# SoftBank Group

# Earnings Results for the 6-month Period ended September 30, 2020

November 9, 2020





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### Notice regarding Fund Information contained in this Presentation

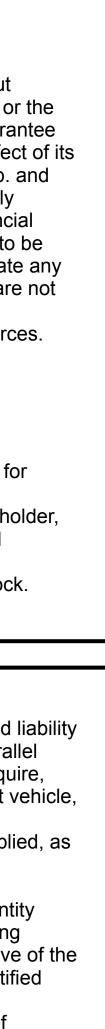
This presentation is furnished to you for informational purposes and is not, and may not be relied on in any manner as, legal, tax, investment, accounting or other advice or as an offer to sell or a solicitation of an offer to buy limited partnership or comparable limited liability equity interests in any fund managed by a subsidiary of SBG, including SB Investment Advisers (UK) Ltd. ("SBIA") and any affiliates thereof (the "SB Fund Managers" and each an "SB Fund Managers") (such funds together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle collectively, the "SB Funds" and each an "SB Funds". For the avoidance of doubt, the SB Funds include, among other funds, SoftBank Vision Fund L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle, the "Vision Fund I") and SoftBank Vision Fund II-2 L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle, the "Vision Fund II"), which are managed by SBIA and its affiliates.

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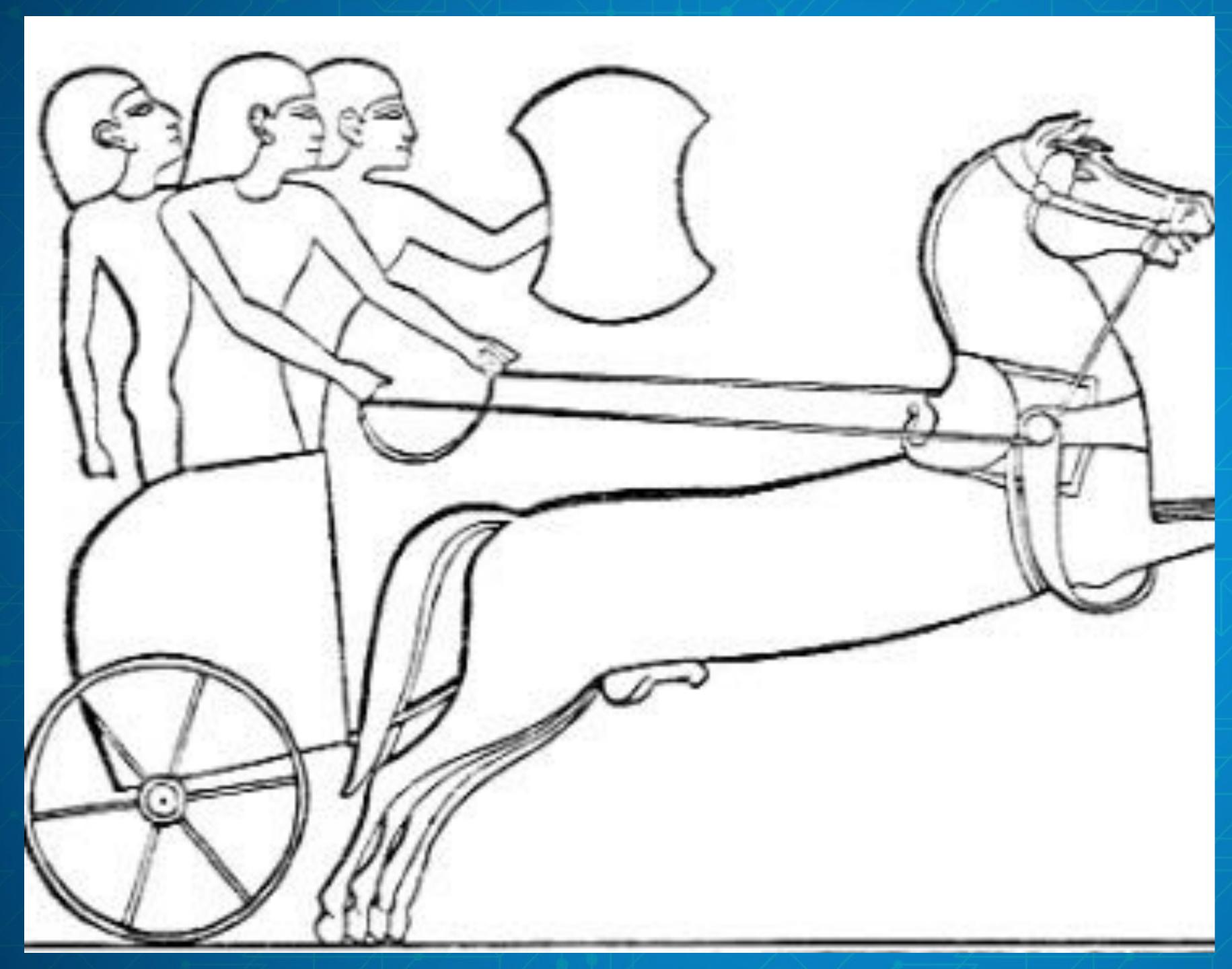
Information relating to the performance of the SB Funds or any other entity referenced in this presentation has been included for background purposes only and should not be considered an indication of the future performance of the relevant SB Fund, any other entity referenced in this presentation or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

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SBG encourages anyone interested in buying or selling its common stock to do so on the Tokyo Stock Exchange, which is where its common stock is listed and primarily trades. SBG's disclosures are not intended to facilitate trades in, and should not be relied on for







# 5000 years ago

# HOMSE

A chariot that has been portrayed in the ancient Egyptian relief.





# 100 years ago

# Engine

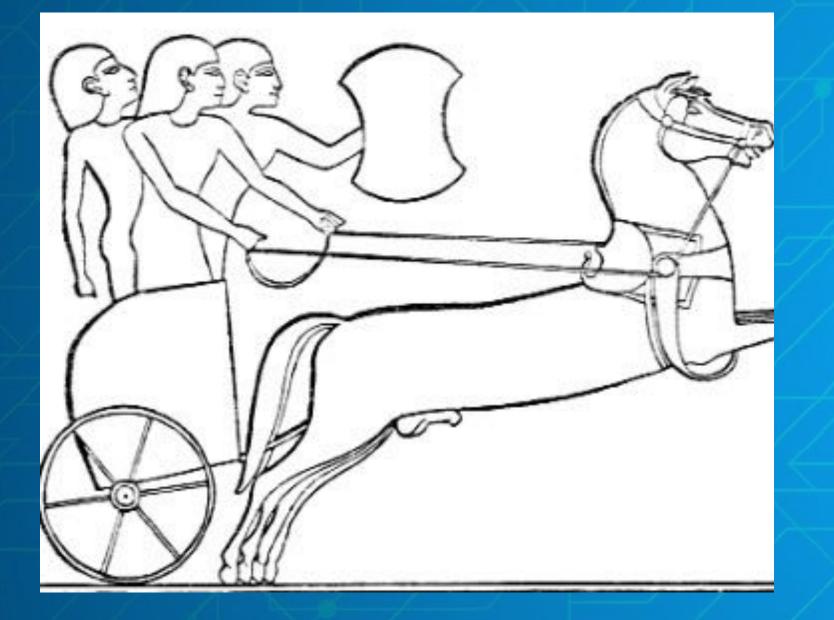




# Few years later



# 5000 years ago 100 years ago Few years later











# Engine







# **Consolidated Results**





# Net Income

(JPY bn)

(USD 17.8bn) **1,883.2** 

### 421.6





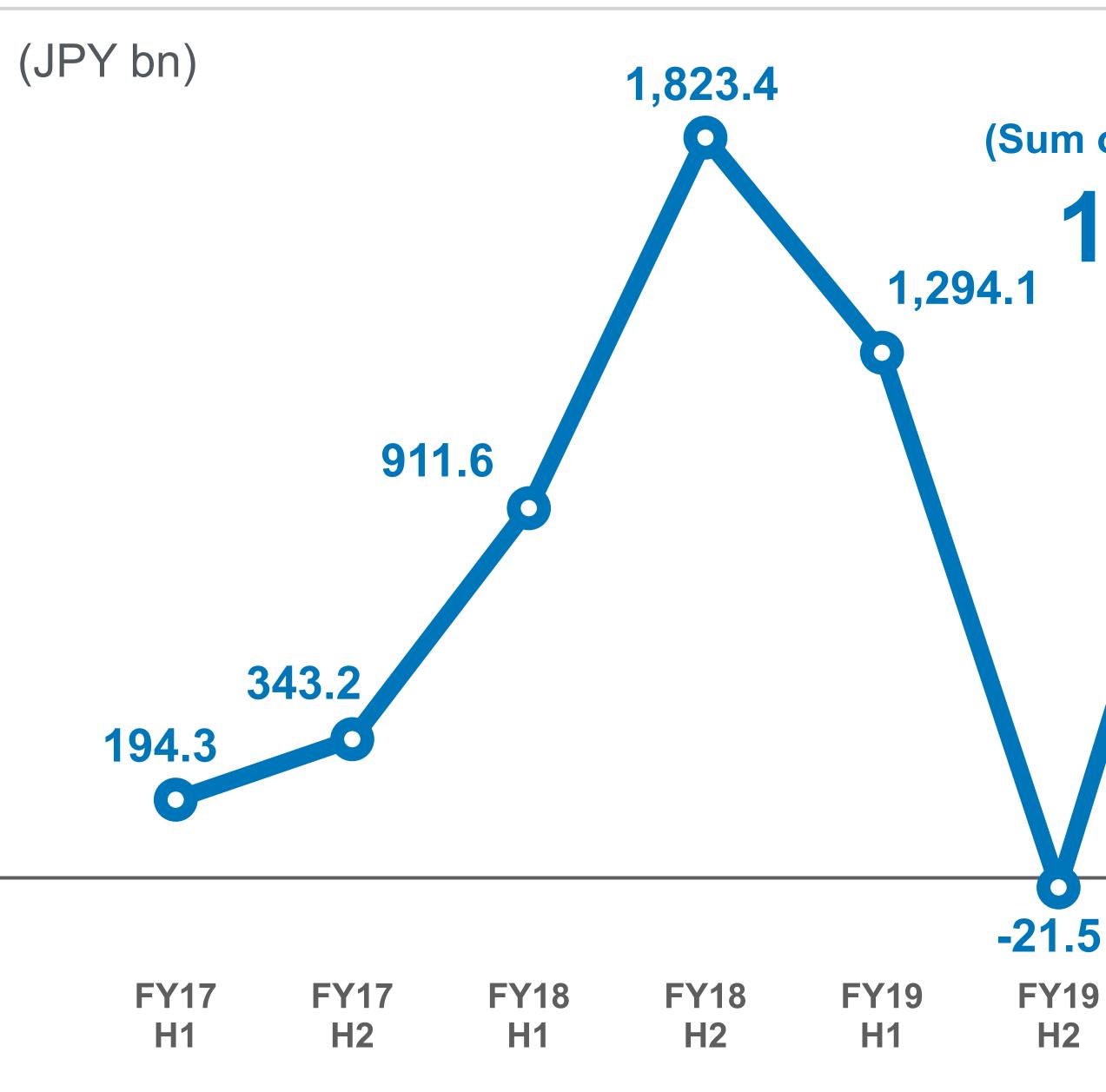
# **4.5**x

USD 1 = JPY 105.80 (as of Sep. 30, 2020 TTM) Net income: net income attributable to owners of the parent **7** 



# Gain and Loss on Investments (Cumulative)

(SVF Segment on a SBG Consolidated Basis)



# (Sum of SVF1 and SVF2) **1,390.1** (USD 13.1bn) Return profit

**FY20** 

**H1** 

(End of each half)

On Apr. 1, 2020, Sprint ceased to be a subsidiary of the Company following the completion of the merger between Sprint and T-Mobile US, Inc. Given that investment activities have taken the greater importance to the Company's

overall consolidated financial results, the Company has revised the presentation of the consolidated statement of income from the first quarter. Specifically, "operating income" will no longer be presented in the consolidated statement of income. Instead, "gain on investments" will be used in order to show investment performance in the consolidated financial results. The information contained herein is provided solely for illustrative purposes on a SBG consolidated basis and individual investors' results may vary. Further, past performance is not necessarily indicative of future results. Income before income tax reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt should not be understood as the "track record" for SVF1 and SVF2. There is no guarantee that historical trends will continue throughout the life of SVF1 and SVF2. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein. USD 1 = JPY 105.80 (as of Sep. 30, 2020 TTM) Gain and Loss on Investments (SVF1 and other SBIA-managed funds on a SBG Consolidated Basis) = Gain on investments at SVF1 and other SBIA-managed funds on Consolidated Financial Report of

SoftBank Group Corp. For details, please refer to "Consolidated Results of Operations" on Consolidated Financial Report of SoftBank Group Corp.

SVF = SoftBank Vision Fund

### SVF segment: SVF1 and Other SBIA-Managed Funds Segment

\*Gain and Loss on Investments (SVF Segment on a SBG Consolidated basis) also include the impact from Delta Fund. Delta Fund held no investments as of September 30, 2020.





# What is SoftBank?



# The company investing in the Information Revolution

# SoftBank Group



# The company investing in the Al Revolution

# SoftBank Group



# Winners in the mobile Internet market are winners in the Internet market

# Winners in Asia are winners in the World



# SoftBank May 8, 2008



# SoftBank Group

# Winners in Al are winners in the future

Nov. 9, 2020 <sub>13</sub>



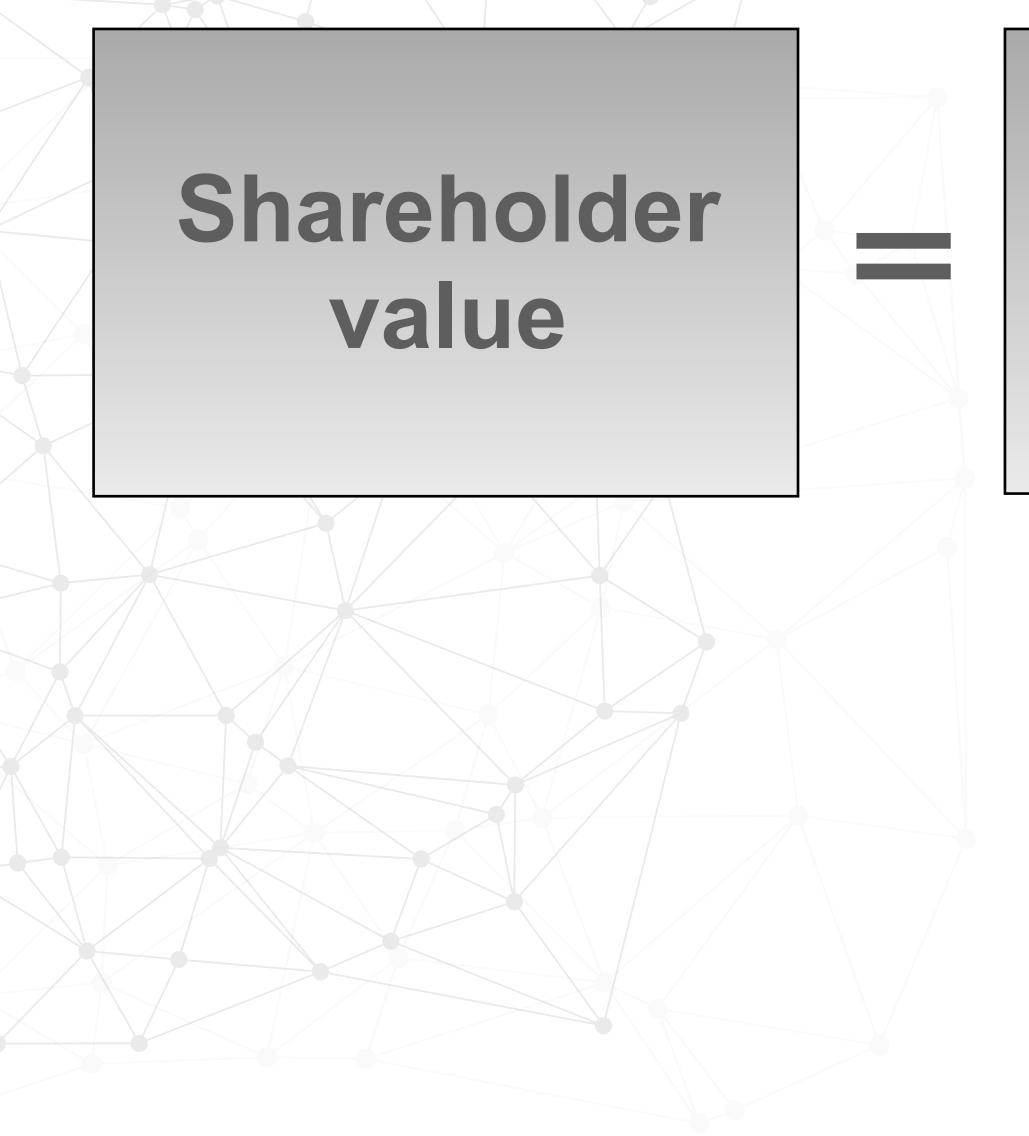
# The company investing in the Al Revolution

# SoftBank Group









# Equity value of holdings

## Net debt



## (Net Asset Value) NAV



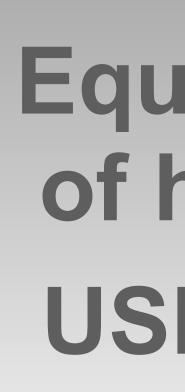
# The most important KPI for an investment company

# **Equity value** of holdings

# Net debt



# (Net Asset Value) NAV USD 258bn



# The most important KPI for an investment company

# **Equity value** of holdings USD 292bn

# Net debt USD 34bn

• Share price: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)



# NAV (Net Asset Value)

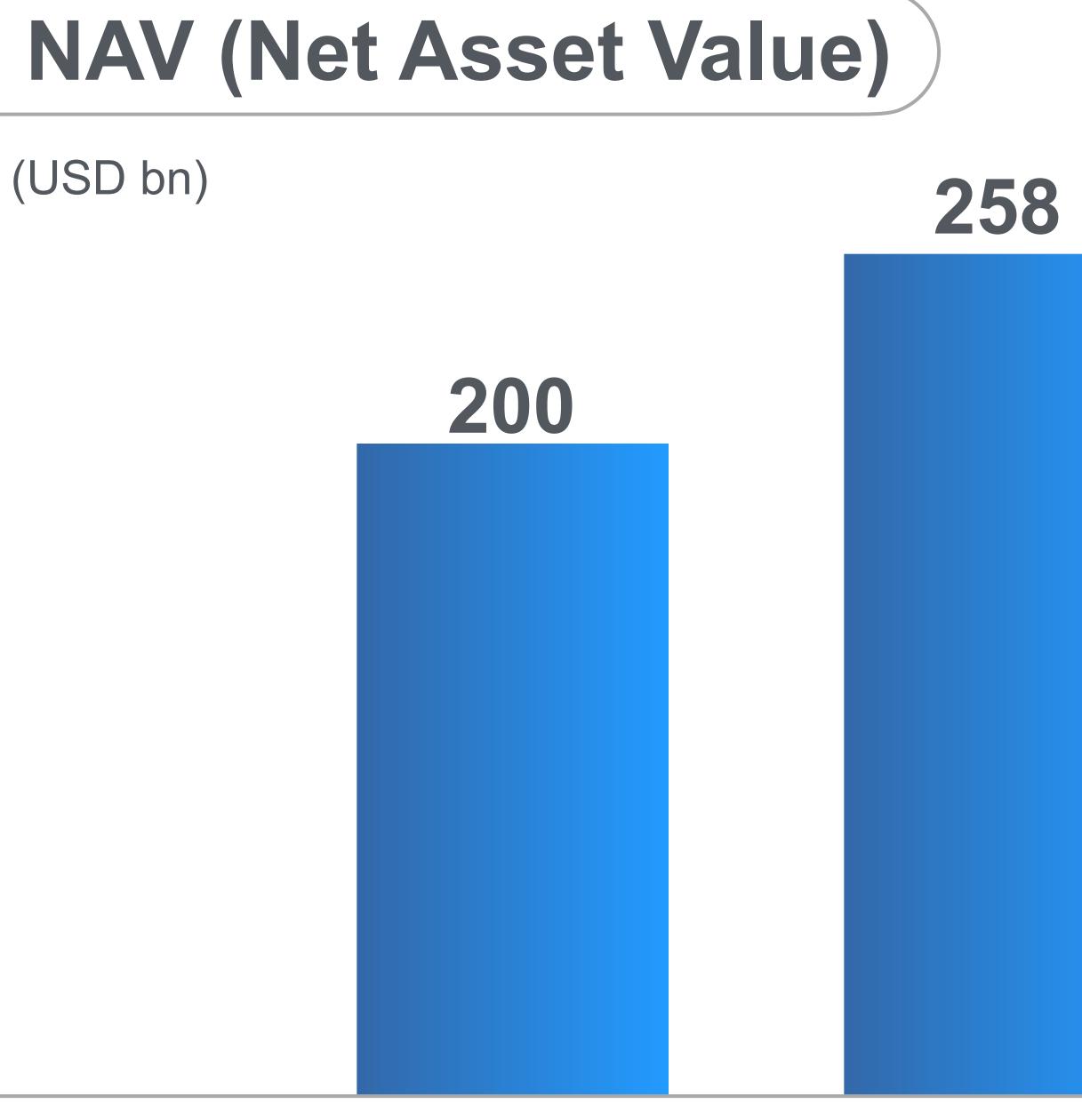
### (USD bn)

258



Share price: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)
 For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)





Mar. 31, 2020

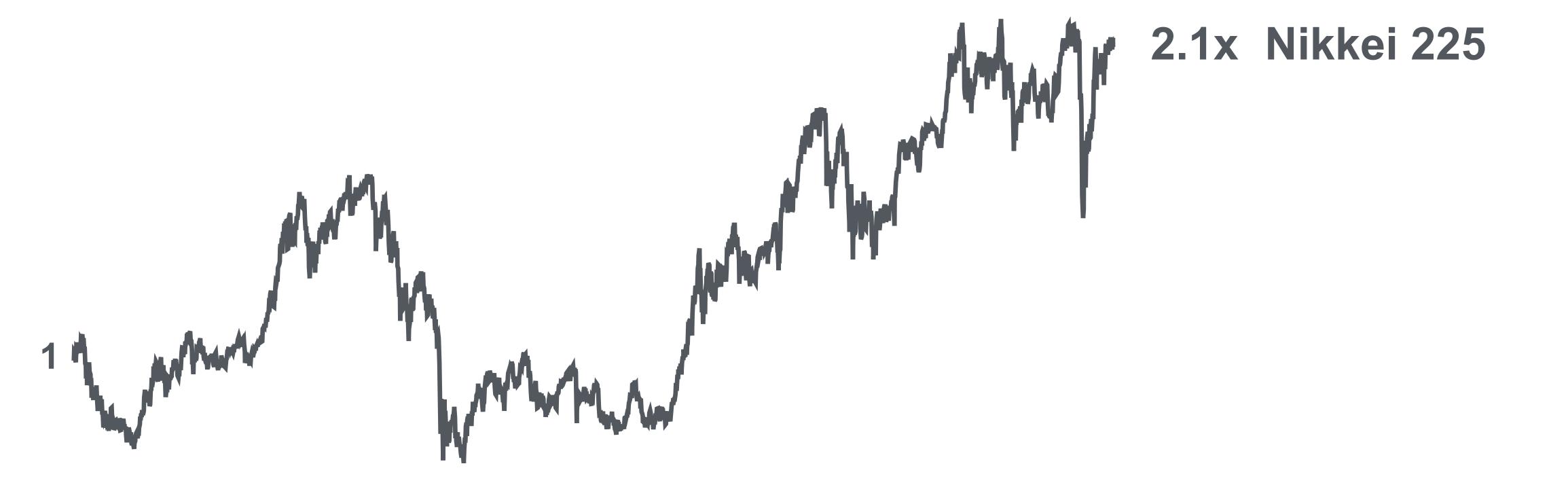


# **USD +58bn** in six months









	Financial crisis	Abenomics
Apr. 1,	Sep.	Jan.
2002	2008	2013



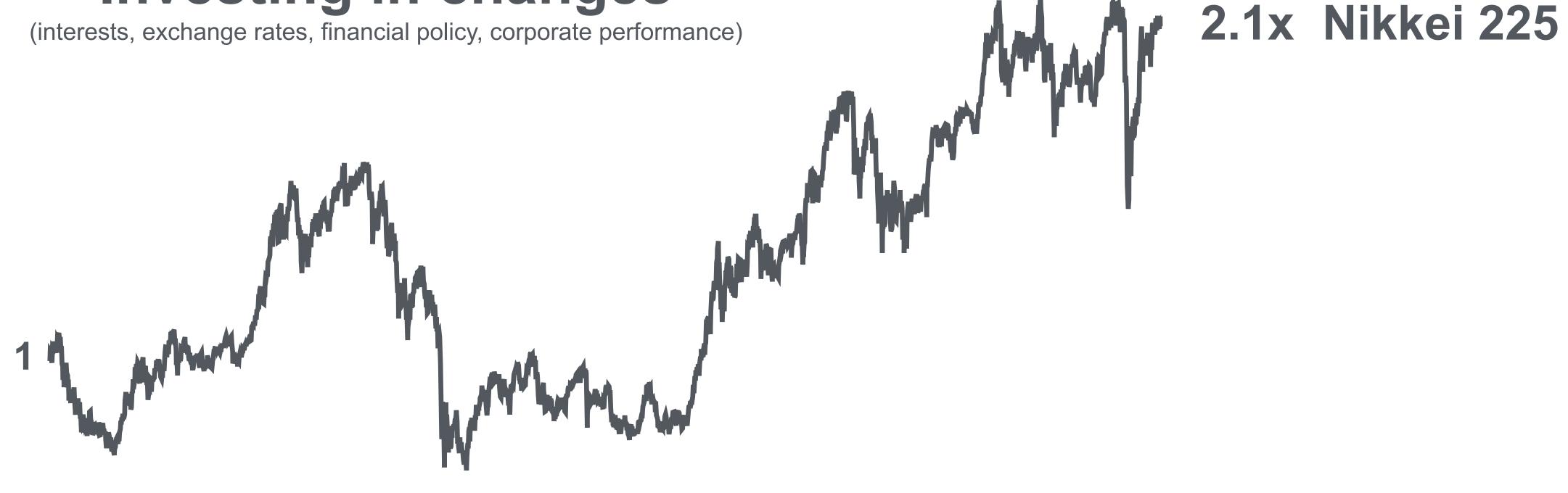
Sep. 30, 2020

As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ





### **Investing in changes**



	Financial crisis	Abenomics
Apr. 1,	Sep.	Jan.
2002	2008	2013



Sep. 30, 2020

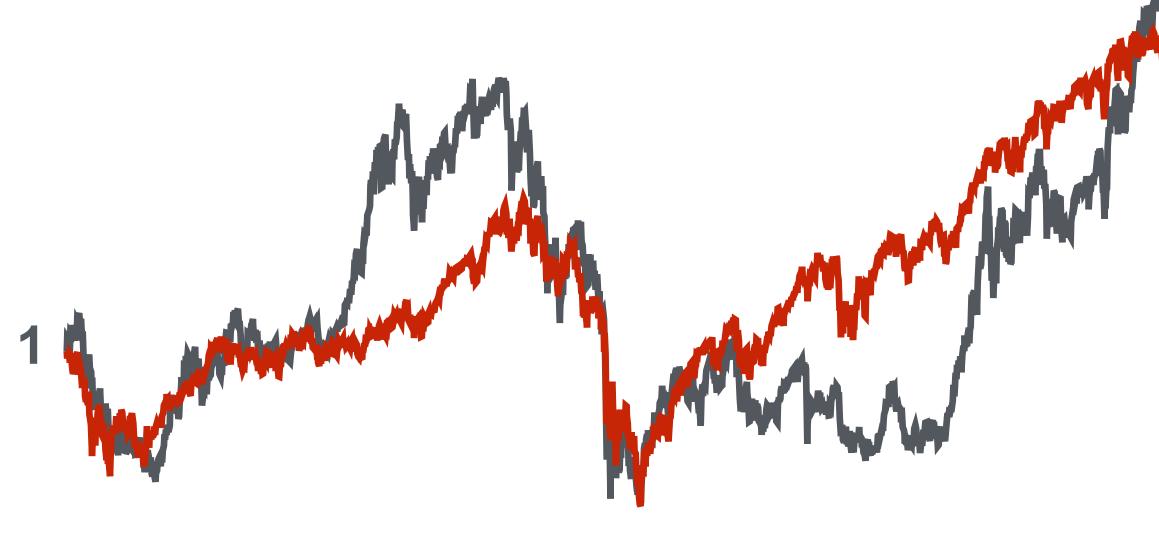
As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) **22** As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ



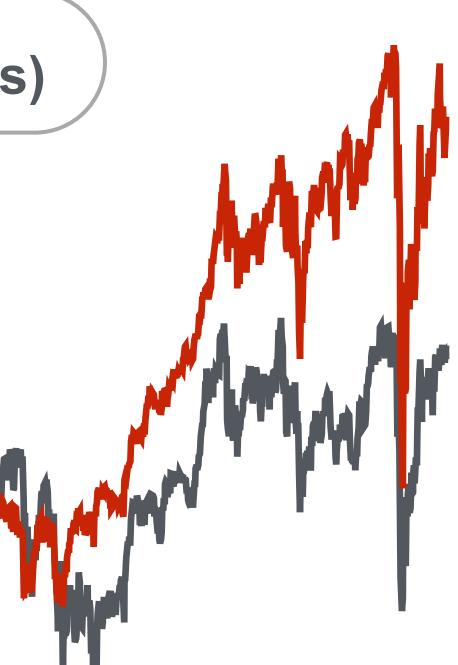


### **Investing in changes**

(interests, exchange rates, financial policy, corporate performance)



	Financial crisis	Abenomics
Apr. 1,	Sep.	Jan.
2002	2008	2013



### Dow Jones industrial average **2.7x**

### 2.1x Nikkei 225

Sep. 30, 2020

As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) **23** As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ







Apr. 1, 2002

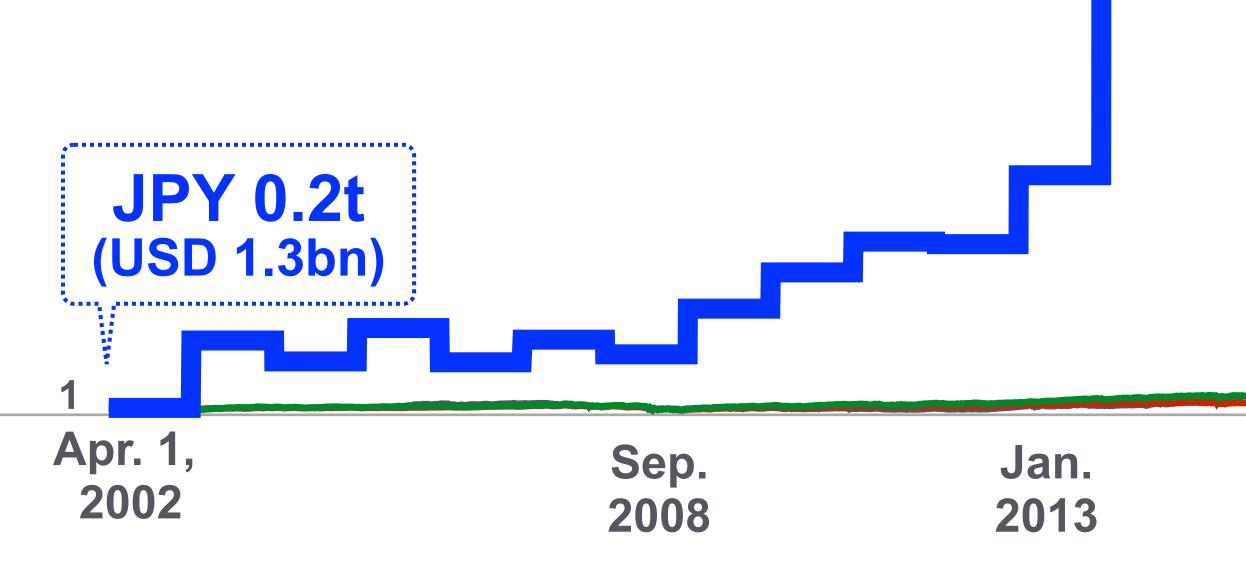


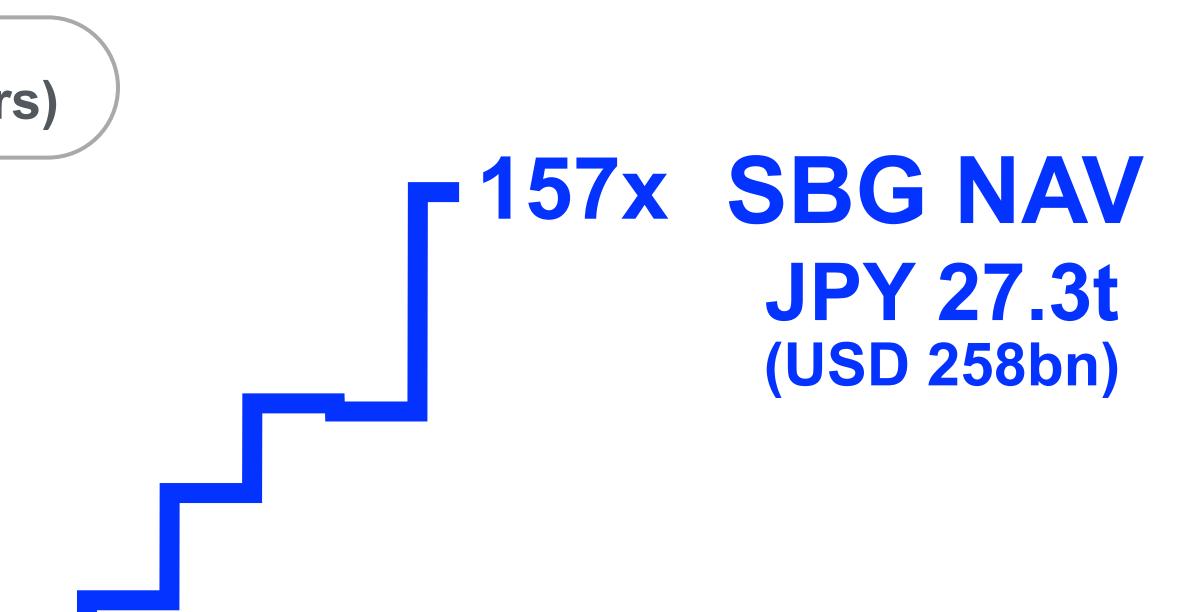
Jan. 2013 Sep. 30, 2020

As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ









### **6.0x** NASDAQ composite index **2.7x** Dow Jones industrial average **2.1x** Nikkei 225

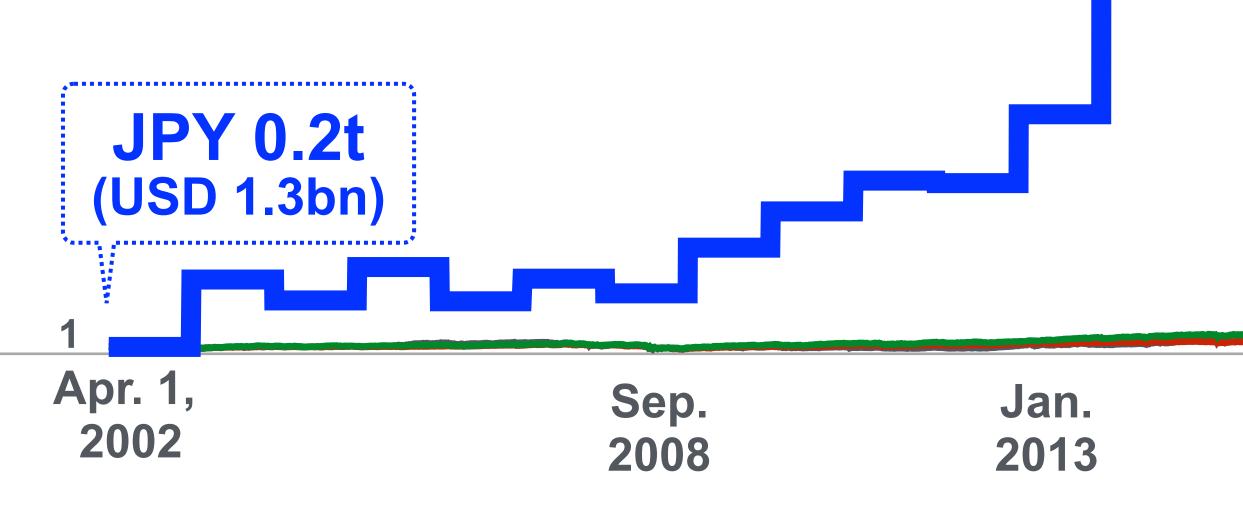
Sep. 30, 2020

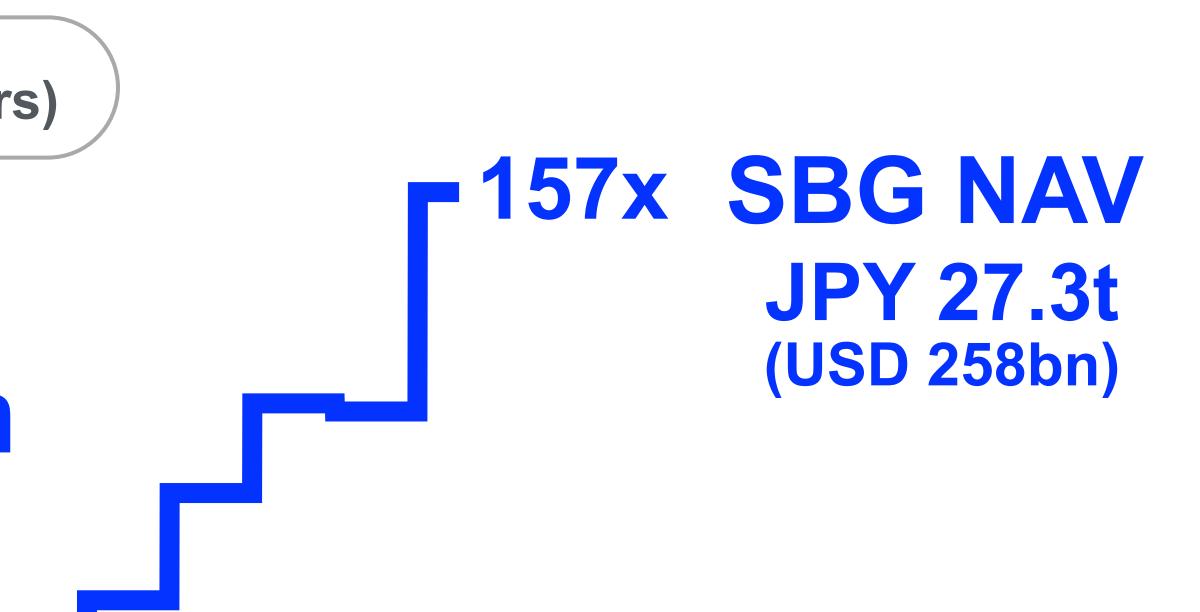
\*SBG NAV (JPY 0.2t) as of Apr. 1, 2002: Calculated based on Yahoo Japan's market capitalization as of April 1, 2002, by subtracting the net debt at the end of FY2002 from sum of 1) market cap. of Yahoo Japan multiplied by SBG's 42% holding stake at the end of FY2002 and 2) SBG's holding equity value other than Yahoo Japan at the end of FY2002

As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) 25 As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ



# Investing in evolution





### **6.0x** NASDAQ composite index **2.7x** Dow Jones industrial average **2.1x** Nikkei 225

Sep. 30, 2020

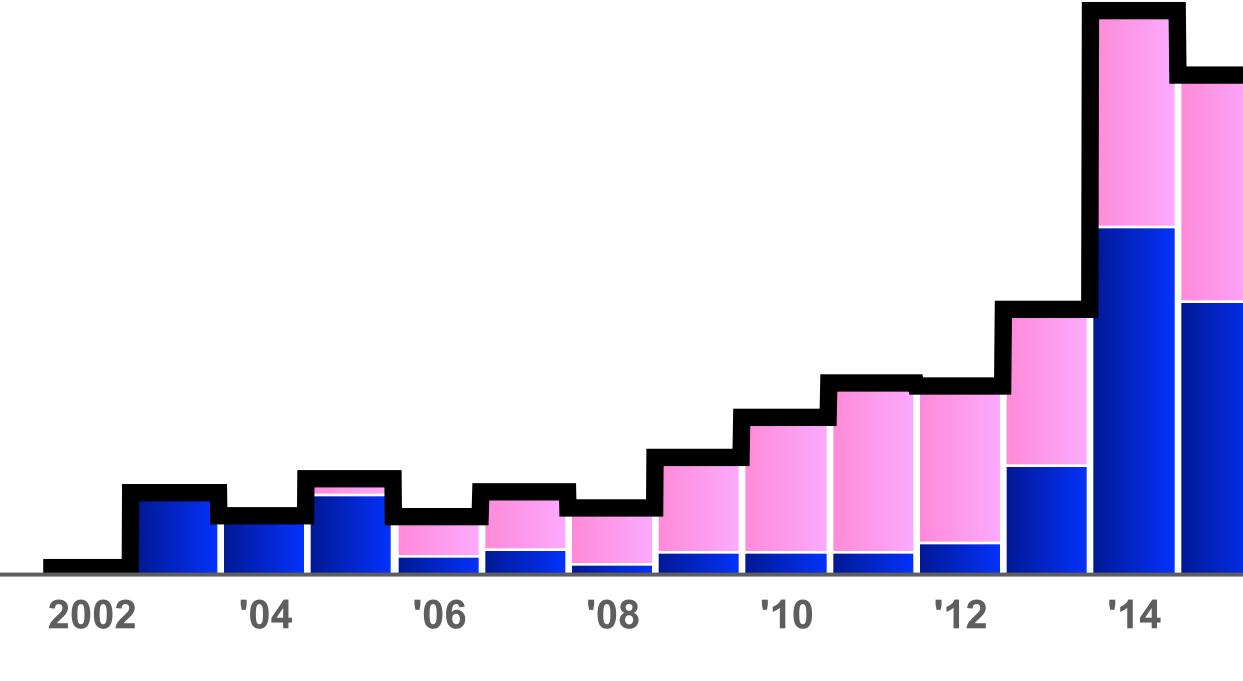
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As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) 260 (U.S.) 260 (U.S.) As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ





# Investing in evolution



# JPY 27.3t (USD 258bn) **Unlisted stocks**

### Listed stocks

Proportion of the equity value of holdings at each time Listed stocks: total of Yahoo Japan, Alibaba, T-Mobile (Sprint), SBKK (after FY18), Arm (FY20 only), SVF1 (listed stocks equivalent), SVF2 (listed stocks equivalent), investments in listed stocks, other listed stocks

"Value of unlisted stocks" includes fair value of unlisted stocks held directly by SBG and the pro forma liquidation value to SBG, on a consolidated basis, of all unlisted investments held by SVF1 and SVF2, assuming full disposition of the respective portfolios at the holding values as of September 30, 2020. Proceeds from unlisted investments are assumed to be allocated to SVF1 and SVF2 investors ahead of proceeds from listed investments, prioritizing the repayment of fund liabilities and the return of Class B Preferred Equity contributions ahead of distributions to Class A Equity interests (in which SBG participates In these materials, due to the agreement to sell Arm to NVIDIA, a listed entity, and for FY20 only, we treat Arm

as a listed entity. Please note that it may be treated differently in the other disclosure materials. (Note) The Arm sale transaction is subject to applicable regulatory approvals (including UK, China, EU and US), and other certain closing conditions. Closing of the transaction is expected to take around 18 months. Current SVF1 and SVF2 holding values are not indicative of actual performance. There is no guarantee that historical trends will continue. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

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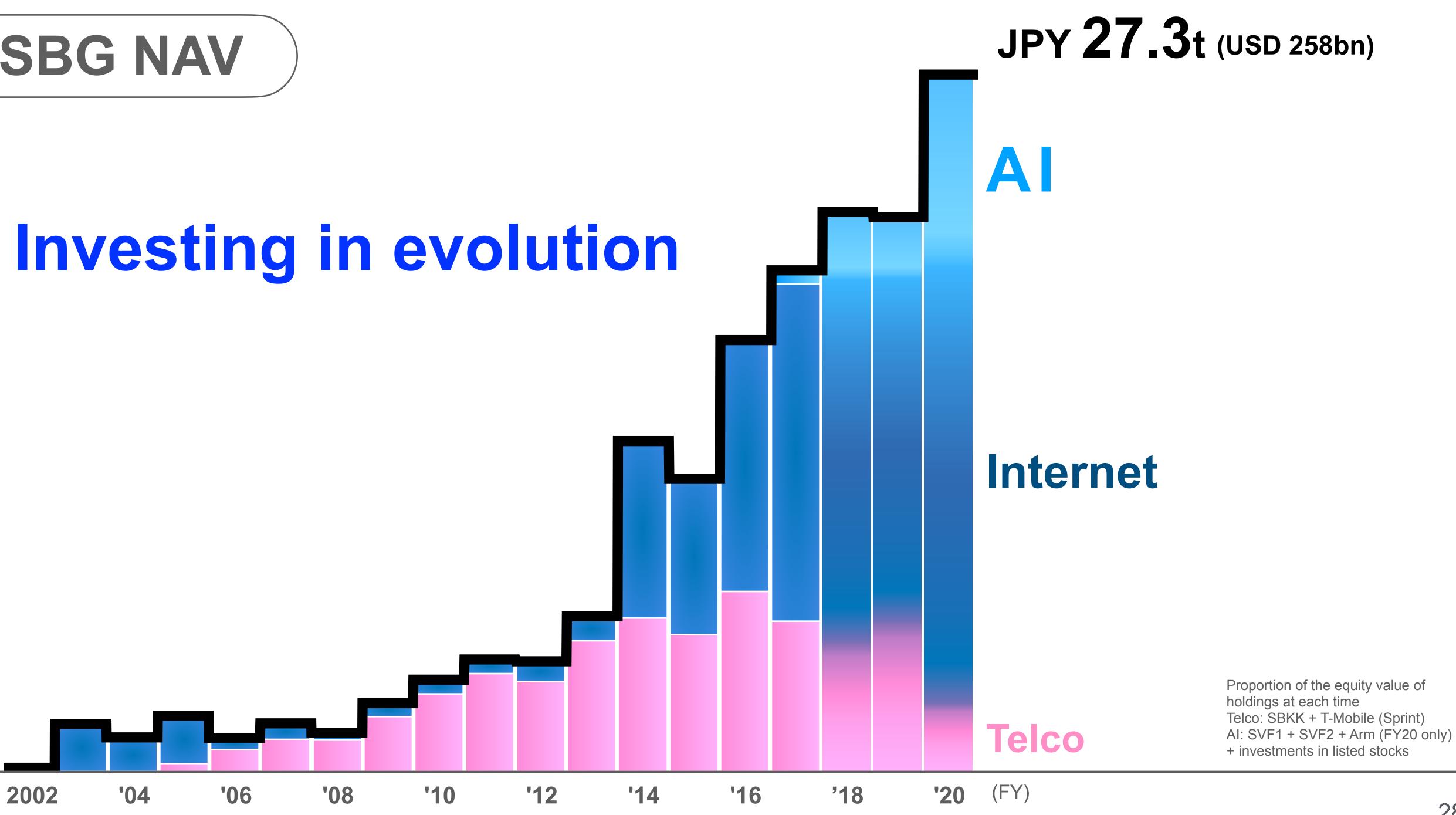
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(FY)

SBG NAV: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)

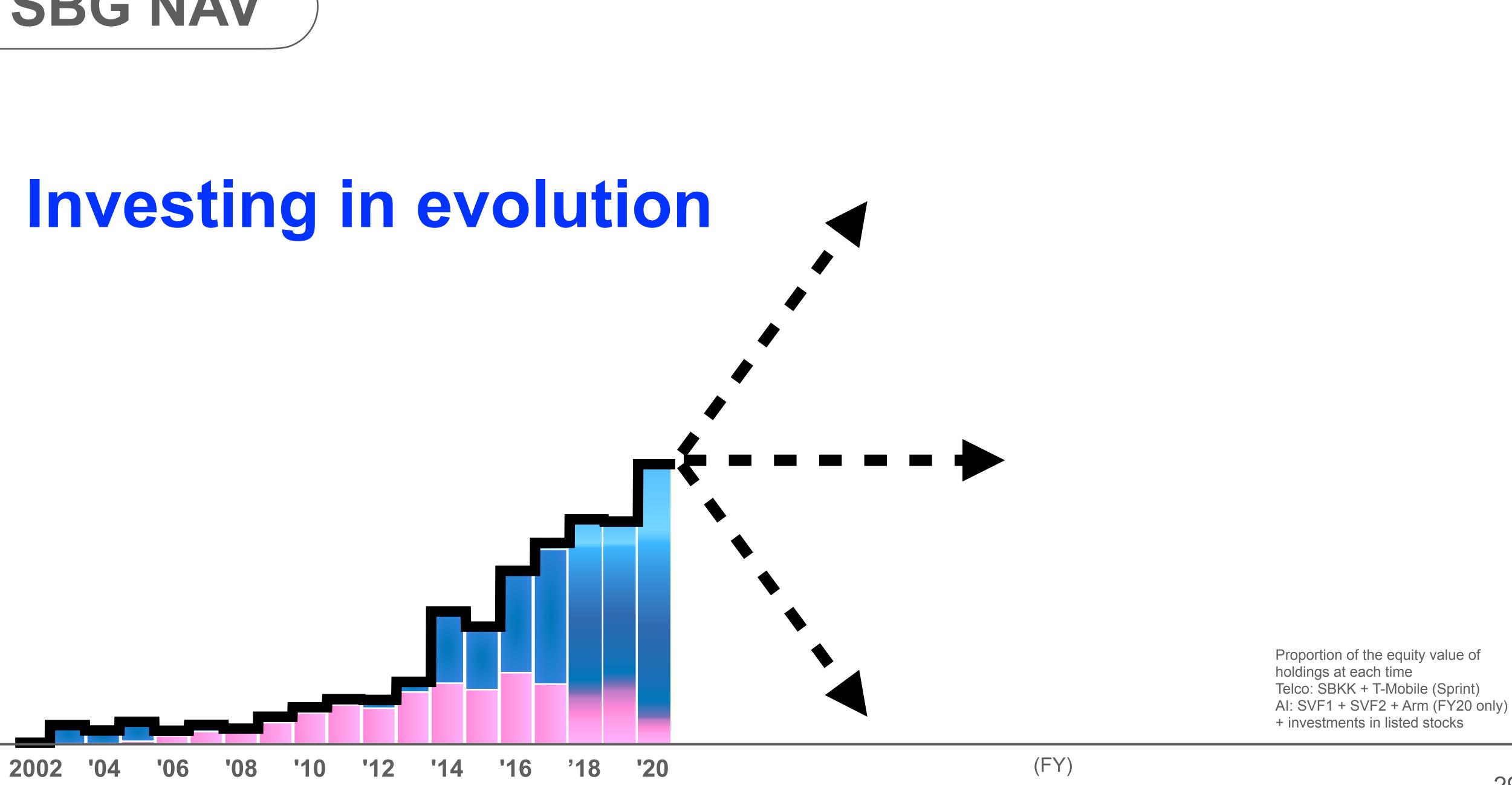






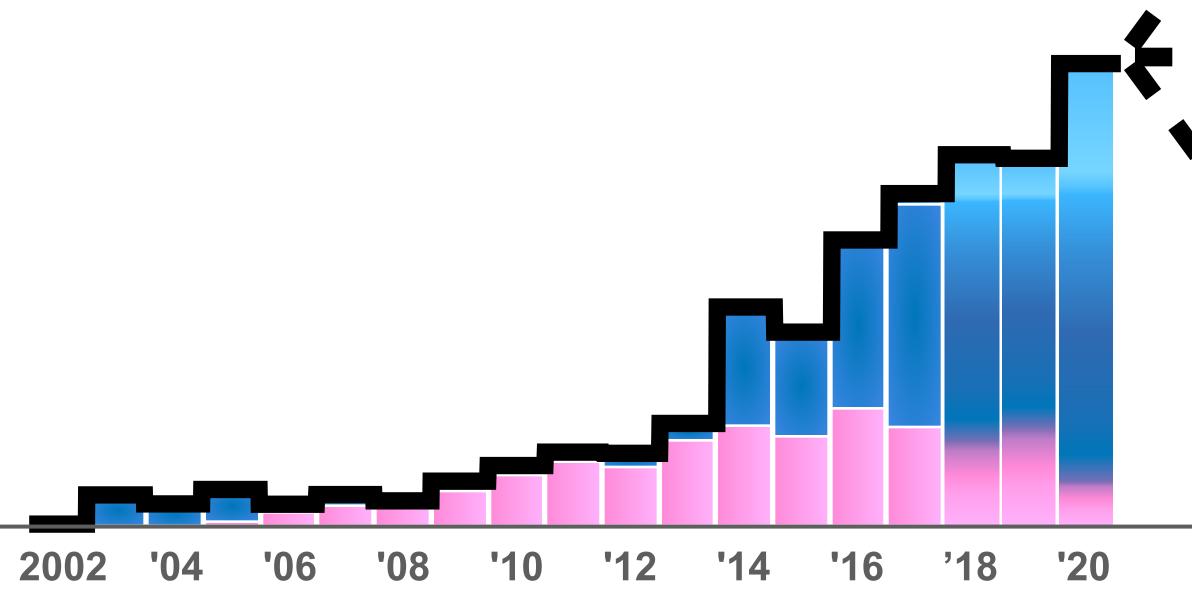


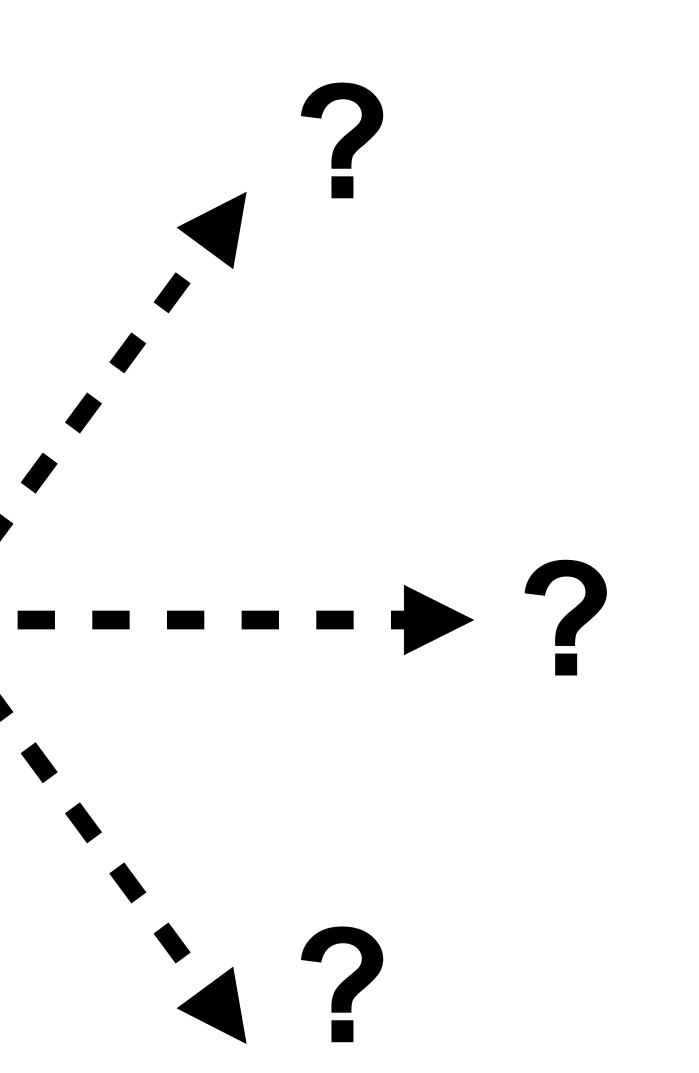












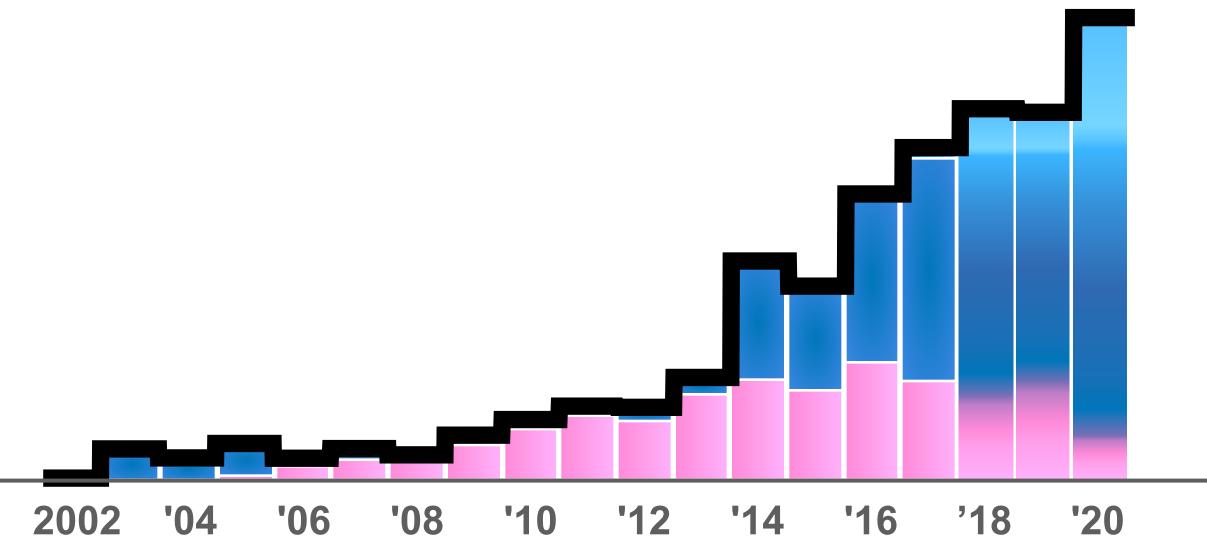
Proportion of the equity value of holdings at each time Telco: SBKK + T-Mobile (Sprint) AI: SVF1 + SVF2 + Arm (FY20 only) + investments in listed stocks

(FY)









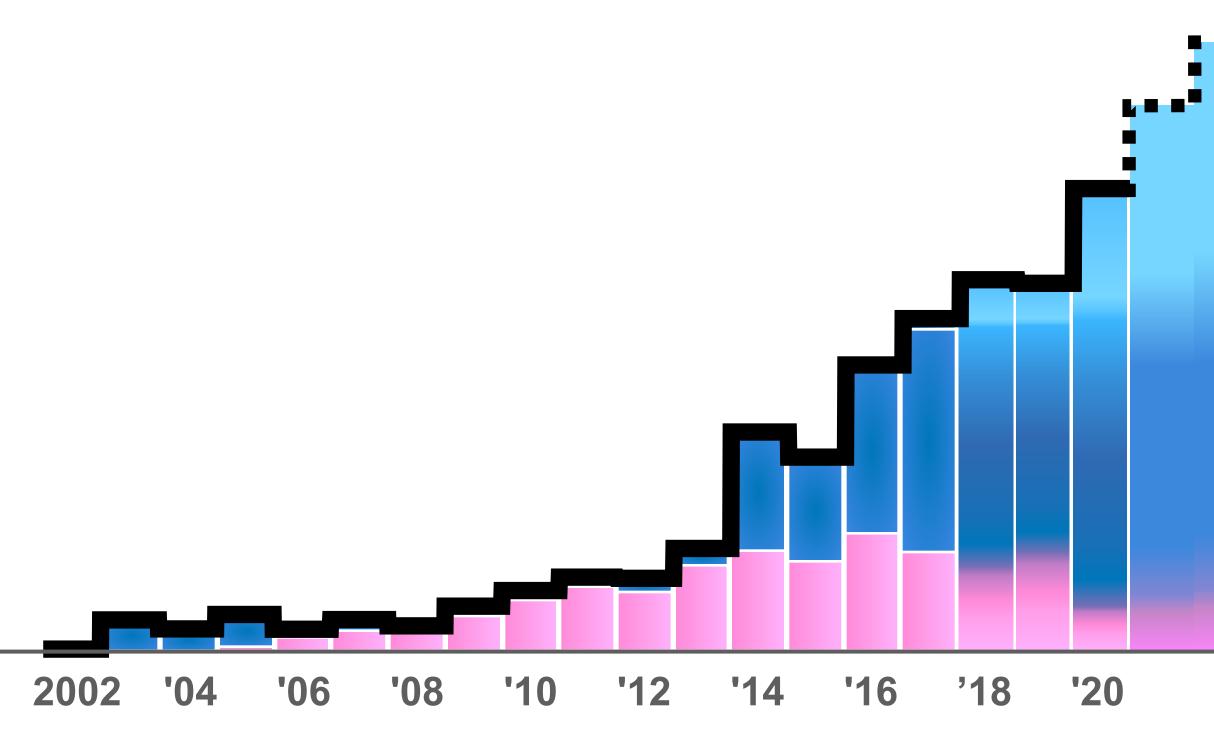
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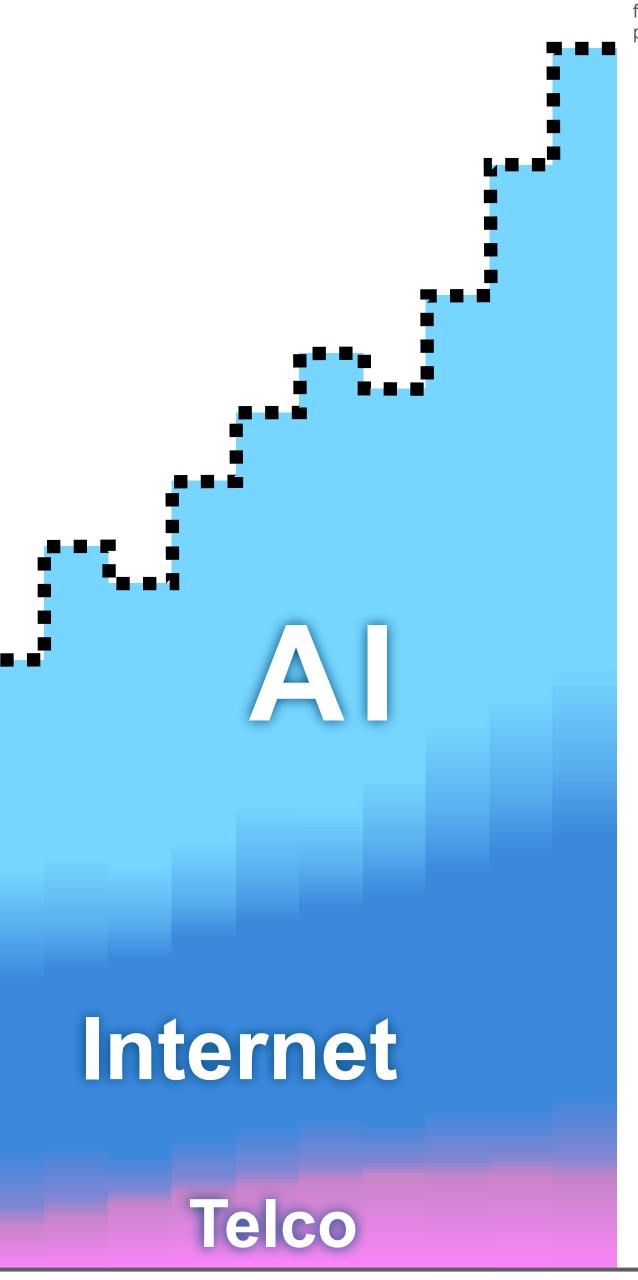






# Investing in evolution





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> Proportion of the equity value of holdings at each time Telco: SBKK + T-Mobile (Sprint) AI: SVF1 + SVF2 + Arm (FY20 only) + investments in listed stocks

SBG NAV: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)

(FY)



# Three Concerns

# Lot of debt

# Uncertainty around unlisted stocks

# Derivative risk





# Three Facts

### (Net debt/equity value of holdings)

• Share price: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)

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### Ratio of unlisted stocks

(Value of unlisted stocks/ equity value of holdings)

# **Derivative ratio**

(Fair value of the option /equity value of holdings)

For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)

### As of Sep. 30, 2020

- Fair value of the option: as of Sep. 30, 2020, net of fair value of long call option of listed stocks held by the asset management subsidiary (USD 4,694m) and that of short call option of listed stocks held by the asset management subsidiary (USD -1,261m)
- Share price: closing price as of Sep. 30, 2020 (Japan), closing price as of Sep. 30, 2020 (U.S.)
- For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)





## LTV (Net Debt / Equity Value of Holdings)

### (USD bn)



34

### **Equity value** of holdings

### Net debt

# 12%Manage at less than 25% during "normal" periods



Share price: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)
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## Ratio of Unlisted Stocks (Value of Unlisted Stocks / Equity Value of Holdings)

### (USD bn)



24

### **Equity value** of holdings

### Value of unlisted stocks

# 8% **Target around 10%**

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## **Derivative Ratio** (Fair Value of the Option / Equity Value of Holdings)

### (USD bn)



3.4

### **Equity value** of holdings

### Fair value of the option

# 1.2%Manage at less than 10% in principle

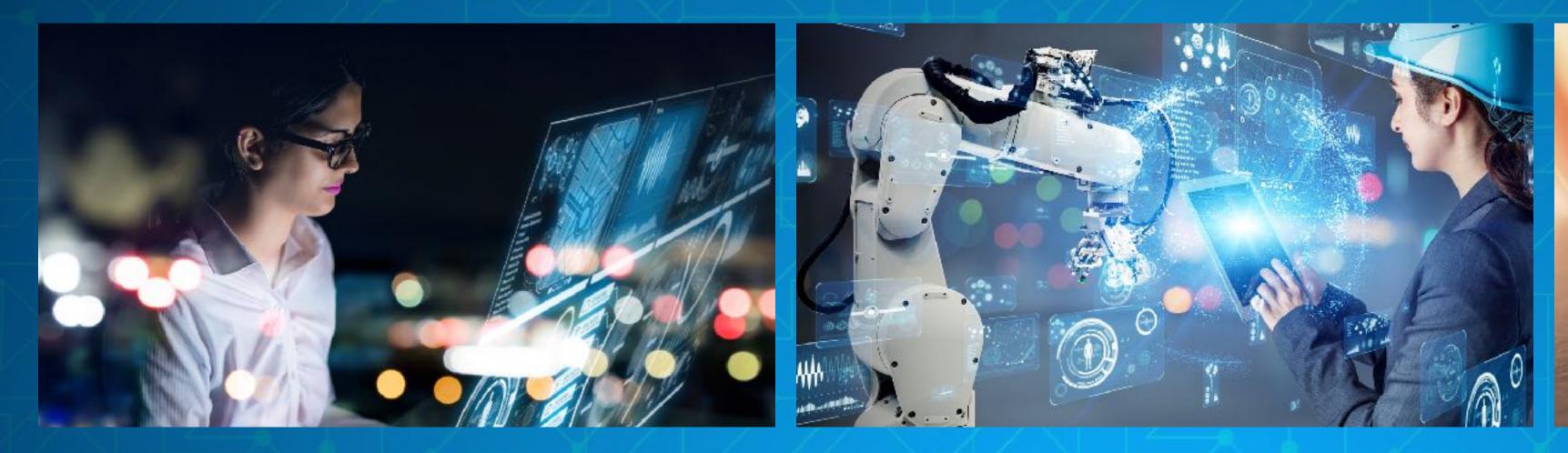
- Fair value of the option: as of Sep. 30, 2020, net of fair value of long call option of listed stocks held by the asset management subsidiary (USD 4,694m) and that of short call option of listed stocks held by the asset management subsidiary (USD -1,261m)
- Share price: closing price as of Sep. 30, 2020 (Japan), closing price as of Sep. 30, 2020 (U.S.)

For details, see "Definition and Calculation Method of SBG's Sum-of-the-parts Valuation" (as of Sep. 30, 2020)







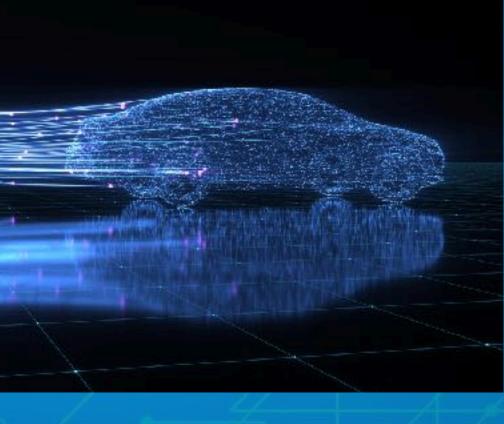


# The future of humanity is in Al



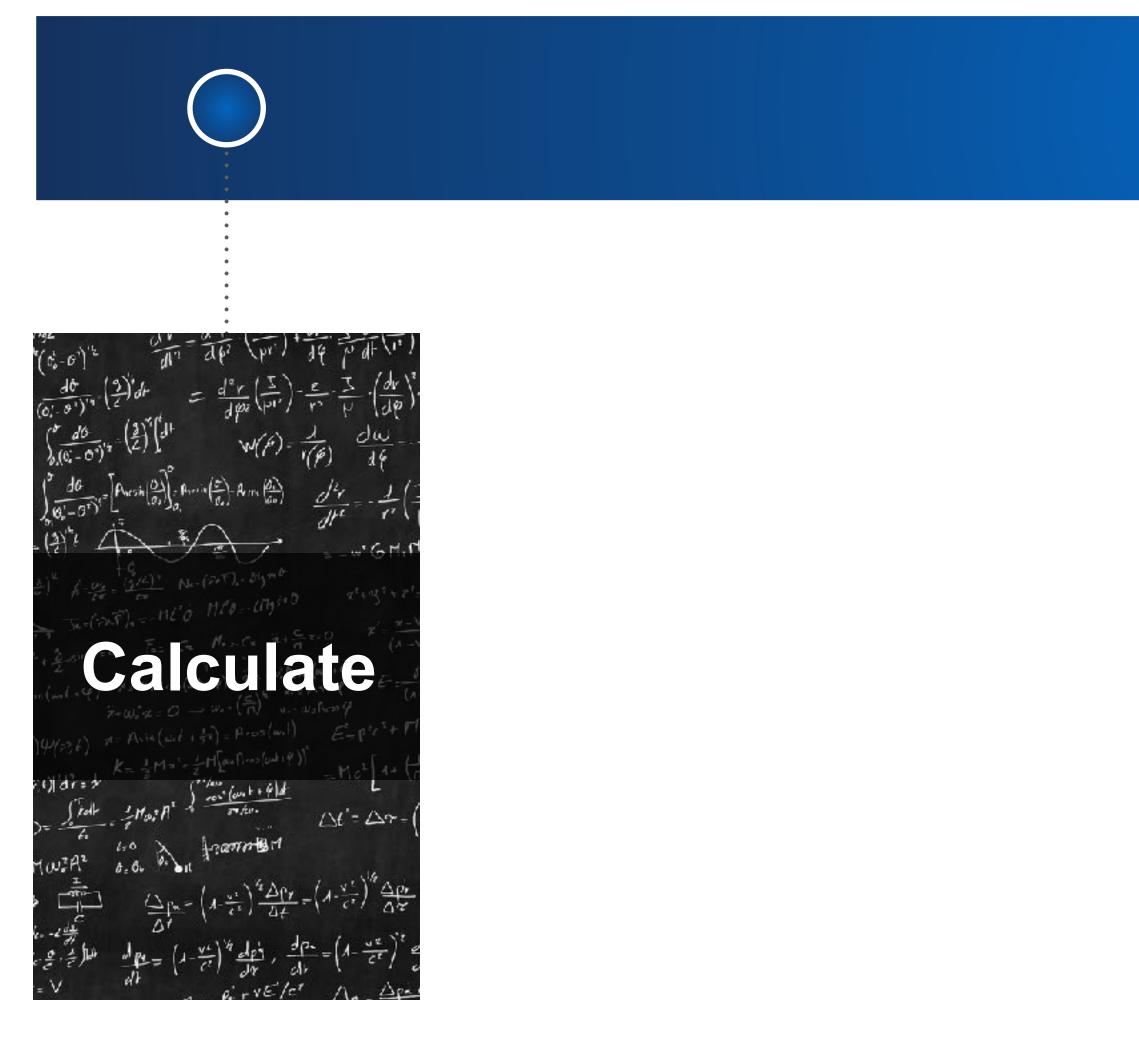




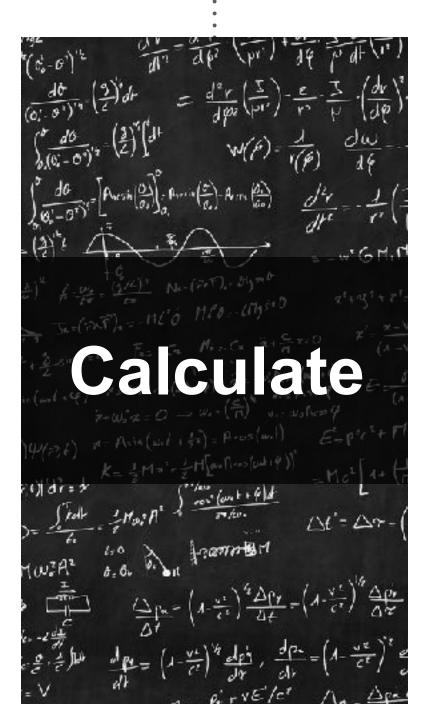


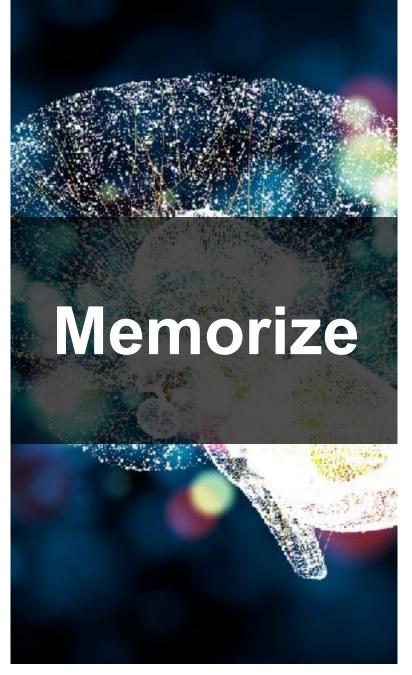




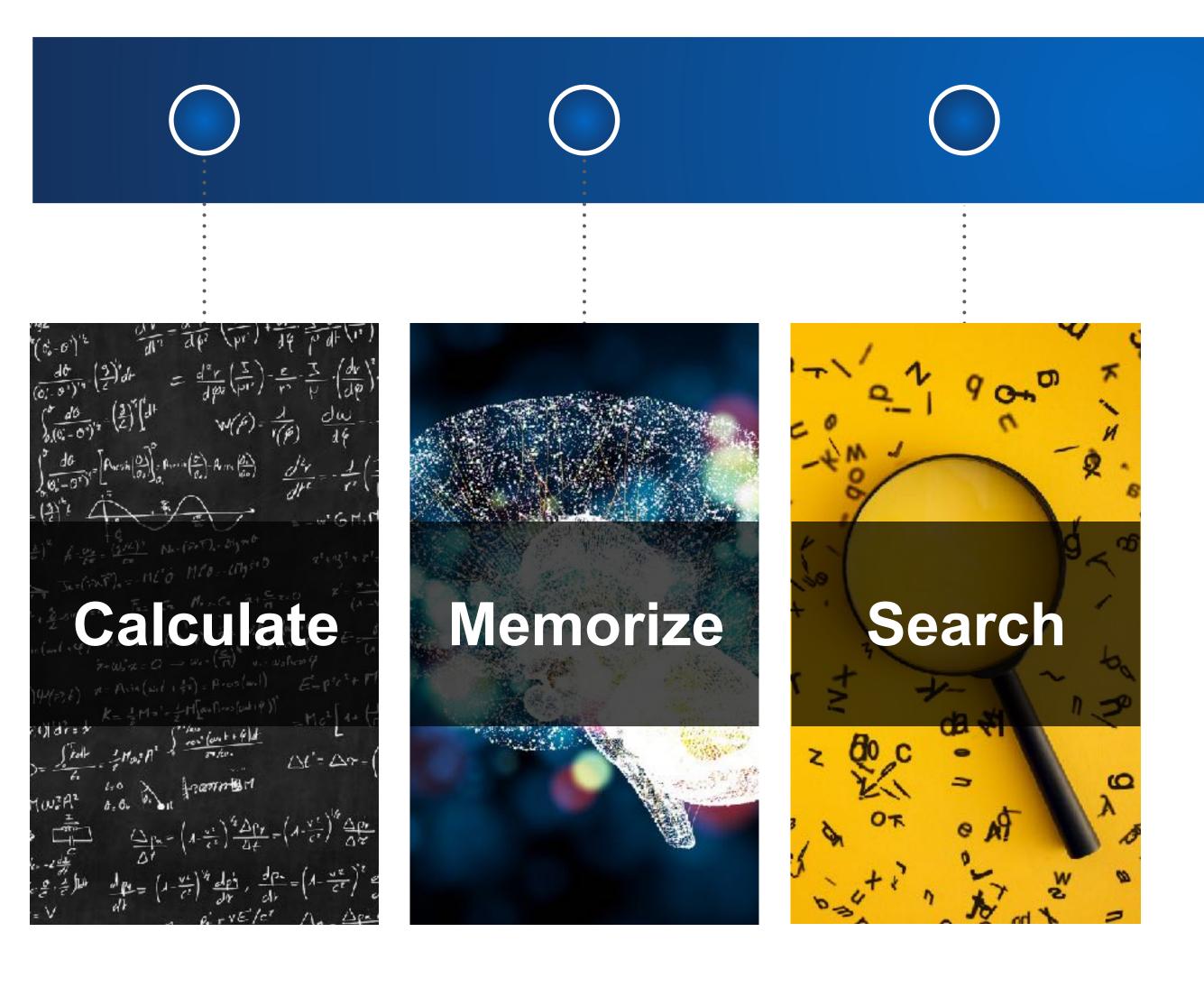




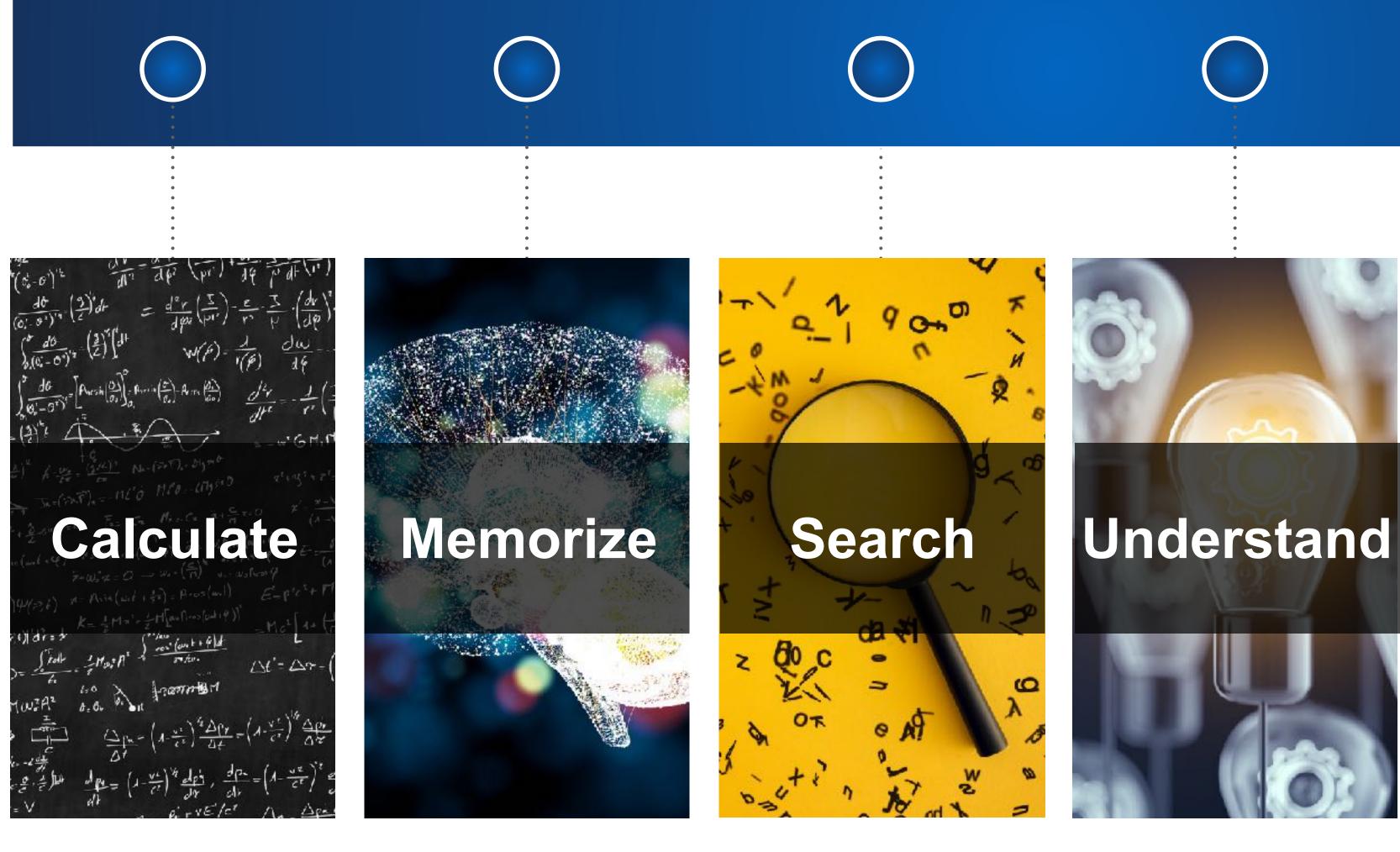






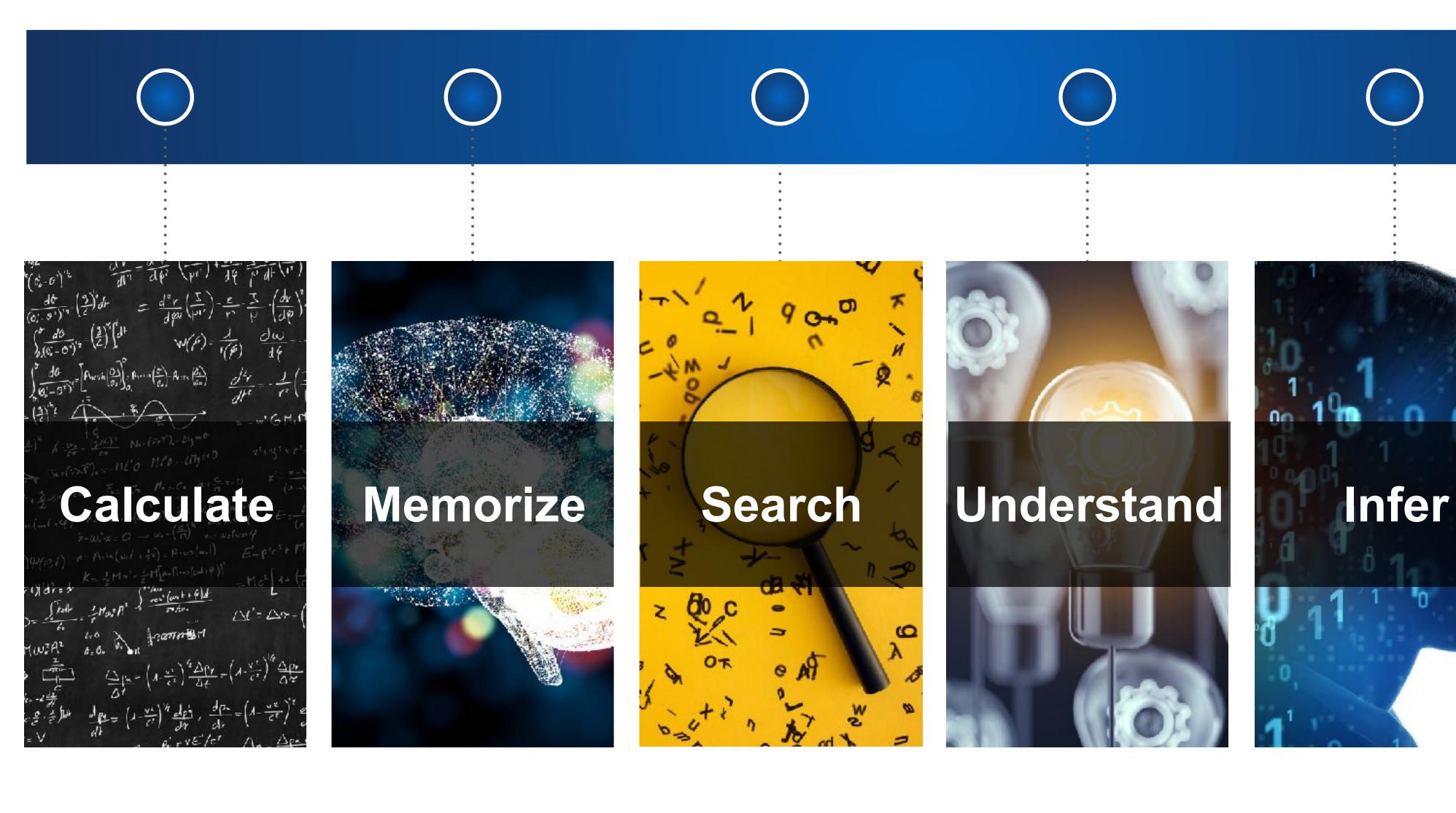




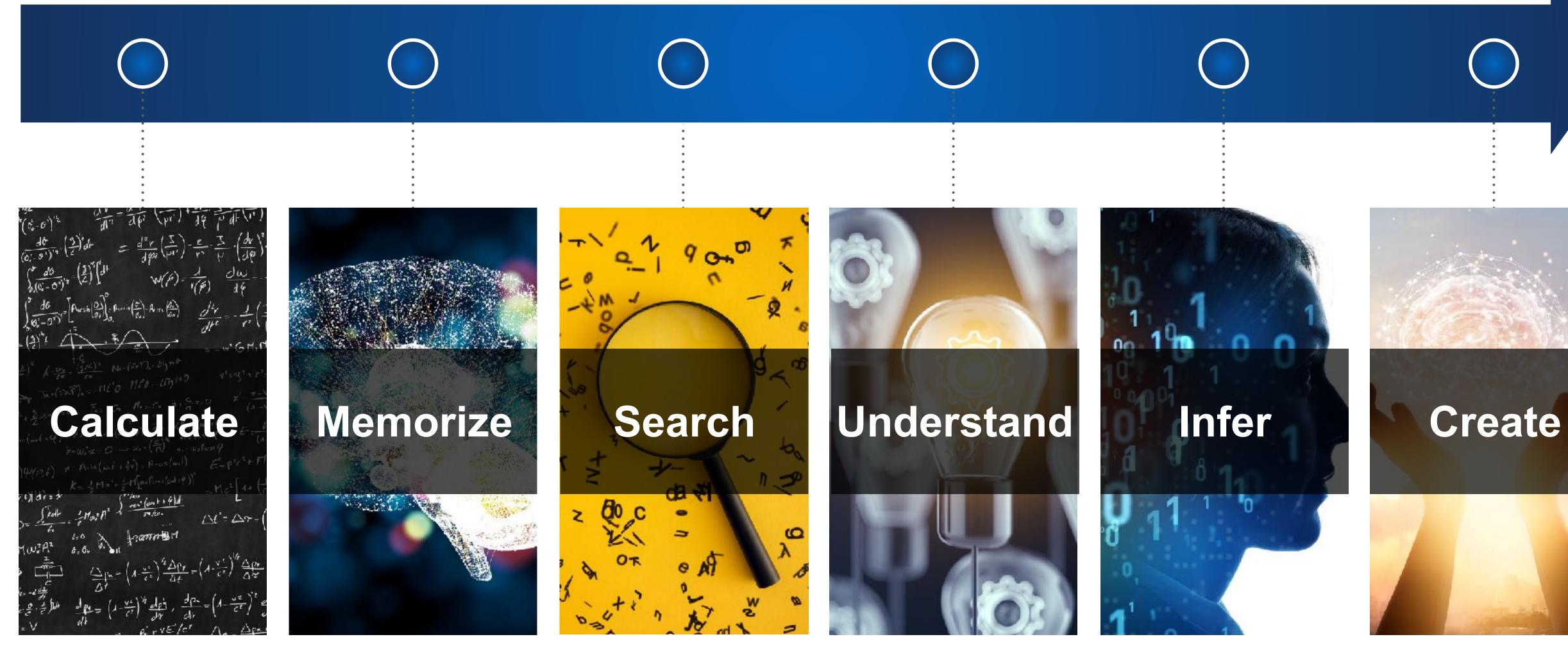
















## **Computing Power of CPU**

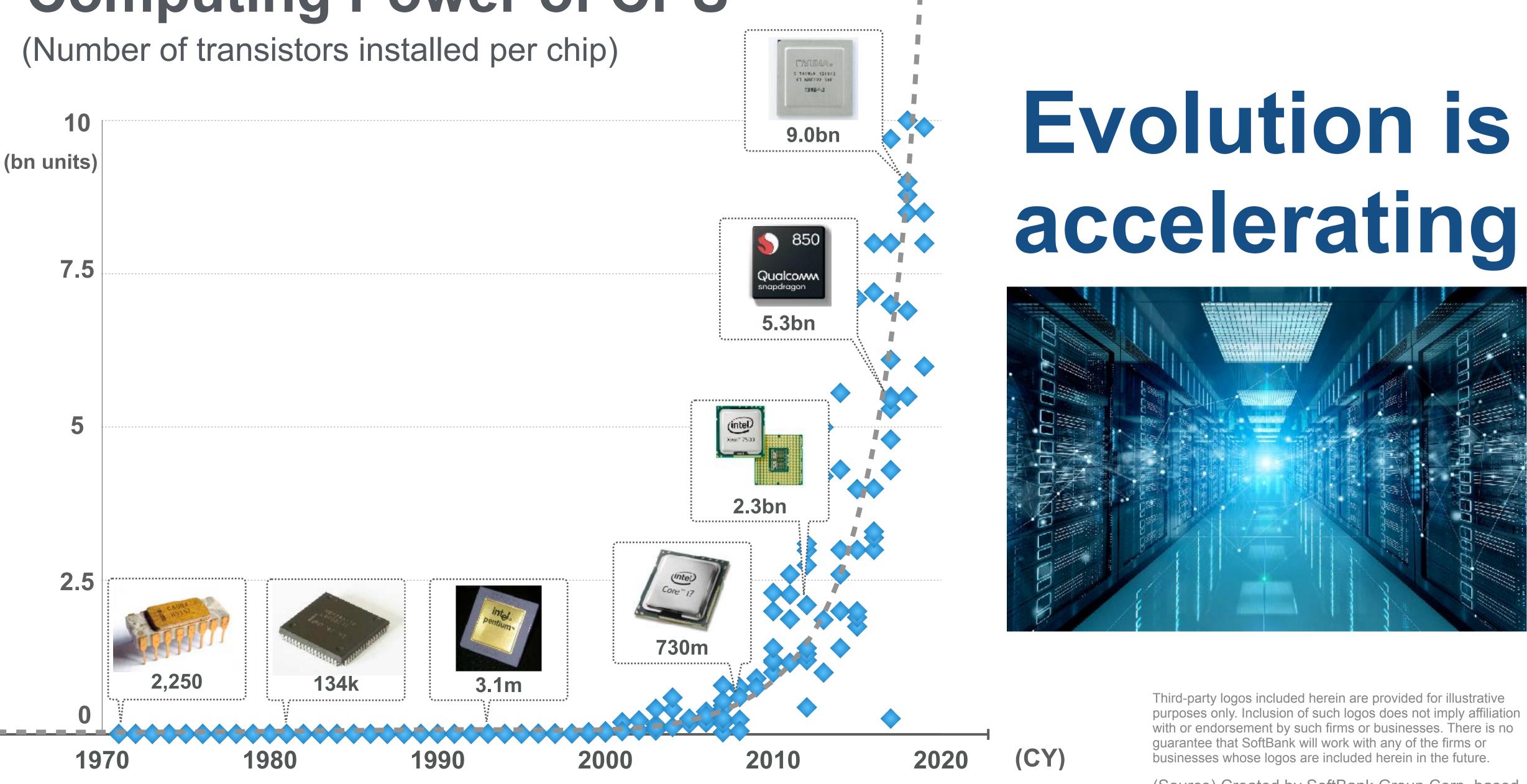
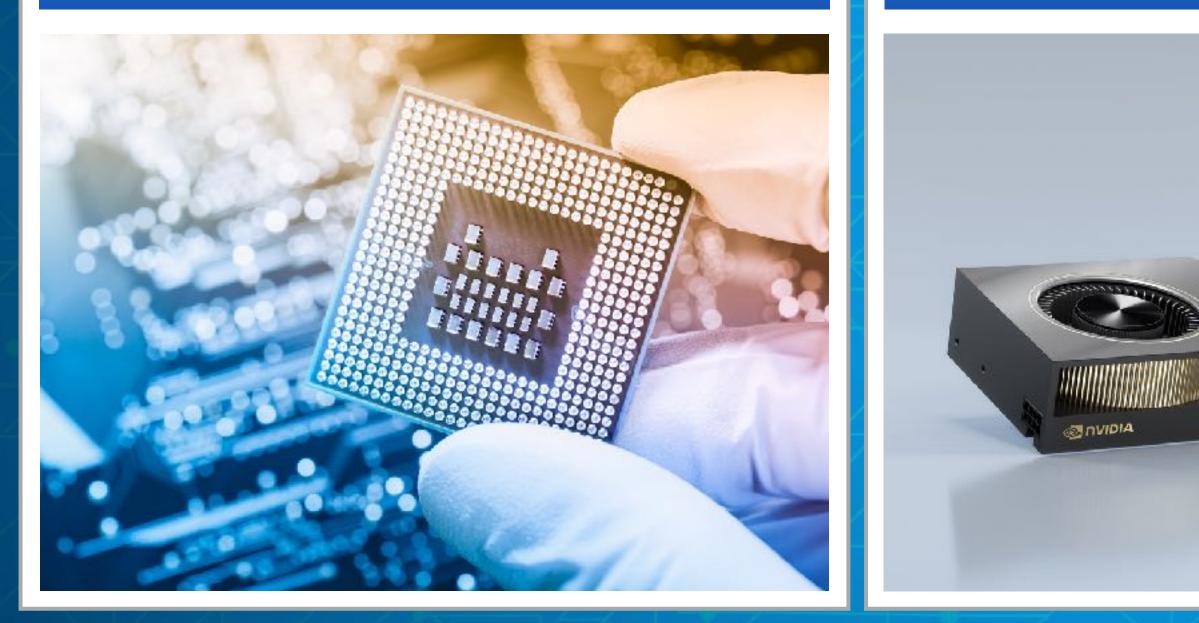


Illustration herein describes the growth of computing power of CPU from the number of transistors installed per chip, based on Moore's Law

(Source) Created by SoftBank Group Corp. based on each companies' disclosures information







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# Arrival of Allera

## GPU







GPU: NVIDIA RTX A6000 **DPU: NVIDIA BlueField-2 DPU** 

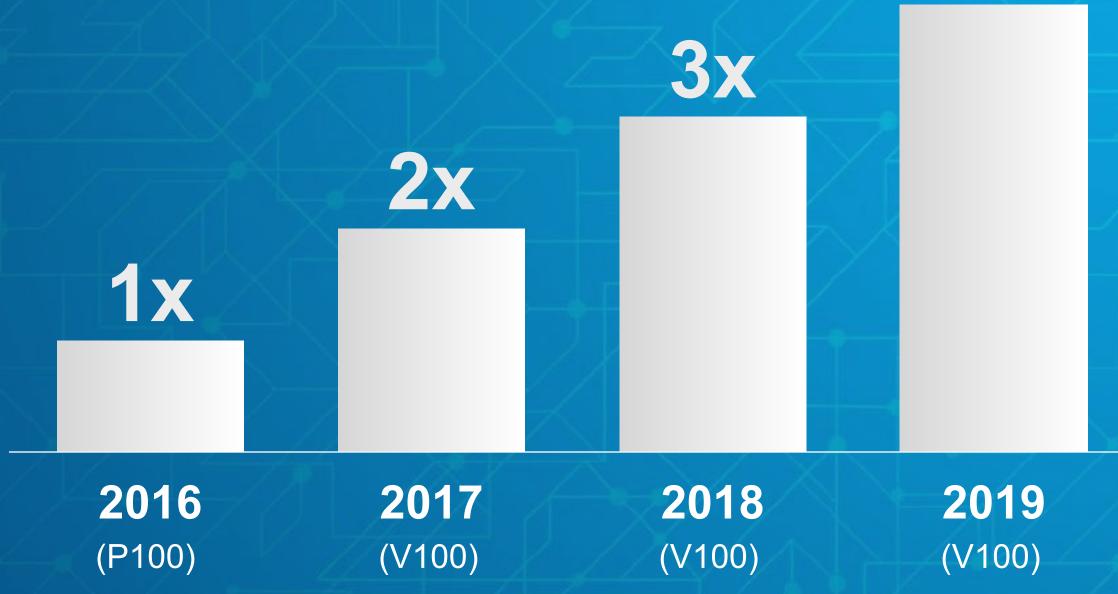






### **GPU Performance** (throughput for top HPC apps) (Assuming 2016's throughput as 1)







# in 4 years



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\*GPU Performance: Geometric mean of application speedups measured by multiple benchmark applications, with the assumption 2016 NVIDIA P100's throughput as 1.

\*HPC : High-Performance Computing

(Source) NVIDIA

2020 (A100)





## Efficiency of Learning Algorithm (AI model learning speed) (Assuming 2018's algorithmic performance as 1)

**8**X

### Jan. 2018

Feb. 2019

# in a year





(Source) ARK Investment Management LLC, Stanford DAWN Deep Benchmark



### **Cost of Inference** (cost to classify one billion images)

### **USD 10,000**



2019



# 1/330,000in 2 years





(Source) ARK Investment Management LLC, Stanford DAWN Deep Benchmark



## raining lime (time required for AI to learn neural network ResNet-50)

### 25 days



2020 (DGX A100)

2015 (K80)



# in 5 years



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\*ResNet-50: A convolutional neural network that is 50 layers deep. It can load a pre-trained version of the network trained on more than a million images from the ImageNet database.

(Source) NVIDIA









### Understand

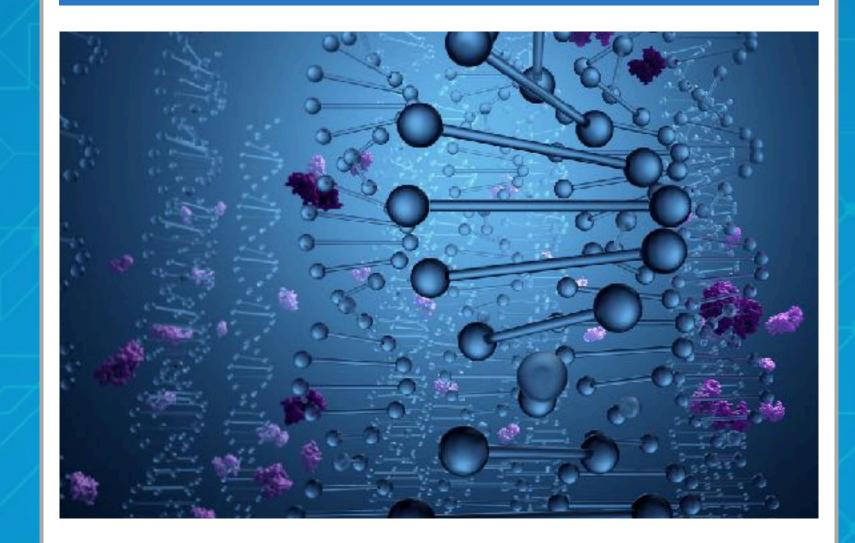
Tell the man who the LORD, Behold, his place and upon is of the book that 17F Because they e made offerings ght provoke me of their hands, kindled against uenched. 18 But t you to inquire y to him, Thus nel: Regarding d, 199 because ou 'humbled en you heard and against

deposed the priests whom the kings of had ordained to make offerings in the had ordained to titles of Judah and the h places at the chalso who burned incent Jerusalem, those and the moon and the Baal, to the sun and the host of the the Baal, to the sun all the host of the heavest and the heavest stellations gand all the host of the heavest stellation brought out h the Asherah stellations <sup>g</sup>and an ut <sup>h</sup>the Asherah from 6 And he brought out <sup>h</sup>the Jerusalen <sup>from H</sup> And he brought of outside Jerusalem, to the house of the LORD, outside Jerusalem, to the house of the LORD, 'and burned it at the to the house of the Lord, and burned it at the brook Kidron, and burned it at the brook brook brook beat it to dust and cast of brook brook Kidron, and beat it to dust and cast the brook Kidron and beat it to dust and cast the brook Kidron the graves k of the common Kidron / and beat it to be for the common beat the  $d_{d_{u}}$  of it upon the graves k of the common  $p_{e_{0}}$ of it upon the graves the houses of the beau 7 And he broke down the houses of the house mal <sup>7</sup>And he broke the who were in the house of the male cult prostitutes who were in the house of the male LORD, <sup>m</sup>where the women wove hangings of the hthe Asherah. <sup>8</sup>And he brought all the piles out of the cities of Judah, and defiled the piles places where the priests had made off the from <sup>n</sup>Geba to Beersheba And

### **Reading comprehension**

Score (compared to avg. human)

**TZ470** 



**Drug discovery simulation** Prediction speed (compared to conventional method)

(Source) NVIDIA (NVIDIA Megatron BERT)

## Infer

# I,UUUX

## Create

else if (i==2) var atpos=inputs[i].indexOf("@"); var dotpos=inputs[i].lastIndexOf(") if (atpos<1 || dotpos<atpos+2 || segmenter document.getElementById('errteall') document.getElementById(div).imment.

### Programming Machine learning model code

## **Generated by AI**

(Source) Matt Shumer、 ITmedia









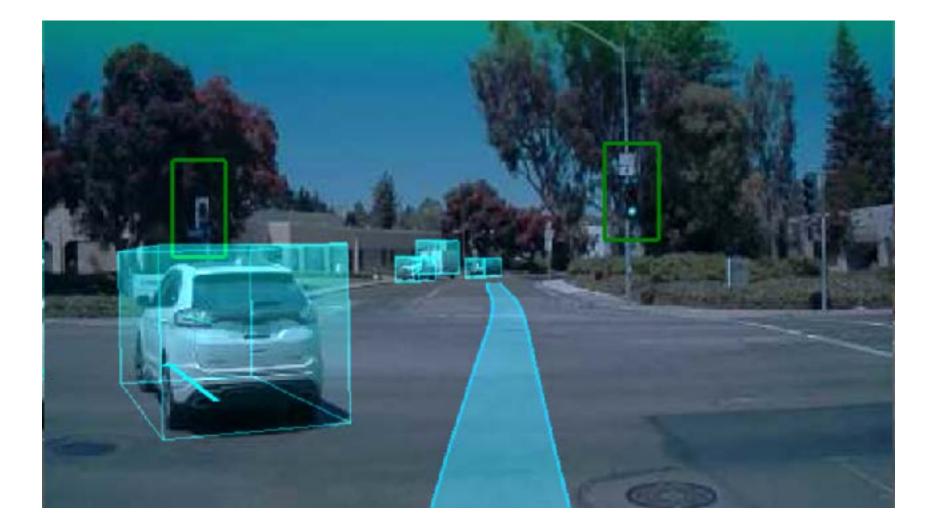
SoftBank Vision Fund (96 companies) SoftBank Vision Fund 1 (83 companies)									
arm	ROIVANT	COMPASS	Eoggi	でで 作业帮 <sup>在鉄学习就用作业報</sup> (Zuoyebang)	cruise	fair	Rappi	<mark>合贝壳</mark> (Beike)	Tunacademy
Fanatics	paytm	川 KATERRA	全融 意 账 画 DNECONNECT	REEF	DiDi	getaround	C creditas	alto	😂 ShipBob
wework	ΟΥΟ	GROUP	tokopedia	Alibaba Local Services	flexport.	KLOOK	C2FO	lenskart.com	掌门 教育 zhangmen.com
I IMPROBABLE	<b>众安保险</b> ZhongAn Insurance	(Full Truck Alliance)	Uber	firstcry	пиго	GET YOUR GUIDE	ENERGY VAULT Enabling a Renewable World	KARIUS	<b>()))) THINK</b> <b>)) ()</b> () 前三里維 豪子爱上的数学课
GUARDANT <sup>®</sup>	mapbox	COHESITY	Grað	i Zume		Gympass	VNLIFE	🔽 DiDi Autonomous	
[\] nauto	<b>I</b> II ByteDance	policy bazaar	DOORDASH		DELHIVELY Small World	CloudMinds		ΒΕΗΛΥΟΧ	
NIR	<b>OSI</b> soft。	light	zymergen	Globality	OakNorth	<b>∮</b> FUNGIBLE	goPuff	Encoded	
plenty	を を を を を を を 使 体 を を 体 集 上 平 安 好 医 生 を 生 を の の の の の の の の の の の の の の の の の の	coupang	view	GGROFERS	Clutter	Collective Health	+ JVs / affiliates etc. (13 companies)	debiofourmis	
brain@ corp	医健通 HEALTHKONNECT	Opendoor		Kabbage <sup>.</sup>	<b>広子</b> 二手车直奏网 Guazi.com	Greensill		XtalPi	
tments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF1 investments, and do not purport to be a complete list thereof. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be that investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF1's investments. There are no assurances that any pending acquisition will be consummated at all or on the current terms of the agreement. daggregate number of "83 companies" includes the existing SVF1 investments (acclosed / undisclosed) and JVs / affiliates among portfolio companies and SVF1. Group Corp. has made capital contributions to allow investments by SVF2 in certain portfolio companies. The information included in this section is made for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy limited partnership interests in any fund, including SVF2. SVF2 has yet to xternal close, and any potential third-party investores shall receive additional information related to any SVF2 investments prior to closing. The investments prior to closing. The investments made in the future will be comparable in quality or performance to the investments, and do not purport to be a sumplete list thereof. References to investments described herein and support to the agreement.							not imply affiliation with or endorsement will work with any of the firms or busine	ovided for illustrative purposes only. Inclusion of suc by such firms or businesses. There is no guarantee sses whose logos are included herein in the future. nd: SVF1 and Other SBIA-N	As of Sep. 30, 2020 57







## Understand



# Recognize road signs and obstacles

The investment herein is presented solely for illustrative purposes, has been selected to provide an example of the types of investments made by SBIA. References to it should not be construed as a recommendation of any particular investment or security. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



## Infer



# Infer risk of traffic accident

(Source) Nuro



### **Building strategic partnerships SVF1** Investment with the world's leading companies across all key verticals Kroger

There can be no assurances that any plans described herein will be realized on the terms expressed herein or at all, and all such plans are subject to uncertainties and risks. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that the Manager, SVF1's portfolio companies or SoftBank will work with any of the firms or businesses whose logos are included herein in the future. The investment herein is presented solely for illustrative purposes, has been selected to provide an example of the types of investments made by SBIA. References to it should not be construed as a recommendation of any particular investment or security. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy.

**CVS** pharmacy

Walmart >













# (Full Truck Alliance) Al × Logistics



## Market Share (China)

Competitors

### **Total heavy-duty truckers**



(Monthly Active Truckers)

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# 

### freight-truck matching platform in China



Past performance is not indicative of future results. There can be no assurances that historical trends will continue throughout the life of the SVF1.

\*1 Based on numbers of yearly active heavy-duty trucker users for the period of November 2019 to October 2020 as a percentage of estimated China's total number of heavy-duty trucks (for logistics use) Selection criteria for "Competitors" were determined on a subjective manner.

\*2 Truck MAU (as of September 2020): Number of certified trucker users that logged in the FTA APPs at least once a month

(Source) Full Truck Alliance



### Aim to create Cluster of Leading Companies Strategy in Mobility Industry (transportation / logistics)



\* SBG stands for the SoftBank Group, which does not invest in the above portfolio companies. Please refer to <u>www.visionfund.com/portfolio</u> for a more complete list of SVF1 and SVF2's investments. There can be no assurances or guarantees that the Manager's investment strategy or objective will be realized or prove successful. Selection criteria for portfolio companies in "Mobility Industry" were determined by SBG on a subjective basis in order to provide examples of the types of investments made by SBIA and are not indicative of actual performance. The investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF1 and SVF2 investments, and do not purport to be a complete list thereof. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



### Aim to create **Cluster of Leading Companies Strategy in Mobility Industry** (transportation / logistics)





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## 

SBG (SVF1 and SVF2)





# **GDP of Mobility Industry** (transportation / logistics)

(Source) Estimated by SoftBank Group Corp. based on the public disclosure from Armstrong & Associates, The Business Research Company 62

11%



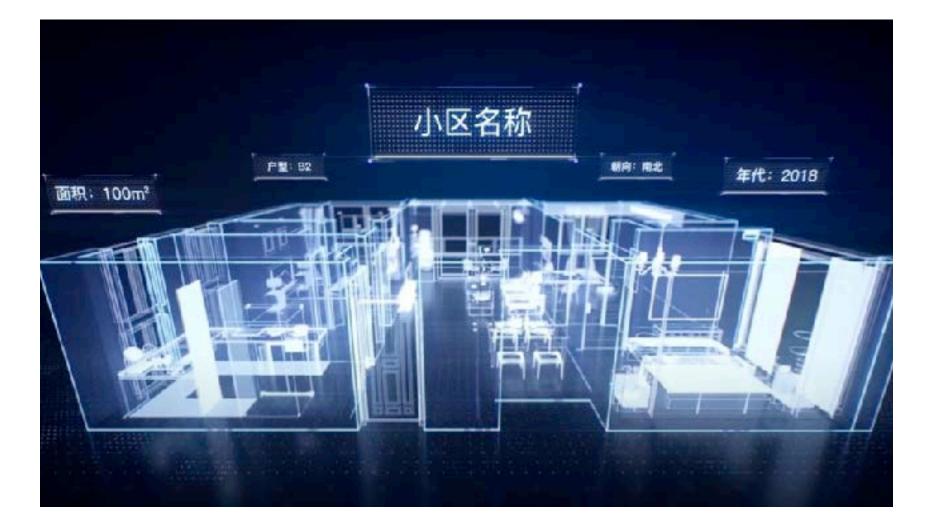


# **AI × Housing Transactions and Services**

找 房 大 平 台 (Beike)



## Understand



### Analyze housing information Understand customer preferences

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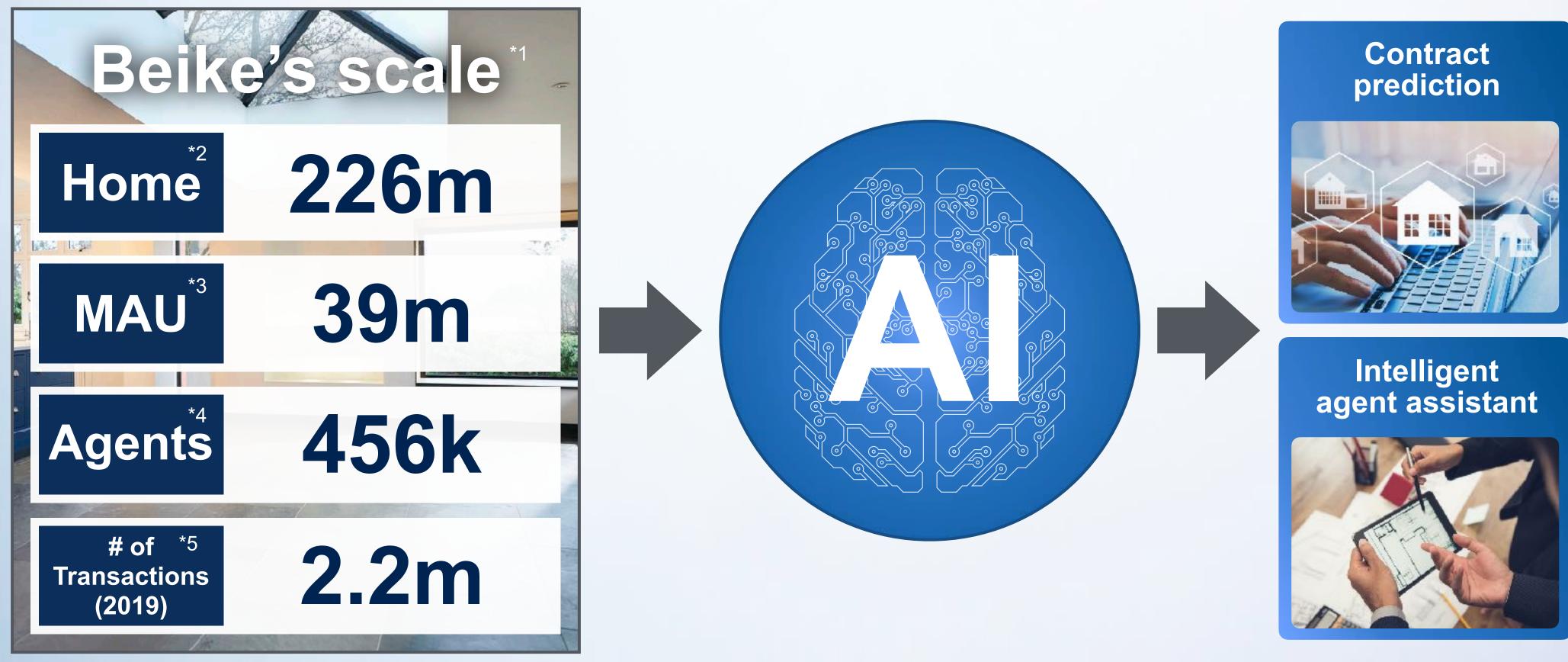


## Infer



## **Predict contract Recommend the best house**

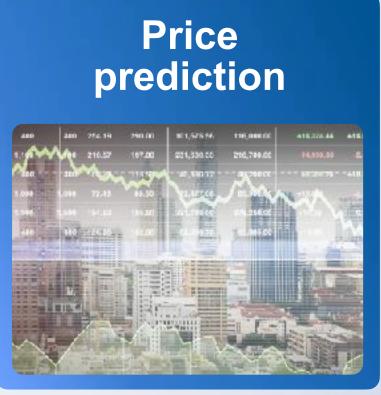
# **Efficient Housing Transaction**



### **Al-powered housing transactions and services** (GTV USD 300bn)

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### **Smart house** recommendation

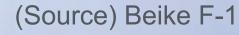


\*1 Beike's scale: as of Jun. 30, 2020

\*2 Home: number of homes covered in the "Housing dictionary" residential real estate database

- \*3 MAU: average mobile monthly active users as of Apr.-Jun. 2020
- \*4 Agents: number of agents on the platform
- \*5 # of transactions: 2019

\*6 GTV: Gross transaction volume for the year ended Dec. 31, 2019







## Investment Result on Beike (as of Nov. 6, 2020)



### **USD 1,350m**

(Nov. 2019)

### **Invested amount<sup>\*\*</sup>** SVF2 holding value (Nov. 6, 2020)

IPO on Aug. 13



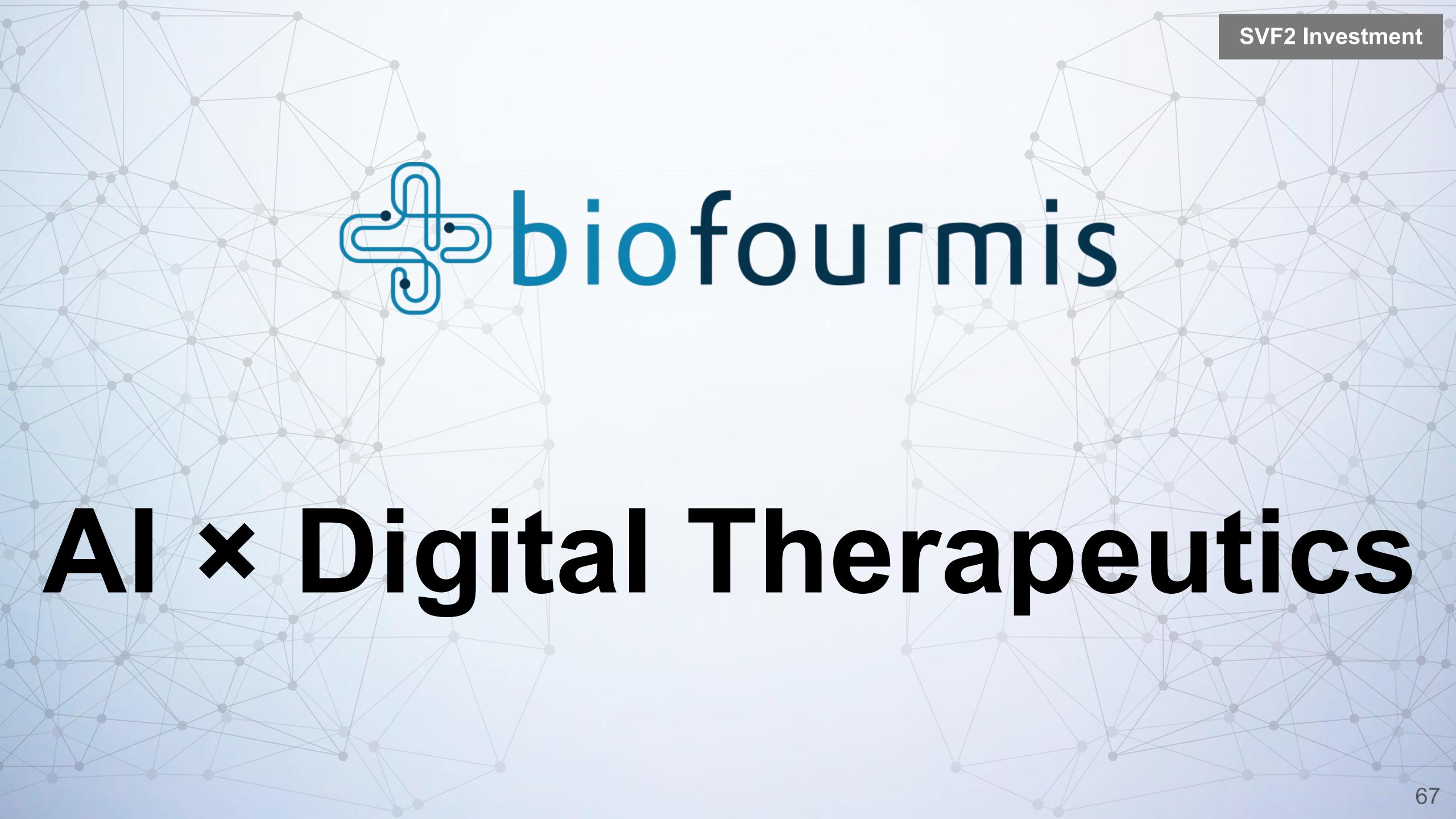
### China's No.1 platform for housing transactions and services\*



\*China's No.1 platform for housing transactions and services in terms of Gross Transaction Value, 2019: (Source) China Insights Consultancy's Industry Report on the Residential Real Estate market in China dated July 2020 \*\*Invested amount: (Source)KE Holdings, Form 424B4 as of Aug. 13, 2020

> Past performance is not necessarily indicative of future results. Select investment presented herein is solely for illustrative purposes, has been selected for illustrative purposes to show the public securities held by SVF2 as at Nov. 6, 2020 and do not purport to be a complete list of SVF2 investments. References to the investment included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF2's investments. Valuations reflect unrealized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by SVF2 investors. There is no guarantee that historical trends will continue throughout the life of SVF2. It should not be assumed that investments made in the future will be comparable in quality or performance to the investment described herein. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual realized returns on investments that are partially realized or unrealized may differ materially from the values indicated herein. SVF2 performance metrics are preliminary and pending finalization upon review by the Valuation and Financial Risk Committee ("VFRC"). While SVF2 performance figures have been calculated based on assumptions that SBG believes are reasonable, the use of different assumptions could yield materially different results, and the VFRC may adjust any of these values. As such, SVF2 performance figures are subject to change and not necessarily indicative of the performance of SVF2 and are included only for illustrative purposes.





## Understand



### Analyze biosensor / clinical data

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## Infer



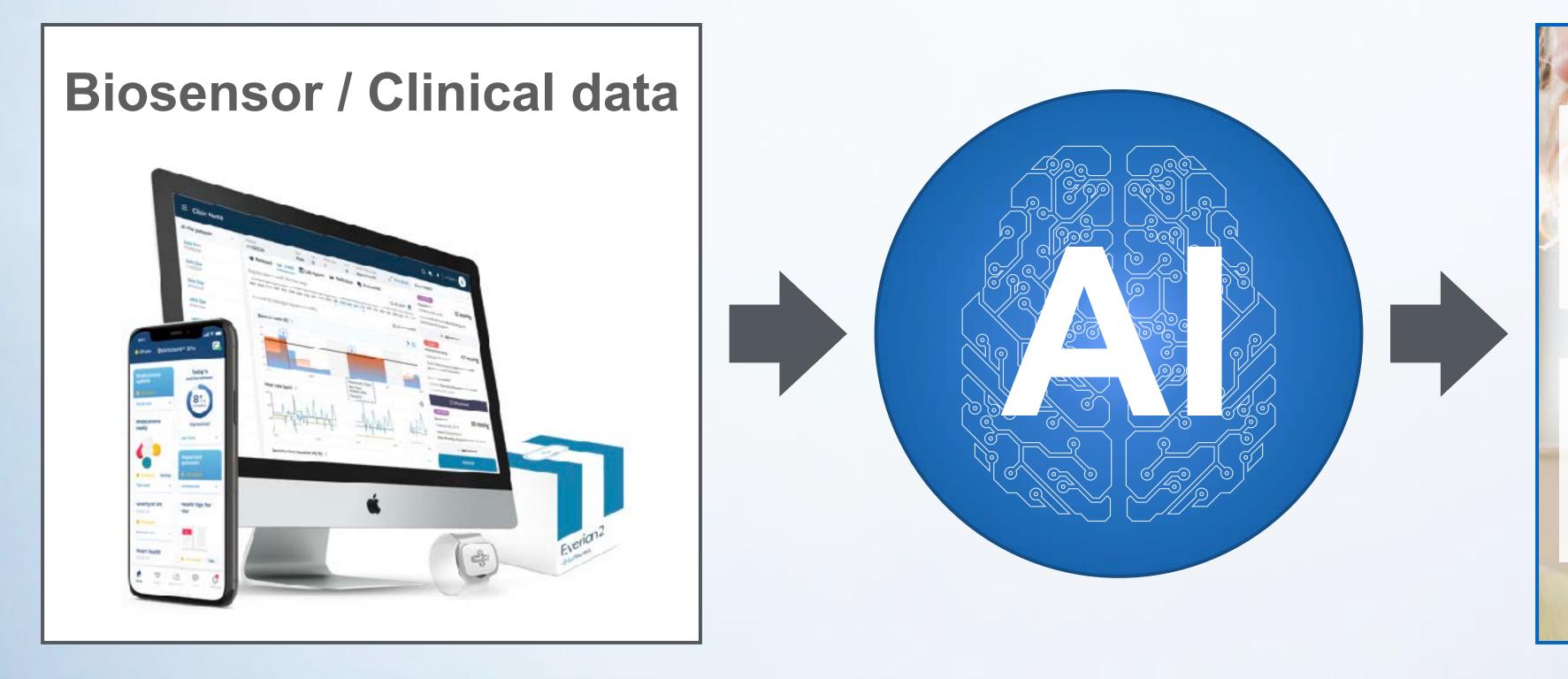
### **Deterioration prediction** (heart failure etc.)

**Optimal dose** recommendation

(Source) Biofourmis



# Patient Management



# **Al-powered digital therapeutics platform**

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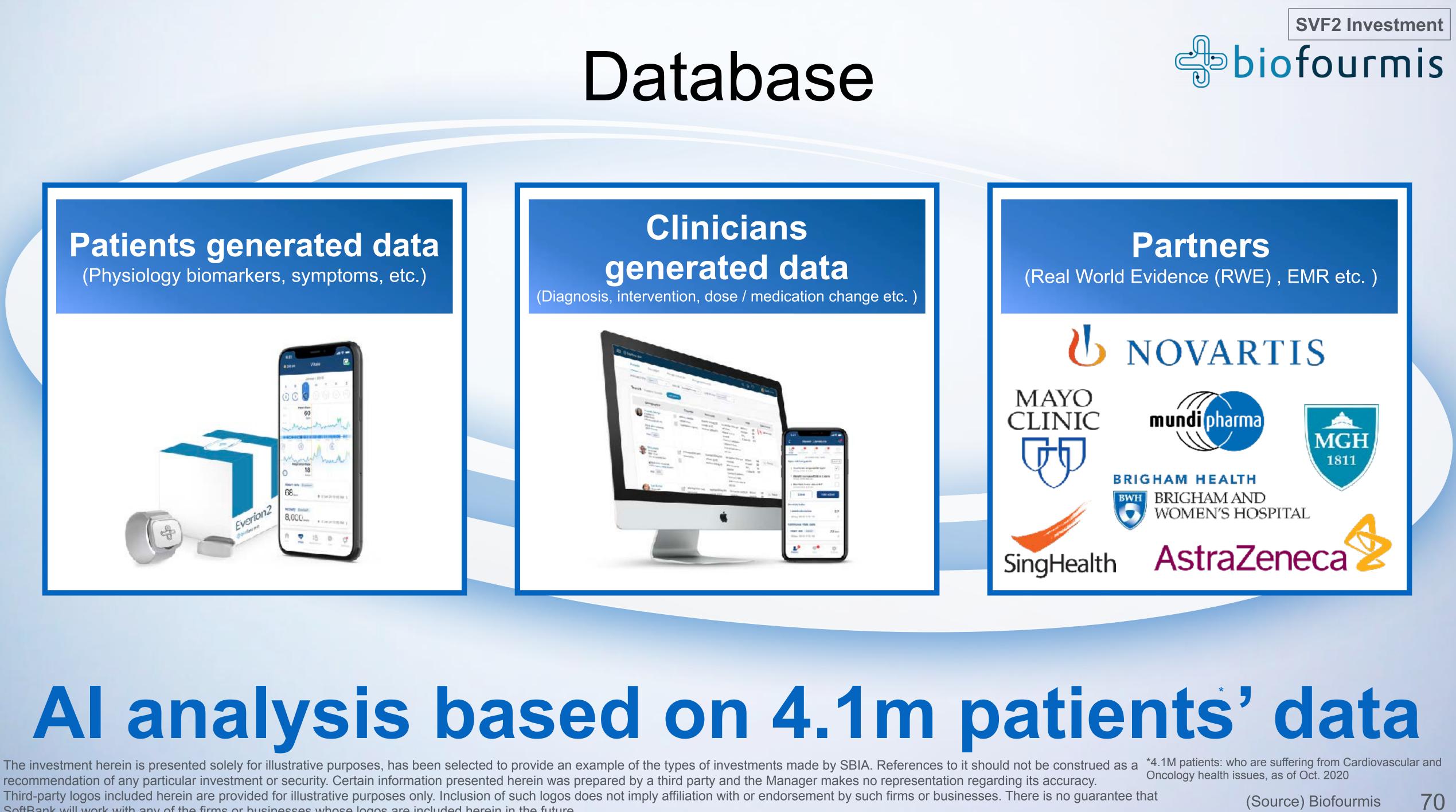
### **Optimal dose** recommendation

(Source) Biofourmis





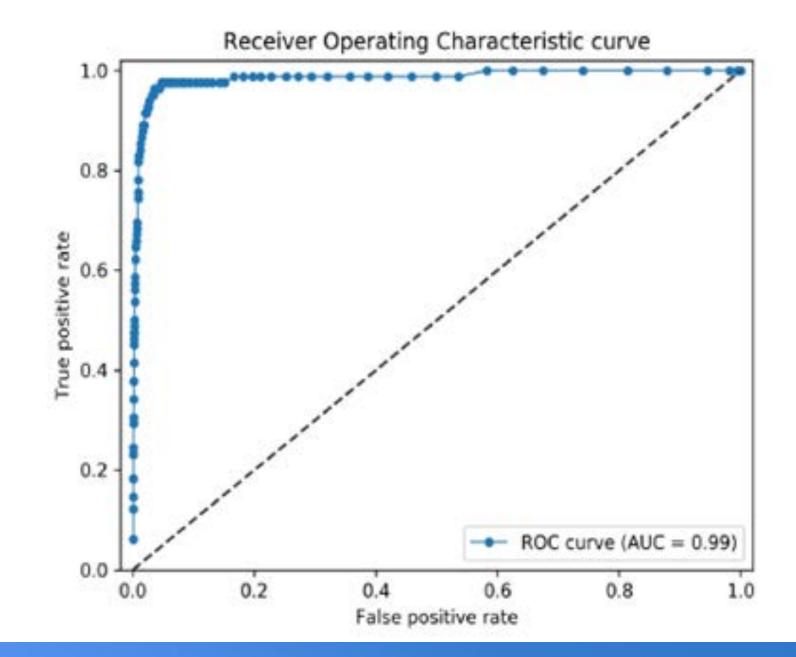




recommendation of any particular investment or security. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future.



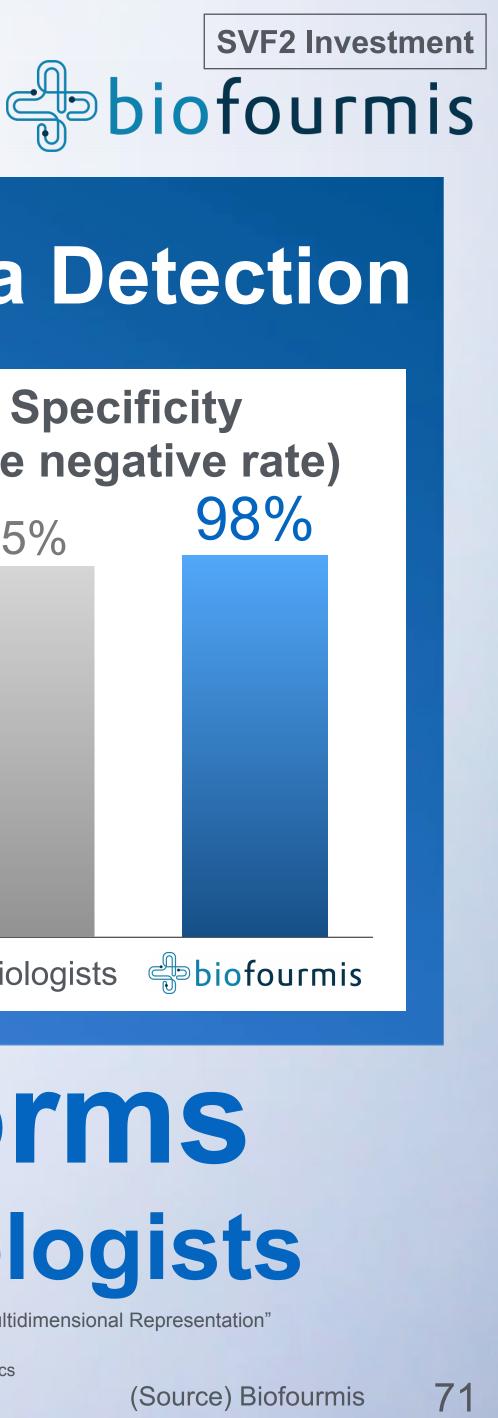
### **Heart Failure Prediction**

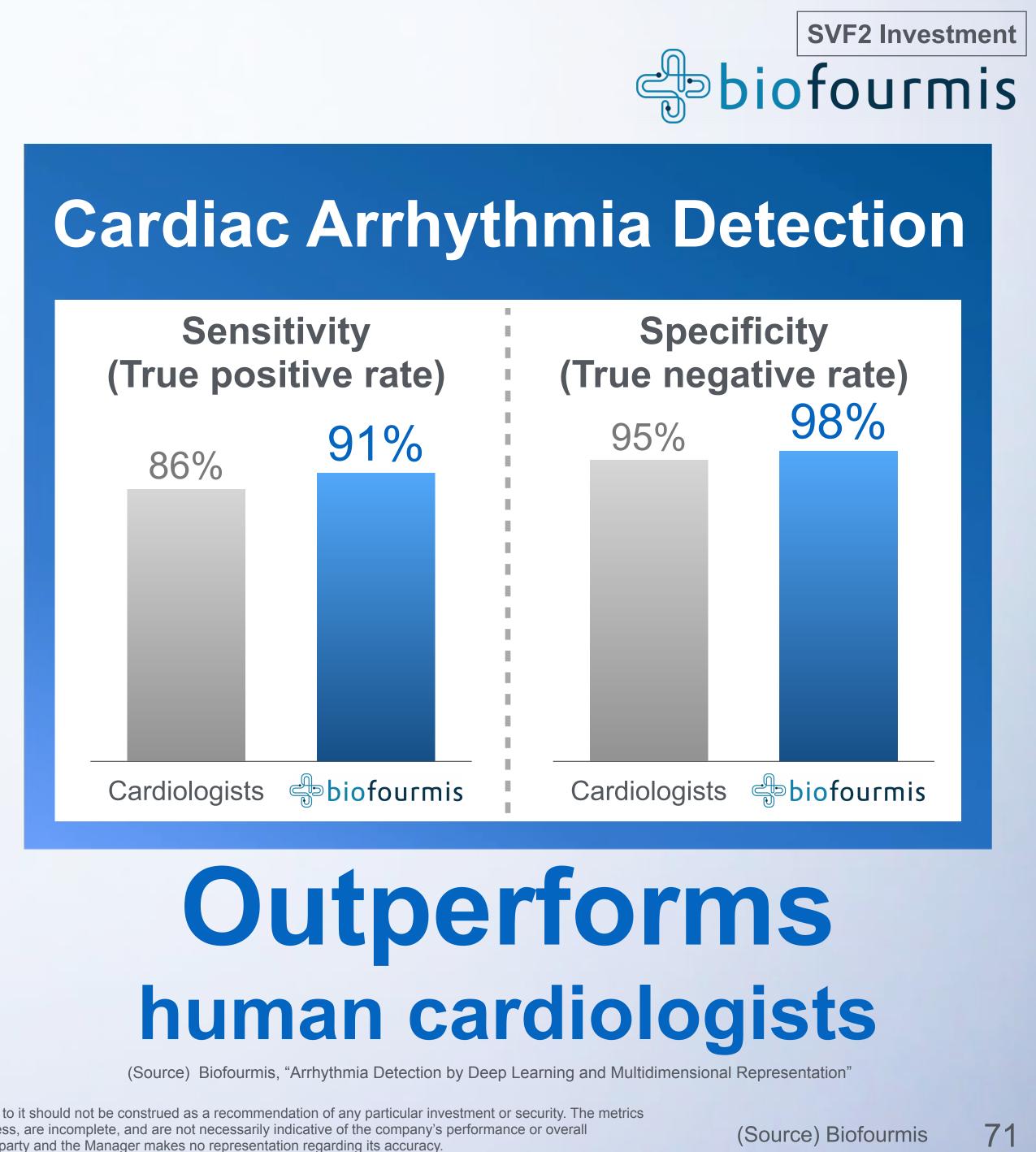


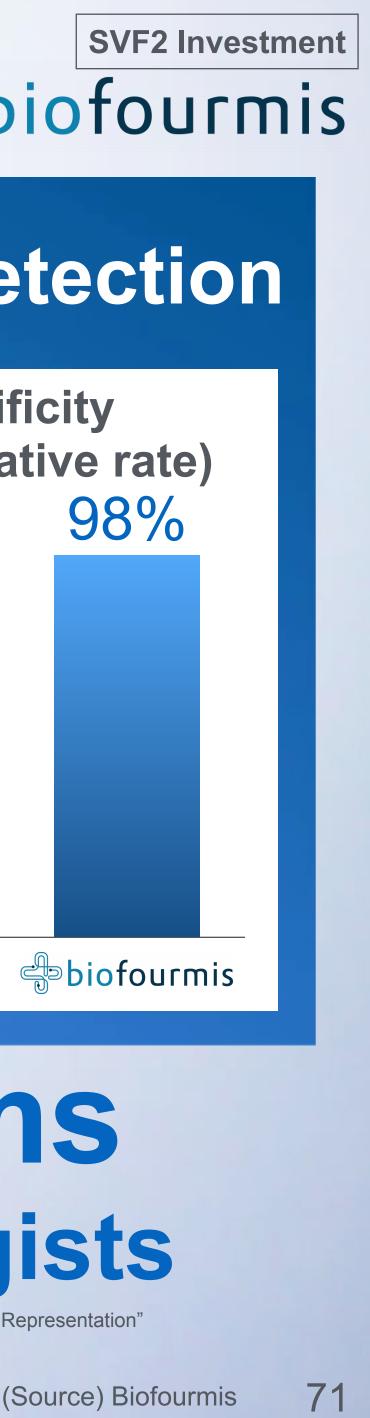
## 14 days in advance (99% accuracy)

(Source) ClinicalTrials.gov (Identifier : NCT02391987); Management Presentation Jun., 2020. Study conducted with Mayo Clinic

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# Benefits from Leveraging AI distingtion

## **Optimal dosage**



## **Reduction in** re-hospitalization



Increase in utilization of all categories of heart failure medication

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# **Re-hospitalization**

## **Reduction in** cost of care



# Cost of care

Optimal dosage: (Source) Desai AS, et al. Outpatient Strategies for Heart Failure Management. Presented at: American Heart Association Scientific Sessions; Nov. 16-18, 2019; Philadelphia Re-hospitalization & Cost of care: (Source) Levine, David M., et al. "Hospital-Level Care at Home for Acutely III Adults: A Randomized Controlled Trial." Annals of Internal Medicine (2019) (Source) Biofourmis









## Aim to create **Cluster of Leading Companies Strategy in Medical Industry**







医健通 HEALTHKONNE

### KARIUS

**IIK** 

Collective Health

\*1 Alto, XtalPi, Biofourmis, Encoded Therapeutics and Karius are the investments from SVF2

\*2 SBG stands for the SoftBank Group, which does not invest in the above portfolio companies. Please refer to <u>www.visionfund.com/portfolio</u> for a more complete list of SVF1 and SVF2's investments. There can be no assurances or guarantees that the Manager's investment strategy or objective will be realized or prove successful. Selection criteria for portfolio companies in "Mobility Industry" were determined by SBG on a subjective basis in order to provide examples of the types of investments made by SBIA and are not indicative of actual performance. The investments presented herein are solely for illustrative purposes, have been selected in order to demonstrate examples of SVF1 and SVF2 investments, and do not purport to be a complete list thereof. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Third-party logos included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that SoftBank will work with any of the firms or businesses whose logos are included herein in the future. (\*1) refers to SVF2 portfolio companies, please refer to visionfund.com/portfolio for a complete list of all SVF1 and SVF2 investments





## \*2 SBG (SVF1 and SVF2)











# **GDP of Medical Industry**

## 10%

(Source) Estimated by SoftBank Group Corp. based on the public disclosure from The World Bank 74





# Understand



# Automation enables many experiments and data

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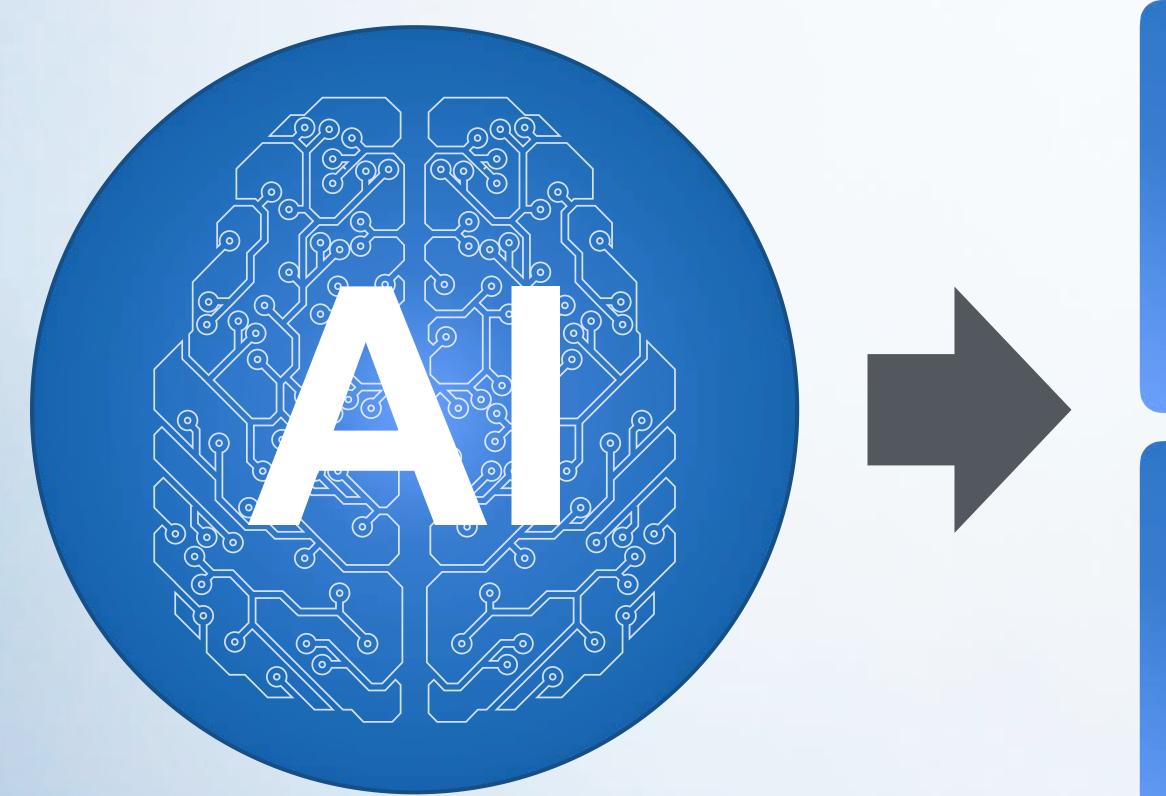


## Innovative material development

(Source) Zymergen



# Innovative Novel Material Development Z



# **Al-powered innovative material development**

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## Experiment automation



## **Design of** genetically modified microorganisms



(Source) Zymergen



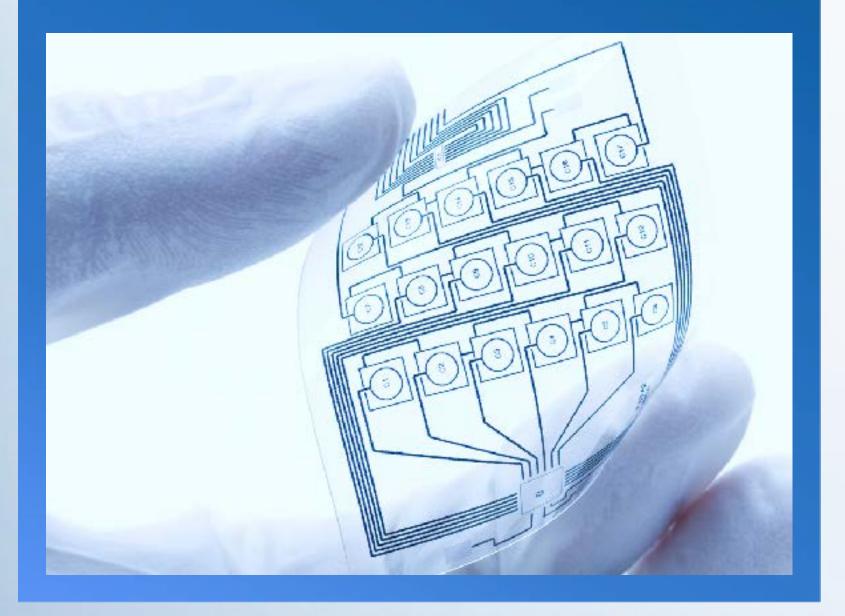






## **High-performance films** for electronic products

## **Optical films** for next generation electronics





# **Developing innovative materials** in a wide range of fields

The investment herein is presented solely for illustrative purposes, has been selected to provide an example of the types of investments made by SBIA. References to it should not be construed as a recommendation of any particular investment or security. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy.

# Product Use Cases



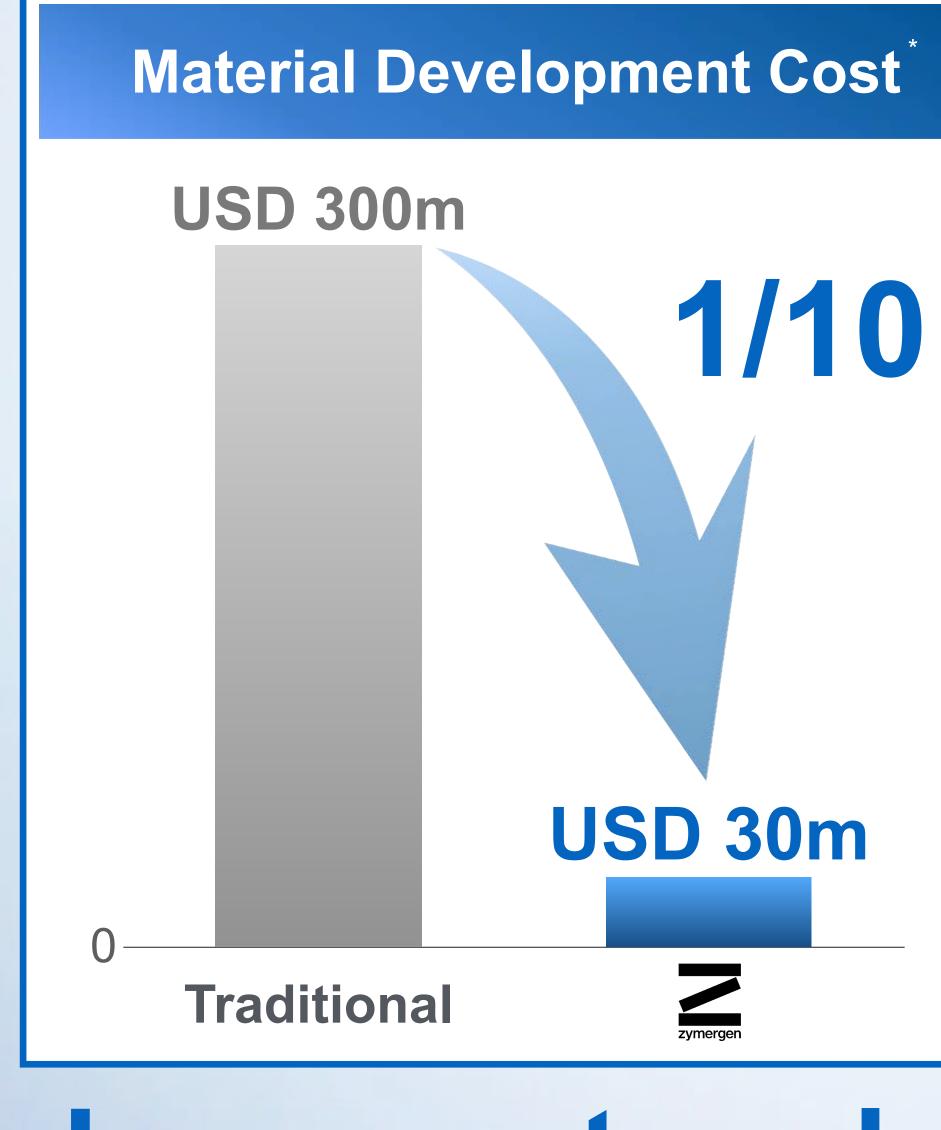




(Source) Zymergen



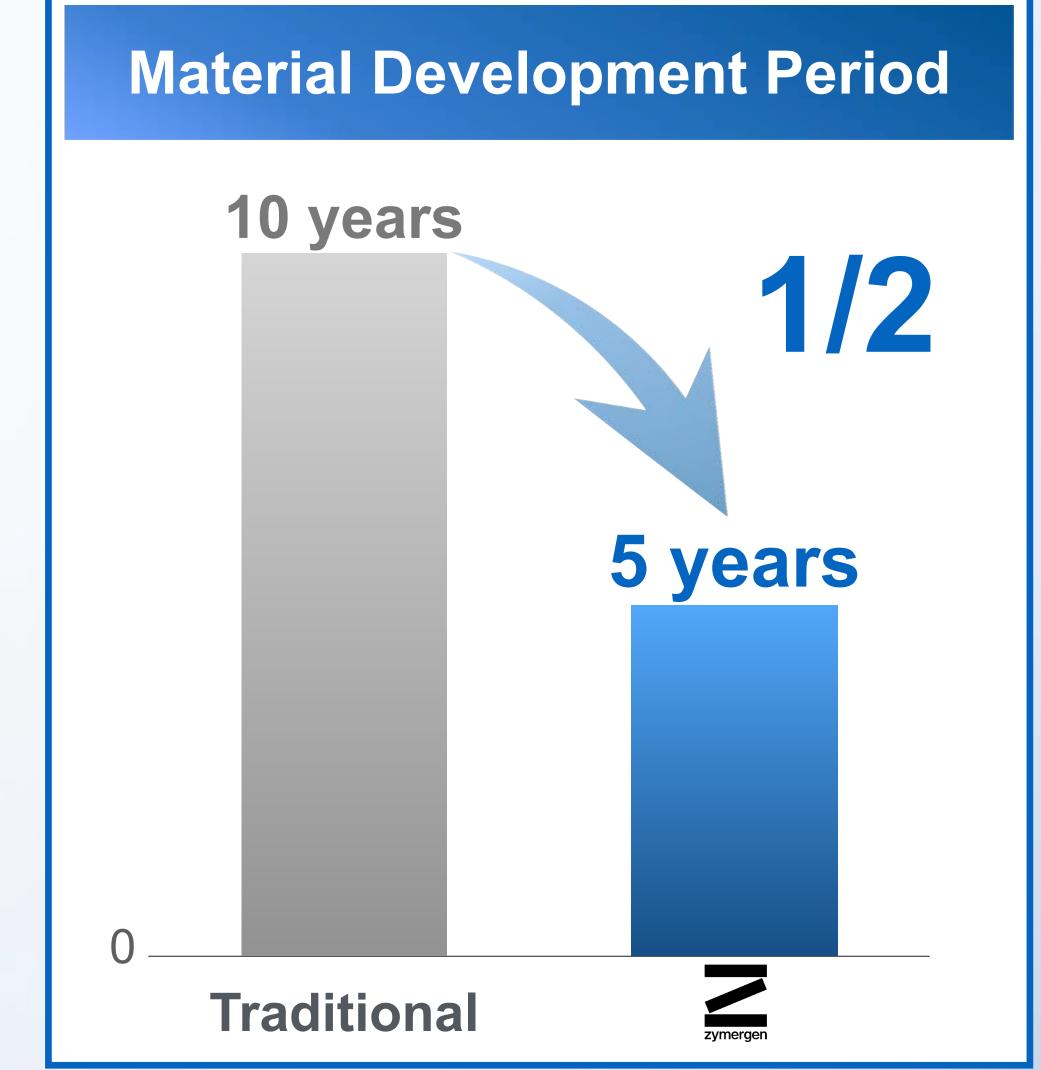




# Low cost and quick development

The investment herein is presented solely for illustrative purposes, has been selected to provide an example of the types of investments made by SBIA. References to it should not be construed as a recommendation of any particular investment or security. The metrics regarding select aspects of the company's operations were selected on a subjective basis and are provided solely to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations. There can be no assurance that historical trends will continue throughout the life of SVF1. Certain information presented herein was prepared by a third party and the Manager makes no representation regarding its accuracy.





\*Material development period: Time required to market (Source) Zymergen



# Internet Revolution / GDP

1%

## Advertisement

(Source) Estimated by SoftBank Group Corp., based on the report from Dentsu Aegis Networks



# **Al Revolution / GDP**

(Source) Estimated by SoftBank Group Corp. based on the public disclosure from Armstrong & Associates, The Business Research Company, The World Bank

## **Mobility** (transportation / logistics)

# **11%** Medical 10%



# Status of Investment in Listed Stocks





# **Al Revolution**





# **Al Revolution**

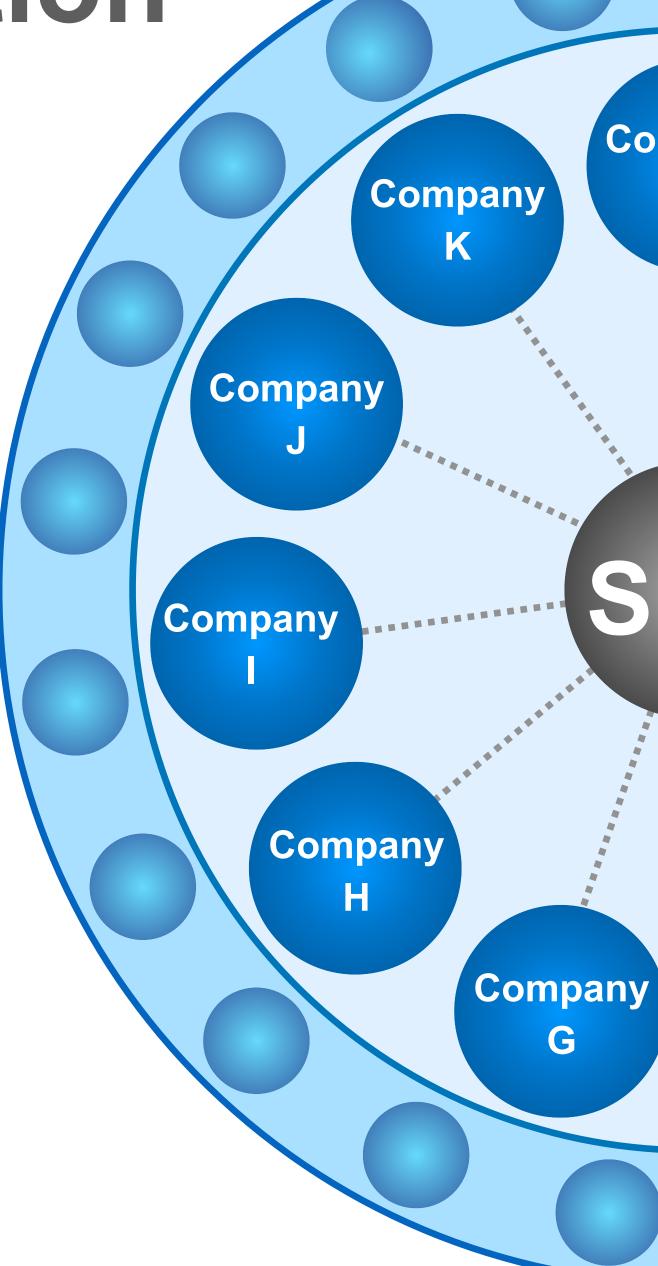
## **Unlisted stocks** (Unicorns)

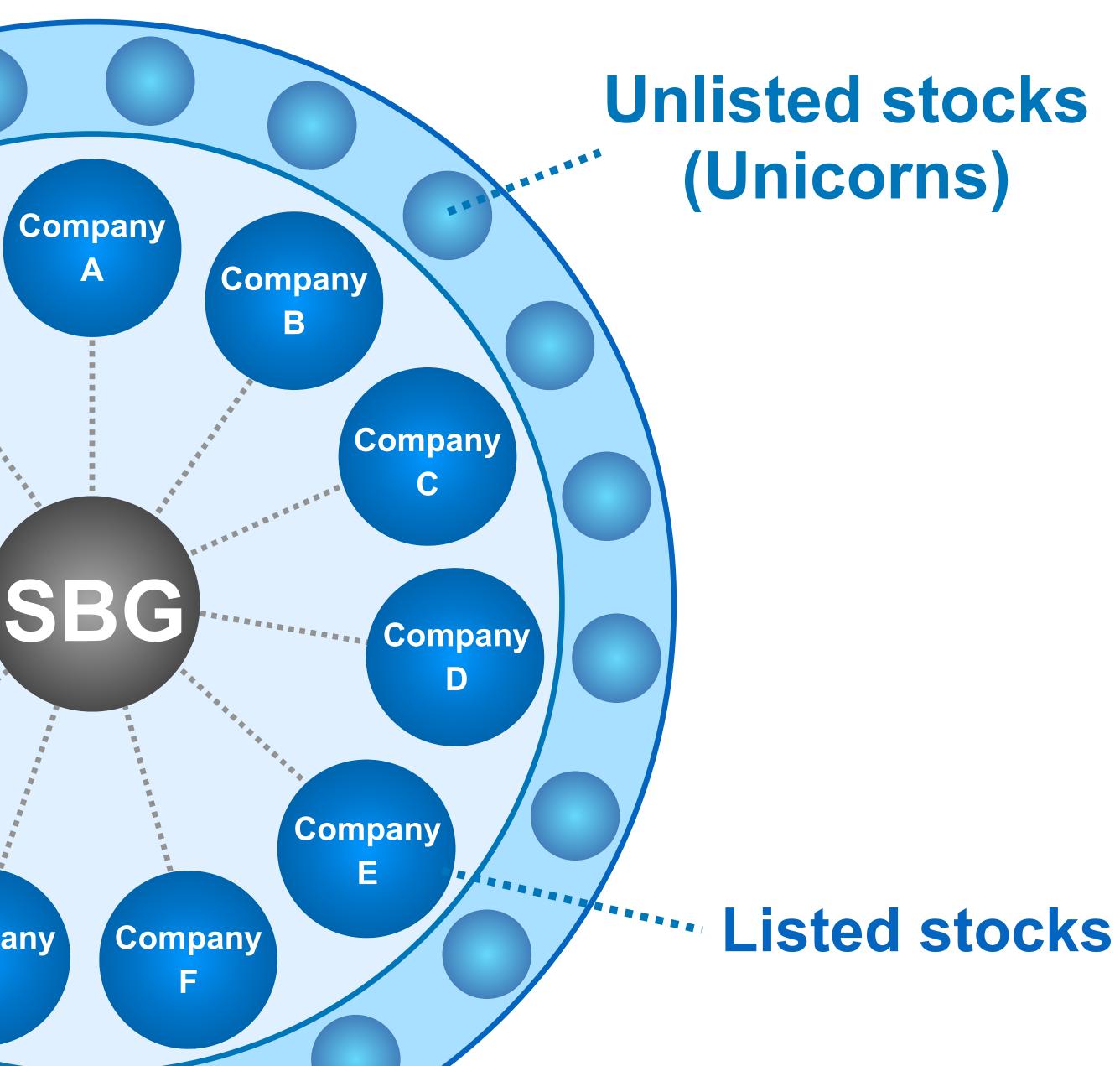
SBG



84

# **Al Revolution**



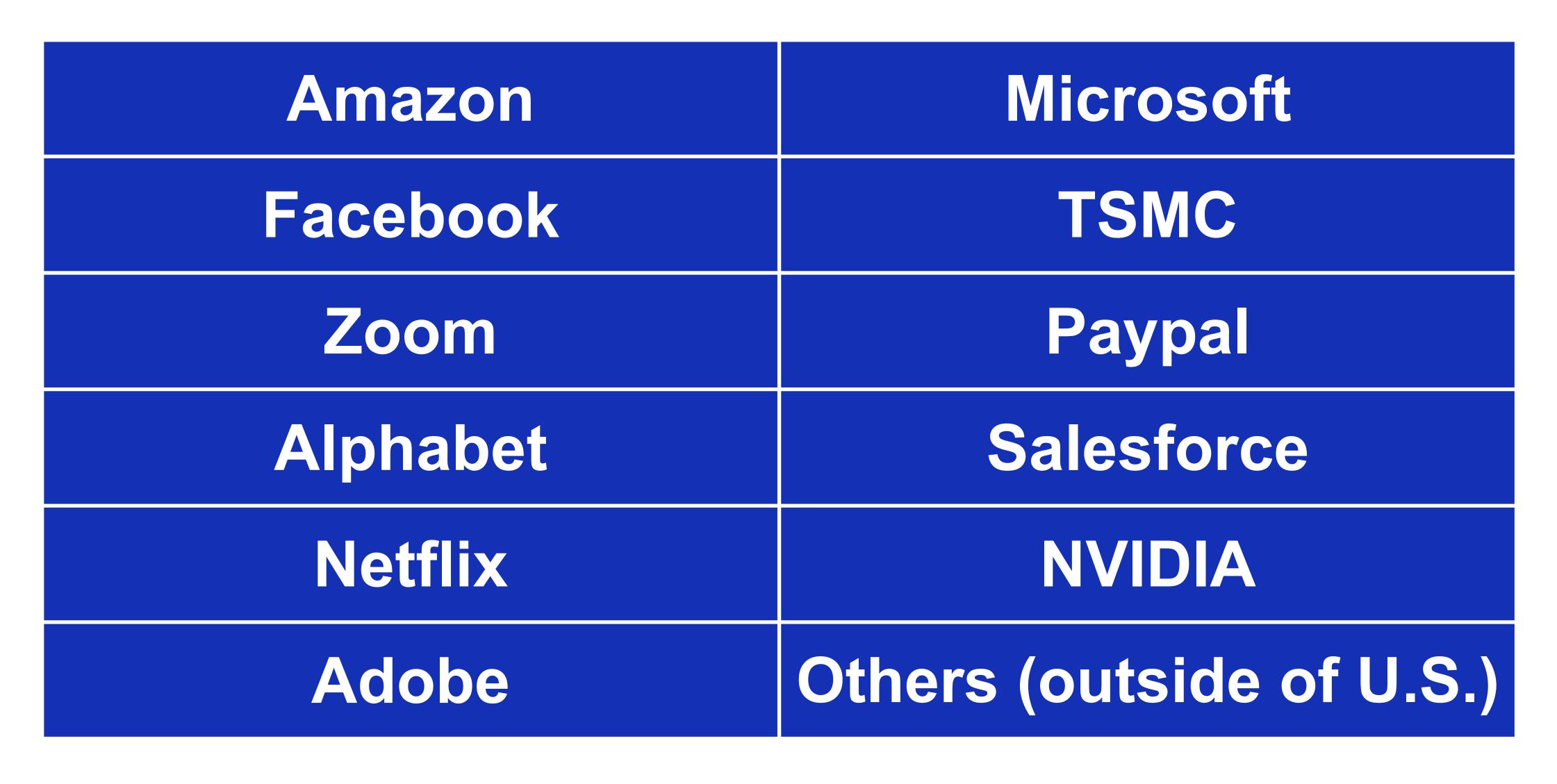








# Actual Stocks Held (as of Sep. 30, 2020)





• NVIDIA Corporation shares held by SBG are included in the table above.

For details, see Consolidated Financial Report for the six-month period ended September 30, 2020



# Methods for investing in Listed Stocks

# Actual stocks (Blue chip listed stocks)

## Derivative (Mainly call option)



## Status of Investment in Listed Stocks (as of Sep. 30, 2020)

## Fair value of the option

## **Actual Stocks**

# **USD 20.3bn**

## USD 3.4bn

# **USD 16.8bn**

• Fair value of the option: as of Sep. 30, 2020, net of fair value of long call option of listed stocks held by the asset management subsidiary (USD 4,694m) and that of short call option of listed stocks held by the asset management subsidiary (USD -1,261m) • Actual stocks: For details, see Consolidated Financial Report for the six-month period ended September 30, 2020





# **Right to purchase shares** in the future at current price

# Risk is limited to option premium

# Call Option



# **Changes to Management Structure**





# **Changes to SBG Management Structure**

# **Board of Directors**

<b>Representative Director</b>	Masayoshi Son
<b>Board Director</b>	<b>Ronald D. Fisher</b>
<b>Board Director</b>	Yoshimitsu Goto
<b>Board Director</b>	Ken Miyauchi
<b>Board Director</b>	Simon Segars
<b>External Board Director</b>	Masami lijima
<b>External Board Director</b>	Yutaka Matsuo
<b>External Board Director</b>	Lip-Bu Tan
<b>External Board Director</b>	Yuko Kawamoto

## Separate management and execution function to strengthen its corporate governance

\*Robert Townsend will resign and will transition to the role of Senior Advisor effective by Nov. 30, 2020 and Tim Mackey will be appointed to Corporate Officer, CLO.

# **Corporate Officers**

Corporate Officer, Chairman & CEO	Masayoshi Son
Corporate Officer, Vice Chairman	Ronald D. Fisher
Corporate Officer, Executive Vice President & COO	Marcelo Claure
Corporate Officer, Executive Vice President & CSO	Katsunori Sago
Corporate Officer, Executive Vice President	Rajeev Misra
Corporate Officer, Senior Vice President, CFO, CISO & CSusO	Yoshimitsu Goto
Corporate Officer, Senior Vice President	Kazuko Kimiwada
Corporate Officer, Senior Vice President & CLO	<b>Robert Townsend</b>
Corporate Officer, Senior Vice President	Gary Ginsberg

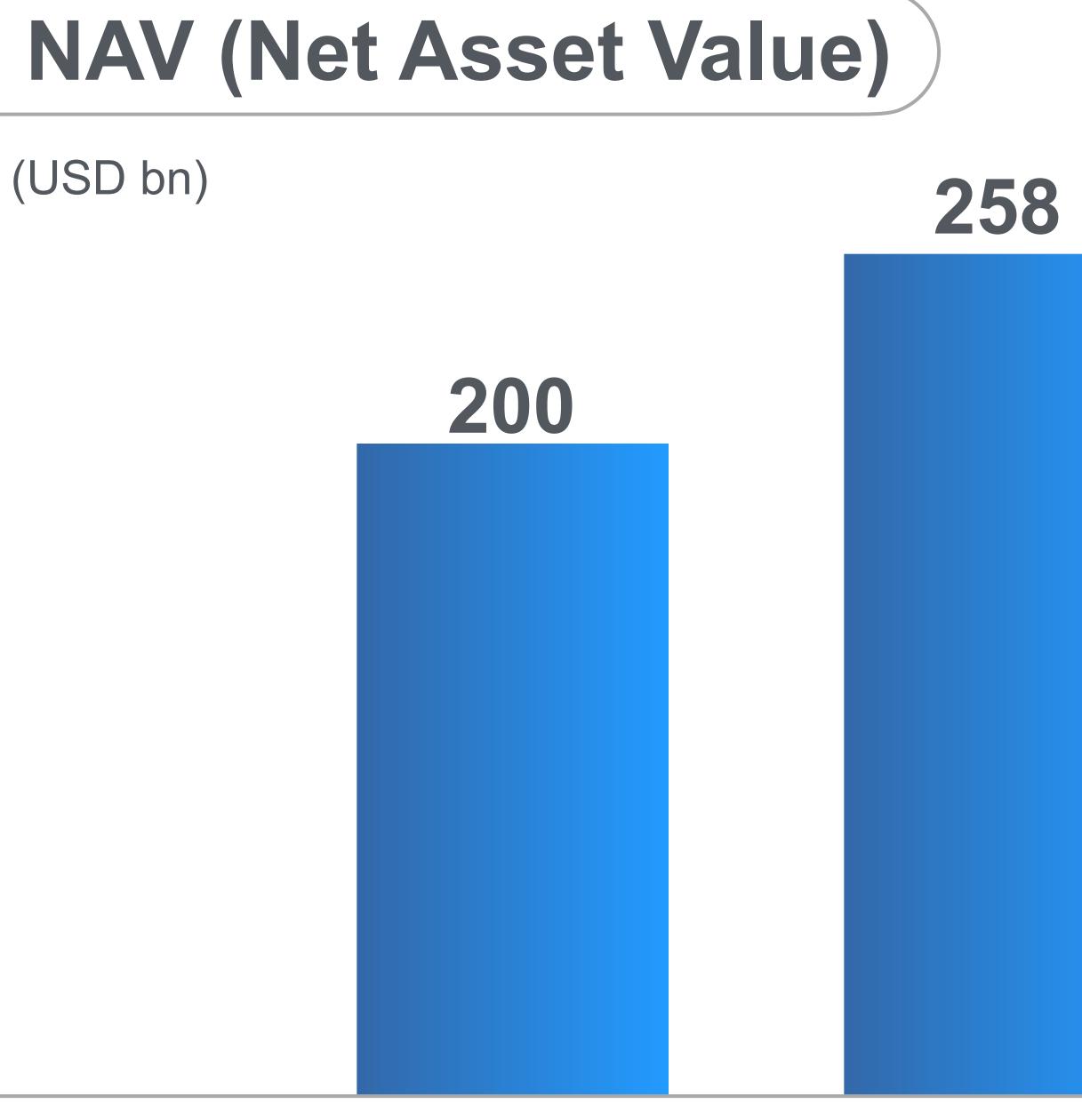












Mar. 31, 2020



# **USD +58bn** in six months

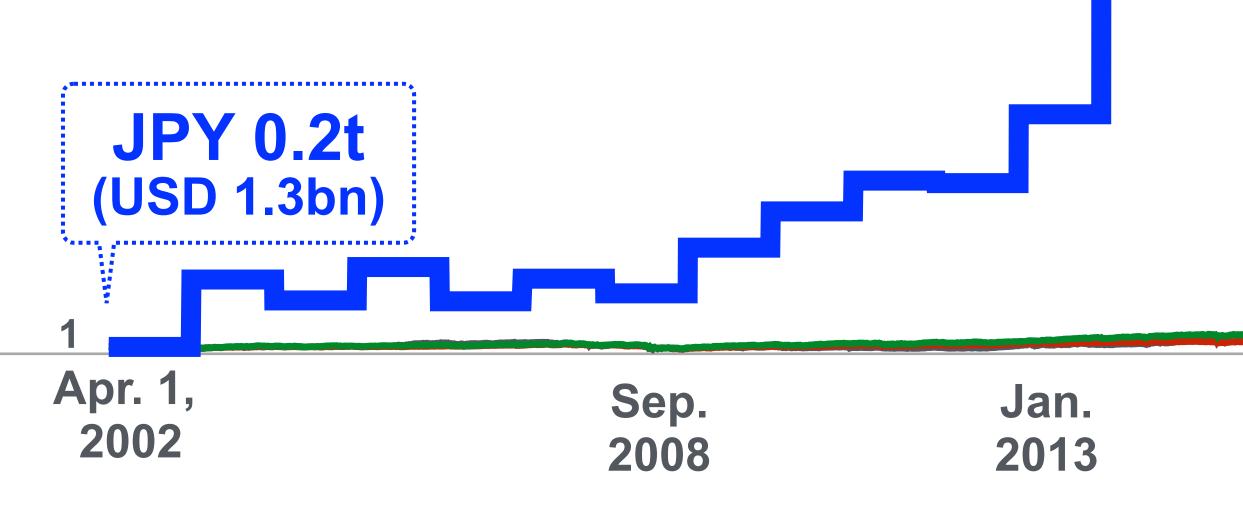


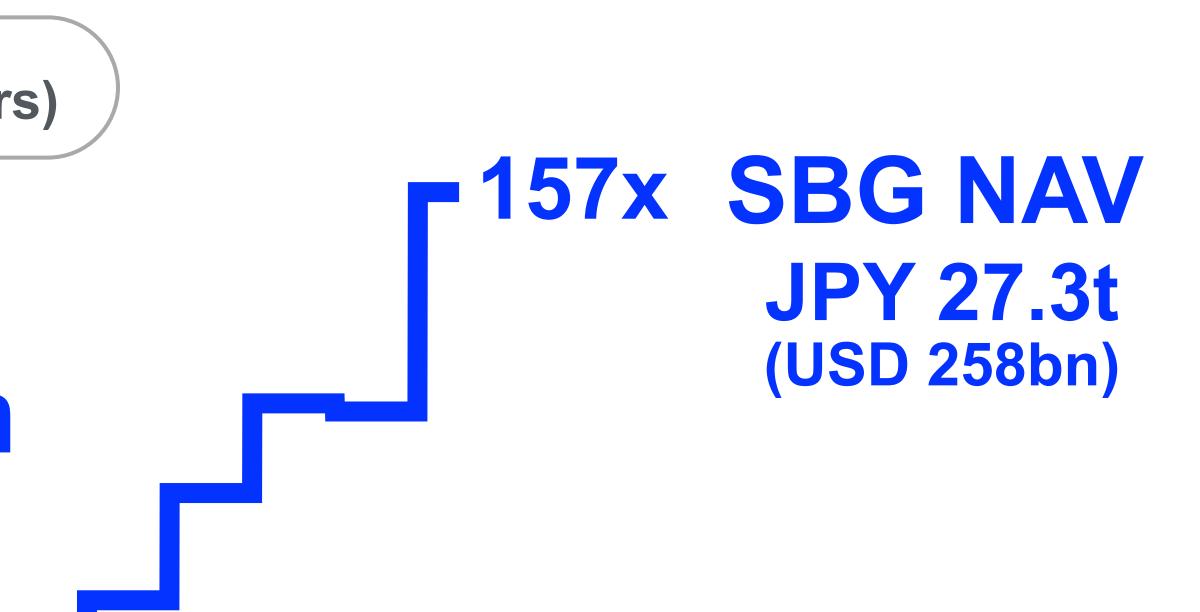




# Index Comparison (past 18 years)

# Investing in evolution





## 6.0x NASDAQ composite index 2.7x Dow Jones industrial average 2.1x Nikkei 225

Sep. 30, 2020

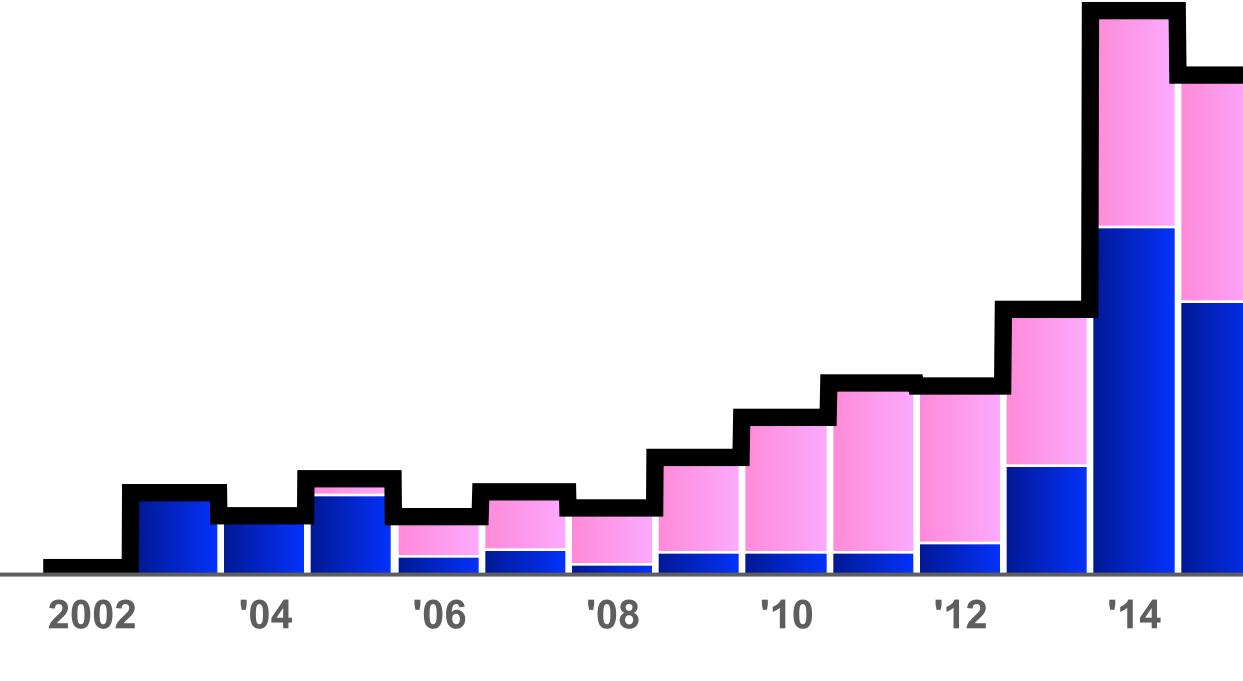
\*SBG NAV (JPY 0.2t) as of Apr. 1, 2002: Calculated based on Yahoo Japan's market capitalization as of April 1, 2002, by subtracting the net debt at the end of FY2002 from sum of 1) market cap. of Yahoo Japan multiplied by SBG's 42% holding stake at the end of FY2002 and 2) SBG's holding equity value other than Yahoo Japan at the end of FY2002

As of Apr. 1, 2002: closing price as of Apr. 1, 2002 (Japan) closing price as of Apr. 1, 2002 (U.S.) As of Sep. 30, 2020: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.) (Source) S&P Capital IQ





# Investing in evolution



## JPY 27.3t (USD 258bn) **Unlisted stocks**

## Listed stocks

Proportion of the equity value of holdings at each time Listed stocks: total of Yahoo Japan, Alibaba, T-Mobile (Sprint), SBKK (after FY18), Arm (FY20 only), SVF1 (listed stocks equivalent), SVF2 (listed stocks equivalent), investments in listed stocks, other listed stocks

"Value of unlisted stocks" includes fair value of unlisted stocks held directly by SBG and the pro forma liquidation value to SBG, on a consolidated basis, of all unlisted investments held by SVF1 and SVF2, assuming full disposition of the respective portfolios at the holding values as of September 30, 2020. Proceeds from unlisted investments are assumed to be allocated to SVF1 and SVF2 investors ahead of proceeds from listed investments, prioritizing the repayment of fund liabilities and the return of Class B Preferred Equity contributions ahead of distributions to Class A Equity interests (in which SBG participates

In these materials, due to the agreement to sell Arm to NVIDIA, a listed entity, and for FY20 only, we treat Arm as a listed entity. Please note that it may be treated differently in the other disclosure materials. (Note) The Arm sale transaction is subject to applicable regulatory approvals (including UK, China, EU and US), and other certain closing conditions. Closing of the transaction is expected to take around 18 months. Current SVF1 and SVF2 holding values are not indicative of actual performance. There is no guarantee that historical trends will continue. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

'16

'18

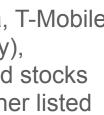
'20

(FY)

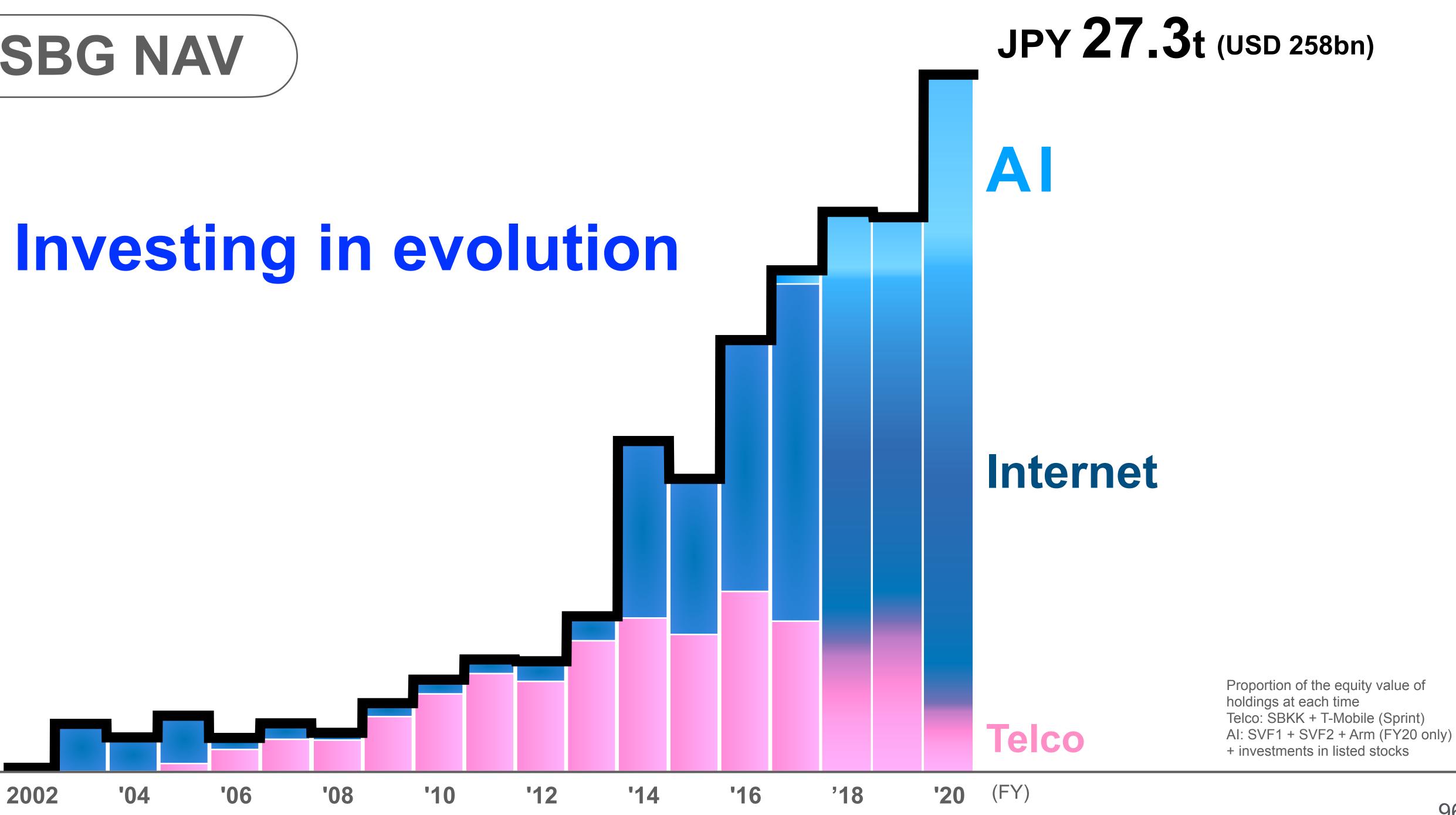
SBG NAV: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)







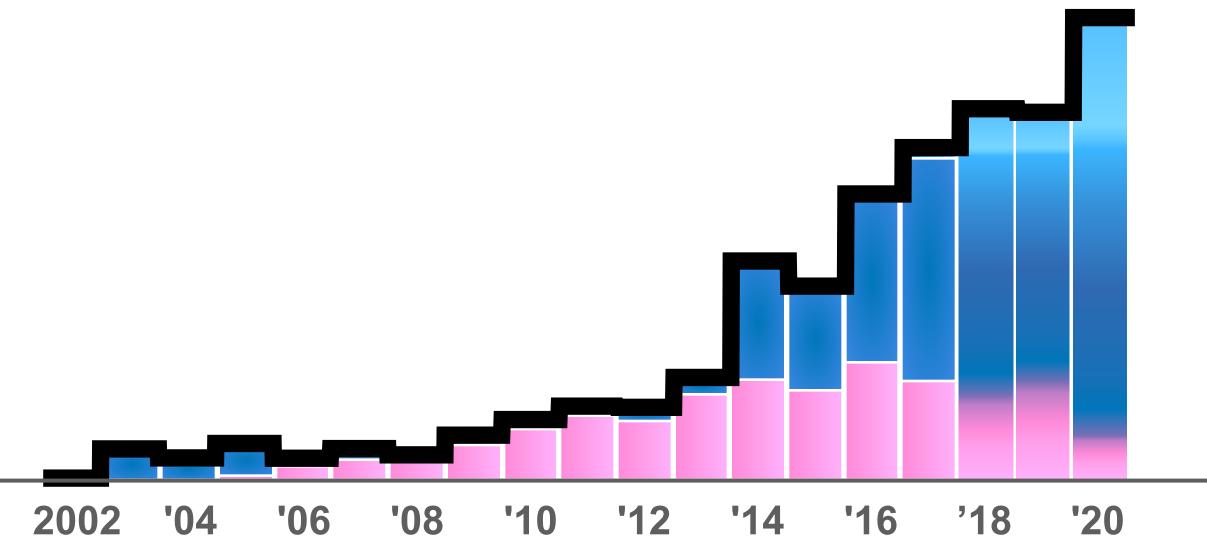












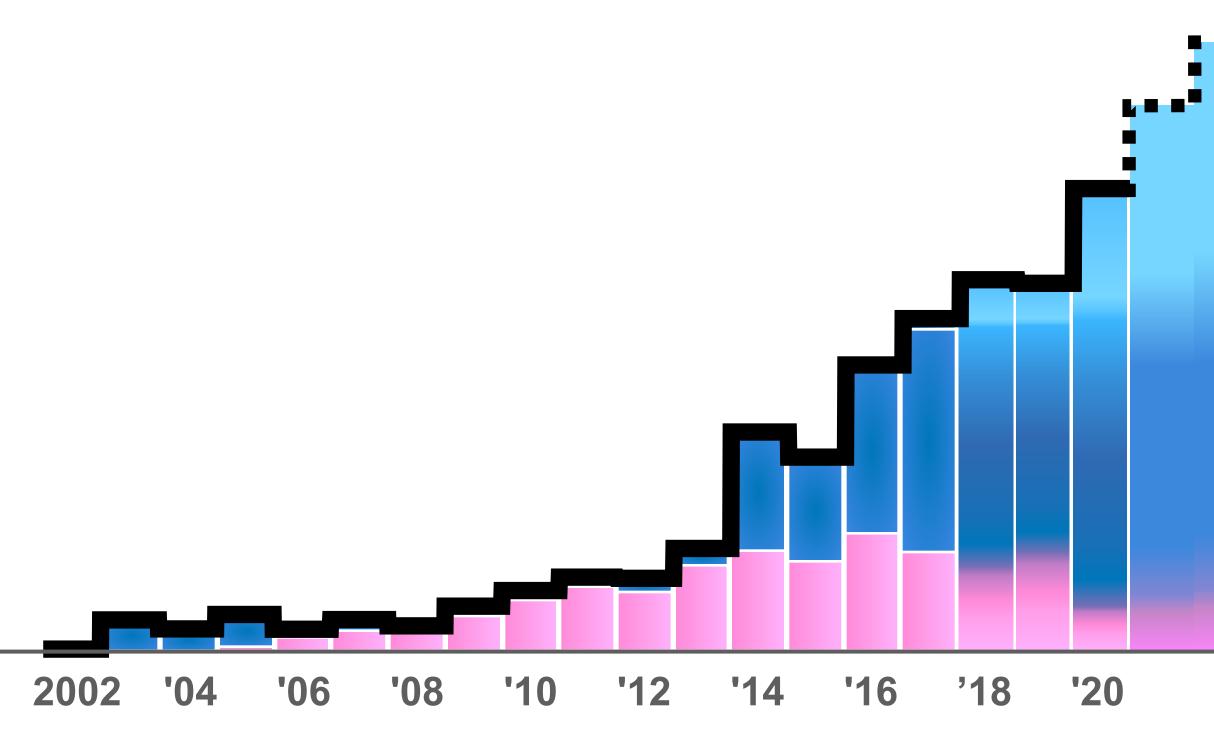
Proportion of the equity value of holdings at each time Telco: SBKK + T-Mobile (Sprint) AI: SVF1 + SVF2 + Arm (FY20 only) + investments in listed stocks

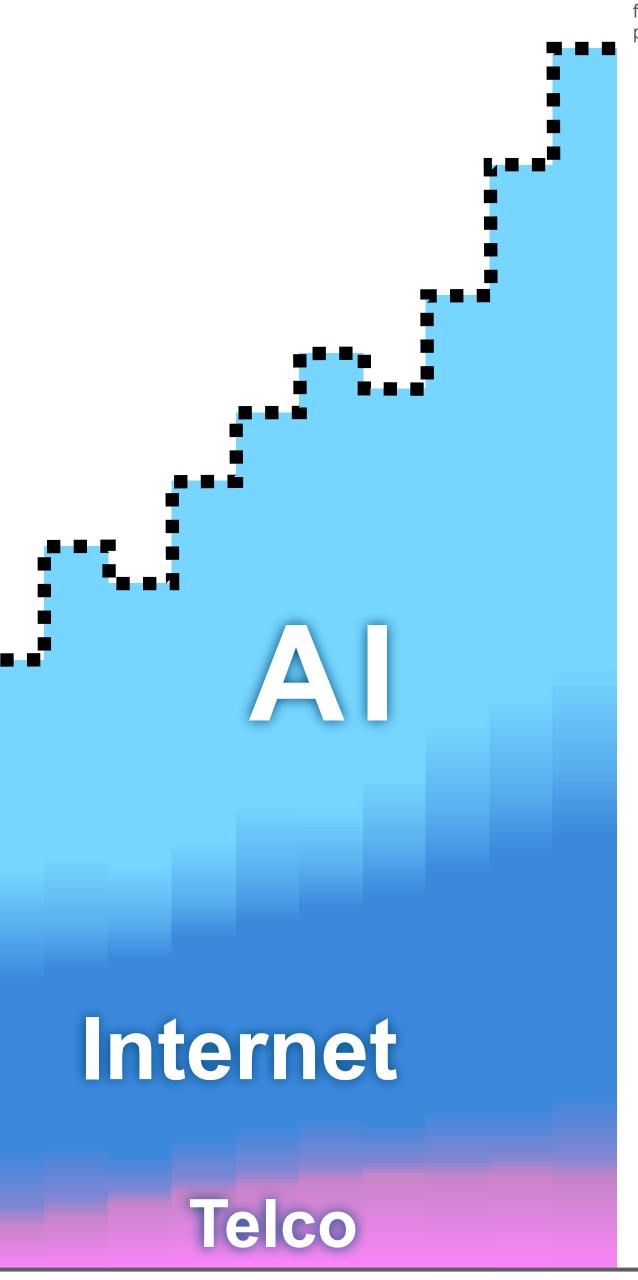






# Investing in evolution





This presentation is furnished to you for informational purposes regarding our future strategy and is not, and may not be relied on as, any representation or warranty of future performance of SBG. The performance may differ materially from the performance information indicated in this presentation.

> Proportion of the equity value of holdings at each time Telco: SBKK + T-Mobile (Sprint) AI: SVF1 + SVF2 + Arm (FY20 only) + investments in listed stocks

SBG NAV: closing price as of Sep. 30, 2020 (Japan) closing price as of Sep. 30, 2020 (U.S.)

(FY)





# SoftBank Group

# Winners in Al are winners in the future

Nov. 9, 2020 99



# The company investing in the Al Revolution

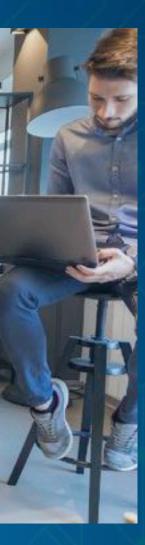
# SoftBank Group



# Information Revolution —



# Happiness for everyone





# SoftBank Group



## **Definition and Calculation Method of SBG's Sum-of-the-Parts Valuation** (as of September 30, 2020)

1. NAV (Net Asset Value)

• NAV = Equity value of holdings - Net debt

### 2. Equity value of holdings \*without consideration of asset-backed financing

- **SBKK:** calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK, and deducting (a) below. (a) the amount equivalent to the outstanding margin loan backed by SBKK shares
- **T-Mobile:** the sum of (b) to (d); less (e) and (f) below
  - (b) Value calculated by multiplying the number of T-Mobile shares held by SBG (including the number of shares subject to call options (101,491,623 shares) received by Deutsche Telekom AG) by the share price of T-Mobile.
  - (c) Fair value of SBG's right to acquire T-Mobile shares (48,751,557 shares) for no additional consideration if certain conditions are met.

  - (e) the amount of derivative financial liabilities relating to the call options received by Deutsche Telekom AG.
  - lenders are obligated to first recover to the maximum extent possible from Alibaba shares that have been provided by SBG as a collateral for the margin loan.)
- Alibaba: calculated by multiplying the number of Alibaba shares (ADR) held by SBG as of June 30, 2020 by the share price of Alibaba: less (g) below.
- **Arm:** calculated based on the acquisition cost of SBG, excluding the number of shares held by SVF1.
- **SVF1:** value equivalent to SBG's portion of SVF1's holding value + performance fees accrued, etc.
- **SVF2:** value equivalent to SVF2's holding value + performance fees accrued  $\bigcirc$
- Investment in listed stocks: value equivalent to SBG's portion of asset management subsidiaries' holding value, etc.
- **Other:** the sum of (h) and (i) below

(h) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share. (i) unlisted shares: calculated based on the fair value of unlisted shares, etc. held by SBG.

### 3. Net debt \*without consideration of asset-backed financing

- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = SBG gross debt SBG cash position, etc.
- SBG gross debt = SBG gross interest-bearing debt = Consolidated gross debt gross debt of subsidiaries (non-recourse)
- **SBG gross debt:** adjusting (j) to (p) below
  - (j) JPY Hybrid Bonds issued in September 2016: deducting 50% of outstanding amount, recorded as debt in consolidated B/S, that is treated as equity. (k) USD Hybrid Notes issued in July 2017: adding 50% of outstanding amount, recorded as equity in consolidated B/S, that is treated as debt. (I) JPY Hybrid Loan executed in November 2017: deducting 50% of outstanding amount, recorded as debt in consolidated B/S, that is treated as equity. included in SBG gross debt.
  - (n) deducting the amount equivalent to the outstanding margin loan backed by SBKK shares.
  - (o) deducting the loan amount that is considered as asset-backed financing non-recourse to SBG, which is a portion of the margin loan using T-Mobile shares pledged as collateral (refer to (f) above under 2).
  - (p) deducting the net interest-bearing debt of the asset management subsidiaries.
- SBG cash position, etc. = Consolidated cash position, etc. cash position, etc. of subsidiaries (non-recourse) cash position, etc. of the asset management subsidiaries
- Cash position etc. of subsidiaries (non-recourse): the sum of cash position, etc. of SBKK, SVF1, SVF2, Arm, etc.
- **Consolidated gross debt:** Consolidated gross interest-bearing debt, excluding deposits for banking business of The Japan Net Bank.
- Gross debt of subsidiaries (non-recourse) = Gross interest-bearing debt of subsidiaries (non-recourse): the sum of gross interest-bearing debt of SBKK, SVF1, SVF2, Arm, etc.

### 4. LTV (Loan to value)

### LTV (Loan to value) = Net debt / Equity value of holdings

### 5. Other assumptions

- **Share prices:** (Japan) closing price as of September 30, 2020, (US) closing price as of September 30, 2020
- **FX rate:** USD 1 = JPY 105.80
- NAV (Net Asset Value) = previously referred to as "Shareholder Value"
- SBG = SoftBank Group Corp., SBKK = SoftBank Corp., T-Mobile = T-Mobile US, Inc., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2
- Before considering tax unless otherwise stated
- Based on data as of September 30, 2020 unless otherwise stated

(d) Fair value of the right that SBG's subsidiary receives T-Mobile shares if certain conditions are met, in connection with the sales of the T-Mobile shares from T-Mobile to Trust that offered its Cash Mandatory Exchangeable Trust Securities.

(f) the loan amount that is considered as asset-backed financing non-recourse to SBG, which is a portion of the total borrowing amount from the margin loan using T-Mobile shares pledged as collateral. (SBG has, as an exception, guaranteed a portion of the \$4.38bn margin loan which is secured by the T-Mobile shares. We consider \$2.30bn, the amount not guaranteed by SBG, as a non-recourse loan amount obtained by asset-backed financing. Note that as a precondition for SBG to fulfill its guarantee obligations, the

(q) the sum of the amount to be settled at the maturity (calculated by using the share price of Alibaba) of the prepaid forward contracts using Alibaba shares executed by September 30, 2020, such as forward contracts, floor contracts, collar contracts and call spread.

(m) deducting the financial liabilities relating to prepaid forward contracts using Alibaba shares executed by September 30, 2020, such as forward contracts, floor contracts, and collar contracts. Note that the derivative liabilities relating to the call spread are not



## Definition and Calculation Method of SBG's Sum-of-the-Parts Valuation (as of March 31, 2020)

### 1. NAV (Net Asset Value)

### • NAV = Equity value of holdings - Net debt

### 2. Equity value of holdings \*without consideration of asset-backed financing

- **SBKK:** calculated by multiplying the number of SBKK shares held by SBG by the share price of SBKK, and deducting (a) below. (a) the amount equivalent to the outstanding margin loan backed by SBKK shares
- **Sprint:** calculated by multiplying the number of Sprint shares held by SBG by the share price of Sprint
- Alibaba: calculated by multiplying the number of Alibaba shares (ADR) held by SBG as of December 31, 2019 by the share price of Alibaba; less (b) and (c) below.
  - (b) The amount equivalent to the outstanding margin loan backed by Alibaba shares
  - (c) The amount to be settled at the maturity of the collar contracts using Alibaba shares (entered into in November 2019) calculated based on the share price
- Arm: calculated based on the acquisition cost of SBG, excluding the number of shares held by SVF1.
- **SVF1:** value equivalent to SBG's portion of SVF1's holding value + performance fees accrued, etc.
- **SVF2:** calculated based on the fair value of unlisted shares held by SVF2
- **Other:** the sum of (d) and (e) below

(d) listed shares: calculated by multiplying the number of shares held by SBG by the share price of each listed share.

(e) unlisted shares: calculated based on the fair value of unlisted shares, etc. held by SBG.

### \*without consideration of asset-backed financing 3. Net debt

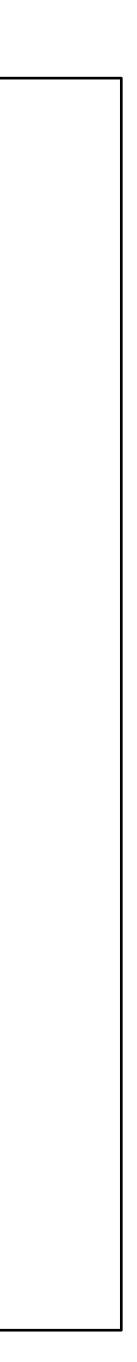
- Net debt = SBG net interest-bearing debt
- SBG net interest-bearing debt = SBG gross debt SBG cash position, etc.
- SBG gross debt = SBG gross interest-bearing debt = Consolidated gross debt gross debt of subsidiaries (non-recourse)
- **SBG gross debt:** adjusting (f) to (k) below
  - (f) JPY Hybrid Bonds issued in September 2016: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
  - (g) USD Hybrid Notes issued in July 2017: 50% of outstanding amount, which is recorded as equity in consolidated B/S, is treated as debt
  - (h) JPY Hybrid Loan executed in November 2017: 50% of outstanding amount, which is recorded as debt in consolidated B/S, is treated as equity
  - (i) deducting the amount equivalent to the outstanding margin loan backed by Alibaba shares
  - (j) deducting the financial liabilities relating to the collar contracts using Alibaba shares (entered into in November 2019)
  - (k) deducting the amount equivalent to the outstanding margin loan backed by SBKK shares
- **SBG cash position, etc:** considering the impacts below
  - Estimated cash proceeds and capital call payment related to the assets transfer of SVF1 from SBG that had been already completed by the end of March 2020
- **Consolidated gross debt:** Consolidated gross interest-bearing debt, excluding deposits for banking business of The Japan Net Bank.
- Gross debt of subsidiaries (non-recourse) = Gross interest-bearing debt of subsidiaries (non-recourse): the sum of gross interest-bearing debt of SBKK, Sprint, SVF1, Arm, etc.

### 4. LTV (Loan to value)

LTV (Loan to value) = Net debt / Equity value of holdings

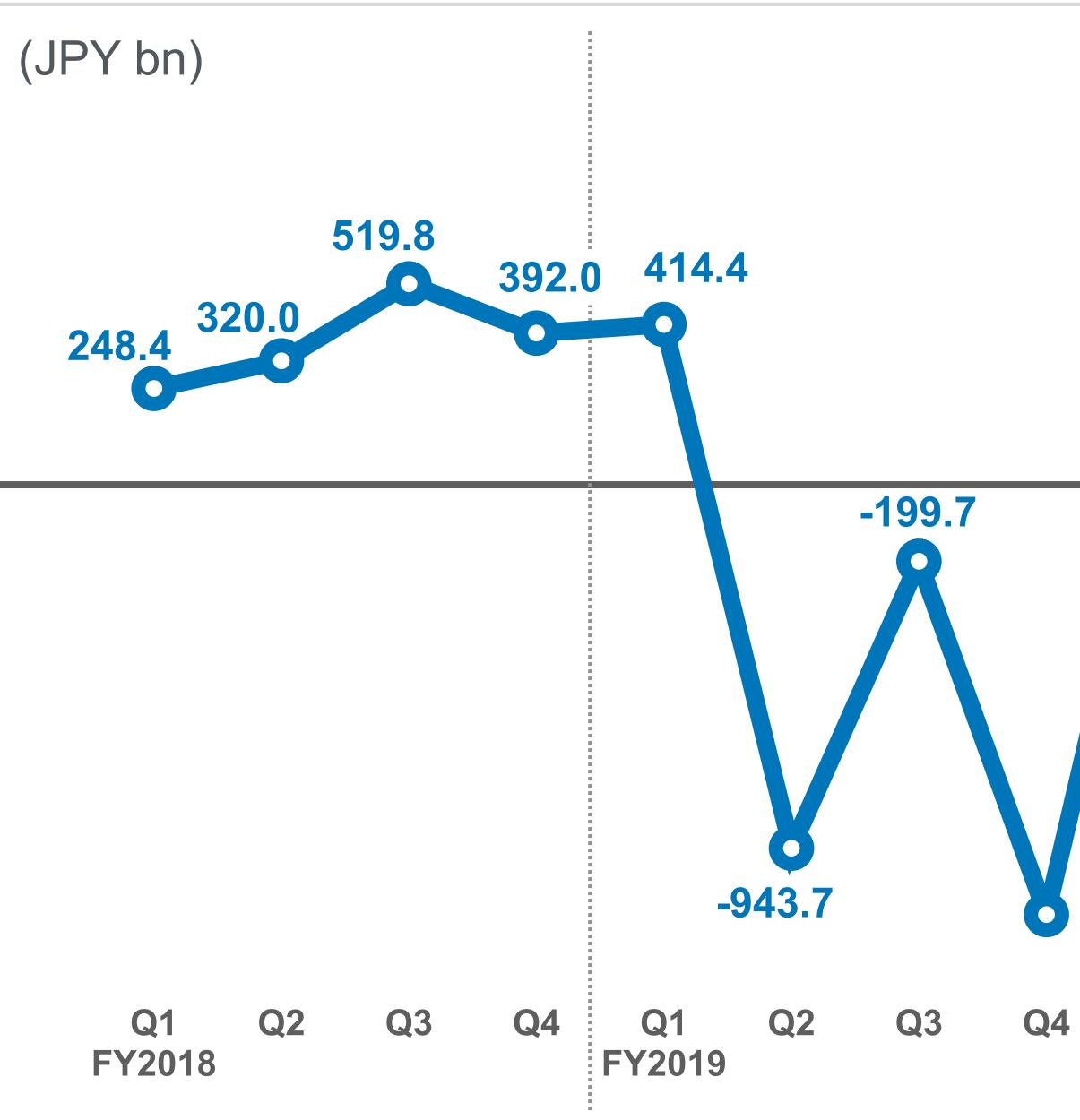
### 5. Other assumptions

- Share prices: (Japan) closing price as of March 31, 2020, (US) closing price as of March 31, 2020
- **FX rate:** USD 1 = JPY 108.26
- NAV (Net Asset Value) = previously referred to as "Shareholder Value"
- SBG = SoftBank Group Corp., SBKK = SoftBank Corp., SVF1 = SoftBank Vision Fund 1, SVF2 = SoftBank Vision Fund 2
- Before considering tax unless otherwise stated
- Based on data as of March 31, 2020 unless otherwise stated



# Gain and Loss on Investments

(SVF Segment on a SBG Consolidated Basis)



## (USD 10.5bn) 1,115.0 (sum of SVF1 and SVF2)

# Return profit

On Apr. 1, 2020, Sprint ceased to be a subsidiary of the Company following the completion of the merger between Sprint and T-Mobile US, Inc. Given that investment activities have taken the greater importance to the Company's overall consolidated financial results, the Company has revised the presentation of the consolidated statement of income from the first quarter.

Specifically, "operating income" will no longer be presented in the consolidated statement of income. Instead, "gain on investments" will be used in order to show investment performance in the consolidated financial results. The information contained herein is provided solely for illustrative purposes on a SBG consolidated basis and individual investors' results may vary. Further, past performance is not necessarily indicative of future results. Income before income tax reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1 and SVF2. There is no guarantee that historical trends will continue throughout the life of SVF1 and SVF2. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

### USD 1 = JPY 105.80 (as of Sep. 30, 2020 TTM)

Gain and Loss on Investments (SVF1 and other SBIA-managed funds on a SBG Consolidated Basis) = Gain on investments at SVF1 and other SBIA-managed funds on Consolidated Financial Report of SoftBank Group Corp. For details, please refer to "Consolidated Results of Operations" on Consolidated Financial Report of SoftBank Group Corp. SVF = SoftBank Vision Fund SVF segment: SVF1 and Other SBIA-Managed Funds Segment \*Gain and Loss on Investments (SVF Segment on a SBG Consolidated basis) also include the impact from Delta Fund. Delta Fund held no investments as of September 30, 2020.

-1,115.9

**Q2 Q1 FY2020** 

296.6



# **SVF1 Investment Highlights** (SBG Consolidated basis)\*

## (From SVF1 inception through Sep. 30, 2020)

# **USD 20.6bn**

**Realized gain** USD 6.7bn

## Valuation gain **USD 13.9bn**

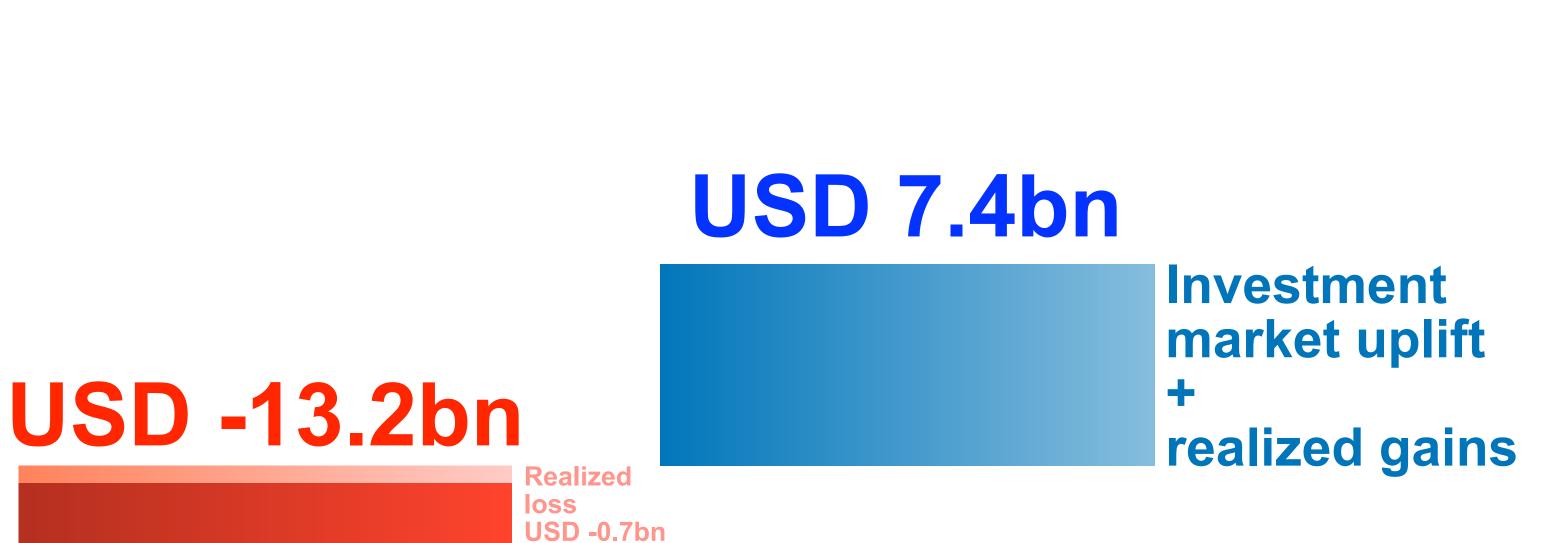
## Mark up (38 investments)<sup>\*\*</sup>

SVF1 highlights are provided solely for illustrative purposes and individual investors' results. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values of the total values equal to or in excess of the total values equal to or in excess of the total values used in calculating the values equal to or in excess of the total values equal to or in excess of value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which the values indicated herein.

\*SBG Consolidated basis; includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation.

\*\*The number of mark up investments noted above is based on the combined total value of each investment and its related hedges.

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund com/portfolio for a more complete list of SVF1's investments



## Valuation loss **USD -12.5bn**

## Mark down (42 investments)

# SVF1 Listed Portfolio Companies (as of Sep. 30, 2020)

JSD m)	Company	(a) Investment cost	(b) Gross return <sup>*3</sup>	(c) = (b) - (a) Gross gain/(loss)	(d) = (b) / (a) Gross MOIC <sup>*4</sup>
		to SVF1	to SVF1	to SVF1	
	<b>Guardant Health</b>	308	2,695	+\$2,387	<b>8.8x</b>
	<b>Relay Therapeutics</b>	300	1,188	+\$888	<b>4.0</b> x
Fully Exited	Slack	334	1,007	+\$673	<b>3.0</b> x
	Vir Biotechnology	199	776	+\$578	<b>3.9x</b>
	Uber	7,666	8,107	+\$441	<b>1.1x</b>
	Ping An Good Doctor	400	826	+\$426	<b>2.1x</b>
Fully Exited	10x Genomics	31	338	+\$307	<b>10.9x</b>
	OneConnect	100	95	-\$5	<b>0.9x</b>
	ZhongAn	550	398	-\$152	<b>0.7x</b>
(A)	Listed company total (Gross) *1	\$9,887	\$15,431	+\$5,543	<b>1.6x</b>
(B)	SVF1 private & exited company, etc.	\$72,827	\$74,704	+\$1,877	
(A)+(B)	<b>Total</b> (SBG consolidated basis) *2	\$82,714	\$90,135	+\$7,421	

Listed company total only includes companies that become publicly listed on or after SVF1's initial investment in the companies that became publicly listed on or after SVF1's initial investment in the companies. The companies that became publicly listed on or after SVF1's initial investment in the companies and before SVF1's full exit from the companies. 2. SBG Consolidated basis: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the

3. Gross Return = Unrealized value + Realized value. Realized values are gross of transaction fees, taxes and other expenses. SBG's return on any SVF1 but is instead proportionate to its commitment amount to SVF1 and any return received as a parent to the Manager, and does not reflect fees and expenses that would reduce the value of returns experienced by SVF1 investors.

4. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein. Publicly guoted exchange rates may have moved either upwards or downwards, even materially, since the measurement dates indicated herein. The exchange rate for each company on this page and used for calculation of return were taken as of September 30, 2020. Past performance is not necessarily indicative of future results.

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transfer are not included in the presentation.

# SVF1 Listed Portfolio Companies (as of Nov. 6, 2020)

(USD m)		(a)	<b>(b)</b>	(c) = (b) - (a)	(d) = (b) / (a)
с	Company	Investment cost to SVF1	Gross return <sup>*2</sup> to SVF1	Gross gain/(loss) to SVF1	Gross MOIC *3
	<b>Guardant Health</b>	308	2,627	+\$2,320	<b>8.5x</b>
	Uber	7,666	9,971	+\$2,305	<b>1.3x</b>
	<b>Relay Therapeutics</b>	300	1,219	+\$919	<b>4.1x</b>
Fully Exited	Slack	334	1,007	+\$673	<b>3.0x</b>
	Vir Biotechnology	199	734	+\$535	<b>3.7</b> x
Fully Exited	Ping An Good Doctor	400	827	+\$427	<b>2.1</b> x
Fully Exited	<b>10x Genomics</b>	31	338	+\$307	<b>10.9x</b>
	OneConnect	100	102	+\$2	<b>1.0x</b>
	ZhongAn	550	411	-\$139	<b>0.7x</b>
	Listed company total (Gross) *1	\$9,887	\$17,236	+\$7,349	<b>1.7x</b>

- 1. Listed company total only includes companies that have become publicly listed on or after the date SVF1 made its initial investment in the companies. The companies that became publicly listed on or after SVF1's initial investment in the companies and before SVF1's full exit from the companies.
- reflect fees and expenses that would reduce the value of returns experienced by SVF1 investors.
- expenses borne by the limited partners. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein.

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3. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other

# SVF1 Investment Highlights (1) (SBG Consolidated basis)\*

## (From SVF1 inception through Sep. 30, 2020)

Cumulative gross gain to SVF1 private companies Cumulative gross gain to SVF1 listed companies Cumulative investment cost to SVF1 listed companies

# Cumulative investment cost to SVF1 private companies

## USD 1.9bn USD 5.5bn USD 9.9bn

## USD 72.8bn

Listed company total includes companies that became publicly listed on or after the date SVF1 made its initial investment in the companies. Cumulative results include investments that have been fully or partially realized since inception. Cumulative Gross Gain is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. SVF1 highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Cumulative investment cost does not reflect current valuations associated with investments and are not indicative of actual performance. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1. There is no guarantee that historical trends will continue throughout the life of SVF1. It should not be assumed that investments should not be construed as a recommendation of any performance to investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized or partially realized may differ materially from the values indicated herein.

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF1 investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF1's investments.

\*SBG Consolidated basis: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel the transfer are not included in the presentation.

# **SVF1 Investment Highlights (2)** (SBG Consolidated basis)\*

Cumulative gross gain to **SVF1** private companies (From SVF1 inception through Sep. 30, 2020)

Cumulative gross gain to **SVF1 listed companies** (From SVF1 inception through Nov. 6, 2020)

Cumulative investment cost to **SVF1 listed companies** (From SVF1 inception through Nov. 6, 2020)

## **Cumulative investment cost to** SVF1 private companies (From SVF1 inception through Sep. 30, 2020)

## USD 1.9bn USD 7.3bn USD 9.9bn

## USD 72.8bn

Listed company total includes companies that became publicly listed on or after the date SVF1 made its initial investment in the companies. Cumulative results include investments that have been fully or partially realized since inception. Cumulative Gross Gain is before tax and expenses and includes unrealized and realized gains from investments and their related hedges. SVF1 highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Cumulative investment cost does not reflect current valuations associated with investments and are not indicative of actual performance. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts and does not take into account fees or expenses at the time of exit, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF1. There is no guarantee that historical trends will continue throughout the life of SVF1. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly investments that are unrealized or partially realized may differ materially from the values indicated herein.

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# SVF1 Snapshot (as of Sep. 30, 2

(USD billion)		(a)	<b>(b)</b>	(c) = (b) - (
		Investment cost *2 to SVF1	Gross return <sup>*1</sup> to SVF1	Gross gain/(Lo to SVF1
(A)	Listed company total *3	\$9.9	\$15.4	+\$5.5
(B)	Private & exited company total	\$72.8	\$74.7	+\$1.9
(C)=(A)+(B)	SVF 1 total (SBG consolidated basis) *4	\$82.7	\$90.1	+\$7.4
		(d)	(e)	
		Paid-in capital	<b>Total value</b>	
	SBG total (Net)	\$24.1	\$26.1	
(Breakdown)	Net asset value *5		\$24.5	
	*6 Distributions		\$1.6	
	Performance fees <sup>*7</sup>		_	

## Performance tees

- related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. SBG's investors.
- 2. Investment Cost to SVF1 is cumulative from SVF1 inception to September 30, 2020. Investment Cost includes investments that have been fully or partially realized since inception.
- companies.
- the transfer are not included in the presentation.
- herein is based. Accordingly, the actual realized returns on investments that are unrealized may differ materially from the values indicated herein.

6. Distributions include Realized Proceeds and Preferred Equity Coupon distributed or paid to SBG from SVF1 Inception to September 30, 2020. They are net of Recallable Utilised Contributions that were simultaneously retained and reinvested and do not include the Return of Recallable Unutilised Contributions. 7. Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Performance Fees earned by the Manager from SVF1 Inception to September 30, 2020. Information herein is presented for illustrative purposes and relates solely to SVF1. Past performance is not necessarily indicative of future results. Individual investors' results may vary.

2020)	

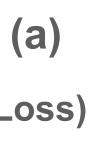
1. Gross Return to SVF1 is the sum of the cumulative Gross Realized Proceeds from exited and partially exited investments held by SVF1 as of September 30, 2020. Gross Gain/(Loss) to SVF1 is the difference between the Gross Return to SVF1 and Investment Cost to SVF1. Gross Realized Proceeds are before tax and expenses and include proceeds from the exited and partially exited investments and their related hedges. Fair Market Value reflects unrealized estimated amounts, does not take into account fees or expenses, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the information portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any

SBG's return and gain or loss on any SVF1 portfolio company are not the full Gross Return and Gross Gain/(Loss) to SVF1 but are net of 3rd party limited partners' interest in SVF1 and SBG's share of any applicable fees and expenses of the SVF1.

3. Listed company total only includes companies that have become publicly listed on or after the date SVF1 made its initial investment in the companies and before SVF1's full exit from the

4. SBG Consolidated basis: includes the impact from hedges on the public securities and the effect of consolidating inter-company transactions. For a certain investment that was once decided to be transferred from SBG to SVF1 but canceled afterwards, its unrealized gain (loss) incurred for the period leading up to the decision to cancel

5. Net Asset Value includes net changes in fair value of financial assets at fair value through profit or loss (FVTPL) and investment gains/losses recorded as deemed capital movement. Net change in fair value of financial assets at FVTPL and deemed capital movement are based on valuations that reflect unrealized estimated amounts, do not take into account fees or expenses that would reduce the value of returns experienced by investors, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the information portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the timing and manner of sale, all of which may differ from the assumptions on which the information reported



# **SVF2 Investment Highlights**

## (From SVF2 inception through Sep. 30, 2020)

## Valuation gain **USD 5.1bn**

## Mark up (1 investment)

SVF2 highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Investment market uplift includes valuation uplifts and reflects unrealized estimated amounts, and should not be construed as indicative of actual or future performance and for the avoidance of doubt, should not be understood as the "track record" for SVF2. There is no guarantee that historical trends will continue throughout the life of SVF2. It should not be assumed that investments made in the future will be comparable in quality or performance to investment and a recommendation of any particular investment or security. There can be no assurance that unrealized investments will be sold for values equal to or in excess of the total values used in calculating the values of the total values equal to or in excess of the total values used in calculating the values of the total values used in calculating the values portrayed herein. Actual returns on unrealized investments will be sold for values used in calculating the values used in calculating the values of the total values used in calculating the values u costs and the timing and manner of sale, all of which may differ from the assumption on which the valuations reported herein are based. Accordingly, investments that are unrealized may differ materially from the values indicated herein.

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## USD 5.0bn Investment market uplift

## Valuation loss **USD -0.1bn**

## Mark down (1 investment)

SVF	2 Listed Por	tfolio Cor	npanies (	as of Sep. 30, 20	<b>)20)</b>
(USD m)		(a)	(b)	(c) = (b) - (a)	(d) = (b) / (a)
	Company	Investment cost to SVF2	Gross return *2 to SVF2	Gross gain/(loss) to SVF2	*3 Gross MOIC
	Beike	1,350	6,408	+\$5,058	<b>4.7</b> x
<b>(</b> A)	Listed company total (Gross) *1	\$1,350	\$6,408	+\$5,058	<b>4.7</b> x
(B)	SVF2 private company	\$1,298	\$1,237	-\$61	
(A)+(B)	Total	\$2,648	\$7,645	+\$4,997	

- 1. Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.
- 2. Gross Return = Unrealized value. SBG's return on any SVF2 portfolio company is not the full return amount for the SVF2 but is instead proportionate to its commitment amount to SVF2 and any return received as a parent to the Manager, and does not reflect fees and expenses that would reduce the value of returns experienced by SVF2 investors.
- 3. Gross multiples of invested capital (i.e., the total unrealized + realized gross return divided by the invested amount, "Gross MOIC") are reflected on a gross basis, before the impact of hedges on the public securities, and do not reflect the deduction of management fees, partnership expenses, performance fee, taxes & transaction fees, and other expenses borne by the limited partners. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein.

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SVF2 Listed Portfolio Companies (as of Nov. 6, 2020)					20)
(USD m	n) Company	(a) Investment cost to SVF2	(b) Gross return to SVF2	(c) = (b) - (a) Gross gain/(loss) to SVF2	(d) = (b) / (a) *3 Gross MOIC
	Beike	1,350	7,908	+\$6,558	<b>5.9x</b>
	Listed company total (Gross) *1	\$1,350	\$7,908	+\$6,558	<b>5.9x</b>

- 1. Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies.
- 2. Gross Return = Unrealized value. SBG's return on any SVF2 portfolio company is not the full return amount for the SVF2 but is instead proportionate to its commitment amount to SVF2 and any return received as a parent to the Manager, and does not reflect fees and expenses that would reduce the value of returns experienced by SVF2 investors.
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# **SVF2 Investment Highlights (1)**

## (From SVF2 inception through Sep. 30, 2020)

## **Cumulative gross gain to SVF2 listed companies**

## **Cumulative investment cost to SVF2 listed companies**

**Cumulative investment cost to SVF2** private companies

> Cumulative gross loss to **SVF2** private companies



## USD 5.1bn

## USD 1.4bn

## USD 1.3bn

## **USD -0.1bn**

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Aggregate Market Uplift is before tax and expenses

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# **SVF2 Investment Highlights (2)**

## **Cumulative gross gain to SVF2 listed companies** (From SVF2 inception through Nov. 6, 2020)

### Cumulative investment cost to **SVF2** listed companies (From SVF2 inception through Nov. 6, 2020) **Cumulative investment cost to**

SVF2 private companies<sup>\*</sup> (From SVF2 inception through Sep. 30, 2020)

> Cumulative gross loss to **SVF2** private companies (From SVF2 inception through Sep. 30, 2020)



USD 1.3bn

## USD 6.6bn

Listed company total only includes companies that have become publicly listed after SVF2 made its initial investment in the companies

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## **USD -0.1bn**

USD 1.4bn

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of SVF2 investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to visionfund.com/portfolio for a more complete list of SVF2's investments.

\* Cumulative investment cost to SVF2 private companies: cumulative investment cost (from SVF2 inception through Sep. 30, 2020) to SVF2's portfolio companies which are private as of Nov. 6, 2020.

# SVF2 Snapshot (as of Sep. 30,

## (USD billion)

### SVF 2 total

### SBG total (Net)

(Breakdown)

# Net asset value \*3

**Distributions** 

**Performance fees**<sup>\*5</sup>

- depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. 2. Investment Cost to SVF2 is cumulative from SVF2 inception to September 30, 2020.
- that are unrealized may differ materially from the values indicated herein.
- 4. No Distributions have been paid out of SVF2 as of September 30, 2020.

5. Performance Fees earned by SBG through its subsidiary, SBIA UK reflect total Performance Fees earned by the Manager from SVF2 Inception to September 30, 2020. Information herein is presented for illustrative purposes and relates solely to SVF2. Past performance is not necessarily indicative of future results. Individual investors' results may vary.

20	)20	

<b>(a)</b> *2	<b>(b)</b> *1	(c) = (b) -
Investment cost to SVF2	Gross return to SVF2	Gross gain/(L to SVF2
\$2.6	\$7.6	+\$5.0
(d)	(e)	
Paid-in capital	Total value	
\$2.8	\$7.7	
	\$6.5	
	-	
	\$1.2	

1. Gross Return to SVF2 is Fair Market Value of unrealized investments held by SVF2 as of September 30, 2020. Gross Return to SVF2 and Investment Cost to SVF2. Gross Realized Proceeds are before tax and expenses. Fair Market Value reflects unrealized estimated amounts, does not take into account fees or expenses, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values used in calculating the information portraved herein. Actual returns on unrealized investments will

3. Net Asset Value includes net changes in fair value of financial assets at FVTPL are based on valuations that reflect unrealized estimated amounts, do not take into account fees or expenses that would reduce the value of returns experienced by investors, and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized investments will be sold for values used in calculating the information portrayed herein. Actual returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the timing and manner of sale, all of which may differ from the assumptions on which the information reported herein is based. Accordingly, the actual realized returns on investments

