**Financial Results for Second Quarter of Fiscal 2022** 

# **Financial Results**

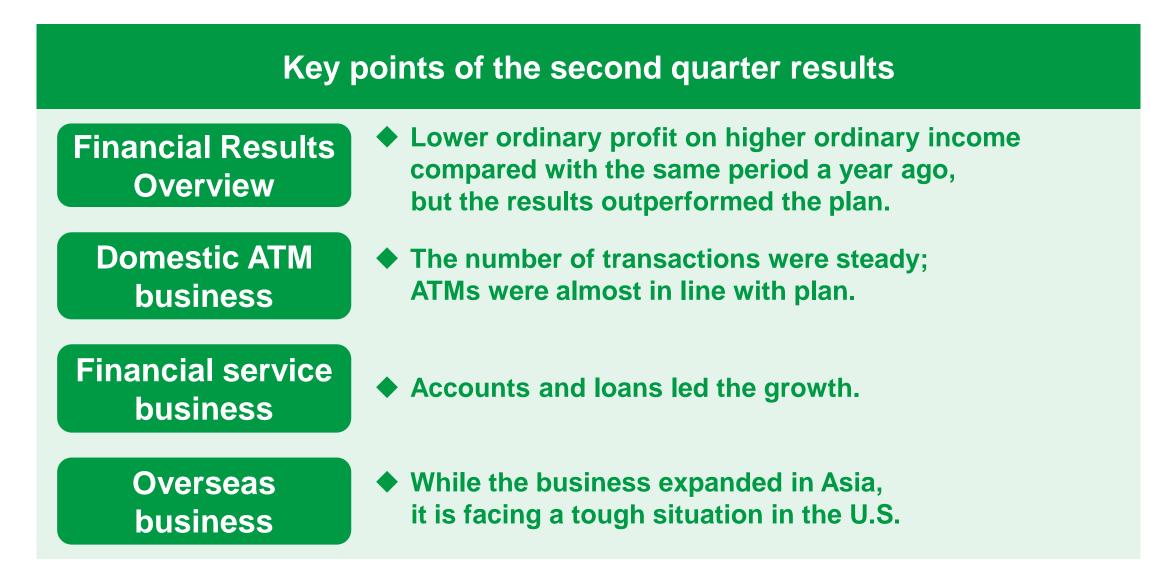


**Today's Agenda** 

- Financial Results for Second Quarter of Fiscal Year Ending March 31, 2023
- Topics and Key Figures by Business
- Progress in Medium-Term Management Plan
- APPENDIX



Financial Results Digest for Second Quarter of Fiscal Year Ending March 31, 2023 [Consolidated]





#### Overview of Financial Results for Second Quarter of Fiscal Year Ending March 31, 2023 [Consolidated]

Ordinary income: Increased primarily owing to better-than-expected profit on a non-consolidated basis as well as the impact of foreign exchange fluctuation at overseas subsidiaries Ordinary profit: Declined, as expenses related to investment for growth, etc. continued to increase

		Year-on-year change	Vs. plan
Ordinary income	¥73.8 billion	+9.4%	+1.7%
Ordinary expenses	¥59.3 billion	+13.3%	+0.5%
Ordinary profit	¥14.5 billion	(3.3%)	+7.4%
Net income attributable to owners of the parent	¥9.7 billion	(10.1%)	+2.1%
EBITDA	¥23.8 billion	+3.9%	_

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:

FY2021 1H \$1 = ¥107.82

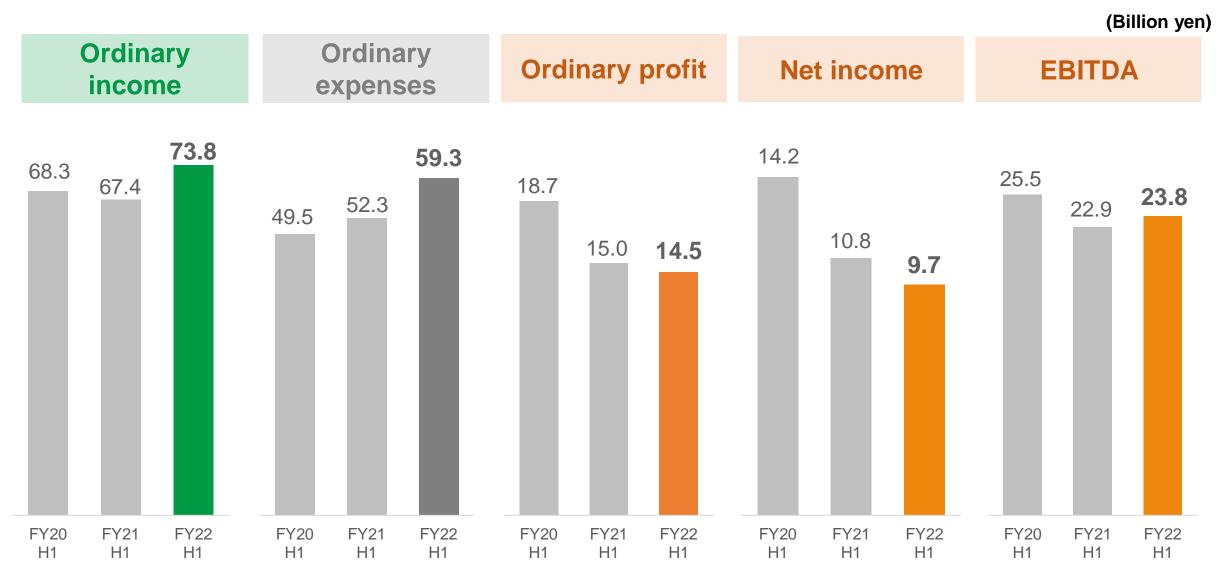
FY2022 1H \$1 = ¥123.14

FY2022 plan \$1 = ¥131.00 (the plan at the beginning of FY2022 \$1 = 114.00)

5. All EBITDA in these materials are Ordinary profit + Depreciation and amortization.



#### Trend of Second Quarter Performance [Consolidated]



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

#### Overview of Financial Results for Second Quarter of Fiscal Year Ending March 31, 2023 [Seven Bank]

Ordinary income: Fund demand continued to be strong as the flow of people recovered and the number of ATM transactions grew, resulting in higher ordinary income Ordinary Profit: Expenses increased along with investment for growth, etc., but they were lower than the plan, leading to an increase in ordinary profit

		Year-on-year change	Vs. plan
Ordinary income	¥58.6 billion	+7.3%	+1.9%
Ordinary expenses	¥43.3 billion	+8.5%	(1.5%)
Ordinary profit	¥15.2 billion	+3.4%	+12.5%
Net income	¥10.0 billion	0.0%	+5.2%
EBITDA	¥23.4 billion	+6.8%	+6.3%

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.

#### **Financial Results Forecast**

### Full-year forecast for fiscal year ending March 31, 2023 [Consolidated]

Ordinary income	¥149.0 billion
Ordinary profit	¥28.0 billion
Net income attributable to owners of the parent	¥19.5 billion

#### No change to the full-year plan

- In the first half, results were better than expected led by Seven Bank (non-consolidated), while income and profits were lower compared to the plan at some subsidiaries
- The forecasts were kept unchanged, considering the uncertainties in the external environment, including the impact of foreign exchange fluctuation and price increases

### Dividend forecast for the fiscal year ending March 31, 2023

#### > No change from the initial plan

 Interim dividend: ¥5.50 per share (Year-end dividend of ¥5.50 per share for annual dividend of ¥11.00 is planned.)

# 02 Topics and Key Figures by Business



#### Growth strategy: Evolve from cash platform to ATM+

Core		ATM Platform Business	Key strategies		
Domestic business		Retail strategy	Install ATMs outside the 7&i Group and capture joint operation needs		
	Growth	Corporate strategy	Enhance services through differentiation of functions		
Overseas business	Overseas strategy		Expand partner network		

#### Main initiatives in the current fiscal year

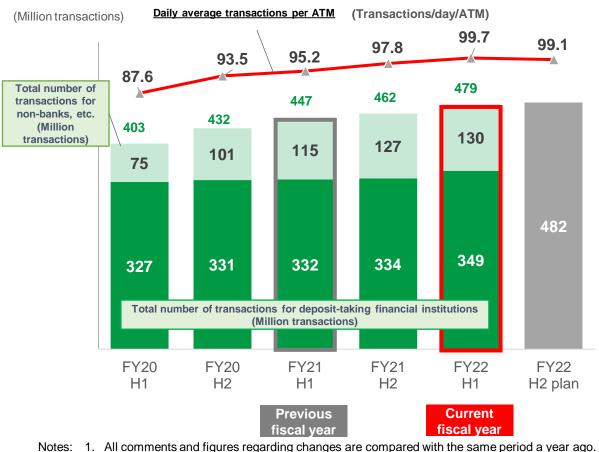
- Installation of ATMs outside the 7&i Group: Expand installation at commercial facilities, stations, etc. (install ATMs at 116 stations of Tobu Railway lines within FY2022)
- Capture joint ATM operation needs of financial institutions: Started joint installation with Ogaki Kyoritsu Bank
- Enhance services offered in collaboration with administration and local governments: Started accepting applications for the second additional round of Individual Number Card Points through ATM
- **Expand advance use of various authentications and procedures: Further expand the areas and services**



#### Key Figures Related to Domestic Business (ATM)

#### **ATM Usage**

 Average number of transactions: +4.5; Total number of transactions: +3.2 million

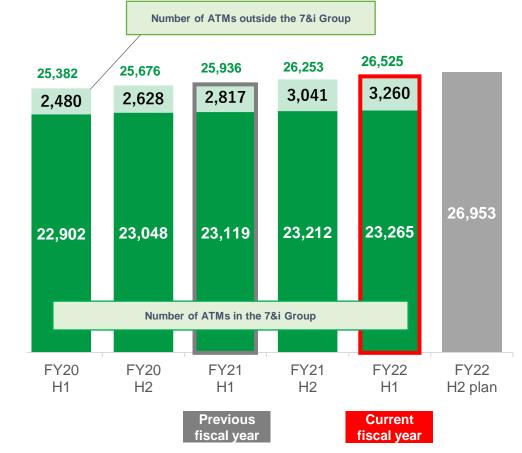


#### 2. The total number of ATM transactions and daily average transactions per ATM do not include balance inquiries, e-money charges, PIN changes, withdrawal limit changes, or other operations.

- 3. In these materials, securities, life insurance, credit card, consumer credit and consumer financing companies are all referred to as "non-banks, etc."
- 4. ATM-related fee income per transaction: ¥109.0 for FY22 1H \*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])

#### Number of ATMs

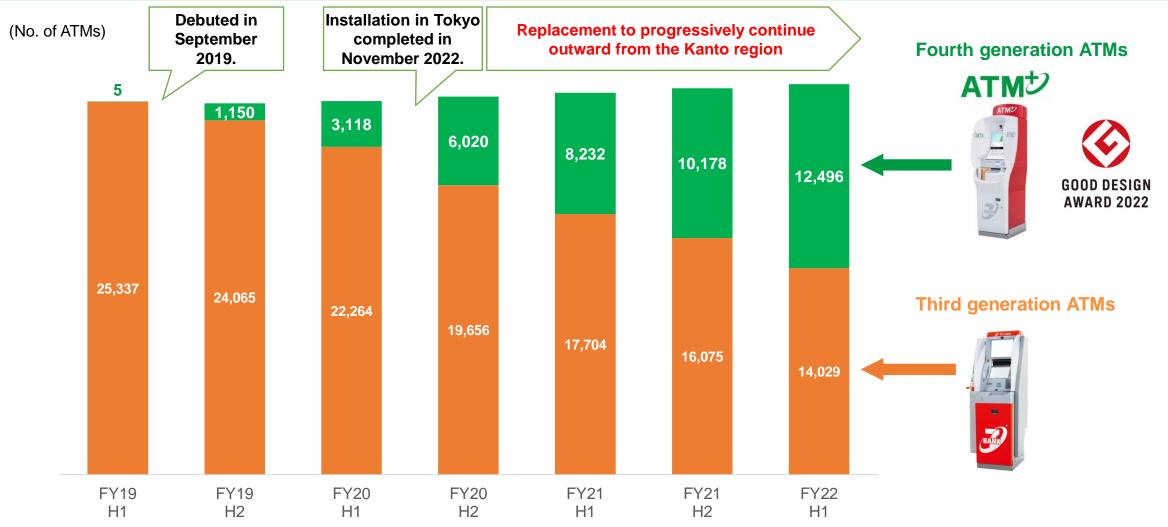
#### **+589** (7&i Group: +146; outside the group: +443)





#### **Domestic Business (ATM): Status of Switch to Fourth-Generation Machines**

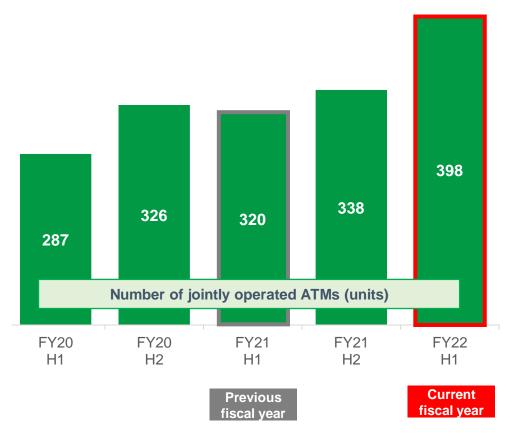
Though there has been some delays recently in the progress due to the difficulties in obtaining semiconductors, there is no change to the expected time of completion of installation (within FY 2024)



**Domestic Business (ATM): Status of Joint Operations** 

#### Expanding joint operation of ATMs nationwide primarily with regional financial institutions

Jointly operated ATMs: + 78 units



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

The areas where jointly operated ATMs are installed have been expanding nationwide Entrusted with operation of ATMs from **34** regional financial institutions, etc. in 23 prefectures in the country Diagram showing the prefectures where

#### [Recent major joint operation projects]

- Fukui Bank (23 units, plan to expand to about 70 units)
- Ogaki Kyoritsu Bank (July 2022: installation started)

partner financial institutions are located





#### **Domestic Business (Retail)**

Growth strategy: Aim for autonomous growth with an eye on collaboration within the group

Core		ATM Platform Business	Key strategies		
Domestic business	Growth	Retail strategy	Strengthen account acquisition, for the customer base		
	Growin	Corporate strategy	Accelerate loan growth, expand product lineup		
Overseas business			Strengthen marketing		

#### Main initiatives in the current fiscal year

- Enhance the functions of "My Seven Bank" app
- Implement the "Seven-Eleven 5% nanaco Point" campaign
- Develop unique financial services (plan to start financial instrument brokerage service)
- Placement of ads on SNS such as Youtube and TikTok





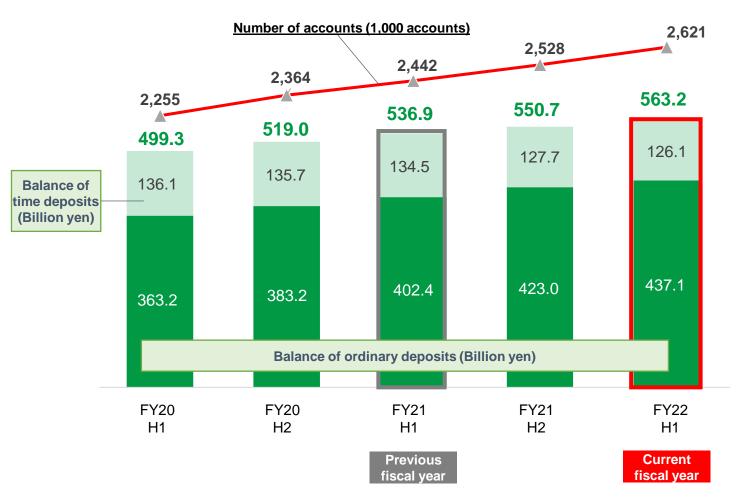


**02** Topics and Key Figures by Business

Key Figures Related to Domestic Business (Retail: Deposit)

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

Number of accounts: +179,000 ; deposit balance: +¥26.3 billion



#### Seven Bank Post Payment Service (Service began in September 2021)



### FY2022 2Q (July–Sept.) transactions **¥10.9 billion** Up ¥0.3 billion vs. FY2022 1Q (Apr.–June)

FY2022 2Q (July–Sept.) number of transactions 881,000 Up 30,000 vs. FY2022 1Q (Apr.–June)

Note: All comments and figures regarding changes in the number of accounts and balance of deposits are compared with the same period a year ago.

Personal loan services

Capturing fund needs: +5.2 billion yen

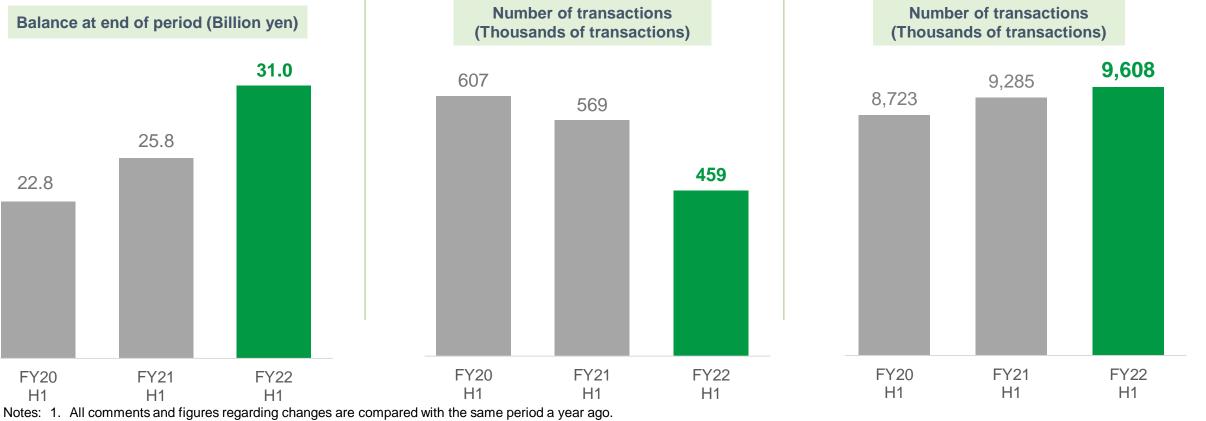
Note: Including services offered by Credd Finance





#### **Debit services**

Increase in transactions from the growth in the number of accounts **Up 324,000** 



International money transfer services

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

Impact of immigration restrictions,

Down 110.000

foreign exchange fluctuation, etc.

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

**FY20** 

H1

22.8



#### **Domestic Business (Corporate)**

Growth strategy: Expand growth fields by strengthening collaboration with other businesses (business diversification)

	Core	ATM Platform Business	Key strategies		
Domestic business	Oracilia	Retail strategy	Creation of lifestyle through new financial services		
Growth		Corporate strategy	Contract-based service business: Realize safe and secure bank-quality BPO		
Overseas business	Oversees strategy		Authentication, security: Offer platform		

#### Main initiatives in the current fiscal year

- Expand the number of companies using ATM cash receipt service; start bill collection service (Seven Payment Service)
- Expand customers for contract-based service business as well as the service we are entrusted with (Bank Business Factory)
- Initiatives with local governments: Started payment of Shibuya Ward's childbirth subsidy. Carrying out demonstration experiment with other local governments and exploring further opportunities (Seven Payment Service)

Key Figures Related to Domestic Business (Corporate)



#### セプン銀行の100%子会社 バンク・ビジネスファクトリー

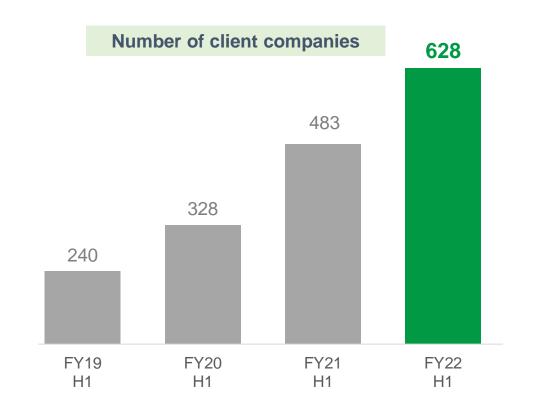
Contract-based service for financial institution back-office operations, AML/CFT-related backoffice operations, etc.: Up 2 companies



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

## セブン・ペイメントサービス

Increase in use for cash refunds, etc.: Up 145 companies





#### **Domestic Business (Corporate): New Initiatives**

#### Started payments of benefits from local governments through ATM

Started payment of Shibuya Ward's childbirth subsidy in July



- Happy Mother Birth Subsidy of Shibuya Ward
- A subsidy given to reduce the economic burden of residents who gave birth in Shibuya Ward. If the application is made via LINE, the person can receive the subsidy through ATM.



 Plan to expand the handling of similar payments for other local governments

[Kakogawa City, Hyogo Prefecture: Implementing demonstration experiment of receiving benefits through ATMs]





Thirty-two percent of the participants opted for receiving cash through ATMs

[Shonai Town, Yamagata Prefecture: To start payment of benefits through ATM]



Plans to start ATM payment of benefits for birthday gift moneys in spring of 2023



#### **Overseas business**

Growth strategy: Focus on income diversification and new businesses and accelerate discussions regarding strategies for growth

	Core	ATM Platform Business	Key strategies
Domestic business	Growth	Retail strategy	U.S.: Focus on income diversification and new businesses
Grow		Corporate strategy	<ul> <li>Indonesia, Philippines: Accelerate growth</li> </ul>
Overseas business		Overseas strategy	

#### Main initiatives in the current fiscal year

- Implement various measures for diversifying income (U.S.: FCTI)
- Expand the number of ATMs (Indonesia: ATMi; Philippines: PAPI)
- Stabilize operations along with increased installation of ATMs (Indonesia: ATMi)
- Promote direct tie-up with local banks (Philippines: PAPI)

## **02** Topics and Key Figures by Business



#### **Overseas Business: Overview**

#### Trend in the total number of ATM transactions in the overseas business

The number of total ATM transactions grew, owing primarily to the increased installation of ATMs in Indonesia (ATMi) and Philippines (PAPI)



(Million transactions)

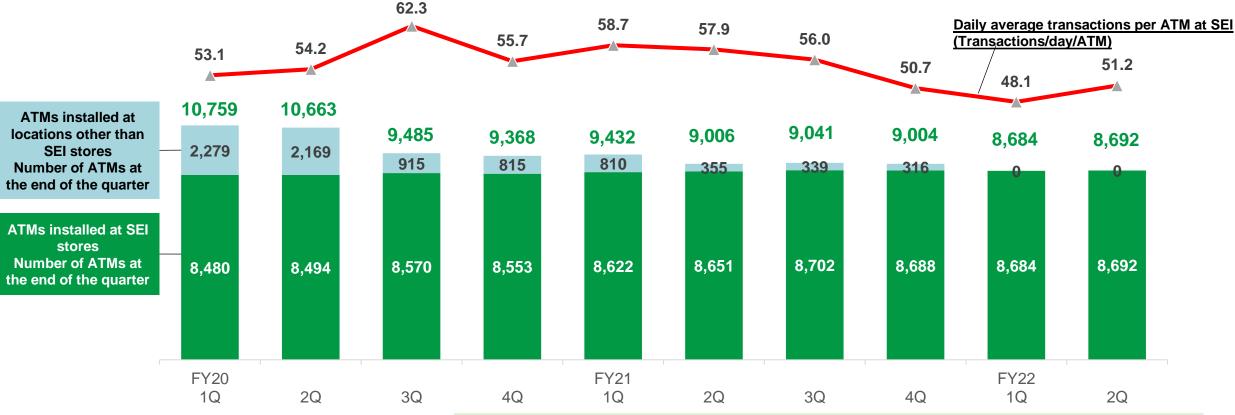
Note: 1Q (Jan.-Mar.), 2Q (Apr.-June), 3Q (July-Sept.), 4Q (Oct.-Dec.)

#### **Overseas business**

#### U.S.



Though income situation is tough given the rising interest rates and prices, the number of daily average transactions per ATM is on a recovering trend



#### Notes:

Total number of transactions for U.S. ATMs includes balance inquiries.
 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)

• <u>The number of ATMs as of the end of September 2022 was 8,717</u> (preliminary figure)

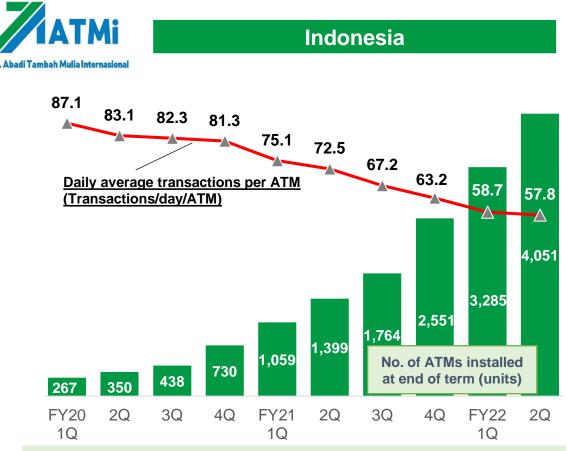
\*Completed removing ATMs outside SEI outlets

 $\Rightarrow$  8,818 units in the plan for fiscal year ending December 2022

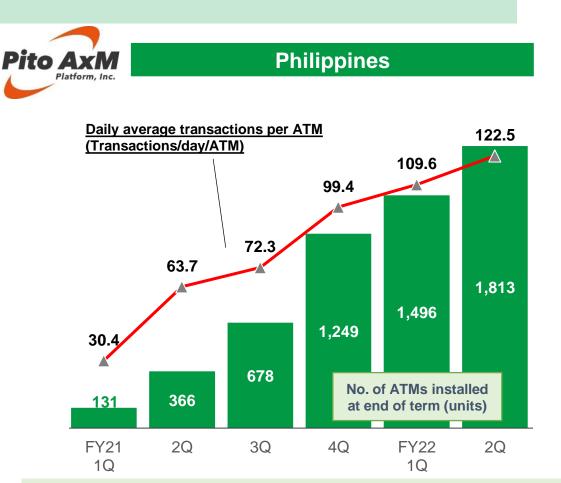
(the number of units as of the end of the period)

**02** Topics and Key Figures by Business **Overseas business** 

#### **Indonesia and Philippines**



- <u>The number of ATMs as of the end of September 2022 was 4,733</u> (preliminary)
- $\Rightarrow$  5,500 units in the plan for fiscal year ending December 2022 (the number of units as of the end of the period)
  - 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.)



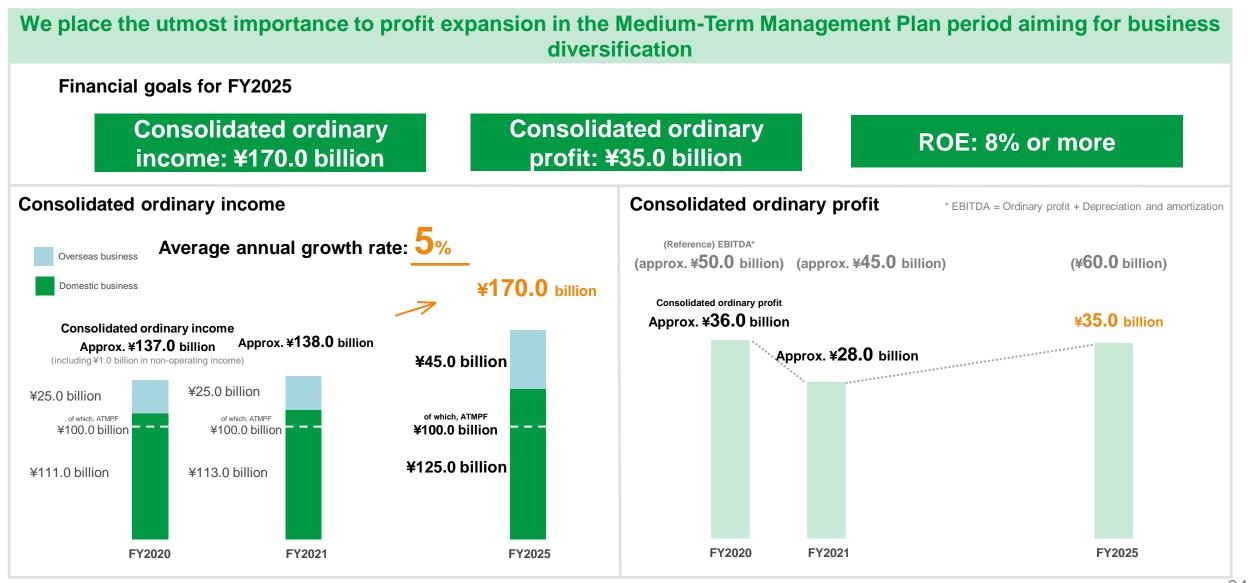
- <u>The number of ATMs as of the end of September 2022 was 1,956</u> (preliminary)
- $\Rightarrow$  3,050 units in the plan for fiscal year ending December 2022 (the number of units as of the end of the period)
- Notes: 1.Total number of transactions for ATMs in the Philippines includes balance inquiries and excludes deposit of sales proceeds.
  - 2.1Q (Jan.-Mar.), 2Q (Apr.-June), 3Q (July-Sept.), 4Q (Oct.-Dec.)

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# 03 Progress in Medium-Term Management Plan



#### Financial Goals (Excerpt from the Medium-Term Management Plan [FY2021-FY2025] Announced in May 2021)



#### Overview of Medium-Term Management Plan (FY2021-FY2025) (Reprint of Medium-Term Management Plan Material)

We give concrete shape to the second phase of growth with focus on "growth strategy," "contributions to solving social issues," and "corporate transformation."

Growth Strategy		Core	ATM Platform Business	
Evolve from cash platform to ATM+	Domestic business	Growth	Retail strategy	
Expand growth fields that come after ATMs by leveraging		Growin	Corporate strategy	
our strengths (business diversification)	Overseas business		Overseas strategy	

#### Contribution to solving social issues

Review basic policy and structure of sustainability promotion

Further develop initiatives for the five materialities

Cooperation with the group and external contractors for solving environmental issues

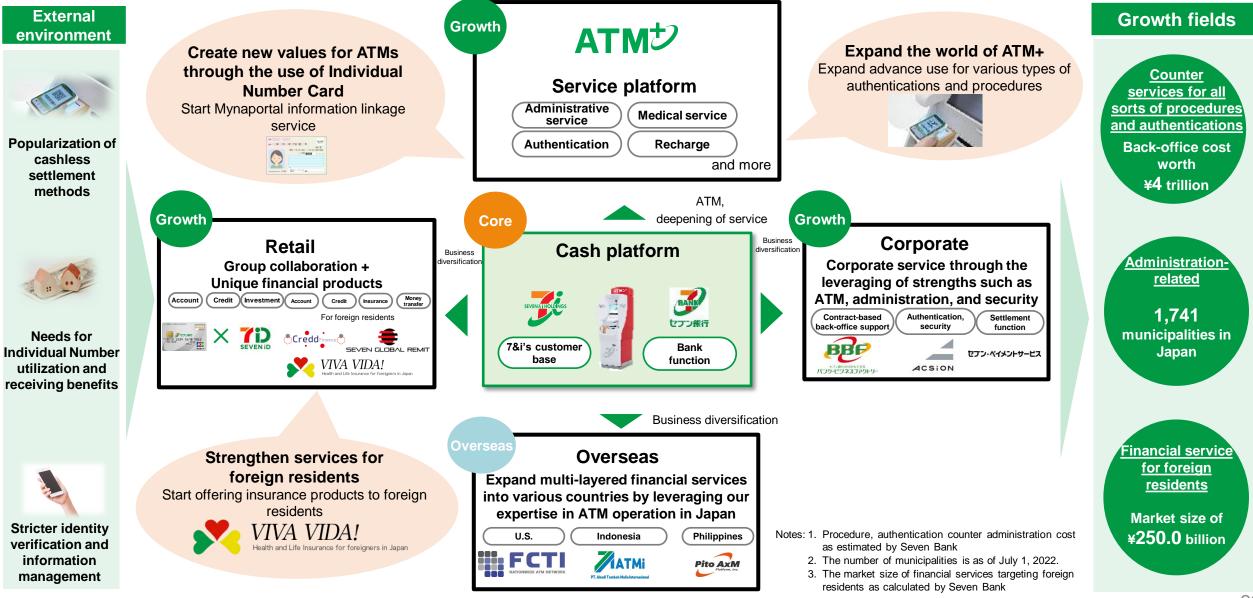
#### **Corporate transformation**

Reform into an organization where independent human resources can take an active part

Innovation of business model and process with focus on data utilization and efficiency improvement

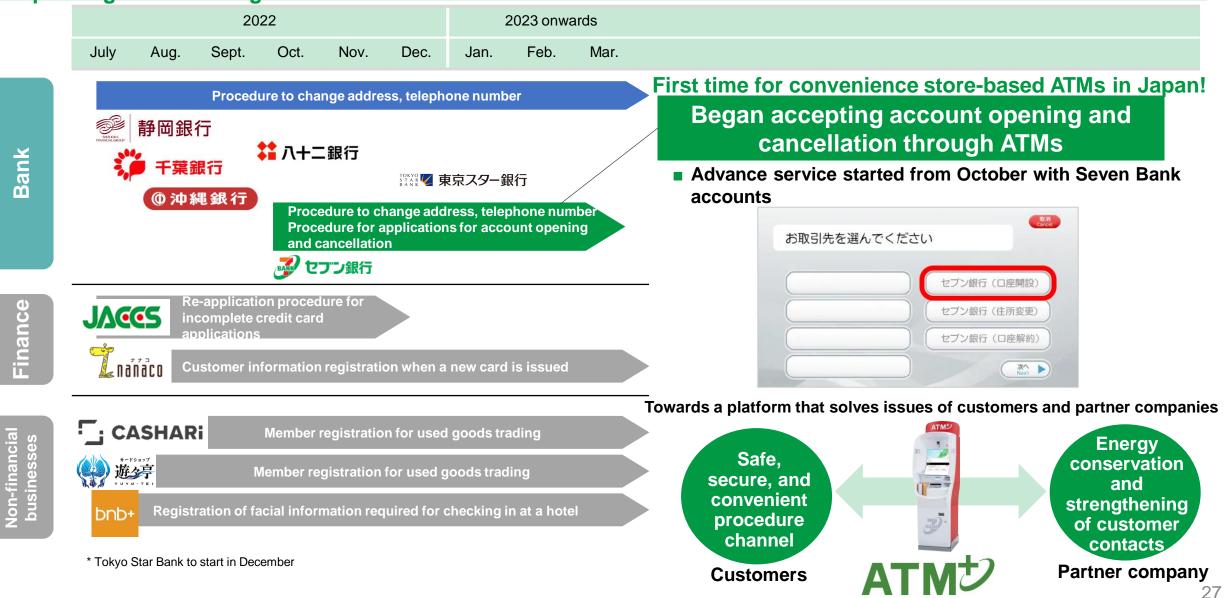
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#### Seven Bank's Vision: Aim for diversification by going beyond the wishes of our customers and partners



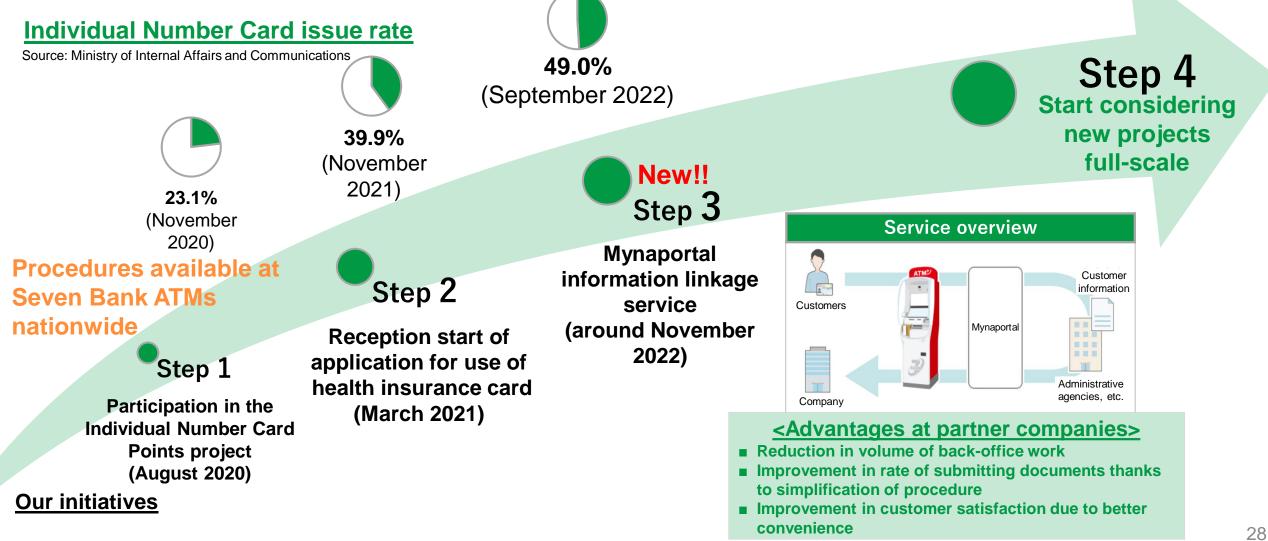


## Realize a world where ATMs serve as the service counter for all sorts of procedures and authentications: Expanding advance usage



#### Create new values for ATMs through the use of Individual Number Card

We will continue to develop and deploy new services as the only ATM that offers services using the Individual Number Cards





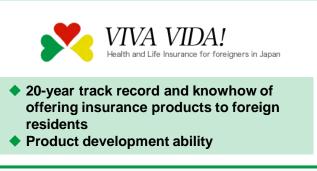
# Comprehensive support for the financial and daily life of foreign residents and become their preferred service of choice

Acquisition of a small amount and short-term insurance company in November 2022 to add insurance to the lineup of financial services for foreign residents



- Offer multiple financial services to foreign residents
- Multi-language contact centers and ATM screen



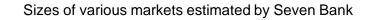


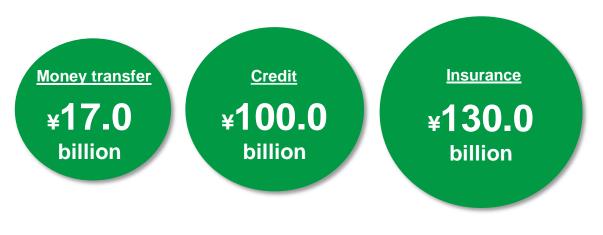
Company profile

Name: Viva Vida Medical Life Co., Ltd. [Kanto Local Finance Bureau (registration no. 51)]

Business: Insurance for foreign residents

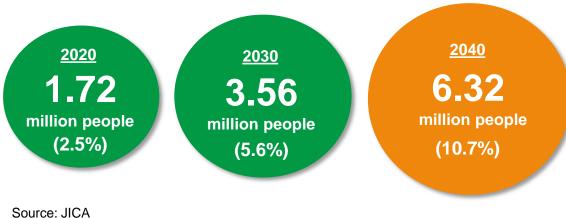
## Offer comprehensive support of financial services to foreign residents in Japan





## The number of foreign residents is expected to continue increasing

Estimated number of foreign workers in Japan (The figures in parentheses are the share in Japan's workforce population)





#### **Overview of Medium-Term Management Plan (FY2021-FY2025)**

[Repost of the Medium-Term Management Plan materials]

We give concrete shape to the second phase of growth with focus on "growth strategy," "contributions to solving social issues," and "corporate transformation."

Growth Strategy			ATM Platform Business	
Evolve from cash platform to ATM+	Domestic business	Growth	Retail strategy	
Expand growth fields that come after ATMs by leveraging our strengths (business diversification)		Growin	Corporate strategy	
	Overseas business			

#### **Contribution to solving social issues**

Review basic policy and structure of sustainability promotion

Further develop initiatives for the five materialities

Cooperation with the group and external contractors for solving environmental issues

#### **Corporate transformation**

Reform into an organization where independent human resources can take an active part

Innovation of business model and process with focus on data utilization and efficiency improvement



Integrated Report

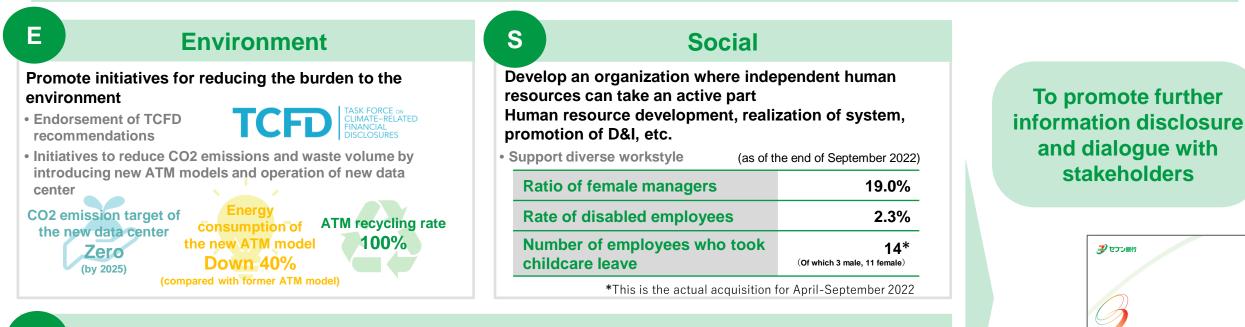
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社会課題解決への優赦

#### Contribution to solving social issues

#### Promote company-wide ESG initiatives for realizing sustainable growth

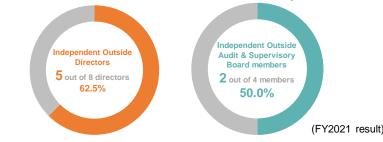


#### G

#### Governance

## Strengthen corporate governance by ensuring diversity of the Board of Directors and improving its effectiveness





Average attendance rate of outside directors at meetings of the Board of Directors and Board of Corporate Auditors



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統合報告書

F-770-37+-14

021年4月1日~2022年3月31日





#### Statement of Income <Consolidated>

BANK	SEVEN	BANK
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(Billion yen)

	FY2021		FY2022			
	Res	Results		H1 results		Plan
	H1	Full year		Changes from FY2021	Difference with plan	Full year
Ordinary income	67.4	136.6	73.8	6.4	1.3	149.0
Ordinary expenses	52.3	108.4	59.3	7.0	0.3	121.0
Ordinary profit	15.0	28.2	14.5	(0.5)	1.0	28.0
Net income attributable to owners of the parent	10.8	20.8	9.7	(1.1)	0.2	19.5

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:

FY2021 1H \$1 = ¥107.82, FY2021 full year \$1 = ¥109.90, FY2022 1H \$1 = ¥123.14, FY2022 full year plan \$1 = ¥131.00 (initial plan: \$1 = ¥114.00)



#### Statement of Income <Seven Bank>



(Billion yen)

	FY2021		FY2022			(=
	Results					Plan
	H1	Full year	H1 results	Changes from FY2021	Difference with plan	Full year
Ordinary income	54.6	110.2	58.6	4.0	1.1	116.5
ATM-related fee income	48.2	97.1	51.2	3.0	0.8	101.8
Ordinary expenses	39.9	81.8	43.3	3.4	(0.7)	89.0
Interest expenses	0.2	0.5	0.2	0	0	0.5
ATM placement fee expenses	8.2	16.5	8.5	0.3	0	17.2
Outsourcing expenses	10.6	21.7	11.1	0.5	(0.3)	23.1
Maintenance fees	1.9	3.9	1.8	(0.1)	(0.2)	4.1
Depreciation and amortization	7.2	14.9	8.2	1.0	(0.3)	17.4
Ordinary profit	14.7	28.4	15.2	0.5	1.7	27.5
Extraordinary income and losses	(0.1)	(1.7)	(0.4)	(0.3)	(0.4)	0
Total income taxes	4.4	8.5	4.7	0.3	0.7	8.5
Net income	10.0	18.1	10.0	(0)	0.5	19.0
EBITDA	21.9	43.3	23.4	1.5	1.4	45.0
No. of ATMs installed at end of term (units)	25,936	26,253	26,525	589	(87)	26,953
ATM-related fee income per transaction (yen)	109.8	108.8	109.0	(0.8)	(1.5)	109.5
Daily average transactions per ATM (transactions/ATM/day)	95.2	96.5	99.7	4.5	3.4	97.7
Total number of transactions (million)	447	910	479	32	14	948

#### 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.



#### Statement of Income <FCTI>



(Million USD)

	FY2021 (Jan.–Dec.)		FY2022 (Jan.–Dec.)			
	Results		H1 results			Plan
	H1	Full year	(JanJune)	Changes from FY2021	Difference with plan	Full year
Ordinary income	106.8	206.3	92.1	(14.7)	(5.4)	204.6
Ordinary expenses	92.9	189.9	90.9	(2.0)	(0.1)	191.1
Interest expenses	7.6	14.7	8.8	1.2	0.9	21.9
ATM placement fee expenses	55.0	107.4	50.9	(4.1)	(1.7)	106.2
Outsourcing expenses	7.0	13.7	6.4	(0.6)	0.4	12.3
Maintenance fees	6.1	13.3	7.7	1.6	0.4	14.6
Depreciation and amortization	3.1	6.3	3.2	0.1	(0.1)	6.8
Ordinary profit	13.9	16.4	1.1	(12.8)	(5.3)	13.4
Extraordinary income and losses	(0.1)	0	(0.0)	0.1	(0.0)	0
Net income	13.5	35.9	0.9	(12.6)	(4.9)	12.2
EBITDA	17.0	22.7	4.4	(12.6)	(2.9)	18.8
No. of ATMs installed at end of term (units)	9,006	9,004	8,692	(314)	(78)	8,818
At SEI (units)	8,651	8,688	8,692	41	(78)	8,818
Daily average transactions per ATM (transactions/ATM/day)	54.1	52.9	51.2	(2.9)	(4.8)	54.8
At SEI (transactions/ATM/day)	58.3	55.8	51.2	(7.1)	(4.8)	54.8
Total number of transactions (million)	91.8	177.8	78.6	(13.2)	(10.1)	175.4

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.



#### Statement of Income <Other Subsidiaries>



(Million yen)

	FY2021		FY2022				
BBB	Results		H1 results			Plan	
セブン銀行の100%子会社 バンク・ビジネスファクトリー	H1	Full year		Changes from FY2021	Difference with plan	Full year	
Ordinary income	938	2,423	1,337	399	173	2,700	
Ordinary expenses	1,016	2,384	1,506	490	279	2,500	
Ordinary profit	(78)	39	(169)	(91)	(107)	200	
Net income	(53)	27	(113)	(60)	(51)	138	
株式会社 セプン・ペイメントサービス セプン銀行100%子会社	FY2021		FY2022				
	Results		H1 results			Plan	
	H1	Full year		Changes from FY2021	Difference with plan	Full year	
Ordinary income	207	447	243	36	(13)	599	
Ordinary expenses	157	338	204	47	(69)	597	
Ordinary profit	49	108	38	(11)	55	2	
Net income	41	8.9	32	(9)	49	1	

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.



#### Statement of Income < Other Subsidiaries>



Statement of Income <other subsidiaries=""></other>						(Million yen)	
	FY2021 (JanDec.)						
IATMi	Results					Plan	
PT. Abadi Tambah Mulia Internasional	H1	Full year	H1 results (JanJune)	Changes from FY2021	Difference with plan	Full year	
Ordinary income	585	1,524	1,706	1,121	144	3,894	
Ordinary expenses	417	1,190	1,363	946	(79)	3,433	
Ordinary profit	167	333	343	176	223	461	
Net income	167	301	343	176	223	394	
	FY2021 (Jan.–Dec.)		FY2022 (Jan.–Dec.)				
Pito AxM	Results					Plan	
Platform, Inc.	H1	Full year	H1 results (JanJune)	Changes from FY2021	Difference with plan	Full year	
Ordinary income	70	493	879	809	(163)	2,981	
Ordinary expenses	209	787	899	690	(369)	3,232	
Ordinary profit	(138)	(294)	(20)	118	206	(251)	
Net income	(138)	(241)	(21)	117	205	(251)	

Note: 1. Exchange rate:

FY2021 1H IDR 100 = ¥0.755, FY2022 1H IDR 100 = ¥0.852

FY2021 1H PHP 1 = ¥2.233, FY2022 1H PHP 1 = ¥2.358

2. The first half of ATMi and PAPI is from Jan. to June.

3. The figures for the first half of the fiscal year ending December 2021 for PAPI are results for the period from February to June 2021.

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



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