

Earnings Results for the Three Months Ended June 30, 2019

SoftBank Corp.

August 5, 2019

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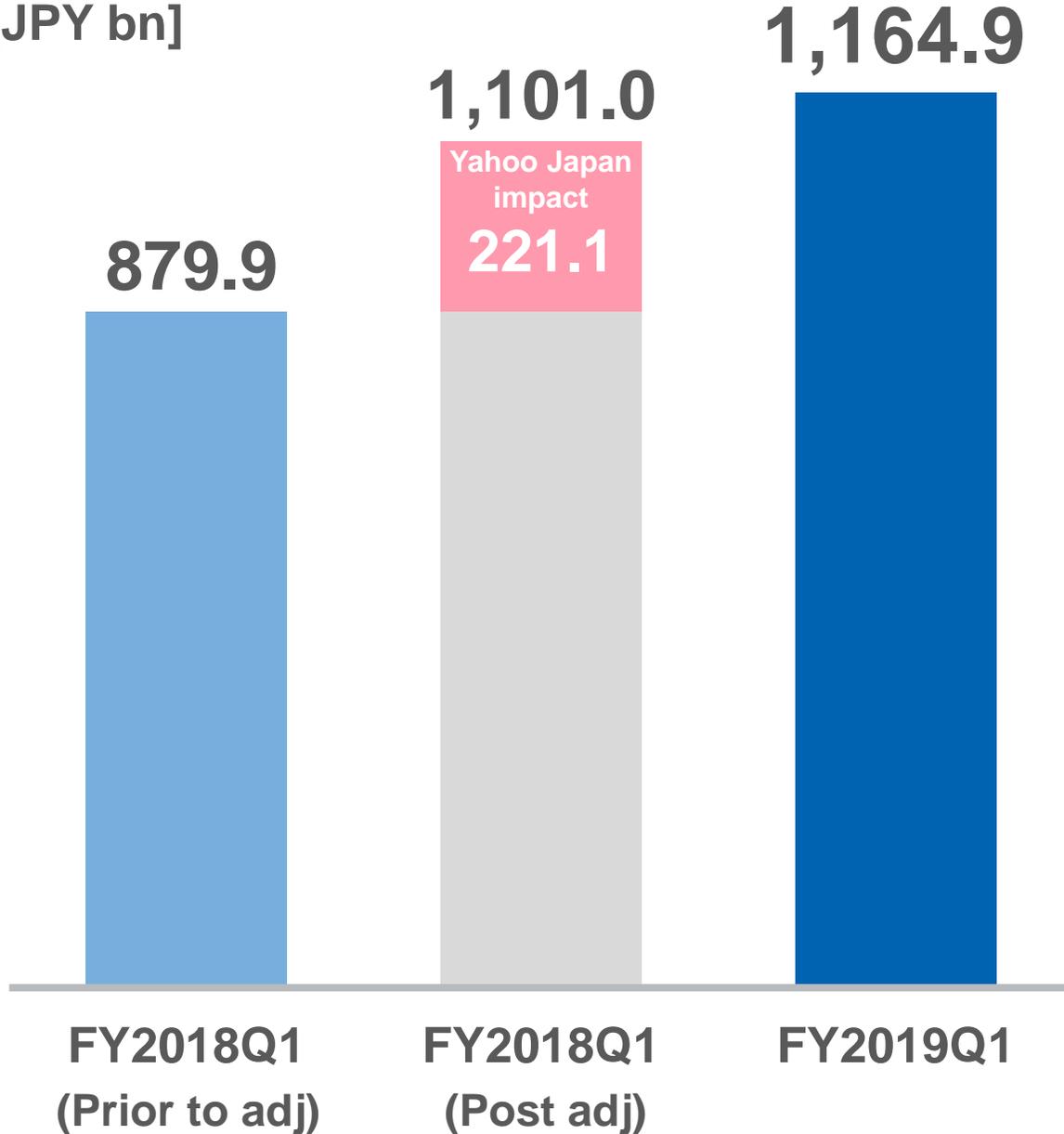
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Revenue

[JPY bn]

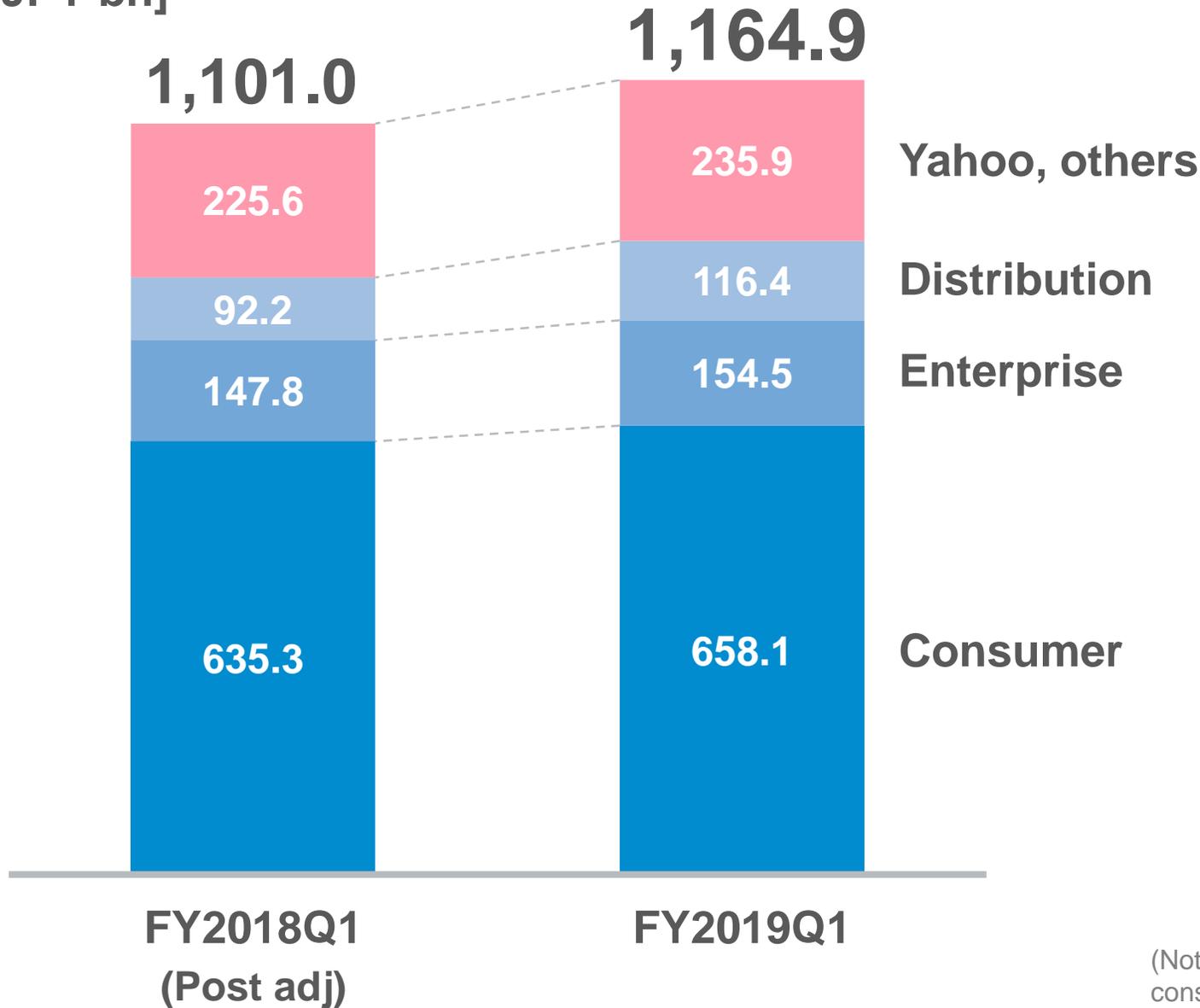


Up 32%
due to consolidation
of Yahoo Japan
(Post Yahoo adj Up 6%)

(Note) Actuals for FY2018 have been adjusted retrospectively to have consolidated Yahoo Japan Corporation from April 1, 2018

Revenue

[JPY bn]



**Increased
across all segments**

(Note) Actuals for FY2018 have been adjusted retrospectively to have consolidated Yahoo Japan Corporation from April 1, 2018

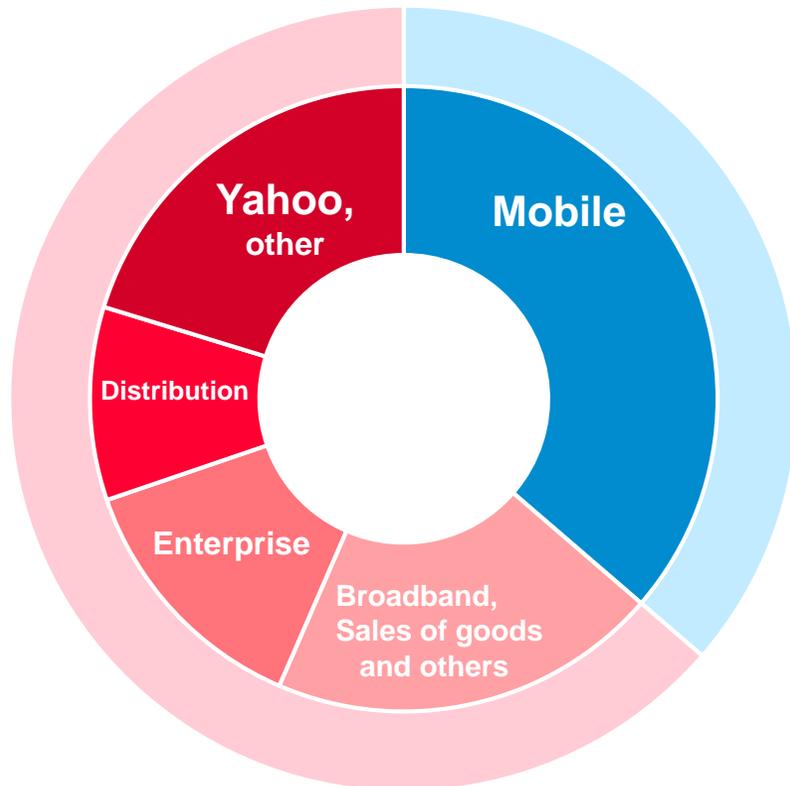
Revenue Composition

64%

36%

Others
(non Consumer Mobile)

Consumer
Mobile



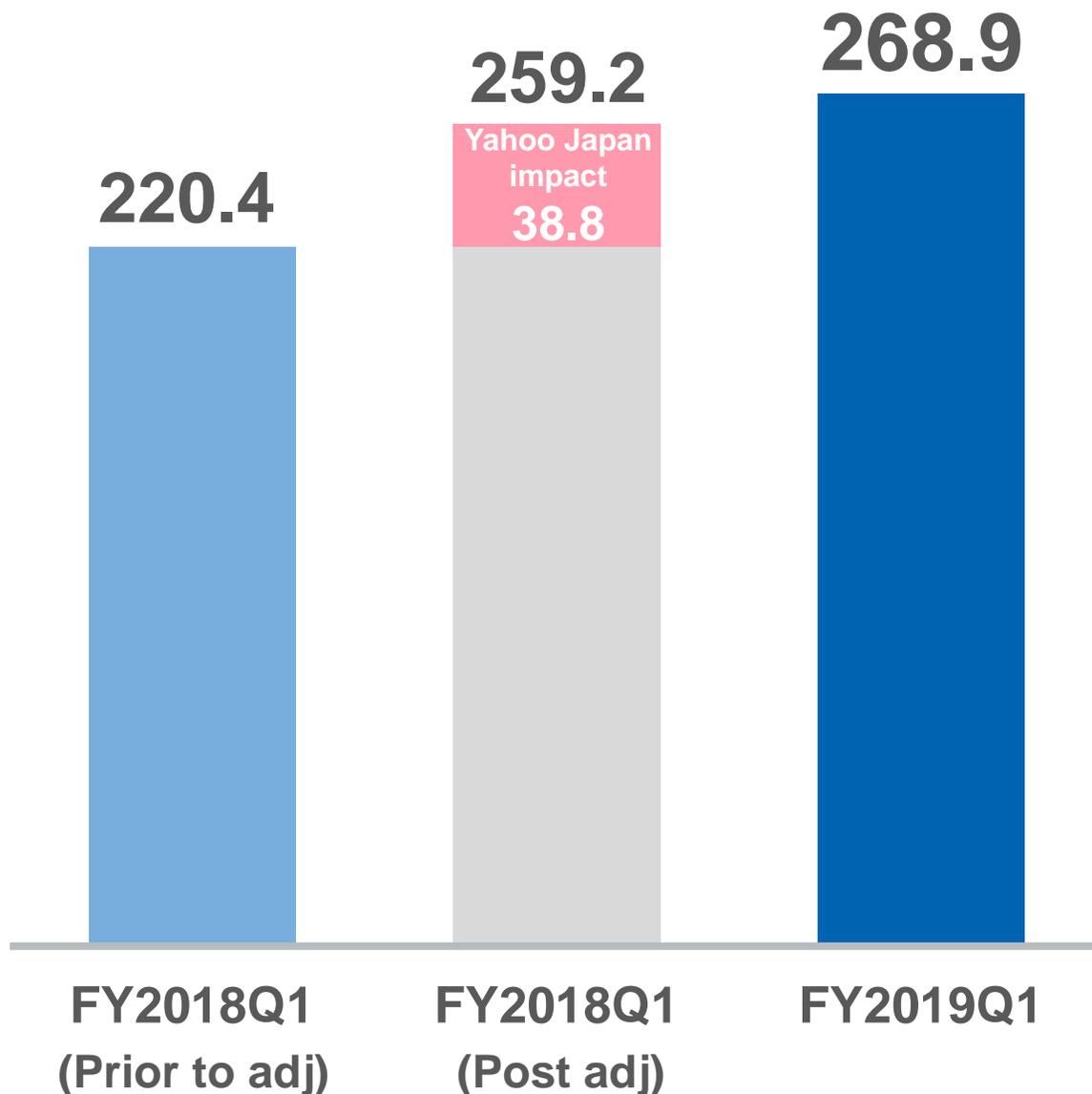
By consolidation of
Yahoo Japan

Diversify sources of revenue



Operating Income

[JPY bn]

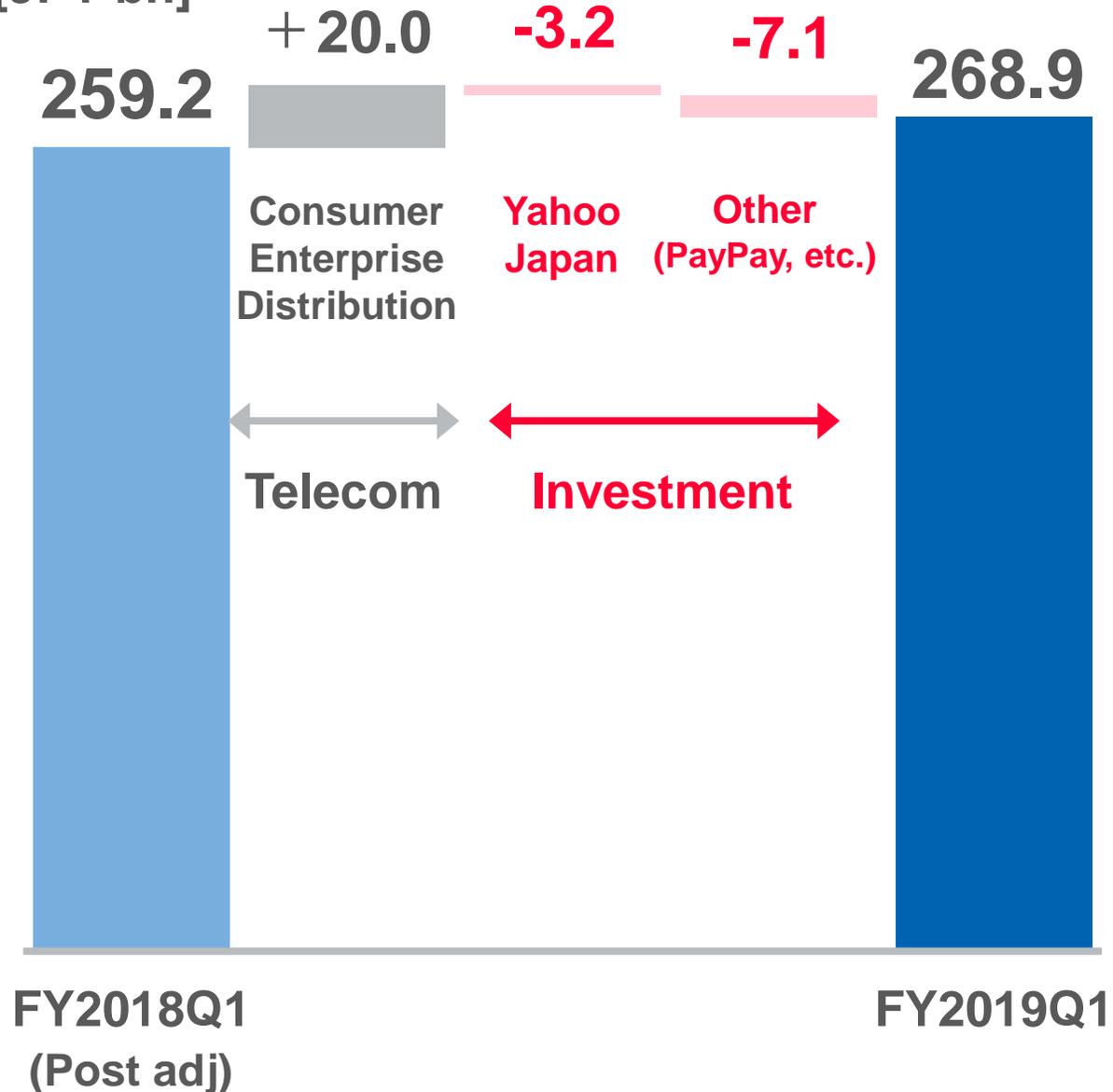


Up 22%
due to consolidation
of Yahoo Japan
(Post Yahoo adj Up 4%)

(Note) Actuals for FY2018 have been adjusted retrospectively to have consolidated Yahoo Japan Corporation from April 1, 2018

Operating Income

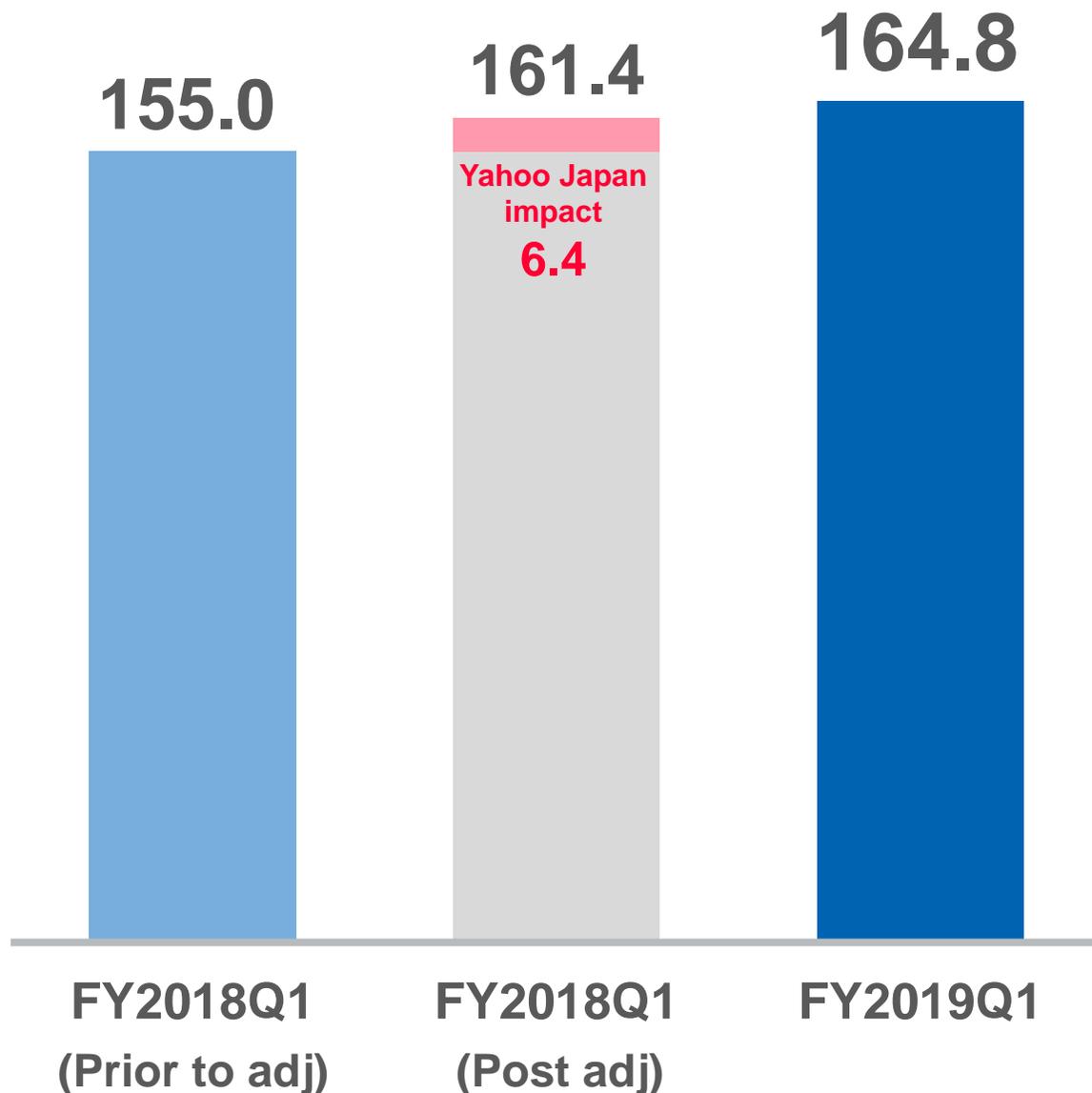
[JPY bn]



**Steady growth
in telecom business
&
Investment
for new businesses**

Net Income

[JPY bn]



Up 6%
due to consolidation
of Yahoo Japan
(Post Yahoo adj Up 2%)

(Notes)

Net Income: net income attributable to owners of SoftBank Corp. Actuals for FY2018 have been adjusted retrospectively to have consolidated Yahoo Japan Corporation from April 1, 2018

Consolidated Results

[JPY bn]

	FY2018 Q1 (Prior to adj)	FY2018 Q1 (Post adj)	FY2019 Q1	YoY (Post adj)	YoY % (Post adj)
Revenue	879.9	1,101.0	1,164.9	+63.9	+6%
Operating Income	220.4	259.2	268.9	+9.7	+4%
Net Income	155.0	161.4	164.8	+3.4	+2%

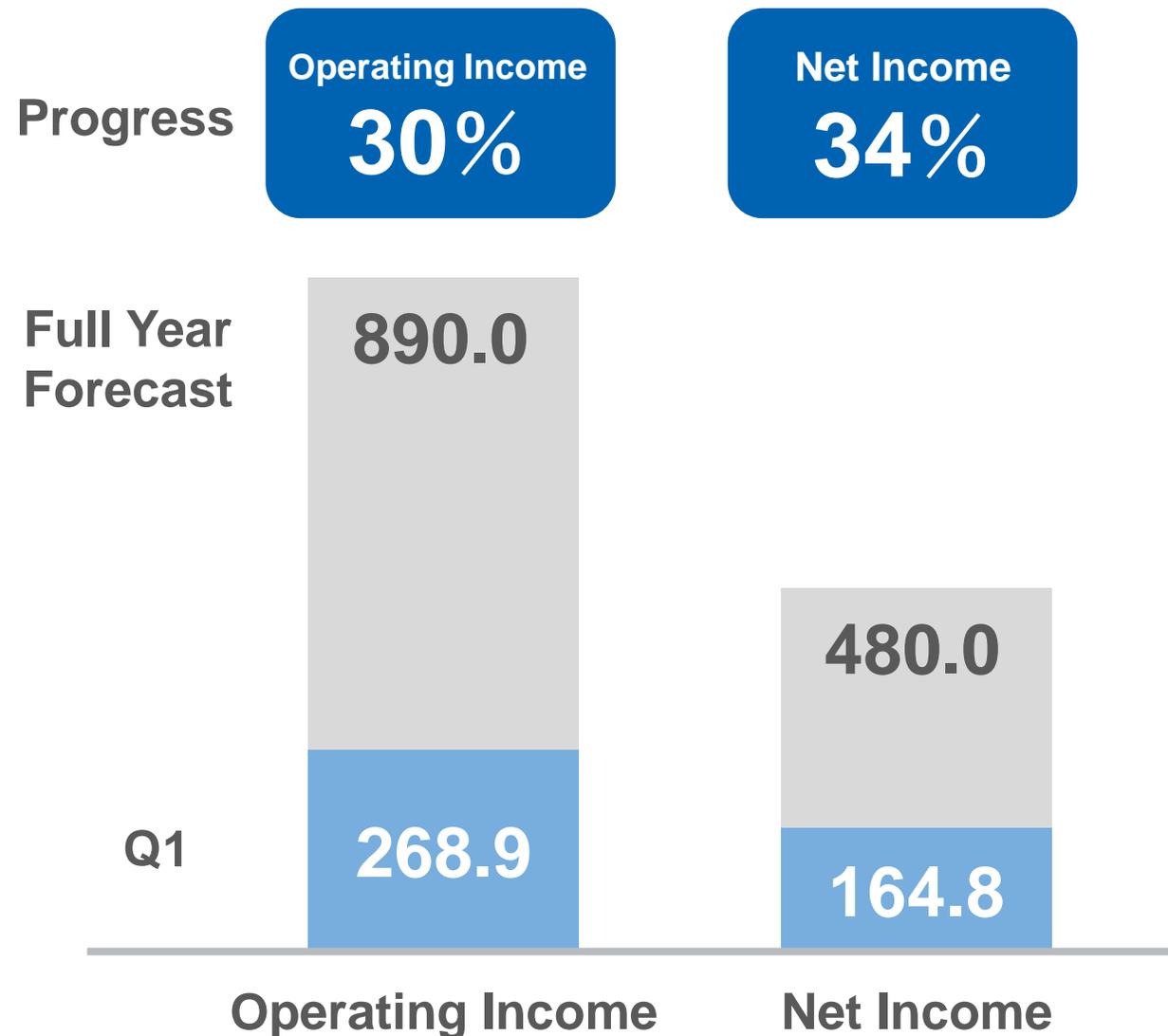
(Notes)

Net Income: net income attributable to owners of SoftBank Corp.

Actuals for FY2018 have been adjusted retrospectively to have consolidated Yahoo Japan Corporation from April 1, 2018

FY2019 Progress Toward Forecast

[JPY bn]



Profit
Good progress to
annual forecast

(Notes)

Net Income: net income attributable to owners of SoftBank Corp.

Full year forecast was announced May 8, 2019

Credit Ratings

R&I

Rating and Investment Information, Inc.

JCR

Japan Credit Rating Agency, Ltd.

 SoftBank

A+

First-time rated

AA-

First-time rated

YAHOO!
JAPAN

A+

First-time rated

AA-

Upgraded from A

Acquired high ratings

SoftBank Growth Strategy

Beyond Carrier



New
Businesses



AI / Technologies
Cutting-edge business models

Yahoo Japan



Telecom
Business



Smartphone subscriber growth



Broadband subscriber growth

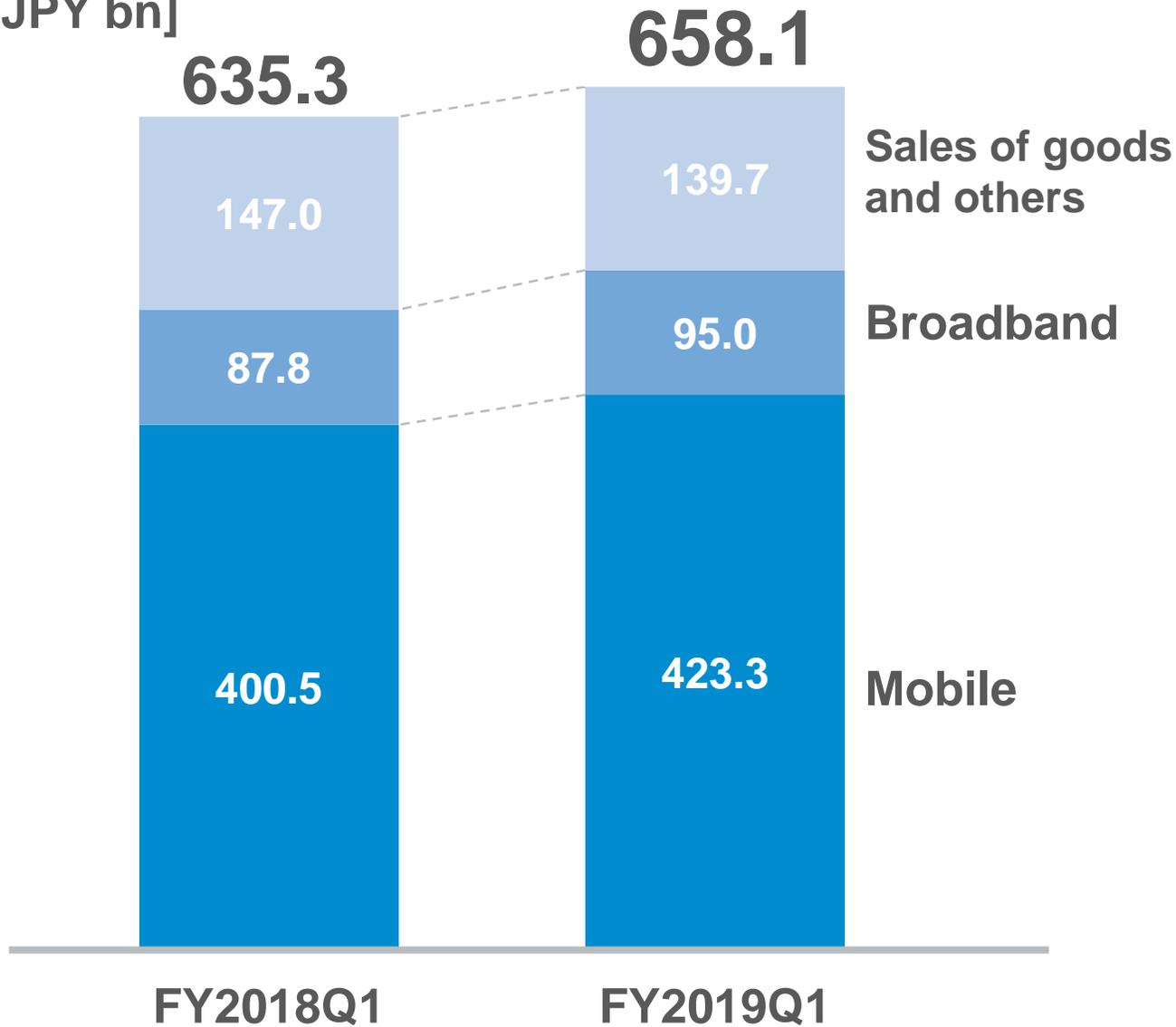


New infrastructure

Telecom Business

Consumer: Revenue

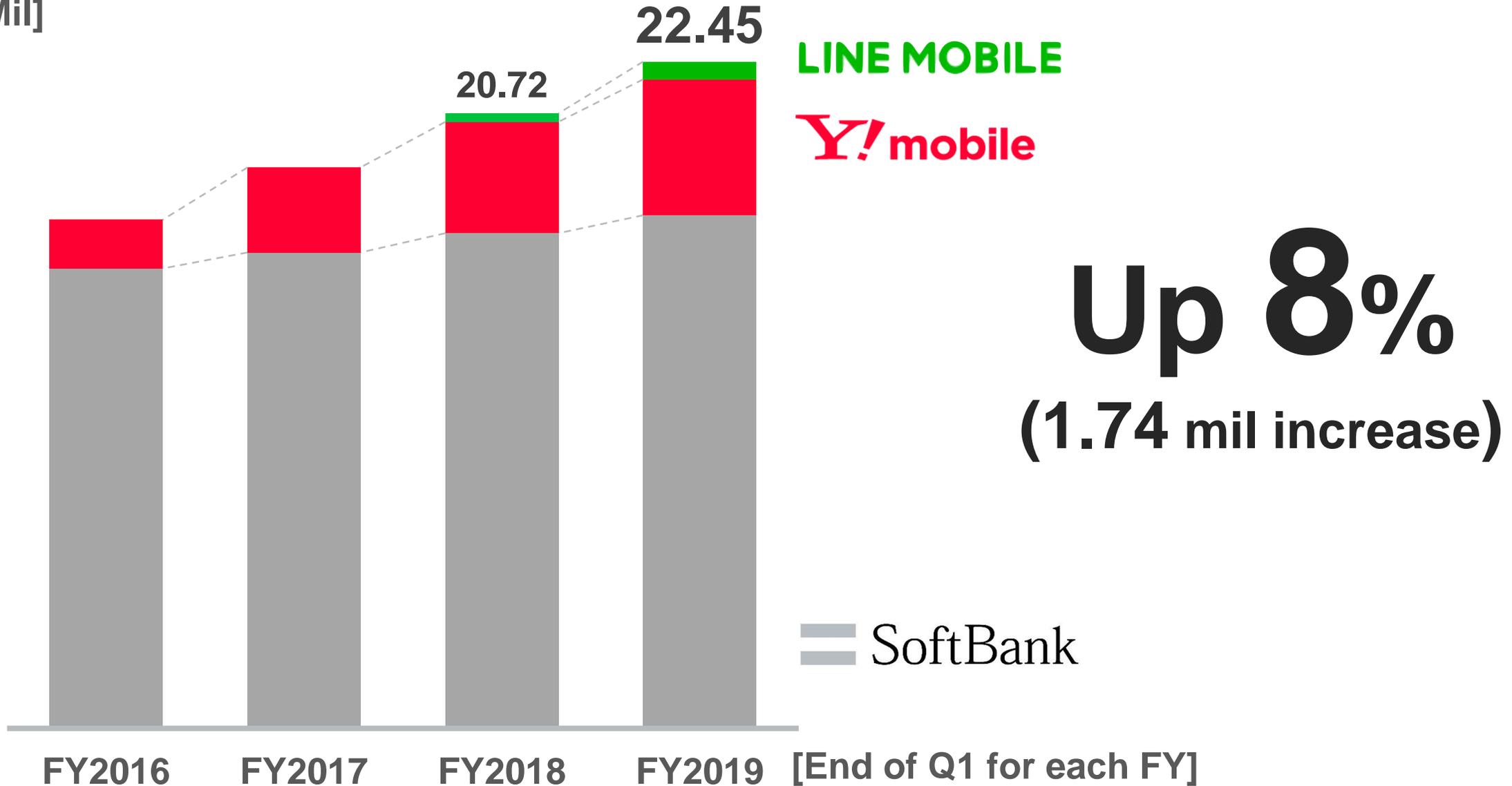
[JPY bn]



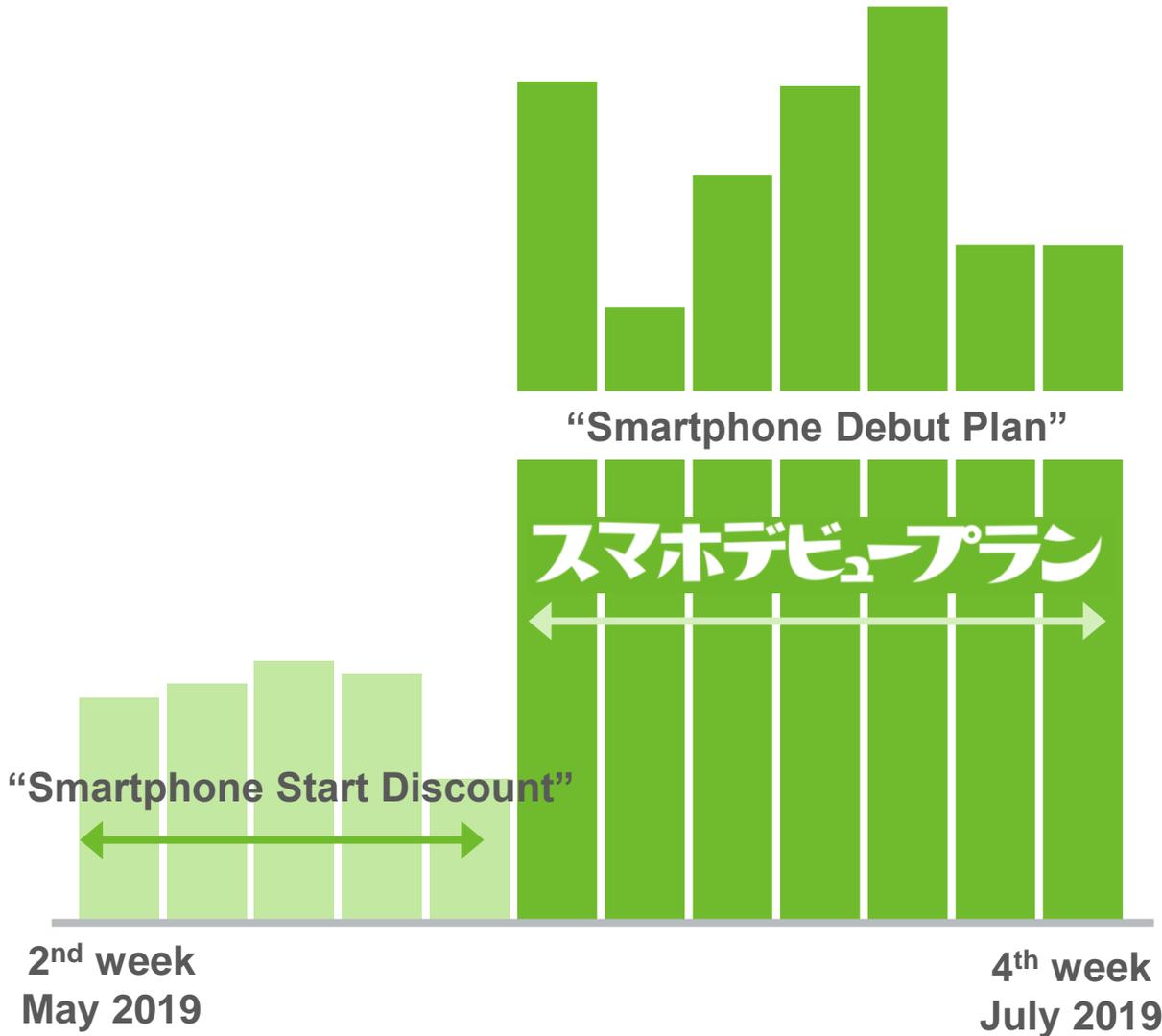
Up 4%
Mobile and Broadband
drove the growth

Smartphone Cumulative Subscribers

[Mil]



“Smartphone Debut Plan” Subscriptions



3x

v.s. prior plan

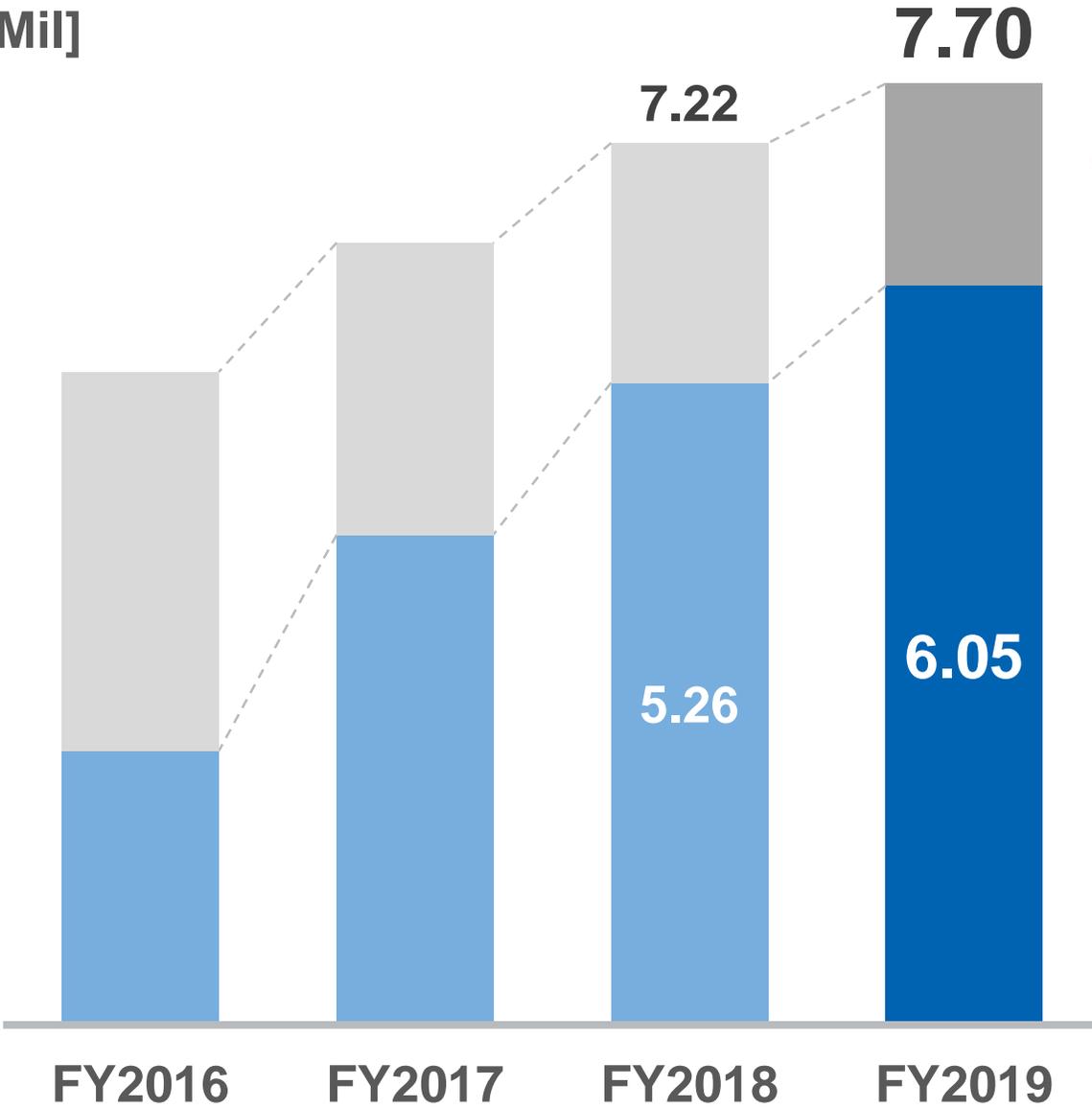


(Notes)

From May 8 to Jun 11, 2019: subscriptions for “Smartphone Start Discount”, both upgrades from feature phones, and new adds via MNP
From Jun 12 to Jul 30, 2019: subscriptions for “Smartphone Debut Plan”, both upgrades from feature phones, and new adds via MNP

Broadband Cumulative Subscribers

[Mil]



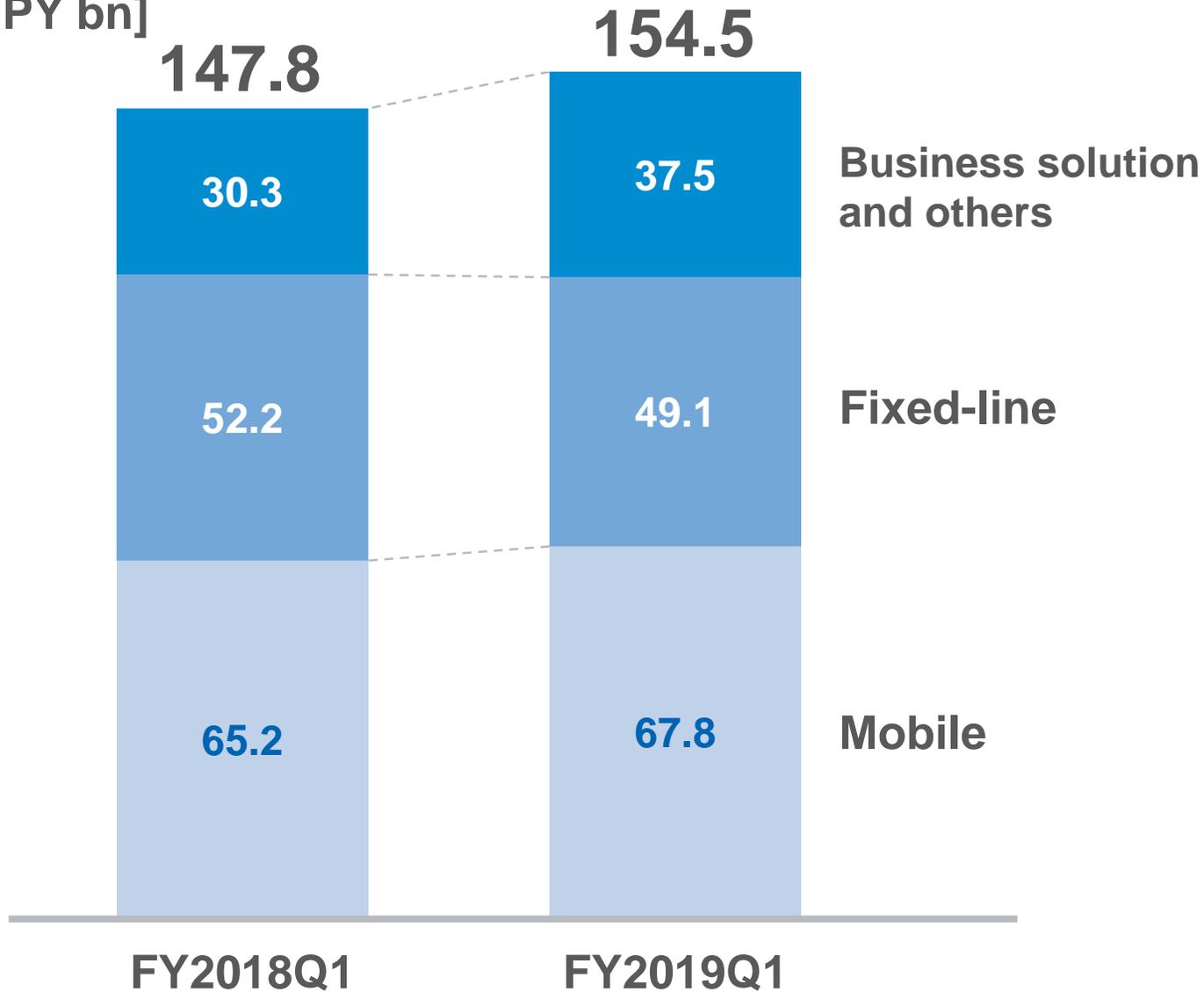
SoftBank 光

Up 15%

(Note) "SoftBank Air" subscribers are included in "SoftBank Hikari" subscribers

Enterprise: Revenue

[JPY bn]

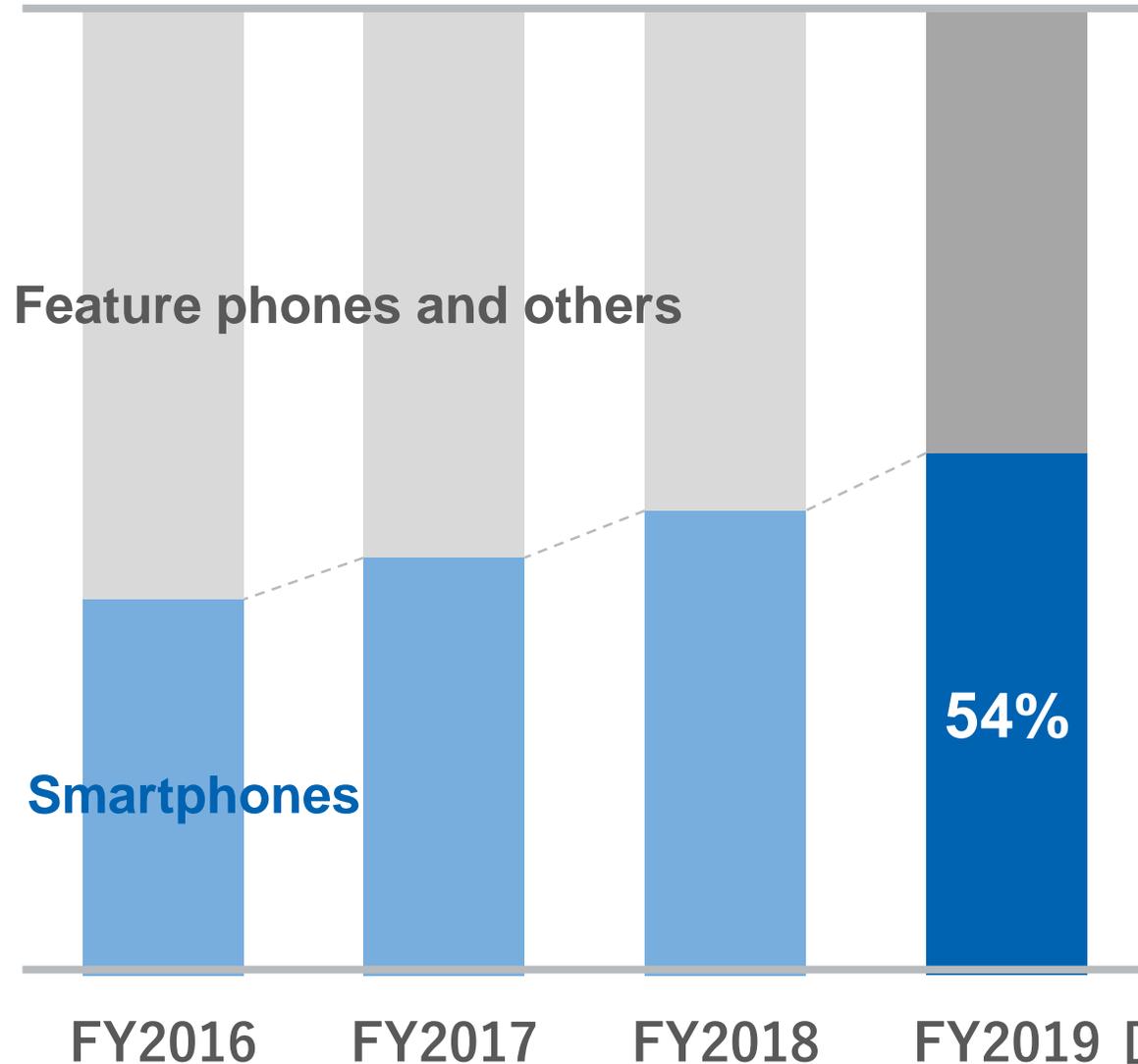


Up 5%
Business solution
drove the growth

Enterprise: Smartphone Subscribers %

SoftBank

[%]



Steady increase of smartphone penetration

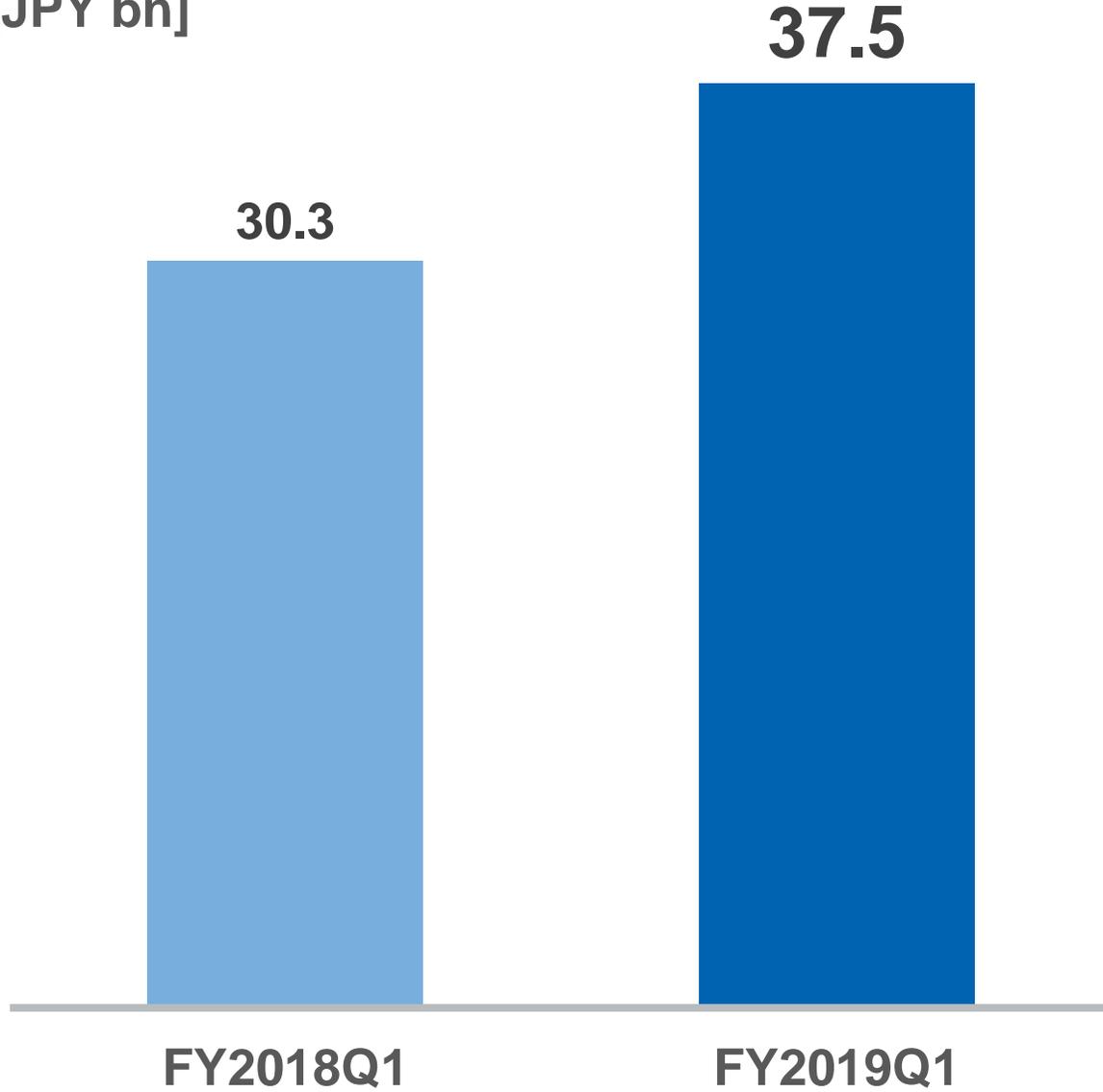


(Note) Ratio of smartphone users to enterprise handset subscribers for both SoftBank and Y!mobile brands

Enterprise: Revenue of Business Solution and Others

SoftBank

[JPY bn]



Up 24%



Business Event for Enterprise Customers
SoftBank World 2019

July 18 - 19, 2019

SoftBank World 2019 Results

Online Views

100,000

Attendees

17,000
normalized attendees

Sponsors

97
companies

Media Reports

186

(Notes)

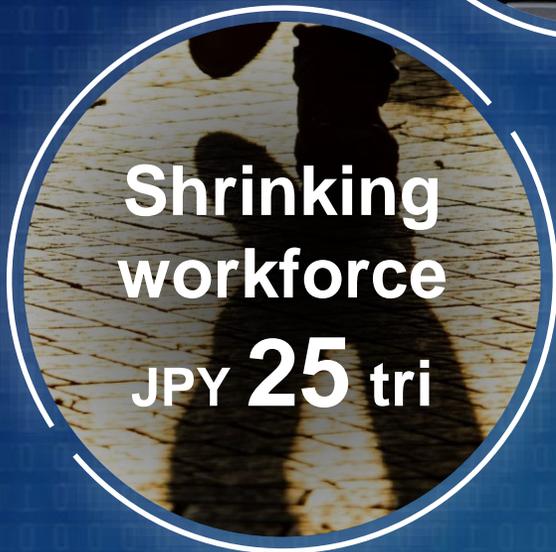
Online views: number of views of live streaming via PC and smartphones on Day 1 and Day 2 of the event. Multiple views using the same devices or from multiple devices are counted multiple times

Attendees: number of normalized attendees who came to the event on Day 1 and Day 2 (counted multiple times if one person attended multiple sessions).

Media reports: include Web posts, news, and TV reports posted till 6:00 AM July 25, 2019. (Including reposted reports on Web sites)

Social Issues in Japan

Economic loss due to social issues (per year)



Digital JAPAN

Leveraging technologies to solve social issues

Enterprise: Focus Areas for New Businesses

**Retail/
Distribution**



**Real estate/
Construction**



**Service/
Tourism**



Healthcare



**Cross-
industry
project**

Social infrastructure (electricity, gas, water, weather information)

⋮

Logistics

Telecommunications

Payment

Asset

SoftBank Group invested companies

35 projects in progress

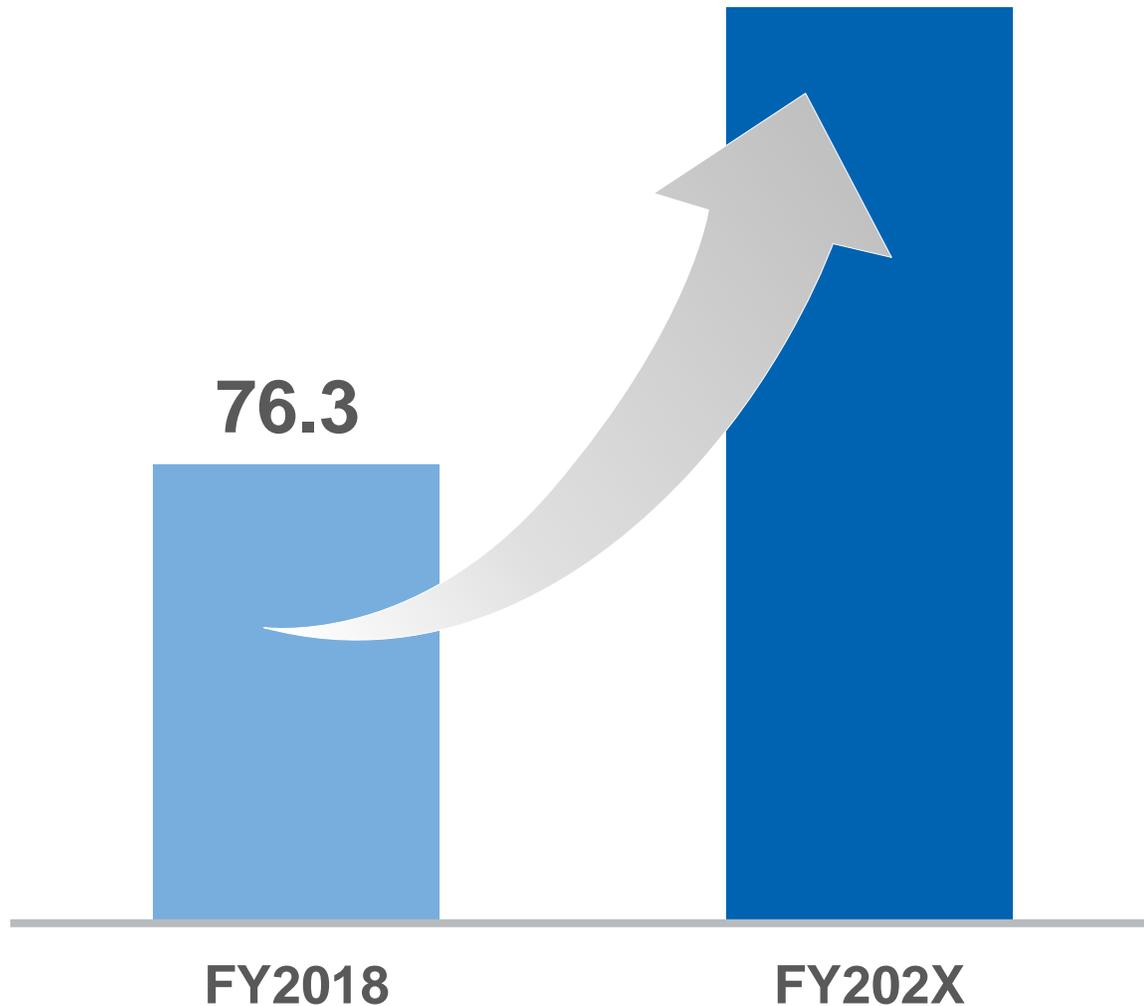


17 projects

to be monetized by FY2020

Enterprise: Segment Income

[JPY bn]



Aim to
double
profit in Enterprise

== SoftBank *5G*



First time success
5G Pre-Service
at a music festival in Japan



SMASH go round
FUJI ROCK FESTIVAL '19

July 26 - 28, 2019

(Note) "First time in Japan" is based on research of SoftBank Corp. as of July 2, 2019

SoftBank **KDDI**

Mutual use of base station assets in rural areas

(Announced July 3, 2019)

Benefit of mutual use of base station assets

1

Efficient capital expenditures



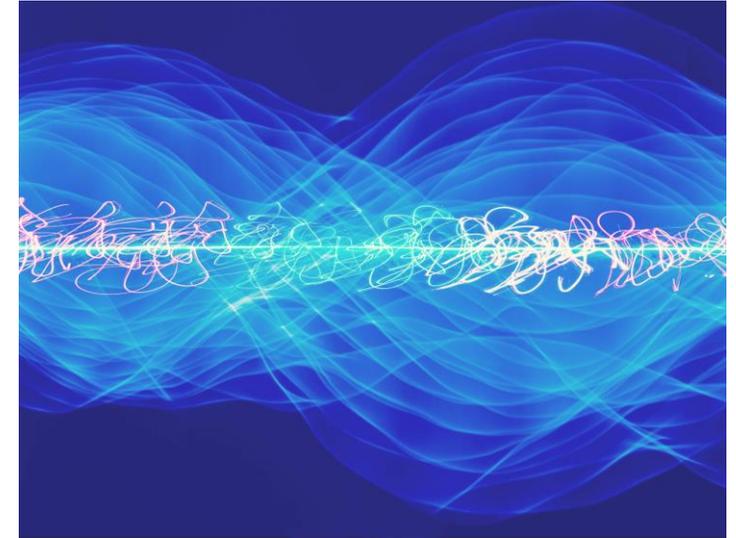
2

Rapid 5G build-out in rural areas



3

Resilient network construction



Joint trials plan to start in Autumn 2019

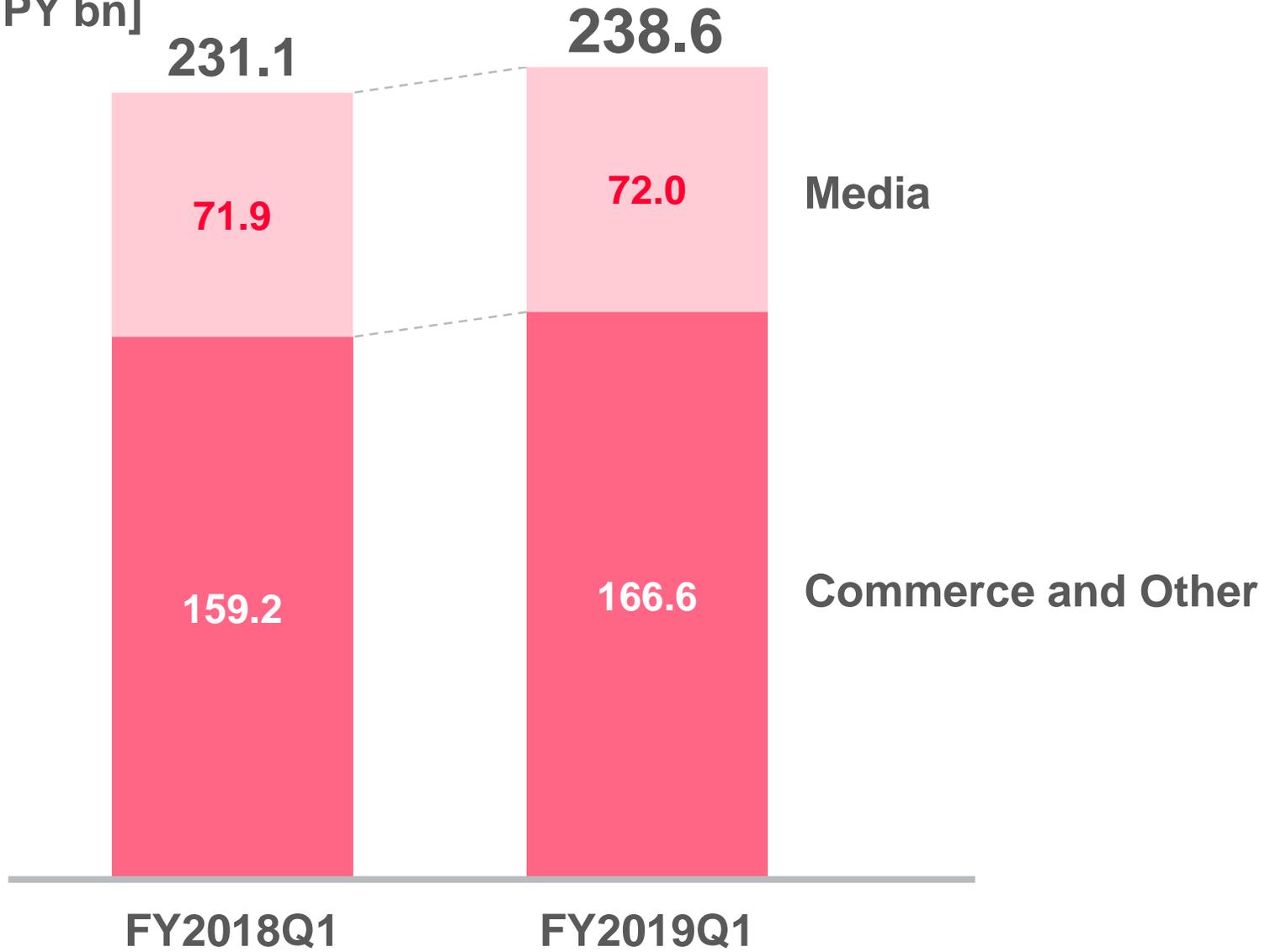


Early contribution to industrial development and regional revitalization in Japan

YAHOO!
JAPAN

Yahoo: Revenue

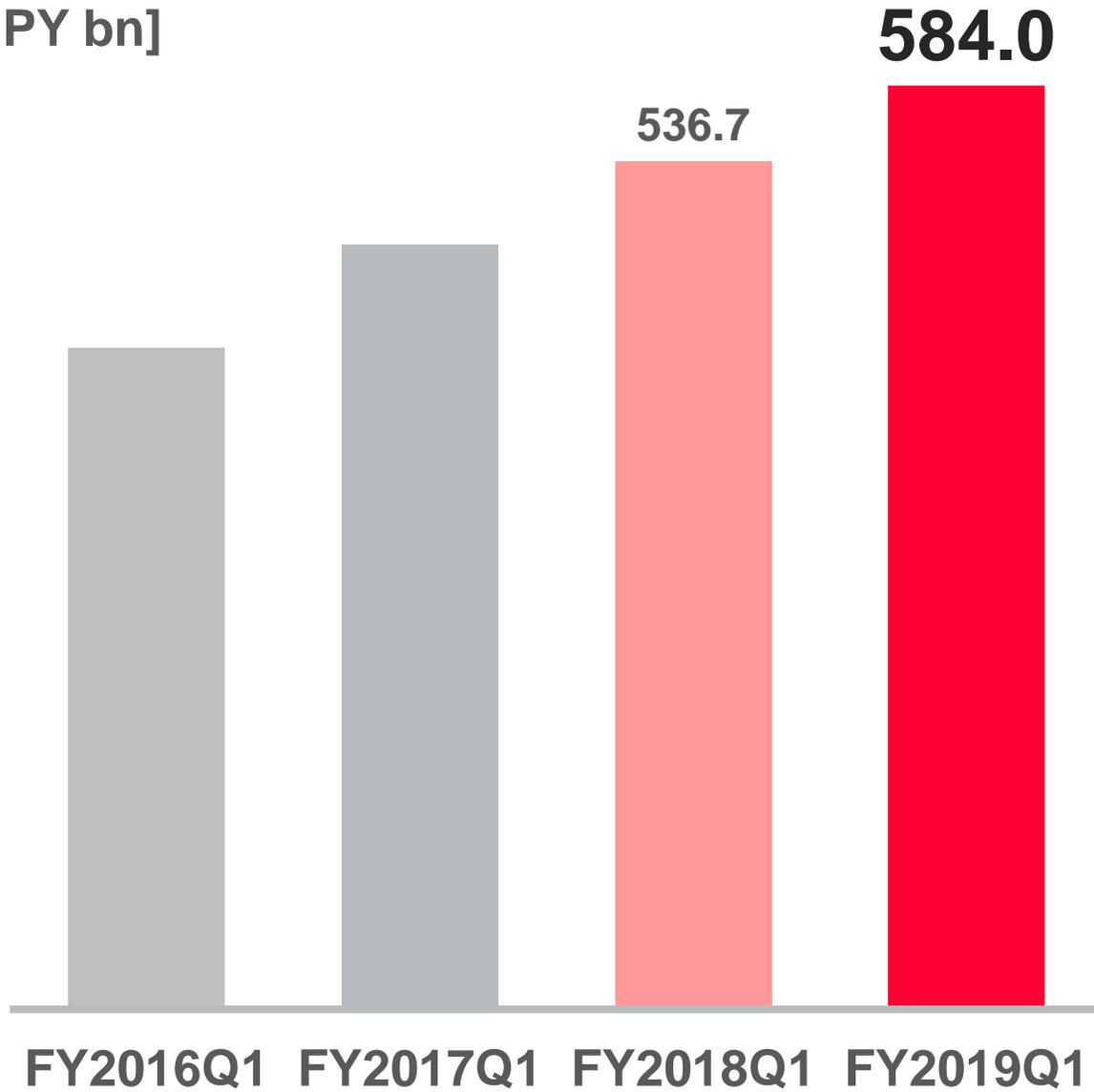
[JPY bn]



Up 3%

E-commerce Transaction Value

[JPY bn]



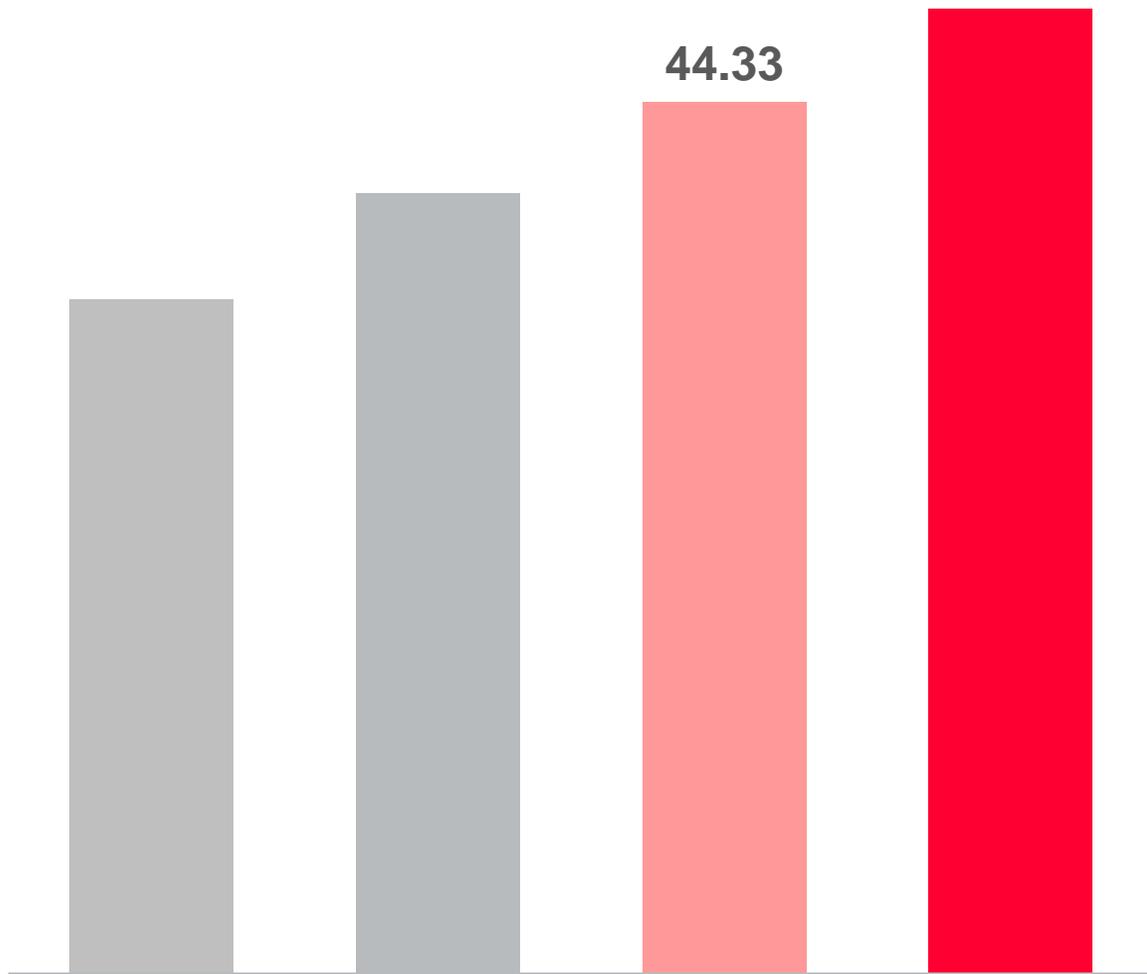
Up 9%

Yahoo! JAPAN Monthly Logged-in User IDs

[Mil]

49.01

44.33



FY2016Q1 FY2017Q1 FY2018Q1 FY2019Q1

Up 11%



(Source) Yahoo Japan Corporation Earnings Results Presentation Materials, dated August 2, 2019
(Note) Number of Yahoo! JAPAN IDs logged in each month

SoftBank X Yahoo Japan

Create a future that others cannot repeat



Big Data

YAHOO!
JAPAN

<Advertising / E-commerce>

Communication

SoftBank **5G**

<Smartphones / Network>

AI Companies

SoftBank Group
portfolio companies

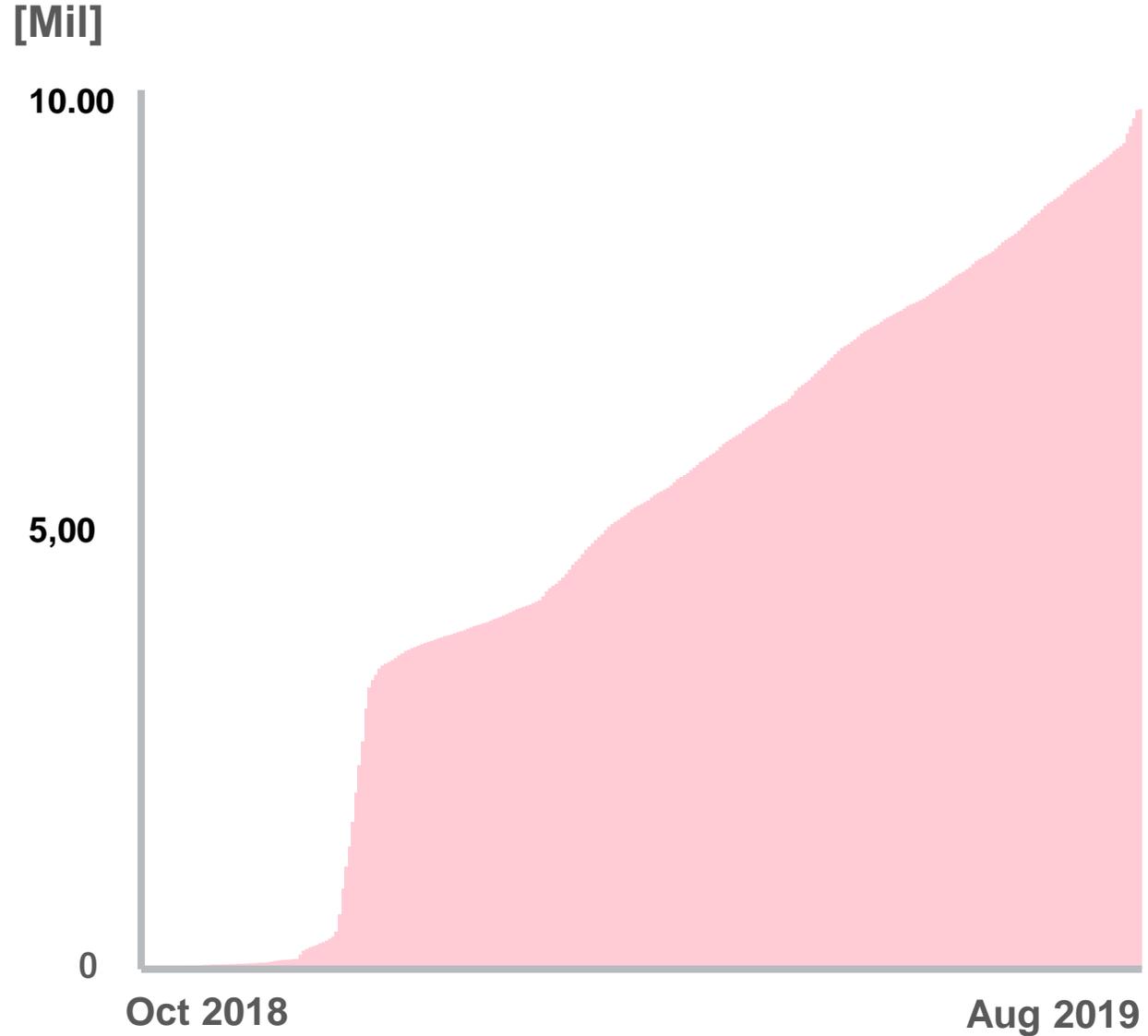
<Cutting-edge technologies>

Growth in New Businesses



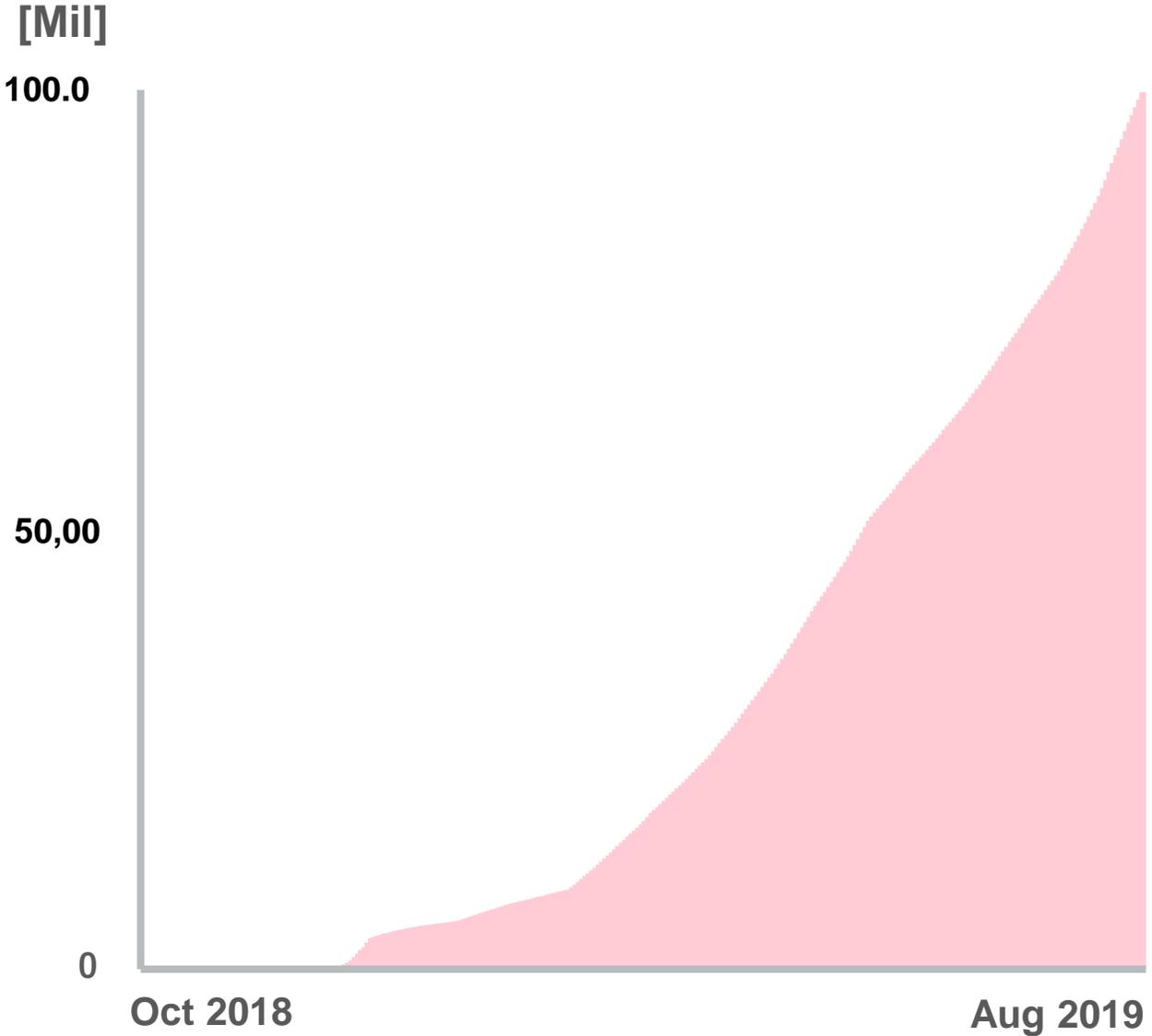
Smartphone Payment Service PayPay

PayPay: Cumulative Registered Users



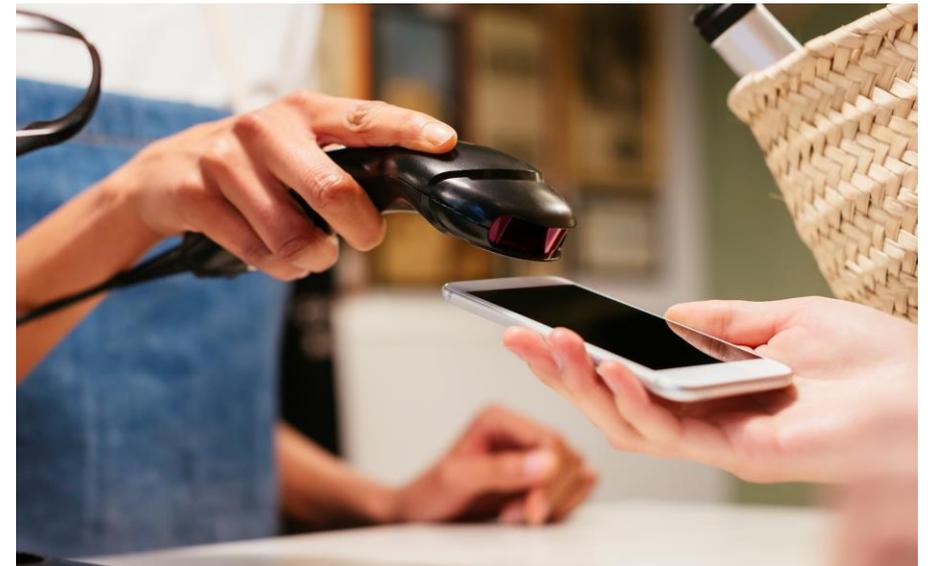
Exceeding
9.8 mil
10 months since service launch

PayPay: Cumulative Number of Payment Transactions



**Exceeding
100 mil**

10 months since service launch



(Source) Data by PayPay Corporation, collected from Oct 5, 2018 to Aug 5, 2019

PayPay: Campaigns



Jul

PayPay bonus
Up to 20%
at restaurants and
supermarkets

Aug

PayPay bonus
Up to 20%
at convenience stores,
restaurants and
supermarkets

**Cultivating
user habit
via monthly campaign
with various themes**

(Note) Payments using PayPay to the target merchants on PayPay campaigns, get up to 10% PayPay bonus; SoftBank or Y!mobile smartphone subscribers, who are also Yahoo! premium members, get up to 20% PayPay bonus
(Source) Provided by PayPay Corporation

PayPay: Online Usage Expansion



Autumn 2019

New E-commerce Service Launch

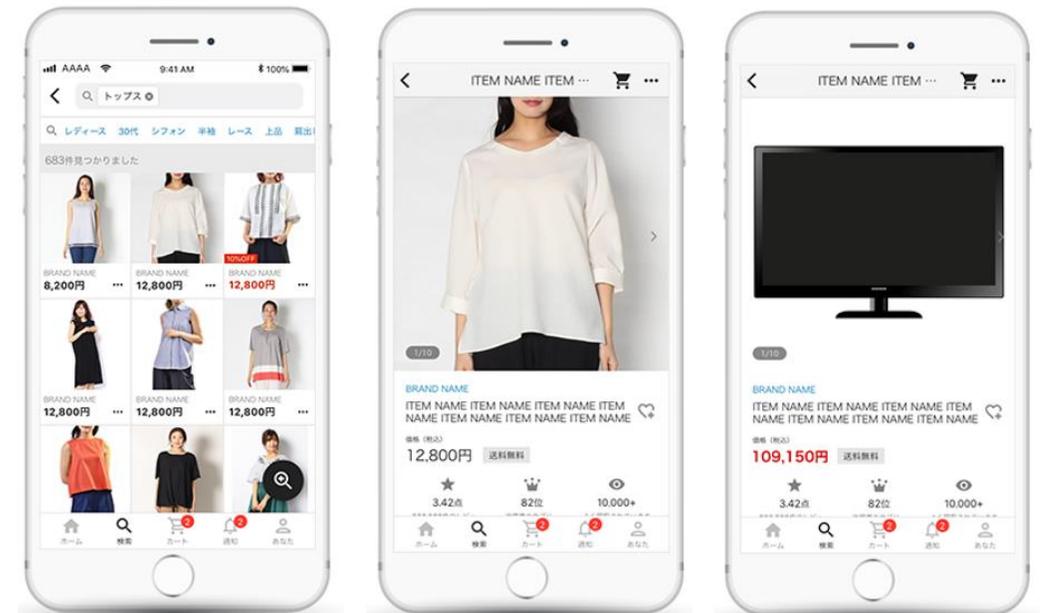
PayPay Flea Market, PayPay Mall

June 2019

Online Payment Launch

ヤフオク!

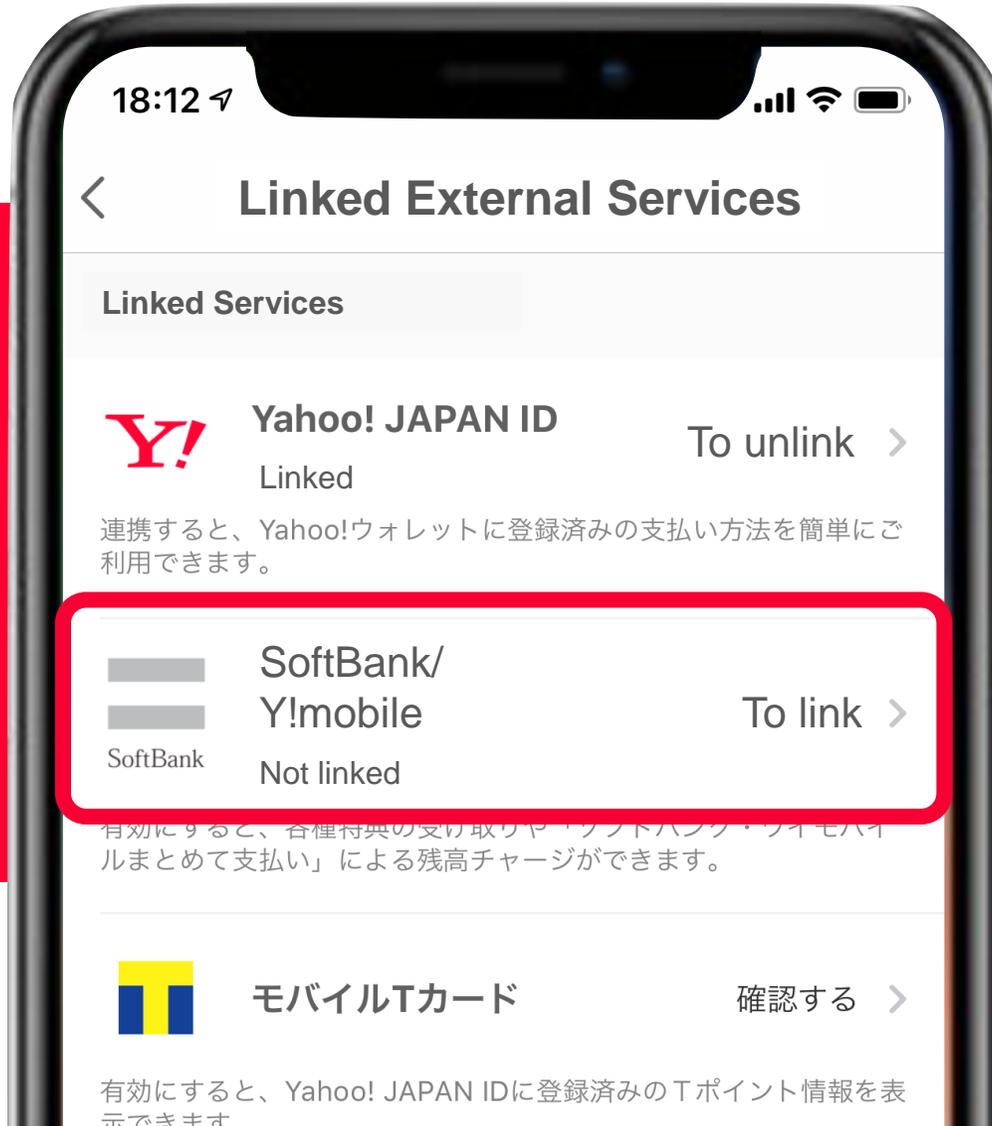
YAHOO! JAPAN ショッピング
Shopping



(Note) Image is PayPay Mall

PayPay: SoftBank User Benefit

Smartphone subscribers from



**Charged PayPay amount
can be paid with
monthly service fee on one bill**

Adding more conveniency

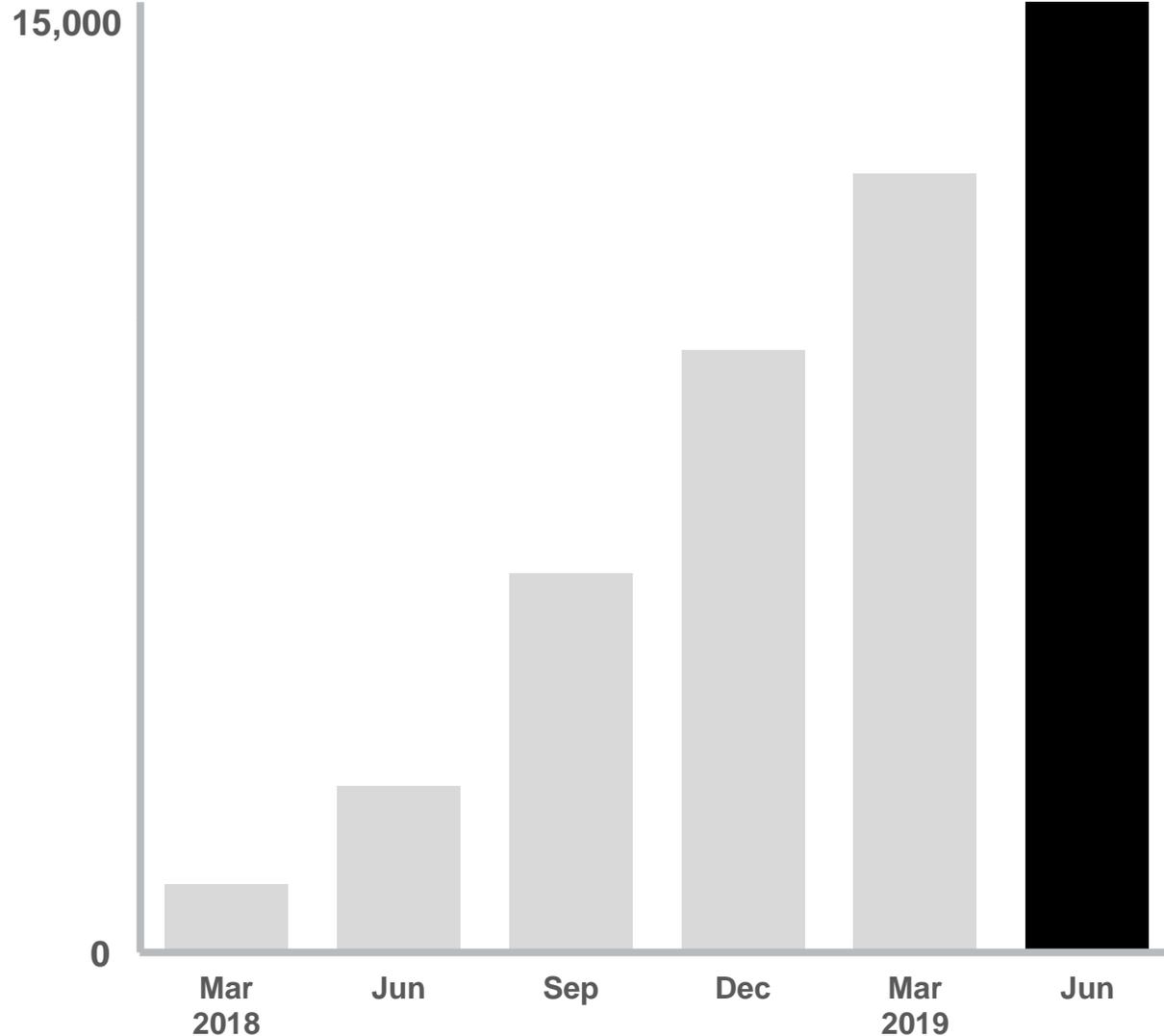
(Note) SoftBank and Y!mobile smartphone subscribers can pay the charged amount to their PayPay account together with their monthly service fees on one bill.



Community Promoted Workspace WeWork

WeWork Memberships in Japan

[Memberships]



Exceeding
15,000
1 year and 4 months
since launch in February 2018

(Source) Provided by WeWork Japan
(Note) Memberships at the beginning of each month

WeWork Added Value

Promote communication among enterprises

Regional business invitation and support base
Shizuoka City



Half a year in WeWork

Communicated with approx. **300** companies

New business for companies in regions
Hokkaido Gas Co., Ltd.



1 month in WeWork

Met with approx. **70** companies

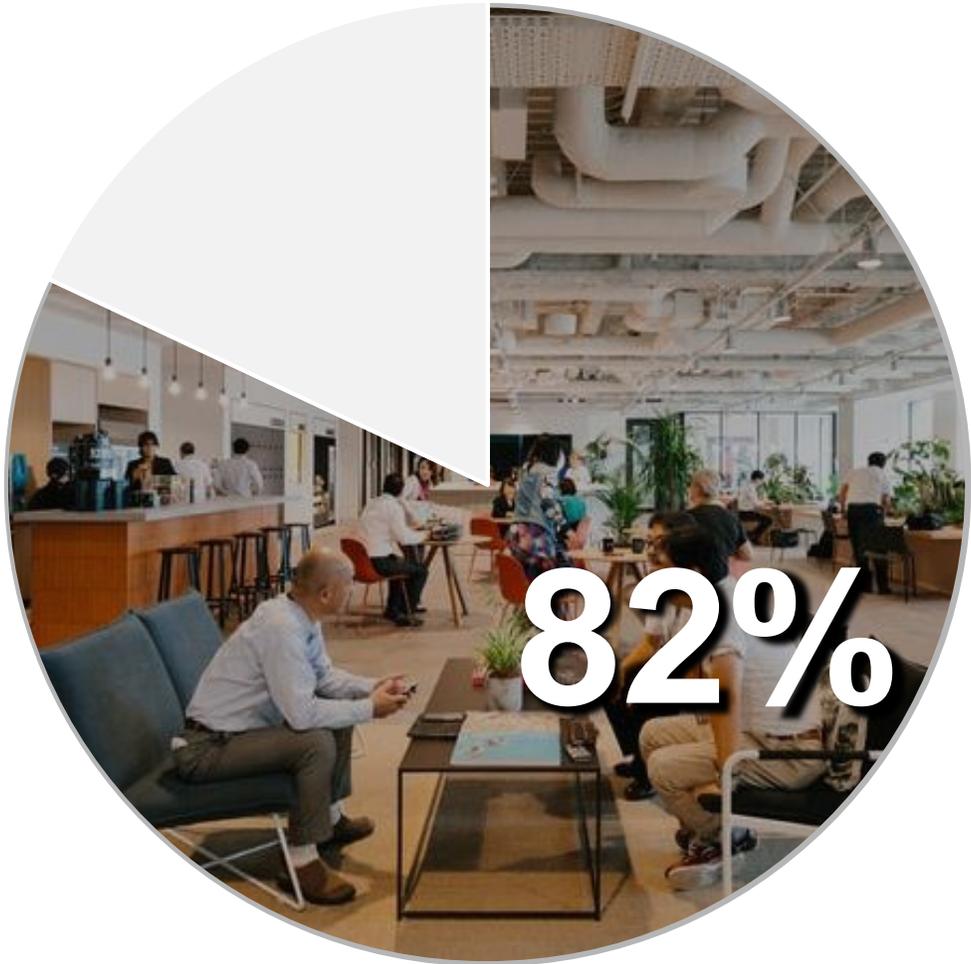
Tailor made suites measuring on site
Onward Kashiya Co., Ltd
Personal Style



Leveraging the community

Achieved **High traffic**

WeWork Added Value



Ratio of users who answered
“At WeWork our company has been growing”
at WeWork offices in Tokyo

WeWork
contribution to business
recognized by
80%+
of users in Tokyo
(Highest among 62 cities worldwide)

(Source) WeWork “Global Impact Report 2019” released June 2019

The information contained herein is provided for illustrative purposes only. The information presented here was provided by WeWork. Nothing herein should be construed as a recommendation of any investment or security.
SoftBank is under no obligation to update the information contained herein.

(Photo credits) WeWork

WeWork Japan Locations

NEW

Roppongi	Jingumae	Fukuoka (Daimyo)	Fukuoka (Nakasu)
Marunouchi	Yokohama	Ikebukuro	Nagoya
Ginza	Kyobashi	Kamiyacho	Hanzomon
Shimbashi	Osaka (Namba)	Yotsuya	Osaka (Midosuji)
Hibiya	Nogizaka	Jimbocho	

**Expanding
nationwide**
19 locations in 5 cities

(As of June 2019)

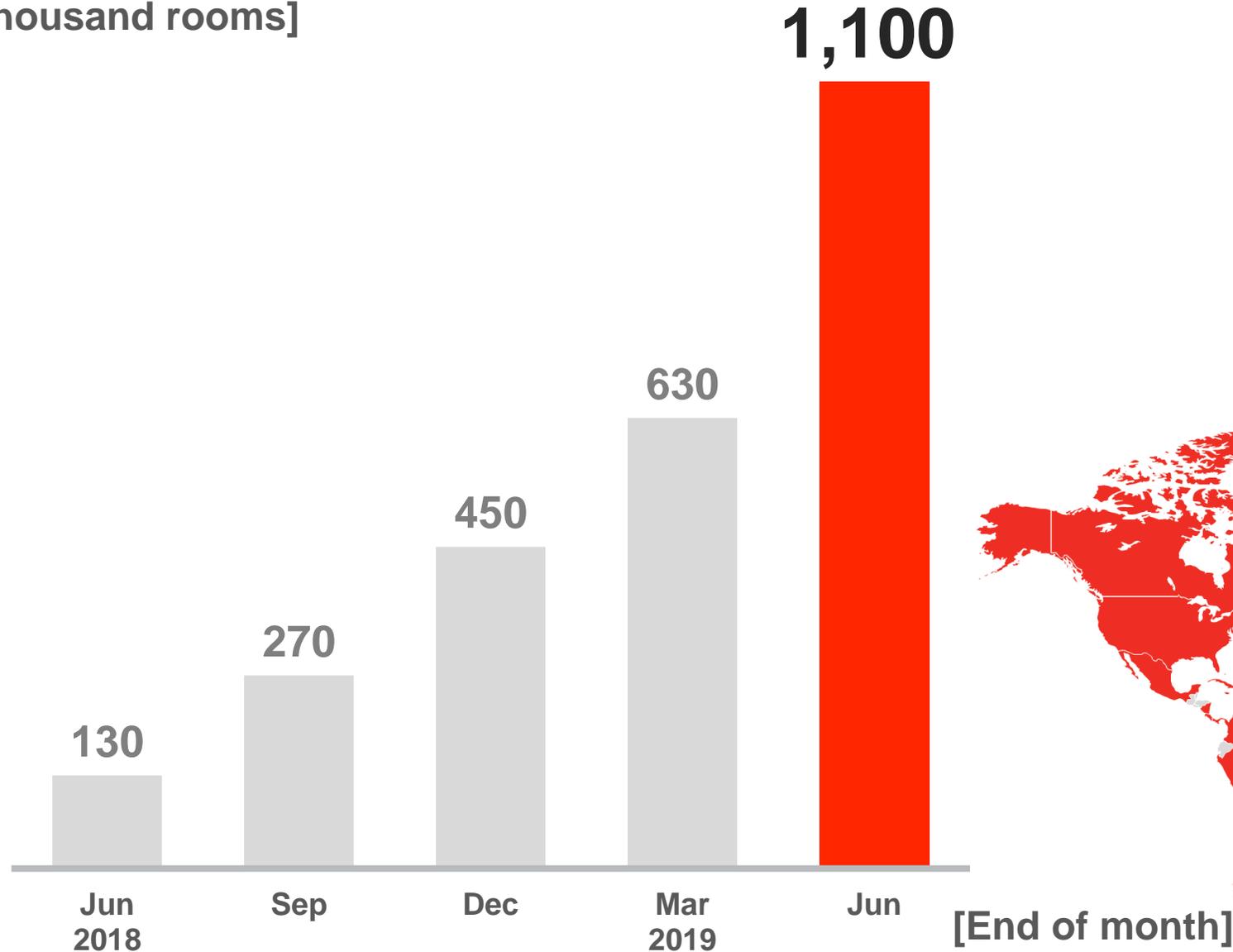


Innovative Hotel Service **OYO Hotels**

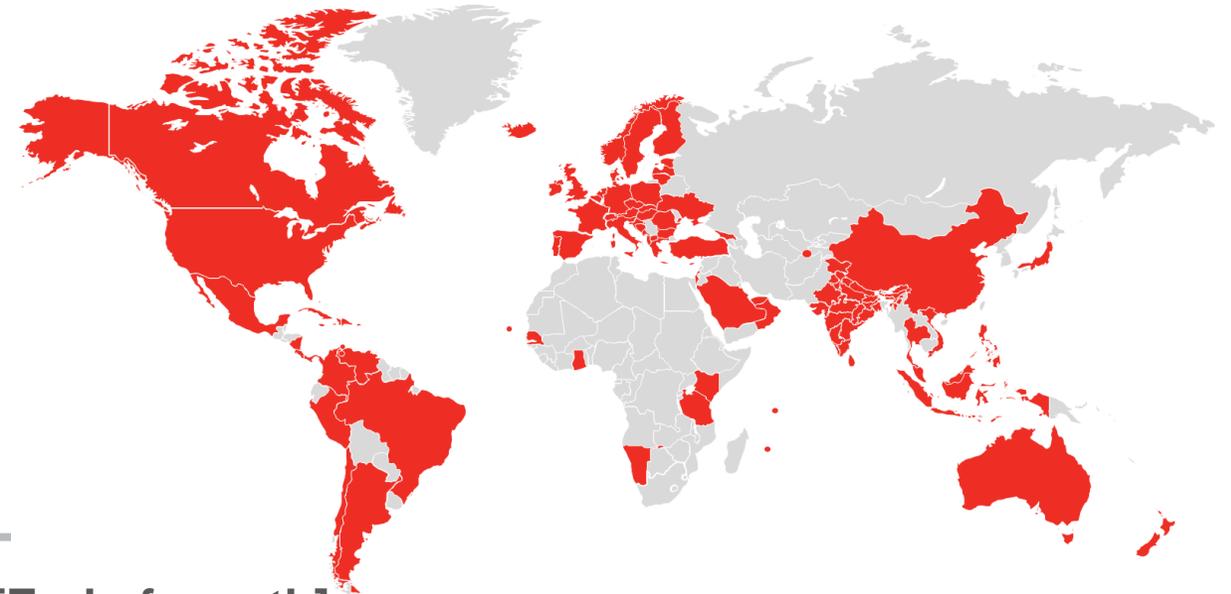
The information contained herein is provided for illustrative purposes only. The information presented here was provided OYO. Nothing herein should be construed as a recommendation of any investment or security.

OYO: Number of Hotel Rooms (Global)

[Thousand rooms]



Approx. **8x**
in 1 year

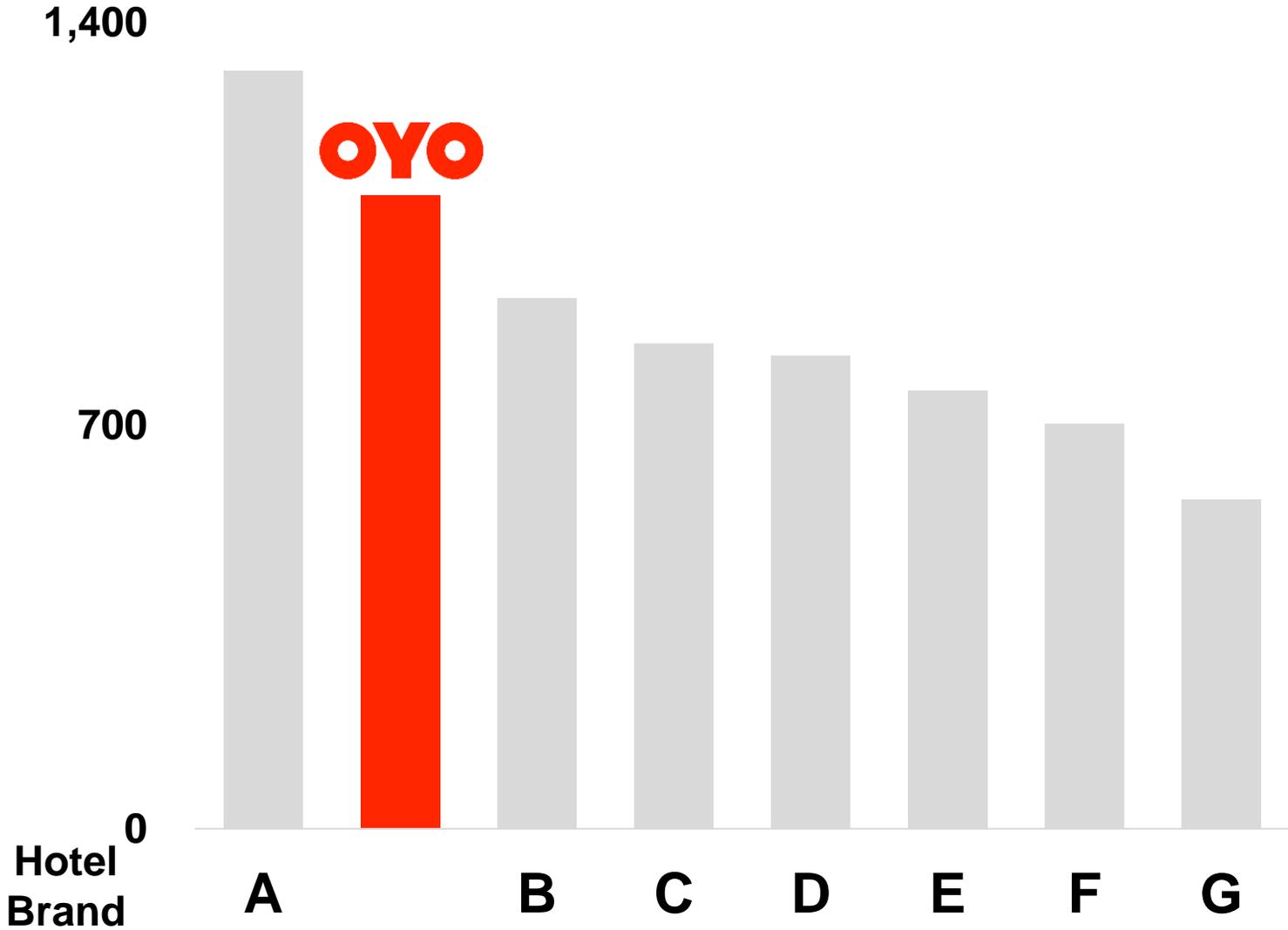


The information herein is provided for illustrative purposes only and is based on OYO's data. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security. The metrics regarding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

(Source) Compiled by SoftBank Corp. based on SoftBank World 2019 presentation materials by OYO on June 18, 2019

Number of Hotel Rooms by Brand (Global)

[Thousand rooms]



World No. 2
6 years
since founding

(Source) Compiled by SoftBank Corp. based on SoftBank World 2019 presentation materials by OYO on June 18, 2019

The comparables provided herein were selected by the SBIA for illustrative purposes because the SBIA believes that they present the most direct comparables in the industry within the relevant time period. Selection of such criteria is inherently subjective and others might select other comparables based on their assessment of the market. Past performance is not indicative of future results. There can be no assurances that historical trends will continue throughout the life of the Vision Fund. Nothing herein should be construed as a recommendation of any investment or security. Such metrics are provided solely for illustrative purposes to demonstrate elements of the company's business, are incomplete, and are not necessarily indicative of the company's performance or overall operations. The information herein is provided is based on OYO's data.

OYO Added Value

Improve facilities and services quickly

Before



Facilities



Beds



Toilets



WiFi

Staff



Regular trainings

IT system



OYO app



Online booking

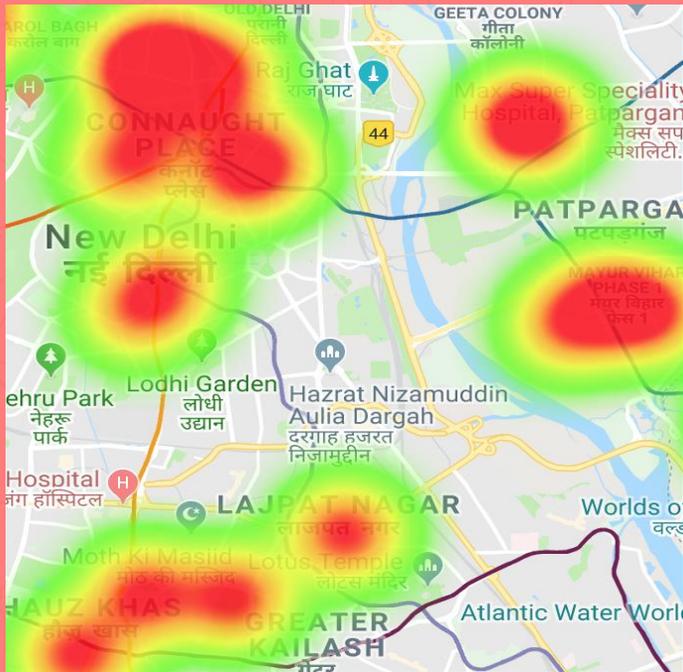
After



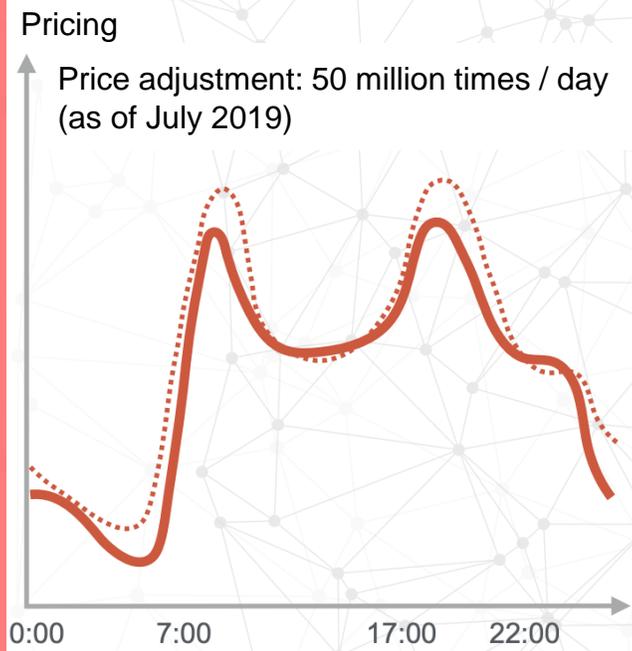
OYO Added Value

Analyze demands using AI and set up prices dynamically

Heat map



Dynamic Pricing



(Note) Image for the Japanese version under development

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

OYO Hotels Japan

Number of hotels in Japan

80+



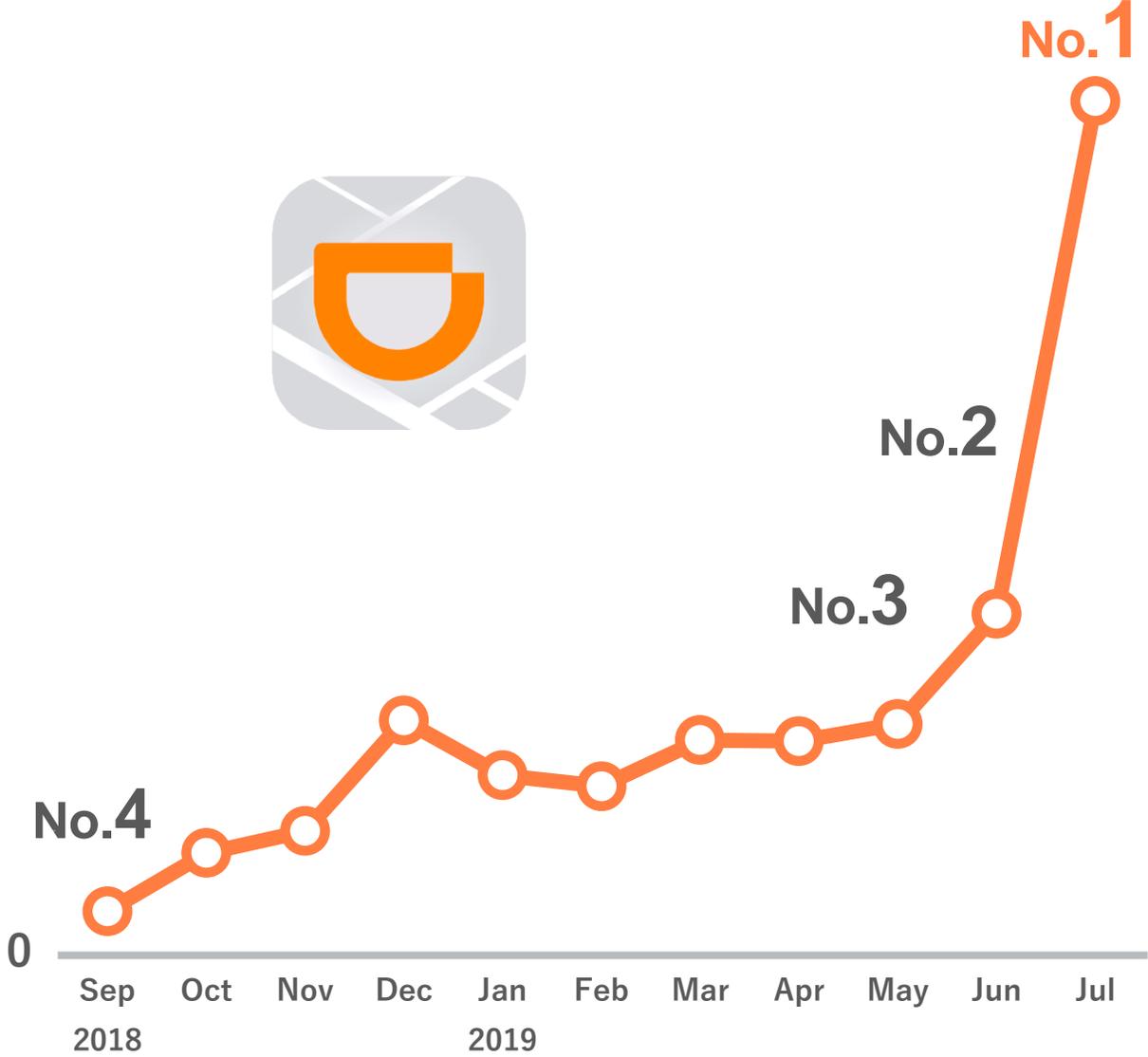
Plan to launch service in September 2019

(Note) Number of hotels registered with OYO brand in Japan as of July 26, 2019 **54**



AI Taxi-hailing Platform DiDi

DiDi App: Number of Downloads per month



Among taxi-hailing apps
Number of downloads

No.1

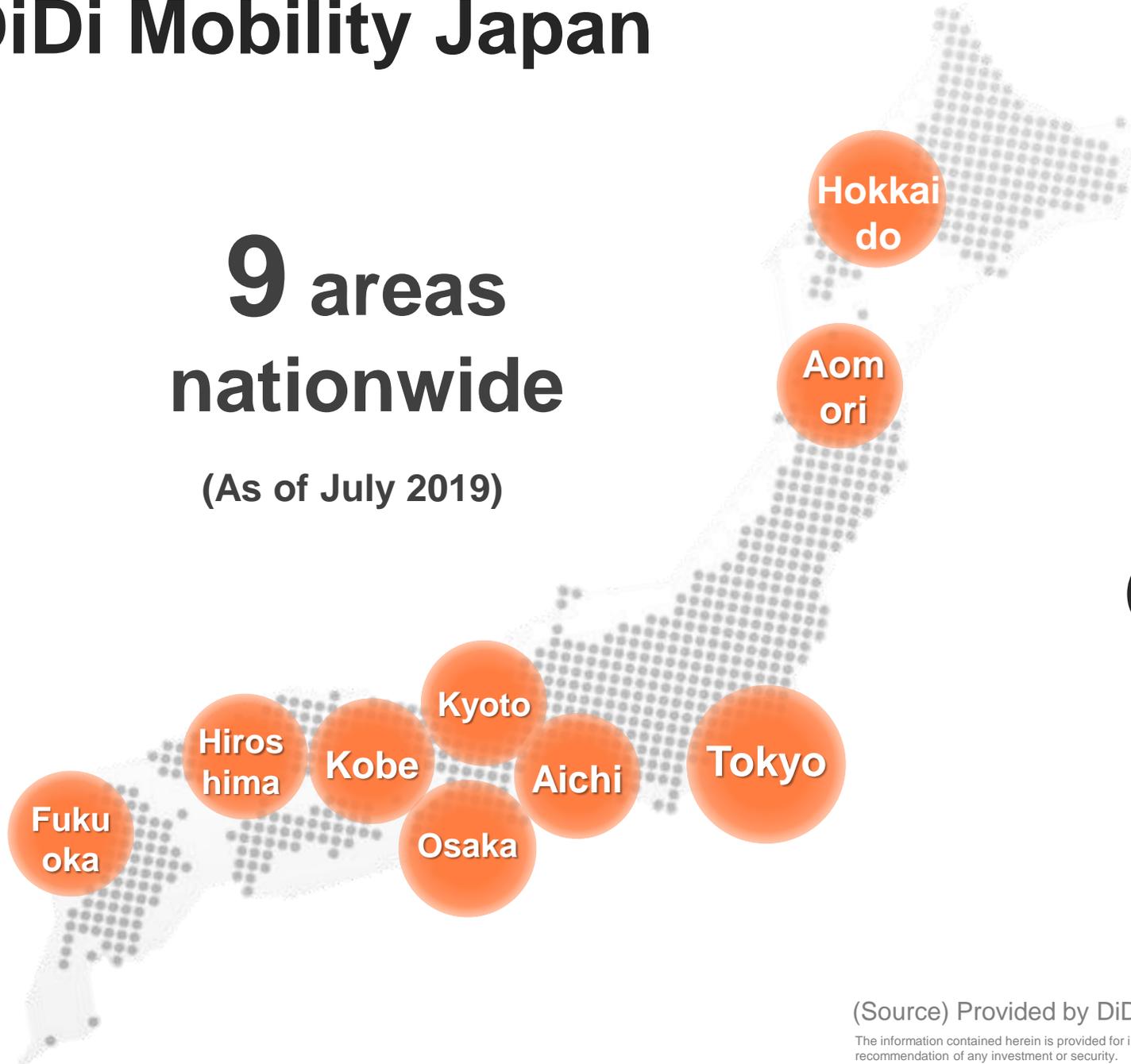
10 months since launch

(Source) AppAnnie
(Note) Monthly number of downloads (iOS and GooglePlay in Japan) for major taxi-hailing apps, collected from Sep 1, 2018 to Jul 31, 2019

DiDi Mobility Japan

**9 areas
nationwide**

(As of July 2019)



**Rapid
expansion
of service area**

(Source) Provided by DiDi Mobility Japan

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

Accelerating the collaboration with partners inside and outside of Japan in various areas

Collaboration with SoftBank Vision Fund Investees

Collaboration with Other Partners

wework

JV

DiDi

JV

MONET
MONET TECHNOLOGIES INC.

JV

cybereason

JV

HAPS MOBILE

JV

OYO

JV

COHESITY

JV

J.Score

JV

FINDABILITY
SCIENCES

JV

SB Cloud

JV

Paytm

Collaboration

arm
TREASURE DATA

Collaboration

ENCORED

JV

One Tap BUY

Investment

ZIMPERIUM
MOBILE THREAT DEFENSE

Investment

mapbox

Collaboration

brain@corp

Collaboration

AUTOMATION ANYWHERE
Go be great.

Collaboration

TBCA Soft

Investment

SoftBank Robotics

Collaboration

Boston Dynamics

Collaboration

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



Information Revolution — Happiness for everyone

≡ SoftBank



SoftBank