

# Earnings Results for the Fiscal Year Ended March 31, 2024

May 9, 2024 SoftBank Corp.

TSE code: 9434

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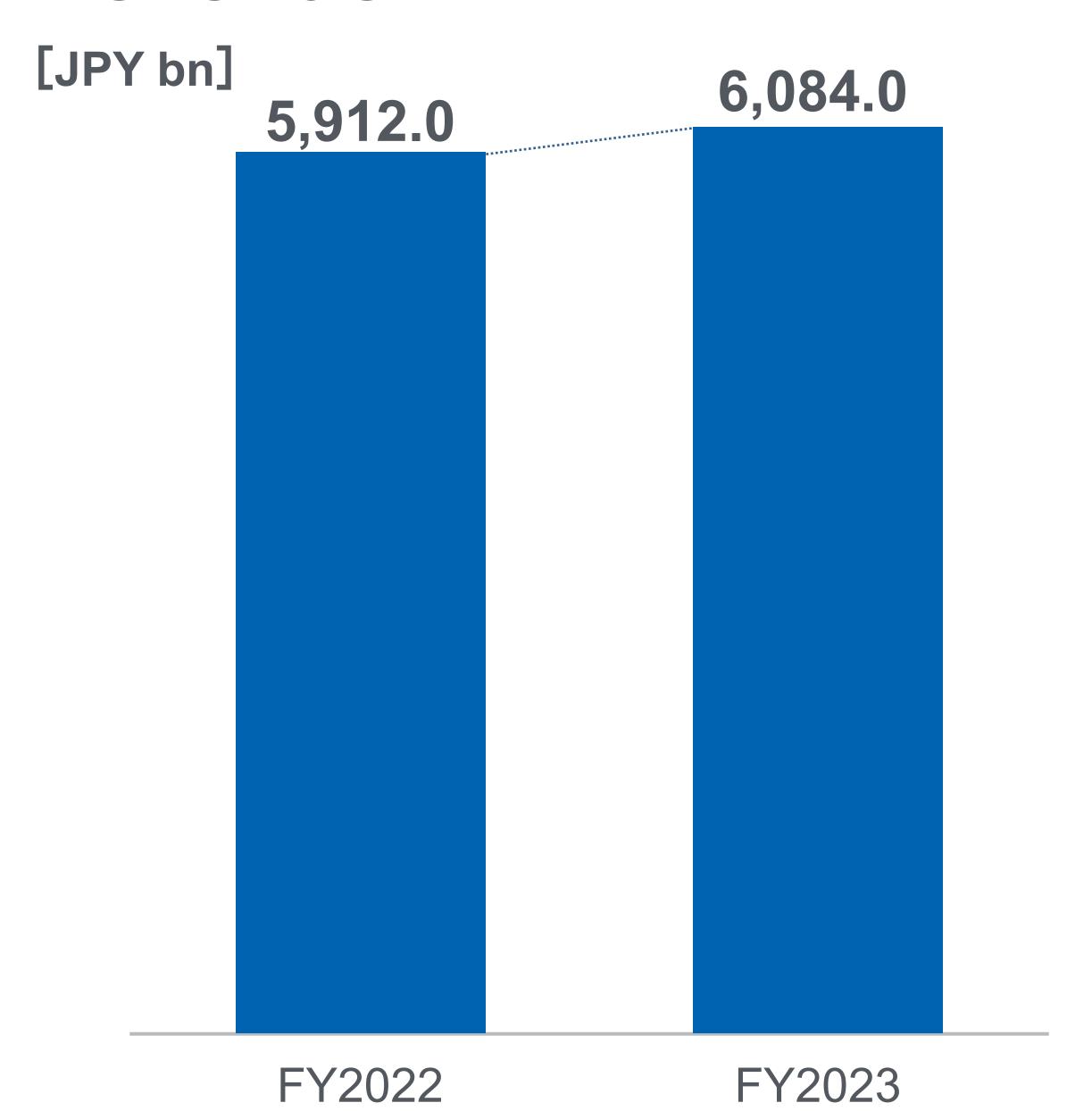
The Company encourages anyone interested in trading in its common stock to do so on the Tokyo Stock Exchange. The Company's disclosures are not intended to facilitate trades in, and should not be relied on for decisions to trade, unsponsored American Depository Receipts ("ADRs") representing the shares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



## FY2023 Consolidated Results

### Revenue

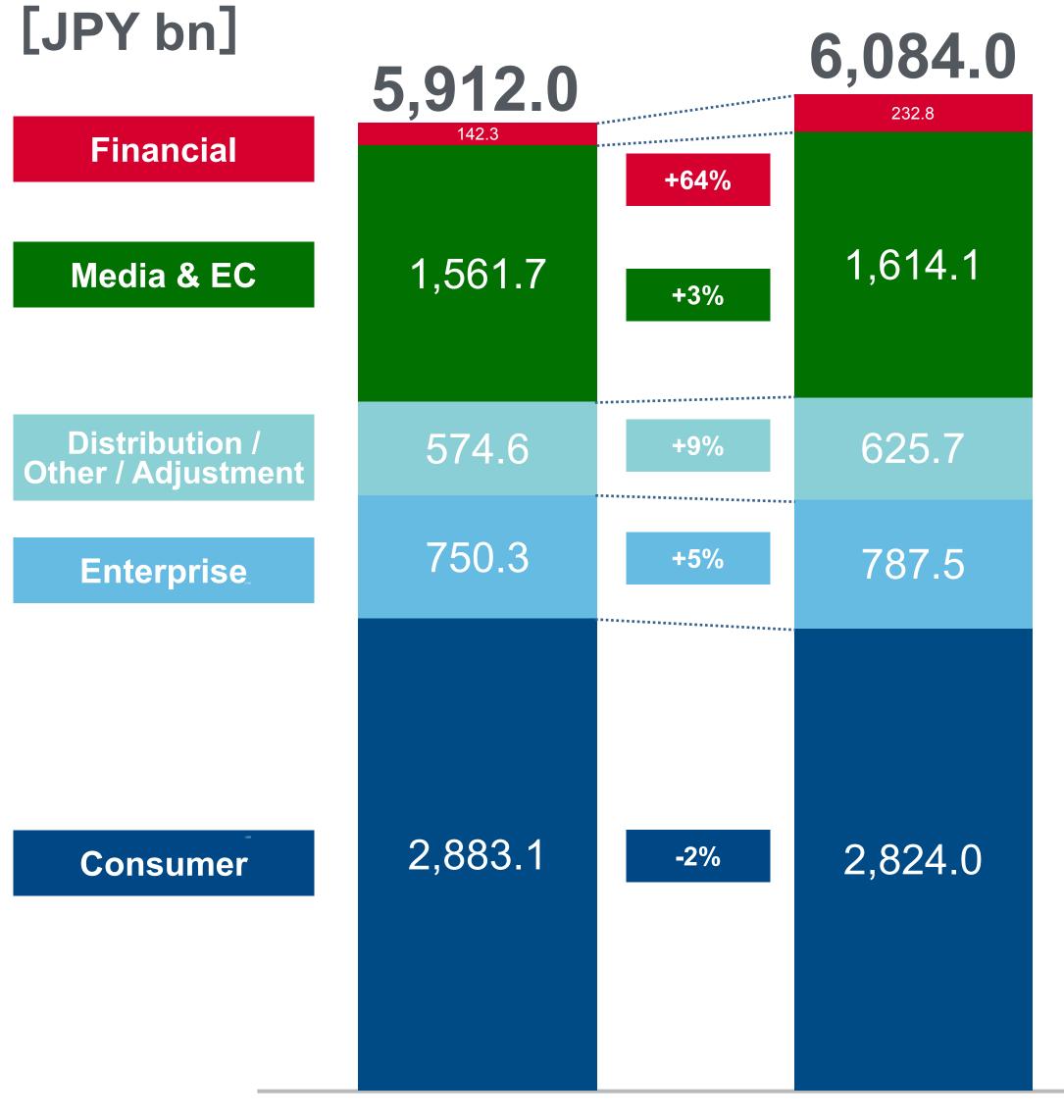




Up 3%

### Revenue by Segment





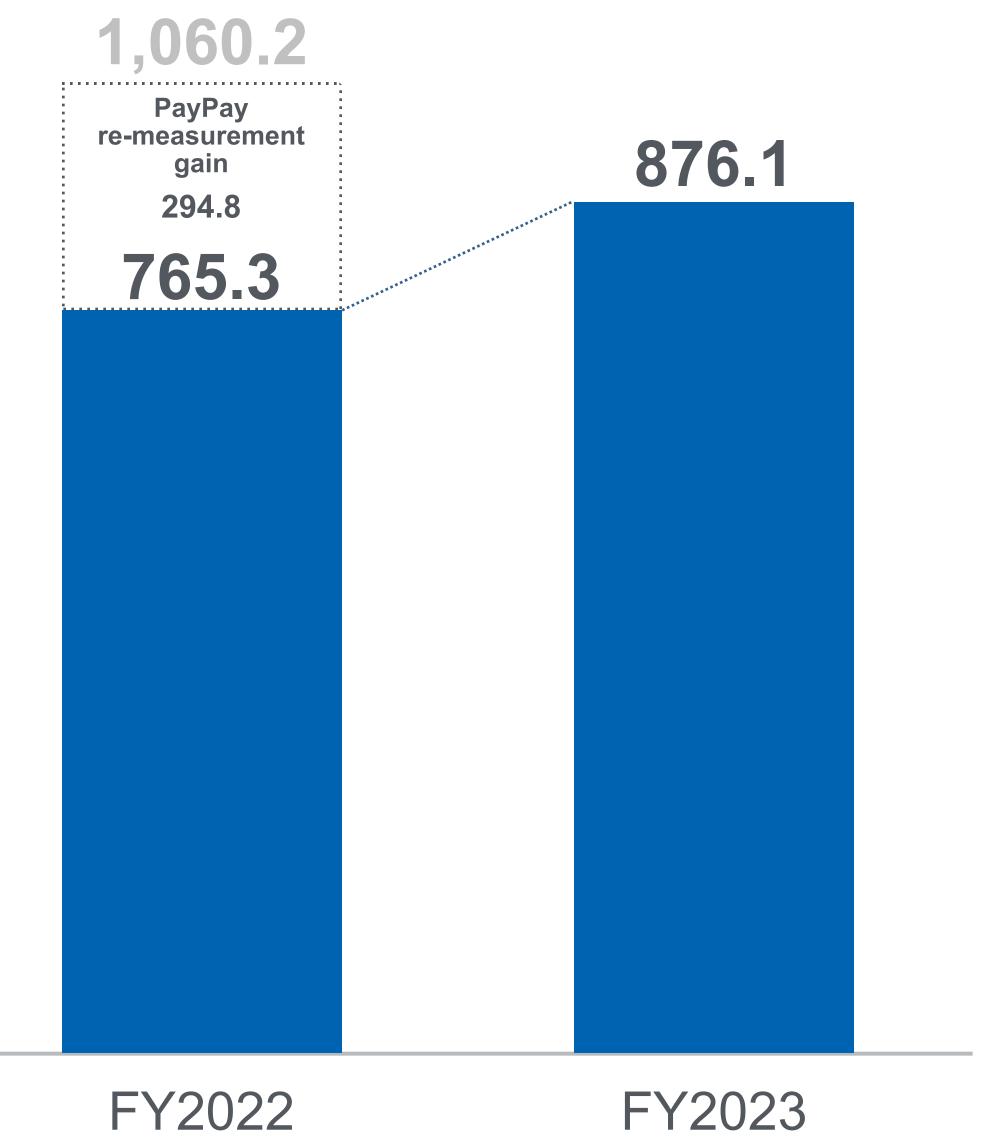
# Revenue increased in four segments

Enterprise, Distribution, Media & EC and Financial

## Operating Income

SoftBank

[JPY bn]



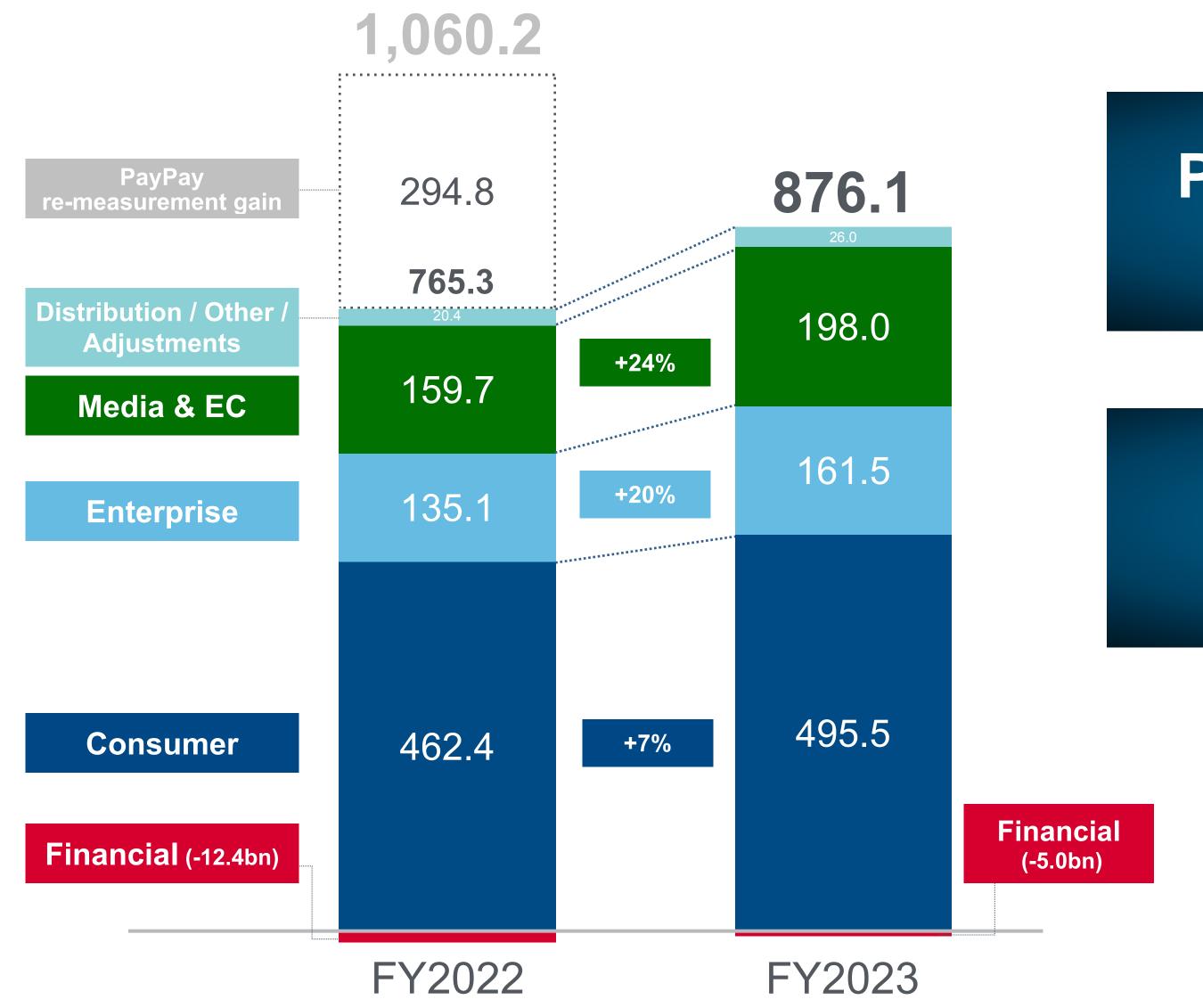
Up 14%

(Down 17% incl. PayPay re-measurement gain)

## Operating Income by Segment



[JPY bn]



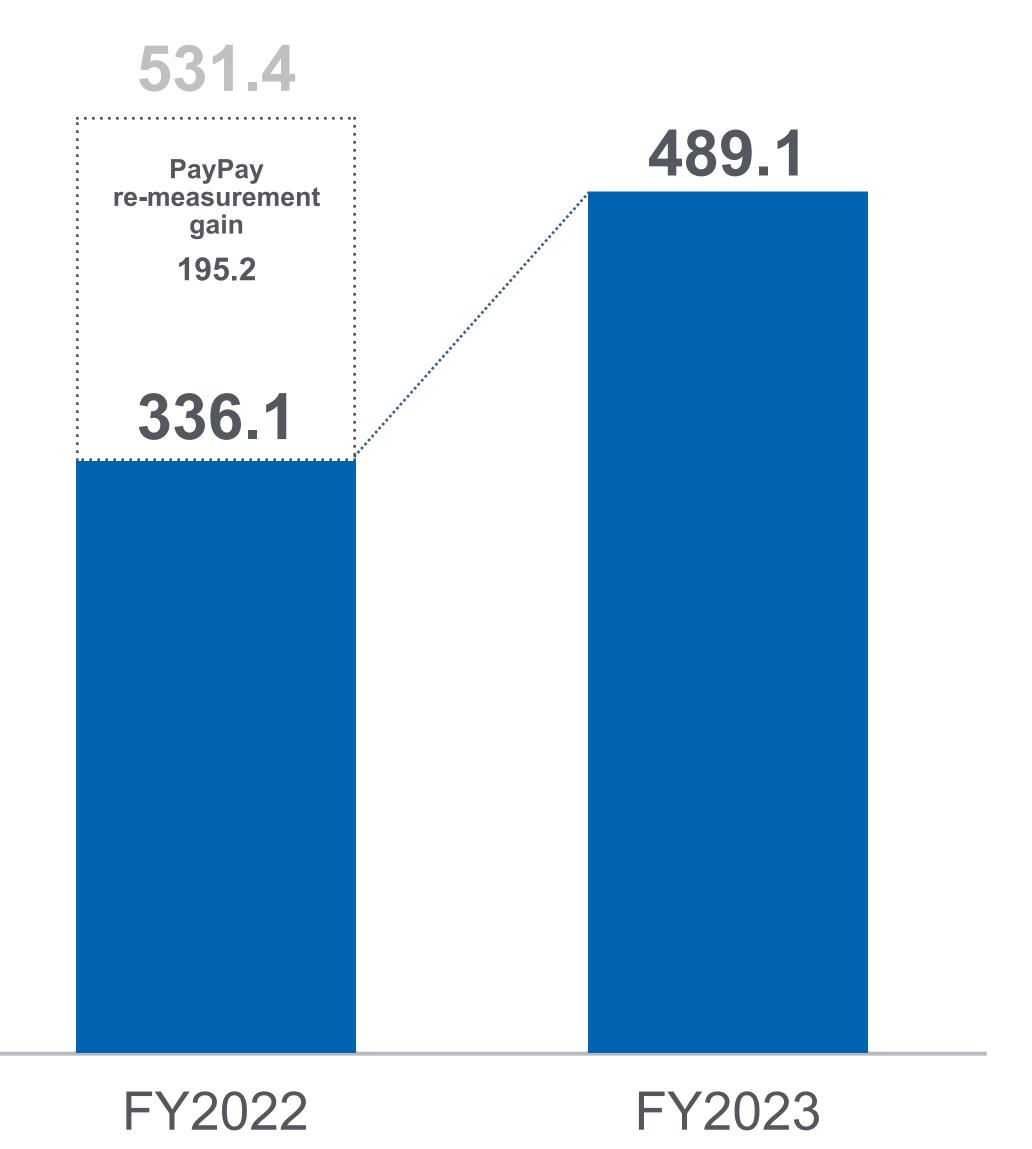
Profit increased in all segments incl. Consumer

Enterprise, Media & EC achieved double-digit growth

### Net Income



[JPY bn]



Up 45%

(Down 8% incl. PayPay re-measurement gain)

### Adjusted Free Cash Flow



[JPY bn]



FY2022

Secured long-term funding through a loan agreement with Japan Bank for International Cooperation (JBIC) and a syndicated loan with four major banks\*1

Investment in Al-related initiatives such as SuperPOD: 7.3

## Generated high level of adjusted FCF

\*1 Four major banks: Mizuho Bank, Ltd., Sumitomo Mitsui Banking Corporation, MUFG Bank, Ltd., and Sumitomo Mitsui Trust Bank, Limited

(Definition) Adjusted free cash flow: free cash flow + (proceeds from securitization of installment receivables - repayment) (Note) Free cash flows of A Holdings, LY Group, B Holdings, PayPay Corporation, PayPay Card Corporation, PayPay Securities Corporation, and PPSC Investment Service Corporation, excluding loans to directors, etc., and including dividends received from A Holdings.

Before deduction of repayment of lease liabilities (telecommunication equipment, real estate rent etc.), which is recorded as cash flows from financing activities. The actual amount for FY2023 is JPY 118.4 bn.

607.7

**Investment in** 

**Cubic Telecom** 

67.5

532.8

### Consolidated Results for FY2023



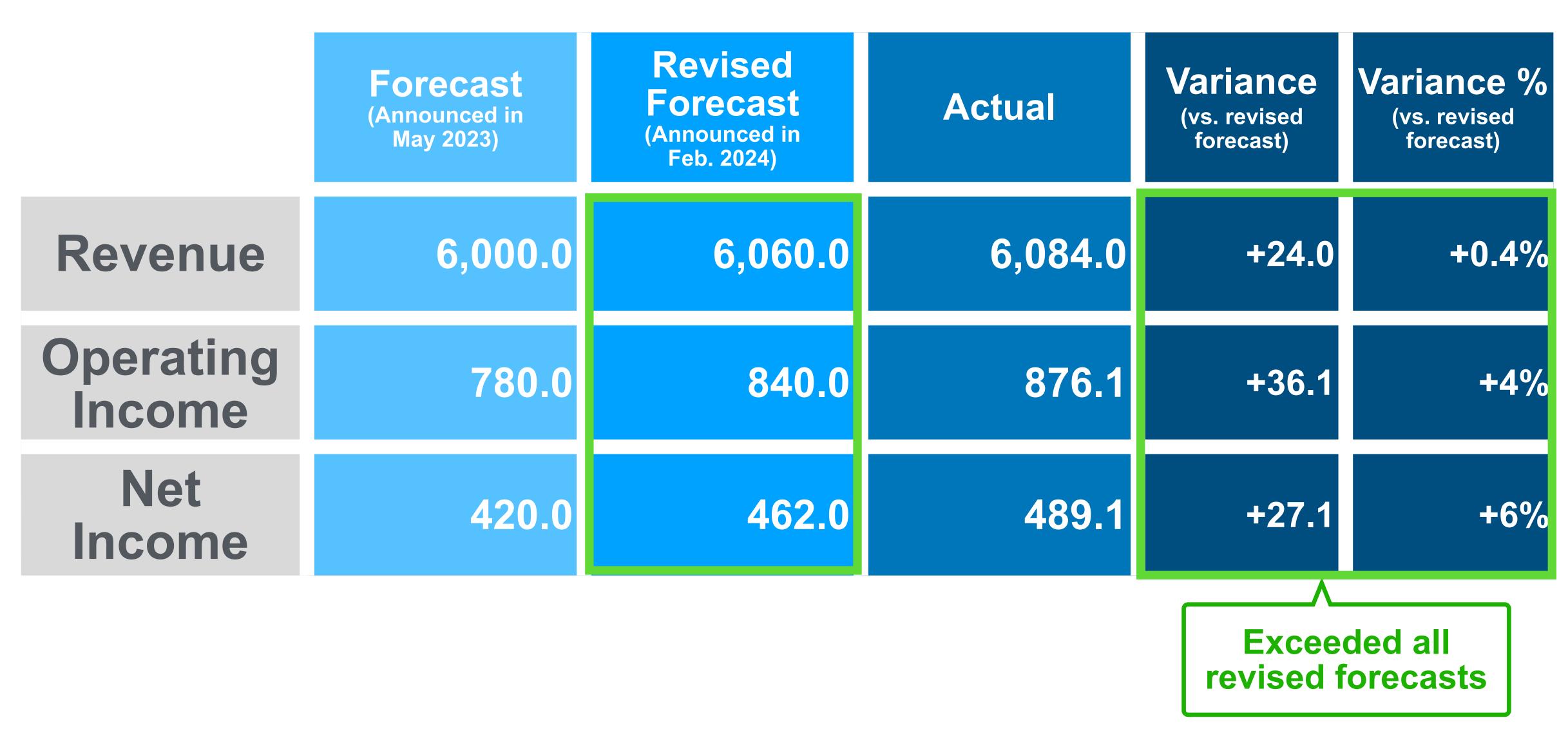
[JPY bn]

	FY2022	FY2023	YoY	YoY%
Revenue	5,912.0	6,084.0	+172.0	+3%
Operating Income  (Incl. PayPay re-measurement gain)	765.3 (1,060.2)	876.1	+110.7 (-184.1)	+14% (-17%)
Net Income (Incl. PayPay re-measurement gain)	336.1 (531.4)	489.1	+152.9 (-42.3)	+45% (-8%)

### SoftBank

### Consolidated Results for FY2023 (vs. Forecasts)

[JPY bn]

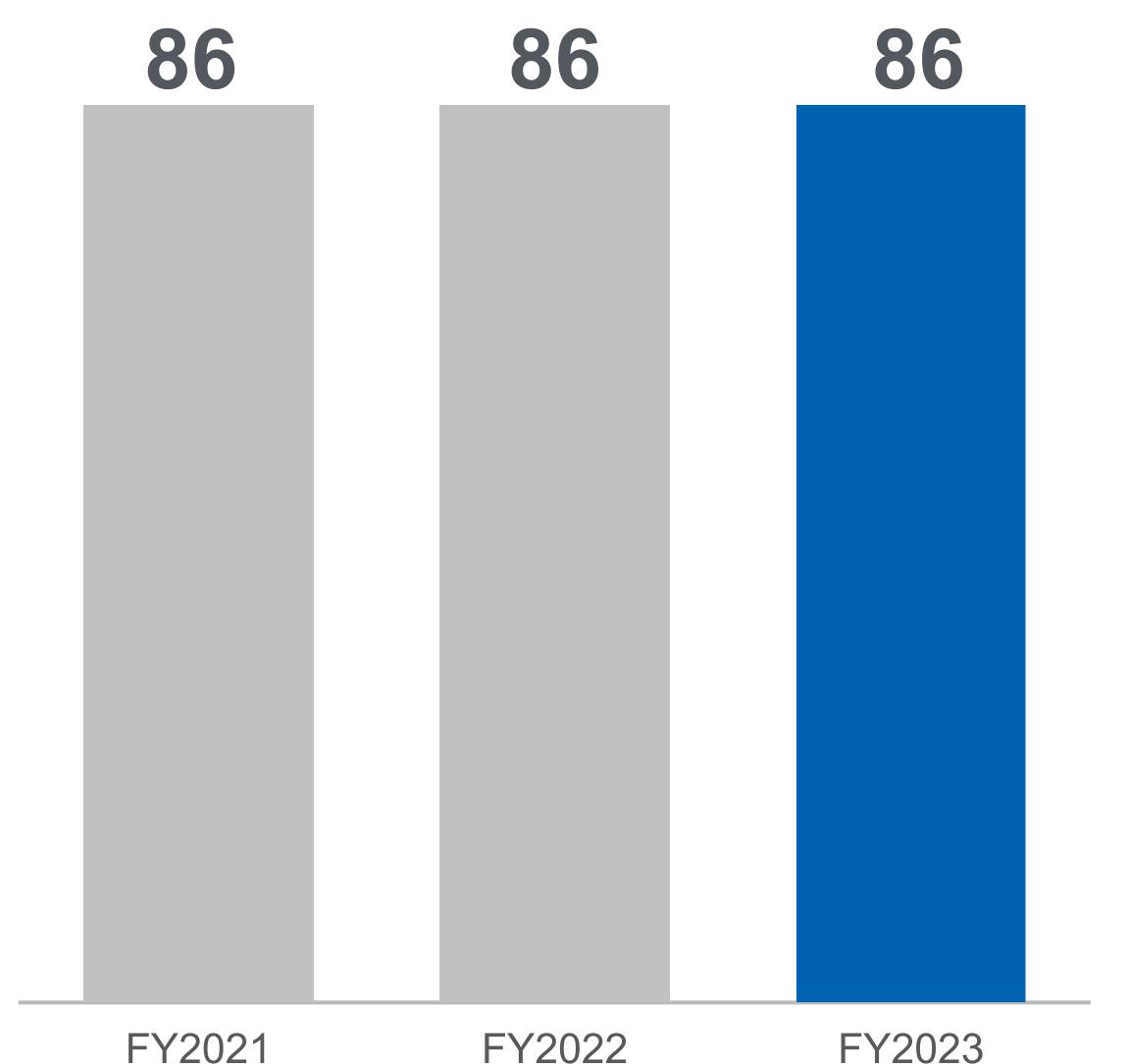


### Dividend Per Share (Annual)



[JPY]

**Actual** 



Actual

**Scheduled** 

## Scheduled as committed at beginning of fiscal year

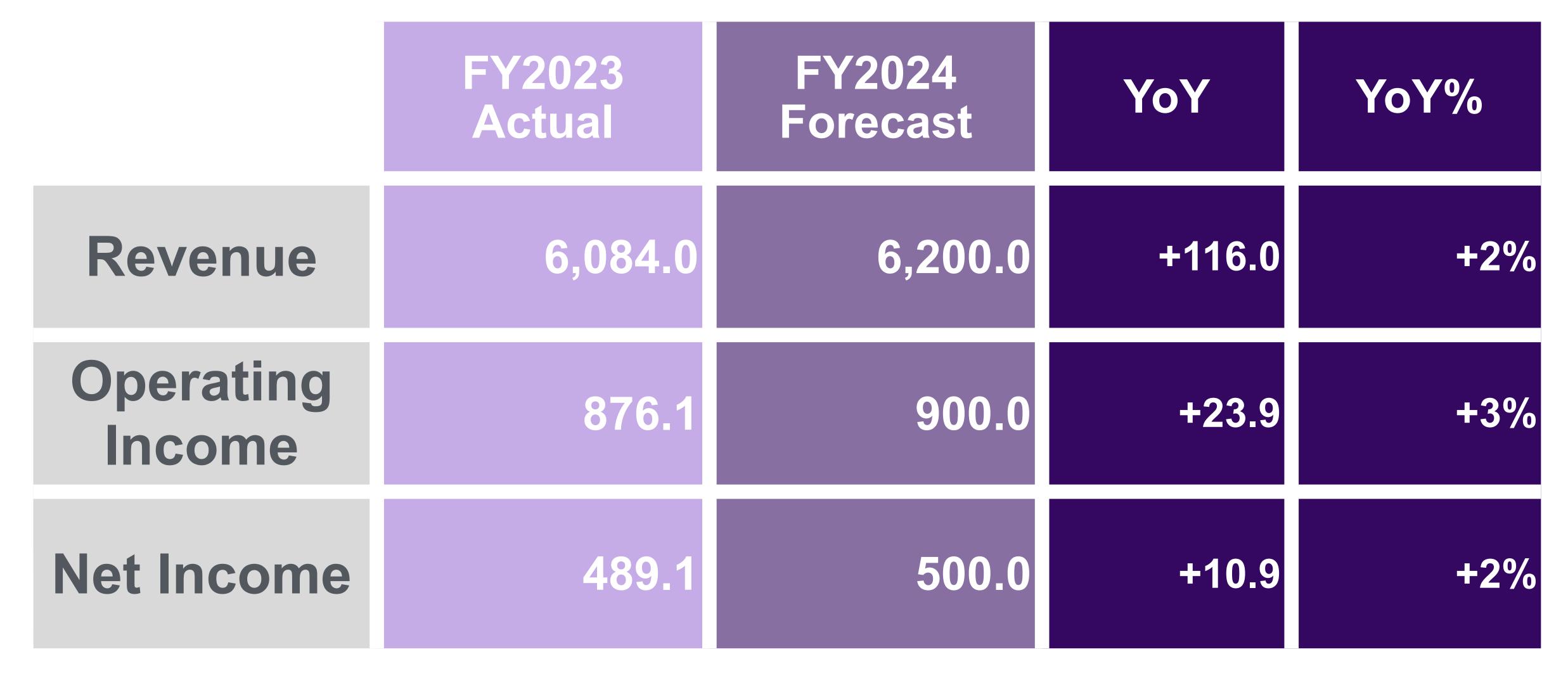


## FY2024 Consolidated Forecast

### FY2024 Consolidated Forecast



[JPY bn]



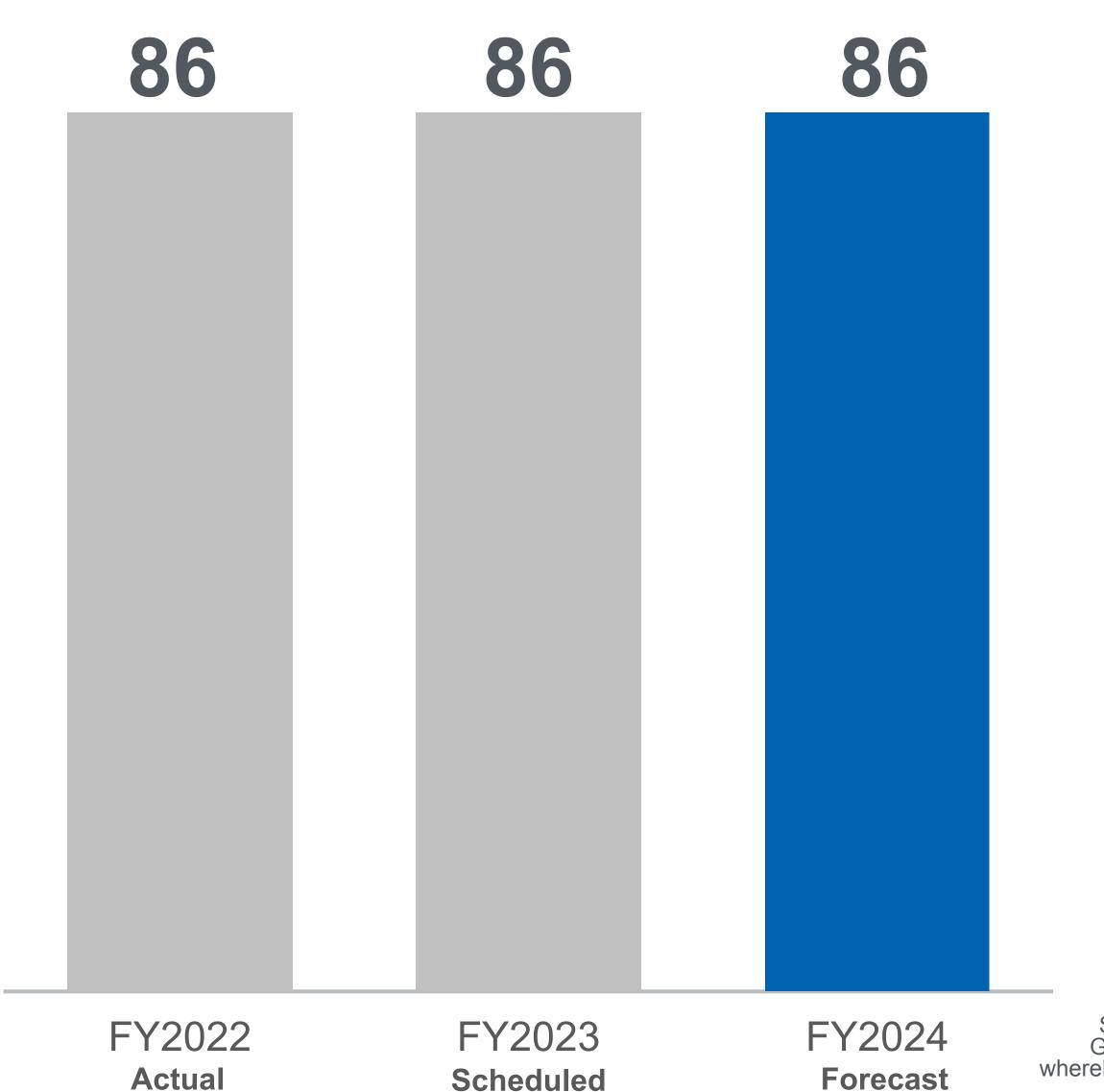
# FY2024 Operating Income Forecast by Segment SoftBank

[JPY bn]					
	FY2023 Actual	FY2024 Forecast	YoY	YoY%	
Consumer	495.5	530.0	+34.5	+7%	Excluding impact
Enterprise	161.5	164.0	+2.5	+2%	of provision reversal of JPY 9.0 bn (FY23) +JPY 11.4 bn
Distribution	26.2	28.0	+1.8	+7%	(+7%)
Media & EC	198.0	230.0	+32.0	+16%	
Financial	-5.0	3.0	+8.0		
Other (R&D, etc.)	-0.2	-55.0	-54.8		Growth investment in generative AI, etc.
Total	876.1	900.0	+23.9	+3%	

### Dividend Per Share (Annual)



[JPY]



## Continue high level of shareholder return

(Notes) Dividend per our common share

FY2023 year-end dividend per share is scheduled to be submitted for approval to

the Board of Directors of the Company at a meeting planned for May 17, 2024

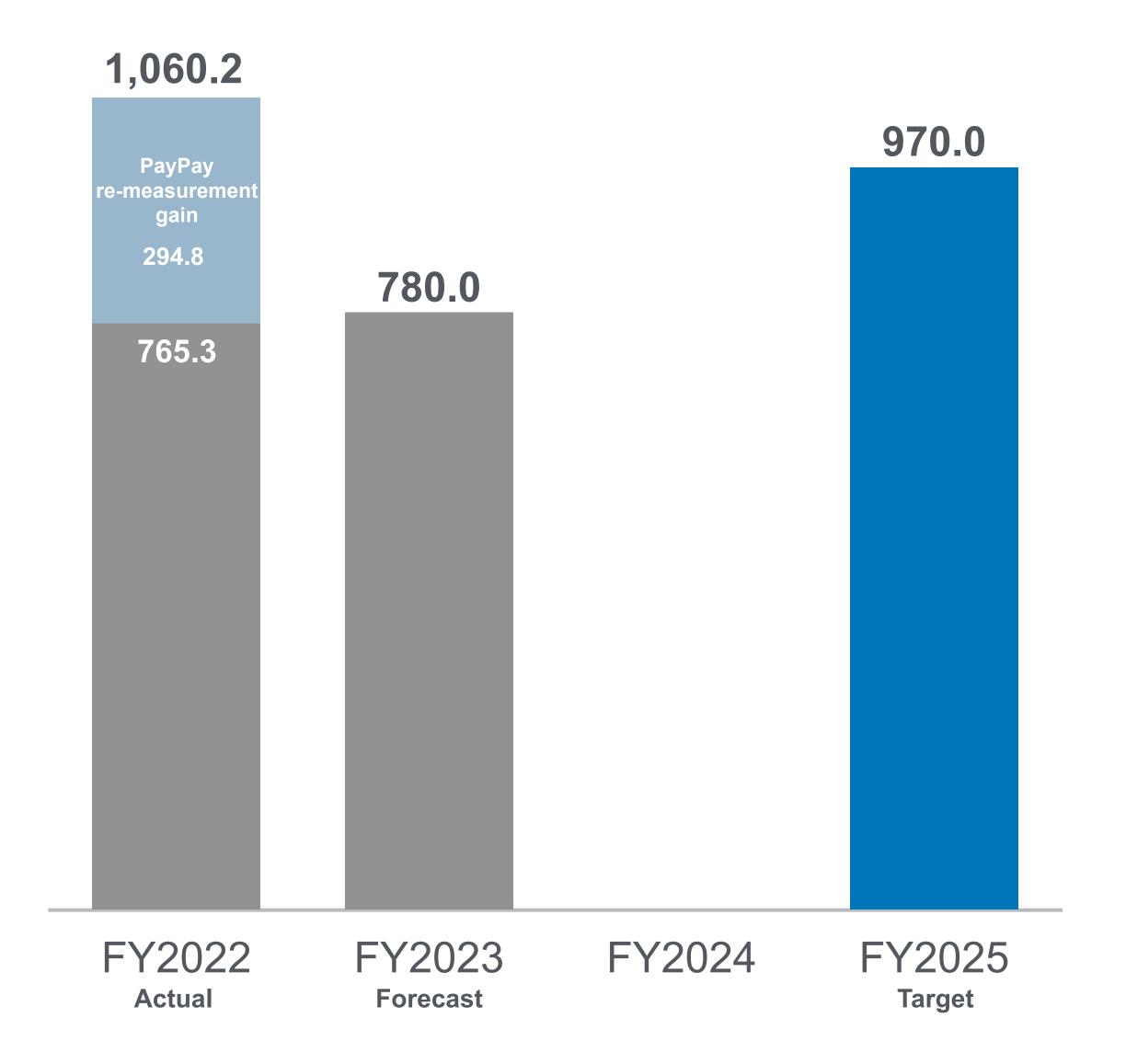
Subject to approval of the proposal on the amendment to the Articles of Incorporation by the Company's 38th Annual General Meeting of Shareholders scheduled to be held on June 20, 2024, the Company plans to conduct a stock split whereby each share of the Company's common shares will be split into 10 shares, with the effective date being October 1, 2024. Dividend per share for FY2024 does not take into account this stock split. 15



# Approach to Consolidated Forecasts for FY2024 and Targets of Medium-term Management Plan



(At time of mid-term management plan announcement) [JPY bn]

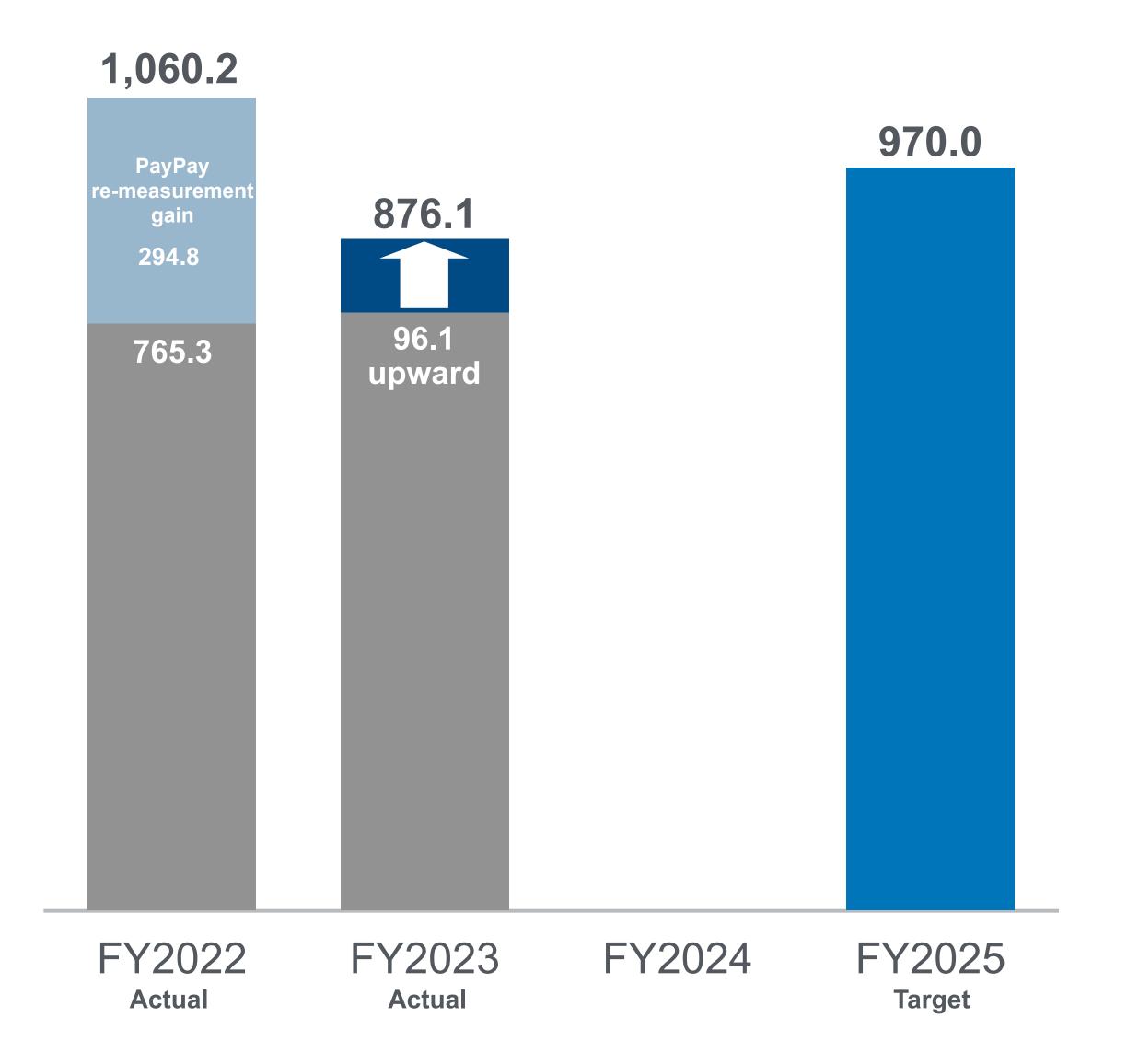


# Announced JPY 970 billion target



(FY2023 actual)

[JPY bn]

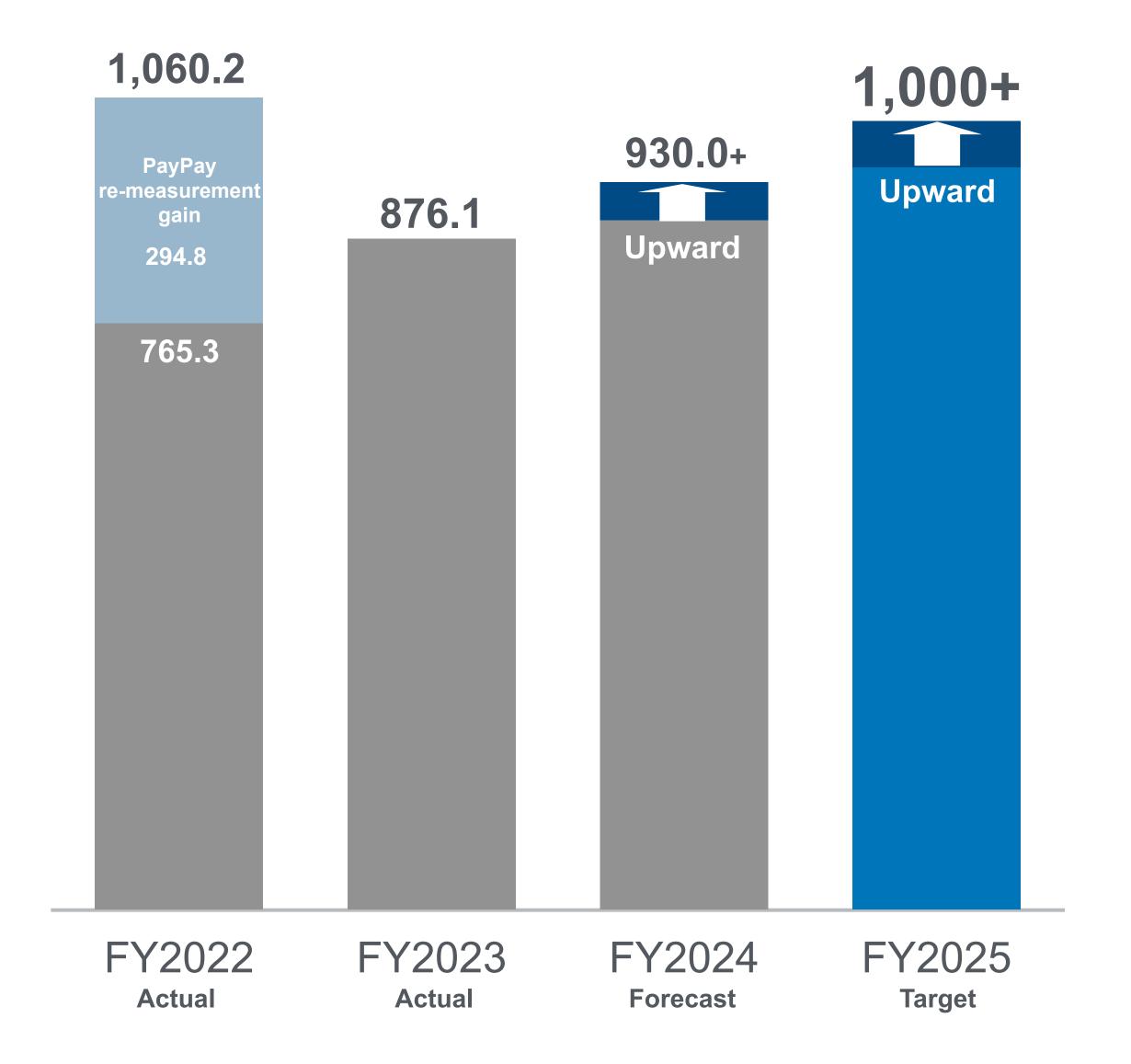


# Business, mainly the Consumer and Media & EC segments, remains steady



(Before consideration of growth investment)

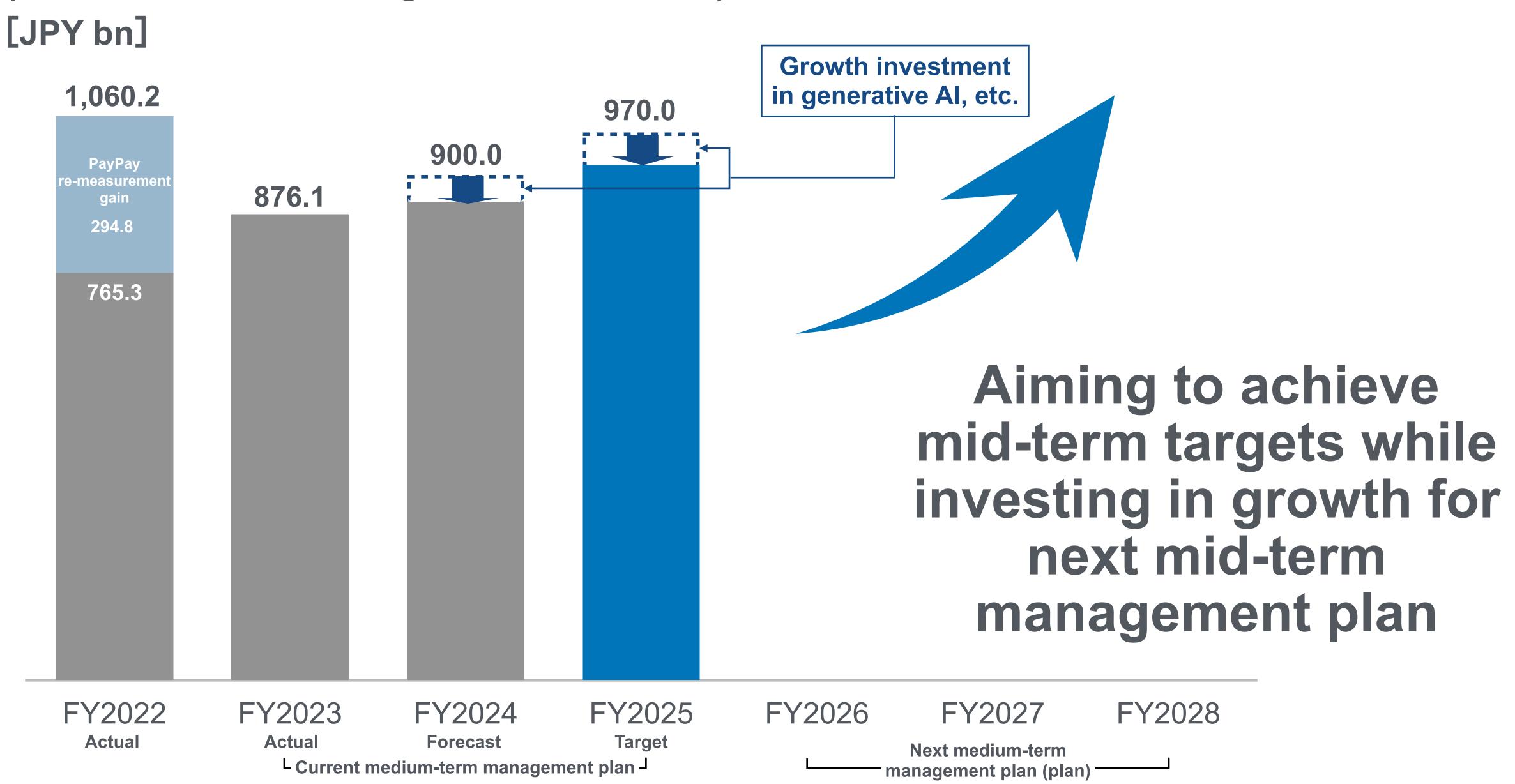
[JPY bn]



# JPY 1+ trillion level can be generated in FY2025 on a run rate basis



(After consideration of growth investment)





### Growth Investment in Generative Al, etc.

# Enhance computational capabilities of Al computing infrastructure by 37 times to build a 1 trillion parameter LLM

	NVIDIA A100	NVIDIA H100	NVIDIA B200	
Computational capabilities (total)	0.7 EFLOPS	37 times 25.7	EFLOPS	
Investment amount	Approx. JPY 13 bn (After deduction of Cloud Programs subsidy)	Approx. JPY 150 bn (Application for Cloud Programs subsidy in progress)		
Schedule	Constructed in autumn 2023	Start construction in the first half of FY2024	Start construction in the second half of FY2024	
Major uses	<ul> <li>- 130 billion parameter LLM establishment</li> <li>- External leasing of Al computing infrastructure</li> </ul>	<ul> <li>- 390 billion parameter LLM establishment</li> <li>- External leasing of Al computing infrastructure</li> </ul>	<ul> <li>- 1 trillion parameter LLM establishment</li> <li>- External leasing of Al computing infrastructure</li> </ul>	

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### Growth Investment in Generative Al, etc.





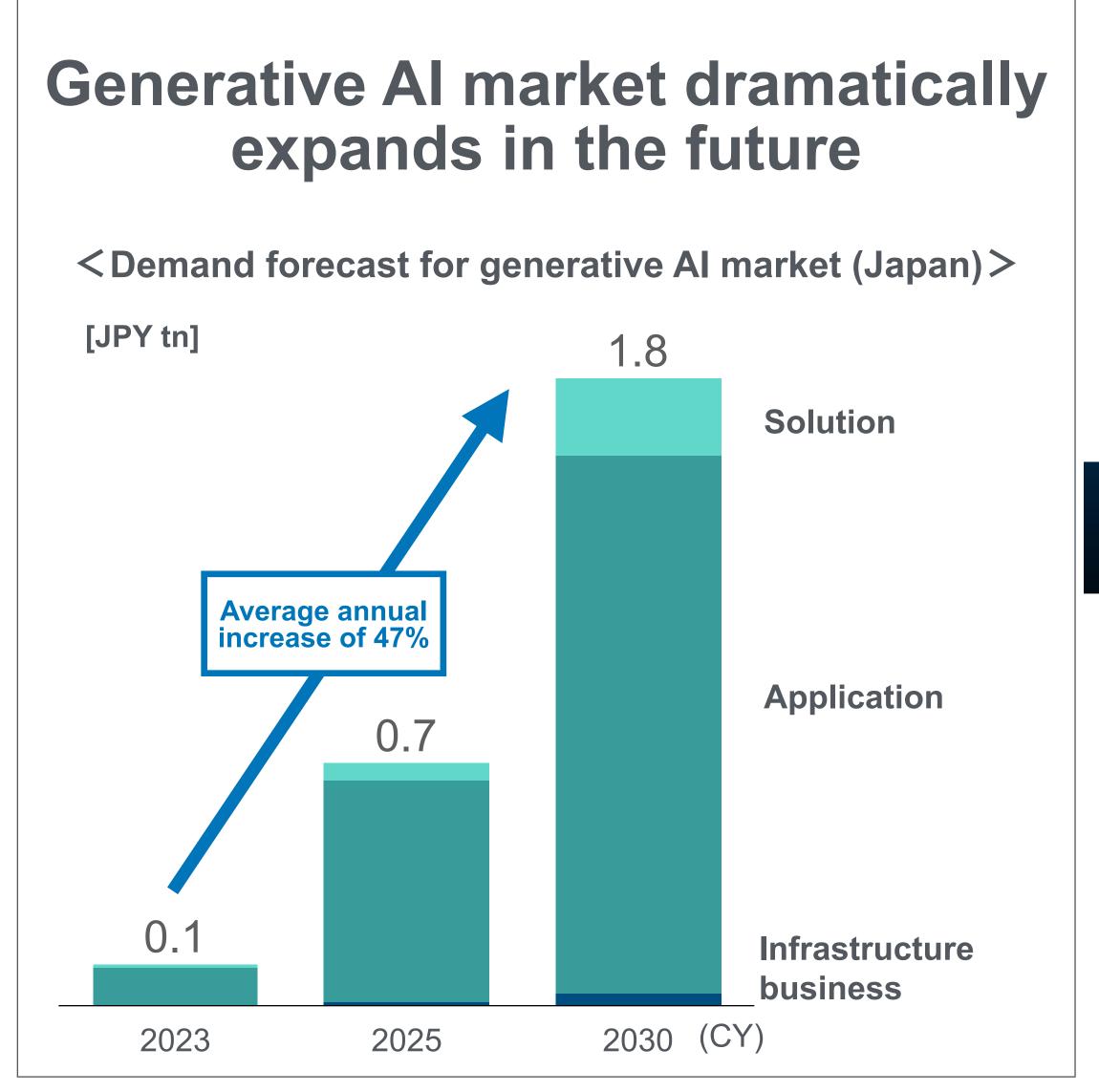
NVIDIA DGX™ B200<sup>\*1</sup>

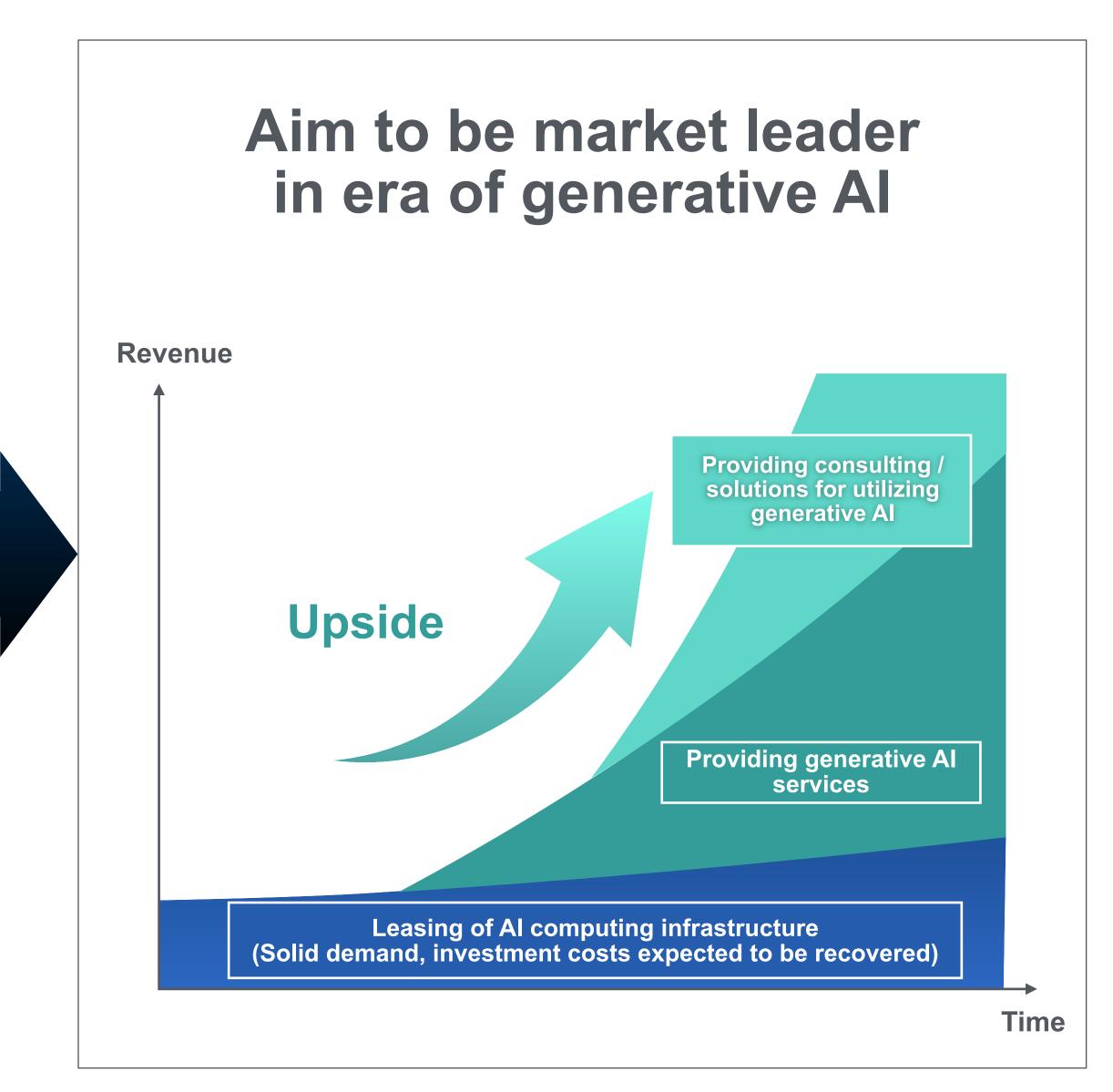
## First in world to implement cutting-edge Al computing infrastructure

**Utilizing Bond-Type Class Shares** procured in November 2023

### SoftBank

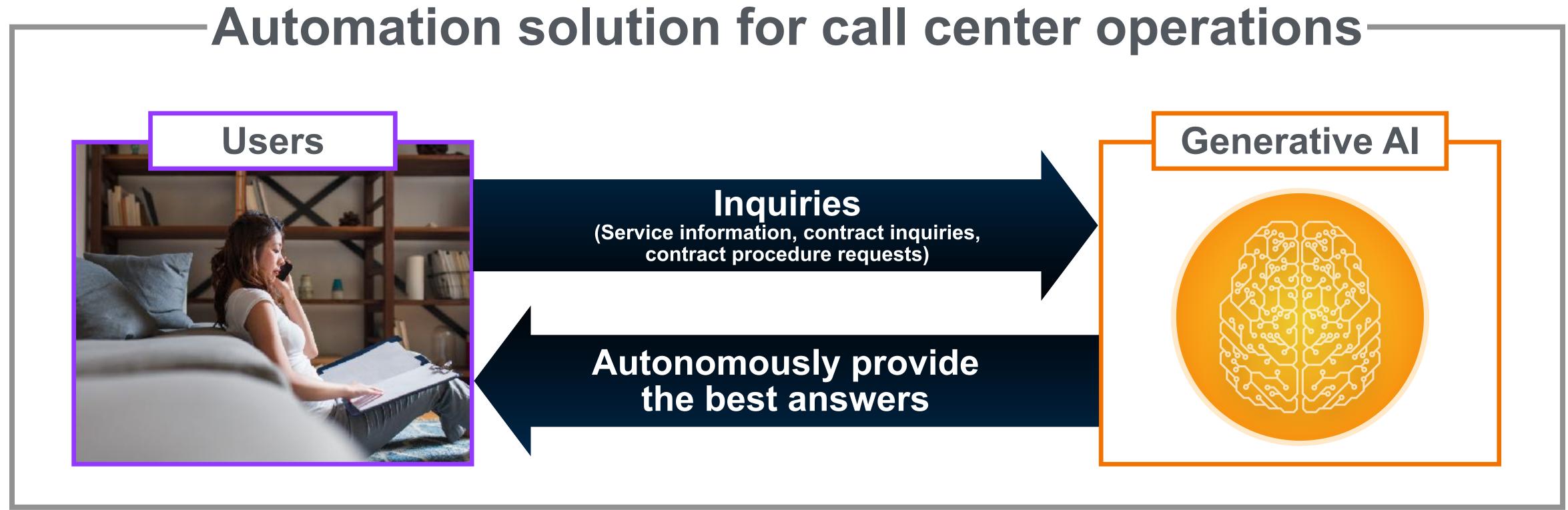
### Growth Investment in Generative Al, etc.





### Development of Solutions Utilizing Generative Al

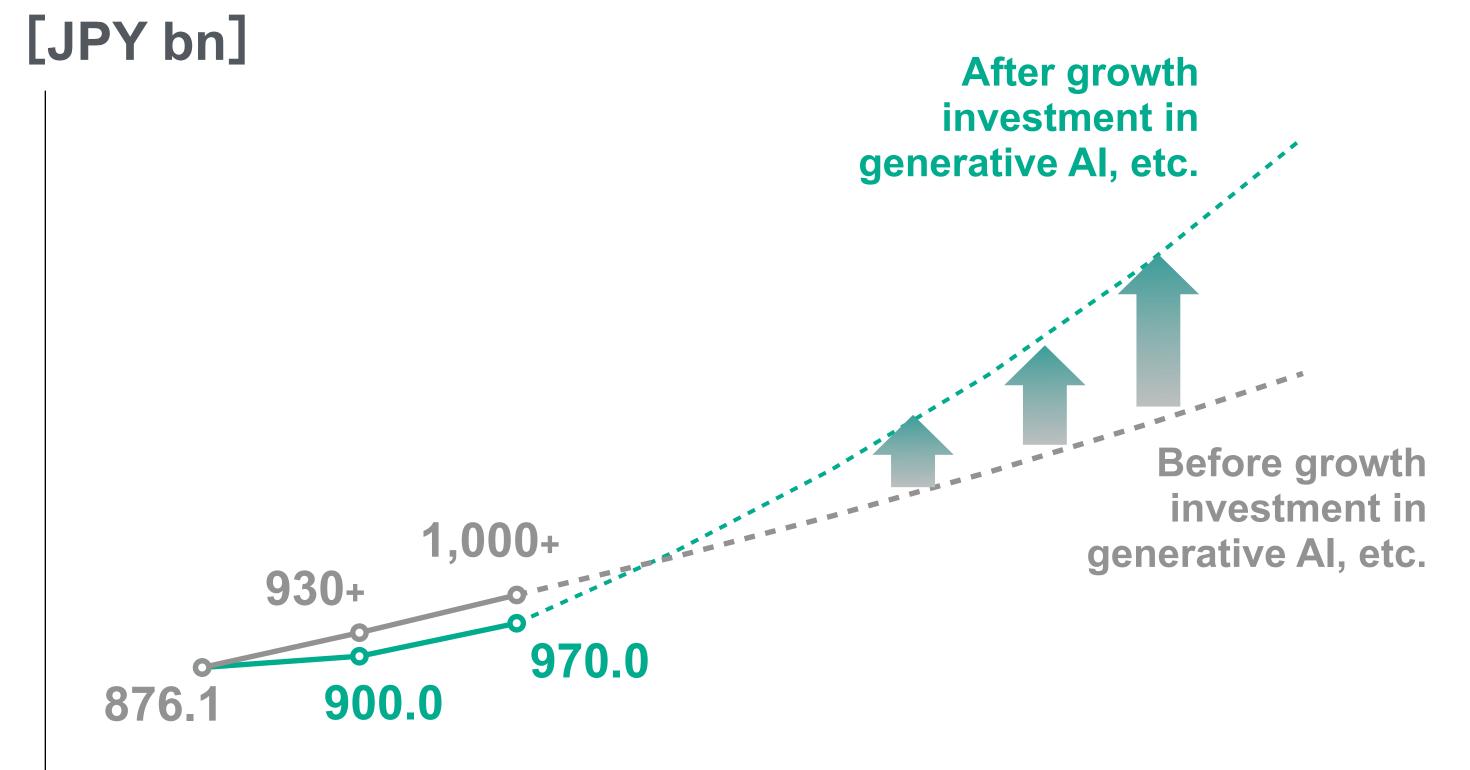




Implementing at our own call centers in phases\*
Preparing for external sales to enterprise customers in the future

# Long-Term View of Consolidated Operating Income





# Accelerate growth by investing in generative Al, etc.



# Progress by Segment Towards Targets of Medium-term Management Plan

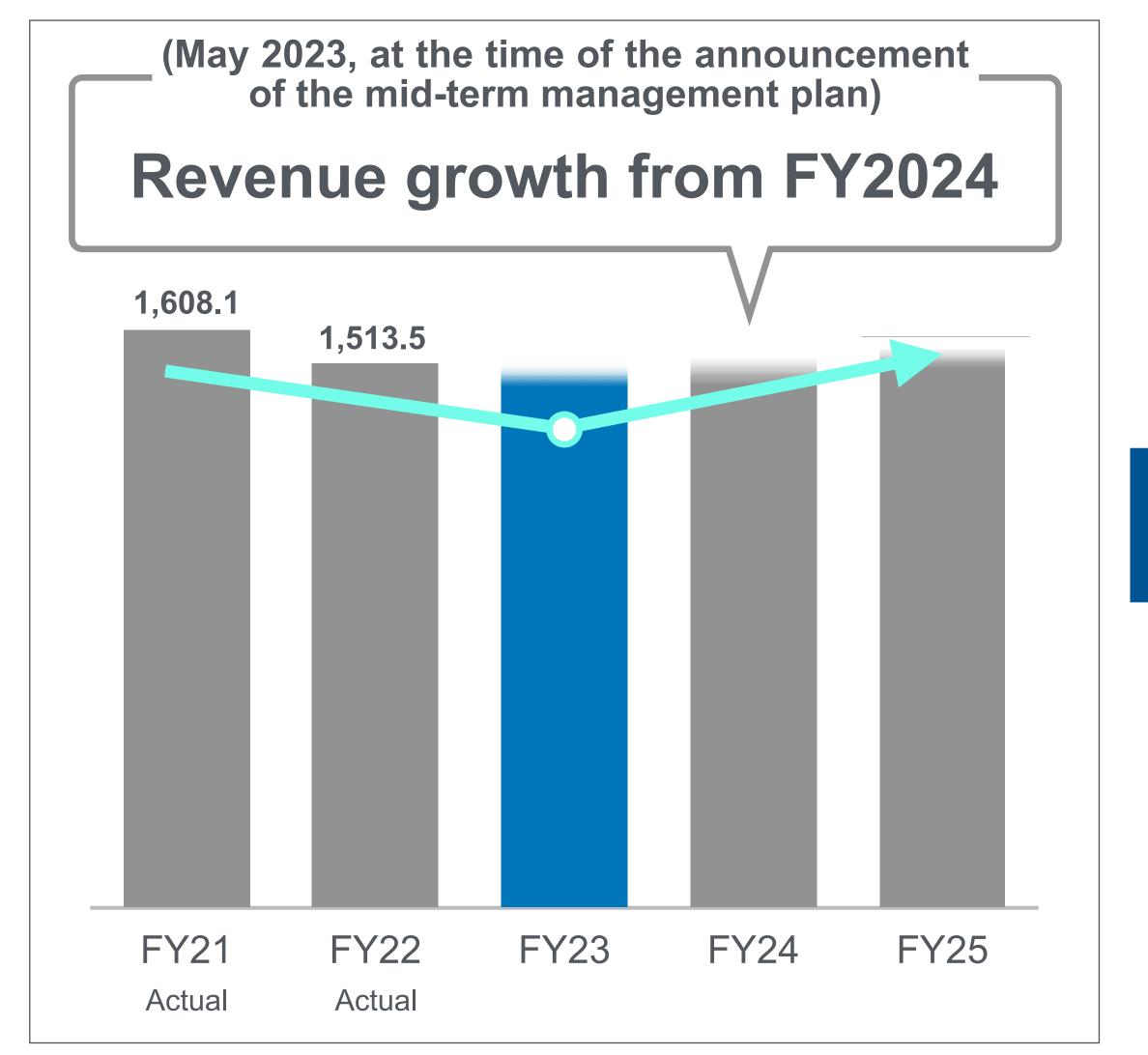
# Consumer Business

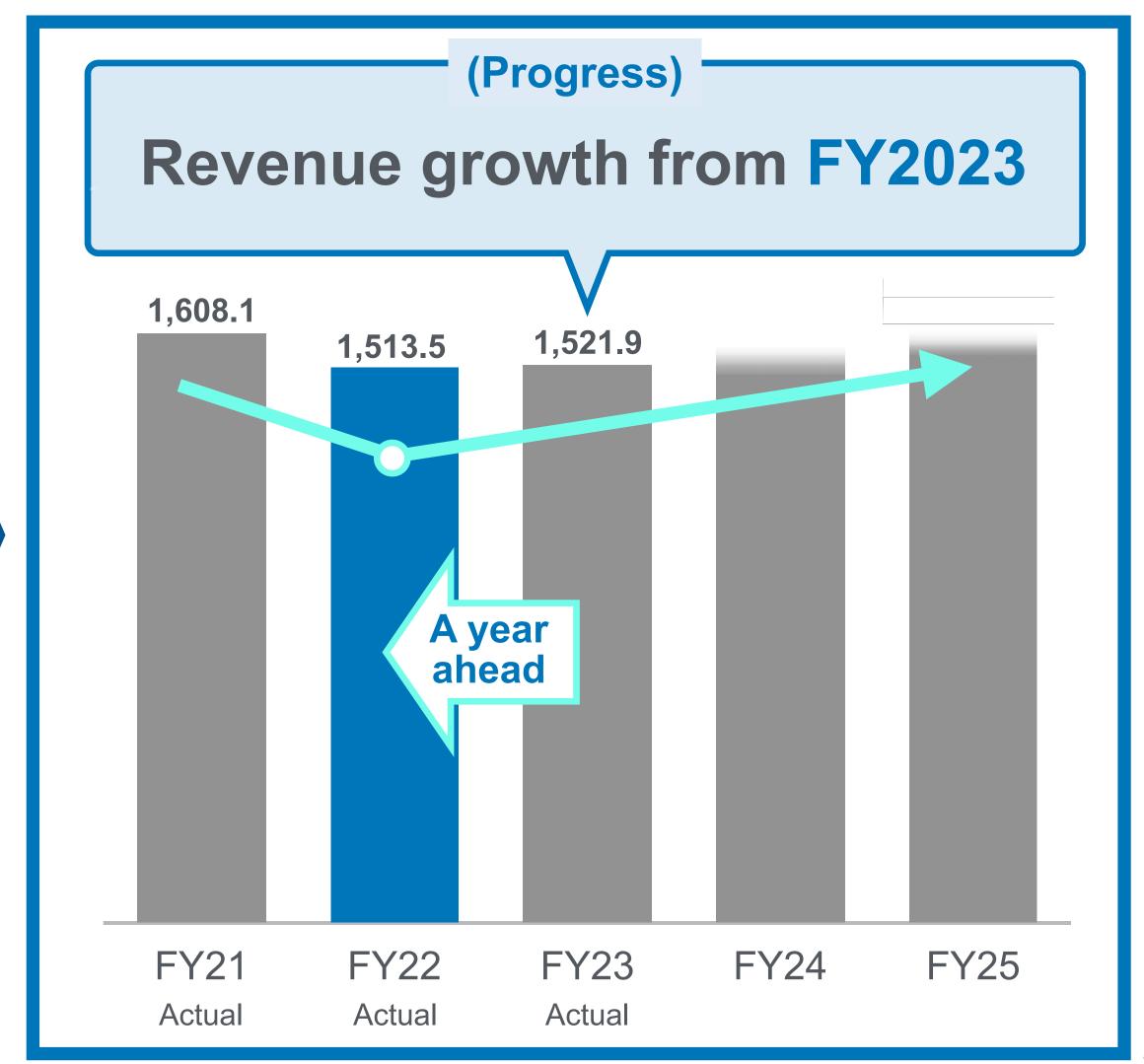




### Consumer: Mobile Revenue

Hit bottom and returned to growth one year ahead of schedule [JPY bn] Expect continuous revenue growth

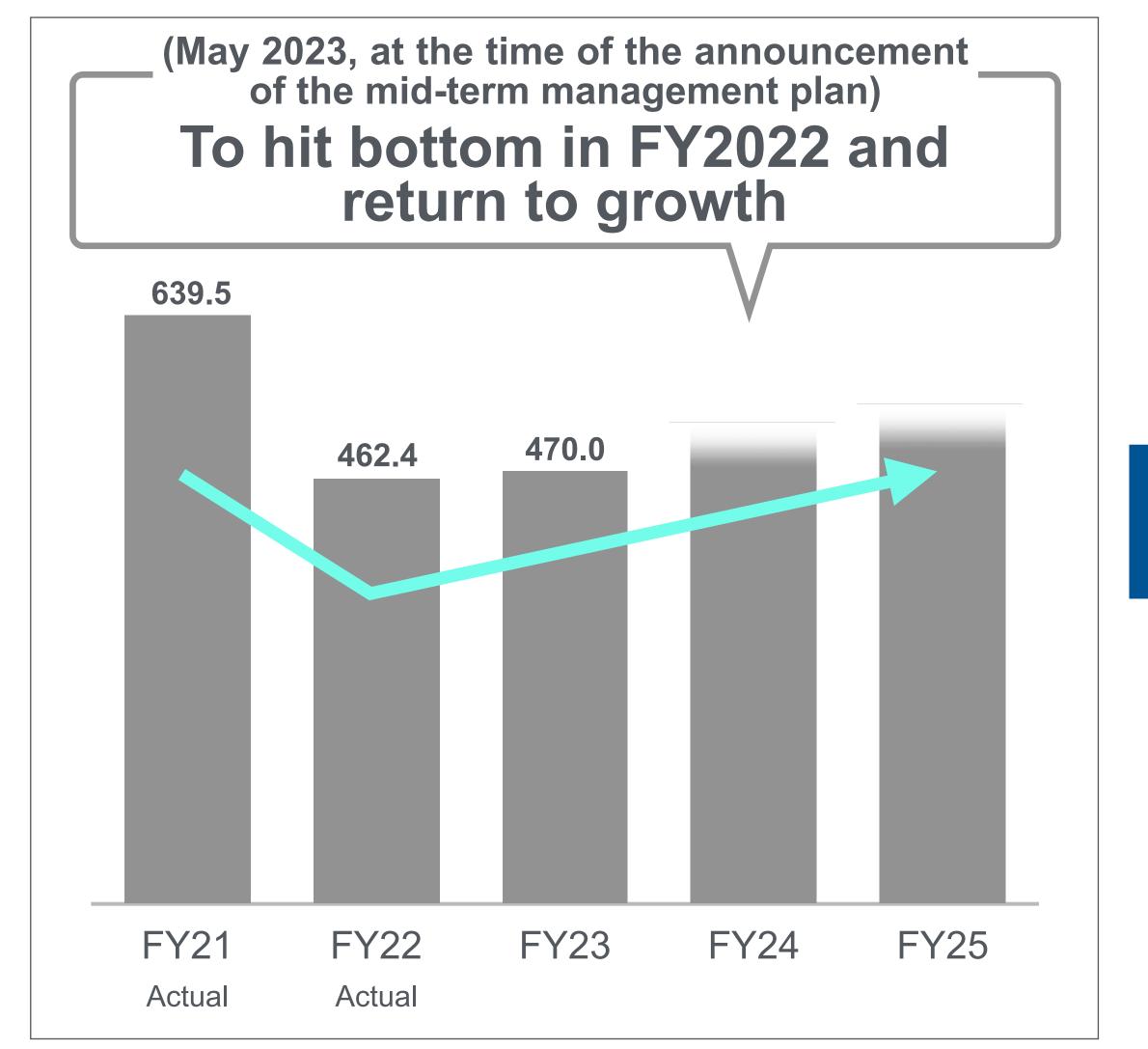


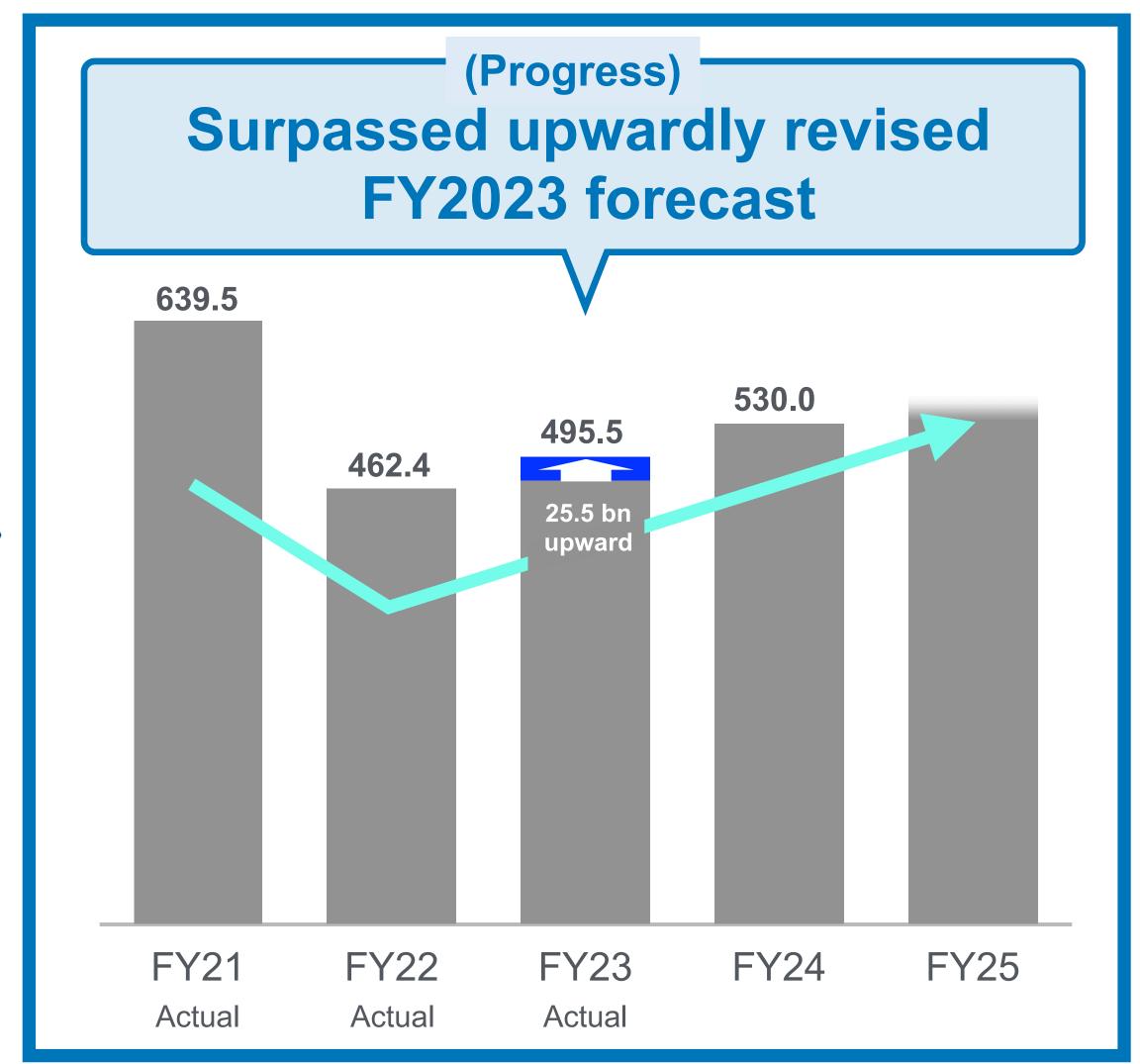




### Consumer: Operating Income

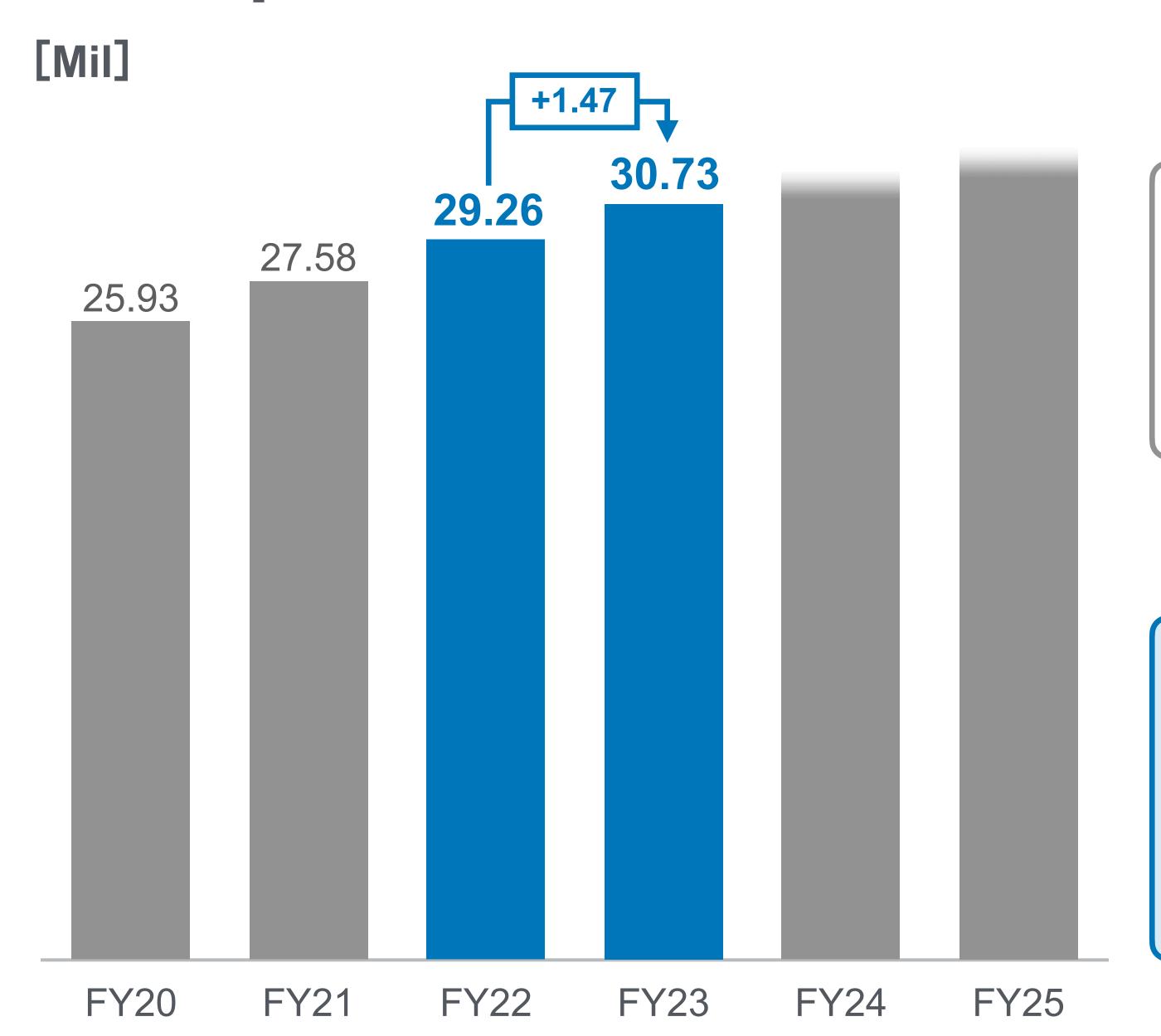
Hit bottom in FY2022 and returned to growth as planned [JPY bn] Recovery stronger than expected





### Smartphone Cumulative Subscribers





(May 2023, at the time of the announcement of the mid-term management plan)

Maintain net additions at level of 1 million per year

30+ million in FY2023



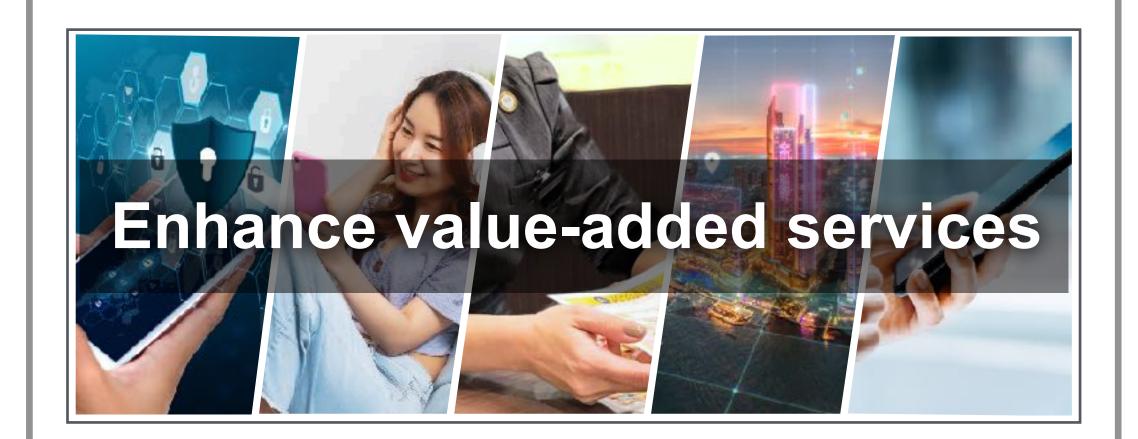
Achieved net additions of **1.47 million in FY2023** 

**Expect continuous expansion** of customer base

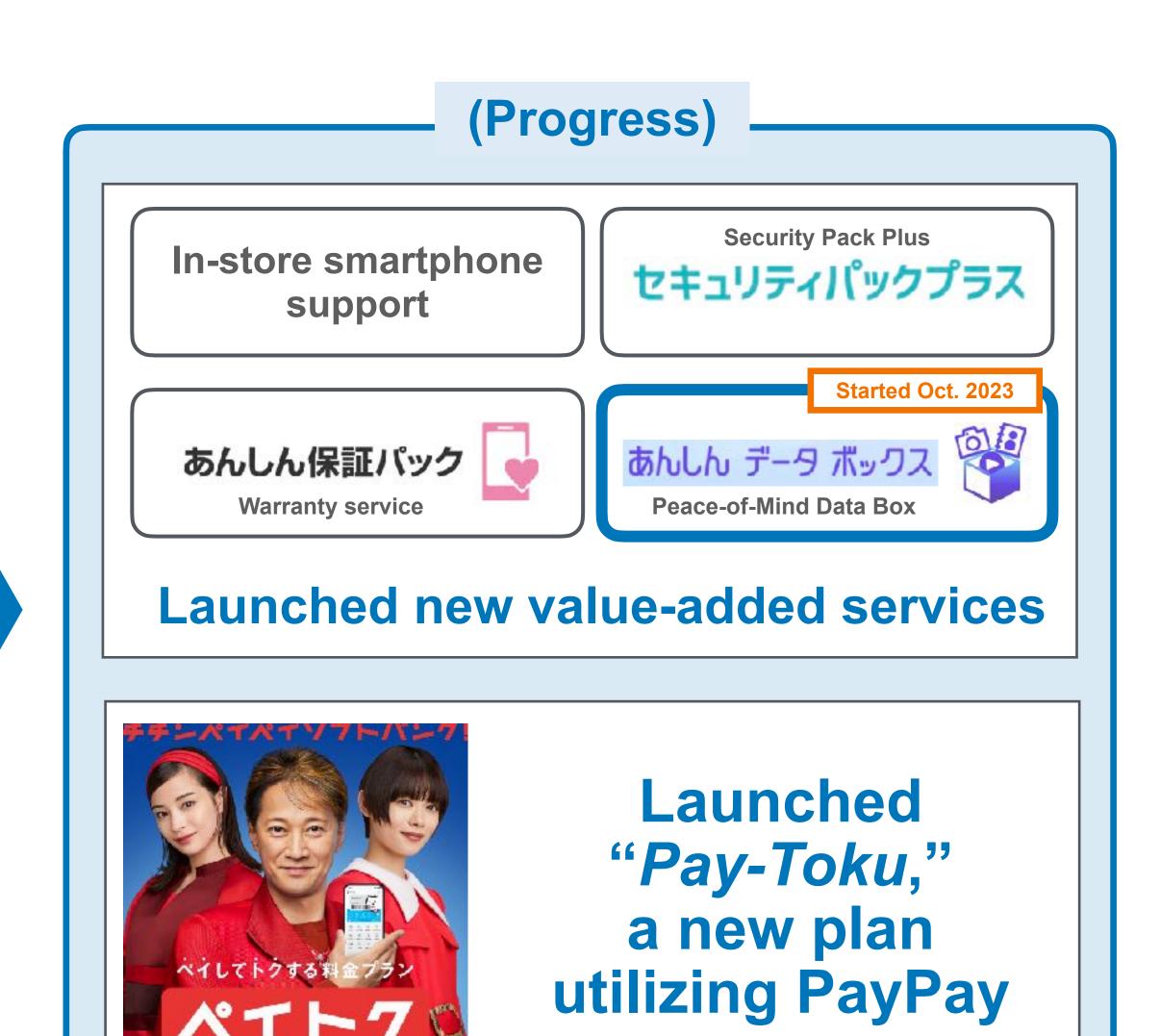
### SoftBank

### Initiatives for ARPU Improvement

(May 2023, at the time of the announcement of the mid-term management plan)



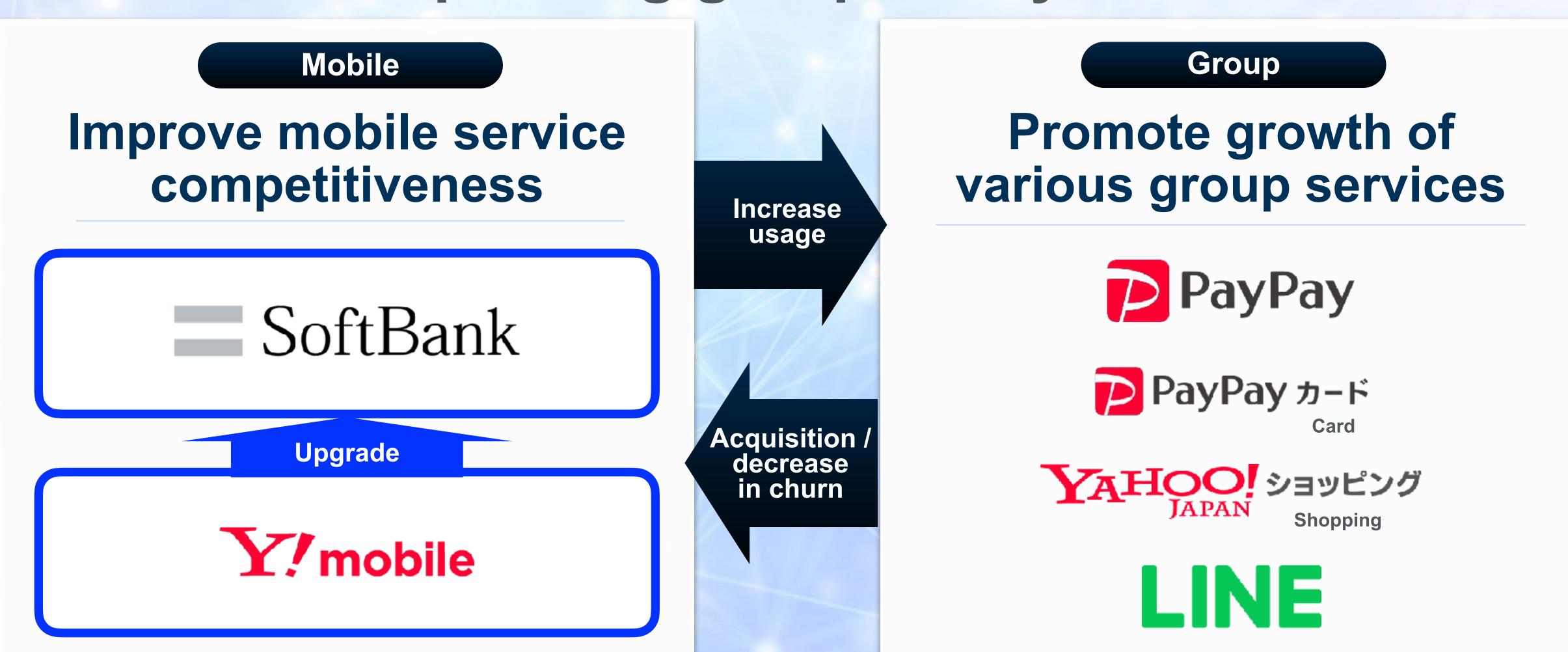




### SoftBank

## Future Growth Initiatives

# Enhancing competitiveness by expanding group ecosystem



### Initiatives Aimed at **Expanding Group Ecosystem**



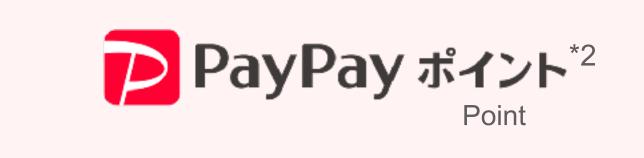
Stock split \*1

10-for-1

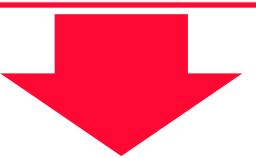


Increase our individual investors by reducing unit amount of investment

**Establishment of** shareholder benefits program



Provide 1,000 points

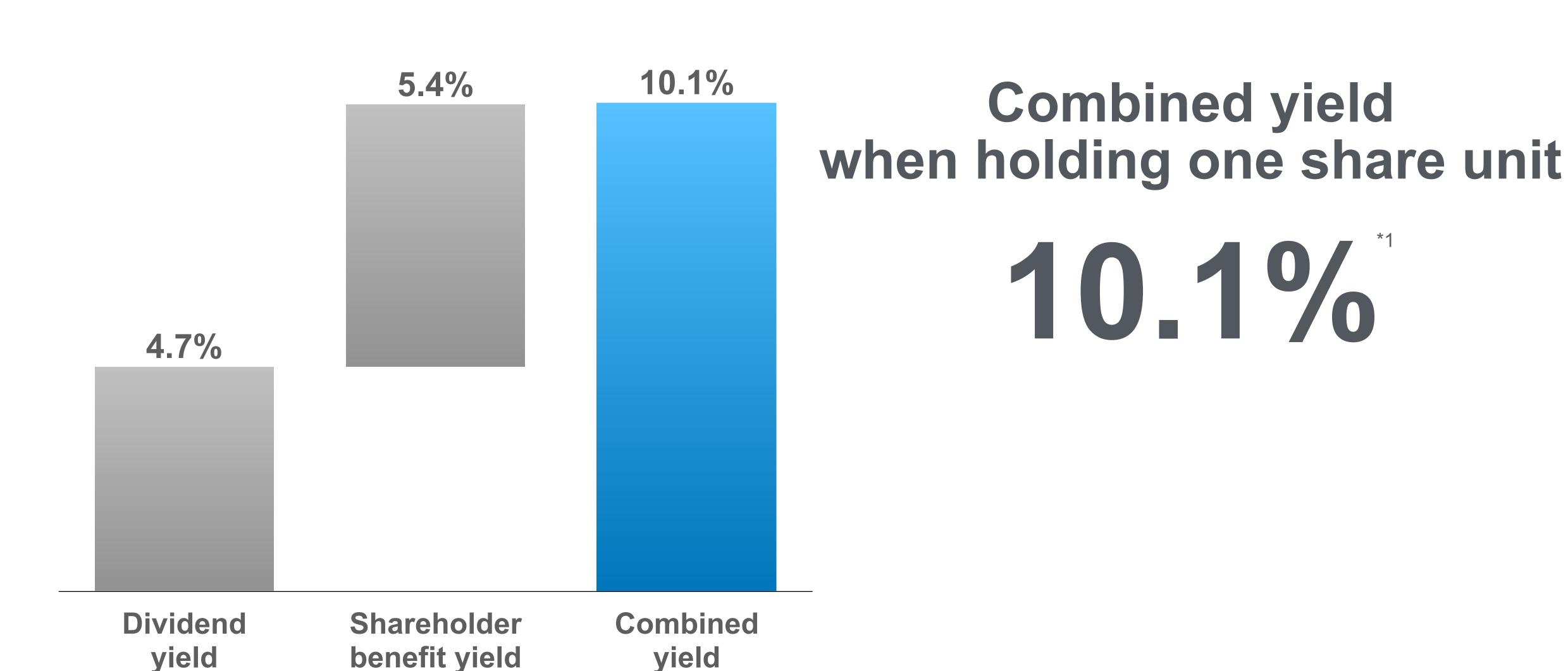


Seek further expansion of group ecosystem

<sup>\*1</sup> The record date of the stock split will be September 30, 2024. Each share of the Company's common shares held by shareholders entered or recorded on the final shareholder register on the record date will be split into 10 shares. The stock split is conditional upon approval of the proposal on the amendment to the Articles of Incorporation by the Company's 38th Annual General Meeting of Shareholders scheduled to be held on June 20, 2024. \*2 Shareholders entered or recorded for at least one year with the same shareholder number in the Company's final shareholder number are eligible. "Entered or recorded"

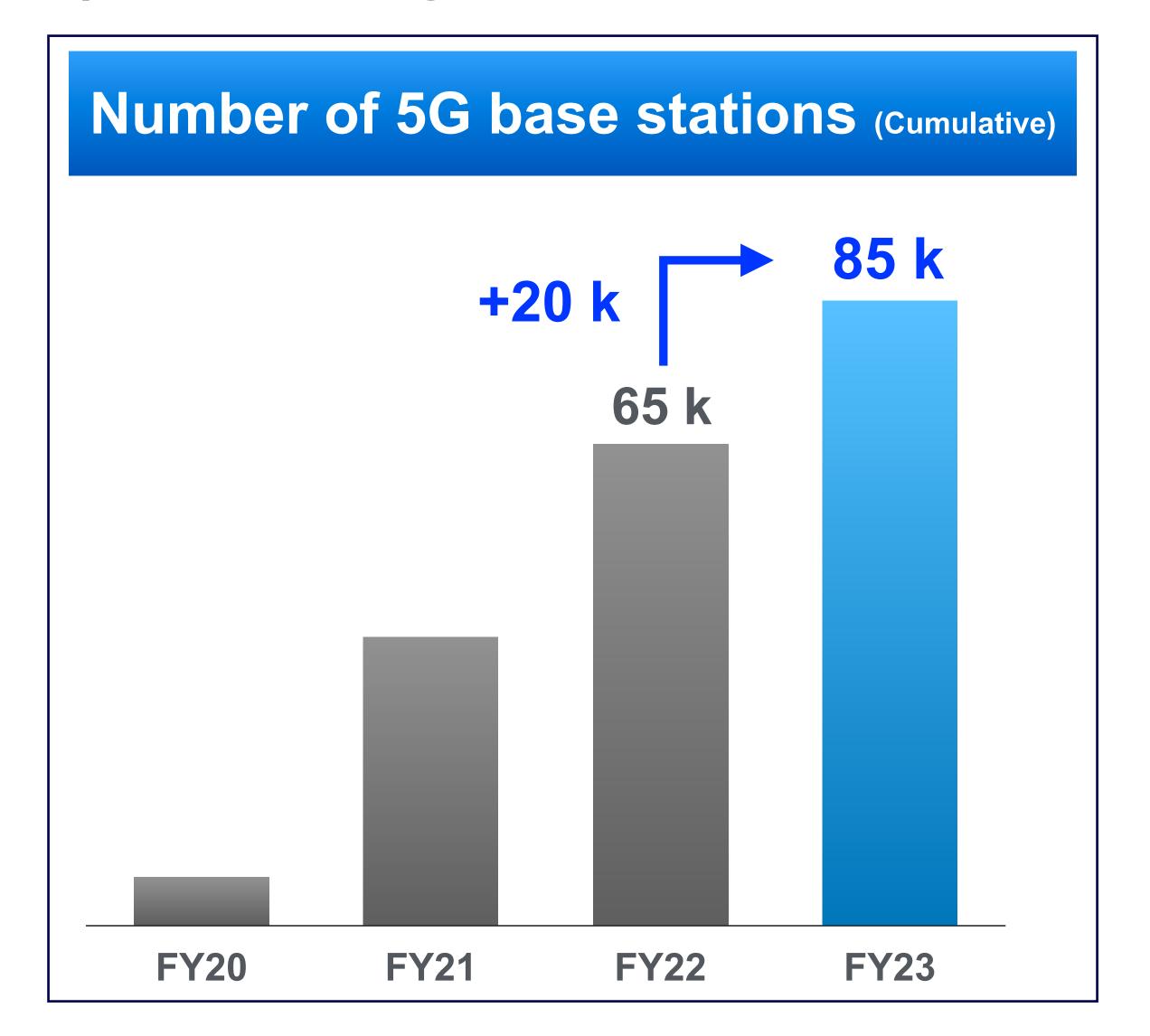
### Initiatives Aimed at Expanding Group Ecosystem

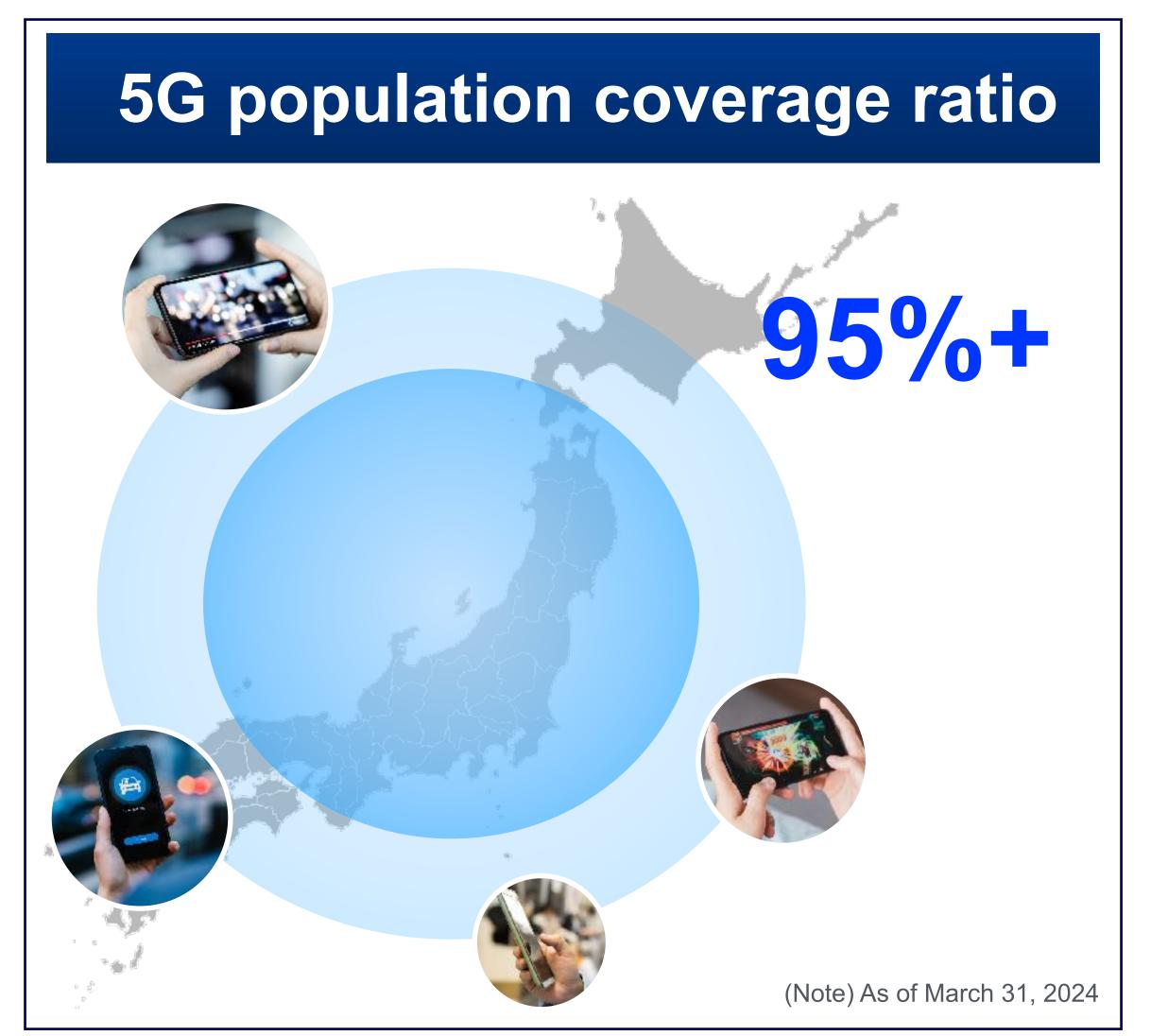






# Network Initiatives 1) 5G deployment status





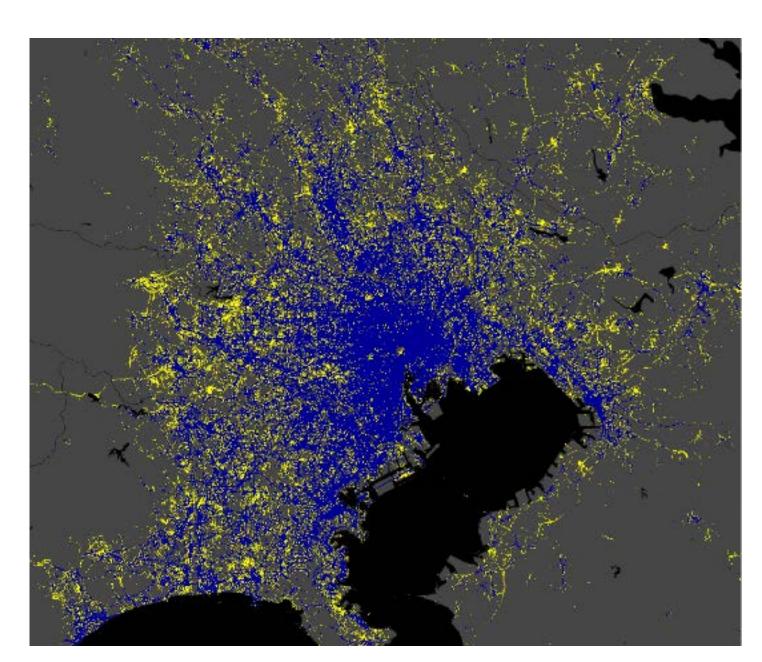
## **Network Initiatives** 2) Expansion of 5G availability

#### SoftBank

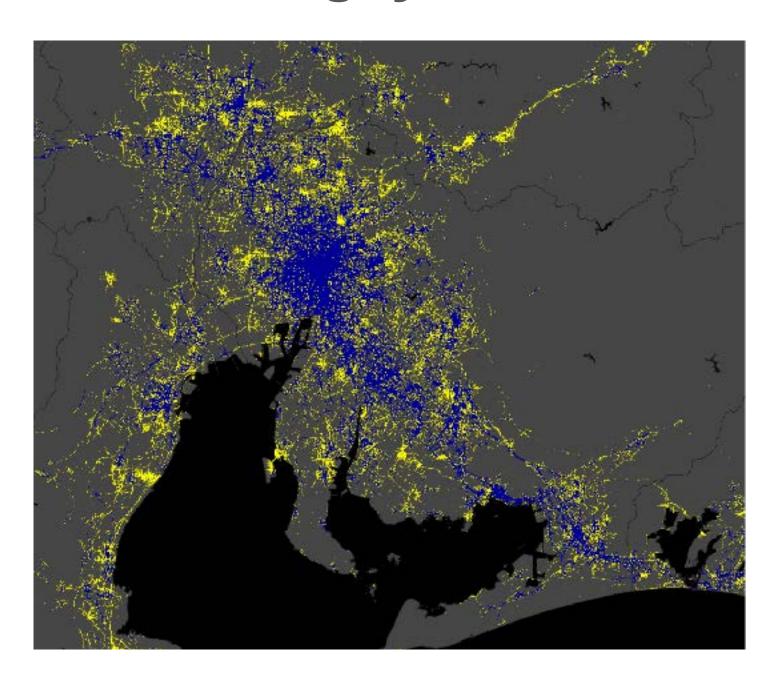
Feb. 2023

Feb. 2024

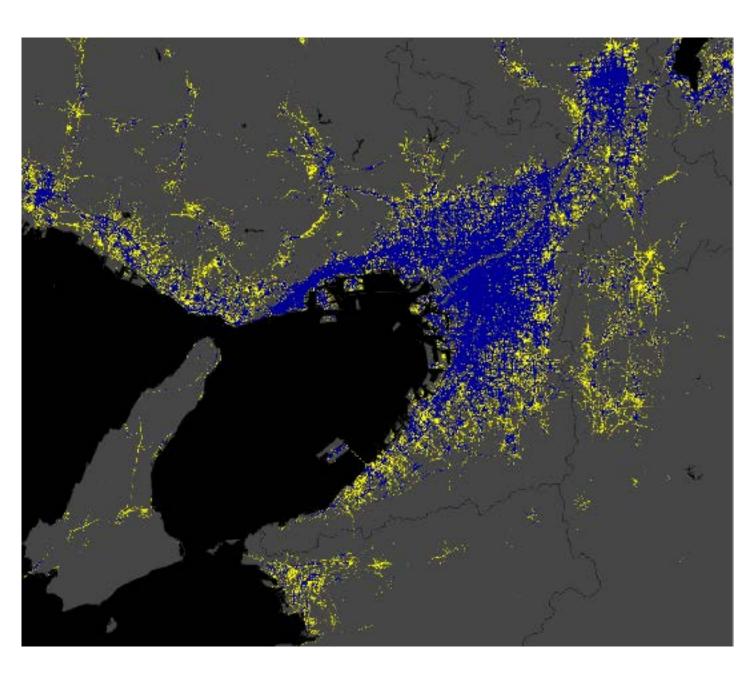
#### **Greater Tokyo area (Kanto)**



#### **Greater Nagoya area (Tokai)**

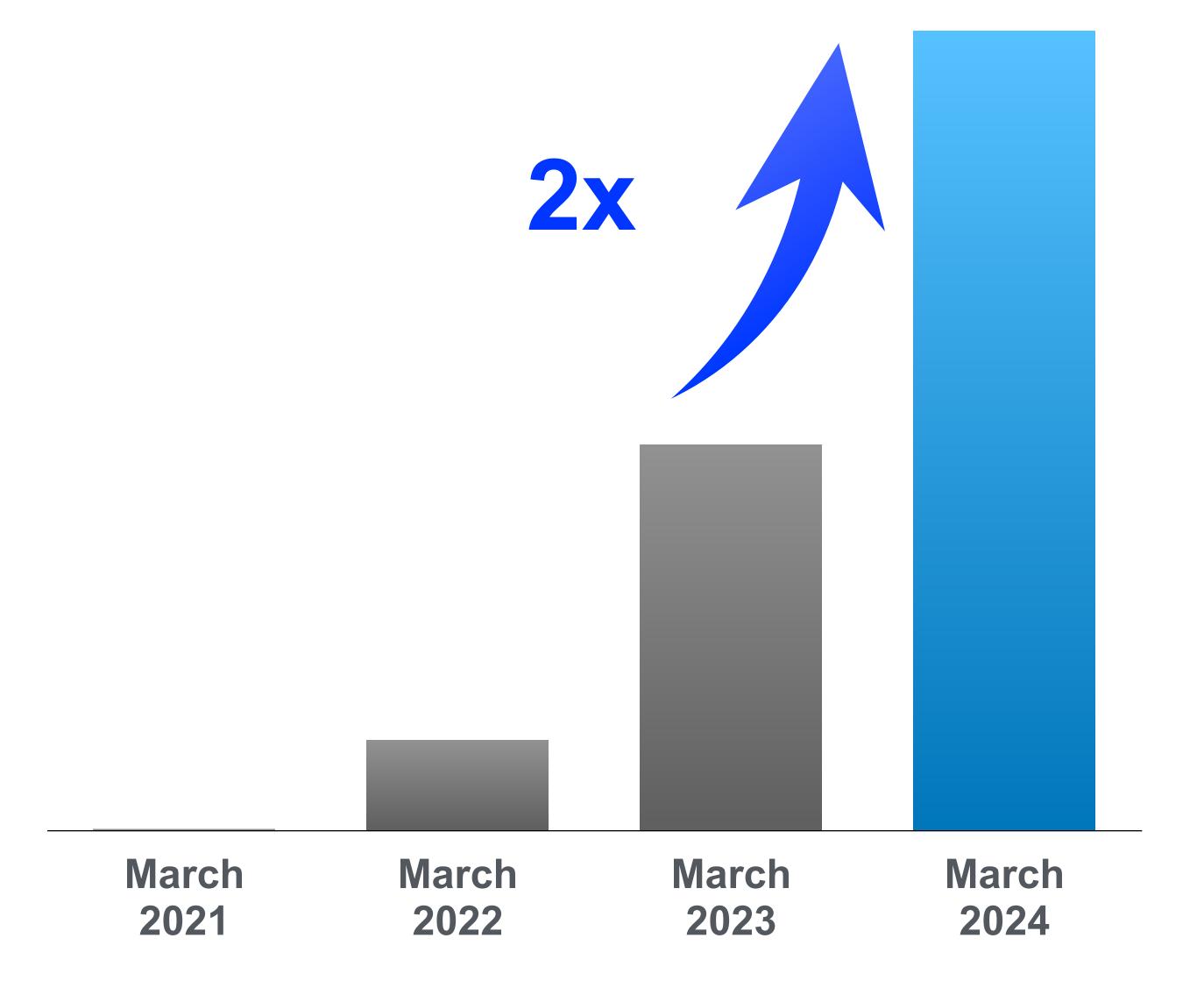


#### **Greater Osaka area (Kansai)**



#### SoftBank

## **Network Initiatives** 3) 5G traffic data volume (Downloads)



## YoY Doubled

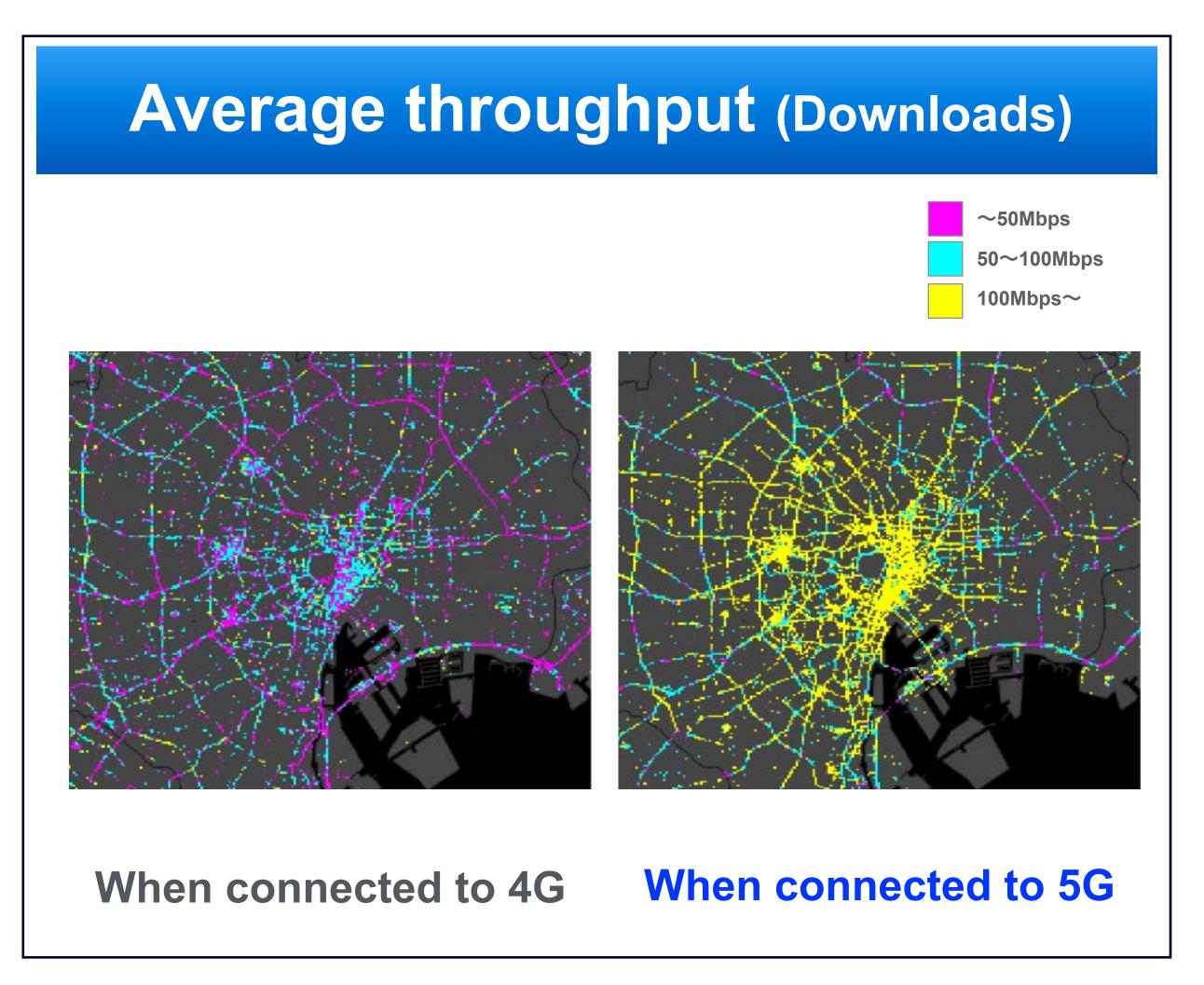


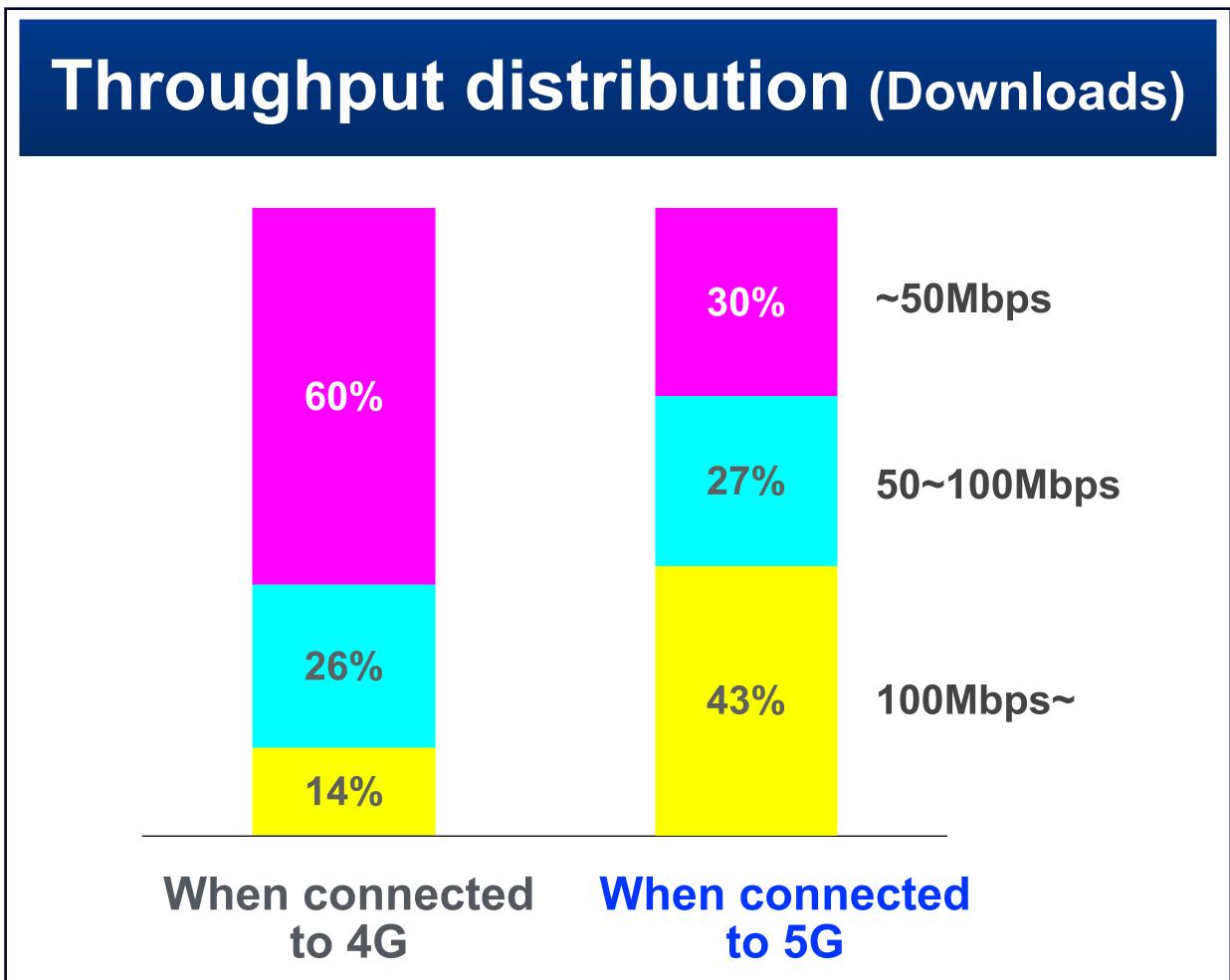


#### SoftBank

## Network Initiatives

## 4) 4G/5G throughput comparison (Tokyo)





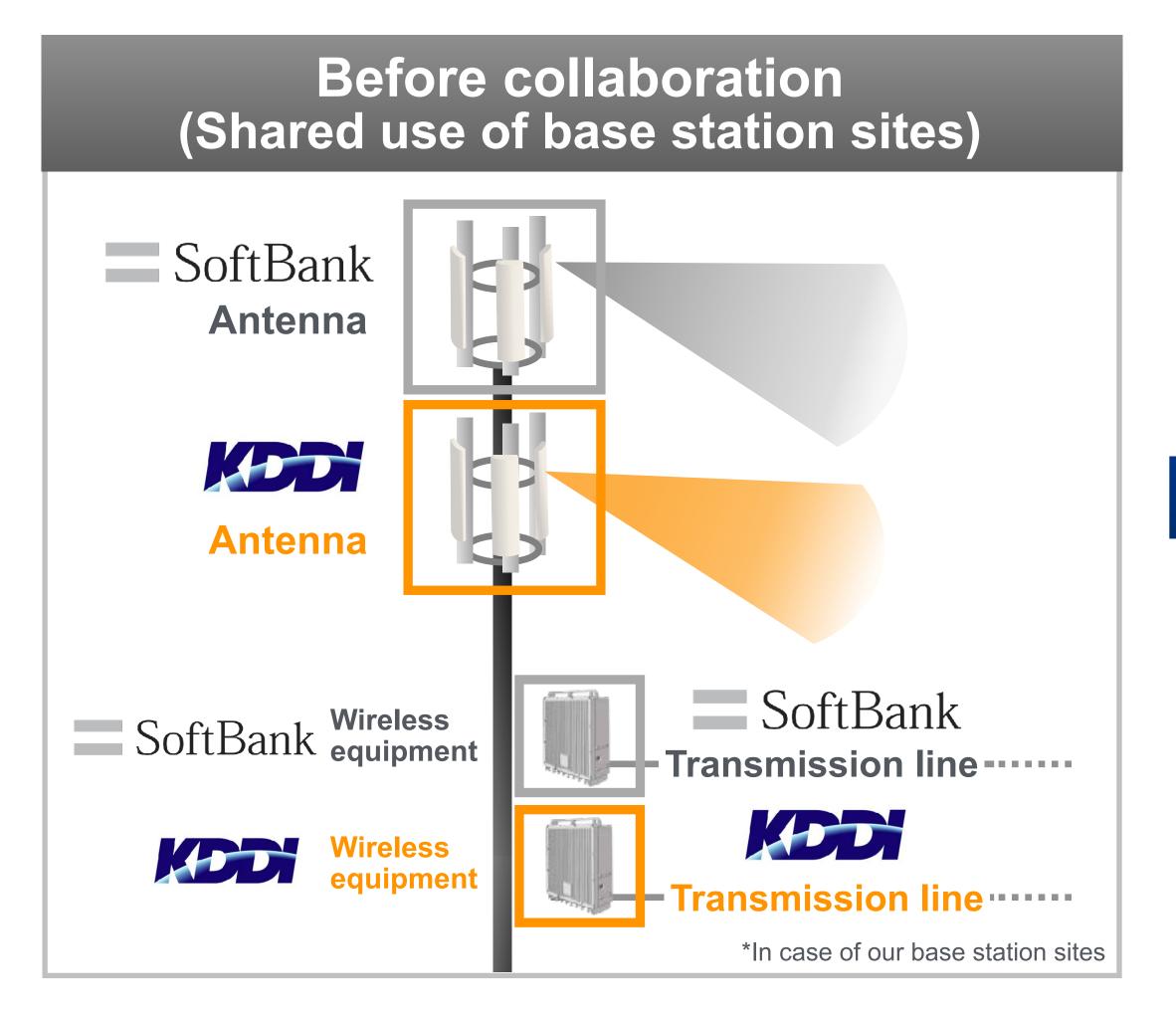
## Further expansion of collaboration with KDDI to accelerate 5G deployment and maximize capital expenditure efficiency

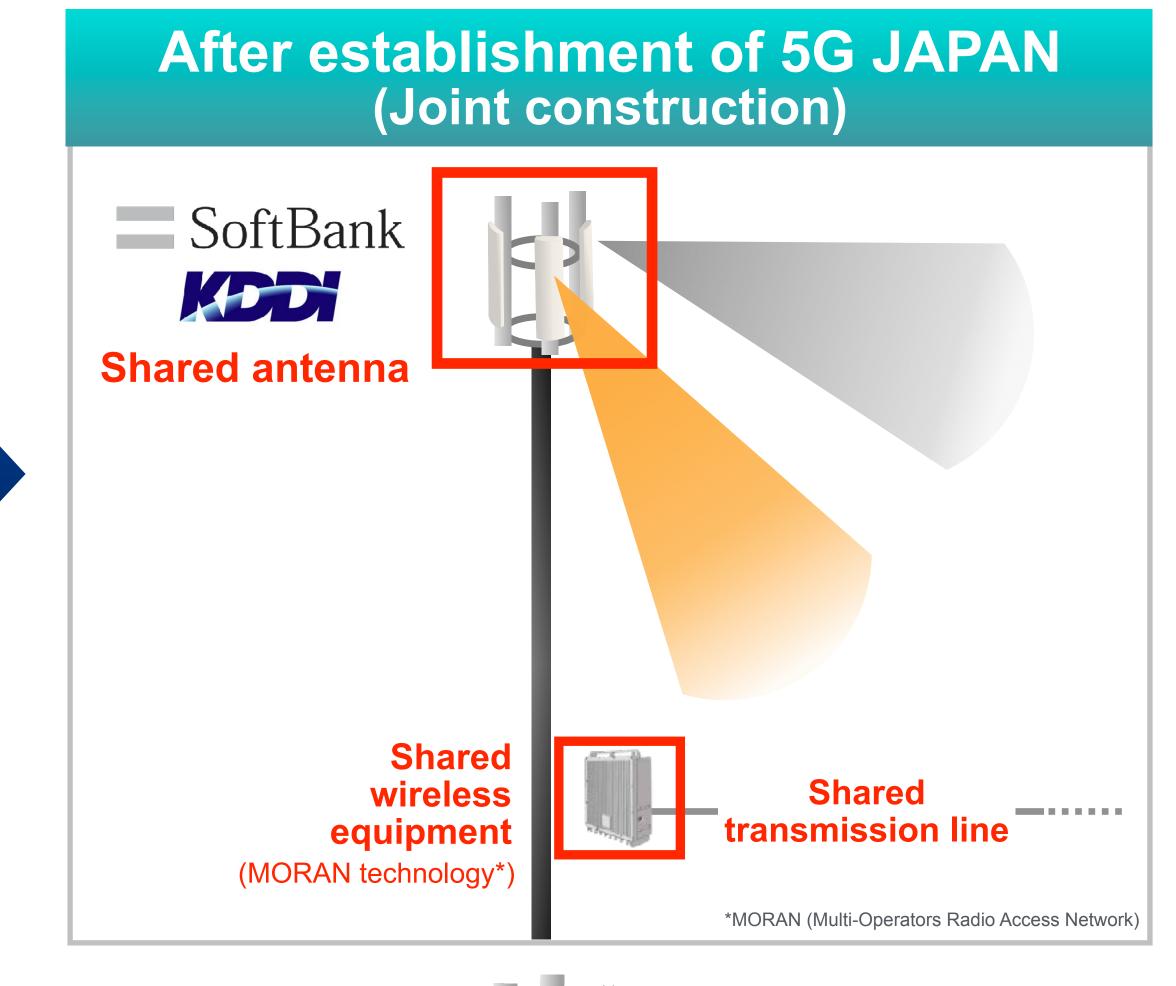






## Collaboration Achievements with KDDI (FY20 - FY23)





Joint construction: 38,000+\*stations (SoftBank Corp. only)

CAPEX reduction impact: JPY 45.0 bn (SoftBank Corp. only)



## Further Expansion of Collaboration Scope



Cumulative total of 100,000° base stations by 2030 Aiming for JPY 120 bn in CAPEX reduction impact

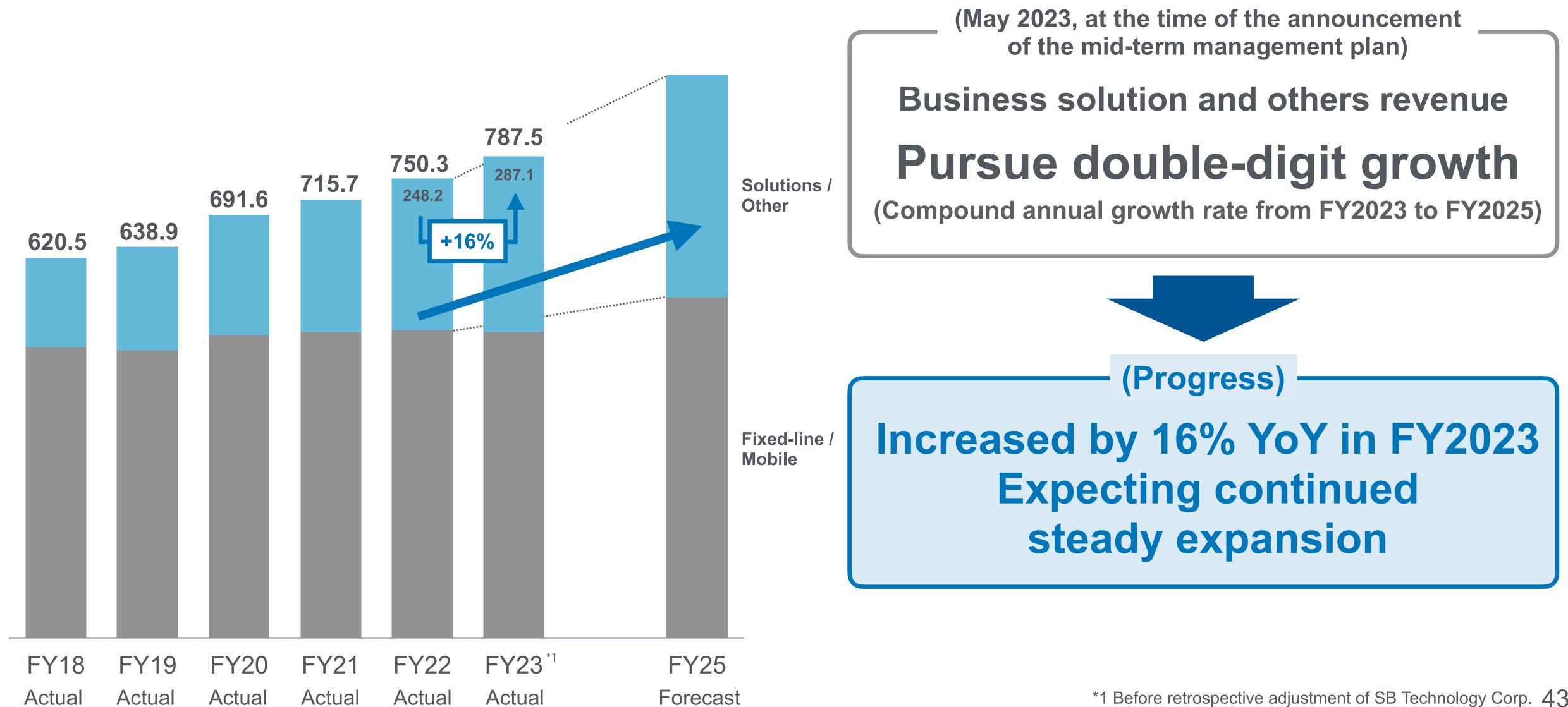
# Enterprise Business



## Enterprise: Revenue



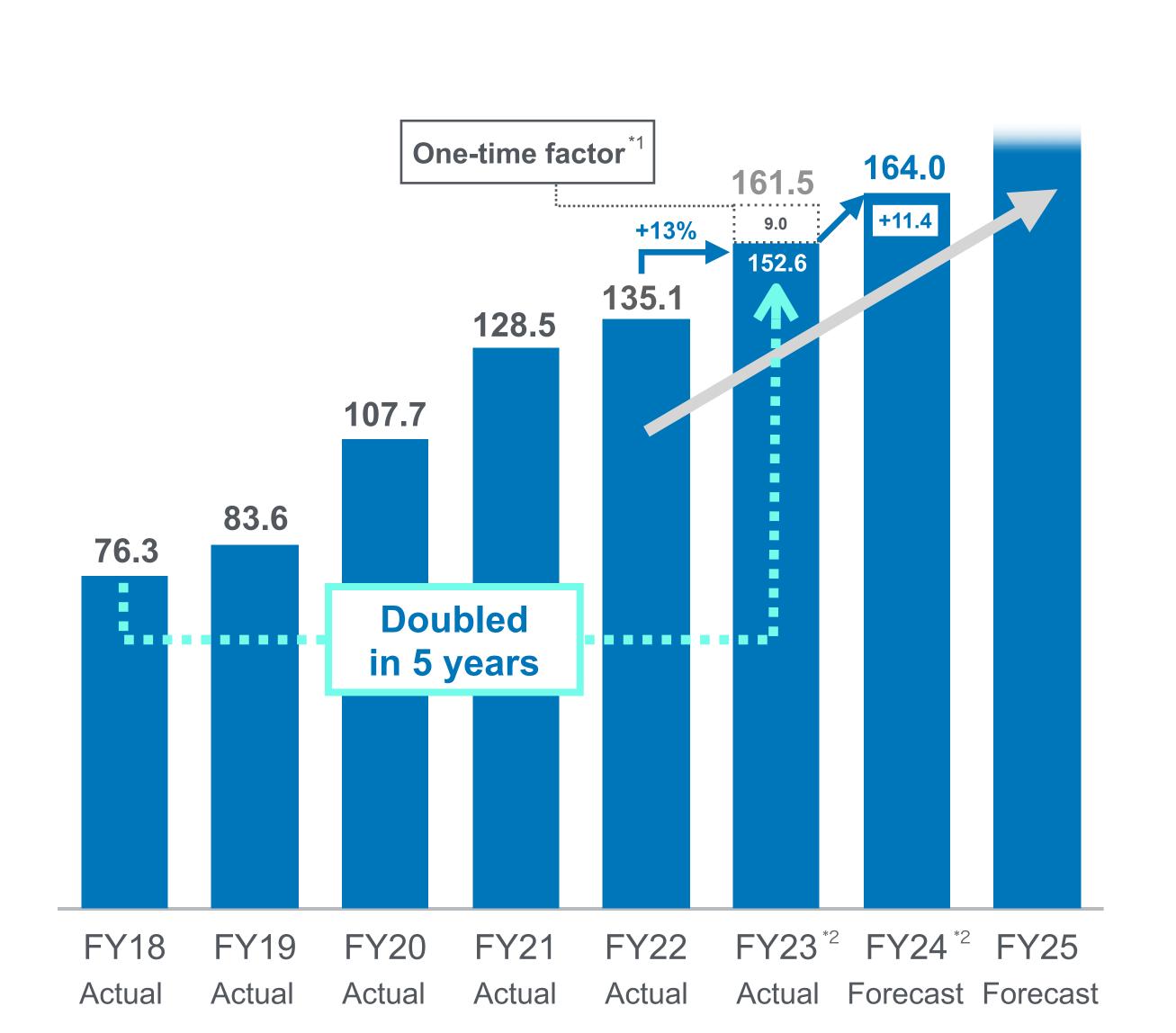
[JPY bn]



## Enterprise: Operating Income



[JPY bn]



(May 2023, at the time of the announcement of the mid-term management plan)

**Operating Income** 

## Pursue double-digit growth

(Compound annual growth rate from FY2023 to FY2025)



(Progress)

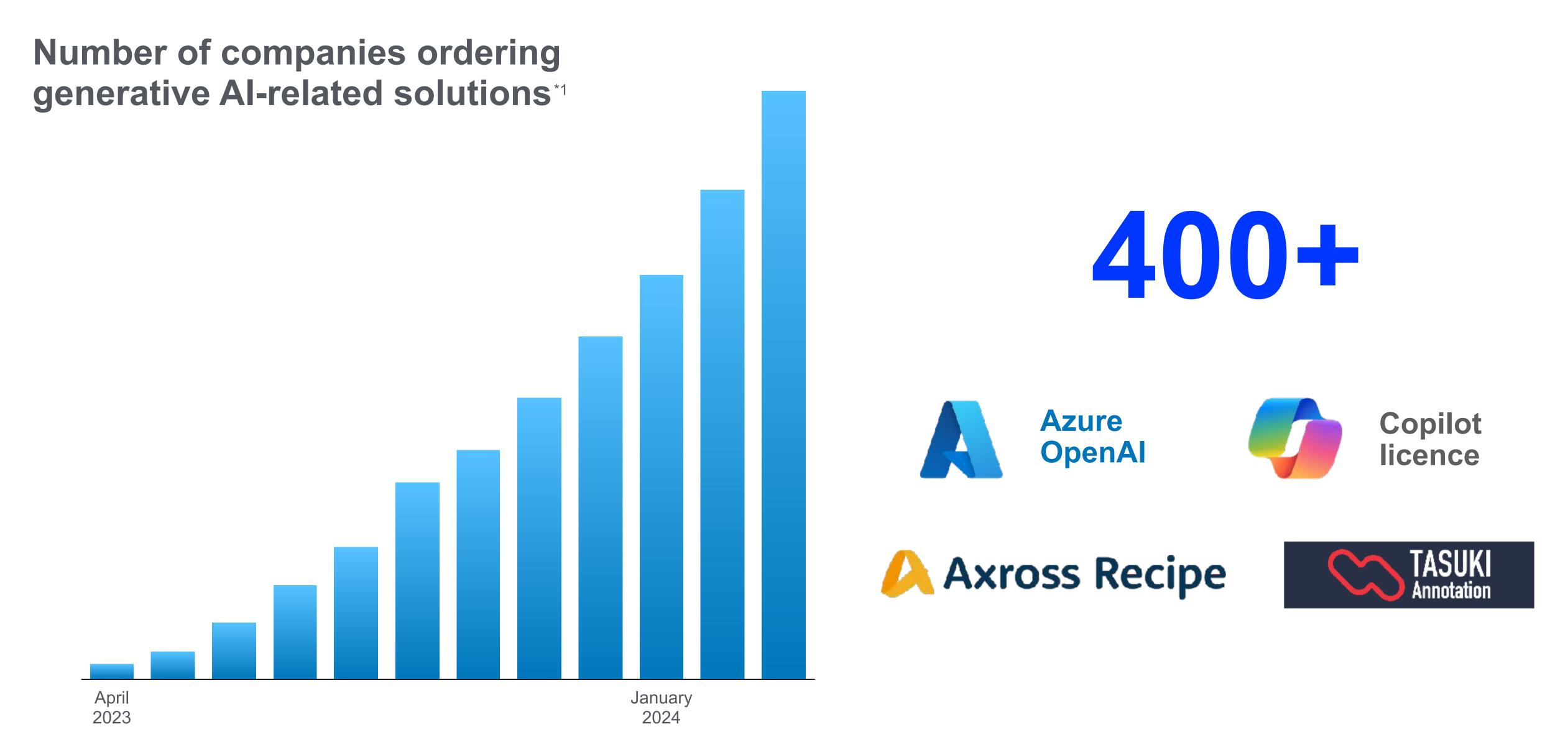
Increased by 13% YoY in FY2023 Doubled in 5 years from FY2018 Expecting an increase of JPY 11.4 bn in FY2024



# Initiatives in new fields for growth of Enterprise Business

## Generative Al-related Solution Field





<sup>\*1</sup> The total number of orders for Azure OpenAI / Axross Recipe / TASUKI / Copilot workshops in FY2023. In case multiple products are introduced in one company, they are counted multiple times 46



# Generative Al-related Solution Field Develop and sell generative Al solutions externally

## SB Intuitions Corp.

(Our wholly owned subsidiary)



In-house development of homegrown LLMs

## Generative AX Corp.

(Our wholly owned subsidiary)



Supporting adoption of generative Al for businesses (consulting/operation)

Implementation of generative Al solutions

## Data Center Field

## List of main locations (Including planned locations) **Tomakomai** (Scheduled to open in FY2026) Ikoma -Shirakawa (Scheduled to open in FY2025) Nihonbashi Shinsuna Ariake Fuchu Suita Yokohama Kitakyushu

## Steadily expanding

to meet the growing demand for generative Al and cloud services

## Cloud Service Field



## Focus on PaaS business and provide profitable in-house cloud services







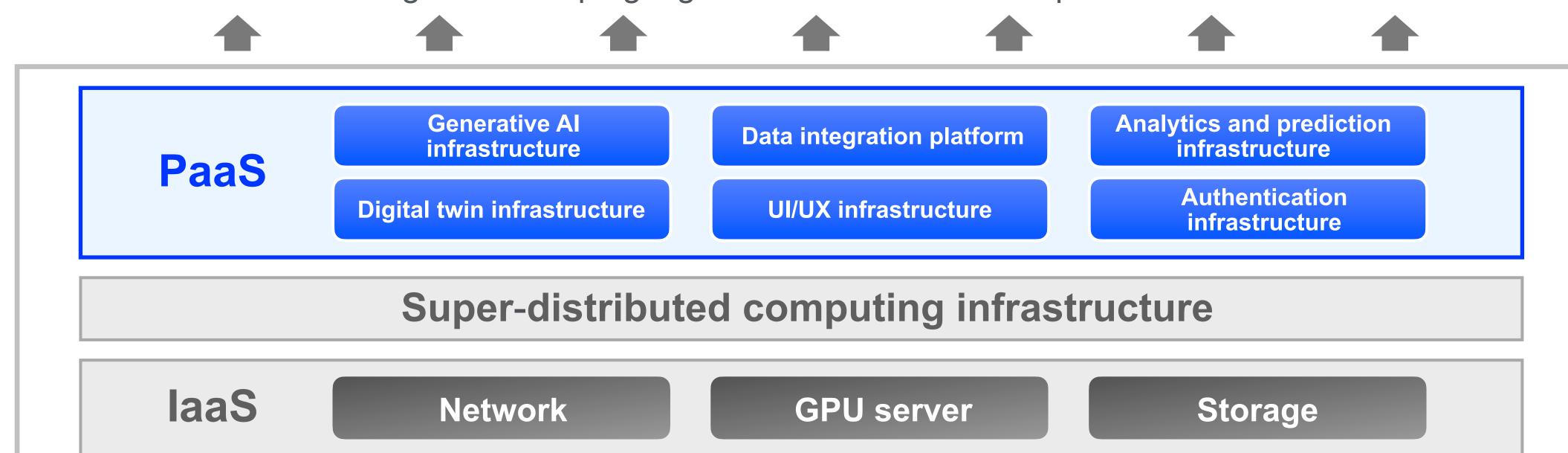








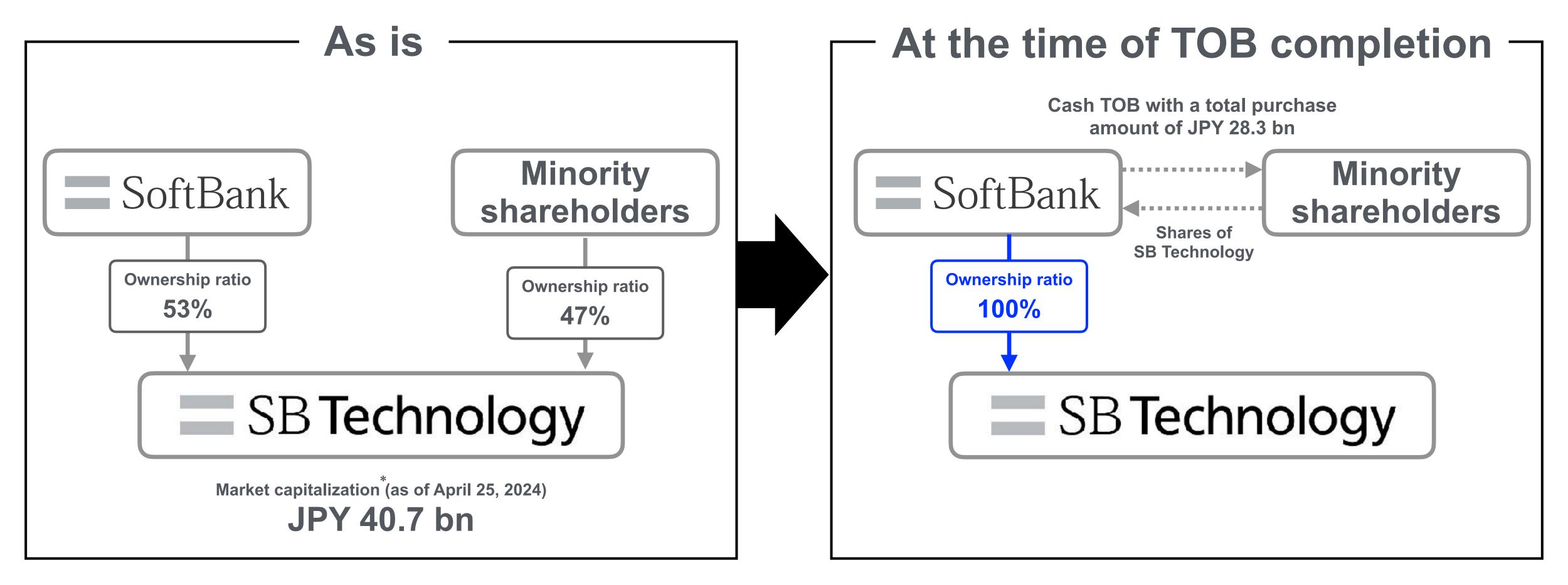
Utilizing for developing digital services tailored to specific use cases



## Announcement of Making SB Technology a wholly owned subsidiary (April 25, 2024)



## Wholly acquire SB Technology through TOB



## Purpose of Making SB Technology a wholly owned subsidiary



Concentrating extensive engineering resources and high technical capabilities

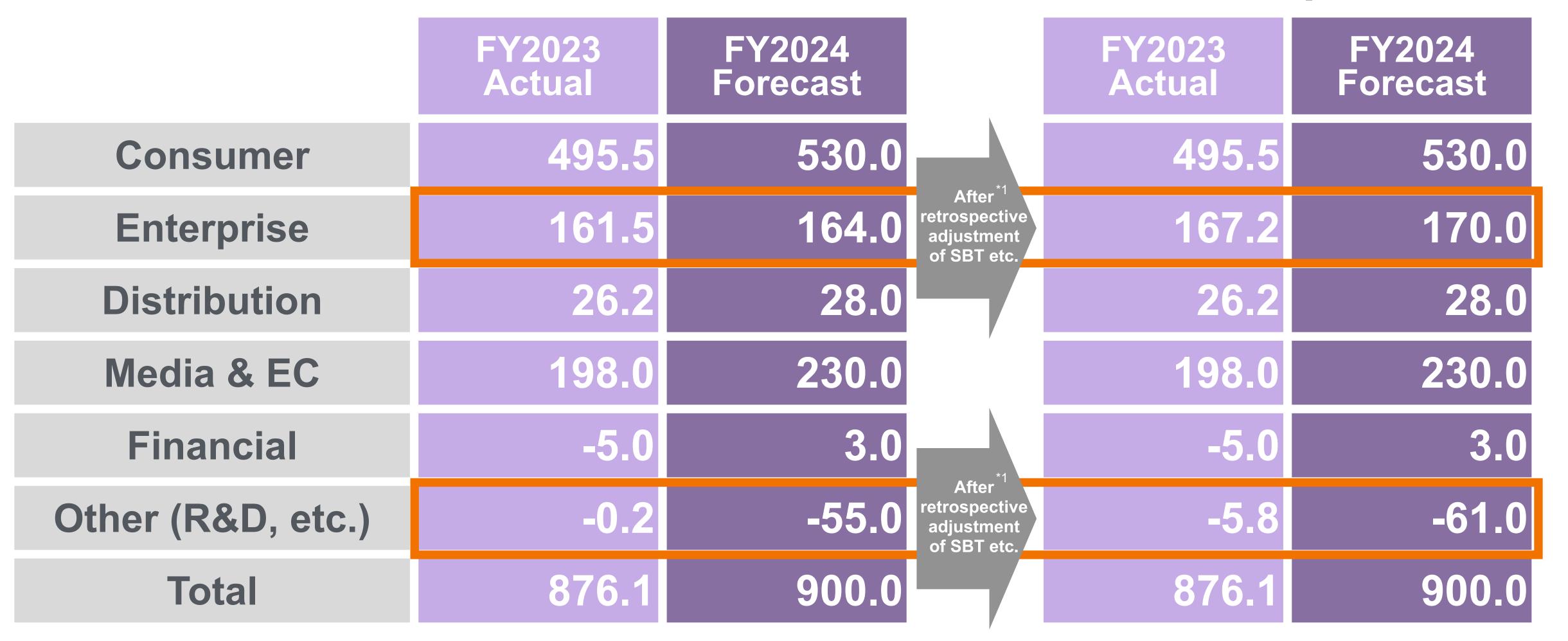
Accelerate Enterprise Business growth through synergies



## FY2024 Operating Income Forecast by Segment

[JPY bn]

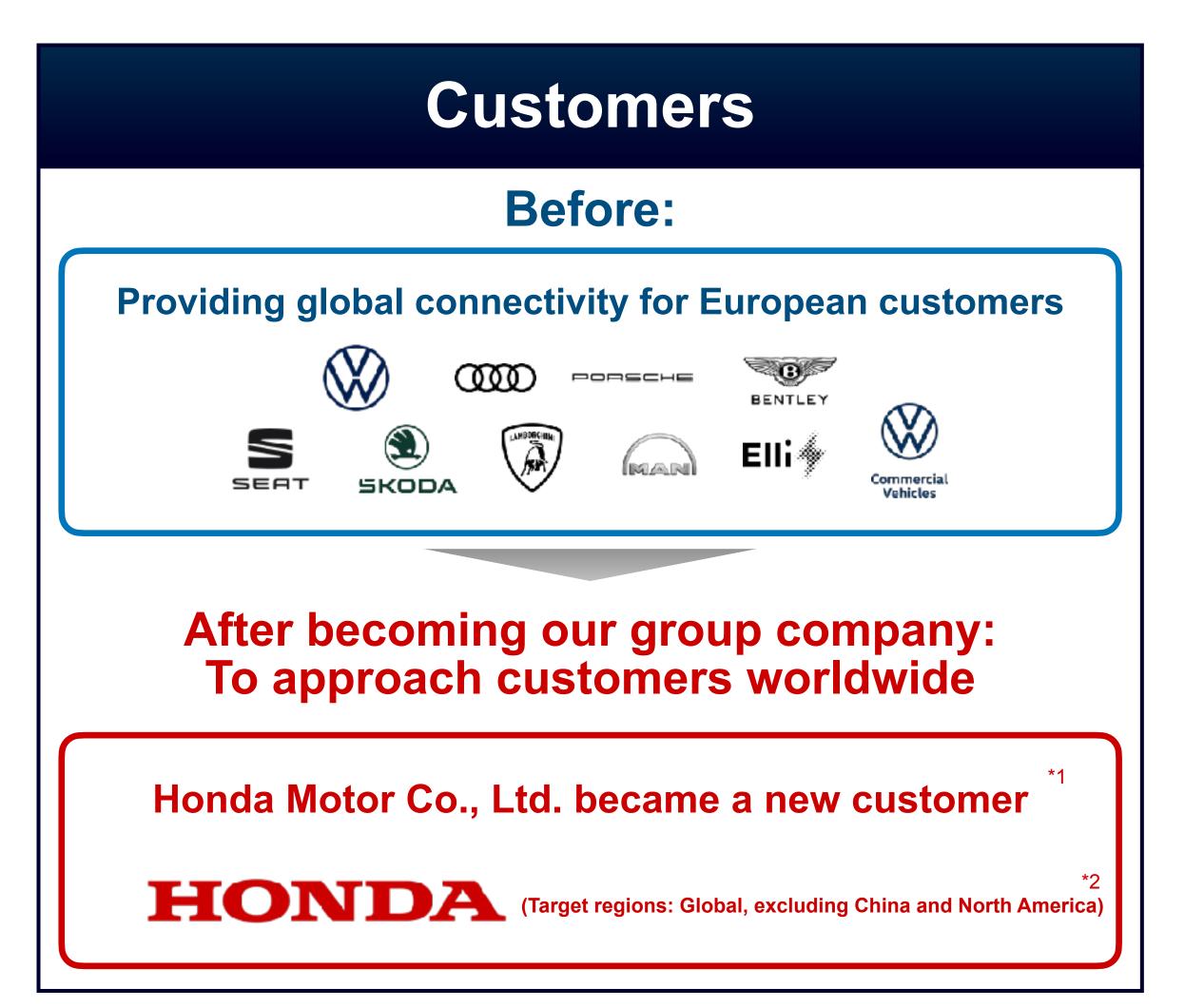
## From FY2024, SBT will move from "Other" to "Enterprise"

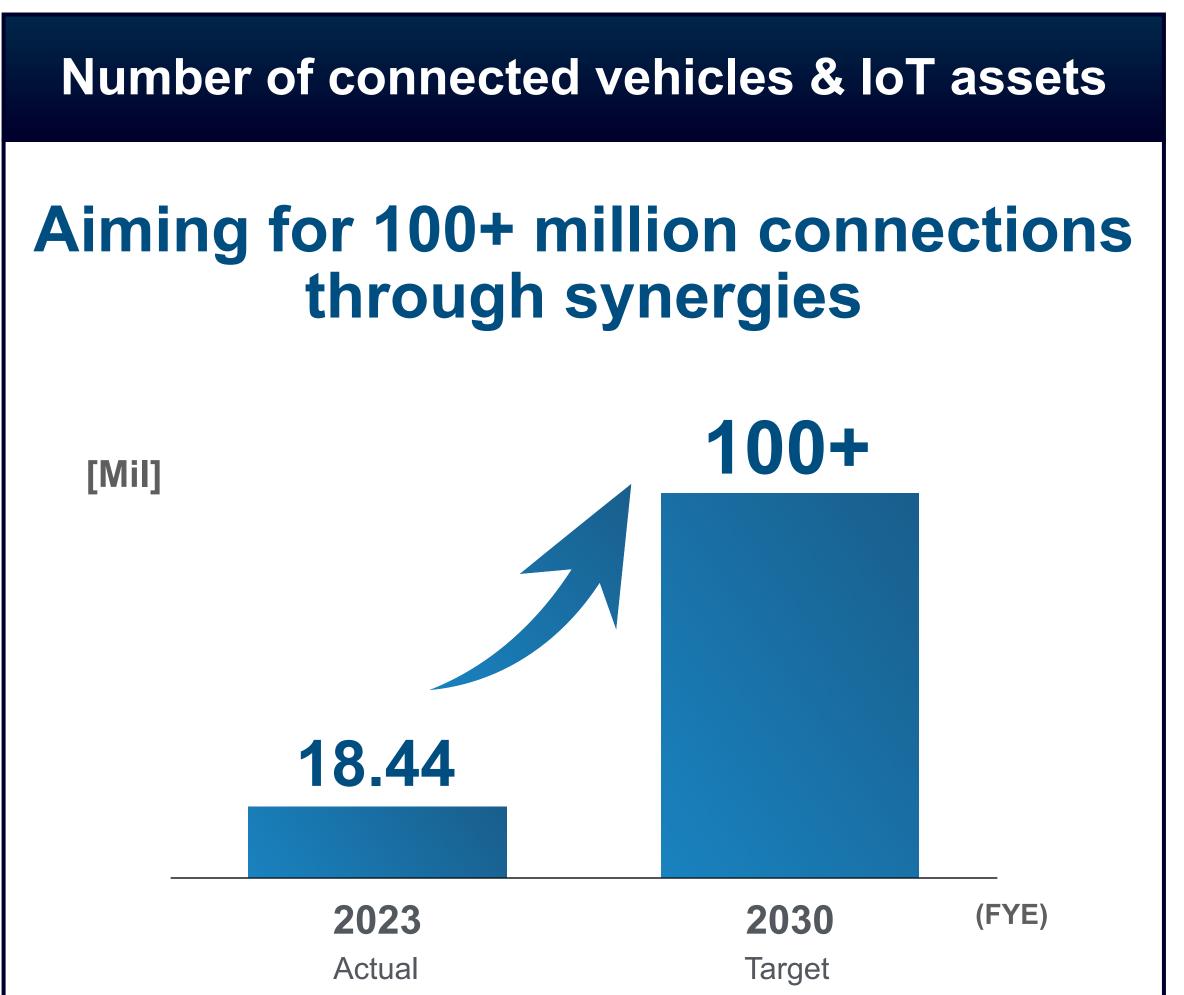


## loT Field



## More companies adopt Cubic Telecom's platform





# Media & EC Business

## 

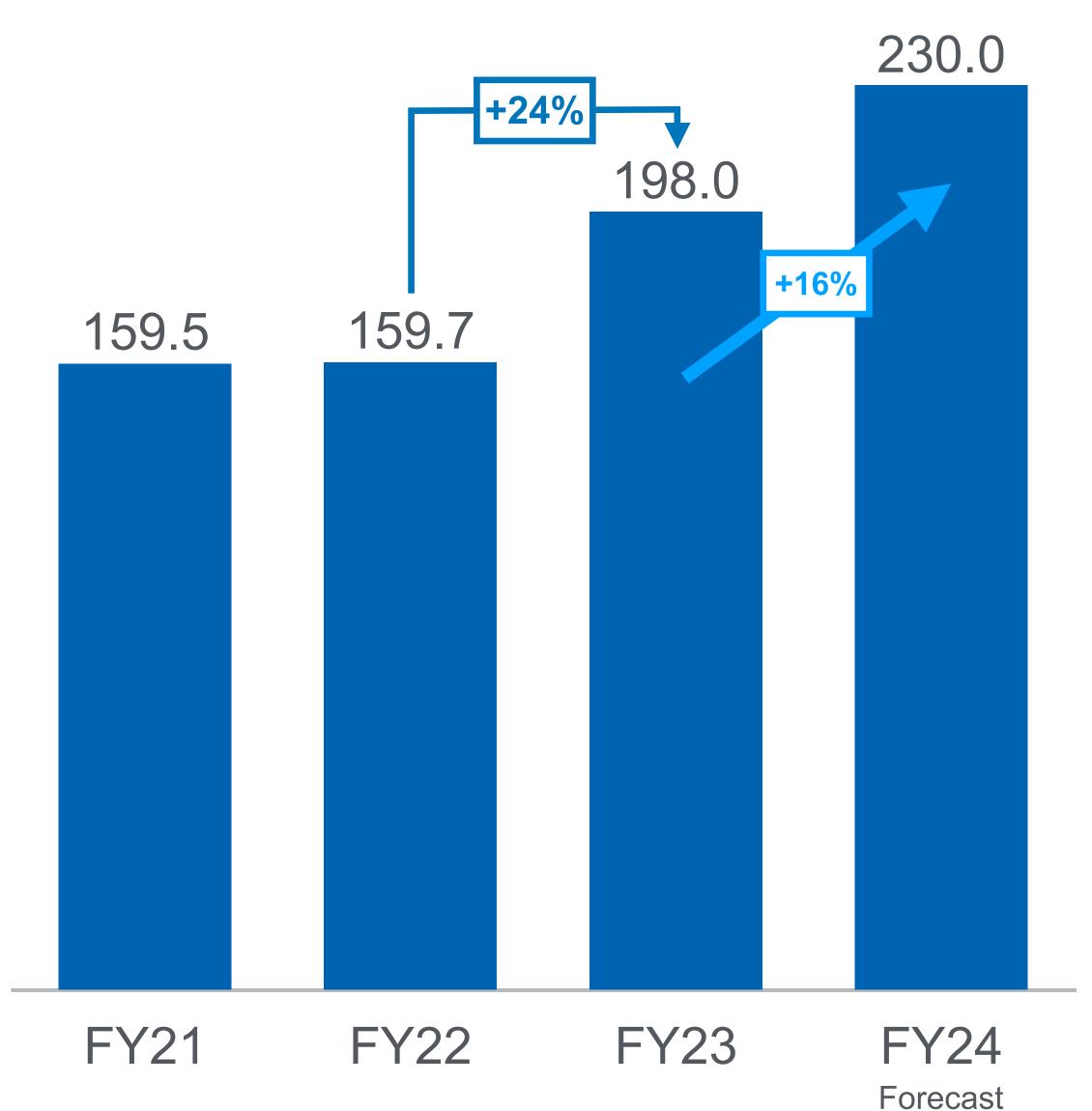
(LY Corporation)



## Media & EC: Revenue



[JPY bn]



(May 2023, at the time of the announcement of the mid-term management plan)

Business efficiency and renewed growth of media, search, and commerce business



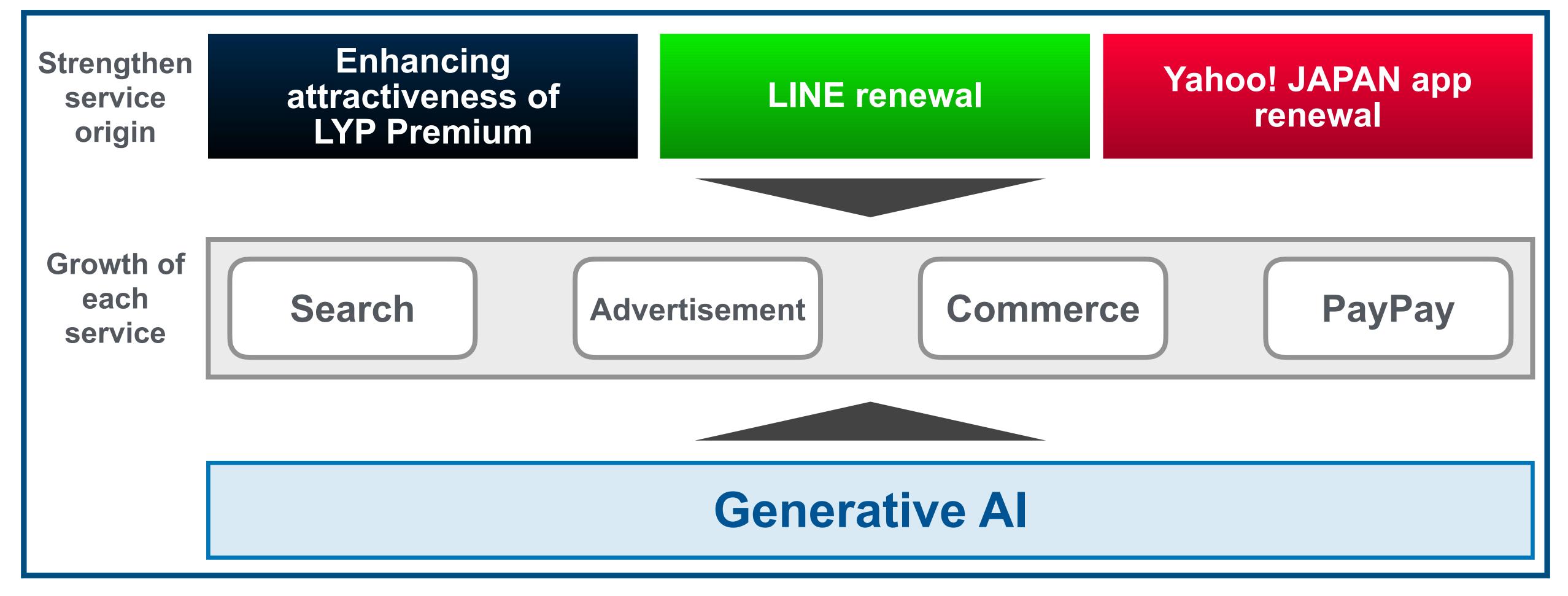
(Progress)

Increased by 24% YoY due to business efficiency in FY2023

Aiming for double-digit growth in FY2024, with sales growth contributing



# Media & EC Business Growth Strategy Aim for growth of each service by strengthening service origin





## Initiatives to Strengthen Security Governance

Outsourcing relationship with NAVER	<ul> <li>Sequentially terminate outsourcing relationship with NAVER (no new outsourcing)</li> <li>Terminate outsourcing and collaboration on the development and verification of online search</li> <li>Scheduled to complete LY Corporation's own measures within FY2024 (separation of employee systems and authentication systems from NAVER, etc.)</li> <li>Terminate outsourcing relationship with NAVER in the service and business domains</li> </ul>
Security governance system	- Established a Group CISO Board that also includes SoftBank Corp Fundamentally revise and sophisticate security governance
Review of capital relationship of LY	- Currently discussing the review of capital relationship with NAVER

# Financial Business







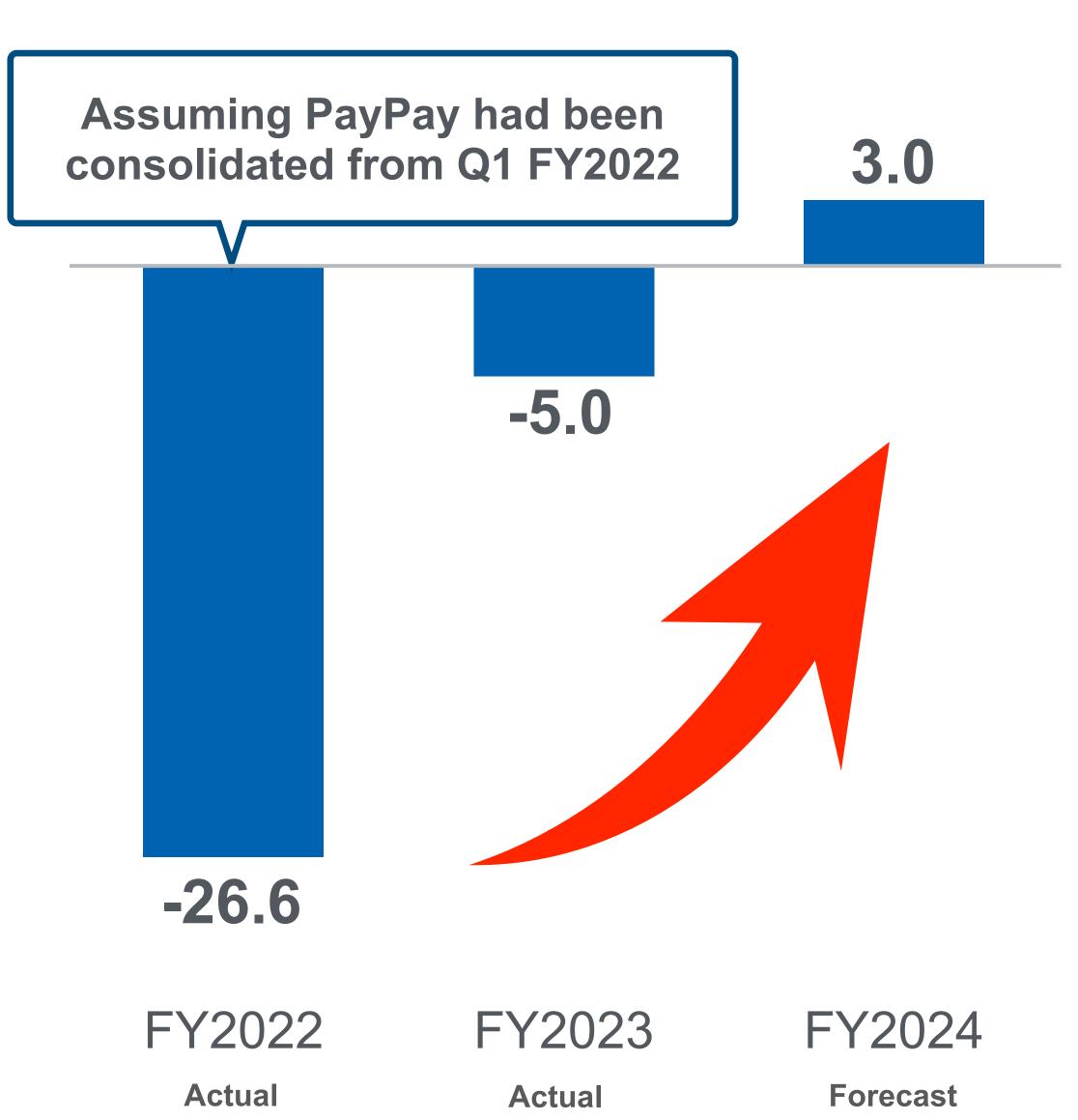




## Financial Business: Operating Income







(May 2023, at the time of the announcement of the mid-term management plan)

## Turn segment profitable by FY2025



(Progress)

Loss reduced significantly in FY2023

Turn segment profitable in FY2024





PayPay カード Card









(May 2023, at the time of the announcement of the midterm management plan)

#### **Providing seamless** means of payment

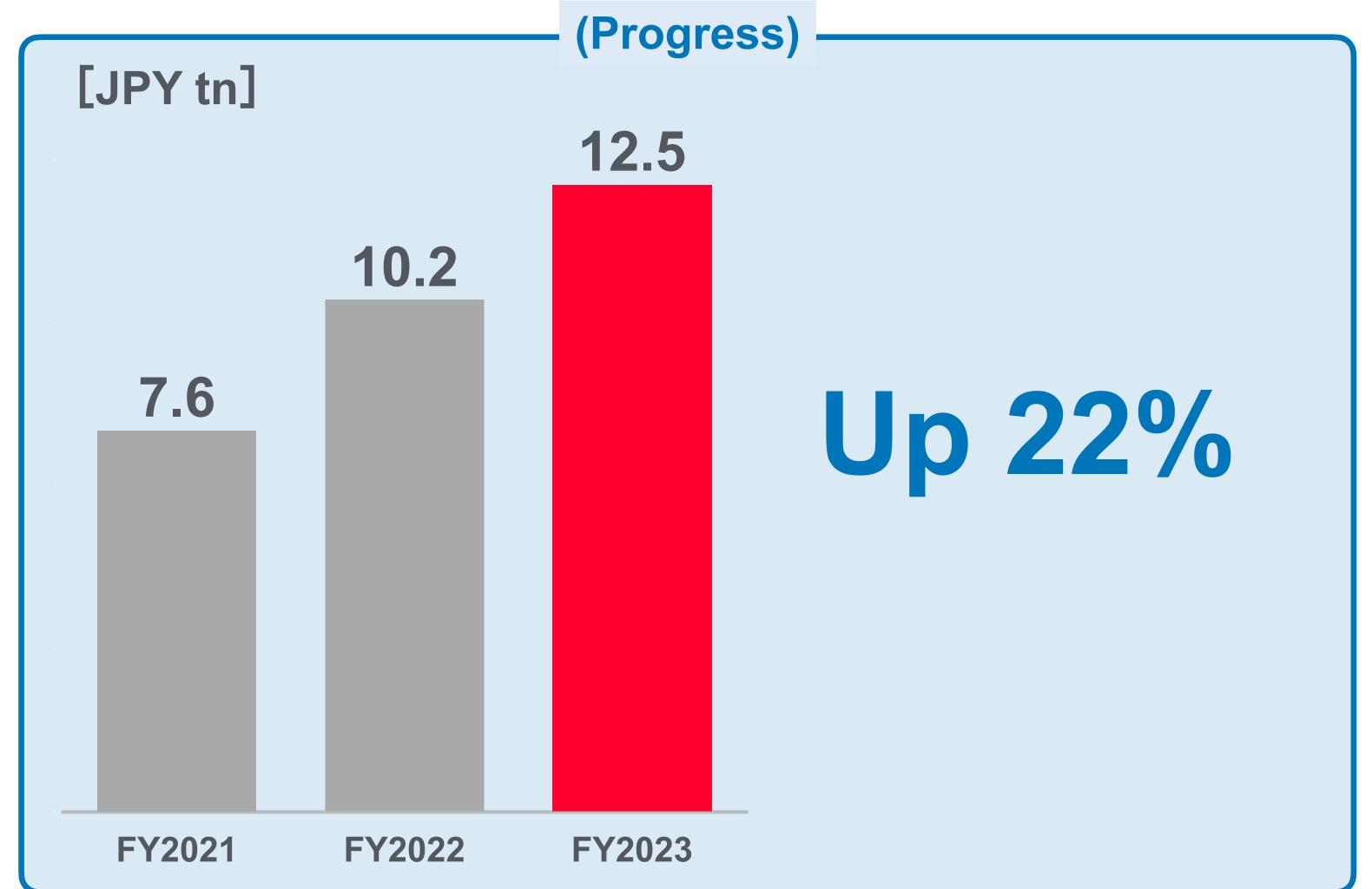
#### PayPay Code payment

(+Credit (Pay later, former Atobarai))

**PayPayCard** 

(Credit card payment)

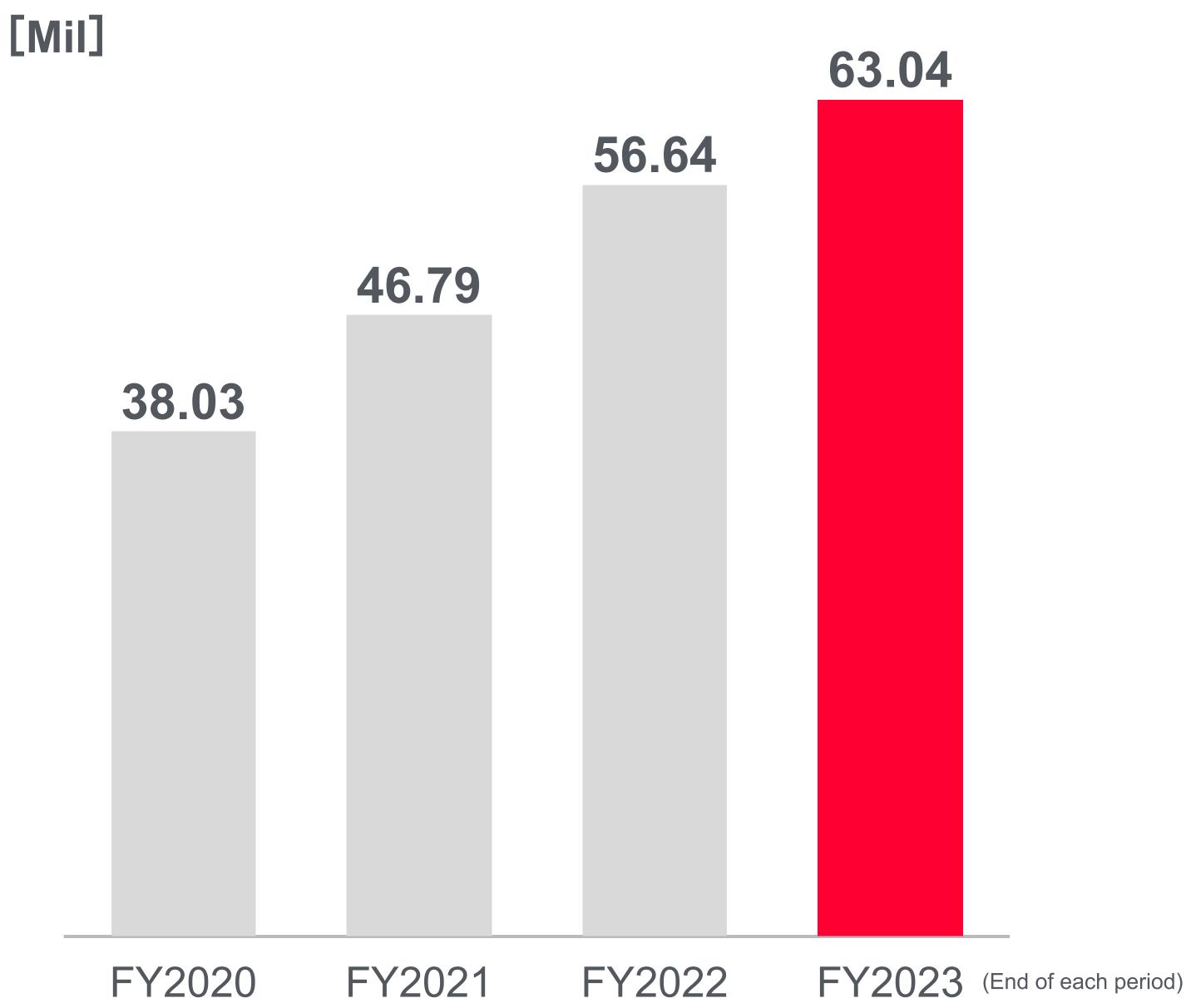






## PayPay Registered Users





63.04 mil

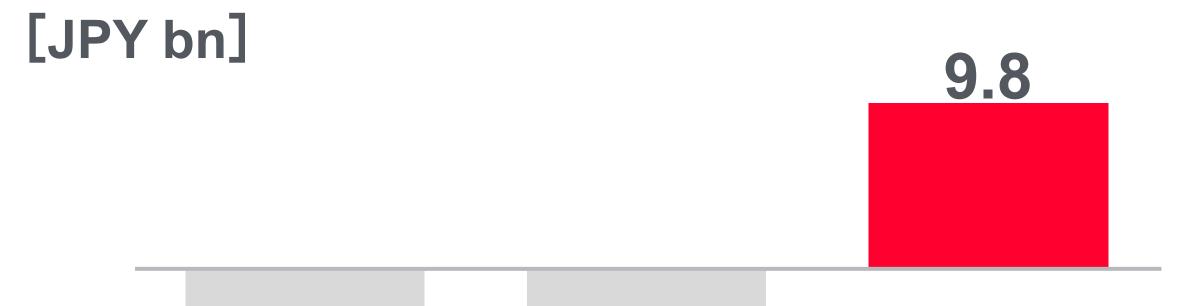
Up 11% YoY

## PayPay Consolidated EBITDA









-11.9

## Achieved full-year profitability

FY2021

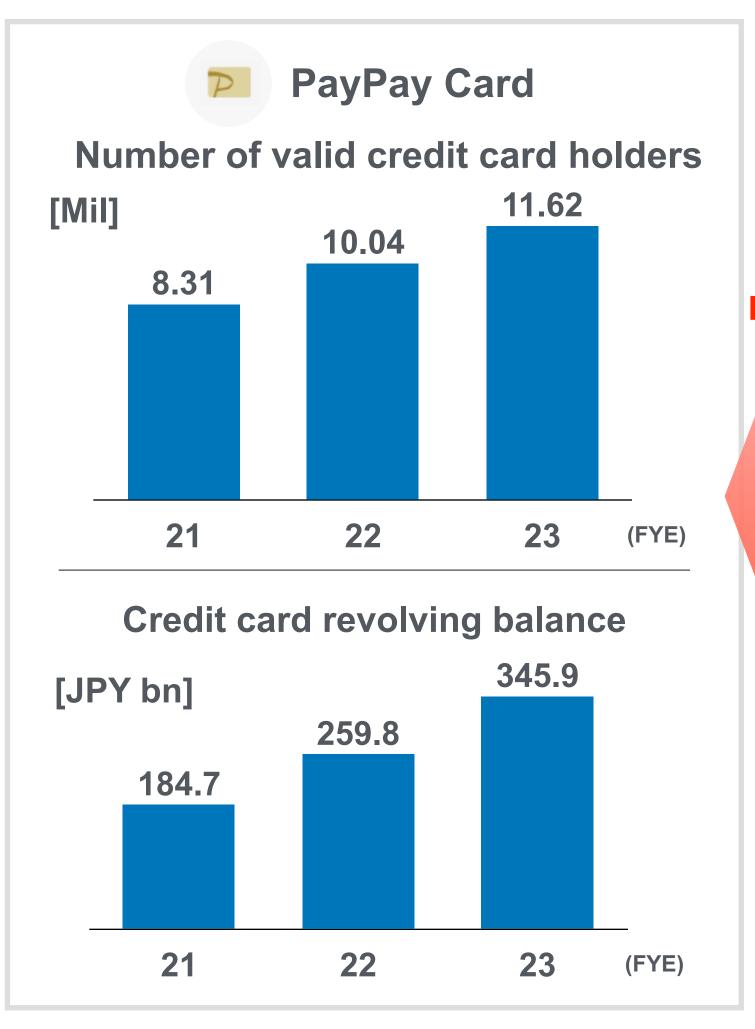
FY2022

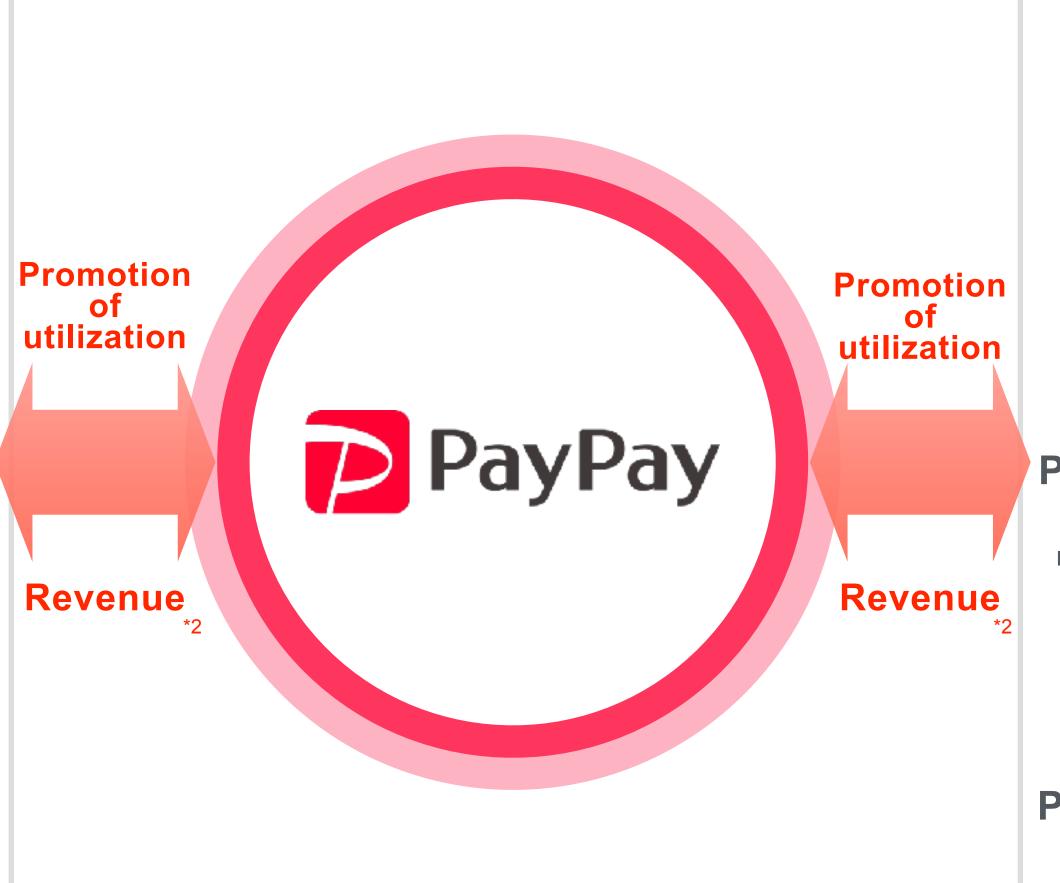
FY2023

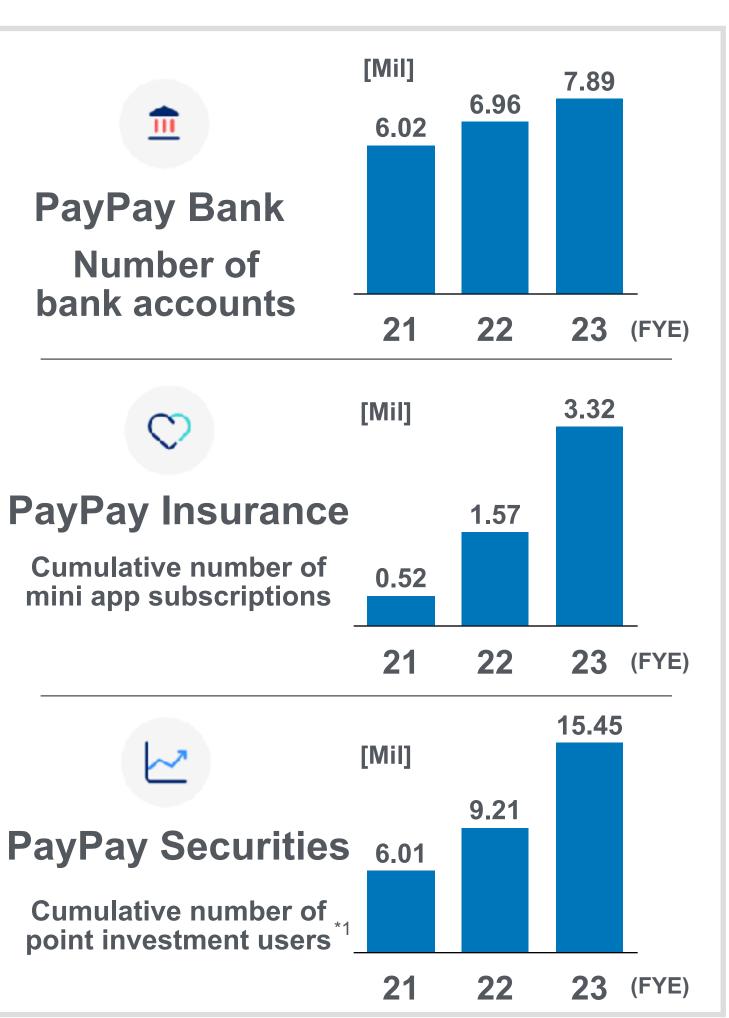
(Source) PayPay Corporation (Notes) Consolidated the financial statements of PayPay Card Corporation from the beginning of FY21 by applying the pooling-of-interests method PayPay consolidated basis, calculated by adding depreciation and loss on disposal of non-current assets to operating income (including twelve months for each fiscal year), IFRS, non-audited 62

## Financial Services

## Strengthen collaboration with group financial services for growth





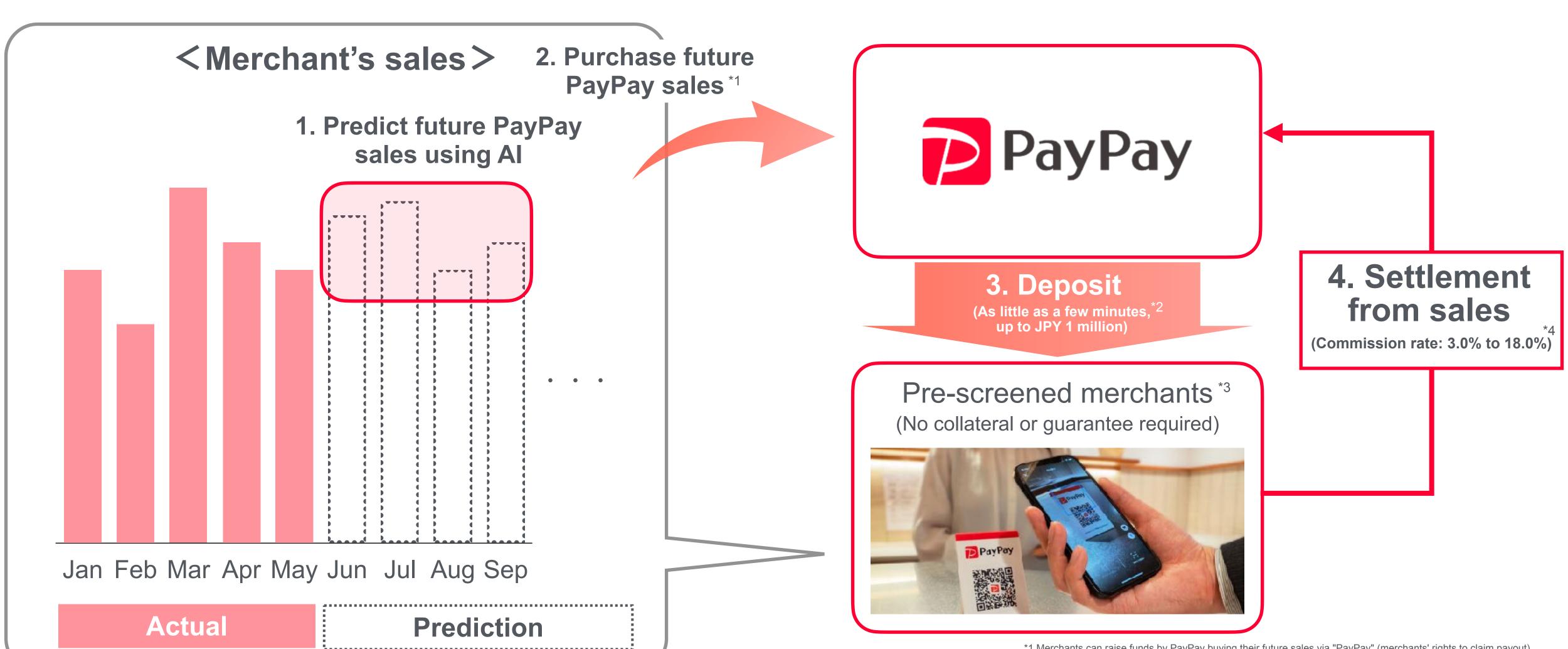


## Financial Services Diversification





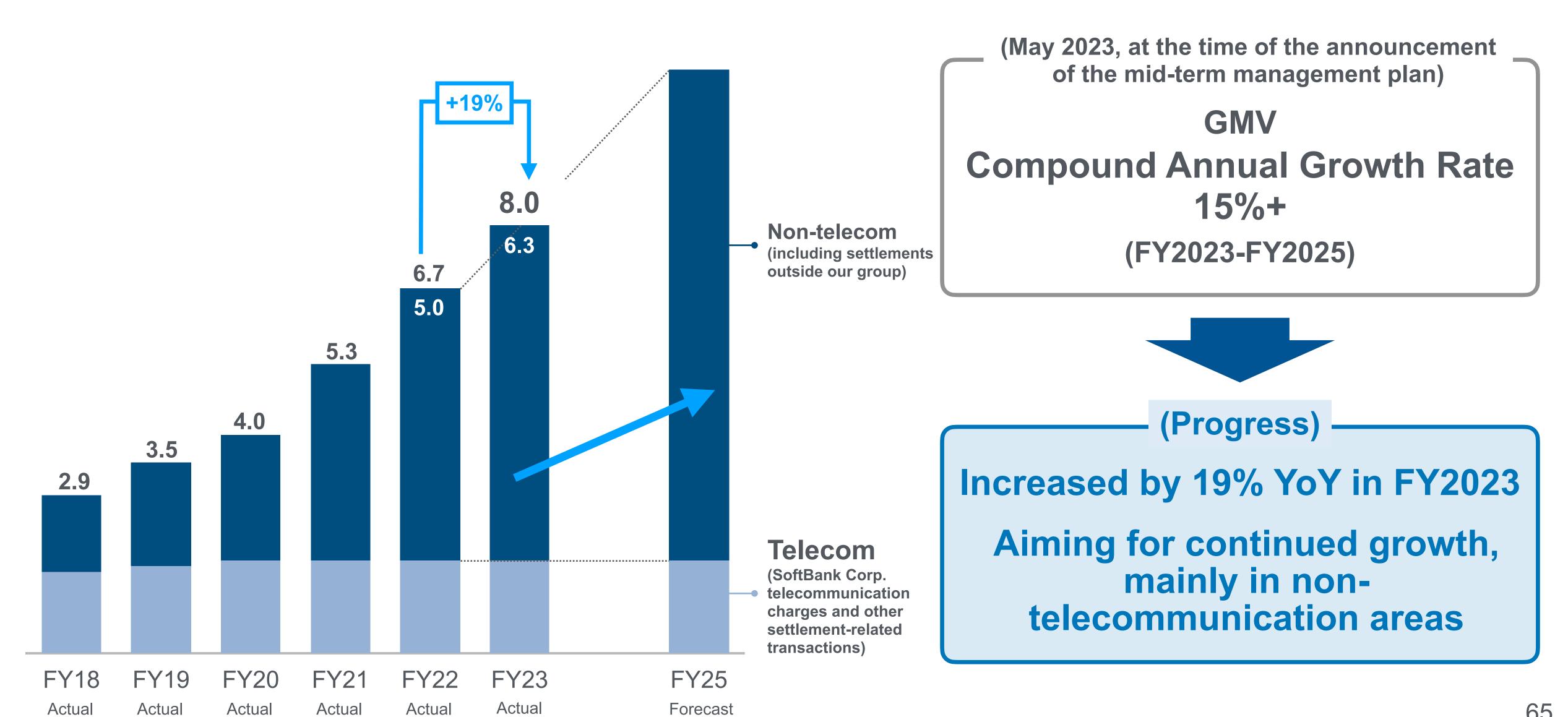
## Launched "PayPay Shikin Chotatsu (PayPay Funding)"



## SB Payment Service GMV

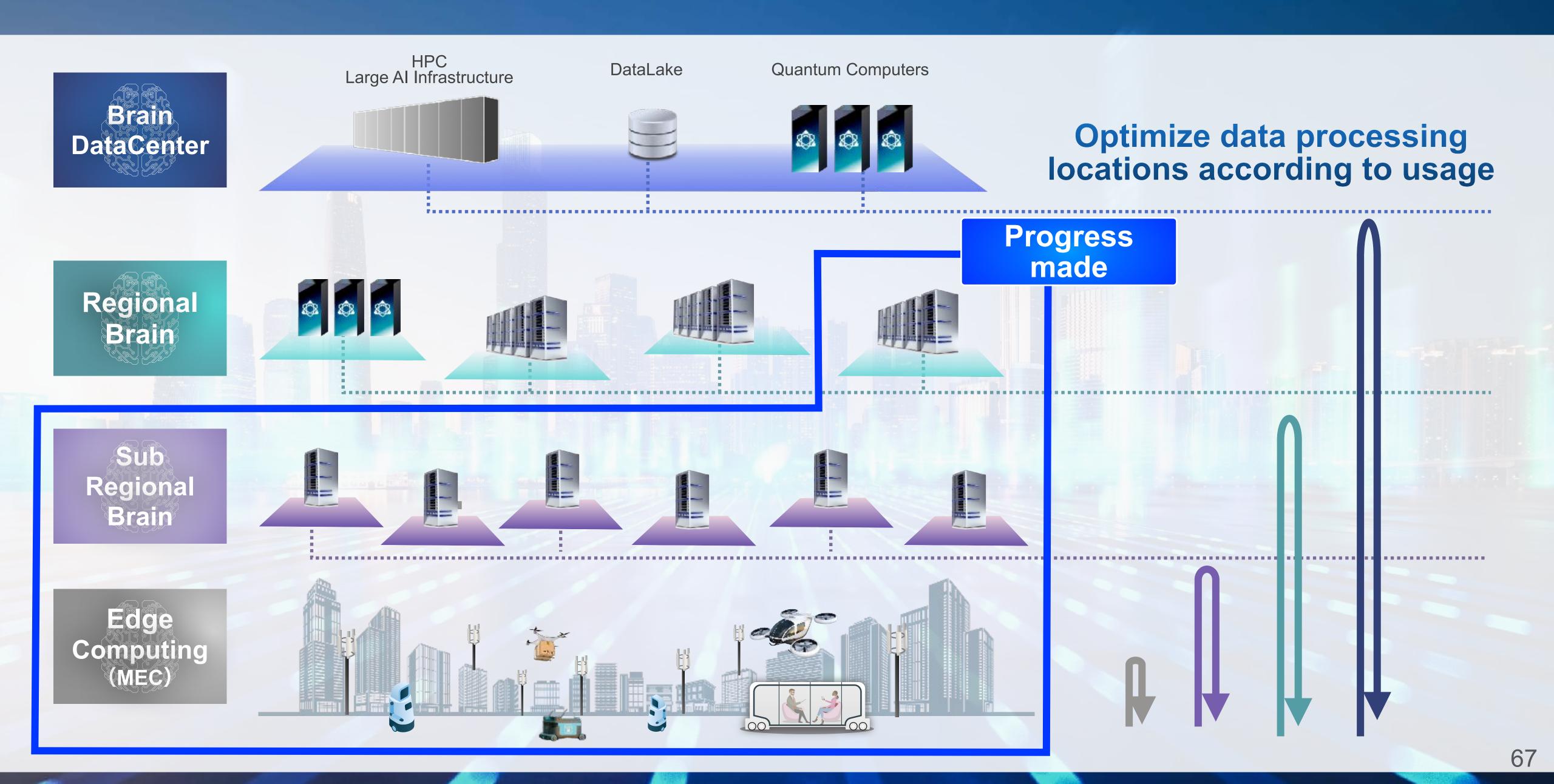


[JPY tn]



# Progress Toward Building Next-generation Socialinfrastructure

## Distributed Al Data Center Structure



## Established Al-RAN Alliance (February 2024)















AWS











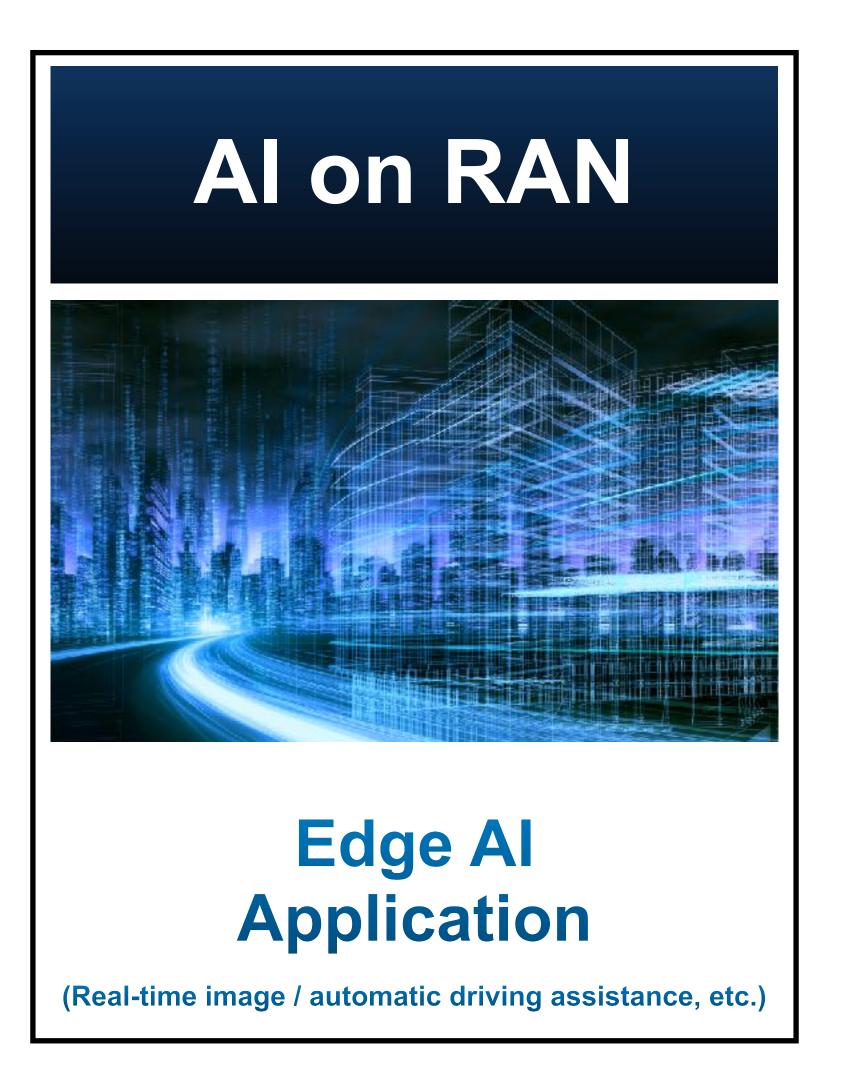
Create a new Al communication platform

#### SoftBank

## Major Research Themes of Al-RAN Alliance







Promote effective use of new technologies



## Update on ESG

# Strengthen corporate governance for continuous enhancement of corporate value

## Changes in Board of Directors (scheduled)



## External directors hold the majority to ensure independency of the board



Yasuyuki Imai Director & Chairman



Junichi Miyakawa President & CEO



Jun Shimba Representative Director & COO



Kazuhiko Fujihara

Board Director,

Executive Vice President & CFO



Masayoshi Son Board Director, Founder

#### **External directors**



Atsushi Horiba

Chairman,
Representative Director & Group CEO,
HORIBA, Ltd.

Naomi Koshi

Partner Lawyer, Miura & Partners

Former Mayor, Otsu City



Takehiro Kamigama
Former Chairman &
Representative Director,
TDK Corporation

Maki Sakamoto

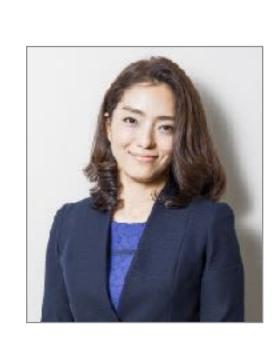
The University of Electro-Communications

Graduate School of Informatics and Engineering

Professor, Department of Informatics



Kazuaki Oki Head of Oki CPA Office

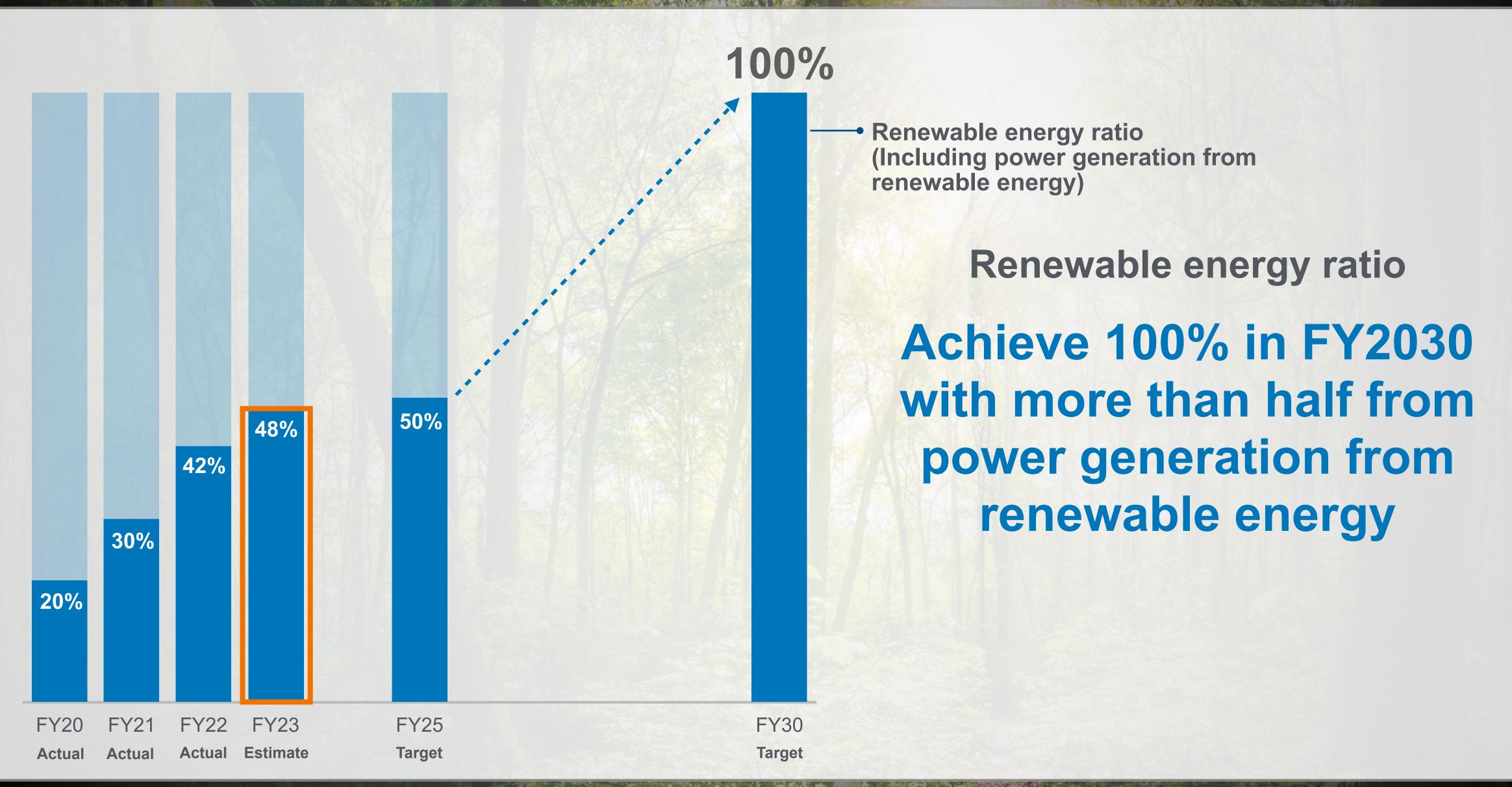


Hiroko Sasaki ChangeWAVE Group, Inc. President & CEO

Ratio of independent external directors \*1 54%



## Renewable Energy Ratio (Electricity used by the Company)\*





## Summary

- Exceeded upwardly revised forecasts for FY2023
- Aiming to achieve mid-term targets while investing in growth of generative AI, etc. in FY2024 and FY2025
- Strengthen corporate governance for continuous enhancement of corporate value
- Progress in next-generation social infrastructure initiatives



# Information Revolution — Happiness for everyone









## SoftBank