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Financial Results

Financial Results for Third Quarter of Fiscal Year 2023

TODAY'S AGENDA

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Financial Results for
Third Quarter of Fiscal Year
Ending March 31, 2024

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01

Financial Results for Third Quarter of Fiscal Year Ending March 31, 2024

Key points of the results for the third quarter of fiscal year ending March 31, 2024



Financial results overview

Both income and profit grew on a consolidated basis, while profit declined on a non-consolidated basis even as income grew



Domestic ATM business

The number of ATM transactions was roughly in line with the plan



Domestic retail business

Number of accounts and loan balance continued to increase



Overseas business

Contract negotiations with the U.S. Seven-Eleven are in the final stages; the business in Asia grew led by the Philippines

Financial Results for Third Quarter of
Fiscal Year Ending March 31, 2024

Profit/Loss Status
[Consolidated]

Ordinary income

Income increased mainly as Seven Card Service was made into a consolidated subsidiary

Ordinary profit

Profit rose while expenses of investment for growth continued to increase

- 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. Exchange rates used in the consolidated income statement:
FY2022 3Q \$1 = ¥128.30
FY2023 3Q \$1 = ¥138.24
FY2023 plan \$1 = ¥140.00
5. All EBITDA in these materials are Ordinary profit + Depreciation and amortization.

Ordinary income

¥ **144.8** billion

3Q of previous fiscal year ¥ **114.2** billion Year on year change **+26.7%**

Ordinary expenses

¥ **121.8** billion

3Q of previous fiscal year ¥ **91.3** billion Year on year change **+33.4%**

Net income attributable to owners of the parent

¥ **36.5** billion

3Q of previous fiscal year ¥ **15.3** billion Year on year change **+138.5%**

Ordinary profit

¥ **22.9** billion

3Q of previous fiscal year ¥ **22.8** billion Year on year change **+0.4%**

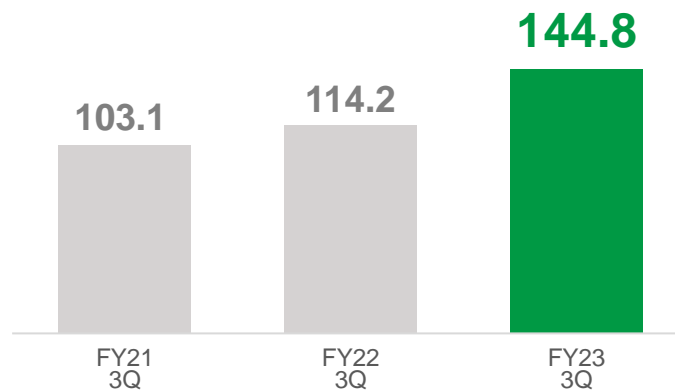
EBITDA

¥ **39.9** billion

3Q of previous fiscal year ¥ **37.1** billion Year on year change **+7.5%**

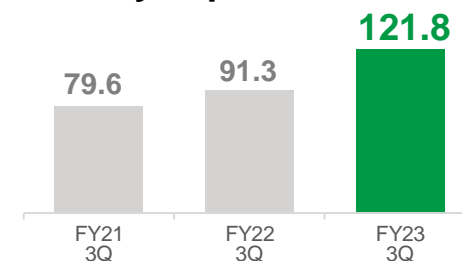
Financial Results for Third Quarter of
Fiscal Year Ending March 31, 2024
**Trend of Third Quarter
Performance
[Consolidated]**

Ordinary income

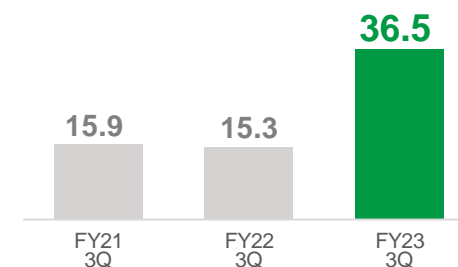


(Billion yen)

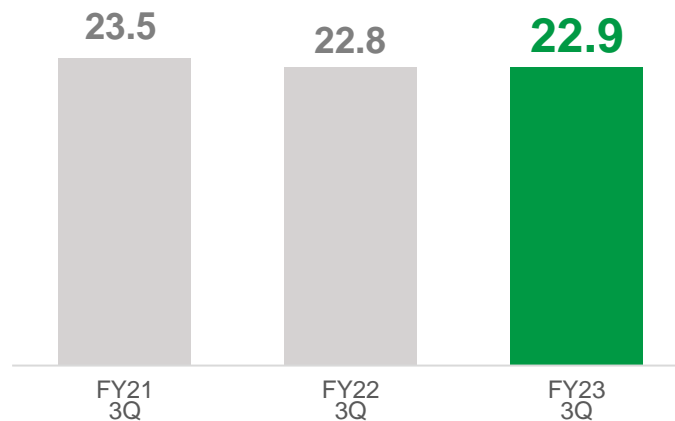
Ordinary expenses



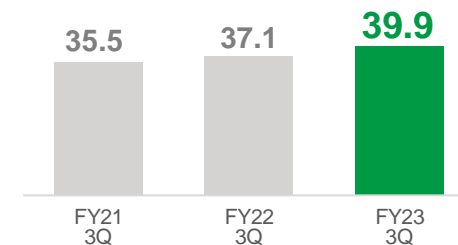
Net income attributable to owners of the parent



Ordinary profit



EBITDA



Note: Amounts less than one hundred million yen have been truncated.

Financial Results for Third Quarter of
Fiscal Year Ending March 31, 2024

Profit/Loss Status [Seven Bank]

Ordinary income

Domestic ATM business
performed roughly in line with
the plan

Ordinary income rose also due to
temporary factors such as an
increase in other ordinary income

Ordinary profit

Ordinary profit declined primarily
owing to recording of expenses
associated with introduction of new
notes in the third quarter

- 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.

Ordinary income

¥ **97.3** billion

3Q of previous fiscal year ¥ **89.6** billion

Year on year change **+8.5%**

Ordinary expenses

¥ **73.3** billion

3Q of previous fiscal year ¥ **65.4** billion

Year on year change **+12.0%**

Net income

¥ **15.9** billion

3Q of previous fiscal year ¥ **16.2** billion

Year on year change **(1.8)%**

Ordinary profit

¥ **24.0** billion

3Q of previous fiscal year ¥ **24.2** billion

Year on year change **(0.8)%**

EBITDA

¥ **37.7** billion

3Q of previous fiscal year ¥ **36.7** billion

Year on year change **+2.7%**

Fiscal year ending March 31, 2024 Financial Results Forecast

No revision in both consolidated and non-consolidated forecasts

Full-year forecast for fiscal year ending March 31, 2024 [Consolidated]

Ordinary income

¥ **198.5** billion

Previous fiscal year ¥154.9 billion Year on year change +28.1%

Ordinary profit

¥ **25.5** billion

Previous fiscal year ¥28.9 billion Year on year change (11.7)%

Net income attributable to owners of the parent

¥ **38.3** billion

Previous fiscal year ¥18.8 billion Year on year change +103.7%

Full-year forecast for fiscal year ending March 31, 2024 [Non-consolidated]

Ordinary income

¥ **128.0** billion

Previous fiscal year ¥120.5 billion Year on year change +6.2%

Ordinary profit

¥ **30.0** billion

Previous fiscal year ¥31.5 billion Year on year change (4.7)%

Net income

¥ **20.5** billion

Previous fiscal year ¥19.5 billion Year on year change +5.1%

Dividend forecast for the fiscal year ending March 31, 2024

Annual plan

11.00 yen

No change from the initial plan Interim: 5.50 yen per share
Year-end: 5.50 yen per share

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02

Key Figures and Topics by Business

Domestic Business (ATM)

Domestic Business (ATM)

Key Figures: ATM Usage

Total number of transactions for the nine months

782 million transactions
(+45 million transactions)

Daily average transactions per ATM for the nine months

105.5 transactions
(+3.9 transactions)

Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.

2. 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.

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

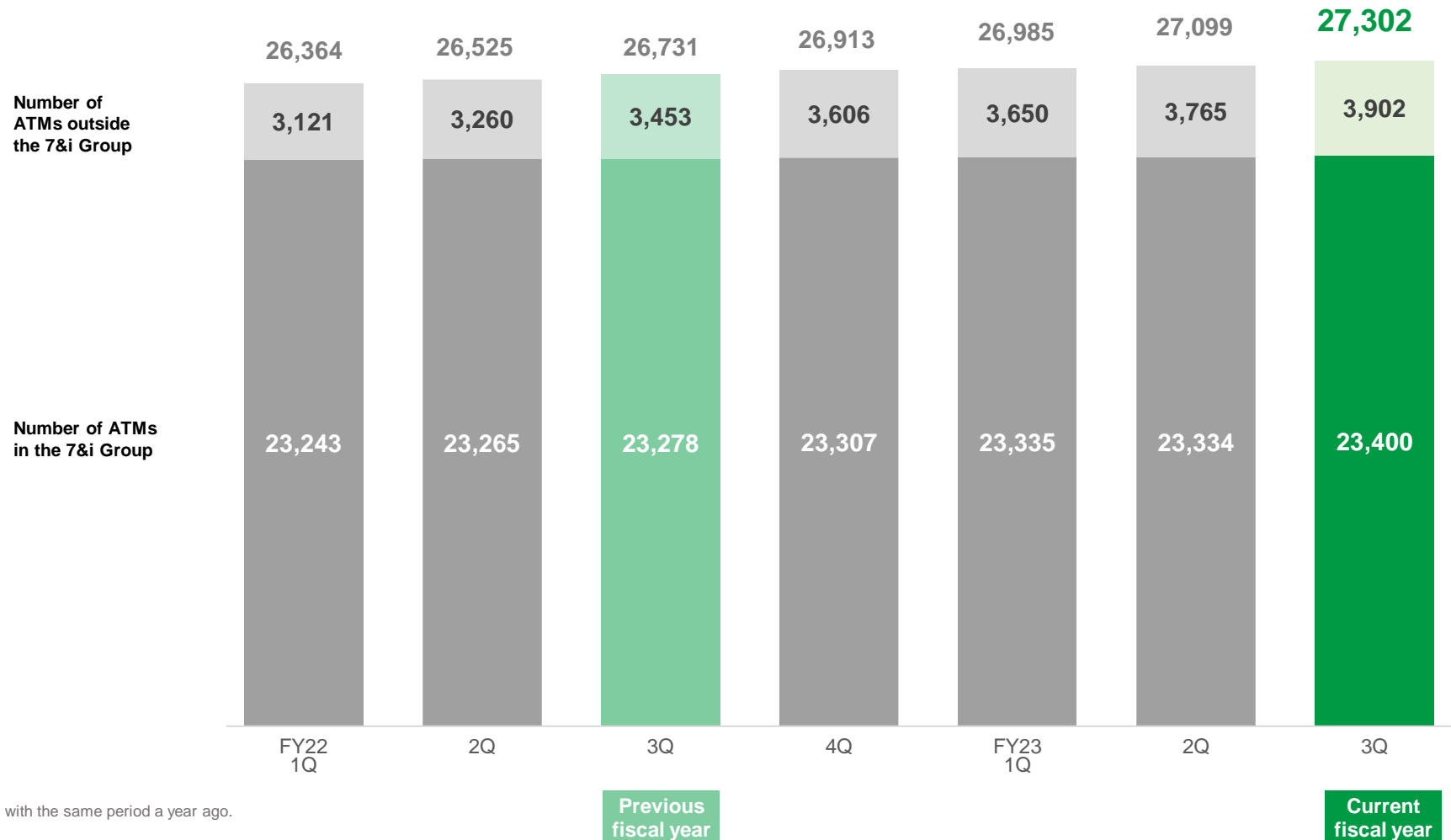
4. ATM-related fee income per transaction: ¥109.6 for the nine months ended Dec. 31, 2023

* 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])



Domestic Business (ATM)
Key Figures:
Number of ATMs
at End of Quarter

Number of ATMs
at the end of 3Q
27,302 units
(+571 units)
The 7&i Group:
23,400 units (+122 units)
Outside the 7&i Group:
3,902 units (+449 units)



Note: All comments and figures regarding changes are compared with the same period a year ago.

Domestic Business (ATM) Topics

While expenses temporarily increased due to the introduction of the new notes, we are expecting the number of ATMs jointly operated with other financial institutions to increase



Introduction of new notes

The new notes are scheduled to be introduced in July 2024

<New notes (samples)>



Source: The National Printing Bureau website
(https://www.npb.go.jp/ja/n_banknote/index.html)

**We carried out system updates
and all our ATMs are now ready
for the new notes**

Further strengthening of joint operation of ATMs

Support operation of ATMs belonging to regional financial institutions by continuously updating our ATMs for the introduction of new notes and offering of new services

Recent major joint operation projects

- **Yamanashi Chuo Bank**
(1 unit installed in Dec. 2023 → 36 units in total)
- **Miyazaki Taiyo Bank**
(2 units installed in Jan. 2024 → 2 units in total)
- **Shoko Chukin Bank**
(from Apr. 2024; to install 43 ATMs at its branches)
- **Tsuruoka Shinkin Bank**
(from Nov. 2023; to install ATMs at its branches)

**Number of jointly operated ATMs:
411 units
(as of the end of December 2023)**

Domestic Business (Retail)

Domestic Business (Retail)

**Key Figures:
Trend in Number of
Accounts and
Balance of Deposits
(Individual)**

No. of accounts
2,964,000 accounts
(+274,000 accounts)

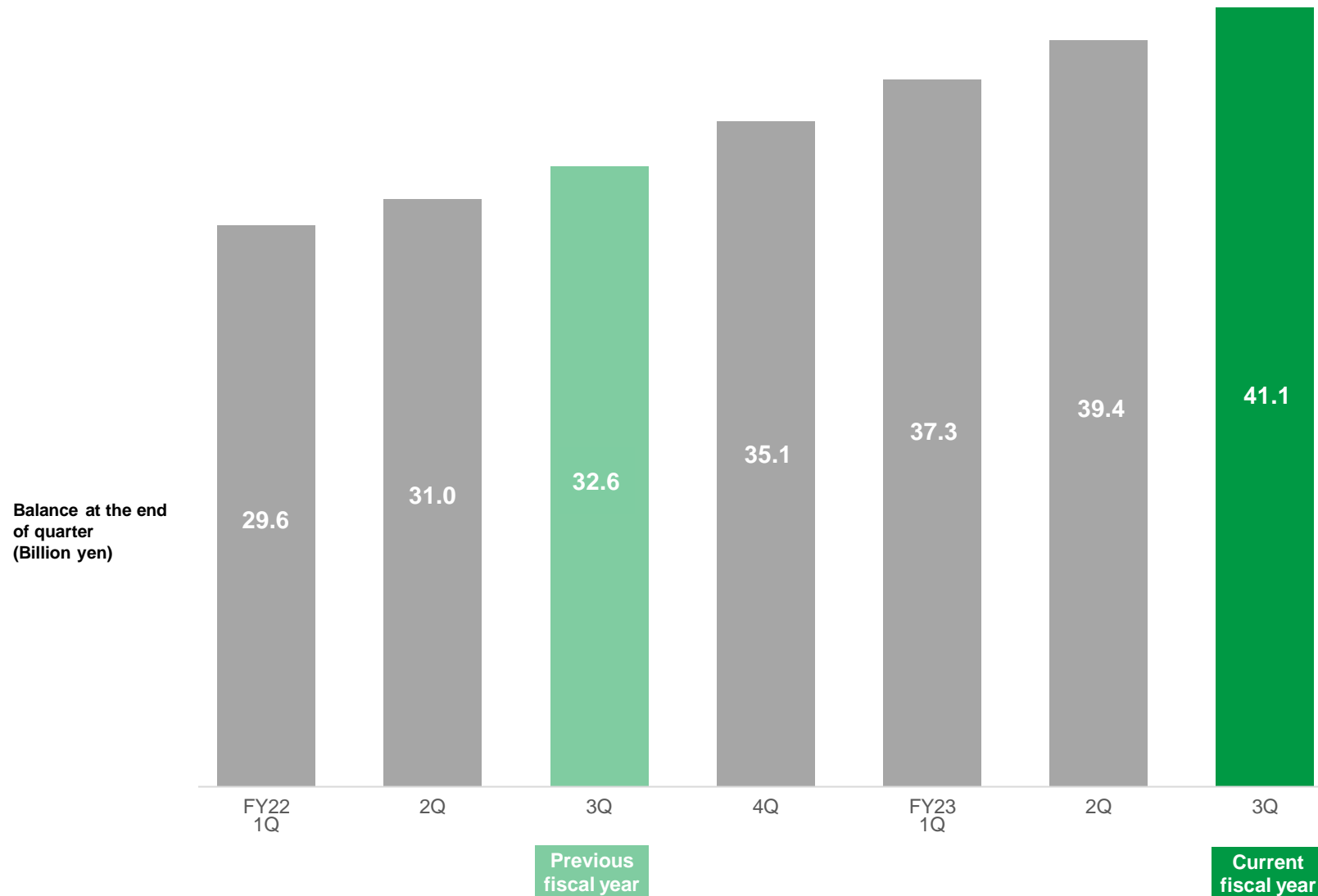
Balance of deposits
¥603.6 billion
(+¥25.6 billion)



Note: All comments and figures regarding changes are compared with the same period a year ago.

Domestic Business (Retail)
Key Figures:
Personal Loan Services

Balance at the end of quarter
¥41.1 billion
(+¥8.5 billion)



Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.
2. The balance at the end of quarter includes services offered by Credd Finance.

Domestic Business (Retail)

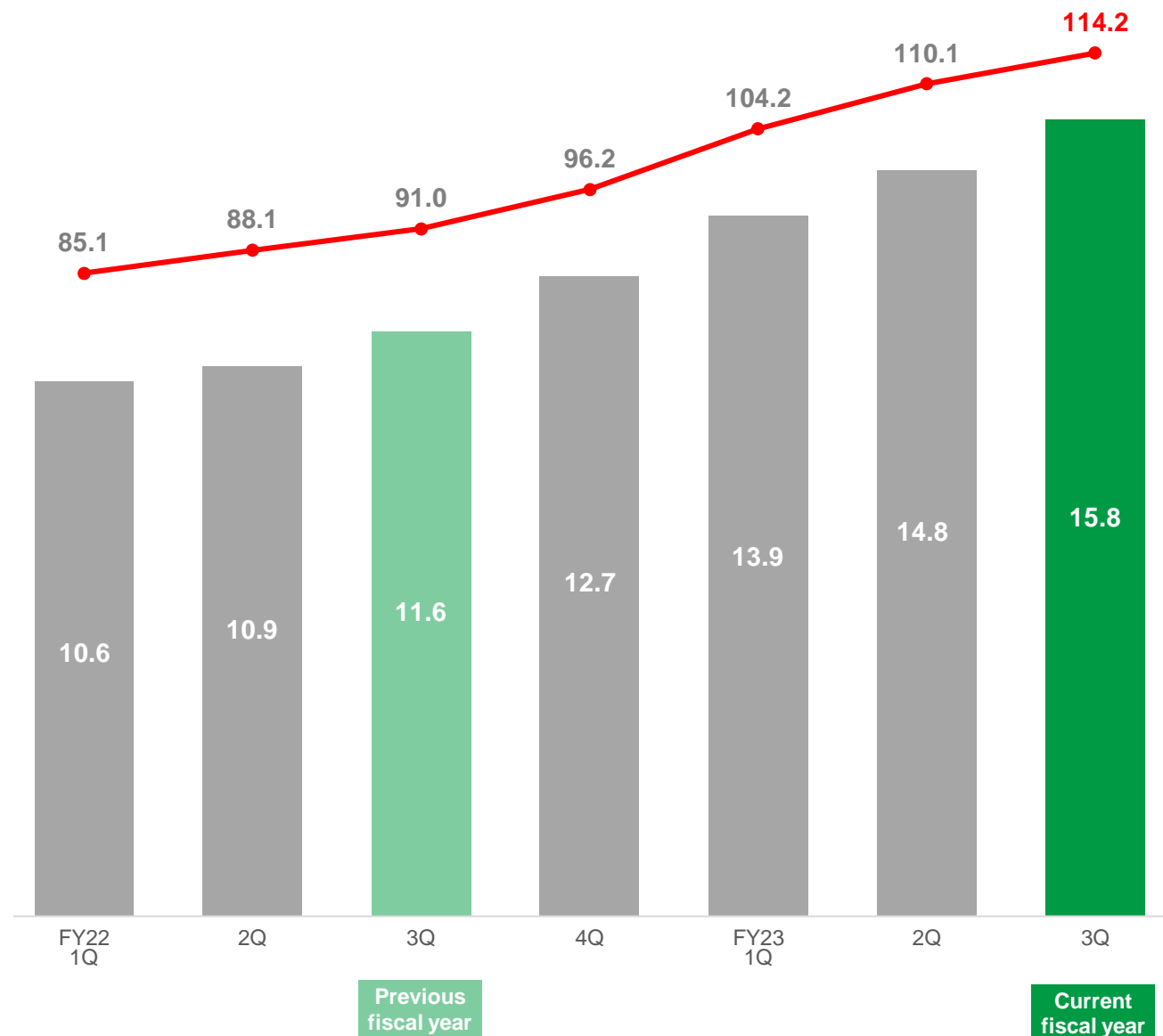
Key Figures: Seven Bank Post Payment Service

Transactions in value
¥15.8 billion
(+¥4.2 billion)

Transactions in terms of
volume
1,142,000 transactions
(+232,000 transactions)

Transactions in terms
of volume
(10,000 transactions)

Transactions in
value
(Billion yen)



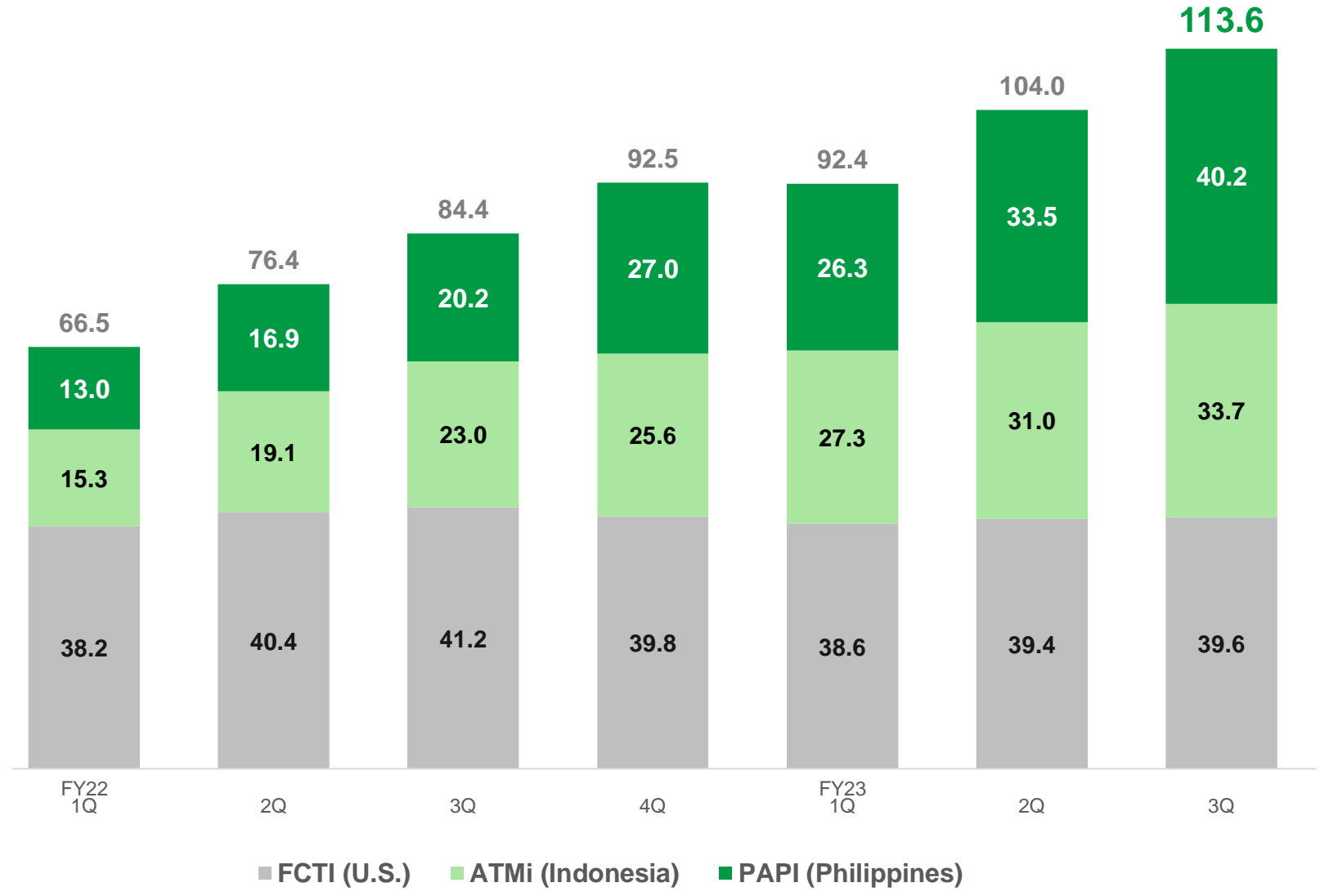
Note: All comments and figures regarding changes are compared with the same period a year ago.

Overseas Business

Overseas business
Trend in the Number of ATM Transactions

(Million transactions)

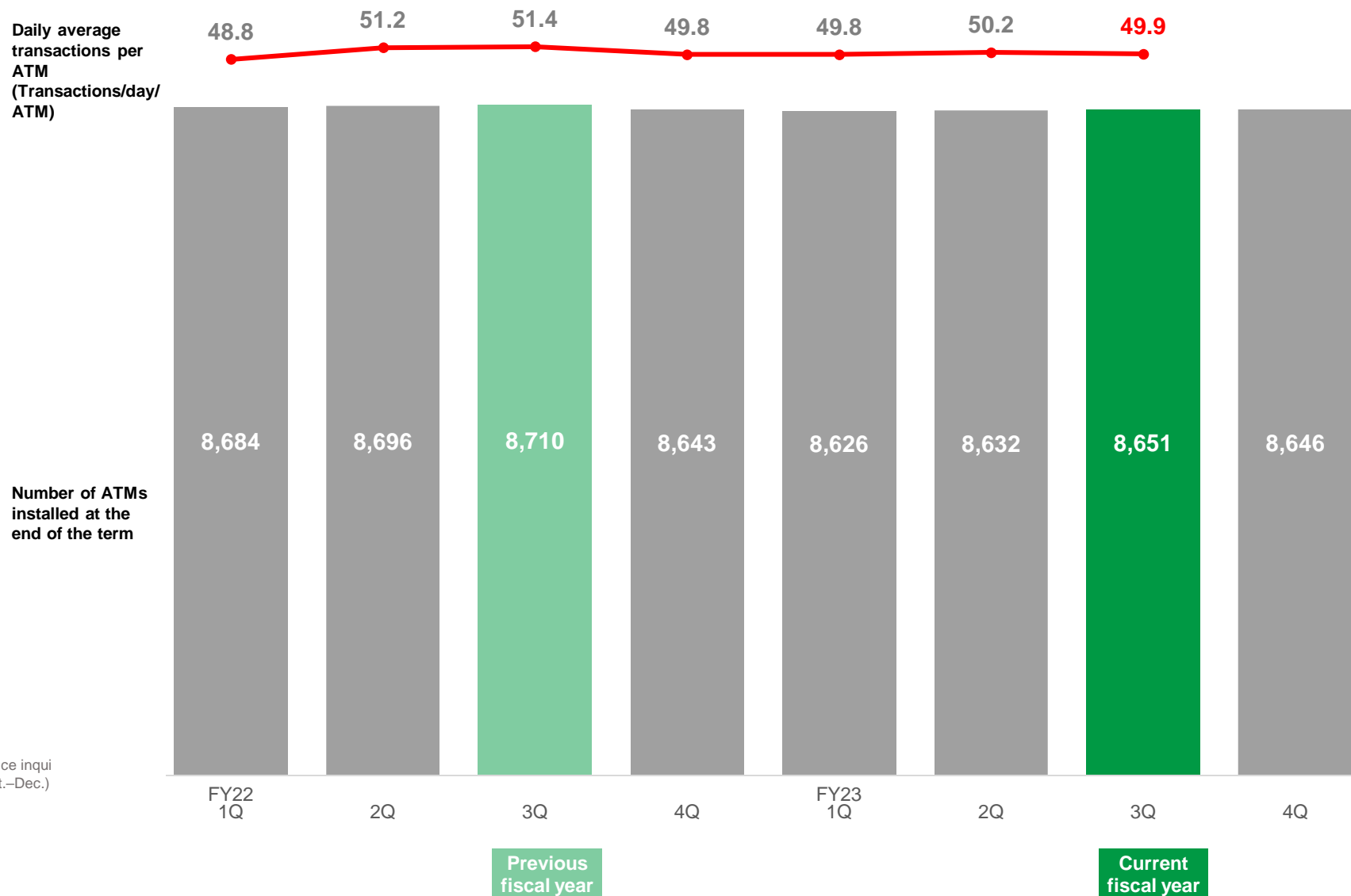
While the growth in the U.S. was sluggish, the number of transactions in Asia increased led by the Philippines



Notes:
 1. Total number of transactions for ATMs in the U.S. and Indonesia includes balance inquiries.
 2. Total number of transactions for ATMs in the Philippines includes balance inquiries and excludes deposit of sales proceeds.
 3. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)

Overseas Business U.S.

While the status of ATM transactions continues to be unfavorable, **contract negotiations with the U.S. Seven-Eleven are in the final stages**



Notes:
 1. Total number of transactions for U.S. ATMs includes balance inquiry
 2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
 3. The figures for FY2023 4Q are preliminary data.

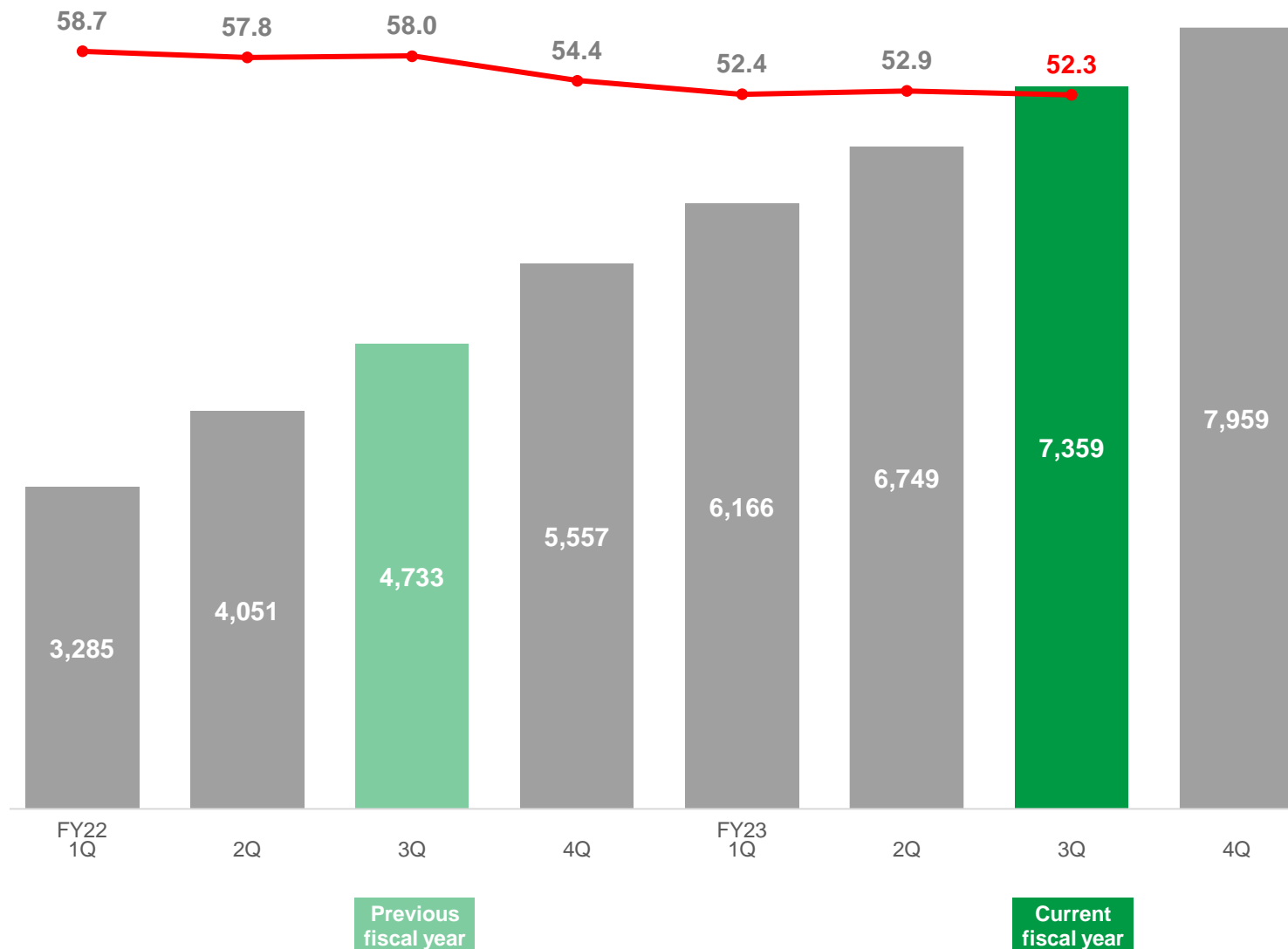
Overseas Business Indonesia

Daily average transactions per ATM was unchanged

We are aiming for further growth by continuing with measures such as boosting the number of daily average transactions and reducing costs

Daily average transactions per ATM
(Transactions/day/ATM)

Number of ATMs installed at the end of the term

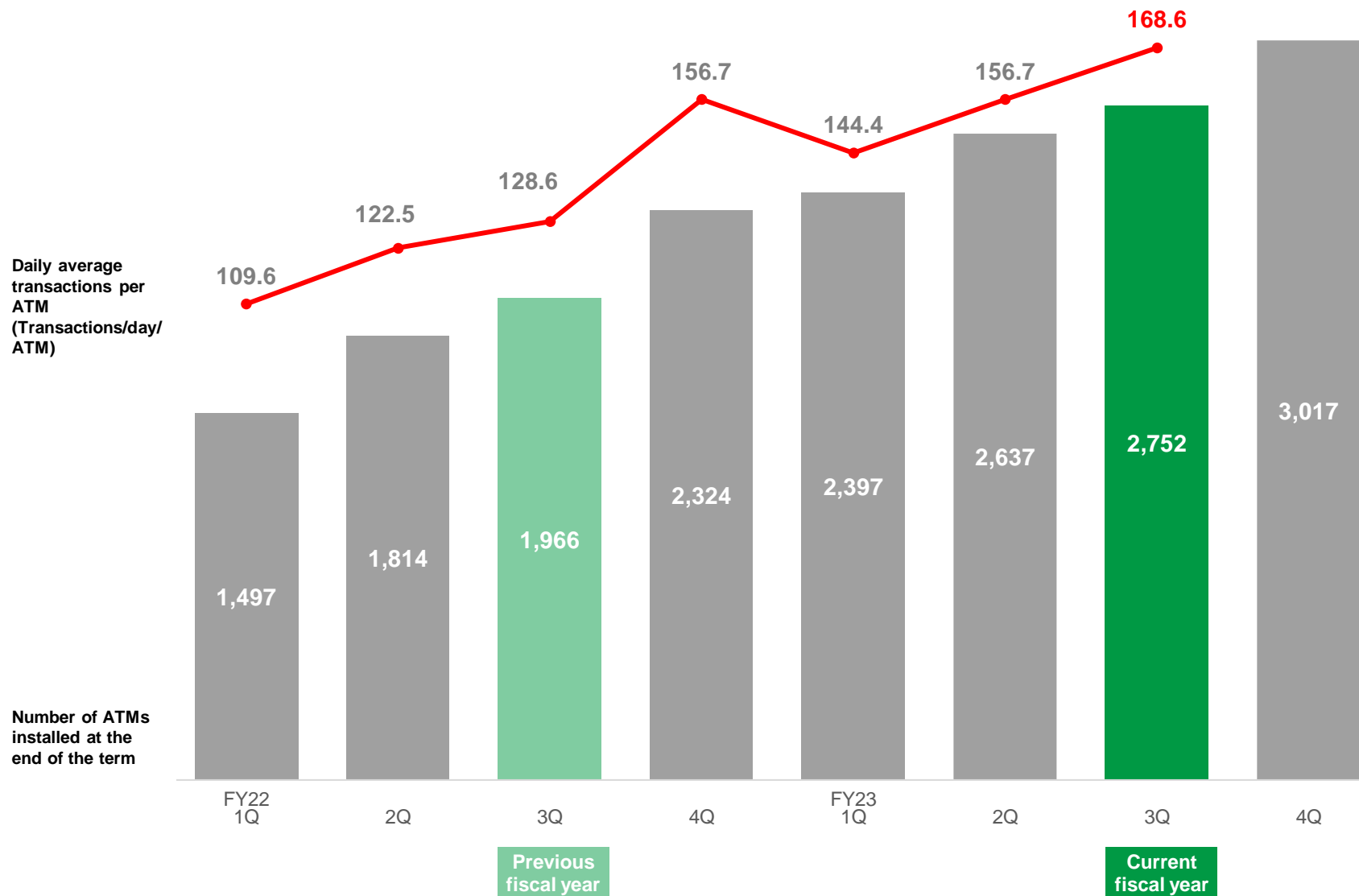


Notes:

1. Total number of transactions for ATMs in Indonesia includes balance inquiries.
2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
3. The figures for FY2023 4Q are preliminary data.
4. The preliminary figures do not include installation of contract-based ATMs.

Overseas Business Philippines

The number of transactions has been growing steadily as the tie-up with RCBC began in August and we jointly promoted the use



Notes:

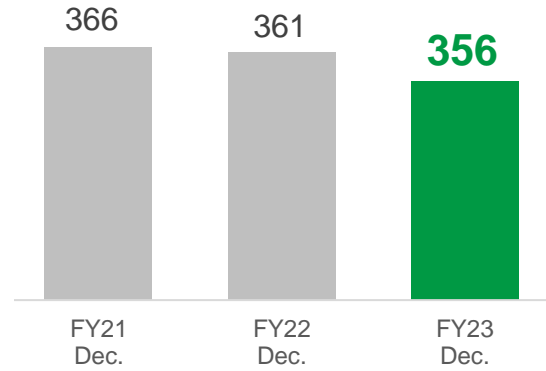
1. Total number of transactions for ATMs in the Philippines includes balance inquiries and excludes deposit of sales proceeds.
2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
3. The figures for FY2023 4Q are preliminary data.

Domestic Business (Subsidiaries)

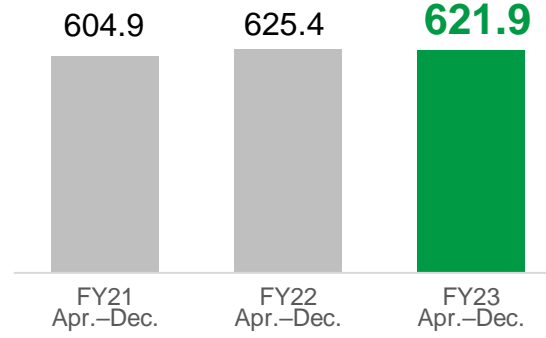
Seven Card Service

KPIs

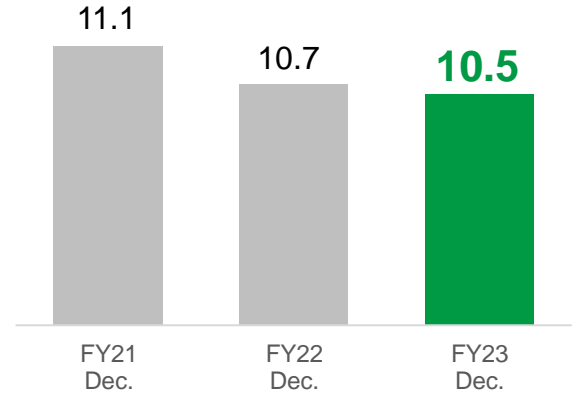
Number of credit card members
(10,000 people)



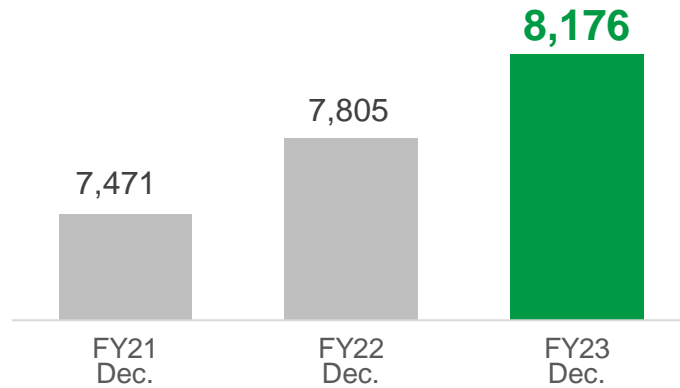
Shopping transaction
value using credit cards
(billion yen)



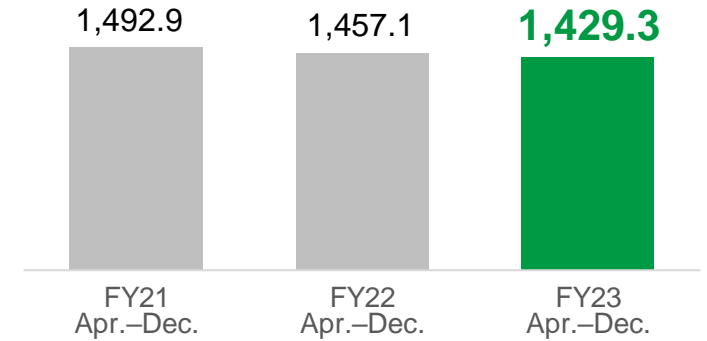
Cashing balance (billion yen)



Number of e-money members (10,000 people)



e-money transactions in value (billion yen)

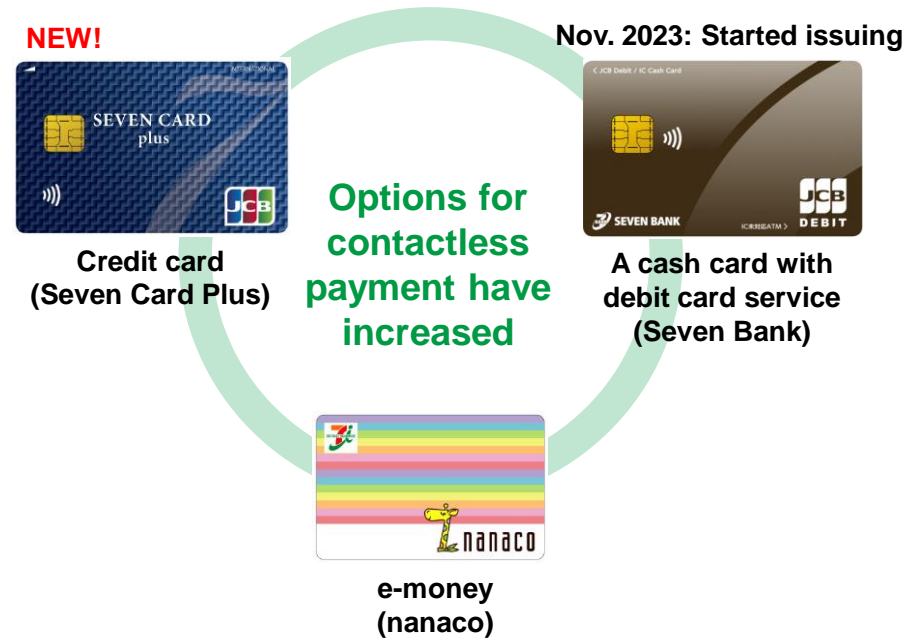


Note: Amounts less than one hundred million yen have been truncated.

Domestic Business (Subsidiaries)
Topics

Status of Seven Card Service

Following the introduction of the debit card service, we started issuing credit cards with contactless settlement function in February 2024



We aim to acquire new credit card members and increase transactions in value through improvement of customer convenience

MynaPoint business

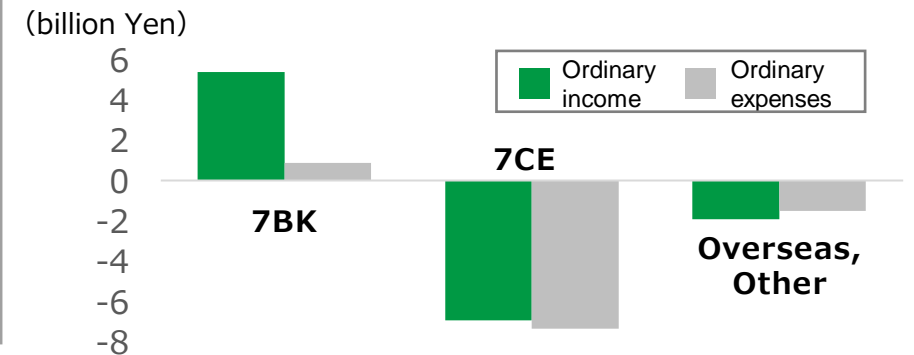
① **Loss due to impact of MynaPoint lapse rate**

We have recorded the difference between the initially expected rate and the current lapse rate as an ordinary expenses in the third quarter

⇒ **The final amount of expenses has not been determined**

② **Impact on consolidated financial results: Ordinary income and expenses of 7CE declined due to a change in accounting treatment related to the MynaPoint business**

Comparison of Difference with 1Q Plan



*We have revised the full-year forecast of non-consolidated results at 7BK in 2Q

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03

Appendix

Appendix

Statement of Income [Consolidated]

(Billion yen)

	FY2022 1Q-3Q	FY2023 1Q-3Q	Changes from FY2022 1Q- 3Q	FY2023 Full-year plan
Ordinary income	114.2	144.8	30.6	198.5
Ordinary expenses	91.3	121.8	30.5	173.0
Ordinary profit	22.8	22.9	0.1	25.5
Net income	15.3	36.5	21.2	38.3
EBITDA	37.1	39.9	2.8	-

Notes:

1. Amounts less than one hundred million yen have been truncated.
2. Previous-year comparisons are based on the units used in these materials.
3. Exchange rates used in the consolidated income statement:
FY2022 3Q \$1 = ¥128.3, FY2023 3Q \$1 = ¥138.24, FY2023 plan \$1 = ¥140.00

Appendix

Statement of Income [Seven Bank]

	FY2022 1Q–3Q	FY2023 1Q–3Q	FY2023	
			Changes from FY2022 1Q–3Q	Full-year plan
Ordinary income	89.6	97.3	7.7	128.0
ATM-related fee income	78.3	83.8	5.5	110.5
Ordinary expenses	65.4	73.3	7.9	98.0
Ordinary profit	24.2	24.0	(0.2)	30.0
Net income	16.2	15.9	(0.3)	20.5
EBITDA	36.7	37.7	1.0	49.5
Number of ATMs installed at end of term (units)	26,731	27,302	571	27,334
ATM-related fee income per transaction (yen)	108.3	109.6	1.3	109.9
Daily average transactions per ATM (transactions/ATM/day)	101.6	105.5	3.9	103.8
Total number of transactions (million)	737	782	45	1,030
International money transfer services (1,000)	720	691	(29)	1,171
Debit services (1,000)	14,620	15,534	914	20,905

Notes:

1. Amounts less than one hundred million yen have been truncated.
2. Previous-year comparisons are based on the units used in these materials.
3. All EBITDA in this material are Ordinary profit + Depreciation and amortization.
4. International money transfer services include services provided by Seven Global Remit.

Appendix

Statement of Income [FCTI]

(Million USD)

	FY2022 (Jan–Dec) 1Q–3Q	FY2023 (Jan–Dec) 1Q–3Q		FY2023 Full-year plan
			Changes from FY2022 1Q–3Q	
Ordinary income	139.9	143.3	3.4	190.6
Ordinary expenses	141.5	151.7	10.2	201.2
Ordinary profit	(1.5)	(8.3)	(6.8)	(10.6)
Net income	(1.7)	(6.2)	(4.5)	(10.0)
EBITDA	3.3	(3.8)	(7.1)	(4.7)
Number of ATMs installed at end of term (units)	8,710	8,651	(59)	8,640
Daily average transactions per ATM (transactions/ATM/day)	50.2	49.9	(0.3)	49.7
Total number of transactions (million)	119.9	117.7	(2.2)	156.8

Notes:

1. Amounts less than one hundred million yen have been truncated.
2. Previous-year comparisons are based on the units used in these materials.
3. All EBITDA in this material are Ordinary profit + Depreciation and amortization.

Appendix

Statement of Income [Key Subsidiaries]

(Millions of yen)



	FY2022 1Q-3Q	FY2023 1Q-3Q		FY2023 Full-year plan
			Changes from FY2022 1Q-3Q	
Ordinary income	2,228	2,523	295	3,590
Ordinary expenses	2,378	2,489	111	3,510
Ordinary profit	(149)	34	183	80
Net income	(101)	369	470	-

(Millions of yen)



	FY2022 1Q-3Q	FY2023 1Q-3Q		FY2023 Full-year plan
			Changes from FY2022 1Q-3Q	
Ordinary income	381	481	100	655
Ordinary expenses	318	402	84	574
Ordinary profit	63	78	15	81
Net income	53	67	14	-

Notes:

1. Amounts less than one hundred million yen have been truncated.
2. Previous-year comparisons are based on the units used in these materials.

Appendix

Statement of Income [Key Subsidiaries]

(Millions of yen)



	FY2022 (Jan–Dec) 1Q–3Q	FY2023 (Jan–Dec) 1Q–3Q	FY2023	
			Changes from FY2022 1Q–3Q	Full-year plan
Ordinary income	2,902	4,900	1,998	6,836
Ordinary expenses	2,358	4,296	1,938	6,011
Ordinary profit	543	603	60	825
Net income	537	602	65	-

(Millions of yen)



	FY2022 (Jan–Dec) 1Q–3Q	FY2023 (Jan–Dec) 1Q–3Q	FY2023	
			Changes from FY2022 1Q–3Q	Full-year plan
Ordinary income	1,886	3,606	1,720	4,897
Ordinary expenses	1,979	3,931	1,952	5,100
Ordinary profit	(92)	(324)	(232)	(203)
Net income	(94)	(332)	(238)	-

Note: 1. Exchange rate:

FY2022 3Q IDR 100 = ¥0.877, FY2023 3Q IDR 100 = ¥0.915
 FY2022 3Q PHP 1 = ¥2.389, FY2023 3Q PHP 1 = ¥2.489

2. Previous-year comparisons are based on the units used in these materials.

Appendix

Statement of Income [Seven Card Service]

(Millions of yen)

	2022	FY2023	
	Results	3Q cumulative results (Jul–Dec)	Changes from 2022 3Q
	Jul–Dec		
Ordinary income	17,071	16,477	(594)
Credit card business	8,401	8,185	(216)
e-money business	8,670	8,292	(378)
Ordinary expenses	16,027	16,019	(8)
Credit card business	8,094	7,173	(921)
e-money business	7,933	8,845	912
Ordinary profit	1,043	457	(586)
Net income	751	(30)	(781)

Notes:

1. Amounts less than one hundred million yen have been truncated.
2. Previous-year comparisons are based on the units used in these materials.
3. The results for Seven Card Service are for the period from July to December 2023 after it became a consolidated subsidiary of Seven Bank



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