

An abstract graphic in the top right corner consisting of light blue lines and circles on a dark blue background, resembling a circuit or network diagram.

SoftBank

Business Overview & Growth Strategy

SoftBank Corp.
February 3, 2023

Disclaimer

Important Notice Regarding Forward Looking Statements and Other Information

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

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

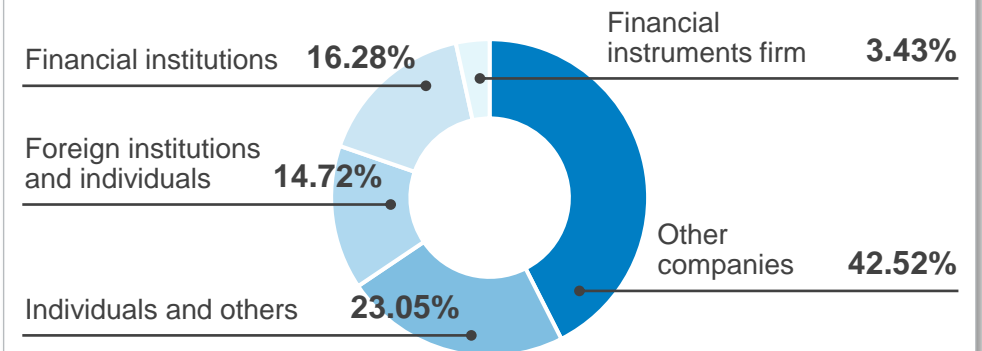
Corporate data

Trade Name	SoftBank Corp.
Name and title of representative	Junichi Miyakawa, President & CEO
Founded	December 9, 1986
Nature of business	Provision of mobile communications services, sale of mobile devices, provision of fixed-line telecommunications and ISP services
Number of employees	Standalone: 18,929 Consolidated: 49,581 (As of March 31, 2022)
Common stock	JPY 204,309 million (As of September 30, 2022)

Stock information

Number of shares issued	4,787,145,170 shares
Number of Shareholders	885,625

Breakdown by shareholder type



(As of September 30, 2022)

Mission

**Information Revolution
— Happiness for everyone**

Vision

**Becoming a Corporate Group needed
most by people around the world**

Growth strategy

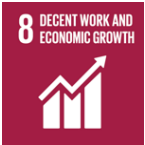
“Beyond Carrier”

Aim to expand business fields other than telecom
while further growing the telecom business

Solving social issues through business and corporate activities

Solving social issues through business

Building society and industry through digital transformation



Connecting people to information to create new excitement



Creating new business through open innovation



Solving social issues through corporate activities

Contributing to the global environment with the power of technology



Building high-quality social networks



Developing a resilient management foundation



Operating company to drive the Information Revolution

Parent company

SoftBank Group Corp.

Investment company
investing in
AI companies around the world

Representative Director,
Corporate Officer, Chairman & CEO
Masayoshi Son



Ratio of
voting rights*1

40.5%

The Company

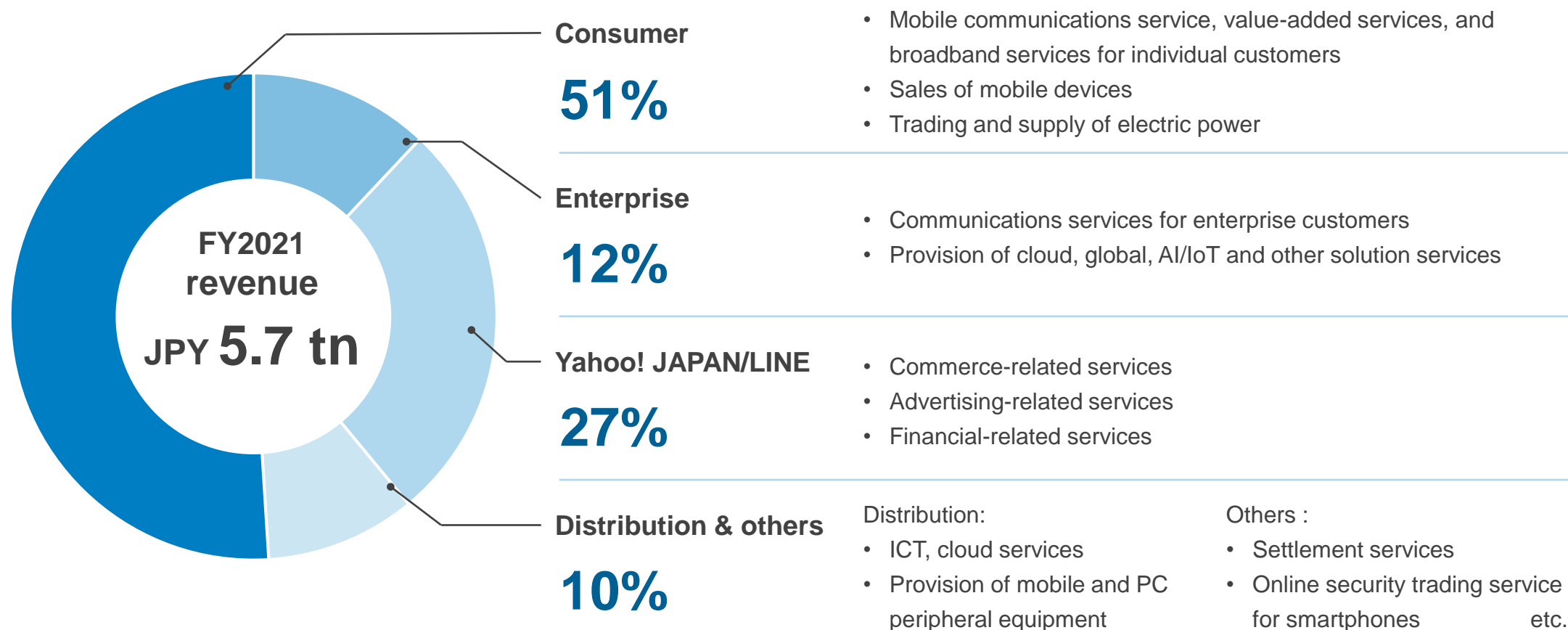
SoftBank Corp.

Operating company
engaging in
telecom and IT businesses

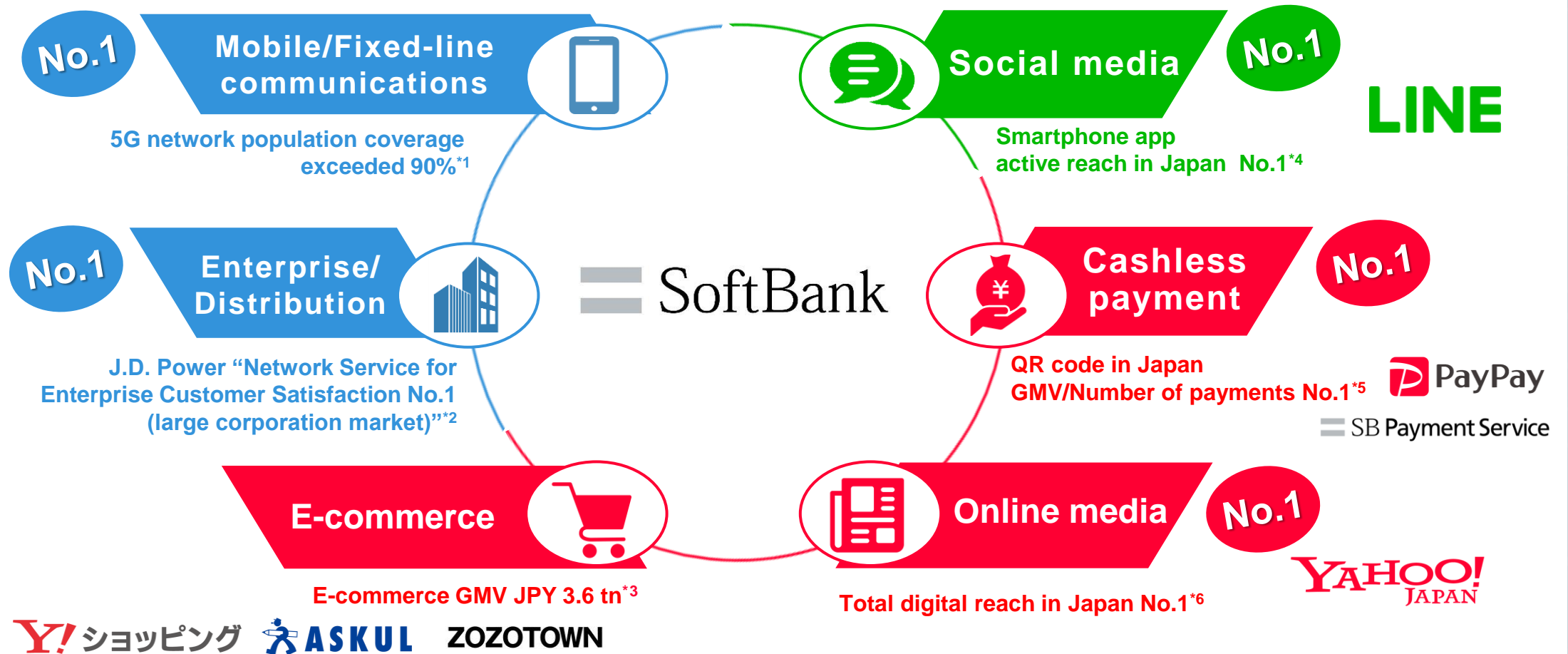
President & CEO
Junichi Miyakawa



Developing diverse businesses centered on digital technology

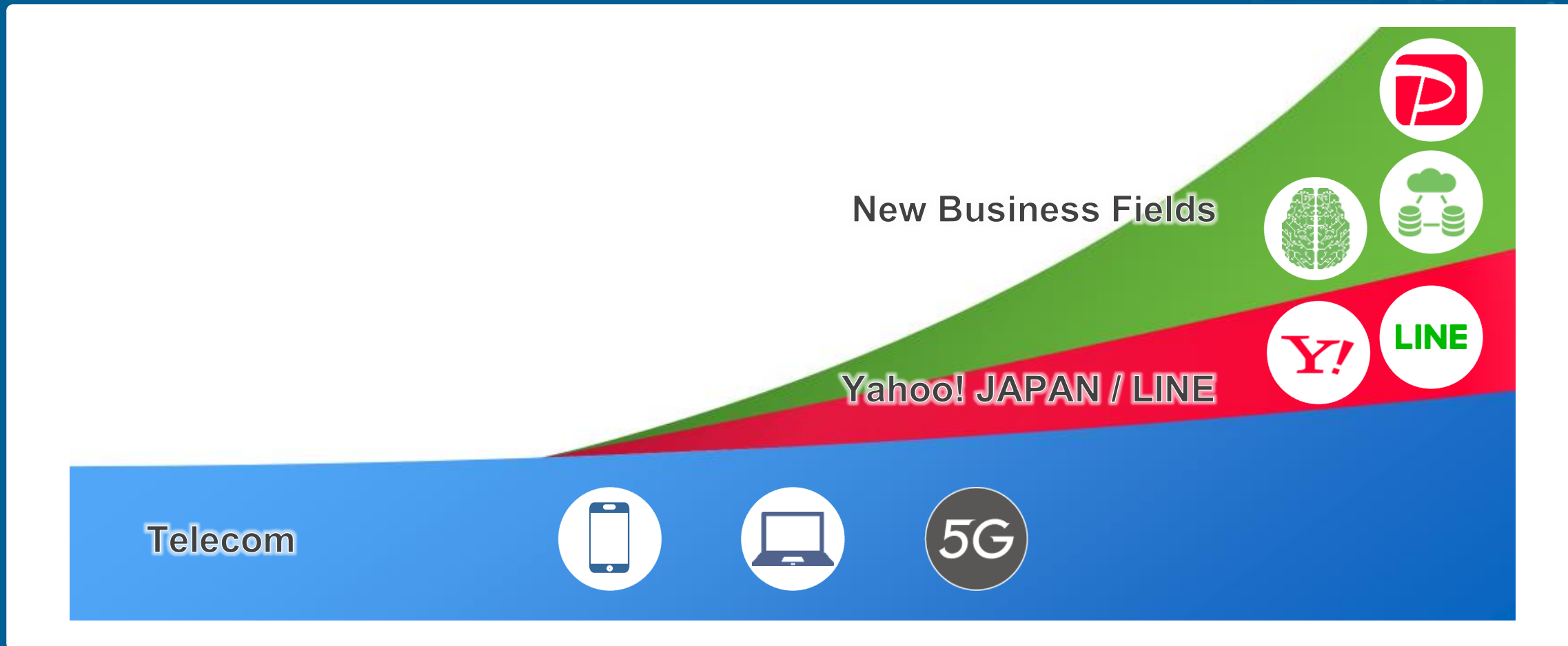


Providing Japan's top-class ICT services




*1: As of the end of March 2022 *2: Network Service Customer Satisfaction Survey by J.D. Power. Based on 796 responses from companies with 1,000 or more employees. [japan.jdpower.com/awards](https://www.japan.jdpower.com/awards) *3: FY2021 result. Sum of Merchandise and Services and digital content *4: Nielsen, TOPS OF 2020: DIGITAL IN JAPAN *5: Percentage of "PayPay" was calculated from the disclosed data of the Japan Cashless Payment Promotion Council (Results of Survey on QR Code Payment Usage Trends in Japan in FY2021), based on PayPay research *6: Nielsen, TOPS OF 2022: DIGITAL IN JAPAN

**Aim to expand business fields other than telecom
while further growing the telecom business**





Strong business foundation to expand non-telecom fields

Compelling customer touchpoints

 SoftBank **39 mil users** ^{*1} Mobile

 **86 mil users** ^{*2} Online media

 PayPay **54 mil users** ^{*3} Smartphone payment

 **92 mil users** ^{*4} Communication app

High technology capabilities

✓ **Approx. 12,000 engineers** ^{*5}

✓ **Conducting cutting-edge AI research with Tokyo University**

✓ **Implementing verification trials in various industries using 5G**

Strong sales force

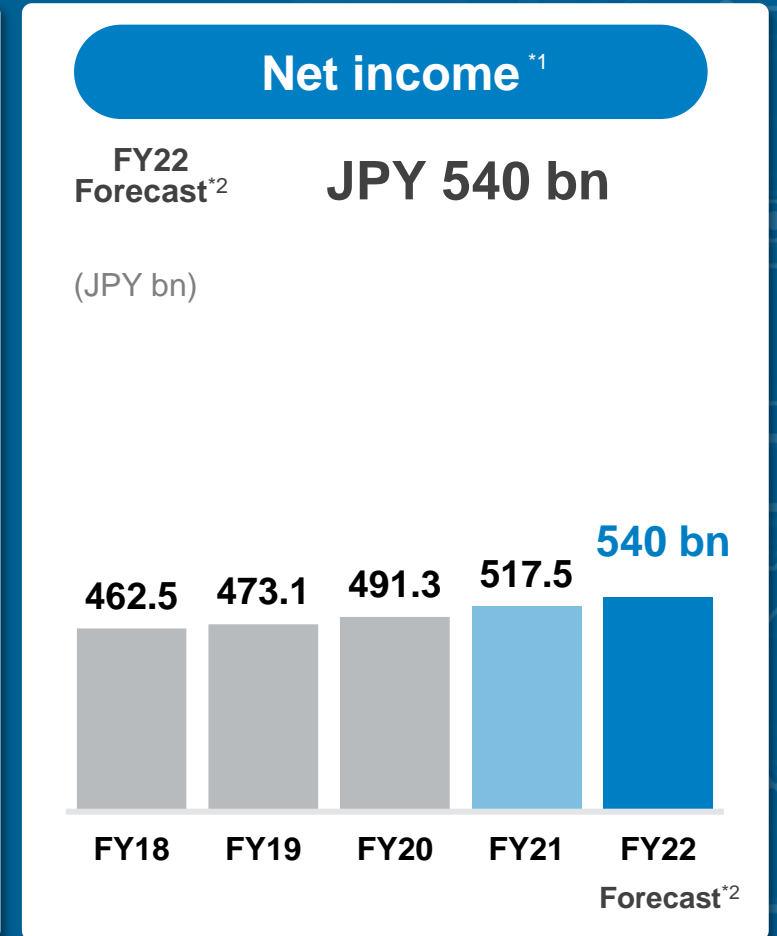
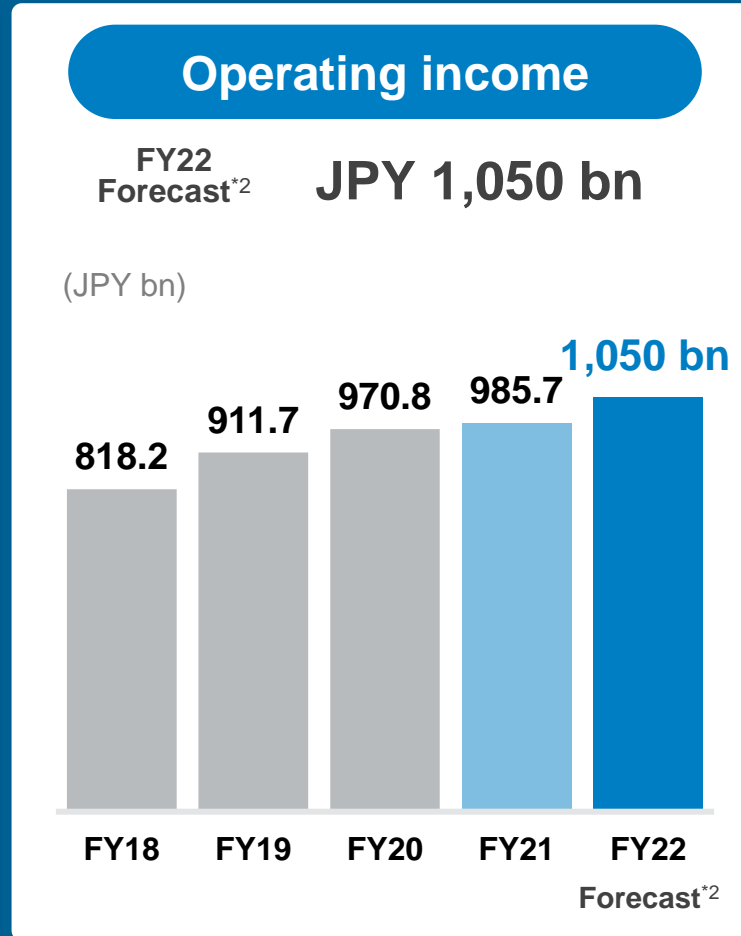
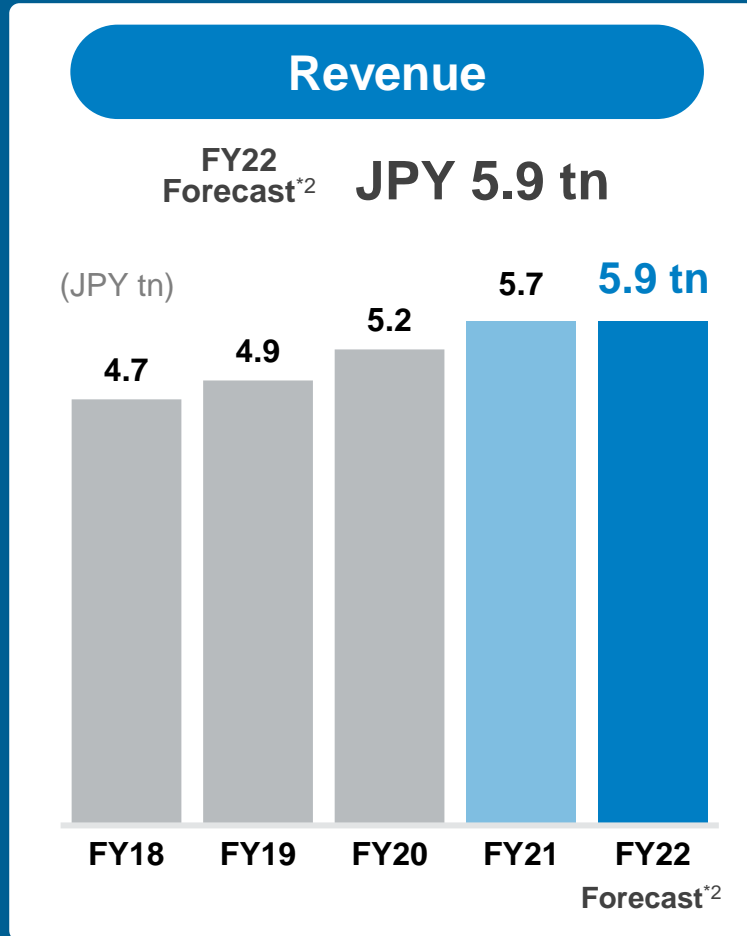
✓ **Approx. 15,000 sales staff** ^{*6}

✓ **Transaction with 94% of large corporations** ^{*7}

✓ **6,300 stores nationwide** ^{*8}

*1: SoftBank = Total no. of mobile main subscribers (as of Dec 2022) *2: Yahoo! JAPAN = No. monthly users. Nielsen TOPS OF 2021: DIGITAL IN JAPAN (Top 10 Internet services used by users in Japan). Average monthly number of users between January – October 2021. Does not include duplicate users of smartphones and PCs. *3: PayPay = No. of registered users (as of Dec 2022) *4: LINE = No. of monthly active users in Japan (as of Mar 2022) *5: Total of the engineers in SoftBank Corp., Yahoo Japan Corporation and LINE Corporation (as of Mar 2022) *6: No. of SoftBank Corp.'s sales staff (Mar 2022) *7: Approximate percentage of listed companies with revenue of JPY 100 bn or more that have transaction with SoftBank Corp. (FY2021) *8: Total of SoftBank and Y!mobile brands' directly-managed stores, agents, mass merchandisers and other retail channels (as of Mar 2022)

Steady progress toward FY2022 operating income target of JPY 1,050 billion



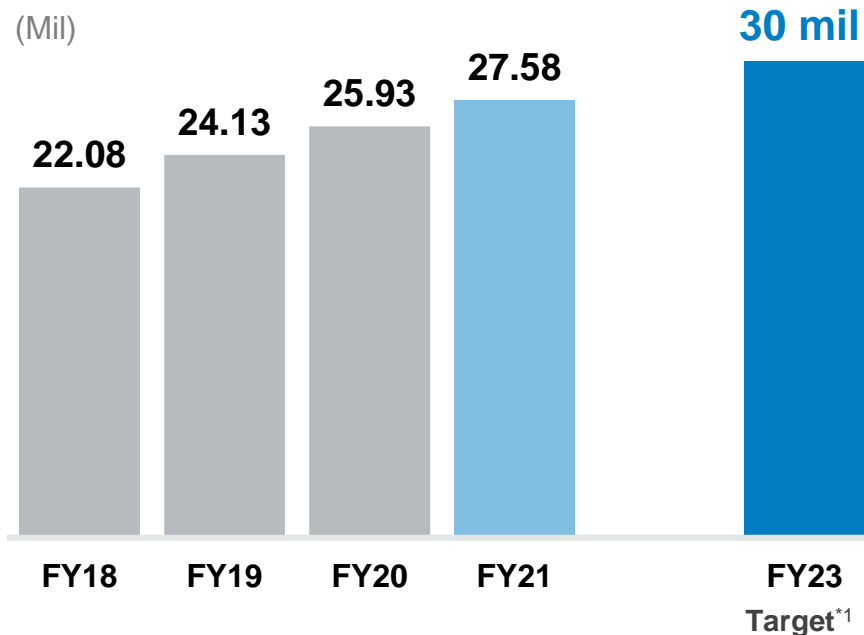
* Figures for FY21 are before retrospective revision due to the change in accounting policy for transactions under common control in FY22 Q3

*1: Net income = net income attributable to owners of SoftBank Corp. *2: Revised forecasts announced in November 2022

Expand smartphone subscribers and enterprise solutions business

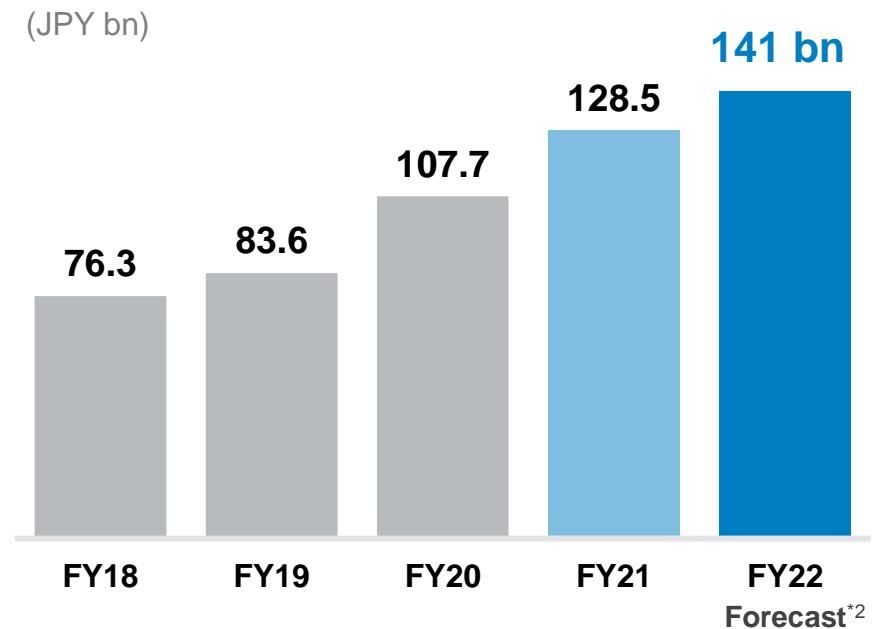
Smartphone subscribers

FY23 Target ^{*1} **30 mil**



Enterprise segment income

FY22 Forecast ^{*2} **JPY 141 bn**

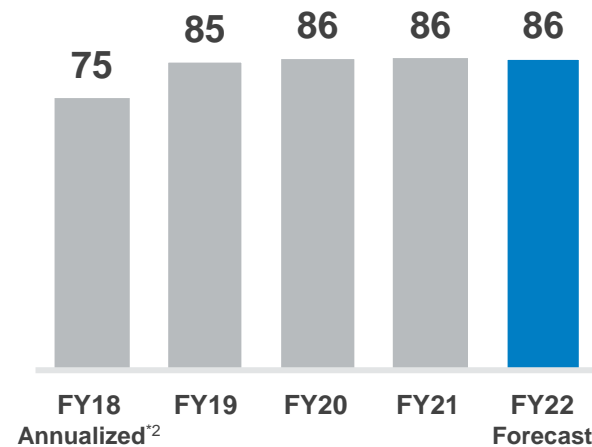


Total shareholder return ratio of approx. 85% (FY2020-FY2022)^{*1}

Dividends

Dividends per share (JPY)

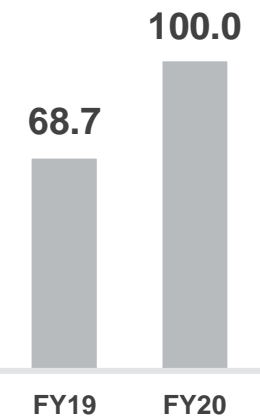
No dividend reduction



Share buybacks

Share buybacks (JPY bn)

Flexible implementation



^{*1}: Total amount of dividends paid and treasury stock retired during FY20-FY22 / total amount of net income attributable to owners of the Company during FY20-FY22

^{*2}: Figures for FY18 are annualized based on the year-end dividend of JPY 37.5 per share. Dividends have been paid for interim and year-end since FY19

Management Structure



Junichi Miyakawa
President & CEO

Dec. 1991
KK Momotaro Internet
Representative Director & President

Jun. 2000
Nagoya Metallic Communications Corp.
(currently SoftBank Corp.)
President and Representative Director

Apr. 2006
Vodafone K.K. (currently SoftBank Corp.)
Director & Executive Vice President (CTO)

Apr. 2021
SoftBank Corp.
President & CEO, in charge of Government Relations
(to present)

*SBG: SoftBank Group Corp.
*ZHD: Z Holdings Corporation



Ken Miyauchi
Representative Director
& Chairman



Yasuyuki Imai
Representative Director & COO
(Enterprise Business)



Kentaro Kawabe
Board Director
(President and Representative
Director, Co-CEO of ZHD)



Jun Shimba
Representative Director & COO
(Consumer Business)



Kazuhiko Fujihara
Board Director,
Executive Vice President & CFO



Masayoshi Son
Board Director, Founder
(Representative Director, Corporate
Officer, Chairman & CEO of SBG)

Ratio of external Directors: 46%
Ratio of female Directors: 23%



Atsushi Horiba
Chairman, Representative Director
& Group CEO of HORIBA, Ltd.



Kazuaki Oki
Head of Ohki CPA Office



Reiko Hishiyama
Professor of
Waseda University



Takehiro Kamigama
Chairman & Representative
Director of TDK Corporation

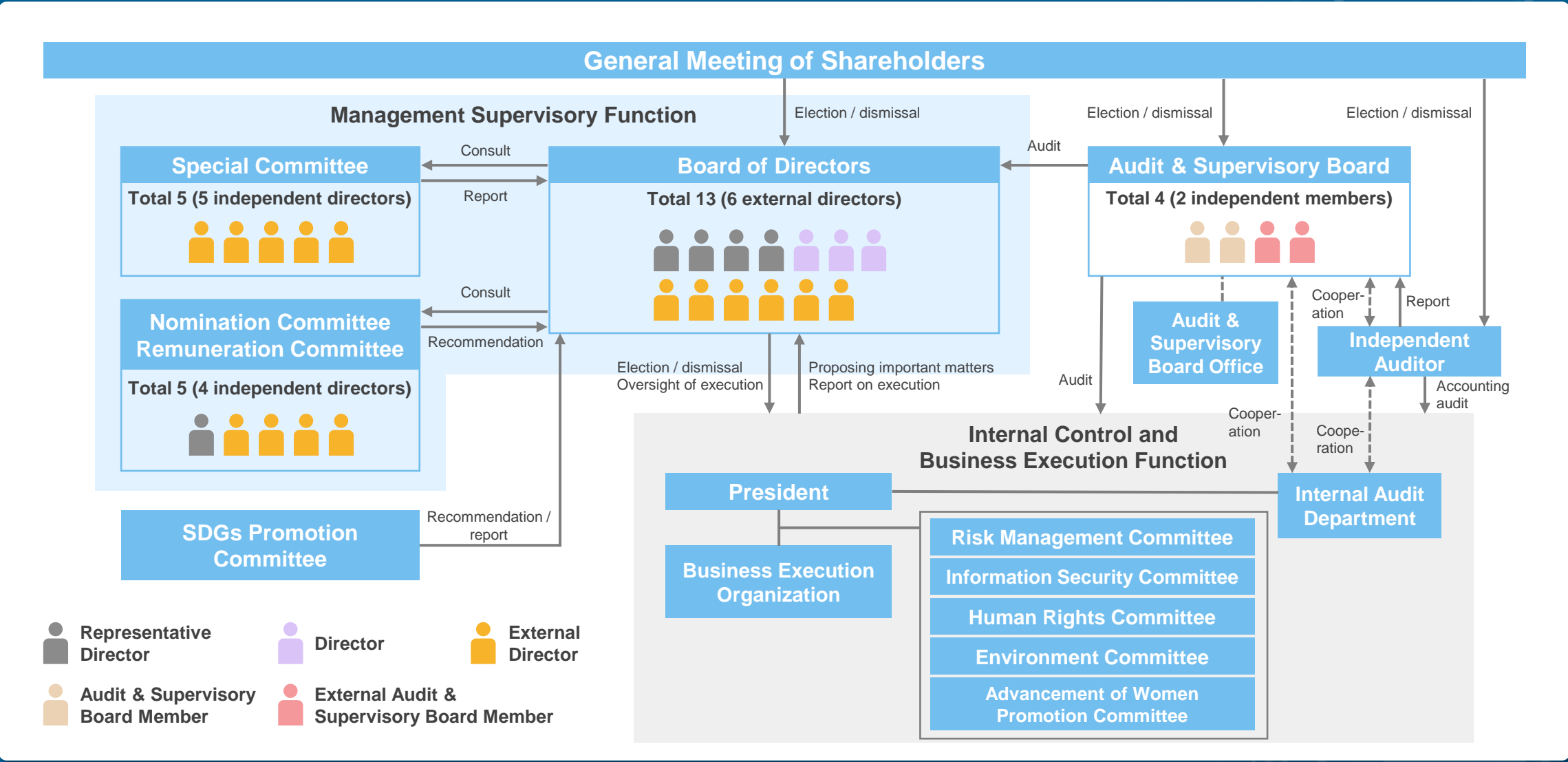


Kyoko Uemura
Partner Lawyer at Miyama,
Koganemaru & Associates



Naomi Koshi
Partner Lawyer at Miura & Partners
(Former Mayor of Otsu City)

External Directors



Initiatives to Achieve 'Net Zero'

Achieving virtually zero greenhouse gas emissions

- ✓ Achieve virtually 100% renewable energy for Scope 1, 2 by FY2030 ("Carbon Neutral 2030"^{*1})
- ✓ Reduce greenhouse gas emissions generated by entire value chain (Scope 3) to virtually zero by FY2050^{*1}
- ✓ Contribute to the realization of a decarbonized society by using technologies

Provision of telecom infrastructure

Eliminate global information disparities

- ✓ Deliver telecom services to people around the world with airborne base stations of HAPSMobile Inc.
- ✓ Raised JPY 30 bn through first ESG bond to promote HAPS^{*2} business
- ✓ SoftBank and Smart Africa Secretariat agreed to collaborate on providing affordable broadband solutions in Africa

^{*1}: This declaration applies to SoftBank Corp. on a standalone basis

^{*2}: High Altitude Platform Station, business that aims to provide wide area and stable telecommunications connectivity from the stratosphere

Selected in global ESG investment indices

Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA



FTSE4Good

2022 CONSTITUENT MSCI JAPAN
ESG SELECT LEADERS INDEX



FTSE Blossom
Japan

2022 CONSTITUENT MSCI JAPAN
EMPOWERING WOMEN INDEX (WIN)

Highly rated in domestic surveys



DX Stock 2022
(Only company selected in the ICT
Industry for consecutive two years)



PRIDE Index
(LGBT-related initiatives)



Nikkei SDGs
Management Survey



NIKKEI Smart Work Awards 2023
Grand Prize

Credit rating

R&I

Rating and Investment
Information, Inc.

A+

Long-term rating

a-1

Short-term rating

(As of Nov 14, 2022)

JCR

Japan Credit Rating
Agency, Ltd.

AA-

Long-term rating

J-1+

Short-term rating

(As of Oct 26, 2022)

ESG rating

**MSCI
ESG Rating**

AA

(As of Jan 17, 2023)

**FTSE Russell ESG
Rating**

4.5

(As of Dec 19, 2022)

**Sustainalytics
ESG Risk Ratings**

Low risk

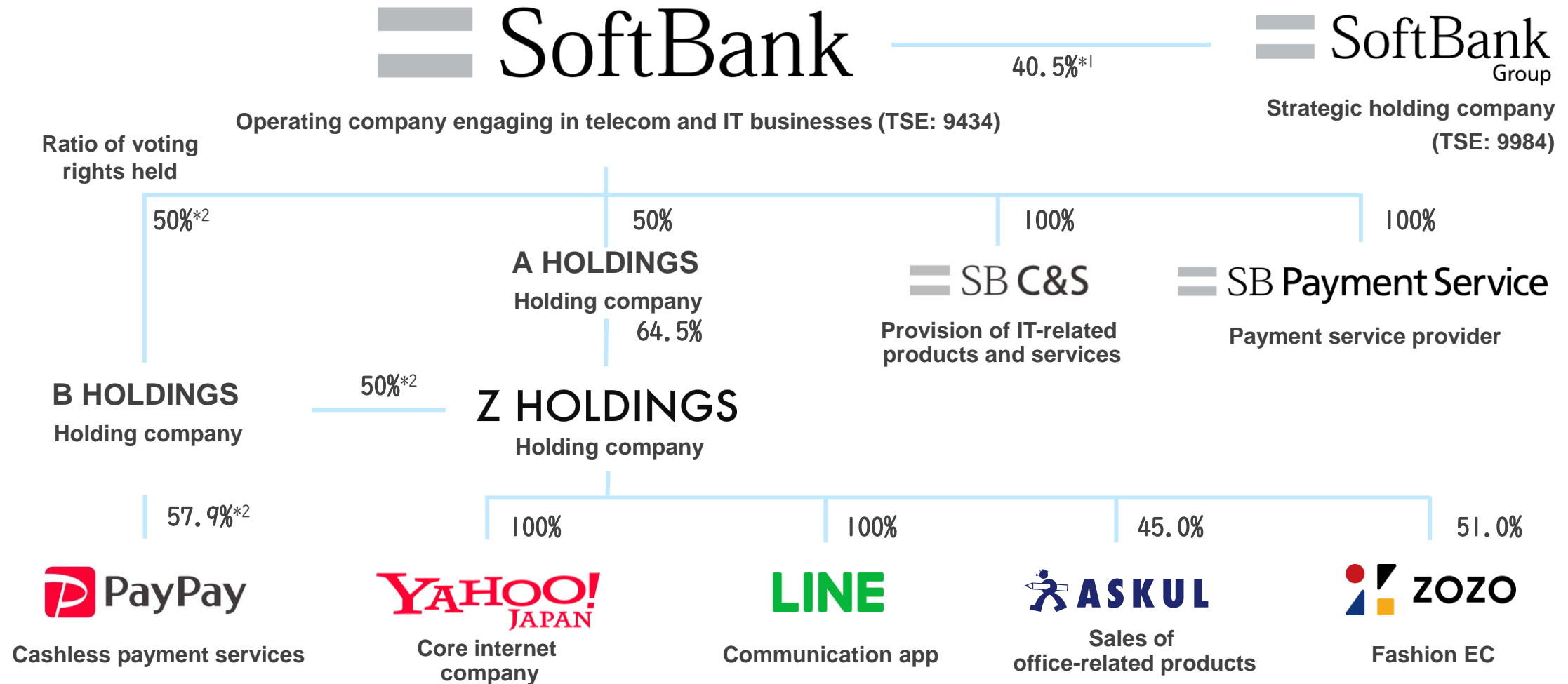
(As of Nov 16, 2022)

**CDP Climate
Change Report 2022**

A-

(As of Dec 2022)

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*Above shows a simplified grouping structure. Ratio of voting rights held as of September 30, 2022, unless otherwise specified. *1: The Company is directly owned by SoftBank Group Japan Corporation, a wholly owned subsidiary of SoftBank Group Corp. The stated 40.5% is the voting rights held by SoftBank Group Corp. *2: As of the end of December 2022. The Company and Z Holdings Corporation each hold 5.9% of the voting rights in PayPay Corporation directly, on top of voting rights owned by B Holdings Corporation. SoftBank Vision Fund 2 holds 30.2% of the voting rights of PayPay Corporation. The Group's ratio of economic interest in PayPay Corporation is 46.1% (before the exercise of stock acquisition rights by Paytm)



SoftBank