

# **Financial Results**

**for First Quarter of Fiscal 2022**

## Today's Agenda

**01 Financial Results for First Quarter of  
Fiscal Year Ending March 31, 2023**



**02 Progress in Implementation of Growth Strategy**

**03 APPENDIX**



# **01 Financial Results for First Quarter of Fiscal Year Ending March 31, 2023**

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

### Key points of the first quarter results

- ◆ Lower ordinary profit on higher ordinary income compared with the same period a year ago, but the results outperformed the plan.
- ◆ The Japanese ATM business was strong both in terms of the number of transactions and ATMs.
- ◆ Financial services for individuals were steady in general.
- ◆ The overseas business expanded the ATM network, primarily in Asia.

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

**Ordinary income:** Increased mainly due to an increase in the number of ATM transactions reflecting return of people and a recovery in fund demand

**Ordinary Profit:** Declined primarily owing to an increase in expenses incurred by continuous growth investment, etc.

|                            | Results for three months<br>ended June 2022 | Year-on-year change | Rate of progress in<br>the first half plan |
|----------------------------|---|---------------------|--|
| <b>Ordinary<br/>income</b> | <b>¥35.8 billion</b>                        | <b>+7.1%</b>        | <b>49.3%</b>                               |
| <b>Ordinary<br/>Profit</b> | <b>¥7.3 billion</b>                         | <b>(3.9)%</b>       | <b>54.0%</b>                               |
| <b>Net income</b>          | <b>¥4.9 billion</b>                         | <b>(9.2)%</b>       | <b>51.5%</b>                               |
| <b>EBITDA</b>              | <b>¥11.8 billion</b>                        | <b>+3.5%</b>        | <b>—</b>                                   |

- 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: \$1 = ¥116.34  
 5. All EBITDA in these materials are Ordinary profit + Depreciation and amortization.

## Trend of First Quarter Performance [Consolidated]

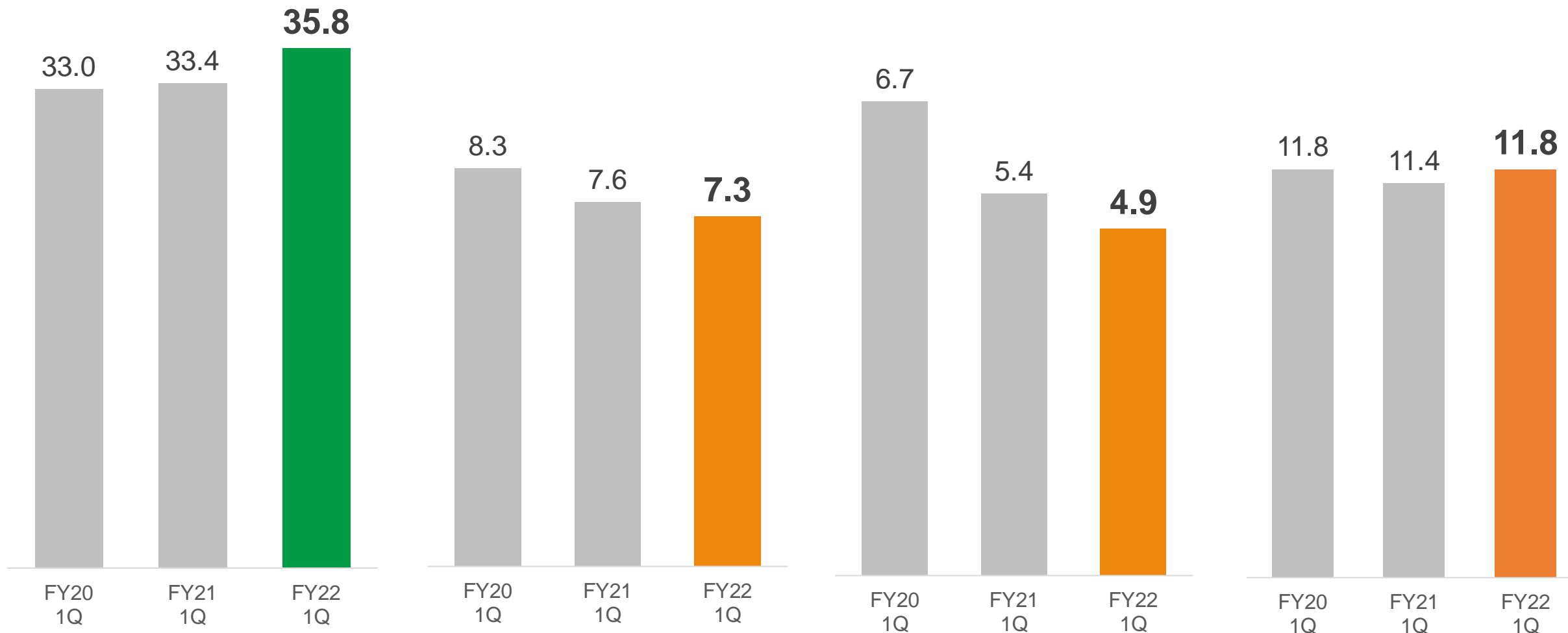
(Billion yen)

### Ordinary income

### Ordinary profit

### Net income

### EBITDA

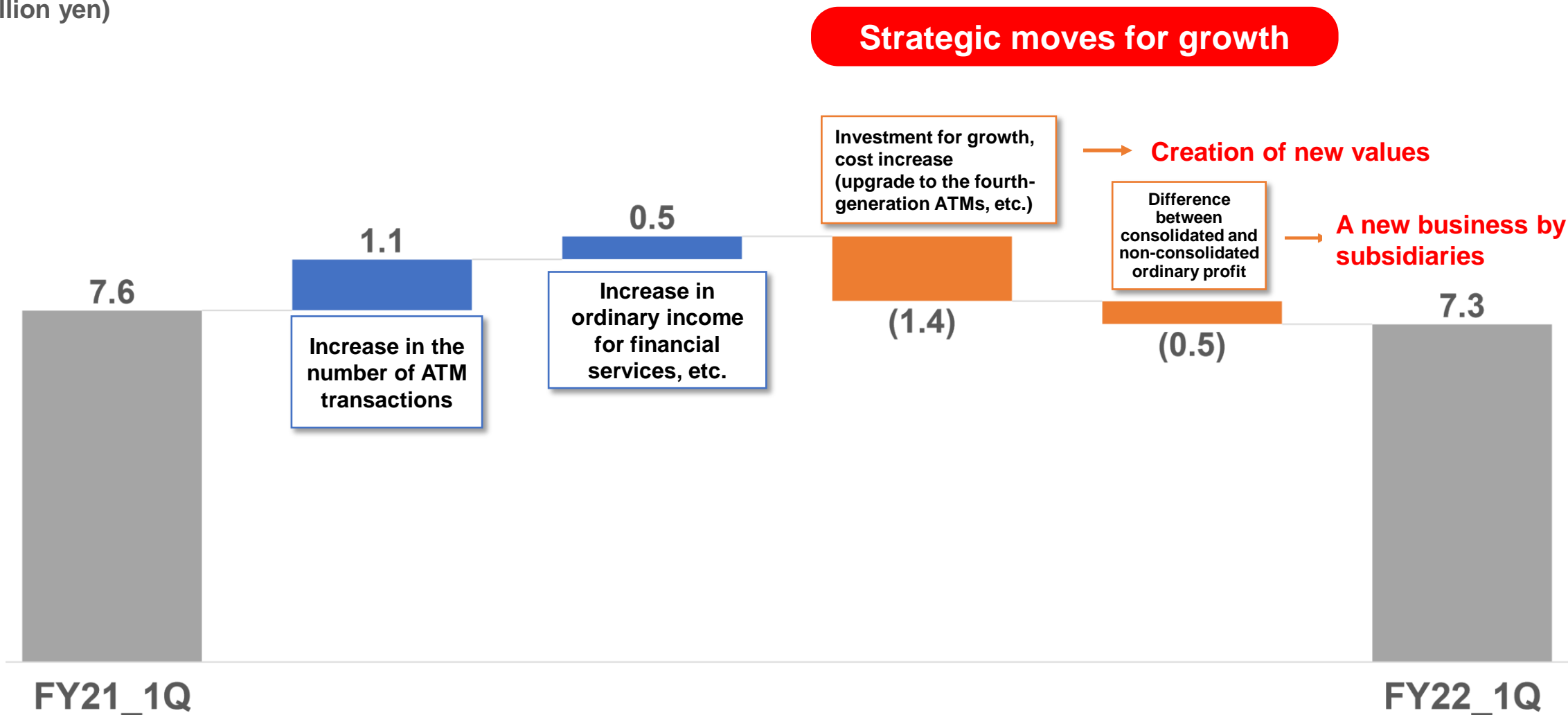


Note: Amounts less than one hundred million yen have been truncated.

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

- While ordinary income rose as the number of ATM transactions increased, ordinary profit declined by ¥300 million due mainly to higher expenses from continued investment in growth, etc.

(Billion yen)



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

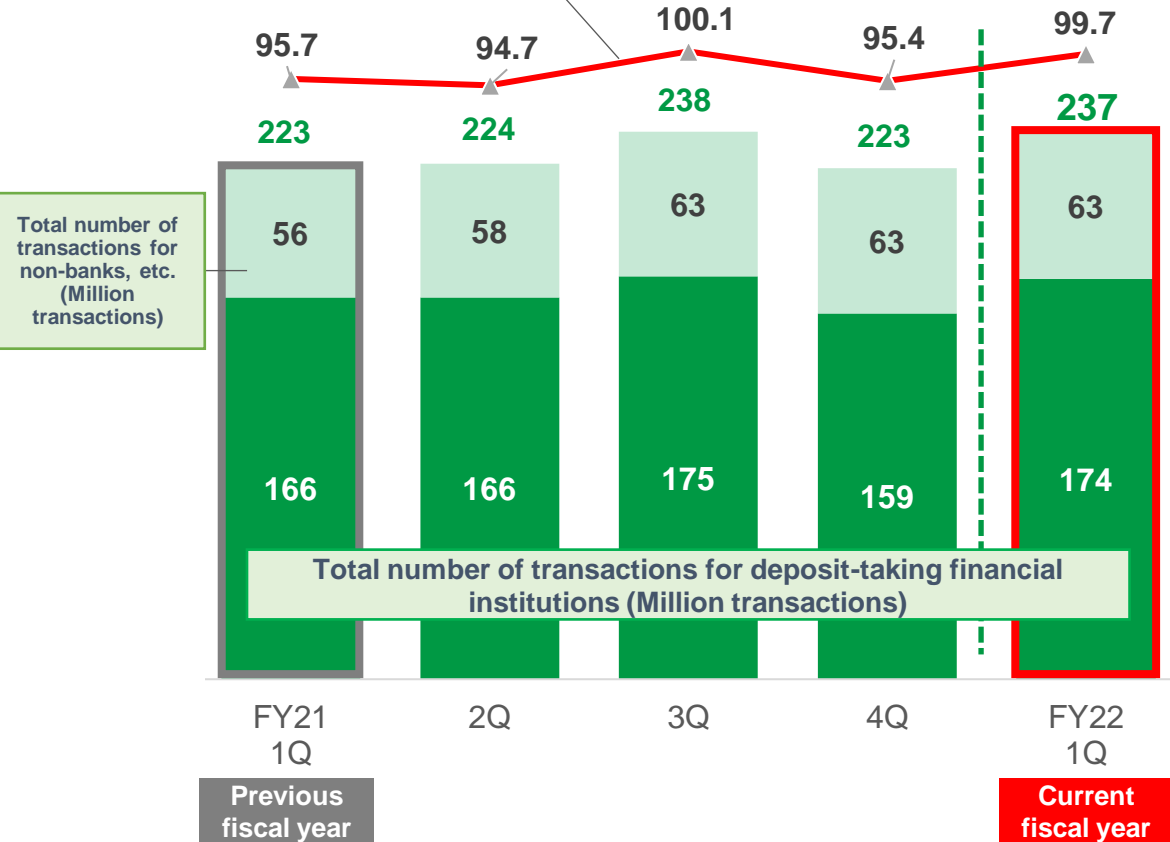
## Key Figures Related to Domestic Business (ATM)

### ATM Usage

- Average number of transactions: **+4.0**;  
Total number of transactions: **+14 million**

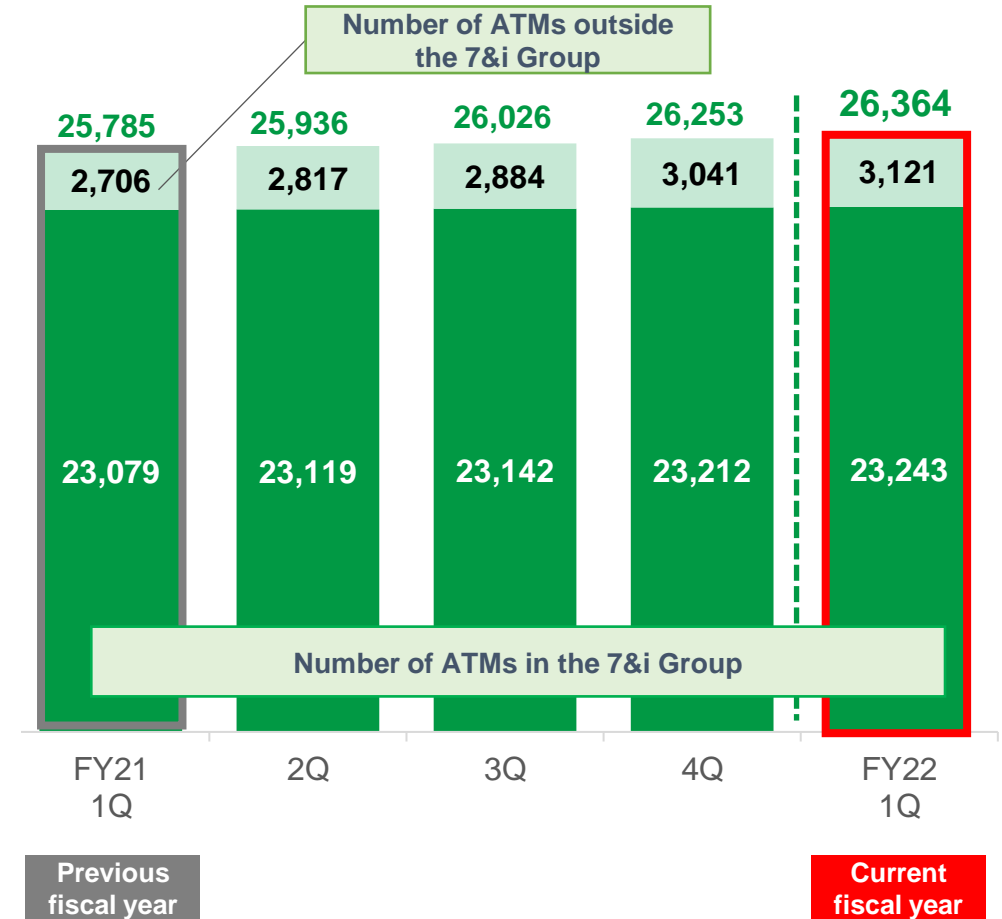
Daily average transactions per ATM

(Transactions/day/ATM)



### Number of ATMs

- **+579** (7&i Group: +164; outside the group: +415)



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 these materials, securities, life insurance, credit card, consumer credit and consumer financing companies are all referred to as "non-banks, etc."

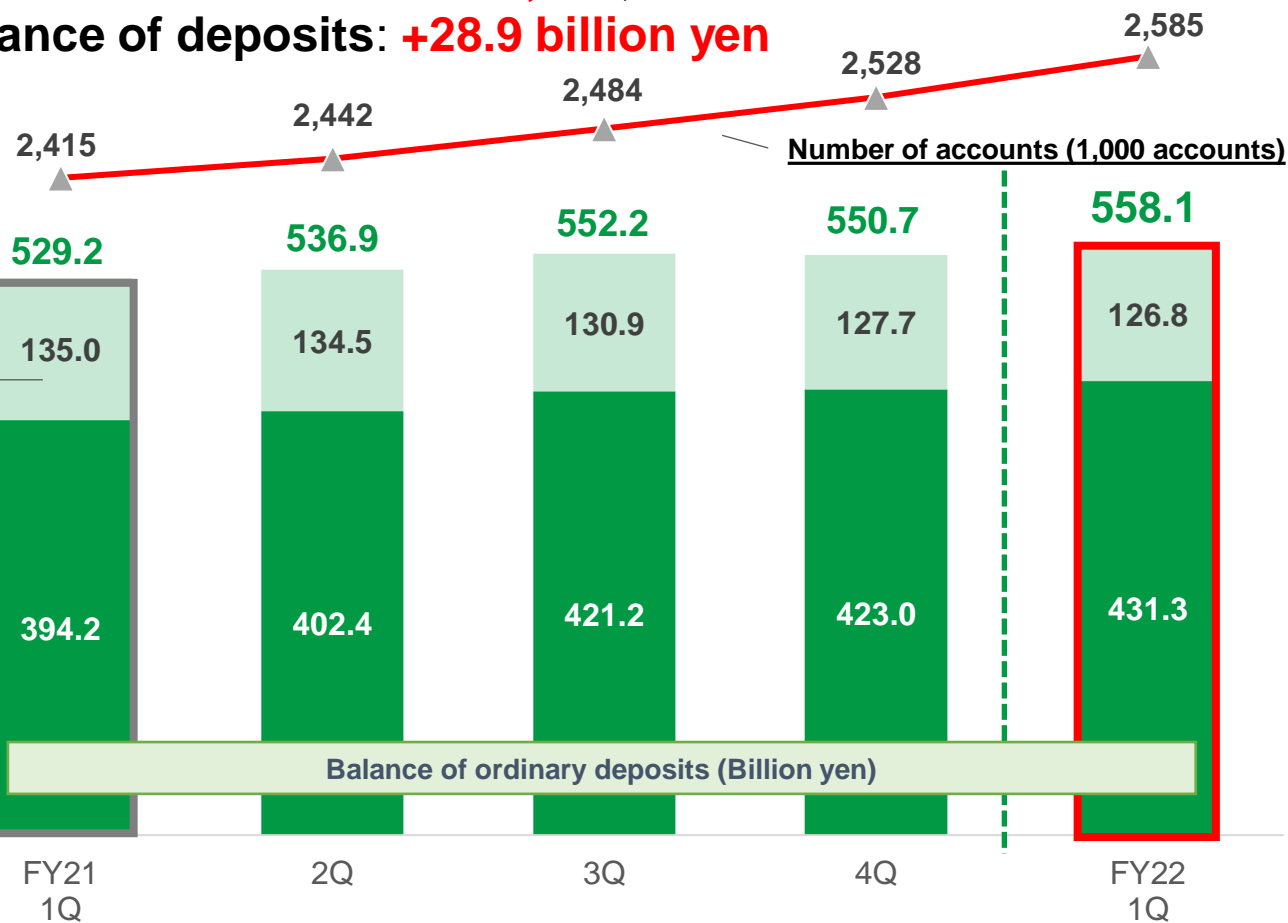
4. ATM-related fee income per transaction: ¥109.2 for FY22 1Q \*ATM-related fee income per transaction = ATM-related fee income / (Total of transactions – Total of transactions without ATM-related fee income [i.e. sales proceeds deposits])



## Key Figures Related to Domestic Business (Deposit)

### Trend in the number of accounts and balance of deposits (individual)

- Number of accounts: **+170,000**;  
Balance of deposits: **+28.9 billion yen**



Previous  
fiscal year

Current  
fiscal year

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



#### FY2022 1Q (Apr.–June) transactions

**¥10.6 billion**

+ ¥0.4 billion vs. FY2021 4Q (Jan.–Mar.)

#### FY2022 1Q (Apr.–June) number of transactions

**851,000**

+ 16,000 vs. FY2021 4Q (Jan.–Mar.)

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.

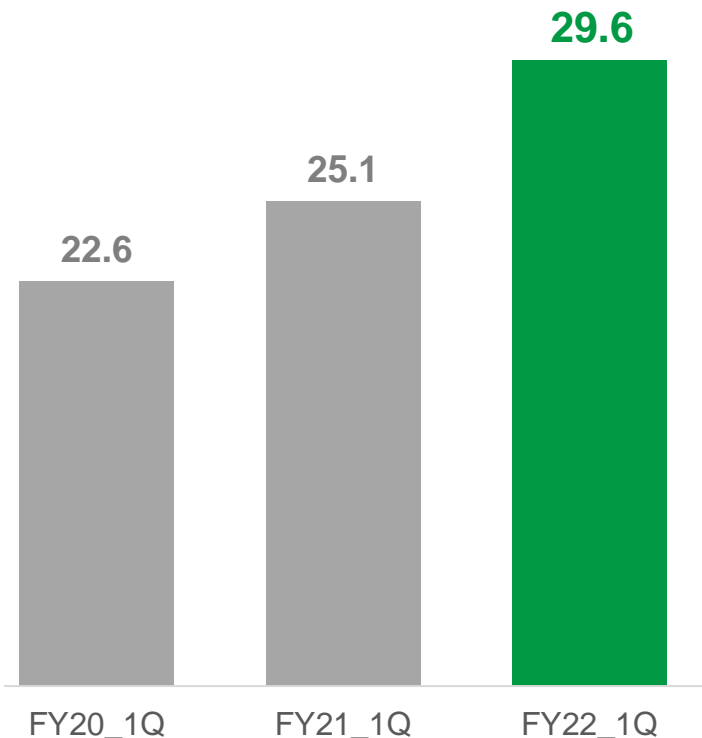
## Key Figures Related to Domestic Business (Financial Services)

### Personal loan services

- Recovery in fund demand, etc.:  
**+ 4.5 billion yen**

Note: Including services offered by Credd Finance

Balance at end of period  
(Billion yen)

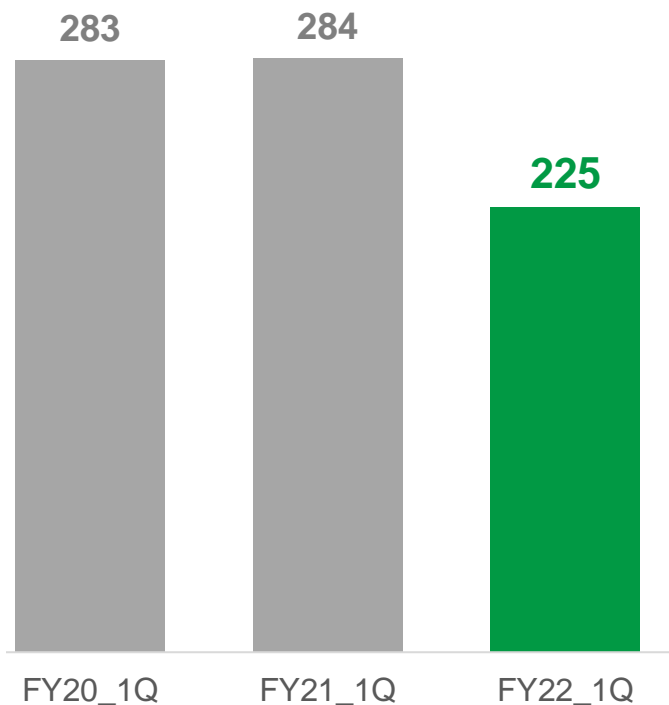


### International money transfer services

- Impact of stricter rules:  
**(59) thousand**

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

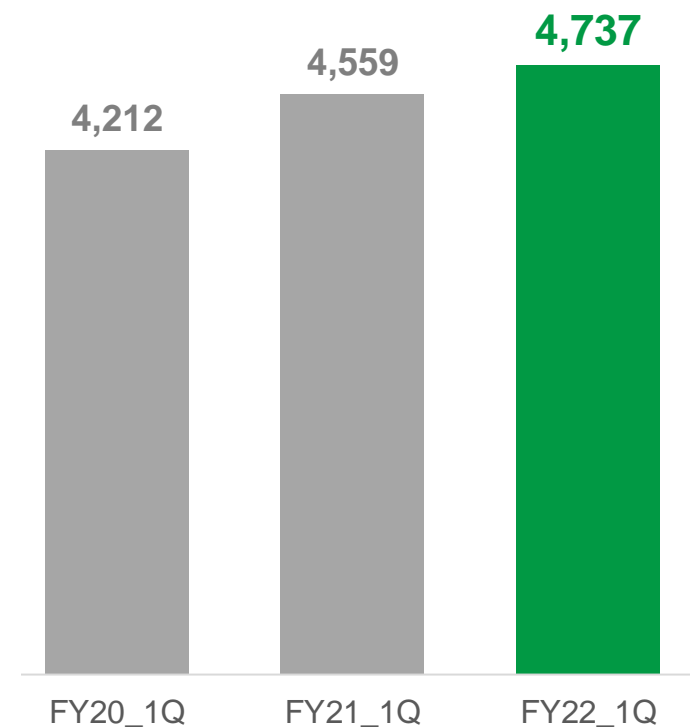
Number of transactions  
(Thousands of transactions)



### Debit services

- Increase in transactions from a growth in the number of accounts  
**+178 thousand**

Number of transactions  
(Thousands of transactions)



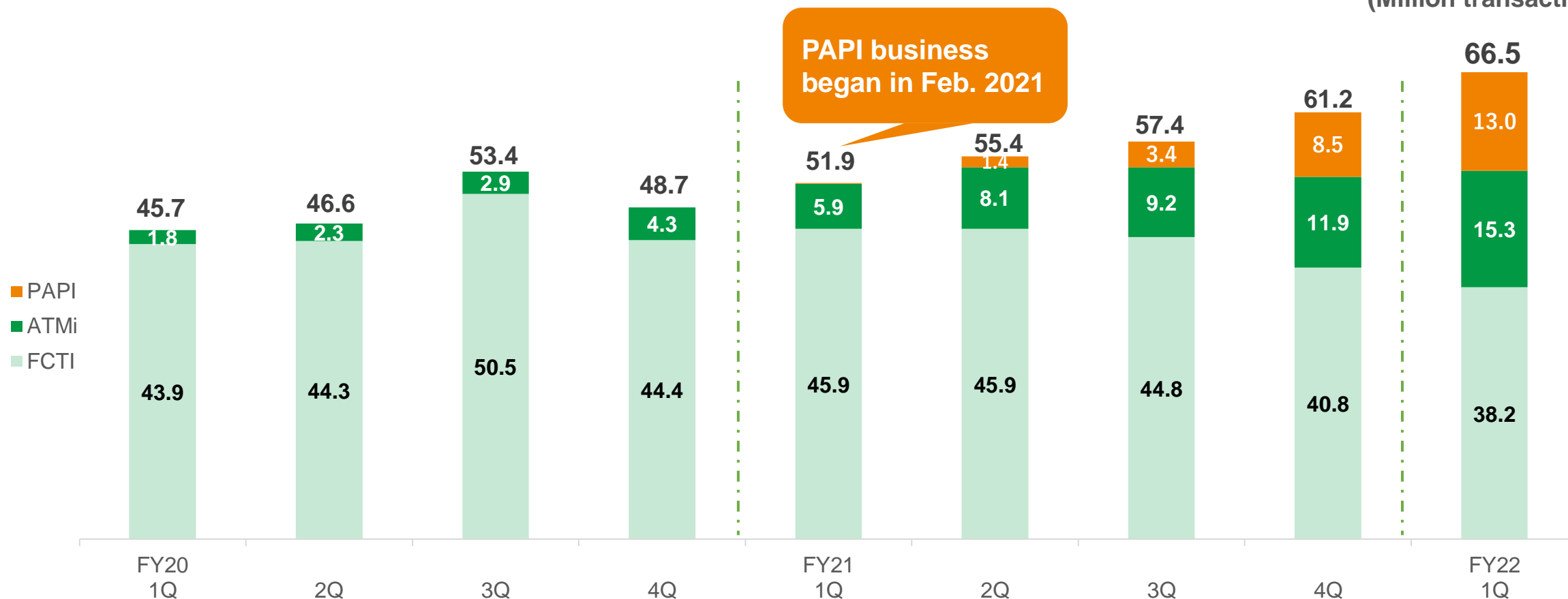
Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.  
2. Previous-year comparisons are based on the units used in these materials.

## Overseas Business: Overview

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

- Operating the ATM business in three countries outside Japan: the U.S. (FCTI), Indonesia (ATMi), the Philippines (PAPI)  
In Southeast Asia, the number of transactions increased greatly as the installation of ATMs expanded.

(Million transactions)



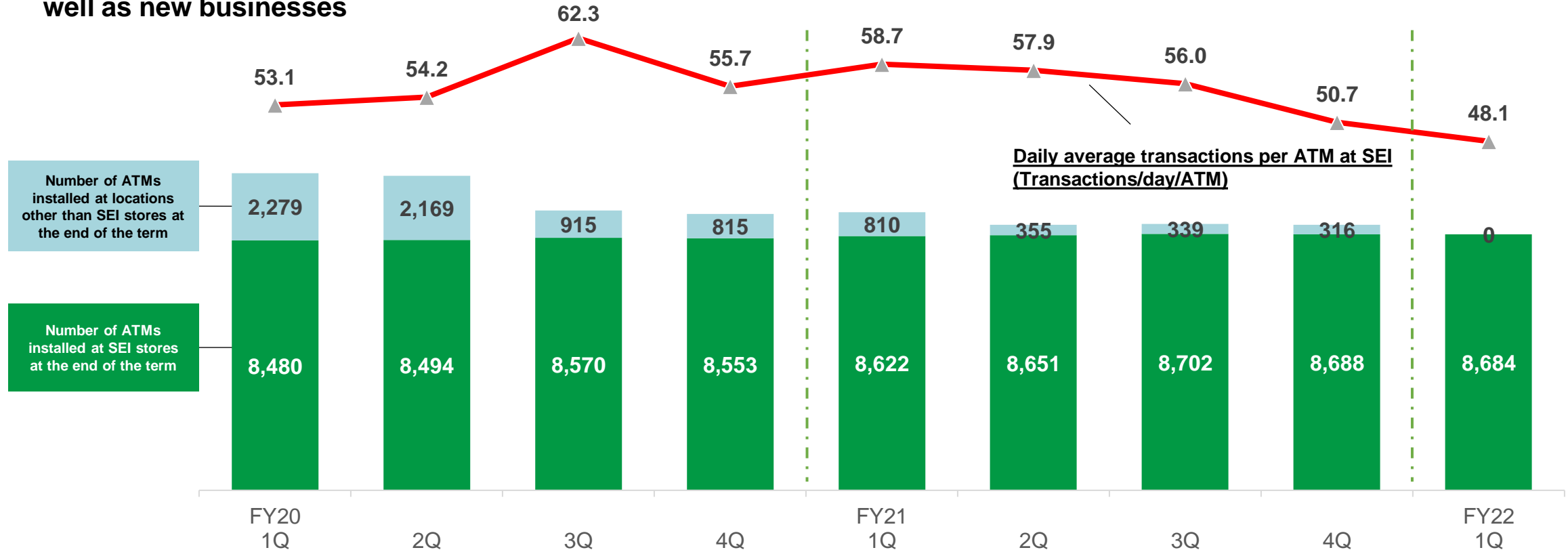
Note: 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)

## Overseas Business: U.S.

## U.S.

**FCTI**  
 NATIONWIDE ATM NETWORK

- Removed unprofitable ATMs outside SEI stores; to focus on income diversification of ATMs installed at SEI stores as well as new businesses



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

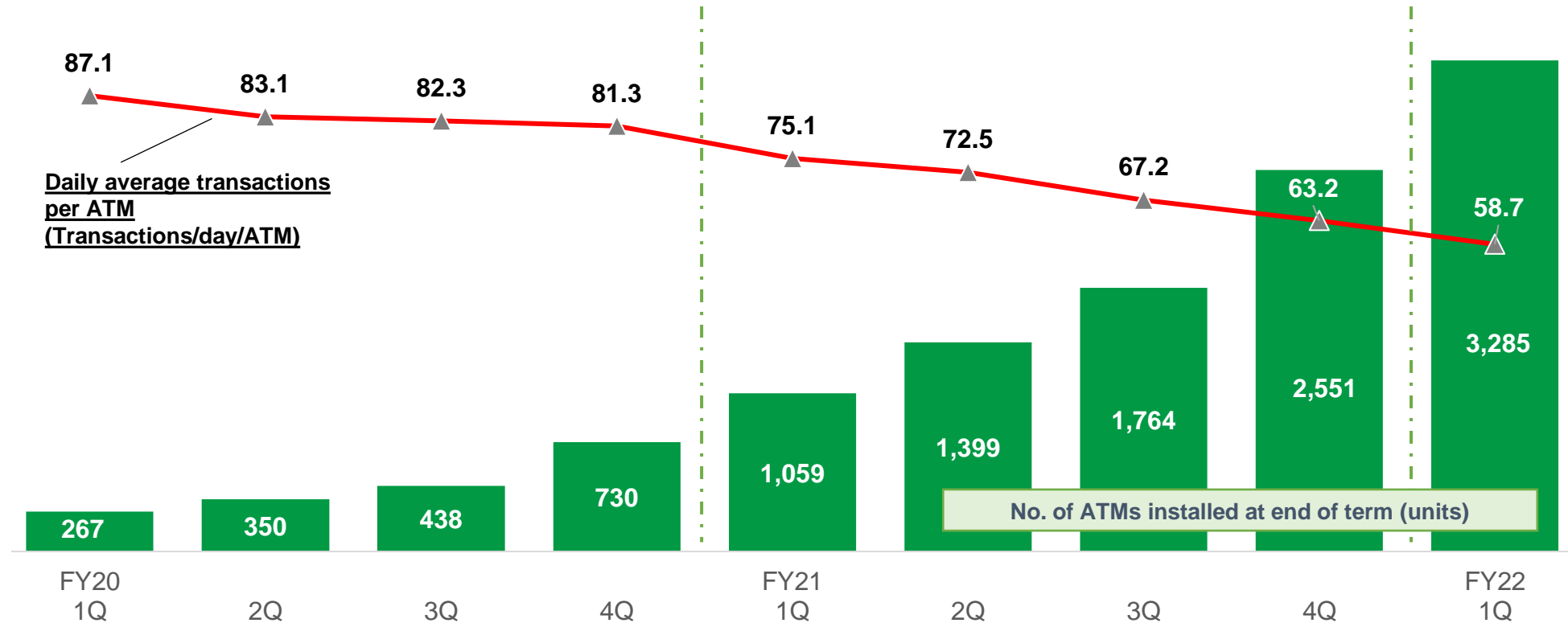
● **The number of ATMs as of the end of June 2022 was 8,696 (preliminary)**  
 \*Completed removing ATMs outside SEI outlets  
**=> 8,818 units in the plan for fiscal year ending December 2022**  
 (the number of units as of the end of the period)

## Overseas Business: Indonesia



## Indonesia

- Installation of ATMs expanded steadily. While the number of ATM transactions immediately after the installation is low, the daily average transactions rise as more customers become aware of it with the passage of time.



Notes: 1. Total number of transactions for ATMs in Indonesia includes balance inquiries.

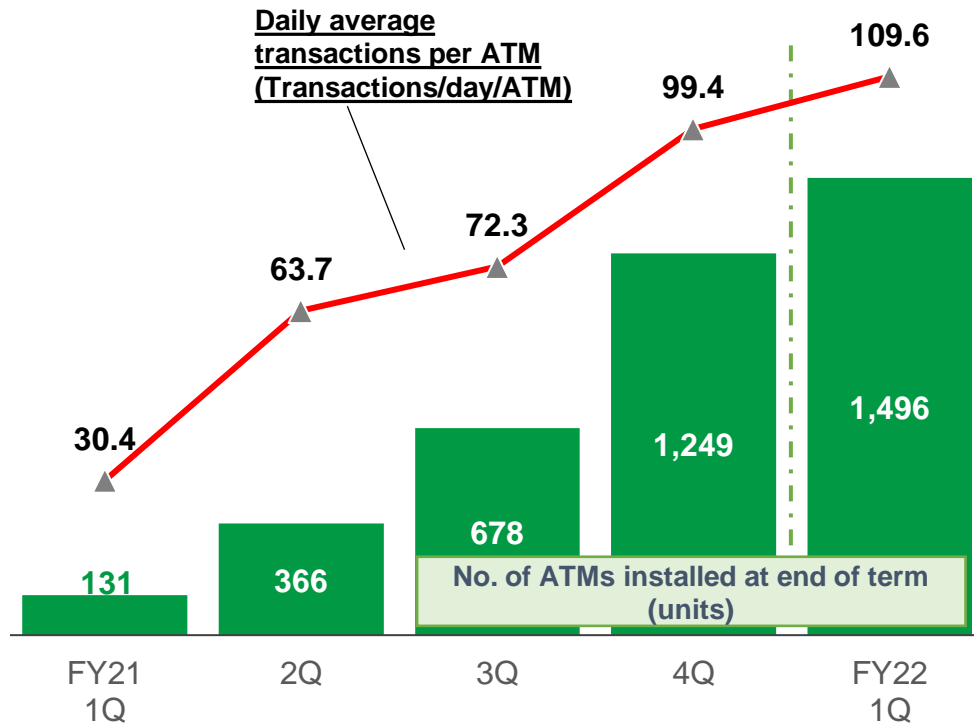
2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)

- **The number of ATMs as of the end of June 2022 was 4,050 (preliminary)**  
**=> 5,500 units in the plan for fiscal year ending December 2022**  
 (the number of units as of the end of the period)

## Overseas Business: Philippines

### Philippines

- Installation of ATMs expanded steadily. Began a tie-up with Landbank in May.  
We will continue to focus on acquiring tie-up partners and increase the number of transactions.



**LANDBANK**



- The number of ATMs as of the end of June 2022 was 1,800 (preliminary)

**=> 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.)



# **02 Progress in Implementation of Growth Strategy**

## Strategy with focus on growth fields

### External environment



Popularization of cashless settlement methods



Needs for Individual Number utilization and receiving benefits



Stricter identity verification and information management

### Strategy

#### Medium-Term Management Plan

| Growth Strategy  |        |                       |
|--|--------|-----------------------|
| Evolve from cash platform to ATM+  |        |                       |
| Expand growth fields that would follow the ATM business by leveraging our strengths (business diversification) |        |                       |
| Domestic business  | Core   | ATM platform strategy |
|  | Growth | Retail strategy       |
|  |        | Corporate strategy    |
| Overseas business  |        | Overseas strategy     |

#### Various initiatives

QR Code settlement, reloading for regional currencies, etc.



ATM replacement needs stemming from issuance of new banknotes

Application for the Individual Number Card Points and receiving payments at ATMs



Identity verification at ATM

Streamline counter operations and strengthen customer contacts

### Growth fields

Response to the cashless era

¥12 trillion in settlement

Receipt of administrative benefits

1,741 municipalities in Japan

Counter services for all sorts of procedures and authentications

¥4 trillion in administrative costs

Notes: 1. The cashless market scale is based on the amount of settlements using QR Code.  
2. The number of municipalities is as of July 1, 2022.  
3. The administrative costs is our estimate.



## Expand advanced use of procedure application service utilizing authentication function

- Increase implementation of initiatives one by one from July to create a universal system that serves as the counter for all sorts of procedures and authentications.

Bank



Change of filed information  
such as address and  
phone number



静岡銀行



千葉銀行



沖縄銀行

TOKYO  
STAR  
BANK



東京スター銀行

Our own unique service that  
utilizes the functions of the  
4th generation ATM

ATM+



Expand tie-up partner  
companies/  
Expand areas and the number  
of ATMs offering these  
services  
(6,000 units in six prefectures)

Finance



Various procedures  
and information

JACCS



Non-financial  
businesses



Check-in, member  
application

CASHARi



カードショップ  
遊々亭  
YUYU-TEI

bnb+

Note: The services with the Bank of Okinawa to start from August and the Tokyo Star Bank from October onwards.

## New initiatives for improving user convenience and income

### ■ Start dynamic currency conversion (DCC) service using cards issued outside Japan

Settlement currency can be selected when using ATM  
=> Respond to foreign exchange needs of foreign travelers

[Screen of the 4th generation ATM]

SEVEN BANK

Please choose the currency to be charged to your account.

|                     |                         |
|---------------------|-------------------------|
| Cash Withdrawal     | 100,000 JPY             |
| 出金額                 |                         |
| ATM Transaction Fee | 220 JPY                 |
| ご利用手数料              |                         |
| Total Amount        | 100,220 JPY             |
| 合計金額                |                         |
| Exchange Rate       | 100 USD = 11,582.20 JPY |
| 為替レート               |                         |
| Converted Amount    | 865.23 USD              |
| 請求金額                |                         |

3.5 % conversion fee included

Make sure you understand the costs of currency conversion as they may be different depending on whether you select your home currency or the transaction currency.

100,220 JPY 865.23 USD

[Screen of the 3rd generation ATM]

SEVEN BANK

Please choose the currency to be charged to your account.

|                     |                         |
|---------------------|-------------------------|
| Cash Withdrawal     | 100,000 JPY             |
| 出金額                 |                         |
| ATM Transaction Fee | 220 JPY                 |
| ご利用手数料              |                         |
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| 為替レート               |                         |
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| 請求金額                |                         |

3.5 % conversion fee included

Make sure you understand the costs of currency conversion as they may be different depending on whether you select your home currency or the transaction currency.

100,220 JPY 865.23 USD

### ■ Start financial instrument brokerage service

Offer services that combine deposits and investment for beginner investors

=> Planning implementation of functions unique to retail service

9:41 AM 100%

お買い物投資コレカブ

資産状況

123,456 円

評価損益 ±0 円(±0%)

資産状況詳細へ

つみたて中の銘柄 つみたて設定一覧へ

① つみたて設定中の銘柄がありません。 つみたて設定をしてみましょう

メニュー

銘柄を探す お気に入り 保有銘柄 マーケット情報

バーコード検索

購入商品のバーコードで検索 クーポンGETのチャンス!

Service is expected to start from autumn 2022 onward\*.

\* We are currently in prior discussions with the concerned authorities regarding the financial instrument brokerage service, and we expect to release the service from autumn 2022 onward, provided the registration with the authorities is completed.



# **03 APPENDIX**

## Statement of Income <Consolidated>

(Billion yen)

|                          | FY2021 1Q | FY2022 1Q   |                           |                              |
|--------------------------|-----------|-------------|---------------------------|------------------------------|
|                          |           |             | Changes from<br>FY2021 1Q | Comparison<br>with FY2021 1Q |
| <b>Ordinary income</b>   | 33.4      | <b>35.8</b> | 2.4                       | 107.1%                       |
| <b>Ordinary expenses</b> | 25.8      | <b>28.5</b> | 2.7                       | 110.4%                       |
| <b>Ordinary profit</b>   | 7.6       | <b>7.3</b>  | (0.3)                     | 96.0%                        |
| <b>Net income</b>        | 5.4       | <b>4.9</b>  | (0.5)                     | 90.7%                        |
| <b>EBITDA</b>            | 11.4      | <b>11.8</b> | 0.4                       | 103.5%                       |

- Notes: 1. Exchange rates per USD 1 on the consolidated income statement  
FY2021 1Q \$1 = ¥106.09, FY2022 1Q \$1 = ¥116.34  
2. Net income is net income attributable to owners of the parent.  
3. All EBITDA in this material are Ordinary profit + Depreciation and amortization.  
4. Previous-year comparisons are based on the units used in these materials.

## Statement of Income <Seven Bank>

(Billion yen)

|                        | FY2021 1Q | FY2022 1Q | Changes from<br>FY2021 1Q | Comparison with<br>FY2021 1Q |
|------------------------|-----------|-----------|---------------------------|------------------------------|
| Ordinary income        | 27.3      | 29.0      | 1.7                       | 106.2%                       |
| ATM-related fee income | 24.1      | 25.4      | 1.3                       | 105.3%                       |
| Ordinary expenses      | 19.8      | 21.4      | 1.6                       | 108.0%                       |
| Ordinary profit        | 7.4       | 7.6       | 0.2                       | 102.7%                       |
| Net income             | 5.0       | 5.2       | 0.2                       | 104.0%                       |
| EBITDA                 | 11.0      | 11.6      | 0.6                       | 105.4%                       |

|  |        |        |       |        |
|--|--------|--------|-------|--------|
| No. of ATMs installed at end of term (units)                 | 25,785 | 26,364 | 579   | 102.2% |
| ATM-related fee income per transaction (yen)                 | 110.4  | 109.2  | (1.2) | 98.9%  |
| Daily average transactions per ATM<br>(transactions/ATM/day) | 95.7   | 99.7   | 4.0   | 104.1% |
| Total no. of transactions (million)                          | 223    | 237    | 14    | 106.2% |

Notes: 1. All EBITDA in these materials are Ordinary profit + Depreciation and amortization.  
2. Previous-year comparisons are based on the units used in these materials.

## Statement of Income &lt;FCTI&gt;


(Million USD)

|  | FY2021 1Q<br>(Jan.–Mar.) | FY2022 1Q<br>(Jan.–Mar.) | Changes from<br>FY2021 1Q    |        |
|--|--------------------------|--------------------------|------------------------------|--------|
|  |                          |                          | Comparison with<br>FY2021 1Q |        |
| Ordinary income  | 52.6                     | 44.9                     | (7.7)                        | 85.3%  |
| Ordinary expenses  | 46.2                     | 44.1                     | (2.1)                        | 95.4%  |
| Ordinary profit  | 6.3                      | 0.8                      | (5.5)                        | 12.6%  |
| Net income   | 6.1                      | 0.5                      | (5.6)                        | 8.1%   |
| EBITDA   | 7.9                      | 2.4                      | (5.5)                        | 30.3%  |
| No. of ATMs installed at end of term<br>(units)              | 9,432                    | 8,684                    | (748)                        | 92.0%  |
| At SEI (units)   | 8,622                    | 8,684                    | 62                           | 100.7% |
| Daily average transactions per ATM<br>(transactions/ATM/day) | 54.2                     | 48.1                     | (6.1)                        | 88.7%  |
| At SEI (transactions/ATM/day)                                | 58.7                     | 48.1                     | (10.6)                       | 81.9%  |
| Total no. of transactions (million)                          | 45.9                     | 38.2                     | (7.7)                        | 83.2%  |

- Notes: 1. Number of ATMs installed as of June 30, 2022 (preliminary data): 8,696 (at SEI stores)  
 2. The first quarter of FCTI is from Jan. to Mar.  
 3. Previous-year comparisons are based on the units used in these materials.

## Statement of Income &lt;Other Subsidiaries&gt;

(Million yen)

| <br><small>セブン銀行の100%子会社<br/>バンク・ビジネスファクトリー</small> | FY2021 1Q | FY2022 1Q | Changes from | Comparison with |
|--|-----------|-----------|--------------|-----------------|
|  |           |           | FY2021 1Q    | FY2021 1Q       |
| Ordinary income  | 437       | 610       | 173          | 139.5%          |
| Ordinary expenses  | 478       | 729       | 251          | 152.5%          |
| Ordinary profit  | (41)      | (118)     | (77)         | —               |
| Net income   | (28)      | (78)      | (50)         | —               |


(Million yen)

| <small>株式会社</small><br><b>セブン・ペイメントサービス</b><br><small>セブン銀行100%子会社</small> | FY2021 1Q | FY2022 1Q | Changes from | Comparison with |
|--|-----------|-----------|--------------|-----------------|
|  |           |           | FY2021 1Q    | FY2021 1Q       |
| Ordinary income  | 102       | 116       | 14           | 113.7%          |
| Ordinary expenses  | 73        | 95        | 22           | 130.1%          |
| Ordinary profit  | 28        | 20        | (8)          | 71.4%           |
| Net income   | 24        | 19        | (5)          | 79.1%           |


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

## Statement of Income &lt;Other Subsidiaries&gt;

(Million yen)

| <br>PT. Abadi Tambah Mulia Internasional | FY2021 1Q<br>(Jan.–Mar.) | FY2022 1Q<br>(Jan.–Mar.) |                           |                              |
|---|--------------------------|--------------------------|---------------------------|------------------------------|
|   |                          |                          | Changes from<br>FY2021 1Q | Comparison with<br>FY2021 1Q |
| Ordinary income   | 248                      | 721                      | 473                       | 290.7%                       |
| Ordinary expenses   | 174                      | 580                      | 406                       | 333.3%                       |
| Ordinary profit   | 73                       | 141                      | 68                        | 193.1%                       |
| Net income  | 73                       | 141                      | 68                        | 193.1%                       |

(Million yen)

| <br>Platform, Inc. | FY2021 1Q<br>(Jan.–Mar.) | FY2022 1Q<br>(Jan.–Mar.) |                           |                              |
|---|--------------------------|--------------------------|---------------------------|------------------------------|
|   |                          |                          | Changes from<br>FY2021 1Q | Comparison with<br>FY2021 1Q |
| Ordinary income   | 11                       | 414                      | 403                       | 3,763.6%                     |
| Ordinary expenses   | 76                       | 464                      | 388                       | 610.5%                       |
| Ordinary profit   | (65)                     | (50)                     | 15                        | —                            |
| Net income  | (65)                     | (50)                     | 15                        | —                            |

Notes: 1. Exchange rate:

FY2021 1Q IDR 100 = ¥0.749, FY2022 1Q IDR 100 = ¥0.811

FY2021 1Q PHP 1 = ¥2.194, FY2022 1Q PHP 1 = ¥2.256

2. The first quarter of ATMi and PAPI is from Jan. to Mar.

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





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, while not limited to these alone, include system malfunctions, disasters, crimes and other various risks surrounding the 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.