



Financial Results for  
the Third Quarter  
of Fiscal 2016

February 2017

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

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## Non-Consolidated

- In the third quarter, ordinary income and ordinary profit increased

Ordinary income:	¥85.8 billion	(up 2.5% year on year)
Ordinary profit:	¥30.4 billion	(up 0.7% year on year)
Net income:	¥20.9 billion	(up 4.1% year on year)

## Consolidated

- In the third quarter, we secured increases in both ordinary income and ordinary profit

Ordinary income: ¥92.3 billion, Net income: ¥19.6 billion

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

## Dividend Policy

- The previous forecast for the year-end dividend has been increased from ¥4.25 to ¥4.75 (annual dividend per share of ¥ 9.00)

## Non-Consolidated

(Billion yen)

	FY15 1Q-3Q	FY16 1Q-3Q	Changes from FY15 1Q-3Q	FY16 Plan
<b>Ordinary income</b>	83.7	85.8	2.1	113.8
<b>Ordinary expenses</b>	53.5	55.4	1.9	74.3
<b>Ordinary profit</b>	30.2	30.4	0.2	39.5
<b>Net income</b>	20.1	20.9	0.8	27.2

## Consolidated

(Billion yen)

	FY15 1Q-3Q	FY16 1Q-3Q	Changes from FY15 1Q-3Q	Revised FY16 Plan
<b>Ordinary income</b>	90.9	92.3	1.4	122.3
<b>Ordinary expenses</b>	61.9	63.4	1.5	85.0
<b>Ordinary profit</b>	28.9	28.9	0.0	37.2
<b>Net income</b>	19.2	19.6	0.4	25.3

## 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 rate on the consolidated income statement: per USD 1  
FY15 1Q-3Q = ¥120.98, FY16 1Q-3Q = ¥108.57 FY16Plan= ¥108.79
4. Consolidated net income is net income attributable to owners of the parent.

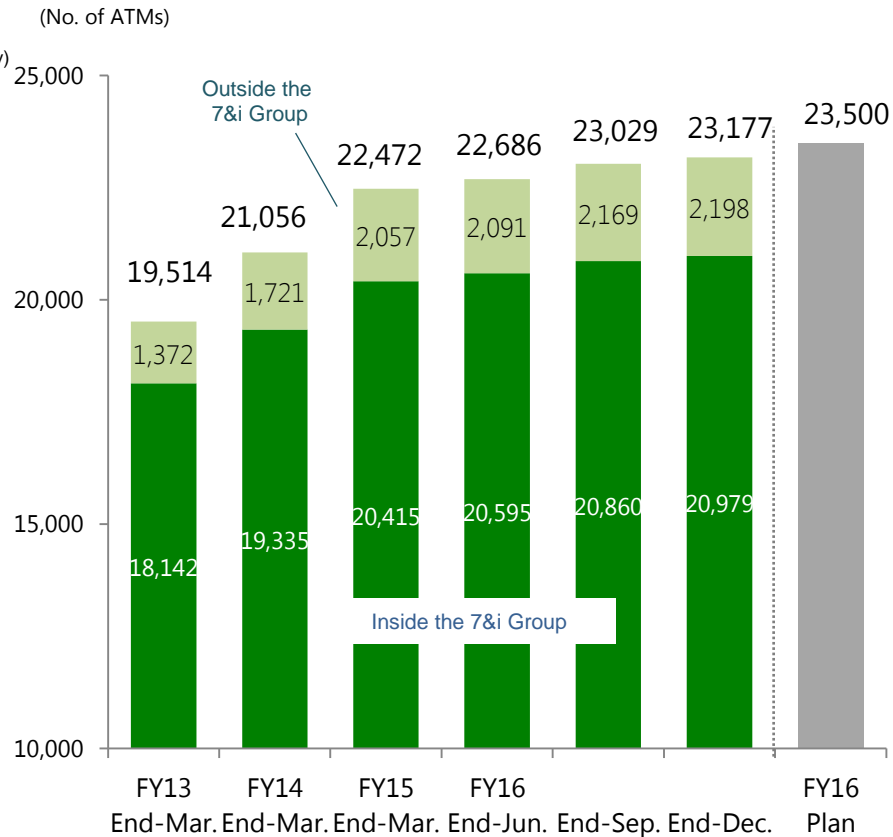
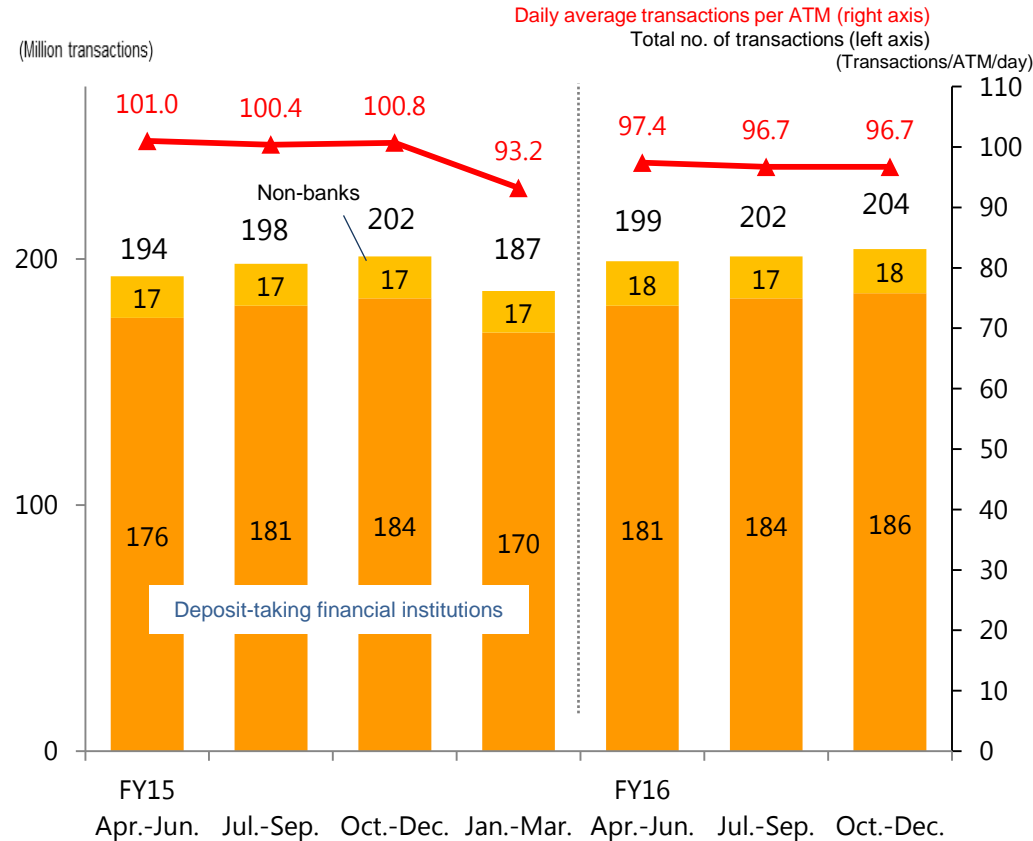
(Billion yen)

	FY15 1Q-3Q	FY16 1Q-3Q	Changes from FY15 1Q-3Q	FY16 Plan
<b>Ordinary income</b>	83.7	85.8	2.1	113.8
ATM-related income	77.7	78.9	1.2	104.2
<b>Ordinary expenses</b>	53.5	55.4	1.9	74.3
<b>Ordinary profit</b>	30.2	30.4	0.2	39.5
Extraordinary gain (loss)	(0.1)	(0.1)	0.0	(0.1)
Income taxes	9.9	9.3	(0.6)	12.1
<b>Net income</b>	20.1	20.9	0.8	27.2
<b>EBITDA</b>	43.2	43.5	0.3	57.3
No. of ATMs installed at end of term (units)	22,018	23,177	1,159	23,500
Daily average transactions per ATM (transaction/ATM/day)	100.7	96.9	(3.8)	95.8
Total no. of transactions (million)	595	606	11	800

Note: EBITDA = Ordinary profit + depreciation and amortization

## ATM usage

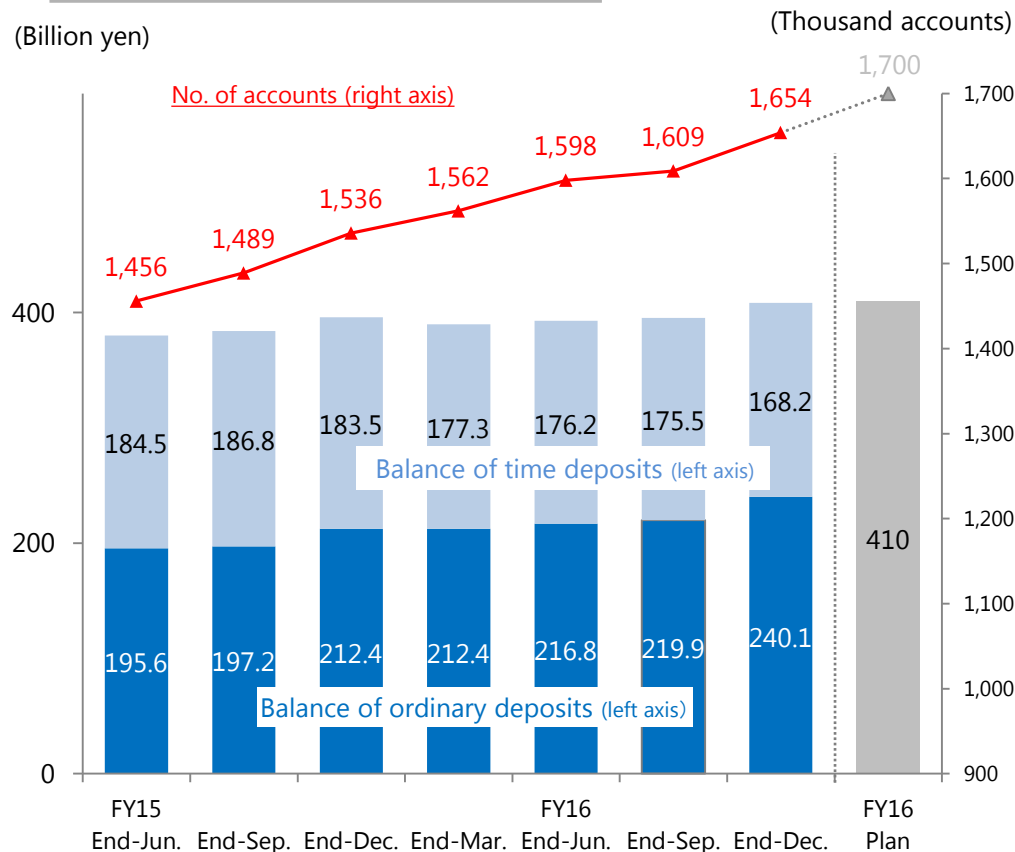
## Number of ATMs



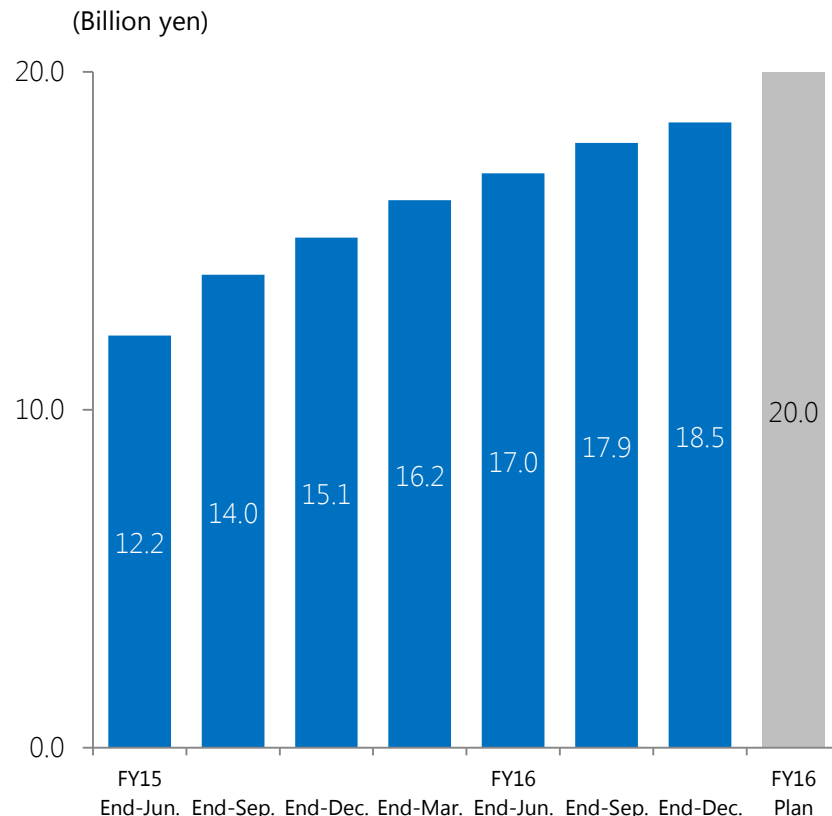
**Notes:**

- Daily average transactions per ATM and total no. of transactions do not include balance inquiries, e-money charges, PIN changes and daily withdrawal limit changes.
- "Non-banks" in this document refer to cards issued overseas and securities, life insurance, credit card, consumer credit and consumer financing companies.

## Individual accounts



## Personal loan services



## International money transfer services

(Thousand transactions)

	Apr.-Dec. 2015	Apr.-Dec. 2016	FY16 Plan
<b>No. of money transfer transactions</b>	604	738	980

## Overseas subsidiary (North America)

### ■ FCTI, Inc.

#### Main figures

(Million US\$)

	2015	2016	Change	FY16 Plan
	1Q-3Q Jan.-Sep.	1Q-3Q Jan.-Sep.		
<b>Ordinary income</b>	59.4	59.4	0.0	79.8
<b>Ordinary expenses</b>	60.4	63.0	2.6	82.0
<b>Ordinary profit (loss)</b>	(0.9)	(3.6)	(2.7)	(2.1)
<b>Net income (loss)</b>	(0.8)	(2.4)	(1.6)	(1.6)
<b>EBITDA</b>	3.9	1.7	(2.2)	5.0

	2015	2016	Change	FY16 Plan
<b>No. of ATMs installed (units)</b>	6,375	6,267	(108)	6,700

Note: 6,227 ATMs installed as of December 31, 2016

Some upfront investment (increase in ordinary expenses) in systems and operations for installations in U.S. 7-Eleven stores (July 2017 to start) has been moved forward

## Overseas subsidiary (Indonesia)

### ■ PT. ABADI TAMBAH MULIA INTERNASIONAL

- 127 ATMs installed (as of December 31, 2016)  
Started ATM operations for local financial institutions and aiming for further business expansion

## Domestic subsidiary

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

- Five customer companies for back-office support on commission (as of December 31, 2016)  
Consider expanding scope of the business according to needs



## ATM platform business

### Start of ATM transactions using smartphones

- Same high level of security as when using an IC card
- Usable on virtually all smartphones (iOS and Android operating systems both supported)

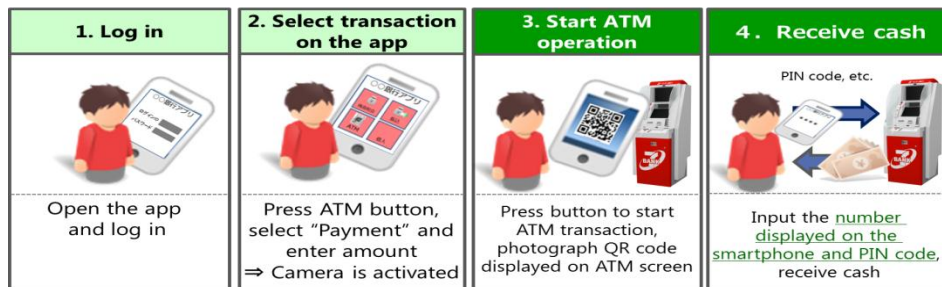
#### Scheduled Start of Service

March 2017: Jibun Bank

Spring 2017: LINE Pay (New partnership)

Step-by-step expansion of service provision to various business companies entering the settlement field, in addition to existing partners

#### Image of smartphone transaction (withdrawal)



## Settlement & account-related business

### Start of issuance of cash cards with a debit function

- Can be used at 7 & i Holdings stores and other stores in Japan and overseas that accept JCB cards
- Earn nanaco points for use

#### Service Overview (As of December 31, 2016)

Number of cards issued: 89,000

Working to raise awareness of the service to increase the number of accounts and settlement volume

#### Example of Campaign to Promote Use

**NEW** \ MOST POPULAR AND IN-DEMAND DEBIT CARD! /  
Earn extra points with this new campaign!

セブン銀行 + SEVEN BANK

Use your **Debit Card** at 7-Eleven Stores.  
"Double Chance" Campaign

Campaign period February 1(Wed) - April 30(Sun), 2017

## Policy

Targeting a minimum consolidated payout ratio of 35% through twice-yearly payments

## Revision of scheduled year-end dividend

Dividend amount: ¥4.75 per share (total dividends paid approx. ¥5.6 billion)

Revision from previous year-end dividend forecast of ¥4.25 to ¥4.75 (¥9.00 for the year)

## Dividends and dividend payout ratio

