

# Financial Results for the Third Quarter of Fiscal 2010

February 2011



**SEVEN BANK**



The operating environment remains adverse, mainly due to the decline in non-bank transactions, but ordinary income and net profit are in line with targets.

- Total ATM usage has risen steadily, up 4.0% year on year.
  - Partner-bank transactions···up 7.6% year on year
  - Non-bank transactions···down 18.5% year on year
- Number of ATMs has increase 5.3% year on year.

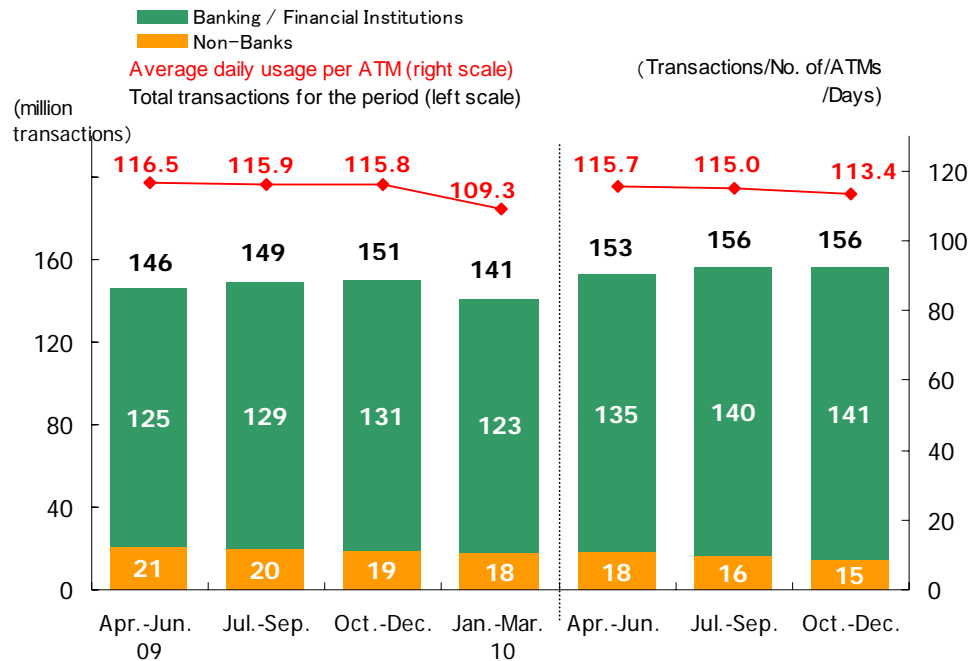
# Income statement (summary)

(Unit : Billion yen)

	FY09 3Q Actual results	FY10 3Q Actual results	Changes from FY09 3Q results (%)	FY10 Full year plan
Ordinary income	68.1	<b>64.4</b>	△ 5.4	85.2
ATM-related fee income	65.4	<b>61.8</b>	△ 5.5	81.9
Ordinary expenses	43.6	<b>42.3</b>	△ 2.7	57.8
General and administrative expenses	34.3	<b>33.1</b>	△ 3.5	45.4
Ordinary profit	24.5	<b>22.0</b>	△ 10.1	27.4
Extraordinary gain (loss)	△0	<b>△0</b>	—	△0
Income taxes	9.9	<b>8.9</b>	△ 9.9	11.1
Net income	14.4	<b>13.0</b>	△ 10.0	16.2
No. of ATMs installed at end of term (units)	14,339	<b>15,104</b>	+765(units)	15,400 est
Total no. of transactions (millions)	448	<b>466</b>	+18(millions)	617
Daily average transactions per ATM (Transactions /ATM /day)	116.1	<b>114.7</b>	△1.2	113.5

Notes: Amounts less than unit have been truncated.  
Changes from the previous fiscal year and changes from its initial plan have been compared in units of one million yen (for total transactions, one thousand units), and amounts less than this unit have been truncated.

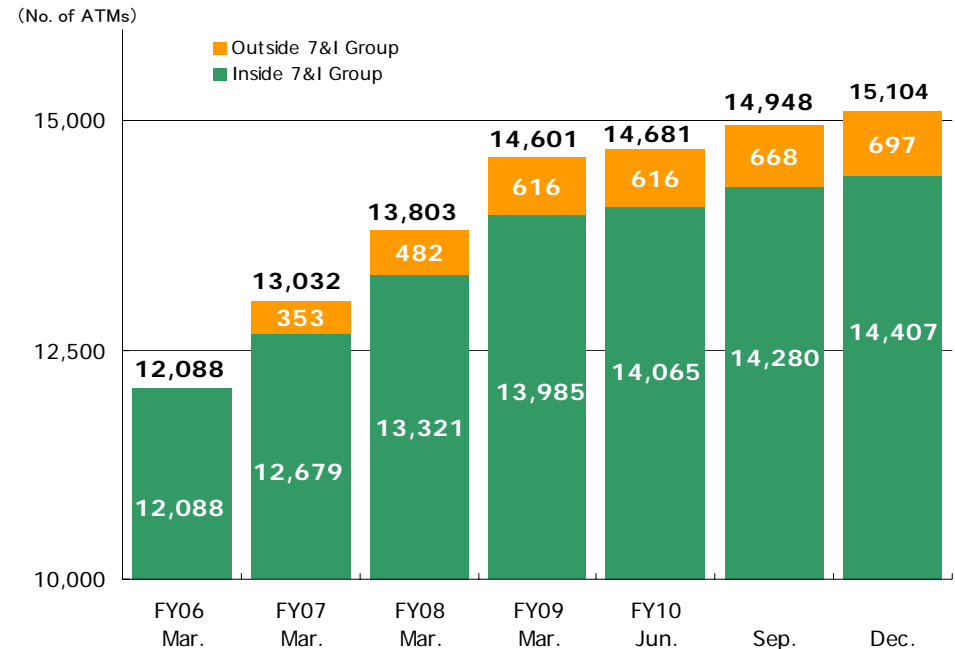
## ATM usage



Notes: 1. Total transactions and average daily usage per ATM for the period exclude balance inquiries, e- money charges, PIN changes and daily withdrawal limit changes.  
2. Total transactions for the period have been truncated at one million. Average daily usage per ATM have been truncated at the first decimal place.

- Total ATM usage is up on the back of expansion of our installed unit base and steady growth in partner-banking financial institution transactions.
- Average daily usage has decreased due to reduced non-bank transactions

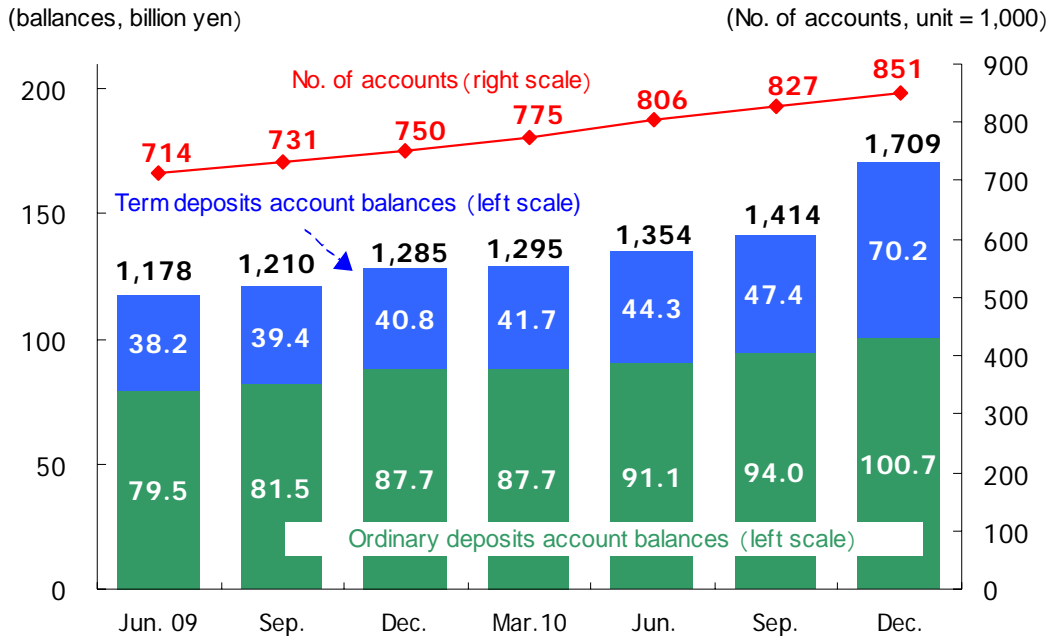
## Trend in number of ATMs



Notes : Balance is the number as of the month-end.

- Number of ATMs installed in 7&I Group stores is rising smoothly, mainly due to the opening of new Seven-Eleven stores.
- Outside 7&i Group, we are installing ATMs mainly within commercial facilities.

## Individual account



Notes : Balance is the number as of the month-end.

• From November 22, 2010, we offered a special promotional interest rate on term deposits.

## Loan Services (launched on Jan. 25, 2010)

	As of Dec. 31, 2010
Contracts	7 thousand
Balance	4.2 billion yen

- Positioned as a basic account features
- While keeping a keen eye on personal loan market trends, we expand it judiciously and steadily

## ATM business / New business

- New and replacement installation of 3G ATMs ( from November 2010 )
  - FY2010 Achieve installed of around 350 units
  - FY2011 Achieve installed of around 3,000 units
  - FY2015 1H Replace all existing ATMs
  
- International Money Transfer
  - From March 2011 Internet services plan to launch
  - From mid-fiscal 2011 ATM services plan to launch
  
- Daiwa Securities cards accepted at Seven Bank ATMs and ATM management outsourced to Seven Bank (from around March 2011)
  - Seven Bank will also roll out around 140 ATMs at 120 of Daiwa Securities branches

## Capital policy

- Buyback of own shares up to 30,000 shares or 5 billion (from November 2010 to February 2011)
  - [Progress] (As of Dec. 31)
    - Number of shares bought back 15,636
    - Total buyback price 25 billion yen

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