

Earnings Results for the Nine Months Ended December 31, 2020

SoftBank Corp.

February 4, 2021

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 Unsponsored American Depositary Receipts

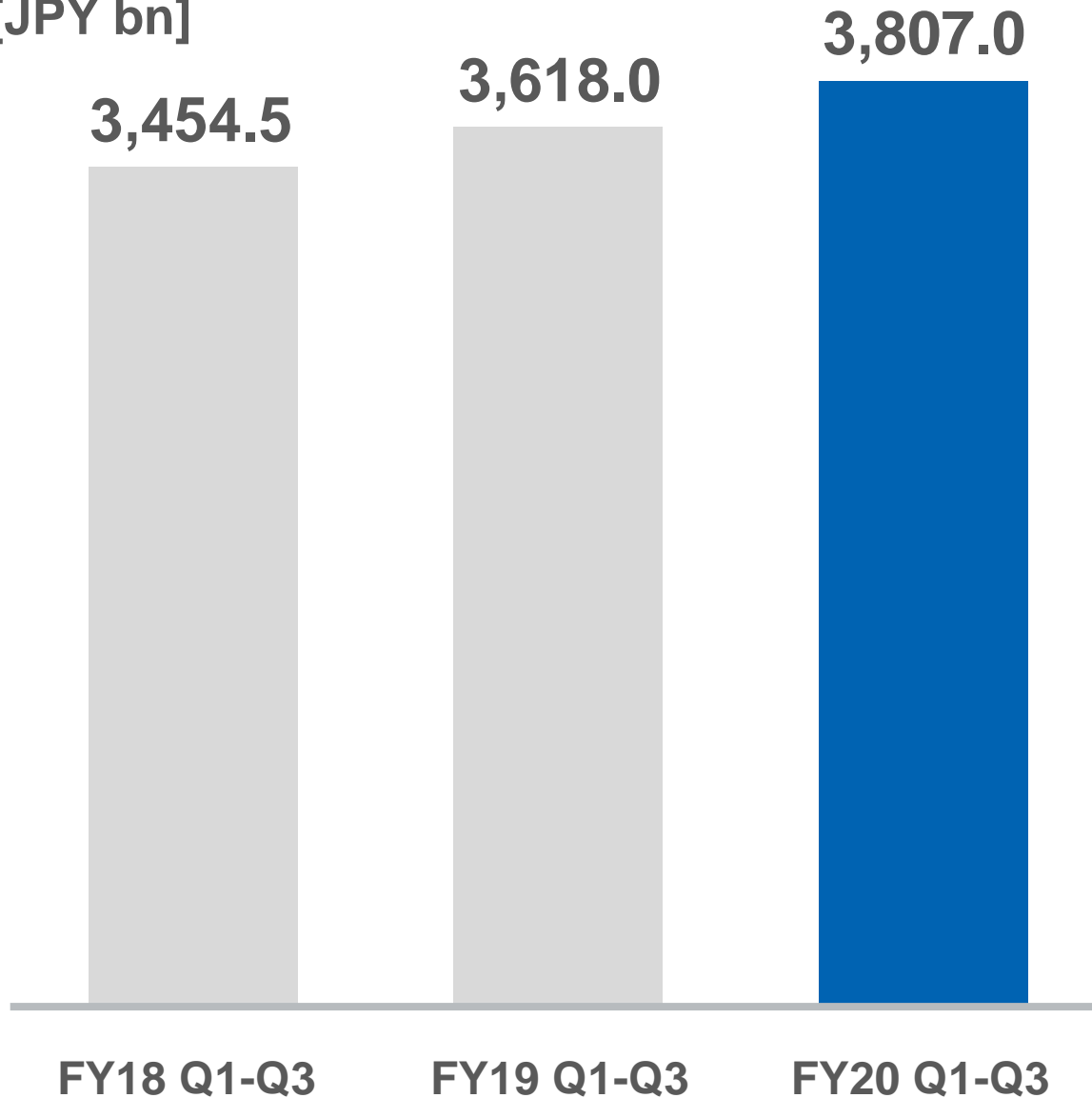
The Company encourages anyone interested in trading in its common stock to do so on the Tokyo Stock Exchange. The Company’s disclosures are not intended to facilitate trades in, and should not be relied on for decisions to trade, unsponsored American Depositary Receipts (“ADRs”) representing the shares of its common stock. The Company has not and does not participate in, support, encourage, or otherwise consent to the creation of any unsponsored ADR programs or the issuance or trading of any ADRs issued thereunder. The Company does not represent to any ADR holder, bank or depositary 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, depositary institutions, or any other entities or individuals in connection with any unsponsored ADRs representing its common stock.

Consolidated Results

Q3 Fiscal Year 2020

Revenue

[JPY bn]



Even with COVID-19 impact

Up 5%

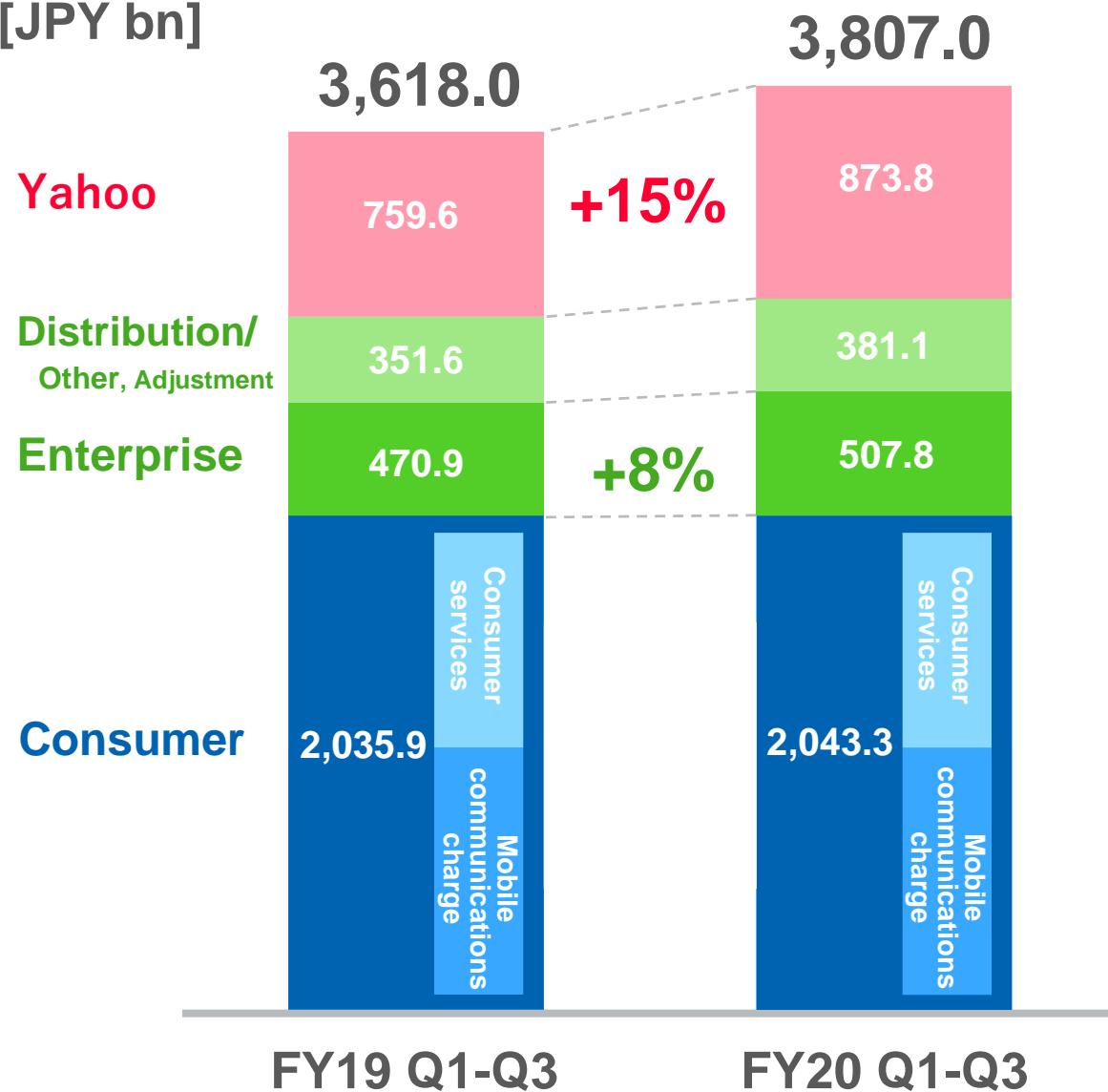
(Notes)

Actuals for FY2018 have been adjusted retrospectively to have consolidated Z Holdings Corporation (formerly Yahoo Japan Corporation, hereinafter “ZHD”) from April 1, 2018

“Yahoo” is used as the segment name when referring to ZHD business

Revenue by Segment

[JPY bn]



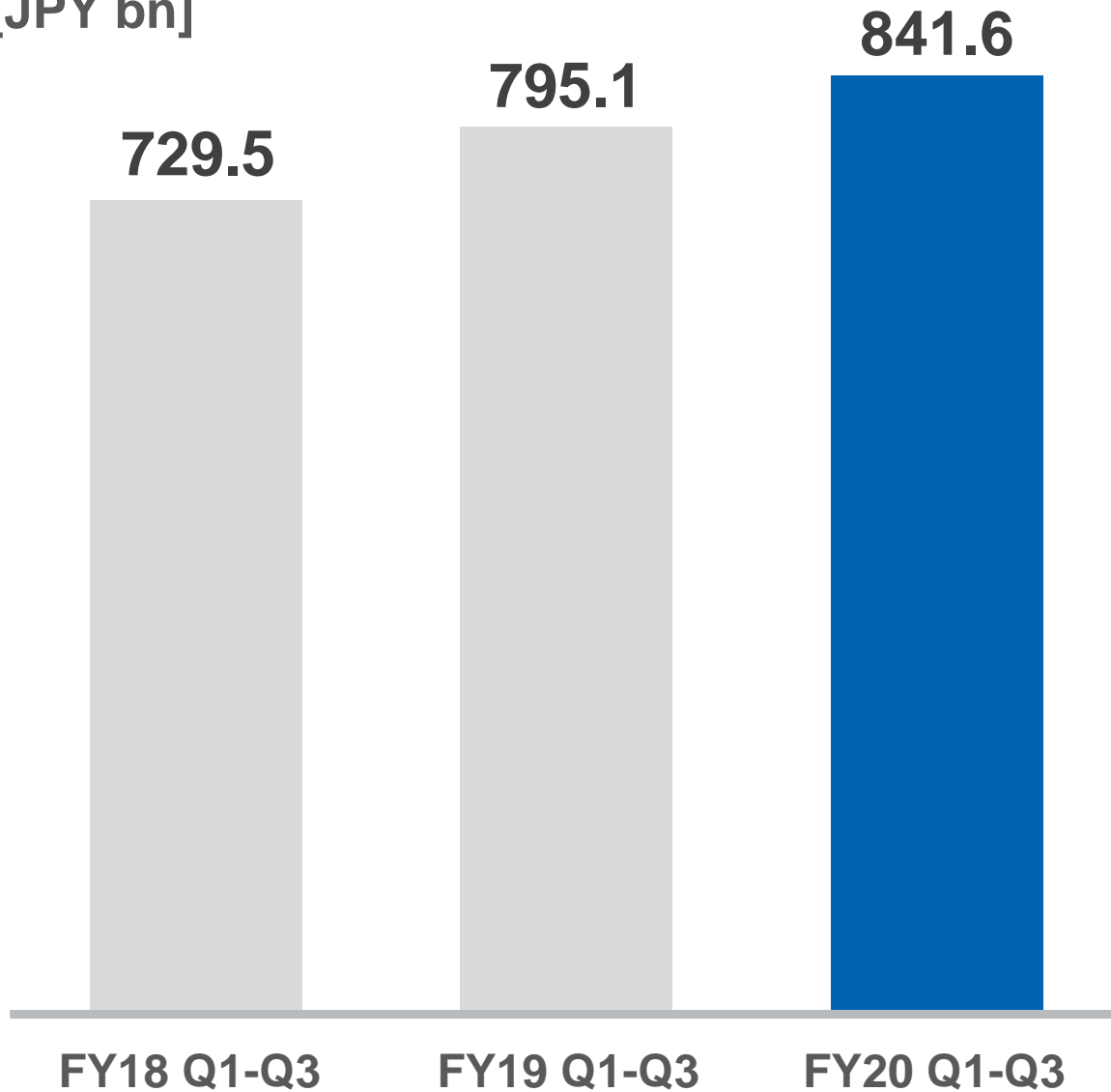
Revenue increased in all segments

Driven by Yahoo and Enterprise

(Notes) Revenue for Mobile communications charge and Consumer services is pro forma information (non-audited) calculated by us with certain assumptions. Mobile communications charge revenue for enterprise customers is included in Enterprise segment

Operating Income

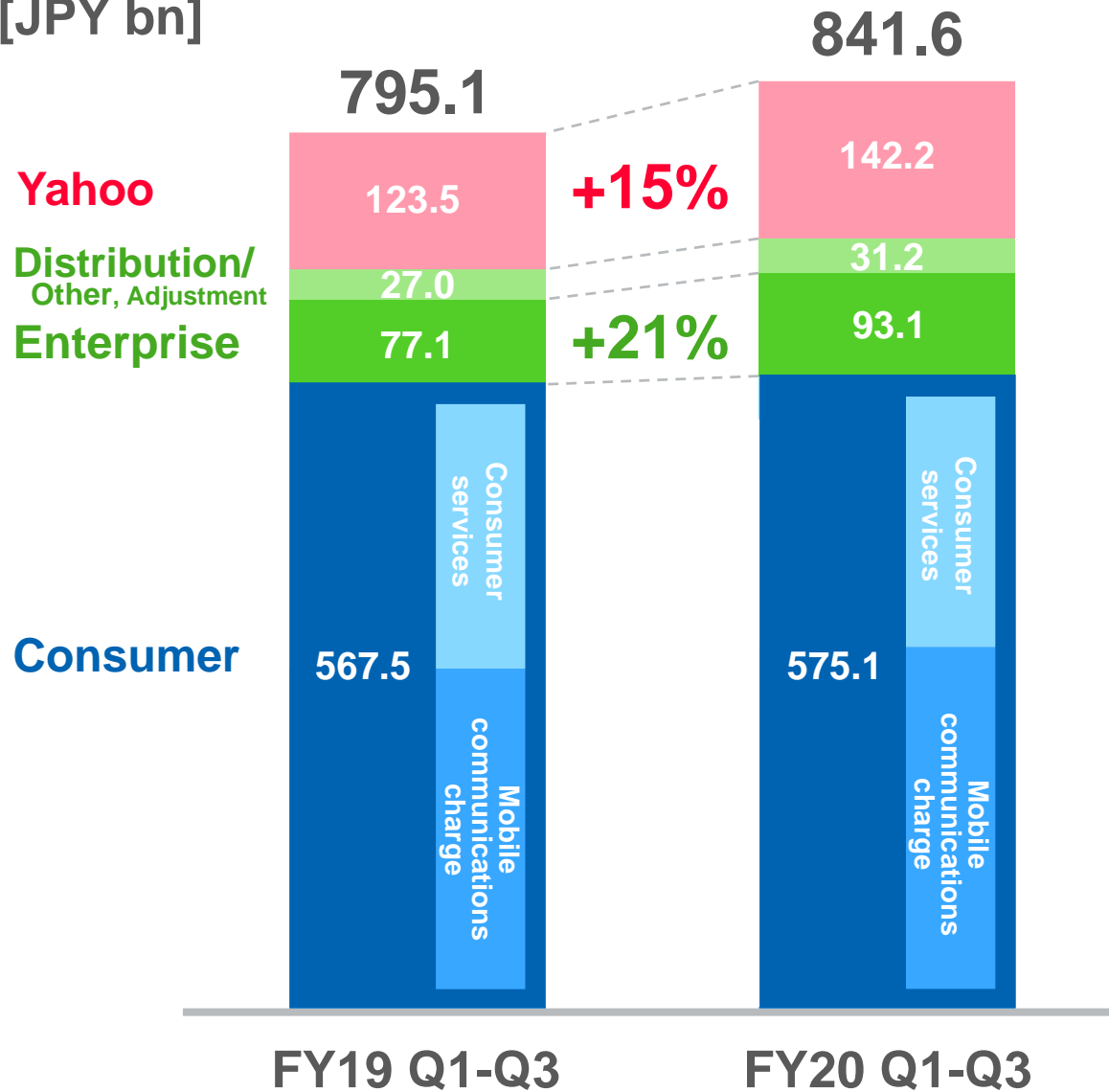
[JPY bn]



Up 6%

Operating Income by Segment

[JPY bn]

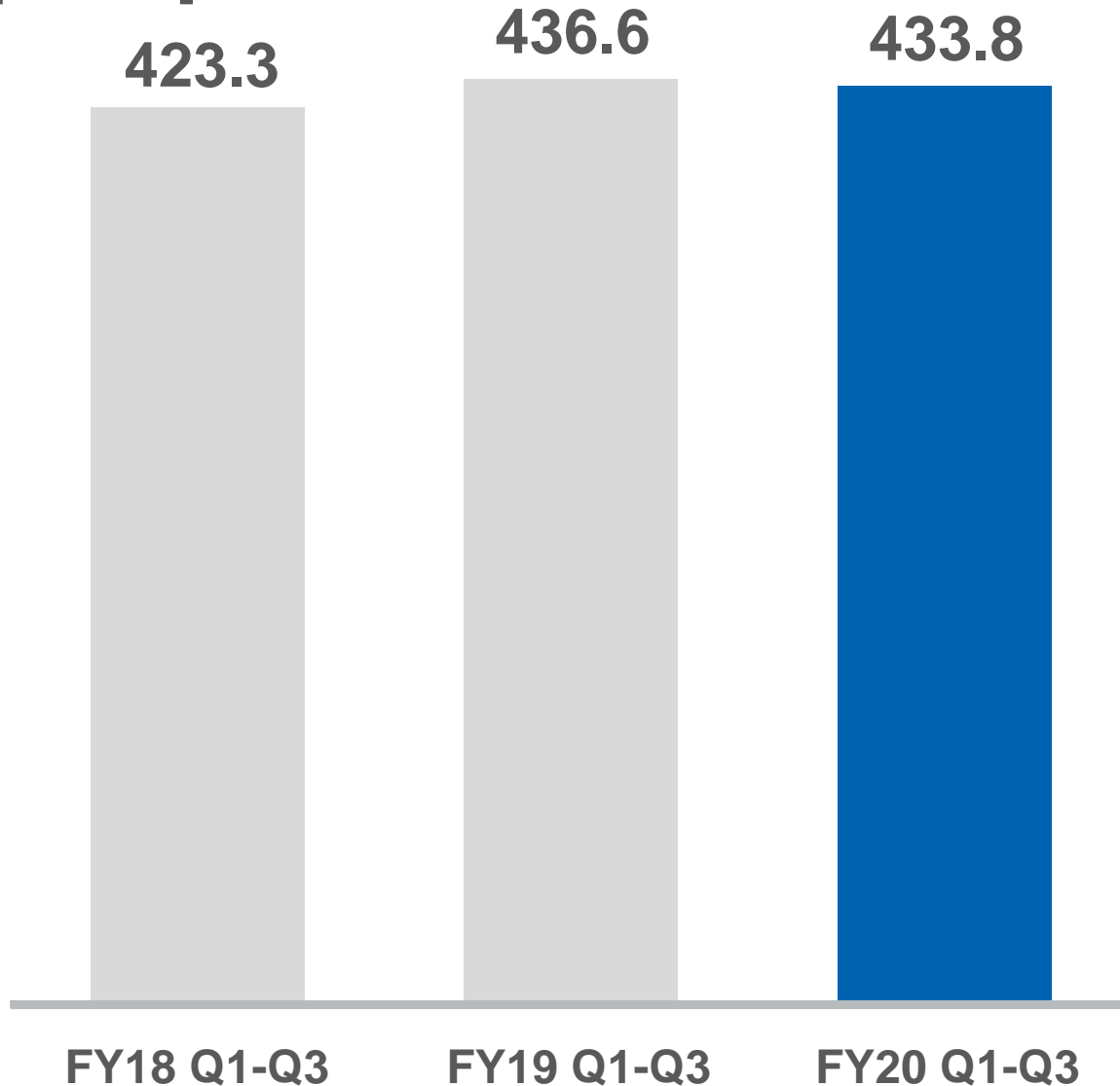


Profit increased in all segments
Yahoo and Enterprise profit increased significantly

(Notes) Income for Mobile communications charge and Consumer services is pro forma information (non-audited) calculated by us with certain assumptions. Mobile communications charge revenue for enterprise customers is included in Enterprise segment

Net Income

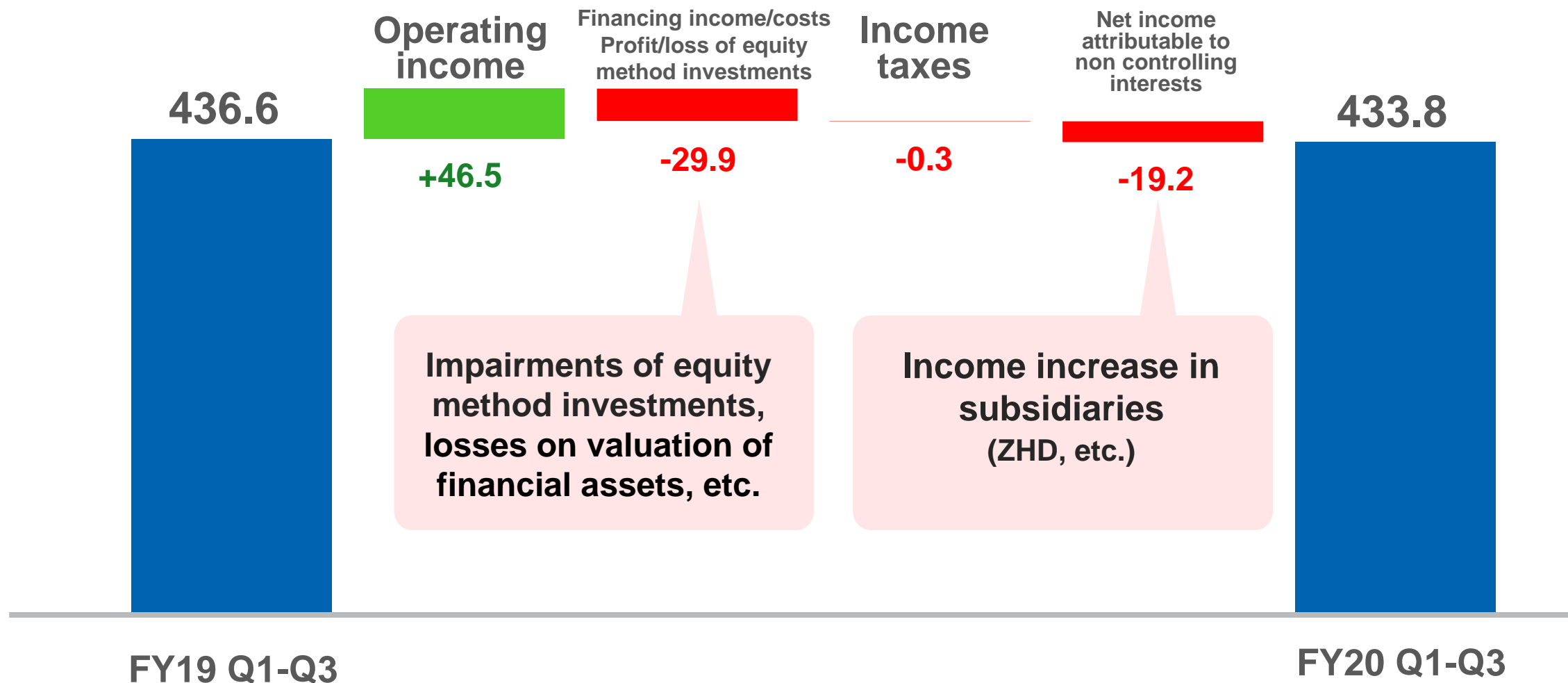
[JPY bn]



Due to one-time factors
such as impairments
**Net income
remained flat**
(Full-year net income expected
to surpass last fiscal year)

Net Income: YoY Comparison

[JPY bn] Operating income increased but net income flat due to **impairments and losses on valuation of financial assets**



Consolidated Results

[JPY bn]

	FY2019 Q1-Q3	FY2020 Q1-Q3	YoY	YoY %
Revenue	3,618.0	3,807.0	+189.1	+5%
Operating Income	795.1	841.6	+46.5	+6%
Net Income	436.6	433.8	-2.9	-1%

Progress Toward Full Year Forecasts

[JPY bn]

FY2020
Full-year
forecast

Revenue
4,900.0

Q1-Q3

3,807.0

Operating
income
920.0

841.6

Net income
485.0

433.8

Progress

78%

91%

89%

High progress
rate to original
forecasts

FY2020 Forecasts (Revised)

[JPY bn]

Full Year Forecasts Revised Upward

	FY2019 Actual	FY2020		Change [Current - BOP]
		BOP*1 forecast	Current forecast	
Revenue	4,861.2	4,900.0	5,100.0	+ 200.0
Operating Income	911.7	920.0	970.0	+50.0
Net Income	473.1	485.0	490.0	+5.0

(Notes) *1 BOP: Beginning of the period for the fiscal year ending March 31, 2021

(Note) The annual dividend remains unchanged at JPY 86 per share

Reasons for Upward Revision to Forecasts

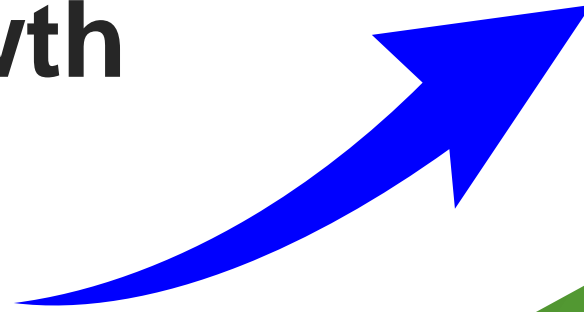
Strong demand for DX and cocooning consumption
greatly exceeded impact from COVID-19 expected at BOP

Reasons for Upward Revision

- **Enterprise telework related business** contributed to higher-than-expected profit
- **Yahoo's Commerce and other subsidiaries** grew due to **demand for cocooning consumption**
- Mobile subscriber acquisitions higher than initially expected even with “stay at home” policy
- Distribution business benefited from **a large-scale government ICT project**

SoftBank Growth Strategy Beyond Carrier

Non-telecom Businesses Becoming Growth Drivers



Telecom Business



Yahoo/LINE



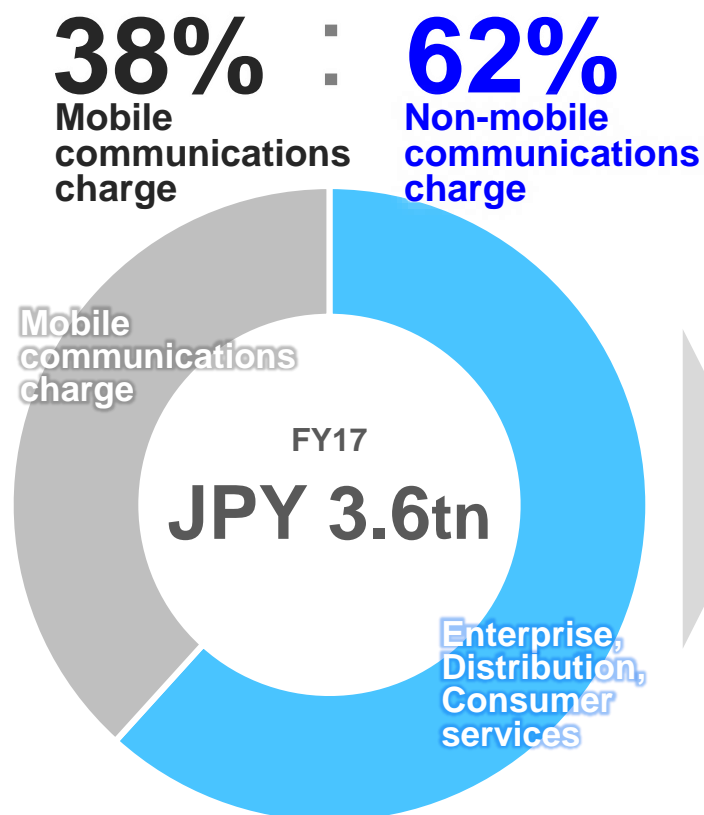
New Business
Fields



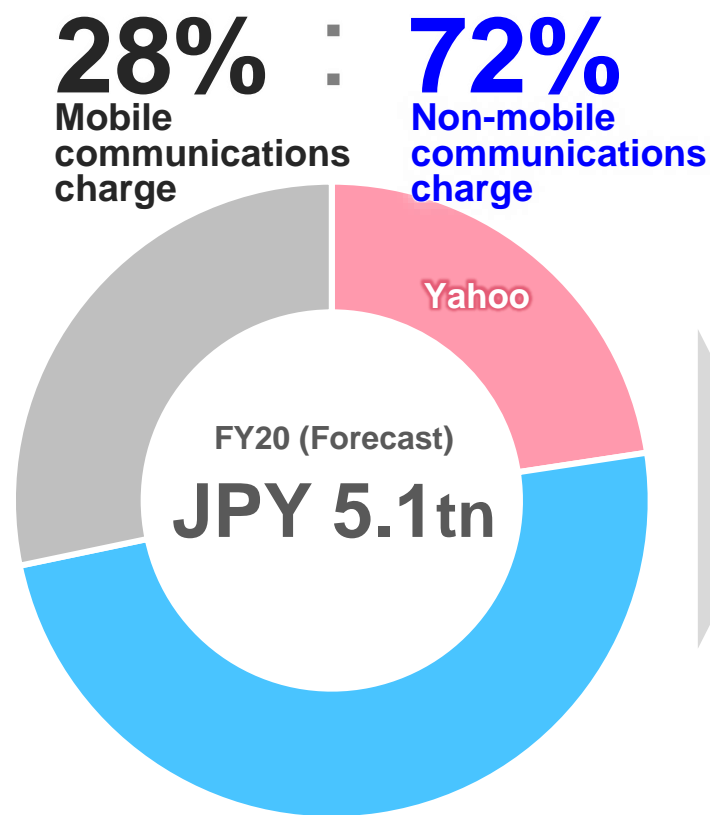
Revenue Composition

Non-mobile communications charge revenues grow to more than 70% of total

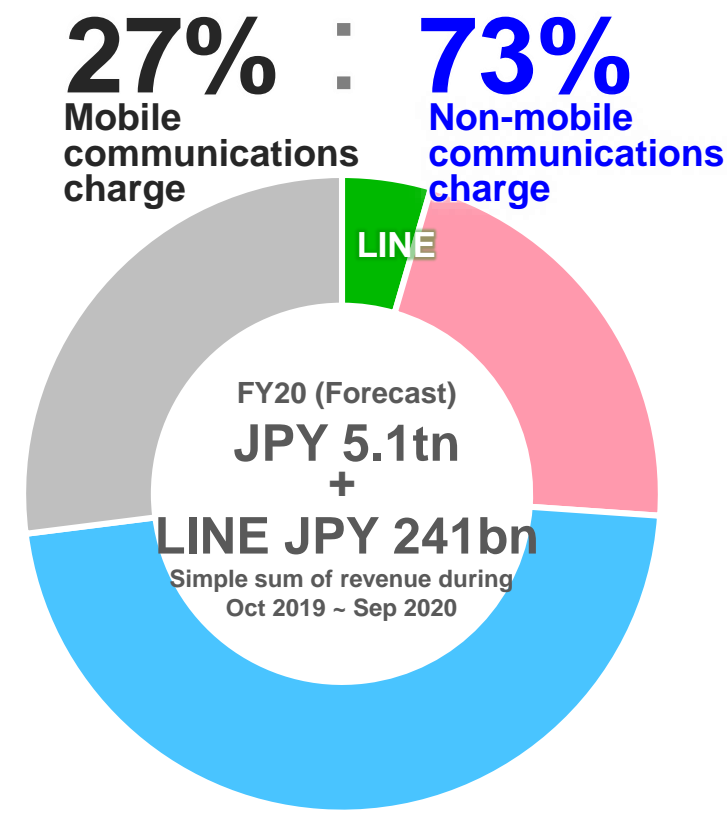
FY2017



FY2020 Forecast



Ref) FY2020 with LINE



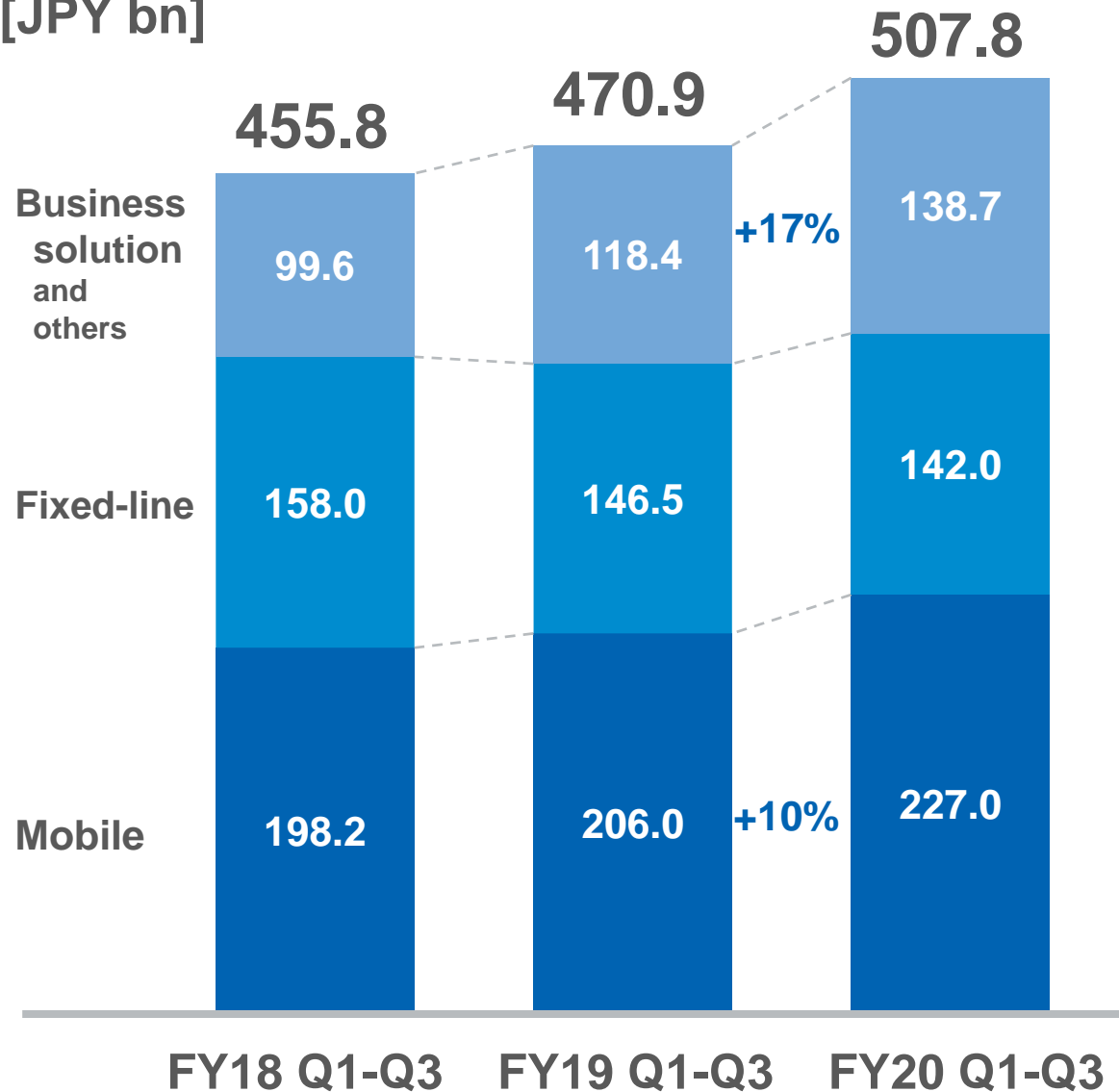
(Notes) Pro forma information (non-audited) calculated by us with certain assumptions. Revenue is based on sales to external customers. Mobile communications charge revenue for enterprise customers is included in Enterprise segment

Enterprise Business



Enterprise: Revenue

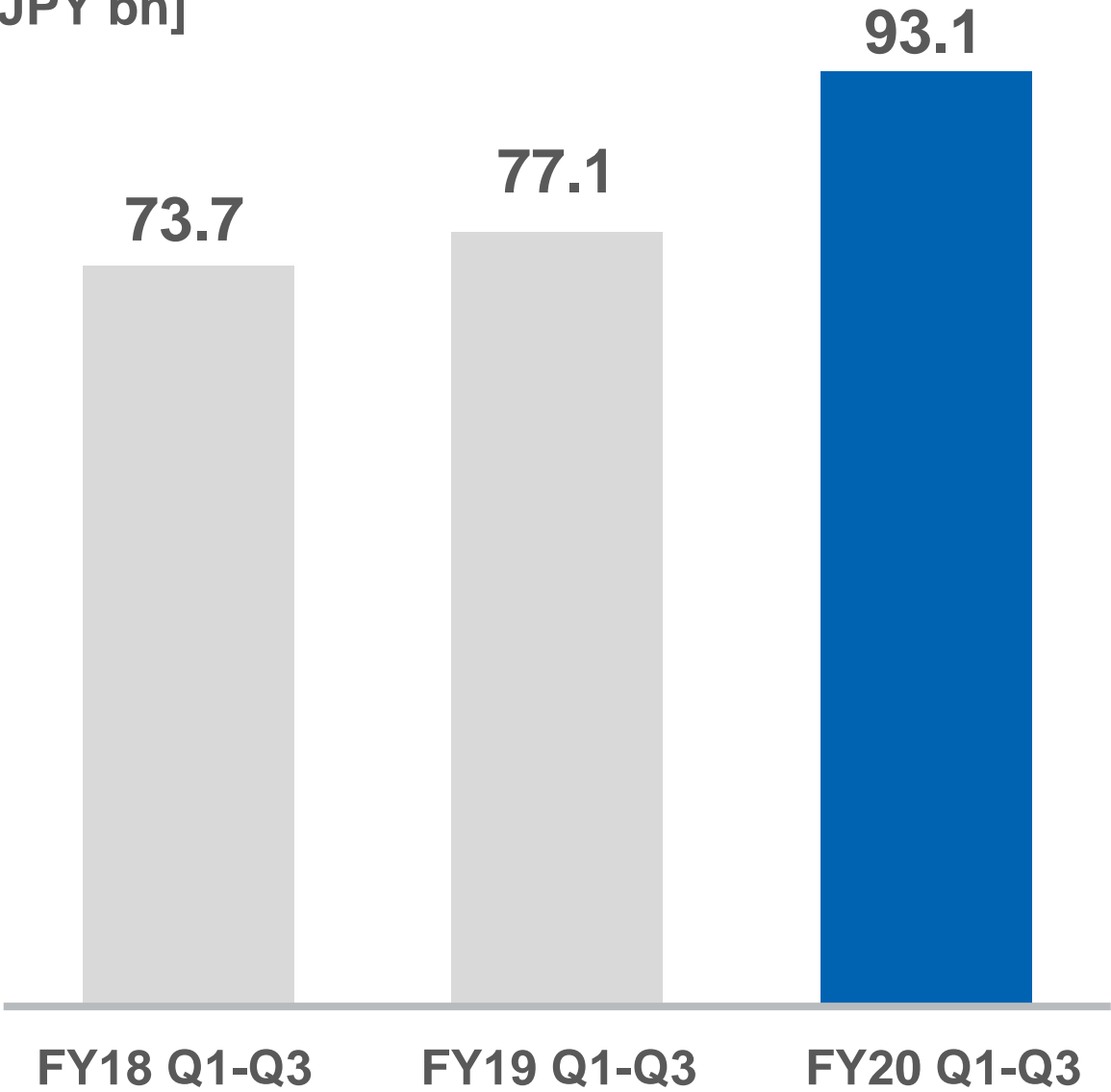
[JPY bn]



Up 8%
Business solution and others increase by 17%

Enterprise: Operating Income

[JPY bn]



Up 21%

Telework demand is tailwind

	Q1	Q2	Q3
FY2019	28.1	26.5	22.5
FY2020	31.3	33.3	28.5
YoY %	+11%	+26%	+27%

Enterprise: Business Solution and Others Revenue

Cloud, IoT and security drove revenue growth

Cloud

YoY +43%

Google Workspace

Microsoft 365



New acquisition
in response to
telework demand

IoT

YoY +133%



Surge in demand for AI
temperature sensing solutions



Agricultural IoT solution
adopted for a large-scale
project by the MIC*

Security

YoY +104%

 cybereason



Demand for device
security surged

Enterprise: Cloud

Opened one of the largest data centers^{*1} in Tokyo in Dec 2020 to meet growing demand for cloud services

**Total size
c. 45,000m²**

***Twice the size of our existing data center in Tokyo**

**c. 4,000 racks
Capacity**

Phase 1 almost sold out^{*2}

Received orders from major internet service providers, etc.

Enterprise Growth Strategy

“Three Major Digital Revolutions” as opportunities to grow businesses

Digital Communication



Digital Automation

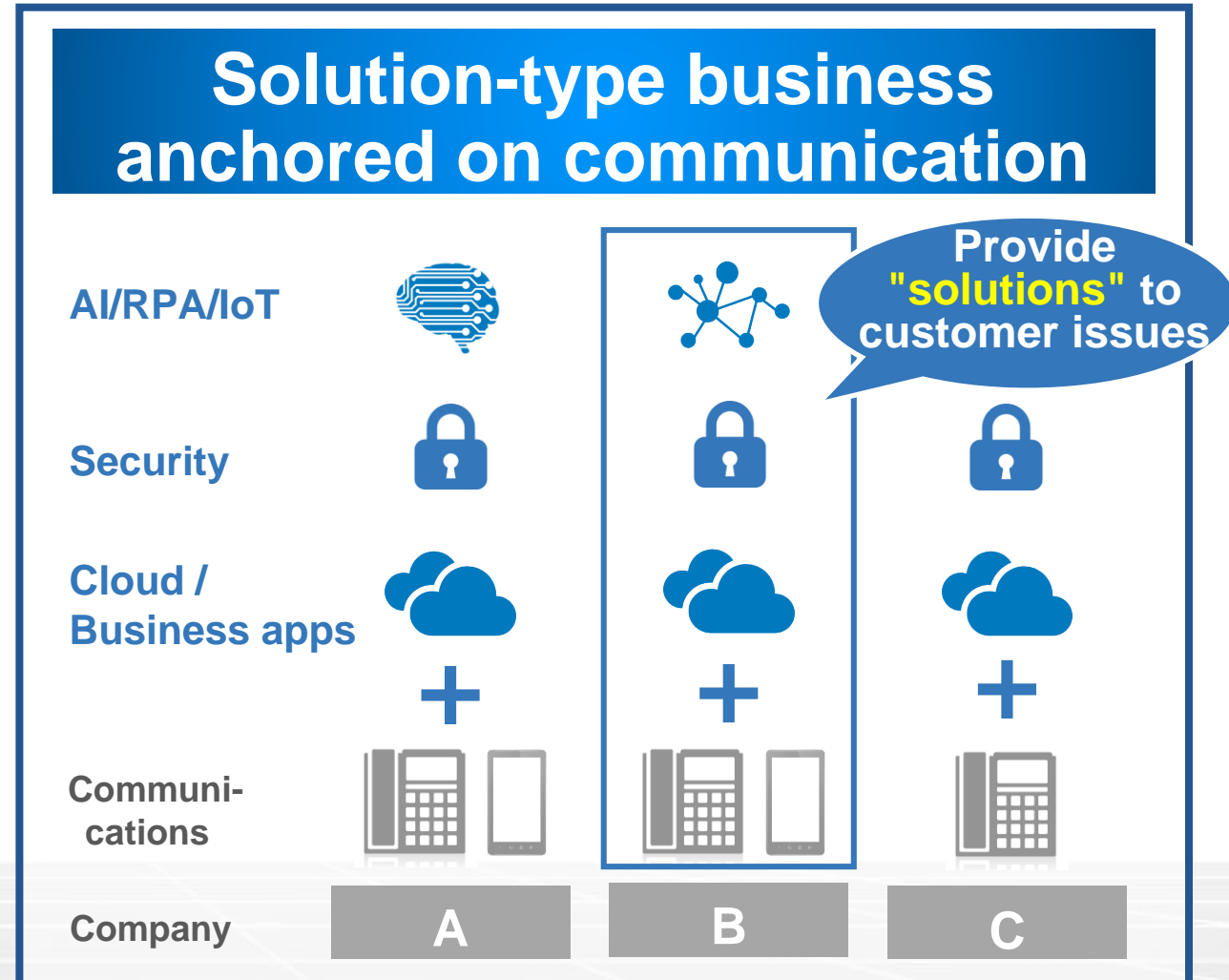
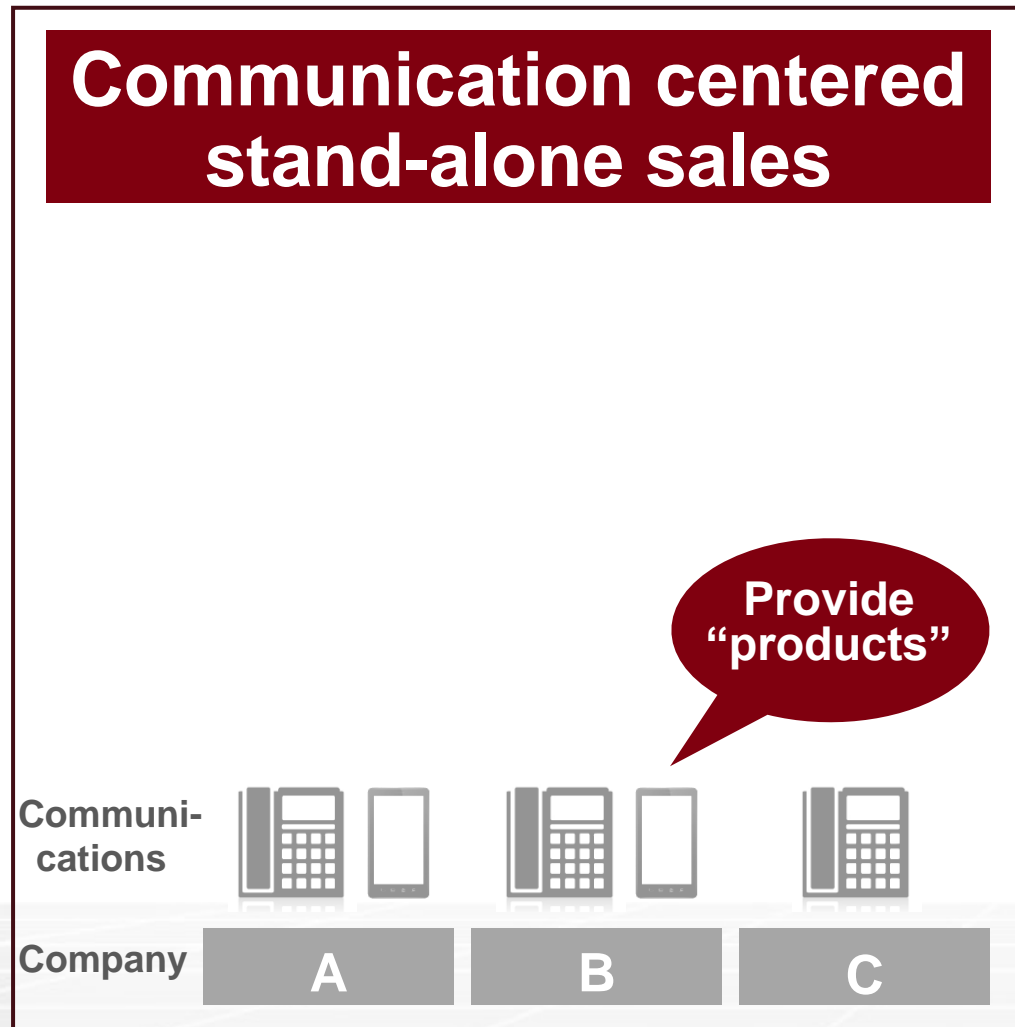


Digital Marketing



Enterprise Business Reform

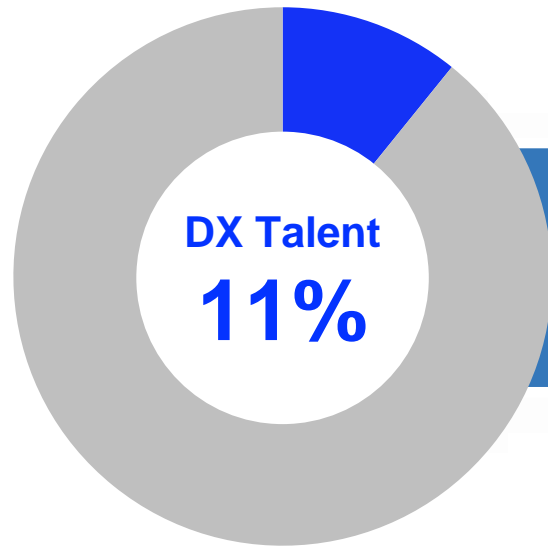
Business reform started when smartphones came



Strengthen in-house workforce for DX solutions

Enterprise DX Talent Ratio

April 2017

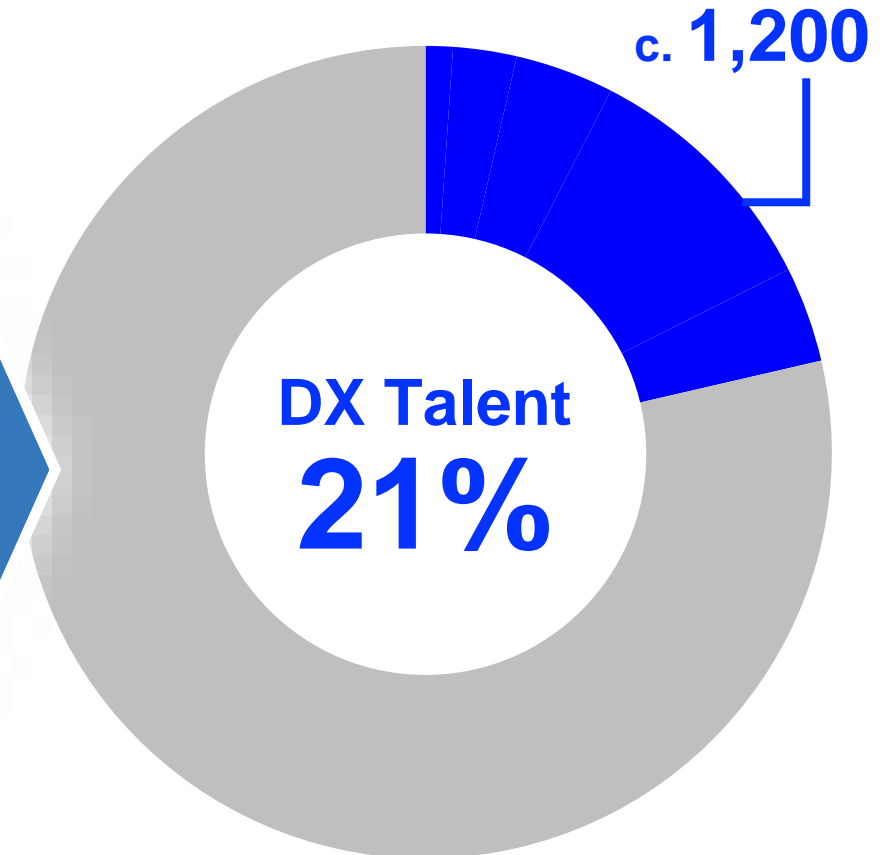


Training for DX Talent

- Consulting sales training programs
- Business producer training programs
- Basic consulting skills training

Others

November 2020



Enterprise Business Reform

Realize solution-type business

with the support of DX talent and technology departments



Propose optimal solutions to specific issues for enterprises



Intend to establish a telework system



Seek to automate routine tasks



Wish to enhance digital marketing

Providing total solutions as **our major strengths**

[Examples of solution provision]



Customer needs

To realize telework and digitalization

SoftBank's Total Solution

Various portfolios

PC
smartphone
tablet

Web
conference
software

Cloud
environment

RPA

Security

...



Know-how

Business efficiency consulting

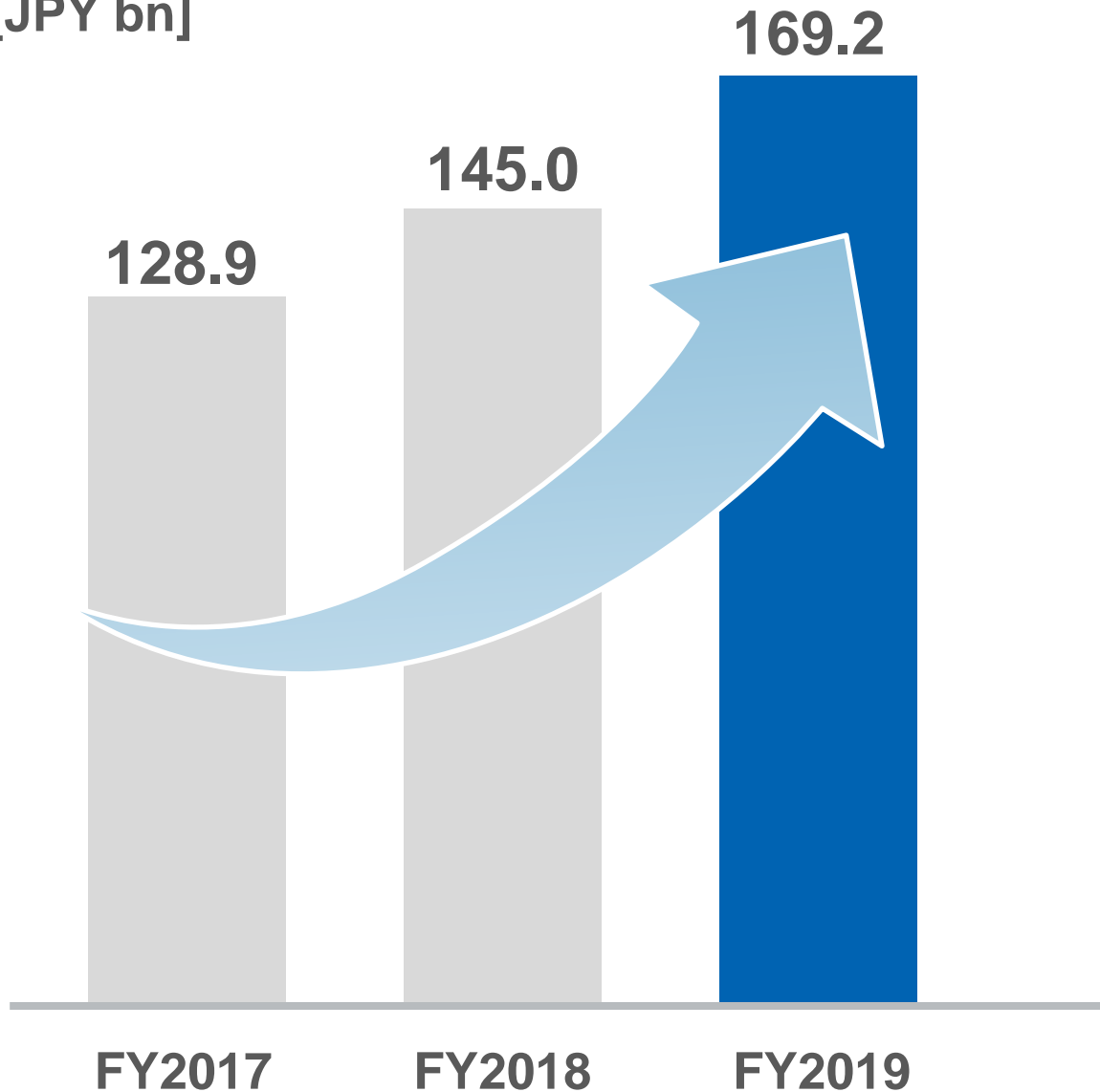
Employee education, operation support

...



Enterprise Business Solution and Others Revenue

[JPY bn]



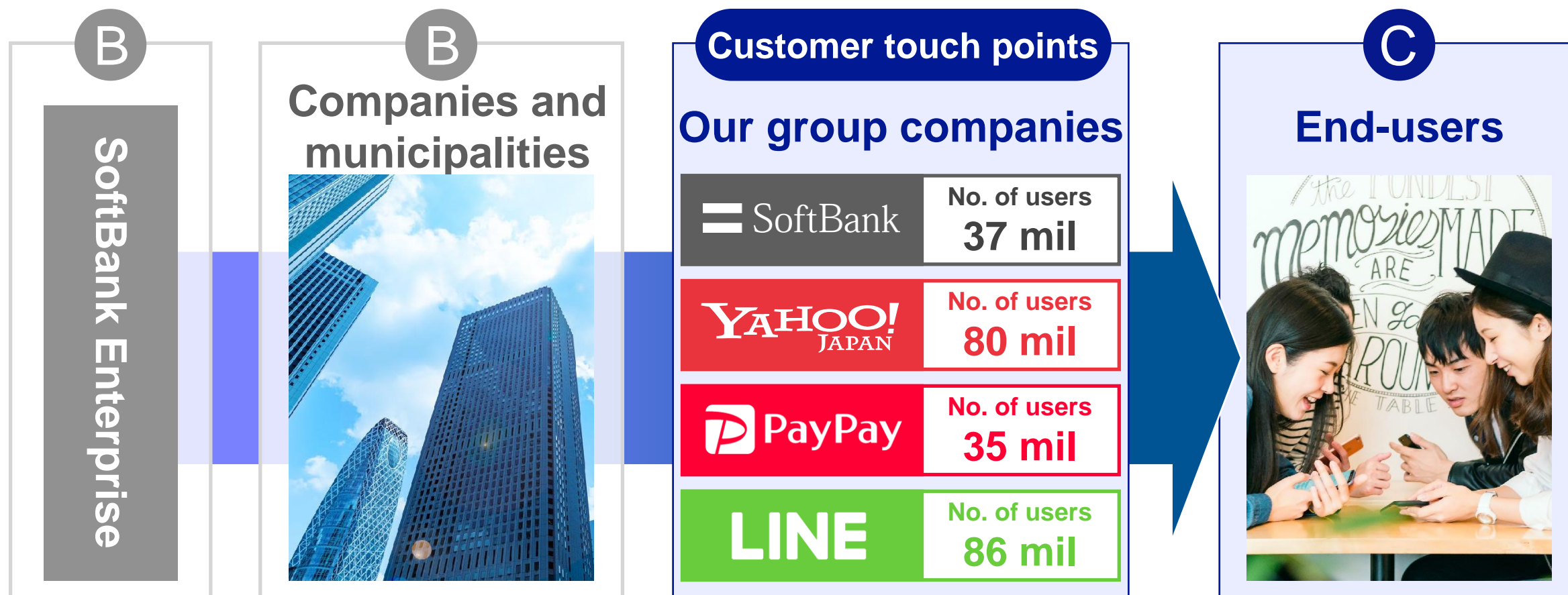
Solutions field

CAGR 15%

**Driving growth of
Enterprise business**

Enterprise: B2B2C Model Expansion

Utilizing Japan's largest customer touch points expand digitalization to end-user domains



(Note) Customer touch points: SoftBank: Cumulative no. of main subscribers (as of Dec 2020); Yahoo: No. of annual logged-in user IDs (ZHD earnings announced on Feb 3, 2021); PayPay: No. of cumulative registered users (as of Jan 2021); LINE: No. of monthly active users in Japan (LINE earnings announced on Oct 28, 2020). The business integration of Z Holdings and LINE Corporation is expected to be completed in March 2021

Enterprise Smart City Field

Many companies and municipalities visited our new smart building headquarters

(From Oct to Dec 2020: more than 180 leaders from companies and municipalities paid visits)

Jan 2021
Relocation
completed

1,000+
sensors

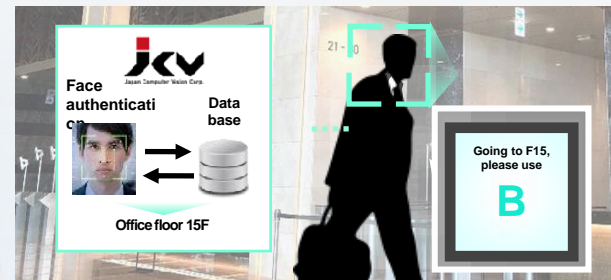
Human
traffic
analysis

5G full
coverage

Image
analysis

Real-time
data
usage

Face authentication for entry/
Elevator guiding



Visualization of water
amount for water
planting



Environment visualization



Data linked signage



Congestion visualization



Cleaning robot



(Note) HQ building visit period: Oct – Dec 2020 (before the declaration of emergency)
Visitors: more than 37 entities and 180 people

Expanding business to other companies and cities in the future

Our New HQ Smart City Solution



**Redevelopment
in Minato-ku**
(Order received)



**Customer HQ
building**
“smartification”



**Central Tokyo
office building
redevelopment**
(Order received)



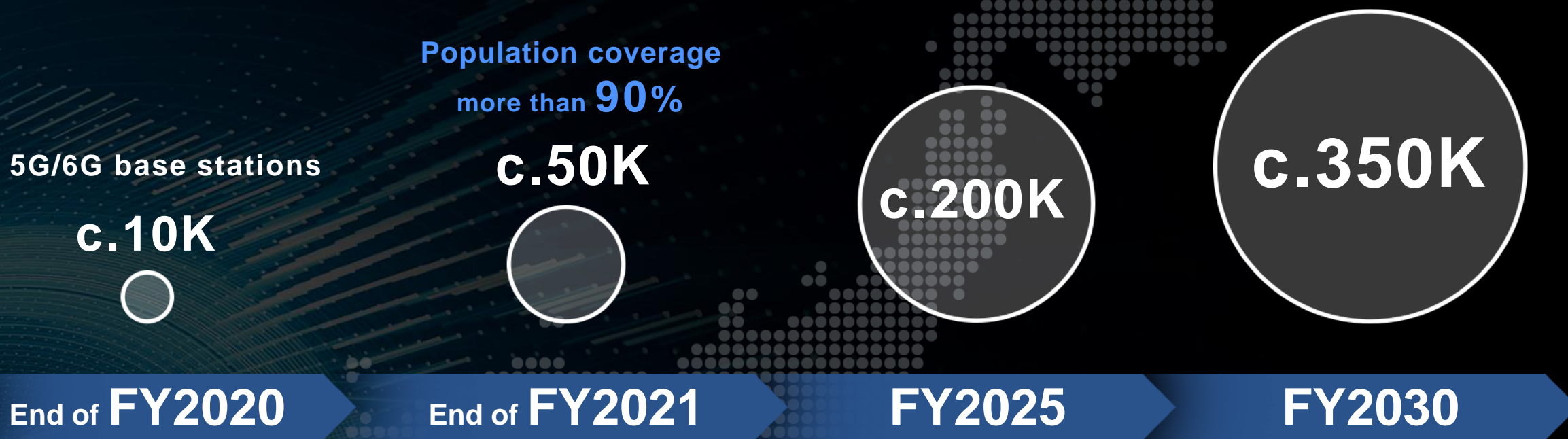
**Public facility
redevelopment**

Many inquiries from building developers, owners, etc.
Orders already received



 **5G**
SoftBank

Plan to invest **JPY 2.2 tn** over 10 years



Building the world's most robust network to promote 5G penetration

5G Service Area Deployment

Expanding 5G service area steadily

Tokyo

Nagoya

Osaka

March
2021



March
2022



© Google

(Note) This shows the plan as of December 2020, and is subject to change. Light red indicates 4G LTE and red indicates 5G areas. 5G areas include both new and existing spectrum. Details will be released on our website as they become available

© Google

SoftBank 5G Strategy

5G × ∞

Telecom technology accelerates
non-telecom businesses

Ultra-high speed
Large capacity

Mass machine
connections

Ultra-low
latency

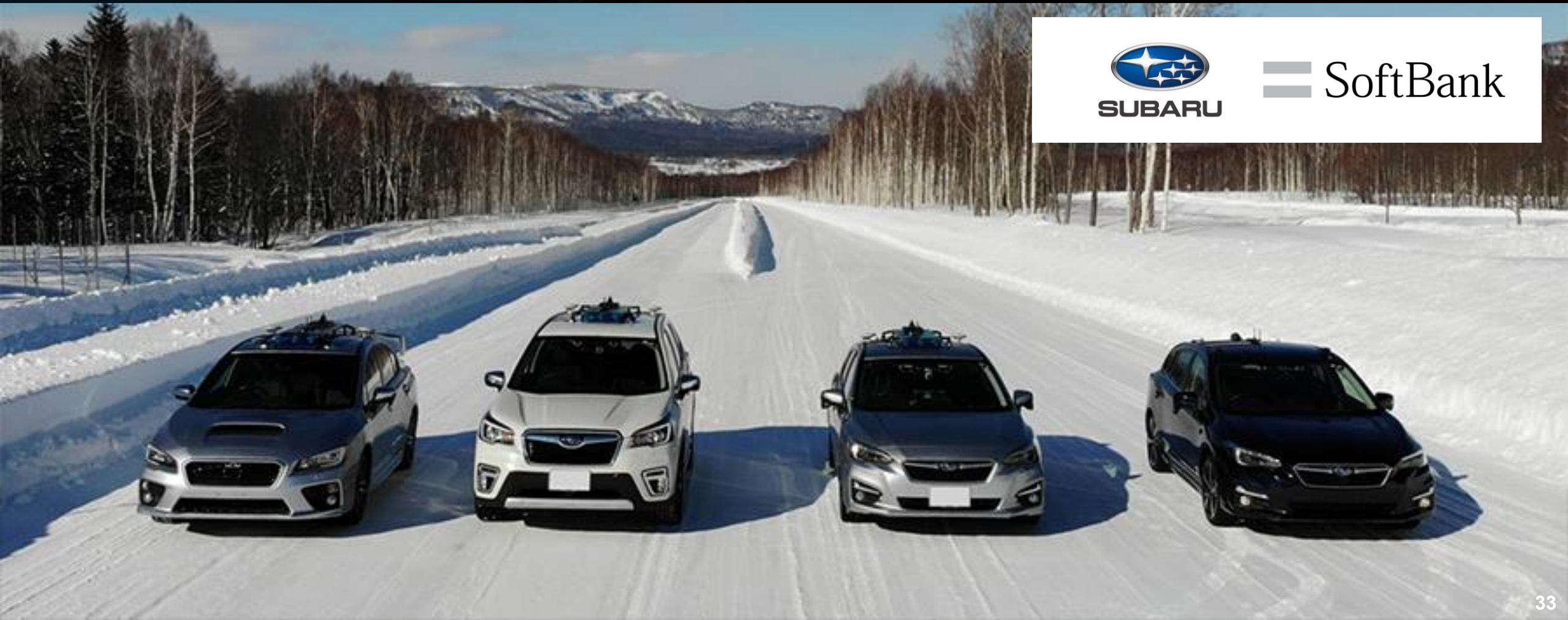


5G Verification Trial (SUBARU)

SoftBank

Successfully verified **merging vehicle assistance** that utilizes 5G

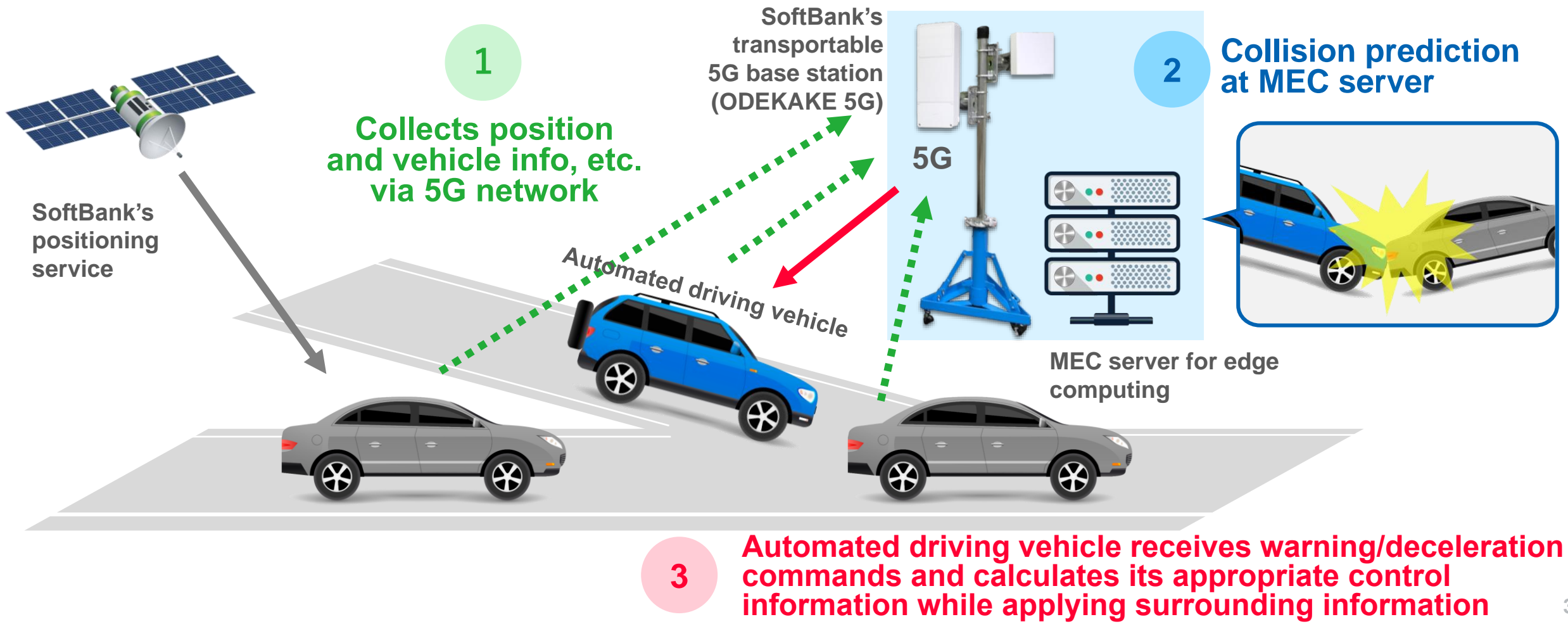
Conducted Aug 2020



SoftBank

5G Verification Trial (SUBARU)

With the support of **ODEKAKE 5G** and **edge computing**
smooth and successful merging at 70km/h



5G Verification Trial (5G X LAB OSAKA)

CROSS

SoftBank

Development support for the co-creation of 5G-related businesses

Visitors

130 entities
617 people
(3 months since open)



Development/ Verification



Communication environment equivalent to commercial service

Demo experience



More than 20 case studies available for experience

Business support



Technical support /matching, etc.

5G Verification Trial

Promoting co-creation with multiple partners



**5G terminals
for factory IoT**



**Force-tactile
transmission type
remote control system**



**Technical verification of
5G virtual base station
utilizing GPU**

Distribution Business



Distribution Business

MEXT Initiative GIGA School Program

Realizing “one computer per student”

Due to COVID-19, target was moved up by 3 years with an aim of **nationwide implementation by the end of March 2021**

Devices
“One computer per student”

Telecommunications
at school
Network availability
at all schools

Telecommunications
at home
Network availability
at home



(Note) MEXT: Ministry of Education, Culture, Sports, Science and Technology

SoftBank's GIGA School Total Support



Received orders of
1+ mil devices from
200+ municipalities

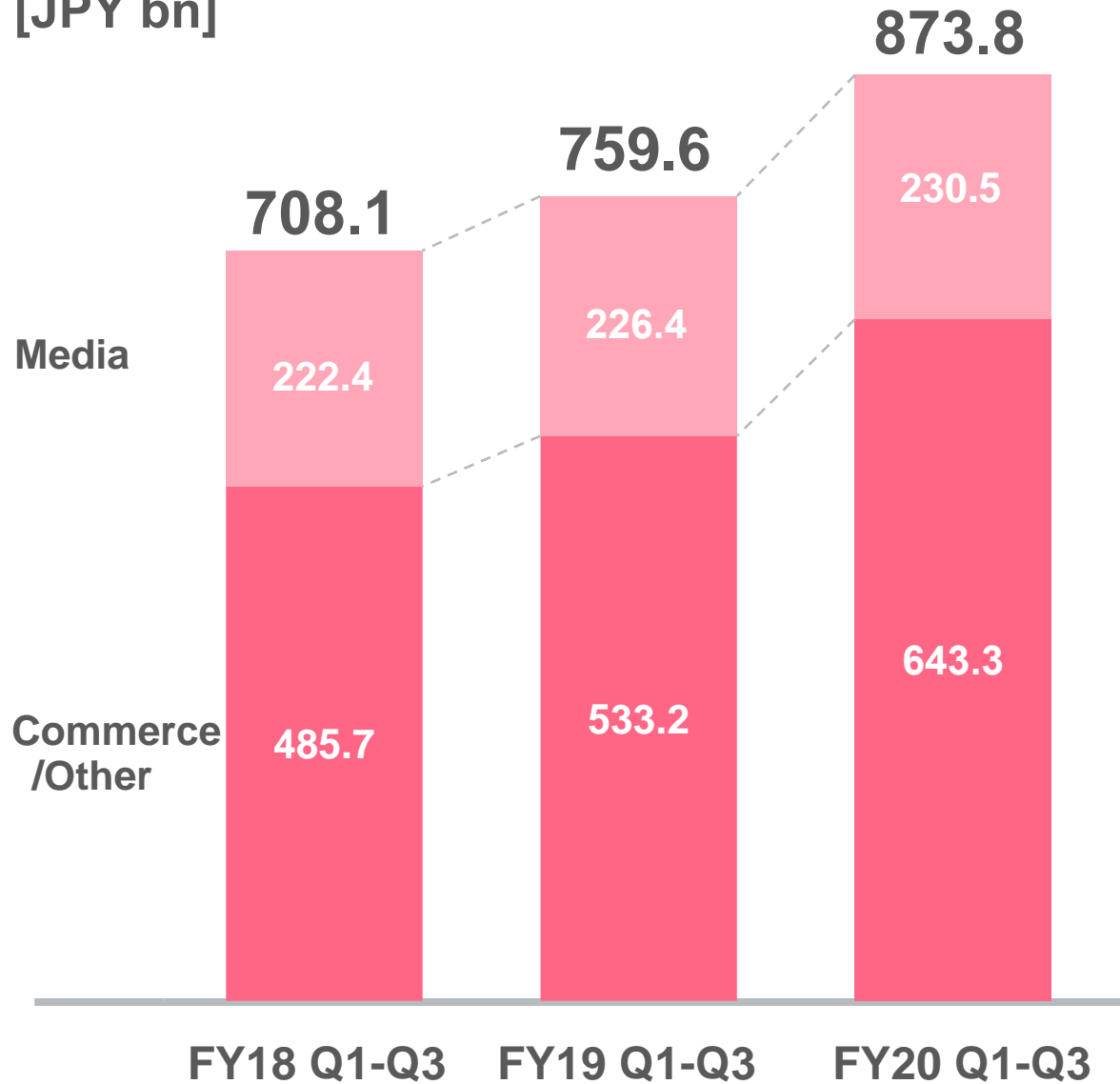
Joint project between Distribution
and Enterprise business

YAHOO! JAPAN



Yahoo: Revenue

[JPY bn]



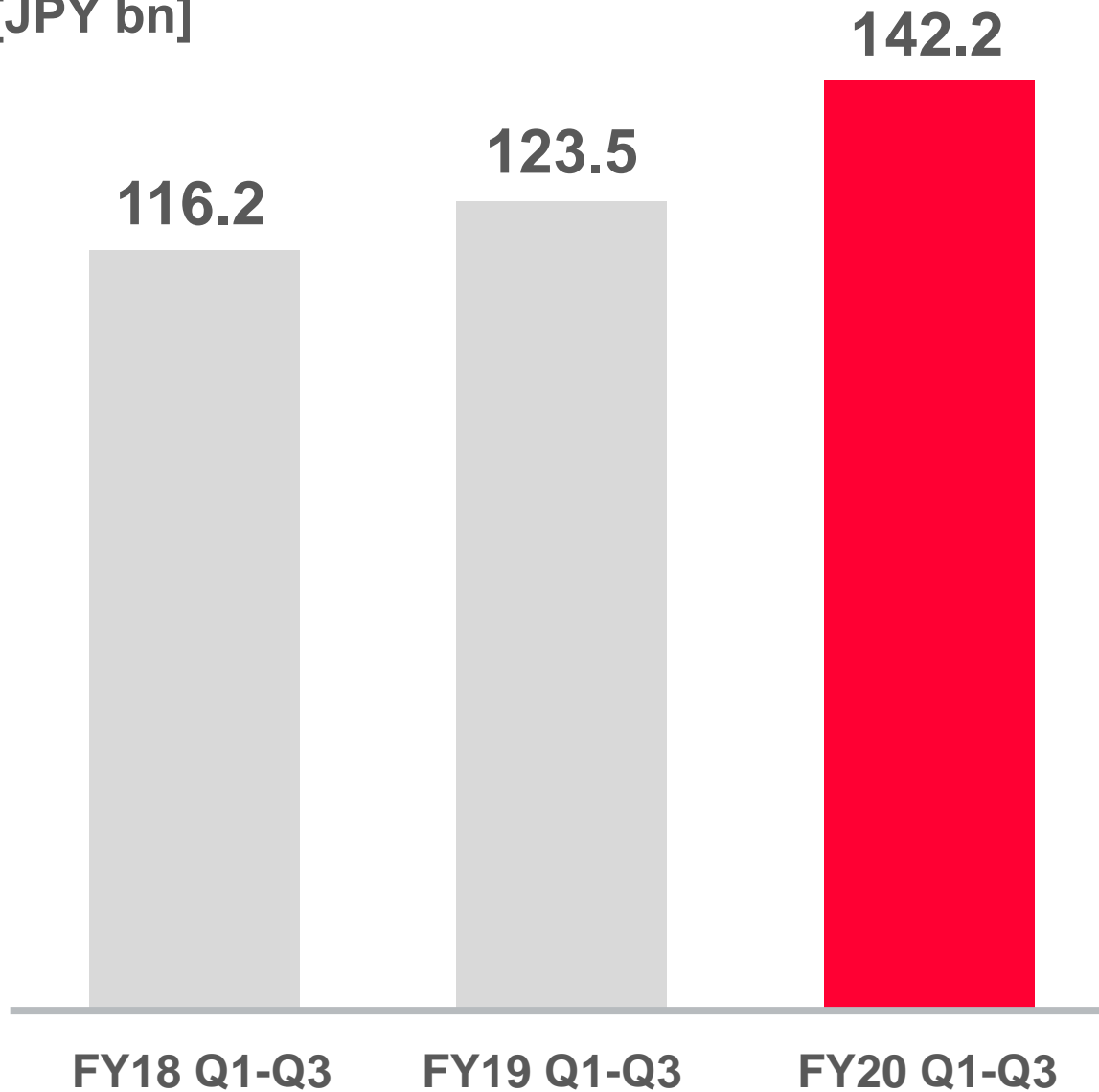
Up 15%

Driven by Commerce growth

(Note) Revenue for Commerce and Media is restated for FY2019 to reflect the transfer of certain services and subsidiaries from Commerce to Media in April 2020

Yahoo: Operating Income

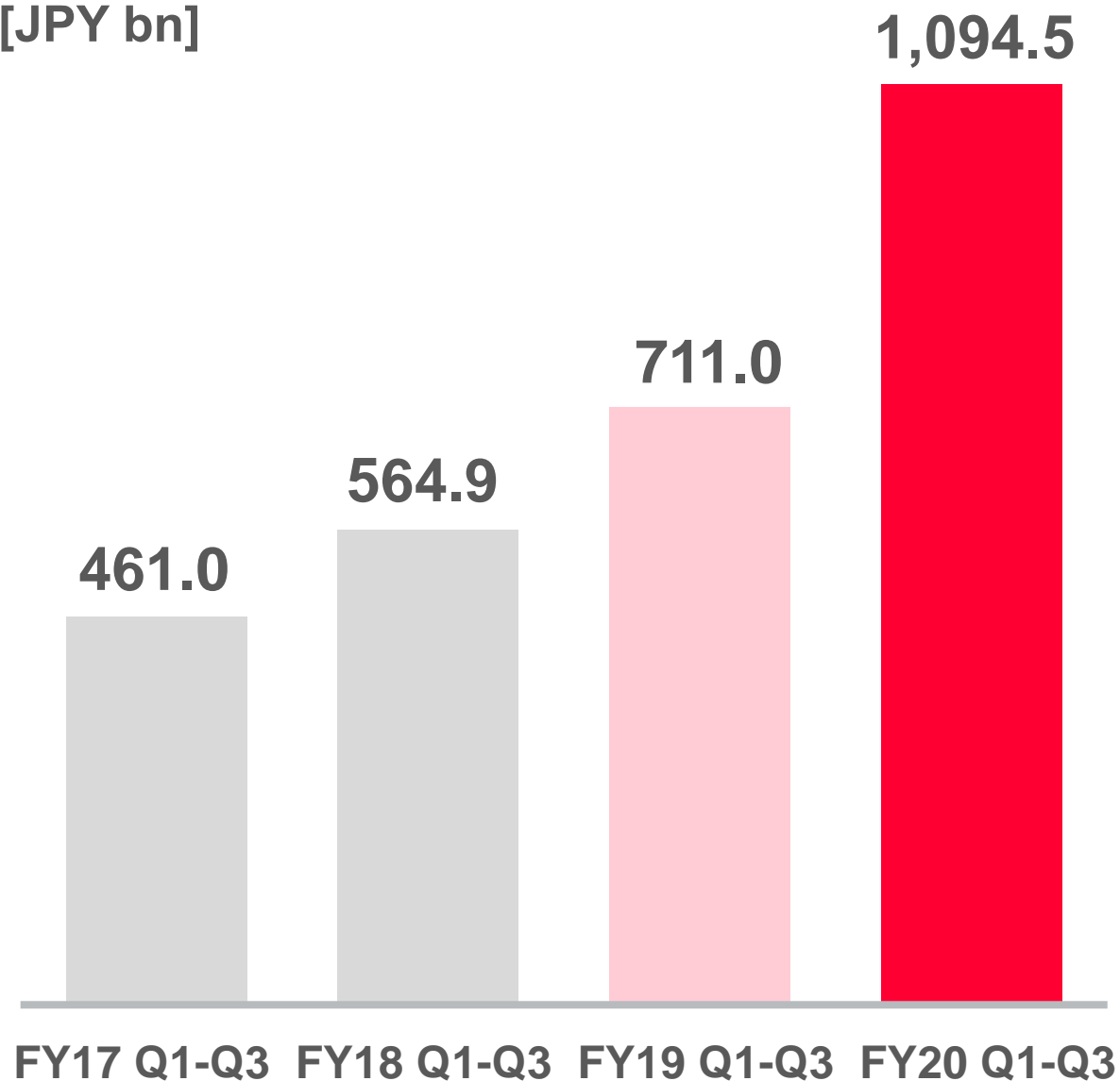
[JPY bn]



Up 15%

Yahoo: Shopping Transaction Value

[JPY bn]

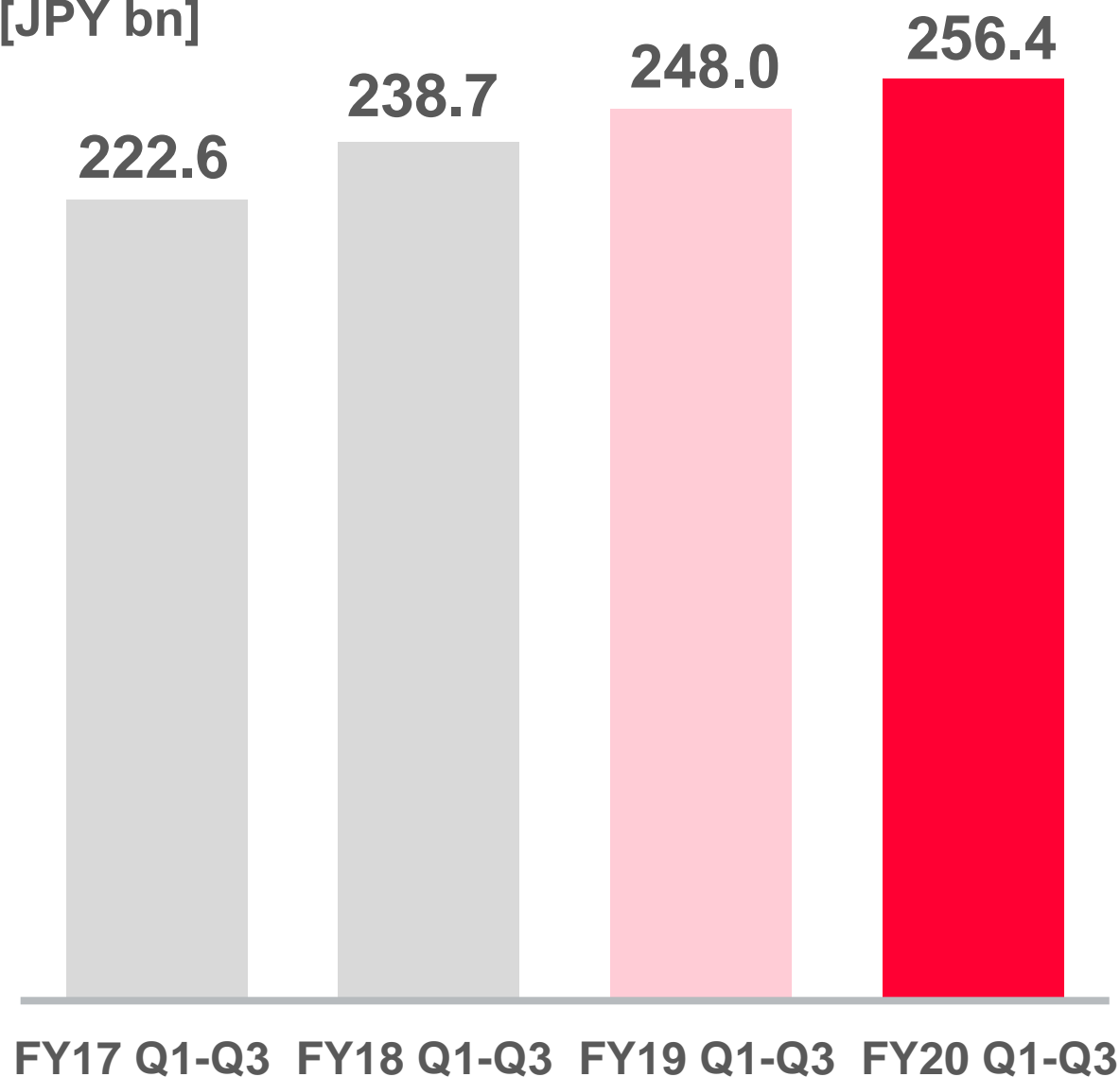


Up 54%
Cocooning consumption
boomed Ecommerce

(Notes) Includes transaction values of Yahoo! JAPAN Shopping, LOHACO, Charm Co., Ltd., PayPay Mall and ZOZO, Inc. Overlaps are excluded for transaction values of LOHACO and Charm Co., Ltd. made (generated?) via PayPay Mall. LOHACO's figure is the transaction value of LOHACO business (closing date: 20th of every month) operated by ASKUL. Overlaps are excluded for transaction value of ZOZO, Inc. made via PayPay Mall. Transaction value of ZOZOUSED is excluded from transaction value of ZOZO, Inc.

Yahoo: Advertising Revenue

[JPY bn]



Advertising revenue

Up 3%

Increased online media usage
due to cocooning behavior
offset ad placement decline

Z HOLDINGS LINE

Business Integration

March 2021
New Strategy Briefing



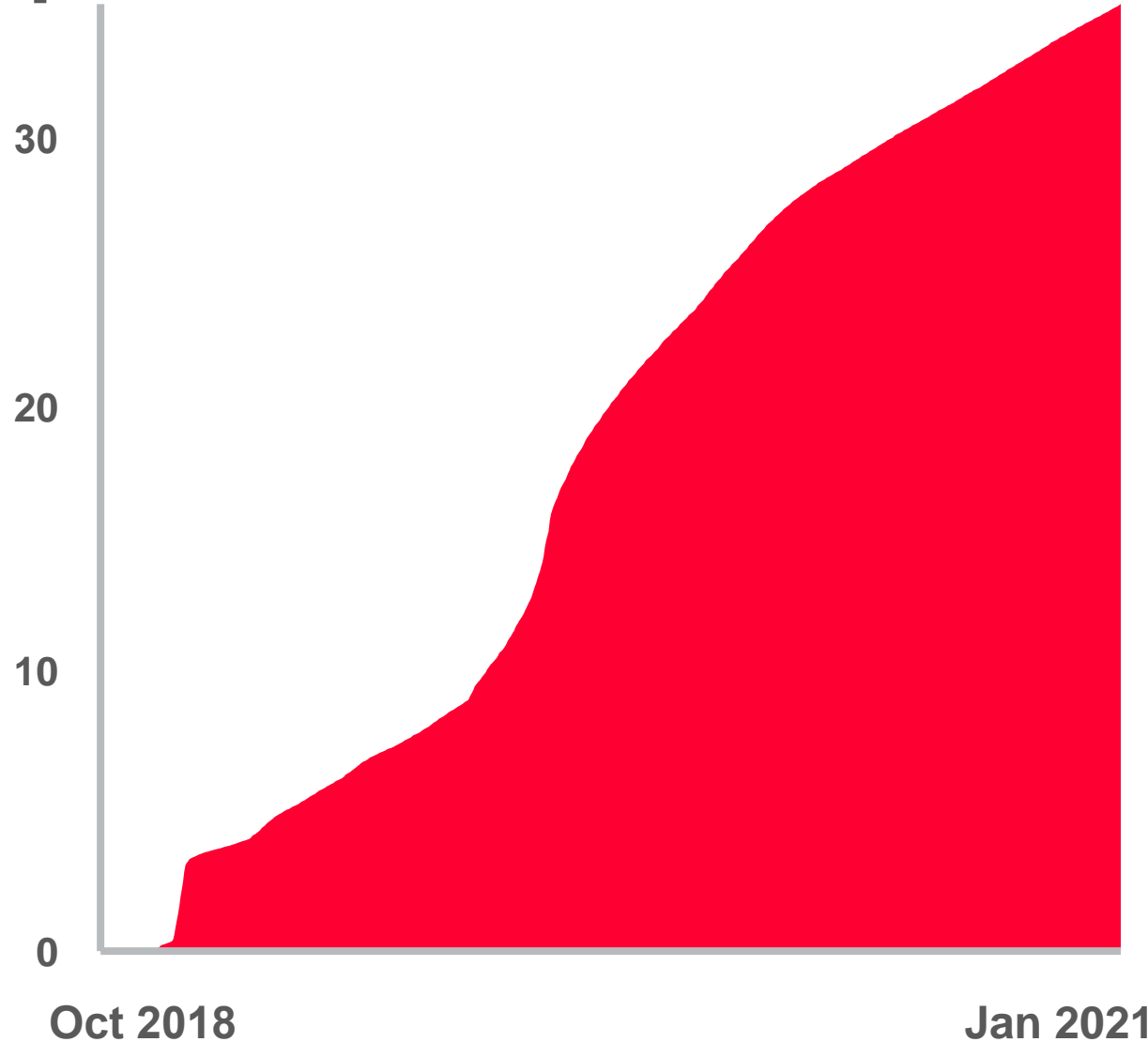
(Note) The business integration of Z Holdings and LINE Corporation is expected to be completed in March 2021



Smartphone Payment Service PayPay

PayPay: Cumulative Registered Users

[Mil]



Number of users

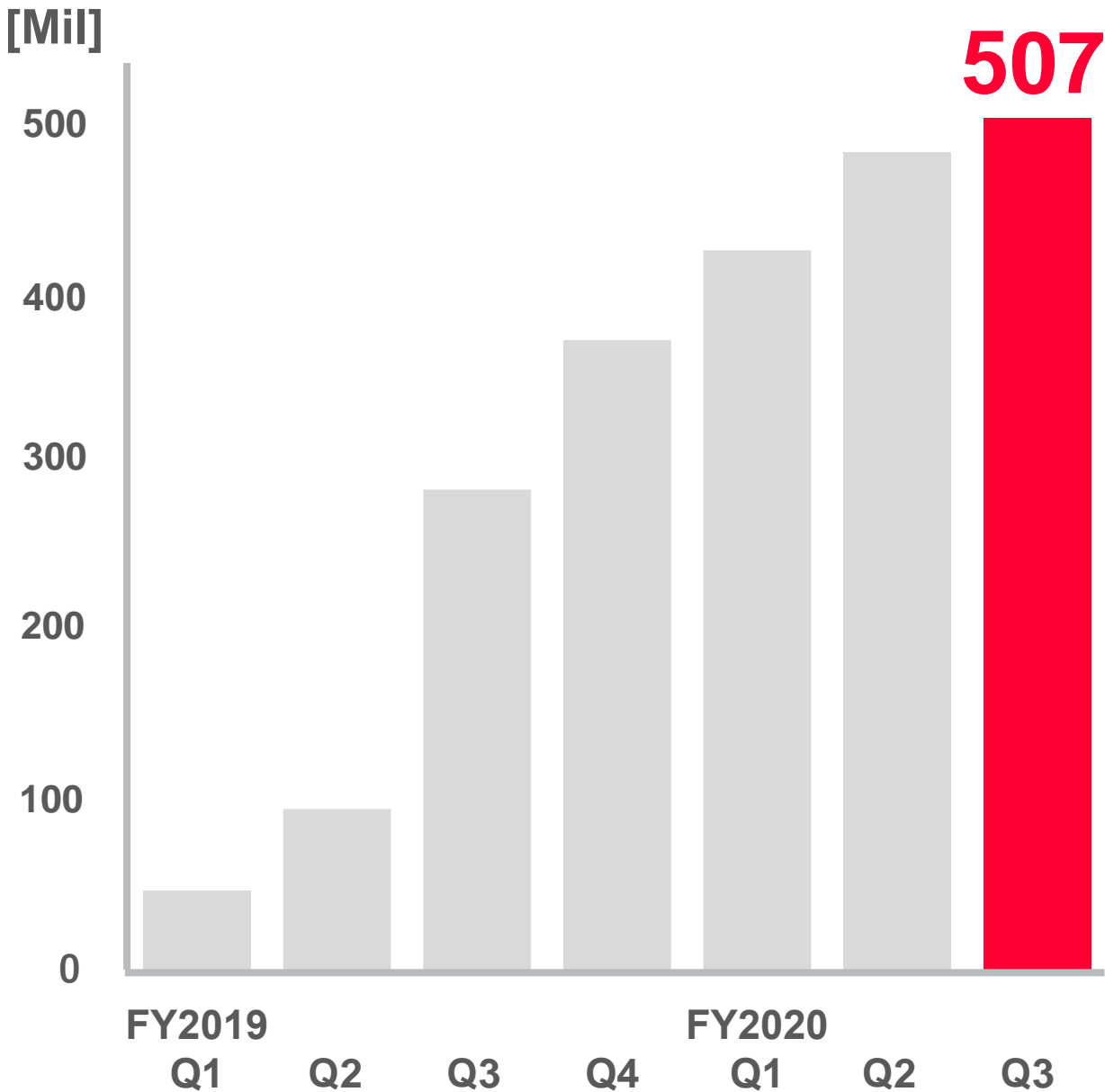
Exceeded 35 mil

(January 2021)

(Source) Data from PayPay Corporation, collected from October 5, 2018 to January 11, 2021

(Note) Number of registered users: number of accounts registered

PayPay: Number of Payments (for three months)



Number of payments

Exceeded **500 mil**

New Business Fields: Beyond Carrier

Creating new unicorns in Japan

FinTech

PayPay	Mobile payment
J.Score	Lending
SB Payment Service	Settlement agency
PayPay 証券	Smartphone securities
LINE	Securities / payments

Location

DiDi ^{*1}	Taxi-hailing
mapbox ^{*1}	Map service
Open Street	Mobility sharing
JCV Japan Computer Vision Corp.	AI-based image authentication

Security

cybereason	Endpoint security
ZIMPERIUM ADVANCED MOBILE SECURITY	Device security

Energy

SB Power	Electricity
ENCORDED	Energy data

Logistics

MeeTruck	Transportation dispatching support
----------	------------------------------------

Automobile

MONET MONET TECHNOLOGIES INC.	MaaS
BOLDLY UPDATE MOBILITY	Self-driving

Health care

HT HEALTHCARE TECHNOLOGIES	Online medical consultation
(HELPO)	

Communication

HAPS MOBILE	Airborne base station
-------------	-----------------------

Real estate

wework ^{*1}	Community-centric workspaces
OYO ^{*1}	Hotel platform

Big data / AI

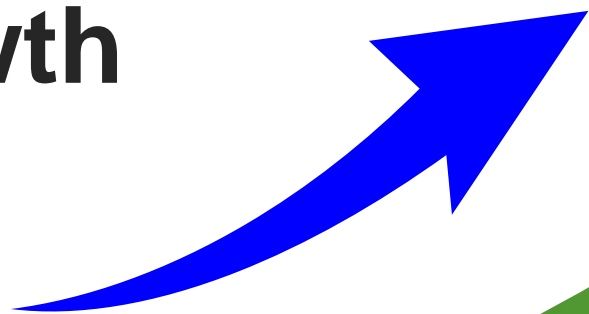
INCUDATA	Digital marketing
agoop	Location information big data

Education

Classi	Education ICT
--------	---------------

SoftBank Growth Strategy Beyond Carrier

Non-telecom Businesses Becoming Growth Drivers



Telecom Business



Yahoo/LINE



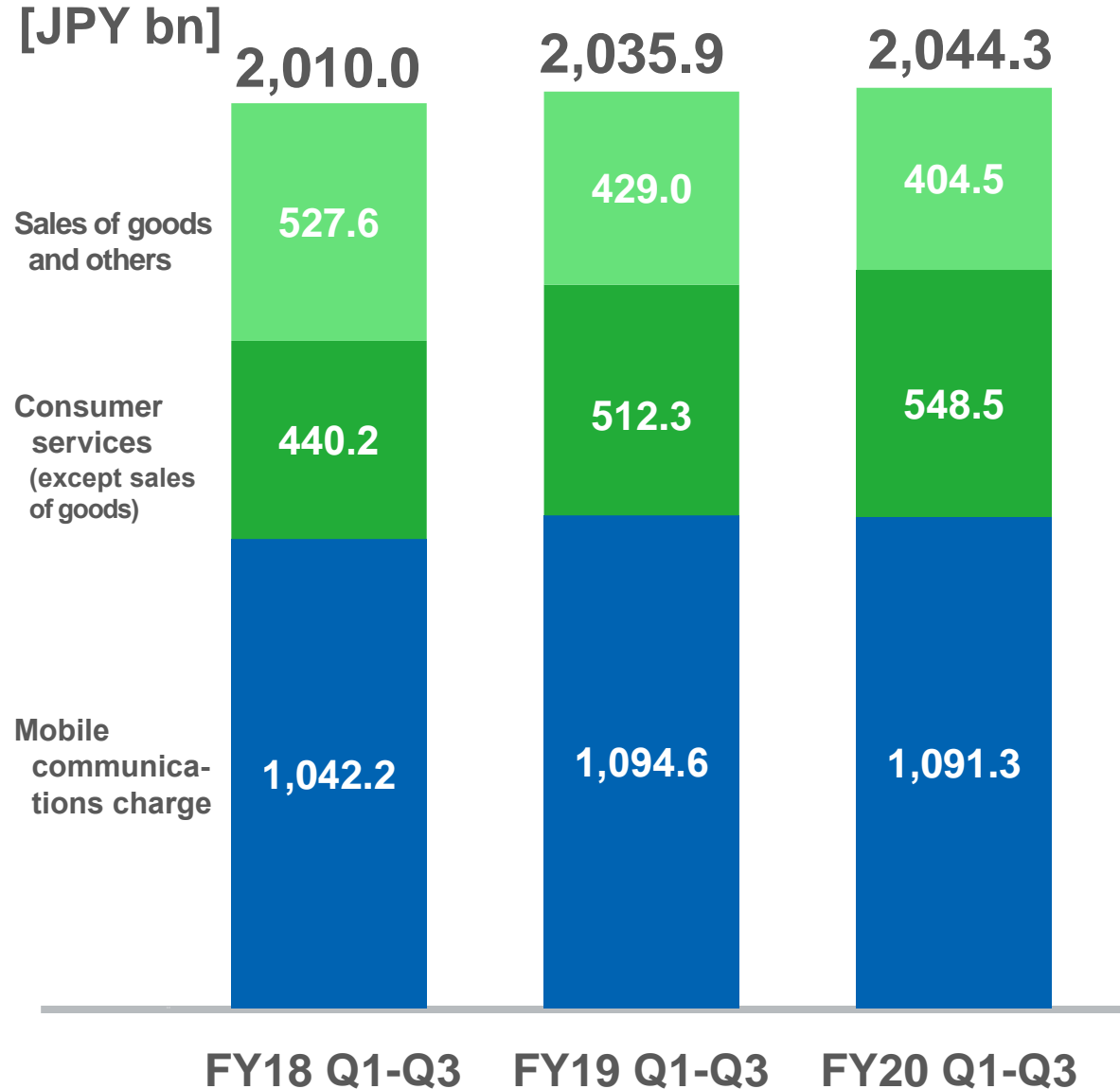
New Business
Fields



Consumer Business



Consumer: Revenue



Even with COVID-19 impact

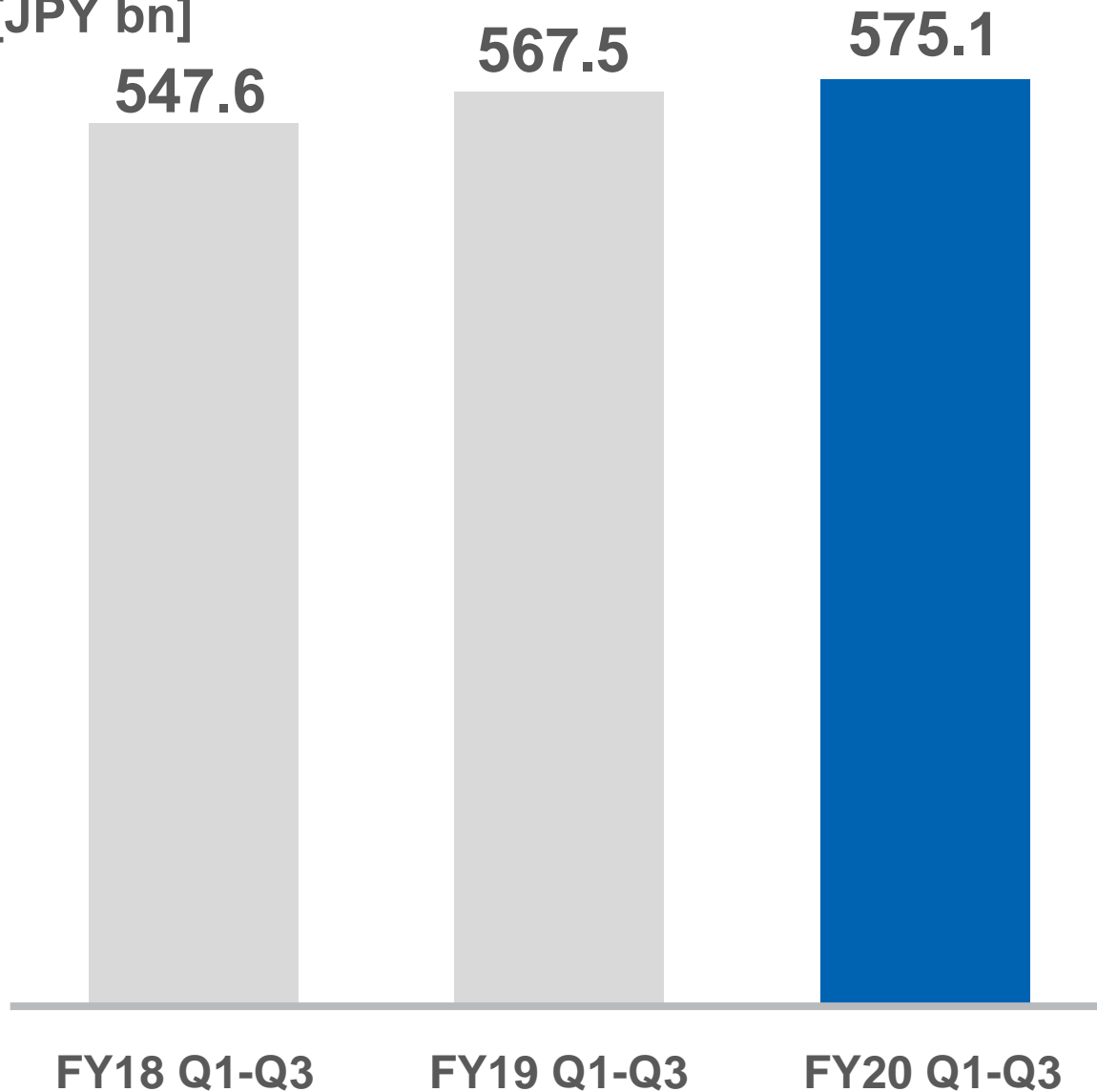
**Maintained
revenue
increase YoY**

(Note) Mobile communications charge revenue and consumer service revenue are pro forma information (non-audited) calculated by us with certain assumptions.

Consumer: Operating Income

SoftBank

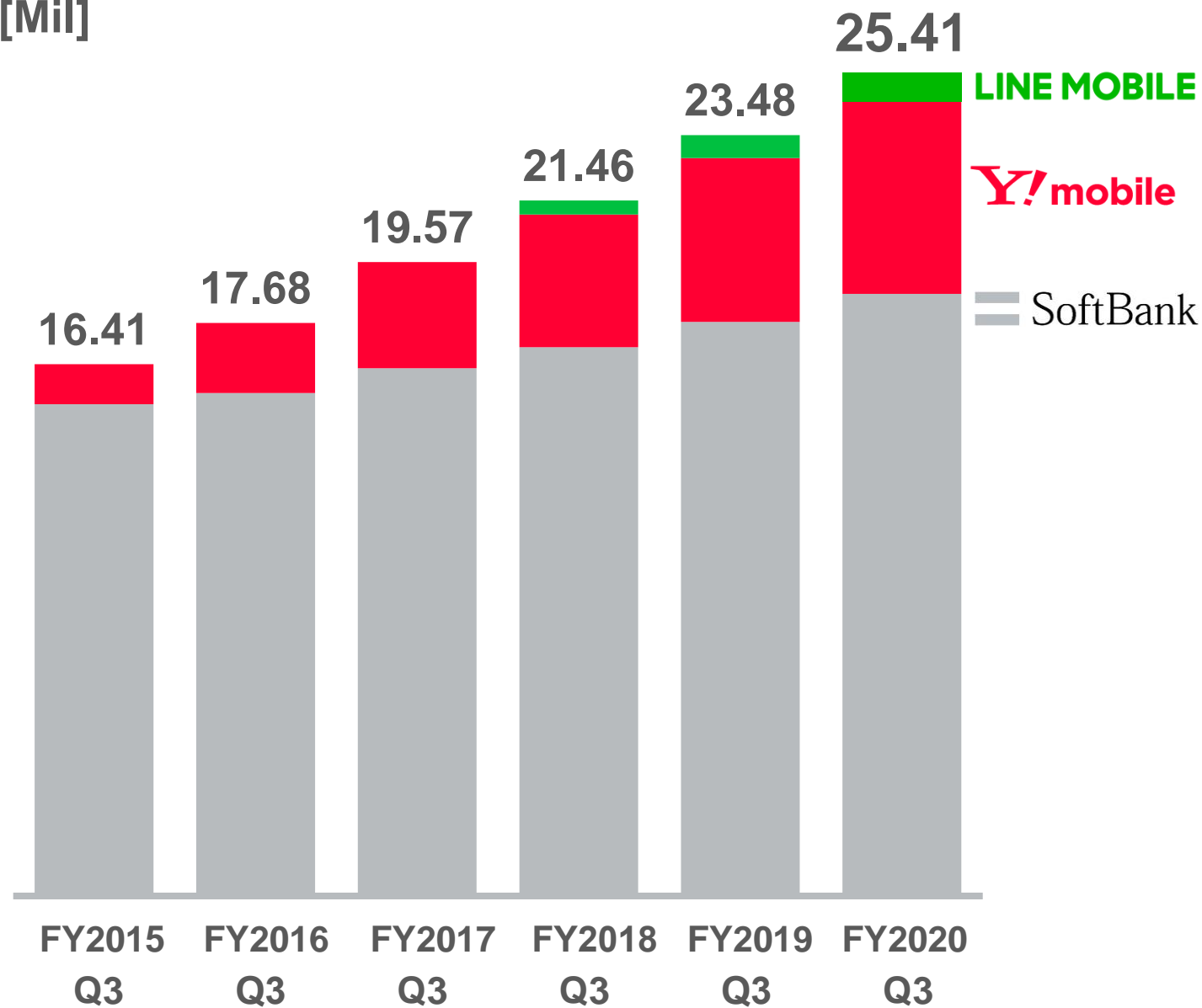
[JPY bn]



**Profit
increased
steadily**

Smartphone Cumulative Subscribers

[Mil]



Up 8%
**Net increase for
all brands**

Announced February 1 , 2021

Always same basic usage charge

New Plans

Y!mobile

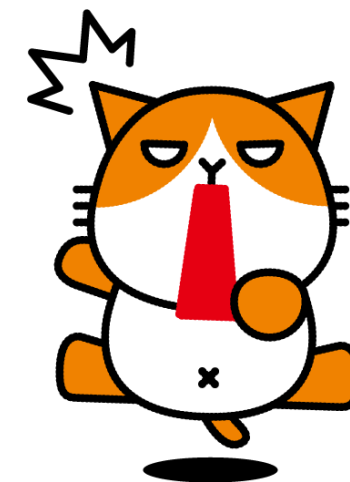


Call or device charges
are not included

New plans with same basic usage charge always

Simple S	Simple M	Simple L
Data Allowance 3GB	10GB ▶ 15GB <i>Data allowance UP</i>	20GB ▶ 25GB <i>Data allowance UP</i>
Basic usage charge	Basic usage charge	Basic usage charge
1,980 yen/mo	2,980 yen/mo	3,780 yen/mo
Discount doubled With Home Bundle discount or Family Discount -500yen ▶ -1,080 yen		
Always 900 yen/mo	Always 1,900 yen/mo	Always 2,700 yen/mo

5G Service
for **0**yen





First 5G smartphone for Y!mobile

iPhone 12

iPhone 12 mini

Start sales after late February 2021

5G coverage is limited

Multi-brand Strategy

Providing a variety of options

Online Exclusive Brand

SoftBank on **LINE**

Plan to start in March 2021

20GB

Always
2,980 yen/mo



Unlimited use of LINE*

Large Capacity Brand

= SoftBank

Plan to start in March 2021

メリハリ無制限

Giga
Unlimited

Always
6,580 yen/mo

With Home
bundle discount/
Family discount
4,480 yen/mo

Small-mid Capacity Brand

Y!mobile

Plan to start on February 18 2021

シンプルS

3GB Always
1,980 yen/mo

シンプルM

15GB Always
2,980 yen/mo

シンプルL

25GB Always
3,780 yen/mo

All applicable for 4G and 5G

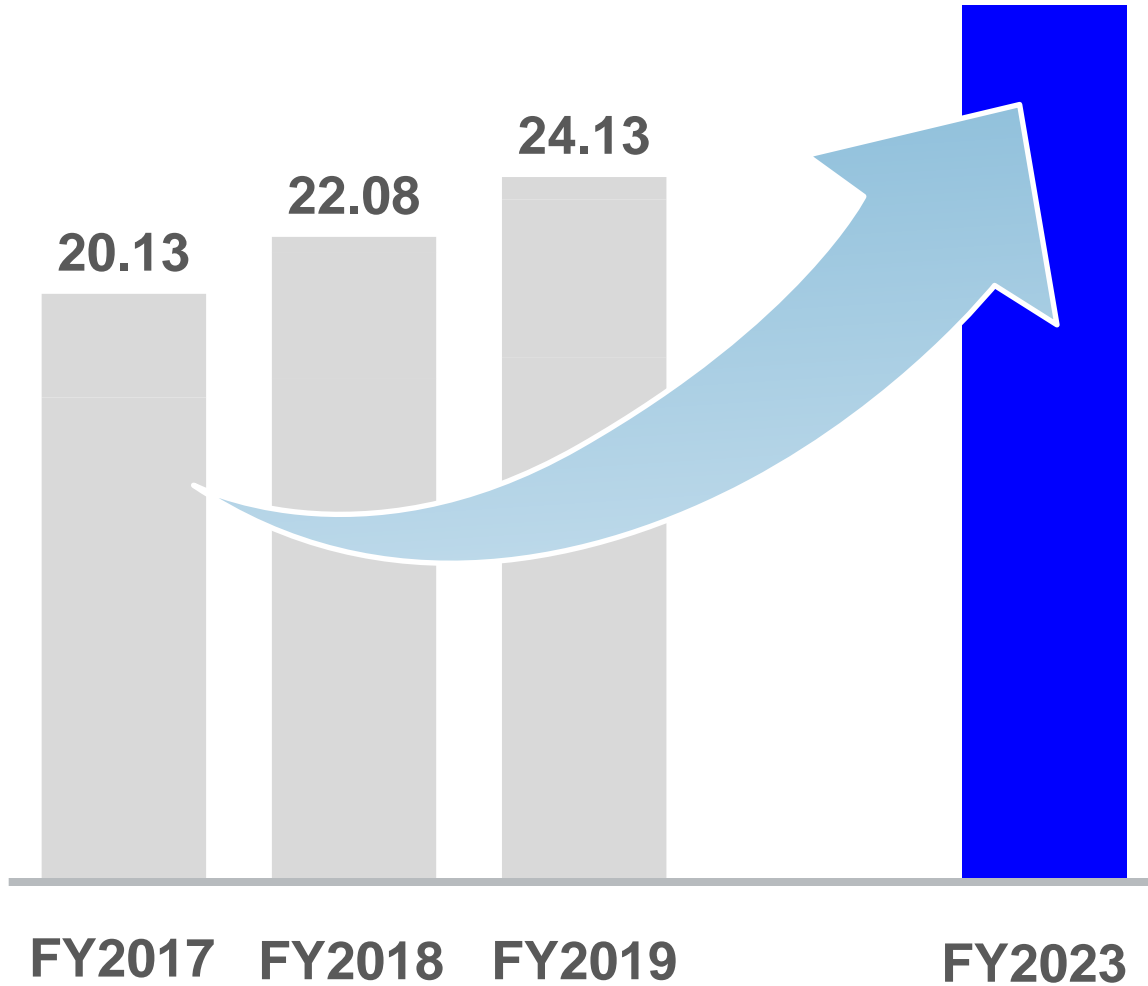
All have SoftBank network quality

(Note) *Unlimited use of LINE will not account towards 20GB. Separate payment is required to use LINE's paid content, and unlimited use of LINE may not be applied. Merihari Unlimited 4,480 yen is after applying New family discount for 3 people and Home bundle discount. Speed control applies depending on the time of day. Tethering and data sharing are limited to a total of 30GB. 5G coverage areas are limited. Voice call charges apply separately due to the pay-as-you-go system. All prices shown are exclusive of tax.

Smartphone Cumulative Subscribers

[Mil]

FY2023 Target
30.00



**Increasing
subscribers
for business growth**

Cost Efficiency



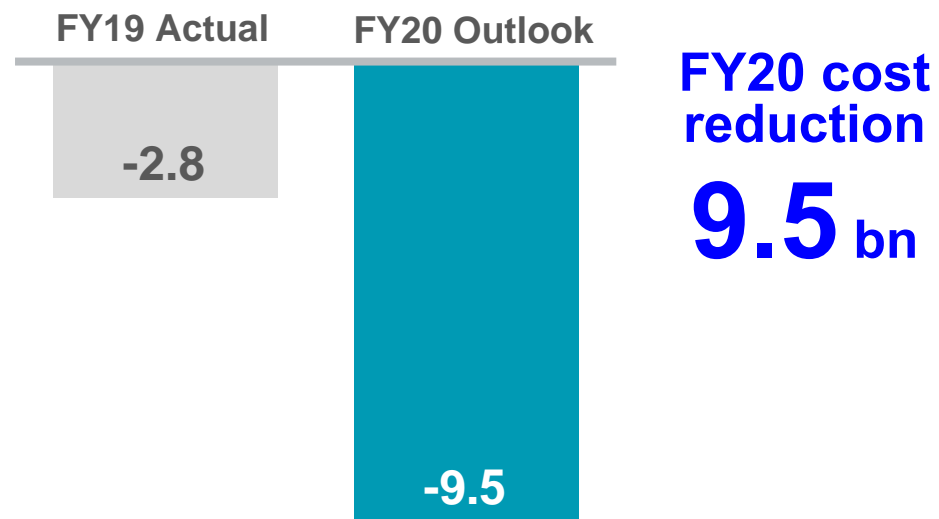
Cost Efficiency Digital Worker 4000 Project

Work of 2,000 FTEs transferred to digital workers
in the first two years

RPA, system and macro, etc.

Reduction of outsourcing costs

Effect of outsourcing cost reduction through projects
JPY bn



Control labor costs by reallocating personnel to growth areas

(2 years cumulative)

Job Change

c. 600 persons



Solution business



New businesses including PayPay



Creative initiatives in telecom business

Summary

1

Growth in Enterprise and Yahoo due to demand for DX under COVID-19

2

Steady progress in 5G initiatives

3

Increasing number of subscribers with three customer-first brands

4

Company-wide cost reduction efforts

SDGs

Sustainable Development Goals



To achieve SDGs

May 2020

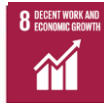
Identified six materiality (priority issues)

Solving social issues through business



ACTION 01

Building society and industry through DX



ACTION 02

Connecting people and information to create new excitement



ACTION 03

Creating new business through open innovation



Solving social issues through corporate activities



ACTION 04

Contributing to the global environment with the power of technology



ACTION 05

Building high-quality social communication networks



ACTION 06

Developing a resilient management foundation



ESG External Evaluation

In two years since listing, **won high ratings** both domestically and internationally

Selected for inclusion in global
ESG investment Indexes



FTSE4Good



FTSE Blossom
Japan

2020 CONSTITUENT MSCI JAPAN
ESG SELECT LEADERS INDEX

Highly rated in management
survey by Nikkei

NIKKEI
SDGs

経営調査 2020



Nikkei SDGs
Management Survey

NIKKEI
Smart Work



2021

Best 22

Nikkei Smart Work
Management Survey

Other evaluations

- ✓ Received the highest rating of "Gold" in the PRIDE Index, an evaluation index for LGBT-related initiatives, for the fourth consecutive year
- ✓ Received an "A-" in the "Climate Change Report 2020" by CDP, an international non-profit organization that evaluates companies on their environmental strategies and greenhouse gas emissions



Corporate Philosophy

Information Revolution — Happiness for everyone

The logo consists of two horizontal gray bars stacked vertically, positioned to the left of the company name.

SoftBank