

Financial Results

for The Fiscal Year Ended March 31, 2021



01 **Financial Results**
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Financial Results Digest for Fiscal Year Ended March 31, 2021

Results for the fiscal year ended March 31, 2021

- **Consolidated: Lower profit on lower income**
- **Non-consolidated: Lower profit on lower income**
 - Income in Japan and abroad declined primarily due to the COVID-19 crisis
 - Increased cost in proportion to the number of ATMs installed and for the strengthening of business foundation: failed to control cost

Dividend for the fiscal year ended March 31, 2021

- **¥11.00 for full year in accordance with initial plan**
 - Interim: ¥5.50; year-end: ¥5.50

Plan Digest for Fiscal Year Ending March 31, 2022

Plan for the fiscal year ending March 31, 2022

- **Consolidated: Lower profit on higher income**
 - **Non-consolidated: Higher profit on lower income**
(reversals of deferred tax assets in fiscal year ended March 31, 2021: ¥7.6 billion)
- Secure income increase on a consolidated basis through income increases at subsidiaries in Japan and abroad
 - Active investment “for the next growth” such as replacement with fourth generation ATMs, etc.

Dividend forecast for the fiscal year ending March 31, 2022

- **¥11.00 for full year**, unchanged from the previous fiscal year, by leveraging **the solid** business model and **firm** financial foundation

Income Statements (Consolidated)

(Billion yen)

	FY19	Plan	FY20	Changes from FY19	FY21 plan			
					Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	148.5	134.2	137.2	(11.3)	137.6	0.4	66.6	(1.7)
Ordinary expenses	108.7	101.3	101.6	(7.1)	109.2	7.6	53.9	4.4
Ordinary profit	39.8	32.8	35.6	(4.2)	28.3	(7.3)	12.7	(6.0)
Extraordinary income and losses	△0	0	0	0	0	0	0	0
Net income attributable to owners of the parent	26.1	23.0	25.9	(0.2)	19.7	(6.2)	8.9	(5.3)

(Reference) Equity in net earnings of affiliated companies:

(4.7) billion

(0.7) billion

Full-year plan

(0.3) billion

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 statements:
per USD 1
¥109.03 (FY19), ¥108.00 (FY20 plan), ¥106.76 (FY20), ¥103.00 (FY21 plan)

Income Statements (Seven Bank)

(Billion yen)

	FY19	Plan	FY20	Changes from FY19	FY21 plan			
					Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	120.2	109.8	111.6	(8.6)	110.9	(0.7)	54.2	(0.9)
ATM-related fee income	108.7	98.0	99.3	(9.4)	98.1	(1.2)	48.1	(0.9)
Ordinary expenses	75.2	77.3	77.0	1.8	83.6	6.6	41.7	4.4
Interest expenses	0.6	0.6	0.5	(0.1)	0.5	0	0.2	0
ATM placement fee expenses	15.7	15.9	15.9	0.2	16.1	0.2	8.0	0.2
Outsourcing expenses	18.9	20.8	20.9	2.0	22.3	1.4	11.1	1.0
Maintenance fees	3.7	4.1	3.8	0.1	3.9	0.1	2.0	0.1
Depreciation and amortization	13.6	13.0	13.0	(0.6)	15.7	2.7	7.6	1.4
Ordinary profit	45.0	32.4	34.5	(10.5)	27.3	(7.2)	12.5	(5.3)
Extraordinary income and losses	(5.1)	0.0	(0.7)	4.4	0	0.7	0	0
Total income taxes	12.2	9.9	18.0	5.8	8.3	(9.7)	3.8	(1.6)
Net income	27.6	22.4	15.8	(11.8)	18.9	3.1	8.6	(3.7)
EBITDA	58.6	45.5	47.6	(11.0)	43.1	(4.5)	20.1	(4.0)
Number of ATMs installed at end of term (units)	25,215	25,515	25,676	461	26,226	550	25,950	568
ATM-related fee income per transaction (yen)	130.9	124.0	121.4	△9.5	110.9	△10.5	110.9	△13.5
Daily average transactions per ATM (transactions/ATM/day)	92.1	87.5	90.5	△1.6	95.5	5.0	93.9	6.3
Total number of transactions (million)	849	807	836	△13	902	66	442	39

Note: EBITDA = Ordinary profit + Depreciation and amortization

Income Statements (FCTI)

(Million USD)

	FY19	Plan	FY20	Changes from FY19	FY21 plan			
					Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	254.0	213.0	227.0	(27.0)	210.3	(16.7)	101.6	(15.4)
Ordinary expenses	247.7	194.4	204.1	(43.6)	188.4	(15.7)	91.5	(11.9)
Interest expenses	35.2	16.9	17.1	(18.1)	12.3	(4.8)	6.2	(4.0)
ATM placement fee expenses	139.7	112.9	115.8	(23.9)	109.6	(6.2)	53.4	(4.8)
Outsourcing expenses	17.4	15.2	15.5	(1.9)	12.8	(2.7)	6.4	(1.7)
Maintenance fees	17.4	15.3	16.0	(1.4)	11.7	(4.3)	5.4	(2.7)
Depreciation and amortization	6.7	6.8	6.7	0	6.9	0.2	3.4	0.1
Ordinary profit	6.3	18.6	22.8	16.5	21.8	(1.0)	10.1	(3.4)
Extraordinary income and losses	0.5	2.0	2.1	1.6	0	(2.1)	0	0
Net income	6.6	20.5	24.6	18.0	21.7	(2.9)	10.0	(3.4)
EBITDA	13.1	25.5	29.6	16.5	28.9	(0.7)	13.6	(3.2)
Number of ATMs installed at end of term (units)	10,886	8,640	9,368	△1,518	8,664	△704	8,616	△2,047
At SEI (units)	8,465	8,640	8,553	88	8,664	111	8,616	122
Daily average transactions per ATM (transactions/ATM/day)	43.1	46.5	48.8	5.7	56.1	7.3	54.8	9.7
At SEI (transactions/ATM/day)	55.4	52.6	56.3	0.9	56.9	0.6	54.0	0.4
Total number of transactions (million)	191.6	171.5	183.1	△8.5	179.0	△4.1	86.6	△1.6

Notes: 1. Number of ATMs installed as of March 31, 2021 (preliminary data): 9,433 (8,623 at 7-Eleven stores; 810 at locations other than 7-Eleven stores)

2. FCTI interest expenses: equivalent to interest charges paid to financial institutions supplying cash to ATMs, outsourcing expenses, etc.

Subsidiaries in Japan (1)

(Million yen)

Bank Business Factory	FY19	Plan	FY20	Changes from FY19	FY21 plan			
					Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	1,573	1,895	2,025	452	2,130	105	951	90
Ordinary expenses	1,414	1,762	1,804	390	1,920	116	945	68
Ordinary profit	158	133	221	63	210	△11	6	21
Net income	111	93	144	33	147	3	4	19

- Number of non-group companies from which BBF received contracts for back-office support: 23 (as of Mar. 31, 2020) ➤ 29 (as of Mar. 31, 2021) ➤ 41 (plan for Mar. 31, 2022)

(Million yen)

Seven Payment Service	FY19	Plan	FY20	Changes from FY19	FY21 plan			
					Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	115	315	369	254	521	152	230	53
Ordinary expenses	233	405	347	114	518	171	238	47
Ordinary profit	△117	△90	22	139	3	△19	△7	△7
Net income	△117	△90	16	133	2	△14	△7	△7

- Number of companies with which 7PS had contracts: 276 (as of Mar. 31, 2020) ➤ 423 (as of Mar. 31, 2021) ➤ 550 (plan for Mar. 31, 2022)

Subsidiaries in Japan (2)

Seven Global Remit



- **Making overseas money transfer more convenient for foreign residents**
 - Mar. 2021: Began offering “Sendy” international money transfer app
 - Tie-up with DBS Bank Ltd. of Singapore
Starting with Vietnam, expand the remittance countries and receiving banks in the future

Comprehensively support financial and daily life aspects of foreign residents

Credd Finance



- **Making living in Japan more convenient for foreign residents**
 - Seven Bank’s foreign resident customer base + Shinsei Bank Group’s knowhow for offering credit services
 - Aug. 2020: Launch of “Sendy Credit Card”
Oct. 2020: Launch of “Sendy Personal Loan”

ACSiON



- **Contribute to prevention of increasingly sophisticated financial crimes**
 - Seven Bank’s knowhow for financial crime countermeasures + ISiD’s ability to develop solutions utilizing FinTech
 - Oct. 2020: Began fraud detection platform “Detecker”
Dec. 2020: Began offering online personal authentication “proost”

Overseas Subsidiaries

(Million yen)

PT. ABADI TAMBAH MULIA INTERNASIONAL	FY19				FY21 plan			
		Plan	FY20	Changes from FY19	Full year	Changes from FY20	First half	Changes from FY20 1H
Ordinary income	142	460	429	287	1,501	1,072	555	401
Ordinary expenses	118	409	300	182	1,287	987	531	415
Ordinary profit	23	51	129	106	214	85	24	(13)
Net income	29	51	114	85	214	100	24	(13)

Note: Exchange rate: per IDR 100
 ¥0.771 (FY19), ¥0.751 (FY20 plan), ¥0.735 (FY20), ¥0.7517 (FY21 plan)

- Number of ATMs installed: 200 (as of Dec. 31, 2019)
 - 750 (as of Dec. 31, 2020)
 - 2,000 (plan for Dec. 31, 2021)

New market

Pito AxM Platform, Inc.



- **ATM operation knowhow + store network of 7-Eleven in the Philippines**
 - Installed cash-recycling ATMs at 7-Eleven in the Philippines (2,978 stores as of Dec. 31, 2020)
 - Began installing ATMs in Feb. 2021 (117 as of Mar. 31, 2021)
 - Plan to install 320 ATMs until June 2021

Financial Position (Seven Bank) / Shareholder Returns

Balance Sheet of Seven Bank (as of March 31, 2021)

(Billion yen)

Cash and due from banks (for ATMs, etc.)	927.6	Deposits (Individual deposits: 519.0)	784.8
Securities	91.1	Bonds	105.0
ATM-related temporary payments	83.1	ATM-related temporary advances	47.0
Other	90.5	Other	23.9
		Total net assets	231.6

Total assets: 1,192.3

Liabilities + Net assets: 1,192.3

Non-consolidated capital ratio (Domestic standard): 54.59% (preliminary figure)

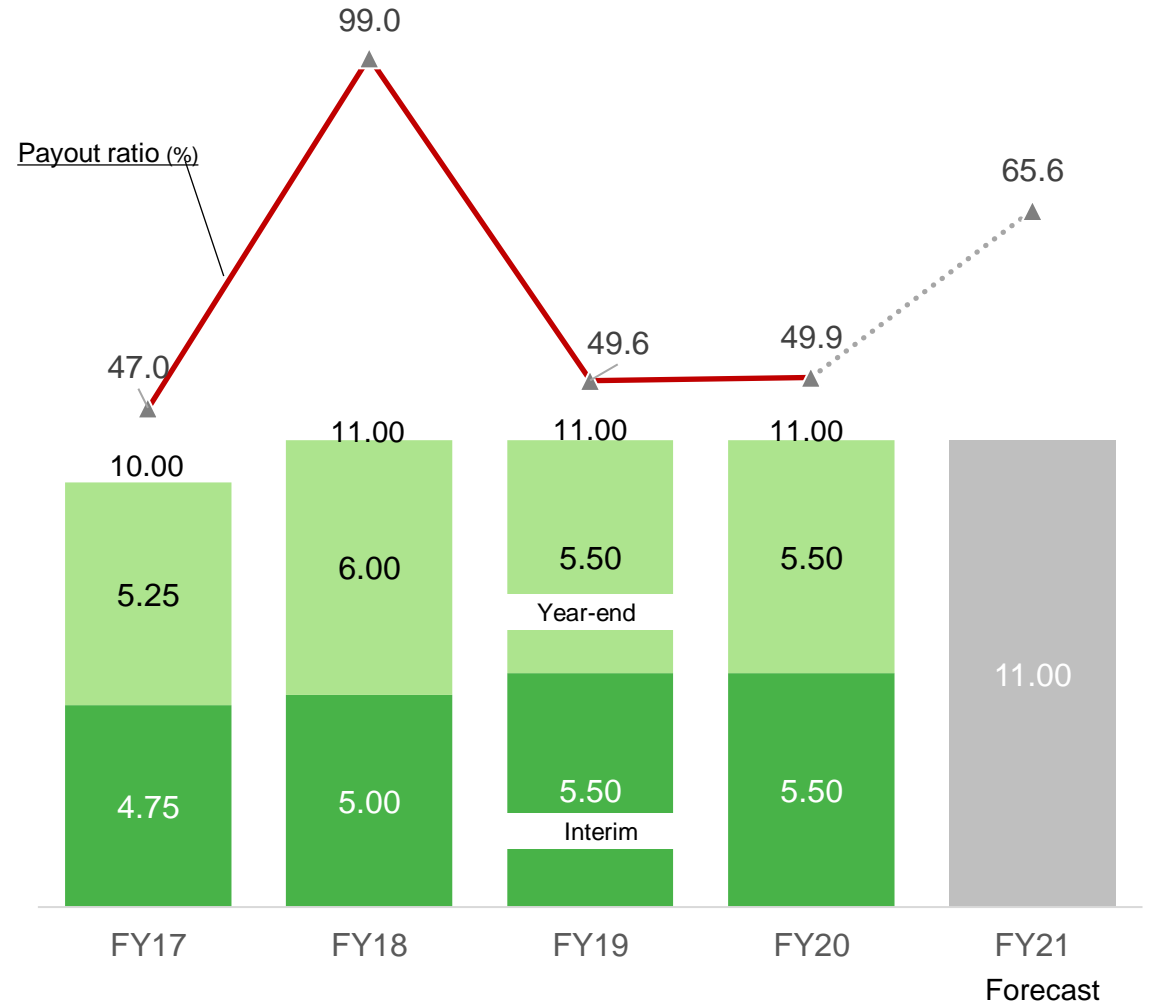
Credit rating (long-term)

S&P: A+

R&I: AA

Dividend

- Fiscal 2020: ¥11.00 for full year
- Fiscal 2021: ¥11.00 for full year (planned) (about ¥12.9 billion in total dividends)





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Appendix

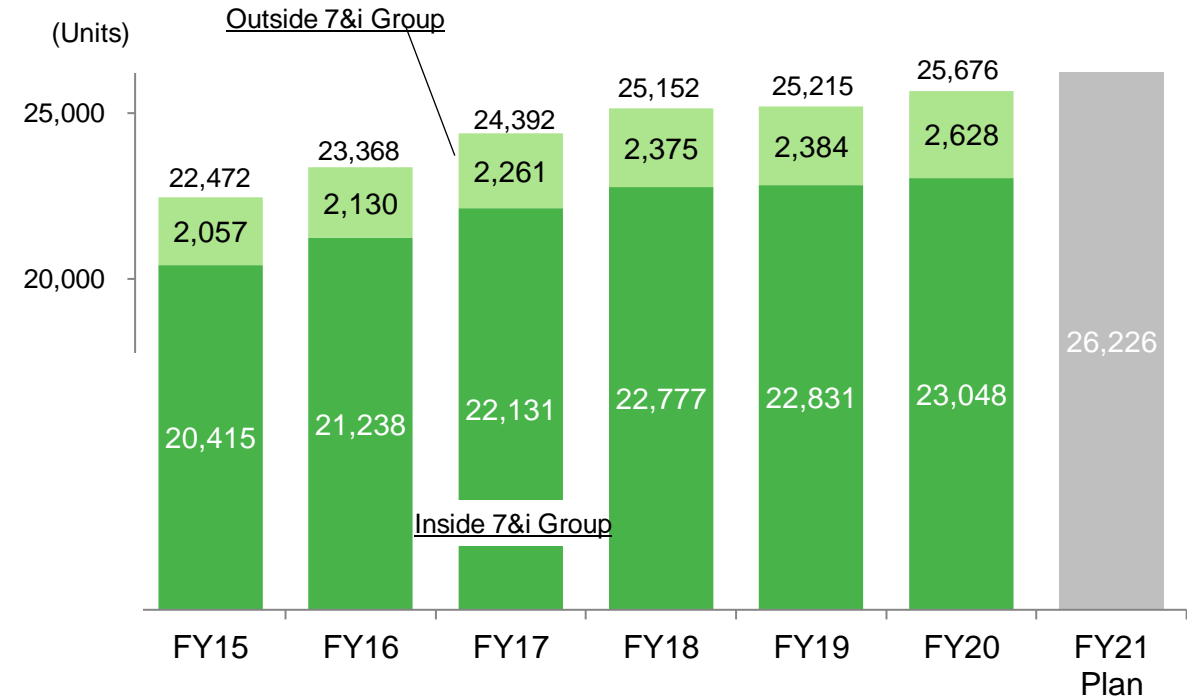
Reference Materials

Figures of ATM Platform Business (Seven Bank)

Total Number of Transactions and Daily Average Transactions per ATM



Number of ATMs



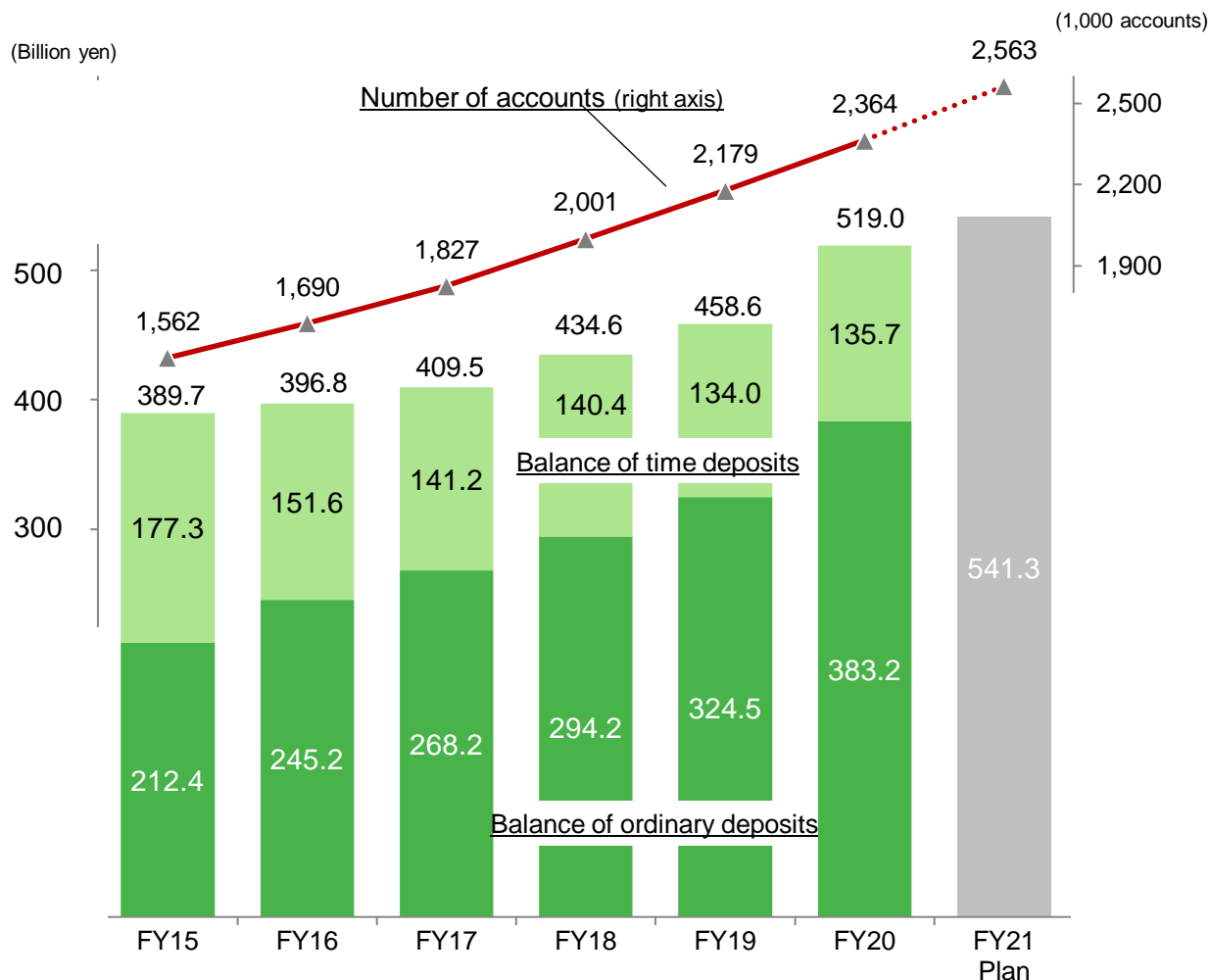
Notes:

1. The number of transactions and daily average transactions per ATM do not include balance inquiries, e-money charges, PIN changes, or withdrawal limit changes.
2. In this report, "non-banks, etc." are composed of securities companies, life insurance companies, credit card companies, consumer credit companies, consumer financing companies, non-financial companies, etc.
3. ATM-related fee income per transaction for FY20: ¥121.4

$$\text{ATM-related fee income per transaction} = \text{ATM-related fee income} / (\text{Total of transactions} - \text{Total of transactions without ATM-related fee income [e.g. sales proceeds deposits]})$$

Settlement and Account Business

Number of accounts and balance of deposits (individuals)



Personal loan services

	FY19	FY20	FY21 plan
Balance at end of period (Billion yen)	23.2	24.3	26.5

Overseas money transfer services

	FY19	FY20	FY21 plan
Number of transactions (Thousands of transactions)	1,214	1,227 *	1,288 *

* Including services offered by Seven Global Remit

Debit services

	FY19	FY20	FY21 plan
Number of transactions (Thousands of transactions)	13,962	17,447	19,320



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