

QUARTER ENDED JUNE 30, 2023

# Investor Briefing

## SoftBank Vision & LatAm Funds

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### **NAVNEET GOVIL**

CFO, SB Investment Advisers & Member of the Executive Committee, SB Global Advisers

# Important Information (1 of 2)

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This presentation (this “Presentation”) is furnished to you for informational purposes in connection with the interests of SoftBank Group Corp. (together with its affiliates, “SoftBank”) in SoftBank Vision Fund L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle, the “Vision Fund I” or “SVF I”) or SoftBank Latin America Fund GP Ltd and SBLA Holdings II DE LLC (together with, as the context may require, any parallel funds, feeder funds, co-investment vehicles or alternative investment vehicles, the “LatAm Funds”) and is not, and may not be relied on in any manner as, legal, tax, investment, accounting or other advice or as an offer to sell or a solicitation of an offer to buy limited partnership or comparable limited liability equity interests in the Vision Fund I or any other fund, managed by SB Investment Advisers (UK) Ltd. (the “Manager” or “SBIA”), or SoftBank Vision Fund II-2 L.P. (together with, as the context may require, any parallel fund, feeder fund, co-investment vehicle or alternative investment vehicle, “SVF II” or the “Vision Fund II”), managed by SB Global Advisers Limited (“SBGA”) and its affiliates thereof. This Presentation is not intended to be relied upon as the basis for any investment decision, and is not, and should not be assumed to be, complete. The contents of this Presentation are not to be construed as legal, business or tax advice.

None of Vision Fund I, Vision Fund II, the LatAm Funds, any successor fund managed by the Manager, SBIA, SBGA, SoftBank or their respective affiliates makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and nothing contained herein should be relied upon as a promise or representation as to past or future performance of Vision Fund I, Vision Fund II, the LatAm Funds, any successor fund managed by the Manager, SBGA or any other entity referenced in this Presentation.

Recipients of this Presentation should make their own investigations and evaluations of the information contained in this Presentation and should note that such information may change materially.

For the avoidance of doubt, the Vision Fund I is a prior fund managed by SBIA which is not being offered to investors. Information relating to the performance of the Vision Fund I or any other entity referenced in this Presentation has been included for background purposes only and should not be considered an indication of the future performance of the Vision Fund I, any other entity referenced in this Presentation or any future fund managed by SBIA. References to any specific investments of the Vision Fund I, to the extent included herein, are presented to illustrate the Manager’s investment process and operating philosophy only and should not be construed as a recommendation of any particular investment or security. The investment performance of individual investments in the Vision Fund I may vary and the performance of the selected transactions is not necessarily indicative of the performance of all of the applicable prior investments. The specific investments identified and described herein do not represent all of the investments made by the Manager, and no assumption should be made that investments identified and discussed herein were or will be profitable.

Statements contained in this Presentation (including those relating to current and future market conditions and trends in respect thereof) that are not historical facts are based on current expectations, estimates, projections, opinions and/or beliefs of the Manager. Such statements involve known and unknown risks, uncertainties and other factors, and undue reliance should not be placed thereon. In addition, no representation or warranty is made with respect to the reasonableness of any estimates, forecasts, illustrations, prospects or returns, which should be regarded as illustrative only, or that any profits will be realized. Certain information contained herein constitutes “forward-looking statements,” which can be identified by the use of terms such as “may”, “will”, “should”, “expect”, “project”, “estimate”, “intend”, “continue”, “target” or “believe” (or the negatives thereof) or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or actual performance of the Vision Fund I or any successor fund managed by the Manager (or any other entity referred to herein) may differ materially from those reflected or contemplated in such forward-looking statements. As a result, investors should not rely on such forward-looking statements in making their investment decisions. Further, the targets stated herein are based on an assumption that economic, market and other conditions will not deteriorate and, in some cases, improve. These projections involve significant elements of subjective judgment. No representation or warranty is made as to future performance or such forward-looking statements. None of the information contained herein has been filed with the U.S. Securities and Exchange Commission, any securities administrator under any securities laws of any U.S. or non-U.S. jurisdiction or any other U.S. or non-U.S. governmental or self-regulatory authority. No such governmental or self-regulatory authority will pass on the merits of the offering of interests in the Vision Fund I, or any successor fund managed by the Manager or the adequacy of the information contained herein. Any representation to the contrary is unlawful. Except where otherwise indicated herein, the information provided in this Presentation is based on matters as they exist as of the date of preparation of this Presentation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or changes occurring after the date hereof.

# Important Information (2 of 2)

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Vision Fund I performance herein is based on unrealized valuations of portfolio investments. Valuations of unrealized investments are based on assumptions and factors (including, for example, as of the date of the valuation, average multiples of comparable companies, and other considerations) that the Manager believes are reasonable under the circumstances relating to each particular investment. However, there can be no assurance that unrealized investments will be realized at the valuations indicated herein or used to calculate the returns contained herein, and transaction costs connected with such realizations remain unknown and, therefore, are not factored into such calculations. Estimates of unrealized value are subject to numerous variables that change over time. The actual realized returns on the Vision Fund I's unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions and circumstances on which the Manager's valuations are based.

Vision Fund I performance is based in part on valuations of certain investments that were recently acquired by the Vision Fund I as a portfolio from SoftBank Group Corp; accordingly, the performance information herein, which is based in part on valuations of unrealized investments, is not indicative of future results. The selection of such investments, the timing of such acquisitions and the valuation and subsequent performance of those investments had a material and positive impact on the performance of the Vision Fund I. SoftBank Group Corp. is under no obligation to offer similar assets to the Vision Fund I in the future.

Past performance is not necessarily indicative of future results. The performance of the Vision Fund I or any future fund managed by the Manager may be materially lower than the performance information presented herein. There can be no assurance that the Vision Fund I, Vision Fund II or any successor fund managed by the Manager will achieve comparable results as those presented herein or that investors in the Vision Fund I, Vision Fund II or any successor fund managed by the Manager will not lose any or all of their invested capital.

Certain information contained in this Presentation has been obtained from published and non-published sources prepared by other parties, which in certain cases has not been updated through the date hereof. While such information is believed to be reliable for the purposes of this Presentation, none of the Vision Fund I, Vision Fund II, any successor fund managed by the Manager, the Manager, SoftBank, or their respective affiliates assumes any responsibility for the accuracy or completeness of such information and such information has not been independently verified.

Certain hypothetical illustrations set forth herein contain projections, targets, assumptions and expectations with respect to the performance of investments. These hypothetical returns, including the projections, targets, assumptions and expectations contained therein, have been prepared and are set out for illustrative purposes only, and do not constitute forecasts. They have been prepared based on the Manager's current view in relation to future events and various assumptions and estimations, including estimations and assumptions with respect to events that have not occurred, any of which may prove incorrect. Others may select other underlying assumptions or methodologies that would significantly affect the projected returns or performance information set forth herein, even materially.

Third-party logos and vendor information included herein are provided for illustrative purposes only. Inclusion of such logos does not imply affiliation with or endorsement by such firms or businesses. There is no guarantee that the Manager, the Vision Fund I's portfolio companies, any future portfolio companies of a successor fund managed by the Manager or SoftBank will work with any of the firms or businesses whose logos are included herein in the future.

# Topics

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01- Progress & Highlights

02- In Focus: Innovation in the AI Era

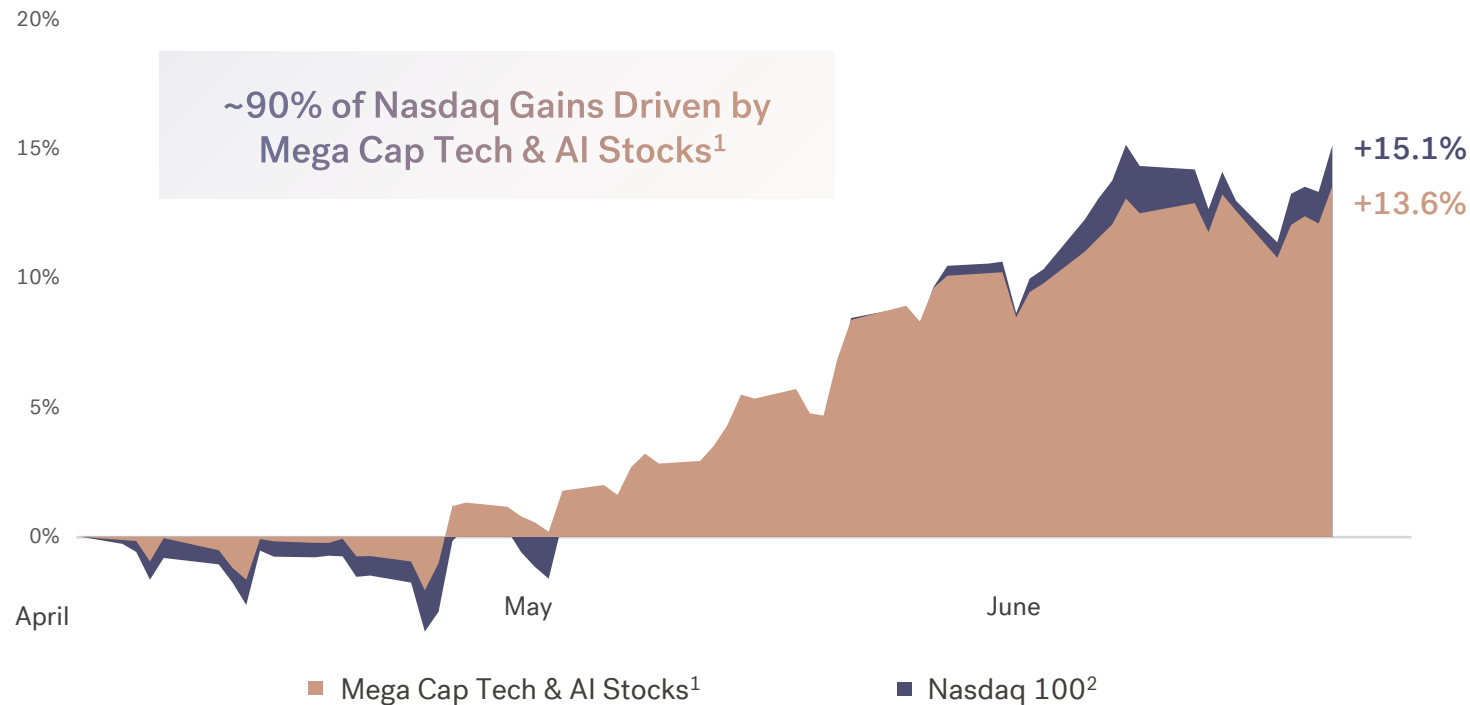
# Progress & Highlights

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# Nuanced Market Rebound

## MARKET PERFORMANCE DRIVEN BY SELECT NAMES

### Market Capitalization % Change – April to June 2023



Broadening Horizon of AI Applications



Federal Reserve Rate Hike Cycle Ongoing



Inflation Eases in the US, Varies Globally



VC Capital Deployment Moderates

#### Footnotes:

1. Source: Capital IQ. Mega Cap Tech & AI Stocks index represents the percent change in the sum of the market capitalization of Nvidia, Meta, Tesla, Amazon, Google, Microsoft and Apple between April 1, 2023, and June 30, 2023.
2. Source: Capital IQ. NASDAQ 100 Index represents the percent change in the sum of the market capitalization of all stocks in the NASDAQ Composite Index between April 1, 2023, and June 30, 2023.

The information is provided for illustrative purposes only. Certain information provided herein is provided by a third-party and SBIA makes no representation regarding its accuracy. The criteria for including securities in these indices are different than SBIA's criteria for choosing investments for Vision Fund 1, Vision Fund 2, or the LatAm Funds. Specifically, SVF1, SVF2, and the LatAm Funds do not invest in the securities comprising these indices. An investment in SVF1, SVF2, or the LatAm Funds generally will be subject to expenses, management fees, and carried interest charged or payable by SVF1, SVF2, or the LatAm Funds, none of which are reflected in these indices. For the foregoing and other reasons, the returns achieved by SVF1, SVF2, or the LatAm Funds and the returns of the indices should not be considered comparable. Past performance is not indicative of future results.

SoftBank  
Vision Fund 1SoftBank  
Vision Fund 2SoftBank  
LatAm Funds

Combined

<b>Total Commitment</b>	\$98.6B	\$60.0B	\$7.6B	\$166.2B
<b>Acquisition Cost<sup>1</sup></b>	\$87.8B	\$51.5B	\$7.3B	\$146.6B
<b>Cumulative Gross Investment Gains/(Losses)<sup>1</sup></b>	\$14.2B	\$(19.2B)	\$(1.3B)	\$(6.3B)
<b>Total Fair Value<sup>2</sup></b>	\$102.1B	\$32.2B	\$6.0B	\$140.3B
<b>Distributions<sup>3</sup></b>	\$45.9B	\$9.1B	\$0.1B	\$55.1B

## PROGRESS &amp; HIGHLIGHTS

Performance  
Snapshot

As of June 30, 2023

## Footnotes:

1. Acquisition Cost and Cumulative Gross Investment Gains/(Losses) are cumulative from Fund Inception to June 30, 2023. Cumulative Gross Investment Gains/(Losses) are before tax and expenses and include Unrealized and Realized gains and losses from Investments and their related hedges and dividend income received. Cumulative Gross Investment Gains does not take into account fees or expenses and should not be construed as indicative of actual or future performance. Total figures may differ from the sum of parts due to rounding. The Total Value to Paid in Capital (TVPI) of SoftBank Vision Fund 1 is 1.12x. The TVPI is defined as Distributions plus Net Asset Value plus Accrued Preferred Equity Coupon (PEC) divided by Paid-in Capital. Distributions and Paid-in Capital are cumulative from Fund Inception to June 30, 2023. Net Asset Value plus Accrued PEC are as of June 30, 2023.
2. Total Fair Value is the Acquisition Cost plus Cumulative Gross Investment Gains/(Losses) as of June 30, 2023. Total figures may differ from the sum of parts due to rounding.
3. Distributions include proceeds from Investment Realizations, Financings, and Preferred Equity Coupon distributed to Limited Partners from Fund Inception to June 30, 2023. It includes the Return of Rec callable Utilized Contributions and the Return of Non-Rec callable Utilized Contributions but does not include the Return of Rec callable Unutilized Contributions.

The information herein is presented solely for SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds. These highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Cumulative Gross Investment Gains/(Losses) and Total Fair Value include valuations of Unrealized Investments, do not take into account fees or expenses at the time of exit that would reduce the value of returns experienced by investors, and should not be construed as indicative of actual or future performance. Actual Realized amounts will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual Realized returns on Investments that are Unrealized may differ materially from the values indicated herein.

## QUARTERLY FAIR VALUE PERFORMANCE<sup>1</sup>

**+\$0.8B**  
COMBINED

**+\$0.8B**  
SVF1

**-\$0.3B**  
SVF2

**+\$0.3B**  
LATAM

### PROGRESS & HIGHLIGHTS

# Quarterly Performance

As of June 30, 2023

### PERFORMANCE DRIVERS

Constructive AI exposure across the Vision & LatAm Funds, with large positions benefitting

Broad & diverse portfolio demonstrating stabilization in valuations

Sector-specific developments impacted select exposures –  
Proptech and US Autonomous Vehicles



#### Footnotes:

1. Quarterly Fair Value Performance is the change in fair value of the SoftBank Vision Fund 1, SoftBank Vision Fund 2, and SoftBank LatAm Funds, together the "Combined Funds" between April 1, 2023, and June 30, 2023. The change in Quarterly Fair Value Performance is before tax and expenses and includes Unrealized and Realized gains and losses from Investments and their related hedges and dividend income received.

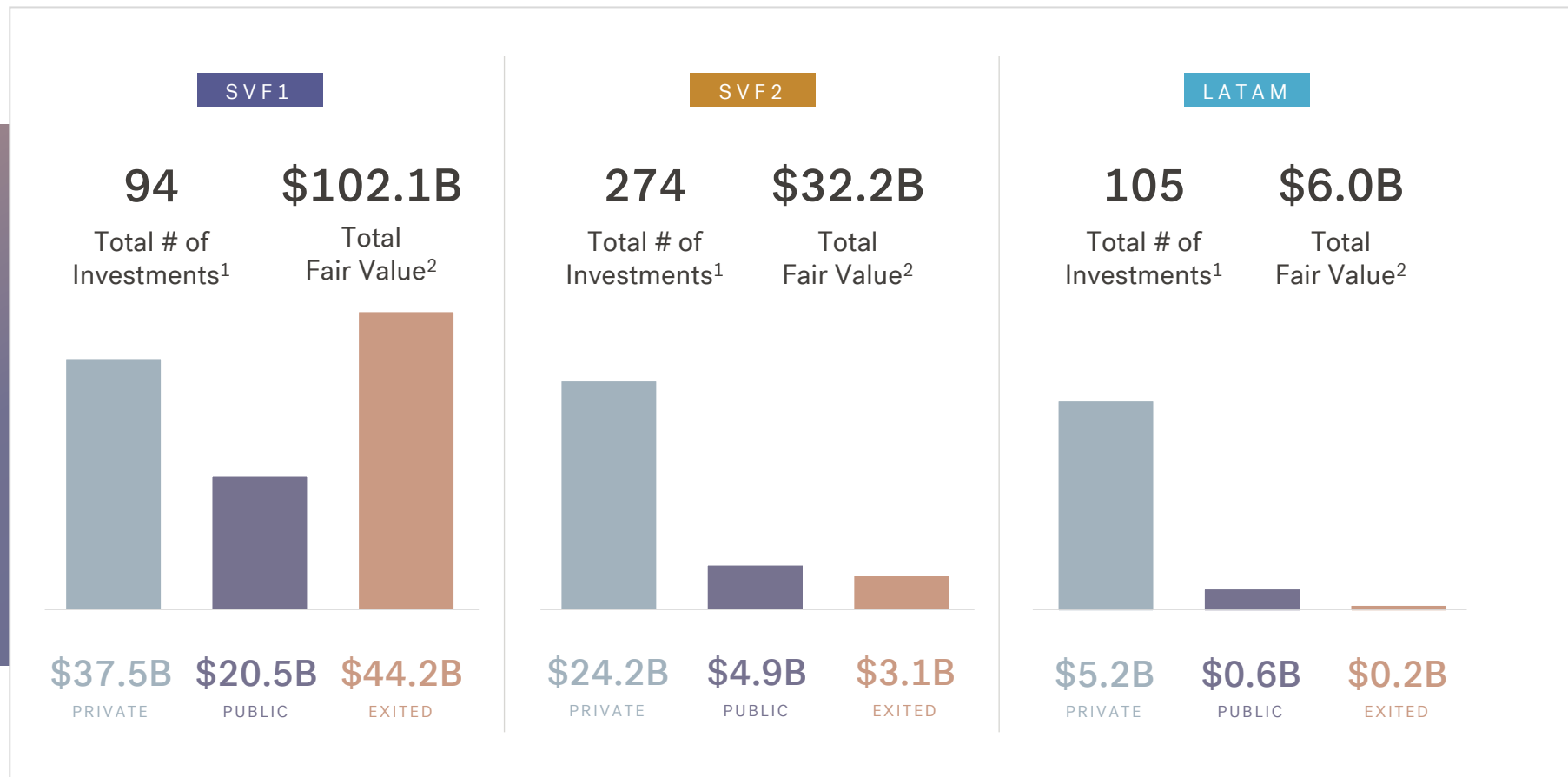
Valuations reflect unrealized and partially realized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by Vision Fund investors. There is no guarantee that historical trends will continue throughout the life of Vision Fund 1, Vision Fund 2, or the LatAm Fund. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual realized returns on investments that are partially realized or unrealized may differ materially from the values indicated herein. Past performance is not indicative of future results.



## PROGRESS &amp; HIGHLIGHTS

Fair Value  
By Fund

As of June 30, 2023



## Footnotes:

1. Total Number of Investments includes Investments in portfolio companies made by SoftBank Vision Fund 1, SoftBank Vision Fund 2, SoftBank LatAm Funds, and joint-ventures with existing portfolio companies from Funds inception to June 30, 2023. It does not include hedges related to the Investments. Total Investments includes both current and fully exited investments.
2. Total Fair Value is the Acquisition Cost plus the Cumulative Gross Investment Gains/(Losses) as of June 30, 2023. Total figures may differ from the sum of parts due to rounding.

Valuations reflect unrealized and partially realized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by Vision Fund investors. There is no guarantee that historical trends will continue throughout the life of Vision Fund 1, Vision Fund 2, or the Latam Fund. It should not be assumed that investments made in the future will be comparable in quality or performance to investments described herein. References to specific investments should not be construed as a recommendation of any particular investment or security. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on unrealized and partially realized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual realized returns on investments that are partially realized or unrealized may differ materially from the values indicated herein. With respect to publicly-traded securities, the valuations presented herein are as of the measurement date and have likely moved either upwards or downwards since such measurement date. Past performance is not indicative of future results.

## PROGRESS &amp; HIGHLIGHTS

# Performance of Public Investments

As of June 30, 2023

## Public Investments By Fair Value<sup>1</sup>

# \$26.0B

CURRENT FAIR VALUE<sup>2</sup>

# +\$0.7B

QUARTERLY GAIN<sup>3</sup>

INVESTMENT <sup>4</sup>	FAIR VALUE (\$B)	QUARTERLY GAIN (\$B)	INVESTMENT <sup>4</sup>	FAIR VALUE (\$B)	QUARTERLY GAIN (\$B)
 coupang	\$7.4	+\$0.6	 paytm	\$0.6	+\$0.2
 DiDi	\$2.9	-\$0.8	 DELIVERY Small World	\$0.5	+\$0.1
 AutoStore	\$2.9	+\$0.1	COMPASS	\$0.4	-
 Grab	\$2.4	+\$0.3	 VIR	\$0.4	-
 满帮 Full Truck Alliance	\$1.2	-\$0.3	 wework	\$0.4	-\$0.4
 DOORDASH	\$0.9	+\$0.2	 AUTO1 GROUP	\$0.4	+\$0.1
 商汤 sensetime	\$0.9	-\$0.2	 RELAY THERAPEUTICS	\$0.4	-\$0.1
 symbolic	\$0.9	+\$0.4	 zomato	\$0.3	+\$0.1
 ROIVANT SCIENCE	\$0.8	+\$0.2	 inter	\$0.2	+\$0.1
 goto	\$0.7	-	 policybazaar.com	\$0.2	-
			Other Public Investments	\$1.3	+\$0.2

## Footnotes:










- Investments listed in the table represent the top 20 largest public assets across SVF1, SVF2, and LatAm Funds by Unrealized Fair Value as of June 30, 2023.
- Current Fair Value is the Total Public Investment Acquisition Cost plus the Cumulative Gross Investment Gains/(Losses) as of June 30, 2023. Excludes realized investments.
- Quarterly Gain is the change in the Total Public Investment Fair Value between April 1, 2023, and June 30, 2023.
- SVF1 investments: Coupang, DiDi, Grab, Doordash, Sensetime, Roivant, Goto, Paytm, Delivery, Compass, Vir Biotechnology, Auto1 Group, Relay Therapeutics, Zomato and Policy Bazaar. SVF2 investments: Autostore and Symbotic. LatAm Funds investments: Banco Inter. WeWork and Full Truck Alliance are both SVF1 and SVF2 investments.

The information herein is presented solely for SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds. These highlights are provided solely for illustrative purposes and individual investors' results may vary. Past performance is not necessarily indicative of future results. Gross Investment Gains/(Losses) and Fair Value include valuations of Unrealized Investments, do not take into account fees or expenses at the time of exit that would reduce the value of returns experienced by investors, and should not be construed as indicative of actual or future performance. Actual Realized amounts will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual Realized returns on Investments that are Unrealized may differ materially from the values indicated herein. Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBJA and do not purport to be a complete list of Vision Fund I investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. With respect to publicly-traded securities, the valuations presented herein are as of the measurement date and have likely moved either upwards or downwards since such measurement date.

# Performance of Private Investments by Sector

Private Investments by Sector | As of June 30, 2023

## KEY METRICS BY SECTOR

	 Frontier Tech	 Enterprise	 Fintech	 Consumer	 Transportation	 Health Tech	 Edtech	 Logistics	 PropTech
FV BY SECTOR <sup>1</sup>	\$13.9B	\$8.4B	\$6.4B	\$23.6B	\$3.6B	\$2.7B	\$1.3B	\$4.1B	\$2.1B
QUARTERLY FV GAIN/ (LOSS) <sup>2</sup>	\$0.8B	\$0.1B	\$0.1B	\$0.1B	\$0.1B	\$-	\$-	(\$0.2B)	(\$0.8B)

Footnotes:

1. Fair Value by Sector is the per sector Total Investment Acquisition Cost plus the Cumulative Gross Investment Gains/(Losses) as of June 30, 2023. Excludes realized investments and investments not categorized by sector.

2. Quarterly Gain/Loss is the change in the Total Private Investment Fair Value between April 1, 2023, and June 30, 2023.

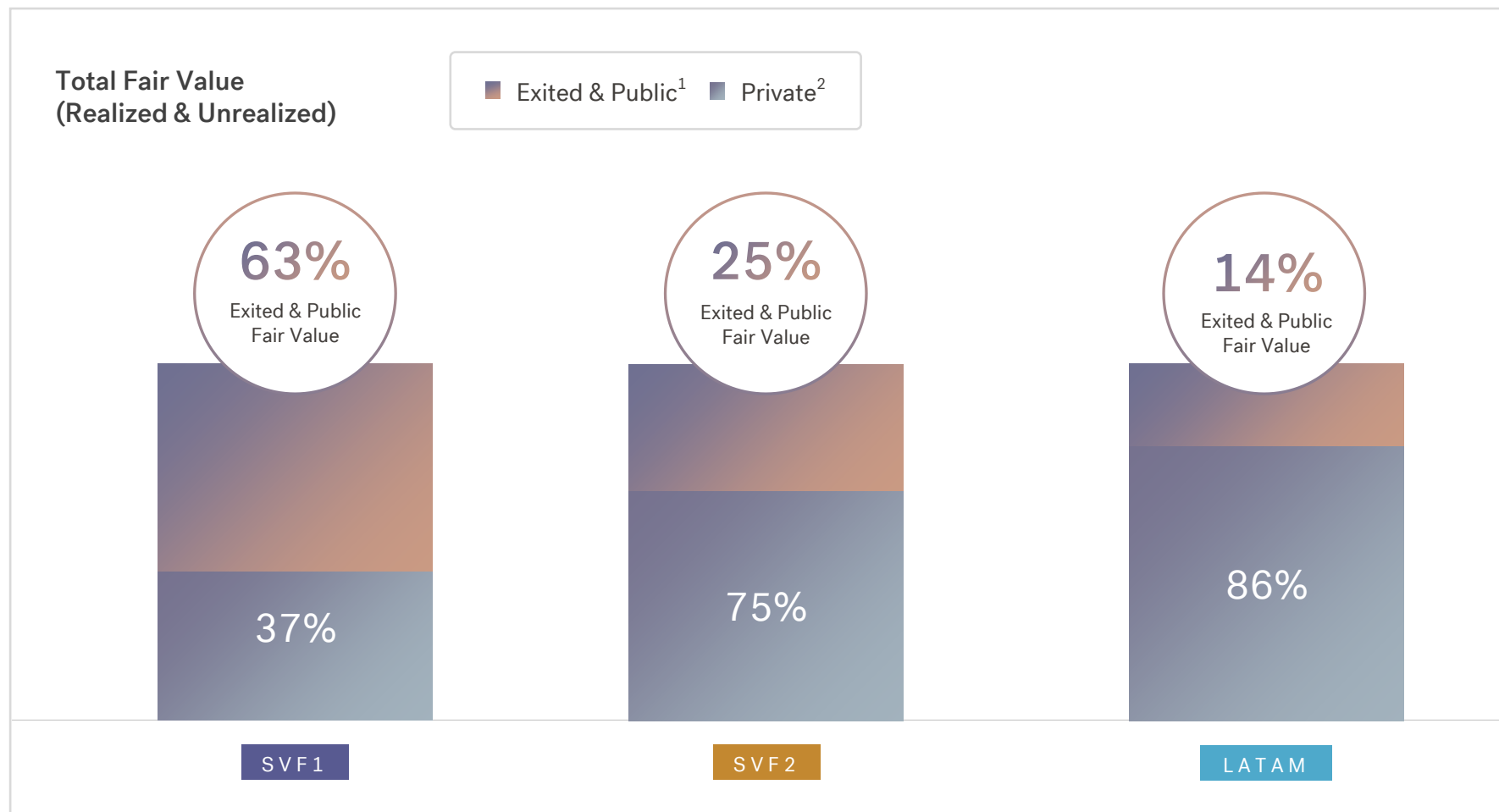
These highlights are provided solely for illustrative purposes. Past performance is not necessarily indicative of future results. Sector characterization has been determined by SBIA, and although SBIA believes that such determinations are reasonable, they are inherently subjective in nature. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Valuations reflect unrealized and partially realized estimated amounts and should not be construed as indicative of actual or future performance. There can be no assurance that unrealized and partially realized investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. The actual realized returns on investments that are partially realized or unrealized may differ materially from the values indicated herein.

SVF1 SVF2 LATAM

PROGRESS & HIGHLIGHTS

# Portfolio Evolution

As of June 30, 2023



Footnotes:

1. Exited & Public Fair Value represents the Gross Realized Proceeds and Dividend Income from exited Investments plus the fair value of Unrealized Investments that were publicly listed as of June 30, 2023.
2. Private Fair Value represents the fair value of Unrealized Investments that were not publicly listed as of June 30, 2023.

The information herein is provided solely for illustrative purposes, reflects the current beliefs of SBIA as of the date hereof, is preliminary and is based on a variety of assumptions and estimates that are subject to various risks. Certain information presented herein is preliminary in nature, may be incomplete and inaccurate, and subject to change. It should not be assumed that Investments made in the future will be comparable in quality or performance to the Investments described herein. Past performance is not necessarily indicative of future results. Valuations reflect Realized amounts and Unrealized estimated amounts and should not be construed as indicative of actual or future performance. Such values do not reflect fees and expenses that would reduce the value of returns experienced by SoftBank Vision Fund 1, SoftBank Vision Fund 2 and SoftBank LatAm Funds investors. There can be no assurance that Unrealized Investments will be sold for values equal to or in excess of the total values used in calculating the returns portrayed herein. Actual returns on Unrealized Investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the valuations reported herein are based. Accordingly, the actual Realized returns on Investments that are partially Realized or Unrealized may differ materially from the values indicated herein.

# Portfolio Companies Continue to Be Well-Capitalized

As of June 30, 2023

## PORTFOLIO COMPANIES WITH 12+ MONTHS CASH RUNWAY

97%

SVF1

By Fair Value<sup>1</sup>

90%

SVF2

88%

LATAM

Footnotes:

1. Source: SBIA Analysis. Based on the fair value of private portfolio companies with 12+ months runway compared to total unrealized fair value of private investments. Excludes portfolio companies where cash runway data is unavailable and investments in Funds.

The information herein is provided solely for illustrative purposes, reflects the current beliefs of SBIA as of the date hereof. Certain information was derived from data provided by a third party and SBIA makes no representation regarding the accuracy of the information. There can be no assurances that any plans described herein will be realized on the terms expressed herein or at all, and all such plans are subject to uncertainties and risks, as well as investor consents and regulatory approvals, as applicable. Cash runways of 12+ months do not guarantee future high performance of the portfolio company.

# LatAm Funds Update

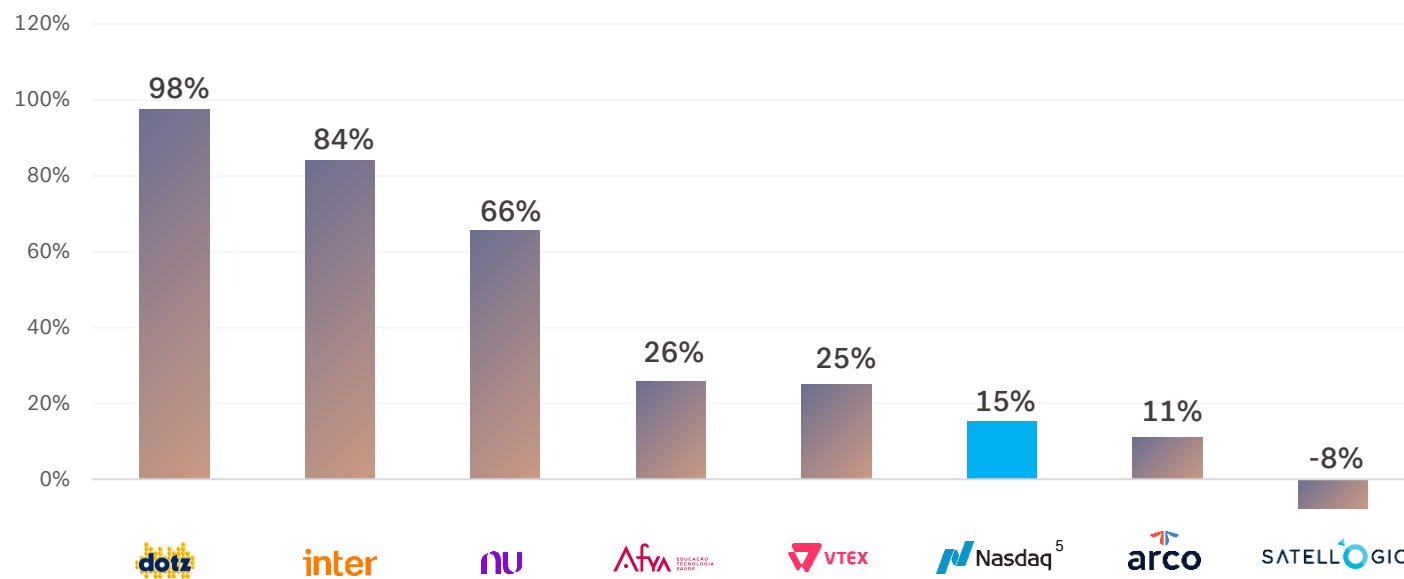
As of June 30, 2023

Total Fair Value<sup>1</sup>  
\$6.0B

Total # of Investments<sup>2</sup>  
105

## PUBLIC INVESTMENTS PERFORMANCE DURING THE JUNE QUARTER<sup>3</sup>

### Share Performance – April 1 to June 30, 2023



## SIGNIFICANT M&A EXIT<sup>4</sup>

 pismo

Acquired by **VISA**

Gross IRR 54%

Gross MOIC 2.4x

Gross Proceeds \$67mm

#### Footnotes:

1. Total Fair Value is the Acquisition Cost plus Cumulative Gross Investment Gains/(Losses) as of June 30, 2023. Total figures may differ from the sum of parts due to rounding.
2. Total Investments includes Investments in portfolio companies made by SoftBank LatAm Funds and joint-ventures with existing portfolio companies from SoftBank LatAm Funds Inception to June 30, 2023. It does not include hedges related to the Investments. Total Investments includes both current and fully exited investments.
3. Public Investments defined as publicly listed portfolio companies that SoftBank LatAm Funds has not fully exited as of June 30, 2023, excluding SPAC investments. The performance of the LatAm Funds investments in the companies listed herein is different than the share performance percentage shown above due to fees and monetization events during the quarter.
4. Transaction signed and announced as of June 30, 2023. Closing pending.
5. Source: Capital IQ. NASDAQ-100 Technology Sector Index between April 1, 2023, and June 30, 2023.

Select investments presented herein are solely for illustrative purposes, have been selected in order to provide examples of the types of investments made by SBIA and do not purport to be a complete list of Vision Fund 1 investments. References to investments included herein should not be construed as a recommendation of any particular investment or security. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Please refer to [visionfund.com/portfolio](https://visionfund.com/portfolio) for a more complete list of Vision Fund 1's investments. Net performance for individual investments cannot be calculated without making arbitrary assumptions about allocations of fees and expenses, and for that reason is not included herein. Past performance is not indicative of future results.

# SoftBank - Gateway to the Japan Market

Leveraging our differentiated local ecosystem to drive portfolio company expansion into Japan.

## OUR CORE CAPABILITIES



Strategic Introductions



Growth & Customer Acquisition



Legal & Regulatory Advisory



Human Capital Support



Local Operations Support



JAPAN  
Key Economic Metrics

2<sup>nd</sup>

GDP Growth Among  
G7 Countries<sup>1</sup>

3<sup>rd</sup>

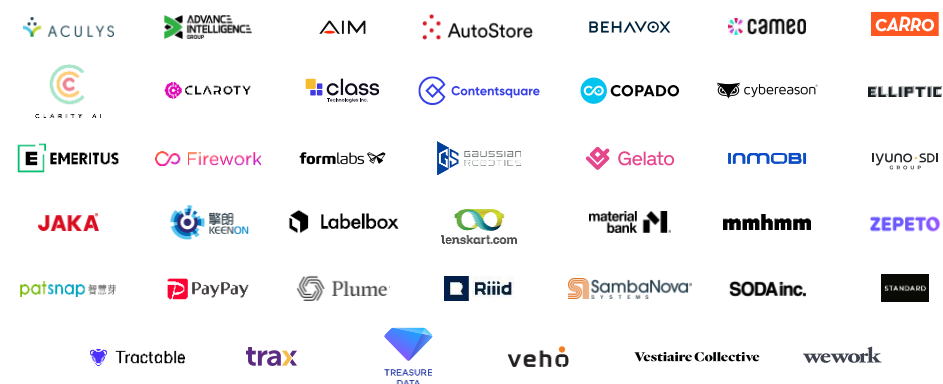
Global  
GDP Ranking<sup>2</sup>

## 50+ portfolio companies operating in Japan

SVF1



SVF2



Footnotes:

1. Source: OECD - G20 GDP Growth - First quarter of 2023, OECD. Based on GDP Growth for first quarter of 2023.
2. Source: World Bank. As of June 30, 2023.

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# In Focus: Innovation in the AI Era

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# Marking Six Years of Investing & Advancing SoftBank’s AI Strategy

ARTIFICIAL INTELLIGENCE IS TRANSFORMING EVERY INDUSTRY

## SIGNIFICANT ADVANCEMENTS IN AI SINCE THE LAUNCH OF VISION FUND 1

	2017	Today	
AI Tech Patents Issued <sup>1</sup>	3,200	18,700+	+470%
Number of ChatGPT Users <sup>2</sup>	0	100,000,000+	
AI Enterprise Adoption Rate <sup>3</sup>	20%	50%	2.5x
Arm-Based Chips Shipped (Cumulative) <sup>4</sup>	120B	258B	
Aggregate Market Cap of Mega-Cap AI & Tech Companies <sup>5</sup>	\$3.0T	\$11.1T	+270%

Footnotes:

1. Source: Bloomberg Law Global Patent Database. 3,267 patents issued in 2017 versus 18,753 in 2021.
2. Reuters. ChatGPT sets record for fastest-growing user base - analyst note. February 2023.
3. The State of AI 2022. Mckinsey, December 2022.
4. Source: 2017 figures based on Arm Limited Q4 2017 Roadshow presentation. "Today" figures per SBG 43rd Annual General Meeting of Shareholders presentation.
5. Source: CapIQ. Based on aggregate market cap of Amazon, Apple, Google, Meta, Microsoft, Nvidia, Tesla as of June 30, 2017, and June 30, 2023.

The information is provided for illustrative purposes only. Certain information provided herein is provided by a third-party and SBIA makes no representation regarding its accuracy. There can be no assurance that historical trends will continue throughout the life of Vision Fund I, Vision Fund II, or the LatAm Funds.

# The Age of AI

THE AGE OF  
COMPUTING

THE AGE OF  
ARTIFICIAL INTELLIGENCE

Calculate

Memorize

Search

Infer

Create

THEN

NOW

**\$21.4T**  
Total AI  
Economic Potential<sup>1</sup>

**+28%**  
Economic Impact of New  
Generative AI Use Cases<sup>1</sup>

**2.1x**  
Revenue Growth CAGR  
of AI Leaders vs. Others<sup>2</sup>

Footnotes:

1. McKinsey. The economic potential of generative AI: The next productivity frontier. June 2023. "Economic Impact of New Generative AI Use Cases" is the average of the AI impact range.

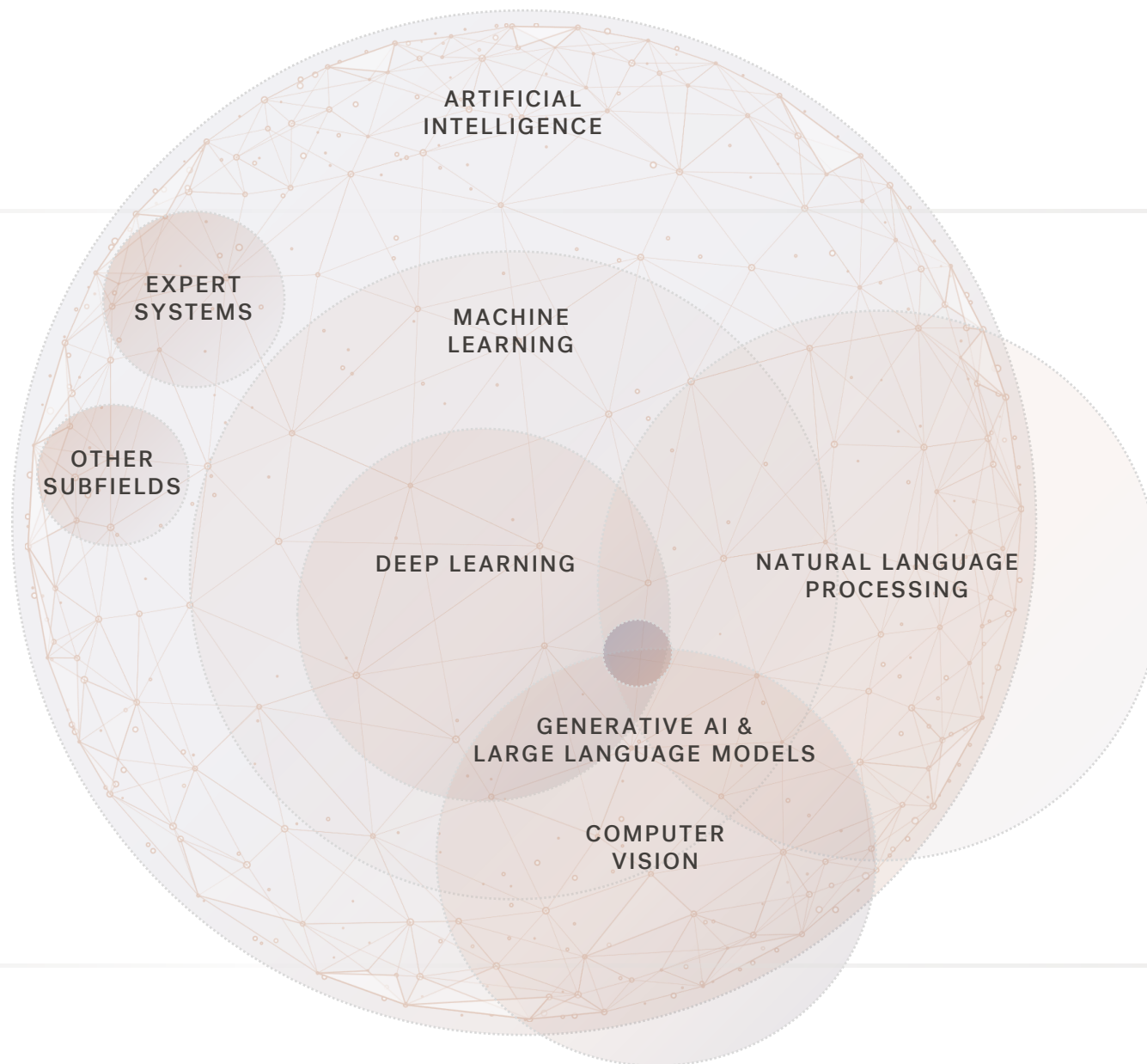
2. McKinsey. Technology Trends Outlook 2022 - Applied AI. August 2022.

The information herein is provided solely for illustrative purposes, reflects the current beliefs of SBIA as of the date hereof. Certain information was derived from data provided by a third party and SBIA makes no representation regarding the accuracy of the information. There can be no assurance that historical trends will continue throughout the life of SVF 1, SVF 2, or the LatAm Funds.

INNOVATION IN THE AI ERA

# Generative AI is One Component of AI

Sources: IDC & Others<sup>1</sup>



Footnotes:

1. The illustrative diagram on the slide is a simplified representation of AI and its various subfields. AI is a rapidly evolving field, and many other subfields exist, intersect, and may emerge in the future. Sources: IDC – Generative AI Explainer; UCI Department of Statistics - The Role of Statistics in Modern Data Analysis; Bulletin of the American Meteorological Society; SBIA Analysis.

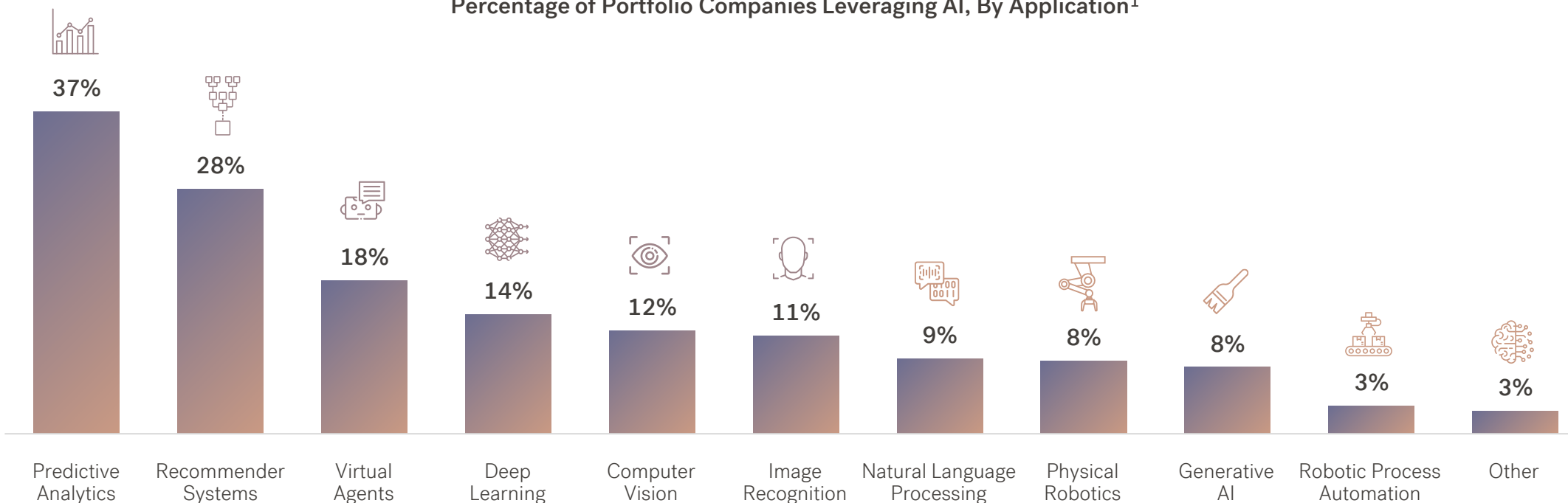
The information is provided for illustrative purposes only and reflects the beliefs of SBIA as of the date of this presentation.

# AI Covers a Spectrum of Applications Within Our Portfolio

As of June 30, 2023

AI SPANS DISPARATE SECTORS, GEOGRAPHIES, & BUSINESS STAGES

Percentage of Portfolio Companies Leveraging AI, By Application<sup>1</sup>












Footnotes:

1. Based on SBIA analysis. As of June 30, 2023.

The information herein is provided solely for illustrative purposes, reflects the current beliefs of SBIA as of the date hereof. Sector characterization has been determined by SBIA, and although SBIA believes that such determinations are reasonable, they are inherently subjective in nature.

# The Expansion of AI

## Use Cases by Sector

 Frontier Tech	 Enterprise	 Consumer	 Health Tech	 Logistics	 PropTech	 FinTech	 Transportation	 EdTech
Processor IP Cybersecurity 3D Printing	Code Writing Software Testing Requirements Documentation	Customer Service Management Product Recommendations Price Optimization	Drug Discovery Personalized Treatment Plans Medical Imaging Insights	Automated Warehouses Supply & Demand Forecasting Route Optimization	Building Operations Real Estate Marketing Property Value Assessments	Credit Scoring & Loan Origination Personalized Financial Planning Fraud Detection	Self-Driving Vehicles Vehicle Repair Assessments Predictive Fleet Management	Dynamic Educational Assessments Real-time Feedback Personalized Tutoring Plans

# Examples of Diverse AI Use Cases by Sector (1/3)



Frontier Tech




**Computer Vision**

Develops AI-based algorithms to drive the efficient provisioning of solar panels, enabling faster and lower cost installations

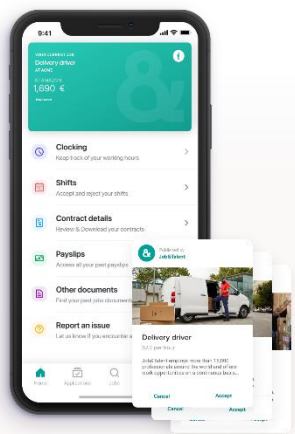




Enterprise




**Recommender Systems  
Virtual Agents**

Personalizes job recommendations, predicts job satisfaction, improves customer service, and streamlines internal processes using AI solutions

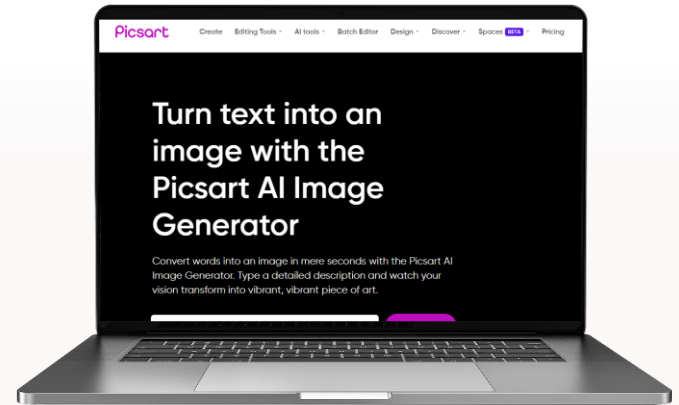



Consumer



**Generative AI  
Deep Learning**

Offers text to image, copywriting, art generation & more AI-powered tools, enabling the creation of marketing materials




# Examples of Diverse AI Use Cases by Sector (2/3)

**Health Tech**

**Biofourmis**

Deep Learning

Develops remote patient monitoring systems that utilize advanced pattern recognition to visualize and improve patient outcomes

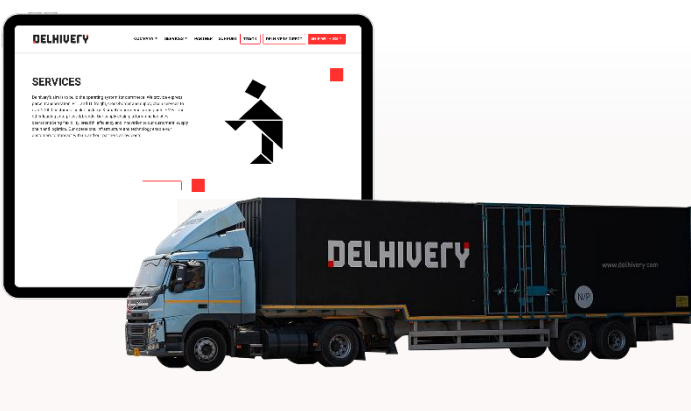


**Logistics**

**DELHIVERY**

Predictive Analytics  
Virtual Agents

Optimizes demand forecasting, warehouse management, and shipment routes with machine learning algorithms




**Prop Tech**

**贝壳**  
BEIKE

Predictive Analytics  
Recommender Systems

Analyze transactional and behavioral data to recommend quality listings that are more likely to be successfully sold<sup>1</sup>




Footnotes:

1. Source: Beike IPO Filing

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# Examples of Diverse AI Use Cases by Sector (3/3)


FinTech






Image Recognition
Predictive Analytics

Virtual Agents

Detects fraud, onboards new users & merchants, analyzes user activity trends, and communicates with customers using AI-powered tools


Transportation





Predictive Analytics

Recommender Systems

Optimizes car pricing, analyzes customer credit history, and facilitates transparent & secure transactions with AI<sup>1</sup>





EdTech



Virtual Agents

Curates and personalizes online learning materials



## Footnotes:

1. Source: Forbes. How This Mexico-Based Used-Car Seller Became The Most Valuable Startup In Latin America; CB Insights - Mexican Used-Car Marketplace Valued At \$8.7B After Raising \$700M In Series E Funding.

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# SoftBank Leading the AI Era

**1980s**  
RISE OF PC

**1990s**  
RISE OF INTERNET

**2000s**  
RISE OF MOBILE

2010s & Beyond  
**Rise of AI**

**arm**

**Vision Fund 1**  
Established in 2017

**Vision Fund 2 & LatAm Fund**  
Established in 2019

**\$147B**

Total Capital  
Invested<sup>1</sup>

**\$42B+**

Late-Stage  
Portfolio<sup>2</sup>

**\$19B+**

Total Dry Powder to Invest  
in AI Leaders<sup>3</sup>

**\$55B+**

Cumulative Distributions  
since Inception<sup>4</sup>

Footnotes:

1. Total Capital Invested is cumulative from Fund Inception to June 30, 2023.
2. "Late-stage portfolio" represents the fair value of Series E or later investments as of June 30, 2023, and pro-forma valuations related to prospective transactions.
3. Dry powder represents the undrawn commitment of SVF 1, SVF 2 and LatAm funds as of June 30, 2023.
4. Distributions include proceeds from Investment Realizations, Financings, and Preferred Equity Coupon distributed to Limited Partners from Fund Inception to June 30, 2023. It includes the Return of Recalable Utilized Contributions and the Return of Non-Recalable Utilized Contributions but does not include the Return of Recalable Unutilized Contributions.

The information is provided for illustrative purposes only. There can be no assurances that SBIA's investment strategy or objectives will be realized or prove successful. Certain statements reflect SBIA's beliefs as of the date hereof based on prior experience and certain assumptions that SBIA believes are reasonable but may prove incorrect

“

AI will go beyond the realm of knowledge into the world of creative intelligence, helping us build a richer, happier, and brighter future.

– MASAYOSHI SON –

”

# Thank You

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