

# Financial Results for the First Quarter of Fiscal 2016

**August 2016**



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

## Non-Consolidated

- ◆ First-quarter revenues and profits both increased year on year.
- ◆ Ordinary income, ordinary profit and net income all progressed according to plan.

Ordinary income	¥28.2 billion	(up 3.2% year on year)
Ordinary profit	¥9.9 billion	(up 0.0% year on year)
Net income	¥6.8 billion	(up 3.3% year on year)

- ◆ Total number of ATM transactions: up 2.5% year on year  
Deposit-taking financial institution transactions: up 2.4% year on year  
Non-bank transactions: up 3.4% year on year

## Consolidated

- ◆ Ordinary income: ¥30.4 billion, Net income: ¥6.3 billion

Note: Consolidated net income is net income attributable to owners of the parent

## Non-Consolidated

(Billion yen)

	FY15 1Q	FY16 1Q	Changes from FY15 1Q
Ordinary income	27.3	28.2	0.9
Ordinary expenses	17.4	18.2	0.8
Ordinary profit	9.9	9.9	0.0
Net income	6.6	6.8	0.2

## Consolidated

(Billion yen)

	FY15 1Q	FY16 1Q	Changes from FY15 1Q
Ordinary income	29.5	30.4	0.9
Ordinary expenses	20.0	21.0	1.0
Ordinary profit	9.5	9.4	(0.1)
Net income	6.2	6.3	0.1

### Notes:

1. Amounts less than one unit have been truncated.
2. Year-on-year comparative data in units of 100 million yen.
3. Exchange rate per US\$1 on the income statements:  
FY15 1Q = ¥119.16, FY16 1Q = ¥115.35
4. Consolidated net income is net income attributable to owners of the parent

### Consolidation periods of companies in FY16 results

Seven Bank: April 1, 2016 to June 30, 2016  
 FCTI: January 1, 2016 to March 31, 2016  
 ATMi: January 1, 2016 to March 31, 2016  
 BBF: April 1, 2016 to June 30, 2016

# Income Statement (Non-Consolidated)

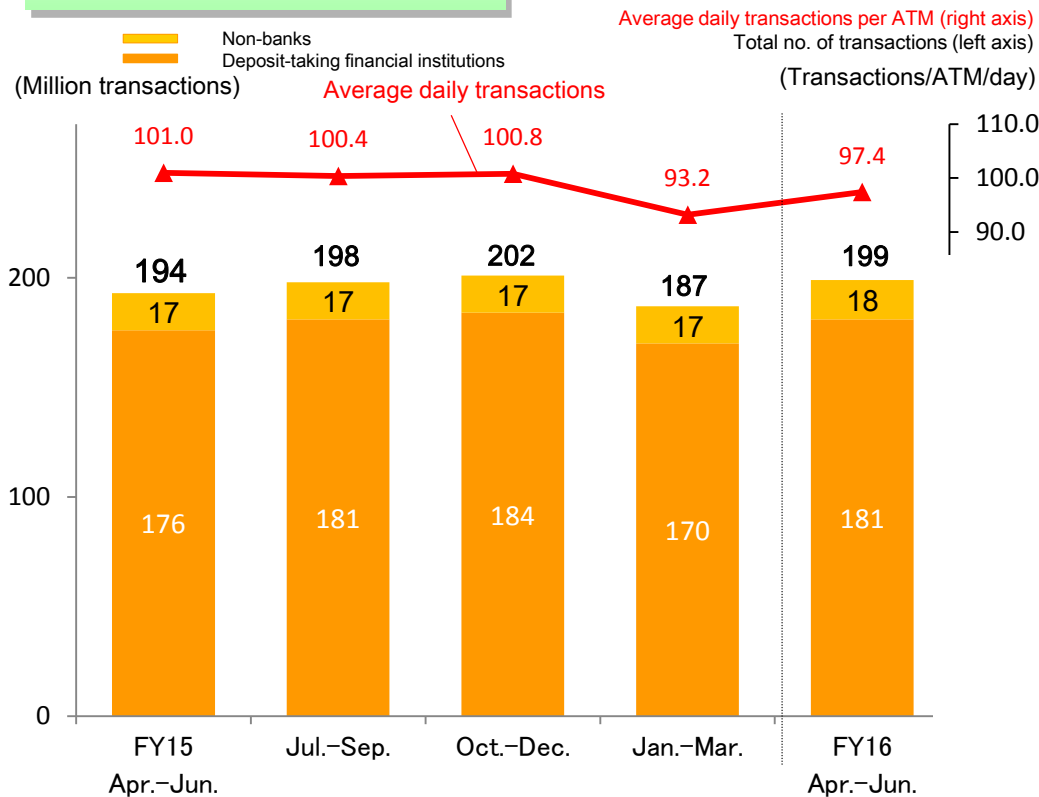
(Billion yen)

	FY15 1Q	FY16 1Q	Changes from FY15 1Q	FY16 Plan
<b>Ordinary income</b>	27.3	28.2	0.9	113.8
<b>ATM-related fee income</b>	25.4	25.9	0.5	104.2
<b>Ordinary expenses</b>	17.4	18.2	0.8	74.3
<b>Ordinary profit</b>	9.9	9.9	0.0	39.5
<b>Extraordinary gain (loss)</b>	(0.0)	(0.0)	0.0	(0.1)
<b>Income taxes</b>	3.2	3.0	(0.2)	12.1
<b>Net income</b>	6.6	6.8	0.2	27.2
<b>EBITDA</b>	14.1	14.1	0.0	57.3
<b>No. of ATMs installed at end of term (units)</b>	21,357	22,686	1,329	23,700
<b>Daily average transactions per ATM (transactions/ATM/day)</b>	101.0	97.4	(3.6)	95.4
<b>Total no. of transactions (millions)</b>	194	199	5	800

**Notes:**

1. Amounts less than one unit have been truncated.
2. Year-on-year comparative data in units of 100 million yen (comparative data for the total number of transactions in units of one million).
3. EBITDA = Ordinary profit + Depreciation and amortization

## ATM usage

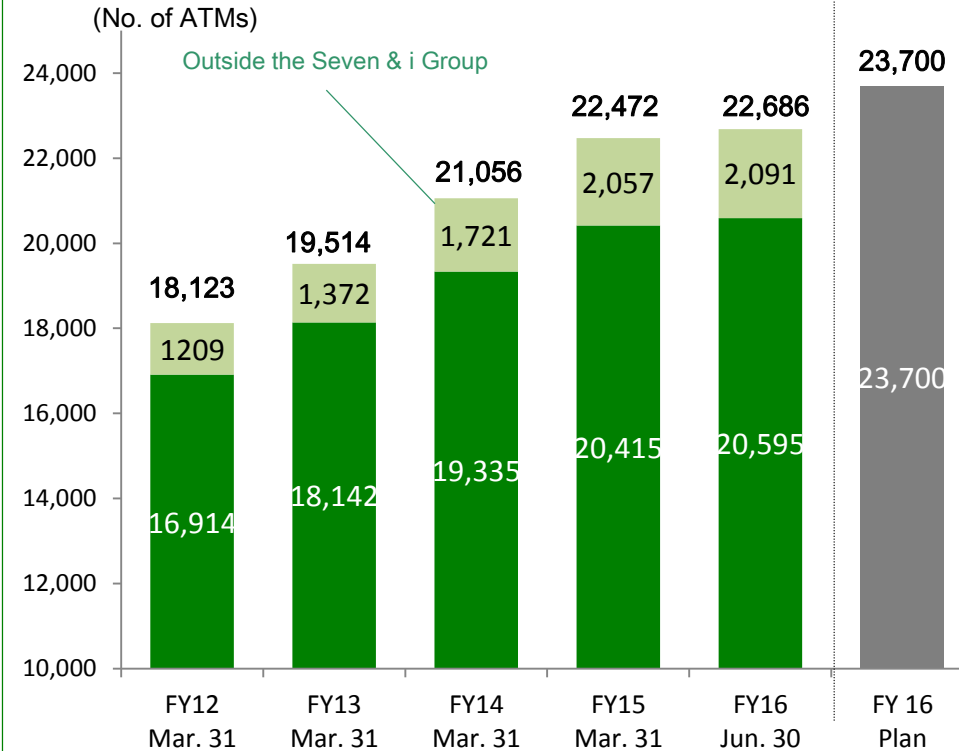


### Notes:

1. Average daily transactions per ATM and total of transactions for the period excludes balance inquiries, e-money charges, PIN changes and daily withdrawal limit changes.
2. Amounts less than one unit have been truncated.
3. Non-bank totals listed in this document include securities, life insurance, credit, overseas credit card, consumer credit and consumer finance companies.

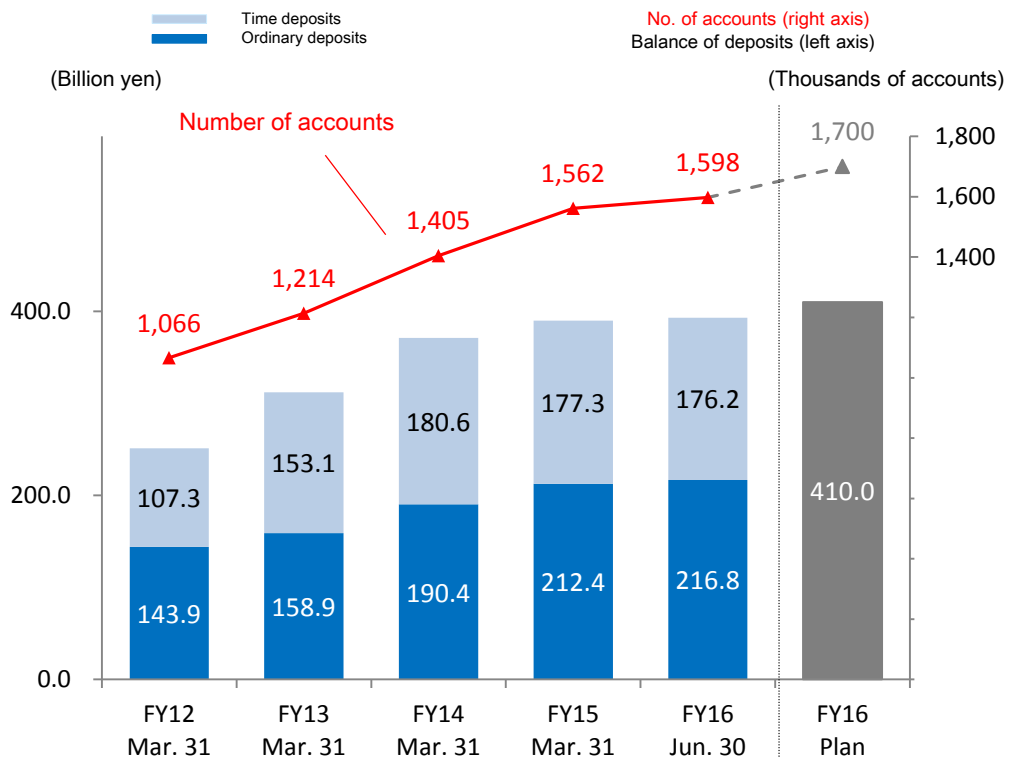
- The total number of transactions increased 2.5% compared with the same period of the previous year along with the increase in the number of ATMs installed
- Average daily transactions per ATM are currently in a recovery trend

## Number of ATMs



- The number of ATMs installed at Seven & i Group stores has risen smoothly, mainly due to the opening of new 7-Eleven stores
- Outside the Seven & i Group, installations are mainly conducted at transportation, tourist, retail and other facilities

## Individual accounts

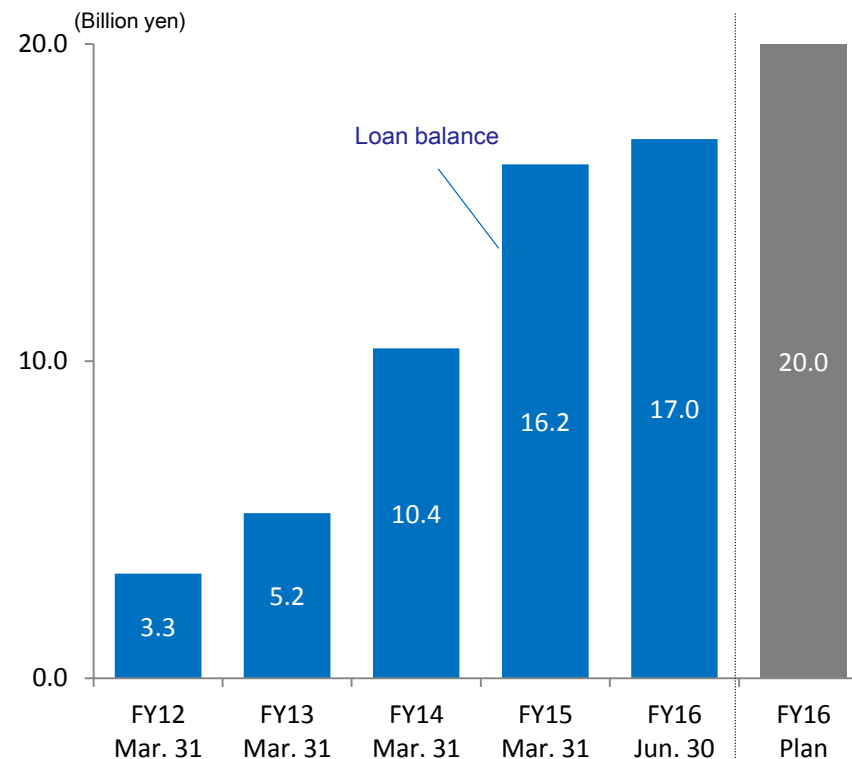


## International money transfer services

(Thousand transactions)

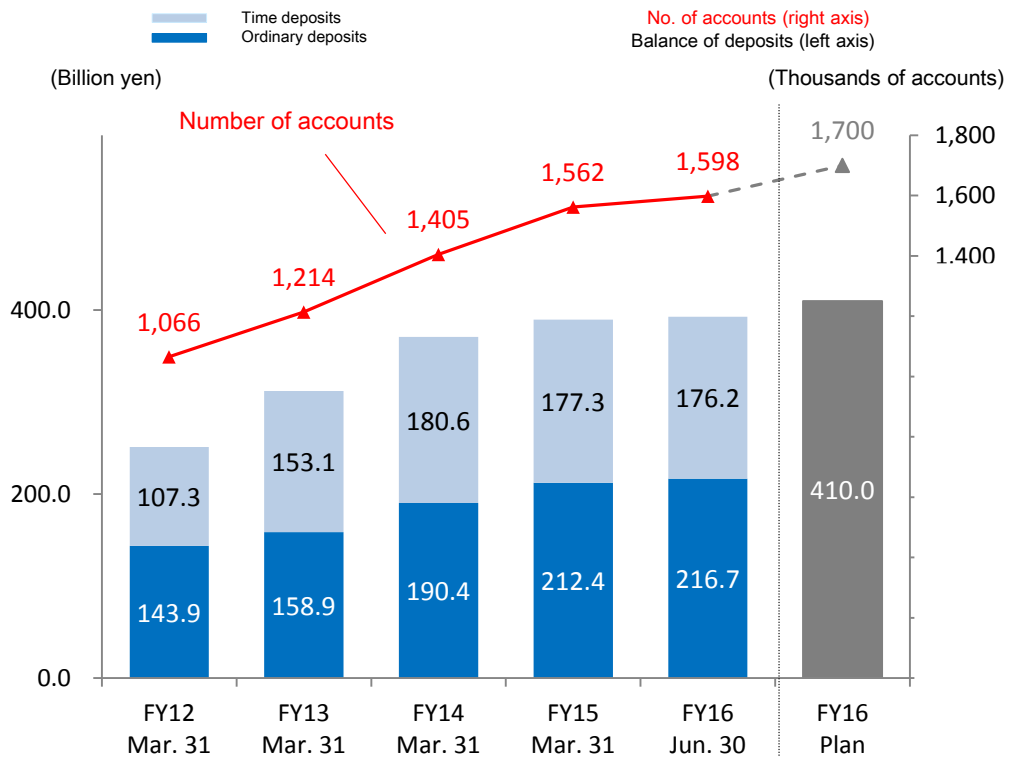
	April – June 2015	April – June 2016
Number of transfers	181	231

## Personal loan services

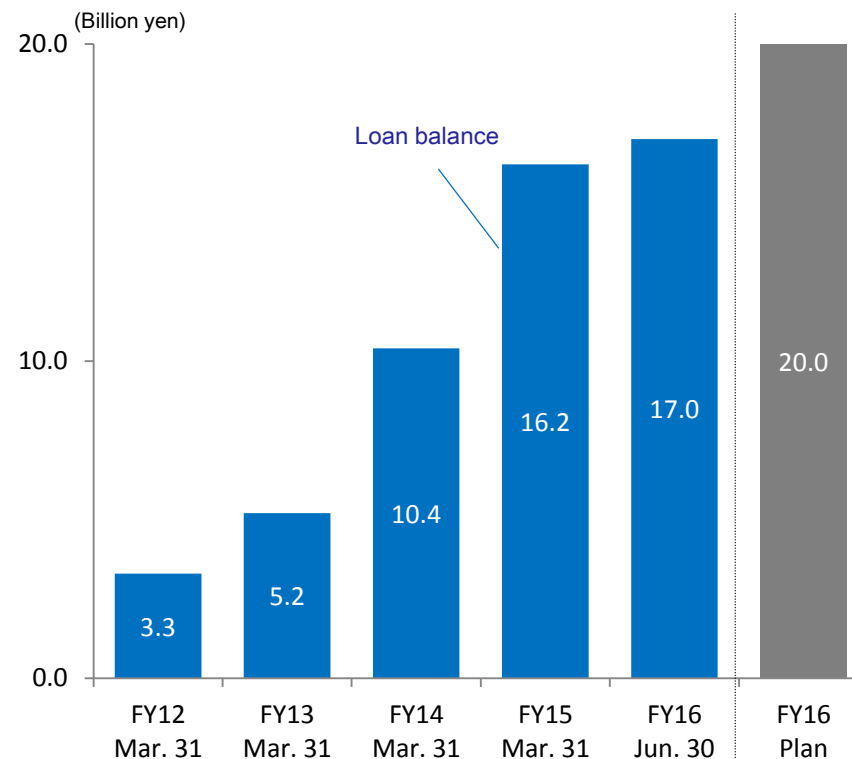


• Steady increase in loan balance

## Individual accounts



## Personal loan services



## International money transfer services

(Thousand transactions)

	April – June 2015	April – June 2016
Number of transfers	181	231

• Steady increase in loan balance

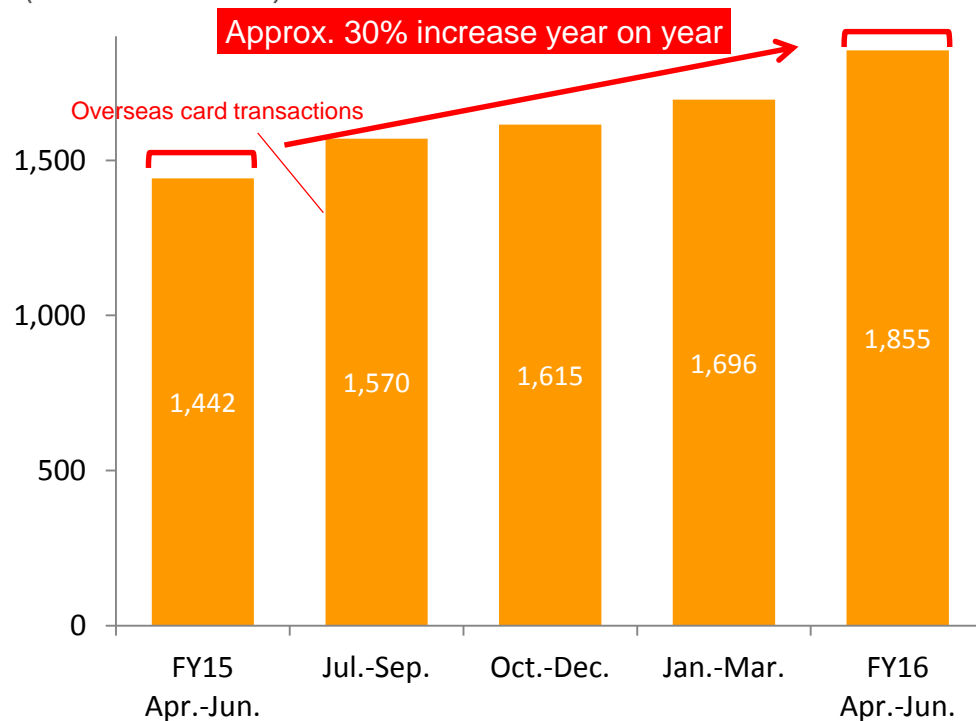


## Responding to Needs to Use Overseas Cards

- Steady increase in the number of overseas card transactions
- Increasing ATM installations with financial institutions to meet needs to use overseas cards

## Transactions Using Cards Issued Overseas

(Thousand transactions)



## Examples of Joint ATM Installations to Meet Inbound Tourism Needs

Installation Date	Partner
June 2013	Juroku Bank
July 2014	Joyo Bank
October 2015	Shizuoka Bank
January 2016	The Eighteenth Bank
April 2016	The Bank of Okinawa
May 2016	Hyakugo Bank
June 2016	The Toho Bank
June 2016	The Daisan Bank/The Mie Bank
June 2016	Hiroshima Bank
February 2017 (scheduled)	Shimane Bank



## Overseas Subsidiary (United States)

■ Name: FCTI, Inc.

(Unit: Million US\$)

Principal benchmarks	2015 1Q (Jan.-Mar.)	2016 1Q (Jan.-Mar.)	FY16 Plan
Ordinary income	19.0	19.2	79.8
Ordinary expenses	19.0	20.2	82.0
Ordinary profit	(0.0)	(1.0)	(2.1)
Net income	(0.0)	(0.6)	(1.6)
EBITDA	1.5	0.7	5.0
No. of ATMs installed	6,377	6,451	6,700

## Notes:

1. Amounts less than one unit have been truncated.
2. EBITDA = Ordinary profit + depreciation and amortization
3. 6,437 ATMs installed as of June 30, 2016

- Installation of ATMs at 7-Eleven, Inc. scheduled from July 2017 onward
- Focus on preparing systems and personnel for installations



## Overseas Subsidiary (Indonesia)

■ Name: PT. ABADI TAMBAH MULIA INTERNASIONAL (ATMi)

- 100 ATMs installed as of June 30, 2016



## Subsidiary in Japan

■ Name: Bank Business Factory Co., Ltd. (BBF)

- Began bank back-office support on commission for Shinsei Bank in June 2016
- Five customer companies for back-office support on commission as of June 30, 2016

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