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Financial Results

for First Quarter of Fiscal Year 2024

TODAY'S AGENDA

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Financial Results for
First Quarter of Fiscal
Year Ending March 31,
2025

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01

Financial Results for First Quarter of Fiscal Year Ending March 31, 2025

Key points of the results for the first quarter of fiscal year ending March 31, 2025



Financial results overview

Ordinary income rose thanks to strong performance of the domestic ATM business and Seven Card Service becoming consolidated subsidiary; ordinary profit declined mainly due to increased at costs Seven Bank and overseas



Domestic ATM business

Numbers of both ATMs and transactions exceeded the plan



Domestic retail business

Loans and post payment service were strong



Overseas business

In Asia, performance in the Philippines was favorable while that in Indonesia was stagnant

Financial Results for First Quarter of
Fiscal Year Ending March 31, 2025

Profit/Loss Status
[Consolidated]

Ordinary income

Ordinary income increased owing primarily to the addition of ordinary income of Seven Card Service, which became a consolidated subsidiary in 2Q of the previous fiscal year, as well as an increase in non-consolidated ordinary income

Ordinary profit

Ordinary profit **declined** due to replacement with fourth generation ATMs and cost increases at overseas subsidiaries

- 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:
FY2023 1Q \$1 = ¥132.42
FY2024 1Q \$1 = ¥148.63
5. All EBITDA in these materials are Ordinary profit + Depreciation and amortization.

Ordinary income

¥ **51.4** billion

1Q of previous fiscal year ¥41.2 billion Year on year change +24.7%

Ordinary profit

¥ **7.1** billion

1Q of previous fiscal year ¥7.7 billion Year on year change (7.7)%

Ordinary expenses

¥ **44.2** billion

1Q of previous fiscal year ¥33.4 billion Year on year change +32.3%

Net income attributable to owners of the parent

¥ **4.6** billion

1Q of previous fiscal year ¥5.3 billion Year on year change (13.2)%

EBITDA

¥ **13.8** billion

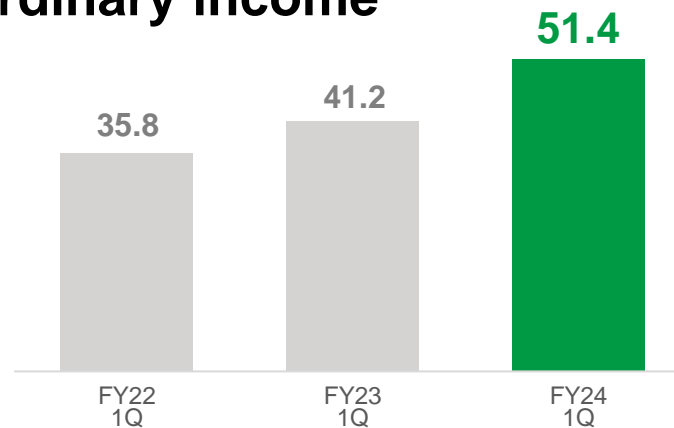
1Q of previous fiscal year ¥12.9 billion Year on year change +6.9%

Financial Results for First Quarter of Fiscal
Year Ending March 31, 2025

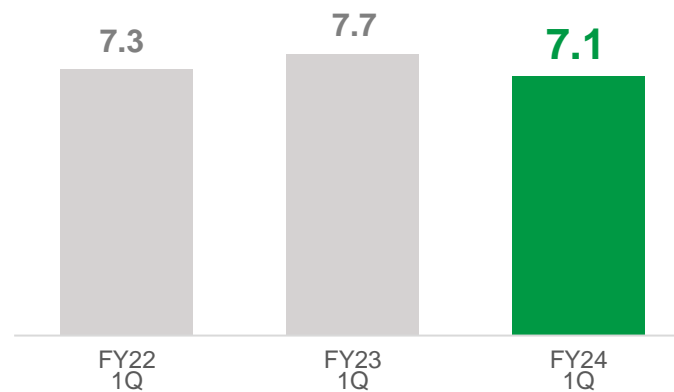
Trend of First Quarter Performance [Consolidated]

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

Ordinary income

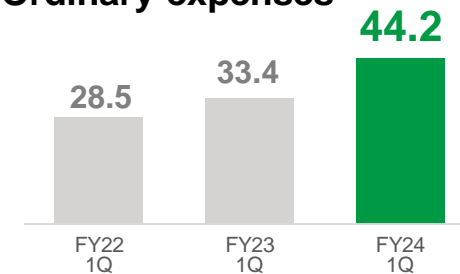


Ordinary profit

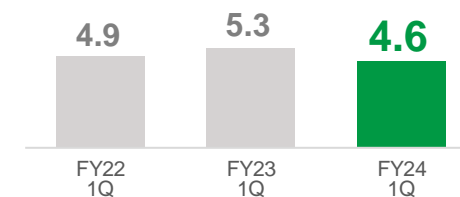


Ordinary expenses

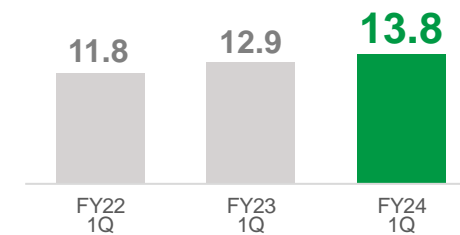
(Billion yen)



Net income attributable to owners of the parent



EBITDA



Financial Results for First Quarter of
Fiscal Year Ending March 31, 2025

Profit/Loss Status
[Seven Bank]

Ordinary income

Ordinary income increased thanks to strong domestic ATM business

Ordinary profit

Ordinary profit declined due primarily to the cost increase from replacement with fourth-generation ATMs

- 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

¥ **33.0** billion

1Q of previous fiscal year ¥31.8 billion Year on year change +3.7%

Ordinary profit

¥ **7.4** billion

1Q of previous fiscal year ¥8.5 billion Year on year change (12.9)%

Ordinary expenses

¥ **25.6** billion

1Q of previous fiscal year ¥23.3 billion Year on year change +9.8%

Net income

¥ **5.0** billion

1Q of previous fiscal year ¥5.7 billion Year on year change (12.2)%

EBITDA

¥ **12.6** billion

1Q of previous fiscal year ¥13.0 billion Year on year change (3.0)%

AGENDA

02

Key Figures and Topics by Business

Domestic Business (ATM)

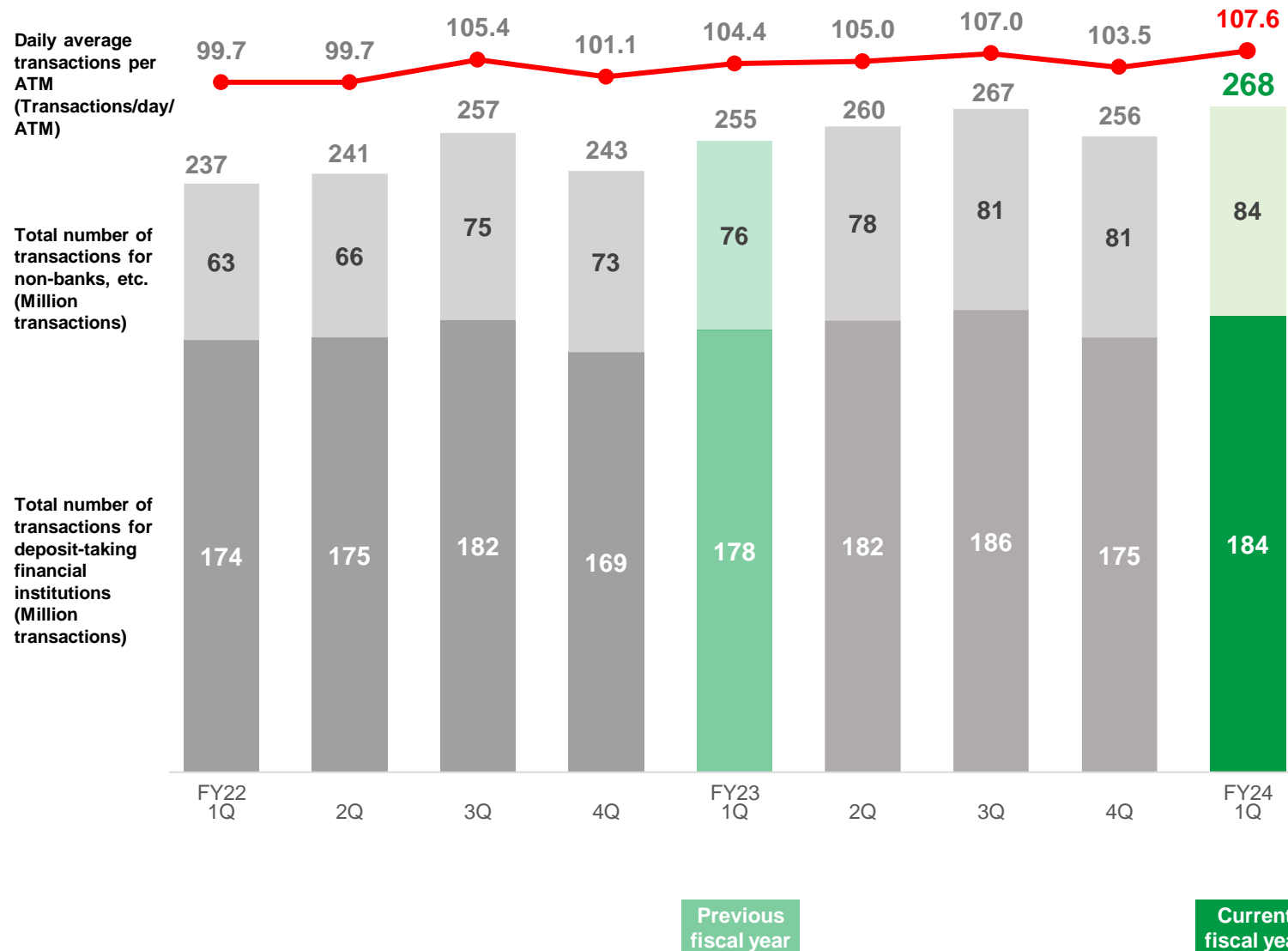
Domestic Business (ATM)

Key Figures: ATM Usage

Total number of transactions in 1Q
268 million transactions
(+13 million transactions)

Daily average transactions per ATM in 1Q
107.6 transactions
(+3.2 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: ¥108.1 for FY2024 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

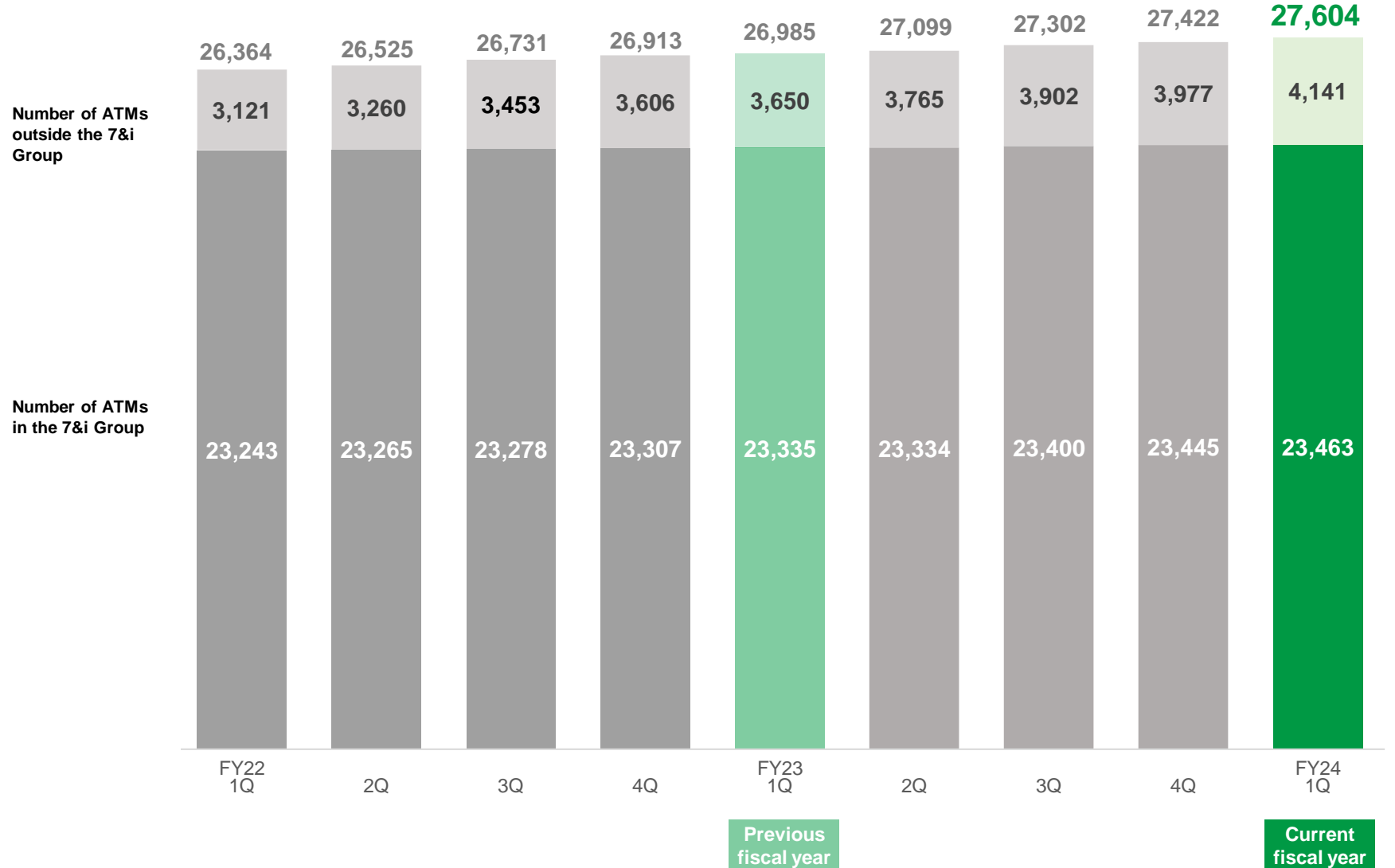
27,604 units

(+619 units)

The 7&i Group:

23,463 units (+128 units)

Outside the 7&i Group:
4,141 units (+491 units)



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

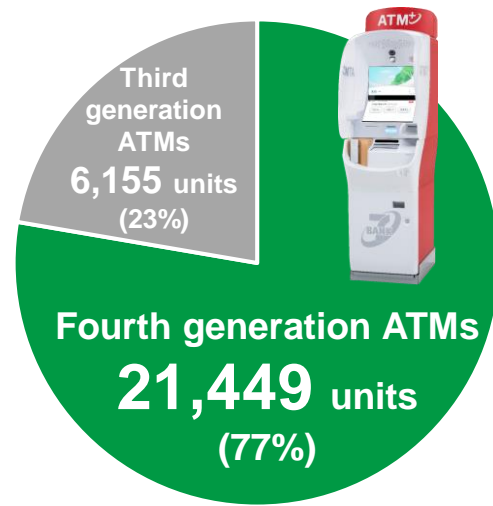
Domestic Business (ATM)

Topics

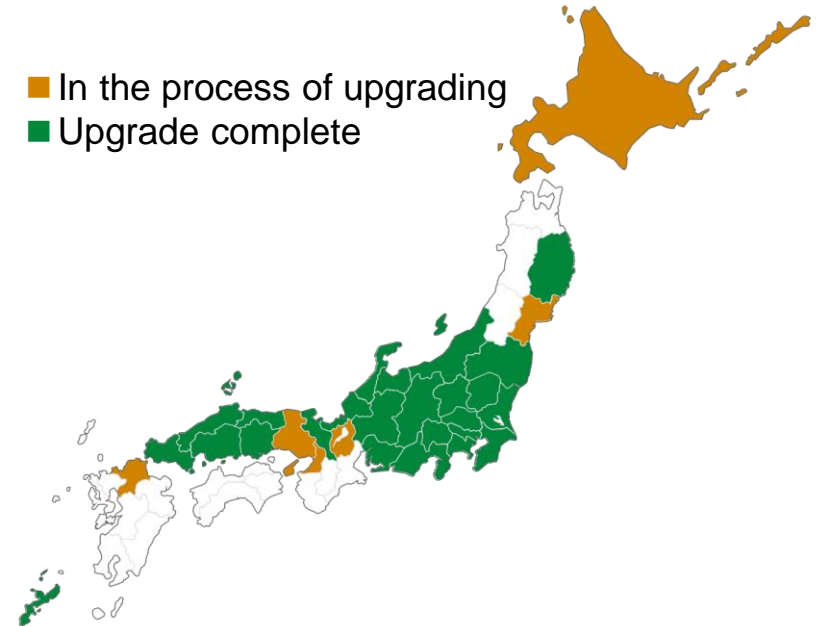
Replacement with fourth generation ATMs has progressed smoothly and replacement of all ATMs in FY2024 is expected to be completed in accordance with the plan

We will continue to promote acquisition of new partners for “+Connect”

The number of fourth generation ATMs exceeded 20,000 units
Areas where new service “+Connect” is available have expanded



(As of the end of June 2024)



New partners for “+Connect”

Shinsei Financial

from June 2024:
ongoing due diligence

Ashikaga Bank

from Oct. 2024:
loan information notification

Yamanashi Chuo Bank

from Oct. 2024:
ongoing due diligence

SBI Shinsei Bank

from Apr. 2025:
ongoing due diligence

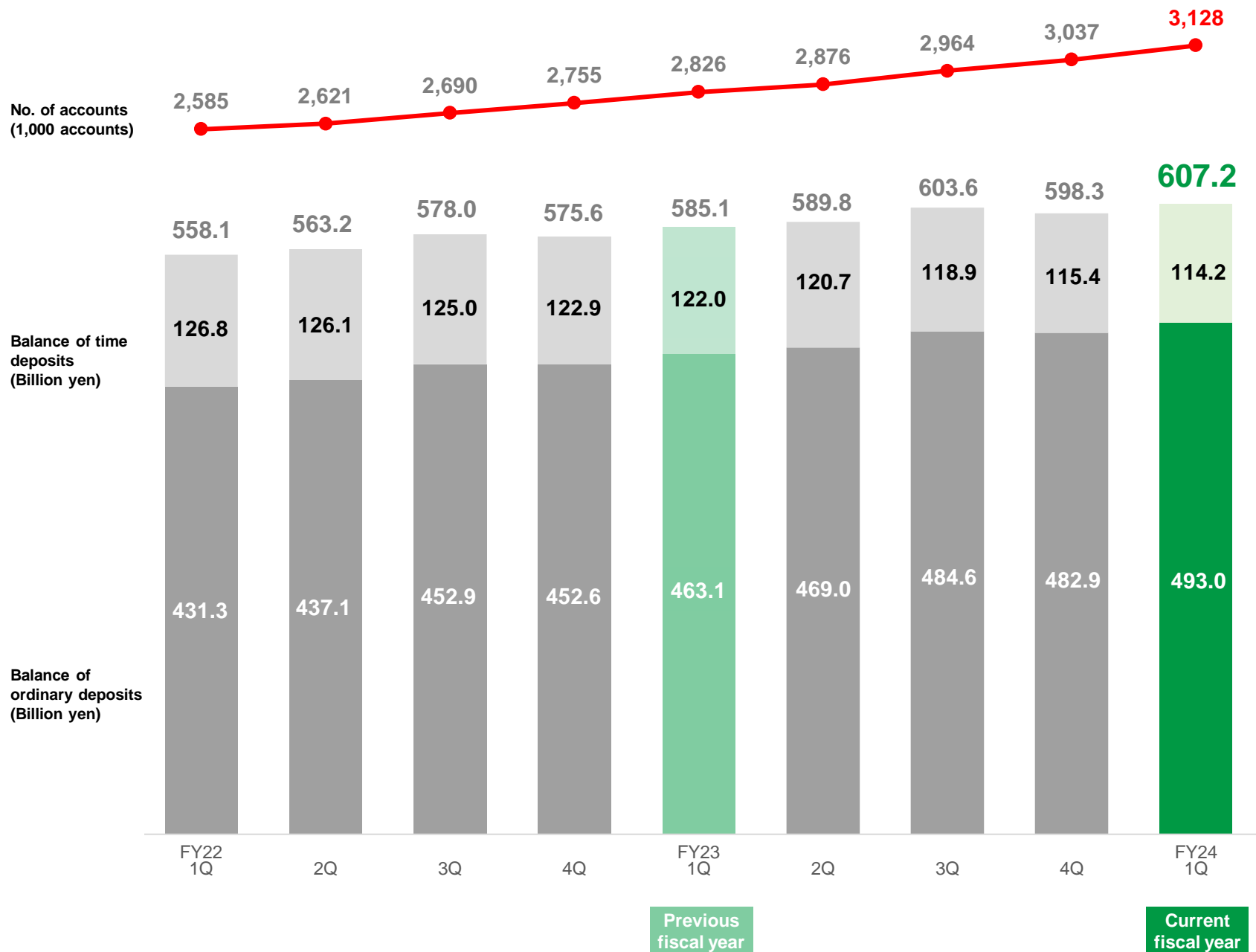
Domestic Business (Retail)

Domestic Business (Retail)

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

No. of accounts
3,128,000 accounts
(+302,000 accounts)

Balance of deposits
¥607.2 billion
(+¥22.1 billion)



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

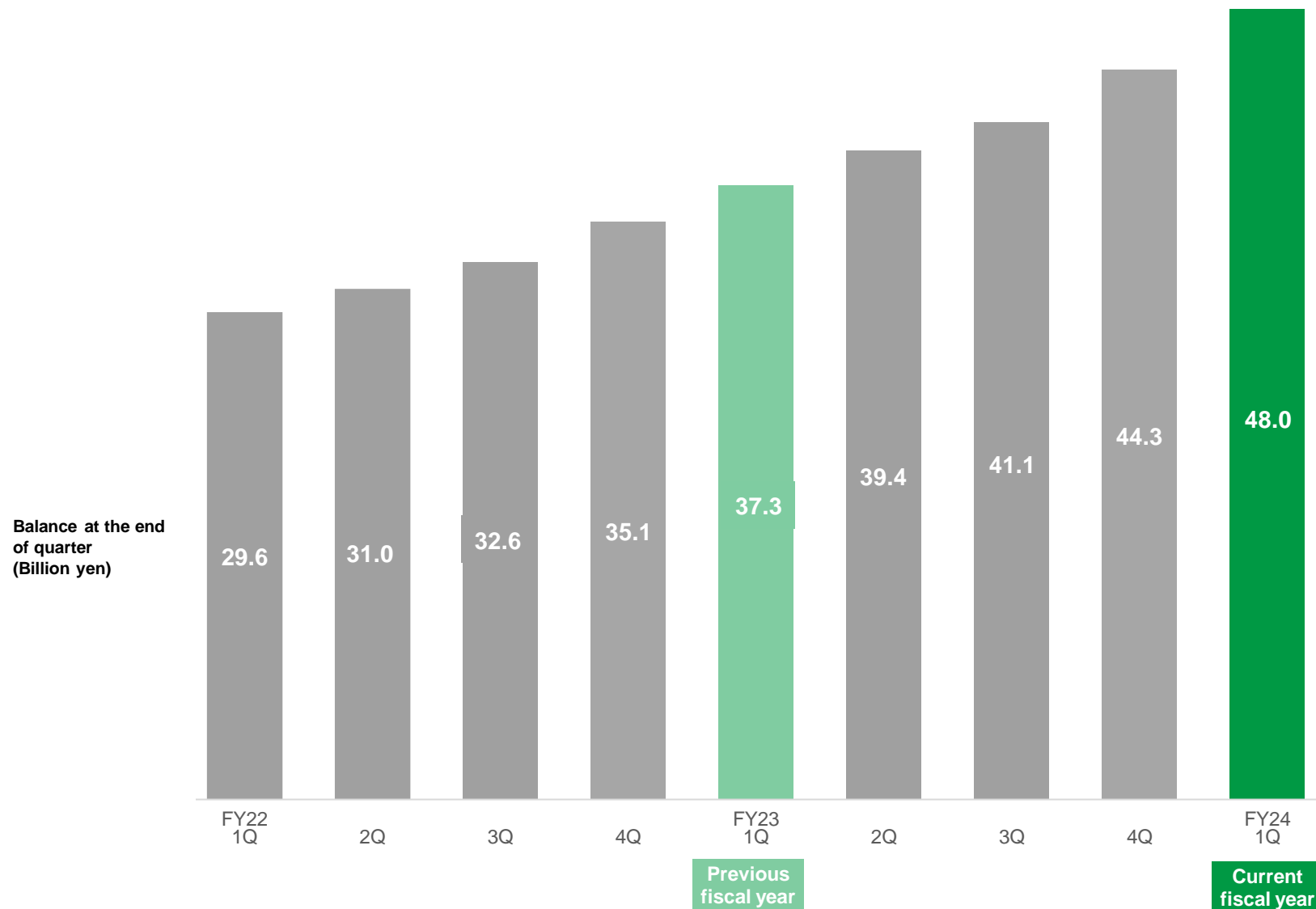
Previous
fiscal year

Current
fiscal year

Domestic Business (Retail)

Key Figures: Personal Loan Services

Balance at the end of quarter
¥48.0 billion
(+¥10.7 billion)



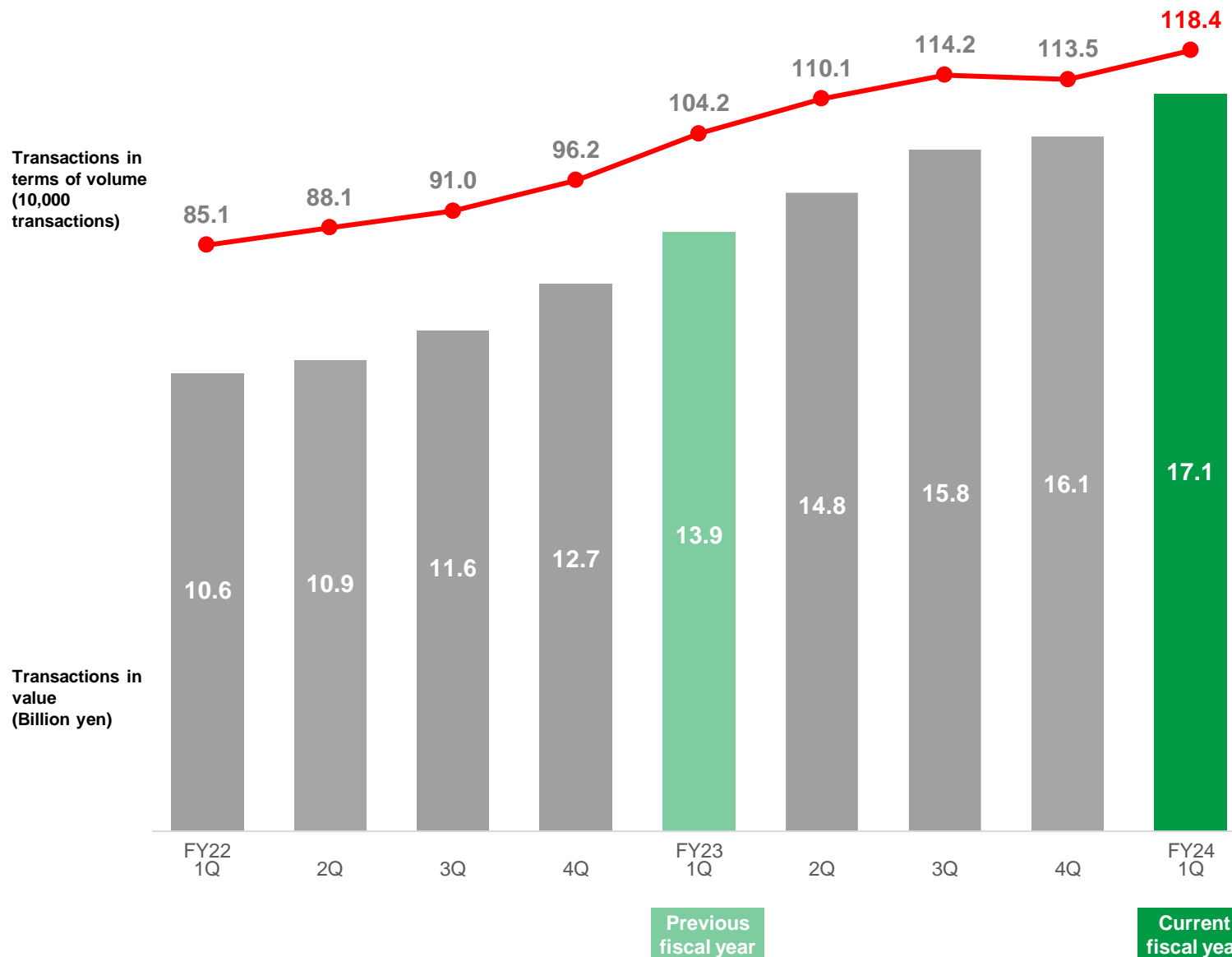
Notes: 1. All comments and figures regarding changes are compared with the same period a year ago.
2. The year-end balance through FY2023 2Q includes services offered by Credd Finance.

Domestic Business (Retail)

Key Figures: Seven Bank Post Payment Service

Transactions in value
¥17.1 billion
 (+¥3.2 billion)

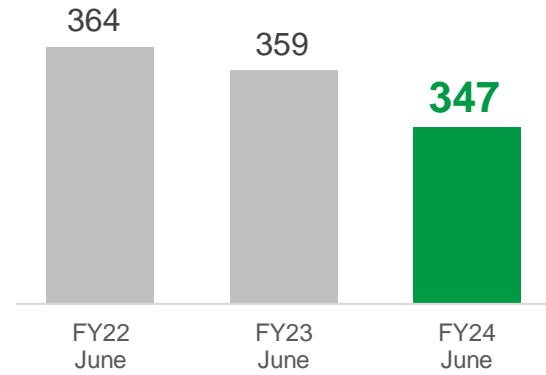
Transactions in terms of
 volume
1,184,000 transactions
 (+142,000 transactions)



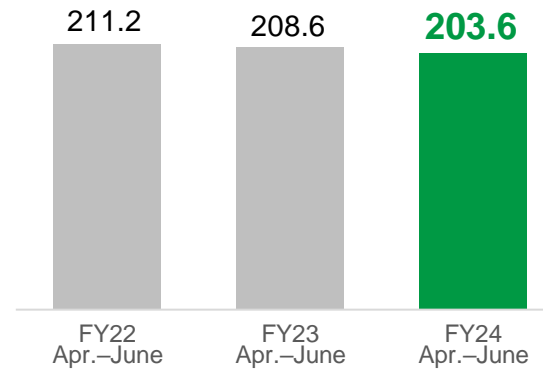
Note: All comments and figures regarding changes are compared with the same period a year ago.

Seven Card Service
KPI

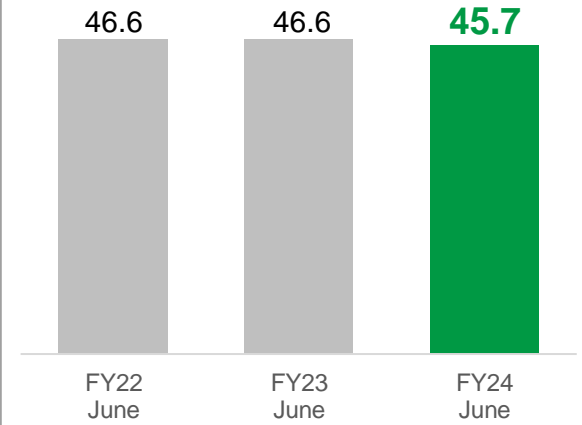
Number of credit card members (10,000 people)



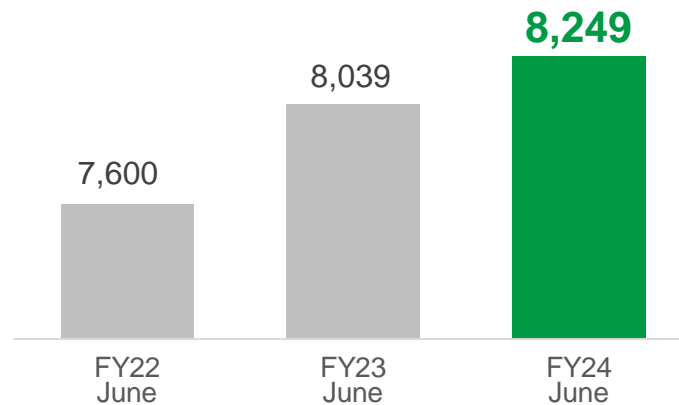
Shopping transaction value using credit cards (billion yen)



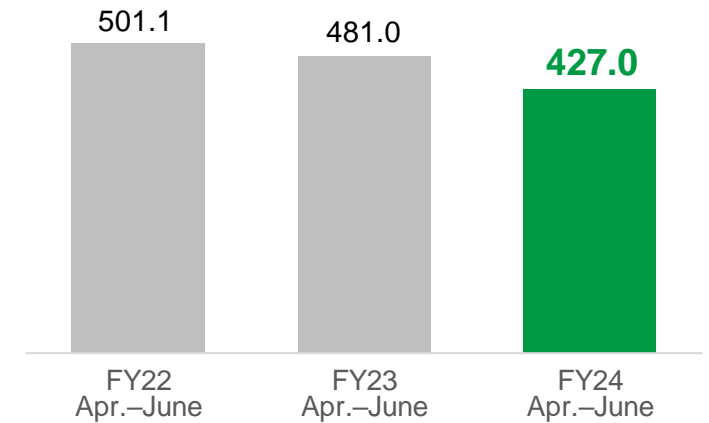
Financial product balance (billion yen)



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



e-money transactions in value (billion yen)



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

Topics

Started offering Seven Bank Post Payment Service to “B/43” apps operated by SmartBank, Inc.

In June 2024, we started offering Seven Bank Post Payment Service to “Atobarai Charge” (BNPL) function of “B/43” apps.



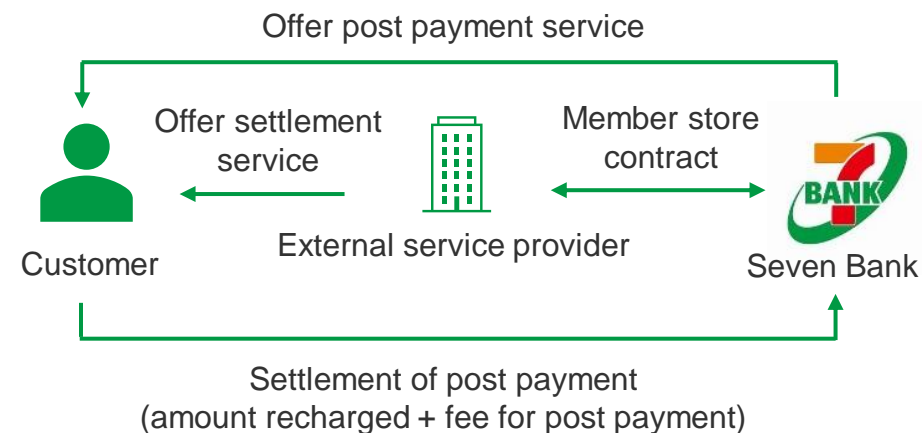
Flow of post payment

Offering a post payment option for recharging wallet

Seven Bank ATMs can be used for settlement of post payment



Post payment mechanism



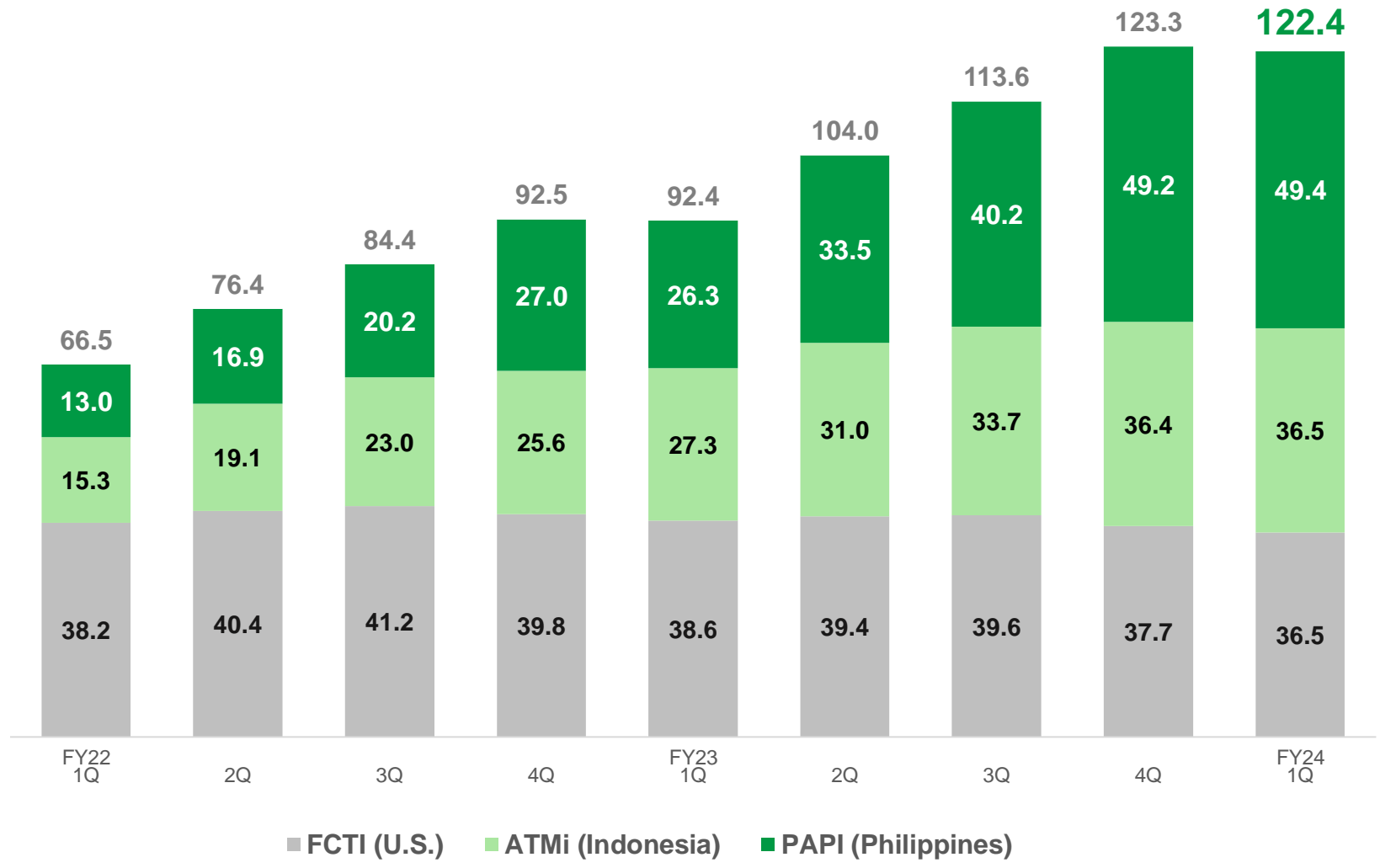
Aim to further expand post payment service and accumulate and leverage the expertise in credit gained in the service

Overseas Business

Overseas Business
Trend in the Number of
ATM Transactions

(Million transactions)

Transactions in 1Q were slightly lower due to seasonal factors, etc., but they considerably grew compared with the same period a year ago.



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.

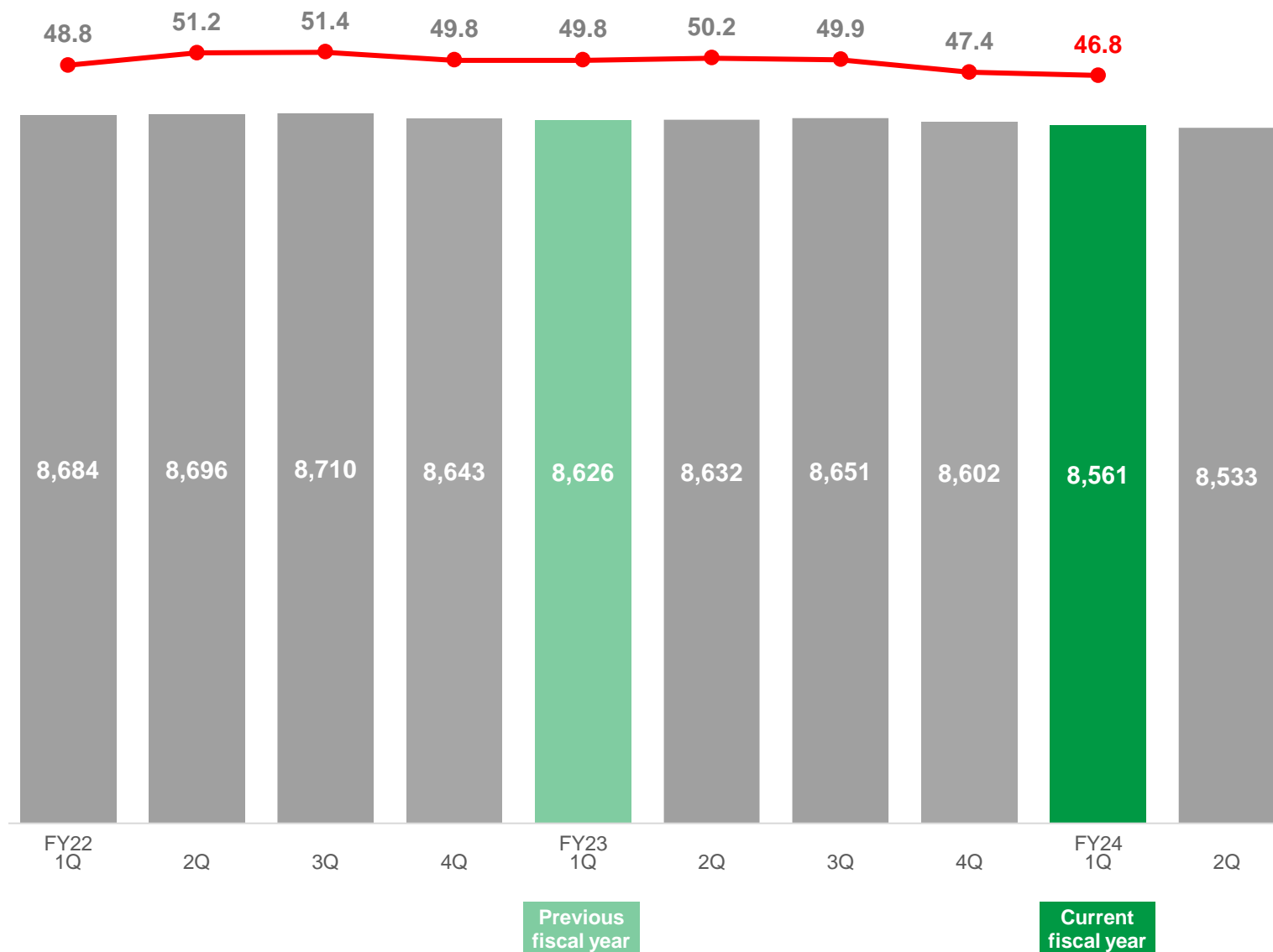
Installed ATMs offering both deposit and withdrawal on a trial basis in 2Q and began developing and offering new services

Ordinary income for FY2024 1Q
¥6.4 billion

Ordinary profit for FY2024 1Q
¥(0.7) billion

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

Number of ATMs installed at end of the term



Notes:

1. Total number of transactions for U.S. ATMs includes balance inquiry
2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
3. The figures for FY2024 2Q are preliminary data.

Overseas Business Indonesia

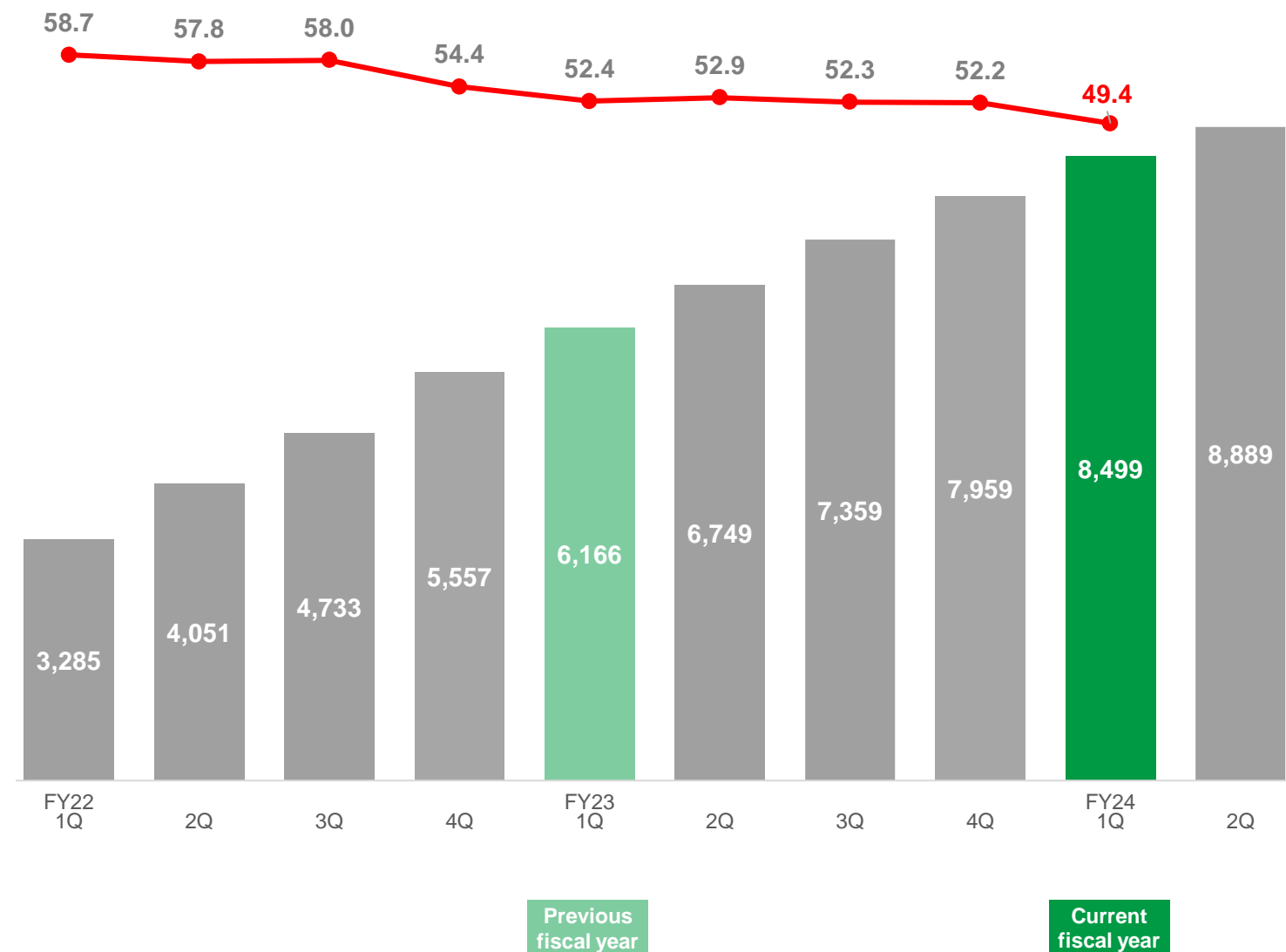
We aim to increase the number of transactions through removal of unprofitable ATMs and expanding direct partnerships with banks, etc.

Ordinary income for FY2024 1Q
¥1.9 billion

Ordinary profit for FY2024 1Q
¥0.1 billion

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

Number of ATMs installed at end of the term



Notes:

- Total number of transactions for ATMs in Indonesia includes balance inquiries.
- 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
- The figures for FY2024 2Q are preliminary data.
- The preliminary figures do not include installation of contract-based ATMs.

Overseas Business

Philippines

Transactions in 1Q declined from the previous quarter due to seasonal factors, but they **grew considerably** compared with the same period a year ago reflecting strong transactions at banks with direct partnership.

Ordinary income for FY2024 1Q

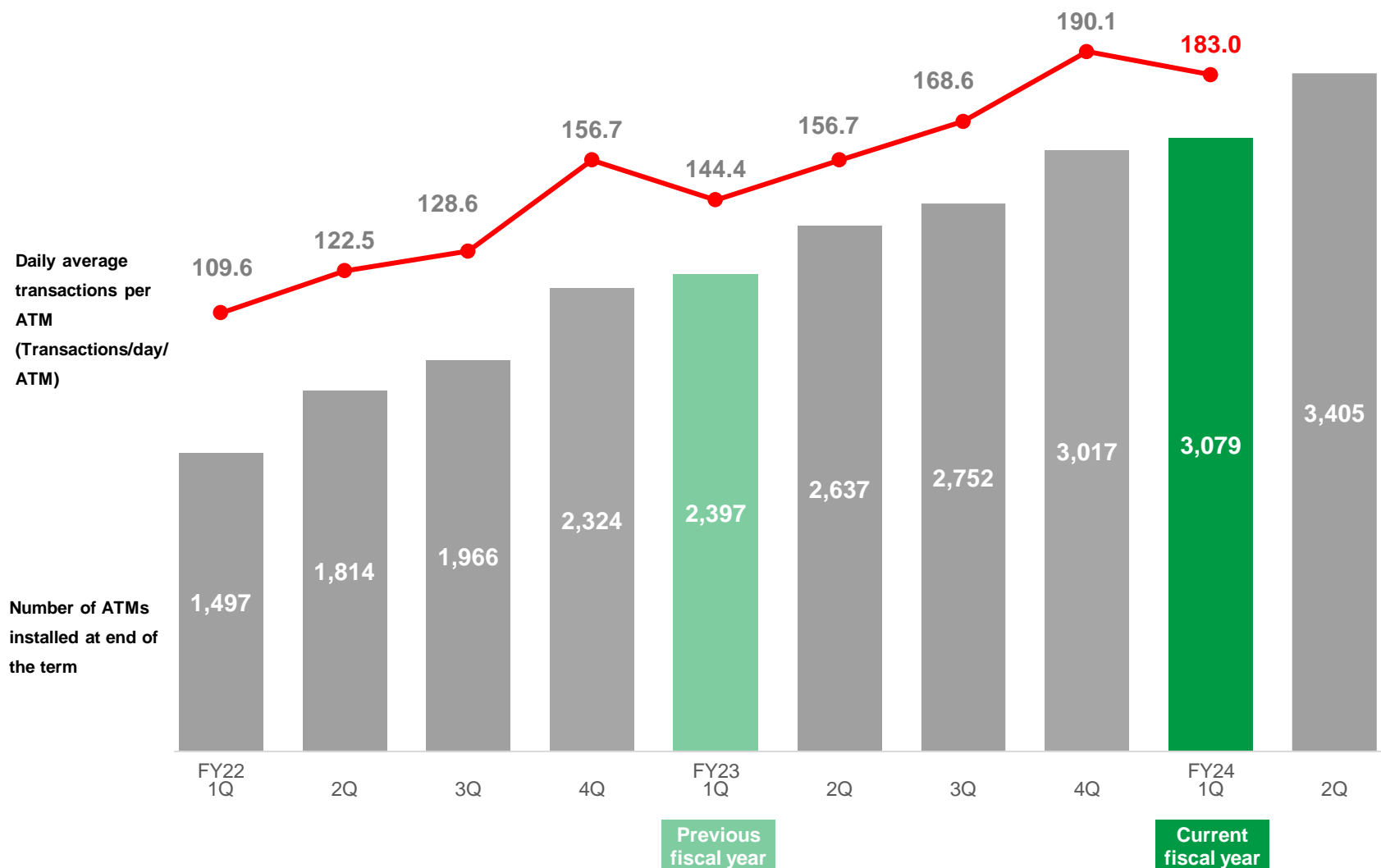
¥1.8 billion

Ordinary profit for FY2024 1Q

¥0.1 billion

Notes:

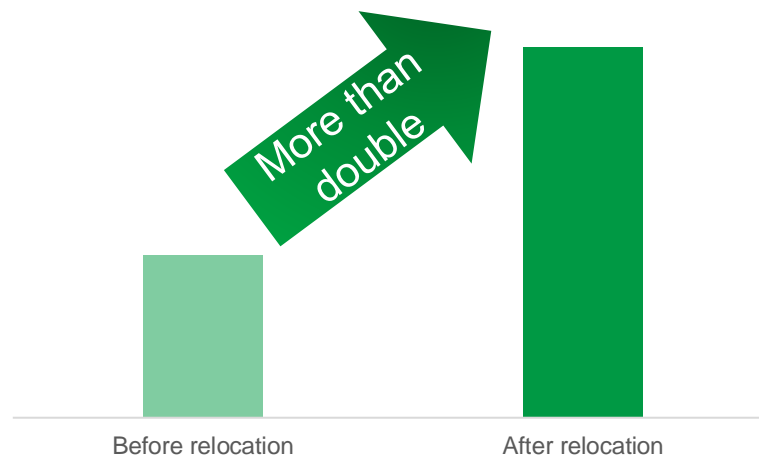
1. Total number of transactions for ATMs in the Philippines includes balance inquiries and excludes deposit of sales proceeds.
2. 1Q (Jan.–Mar.), 2Q (Apr.–June), 3Q (July–Sept.), 4Q (Oct.–Dec.)
3. The figures for FY2024 2Q are preliminary data.



Topics

In Indonesia, we actively relocated ATMs with fewer transactions

Daily average transactions per ATM of ATMs relocated in January 2024 (representational image)



Aim to boost number of transactions by applying stricter installation criteria and accelerating installation in locations with high number of transactions

Established a joint venture in Malaysia with the aim of starting services in 2024



Established a joint venture of Seven Bank and three local partner companies including local Seven-Eleven operator and ATM network service provider

Basic information regarding Malaysia

Population 33.5 million people (2023)

GDP 415.5 billion dollar (2023)

Number of local 7-11 stores 2,566 outlets (as of December 2023)

Aim to expand the business in collaboration with local Seven-Eleven

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Appendix

Appendix

Statement of Income [Consolidated]

(Billion yen)

	FY2023 1Q	FY2024 1Q		
			Changes from FY2023 1Q	Year on year change
Ordinary income	41.2	51.4	10.2	124.7%
Ordinary expenses	33.4	44.2	10.8	132.3%
Ordinary profit	7.7	7.1	(0.6)	92.2%
Net income	5.3	4.6	(0.7)	86.7%
EBITDA	12.9	13.8	0.9	106.9%

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:
FY2023 1Q \$1 = ¥132.42, FY2024 1Q \$1 = ¥148.63

(Billion yen)

Appendix

Statement of Income [Seven Bank]

	FY2023 1Q	FY2024 1Q	Changes from FY2023 1Q	
			Changes from FY2023 1Q	Year on year change
Ordinary income	31.8	33.0	1.2	103.7%
ATM-related fee income	27.4	28.4	1.0	103.6%
Ordinary expenses	23.3	25.6	2.3	109.8%
Ordinary profit	8.5	7.4	(1.1)	87.0%
Net income	5.7	5.0	(0.7)	87.7%
EBITDA	13.0	12.6	(0.4)	96.9%
Number of ATMs installed at end of term (units)	26,985	27,604	619	102.2%
ATM-related fee income per transaction (yen)	110.4	108.1	(2.3)	97.9%
Daily average transactions per ATM (transactions/ATM/day)	104.4	107.6	3.2	103.0%
Total number of transactions (million)	255	268	13	105.0%
International money transfer services (1,000)	220	163	(57)	74.0%
Debit services (1,000)	4,960	5,429	469	109.4%

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. All EBITDA in this material are Ordinary profit + Depreciation and amortization.

Appendix

Statement of Income [FCTI]

(Million USD)

	FY2023 1Q (Jan.–Mar.)	FY2024 1Q (Jan.–Mar.)	Changes from FY2023 1Q	
			Changes from FY2023 1Q	Year on year change
Ordinary income	46.8	43.3	(3.5)	92.5%
Ordinary expenses	49.8	48.3	(1.5)	96.9%
Ordinary profit	(2.9)	(4.9)	(2.0)	–
Net income	(2.4)	(5.0)	(2.6)	–
EBITDA	(1.4)	(3.8)	(2.4)	–
Number of ATMs installed at end of term (units)	8,626	8,561	(65)	99.2%
Daily average transactions per ATM (transactions/ATM/day)	49.8	46.8	(3.0)	93.9%
Total number of transactions (million)	38.6	36.5	(2.1)	94.5%

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 [Seven Card Service]

(Millions of yen)

	(Reference) 2023 Apr.–June	FY2024 1Q		
			Changes from the same period a year ago	Vs. the same period a year ago
Ordinary income	8,405	7,416	(989)	88.2%
Credit card business	4,126	3,678	(448)	89.1%
e-money business	4,278	3,738	(540)	87.3%
Ordinary expenses	7,770	6,946	(824)	89.3%
Credit card business	3,600	3,587	(13)	99.6%
e-money business	4,169	3,359	(810)	80.5%
Ordinary profit	635	469	(166)	73.8%
Net income	(9)	438	447	—


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]

(Millions of yen)

	FY2023 1Q	FY2024 1Q	FY2024 1Q	
			Changes from FY2023 1Q	Year on year change
 セブン銀行の100%子会社 バンク・ビジネスファクトリー Bank Business Factory				
Ordinary income	800	923	123	115.3%
Ordinary expenses	809	979	170	121.0%
Ordinary profit	(9)	(56)	(47)	—
Net income	44	(74)	(118)	—

(Millions of yen)

	FY2023 1Q	FY2024 1Q	FY2024 1Q	
			Changes from FY2023 1Q	Year on year change
株式会社 セブン・ペイメントサービス セブン銀行100%子会社 Seven Payment Service				
Ordinary income	162	172	10	106.1%
Ordinary expenses	131	147	16	112.2%
Ordinary profit	30	25	(5)	83.3%
Net income	27	19	(8)	70.3%

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]

(Millions of yen)



	FY2023 1Q (Jan.–Mar.)	FY2024 1Q (Jan.–Mar.)	Changes from FY2023 1Q	
			Changes from FY2023 1Q	Year on year change
Ordinary income	1,407	1,963	556	139.5%
Ordinary expenses	1,260	1,799	539	142.7%
Ordinary profit	146	163	17	111.6%
Net income	145	162	17	111.7%

(Millions of yen)



	FY2023 1Q (Jan.–Mar.)	FY2024 1Q (Jan.–Mar.)	Changes from FY2023 1Q	
			Changes from FY2023 1Q	Year on year change
Ordinary income	906	1,826	920	201.5%
Ordinary expenses	1,173	1,666	493	142.0%
Ordinary profit	(267)	160	427	—
Net income	(267)	120	387	—

Note: 1. Exchange rate:

FY2023 1Q IDR 100 = ¥0.870, FY2024 1Q IDR 100 = ¥0.948

FY2023 1Q PHP 1 = ¥2.414, FY2024 1Q PHP 1 = ¥2.651

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.