



# Financial Results for the First Quarter of Fiscal 2017

August 2017



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\* Earnings announcement data can be found on our website.  
(<http://www.sevenbank.co.jp/english/ir/library/presentation/>)

# Income Statement (Consolidated)

- First-quarter **revenues and profits both increased** year on year.

(Billion yen)

	FY16 1Q	FY17 1Q	Changes from FY16 1Q	FY17 Plan
Ordinary income	30.4	30.9	0.5	130.8
Ordinary expenses	21.0	21.0	0.0	92.1
Ordinary profit	9.4	9.9	0.5	38.6
Net income	6.3	6.7	0.4	26.4

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.
3. Exchange rates per USD 1 on the consolidated income statement:  
FY16 1Q = ¥115.35, FY17 1Q = ¥113.60
4. Net income is net income attributable to owners of the parent.

# Income Statement (Seven Bank, Ltd. Non-Consolidated)

■ First-quarter **revenues and profits both increased** year on year.

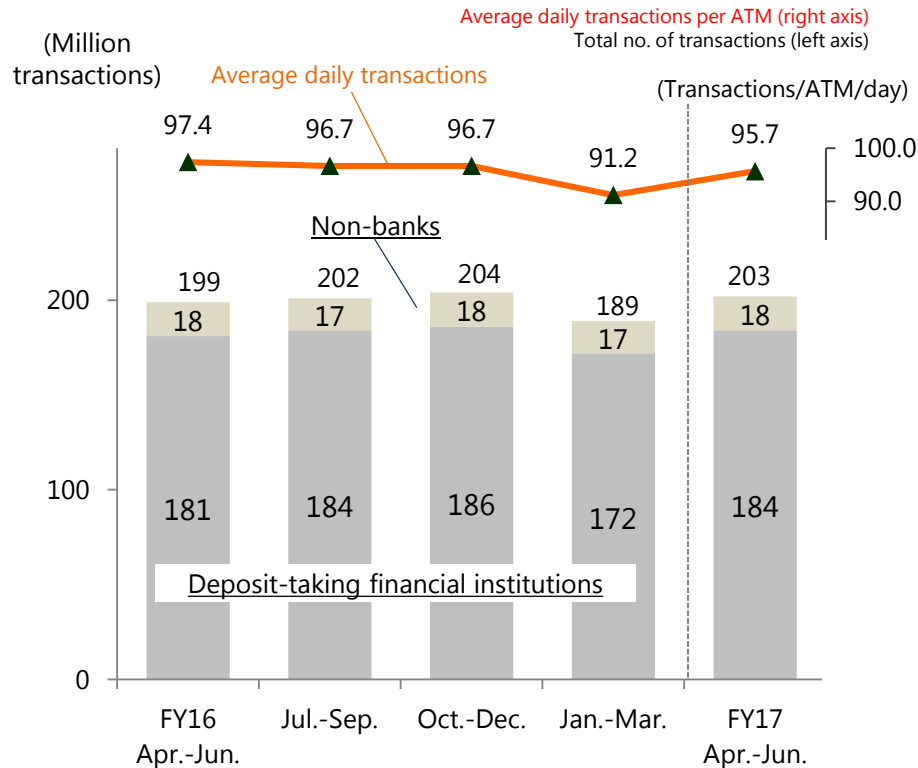
(Billion yen)

	FY16 1Q	FY17 1Q	Changes from FY16 1Q	FY17 Plan
Ordinary income	<b>28.2</b>	<b>28.9</b>	<b>0.7</b>	<b>117.0</b>
ATM-related fee income	25.9	26.4	0.5	106.0
Ordinary expenses	<b>18.2</b>	<b>18.2</b>	<b>0.0</b>	<b>76.0</b>
Ordinary profit	<b>9.9</b>	<b>10.6</b>	<b>0.7</b>	<b>41.0</b>
Extraordinary gain (loss)	(0.0)	(0.0)	0.0	(0.1)
Income taxes	3.0	3.3	0.3	12.5
Net income	<b>6.8</b>	<b>7.3</b>	<b>0.5</b>	<b>28.3</b>
EBITDA	14.1	14.6	0.5	57.1
No. of ATMs installed at end of term (units)	22,686	23,553	867	24,300
Daily average transactions per ATM (transactions/ATM/day)	97.4	95.7	(1.7)	94.7
Total no. of transactions (millions)	199	203	4	820

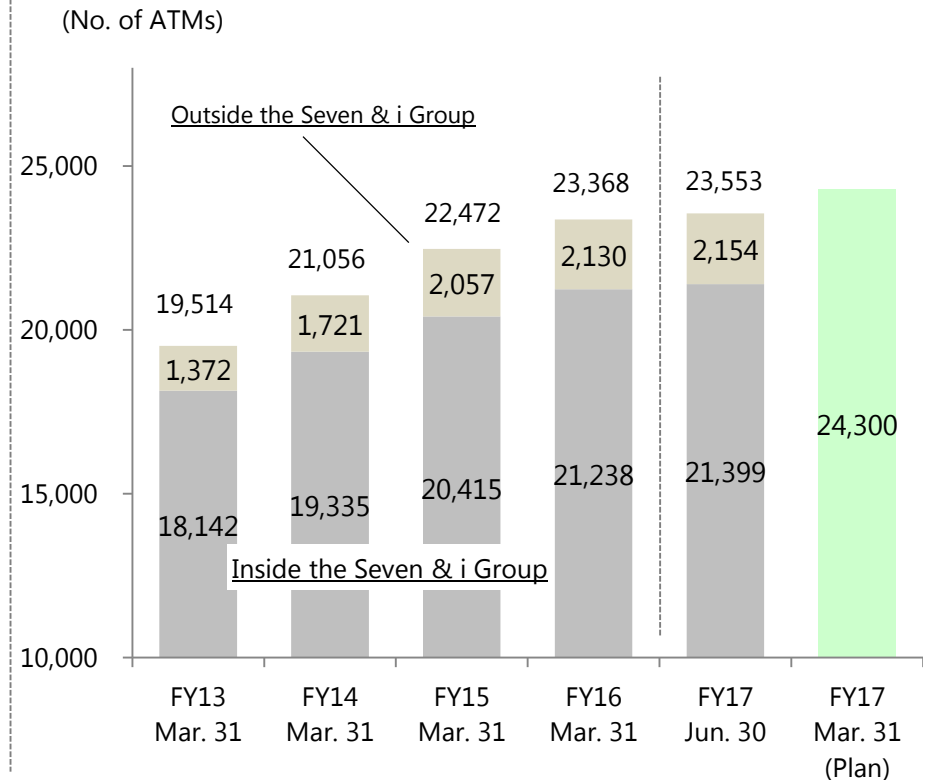
Note: EBITDA = Ordinary profit + Depreciation and amortization

# ATM Platform Business

## ATM usage



## Number of ATMs

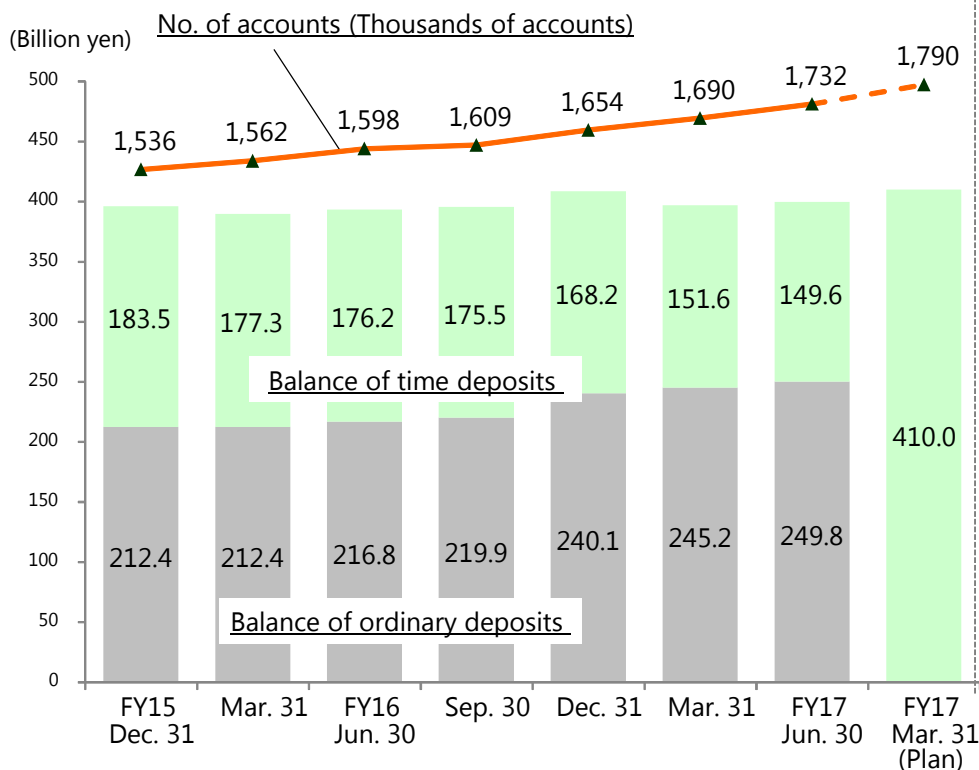


Note: Daily average transactions per ATM for the period excludes balance inquiries, e-money charges, PIN changes and daily withdrawal limit changes.

- **Firm growth** of existing ATM business
- **Steady progress** in creating new styles for ATM usage

# Settlement and Account Business

## Number of individual accounts and balance of deposits



## Personal loan services

	2017 Mar. 31	2017 Jun. 30	FY17 Plan
Balance at end of period (Billion yen)	19.8	21.1	24.0

## International money transfer services

	2016 Apr. – Jun.	2017 Apr. – Jun.	FY17 Plan
Number of transactions (Thousands of transactions)	231	255	1,150

## Debit services

	2016 Oct. – Dec.	2017 Jan. – Mar.	2017 Apr. – Jun.	FY17 Plan
Number of transactions (Thousands of transactions)	319	840	1,267	9,000

- Balance of deposits and each service **progressing as scheduled**
- **Making progress toward early achievement** of the Group financial strategy with a rollout to all companies

# Overseas Business (United States)



## Overview of financial results

(Million US\$)

	FY16 1Q (Jan.-Mar.)	FY17 1Q (Jan.-Mar.)	FY17 Plan
Ordinary income	19.2	17.8	122.8
Ordinary expenses	20.2	21.4	130.6
Ordinary profit	(1.0)	(3.5)	(7.8)
Net income (loss)	(0.6)	(2.2)	(5.0)
EBITDA	0.7	(2.0)	3.5

## Principal benchmarks

	FY16 1Q (Jan.-Mar.)	FY17 1Q (Jan.-Mar.)
No. of ATMs installed at end of term (units)	6,451	5,829
Directly owned ATMs (units)	4,970	4,762
Total usage during the period (thousand transactions)	9,126	8,660

Note: Number of ATMs installed as of June 30, 2017: 5,680 (4,646 directly owned, 1,034 owned by location where installed)

- Number of ATMs installed and ATM usage were both low
- Costs increased due to higher interest, less favorable installation conditions

## Replacement of ATMs at U.S. Seven-Eleven stores

- **Installation and operation proceeding smoothly**, including systems
- **Start of full-scale installation** from August 2017, as planned

## Consolidated Subsidiaries (Japan and Indonesia)

### Japan



#### Bank Business Factory Co., Ltd. (BBF)

- Six customer companies for back-office support on commission (as of June 30, 2017)

Aim to increase earnings by expanding the lineup of services offered to existing customers, in addition to increasing the number of customers

### Indonesia



#### PT. ABADI TAMBAH MULIA INTERNASIONAL (ATMi)

- 128 ATMs installed (as of June 30, 2017)

Start subcontracting ATM operation from local financial institutions

Enhance the sales force to further increase the number of customers

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