QUARTER ENDED MARCH 31, 2022

# Investor Briefing SoftBank Vision & LatAm Funds

### **NAVNEET GOVIL**

Managing Partner & Chief Financial Officer SoftBank Investment Advisers



### Important Information (1 of 2)

This presentation (this "Presentation") is furnished to you for informational purposes in connection with the interests of SoftBank Group Corp. (together with its affiliates, "SoftBank") in SoftBank Vision Fund L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicles, the "Vision Fund I" or "SVF I") or SoftBank Latin America Fund GP Ltd and SBLA Holdings II DE LLC (together with, as the context may require, any parallel funds, feeder funds, co-investment vehicles or alternative investment vehicles, the "LatAm Funds") and is not, and may not be relied on in any manner as, legal, tax, investment, accounting or other advice or as an offer to sell or a solicitation of an offer to buy limited partnership or comparable limited liability equity interests in the Vision Fund I or any other fund, managed by SB Investment Advisers (UK) Ltd. (the "Manager" or "SBIA"), or SoftBank Vision Fund II-2 L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle, "SVF II" or the "Vision Fund II"), managed by SB Global Advisers Limited ("SBGA") and its affiliates thereof. This Presentation is not intended to be relied upon as the basis for any investment decision, and is not, and should not be assumed to be, complete. The contents of this Presentation are not to be construed as legal, business or tax advice.

None of Vision Fund I, Vision Fund II, the LatAm Funds, any successor fund managed by the Manager, SBIA, SBGA, SoftBank or their respective affiliates makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and nothing contained herein should be relied upon as a promise or representation as to past or future performance of Vision Fund II, the LatAm Funds, any successor fund managed by the Manager, SBGA or any other entity referenced in this Presentation.

Recipients of this Presentation and should make their own investigations and evaluations of the information contained in this Presentation and should note that such information may change materially.

For the avoidance of doubt, the Vision Fund I is a prior fund managed by SBIA which is not being offered to investors. Information relating to the performance of the Vision Fund I or any other entity referenced in this Presentation has been included for background purposes only and should not be considered an indication of the future performance of the Vision Fund I, any other entity referenced in this Presentation or any future fund managed by SBIA. References to any specific investments of the Vision Fund I, to the extent included herein, are presented to illustrate the Manager's investment process and operating philosophy only and should not be construed as a recommendation of any particular investment or security. The investment performance of individual investments in the Vision Fund I may vary and the performance of the selected transactions is not necessarily indicative of the performance of all of the applicable prior investments. The specific investments identified and described herein do not represent all of the investments made by the Manager, and no assumption should be made that investments identified and discussed herein were or will be profitable.

Statements contained in this Presentation (including those relating to current and future market conditions and trends in respect thereof) that are not historical facts are based on current expectations, estimates, projections, opinions and/or beliefs of the Manager. Such statements involve known and unknown risks, uncertainties and other factors, and undue reliance should not be placed thereon. In addition, no representation or warranty is made with respect to the reasonableness of any estimates, forecasts, illustrations, prospects or returns, which should be regarded as illustrative only, or that any profits will be realized. Certain information contained herein constitutes "forward-looking statements," which can be identified by the use of terms such as "may", "will", "should", "expect", "project", "estimate", "intend", "continue", "target" or "believe" (or the negatives thereof) or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or actual performance of the Vision Fund I or any successor fund managed by the Manager (or any other entity referred to herein) may differ materially from those reflected or contemplated in such forward-looking statements. As a result, investors should not rely on such forward-looking statements in making their investment decisions. Further, the targets stated herein are based on an assumption that economic, market and other conditions will not deteriorate and, in some cases, improve. These projections involve significant elements of subjective judgment. No representation or warranty is made as to future performance or such forward-looking statements. None of the information contained herein has been filed with the U.S. Securities and Exchange Commission, any securities administrator under any securities laws of any U.S. or non-U.S. jurisdiction or any other U.S. or non-U.S. governmental or self-regulatory authority. No such governmental or self-regulatory authority will pass on the merits of the offering of inter



### Important Information (2 of 2)

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

Vision Fund I performance is based in part on valuations of certain investments that were recently acquired by the Vision Fund I as a portfolio from SoftBank Group Corp; accordingly, the performance information herein, which is based in part on valuations of unrealized investments, is not indicative of future results. The selection of such investments, the timing of such acquisitions and the valuation and subsequent performance of those investments had a material and positive impact on the performance of the Vision Fund I. SoftBank Group Corp. is under no obligation to offer similar assets to the Vision Fund I in the future.

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

Certain information contained in this Presentation has been obtained from published and non-published sources prepared by other parties, which in certain cases has not been updated through the date hereof. While such information is believed to be reliable for the purposes of this Presentation, none of the Vision Fund I, Vision Fund II, any successor fund managed by the Manager, the Manager, SoftBank, or their respective affiliates assumes any responsibility for the accuracy or completeness of such information and such information has not been independently verified.

Certain hypothetical illustrations set forth herein contain projections, targets, assumptions and expectations with respect to the performance of investments. These hypothetical returns, including the projections, targets, assumptions and expectations contained therein, have been prepared and are set out for illustrative purposes only, and do not constitute forecasts. They have been prepared based on the Manager's current view in relation to future events and various assumptions and estimations, including estimations with respect to events that have not occurred, any of which may prove incorrect. Others may select other underlying assumptions or methodologies that would significantly affect the projected returns or performance information set forth herein, even materially.

Third-party logos and vendor information 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 the Manager, the Vision Fund I's portfolio companies, any future portfolio companies of a successor fund managed by the Manager or SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



### Topics

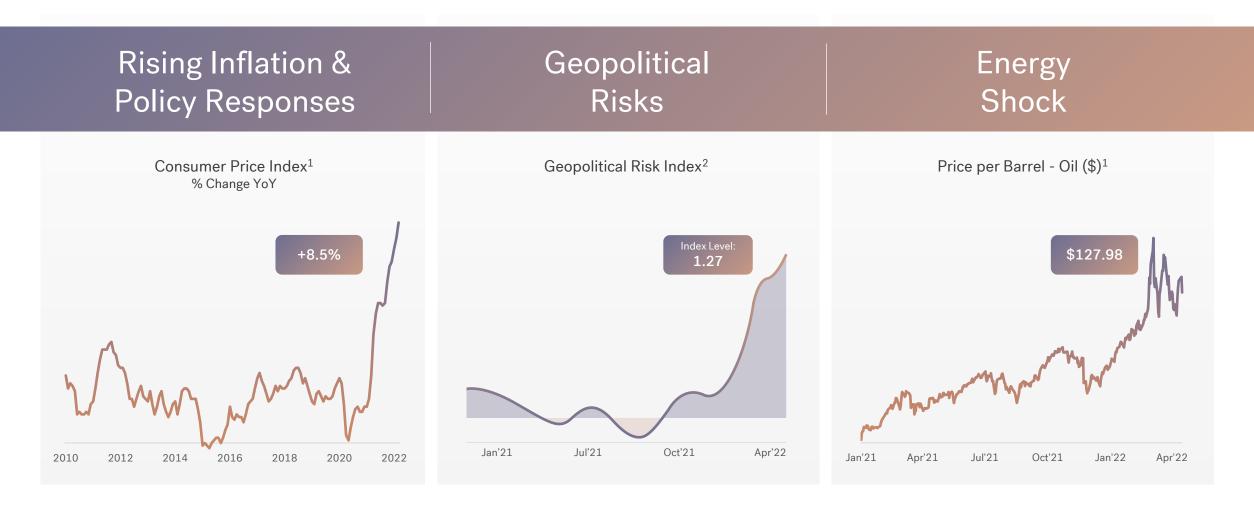
- 01- Progress & Highlights
- 02- Performance & Impact on SoftBank Group (SBG)
- 03- In Focus: A Broadening Investment Platform



# Progress & Highlights



# A Volatile & Uncertain Market Backdrop



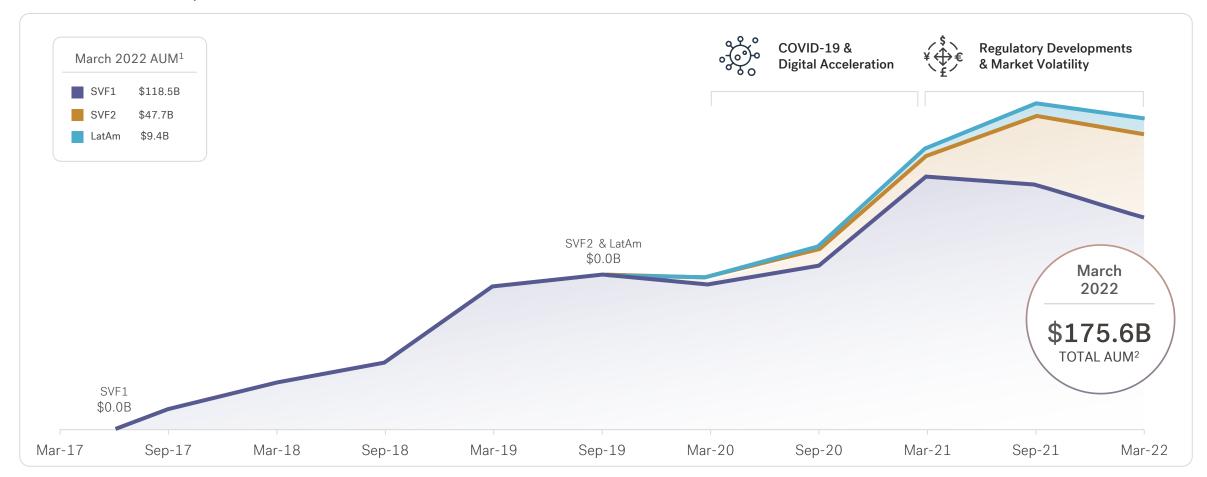


<sup>1.</sup> Bloomberg, April 19, 2022.

<sup>2.</sup> BlackRock Geopolitical Risk Indicator, April 27, 2022.

# Market Impact on Assets Under Management

### **AUM Since Inception**



- Assets under Management (AUM) is comprised of the fair value of Unrealized Investments and Gross Realized Proceeds for full and partially Realized Investments, together with their related hedges and Dividend Income received.
- 2. Total Assets under Management (AUM) is comprised of the fair value of Unrealized Investments and Gross Realized Proceeds for full and partially Realized Investments for SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds, together with their related hedges and Dividend Income received.



# Performance Snapshot

As of March 31, 2022

	SoftBank Vision Fund 1	SoftBank Vision Fund 2	SoftBank LatAm Funds	Combined
Total Commitment	\$98.6B	\$56.0B	<b>\$7.6B</b> Effective April 13, 2022	\$162.2B
Acquisition Cost <sup>1</sup>	\$87.7B	\$46.9B	\$7.0B	\$141.6B
Cumulative Investment Gains <sup>1</sup>	\$30.8B	\$0.8B	\$2.4B	\$34.0B
Total Fair Value <sup>2</sup>	\$118.5B	\$47.7B	\$9.4B	\$175.6B
Distributions <sup>3</sup>	\$38.7B	\$8.6B	_	\$47.3B

### Footnotes

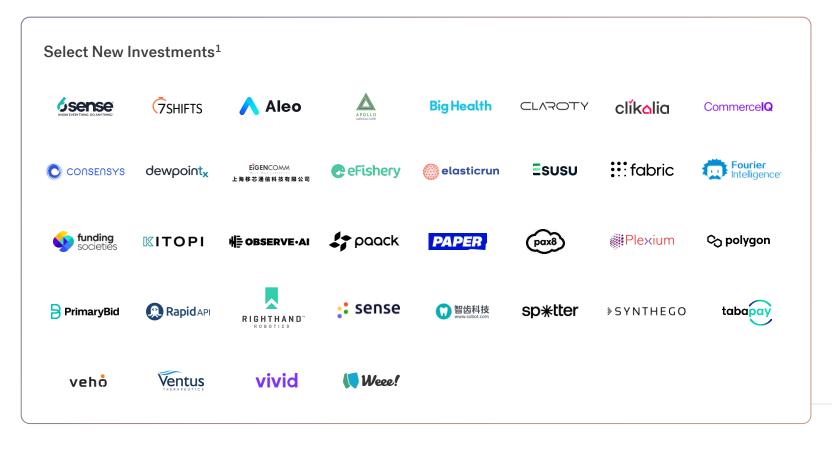
- 1. Acquisition Cost and Cumulative Investment Gains are cumulative from Fund Inception to March 31, 2022. Cumulative Investment Gains are before tax and expenses and include Unrealized and Realized gains and losses from Investments and their related hedges. Cumulative Investment Gains does not take into account fees or expenses and should not be construed as indicative of actual or future performance.
- 2. Total Fair Value is the Acquisition Cost plus Cumulative Investment Gains as of March 31, 2022.
- 3. Distributions include proceeds from Investment Realizations, Financing, and Preferred Equity Coupon distributed to Limited Partners from Fund Inception to March 31, 2022. It includes the Return of Recallable Utilized Contributions and the Return of Recallable Untilized Contributions but does not include the Return of Recallable Untilized Contributions.

The information herein is presented solely for SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds. These highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Cumulative Investment Gains and Total Fair Value include valuations of Unrealized Investments, do not take into account fees or expenses at the time of exit that would reduce the value of returns experienced by investors, and should not be construed as indicative of actual or future performance. Actual Realized amounts 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 Unrealized may differ materially from the values indicated herein.



### Continued Conviction in the Al Revolution

As of March 31, 2022





Total Acquisition Cost<sup>1</sup>



<sup>1.</sup> Total Acquisition Cost includes cumulative cost from Inception of SoftBank Vision Fund 2 to March 31, 2022.

### Portfolio Overview

As of March 31, 2022

252

Total Investments<sup>1</sup>

\$46.9B

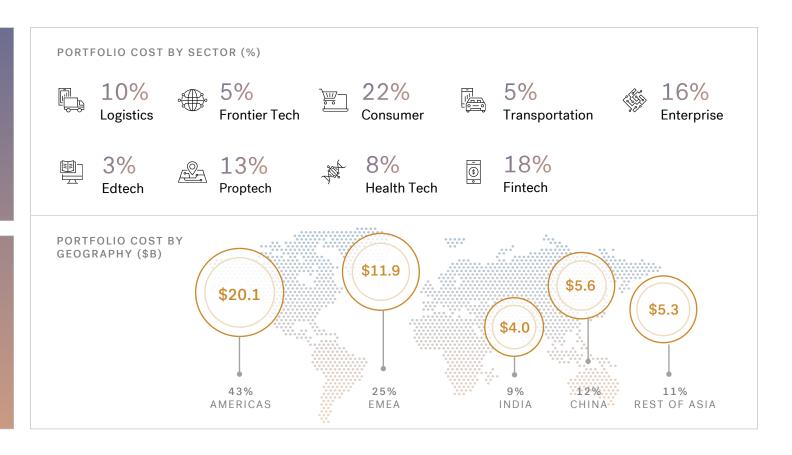
Total Acquisition Cost<sup>2</sup>

236

Current Private Investments<sup>3</sup>

15

Current Public Investments<sup>4</sup>



### rootnotes

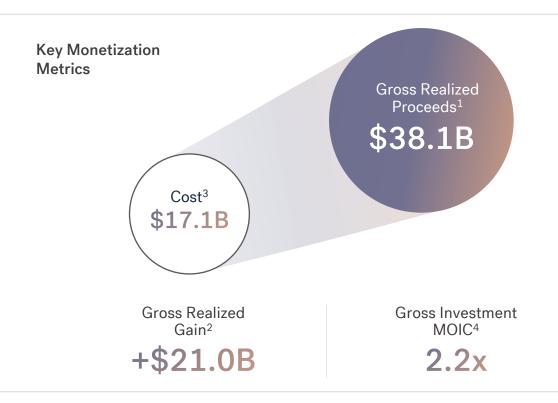
- 1. Total Investments includes Investments in portfolio companies made by SoftBank Vision Fund 2 and joint-ventures with existing portfolio companies from SoftBank Vision Fund 2 Inception to March 31, 2022. It does not include hedges related to the Investments. Total Investments includes both current and fully exited investments.
- 2. Total Acquisition Cost includes cumulative cost from Inception of SoftBank Vision Fund 2 to March 31, 2022.
- 3. Current Private Investments made by SoftBank Vision Fund 2 is the total number of portfolio company Investments that have not been fully exited or publicly listed as of March 31, 2022.
- 4. Current Public Investments includes publicly listed portfolio companies that SoftBank Vision Fund 2 has not fully exited as of March 31, 2022.



# Disciplined Monetization Strategy

Full & Partial Exits | Inception to March 31, 2022

Portfolio Company	Gross Realized Proceeds <sup>1</sup>	Gross Realized Gain <sup>2</sup>	Holding Period (Years)
PUBLIC SALE <b>⊘ NVIDIA</b>	\$5.8B	\$2.9B	1.3
‡ slack	\$1.0B	\$0.7B	2.8
<b>◎ 平安好医生</b> PINGAN 6000 DOCTOR	\$0.8B	\$0.4B	2.8
10× GENOMICS	\$0.3B	\$0.3B	1.6
<b>众安保险</b> ZhongAn Insurance	\$0.4B	(\$0.2B)	4.3
M&A / OTHER			
Flipkart 🍞	\$3.9B	\$1.5B	2.2
OSIsoft.	\$2.4B	\$1.5B	3.4
cruise	\$2.3B	\$1.1B	3.1
Other Undisclosed Full & Partial Exits	\$21.2B	\$12.8B	-
Total	\$38.1B	\$21.0B	-



### Footnotes:

- 1. Gross Realized Proceeds represents proceeds received for full and partially Realized Investments, related hedges and dividend income as of March 31, 2022.
- 2. Gross Realized Gain represent the difference between Gross Realized Proceeds and Cost for fully and partially Exited investments as of March 31, 2022.
- 3. Cost represents Acquisition Cost for full and partially Realized Investments as of March 31, 2022.
- 4. Gross Investment Multiple of Invested Capital ("MOIC") is Gross Realized Proceeds divided by Investment Cost. Gross Realized Proceeds defined as the sum of all external cash flows derived from investments, gross of taxes, transaction fees, investment-related financing and other fund-related expenses. Investment Cost defined as the sum of all external cash flows directed towards Portfolio Companies, principal amounts borrowed as directly related to investments, and net premiums paid by SVF1 for investment-related hedges.

There can be no assurance that the operations and/or processes of SBIA and SoftBank Vision Fund 1 described in this Presentation will continue throughout the life of SoftBank Vision Fund 1 or any successor Fund managed by the Manager, and such processes and operations may change. Select Investments presented herein are solely for illustrative purposes and do not purport to be a complete list of SoftBank Vision Fund 1 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 SoftBank Vision Fund 1 Investments. 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.



**Total Distributions** 

### Distributions to Limited Partners

Since Inception to March 31, 2022

	(A)	(B)	(C)	(D)	(E) = (B)-(C)
	Fund Commitment	Drawn Capital¹	Return of Capital <sup>2</sup>	Pref Coupon³/ Equity Gains⁴	Outstanding Capital⁵
Preferred Equity	\$40.0B	\$36.2B	\$17.7B	\$6.0B	\$18.5B
Equity	\$58.6B	\$52.9B	\$12.9B	\$2.1B	\$40.0B
Total	\$98.6B	\$89.1B	\$30.6 B	\$8.1 B	\$58.5B
	\$38.7B				



<sup>1.</sup> Drawn Capital includes Fund Commitment drawn down through capital calls and Return of Recallable Utilized Contributions that were retained and reinvested, less Return of Recallable Unutilized Contributions. Drawn Capital excludes any Drawdowns or Returns of Recallable Contributions which fall due post March 31, 2022.

<sup>2.</sup> Return of Capital includes Return of Non-Recallable Contributions and Return of Recallable Utilized Contributions from financing distributions.

<sup>3.</sup> Pref Coupon includes distributions of Preferred Equity Coupon financed by Net Proceeds and capital calls.

<sup>4.</sup> Equity Gains includes Net Proceeds distributions to the Limited Partners, distributing amounts in excess of Returns of Capital and Preferred Equity Coupon distributions.

<sup>5.</sup> Outstanding Capital includes Drawn Capital less Return of Capital (as defined above).

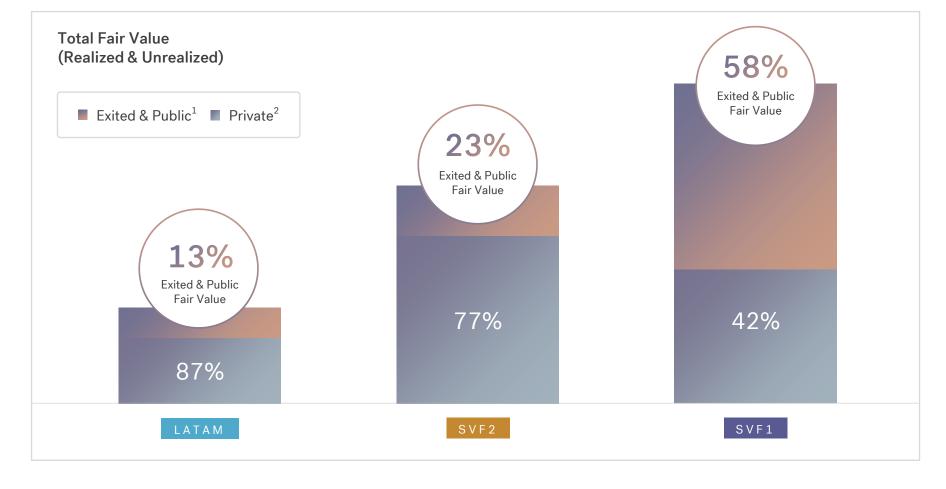
LATAM SVF2

SVF1

PROGRESS & HIGHLIGHTS

# Portfolio Evolution

As of March 31, 2022



### Footnotes

- 1. Exited & Public Fair Value represents the Gross Realized Proceeds and Dividend Income from exited Investments plus the fair value of Unrealized Investments that were publicly listed as of March 31, 2022.
- 2. Private represents the fair value of Unrealized Investments that were not publicly traded as of March 31, 2022.

The information herein is provided solely for illustrative purposes, reflects the current beliefs of SBIA as of the date hereof, is preliminary and is based on a variety of assumptions and estimates that are subject to various risks. Certain information presented herein is preliminary in nature, may be incomplete and inaccurate, and subject to change. It should not be assumed that Investments made in the future will be comparable in quality or performance to the Investments described herein. Past performance is not necessarily indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds investors. 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. Please see visionfund.com/portfolio for a more complete list of SoftBank Vision Fund 2 and SoftBank LatAm Funds Investments.



LATAM

PROGRESS & HIGHLIGHTS 14

# Portfolio Companies Maintain Healthy Access to Capital

Three-Month Period Ended March 31, 2022

20
Funding
Rounds<sup>1</sup>
\$6.0B

\$6.0 Capital Raised

\$50B+

Total Increase in Valuation<sup>2</sup>

**Plenty**®

Series E

flexport.

Series E

OLA

Series J-1

C creditas

Series F

Series B

**OLA** ELECTRIC

Series D

**fetch** 

Series E

@forto

Series D

TESSERA

Series C

BLOCKDAEMON

Series C

UPSIDE

Series C

GoStudent

Series D

**G** SWIGGY

Series K

FTX

Series C

IYUNO SDI

Series B Preferred & Serries A Common

FTX us

Series B

alto

Series E

**KITOPI** 

Series C

unico

Series D

C creditas

Series F

⋈ betterfly

Series C

### Footnote

- 1. Funding Rounds includes the number of follow-on rounds in SoftBank Vision Fund 1, SoftBank Vision Fund 2, and SoftBank LatAm Funds portfolio companies during the three-month period ended March 31, 2022. Includes rounds where SoftBank Vision Fund 1, SoftBank Vision Fund 2, and SoftBank LatAm Funds did not participate. Excludes any secondary funding rounds. Creditas is a SoftBank Vision Fund 1 and a SoftBank LatAm Funds Investment.
- 2. Total Increase in Valuation represents the increase from the prior round pre-money valuation to the pre-money valuation of the round shown on the slide.

Select Investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of Investments in which SBIA Investments had funding rounds recently and do not purport to be a complete list of SoftBank Vision Fund 1, SoftBank LatAm Funds investments. References to Investments in cluded herein should not be construed as a recommendation of any particular Investment of security. It should not be assumed that Investments made in the furture will be comparable in quality or performance to the Investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SoftBank Vision Fund 2 and SoftBank LatAm Funds 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 SoftBank Vision Fund 2 and SoftBank LatAm Funds investors. There is no guarantee that historical trends will continue throughout the life of SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds. 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 values indicated herein. 3rd 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. Past performance is not necessarily indicative of future results.



# Performance & Impact on SoftBank Group (SBG)



SVF1

PERFORMANCE & IMPACT ON SBG

Contribution to SBG, Net of 3<sup>rd</sup> Party Interests<sup>1,3</sup>

Amounts in USD Billions

SBG GP Income: Management & Performance Fees <sup>3</sup>	3.4
SBG LP Income: Share of Fund Net Profit	9.7
Less: Change in 3 <sup>rd</sup> Party Interests in Fund	(9.4)
Fund Net Profit <sup>2</sup>	\$19.1
SVF1 Inception to	<b>2022</b> Mar 31

### Footnotes

3. Management Fees and Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Management Fees and Performance Fees earned by the Manager from Inception of the Fund through March 31, 2022.



<sup>1.</sup> Contribution to SBG, Net of 3<sup>rd</sup> Party Interests reflects the income or loss from SBG's Limited Partner interest and Manager's Management and Performance Fee entitlement. Contributions to SBG and Fund Net Profit include the impact of SBG's interests in the Fund through the Employee Incentive Scheme.

<sup>2.</sup> Fund Net Profit includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) which is 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 time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. Accordingly, the actual Realized returns on Investments that are Unrealized may differ materially from the values indicated herein.

SVF1

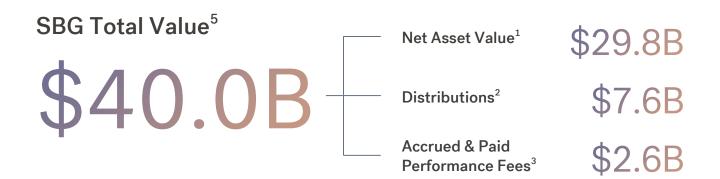
PERFORMANCE & IMPACT ON SBG

# Contribution to SBG

As of March 31, 2022

### SBG Paid-In Capital<sup>4</sup>

\$27.7B



- 1. Net Asset Value includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) which is 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 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.
- 2. Distributions include proceeds from Investment Realizations, Financing and Preferred Equity Coupon distributed to Limited Partner from Fund Inception to March 31, 2022. It includes the Return of Recallable Utilized Contributions and the Return of Non-Recallable Utilized Contributions but does not include the Return of Recallable Untilized Contributions.
- 3. Accrued & Paid Performance Fees earned by SBG through its subsidiary, SBIA UK, reflect total Performance Fees earned by the Manager from Fund Inception through March 31, 2022.
- 4. SBG Paid-In Capital represents SBG Commitment drawn down through capital calls less Return of Recallable unutilized Contributions.
- 5. SBG Total Value reflects SBG's Limited Partner interest in the Fund together with SBG's interest in the Fund through the Employee Incentive Scheme and the Manager's Performance Fee entitlement.



SVF2

PERFORMANCE & IMPACT ON SBG

# Contribution to SBG

As of March 31, 2022

SBG Paid-In Capital<sup>3</sup>

\$46.6B

SBG Total Value<sup>4</sup>

\$46.2B

Net Asset Value<sup>1</sup>

\$37.8B

**Distributions** 

\$8.4E

- 1. Net Asset Value includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) which is 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 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.
- 2. Distributions include proceeds from Investment Realization and Financing distributed to Limited Partner from Fund Inception to March 31, 2022. It includes the Return of Recallable Utilized Contributions and the Return of Non-Recallable Utilized Contributions but does not include the Return of Recallable Untilized Contributions.
- 3. SBG Paid-In Capital represents SBG Commitment drawn down through capital calls less Return of Recallable unutilized Contributions.
- 4. SBG Total Value reflects SBG's Limited Partner interest in the Fund.



LATAM

PERFORMANCE & IMPACT ON SBG

# Contribution to SBG

As of March 31, 2022

SBG Paid-In Capital<sup>3</sup>

\$6.5B

SBG Total Value<sup>4</sup>

\$8.3B



Net Asset Value<sup>1</sup>

\$8.1B

Accrued Performance Fees<sup>2</sup>

60.2E



<sup>1.</sup> Net Asset Value includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) which is 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 time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. Accordingly, the actual Realized returns on Investments that are Unrealized may differ materially from the values indicated herein.

<sup>2.</sup> Accrued & Paid Performance Fees earned by SBG through its subsidiary, SBGA, reflect total Performance Fees earned by the Manager from Fund Inception through March 31, 2022.

<sup>3.</sup> SBG Paid-In Capital represents SBG Commitment drawn down through capital calls less Return of Recallable unutilized Contributions.

<sup>4.</sup> SBG Total Value reflects SBG's Limited Partner interest in the Fund and the Manager's Performance Fee entitlement.

# In Focus:

# A Broadening Investment Platform



# Our Global Platform Continues to Expand



### Footnotes

- 1. Assets under management consists of \$118.5B from SoftBank Vision Fund 1, \$47.7B from SoftBank Vision Fund 2 and \$9.4B from SoftBank LatAm Funds.
- Total Investments includes Investments in portfolio companies made by SoftBank Vision Fund 1, SoftBank Vision Fund 2, SoftBank Bank LatAm Funds, and joint-ventures with existing portfolio companies from Funds inception to March 31, 2022. It does not include hedges related to the Investments. Total Investments includes both current and fully exited investments.



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# The Evolution of Our Investing Platform

As of March 31, 2022

SVF1

2017: Launch of Vision Fund 1

Portfolio expansion across sectors & geographies





2017

2018

2019

2020

2021

Today

LAUNCH & EXPANSION

A BROADENING INVESTMENT PLATFORM

### Footnotes:

- 1. Capital Deployed as of March 31, 2021 includes \$85.7B from SoftBank Vision Fund 1 and \$6.2B from SoftBank Vision Fund 2. Capital Deployed as of March 31, 2022 includes \$87.7B from SoftBank Vision Fund 1, \$46.9B from SoftBank Vision Fund 2, and \$7.0B from SoftBank LatAm funds.
- 2. IPOs as of March 31, 2021 includes 14 SoftBank Vision Fund 1 investments and 3 SoftBank Vision Fund 2 investments, IPOs as of March 31, 2022 includes 26 SoftBank Vision Fund 1 investments, 14 SoftBank Vision Fund 2 investments, and 6 SoftBank Vision Fund 2 investments, WeWork and Full Truck Alliance are both SoftBank Vision Fund 1 and SoftBank Vision Fund 2 investments.
- 3. Distributions as of March 31, 2021 includes \$22.3B from SoftBank Vision Fund 1. Distributions as of March 31, 2022 includes \$38.7B from SoftBank Vision Fund 2.

The information provided herein is for illustrative purposes only and reflects the beliefs of SBIA as of the date of this presentation. There can be no assurance that the operations and/or processes of SVF 1, SVF2 and SoftBank LatAm Funds described in this Presentation will continue throughout the life of SVF 1, SVF 2, SoftBank LatAm Funds, or any successor fund advised by SBIA, and such processes and operations may change. It should not be assumed that Investments made in the future will be comparable in quality or performance to the Investments described herein. Past performance is not necessarily indicative of future results.

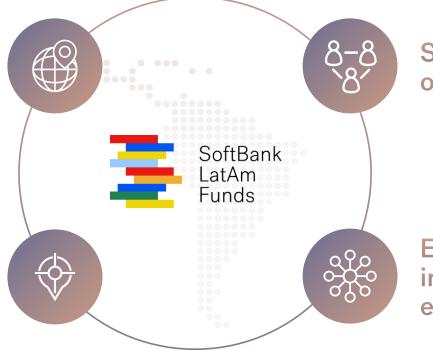


### The SoftBank LatAm Funds

Global network & ecosystem



Brazil | Mexico | Miami



**OUR DIFFERENTIATORS** 

Strong operating team

Early-stage investing exposure

Partnering with entrepreneurs defining the future of Latin America

Regional GDP<sup>1</sup>

\$5T

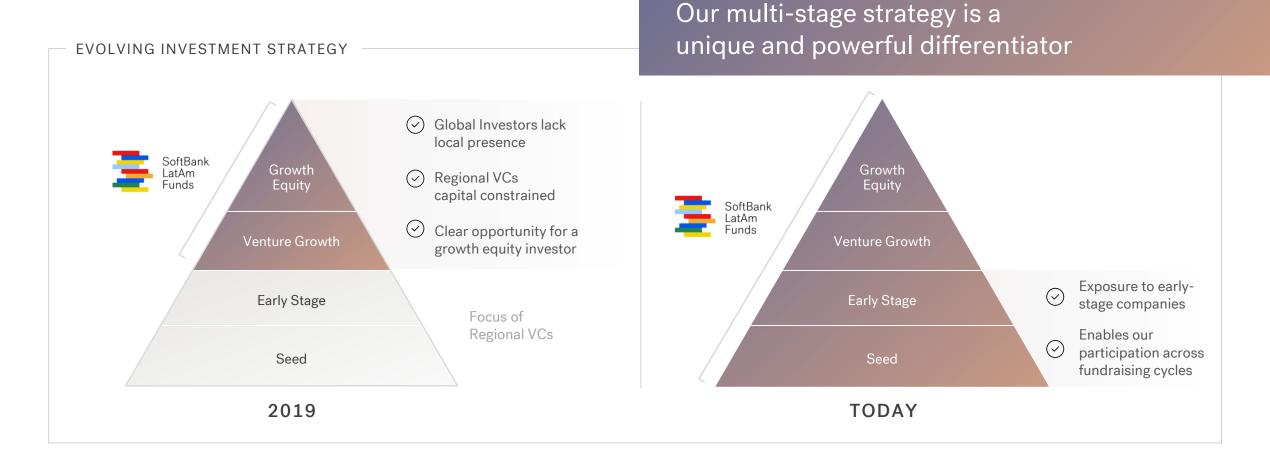


<sup>1.</sup> The World Bank. 2020 GDP - Latin America & Caribbean.



# Our Investing Platform Spans Multiples Stages

As of March 31, 2022





# Early Mover in a Market Ripe for Disruption

As of March 31, 2022



### Footnotes

The information presented herein is provided for illustrative and informational purposes only and should not be relied upon in any way. The information provided herein is subject to change as well as uncertainties and risks. SBIA has no obligation to update any information. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by or of such businesses. There is no guarantee that the Manager, SoftBank LatAm Funds, portfolio companies, or SoftBank will work with any of the businesses whose logos are included herein in the future. The comparables provided herein were selected by SBIA for illustrative purposes because SBIA believes that they present the most direct comparables in the industry within the relevant time period. Selection of such criteria is inherently subjective, and others might select other comparables based on their assessment of the market.

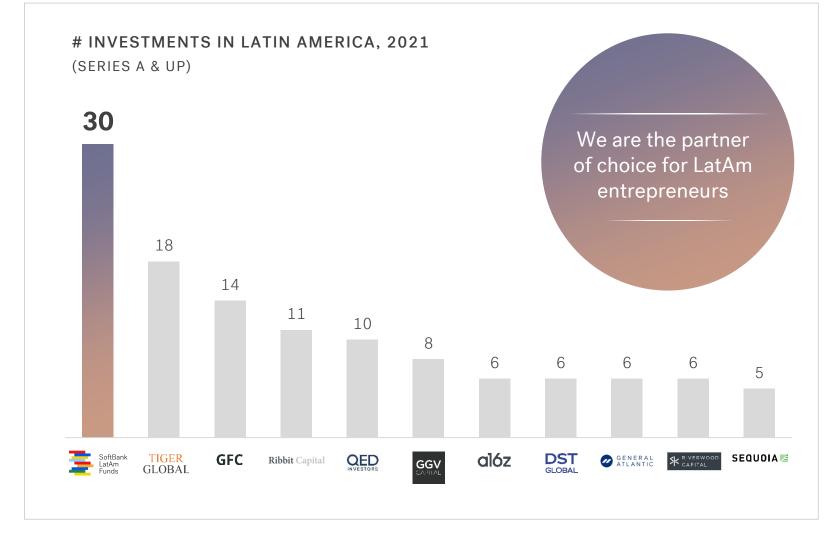


<sup>1.</sup> Source: PitchBook, Why 2021 was a breakout year for Latin America's VC ecosystem. December 2021.

### LATAM

A BROADENING INVESTMENT PLATFORM

# The Leading Global Tech Investor in Latin America As of March 31, 2022



### Footnotes

Source: Pitchbook & SBIA Analysis. Includes announced and completed 2021 investments. Rounds ranging from Series A to pre-IPO from international VC investors. April 2022.





# Invested in 32 Unicorns

As of March 31, 2022

### Our portfolio of Al-enabled unicorns<sup>1</sup> inter KAVAK **Gympass** NU Bitso VTEX frete.com **QuintoAndar** olist Unico loadsmart Loggi **2TM** (C) creditas sorare madeira madeira Rappi betterfly ualá ■ DIGITAL merama **≪** konfio JOKR



<sup>1.</sup> Unicorns defined as investments with a value of over \$1B. Undisclosed investments logos are not included.

### SoftBank LatAm Funds Overview

As of March 31, 2022

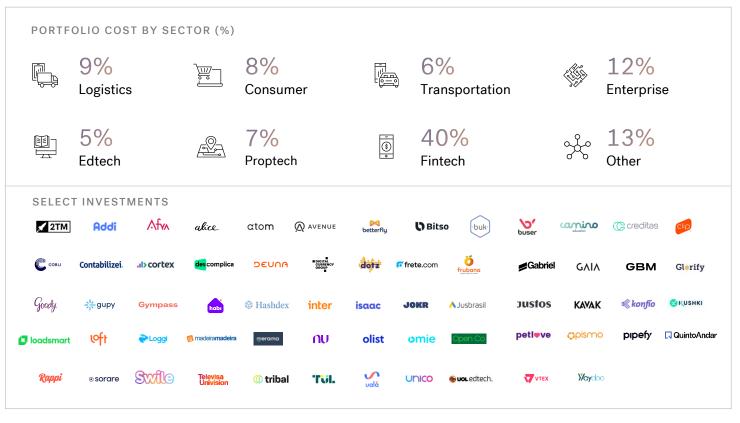
103

Total Investments<sup>1</sup> \$7.0B

Total Acquisition Cost<sup>2</sup>

Current Public Investments<sup>3</sup>

32% Net Blended IRR<sup>4</sup>



### Footnotes

- 1. Total Investments includes Investments in portfolio companies made by SoftBank LatAm Funds and joint-ventures with existing portfolio companies from SoftBank LatAm Funds Inception to March 31, 2022. It does not include hedges related to the Investments. Total Investments includes both current and fully exited investments.
- 2. Total Acquisition Cost includes cumulative cost from Inception of SoftBank LatAm Funds to March 31, 2022.
- 3. Current Public Investments includes publicly listed portfolio companies that SoftBank LatAm Funds has not fully exited as of March 31, 2022.
- 4. Latin America Funds ("LatAm Funds") segment reflects the aggregate performance of SBLA Latin America Fund LLC, including LatAm Fund 2. Net Blended IRR reflects the combined net performance of different classes of securities in the LatAm Funds structure, including Equity and Preferred Equity Interests, after taking into account management fees, performance fee) and inflows (distributions), net of investment-related financing, as well as the Net Asset Value as of March31, 2022. It includes preferred equity coupon distributions and related accruals. Net Blended IRR (SBG (LP) + Manager's Performance fee) reflects the Net Blended IRR specific to SBG's interests through SBLA, modified to reflect the additional impact of performance fee payments and related accruals from the perspective of the Manager, as applicable.



These highlights are provided solely for illustrative purposes. Past performance is not necessarily indicative of future results. Please refer to www.latinamericafund.com/portfolio for a more complete list of SoftBank LatAm Funds Investments. Sector characterization has been determined by SBIA, and although SBIA believes that such determinations are reasonable, they are inherently subjective in nature. Latin America Funds have a limited operating history, and accordingly, performance information may not be representative and actual realized return on these unrealized investments may differ materially from the performance information indicated herein.

# Powering the Next Generation of Underrepresented Founders

As of March 31, 2022

### EMERGE ACCELERATOR

Our Emerge portfolio continues to grow, with further geographic expansion planned for 2022

**Emerge Cohorts** 

22 Total Investments<sup>1</sup>

**VC Partners** 



Blloc



⊗ kwara



**Credrails** 



rebellyous



% 면임때를 되면나라



CALDO



**OJAEXPRESS** 



SILYFT







iuli





moment.ai



NODE



PROVEN



**aquagenuity** 



COLLEGE



**⊘**3 vitaance



pear bio



The StackWorld



KONIKU



Mogul

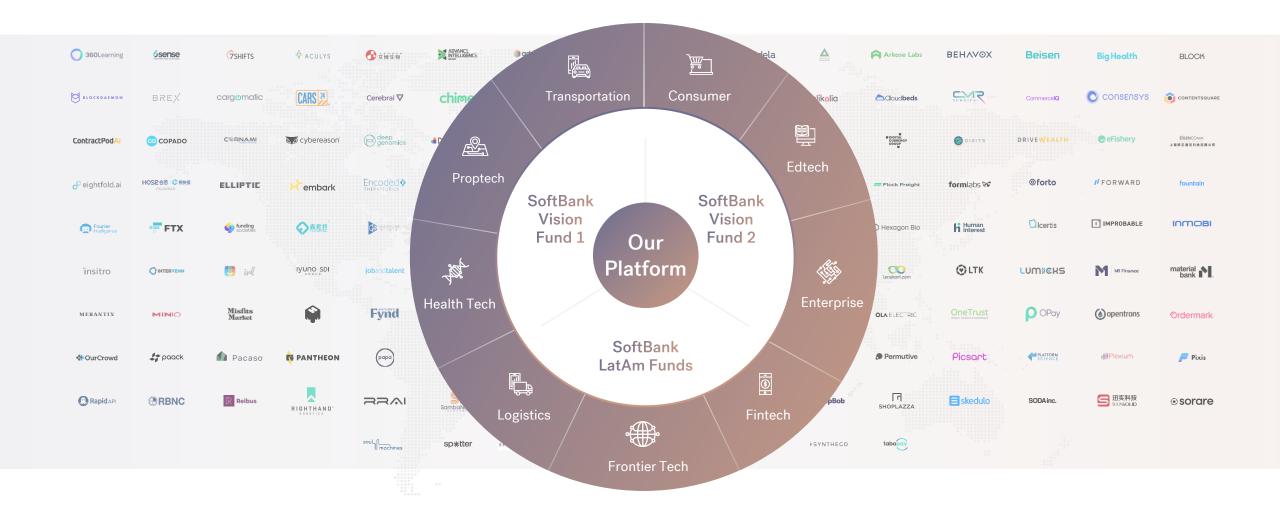


SCRIPT HEALTH



<sup>1.</sup> Total Investments includes Investments from Fund Inception to March 31, 2022.

# A Broadening Investment Platform





# Thank You

