Why are we confident?
SoftBank Group Corp. ANNUAL REPORT 2015

Contents

The Fast Read

P.002 The Fast Read

Corporate Philosophy and Vision

P.005 CEO Message

Chairman & CEO
Masayoshi Son explains the Company's initiatives for moving to SoftBank 2.0.

Interview with Representative Director, President & COO

P.008 Interview with Representative Director, President & COO

Nikesh Arora
Representative Director, President & COO, SoftBank Group Corp.

Group Strategy

P.016 Group Strategy

Domestic Telecommunications Business—Dialogue

Ken Miyauchi
Director, SoftBank Group Corp.

Kazuhiro Fujihara
Executive vice president & CFO, SoftBank Corp.

P.017 Interview with
President and CEO of Sprint

Marcelo Claure
President and CEO, Sprint Corporation

P.022 Internet Companies Investment Record

Major Subsidiaries and Associates

P.024 A Group of Innovative Entrepreneurs

Main Investments in Fiscal 2014

P.025

P.026

Management Organization

P.030 Management Organization

Interview with an External Director

Corporate Governance

Compliance

Risk Management

Information Security

Corporate Social Responsibility (CSR)

Financial and Operational Data

P.050 Financial and Operational Data

Graphs

Principal Operational Data

Japan and U.S. Mobile Communications Market Data

Eleven-year Summary

Segment Financial Data

Financial Section

P.063 Financial Section

Interview with Corporate Executive in Charge of Finance

Interview with Head of Strategic Finance

Management's Discussion and Analysis of Results of Operations and Financial Position

Consolidated Financial Statements

Notes to Consolidated Financial Statements

Independent Auditor's Report

Corporate Information

P.193 Corporate Information

Corporate Data

Stock Information

Glossary

Disclaimers

This annual report is made based on information available at the time of writing. Plans, forecasts, strategies, and other forward-looking statements in this report are not historical facts, and include elements of risk and uncertainty. Actual results may therefore differ materially from these forward-looking statements due to changes in the business environment and other factors.

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The Company expressly disclaims any obligation or responsibility to update, revise or supplement any forward-looking statements in any presentation material or generally to any extent. Use of or reliance on the information in this annual report is at your own risk.

Transition to IFRSs

The Company has prepared the consolidated financial statements in accordance with the International Financial Reporting Standards (IFRSs) from the three-month period ended June 30, 2013, the first quarter of the fiscal year ended March 31, 2014. The date of transition to IFRSs is April 1, 2012. The financial data for the year ended March 31, 2013 is also presented based on IFRSs.

Definitions of Terms

"Fiscal 2014" refers to the fiscal year ended March 31, 2015, and other fiscal years are referred to in a corresponding manner in this annual report. FYE denotes the fiscal year-end. For example, FYE2014 denotes March 31, 2015, the last day of fiscal 2014.

Company Names

Unless specifically stated otherwise “the Company” refer to SoftBank Group Corp. and its subsidiaries. Please refer to page 100 for the abbreviation of subsidiaries and affiliates' company names.

Regarding Trademarks

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Other names of companies, products, and services and such that appear in this annual report are trademarks or registered trademarks of their respective companies.
What is our aim?
Corporate Philosophy

Information Revolution – Happiness for everyone

Vision

The corporate group needed most by people around the world
How will we get there?
Thirty-four years have now passed since the foundation of SoftBank, and so far, our position has been one of SoftBank holding assets in overseas companies as a company in Japan. Now, however, we are going to the second stage of SoftBank—"SoftBank 2.0"—in which we will transform SoftBank into a truly global company that can ensure sustained business growth over the long term. We are now in a major transition period.

As the founder, I have set out to create a business model that can deliver continued business growth for centuries. However, many technology companies face the common challenge of a 30-year life cycle where growth is followed by decline. This decline stems from factors such as the increasing obsolescence of technologies and business models, and an over-reliance on founders.

What is the solution? Not only do we need to transform our existing businesses, we also need to have a comprehensive structure in place for supporting disruptive entrepreneurs and facilitating continued development with them. Together with our new representative director and president & COO, Nikesh Arora, we are going to accelerate this transformation.
Steady Business Results Centered on Domestic Telecommunications
Expanding Group of Disruptive Entrepreneurs

In terms of our consolidated results for fiscal 2014, net sales increased 30.1% year on year to ¥8,670.2 billion, EBITDA was up 19.9% to ¥2,132.9 billion, operating income decreased 8.8% to ¥982.7 billion, and net income attributable to owners of the parent increased 28.5% to ¥668.4 billion. The decline in our operating income mainly reflects temporary gains recorded in the previous fiscal year in association with the consolidation of GungHo and WILLCOM. If we exclude the effects of those temporary gains, we can see that all of our key performance indicators are growing steadily, with operating income growing 19.4% year on year.

Currently, we have two main business domains: one is telecommunications and the other is the Internet.

First, the domestic telecommunications domain. Nine years have passed since the acquisition of Vodafone K.K. (currently SoftBank Corp.). When we first announced the acquisition, many criticized us because they thought mobile phones had already penetrated the market, and some thought it did not make sense for us to acquire a mobile phone business at that point. In Japan’s mobile phone market at the time, conventional phones for voice calls were the mainstream. It was just the dawn of the mobile Internet. I was certain at the time that the mobile Internet would become the driving presence in the market. I explained that my intention was to be head of a mobile Internet company, not a mature telecom company. Most people at the time did not understand what I was trying to do.

But now profit from our Mobile Communications segment has grown to nine times that of Vodafone K.K. before we acquired it.

With regard to our network, we have been making aggressive capital expenditures ever since we acquired the license to use the platinum band (900 MHz) in 2012, which is the optimal band to use for mobile communications services. As a result, our network quality has improved significantly. Capital expenditure peaked out in fiscal 2014, and the domestic telecommunications business is now at a stage where it produces a steady free cash flow—that is, a stage where it is fully able to continue stable operations. And since April 2015, Ken Miyauchi, my right arm since shortly after our foundation, has been leading SoftBank Corp., the operating company responsible for the domestic telecommunications business, as president & CEO.

Meanwhile, at Sprint in the U.S., in August 2014 we appointed Marcelo Claure as the new president and CEO to spearhead initiatives to revitalize the business. He is the founder of our subsidiary Brightstar Corp. (Brightstar), which he built into the world’s largest specialized wireless distributor. Under Marcelo’s outstanding leadership, postpaid net subscriber losses on the Sprint platform have been reversed, and this trend is continuing. The Sprint platform postpaid churn rate improved dramatically in the January to March 2015 period, and with network quality improvements on the way, we expect to see it improve even further.

Next is the Internet domain. I believe this will become even more important to us going forward. In fiscal 2014, Alibaba listed on the New York Stock Exchange, and we were able to validate the results of our investment in the company, which has become the largest e-commerce company in the world. With regard to new investments, the operating companies for Snapdeal, one of India’s leading online marketplaces, and Ola and GrabTaxi, two of the leading taxi-booking platforms in India and Southeast Asia, have shown strong growth, especially in key performance indicators such as GMV and booking numbers.

We intend to accelerate these kinds of Internet-related investments and transform into an “Internet-focused SoftBank” and a “global SoftBank.”

However, the reality is that most Internet companies in Japan find it very challenging to develop their businesses overseas. I believe this is because they try to apply business
models developed in Japan without adapting them for local markets overseas, where cultures are completely different. Our goal in developing a “global SoftBank” is to realize a unique business model that cannot be imitated by working together with entrepreneurs who have deep insights into their own markets around the world.

New Management Partners
As we become a group of disruptive entrepreneurs, we have found a great partner, Nikesh Arora. I have known him for seven years now, and I have been working closely with him since he joined us in September 2014. He is 10 years younger than I, but has experience in running a company in his prior position as chief business officer (CBO) at Google Inc.

I am confident that his profound knowledge of the business models and technologies of global Internet companies and his wide network of contacts with the management teams of such companies will empower him to drive our transformation into a truly global company.

As we embark on this journey of change, we have changed our company name. The holding company SoftBank Corp. has changed its name to “SoftBank Group Corp.” to clarify its status as a pure holding company. As representative director and president & COO of SoftBank Group Corp., Nikesh will work closely with me to accelerate our transformation.

Together with our group of disruptive entrepreneurs, we will create a business model to ensure sustained growth and further increase enterprise value.

July 2015
Chairman & CEO
Q1 What led you to join SoftBank?

A1 I met Masa in 2008, when he was working on a partnership between Google and Yahoo Japan. Over the years, Masa and I would meet and discuss our views of how the Internet industry is evolving. Over time, those meetings turned into dinners and our discussions would turn into talks about SoftBank's strategy and vision. Eventually, he asked me to join SoftBank.

I have worked with outstanding technology innovators in the past, but I would describe Masa as a business innovator; he thinks about how technology will disrupt business and this is what I would like to focus on in the next phase of my life.
Q2  What is your role at SoftBank?

At SoftBank I have two main roles. The first is to support Masa with all the core company operations within the Group in my capacity as president & COO. I stay engaged in the strategy of the domestic telecommunications business and in the U.S. I serve on the board for Sprint. Furthermore, I am excited to bring my 10 years of Internet experience to the management of Yahoo Japan, where I now serve as chairman of the Board of Directors. As president & COO, I am tasked with transforming SoftBank’s current operating assets.

My other role is to implement a sustainable long-term strategy for our investments. Up to now, the success of the investments mainly relied on Masa’s genius to invest in the right trends and the right entrepreneurs who can execute on them. The ultimate aim is to find a way to put his genius in a bottle and sustain it for centuries to come at SoftBank. I think we can achieve this by looking at these trends in a more systematic fashion and by designing a system and culture that allows us to support disruptive entrepreneurs without both of us in the equation.

Broadly speaking, our plan is to find growth-stage platform businesses that can make a huge impact, and then give these businesses, and the entrepreneurs leading them, the resources and support that they need to be successful.

Q3  What are your criteria in investment decision making?

There are three things we look for when we consider a new investment. First of all it has to be a product or service for which there is a large potential market. Next we look at whether we can find the right entrepreneur. Many people have good ideas, but only a few can execute and deliver. Lastly we look at the business model and whether there is potential for the model to be successful. Sometimes it is too early for an idea, or the specific market may not have the appropriate infrastructure or growth characteristics.

Q4  How was your first year at SoftBank?

In my first year, we have begun to bring SoftBank to the next stage of global growth. The portfolio approach that SoftBank employs works well around the world. We have made a good start, but will quickly and proactively seek out new opportunities.

We have been able to move quickly because Masa and I are aligned on the vision for SoftBank in the future, what we need to do to improve, and on what kind of businesses to invest in. Masa really thinks ahead. He likes that I can follow his thinking without missing a beat. I think we are both capable of arguing two sides of the same story. This ability to debate constructively creates a better discussion and a more thoughtful outcome. It also allows for a good system of checks and balances supporting our strong corporate governance.

The biggest surprise to me over the past year is how much fun I’ve had working with Masa. I had a great job at Google, but I’m loving it every day at SoftBank.
Directors and Audit & Supervisory Board Members

(As of July 1, 2015)

**Chairman & CEO**

Masayoshi Son

**Representative director, president & COO**

Nikesh Arora

**Director**

Ken Miyauchi

**Director**

Ronald D. Fisher

**Director**

Yun Ma

**Director**

Manabu Miyasaka

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**Chairman & CEO**

Masayoshi Son

- Apr. 1983 Chairman, SoftBank Japan
- Feb. 1986 Chairman & CEO, SoftBank Japan (to present)
- Jan. 1996 President & CEO, Yahoo Japan
- July 1996 Chairman of the board, Yahoo Japan
- Apr. 2006 Chairman of the board, president & CEO, Vodafone K.K. (currently SoftBank Corp.)
- June 2007 Chairman & CEO, SoftBank Mobile (currently SoftBank Corp.)
- July 2013 Chairman of the board, Sprint (to present)
- Apr. 2015 Chairman, SoftBank Mobile (currently SoftBank Corp.; to present)
- June 2015 Director, Yahoo Japan (to present)

**Representative director, president & COO**

Nikesh Arora

- May 1992 VP, finance, Fidelity Investments
- Apr. 1997 VP, Putnam Investments
- Apr. 2000 CEO, T-Mobile, PLC
- July 2001 Chief marketing officer, T-Mobile Europe
- Dec. 2004 President, EMEA sales, marketing & partnerships, Google Inc.
- Jan. 2011 Senior vice president and chief business officer, Google
- Feb. 2013 Board member, The Harlem Children's Zone (to present)
- June 2014 Board member, Tipperary Point Community (to present)
- Sept. 2014 Vice chairman, SoftBank Corp. (currently SoftBank Group Corp.)
- Sept. 2014 CEO, SoftBank Internet and Media (currently 58 Group US; to present)
- Nov. 2014 Director, Sprint (to present)
- June 2015 Chairman of the board, Yahoo Japan (to present)
- June 2015 Representative director, president & COO, SoftBank Corp. (currently SoftBank Group Corp.; to present)

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**Director**

Ken Miyauchi

- Feb. 1977 Joined Japan Management Association
- Feb. 1986 Director, SoftBank Japan
- Apr. 2006 Executive vice president, director & COO, Vodafone K.K. (currently SoftBank Corp.)
- June 2007 Representative director & COO, SoftBank Mobile (currently SoftBank Corp.)
- June 2012 Director, Yahoo Japan (to present)
- Apr. 2013 Representative director, executive vice president, SoftBank Corp. (currently SoftBank Group Corp.)
- June 2013 Representative director, senior executive vice president, SoftBank
- Jan. 2014 Director, Brightstar Global Group (to present)
- Apr. 2015 President & CEO, SoftBank Mobile (currently SoftBank Corp.; to present)
- June 2015 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)

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**Director**

Ronald D. Fisher

- July 1984 President, Interactive Systems Corp.
- Jan. 1990 CEO, Phoenix Technologies Ltd.
- Oct. 1995 Director and president, SoftBank Holdings (to present)
- June 1997 Director, SoftBank Corp.
- July 2013 Vice chairman of the board, Sprint (to present)
- Jan. 2014 Director, Brightstar Global Group
- Aug. 2014 Chairman, Brightstar Global Group (to present)

**Director**

Yun Ma

- Feb. 1995 Founded China Pages, president
- Jan. 1998 Director, SoftBank Japan
- July 1999 Director, Alibaba.com Corporation (currently Alibaba Group Holding Limited)
- Nov. 1999 Director, chairman of the board and CEO, Alibaba Group Holding
- Feb. 2004 Chairman and CEO, Alibaba Group Holding
- June 2007 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)
- Oct. 2007 Non-executive director, chairman, Alibaba.com Limited
- May 2013 Executive chairman, Alibaba Group Holding (to present)

**Director**

Manabu Miyasaka

- Apr. 1991 Joined UPU Co., Ltd.
- June 1993 Joined Yahoo Japan
- Jan. 2002 Senior manager, media business group, Yahoo Japan
- Apr. 2009 Operating officer, head of consumer business group, Yahoo Japan
- Apr. 2012 CEO and operating officer, Yahoo Japan (to present)
- June 2012 President and representative director, Yahoo Japan (to present)
- June 2013 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)
External Directors

Director, independent officer
Tadashi Yanai
Chairman, president & CEO, FAST RETAILING CO., LTD.
Aug. 1972 Joined Ogori Shoji Co., Ltd. (currently FAST RETAILING CO., LTD.)
Sept. 1972 Director, Ogori Shoji
Aug. 1973 Senior managing director, Ogori Shoji
Sept. 1984 President & CEO, Ogori Shoji
June 2001 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)
Nov. 2002 Chairman & CEO, FAST RETAILING
Sept. 2005 Chairman, president & CEO, FAST RETAILING (to present)
Nov. 2005 Chairman, president & CEO, UNIQLO CO., LTD. (to present)
Sept. 2008 Chairman, GOV RETAILING CO., LTD. (currently G.U. CO., LTD.; to present)

Mark Schwartz
Vice chairman, The Goldman Sachs Group, Inc., Goldman Sachs Asia Pacific
July 1978 Joined the investment banking division of Goldman, Sachs & Co.
Nov. 1988 Partner, Goldman Sachs
Nov. 1996 Managing director, Goldman Sachs
June 1997 President, Goldman Sachs Japan Co., Ltd.
July 1999 Chairman, Goldman Sachs-Asia
June 2001 Director, SoftBank Corp. (currently SoftBank Group Corp.)
Jan. 2003 President and CEO, Soros Fund Management LLC
June 2004 Retired from the position of director of SoftBank Corp. (currently SoftBank Group Corp.)
Jan. 2006 Chairman, MissionPoint Capital Partners, LLC
June 2006 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)
June 2012 Vice chairman, The Goldman Sachs Group, Inc. (to present)
June 2012 Chairman, Goldman Sachs Asia Pacific (to present)

Shigenobu Nagamori
Chairman of the board, president & CEO, Nidec Corporation
July 1973 Founded Nidec Corporation
Mar. 1997 Member of the board of directors and chairman of Read Electronics Corporation (currently Nidec-Read Corporation; to present)
Sept. 2004 Member of the board of directors and chairman, Nidec Copal Electronics Corporation (to present)
June 2009 Member of the board of directors and chairman, Nidec Sanyo Corporation (to present)
June 2013 Member of the board of directors and chairman, Nidec-Shimpo Corporation (to present)
June 2014 Director, SoftBank Corp. (currently SoftBank Group Corp.; to present)
Oct. 2014 Chairman of the board, president & CEO, Nidec (to present)

Full-time Audit & Supervisory Board member
Tatsuhiko Murata
Apr. 1975 Join The Fuji Bank, Limited (currently Mizuho Bank, Ltd.)
Apr. 2001 General manager, business development support, commercial finance business div., The Fuji Bank
Jan. 2007 Joined SoftBank Corp. (currently SoftBank Group Corp.)
Apr. 2012 General manager, internal audit, SoftBank
June 2014 Audit & Supervisory Board member, Access (currently SoftBank Corp.; to present)
June 2015 Full-time Audit & Supervisory Board member, SoftBank Corp. (currently SoftBank Group Corp.; to present)

Audit & Supervisory Board Members

Maurice Atsushi Toyama
Certified public accountant, State of California, U.S.
Full-time Audit & Supervisory Board member, independent officer
Sept. 1977 Joined San Francisco office of Price Waterhouse (currently PricewaterhouseCoopers)
June 2006 Partner, PricewaterhouseCoopers Aarata
June 2015 Full-time Audit & Supervisory Board member, SoftBank Corp. (currently SoftBank Group Corp.; to present)

Soichiro Uno
Lawyer
Audit & Supervisory Board member
Apr. 1988 Joined Nagashima & Ohno (currently Nagashima Ohno & Tsunematsu), admitted to practice law in Japan
Nov. 1993 Passed the bar examination of the State of New York, U.S.
Jan. 2000 Partner, Nagashima Ohno & Tsunematsu (to present)
June 2004 Audit & Supervisory Board member, SoftBank Corp. (currently SoftBank Group Corp.; to present)

Koichi Shibayama
Certified public accountant, certified tax accountant
Audit & Supervisory Board member, independent officer
Apr. 1960 Joined Yamachi Securities Co., Ltd.
Oct. 1966 Joined Price Waterhouse (currently PricewaterhouseCoopers)
Mar. 1970 Registered as a certified public accountant
Aug. 1983 Registered as a certified tax accountant
July 1997 Advisor, Price Waterhouse Asayama Consulting Co., Ltd.
July 2002 Advisor, Nihon-Home Chubuadvisory (currently PwC Tax Japan; to present)
June 2003 Audit & Supervisory Board member, SoftBank Corp. (currently SoftBank Group Corp.; to present)

Hidekazu Kubokawa
Certified public accountant, certified tax accountant
Audit & Supervisory Board member, independent officer
Nov. 1976 Joined Chuo Audit Corporation
Aug. 1980 Registered as a certified public accountant
July 1986 Founded Kubokawa CPA Office (currently Yotsuya Partners Accounting Firm), representative partner (to present)
Mar. 1987 Registered as certified tax accountant
Feb. 1989 Audit & Supervisory Board member, SoftBank Corp. Japan (currently SoftBank Group Corp.; to present)
May 2003 Corporate auditor, KASUMI CO., LTD. (to present)
June 2004 Corporate auditor, TAKES AND GIVE. NEEDS CO., Ltd. (to present)
June 2005 Corporate auditor, KORITSU PRINTING CO., LTD. (to present)

(Note) Mr. Maurice Atsushi Toyama, Mr. Soichiro Uno, Mr. Koichi Shibayama, and Mr. Hidekazu Kubokawa are external Audit & Supervisory Board members.
How are we organized?
When the Company's shares were first offered to the public in fiscal 1994, its consolidated net sales were ¥96.8 billion. In fiscal 2014, the figure has increased by around 90 times to ¥8.7 trillion. This rapid growth is the result of continuously applying sharp insight into the future changes in the information industry to swift execution of bold strategies.

(Note) On April 1, 2015, SoftBank BB, SoftBank Telecom (company name changed from JAPAN TELECOM), and Ymobile (company name changed after the merger of eAccess and WILLCOM) merged into SoftBank Mobile (formerly Vodafone K.K.).

On July 1, 2015, SoftBank Mobile changed its company name to SoftBank Corp.

* As a result of the completion of a tender offer by GungHo for its shares on June 1, 2015, and other factors, GungHo became an equity method associate of SoftBank Corp. (currently SoftBank Group Corp.). Please refer to page 190 for details.
The Company is a corporate group comprising the pure holding company SoftBank Group Corp.*1 and 769 subsidiaries (as of March 31, 2015).

Major Subsidiaries

<table>
<thead>
<tr>
<th>Company</th>
<th>Voting rights</th>
</tr>
</thead>
<tbody>
<tr>
<td>SoftBank Corp.*2</td>
<td>99.99%</td>
</tr>
<tr>
<td>Wireless City Planning Inc.</td>
<td>33.3%</td>
</tr>
<tr>
<td>Sprint Corporation</td>
<td>79.5%</td>
</tr>
<tr>
<td>Yahoo Japan Corporation</td>
<td>43.0%</td>
</tr>
<tr>
<td>Brightstar Global Group Inc.</td>
<td>100%</td>
</tr>
<tr>
<td>Supercell</td>
<td>77.8%</td>
</tr>
<tr>
<td>SB Group US, Inc.</td>
<td>100%</td>
</tr>
</tbody>
</table>

Major Associates

<table>
<thead>
<tr>
<th>Company</th>
<th>Voting rights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alibaba Group</td>
<td>31.9%</td>
</tr>
<tr>
<td>GungHo Online Entertainment, Inc.*4</td>
<td>28.4%</td>
</tr>
</tbody>
</table>

(Note) The shares of voting rights in the above subsidiaries and associates are current as of March 31, 2015. However, the share of voting rights of SoftBank Corp. is as of April 1, 2015, and that of GungHo is the share after a successful tender in a tender offer,** calculated based on the share of voting rights as of December 31, 2014. The share of voting rights of Supercell is the share after an additional purchase of Supercell’s shares.*3

*1 On July 1, 2015, SoftBank Corp., a pure holding company, changed its company name to SoftBank Group Corp.


*3 On May 29, 2015, the Company purchased additional shares of Supercell from existing shareholders.

*4 As a result of the completion of a tender offer by GungHo for its shares on June 1, 2015, and other factors, GungHo became an equity method associate of SoftBank Corp. (currently SoftBank Group Corp.). Please refer to page 180 for details.
Summary of Segment Information

The Company has four reportable segments, the Mobile Communications segment, the Sprint segment, the Fixed-line Telecommunications segment, and the Internet segment.

**Share of Net Sales (Fiscal 2014)**

- Mobile Communications segment: 46.8%
- Sprint segment: 42.5%
- Fixed-line Telecommunications segment: 6.0%
- Internet segment: 4.7%

**Share of Segment Income (Fiscal 2014)**

- Mobile Communications segment: 65.8%
- Sprint segment: 7.0%
- Fixed-line Telecommunications segment: 9.5%
- Internet segment: 17.7%

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### Mobile Communications Segment

**Main Businesses**
- Mobile communications services in Japan
- Distribution and sale of mobile devices and accessories, and IT-related products
- Production and distribution of online games

**Core Companies**
- SoftBank Mobile* / Ymobile* / WCP / Brightstar / GungHo* / Supercell

### Sprint Segment

(Segment was newly established from the second quarter of fiscal 2013)

**Main Businesses**
- Provision of mobile communications and fixed-line telecommunications services in the U.S.
- Sale of mobile devices and accessories in the U.S.

**Core Company**
- Sprint

### Fixed-line Telecommunications Segment

**Main Businesses**
- Provision of fixed-line telecommunications services to corporate and individual customers in Japan

**Core Companies**
- SoftBank Telecom* / SoftBank BB* / Ymobile* / Yahoo Japan

### Internet Segment

**Main Businesses**
- Internet advertising
- E-commerce
- Membership services

**Core Company**
- Yahoo Japan

---

**Net Sales**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Mobile Communications</th>
<th>Sprint</th>
<th>Fixed-line Telecommunications</th>
<th>Internet</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1,944.6</td>
<td>200</td>
<td>546.6</td>
<td>150.3</td>
</tr>
<tr>
<td>2011</td>
<td>2,144.9</td>
<td>200</td>
<td>539.6</td>
<td>156.8</td>
</tr>
<tr>
<td>2012</td>
<td>2,345.6</td>
<td>461.0</td>
<td>531.0</td>
<td>180.7</td>
</tr>
<tr>
<td>2013</td>
<td>3,165.5</td>
<td>548.1</td>
<td>541.1</td>
<td>188.9</td>
</tr>
</tbody>
</table>

**Net Sales**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Mobile Communications</th>
<th>Sprint</th>
<th>Fixed-line Telecommunications</th>
<th>Internet</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>4,000</td>
<td>200</td>
<td>812</td>
<td>14.8</td>
</tr>
<tr>
<td>2011</td>
<td>4,189.5</td>
<td>429.2</td>
<td>92.3</td>
<td>17.7</td>
</tr>
<tr>
<td>2012</td>
<td>4,370.7</td>
<td>21.5</td>
<td>114.2</td>
<td>25.1</td>
</tr>
<tr>
<td>2013</td>
<td>4,664.1</td>
<td>108.3</td>
<td>103.2</td>
<td>18.5</td>
</tr>
</tbody>
</table>

**Net Sales**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Mobile Communications</th>
<th>Sprint</th>
<th>Fixed-line Telecommunications</th>
<th>Internet</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,601.0</td>
<td>235.6</td>
<td>3,800.0</td>
<td>300.0</td>
</tr>
<tr>
<td>2011</td>
<td>2,800.0</td>
<td>218.0</td>
<td>4,189.5</td>
<td>330.0</td>
</tr>
<tr>
<td>2012</td>
<td>3,099.0</td>
<td>243.0</td>
<td>4,664.1</td>
<td>360.0</td>
</tr>
<tr>
<td>2013</td>
<td>3,408.0</td>
<td>263.0</td>
<td>5,173.0</td>
<td>390.0</td>
</tr>
</tbody>
</table>

**Segment Income**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Mobile Communications</th>
<th>Sprint</th>
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<td>2011</td>
<td>4.189.5</td>
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**Segment Income Margin**

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<th>Sprint</th>
<th>Fixed-line Telecommunications</th>
<th>Internet</th>
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