



**Earnings Results
for the 6-month Period
ended September 30, 2018**

November 5, 2018

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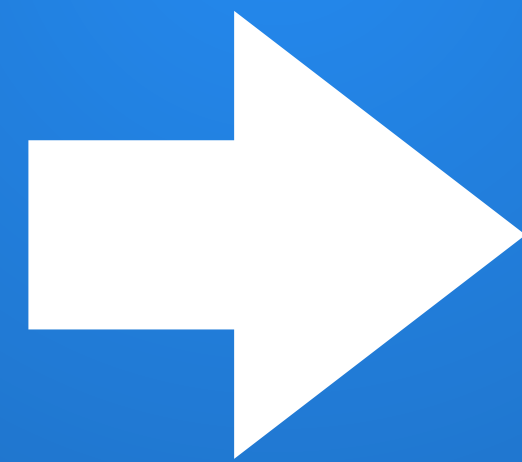
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SoftBank 2.0

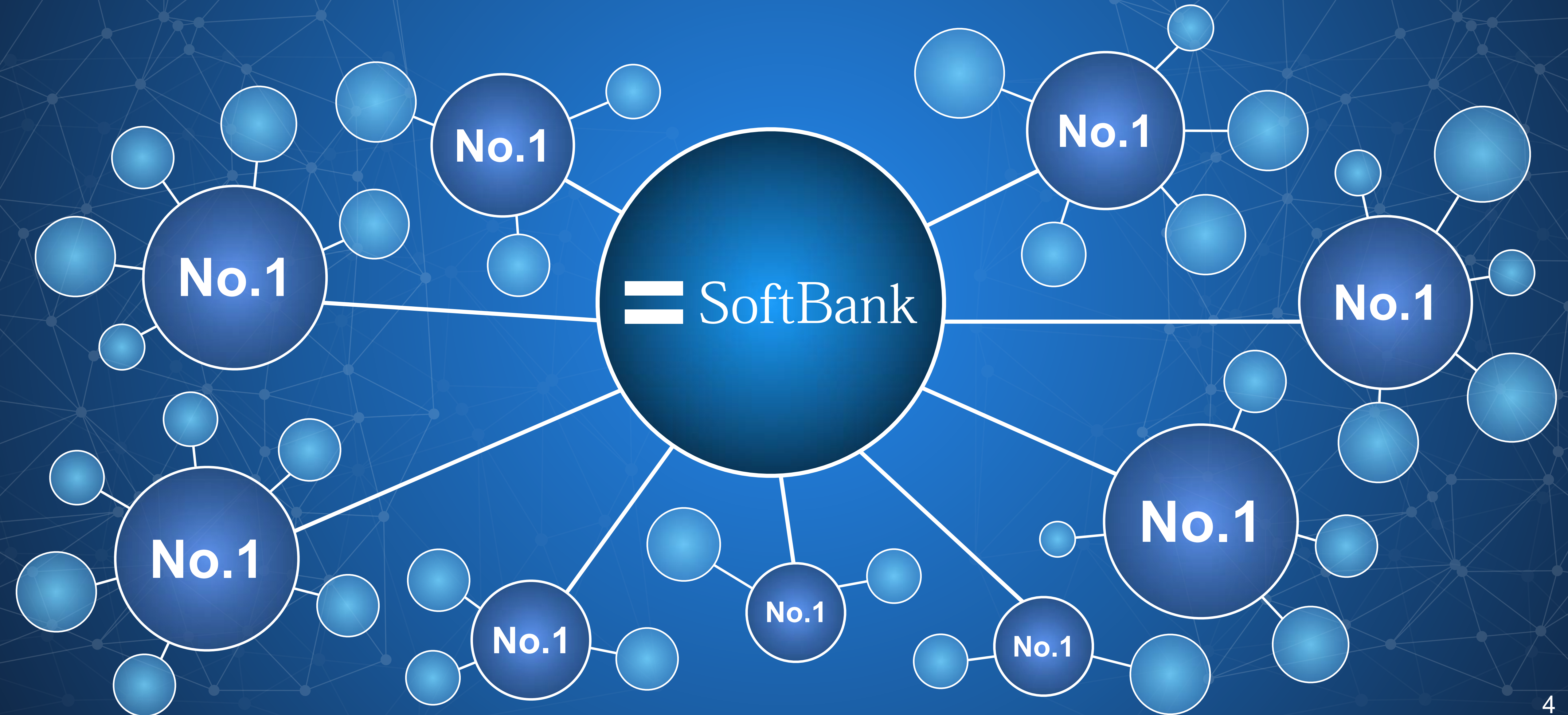
SoftBank 2.0

**Telecom
Business**



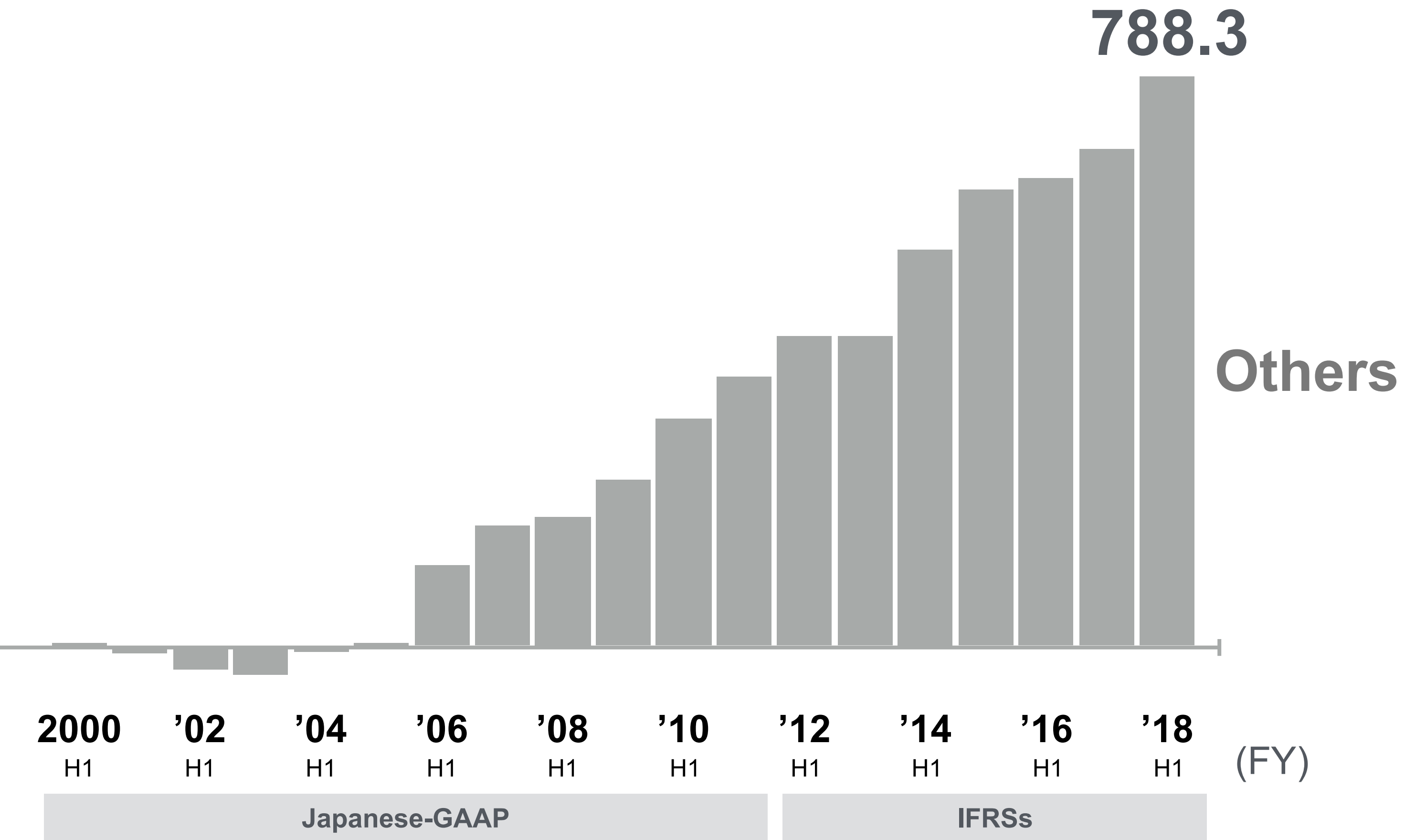
**Strategic
Holding
Company**

Cluster of No.1 Strategy Accelerating Growth



EBIT

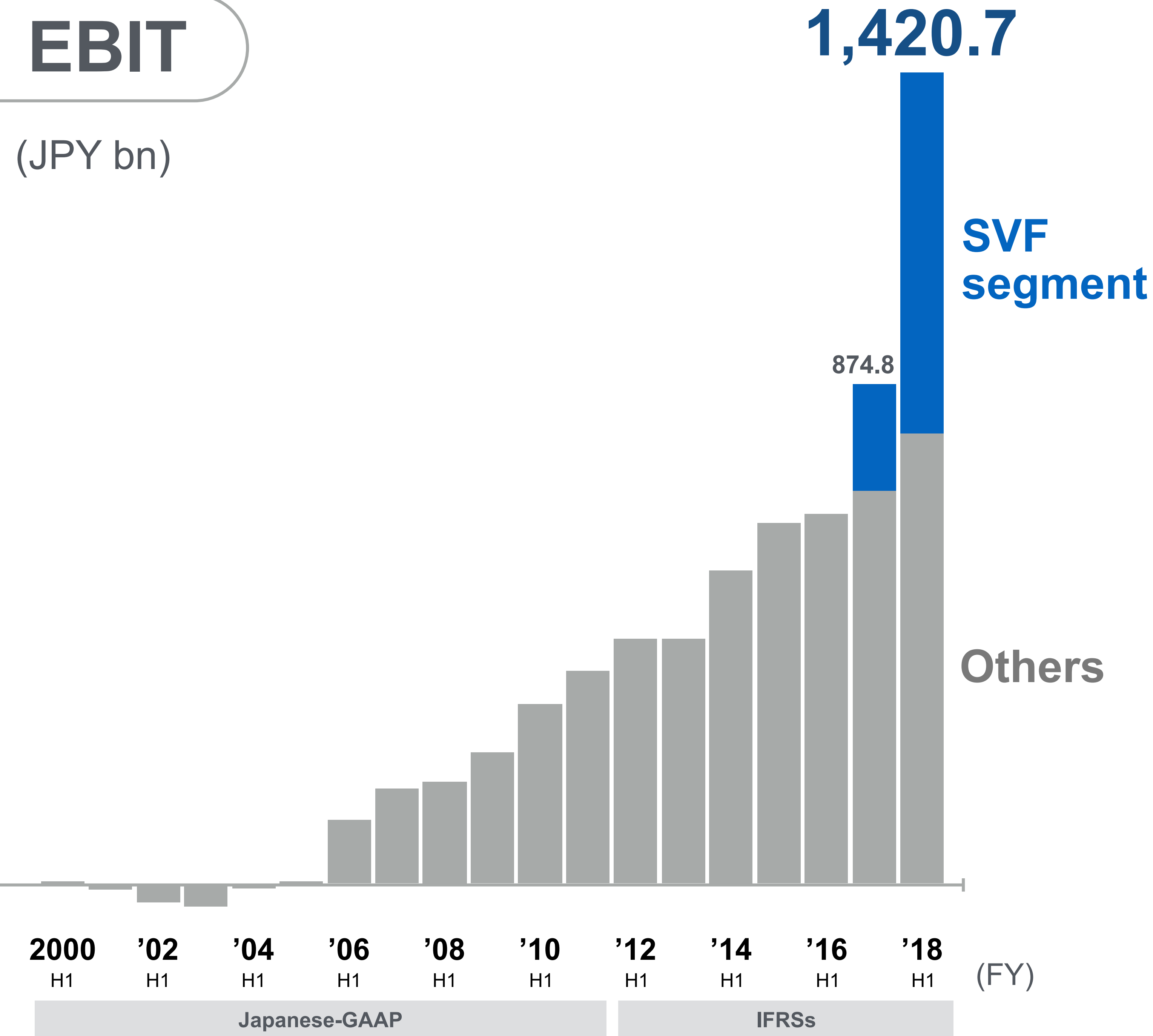
(JPY bn)



FY18 H1 includes new standards after applications of No. 9 and No.15 of IFRS
FY2013-14: excluding impact of GungHo & Supercell

EBIT

(JPY bn)



Up 62%

FY18 H1 includes new standards after applications of No. 9 and No.15 of IFRS
FY2013-14: excluding impact of GungHo & Supercell
SVF: SoftBank Vision Fund and Delta Fund

 SoftBank

Consolidated
Results



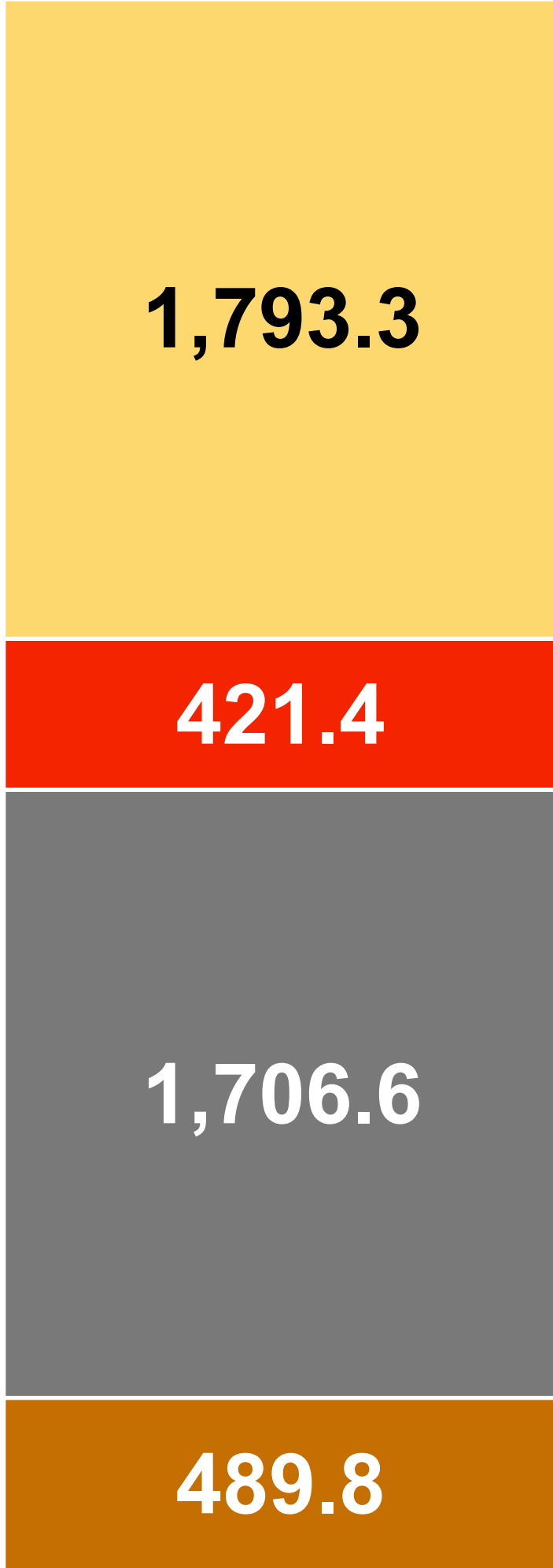
Consolidated Results

(JPY bn)

	FY17 H1	FY18 H1	Change	YoY
Net sales	4,411.1	4,653.9	+242.8	+6%
EBIT	874.8	1,420.7	+545.9	+62%
Net income	102.6	840.1	+737.5	+719%

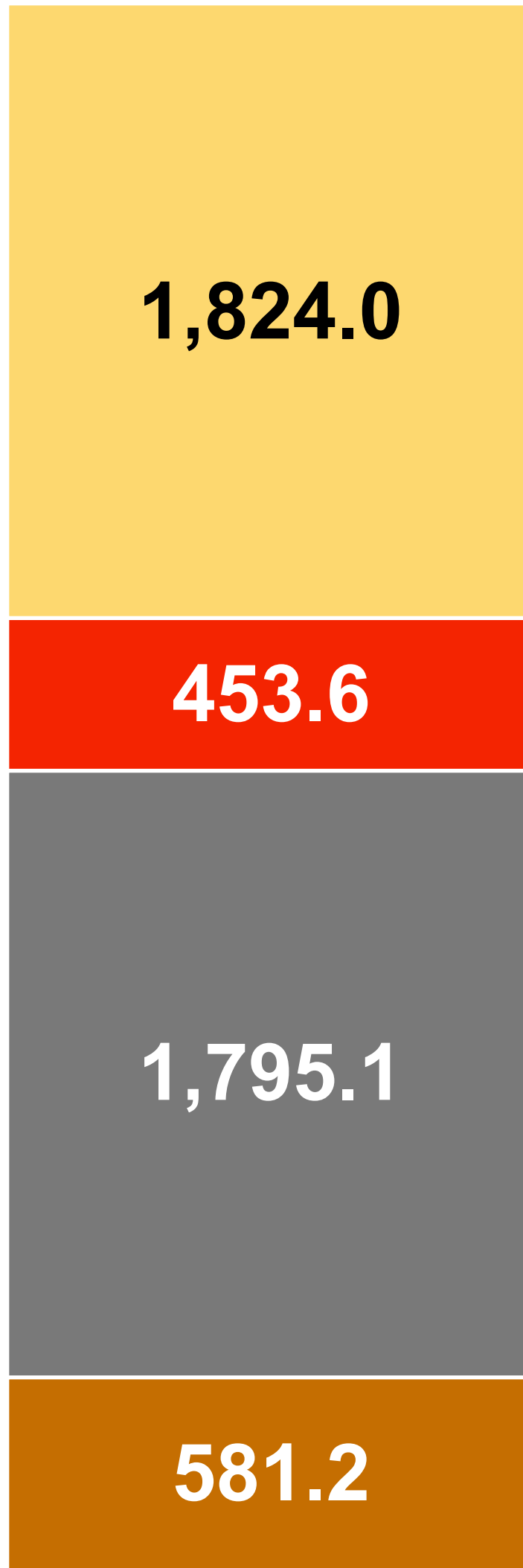
Net Sales

(JPY bn) 4,411.1



FY17 H1
(Previous standards)

4,653.9



FY18 H1
(New standards)

Sprint

Yahoo Japan

SoftBank segment

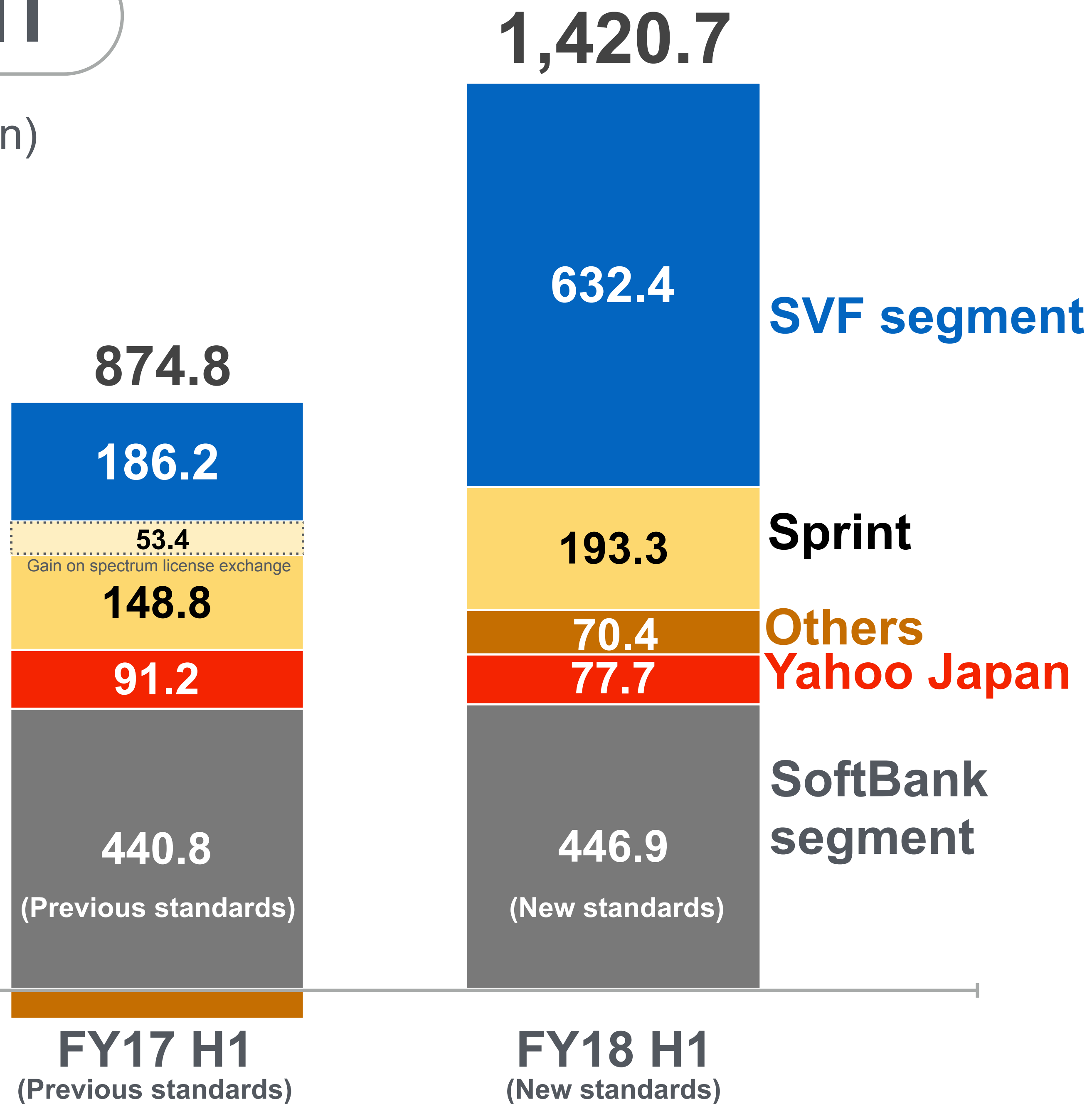
Others

Up 6%

New standards (FY18 H1): after applications of IFRS 9 and IFRS 15
Previous standards (FY17 H1): before applications of standards above
Others = Arm + Brightstar + "Others" + reconciliations

EBIT

(JPY bn)



Up 62%

New standards (FY18 H1): after applications of IFRS 9 and IFRS 15
Previous standards (FY17 H1): before applications of standards above
Others = Arm + Brightstar + "Others" + reconciliations
SVF: SoftBank Vision Fund and Delta Fund

Financial Status

SoftBank segment

SoftBank KK

Other Businesses

<Equity holdings>

arm

Sprint

Alibaba Group
阿里巴巴集团

YAHOO!
JAPAN

UBER

DiDi

etc.

Net interest-bearing debt

JPY 3.1t

2.6x

Adjusted EBITDA

JPY 1.2t

Net interest-bearing debt

JPY 7.0t

32%

Equity value of holdings

JPY 21.7t

* Net interest-bearing debt as of September 30, 2018.

** Adjusted EBITDA: Latest twelve months (Oct. 2017-Sep. 2018)

*** Net interest-bearing debt as of September 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.

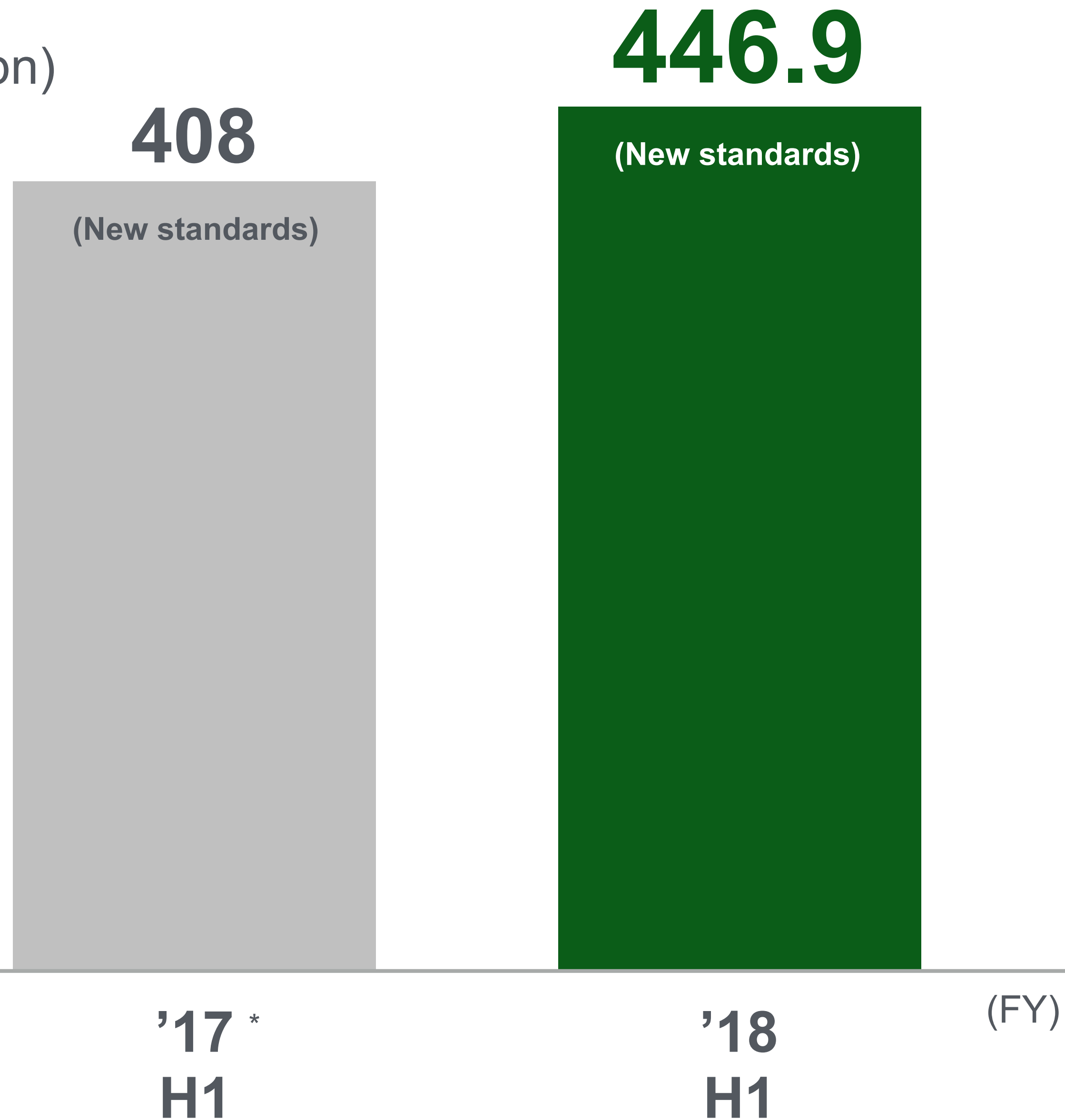
**** Holding value of listed companies as of Nov. 2, 2018, USD 1 = JPY 112.87 (as of Nov. 2, 2018)

== SoftBank KK

SoftBank segment

Domestic Telco EBIT

(JPY bn)

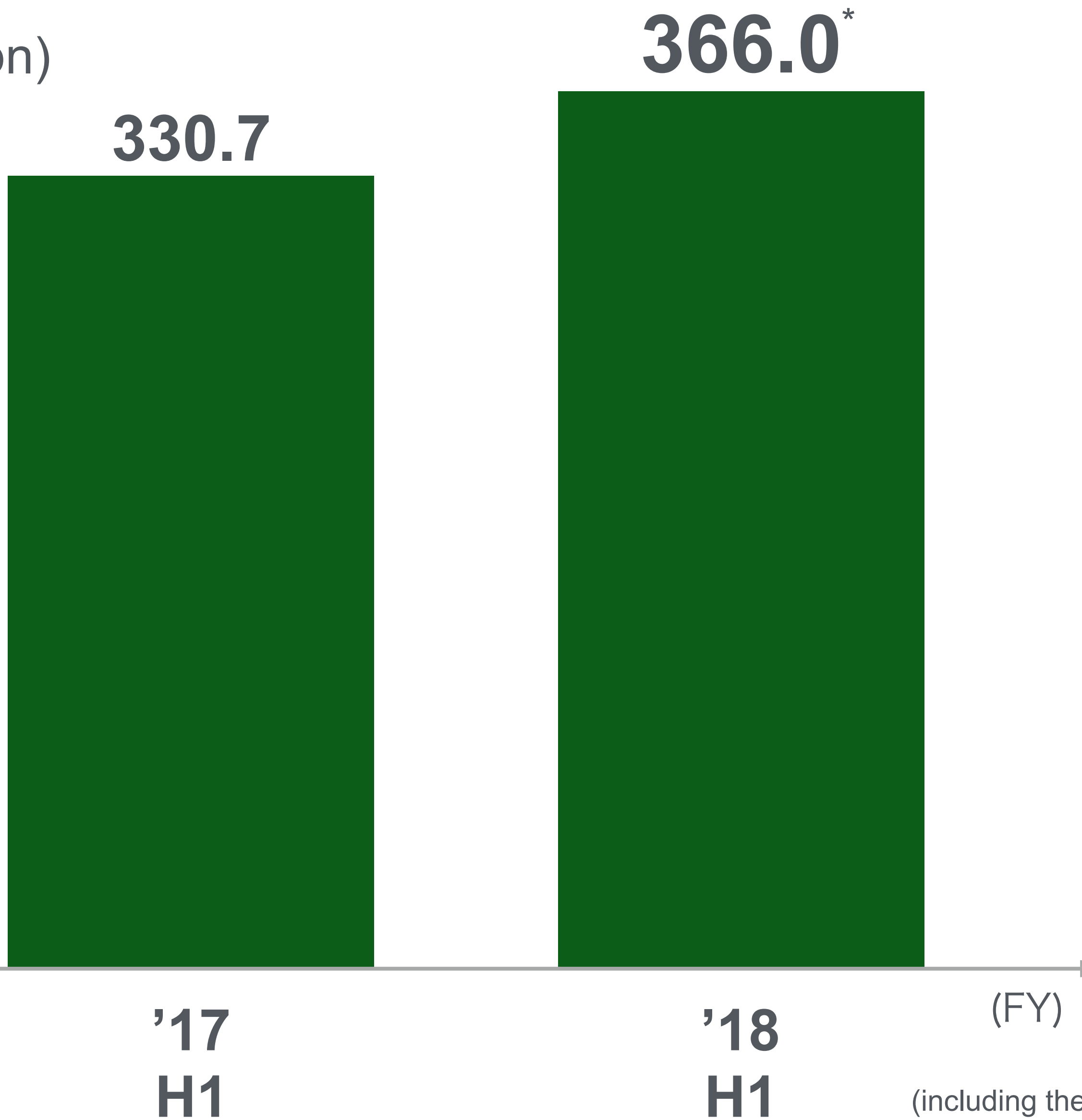


Up 9%

* 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 H1 (before applications of new standards) and FY18 H1 (after applications of new standards) is 1.4%.

Domestic Telco Adjusted Free Cash Flow

(JPY bn)



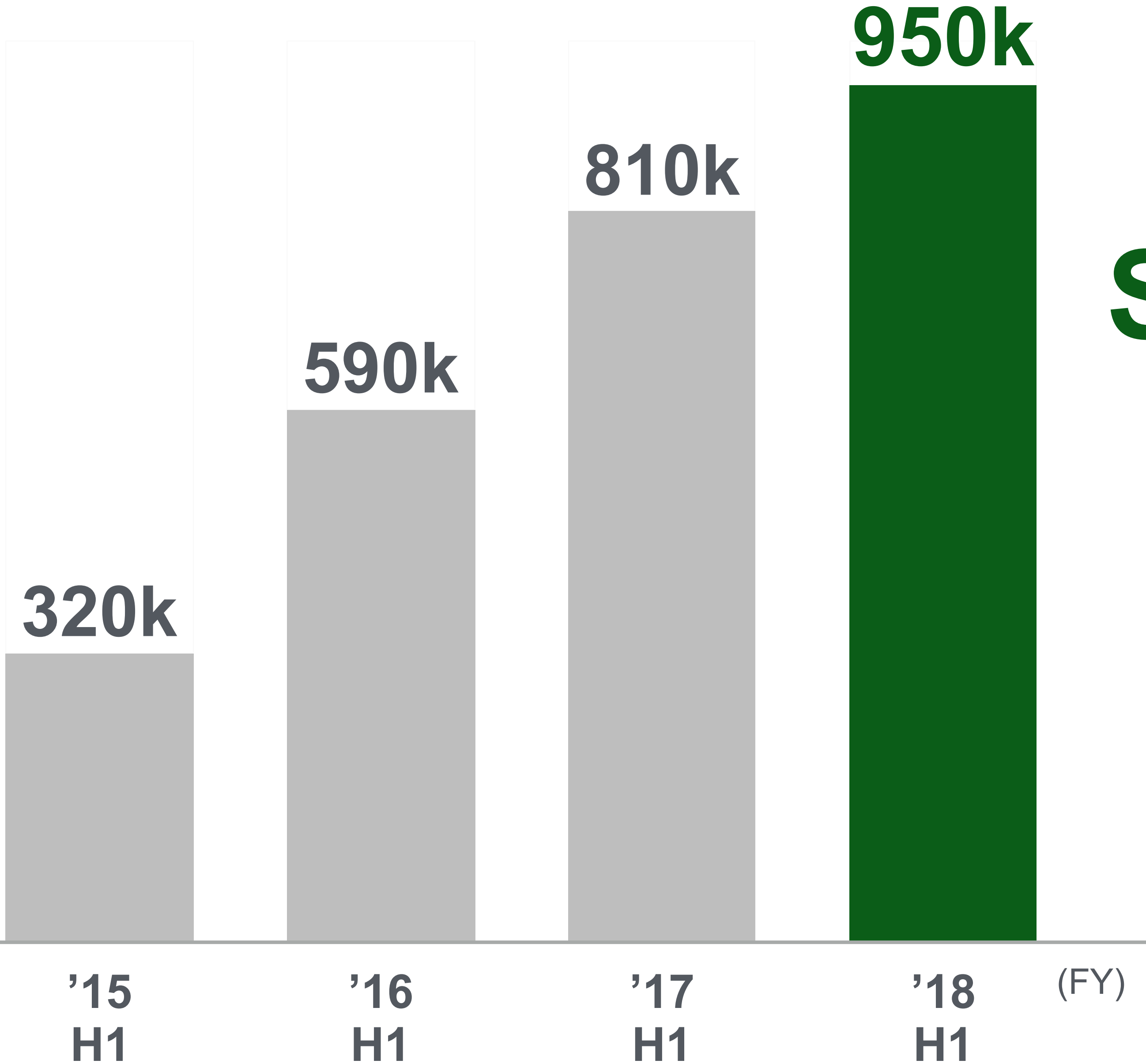
Up 11%

(*Excluding YJ shares acquisition JPY 221.0bn)

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. 14

Net Additions (smartphone)

SoftBank KK



Steady expansion

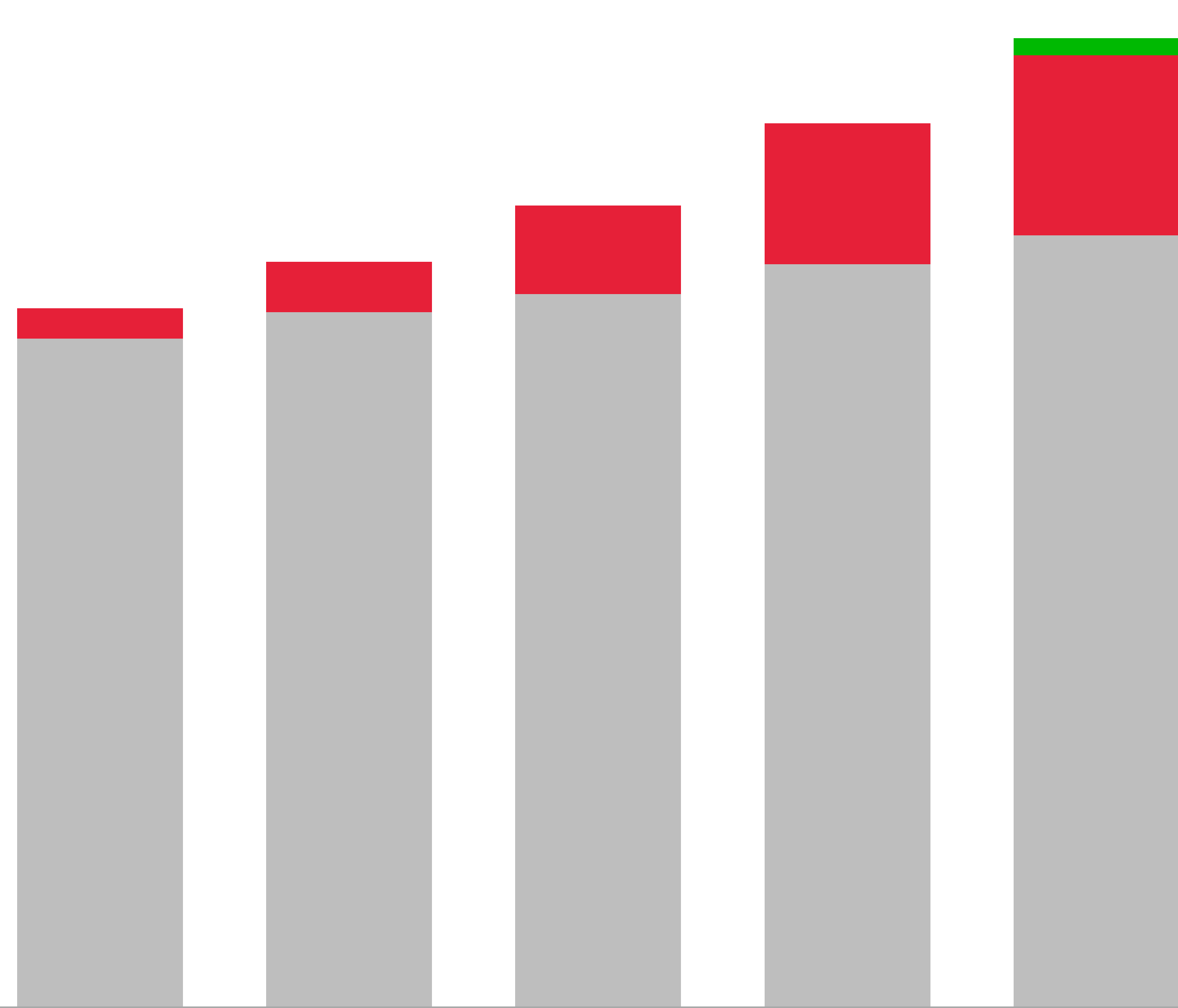
SoftBank

Y! mobile

LINE MOBILE

Cumulative Subs (smartphone)

SoftBank



LINE MOBILE
Y! mobile

Ymobile subs reached 20%

SoftBank

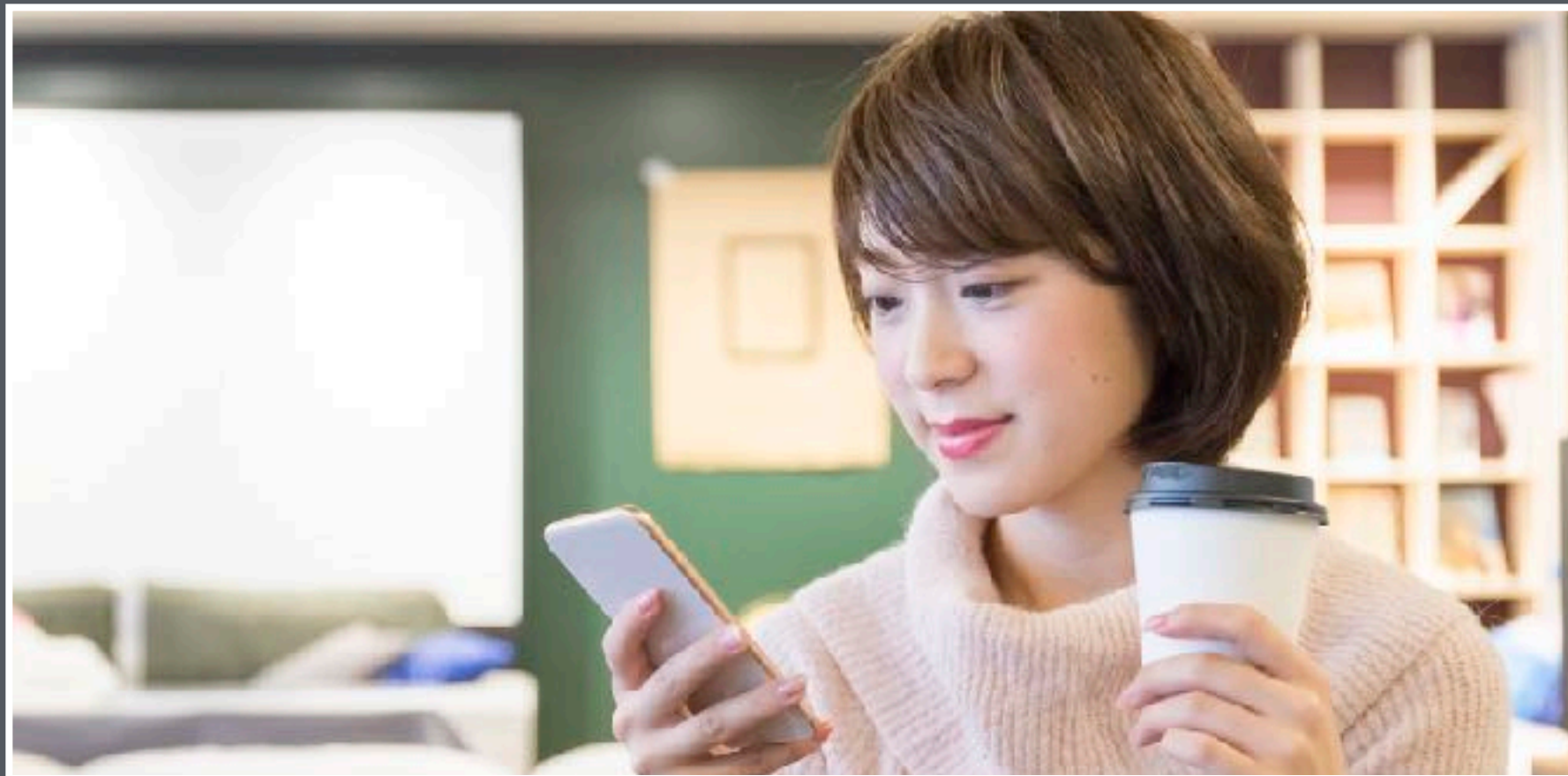
'14 Q2 '15 Q2 '16 Q2 '17 Q2 '18 Q2 (FY)

Multi-brand Strategy

SoftBank

Y! mobile

Large capacity data plans



Requires more data for stress-free use

+

Low price



Light users

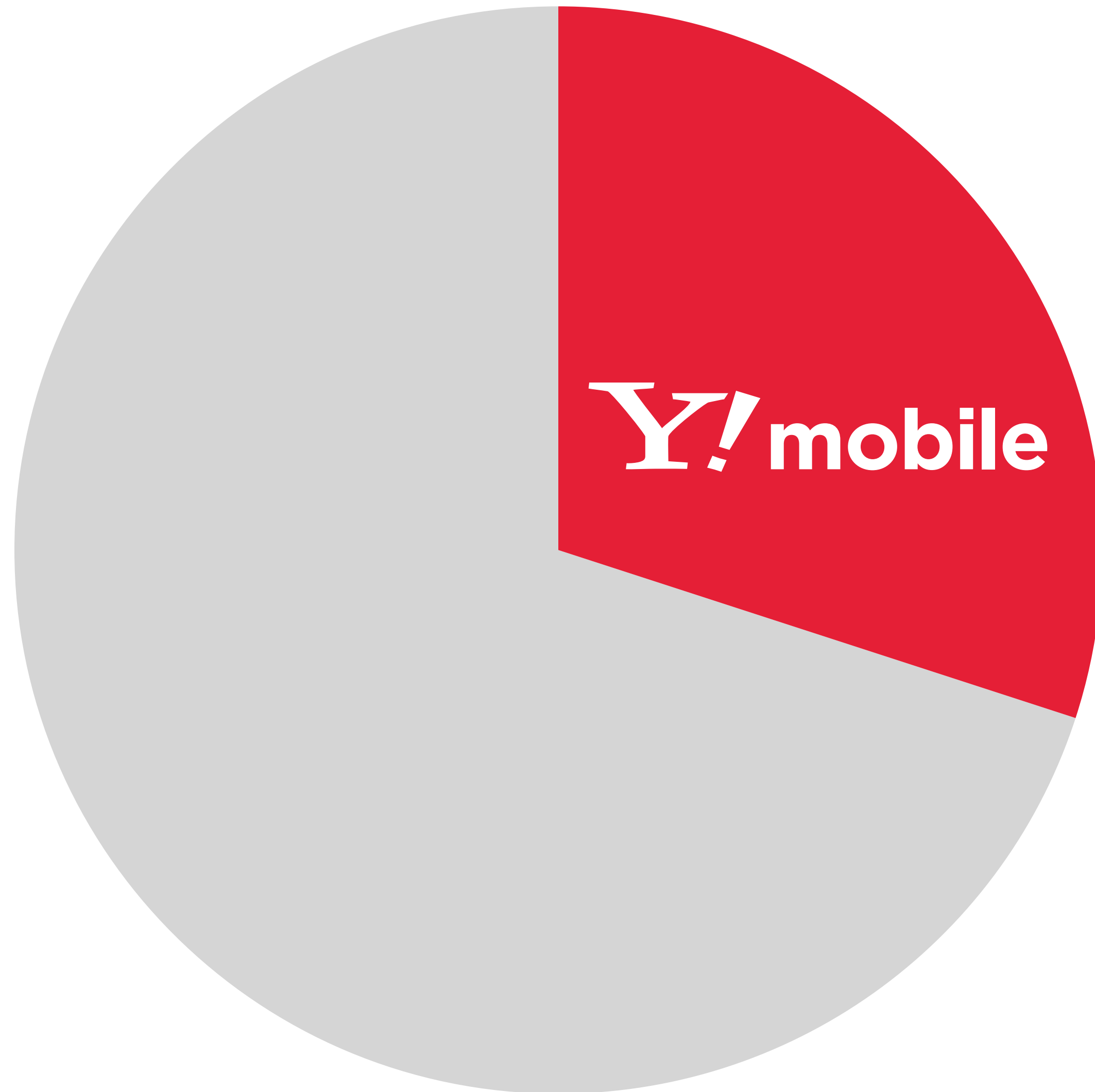
Address various needs

Y! mobile

JPY 1,480^{*1}~ per month
(3GB)^{*2}

*1 Smartphone Plan S / JPY 1,980 Discount / Home Bundle Discount Hikari Set required, price for the first year, tax excluded. Fixed-line telecommunication fee applies.
*2 When Extra Data Free Campaign applied, customers who signed up for Extra Data Option are eligible, 2 years.

Low-cost Smartphone Market Share



No.1
Drive low-cost
smartphone market

SoftBank

ウルトラギガモンスター⁷⁷⁷ 動画SNS放題

Ultra GIGA MONSTER Plus

Unlimited streaming & SNS plan

JPY 3,480~ per month
(50GB)

*1 Smartphone Plan S / JPY 1,980 Discount / Home Bundle Discount Hikari Set required, price for the first year, tax excluded. Fixed-line telecommunication fee applies.

*2 When Extra Data Free Campaign applied, customers who signed up for Extra Data Option are eligible, 2 years.

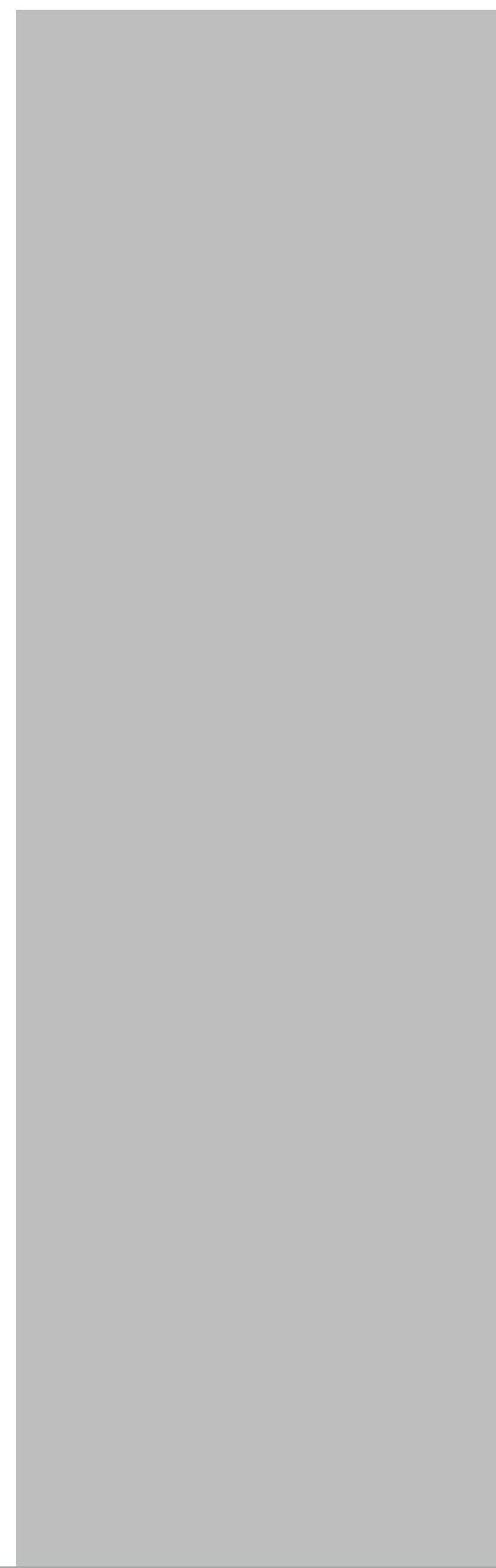
*Exclude tax, 2-year contract required, 1-year Discount, Home Bundle Discount with Hikari Set, first year price at Everybody Family Discount Plus (4 people) applied, and fixed-line telecommunication fee applies

Unlimited streaming/ SNS may not apply to some services. The term "unlimited" does not include some paid services

Data Price per 1GB

(JPY)

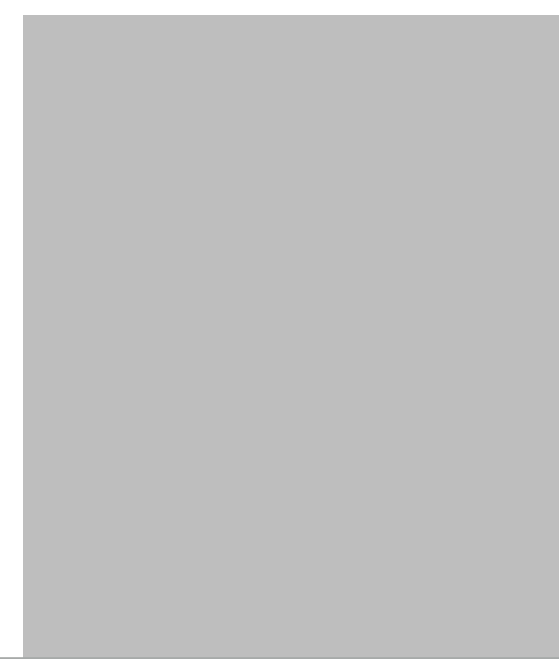
814



2015

White Plan
(JPY 5,700 / 7GB)

300



2016

GIGA MONSTER
(JPY 6,000 / 20GB)

100



2017

Ultra GIGA MONSTER
(JPY 7,000 / 50GB)*

80



2018

ウルトラギガモンスター+
(JPY 5,980 / 50GB)*

Cost per GB
1 / 10

ウルトラギガモンスター プラス 動画SNS放題

Ultra GIGA MONSTER Plus

Unlimited streaming & SNS plan

<Applicable services>



Cost per GB

JPY 0

Price Plan

SoftBank

Y! mobile

ウルトラギガモンスター+⁷⁷⁷

Ultra GIGA MONSTER Plus

ミニモンスター

Mini MONSTER

Smartphone plan L

Smartphone plan M

Smartphone plan S

Simple price model

Handset Cost and Service Fee Separation Plan

SoftBank

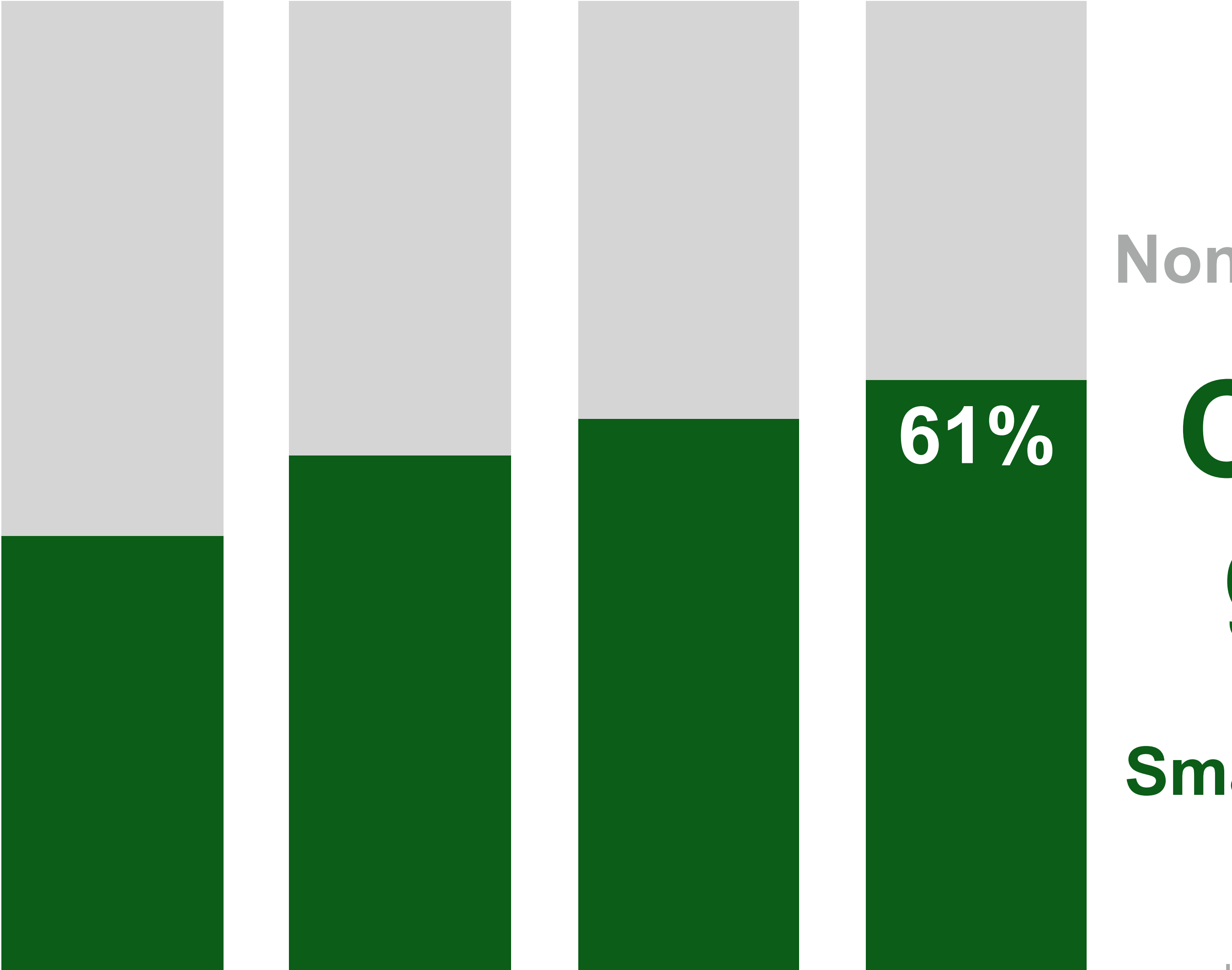
Y! mobile

Launched in
September 2018

To be launched
next FY

Keep pursuing services to meet customer needs

Domestic Market of Smartphone Possession (among population)



Non-smartphones

Continuously in growth market

Smartphones

2014

2015

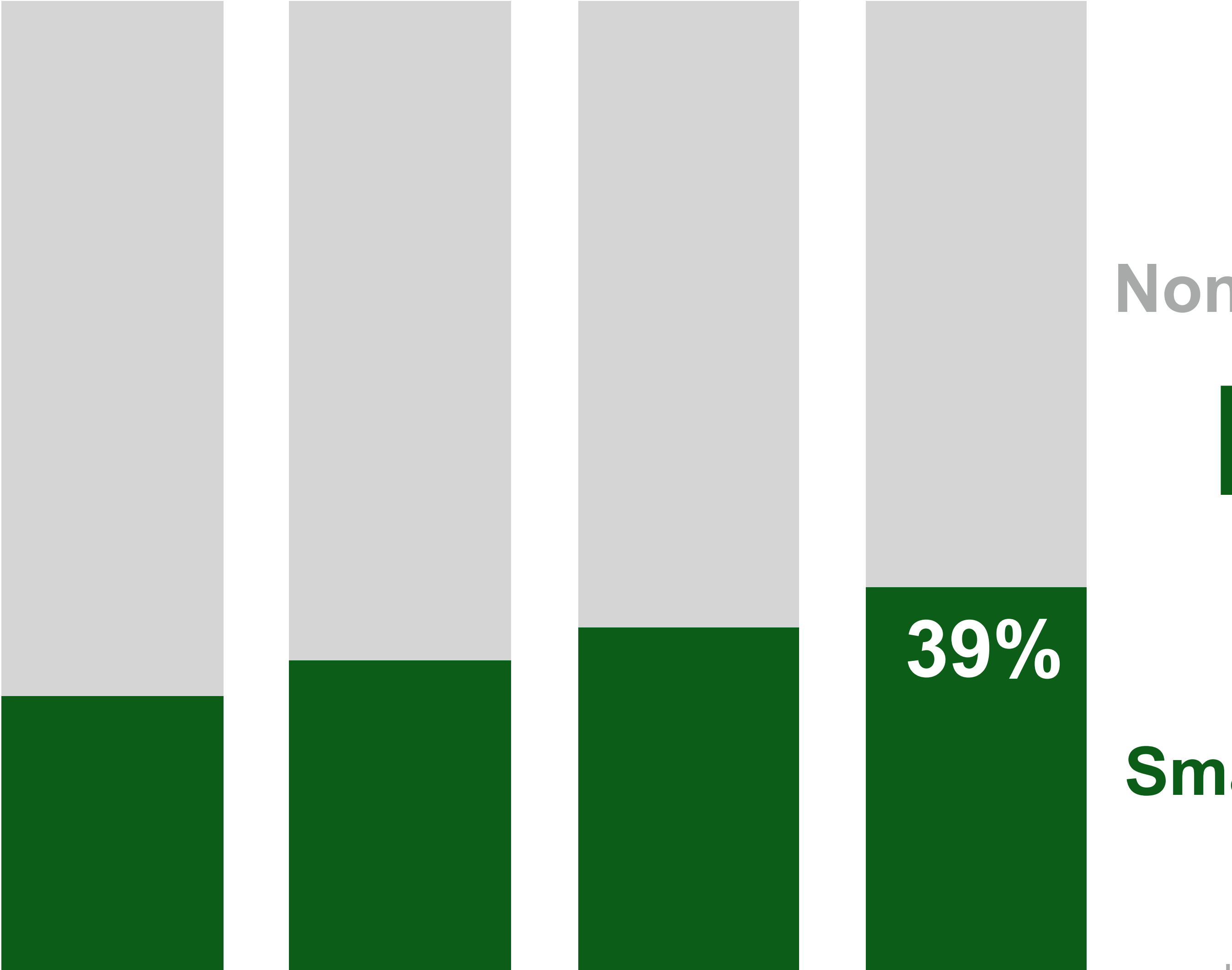
2016

2017

(FY)

(Source) Ministry of Internal Affairs and Communications
Year 2018 - White Paper on Information and Communications

Domestic Market of Smartphone Subs Ratio (among enterprises)



Non-smartphones

**High potential
for growth**

Smartphones

2014

2015

2016

2017

(FY)

Beyond Carrier Strategy

Expand customer base



Generate new businesses



Differentiation /
strengthening relationship
with customers

Aim for continuous growth with strategies

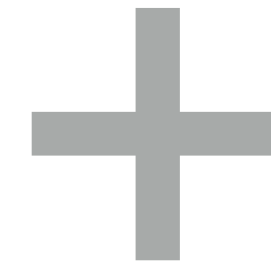
Generate New Business

Collaboration with SoftBank Vision Fund



Deploy cutting-edge business models to Japan

SoftBank KK



SoftBank Vision Fund



< Utilize SoftBank's platform >

Mobile subs
Approx. 43m^{††}

Contracts with
94%^{*2} of major
enterprise

Sales approx. 16k^{*3}
Engineers approx. 5k^{*3}

Stores
Approx. 6,000^{*4}

Business platform
Network, IT,
billing system, etc.

*1 Including main subscribers (incl. smartphones, feature phones, tablets, mobile data communications devices, *Wireless Home Phone* and others), communication modules and others, and PHS, as of Mar. 2018.

*2 Approximate ratio of 890 companies which have business with SoftBank among 948 listed companies with sales of more than 100 billion yen, as of Mar. 2018.

*3 As of Mar. 2018.

*4 Number of stores including company owned store, dealer store, national retailer, and multi-carrier stores, as of Sep. 2018.

The investments presented herein are solely for illustrative purposes and are not a complete list of investments held by SoftBank Vision Fund.
Certain "SoftBank Vision 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.

Memberships*

6,000

6,000

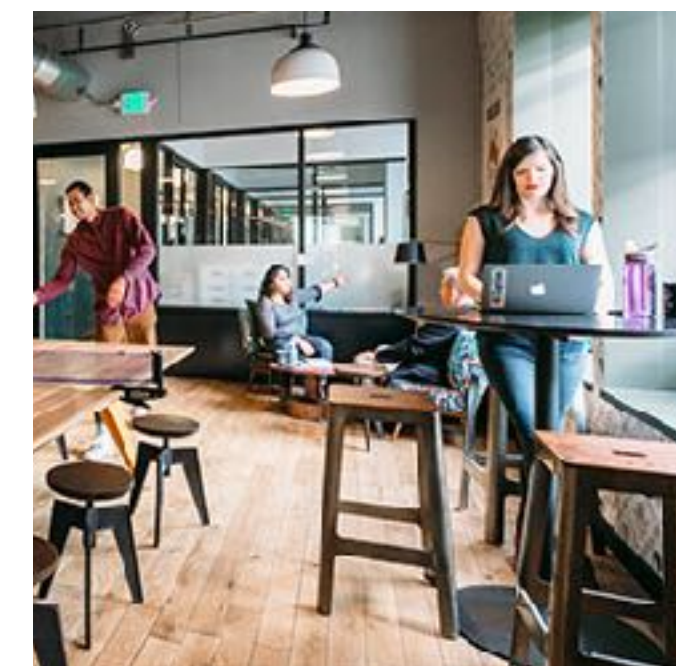
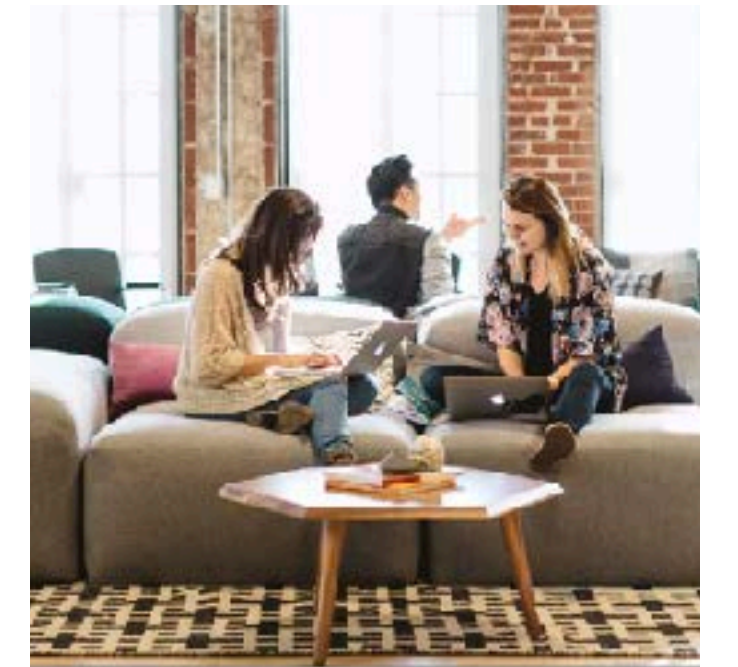
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Mar. 2018

Jun.

Sep.

Seek to accelerate business in Japan



(Photo credits) WeWork

(Source) WeWork Japan 30

*Figures are as of the last month of the quarter, on a beginning-of-month basis

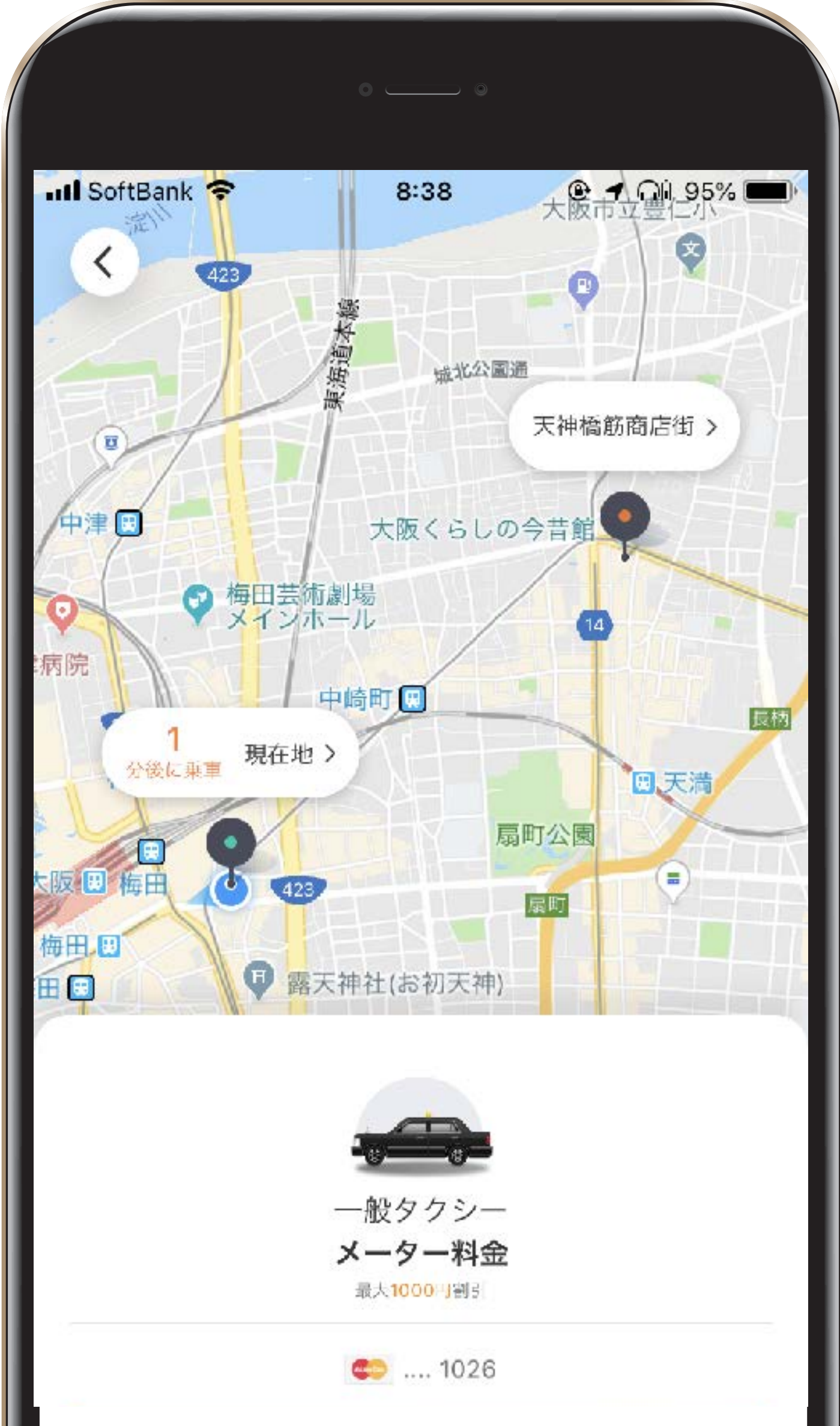
Generate New Business

Collaboration with Other Portfolio Companies



Launched service in Osaka (from September 27)

>1,000 taxis (active)



(Note) This page is updated information from the press release announced on September 10, 2018.
Investments in DiDi are held by SB Delta Fund (Jersey) L.P. and other subsidiaries of SoftBank Group Corp. outside SoftBank Vision Fund.
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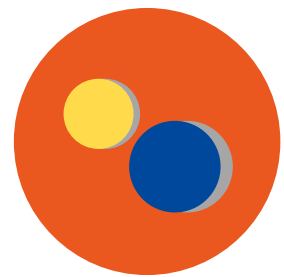


あなたと、コンビニ、



LIPS and HIPS

みんなの食卓でありたい。



松屋



PayPay



(JV between SoftBank Corp. and Yahoo Japan)



Expand membership stores nationwide (Launched from October 5)

Strengthen Alliance with Yahoo Japan

SoftBank KK



Collaboration

YAHOO! ショッピング
JAPAN
10x loyalty points everyday

Integrate customer base

スマート ログイン
YAHOO! プレミアム
JAPAN
All benefits available

Capital alliance

Acquisition of YJ shares by SBKK

JV for strategy business

PayPay

Strategic Partnership with Toyota

 SoftBank KK

TOYOTA

Investment
(50.25%)

Investment
(49.75%)

M O N E T

MONET TECHNOLOGIES INC.



Expansion of New Business Domains

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

FinTech	Robotics	Sharing economy	Security
JV JV (smartphone-based securities trading market) Subsidiary (blockchain) Investment	Collaboration Collaboration Collaboration	JV JV Investment	JV Investment
AI	IoT	Cloud	Others
(IBM Watson) Collaboration JV	MONET TECHNOLOGIES INC. JV(planned) JV JV Investment	JV Investment	JV JV JV

Accelerate Growth Strategy

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Structural Reformation Project

Internal AI / RPA Projects

>2,000

For more efficient management



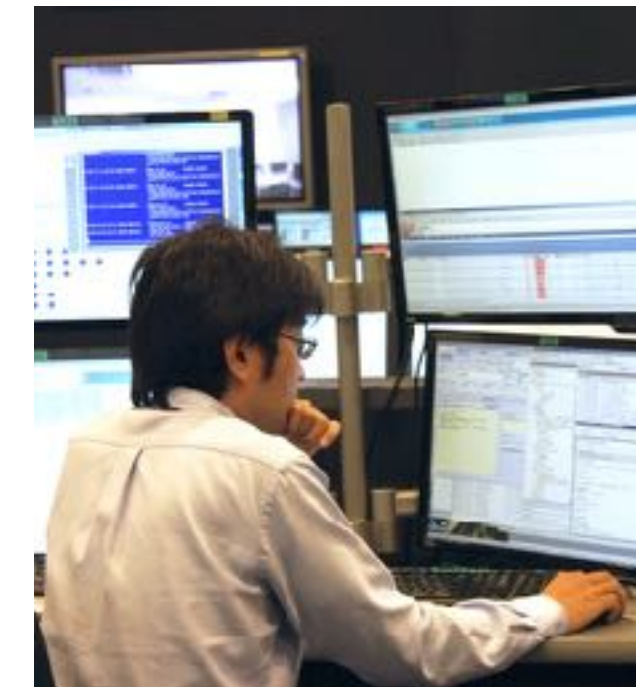
Customer support



Enterprise sales



SB stores



Maintenance



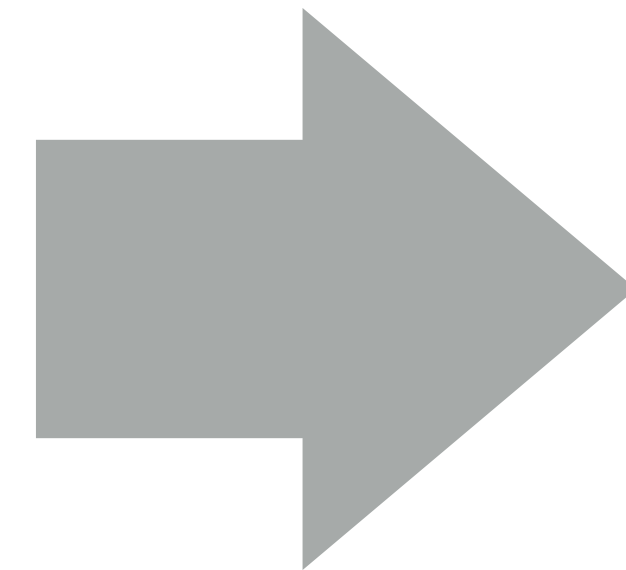
Employee support

Driving operation shift to AI / RPA as a company

Half & Twice *

Beyond Carrier

Reduce 40% of
human resource
related to
telco business



Increase in profit of
telco business

Generate new
revenue source

Shift human resources to growth area

Growth fueled by telco and new business

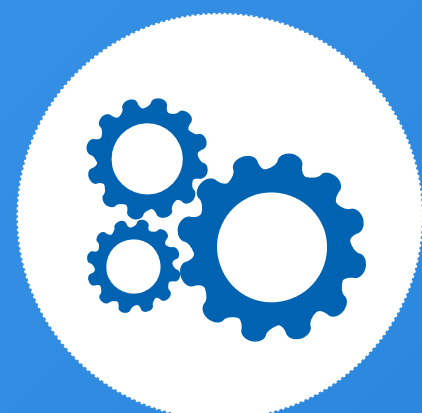
New business development

led by collaboration with SB group portfolio companies

Telco business



Smart Phone
Subs Growth



Efficient
Operations



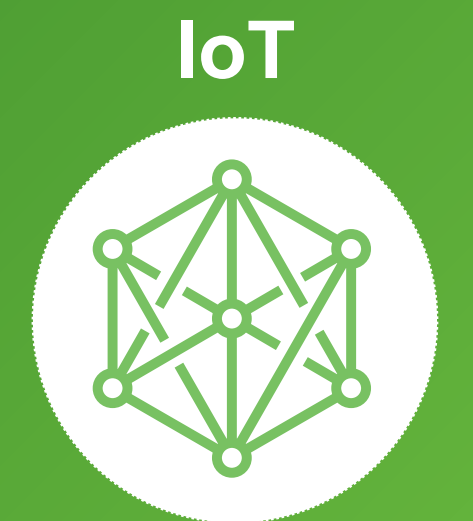
Provide
additional value



Efficient deployment
& operations of
network (incl. 5G)



Big data



IoT



AI

FY2018 Forecast

1

Increase in revenue / profit

(aim to achieve increase in profit in FY19 and after)

2

Generate stable FCF Excl. impact of YJ shares acquisition
(over JPY 500bn)**

3

Promote “Beyond Carrier” strategy & enhance collaboration with SVF

4

Preparation for IPO

* Comparison based on new accounting standards (IFRS 9 and 15).
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.
** Including the impact of proceeds from securitization of installment receivables and their repayment.

 SoftBank KK

SoftBank Corp. IPO

**SBG to secure a way to access
ample funding through the listing**

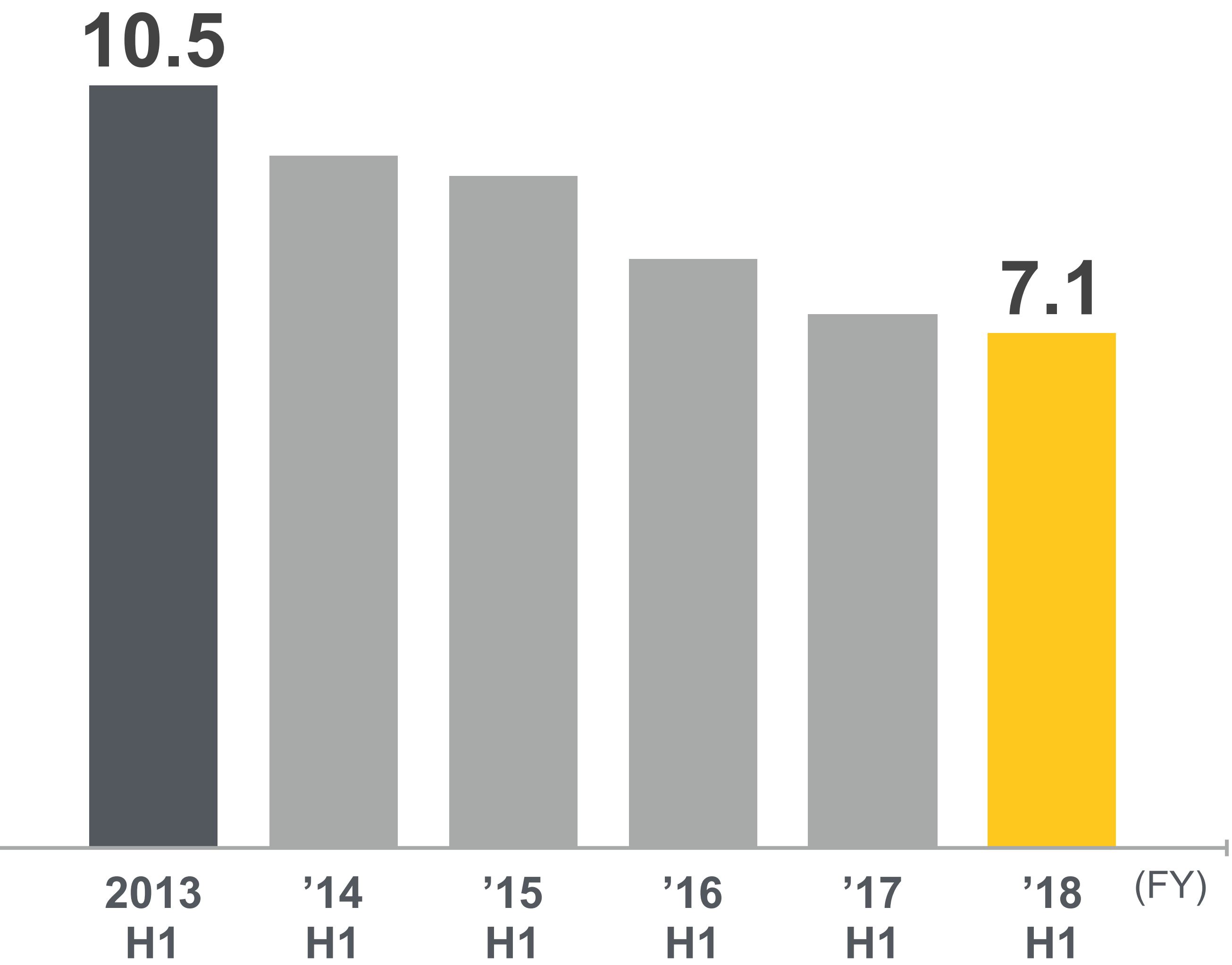
Sprint



Cost Reduction (CoS + SG&A)



USGAAP (USD bn)



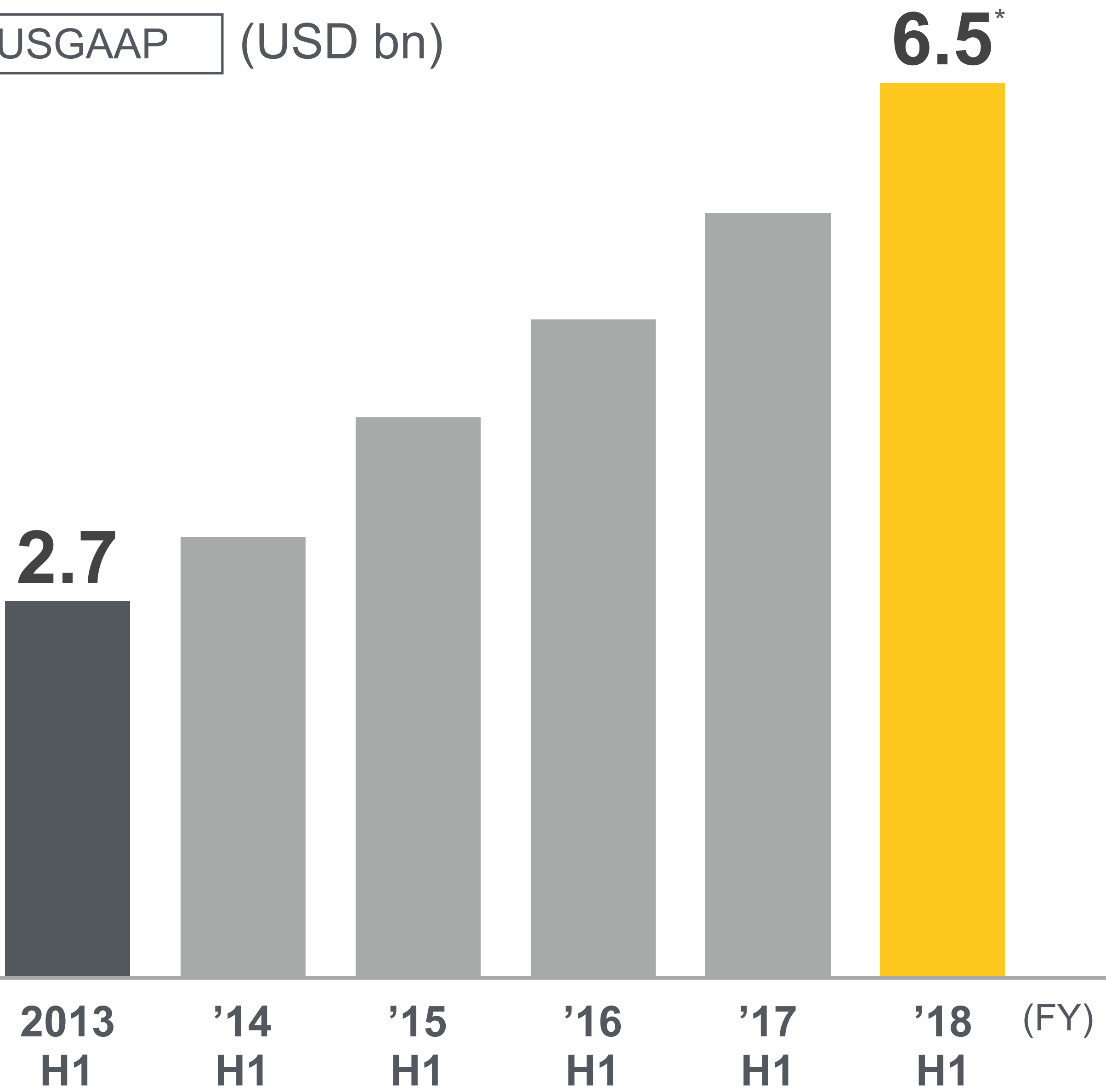
USD 3bn reduction

CoS: Cost of service + selling, general, and administrative
FY18 H1 is calculated by new standards after applications of IFRS 9 and IFRS 15 43

Adjusted EBITDA



USGAAP (USD bn)



More than doubled in 5 years

FY18 H1 is calculated by new standards after applications of IFRS 9 and IFRS 15
* USD 417m of positive impact of the new revenue standards

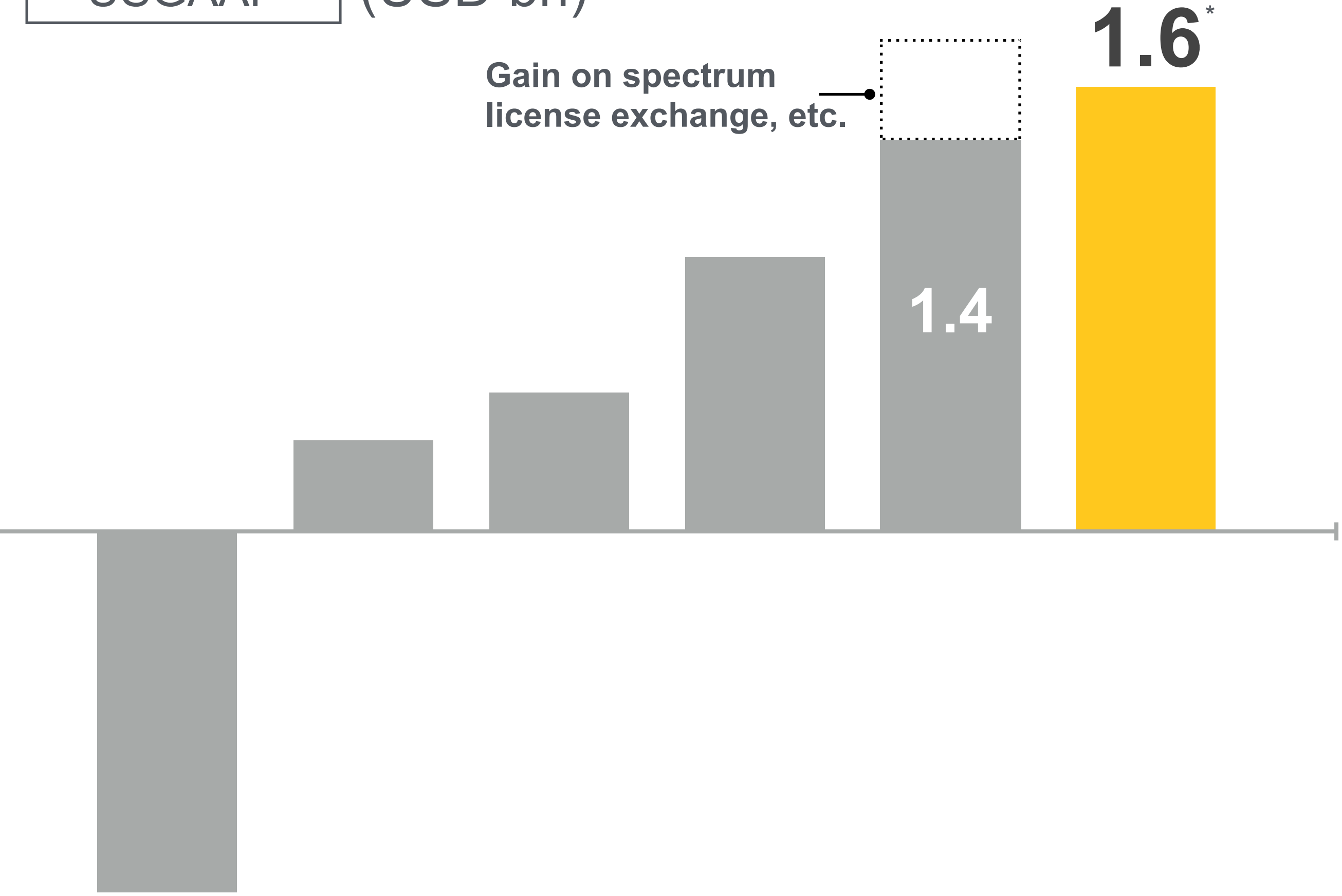
Operating Income



USGAAP

(USD bn)

Gain on spectrum license exchange, etc.

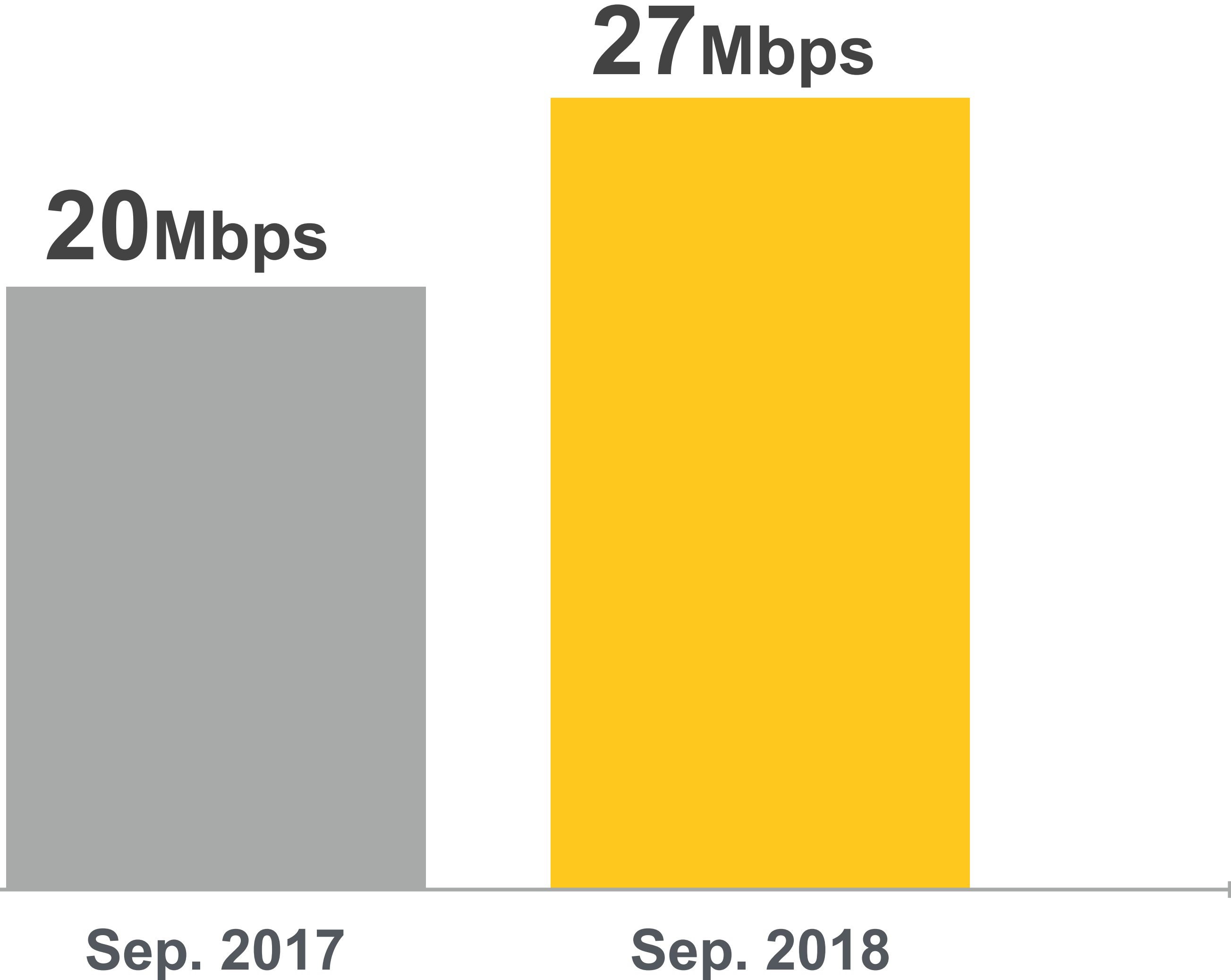


Positive for 5 consecutive years

2013 H1 '14 H1 '15 H1 '16 H1 '17 H1 '18 H1 (FY)

FY18 H1 is calculated by new standards after applications of IFRS 9 and IFRS 15
 * USD 417m of positive impact of the new revenue standards

National Average Download Speed



**Improved
by 31.5%**

1 Adjusted EBITDA: USD 12.4-12.7bn

2 Cash CAPEX: USD 5.0-5.5bn*



**First and best
nationwide 5G**

Job creation

**Enhanced
rural connection**

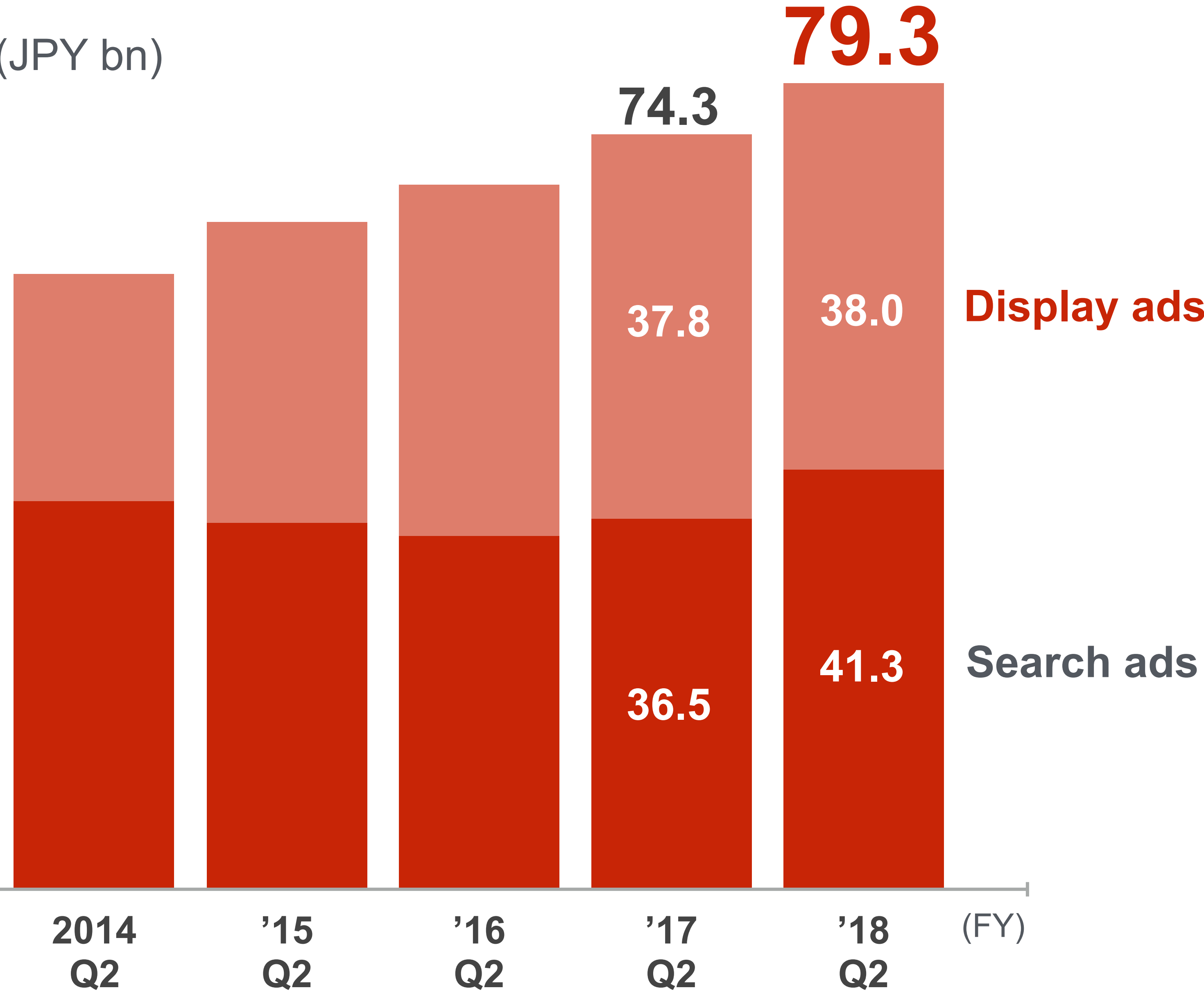
Lower prices

YAHOO!
JAPAN

Advertising Revenue

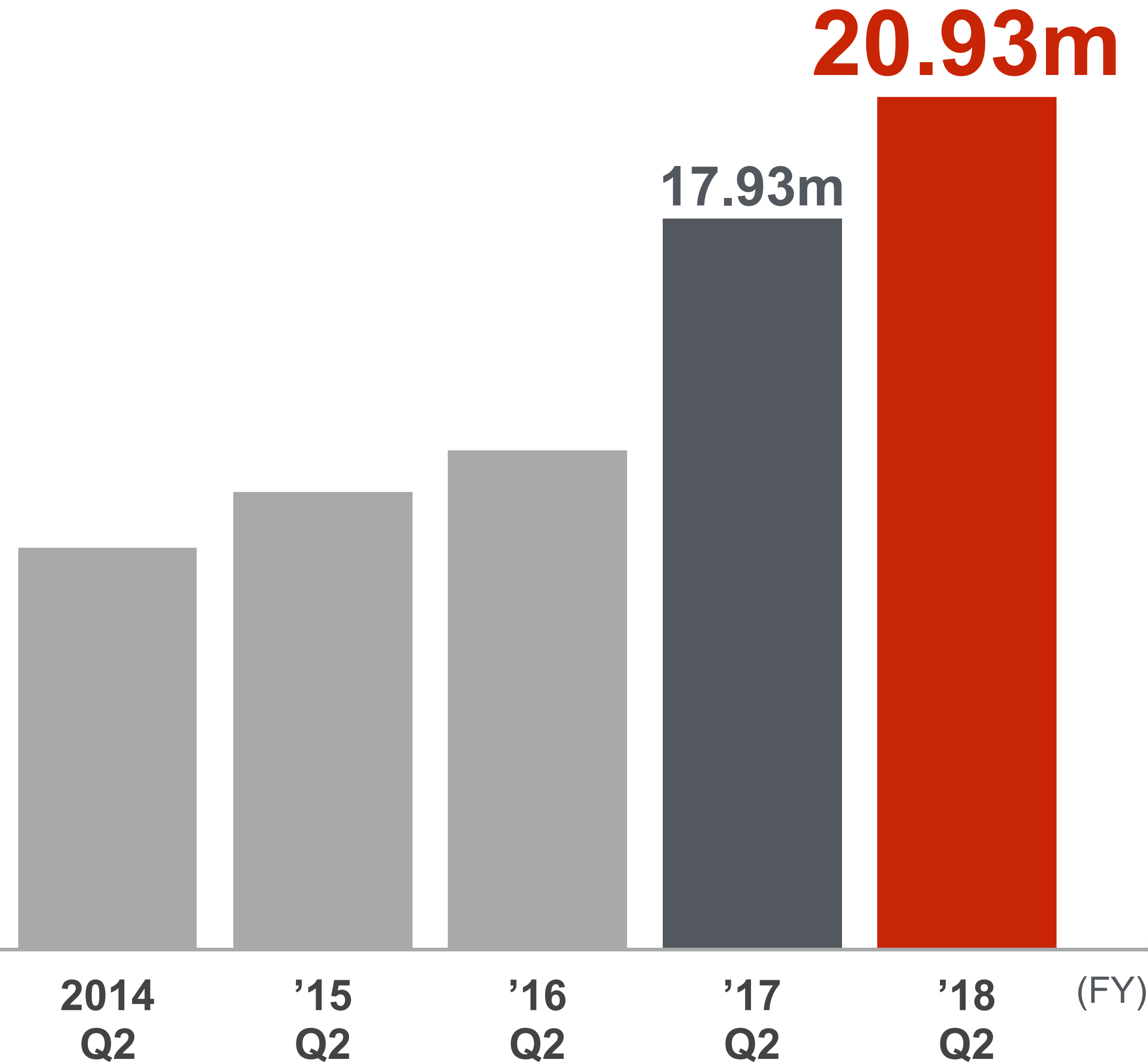


(JPY bn)



Up 7%
(up 13% in search ads)

Yahoo! Premium Member IDs



Up 17%

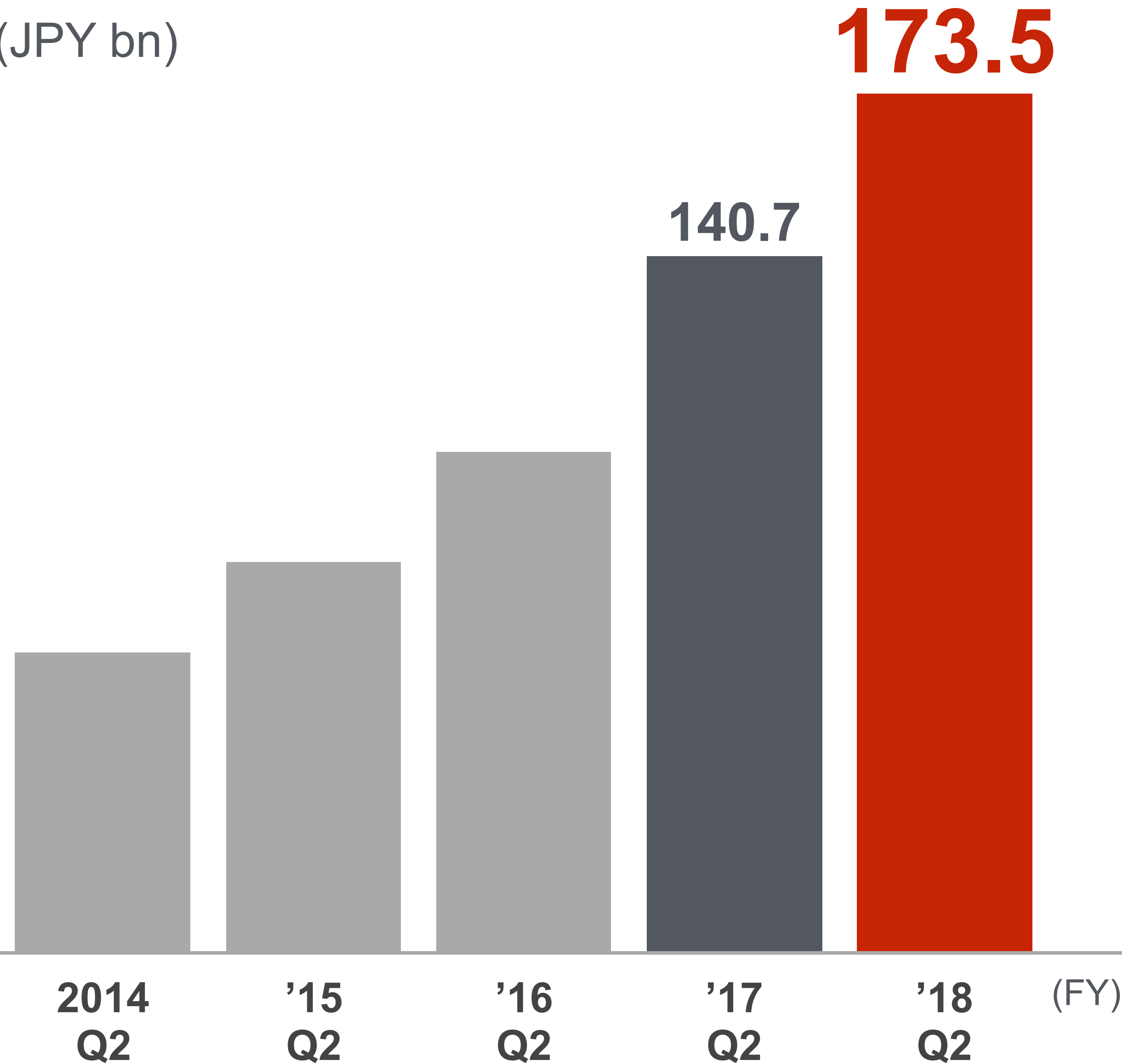


Yahoo! Premium

Yahoo! Premium includes SoftBank members and Y!mobile members, etc. who are eligible for Yahoo! Premium privileges excluding overlaps in IDs.

Shopping Transaction Value

(JPY bn)



Up 23%

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

arm

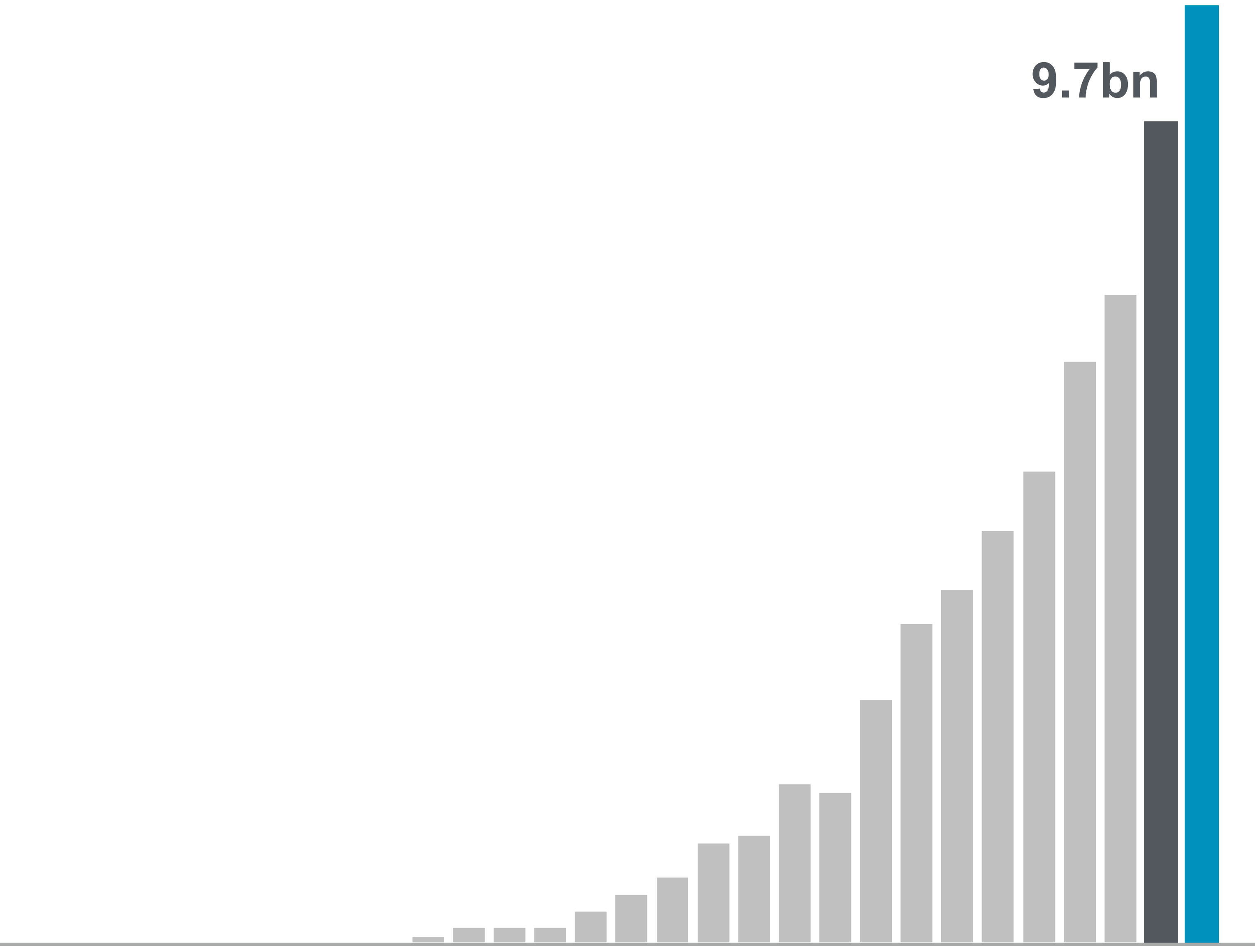
arm-based Chips Shipped

11.1bn

arm

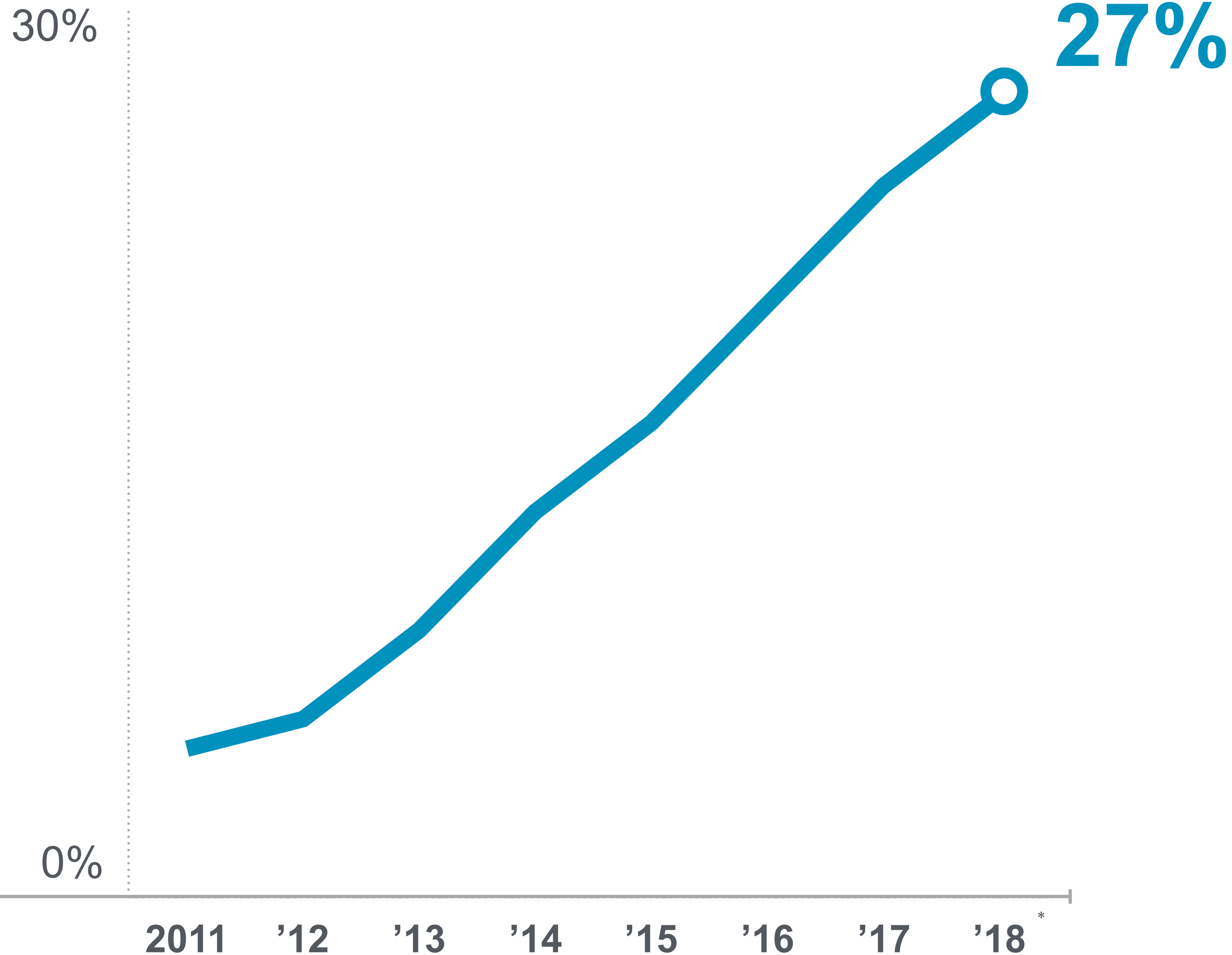
9.7bn

Up 14%

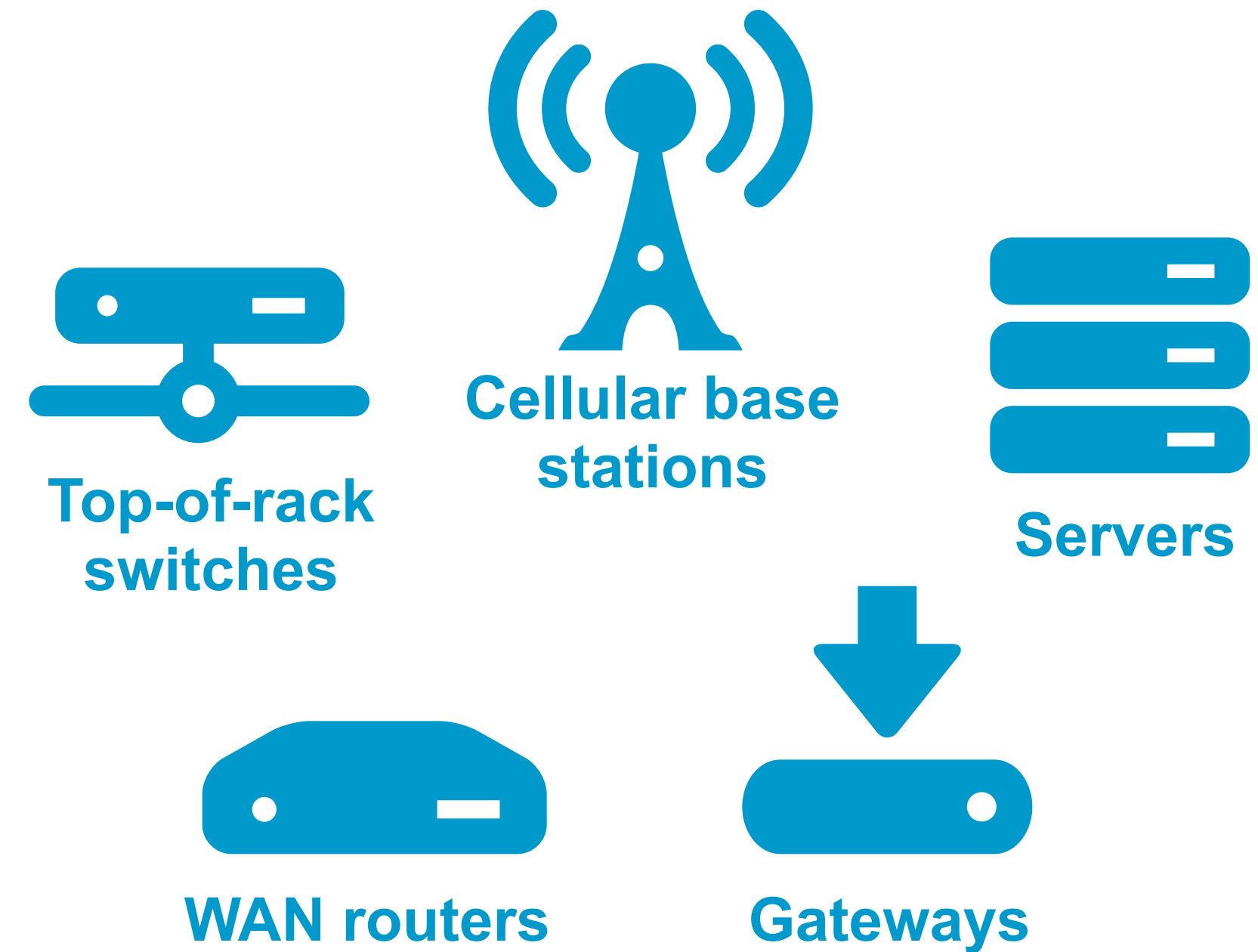


(H1 of each CY)

arm is #1 for Market Share* in Infrastructure



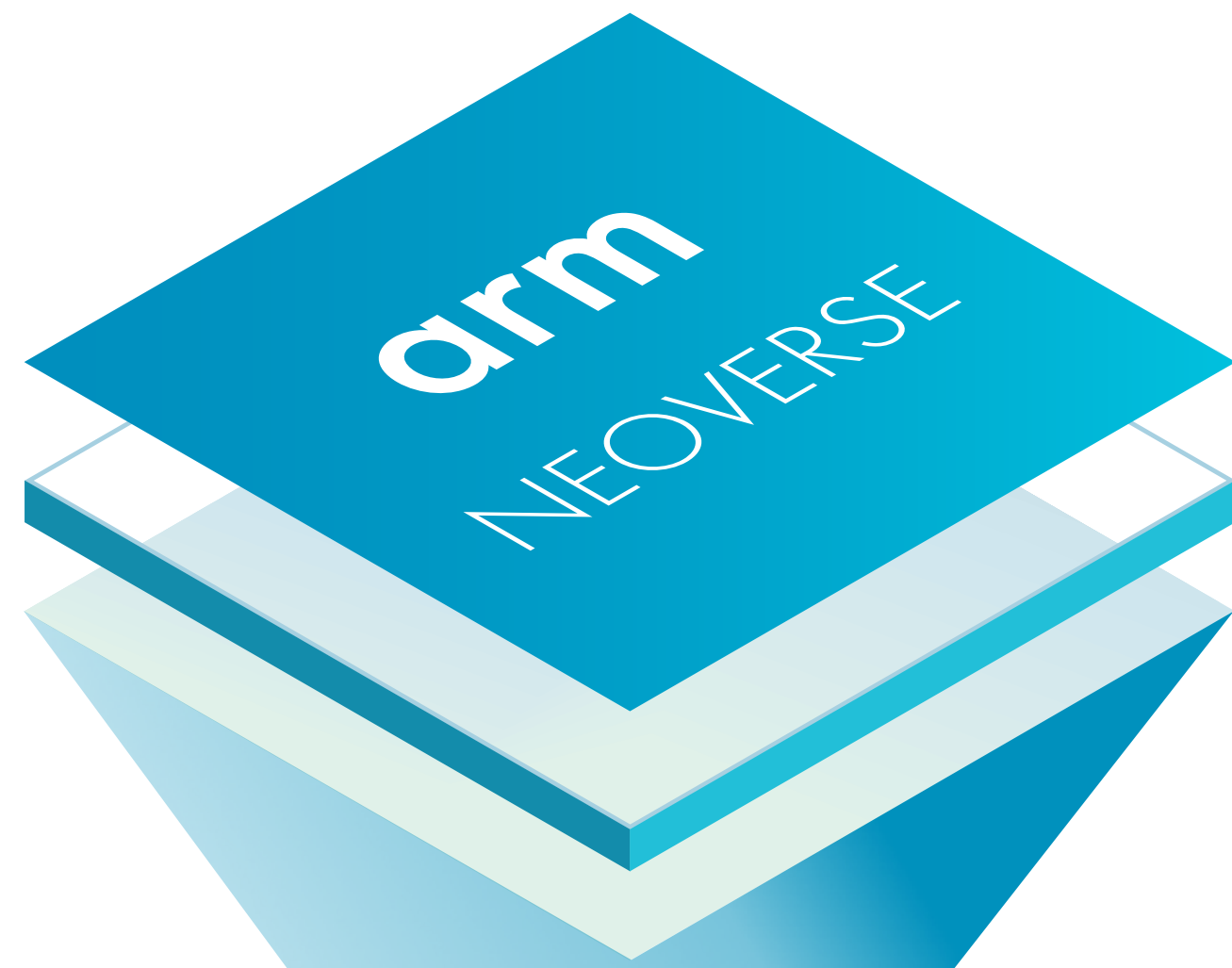
No.1



*Processors for infrastructure equipment

**Jan.-Jun.

(Source) Arm estimates

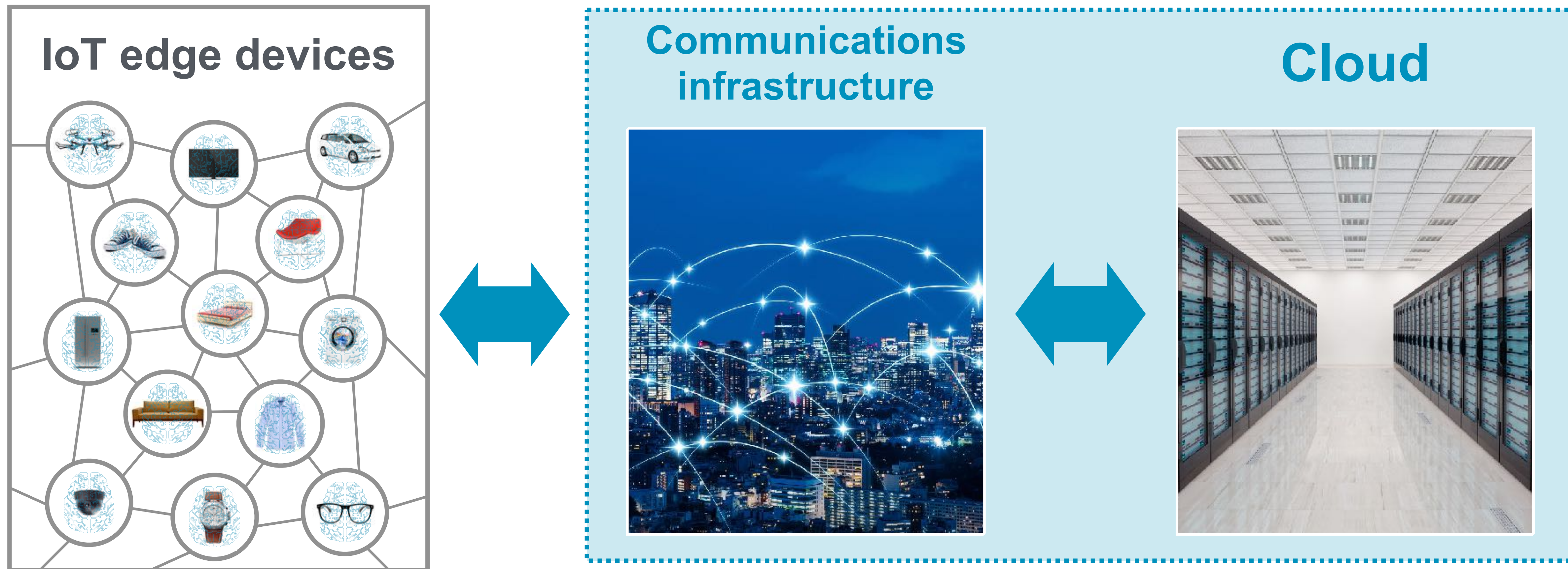


**High performance, secure
IP and architectures**

Diverse solutions and ecosystems

**Scalable from
hyperscale to the edge**

**Announced family of high performance processors for
cloud to edge infrastructure foundation**



Cortex

arm NEOVERSE

The cloud to edge infrastructure foundation for a
world of 1t intelligent devices

1 Create new IoT opportunities

2 Gain more share in long-term growth markets

3 Accelerate investment in new technology

SoftBank Vision Fund

Case studies presented herein are for informational purposes only and are intended to illustrate sourcing experience of SoftBank Investment Advisers ("SBIA") and the profile and types of investments previously pursued by SBIA. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Further, references to the investments included in the illustrative case studies should not be construed as a recommendation of any particular investment or security. Case studies are based primarily on information provided to SBIA by portfolio company management and such information has not been updated subsequent to the making of such internal analysis and remained today subject to a number of actual contingencies which are generally not discussed herein.



Cluster of

No.1 AI Strategy

SoftBank Vision Fund

67 companies

arm

nauto

OYO

Ping An
HealthKconnect

金融壹账通
ONECONNECT

Opendoor

nVIDIA

VIR

众安保险
(Zhong An Insurance)

COMPASS

满帮
(Full Truck Alliance)

BRANDLESS™

Fanatics

Plenty

mapbox

KATERRA

ByteDance
字节跳动

coupanq

wework

brain@corp

slack

AUTO 1
GROUP

COHESITY

tokopedia

IMPROBABLE

ROIVANT
SCIENCES

OSIsoft

Wag!
A dog's best friend

policybazaar.com
Compare. Buy. Save.

view

GUARDANT

paytm

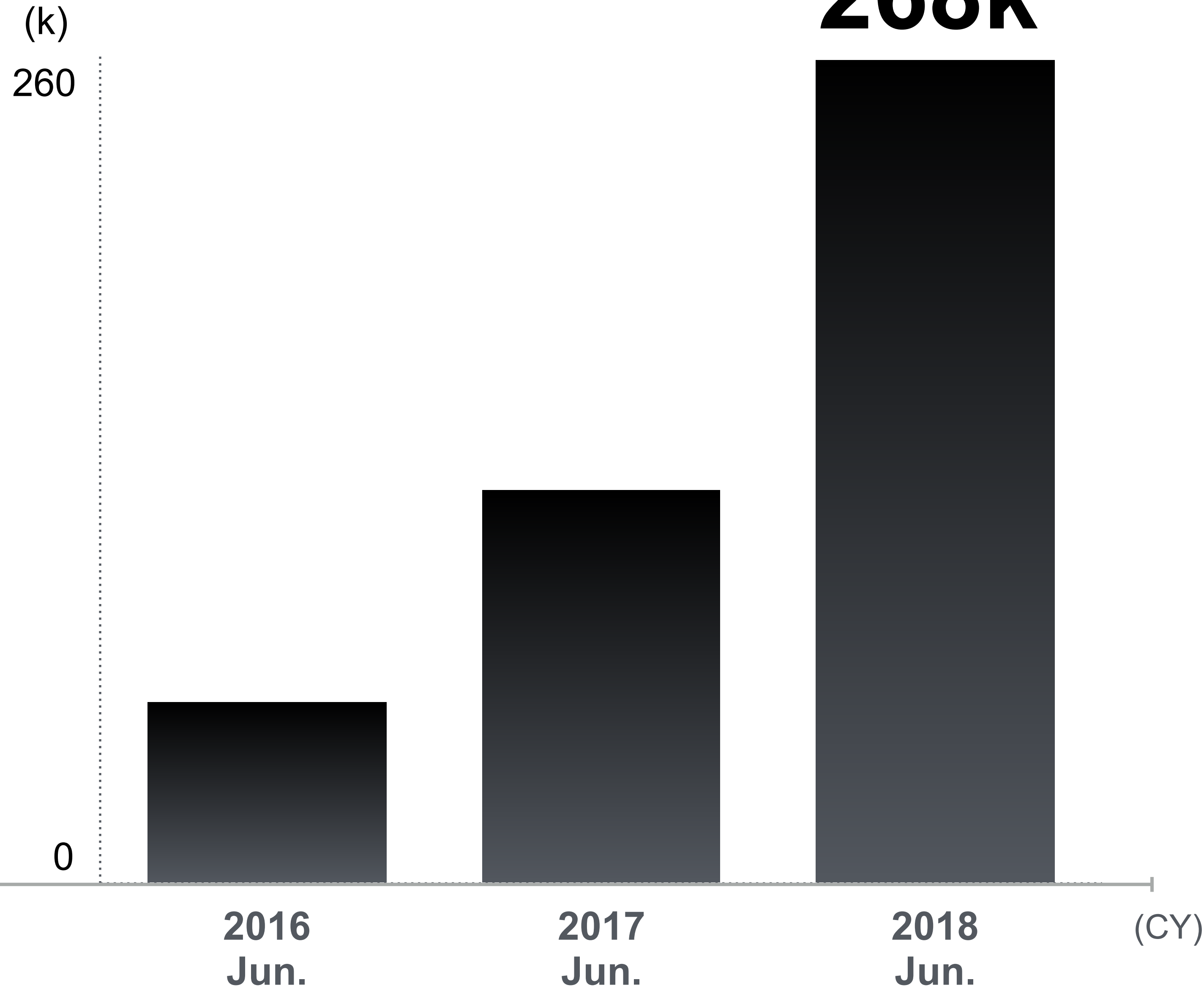
平安好医生
要健康上平安好医生
(Ping An Good Doctor)

Loggi

light

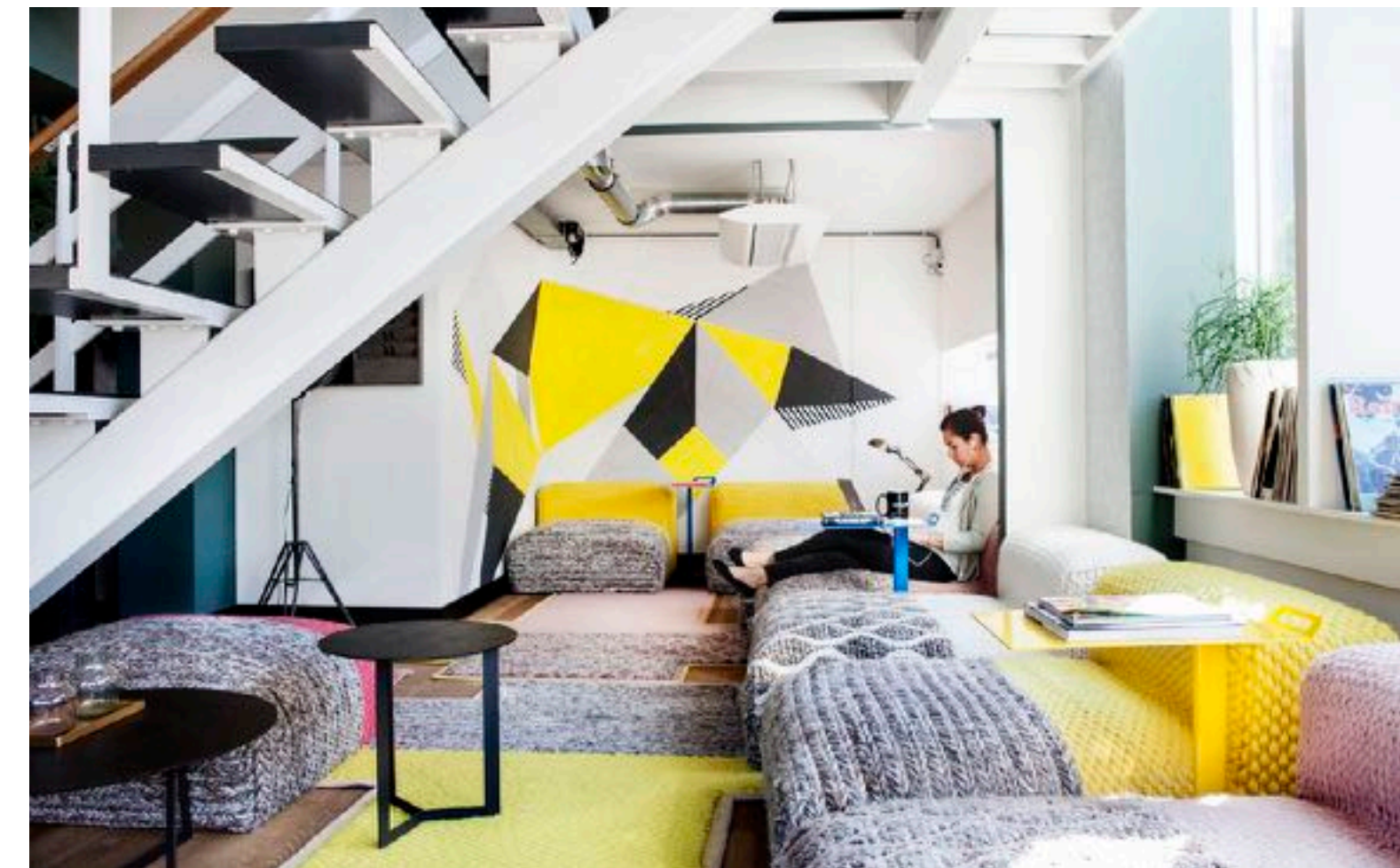
+
Pipeline, etc

Total Memberships*



Total membership CAGR
from June 2016 to June 2018

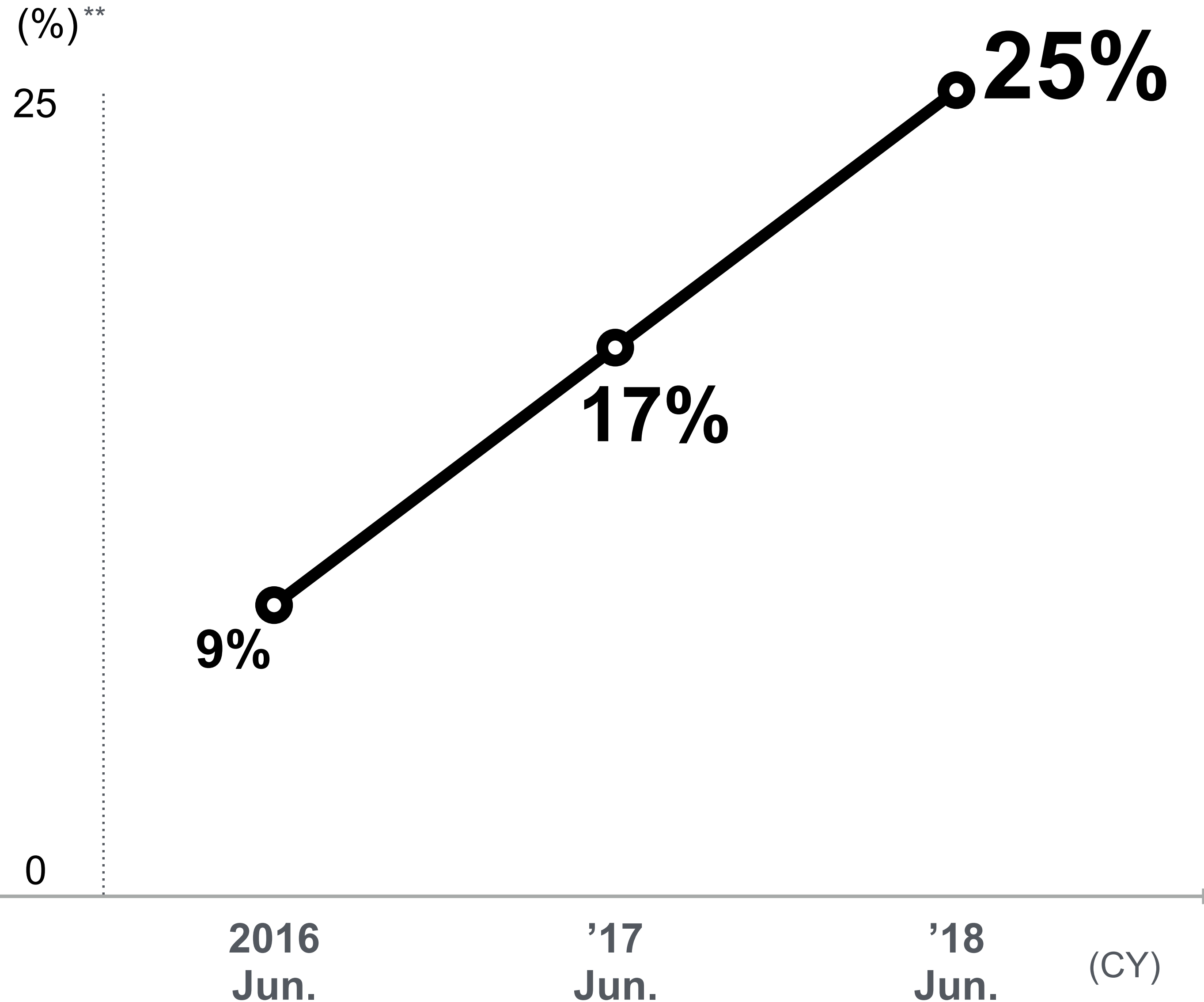
113%



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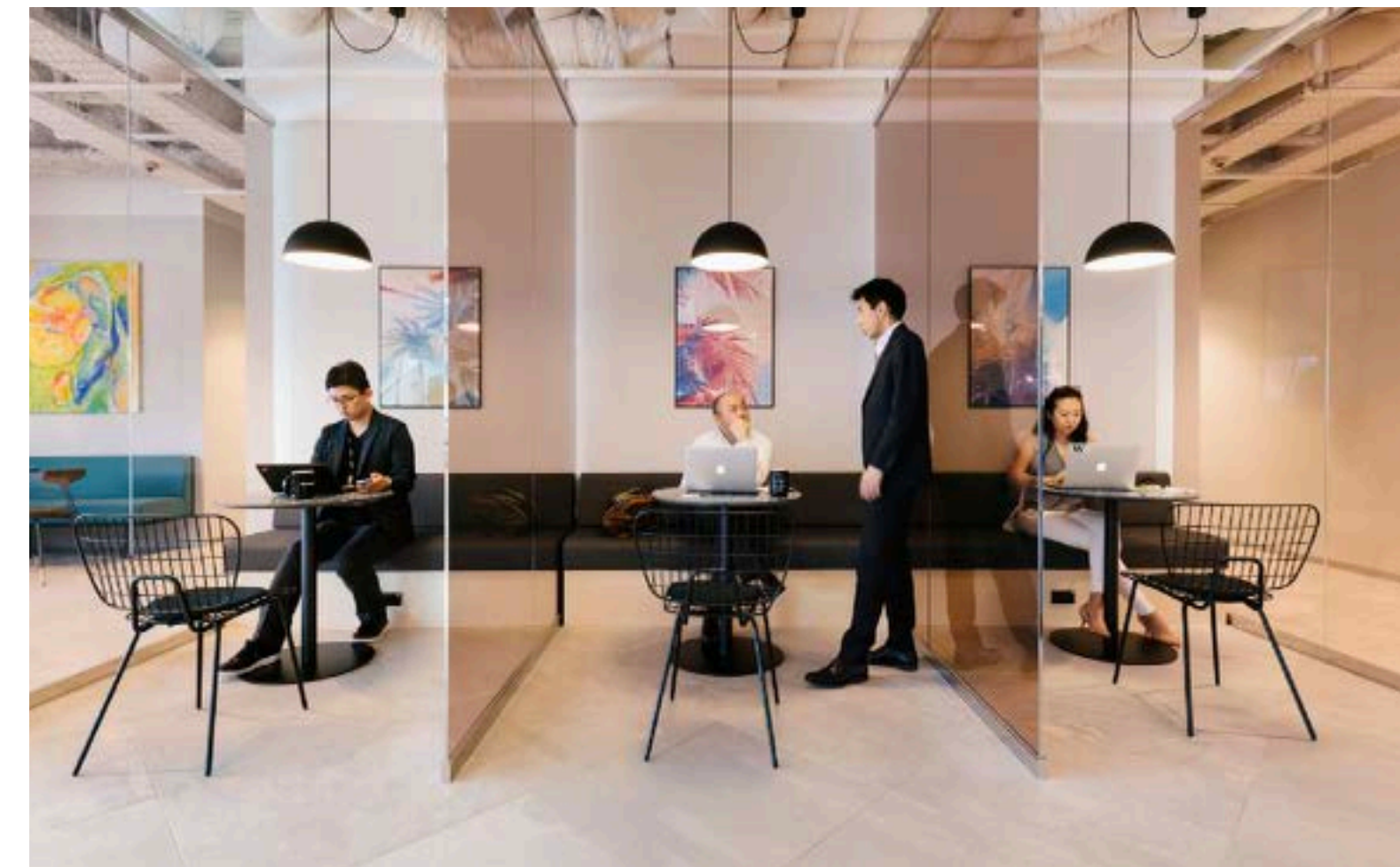
*Figures are as of the last month of the quarter, on a beginning-of-month basis (Source) WeWork

Enterprise Member Ratio*



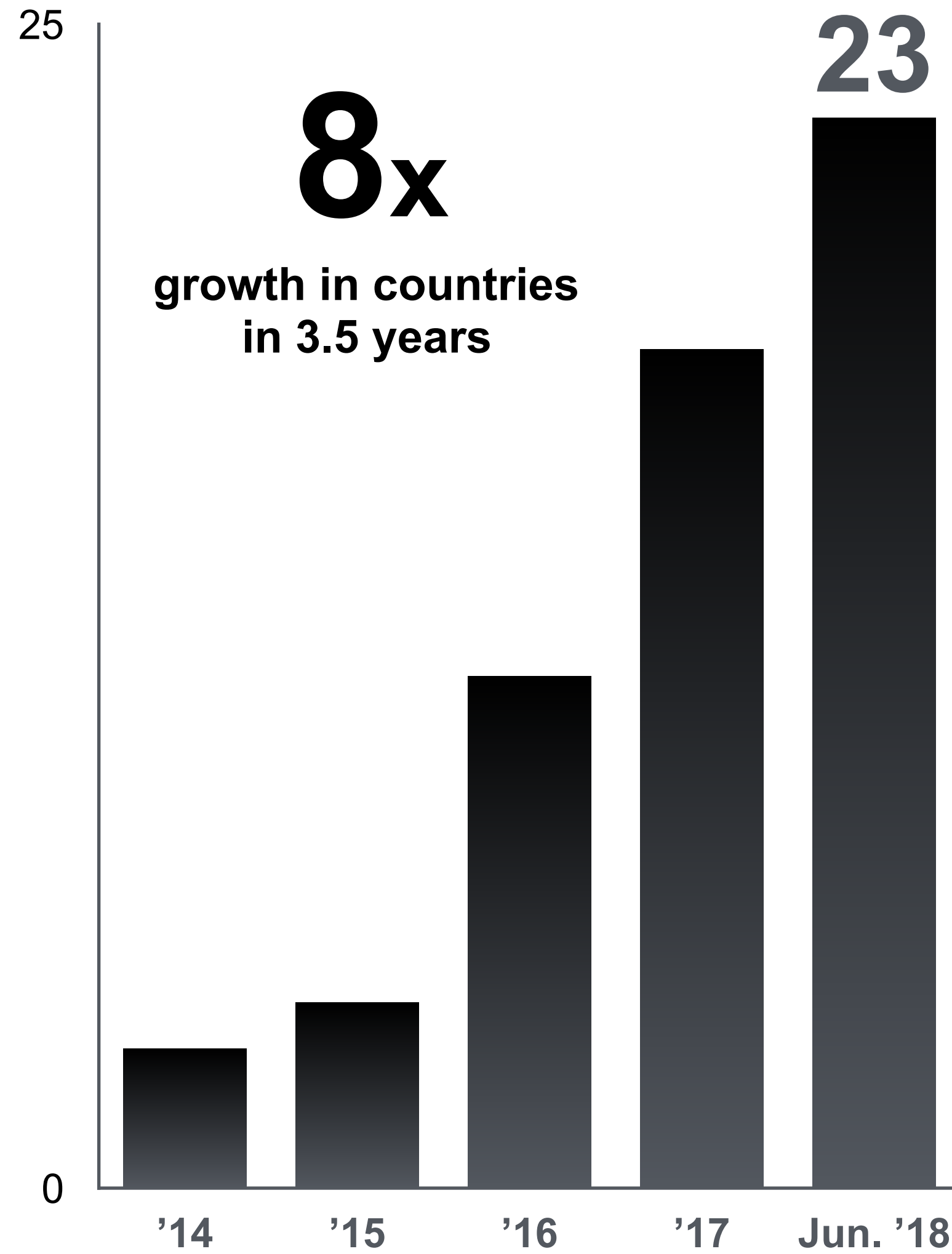
3x

growth in percentage of enterprise memberships in 2 years

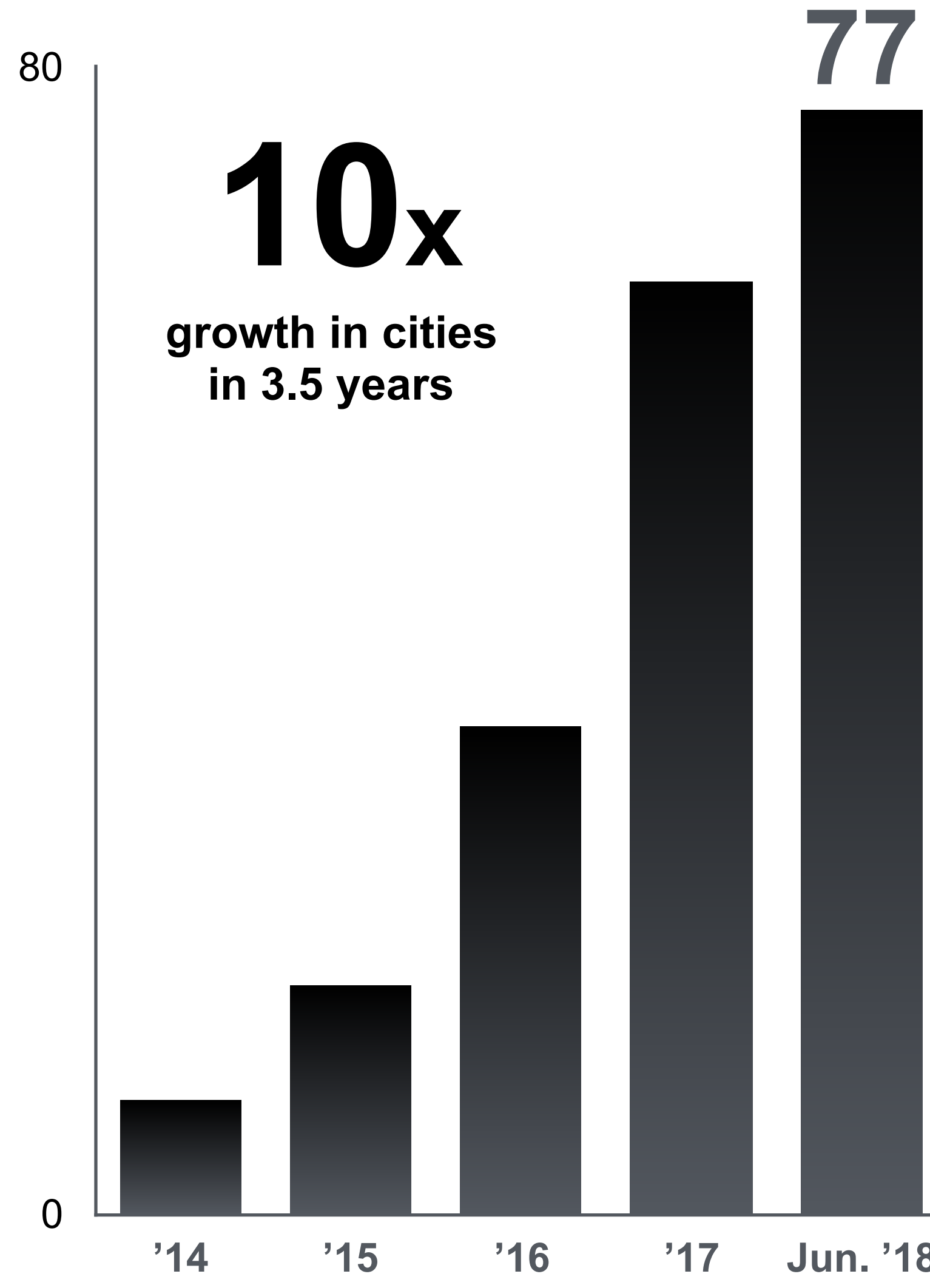


*Enterprise member ratio: enterprise as a % of total WeWork members
**Represents the percentage of total desks that were occupied by enterprise members as of the first day of the last month of each respective quarter

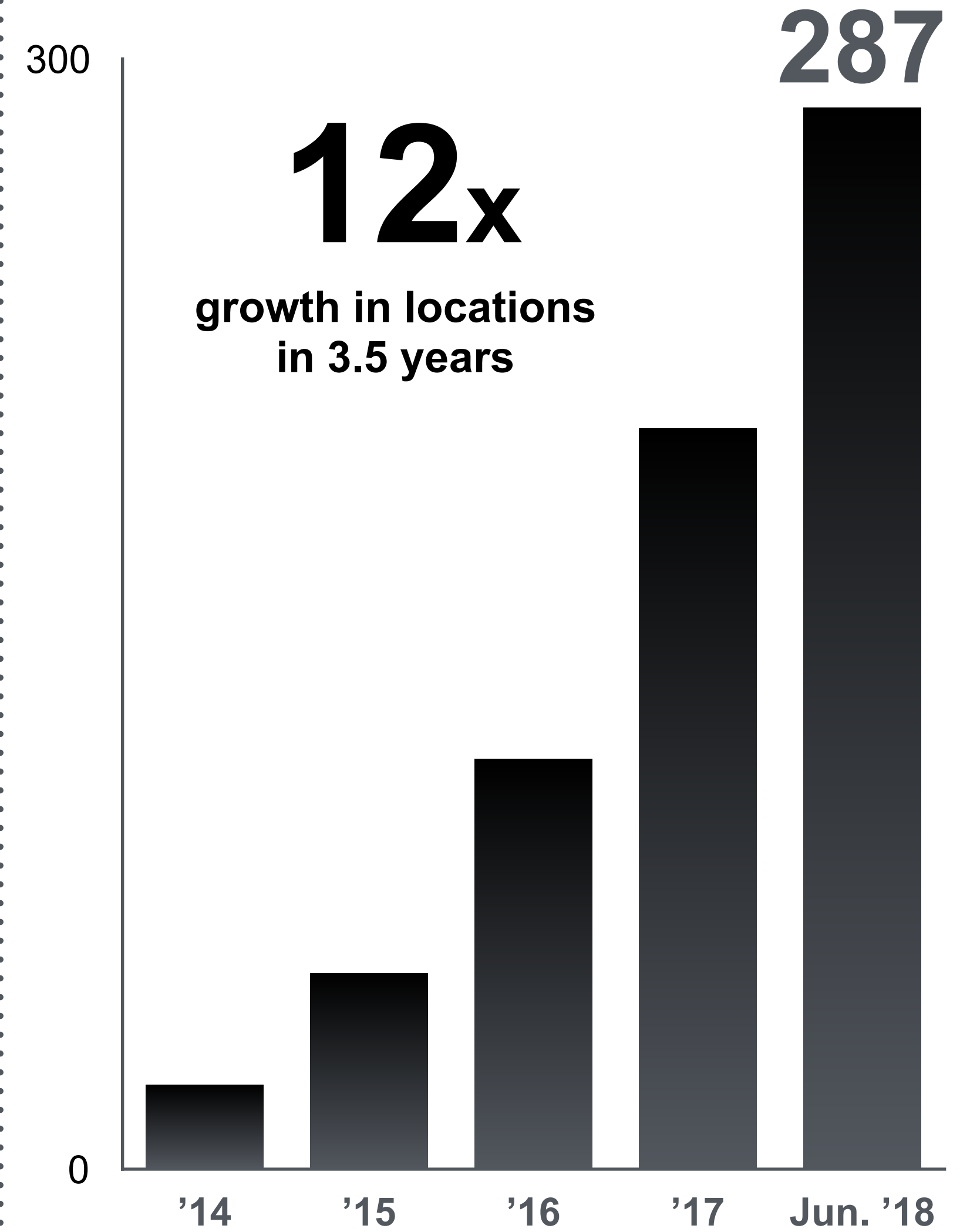
Countries



Cities

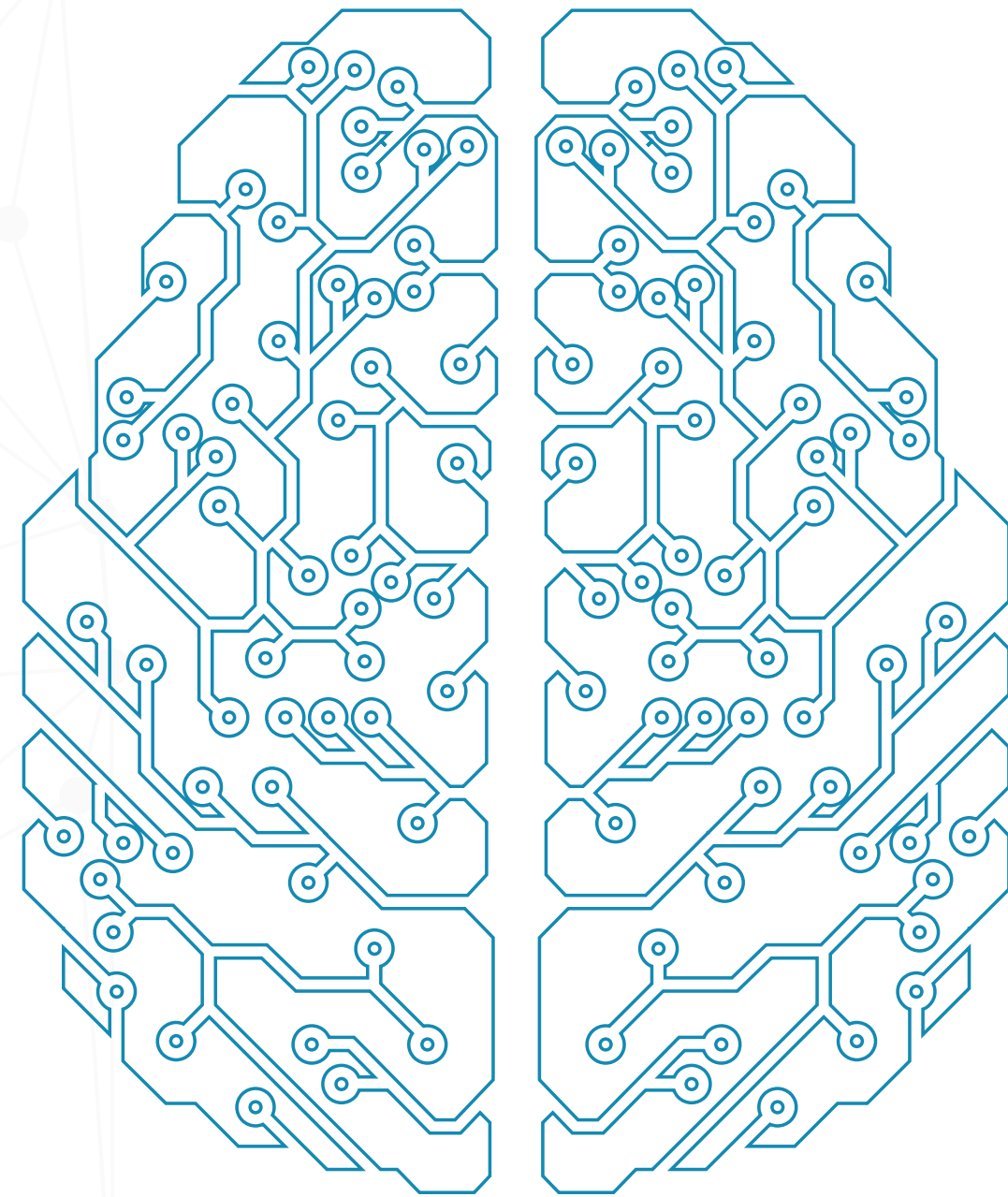
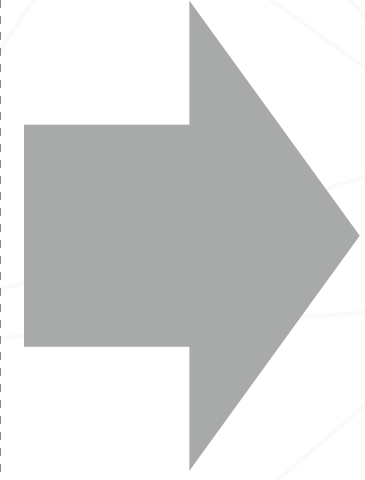
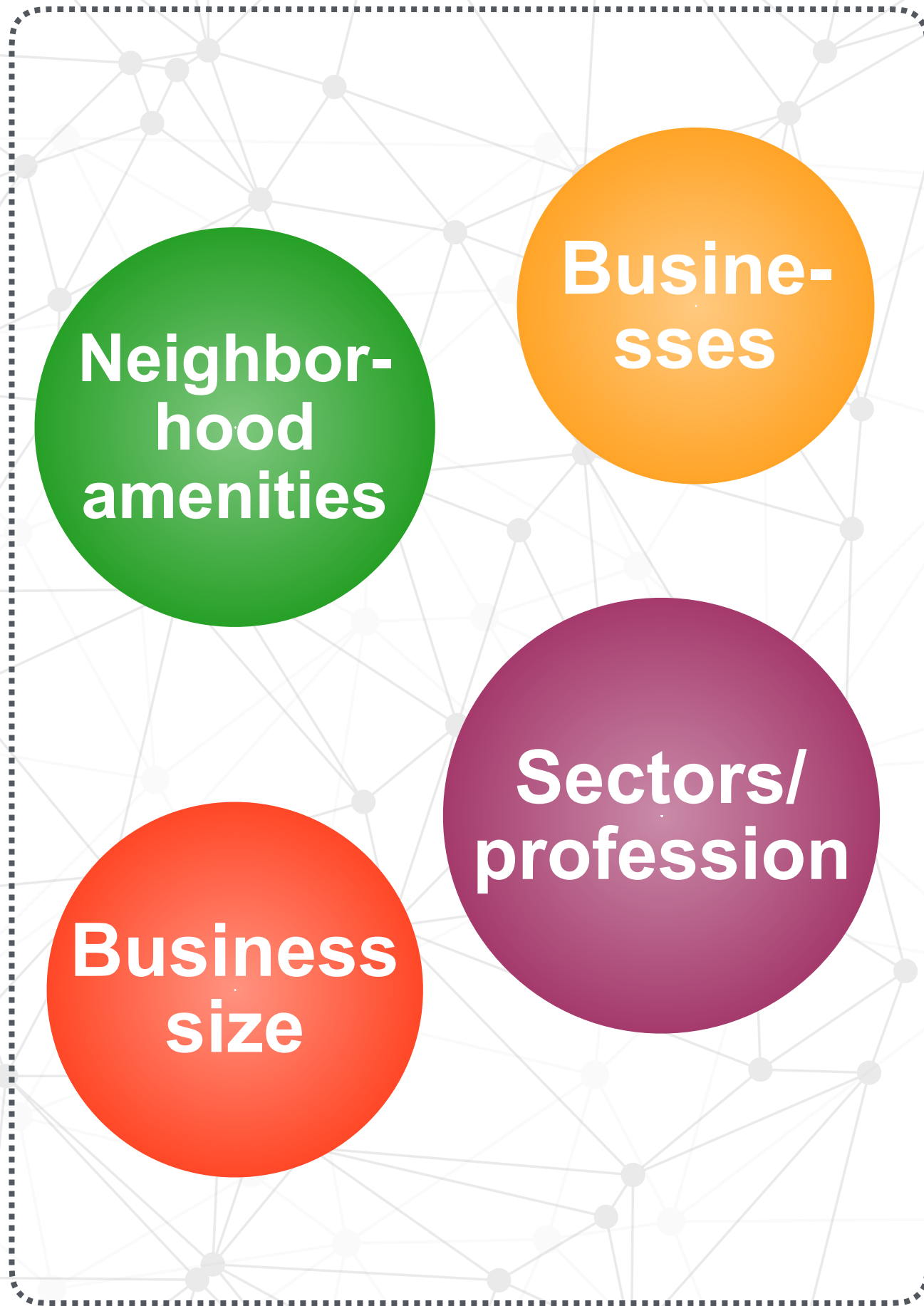


Locations

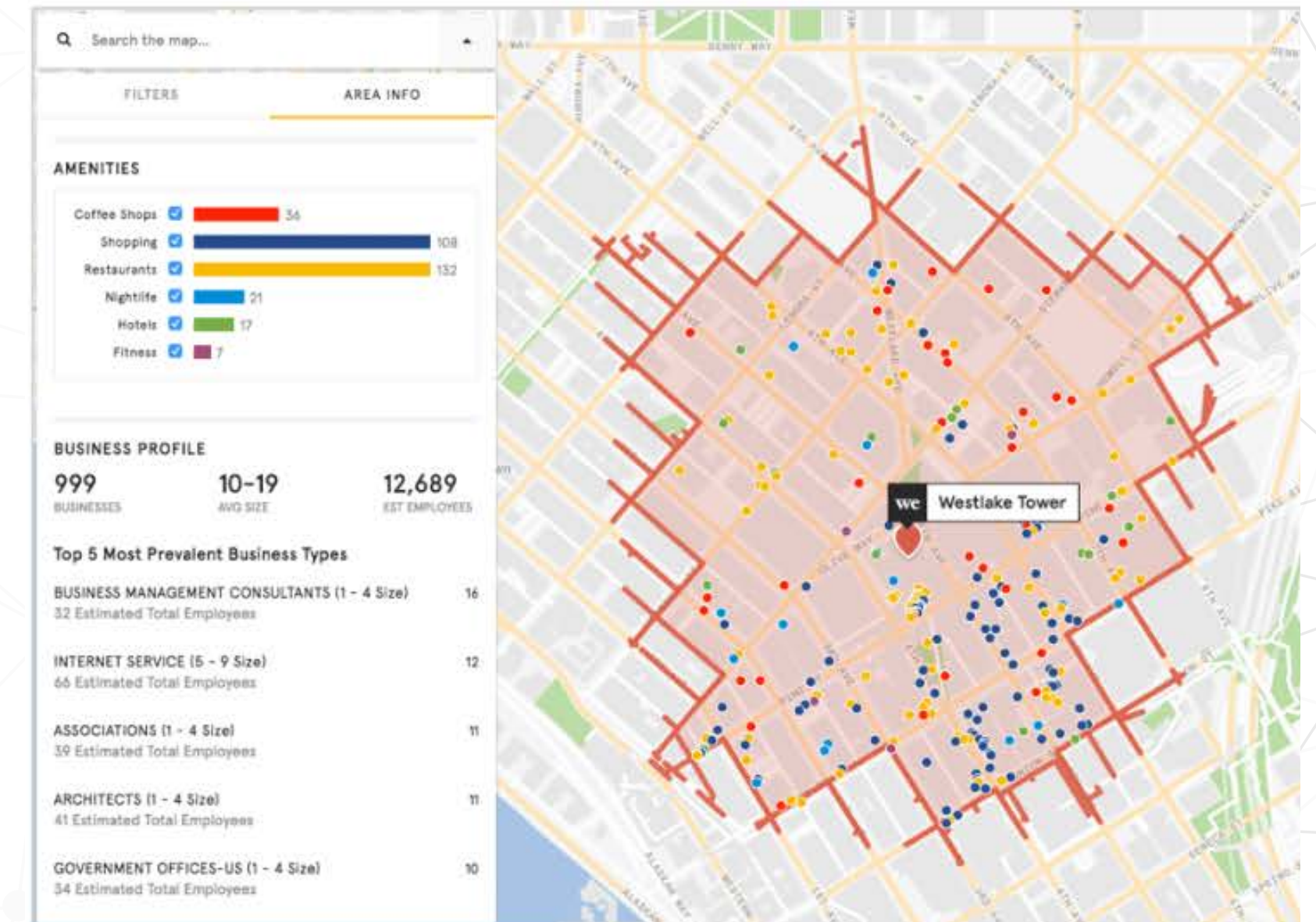


Utilizing AI

wework



Utilize AI for new site selection

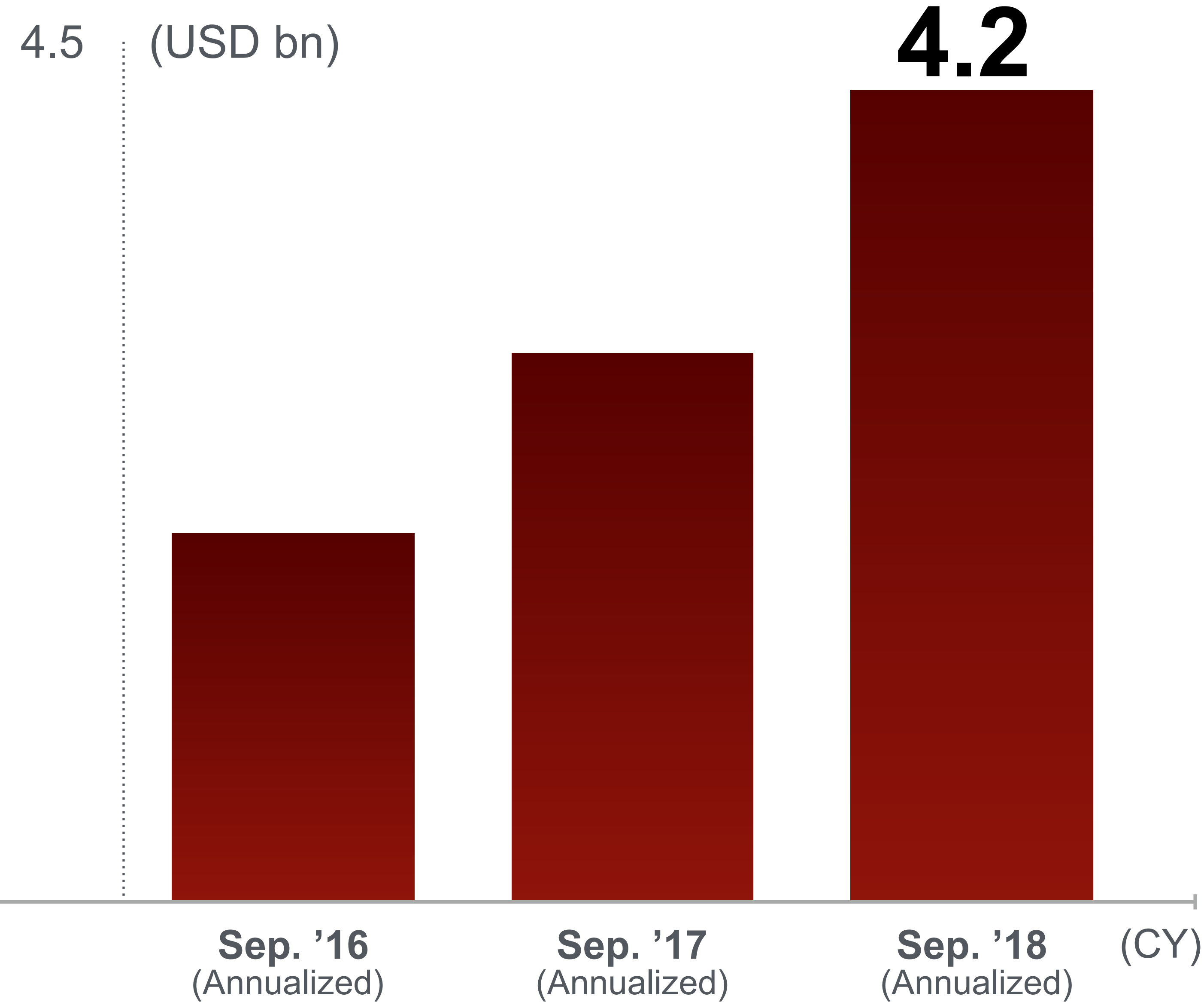


Input

AI analysis

Output

Revenue



> 2x

growth in revenue in past 2 years



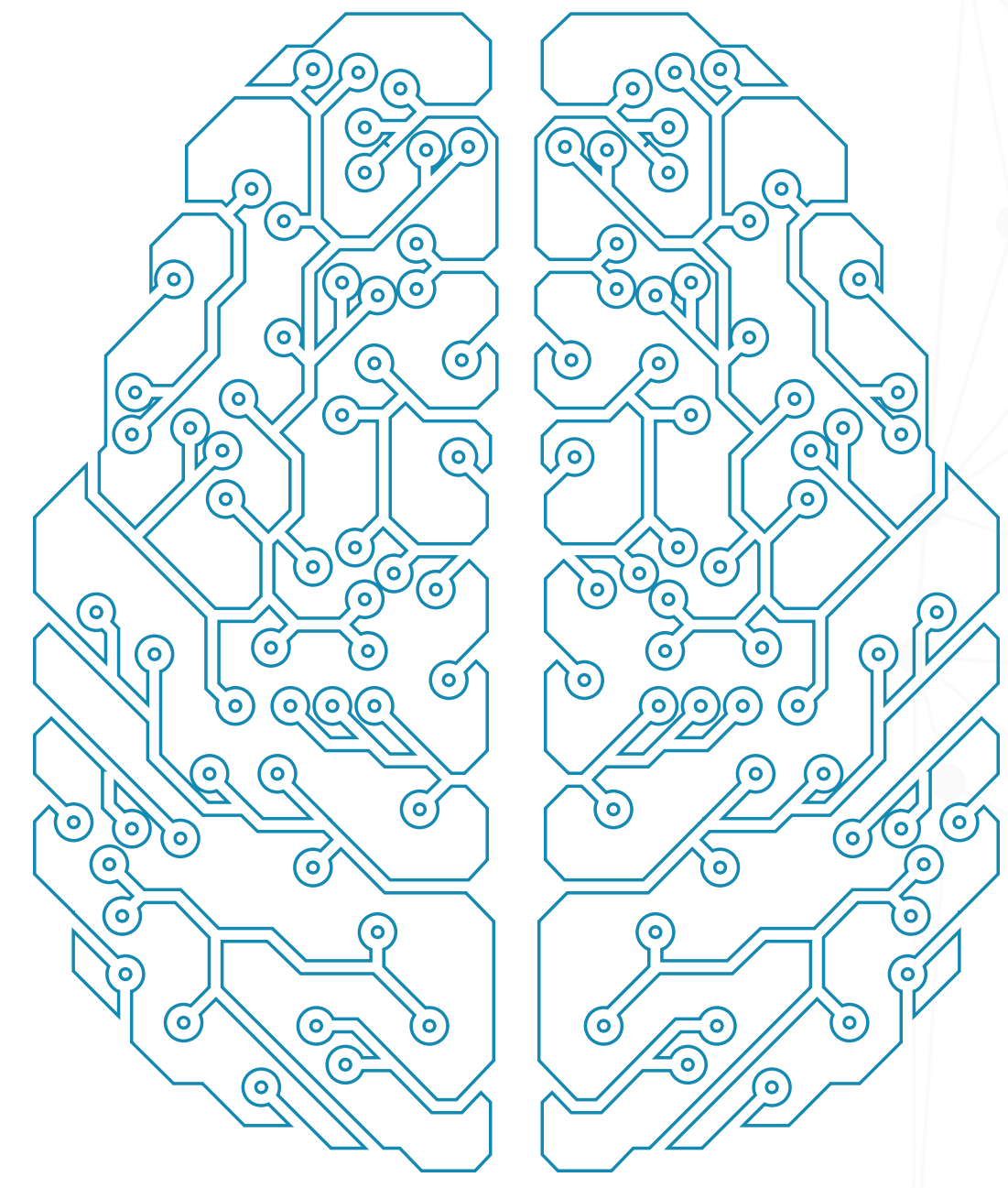
Annualized: 12 times the revenue of September

KRW 1 = USD 0.000894 (Source) Coupang

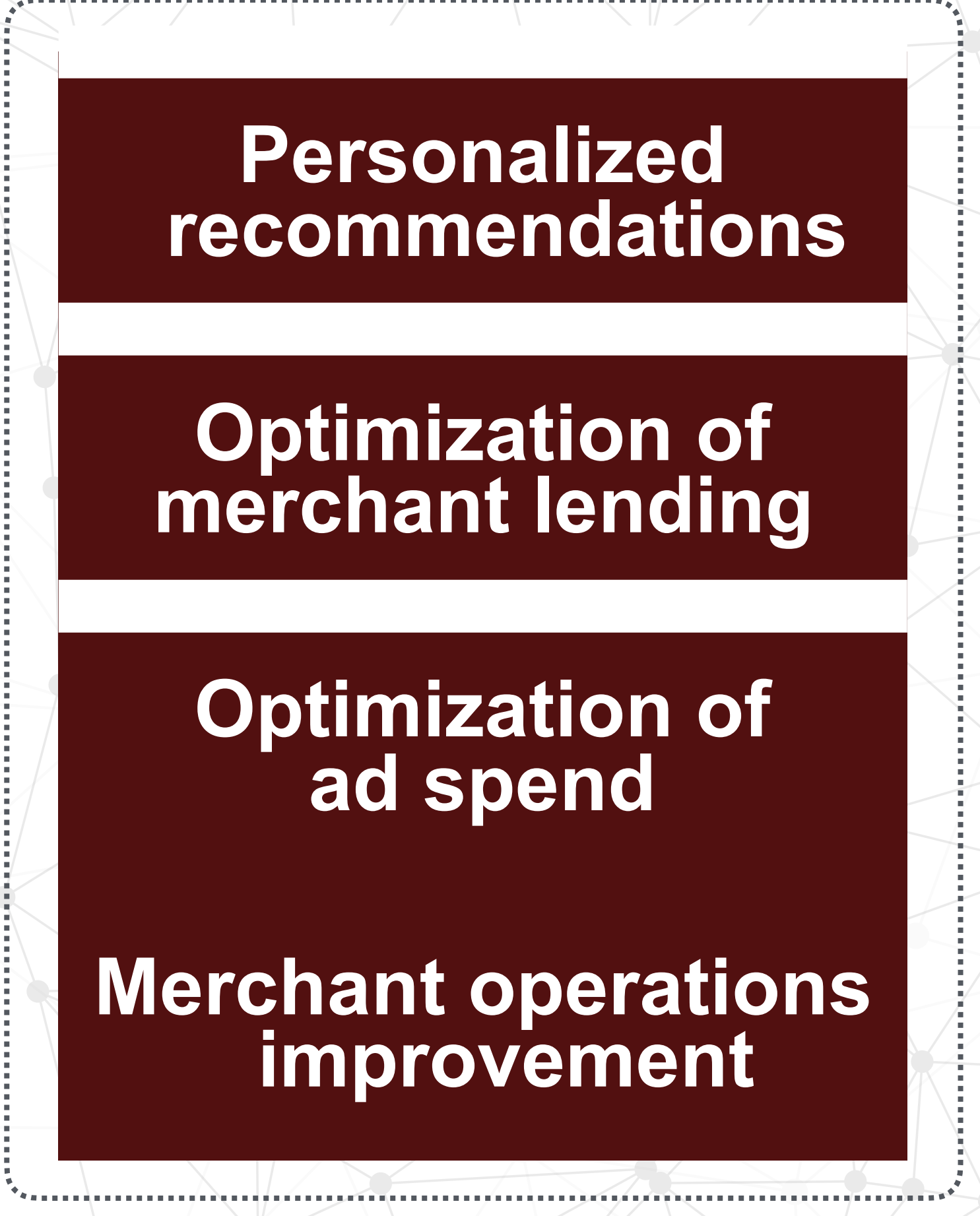
Utilizing AI to Create Consumer Value



Input



AI analysis

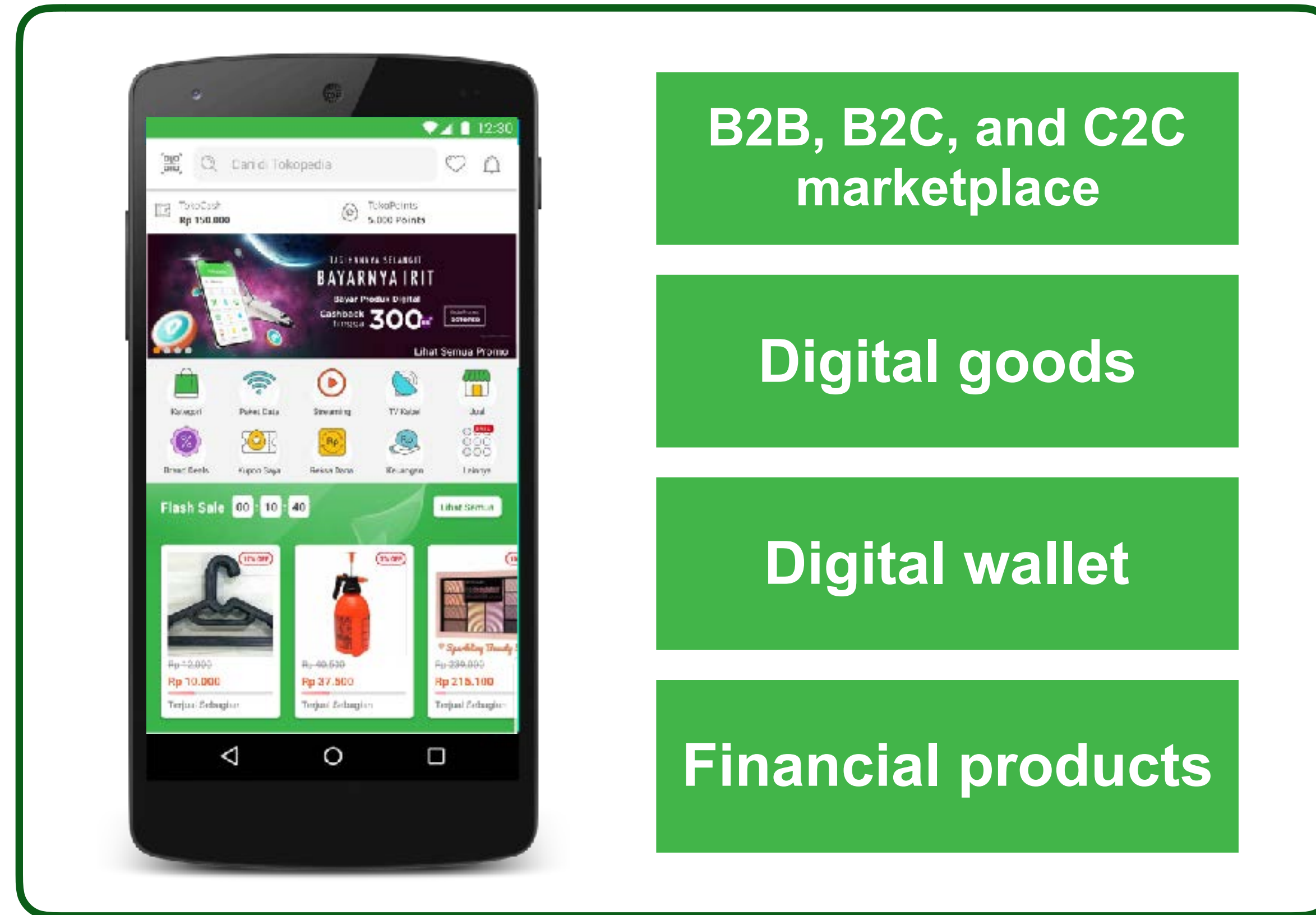
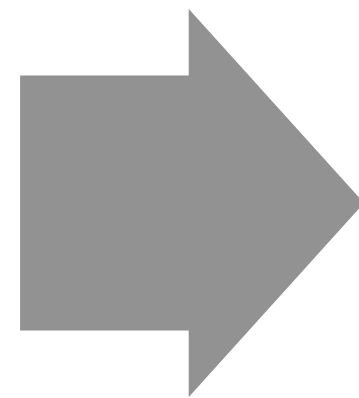


Output

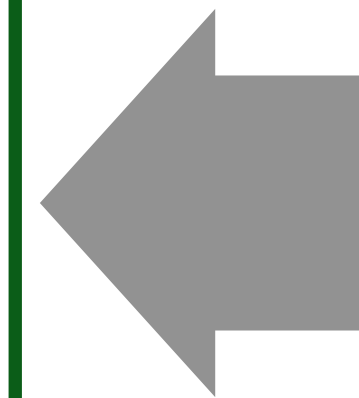
tokopedia



Merchants / partners



Users



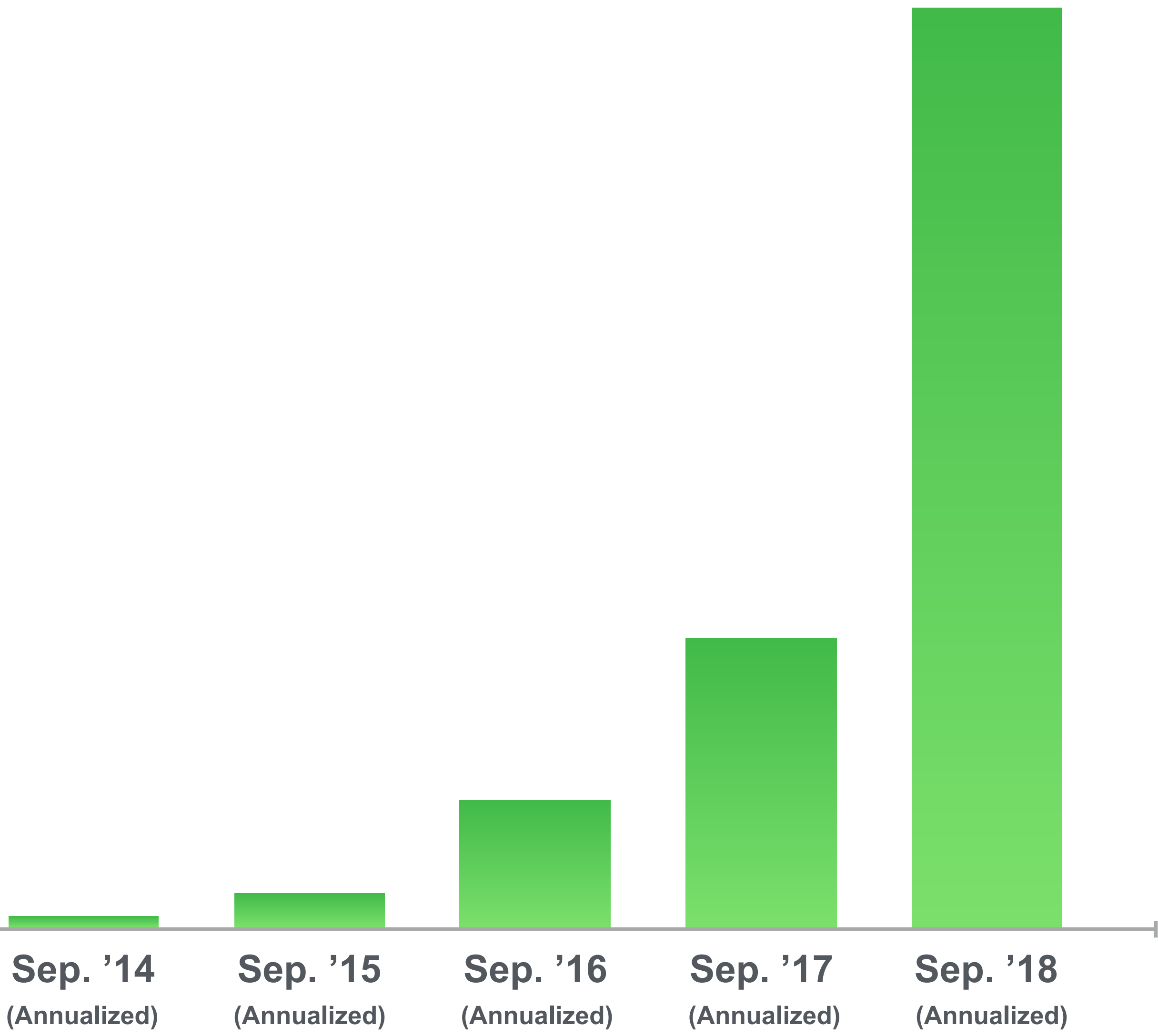
Largest eCommerce platform in Indonesia

GMV (Gross Merchandise Volume)



6.5 (USD bn)

0



77x
growth in 4 years

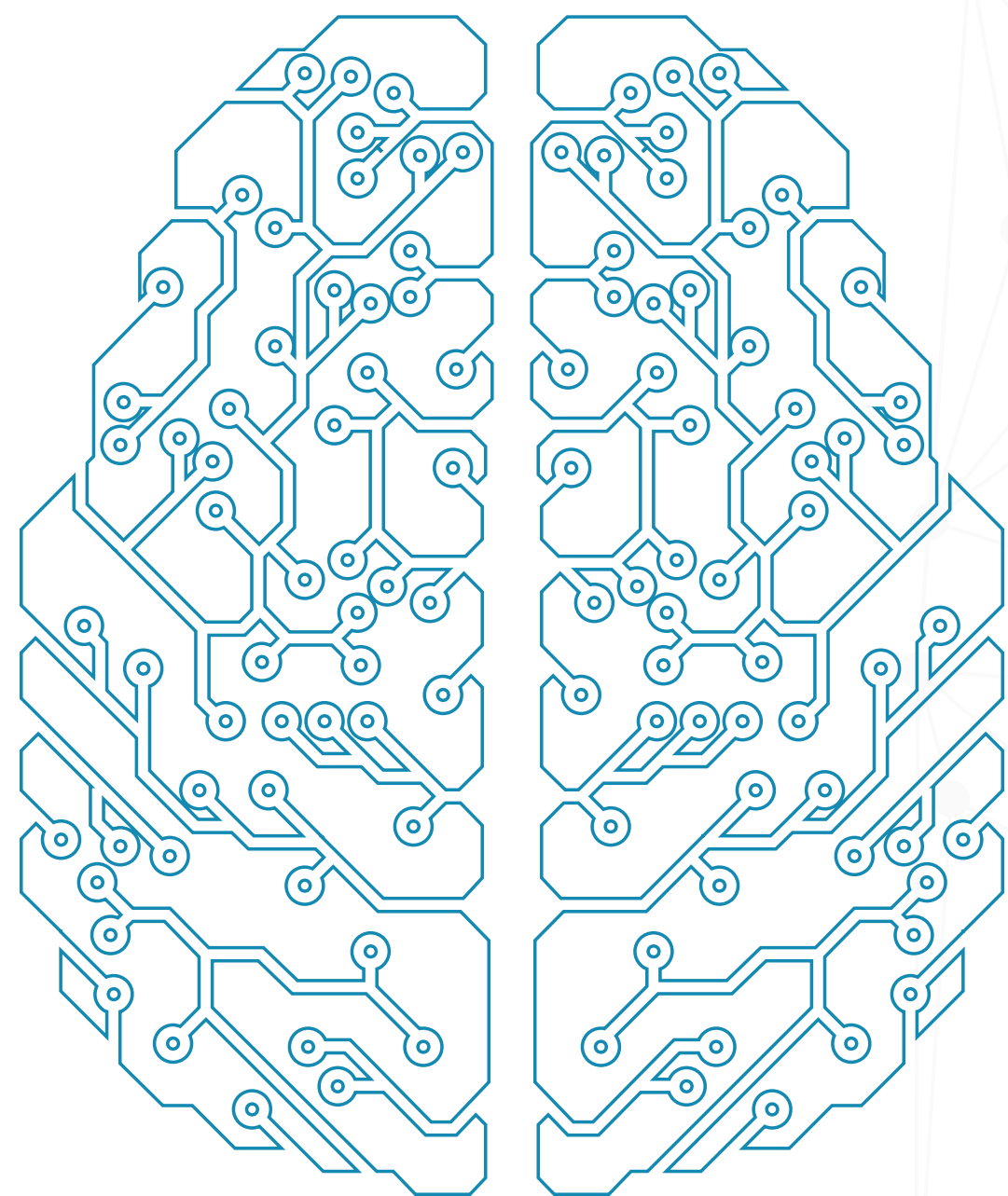
Annualized: 12 times the GMV of September (Source) Tokopedia

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AI Utilization



Input



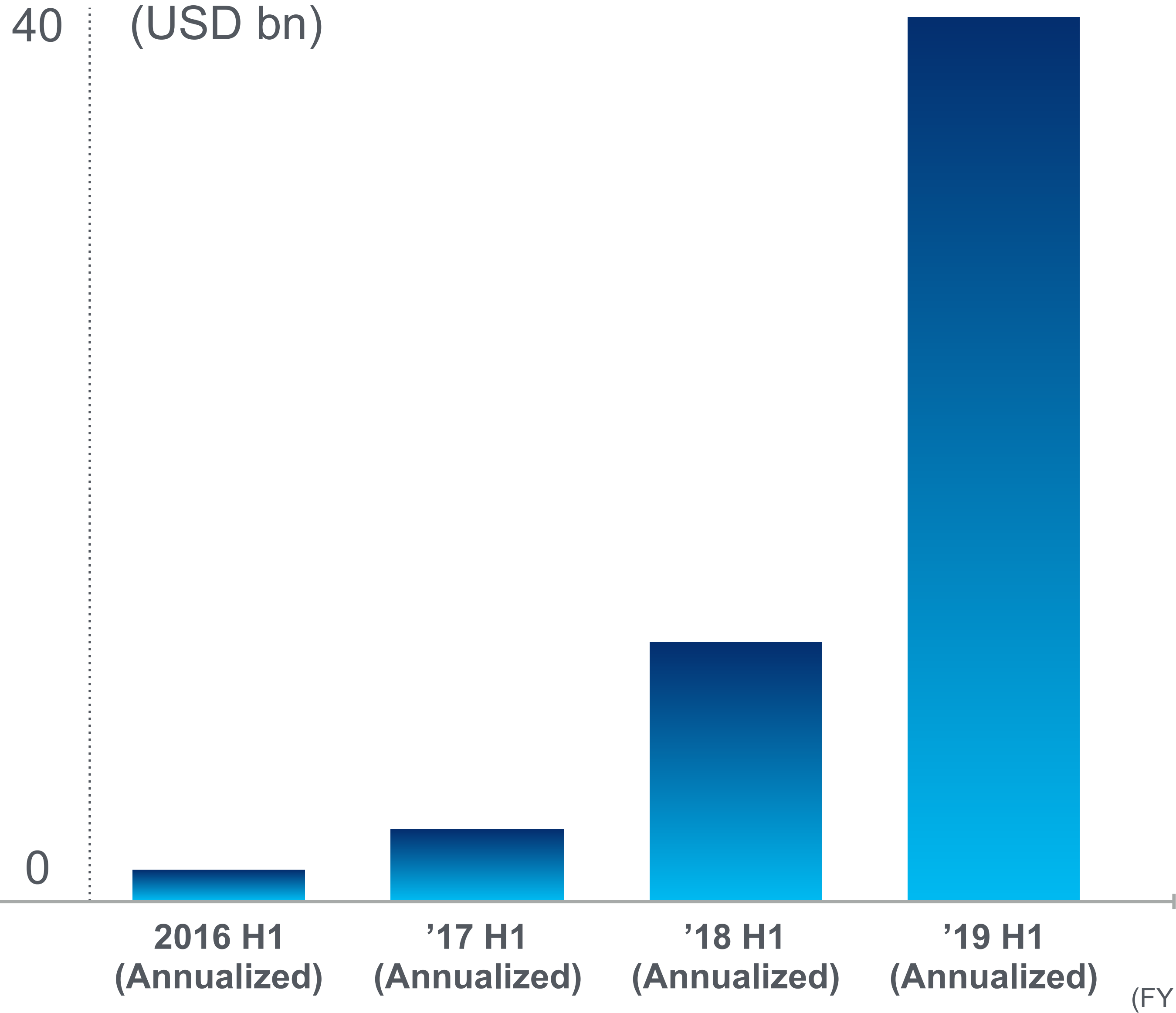
AI analysis



Output

tokopedia

Total Payment Volume*



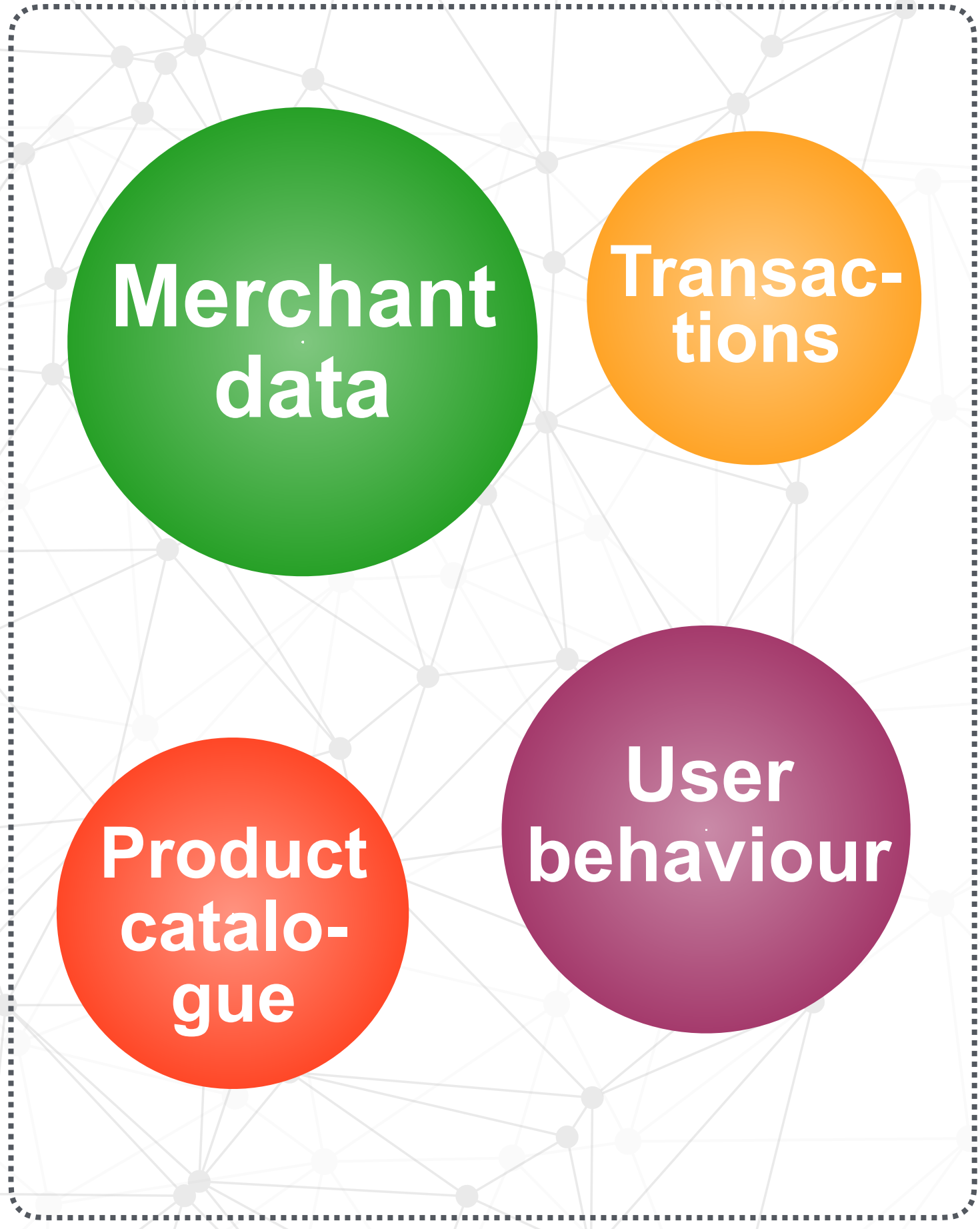
28x
growth in total
payment volume in 3 years
Leader in payments in India



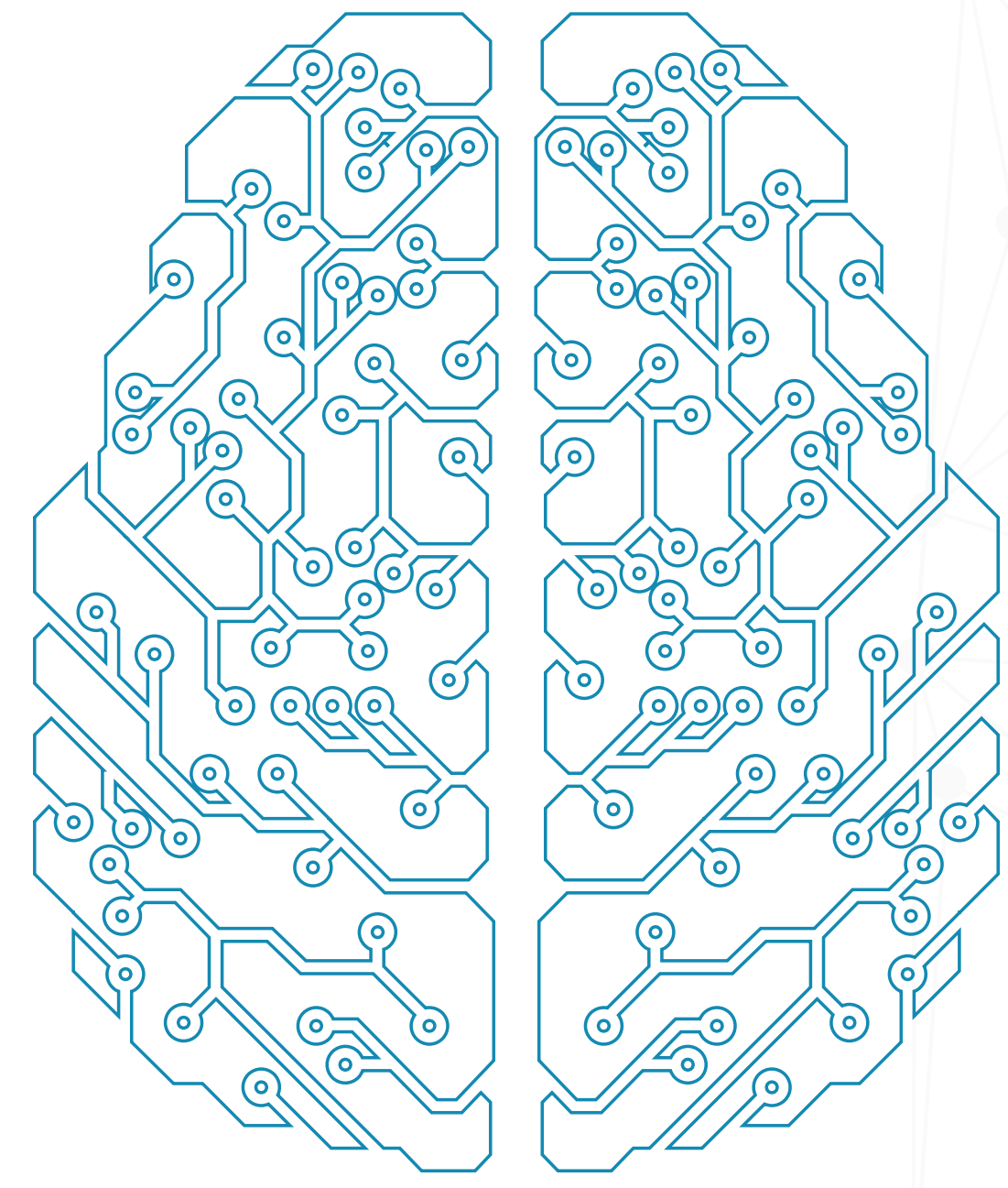
*Total payment volume: Total volume of payments settled through PayTM

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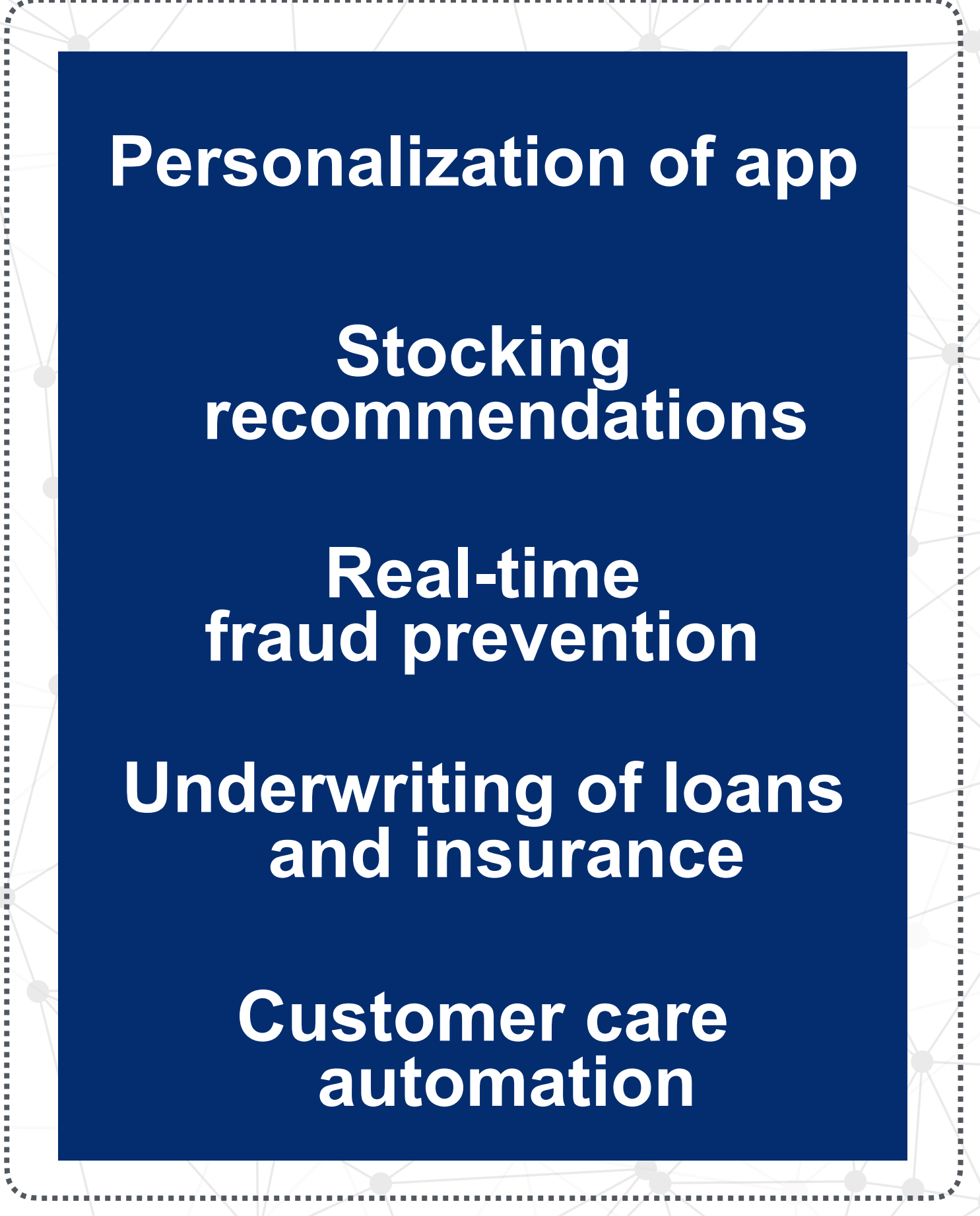
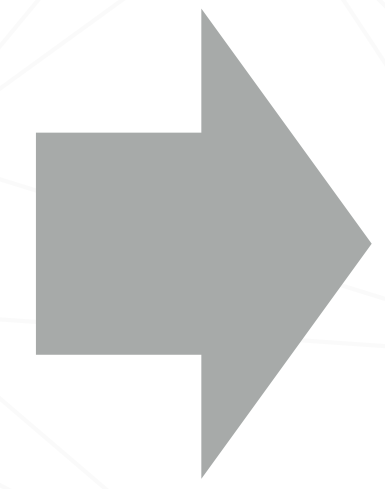
Utilizing AI to Seek to Supercharge Payments



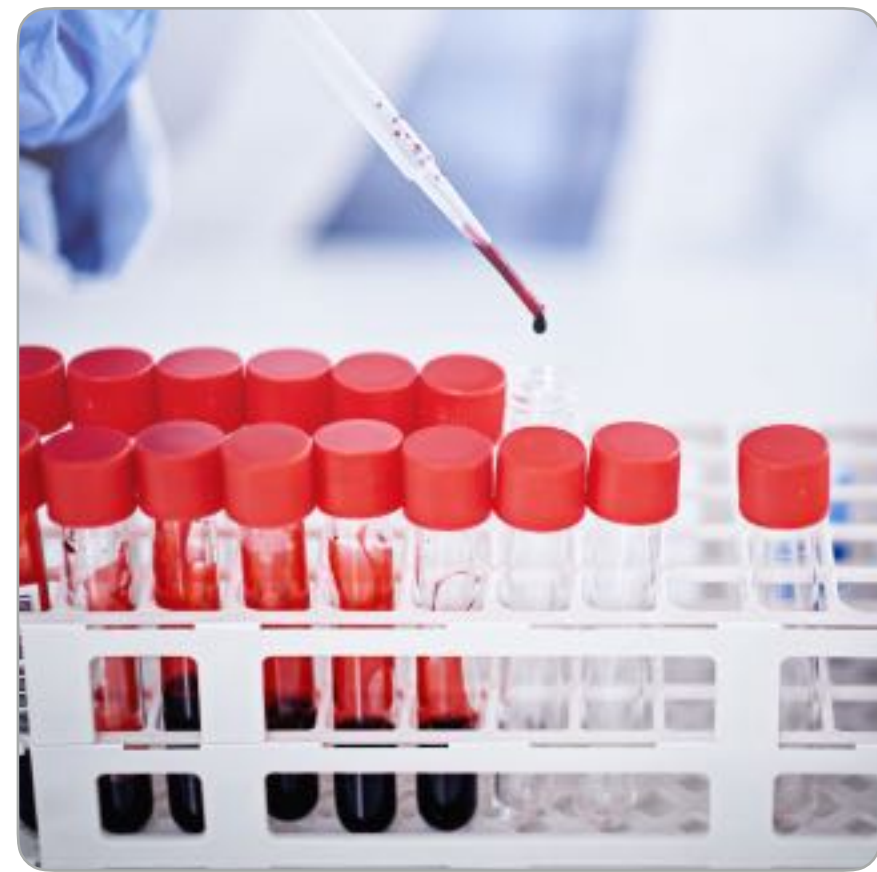
Input



AI analysis



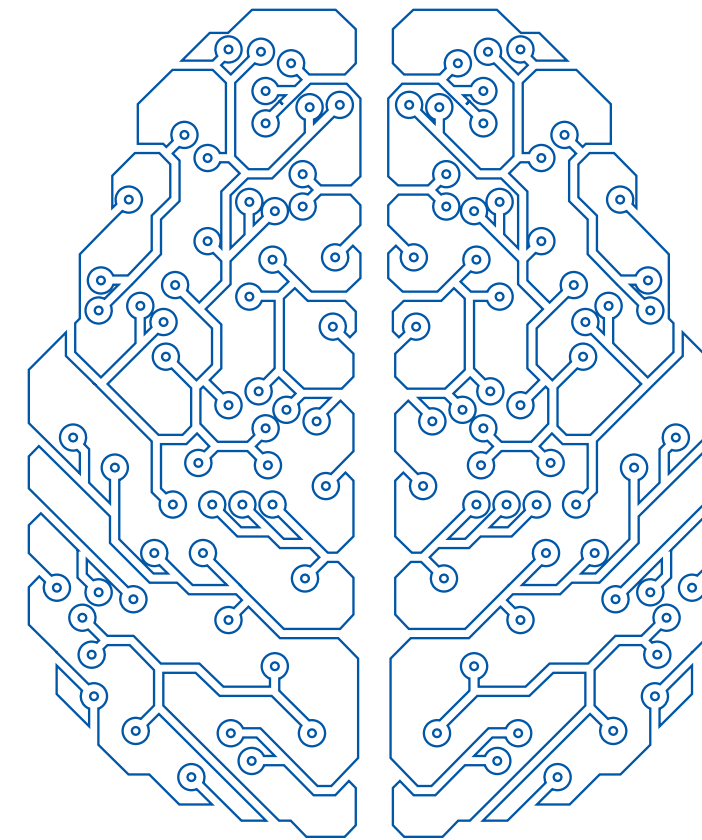
Output



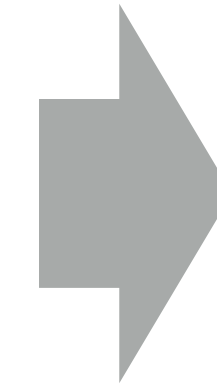
**Blood test
(Liquid biopsy)**



**Digital
sequencing
(Big data)**



**AI
analysis**

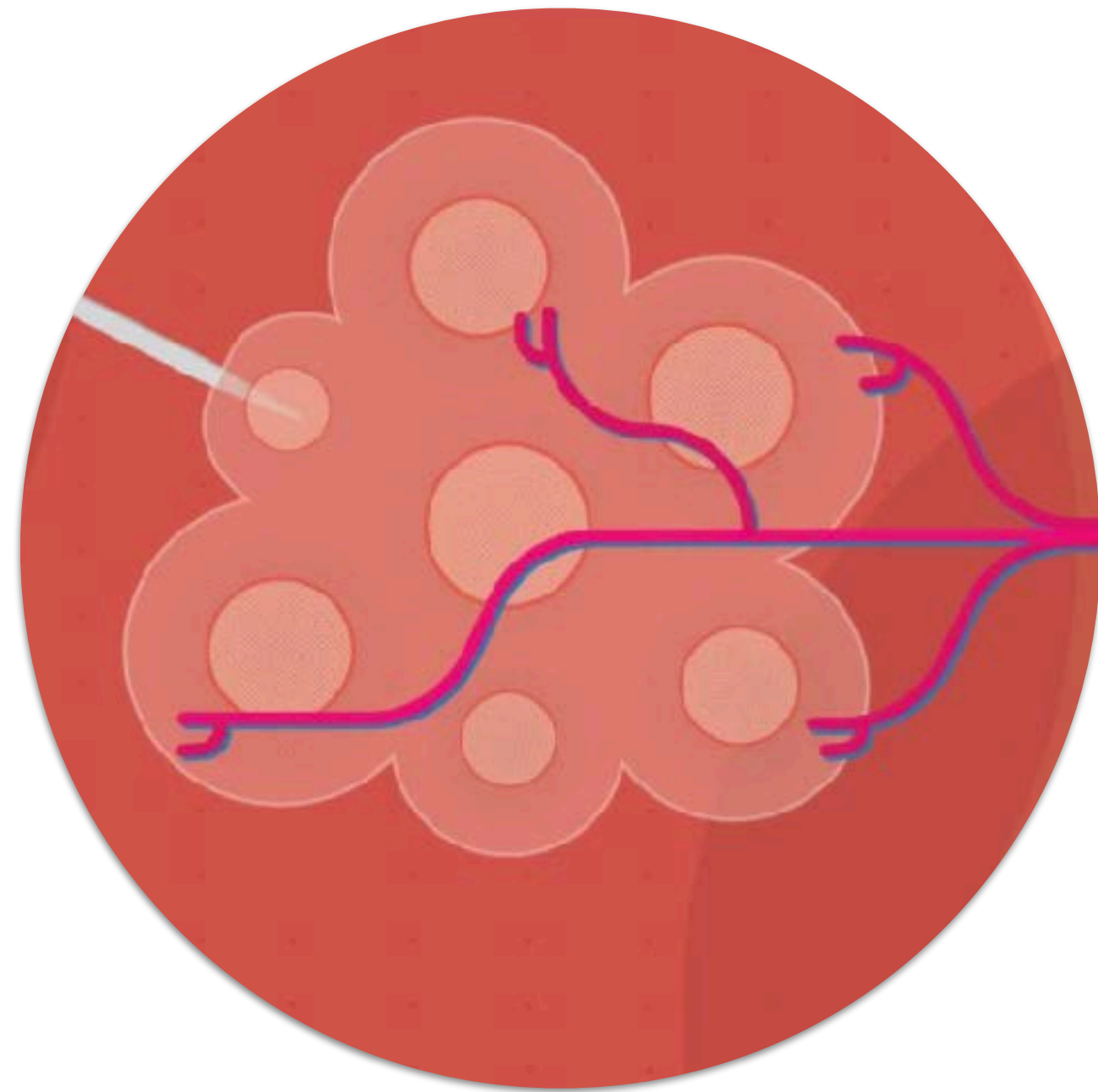


**Early detection
& cancer
management**

Comprehensive liquid biopsy utilizing AI

Conventional

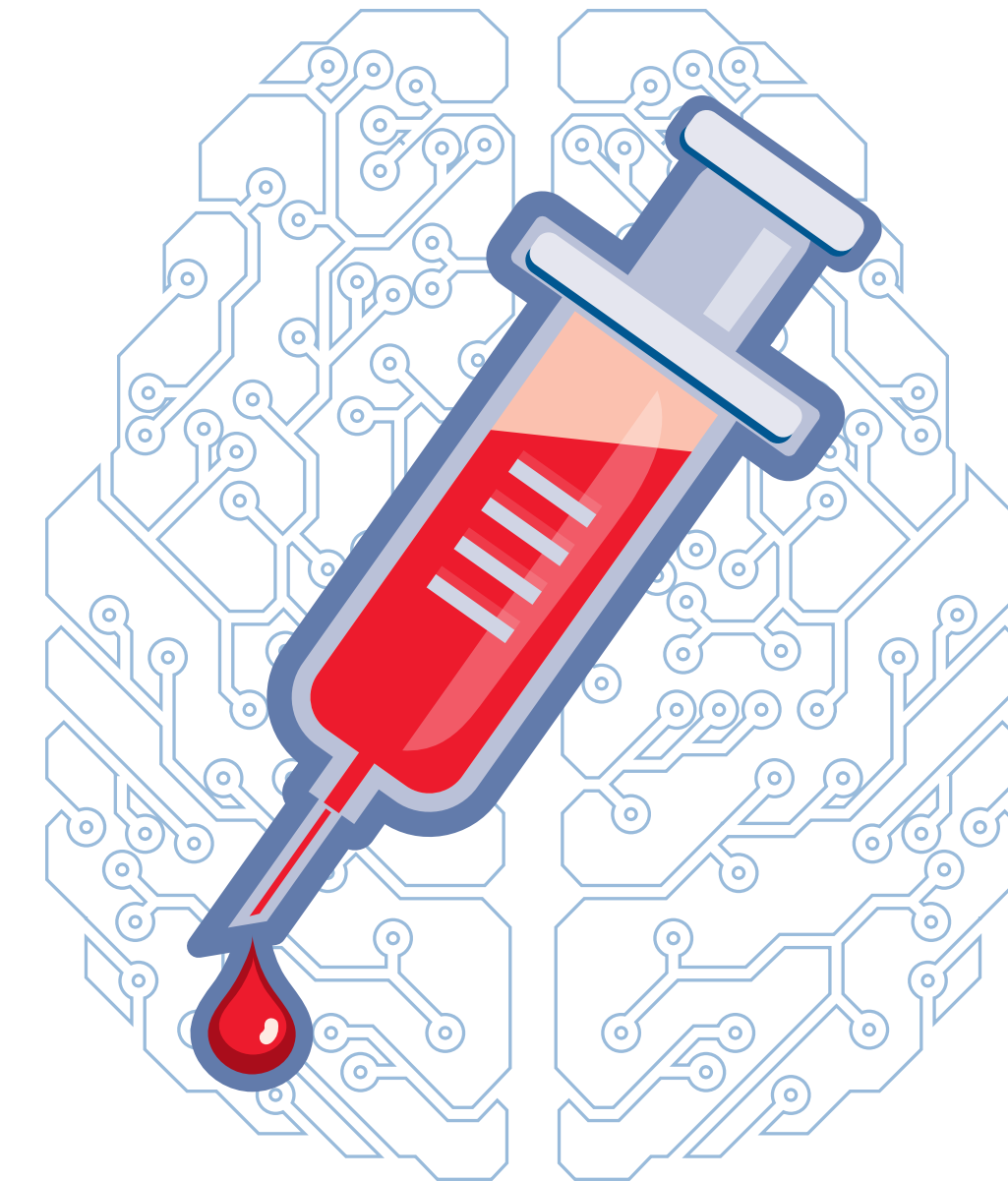
Tissue biopsy



Costly, slow, risky



Liquid biopsy



Affordable, quick, safe

Select Adoption Rate (U.S.)



100%*

**Adopted by
all 27 NCCN centers**



(Source) Guardant Health Form S-1 as filed with Securities and Exchange Commission on Sep. 5th, 2018.
*Adoption rate of Guardant 360. The metrics regarding select aspects of the company's operations were selected by SBIA on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations.
National comprehensive cancer network

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Investment Track Record

(USD bn)

1.0



0.3



Amount of SVF investment *

Value of SVF ownership ** (As of November 2)



Valued
3.5x



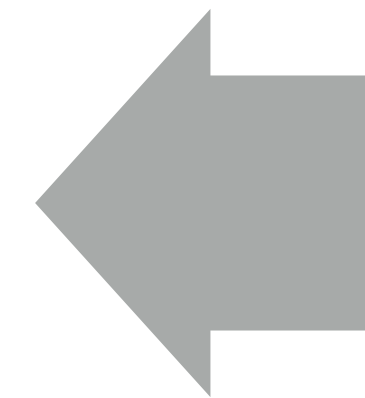
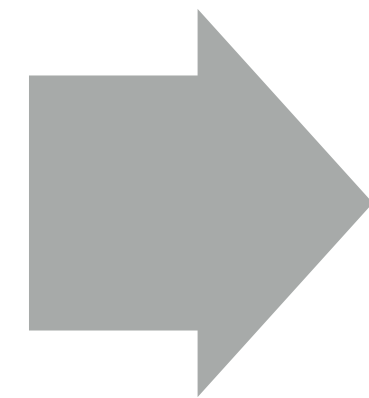
*(Source) Guardant Health Form S-1 as filed with Securities and Exchange Commission

**Calculated based on closing price as of 11/02/18 of \$40.11 and 25,816,470 shares owned by SoftBank Vision Fund per Form 4 dated 10/11/18

Opendoor



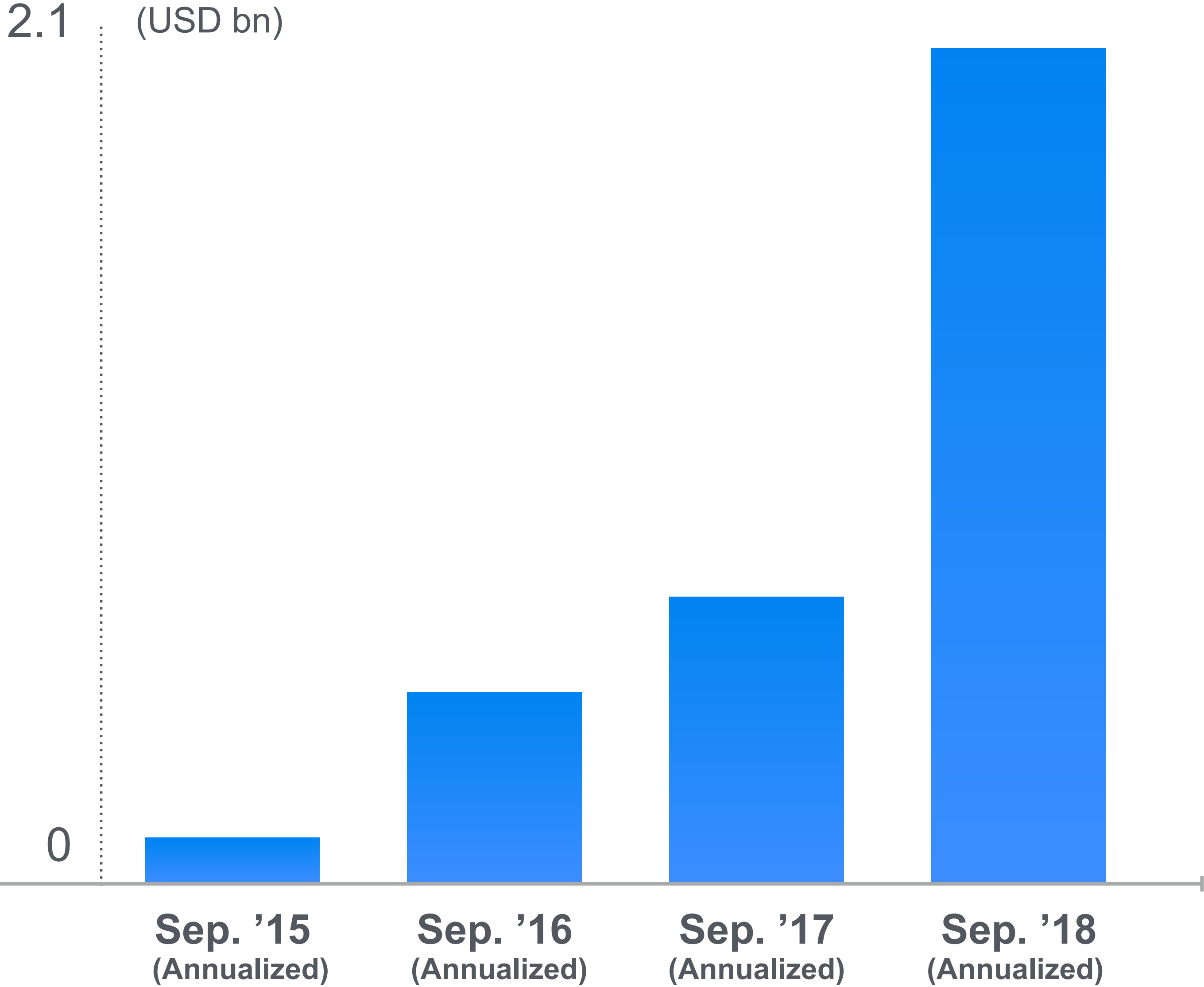
Sellers



Buyers

Real estate transaction platform

Resale GMV (Gross Merchandise Volume)



Resale GMV CAGR
from September 2015 to September 2018

+158%



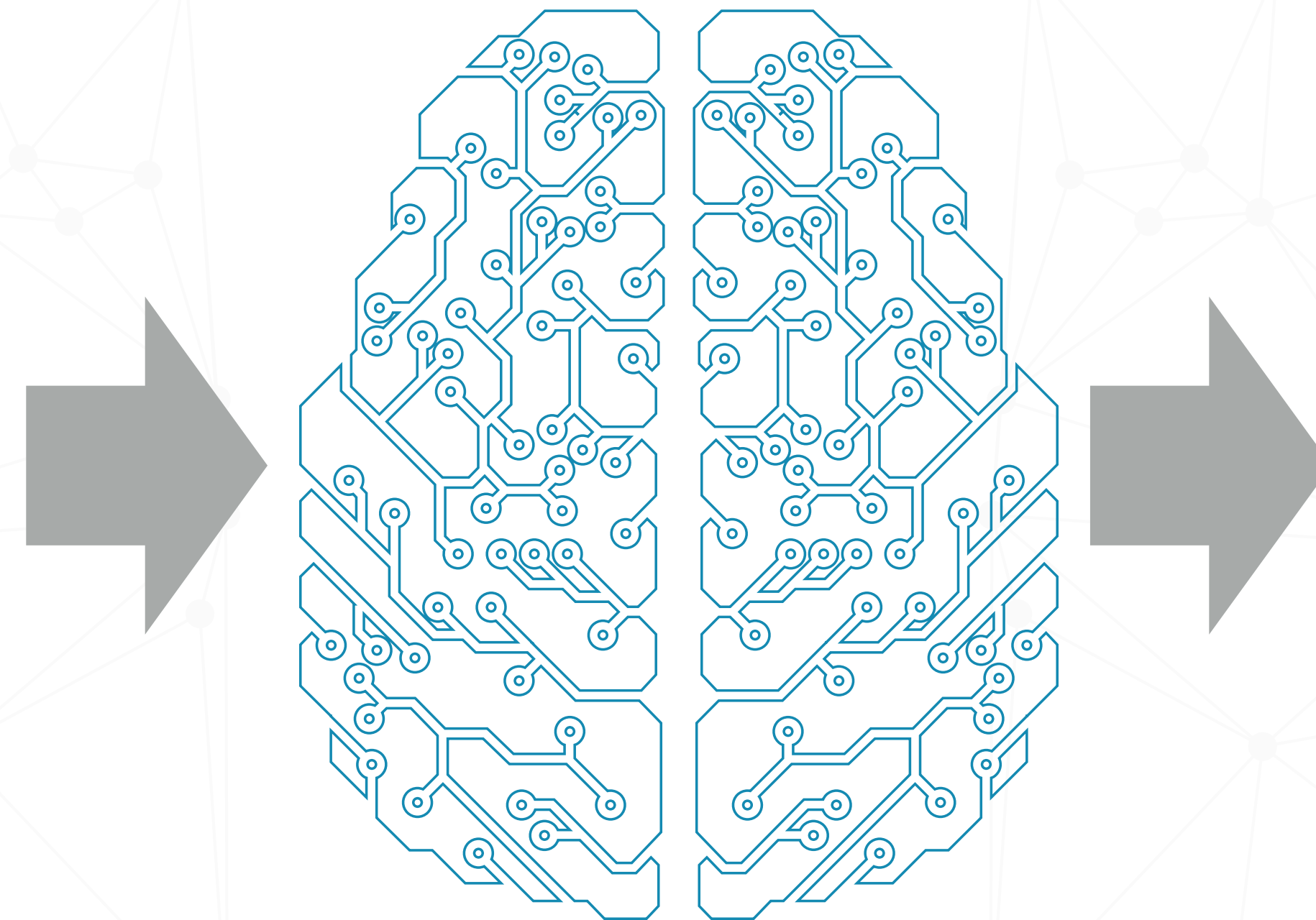
The information herein is provided for illustrative purposes only and is based on company data. There can be no assurances that historical trends will continue throughout the life of the Fund. Nothing herein should be construed as a recommendation of any investment or security. The metrics regarding select aspects of the company's operations were selected by SBIA on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations.

AI-driven Home Assessment

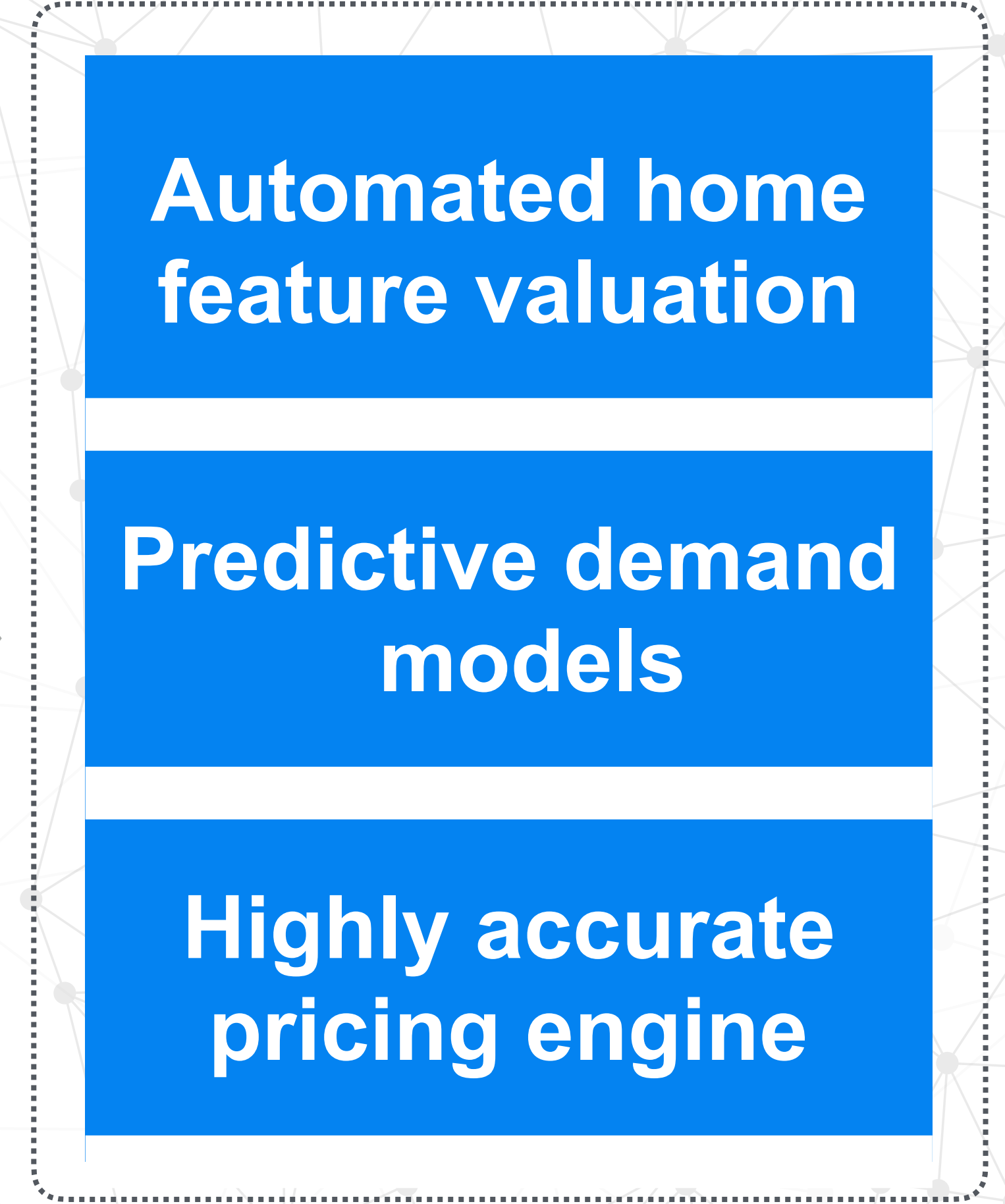
Opendoor



Input



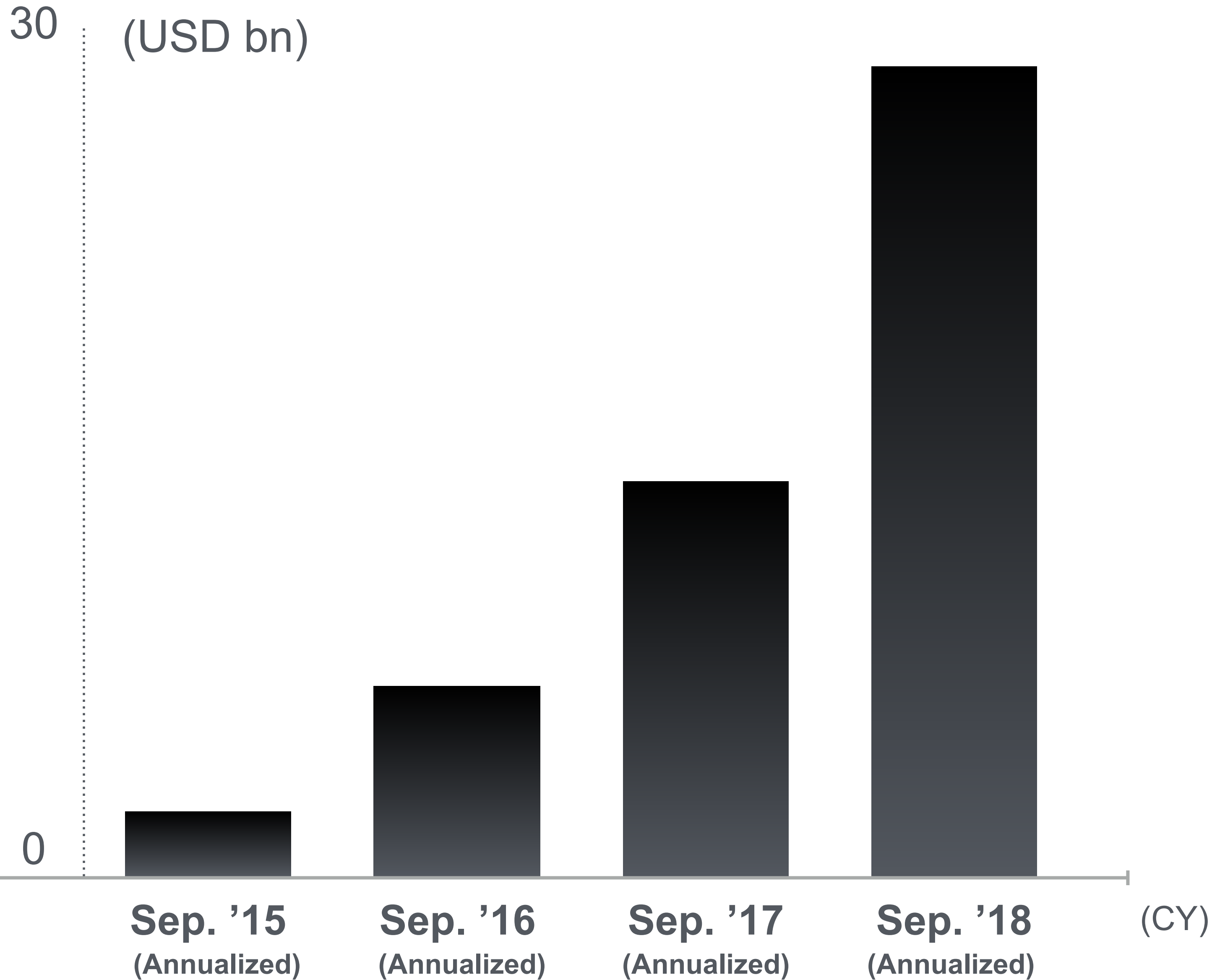
AI analysis



Output

Transaction Value*

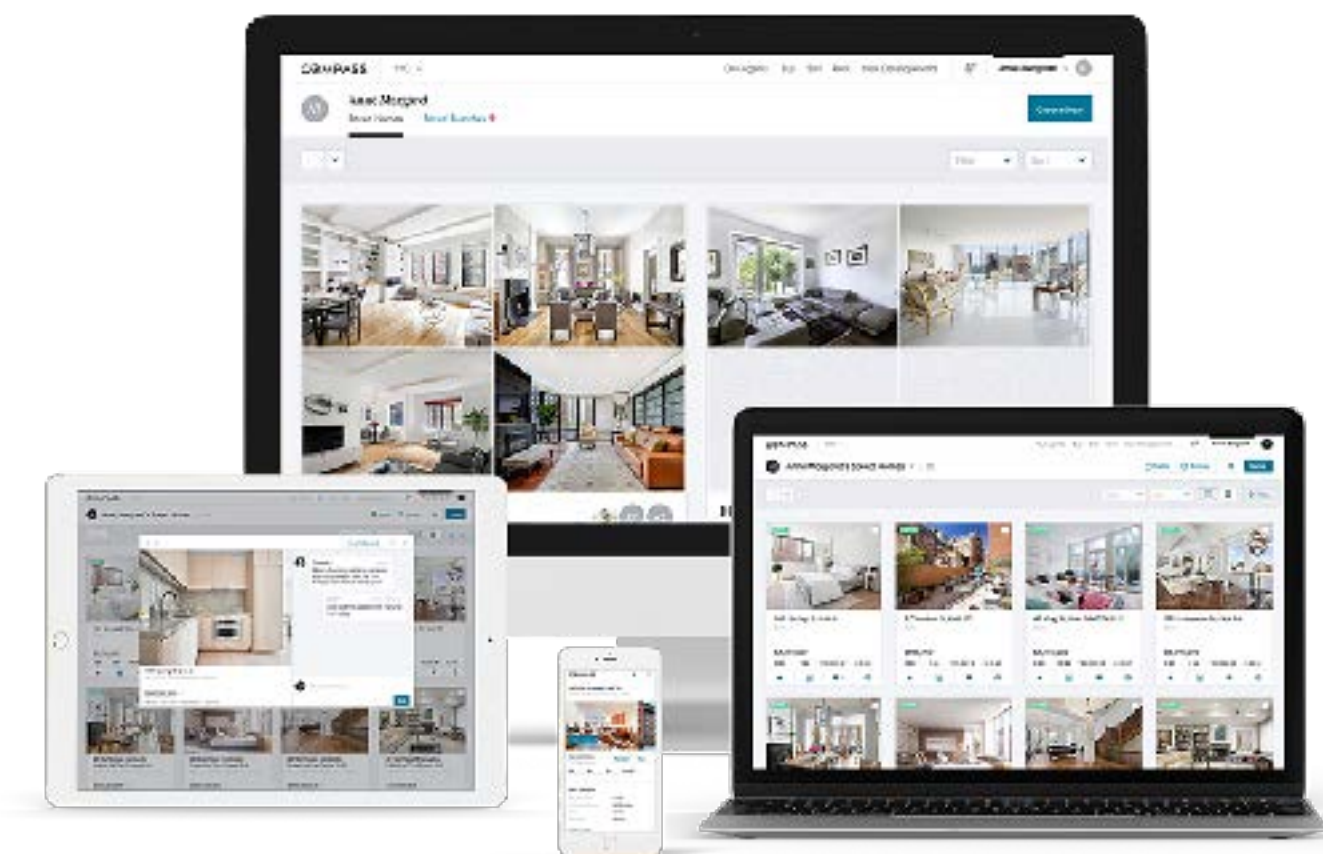
COMPASS



Transaction value CAGR
from September 2015 to September 2018

131%

Real estate technology platform

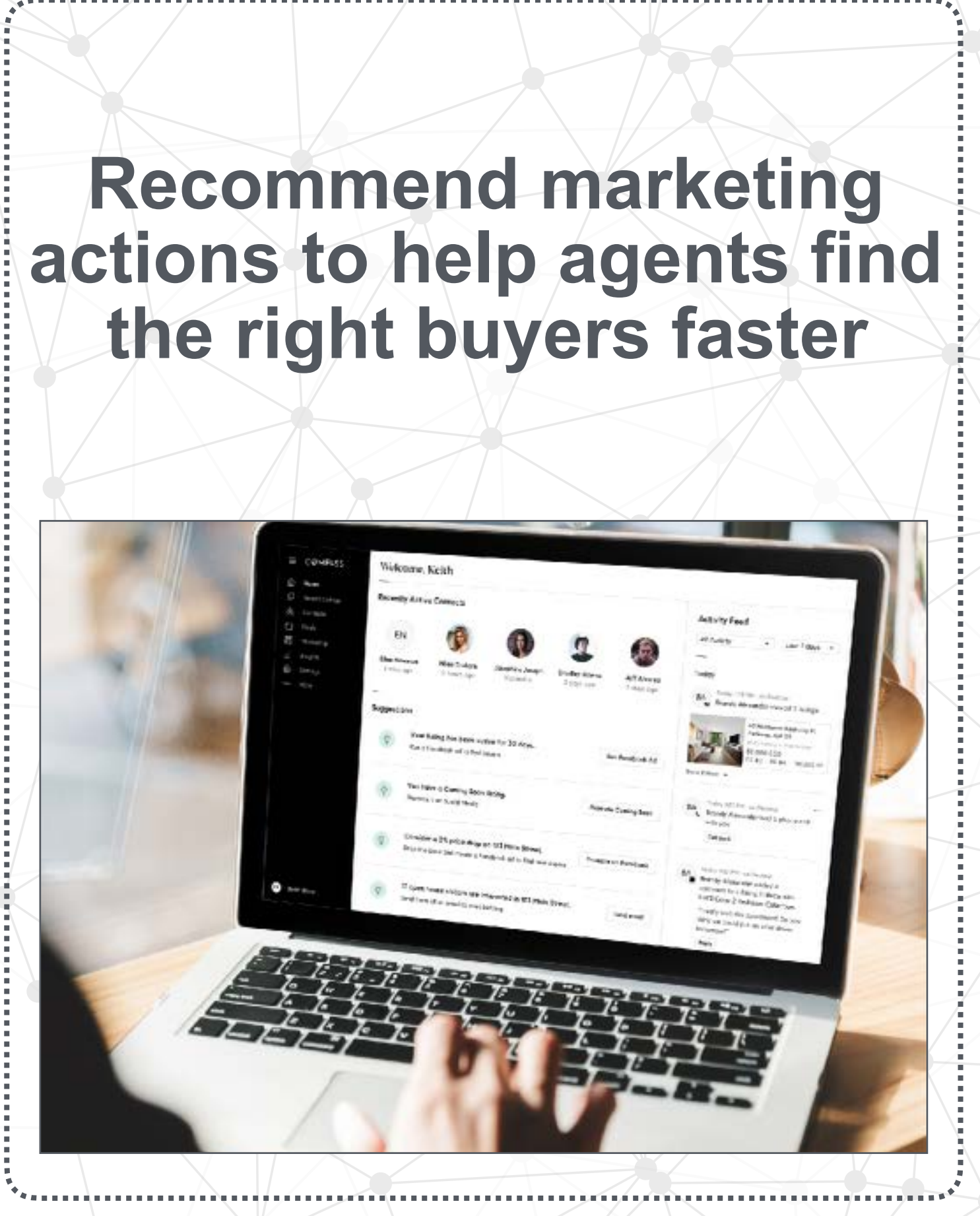
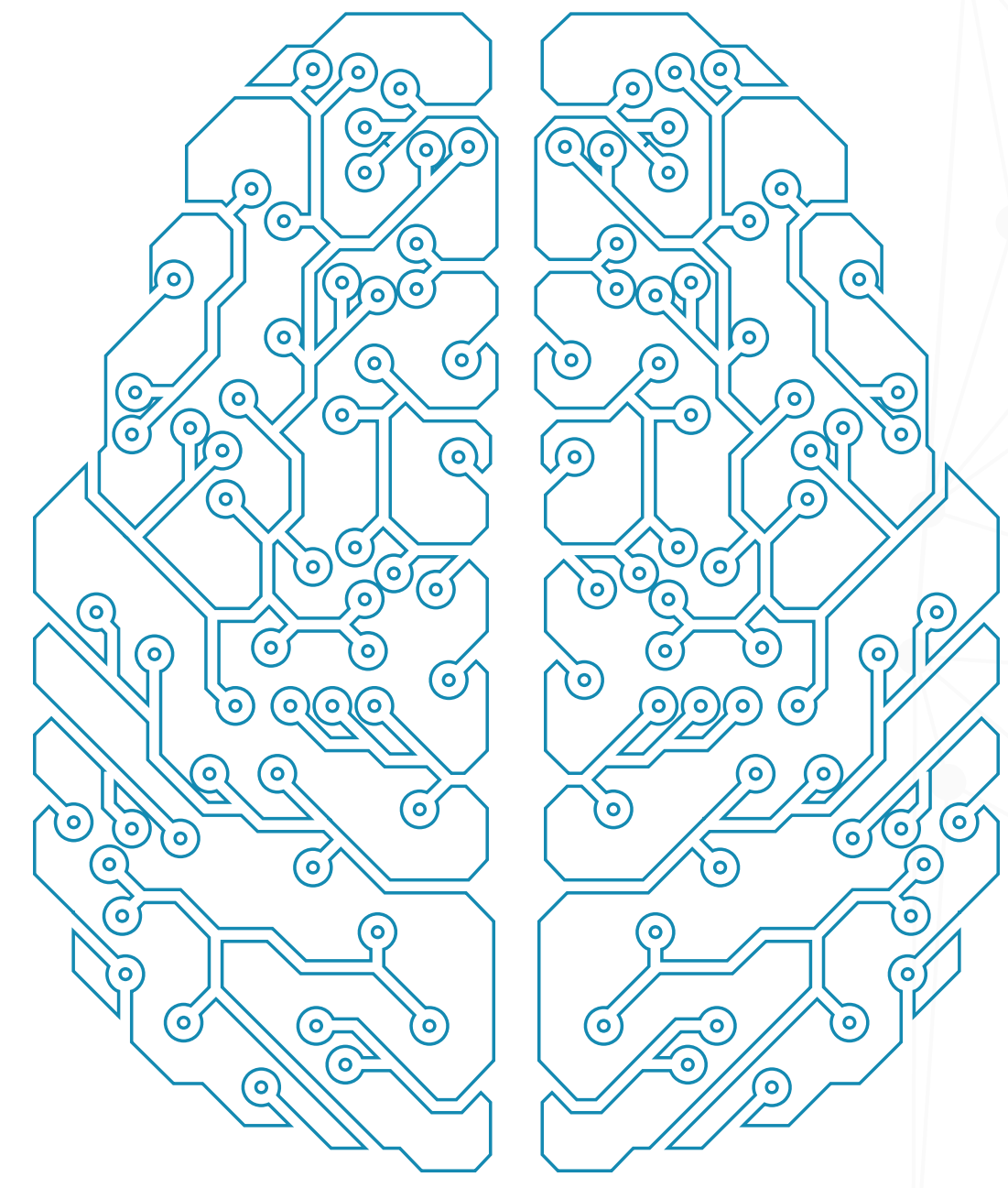


*Transaction value: transaction value settled through Compass platform

Annualized: 12 times the transaction value of September (Source) Compass

Utilizing AI to Improve Efficiency in Real Estate Sales

COMPASS

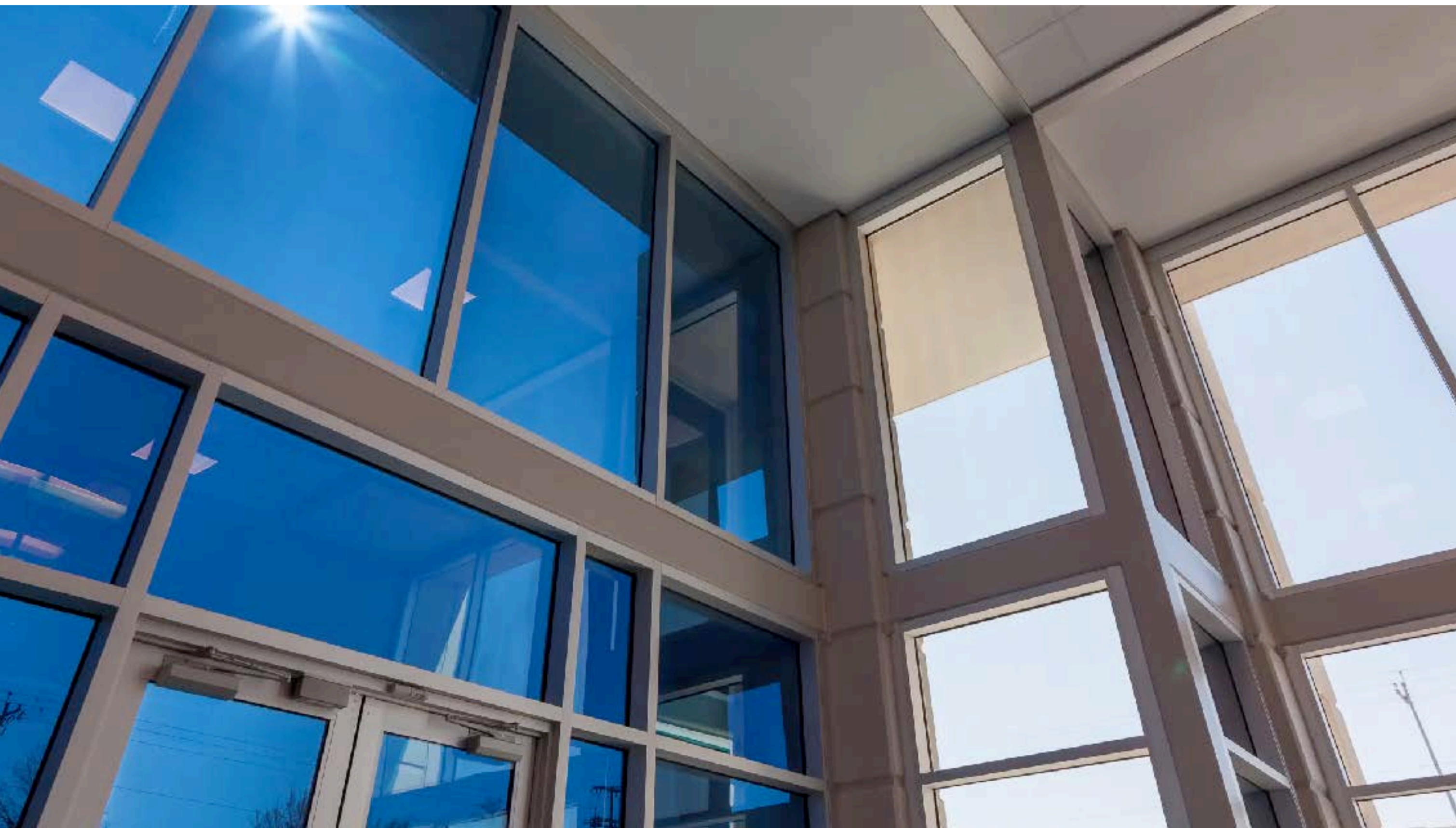


Input

AI analysis

Output

The information contained herein is provided for illustrative purposes only. The information presented herein was provided by Compass. Nothing herein should be construed as a recommendation of any investment or security.



view

**Optimize shade
with IoT x AI**

Before



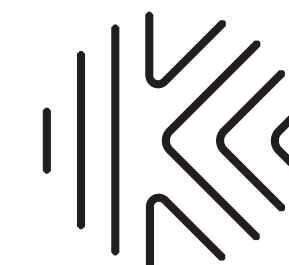
Indoor environment
without natural light

view



**Harmonize with nature
through AI & IoT**

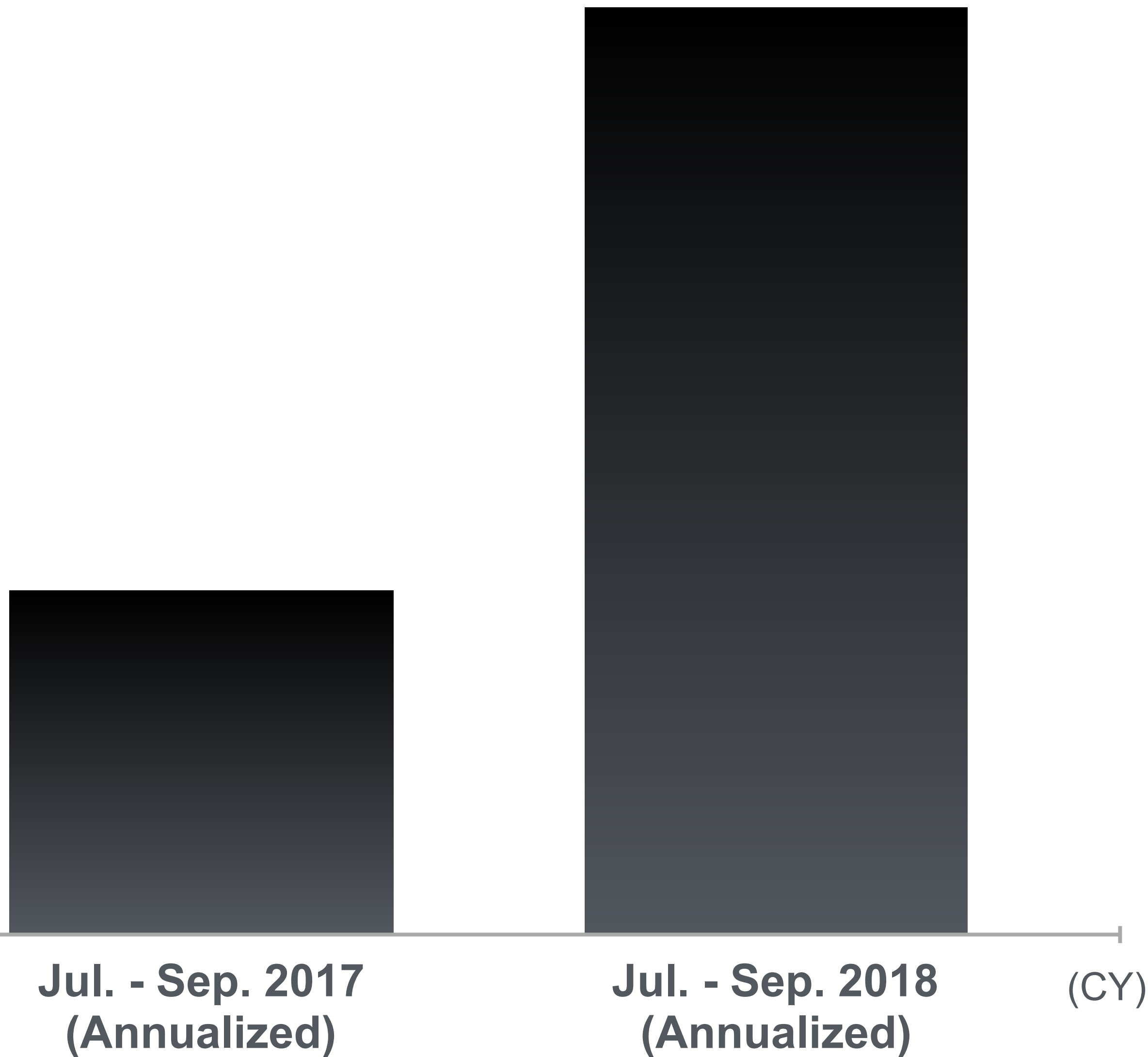
Revenue



KATERRA

1.1 (USD bn)

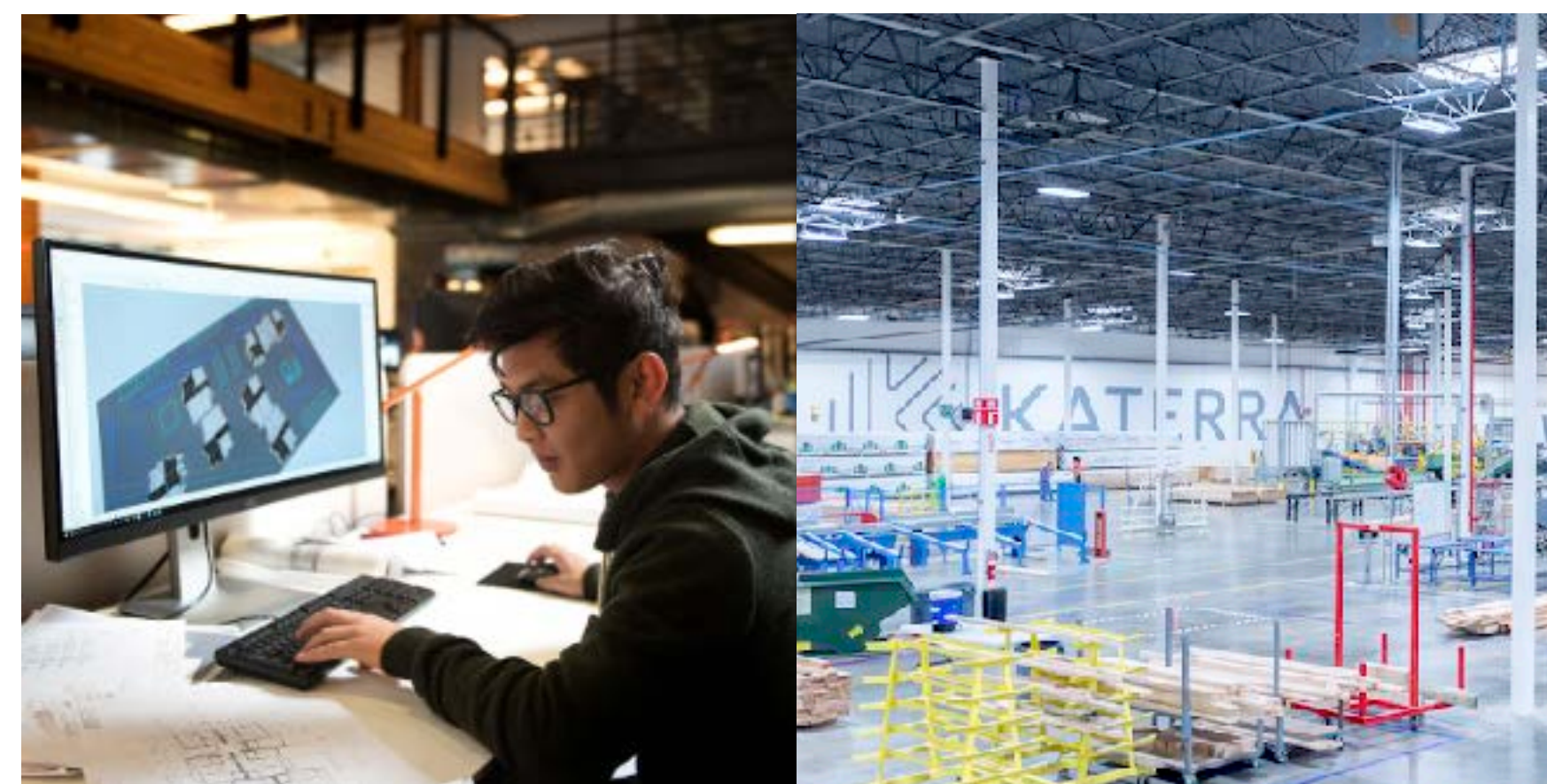
0



**End-to-end design & architecture
technology platform**

2.7x

**Growth in revenue
from 2017 to 2018**



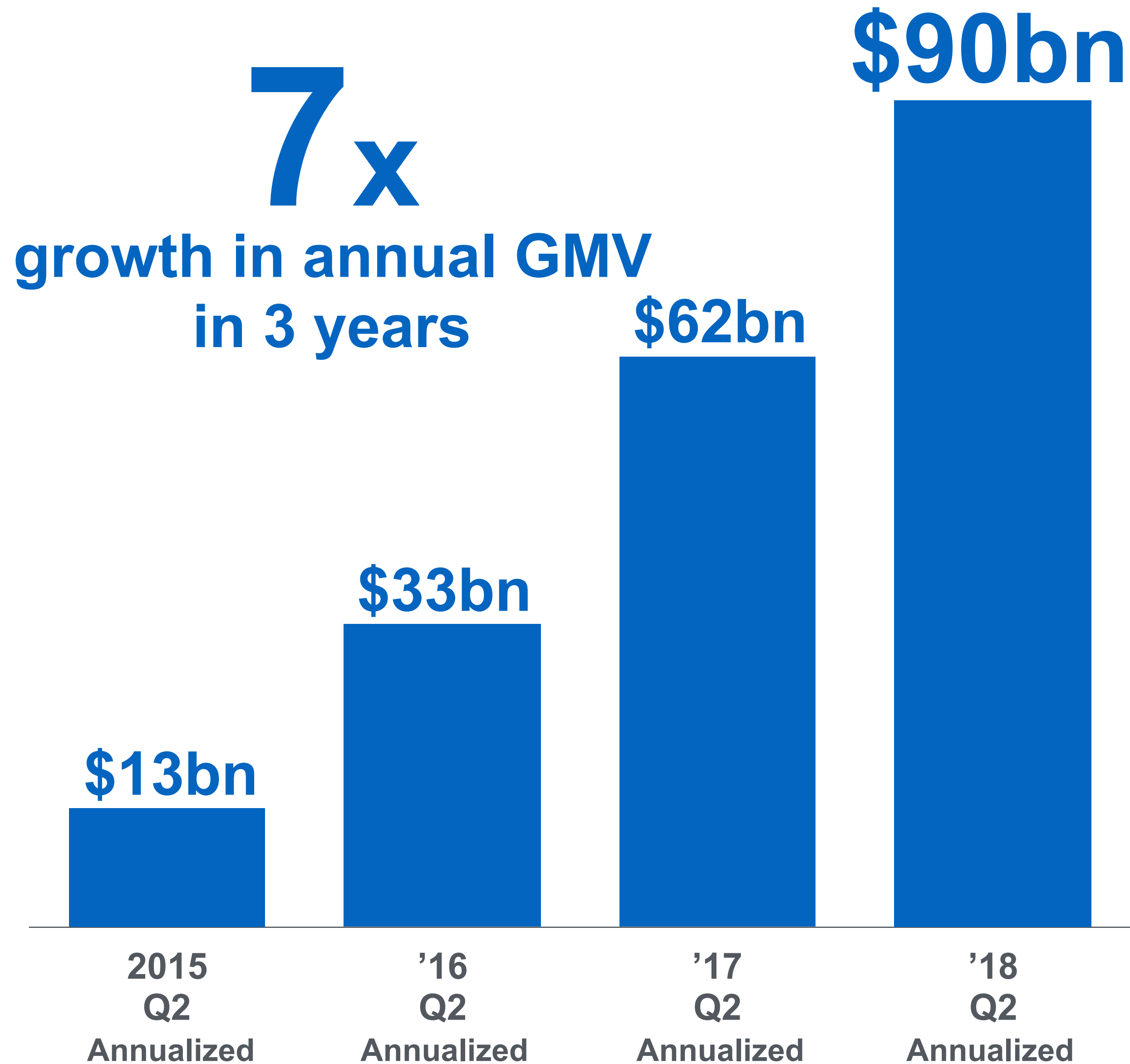
Annualized: 4 times the revenue of September (Source) Katerra

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SoftBank Group Corp.'s ride-sharing portfolio

The information presented in this section regarding SBG's past investments is provided solely for informational purposes only and is intended to illustrate SBG's sourcing experience and the profile and types of investments previously pursued by SoftBank, it doesn't purport to be a complete representation of all investments previously made by SoftBank. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Further, references to specific investments herein should not be construed as a recommendation of any particular investment or security.

Aggregated Annual GMV (Gross Merchandise Volume)*



UBER

DiDi

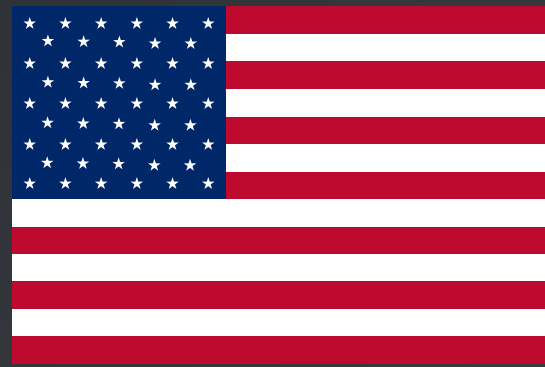
Grab

OLA

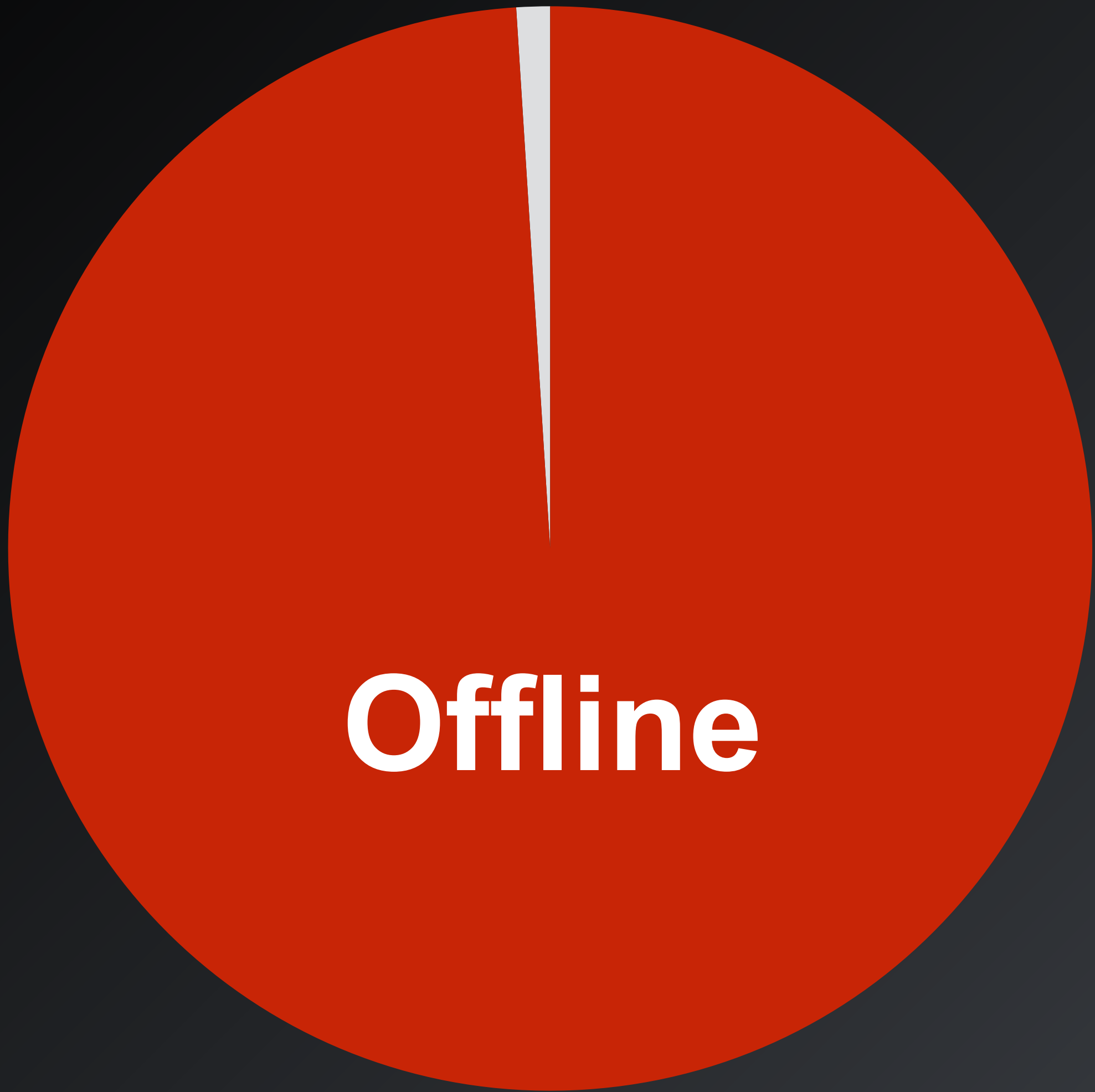
*Gross merchandise volume: the aggregate of all the ride-sharing transactions through the each company platform.

The information contained herein is provided for illustrative purposes only and is provided on an aggregate basis across the four ride-sharing investments reflected herein. Investments currently held by SoftBank Group Corp. and are pending transfer to the Vision Fund. The Vision Fund's acquisition of these investments is subject to regulatory and contractual approvals. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security. None of SBG, the Fund, the general partner of the Fund or SBIA make any representation regarding the accuracy or completeness of the information and are under no obligation to update the information. Past performance is not indicative of future results. The metrics regarding select aspects of the companies' operations were selected by SBIA on a subjective basis. Such metrics are provided solely for illustrative purposes to demonstrate elements of the companies' business, are incomplete, and are not necessarily indicative of the companies' performance or overall operations.

Food Service Market*



Online delivery



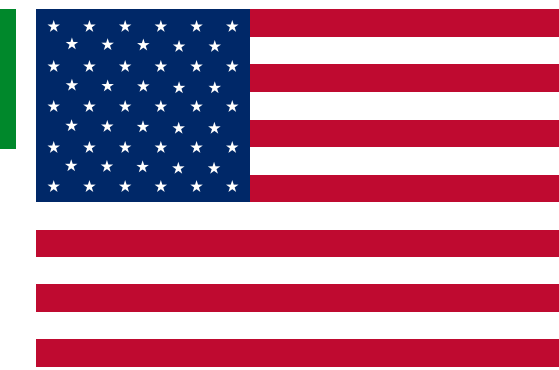
Online delivery

1%

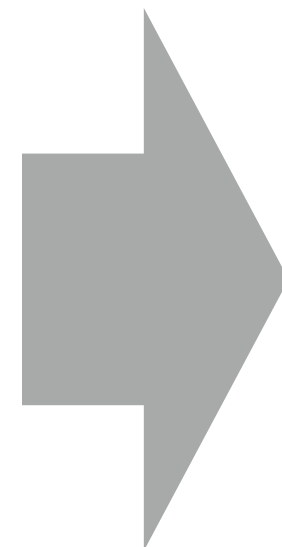
Offline

*Includes restaurants, take-outs, etc.

(Source) Goldman Sachs Equity Research, Euromonitor 87



Restaurants



The central box contains three images: a smartphone displaying a food delivery app interface, an Uber Eats paper bag, and a DoorDash delivery bag. The smartphone screen shows a 'Delivery Food' menu with a dish of \$9.95 and sauce options: Cheese Sauce (\$1.25), Sweet Sauce (\$1.25), and Hot Sauce (\$1.25).

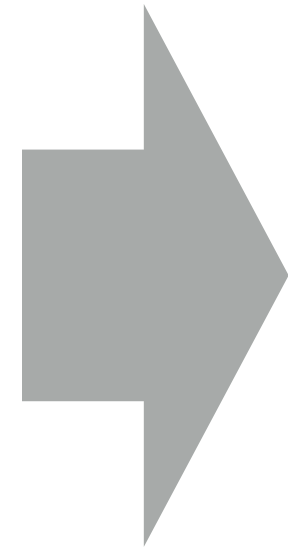


Users

On-demand food delivery platform



Restaurants



ele.me



Users

Largest scale on-demand food delivery platform in China

ele.me

Annual active customers*
>167m



Monthly active riders**
>666k



Registered merchants***
3.5m



(Source) Alibaba
*Deduped between Ele.me and Baidu Waimai for 12 months trailing June 30, 2018 (excluding orders from Koubei).
**Deduped between Ele.me and Baidu Waimai as of June 2018.
***F&B merchants only, deduped between Ele.me and Koubei as of June 30, 2018.



ele.me



Annual active customers*
576m

Taobao.com

Annual active users**
870m
 **Alipay**

Monthly active users***
167m
 
Koubei
 Customer reviews and coupons

Utilizing Alibaba's ecosystem

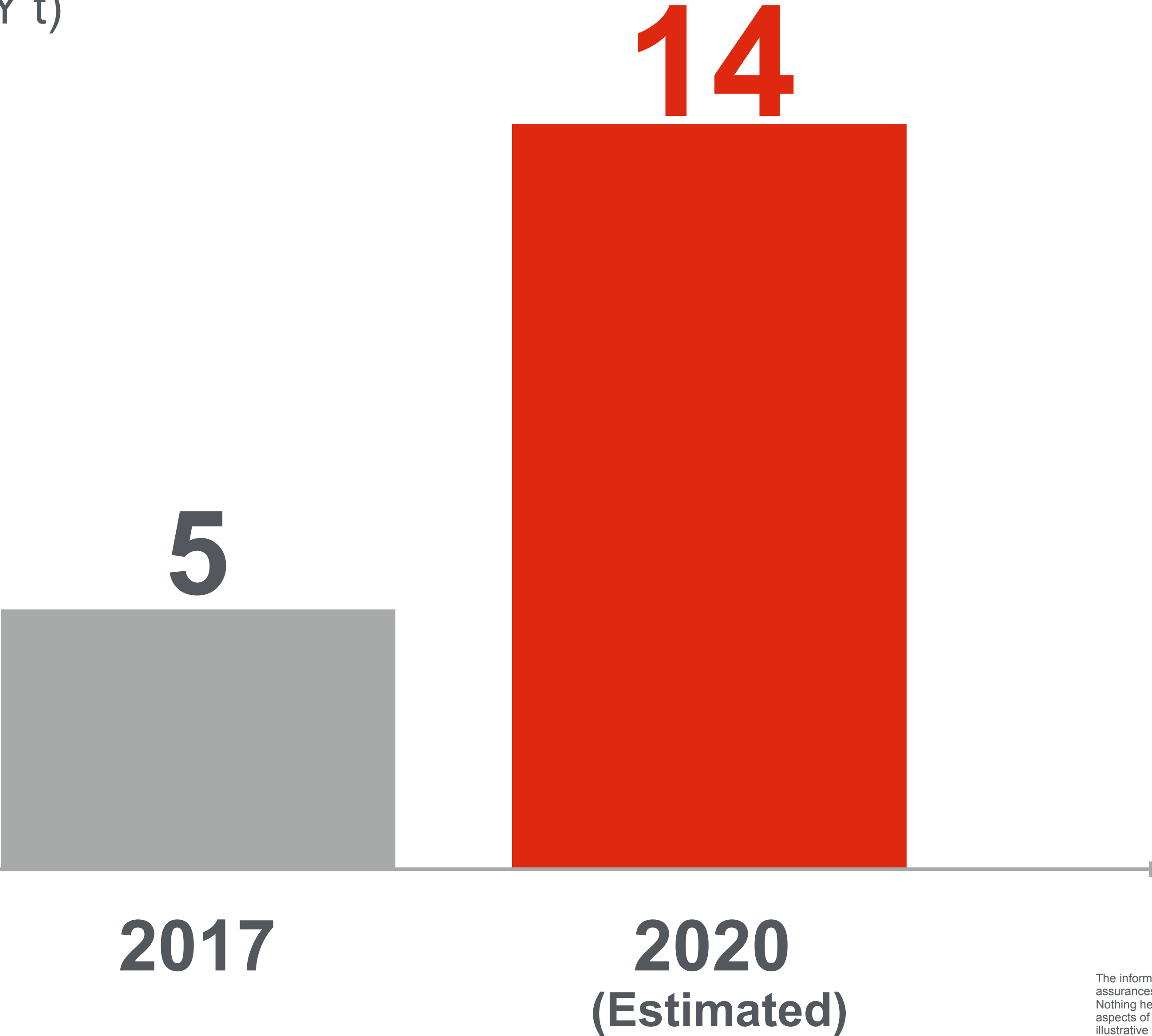
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*China retail marketplaces for 12 months ended June 30, 2018. **Including annual active users from Alipay and its global JV partners for FY2018. ***As of May 31, 2018. (Source) Alibaba

On-demand Food Delivery Market (China)



(JPY t)

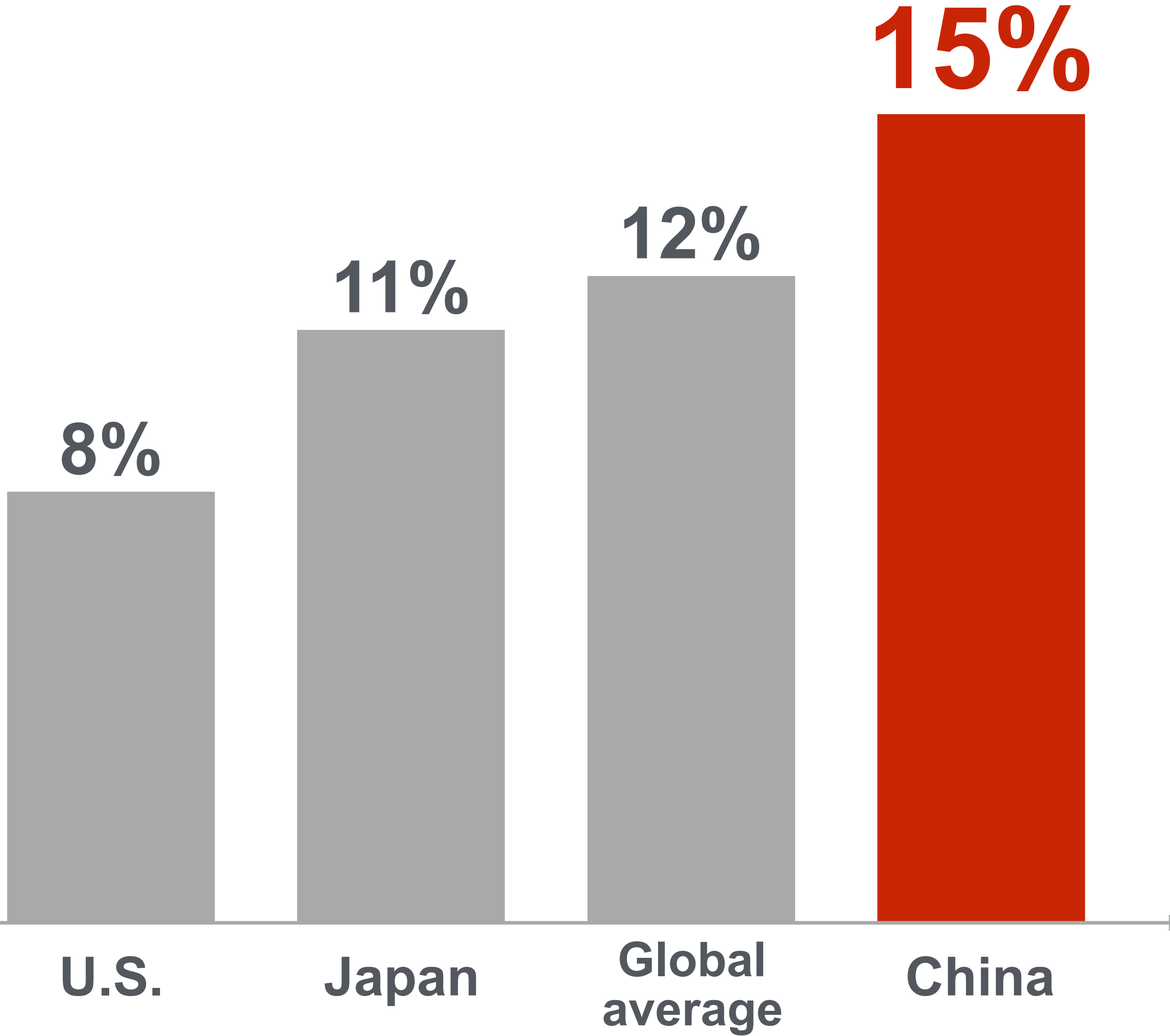


Revenue CAGR
from 2017-2020

+42%

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Logistics Spend as % of GDP*



Last mile delivery seek to achieve efficient logistics



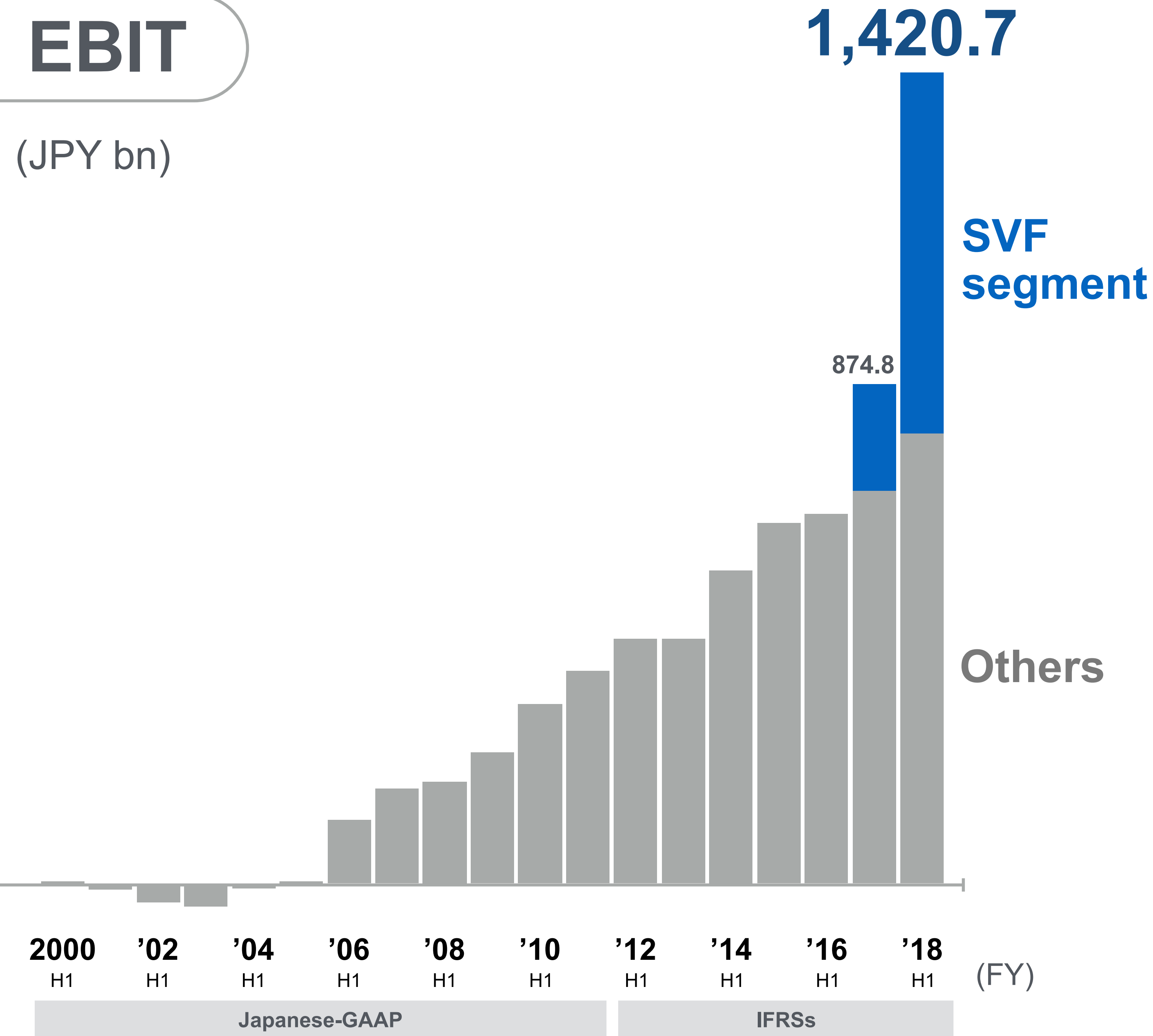
* Ratio of "Logistic & Warehousing Cost" to "Nominal GDP"
* GDP of 2016 in USD trillion (IMF): U.S. 18.7t, China 11.2t, Japan 4.9t

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Conclusion

EBIT

(JPY bn)



Up 62%

FY18 H1 includes new standards after applications of No. 9 and No.15 of IFRS
FY2013-14: excluding impact of GungHo & Supercell
SVF: SoftBank Vision Fund and Delta Fund

Conclusion

1 Positive investment performance of SVF

2 Aim to increase SBKK's profit for FY19 and after

3 SBG to secure a way to access ample funding through SBKK IPO, etc.

4 Ecosystem that enables continuous and diversified fundraising

Maximizing Shareholder Value

 SoftBank