SoftBank

Earnings Results for the 3-month Period ended June 30, 2018

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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 with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations, including estimations, including estimations, including estimations, and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations, including estimations, including estimations, and expectations with respect to events that have not occurred, any of which may prove incorrect. Projections, targets, assumptions and expectations, including estimations, including estimations, and expectations, and expectations, assumpti

There can be no assurance that the expected projected results will be achieved, and actual results may vary significantly from the expected projections. General economic, natural and other conditions, which are not predictable and are outside the control of the Manager, can have an adverse impact on the reliability of such expected projections. There can be no assurance that the Fund will be able to make investments in companies that the Manager otherwise deems appropriate or, if it does, as to the size of the position it will be able to build. Moreover, the inability to sell investments in companies in these circumstances could materially adversely affect the investment results of the Fund. There is no guarantee that the Fund will be able to successfully implement the strategies described in the Information.

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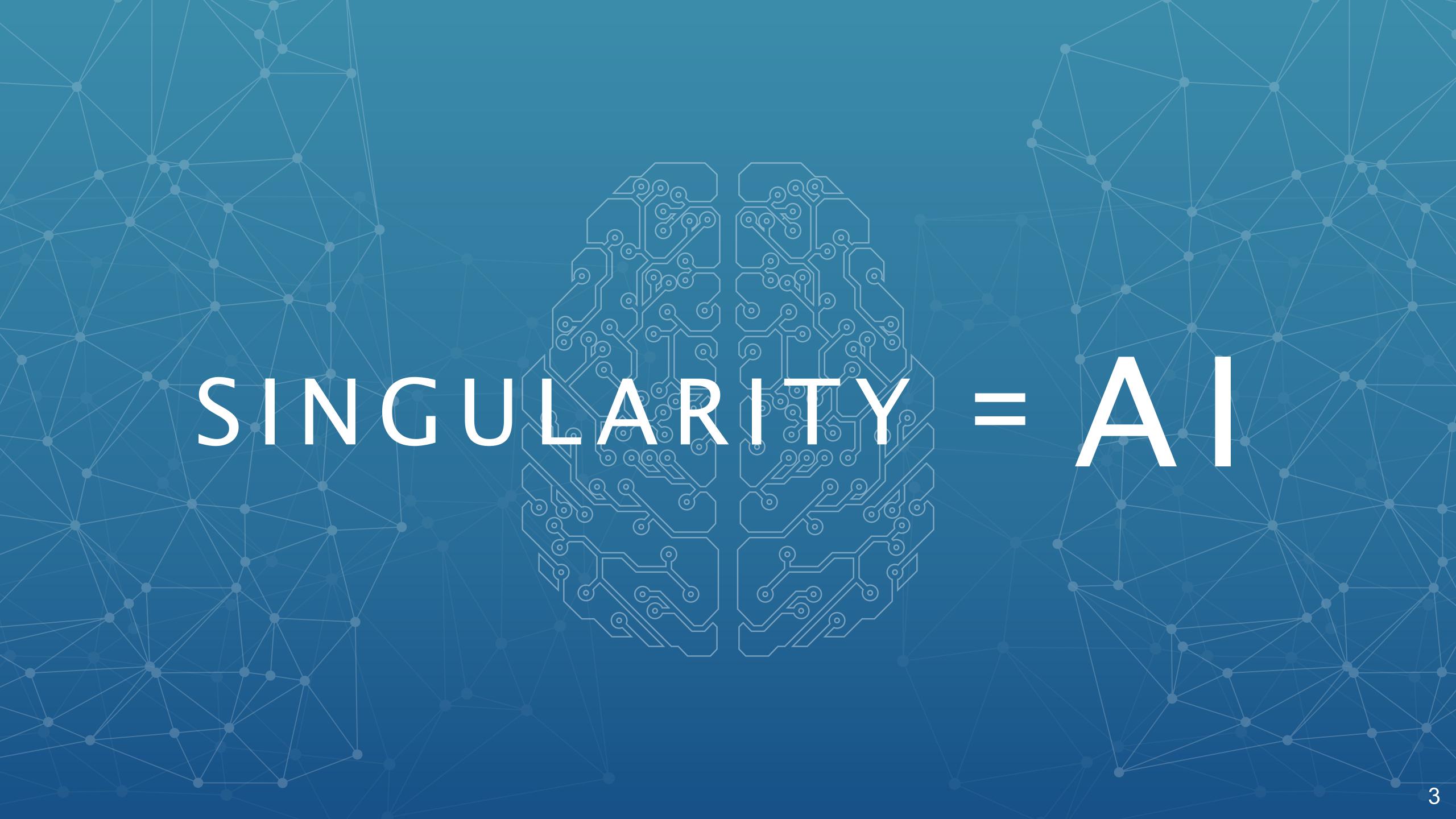
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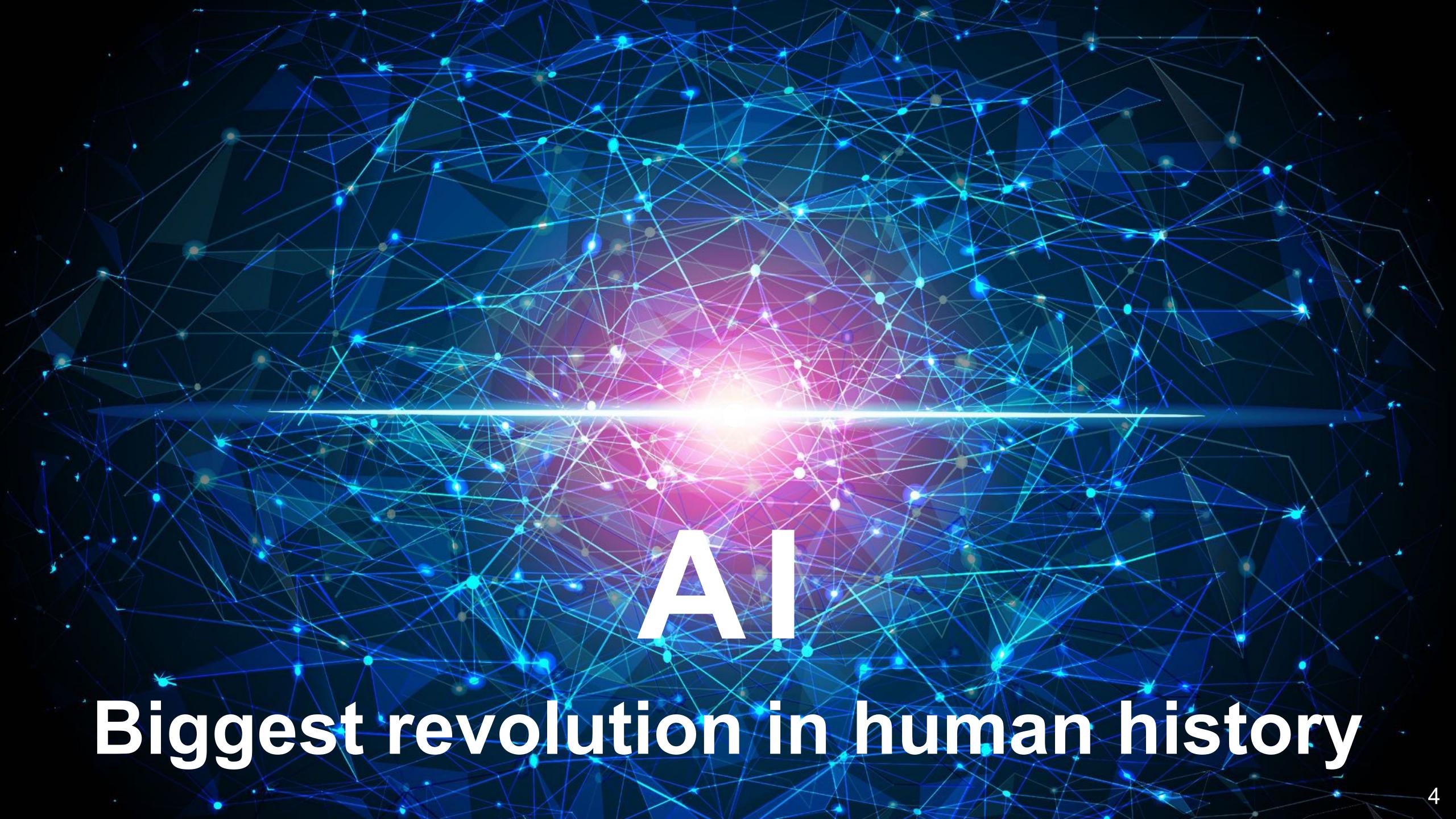
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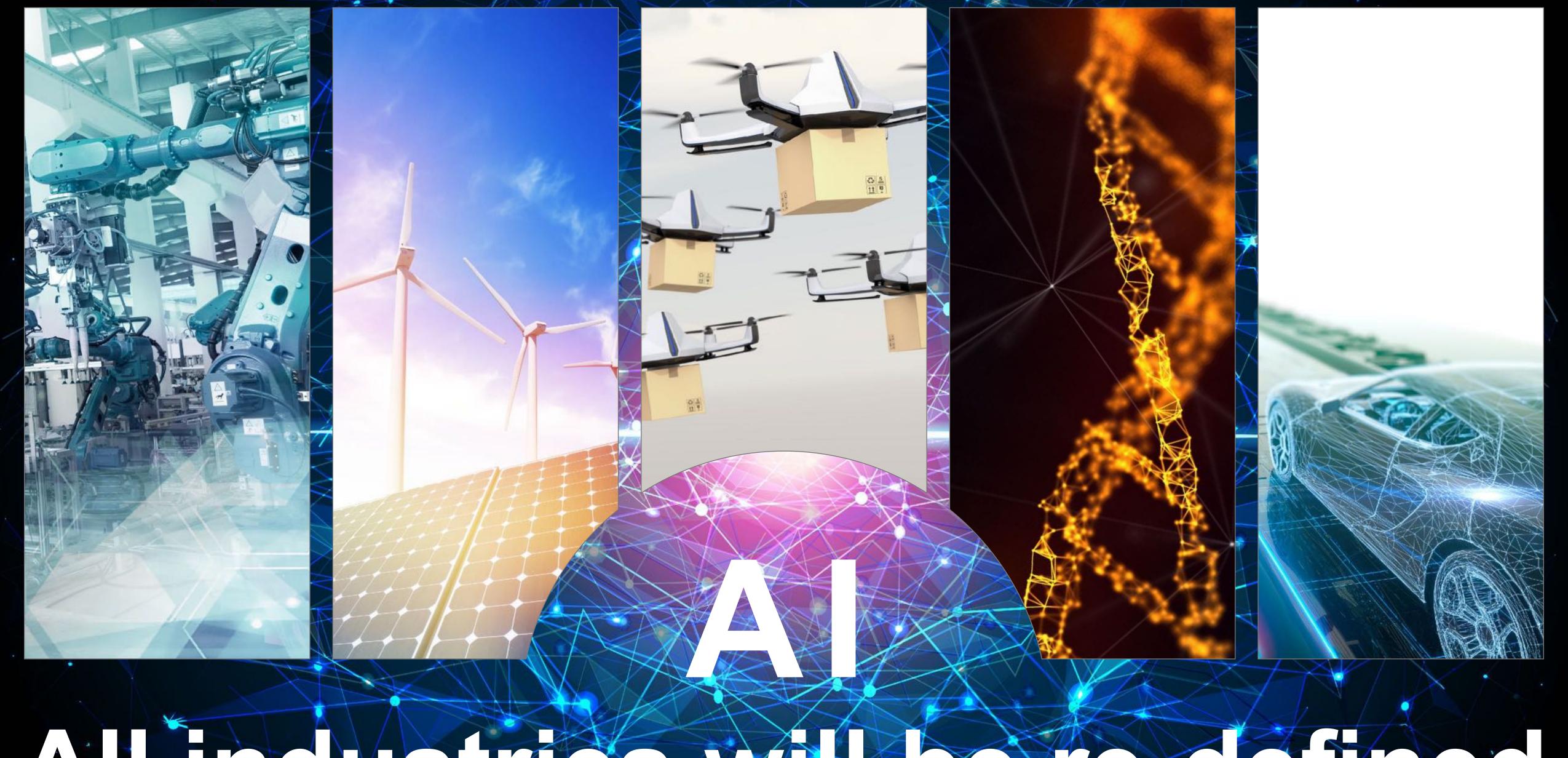
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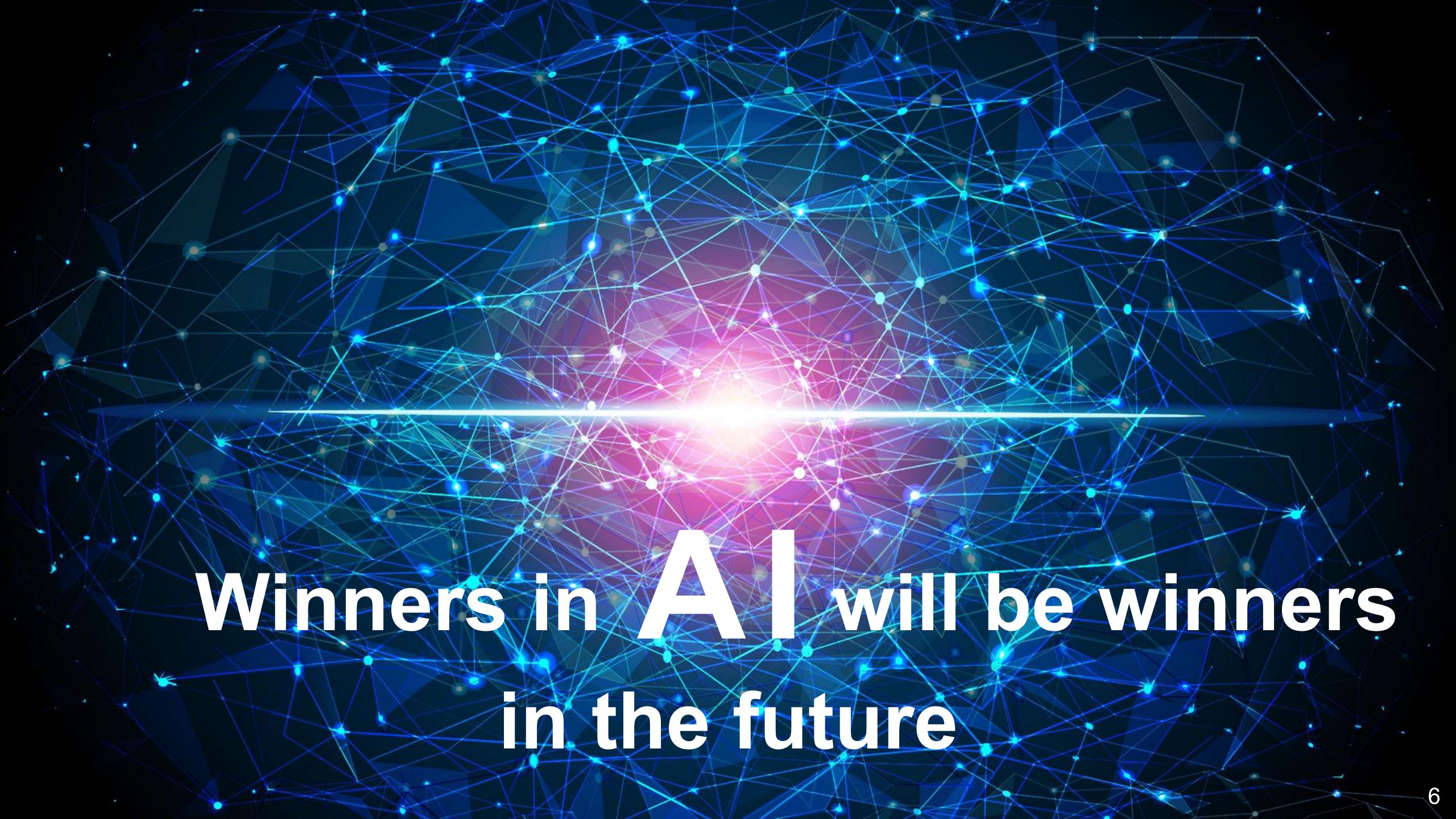








All industries will be re-defined





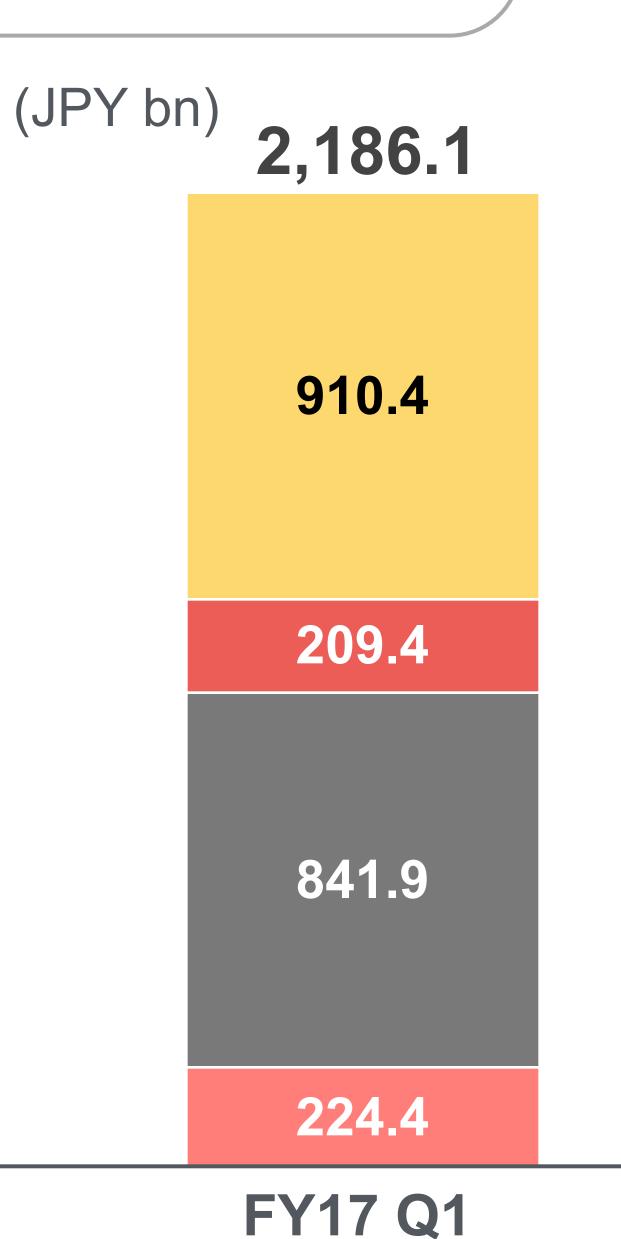
SoftBank

Consolidated Results

Consolidated Results

(JPY bn)	FY17 Q1	FY18 Q1	Change	YoY
Net sales	2,186.1	2,272.8	+86.7	+4%
Adjusted EBITDA	700.1	721.8	+21.7	+3%
EBIT	479.3	715.0	+235.7	+49%
Net income	5.5	313.7	+308.2	56x

Net Sales



(Previous standards)

2,272.8

883.2

Sprint

Up 4%

226.1

Yahoo Japan

880.5

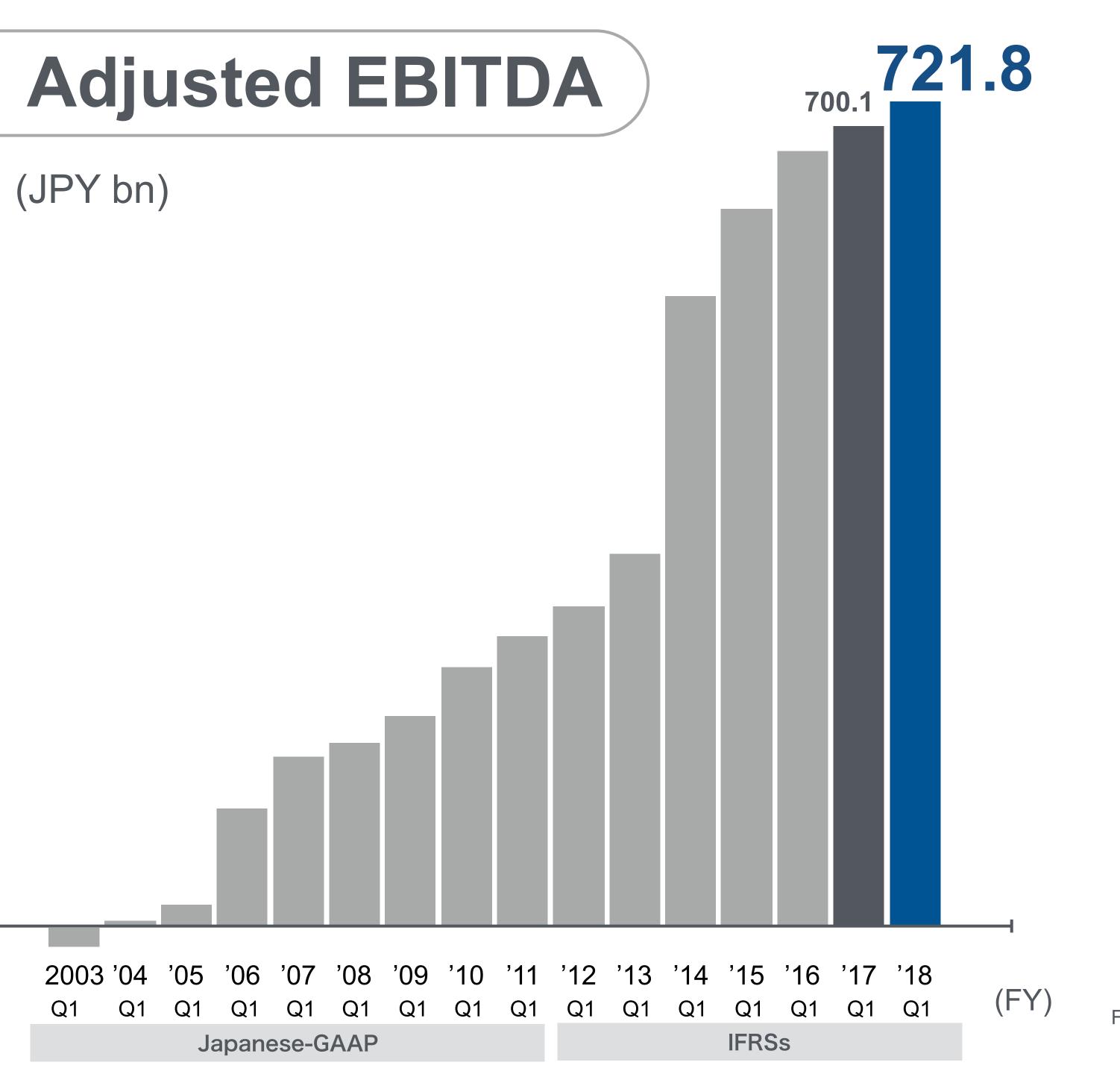
SoftBank Segment

Increase in consumer sales / distribution

Others

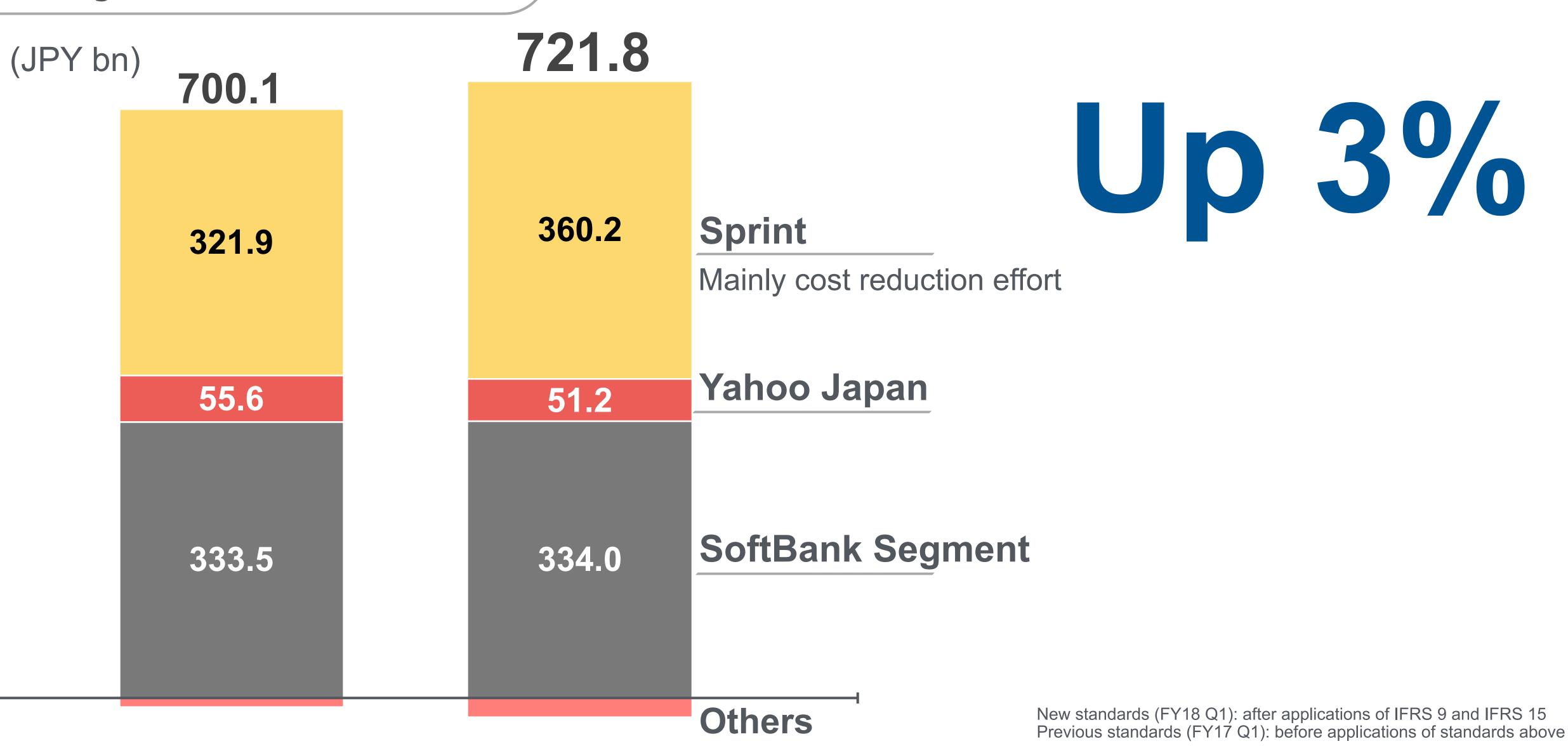
FY18 Q1

283.0



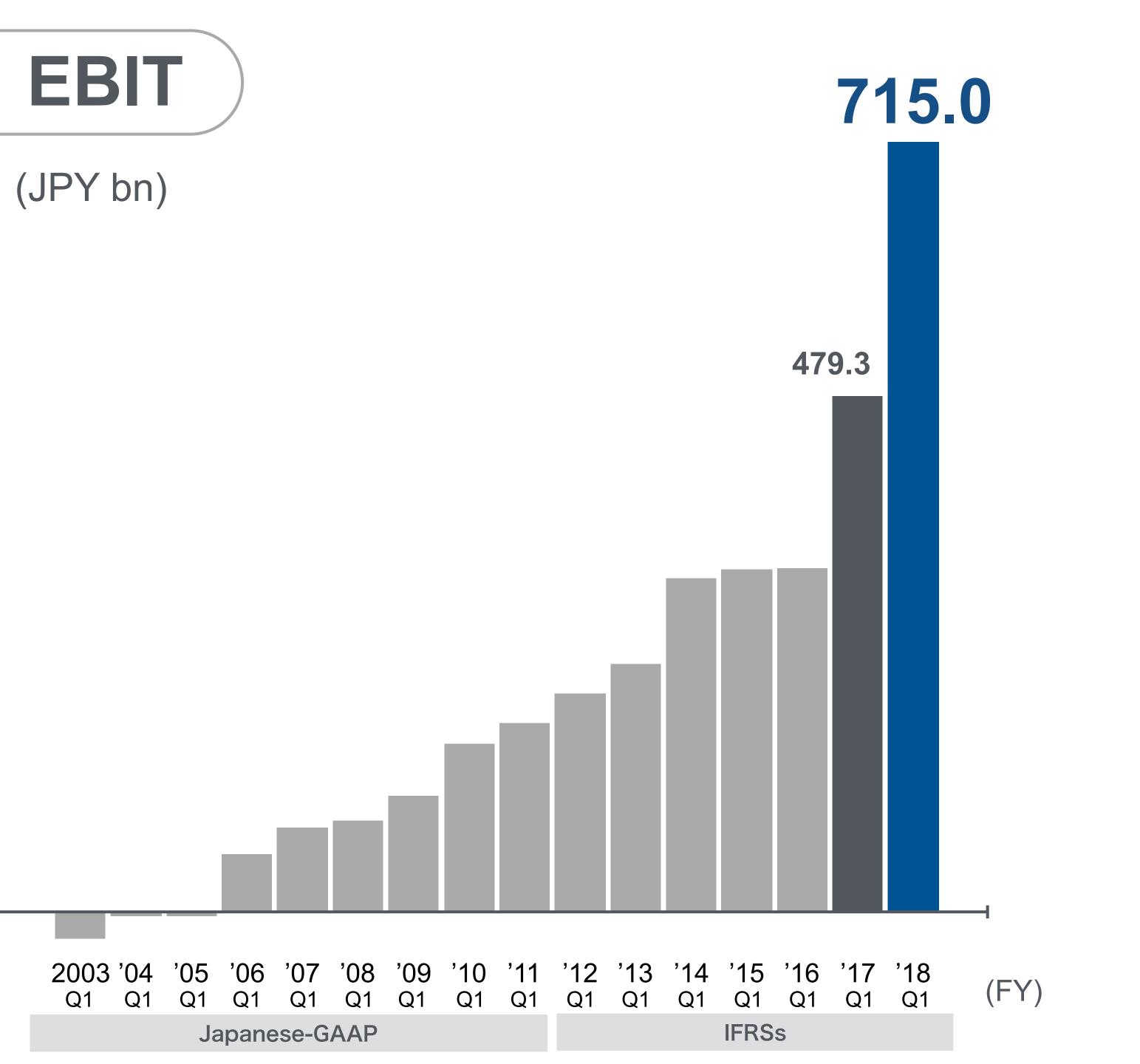
Up 3%

Adjusted EBITDA



FY17 Q1 (Previous standards)

FY18 Q1 (New standards)



Up 49%



(JPY bn)

479.3

105.2

534 Gain on spectrum license exchange

78.6

50.9

220.3

(Previous standards)



Others

116.4

Mainly one-time gain from Arm China JV establishment

239.9

SVF Segment

Valuation gain (Mainly from Flipkart / WeWork) Up 49%

98.1

38.8

Sprint

Yahoo Japan

221.8 (New standards) SoftBank Segment

FY17 Q1 (Previous standards)

FY18 Q1 (New standards) New standards (FY18 Q1): after applications of IFRS 9 and IFRS 15 Previous standards (FY17 Q1): before applications of standards above *Others = Arm + Brightstar + "Others" + reconciliations *SVF: SoftBank Vision Fund and Delta Fund 14

Financial Status

SoftBank Segment



(incl. Sprint acquisition)

Net interestbearing debt

JPY 3.0t

Adjusted EBITDA

JPY 1.2t

2.5x

Other Businesses <Equity Holdings>

arm







etc.





Net interestbearing debt 7.0t = 29.8%

Equity value of holdings

^{23.5}t

^{*3} Net interest-bearing debt as of June. 30, 2018. Excluding financial liabilities relating to sale of Alibaba shares by variable prepaid forward contract, net interest-bearing debt of SoftBank Segment, Sprint, Yahoo Japan (incl. The Japan Net Bank), Arm, and SoftBank Vision Fund and Delta Fund. After the consideration of 50% equity credit of the hybrid bonds issued in Sep. 2016 and Jul. 2017, and hybrid loan issued in Nov. 2017.

After the consideration of the impact from a tender offer for common shares of Yahoo Japan

for the purpose of acquiring a portion of the common shares of Yahoo Japan held by Altaba Inc. (Approx. JPY 220bn)

*4 Holding value of listed companies as of Aug. 3, 2018, USD 1 = JPY 111.81 (as of Aug. 3, 2018)

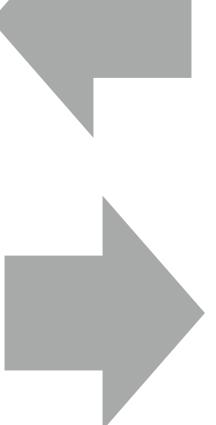
^{*1} Net interest-bearing debt as of June. 30, 2018.

After the consideration of the impact from a tender offer for common shares of Yahoo Japan for the purpose of acquiring a portion of the common shares of Yahoo Japan held by Altaba Inc. (Approx. JPY 220bn) *2 Adjusted EBITDA: Latest twelve months (July 2017-June 2018)



Beyond Carrier





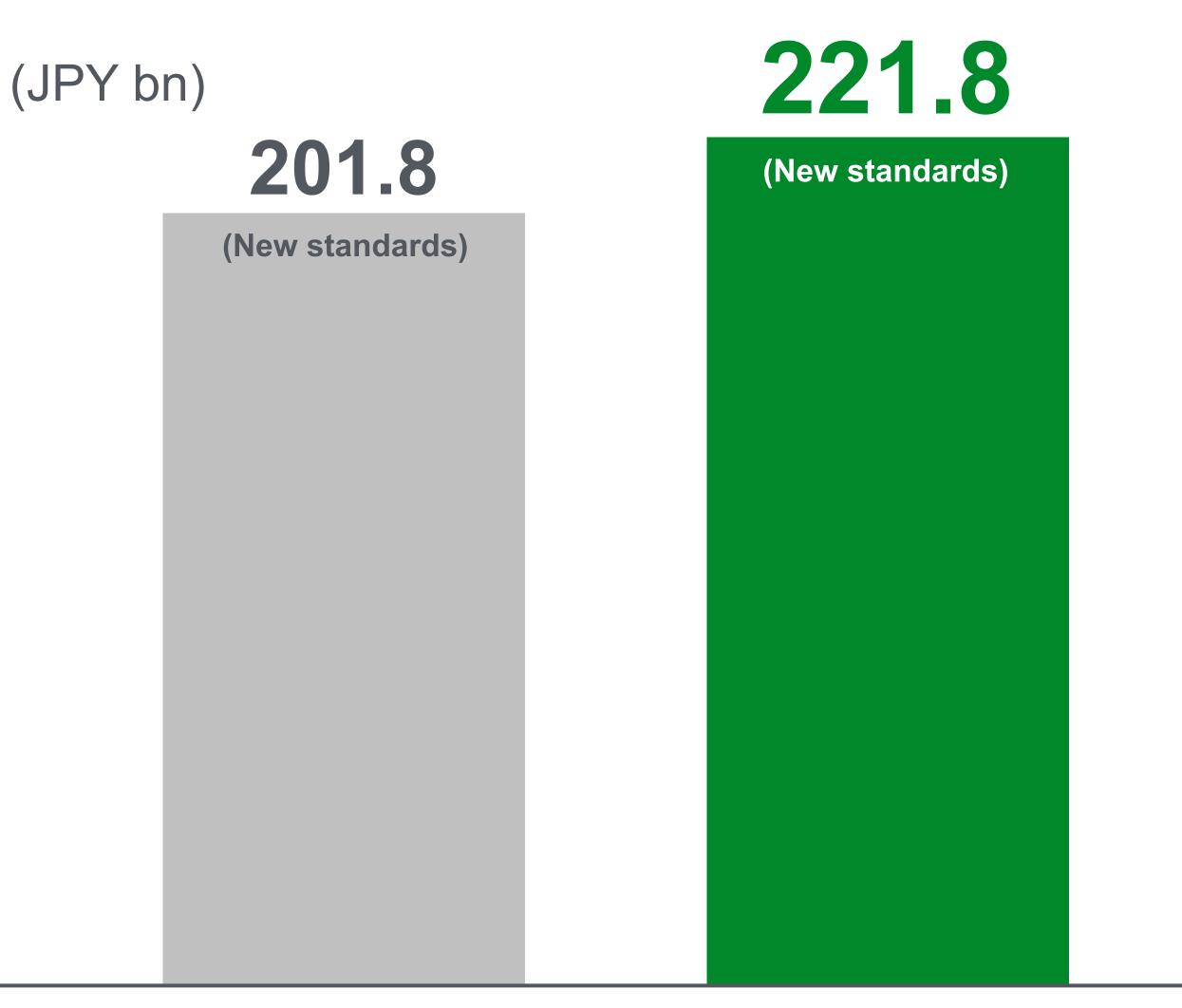


Expand customer base

Generate new businesses

Domestic Telco EBIT





Up 10%

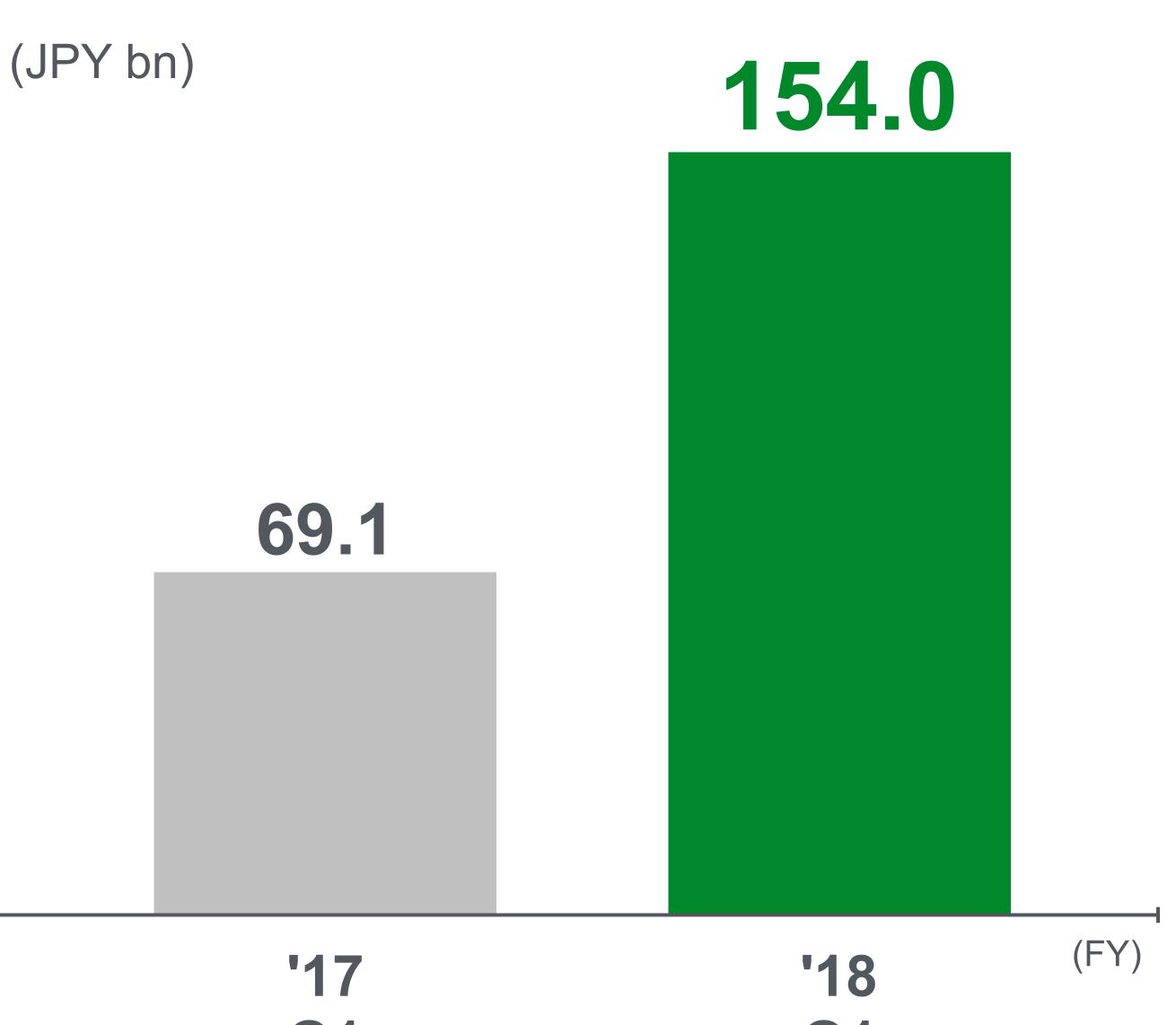
'17 *1 Q1

'18 O1 (FY)

*1 Number after application of the new standards for FY17 SoftBank Segment is referential information with an adjustment for internal management purpose, and it is non-audited. The increase in profit rate from comparison between FY17 Q1 (before applications of new standards) and FY18 (after applications of new standards is 0.7%.

Domestic Telco Adjusted Free Cash Flow





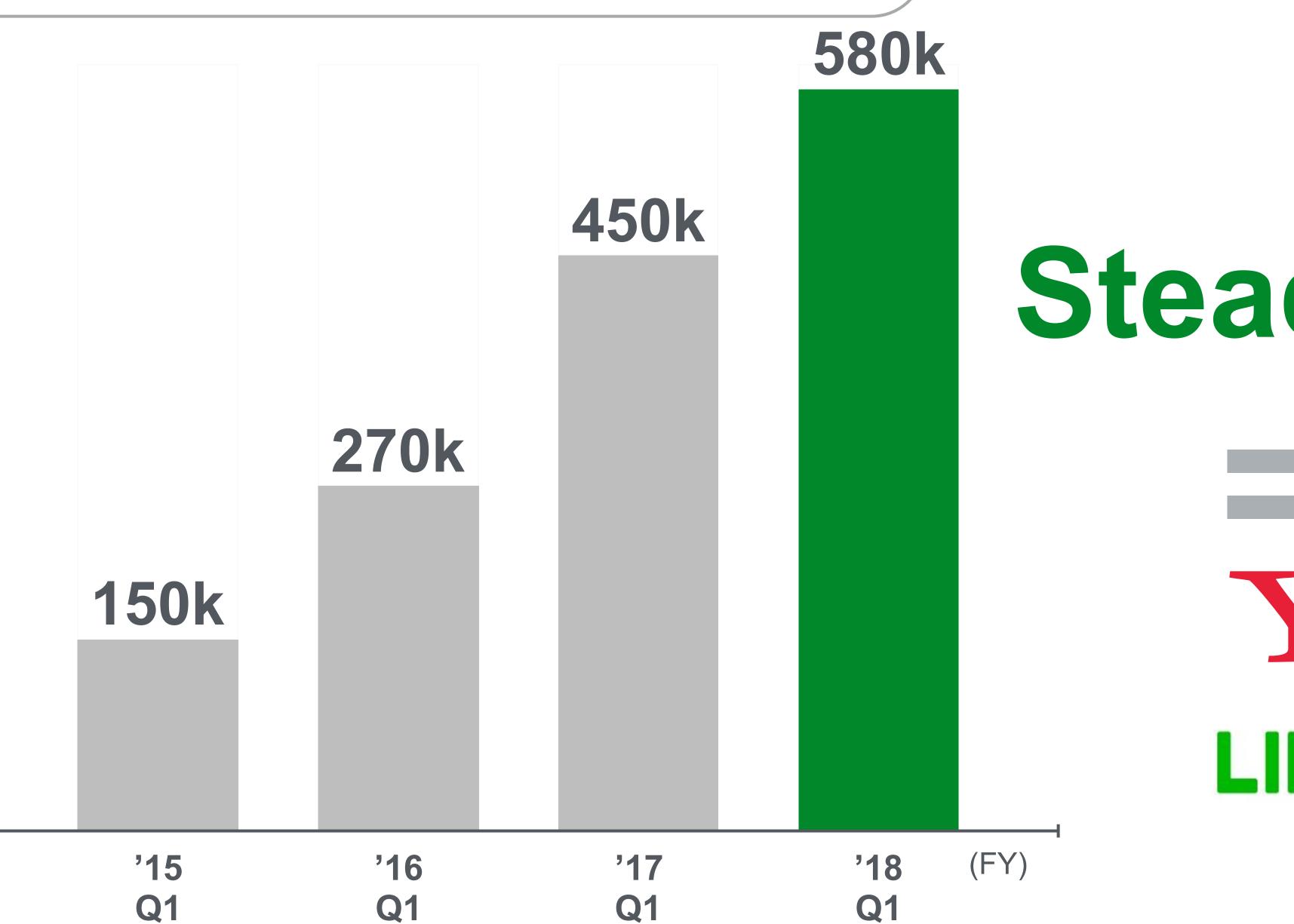
Steady increase

* Free Cash Flow = operating cash flow + investing cash flow (Including the impact of proceeds from securitization of installment receivables and their repayment)

*Excluding intercompany transactions with SoftBank Group Corp. 19



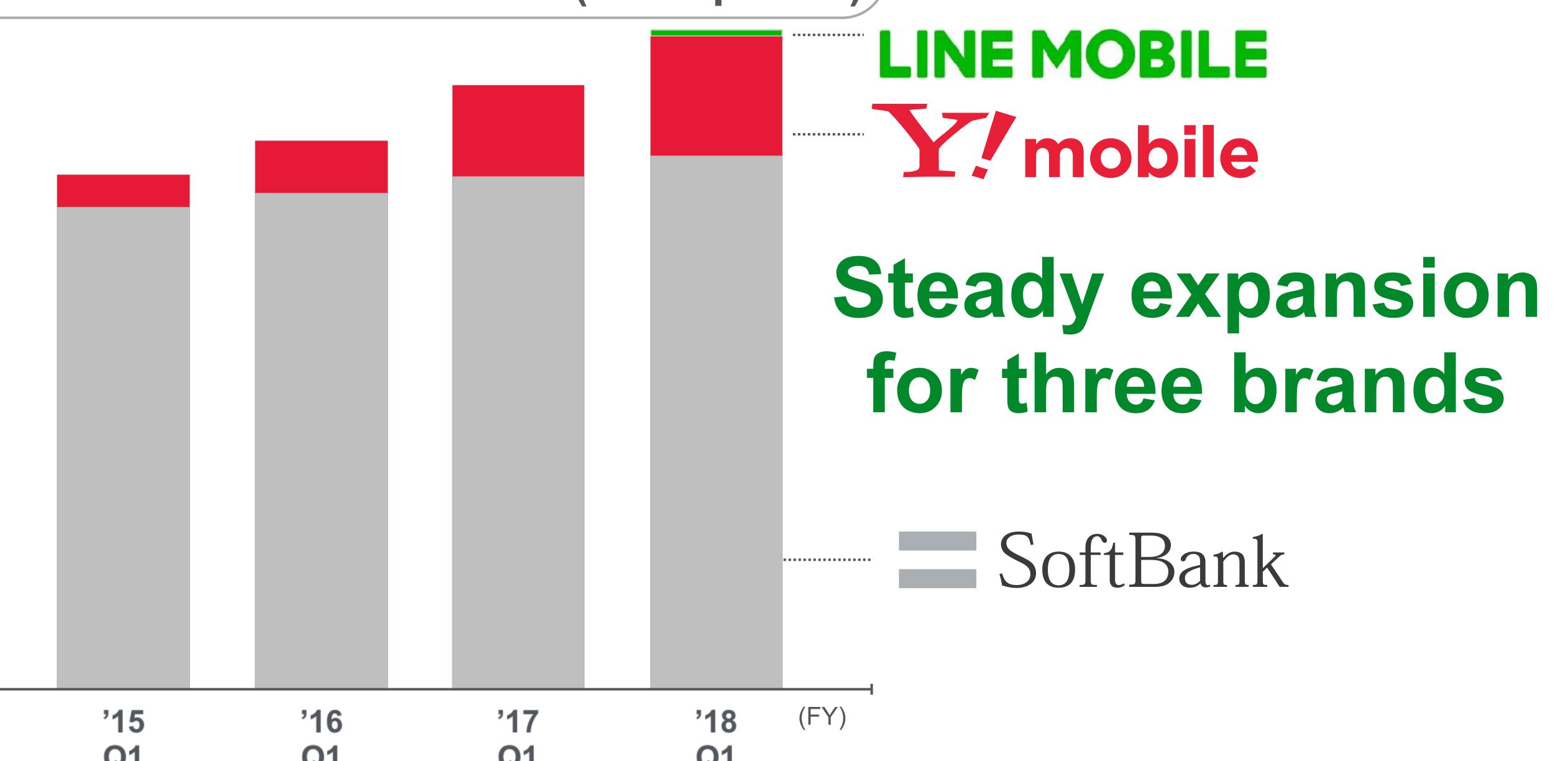




Steady growth

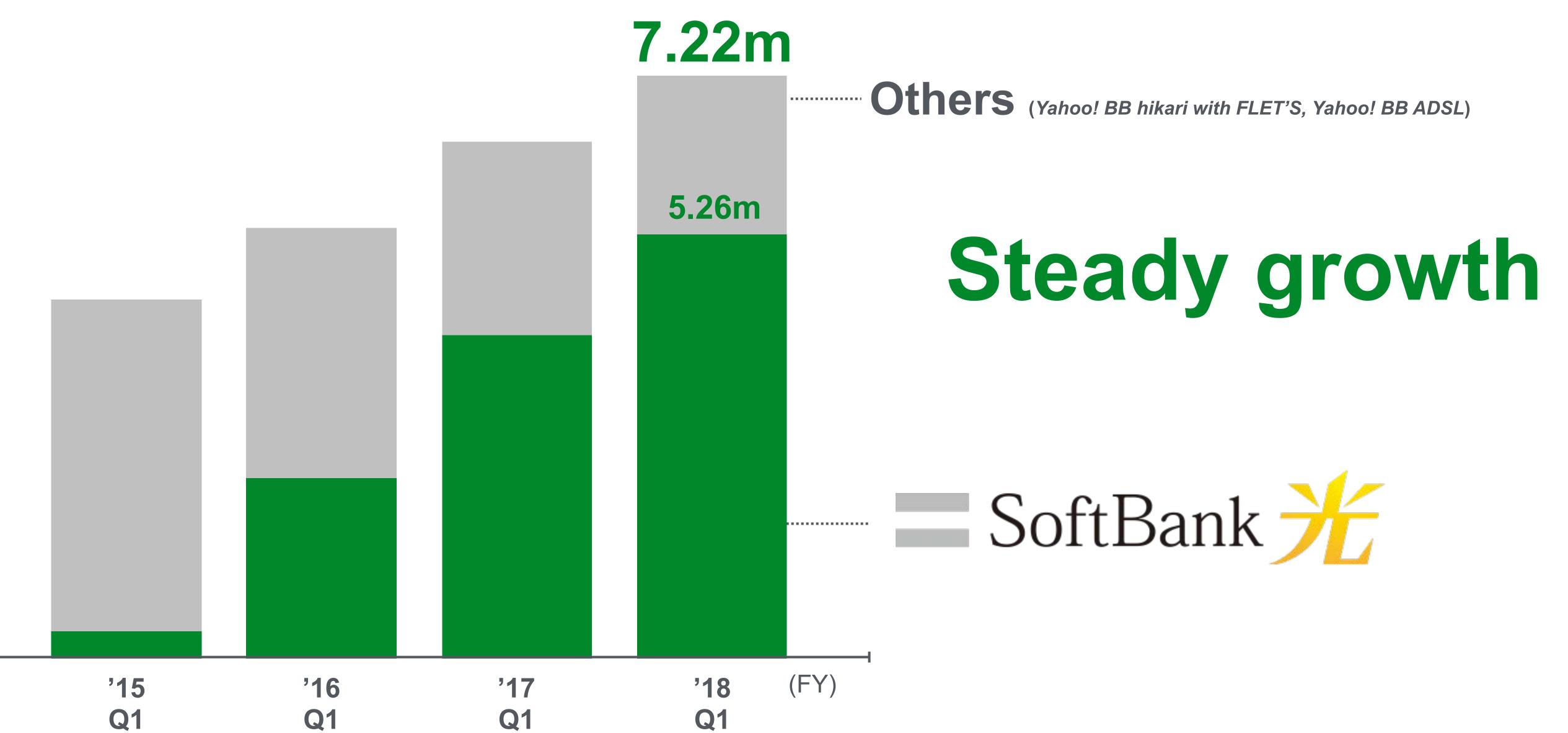
SoftBank

Y/mobile

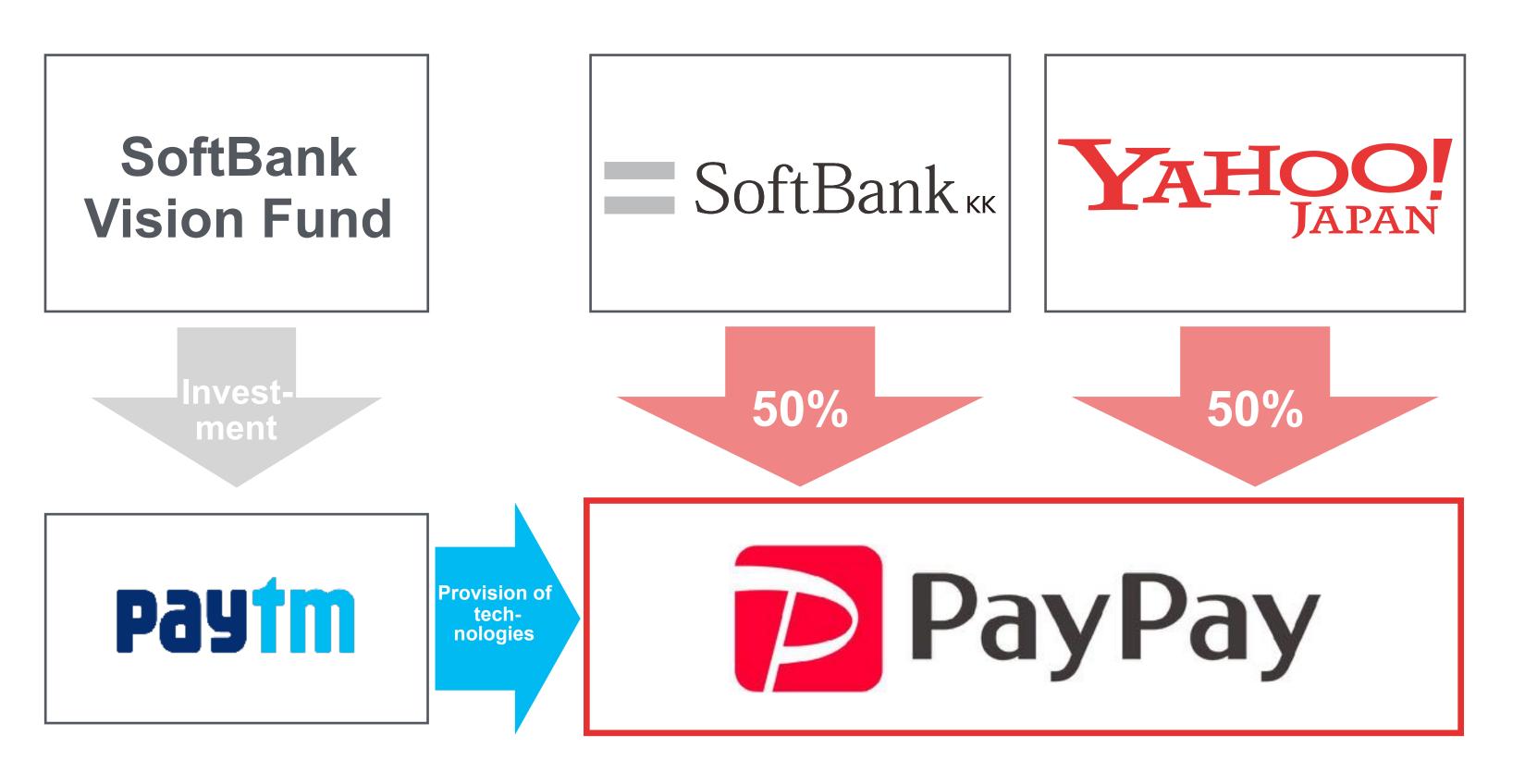


Cumulative Subs (broadband subscribers)

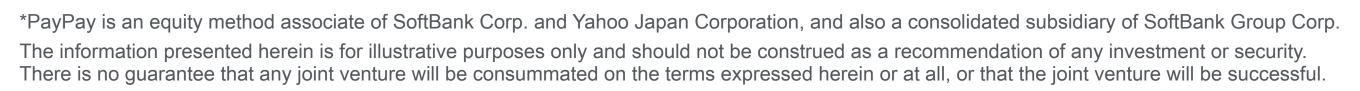




Establishment of JV with Yahoo Japan



Collaboration to provide smartphone payment service





Tender offer by SoftBank Corp. for Yahoo Japan Corporation shares / acquisition by Yahoo Japan Corporation of its own shares by self-tender offer

Strengthen the alliance between SoftBank Corp. and YJ

Improve EPS of YJ / Achieve efficient rebalancing of capital structure

Termination of JVA between SBG and Altaba Inc.

Increase managerial freedom for YJ

Generate New Businesses



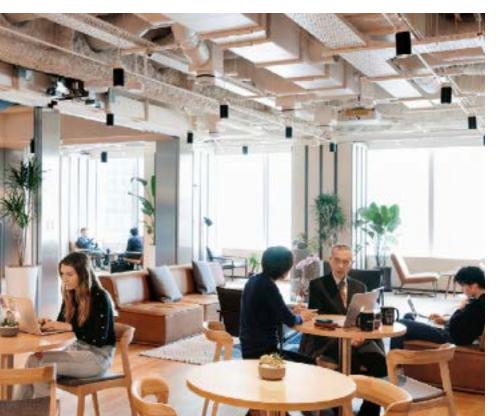


WeWork Japan













(Source) WeWork Japan

(Photo credits) WeWork

Accelerate business in Japan

Generate New Business





••••••

Establishment of JV with DiDi





DiDi Mobility Japan Corp.

Launch trial operations in autumn

Collaboration with Boston Dynamics

想いをかたちに 未来へつなぐ

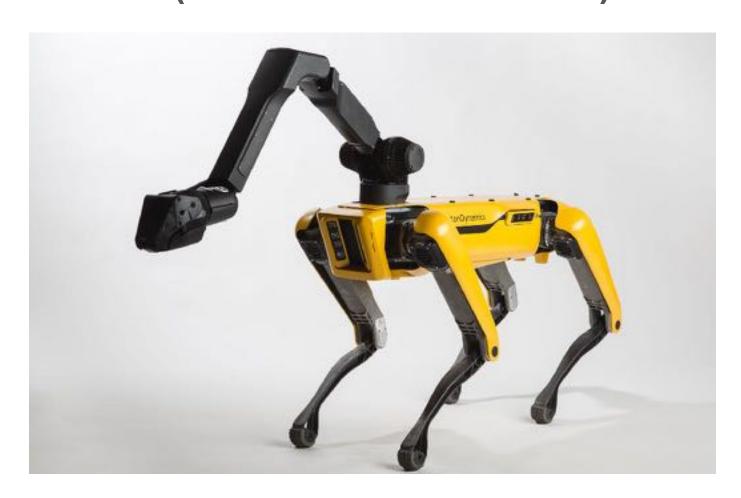






Construction site

(use mounted camera)





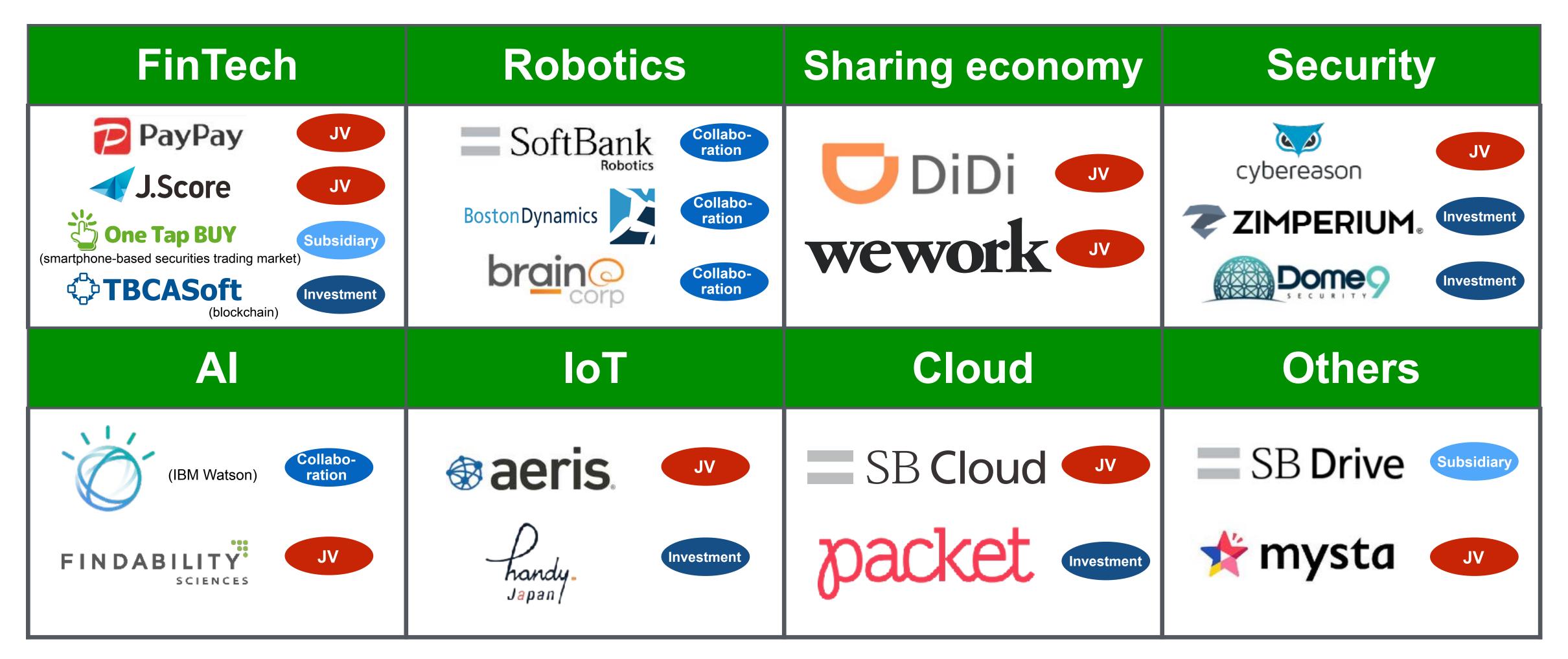


Started trial experiment for potential usage at construction site

Expansion of New Business Domains



For DiDi logo: *DiDi Mobility Japan Corp. For WeWork logo: *WeWork Japan GK



Developing in Japanese market

Potential Growth Opportunities





Certain "SoftBankVision Fund" investments described herein are subject to pending regulatory approvals. The future operating plans described above are based on the beliefs of SoftBank Corp. at this time and nothing contained herein should be relied upon as a promise or representation as to future operating plans of SVF and its portfolio companies and/or SoftBank Corp. All such operating plans are subject to the requirements and limitations of the relevant offering documents and/or governing agreements, including all notice and consent requirements, as applicable. Accordingly, there can be no assurance that the operating plans and models described herein will be implemented and actual results may be significantly different. Nothing presented herein should be construed as a recommendation of any investment or security.

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.

Deploy potential cutting-edge business models in Japan

検証用端末営業返却対応の機械化

固定電話フロント効率化

CSアンケートデータ作成

多回線申請対応

固定電話設備照会のRPA活用による自動化

申込書自動判断

(Robotic Process Automation)

エントリーシートの評価判定

スタッフアサイン

レンタル商材料金調整

MOL投入作業の自動化

モバイル業務アドバイザー

文書ファイルのスライド検索

サイトスクリーニング

合

登録用のバッチファイルのアップロード

ネットワーク保守緊急対応 メールの自動分類

入電予測・実績

セキュリティカード設定

RPA活用によるモバイルキッティング書類作成業務

内部監査対応

GSX調査業務の効率化

日次業務自動処理「インポート処理」

配信ニュース選定

ESP案

固定電話 の手作り 人事情報DB利用状況算出自動化

セキュリティカード発行

応答シュミレーション

異名義集計

サーバログ作成

庫表展開 アセットDB入力自動化

各社露出

期的処理

泉数調査

管理表システムなどの構築

ポータルサイト上のFAQ

汐留エリア賃料等支払い処理

担当営業エスカ

S番号の 入電速報

化

大人員表授受業務の効率化

災害復旧エリアマップ

請求処理件数報告

BFSオーダー番号一括ダウンロード お客様問い合わせチャット

最大速度情報 アクティベーションロックの解除依頼

直販営業担当へのメール自動通知 受注見込み予測

店頭イベントにおける費用対効果の予測

アカウント発行依頼メール送信

東西申請可能ファイル抽出

SFA連携による案件認識

アラートリストの自動生成

同期連携定常化依頼ファイル作成

実績報告作成

資金繰業務報告の自動化

システムアカウント発行申請入力

Y!mobile商材社内システム転記

紙申込書案件システムへのデータ投入作業

支払予算管理表は更多 /i-Fi設置要望メールと動き所は発せポート、ローの引いかわけ対応的 システム代理申責 業にストレジョンメール(学)重と 口気が替信頼制の(CLESS)用・アイルト作成

音声ログ確認

備品等発注

勤怠系データ授受業務の効率化

ISOCフォルダー番号検索

稟議文面のSmile登録

エリア訴求候補地点の自動抽出

Eメール登録処理件数報告

サーバ設定作業(ID変更専用A) B-end見積もり作成自動化

エリアマップコンテンツ運用

ID変更専用サーバー自動化

オフィスIoTのデータ抽出およびグラフ化**32**



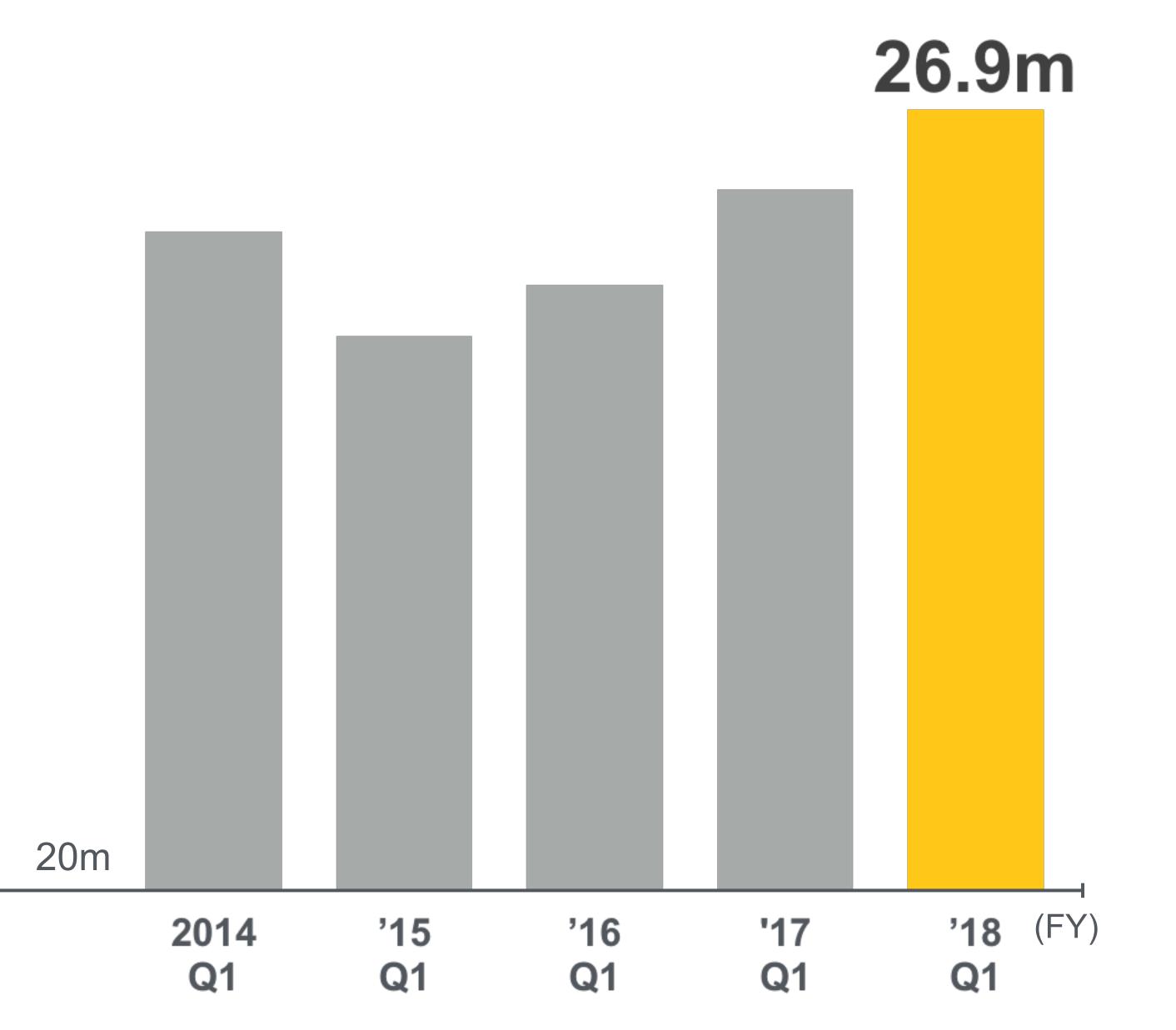
FY2018 Forecast

- 1 Increase in revenue / profit
- 2 Generate stable FCF (over JPY 500bn)*2
- Promote "Beyond Carrier" strategy & enhance collaboration with SVF
 - 4 Preparation for IPO



Cumulative Subs (Postpaid phone)

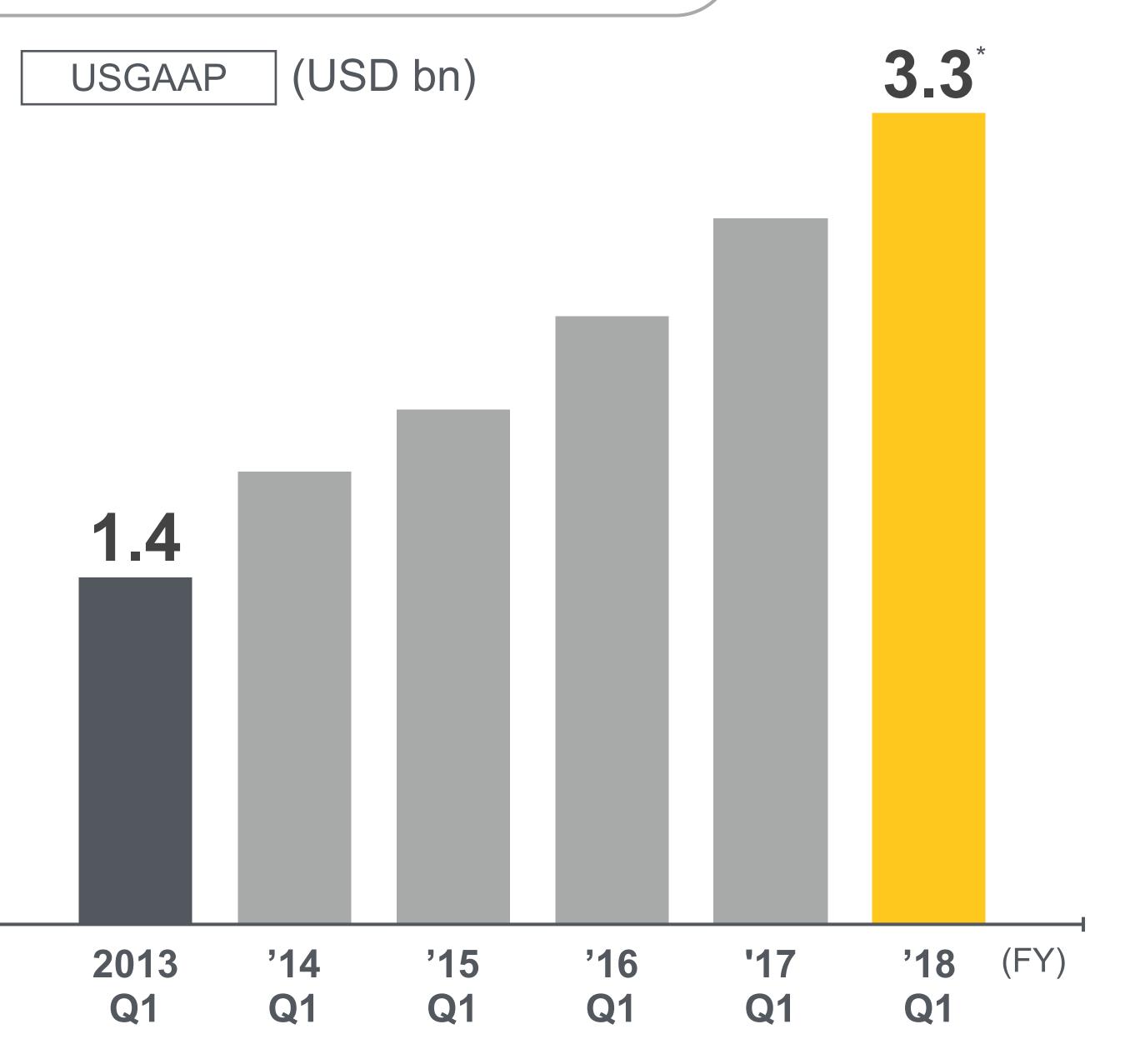




Steady increase

Adjusted EBITDA



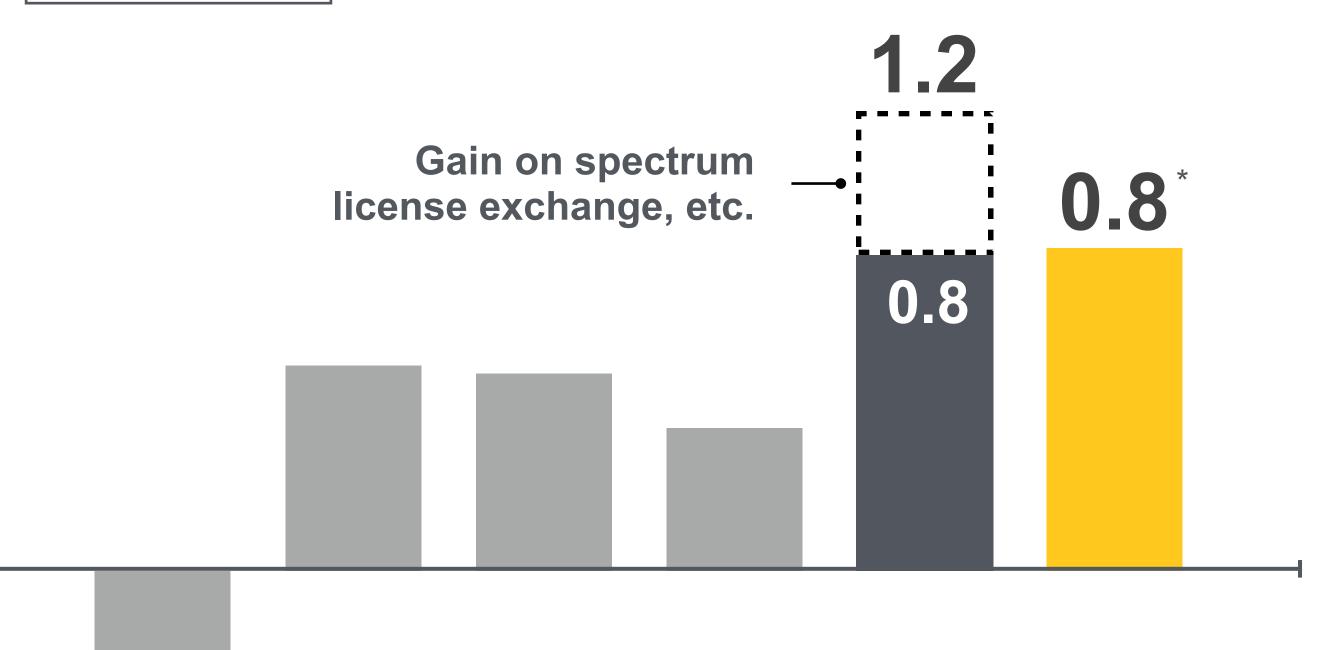


More than doubled in 5 years

Operating Income

Sprint

(USD bn) **USGAAP**

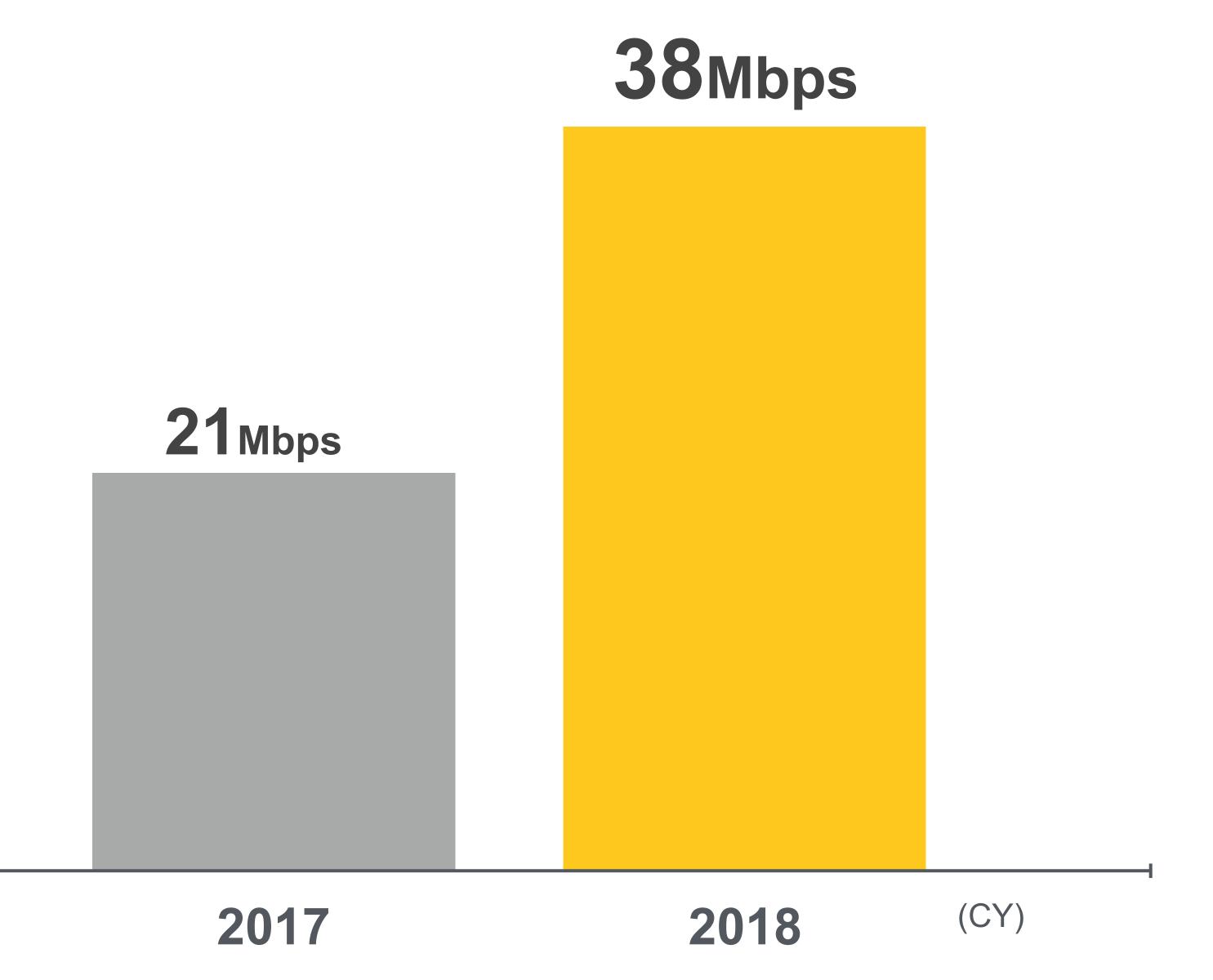


Positive for 5 consecutive

(FY) '15 '16 '17 '18 2013 '14 Q1 Q1 Q1 Q1 **Q1 Q1**

National Average Download Speed





Improved by 87%

FY2018 Forecast



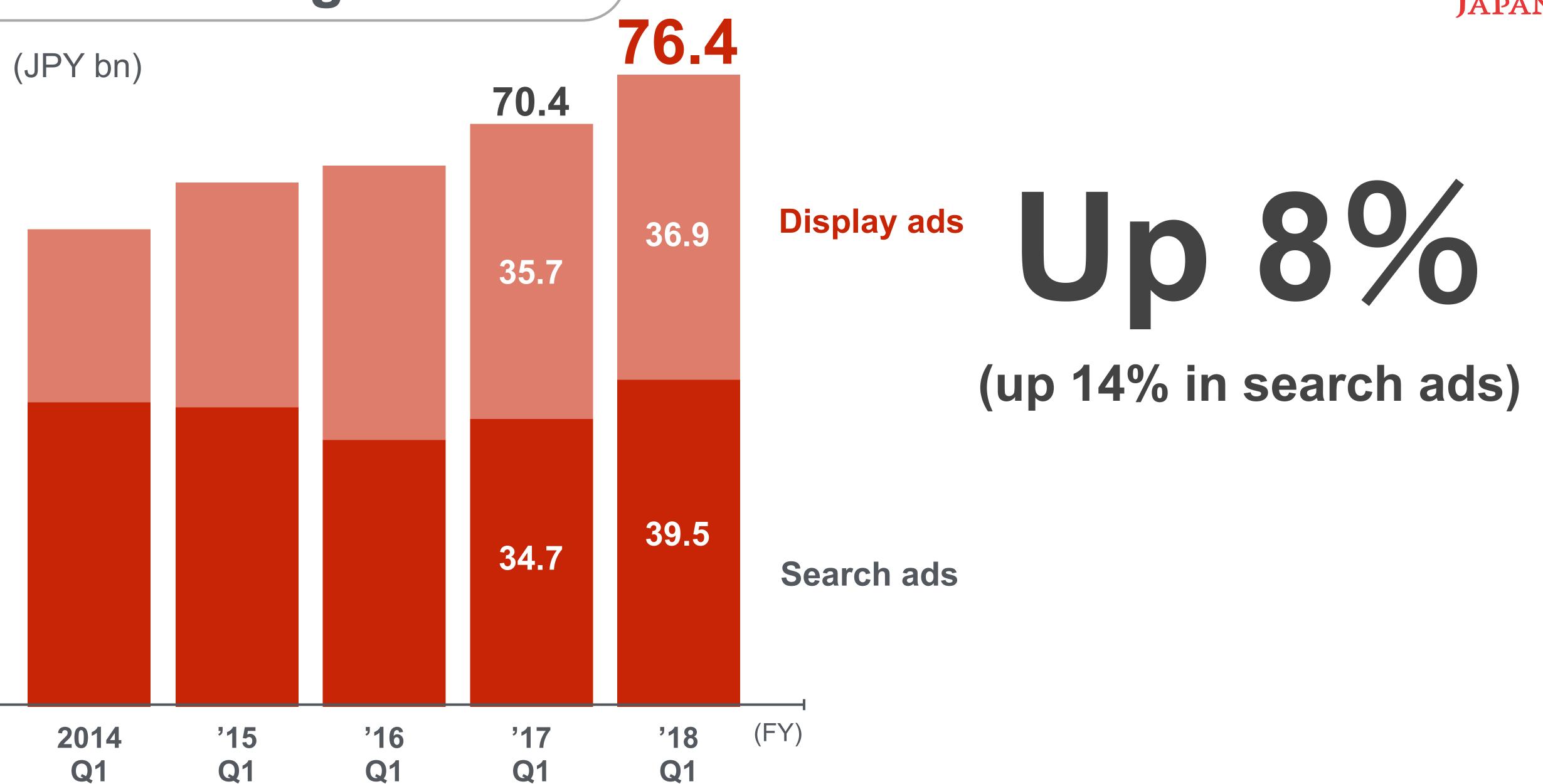
Adjusted EBITDA: USD 12.0-12.5bn

2 Cash CAPEX: USD 5.0-6.0bn

YAHOO! JAPAN

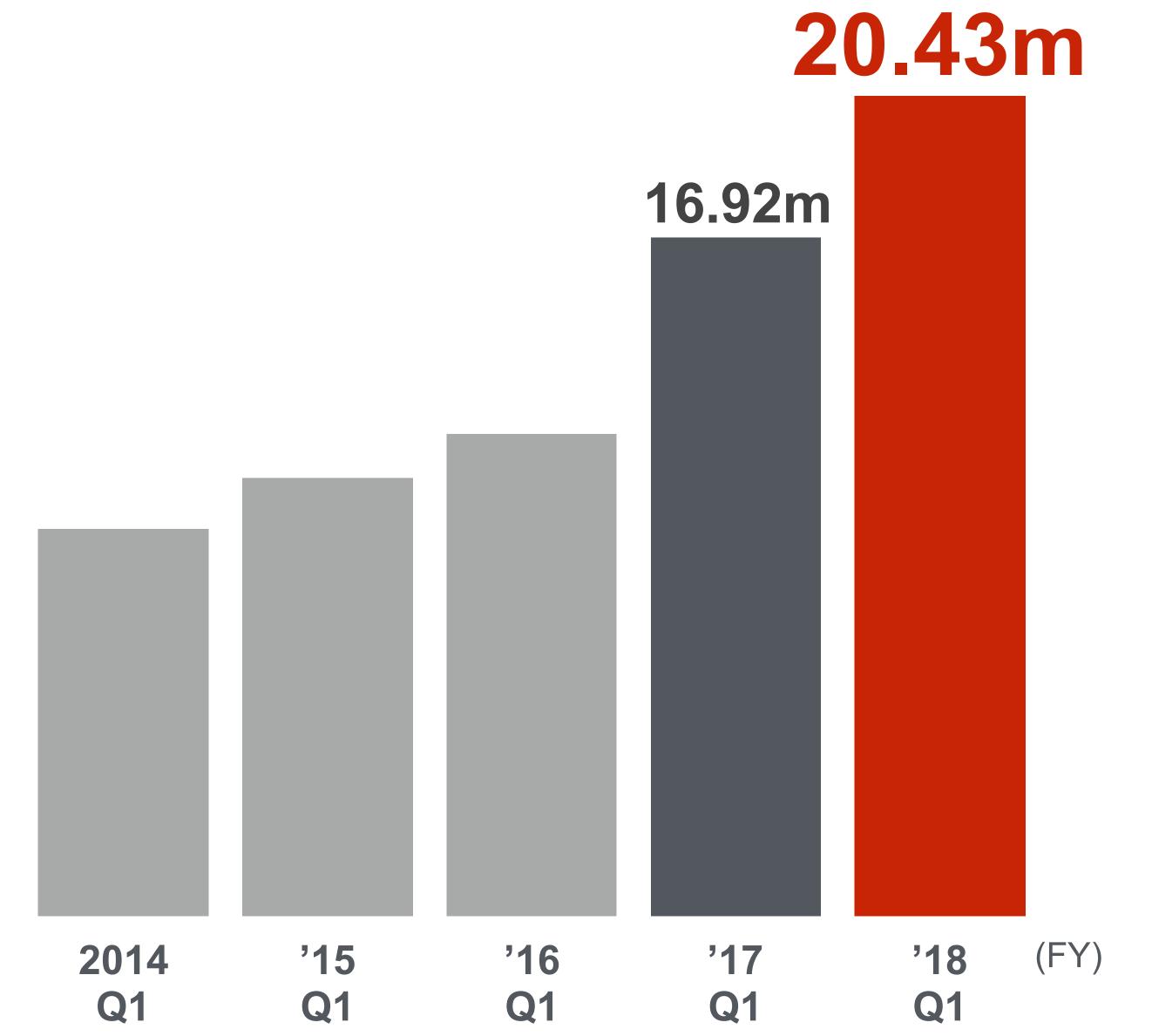
Advertising Revenue





Yahoo! Premium Member IDs



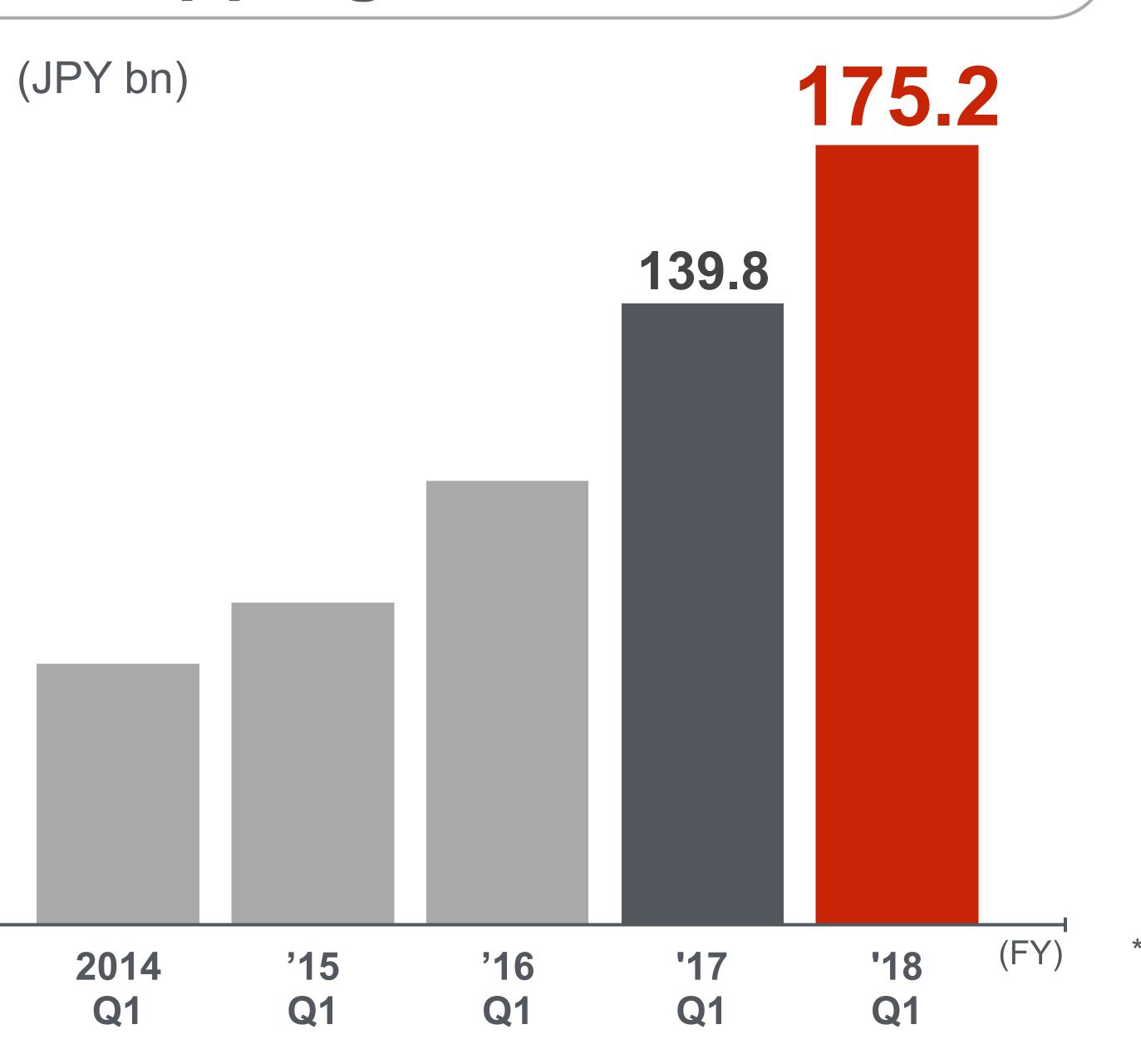


Up 21%

YAHOO! JUSTA

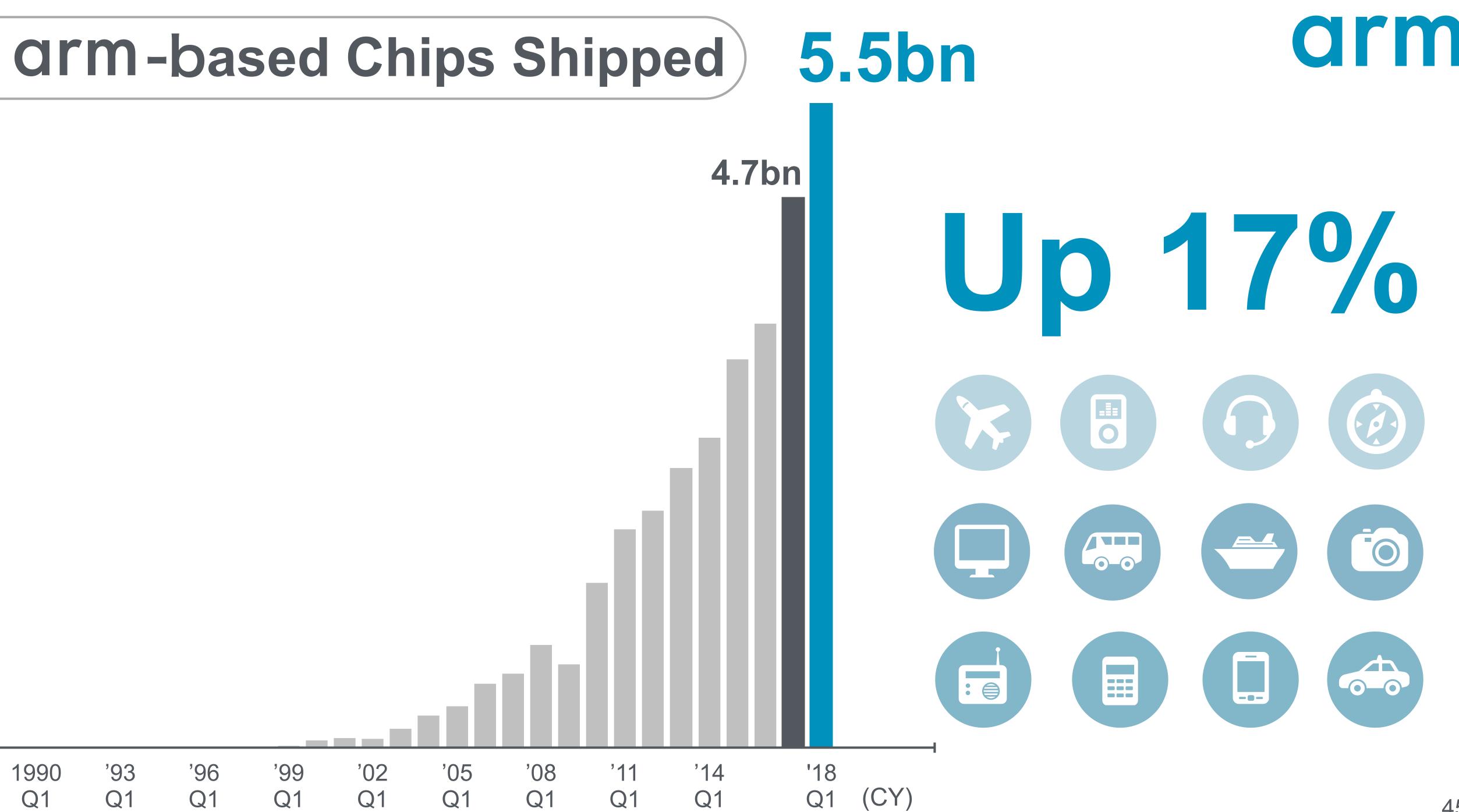
Shopping Transaction Value





Up 25%

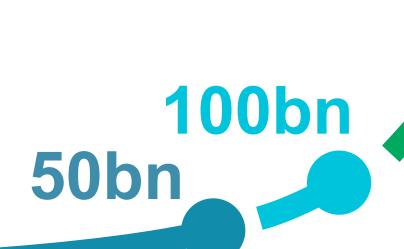
^{*}Transaction value of Yahoo! Shopping, LOHACO and Charm Corp. LOHACO: transaction value of ASKUL Corporation's LOHACO business; closes every 20th



arm-based Chips Shipped (cumulative)



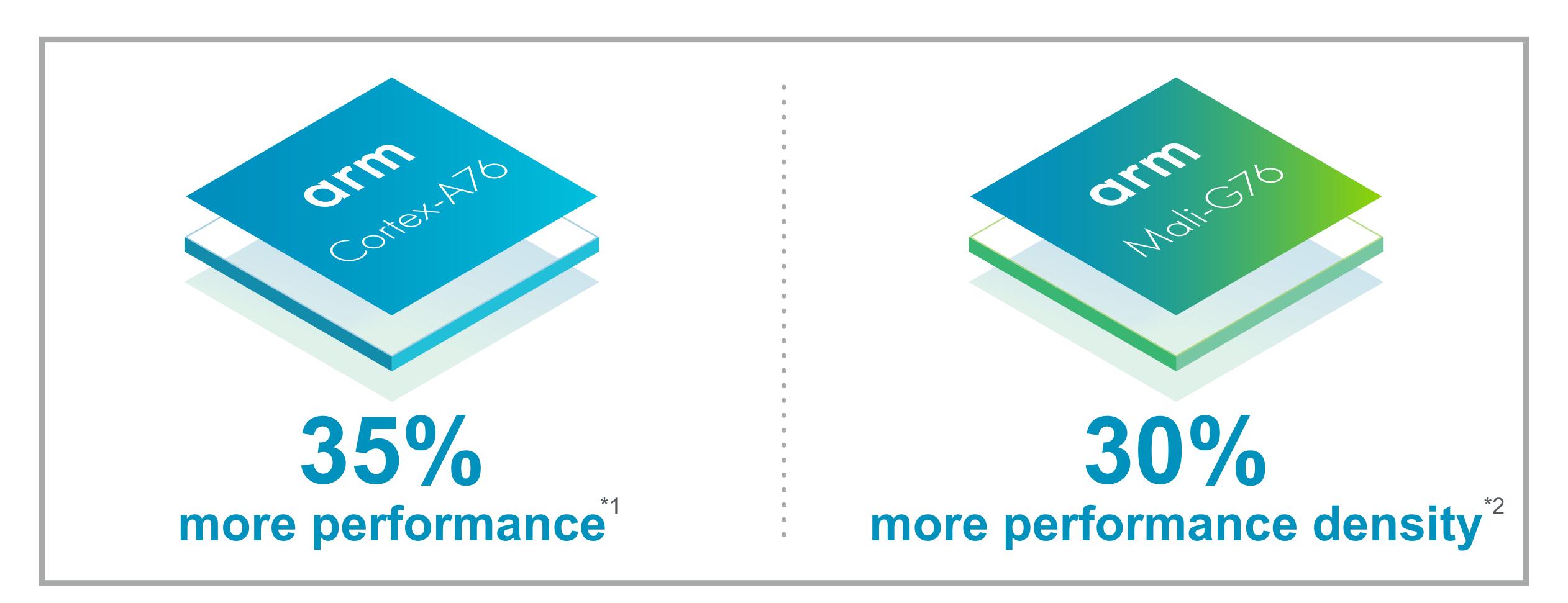








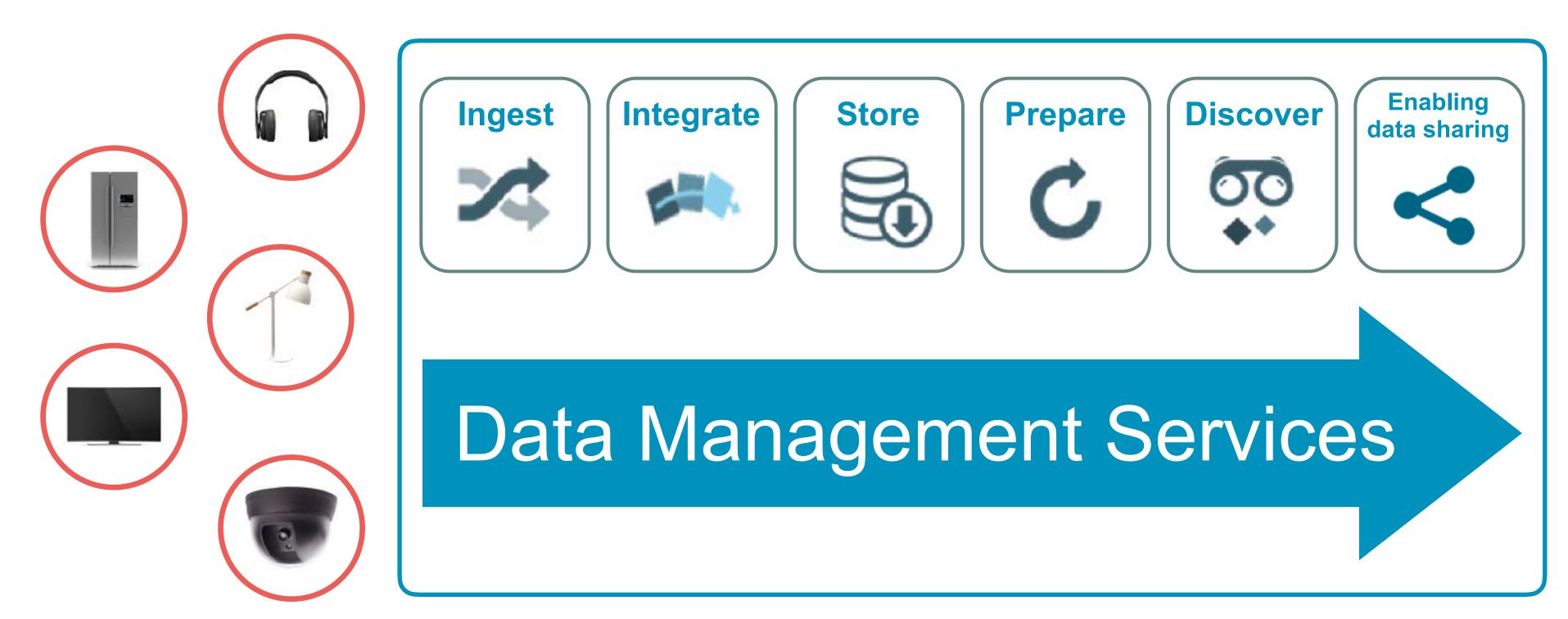
Announced New CPU / GPU

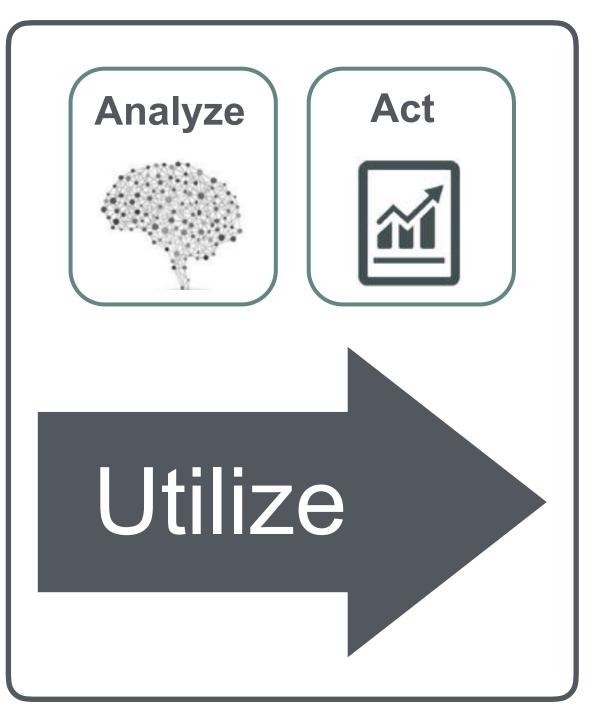


First processors designed for laptops

Acquisition of Treasure Data







IoT Data

Treasure Data

Partners

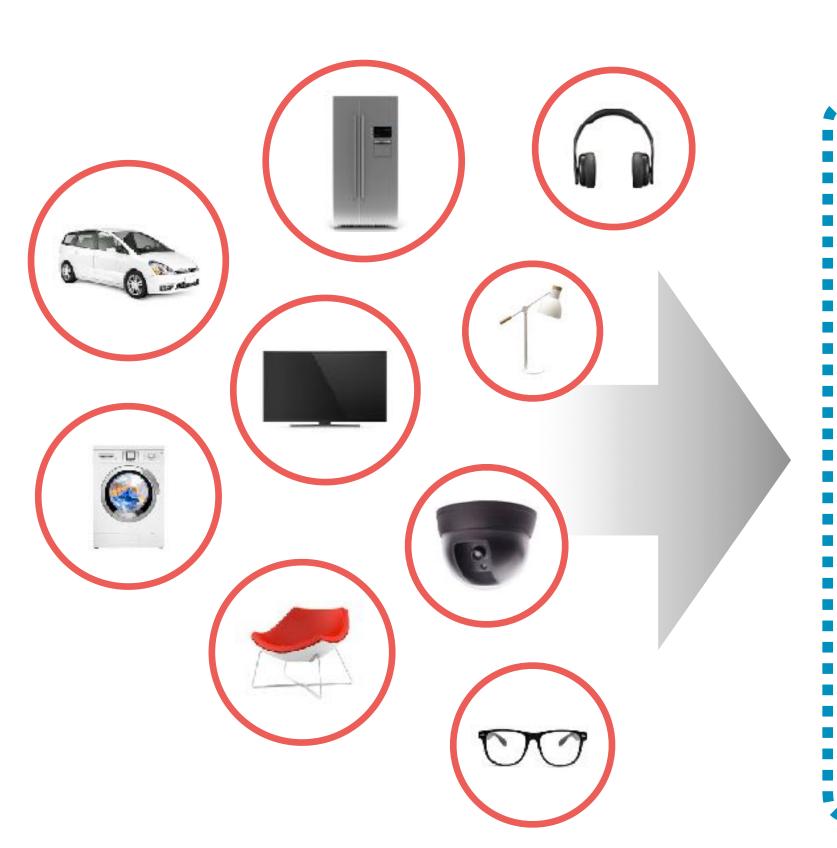
Provide IoT and enterprise data platform



IoT Data

Grm PELION

(IoT Platform)

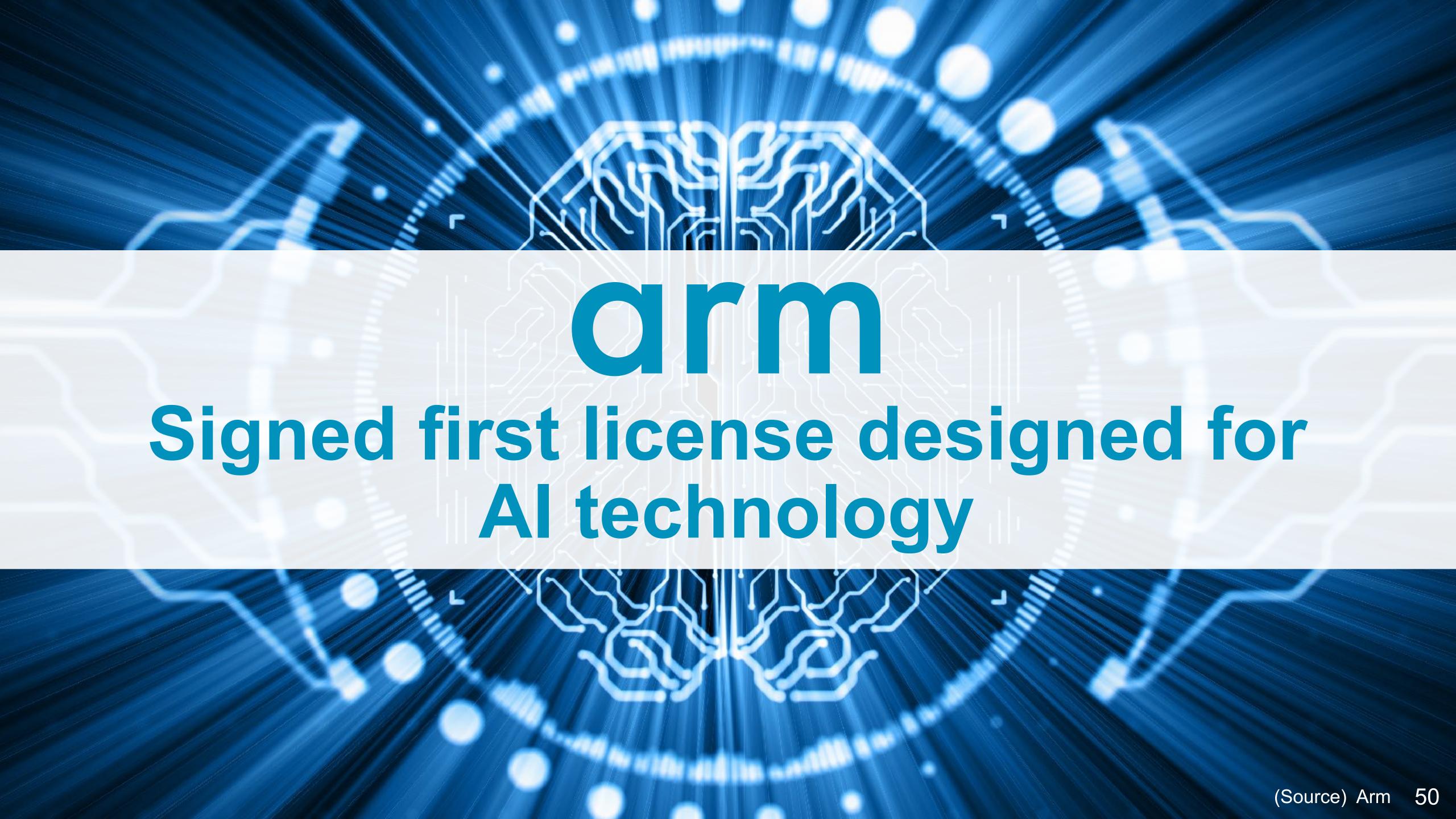


Data Management (Treasure Data)

Device Management (Mbed cloud)

Connectivity Management (Stream)

Provide IoT and enterprise data platform





Project Trillium

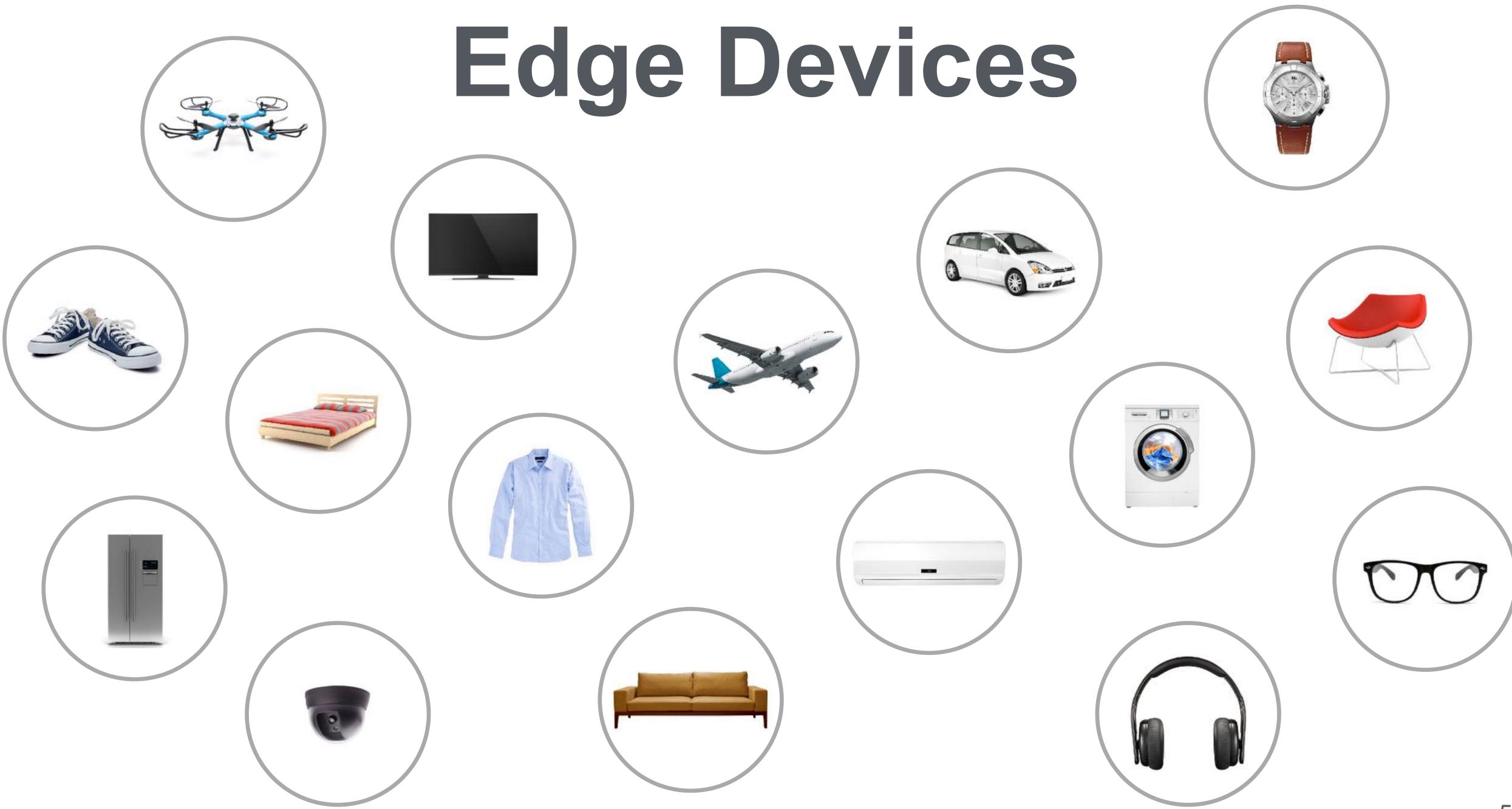
(Machine Learning and Object Detection Processors)

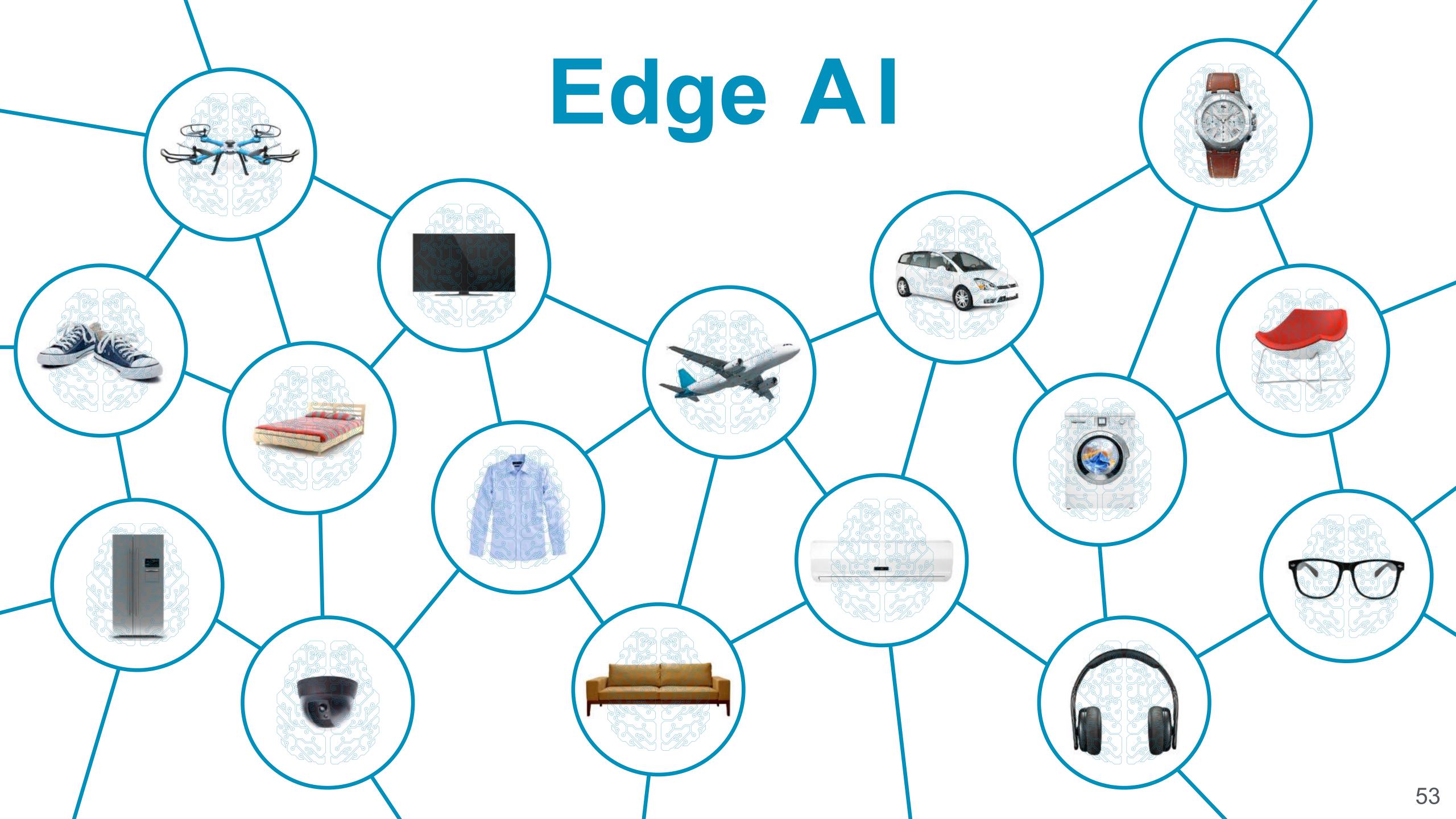
Ground-up design for high performance and efficiency

Massive uplift from CPUs, GPUs, DSPs and accelerators

Enabled by open-source software

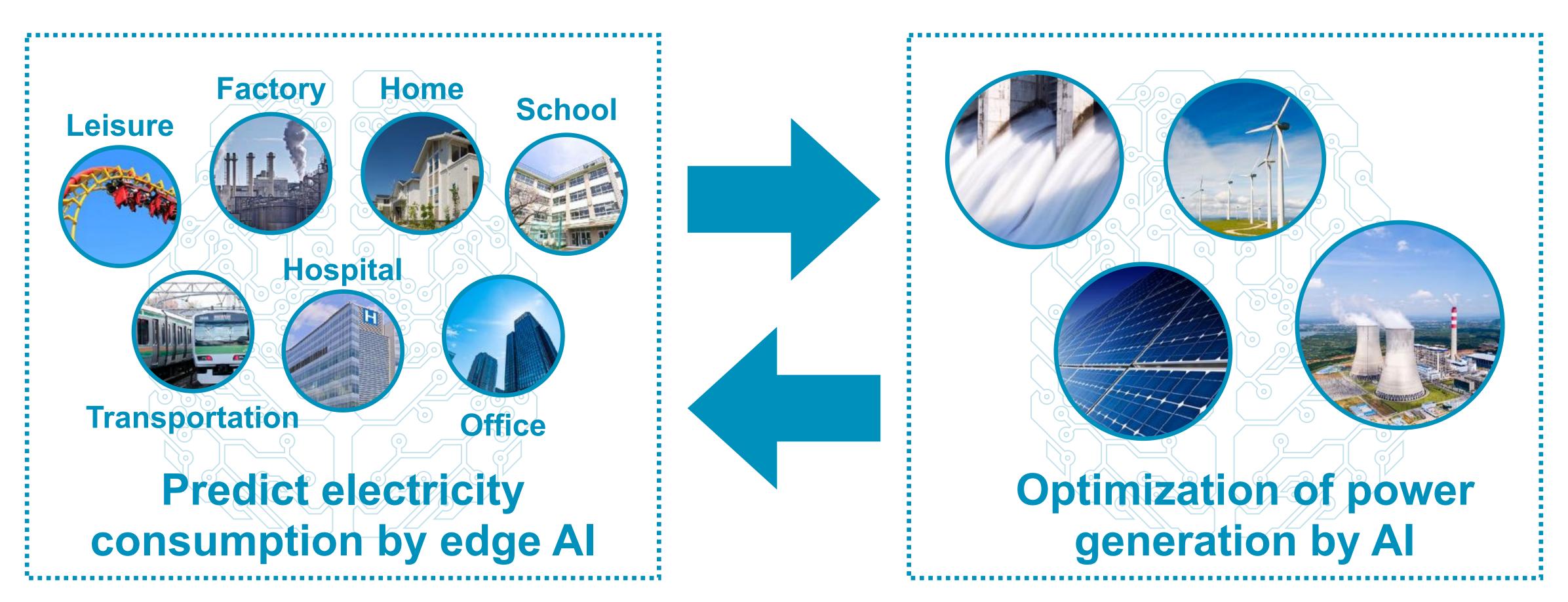
First-generation ML processor targets mobile market





Edge Al Utilization

(Energy industry)



Optimize the power generation plan

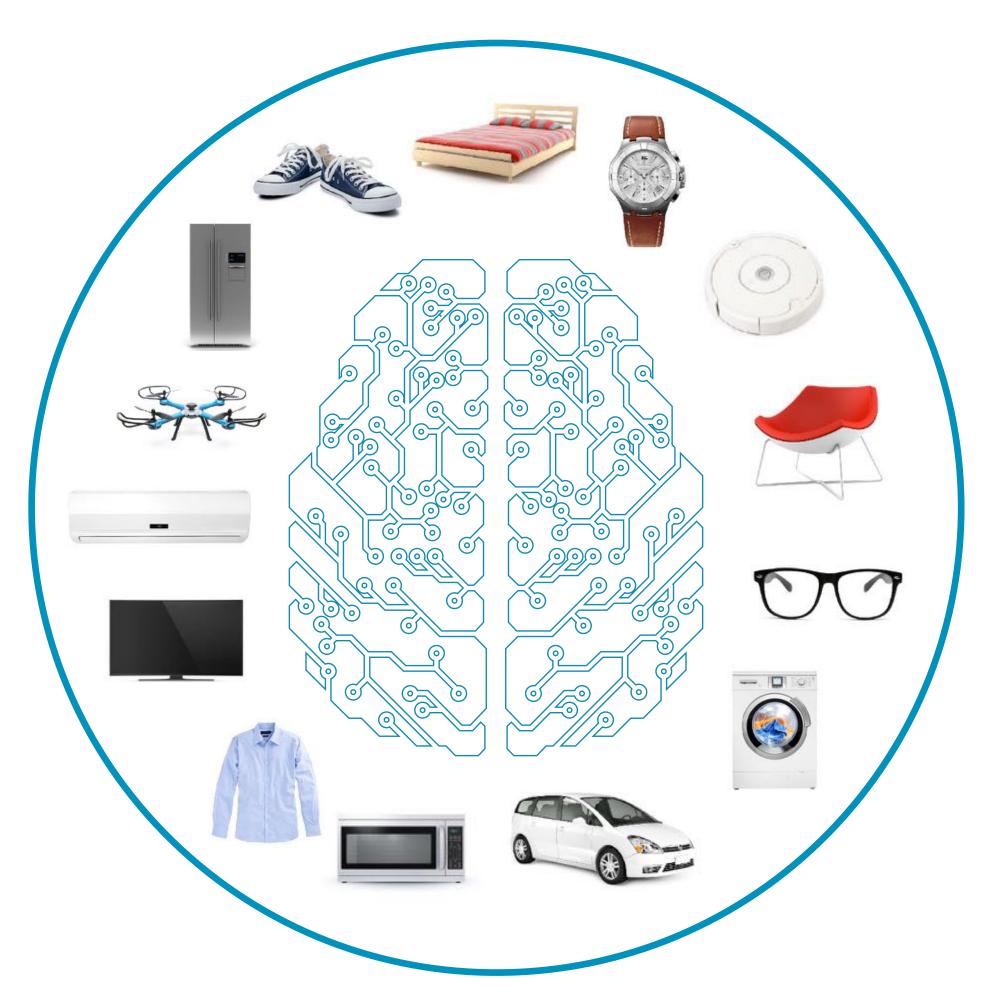
Edge Al Utilization

(Supply chain)



Maximizing profit through Al

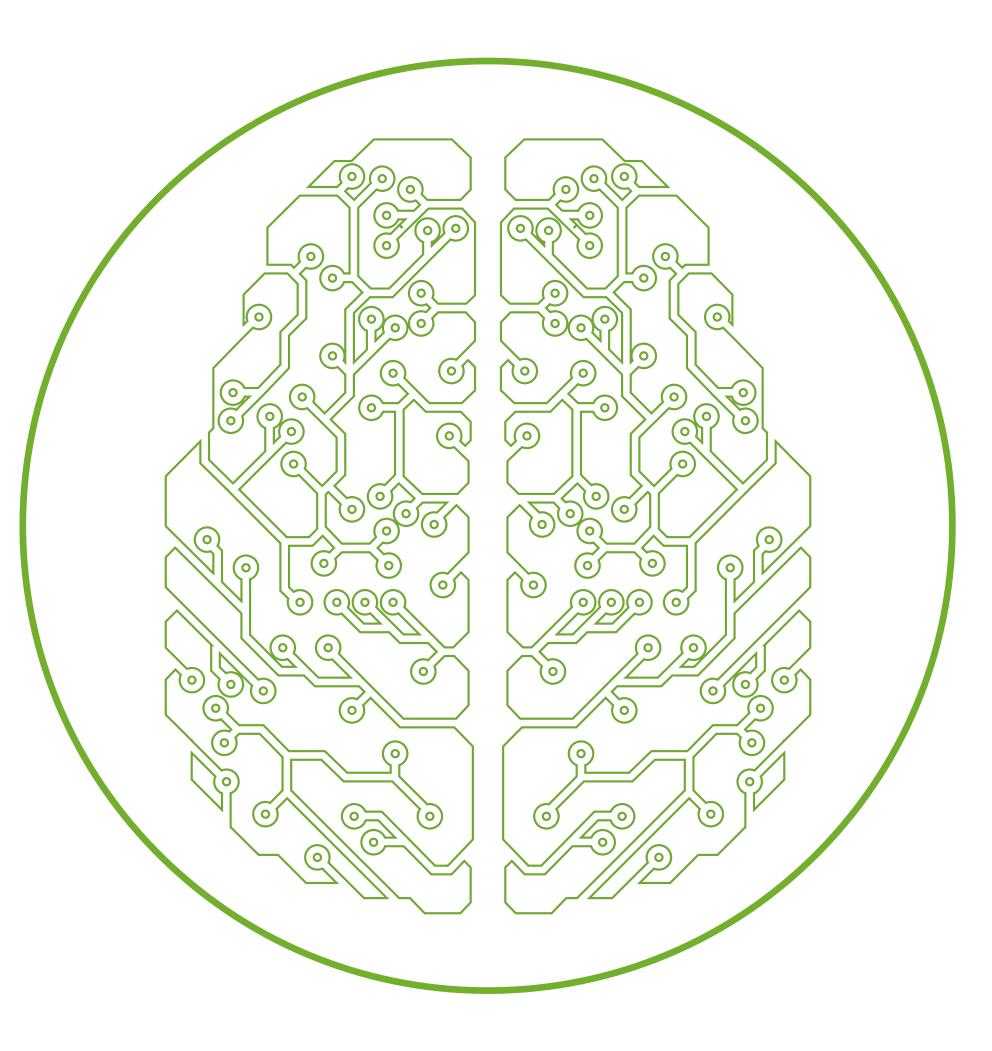
Edge Al



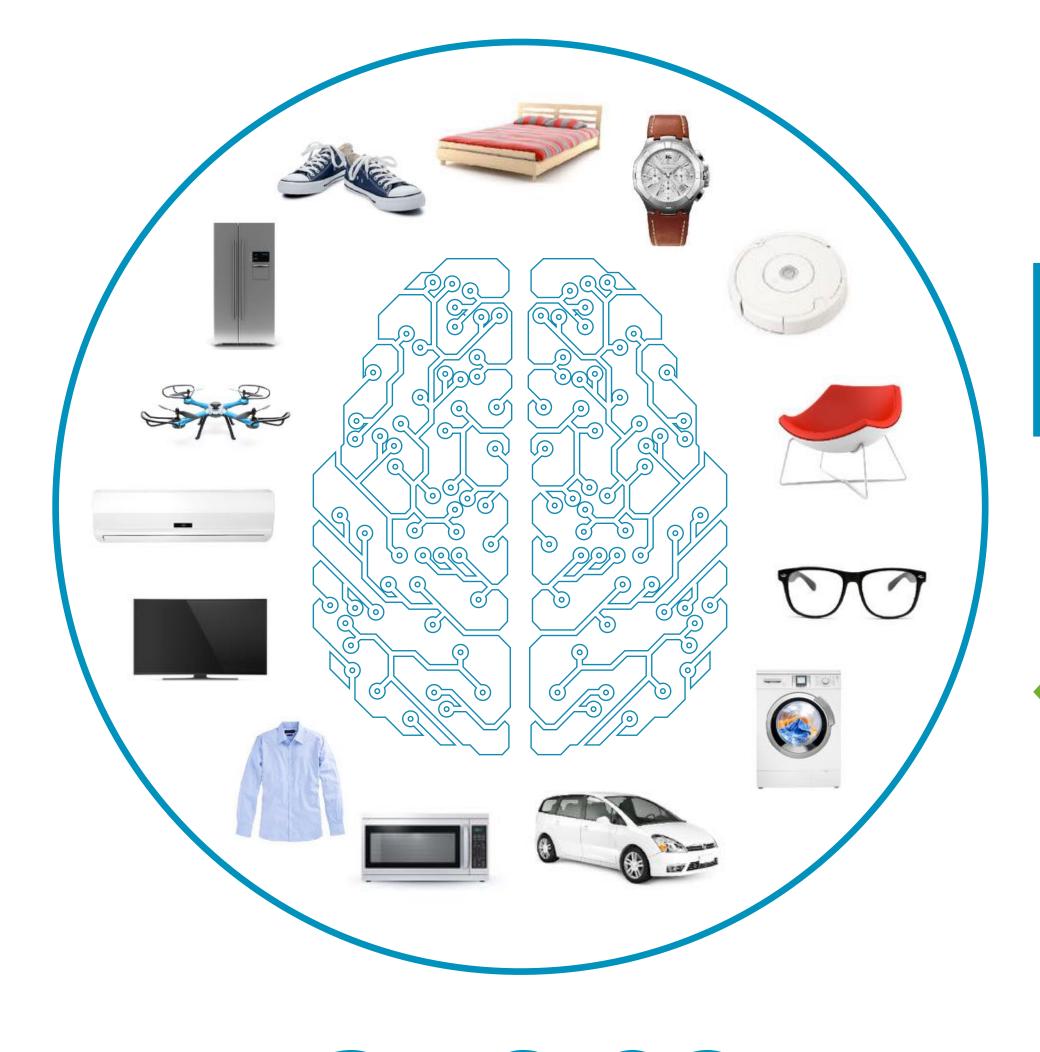
Data linkage

Enhancement of models

Cloud Al



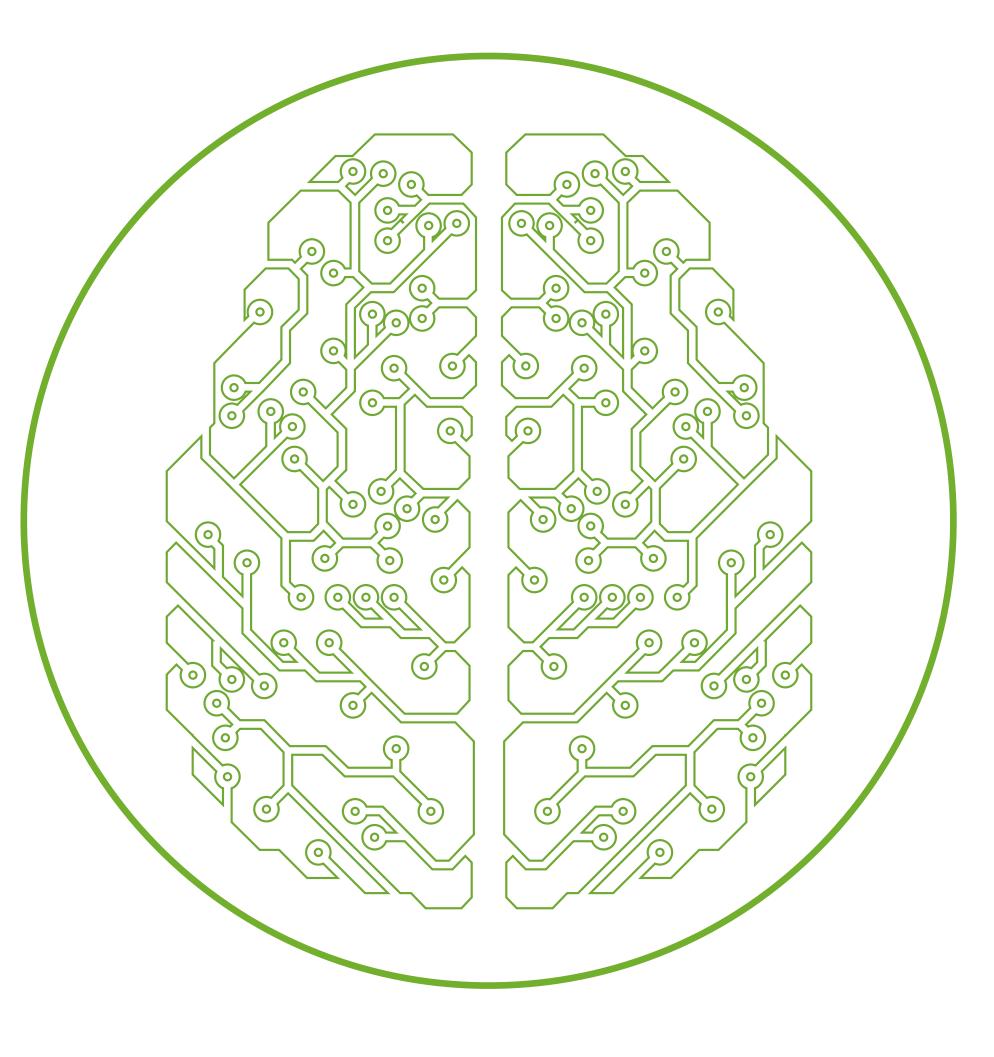
Edge Al



Data linkage

Enhancement of models









FY2018 Forecast



1 Create new loT opportunities

2 Gain more share in long-term growth markets

3 Accelerate investment in new technology

SoftBank Vision Fund

SoftBank Vision Fund









COMPASS













































Ping An HealthKonnect



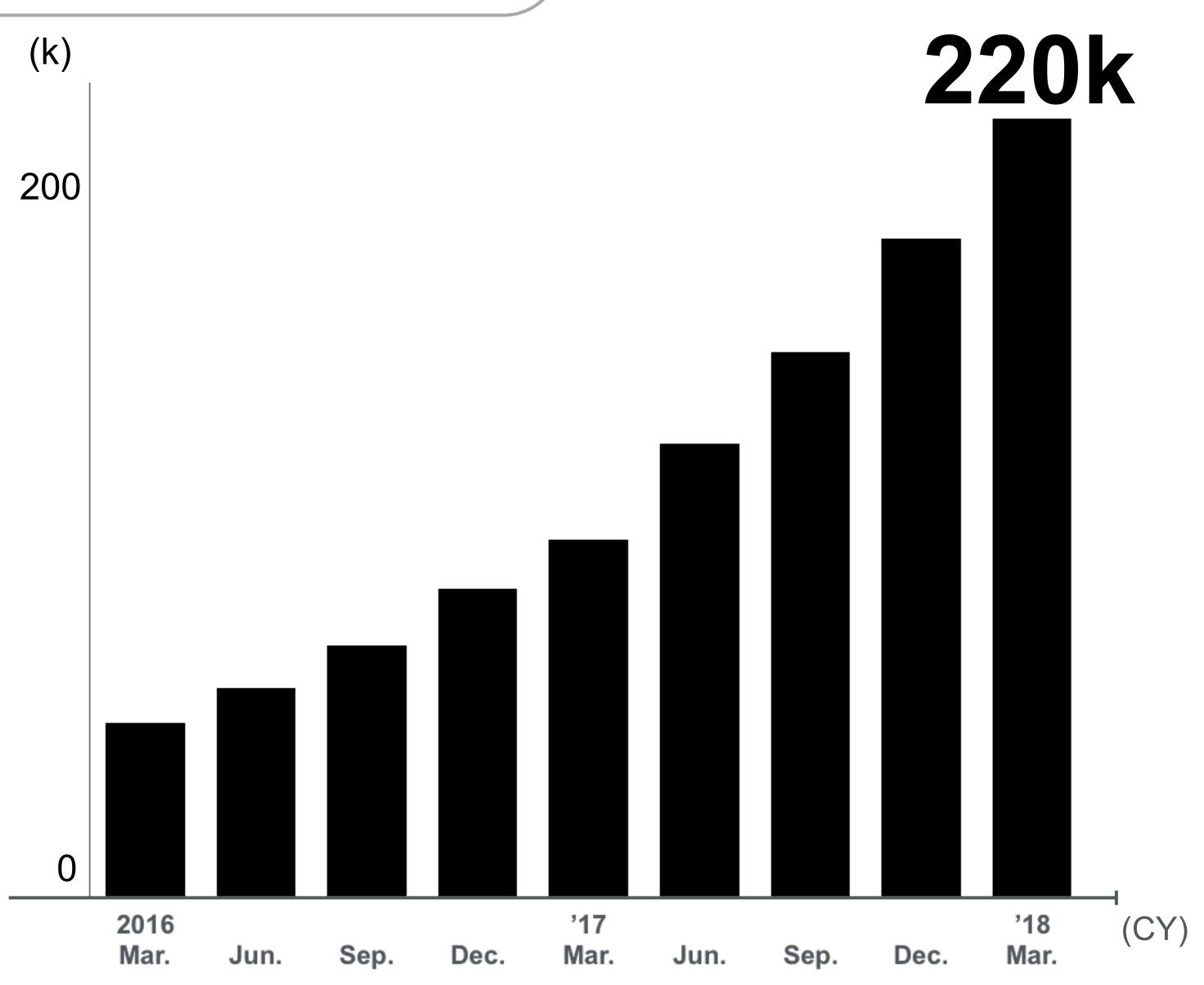


WEWOIK

Space as a service community

Memberships

wework

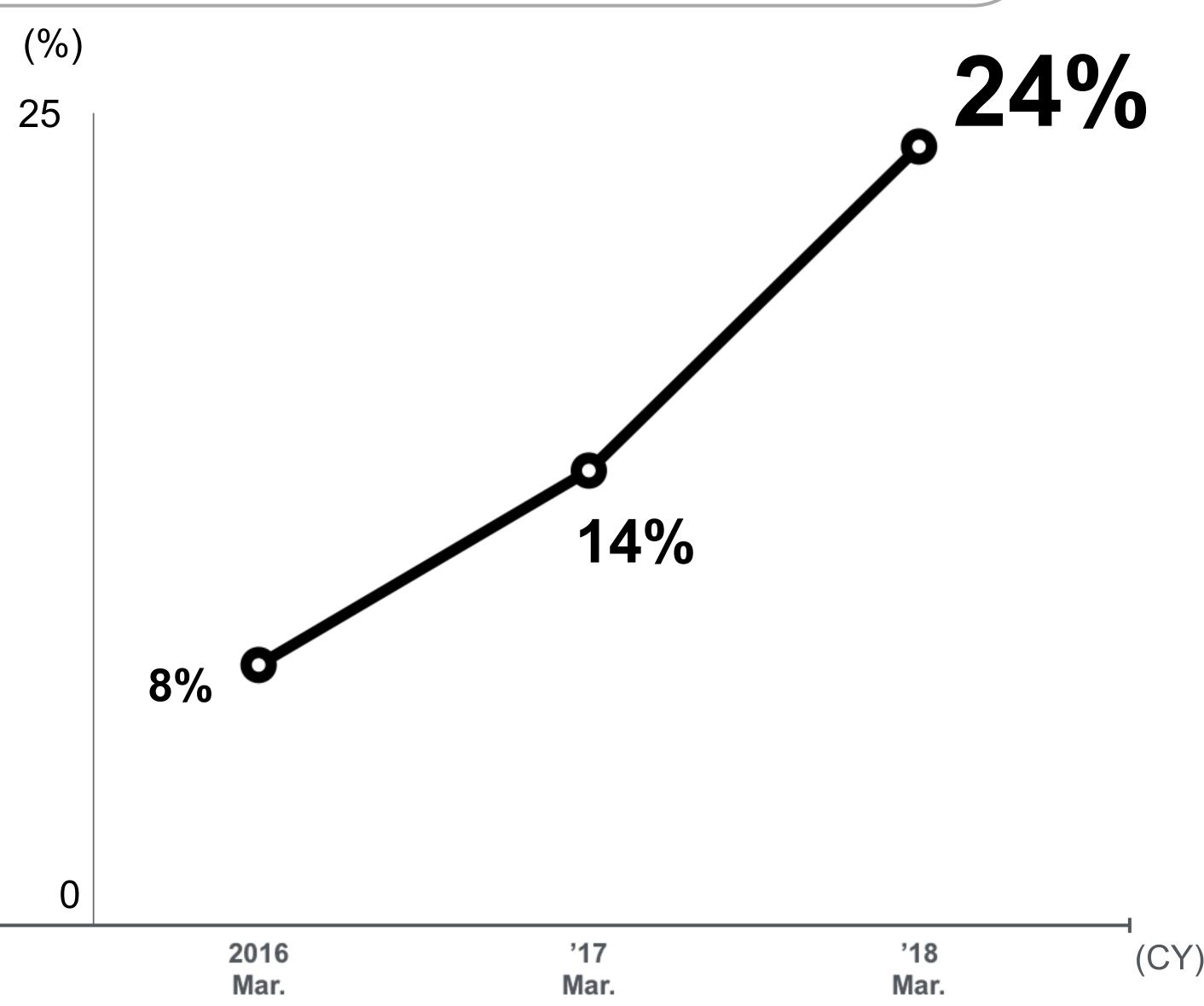


CAGR 112%



Enterprise Member Ratio

wework



³x in 2 years

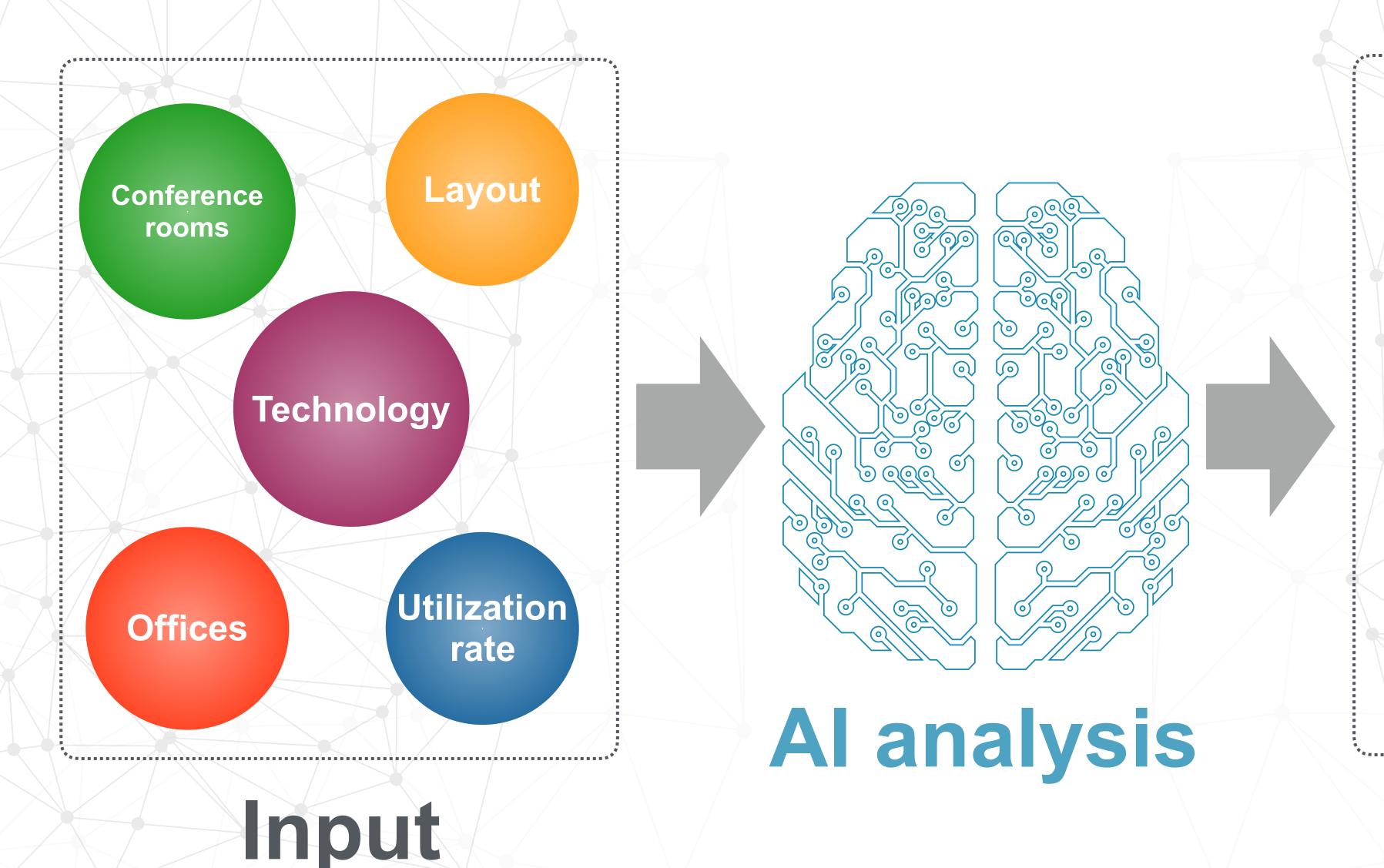


^{*} Represents the percentage of total desks that were occupied by enterprise members as of the first day of the last month of each respective quarter

^{*}Past performance is not indicative of future results. There can be no assurances that historical trends will continue throughout the life of the Fund. Nothing herein should be construed as a recommendation of any investment or security.

Utilizing Al for Demand Prediction





Space optimization & recommendations

Revenue optimization & recommendations

Construction optimization & automations

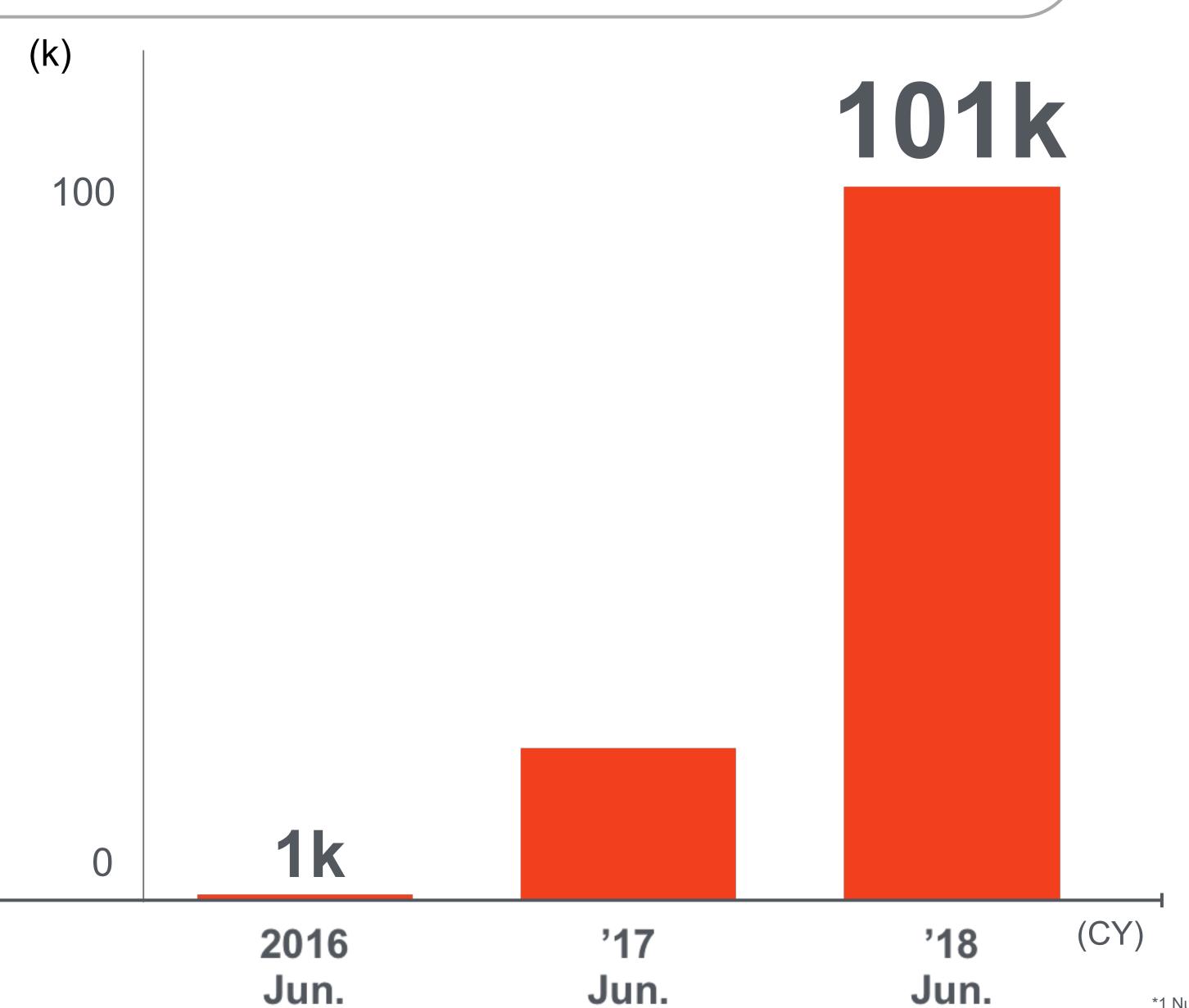
Member experiences & content recommendations

Output

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Number of Rooms*(0YO India)





*Past performance is not indicative of future results. There can be no assurances that historical trends will continue throughout the life of the Fund. Nothing herein should be construed as a recommendation of any investment or security.

96X in 2 years

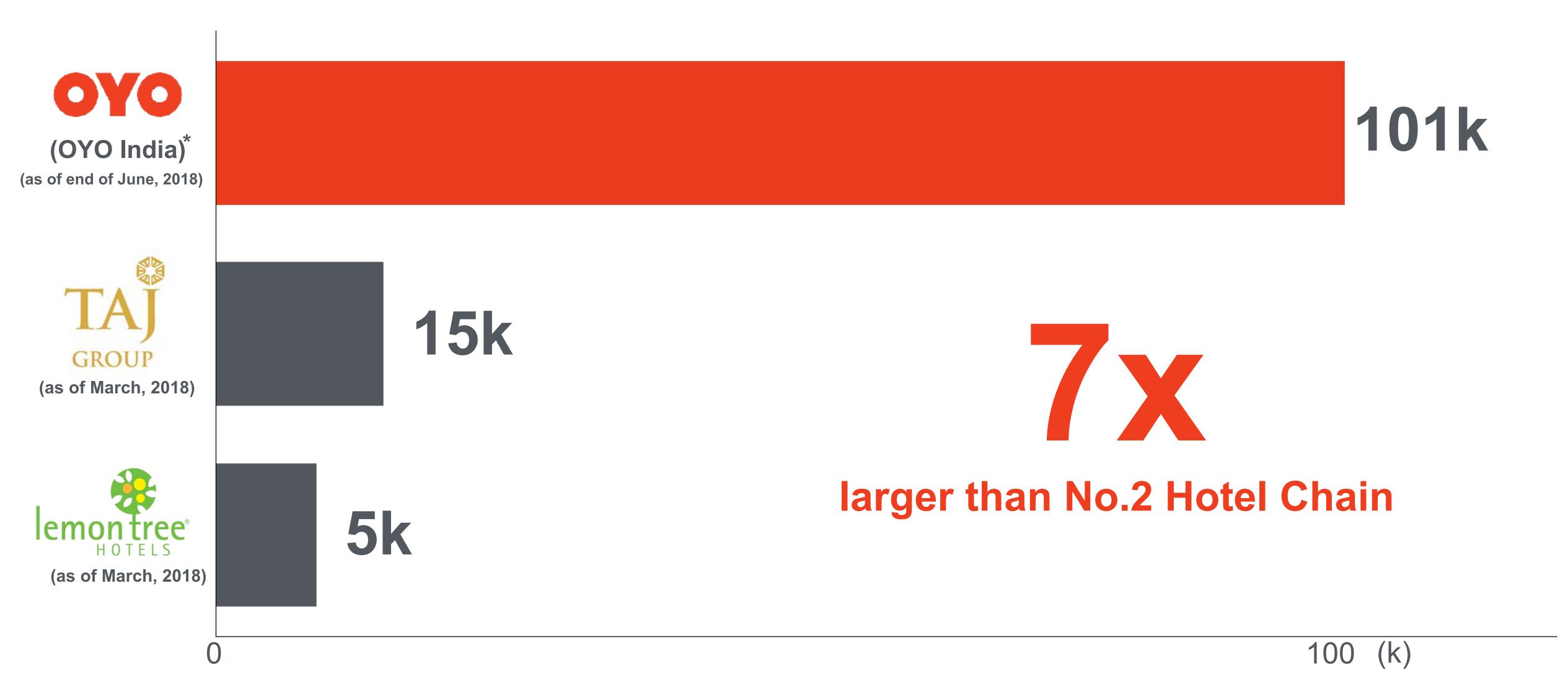


^{*1} Number of rooms: fully-franchised and sellable branded OYO hotels rooms in India.

^{*} Data as of end of June, respectively

Number of Rooms





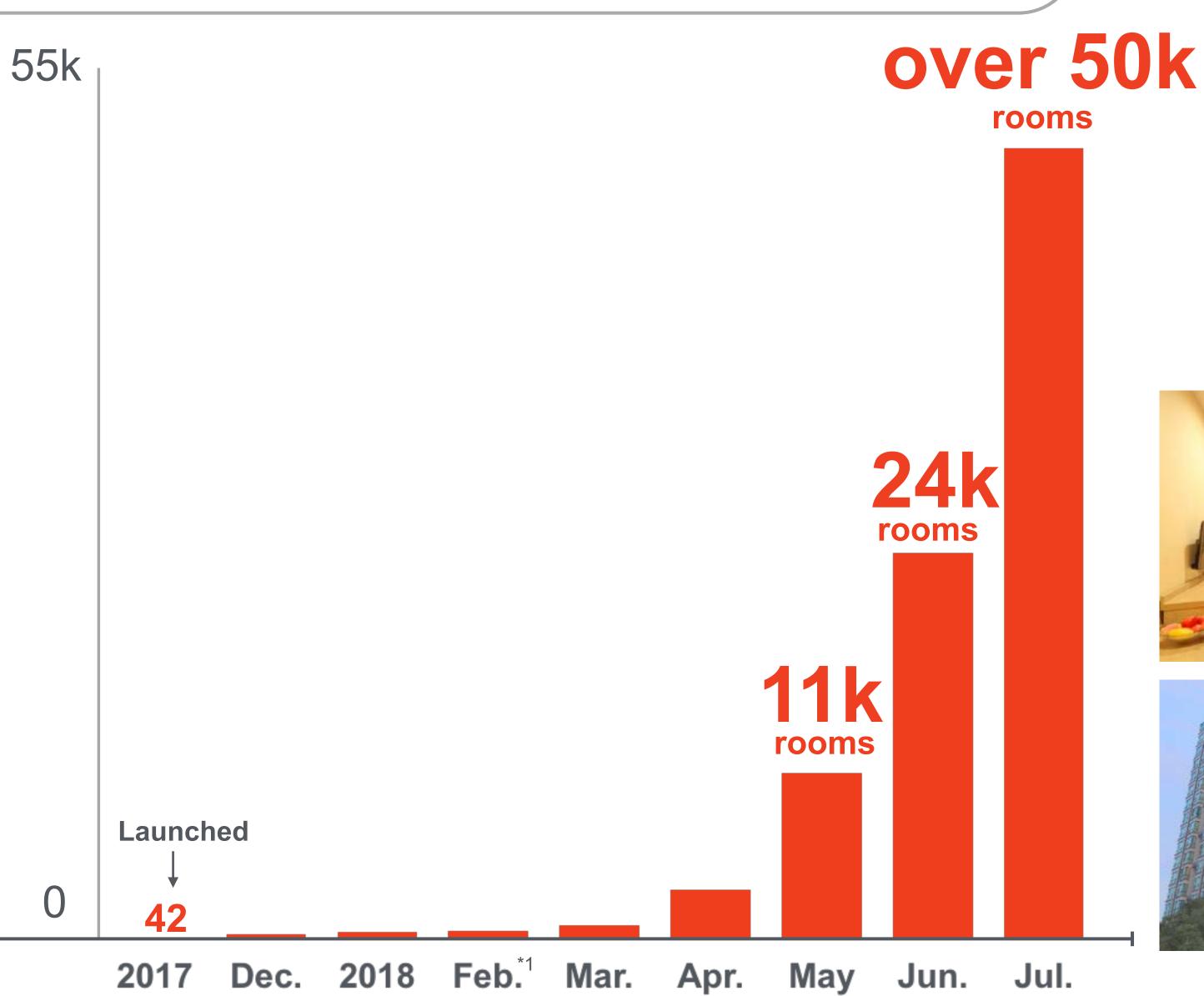
Source: Data as per Mar-2018 filing for Taj and Lemon Tree; India numbers only

The comparables provided herein were selected by the Manager for illustrative purposes because the Manager 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. Actual results may differ, perhaps materially from the estimates presented herein. Please refer to the disclaimer.

Selection criteria for competitors in India were determined on a subjective basis. * Number of rooms: fully-franchised and sellable branded OYO hotels rooms in India.

Number of Rooms* (oyo China)





Number of rooms has increased over 25K

in 1 month







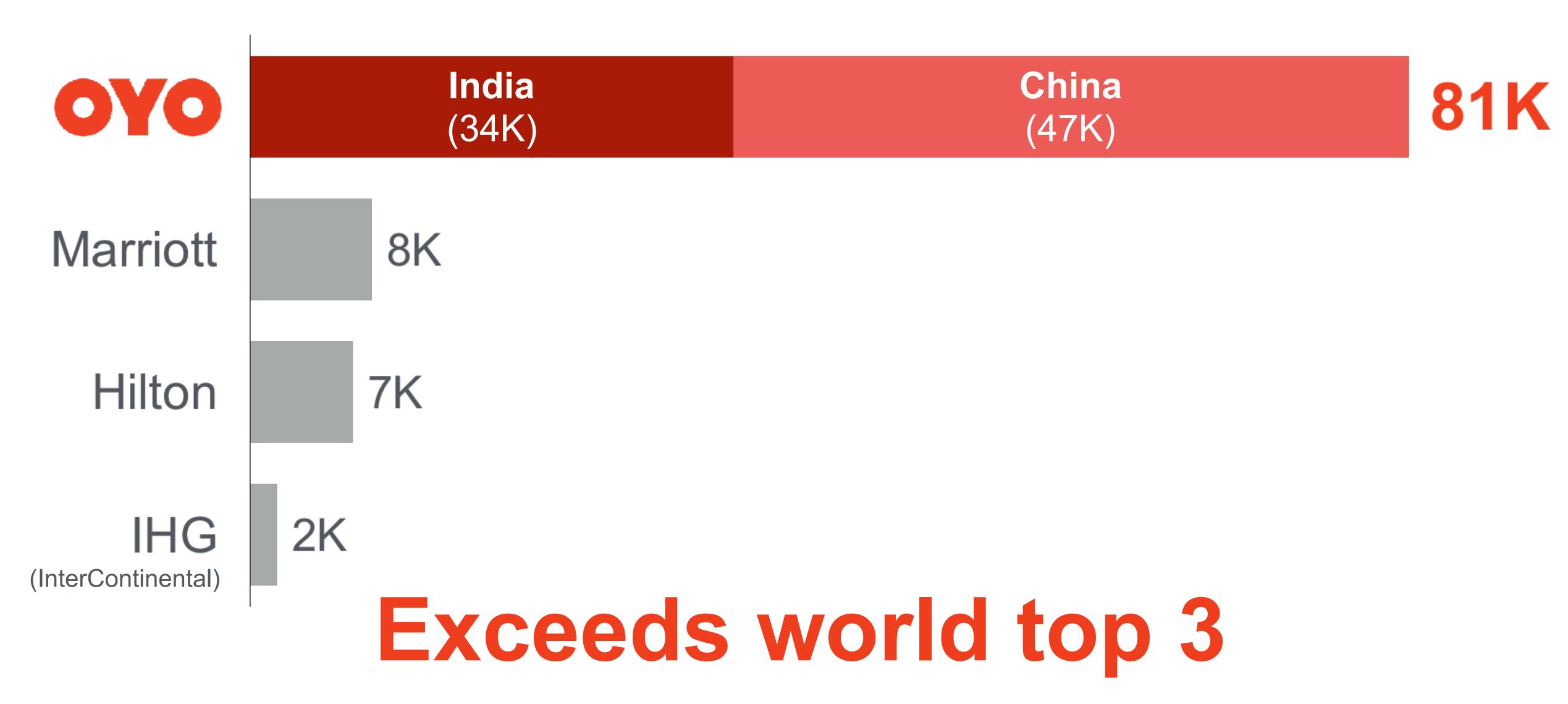


^{*1} Low growth due to Chinese New Year

^{*} Number of rooms: fully-franchised and sellable branded OYO hotels rooms in China.

Net Additions (Rooms in 3 months cumulative)



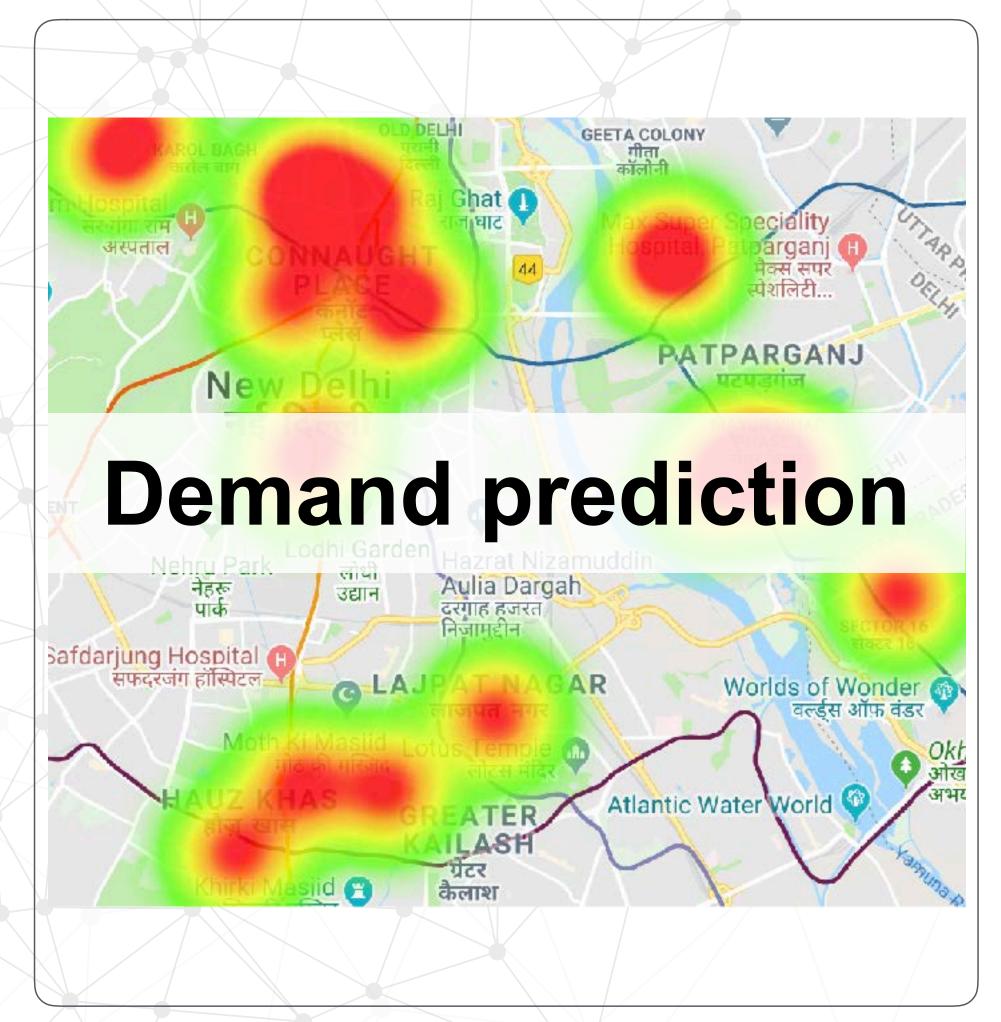


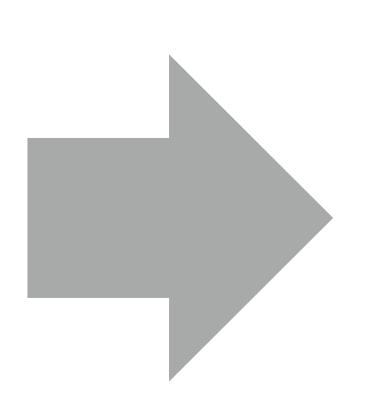
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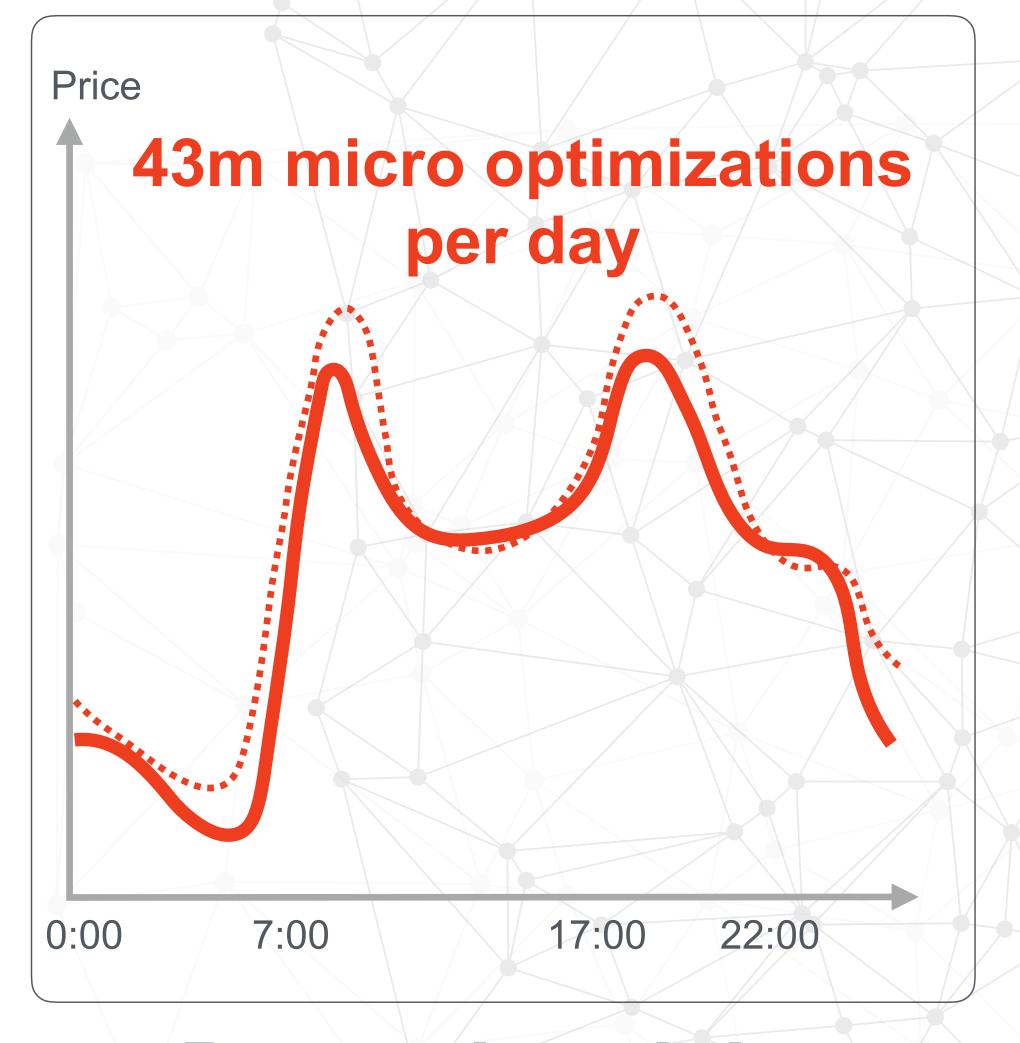
Note: OYO number is for three months from May to July 2018, and other companies' numbers are for three months from January to March 2018 (Source) OYO and companies' disclosure 68

Utilizing Al for Dynamic Pricing









Heat map

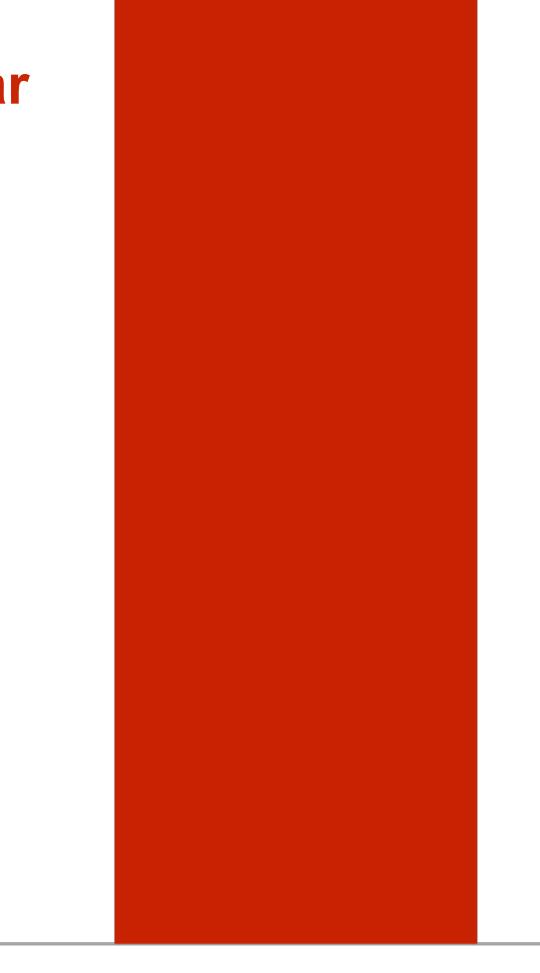
Dynamic pricing

Trucker MAU (Monthly Active Users)





3.1m



China's No.1 freight-truck matching platform



Jun. 2017

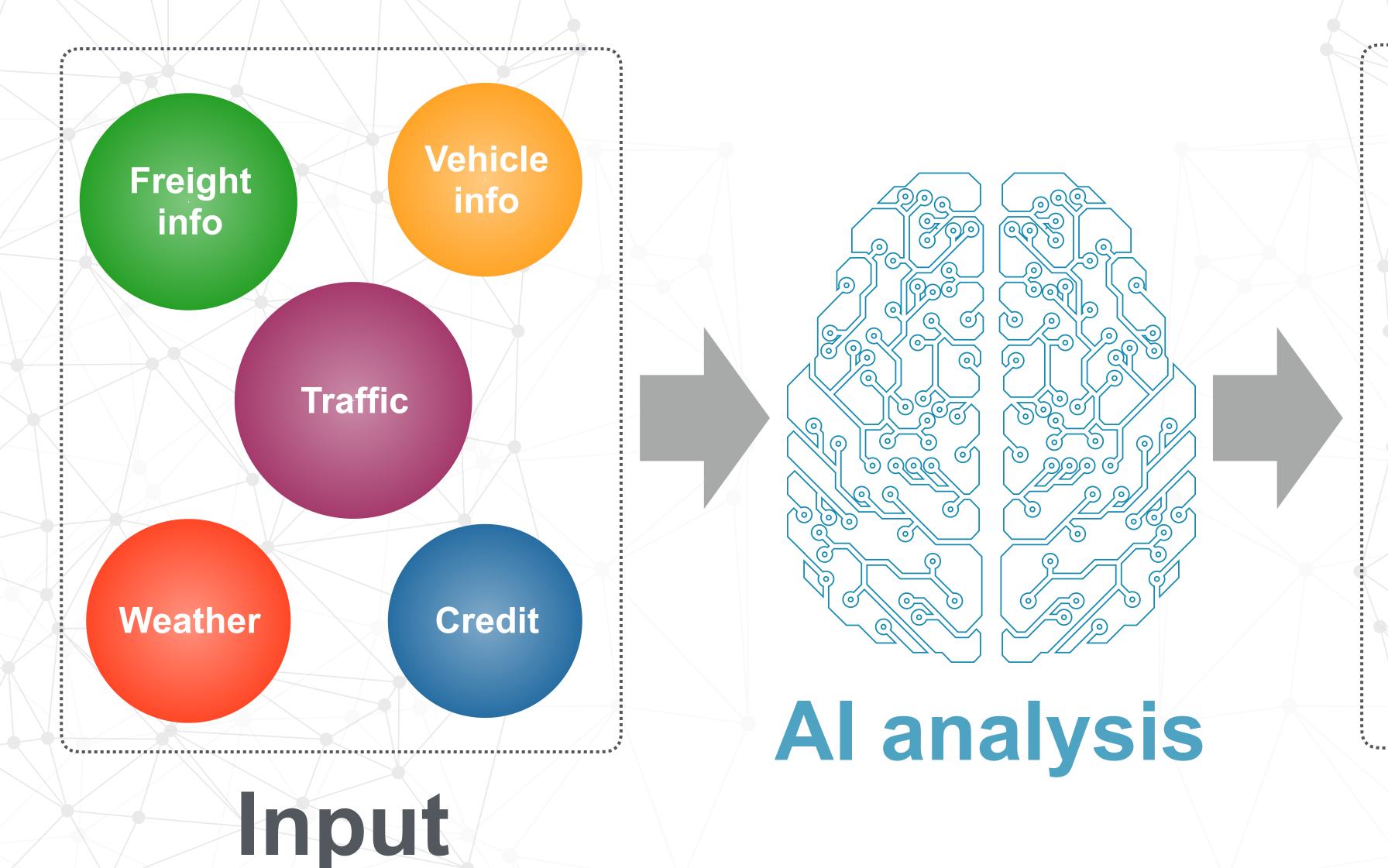
Jun. 2018

^{*1} Trucker MAU: Number of registered and further certified truckers that logged in the services at least once a month

^{*2} Based on number of active truckers (Source) Full Truck Alliance 70

Utilizing Al for Demand Prediction





Matching leadtime optimization

Empty load rate optimazation

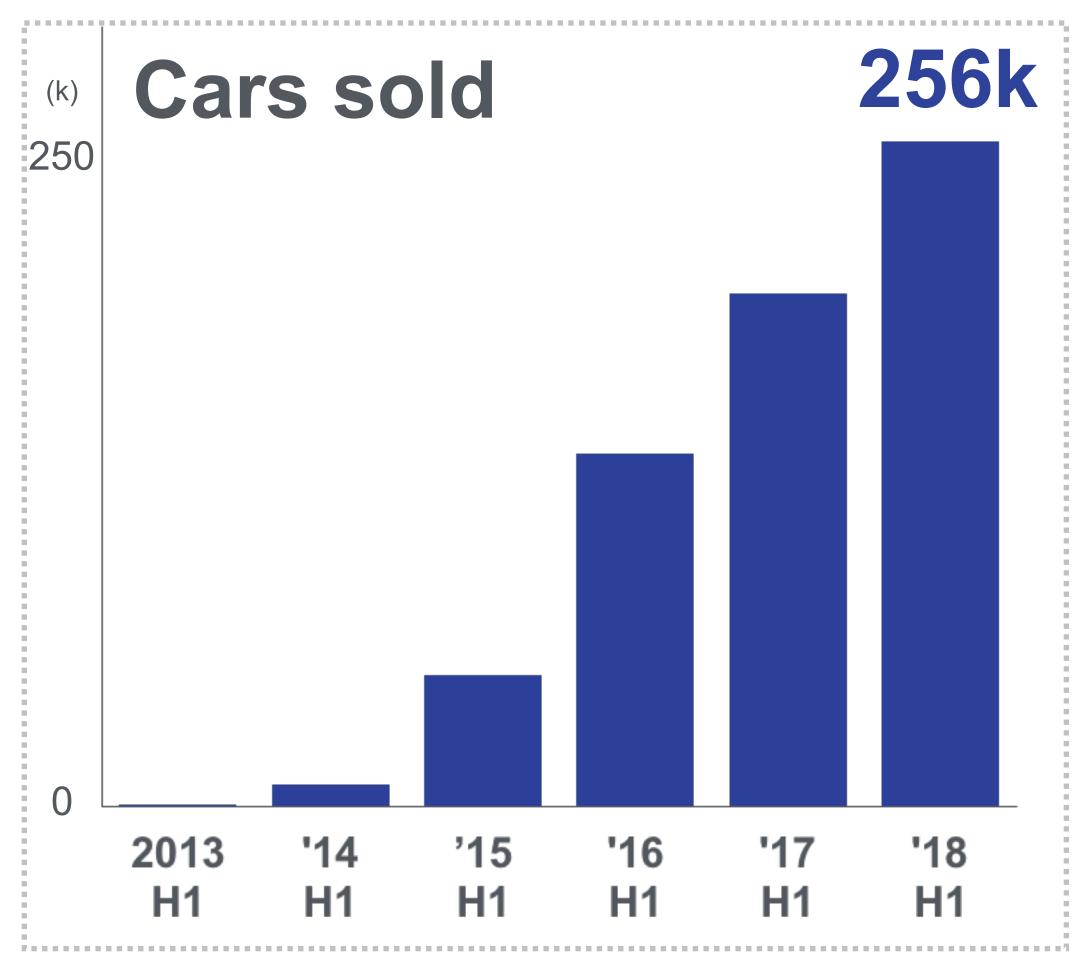
Dynamic pricing

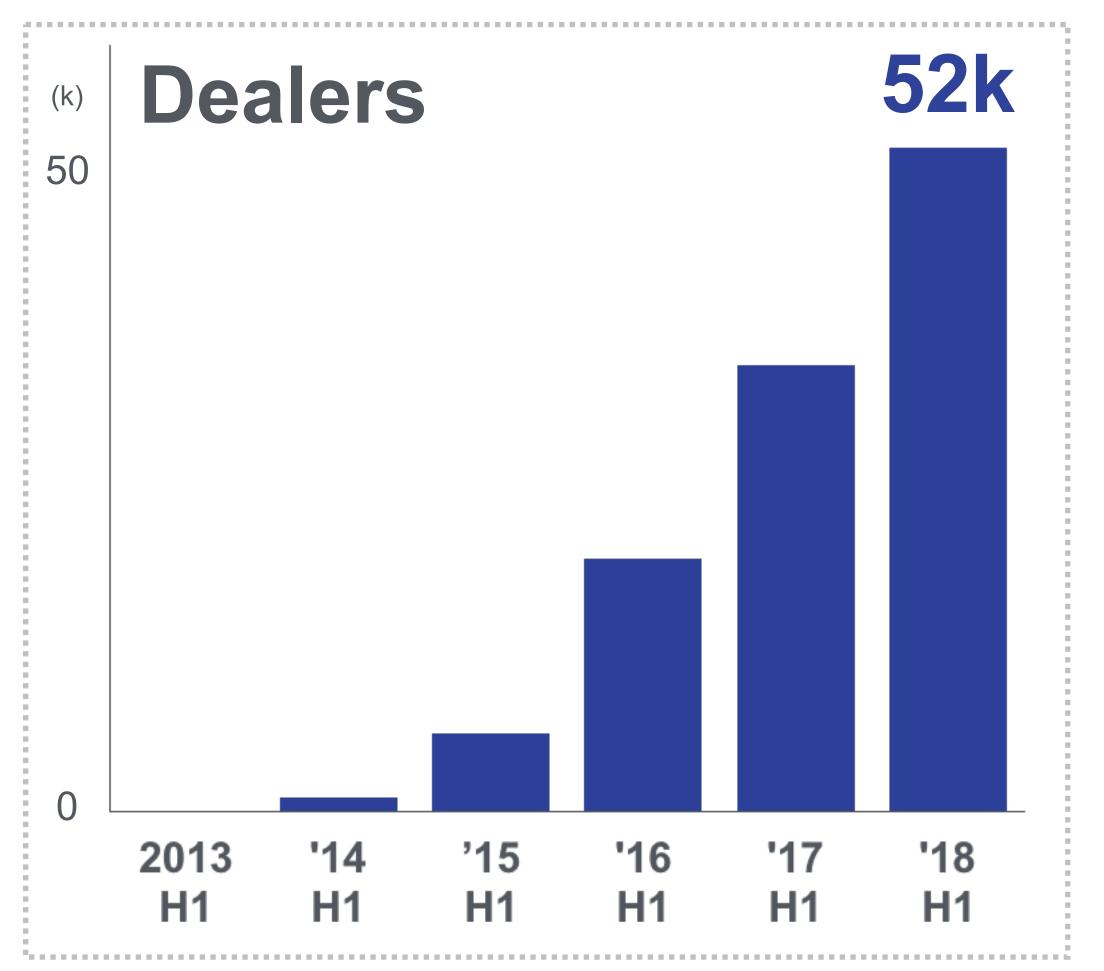
Transaction risk management

Output



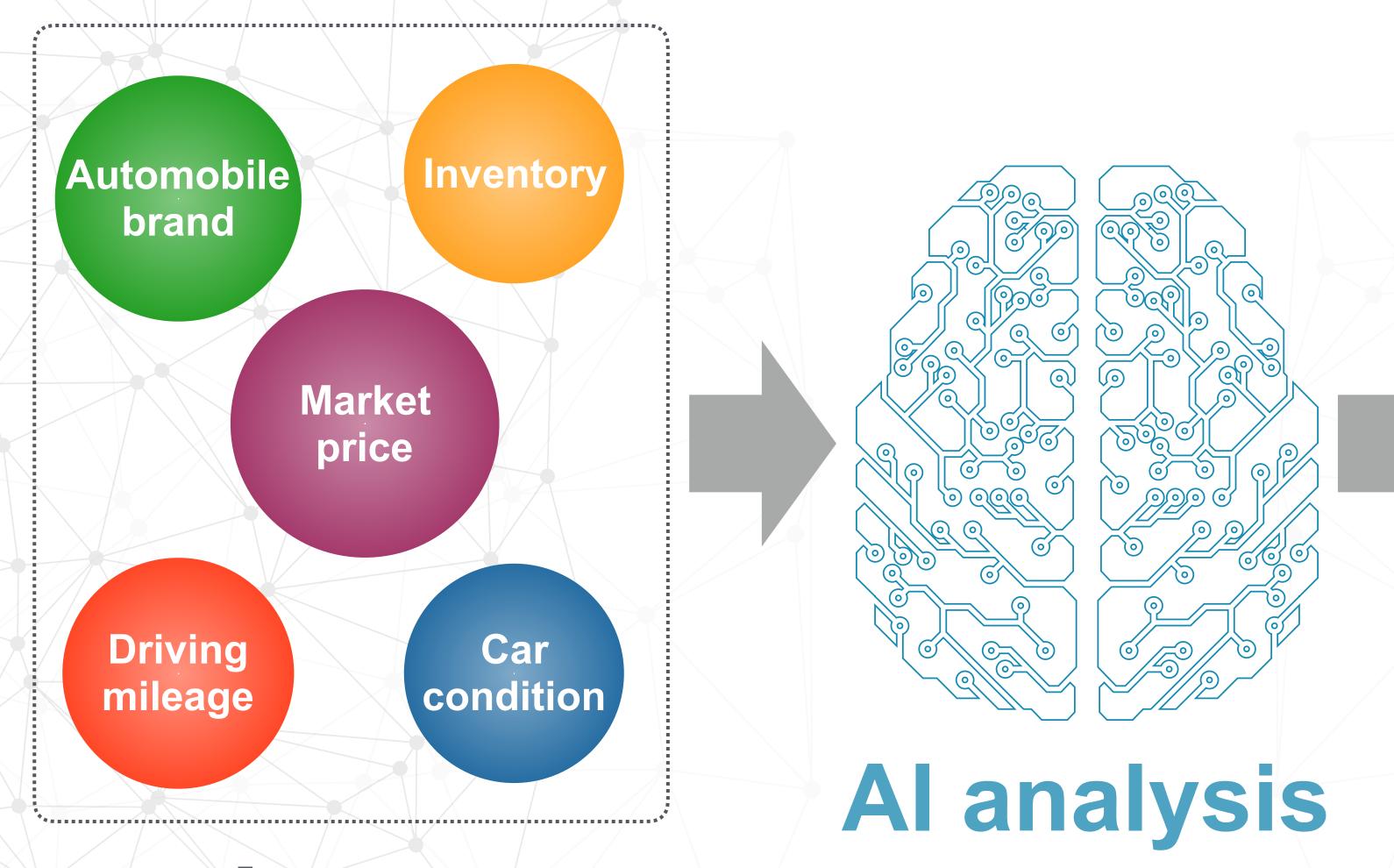
No.1 used car marketplace in Europe





Utilizing Al for Profit Maximization





Residual value forecast

Image recognition assessment

Supply / demand control

Appointment prioritization

Output

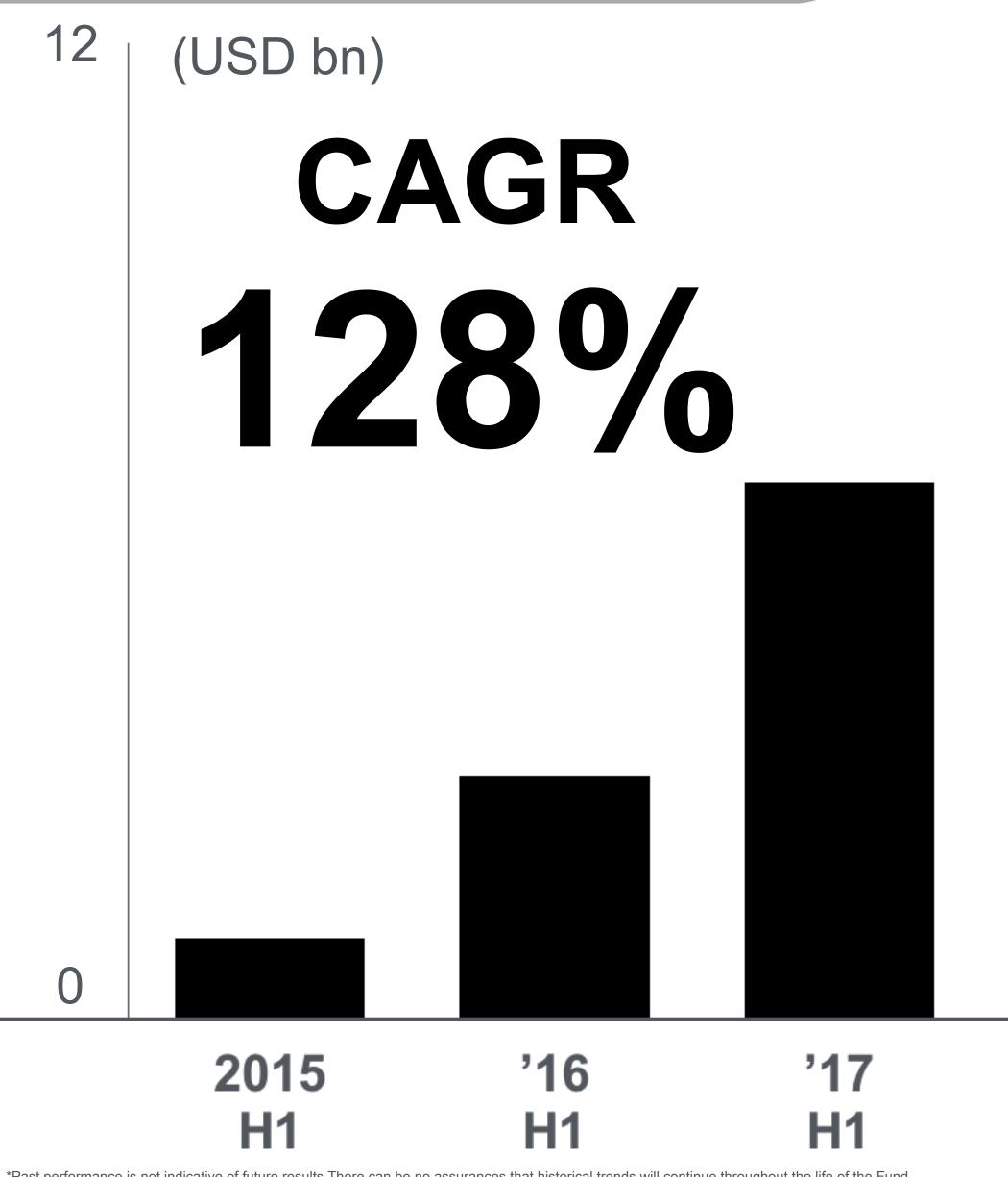
Input

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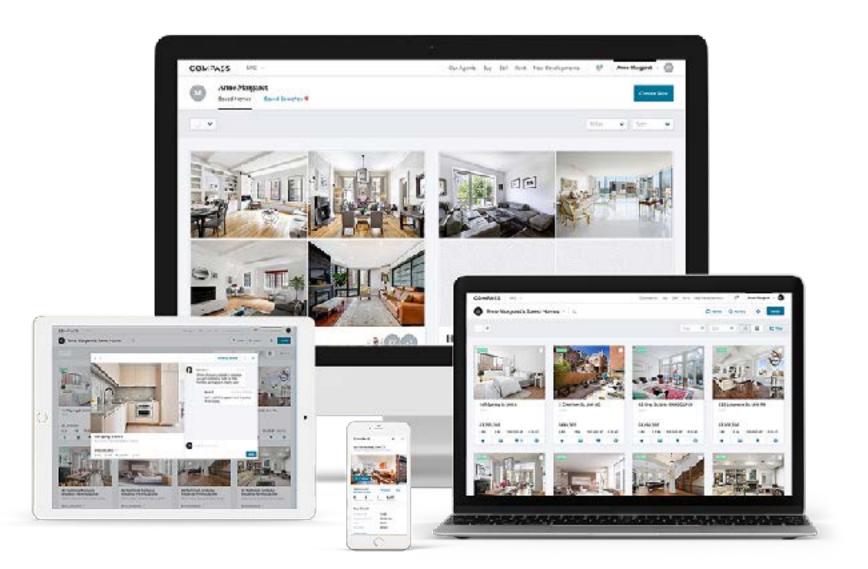
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Transaction Value

COMPASS



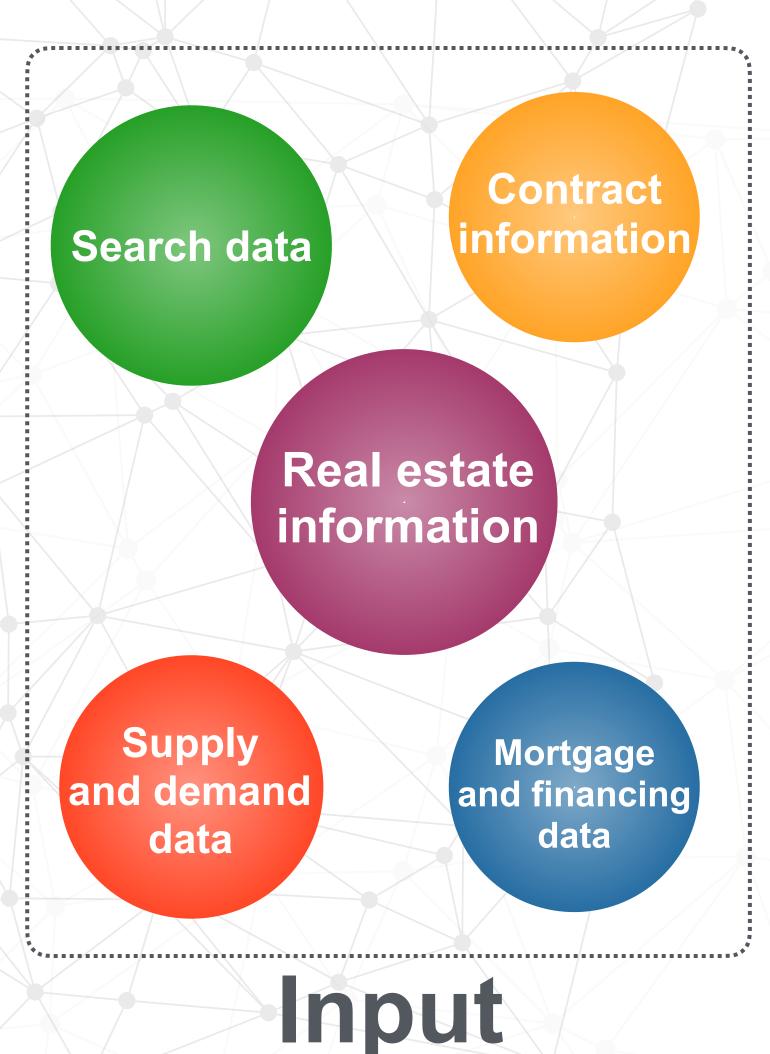
Real estate technology platform

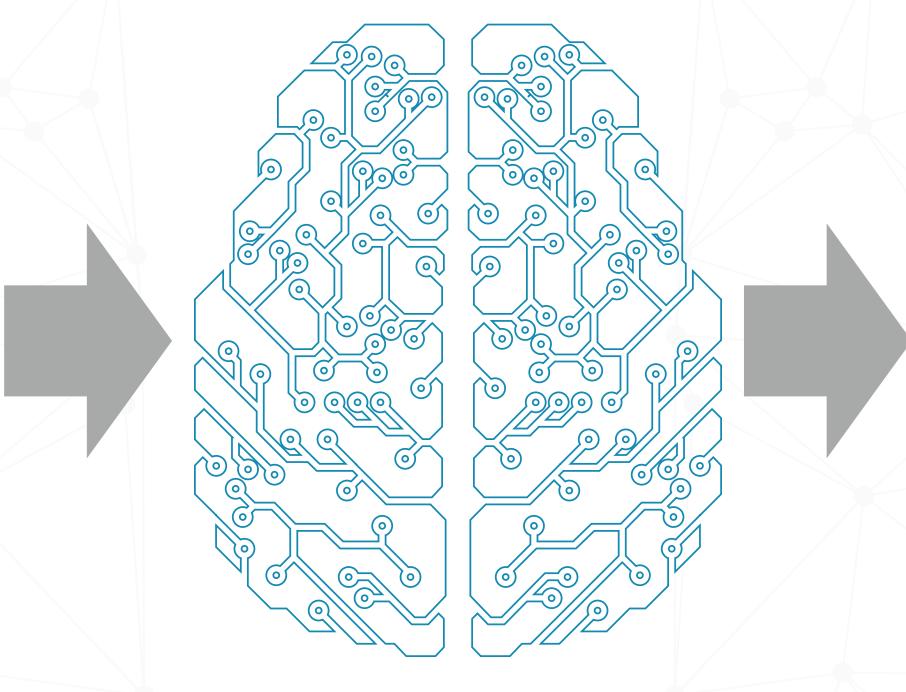


(CY)

Utilizing Al for Efficient Real Estate Sales

COMPASS





Al allaly 515

Predict desirability

Improving valuation estimates

Optimization of marketing

Enhance transaction rate

Output

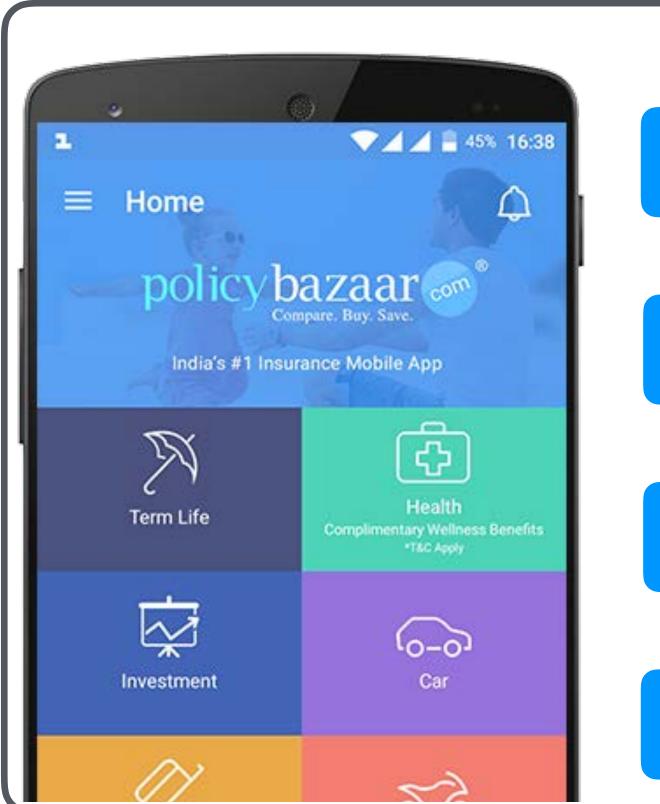
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*Nothing herein should be construed as a recommendation of any investment or security.





Insurers



A

Big data

Chatbot

Mobile apps

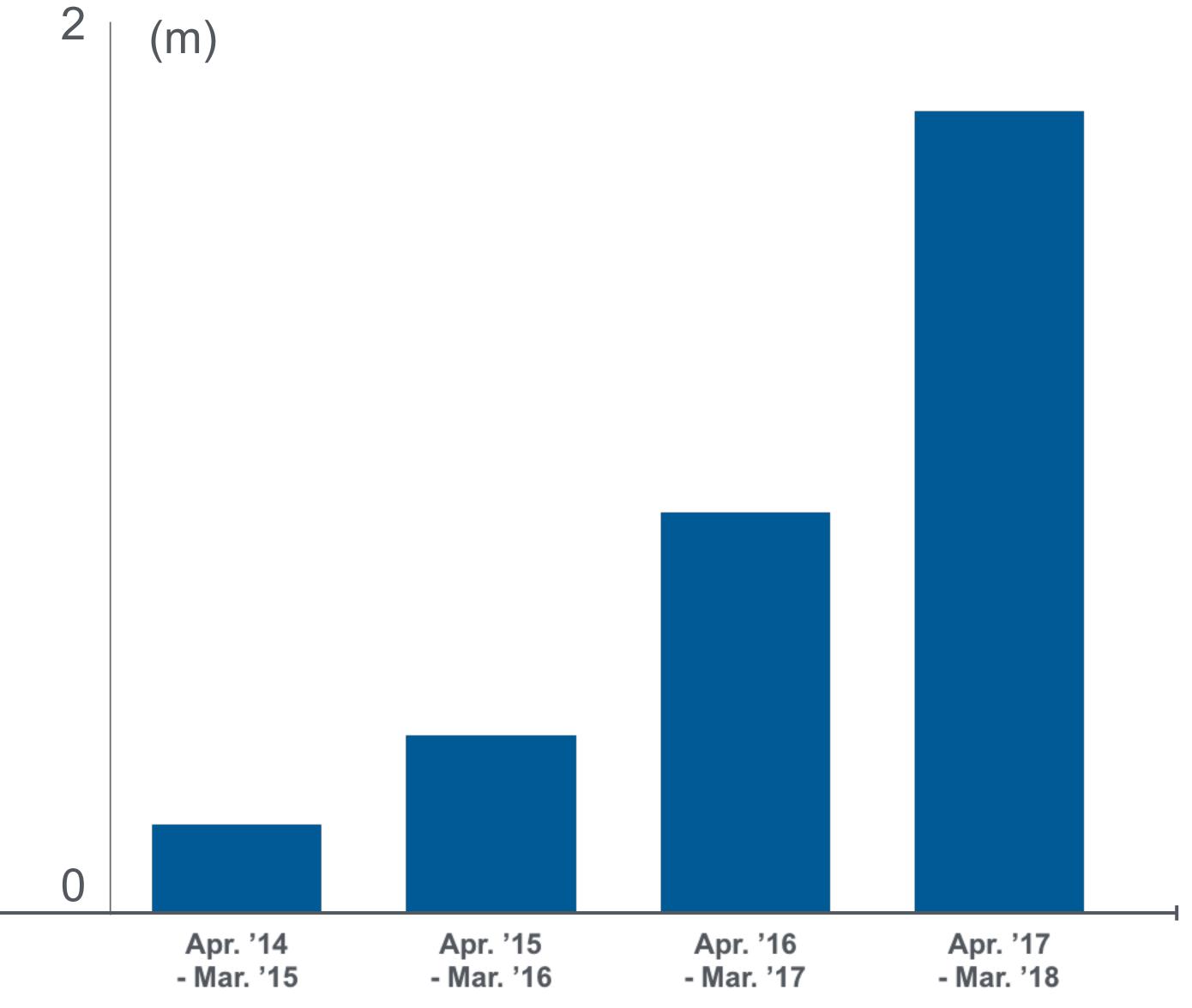


Customers

India's largest digital insurance marketplace

Annual Insurance Transactions





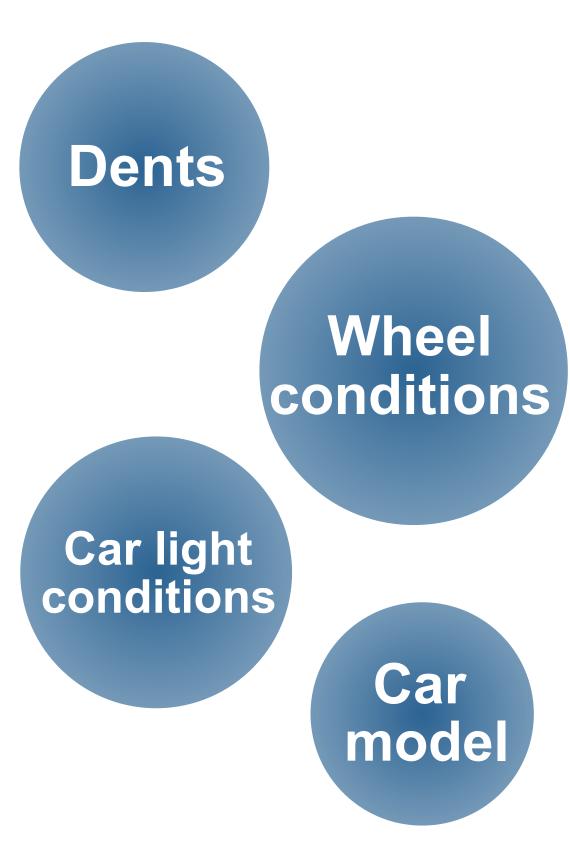
CAGR
4080/6



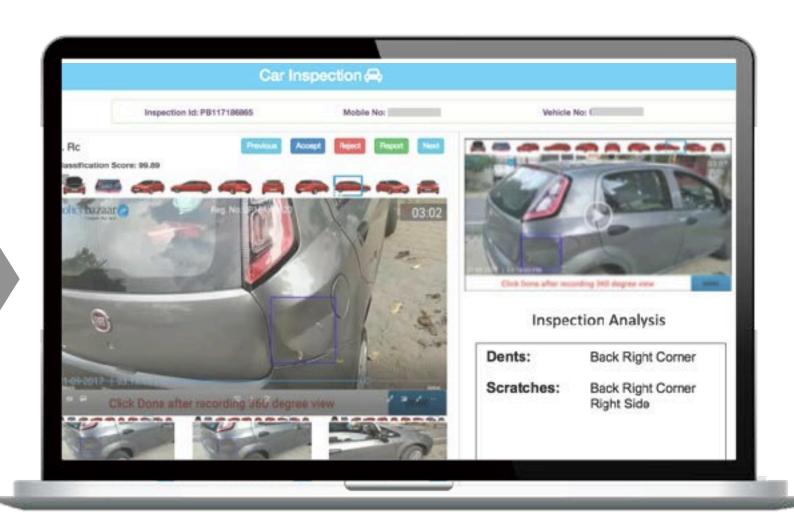
Utilizing AI for Car Inspection before Insurance Subscription











Reduced inspection time from

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3 days to 3 hours

These videos linked herein are provided for illustrative purposes only and are not meant to be advertisements for the sale of PolicyBazaar or as a recommendation for an investment in securities of PolicyBazaar.

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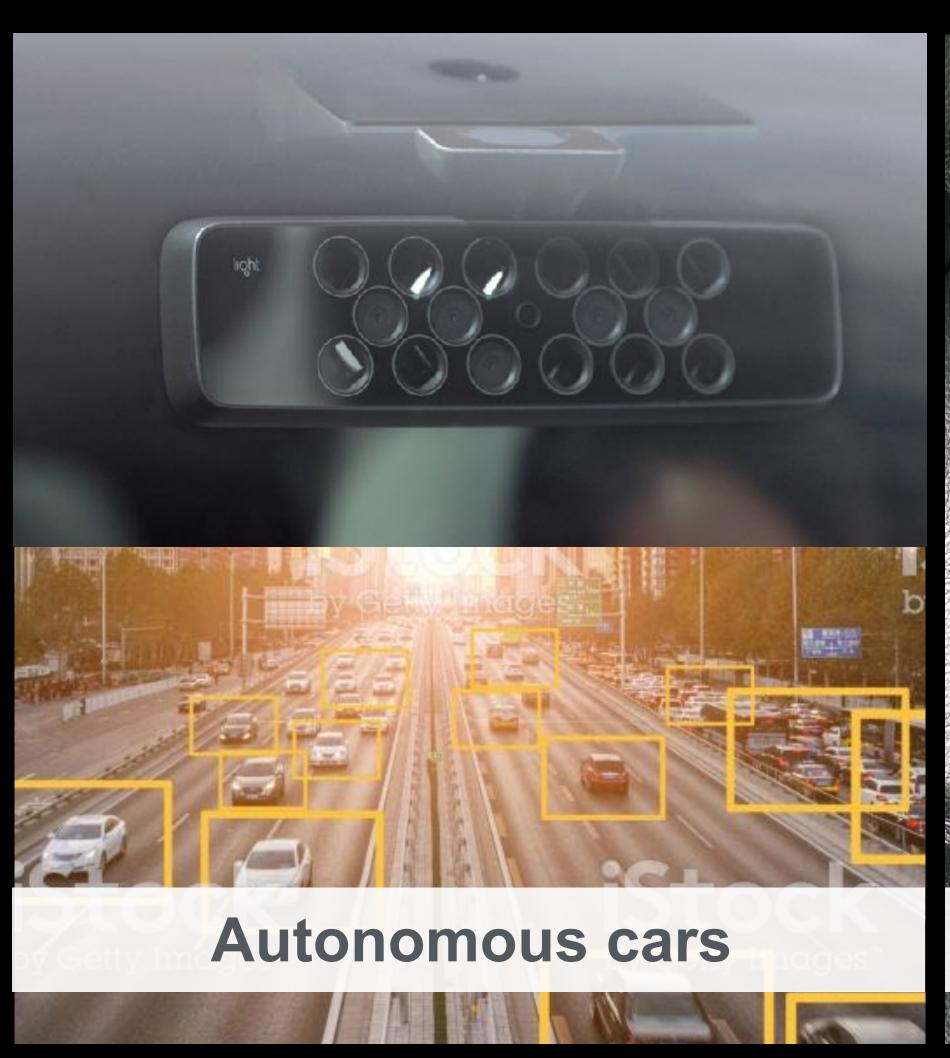
(Source) policybazaar.com 78

World's cutting-edge computational imaging platform



Various Applications











Utilizing Al for 3D Spatial Perception





Intelligent algorithms

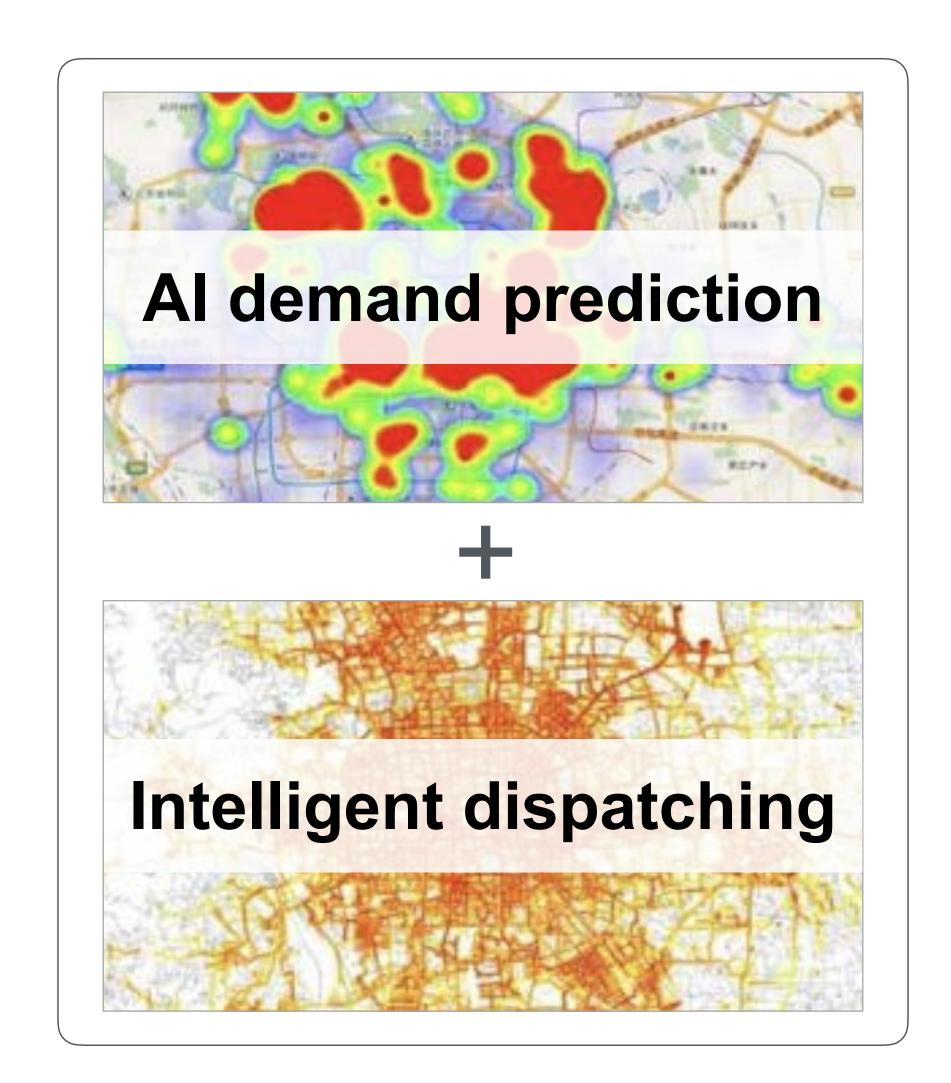


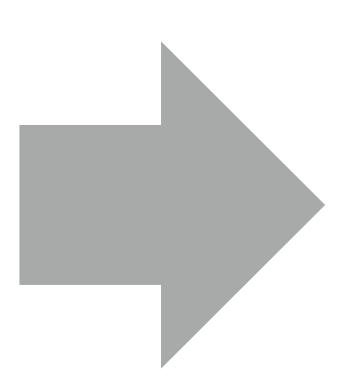
Enhance spatial perception technology

SoftBank Group Corp.'s ride-sharing portfolio

Utilizing Al for Dynamic Pricing





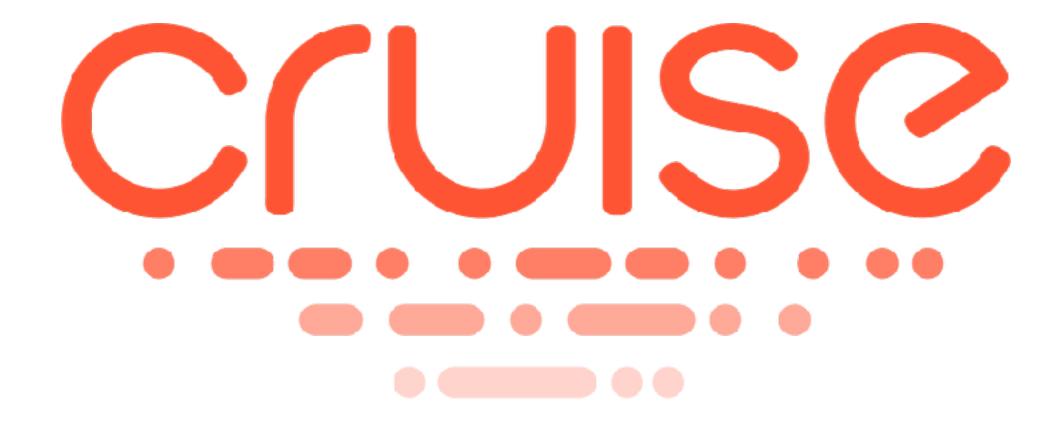




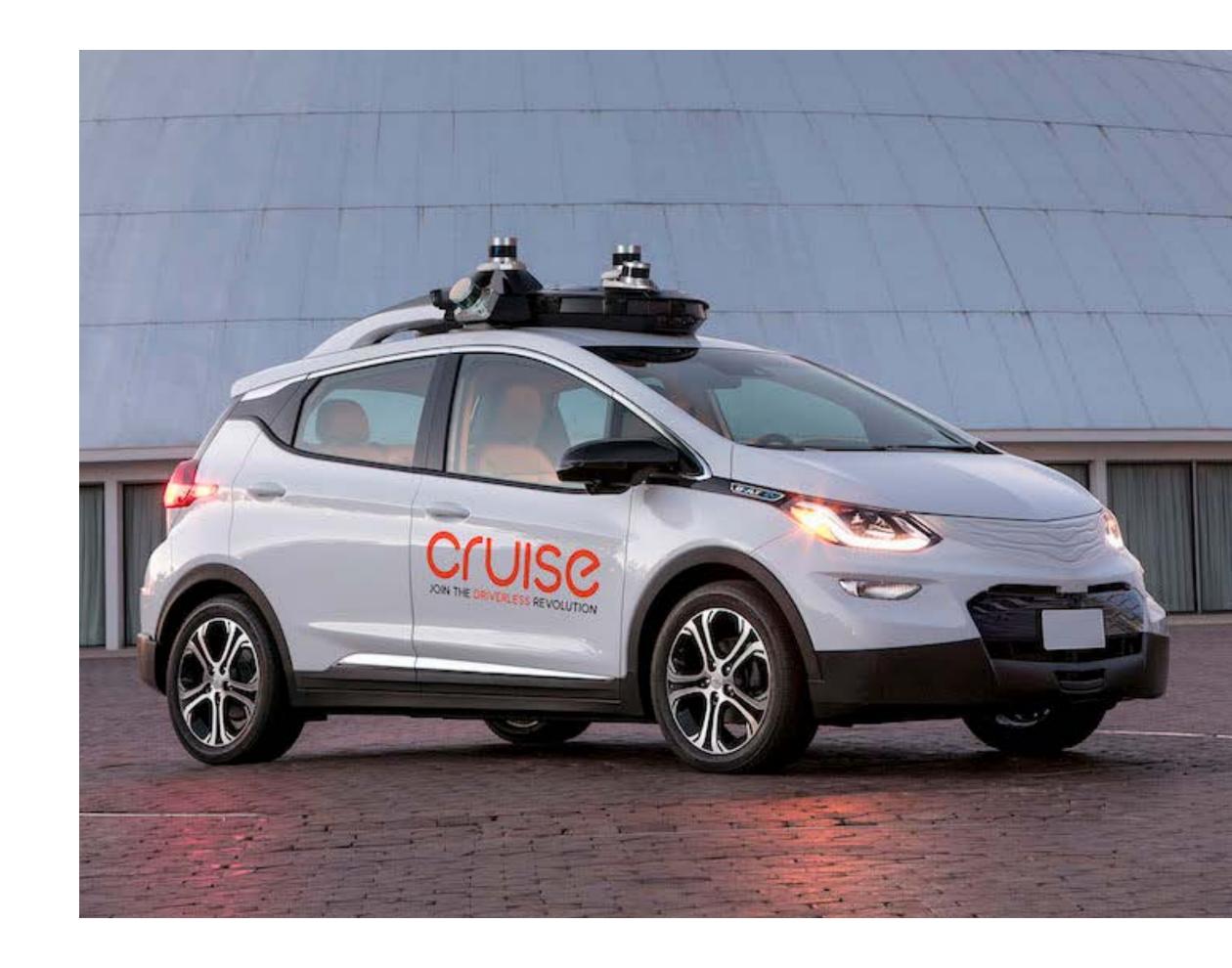
Dispatch algorithm

Dynamic pricing

Utilizing Al for Demand Prediction 八大处公园 13 6 ted herein was prepared by DiDi. None of SBG, the Fund, the general par mation and are under no obligation to update the information. ertisements for the sale of DiDi or as a recommendation for an investment contained herein is provided for illustrative purposes only. The information pre BIA make any representation regarding the accuracy or completeness of the ked herein are provided for illustrative purposes only and are not meant to be of the Fund or



We believe Al will drive more safely and efficiently than humans

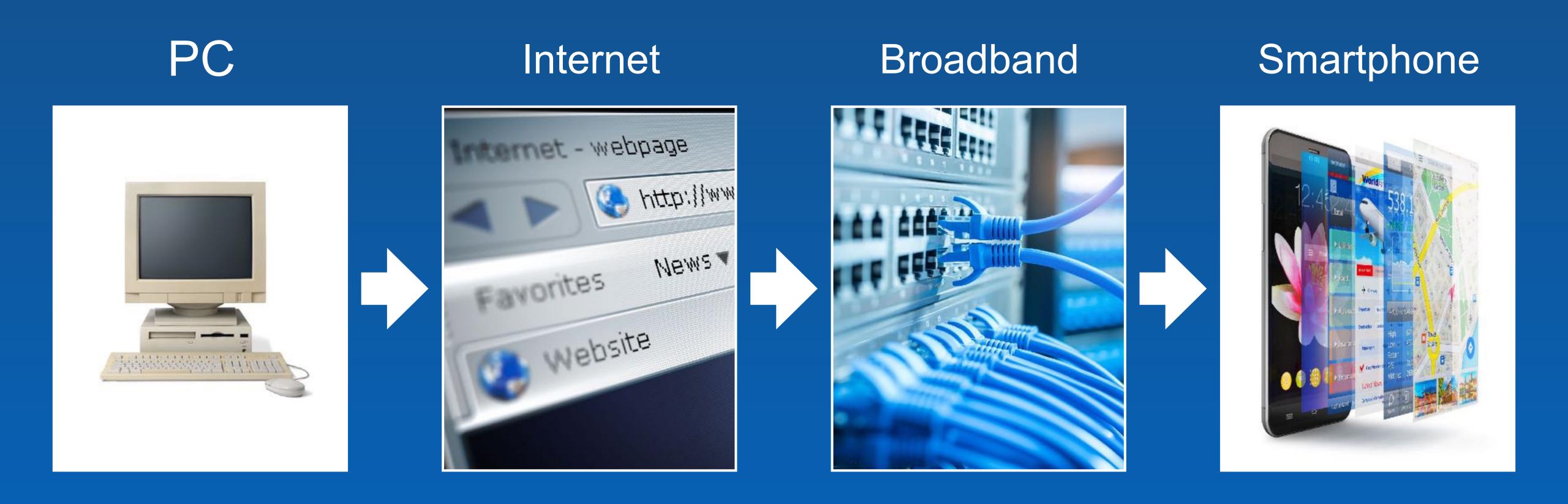




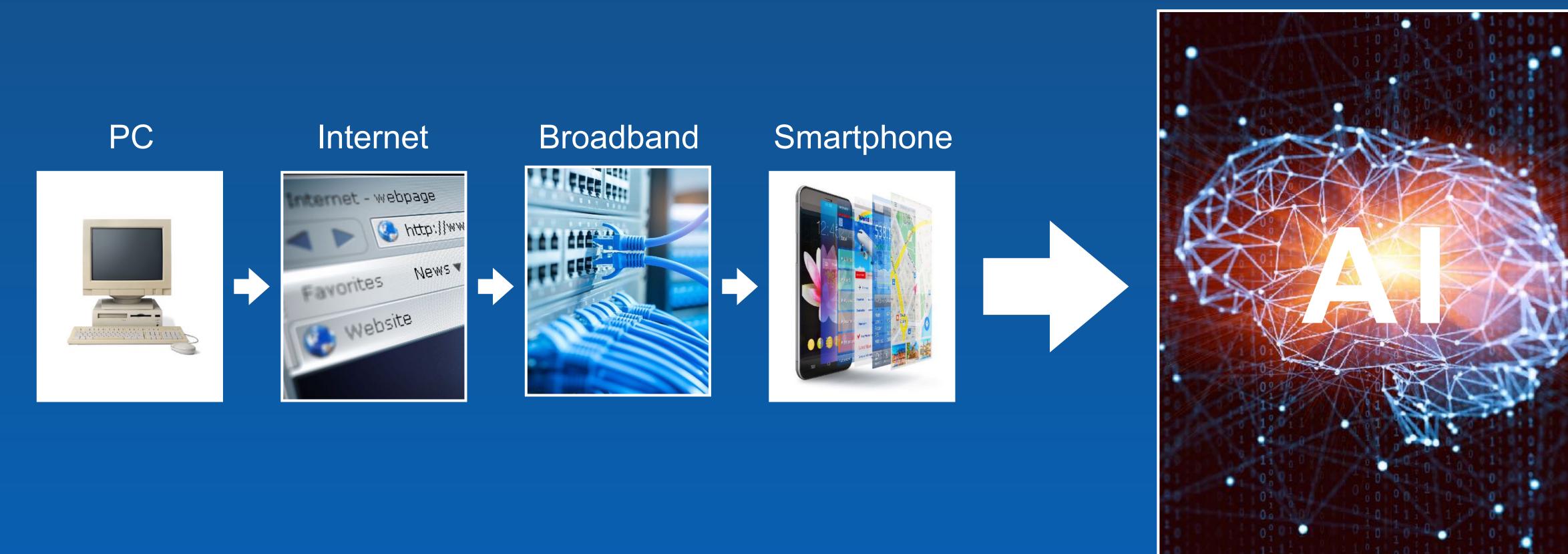




Growth Strategy of SoftBank

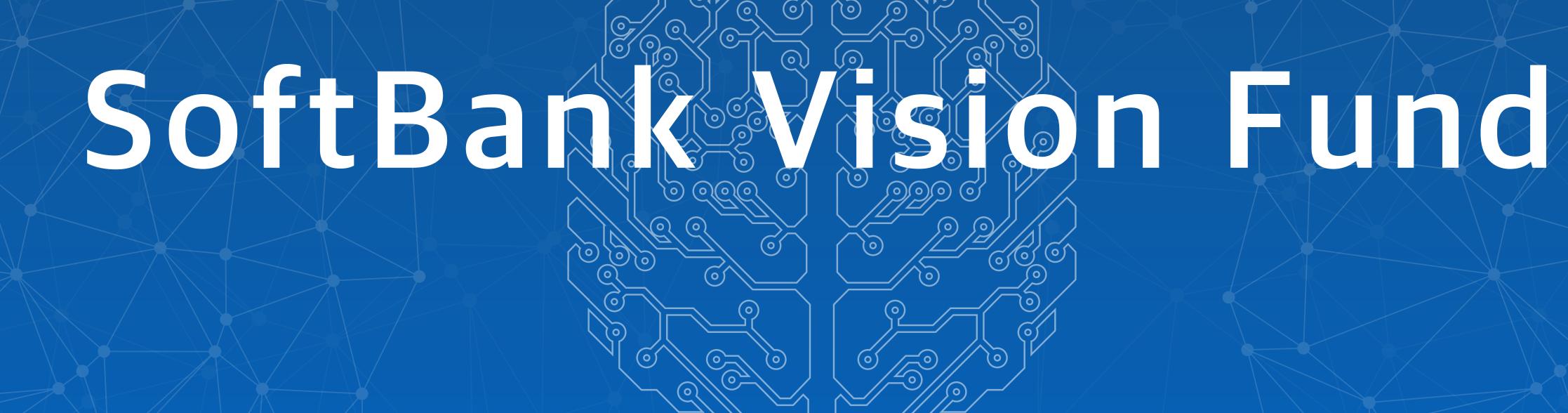


Evolve as trend changes



Mainstream of Information Revolution is shifting to Al

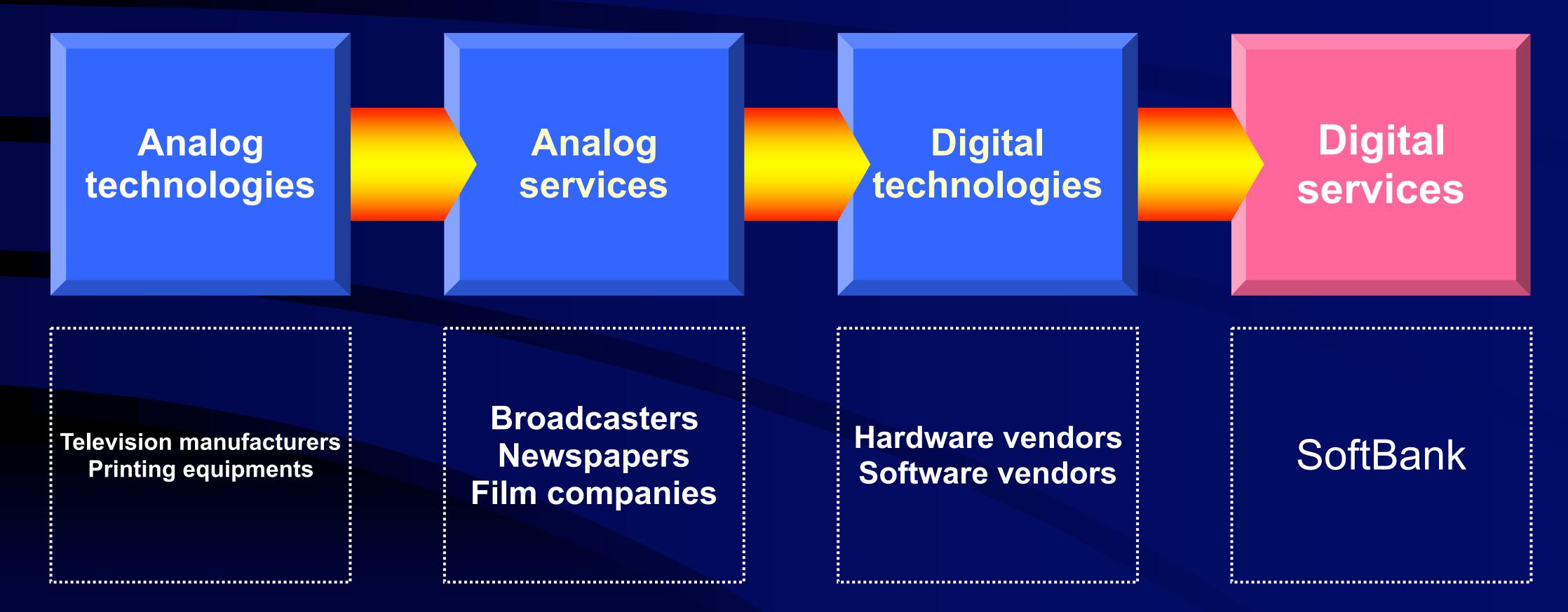




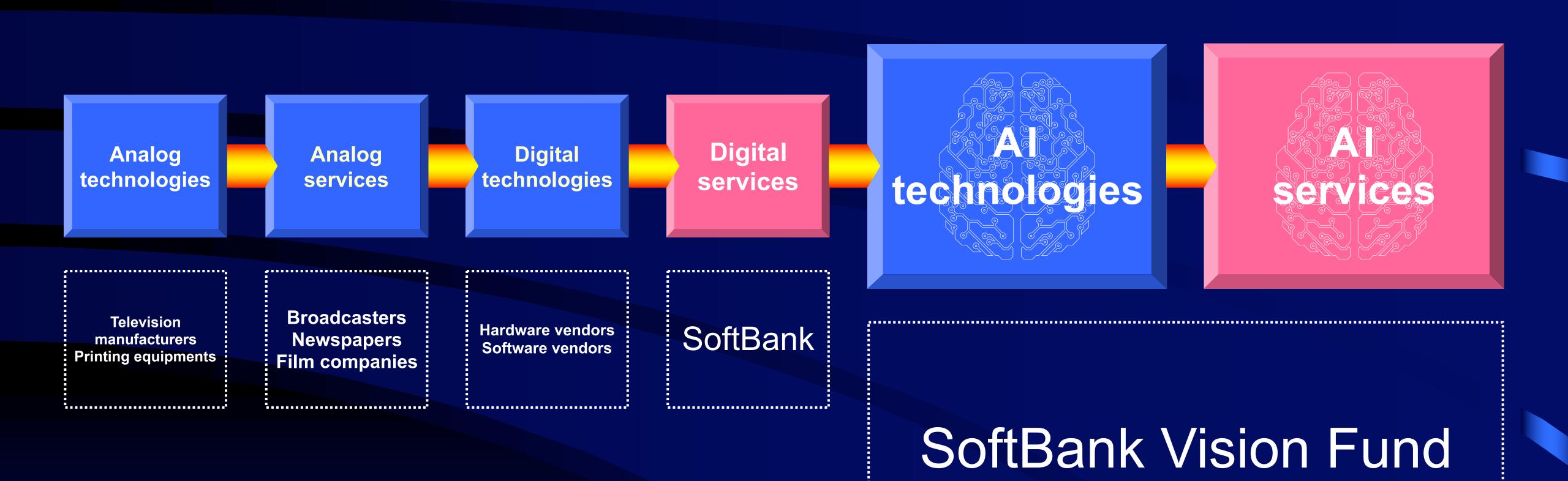
Growth strategy for Al era

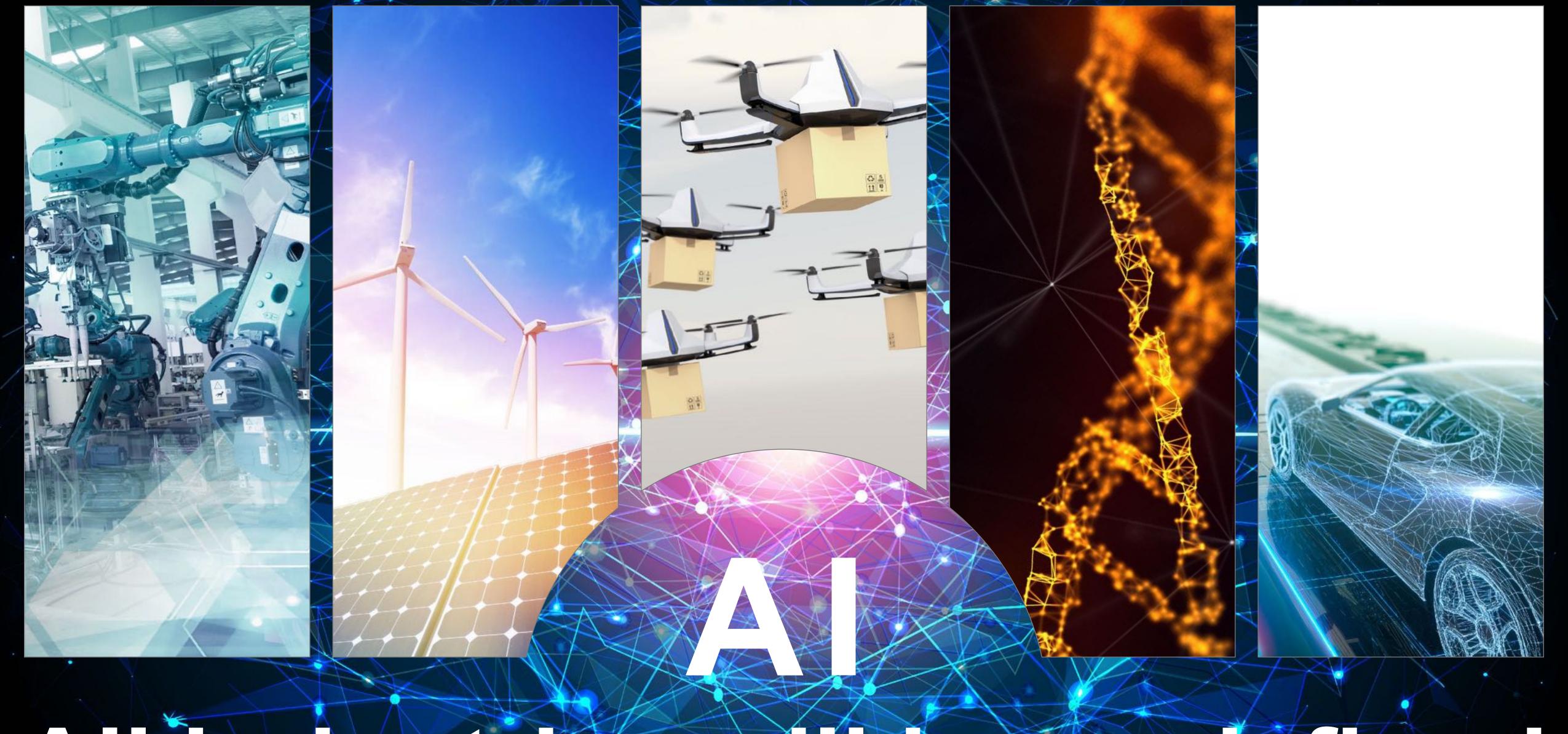
Four Stages of Information Industry Evolution

Presentation material for our extraordinary shareholders meeting (February 10, 1999)

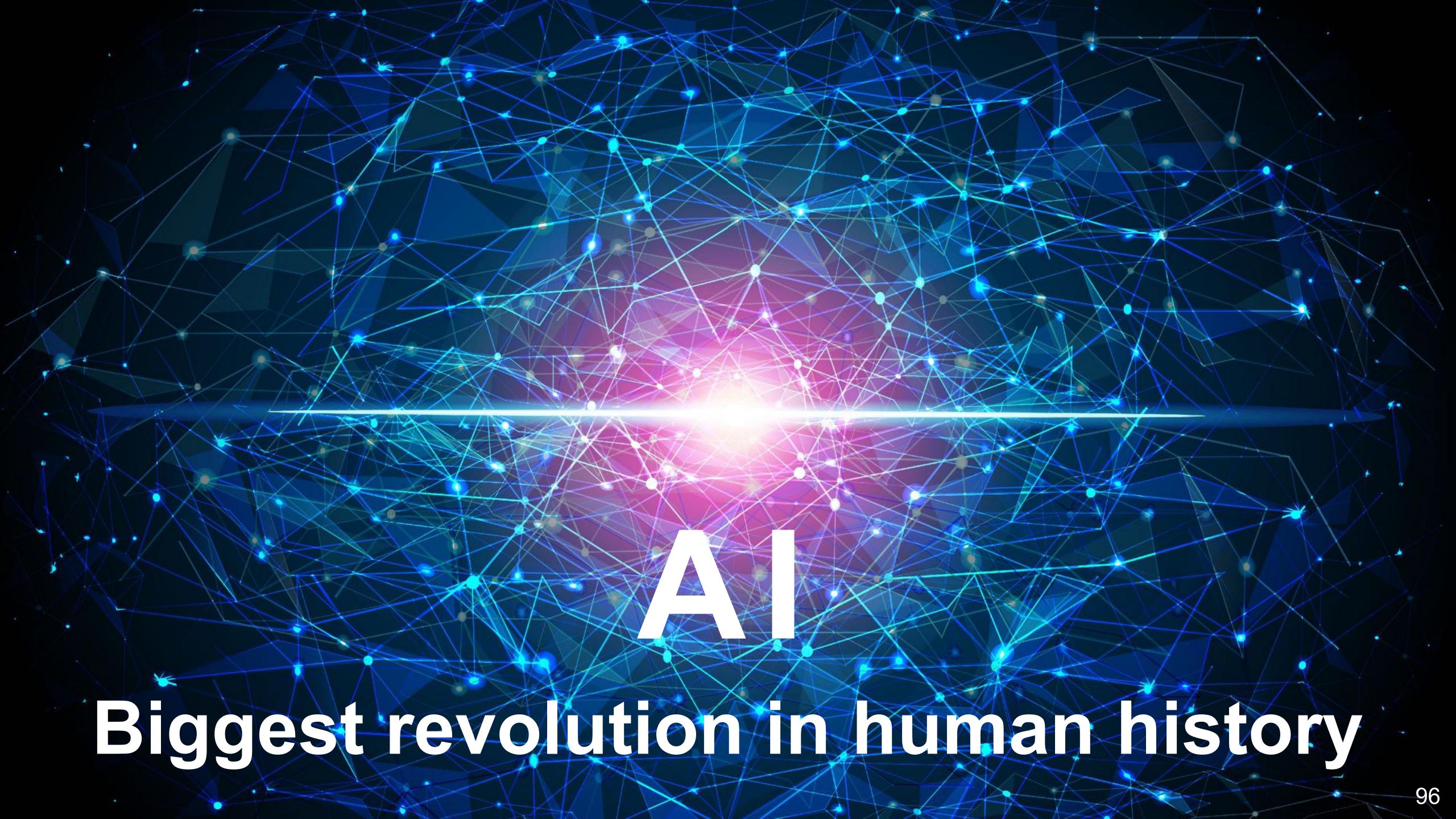


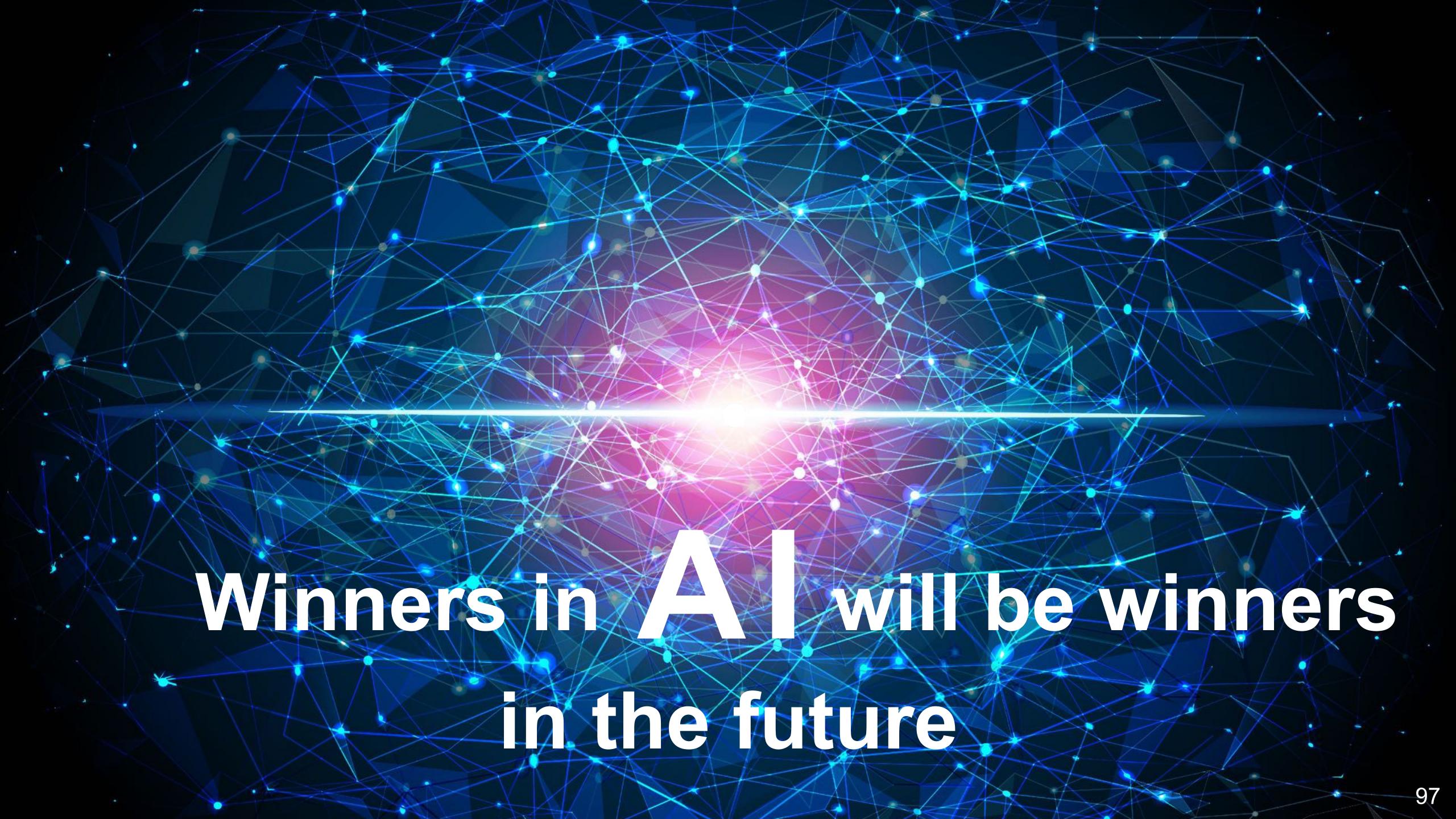
Six Stages of Information Industry Evolution



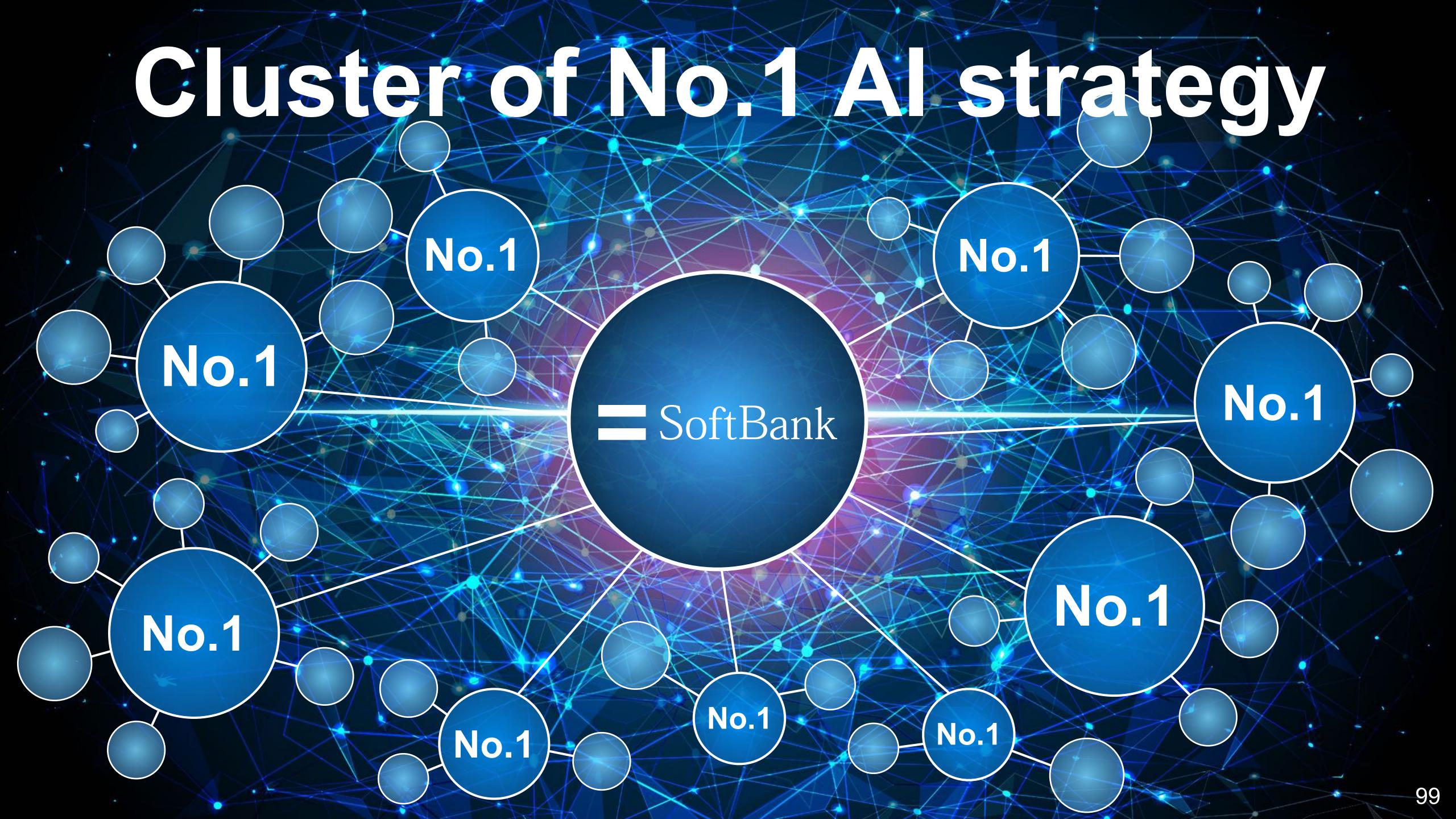


All industries will be re-defined









Organization that keeps growing for 300 years