



Arm Holdings plc SoftBank Investor Briefing

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Nomenclature difference between Arm and SoftBank Group



Fiscal year ending March 31, 2025

FY2024

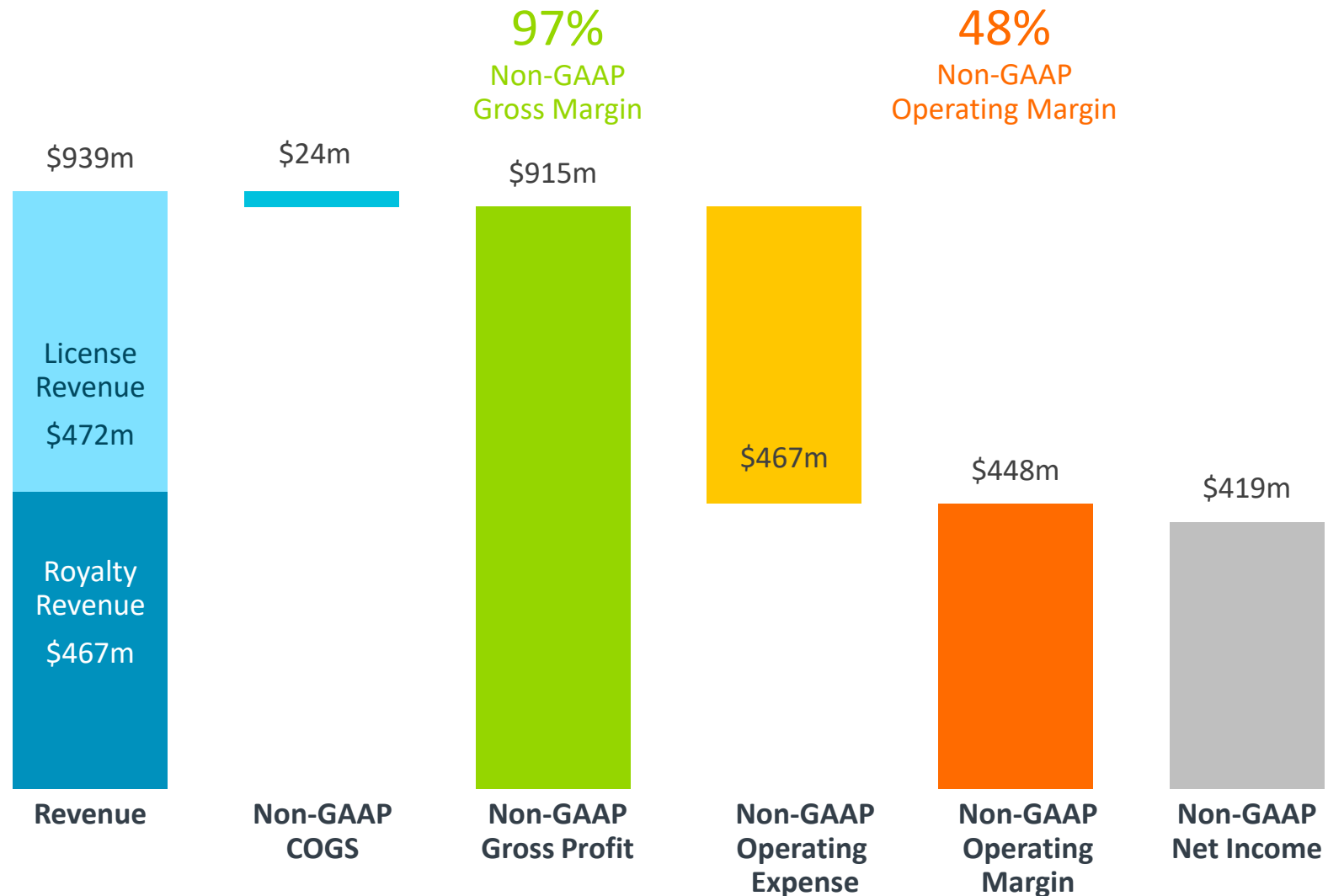


Fiscal year ending March 31, 2025

FYE25



FYE25-Q1: From Revenues to Profits



Notes:

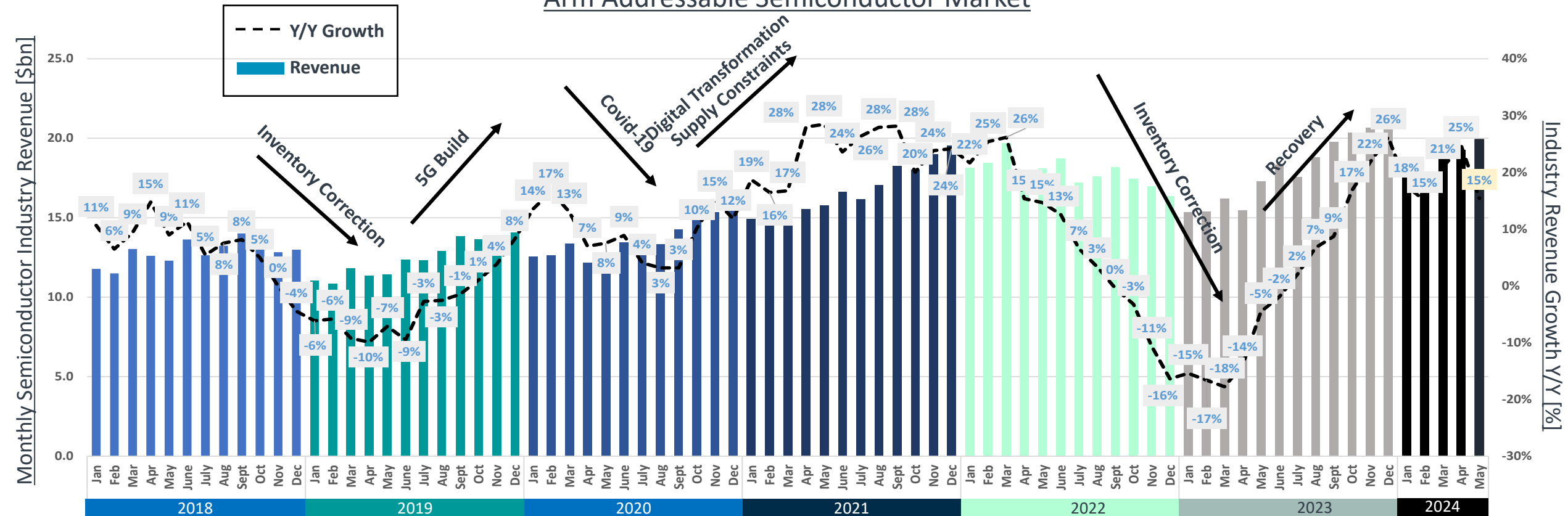
1. Depreciation and amortisation for FYE25-Q1 was \$43m

2. Non-GAAP Operating Income and Non-GAAP Net Income are non-GAAP metrics. See end of presentation for reconciliation of each to the most directly comparable GAAP metric

Semiconductor industry recovered after inventory correction

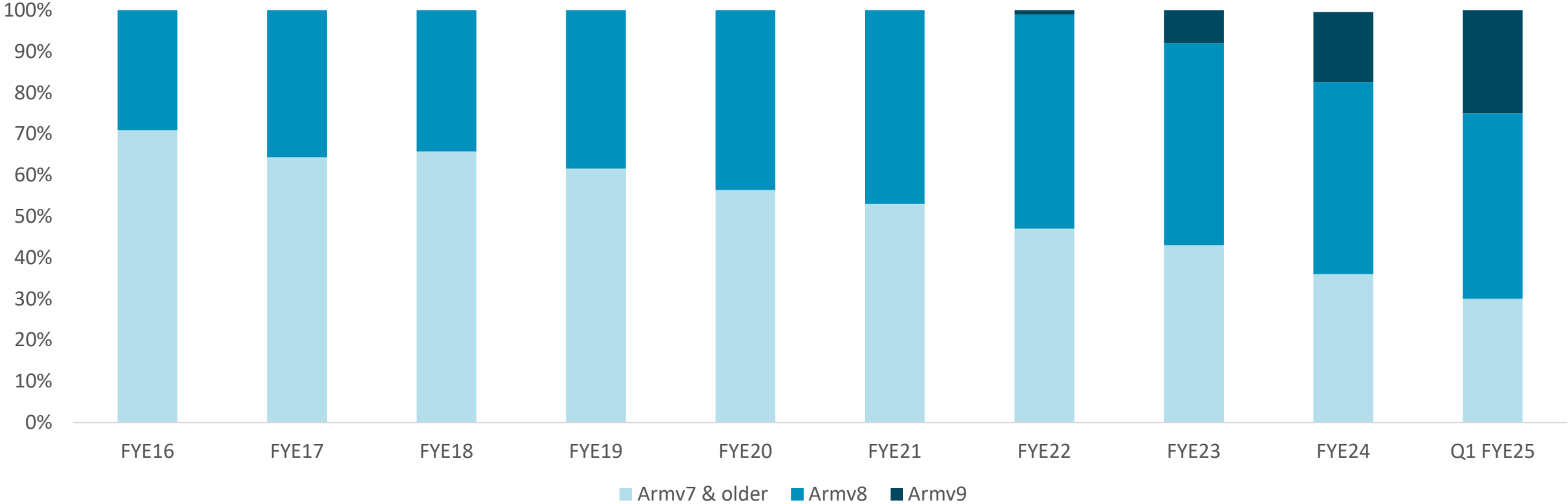
- + Semiconductor industry has recovered from the 2022 inventory correction, now seeing normal seasonality
- + Industry demand driven by AI and consumer. Automotive and industrial electronics seeing some weakness.
- + Q1 smartphone sales up 2.9% year on year

Arm Addressable Semiconductor Market



Armv9 adoption driving royalty growth

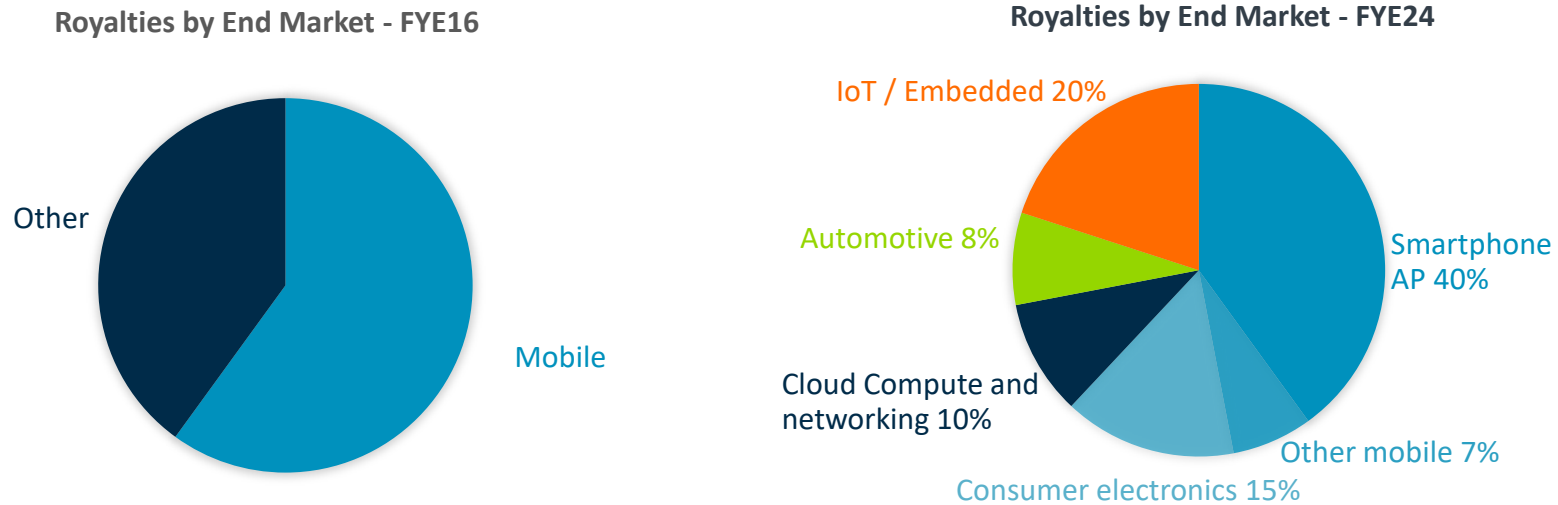
Royalty Revenue by Architecture



- + Armv9 commands a higher royalty per chip than prior architectures
- + Armv9 adoption started in smartphones and cloud compute, now growing in automotive, consumer and IoT



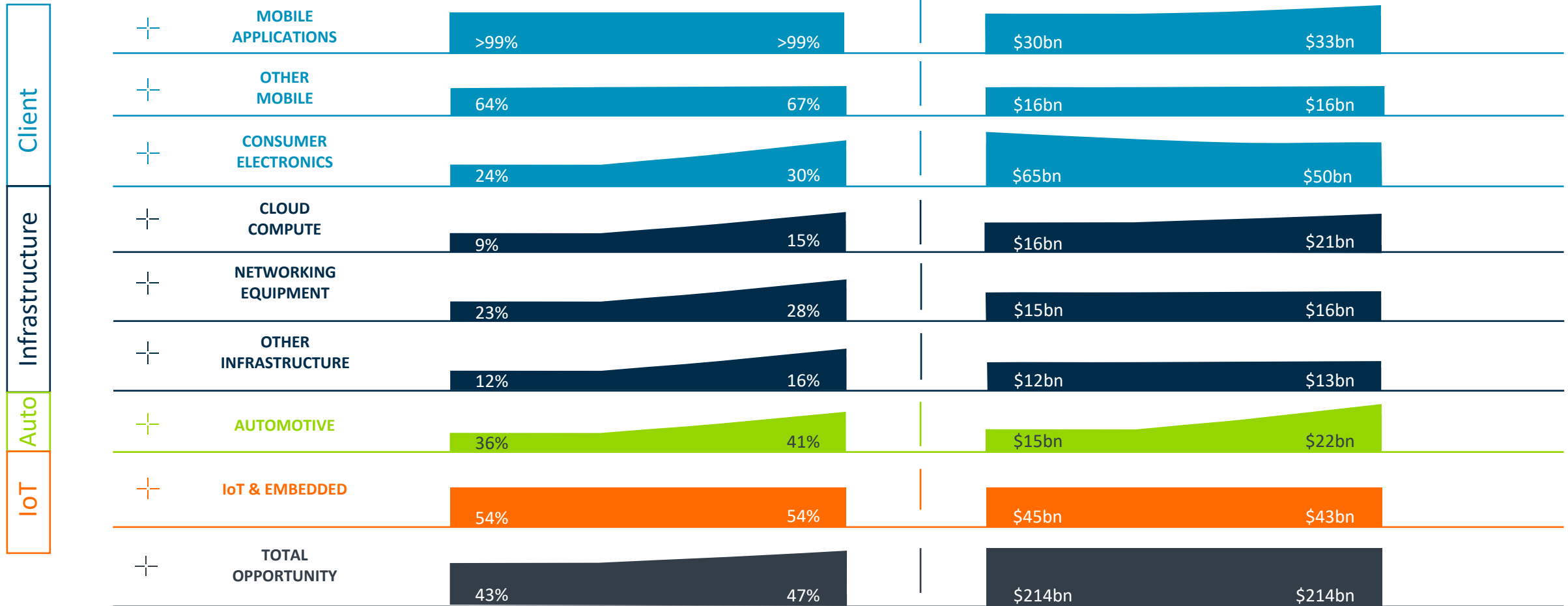
Diversification in multiple long-term growth markets



- + Arm is increasing revenue from markets beyond mobile through a broadening range of products including CPUs and systems for cloud, automotive and IoT/embedded compute

Note: reference to FYE16 relates to period when Arm was last publicly listed prior to its acquisition by SoftBank.
Note: royalties represent approximate mix, based on reports received from our partners and Arm's internal assessment of end market

Gaining Share in a Massive Market



¹ Based on chip value

Near-Term Guidance

	Q2 FYE 25	FYE 25
Revenue (\$m)	\$780m - \$830m	\$3.80b - \$4.10b
Non-GAAP Operating Expense (\$m) ¹	~\$500m	~\$2.05b
Non-GAAP fully diluted earnings per share (\$)¹	\$0.23 - \$0.27	\$1.45 - \$1.65

(1) For more information and definitions of the non-GAAP measures see the “Key Financial and Operating Metrics” section of our most recent Shareholder Letter, available at <https://investors.arm.com/>. A reconciliation of each of the projected non-GAAP operating expense and non-GAAP fully diluted earnings per share, which are forward-looking non-GAAP financial measures, to the most directly comparable GAAP financial measure, is not provided because Arm is unable to provide such reconciliation without unreasonable effort. The inability to provide each reconciliation is due to the unpredictability of the amounts and timing of events affecting the items we exclude from the non-GAAP measure.

The background is a dark, blue-toned digital space filled with numerous floating cubes of various sizes and orientations. Each cube displays a different futuristic or technological image. Some cubes show wireframe models of cars, others show glowing green eyes, a person wearing a VR headset, a server room with glowing lights, and abstract patterns of light and data. The overall aesthetic is high-tech and visionary.

The Future is Built on **arm**