

This English translation of the financial report was prepared for reference purposes only and is qualified in its entirety by the original Japanese version. The financial information contained in this report is derived from our unaudited condensed interim consolidated financial statements appearing in item 3 of this report.

**SoftBank Corp.**  
**Consolidated Financial Report**  
**For the nine-month period ended December 31, 2013 (IFRS)**

Tokyo, February 12, 2014

**1. Financial Highlights**

**(1) Results of Operations**

(Percentages are shown as year-on-year changes)  
(Millions of yen; amounts are rounded off to the nearest million yen.)

|  | Net sales         |             | Operating income |             | Income before income tax |             | Net income      |             | Net income attributable to owners of the parent |             | Total comprehensive income |             |
|--|-------------------|-------------|------------------|-------------|--------------------------|-------------|-----------------|-------------|---|-------------|----------------------------|-------------|
|  | Amount            | %           | Amount           | %           | Amount                   | %           | Amount          | %           | Amount  | %           | Amount                     | %           |
| <b>Nine-month period ended December 31, 2013</b> | <b>¥4,561,703</b> | <b>94.4</b> | <b>¥924,228</b>  | <b>46.3</b> | <b>¥798,141</b>          | <b>37.5</b> | <b>¥526,122</b> | <b>48.3</b> | <b>¥488,231</b>                                 | <b>58.1</b> | <b>¥545,586</b>            | <b>27.8</b> |
| Nine-month period ended December 31, 2012        | ¥2,346,972        | -           | ¥631,522         | -           | ¥580,326                 | -           | ¥354,806        | -           | ¥308,790  | -           | ¥426,902                   | -           |

|  | Basic earnings per share (yen) | Diluted earnings per share (yen) |
|--|--------------------------------|----------------------------------|
| <b>Nine-month period ended December 31, 2013</b> | <b>¥409.80</b>                 | <b>¥409.04</b>                   |
| Nine-month period ended December 31, 2012        | ¥280.48                        | ¥276.30                          |

**(2) Financial Position**

(Millions of yen; amounts are rounded off to the nearest million yen.)

|                                | Total assets       | Total equity      | Equity attributable to owners of the parent | Ratio of equity attributable to owners of the parent to total assets (%) |
|--------------------------------|--------------------|-------------------|---|--|
| <b>As of December 31, 2013</b> | <b>¥16,464,158</b> | <b>¥2,883,373</b> | <b>¥1,986,529</b>                           | <b>12.1</b>  |
| As of March 31, 2013           | ¥7,216,809         | ¥1,930,428        | ¥1,612,756                                  | 22.3   |

**2. Dividends**

| (Record date)                                  | Dividends per share |                |               |                |                |
|--|---------------------|----------------|---------------|----------------|----------------|
|  | First quarter       | Second quarter | Third quarter | Fourth quarter | Total          |
| Fiscal year ended March 31, 2013               | (yen)<br>-          | (yen)<br>20.00 | (yen)<br>-    | (yen)<br>20.00 | (yen)<br>40.00 |
| Fiscal year ending March 31, 2014              | -                   | 20.00          | -             |                |                |
| Fiscal year ending March 31, 2014 (Forecasted) |                     |                |               | 20.00          | 40.00          |

Note: Revision of forecasts on the dividends: No

### 3. Forecasts on the Consolidated Operations Results for the Fiscal Year Ending March 2014 (April 1, 2013 – March 31, 2014)

The Company projects net sales of at least ¥6 trillion and operating income of at least ¥1 trillion under IFRSs in the fiscal year ending March 31, 2014. This operating income includes gains of ¥253.9 billion in total resulting from the reevaluation of the existing equity interests held in GungHo Online Entertainment, Inc. and WILLCOM, Inc. at fair value when both companies became subsidiaries.

#### \* Notes

(1) Significant changes in scope of consolidation (changes in scope of consolidation of specified subsidiaries): Yes  
Newly consolidated: One company Sprint Communications, Inc.

(2) Changes in accounting policies and accounting estimate

[1] Changes in accounting policies required by IFRSs: No

[2] Changes in accounting policies other than those in [1]: No

[3] Changes in accounting estimates: Yes

Note:

Please refer to page 28 “(2) Changes in accounting policies and accounting estimates” under “2. Notes to Summary Information” for details.

(3) Number of shares issued (common stock)

[1] Number of shares issued (including treasury stock):

As of December 31, 2013: 1,200,660,365 shares

As of March 31, 2013: 1,200,660,365 shares

[2] Number of treasury stock:

As of December 31, 2013: 12,232,065 shares

As of March 31, 2013: 9,160,493 shares

[3] Average stocks during nine-month (Apr.-Dec.):

As of December 31, 2013: 1,191,374,458 shares

As of December 31, 2012: 1,100,942,038 shares

#### \* Implementation status of interim review procedures

This interim consolidated financial report is not subject to interim review procedures based on the Financial Instruments and Exchange Act, and the review procedures for the interim consolidated financial statements were being conducted when this report was disclosed.

#### \* Note to forecasts on the consolidated results of operations and other items

The Company has adopted IFRSs from the three-month period ended June 30, 2013. For the differences between IFRSs and Japanese Generally Accepted Accounting Principles (“JGAAP”) in respect of the Company’s financial data, please refer to page 68 “15. First-time adoption of IFRSs” in “(6) Notes to Condensed Interim Financial Statements” under “3. Condensed Interim Consolidated Financial Statement” for details.

The forecast figures are estimated based on the information that the Company is able to obtain at the present point and assumptions which are deemed to be reasonable. However, actual results may be different due to various factors.

On February 12, 2014, the Company will hold an earnings results briefing for financial institutions, institutional investors, and the media. This earnings results briefing will be broadcast live on our website in both Japanese and English (<http://www.softbank.jp/en/corp/irinfo/>). The Earnings Results Data Sheets will also be posted on the Company’s web site around 4 p.m. on the day of the announcement: (<http://www.softbank.jp/en/corp/irinfo/presentations/>)

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## 1. Qualitative Information Regarding Nine-month Period Results

### Adoption of IFRSs

SoftBank Corp. adopted the International Financial Reporting Standards (IFRSs) from the three-month period ended June 30, 2013 (the “first quarter”; transition date: April 1, 2012). The financial data for the nine-month period ended December 31, 2012 (the “same period of the previous fiscal year”) and the fiscal year ended March 31, 2013 (the “previous fiscal year”) are also presented based on IFRSs.

The main items to be adjusted from JGAAP in accordance with the adoption of IFRSs are as follows:

- Change in scope of consolidation
  - eAccess Ltd. and Wireless City Planning Inc., which are associates under JGAAP, are subsidiaries under IFRSs.
- Items related to consolidated statements of financial position
  - Regarding certain securitization transactions that previously qualified for extinguishment of financial assets under JGAAP, securitized receivables are recognized retrospectively and accompanying liabilities are recognized as interest-bearing debt under IFRSs when they are not qualified for derecognition of financial assets under IFRSs.
  - Preferred securities issued by a subsidiary are accounted for as equity transactions and recorded as minority interests under JGAAP. Under IFRSs they are accounted for as under interest-bearing debt in the consolidated statements of financial position.
- Items related to the consolidated statements of income
  - Goodwill is amortized regularly under JGAAP. Under IFRSs, goodwill is not amortized regularly but tested for impairment at least once a year.
  - Commission fees paid related to the sales of mobile handsets are accounted for as costs when they occur under JGAAP. Under IFRSs, the amount of commission fees expected to occur in the future is deducted from revenues.

Please refer to page 68 “15. First-time adoption of IFRSs” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements” for details of these adjustments.

### Consolidation of Sprint

As of July 10, 2013 the Company (SoftBank Corp. and its subsidiaries) closed the acquisition of Sprint Corporation (previously Sprint Nextel Corporation, “Sprint”) and started its consolidation. Along with this, a new reportable segment, “Sprint,” has been established from the three-month period ended September 30, 2013 (the “second quarter”).

For details about consolidation of Sprint, please refer to page 42 “(2) Sprint” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations.”

## (1) Qualitative Information Regarding Consolidated Results of Operations

### a. Consolidated Results of Operations

For the nine-month period ended December 31, 2013 (the “period”), the Company achieved consolidated net sales of ¥4,561,703 million, a ¥2,214,731 million (94.4%) increase year on year, with a ¥292,706 million (46.3%) increase in operating income to ¥924,228 million. Income before income tax increased by ¥217,815 million (37.5%) year on year to ¥798,141 million, net income increased ¥171,316 million (48.3%) to ¥526,122 million,

and net income attributable to owners of the parent increased ¥179,441 million (58.1%) to ¥488,231 million.

The main factors affecting earnings for the period were as follows:

**(a) Net Sales**

Net sales totaled ¥4,561,703 million, for a ¥2,214,731 million (94.4%) year-on-year increase. This was mainly due to recording sales of ¥1,684,439 million in the newly added Sprint segment from the second quarter. Apart from this, the Mobile Communications segment also recorded a ¥485,813 million year-on-year increase in net sales. The increase in the Mobile Communications segment was due to the impact of consolidating eAccess Ltd. from January 2013, GungHo Online Entertainment, Inc.<sup>1</sup> (“GungHo”) from April 2013, WILLCOM, Inc.<sup>2</sup> from July 2013, and Supercell Oy<sup>3</sup> (“Supercell”) from October 31, 2013, as well as increases in the number of subscribers and units sold<sup>4</sup> at SoftBank Mobile Corp., which led to increases in both service revenue (mainly former telecom service revenue) and product sales (mainly former sales of handsets).

**(b) Cost of Sales**

Cost of sales increased ¥1,484,247 million (127.3%) year on year to ¥2,650,642 million. This was primarily due to the addition of the Sprint segment. Furthermore, in the Mobile Communications segment, in addition to the impact of consolidating eAccess Ltd., GungHo, WILLCOM, Inc., and Supercell, the cost of goods rose in line with an increase in the number of smartphones, especially iPhone,<sup>5</sup> sold at SoftBank Mobile Corp.

**(c) Selling, General and Administrative Expenses**

Selling, general and administrative expenses increased by ¥684,558 million (124.3%) year on year to ¥1,235,391 million. This was mainly due to the addition of the Sprint segment. Furthermore, in the Mobile Communications segment, in addition to the impact of consolidating eAccess Ltd., GungHo, WILLCOM, Inc., and Supercell, there was an increase in sales commissions at SoftBank Mobile Corp.

**(d) Income from Remeasurement Relating to Business Combination**

Income from remeasurement relating to business combination was ¥253,886 million, an increase of ¥252,108 million year on year. This corresponds to income of ¥150,120 million and ¥103,766 million recognized following reevaluation at fair value of the Company’s respective equity interests in GungHo and WILLCOM, Inc. that it already held on the dates when the Company acquired control of the respective companies. Please refer to page 39 “(1) GungHo Online Entertainment, Inc.” and page 46 “(3) WILLCOM, Inc.” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations” for details.

<sup>1</sup> GungHo was made a subsidiary of the Company from an associate in April 2013. See page 39 “(1) GungHo Online Entertainment, Inc.” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations” for details.

<sup>2</sup> WILLCOM, Inc. was made a subsidiary of the Company in July 2013. See page 46 “(3) WILLCOM, Inc.” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations” for details.

<sup>3</sup> Supercell was made a subsidiary of the Company on October 31, 2013. See page 48 “(4) Supercell Oy” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations” for details.

<sup>4</sup> Units sold: the total number of new subscriptions and handset upgrades

<sup>5</sup> iPhone is a trademark of Apple Inc. The iPhone trademark is used under license from Aiphone K.K.

**(e) Other Operating Loss**

Other operating loss was ¥5,328 million (not recorded in the same period of the previous fiscal year).

**(f) Operating Income**

As a result of (a) to (e), operating income totaled ¥924,228 million, for a ¥292,706 million (46.3%) year-on-year increase.

**(g) Finance Cost, Net**

Finance cost, net deteriorated ¥97,665 million year on year to a loss of ¥146,049 million. The main components were as shown below. Please refer to page 62 “12. Finance cost, net” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements” for details about derivative gain (loss) and interest income.

- i. Interest expense increased ¥147,065 million year on year to ¥186,632 million. The increase was mainly due to the impact of adding the interest expense of Sprint, as well as an increase in interest expenses for bonds and borrowings at SoftBank Corp.
- ii. Gain on sales of associates’ stocks increased ¥26,408 million year on year to ¥26,701 million. This was mainly due to the sale of shares of PPLive Corporation in December 2013.
- iii. Interest income increased ¥18,519 million year on year to ¥20,044 million. Regarding the convertible bonds issued by Sprint Nextel Corporation and undertaken by Starburst II, Inc. on October 22, 2012, initially the expected remaining accretion period for the bond discount was seven years based on the contract term of the bonds. However, the Company changed the estimate of the expected remaining term to the completion of the acquisition. Accordingly, the Company recorded interest income of ¥16,219 million, in conjunction with the change in the expected remaining term of the bonds.
- iv. Derivative gains (loss) deteriorated ¥17,673 million year on year to a loss of ¥15,057 million.
  - Stock acquisition rights in the convertible bonds issued by Sprint Nextel Corporation and undertaken by Starburst II, Inc. were recorded at fair value as a derivative. As the Company exercised the relevant stock acquisition rights and derecognized the derivatives, a derivative loss of ¥16,356 million was recorded.
  - Of the foreign currency forward contract totaling \$22.0 billion related to the acquisition of Sprint, with regard to the \$5.0 billion that did not meet the criteria for hedge accounting, a derivative loss of ¥13,186 million was recorded. Hedge accounting was applied to the remaining \$17.0 billion, which resulted in a deduction of the acquisition cost of Sprint by ¥311,659 million.

**(h) Equity in Income of Associates**

Equity in income of associates was ¥19,962 million, an improvement of ¥22,774 million year on year (equity in loss of associates of ¥2,812 million was recorded for the same period of the previous fiscal year). The increase was mainly due to recording equity in income of associates of ¥22,897 million related to Alibaba Group Holding Limited.

**(i) Income before Income Tax**

As a result of (f) to (h), income before income tax was ¥798,141 million, an increase of ¥217,815 million (37.5%) year on year.

**(j) Income Taxes**

Provisions for current income taxes were ¥272,019 million, an increase of ¥46,499 million (20.6%) year on year.

**(k) Net Income**

As a result of (i) to (j), net income totaled ¥526,122 million, for a ¥171,316 million (48.3%) year-on-year increase.

**(l) Net Income Attributable to Owners of the Parent**

After deducting net income and loss attributable to non-controlling interests in subsidiaries such as Yahoo Japan Corporation, Sprint, and GungHo from (k), net income attributable to owners of the parent was ¥488,231 million, for a ¥179,441 million (58.1%) increase year on year.

**(m) Comprehensive Income**

Total comprehensive income was ¥545,586 million, for a ¥118,684 million (27.8%) year-on-year increase. Of this, comprehensive income attributable to owners of the parent was ¥482,464 million (for a ¥101,947 million (26.8%) year-on-year increase).

## b. Results by Segment

The Company's reportable segments<sup>(Note 1)</sup> are components of business activities for which decisions on resource allocation and assessment of performance are made. The Company has four reportable segments: "Mobile Communications," "Sprint," "Fixed-line Telecommunications," and "Internet."

From the second quarter, the former "Domestic Mobile Communications" and "Domestic Fixed-line Telecommunications" segments were renamed as "Mobile Communications" and "Fixed-line Telecommunications," respectively. The Sprint segment was newly established from the second quarter following Sprint's consolidation.

In the Mobile Communications segment, SoftBank Mobile Corp. and other companies provide mobile communications services and sales of mobile handsets and accessories, etc.

In the Sprint segment, Sprint provides mobile communications services in the U.S. and sales of mobile handsets and accessories accompanying the services, as well as fixed-line telecommunications services.

In the Fixed-line Telecommunications segment, SoftBank Telecom Corp. provides telecommunication services such as fixed-line telephone and data communications services to corporate customers, while SoftBank BB Corp. and other companies provide broadband services for individual customers.

In the Internet segment, Yahoo Japan Corporation provides Internet-based advertising operations and other services.

Main businesses and core companies of each reportable segment are listed in the table below.

| Segments            |                               | Main Businesses   | Core Companies  |
|---------------------|-------------------------------|---|---|
| Reportable Segments | Mobile Communications         | <ul style="list-style-type: none"> <li>• Provision of mobile communications services in Japan</li> <li>• Sales of mobile handsets and accessories</li> <li>• Sales of PC software and peripherals</li> <li>• Production and distribution of online games for smartphones and other devices</li> </ul>           | SoftBank Mobile Corp.<br>eAccess Ltd.<br>WILLCOM, Inc.<br>Wireless City Planning Inc.<br>SoftBank BB Corp.<br>SoftBank Telecom Corp.<br>GungHo Online Entertainment, Inc.<br>Supercell Oy |
|                     | Sprint                        | <ul style="list-style-type: none"> <li>• Provision of mobile communications services by Sprint in the U.S.</li> <li>• Sales of mobile handsets and accessories accompanying the above services</li> <li>• Provision of fixed-line telecommunications services by Sprint</li> </ul>                              | Sprint Corporation  |
|                     | Fixed-line Telecommunications | <ul style="list-style-type: none"> <li>• Provision of telecom services such as fixed-line telephone and data communications services to domestic corporate customers</li> <li>• Provision of broadband services to domestic individual customers</li> <li>• Services accompanying the above services</li> </ul> | SoftBank Telecom Corp.<br>SoftBank BB Corp.<br>eAccess Ltd.<br>Yahoo Japan Corporation  |
|                     | Internet                      | <ul style="list-style-type: none"> <li>• Internet advertising</li> <li>• Operation of e-commerce sites such as <i>YAHUOKU!</i> and <i>Yahoo! Shopping</i></li> <li>• Membership services</li> </ul>   | Yahoo Japan Corporation   |
| Others              |                               | <ul style="list-style-type: none"> <li>• Fukuoka SoftBank HAWKS related businesses</li> </ul>   | Fukuoka SoftBank HAWKS Corp.<br>Fukuoka SoftBank HAWKS Marketing Corp.  |

Notes:

1. The results for the same period of the previous fiscal year are presented in accordance with the above reportable segments.
2. Segment income is calculated as follows:  
Segment income = (net sales – cost of sales – selling, general and administrative expenses) in each segment
3. Consolidated operating income is the result of adding or deducting income from remeasurement relating to business combination and other operating income (loss) to the sum of segment income.



**(a) Mobile Communications Segment**

(Millions of yen)

|                | Nine-month Period<br>Ended Dec. 31, 2012<br>YoY | <b>Nine-month Period<br/>Ended Dec. 31, 2013<br/>(the period)</b> | Change  | Change % |
|----------------|---|---|---------|----------|
| Net sales      | 1,718,015                                       | <b>2,203,828</b>  | 485,813 | 28.3%    |
| Segment income | 419,267   | <b>514,579</b>  | 95,312  | 22.7%    |

**< Overview of Operations >**

The segment's net sales increased by ¥485,813 million (28.3%) year on year to ¥2,203,828 million. The main factor behind the increase was the impact of consolidating eAccess Ltd., GungHo, WILLCOM, Inc., and Supercell in addition to increases in the number of mobile phone subscribers and units sold at SoftBank Mobile Corp., which led to increases in both service revenue (mainly former telecom service revenue) and product sales (mainly former sales of mobile handsets).

The segment's operating expenses increased by ¥390,501 million (30.1%) year on year to ¥1,689,249 million. The principal cause of this increase was the impact of consolidating eAccess Ltd., GungHo, WILLCOM, Inc., and Supercell, and higher operating expenses at SoftBank Mobile Corp. The cost of goods and sales commissions rose at SoftBank Mobile Corp. in line with sales enhancement of smartphones, especially iPhone.

As a result, segment income increased by ¥95,312 million (22.7%) year on year to ¥514,579 million.

**< Overview of Business Operations >**
**• Number of Subscribers**

Net subscriber additions (new subscribers minus cancellations) for the period at SoftBank Mobile Corp. totaled 2,280,000. This was primarily the result of steady sales of smartphones, especially iPhone, as well as communication modules and other items, mainly due to conducting various sales promotions for iPhone.<sup>6</sup> As a result, the cumulative number of subscribers at SoftBank Mobile Corp. as of the end of December 2013 stood at 34,760,000.

**• ARPU**

ARPU (excluding communication modules)<sup>7</sup> at SoftBank Mobile Corp. for the three-month period ended December 31, 2013 (the "third quarter"), decreased by ¥140 year on year to ¥4,490. Out of this, data ARPU rose ¥160 year on year to ¥2,960. The decline in ARPU mainly reflects an increase in low-ARPU handsets and a decline in the usage of the voice call function of voice devices. Meanwhile, the continuous growth in the number of high-data ARPU smartphone subscribers contributed to the increase in data ARPU.

<sup>6</sup> Including a promotion for new and upgrading customers offering discounts and a promotion offering discounts to upgrading existing customers that allows their family members to use the old handset (if they make a new subscription).

<sup>7</sup> For definition and calculation of ARPU, churn rate, and upgrade rate at SoftBank Mobile Corp., see page 13 "(Reference 2: Definition and Calculation Method of Principal Operational Data) (a) SoftBank Mobile Corp."

• **Number of Units Sold**

The number of units sold at SoftBank Mobile Corp. for the period increased by 460,000 year on year to 9,886,000. The increase was primarily due to various sales promotions for iPhone, which continued to deliver steady sales.

• **Churn Rate and Upgrade Rate**

The churn rate<sup>7</sup> at SoftBank Mobile Corp. for the third quarter was 1.28%, up 0.16 of a percentage point year on year. This was mainly due to an increase in cancellations for non-voice devices reaching the end of their two-year subscriptions. Furthermore, the upgrade rate<sup>7</sup> was 1.64%, down 0.46 of a percentage point year on year.

**(b) Sprint Segment**

(Millions of yen)

|                          | Nine-month Period<br>Ended Dec. 31, 2012<br>YoY             | <b>Nine-month Period<br/>Ended Dec. 31, 2013<br/>(the period)</b> | Change    | Change % |
|--------------------------|---|---|-----------|----------|
| Net sales                | Segment was newly<br>established from the<br>second quarter | <b>1,684,439</b>  | 1,684,439 | -%       |
| Segment income<br>(loss) |   | <b>(58,178)</b>   | (58,178)  | -%       |

Note:

4. In the Sprint segment, the earnings reflect the operation results of Sprint since July 11, 2013.

< **Overview of Operations** >

The segment's net sales totaled ¥1,684,439 million. This mainly includes Sprint platform<sup>8</sup> service revenue and product sales. Nextel platform<sup>9</sup> service revenue is no longer recorded in the period as a result of its shutdown on June 30, 2013.

The segment's operating expenses totaled ¥1,742,617 million. Operating expenses include ¥87,094 million of amortization of customer relationships (amortized based on the sum-of-the-digits method) recorded at Sprint's consolidation.

As a result, segment loss was ¥58,178 million.

• **Recording a Charge Related to Sprint's Workforce Reduction Plan**

On January 16, 2014, Sprint began implementation of a workforce reduction plan. In accordance with US GAAP, Sprint recorded a charge for severance and related costs of \$165 million (¥17,389 million \*converted at \$1.00 = ¥105.39 based on the currency rate as of December 31, 2013) for the fiscal year ended December 31, 2013. In addition, Sprint expects to record additional related charges on its consolidated financial statements

<sup>8</sup> Sprint-operated CDMA and LTE networks. This excludes the Nextel/ iDEN network (see footnote 9) and the subscribers/network acquired through transactions with U.S. Cellular Corporation ("U.S. Cellular") and Clearwire Corporation ("Clearwire").

<sup>9</sup> Wireless service operated on Integrated Digital Enhanced Network (iDEN), which Sprint acquired from Nextel Corporation in 2005.

in future periods. However, since the \$165 million recorded by Sprint for the fiscal year ended December 31, 2013 does not meet the requirements of IFRSs for recording as a cost as of December 31, 2013, it was not recorded in the Company's consolidated financial statements for the period. When costs related to this workforce reduction plan are recorded the Company expects to record them as other operating loss.

#### < Overview of Business Operations >

Net subscriber additions at Sprint for the period from July 1 to December 31, 2013 totaled 164,000 and the cumulative number of subscribers at the end of the period stood at 55,354,000. Of these, on the Sprint platform there was a net increase of 587,000, bringing its cumulative number of subscribers to 53,934,000 at the end of the period.

For the third quarter, Sprint platform ARPU<sup>10</sup> was \$64.11 for postpaid and \$26.78 for prepaid, and its churn rate<sup>10</sup> was 2.07% for postpaid and 3.01% for prepaid.

#### (c) Fixed-line Telecommunications Segment

(Millions of yen)

|                | Nine-month Period<br>Ended Dec. 31, 2012<br>YoY | <b>Nine-month Period<br/>Ended Dec. 31, 2013<br/>(the period)</b> | Change  | Change % |
|----------------|---|---|---------|----------|
| Net sales      | 391,438   | <b>407,425</b>  | 15,987  | 4.1%     |
| Segment income | 89,438  | <b>87,678</b>   | (1,760) | (2.0%)   |

#### < Overview of Operations >

The segment's net sales increased by ¥15,987 million (4.1%) year on year to ¥407,425 million. The net sales of the fixed-line telecommunications business of eAccess Ltd. contributed to this increase in conjunction with its consolidation. On the other hand, revenues from the broadband business for individual customers decreased due to a decline in the number of ADSL service subscribers.

Segment income decreased by ¥1,760 million (2.0%) year on year to ¥87,678 million. This was mainly due to the decrease in net sales in the broadband business for individual customers.

<sup>10</sup> For definition and calculation of ARPU and churn rate of Sprint platform, see page 14 "(Reference 2: Definition and Calculation Method of Principal Operational Data) (b) Sprint Platform."

**(d) Internet Segment**

(Millions of yen)

|                | Nine-month Period<br>Ended Dec. 31, 2012<br>YoY | <b>Nine-month Period<br/>Ended Dec. 31, 2013<br/>(the period)</b> | Change | Change % |
|----------------|---|---|--------|----------|
| Net sales      | 255,144   | <b>297,976</b>  | 42,832 | 16.8%    |
| Segment income | 130,499   | <b>143,088</b>  | 12,589 | 9.6%     |

**<Overview of Operations>**

The segment's net sales increased by ¥42,832 million (16.8%) year on year to ¥297,976 million. The increase was the result of growth in display advertising<sup>11</sup> revenue due to a significant increase in advertisements on *Yahoo! Display Ad Network (YDN)*<sup>12</sup> and an increase in revenue from sponsored-search advertising, especially through smartphones, at Yahoo Japan Corporation.

Segment income increased by ¥12,589 million (9.6%) year on year to ¥143,088 million. This was primarily the result of the increase in net sales.

<sup>11</sup> Graphical, Flash®, and video advertising that appears on a certain defined area. Includes Premium advertisements, such as *Brand Panel* shown on *Yahoo! JAPAN*'s top page and *Yahoo! Display Ad Network (YDN)*.

<sup>12</sup> Advertisements displayed on the contents pages of *Yahoo! JAPAN* and major affiliated websites. Includes a mechanism that shows advertisements related to advertisers' products and services in which a user might be interested, based on the content the user is viewing, the user's interests (as derived from the user's browsing history or search keywords), attributes, or geographical locations.

**(Reference 1: Principal Operational Data)**
**(a) Mobile Communications Segment**

|   |  | Fiscal Year Ended March 31, 2013             |   |  |  |   | Fiscal Year Ending March 31, 2014               |  |  |
|---|--|--|---|--|--|---|---|--|--|
|   |  | Three-month<br>Period Ended<br>June 30, 2012 | Three-month<br>Period Ended<br>Sept. 30, 2012 | Three-month<br>Period Ended<br>Dec. 31, 2012 | Three-month<br>Period Ended<br>March 31,<br>2013 | Fiscal Year<br>Ended<br>March 31,<br>2013 | Three-month<br>Period<br>Ended June<br>30, 2013 | Three-month<br>Period Ended<br>Sept. 30,<br>2013 <sup>13</sup> | Three-month<br>Period Ended<br>Dec. 31, 2013 |
|   |  | Q1   | Q2  | Q3   | Q4   | Full Year                                 | Q1  | Q2   | Q3   |
| Cumulative<br>subscribers <sup>14</sup> | (Thousands)  |  |   |  |  |   |   |  |  |
|   | SoftBank Mobile Corp.  | 29,702                                       | 30,461  | 31,322                                       | /  | 32,480                                    | 33,290  | 34,068   | <b>34,760</b>                                |
|   | eAccess Ltd.   | 4,138  | 4,259   | 4,292  | /  | 4,319                                     | 4,343   | 4,415  | <b>4,497</b>                                 |
|   | WILLCOM, Inc. (PHS)  | 4,696  | 4,814   | 4,943  | /  | 5,086                                     | 5,199   | 5,310  | <b>5,403</b>                                 |
| SoftBank Mobile Corp.                   | Net additions <sup>14</sup> (Thousands)                                      | 753  | 759   | 861  | 1,158  | 3,531                                     | 810   | 778  | <b>692</b>                                   |
|   | Postpaid   | 772  | 771   | 872  | 1,170  | 3,585                                     | 818   | 790  | <b>716</b>                                   |
|   | Prepaid  | -19  | -12   | -11  | -12  | -55                                       | -8  | -12  | <b>-24</b>                                   |
|   | ARPU <sup>15</sup> (¥ / month)<br>(excl. communication<br>modules)           | 4,510  | 4,650   | 4,640  | 4,400  | 4,550                                     | 4,460   | 4,520  | <b>4,490</b>                                 |
|   | Data   | 2,710  | 2,760   | 2,800  | 2,840  | 2,780                                     | 2,870   | 2,930  | <b>2,960</b>                                 |
|   | Handsets shipped <sup>16</sup> (Thousands)                                   | 2,359  | 2,631   | 3,486  | 3,082  | 11,558                                    | 2,575   | 2,734  | <b>3,347</b>                                 |
|   | Units sold <sup>17</sup> (Thousands)   | 2,586  | 2,997   | 3,843  | 3,686  | 13,113                                    | 3,023   | 3,150  | <b>3,713</b>                                 |
|   | New subscriptions  | 1,663  | 1,718   | 1,894  | 2,243  | 7,519                                     | 1,790   | 1,904  | <b>2,015</b>                                 |
|   | Handset upgrades   | 923  | 1,279   | 1,949  | 1,443  | 5,594                                     | 1,233   | 1,246  | <b>1,698</b>                                 |
|   | Churn rate <sup>15</sup> (% / month)   | 1.03   | 1.06  | 1.12   | 1.14   | 1.09                                      | 0.99  | 1.12   | <b>1.28</b>                                  |
|   | Postpaid   | 0.96   | 1.00  | 1.06   | 1.09   | 1.03                                      | 0.94  | 1.06   | <b>1.24</b>                                  |
|   | Upgrade rate <sup>15</sup> (% / month)                                       | 1.05   | 1.42  | 2.10   | 1.51   | 1.53                                      | 1.25  | 1.23   | <b>1.64</b>                                  |
|   | (Ref.)<br>ARPU <sup>15</sup> (¥ / month)<br>(incl. communication<br>modules) | 4,210  | 4,340   | 4,300  | 4,060  | 4,230                                     | 4,090   | 4,120  | <b>4,090</b>                                 |
|   | Data   | 2,540  | 2,580   | 2,610  | 2,630  | 2,590                                     | 2,640   | 2,690  | <b>2,700</b>                                 |

<sup>13</sup> The figures for cumulative subscribers, net additions (total/prepaid), units sold (total/new subscriptions), and churn rate have been corrected due to under counting the number of prepaid subscriptions at SoftBank Mobile Corp. in August and September 2013.

<sup>14</sup> Includes the number of prepaid mobile phones and communication module service subscribers. The module service subscribers net additions for the period were 607,000 and cumulative number of communication module service subscribers at the end of the third quarter totaled 3,507,000.

<sup>15</sup> For definition and calculation method of ARPU, churn, and upgrade rates at SoftBank Mobile Corp., see page 13 “(Reference 2: Definition and Calculation Method of Principal Operational Data) (a) SoftBank Mobile Corp.”

<sup>16</sup> Handsets shipped: the number of handsets shipped (sold) to handset dealers

<sup>17</sup> Units sold: the total number of new subscriptions and handset upgrades

**(b) Sprint Segment**

|  |                             | Fiscal Year Ended March 31, 2013             |   |  |   |  | Fiscal Year Ending March 31, 2014            |   |  |
|--|-----------------------------|--|---|--|---|--|--|---|--|
|  |                             | Three-month<br>Period Ended<br>June 30, 2012 | Three-month<br>Period Ended<br>Sept. 30, 2012 | Three-month<br>Period Ended<br>Dec. 31, 2012 | Three-month<br>Period Ended<br>March 31, 2013 | Fiscal Year<br>Ended March<br>31, 2013 | Three-month<br>Period Ended<br>June 30, 2013 | Three-month<br>Period Ended<br>Sept. 30, 2013 | Three-month<br>Period Ended<br>Dec. 31, 2013 |
|  |                             | Q1   | Q2  | Q3   | Q4  | Full Year                              | Q1   | Q2  | Q3   |
| Cumulative Subscribers <sup>18</sup>       | (Thousands)                 |  |   |  |   |  |  |   |  |
|  | Sprint total                | 56,386                                       | 55,963  | 55,626                                       |   | 55,211                                 | 53,588                                       | 54,877  | <b>55,354</b>                                |
|  | Sprint platform             | 51,974                                       | 52,857  | 53,540                                       |   | 53,896                                 | 53,376                                       | 53,252  | <b>53,934</b>                                |
|  | Postpaid                    | 29,434                                       | 29,844  | 30,245                                       |   | 30,257                                 | 30,451                                       | 30,091  | <b>30,149</b>                                |
|  | Prepaid                     | 14,149                                       | 14,608  | 15,133                                       |   | 15,701                                 | 15,215                                       | 15,299  | <b>15,621</b>                                |
|  | Wholesale &<br>affiliate    | 8,391  | 8,405   | 8,162  |   | 7,938                                  | 7,710  | 7,862   | <b>8,164</b>                                 |
|  | Nextel platform             | 4,412  | 3,106   | 2,086  |   | 1,315                                  | -  | -   | -  |
| U.S. Cellular &<br>Clearwire <sup>19</sup> | -                           | -  | -   |  | -   | 212                                    | 1,625  | <b>1,420</b>                                  |  |
| Sprint platform                            | (Thousands)                 |  |   |  |   |  |  |   |  |
|  | Net additions <sup>18</sup> | 1,281  | 883   | 683  | 356   |  | -520   | -95   | <b>682</b>                                   |
|  | Postpaid                    | 442  | 410   | 401  | 12  |  | 194  | -360  | <b>58</b>                                    |
|  | Prepaid                     | 451  | 459   | 525  | 568   |  | -486   | 84  | <b>322</b>                                   |
|  | Wholesale &<br>affiliate    | 388  | 14  | -243   | -224  |  | -228   | 181   | <b>302</b>                                   |
|  | ARPU <sup>20</sup>          |  |   |  |   |  |  |   |  |
|  | (\$ / month)                |  |   |  |   |  |  |   |  |
|  | Postpaid                    | 63.38  | 63.21   | 63.04  | 63.67   |  | 64.20  | 64.28   | <b>64.11</b>                                 |
| Prepaid                                    | 25.49                       | 26.19  | 26.30   | 25.95  |   | 26.96                                  | 25.33  | <b>26.78</b>                                  |  |
| Churn rate <sup>20</sup>                   |                             |  |   |  |   |  |  |   |  |
| (% / month)                                |                             |  |   |  |   |  |  |   |  |
| Postpaid                                   | 1.69                        | 1.88   | 1.98  | 1.84   |   | 1.83                                   | 1.99   | <b>2.07</b>                                   |  |
| Prepaid                                    | 3.16                        | 2.93   | 3.02  | 3.05   |   | 5.22                                   | 3.57   | <b>3.01</b>                                   |  |

<sup>18</sup> Includes the number of prepaid mobile phones and communication module service subscribers.

<sup>19</sup> Sprint acquired approximately 352,000 postpaid subscribers and 59,000 prepaid subscribers through the acquisition of assets from U.S. Cellular on May 17, 2013. As a result of acquiring Clearwire, Sprint acquired 788,000 postpaid subscribers, 721,000 prepaid subscribers, 93,000 wholesale subscribers, and transferred 29,000 Sprint wholesale subscribers relating to a Clearwire MVNO arrangement that were originally recognized on the Sprint platform to this category on July 9, 2013.

<sup>20</sup> For definition and calculation of ARPU and churn rate of Sprint platform, see page 14 "(Reference 2: Definition and Calculation Method of Principal Operational Data) (b) Sprint Platform."

**(Reference 2: Definition and Calculation Method of Principal Operational Data)**

**(a) SoftBank Mobile Corp.**

**i. ARPU**

ARPU (Average Revenue Per User per month) (rounded to the nearest ¥10)

ARPU (excluding communication modules)

= (data-related revenue (excluding communication modules) + basic monthly charge, voice-related revenues, etc. (excluding communication modules)) / number of active subscribers (excluding communication modules)

Data ARPU (excluding communication modules)

= data-related revenue (excluding communication modules) / number of active subscribers (excluding communication modules)

ARPU (including communication modules)

= (data-related revenue + basic monthly charge, voice-related revenues, etc.) / number of active subscribers

Data ARPU (including communication modules)

= data-related revenue / number of active subscribers

Number of active subscribers: the total of the monthly number of active subscribers for the relevant period

((subscribers at the beginning of the month + subscribers at the end of the month) / 2).

The number of active subscribers is based on SoftBank Mobile Corp.'s cumulative subscribers including prepaid mobile phones and devices that do not have voice communication functionalities (excluding communication modules). The number of active subscribers used in the calculation of ARPU (including communication modules) includes communication modules.

Data-related revenue: packet communication and flat-rate charges, basic monthly Internet connection charges, content-related revenues, etc.

Basic monthly charge and voice-related revenues: basic monthly usage charges, voice call charges, revenues from incoming calls, device warrantee services, advertising revenue, etc.

Revenues from incoming calls: interconnection charges received from other operators for voice calls from their customers on their network to SoftBank mobile phones as a charge for the services provided in the SoftBank Mobile Corp. service area.

**ii. Churn rate**

Churn rate = churn / number of active subscribers (rounded to the nearest 0.01%)

Churn = total number of subscribers that churned during the relevant period

Number of active subscribers: the total of the monthly number of active subscribers for the relevant period

((subscribers at the beginning of the month + subscribers at the end of the month) / 2).

The number of active subscribers is based on SoftBank Mobile Corp.'s cumulative subscribers including prepaid mobile phones, communication modules, and devices that do not have voice communication functionalities. The number of active subscribers used in the calculation of churn rate of postpaid subscribers excludes prepaid mobile phones.

**iii. Upgrade rate**

Upgrade rate = number of upgrades / number of active subscribers (rounded to the nearest 0.01%)

Number of upgrades = total number of upgrades during the relevant period

Number of active subscribers: the total of the monthly numbers of active subscribers for the relevant period

((subscribers at the beginning of the month + subscribers at the end of the month) / 2).

The number of active subscribers is based on SoftBank Mobile Corp.'s cumulative subscribers including prepaid mobile phones, communication modules, and devices that do not have voice communication functionalities.

**(b) Sprint Platform****i. ARPU**

ARPU (Average Revenue Per User per month) (rounded to the nearest \$.00)

ARPU = service revenue / average number of active subscribers

Number of active subscribers: the total of the monthly number of active subscribers for the relevant period  
((subscribers at the beginning of the month + subscribers at the end of the month) / 2).  
The number of active subscribers is based on cumulative subscribers including communication modules and devices that do not have voice communication functionalities.

**ii. Churn rate**

Churn rate = number of deactivations / average number of active subscribers (rounded to the nearest 0.01%)

Deactivations = total number of subscribers that churned during the relevant period. The number of deactivations excludes the number of subscribers who switch between prepaid and postpaid on the same date.

Number of active subscribers: the total of the monthly number of active subscribers for the relevant period  
((subscribers at the beginning of the month + subscribers at the end of the month) / 2).  
The number of active postpaid subscribers is based on cumulative subscribers including communication modules and devices that do not have voice communication functionalities.



**(Reference 3: Capital Expenditure and Depreciation)**<sup>(Note 5)</sup>
**(a) Capital Expenditure (acceptance basis)**

(Millions of yen)

|                                       | Fiscal Year Ended March 31, 2013   |   |  |  |   | Fiscal Year Ending March 31, 2014            |   |  |
|---------------------------------------|--|---|--|--|---|--|---|--|
|                                       | Three-month<br>Period Ended<br>June 30, 2012   | Three-month<br>Period Ended<br>Sept. 30, 2012 | Three-month<br>Period Ended<br>Dec. 31, 2012 | Three-month<br>Period Ended<br>March 31,<br>2013 | Fiscal Year<br>Ended<br>March 31,<br>2013 | Three-month<br>Period Ended<br>June 30, 2013 | Three-month<br>Period Ended<br>Sept. 30, 2013 | Three-month<br>Period Ended<br>Dec. 31, 2013 |
|                                       | Q1   | Q2  | Q3   | Q4   | Full Year                                 | Q1   | Q2  | Q3   |
| Mobile Communications segment         | 92,500   | 141,927                                       | 176,705                                      | 238,751  | 649,883                                   | 163,581                                      | 164,563                                       | <b>170,469</b>                               |
| (Note 6)<br>Sprint segment            | Segment was newly established from the second quarter of the fiscal year ending March 31, 2014 |   |  |  |   |  | 163,574                                       | <b>208,733</b>                               |
| Fixed-line Telecommunications segment | 10,292   | 12,708  | 16,216                                       | 26,466   | 65,682                                    | 9,903  | 16,743  | <b>13,091</b>                                |
| Internet segment                      | 4,942  | 3,195   | 6,310  | 8,538  | 22,985                                    | 4,393  | 2,746   | <b>9,194</b>                                 |
| Others                                | 7,163  | 1,866   | 2,126  | 3,456  | 14,611                                    | 2,835  | 4,694   | <b>3,082</b>                                 |
| Consolidated total                    | 114,897  | 159,696                                       | 201,357                                      | 277,211  | 753,161                                   | 180,712                                      | 352,320                                       | <b>404,569</b>                               |

**(b) Depreciation and Amortization**

(Millions of yen)

|                                       | Fiscal Year Ended March 31, 2013   |   |  |  |   | Fiscal Year Ending March 31, 2014            |   |  |
|---------------------------------------|--|---|--|--|---|--|---|--|
|                                       | Three-month<br>Period Ended<br>June 30, 2012   | Three-month<br>Period Ended<br>Sept. 30, 2012 | Three-month<br>Period Ended<br>Dec. 31, 2012 | Three-month<br>Period Ended<br>March 31,<br>2013 | Fiscal Year<br>Ended<br>March 31,<br>2013 | Three-month<br>Period Ended<br>June 30, 2013 | Three-month<br>Period Ended<br>Sept. 30, 2013 | Three-month<br>Period Ended<br>Dec. 31, 2013 |
|                                       | Q1   | Q2  | Q3   | Q4   | Full Year                                 | Q1   | Q2  | Q3   |
| Mobile Communications segment         | 59,693   | 63,548  | 67,778                                       | 89,204   | 280,223                                   | 83,367                                       | 92,228  | <b>100,205</b>                               |
| (Note 6)<br>Sprint segment            | Segment was newly established from the second quarter of the fiscal year ending March 31, 2014 |   |  |  |   |  | 134,191                                       | <b>152,411</b>                               |
| Fixed-line Telecommunications segment | 12,603   | 12,642  | 12,798                                       | 15,786   | 53,829                                    | 14,809                                       | 14,918  | <b>15,402</b>                                |
| Internet segment                      | 3,171  | 2,917   | 2,992  | 3,490  | 12,570                                    | 3,221  | 3,218   | <b>3,700</b>                                 |
| Others                                | 1,956  | 2,114   | 2,127  | 2,301  | 8,498                                     | 1,902  | 2,085   | <b>2,329</b>                                 |
| Consolidated total                    | 77,423   | 81,221  | 85,695                                       | 110,781  | 355,120                                   | 103,299                                      | 246,640                                       | <b>274,047</b>                               |

**Notes:**

- The results for the previous fiscal year and each quarter of the previous fiscal year are presented in accordance with the reportable segments adopted since the second quarter of the fiscal year ending March 31, 2014.
- Capital expenditure and depreciation and amortization of the Sprint segment are reflected from July 11, 2013.

**(2) Qualitative Information Regarding Consolidated Financial Position**
**a. Assets, Liabilities, and Equity**

Assets, liabilities, and equity at the end of the third quarter were as follows:

(Millions of yen)

|                   | As of March 31, 2013 | As of Dec. 31, 2013 | Change    | Change % |
|-------------------|----------------------|---------------------|-----------|----------|
| Total assets      | 7,216,809            | <b>16,464,158</b>   | 9,247,349 | 128.1%   |
| Total liabilities | 5,286,381            | <b>13,580,785</b>   | 8,294,404 | 156.9%   |
| Total equity      | 1,930,428            | <b>2,883,373</b>    | 952,945   | 49.4%    |

**(a) Current Assets**

(Millions of yen)

| Item                        | As of<br>March 31, 2013<br>A | Opening balance<br>of Sprint on<br>acquisition date <sup>21</sup><br>(July 10, 2013)<br>B | Other changes<br>C | As of<br>Dec. 31, 2013<br>D=A+B+C | Change<br>E=B+C |
|-----------------------------|------------------------------|---|--------------------|-----------------------------------|-----------------|
| Cash and cash equivalents   | 1,439,057                    | 447,873   | 159,706            | <b>2,046,636</b>                  | 607,579         |
| Trade and other receivables | 936,307                      | 327,211   | 178,373            | <b>1,441,891</b>                  | 505,584         |
| Other financial assets      | 229,239                      | 111,764   | (134,482)          | <b>206,521</b>                    | (22,718)        |
| Inventories                 | 54,268                       | 105,318   | 74,623             | <b>234,209</b>                    | 179,941         |
| Other current assets        | 127,148                      | 42,655  | 29,993             | <b>199,796</b>                    | 72,648          |
| Total current assets        | 2,786,019                    | 1,034,821   | 308,213            | <b>4,129,053</b>                  | 1,343,034       |

Current assets totaled ¥4,129,053 million, for a ¥1,343,034 million (48.2%) increase from March 31, 2013 (the “previous fiscal year-end”). The components of the change of primary items were as follows:

## i. Cash and cash equivalents

Cash and cash equivalents totaled ¥2,046,636 million, for a ¥607,579 million increase from the previous fiscal year-end.

- The Company recognized ¥447,873 million for the consolidation of Sprint on the acquisition date.
- Sprint issued straight corporate bonds in the amount of \$6.5 billion (¥638,300 million) in September 2013, and \$2.5 billion (¥252,550 million) in December 2013.
- Clearwire redeemed \$3,263 million (¥328,507 million) of its bonds before maturity.

## ii. Trade and other receivables

<sup>21</sup> The figures for the opening balance of Sprint on the acquisition date have been retroactively restated since new information was obtained during the third quarter. For details please refer to page 44 “f. Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations (2) Sprint.”

Trade and other receivables totaled ¥1,441,891 million, an increase of ¥505,584 million from the previous fiscal year-end. This increase was primarily due to recording ¥327,211 million for the consolidation of Sprint on the acquisition date.

iii. Other financial assets

Other financial assets totaled ¥206,521 million, a decrease of ¥22,718 million from the previous fiscal year-end. Items such as derivative financial assets, fixed-term deposits, and marketable securities are included in other financial assets.

- The Company recognized ¥111,764 million for the consolidation of Sprint on the acquisition date.
- The Company had concluded a foreign currency forward contract for \$17.0 billion in relation to funding for the acquisition of Sprint and recorded the fair value of this contract of ¥189,357 million in derivative financial assets at the end of the previous fiscal year. However, this derivative financial asset was derecognized and no value was ascribed to it due to the settlement of the foreign exchange transaction upon the completion of the acquisition of Sprint. Please refer to page 62 “12. Finance cost, net” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements” for details.

**(b) Non-current Assets**

(Millions of yen)

| Item  | As of<br>March 31, 2013<br>A | Opening balance<br>of Sprint on<br>acquisition date <sup>21</sup><br>(July 10, 2013)<br>B | Other changes<br>C | As of<br>Dec. 31, 2013<br>D=A+B+C | Change<br>E=B+C  |
|---|------------------------------|---|--------------------|-----------------------------------|------------------|
| Property, plant and equipment                     | 1,830,615                    | 1,291,364   | 435,511            | <b>3,557,490</b>                  | 1,726,875        |
| Goodwill  | 927,399                      | 282,205   | 301,697            | <b>1,511,301</b>                  | 583,902          |
| Intangible assets                                 | 524,893                      | 5,301,283   | 400,239            | <b>6,226,415</b>                  | 5,701,522        |
| FCC Licenses <sup>22</sup>                        | -                            | 3,612,994   | 169,347            | <b>3,782,341</b>                  | 3,782,341        |
| Customer relationships                            | 83,876                       | 700,192   | (56,208)           | <b>727,860</b>                    | 643,984          |
| Software  | 411,285                      | 138,330   | 78,367             | <b>627,982</b>                    | 216,697          |
| Trademarks with indefinite useful lives           | -                            | 600,266   | 25,224             | <b>625,490</b>                    | 625,490          |
| Game titles                                       | -                            | -   | 181,937            | <b>181,937</b>                    | 181,937          |
| Others  | 29,732                       | 249,501   | 1,572              | <b>280,805</b>                    | 251,073          |
| Investments accounted for using the equity method | 208,664                      | -   | 104,902            | <b>313,566</b>                    | 104,902          |
| Other financial assets                            | 634,647                      | 23,938  | (294,135)          | <b>364,450</b>                    | (270,197)        |
| Deferred tax assets                               | 175,390                      | -   | (19,914)           | <b>155,476</b>                    | (19,914)         |
| Other non-current assets                          | 129,182                      | 12,394  | 64,831             | <b>206,407</b>                    | 77,225           |
| <b>Total non-current assets</b>                   | <b>4,430,790</b>             | <b>6,911,184</b>  | <b>993,131</b>     | <b>12,335,105</b>                 | <b>7,904,315</b> |

<sup>22</sup> Licenses issued by the U.S. Federal Communications Commission for use of specified frequency bands.

Non-current assets totaled ¥12,335,105 million at the end of the third quarter, for a ¥7,904,315 million (178.4%) increase from the previous fiscal year-end. The components of the change of primary items were as follows:

i. Property, plant and equipment

Property, plant and equipment totaled ¥3,557,490 million, for a ¥1,726,875 million increase from the previous fiscal year-end. This was mainly due to ¥1,291,364 million recognized for the consolidation of Sprint on the acquisition date. In addition, property, plant and equipment increased by ¥435,511 million, mainly due to capital expenditure in the Mobile Communications and Sprint segments, and because the yen had weakened against the U.S. dollar at the end of the third quarter compared to the time of acquisition of Sprint.

ii. Goodwill

Goodwill totaled ¥1,511,301 million, for a ¥583,902 million increase from the previous fiscal year-end.

- The Company recorded ¥282,205 million of goodwill for the consolidation of Sprint on the acquisition date. In relation to the acquisition of Sprint, the Company entered into a foreign currency forward contract, out of which \$17.0 billion was accounted for under hedge accounting. The fair value on the acquisition date of ¥311,659 million of this hedging instrument was deducted from the amount of goodwill initially recognized from the acquisition of Sprint. Please refer to page 45 “(Note 6) Basis adjustment” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations (2) Sprint f. Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date” for details.
- The Company recorded goodwill of ¥146,032 million in relation to GungHo, ¥21,469 million in relation to WILLCOM, Inc., and ¥98,803 million in relation to Supercell on their acquisition dates in conjunction with their consolidation.

iii. Intangible assets

Intangible assets totaled ¥6,226,415 million, for a ¥5,701,522 million increase from the previous fiscal year-end.

- The Company recorded ¥3,782,341 million for FCC Licenses (not recorded in the same period of the previous fiscal year). This was mainly because the Company recognized ¥3,612,994 million for the consolidation of Sprint on the acquisition date, and because the yen had weakened against the U.S. dollar at the end of the third quarter compared to the time of acquisition of Sprint. From an accounting perspective FCC Licenses are non-amortized assets.
- Customer relationships totaled ¥727,860 million, for a ¥643,984 million increase from the previous fiscal year-end. This was mainly due to recognizing Sprint’s customer relationships of ¥700,192 million for the consolidation of Sprint on the acquisition date. Customer relationships, mainly in relation to Sprint, eAccess Ltd. and WILLCOM, Inc., were amortized by a total of ¥105,558 million in the period.
- Software totaled ¥627,982 million, for a ¥216,697 million increase from the previous fiscal year-end. The main components of the change were ¥138,330 million recognized for the consolidation of Sprint on the acquisition date and an increase of ¥78,367 million mainly due to capital expenditures in the Mobile Communications and Sprint segments.
- The Company recorded trademarks with indefinite useful lives of ¥625,490 million (not recorded in the same period of the previous fiscal year). This was due to recognizing ¥600,266 million for trademarks

held by Sprint for the consolidation on the acquisition date, and because the amount increased as the yen had weakened against the U.S. dollar at the end of the third quarter compared to the time of acquisition of Sprint. Trademarks with indefinite useful lives are non-amortized assets.

- The Company recorded game titles of ¥181,937 million (not recorded in the same period of the previous fiscal year). This was due to recognizing ¥77,796 million for the consolidation of GungHo in April 2013 and ¥119,099 million for the consolidation of Supercell on October 31, 2013, and amortizing them by a total of ¥23,423 million in the period.

iv. Investments accounted for using the equity method

- Investments accounted for using the equity method totaled ¥313,566 million, for a ¥104,902 million increase from the previous fiscal year-end. The increase is mainly due to the Company acquiring some of the preferred stocks of Brightstar Corp. from existing shareholders for \$660 million (¥66,630 million) by the end of the third quarter. Please refer to page 65 “Consolidation of Brightstar Corp.” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 14. Significant subsequent events” for details.

v. Other financial assets

Other financial assets totaled ¥364,450 million, for a ¥270,197 million decrease from the previous fiscal year-end. At the previous fiscal year-end the convertible bonds issued by Sprint and shares of WILLCOM, Inc. were recorded as investment securities. However, the ending amount of both investment securities became zero as a result of their consolidation in the second quarter.

**(c) Current Liabilities**

(Millions of yen)

| Item                                       | As of<br>March 31, 2013<br>A | Opening balance<br>of Sprint on<br>acquisition date <sup>21</sup><br>(July 10, 2013)<br>B | Other changes<br>C | As of<br>Dec. 31, 2013<br>D=A+B+C | Change<br>E=B+C  |
|--|------------------------------|---|--------------------|-----------------------------------|------------------|
| <b>Interest-bearing debt</b>               | <b>1,534,128</b>             | <b>86,961</b>   | <b>(429,578)</b>   | <b>1,191,511</b>                  | <b>(342,617)</b> |
| Short-term borrowings                      | 458,313                      | -   | (125,500)          | <b>332,813</b>                    | (125,500)        |
| Current portion of<br>long-term borrowings | 631,232                      | 13,380  | (276,295)          | <b>368,317</b>                    | (262,915)        |
| Current portion of<br>corporate bonds      | 204,837                      | 63,317  | (107,296)          | <b>160,858</b>                    | (43,979)         |
| Current portion of lease<br>obligations    | 192,658                      | 10,264  | 46,737             | <b>249,659</b>                    | 57,001           |
| Others                                     | 47,088                       | -   | 32,776             | <b>79,864</b>                     | 32,776           |
| <b>Trade and<br/>other payables</b>        | <b>972,669</b>               | <b>647,524</b>  | <b>(81,623)</b>    | <b>1,538,570</b>                  | <b>565,901</b>   |
| <b>Other financial<br/>liabilities</b>     | <b>4,833</b>                 | <b>-</b>  | <b>35</b>          | <b>4,868</b>                      | <b>35</b>        |
| <b>Income taxes<br/>payables</b>           | <b>182,050</b>               | <b>4,553</b>  | <b>5,826</b>       | <b>192,429</b>                    | <b>10,379</b>    |
| <b>Provisions</b>                          | <b>1,602</b>                 | <b>94,025</b>   | <b>10,857</b>      | <b>106,484</b>                    | <b>104,882</b>   |
| <b>Other current<br/>liabilities</b>       | <b>142,634</b>               | <b>286,160</b>  | <b>18,922</b>      | <b>447,716</b>                    | <b>305,082</b>   |
| <b>Total current<br/>liabilities</b>       | <b>2,837,916</b>             | <b>1,119,223</b>  | <b>(475,561)</b>   | <b>3,481,578</b>                  | <b>643,662</b>   |

Current liabilities at the end of the third quarter totaled ¥3,481,578 million, for a ¥643,662 million (22.7%) increase from the previous fiscal year-end. The components of the change of primary items were as follows:

## i. Interest-bearing debt

Interest-bearing debt totaled ¥1,191,511 million, for a ¥342,617 million decrease from the previous fiscal year-end. This was mainly due to decreases of ¥262,915 million in the current portion of long-term borrowings and ¥125,500 million in short-term borrowings. These decreases were due to the Company repaying part of existing borrowings in September 2013 in accordance with the refinancing of the Sprint acquisition bridge loan and other existing borrowings and debts.

## ii. Trade and other payables

Trade and other payables totaled ¥1,538,570 million for a ¥565,901 million increase from the previous fiscal year-end. This was mainly due to ¥647,524 million recognized for the consolidation of Sprint on the acquisition date.

## iii. Other current liabilities

Other current liabilities totaled ¥447,716 million for a ¥305,082 million increase from the previous fiscal year-end. This was mainly due to ¥286,160 million recognized for the consolidation of Sprint on the acquisition date.

**(d) Non-current Liabilities**

(Millions of yen)

| Item                          | As of<br>March 31, 2013<br>A | Opening balance<br>of Sprint on<br>acquisition date <sup>21</sup><br>(July 10, 2013)<br>B | Other changes<br>C | As of<br>Dec. 31, 2013<br>D=A+B+C | Change<br>E=B+C |
|-------------------------------|------------------------------|---|--------------------|-----------------------------------|-----------------|
| Interest-bearing debt         | 2,173,725                    | 2,668,163   | 3,186,698          | <b>8,028,586</b>                  | 5,854,861       |
| Long-term borrowings          | 510,856                      | 34,854  | 1,668,381          | <b>2,214,091</b>                  | 1,703,235       |
| Corporate bonds               | 791,919                      | 2,590,208   | 1,416,053          | <b>4,798,180</b>                  | 4,006,261       |
| Lease obligations             | 564,077                      | 43,101  | 114,017            | <b>721,195</b>                    | 157,118         |
| Others                        | 306,873                      | -   | (11,753)           | <b>295,120</b>                    | (11,753)        |
| Other financial liabilities   | 38,654                       | 6,677   | 12,490             | <b>57,821</b>                     | 19,167          |
| Defined benefit liabilities   | 14,506                       | 65,763  | (15,541)           | <b>64,728</b>                     | 50,222          |
| Provisions                    | 21,765                       | 148,731   | (32,328)           | <b>138,168</b>                    | 116,403         |
| Deferred tax liabilities      | 119,628                      | 1,410,344   | 16,535             | <b>1,546,507</b>                  | 1,426,879       |
| Other non-current liabilities | 80,187                       | 184,107   | (897)              | <b>263,397</b>                    | 183,210         |
| Total non-current liabilities | 2,448,465                    | 4,483,785   | 3,166,957          | <b>10,099,207</b>                 | 7,650,742       |

Non-current liabilities totaled ¥10,099,207 million, for a ¥7,650,742 million (312.5%) increase from the previous fiscal year-end. The components of the change of primary items were as follows:

## i. Interest-bearing debt

Interest-bearing debt totaled ¥8,028,586 million, for an increase of ¥5,854,861 million from the previous fiscal year-end. Please refer to page 56 “9. Interest-bearing debt” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements” for details.

- Corporate bonds totaled ¥4,798,180 million, for a ¥4,006,261 million increase from the previous fiscal year-end. The increase in corporate bonds mainly reflects ¥2,590,208 million recognized for the consolidation of Sprint on the acquisition date, totaling \$9.0 billion (¥890,850 million) of straight corporate bonds issued by Sprint, and ¥450,000 million of unsecured straight corporate bonds and ¥324,382 million of foreign currency denominated straight corporate bonds issued by SoftBank Corp. Another factor behind the increase was that the yen had weakened against the U.S. dollar at the end of the third quarter compared to the time of acquisition of Sprint and the time of SoftBank Corp.’s issuance of foreign currency denominated straight corporate bonds. Meanwhile, Clearwire redeemed \$3,263 million (¥328,507 million) of its bonds before maturity.
- Long-term borrowings totaled ¥2,214,091 million, for an increase of ¥1,703,235 million from the previous fiscal year-end. This was mainly due to the Company borrowing ¥1.98 trillion in September 2013 to refinance its bridge loan for the acquisition of Sprint and other existing borrowings and debts, while

concurrently repaying part of existing borrowings.

ii. Deferred tax liabilities

Deferred tax liabilities totaled ¥1,546,507 million, for an increase of ¥1,426,879 million from the previous fiscal year-end. This was mainly due to recognition of a temporary difference relating to FCC Licenses, customer relationships, and trademarks in conjunction with the consolidation of Sprint.

(e) Equity

(Millions of yen)

|   | As of March 31, 2013 | As of Dec. 31, 2013 | Change  |
|---|----------------------|---------------------|---------|
| Equity attributable to owners of the parent | 1,612,756            | <b>1,986,529</b>    | 373,773 |
| Non-controlling interests                   | 317,672              | <b>896,844</b>      | 579,172 |
| Total equity                                | 1,930,428            | <b>2,883,373</b>    | 952,945 |

Equity totaled ¥2,883,373 million, for a ¥952,945 million (49.4%) increase from the previous fiscal year-end. Of this amount, equity attributable to owners of the parent and non-controlling interests increased by ¥373,773 million (23.2%) and ¥579,172 million (182.3%), respectively. The equity ratio for equity attributable to owners of the parent decreased by 10.2 percentage points from the previous fiscal year-end to 12.1%. Despite the increase in equity attributable to owners of the parent, the lower equity ratio for equity attributable to owners of the parent primarily reflected an increase in the amount of assets and liabilities mainly in conjunction with the consolidation of Sprint.

(Equity Attributable to Owners of the Parent)

(Millions of yen)

| Item   | As of March 31, 2013 | As of Dec. 31, 2013 | Change    |
|--|----------------------|---------------------|-----------|
| Common stock   | 238,772              | <b>238,772</b>      | -         |
| Additional paid-in capital                             | 436,704              | <b>405,030</b>      | (31,674)  |
| Retained earnings                                      | 712,088              | <b>1,165,778</b>    | 453,690   |
| Treasury stock   | (22,834)             | <b>(51,599)</b>     | (28,765)  |
| Accumulated other comprehensive income                 | 248,026              | <b>228,548</b>      | (19,478)  |
| Available-for-sale financial assets                    | 50,700               | <b>13,286</b>       | (37,414)  |
| Cash flow hedges                                       | 114,158              | <b>(22,934)</b>     | (137,092) |
| Exchange differences on translating foreign operations | 83,168               | <b>238,196</b>      | 155,028   |
| Total equity attributable to owners of the parent      | 1,612,756            | <b>1,986,529</b>    | 373,773   |



Equity attributable to owners of the parent totaled ¥1,986,529 million, for a ¥373,773 million (23.2%) increase from the previous fiscal year-end.

- i. Retained earnings totaled ¥1,165,778 million, for a ¥453,690 million increase from the previous fiscal year-end. This mainly reflected the recording of net income attributable to owners of the parent of ¥488,231 million for the period, despite a decrease totaling ¥47,669 million due to the payment of the year-end dividend for the fiscal year ended March 31, 2013 and the interim dividend for the fiscal year ending March 31, 2014.
- ii. Accumulated other comprehensive income totaled ¥228,548 million, for a ¥19,478 million decrease from the previous fiscal year-end.
  - Available-for-sale financial assets were ¥13,286 million, for a ¥37,414 million decrease from the previous fiscal year-end. At the previous fiscal year-end, the Company measured the fair value of its shares of WILLCOM, Inc., which were classified as available-for-sale financial assets, and recognized the difference between the fair value and the acquisition cost as accumulated other comprehensive income, net of tax. In conjunction with the consolidation of WILLCOM, Inc. in the second quarter, the entire amount of the accumulated other comprehensive income recognized relating to these shares was derecognized and recognized as income from remeasurement relating to business combination in the consolidated statements of income.
  - Cash flow hedges were negative ¥22,934 million, for a ¥137,092 million decrease from the previous fiscal year-end. \$17.0 billion was previously accounted for under hedge accounting out of a foreign currency forward contract concluded in relation to the acquisition of Sprint. Then, accumulated other comprehensive income from this \$17.0 billion foreign currency forward contract was derecognized in the second quarter and deducted from goodwill initially recognized from the consolidation of Sprint. Please refer to page 45 “(Note 6) Basis adjustment” under “3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations (2) Sprint f. Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date” for details.
  - Exchange differences on translating foreign operations were ¥238,196 million, for a ¥155,028 million increase from the previous fiscal year-end. This was mainly because the yen had weakened against the U.S. dollar at the end of the third quarter compared to the time of acquisition of Sprint.

**(Non-controlling Interests)**

Non-controlling interests totaled ¥896,844 million, for a ¥579,172 million (182.3%) increase from the previous fiscal year-end, mainly in conjunction with consolidating Sprint, GungHo, and Supercell.

**b. Cash Flows**

Cash flows during the period were as follows:

Cash and cash equivalents at the end of the third quarter totaled ¥2,046,636 million, for a ¥607,579 million increase from the previous fiscal year-end.

(Millions of yen)

|                                      | Nine-month Period<br>Ended Dec. 31, 2012<br>YoY | Nine-month Period<br>Ended Dec. 31, 2013<br>(the period) | Change      |
|--------------------------------------|---|--|-------------|
| Cash flows from operating activities | 521,296   | <b>497,657</b>   | (23,639)    |
| Cash flows from investing activities | (767,639)                                       | <b>(2,376,501)</b>                                       | (1,608,862) |
| Cash flows from financing activities | 284,118   | <b>2,447,322</b>   | 2,163,204   |

(Reference)

|   |        |                  |           |
|---|--------|------------------|-----------|
| Cash flows from operating activities<br>- capital expenditure <sup>(Note 7)</sup> | 62,814 | <b>(498,007)</b> | (560,821) |
|---|--------|------------------|-----------|

Note:

7. Outlays for purchase of property, plant and equipment and intangible assets

**(a) Cash Flows from Operating Activities**

Net cash provided by operating activities totaled ¥497,657 million (compared with ¥521,296 million provided in the same period of the previous fiscal year). Out of this, Sprint's net cash used by operating activities (for the period from July 11 to December 31, 2013) totaled ¥27,267 million. The primary components were as follows:

- i. Net income totaled ¥526,122 million.
- ii. The main items added to net income were ¥623,986 million in depreciation and amortization, ¥272,019 million in income taxes, and ¥147,918 million in finance cost, net.
- iii. The main item deducted from net income was income from remeasurement relating to business combination of ¥253,886 million. Please refer to page 39 "(1) GungHo Online Entertainment, Inc." and page 46 "(3) WILLCOM, Inc." under "3. Condensed Interim Consolidated Financial Statements (6) Notes to Condensed Interim Consolidated Financial Statements 5. Business combinations" for details.
- iv. Interest paid was ¥225,388 million. The increase of ¥173,682 million compared with the same period of the previous fiscal year was mainly due to the impact of adding the interest expense of Sprint, as well as an increase in interest expenses for bonds and borrowings at SoftBank Corp.
- v. Income taxes paid was ¥267,029 million.

**(b) Cash Flows from Investing Activities**

Net cash used in investing activities was ¥2,376,501 million (compared with ¥767,639 million used in the same period of the previous fiscal year). The primary components were as follows:

- i. Decrease from acquisition of control over subsidiaries of ¥1,568,582 million was recorded, mainly due to the consolidation of Sprint, GungHo, and Supercell.

(Reference: Total Invested Amount for Acquisition of Sprint)

The invested amount for the Sprint acquisition and the timing of payments is as follows:

|  | Invested amount       |                  | Timing of payment |
|--|-----------------------|------------------|-------------------|
|  | U.S. dollars          | Millions of yen  |                   |
| Purchase of convertible bonds <sup>(Note 8)</sup> A  | \$3.1 billion         | 249,333          | Oct. 2012         |
| Cash investment B  | \$18.5 billion        | 1,875,149        | July 2013         |
| Proceeds from settlement of foreign currency forward contract for acquisition of control of subsidiaries <sup>(Note 9)</sup> C | -                     | 310,104          | -                 |
| Additional purchases of shares <sup>(Note 10)</sup> D  | \$500 million         | 49,535           | Aug. - Sept. 2013 |
| <b>Total E=A+B-C+D</b>   | <b>\$22.1 billion</b> | <b>1,863,913</b> |                   |
| Cash and cash equivalents held by Sprint at the time of acquisition of control F   | \$4.4 billion         | 447,873          |                   |

Notes:

8. Converted to Sprint shares on July 10, 2013.
  9. Proceeds from the settlement of the foreign currency forward contract of \$18.5 billion concluded in relation to acquisition of Sprint.
  10. From August 1 to September 16, 2013 the Company acquired approximately 2% of additional shares of Sprint after its consolidation on July 10, 2013. Since this was executed after acquiring control of Sprint the relevant invested amount is recorded under cash flows from financing activities.
  11. Of the amount recorded for decrease from acquisition of control over subsidiaries for the period, outlays for the acquisition of Sprint amounted to ¥1,427,276 million. This is calculated by subtracting cash and cash equivalents held by Sprint at the time of acquisition of control (F) from the \$18.5 billion in cash investment (B).
- ii. Outlays for purchase of property, plant and equipment and intangible assets amounted to ¥995,664 million. Out of this, Sprint's outlays for purchase of property, plant and equipment and intangible assets (for the period from July 11 to December 31, 2013) amounted to ¥395,622 million.

**(c) Cash Flows from Financing Activities**

Net cash provided by financing activities was ¥2,447,322 million (compared with ¥284,118 million provided in the same period of the previous fiscal year). The primary components were as follows:

**(Items Increasing Cash Flows)**

- i. Proceeds from long-term interest-bearing debt of ¥4,380,354 million mainly resulted from the following:
  - Proceeds from long-term borrowings of ¥2,378,670 million, mainly from borrowings of ¥1.98 trillion executed by SoftBank Corp. in September 2013 in accordance with the refinancing of the Sprint acquisition bridge loan and other existing borrowings and debts.
  - Proceeds from issuance of corporate bonds of ¥1,665,232 million. This mainly consisted of totaling \$9.0 billion (¥890,850 million) of straight corporate bonds issued by Sprint, and ¥450,000 million of unsecured straight corporate bonds and ¥324,382 million of foreign currency denominated straight corporate bonds issued by SoftBank Corp.
  - Proceeds from sale and leaseback of equipment newly acquired of ¥336,452 million.

**(Items Decreasing Cash Flows)**

- i. Repayment of long-term interest-bearing debt of ¥1,678,922 million mainly resulted from the following:
  - Repayment of long-term debt of ¥971,600 million. This was mainly due to the Company repaying part of existing borrowings in September 2013, in accordance with the refinancing of the Sprint acquisition bridge loan and other existing borrowings and debts.
  - Redemption of corporate bonds of ¥483,528 million, mainly from Clearwire's early redemption of \$3,263 million (¥328,507 million) of Clearwire's corporate bonds.
- ii. Decrease in short-term interest-bearing debt, net resulted in an outlay of ¥101,431 million.
- iii. Payment for purchase of subsidiaries' equity from non-controlling interests of ¥71,869 million. This mainly included the Company's additional purchase of approximately 2% of Sprint shares from August 1 to September 16, 2013, after its consolidation on July 10, 2013, which resulted in an outlay of ¥49,535 million, as well as an outlay of ¥21,424 million for Yahoo Japan Corporation's repurchase of its own shares.

### (3) Qualitative Information Regarding Forecast on the Consolidated Operation Results

The Company projects net sales of at least ¥6 trillion, EBITDA<sup>(Note 12)</sup> of at least ¥1.5 trillion, and operating income of at least ¥1 trillion under IFRSs in the fiscal year ending March 31, 2014 (“FY2013”). This operating income includes gains of ¥253.9 billion in total resulting from the reevaluation of the existing equity interests held in GungHo and WILLCOM, Inc. at fair value when both companies became subsidiaries.

For the fiscal year ending March 31, 2015 (“FY2014”) the Company projects net sales of ¥7 trillion, EBITDA of ¥2 trillion, and operating income of ¥1 trillion. Temporary gains including income from remeasurement relating to business combination are not anticipated to occur. In combination with continued steady trends in the Mobile Communications segment, the operation results of the Sprint segment are forecast to show marked progress, resulting in continued operating income growth (comparison with FY2013 operating income discounts the abovementioned temporary gains).

Forecast for fiscal years ending March 31, 2014 and 2015.

|   | Fiscal year ending<br>March 31, 2014     | Fiscal year ending<br>March 31, 2015 |
|---|--|--------------------------------------|
| Net sales                                   | at least ¥6 trillion                     | ¥7 trillion                          |
| EBITDA                                      | at least ¥1.5 trillion                   | ¥2 trillion                          |
| Operating income<br>(incl. temporary gains) | at least ¥1 trillion<br>(¥253.9 billion) | ¥1 trillion<br>(-)                   |

Note:

12. EBITDA: net sales - cost of sales - selling, general and administrative expenses + depreciation and amortization

## 2. Notes to Summary Information

### (1) Significant changes in scope of consolidation for the nine-month period ended December 31, 2013

Specified subsidiary (one company) newly consolidated in the nine-month period ended December 31, 2013

Sprint Communications, Inc.

On July 10, 2013, the Company capitalized Sprint Corporation (hereinafter “Sprint”) with \$21.6 billion. In the above process, Sprint Nextel Corporation merged with Starburst III, Inc., which used to be a subsidiary of the Company, with Sprint Nextel Corporation being the surviving entity and changed its name to Sprint Communications, Inc. Consequently, Sprint Communications, Inc., the surviving entity, was newly included in the scope of consolidation. Starburst II, Inc., which used to own all the shares of Starburst III, Inc., succeeded Sprint’s business and changed its name to Sprint Corporation.

As the amount of common stock of Sprint Communications, Inc. which was included in the scope of consolidation is more than ten-hundreds of the common stock of SoftBank Corp., this is a change of a specified subsidiary with the change in the scope of consolidation.

### (2) Changes in Accounting Policies and Accounting Estimates

(Changes in accounting estimates)

For the three-month period ended June 30, 2013, the Company changed its assumptions and estimates related to the acquisition of Sprint, which are used as material basis for the carrying amount of the convertible bonds issued by Sprint Nextel Corporation and held by a subsidiary, Starburst II, Inc. The corporate bond was converted to the shares of Sprint shares in July 2013.

The details are described in “Note 12. Finance cost, net, (6) Notes to Condensed Interim Consolidated Financial Statements, 3. Condensed Interim Consolidated Financial Statements.”

**3. Condensed Interim Consolidated Financial Statements**
**(1) Condensed Interim Consolidated Statements of Financial Position**

|  | As of<br>April 1, 2012 | As of<br>March 31, 2013 | (Millions of yen)<br>As of<br>December 31, 2013 |
|--|------------------------|-------------------------|---|
| <b>Assets</b>  |                        |                         |   |
| <b>Current assets</b>                                |                        |                         |   |
| Cash and cash equivalents                            | 1,021,113              | 1,439,057               | 2,046,636                                       |
| Trade and other receivables                          | 786,902                | 936,307                 | 1,441,891                                       |
| Other financial assets                               | 10,399                 | 229,239                 | 206,521   |
| Inventories  | 55,683                 | 54,268                  | 234,209   |
| Other current assets                                 | 85,014                 | 127,148                 | 199,796   |
| <b>Total current assets</b>                          | <b>1,959,111</b>       | <b>2,786,019</b>        | <b>4,129,053</b>                                |
| <b>Non-current assets</b>                            |                        |                         |   |
| Property, plant and equipment                        | 1,377,185              | 1,830,615               | 3,557,490                                       |
| Goodwill   | 777,911                | 927,399                 | 1,511,301                                       |
| Intangible assets                                    | 340,323                | 524,893                 | 6,226,415                                       |
| Investments accounted for using<br>the equity method | 208,526                | 208,664                 | 313,566   |
| Other financial assets                               | 318,599                | 634,647                 | 364,450   |
| Deferred tax assets                                  | 183,409                | 175,390                 | 155,476   |
| Other non-current assets                             | 85,490                 | 129,182                 | 206,407   |
| <b>Total non-current assets</b>                      | <b>3,291,443</b>       | <b>4,430,790</b>        | <b>12,335,105</b>                               |
| <b>Total assets</b>                                  | <b>5,250,554</b>       | <b>7,216,809</b>        | <b>16,464,158</b>                               |

|  | As of<br>April 1, 2012 | As of<br>March 31, 2013 | (Millions of yen)<br>As of<br>December 31, 2013 |
|--|------------------------|-------------------------|---|
| <b>Liabilities and equity</b>                            |                        |                         |   |
| <b>Current liabilities</b>                               |                        |                         |   |
| Interest-bearing debt                                    | 926,671                | 1,534,128               | 1,191,511                                       |
| Trade and other payables                                 | 975,832                | 972,669                 | 1,538,570                                       |
| Other financial liabilities                              | 1,206                  | 4,833                   | 4,868   |
| Income taxes payables                                    | 123,213                | 182,050                 | 192,429   |
| Provisions   | 1,456                  | 1,602                   | 106,484   |
| Other current liabilities                                | 94,155                 | 142,634                 | 447,716   |
| <b>Total current liabilities</b>                         | <b>2,122,533</b>       | <b>2,837,916</b>        | <b>3,481,578</b>                                |
| <b>Non-current liabilities</b>                           |                        |                         |   |
| Interest-bearing debt                                    | 1,763,273              | 2,173,725               | 8,028,586                                       |
| Other financial liabilities                              | 37,170                 | 38,654                  | 57,821  |
| Defined benefit liabilities                              | 14,953                 | 14,506                  | 64,728  |
| Provisions   | 20,643                 | 21,765                  | 138,168   |
| Deferred tax liabilities                                 | 45,351                 | 119,628                 | 1,546,507                                       |
| Other non-current liabilities                            | 79,585                 | 80,187                  | 263,397   |
| <b>Total non-current liabilities</b>                     | <b>1,960,975</b>       | <b>2,448,465</b>        | <b>10,099,207</b>                               |
| <b>Total liabilities</b>                                 | <b>4,083,508</b>       | <b>5,286,381</b>        | <b>13,580,785</b>                               |
| <b>Equity</b>  |                        |                         |   |
| <b>Equity attributable to owners of the parent</b>       |                        |                         |   |
| Common stock   | 213,798                | 238,772                 | 238,772   |
| Additional paid-in capital                               | 250,767                | 436,704                 | 405,030   |
| Retained earnings  | 405,584                | 712,088                 | 1,165,778                                       |
| Treasury stock   | (22,947)               | (22,834)                | (51,599)  |
| Accumulated other comprehensive income                   | 45,433                 | 248,026                 | 228,548   |
| <b>Total equity attributable to owners of the parent</b> | <b>892,635</b>         | <b>1,612,756</b>        | <b>1,986,529</b>                                |
| <b>Non-controlling interests</b>                         | <b>274,411</b>         | <b>317,672</b>          | <b>896,844</b>                                  |
| <b>Total equity</b>                                      | <b>1,167,046</b>       | <b>1,930,428</b>        | <b>2,883,373</b>                                |
| <b>Total liabilities and equity</b>                      | <b>5,250,554</b>       | <b>7,216,809</b>        | <b>16,464,158</b>                               |



**(2) Condensed Interim Consolidated Statements of Income and Other Comprehensive Income**

For the nine-month period ended December 31

Condensed Interim Consolidated Statements of Income

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| Net sales  | 2,346,972                                    | 4,561,703                                    |
| Cost of sales  | (1,166,395)                                  | (2,650,642)                                  |
| <b>Gross profit</b>  | <b>1,180,577</b>                             | <b>1,911,061</b>                             |
| Selling, general and administrative expenses                   | (550,833)                                    | (1,235,391)                                  |
| Income from remeasurement relating to business combination     | 1,778  | 253,886                                      |
| Other operating loss   | -  | (5,328)                                      |
| <b>Operating income</b>  | <b>631,522</b>                               | <b>924,228</b>                               |
| Finance cost, net  | (48,384)                                     | (146,049)                                    |
| Equity in income (loss) of associates                          | (2,812)                                      | 19,962                                       |
| <b>Income before income tax</b>                                | <b>580,326</b>                               | <b>798,141</b>                               |
| Income taxes   | (225,520)                                    | (272,019)                                    |
| <b>Net income</b>  | <b>354,806</b>                               | <b>526,122</b>                               |
| <b>Net income attributable to</b>                              |  |  |
| Owners of the parent   | 308,790                                      | 488,231                                      |
| Non-controlling interests                                      | 46,016                                       | 37,891                                       |
|  | <b>354,806</b>                               | <b>526,122</b>                               |
| <b>Earnings per share attributable to owners of the parent</b> |  |  |
| Basic (yen)  | 280.48                                       | 409.80                                       |
| Diluted (yen)  | 276.30                                       | 409.04                                       |

Condensed Interim Consolidated Statements of Comprehensive Income

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| <b>Net income</b>  | 354,806                                      | 526,122                                      |
| <b>Other comprehensive income (loss), net of tax</b>                 |  |  |
| <b>Items that will not be reclassified to profit or loss</b>         |  |  |
| Remeasurements of defined benefit plan                               | (1)  | 17,174                                       |
| Total items that will not be reclassified to profit or loss          | (1)  | 17,174                                       |
| <b>Items that may be reclassified subsequently to profit or loss</b> |  |  |
| Available-for-sale financial assets                                  | (2,407)                                      | (42,514)                                     |
| Cash flow hedges   | 37,133                                       | (136,892)                                    |
| Exchange differences on translating foreign operations               | 29,099                                       | 163,309                                      |
| Share of other comprehensive income of associates                    | 8,272  | 18,387                                       |
| Total items that may be reclassified subsequently to profit or loss  | 72,097                                       | 2,290  |
| <b>Total other comprehensive income, net of tax</b>                  | 72,096                                       | 19,464                                       |
| <b>Total comprehensive income</b>                                    | 426,902                                      | 545,586                                      |
| <b>Total comprehensive income attributable to</b>                    |  |  |
| Owners of the parent   | 380,517                                      | 482,464                                      |
| Non-controlling interests  | 46,385                                       | 63,122                                       |
|  | 426,902                                      | 545,586                                      |

For the three-month period ended December 31

Condensed Interim Consolidated Statements of Income

|  | (Millions of yen)                             |   |
|--|---|---|
|  | Three-month period ended<br>December 31, 2012 | Three-month period ended<br>December 31, 2013 |
| Net sales  | 842,328                                       | 1,963,091                                     |
| Cost of sales  | (448,127)                                     | (1,225,734)                                   |
| <b>Gross profit</b>  | <b>394,201</b>                                | <b>737,357</b>                                |
| Selling, general and administrative expenses                   | (193,586)                                     | (527,746)                                     |
| Income from remeasurement relating to business combination     | 1,778   | -   |
| Other operating loss   | -   | (453)   |
| <b>Operating income</b>  | <b>202,393</b>                                | <b>209,158</b>                                |
| Finance cost, net  | (11,007)                                      | (41,026)                                      |
| Equity in income (loss) of associates                          | (1,532)                                       | 23,742  |
| <b>Income before income tax</b>                                | <b>189,854</b>                                | <b>191,874</b>                                |
| Income taxes   | (77,576)                                      | (94,625)                                      |
| <b>Net income</b>  | <b>112,278</b>                                | <b>97,249</b>                                 |
| <b>Net income attributable to</b>                              |   |   |
| Owners of the parent   | 94,231  | 93,315  |
| Non-controlling interests                                      | 18,047  | 3,934   |
|  | <b>112,278</b>                                | <b>97,249</b>                                 |
| <b>Earnings per share attributable to owners of the parent</b> |   |   |
| Basic (yen)  | 85.22   | 78.36   |
| Diluted (yen)  | 84.27   | 78.08   |

Condensed Interim Consolidated Statements of Comprehensive Income

|  | Three-month period ended<br>December 31, 2012 | (Millions of yen)<br>Three-month period ended<br>December 31, 2013 |
|--|---|--|
| <b>Net income</b>  | 112,278                                       | 97,249   |
| <b>Other comprehensive income (loss), net of tax</b>                 |   |  |
| <b>Items that will not be reclassified to profit or loss</b>         |   |  |
| Remeasurements of defined benefit plan                               | (2)   | 17,185   |
| Total items that will not be reclassified to profit or loss          | (2)   | 17,185   |
| <b>Items that may be reclassified subsequently to profit or loss</b> |   |  |
| Available-for-sale financial assets                                  | 2,878   | 4,693  |
| Cash flow hedges   | 36,962  | 3,340  |
| Exchange differences on translating foreign operations               | 37,630  | 220,717  |
| Share of other comprehensive income of associates                    | 8,985   | 11,492   |
| Total items that may be reclassified subsequently to profit or loss  | 86,455  | 240,242  |
| <b>Total other comprehensive income, net of tax</b>                  | 86,453  | 257,427  |
| <b>Total comprehensive income</b>                                    | 198,731                                       | 354,676  |
| <b>Total comprehensive income attributable to</b>                    |   |  |
| Owners of the parent   | 180,513                                       | 309,662  |
| Non-controlling interests  | 18,218  | 45,014   |
|  | 198,731                                       | 354,676  |

**(3) Condensed Interim Consolidated Statements of Changes in Equity**

For the nine-month period ended December 31, 2012

(Millions of yen)

|   | Equity attributable to owners of the parent |                            |                   |                |  | Total     | Non-controlling interests | Total equity |
|---|---|----------------------------|-------------------|----------------|--|-----------|---------------------------|--------------|
|   | Common stock                                | Additional paid-in capital | Retained earnings | Treasury stock | Accumulated other comprehensive income |           |                           |              |
| <b>As of April 1, 2012</b>  | 213,798                                     | 250,767                    | 405,584           | (22,947)       | 45,433                                 | 892,635   | 274,411                   | 1,167,046    |
| <b>Comprehensive income</b>   |   |                            |                   |                |  |           |                           |              |
| Net income  | -   | -                          | 308,790           | -              | -                                      | 308,790   | 46,016                    | 354,806      |
| Other comprehensive income  | -   | -                          | -                 | -              | 71,727                                 | 71,727    | 369                       | 72,096       |
| <b>Total comprehensive income</b>                                       | -   | -                          | 308,790           | -              | 71,727                                 | 380,517   | 46,385                    | 426,902      |
| <b>Transactions with owners and other transactions</b>                  |   |                            |                   |                |  |           |                           |              |
| Cash dividends  | -   | -                          | (66,045)          | -              | -                                      | (66,045)  | (11,832)                  | (77,877)     |
| Transfer of accumulated other comprehensive income to retained earnings | -   | -                          | (1)               | -              | 1                                      | -         | -                         | -            |
| Issuance of new shares  | 8,405                                       | 15,521                     | -                 | -              | -                                      | 23,926    | -                         | 23,926       |
| Purchase and disposal of treasury stock                                 | -   | 5                          | -                 | 73             | -                                      | 78        | -                         | 78           |
| Changes from business combination                                       | -   | -                          | -                 | -              | -                                      | -         | 2,250                     | 2,250        |
| Changes in interests in subsidiaries                                    | -   | (303)                      | -                 | -              | -                                      | (303)     | (14)                      | (317)        |
| Changes in associates' interests in their subsidiaries                  | -   | (51,223)                   | -                 | -              | -                                      | (51,223)  | -                         | (51,223)     |
| Decrease by exercise of stock acquisition right                         | -   | (7,395)                    | -                 | -              | -                                      | (7,395)   | -                         | (7,395)      |
| Share-based payment transactions  | -   | 50                         | -                 | -              | -                                      | 50        | -                         | 50           |
| Other   | -   | -                          | -                 | -              | -                                      | -         | (933)                     | (933)        |
| <b>Total transactions with owners and other transactions</b>            | 8,405                                       | (43,345)                   | (66,046)          | 73             | 1                                      | (100,912) | (10,529)                  | (111,441)    |
| <b>As of December 31, 2012</b>  | 222,203                                     | 207,422                    | 648,328           | (22,874)       | 117,161                                | 1,172,240 | 310,267                   | 1,482,507    |

For the nine-month period ended December 31, 2013

(Millions of yen)

|   | Equity attributable to owners of the parent |                            |                   |                |  | Total     | Non-controlling interests | Total equity |
|---|---|----------------------------|-------------------|----------------|--|-----------|---------------------------|--------------|
|   | Common stock                                | Additional paid-in capital | Retained earnings | Treasury stock | Accumulated other comprehensive income |           |                           |              |
| <b>As of April 1, 2013</b>  | 238,772                                     | 436,704                    | 712,088           | (22,834)       | 248,026                                | 1,612,756 | 317,672                   | 1,930,428    |
| <b>Comprehensive income</b>   |   |                            |                   |                |  |           |                           |              |
| Net income  | -   | -                          | 488,231           | -              | -                                      | 488,231   | 37,891                    | 526,122      |
| Other comprehensive income (loss)                                     | -   | -                          | -                 | -              | (5,767)                                | (5,767)   | 25,231                    | 19,464       |
| <b>Total comprehensive income</b>                                     | -   | -                          | 488,231           | -              | (5,767)                                | 482,464   | 63,122                    | 545,586      |
| <b>Transactions with owners and other transactions</b>                |   |                            |                   |                |  |           |                           |              |
| Cash dividends  | -   | -                          | (47,669)          | -              | -                                      | (47,669)  | (13,641)                  | (61,310)     |
| Transfer of accumulated other comprehensive loss to retained earnings | -   | -                          | 13,711            | -              | (13,711)                               | -         | -                         | -            |
| Purchase and disposal of treasury stock                               | -   | (13)                       | (583)             | (28,765)       | -                                      | (29,361)  | -                         | (29,361)     |
| Changes from business combination                                     | -   | -                          | -                 | -              | -                                      | -         | 568,326                   | 568,326      |
| Acquisition of options to convert to subsidiaries' common stocks      | -   | (10,323)                   | -                 | -              | -                                      | (10,323)  | -                         | (10,323)     |
| Changes in interests in subsidiaries                                  | -   | (21,635)                   | -                 | -              | -                                      | (21,635)  | (46,087)                  | (67,722)     |
| Share-based payment transactions                                      | -   | 297                        | -                 | -              | -                                      | 297       | 6,428                     | 6,725        |
| Other   | -   | -                          | -                 | -              | -                                      | -         | 1,024                     | 1,024        |
| <b>Total transactions with owners and other transactions</b>          | -   | (31,674)                   | (34,541)          | (28,765)       | (13,711)                               | (108,691) | 516,050                   | 407,359      |
| <b>As of December 31, 2013</b>  | 238,772                                     | 405,030                    | 1,165,778         | (51,599)       | 228,548                                | 1,986,529 | 896,844                   | 2,883,373    |

**(4) Condensed Interim Consolidated Statements of Cash Flows**

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| <b>Cash flows from operating activities</b>  |  |  |
| Net income   | 354,806                                      | 526,122                                      |
| Depreciation and amortization  | 244,339                                      | 623,986                                      |
| Equity in loss (income) of associates  | 2,812  | (19,962)                                     |
| Finance cost, net  | 47,651                                       | 147,918                                      |
| Income from remeasurement relating to business combination   | (1,778)                                      | (253,886)                                    |
| Income taxes   | 225,520                                      | 272,019                                      |
| Increase in trade and other receivables  | (34,335)                                     | (84,517)                                     |
| Decrease in trade and other payables   | (9,964)                                      | (43,446)                                     |
| Other  | (42,137)                                     | (184,391)                                    |
| Subtotal   | 786,914                                      | 983,843                                      |
| Interest and dividends received  | 1,932  | 6,231  |
| Interest paid  | (51,706)                                     | (225,388)                                    |
| Income taxes paid  | (215,844)                                    | (267,029)                                    |
| Net cash provided by operating activities  | 521,296                                      | 497,657                                      |
| <b>Cash flows from investing activities</b>  |  |  |
| Purchase of property, plant and equipment, and intangible assets   | (458,482)                                    | (995,664)                                    |
| Payments for acquisition of investments  | (314,114)                                    | (181,004)                                    |
| Proceeds from sales/redemption of investments  | 16,339                                       | 172,929                                      |
| Decrease from acquisition of control over subsidiaries   | (2,040)                                      | (1,568,582)                                  |
| Proceeds from settlement of foreign currency forward contract for acquisition of control of subsidiaries | -  | 310,104                                      |
| Other  | (9,342)                                      | (114,284)                                    |
| Net cash used in investing activities  | (767,639)                                    | (2,376,501)                                  |
| <b>Cash flows from financing activities</b>  |  |  |
| Increase (decrease) in short-term interest-bearing debt, net   | 348,196                                      | (101,431)                                    |
| Proceeds from long-term interest-bearing debt  | 788,497                                      | 4,380,354                                    |
| Repayment of long-term interest-bearing debt   | (575,230)                                    | (1,678,922)                                  |
| Payment from purchase of subsidiaries' equity from non-controlling interests                             | (369)  | (71,869)                                     |
| Cash dividends paid  | (65,206)                                     | (47,195)                                     |
| Cash dividends paid to non-controlling interests   | (12,512)                                     | (13,533)                                     |
| Payments for preferred stocks, stock acquisition rights, and long-term debt of subsidiaries              | (200,444)                                    | -  |
| Other  | 1,186  | (20,082)                                     |
| Net cash provided by financing activities  | 284,118                                      | 2,447,322                                    |
| <b>Effect of exchange rate changes on cash and cash equivalents</b>                                      | 4,751  | 39,101                                       |
| <b>Increase in cash and cash equivalents</b>   | 42,526                                       | 607,579                                      |
| <b>Cash and cash equivalents at the beginning of the period</b>  | 1,021,113                                    | 1,439,057                                    |
| <b>Cash and cash equivalents at the end of the period</b>  | 1,063,639                                    | 2,046,636                                    |

## **(5) Significant Doubt about Going-Concern Assumption**

There are no applicable items for the nine-month period ended December 31, 2013.

## **(6) Notes to Condensed Interim Consolidated Financial Statements**

### **1. Reporting entity**

SoftBank Corp. is a corporation domiciled in Japan. These condensed interim consolidated financial statements are composed of SoftBank Corp. and its subsidiaries (the “Company”). The Company engages in various businesses in the information industry, with its base in the Mobile Communications segment, the Sprint segment, the Fixed-Line Telecommunications segment, and the Internet segment. The Sprint segment was added to our business as a result of the following acquisition during the three-month period ended September 30, 2013.

On July 10, 2013, the Company acquired approximately 78% of the shares of Sprint Corporation (previously Sprint Nextel Corporation) (hereinafter (“Sprint”)), and Sprint became a subsidiary of the Company. In addition, the Company additionally acquired approximately 2% of Sprint shares from August 1 to September 16, 2013. As a result, the Company’s ownership in the outstanding Sprint common stock became approximately 80% as of December 31, 2013.

The details are described in “(2) Sprint” in “Note 5. Business combinations” and in “(1) Description of reportable segment” in “Note 6. Segment information.”

### **2. Basis of preparation of condensed interim consolidated financial statements**

#### **(1) Compliance with IFRSs and first-time adoption**

These condensed interim consolidated financial statements of the Company have been prepared in accordance with International Accounting Standard 34 “Interim Financial Reporting” pursuant to Article 93 of the Regulation Concerning Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements (Cabinet Office Ordinance No. 64, 2007), as the Company meets the criteria of a “Specified company” defined under Article 1-2 of the Regulation.

The Company has prepared the condensed interim consolidated financial statements in accordance with IFRSs from the three-month period ended June 30, 2013, the first quarter of the year ending March 31, 2014. The date of transition to IFRSs is April 1, 2012. The Company applied IFRS 1 “First-Time Adoption of International Financial Reporting Standards” for the transition to IFRSs. The effect of the transition to IFRSs on the Company’s financial position, results of operations, and the cash flows is provided in “Note 15. First-time adoption of IFRSs.”

#### **(2) Basis of measurement**

These condensed interim consolidated financial statements have been prepared on the historical cost basis, except for certain items, such as financial instruments, that are measured at fair value.

#### **(3) Presentation currency and unit of currency**

These condensed interim consolidated financial statements have been presented in Japanese yen, which is the currency of the primary economic environment of SoftBank Corp., and are rounded off to the nearest million yen.

#### **(4) New standards and interpretations not yet adopted by the Company**

The Company has not early adopted standards and interpretations (including IFRS 9 “Financial Instruments”) that have not been enforced as of December 31, 2013, in the preparation of these condensed interim consolidated financial statements. The Company is currently evaluating potential impacts that application of these will have on the consolidated financial statements and it is not possible to estimate the amount of these impacts.



### 3. Significant accounting policies

The significant accounting policies applied in these condensed interim consolidated financial statements are consistent with those for the second quarter of the fiscal year ending March 31, 2014 (for the six-month period ended September 30, 2013).

In addition, as a result of the consolidation of Supercell Oy (“Supercell”), a mobile game company headquartered in Finland, on October 31, 2013, game title of intangible asset was recognized. The game title is amortized using the straight-line method over five years. The details of the acquisition are described in “(4) Supercell” in “Note 5. Business combinations.”

The accounting policies adopted by the Company have been applied consistently to all periods presented in these condensed interim consolidated financial statements (including the consolidated statement of financial position at the date of transition to IFRSs).

### 4. Significant judgments and estimates

In preparing condensed interim consolidated financial statements under IFRSs, management makes judgments, estimates, and assumptions that affect the application of accounting policies and carrying amounts of assets, liabilities, revenue, and expenses. These estimates and underlying assumptions are based on the management’s best judgments, through their evaluation of various factors that were considered reasonable as of the period-end, based on historical experience and by collecting available information. By the nature of its estimates or assumptions, however, actual results in the future may differ from those estimates or assumptions.

Estimates and underlying assumptions are continuously reviewed. Revisions to accounting estimates are recognized in the period in which the estimate is revised as well as in the future periods.

Estimates and assumptions giving significant effects on the amounts recognized in the condensed interim consolidated financial statements of the Company are consistent with those for the second quarter of the fiscal year ending March 31, 2014 (for the six-month period ended September 30, 2013).

### 5. Business combinations

For the nine-month period ended December 31, 2013

(1) GungHo Online Entertainment, Inc.

#### a. Overview of consolidation

Masayoshi Son, chairman and CEO of the SoftBank Corp., has entered into a Memorandum of Understanding on Exercise of Voting Rights for Deferment of Execution of Pledges (the “MOU”) with respect to the shares of GungHo Online Entertainment, Inc. (“GungHo”) on April 1, 2013, with Heartis Inc. (the “Heartis”; percentage of voting interest: 18.5%), which is the second largest shareholder of GungHo and Taizo Son’s asset management company and of which Taizo Son, chairman of GungHo, is the representative director. Under the MOU, in order to have Son Holdings Inc., of which Masayoshi Son is a director and which is a Masayoshi Son’s asset management company, defer the execution of pledges over the shares of GungHo held by Heartis, Heartis has agreed, effective as of April 1, 2013, to the effect that at the shareholders meeting of GungHo, Heartis will exercise the voting rights for all of the shares of GungHo it holds in accordance with Masayoshi Son’s directions. Also, a subsidiary of the Company, SoftBank Mobile Corp., undertook the Tender Offer from April 1, 2013 to April 26, 2013 and acquired 6.37% of GungHo shares (purchase price: ¥24,976 million). The Company and Heartis together came to represent the majority of the voting rights in GungHo’s shares

(percentage of voting interest: 58.50%) and GungHo Online Entertainment became a subsidiary of the Company from an equity method associate.

With this transaction, the Company expects that it will be able to enhance mobile content, and to improve the efficiency in operation of the mobile communications business and profitability competitiveness by combining smartphone-focused development capability and infrastructure held by the Company, and planning and creating capabilities in the smartphone game industry held by GungHo.

(Business Description of GungHo)

- (a) Planning, development, operation and distribution of online games
- (b) Planning, development and sales of mobile content
- (c) Planning, development and sales of character goods
- (d) Planning, development and distribution of other entertainment content

(Acquisition date)

April 1, 2013

b. Consideration transferred and the components

|   | (Millions of yen)       |
|---|-------------------------|
|   | Acquisition date        |
|   | <u>(April 1, 2013)</u>  |
| Payment by cash   | 24,976                  |
| Fair value of equity interest in GungHo already held at the time of the acquisition | 153,620                 |
| Total consideration transferred   | A <u><u>178,596</u></u> |

Acquisition-related costs of ¥109 million arising from the business combinations are recognized in “Selling, general and administrative expenses.”

As a result of the reevaluation of 33.63% in equity interest already held at the time of the acquisition of control by the Company in GungHo at fair value on the acquisition date, the Company recognized a gain on the step acquisition of ¥150,120 million. This gain is presented as “Income from remeasurement relating to business combination” in the condensed interim consolidated statements of income.

## c. Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date

|  |         | (Millions of yen)           |
|--|---------|-----------------------------|
|  |         | Acquisition date            |
|  |         | (April 1, 2013)             |
|  |         | <u>                    </u> |
| Current assets                         |         | 36,903                      |
| Intangible assets                      |         | 80,814                      |
| Other non-current assets               |         | <u>4,511</u>                |
| Total assets                           |         | <u>122,228</u>              |
|  |         |                             |
| Current liabilities                    |         | 10,897                      |
| Non-current liabilities                |         | <u>29,949</u>               |
| Total liabilities                      |         | <u>40,846</u>               |
|  |         |                             |
| Net assets                             | B       | <u>81,382</u>               |
|  |         |                             |
| Non-controlling interests <sup>1</sup> | C       | <u>48,818</u>               |
| Goodwill <sup>2</sup>                  | A-(B-C) | <u><u>146,032</u></u>       |

Notes:

## 1. Non-controlling interests

Non-controlling interests in an acquiree that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation are measured based on the proportionate interests at acquisition date in the identifiable net assets of the acquiree at acquisition date

## 2. Goodwill

Goodwill reflects excess earning power expected from the future business development and assembled workforce for game development and others, and the synergy with existing businesses.

## d. Decrease from acquisition of control over subsidiaries

|  | (Millions of yen)           |
|--|-----------------------------|
|  | Acquisition date            |
|  | (April 1, 2013)             |
|  | <u>                    </u> |
| Payment for the acquisition by cash  | (24,976)                    |
| Cash and cash equivalents held by the acquiree at the time of acquisition of control | <u>11,025</u>               |
| Decrease in cash from the acquisition of control over the subsidiary                 | <u><u>(13,951)</u></u>      |

## e. Sales and net income of the acquiree

The amount of the acquiree's sales and net income before elimination of inter-company transactions and after the acquisition date are ¥132,156 million and ¥29,839 million respectively, which are recorded in the condensed interim consolidated statements of income for the nine-month period ended December 31, 2013.

In addition, the above net income includes amortization expenses, which are related to intangible assets recognized at the acquisition date, and others.

(2) Sprint

a. Overview of consolidation

On October 15, 2012, the Company and Sprint entered into a series of definitive agreements under which the Company will invest in Sprint (the “Transaction” in this section (2)). After the completion of negotiations, the Company and Sprint agreed to amend a portion of the Transaction on June 11, 2013.

On July 10, 2013, SoftBank Corp. capitalized, through a wholly owned subsidiary, Starburst I, Inc., Sprint with an additional \$18.5 billion and the total investment of SoftBank Corp. amounted to \$21.6 billion, including \$3.1 billion of corporate bonds with stock acquisition rights issued by Sprint Nextel Corporation (the “Bond”) invested by Starburst II, Inc. on October 22, 2012. Of the invested amounts of \$21.6 billion, \$16.6 billion was distributed to existing individual Sprint’s shareholders and \$5 billion is used to strengthen Sprint. The Bond held by Starburst II, Inc. was converted into shares.

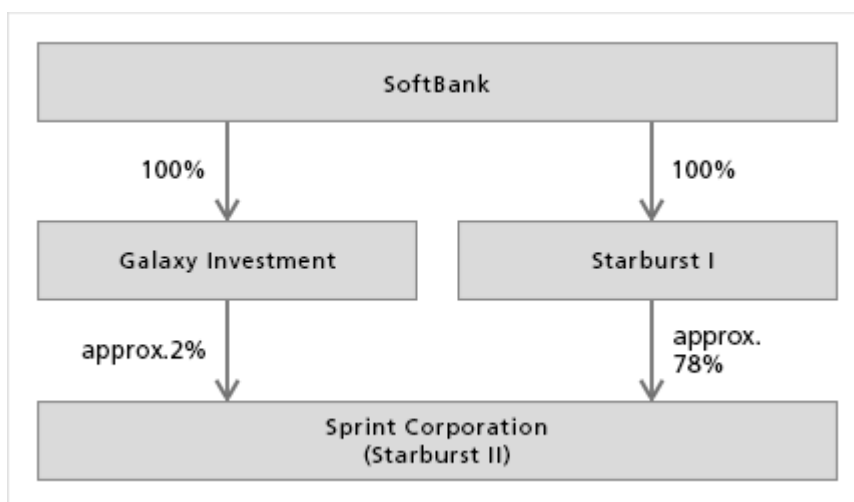
Through the Transaction, approximately 72% of Sprint Nextel Corporation shares were acquired for \$7.65 per share in cash, and the remaining shares were converted into Sprint shares on a one-to-one basis, which succeeded Sprint Nextel Corporation and became listed on the New York Stock Exchange.

As a result of the Transaction, Starburst I, Inc., owns approximately 78% of the shares of Sprint and Sprint became a subsidiary of SoftBank Corp.

Prior to the Transaction, Clearwire Corporation (“Clearwire”), a company providing high-speed wireless communication services in the U.S., became a wholly owned subsidiary of Sprint on July 9, 2013.

From August 1, 2013 to September 16, 2013, SoftBank Corp., through Galaxy Investment Holdings, Inc., a wholly-owned subsidiary in the U.S., additionally purchased approximately 2% of the shares of Sprint (purchase price: \$500 million). As a result, the Company’s ownership in the outstanding Sprint common stock became approximately 80% as of December 31, 2013.

(Structure after completion of the Transaction)



**b. Purpose of consolidation**

- (a) Enables the Company to establish an operating base as one of the largest mobile Internet companies in the world. The combined subscriber base will be one of the largest between the U.S. and Japan\*.
- (b) Enables the Company to leverage its deep expertise in smartphones and next-generation mobile networks, and its track record of success in competing in mature markets with large incumbents, to enhance competitiveness of Sprint in the U.S.
- (c) Provides Sprint \$5 billion of new capital for its mobile network, strategic investments, and balance sheet as part of its continued efforts to fortify its operating base towards future growth.

**Note:**

Based on Telecommunications Carriers Association (“TCA”) data and disclosed material by relevant companies as of the end of June 2013.

**c. Summary of Sprint**

|                                  |   |
|----------------------------------|---|
| Name                             | Sprint Corporation  |
| Address                          | 6200 Sprint Parkway, Overland Park, Kansas  |
| Name and title of representative | Dan Hesse, Chief Executive Officer and Director   |
| Business description             | Holding company<br>Provision of telecommunications services through its operating subsidiaries  |
| Note                             | The Chairman of the Board and the Vice Chairman of the Board were assumed by Masayoshi Son, the Chairman & CEO of SoftBank Corp. and Ronald Fisher, Director of SoftBank Corp., respectively. Adm. Mike Mullen, former Chairman of the Joint Chiefs of Staff, has been appointed as the Director in charge of security. |
| Consolidated sales               | \$35,345 million (Fiscal year ended December 2012, US GAAP)   |

**d. Acquisition date**

July 10, 2013

**e. Consideration transferred and the component**

|   |                           |
|---|---------------------------|
|   | (Millions of yen)         |
|   | Acquisition date          |
|   | (July 10, 2013)           |
| Payment by cash   | <u>1,875,149</u>          |
| Conversion of corporate bonds with stock acquisition rights held at the time of acquisition | <u>313,534</u>            |
| Total consideration transferred   | A <u><u>2,188,683</u></u> |

Acquisition-related costs of ¥12,106 million arising from the business combination are recognized in “Selling, general and administrative expenses”, with ¥3,751 million for the year ended March 31, 2013, and ¥8,355 million for the nine-month period ended December 31, 2013.

## f. Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date

|  |           | (Millions of yen)           |
|--|-----------|-----------------------------|
|  |           | Acquisition date            |
|  |           | (July 10, 2013)             |
|  |           | <u>                    </u> |
| Current assets                             |           |                             |
| Cash and cash equivalents                  |           | 447,873                     |
| Trade and other receivables <sup>1</sup>   |           | 327,211                     |
| Other financial assets                     |           | 111,764                     |
| Inventories                                |           | 105,318                     |
| Other current assets                       |           | 42,655                      |
| Total current assets                       |           | <u>1,034,821</u>            |
| Non-current assets                         |           |                             |
| Property, plant and equipment <sup>2</sup> |           | 1,291,364                   |
| Intangible assets <sup>2</sup>             |           | 5,301,283                   |
| Other financial assets                     |           | 23,938                      |
| Other non-current assets                   |           | 12,394                      |
| Total non-current assets                   |           | <u>6,628,979</u>            |
| Total assets                               |           | <u>7,663,800</u>            |
| Current liabilities                        |           |                             |
| Interest-bearing debt <sup>2</sup>         |           | 86,961                      |
| Trade and other payables                   |           | 647,524                     |
| Income taxes payables                      |           | 4,553                       |
| Provisions <sup>3</sup>                    |           | 94,025                      |
| Other current liabilities                  |           | 286,160                     |
| Total current liabilities                  |           | <u>1,119,223</u>            |
| Non-current liabilities                    |           |                             |
| Interest-bearing debt <sup>2</sup>         |           | 2,668,163                   |
| Other financial liabilities                |           | 6,677                       |
| Defined benefit liabilities                |           | 65,763                      |
| Provisions <sup>3</sup>                    |           | 148,731                     |
| Deferred tax liabilities <sup>4</sup>      |           | 1,410,344                   |
| Other non-current liabilities              |           | 184,107                     |
| Total non-current liabilities              |           | <u>4,483,785</u>            |
| Total liabilities                          |           | <u>5,603,008</u>            |
| Net assets                                 | B         | <u>2,060,792</u>            |
| Non-controlling interests <sup>5</sup>     | C         | 465,973                     |
| Basis adjustment <sup>6</sup>              | D         | <u>311,659</u>              |
| Goodwill <sup>7</sup>                      | A-(B-C)-D | <u><u>282,205</u></u>       |

Consideration transferred is allocated to acquired assets and assumed liabilities based on the fair value on the acquisition date. The above amounts, which are provisional fair values based on the best estimate at present, may change for a year from the acquisition date when additional information related to facts and circumstances that existed as of the acquisition date, may be obtained.

For the three-month period ended December 31, 2013, provisional amounts of assets, liabilities and non-controlling interests on the acquisition date were changed. Major changes are as follows: Intangible assets increased by ¥25,660 million due to additional analysis performed by Sprint management related to the value assigned to certain FCC Licenses<sup>8</sup>. Deferred tax liabilities decreased by ¥12,742 million primarily due to adjustments related to FCC Licenses. Non-controlling interest increased by ¥28,267 million. Accordingly, goodwill decreased by ¥12,213 million.

The above amount is translated at the exchange rate (USD = JPY101.14) as of the acquisition date.

Notes:

1. Estimation of fair values of acquired receivables, contractual amounts receivables and amounts not expected to be collected  
As for the fair value of ¥327,211 million of acquired receivables and other receivables (mainly sales receivables), the total amount of contracts is ¥342,787 million and the estimate of the contractual cash flows not expected to be collected at the acquisition date is ¥15,576 million.
2. Property, plant and equipment, Intangible assets and Interest-bearing debt  
The components are described in “Note 7. Property, plant and equipment”, “Note 8. Intangible assets” and “(1) Component of interest-bearing debt” in “Note 9. Interest-bearing debt.”
3. Provisions  
Provisions recognized by the business combination are mainly asset retirement obligations, expenses related to the closing of the leased properties due to the shutdown of the Nextel Platform on June 30, 2013, expenses related to the closing of leased properties such as offices and base stations and to the reduction of personnel, due to the acquisition of Clearwire, and expenses related to access contracts for large capacity lines which will not be used.
4. Deferred tax liabilities  
Deferred tax liabilities recognized by this business combination are mainly temporary differences related to FCC Licenses, and trademarks with indefinite useful lives.
5. Non-controlling interests  
Non-controlling interests in an acquiree that are present ownership interests and entitle their holders to a proportionate share of the entity’s net assets in the event of liquidation are measured based on the proportionate interests at acquisition date in the identifiable net assets of the acquiree at acquisition date
6. Basis adjustment  
The Company entered into a foreign currency forward contract to hedge exchange risks resulting from the investment in Sprint. This scheduled transaction was designated as a cash flow hedge. ¥311,659 million, the fair value of the hedging instruments at the acquisition date was deducted from initial amount of goodwill which was recognized from the acquisition.
7. Goodwill  
Goodwill reflects excess earning power expected from the future business development and the synergy with existing businesses.
8. FCC Licenses  
Licenses issued by the U.S. Federal Communications Commission for use of specified frequently bands.





As a result of the reevaluation of 100% equity interest already held by the Company at the time of the acquisition of control in WILLCOM, Inc. at fair value, the Company recognized a gain of ¥103,766 million. This gain is presented as “Income from remeasurement relating to business combination” in the condensed interim consolidated statements of income.

c. Fair value of assets and liabilities, non-controlling interests and goodwill on the acquisition date

|  |         | (Millions of yen)    |
|--|---------|----------------------|
|  |         | Acquisition date     |
|  |         | (July 1, 2013)       |
| Current assets                         |         | 80,843               |
| Property, plant and equipment          |         | 46,026               |
| Intangible assets                      |         | 40,025               |
| Other non-current assets               |         | 14,883               |
| Total assets                           |         | <u>181,777</u>       |
| Current liabilities                    |         | 83,958               |
| Non-current liabilities                |         | 14,996               |
| Total liabilities                      |         | <u>98,954</u>        |
| Net assets                             | B       | <u>82,823</u>        |
| Non-controlling interests <sup>1</sup> | C       | <u>222</u>           |
| Goodwill <sup>2</sup>                  | A-(B-C) | <u><u>21,469</u></u> |

Notes:

1. Non-controlling interests is from WILLCOM OKINAWA, Inc. (proportionate interest held by the Company is 80%), a subsidiary of WILLCOM Inc., and it is measured based on the proportionate interests after the acquisition in the identifiable net assets of the acquiree at the acquisition date.
2. Goodwill reflects excess earning power expected from the future business development, assembled workforce and the synergy with existing business.

d. Estimation of fair values of acquired receivables, contractual amounts receivables and amounts not expected to be collected

The main components of acquired trade and other receivables are installment receivables and the fair value is ¥31,039 million. The total amount of contractual receivables is ¥31,328 million and the best estimate of the contractual cash flows not expected to be collected as of the acquisition date is ¥289 million.

e. Increase from acquisition of control over subsidiaries

|  | (Millions of yen)    |
|--|----------------------|
|  | Acquisition date     |
|  | (July 1, 2013)       |
| Cash and cash equivalents held by the acquiree at the time of acquisition of control | <u>14,043</u>        |
| Increase in cash from the acquisition of control over the subsidiary                 | <u><u>14,043</u></u> |

f. Sales and net loss of the acquiree

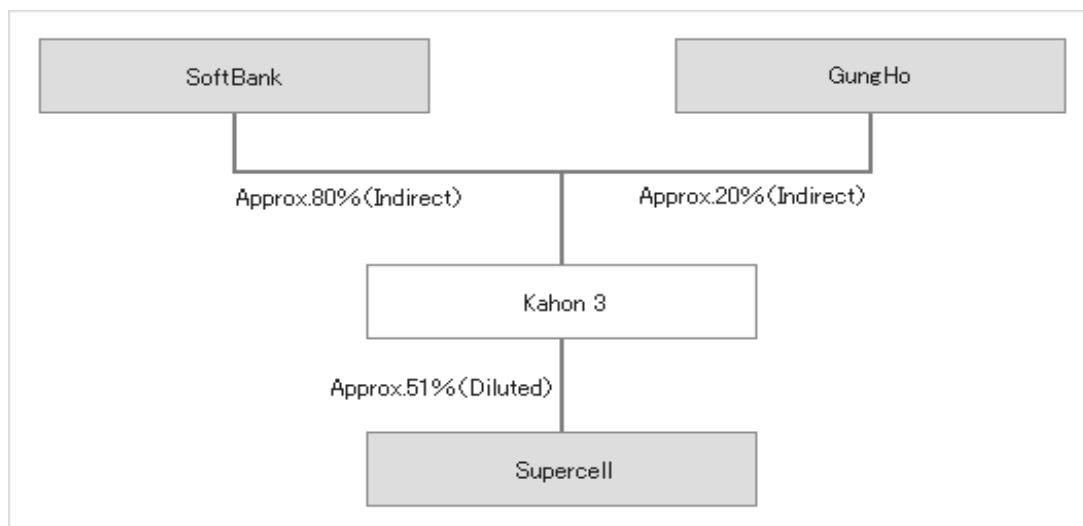
The amounts of the acquiree’s sales and net loss before elimination of inter-company transactions after the acquisition date, which are recorded in the condensed interim consolidated statements of income for the nine-month period ended December 31, 2013, are ¥ 82,293 million and ¥ 2,907 million, respectively.

In addition, the above net loss includes amortization expenses, which are related to intangible assets recognized at the acquisition date, and others.

(4) Supercell Oy

a. Overview of consolidation

SoftBank Corp. and GungHo, a subsidiary of SoftBank Corp., communally established Kahon 3 Oy (“Kahon 3”), a special purpose company in Finland, SoftBank Corp. indirectly investing \$1,224 million (investing ratio of approximately 80%) and GungHo indirectly investing approximately \$306 million (investing ratio of approximately 20%). Through Kahon 3, the special purpose company, SoftBank Corp. and GungHo acquired approximately 51% (diluted) of voting stock of Supercell, with a total of \$1.53 billion (¥150,720 million) on October 31, 2013. Accordingly, Supercell, a mobile game company headquartered in Finland, became a subsidiary of SoftBank Corp.



b. Purpose of consolidation

Supercell is a mobile game company headquartered in Finland. This new strategic partnership with SoftBank Corp. and GungHo will help accelerate Supercell’s goal of becoming “the first truly global games company.”

GungHo started its online game business in 2002, and it has since accumulated significant expertise and produced notable results in the development and operation of online games. Through the Transaction, GungHo will leverage Supercell’s position among the apps in the Games category of the App Store and marketing power abroad to enhance its global expansion.

## c. Summary of Supercell

|                                  |  |
|----------------------------------|--|
| Name                             | Supercell Oy   |
| Address                          | Itämerenkatu 11-13 00180 Helsinki Finland                      |
| Name and title of representative | Ilkka Paananen, CEO  |
| Business description             | Mobile/Social interactive entertainment                        |
| Common stock                     | €2,500   |
| Date of foundation               | May 14, 2010   |
| Consolidated sales               | €78,358 thousands (the year ended December 2012, Finnish GAAP) |

## d. Acquisition date

October 31, 2013

## e. Consideration transferred and the component

|                                 |                    |
|---------------------------------|--------------------|
|                                 | (Millions of yen)  |
|                                 | Acquisition date   |
|                                 | (October 31, 2013) |
| Payment by cash                 | <u>140,397</u>     |
| Total consideration transferred | A <u>140,397</u>   |

Acquisition-related costs of ¥3,074 million arising from the business combination are recognized in “Selling, general and administrative expenses.”

Kahon 3 acquired common and preferred stocks of Supercell and options, which can convert the preferred stocks to common stocks (“conversion options”), with a total of ¥150,720 million. The consideration transferred for the business combination is ¥140,397 million, deducting the fair value of ¥10,323 million for the preferred stocks and the conversion options from the total amount of ¥150,720 million to acquire Supercell.

The fair value of ¥10,323 million for the preferred stocks and the conversion option is deducted from additional paid-in capital as “Acquisition of options to convert to subsidiaries’ common stocks” in Condensed interim consolidated statements of changes in equity”

## f. Fair value of assets and liabilities, non-controlling interests and goodwill on the acquisition date

|  |         | (Millions of yen)         |
|--|---------|---------------------------|
|  |         | Acquisition date          |
|  |         | <u>(October 31, 2013)</u> |
| Current assets                         |         | 22,123                    |
| Intangible assets                      |         | 119,204                   |
| Other non-current assets               |         | <u>73</u>                 |
| Total assets                           |         | 141,400                   |
| Current liabilities                    |         | 22,518                    |
| Non-current liabilities                |         | <u>23,993</u>             |
| Total liabilities                      |         | 46,511                    |
| Net assets                             | B       | <u>94,889</u>             |
| Non-controlling interests <sup>1</sup> | C       | <u>53,295</u>             |
| Goodwill <sup>2</sup>                  | A-(B-C) | <u><u>98,803</u></u>      |

Consideration transferred is allocated to acquired assets and assumed liabilities based on a fair value on the acquisition date. The above amounts, which are provisional fair values based on the best estimate at present, may change for a year from the acquisition date when additional information related to facts and circumstances that existed as of the acquisition date may be obtained.

## Notes:

## 1. Non-controlling interests

Non-controlling interests in an acquiree that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation are measured based on the proportionate interests at acquisition date in the identifiable net assets of the acquiree at acquisition date

## 2. Goodwill

Goodwill reflects excess earning power expected from the future business development and assembled workforce for game development and others, and the synergy with existing businesses.

## g. Decrease from acquisition of control over subsidiaries

|  | (Millions of yen)         |
|--|---------------------------|
|  | Acquisition date          |
|  | <u>(October 31, 2013)</u> |
| Payment for the acquisition by cash  | (140,397)                 |
| Cash and cash equivalents held by the acquiree at the time of acquisition of control | <u>2,495</u>              |
| Decrease in cash from the acquisition of control over the subsidiary                 | <u><u>(137,902)</u></u>   |

## h. Sales and net loss of the acquiree

The amounts of the acquiree's sales and net loss before elimination of inter-company transactions after the acquisition date, which are recorded in the condensed interim consolidated statements of income for the nine-month period ended December 31, 2013, are ¥17,044 million and ¥123 million, respectively.

In addition, the above net loss includes amortization expenses, which are related to intangible assets recognized at the acquisition date, and others.

## 6. Segment information

### (1) Description of reportable segments

The Company's reportable segments are components of business activities for which discrete financial information is available, and such information is regularly reviewed by the Company's board of directors in order to make decisions about the allocation of the resources and assess its performance.

The Company has four segments, the Mobile Communications segment, the Sprint segment, the Fixed-line Telecommunications segment, and the Internet segment.

The Mobile Communications segment provides, mainly through SoftBank Mobile Corp., mobile communication services, and sales of mobile handsets and accessories.

The Sprint segment provides, through Sprint, mobile communication services, sales of mobile handsets and accessories accompanying the mobile communication services, and the fixed-line telecommunication services in the U.S.

The Fixed-line Telecommunications segment provides, mainly through SoftBank Telecom Corp., telecommunication services such as data communication and fixed-line telephone services for corporate customers. It also provides, mainly through SoftBank BB Corp., broadband services for individual customers.

The Internet segment provides, mainly through Yahoo Japan Corporation, Internet-based advertising operations.

The Sprint segment was newly established from the three-month period ended September 30, 2013, by the consolidation of Sprint in July 2013.

The Company previously had four segments, the Mobile Communications segments, the Broadband Infrastructure segments, the Fixed-line Telecommunications segments, and the Internet Culture segments until the year ended March 31, 2013. However, with the consolidation of eAccess Ltd. in January 2013, GungHo in April 2013, and Sprint in July 2013, the Company changed its reportable segments from the three-month period ended June 30, 2013 as the business size and region of the Company changed significantly.

For the three-month period ended June 30, 2013, the previous Fixed-line Telecommunications segment and the Broadband Infrastructure segment were integrated and included in the Domestic Fixed-line Telecommunications Segment. Also the previous Mobile Communications segment was presented as the Domestic Mobile Communications segment and the previous Internet Culture segment was presented as the Internet Segment. Distribution business of SoftBank BB Corp. was previously included in "Others." However, it is included in the Domestic Mobile Communications segment, considering its stronger connection with mobile communications.

For the three-month period ended September 30, 2013, the Company changed the names of certain segments. The previous Domestic Mobile Communications was changed to the Mobile Communications. Also, the previous Domestic Fixed-line Telecommunications was changed to the Fixed-line Telecommunications. Only the names of the segments were changed; the definition of the segments remained the same.

Segment information for the nine-month period ended December 31, 2012, and for the three-month period ended December 31, 2012, is presented in accordance with the reportable segment after the change.

(2) Net sales and income of reportable segments

Income of reportable segments is based on income excluding “Income from remeasurement relating to business combination” and “Other operating income (loss)” from operating income as follows:

Segment income = (net sales – cost of sales – selling, general and administrative expenses) in each segment

Intersegment transactions are conducted under the same general business conditions as applied for external customers.

The following is information about the Company’s net sales and income by reportable segments. The Company also discloses “EBITDA (segment income before depreciation and amortization)” by reportable segments.

For the nine-month period ended December 31, 2012

(Millions of yen)

|  | Reportable segments           |          |                                       |                |                  |                     | Reconcili-<br>ations <sup>2</sup> | Consoli-<br>dated     |
|--|-------------------------------|----------|---------------------------------------|----------------|------------------|---------------------|-----------------------------------|-----------------------|
|  | Mobile<br>Commu-<br>nications | Sprint   | Fixed-line<br>Telecommu-<br>nications | Internet       | Total            | Others <sup>1</sup> |                                   |                       |
| Net sales  |                               |          |                                       |                |                  |                     |                                   |                       |
| Customers  | 1,707,056                     | -        | 324,973                               | 252,790        | 2,284,819        | 62,153              | -                                 | 2,346,972             |
| Intersegment   | 10,959                        | -        | 66,465                                | 2,354          | 79,778           | 27,047              | (106,825)                         | -                     |
| Total  | <u>1,718,015</u>              | <u>-</u> | <u>391,438</u>                        | <u>255,144</u> | <u>2,364,597</u> | <u>89,200</u>       | <u>(106,825)</u>                  | <u>2,346,972</u>      |
| EBITDA   | 610,286                       | -        | 127,481                               | 139,579        | 877,346          | 11,275              | (14,538)                          | 874,083               |
| Depreciation and<br>amortization                                   | (191,019)                     | -        | (38,043)                              | (9,080)        | (238,142)        | (4,776)             | (1,421)                           | (244,339)             |
| Segment income   | <u>419,267</u>                | <u>-</u> | <u>89,438</u>                         | <u>130,499</u> | <u>639,204</u>   | <u>6,499</u>        | <u>(15,959)</u>                   | <u>629,744</u>        |
| Income from remeasure-<br>ment relating to business<br>combination |                               |          |                                       |                |                  |                     |                                   | 1,778                 |
| Other operating income<br>(loss)                                   |                               |          |                                       |                |                  |                     |                                   | -                     |
| Operating income   |                               |          |                                       |                |                  |                     |                                   | <u>631,522</u>        |
| Finance cost, net  |                               |          |                                       |                |                  |                     |                                   | (48,384)              |
| Equity in loss of associates                                       |                               |          |                                       |                |                  |                     |                                   | <u>(2,812)</u>        |
| Income before income tax   |                               |          |                                       |                |                  |                     |                                   | <u><u>580,326</u></u> |

For the nine-month period ended December 31, 2013

(Millions of yen)

|  | Reportable segments           |                     |                                       |                |                  |                     | Reconcili-<br>ations <sup>2</sup> | Consoli-<br>dated     |
|--|-------------------------------|---------------------|---------------------------------------|----------------|------------------|---------------------|-----------------------------------|-----------------------|
|  | Mobile<br>Commu-<br>nications | Sprint <sup>3</sup> | Fixed-line<br>Telecommu-<br>nications | Internet       | Total            | Others <sup>1</sup> |                                   |                       |
| Net sales  |                               |                     |                                       |                |                  |                     |                                   |                       |
| Customers  | 2,188,230                     | 1,684,244           | 328,744                               | 295,932        | 4,497,150        | 64,553              | -                                 | 4,561,703             |
| Intersegment   | 15,598                        | 195                 | 78,681                                | 2,044          | 96,518           | 28,840              | (125,358)                         | -                     |
| Total  | <u>2,203,828</u>              | <u>1,684,439</u>    | <u>407,425</u>                        | <u>297,976</u> | <u>4,593,668</u> | <u>93,393</u>       | <u>(125,358)</u>                  | <u>4,561,703</u>      |
| EBITDA   | 790,379                       | 228,424             | 132,807                               | 153,227        | 1,304,837        | 11,306              | (16,487)                          | 1,299,656             |
| Depreciation and<br>amortization                                 | (275,800)                     | (286,602)           | (45,129)                              | (10,139)       | (617,670)        | (5,278)             | (1,038)                           | (623,986)             |
| Segment income (loss)  | <u>514,579</u>                | <u>(58,178)</u>     | <u>87,678</u>                         | <u>143,088</u> | <u>687,167</u>   | <u>6,028</u>        | <u>(17,525)</u>                   | <u>675,670</u>        |
| Income from<br>remeasurement relating<br>to business combination |                               |                     |                                       |                |                  |                     |                                   | 253,886               |
| Other operating loss   |                               |                     |                                       |                |                  |                     |                                   | (5,328)               |
| Operating income   |                               |                     |                                       |                |                  |                     |                                   | <u>924,228</u>        |
| Finance cost, net  |                               |                     |                                       |                |                  |                     |                                   | (146,049)             |
| Equity in income of<br>associates                                |                               |                     |                                       |                |                  |                     |                                   | 19,962                |
| Income before income tax   |                               |                     |                                       |                |                  |                     |                                   | <u><u>798,141</u></u> |

Notes:

1. "Others" includes Fukuoka SoftBank HAWKS-related business.
2. "Reconciliations" includes an elimination of intersegment transactions and the corporate general expenses unallocated to each reportable segment.
3. The Sprint segment includes the results of Sprint after the acquisition date.

## For the three-month period ended December 31, 2012

(Millions of yen)

|  | Reportable segments           |          |                                       |               |                | Others <sup>1</sup> | Reconcili-<br>ations <sup>2</sup> | Consoli-<br>dated |
|--|-------------------------------|----------|---------------------------------------|---------------|----------------|---------------------|-----------------------------------|-------------------|
|  | Mobile<br>Commu-<br>nications | Sprint   | Fixed-line<br>Telecomm-<br>unications | Internet      | Total          |                     |                                   |                   |
| Net sales  |                               |          |                                       |               |                |                     |                                   |                   |
| Customers  | 626,067                       | -        | 106,030                               | 91,448        | 823,545        | 18,783              | -                                 | 842,328           |
| Intersegment   | 3,985                         | -        | 23,344                                | 635           | 27,964         | 9,136               | (37,100)                          | -                 |
| <b>Total</b>   | <b>630,052</b>                | <b>-</b> | <b>129,374</b>                        | <b>92,083</b> | <b>851,509</b> | <b>27,919</b>       | <b>(37,100)</b>                   | <b>842,328</b>    |
| EBITDA   | 197,094                       | -        | 42,387                                | 52,220        | 291,701        | 2,317               | (7,708)                           | 286,310           |
| Depreciation and<br>amortization                                 | (67,778)                      | -        | (12,798)                              | (2,992)       | (83,568)       | (1,643)             | (484)                             | (85,695)          |
| <b>Segment income</b>  | <b>129,316</b>                | <b>-</b> | <b>29,589</b>                         | <b>49,228</b> | <b>208,133</b> | <b>674</b>          | <b>(8,192)</b>                    | <b>200,615</b>    |
| Income from<br>remeasurement relating<br>to business combination |                               |          |                                       |               |                |                     |                                   | 1,778             |
| Other operating income<br>(loss)                                 |                               |          |                                       |               |                |                     |                                   | -                 |
| <b>Operating income</b>  |                               |          |                                       |               |                |                     |                                   | <b>202,393</b>    |
| Finance cost, net  |                               |          |                                       |               |                |                     |                                   | (11,007)          |
| Equity in loss of associates                                     |                               |          |                                       |               |                |                     |                                   | (1,532)           |
| <b>Income before income tax</b>                                  |                               |          |                                       |               |                |                     |                                   | <b>189,854</b>    |

## For the three-month period ended December 31, 2013

(Millions of yen)

|  | Reportable segments           |                 |                                       |                |                  | Others <sup>1</sup> | Reconcili-<br>ations <sup>2</sup> | Consoli-<br>dated |
|--|-------------------------------|-----------------|---------------------------------------|----------------|------------------|---------------------|-----------------------------------|-------------------|
|  | Mobile<br>Commu-<br>nications | Sprint          | Fixed-line<br>Telecomm-<br>unications | Internet       | Total            |                     |                                   |                   |
| Net sales  |                               |                 |                                       |                |                  |                     |                                   |                   |
| Customers  | 810,930                       | 923,386         | 110,076                               | 100,772        | 1,945,164        | 17,927              | -                                 | 1,963,091         |
| Intersegment   | 6,371                         | 112             | 26,980                                | 914            | 34,377           | 10,693              | (45,070)                          | -                 |
| <b>Total</b>   | <b>817,301</b>                | <b>923,498</b>  | <b>137,056</b>                        | <b>101,686</b> | <b>1,979,541</b> | <b>28,620</b>       | <b>(45,070)</b>                   | <b>1,963,091</b>  |
| EBITDA   | 275,233                       | 116,537         | 43,964                                | 52,205         | 487,939          | 1,875               | (6,156)                           | 483,658           |
| Depreciation and<br>amortization                                 | (100,205)                     | (152,411)       | (15,402)                              | (3,700)        | (271,718)        | (1,942)             | (387)                             | (274,047)         |
| <b>Segment income (loss)</b>                                     | <b>175,028</b>                | <b>(35,874)</b> | <b>28,562</b>                         | <b>48,505</b>  | <b>216,221</b>   | <b>(67)</b>         | <b>(6,543)</b>                    | <b>209,611</b>    |
| Income from<br>remeasurement relating<br>to business combination |                               |                 |                                       |                |                  |                     |                                   | -                 |
| Other operating loss   |                               |                 |                                       |                |                  |                     |                                   | (453)             |
| <b>Operating income</b>  |                               |                 |                                       |                |                  |                     |                                   | <b>209,158</b>    |
| Finance cost, net  |                               |                 |                                       |                |                  |                     |                                   | (41,026)          |
| Equity in income of<br>associates                                |                               |                 |                                       |                |                  |                     |                                   | 23,742            |
| <b>Income before income tax</b>                                  |                               |                 |                                       |                |                  |                     |                                   | <b>191,874</b>    |

## Notes:

1. "Others" includes Fukuoka SoftBank HAWKS-related business.
2. "Reconciliations" includes an elimination of intersegment transactions and the corporate general expenses unallocated to each reportable segment.



## 7. Property, plant and equipment

The components of the carrying amounts of property, plant and equipment are as follows:

|                              | (Millions of yen)      |                         |                            |
|------------------------------|------------------------|-------------------------|----------------------------|
|                              | As of<br>April 1, 2012 | As of<br>March 31, 2013 | As of<br>December 31, 2013 |
| Buildings and structures     | 110,811                | 118,284                 | 260,858                    |
| Telecommunications equipment | 1,039,699              | 1,412,580               | 2,720,046                  |
| Land                         | 72,536                 | 73,930                  | 93,077                     |
| Construction in progress     | 91,945                 | 153,266                 | 349,988                    |
| Other                        | 62,194                 | 72,555                  | 133,521                    |
| Total                        | <u>1,377,185</u>       | <u>1,830,615</u>        | <u>3,557,490</u>           |

The components of the carrying amounts of property, plant and equipment recognized as a result of the consolidation of Sprint in July 2013 are as follows. The details of the acquisition are described in “(2) Sprint” in “Note 5. Business combinations.”

|                              | (Millions of yen)                   |
|------------------------------|-------------------------------------|
|                              | Acquisition date<br>(July 10, 2013) |
| Buildings and structures     | 140,270                             |
| Telecommunications equipment | 794,524                             |
| Land                         | 18,362                              |
| Construction in progress     | 298,928                             |
| Other                        | 39,280                              |
| Total                        | <u>1,291,364</u>                    |

## 8. Intangible assets

The components of the carrying amounts of intangible assets are as follows:

|   | (Millions of yen)      |                         |                            |
|---|------------------------|-------------------------|----------------------------|
|   | As of<br>April 1, 2012 | As of<br>March 31, 2013 | As of<br>December 31, 2013 |
| <b>Intangible assets with finite useful lives</b>     |                        |                         |                            |
| Software  | 310,755                | 411,285                 | 627,982                    |
| Customer relationships                                | -                      | 83,876                  | 727,860                    |
| Favorable lease contracts                             | -                      | -                       | 147,521                    |
| Game titles   | -                      | -                       | 181,937                    |
| Trademarks  | 201                    | 178                     | 54,171                     |
| Other   | 29,367                 | 29,554                  | 79,113                     |
| <b>Intangible assets with indefinite useful lives</b> |                        |                         |                            |
| FCC Licenses  | -                      | -                       | 3,782,341                  |
| Trademarks  | -                      | -                       | 625,490                    |
| Total   | <u>340,323</u>         | <u>524,893</u>          | <u>6,226,415</u>           |

As a result of consolidation of eAccess Ltd. in January 2013, the Company recognized customer relationships amounting to ¥84,684 million. The details of the acquisition are described in “(9) Notes to the differences in the scope of consolidation” in “Note 15. First-time adoption of IFRSs.”

As a result of consolidation of GungHo in April 2013, the Company recognized game titles amounting to ¥77,796 million. The details of the acquisition are described in “(1) GungHo Online Entertainment, Inc.” in “Note 5. Business combinations.”

The components of the carrying amounts of intangible assets recognized as a result of the consolidation of Sprint in July 2013 are as follows. The details of the acquisition are described in “(2) Sprint” in “Note 5. Business combinations.”

|  | (Millions of yen)<br>Acquisition date<br>(July 10, 2013) |
|--|--|
| Intangible assets with finite useful lives     |  |
| Software                                       | 138,330  |
| Customer relationships                         | 700,192  |
| Favorable lease contracts                      | 148,979  |
| Trademarks                                     | 52,593   |
| Other  | 47,929   |
| Intangible assets with indefinite useful lives |  |
| FCC Licenses                                   | 3,612,994  |
| Trademarks                                     | 600,266  |
| <b>Total</b>                                   | <b>5,301,283</b>   |

As a result of the consolidation of WILLCOM, Inc. in July 2013, the Company recognized customer relationships amounting to ¥25,004 million. The details of the acquisition are described in “(3) WILLCOM, Inc.” in “Note 5. Business Combination.”

As a result of consolidation of Supercell Oy in October 2013, the Company recognized game titles amounting to ¥119,099 million. The details of the acquisition are described in “(4) Supercell Oy” in “Note 5. Business combinations.”

## 9. Interest-bearing debt

### (1) Components of interest-bearing debt

The components of “Interest-bearing debt” in the condensed interim consolidated statements of financial position are as follows:

|   | As of<br>April 1, 2012 | As of<br>March 31, 2013 | (Millions of yen)<br>As of<br>December 31, 2013 |
|---|------------------------|-------------------------|---|
| Current                                 |                        |                         |   |
| Short-term borrowings                   | 114,625                | 458,313                 | 332,813   |
| Commercial paper                        | -                      | -                       | 32,000  |
| Current portion of long-term borrowings | 496,073                | 631,232                 | 368,317   |
| Current portion of corporate bonds      | 142,686                | 204,837                 | 160,858   |
| Current portion of lease obligations    | 157,302                | 192,658                 | 249,659   |
| Current portion of installment payables | 15,985                 | 47,088                  | 47,864  |
| <b>Total</b>                            | <b>926,671</b>         | <b>1,534,128</b>        | <b>1,191,511</b>                                |
| Non-current                             |                        |                         |   |
| Long-term borrowings                    | 619,517                | 510,856                 | 2,214,091                                       |
| Corporate bonds                         | 458,520                | 791,919                 | 4,798,180                                       |
| Lease obligations                       | 431,722                | 564,077                 | 721,195   |
| Preferred securities                    | 195,920                | 197,468                 | 198,734   |
| Installment payables                    | 57,594                 | 109,405                 | 96,386  |
| <b>Total</b>                            | <b>1,763,273</b>       | <b>2,173,725</b>        | <b>8,028,586</b>                                |

## Notes:

1. SoftBank Corp. has entered into a loan agreement (the “permanent loan”) with a maximum total amount of borrowing at ¥1,980 billion with the financial institutions on September 13, 2013 to refinance the bridge loan for the consolidation of Sprint, executing borrowing on September 27, 2013 and on September 30, 2013.

The summary of the permanent loan is as follows.

## Summary of the permanent loan

|  |  |
|--|--|
| Borrower                                       | SoftBank Corp.   |
| Lenders  | Mizuho Bank, Ltd.<br>Sumitomo Mitsui Banking Corporation<br>The Bank of Tokyo-Mitsubishi UFJ, Ltd.<br>Deutsche Bank AG<br>Crédit Agricole CIB<br>and others in total 19 institutions   |
| Date of contract                               | September 13, 2013   |
| Maximum total amount of borrowing and maturity | Total amount of borrowing limit :¥1.98 trillion<br>(Breakdown)<br>Facility A : ¥1.1 trillion (Maturity: September 13, 2018)<br>Facility B : ¥880 billion (Maturity: September 14, 2020)  |
| Loan drawdown amount and date                  | ¥1.85 trillion on September 27, 2013<br>¥130 billion on September 30, 2013   |
| Primary use of loan proceeds                   | Repayment of bridge loan for Sprint consolidation<br>Repayment of some existing borrowings at SoftBank Corp.<br>Repayment of some existing debts at eAccess Ltd.   |
| Collateral                                     | Not applicable   |
| Guarantors                                     | SoftBank Mobile Corp. and SoftBank Telecom Corp.   |
| Financial covenants                            | <p>Following are the financial covenants for the permanent loan:</p> <p>(a) The amount of SoftBank Corp.'s net assets at the end of the year must not fall below 75% of SoftBank Corp.'s net assets at the end of the previous year.</p> <p>(b) The consolidated balance sheets of SoftBank Corp. and BB Mobile Corp. at the end of the year must not show a net capital deficiency. At the end of the year, balance sheets of SoftBank Mobile Corp., SoftBank BB Corp. and SoftBank Telecom Corp. must not show a net capital deficiency.</p> <p>(c) In the SoftBank Corp.'s consolidated financial statement, operating income (loss) or net income or loss attributable to the owner of the parent company must not result in losses for two consecutive years.</p> <p>(d) Adjusted net interest-bearing debts<sup>1</sup> or leverage ratios<sup>2</sup> designated in the loan agreement must not exceed respective certain amounts or numbers at the end of each annual reporting period and at the end of the second quarter.</p> <p>1. Adjusted net interest-bearing debts:<br/>Amounts deducting cash and cash equivalents from interest-bearing debts in the consolidated statement of financial position. Certain adjustments are made such as excluding certain listed subsidiaries such as Sprint from the subject.</p> <p>2. Leverage ratio:<br/>Adjusted net interest-bearing debt / adjusted EBITDA<sup>3</sup></p> <p>3 Adjusted EBITDA:<br/>Certain adjustments are made to EBITDA such as excluding listed subsidiaries such as Sprint.</p> |

Notes:

2. The components of interest-bearing debt recognized as a result of the consolidation of Sprint in July 2013 are in the table below. The details of the acquisition are described in “(2) Sprint” in “Note 5. Business combinations.”

|   | (Millions of yen) |
|---|-------------------|
|   | Acquisition date  |
|   | (July 10, 2013)   |
| <b>Current</b>                          |                   |
| Current portion of long-term borrowings | 13,380            |
| Current portion of corporate bonds      | 63,317            |
| Current portion of lease obligations    | 10,264            |
| Total                                   | 86,961            |
| <b>Non-current</b>                      |                   |
| Long-term borrowings                    | 34,854            |
| Corporate bonds                         | 2,590,208         |
| Lease obligations                       | 43,101            |
| Total                                   | 2,668,163         |

Notes:

3. Covenants on interest-bearing debts of Sprint

Major covenants on the interest-bearing debt issued by Sprint are as follows:

- a. Holders of a portion (\$20.1 billion) of notes issued by Sprint are provided with the right to require Sprint to repurchase the notes if there is a change of control and if there is a decline, to a certain extent, in ratings of the applicable notes by the Rating Services. Also, holders of the Clearwire bond (\$300 million) are provided with the right to require the repurchase of the notes if a change of control triggering event occurs.
- b. It is required that as of the last day of each quarter, Sprint's ratio of total indebtedness\* to EBITDA (as defined) should not exceed a threshold level. Exceeding the ratio could result in the maturities being accelerated. The limit for the ratio was 6.25 to 1.0 as of December 31, 2013.

\*Total indebtedness: the sum of Sprint's outstanding debt (excluding trade payable) and guarantee of indebtedness, with certain adjustments such as excluding amounts agreed based on contracts with lenders.

On September 11, 2013, Sprint issued \$2.25 billion aggregate principal amount of 7.250% Notes due 2021 and \$4.25 billion aggregate principal amount of 7.875% Notes due 2023. After giving effect to the above, there was a risk Sprint would have exceeded this threshold by a significant level at September 30, 2013. Accordingly, Sprint obtained a limited waiver from each of the lenders under the credit facilities, which enabled compliance with this financial covenant until December 31, 2013. However, as a requirement under the waivers, Sprint had to maintain a segregated reserve account of \$3.5 billion until the earlier of the time a certain amount of existing Clearwire indebtedness is prepaid, redeemed or otherwise retired, or December 31, 2013 at which time the waivers expired. As a certain amount of the Clearwire indebtedness was repaid during the three month period ended December 31, 2013, the balance of restricted cash was reduced to zero as of December 31, 2013.

**(2) Components of increase (decrease) in short-term interest-bearing debt**

The components of “Increase (decrease) in short-term interest-bearing debt, net” in the condensed interim consolidated statements of cash flows are as follows:

|   | (Millions of yen)                            |  |
|---|--|--|
|   | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| Net increase (decrease) of short-term borrowings* | 348,196                                      | (133,431)                                    |
| Net increase of commercial paper                  | -  | 32,000                                       |
| <b>Total</b>                                      | <b>348,196</b>                               | <b>(101,431)</b>                             |

**Note :**

The Company borrowed a permanent loan in September 2013 and refinanced the bridge loan which was made for the consolidation of Sprint. The increase and the decrease in short-term borrowings for the nine-month period ended December 31, 2013 include the increase of borrowings of ¥1,034.9 billion on July 10, 2013, from the bridge loan and the decrease of borrowings by the repayment of the bridge loan in the amount of ¥1,284.9 billion (including the amount of repayment of ¥250 billion on December 21, 2012).

**(3) Components of proceeds from long-term interest-bearing debt**

The components of “Proceeds from long-term interest-bearing debt” in the condensed interim consolidated statements of cash flows are as follows:

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| Proceeds from long-term borrowings                           | 390,435                                      | 2,378,670                                    |
| Proceeds from issuance of corporate bonds <sup>1</sup>       | 110,000                                      | 1,665,232                                    |
| Proceeds from sale and leaseback of newly acquired equipment | 288,062                                      | 336,452                                      |
| <b>Total</b>   | <b>788,497</b>                               | <b>4,380,354</b>                             |

**Notes:**

1. Corporate bonds issued for the nine-month period ended December 31, 2013 are as follows:

| Company name / Name of bond                    | Date of issuance | Total amount<br>of issuance                      | Interest<br>rate            | Date of maturity |
|--|------------------|--|-----------------------------|------------------|
| <b>SoftBank Corp.</b>                          |                  |  |                             |                  |
| USD-denominated Senior Notes<br>due year 2020  | April 23, 2013   | \$2,485 million<br>¥244,176 million <sup>2</sup> | 4.50%<br>3.29% <sup>3</sup> | April 15, 2020   |
| Euro-denominated Senior Notes<br>due year 2020 | April 23, 2013   | €625 million<br>¥80,206 million <sup>2</sup>     | 4.63%<br>4.05% <sup>3</sup> | April 15, 2020   |
| 43rd Unsecured Straight Corporate<br>Bond      | June 20, 2013    | ¥400,000 million                                 | 1.74%                       | June 20, 2018    |
| 44th Unsecured Straight Corporate<br>Bond      | Nov. 29, 2013    | ¥50,000 million                                  | 1.69%                       | Nov. 27, 2020    |
| <b>Sprint Corporation<sup>4</sup></b>          |                  |  |                             |                  |
| 7.25% Notes due 2021                           | Sept. 11, 2013   | \$2,250 million<br>¥220,950 million              | 7.25%                       | Sept. 15, 2021   |
| 7.875% Notes due 2023                          | Sept. 11, 2013   | \$4,250 million<br>¥417,350 million              | 7.88%                       | Sept. 15, 2023   |
| 7.125% Notes due 2024                          | Dec. 12, 2013    | \$2,500 million<br>¥ 252,550 million             | 7.13%                       | June 15, 2024    |

Notes:

2. The cash outflow amount, fixed by the currency swap contract designated as a cash flow hedge, at the time of redemption, is described in JPY.
3. The interest rate, after considering the impact of converting the fixed interest rate in foreign currency into a fixed interest rate in JPY by the currency swap contract, designated as a cash flow hedge, is described.
4. These corporate bonds were issued after the acquisition of Sprint.

#### (4) Components of repayment of long-term interest-bearing debt

The components of “Repayment of long-term interest-bearing debt” in the condensed interim consolidated statements of cash flows are as follows:

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| Repayment of long-term borrowings          | (327,176)                                    | (971,600)                                    |
| Redemption of corporate bonds <sup>1</sup> | (95,000)                                     | (483,528)                                    |
| Payment of lease obligations               | (140,423)                                    | (180,032)                                    |
| Payment of installment payables            | (12,631)                                     | (43,762)                                     |
| Total                                      | <u>(575,230)</u>                             | <u>(1,678,922)</u>                           |

Notes:

1. Major corporate bonds redeemed for the nine-month period ended December 31, 2013 are as follows:

| Company name /Name of bond                      | Date of issuance | Amount of redemption                | Interest rate | Date of redemption                |
|---|------------------|-------------------------------------|---------------|-----------------------------------|
| <b>SoftBank Corp.</b>                           |                  |                                     |               |                                   |
| 31st Unsecured Straight Corporate Bond          | June 2, 2010     | ¥25,000 million                     | 1.17%         | May 31, 2013                      |
| 33rd Unsecured Straight Corporate Bond          | Sept. 17, 2010   | ¥130,000 million                    | 1.24%         | Sept. 17, 2013                    |
| <b>Clearwire Communications LLC<sup>2</sup></b> |                  |                                     |               |                                   |
| 12% Senior Secured Notes due 2015               | Nov. 24, 2009    | \$2,763 million<br>¥277,997 million | 12.00%        | Sept. 11, 2013 to<br>Dec. 1, 2013 |
| 12% Second-Priority Secured Notes due 2017      | Dec. 9, 2010     | \$500 million<br>¥50,510 million    | 12.00%        | Oct. 30, 2013<br>Dec. 1, 2013     |

Notes:

2. These corporate bonds were redeemed after the acquisition of Sprint. Clearwire Communications LLC is a subsidiary of Sprint.

## 10. Foreign exchange rate

Exchange rates of the major currencies used for translating financial statements of foreign operations are as follows:

### (1) Rate at the end of the period

|             | As of<br>April 1, 2012 | As of<br>March 31, 2013 | As of<br>December 31, 2013 |
|-------------|------------------------|-------------------------|----------------------------|
| U.S.dollars | 82.19                  | 94.05                   | 105.39                     |

(yen)

### (2) Average rate for the quarter

For the nine-month period ended December 31, 2012

|             | Three-month period ended<br>June 30, 2012 | Three-month period ended<br>September 30, 2012 | Three-month period ended<br>December 31, 2012 |
|-------------|---|--|---|
| U.S.dollars | 80.40                                     | 78.42  | 81.49   |

For the nine-month ended December 31, 2013

|             | Three-month period ended<br>June 30, 2013 | Three-month period ended<br>September 30, 2013 | Three-month period ended<br>December 31, 2012 |
|-------------|---|--|---|
| U.S.dollars | 97.94                                     | 98.20  | 101.02  |

## 11. Equity

### (1) Additional paid-in capital

For the nine-month period ended December 31, 2012

Alibaba Group Holding Limited, an associate accounted for using the equity method, acquired the shares of Alibaba.com Limited, a subsidiary of Alibaba Group Holding Limited, through its takeover bid in June 2012, and privatized Alibaba.com Limited. The Company's additional paid-in capital decreased by ¥51,208 million as Alibaba Group Holding Limited treated this as a change in the interests in a controlled subsidiary, decreasing its additional paid-in capital.

For the nine-month period ended December 31, 2013

In connection with the consolidation of Supercell, the Company acquired preferred stocks of Supercell and options ("conversion options") to convert the preferred stocks to common stocks. The fair value of ¥10,323 million for the preferred stocks and the conversion options is deducted from Additional paid-in capital as "Acquisition of options to convert to subsidiaries' common stocks." The details are described in "(4) Supercell" in "Note 5. Business combinations."

**(2) Accumulated other comprehensive income**

The components of accumulated other comprehensive income are as follows:

|  | (Millions of yen)      |                         |                            |
|--|------------------------|-------------------------|----------------------------|
|  | As of<br>April 1, 2012 | As of<br>March 31, 2013 | As of<br>December 31, 2013 |
| Available-for-sale financial assets                    | 46,427                 | 50,700                  | 13,286                     |
| Cash flow hedges*                                      | (994)                  | 114,158                 | (22,934)                   |
| Exchange differences on translating foreign operations | -                      | 83,168                  | 238,196                    |
| <b>Total</b>   | <b>45,433</b>          | <b>248,026</b>          | <b>228,548</b>             |

Note:

In connection with the consolidation of Sprint, during the nine-month period ended December 31, 2013, accumulated other comprehensive income, generated from the hedging instrument designated as a cash flow hedge, is derecognized in order to deduct the amount from the initial amount of goodwill which was recognized by the consolidation. The details are described in “(2) Sprint” in “Note 5. Business combinations.”

**12. Finance cost, net**

The components of finance income and costs are as follows:

|  | (Millions of yen)                            |  |
|--|--|--|
|  | Nine-month period ended<br>December 31, 2012 | Nine-month period ended<br>December 31, 2013 |
| Interest income <sup>1</sup>                             | 1,525  | 20,044                                       |
| Interest expense   | (39,567)                                     | (186,632)                                    |
| Derivative gain (loss) <sup>1,2,3</sup>                  | 2,616  | (15,057)                                     |
| Gain on sales of securities                              | 2,464  | 11,565                                       |
| Gain on sales of associates' stocks                      | 293  | 26,701                                       |
| Impairment loss on equity method associates <sup>4</sup> | (11,061)                                     | -  |
| Other  | (4,654)                                      | (2,670)                                      |
| <b>Total</b>   | <b>(48,384)</b>                              | <b>(146,049)</b>                             |

Notes:

1. Stock acquisition rights in the convertible bonds issued by Sprint Nextel Corporation and undertaken by Starburst II on October 22, 2012, were reported at fair value as a derivative, being bifurcated from the host contracts as it is classified as embedded derivatives and were recorded in “Other financial assets” in the condensed interim consolidated statements of financial position. As the Company exercised the relevant stock acquisition right and the Company derecognized the derivatives, a derivative loss of ¥16,356 million was recorded during the nine-month period ended December 31, 2013.

With regard to the host contract (the bonds), the amount of payment less the fair value of the embedded derivative at inception of the bond was recorded in the consolidated statement of financial position at inception. This deduction amount is accreted using the effective interest method with corresponding adjustments to interest income. Initially, the expected remaining accretion period for the bond discount was seven years based on the contract term of the bond. However, based on the approval for the acquisition at the shareholders' meeting of Sprint on June 25, 2013, the Company changed the estimate of the expected remaining term to the completion of the acquisition. During the nine-month period ended December 31, 2013, the Company recognized interest income of ¥16,219 million. There was an increase of interest income of ¥15,568 million from the reflection of this change in the expected remaining term of the bond.



2. Of the foreign currency forward contract totaling \$22.0 billion which is related to the acquisition of Sprint, with regard to \$5.0 billion that did not meet the criteria for hedge accounting, a derivative loss of ¥13,186 million was recorded for the nine-month period ended December 31, 2013.

Hedge accounting was applied to \$17.0 billion as cash flow hedge. Fair value of ¥311,659 million of hedge instruments on the acquisition date was deducted from the initial amount of goodwill which was recognized upon the acquisition.

3. Derivatives associated with the transactions for the acquisition of Sprint are as follows. Derivative financial assets are included in “Other financial assets” in the condensed interim consolidated statements of financial position.

Derivatives to which hedge accounting is applied

|                            | (Millions of yen)                           |            |   |            |   |            |
|----------------------------|---|------------|---|------------|---|------------|
|                            | As of<br>April 1, 2012                      |            | As of<br>March 31, 2013                     |            | As of<br>December 31, 2013                  |            |
|                            | Contract amounts<br>(More than one<br>year) | Fair value | Contract amounts<br>(More than one<br>year) | Fair value | Contract amounts<br>(More than one<br>year) | Fair value |
| Foreign exchange contracts |   |            |   |            |   |            |
| To buy                     |   |            |   |            |   |            |
| U.S. dollars               | -   | -          | 1,411,990                                   | 189,357    | -   | -          |
|                            |   |            | (-)   |            |   |            |
| Total                      | -   | -          | 1,411,990                                   | 189,357    | -   | -          |
|                            |   |            | (-)   |            |   |            |

Derivatives to which hedge accounting is not applied

|                          | (Millions of yen)                           |            |   |            |   |            |
|--------------------------|---|------------|---|------------|---|------------|
|                          | As of<br>April 1, 2012                      |            | As of<br>March 31, 2013                     |            | As of<br>December 31, 2013                  |            |
|                          | Contract amounts<br>(More than one<br>year) | Fair value | Contract amounts<br>(More than one<br>year) | Fair value | Contract amounts<br>(More than one<br>year) | Fair value |
| Embedded derivatives     |   |            |   |            |   |            |
| Stock acquisition rights | -   | -          | 291,555                                     | 15,706     | -   | -          |
|                          |   |            | (291,555)                                   |            |   |            |
| Total                    | -   | -          | 291,555                                     | 15,706     | -   | -          |
|                          |   |            | (291,555)                                   |            |   |            |

4. The Company recorded an impairment loss of ¥11,061 million for the nine-month period ended December 31, 2012 as the recoverable amount was less than its carrying amount with regard to the equity method associate. The recoverable amount is the fair value less costs of disposal.

**13. Supplemental information to the condensed interim consolidated statements of cash flows**

## (1) Scope of purchase of property, plant and equipment and intangible assets

“Purchase of property, plant and equipment and intangible assets” includes cash outflows from purchasing long-term prepaid expenses that are included in “Other non-current assets” in the condensed interim consolidated statements of financial position.

## (2) Presentation of cash flow regarding finance leases

Once the Company purchases telecommunications equipment for the purpose of assembly, installation and inspection, the Company sells the equipment to lease companies for sale and leaseback purposes. The leased asset and lease obligation are recorded in the consolidated statement of financial position.

The cash outflows from the purchase of the equipment from vendors are included in “Purchase of property, plant and equipment and intangible assets” under cash flows from investing activities, and the cash inflows from the sale of the equipment to lease companies are included in “Proceeds from long-term interest-bearing debt” under cash flows from financing activities.

## (3) Payments for preferred stocks, stock acquisition rights, and long-term debt of subsidiaries

For the nine-month period ended December 31, 2012

In April 2006, BB Mobile Corp. issued Class 1 preferred stock-series 1 and stock acquisition rights to Vodafone International Holdings B.V. and obtained a subordinated loan from Vodafone Overseas Finance Limited as a series of financing transactions for the Company’s acquisition of Vodafone K.K. (currently SoftBank Mobile Corp.). In November 2006, refinancing of the funds for the acquisition was conducted, and SoftBank Mobile Corp. assumed BB Mobile Corp’s subordinated loan.

In December 2010, the Company acquired all aforementioned Class 1 preferred stock-series 1 and stock acquisition rights issued by BB Mobile Corp. to Vodafone International Holdings B.V., and all principal amounts and accrued interest of a long-term loan receivable from SoftBank Mobile Corp. held by Vodafone Overseas Finance Limited for a total amount of ¥412,500 million. Of the total amount, ¥212,500 million and the remaining amount of ¥200,000 million with expenses associated with the acquisition were paid in December 2010 and April 2012, respectively.

## (4) Proceeds from the settlement of foreign currency forward contracts for consolidation of control of subsidiaries

For the nine-month period ended December 31, 2013

The proceeds are from the settlement of a foreign currency forward contract of \$18.5 billion with regard to consolidation of Sprint.

## 14. Significant subsequent events

For the nine-month period ended December 31, 2013

Consolidation of Brightstar Corp.

### (1) Overview of consolidation

The Company completed the acquisition (the “Transaction”) of all common and preferred stocks of Brightstar Corp. (“Brightstar”), a mobile device distributor in the United States, and the establishment of the organization for the Transaction on January 30, 2014. Accordingly, Brightstar Corp. became a subsidiary of the Company. At the completion of the Transaction, the Company owns approximately 57% of the voting rights of Brightstar Global Group Inc. (the “U.S. subsidiary”) that owns 100% of Brightstar.

In the Transaction, SoftBank Corp. invested a total of \$1.26 billion (¥128.5 billion<sup>1</sup>) into the U.S. subsidiary. SoftBank Corp., in exchange for \$400 million of the investment, received newly-issued common stocks of the U.S. subsidiary (refer to (i) in the structure diagram), and in exchange for the remaining \$860 million of SoftBank Corp.'s investment, SoftBank Corp. received newly-issued non-voting preferred stocks of the U.S. subsidiary that have an aggregate liquidation preference of \$860 million, and a warrant that provides SoftBank Corp. with the rights to acquire a number of common stocks of the same subsidiary that would raise SoftBank Corp.'s ownership of the common stocks of the subsidiary to approximately 70%, for de minimis value, over five years (the “Warrant”) (refer to (ii) in the structure diagram). The U.S. subsidiary acquired all common and preferred stocks (including payment of accrued dividends) of Brightstar from existing shareholders for consideration of \$1.11 billion (¥113.2 billion<sup>1</sup>) and common stocks of such U.S. subsidiary representing approximate 43% of the common shares issued.

As a result of the Transaction, SoftBank Corp. owns approximately 57% of the voting rights and common shares of the U.S. subsidiary that owns 100% of Brightstar, and Mr. Marcelo Claure, Chairman and CEO of Brightstar, owns approximately 43%. Accordingly, Brightstar became a subsidiary of the Company.

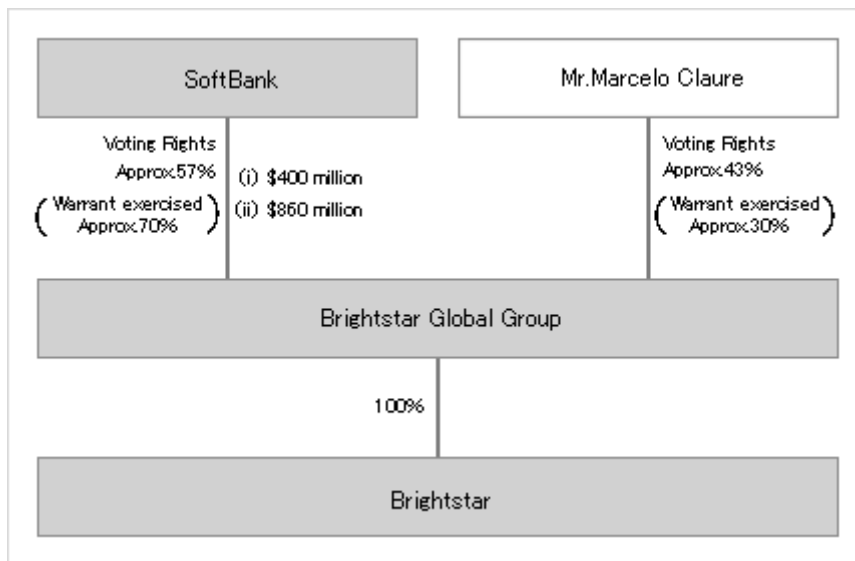
The Company will use \$1.11 billion out of the total investment of \$1.26 billion to complete the Brightstar share purchases, and the remaining \$0.15 billion of SoftBank Corp.'s investment will be contributed to Brightstar in order to fund, among others, ongoing corporate activities.

SoftBank Corp. plans to ratably exercise the Warrant to increase its ownership in the U.S. subsidiary to obtain approximately 70% of the voting power, and common stock, over the five year vest period.

The Company has acquired a part of the preferred stocks of Brightstar for \$660 million from existing shareholders by December 31, 2013. The preferred stocks are non-voting preferred stocks convertible to common stocks with no limitation of the condition for the conversion. When the Company converts all of its preferred stocks into common stocks, the Company’s voting ratio will be approximately 44%, and the Company will have significant influence over Brightstar. Therefore, Brightstar is an associate of the Company as of December 31, 2013.

Note: Converted at USD = JPY102

(Structure after completion of consolidation of Brightstar)



(2) Reasons for the Transaction

Brightstar is one of the world’s largest specialized wireless distributor and a leading provider of diversified services focused on enhancing the performance and results of the key participants in the wireless device value chain: manufacturers, operators and retailers. Its services include Supply Chain Solutions, Handset Protection & Insurance, Buyback and Trade-in Solutions, Multi-Channel Retail Solutions, and Financial Services. Today, Brightstar provides services in over 125 countries and has a local presence in over 50 countries.

SoftBank Corp. acquired Sprint in July 2013, expanding its business operations from Japan to the U.S. with Brightstar becoming a subsidiary, SoftBank Corp. aims to strengthen its purchasing scale for mobile devices and further increase competitiveness both in Japan and the U.S.

(3) Summary of Brightstar

|                                  |   |
|----------------------------------|---|
| Name                             | Brightstar Corp.  |
| Address                          | 9725 NW 117th Ave, #300 Miami, Florida, U.S.A.                |
| Name and title of representative | Marcelo Claire, Chairman and Chief Executive Officer          |
| Business description             | Mobile device distribution                                    |
| Common stock                     | \$2,000   |
| Date of foundation               | September 23, 1997  |
| Consolidated sales               | \$6,312,914 thousands (the year ended December 2012, US GAAP) |

## (4) Number of shares to be acquired, consideration transferred and state of share ownership

|   |   |
|---|---|
| Number of shares held as of December 31, 2013                 | Preferred stock: 16,555,786 shares<br>(number of voting rights: 0)<br>(voting rights holding ratio: 0%)   |
| Number of shares to be acquired after January, 2014           | Common stock: 18,322,308 shares<br>Preferred stock: 2,993,828 shares  |
| Consideration transferred                                     | Payment by cash USD 1.11 billion<br>In addition to the above cash consideration amount, the U.S. subsidiary issued a number of common stocks representing approximately 43% (ratio of the issued common stocks to the total outstanding common stocks after the acquisition of Brightstar through the U.S. subsidiary) as consideration transferred for the acquisition of Brightstar's stocks.<br>Acquisition-related costs: approximately ¥1.3 billion* |
| Number of shares held after the completion of the Transaction | Common stock: 18,322,308 shares<br>Preferred stock: 19,549,614 shares<br>(number of voting rights: 18,322,308)<br>(voting rights holding ratio: 100%)   |

Note: Acquisition-related costs will be included in "Selling, general and administrative expenses."

## (5) Acquisition date

January 30, 2014

## (6) Fair values of assets and liabilities, non-controlling interests and goodwill on the acquisition date

The valuations necessary to assess the fair value of the assets acquired and liabilities assumed as of acquisition date are not yet complete.

## 15. First-time adoption of IFRSs

### (1) Transition to IFRSs financial reporting

The Company first prepared condensed interim consolidated financial statements in accordance with IFRSs from the three-month period ended June 30, 2013, which is the first quarter of the fiscal year ending March 31, 2014.

The latest consolidated financial statements prepared in accordance with JGAAP are for the year ended March 31, 2013. The date of transition to IFRSs is April 1, 2012.

IFRS 1, in principle, requires first-time adopters to apply IFRSs retrospectively.

However, as exceptions, the retrospective application of some aspects of IFRSs is prohibited, and they shall be applied prospectively from the date of transition to IFRSs. The following exceptions are applicable to the Company:

#### a. Accounting estimates

With regard to accounting estimates used for consolidated financial statements in accordance with IFRSs, new information received afterward is not reflected for the estimates used under IFRSs to be consistent with estimates used when the financial statements under JGAAP were prepared.

#### b. Non-controlling interests

The Company applies the following requirements of IFRS 10 “Consolidated Financial Statements” prospectively from the date of transition to IFRSs:

- the requirement that total comprehensive income is attributed to the owners of the parent and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance; and
- the requirements for accounting for changes in a subsidiary that do not result in a loss of control.

IFRSs also grant first-time adopters to voluntarily elect to use exemptions from some requirements of IFRSs. The Company applied the following exemptions:

#### a. Business combinations

The Company has elected not to apply IFRS 3 “Business Combinations,” retrospectively to business combinations that occurred before the date of transition to IFRSs.

#### b. Translation differences for foreign operations

The Company has transferred all cumulative translation differences from other comprehensive income to retained earnings on the date of transition to IFRSs.

#### c. Share-based payments

The Company does not apply IFRS 2 “Share-based Payment” to a portion of stock options that were vested before the date of transition to IFRSs.

#### d. Compound instruments

The Company does not apply IAS 32 “Financial Instruments: Presentation” to the compound instruments with no outstanding liability balance at the date of transition to IFRSs.

The Company has made necessary adjustments to the consolidated financial statements prepared in accordance with JGAAP that had already been disclosed, in the course of the preparation of the consolidated financial statements in accordance with IFRSs.

Reconciliations required to be disclosed under the first-time adoption of IFRSs are as follows:

Items that do not affect retained earnings and comprehensive income are included in “Reclassification” of the reconciliation. Differences in the scope of consolidation under IFRSs from JGAAP are included in “Differences in the scope of consolidation.” Items that affect retained earnings or comprehensive income are included in “Differences in recognition and measurement.”

The amounts presented in the consolidated financial statements prepared in accordance with JGAAP for the years ended on or before March 31, 2013, were rounded down to the nearest million yen. As the amounts presented in the condensed interim consolidated financial statements prepared in accordance with IFRSs from the three-month period ended June 30, 2013, are rounded off to the nearest million yen, the amounts under JGAAP presented in the reconciliations are also rounded off to the nearest million yen.

(2) Reconciliation of equity as of April 1, 2012  
 (Items related to consolidated statement of financial position)

|                                       |                  |                       |   |  |       |                  | (Millions of yen)                                 |
|---------------------------------------|------------------|-----------------------|---|--|-------|------------------|---|
| Presentation<br>under JGAAP           | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs                       |
| <b>Assets</b>                         |                  |                       |   |  |       |                  | <b>Assets</b>                                     |
| <b>Current assets</b>                 |                  |                       |   |  |       |                  | <b>Current assets</b>                             |
| Cash and deposits                     | 1,016,252        | (1,693)               | 6,554   | -  |       | 1,021,113        | Cash and cash equivalents                         |
| Notes and accounts receivable - trade | 661,288          | (35,571)              | (2,560)   | 163,745  | E     | 786,902          | Trade and other receivables                       |
| Marketable securities                 | 4,575            | (4,575)               | -   | -  |       | -                |   |
|                                       |                  | 10,399                | -   | -  |       | 10,399           | Other financial assets                            |
| Merchandise and finished products     | 42,618           | 13,065                | -   | -  |       | 55,683           | Inventories                                       |
| Deferred tax assets                   | 56,469           | (56,469)              | -   | -  |       | -                |   |
| Other current assets                  | 168,265          | (93,391)              | 2,690   | 7,450  | D     | 85,014           | Other current assets                              |
| Less: Allowance for doubtful accounts | (39,015)         | 39,015                | -   | -  |       | -                |   |
| <b>Total current assets</b>           | <b>1,910,452</b> | <b>(129,220)</b>      | <b>6,684</b>                                    | <b>171,195</b>                                   |       | <b>1,959,111</b> | <b>Total current assets</b>                       |
| <b>Fixed assets</b>                   |                  |                       |   |  |       |                  | <b>Non-current assets</b>                         |
| Property and equipment, net           | 1,296,393        | -                     | 22,076  | 58,716   | B, I  | 1,377,185        | Property, plant and equipment                     |
| Intangible assets, net:               |                  |                       |   |  |       |                  |   |
| Goodwill                              | 780,243          | -                     | 1,211   | (3,543)  | A     | 777,911          | Goodwill  |
| Software                              | 310,151          | (310,151)             | -   | -  |       | -                |   |
| Other intangibles                     | 36,121           | 310,151               | 641   | (6,590)  |       | 340,323          | Intangible assets                                 |
| Investments and other assets          |                  |                       |   |  |       |                  |   |
| Investment securities                 | 338,198          | (338,198)             | -   | -  |       | -                |   |
|                                       |                  | 201,465               | 7,292   | (231)  | G     | 208,526          | Investments accounted for using the equity method |
|                                       |                  | 185,040               | (22,081)  | 155,640  | E     | 318,599          | Other financial assets                            |
| Deferred tax assets                   | 104,327          | 56,469                | -   | 22,613   |       | 183,409          | Deferred tax assets                               |
| Other assets                          | 134,077          | (64,264)              | 77  | 15,600   | D, I  | 85,490           | Other non-current assets                          |
| Less: Allowance for doubtful accounts | (15,957)         | 15,957                | -   | -  |       | -                |   |
| <b>Total fixed assets</b>             | <b>2,983,553</b> | <b>56,469</b>         | <b>9,216</b>                                    | <b>242,205</b>                                   |       | <b>3,291,443</b> | <b>Total non-current assets</b>                   |
| Deferred charges                      | 5,700            | -                     | 21  | (5,721)  |       | -                |   |
| <b>Total assets</b>                   | <b>4,899,705</b> | <b>(72,751)</b>       | <b>15,921</b>                                   | <b>407,679</b>                                   |       | <b>5,250,554</b> | <b>Total assets</b>                               |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.



|  |                  |                       |   |  |       |                  | (Millions of yen)                        |
|--|------------------|-----------------------|---|--|-------|------------------|--|
| Presentation<br>under JGAAP                        | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs              |
| <b>Liabilities</b>                                 |                  |                       |   |  |       |                  | <b>Liabilities and equity</b>            |
| <b>Current liabilities</b>                         |                  |                       |   |  |       |                  | <b>Current liabilities</b>               |
|  |                  | 716,824               | -   | 209,847  | E, I  | 926,671          | Interest-bearing<br>debt                 |
| Accounts payable -trade                            | 190,533          | 747,461               | 22,650  | 15,188   | D     | 975,832          | Trade and other<br>payables              |
| Short-term borrowings                              | 403,168          | (403,168)             | -   | -  |       | -                |  |
| Current portion of<br>corporate bonds              | 144,988          | (144,988)             | -   | -  |       | -                |  |
| Accounts payable-<br>other and accrued<br>expenses | 835,053          | (835,053)             | -   | -  |       | -                |  |
|  |                  | 1,206                 | -   | -  |       | 1,206            | Other financial<br>liabilities           |
| Income taxes payables                              | 125,116          | (2,614)               | 5   | 706  |       | 123,213          | Income taxes<br>payables                 |
| Current portion of lease<br>obligations            | 152,683          | (152,683)             | -   | -  |       | -                |  |
|  |                  | 1,456                 | -   | -  |       | 1,456            | Provisions                               |
| Other current liabilities                          | 72,184           | (1,191)               | 174   | 22,988   | D, F  | 94,155           | Other current<br>liabilities             |
| <b>Total current liabilities</b>                   | <b>1,923,725</b> | <b>(72,750)</b>       | <b>22,829</b>                                   | <b>248,729</b>                                   |       | <b>2,122,533</b> | <b>Total current<br/>liabilities</b>     |
| <b>Long-term liabilities</b>                       |                  |                       |   |  |       |                  | <b>Non-current<br/>liabilities</b>       |
|  |                  | 1,425,264             | -   | 338,009  | E, I  | 1,763,273        | Interest-bearing<br>debt                 |
| Corporate bonds                                    | 459,900          | (459,900)             | -   | -  |       | -                |  |
| Long-term debt                                     | 560,070          | (560,070)             | -   | -  |       | -                |  |
|  |                  | 9,711                 | 26,069  | 1,390  |       | 37,170           | Other financial<br>liabilities           |
| Liability for<br>retirement benefits               | 14,953           | -                     | -   | -  |       | 14,953           | Defined benefit<br>liabilities           |
|  |                  | 20,603                | 40  | -  |       | 20,643           | Provisions                               |
| Deferred tax liabilities                           | 20,370           | -                     | (313)   | 25,294   |       | 45,351           | Deferred tax<br>liabilities              |
| Allowance for point<br>mileage                     | 32,074           | (32,074)              | -   | -  |       | -                |  |
| Lease obligations                                  | 347,700          | (347,700)             | -   | -  |       | -                |  |
| Other liabilities                                  | 105,273          | (55,835)              | (9,999)   | 40,146   | D, F  | 79,585           | Other non-current<br>liabilities         |
| <b>Total long-term liabilities</b>                 | <b>1,540,340</b> | <b>(1)</b>            | <b>15,797</b>                                   | <b>404,839</b>                                   |       | <b>1,960,975</b> | <b>Total non-current<br/>liabilities</b> |
| <b>Total liabilities</b>                           | <b>3,464,065</b> | <b>(72,751)</b>       | <b>38,626</b>                                   | <b>653,568</b>                                   |       | <b>4,083,508</b> | <b>Total liabilities</b>                 |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

|   |                  |                       |   |  |               |                  | (Millions of yen)  |
|---|------------------|-----------------------|---|--|---------------|------------------|--|
| Presentation<br>under JGAAP                               | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes         | IFRSs            | Presentation<br>under IFRSs                                |
| <b>Equity</b>   |                  |                       |   |  |               |                  | <b>Equity</b>  |
| Shareholders' equity                                      |                  |                       |   |  |               |                  | <b>Equity attributable<br/>to owners of the<br/>parent</b> |
| Common stock  | 213,798          | -                     | -   | -  |               | 213,798          | Common stock   |
| Additional paid-in<br>capital                             | 236,563          | 898                   | -   | 13,306   | E             | 250,767          | Additional paid-in<br>capital                              |
| Retained earnings   | 530,534          | -                     | (3,335)   | (121,615)  | (10)          | 405,584          | Retained earnings  |
| Less: Treasury stock                                      | (22,947)         | -                     | -   | -  |               | (22,947)         | Treasury stock   |
|   |                  | (21,253)              | -   | 66,686   | C, E          | 45,433           | Accumulated other<br>comprehensive<br>income               |
| Accumulated other<br>comprehensive loss                   |                  |                       |   |  |               |                  |  |
| Unrealized gain on<br>available-for-sale<br>securities    | 10,567           | (10,567)              | -   | -  |               | -                |  |
| Deferred loss on<br>derivatives under<br>hedge accounting | (993)            | 993                   | -   | -  |               | -                |  |
| Foreign currency<br>translation<br>adjustments            | (30,827)         | 30,827                | -   | -  |               | -                |  |
|   |                  |                       |   |  |               | 892,635          | Total equity<br>attributable to<br>owners of the<br>parent |
| Stock acquisition rights                                  | 898              | (898)                 | -   | -  |               | -                |  |
| Minority interests  | 498,047          | -                     | (19,370)  | (204,266)  | A, B,<br>E, F | 274,411          | <b>Non-controlling<br/>interests</b>                       |
| <b>Total equity</b>                                       | <u>1,435,640</u> | <u>-</u>              | <u>(22,705)</u>                                 | <u>(245,889)</u>                                 |               | <u>1,167,046</u> | <b>Total equity</b>  |
| <b>Total liabilities and<br/>equity</b>                   | <u>4,899,705</u> | <u>(72,751)</u>       | <u>15,921</u>                                   | <u>407,679</u>                                   |               | <u>5,250,554</u> | <b>Total liabilities and<br/>equity</b>                    |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.

(3) Reconciliation of equity as of December 31, 2012  
 (Items related to consolidated statement of financial position)

|                                       |                  |                       |   |  |       |                  | (Millions of yen)                                 |
|---------------------------------------|------------------|-----------------------|---|--|-------|------------------|---|
| Presentation<br>under JGAAP           | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs                       |
| <b>Assets</b>                         |                  |                       |   |  |       |                  | <b>Assets</b>                                     |
| <b>Current assets</b>                 |                  |                       |   |  |       |                  | <b>Current assets</b>                             |
| Cash and deposits                     | 1,061,805        | 161                   | 1,673   | -  |       | 1,063,639        | Cash and cash equivalents                         |
| Notes and accounts receivable - trade | 618,924          | (7,113)               | (1,494)   | 213,698  | E     | 824,015          | Trade and other receivables                       |
| Marketable securities                 | 6,591            | (6,591)               | -   | -  |       | -                |   |
|                                       |                  | 82,299                | -   | -  |       | 82,299           | Other financial assets                            |
| Merchandise and finished products     | 50,427           | 7,598                 | -   | -  |       | 58,025           | Inventories                                       |
| Deferred tax assets                   | 35,497           | (35,497)              | -   | -  |       | -                |   |
| Other current assets                  | 285,137          | (169,806)             | 3,773   | 3,610  | D     | 122,714          | Other current assets                              |
| Less:                                 |                  |                       |   |  |       |                  |   |
| Allowance for doubtful accounts       | (31,980)         | 31,980                | -   | -  |       | -                |   |
| <b>Total current assets</b>           | <b>2,026,401</b> | <b>(96,969)</b>       | <b>3,952</b>                                    | <b>217,308</b>                                   |       | <b>2,150,692</b> | <b>Total current assets</b>                       |
| <b>Fixed assets</b>                   |                  |                       |   |  |       |                  | <b>Non-current assets</b>                         |
| Property and equipment, net           | 1,547,296        | -                     | 47,502  | (34,570)   | B, I  | 1,560,228        | Property, plant and equipment                     |
| Intangible assets, net:               |                  |                       |   |  |       |                  |   |
| Goodwill                              | 735,868          | -                     | 1,211   | 44,080   | A     | 781,159          | Goodwill  |
| Software                              | 365,976          | (365,976)             | -   | -  |       | -                |   |
| Other intangibles                     | 28,540           | 365,976               | 1,432   | (5,676)  |       | 390,272          | Intangible assets                                 |
| Investments and other assets          |                  |                       |   |  |       |                  |   |
| Investment securities                 | 575,655          | (575,655)             | -   | -  |       | -                |   |
|                                       |                  | 192,039               | 9,404   | 7,561  | G     | 209,004          | Investments accounted for using the equity method |
|                                       |                  | 435,567               | (20,472)  | 162,152  | E     | 577,247          | Other financial assets                            |
| Deferred tax assets                   | 103,211          | 35,497                | -   | 28,320   |       | 167,028          | Deferred tax assets                               |
| Other assets                          | 139,388          | (67,342)              | (993)   | 22,297   | D,H,I | 93,350           | Other non-current assets                          |
| Less:                                 |                  |                       |   |  |       |                  |   |
| Allowance for doubtful accounts       | (15,391)         | 15,391                | -   | -  |       | -                |   |
| <b>Total fixed assets</b>             | <b>3,480,543</b> | <b>35,497</b>         | <b>38,084</b>                                   | <b>224,164</b>                                   |       | <b>3,778,288</b> | <b>Total non-current assets</b>                   |
| Deferred charges                      | 4,607            | -                     | 12  | (4,619)  |       | -                |   |
| <b>Total assets</b>                   | <b>5,511,551</b> | <b>(61,472)</b>       | <b>42,048</b>                                   | <b>436,853</b>                                   |       | <b>5,928,980</b> | <b>Total assets</b>                               |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

|  |                  |                       |   |  |       |                  | (Millions of yen)                    |
|--|------------------|-----------------------|---|--|-------|------------------|--------------------------------------|
| Presentation<br>under JGAAP                        | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs          |
| <b>Liabilities</b>                                 |                  |                       |   |  |       |                  | <b>Liabilities and equity</b>        |
| <b>Current liabilities</b>                         |                  |                       |   |  |       |                  | <b>Current liabilities</b>           |
|  |                  | 1,110,258             | -   | 226,758  | E, I  | 1,337,016        | Interest-bearing debt                |
| Accounts payable–<br>trade                         | 169,198          | 540,052               | 25,858  | 17,186   | D     | 752,294          | Trade and other payables             |
| Short-term borrowings                              | 708,640          | (708,640)             | -   | -  |       | -                |                                      |
| Current portion of<br>corporate bonds              | 188,190          | (188,190)             | -   | -  |       | -                |                                      |
| Accounts payable-<br>other and accrued<br>expenses | 625,153          | (625,153)             | -   | -  |       | -                |                                      |
|  |                  | 680                   | -   | -  |       | 680              | Other financial liabilities          |
| Income taxes payables                              | 114,986          | (1,999)               | 10  | 934  |       | 113,931          | Income taxes payables                |
| Current portion of lease<br>obligations            | 186,310          | (186,310)             | -   | -  |       | -                |                                      |
|  |                  | 1,375                 | -   | -  |       | 1,375            | Provisions                           |
| Other current liabilities                          | 88,736           | (26,112)              | 103   | 25,021   | D, F  | 87,748           | Other current liabilities            |
| <b>Total current liabilities</b>                   | <b>2,081,213</b> | <b>(84,039)</b>       | <b>25,971</b>                                   | <b>269,899</b>                                   |       | <b>2,293,044</b> | <b>Total current liabilities</b>     |
| <b>Long-term liabilities</b>                       |                  |                       |   |  |       |                  | <b>Non-current liabilities</b>       |
|  |                  | 1,648,624             | 29,134  | 262,645  | E, I  | 1,940,403        | Interest-bearing debt                |
| Corporate bonds                                    | 414,900          | (414,900)             | -   | -  |       | -                |                                      |
| Long-term debt                                     | 623,766          | (623,766)             | -   | -  |       | -                |                                      |
|  |                  | 12,873                | 26,036  | (305)  |       | 38,604           | Other financial liabilities          |
| Liability for<br>retirement benefits               | 14,734           | -                     | -   | -  |       | 14,734           | Defined benefit liabilities          |
|  |                  | 21,225                | 51  | -  |       | 21,276           | Provisions                           |
| Deferred tax liabilities                           | 16,672           | 22,567                | (297)   | 22,648   |       | 61,590           | Deferred tax liabilities             |
| Allowance for point<br>mileage                     | 25,606           | (25,606)              | -   | -  |       | -                |                                      |
| Lease obligations                                  | 521,095          | (521,095)             | -   | -  |       | -                |                                      |
| Other liabilities                                  | 140,158          | (97,355)              | (11,223)  | 45,242   | D, F  | 76,822           | Other non-current liabilities        |
| <b>Total long-term liabilities</b>                 | <b>1,756,931</b> | <b>22,567</b>         | <b>43,701</b>                                   | <b>330,230</b>                                   |       | <b>2,153,429</b> | <b>Total non-current liabilities</b> |
| <b>Total liabilities</b>                           | <b>3,838,144</b> | <b>(61,472)</b>       | <b>69,672</b>                                   | <b>600,129</b>                                   |       | <b>4,446,473</b> | <b>Total liabilities</b>             |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

|   |                  |                       |   |  |               |                  | (Millions of yen)                                  |
|---|------------------|-----------------------|---|--|---------------|------------------|--|
| Presentation<br>under JGAAP                         | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes         | IFRSs            | Presentation<br>under IFRSs                        |
| <b>Equity</b>                                       |                  |                       |   |  |               |                  | <b>Equity</b>                                      |
| Shareholders' equity                                |                  |                       |   |  |               |                  | <b>Equity attributable to owners of the parent</b> |
| Common stock  | 222,203          | -                     | -   | -  |               | 222,203          | Common stock                                       |
| Additional paid-in capital                          | 193,739          | 945                   | -   | 12,738   | E             | 207,422          | Additional paid-in capital                         |
| Retained earnings                                   | 699,697          | -                     | (6,974)   | (44,395)   | (10)          | 648,328          | Retained earnings                                  |
| Less: Treasury stock                                | (22,874)         | -                     | -   | -  |               | (22,874)         | Treasury stock                                     |
|   |                  | 44,091                | -   | 73,070   | C,E,G         | 117,161          | Accumulated other comprehensive income             |
| Accumulated other comprehensive income              |                  |                       |   |  |               |                  |  |
| Unrealized gain on available-for-sale securities    | 1,256            | (1,256)               | -   | -  |               | -                |  |
| Deferred gain on derivatives under hedge accounting | 36,143           | (36,143)              | -   | -  |               | -                |  |
| Foreign currency translation adjustments            | 6,692            | (6,692)               | -   | -  |               | -                |  |
|   |                  |                       |   |  |               | 1,172,240        | Total equity attributable to owners of the parent  |
| Stock acquisition rights                            | 945              | (945)                 | -   | -  |               | -                |  |
| Minority interests                                  | 535,606          | -                     | (20,650)  | (204,689)  | A, B,<br>E, F | 310,267          | <b>Non-controlling interests</b>                   |
| <b>Total equity</b>                                 | <u>1,673,407</u> | <u>-</u>              | <u>(27,624)</u>                                 | <u>(163,276)</u>                                 |               | <u>1,482,507</u> | <b>Total equity</b>                                |
| <b>Total liabilities and equity</b>                 | <u>5,511,551</u> | <u>(61,472)</u>       | <u>42,048</u>                                   | <u>436,853</u>                                   |               | <u>5,928,980</u> | <b>Total liabilities and equity</b>                |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.

## (4) Reconciliation of equity as of March 31, 2013

(Items related to consolidated statement of financial position)

|  |                  |                       |   |  |       |                  | (Millions of yen)                                 |
|--|------------------|-----------------------|---|--|-------|------------------|---|
| Presentation<br>under JGAAP              | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs                       |
| <b>Assets</b>                            |                  |                       |   |  |       |                  | <b>Assets</b>                                     |
| <b>Current assets</b>                    |                  |                       |   |  |       |                  | <b>Current assets</b>                             |
| Cash and deposits                        | 1,369,135        | (4,505)               | 74,427  | -  |       | 1,439,057        | Cash and cash equivalents                         |
| Notes and accounts receivable - trade    | 662,187          | 26,174                | 26,516  | 221,430  | D, E  | 936,307          | Trade and other receivables                       |
| Marketable securities                    | 4,704            | (4,704)               | -   | -  |       | -                |   |
|  |                  | 227,235               | 2,004   | -  |       | 229,239          | Other financial assets                            |
| Merchandise and finished products        | 43,846           | 8,021                 | 2,401   | -  |       | 54,268           | Inventories                                       |
| Deferred tax assets                      | 50,580           | (50,580)              | -   | -  |       | -                |   |
| Other current assets                     | 490,964          | (370,795)             | 747   | 6,232  | D     | 127,148          | Other current assets                              |
| Less:<br>Allowance for doubtful accounts | (30,219)         | 30,219                | -   | -  |       | -                |   |
| <b>Total current assets</b>              | <b>2,591,197</b> | <b>(138,935)</b>      | <b>106,095</b>                                  | <b>227,662</b>                                   |       | <b>2,786,019</b> | <b>Total current assets</b>                       |
| <b>Fixed assets</b>                      |                  |                       |   |  |       |                  | <b>Non-current assets</b>                         |
| Property and equipment, net              | 1,657,640        | -                     | 208,596   | (35,621)   | B, I  | 1,830,615        | Property, plant and equipment                     |
| Intangible assets, net:                  |                  |                       |   |  |       |                  |   |
| Goodwill                                 | 734,407          | -                     | 138,978   | 54,014   | A     | 927,399          | Goodwill  |
| Software                                 | 383,733          | (383,733)             | -   | -  |       | -                |   |
| Other intangibles                        | 36,805           | 383,733               | 109,844   | (5,489)  |       | 524,893          | Intangible assets                                 |
| Investments and other assets             |                  |                       |   |  |       |                  |   |
| Investment securities                    | 870,608          | (870,608)             | -   | -  |       | -                |   |
|  |                  | 458,823               | (259,022)                                       | 8,863  | G     | 208,664          | Investments accounted for using the equity method |
|  |                  | 464,151               | (2,197)   | 172,693  | E     | 634,647          | Other financial assets                            |
| Deferred tax assets                      | 99,967           | 50,580                | (21)  | 24,864   |       | 175,390          | Deferred tax assets                               |
| Other assets                             | 158,558          | (69,274)              | 13,902  | 25,996   | D,H,I | 129,182          | Other non-current assets                          |
| Less:<br>Allowance for doubtful accounts | (16,909)         | 16,909                | -   | -  |       | -                |   |
| <b>Total fixed assets</b>                | <b>3,924,809</b> | <b>50,581</b>         | <b>210,080</b>                                  | <b>245,320</b>                                   |       | <b>4,430,790</b> | <b>Total non-current assets</b>                   |
| Deferred charges                         | 8,880            | -                     | 9   | (8,889)  |       | -                |   |
| <b>Total assets</b>                      | <b>6,524,886</b> | <b>(88,354)</b>       | <b>316,184</b>                                  | <b>464,093</b>                                   |       | <b>7,216,809</b> | <b>Total assets</b>                               |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.

|   |                  |                       |   |  |       |                  | (Millions of yen)                        |
|---|------------------|-----------------------|---|--|-------|------------------|--|
| Presentation<br>under JGAAP                         | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs            | Presentation<br>under IFRSs              |
| <b>Liabilities</b>                                  |                  |                       |   |  |       |                  | <b>Liabilities and equity</b>            |
| <b>Current liabilities</b>                          |                  |                       |   |  |       |                  | <b>Current liabilities</b>               |
|   |                  | 1,243,412             | 52,424  | 238,292  | E, I  | 1,534,128        | Interest-bearing debt                    |
| Accounts payable-<br>trade                          | 194,654          | 696,218               | 63,705  | 18,092   | D     | 972,669          | Trade and other<br>payables              |
| Short-term borrowings                               | 813,491          | (813,491)             | -   | -  |       | -                |  |
| Current portion of<br>corporate bonds               | 205,000          | (205,000)             | -   | -  |       | -                |  |
| Accounts payable -<br>other and accrued<br>expenses | 751,690          | (751,690)             | -   | -  |       | -                |  |
|   |                  | 4,833                 | -   | -  |       | 4,833            | Other financial<br>liabilities           |
| Income taxes payables                               | 179,559          | (3,096)               | 4,653   | 934  |       | 182,050          | Income taxes<br>payables                 |
| Deferred tax liabilities                            | 71,975           | (71,975)              | -   | -  |       | -                |  |
| Current portion of lease<br>obligations             | 192,603          | (192,603)             | -   | -  |       | -                |  |
|   |                  | 1,252                 | 350   | -  |       | 1,602            | Provisions                               |
| Other current liabilities                           | 181,212          | (68,189)              | 4,299   | 25,312   | D, F  | 142,634          | Other current<br>liabilities             |
| <b>Total current liabilities</b>                    | <b>2,590,184</b> | <b>(160,329)</b>      | <b>125,431</b>                                  | <b>282,630</b>                                   |       | <b>2,837,916</b> | <b>Total current liabilities</b>         |
| <b>Long-term liabilities</b>                        |                  |                       |   |  |       |                  | <b>Non-current<br/>liabilities</b>       |
|   |                  | 1,721,366             | 188,231   | 264,128  | E, I  | 2,173,725        | Interest-bearing<br>debt                 |
| Corporate bonds                                     | 734,900          | (734,900)             | -   | -  |       | -                |  |
| Long-term debt                                      | 354,291          | (354,291)             | -   | -  |       | -                |  |
|   |                  | 12,981                | 25,673  | -  |       | 38,654           | Other financial<br>liabilities           |
| Liability for<br>retirement benefits                | 14,506           | -                     | -   | -  |       | 14,506           | Defined benefit<br>liabilities           |
|   |                  | 20,847                | 918   | -  |       | 21,765           | Provisions                               |
| Deferred tax liabilities                            | 17,940           | 71,975                | 5,879   | 23,834   |       | 119,628          | Deferred tax<br>liabilities              |
| Allowance for point<br>mileage                      | 22,548           | (22,548)              | -   | -  |       | -                |  |
| Lease obligations                                   | 526,739          | (526,739)             | -   | -  |       | -                |  |
| Other liabilities                                   | 157,319          | (116,716)             | (8,552)   | 48,136   | D, F  | 80,187           | Other non-current<br>liabilities         |
| <b>Total long-term liabilities</b>                  | <b>1,828,243</b> | <b>71,975</b>         | <b>212,149</b>                                  | <b>336,098</b>                                   |       | <b>2,448,465</b> | <b>Total non-current<br/>liabilities</b> |
| <b>Total liabilities</b>                            | <b>4,418,427</b> | <b>(88,354)</b>       | <b>337,580</b>                                  | <b>618,728</b>                                   |       | <b>5,286,381</b> | <b>Total liabilities</b>                 |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

|   |           |                       |   |  |              |           | (Millions of yen)  |
|---|-----------|-----------------------|---|--|--------------|-----------|--|
| Presentation<br>under JGAAP                               | JGAAP     | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes        | IFRSs     | Presentation<br>under IFRSs                                |
| <b>Equity</b>   |           |                       |   |  |              |           | <b>Equity</b>  |
| Shareholders' equity                                      |           |                       |   |  |              |           | <b>Equity attributable<br/>to owners of the<br/>parent</b> |
| Common stock  | 238,772   | -                     | -   | -  |              | 238,772   | Common stock   |
| Additional paid-in<br>capital                             | 429,689   | 736                   | (125)   | 6,404  | E            | 436,704   | Additional paid-in<br>capital                              |
| Retained earnings   | 753,616   | -                     | (6,037)   | (35,491)   | (10)         | 712,088   | Retained earnings  |
| Less: Treasury stock                                      | (22,834)  | -                     | -   | -  |              | (22,834)  | Treasury stock   |
|   |           | 169,842               | (1)   | 78,185   | C,E,G        | 248,026   | Accumulated other<br>comprehensive<br>income               |
| Accumulated other<br>comprehensive income                 |           |                       |   |  |              |           |  |
| Unrealized gain on<br>available-for-sale<br>securities    | 4,164     | (4,164)               | -   | -  |              | -         |  |
| Deferred gain on<br>derivatives under<br>hedge accounting | 114,158   | (114,158)             | -   | -  |              | -         |  |
| Foreign currency<br>translation<br>adjustments            | 51,520    | (51,520)              | -   | -  |              | -         |  |
|   |           |                       |   |  |              | 1,612,756 | Total equity<br>attributable to<br>owners of the parent    |
| Stock acquisition rights                                  | 736       | (736)                 | -   | -  |              | -         |  |
| Minority interests  | 536,638   | -                     | (15,233)  | (203,733)  | A, B<br>E, F | 317,672   | <b>Non-controlling<br/>interests</b>                       |
| <b>Total equity</b>                                       | 2,106,459 | -                     | (21,396)  | (154,635)  |              | 1,930,428 | <b>Total equity</b>  |
| <b>Total liabilities and<br/>equity</b>                   | 6,524,886 | (88,354)              | 316,184   | 464,093  |              | 7,216,809 | <b>Total liabilities and<br/>equity</b>                    |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.



(5) Adjustment to comprehensive income for the nine-month period ended December 31, 2012  
 (Items related to consolidated statement of income)

(Millions of yen)

| Presentation under JGAAP                                 | JGAAP            | Re-classification | Differences in the scope of consolidation | Differences in recognition and measurement | Notes           | IFRSs            | Presentation under IFRSs                       |
|--|------------------|-------------------|---|--|-----------------|------------------|--|
| Net sales  | 2,509,790        | 7,925             | (3,466)                                   | (167,277)                                  | D               | 2,346,972        | Net sales                                      |
| Cost of sales  | (1,163,227)      | (7,236)           | (3,412)                                   | 7,480                                      | B,D,F,I         | (1,166,395)      | Cost of sales                                  |
| <b>Gross profit</b>                                      | <b>1,346,563</b> | <b>689</b>        | <b>(6,878)</b>                            | <b>(159,797)</b>                           |                 | <b>1,180,577</b> | <b>Gross profit</b>                            |
| Selling, general and administrative expenses             | (746,414)        | 840               | (1,685)                                   | 196,426                                    | A,B,D, E,F,H, I | (550,833)        | Selling, general and administrative expenses   |
| <b>Operating income</b>                                  | <b>600,149</b>   |                   |   |  |                 |                  |  |
|  |                  | 1,778             | -   | -  |                 | 1,778            | Income from remeasurement relating to business |
|  |                  | -                 | -   | -  |                 | -                | Other operating income                         |
|  |                  |                   |   |  |                 | <b>631,522</b>   | <b>Operating income</b>                        |
|  |                  | (65,788)          | 700                                       | 16,704                                     | E,G,I           | (48,384)         | Finance cost, net                              |
|  |                  | (11,938)          | 1,620                                     | 7,506                                      | G               | (2,812)          | Equity in loss of associates                   |
| Non-operating income                                     | 11,653           | (11,653)          | -   | -  |                 | -                |  |
| Non-operating expenses                                   | (82,382)         | 82,382            | -   | -  |                 | -                |  |
| <b>Ordinary income</b>                                   | <b>529,420</b>   |                   |   |  |                 |                  |  |
| Special income   | 10,256           | (10,256)          | -   | -  |                 | -                |  |
| Special loss   | (13,946)         | 13,946            | -   | -  |                 | -                |  |
| <b>Income before income taxes and minority interests</b> | <b>525,730</b>   | <b>-</b>          | <b>(6,243)</b>                            | <b>60,839</b>                              | <b>(10)</b>     | <b>580,326</b>   | <b>Income before income tax</b>                |
| Income taxes   | (236,432)        | -                 | 12  | 10,900                                     |                 | (225,520)        | Income taxes                                   |
| <b>Income before minority interests</b>                  | <b>289,298</b>   | <b>-</b>          | <b>(6,231)</b>                            | <b>71,739</b>                              |                 | <b>354,806</b>   | <b>Net income</b>                              |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

(Items related to consolidated statement of comprehensive income)

(Millions of yen)

| Presentation<br>under JGAAP  | JGAAP   | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs   | Presentation<br>under IFRSs  |
|--|---------|-----------------------|---|--|-------|---------|--|
| <b>Income before minority<br/>interests</b>  | 289,298 | -                     | (6,231)   | 71,739   |       | 354,806 | <b>Net income</b>  |
| <b>Other comprehensive<br/>income (loss)</b>   |         |                       |   |  |       |         | <b>Other<br/>comprehensive<br/>income (loss),<br/>net of tax</b>                           |
|  |         |                       |   |  |       |         | <b>Items that will not<br/>be reclassified<br/>to profit or loss</b>                       |
|  |         | -                     | -   | (1)  |       | (1)     | Remeasurements<br>of defined<br>benefit plan   |
|  |         |                       |   |  |       | (1)     | <b>Total items that<br/>will not be<br/>reclassified to<br/>profit or loss</b>             |
|  |         |                       |   |  |       |         | <b>Items that may be<br/>reclassified<br/>subsequently to<br/>profit or loss</b>           |
| Unrealized loss on<br>available-for-<br>sale securities  | (9,288) | -                     | -   | 6,881  | E     | (2,407) | Available-<br>for-sale<br>financial assets   |
| Deferred gain on<br>derivatives under<br>hedge accounting  | 37,133  | -                     | -   | -  |       | 37,133  | Cash flow hedges   |
| Foreign currency<br>translation adjustment   | 29,119  | -                     | -   | (20)   |       | 29,099  | Exchange<br>differences on<br>translating<br>foreign<br>operations                         |
| Share of other<br>comprehensive<br>income of affiliated<br>companies accounted<br>for using equity<br>method | 7,971   | -                     | -   | 301  |       | 8,272   | Share of other<br>comprehensive<br>income of<br>associates                                 |
|  |         |                       |   |  |       | 72,097  | <b>Total items that<br/>may be<br/>reclassified<br/>subsequently to<br/>profit or loss</b> |
| <b>Total other<br/>comprehensive<br/>income</b>  | 64,935  | -                     | -   | 7,161  |       | 72,096  | <b>Total other<br/>comprehensive<br/>income, net of tax</b>                                |
| <b>Comprehensive<br/>income</b>  | 354,233 | -                     | (6,231)   | 78,900   |       | 426,902 | <b>Total comprehensive<br/>income</b>  |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

(6) Adjustment to comprehensive income for the three-month period ended December 31, 2012  
 (Items related to consolidated statement of income)

(Millions of yen)

| Presentation<br>under JGAAP                                      | JGAAP     | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes             | IFRSs     | Presentation<br>under IFRSs  |
|--|-----------|-----------------------|---|--|-------------------|-----------|--|
| Net sales  | 923,680   | 2,489                 | (1,392)   | (82,449)   | D                 | 842,328   | Net sales  |
| Cost of sales  | (450,756) | (2,237)               | 180   | 4,686  | B,D,F,I           | (448,127) | Cost of sales  |
| <b>Gross profit</b>  | 472,924   | 252                   | (1,212)   | (77,763)   |                   | 394,201   | <b>Gross profit</b>  |
| Selling, general and<br>administrative<br>expenses               | (275,537) | 249                   | (1,193)   | 82,895   | A,B,D,<br>E,F,H,I | (193,586) | Selling, general and<br>administrative<br>expenses                     |
| <b>Operating income</b>  | 197,387   |                       |   |  |                   |           |  |
|  |           | 1,778                 | -   | -  |                   | 1,778     | Income from<br>remeasurement<br>relating to<br>business<br>combination |
|  |           | -                     | -   | -  |                   | -         | Other operating<br>income  |
|  |           |                       |   |  |                   | 202,393   | <b>Operating income</b>  |
|  |           | (27,765)              | 536   | 16,222   | E,G,I             | (11,007)  | Finance cost, net  |
|  |           | (4,836)               | 373   | 2,931  | G                 | (1,532)   | Equity in loss of<br>associates  |
| Non-operating income   | 5,062     | (5,062)               | -   | -  |                   | -         |  |
| Non-operating expenses   | (36,039)  | 36,039                | -   | -  |                   | -         |  |
| <b>Ordinary income</b>   | 166,410   |                       |   |  |                   |           |  |
| Special income   | 2,904     | (2,904)               | -   | -  |                   | -         |  |
| Special loss   | (2,249)   | 2,249                 | -   | -  |                   | -         |  |
| <b>Income before income<br/>taxes and minority<br/>interests</b> | 167,065   | -                     | (1,496)   | 24,285   | (10)              | 189,854   | <b>Income before<br/>income tax</b>                                    |
| Income taxes   | (80,614)  | -                     | (1)   | 3,039  |                   | (77,576)  | Income taxes   |
| <b>Income before minority<br/>interests</b>                      | 86,451    | -                     | (1,497)   | 27,324   |                   | 112,278   | <b>Net income</b>  |

Note: Described in "(10) Notes to the differences in recognition and measurement" on page 87.

(Items related to consolidated statement of comprehensive income)

|   |         |                       |   |  |       |         | (Millions of yen)  |
|---|---------|-----------------------|---|--|-------|---------|--|
| Presentation<br>under JGAAP   | JGAAP   | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs   | Presentation<br>under IFRSs  |
| <b>Income before minority interests</b>   | 86,451  | -                     | (1,497)   | 27,324   |       | 112,278 | <b>Net income</b>  |
| <b>Other comprehensive Income (loss)</b>  |         |                       |   |  |       |         | <b>Other comprehensive income (loss), net of tax</b>                       |
|   |         |                       |   |  |       |         | <b>Items that will not be reclassified to profit or loss</b>               |
|   | -       | -                     | -   | (2)  |       | (2)     | Remeasurements of defined benefit plan                                     |
|   |         |                       |   |  |       | (2)     | <b>Total items that will not be reclassified to profit or loss</b>         |
|   |         |                       |   |  |       |         | <b>Items that may be reclassified subsequently to profit or loss</b>       |
| Unrealized gain on available-for-sale securities  | 1,445   | -                     | -   | 1,433  | E     | 2,878   | Available-for-sale financial assets  |
| Deferred gain on derivatives under hedge accounting   | 36,962  | -                     | -   | -  |       | 36,962  | Cash flow hedges   |
| Foreign currency translation adjustment   | 37,678  | -                     | -   | (48)   |       | 37,630  | Exchange differences on translating foreign operations                     |
| Share of other comprehensive income of affiliated companies accounted for using equity method | 8,645   | -                     | -   | 340  |       | 8,985   | Share of other comprehensive income of associates                          |
|   |         |                       |   |  |       | 86,455  | <b>Total items that may be reclassified subsequently to profit or loss</b> |
| <b>Total other comprehensive income</b>   | 84,730  | -                     | -   | 1,723  |       | 86,453  | <b>Total other comprehensive income, net of tax</b>                        |
| <b>Comprehensive income</b>   | 171,181 | -                     | (1,497)   | 29,047   |       | 198,731 | <b>Total comprehensive income</b>  |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

(7) Adjustment to comprehensive income for the year ended March 31, 2013  
 (Items related to consolidated statement of income)

|  |                  |                       |   |  |                        |                  | (Millions of yen)   |
|--|------------------|-----------------------|---|--|------------------------|------------------|---|
| Presentation<br>under JGAAP                                      | JGAAP            | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes                  | IFRSs            | Presentation<br>under IFRSs   |
| Net sales  | 3,378,365        | 10,191                | 38,823  | (224,843)  | D                      | 3,202,536        | Net sales   |
| Cost of sales  | (1,590,740)      | (9,522)               | (22,918)  | 12,338   | B, D<br>F, I           | (1,610,842)      | Cost of sales   |
| <b>Gross profit</b>  | <b>1,787,625</b> | <b>669</b>            | <b>15,905</b>                                   | <b>(212,505)</b>                                 |                        | <b>1,591,694</b> | <b>Gross profit</b>   |
| Selling, general and<br>administrative expenses                  | (1,042,625)      | 2,574                 | (24,757)  | 270,735  | A,B,D,<br>E, F,<br>H,I | (794,073)        | Selling, general and<br>administrative<br>expenses                  |
| <b>Operating income</b>  | <b>745,000</b>   |                       |   |  |                        |                  |   |
|  |                  | 1,778                 | -   | -  |                        | 1,778            | Income from<br>remeasurement<br>relating to business<br>combination |
|  |                  | -                     | -   | -  |                        | -                | Other operating<br>income   |
|  |                  |                       |   |  |                        | <b>799,399</b>   | <b>Operating income</b>   |
|  |                  | (88,477)              | 1,386   | 6,859  | E,G,I                  | (80,232)         | Finance cost, net   |
|  |                  | (11,050)              | (908)   | 8,295  | G                      | (3,663)          | Equity in loss of<br>associates                                     |
| Non-operating income   | 19,779           | (19,779)              | -   | -  |                        | -                |   |
| Non-operating expenses   | (111,565)        | 111,565               | -   | -  |                        | -                |   |
| <b>Ordinary income</b>   | <b>653,214</b>   |                       |   |  |                        |                  |   |
| Special income   | 11,383           | (11,383)              | -   | -  |                        | -                |   |
| Special loss   | (14,103)         | 14,103                | -   | -  |                        | -                |   |
| <b>Income before income<br/>taxes and minority<br/>interests</b> | <b>650,494</b>   | <b>-</b>              | <b>(8,374)</b>                                  | <b>73,384</b>                                    | <b>(10)</b>            | <b>715,504</b>   | <b>Income before<br/>income tax</b>                                 |
| Income taxes   | (287,174)        | -                     | 1,543   | 7,964  |                        | (277,667)        | Income taxes  |
| <b>Income before minority<br/>interests</b>                      | <b>363,320</b>   | <b>-</b>              | <b>(6,831)</b>                                  | <b>81,348</b>                                    |                        | <b>437,837</b>   | <b>Net income</b>   |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

## (Consolidated statement of comprehensive income)

|   |         |                       |   |  |       |         | (Millions of yen)  |
|---|---------|-----------------------|---|--|-------|---------|--|
| Presentation<br>under JGAAP   | JGAAP   | Re-<br>classification | Differences in<br>the scope of<br>consolidation | Differences in<br>recognition and<br>measurement | Notes | IFRSs   | Presentation<br>under IFRSs  |
| <b>Income before minority interests</b>   | 363,320 | -                     | (6,831)   | 81,348   |       | 437,837 | <b>Net income</b>  |
| <b>Other comprehensive income (loss)</b>  |         |                       |   |  |       |         | <b>Other comprehensive income (loss), net of tax</b>                       |
|   |         |                       |   |  |       |         | <b>Items that will not be reclassified to profit or loss</b>               |
|   |         | -                     | -   | 68   |       | 68      | Remeasurements of defined benefit plan                                     |
|   |         |                       |   |  |       | 68      | <b>Total items that will not be reclassified to profit or loss</b>         |
|   |         |                       |   |  |       |         | <b>Items that may be reclassified subsequently to profit or loss</b>       |
| Unrealized loss on available-for-sale securities  | (8,121) | -                     | 1   | 12,609   | E     | 4,489   | Available-for-sale financial assets  |
| Deferred gain on derivatives under hedge accounting   | 117,859 | -                     | (2,723)   | -  |       | 115,136 | Cash flow hedges   |
| Foreign currency translation adjustment   | 65,906  | -                     | -   | (50)   |       | 65,856  | Exchange differences on translating foreign operations                     |
| Share of other comprehensive income of affiliated companies accounted for using the equity method | 15,270  | -                     | 2,710   | 821  |       | 18,801  | Share of other comprehensive income of associates                          |
|   |         |                       |   |  |       | 204,282 | <b>Total items that may be reclassified subsequently to profit or loss</b> |
| <b>Total other comprehensive income</b>   | 190,914 | -                     | (12)  | 13,448   |       | 204,350 | <b>Total other comprehensive income, net of tax</b>                        |
| <b>Comprehensive income</b>   | 554,234 | -                     | (6,843)   | 94,796   |       | 642,187 | <b>Total comprehensive income</b>  |

Note: Described in “(10) Notes to the differences in recognition and measurement” on page 87.

(8) Notes to the reclassification

The following reclassifications are made for the transition to IFRSs and do not affect retained earnings and comprehensive income.

- a. Under JGAAP, investments in associates were included in investment securities. Under IFRSs, they are separately presented as investments accounted for using the equity method.
- b. Under JGAAP, short-term borrowings, current portion of corporate bonds and current portion of lease obligations are presented as separate components and installment payables were included in accounts payable-other and accrued expenses. Under IFRSs, they are all included in interest-bearing debt (current). In addition, under JGAAP, corporate bonds, long-term debt and lease obligations (non-current) are presented as separate components and long-term installment payables were included in other liabilities (long term). Under IFRSs, they are all included in interest-bearing debt (non-current).
- c. Under JGAAP, accounts payable - trade were presented separately. Accounts payable - other (except for installment payables) were included in accounts payable - other and accrued expenses. Deposits and other payables were included in other current liabilities. Under IFRSs, they are all included in trade and other payables.
- d. All deferred tax assets and liabilities that were classified as current items under JGAAP are classified as non-current items under IFRSs.
- e. Upon transition to IFRSs, sales and cost of sales arising from transactions where the Company acts as a principal are presented on a gross basis. Sales and cost of sales arising from transactions where the Company acts as an agent are presented on a net basis.
- f. Finance income and cost, such as interest expense, that were presented as non-operating income, non-operating expenses, special income and special loss under JGAAP are presented under finance income (cost), net under IFRSs.
- g. Other reclassifications have been made by aggregating or separating presentation under JGAAP to be consistent with the presentation under IFRSs.

(9) Notes to the differences in the scope of consolidation

The effect of the review of the scope of consolidation under IFRSs from JGAAP is separately presented in these reconciliations.

Under JGAAP, Wireless City Planning Inc. (“WCP”), which operates a wireless communications network using AXGP technology, was accounted for using the equity method, as the Company owns 33.3% of its voting rights. Upon transition to IFRSs, the Company determined that it has substantial control over WCP and included it into the scope of consolidation considering the fact that the Company constitutes the majority of members of WCP’s board of directors and that WCP’s business activities significantly depend on the Company.

eAccess Ltd. became the Company’s wholly owned subsidiary effective on January 1, 2013. On January 17, 2013, the Company transferred certain stocks of eAccess Ltd. to 11 companies outside of the Company.

Under JGAAP, the Company’s voting rights in eAccess Ltd. decreased to 33.3% after the transfer of stocks and eAccess Ltd. was accounted for using the equity method. Under IFRSs, the Company determined that it has substantial control over eAccess Ltd. and included it into the scope of consolidation, as the economic ownership ratio of 99.5% is significantly higher than the percentage of voting rights and the proportion of voting rights is relatively large compared to other holders of voting rights due to the dispersion of voting rights.

Set out below is the consideration transferred, fair values of assets and liabilities, non-controlling interests, goodwill and increase from acquisition of control over subsidiaries, recognized in accordance with IFRS 3 “Business combinations”, as a result of consolidation of eAccess Ltd. on January 1, 2013:

- a. Consideration transferred, fair values of assets and liabilities, non-controlling interest, and goodwill on the acquisition date

|  |         | (Millions of yen)     |
|--|---------|-----------------------|
|  |         | Acquisition date      |
|  |         | (January 1, 2013)     |
| Consideration transferred <sup>1</sup> | A       | <u>218,296</u>        |
| Current assets                         |         | 84,069                |
| Property, plant and equipment          |         | 147,886               |
| Intangible assets                      |         | 109,317               |
| Other non-current assets               |         | <u>38,311</u>         |
| Total assets                           |         | 379,583               |
| Current liabilities                    |         | 108,073               |
| Non-current liabilities                |         | <u>190,576</u>        |
| Total liabilities                      |         | 298,649               |
| Net assets                             | B       | <u>80,934</u>         |
| Non-controlling interests <sup>2</sup> | C       | <u>404</u>            |
| Goodwill                               | A-(B-C) | <u><u>137,766</u></u> |

## Notes:

1. Consideration transferred is SoftBank Corp.'s stock issued by the share exchange with eAccess Ltd.
2. Non-controlling interests are measured based on the proportionate interests in identifiable net assets of the acquiree.

## b. Increase from acquisition of control over subsidiaries

|  | (Millions of yen)    |
|--|----------------------|
|  | Acquisition date     |
|  | (January 1, 2013)    |
| Cash and cash equivalents held by the acquiree at the time of acquisition of control | 29,796               |
| The proceeds from transfer of Class B shares of eAccess Ltd.                         | <u>1,100</u>         |
| Increase in cash from the acquisition of control over the subsidiary                 | <u><u>30,896</u></u> |



## (10) Notes to the differences in recognition and measurement

Major adjustments to the retained earnings are as follows:

|   | As of<br>April 1, 2012 | As of<br>December 31, 2012 | (Millions of yen)<br>As of<br>March 31, 2013 |
|---|------------------------|----------------------------|--|
| Retained earnings under JGAAP   | 530,534                | 699,697                    | 753,616                                      |
| Differences in the scope of consolidation   | (3,335)                | (6,974)                    | (6,037)                                      |
| Differences in recognition and measurement  |                        |                            |  |
| A. Goodwill   | (2,750)                | 44,580                     | 60,798                                       |
| B. Property, plant and equipment  | (49,256)               | (51,023)                   | (50,914)                                     |
| C. Cumulative translation differences for foreign operations at the date of transition to IFRSs | (30,827)               | (30,827)                   | (30,827)                                     |
| D. Revenue recognition  | (19,919)               | (23,911)                   | (17,048)                                     |
| E. Financial instruments  | (20,370)               | (3,039)                    | (14,517)                                     |
| F. Employee benefits  | (14,404)               | (14,404)                   | (14,338)                                     |
| G. Investments in associates  | (231)                  | 7,262                      | 8,042  |
| H. Acquisition-related costs arising from business combinations                                 | -                      | (3,061)                    | (3,801)                                      |
| I. Leases   | (4,203)                | (3,194)                    | (2,850)                                      |
| Other   | (6,590)                | (4,808)                    | (5,094)                                      |
| Tax effect on adjustments above and other tax effects   | 26,935                 | 38,030                     | 35,058                                       |
| Total differences   | (121,615)              | (44,395)                   | (35,491)                                     |
| Retained earnings under IFRSs   | 405,584                | 648,328                    | 712,088                                      |

\*A to I and "Other" in the table above are presented before net of tax effects.

Major adjustments to income before income tax are as follows:

|   | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | (Millions of yen)<br>Year ended<br>March 31, 2013 |
|---|---|--|---|
| Income before income taxes and minority interests under JGAAP                                   | 525,730   | 167,065  | 650,494   |
| Differences in the scope of consolidation   | (6,243)   | (1,496)  | (8,374)   |
| Differences in recognition and measurement  |   |  |   |
| A. Goodwill   | 47,656  | 15,995   | 64,022  |
| B. Property, plant and equipment  | (1,591)   | (306)  | (1,307)   |
| C. Cumulative translation differences for foreign operations at the date of transition to IFRSs | -   | -  | -   |
| D. Revenue recognition  | (3,992)   | (6,543)  | 2,871   |
| E. Financial instruments  | 12,571  | 14,591   | 1,093   |
| F. Employee benefits  | 1   | 3  | (90)  |
| G. Investments in associates  | 7,493   | 2,924  | 8,273   |
| H. Acquisition-related costs arising from business combinations                                 | (3,061)   | (3,061)  | (3,801)   |
| I. Leases   | 1,009   | 320  | 1,353   |
| Other   | 753   | 362  | 970   |
| Total differences   | 60,839  | 24,285   | 73,384  |
| Income before income tax under IFRSs  | 580,326   | 189,854  | 715,504   |

Details of major differences are as follows:

#### A. Goodwill

Under JGAAP, goodwill was amortized regularly over the periods in which economic benefits were reasonably expected to be realized. Under IFRSs, it is not amortized regularly and this resulted in an increase of the remaining amount of goodwill and a decrease of selling, general and administrative expenses for the nine-month period ended December 31, 2012 and for the year ended March 31, 2013.

An impairment test on goodwill was performed on April 1, 2012 and an impairment loss of ¥3,543 million on goodwill was recognized on April 1, 2012. The amount of the impairment loss on goodwill attributable to owners of the parent was deducted from retained earnings. The impaired goodwill is mainly related to the Fixed-line Telecommunications segment and Internet segment.

The effect arising from the differences is summarized as follows:

| <b>(Consolidated statements of financial position)</b> | As of         | As of             | (Millions of yen)<br>As of |
|--|---------------|-------------------|----------------------------|
|  | April 1, 2012 | December 31, 2012 | March 31, 2013             |
| Increase (decrease) in goodwill                        | (3,543)       | 44,386            | 60,751                     |
| Decrease in non-controlling interests                  | 793           | 194               | 47                         |
| Increase (decrease) in retained earnings               | (2,750)       | 44,580            | 60,798                     |

| <b>(Consolidated statements of income)</b>               | Nine-month period          | Three-month period         | Year ended     |
|--|----------------------------|----------------------------|----------------|
|  | ended<br>December 31, 2012 | ended<br>December 31, 2012 | March 31, 2013 |
| Decrease in selling, general and administrative expenses | 47,656                     | 15,995                     | 64,022         |
| Increase in income before income tax                     | 47,656                     | 15,995                     | 64,022         |

#### B. Property, plant and equipment

Upon transition to IFRSs, residual values and depreciation method of property, plant and equipment have been reviewed.

The effect arising from the differences is summarized as follows:

| <b>(Consolidated statements of financial position)</b> | As of         | As of             | (Millions of yen)<br>As of |
|--|---------------|-------------------|----------------------------|
|  | April 1, 2012 | December 31, 2012 | March 31, 2013             |
| Decrease in property, plant and equipment              | (46,257)      | (47,849)          | (47,564)                   |
| Increase in non-controlling interests                  | (2,999)       | (3,174)           | (3,350)                    |
| Decrease in retained earnings                          | (49,256)      | (51,023)          | (50,914)                   |

| <b>(Consolidated statements of income)</b>               | Nine-month period          | Three-month period         | Year ended     |
|--|----------------------------|----------------------------|----------------|
|  | ended<br>December 31, 2012 | ended<br>December 31, 2012 | March 31, 2013 |
| Increase in cost of sales                                | (1,895)                    | (482)                      | (1,917)        |
| Decrease in selling, general and administrative expenses | 304                        | 176                        | 610            |
| Decrease in income before income tax                     | (1,591)                    | (306)                      | (1,307)        |

**C. Cumulative translation differences for foreign operations at the date of transition to IFRSs**

By applying the exemption as an IFRSs first-time adopter as described above, the Company has transferred all cumulative translation differences for foreign operations to retained earnings on the date of transition to IFRSs (April 1, 2012), which has resulted in a decrease in retained earnings by ¥30,827 million.

**D. Revenue recognition**

- a. Under JGAAP, commission fees related to sales of mobile handsets that the Company pays to dealers of mobile handsets were expensed as incurred. Under IFRSs, the amount of commission fees expected to occur in the future is deducted from the related revenues.
- b. Under JGAAP, activation fees and upgrade fees were recognized as revenues upon receipt. Under IFRSs, they are deferred upon entering into the contract and recognized as revenues over the estimated average contract period and estimated average usage period of handsets. Direct costs related to activation are deferred to the extent that the activation fees and upgrade fees are amortized over the same periods.
- c. Under JGAAP, an allowance for point mileage was accrued based on the estimated future obligation arising from point service to customers and provisions for the allowance were expensed as selling, general and administrative expenses. Under IFRSs, point services are recognized individually as goods to be transferred or services to be provided in the future. The fair value of benefits exchanged with points is deducted from revenues and revenues are recognized when customers use those points.

The effect arising from the differences is summarized as follows:

|  | (Millions of yen)      |                            |                         |
|--|------------------------|----------------------------|-------------------------|
| <b>(Consolidated statements of financial position)</b> | As of<br>April 1, 2012 | As of<br>December 31, 2012 | As of<br>March 31, 2013 |
| Increase in trade and other receivables                | -                      | -                          | 1,226                   |
| Increase in other current assets                       | 10,009                 | 12,744                     | 14,462                  |
| Increase in other non-current assets                   | 38,942                 | 43,459                     | 45,990                  |
| Increase in trade and other payables                   | (19,919)               | (23,911)                   | (18,274)                |
| Increase in other current liabilities                  | (10,009)               | (12,744)                   | (14,462)                |
| Increase in other non-current liabilities              | (38,942)               | (43,459)                   | (45,990)                |
| Decrease in retained earnings                          | (19,919)               | (23,911)                   | (17,048)                |

| <b>(Consolidated statements of income)</b>               | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|--|---|--|------------------------------|
| Decrease in net sales                                    | (167,277)                                       | (82,449)   | (224,843)                    |
| Decrease in cost of sales                                | 7,252   | 4,529  | 11,501                       |
| Decrease in selling, general and administrative expenses | 156,033   | 71,377   | 216,213                      |
| Increase (decrease) in income before income tax          | (3,992)   | (6,543)  | 2,871                        |

**E. Financial instruments**

- a. Under JGAAP, convertible bonds with stock acquisition rights were recognized as a whole and presented as a liability. Under IFRSs, stock acquisition rights embedded in convertible bonds are recognized separately and presented as additional paid-in capital. They are measured as the difference between the entire fair value of the convertible bonds with stock acquisition rights and the fair value of similar bonds with no stock acquisition rights. Also, under JGAAP, transaction costs related to the issuance of bonds are recognized as an asset and amortized over the redemption period. Under IFRSs, they are allocated to the liability and equity components in proportion to the carrying amounts. The costs related to liability are reflected in the measurement of amortized cost of the bond and recognized as expenses over the redemption period. The cost related to stock acquisition rights is deducted from equity.
- b. Under JGAAP, commission fees related to borrowing were expensed as incurred. Under IFRSs, they are included in measuring the liability at amortized cost and recognized as an expense over the redemption period.
- c. Under JGAAP, financial assets related to securitization transactions were derecognized when control over financial components of the financial assets is transferred to a third party. Under IFRSs, financial assets are derecognized when the contractual rights to the cash flows from the financial asset expire or when it transfers the financial asset and substantially all the risks and rewards of ownership of the financial asset. Therefore, for certain securitization transactions that previously qualified for extinguishment of financial assets under JGAAP, securitized receivables are recognized retrospectively and accompanying liabilities are recognized as borrowings under IFRSs since they are not qualified for derecognition of financial assets under IFRSs.
- d. Under JGAAP, unlisted shares were measured based on their historical costs and impaired as necessary. Under IFRSs, they are classified as available-for-sale financial assets and measured at their fair values.
- e. Under JGAAP, advances to dealers for installment sales receivables of mobile handsets were recognized as account-trade receivables by the amount under the installment contract, less allowance for doubtful accounts. Under IFRSs, the receivables arising from advances to dealers are recognized as trade and other receivables or other financial assets (non-current), while commission is expensed. Commission consists of credit risk, collecting costs and interest due to the passage of time.
- f. Under JGAAP, preferred securities issued by a subsidiary were accounted for as equity transactions. Under IFRSs, they are accounted for as interest-bearing debt and measured at amortized cost using the effective interest method as it is necessary to deliver cash to owners of preferred securities in the future.

The effect arising from the differences is summarized as follows:

| <b>(Consolidated statements of financial position)</b>          | (Millions of yen)      |                            |                         |
|---|------------------------|----------------------------|-------------------------|
|   | As of<br>April 1, 2012 | As of<br>December 31, 2012 | As of<br>March 31, 2013 |
| Increase in trade and other receivables                         | 163,745                | 213,698                    | 220,204                 |
| Increase in other financial assets (non-current)                | 155,640                | 162,152                    | 172,693                 |
| Increase in interest-bearing debt (current)                     | (205,229)              | (226,582)                  | (238,245)               |
| Increase in interest-bearing debt (non-current)                 | (253,987)              | (262,596)                  | (264,087)               |
| Increase in additional paid-in capital (before tax)             | (22,366)               | (21,979)                   | (22,035)                |
| Increase in accumulated other comprehensive income (before tax) | (56,170)               | (65,150)                   | (71,529)                |
| Decrease in non-controlling interests                           | 204,413                | 204,270                    | 204,135                 |
| Other   | (6,416)                | (6,852)                    | (15,653)                |
| Decrease in retained earnings                                   | (20,370)               | (3,039)                    | (14,517)                |

| <b>(Consolidated statements of income)</b>               | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|--|---|--|------------------------------|
| Increase in selling, general and administrative expenses | (3,943)   | (1,580)  | (5,463)                      |
| Decrease in finance cost                                 | 16,514  | 16,171   | 6,556                        |
| Increase in income before income tax                     | 12,571  | 14,591   | 1,093                        |

| <b>(Consolidated statements of comprehensive income)</b> | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|--|---|--|------------------------------|
| Increase in available-for-sale financial assets          | 6,881   | 1,433  | 12,609                       |
| Increase in other comprehensive income<br>(net of tax)   | 6,881   | 1,433  | 12,609                       |

**F. Employee benefits**

- a. Upon transition to IFRSs, unused paid absences and long-term employee benefits are recognized as liabilities.
- b. Under JGAAP, unrecognized actuarial gains and losses of retirement benefit obligations in the defined benefit plans were expensed as incurred in principle. Under IFRSs, they are recognized as other comprehensive income and transferred to retained earnings as incurred.

The effect arising from the differences is summarized as follows:

| <b>(Consolidated statements of financial position)</b> | As of<br>April 1, 2012 | As of<br>December 31, 2012 | (Millions of yen)<br>As of<br>March 31, 2013 |
|--|------------------------|----------------------------|--|
| Increase in other current liabilities                  | (12,002)               | (12,002)                   | (11,817)                                     |
| Increase in other non-current liabilities              | (3,783)                | (3,783)                    | (3,952)                                      |
| Decrease in non-controlling interests                  | 1,381                  | 1,381                      | 1,431  |
| Decrease in retained earnings                          | (14,404)               | (14,404)                   | (14,338)                                     |

| <b>(Consolidated statements of income)</b>                          | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|---|---|--|------------------------------|
| Increase in cost of sales   | 0   | 0  | (9)                          |
| Decrease (increase) in selling, general and administrative expenses | 1   | 3  | (81)                         |
| Increase (decrease) in income before income tax                     | 1   | 3  | (90)                         |

**G. Investments in associates**

Under JGAAP, goodwill related to investments accounted for using the equity method was amortized equally over the periods in which economic benefits were reasonably expected to be realized. Under IFRSs, it is not amortized regularly, and resulting in an increase in investments accounted for using the equity method for the nine-month period ended December 31, 2012 and for the year ended March 31, 2013. As of April 1, 2012, the entire investment over associates, including goodwill, is tested for impairment. As a result, as of April 1, 2012, the Company recognized an impairment loss of ¥231 million and deducted it from retained earnings.

The effect arising from the differences is summarized as follows:

|  | (Millions of yen)      |                            |                         |
|--|------------------------|----------------------------|-------------------------|
| <b>(Consolidated statements of financial position)</b>                   | As of<br>April 1, 2012 | As of<br>December 31, 2012 | As of<br>March 31, 2013 |
| Increase (decrease) in investments accounted for using the equity method | (231)                  | 7,561                      | 8,863                   |
| Increase in accumulated other comprehensive income (before tax)          | -                      | (299)                      | (821)                   |
| Increase (decrease) in retained earnings                                 | (231)                  | 7,262                      | 8,042                   |

| <b>(Consolidated statements of income)</b> | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|--|---|--|------------------------------|
| Increase in finance cost                   | (13)  | (7)  | (22)                         |
| Increase in equity in income of associates | 7,506   | 2,931  | 8,295                        |
| Increase in income before income tax       | 7,493   | 2,924  | 8,273                        |

**H. Acquisition-related costs arising from business combinations**

Under JGAAP, acquisition-related costs arising from business combinations are recognized as an asset when they are regarded as consideration for the acquisitions. Under IFRSs, they are expensed as incurred or when services are rendered as transaction costs, directly attributable to business combinations, which have resulted in a decrease in other non-current assets.

The effect arising from the differences is summarized as follows:

|  | (Millions of yen)      |                            |                         |
|--|------------------------|----------------------------|-------------------------|
| <b>(Consolidated statements of financial position)</b> | As of<br>April 1, 2012 | As of<br>December 31, 2012 | As of<br>March 31, 2013 |
| Decrease in other non-current assets                   | -                      | (3,061)                    | (3,801)                 |
| Decrease in retained earnings                          | -                      | (3,061)                    | (3,801)                 |

| <b>(Consolidated statements of income)</b>               | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March 31, 2013 |
|--|---|--|------------------------------|
| Increase in selling, general and administrative expenses | (3,061)   | (3,061)  | (3,801)                      |
| Decrease in income before income tax                     | (3,061)   | (3,061)  | (3,801)                      |

**I. Leases**

Under JGAAP, finance lease transactions in which the ownership of leased assets was not transferred to lessees and that are contracted before April 1, 2008, are accounted for as operating lease transactions as permitted exceptionally. Under IFRSs, leased assets and lease obligations are recognized. Accordingly, provisions for impairment of leased assets which were previously included in other liabilities (non-current) under JGAAP are offset by property, plant and equipment. Long-term prepaid lease expenses are offset by lease obligations.

The effect arising from the difference is summarized as follows:

|  | (Millions of yen)      |                            |                         |
|--|------------------------|----------------------------|-------------------------|
| <b>(Consolidated statements of financial position)</b> | As of<br>April 1, 2012 | As of<br>December 31, 2012 | As of<br>March 31, 2013 |
| Increase in property, plant and equipment              | 104,973                | 13,278                     | 11,943                  |
| Decrease in other non-current assets                   | (22,676)               | (17,799)                   | (16,059)                |
| Increase in interest-bearing debt (current)            | (4,619)                | (176)                      | (47)                    |
| Increase in interest-bearing debt (non-current)        | (84,023)               | (49)                       | (41)                    |
| Other  | 2,142                  | 1,552                      | 1,354                   |
| Decrease in retained earnings                          | <u>(4,203)</u>         | <u>(3,194)</u>             | <u>(2,850)</u>          |

| <b>(Consolidated statements of income)</b>               | Nine-month period<br>ended<br>December 31, 2012 | Three-month period<br>ended<br>December 31, 2012 | Year ended<br>March<br>31, 2013 |
|--|---|--|---------------------------------|
| Decrease in cost of sales                                | 786   | 263  | 1,066                           |
| Decrease in selling, general and administrative expenses | 12  | 0  | 12                              |
| Decrease in finance cost                                 | 211   | 57   | 275                             |
| Increase in income before income tax                     | <u>1,009</u>                                    | <u>320</u>                                       | <u>1,353</u>                    |

**(11) Notes to reconciliation of cash flows**

The adjustment of cash flows for the nine-month period ended December 31, 2012

|   | (Millions of yen)                       |   |   |
|---|---|---|---|
| <b>(Consolidated statements of cash flows)</b>        | Cash flows from<br>operating activities | Cash flows from<br>investing activities | Cash flows from<br>financing activities |
| JGAAP   | 595,379                                 | (746,093)                               | 191,148                                 |
| Differences in the scope of consolidation             | (6,004)                                 | (27,298)                                | 29,134                                  |
| Differences in recognition and measurement            |   |   |   |
| a. Securitization transactions                        | (42,404)                                | -                                       | 42,404                                  |
| b. Measuring financial liabilities at amortized costs | (18,573)                                | -                                       | 18,573                                  |
| Other   | (7,102)                                 | 5,752                                   | 2,859                                   |
| Total differences in recognition and measurement      | <u>(68,079)</u>                         | <u>5,752</u>                            | <u>63,836</u>                           |
| IFRSs   | <u>521,296</u>                          | <u>(767,639)</u>                        | <u>284,118</u>                          |

The adjustment of cash flows for the year ended March 31, 2013

| (Consolidated statements of cash flows)                  | (Millions of yen)                       |   |   |
|--|---|---|---|
|  | Cash flows from<br>operating activities | Cash flows from<br>investing activities | Cash flows from<br>financing activities |
| JGAAP  | 894,460                                 | (919,770)                               | 365,494                                 |
| Differences in the scope of consolidation                | 5,687                                   | 41,725                                  | 20,667                                  |
| Differences in recognition and measurement               |   |   |   |
| a. Securitization transactions                           | (51,081)                                | -                                       | 51,081                                  |
| b. Measuring financial liabilities at<br>amortized costs | (23,571)                                | -                                       | 23,571                                  |
| Other  | (12,470)                                | 3,901                                   | 10,664                                  |
| Total differences  | (87,122)                                | 3,901                                   | 85,316                                  |
| IFRSs  | 813,025                                 | (874,144)                               | 471,477                                 |

Major differences in recognition and measurement are as follows:

a. Securitization transactions

Under JGAAP, securitization transactions qualifying for extinguishment of financial assets were included in cash flows from operating activities. Under IFRSs, certain securitized receivables are recognized for securitization transactions that are not qualified for derecognition of financial assets and accompanying liabilities are accounted for as borrowings. Accordingly, an increase or decrease in borrowings is included in cash flows from financing activities. As a result, cash flows from operating activities decreased with a corresponding increase in cash flows from financing activities.

b. Measuring financial liabilities at amortized costs

Under JGAAP, commission fees related to borrowings and corporate bonds were included in cash flows from financing activities. Under IFRSs, due to measuring borrowings and corporate bonds at amortized costs, commission fees are included in cash flows from operating activities. As a result, cash flows from operating activities decreased with a corresponding increase in cash flows from financial activities.