

Financial Results

for the First Quarter of Fiscal 2021



01

**Financial Results
for the First Quarter of Fiscal Year Ending
March 31, 2022**

Financial Results Digest for First Quarter of Fiscal Year Ending March 31, 2022 [Consolidated]

Ordinary income: Ordinary income increased due primarily to the rise in the number of ATM transactions reflecting return of people

Ordinary Profit: Ordinary profit declined owing mainly to an increase in expenses related to upfront investment

**Ordinary
income**

¥33.4 billion +1.2%

Ordinary Profit

¥7.6 billion (8.4%)

Net income

¥5.4 billion (19.4%)

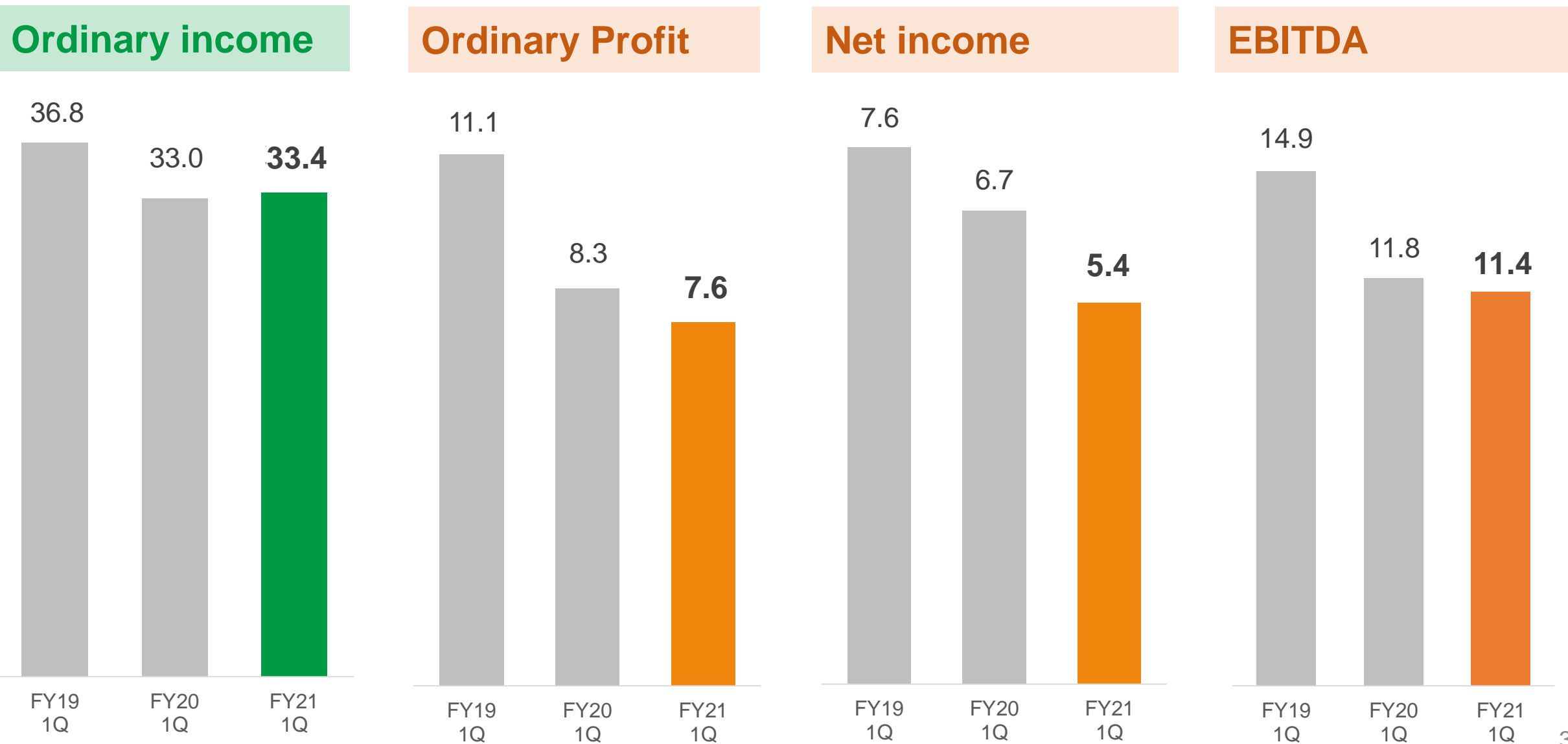
EBITDA

¥11.4 billion (3.3%)

- Notes:
1. All comments and figures regarding changes are compared with the same period a year ago.
 2. Amounts less than one hundred million yen have been truncated.
 3. Previous-year comparisons are based on the units used in these materials.
 4. All EBITDA in this material are Ordinary profit + Depreciation and amortization.

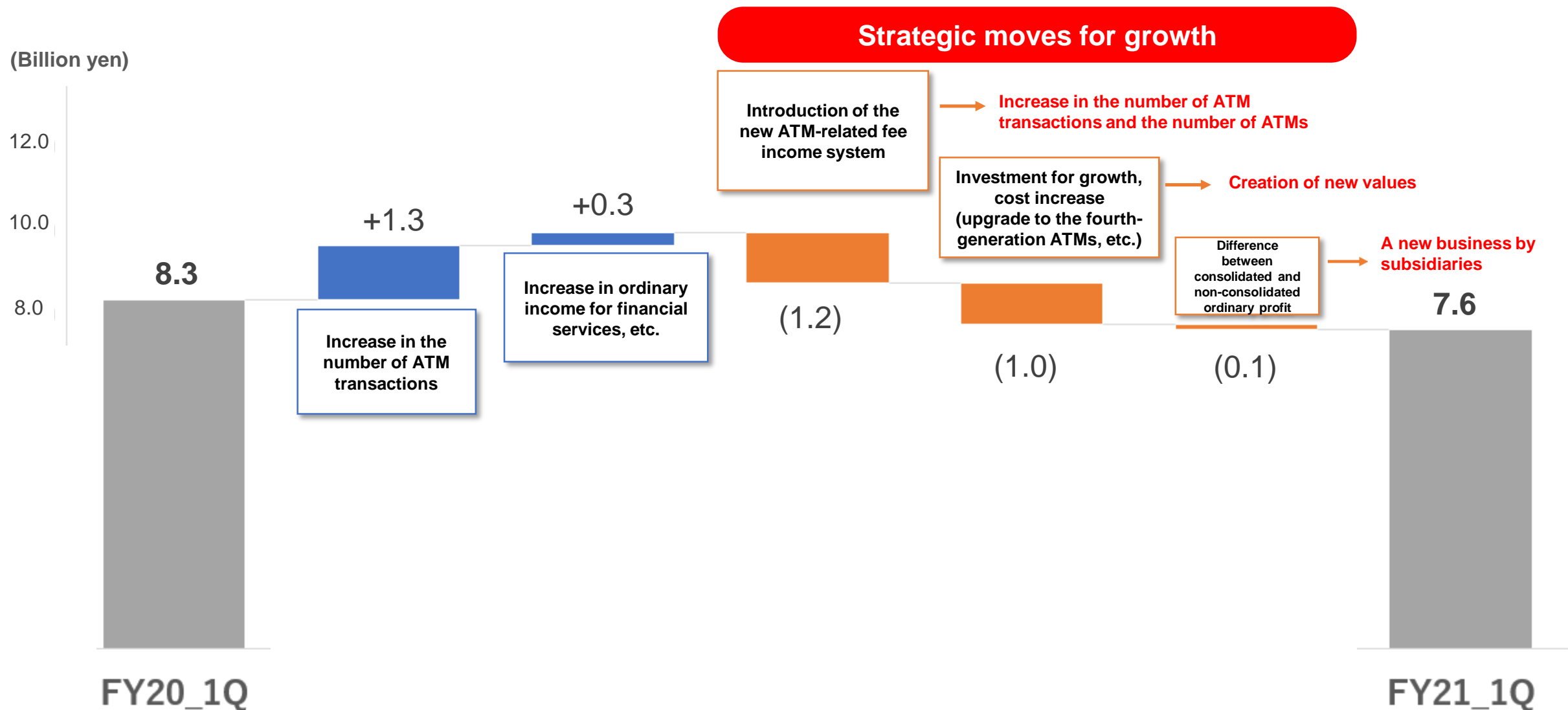
Trend of First Quarter Performance [Consolidated]

(Billion yen)



Year-on-Year Change in Ordinary Profit (Approximation) [Consolidated]

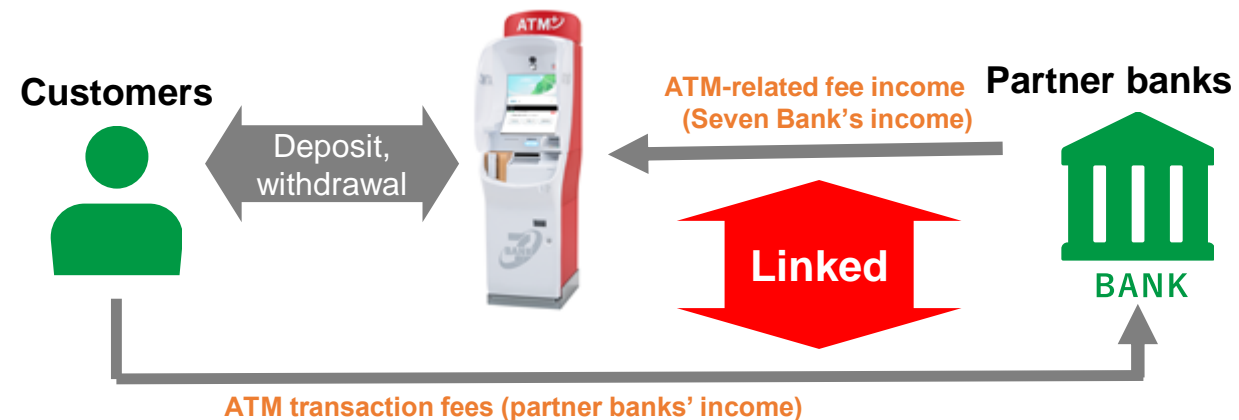
■ While ordinary income increased reflecting the rise in the number of ATM transactions, ordinary profit declined approx. ¥700 million due mainly to an increase in costs related to introduction of new ATM-related fee income system and investment for growth.



Introduction of New ATM-related Fee Income System

Starting in April 2021,
 We introduced a new ATM-related fee income system* that makes it easier for partner banks to use Seven Bank ATMs as points of contact with customers.

* ATM-related fee income and ATM transaction fees are linked.



Cooperate with partner banks and directly encourage customers to use the ATMs



**セブン銀行ATM
 ご利用感謝キャンペーン**

総計77,000名様に

現金 1,000円 または セブンプレミアム お茶 (600ml)

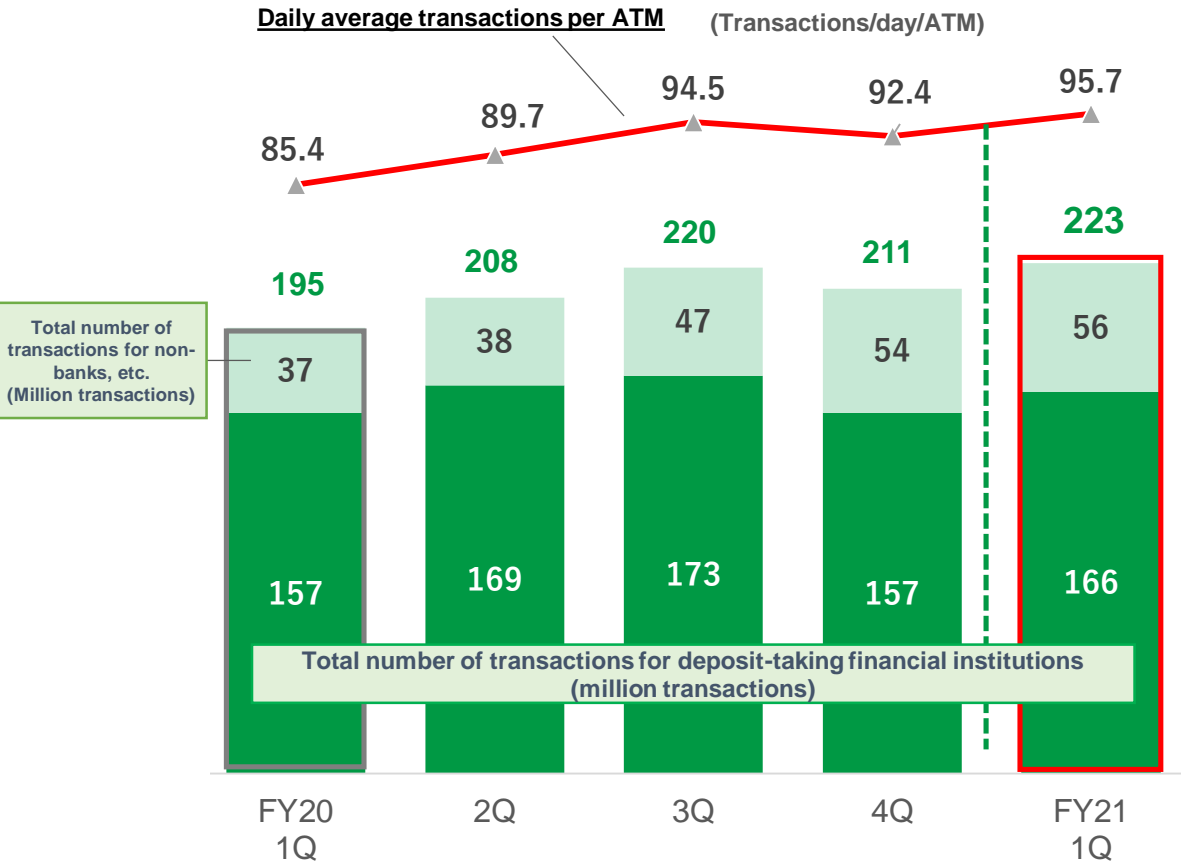
が当たる!

Period	From July 1 to Sept. 30, 2021 (3 months)
Details	Users of the target transactions of banks participating in the campaign during the campaign period have a chance to win gifts.
Banks participating in the campaign	70 banks (including Seven Bank)
Target transactions	Deposit, withdrawal, transfer, loan transactions
Gifts	(i) Cash worth ¥1,000: 7,000 people (ii) Gift coupon for tea: 70,000 people

Key Figures Related to Domestic Business (ATM)

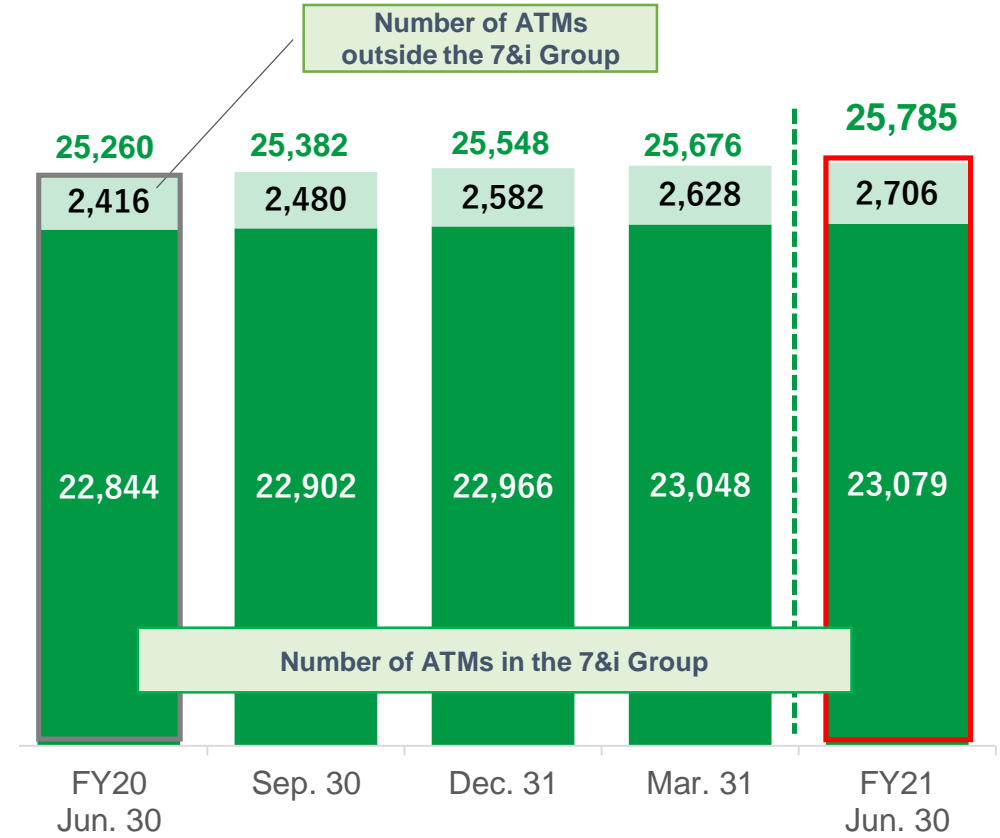
ATM Usage

- Average number of transactions: **+12%**;
- total number of transactions: **+14%**



Number of ATMs

- **+525** (7&i Group: up 235; outside the group: **+290**)



Notes: 1. The total number of ATM transactions and daily average transactions per ATM do not include balance inquiries, e-money charges, PIN changes, withdrawal limit changes, or other operations.

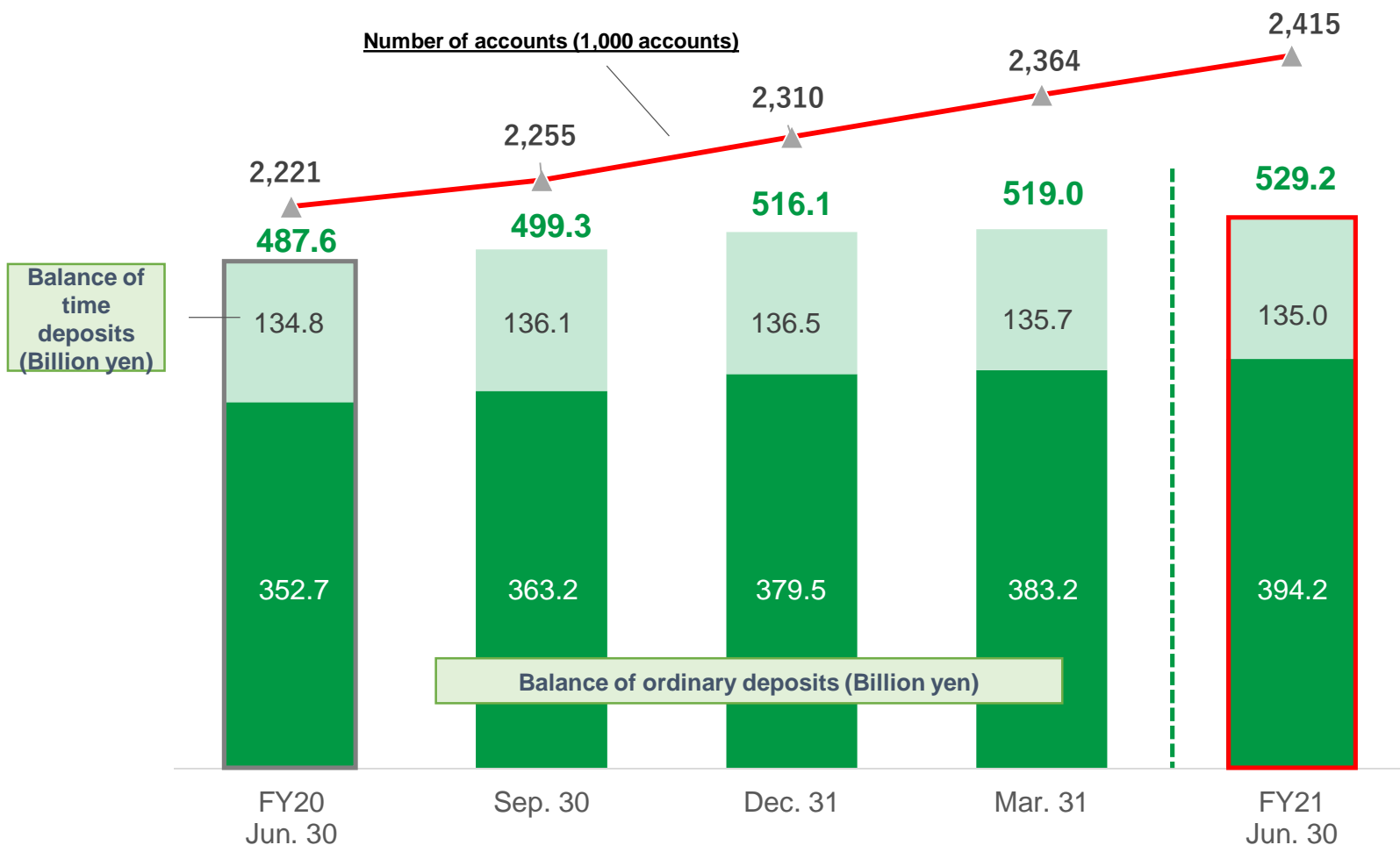
2. In this report, securities, life insurance, credit card, consumer credit and consumer financing companies are all referred to as "non-banks, etc."

3. ATM-related fee income per transaction for FY21 1Q: ¥110.4 *ATM-related fee income per transaction = ATM-related fee income / (Total of transactions – Total of transactions without ATM-related fee income [i.e. sales proceeds deposits])

Key Figures Related to Domestic Business (Deposit)

Trend in Number of Accounts and Balance of Deposits (Individual)

- Both number of accounts and balance of deposits **+8%**



Response to digitization

April 2020
My Seven Bank app service began

- Open an account in just 10 minutes
- Deposit and withdrawal using smartphone on the same day
The time for obtaining loans is also shortened



Cumulative total download:
more than 770,000
(as of the end of June 2021)

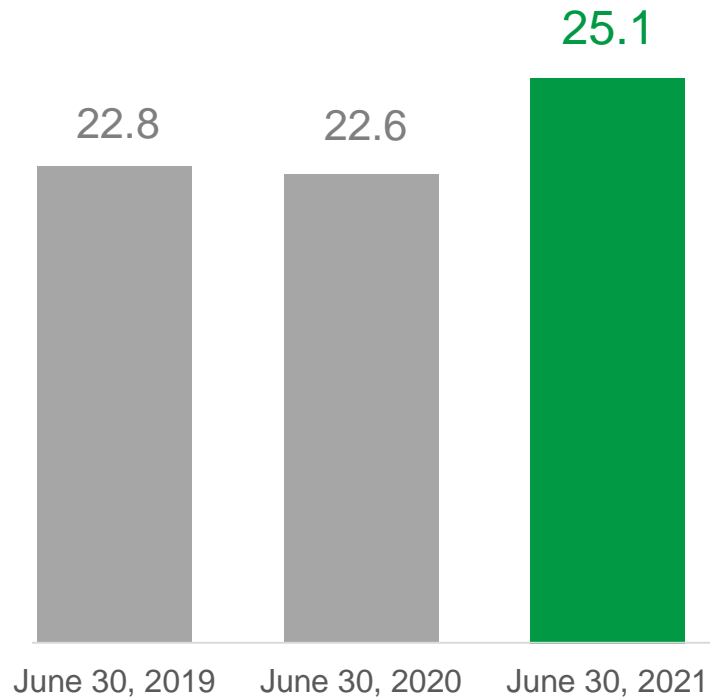
Key Figures Related to Domestic Business (Financial Services)

Personal loan services

- Improved product attractiveness: **+11%**

Note: Including services offered by Credd Finance, Ltd.

Balance at end of period (Billion yen)

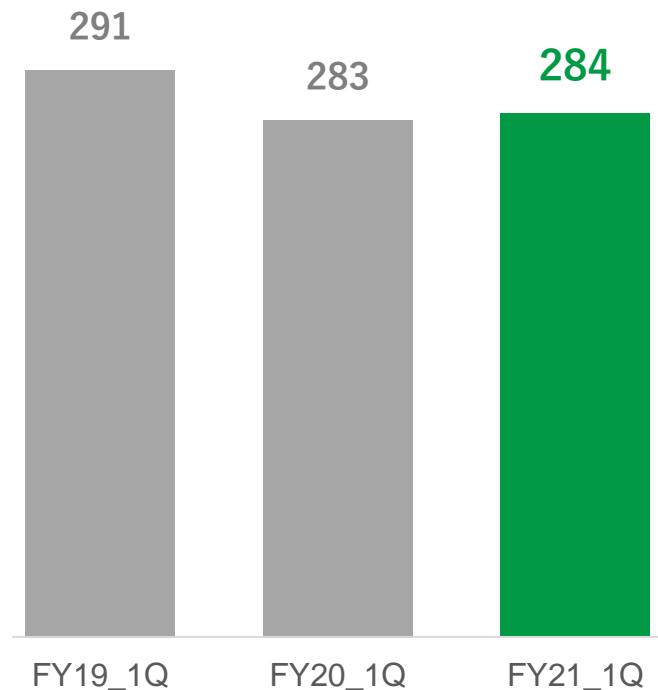


International money transfer services

- Hovered at about the same level as the previous year

Note: Including services offered by Seven Global Remit, Ltd.

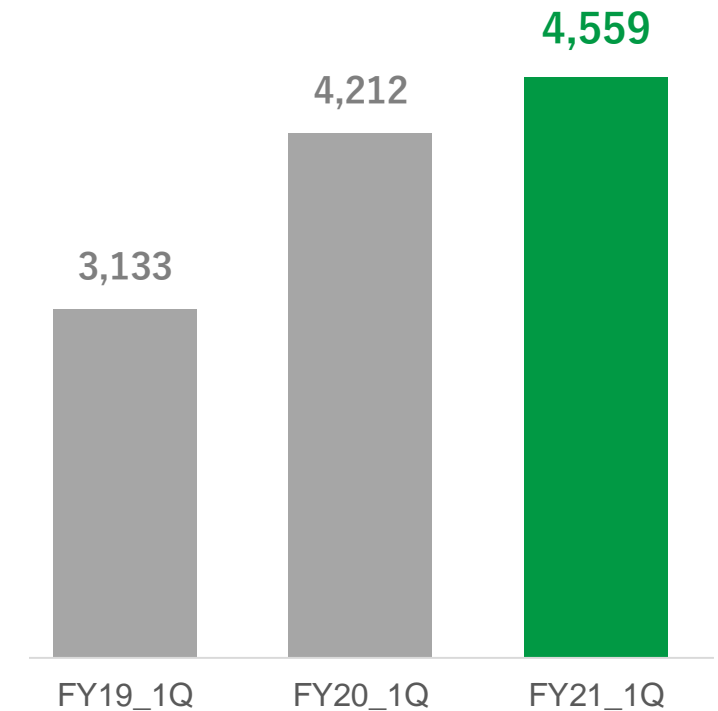
Number of transactions
(Thousands of transactions)



Debit services

- Transactions increased along with advance of cashless transactions: **+ 8%**

Number of transactions
(Thousands of transactions)

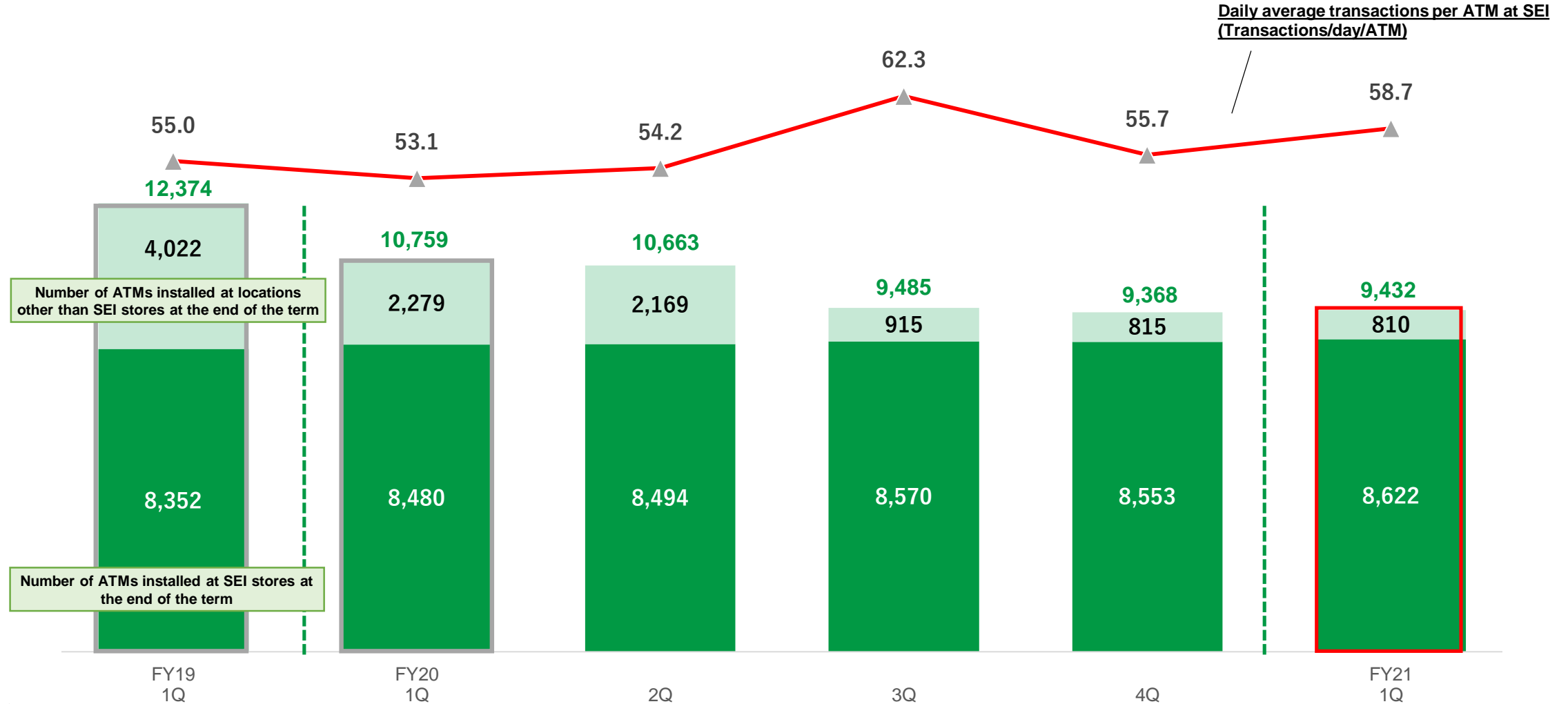


Overseas Business (U.S.)

Number of ATMs and Number of Transactions



Continued to be strong on the back of payment of subsidies in March 2021. Removal of ATMs installed at locations other than SEI stores also progressed.



Notes:

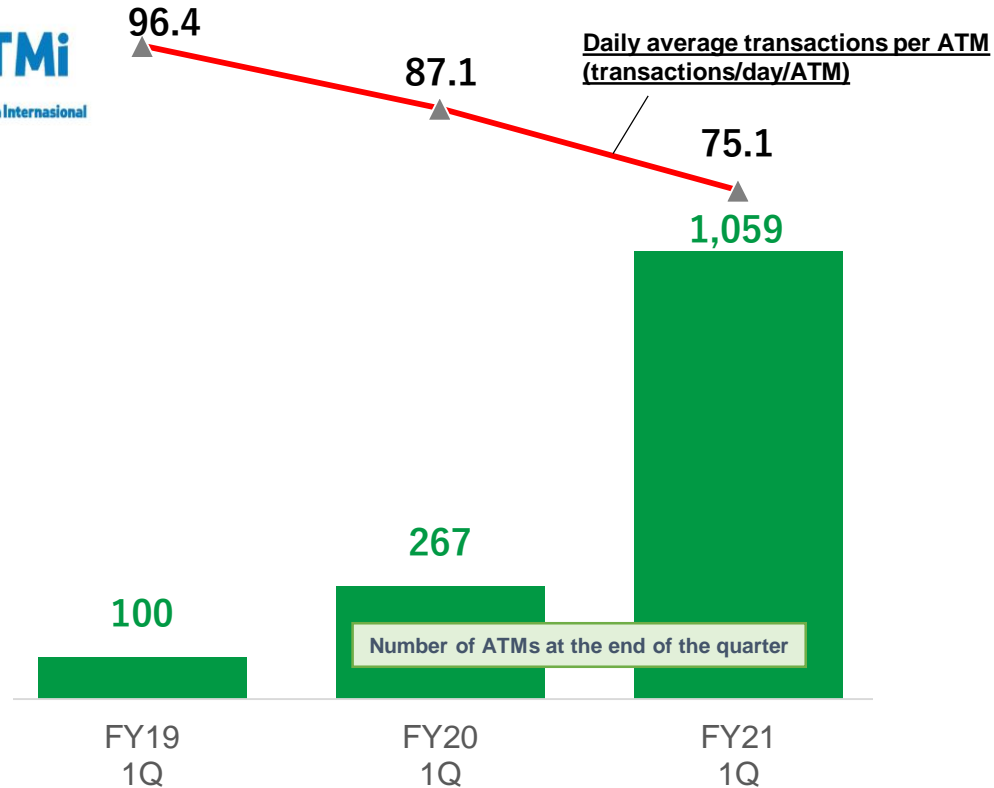
1. Total number of transactions for U.S. ATMs includes balance inquiries.

2. 1Q (January-March), 2Q (April-June), 3Q (July-September), 4Q (October-December)

Overseas Business (Indonesia, Philippines)

Indonesia

■ The business is on track. Accelerated installation of ATMs.

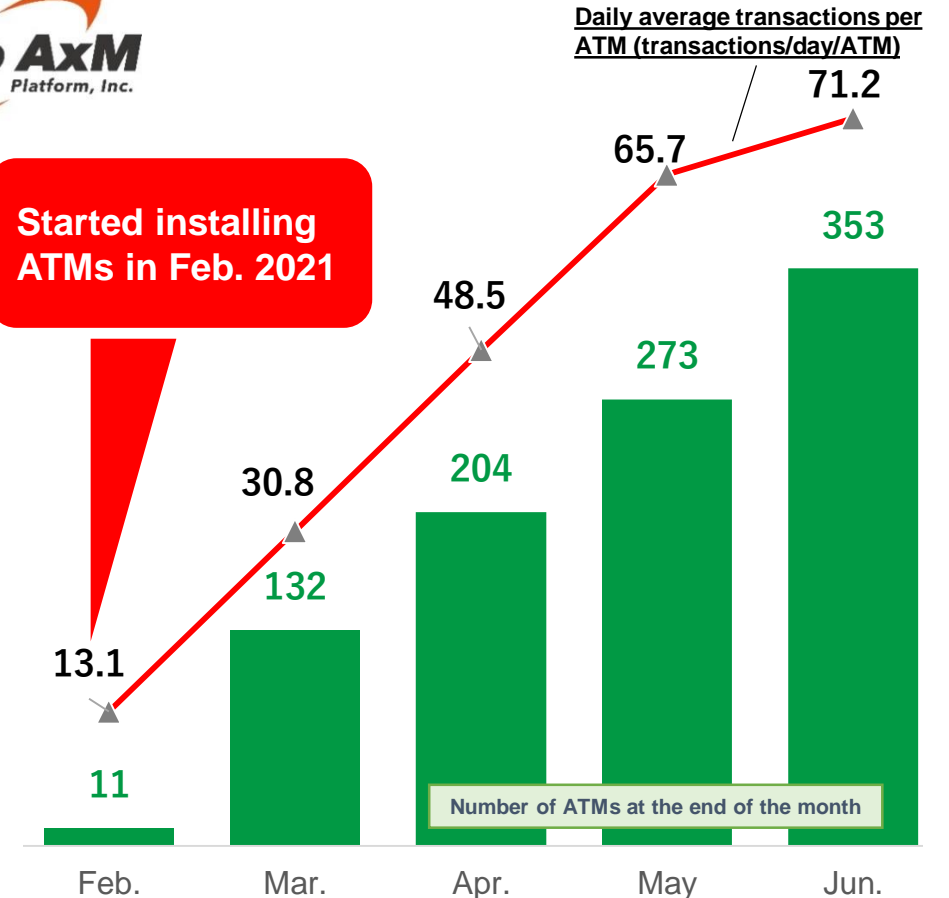


(Reference) The number of ATMs as of the end of June 2021 was **1,399** (+1,049 compared with the end of June 2020)

Notes: 1. The first quarter of IATMi is from Jan. to Mar. 2. The figure as of the end of June is preliminary.

Philippines

■ Both ATM installation and number of transactions expanded smoothly.



Note: The figures from April onwards are preliminary.



02 APPENDIX

Statement of Income <Consolidated>

(Billion yen)

	Three months ended June 30, 2020	Three months ended June 30, 2021		
			Changes from FY20 1Q	Comparison with FY20 1Q
Ordinary income	33.0	33.4	0.4	101.2%
Ordinary expenses	24.6	25.8	1.2	104.8%
Ordinary profit	8.3	7.6	(0.7)	91.5%
Net income	6.7	5.4	(1.3)	80.5%
EBITDA	11.8	11.4	(0.4)	96.6%

Notes:

- Exchange rates per USD 1 on the consolidated income statement
FY20 1Q \$1 = ¥108.86, FY21 1Q \$1 = ¥106.09
- Net income is net income attributable to owners of the parent.
- All EBITDA in this material are Ordinary profit + Depreciation and amortization.
- Previous-year comparisons are based on the units used in these materials.

Statement of Income <Seven Bank>

(Billion yen)

	Three months ended June 30, 2020	Three months ended June 30, 2021	Three months ended June 30, 2021	
			Changes from FY20 1Q	Comparison with FY20 1Q
Ordinary income	26.5	27.3	0.8	103.0%
ATM-related fee income	23.8	24.1	0.3	101.2%
Ordinary expenses	18.4	19.8	1.4	107.6%
Ordinary profit	8.1	7.4	(0.7)	91.3%
Net income	5.6	5.0	(0.6)	89.2%
EBITDA	11.2	11.0	(0.2)	98.2%
No. of ATMs installed at end of term (units)	25,260	25,785	525	102.0%
ATM-related fee income per transaction (yen)	124.8	110.4	(14.4)	88.4%
Daily average transactions per ATM (transactions/ATM/day)	85.4	95.7	10.3	112.0%
Total no. of transactions (million)	195	223	28	114.3%

Statement of Income <FCTI>

(Million USD)

	Three months ended March 31, 2020	Three months ended March 31, 2021	Comparison with FY20 1Q	
			Changes from FY20 1Q	Comparison with FY20 1Q
Ordinary income	58.1	52.6	(5.5)	90.5%
Ordinary expenses	53.7	46.2	(7.5)	86.0%
Ordinary profit	4.3	6.3	2.0	146.5%
Net income	4.2	6.1	1.9	145.2%
EBITDA	6.0	7.9	1.9	131.6%
No. of ATMs installed at end of term (units)	10,759	9,432	(1,327)	87.6%
At SEI (units)	8,480	8,622	142	101.6%
Daily average transactions per ATM (transactions/ATM/day)	44.7	54.2	9.5	121.2%
At SEI (transactions/ATM/day)	53.1	58.7	5.6	110.5%
Total no. of transactions (million)	43.9	45.9	2.0	104.5%

Notes: 1. Number of ATMs installed as of June 30, 2021 (preliminary data): 9,006 (8,651 at 7-Eleven stores; 355 at locations other than 7-Eleven stores)

2. The first quarter of FCTI is from Jan. to Mar.



These presentation materials contain forward looking statements concerning forecasts, expectations, goals and plans related to the financial results of Seven Bank, Ltd. (“Seven Bank”) and its consolidated subsidiaries, etc. Except for concrete historical facts, these forward looking statements are based on the information available when they were written. As such, these forward-looking statements may contain some premises (assumptions). These statements and premises (assumptions) are subjective and subject to various risks and uncertainties. As a result of such risks and uncertainties, the actual financial results of Seven Bank may differ substantially from these forecasts and expectations. Such risks and uncertainties include, without limitation, system malfunctions, disasters, crimes and other various risks entailed in the ATM Platform Business, Settlement and Account Business and Overseas Business. Any information in these materials, which is other than that of Seven Bank and its consolidated subsidiaries, etc. is based on publicly available information, and we have not validated the accuracy or appropriateness of such information and do not guarantee its accuracy. All rights reserved.