## Earnings Results for the Three-month Period Ended June 30, 2023

# **Investor Briefing**

August 8, 2023 SoftBank Group Corp.



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Average during guarter	FY2022			FY2023				
Average during quarter	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1 USD	129.04	138.68	141.16	133.26	138.11			
EOQ	Jun 30	Sep 30	Dec 31	Mar 31	Jun 30	Sep 30	Dec 31	Mar 31
1 USD				133.53	144.99			

#### Exchange rates per JPY used for translation

#### **Abbreviations**

Abbreviations used in Accounting section of this presentation are as follows. In some cases, "Ltd." and "Corporation" etc. are omitted from the company name.

Abbreviations	Definition (Each of the following abbreviations indicates the respective company and its subsidiaries, if any)
SBG	SoftBank Group Corp. (stand-alone basis)
The Company	SoftBank Group Corp. and its subsidiaries
SBKK	SoftBank Corp.
SB Northstar	SB Northstar LP
SVF1 or SoftBank Vision Fund 1	SoftBank Vision Fund L.P. and its alternative investment vehicles
SVF2 or SoftBank Vision Fund 2	SoftBank Vision Fund II-2 L.P.
LatAm Funds or Latin America Funds	SBLA Latin America Fund LLC
SVF	SVF1, SVF2 and LatAm Funds
SBIA	SB Investment Advisers (UK) Limited
SBGA	SB Global Advisers Limited
SBGC	SoftBank Group Capital Limited
T-Mobile or TMo	T-Mobile US, Inc. after merging with Sprint
Deutsche Telekom or DT	Deutsche Telekom AG
Arm	Arm Limited
Alibaba	Alibaba Group Holding Limited

#### Other

Some figures in the report are rounded and may not add up to the figures presented as the total.



(¥ B)	FY22Q1	FY23Q1	Change	Change %
Net sales	1,572.0	1,557.5	-14.5	-0.9%
Income before income tax	-3,292.5	-176.2	+3,116.3	-
Net income (attributable to owners of the parent)	-3,162.7	-477.6	+2,685.1	-
(Reference)				
Loss on investments	-2,834.4	-699.0	+2,135.5	-
Investment Business of Holding Companies	111.2	-689.7	-800.9	-
SoftBank Vision Funds	-2,919.1	(See p9 for difference to segment results) -13.0	+2,906.1	-
Other investments	-26.5	3.8	+30.3	-

### **Investment Business of Holding Companies Segment**



			(¥ B)
P/L item	FY22Q1	FY23Q1	FY23Q1 Main Items
Gain/loss on investments at Investment Business of Holding Companies	111.2	-689.7	
Gain/loss relating to settlement of prepaid forward contracts using Alibaba shares	97.3		
Gain/loss relating to sales of T-Mobile shares	24.8		
Realized gain/loss at asset management subsidiaries	7.2	-0.1	
Unrealized gain/loss on valuation at asset management subsidiaries	-69.5	0.9	
Derivative gain/loss at asset management subsidiaries	-5.2	0.0	
Realized gain/loss	-0.4	17.7	
Unrealized gain/loss on valuation	-27.6	-620.4	¢
Change in valuation for the fiscal year	-27.9	-620.3	Alibaba: ¥553.4B loss, DT: ¥77.2 loss, TMo: ¥31.9B loss (due to share prices decrease)
Reclassified to realized gain/loss recorded in the past fiscal years	0.3	-0.0	
Derivative gain/loss	73.6	-97.0	¥105.4B loss on the fair value of TMo contingent consideration (see p7)
Other	11.1	9.1	
Selling, general and administrative expenses	-16.7	-19.6	
Finance cost	-80.0	-97.3	Increased ¥17.4B yoy at SBG and 100% subs for fund procurement
Foreign exchange loss	-822.0	-466.1	Impact of the weaker yen (see p18-19)
Income/loss on equity method investments	-139.8	-1.6	
Derivative gain/loss (excl. gain/loss on investments)	-245.0	848.8	¥769.9B gain on Alibaba prepaid forward contracts
Other gain/loss	-5.8	31.0	
Segment income (income before income tax)	-1,198.1	-394.5	

### Alibaba Shares and Derivative Financial Assets/Liabilities (Amount Recorded in B/S)



Value of Alibaba shares recorded in B/S considering prepaid forward contracts: \$31,784M ( A + B )

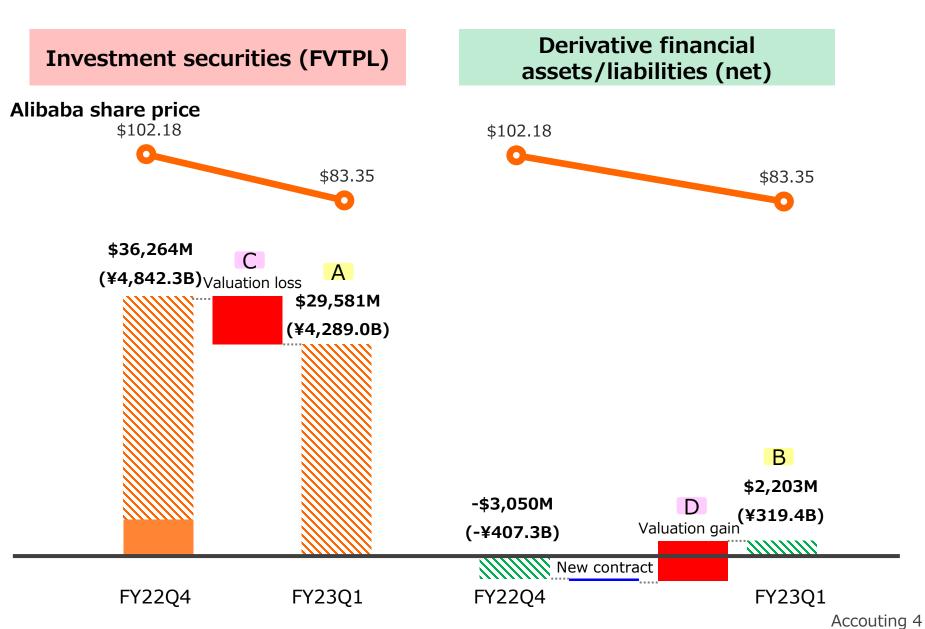
Of valuation loss on shares ( C ), the loss related to shares used for prepaid forward contracts was almost offset by valuation gain on derivatives ( D ).

Alibaba shares

(used for prepaid forward contracts)

Alibaba shares
Derivative financial

assets/liabilities (net)



#### includes shares subject to unexercised Deutsche Telekom's call options \$144.84 \$140.00 \$138.90 Held 43.3M T-Mobile \$134.54 \$134.17 \$231M (¥31.9B) shares at FY23Q1, valuation loss for up 3.6M shares from FY2301 **T-Mobile share price** of which **FY22Q4** (i) \$236M (¥32.6B) loss Received 3.6M T-Mobile shares (ii) \$5M (¥0.7B) gain on upon vesting contingent value 504 rights (CVR) in Jun 2023, which 495 453 were received in Jun 2020 related 401 405 695 672 667 to the disposal of the shares 646 644 Fair value of T-Mobile shares (\$ M) 4,653 4,499 (i) T-Mobile shares subject to call options 4,490 4,323 4,315 (net of the fair value of derivative financial liabilities) (ii) T-Mobile shares not subject to call options (iii) T-Mobile shares received upon vesting CVR, not subject to call options Fair value of CVR Jun 30 Sep 30 Dec 31 Mar 31 Jun 30 2022 2023 (M) 35.0<sup>\*2</sup> Number of shares subject to DT call options<sup>\*1</sup> 35.0 35.0 35.0 35.0 Number of shares not subject to DT call options 4.8 8.3 4.8 4.8 4.8 TOTAL number of shares held 39.8 39.8 39.8 39.8 43.3

\*1 The call options expire on June 22, 2024, unless certain events occur that trigger an earlier expiration date.

**T-Mobile: Shareholding & Fair Values** 

\*2 Fixed: 6.7M shares, Floating: 28.2M shares

#### Accounting 5

on shares continue to

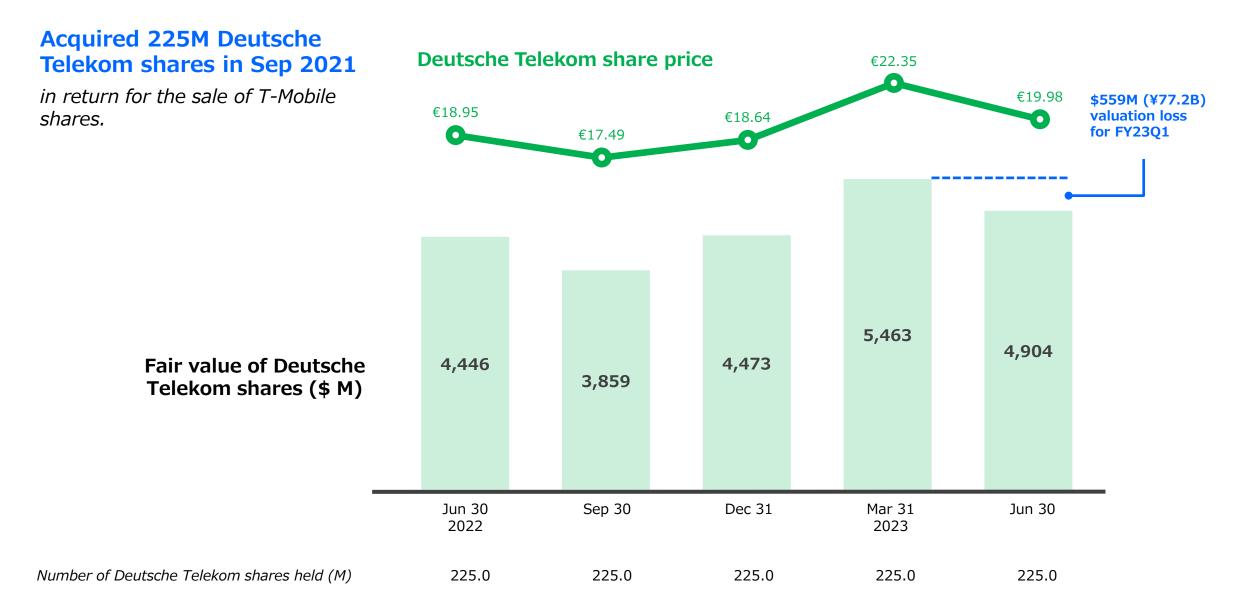
shares reclassified

be held

from CVR

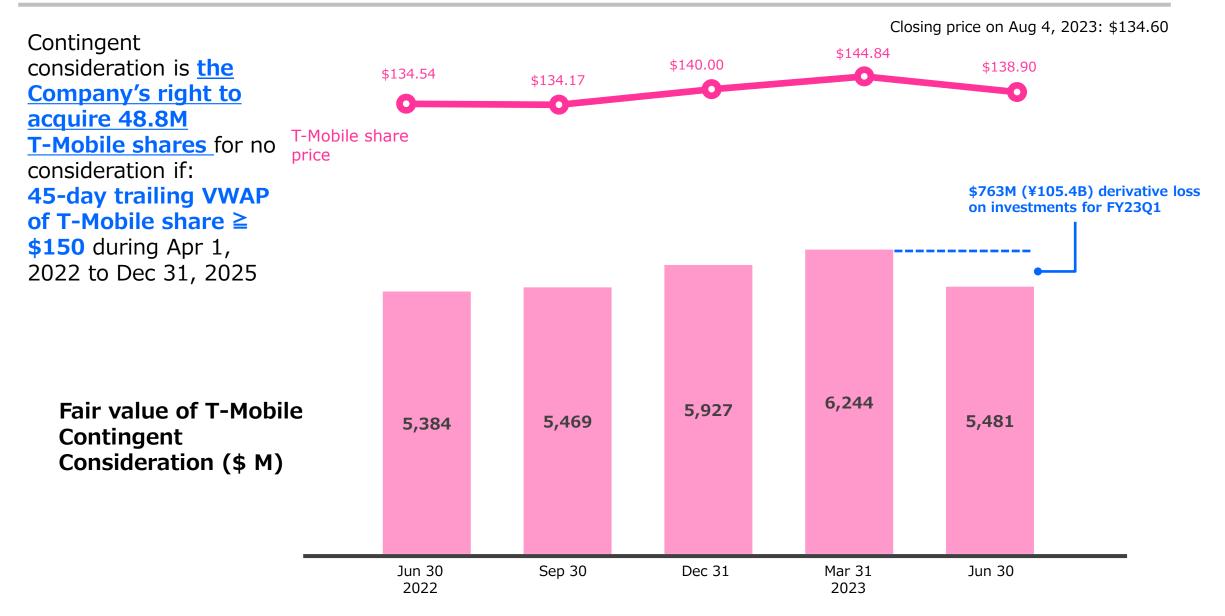
\$5,661M





### **T-Mobile Shares: Fair Values of Contingent Consideration**





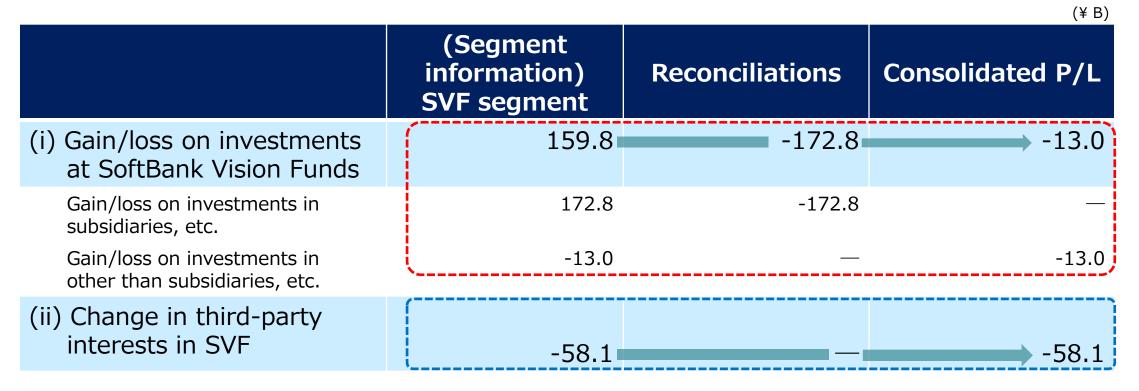


(¥ B)

P/L	FY22Q1	FY23Q1	FY23Q1 Main Items
Gain/loss on investments at SoftBank Vision Funds	-2,933.8	159.8	In consolidated P/L, loss on investments at SoftBank Vision Funds was ¥13.0B
Gain/loss on investments at SVF1, SVF2, and LatAm Funds	-2,935.0	134.7	¥131.2B gain at SVF1, ¥44.0B loss at SVF2
Realized gain/loss on investments*	-26.7	-68.2	¥86.9B loss at SVF1, ¥19.7B gain at SVF2
Unrealized gain/loss on valuation of investments*	-2,915.9	212.2	
Change in valuation for the fiscal year	-2,881.5	120.9	¥124.1B gain at SVF1, ¥50.3B loss at SVF2
Reclassified to realized gain/loss recorded in the past fiscal years	-34.4	91.4	¥106.9B gain at SVF1, ¥16.7B loss at SVF2
Interest and dividend income from investments	0.4	1.5	
Derivative gain/loss on investments	37.7	2.5	
Effect of foreign exchange translation	-30.5	-13.3	The amount arose from the FX differences used to translate unrealized and realized gains and losses
Gain/loss on other investments	1.2	25.1	
elling, general and administrative expenses	-18.9	-18.3	
inance cost	-15.4	-23.6	
Derivative gain/loss (excl. gain/loss on investments)	0.5		
Change in third-party interests in SVF	631.4	-58.1	
Other gain/loss	5.5	1.3	
Segment income (income before income tax)	-2,330.8	61.0	Returned to profit
Net amount			for the first time in six quarters



(i) Investment gains/losses related to <u>subsidiaries (mainly Arm and PayPay)</u> are included in "gain/loss on investments at SoftBank Vision Funds" (segment information), but are eliminated in consolidations and excluded from "gain/loss on investments at SoftBank Vision Funds" in the consolidated P/L.
(ii) "Change in third-party interests in SVF" is not adjusted for consolidation as it is interests of third parties.



### (Reference) Investment Performance of SVF1 and SVF2



(\$ B)

	9	Since Inception				
	Cost <sup>*2</sup>	Returns <sup>*2</sup>	Gain/loss	Gain/loss Q1		
SVF1	89.6	102.0	12.4	0.9		
Exited investments	25.2	43.3	18.1	-0.7		
Investments before exit	64.4	56.3	-8.1	0.9		
Reversal of previously-recorded valuati	on gain/loss for	0.7				
Derivatives/Interests/Dividends	0.0	2.4	2.4	-0.0		
SVF2	51.8	33.2	-18.6	-0.3		
Exited investments	1.8	3.0	1.2	0.1		
Investments before exit	50.0	30.4	-19.6	-0.4		
Reversal of previously-recorded valuati	-0.0					
Derivatives/Interests/Dividends		-0.2	-0.2	0.0		

<sup>\*1</sup> The amount of gains and losses for exited investments in FY23 represents the exit price, net of the investment cost of such investments. Unrealized valuation gains and losses of such investments recorded in prior years are presented as a reversal of valuation gain/loss recorded in prior periods for exited investments in FY23.

<sup>\*2</sup> For derivatives, the investment cost represents the cost of the derivatives. Investment returns represent the exit price for exited investments, the fair value for investments before exits, the settlement amount of settled contracts or the fair value of open contracts for derivatives, and the respective amounts received for interest or dividends.

### Status of Investment and Financial Support for WeWork

SoftBank
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(¥ B)						
		P/L		B/S		
		Account	Amount (Minus shows loss)	Account	Carrying amount on Jun 30, 2023 (Minus shows liabilities)	
		Loss on investments at SoftBank Vision Funds	-58.9	Investments from SVF (FVTPL)	56.6 (\$390M)	
а	a WeWork stocks and warrants held by SVF1 and SVF2	Loss on equity method investments/Other loss	-3.3	Investments accounted for using the equity method	1.7 (\$12M)	
b	WeWork convertible bonds with a face value of \$457.1M held by SVF2	Loss on investments at SoftBank Vision Funds	-25.9	Investments from SVF (FVTPL)	-	
с	WeWork unsecured notes with a face value of \$1.65B having been held by SBG/SVF2 (exchanged for stocks (a) & convertible bonds (b) in FY23Q1)	Other loss (loss on unsecured notes derecognized)	-21.6	-	-	
d	WeWork senior secured notes with a face value of \$0.30B having been held by SVF2	Gain on investments at SoftBank Vision Funds	0.4	_		
u	(redeemed in FY23Q1)	Other gain	0.0			
е	Commitment by SVF2 to acquire WeWork notes up to \$0.30B	Loss on investments at SoftBank Vision Funds	-34.3	Other financial liabilities (current)	-36.0 (-\$249M)	
f	Credit support by SVF2 for a letter of credit facility up to \$1.43B provided to WeWork by financial institutions	Other gain	0.9	Other financial liabilities (current)	-164.5 (-\$1.13B)	
		Total	-142.7			

### **Consolidated P/L Summary**



P/L item	FY22Q1	FY23Q1	Change
Net sales	1,572.0	1,557.5	-14.5
Gross profit	883.8	832.1	-51.7
Gain/loss on investments			
Investment Business of Holding Companies	111.2	<b>1</b> -689.7	-800.9
SoftBank Vision Funds	-2,919.1	<b>2</b> -13.0	+2,906.1
Other investments	-26.5	3.8	+30.3
Total gain on investments	-2,834.4	-699.0	+2,135.5
Selling, general and administrative expenses	-626.5	-648.1	-21.6
Finance cost	-114.1	<b>3</b> -139.6	-25.5
Foreign exchange loss	-820.0	<b>4</b> -464.6	+355.3
Income/loss on equity method investments	-158.4	-18.3	+140.1
Derivative gain/loss (excl. gain /loss on investments)	-259.3	<b>5</b> 849.6	+1,108.9
Change in third-party interests in SVF	631.4	-58.1	-689.4
Other gain/loss	5.1	<b>6</b> 169.8	+164.7
Income before income tax	-3,292.5	-176.2	+3,116.3
Income taxes	196.1	<b>7</b> -140.0	-336.1
Net income	-3,096.3	-316.2	+2,780.1
Net income attributable to owners of the parent	-3,162.7	-477.6	+2,685.1

#### ● ¥620.4B valuation loss due to declines in the share prices of Alibaba, DT, and TMo

- •¥553.4B loss on Alibaba was offset by ¥769.9B derivative gain related to prepaid forward contracts using Alibaba shares
- 2 SVF1: ¥38.7B loss, SVF2: ¥46.9B loss, LatAm: ¥47.5B gain, Other investments: ¥25.1B gain
- Interest expenses increased at SBG and wholly owned subsidiaries conducting fund procurement (see p3)

(¥ B)

- Impact of the weaker yen (see p18-19)
   cf. increase in exchange differences from the translation in B/S: ¥1,257.0B
- **5** ¥769.9B gain on Alibaba prepaid forward contracts
- - •Interest income increased due to higher interest rates in USDdominated deposits
- **7** Income taxes recorded at SBG, SBKK, etc.

### **Consolidated B/S Summary – 1**



				(¥ B)	1
B/S item	Main items	Mar 2023	Jun 2023	Change	
ets		10,586.5	10,977.4	+390.9	(
ass	Cash and cash equivalents	6,925.2	<b>1</b> 7,316.1	+391.0	
nt	Derivative financial assets	249.4	279.1	2 +29.7	(
Current assets	Other financial assets	371.3	424.6	+53.3	
Си	Other current assets	282.1	345.2	+63.1	
		33,349.9	34,703.6	+1,353.7	
	Property, plant and equipment	1,781.1	1,785.7	+4.6	
	Goodwill	5,199.5	5,467.4	<b>3</b> +268.0	(
ets	Intangible assets	2,409.6	2,435.4	+25.8	
asse	Investments accounted for using the equity method	730.4	826.5	+96.1	
Non-current assets	Investments from SVF (FVTPL)	10,489.7	11,477.5	<b>4</b> +987.8	
-cn	SVF1	6,110.5	6,513.6	+403.0	
lon	SVF2	3,646.3	4,120.7	+474.4	
2	LatAm Funds	732.9	843.2	+110.3	
	Investment securities	7,706.5	7,491.1	<b>5</b> -215.4	(
	Derivative financial assets	1,170.8	1,368.0	<b>6</b> +197.2	
	Other financial assets	2,303.6	2,312.7	<b>7</b> +9.1	
	Total assets	43,936.4	45,681.0	+1,744.6	

#### **1** SBG balance: ¥4,528.4B (¥1,074.0B increase)

2 •¥84.9B increase for Alibaba prepaid forward contracts mainly due to a fall in Alibaba share price

•Contingent value rights received in relation to the disposal of TMo shares (recorded amount in FY22: ¥67.3B) were vested

**3** ¥271.3B increase at Arm due to the weaker yen against USD

•SVF1 \$0.33B fair value decrease, \$0.51B sold
•SVF2 \$0.14B fair value decrease, \$0.26B sold, \$1.51B acquired
•LatAm Funds \$0.34B fair value increase, \$0.03B sold, \$0.02B acquired
\*includes 8.6% yen depreciation in FX rate used for translations in FY23Q1

**5** See p14

- •¥150.2B increase for Alibaba prepaid forward contracts
   •¥39.1B decrease in the fair value of the contingent consideration for TMo shares (see p7)
- •WeWork unsecured notes (face value: \$1.65B, recorded amount in FY22: ¥110.7B) transferred to SVF2

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(¥ B)

		Mar 2023	Jun 2023	Change	Outline
Inv	estment securities	7,706.5	7,491.1	-215.4	
	FVTPL	7,244.3	6,977.6	-266.7	
	Alibaba	4,842.3 \$36 <i>,264M</i>	4,289.0 <i>\$29,581M</i>	-553.4 -\$6,683M	Decreased due to a fall in Alibaba share price
	T-Mobile	769.2 \$5,761M	872.8 \$6,020M	+103.6 + <i>\$259M</i>	Increased due to the receipt of 3.6 million TMo shares (balance in FY23Q1: ¥71.8B) upon vesting contingent value rights received in Jun 2020 in relation to the disposal of TMo shares, despite a fall in TMo share price
	Deutsche Telekom	729.5 \$5,463M	711.0 \$4,904M	-18.4 -\$559M	Decreased due to a fall in DT share price
	NVIDIA	39.0	64.5	+25.5	Fair value increase
	Others	864.3	1,040.4	+176.1	
	FVTOCI and others	462.2	513.4	+51.2	Includes public and corporate bonds held by PayPay Bank

Note:

• Includes the increase in carrying amount of investments due to an 8.6% depreciation of the yen against USD in the foreign currency exchange rate used for translations in FY23Q1.

### **Breakdown of Goodwill/Intangible Assets**

B/S	Main items				Change					
Item			Mar 2023	Jun 2023	Amorti- zation	Changes in FX rate	Others	Outline		
			5,199.5	5,467.4						
vill *	Arm		3,161.7	3,433.0		+271.3	_			
Goodwill	SBKK		913.9	913.9		_				
90	LINE ZOZO		628.9	628.9		—				
			212.8	212.8		—				
	Technologies		344.3	361.4						
(6	Main b/d	Arm	344.3	361.4	-11.9	+29.0		Amortized at straight-line method for 8-20 years		
assets	Customer relationships		599.3	602.9						
		ZOZO	277.6	274.4	-3.3	_	_	Amortized at straight-line method for 18-25 years		
ngib	Main b/d	LINE	204.1	200.8	-3.3	_	_	Amortized at straight-line method for 12-18 years		
inta		Arm	88.0	91.9	-3.5	+7.4		Amortized at straight-line method for 13 years		
Main intangible	Trademarks		542.9	542.9						
2	Mana contr	agement racts	18.0	18.1						
		Fortress	18.0	18.1	-1.3	+1.5	_	Amortized at straight-line method for 5-10 years		

\* Other than Arm, these are the amounts of goodwill recognized at the date of acquisition by SBG. They do not include goodwill recognized as a result of M&A executed by the relevant subsidiaries after their acquisition dates. The goodwill of Arm represents the amount reallocated to the Arm segment, as a result of the organizational change in FY20.

(¥ B)



### Consolidated B/S Summary – 2



2/0				(¥ B)
B/S item	Main items	Mar 2023	Jun 2023	Change
		10,580.7	11,364.5	+783.8
	Interest-bearing debt	5,129.0	<b>1</b> 6,413.7	+1,284.7
ies	Lease liabilities	184.1	170.6	-13.5
Current liabilities	Deposits for banking business	1,472.3	1,533.7	+61.4
ıt lia	Trade and other payables	2,416.9	2,166.1	-250.8
rrer	Derivative financial liabilities	82.6	89.1	+6.5
Cu	Other financial liabilities	180.2	241.0	+60.9
	Income taxes payable	367.4	100.7	2 -266.7
	Other current liabilities	675.9	572.6	-103.3
		22,706.4	22,866.7	+160.3
ies	Interest-bearing debt	14,349.1	14,674.4	+325.2
bilit	Lease liabilities	652.9	649.8	-3.1
Non-current liabilities	Third-party interests in SVF	4,499.4	4,822.5	+323.2
irrer	Derivative financial liabilities	899.4	343.4	<b>3</b> -556.0
n-cr	Other financial liabilities	58.5	46.8	-11.7
No No	Deferred tax liabilities	1,828.6	1,878.6	+50.1
	Other non-current liabilities	254.9	281.2	+26.2
	Total liabilities	33,287.2	34,231.2	+944.1

#### 1 SBG

(¥ B)

Borrowings\*: ¥429.0B (¥47.2B increase) Corporate bonds\*: ¥5,950.4B (¥197.3B increase)

#### Wholly owned subsidiaries conducting fund procurement

Borrowings\*: ¥2,204.6B (¥139.2B increase) Financial liabilities relating to sale of shares by prepaid forward contracts\*: ¥5,238.2B (¥974.6B increase)

#### SVF

3

Borrowings\*: ¥1,419.9B (¥97.2B increase)

\*Total of current and non-current. See p32-33 of FY23Q1 SBG Consolidated Financial Report for details.

2 Income tax payment by SBG

¥491.6B decrease related to prepaid forward contracts using Alibaba shares

### Consolidated B/S Summary – 3



(¥ B)

				(¥ B)	
	Items	Mar 2023	Jun 2023	Change	
		10,649.2	11,449.8	+800.5	
	Common stock	238.8	238.8		
	Capital surplus	2,652.8	2,655.3	+2.5	
	Other equity instruments	414.1	414.1		
Equity	Retained earnings	2,006.2	1,495.4	<b>1</b> -510.9	
EG	Treasury stock	-38.8	-33.3	+5.5	
	Accumulated other comprehensive income	3,756.8	5,015.2	<b>2</b> +1,258.4	
	Total equity attributable to owners of the parent	9,029.8	9,785.5	+755.6	
	Non-controlling interests	1,619.4	1,664.3	+44.9	
ον	atio of equity attributable to vners of the parent (equity tio)	20.6%	21.4%	+0.9%	

#### **1** ¥477.6B net loss attributable to owners of the parent

(\/ D)

¥1,257.0B increase in exchange differences from the translation of foreign operations due to the weaker yen (increase in exchange differences arising from translating foreign subsidiaries and associates into yen mainly due to the weaker yen against USD. See also p18-19)
 Cf. ¥464.6B foreign exchange loss was recorded in consolidated P/L for FY23Q1 (see p12)

### Impact of the Weaker Yen on P/L & B/S (Illustration)

Entities Components		P/L Foreign exchange gain (loss)	B/S Exchange differences from translation		
SBG stand-alone + Subsidiaries conducting					
fund procurement in Japan	Foreign currency- denominated liabilities (borrowings/bonds)	Foreign exchange loss (See page 19)			
Foreign subsidiaries and associates whose functional currency is not yen (e.g., SVF1/2, LatAm Funds)	Net assets (positive)	Change in fair values	Exchange differences from translation (See page 17)		

SoftBank

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#### Foreign exchange loss in consolidated P/L for FY23Q1: ¥464.6B

At SBG stand-alone: Foreign exchange losses of ¥702.8B related to foreign currency-denominated borrowings from Group companies, ¥61.0B related to foreign currency-denominated bonds excl. perpetual hybrid bonds

SBG stand-alone balance	Mar 31, 2023 \$=¥133.53	<b>Jun 30, 2023</b> \$=¥144.99
Foreign currency-denominated debts (borrowings/bonds) incl. intra-Group borrowings	\$71.8B	\$66.6B
Foreign currency-denominated cash and cash equivalents/ Loans receivable <i>excl. investments</i>	\$23.8B \$20.0B cash and cash equivalents/ \$3.7B loans receivable	\$28.9B \$25.2B cash and cash equivalents/ \$3.7B loans receivable
Net (liabilities)	\$48.0B	\$37.7B

Exchange differences from translation in consolidated B/S on Jun 30, 2023: ¥5,042.0B, up ¥1,257.0B from Mar 31, 2023 mainly related to investments in subsidiaries' shares and associates

Net assets of subsidiaries	<b>Mar 31, 2023</b> \$=¥133.53	<b>Jun 30, 2023</b> \$=¥144.99	Change	Exchange differences from translation in consolidated B/S ((B)-(A) x average rate for FY23 ¥138.11/\$)) <sup>*1</sup>
SVF1/2 and LatAm Funds net of third-party interests & carrying amount of Arm shares	\$42.1B ¥5,624.6B	\$42.4B ¥6,154.5B	+\$0.3B <sup>(A)</sup> +¥529.9B <sup>(B)</sup>	+¥485.0B
SBGC <sup>*2</sup> net of carrying amount of Arm shares			+\$0.2B <sup>(A)</sup> +¥410.5B <sup>(B)</sup>	+¥386.4B
Arm	\$28.7B ¥3,837.8B	\$28.8B ¥4,181.1B	+\$0.1B <sup>(A)</sup> +¥343.3B <sup>(B)</sup>	+¥330.0B

\*1 Considering intercompany transactions on consolidation

\*2 SoftBank Group Capital Limited

### **Consolidated C/F Summary**



C/F item	FY22Q1	FY23Q1		Primary details for FY23Q1		
C/F from			+311.5	Subtotal of cash flows from operating activities		
operating	+140.8	-172.6	<ul> <li>+311.5 Subtotal of cash flows from operating activities</li> <li>-437.9 Income taxes paid</li> <li>+16.2 Income taxes refunded</li> <li>2 -212.5 Payments for acquisition of investments</li> <li>+35.9 Proceeds from sales/redemption of investment</li> <li>-123.9 Payments for acquisition of investments by S</li> <li>+134.9 Proceeds from sales of investments by SVF</li> <li>-191.2 Purchase of PP&amp;E and intangible assets</li> <li>-794.8 Repayment of interest-bearing debt</li> <li>-794.8 Repayment of interest-bearing debt</li> <li>-118.1 Distribution/repayment from SVF to third-painvestors</li> </ul>			
activities			<ul> <li>+311.5 Subtotal of cash flows from operating activity</li> <li>-437.9 Income taxes paid</li> <li>+16.2 Income taxes refunded</li> <li>2 -212.5 Payments for acquisition of investments</li> <li>+35.9 Proceeds from sales/redemption of investments</li> <li>+35.9 Payments for acquisition of investments by</li> <li>+134.9 Proceeds from sales of investments by SVI</li> <li>-191.2 Purchase of PP&amp;E and intangible assets</li> <li>\$+1,601.2 Proceeds from interest-bearing debt</li> <li>-794.8 Repayment of interest-bearing debt</li> </ul>			
			<b>2</b> -212.5	Payments for acquisition of investments		
C/E from			+35.9	Proceeds from sales/redemption of investments		
C/F from investing	+286.1	-307.8	<b>3</b> -123.9	Payments for acquisition of investments by SVF		
activities			<b>4</b> +134.9	Proceeds from sales of investments by SVF		
			172.6+311.5Subtotal of cash flows from operating activit172.6-437.9Income taxes paid+16.2Income taxes refunded2-212.5Payments for acquisition of investments+35.9Proceeds from sales/redemption of investments307.83-123.9307.8-123.9Payments for acquisition of investments by4+134.9Proceeds from sales of investments by SVF-191.2Purchase of PP&E and intangible assets5+1,601.2Proceeds from interest-bearing debt529.6-118.1Distribution/repayment from SVF to third-p investors			
			<b>G</b> +1,601.2	Proceeds from interest-bearing debt		
C/F from financing +175.9 +529.6 -118 1 Distribution/repayment from SVF to th		Distribution/repayment from SVF to third-party investors				
			-31.4	Cash dividends paid		
			-140.5	Cash dividends paid to non-controlling interests		

	FY22Q1	FY23Q1		
Effect of FX rate changes	+298.8	+341.8		
Increase/decrease in cash and cash equivalents	+901.7	+391.0		
Opening balance	+5,169.0	+6,925.2		
Closing balance	+6,070.7	+7,316.1		

1

#### 1 ¥313.4B decrease yoy

•¥236.3B increase in outlay for income taxes SBG has paid ¥229.2B income taxes mainly due to gains from the sale of Alibaba shares in FY22

•¥66.0B decrease in SB Northstar's cash inflows

**2** Outlays of ¥120.0B at SBG and wholly owned subsidiaries (mainly strategic investments)

**3** Outlays of \$0.88B at SVF2, \$0.02B at LatAm

Proceeds of \$0.61B on SVF1, \$0.33B at SVF2

#### **G** SBG

- •Made ¥105.5B short-term borrowings, procured ¥53.1B through a hybrid loan
- ·Issued domestic hybrid bonds totaling ¥222.0B
- Wholly owned subsidiaries conducting fund procurement

•Procured \$4.39B through Alibaba prepaid forward contracts SBKK

•Procured ¥208.9B mainly through the securitization of installment sales receivable and sale-and-leaseback transactions

#### **6** SBG

•Repaid ¥109.5B short-term borrowings

•Repurchased and redeemed bonds totaling ¥153.0B

#### SVF

•Repaid asset-backed finance, \$0.07B at SVF1 and \$0.05B at SVF2 SBKK

•Repaid ¥175.2B borrowings made mainly through the securitization of installment sales receivable and sale-and-leaseback transactions

### Income Taxes Paid on a Consolidated Basis (Net)

		FY18	FY19	FY20	FY21	FY22	Total	FY23Q1
Consolidated		415.4	636.3	445.5	589.3	525.9	2,612.4	421.7
	Japan	284.3	575.2	310.5	551.2	469.7	2,190.9	416.0
	SBG and holding companies (wholly owned subsidiaries)	36.8	324.7	35.7	200.0	214.2	811.4	289.6
	Operating companies (mainly SBKK and Yahoo Japan)	247.5	250.5	274.8	351.2	255.5	1,379.5	126.4
	Overseas	131.1	61.1	135.0	38.1	56.2	421.5	5.7

Notes:

• The amounts are the net amount of tax payments and tax refunds.

• Income taxes paid on a consolidated basis matches the net amount of "income taxes paid" and "income taxes refunded" in the consolidated statement of cash flows.

• ¥83.9B of income taxes refunded for FY18, and ¥121.1B of income taxes refunded for FY20 were netted out with income taxes paid for the previous fiscal years as these income taxes refunded were returned from the income taxes paid for the previous fiscal years.

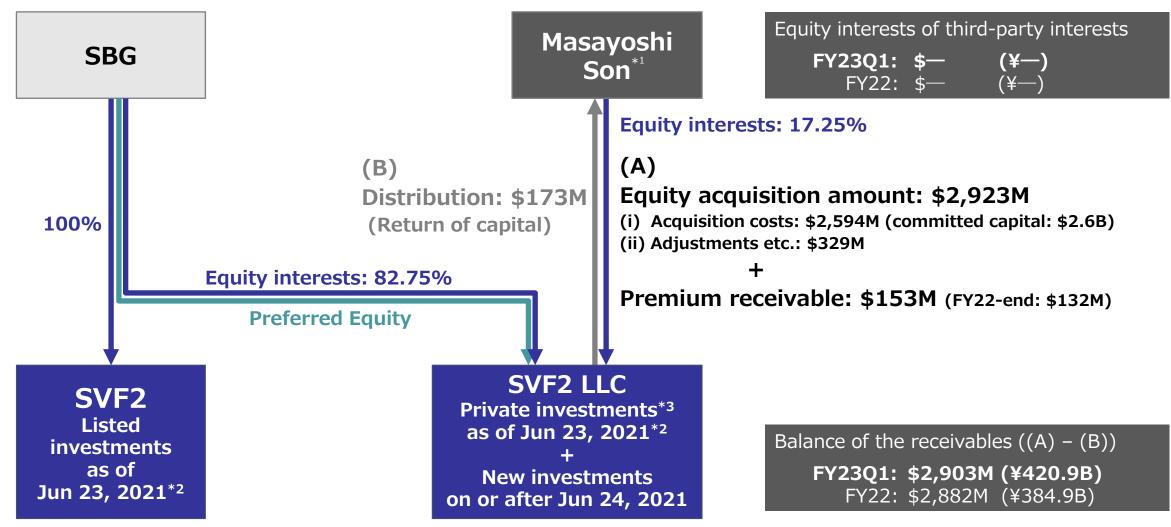


(¥ B)

### **Co-investment Program to SVF2: Related Party Transactions**



Accounting 22



#### Notes:

For details of the related party transaction, see p73-75 of FY23Q1 SBG Consolidated Financial Report.

\*1 Participation by management other than Masayoshi Son has not been determined as of the date of this presentation, but is expected in the future.

\*2 Jun 23, 2021 is the date on which the Co-investment Program was conditionally approved by the Board of Directors of SBG.

\*3 Excludes portfolios that were listed or announced to be listed as of Jun 23, 2021, and portfolios that were approved by the Board of Directors of SBG to be excluded from the Co-investment Program.

### Co-investment Program to LatAm Funds & Management's Investment in Asset Management Subsidiary



