



# Data Section

# At a Glance

## Revenue composition\*

(Fiscal year ended March 31, 2022)



### Consumer Segment

51%

### Enterprise Segment

12%

### Distribution Segment

8%

### Yahoo! JAPAN/LINE segment

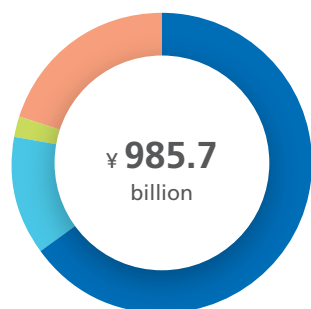
27%

### Other

2%

## Operating income composition

(Fiscal year ended March 31, 2022)



### Consumer Segment

65%

### Enterprise Segment

13%

### Distribution Segment

2%

### Yahoo! JAPAN/LINE segment + Other

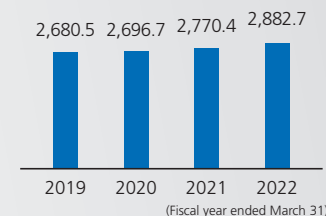
20%

## Consumer Segment

### For Individual Customers

- Offering of three brands of mobile communications services: *SoftBank*, *Y!mobile*, and *LINEMO*
- Offering of broadband services such as *SoftBank Hikari*
- Trading and supply of electric power and provision of electric power trading agency services
- Sales of mobile devices

### Revenue (Billions of yen)



### Segment income (Billions of yen)

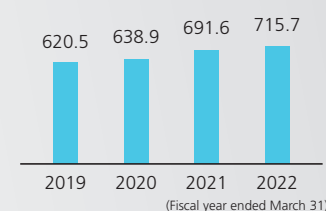


## Enterprise Segment

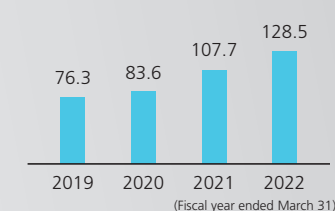
### For Enterprise Customers

- Offering of mobile communications and mobile services such as device rental
- Offering of fixed-line communications services such as fixed-line telephones and data communications
- Offering of business solutions and other services, including data centers, cloud services, security, global, AI, IoT, and digital marketing

### Revenue (Billions of yen)



### Segment income (Billions of yen)



## Distribution Segment

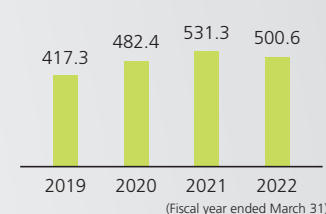
### For Enterprise Customers

- Provision of products and services addressing ICT, cloud services, IoT solutions and other areas

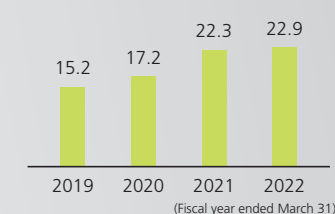
### For Individual Customers

- Design and provision of mobile and PC peripherals, including accessories, as well as software, IoT products and other items

### Revenue (Billions of yen)



### Segment income (Billions of yen)



## Yahoo! JAPAN/LINE segment

### Media Field

- Provision of media-related services such as media and advertising, search, marketing solutions, vertical, content, and stamps

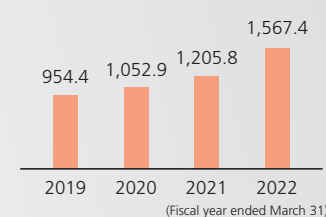
### Commerce Field

- Provision of commerce-related services such as shopping services, including *Yahoo! JAPAN Shopping*, *PayPay Mall*, and *ZOZOTOWN*; reuse services including *YAHUOKU!*; and O2O services
- Provision of membership services such as *Yahoo! JAPAN Premium*

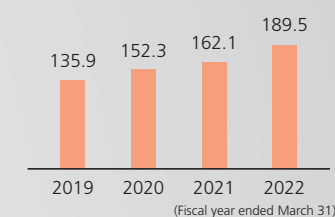
### Strategy Field

- Provision of payment, finance, AI, healthcare, and other services

### Revenue (Billions of yen)



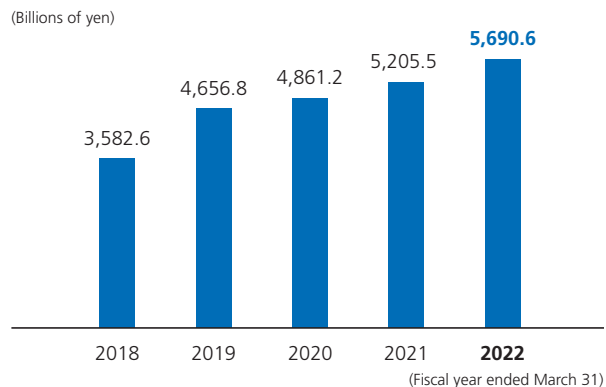
### Segment income (Billions of yen)



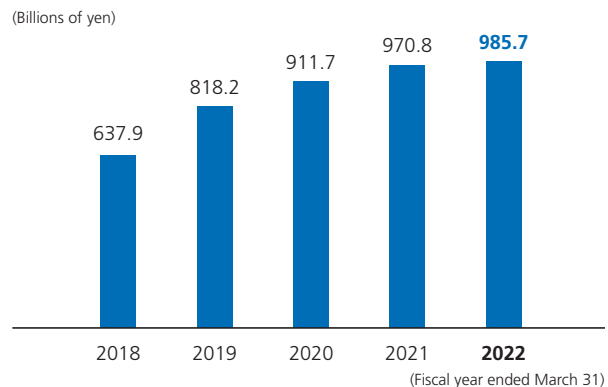
\*Revenue ratio for each segment is calculated based on sales to external customers. Percentages are rounded off to the decimal point, and the percentage total for the chart therefore may not add up to 100.

# Performance Highlights (Financial)

Revenue **¥5,690.6** billion

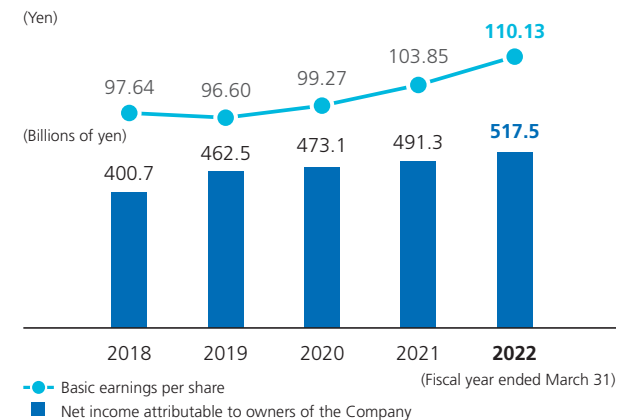


Operating income **¥985.7** billion

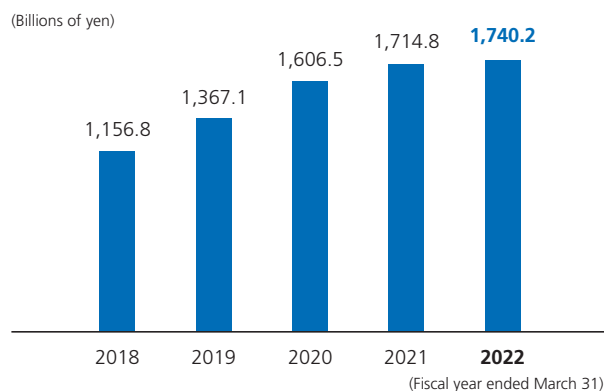


Net income attributable to owners of the Company **¥517.5** billion

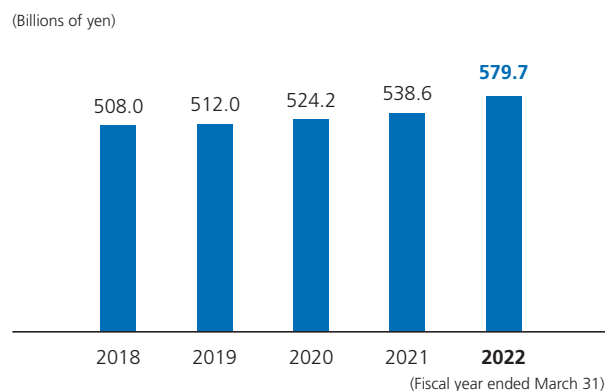
Basic earnings per share\*1 **¥110.13**



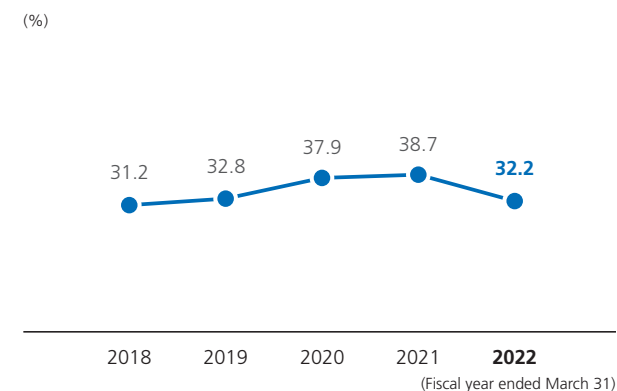
Adjusted EBITDA\*2 **¥1,740.2** billion



Adjusted free cash flow (SoftBank)\*3 **¥579.7** billion



ROE\*4 **32.2%**  
(Ratio of net income to equity attributable to owners of the Company)



\*1 Earnings per share attributable to owners of the Company

\*2 Adjusted EBITDA = operating income + depreciation and amortization (including loss on disposal of non-current assets) + stock compensation expenses ± other adjustments  
The definition of Adjusted EBITDA has been revised to include stock compensation expenses from the fiscal year ended March 31, 2022, figure of the fiscal year ended March 31, 2021 is restated accordingly

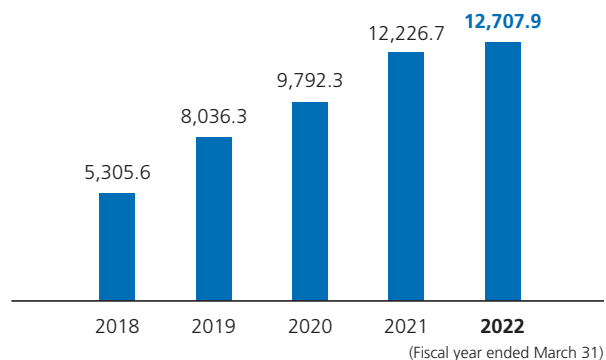
\*3 Adjusted free cash flow = free cash flow + (proceeds from the securitization of installment sales receivables – repayments thereof)  
Excludes free cash flow of A Holdings Corporation and Z Holdings Corporation and its subsidiaries, net payments for obtaining the control of subsidiaries associated with the business integration with LINE Corporation, and loans to Board Directors. Includes dividend payments from A Holdings Corporation and Z Holdings Corporation

\*4 Net income attributable to owners of the Company ratio (ROE) = Net income attributable to owners of the Company / Average of total equity attributable to owners of the Company at the beginning and end of the relevant period  
The figure for the fiscal year ended March 31, 2021 has been adjusted retrospectively to reflect the completion of provisional accounting treatment for business integration of Z Holdings Corporation with LINE Corporation

# Performance Highlights (Financial)

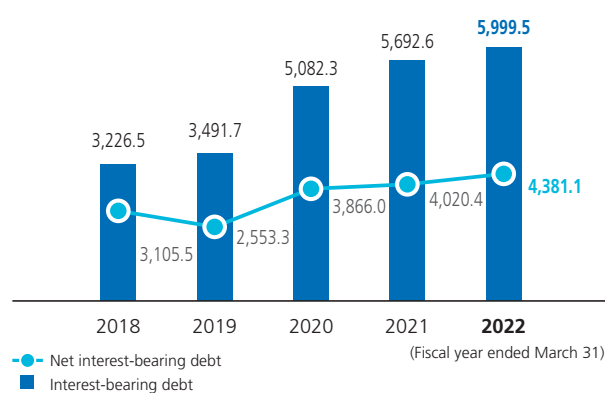
**Total assets** ¥ **12,707.9** billion

(Billions of yen)



**Interest-bearing debt** ¥ **5,999.5** billion

(Billions of yen)



**Credit ratings\*6**

**Rating and Investment Information, Inc. (R&I)**

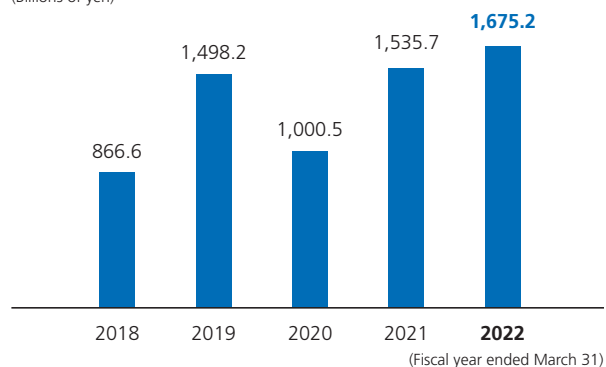
**A+**  
(stable)

**Japan Credit Rating Agency, Ltd. (JCR)**

**AA-**  
(stable)

**Total equity attributable to owners of the Company** ¥ **1,675.2** billion

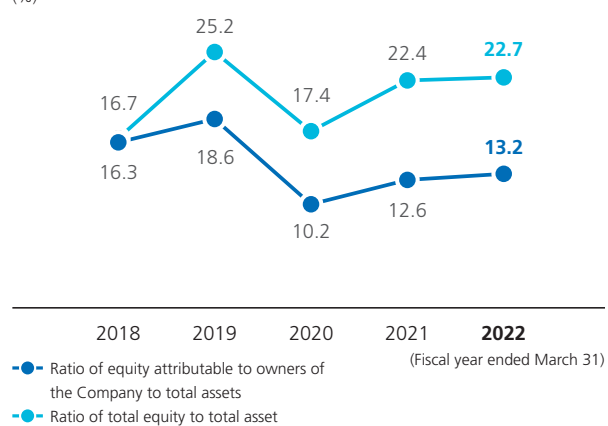
(Billions of yen)



**Ratio of equity attributable to owners of the Company to total assets\*7** **13.2%**

**Ratio of total equity to total asset** **22.7%**

(%)



\*5 Net interest-bearing debt = Interest-bearing debt – Cash and cash equivalents – Cash reserve for securitization of sales receivables  
Cash reserve for securitization of sales receivables is included in net interest-bearing debt from the fiscal year ended March 31, 2021, figure of the fiscal year ended March 31, 2020 is restated accordingly  
Until the fiscal year ended March 31, 2019, Net interest-bearing debt = Interest-bearing debt – Cash and cash equivalents

\*6 In regard to issuer credit ratings, the Company has obtained ratings from Rating and Investment Information, Inc. (R&I) on August 18 and Japan Credit Rating Agency, Ltd. (JCR) on September 10, 2021, and maintained the same ratings respectively.

\*7 Ratio of equity attributable to owners of the Company to total assets = total equity attributable to owners of the Company ÷ total assets

Note: The Company has adopted IFRS 15 from the fiscal year ended March 31, 2019. IFRS 15 has been retroactively applied to figures for the fiscal year ended March 31, 2018. In addition, we have adopted IFRS 16 "Leases" starting from the fiscal year ended March 31, 2020. Figures for the fiscal year ended March 31, 2019 and earlier have not been restated because a method to recognize the cumulative effect from the day of adoption has been employed in accordance with IFRS 16 transitional measures. Transactions under common control are accounted for as if such transactions were executed by SoftBank Corp. and its subsidiaries on the later of the acquisition date of the transferred companies by SoftBank Group Corp. or the opening balance sheet date of the comparative period. As a result, the figures for Z Holdings Corporation, which became a subsidiary in June 2019, have been revised retroactively to be consolidated for the fiscal year ended March 31, 2019.

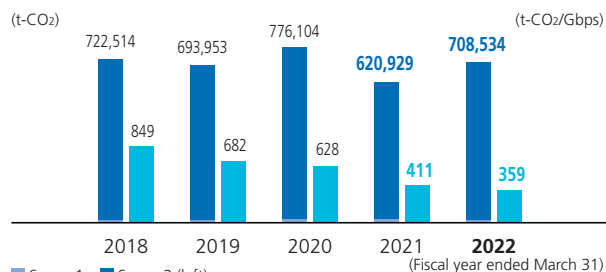
# Performance Highlights (Non-Financial)

## Environment-related (E)

In May 2021 we announced our Carbon Neutral 2030 Declaration and established targets for reducing greenhouse gas emissions.

**Greenhouse gas emissions (total)\*1** **708,534** t-CO<sub>2</sub>

**GHG emissions intensity\*2** **359** t-CO<sub>2</sub>/Gbps



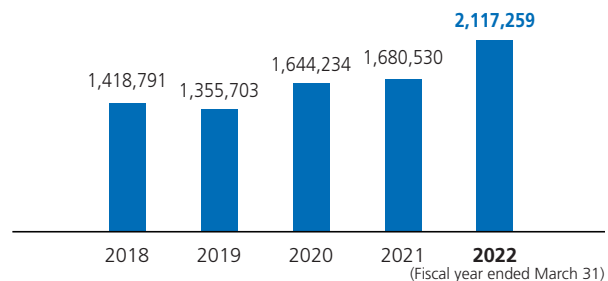
■ Scope 1 ■ Scope 2 (left)  
■ GHG emissions intensity (right)

\*1 The increase in fiscal year ended March 31, 2022 is due to the change in the boundaries. Third-party verified.

\*2 Greenhouse gas emissions at 1 Gbps.

**Energy consumption (electric power)\*3** **2,117,259** MWh

(MWh)



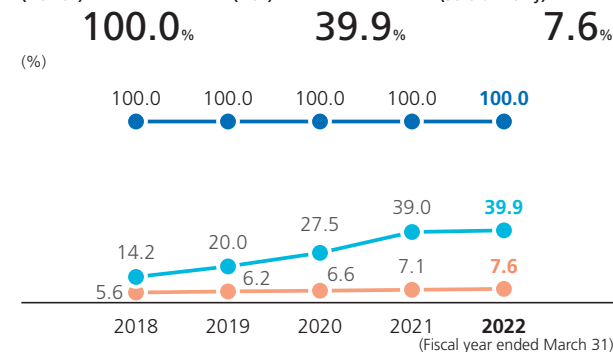
\* The increase in fiscal year ended March 31, 2022 is due to the change in the boundaries.

\*3 For the fiscal year ending March 2031, the electric power consumption is estimated to rise to 2,500,000MWh, due to the traffic growth through the provision of 5G, etc. We set the goal of using virtually 100% renewable energy for total electric power consumption. Third-party verified.

## Society-related (S)

In June 2021 we established a target for the ratio of women in management positions and set up the Advancement of Women Promotion Committee so that we can work towards achieving this goal. We are also encouraging male employees to take paternity leave, and the ratio of paternity leave is increasing year by year.

**Ratio of employees taking childcare leave (women)** **100.0%**  
**Ratio of employees taking childcare leave (men)** **39.9%**  
**Ratio of women in management positions\*4 (SoftBank only)** **7.6%**



● Ratio of employees taking childcare leave (women) (SoftBank + major subsidiaries)  
● Ratio of employees taking childcare leave (men) (SoftBank + major subsidiaries)  
● Ratio of women in management positions (SoftBank only)

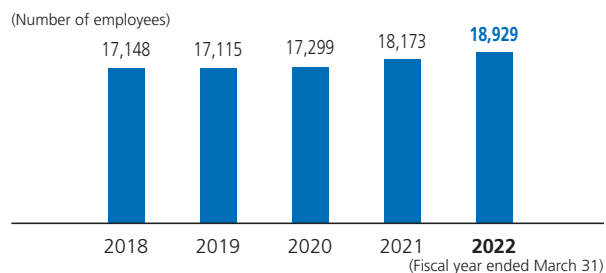
\*4 As of April 1 for each fiscal year. Third-party verified.

## Society-related (S)

Since the fiscal year ended March 31, 2021, employees have utilized telework with various IT tools such as online conferencing systems and business chat software.

**Number of employees (SoftBank only)** **18,929**

**Ratio of telework\*5 (SoftBank only)** **95.9%**



■ Number of employees (SoftBank only)

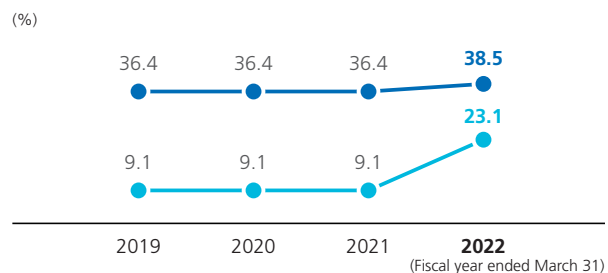
\*5 Ratio of employees who engaged in telework at least once a month. Third-party verified.

## Governance-related (G)

In June 2021 we elected two additional external directors in an effort to further strengthen corporate governance. Six of the 13 directors are now external directors. We also strive to strengthen information security and aim to achieve zero serious information security or privacy incidents every year.

**Ratio of independent external directors** **38.5%**

**Ratio of female directors** **23.1%**



● Ratio of independent external directors  
● Ratio of female directors

**Number of information security incidents\*6**  
(Fiscal year ended March 31)

Fiscal year ended March 31	2018	2019	2020	2021	2022
Number of information security incidents	0	1	0	0	0

\*6 Disclosed in accordance with the Company's information security policy.

**Cases of leakage of personal information, theft or loss of data\*7**

Fiscal year ended March 31	2018	2019	2020	2021	2022
Cases of leakage of personal information, theft or loss of data	0	0	0	0	0

\*7 Disclosed based on guidance from regulatory authorities and violations of laws and regulations.

# Market Data

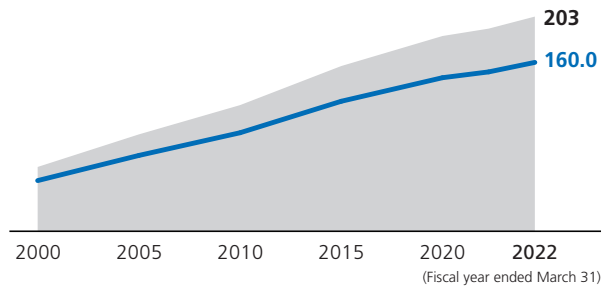
## Japan's Telecom Market

Number of mobile phone subscribers in Japan

**203.41** million

Mobile phone penetration rate as share of the population in Japan

**160.0%**

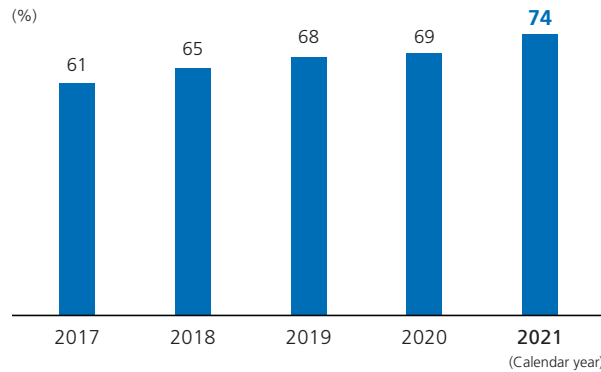


■ Number of mobile phone subscribers (Millions of subscribers)  
 — Penetration rate as share of population (%)

Source: Compiled by the Company based on the Ministry of Internal Affairs and Communications, "Announcement of Quarterly Data on the Number of Telecommunications Service Contracts and Market Share" and "Counts of population, vital events and households derived from the Basic Resident Registration"

Smartphone penetration rate (individual)

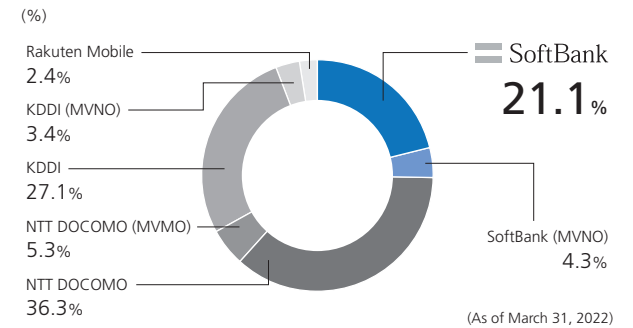
**74%**



Source: Ministry of Internal Affairs and Communications, "Communication Usage Trend Survey"

## Competitive Landscape

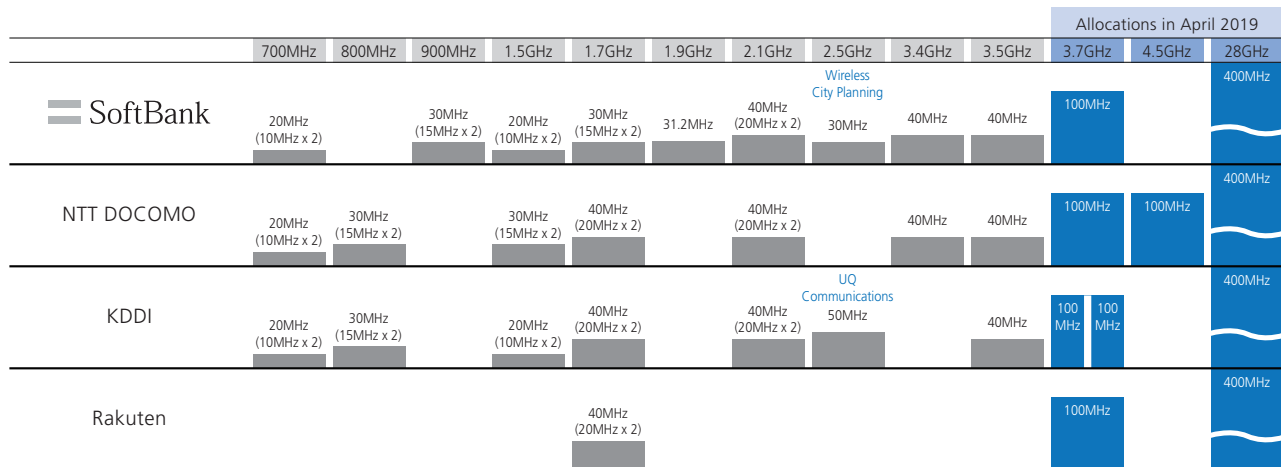
Share of mobile subscribers by operator\*1



\*1 Total number of mobile phone, PHS and BWA subscribers

Source: Ministry of Internal Affairs and Communications, "Announcement of Quarterly Data on the Number of Telecommunications Service Contracts and Market Share (FY2021 Q4 (End of March))"

## Status of Frequency Allocation\*2

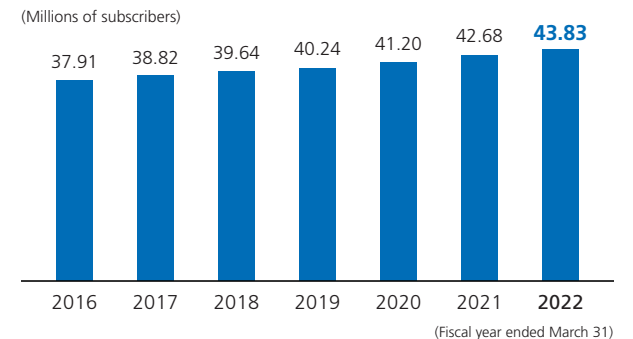


\*2 Based on the disclosed materials of the Ministry of Internal Affairs and Communications and of each company as of April 10, 2019

## Broadband

Number of fixed broadband service subscribers in Japan\*3

**43.83** Million



\*3 Total of FTTH, DSL, CATV Internet and FWA subscribers

Source: Ministry of Internal Affairs and Communications, "Announcement of Quarterly Data on the Number of Telecommunications Service Contracts and Market Share (FY2021 Q4 (End of March))"

# Review and Analysis of the Fiscal Year Ended March 31, 2022

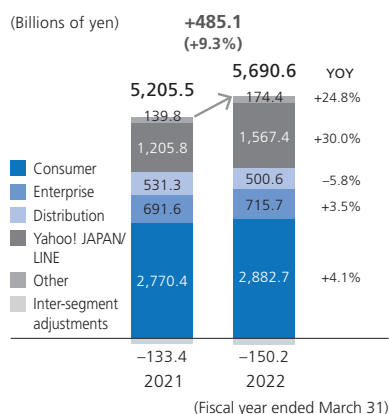
## Management Environment

The management environment remains uncertain and unstable, compounded by inflation concerns and tense global geopolitical conditions. At the same time, due to the COVID-19 outbreak which has been continuing since 2020, the shift to new lifestyles such as teleworking, online shopping, and contactless payment methods is almost forcibly underway, and the use of a wide range of digital technologies is urgently needed. In addition, serious threats such as climate change risk and cybersecurity risk are drawing renewed attention. In this environment, the full-scale spread of 5G and the development of digital technologies such as AI are expected to enable all kinds of things to be connected to the Internet and, using the vast amount of data obtained and analyzed, solve various social issues by preventing risks and optimizing daily life and corporate activities.

## Overview of Consolidated Results of Operations and Results by Segment

### Revenue

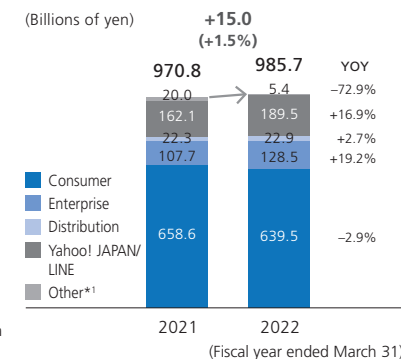
For the fiscal year ended March 31, 2022, revenue increased by ¥485.1 billion (9.3%) year on year to ¥5,690.6 billion. Revenue increased by ¥361.6 billion in the Yahoo! JAPAN/LINE segment, mainly due to increased revenue in connection with consolidation of LINE, by ¥112.3 billion in the Consumer segment, mainly due to increases in electricity revenue and revenues from sales of goods and others, despite the impact of a decline in ARPU due to mobile service price reduction, and by ¥24.1 billion in the Enterprise segment, mainly due to an increase in demand for solutions associated with digitalization. On the other hand, revenue decreased by ¥30.7 billion in the Distribution segment, mainly due to absence of revenue for large-scale project orders from municipalities recorded in the previous fiscal year, while there was a solid increase in revenue from subscription services.



### Operating income

For the fiscal year ended March 31, 2022, operating income increased by ¥15.0 billion (1.5%) year on year to ¥985.7 billion. Operating income increased by ¥27.4 billion in the Yahoo! JAPAN/LINE segment, owing to the consolidation of LINE and growth in the advertising business, and by ¥20.7 billion in the Enterprise segment, mainly due to an increase in demand for solutions associated with digitalization. In the Distribution segment, operating income increased by ¥0.6 billion due to a solid increase in income from subscription services. On the other hand, operating

income decreased by ¥19.2 billion in the Consumer segment mainly due to the impact of the switch from the *SoftBank* brand to the *Y!mobile* and *LINEMO* brands and the introduction of new price plans. In Other, not included in the above segments, operating income decreased by ¥10.7 billion year on year mainly due to aggressive investments by subsidiaries of the Company to gain market shares.

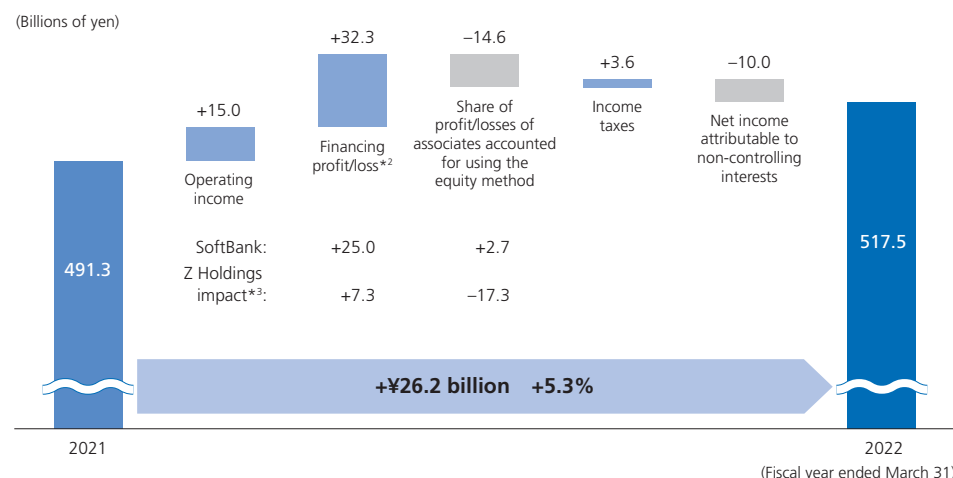


\*1 "Other" includes inter-segment adjustments (+¥0.5bn in FYE March 31, 2021; -¥3.4bn in FYE March 31, 2022)

### Net income attributable to owners of the Company

For the fiscal year ended March 31, 2022, net income attributable to owners of the Company increased by ¥26.2 billion (5.3%) year on year to ¥517.5 billion. This increase mainly reflects an increase in operating income of ¥15.0 billion and an increase in financing income of ¥33.7 billion due to gains on valuation of investment securities held, while there was an increase in share of losses of associates accounted for using the equity method of ¥14.6 billion due to the impact of Demae-can Co., Ltd and LINE's overseas associates accounted for using the equity method. Net income attributable to non-controlling interests increased by ¥10.0 billion (17.7%) year on year to ¥66.4 billion mainly due to the impact of a decrease in the Company's percentage of voting rights in Z Holdings in connection with the business integration of Z Holdings and LINE.

### Analysis of variance in net income attributable to owners of the Company



\*2 Financing profit/loss includes financing income and costs, gain and loss on sales of equity method investments, and impairment losses on equity method investments

\*3 Calculated based on SoftBank's financial statements

# Review and Analysis of the Fiscal Year Ended March 31, 2022

## ■ Adjusted EBITDA

For the fiscal year ended March 31, 2022, adjusted EBITDA increased by ¥25.4 billion (1.5%) year on year to ¥1,740.2 billion. The main components of this change were an increase in operating income, along with an increase in stock compensation expenses in relation to stock options issued by Z Holdings in connection with the business integration of Z Holdings and LINE, and an increase in depreciation and amortization associated with the business integration. The Group believes that adjusted EBITDA, which excludes the impact of non-cash transactions, is a useful and necessary indicator for evaluating its business performance.

## ■ Consumer segment

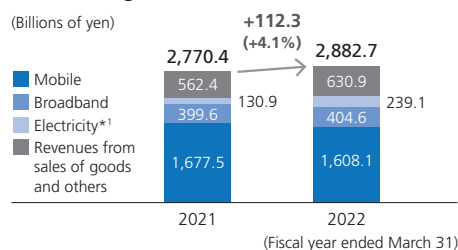
In the Consumer segment, the Company provides services, such as mobile services, broadband services and electricity services, including the *Ouchi Denki* (Home Electricity) service, to individual customers in Japan. The Company procures mobile devices from mobile device manufacturers and sells the mobile devices to distributors operating SoftBank shops, etc. and individual customers.

Revenue for the fiscal year ended March 31, 2022 increased 4.1% year on year. Mobile revenue, however, decreased 4.1% year on year. The decrease reflects a decline in ARPU due to mobile service price reduction and reversal of contract liabilities related to *Half-Price Support* of ¥11.0 billion as a one-time increase in revenue in the previous fiscal year, while there was an increase in subscribers led by the *Y!mobile* brand, in addition to an improvement in the amount of *Otokuware* discounts\* offered by the *SoftBank* brand. The decline in ARPU due to mobile service price reduction was mainly due to the effects of an increase in subscribers switching from the *SoftBank* brand to the *Y!mobile* and *LINEMO* brands and introduction of new price plans under the *SoftBank* and *Y!mobile* brands.

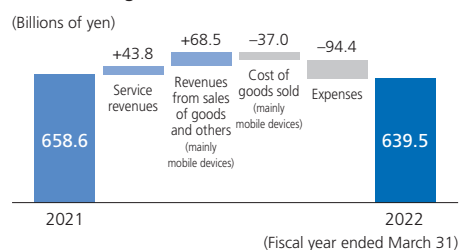
Broadband revenue increased 1.3% year on year. This increase was due to an increase in subscribers of the *SoftBank Hikari* fiber-optic service. Moreover, electricity revenue increased 82.6% year on year. This increase was mainly due to an increase in subscribers of the *Ouchi Denki* (Home Electricity) service and fluctuation of transaction volume and price in the market.

Sales of goods and others revenue increased 12.2% year on year. This increase was mainly

### Consumer segment revenue

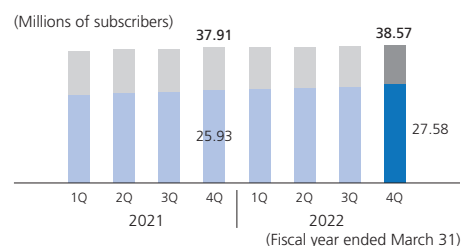


### Consumer segment income



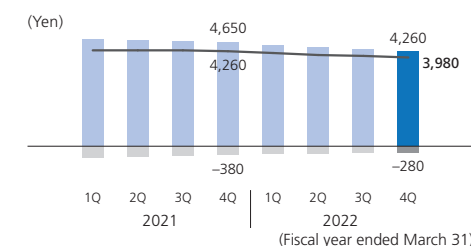
\*1 From the fiscal year ended March 31, 2022, the amount of transactions related to the renewable energy power generation promotion levy are no longer included in Electricity revenue. If the same standard were applied to the fiscal year ended March 31, 2021, revenue would be ¥118.1 billion (variance is ¥12.9 billion, same amount deducted from costs).

## Cumulative number of mobile phone subscribers



■ Smartphones ■ Main subscribers\*2  
 \*2 Main subscribers: smartphones, feature phones, tablets, mobile data communication devices, *Wireless Home Phone*, and others

## ARPU (main subscribers)\*3



■ ARPU (before discount) ■ Discount on ARPU  
 — Total ARPU (after discount)  
 \*3 ARPU: Average Revenue Per User per month (rounded to the nearest ¥10)

due to an increase in unit price of mobile devices associated with the rise in the composition of high-priced mobile devices.

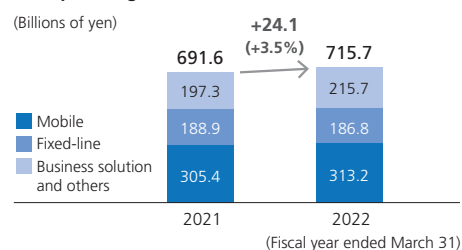
The total of operating expenses (cost of sales and selling, general and administrative expenses) and other operating income and loss (other operating income and other operating expenses), hereinafter referred to as "total operating expenses," increased 6.2% year on year. This increase was mainly due to an increase in the cost of products related to the *Ouchi Denki* service, an increase in the cost of products pertaining to an increase in unit purchase price associated with the abovementioned rise in the composition of high-priced mobile devices, and an increase in telecommunication network charges due to an increase in subscribers of the *SoftBank Hikari*. As a result, segment income decreased by ¥19.2 billion (2.9%) year on year to ¥639.5 billion.

\* The *Otokuware* discounts include *First Year Discount*, *First Year Discount+*, and *Half-year Discount*.

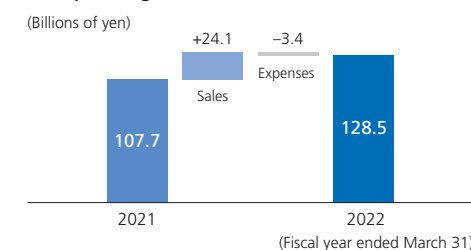
## ■ Enterprise segment

In the Enterprise segment, the Group provides a wide range of solutions for enterprise customers. These include mobile services such as mobile lines and mobile device rental, fixed-line

### Enterprise segment revenue



### Enterprise segment income





# Review and Analysis of the Fiscal Year Ended March 31, 2022

communications services such as fixed-line telephones and data communications, as well as various solutions for enterprises such as data center, cloud, security, global, AI, IoT, and digital marketing services.

Revenue for the fiscal year ended March 31, 2022 increased 3.5% year on year. Within Enterprise segment revenue, mobile revenue increased 2.6% year on year due to an increase in the number of smartphone subscribers following growing demand for telework. Fixed-line revenue decreased 1.1% year on year, mainly due to a decrease in the number of subscribers to telephone services. Business solution and others revenue increased 9.3% year on year mainly from increased revenue from cloud services, digital marketing advertising services, and security solutions as a result of capturing enterprise customers' demand for digitalization arising from the COVID-19 outbreak.

Total operating expenses increased 0.6% year on year. This increase mainly reflects an increase in costs following the abovementioned increase in business solution and others revenue. As a result, segment income increased by ¥20.7 billion (19.2%) year on year to ¥128.5 billion.

## ■ Yahoo! JAPAN/LINE segment

In the Yahoo! JAPAN/LINE segment, the Group offers services that center on media, commerce, finance, and payment-related businesses, covering online to offline services in a comprehensive manner. In the media field, the Group provides advertising-related services on the Internet and LINE. In the commerce field, the Group provides e-commerce services such as *Yahoo! JAPAN Shopping*, *PayPay Mall* and *ZOZOTOWN*, and reuse services such as *YAHUOKU!*. In the strategy field, the Group provides finance, payment and similar services centered on FinTech, which the Group is working to develop into new drivers of earnings alongside media and commerce.

Revenue for the fiscal year ended March 31, 2022 revenue increased 30.0% year on year. Within Yahoo! JAPAN/LINE segment revenue, media revenue increased 73.3% year on year,

mainly reflected the recovery of advertising demand and the product improvement initiatives, in addition to the consolidation of LINE. Commerce revenue increased 8.6% year on year, mainly due to an increase in revenue of the ZOZO Group and the ASKUL Group, in addition to the consolidation of LINE. Strategy revenue increased 29.0% year on year, mainly reflected an increase in revenue in the FinTech field, in addition to the consolidation of LINE.

Total operating expenses increased 32.0% year on year. This increase mainly reflected an increase in expenses accompanying the consolidation of LINE and an increase in sales promotion expenses at Yahoo Japan. As a result, segment income increased by ¥27.4 billion (16.9%) year on year to ¥189.5 billion.

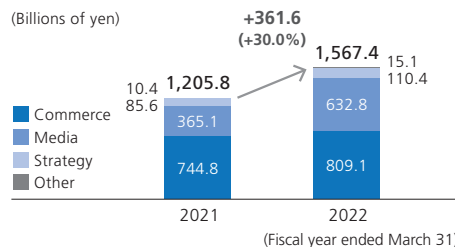
## ■ Distribution segment

In the Distribution segment, the Group provides cutting-edge products and services that quickly capture the ever-changing market environment. For enterprise customers, the Group offers products and services primarily addressing cloud services and advanced technologies including AI. For individual customers, the Group undertakes the planning and provision of products and services across a wide range of areas such as software, mobile accessories, and IoT products, as a manufacturer and distributor.

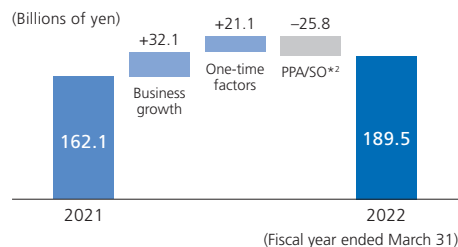
Revenue for the fiscal year ended March 31, 2022 decreased 5.8% year on year. This decrease was mainly due to absence of revenue for large-scale project orders from municipalities recorded in the previous fiscal year, while there was solid growth in subscription services such as cloud and SaaS, which have been strategic areas of focus.

Total operating expenses decreased 6.2% year on year. This decrease was mainly due to a decrease in costs of products in connection with the decrease in revenue. As a result, segment income increased by ¥0.6 billion (2.7%) year on year to ¥22.9 billion.

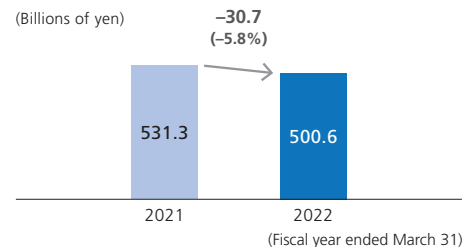
### Yahoo! JAPAN/LINE segment revenue\*1



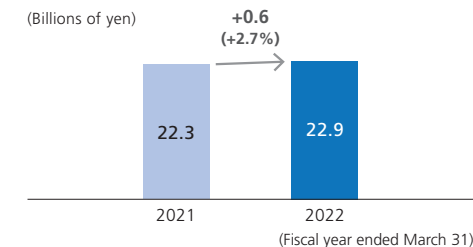
### Yahoo! JAPAN/LINE segment income



### Distribution segment revenue



### Distribution segment income



\*1 Z Holdings Corporation revised its business management classification, following the integration with LINE Corporation in March 2021. From the first quarter of fiscal year ended March 31, 2022, "Strategy" has been added to the breakdown of revenues, and each breakdown has been revised with respect to certain services. Revenues for fiscal year ended March 31, 2021 has been restated accordingly.

\*2 PPA = Amortization of intangible assets recognized related to LINE Corporation consolidation; SO = Stock-based compensation expenses related to stock options issued by Z Holdings Corporation related to the consolidation of LINE Corporation.

# Review and Analysis of the Fiscal Year Ended March 31, 2022

## Overview of Consolidated Financial Position

### ■ Assets

Total assets amounted to ¥12,707.9 billion as of March 31, 2022, an increase of ¥500.2 billion (4.1%) from the previous fiscal year-end. This mainly reflected an increase of ¥157.7 billion in intangible assets mainly associated with the acquisition of the trademarks by Yahoo Japan, an increase of ¥155.5 billion in other financial assets, which primarily reflected an increase in the housing loan balance in the banking business, and an increase of ¥147.9 billion in investment securities.

### ■ Liabilities

Total liabilities amounted to ¥9,819.6 billion as of March 31, 2022, an increase of ¥349.0 billion (3.7%) from the previous fiscal year-end. This increase was mainly due to an increase of ¥306.9 billion in interest-bearing debt and an increase of ¥240.6 billion in deposits for banking business, while there was a decrease of ¥161.4 billion in trade and other payables. The increase

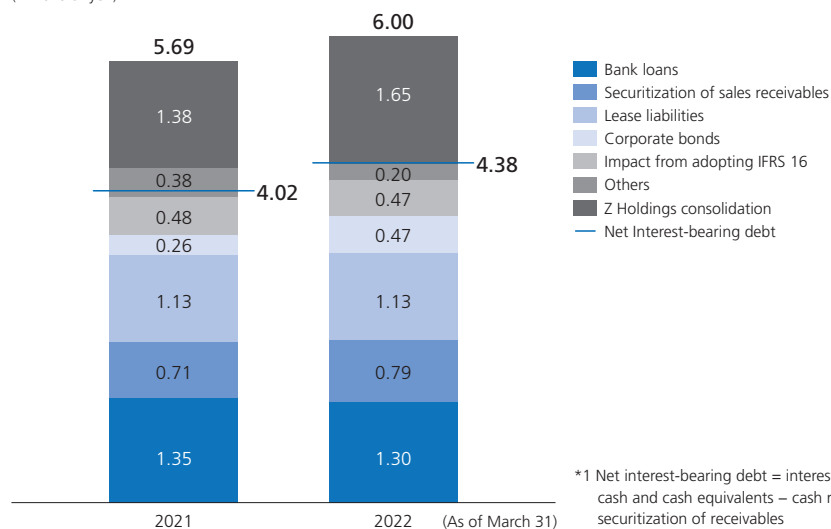
in interest-bearing debt was mainly due to the issuance of ¥210.0 billion and ¥100.0 billion in unsecured bonds by the Company and Z Holdings, respectively, and the raising of borrowings of ¥200.0 billion for the purpose of securing operating funds at the Company, while there was a decrease due to progress in scheduled payment of a long-term loan. The decrease in trade and other payables was mainly due to the payment of accrued liabilities related to the purchase of shares of LINE (currently A Holdings Corporation) that were less than one unit as a result of the reverse share split.

### ■ Equity

Total equity amounted to ¥2,888.3 billion as of March 31, 2022, an increase of ¥151.2 billion (5.5%) from the previous fiscal year-end. This was mainly due to an increase of ¥584.0 billion due to the recording of net income, which was partially offset by a decrease of ¥467.9 billion due to cash dividends.

### Interest-bearing debt/Net Interest-bearing debt\*1

(Trillions of yen)



\*1 Net interest-bearing debt = interest-bearing debt – cash and cash equivalents – cash reserves for securitization of receivables

### Consolidated statement of financial position\*2

(Billions of yen)

(As of March 31)	2021	2022	Variance	Main factors behind change
Cash and cash equivalents	1,584.9	1,546.8	-38.1	Decreased due to the purchase of LINE (currently A Holdings Corporation) shares less than one unit, though there were increases in PayPay Card Corporation and PayPay Bank Corporation.
Trade and other receivables	2,082.2	2,128.9	+46.7	
PP&E/intangible assets/right-of-use assets	5,681.6	5,827.9	+146.3	Increase in property, plant and equipment due to increase in telecommunication facilities. Increase in intangible assets due to acquisition of trademarks related to Yahoo Japan. Amortization of right-of-use assets; decrease from depreciation, lease-ups, etc.
Other assets	2,859.0	3,204.3	+345.3	Increase in investment securities from investing in PayPay and increase in other financial assets from increase in housing loan balance of PayPay Bank Corporation.
<b>Total assets</b>	<b>12,207.7</b>	<b>12,707.9</b>	<b>+500.2</b>	
Interest-bearing debt	5,692.6	5,999.5	+306.9	Increase due to bonds issued by the Company and bonds issued by Z Holdings, borrowings for the purpose of securing operating funds at the Company, despite the decrease in the contracted repayment of long-term borrowings.
Other liabilities	3,778.0	3,820.0	+42.0	
<b>Total liabilities</b>	<b>9,470.6</b>	<b>9,819.6</b>	<b>+349.0</b>	
<b>Total equity</b>	<b>2,737.1</b>	<b>2,888.3</b>	<b>+151.2</b>	

\*2 The figures as of Mar 31, 2021 have been adjusted retrospectively due to the finalization of provisional accounting treatment for business combinations.

# Review and Analysis of the Fiscal Year Ended March 31, 2022

## Overview of Consolidated Cash Flows

### ■ Cash flows from operating activities

In the fiscal year ended March 31, 2022, net cash inflow from operating activities was ¥1,215.9 billion, a decrease of ¥123.0 billion year on year. This decrease mainly reflected a decrease in income taxes refunded due to the absence in the fiscal year ended March 31, 2022 of the income tax refunded related to dividends paid among the Z Holdings Group recorded in the previous fiscal year, a decrease in inflows related to an increase in trade and other payables, and a decrease in inflows related to deposits in banking business, while there was a decrease in outflows related to loans in banking business.

### ■ Cash flows from investing activities

In the fiscal year ended March 31, 2022, net cash outflow from investing activities was ¥957.7 billion, an increase of ¥446.4 billion year on year. This mainly reflected payments for purchases of property, plant and equipment and intangible assets associated with the acquisition of the trademarks and other assets for ¥178.5 billion by Yahoo Japan in connection with the license agreement and payments for acquisition of investments including the purchase of shares of LINE (currently A Holdings Corporation) that were less than one unit for ¥115.2 billion as a result of the reverse share split, in the fiscal year ended March 31, 2022. Another factor was the absence of a cash inflow of ¥312.8 billion from the acceptance of the balance of cash and cash equivalents resulting from the consolidation of LINE through a stock exchange and a net cash outflow of ¥175.3 billion associated with the joint tender offer for shares of LINE, both of which were recorded in the fiscal year ended March 31, 2021.

### ■ Cash flows from financing activities

In the fiscal year ended March 31, 2022, net cash outflow from financing activities was ¥305.1 billion. While the cash inflow was ¥2,085.3 billion including the issuance of ¥210.0 billion and ¥100.0 billion in unsecured bonds by the Company and Z Holdings, respectively, the raising of borrowings of ¥200.0 billion for the purpose of securing operating funds at the Company, and the issuance of commercial paper by the subsidiaries, the total cash outflow was ¥2,390.4 billion mainly due to scheduled payment of a long-term loan and payment of cash dividends.

### ■ Adjusted free cash flow

In the fiscal year ended March 31, 2022, adjusted free cash flow was positive ¥352.0 billion, a decrease of ¥478.8 billion year on year. This reflects the effects of the abovementioned decrease in net cash inflow from operating activities, the increase in net cash outflow from investing activities, and the securitization of installment sales receivables. Adjusted free cash flow (excluding Z Holdings and others\*) was positive ¥579.7 billion.

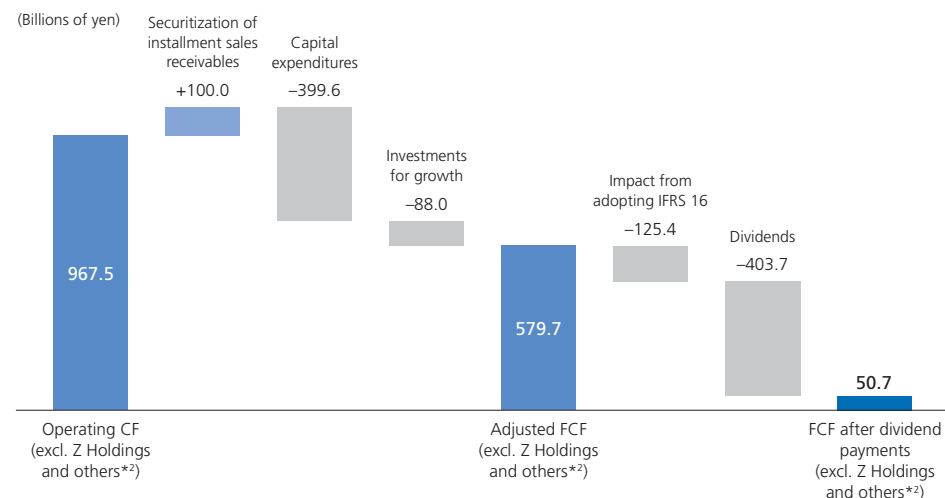
### ■ Capital expenditures

In the fiscal year ended March 31, 2022, capital expenditures (acceptance basis, including the Z Holdings Group) were ¥647.3 billion, a decrease of ¥33.0 billion year on year. This decrease was mainly due to the absence of the impact of an increase in the right-of-use assets associated with the new lease contract for the new Takeshiba Headquarters in the previous fiscal year, while there was an increase in the capital expenditures of the Company in 5G equipment and the Z Holdings Group.

### ■ Research and development expenses

The Group aims to provide various services centered around telecommunications and is therefore undertaking research and development of such cutting-edge technologies as AI, IoT, robotics, 6G, HAPS, autonomous driving, and quantum technology. In addition to the aforementioned fields, the Group stepped up its R&D spending mainly in the areas of AI and FinTech following the management integration with LINE. As a result, research and development expenses in the fiscal year ended March 31, 2022 came to ¥42.8 billion, compared to ¥16.5 billion a year earlier. The Group's goal is to provide customers with a stable supply of advanced products and services, and to develop a medium- to long-term roadmap for information and communication technology within the Group. In line with this goal, the Group is actively pursuing research and development and commercialization opportunities.

### Adjusted free cash flow\*1 (excl. Z Holdings and others\*2)



\*1 Adjusted FCF = free cash flow + (proceeds from the securitization of installment sales receivables – repayments thereof).

\*2 Excludes free cash flow of A Holdings Corporation and Z Holdings Corporation and its subsidiaries, loans to Board Directors, and impact of PayPay Corporation consolidation in the year ending March 31, 2023. Includes dividend payments from A Holdings Corporation.

# Consolidated Financial Statements

## Consolidated Statement of Financial Position

SoftBank Corp. and its consolidated subsidiaries  
Fiscal years ended March 31, 2021 and 2022

ASSETS	(Millions of yen)	
	2021*	2022
<b>Current assets</b>		
Cash and cash equivalents	¥1,584,892	¥1,546,792
Trade and other receivables	2,082,223	2,128,934
Other financial assets	144,935	194,031
Inventories	119,411	136,247
Other current assets	102,384	125,072
<b>Total current assets</b>	<b>4,033,845</b>	<b>4,131,076</b>
<b>Non-current assets</b>		
Property, plant and equipment	1,248,901	1,491,842
Right-of-use assets	1,081,559	824,090
Goodwill	1,254,727	1,257,889
Intangible assets	2,096,401	2,254,070
Contract costs	248,194	332,197
Investments accounted for using the equity method	239,754	251,924
Investment securities	321,300	469,220
Investment securities in banking business	392,260	309,225
Other financial assets	1,129,858	1,236,240
Deferred tax assets	55,224	48,763
Other non-current assets	105,697	101,377
<b>Total non-current assets</b>	<b>8,173,875</b>	<b>8,576,837</b>
<b>Total assets</b>	<b>¥12,207,720</b>	<b>¥12,707,913</b>

LIABILITIES AND EQUITY	(Millions of yen)	
	2021*	2022
<b>Current liabilities</b>		
Interest-bearing debt	¥2,000,479	¥2,036,579
Trade and other payables	1,624,048	1,462,619
Contract liabilities	107,633	104,293
Deposits for banking business	1,165,577	1,406,205
Other financial liabilities	4,924	3,440
Income taxes payable	195,874	125,050
Provisions	17,710	26,304
Other current liabilities	177,391	178,263
<b>Total current liabilities</b>	<b>5,293,636</b>	<b>5,342,753</b>
<b>Non-current liabilities</b>		
Interest-bearing debt	3,692,113	3,962,946
Other financial liabilities	33,966	29,790
Provisions	106,093	99,541
Deferred tax liabilities	297,926	319,313
Other non-current liabilities	46,874	65,224
<b>Total non-current liabilities</b>	<b>4,176,972</b>	<b>4,476,814</b>
<b>Total liabilities</b>	<b>9,470,608</b>	<b>9,819,567</b>
<b>Equity</b>		
Equity attributable to owners of the Company		
Common stock	204,309	204,309
Capital surplus	363,773	366,098
Retained earnings	1,066,228	1,167,903
Treasury stock	-134,218	-106,462
Accumulated other comprehensive income	35,631	43,352
<b>Total equity attributable to owners of the Company</b>	<b>1,535,723</b>	<b>1,675,200</b>
Non-controlling interests	1,201,389	1,213,146
<b>Total equity</b>	<b>2,737,112</b>	<b>2,888,346</b>
<b>Total liabilities and equity</b>	<b>¥12,207,720</b>	<b>¥12,707,913</b>

\* Provisional accounting treatment for the business combination has been completed and the consolidated financial statements are retrospectively amended accordingly.

# Consolidated Financial Statements

## Consolidated Statement of Income and Consolidated Statement of Comprehensive Income

SoftBank Corp. and its consolidated subsidiaries  
Fiscal years ended March 31, 2021 and 2022

	(Millions of yen)	
	2021	2022
Revenue	¥ 5,205,537	¥ 5,690,606
Cost of sales	-2,701,790	-2,889,116
Gross profit	2,503,747	2,801,490
Selling, general and administrative expenses	-1,522,975	-1,836,843
Other operating income	—	23,547
Other operating expenses	-10,002	-2,448
Operating income	970,770	985,746
Share of losses of associates accounted for using the equity method	-45,490	-60,094
Financing income	5,806	39,471
Financing costs	-73,369	-66,442
Gain on sales of equity method investments	3,902	8,925
Impairment loss on equity method investments	-13,920	-27,243
Profit before income taxes	847,699	880,363
Income taxes	-299,979	-296,411
Net income*	547,720	583,952
Net income attributable to		
Owners of the Company	491,287	517,517
Non-controlling interests	56,433	66,435
	¥ 547,720	¥ 583,952

(Yen)

Earnings per share attributable to owners of the Company		
Basic earnings per share	103.85	110.13
Diluted earnings per share	102.66	108.27

\* All net income of SoftBank Corp. and its subsidiaries for the fiscal years ended March 31, 2021 and 2022 were generated from continuing operations

	(Millions of yen)	
	2021	2022
Net income	¥ 547,720	¥ 583,952
Other comprehensive income (loss), net of tax		
Items that will not be reclassified to profit or loss		
Remeasurements of defined benefit plan	-713	-114
Changes in the fair value of equity instruments at FVTOCI	56,034	10,887
Share of other comprehensive income (loss) of associates accounted for using the equity method	-22	-89
Total items that will not be reclassified to profit or loss	55,299	10,684
Items that may be reclassified subsequently to profit or loss		
Changes in the fair value of debt instruments at FVTOCI	700	-1,378
Cash flow hedges	53	1,313
Exchange differences on translation of foreign operations	2,937	11,642
Share of other comprehensive income (loss) of associates accounted for using the equity method	776	5,318
Total items that may be reclassified subsequently to profit or loss	4,466	16,895
Total other comprehensive income (loss), net of tax	59,765	27,579
Total comprehensive income	607,485	611,531
Total comprehensive income attributable to		
Owners of the Company	529,890	526,204
Non-controlling interests	77,595	85,327
	¥ 607,485	¥ 611,531

# Consolidated Financial Statements

## Consolidated Statement of Changes in Equity

SoftBank Corp. and its consolidated subsidiaries  
Fiscal years ended March 31, 2021 and 2022

(Millions of yen)

	Equity attributable to owners of the Company					Total	Non-controlling interests	Total equity
	Common stock	Capital surplus	Retained earnings	Treasury stock	Accumulated other comprehensive income (loss)			
As of April 1, 2020	204,309	-133,915	1,003,554	-68,709	-4,693	1,000,546	707,018	1,707,564
Comprehensive income								
Net income	—	—	491,287	—	—	491,287	56,433	547,720
Other comprehensive income (loss)	—	—	—	—	38,603	38,603	21,162	59,765
Total comprehensive income	—	—	491,287	—	38,603	529,890	77,595	607,485
Transactions with owners and other transactions								
Cash dividends	—	—	-406,119	—	—	-406,119	-30,796	-436,915
Purchase of treasury stock	—	—	—	-100,000	—	-100,000	—	-100,000
Disposal of treasury stock	—	-17,439	—	34,491	—	17,052	—	17,052
Changes from business combinations	—	—	—	—	—	—	264,636	264,636
Changes from loss of control	—	—	—	—	—	—	—	—
Changes in interests in existing subsidiaries	—	497,414	—	—	—	497,414	182,017	679,431
Share-based payment transactions	—	761	—	—	—	761	—	761
Transfer from retained earnings to capital surplus	—	17,370	-17,370	—	—	—	—	—
Transfer from accumulated other comprehensive income to retained earnings	—	—	-1,721	—	1,721	—	—	—
Other	—	-418	-3,403	—	—	-3,821	919	-2,902
Total transactions with owners and other transactions	—	497,688	-428,613	-65,509	1,721	5,287	416,776	422,063
As of March 31, 2021	204,309	363,773	1,066,228	-134,218	35,631	1,535,723	1,201,389	2,737,112
As of April 1, 2021	204,309	363,773	1,066,228	-134,218	35,631	1,535,723	1,201,389	2,737,112
Comprehensive income								
Net income	—	—	517,517	—	—	517,517	66,435	583,952
Other comprehensive income	—	—	—	—	8,687	8,687	18,892	27,579
Total comprehensive income	—	—	517,517	—	8,687	526,204	85,327	611,531
Transactions with owners and other transactions								
Cash dividends	—	—	-403,708	—	—	-403,708	-64,200	-467,908
Purchase of treasury stock	—	—	—	-0	—	-0	—	-0
Disposal of treasury stock	—	-12,556	—	27,756	—	15,200	—	15,200
Changes from business combinations	—	—	—	—	—	—	1,554	1,554
Changes from loss of control	—	—	—	—	—	—	-3,401	-3,401
Changes in interests in existing subsidiaries	—	-288	—	—	—	-288	-6,563	-6,851
Share-based payment transactions	—	2,654	—	—	—	2,654	—	2,654
Transfer from retained earnings to capital surplus	—	12,602	-12,602	—	—	—	—	—
Transfer from accumulated other comprehensive income to retained earnings	—	—	966	—	-966	—	—	—
Other	—	-87	-498	—	—	-585	-960	-1,545
Total transactions with owners and other transactions	—	2,325	-415,842	27,756	-966	-386,727	-73,570	-460,297
As of March 31, 2022	204,309	366,098	1,167,903	-106,462	43,352	1,675,200	1,213,146	2,888,346

\* Provisional accounting treatment for the business combination has been completed and the consolidated statement of changes in equity for the year ended March 31, 2021, is retrospectively amended accordingly.

# Consolidated Financial Statements

## Consolidated Statement of Cash Flows

SoftBank Corp. and its consolidated subsidiaries  
Fiscal years ended March 31, 2021 and 2022

	(Millions of yen)	
	2021	2022
<b>Cash flows from operating activities</b>		
Net income	¥ 547,720	¥ 583,952
Depreciation and amortization	696,342	723,444
Loss on disposal of property, plant and equipment and intangible assets	33,356	19,179
Gain relating to loss of control over subsidiaries	—	-21,216
Financing income	-5,806	-39,471
Financing costs	73,369	66,442
Share of losses of associates accounted for using the equity method	45,490	60,094
Gain on sales of equity method investments	-3,902	-8,925
Impairment loss on equity method investments	13,920	27,243
Income taxes	299,979	296,411
(Increase) decrease in trade and other receivables	-204,101	-169,276
(Increase) decrease in inventories	-19,272	-16,537
Purchases of mobile devices leased to enterprise customers	-34,662	-38,637
Increase (decrease) in trade and other payables	137,586	71,533
Increase (decrease) in consumption taxes payable	-1,852	-21,336
Increase (decrease) in deposits in banking business	284,730	240,628
(Increase) decrease in loans in banking business	-142,751	-86,768
Other	-54,060	-57,065
Subtotal	1,666,086	1,629,695
Interest and dividends received	5,638	7,105
Interest paid	-59,215	-63,394
Income taxes paid	-390,726	-385,434
Income taxes refunded	117,166	27,946
<b>Net cash inflow from operating activities</b>	¥ 1,338,949	¥ 1,215,918

	(Millions of yen)	
	2021	2022
<b>Cash flows from investing activities</b>		
Purchases of property, plant and equipment and intangible assets	¥ -479,522	¥ -709,092
Proceeds from sales of property, plant and equipment and intangible assets	9,074	2,041
Payments for acquisition of investments	-1,114,385	-328,690
Proceeds from sales/redemption of investments	850,965	39,302
Purchase of investment securities in banking business	-309,685	-177,032
Proceeds from sales/redemption of investment securities in banking business	244,159	233,744
Proceeds (payments) from (for) obtaining control of subsidiaries	303,153	-1,298
Other	-15,054	-16,668
<b>Net cash outflow from investing activities</b>	-511,295	-957,693
<b>Cash flows from financing activities</b>		
Increase (decrease) in short-term interest-bearing debt, net	314,991	-16,914
Proceeds from interest-bearing debt	2,429,231	2,075,450
Repayment of interest-bearing debt	-2,600,491	-1,905,637
Proceeds from stock issuance to non-controlling interests	7,176	7,122
Purchase of treasury stock	-100,000	-0
Cash dividends paid	-405,497	-403,609
Cash dividends paid to non-controlling interests	-30,786	-64,198
Other	-3,086	2,714
<b>Net cash outflow from financing activities</b>	-388,462	-305,072
<b>Effect of exchange rate changes on cash and cash equivalents</b>	1,892	8,747
<b>Increase (decrease) in cash and cash equivalents</b>	441,084	-38,100
<b>Cash and cash equivalents at the beginning of the period</b>	1,143,808	1,584,892
<b>Cash and cash equivalents at the end of the period</b>	¥ 1,584,892	¥ 1,546,792

# Material Issues

Material Issue	<b>Building society and industry through digital transformation (DX)</b>			
Social Issues	<ul style="list-style-type: none"> <li>• Advance the foundation of industry and renew aging infrastructure</li> <li>• Resolve labor shortages caused by population decline</li> <li>• Reduce economic disparities between regions</li> </ul>			
Key Risks and Opportunities	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Risks</div> <ul style="list-style-type: none"> <li>• Loss of promising markets due to lack of digital strategy or vision, decline in corporate appetite for innovation, or stagnation in digitalization due to delay in loosening regulations</li> <li>• Declines in profitability due to intensified competition from numerous new entrants into the enterprise solutions market</li> <li>• Loss of business opportunities due to shortage of digital talent</li> </ul>		<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Opportunities</div> <ul style="list-style-type: none"> <li>• Realization of the corporate philosophy, “Information Revolution — Happiness for everyone,” support for our corporate activities from customers and investors</li> <li>• Expansion of solutions business for implementing digital technologies in society</li> <li>• Growing opportunities to provide solutions for demographic aging issues and regional revitalization</li> </ul>	
SoftBank Initiatives	SDGs Value Creation	Main Businesses and Initiatives	Target KPIs	Results of the fiscal year ended March 31, 2022
	<p><b>Expand and enhance the efficiency of the industrial base through cutting-edge technologies</b></p> <p>Contribute to the development and efficiency of the business by utilizing cutting-edge technologies such as 5G and AI.</p>	<ul style="list-style-type: none"> <li>• Leverage 5G, big data, AI, IoT and other technologies to contribute to the vitality of customer businesses</li> <li>• Streamline industry through AI, RPA, big data and IoT (RPA: Robotic Process Automation)</li> </ul>	<p>1) Revenue from business solution and others: <b>10% CAGR</b> (CAGR: Compound annual growth rate)</p>	<p>1) <b>9.3%*</b><sup>1</sup></p>
	<p><b>Create new industries through DX</b></p> <p>Contribute to economic growth by creating new businesses and industries through collaboration with companies in various industries.</p>	<ul style="list-style-type: none"> <li>• Create start-ups and new businesses in various industries, using DX (main fields: logistics, infrastructure, distribution, real estate / construction, healthcare, insurance / finance)</li> <li>• Promote co-creation through DX (ONE SHIP, etc.)</li> <li>• Realize smart cities</li> </ul>	<p>1) Projects undertaken through co-creation with customers: <b>24 projects in progress</b> <span style="background-color: #FFA500; padding: 2px;">Updated</span></p> <p>2) Create at least one example of social implementation in each of the seven business areas <span style="background-color: #0070C0; color: white; padding: 2px;">New</span></p> <p>(Seven business areas: retail / distribution, logistics, insurance / finance, social infrastructure, healthcare, super cities / smart cities, and other industries)</p>	<p>1) <b>Launched 19 projects</b><sup>*2</sup></p>
	<p><b>Revitalize local communities (regional revitalization)</b></p> <p>Work to revitalize communities facing social issues and contribute to the creation of vital communities that residents want to keep living in.</p>	<ul style="list-style-type: none"> <li>• Solve social issues by providing DX solutions to local communities and governments (cooperative agreements, pilot tests, dispatch of digital talent, etc.)</li> </ul>	<p>1) Initiatives to address the material issues in partnership with local governments: <b>75 or more</b> <span style="background-color: #FFA500; padding: 2px;">Updated</span></p>	<p>1) <b>Cumulative total of 76 local governments</b><sup>*3</sup></p>

Target KPI New Newly established target for the fiscal year ending March 31, 2023 Updated Updated target for the fiscal year ending March 31, 2023 from the one from the previous fiscal year

Reference Results of the fiscal year ended March 31, 2021 (Supplemental Explanation) <sup>\*1</sup> Recurring revenue within the revenue from business solution and others, our focal point, increased by 17.7% from the previous fiscal year.

Target KPIs for the fiscal year ended March 31, 2022

<sup>\*2</sup> Projects undertaken through co-creation with customers: 17 projects in progress

<sup>\*3</sup> Expanding partnership agreements and personnel exchanges with local governments: Cumulative total of 70 local governments (fiscal year ending March 31, 2024)



# Material Issues

Material Issue	<b>Connecting people and information to create new excitement</b>			
Social Issues	<ul style="list-style-type: none"> <li>Realization of enriched daily life by spreading and using smart devices</li> <li>Bridge the digital divide, matching users and suppliers of information and services</li> </ul>			
Key Risks and Opportunities	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Risks</div> <ul style="list-style-type: none"> <li>Decline in profitability and intensifying price competition due to commoditization of the existing telecommunications services</li> <li>Decline in profitability due to intensifying competition and mismatch with customer needs in e-commerce and finance/payment businesses</li> </ul>		<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Opportunities</div> <ul style="list-style-type: none"> <li>Growth in smartphone subscribers and increase in large volume data users</li> <li>Expansion of business to non-telecommunication areas through provision of super apps</li> <li>Increased profit opportunities via deeper data-driven marketing</li> </ul>	
SoftBank Initiatives	SDGs Value Creation	Main Businesses and Initiatives	Target KPIs	Results of the fiscal year ended March 31, 2022
	<p><b>Realize attractive customer value through the spread of smart devices</b></p> <p>Provide unprecedented new experiences and excitement through a wide range of technologically innovative services.</p>	<ul style="list-style-type: none"> <li>Provide wide-ranging customer value, price plans and services through the spread of smart devices and multiple brands</li> <li>Provide new experiences using 5G (VR, sports viewing, etc.)</li> </ul>	<ol style="list-style-type: none"> <li>Smartphone cumulative subscribers: <b>30 million</b> (fiscal year ending March 31, 2024)</li> <li>Survey for NPS improvement: <b>Ascertaining survey result</b> (NPS = Net Promoter Score, a metric used to assess customer loyalty)</li> </ol>	<ol style="list-style-type: none"> <li><b>27.58 million</b></li> <li>Customer satisfaction survey responses: <b>5.42 million</b></li> </ol>
	<p><b>Provide an environment in which everyone can access information</b></p> <p>Contribute to the realization of a society in which everyone can obtain the latest information fairly without any inconvenience.</p>	<ul style="list-style-type: none"> <li>Provide news and information and increase accessibility through <i>Yahoo! JAPAN</i> and provide services through the <i>LINE</i> communication app, etc.</li> <li>Hold smartphone classes in stores nationwide</li> </ul>	<ol style="list-style-type: none"> <li><i>Yahoo! News</i> DAU: <b>45 million</b> (DAU: Daily active users)</li> <li>Expanding the HAPS Alliance to broaden Internet communications across the world: <b>Promoting initiatives</b></li> <li>Smartphone classes: <b>800,000 classes</b> <span style="background-color: #FF9933; padding: 2px;">Updated</span></li> </ol>	<ol style="list-style-type: none"> <li><b>43.50 million</b></li> <li><b>Issued a white paper</b></li> <li><b>800,000 classes</b>*1</li> </ol>
	<p><b>Leverage ICT to create new lifestyles and enhance the foundations for daily life</b></p> <p>Contribute to the enhancement of lifestyles by expanding online shopping and improving the convenience of services closely related to daily life such as education, medical care, and finance through ICT.</p>	<ul style="list-style-type: none"> <li>Contribute to education, healthcare and finance using ICT (<i>Yahoo! JAPAN</i>, <i>PayPay</i>, <i>LINE</i>, <i>LOHACO</i>, <i>HELPO</i>, etc.)</li> <li>Evolve retail through new BtoC and CtoC platforms (<i>PayPay Mall</i>, <i>ZOZOTOWN</i>, <i>ASKUL</i>, etc.)</li> </ul>	<ol style="list-style-type: none"> <li>Cumulative registered users of <i>PayPay</i>: <b>60 million</b> <span style="background-color: #FF9933; padding: 2px;">Updated</span></li> <li>E-commerce domestic merchandise transaction value: <b>¥3.8 trillion</b> (fiscal year ending March 31, 2025) <span style="background-color: #FF9933; padding: 2px;">Updated</span></li> </ol>	<ol style="list-style-type: none"> <li><b>46.79 million</b>*2</li> <li>E-commerce merchandise transaction value: <b>¥2.8 trillion</b>*3</li> </ol>

Reference Target KPIs for the fiscal year ended March 31, 2022 \*1 Smartphone classes: 430,000 classes \*2 Cumulative registered users of *PayPay*: 50 million \*3 E-commerce merchandise transaction value: ¥4 trillion

# Material Issues

Material Issue	<b>Creating new business through open innovation</b>			
Social Issues	<ul style="list-style-type: none"> <li>Advance innovation using ICT platforms: Promoting the widespread adoption of cashless settlement, securing means of transportation amid the difficulties posed by an aging population and low birthrate, facilitating online healthcare, and enabling access to communications in developing countries</li> </ul>			
Key Risks and Opportunities	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Risks</div> <ul style="list-style-type: none"> <li>Loss of business opportunities due to delay of business development resulting from shortages of required human resources and knowledge</li> <li>Inability to recoup invested funds or impairment losses due to failure to achieve expected results</li> </ul>	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Opportunities</div> <ul style="list-style-type: none"> <li>Quickly secure market share through the acquisition of human resources and knowledge and speedy business development through collaboration with partners</li> <li>Advancement and deepening of innovation through co-creation and expansion of the scale of businesses and markets in which the group participates</li> </ul>		
SoftBank Initiatives	<p style="text-align: center;"><b>SDGs Value Creation</b></p> <p><b>Develop new business models with cutting-edge technologies</b></p> <p>Together with our partners, create new businesses for the future by utilizing the most advanced technology.</p>	<p style="text-align: center;"><b>Main Businesses and Initiatives</b></p> <ul style="list-style-type: none"> <li>Develop new businesses to promote the social implementation of digital technologies (mobility × AI: MONET Technologies Inc.; stratosphere-based high-altitude platform station: HAPSMobile Inc.; autonomous mobility: BOLDLY Inc.)</li> </ul>	<p style="text-align: center;"><b>Target KPIs</b></p> <ol style="list-style-type: none"> <li>Promote initiatives for HAPS commercialization (fiscal year ending March 31, 2028) <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li>Promote business for solving social issues, using unique electronic reference points/<i>ichimill</i> high-precision positioning service               <ul style="list-style-type: none"> <li>Form industry-academia consortium (fiscal year ending March 31, 2023)</li> <li>Release infrastructure monitoring solution service (fiscal year ending March 31, 2023) <span style="background-color: #0070c0; color: white; padding: 2px;">New</span></li> </ul> </li> </ol> <p><small>(Electronic reference points: unique reference points established by SoftBank as fixed stations for receiving signals from GNSS) (GNSS (Global Navigation Satellite System); a general term that includes quasi-zenith satellite systems, GPS, GLONASS and Galileo) (<i>ichimill</i>: A service that enables positioning with a margin of error of only a few centimeters via RTK positioning (a method of high-precision positioning by sending signals between a fixed station and a mobile station in real time) using signals from a GNSS, such as the Michibiki quasi-zenith satellite system)</small></p>	<p>Results of the fiscal year ended March 31, 2022</p> <ol style="list-style-type: none"> <li><b>Achieved international standardization of radio propagation prediction methods</b>*1</li> </ol>
	<p><b>Incubate and spiral-up cutting-edge businesses overseas</b></p> <p>Aim to develop cutting-edge business in Japan through joint ventures and partnerships with companies that develop cutting-edge business overseas.</p>	<ul style="list-style-type: none"> <li>Roll out successful SoftBank Vision Fund projects in Japan and overseas through global partnerships (WeWork Japan, PayPay, DiDi Mobility Japan Corp., etc.)</li> </ul>	<ol style="list-style-type: none"> <li>Promote business start-up and development in new business areas <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> </ol>	<ol style="list-style-type: none"> <li>Value up support: <b>5 companies</b> New Business / Investment prospects considered: <b>8 companies</b>*2</li> </ol>
	<p><b>Build systems to recruit and develop human resources to lead growth and create new businesses</b></p> <p>Hire personnel who have advanced professional skills and build an organization that become key drivers of new business creation in response to next-generation needs.</p>	<ul style="list-style-type: none"> <li>Job posting system to shift human resources to new and growing businesses</li> <li>Allocate personnel to new businesses through improvements in operational efficiency</li> <li>Human resource recruitment, development, systems and compensation necessary to create and promote new businesses</li> <li>Promote R&amp;D for cutting-edge technologies</li> </ul>	<ol style="list-style-type: none"> <li>Promote SoftBank InnoVenture commercialization</li> </ol>	<ol style="list-style-type: none"> <li>Considered commercialization of themes in line with the <i>Beyond Carrier</i> strategy: <b>4 projects</b> (171 applications)</li> </ol>

Reference Target KPIs for the fiscal year ended March 31, 2022 \*1 Advancement of efforts toward practical utilization of HAPS (fiscal year ending March 31, 2024) \*2 Promotion of business operations in Japan

# Material Issues

Material Issue	<b>Contributing to the global environment with the power of technology</b>			
Social Issues	<ul style="list-style-type: none"> <li>Response to natural disasters caused by global warming and climate change</li> <li>Transition to an energy-saving, circular economy that recycles and reuses limited resources</li> </ul>			
Key Risks and Opportunities	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Risks</div> <ul style="list-style-type: none"> <li>Increase in restoration and prevention costs related to more frequent infrastructure disruption and communication blackouts due to natural disasters</li> <li>Difficulty in securing non-fossil fuel electricity and long-term increase in electricity procurement costs</li> <li>Impact on financing due to insufficient environmental efforts</li> </ul>	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Opportunities</div> <ul style="list-style-type: none"> <li>Expansion of the market for highly energy-efficient solutions that utilize IoT, etc.</li> <li>Expansion of businesses related to the sharing economy</li> <li>Expansion of businesses related to renewable energy</li> </ul>		
SoftBank Initiatives	<p><b>SDGs Value Creation</b></p> <p><b>Contribute to the mitigation of climate change through technology and business</b> Use renewable energy to reduce CO<sub>2</sub> emissions and promote energy conservation through ICT as measures to combat climate change.</p>	<p><b>Main Businesses and Initiatives</b></p> <ul style="list-style-type: none"> <li>Switch electricity used for base stations and other business activities to electricity from virtually renewable energy (To be achieved primarily by using non-fossil certificates designated as renewable energy)</li> <li>Utilize AI, IoT and other technologies to improve power use efficiency (develop next-generation batteries, etc.)</li> <li>Utilize IoT to improve energy efficiency and promote environmental awareness</li> <li>Implement initiatives aimed at achieving carbon neutrality</li> </ul>	<p><b>Target KPIs</b></p> <ol style="list-style-type: none"> <li>Ratio of renewable energy for base stations: <b>70% or more</b> (fiscal year ending March 31, 2023)</li> <li>Contribution to CO<sub>2</sub> reduction across society: <b>Spread and expand household energy-saving services through electricity management apps, etc.</b> <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li><b>Carbon Neutrality</b> (fiscal year ending March 31, 2031) (Based on SoftBank's total emissions in Scope 1 (direct greenhouse gas emissions by the company itself) and Scope 2 (indirect emissions from the use of electricity, heat and steam supplied by other companies))</li> </ol>	<p><b>Results of the fiscal year ended March 31, 2022</b></p> <ol style="list-style-type: none"> <li>Ratio of renewable energy for base stations: <b>53.5%</b> <sup>*1</sup></li> <li>Spread and expanded household energy-saving services through electricity management apps, etc. <sup>*2</sup></li> <li>Promoted switch to renewable energy Considered energy-saving facilities using technology/the introduction of renewable energy with additionality (Considering ways to contribute to the expansion of new renewable energy sources, in addition to the use of conventional renewable energy sources)</li> </ol>
	<p><b>Promote a recycling-based society (circular economy)</b> Limit the amount of resources used and promote recycling and reuse.</p>	<ul style="list-style-type: none"> <li>Promote paperless operations through the spread and use of IoT</li> <li>Promote recycling (mobile phone recycling, etc.)</li> <li>Reduce waste and use of water resource in business activities</li> <li>Implement initiatives to conserve biodiversity</li> </ul>	<ol style="list-style-type: none"> <li>Mobile phones collected for reuse or recycling: <b>10 million</b> (total from the fiscal year ended March 31, 2021 to the fiscal year ending March 31, 2026)</li> <li><b>Percentage of decommissioned base stations going to landfill: 1% or less</b> (annually)</li> <li>Promote initiatives related to conserving biodiversity (natural capital) <span style="background-color: #0056b3; color: white; padding: 2px;">New</span></li> </ol>	<ol style="list-style-type: none"> <li><b>5.07 million phones</b> (from the fiscal year ended March 31, 2021 to the fiscal year ended March 31, 2022)</li> <li><b>0.2%</b></li> </ol>
	<p><b>Realize a prosperous society through the spread of renewable energy</b> Work to spread and expand the use of renewable energy projects and services to create an environmentally friendly society.</p>	<ul style="list-style-type: none"> <li>Promote the use of clean energy, mainly through SB Power/SoftBank Denki</li> </ul>	<ol style="list-style-type: none"> <li>Renewable energy power provision: <b>Expand provision of renewable energy power plans</b></li> </ol>	<ol style="list-style-type: none"> <li>CO<sub>2</sub> emissions reduced by providing Shizen Denki: <b>19,000 tons-CO<sub>2</sub></b> (Shizen Denki: Service that provides 100% virtually renewable energy source through the use of non-fossil certificates)</li> </ol>

Reference Target KPIs for the fiscal year ended March 31, 2022 <sup>\*1</sup> Ratio of renewable energy for base stations: 50% or more in the fiscal year ending March 31, 2022 and 70% or more in the fiscal year ending March 31, 2023  
<sup>\*2</sup> Contribution to overall CO<sub>2</sub> reduction of society: Promoting initiatives

# Material Issues

<b>Material Issue</b>	<b>Building high-quality social communication networks</b>			
<b>Social Issues</b>	<ul style="list-style-type: none"> <li>• Maintenance and management of high quality networks</li> <li>• Prevention and rapid restoration of infrastructure disruption by natural disasters</li> <li>• Response to sophisticated cyberattacks</li> </ul>			
<b>Key Risks and Opportunities</b>	<b>Risks</b> <ul style="list-style-type: none"> <li>• Loss of new business opportunities requiring 5G with high-speed, large-capacity and massive device connectivity</li> <li>• Increased costs, deterioration of customer trust or loss of subscribers due to network outages or delays in disaster recovery</li> <li>• Deterioration of customer trust or loss of subscribers due to the improper use or leakage of personal information</li> </ul>		<b>Opportunities</b> <ul style="list-style-type: none"> <li>• Increased ARPU and revenue reflecting communications speed and capacity increases, through the nationwide expansion of 5G coverage</li> <li>• Development of new industries and services that use 5G, such as autonomous driving and telemedicine</li> <li>• Increased customer satisfaction through high network quality and dependable security</li> </ul>	
	<b>SoftBank Initiatives</b>	<b>SDGs Value Creation</b>	<b>Main Businesses and Initiatives</b>	<b>Target KPIs</b>
	<b>Prepare sustainable life infrastructure</b> Provide communications services with stable connectivity by maintaining a highly reliable network.	<ul style="list-style-type: none"> <li>• Broad rollout of 5G</li> <li>• Participate in submarine cable projects</li> <li>• Eliminate regional communications disparities by expanding networks</li> <li>• Advance initiatives to prevent network accidents</li> </ul>	1) 5G deployment plan: Number of base stations: <b>Over 50,000</b> (end of 2022) Population coverage: <b>Over 90.6%</b> (March 31, 2023) <span>Updated</span> 2) Number of major network accidents: <b>Zero</b> 3) High-capacity optical submarine cable "Asia Direct Cable (ADC)": <b>Start of operation</b> (fiscal year ending March 31, 2024) <span>Updated</span>	1) <b>Achieved 90% population coverage</b> (March 31, 2022)*1 2) <b>Zero major accidents</b> 3) Japanese coastal waters: <b>Commercial launch of Okinawa route, Tohoku route redesigned</b> Southeast Asian waters: <b>Construction started, optical cable land connection completed</b> *2
	<b>Construct robust communications infrastructure to contribute to disaster prevention and mitigation</b> Take daily actions to maintain our communications infrastructure in the event of a disaster and recover rapidly when one occurs.	<ul style="list-style-type: none"> <li>• Secure communications service environments in the event of a disaster (using mobile base stations, portable satellite antennas, drones, etc.)</li> <li>• Build frameworks for quickly restoring communications environments after disasters</li> <li>• Disaster recovery countermeasures including creating three-route backbone networks</li> </ul>	1) Tohoku Route: <b>Optical cable construction</b> (end of 2022) <b>Commercial operation start</b> (March 31, 2023) <span>Updated</span> 2) Maintain and enhance equipment and materials for disaster response and recovery: <ul style="list-style-type: none"> <li>• <b>Maintain at least 200</b> mobile base station vehicles / portable mobile base stations</li> <li>• <b>Maintain at least 80</b> mobile power supply vehicles</li> <li>• <b>Maintain at least 200</b> portable satellite antennas</li> <li>• <b>Strengthen cooperation with external organizations involved in disaster recovery</b> <span>Updated</span></li> </ul>	1) Okinawa route: <b>Commercial launch</b> Tohoku route: <b>Redesigned</b> *3 2) <b>Maintained and enhanced</b> *4
	<b>Promote data security and privacy protection initiatives</b> As a safe and secure telecommunications carrier, we monitor and operate networks, using the latest technologies and conduct thorough security education for employees.	<ul style="list-style-type: none"> <li>• Support network monitoring and operation with AI</li> <li>• Thoroughly educate employees and build secure environments and facilities</li> <li>• Operation and management using advanced security systems and tools</li> <li>• Promote the protection and appropriate use of personal information</li> </ul>	1) Number of major accidents involving information security: <b>Zero</b> (annually) 2) Number of major accidents involving privacy issues: <b>Zero</b> (annually) 3) Helping customers understand how their personal information is handled: <b>Addition of a privacy dashboard setting function</b> <span>Updated</span>	1) <b>Zero major accidents</b> 2) <b>Zero major accidents</b> 3) <b>Released Privacy Center Privacy Dashboard opened</b> *5

Reference Target KPIs for the fiscal year ended March 31, 2022 \*1 Number of base stations: over 50,000 (end of 2022), population coverage: over 90% (fiscal year ending March 31, 2023) \*2 High-capacity optical submarine cable "Asia Direct Cable (ADC)": Start of operation (fiscal year ending March 31, 2023) \*3 Establishment of three main routes (for Okinawa / Tohoku): Completion (fiscal year ending March 31, 2022) \*4 Maintain at least 200 mobile base station vehicles / portable mobile base stations, maintain at least 80 mobile power supply vehicles, maintain at least 200 portable satellite antennas \*5 Implementing initiatives that help customers understand how to handle their personal information

# Material Issues

Material Issue	<b>Developing a resilient management foundation</b>			
Social Issues	<ul style="list-style-type: none"> <li>• Corporate governance enhancement</li> <li>• Consideration for social and environmental aspects throughout supply chains</li> <li>• Workstyle reforms, promotion of diversity and inclusion</li> </ul>			
Key Risks and Opportunities	<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Risks</div> <ul style="list-style-type: none"> <li>• Loss of trust as a corporation due to violation of laws or regulations or to absence of corporate governance</li> <li>• Deterioration of reputation due to human rights violations or inadequate response to environmental issues</li> </ul>		<div style="border: 1px solid black; padding: 2px; width: fit-content; margin-bottom: 5px;">Opportunities</div> <ul style="list-style-type: none"> <li>• Investor confidence in corporate governance and supply chain management</li> <li>• Improvement of motivation and emergence of innovation through workstyle reforms and diversity promotion</li> <li>• Improvement of productivity through advanced workstyles, transformation of established work processes and commercialization of expertise</li> </ul>	
SoftBank Initiatives	SDGs Value Creation	Main Businesses and Initiatives	Target KPIs	Results of the fiscal year ended March 31, 2022
	<p><b>Enhance corporate governance and ensure its effectiveness</b></p> <p>Build a sophisticated governance system, increase management transparency, and ensure to conduct corporate governance with integrity and fairness.</p>	<ul style="list-style-type: none"> <li>• Reinforce compliance</li> <li>• Eliminate anti-social forces and prevent corruption and unethical behavior</li> <li>• Build a sophisticated internal control system</li> <li>• Increase the sophistication of the Board of Directors</li> <li>• Enhance risk assessment</li> </ul>	<ol style="list-style-type: none"> <li>1) Number of compliance violations: <b>Performance monitoring</b> (annually)</li> <li>2) Employees' attendance rate of compliance training sessions: <b>99% or more</b> (annually) <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li>3) Awareness of Compliance Hotline among full-time employees: <b>99% or more</b> <span style="background-color: #0070c0; color: white; padding: 2px;">New</span></li> <li>4) Ensure effectiveness of the Board of Directors: <b>Conduct evaluation</b></li> <li>5) Average attendance rate of all Board Directors at Board of Directors meetings: <b>75% or higher</b></li> </ol>	<ol style="list-style-type: none"> <li>1) Number of disciplinary actions: <b>40</b></li> <li>2) Compliance Exam-taking rate: <b>100%</b> *1</li> <li>4) <b>Evaluation conducted in the fiscal year ended March 31, 2022</b></li> <li>5) <b>97.37%</b></li> </ol>
<p><b>Sustainable growth through cooperation with stakeholders</b></p> <p>Pursue the creation of strong relationships of trust and mutually sustainable development through timely and appropriate information disclosure and ongoing dialogues with stakeholders.</p>	<ul style="list-style-type: none"> <li>• Enhance supply chain management</li> <li>• Sound and transparent disclosure</li> <li>• Coordination with organizations and regional communities</li> </ul>	<ol style="list-style-type: none"> <li>1) Sustainability procurement survey collection: <b>90% or greater</b> (annually)</li> <li>2) Support for improvement activities at high-risk suppliers: <b>100% implementation</b></li> <li>3) Supplier inspection/CSR audits: <b>10 or more companies</b> <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li>4) Number of partnerships with NPOs: <b>1,000 organizations</b> (fiscal year ending March 31, 2024)</li> </ol>	<ol style="list-style-type: none"> <li>1) Survey collection rate: <b>93%</b></li> <li>2) <b>100%</b></li> <li>3) <b>5 companies</b> *2</li> <li>4) <b>791 organizations</b></li> </ol>	

Reference Target KPIs for the fiscal year ended March 31, 2022 \*1 Exam-taking rate in compliance training: Performance monitoring (annually) \*2 Supplier inspection/CSR audits: 2 or more companies

# Material Issues

Material Issue	Developing a resilient management foundation			
SoftBank Initiatives	SDGs Value Creation	Main Businesses and Initiatives	Target KPIs	Results of the fiscal year ended March 31, 2022
	<p><b>Enhance employee happiness with diversity and inclusion</b></p> <p>Work to build an environment in which all employees can fully demonstrate their unique abilities and enjoy personal satisfaction.</p>	<ul style="list-style-type: none"> <li>Support for employee growth and career realization (Free-agent system, job posting system, SoftBank University, SB Career Dock)</li> <li>Fair evaluation and remuneration system</li> <li>Promote the participation of diverse talent (professional participation of women, recruitment and retention of persons with disabilities, and initiatives related to LGBTQ persons)</li> <li>Harassment prevention</li> </ul>	<ol style="list-style-type: none"> <li>Ratio of women in management positions: <b>Over 20%</b> (fiscal year ending March 31, 2036) During this process, achieve a ratio of over 15% by the fiscal year ending March 31, 2031 (double the ratio of fiscal year ended March 31, 2022)</li> <li>Ratio of employees with disabilities: <b>At or above the legally mandated level</b> (annually)</li> <li>Ratio of annual paid leave taken: <b>Keep at 70% or above</b> (annually)</li> <li>Serious accidents involving employees or at construction sites: <b>Zero</b> <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li>Return rate from childcare leave: <b>100%</b> <span style="background-color: #0070c0; color: white; padding: 2px;">New</span></li> <li>Ratio of male employees taking childcare leave: <b>30%</b> (fiscal year ending March 31, 2024), <b>50%</b> (fiscal year ending March 31, 2027) <span style="background-color: #0070c0; color: white; padding: 2px;">New</span></li> <li>Number of employees who retire due to nursing care responsibilities: <b>0</b> <span style="background-color: #0070c0; color: white; padding: 2px;">New</span></li> </ol>	<ol style="list-style-type: none"> <li><b>7.6%</b></li> <li><b>2.34%</b></li> <li><b>70.1%</b></li> <li>Number of fatal accidents: <b>Zero</b>*1</li> </ol>
	<p><b>Enhance productivity with advanced workplace environments</b></p> <p>Use technology to promote workstyle reform and health and productivity management.</p>	<ul style="list-style-type: none"> <li>Promote workstyle reforms (Smart &amp; Fun!) (Super flexitime system, teleworking, operational improvements using AI and RPA, permitting employees to take side jobs)</li> <li>Offer diverse and flexible workstyles (Smart offices, teleworking, co-working spaces, etc.)</li> <li>Promote health and productivity management</li> </ul>	<ol style="list-style-type: none"> <li>Promotion of workstyles for the post-COVID-19 environment Provide office environments that encourage diverse working styles: <b>Performance monitoring</b> (annually)</li> <li>Ratio of telework (ratio of employees who engaged in telework at least once a month): <b>90% or more</b> (annually) <span style="background-color: #f4a460; padding: 2px;">Updated</span></li> <li>Ratio of employees who smoke: <b>Decrease of 1% or more YoY, less than 20%</b> (fiscal year ending March 31, 2031)</li> <li>High ranking in Japan surveys: <b>Highly ranked among the major surveys</b> (annually)</li> </ol>	<ol style="list-style-type: none"> <li>Renovated and transitioned to a free address system at 12 offices Utilized shared office space in 5 of our own satellite locations, 33 WeWork locations, and over 250 other locations nationwide</li> <li><b>95.9%</b>*2</li> <li><b>25.8%</b></li> <li>5 stars in the Nikkei SDGs Management Survey, 5 stars in the 5th Nikkei Smart Work Management Survey Innovation Award in the Nikkei Smart Work Awards 2022 Certification in the 2022 Certified Health &amp; Productivity Management Outstanding Organizations Recognition Program in the large enterprise (“White 500”) category</li> </ol>

Reference Target KPIs for the fiscal year ended March 31, 2022 \*1 Accidents at work sites involving injury or death: Zero (annually) \*2 Ratio of telework: 70% or greater (annually)

# ESG Data Book

## Boundary (Scope of this Data Book)

There are two boundaries: "SB" and "SB + Major Subsidiaries."

- NOTES
- SB stands for SoftBank Corp.
  - The major subsidiaries within "SB + Major Subsidiaries" vary among items.
  - Coverage is the ratios of sales of group companies that constitute SoftBank Corp. and its subsidiaries.
  - In case "—" is indicated in "Coverage," it refers to data of SoftBank Corp. (stand-alone).

## Environment

★ : Third-party verified

### Climate Change

Category	Boundary*1	Coverage	Unit	Results					Target	Achievement Rate (%)	Reduction Compared to the Base Year (Fiscal year ended March 31, 2020)	
				Fiscal year ended March 31								
				2018	2019	2020	2021	2022				
Greenhouse Gas (GHG) Emissions (Scope 1, 2)	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77%	t-CO <sub>2</sub>	722,514	693,953	776,104	620,929	708,534	736,000	103.9	8.7	
			t-CO <sub>2</sub>	11,386	11,456	15,803	15,416	10,709	15,000	140.0	32.2	
			t-CO <sub>2</sub>	711,128	682,497	760,301	605,513	697,825	721,000	103.3	8.2	
	GHG Emissions Intensity*2	SB	—	t-CO <sub>2</sub> /Gbps	849	682	628	411	359	350	97.0	42.8
Greenhouse Gas (Breakdown of Scope 1)	SB + Major Subsidiaries	fiscal year ended March 31, 2022: 93%	Carbon Dioxide (CO <sub>2</sub> ) ★	t	—	—	—	14,962	10,134	—	—	—
			Methane (CH <sub>4</sub> ) ★	t-CO <sub>2</sub>	—	—	—	293	25	—	—	—
			Dinitrogen Monoxide (N <sub>2</sub> O) ★	t-CO <sub>2</sub>	—	—	—	0.03	3	—	—	—
			Hydrofluorocarbons (HFCs) ★	t-CO <sub>2</sub>	—	—	—	162	547	—	—	—
			Perfluorocarbons (PFCs) ★	t-CO <sub>2</sub>	—	—	—	0	0	—	—	—
			Sulfur Hexafluoride (SF <sub>6</sub> ) ★	t-CO <sub>2</sub>	—	—	—	0	0	—	—	—
			Nitrogen Trifluoride (NF <sub>3</sub> ) ★	t-CO <sub>2</sub>	—	—	—	0	0	—	—	—

\*1 The increase in fiscal year ended March 31, 2022 is due to the change of the boundaries.

\*2 Greenhouse gas emissions at 1 Gbps

\* The greenhouse gas emissions (Scope 1, 2, and 3), energy consumption, industrial waste (SB) and water consumption (SB) in fiscal year ended March 31, 2022 were examined by Japan Quality Assurance Organization as a third party (Limited guarantee level in accordance with ISO 14064-3 and ISAE 3000).

## Environment

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Climate Change						
Category	Boundary	Coverage	Unit	Fiscal year ended March 31, 2022	Rate (%)	Scope 3 Description of calculation
Scope 1: Direct Emission ★	SB + Major Subsidiaries	fiscal year ended March 31, 2022: 93%	t-CO <sub>2</sub>	10,709	0.1	—
Scope 2: Indirect Emission of Energy Sources ★				697,825	7.4	—
Scope 3: Other Indirect Emission ★				8,685,602	92.5	—
Category 1: Purchased Goods and Services		fiscal year ended March 31, 2022: 88%		2,715,644	28.9	Calculated by multiplying the purchase price of products and services by the CO <sub>2</sub> emission factor, including the procurement and transportation processes
Category 2: Capital Goods				1,211,839	12.9	Calculated by multiplying the capital investment amount by the CO <sub>2</sub> emission factor of capital goods
Category 3: Fuel- and Energy-Related Activities Not Included in Scope 1 or Scope 2				991,026	10.5	Calculated by multiplying fuel/electric power consumption by the CO <sub>2</sub> emission factor for fuel procurement in manufacturing processes and, for electric power procured for sale from external sources, calculated by multiplying the amount of electric power by the CO <sub>2</sub> emission factor upon fuel procurement
Category 4: Upstream Transportation and Distribution				192,923	2.1	Calculated by multiplying transportation costs by the CO <sub>2</sub> emission factor for transportation between bases and shipping (Procurement transportation is included in Category 1)
Category 5: Waste Generated in Operations				2,702	0.0	Calculated by multiplying the weight of industrial waste by the CO <sub>2</sub> emission factor for each kind of waste disposal method
Category 6: Business Travel				6,149	0.1	Calculated by multiplying the amount paid for transportation allowances by the CO <sub>2</sub> emission factor for each transportation category, by multiplying the number of days of accommodation by the CO <sub>2</sub> emission factor per day of accommodation, and by multiplying the total travel distance of rental cars by the CO <sub>2</sub> emission factor for each fuel type and maximum loading capacity
Category 7: Employee Commuting				15,980	0.2	Calculated by multiplying the total commuting distance of employees by the CO <sub>2</sub> emission factor per km of travelers for each transportation category and multiplying the power consumption during telework by the CO <sub>2</sub> emission factor of electric power
Category 8: Upstream Leased Assets				376,440	4.0	Calculated by multiplying the total floor area of warehouses and rental offices by the CO <sub>2</sub> emission factor per area for each building use and by multiplying the electric power consumption of telecommunications equipment installed and operated at rental properties by the CO <sub>2</sub> emission factor for electric power
Category 9: Downstream Transportation and Distribution				716,763	7.6	For shipping, it is calculated by multiplying transportation costs by the CO <sub>2</sub> emission factor
Category 10: Processing of Sold Products				0	0.0	(Not to be calculated)
Category 11: Use of Sold Products				2,275,537	24.2	Calculated by multiplying the number of products sold/rented by lifelong power consumption of each product and the CO <sub>2</sub> emission factor of electric power
Category 12: End-of-Life Treatment of Sold Products				148,668	1.6	Calculated by multiplying the total weight of products sold by the CO <sub>2</sub> emission factor for each kind of waste
Category 13: Downstream Leased Assets	48		0.0	Calculated by multiplying the number of units rented by electric power consumption and the CO <sub>2</sub> emission factor for electric power		
Category 14: Franchises	31,883		0.3	Calculated by multiplying the total floor area of franchise shops by the CO <sub>2</sub> emission factor per area for each building use		
Category 15: Investments	0		0.0	(Not to be calculated)		
<b>Total</b>				<b>9,394,136</b>	<b>100.0</b>	



## Environment

★ : Third-party verified

Climate Change											
				Results					Target	Achievement Rate (%)	
Category	Boundary	Coverage	Unit	Fiscal year ended March 31							
				2018	2019	2020	2021	2022			
Energy	Electric Power Consumption*1 ★	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77% fiscal year ended March 31, 2022: 93%	MWh	1,418,791	1,355,703	1,644,234	1,680,530	2,117,259	2,130,000	101
	Of which, Renewable Energy Consumption ★			MWh	44	44	32,516	324,766	631,248	637,000	99
	City Gas ★			m <sup>3</sup>	4,731,000	4,554,000	4,508,000	4,914,000	3,256,578	—	—
	Heavy Oil A ★			kL	144	190	160	198	213	—	—
	Energy Consumption Intensity*2	SB	—	MWh/Gbps	1,667	1,332	1,296	1,124	1,084	—	—
	Electric Power Consumption in Data Centers*1 ★	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77% fiscal year ended March 31, 2022: 93%	MWh	77,428	73,670	263,620	271,711	534,275	524,000	98
	Renewable Energy Rate			%	—	—	7.9	8.6	25.1	25.0	103
	Power Usage Effectiveness			—	1.71	1.74	1.57	1.50	1.42	1.50	106

Plan											
				Fiscal year ending March 31							
Category	Boundary	Coverage	Unit	2023	2024	2025	2026	2027	2031		
				Mid/long-term Plan for Reducing Greenhouse Gas Emissions	Sum of Scope 1 and 2	SB + Major Subsidiaries	93%	t-CO <sub>2</sub>	505,000	480,000	450,000

• For the fiscal year ending March 2031 (FY30), the electric power consumption is estimated to rise to 2,500,000MWh, due to the traffic growth through the provision of 5G, etc. We set the goal of using virtually 100% renewable energy for total electric power consumption.

\*1 The increase in fiscal year ended March 31, 2022 is due to the change of the boundaries.

\*2 Electric power consumption at 1 Gbps

## Environment

★ : Third-party verified

Resources and Waste											
Category		Boundary	Coverage	Unit	Results					Target	Achievement Rate (%)
					Fiscal year ended March 31						
					2018	2019	2020	2021	2022		
Industrial Waste	Discharge Amount	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77% fiscal year ended March 31, 2022: 93%	t	1,159	1,092	5,226	6,313	6,196	—	—
	Recycling Amount			t	1,124	1,059	5,073	5,482	5,668	—	—
	Final Disposal Amount*1			t	35	33	153	831	528	427	81
	Discharge Amount ★	SB	—	t	1,159	1,092	1,484	1,748	1,363	—	—
	Recycling Amount ★			t	1,124	1,059	1,439	1,500	1,176	—	—
	Final Disposal Amount*1 ★			t	35	33	45	248	187	—	—
Hazardous Waste (PCB)	Disposal Amount	SB	—	t	—	—	—	0.49	0.18	0.32	178
Communication Equipment of Removed Base Stations	Final Disposal Rate	SB	—	%	0.29	0.85	1.40	0.51	0.20	1.00	500
Used Mobile Phones	Devices to be Reused or Recycled	SB	—	Mobile Phones	—	—	2,425,840	2,541,078	2,532,827	—	—
Use of Water	Water consumption (Water withdrawal) (Total)*2	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77% fiscal year ended March 31, 2022: 93%	m <sup>3</sup>	714,163	738,517	1,191,210	1,330,834	1,394,070	—	—
	Municipal potable water			m <sup>3</sup>	714,163	738,517	1,191,210	1,330,596	1,362,425	—	—
	Groundwater			m <sup>3</sup>	—	—	—	—	30,660	—	—
	Harvested rainwater*3			m <sup>3</sup>	—	—	—	238*5	985	—	—
	Water Discharge Volume*4			m <sup>3</sup>	714,163	738,517	1,191,210	1,330,834	1,394,070	—	—
	Consumption Per Area			m <sup>3</sup> /m <sup>2</sup>	0.93	0.92	0.73	0.82	0.65	—	—
	Water Consumption and Discharge Volume at Offices			m <sup>3</sup>	—	—	917,542	929,588	926,938	920,292	99.3
	Water Consumption and Discharge Volume at Data Centers			m <sup>3</sup>	—	—	273,668	401,246	467,132	—	—
	Water Consumption and Discharge Volume at the Headquarters' Building ★	SB	—	m <sup>3</sup>	—	—	—	1,642*5	11,222	—	—

\*1 The calculation method was changed from fiscal year ended March 31, 2021.

\*2 For offices not equipped with meters, consumption is estimated based on floor area using data on consumption per unit of floor area for SoftBank Corp. and its subsidiaries.

\*3 Harvested rainwater with roof drains at headquarters

\*4 Sewage only

\*5 Figures for the period from Sep. 2020 to Mar. 2021 after the relocation of the headquarters.

## Environment

Environmental Management System								
				Results				
Category	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
ISO 14001 Certified Sites	SB	—	Sites	—	—	—	—	19
ISO 14001 Certification Rate* <sup>1</sup>	SB	—	%	—	—	—	—	100.0

\*1 The percentage of certified sites among all applicable sites (a total of 19 sites designated under the Act on the Rational Use of Energy as type 1 designated energy management factories, etc., or type 2 designated energy management factories, etc.)

Compliance								
				Results				
Category	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Violations of Environmental Rules	Times	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 77%	0	0	0	0	0
	Penalty Amount		fiscal year ended March 31, 2022: 93%	0	0	0	0	0

# ESG Data Book

## Society

Employees											
Item		Boundary	Coverage	Unit	Fiscal year ended March 31						
					2018	2019	2020	2021	2022		
Employees* <sup>1</sup>	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Persons	5,358	5,356	7,730	8,004	15,300		
	Men				13,433	13,468	18,332	19,162	30,276		
	Total				18,791	18,824	26,062	27,166	45,576		
Average Temporary Employees* <sup>1</sup>		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 100%	Persons	3,829	3,733	4,449	4,716	21,096		
Average Consecutive Years Served* <sup>1</sup>	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Years	10.3	10.9	10.2	10.7	8.3		
	Men				12.0	12.2	11.2	11.4	9.6		
	Total				11.4	11.9	10.9	11.2	9.2		
Average Age of Employees* <sup>1</sup>	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Age	35.8	36.3	36.6	37.1	36.1		
	Men				40.0	40.1	39.3	39.6	39.0		
	Total				38.7	39.1	38.5	38.9	38.1		
Age Composition of Employees* <sup>1</sup>	20s* <sup>7</sup>	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Persons	3,434	3,337	5,042	4,882	10,290		
	30s* <sup>7</sup>				7,412	7,276	10,017	10,506	17,323		
	40s* <sup>7</sup>				5,810	5,904	7,863	8,255	13,280		
	50s* <sup>7</sup>				2,113	2,283	2,905	3,265	5,012		
	60s* <sup>7</sup>										
	Less than 30 Years Old						22	24	45	43	192
	30 to 49 Years Old						18.3	17.7	19.5	18.1	22.3
	50 Years Old or Older						70.4	70.0	69.1	69.6	66.4
Employees by Management Position* <sup>2</sup>	Manager Class	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Persons	3,097	3,139	4,161	4,518	6,845		
	Department Head Class or Above				1,192	1,254	1,749	1,840	2,867		
	Total				4,289	4,393	5,910	6,358	9,712		
Employees Reemployed after Retirement		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	65	52	105	135	144		
Employees Absent from Work		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	236	208	303	285	300		

# ESG Data Book

## Society

★ : Third-party verified

Employees									
Item		Boundary	Coverage	Unit	Fiscal year ended March 31				
					2018	2019	2020	2021	2022
Employees Who Took Leave for Nursing Care		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	15	12	18	13	22
Employee Turnover* <sup>3</sup>	Voluntary	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Persons	620	2,584	2,697	2,307	2,834
	Total				648	2,698	2,795	2,358	2,935
Turnover Rate* <sup>3</sup>	Voluntary Turnover Rate	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	%	3.1	6.7	6.3	5.3	6.1
	Total				3.2	7.0	6.6	5.4	6.4
Ratio of Annual Paid Leave Taken* <sup>4</sup>		SB ★	—	%	76.2	77.7	73.2	62.9	70.1
		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%		76.1	77.6	74.9	62.5	70.2
Ratio of Telework* <sup>5</sup> ★		SB	—	%	—	—	—	95.9	95.9
Employees Who Have Taken Days off for Volunteer Activities* <sup>6</sup>		SB	—	Persons	—	153	179	16	56
Ratio of Employees Who Joined the Labor Union		SB	—	%	—	—	—	25.1	23.8

\*1 As of March 31 for each fiscal year

\*2 As of April 1 for each fiscal year

\*3 Due to a change in boundary in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2019 to fiscal year ended March 31, 2021 have been retroactively adjusted.

\*4 Due to a change in definition in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2018 to fiscal year ended March 31, 2021 have been retroactively adjusted.

\*5 Ratio of employees who engaged in telework at least once a month

\*6 The name of this item was changed in fiscal year ended March 31, 2021.

\*7 Excluding seconded employees from other companies for some companies

Recruitment and Diversity									
Item		Boundary	Coverage	Unit	Fiscal year ended March 31				
					2018	2019	2020	2021	2022
Newly Hired Employees (New Graduates)	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	156	151	233	186	149
	Men				303	321	744	660	565
	Total				459	472	977	846	714
Newly Hired Employees (Mid-career Workers)	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	45	79	257	256	209
	Men				193	316	651	711	853
	Total				238	395	908	967	1,062
Newly Hired Employees (Employees with Disabilities)		SB	—	Persons	14	21	19	37	32
Ratio of Women to Newly Hired Employees (New Graduates)		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	34.0	32.0	23.8	22.0	20.9

Recruitment and Diversity									
Item	Boundary	Coverage	Unit	Fiscal year ended March 31					
				2018	2019	2020	2021	2022	
Foreign Nationals in New Graduates Hired	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	21	38	64	96	54	
Ratio of Foreign Nationals to Newly Hired Employees (New Graduates)	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	4.6	8.1	6.6	11.3	7.6	
Average Employment Cost	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Thousand yen	1,018	1,104	864	986	1,502	
Internal Hiring Rate*1*2	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 71% fiscal year ended March 31, 2022: 65%	%	88.0	86.2	84.7	81.0	81.4	
Ratio of Female Employees*3	Revenue-generating Sections*4	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	%	31.8	32.6	33.3	33.1	37.4
	STEM Sections*5				14.5	14.4	14.2	13.5	17.8
	Total				28.5	28.5	29.7	29.5	33.6
Women in Management Positions*6	Manager Class	SB	—	Persons	210	235	256	290	322
	Department Head Class or Above				31	37	44	48	56
	Total				241	272	300	338	378
	Manager Class*1	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Persons	211	237	455	518	1,043
	Department Head Class or Above				31	37	79	87	249
	Total*1				242	274	534	605	1,292
Ratio of Women in Management Positions*6	Manager Class ★	SB	—	%	6.8	7.5	8.0	8.5	9.1
	Department Head Class or Above ★				2.6	3.0	3.4	3.5	4.0
	Total ★				5.6	6.2	6.6	7.1	7.6
	Manager Class*1	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	%	6.8	7.6	10.9	11.5	15.2
	Department Head Class or Above				2.6	3.0	4.5	4.7	8.7
	Total				5.6	6.2	9.0	9.5	13.3
Employees Taking Childcare Leave	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Persons	334	348	460	423	527
	Men				101	141	269	330	347
Ratio of Employees Taking Childcare Leave	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	100.0	100.0	100.0	100.0	100.0
	Men				14.2	20.0	27.5	39.0	39.9

## Society

Recruitment and Diversity									
Item		Boundary	Coverage	Unit	Fiscal year ended March 31				
					2018	2019	2020	2021	2022
Ratio of Employees by Nationality or Region* <sup>3</sup>	Japan	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	%	98.31	98.07	97.02	97.00	94.53
	People's Republic of China				0.89	0.96	1.40	1.44	1.76
	Republic of Korea				0.54	0.60	0.93	0.96	1.88
	Other: Asia				0.17	0.27	0.52	0.47	1.30
	North America				0.05	0.05	0.04	0.05	0.19
	Latin America				0.00	0.00	0.00	0.00	0.06
	Middle East				0.00	0.00	0.00	0.00	0.00
	Europe				0.02	0.03	0.05	0.05	0.21
	Oceania				0.00	0.00	0.01	0.01	0.05
	Africa				0.02	0.02	0.03	0.02	0.02
Ratio of Employees in Management Positions by Nationality or Region* <sup>6</sup>	Japan	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	%	99.40	99.26	99.40	99.26	93.27
	People's Republic of China				0.19	0.23	0.15	0.22	0.34
	Republic of Korea				0.23	0.30	0.27	0.34	3.40
	Other: Asia				0.05	0.05	0.07	0.06	2.63
	North America				0.09	0.09	0.07	0.06	0.19
	Latin America				0.00	0.00	0.00	0.00	0.02
	Middle East				0.00	0.00	0.00	0.00	0.01
	Europe				0.02	0.05	0.02	0.02	0.10
	Oceania				0.00	0.00	0.00	0.02	0.03
	Africa				0.02	0.02	0.02	0.02	0.01
Ratio of Employees with Disabilities* <sup>7</sup>	SB		—	%	2.24	2.19	2.30	2.39	2.34
	SB + Major Subsidiaries		fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%		2.22	2.15	2.26	2.39	2.15

\*1 Due to a change in definition in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2021 have been retroactively adjusted.

\*2 Internal hiring rate is calculated with the equation: (the number of employees transferred) / (the number of employees transferred + the number of new recruits).

\*3 As of March 31 for each fiscal year

\*4 The revenue-generating section means the sales section.

\*5 STEM stands for Science, Technology, Engineering, and Mathematics (Engineering and Planning).

\*6 As of April 1 for each fiscal year

\*7 As of June 1 for each fiscal year

# ESG Data Book

## Society

Personnel Development								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Average Period of Training/Personnel Development* <sup>1</sup>	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 71% fiscal year ended March 31, 2022: 89%	Hours/Person	—	11.0	10.0	14.7	21.5
Average Cost for Training/Personnel Development* <sup>1</sup>	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 71% fiscal year ended March 31, 2022: 89%	Yen/Person	—	195,115	225,673	129,174	134,478

\*1 Due to a change in definition in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2021 have been retroactively adjusted.

Employee Satisfaction Level								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Survey on the Employee Satisfaction Level: Response Rate	SB	—	%	97.2	98.1	97.4	96.8	96.4
Survey on the Employee Satisfaction Level: Overall Satisfaction Level* <sup>1*2</sup>	Women	—	Points	3.44	3.46	3.49	3.57	3.63
	Men			3.51	3.53	3.55	3.59	3.63
	Total			3.50	3.51	3.53	3.58	3.63
Survey on the Employee Satisfaction Level: Ratio of Employees with High Engagement* <sup>3</sup>	SB	—	%	19.2	20.6	21.2	22.3	25.6

\*1 Overall satisfaction level: Aggregated values of results related to work, workplace, boss and company

\*2 Scored out of 5 (less than 3.00 = Low, 3.00 to 3.49 = Normal, 3.50 to 3.99 = High, 4.00 or higher = Very high)

\*3 Employees with high engagement: Employees with a score of 4.00 or above

Occupational Health & Safety								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Total Working Hours per Year	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	Hours	1,815	1,770	1,793	1,887	1,849
Average Monthly Overtime Hours	SB	—	Hours	—	—	—	—	27.0
Ratio of Employees Who Underwent a Stress Check	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	89.4	90.1	90.5	86.6	87.2
Ratio of Positive Findings in the Regular Health Examination	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	56.6	59.7	59.7	61.1	59.3



Occupational Health & Safety								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Completion Rate for Specific Health Guidance	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	%	30.3	31.6	34.5	34.6	56.5
Ratio of Employees Who Smoke*1	SB	—	%	30.6	29.9	29.7	26.8	25.8
	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%		30.5	29.8	26.6	23.8	22.8
Total Recordable Incident Rate (TRIR)	SB	—	—	—	—	0.20	0.13	0.13
Lost Time Incident Rate (LTIR)	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 74%	—	—	—	0.11	0.10	0.10
Major Accidents During Mobile Base Station Construction ★	SB	—	Accidents	—	—	—	0	0

\*1 As of March 31 for each fiscal year

Community/Society								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Total Amount of Donations*1	SB	—	Thousand yen	23,003	165,556	140,304	129,067	286,193
Aid for Disaster Victims	SB	—	Thousand yen	368	2,318	713	317	195

\*1 Due to a change in definition in fiscal year ended March 31, 2021, the figures for fiscal year ended March 31, 2018 to fiscal year ended March 31, 2020 have been retroactively adjusted.

Network Issues								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Major Network Incidents*1	SB	—	Incidents	1	2	0	0	0
Network Interruption Frequency per Customer*2	SB	—	Interruptions/ Person-year	—	—	—	—	0.00065927
Network Interruption Duration per Customer*2	SB	—	Hours/ Person-year	—	—	—	—	0.0138

\*1 Report based on Article 57 of Enforcement Regulations of Telecommunications Business Act

\*2 Calculated based on the disclosure metrics of the SASB (Sustainability Accounting Standards Board) Standards

# ESG Data Book

## Governance

Corporate Governance						Fiscal year ended March 31				
Item		Boundary	Coverage	Unit	2018	2019	2020	2021	2022	
Board Directors	Internal Board Directors	Women	SB	—	Persons	—	0	0	0	0
		Men				—	7	7	7	7
		Total				—	7	7	7	7
	External Board Directors*1	Women				—	1 (1)	1 (1)	1 (1)	3 (2)
		Men				—	3 (3)	3 (3)	3 (3)	3 (3)
		Total				—	4 (4)	4 (4)	4 (4)	6 (5)
Grand Total		—	11	11	11	13				
Executive Officers on the Board of Directors		SB	—	Persons	—	5	5	5	4	
% of Executive Officers on the Board of Directors		SB	—	%	—	45.5	45.5	45.5	30.8	
% of Independent External Directors on the Board of Directors					—	36.4	36.4	36.4	38.5	
% of Women on the Board of Directors					—	9.1	9.1	9.1	23.1	
Audit & Supervisory Board Members	Internal Audit & Supervisory Board Members	Women	SB	—	Persons	—	1	1	1	1
		Men				—	1	1	1	1
		Total				—	2	2	2	2
	External Audit & Supervisory Board Members	Women				—	0	0	0	0
		Men				—	2	2	2	2
		Total				—	2	2	2	2
Grand Total		—	4	4	4	4				
Average Age of Board Directors*2		SB	—	Age	—	59.3	60.3	61.3	60.6	
Term Limit for Board Directors		SB	—	Years	—	1	1	1	1	
Average Term of Office of Board Directors*2		SB	—	Years	—	6.8	7.8	8.8	8.3	
Board Meetings Held		SB	—	Times	—	16	14	12	12	
Board Directors Attending Less Than 75% of Board Meetings		SB	—	Persons	—	0	0	0	0	
Average Attendance Rate of Board Directors		SB	—	%	—	—	—	100.0	97.4	
Audit and Supervisory Board Meetings Held		SB	—	Times	—	16	17	17	16	
Board Members Attending Less Than 75% of Audit and Supervisory Board Meetings		SB	—	Persons	—	0	0	0	0	
Board Directors and Audit & Supervisory Board Members		Women	SB	—	Persons	1	2	2	4	
		Men				13	13	13	13	
		Total				14	15	15	17	
% of Women in Board Directors and Audit & Supervisory Board Members		SB	—	%	7.1	13.3	13.3	13.3	23.5	
Nominating and Remuneration Committee Members	Internal Nominating and Remuneration Committee Members	Women	SB	—	Persons	—	0	0	0	
		Men				—	1	1	1	
		Total				—	1	1	1	
	Independent External Nominating and Remuneration Committee Members	Women				—	1	1	1	1
		Men				—	3	3	3	3
		Total				—	4	4	4	4
Grand Total		—	5	5	5	5				

## Governance

Corporate Governance										
Item			Boundary	Coverage	Unit	Fiscal year ended March 31				
						2018	2019	2020	2021	2022
Nominating Committee Meetings Held* <sup>3</sup>			SB	—	Times	—	2	2	4	3
Remuneration Committee Meetings Held* <sup>3</sup>			SB	—	Times	—	2	3	4	6
Nominating Committee Meeting Attendance Rate			SB	—	%	—	100.0	100.0	100.0	93.3
Remuneration Committee Meeting Attendance Rate			SB	—	%	—	100.0	100.0	100.0	96.7
Special Committee Members	Independent External Members	Women	SB	—	Persons	—	—	—	—	2
		Men				—	—	—	—	3
		Total				—	—	—	—	5
	Grand Total	—				—	—	—	5	
Special Committee Meetings Held			SB	—	Times	—	—	—	—	1
Special Committee Meeting Attendance Rate				—	%	—	—	—	—	100.0

\*1 Figures shown in parentheses indicate the number of independent external Board Directors.

\*2 Due to a change in definition in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2018, 2019, and 2021 have been retroactively adjusted.

\*3 Due to a change in aggregation period in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2019 have been retroactively adjusted.

Remuneration										
Item			Boundary	Coverage	Unit	Fiscal year ended March 31				
						2018	2019	2020	2021	2022
Remuneration of Chief Executive Officer	Basic Remuneration		SB	—	Million yen	60	120	120	120	120
	Stock Options					7	89	89	59	52
	Performance-based Bonus					263	315	200	228	—
	Performance-based Remuneration					—	—	200	228	475
	Total					330	524	608	635	647
Remuneration of Board Directors (Excluding External Board Directors)* <sup>1</sup>	Basic Remuneration		SB	—	Million yen	456	426	432	432	444
	Stock Options					34	345	345	228	234
	Performance-based Bonus					1,018	998	628	701	—
	Performance-based Remuneration					—	—	628	701	1,606
	Total					1,508	1,769	2,034	2,061	2,323
Remuneration of Audit & Supervisory Board Members (Excluding External Members)	Basic Remuneration		SB	—	Million yen	12	12	14	17	18
	Stock Options					—	—	—	—	—
	Performance-based Bonus					—	—	—	—	—
	Performance-based Remuneration					—	—	—	—	—
	Total					12	12	14	17	18

## Governance

★ : Third-party verified

Remuneration									
Item	Boundary	Coverage	Unit	Fiscal year ended March 31					
				2018	2019	2020	2021	2022	
Remuneration of External Board Directors and External Audit & Supervisory Board Members	SB	—	Million yen	Basic Remuneration	12	49	64	70	104
				Stock Options	—	—	—	—	—
				Performance-based Bonus	—	—	—	—	—
				Performance-based Remuneration	—	—	—	—	—
				Total	12	49	64	70	104
Remuneration of Non-executive Board Members	SB	—	Million yen	7	89	89	59	38	
Average Annual Salary of Employees	SB	—	Thousand yen	Women ★	5,808	5,306	6,110	6,580	6,502
				Men ★	8,636	8,117	8,372	8,728	8,592
				Total ★	7,842	7,331	7,821	8,207	8,084
	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	Women	5,790	5,289	6,259	6,737	6,329
				Men	8,619	8,091	8,295	8,728	8,430
				Total	7,818	7,298	7,782	8,222	7,808
Average Annual Pay for Executives (Basic Salary Only)*2*3*4	SB	—	Thousand yen	Women ★	—	—	—	—	—
				Men ★	—	—	—	50,232	52,769
				Total ★	—	—	—	50,232	52,769
	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	Women	—	—	—	—	32,690
				Men	—	—	—	43,031	26,717
				Total	—	—	—	41,207	26,901
Average Annual Pay for Executives (Basic Salary + Bonus)*2*3*4	SB	—	Thousand yen	Women ★	—	—	—	—	—
				Men ★	—	—	—	100,385	116,638
				Total ★	—	—	—	100,385	116,638
	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	Women	—	—	—	—	45,596
				Men	—	—	—	84,986	42,097
				Total	—	—	—	80,335	42,215
Average Annual Salary of Employees at Management Positions (Basic Salary Only)*3*4	SB	—	Thousand yen	Women ★	—	—	—	6,802	6,782
				Men ★	—	—	—	7,405	7,398
				Total ★	—	—	—	7,367	7,356
	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	Women	—	—	—	6,327	7,083
				Men	—	—	—	7,274	7,569
				Total	—	—	—	7,193	7,499

## Governance

★ : Third-party verified

Remuneration									
Item		Boundary	Coverage	Unit	Fiscal year ended March 31				
					2018	2019	2020	2021	2022
Average Annual Salary of Employees at Management Positions (Basic Salary + Bonuses) <sup>*3*4</sup>	Women ★	SB	—	Thousand yen	—	—	—	10,847	10,677
	Men ★				—	—	—	11,838	11,669
	Total ★				—	—	—	11,777	11,601
	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	—	—	—	10,337	10,085
	Men				—	—	—	11,833	11,357
	Total				—	—	—	11,706	11,185
Average Annual Salary of Employees at Non-management Positions (Basic Salary + Bonuses)	Women ★	SB	—	Thousand yen	—	—	—	6,313	6,203
	Men ★				—	—	—	7,391	7,241
	Total ★				—	—	—	7,070	6,933
	Women	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Thousand yen	—	—	—	6,392	5,873
	Men				—	—	—	7,384	7,081
	Total				—	—	—	7,082	6,655
Bonuses for Employees (Median)		SB	—	Thousand yen	2,662	2,135	2,253	2,252	2,295
Ratio of CEO's Remuneration to Average Annual Salary of Employees		SB + Major Subsidiaries	fiscal year ended March 31, 2021: 80% fiscal year ended March 31, 2022: 99%	Times	42	72	78	77	84
Ratio of CEO's Remuneration to Bonuses for Employees (Median)		SB	—	Times	124	245	270	282	282

\*1 Under the SoftBank Corp. group's policy on the payment of executive remuneration, the remuneration of Board Director Masayoshi Son and Board Director Kentaro Kawabe is to be excluded from the scope of actual payment since the remuneration of Directors who concurrently hold posts in SoftBank Corp. group companies is paid from the main company at which they serve, and thus excluded from the figures above accordingly.

\*2 Calculated for Executive Directors and Delegated Senior Vice Presidents

\*3 Delegated Senior Vice Presidents were classified as employees at management positions in fiscal year ended March 31, 2021 and as executives in fiscal year ended March 31, 2022.

\*4 Due to a change in definition in fiscal year ended March 31, 2022, the figures for fiscal year ended March 31, 2021 have been retroactively adjusted.

Remuneration for Comptrollers									
Item		Boundary	Coverage	Unit	Fiscal year ended March 31				
					2018	2019	2020	2021	2022
Remuneration for Independent Auditors	Audit Fee	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 100% fiscal year ended March 31, 2022: 100%	Million yen	592	805	1,398	1,562	2,053
	Non-audit Fee				68	92	115	247	382
	Total				660	897	1,513	1,809	2,435
Remuneration for Those Who Belong to the Same Network as Auditors, Certified Public Accountants, and Others (excluding the above)	Audit Fee	SB + Major Subsidiaries	fiscal year ended March 31, 2021: 100% fiscal year ended March 31, 2022: 100%	Million yen	—	—	—	5	103
	Non-audit Fee				491	648	343	591	618
	Total				491	648	343	596	721

# ESG Data Book

## Governance

Shareholders' Rights								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Anti-takeover Measures	SB	—	—	None				

Compliance									
Item	Boundary	Coverage	Unit	Fiscal year ended March 31					
				2018	2019	2020	2021	2022	
Consultations/Reports about Compliance Violations				—	—	—	—	228	
Breakdown of Consultations/Reports	Labor Affairs	—	Reports	—	—	—	—	71	
	Other			—	—	—	—	157	
Code of Conduct or Ethics Breaches	Details of Violation	Improper Sales	SB	Breaches	—	—	—	8	11
		Violation of Security Rules			—	—	—	3	6
		Neglect of Duty			—	—	—	0	1
		Other			—	—	—	13	9
	Total				38	33	37	24	27
	Details of Punishment	Punitive Dismissal	SB	Breaches	—	—	—	2	0
		Retirement under Instruction			—	—	—	2	6
		Demotion			—	—	—	4	5
		Suspension of Work			—	—	—	5	3
		Pay Cut			—	—	—	7	8
Reprimand		—			—	—	4	5	
Total			Breaches	38	33	37	24	27	
Violations, Including Human Rights Infringements and Harassment	Details of Violation	Harassment	SB	Breaches	8	9	14	12	13
	Total				Breaches	8	9	14	12
Violations, Including Human Rights Infringements and Harassment	Details of Punishment	Punitive Dismissal	SB	Breaches	—	—	—	0	0
		Retirement under Instruction			—	—	—	0	2
		Demotion			—	—	—	3	3
		Suspension of Work			—	—	—	3	2
		Pay Cut			—	—	—	1	4
		Reprimand			—	—	—	5	2
	Total			Breaches	8	9	14	12	13
Trainings on Human Rights	SB	—	Times	—	—	8	10	11	

# ESG Data Book

## Governance

Compliance								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Ratio of Employees Who Have Taken a Compliance Test	SB	—	%	99.2	99.9	99.8	100.0	100.0
Cases of Leakage of Personal Information, Theft or Loss of Data* <sup>1</sup>	SB	—	Cases	0	0	0	0	0
Total Contributions & Expenditures for Political Influence	SB	—	Yen	0	0	0	0	0
Political Contributions				0	0	0	0	0
Lobbying				0	0	0	0	0
Expenses for Trade Associations				0	0	0	0	0
Other Expenses				0	0	0	0	0
Anticompetitive Violation	SB	—	Cases	0	0	0	0	0
Bribery	SB	—	Cases	0	0	0	0	0

\*1 Disclosed based on guidance from regulatory authorities and violations of laws and regulations

Information Security								
Item	Boundary	Coverage	Unit	Fiscal year ended March 31				
				2018	2019	2020	2021	2022
Information Security Incidents* <sup>1</sup>	SB	—	Incidents	0	1	0	0	0
ISO 9001 Certified Sites	SB	—	Sites	—	—	—	—	38
ISO 9001 Certification Rate* <sup>2</sup>	SB	—	%	—	—	—	—	100.0
ISO 27001 Certified Sites	SB	—	Sites	—	—	—	—	28
ISO 27001 Certification Rate* <sup>3</sup>	SB	—	%	—	—	—	—	100.0
ISO 20000-1 Certified Sites	SB	—	Sites	—	—	—	—	25
ISO 20000-1 Certification Rate* <sup>4</sup>	SB	—	%	—	—	—	—	100.0
Routine Information Security Training	SB	—	Times	1	1	1	1	1

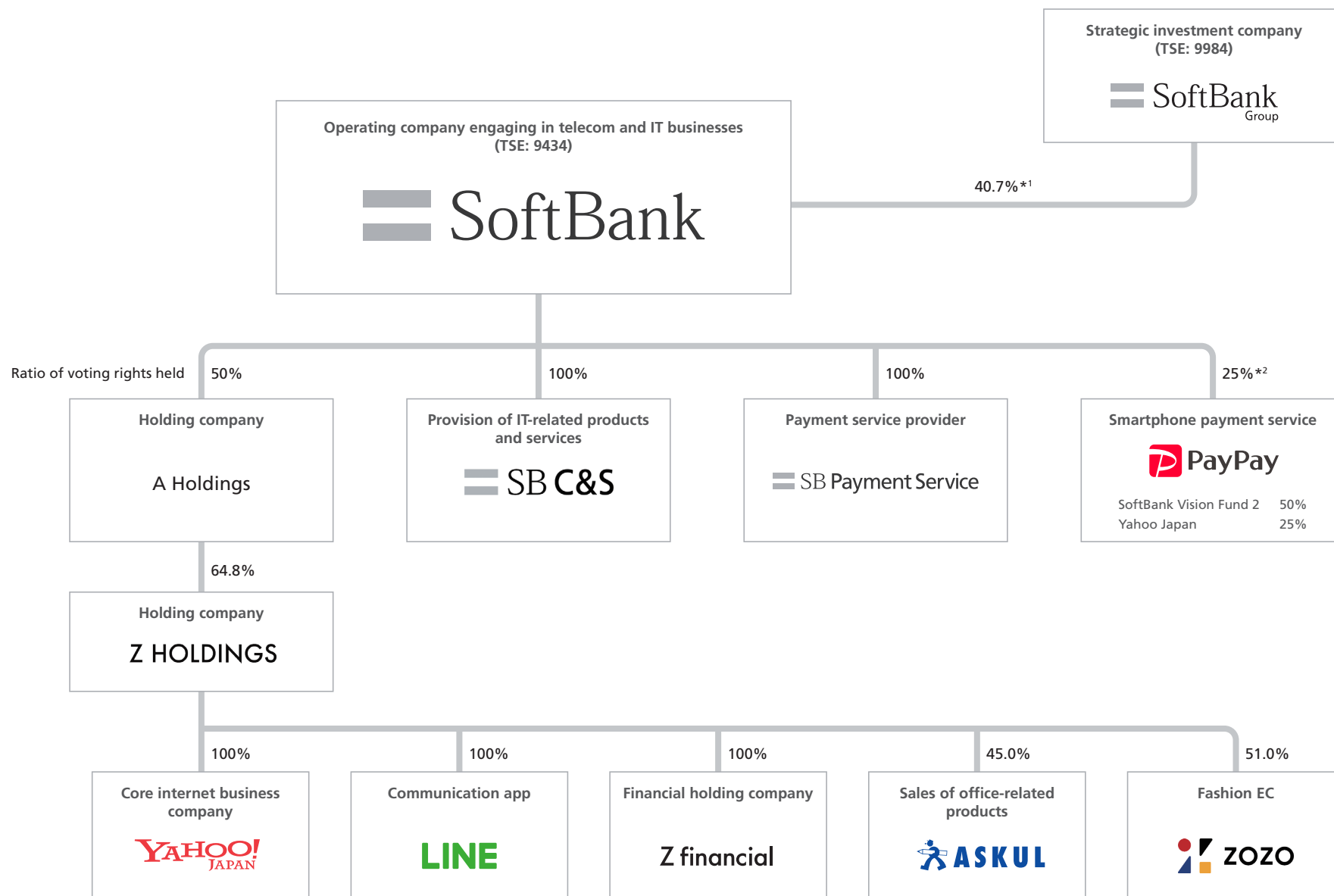
\*1 Disclosed in accordance with SoftBank Corp.'s information security policy

\*2 The percentage of certified sites among all applicable sites (38 sites where SoftBank Corp. has sought ISO 9001 certification)

\*3 The percentage of certified sites among all applicable sites (28 sites where SoftBank Corp. has sought ISO 27001 certification)

\*4 The percentage of certified sites among all applicable sites (25 sites where SoftBank Corp. has sought ISO 20000-1 certification)

# Group Structure



\*This is a simplified representation of the Group's structure, with percentages based on shareholder voting rights. Figures at the end of March, 2022.

\*1 The Company is directly owned by SoftBank Group Japan Corporation, a wholly owned subsidiary of SoftBank Group Corp. The stated 40.7% is the percentage of the total number of shares issued by the Company (excluding treasury stock).

\*2 PayPay Corporation will become a consolidated subsidiary of the Company and Z Holdings Corporation in October 2022.



# External Evaluation

## ESG Evaluation

### DJSI Asia Pacific Index

SoftBank has been selected for the first time as a component of “DJSI Asia Pacific Index” in 2021, which consists of companies in the Asia-Pacific region of “Dow Jones Sustainability Index (DJSI),” the world’s leading ESG (Environmental, Social and Governance) investment index.



### FTSE4Good Index Series FTSE Blossom Japan Index FTSE Blossom Japan Sector Relative Index

Since 2020, SoftBank has been a component of two Environmental, Social and Governance (ESG) indexes defined by FTSE Russell: the “FTSE BLOSSOM Japan Index” as well as the “FTSE4Good Index Series,” one of the world’s leading ESG indexes. In 2022, SoftBank became a component of the “FTSE Blossom Japan Sector Relative Index.”



### S&P/JPX Carbon Efficient Index

SoftBank has been selected as a constituent stock of the “S&P/JPX Carbon Efficient Index,” an index that determines the weighting of constituent stocks by focusing on the disclosure of environmental information and the level of carbon efficiency (carbon emissions per unit of sales).



### MSCI Japan ESG Select Leaders Index

#### The MSCI Japan Empowering Women Index (WIN)

SoftBank was selected as a constituent for the “MSCI Japan ESG Select Leaders Index,” a leading ESG (Environmental, Social and Governance) index that has been adopted as a benchmark by Japan’s Government Pension Investment Fund (GPIF)—the world’s largest public pension fund—for passive ESG investing.

SoftBank was selected as a component of the “MSCI Japan Empowering Women Index (WIN),” which is constituted by Japanese companies with a high level of gender diversity.



### SOMPO Sustainability Index

SoftBank was selected as a member of the “SOMPO Sustainability Index” operated by Sompo Asset Management Co., Ltd. This index is utilized by the company’s “SOMPO Sustainable Management” to broadly invest in companies with a high ESG (Environment, Society, and Governance) rating.



### CDP 2021 Climate Change

SoftBank received a score of A- in the climate change category from CDP (headquarters: London, U.K.), which is a nonprofit organization carrying out environmental assessment of major companies and cities worldwide.



### Nikkei SDGs Management Survey 2021

SoftBank received the highest rating of 5 stars in the “Nikkei SDGs Management Survey 2021.” This survey targets in a total of four fields: “SDGs strategy / economic value,” “social value,” “environmental value” and “governance.” SoftBank also received the Social Value Award, one of the three categories established in the Nikkei SDGs Management Survey.



### DX Stock 2022

In recognition of its efforts to solve social issues through new businesses, SoftBank was selected as the only company in the information and telecommunications industry to be the “Digital Transformation Stock 2022” by the Ministry of Economy, Trade and Industry and the Tokyo Stock Exchange.



### An International Climate Change Initiative By SBT

SoftBank announced that the goals detailed in its Carbon Neutral 2030 Declaration to achieve virtually zero greenhouse gas emissions by 2030 were certified by the “Science Based Targets initiative” (“SBTi”), a body enabling businesses to set ambitious emissions reduction targets.



Note: The name and logo of the Dow Jones Sustainability Index are a trademark and a service mark, respectively, of S&P Dow Jones Indices LLC. SoftBank Corp.’s inclusion in the MSCI indexes and the use of MSCI logos, trademarks, service marks or index names do not constitute a sponsorship, recommendation, or promotion of SoftBank Corp. by MSCI nor its affiliates. The MSCI indexes are the exclusive property of MSCI. The names and logos of MSCI and the MSCI indexes are trademarks or service marks of MSCI or its affiliates. FTSE Russell is a trademark of FTSE International Limited and Frank Russell Company.

# External Evaluation

## Labor Practices

### Next-generation certification mark (Kurumin)

In 2017, SoftBank was granted “Platinum Kurumin” certification by the Ministry of Health, Labor and Welfare, an evaluation of “companies that have already received Kurumin certification and have advanced the introduction and use of systems which support the balance between work and child-rearing to an appreciable extent, implementing the initiatives to a high degree.”



### Eruboshi

SoftBank has received the “Eruboshi” designation (class 2) from the Minister for Health, Labor and Welfare in recognition of being a company that excels in the empowerment of women. Going forward, we will maintain efforts to promote the success of women, such as holding career training for female employees and implementing mentoring programs.



### PRIDE Index Gold Rating

SoftBank has awarded the highest “Gold” ranking in the “PRIDE Index,” an evaluation of companies’ internal initiatives regarding LGBTQ and other sexual minorities.



### Excellence in Corporate Health and Productivity Management Category (White 500)

SoftBank was selected as a “White 500” organization 4 years in a row in the “Health Management Paid Corporation 2022 large enterprise category” by the Ministry of Economy, Trade and Industry and the Nippon Kenko Kaigi for excellence in healthcare management efforts.



### NIKKEI Smart Work

The Nikkei Smart Work Survey, a study conducted by Nikkei Inc., gave SoftBank a five star rating, the highest rating. The Japan-based survey ranks all listed companies and companies with over 100 employees based on four aspects: Human Resources, Achieve Innovation, Market Development and Management Fundamentals. A company’s strength is comprehensively evaluated based on points drawn from these four survey categories.

SoftBank also received the Innovation Prize of NIKKEI Smart Work Awards 2022 for its innovation-encouraging structure. It successfully spawned venture businesses under SoftBank InnoVenture, an in-house entrepreneurship program. It is also committed to training talent in cutting-edge fields, as highlighted by large proportions of its IT talent and foreign regular employees.

In 2021, SoftBank won the Technology Utilization Award for selecting new graduates using AI (artificial intelligence), streamlining in-house operations with robotic process automation (RPA), and delivering technology-based services such as the cashless payment service PayPay.



## Website

### 2021 Nikko Investor Relations Overall Ranking AAA Website



### Gomez IR Website Overall Ranking 2021 Gold Prize



### Daiwa IR 2021 Internet IR Best Excellence Award



# Corporate Data/Stock Information

## Corporate Data

Company name	SoftBank Corp.
Representative	Junichi Miyakawa, President & CEO
Corporate headquarters	1-7-1 Kaigan, Minato-ku, Tokyo 105-7529
Established	December 9, 1986
Number of employees	49,581 (Consolidated basis) 18,929 (Standalone basis) (As of March 31, 2022)
Fiscal year	From April 1 to March 31 of the following year
Annual general meeting of shareholders	Every year in June

## Stock Information (As of March 31, 2022)

Common stock	¥204,309 million
Shares authorized	8,010,960,300 shares
Shares issued	4,787,145,170 shares (treasury stock: 79,843,467 shares)
Stock exchange registration	Tokyo Stock Exchange, Prime Market (From April 2022)
Number of shares constituting one trading unit	100 shares
Total number of shareholders with voting rights	886,556

## Principal Shareholders (Top 10 Shareholders)

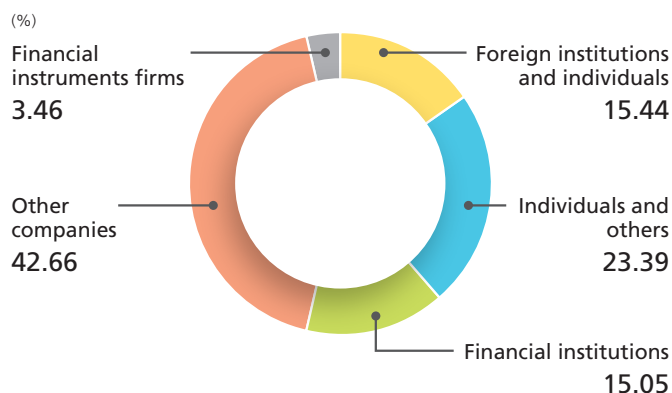
Name	Number of shares held (Thousands)	Shareholding ratio (%)
SoftBank Group Japan Corporation	1,914,858	40.68
The Master Trust Bank of Japan, Ltd. (Trust Account)	481,833	10.24
Custody Bank of Japan, Ltd. (Trust Account)	142,993	3.04
STATE STREET BANK WEST CLIENT - TREATY 505234	58,062	1.23
SMBC Nikko Securities Inc.	47,693	1.01
JP MORGAN CHASE BANK 385632	45,238	0.96
JP MORGAN CHASE BANK 385781	35,374	0.75
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	31,509	0.67
STATE STREET BANK AND TRUST COMPANY 505103	31,421	0.67
JPMorgan Securities Japan Co., Ltd.	30,878	0.66

Note: The Company, which holds a treasury stock of 79,843,467 shares, is excluded from principal shareholders shown above. The shareholding ratio is calculated by subtracting the treasury stock from the total number of shares issued.

## Our Websites

- Investor Relations <https://www.softbank.jp/en/corp/ir/>
- Sustainability & CSR <https://www.softbank.jp/en/corp/sustainability/>

## Breakdown by Type of Shareholder



## Stock Price Chart

