2 Listed Portfolio Companies (as of Dec. 31, 2020)"





#### Investments Results for Seer (as of Dec. 31, 2020)



#### **USD 55m**

**Investment Cost** to SVF2 (Dec. 2020)

**Gross Return** to SVF2 (Dec. 31, 2020)

**SVF2** Investment

**IPO on Dec. 4, 2020** 

#### **Innovate proteomic analysis** (aggregate of proteins)

3.0x



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IPO on Dec. 4, 2020: date of the first trading date of IPO

3.0x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF2 by Investment Cost to SVF2 For details, please refer to the slide titled "SVF2 Listed Portfolio Companies (as of Dec. 31, 2020)"







#### Investments Results for Auto1 (as of Feb. 5, 2021)



#### **USD 742m**

**Investment Cost** to SVF1 (Jan. 2018, Feb. 2021)

**Gross Return** to SVF1 (Feb. 5, 2021)

**SVF1** Investment

IPO on Feb. 4, 2021



#### **Europe's leading platform for** buying and selling used cars online





Since Auto1 was a private company as of Dec. 31, 2020, the investment result is showing

Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrati

the latest performance at the SBG earnings (as of Feb. 5, 2021) instead of as of Dec. 31 to show the public securities held by SVF1 as at Feb. 5. 2021 and do not purport to be a complete list of SVF1 investments. References to the investment included herein should not be construed as a recommendation of any particular investment or security. 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 is no guarantee that historical trends will continue throughout the life of SVF1. It should not be a in the future will be comparable in quality or performance to the investment described herein. There can be no assurance that unrealized investments will be sold for value equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes. 2021 with the cash settlement and transfer of shares to SVF1 expected to occur on Feb. 8, 2021 IPO on Feb. 4, 2021: date of the first trading date of IPO

Investment Cost to SVF1 includes an amount of EUR 100m (USD 120m) in relation to the Auto1 pre-IPO secondary transaction. All conditions within the Share Purchase Agreement were met as of Feb. 5,

3.4x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF1 by Investment Cost to SVF1 For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Feb. 5, 2021)"





#### Investments Results for Qualtrics (as of Feb. 5, 2021)



#### USD 24m

**Investment Cost** to SVF2 (Jan. 2021)

**Gross Return** to SVF2 (Feb. 5, 2021)

**SVF2** Investment

IPO on Jan. 28, 2021

qualtrics.<sup>XM</sup>

#### Leading software platform for managing customer and employee experiences





Since SVF2 invested in Qualtrics after Dec. 31, 2020, the investment result is showing the latest performance at the SBG earnings (as of Feb. 5, 2021) instead of as of Dec. 31. Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purp been selected for illustrative purposes to show the public securities held by SVF2 as at Feb. 5, 2021 and do not purport to be a complete list of SVF2 investments. References to the investment 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 SVF2's investments. There is no guarantee that historical trends will continue throughout the life of SVF2. It should not be assumed that investments made in the future will be comparable in quality or performance to the investment described herein. 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 returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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. SVF2 performance metrics are preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF2 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF2 performance figures are subject to change and not necessarily indicative of the performance of SVF2 and are included only for illustrative purposes.

IPO on Jan. 28, 2021: date of the first trading date of IPO

1.8x = Gross Multiples of Invested Capital, calculated by dividing Gross Return to SVF2 by Investment Cost to SVF2 For details, please refer to the slide titled "SVF2 Listed Portfolio Companies (as of Feb. 5, 2021)"





#### **SVF1 Listed Portfolio Companies (1/2**



SVF1 listed companies: companies listed after initial investment from SVF1. Gross Return to SVF1 includes investments that have been fully or partially realized since inception. For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)".

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since inception. For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)".

performance to investments described herein. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portraved herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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

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 Listed Portfolio Companies (2/2)**



SVF1 listed companies: companies listed after initial investment from SVF1. Gross Return to SVF1 includes investments that have been fully or partially realized since inception. For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)".

Past performance is not necessarily indicative of future results. 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 investments described herein. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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 Listed Portfolio Companies (2/2)**



since inception. For details, please refer to the slide titled "SVF1 Listed Portfolio Companies (as of Dec. 31, 2020)"

performance to investments described herein. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portraved herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions 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



#### **SVF2 Listed Portfolio Companies (2/2)**

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# **SoftBank Vision Fund 2**



## SVF2 Portfolio Companies (as of Feb. 5, 2021)

	Company	Initial investment date
1	Beike	Nov. 2019
2	Alto Pharmacy	Dec. 2019
3	Lenskart	Dec. 2019
4	Karius	Feb. 2020
5	Behavox	Feb. 2020
6	Didi Autonomous	Feb. 2020
7	<b>Encoded Therapeutics</b>	Jun. 2020
8	VIPThink	Sep. 2020
9	Biofourmis	Sep. 2020
10	ShipBob	Sep. 2020
11	Zhangmen	Sep. 2020
12	Xtalpai	Sep. 2020
13	Unacademy	Sep. 2020
14	Whoop	Oct. 2020
15	Ordermark	Nov. 2020
16	MindTickle	Nov. 2020
17	Tier	Nov. 2020
18	Memphis Meats	Nov. 2020
19	(Undisclosed company)	Nov. 2020
20	Pear Therapeutics	Dec. 2020

e		Company	Initial investment of
	21	XAG	Dec. 2020
	22	Seer	Dec. 2020
	23	<b>Tessera Therapeutics</b>	Dec. 2020
	24	Flock Freight	Dec. 2020
	25	Кеер	Dec. 2020
	26	Full Truck Alliance	Dec. 2020
	27	Qualtrics	Jan. 2021
	28	(Undisclosed company)	Feb. 2021
	29	Company A	Pipeline
	30	Company B	Pipeline
	31	Company C	Pipeline
	32	Company D	Pipeline
	33	Company E	Pipeline
	34	Company F	Pipeline
	35	Company G	Pipeline
	36	Company H	Pipeline
	37	Company I	Pipeline
	38	Company J	Pipeline
	39	Company K	Pipeline

Pipeline: investments already approved by the Investment Committee of SVF2 as of Feb. 5, 2021

There can be no assurance that investments described herein will ultimately be acquired by SVF2 or any future fund managed by SBIA.



## SVF2 Portfolio Companies (as of Feb. 5, 2021)

	Company	Initial investment date
1	Beike	Nov. 2019
2	Alto Pharmacy	Dec. 2019
3	Lenskart	Dec. 2019
4	Karius	Feb. 2020
5	Behavox	Feb. 2020
6	Didi Autonomous	Feb. 2020
7	<b>Encoded Therapeutics</b>	Jun. 2020
8	VIPThink	Sep. 2020
9	Biofourmis	Sep. 2020
10	ShipBob	Sep. 2020
11	Zhangmen	Sep. 2020
12	Xtalpai	Sep. 2020
13	Unacademy	Sep. 2020
14	Whoop	Oct. 2020
15	Ordermark	Nov. 2020
16	MindTickle	Nov. 2020
17	Tier	Nov. 2020
18	Memphis Meats	Nov. 2020
19	(Undisclosed company)	Nov. 2020
20	Pear Therapeutics	Dec. 2020

9		Company	Initial investment of
	21	XAG	Dec. 2020
	22	Seer	Dec. 2020
	23	<b>Tessera Therapeutics</b>	Dec. 2020
	24	Flock Freight	Dec. 2020
	25	Кеер	Dec. 2020
	26	Full Truck Alliance	Dec. 2020
	27	Qualtrics	Jan. 2021
	28	(Undisclosed company)	Feb. 2021
	29	Company A	Pipeline
	30	Company B	Pipeline
	31	Company C	Pipeline
	32	Company D	Pipeline
	33	Company E	Pipeline
	34	Company F	Pipeline
	35	Company G	Pipeline
	36	Company H	Pipeline
	37	Company I	Pipeline
	38	Company J	Pipeline
	39	Company K	Pipeline

Blue highlighted companies (VIPThink, Unacademy, Seer, Tessera Therapeutics, Keep): companies featured in slides within this presentation Pipeline: investments already approved by the Investment Committee of SVF2 as of Feb. 5, 2021

There can be no assurances that any plans described herein will ultimately be acquired by SVF2 or any future fund managed by SBIA.





#### SVF2 Investment

## 

## AI × Early Education





## **Online early childhood education platform**

The investment herein is presented solely for illustrative purposes, has been selected to provide an example of the types of investments made by SBIA. References to it should not be construed as a recommendation of any particular investment or security. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy.



#### 3 to 9 year-olds (intelligence development period)

#### 4~6 children per class (small class)

## Math and logic training





9.0



## Covering the Full Learning Cycle



## Service renewal rate 85%

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(Source) VIPThink \*85%: maximum monthly average renewal rate of 2020 70







## Use of AI

#### Analysis via camera during class



## **Al-powered learning service**

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#### Level test before / after class



#### Personalized learning plan

(Source) VIPThink 71


#### SVF2 Investment

## unacademy

## **AI × Higher Education**





#### University entrance exam

#### K-12 English learning

## India's online education platform

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(Source) Unacademy 73



## **Rich online contents**

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(Source) Unacademy

Users: cumulative number of registered students as of Dec. 2020 Daily live classes: as of Dec. 2020

Educators: cumulative number of educators onboarded as of Dec. 2020 74 Total minutes watched: cumulative platform watch time as of Dec. 2020











### **Use of AI**

#### **Al monitoring**



### **Educator behavior**

## Mass distribution of high quality classes

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#### Simultaneous monitoring capability



Traditional: Unacademy's simultaneous monitoring capability as of Mar. 2019 75 Al monitoring: Unacademy's simultaneous monitoring capability as of Dec. 2020



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# Rapid growth



340k

(Source) Unacademy 76



#### Sports contents



Workout

Live class

**Dietary advice** 

## 210m users **China's leading online fitness platform**

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### **Own products**



#### Hardware

**Electronics** 

Food & beverages

(Source) Keep **78** \*1 Registered users as of Dec. 2020



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### Ecosystem



## **Provide one-stop fitness service**

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#### Linked data

#### Community



(Source) Keep 80





### **Exercise data**

### 1+bn km

Running and hiking tracked

**1+bn** 

Searches in app

100+bn Calories burned

## **Proposing customized solution**

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#### Personalized training solution



(eepKit · 20 分钟燃脂跑



**Entry level** 

地狱 666 腹肌撕裂挑战

地狱 500 俯卧撑挑战 ·挑战·40分钟·4640人练)

徒手胸肌训练挑战

Ternura XIII

**Advanced level** 

(Source) Keep 81 Exercise data: completed from Jan. - Aug. 2020









### **Seer Nanoparticles Innovate Proteomics**



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#### **Protein Corona**



#### Proteomics



### Utilization in early disease detection & therapy

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(Source) Seer 84





### **Detection of Proteins**

## Traditional Screening



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### **Detection of Proteins**

## Traditional Screening



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#### Seer Binding proteins with particular properties





### Throughput high

(Source) Seer 86

Seer 86



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### **Process of Proteome Analysis** Seer





### Analysis

### Simplifies the preparation process significantly

(Source) Seer 87





### **Proteomics**



### Analyze proteins rapidly and at large-scale

\*Assumed as five days for the traditional method to process a protein

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(Source) Seer 88







#### Protein (more than 1 million varieties)

#### Nanoparticle (more than 275 nanoparticles)

## **Maximization of types detected**

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#### **Selection of** Nanoparticle



\*Nanoparticle (more than 275 nanoparticles) : as of Jan. 2021 (Source) Seer 89









#### **SVF2** Investment

## THERAPEUTICS

## AI × Genome Editing



### Diseases caused by genetic abnormalities Conventional



## Treating symptoms with medication and surgery

\*1 Hereditary predisposition for Alzheimer's, \*2 Refers to congenital diseases

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#### **Diseases caused by genetic abnormalities** Conventional ESSER



#### **Treating symptoms** with medication and surgery

\*1 Hereditary predisposition for Alzheimer's, \*2 Refers to congenital diseases

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#### **Genetic defects / errors**

#### **Curing disease** by correcting root cause

(Source) Tessera









#### **Genetic defects / errors**

**Mobile genetic elements** 

## Insertion and editing of genetic information

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#### **Normal gene**

(Source) Tessera

1





### Editing genetic information

#### Writing

atgctagctacgagctatgctagctacgagctatg ctagctacgagctatgctagctacgagctatgcta

atgctagctacgagctatgctagctacgagctatg ctagctacgagctatgc agctacgagctatgc tagctacgagctac < tagctacgagctatgcta

#### **Insertion of genetic information** into missing parts

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#### Rewriting

atgctaggtaggtatgctaggtaggtatg ctagctacgagctatgctagctacgagctatgcta

atgctaggctatgctaggctatgctaggctatg ctagctacgagctatgctatgacatgctatgcta

#### **Correctly rewrite** erroneous genetic information

(Source) Tessera









### Writing

### Insertion of genetic information into missing parts

and the state of the

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ation.





#### **Correctly rewrite** erroneous genetic information



JULI COSSS













## **Developing effective gene therapy**

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\*Candidate mobile genetic factors that may be useful for gene therapy (Source) Tessera





## SoftBank Latin America Fund (33 investments)



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	<b>SA</b> QUINTO <b>ANDAR</b>	ualá	Clip
<	<b>And Credit</b>	buser	<b>«konfio</b>
	iClinic	<b>volanty</b>	10 other portfolio companies and LP interests

#### As of Dec. 31, 2020



#### **SoftBank Latin America Fund Investment Highlights**

#### (as of Dec. 31, 2020)

#### USD 3.0bn

#### USD 2.3bn

#### **Investment Cost**

#### **Fair value**

The inception date of LatAm fund (Oct. 2019) is based on the date of Limited Partnership Agreement (LPA) and Investment Management Agreement (IMA) executed. The information provided herein is included for illustrative purposes only. Past performance is not indicative of future results and there is no guarantee that historical trends will continue throughout the life of the Fund or any other strategy managed by SBLA Advisers Corp. ("SBLA"). None of the information provided here should be construed to imply that the Fund will be profitable or successful in executing its overall investment strategy. Investors may lose all or a portion of their investment. Nothing herein constitutes an offer to sell or solicitation of an offer to buy investment securities of the Fund. The information provided on this slide is not intended as investment advice, the basis of an investment decision or as legal, tax, accounting or business advice.

SoftBank Latin America Fund

## **USD +0.7bn**

#### (from LatAm Fund inception in Oct. 2019 through Dec. 2020)





#### Fintech Case Study: Banco Inter



#### **Investment Cost**

(Dec. 31, 2020)

### A rapidly growing **Brazilian financial platform** 8.5m digital accounts holders



\*1 Investment Cost means the aggregate capital invested on Nov. 26, 2019, Dec. 30, 2019, Aug. 20, 2020, Aug. 31, 2020 and Sep. 9, 2020

\*2 Considering share price and FX USD/BRL as of Dec. 31, 2020

\*3 8.5 million digital accounts holders as of Dec. 31, 2020 (Source) Banco Inter's 4Q'20 operational preview (https://ri.bancointer.com.br/Download.aspx? Arguivo=+AxINWObx3E4cx09KcIWDw==&linguagem=en)

The information included in this case study is provided for illustrative purposes only to reflect the type of fintech investments previously made by the Fund and does not purport to be a complete list of investments currently held by the Fund. A complete list of investments and detailed information are available on request to SBLAAcompliance@softbank.com. Past performance is not indicative of future results and there are no assurances that historical trends will continue throughout the life of the Fund or any strategy managed by SBLA. Nothing herein should be construed to imply anything regarding the Fund's profitability or ability to execute on its overall investment strategy. It should not be assumed that investments made in the future will be comparable in guality or performance to the investment described herein. Investment gains are unrealized estimated amounts about 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 Fund investors. There can be no assurance that such investment will be sold for values equal to or in excess of values described herein. Actual returns will depend on, among other factors, future operating results, the value of assets, and market conditions at the time of disposition, related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the information herein is based. Operating performance metrics of the company provided herein do not guarantee that such company will be profitable or successful in executing its business strategy. Certain information included herein was prepared by a third party and none of SoftBank, the Fund or SBLA make any representation or warranty as to the accuracy of such information and are under no obligation to update such information beyond the date of this presentation. Such information is subject to change, even materially, without notice. The information included herein should not be construed as investment advice or a recommendation of any investment or security. None of this information should be construed as an offer to sell or solicitation of an offer to buy investment securities of the Fund or the company.



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#### SoftBank Vision Fund1 (92 companies)

#### SoftBank Vision Fund 1 (92 companies)

arm	ROIVANT	॥ KATERRA	会融壹账通 DNECONNECT	REEF	flexport.	
Fanatics	paytm	AUTO GROUP	tokopedia	Alibaba Local Services	пиго	
wework	ΟΥΟ	(Full Truck Alliance)	Uber	firstcry		(
I IMPROBABLE	<b>众安保险</b> ZhongAn Insurance	COHESITY	Grab	i Zume	DELHIVE <b>FY</b> Small World	(
GUARDANT	mapbox	policy bazaar	DOORDASH	RELAY	OakNorth	9
🕅 nauto	III ByteDance	lıght	zymergen	Globality	Clutter	(
NIR	OSIsoft.	coupang	view	GGGROFERS	<b>仄子</b> 二手车直卖网 Guazi.com	
plenty	医健通 FEALTHKONNECT	Opendoor		cruise	fair	
br <u>ain</u> <sub>corp</sub>	COMPASS	Loggi	を で が に と た の ま の ま の ま の ま の ま の た の に の ま の ま の た の ま の ま の た の ま の た の ま の ま	DiDi	getaround	+
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**Gympass** 

CloudMinds

**FUNGIBLE** 







+ JVs / affiliates etc. (14 companies)

+ Fully exited (10 companies)

As of Dec. 31, 2020 92 companies: incl. 10 fully exited companies of SVF1 Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



### SoftBank Vision Fund1, 2 (131 companies)

#### SoftBank Vision Fund 1 (92 companies)

arm	ROIVANT	业 KATERRA	会议 金融壹账函 DNECDNNECT		flexport.	KLOOK	<mark>合贝壳</mark> (Beike)	😌 ShipBob	seer
<b>Fanatics</b>	paytm	GROUP	tokopedia	Alibaba Local Services	пиго	GET YOUR GUIDE	alto	掌门 <mark>教育</mark> zhangmen.com	TESSERA THERAPEUTICS
wework	ΟΥΟ	(Full Truck Alliance)	Uber	firstcry		Gympass	lenskart.com	<b>下 H I N K</b> <b>豌 三 史 维</b> 孩 子 爱 上 的 数 学 课	茾 Flock Freight
I IMPROBABLE	<b>众安保险</b> ZhengAn Insurance	COHESITY	Grað	i Zume	DELHIVE <b>FY</b> Small World	CloudMinds	KARIUS	WHOOP	Kkeep
GUARDANT	mapbox	policy bazaar	DOORDASH	RELAY	OakNorth	<u> </u>	🔽 DiDi Autonomous	Ordermark.	+ Others (2 companies)
[\] nauto	III ByteDance	lıght	zymergen	Globality	Clutter	Collective Health	ΒΕΗΛΥΘΧ	MindTickle 🖌	+ 2 portfolio companies invested in since Jan.1, 2021 and 11 pipeline (total 13 companies)
NIR	<b>OSI</b> soft.	coupang	view	GGGROFERS	<b>広子</b> 二手车直卖网 Guazi.com	Greensill	Encoded	TIER	
plenty	医健通 HEALTHKONNECT	Opendoor		cruise	fair	Rappi	debiofourmis	MEMPHIS MEATS	
brain@ corp	COMPASS	Loggi	を を の を の の の た い れ の の の の の の の の の の の の の	DiDi	getaround	+ JVs / affiliates etc. (14 companies)	XtalPi	PEAR	
C2FO	ENERGY VAULT Enabling a Renewable World	VNLIFE		goPuff	C creditas	+ Fully exited (10 companies)	Tunacademy	<b>XAGE</b> MARE AGRICULTURE SMARTER	

The number of "131 companies" includes Full Truck Alliance, which is invested from both SVF1 and SVF 2.

The number of 151 companies includes Full Truck Alliance, which is invested from bolt SVF1 and SVF2. The investments includes Full Truck Alliance, which is invested from bolt SVF1 and SVF2. 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 "92 companies" includes the existing SVF1 investments (disclosed) undisclosed), JVs / affiliates among portfolio companies and SVF1, and fully exited investments. SoftBank Group Corp. has made capital contributions to allow investments by SVF2 in certain portfolio companies. The information included in this section is made for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy limited partnership interests in any fund, including SVF2. SVF2 has yet to have an external close, and any potential third-party investors shall receive additional information related to any SVF2 investments prior to closing. The investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF2 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 Please refer to visionfund.com/portfolio for a more complete list of SVF2's investments.

#### SoftBank Vision Fund 2

(39 companies: 26 portfolio companies + 2 portfolio companies invested in since Jan. 1, 2021 + 11 pipeline companies)

> 131 companies: sum of a) SVF1 (92 companies), incl. 10 fully exited companies, b) SVF2 (26 companies), as of Dec. 31, 2020, c) 2 portfolio companies of SVF2 invested between Jan. 1, 2021 and Feb. 5, 2021, and d) 11 pipeline companies of SVF2 as of Feb. 5, 2021. SoftBank Vision Fund 2 (others (2 companies)): Full Truck Alliance and an undisclosed company. Pipeline: investments already approved by the Investment Committee of SVF2 as of Feb. 5, 2021 There can be no assurances that any plans described herein will be realized, and all such plans are subject to uncertainties and risks. There can be no assurance that investments described herein will ultimately be acquired by SVF2 or any future fund managed by SBIA. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



#### SoftBank Vision Fund1, 2 + LatAm Fund (164 companies)

#### SoftBank Vision Fund 1 (92 companies) advised by SBIA

arm	ROIVANT	॥ KATERRA	会融壹账通 DNECDNNECT	REEF	flexport.	KLOOK	<mark>合贝壳</mark> (Beike)	😌 ShipBob	seer	inter	.I> cortex	
🔫 Fanatics'	Paytm	AUTO 1 GROUP	tokopedia	Alibaba Local Services	пиго	GET YOUR GUIDE	alto	<b>掌门教育</b> zhangmen.com	TESSERA THERAPEUTICS	C creditas		C
wework	ΟΥΟ	(Full Truck Alliance)	Uber	firstcry		Gympass	lenskart.com	<b>下 H I N K</b> <b>9 放 回 史 维</b> 孩 子 爱 上 的 数 学 课	茾 Flock Freight	petl●ve	ντεχ	<i>≪ k</i>
I IMPROBABLE	<b>众安保险</b> ZhongAn Insurance	COHESITY	Grab	i Zume	DELHIVE <b>FY</b> Small World	CloudMinds	KARIUS	WHOOP"	Kkeep	t <del>]</del>		+ 10 oth compa LP in
GUARDANT	🕑 mapbox	policy bazaar	DOORDASH	RELAY	OakNorth	FUNGIBLE	🔽 DiDi Autonomous	Ordermark.	+ Others (2 companies)	KAVAK	<b>Angha</b> credit <sup>®</sup>	
🕅 nauto	<b>In</b> ByteDance	lıght	zymergen	Globality	Clutter	Collective Health	ΒΕΗΛΥΘΧ	MindTickle 🖌	+ 2 portfolio companies invested in since Jan.1, 2021 and 11 pipeline (total 13 companies)	Rappi	♣ iClinic	
NIR	OSIsoft.	coupang	view	GGGROFERS	<b>仄子</b> 二手车直奏网 Guazi.com	Greensill	Encoded	TIER		Contabilizei.	madeira <b>madeira</b>	
plenty	医健通 HEALTHKONNECT	Opendoor		cruise	fair	Rappi	debiofourmis	MEMPHIS MEATS		Unico	valá	7
brain@ corp	COMPASS	Loggi	<i> たいのの                                 </i>	DiDi	getaround	+ JVs / affiliates etc. (14 companies)	XtalPi	PEAR		Gympass	buser	2
C2FO	ENERGY VAULT Endeling a Renewable World	VNLIFE		goPuff	C creditas	+ Fully exited (10 companies)	Tunacademy	XAGE AGRICULTURE SAMAFTER		olist	🕜 volanty	

The number of "164 companies" includes Full Truck Alliance, which is invested from both SVF1 and SVF 2. The 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 investments included net 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 "92 companies" includes in this section is made for informational purposes, nave been selected in other notable in quality or performance to the 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 "92 companies" includes the existing SVF1 investments (disclosed / undisclosed), JVs / affiliates among portfolio companies and SVF1, and fully exited investments. SoftBank Group Corp. has made capital contributions to allow investments by SVF2 in certain portfolio companies. The informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy limited partnership interests in any fund, including SVF2. SVF2 has yet to have an external close, and any potential third-party investments, and do not purport to be a complete list thereof. References to investments examples of SVF2 investments, and do not purport to be a complete list thereof. References to investments included therein are solicitation of solicitation provide the formation provide the formation provide the formation provide therein are solicitation provide to the investments and provide therein are solicitation of solicitation of solicitation of solicitation of any formation provide therein are solicitation of any formation provide to the investments and therein are solicitation of solicitation of any formation provide to the investments and therein are solicitation of any formation provide to the investments and to be a complete list thereof. References to investments are solicitation p 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 SVF2's investments

SoftBank Vision Fund 2 advised by SBIA (39 companies: 26 portfolio companies + 2 portfolio companies invested in since Jan. 1, 2021 + 11 pipeline companies)

SoftBank Latin America Fund (33 companies) advised by SBLA

164 companies: sum of a) SVF1 (92 companies), incl. 10 fully exited companies, b) SVF2 (26 companies), and c) LatAm (33 companies) as of Dec. 31, 2020, d) 2 portfolio companies of SVF2 invested between Jan. 1, 2021 and Feb. 5, 2021, and e) 11 pipeline companies of SVF2 as of Feb. 5, 2021. SoftBank Vision Fund 2 (others (2 companies)): Full Truck Alliance and an undisclosed company.

Pipeline: investments already approved by the Investment Committee of SVF2 as of Feb. 5, 2021

The information included herein is provided herein is provided herein vill be realized, and all such that any plans described herein vill be realized, and all such that such opportunities and risks. There can be no assurances that any plans described herein vill be realized, and all such that such opportunities and risks. There can be no assurances that any plans described herein vill be realized, and all such that such opportunities and risks. There can be no assurances that any plans described herein will be realized, and all such that such opportunities and risks. There can be no assurances that any plans described herein will be realized, and all such that any plans described herein will be realized. Nothing that any plans described herein will be realized, and all such t





### Incubation platform in Japan





### **SBG / SVF portfolio** companies with cutting-edge **business** models

(Note) The business integration of Z Holdings and LINE Corporation is expected to be completed in Mar. 2021

Certain joint ventures and collaborations of SoftBank Corp., SVF1, SVF2 and SoftBank Group Corp. portfolio companies and investments identified herein are provided solely for illustrative purposes and does not purport to be a complete listing of all such collaborations or joint ventures. Each of SoftBank Group Corp., SoftBank Corp., SBIA has different strategies and objectives with respect to their investments and portfolio company operations. There is no guarantee that any joint venture will be consummated on the terms expressed herein or at all, or that the joint venture will be successful. References to such portfolio companies and investments should not be a recommendation of any particular investment.



## **New Business Fields: SBKK's "Beyond Carrier" Strategy** Produce new unicorns in Japan



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#### SoftBank KK

\*1 Joint venture with a portfolio company of SVF1

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Conclusion



## SoftBank = Producer of golden eggs

## **AI Revolution**


# **Turbocharger strategy**





# **Turbocharger strategy**





# **Turbocharger strategy**





# **Turbocharger strategy**



## **Bigger vision**

## More capital

### **Group synergies**



## SoftBank Vision Fund1, 2 + LatAm Fund (164 companies)

### SoftBank Vision Fund 1 (92 companies) advised by SBIA

arm	ROIVANT	॥燃 KATERRA	会議 のNECONNECT		flexport.	KLOOK	<mark>合贝壳</mark> (Beike)	😌 ShipBob	seer	inter	.I)> cortex	
🔫 Fanatics	paytm	AUTO 1 GROUP	tokopedia	Alibaba Local Services	пиго	GET YOUR GUIDE	alto	<mark>掌门</mark> 教育 <sup>zhangmen.com</sup>	TESSERA THERAPEUTICS	C creditas		C
wework	ΟΥΟ	(Full Truck Alliance)	Uber	firstcry		Gympass	lenskart.com	<b>下井」N K</b> 第 <b>5</b> 爱上的数学课	茾 Flock Freight	petl●ve	ντεχ	<i>≪</i> k
I IMPROBABLE	<b>众安保险</b> ZhengAn Insurance	COHESITY	Grab	i Zume	DELHIVE <b>FY</b> Small World	CloudMinds	KARIUS	WHOOP	Keep	<del>ি</del> ।		+ 10 oth compa LP ii
GUARDANT	🕑 mapbox	policy bazaar	DOORDASH	RELAY	OakNorth	<u></u> FUNGIBLE	🔽 DiDi Autonomous	Ordermark.	+ Others (2 companies)	KAVAK	<b>Angha</b> credit <sup>®</sup>	
[\] nauto	<b>In ByteDance</b>	lıght	zymergen	Globality	Clutter	Collective Health	ΒΕΗΛΥΘΧ	MindTickle <b>*</b>	+ 2 portfolio companies invested in since Jan.1, 2021 and 11 pipeline (total 13 companies)	Rappi	+ iClinic	
NIR	OSIsoft.	coupang	view	GGGROFERS	<b>仄子</b> 二手车直奏网 Guazi.com	Greensill	Encoded >	TIER		Contabilizei.	madeira <b>madeira</b>	
plenty	医健通 HEALTHKONNECT	Opendoor		cruise	fair	Rappi	debiofourmis	MEMPHIS MEATS		Unico	valá	
brain@ corp	COMPASS	Loggi	を で が た 此 れ の の に の の の の の の の の の の の の の の の の	DiDi	getaround	+ JVs / affiliates etc. (14 companies)	XtalPi	PEAR		Gympass	<b>b</b> user	
C2FO	ENERGY VAULT Enabling a Renewable World	VNLIFE		goPuff	C creditas	+ Fully exited (10 companies)	<b>T</b> unacademy	<b>XAGE</b> MARE AGRICULTURE SMARTER		olist	🕜 volanty	

The number of "164 companies" includes Full Truck Alliance, which is invested from both SVF1 and SVF 2. 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 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 companies and SVF1, and fully exited investments. There are no assurances that any pending acquisition of an offer to sell or a solicitation of an offer to sell or a solicitation of an offer to buy limited partnership interests in any fund, including SVF2. SVF2 has yet to have an external close, and any potential third-party investors shall receive additional information related to any SVF2 investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF2 investments, and do not purport to be a complete list thereof. References to investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF2 investments, and do not purport to be a complete list thereof. References to investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF2 investments, and do not purport to be a complete list thereof. References to investments 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. lease refer to visionfund.com/portfolio for a more complete list of SVF2's investment

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Pipeline: investments already approved by the Investment Committee of SVF2 as of Feb. 5, 2021

The information included herein is provided for illustrative purposes only and reflects investments made by SoftBank Latin American Fund L.P. ("SoftBank Latin American Fund" or the "Fund") that have been closed. Nothing herein constitutes investment advice or a recommendation of any investment or security. Nothing included herein is intended to form the basis of an investment decision or as legal, tax, accounting or business advice. None of the information provided should be construed to constitute an offer to buy investment securities of SoftBank Latin American Fund under complete list of under the subject to uncertainties and risks. There can be no assurances that any plans described herein will be realized, and all such plans are subject to uncertainties and risks. There can be no assurances that any plans described herein will be realized, and all such plans are subject to uncertainties and risks. There can be no assurances that any plans described herein will ultimately be acquired by SVF2 or any future fund managed by SBIA. In the constitutes and portfolio companies are excluded form this list due to confidentiality restrictions. A full list of investments currently held by the Fund is available upon request by contacting SBLAA-compliance@softbank.com. The disclosed aggregate number of "33 investments in other funds and portfolio compariate in other funds and portfolio compariates will be construed to imply an endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



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# **AI Revolution**

Nothing contained herein should be relied upon as a promise or representation as to future performance of the SBG.









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The slides presented herein are solely for illustrative purposes to provide an example of SBG's overall strategy for the future. Nothing contained herein should be relied upon as a promise or representation as to future performance of the SBG.

## Analysis

- Technology
- Business model
- Entrepreneurs
- Market / Competitors





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## Analysis

- Technology
- Business model
- Entrepreneurs
- Market / Competitors

## Organization

By business domain
Domain experts
Evaluation / Incentives





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## Analysis

- Technology
- Business model
- Entrepreneurs
- Market / Competitors

## Organization

By business domain
Domain experts
Evaluation / Incentives

### Investment

- Fundraising
- Investment contract
- Synergy creation
- IPO support





Music source: PIXTA Nothing contained herein should be relied upon as a promise or representation as to future performance of the SBG.



### Fire





















### Electricity

### Automobile

Agriculture Fire















### The Internet

## Electricity

### Automobile

Agriculture Fire













### The Internet

## Electricity

### Automobile

### Agriculture Fire







# AI is the Greatest Advance Created by Humankind



# All-in on the AI Revolution



# SoftBank Group



### **Definition and Calculation Method of SBG's Sum-of-the-Parts Valuation** (as of December 31, 2020)

- 1. NAV (Net Asset Value)
  - NAV = Equity value of holdings Net debt

### 2. Equity value of holdings (after deducting asset-backed financing)

- **SBKK:** calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK, and deducting (a) below. (a) the amount equivalent to the outstanding margin loan backed by SBKK shares
- **T-Mobile:** the sum of (b) to (d); less (e) and (f) below
  - (b) Value calculated by multiplying the number of T-Mobile shares held by SBG (including the number of shares subject to call options (101,491,623 shares) received by Deutsche Telekom AG) by the share price of T-Mobile.
  - (c) Fair value of SBG's right to acquire T-Mobile shares (48,751,557 shares) for no additional consideration if certain conditions are met.

  - (e) the amount of derivative financial liabilities relating to the call options received by Deutsche Telekom AG.
  - are obligated to first recover to the maximum extent possible from Alibaba shares that have been provided by SBG as a collateral for the margin loan.)
- Alibaba: calculated by multiplying the number of Alibaba shares (ADR) held by SBG as of September 30, 2020 by the share price of Alibaba; less (g) and (h) below. (g) the sum of the amount to be settled at the maturity (calculated by using the share price of Alibaba) of the prepaid forward contracts using Alibaba shares executed by December 31, 2020, such as floor contracts, collar contracts, and call spread. (h) the amount equivalent to the outstanding margin loan backed by Alibaba shares executed by asset management subsidiaries in October 2020.
- **Arm:** calculated based on the acquisition cost of SBG, excluding the number of shares held by SVF1.
- **SVF1:** value equivalent to SBG's portion of SVF1's holding value + performance fees accrued, etc.
- **SVF2:** value equivalent to SVF2's holding value + performance fees accrued
- Investment in listed stocks: value equivalent to SBG's portion of asset management subsidiaries' NAV, etc. + (i) below (i) the amount equivalent to the outstanding margin loan backed by Alibaba shares executed by asset management subsidiaries in October 2020.
- **Other:** the sum of (j) and (k) below
  - (j) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share.
  - (k) unlisted shares: calculated based on the fair value of unlisted shares, etc. held by SBG.

### 3. Net debt (after deducting asset-backed financing)

- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = SBG gross debt SBG cash position, etc.
- SBG gross debt = SBG gross interest-bearing debt = Consolidated gross debt gross debt of subsidiaries (non-recourse) gross debt of asset management subsidiaries 0
- **SBG gross debt:** adjusting (I) to (q) below
  - (I) JPY Hybrid Bonds issued in September 2016: deducting 50% of outstanding amount, recorded as debt in consolidated B/S, that is treated as equity.
  - (m) USD Hybrid Notes issued in July 2017: adding 50% of outstanding amount, recorded as equity in consolidated B/S, that is treated as debt. (n) JPY Hybrid Loan executed in November 2017: deducting 50% of outstanding amount, recorded as debt in consolidated B/S, that is treated as equity.

  - (p) deducting the amount equivalent to the outstanding margin loan backed by SBKK shares.
- SBG cash position, etc. = Consolidated cash position, etc. cash position, etc. of subsidiaries (non-recourse) cash position, etc. of asset management subsidiaries
- **Cash position etc. of subsidiaries (non-recourse):** the sum of cash position, etc. of SBKK, SVF1, SVF2, Arm, etc. **Consolidated gross debt:** Consolidated gross interest-bearing debt, excluding deposits for banking business of The Japan Net Bank. 0
- Gross debt of subsidiaries (non-recourse) = Gross interest-bearing debt of subsidiaries (non-recourse): the sum of gross interest-bearing debt of SBKK, SVF1, SVF2, Arm, etc. 0

### 4. LTV (Loan to value)

LTV (Loan to value) = Net debt / Equity value of holdings

### 5. Other assumptions

- Share prices: (Japan) closing price as of December 30, 2020, (US) closing price as of December 31, 2020
- **FX rate:** USD 1 = JPY 103.50
- NAV (Net Asset Value) = previously referred to as "Shareholder Value"
- SBG = SoftBank Group Corp., SBKK = SoftBank Corp., T-Mobile = T-Mobile US, Inc., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2
- Before considering tax unless otherwise stated
- Based on data as of December 31, 2020 unless otherwise stated

(d) Fair value of the right that SBG's subsidiary receives T-Mobile shares if certain conditions are met, in connection with the sales of the T-Mobile shares from T-Mobile to Trust that offered its Cash Mandatory Exchangeable Trust Securities.

(f) the loan amount that is considered as asset-backed financing non-recourse to SBG, which is a portion of the total borrowing amount from the margin loan using T-Mobile shares pledged as collateral. (SBG has, as an exception, guaranteed a portion of the \$4.38bn margin loan which is secured by the T-Mobile shares. We consider \$2.30bn, the amount not guaranteed by SBG, as a non-recourse loan amount obtained by asset-backed financing. Note that as a precondition for SBG to fulfill its guarantee obligations, the lenders

(o) deducting the financial liabilities relating to prepaid forward contracts using Alibaba shares executed by December 31, 2020, such as floor contracts and collar contracts. Note that the derivative liabilities relating to the call spread are not included in SBG gross debt.

(q) deducting the loan amount that is considered as asset-backed financing non-recourse to SBG, which is a portion of the margin loan using T-Mobile shares pledged as collateral (refer to (f) above under 2).



### Definition and Calculation Method of SBG's Sum-of-the-Parts Valuation (as of March 31, 2020)

### 1. NAV (Net Asset Value)

• NAV = Equity value of holdings - Net debt

### 2. Equity value of holdings (after deducting asset-backed financing)

- **SBKK:** calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK, and deducting (a) below. (a) the amount equivalent to the outstanding margin loan backed by SBKK shares
- **Sprint:** calculated by multiplying the number of Sprint shares held by SBG by the share price of Sprint
- Alibaba: calculated by multiplying the number of Alibaba shares (ADR) held by SBG as of December 31, 2019 by the share price of Alibaba; less (b) and (c) below.
  - (b) The amount equivalent to the outstanding margin loan backed by Alibaba shares
  - (c) The amount to be settled at the maturity of the collar contracts using Alibaba shares (entered into in November 2019) calculated based on the share price
- Arm: calculated based on the acquisition cost of SBG, excluding the number of shares held by SVF1.
- **SVF1:** value equivalent to SBG's portion of SVF1's holding value + performance fees accrued, etc.
- **SVF2:** calculated based on the fair value of unlisted shares held by SVF2
- **Other:** the sum of (d) and (e) below
  - (d) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share. (e) unlisted shares: calculated based on the fair value of unlisted shares, etc. held by SBG.

### 3. Net debt (after deducting asset-backed financing)

- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = SBG gross debt SBG cash position, etc.
- SBG gross debt = SBG gross interest-bearing debt = Consolidated gross debt gross debt of subsidiaries (non-recourse)
- **SBG gross debt:** adjusting (f) to (k) below
  - (f) JPY Hybrid Bonds issued in September 2016: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
  - (g) USD Hybrid Notes issued in July 2017: 50% of outstanding amount, which is recorded as equity in consolidated B/S, is treated as debt
  - (h) JPY Hybrid Loan executed in November 2017: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
  - (i) deducting the amount equivalent to the outstanding margin loan backed by Alibaba shares
  - (j) deducting the financial liabilities relating to the collar contracts using Alibaba shares (entered into in November 2019)
  - (k) deducting the amount equivalent to the outstanding margin loan backed by SBKK shares
- **SBG cash position, etc:** considering the impacts below
- **Consolidated gross debt:** Consolidated gross interest-bearing debt, excluding deposits for banking business of The Japan Net Bank.
- Gross debt of subsidiaries (non-recourse) = Gross interest-bearing debt of subsidiaries (non-recourse): the sum of gross interest-bearing debt of SBKK, Sprint, SVF1, Arm, etc.

### 4. LTV (Loan to value)

LTV (Loan to value) = Net debt / Equity value of holdings

### 5. Other assumptions

- Share prices: (Japan) closing price as of March 31, 2020, (US) closing price as of March 31, 2020
- **FX rate:** USD 1 = JPY 108.26
- NAV (Net Asset Value) = previously referred to as "Shareholder Value"
- SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2
- Before considering tax unless otherwise stated
- Based on data as of March 31, 2020 unless otherwise stated

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



## Gain and Loss on Investments (Cumulative)

(SVF Segment on a SBG Consolidated Basis)

(JPY bn)



**Q2 Q2 Q**3 **Q2 Q**3 **Q**3 **Q1 Q4 Q1 Q4 Q4 Q1 FY2017 FY2018 FY2019** 

On Apr. 1, 2020, Sprint ceased to be a subsidiary of the Company following the completion of the merger between Sprint and T-Mobile US, Inc. Given that investment activities have taken the greater importance to the Company's overall consolidated financial results, the Company has revised the presentation of the consolidated statement of income from the first quarter. Specifically, "operating income" will no longer be presented in the consolidated statement of income. Instead, "gain

on investments" will be used in order to show investment performance in the consolidated financial results.

The information contained herein is provided solely for illustrative purposes on a SBG consolidated basis and individual investors' results may vary. Further, past performance is not necessarily indicative of future results. Income before income tax 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 and SVF2. There is no guarantee that historical trends will continue throughout the life of SVF1 and SVF2. 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.

Gain and Loss on Investments (Cumulative): gain on investments at SVF1 and other SBIA-managed funds segment on Consolidated Financial Report of SoftBank Group Corp, incl. derivative gain and loss. For details, please refer to "Consolidated Results of Operations" on Consolidated Financial Report of SoftBank Group Corp. SVF = SoftBank Vision Fund SVF segment: SVF1 and Other SBIA-Managed Funds Segment

(End of each quarter)

1,390.1

275.1

**Q2** 

**Q**3

-21.5

**Q1** 

**FY2020** 

2,745.8

# **SVF1 Investment Highlights** (SBG Consolidated basis)\*

### (From SVF1 inception through Dec. 31, 2020)

**USD 34.5bn Realized gain** 

USD 7.4bn

Valuation gain **USD 27.1bn** 

Valuation loss **USD -13.4bn** 

### Mark up (40 investments)<sup>\*\*</sup>

SVF1 highlights are provided solely for illustrative purposes and individual investors' results. 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 future results. 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 equal to or in excess of the total values used in calculating the values of the total values equal to or in excess of the total values equal to or in excess of the total values used in calculating the values equal to or in excess of the total values equal to or in excess of 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; includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation.

\*\*The number of mark up investments noted above is based on the combined total value of each investment and its related hedges

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

## **USD 20.4bn**

Investment market uplift ÷ realized gains

**USD -14.1bn** 

Realized loss USD -0.7bn

# Mark down (43 investments)



SVF1	Listed Portfo	lio Comp	anies (as	of Feb. 5, 2021)	
(USD m)	Company	(a) Investment cost to SVF1	(b) Gross return*2 to SVF1	(c) = (b) - (a) Gross gain/(loss) to SVF1	(d) = (b) / (a) Gross MOIC
	Doordash	680	11,413	+\$10,733	<b>16.8x</b>
	Uber	7,666	12,824	+\$5,158	<b>1.7x</b>
	<b>Guardant Health</b>	308	2,942	+\$2,634	<b>9.6x</b>
	Auto1	742	2,502	+\$1,760	<b>3.4x</b>
	Opendoor	<b>450</b>	1,958	+\$1,508	<b>4.4</b> x
	Vir Biotechnology	199	1,509	+\$1,310	<b>7.6</b> x
	<b>Relay Therapeutics</b>	300	1,378	+\$1,078	<b>4.6</b> x
Fully Exited	Slack	334	1,007	+\$673	<b>3.0x</b>
Fully Exited	<b>Ping An Good Doctor</b>	400	828	+\$428	<b>2.1x</b>
Fully Exited	<b>10x Genomics</b>	31	338	+\$307	<b>10.9x</b>
	OneConnect	100	91	-\$9	<b>0.9x</b>
	ZhongAn	550	434	-\$116	<b>0.8x</b>
	Listed company total (Gross) *1	\$11,760	\$37,223	\$25,464	<b>3.2x</b>

Listed company total only includes companies that have become publicly listed on or after the date SVF1's initial investment in the companies and before SVF1's full exit from the companies. The companies that became publicly listed on or after SVF1's initial investment in the companies and before SVF1's full exit from the companies. Gross Return = Unrealized value + Realized value. Realized values are gross of transaction fees, taxes and other expenses. SBG's return on any 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 as fully exited are fully exited as a parent to the Manager. by SVF1 investors.

Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. 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.
 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 February 5, 2021.

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 before or as at February 5, 2021 and do not purport to be a complete list of SVF1 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.

Valuations reflect unrealized and partially realized 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. There can be no assurance that unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ materially from the values indicated herein. SVF1 performance metrics are preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF1 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF1 performance figures are subject to change and not necessarily indicative of the performance of SVF1 and are included only for illustrative purposes.



# SVF1 Investment Highlights (1) (SBG Consolidated basis)\*

### (From SVF1 inception through Dec. 31, 2020)

Cumulative gross gain to SVF1 private companies

Cumulative gross gain to SVF1 listed companies

Cumulative investment cost to SVF1 listed companies

Cumulative investment cost to SVF1 private companies, etc.

### USD 2.2bn USD 18.1bn USD 11.0bn

### **USD 73.5bn**

Listed company total includes companies that became publicly listed on or after the date SVF1 made its initial investment in the companies. Cumulative results include investments that have been fully or partially realized since inception. Cumulative Gross Gain is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. 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 should not be construed as a recommendation of any performance to 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.

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF1 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: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation.

# **SVF1 Investment Highlights (2)** (SBG Consolidated basis)\*

Cumulative gross gain to SVF1 private companies (From SVF1 inception through Dec. 31, 2020)

Cumulative gross gain to **SVF1 listed companies** (From SVF1 inception through Feb. 5, 2021)

Cumulative investment cost to **SVF1 listed companies** (From SVF1 inception through Feb. 5, 2021)

Cumulative investment cost to SVF1 private companies, etc.\*\*

(From SVF1 inception through Dec. 31, 2020)

### USD 2.1bn

### **USD 25.5bn**

### **USD 11.8bn**

### **USD 72.9bn**

Listed company total includes companies that became publicly listed on or after the date SVF1 made its initial investment in the companies. Cumulative results include investments that have been fully or partially realized since inception. Cumulative Gross Gain is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. 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 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 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.

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF1 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: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation. \*\* Cumulative investment cost to SVF1 private companies, etc.: cumulative investment cost (from SVF1 inception through Dec. 31, 2020) to SVF1's portfolio companies which are private as of Feb. 5, 2021.

# SVF1 Snapshot (as of Dec. 31,

(USD billion)		(a)	<b>(b)</b>	(c) = (b) - (a	
		Investment cost *2 to SVF1	Gross return*1 to SVF1	Gross gain/(Lo to SVF1	
(A)	Listed company total *3	\$11.0	\$29.1	+\$18.1	
(B)	Private company, etc. total	\$73.5	\$75.7	+\$2.2	
(C)=(A)+(B)	SVF 1 total (SBG consolidated basis) *4	\$84.5	\$104.9	+\$20.4	
		(d)	(e)		
		Paid-in capital	<b>Total value</b>		
	SBG total (Net)	\$26.7	\$36.5		
(Breakdown)	Net asset value *5		\$31.9		
	<b>Distributions</b> *6		\$1.7		
$\Omega$ we can be the sum of the sum	<b>Performance fees</b> *7 Realized Proceeds from evited and partially evited investments and Eair Market Value of uprealized investments held by SVE1 as o	of December 31, 2020, Gross Gain/(Loss) to SVE1 is the dif	\$2.9		

- 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. SBG's investors.
- Investment Cost to SVF1 is cumulative from SVF1 inception to December 31, 2020. Investment Cost includes investments that have been fully or partially realized since inception.
- companies.
- the transfer are not included in the presentation.
- herein is based. Accordingly, the actual realized returns on investments that are unrealized may differ materially from the values indicated herein.
- Recallable Unutilised Contribution.

Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Performance Fees earned by the Manager from Fund Inception to December 31, 2020. 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.

2020)	

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 December 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 value of the assets and market conditions at the time of disposition, any

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 experienced by SBG and

3. Listed company total only includes companies that have become publicly listed on or after the date SVF1 made its initial investment in the companies and before SVF1's full exit from the

4. SBG Consolidated basis: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel

5. Net Asset Value includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) and investment gains/losses recorded as deemed capital movement. Net change in fair value of financial assets at FVTPL and deemed capital movement are based on valuations that reflect unrealized estimated amounts, do not take into account fees or expenses that would reduce the value of returns experienced by investors, 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 value of the assets and market conditions at the timing and manner of sale, all of which may differ from the assumptions on which the information reported

6. Distributions include Realized Proceeds and Preferred Equity Coupon distributed from SVF1 to SBG from Inception to December 31, 2020. It includes the Return of Recallable Utilised Contributions that were returned or retained and the Return of Non-Recallable Utilised Contributions but does not include the Return of

### **(a)** LOSS

# **SVF2 Investment Highlights**

### (From SVF2 inception through Dec. 31, 2020)

## USD 5.4bn

Valuation gain USD 5.4bn

### Mark up (5 investments)

SVF2 highlights are provided solely for illustrative purposes and individual investors' results. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts, and should not be construed as indicative of actual or future performance is not necessarily indicative of doubt, should not be understood as the "track record" for SVF2. There is no guarantee that historical trends will continue throughout the life of SVF2. It should not be assumed that investments made in the future will be comparable in quality or performance to investment and a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values of the total values used in calculating the values of the total values of the total values 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 may differ materially from the values indicated herein. The investment amount and fair value of investments before exit in SVF2 include those related to a minor SVF2 ownership percentage in another portfolio company received as part of the consideration for SVF2's investment in a portfolio company.

**USD -0.4bn** 

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 SVF2's investments.



### **USD 5.0bn**

Investment market uplift ÷ realized gains

### Mark down (4 investments)

Realized loss USD -0.04bn

USD -0.4br



# SVF2 Listed Portfolio Companies (as of Feb. 5, 2021)

(USD m)		(a)	<b>(b)</b>	(c) = (b) - (a)	(d) = (b) / (a)
	Company	Investment cost to SVF2	Gross return <sup>*2</sup> to SVF2	Gross gain/(loss) to SVF2	<b>Gross MOIC</b> *
	Beike	1,350	6,546	+\$5,196	<b>4.8</b> x
	Seer	205	338	+\$133	<b>1.7</b> x
	Qualtrics	24	44	+\$20	<b>1.8x</b>
	Listed company total (Gross) <sup>*1</sup>	\$1,579	\$6,928	\$5,349	<b>4.4</b> x

- 1. Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.
- 2. Gross Return = Unrealized value. SBG's return on any SVF2 portfolio company is not the full return amount for the SVF2 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 SVF2 investors.
- 3. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. 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.

Publicly guoted exchange rates may have moved either upwards or downwards, even materially, since the measurement dates indicated herein. 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 SVF2 as at February 5, 2021 and do 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 SVF2's investments. Valuations reflect unrealized 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 SVF2. It should not be assumed that investments made in the future will be comparable in guality or performance to investments described herein. 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 returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments will be sold for values used in calculating the returns on unrealized investments wille 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 unrealized may differ materially from the values indicated herein. SVF2 performance metrics are preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF2 performance figures have been calculated based on assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF2 performance figures is a contract of the second ble is a contrect of the second ble is a contract of the s are subject to change and not necessarily indicative of the performance of SVF2 and are included only for illustrative purposes.





# **SVF2 Investment Highlights (1)**

### (From SVF2 inception through Dec. 31, 2020)

### **Cumulative gross gain to SVF2** listed companies

### **Cumulative investment cost to SVF2 listed companies**

Cumulative investment cost to SVF2 private companies

> **Cumulative gross loss to SVF2** private companies



USD 2.9bn

## USD 5.2bn

Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.

Aggregate Market Uplift is before tax and expenses. SVF2 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 SVF2. There is no guarantee that historical trends will continue throughout the life of SVF2. 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 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

### USD -0.2bn

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF2 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 SVF2's investments.

# **SVF2 Investment Highlights (2)**

### **Cumulative gross gain to SVF2 listed companies** (From SVF2 inception through Feb. 5, 2021)

### Cumulative investment cost to **SVF2** listed companies (From SVF2 inception through Feb. 5, 2021)

**Cumulative investment cost to** SVF2 private companies\* (From SVF2 inception through Dec. 31, 2020)

> Cumulative gross loss to **SVF2** private companies (From SVF2 inception through Dec. 31, 2020)

USD 2.9bn



### USD 5.3bn

### USD 1.6bn

Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.

Aggregate Market Uplift is before tax and expenses.

SVF2 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 SVF2. There is no guarantee that historical trends will continue throughout the life of SVF2. 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 equal to or in excess of the total values used in calculating the values portraved 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

### USD -0.2bn

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF2 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 SVF2's investments.

\* Cumulative investment cost to SVF2 private companies: cumulative investment cost (from SVF2 inception through Dec. 31, 2020) to SVF2's portfolio companies which are private as of Feb. 5, 2021.

# SVF2 Snapshot (as of Dec. 31, 2020)

### (USD billion)

### SVF 2 total

### **SBG total (Net)**

(Breakdown)

### Net asset value \*Δ **Distributions**

**Performance fees**<sup>\*5</sup>

- depend on, among other factors, future operating results, the value of the assets and market conditions at the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. 2. Investment Cost to SVF2 is cumulative from SVF2 inception to December 31, 2020.
- that are unrealized may differ materially from the values indicated herein.
- 4. No Distributions have been paid out of SVF2 as of December 31, 2020.

5. Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Performance Fees earned by the Manager from Fund Inception to December 31, 2020. Information herein is presented for illustrative purposes and relates solely to SVF2. Past performance is not necessarily indicative of future results. Individual investors' results may vary.



1. Gross Return to SVF2 is Fair Market Value of unrealized investments held by SVF2 as of December 31, 2020. Gross Return to SVF2 and Investment Cost to SVF2. Gross Realized Proceeds are before tax and expenses. 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 portraved herein. Actual returns on unrealized investments will

\$1.2

3. Net Asset Value includes net changes in fair value of financial assets at FVTPL are based on valuations that reflect unrealized estimated amounts, do not take into account fees or expenses that would reduce the value of financial assets at FVTPL are based on valuations that reflect unrealized estimated amounts. returns experienced by investors, 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 used in calculating the information portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. Accordingly, the actual realized returns on investments

