

INVESTMENT
BUSINESS OF
HOLDING
COMPANIES

Alibaba

T Mobile


E-Commerce


Cloud Computing


U.S. and Central Europe Fiber Optic Broadband Service


U.S. and Central Europe Wireless Mobile Service

VISION FUNDS

SoftBank Vision Fund 1

SoftBank Vision Fund 2

SoftBank Latin America Fund


arm


DOORDASH


ByteDance


Vision Fund 1 Investments


PayPay


创新奇智
AlInnovation


Vision Fund 2 Investments


SATELLOGIC


QuintoAndar



Latin America Funds Investments


SOFTBANK


SoftBank

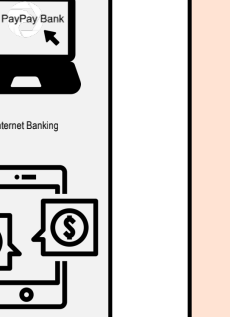
YAHOO! JAPAN


PayPay


Japan Fiber Optic Broadband Service


Japan Wireless Mobile Service


Internet Advertising and E-Commerce



Internet Banking



Electronic Payment Services


OTHER

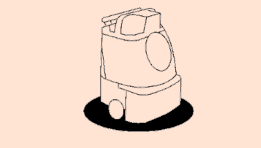
SoftBank HAWKS FUKUOKA

SoftBank Robotics


Fukuoka Hawks Baseball Team



Stadiums



SoftBank Pepper Semi-Humanoid Robot



SoftBank Wiz Robot Vacuum


ARM


arm



Autonomous Vehicles



Smart Vision



Smartphones/Tablets



Smart Homes

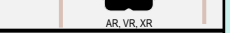

Digital Cockpit



Storage

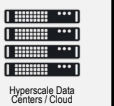

Wearables



Mobile Gaming



Industrial


Laptops


AR, VR, XR


Hyperscale Data Centers / Cloud


5G


thinking

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Outside Relationships

<p>Regulators</p> <p>Regulators General Sales of Financial Investments</p> <p>Regulator: Financial Agency of Japan</p> <p>融庁 Financial Agency</p>  <p>Changes Changes and (Administrative Rules)</p> <p>Change: Changes (1998.4.7)</p> <p>DKYO DOKU EXCHANGE</p> <p>Listing: Listed, with respect to (Ordinary Shares)</p> <p>Pink</p>	<p>Data (23)</p> <p>a "strategic Tokyo-based company's role in the landscape Masayoshi world's largest, technology- with interests communications (via service provider technology- Vision Funds 1 Network Aibaba humanoid development tech (via (6) artificial baseball (via</p> <p>Highlights</p> <p>of Income</p> <p>Sales: 4,439M</p> <p>Gross Income 29,562M</p> <p>Investments: 1,742M</p> <p>Income to Owner Parent: 6,029M</p> <p>Balance Sheet</p> <p>Assets: 6,368M</p> <p>Liabilities: 5,519M</p> <p>Long Debt: 5,191M</p> <p>Net-Bearing 589.693M</p> <p>Equity to Owner Parent: 8,863M</p> <p>Flow</p> <p>Operations: 292M</p> <p>Investing: 5578M</p> <p>Financing: 517</p> <p>Free Cash: 5,153</p> <p>Returns</p> <p>In Equity: 21%</p> <p>2023, WeWork collapse, which raised doubts about the firm's vision 1 and the and the risks associated with to shi Son. Once son, WeWork's management analysts, the also tarnishes stability of tech more cautious</p>
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November 2023

Outside Relationships

<p>Securities Regulation and Stock Exchange Listing Rules</p> <p>Equity Capital</p> <p>Share Repurchases (Alibaba does Not Pay a Dividend)</p>	Customers		Suppliers		Capital	Regulators
					Significant Shareholders	Securities Regulators
					SoftBank Group (13.7%) 	Securities Regulation of Offshore and Sales Securities, Material Event Disclosure and Financial Reporting Requirements Primary Regulator: Securities and Futures Commission of Hong Kong (SFC) Other Key Regulator: U.S. Securities and Exchange Commission (SEC)
					Jack Yun Ma (4.8%) 	Stock Exchanges (Listing, Maintenance and Corporate Accountability Rule) Primary listing: HKEX - HKD Counter: 9988; HKE-Market Code: 9988B Secondary Listings: With Respect to 82.74 M American Depository Shares New York Stock Exchange (NYSE: BABA)
	Professional Services				Joseph C. Tsai (1.4%) 	
					BNB Paribas Arbitrage (0.72%) 	
<p>Submission of User-Generated and Professional-Generated Content to Alibaba's Entertainment and Media Platforms (In exchange for less in the case of professionally generated content)</p>					PrimeCap Management Co. (0.68%) 	
					Dodge & Cox (0.57%) 	
					Institutional Ownership: 14.62%	
					Entertainers, Talent, Social Media Influencers and Content Creators	
					Influencers	
					Influencers on Mainstream Social Media Platforms: TikTok, YouTube, Facebook, Instagram (Exponent Services) 	
<p>Sales of Mid- and Post-Roll Ads on Alibaba's Entertainment and Media Platforms (Fees Based on Revenues Generated or a Flat Fee)</p>					Content Creators	
					Digital Content Creators 	
					Gaming Software Developers and Publishers 	
					Film Industry Talent 	
					Producers and Directors 	
					Actors 	
<p>Sales of Subscription-Based Video Content to Online via Youku's Long-Form Video Platform</p>					Storytellers and Writers 	
					Set and Film Crews 	
					Musicians 	
					Film Studios 	
					Literature 	
					Book Publishers and Authors 	
<p>Sales of Quark Cloud-Based Information Search, Cloud Storage and Productivity Tools</p>					Key Developments	
					Historic Restructuring and Cloud Spinoff: In May 2023, Alibaba Group announced a historic corporate restructuring and spinoff of its non-core operating units into independent operations. Cloud Intelligence Group, Alibaba Digital Commerce Group, Alibaba Logistics Network, and Digital Media and Entertainment Group. Each entity will establish its own board of directors that will provide oversight and support to the executive officer of the business. In May 2023, Alibaba Group announced it would spin off the Cloud Intelligence Group as a stock dividend distribution to shareholders with the intention of the standalone cloud business becoming an independent publicly listed company. Alibaba aims to complete the spinoff by June 2024.	
					New York Stock Exchange (American Depositary Receipts)	Financial Highlight
					Ticker Symbol: BABA	Income Statement
					Share Price: \$82.75 (11/10/2023)	Revenue: \$126.5B
					Earnings Per Share (Trailing 12 Months): \$4.43	Cost of Revenue (\$80.0B)
<p>License of Right to Distribute Self-Produced Jointly-Produced and Licensed Films and Other Content (Including cinema ticketing management and internet data services)</p>					Forward Annual Dividend: None	Gross Profit: 46.5% (Margin: 36.7%)
					Market Capitalization: \$214.23B (11/10/2023)	Operating Expenses (Product Development, Sales & Marketing, General & Administrative)
					Hong Kong Hang Seng	Income from Operations: \$14.6B
					Ticker Symbol: 9988	Net Income: 9.54B
					Share Price: HKD 79.600 (11/10/2023)	Balance Sheet
					Total Assets: \$255.3B	Total Liabilities: \$91.8B
<p>Sales of Tickets to Live Events Via Damai Online Ticketing Platform (Concerts, plays, and sporting events)</p>					Non-Current Debt: \$21.7B	Equity: \$162.1B
					Employees: 235,216 (the substantial majority are based in China)	Cash Flows
					China Patents: 11,483 (12,818 patent applications)	From Operations: \$29.1B
					Non-China Patents: 5,338 (3,370 patent applications)	Used in Investing: \$(19.7)B

