

Earnings Results for the Nine Months Ended December 31, 2019

Investor Briefing

SoftBank Corp.
February 7, 2020

Disclaimer

Important Notice Regarding Forward Looking Statements and Other Information

This document is based on the information available to SoftBank Corp. (“we” or “the Company”) as of the time hereof and assumptions which it believes are reasonable. Statements contained herein that are not historical facts, including, without limitation, our plans, forecasts, strategies and beliefs about our business and financial prospects, are forward-looking statements. Forward-looking statements often include the words such as “targets”, “plans”, “believes”, “hopes”, “continues”, “expects”, “aims”, “intends”, “will”, “may”, “should”, “would”, “could” “anticipates”, “estimates”, “projects” or words or terms of similar substance or the negative thereof. These forward-looking statements do not represent any guarantee by us or our management of future performance or of any specific outcome are subject to various risks and uncertainties, including, without limitation, general economic conditions, conditions in the Japanese telecommunications market, our ability to adopt new technologies and business models, competition with other mobile telecommunications providers, our ability to improve and maintain our telecommunications network, our reliance on third parties in conducting our business, including SoftBank Group Corp. and its other subsidiaries and associates, our major vendors and suppliers, and other third parties, risks relating to M&A and other strategic transactions, risks relating to information security and handling of personally identifiable information, changes in the substance and interpretation of other laws and regulations and other important factors, which may cause actual results to differ materially from those expressed or implied in any forward-looking statement. The Company expressly disclaims any obligation or responsibility to update, revise or supplement any forward-looking statement in any document or generally to the extent allowed by law or stock exchange rule. Use of or reliance on the information in this material is at your own risk. Information regarding companies other than the Company and our subsidiaries and associates is quoted from public sources and others, and we have neither verified nor are we responsible for the accuracy of information. The information presented herein regarding certain joint ventures and collaborations of the Company, Vision Fund and SoftBank Group Corp. portfolio companies and investments has been selected on a subjective basis, is provided solely for illustrative purposes and does not purport to be a complete listing of all such collaborations or joint ventures. SoftBank Group Corp., the Company and the Vision Fund each have different strategies and objectives with respect to their investments and portfolio company operations. There is no guarantee that any joint venture will be consummated on the terms expressed herein or at all, or that the joint venture will be successful. All such plans are subject to uncertainties and risks, as well as investor consents and regulatory approvals, as applicable. References to such portfolio companies and investments should not be a recommendation of any particular investment.

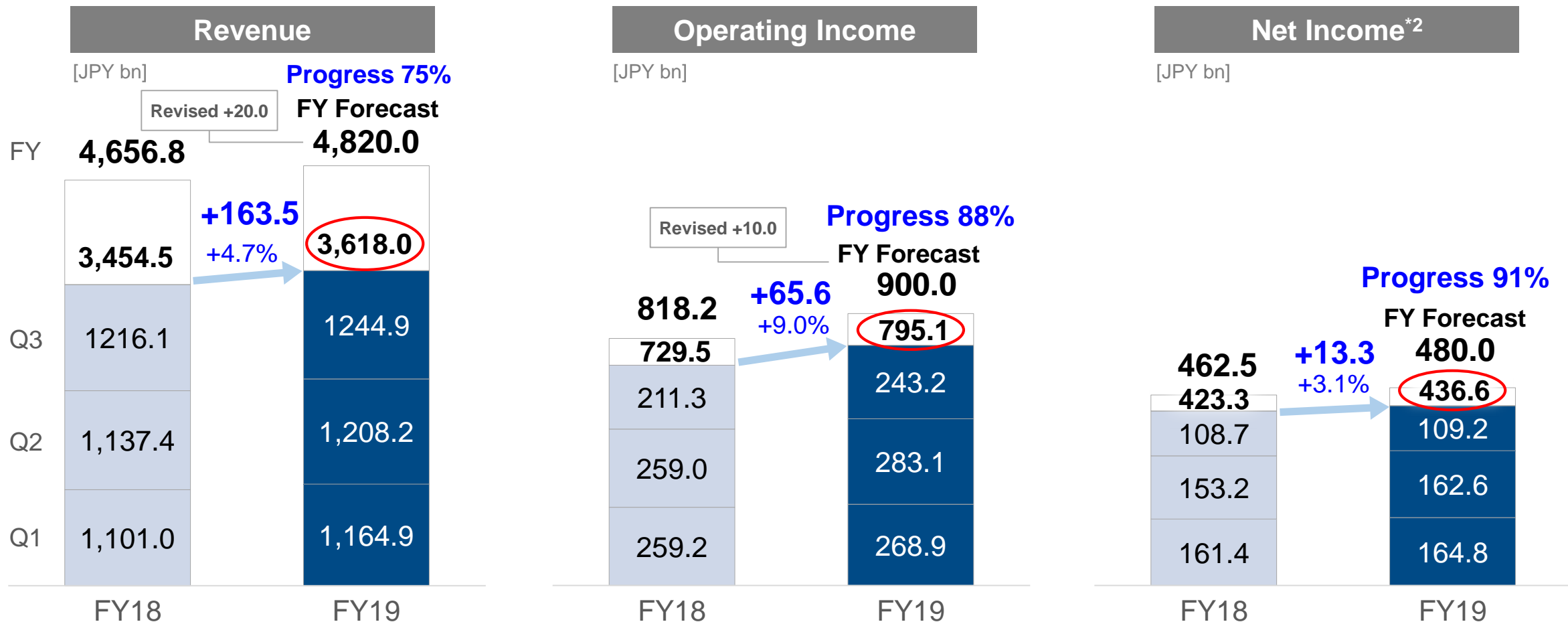
Important Notice Regarding Trading of SoftBank Corp. Common Stock and Un-sponsored American Depositary Receipts

The Company encourages anyone interested in trading in its common stock to do so on the Tokyo Stock Exchange. The Company’s disclosures are not intended to facilitate trades in, and should not be relied on for decisions to trade, un-sponsored American Depositary Receipts (“ADRs”) representing the shares of its common stock. The Company has not and does not participate in, support, encourage, or otherwise consent to the creation of any un-sponsored ADR programs or the issuance or trading of any ADRs issued thereunder. The Company does not represent to any ADR holder, bank or depository institution, nor should any such person or entity form the belief, that (i) the Company has any reporting obligations under the U.S. Securities Exchange Act of 1934 (the “Exchange Act”) or (ii) the Company’s website will contain on an ongoing basis all information necessary for the Company to maintain an exemption from registering its common stock under the Exchange Act pursuant to Rule 12g3-2(b) thereunder. To the maximum extent permitted by applicable law, the Company disclaims any responsibility or liability to ADR holders, banks, depository institutions, or any other entities or individuals in connection with any un-sponsored ADRs representing its common stock.

Results for Q1-Q3 FY2019

- Revenue, operating income and net income increased YoY, and progressing steadily towards full-year forecasts
- Revised full-year revenue and operating income forecasts upward due to growth of smartphone subscribers and Business solution and others

FY18: after retrospective adjustments of ZHD*1 consolidation



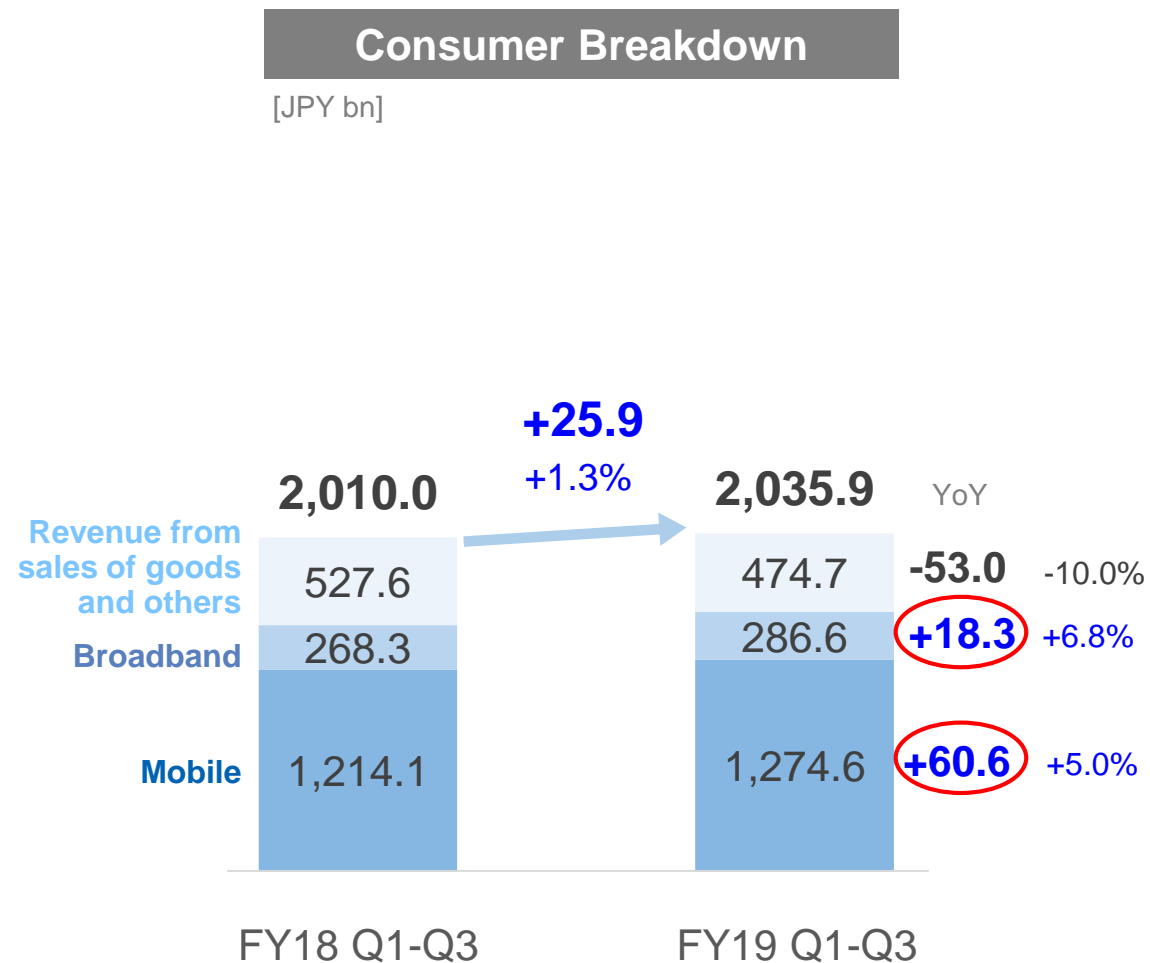
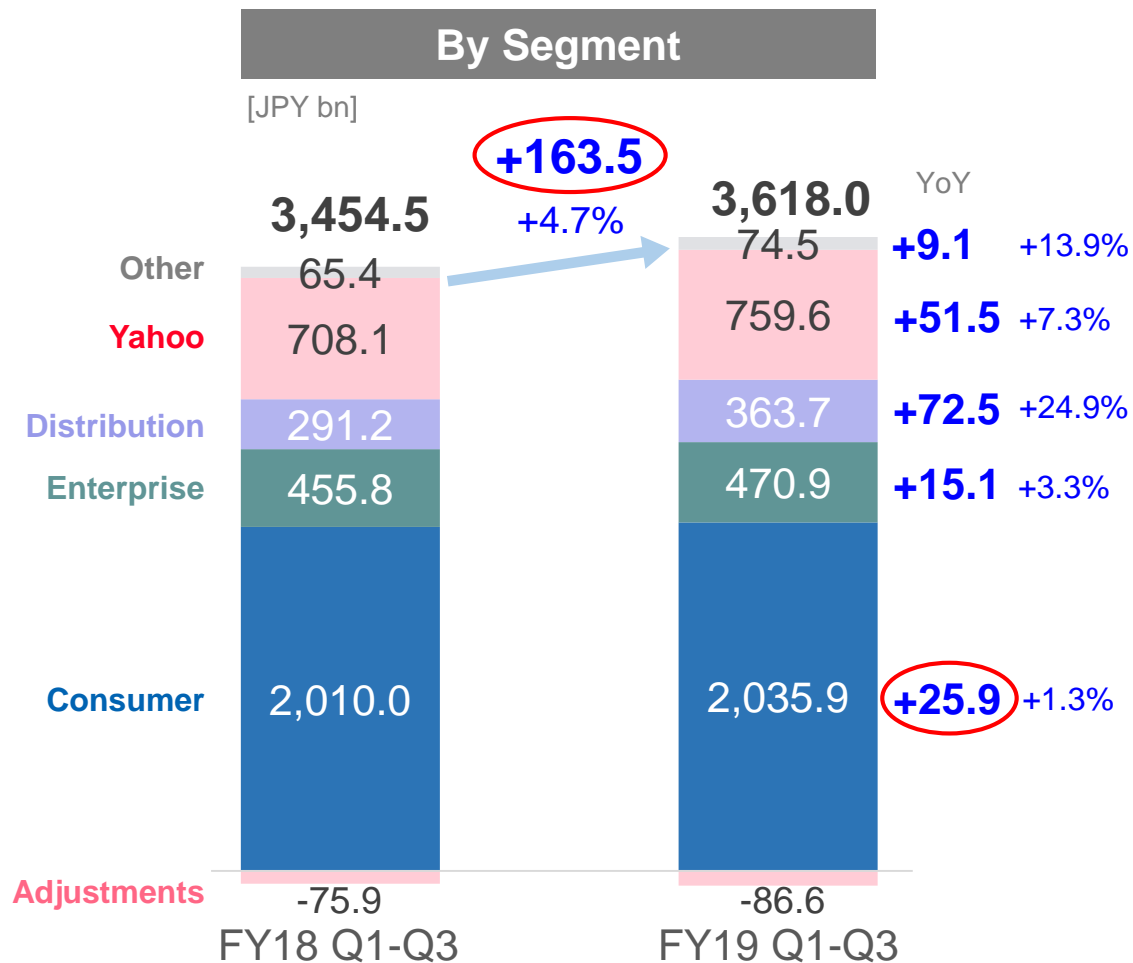
*1: On October 1, 2019, Z Holdings Corporation (hereinafter "ZHD") transitioned to a holding company structure through a company split (absorption-type company split) and changed its trade name from Yahoo Japan Corporation. Actuals for FY18 have been adjusted retrospectively to have consolidated ZHD from April 1, 2018.

*2: Net income: net income attributable to owners of the Company (same hereafter)

Revenue (1/2)

FY18: after retrospective adjustments of ZHD consolidation

- Revenue increased in all segments. JPY +163.5 bn (+4.7%) YoY
- Consumer segment: JPY +25.9 bn (+1.3%) YoY due to growth in Mobile and Broadband. Revenue from sales of goods and others decreased



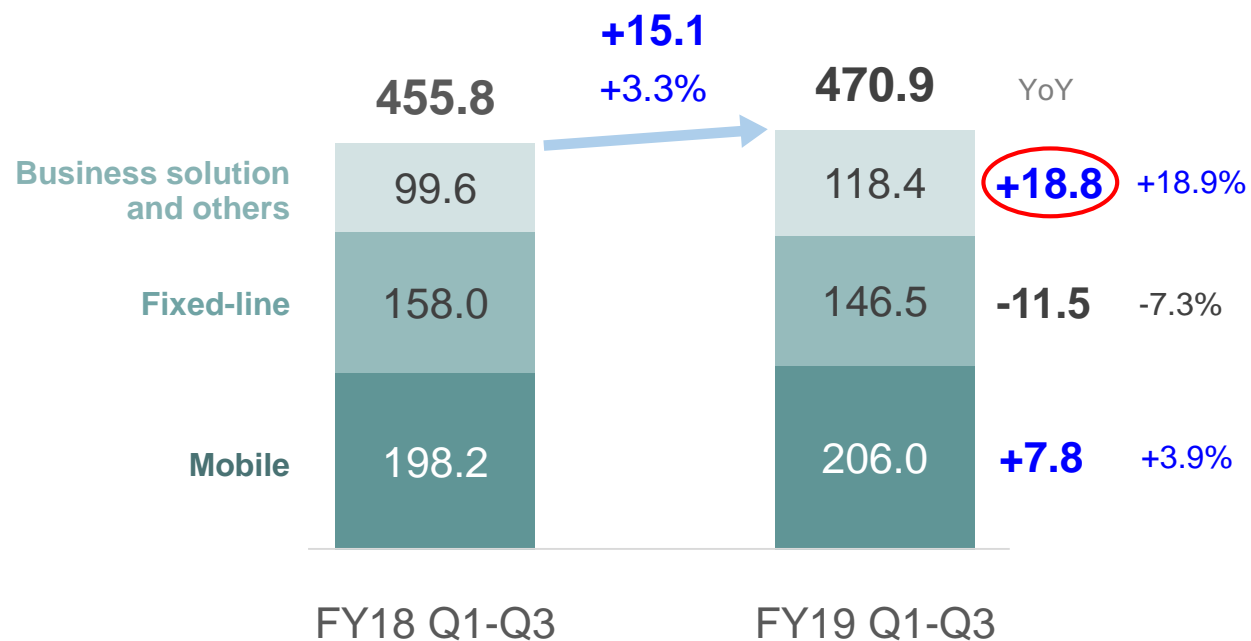
Revenue (2/2)

FY18: after retrospective adjustments of ZHD consolidation

- Enterprise segment: JPY +18.8 bn (+18.9%) in Business solution and others
- Yahoo segment: JPY +49.8 bn (+10.4%) in Commerce, including JPY +24.1 bn due to ZOZO consolidation

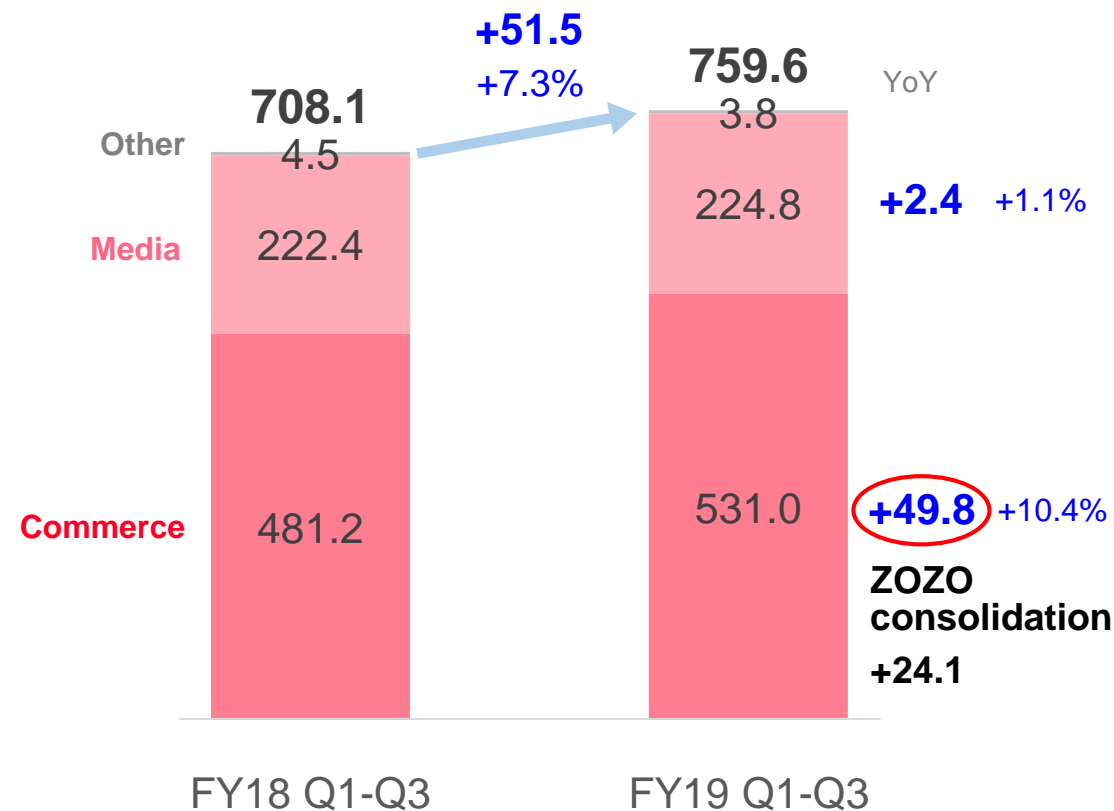
Enterprise Breakdown

[JPY bn]



Yahoo Breakdown

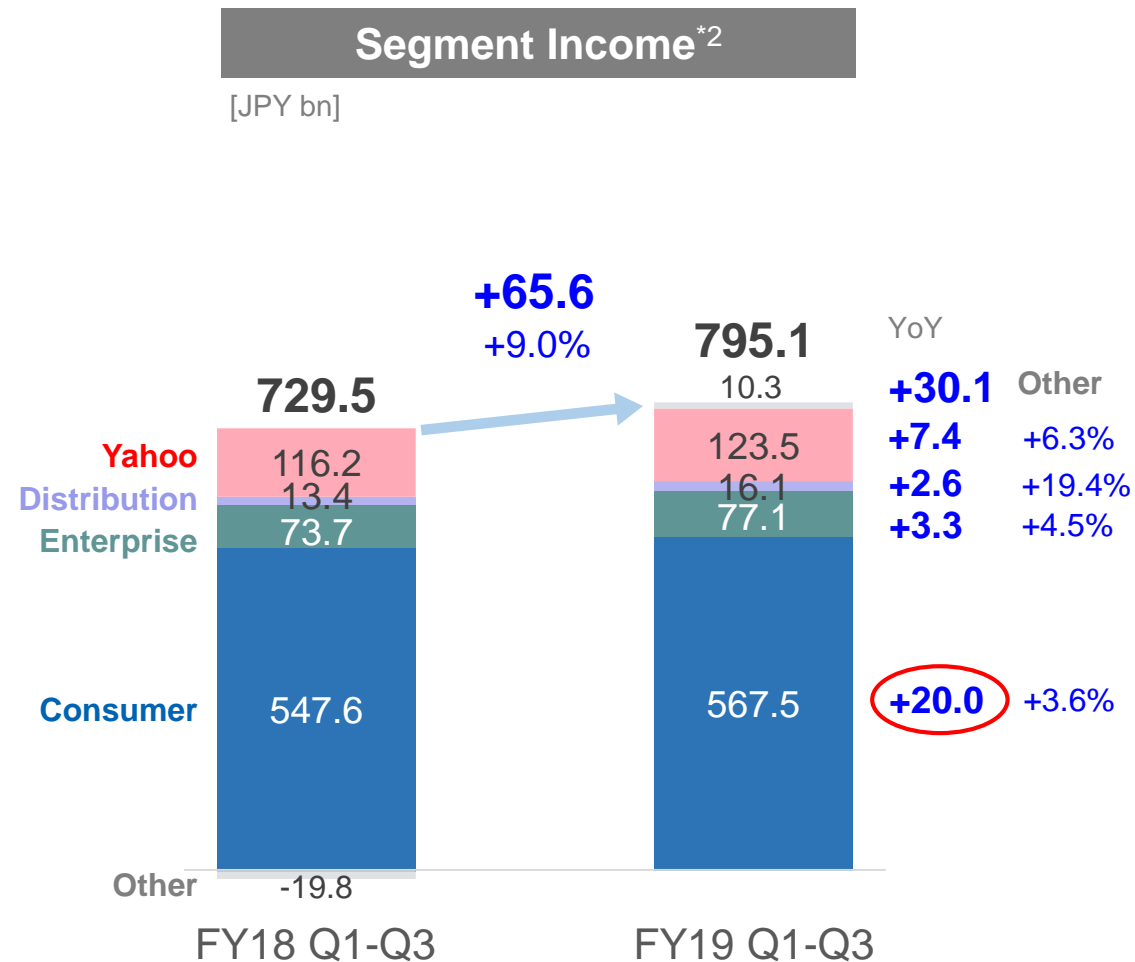
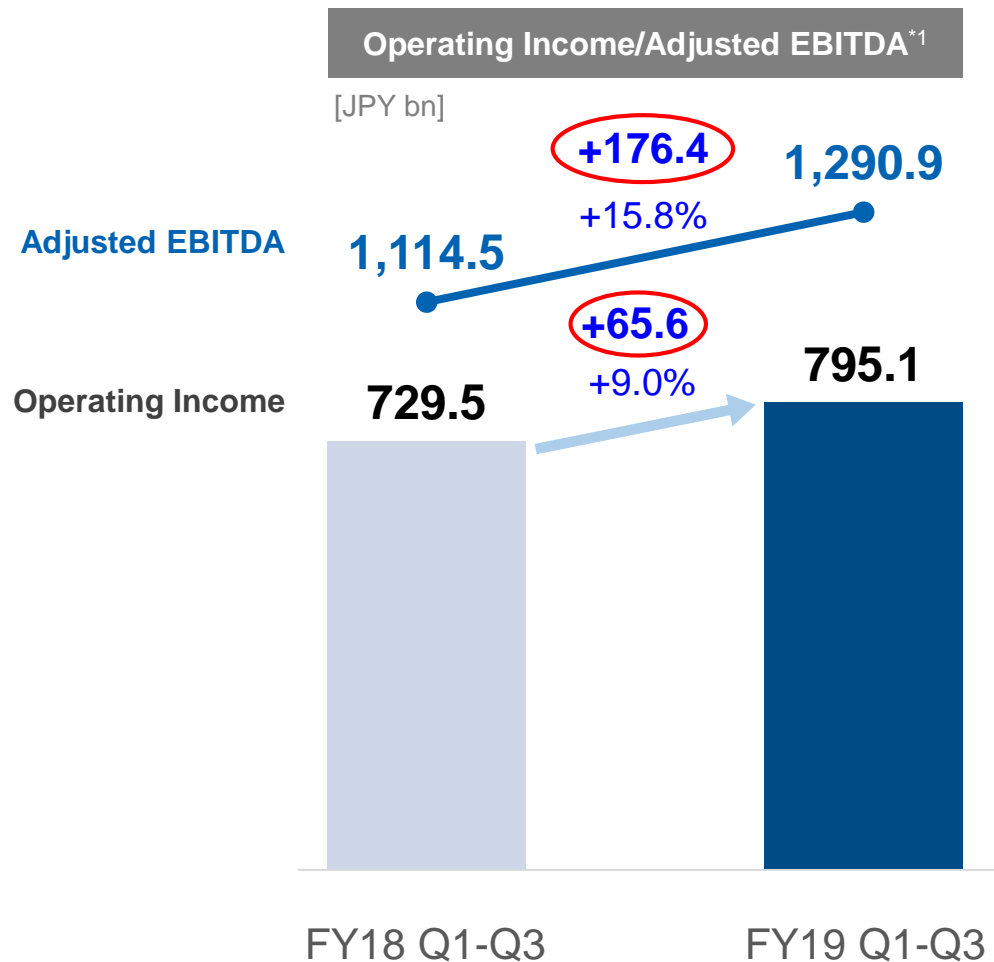
[JPY bn]



Operating Income/Adjusted EBITDA/Segment Income

FY18: after retrospective adjustments of ZHD consolidation

- Adjusted EBITDA increased by JPY +176.4 bn (+15.8%) YoY.
Adjusted EBITDA excluding impact from IFRS 16 increased by JPY +66.2 bn
- Operating income increased in all segments. JPY +65.6 bn (+9.0%) YoY



*1: Adjusted EBITDA = operating income + depreciation and amortization (including loss on disposal of non-current assets) ± other adjustments

*2: Inter-segment adjustments was -1.7 bn for FY18 Q1-Q3 and 0.6 bn for FY19 Q1-Q3

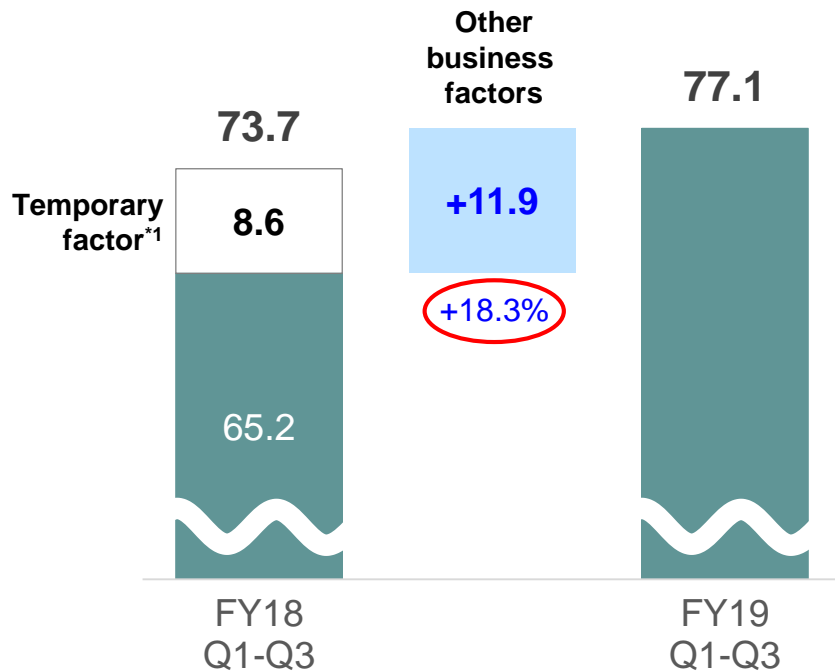
Segment Income (YoY Comparison)

FY18: after retrospective adjustments of ZHD consolidation

- Enterprise segment income was +18.3% YoY, excluding temporary factors in the previous fiscal year
- Other segment income drastically improved due to PayPay (subsidiary in the previous fiscal year) and gain on loss of control of subsidiary

Enterprise Segment Income

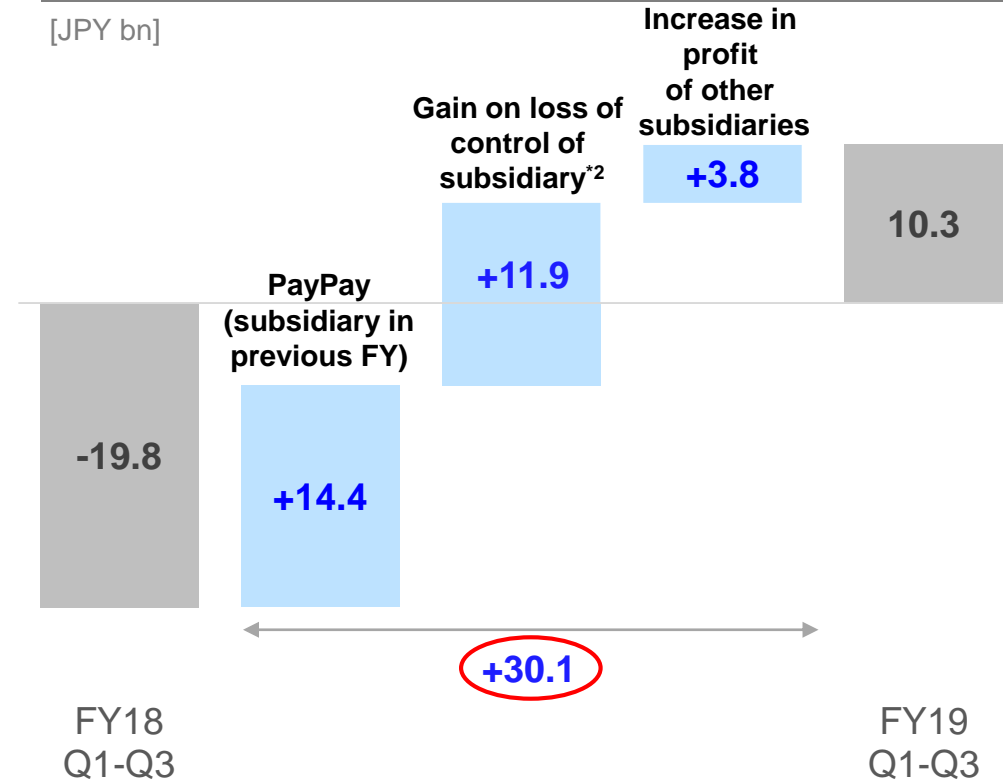
[JPY bn]



*1: Temporary decline in costs due to the recording of a reversal related to an allowance for losses on orders received associated with the expiration of a large contract related to network construction in the previous fiscal year

Other Segment Income

[JPY bn]



*2: Attributable to the recording of a gain on loss of control due to the reclassification of Cybereason Japan Corp. from the Company's subsidiary to an equity method affiliate

Impact from ZOZO Consolidation

- Due to consolidation of ZOZO by ZHD, ZOZO was consolidated from November (segment: Commerce of Yahoo segment)
- Operating income increased JPY 4.3 bn (after amortization of PPA*1) from ZOZO consolidation

[JPY bn]

Effect on Consolidated Balance Sheets		
		As of Dec 31, 2019
Assets		9,965.9
	ZOZO	810.7
	Goodwill	212.9
	Customer relationships	319.9
	Trademarks	178.7
	Other assets	99.2

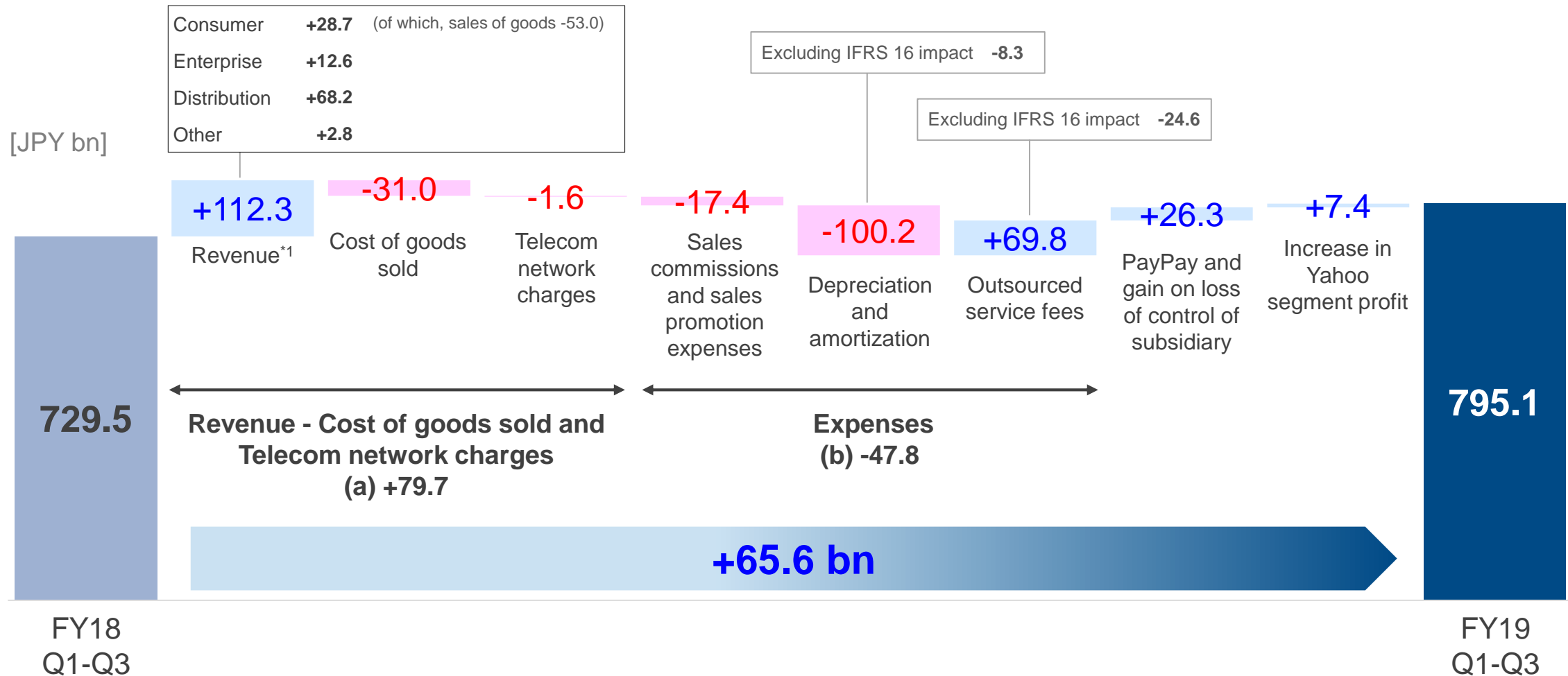
Effect on Consolidated Statements of Income	
	ZOZO FY19Q3 (2 months)
Revenue	24.1
Operating income (after PPA amortization of 2.2 bn)	4.3
Net income	0.6
(Reference)	
PPA amortization (2 months)	2.2

*1: Purchase Price Allocation. Consideration transferred is allocated to acquired assets and assumed liabilities based on the fair value on the acquisition date. The above amounts are provisional fair values based on the best estimate at present, and may change in a year from the acquisition date when additional information related to facts and circumstances that existed as of the acquisition date may be obtained. Trademarks are classified as intangible assets with indefinite useful lives.

Operating Income (YoY Comparison)

FY18: after retrospective adjustments of ZHD consolidation

- Revenue increased in all segments. After deduction of Cost of goods sold and Telecommunication network charges, gross profit increased by JPY +79.7 bn YoY (a)
- Expenses increased by JPY 47.8 bn YoY (b) due to vigorous sales promotions, subsidiaries, and business expansion



*1: Sales to external customers

Cumulative Subscribers (Main Subscribers/Smartphones) SoftBank

- Cumulative main subscribers reached 35.93 mil (+1.70 mil YoY)
- Cumulative smartphones reached 23.48 mil (+2.02 mil YoY), steady growth in all 3 brands

Cumulative Subscribers*1

[Mil]

YoY

+1.70

-0.31

+2.02

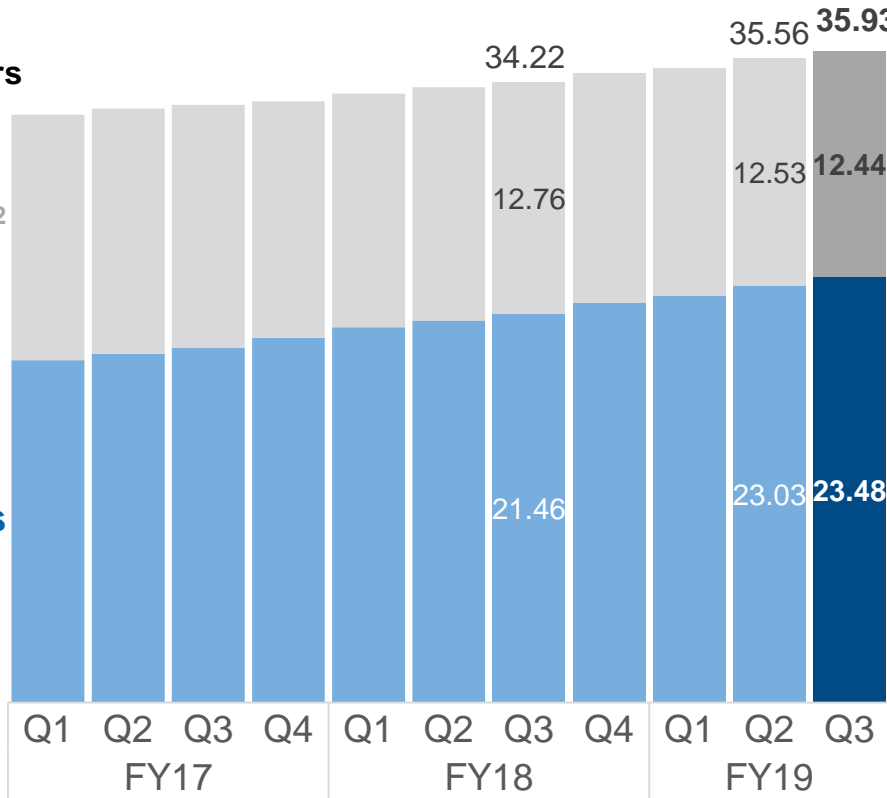
Q2: +1.94

Q1: +1.73

Main Subscribers

Other*2

Smartphones



Smartphone Subscribers

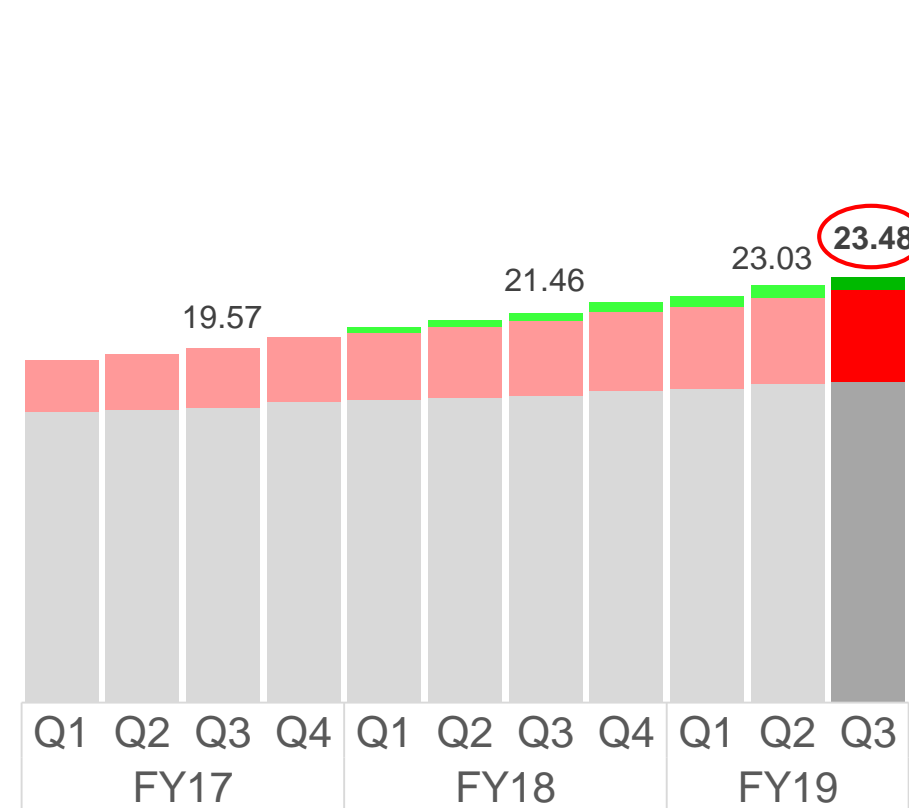
[Mil]

23.48

LINE MOBILE

Y!mobile

SoftBank

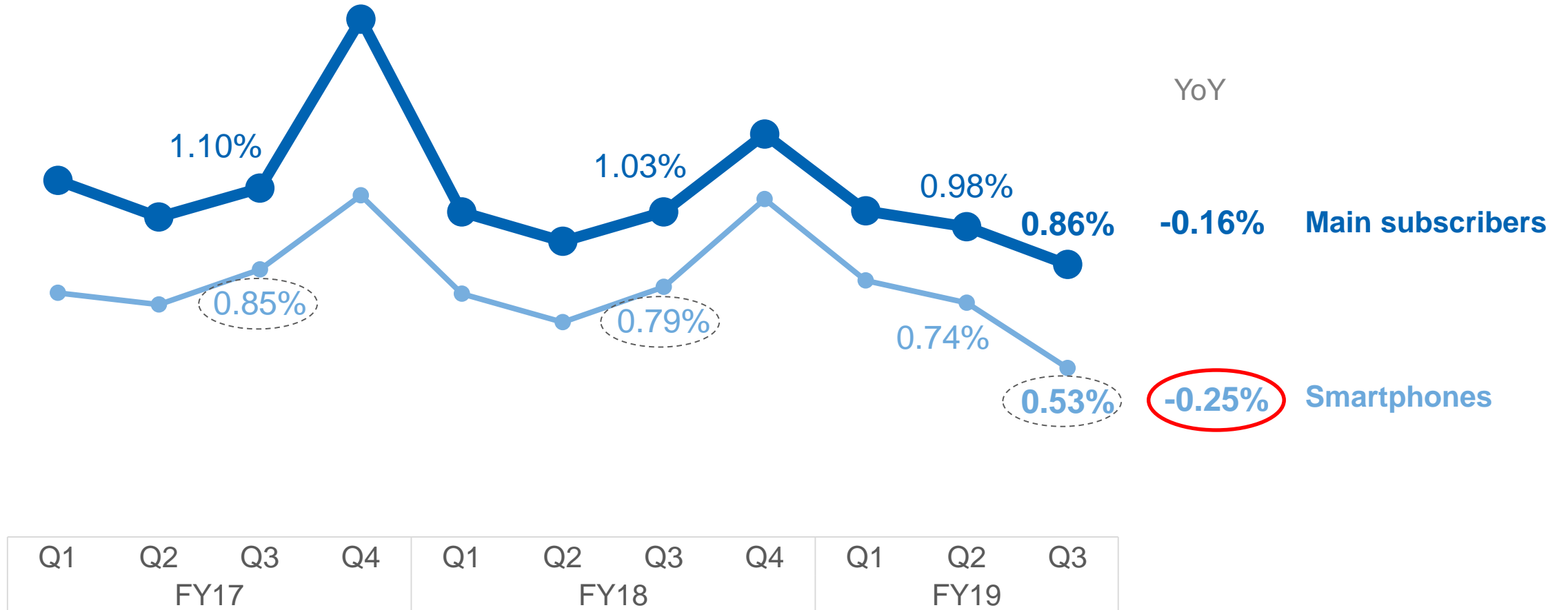


*1: Cumulative subscribers include Wireless Home Phone subscribers (FY18 Q3: 0.42 mil, FY19 Q3: 0.53 mil)

*2: Feature phones, tablets, mobile data communications devices, Wireless Home Phones, etc.

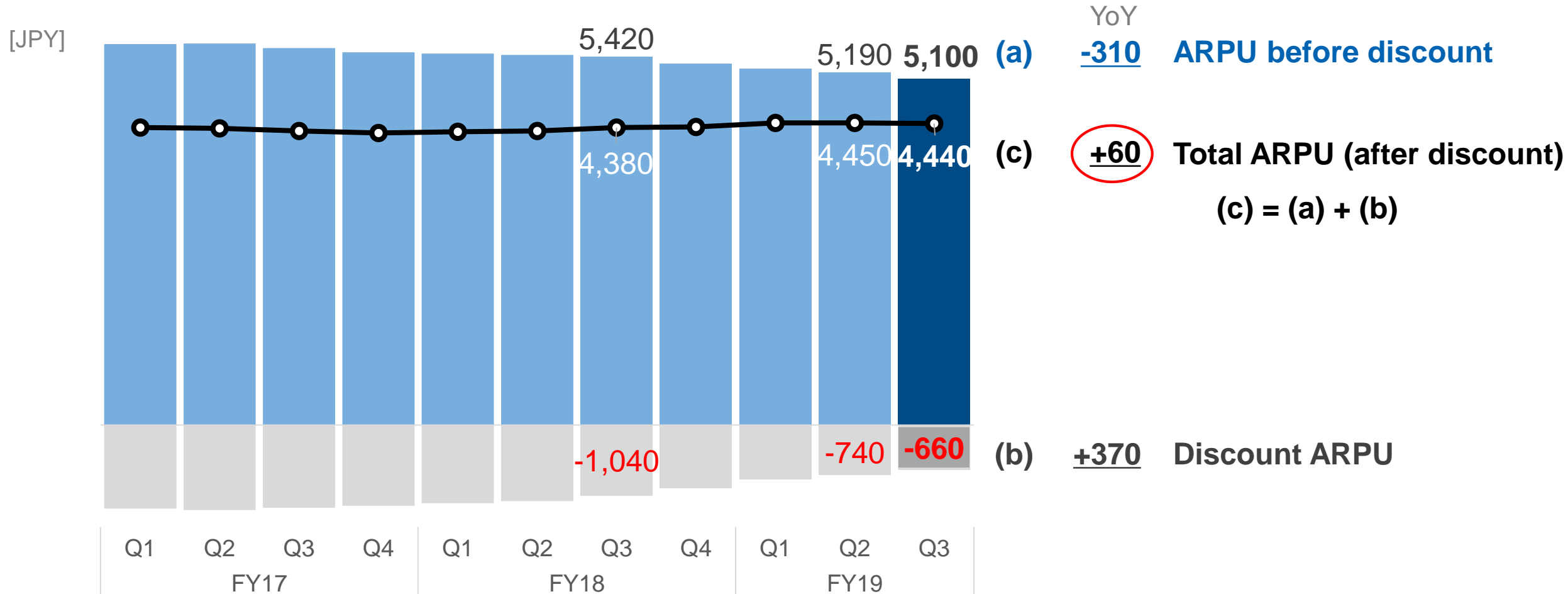
Churn Rate (Main Subscribers/Smartphones)

- Churn rate improved significantly due to lower customer liquidity following the Amendment of Telecommunications Business Act in October 2019
- Churn rate for smartphones reached historical low



ARPU (Main Subscribers)

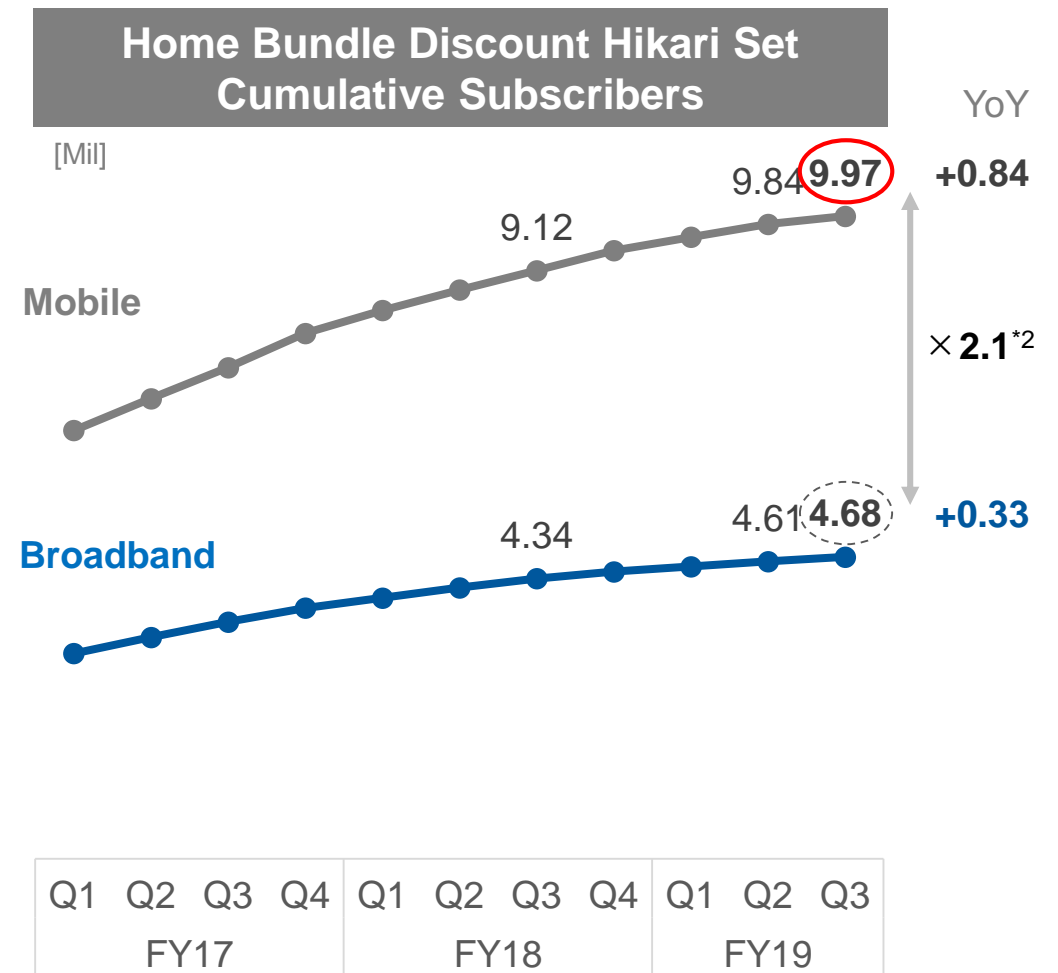
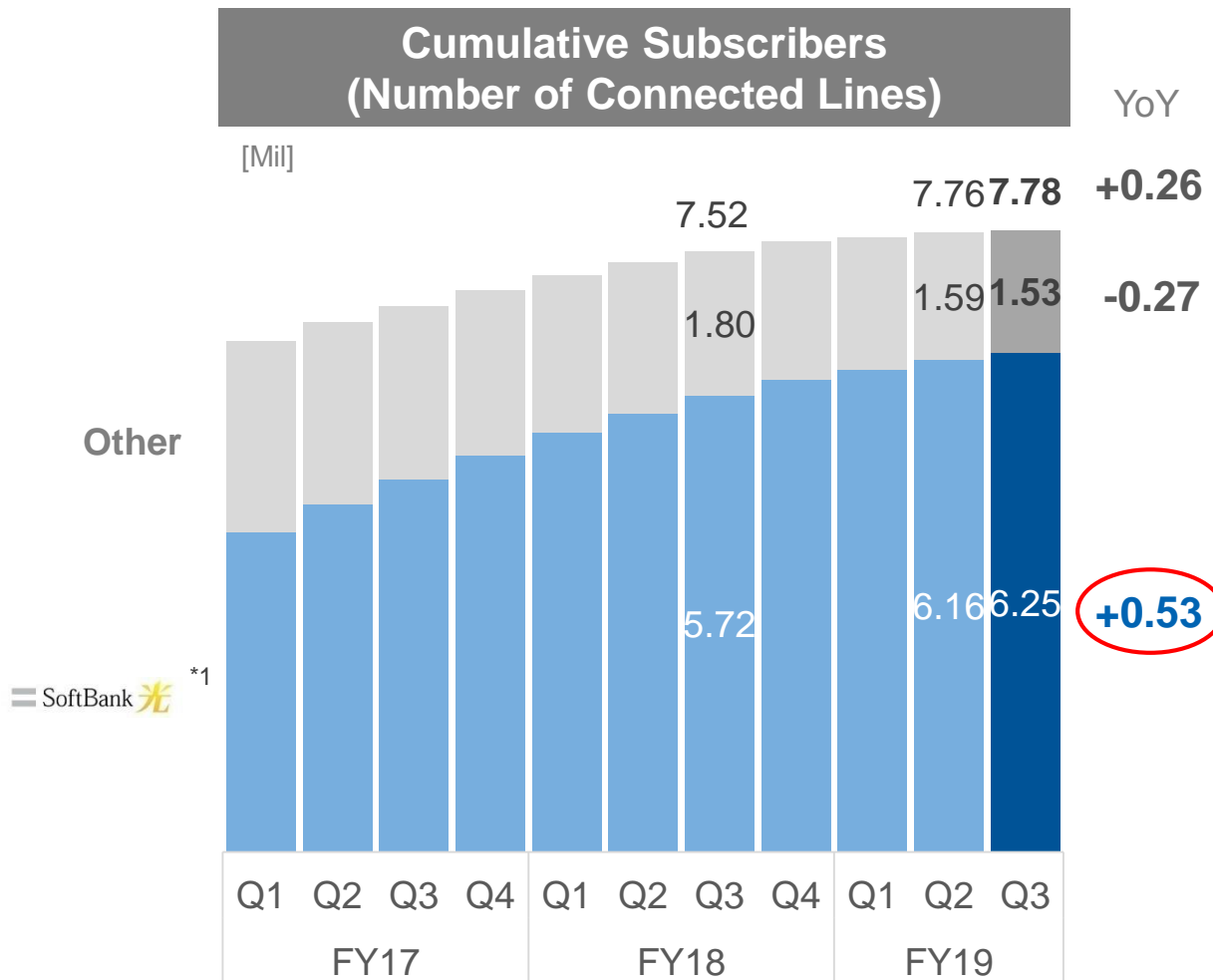
- ARPU before discount decreased due to the introduction of plans that separate handset payment and service fees, as well as a rise in composition ratio of Y!mobile and LINE MOBILE subscribers (a)
- Total ARPU rose by JPY 60 YoY in Q3 due to a decrease in Monthly Discounts after the introduction of plans that separate handset payment and service fees (c)



*Revenue deductions relating to reward points and programs supporting handset payments are not included in calculation of ARPU

Broadband Service

- SoftBank Hikari cumulative subscribers were 6.25 mil as of Q3, steadily increased 0.53 mil YoY
- Home Bundle Discount Hikari Set applications to mobile subscribers increased to 9.97 mil



*1: SoftBank Hikari includes SoftBank Air

*2: Number of mobile lines under bundled discount per SoftBank Hikari line

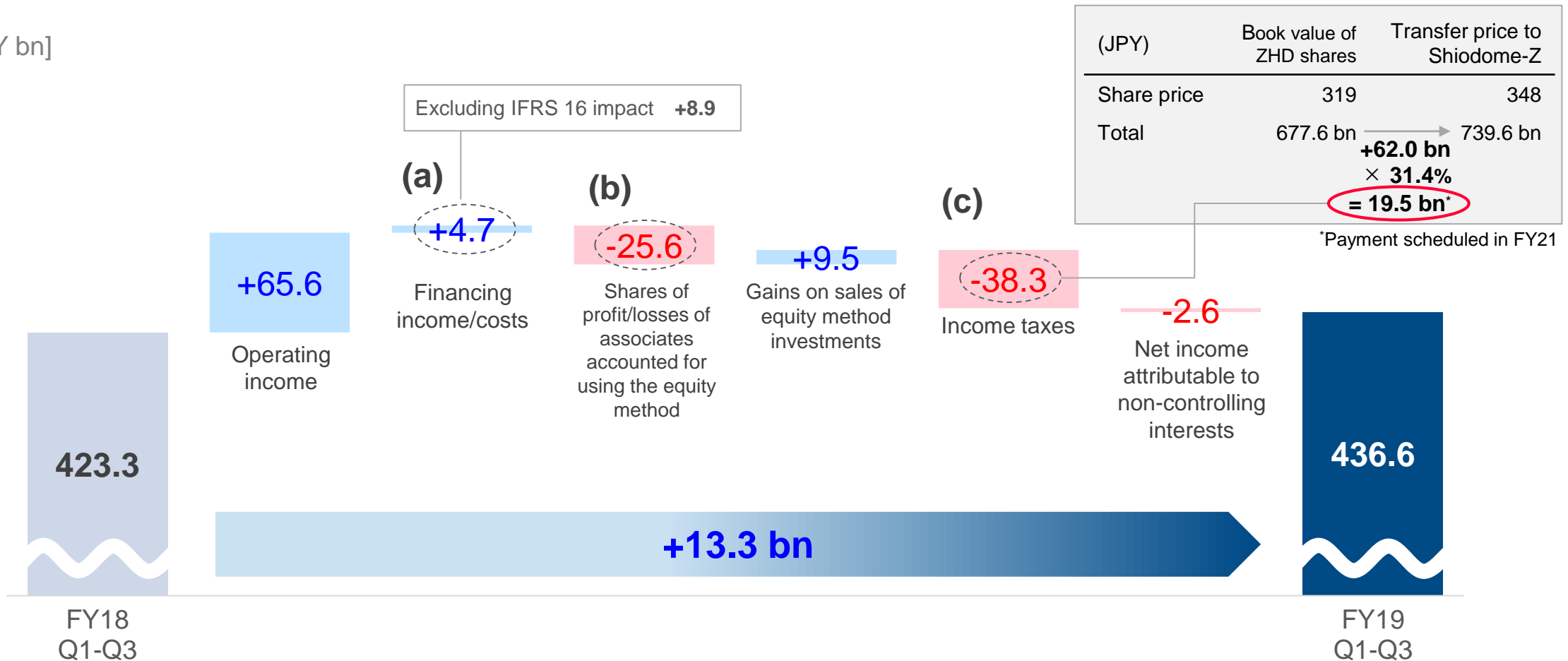
Net Income (YoY Comparison)

FY18: after retrospective adjustments of ZHD consolidation



- Financing income/costs: Improvement due to valuation gain of financial instruments and decrease in interest (a)
- Shares of profit/losses of associates accounted for using the equity method: Loss increased from upfront investment to new businesses, such as PayPay (b)
- Income taxes: Increased due to increase in profit, income taxes of JPY 19.5 bn related to gain on intergroup transfer of ZHD shares in regards to business integration of ZHD and LINE, and JPY 12.0 bn from the use of loss carryforwards in the previous fiscal year (c)

[JPY bn]



Revisions to FY2019 Full-year Forecast

- Revised full-year revenue and operating income forecasts upward due to growth of smartphone subscribers and Business solution and others
- No revision to net income due to recording of JPY 19.5 bn in income tax related to business integration between ZHD and LINE^{*2}

	FY2019 Full-year Forecast (BOP ^{*1})	FY2019 Full-year Forecast (Revised)	Change	Change %
Revenue	JPY 4,800.0 bn	JPY 4,820.0 bn	+JPY 20.0 bn	+0.4 %
Operating income	JPY 890.0 bn	JPY 900.0 bn	+JPY 10.0 bn	+1.1 %
Net income	JPY 480.0 bn	JPY 480.0 bn	—	—
Dividend per share	JPY 85	JPY 85	—	—

*1: Beginning of the period for the fiscal year ending March 31, 2020

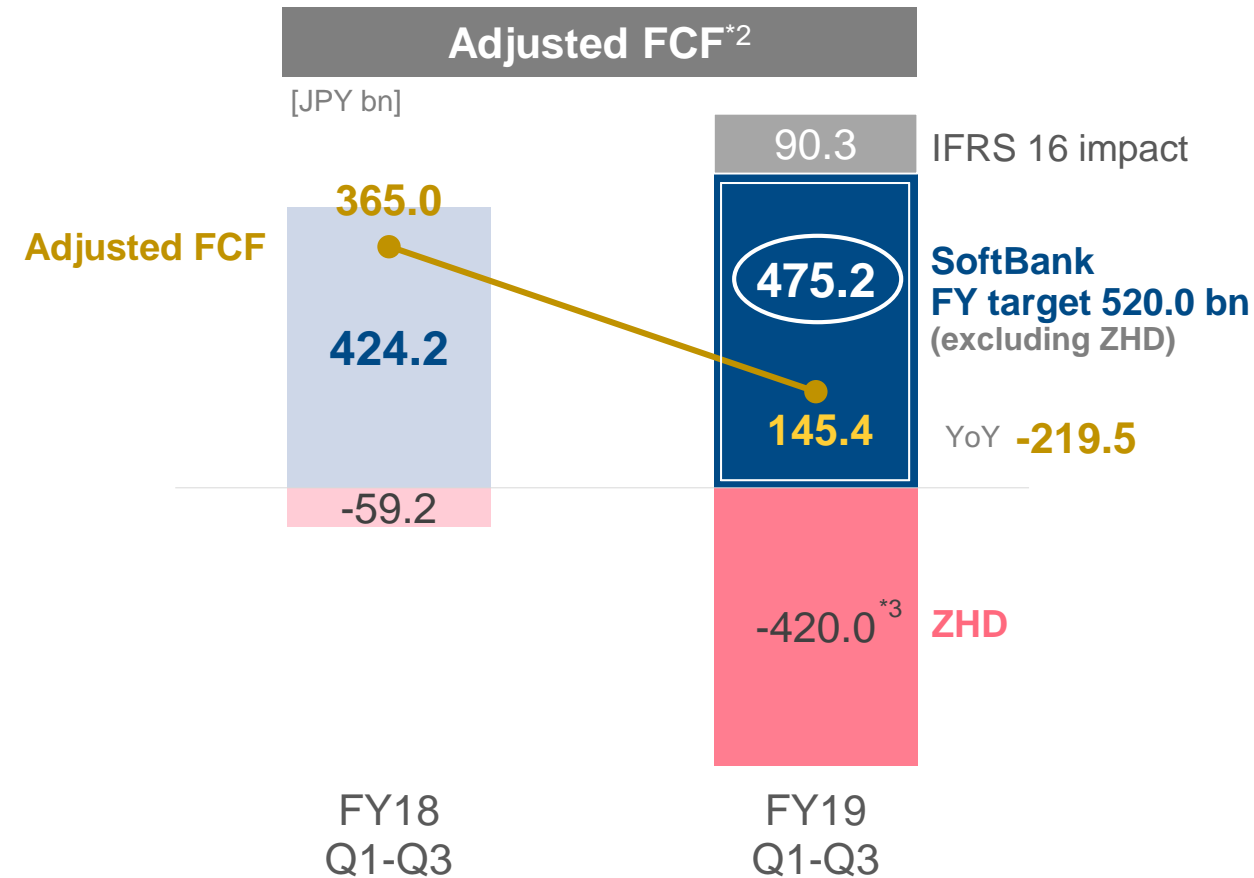
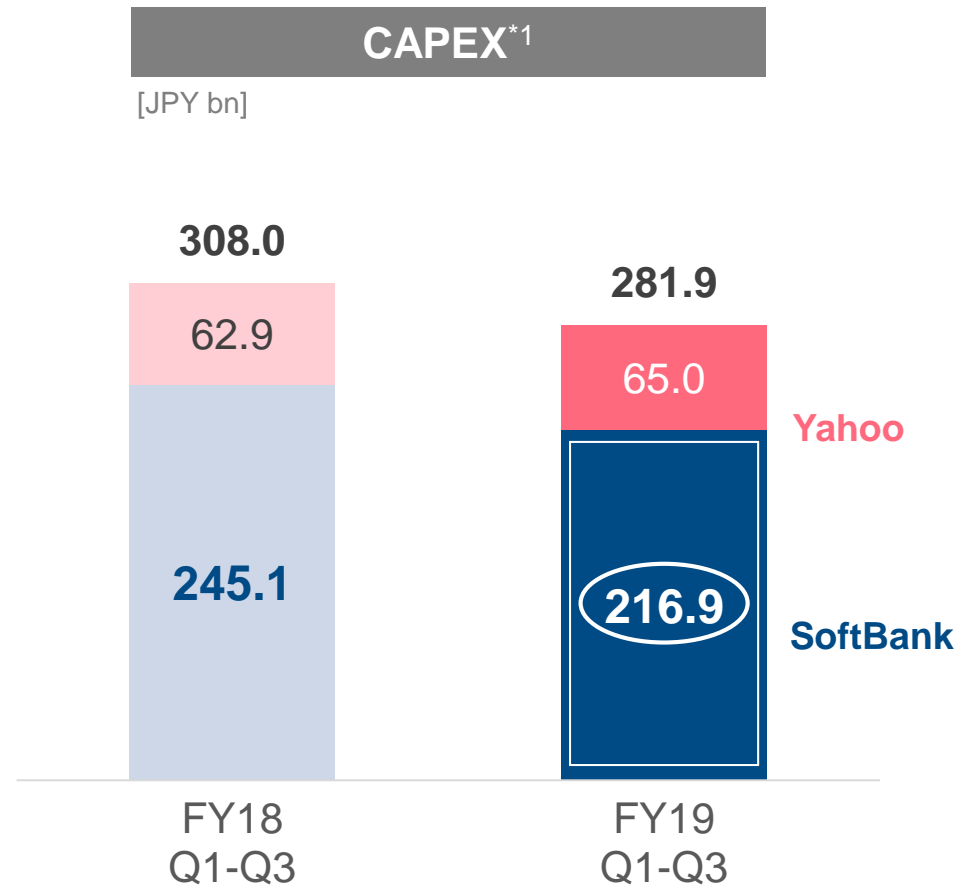
*2: Income tax of JPY 19.5 bn recorded in FY19Q3, related to the gain on intergroup transfer of shares of ZHD, following the conclusion of the definitive agreement for the business integration between ZHD and LINE Corporation

CAPEX/Adjusted Free Cash Flow

FY18: after retrospective adjustments of ZHD consolidation



- CAPEX was JPY 281.9 bn. CAPEX excluding ZHD was JPY 216.9 bn (FY target JPY 380.0 bn)
- Adjusted free cash flow was JPY 145.4 bn. Adjusted free cash flow excluding ZHD and IFRS 16 impact was JPY 475.2 bn. Progressing at a steady pace towards full-year forecast of JPY 520.0 bn



*1: CAPEX is on acceptance basis. Excludes CAPEX for rental mobile phones and impact from IFRS 16

*2: Adjusted FCF = FCF ± total CF relating to non-recurring transactions with SoftBank Group Corp. + (proceeds from the securitization of installment sales receivables – repayments thereof)

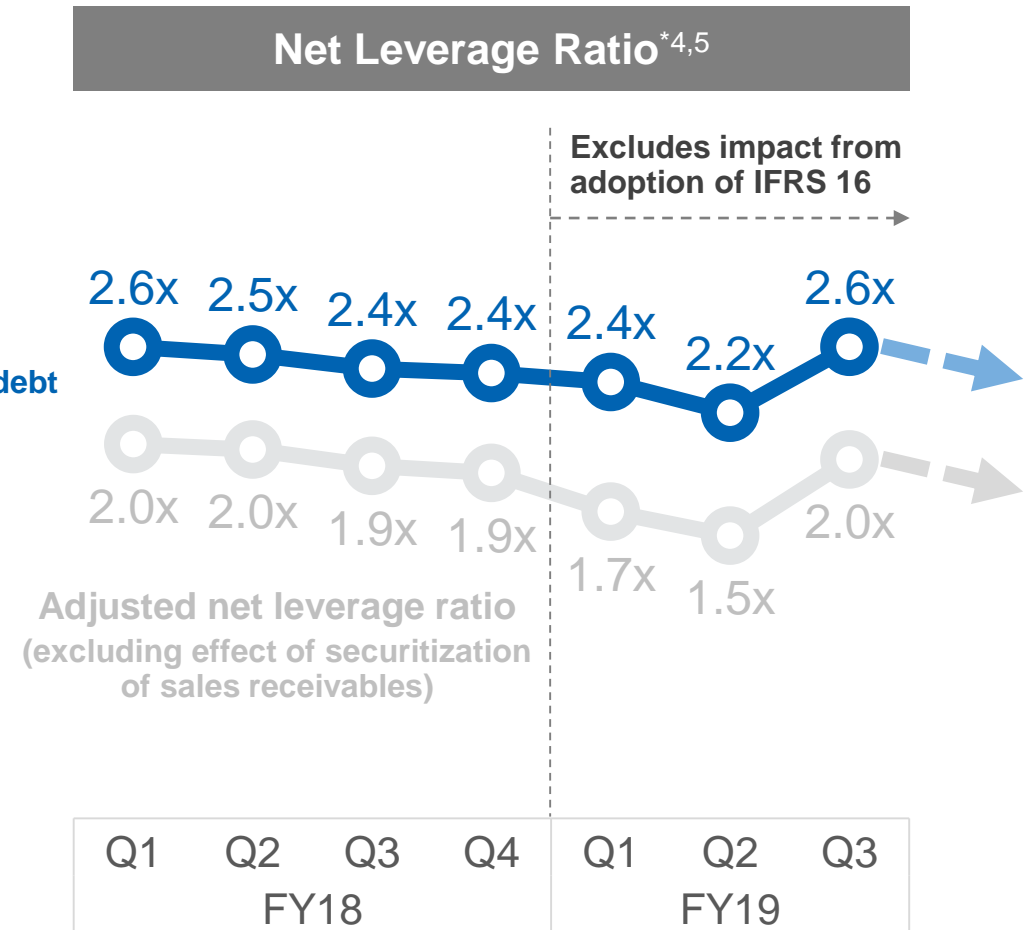
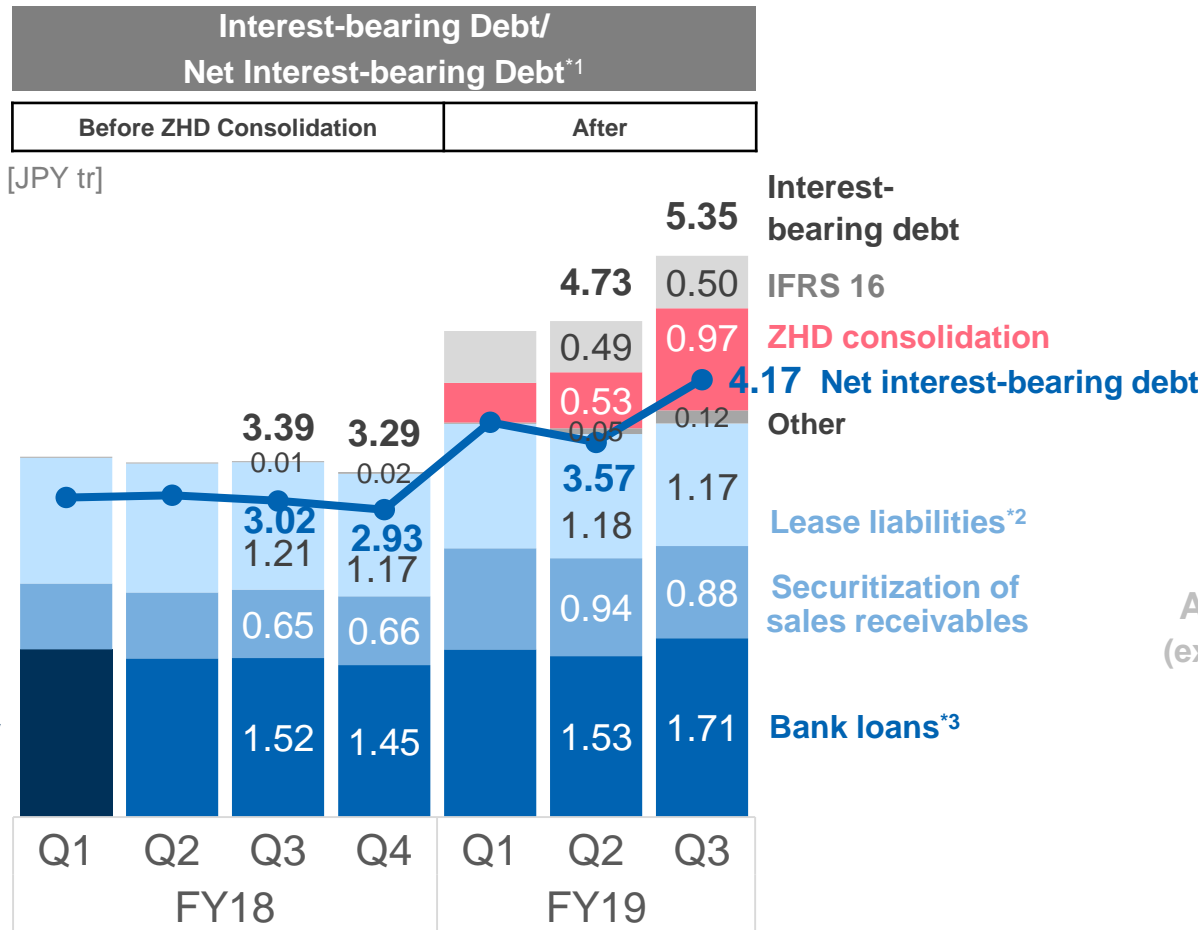
*3: Sum of ZHD's disclosed FCF and dividend payments from ZHD to SoftBank Corp. (5.4 bn)

Interest-bearing Debt/Net Interest-bearing Debt and Net Leverage Ratio

FY18: after retrospective adjustments of ZHD consolidation



- Net interest-bearing debt increased QoQ due to tender offer by ZHD for ZOZO shares and payment of dividends and income taxes
- Net leverage ratio temporarily increased due to the above factors, but is expected to improve at end of FY



*1: Net interest-bearing debt = Interest-bearing debt – Cash and cash equivalents

*2: Lease liabilities for FY19 are liabilities and borrowings related to sale and leaseback transactions of SoftBank Corp. (standalone basis) and WCP (including payables from purchase of installments)

*3: Senior Loan Agreements which SoftBank Corp. entered in August 2018 and June 2019

*4: Net leverage ratio = Net interest-bearing debt/ Adjusted EBITDA (LTM)

*5: Excludes impact from adoption of IFRS 16

Major Financing Activities

- Promoting the diversification of financing methods with the aim of stabilizing the financial base
- Start preparations for issuance of bonds

Category	Events	Purpose, effect, etc.	FY19Q3 balance	Time period
Bank loans	Syndicated loan arrangement	Financing to acquire ZHD shares	JPY 325.0 bn*1	Oct. 2019
	Structuring of ECA*2 financing	Raising funds for 5G capital expenditures (Facility amount: JPY 50.8 bn)	—	Feb. 2020
Securitization of sales receivables	Securitization of telecom service fee receivables	Receivables securitization framework to secure working capital (Facility amount: JPY 300.0 bn)	JPY 140.0 bn	From Jun. 2018
	Securitization of installment receivables through self settled trusts	Improve efficiency of financing by securitization of installment receivables (Facility amount: JPY 250.0 bn)	JPY 30.0 bn	From May 2019
Corporate bonds	Issuance of short-term corporate bonds (CP)	To raise working capital with low interest	JPY 107.0 bn	From Sep. 2019
	Acquisition of credit ratings	Preparations for the issuance of corporate bonds Obtaining opinions on financial independence	R&I A+ JCR AA-	May 2019 Jun. 2019
	Issuance of bonds	Diversification of medium-to long-term financing sources Financing for repayment of borrowings	—	Jan. 2020 Shelf registration form submitted

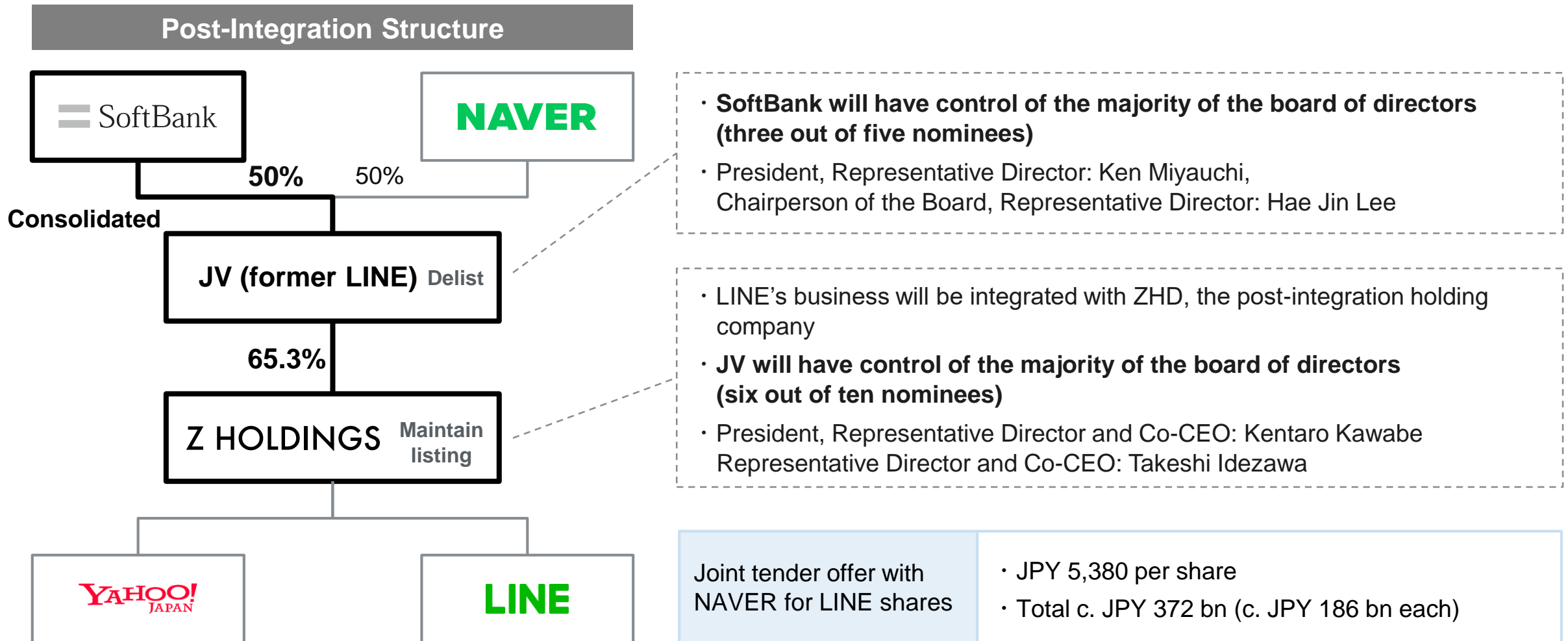
*1: Not including adjustment of amortized cost

*2: Export Credit Agency

Business Integration Between ZHD and LINE

- After the business integration is completed, the JV (consolidated by SoftBank) between NAVER and SoftBank will own 65.3% of ZHD

Post-Integration Structure

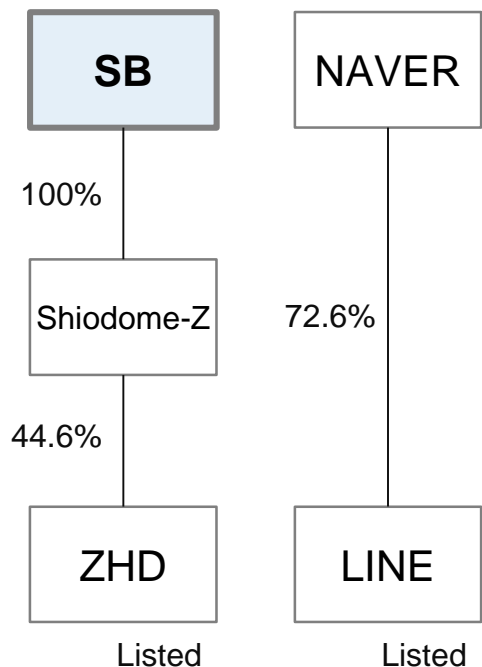


*The structure is partially omitted or simplified.

*The structure of each of the proposed transactions and their ordering relative to one another may be changed within the scope of the purpose of this business integration and with the agreement of all parties concerned.

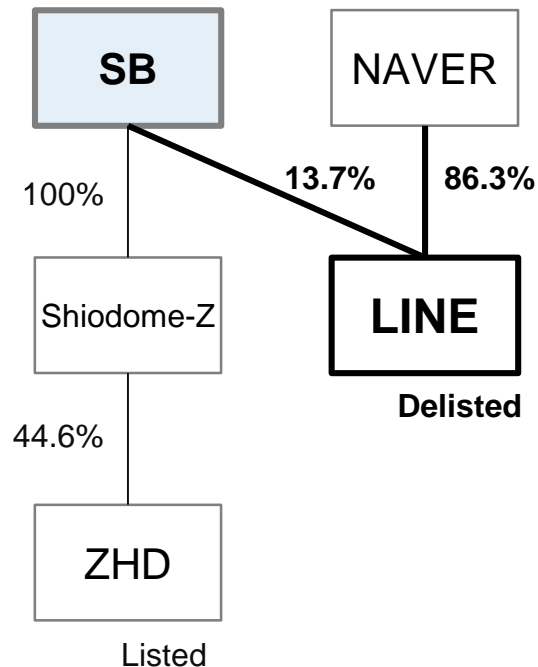
Proposed Transaction Structure

As of the commencement of transaction



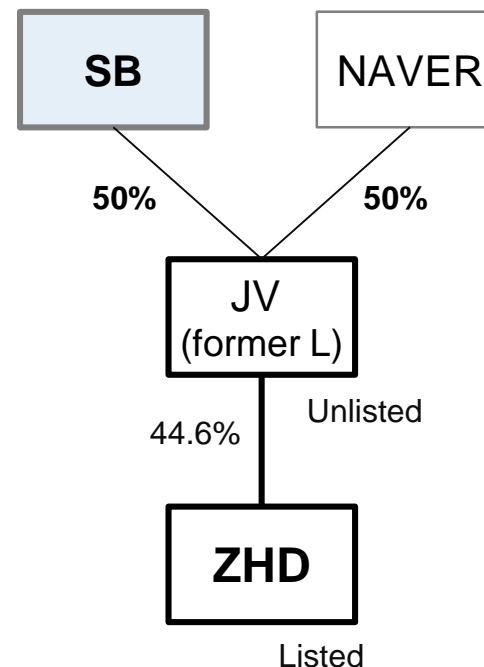
Tender offer for LINE shares/ 100% subsidization

Joint tender offer and squeeze-out



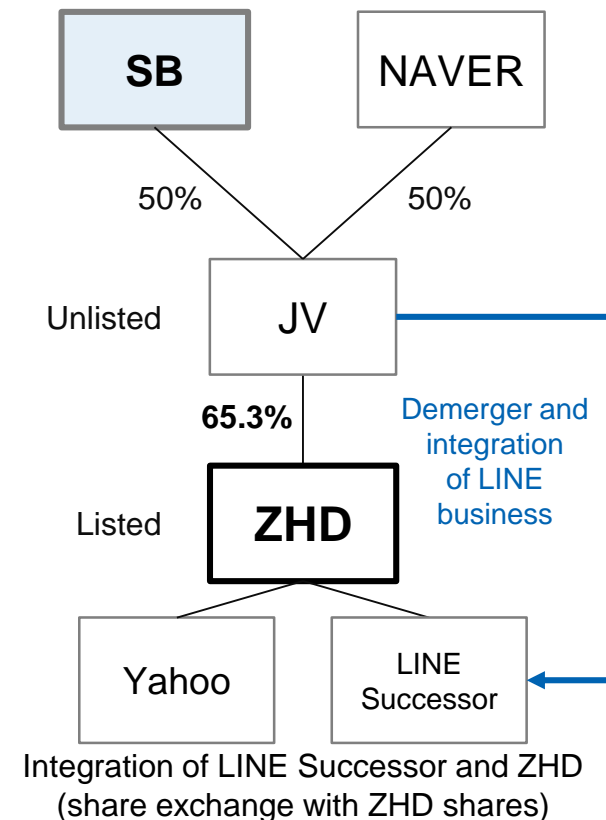
Cash outflow of c. JPY 186 bn for each company

Transfer of ZHD shares



- 1) LINE will acquire ZHD shares from Shiodome-Z through tender offer
- 2) LINE and Shiodome will merge, and in exchange LINE will issue shares to SB

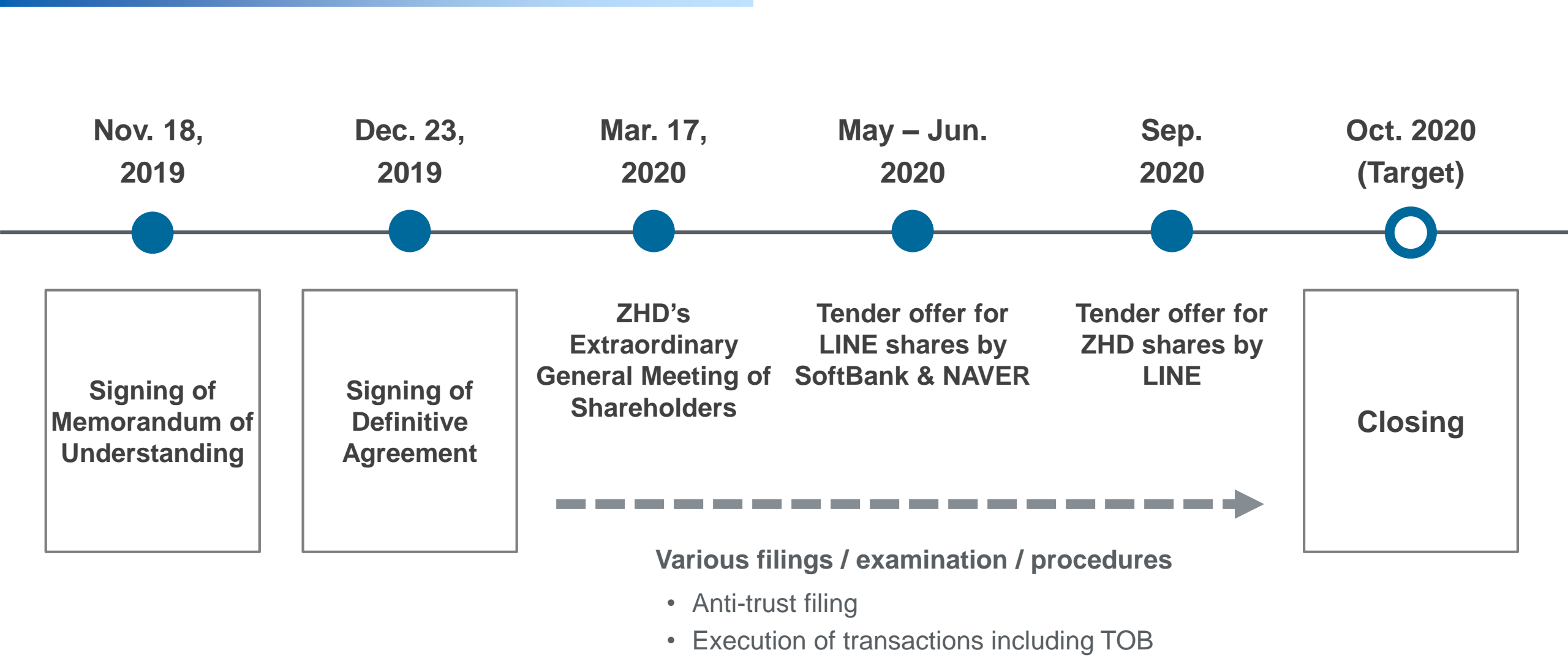
Integration of ZHD and LINE business



*The structure is partially omitted or simplified.

*The structure of each of the proposed transactions and their ordering relative to one another may be changed within the scope of the purpose of this business integration and with the agreement of all parties concerned.

Timeline (planned)



SoftBank Growth Strategy

Beyond Carrier



New
Businesses



AI / Technologies
Cutting-edge business models

Yahoo Japan



Telecom
Business



Smartphone subscriber growth



Broadband subscriber growth



New infrastructure

Appendix

Consolidated Statements of Income

[JPY bn]	After ZHD Consolidation		Variance	Reasons for Variance	[Reference] Disclosed
	FY18 Q1-Q3	FY19 Q1-Q3			FY18 Q1-Q3
Revenue	3,454.5	3,618.0	+163.5		2,776.7
Cost of sales	-1,804.4	-1,857.3	-52.8		-1,521.4
Gross profit	1,650.0	1,760.7	+110.6		1,255.3
Selling, general and administrative expenses	-924.2	-977.5	-53.3	Increase in sales commissions and sales promotion expenses	-620.2
Other operating income	8.4	12.0	+3.5		4.7
Other operating expenses	-4.8	-	+4.8		-4.8
Operating Income	729.5	795.1	+65.6		634.9
Share of gain / losses (-) of associates accounted for using the equity method	-4.3	-29.9	-25.6	Increase in expenses for sales promotion campaigns of PayPay	-15.5
Financing income	1.8	5.0	+3.2		1.3
Financing costs	-45.7	-44.2	+1.5		-44.0
Gains on sales of equity method investments	3.2	3.7	+0.4		6.2
Impairment loss of equity method investments	-9.1	-	+9.1		-9.1
Profit before income taxes	675.4	729.6	+54.2		573.8
Income taxes	-222.1	-260.4	-38.3	Recording of income taxes related to the gain on intergroup transfer of shares of ZHD, following the conclusion of the definitive agreement for the business integration between ZHD and LINE, and increase due to use of loss carryforwards in Q1-Q3 FY18	-181.5
Net income	453.2	469.2	+15.9		392.3
Net income attributable to					
Owners of the Company	423.3	436.6	+13.3		395.9
Non-controlling interests	29.9	32.5	+2.6	Effect from consolidation of ZOZO	-3.6

Consolidated Statements of Financial Position (Assets)



[JPY bn]	After ZHD Consolidation		Variance	Reasons for Variance	[Reference] Disclosed
	As of Mar. 31, 2019	As of Dec. 31, 2019			As of Mar. 31, 2019
Total assets	8,036.3	9,965.9	+1,929.5		5,775.0
Current assets	2,965.7	3,610.2	+644.5		1,756.3
Cash and cash equivalents	938.4	1,179.6	+241.3	+229.3 from unsecured bonds issued by ZHD	358.0
Trade and other receivables	1,696.0	1,997.7	+301.8	Increase in transaction value for payment business	1,186.9
Other financial assets	90.6	86.5	-4.1		1.7
Inventories	132.8	111.2	-21.6		114.3
Other current assets	108.0	235.1	+127.1	Refundable taxes related to dividends paid from Yahoo Japan to ZHD	95.5
Non-current assets	5,070.6	6,355.7	+1,285.0		4,018.7
Property, plant and equipment	1,791.3	864.0	-927.3	Due to adoption of IFRS 16, assets recorded based on classification of lease contracts were transferred to right-of-use assets	1,657.3
Goodwill	393.3	618.3	+225.0	Goodwill related to consolidation of ZOZO	198.5
Intangible assets	1,212.4	1,704.5	+492.1	Intangible assets related to consolidation of ZOZO	1,046.0
Right-of-use assets	-	1,344.9	+1,344.9	Due to adoption of IFRS 16, assets recorded based on classification of lease contracts were transferred to right-of-use assets	-
Contract costs	211.7	212.9	+1.2		208.1
Investments accounted for using the equity method	89.7	91.2	+1.5		68.3
Other financial assets	736.5	880.7	+144.2	Increase in long-term installment receivables due to introduction of 4-year installment and increase in deposit to Central clearing agency of The Japan Net Bank	126.0
Investment securities	114.8	133.7	+18.9		590.5
Investment securities in banking business	337.5	347.2	+9.7		-
Deferred tax assets	72.6	46.4	-26.3		36.6
Other non-current assets	110.9	112.0	+1.2		87.4

Consolidated Statements of Financial Position (Liabilities)



[JPY bn]	After ZHD Consolidation		Variance	Reasons for Variance	[Reference] Disclosed
	As of Mar. 31, 2019	As of Dec. 31, 2019			As of Mar. 31, 2019
Total liabilities	6,013.8	8,281.5	+2,267.8		4,510.6
Current liabilities	3,317.0	4,576.9	+1,259.9		2,046.3
Interest-bearing debt	953.7	1,984.1	+1,030.4	+427.3 from borrowings for purchase of ZOZO shares, +140.0 from securitization of telecom service fee receivables, +133.0 from adoption of IFRS 16, +107.0 from issuance of commercial paper, +64.4 from bank borrowings for additional purchase of ZHD shares, and increase in borrowings of other group companies	909.9
Trade and other payables	1,214.2	1,264.1	+49.9		817.5
Deposits for banking business	745.7	866.3	+120.6	Increase in saving accounts of The Japan Net Bank	-
Contract liabilities	126.4	122.9	-3.5		114.0
Other financial liabilities	3.2	3.9	+0.7		-
Income taxes payable	115.5	81.5	-34.0		91.3
Provisions	10.0	6.4	-3.5		7.9
Other current liabilities	148.4	247.6	+99.2	Withholding tax related to dividends paid from Yahoo Japan to ZHD	105.6
Non-current liabilities	2,696.8	3,704.7	+1,007.9		2,464.3
Interest-bearing debt	2,538.0	3,367.9	+829.9	+366.3 from adoption of IFRS 16, +257.8 from bank borrowings for additional purchase of ZHD shares, and +219.3 from unsecured bonds issued by ZHD	2,379.5
Other financial liabilities	38.6	36.7	-2.0		11.6
Defined benefit liabilities	14.7	16.5	+1.8		11.1
Provisions	72.7	78.5	+5.8		54.8
Deferred tax liabilities	20.4	192.9	+172.5	Deferred tax liabilities related to consolidation of ZOZO	-
Other non-current liabilities	12.4	12.3	-0.1		7.4

Consolidated Statements of Financial Position (Equity)



[JPY bn]	After ZHD Consolidation		Variance	Reasons for Variance	[Reference] Disclosed
	As of Mar. 31, 2019	As of Dec. 31, 2019			As of Mar. 31, 2019
Total equity	2,022.6	1,684.3	-338.2		1,264.5
Equity attributable to owners of the Company	1,498.2	967.6	-530.6		1,247.1
Common stock	204.3	204.3	-		204.3
Capital surplus	111.8	-132.6	-244.4	c. -330.0 from difference in equity of ZHD and acquisition price (equivalent to goodwill)	202.7
Retained earnings	1,178.3	965.5	-212.8	-382.1 from dividend payments by SoftBank Corp, c. -280.0 due to retrospective adjustments of ZHD consolidation in FY18, and +436.6 from net income in FY19	893.9
Treasury stock	-	-68.7	-68.7	-68.7 from purchase of treasury stock by SoftBank Corp.	-
Accumulated other comprehensive income	3.7	-0.9	-4.7		-53.8
Non-controlling interests	524.4	716.7	+192.3	Effect from consolidation of ZOZO	17.4

Consolidated Statements of Cash Flows

[JPY bn]	After ZHD Consolidation		Reasons for Variance	[Reference] Disclosed
	FY18 Q1-Q3	FY19 Q1-Q3		FY18 Q1-Q3
Cash flows from operating activities	727.6	793.1		651.2
Net income	453.2	469.2		392.3
Depreciation	375.8	497.1	+105.6 due to adoption of IFRS 16	337.2
Change in working capital	-71.9	-248.6	Increase in trade and other receivables associated with an increase in transaction value for the payment business	-83.4
Interest paid	-59.3	-46.4	Increase in interest paid and fees due to preparation for the listing of shares of our common stock on the TSE in FY18	-58.8
Income taxes paid/refunded	-244.4	-247.0		-186.7
Other	274.2	368.8		250.6
Cash flows from investing activities	-434.9	-729.5		-528.9
Purchases of/proceeds from sales of property, plant and equipment and intangible assets	-364.5	-323.5		-295.4
Proceeds from sales/redemption of investments	-23.1	-9.7		-236.2
Proceeds from obtaining control of subsidiaries	0.0	-377.8	Purchase of ZOZO shares	3.9
Other	-47.3	-18.5		-1.2
Cash flows from financing activities	-322.8	177.8		133.2
Proceeds from interest-bearing debt	2,684.1	2,062.9	Increase in additional borrowings from banks in FY18	2,650.1
Repayment of interest-bearing debt	-2,497.9	-1,124.0	Repayment of borrowings to SoftBank Group in FY18	-2,493.1
Net increase/decrease of short-term interest-bearing debt	-5.1	295.8	Increase in short-term borrowings for purchase of ZHD shares in FY18	-
Cash dividends paid	-22.1	-396.1		-0.4
Purchase of treasury stock	-	-68.7	Purchase of treasury stock by SoftBank Corp.	-
Payment for purchase of subsidiaries' interests	-221.0	-	Purchase of ZHD shares by SoftBank Corp. in FY18	-19.5
Purchase of treasury stock by subsidiaries	-228.0	-526.8	Purchase of treasury stock by ZHD in FY18 and FY19	-
Other	-32.8	-65.3		-3.9
Effect of exchange rate changes on cash and cash equivalents	0.5	-0.2		-
Cash and cash equivalents at the beginning of the period	987.8	938.4		121.0
Cash and cash equivalents at the end of the period	958.2	1,179.6		376.6
Adjusted free cash flow	365.0	145.4		204.0

Subsidiaries (1/2)

■ 269 group companies as of Dec. 2019 (of which, 206 subsidiaries and 63 affiliate*1 companies)

Segment	Company Name	Ratio of Voting Rights Held	Business Description	Blue: listed company
Consumer	Wireless City Planning Inc.	32.2%	Telecommunication services (Economic interests: 99.5%)	
	LINE MOBILE Corporation	60.0%	Telecommunication services	
	WILLCOM OKINAWA, Inc.	100.0%	Telecommunication services	
	SB Power Corp.	100.0%	Sales and purchases of power and mediating power transaction	
	SB Mobile Service Corp.	100.0%	Call center business	
Enterprise	IDC Frontier Inc.	100.0%	Data center business	
	Telecom Engineering CO.,LTD.*2	100.0%	Construction and operation related to telecommunications	
Distribution	SB C&S Corp.	100.0%	Distribution and sales of IT-related products, provision of IT-related services	
Yahoo	Z Holdings Corporation*3	44.6%	Holdings company	
	Yahoo Japan Corporation	100.0%	E-commerce, internet advertising business	
	Ikyu Corporation	100.0%	Operation of internet sites that provide reservation services for high-end hotels and restaurants, etc.	
	ZOZO, Inc.	50.1%	Operation of an e-commerce fashion website, distribution of private brand, operation of fashion media	
	YJ Card Corporation	100.0%	Credit card, card loan, credit guarantee business	
	ASKUL Corporation	45.1%	Mail-order service of office-related products and other delivery services	
	YJFX, Inc.	100.0%	Foreign exchange margin trading business	
	The Japan Net Bank, Limited	46.6%	Banking business	
	eBOOK Initiative Japan Co., Ltd.	43.9%	Content digitization and distribution service, planning, development, and production of digital content, and publishing and editorial service for magazines and books	
	ValueCommerce Co., Ltd.	52.0%	Advertisement business, CRM business	

*1: Affiliate companies include joint ventures

*2: On October 1, 2019, the company was renamed to SB Engineering Corp. from Telecom Engineering CO., LTD

*3: On October 1, 2019, Z Holdings Corporation (hereinafter "ZHD") transitioned to a holding company structure through a company split (absorption-type company split) and changed its trade name from Yahoo Japan Corporation

Subsidiaries (2/2), Affiliates

Segment	Company Name	Ratio of Voting Rights Held	Business Description	Blue: listed company
Other	HAPSMobile Inc.	92.9%	R&D and manufacturing of network equipment for HAPS business	
	SB Payment Service Corp.	100.0%	Payment processing	
	SB Cloud Corp.	60.0%	Sales of public cloud services	
	One Tap BUY Co., Ltd.	47.2%	Securities business specializing in smartphones	
	SB Media Holdings Corp.	100.0%	Intermediate holdings company that owns ITmedia Inc.	
	ITmedia Inc.	53.7%	Operation of comprehensive IT information site ITmedia	
	SB Players Corp.	100.0%	Solution services for government	
	SoftBank Technology Corp.*1	53.3%	Cloud service, security monitoring service, provision of IoT solution	

Category	Company Name	Ratio of Voting Rights Held	Business Description	Blue: listed company
Affiliate companies	PayPay Corporation	51.1%	Development and offering of electronic payment services such as mobile payment	
	WeWork Japan G.K.	25.0%	Provision of co-working spaces	
	OYO Hotels Japan G.K.	24.9%	Provision of accommodation and hotel services	
	Tpoint Japan Co., Ltd.	34.0%	Point management business	
	J.Score CO., LTD.	50.0%	FinTech services using AI-scoring	
	Geniee, Inc.	31.4%	Marketing technology business	
	Scigineer Inc.	32.1%	Internet marketing support services utilizing “deqwas”, a personalized engine for e-commerce businesses and retailers	

*1: On October 1, 2019, the company was renamed to SB Technology Corp. from SoftBank Technology Corp.



SoftBank