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# Financial Results

for First Quarter of Fiscal Year 2023

## TODAY'S AGENDA

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2024

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# **Financial Results for First Quarter of Fiscal Year Ending March 31, 2024**

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



## Financial results overview

Higher profit on higher income in both consolidated and non-consolidated results



## Domestic ATM business

The number of ATM transactions exceeded both the same period a year ago and the plan



## Domestic retail business

Number of accounts and loan balance continued to grow



## Overseas business

Business situation continued to be tough in the U.S., while the number of ATMs installed increased in Asia

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

**Profit/Loss Status**  
**[Consolidated]**

**Ordinary income**

Ordinary income increased as both  
parent and **subsidiaries led by  
overseas grew**

**Ordinary profit**

Ordinary profit rose, as the rise in  
**ordinary income more than offset  
higher expenses** due to continued  
investment for growth

- 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 1Q \$1 = ¥116.34  
FY2023 1Q \$1 = ¥132.42  
5. All EBITDA in these materials are Ordinary profit + Depreciation and  
amortization.

**Ordinary income**

¥ **41.2** billion

1Q of  
previous  
fiscal year ¥ **35.8** billion

Year on  
year  
change **+15.0%**

**Ordinary profit**

¥ **7.7** billion

1Q of  
previous  
fiscal year ¥ **7.3** billion

Year on  
year  
change **+5.4%**

**Ordinary expenses**

¥ **33.4** billion

1Q of  
previous  
fiscal year ¥ **28.5** billion

Year on  
year  
change **+17.1%**

**Net income** attributable to owners of the parent

¥ **5.3** billion

1Q of  
previous  
fiscal year ¥ **4.9** billion

Year on  
year  
change **+8.1%**

**EBITDA**

¥ **12.9** billion

1Q of  
previous  
fiscal year ¥ **11.8** billion

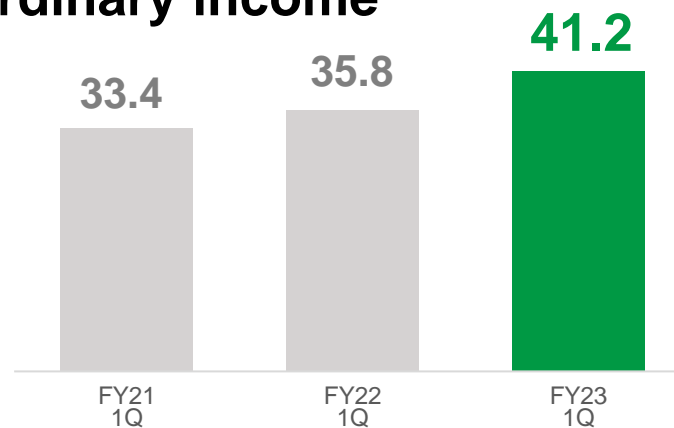
Year on  
year  
change **+9.3%**

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

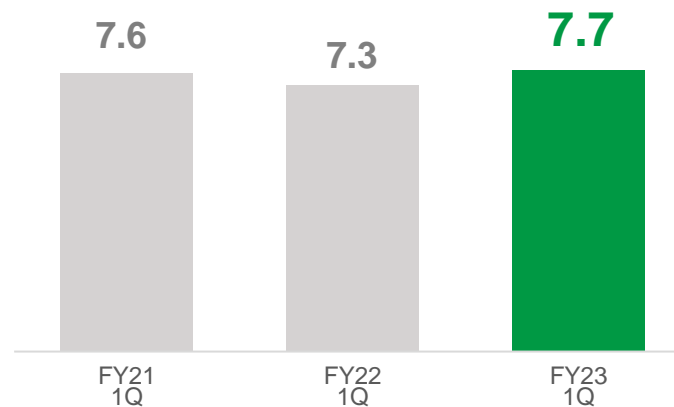
## Trend of First Quarter Performance [Consolidated]

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

### Ordinary income

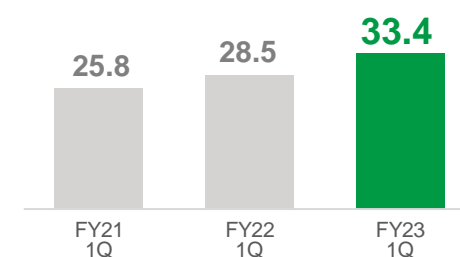


### Ordinary profit

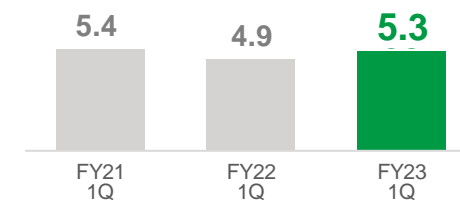


### Ordinary expenses

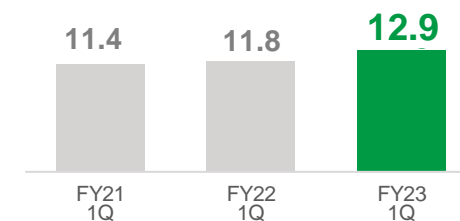
(Billion yen)



### Net income attributable to owners of the parent



### EBITDA



Financial Results for First Quarter of Fiscal Year  
Ending March 31, 2024  
**Profit/Loss Status [Seven Bank]**

### Ordinary income

Ordinary income increased mainly as  
the domestic ATM business  
**outperformed both the same period  
a year ago and the plan**

### Ordinary profit

**Ordinary profit increased** despite  
higher costs due to switch to fourth-  
generation ATMs and other factors

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

¥ **31.8** billion

1Q of  
previous  
fiscal year ¥ **29.0** billion Year on  
year  
change +9.6%

## Ordinary profit

¥ **8.5** billion

1Q of  
previous  
fiscal year ¥ **7.6** billion Year on  
year  
change +12.0%

## Ordinary expenses

¥ **23.3** billion

1Q of  
previous  
fiscal year ¥ **21.4** billion Year on  
year  
change +8.7%

## Net income

¥ **5.7** billion

1Q of  
previous  
fiscal year ¥ **5.2** billion Year on  
year  
change +8.5%

## EBITDA

¥ **13.0** billion

1Q of  
previous  
fiscal year ¥ **11.6** billion Year on  
year  
change +12.0%

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02

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



# **Domestic Business (ATM)**

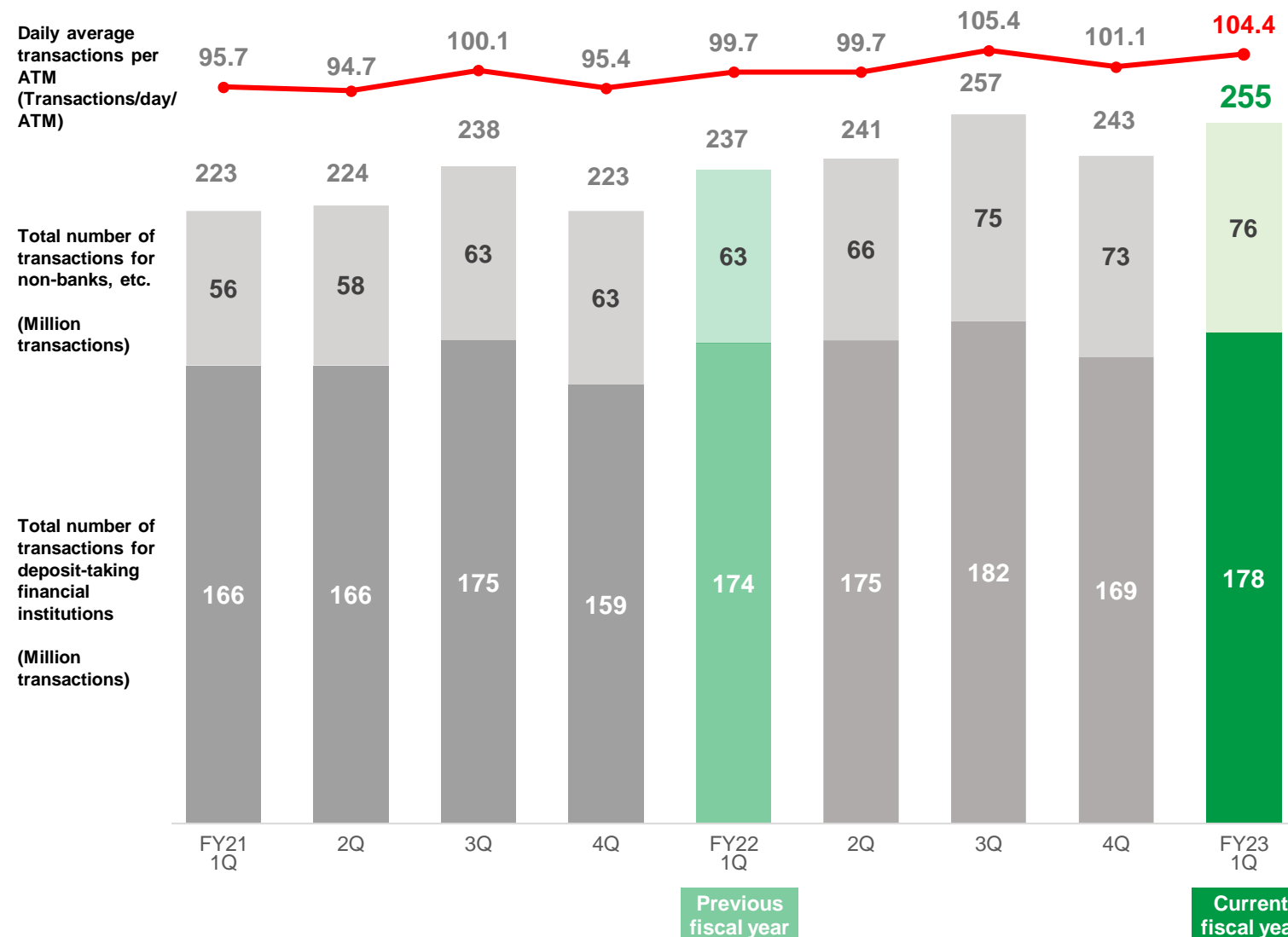
## Domestic Business (ATM)

### Key Figures: ATM Usage

Total number of transactions in 1Q  
**255 million transactions**  
**(+18 million transactions)**

Daily average transactions per ATM in 1Q  
**104.4 transactions**  
**(+4.7 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: ¥110.4 for FY2023 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])



## Domestic Business (ATM)

### Key Figures:

#### Number of ATMs at End of Quarter

#### Number of ATMs at the end of 1Q

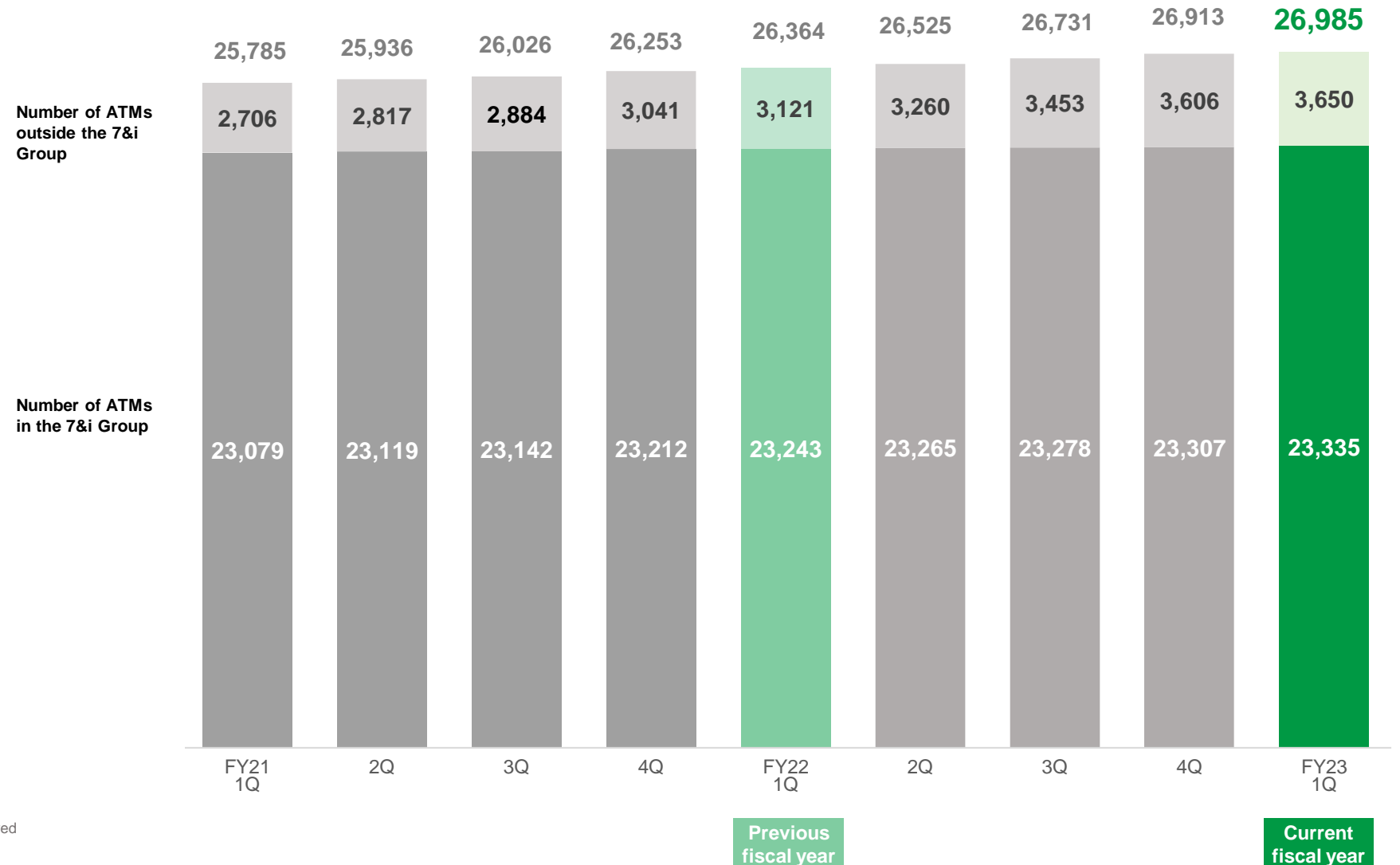
**26,985** units

**(+621** units)

#### The 7&i Group:

**23,335** units (+92 units)

**Outside the 7&i Group:**  
**3,650** units (+529 units)



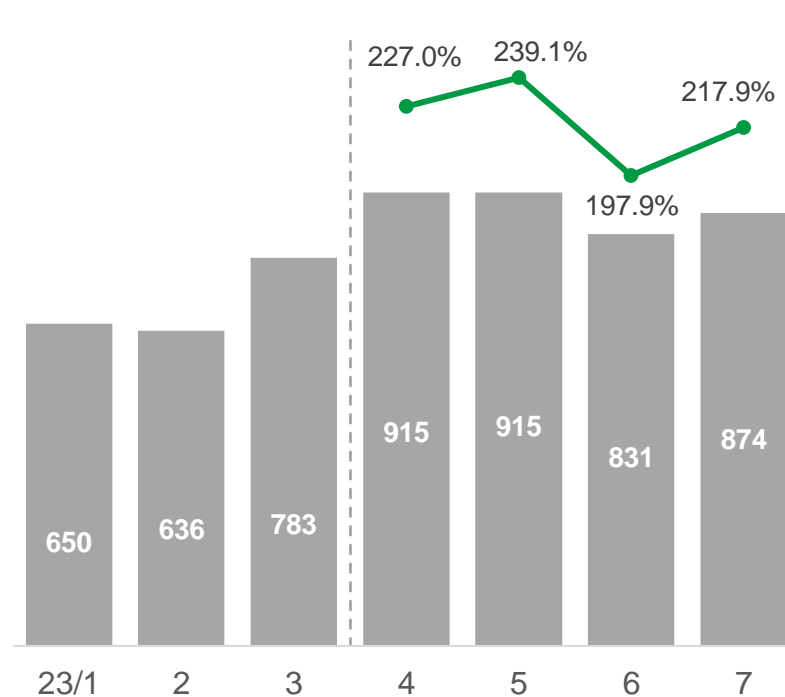
## Domestic Business (ATM)

## Topics

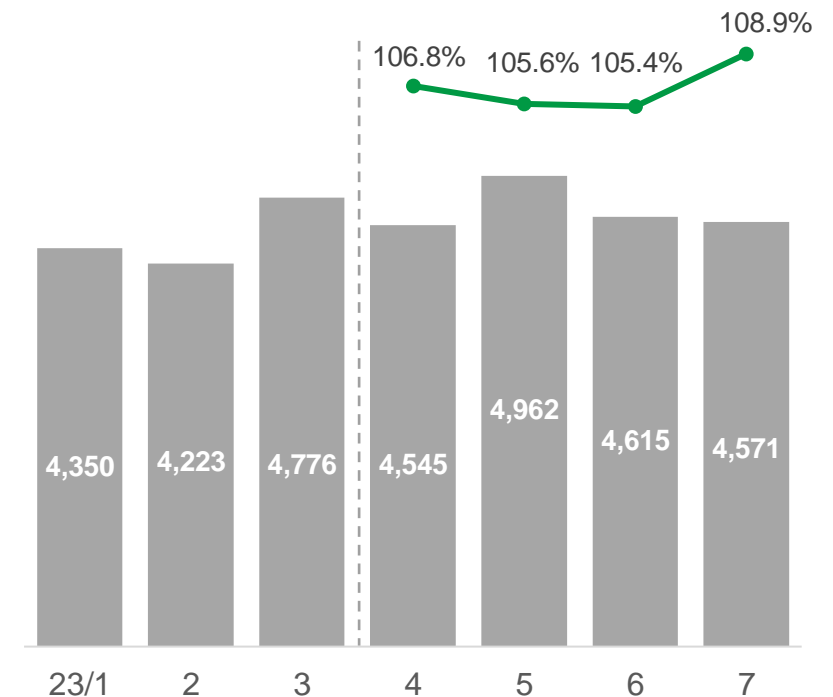
The number of ATM transactions was better than expected in all business categories

The number of transactions with high fees per transaction including cards issued overseas and transactions for non-banks was also strong

Transactions using cards issued overseas (1,000 transactions) and year-on-year change



Transactions for non-banks (1,000 transactions) and year-on-year change



Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.  
 2. Non-banks refers to credit card companies affiliated with banks, consumer credit companies, and retailers as well as consumer financing companies.

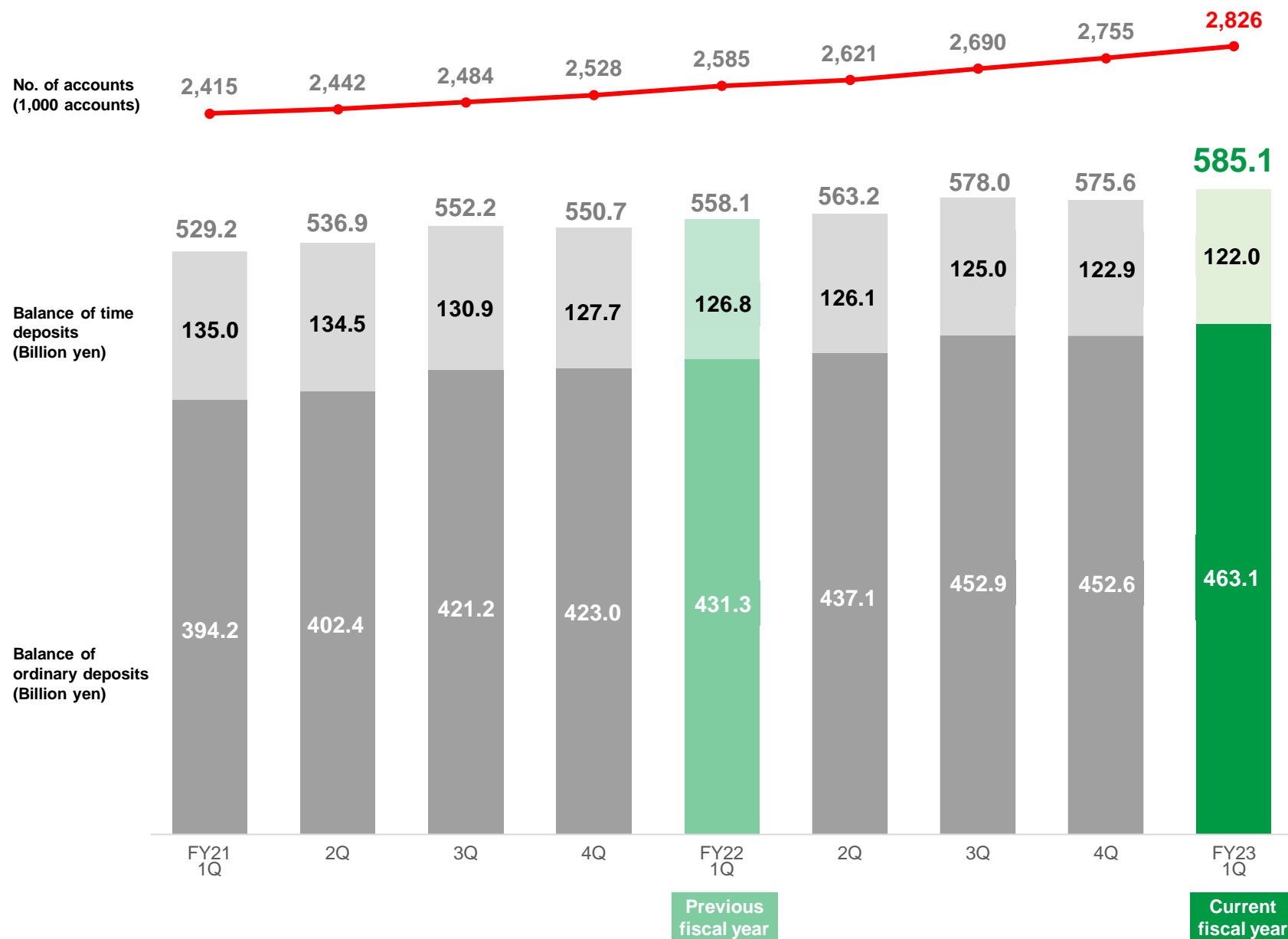
# **Domestic Business (Retail)**

## Domestic Business (Retail)

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

No. of accounts  
**2,826,000** accounts  
(+241,000 accounts)

Balance of deposits  
**¥585.1** billion  
(+¥27.0 billion)



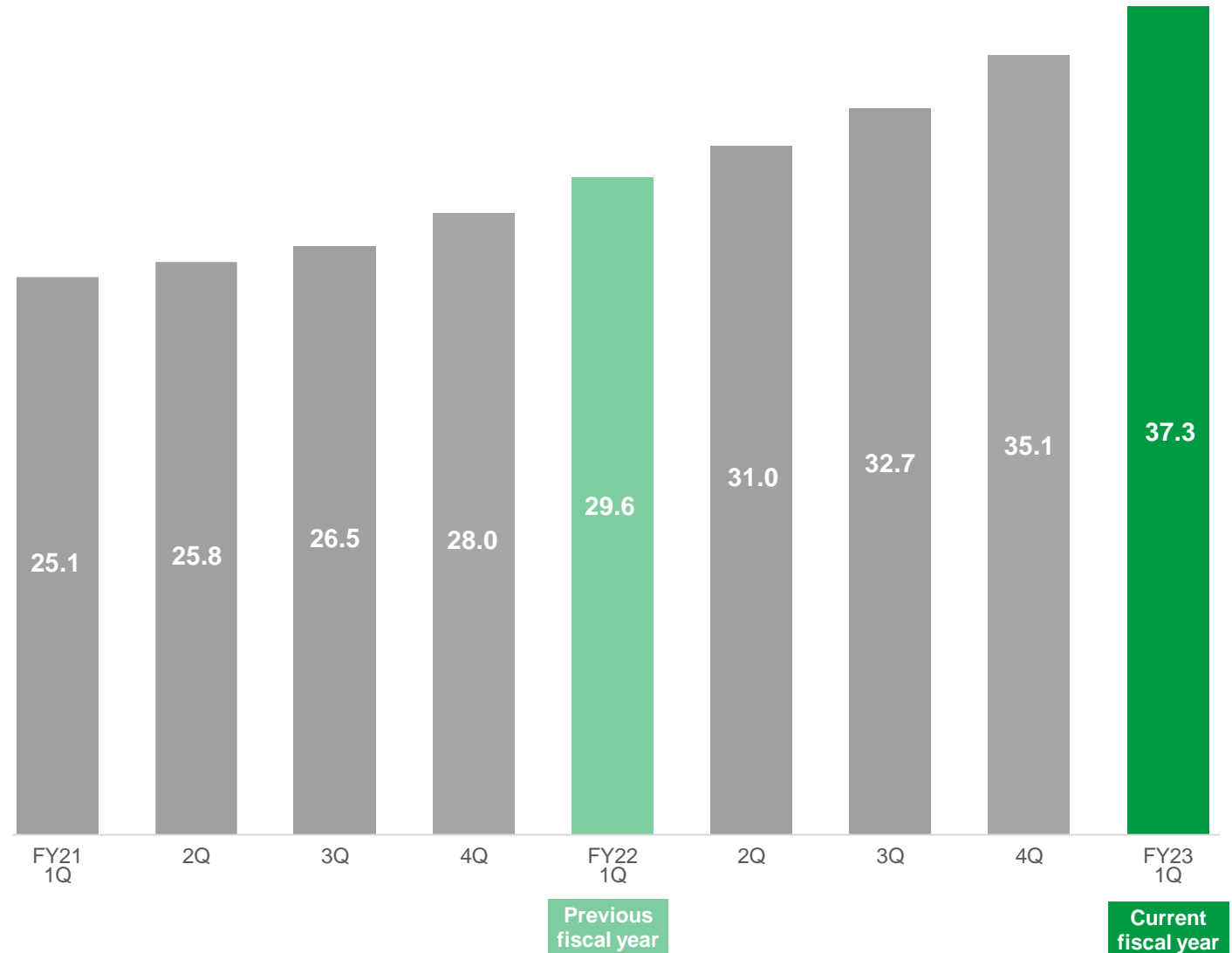
Domestic Business (Retail)

**Key Figures:**  
**Personal Loan**  
**Services**

**Balance at the end of 1Q**

**¥37.3 billion**  
**(+¥7.7 billion)**

Balance at the end  
of quarter  
(Billion yen)



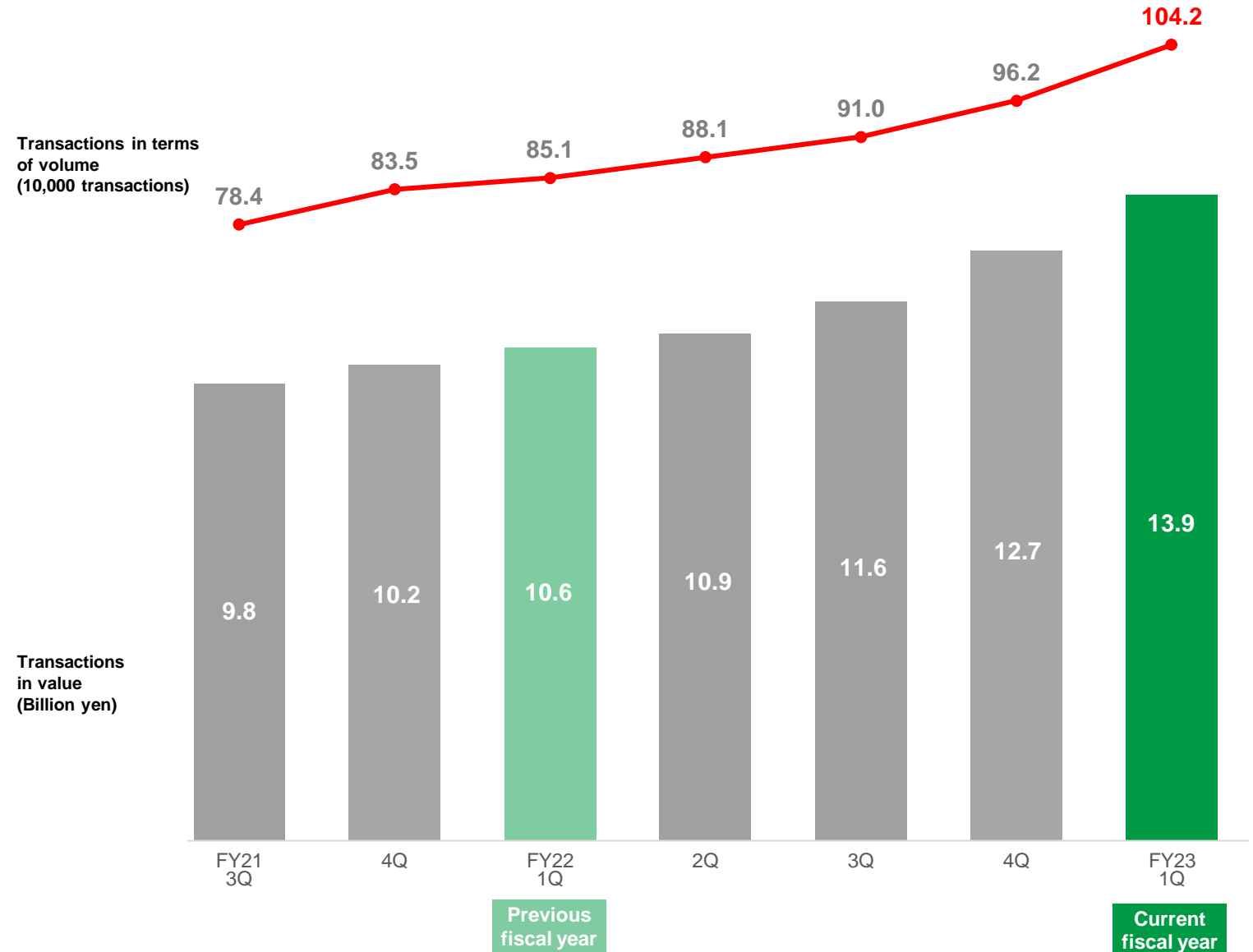
Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.  
2. The balance at the end of quarter includes services offered by Credd Finance.

Domestic Business (Retail)

## Key Figures: Seven Bank Post Payment Service

Transactions in value  
**¥13.9 billion**  
**(+¥3.3 billion)**

Transactions in terms of  
volume  
**1,042,000 transactions**  
**(+191,000 transactions)**



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

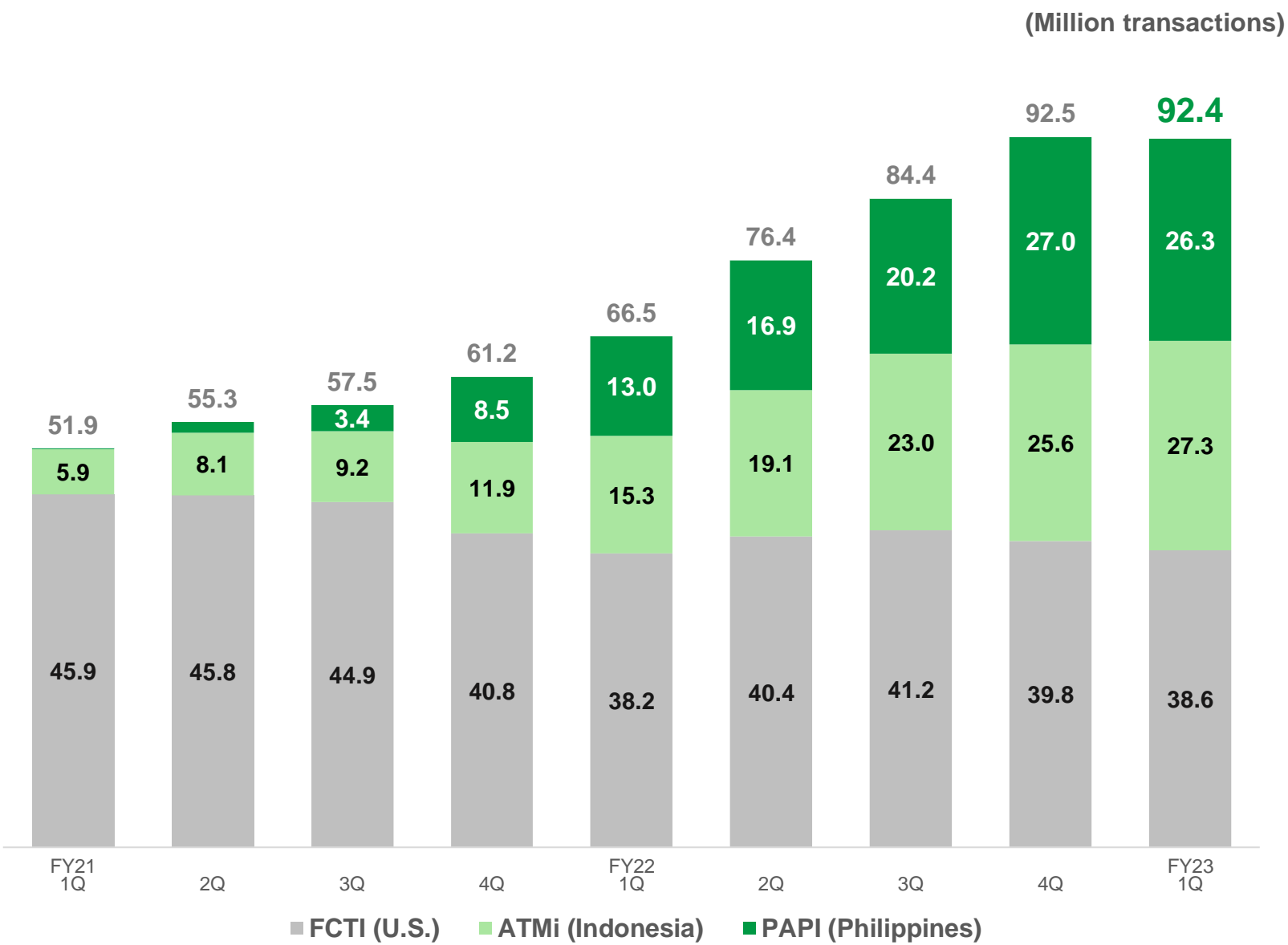


# **Overseas Business**

Overseas Business  
**Trend in the Total  
Number of ATM  
Transactions**

It was roughly unchanged in the U.S. In Asia, the number of ATMs grew but the number of transactions was sidewise crawl

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.)



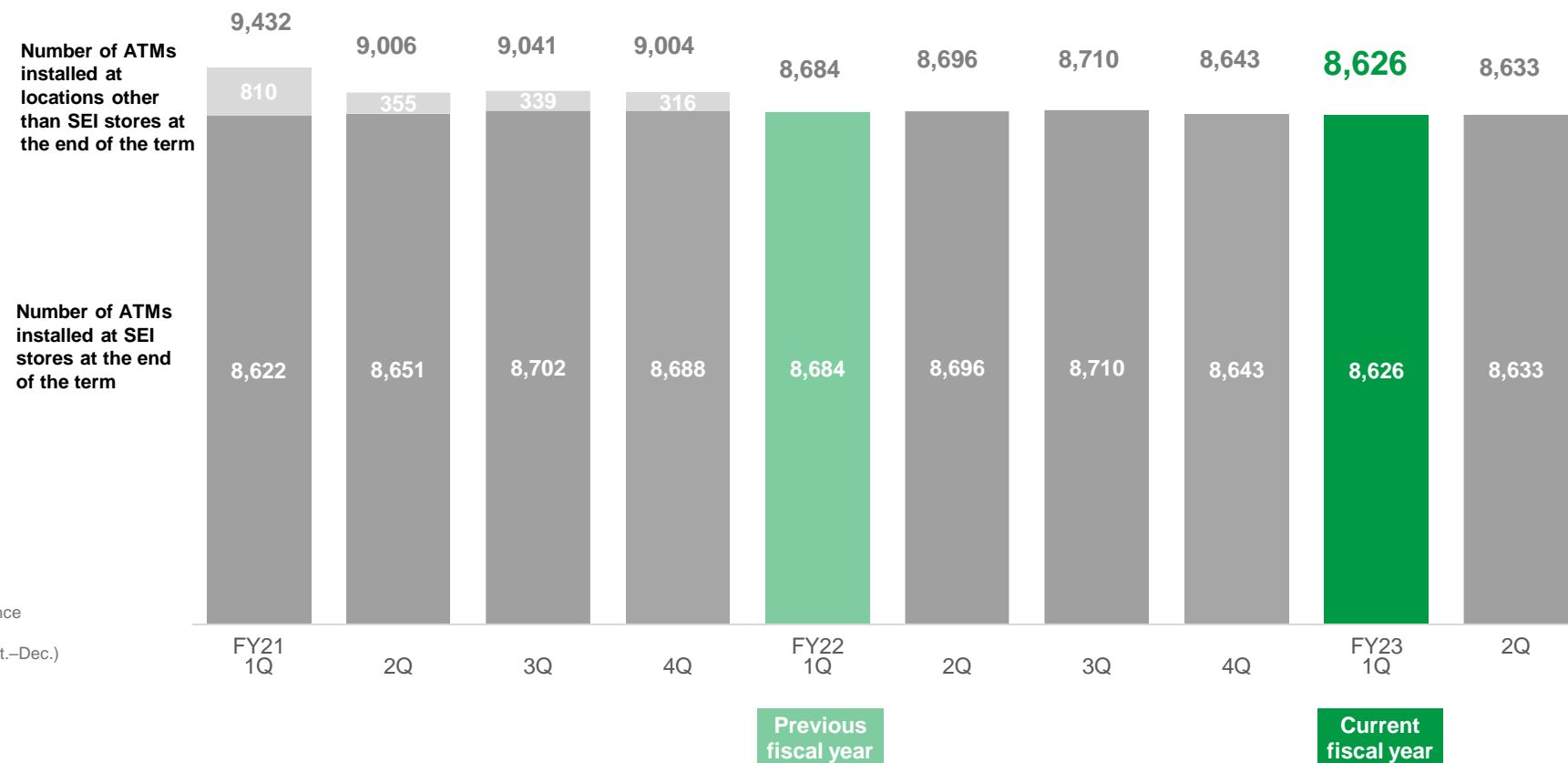
## Overseas Business U.S.

Ordinary income increased from the same period a year ago, while the number of transactions was unchanged

We will continue to work on development of new services and on cost reduction and **aim to turn profitable early on**

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.)  
3. The figures for FY2023 2Q are preliminary data.

Daily average transactions per ATM at SEI stores (Transactions/day/ATM)



# Overseas Business Indonesia

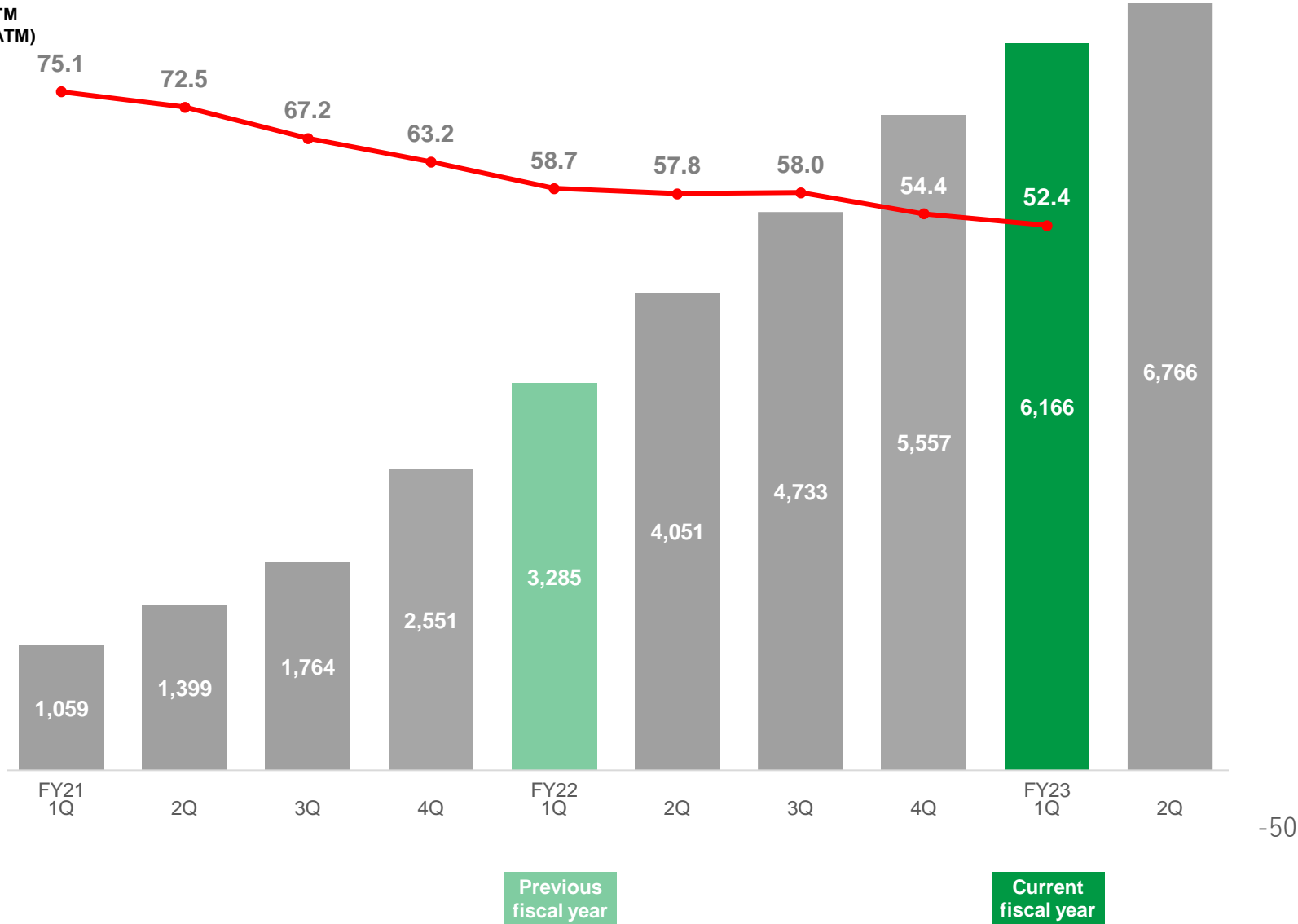
Daily average transactions per ATM declined,  
Income and profit were lower than planned

Aim to achieve the plan through measures such as selection of locations where a certain number of transactions can be expected and promotion

- 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 2Q are preliminary data.
  4. The preliminary figures do not include installation of contract-based ATMs.

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

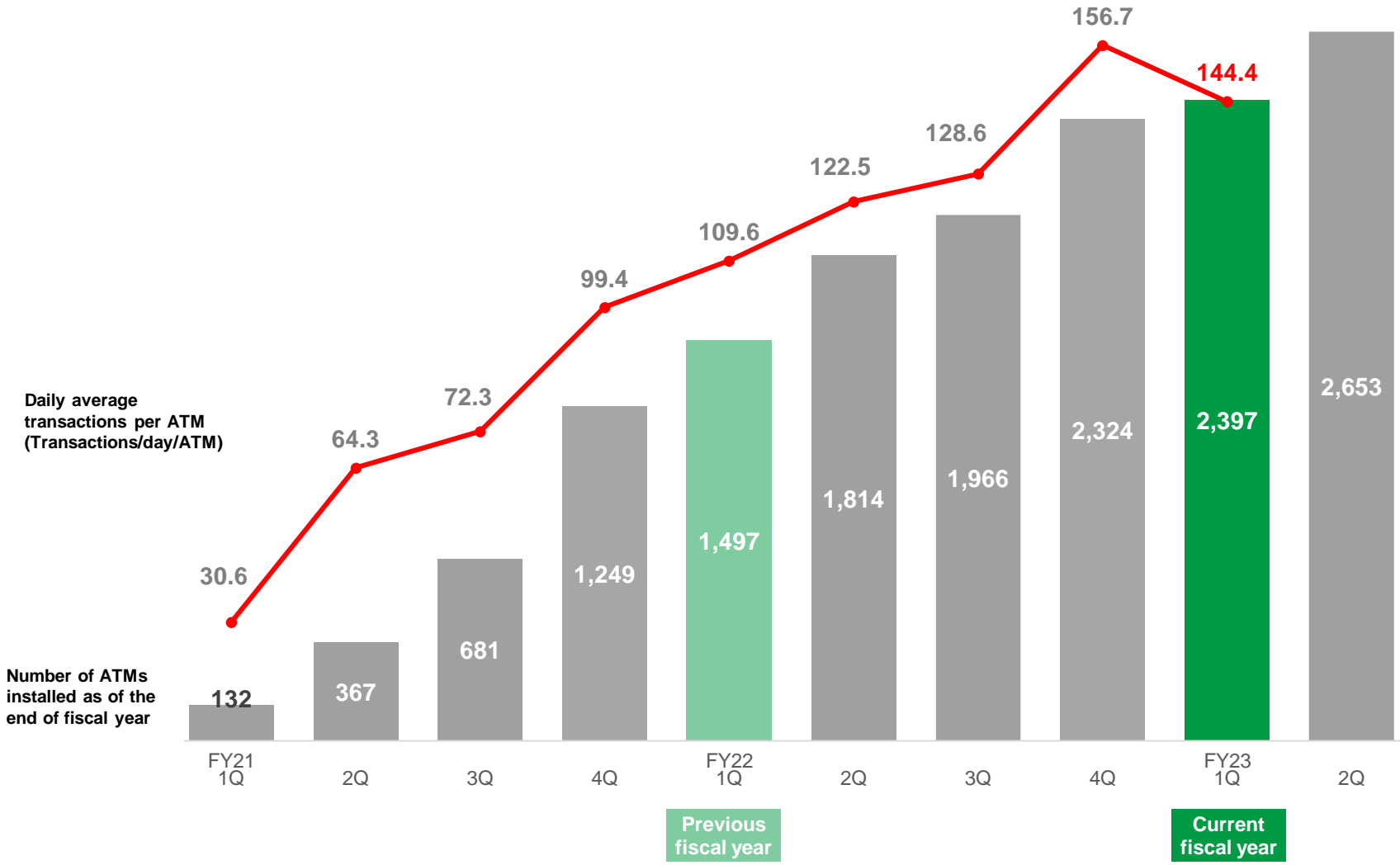
Number of ATMs installed as of the end of quarter



Overseas Business  
**Philippines**

**Daily average transactions per ATM temporarily declined** due to the impact of the increase in customer fees and other factors

The number of transactions is currently steady growth



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 2Q are preliminary data.

Overseas business

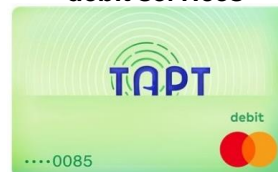
## Topics

### U.S.

Continuing with the demonstration experiment of debit service and small loan service

#### TAPT Debit

Account management and debit services



#### TAPT Money

Small loan service



Planning to expand the areas where the service is available

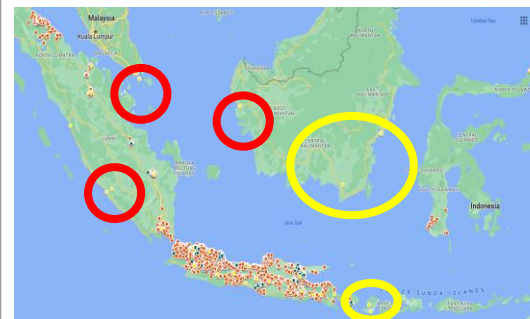
### Indonesia

In the first half, we expanded ATM installation in western Sumatra, Batam, and western Kalimantan

#### ATM installation distribution map

Red: Areas where ATMs were installed in the first half of 2023

Yellow: Areas where ATMs are expected to be installed in the second half of FY2023



Plan to expand ATM installation in the eastern and southern sides of Kalimantan as well as in Lombok from the second half of 2023

### Philippines

Tie-up with RCBC began in August  
It is the third bank with which we have a direct tie-up

#### RCBC

The sixth largest bank in the Philippines



Expecting a tie-up with one of top ranking banks through the next fiscal year

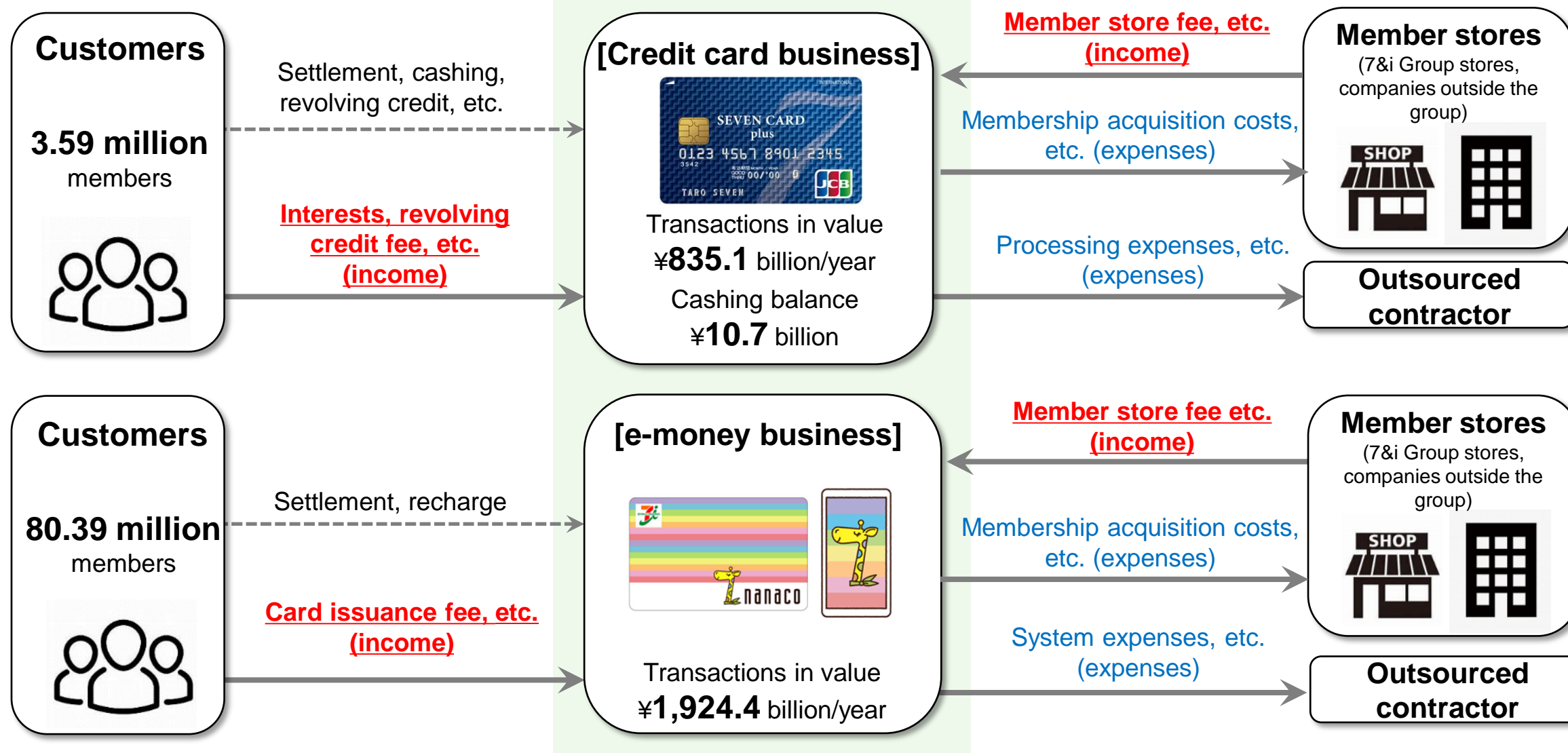
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03

## KPIs of Seven Card Service

## Business Model of Seven Card Service

### 株式会社セブン・カードサービス



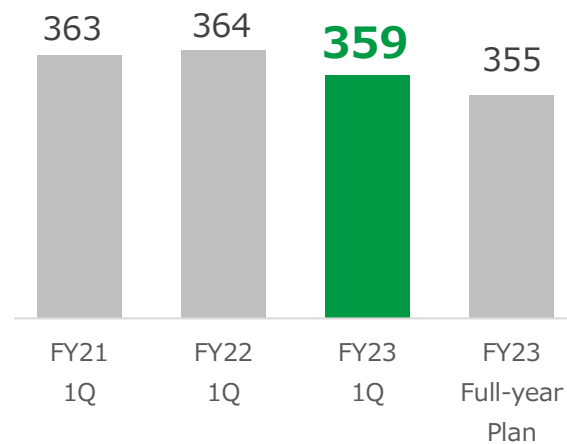
Notes: 1. The number of members and balance for each business is as of the end of June 2023.  
2. The transaction value of each business is the figure for the period from April 2022 to March 2023.



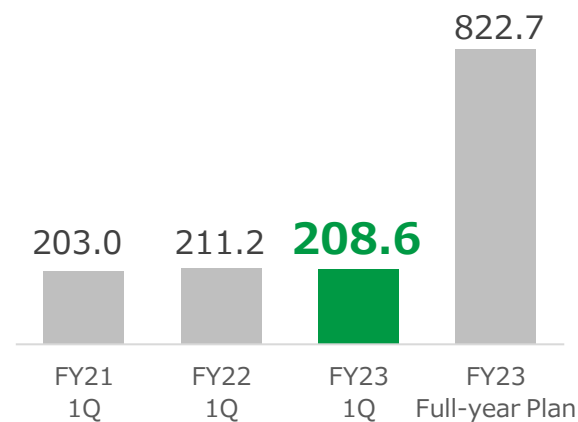
## Seven Card Service

## Key KPIs

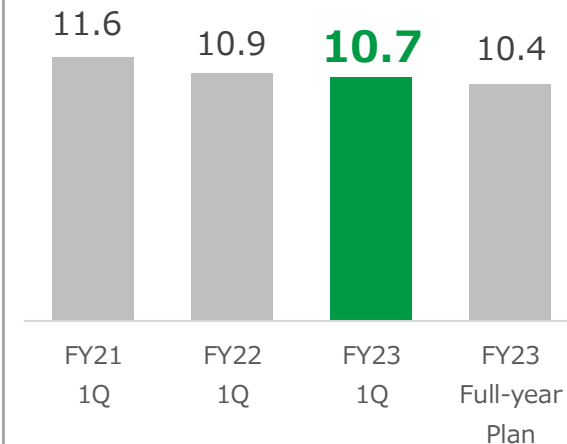
**Number of credit card members**  
(10,000 people)



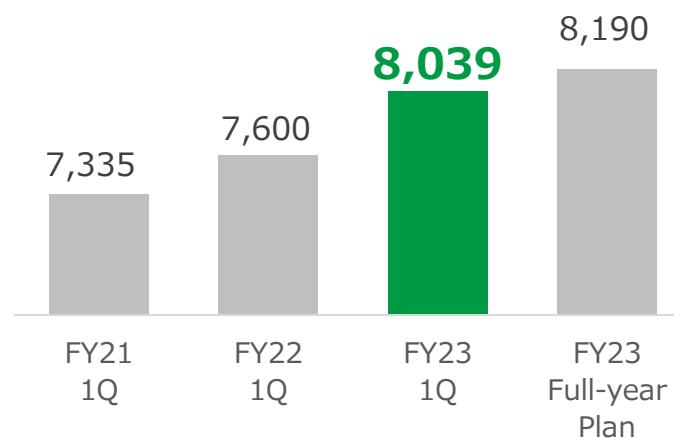
**Shopping transaction value using credit cards**  
(billion yen)



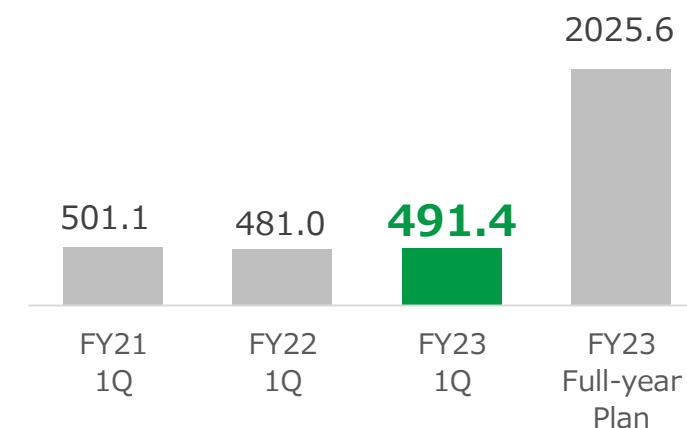
**Cashing balance (billion yen)**



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



**e-money transactions in value** (billion yen)



## Notes:

1. Amounts less than one hundred million yen have been truncated.
2. The first quarter of Seven Card Service runs from March to May, as its fiscal year ends in February.
3. The full-year plan for FY2023 is for the period from March 2023 through February 2024.

(Reference)

## Statement of Income [Seven Card Service]

(Million yen)

	FY2022 (Apr.–Jun.)	FY2023 (Apr.–Jun.)		
			Changes from FY2022 1Q	Year on year change
<b>Operating revenue</b>	<b>8,121</b>	<b>8,375</b>	254	103.1%
Credit card business	4,071	4,107	36	100.8%
e-money business	4,050	4,268	218	105.3%
<b>Operating expenses</b>	<b>7,427</b>	<b>7,765</b>	338	104.5%
Credit card business	3,932	3,598	(334)	91.5%
e-money business	3,494	4,168	674	119.2%
<b>Operating profit</b>	<b>694</b>	<b>609</b>	(85)	87.7%
<b>Net income</b>	<b>125</b>	<b>(9)</b>	(134)	-

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. Seven Card Service's results from April to June are not included in consolidated financial results for the first quarter of Seven Bank.

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04

# **Revision of Financial Results Forecast for Fiscal Year Ending March 31, 2024**

## Financial Results Forecast

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

#### Ordinary income

¥198.5 billion

Initial plan ¥166.5 billion Change from initial plan +¥32.0 billion

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

#### Ordinary profit

¥25.5 billion

Initial plan ¥24.5 billion Change from initial plan +¥1.0 billion

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

#### Net income attributable to owners of the parent

¥38.3 billion

Initial plan ¥16.5 billion Change from initial plan +¥21.8 billion

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

- We revised the consolidated financial results forecast to incorporate the impact of making Seven Card Service into a consolidated subsidiary
- We expect an extraordinary gain from negative goodwill of about 21.5 billion yen
- No change in the financial results forecast for non-consolidated Seven Bank and subsidiaries other than Seven Card Service

### 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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## Appendix

## Appendix

## Statement of Income [Consolidated]

(Billion yen)

	FY2022 1Q	FY2023 1Q			FY2023 plan	
			Changes from FY2022 1Q	Year on year change	1H	Full year
Ordinary income	35.8	41.2	5.4	115.0%	88.5	198.5
Ordinary expenses	28.5	33.4	4.9	117.1%	76.5	173.0
Ordinary profit	7.3	7.7	0.4	105.4%	12.0	25.5
Net income	4.9	5.3	0.4	108.1%	29.3	38.3
EBITDA	11.8	12.9	1.1	109.3%	-	-

## 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 1Q \$1 = ¥116.34, FY2023 1Q \$1 = ¥132.42, FY2023 plan \$1 = ¥135.00

## Appendix

## Statement of Income [Seven Bank]

	FY2022 1Q	FY2023 1Q		
			Changes from FY2022 1Q	Year on year change
<b>Ordinary income</b>	<b>29.0</b>	<b>31.8</b>	2.8	109.6%
ATM-related fee income	25.4	27.4	2.0	107.8%
<b>Ordinary expenses</b>	<b>21.4</b>	<b>23.3</b>	1.9	108.8%
<b>Ordinary profit</b>	<b>7.6</b>	<b>8.5</b>	0.9	111.8%
<b>Net income</b>	<b>5.2</b>	<b>5.7</b>	0.5	109.6%
<b>EBITDA</b>	<b>11.6</b>	<b>13.0</b>	1.4	112.0%
<b>Number of ATMs installed at end of term (units)</b>	<b>26,364</b>	<b>26,985</b>	621	102.3%
<b>ATM-related fee income per transaction (yen)</b>	<b>109.2</b>	<b>110.4</b>	1.2	101.0%
<b>Daily average transactions per ATM (transactions/ATM/day)</b>	<b>99.7</b>	<b>104.4</b>	4.7	104.7%
<b>Total number of transactions (million)</b>	<b>237</b>	<b>255</b>	18	107.5%
<b>Number of Transactions for International money transfer services (1,000)</b>	<b>225</b>	<b>220</b>	(5)	97.7%
<b>Number of Transactions for Debit services (1,000)</b>	<b>4,737</b>	<b>4,960</b>	223	104.7%

## 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 1Q (Jan.–Mar.)	FY2023 1Q (Jan.–Mar.)	FY2023 1Q (Jan.–Mar.)	
			Changes from FY2022 1Q	Year on year change
Ordinary income	44.9	46.8	1.9	104.2%
Ordinary expenses	44.1	49.8	5.7	112.9%
Ordinary profit	0.8	(2.9)	(3.7)	–
Net income	0.5	(2.4)	(2.9)	–
EBITDA	2.4	(1.4)	(3.8)	–
Number of ATMs installed at end of term (units)	8,684	8,626	(58)	99.3%
Daily average transactions per ATM (transactions/ATM/day)	48.1	49.8	1.7	103.5%
Total number of transactions (million)	38.2	38.6	0.4	101.0%

## 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]

(Million yen)



	FY2022 1Q	FY2023 1Q	Changes from FY2022 1Q	Year on year change
Ordinary income	610	800	190	131.1%
Ordinary expenses	729	809	80	110.9%
Ordinary profit	(118)	(9)	109	—
Net income	(78)	44	122	—

(Million yen)



	FY2022 1Q	FY2023 1Q	Changes from FY2022 1Q	Year on year change
Ordinary income	116	162	46	139.6%
Ordinary expenses	95	131	36	137.8%
Ordinary profit	20	30	10	150.0%
Net income	19	27	8	142.1%

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.

## Appendix

## Statement of Income [Key Subsidiaries]

(Million yen)



	FY2022 1Q (Jan.–Mar.)	FY2023 1Q (Jan.–Mar.)	Changes from FY2022 1Q	Year on year change
Ordinary income	721	1,407	686	195.1%
Ordinary expenses	580	1,260	680	217.2%
Ordinary profit	141	146	5	103.5%
Net income	141	145	4	102.8%

(Million yen)



	FY2022 1Q (Jan.–Mar.)	FY2023 1Q (Jan.–Mar.)	Changes from FY2022 1Q	Year on year change
Ordinary income	414	906	492	218.8%
Ordinary expenses	464	1,173	709	252.8%
Ordinary profit	(50)	(267)	(217)	—
Net income	(50)	(267)	(217)	—

Note: 1. Exchange rate:

FY2022 1Q IDR 100 = ¥0.811, FY2023 1Q IDR 100 = ¥0.870  
 FY2022 1Q PHP 1 = ¥2.256, FY2023 1Q PHP 1 = ¥2.414

2. 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.