

SoftBank

Business Overview & Growth Strategy

SoftBank Corp.
November 8, 2023

Disclaimer

Important Notice Regarding Forward Looking Statements and Other Information

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

For the definitions of numbers on this presentation, please refer to SoftBank Corp.’s data sheet.

Comparative period results (financial figures) have been restated due to the changes in accounting policies for transactions under common control in FY22Q3.

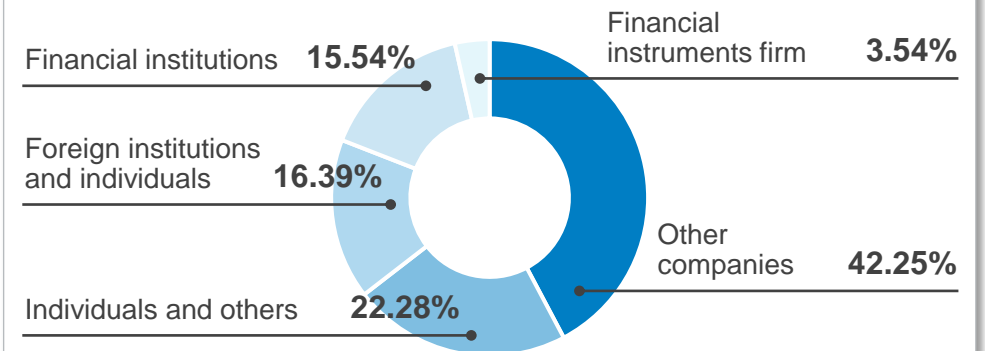
Corporate data

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: 19,045 Consolidated: 54,986 (As of March 31, 2023)
Common stock	JPY 209,378 million (As of September 30, 2023)

Stock information

Number of shares issued (common stock)	4,794,172,070 shares
Number of Shareholders	873,797

Breakdown by shareholder type



(As of September 30, 2023)

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

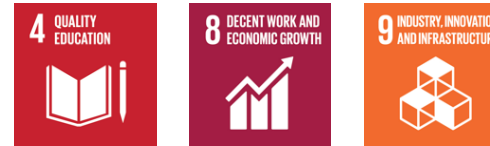
Solving social issues through business and corporate activities

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



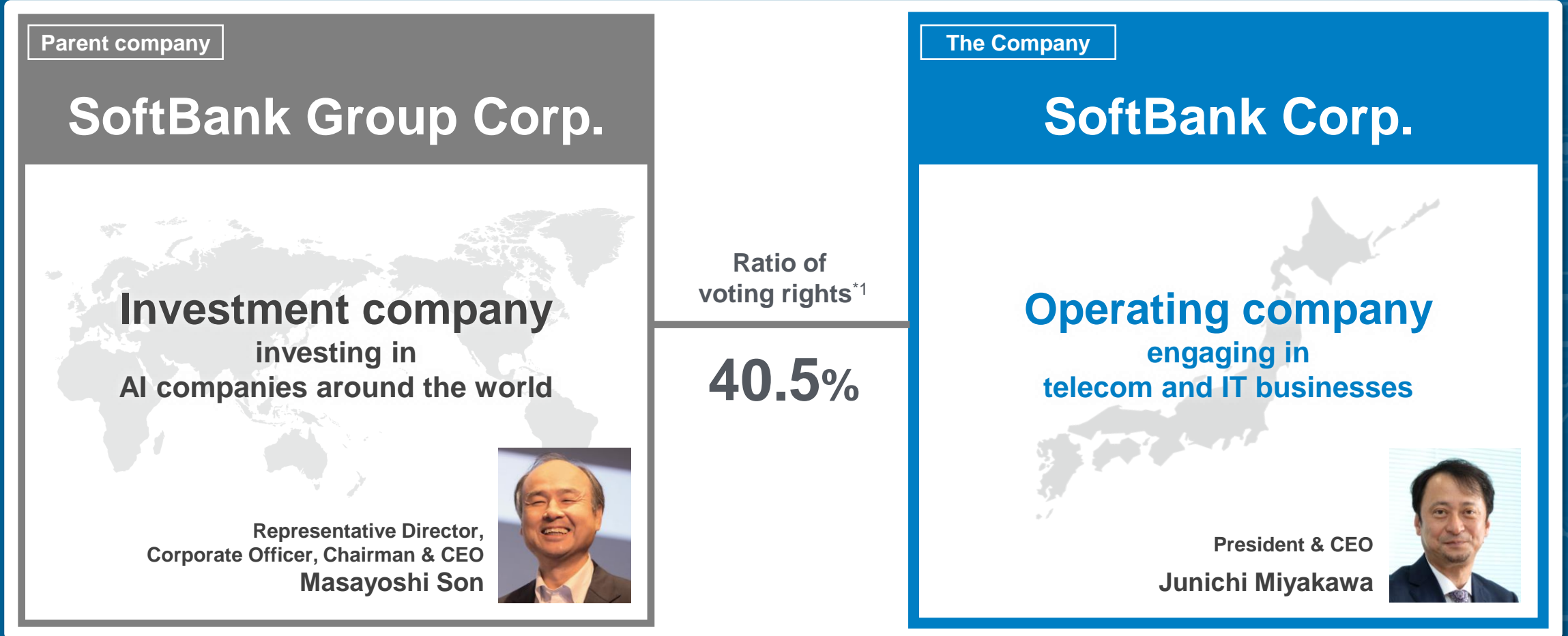
Building high-quality social networks



Developing a resilient management foundation

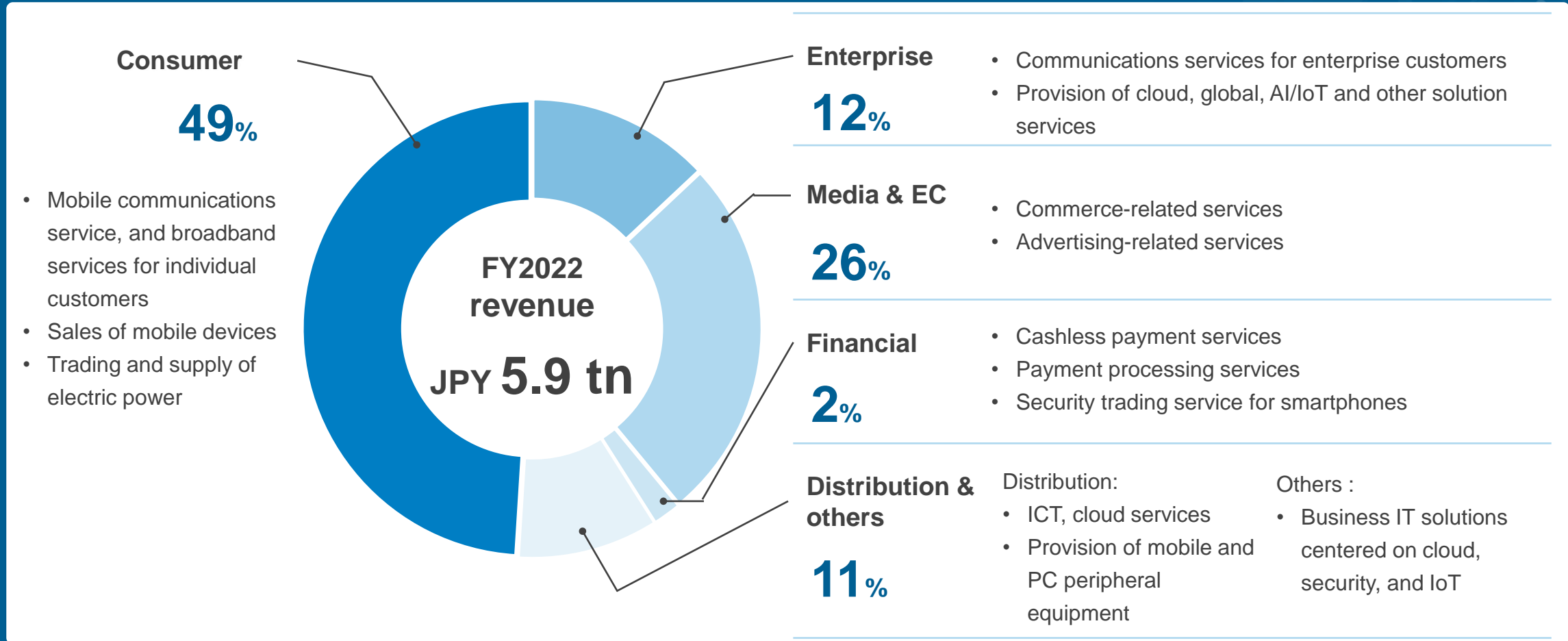


Operating company to drive the Information Revolution



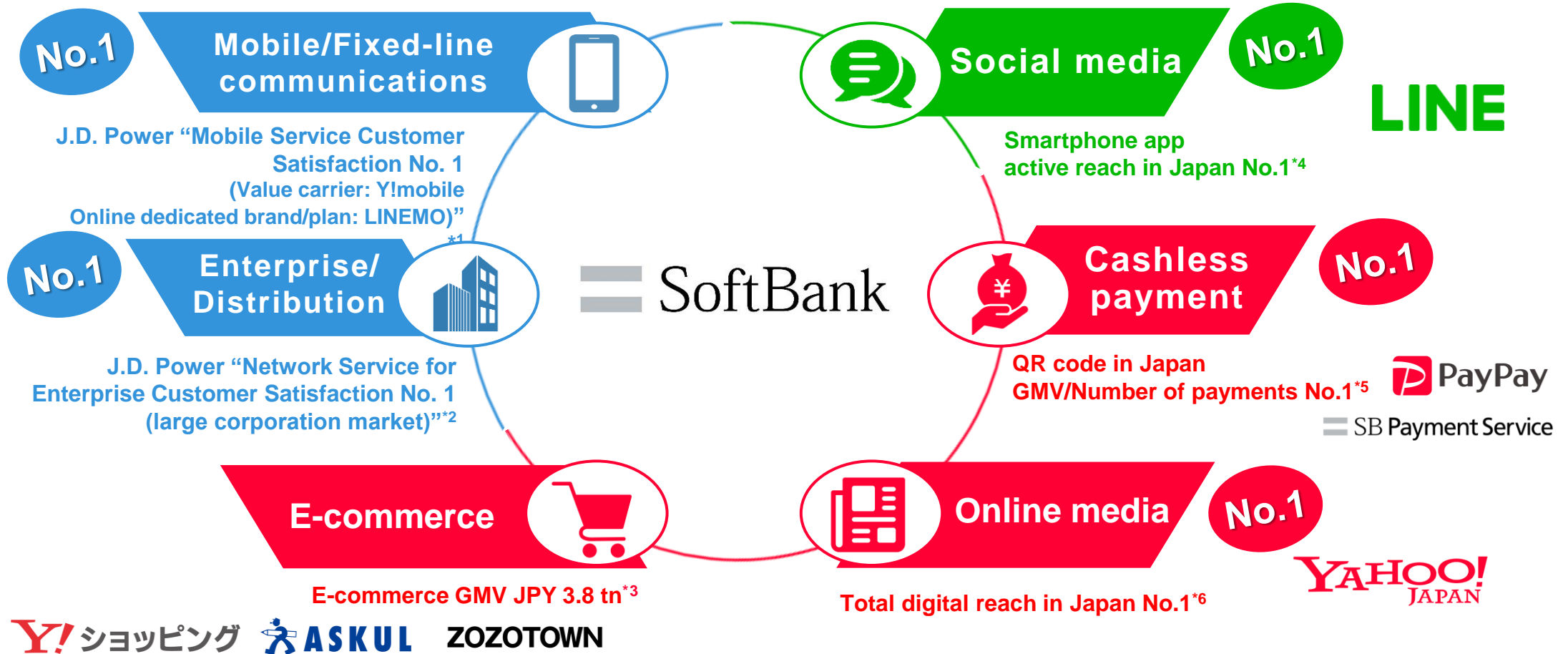
*1: As of September 30, 2023

Developing diverse businesses centered on digital technology



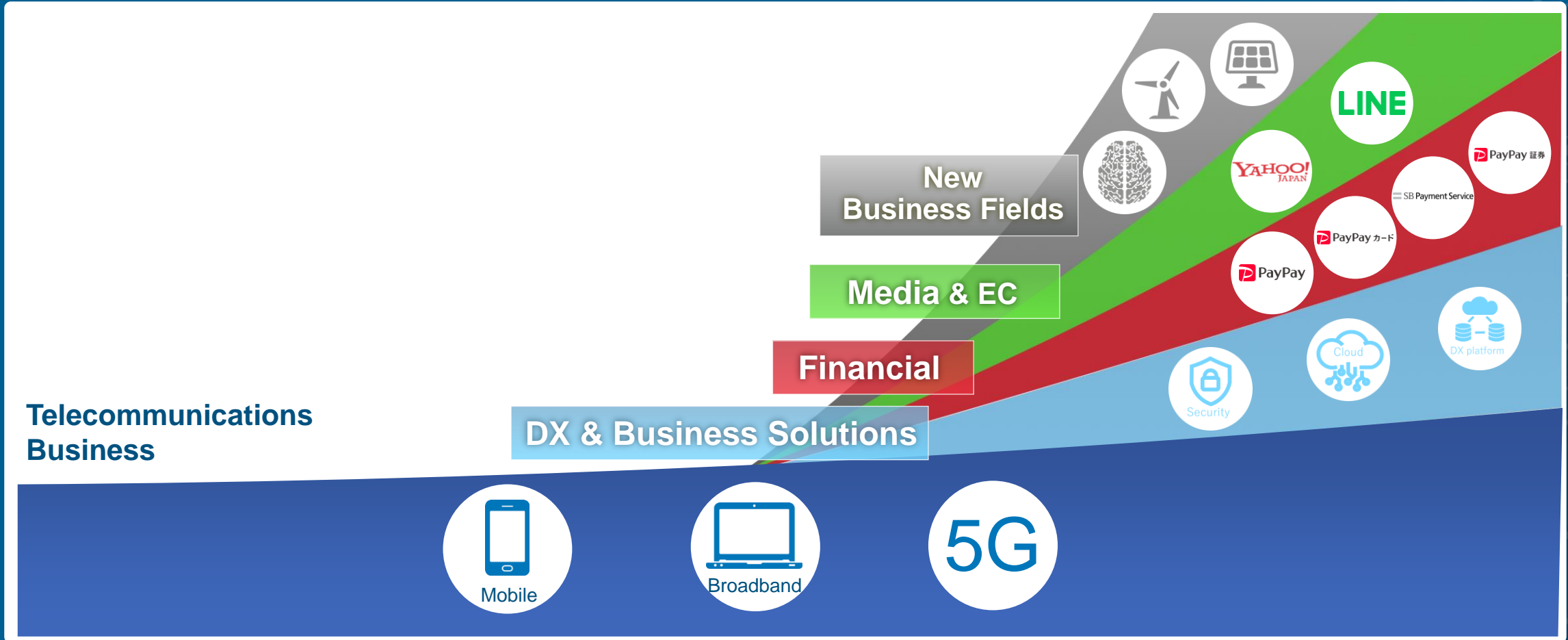
* From FY2023, segment name of Yahoo! JAPAN/LINE changed to Media & EC. This change only pertains to the segment name, and there are no changes to the segment classification, scope, or measurement methods

Providing Japan's top-class ICT services



^{*1}: 2023 Japan Mobile Service Customer Satisfaction Study by J.D. Power. Based on responses from 4,200 for value carrier and 2,400 for online dedicated brand. japan.jdpower.com/awards ^{*2}: 2023 Network Service Customer Satisfaction Survey by J.D. Power. Based on 816 responses from companies with 1,000 or more employees. japan.jdpower.com/awards ^{*3}: FY2022 result. Sum of Domestic 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

Mobile
40 mil users ^{*1}

Online media
85 mil users ^{*2}

Smartphone payment
60 mil users ^{*3}

Communication app
96 mil users ^{*4}

High technology capabilities

Approx. 13,000 engineers ^{*5}

Conducting cutting-edge AI research with Tokyo University

Implementing verification trials in various industries using 5G

Strong sales force

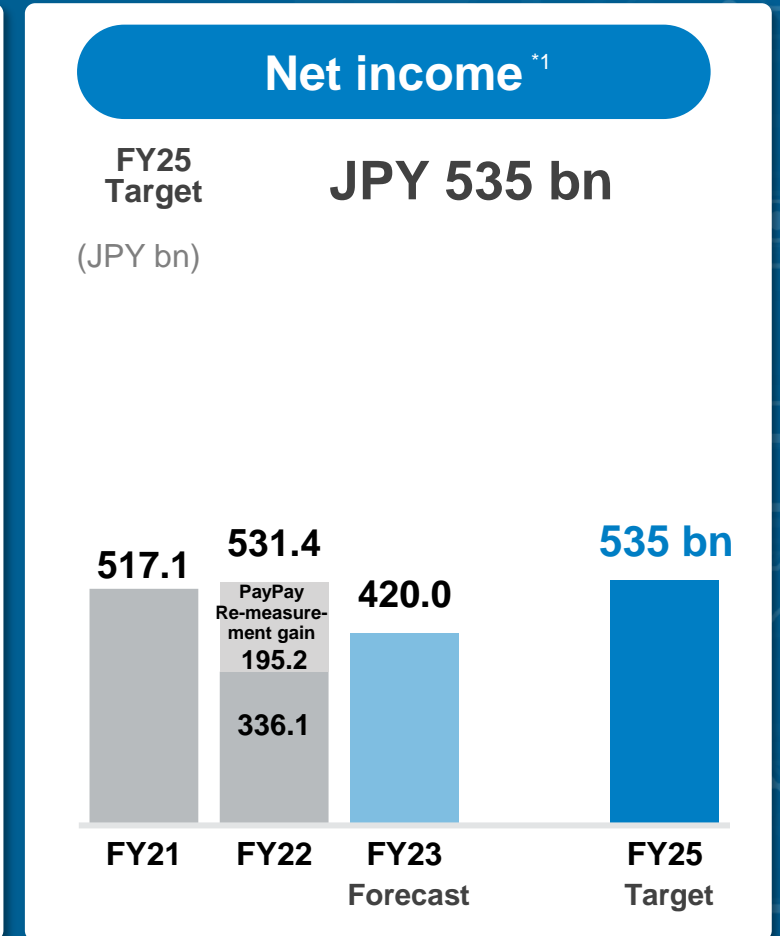
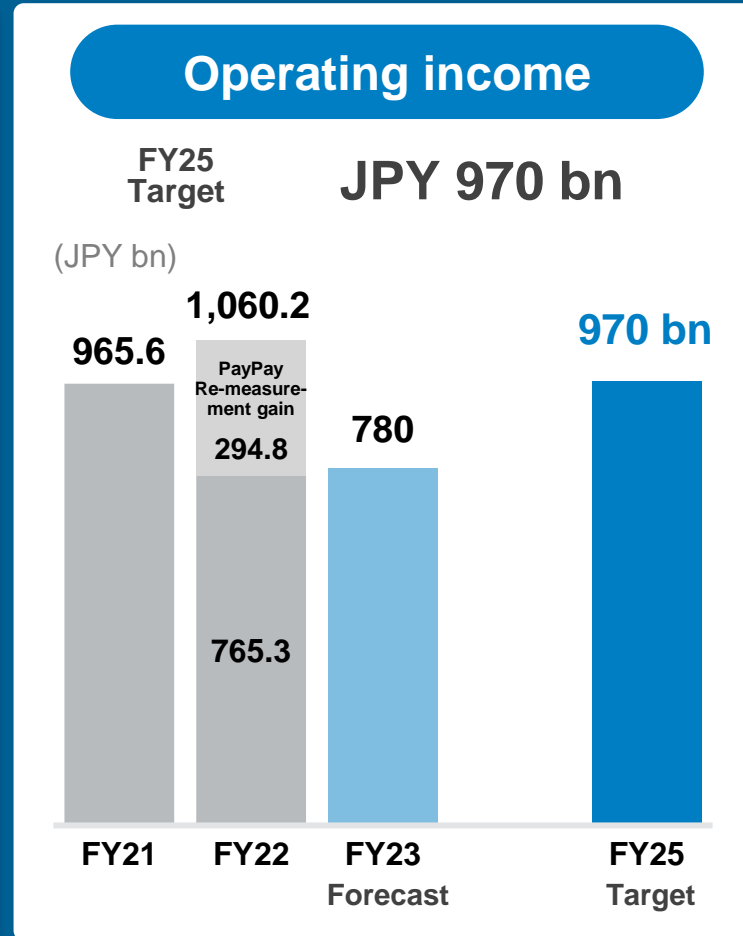
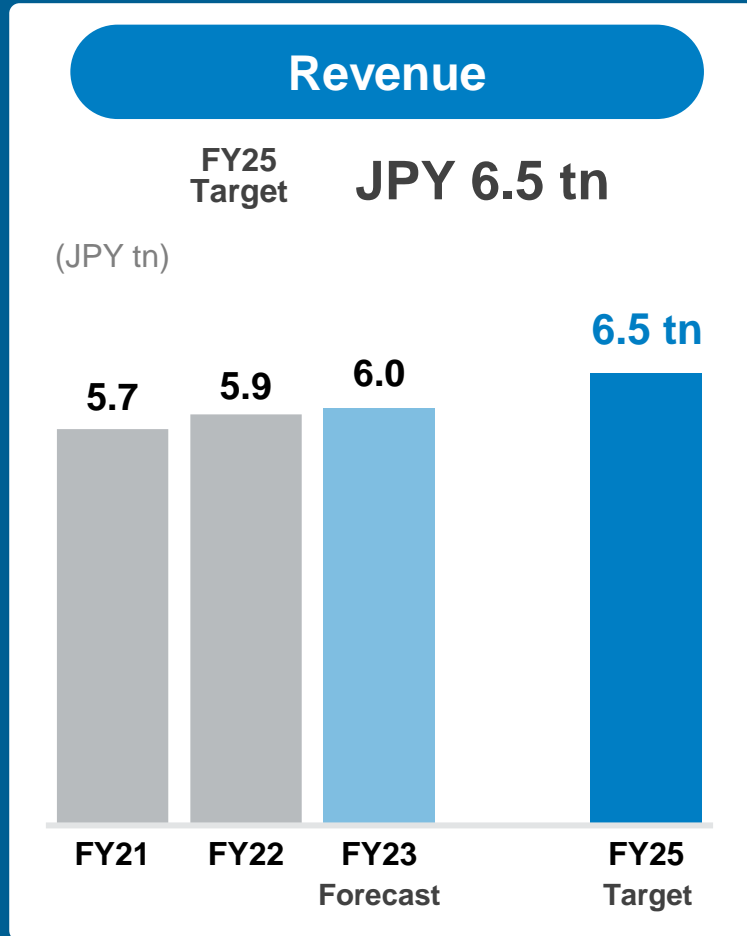
Approx. 15,000 sales staff ^{*6}

Transaction with 93% of large corporations ^{*7}

6,500 stores nationwide ^{*8}

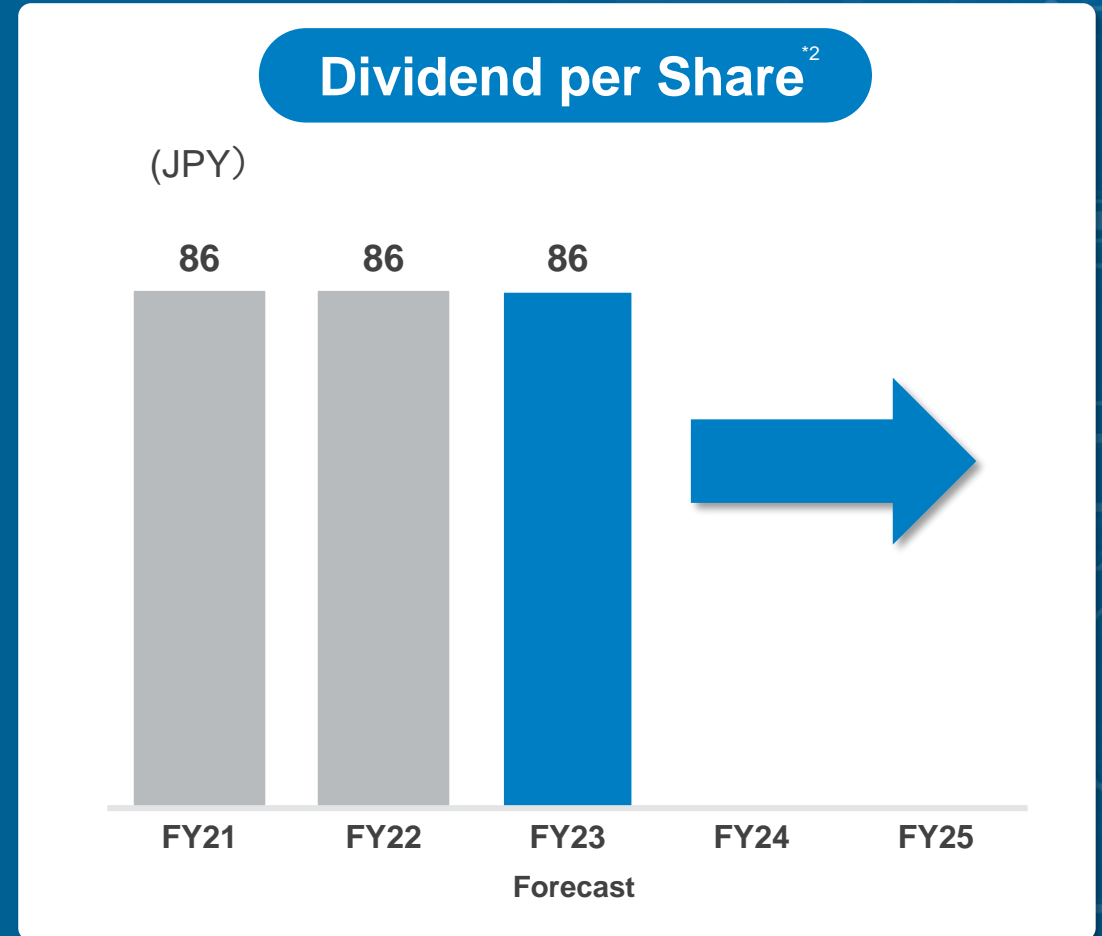
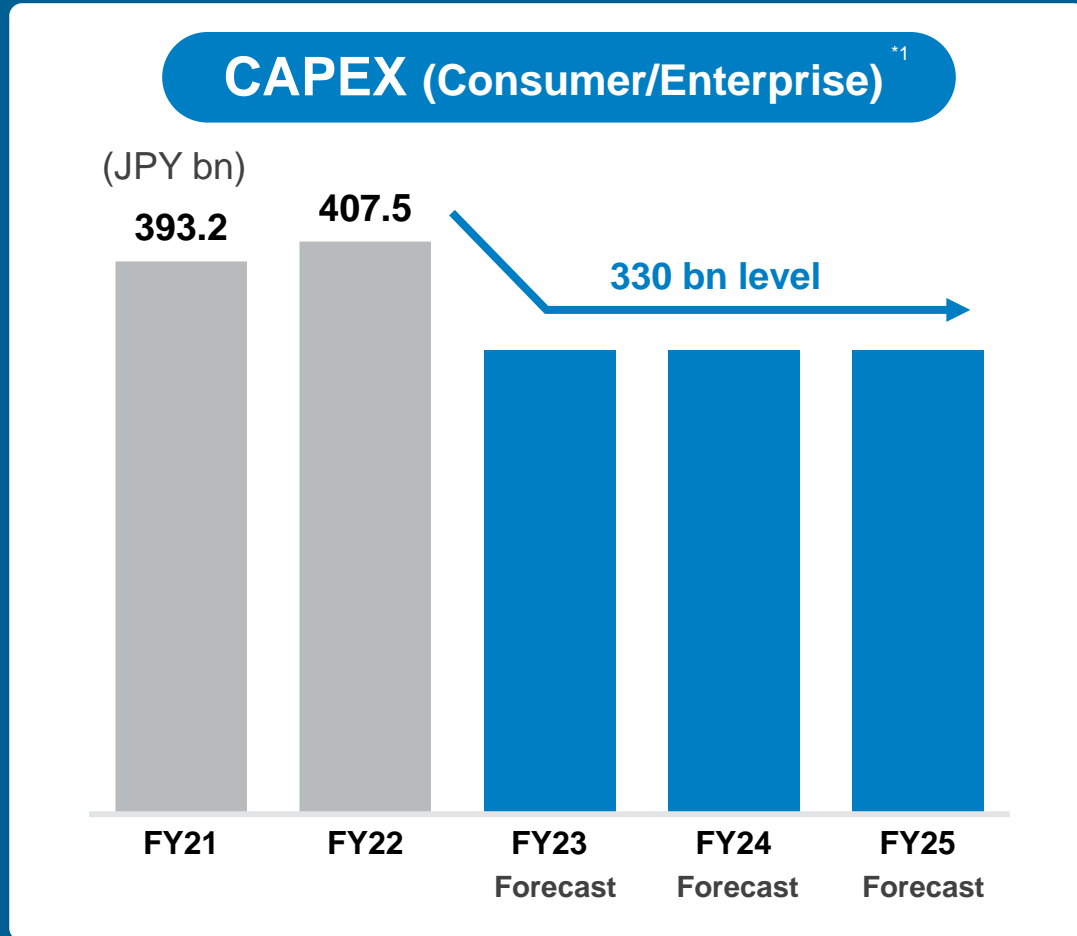
^{*1}: SoftBank = Total no. of mobile main subscribers (as of September 2023) ^{*2}: Yahoo! JAPAN = No. monthly users. Nielsen TOPS OF 2022: DIGITAL IN JAPAN (Top 10 Internet services used by users in Japan). Average monthly number of users between January – October 2022. Does not include duplicate users of smartphones and PCs. ^{*3}: PayPay = No. of registered users (as of September 2023) ^{*4}: LINE = No. of Monthly Active Users (MAU) (Japan) (as of September 2023) ^{*5}: Total of the engineers in SoftBank Corp., Yahoo Japan Corporation and LINE Corporation (as of March 2023) ^{*6}: No. of SoftBank Corp.'s sales staff (March 2023) ^{*7}: Percentage of listed companies with revenue of JPY 100 bn or more that have transaction with SoftBank Corp. (FY2022) ^{*8}: Total of SoftBank and Y!mobile brands' directly-managed stores, agents, mass merchandisers and other retail channels (as of March 31, 2023)

Pursue record-high net income in FY2025



*1: Net income = net income attributable to owners of SoftBank Corp.

Maintain high level of shareholder returns while managing CAPEX



*1: Acceptance basis *2: Dividend per share for common stock for FY2024 and beyond has not yet been determined as of November 2023

Medium-term Management Plan Financial Targets by Segment

(JPY bn)	FY2023 Operating income (Forecast)	Medium-term Management Plan Target (FY2023-FY2025)
Consumer	470.0	Mobile service revenue and operating income to hit bottom and return to growth
Enterprise	152.5	Double-digit growth for business solution and others revenue and operating income
Distribution	26.7	Operating income JPY 30 bn (FY2025)
Financial	-20.0	Turn profitable by FY2025
Media & EC	176.0	Improvement of business efficiency and renewed growth from FY2024 and beyond*1
Other	-25.2	-
Total	780.0	Recover operating income to FY2021 level (JPY 970 bn or more)

*1: Renewed growth for core business (media / search / commerce)

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)



Ken Miyauchi
Director & Chairman



Yasuyuki Imai
Representative Director & COO
(Enterprise Business)



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



Jun Shimba
Representative Director & COO
(Consumer Business)



Kazuhiko Fujihara
Board Director,
Executive Vice President & CFO



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



Takehiro Kamigama
Former Chairman & Representative
Director of TDK Corporation



Kazuaki Oki
Head of Ohki CPA Office



Kyoko Uemura
Partner Lawyer at Miyama,
Koganemaru & Associates

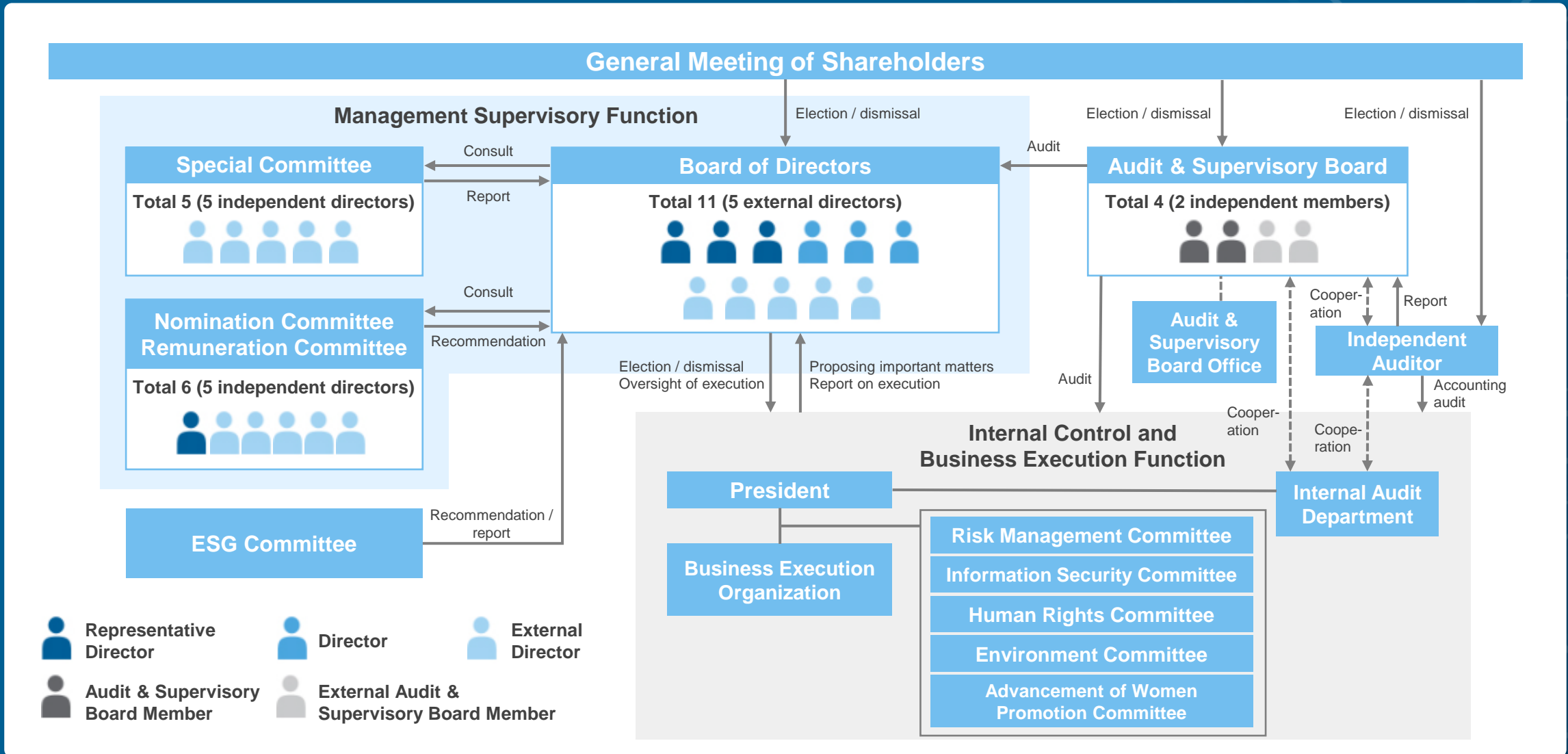


Naomi Koshi
Partner Lawyer at Miura & Partners
(Former Mayor of Otsu City)

Ratio of Independent external Directors: 45%
Ratio of female Directors: 18%

External Directors

*SBG: SoftBank Group Corp.



Initiatives to Achieve 'Net Zero'

Achieving zero greenhouse gas emissions

- ✓ Reduce greenhouse gas emissions generated by entire value chain (Scope 3) to zero by FY2050^{*1}
- ✓ Achieve 100% renewable energy for Scope 1, 2 by FY2030. Achieve 100% in FY2030 with more than half of our power consumption^{*2} from power generation from renewable energy
- ✓ Signed contracts to procure renewable energy equivalent to the amount of electricity used in the telecommunications business^{*3}

Provision of telecom infrastructure

Eliminate global information disparities

- ✓ Deliver telecom services to people around the world with airborne base stations of HAPSMobile Inc.^{*4}
- ✓ Raised JPY 30 bn through first ESG bond to promote HAPS^{*5} business (January 2022)
- ✓ World's first^{*6} successful 5G connectivity test from the stratosphere. To conduct research on the potential use and commercialization of HAPS in Rwanda and other African countries in the future (September 2023)

^{*1}: SoftBank Corp. and its group companies ^{*2}: Sum of SoftBank Corp. and Wireless City Planning Inc. ^{*3}: Signed procurement contracts with multiple power producers ^{*4}: HAPSMobile Inc. was merged into SoftBank Corp. by an absorption-type merger on October 1, 2023 ^{*5}: High Altitude Platform Station, business that aims to provide wide area and stable telecommunications connectivity from the stratosphere ^{*6}: World's first successful 5G connectivity test using HAPS aircraft in the stratosphere. Based on public information as of October 17, 2023, survey by SoftBank Corp.

Selected in global ESG investment indices

Member of
Dow Jones Sustainability Indices

Powered by the S&P Global CSA

The only telecommunications company selected from Japan for “DJSI World”



FTSE4Good

2023 CONSTITUENT MSCI JAPAN
 ESG SELECT LEADERS INDEX



FTSE Blossom Japan

2023 CONSTITUENT MSCI JAPAN
 EMPOWERING WOMEN INDEX (WIN)

Highly rated in domestic surveys



DX Stock 2023
 (Only company selected in the ICT industry for the 3rd consecutive year)



PRIDE Index
 (LGBT-related initiatives)



Nikkei SDGs
 Management Survey
 Received 5 stars rating



NIKKEI Smart Work Awards 2023
 Grand Prize

*The Dow Jones Sustainability Index name and logo are trademarks or service marks of the S&P Dow Jones Sustainability Index. FTSE Russell is a registered trademark of FTSE International Limited and Frank Russell Company. Incorporating SoftBank Corp. into the MSCI Index or using the MSCI logo, trademarks, service marks or index names is not sponsored, advertised or promoted by MSCI or its affiliates. The MSCI indexes are MSCI's exclusive property. The names and logos of MSCI and the MSCI indexes are trademarks or service marks of MSCI or its affiliates

Credit rating

R&I

Rating and Investment
Information, Inc.

A+

Long-term rating

a-1

Short-term rating

(As of August 2023)

JCR

Japan Credit Rating
Agency, Ltd.

AA-

Long-term rating

J-1+

Short-term rating

(As of August 2023)

ESG rating

**MSCI
ESG Rating**

AAA

(As of May 2023)

**FTSE Russell ESG
Rating**

4.6

(As of June 2023)

**Sustainalytics
ESG Risk Ratings**

Low risk

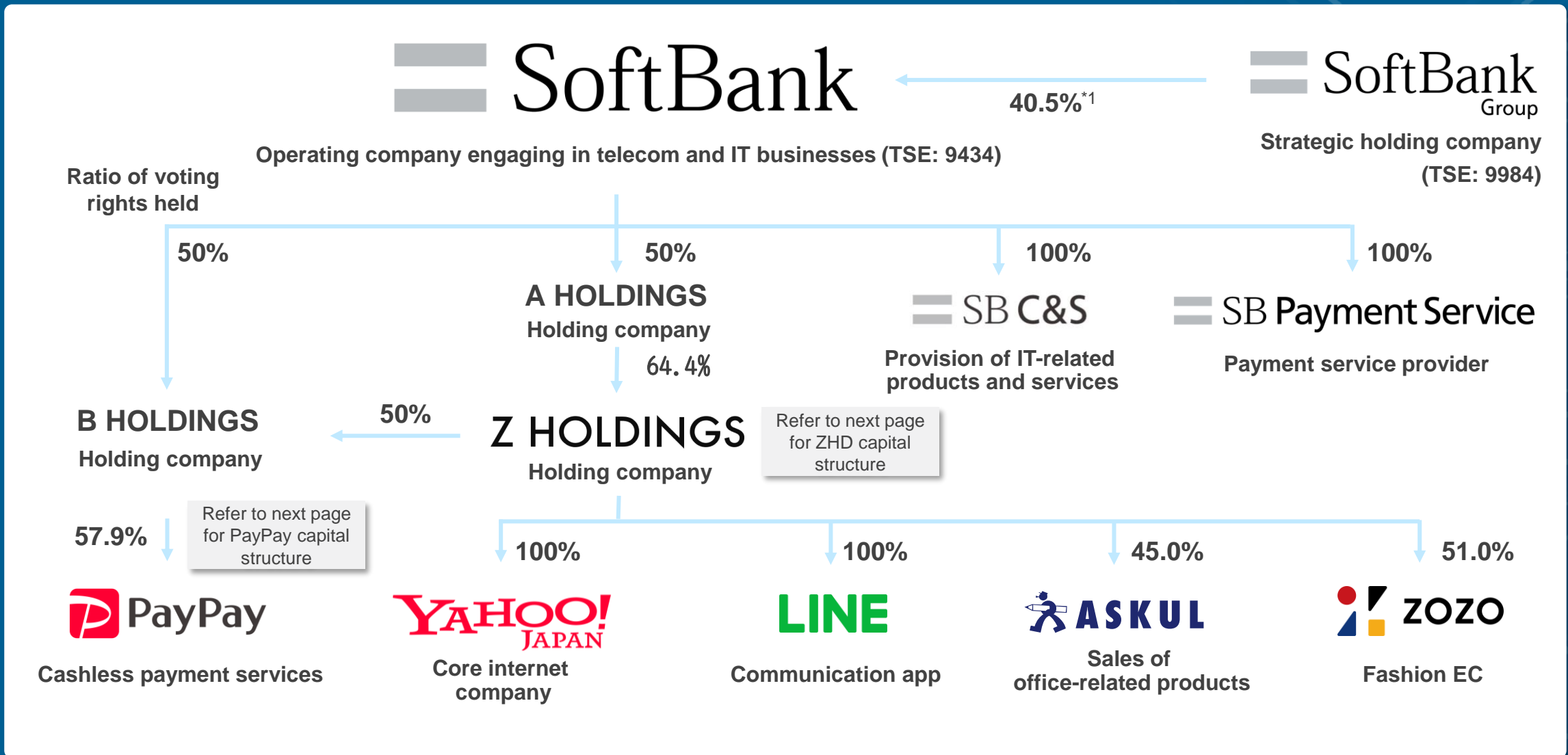
(As of June 2023)

**CDP Climate
Change Report 2022**

A-

(As of December 2022)

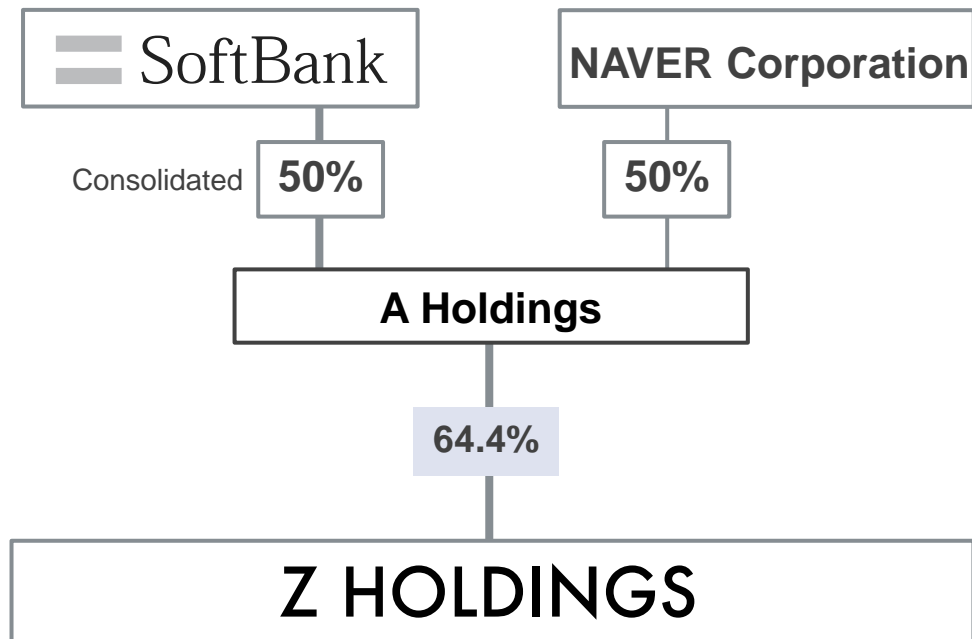
*The inclusion of SoftBank Corp. in any MSCI index, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement or promotion of SoftBank Corp. by MSCI or any of its affiliates. The MSCI indexes are the exclusive property of MSCI. MSCI and the MSCI index names and logos are trademarks or service marks of MSCI or its affiliates



*Above shows a simplified group structure. Ratio of voting rights held as of September 30, 2023, unless otherwise specified

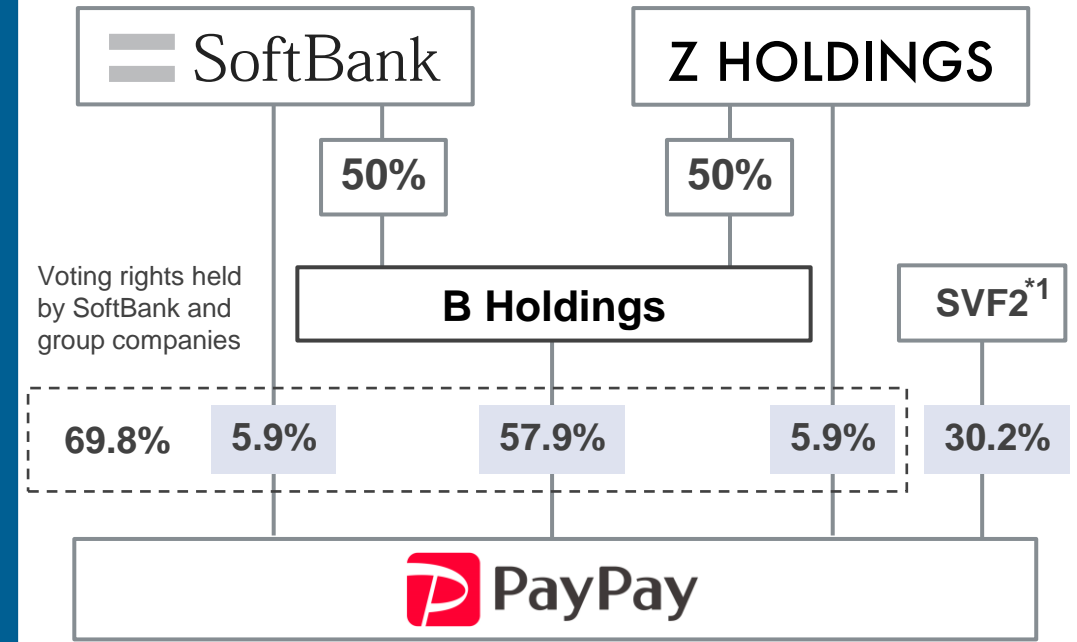
*1: As of September 30, 2023. The Company is directly owned by SoftBank Group Japan Corporation, a wholly owned subsidiary of SoftBank Group Corp. The stated 40.5% is the voting rights held by SoftBank Group Corp.

Our holdings in ZHD



Ratio of voting rights	64.4%
Economic interest	32.2%

Our holdings in PayPay



Before the exercise of stock acquisition rights by Paytm*2		After the full exercise of stock acquisition rights by Paytm*2	
Ratio of voting rights	69.8%	Ratio of voting rights	66.0%
Economic interest	46.2%	Economic interest	43.6%

*1: SVF2: SVF II Piranha(DE) LLC

*2: Issued to Paytm at the end of September 2020. Exercisable from the end of the same month



SoftBank