



Financial Results for the First Quarter of Fiscal 2018

August 2018



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

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Income Statement (Consolidated)

Ordinary income increased 15.7% year on year
Ordinary profit increased 1.8% year on year
Net income decreased 2.7% year on year

(Billion yen)

	FY17 1Q	FY18 1Q	Changes from FY17 1Q	FY18 Plan
Ordinary income	30.9	35.8	4.9	146.7
Ordinary expenses	21.0	25.7	4.7	106.9
Ordinary profit	9.9	10.0	0.1	39.8
Net income	6.7	6.5	(0.2)	26.8

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:
FY17 1Q = ¥113.60, FY18 1Q = ¥108.22, FY18 Plan = ¥110.00
4. Net income is net income attributable to owners of the parent.

Income Statement (Seven Bank)

Ordinary income increased 2.8% year on year
Ordinary profit increased 6.1% year on year
Net income increased 6.4% year on year

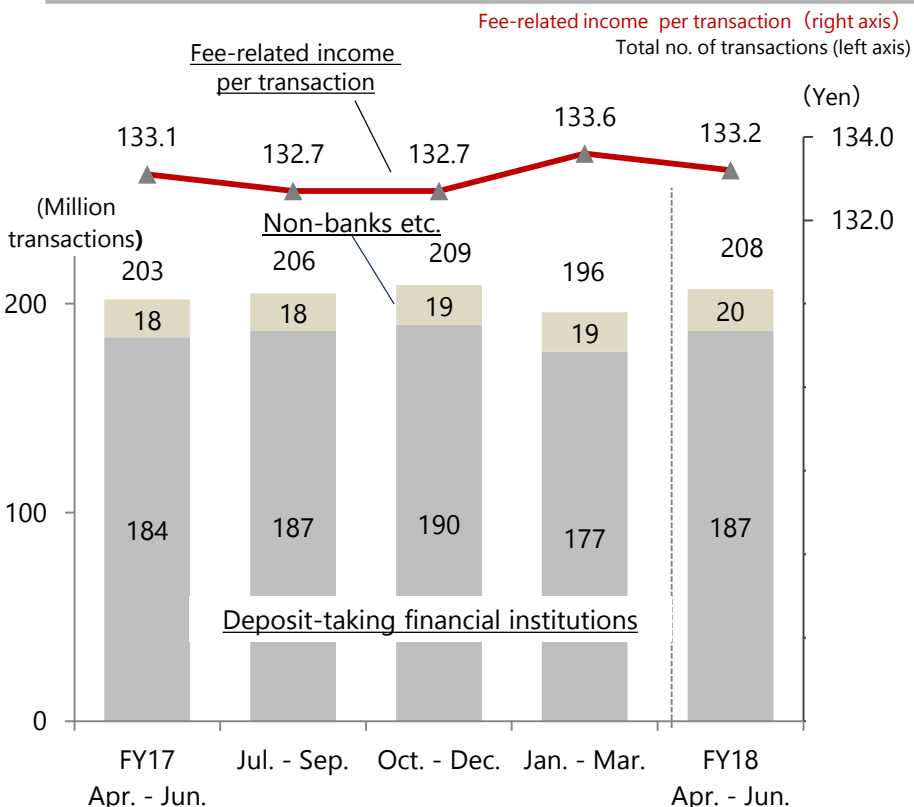
(Billion yen)

	FY17 1Q	FY18 1Q	Changes from FY17 1Q	FY18 Plan
Ordinary income	28.9	29.7	0.8	119.6
ATM-related fee income	26.4	27.0	0.6	108.3
Ordinary expenses	18.2	18.3	0.1	77.1
Ordinary profit	10.6	11.3	0.7	42.5
Net income	7.3	7.8	0.5	29.4
EBITDA	14.6	15.2	0.6	58.6
No. of ATMs installed at end of term (units)	23,553	24,500	947	25,350
Daily average transactions per ATM (transactions/ATM/day)	95.7	93.9	(1.8)	93.1
Total no. of transactions (millions)	203	208	5	839

Note: EBITDA = Ordinary profit + Depreciation and amortization

ATM Platform Business

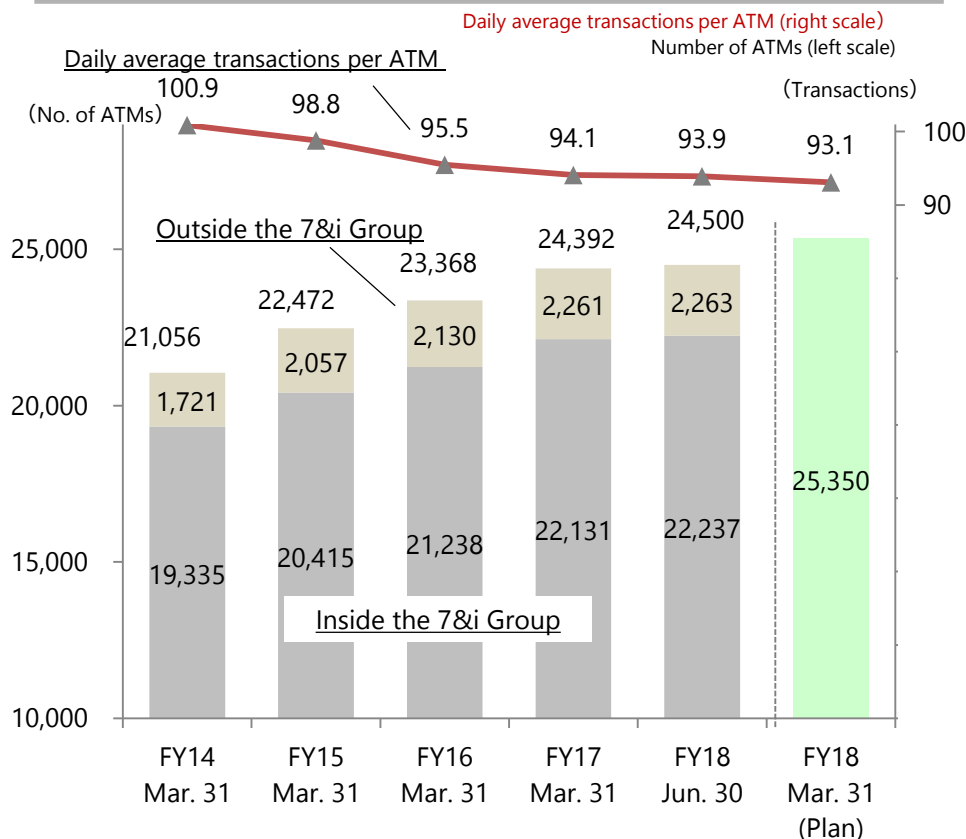
ATM Usage and Fee-Related Income per Transaction



Notes:

1. Total of transactions and Daily average transactions per ATM for the period excludes balance inquiries, e-money charges, PIN changes and daily withdrawal limit changes.
2. 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))
3. In this report, securities, life insurance, credit card, consumer credit and consumer financing companies are all referred to as “non-banks etc.”

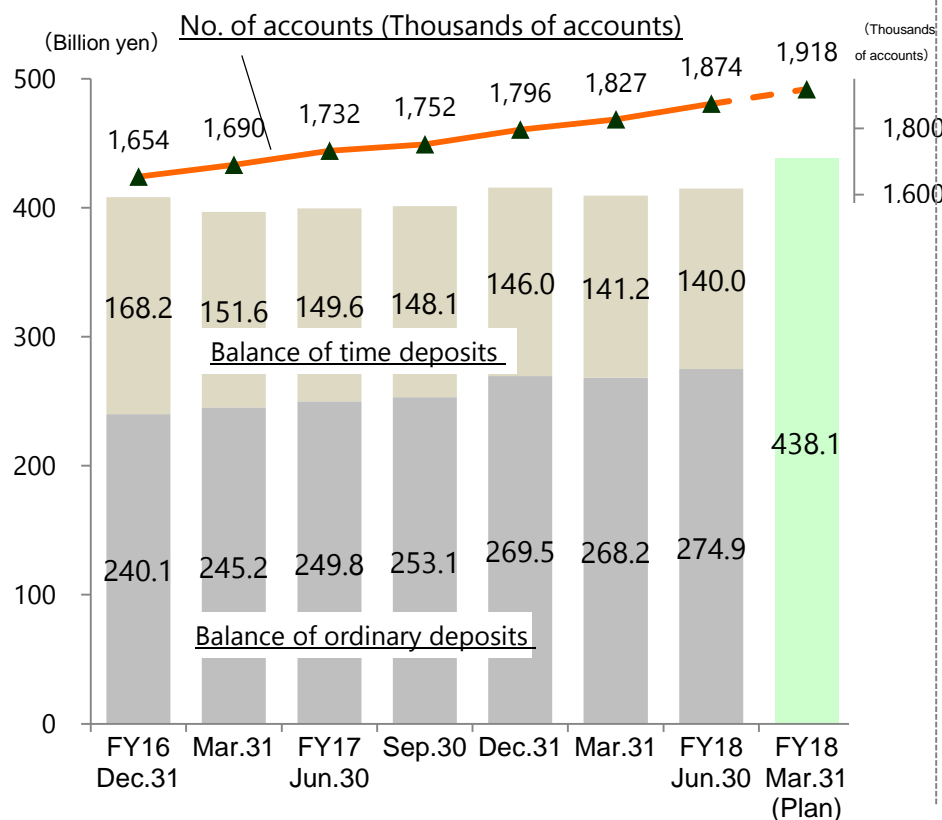
Number of ATMs and Daily Average Transactions per ATM



- Number of ATMs increased and the total number of transactions increased
- Conducted measures to expand new services including smartphone ATMs, charge transactions and cash receipt service

Settlement and Account Business

Number of individual accounts and balance of deposits



Personal loan services

	2017 Mar. 31	2017 Jun. 30	FY18 Plan
Balance at end of period (Billion yen)	22.7	22.8	25.8

International money transfer services

	2017 Apr. – Jun.	2018 Apr. – Jun.	FY18 Plan
Number of transactions (Thousands of transactions)	255	272	1,259

Debit services

	2017 Apr. – Jun.	2018 Apr. – Jun.	FY18 Plan
Number of transactions (Thousands of transactions)	1,267	2,264	10,558

- Number of individual accounts and balance of deposits grew steadily
- Each service is progressing differently, and we will review our measures, including methods of attracting customers

Income Statement (FCTI)

Ordinary income

Ordinary profit

Net income

increased 211.9% year on year

decreased 128.6% year on year

decreased 262.8% year on year

(Million US\$)

	FY17 1Q (2017/Jan. – Mar.)	FY18 1Q (2018/Jan. – Mar.)	Changes from FY17 results	FY18 Plan
Ordinary income	17.8	55.8	38.0	239.1
Ordinary expenses	21.4	64.0	42.6	250.0
Ordinary profit	(3.5)	(8.2)	(4.7)	(10.9)
Net income	(2.2)	(8.2)	(6.0)	(10.9)
EBITDA	(2.0)	(1.8)	0.2	13.9
No. of ATMs installed at end of term (units)	5,829	13,413	7,584	13,300
At SEI (units)	-	7,954	7,954	8,400
Daily average transactions per ATM (transactions/ATM/day)	15.9	31.2	15.3	36.7
At SEI (transactions/ATM/day)	-	43.0	-	50.0
Total no. of transactions (Thousands)	8,660	36,152	27,492	177,400

Note:

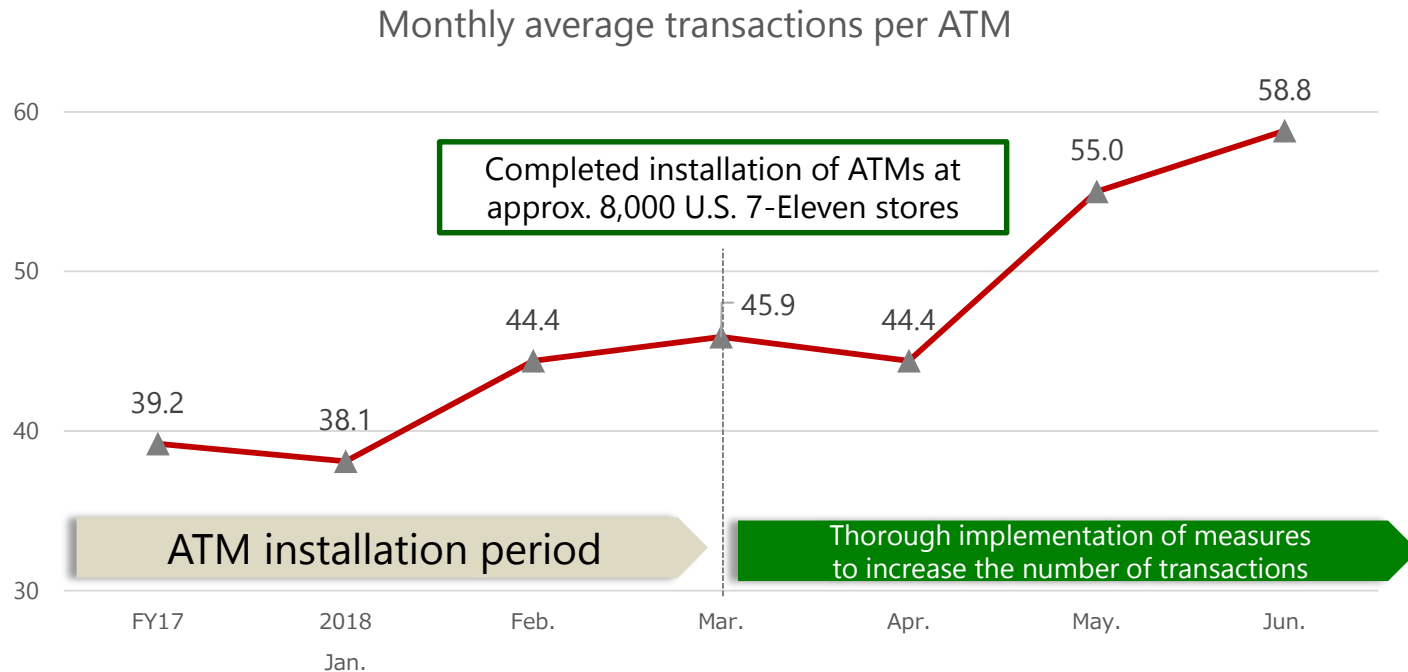
Number of ATMs installed as of June 30, 2018: 13,235

Installed at 7-Eleven stores: 7,899

Installed at stores other than 7-Eleven stores: 4,487 directly owned, 849 owned by location where installed

Overseas Business (North America)

ATMs Installed at U.S. 7-Eleven Stores



- Recognition is rising and the number of transactions has been increasing since May
- Currently reviewing operations, including adjustments to ATM cash supply costs

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



Bank Business Factory (Wholly owned subsidiary of Seven Bank)

Start of Support for Money Laundering Countermeasures at Financial Institutions

In collaboration with SCSK Corporation, we started a “transaction monitoring outsourcing service,” which is an integrated service that singles out and reports on transactions deemed to be suspicious from transaction data supplied by partner companies as a countermeasure against fraudulent accounts.



Contribute to administrative efficiency of financial institutions →
Strengthen a **wide spectrum** of relationships

- Orders from four banks for money laundering monitoring services (As of August 3, 2018)
- We have received inquiries from many financial institutions and are reinforcing the system for introduction of service

Consolidated Subsidiaries (Japan and Indonesia)

Seven Payment Service, Ltd. (Japan)



SEVEN PAYMENT SERVICE (Wholly owned subsidiary of Seven Bank)

- Cash receipt service started on May 7, 2018
Service contracts with 52 companies (as of June 30, 2018), and aiming for contracts with 100 companies by the end of the fiscal year

Seven Pay Co., Ltd. (Japan)

Seven Pay Co., Ltd.

- Established on June 14, 2018 (Equity-method associate; Seven Bank investment ratio 30%)
Preparing to launch a new settlement service using smartphones as a tool (scheduled for spring 2019)

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



- 114 ATMs installed (as of June 30, 2018)

Continue to strengthen sales structure and promote S&B to increase efficiency of self-managed ATMs (Shift installations to locations where the number of transactions can be estimated)