# Appendix : Financial Results for the Second Quarter of Fiscal 2011



# Profile



Basic information	Headquarters	1-6-1 Marunouchi Chiyoda-ku, Tokyo
	Major business lines	ATM services / Other financial services
Key data	Net assets	120.7 billion yen
(end Sep.2011)	Common stock	30.5 billion yen
	No. of ATMs	16,005
	No. of manned outlet	s 6
	No. of employees	318

#### Major Shareholders (as of March 31, 2011)

Shareholders	# of Shares	% of voting	
Seven-Eleven Japan	453,639	38.09	
York-Benimaru	52,400	4.40	_
State Street Bank and Trust Company	48,098	4.03	
Ito-Yokado	46,961	3.94	_
JP Morgan Chase Bank	32,645	2.74	
Life Foods	30,000	2.51	
The Master Trust Bank of Japan ,Ltd (Trust account)	24,821	2.08	N( 1)
Japan Trustee Services Bank, Ltd. (Trust account)	19,365	1.62	2) 3)
SAJAP	17,277	1.45	- /
Sumitomo Mitsui Banking Corporation	15,000	1.25	
Dai-ichi Mutual Life Insurance	15,000	1.25	

## Concept of incorporation:

**Everyone's ATM network** 

Anytime	24 hours, 365 days a year				
Anywhere	Throughout Japan				
Everyone's ATM network	Approx. 560 domestic alliance partners				
Safe and secure	Safe, monitored locations, high security				

#### History

Apr. 2001	Incorporated under the name IY Bank Co., Ltd.
Oct. 2005	Changed corporate name to Seven Bank, Ltd.

#### Feb. 2008 Listed on the JASDAQ securities exchange

Sharel	nolders	# of Shares	% of voting
<mark>7&amp;i HD gro</mark>	up compani	583,000	48.95
Financial ir	stitutions	184,791	15.51
Financial c	ompanies	6,608	0.55
Other corpo	orations	72,633	6.09
Foreign co	rporations	234,430	19.68
Individuals		109,446	9.19

#### Notes:

1) For voting rights percentages, amounts have been truncated at the second decimal place

2) Orange shading indicates 7&i HD group companies.

3) Other corporations excludes 7&i HD group companies



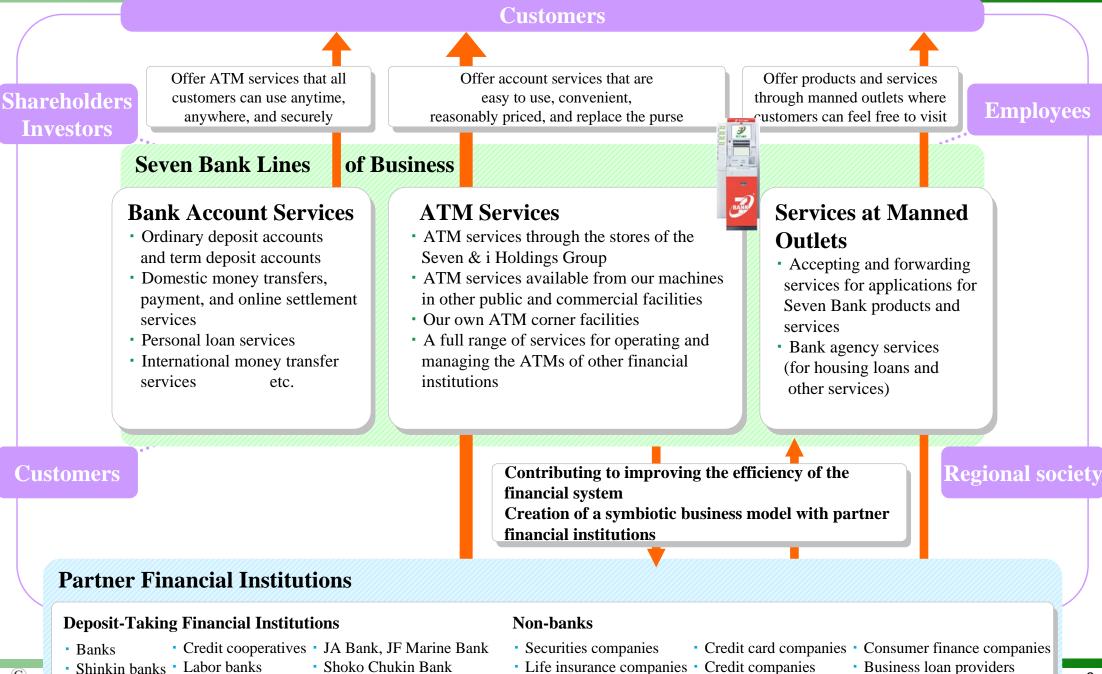
Unit: billion yen

	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10
Ordinary income	1.9	11.5	29.1	47.9	64.6	75.4	83.6	89.8	88.8	83.9
ATM-related fee income	1.8	11.3	28.9	45.8	61.9	73.1	80.1	85.5	85.2	80.5
Ordinary expenses	14.0	19.7	26.0	37.8	45.2	50.4	59.0	61.0	58.4	56.5
Interest expenses	0.0	0.0	0.0	0.4	0.6	1.5	2.7	2.7	2.1	2.0
ATM placement fee expenses	0.3	1.1	2.2	3.5	4.5	6.1	7.7	8.5	9.0	9.3
Outsourcing expenses	5.1	7.0	8.5	12.0	14.4	13.7	13.7	13.9	13.9	14.2
Maintenance fees	0.3	0.8	1.1	3.0	2.5	2.9	3.4	3.5	3.5	3.9
Rent for premises and equipment	2.0	3.4	4.6	6.3	7.5	6.7	4.7	2.8	2.4	2.1
Depreciation expenses	1.6	2.6	3.1	3.5	4.3	5.4	11.4	15.4	12.8	11.6
Ordinary profit	-12.1	-8.1	3.0	10.0	19.4	25.0	24.6	28.7	30.4	27.4
Extraordinary loss	0.0	0.0	-0.1	-0.1	-2.8	-4.0	-1.3	-0.0	-0.1	-0.4
Income taxes	0.0	0.0	-2.1	-0.9	6.0	8.3	9.5	11.7	12.3	10.9
Net income	-12.1	-8.1	5.0	10.8	10.5	12.6	13.8	16.9	17.9	16.0

Notes: Amount less than unit have been truncated.

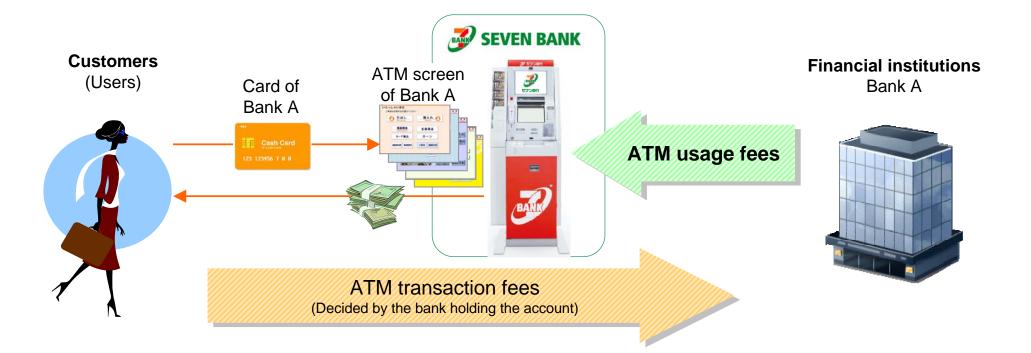
# **Business outline**





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# Merits for customers (users)

- > Convenience of ATM service hours and locations
  - 24 x 365 availability
  - No need to carry large sums of cash for business or leisure trips
  - Access to identical services from any ATM nationwide (because of ATM management by a single bank)

### Safety and security

• Security due to installation in convenience stores

# Merits for financial institutions

- >Access to nationwide network of ATMs operating 24
- x 365 without the cost required for own ATMS
- >Utilization as own ATMs
  - Each bank decides its own customer fees
  - Screens identical to banks' own ATMs
- Scaling back of own ATMs (cost reduction), marketing strategy that utilizes Seven Bank ATMs



### Improvements in convenience



**Operation screen** 

Transaction screen matches

that of card-issuing banks



Secondary display Screen display used for advertisements and warnings

## Assurance of safety and security



 Money Lending Business Act
statutory document printing (from Sep. 2006)
Possible to print documents as required by the Act



**"nanaco" cards** (from Oct. 2007) Charging and balance confirmation supported Individual Ioans (from Jan. 2010) transfers available 24 hours a day, 365 days a year

#### International money transfer (from July 2011)

International money transfers available 24 hours a day, 365 days a year \*Internet and mobile banking services started from March 2011



Numerical keypad Operations difficult for other people to see



Operation screen Cannot be seen diagonally from the side



**Mirror** Allows the ATM user to view the situation behind them



IC cards (from March 2006) Supports highly-secure IC cards

#### Changing PIN Changing transaction limit (from July 2007)

Customers able to set their own transaction limit and PIN.

## Consideration to various types of customers



**Overseas cards** (from July 2007) Possible to withdraw yen with cards issued overseas



Audio-guidance (from Nov. 2007) Operations possible via intercom, enabling use by disabled people



**UD font** (from Nov. 2010) Adopted a font that is easy for everyone to see and read



## **Shorter transaction times**

•The 3G ATM reduces the present transaction time to two third.

Significantly reduce waiting time until the start of the next transaction

## **Environmental considerations**

<Main power-saving features>

 $\mbox{-}\ensuremath{\mathsf{Always}}\xspace$  switches automatically to energy-saving mode when not in use

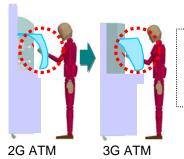
·LED-backlit main transaction screen and second display

<Efficient use of resources>

• Use of long-life parts and recyclable materials make the new model resource efficient.(RoHS compliant)

# **Enhanced safety and security features**

1) The 3G ATM unit's height has been lowered results in a more compact ATM



Changed input screen position and angle. Increased by 2-fold the area obscured from others' view by the shields on the left and right sides of the ATM



The intercom handset and input keypad have been lowered, making it easier for wheelchair-bound customers to use the ATM

- 2) Additional features to enhance ATM safety
- ♦Camera at top of unit

The camera records events when users forget to retrieve their ATM card or cash, when other alerts are triggered, thus enhancing user security and security in the ATM's vicinity.

◆Forget-me-not alert sensor

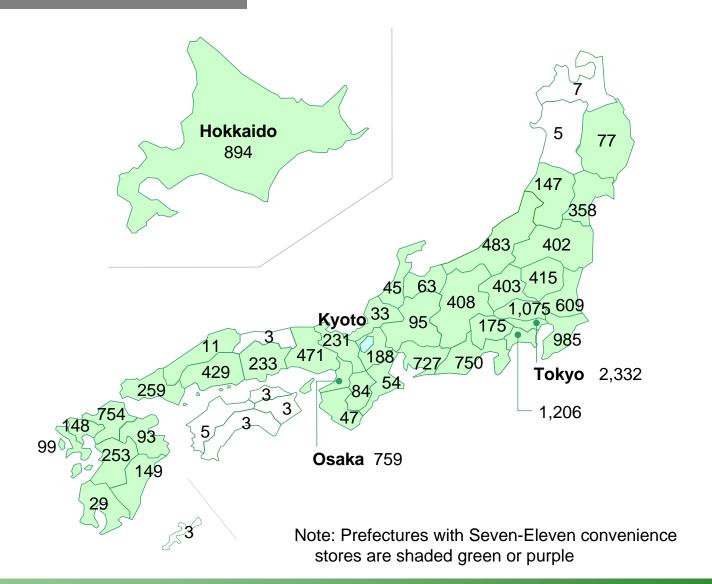
If the sensor detects a user moving away from the ATM without first retrieving the ATM card or cash, a voiced alert will remind the user not to leave these items behind.

◆Addition of second built-in speaker

A speaker has been added near the cash outlet to provide an extra reminder not to leave items behind.



No. of ATMs by prefecture (As of September 31, 2011)



Total: 16,005 ATMs



#### (Number of correspondent companies)

	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10
Banks	7	15	27	50	63	80	92	95	97	100
Major banks	3	5	5	5	4	5	5	5	5	5
Regional banks	3	9	19	41	54	69	76	77	79	81
Other banks	1	1	3	4	5	6	11	13	13	14
"Shinkin" banks	-	-	240	241	255	263	260	264	258	262
Credit cooperatives	-	-	-	117	122	124	122	127	127	129
Labor banks	-	-	-	13	13	13	13	13	13	13
JA Bank	-	-	-	-	1	1	1	1	1	1
JF Marine Bank	-	-	-	-	1	1	1	1	1	1
Shoko Chukin Bank	-	-	-	-	-	-	-	-	1	1
Securities firms	2	2	2	2	5	8	8	8	8	9
Life insurance firms	-	4	5	5	6	8	8	8	8	8
Other financial institutions (Consumer finance, credit card companies, etc. )	-	27	35	41	47	50	49	49	41	43
Total	9	48	309	469	513	548	554	566	555	567

Note 1. Seven Bank is not included among the correspondent companies.

2. Japan Post Bank, which was privatized and separated in October 2007, is included among 'Other banks'.

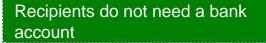
3. JA Bank and JF Marine Bank are each counted as one institution.



Service via around 16,000 ATMs and Internet banking →Can send money from anywhere 24 hours a day

- Strict customer due diligence when accounts opened
- Recipient also registers in advance
- Can send money 7 days 24 hours

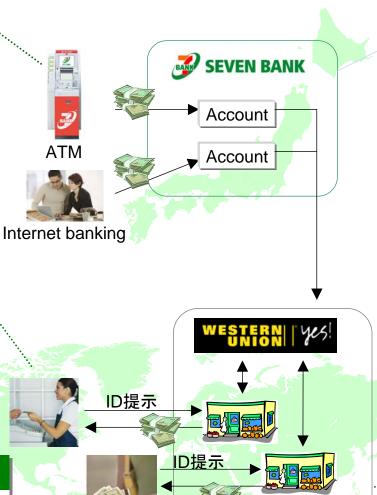
- ATMs located in Seven-Eleven stores, Nomura Securities branches, etc., throughout Japan. Easy access in rural areas also



 ID checked with personal ID documents approved under local law.
Funds paid out in cash, so bank account not necessary

#### Transfer charge

Transfer	Transfer charge			
amount	Seven Bank Other banks			
Up to ¥10,000	¥990			
¥10,001 – ¥50,000	¥1,500	¥4,000		
¥50,001 – ¥100,000	¥2,000			



#### Strict anti money laundering checks

•Close monitoring for suspicious transactions activity etc. Immediately reported to authorities if discovered

#### Financial soundness

•Financial soundness provides peace of mind in the rare event that the money transfer does not reach recipient <Credit rating> Seven Bank AA- (S&P) Western Union A- (S&P)

# Transfer completed in a few minutes (funds available)

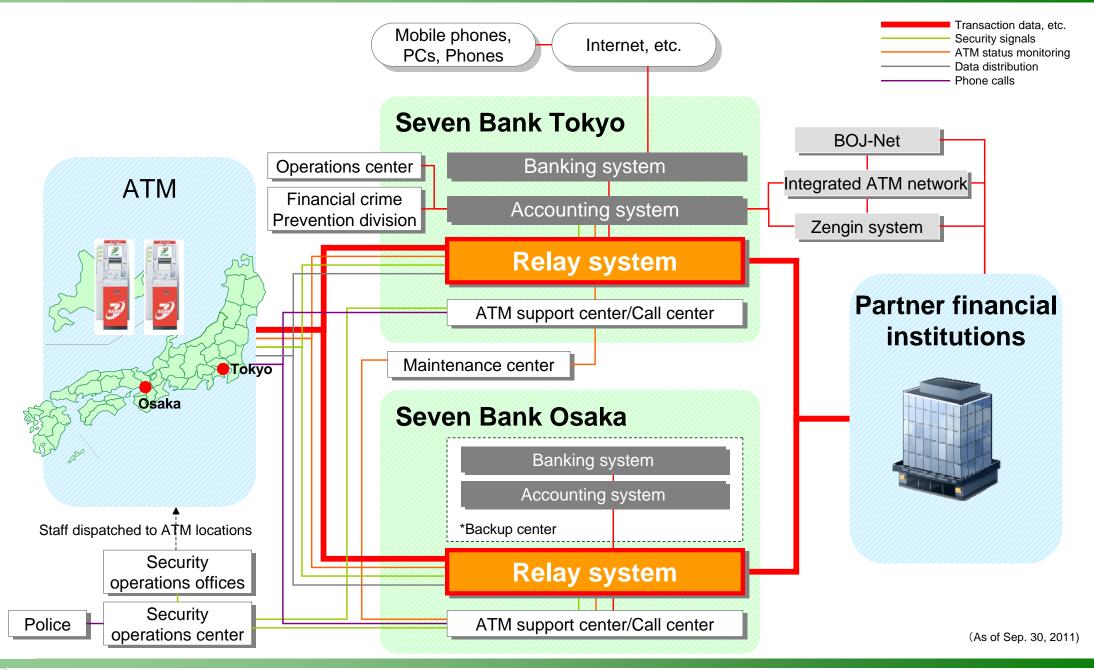
• Funds available in a matter of minutes once transfer complete

#### Money can be received at approx. 400,000 agencies in around 200 countries and territories worldwide

 Money can be sent to most countries and territories worldwide, excluding countries with a high risk of money laundering transfers

# Safety and security supported by solid infrastructure





◎ 株式会社セブン銀行



#### **Corporate Principles**

- 1. We aspire to be a sincere company that is trusted by its customers.
- 2. We aspire to be a sincere company that is trusted by its shareholders, business partners and society.
- 3. We aspire to be a sincere company that is trusted by its employees.

## Management Policy

- 1. Our aim is to be a trusted bank that fully answers customer needs.
- 2. Each employee will seek to speedily introduce the benefits of technical innovation and pursue personal enhancement.
- 3. We will contribute to the stability of Japan's financial system by providing a secure and efficient settlement infrastructure.

# Charter of Ethics (abridged)

- This ethical charter represents the cornerstone of the standards to which we will conform in making the decisions involved in the management of our business.
- 1. Be fully aware of the public nature and social responsibilities of a bank.
- 2. Provide highly convenient, customer-focused services, matched to current needs.
- 3. Act with integrity and fairness.
- 4. Communicate with society.
- 5. Have respect for humanity.

#### Compliance standards

- 1. Observe rules.
- 2. Keep promises.
- 3. Be truthful.
- 4. Don't conceal the truth.
- 5. Protect confidentiality.
- 6. Do not offend others.
- 7. Do not mix public and private matters.
- 8. Combat corruption.
- 9. Remember the basics of service.
- 10. Be responsible for your own actions.