

Strategic Business Innovator

# SBI Holdings, Inc. FY2009 Financial Results (Year Ended March 31, 2010)

April 27, 2010



The items in this document are provided as information related to the business strategy of SBIH Group companies and not as an invitation to invest in the stock or securities issued by each company.

None of the Group companies guarantees the completeness of this document in terms of information and future business strategy.

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Note: Fiscal Year ("FY") ends March 31 of the following year



# Summary of FY2009 and Future Business Expansion

- **1. Consolidated Performance Bottoms Out**
- 2. Results of Rationalization Efforts Focused on Cost Reduction and Reorganization and Transition to Aggressive Management
- 3. Dynamic Business Expansion Geared Towards New Future Growth



# **1. Consolidated Performance Bottoms Out**

# **FY2009 Consolidated Performance**



Recorded a surplus in net income for the first time in two years, despite booking a total allowance related provision of 8.3 billion yen (incl. 2.0 bil. yen as extraordinary loss)

Forecast for dividend per share is 100 yen (incl. commemorative dividend of 50 yen for 10 year anniversary)

(Unit: million yen)

	<b>FY2008</b> Year ended Mar. 2009	<b>FY2009</b> Year ended Mar. 2010	YoY change (%)
Operating Revenues	130,922	124,541	-4.9
Operating Income	<sup>*1</sup> 4,403	<sup>*3</sup> 3,431	-22.1
Ordinary Income	37	1,112	2,875.4
Net Income	<sup>*2</sup> -18,375	*4 2,350	_

# Equity ratio as of the end of Mar 2010 is 29.2% (when eliminating all asset and liability items associated solely with the securities company; 45.0%), maintaining sound financial condition.

- \*1 Recorded valuation losses of 1.5 bil yen on cost of operational investment securities for VSN, in which SBI Capital invests through SBI Value Up Fund No. 1.
- \*2 Recorded an extraordinary gain of 10.5 billion yen from the sale of E\*TRADE Korea stock Recorded an extraordinary loss of 9.4 billion yen on sale of ZEPHYR stock after ZEPHYR filed for the Japanese version of Chapter 11 bankruptcy filing, allowance for doubtful accounts of 2.5 bil. yen for loan to ZEPHYR, and valuation losses on investment securities of 6.8 bil. yen for Sumitomo Trust & Banking shares, and valuation loss on equity method affiliate of 1.4 bil. yen for Broadmedia shares as extraordinary loss
- \*3 Amortization cost of goodwill increased 1.8 bil. yen due to making SBI SECURITIES a wholly owned subsidiary and loss, and recorded allowance for losses on investment securities of 2.6 bil. yen for KTIC Holdings shares.
- \*4 Recorded an extraordinary gain of 0.8 bil. yen for the transfer of SBI AXA Life Insurance shares, and of 1.5 bil. yen for the transfer of Broadmedia shares. Recorded an extraordinary provision for allowance for doubtful accounts of 1.5 bil. yen for loan to ZEPHYR as extraordinary loss

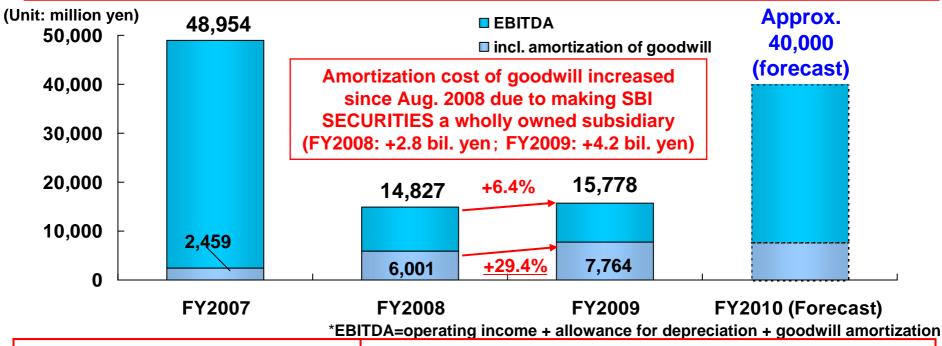
# **Change in EBITDA\* and Forecast for FY2010**



In FY2009, EBITDA increased 6.4% to 15.8 bil. yen after bottoming out in FY2008 Holdings

Factors contributing to the difference from the previous FY2009 forecast of 20 bil. yen announced on March 11:

•2.6 bil. yen of provision for valuation allowance for operational investment securities for KTIC Holdings •1.0 bil. yen of income gain from New Horizon Fund delayed to be recorded until 1Q 2010

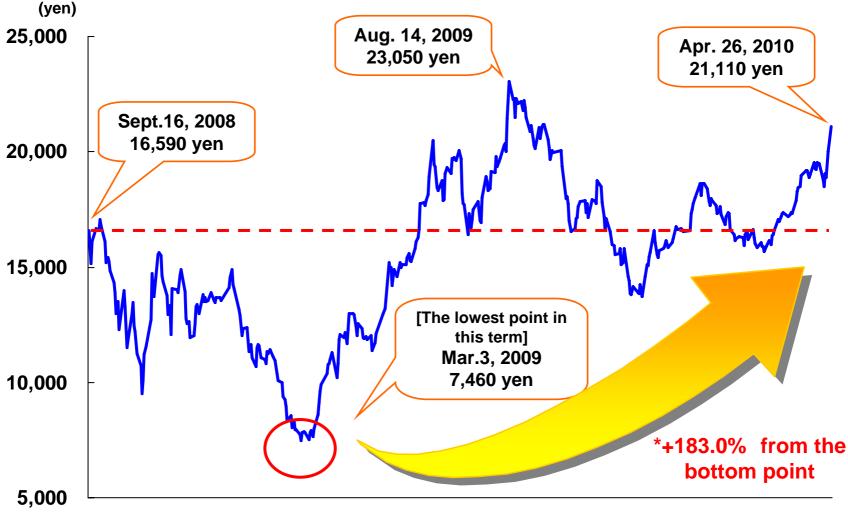


#### Assumption for FY2010 projections

Macroeconomic indicators:	Economic growth rates provided in the IMF's "Global Economic Prospects" are used as assumptions.			
Asset Management Business:	(Japan: 2010 1.9%, 2011 2.0%; USA: 2010 3.1%, 2011 2.6%; China: 2010 10.0%, 2011 9.9%) Contribution to operating income from overseas (except bio-related) investments: 3 to 4 billion yen			
	Contribution to operating income from domestic and bio-related investments: 4 to 5 billion yen			
Securities Related Business:	Total of approx. 29 billion yen operating income contribution is expected if the market rebounds to a level of annual individual brokerage trading value of approx. 240 tril. yen (same level as FY2007: normal conditions).			
Other businesses:	Operating income of approx. 3 billion yen is expected from contributions such as profitability of new businesses sustainable growth for listed subsidiaries and favorable environment for SBI Mortgage			

## Change in Share Price of SBI Holdings Since the Lehman Shock

(Sept. 16, 2008 - Apr. 26, 2010)



Sep. Oct. Nov. Dec. Jan. Feb. Mar. Apr. May. Jun. Jul. Aug. Sep. Oct. Nov. Dec. Jan. Feb. Mar. Apr.

2008

Holdings

# SBI Holdings' Shareholder Composition

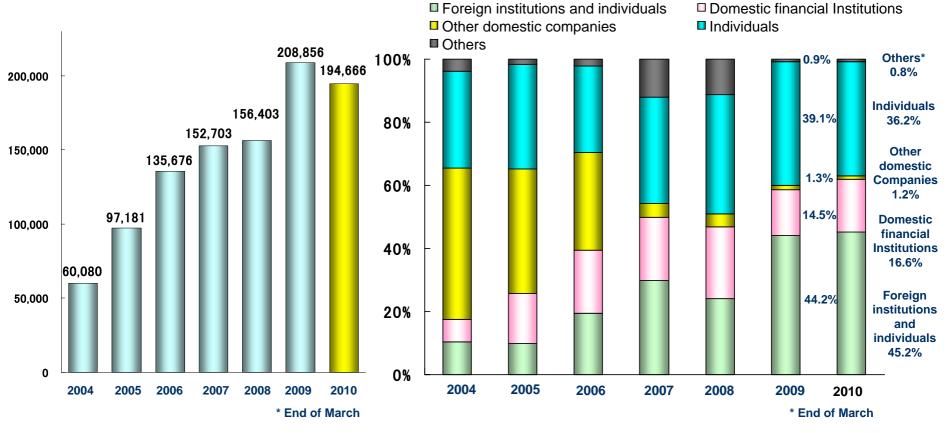
# Holdinas

### Foreign investors' shareholding ratio rapidly increased after FY2008

24.2% (Mar. 2008) → 44.2% (Mar. 2009)→<u>45.2% (Mar. 2010)</u>

#### Number of Shareholders

### **Shareholder Composition**



(including holders of less than one trading unit)

\*Others includes treasury stock (0.08%)



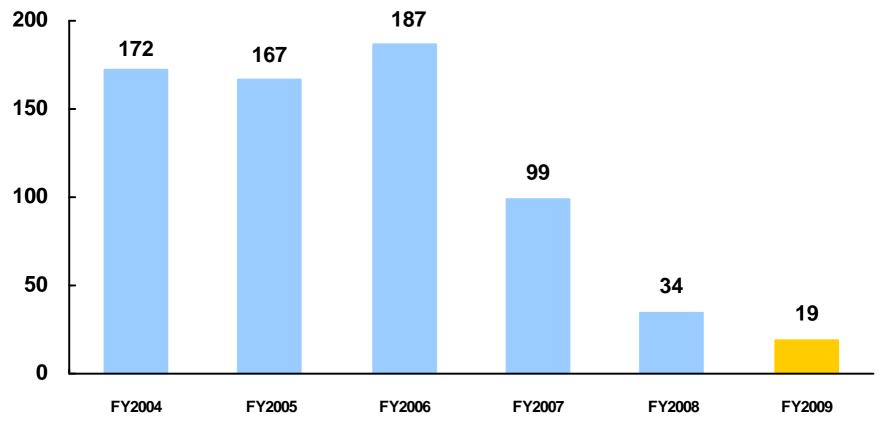
# [Signs of Bottoming Out in Each Segment]



# Number of IPOs in Japan on a FY Basis

# During FY2009, only 19 companies completed IPOs, which was much fewer than in FY2008.



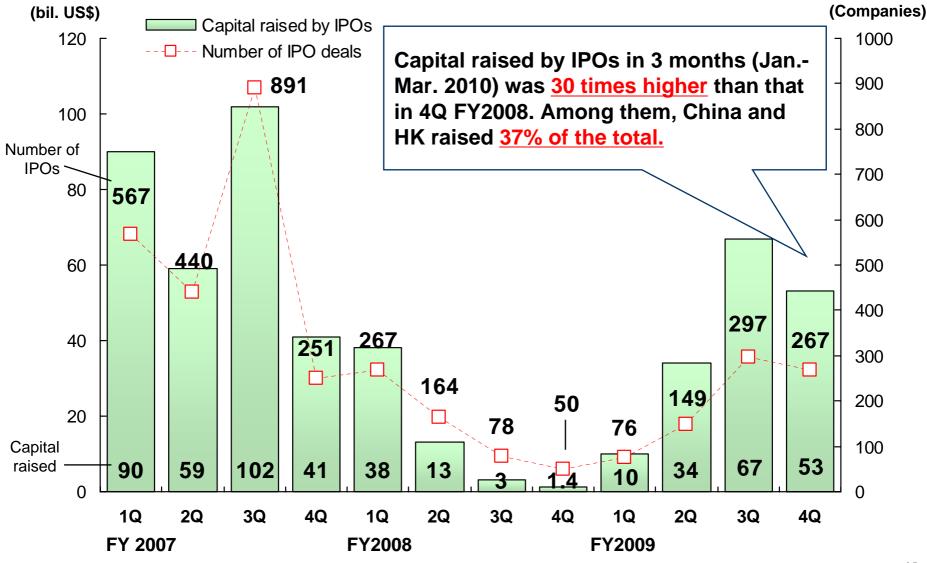


Asset Management Business:

## **Global IPOs Bottomed in FY2008**



#### The number of global IPOs and the capital raised on a quarterly basis



Source: ERNST&YOUNG

10



## **IPOs and M&A Deals in the Asset Management Businesses**

		From Jul. 1999 (start of operations) to Mar. 2008			
IPOs and M8 deals	POs and M&A deals 0		* 11		
Jun. 23 G	CL Solar Energy Technology	Holdings Inc. (M8	&A) *		
Jun. 30 C	hina Cord Blood Services Co	rporation (M8	kA)		
Jul. 29 B	BMG Corporation	(Ho	(Hong Kong) *		
Oct. 21 W	/indrace International Compa	ny Limited (M8	(M&A) *		
Oct. 23 D	. Western Therapeutics Instit	ute, Inc. (JA	SDAQ NEO)		
Nov. 10 H	elixir Co.,Ltd.	(M8	kA)		
Nov. 20 F	OI Corporation	(TS	E Mothers)		
Nov. 20 T	ECMOWAVE,LTD.	(M8	kA)		
Jan. 18 K	u6 Holdings Limited	(M8	kA)		
Mar. 3 A	nicom Holdings, Inc.	(TS	E Mothers)		

Mar. 5 ESCRIT

In FY 2010, 1 company below has already exited through M&A

#### Apr. 1 MEDICAMOBILE

(M&A)

(TSE Mothers)

\*includes 3 portfolio companies of New Horizon Capital, the second fund, in which SBIH invested as a limited partner.

Asset Management Business:

Performance Comparison with a Major VC Company SE

FY2009 performance comparison of

**SBIH Asset Management Business and JAFCO** 

(Unit: bil. yen, %)

	Operating Revenues	YoY Change	Operating Income	YoY Change
SBIH Group's Asset Management Business	20.2	+26.4	* <b>3</b> 1.8	-28.2
<b>JAFCO</b> (*without consolidating funds)	16.7	-22.2	-5.0	N/A

#### <Reference: FY08 performance (full year)>

	Operating Revenues	YoY Change	Operating Income	YoY Change
SBIH Group's Asset Management Business	16.0	- 72.5	2.6	- 84.3
JAFCO(*without consolidating funds)	21.4	- 46.8	-9.4	*4 <b>N/A</b>

\*1 JAFCO adopts method of excluding the consolidation of funds, whereas the performances of the SBIH include the consolidation of funds. In FY09 JAFCO's net loss posted 2.2 bil. yen and net loss posted 17.0 bil. yen in full year.

\*2 Amounts are rounded to nearest 100 million yen

\*3 Recorded allowance for losses on investment securities of 2.6 bil. yen for KTIC Holdings shares.

\*4 Operating income of FY07 posted 10.9 billion yen

(Source: Compiled by SBIH from information disclosed by each company)

Asset Management Business:

## **"New Horizon Fund I" Continues its Profit Contribution**



13

- The New Horizon Fund, which started with a relatively low book value, continued to sell stocks in its portfolio as the Chinese stock market continued its substantive recovery
- Capital gains of SBIH's shareholding (50%) accompanied with a total sales value of 4.1 bil. yen for FY2009 amounted to 3.2 bil. yen. Profit contribution (as an investor) to the consolidated operating income amounted to 2.2 bil. yen.
- Selling Zoomlion shares, which was postponed due to its capital increase procedure, will resume in May, after the completion of the authorities' procedures

Total after tax sales value of "New Horizon Fund I" (Unit: million yen)

FY2009	Meifeng	Zoomlion	Goldwind	Kingsoft	Total
1Q	-	865	1,615	1,436	3,916
2Q	1,005	916	184	267	2,372
3Q	911	-	-	-	911
4Q	383	-	652	-	1,035
Total	2,299	1,781	2,451	1,703	8,234

As of April 26, SBIH shareholding represents an unrealized profit of <u>approx. 5.2 bil. yen</u>, with targeted selling to resume at the most appropriate time to maximize profits

## New Horizon Capital ("New Horizon Fund II") has Already Invested in 19 Companies



Of the 19 companies in the New Horizon Capital portfolio, 4 have already exited. 14 other companies are planning to go public or to be merged by 2013.

#### **Already Exited: 4 companies**

Company name	IPO / M&A	Date
GCL	M&A	Jun. 2009
BBMG	IPO	Jul. 2009
Windrace	M&A	Oct. 2009
Rongsheng	M&A	Feb. 2010

SBIH shareholding represents an unrealized gain of <u>0.9 bil.</u> for already existed companies (as of April 26)

#### **Planned Exits: 14 companies**

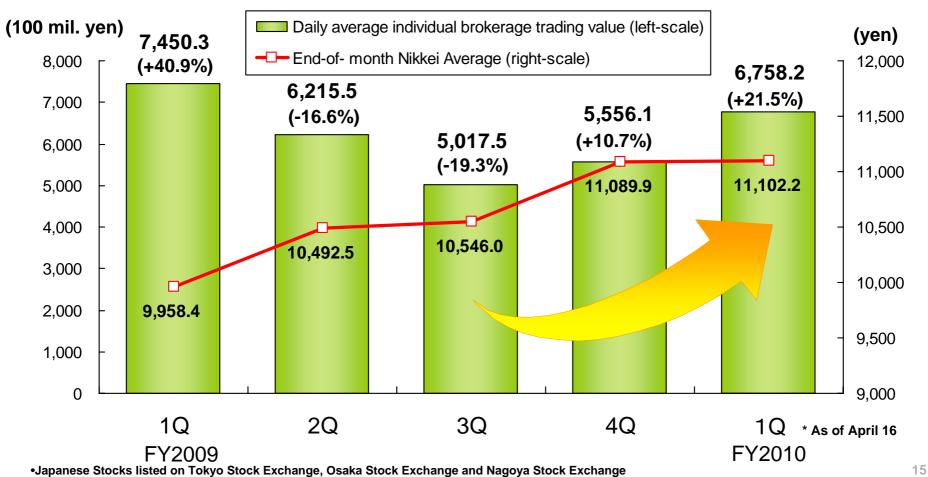
\* Below are estimations as of April 2010, and are subject to change over time

Company name	IPO / M&A	Schedule	Company name	IPO / M&A	Schedule
Navinfo	IPO	May. 2010	Meihua	M&A	Year 2011
Yuheng	IPO	Jun. 2010	Jiahua	M&A	Year 2011
Emarket	M&A	Year 2010	Haoyue	IPO	Year 2011
New Century	M&A	Year 2010	CTS	IPO	Year 2011
Tianhe	M&A	Year 2011	Cathay	IPO	Year 2012
Sunac	IPO	Year 2011	CGA	IPO	Year 2012
Nineyou	M&A	Year 2011	Sinovel	IPO	Year 2013



# Individual Brokerage Trading Value is Recovering from its Bottom of 3Q FY2009

Change in daily average individual brokerage trading value (the total of the 1st and 2nd section of the 3 major markets)

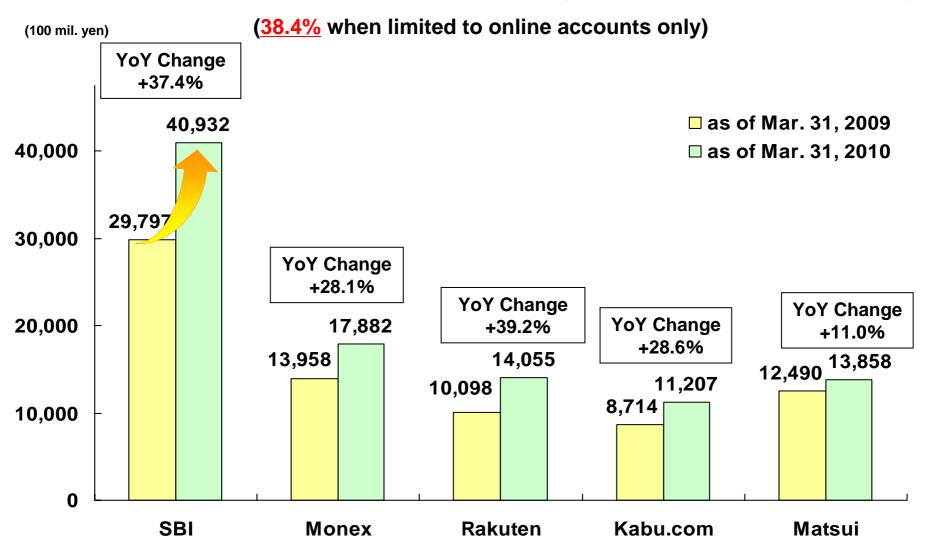


(including TSE Mothers, OSE Hercules and NSE Centrex)

Source: Compiled by SBIH from information disclosed by TSE

## Customer Assets Have Increased Considerably Holdings

Customer assets at SBI SECURITIES have increased by <u>37.4%</u> since the previous fiscal year



Source: Compiled by SBIH from information disclosed by each company

## **SBI** Holdings

## SBI SECURITIES' Financial Results Recovers After Bottoming Out in FY2008 (1)

There was a decrease in consolidated revenues and earnings in FY2009 owing to the inclusion of E\*Trade Korea's results until 2Q FY2008

### Change in SBI SECURITIES' Consolidated Results (million yen, %)

	FY2007 *1	FY2008 *2	YoY Change	FY2009	YoY Change
Operating Revenues	64,499	47,543	-26.3	46,114	-3.0
Net Operating Revenues	58,017	42,190	-27.3	42,393	+0.5
Operating Income	22,842	9,651	-57.7	12,454	+29.0
Ordinary Income	22,405	9,390	-58.1	12,345	+31.5
Net Income	11,923	* <sup>3</sup> 10,148	-14.9	7,311	-28.0

\*1 Including E\*Trade Korea's result (operating revenues: 8,914 mil. yen, net operating revenues: 8,120 mil. yen, operating income: 3,170 mil. yen, ordinary income: 3,179 mil. yen, net income: 2,225 mil. yen)

\*2 Including E\*Trade Korea's result from Apr. 2008 to Sept. 2008 (operating revenues: 3,171 mil. yen, net operating revenues: 2,866 mil. yen, operating income: 1,121 mil. yen, ordinary income: 1,135 mil. yen, net income: 818 mil. yen)

\*3 Extraordinary gain of 9.9 billion yen was recorded due to the sale of E\*TRADE Korea stock.

## **SBI** Holdings

## SBI SECURITIES' Financial Results Recovers After Bottoming Out in FY2008 (2)

<Reference> Estimate of Consolidated Financial Results with Elimination of E\*TRADE Korea's Financial Result and Extraordinary Gain on the Sale of E\*TRADE Korea's Stock

(million yen, %)

	FY2007	FY2008	YoY Change	FY2009	YoY Change
Operating Revenues	55,588	44,373	-20.2	46,114	+3.9
Net Operating Revenues	49,899	39,325	-21.2	42,393	+7.8
Operating Income	19,671	8,529	-56.6	12,454	+46.0
Ordinary Income	19,226	8,255	-57.1	12,345	+49.6
Net Income	11,772	3,663	-68.9	7,311	+99.6

\* After elimination of E\*TRADE Korea's financial result and extraordinary gain of the sale of E\*TRADE Korea's stock.

## SBI SECURITIES' Financial Results Recovers After SBI Bottoming Out in FY2008 (3)

There was an increase in non-consolidated revenues and earnings mainly due to an increase in trading revenue from FX trading in FY2009

#### SBI SECURITIES FY2009 Financial Results (Non-consolidated) (million yen, %)

	FY2007	FY2008	YoY Change	FY2009	YoY Change
Operating Revenues	53,963	44,223	-18.0	45,662	+3.3
Net Operating Revenues	49,485	39,249	-20.7	42,023	+7.1
Operating Income	19,696	8,532	-56.7	12,407	+45.4
Ordinary Income	19,248	8,257	-57.1	12,303	+49.0
Net Income	11,828	*1 12,428	+5.1	7,304	-41.2

\*1 Extraordinary gain of about 14.2 billion yen was recorded due to the sale of E\*TRADE Korea stock.

When excluding this extraordinary gain, SBI SECURITIES consolidated net income for FY2008 is 4,002 mil. yen and YoY change for FY2009 is up 82.5%



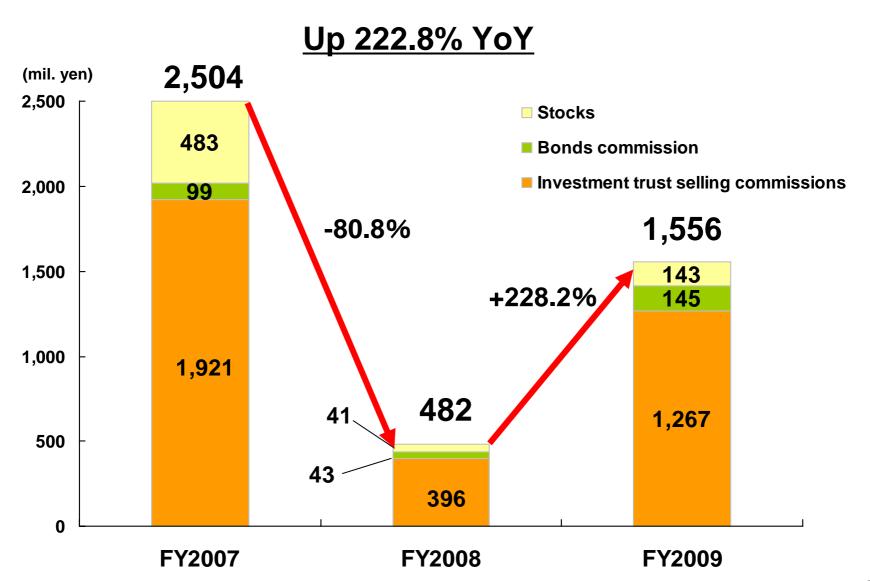
## Comparison of FY2009 Consolidated Performance of Holdings Major Online Securities Companies

(million yen, %)

	Operating Revenues	YoY Change	Operating Income	YoY Change
<b>SBI SECURITIES</b>	46,114	-3.0	12,454	+29.0
(non-cons.)	45,662	+3.3	12,407	+45.4
Matsui	24,346	-8.9	11,385	+14.5
Rakuten (non-cons.)	23,017	+0.2	6,124	+23.8
Monex	22,499	-9.3	4,461	-15.3
kabu.com (non-cons.)	15,084	-9.9	4,933	-18.1

## Consolidated Underwriting, Offering and Sales Commissions

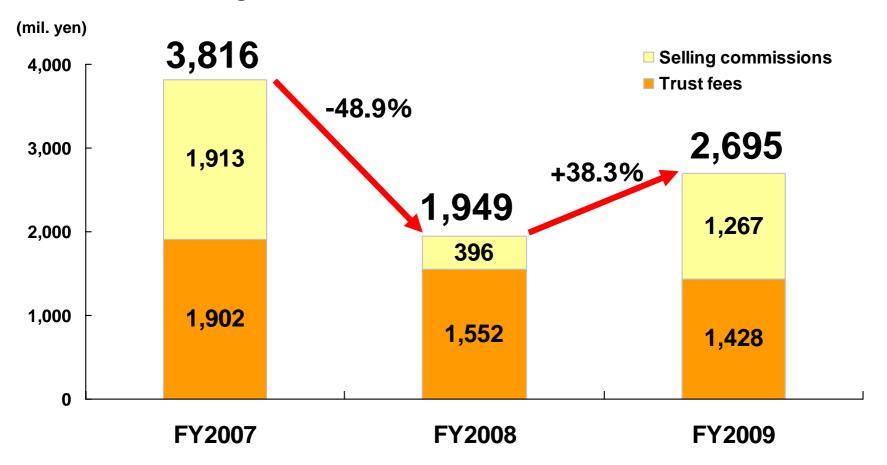






# **Revenues from Investment Trusts**

<u>Revenues from investment trusts increased by 38.3% YoY, owing to increased sales</u> <u>commissions, even though trust fees decreased due to the decline in MRF trust fees ratio.</u>

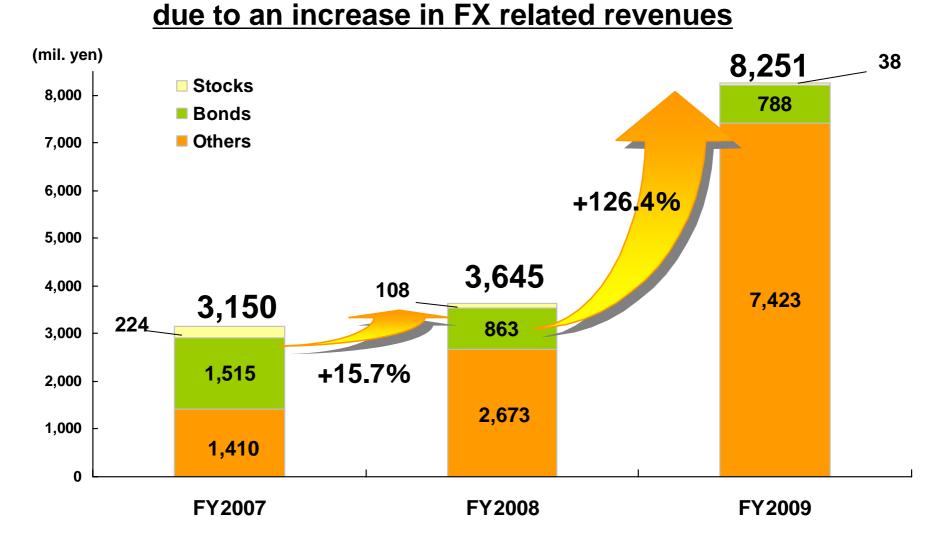


\*1. Sum of sales commissions and trust fees (trust fees include MRF)

2. Trust fees are included in "Other commissions received"



# Consolidated Trading Gain Increased substantially by 126.4% YoY



#### Performance of Publicly Owned Subsidiaries Have Bottomed Out Holdings

•Although <u>Morningstar Japan</u>'s FY09 operating revenues declined YoY, <u>a 28.5% increase in consolidated</u> <u>operating income</u> was recorded due to cost reductions, etc. On a non-consolidated basis, both operating income and ordinary income posted a record high\*1.

•Gomez Consulting turned to quarterly profitability since 2Q, and returned to full year profitability.

•SBI VeriTrans' consolidated operating income increased 10.3% YoY, with its performance growing favorably.

Unit: million yen, Figures in parentheses are YoY change (%)

*2	Operating Revenues	Operating Income	Ordinary Income	Net Income	FY2009 Dividend per share (forecast)
Morningstar	2,364	415	524	297	600 yen
Japan	(-15.3)	(+28.5)	(+29.2)	(+20.0)	(+50 yen)
Gomez	393	11	33	26	400 yen
Consulting	(-2.6)	(-) <sub>*3</sub>	(-) <sub>*3</sub>	(-) <sub>*3</sub>	(resumption)
SBI VeriTrans	5,024	1,016	1,051	613	700 yen
	(+14.1)	(+10.3)	(+11.6)	(+9.3)	(+100 yen)

\*1 Because of fiscal term change, it is recalculated for April to March as a fiscal year. When accounted for on the original fiscal term, FY2007 (15 months) is the highest.

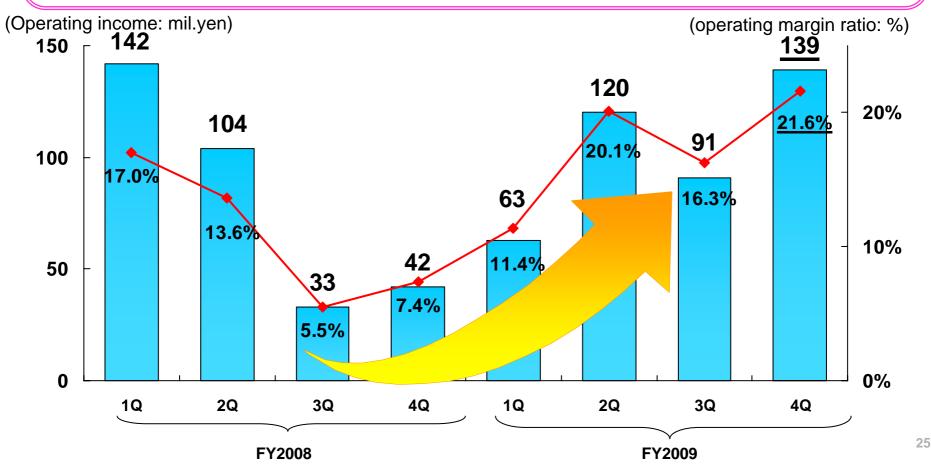
\*2 Morningstar Japan and SBI VeriTrans figures are consolidated, whereas Gomez Consulting figures are non-consolidated.

\*3 In FY2008, recorded operating loss of 45 million yen, ordinary loss of 35 million yen, and net loss of 21 million yen.

**Financial Services Business:** 

# Change in Morningstar Japan's Consolidated Holdings Quarterly Operating Income

Even though operating income for FY09 declined by 15.3% YoY, due to a decline in the demand for advertisement from financial institutions, <u>operating income for FY2009 was up 28.5% YoY</u>, due to a reduction of SG&A



Financial Services Business:

Change in SBI VeriTrans' Consolidated Operating Income



# SBI VeriTrans operating income in FY09 steadily increased 10.3% YoY

(Operating income: mil. yen) (operating margin ratio: %) 1,100 24% **Keeping Operating margin** 1,016 ratio over 20% 1,000 921 22% 900 21.0% 20.9% 20.5% 20.9% 800 20.2% 758 20% 700 **590** 18% 600 500 16% 400 400 300 14% FY2005 **FY2006** FY2007 **FY2008 FY2009** 

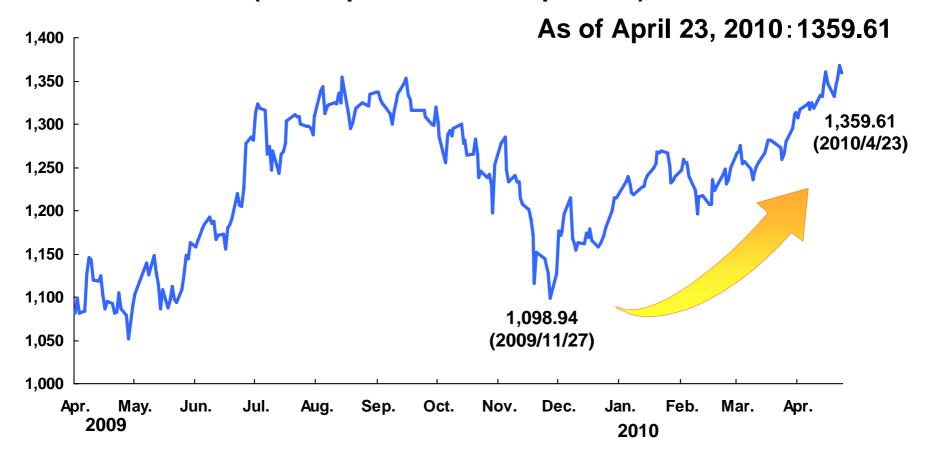
\*Started consolidated accounting from 3Q FY2006

Housing and Real Estate Business:



# Domestic Real Estate Market Recovers After Hitting Bottom in November 2009

<u>Change in TSE REIT Index (incl. dividends)</u> (from April 2009 to the present)



Housing and Real Estate Business:

# Subsidiaries Showing Improvement in Business Performance



## SBI Life Living : Returned to profitability in FY2009

Unit: million yen, Figures in parentheses are YoY change (%)

Consolidated Performance	Operating Revenues	Operating Income	Ordinary Income	Net Profit
FY2009	5,616 (-58.1)	169 ( - )	70 ( - )	27 ( - )
FY2008 *	13,411	-483	-666	-747

Adversely affected by a substantial downturn in the Tokai area real estate market, SBI Planners', a subsidiary company, property sales efforts <u>were stagnant and</u> <u>revenues decreased.</u> However, SBI Life Living, a non-consolidated Internet media business, <u>recorded a strong year with 169 mil. yen in operating income, which was a</u> <u>significant improvement from a loss of 483 mil. yen in the previous term.</u>

## **CEM Corporation**

CEM Corporation, which conducts a real estate secured loans business, successfully promoted the collection of doubtful accounts, aggressively increased new loans.

Targeting a return to profitability in FY2010. (Net Income : FY2009 -200 mil. yen -> FY2010 (forecast) 100 mil. yen )

\* The previous term (FY2007) is 15 month-period from Jan. 1, 2008 to Mar. 31, 2009, because of a fiscal term change from Dec.31 to Mar.31. 28

**System Solution Business :** 



# SBI Net Systems Expects to Return to Holding Profitability in FY2010

**Consolidated Performance** 

Unit: mil. yen, Figures in parentheses are YoY change(%)

	Operating Revenues	Operating Income	Ordinary Income	Net Income
FY2010 (Forecast)	5,500 (+26.5)	150 ( - )	130 ( - )	80 ( - )
FY2009	4,347 (-28.2)	-433 ( - )	-497 ( - )	-873 ( - )
FY2008	6,055	42	47	-327

#### Expect to return to profitability in FY2010 owing to the following reasons

 A reduction in SG&A achieved by rationalizations such as cutting costs through promoting offshore developments

New orders for system development accompanied by SBIH Group's business expansion
 Expectation of its own business expansion utilizing the know-how of that development



# 2. Results of Rationalization Efforts Focused on Cost Reduction and Reorganization and Transition to Aggressive Management

- (1) Progress of Cost Reductions
- (2) Provision of Allowance and Treatment of Losses from Reorganization in FY2009
- (3) Results of Rationalization, etc. of Securities Related Business
- (4) Acquisitions and Establishment of Joint Ventures to Strengthen the Business Base



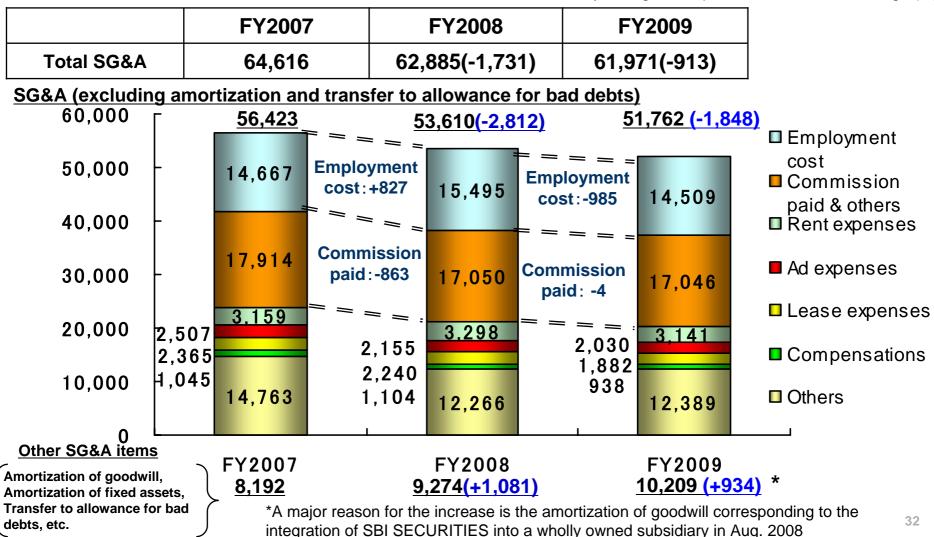
# (1) Progress of Cost Reductions

## Change in SG&A (Consolidated)

Holdings

From October 2008, each Group company assigned an officer with the responsibility of cutting costs, in order to strengthen the cost cutting movement. SG&A decreased 913 mil. yen from FY08

Unit: million yen, Figures in parentheses are YoY change (%)





# (2) Provision of Allowance and Treatment of Losses from Reorganization in FY2009

Loss Disposition for Allowance-related Provision



## [Allowance-related Provision Booked]

## FY2009 Total: 8.3 Bil. Yen (incl. extraordinary loss of 2.0 bil. yen)

- (1) <u>Provision for valuation allowance for operational investment</u> <u>securities (total: 3.1 bil. yen):</u>
- Against holding shares of Korea's KTIC Holdings: 2.6 bil. yen Booked entire investment amount for the company, since the company was damaged due to the former management's mismanagement, such as putting up its assets as collateral without the permission of the board, which significantly lowered the value of the company.

## (2) Provision for allowance for doubtful accounts (total: 4.3 bil. yen):

- Against loan to ZEPHYR: 1.5 bil. yen (extraordinary loss)
- SBI Equal Credit: 1.1 bil. yen
- SBI Card: 0.6 bil yen (incl. extraordinary loss of 0.2 bil. yen)

### (3) Provision for loss on interest repayment (total: 0.8 bil. yen):

- SBI Equal Credit: 0.5 bil. yen
- SBI Card: 0.3 bil. yen

# Continuous Reorganization of the SBIH Group for Further Management Efficiency



#### [Business Withdrawal]

#### <u>SBI Futures (FY2009: operating loss of 0.3 billion yen)</u>

As the domestic commodity futures market continues to shrink and the business environment continues to dampen, the commodity trading business was discontinued in July 2009, and SBI Futures became a wholly owned subsidiary through a stock exchange (Aug. 2009). On Apr. 1, 2010, SBI Futures merged with SBI SECURITIES for further management efficiency and to strengthen its FX trading business.

#### [Sales]

#### • SBI AXA Life Insurance (FY2009: operating loss of 0.2 billion yen)

Sold SBIH's shares of SBI AXA Life Insurance to AXA JAPAN HOLDING on Feb. 16, 2010, due to a difference in concept toward future business strategy between SBIH and AXA JAPAN, thereby temporarily withdrawing from the life insurance business. Recorded an extraordinary gain of 0.8 bil. yen for FY2009 through this sale.

#### • SBI Card Processing (FY2009: operating loss of 0.2 billion yen)

Separated the card processing business due to its insignificance in the SBIH Group's business portfolio, and sold SBIH's holding shares to Silverlake Axis Limited, which was a joint partner (Nov. 2009)

### [Transfer of Business Segment to Achieve Business Efficiency]

#### SBI Equal Credit

In addition to the downsizing of business through the discontinuance of the loan business, the company was integrated with SBI Card to further maximize management efficiency through the combined operation of the card related businesses (Jan. 12, 2010) <sup>35</sup>

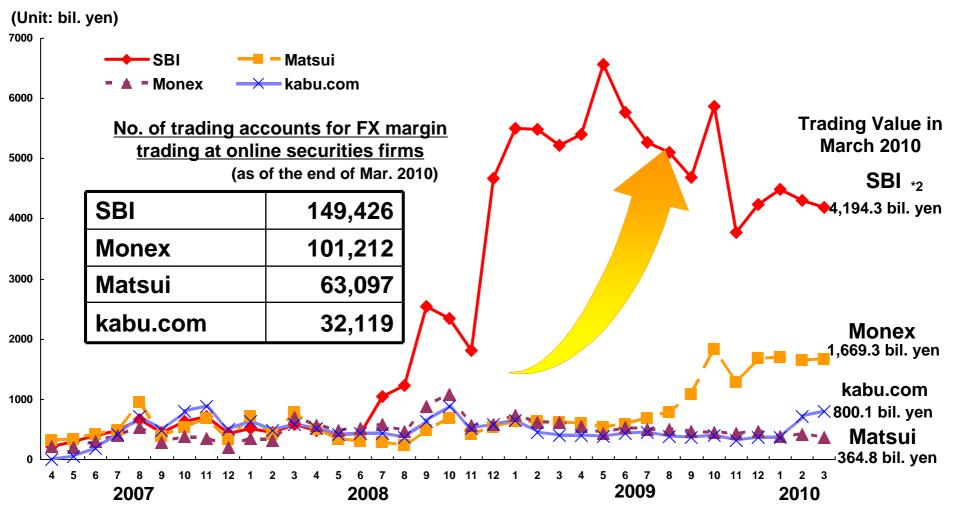


# (3) Results of Rationalization, etc. of Securities Related Business

## FX Margin Trading Value at SBI SECURITIES Increased Sharply After the Improvement of Service Offerings Utilizing SBI Liquidity Market



FX Margin Trading Value of the Four Major Online Securities Companies \*1



\*1 Four online securities firms that disclosed the information (SBI SECURITIES, Monex, Matsui and kabu.com)

\*2 Trading value total of "SBI FX" and "SBI FX  $\alpha$ " from Nov. 2008 to Feb. 2009

37

Source: Complied by SBIH from disclosed information



## Establishment of SBI Liquidity Market Provides Profit Opportunities Previously Offered to Outside Companies

Grown to become a subsidiary that contributes substantively to the Group's consolidated performance in a very short period of time since its inception on November 17, 2008

[Earnings Contributions by SBI Liquidity Market]

(Unit: bil. yen)

	FY2008			FY2009				
	<b>3Q</b> *1	4Q	Total	1Q	2Q	3Q	4Q	Total
Operating Revenue	0.55	2.35	2.90	2.82	2.79	2.54	<u>2.42</u>	<u>10.57</u>
Incl. Gain on Trading of SBI SECURITIES (Operating Income for SBI SECURITIES)	0.35	1.49	1.83	1.79	1.75	1.59	<u>1.48</u>	<u>6.62</u>
Operating Income	0.11	0.73	0.84	0.86	0.84	0.75	<u>0.63</u>	<u>3.08</u>

\*1 1.5 months from the start of operations



# Performance Comparison of Listed Pure-play FX Companies

(Unit: mil. yen)

SBI Liquidity Market		EV/2000	FY20		Market Capitaliza-	
	nched on Nov. 17, 2008)	FY2008	3Q (9M)	Total	tion (as of Apr. 26)	
	Operating Revenue	2,900	8,153	10,574		
	Operating Income	803	2,450	3,081	-	

#### Money Partners Group (listed on Hercules)

<b>Operating Revenue</b>	10,772	7,307	9,738	10 490
<b>Operating Income</b>	4,332	1,410	1,749	10,480

#### FX PRIME (listed on JASDAQ)

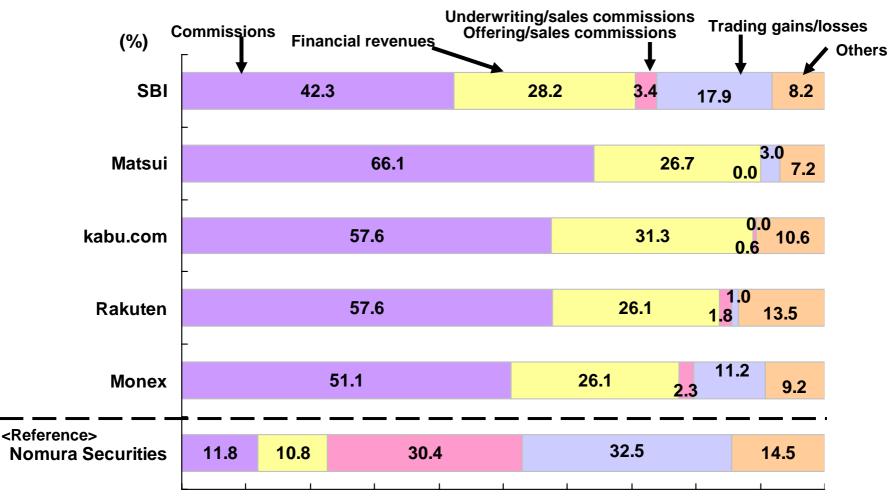
<b>Operating Revenue</b>	5,835	2,645	3,594	3.088
<b>Operating Income</b>	2,470	-2	89	3,000

#### **MONEY SQUARE JAPAN (listed on Hercules)**

<b>Operating Revenue</b>	1,410	849	1,183	1.174
Operating Income	48	-190	-199	1,174

## Ratio of SBI SECURITIES' Brokerage Commissions to its Operating Revenues Decreased to 42.3%

#### Major Online Securities Companies' Composition of Consolidated Operating Revenues



Source: Company web sites and earnings releases (Nomura Securities figures based on Japanese standards) Note: Figures of companies except SBI SECURITIES are as of 3Q FY2009



# (4) Acquisitions and Establishment of Joint Ventures to Strengthen the Business Base

# Acquired Management Right of The Largest Venture Capital Group in Korea



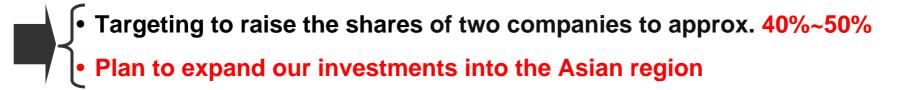
- Positioning two Korean investment firms to expand investment business in Asia-

Korea Technology Investment Corporation (KTIC, listed on KOSDAQ. SBIH acquired 35% stake)

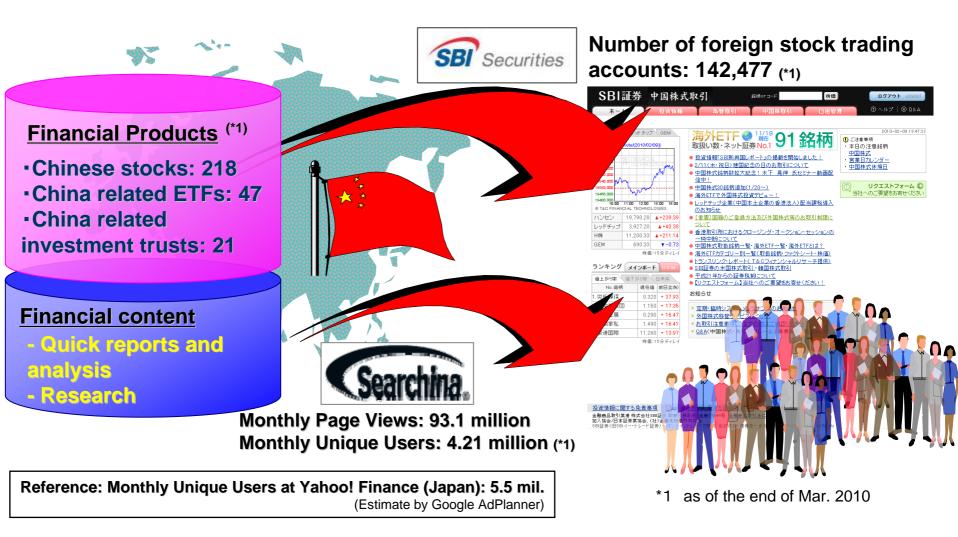
- The largest VC firm in Korea with 300 bil. KRW (2.7 bil. US\$ ) in managed assets
- The first Korean VC established in 1986, which has incubated 10% of KOSDAQ listing companies
- The average IRR (the return rate for investors) is 17%

#### **KTIC GLOBAL INVESTMENT ADVISORY** (Listed on KOSDAQ, SBIH acquired 29% stake)

- Market leader of SPAC\*, received much attention in Korea
- •3 Funds in this field shall be established (one of them have already been launched))



# "Searchina" Became a Subsidiary in February 2010 (SBI) as Part of the Global Financial Content Business



Signed a Memorandum of Understanding to Establish a Joint Venture With China Securities Journal, which is Directly Under the Administration of Xinhua News Agency

## China Securities Journal



Xinhua News Agency Group

Signed a memorandum of understanding to establish a joint venture (March 2010)

The new joint venture will utilize the information network of the Securities Newspaper Agency and the Xinhua News Agency as well as a listed company database (covering the last 18 years) and a fund database (covering the last 10 years) to facilitate the transmission of Chinese economic and financial information to Japan via the Internet



#### **Securities Newspaper Agency**

Business news publisher which is part of the Xinhua News Agency and boasts the largest distribution in China (1 million copies per day)

Designated by the Chinese government as the official medium of information disclosure for over 1,200 listed companies

Information is collected from its local offices located in 14 provinces and cities directly under the central government authority, including Peking, Shanghai and Shenzhen, and from the Xinhua News Agency's overseas bureaus

# Acquiring All Stocks of G-ONE Credit Service, SBI a Subsidiary of the Gulliver Group



### SBI Holdings will acquire entire holdings of G-ONE Credit Service, a credit sales subsidiary of G-ONE FINANCIAL SEVICE

\* A financial subsidiary wholly owned by Gulliver international



Provide <u>auto loans</u> to customers through <u>network of approximately</u> <u>2000 affiliated shops</u> mainly consisting of used car dealers.

Its customer base totaled 42,000 people as of February 2010.



# 3. Dynamic Business Expansion Geared Towards New Future Growth

# (1) 5 Core Businesses of Financial Services Based on the New Management Strategy

# (2) Continuous Energetic Investment Towards Future Growth



# (1) 5 Core Businesses of Financial Services Based on the New Management Strategy

# Pentagon Management of Financial Services (1) SBI

1. Our financial ecosystem consists of five core businesses among our financial services: Securities, Banking, Non-life Insurance, Life Insurance and Settlement Services.

(Note) Already started preparations to re-enter the life insurance business in a year or year and a half

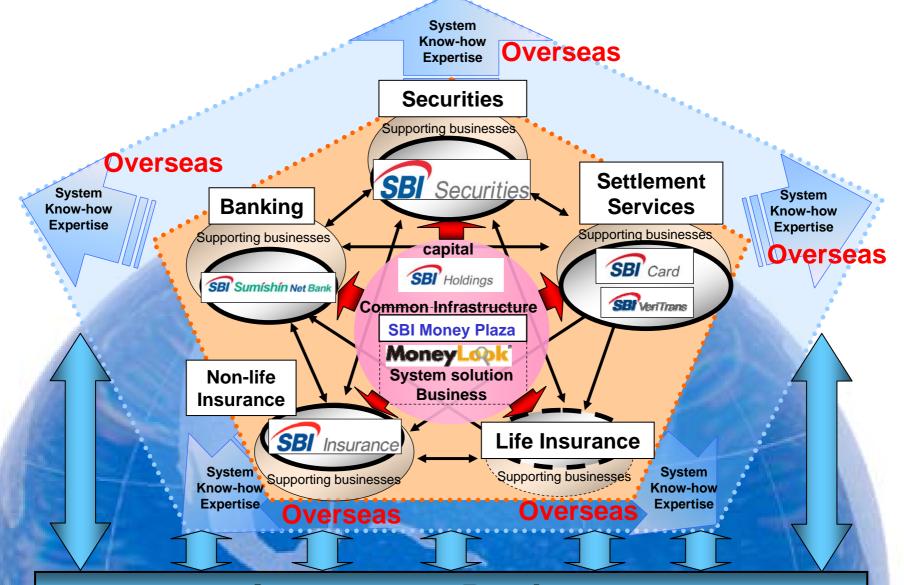
- 2. Create synergies by mutually linking core businesses to provoke exponential growth for the entire Group.
- 3. Focusing on each core business, we will allocate affiliated companies and businesses that possess core business support functions, and aggressively pursue synergy effects with each core business in order to differentiate ourselves from our competitors, thereby promoting exponential growth in each core business.

# **Pentagon Management of Financial Services (2)**



- The face-to-face channels, such as SBI Money Plaza, 4. will be expanded across Japan (with plans to reach a Group total of 200 shops by early FY 2010), to serve as an infrastructure business that will propel growth in the five core businesses and advance the fusion of the online and face-to-face services. This will enable the organization to provide, on a neutral basis, comparably superior products to customers whether inside or outside of the Group, so that the SBIH Group may become Japan's largest financial product distributor. SBI Money Plaza started preparation to establish "consulting counter" by accountants and financial planners
- 5. By introducing the systems and know-how of our core businesses accumulated in Japan in tandem with the economic development of the emerging countries, SBIH will be positioned to promote the development of the financial services business in those countries.

# Concept Image of Pentagon Management in the Financial Services Business



## **Investment Business**



#### No.1 real based on Internet securities company with over 2 million accounts

#### Supporting Companies, Related Companies and Overseas Related Products

#### [Supporting Companies]

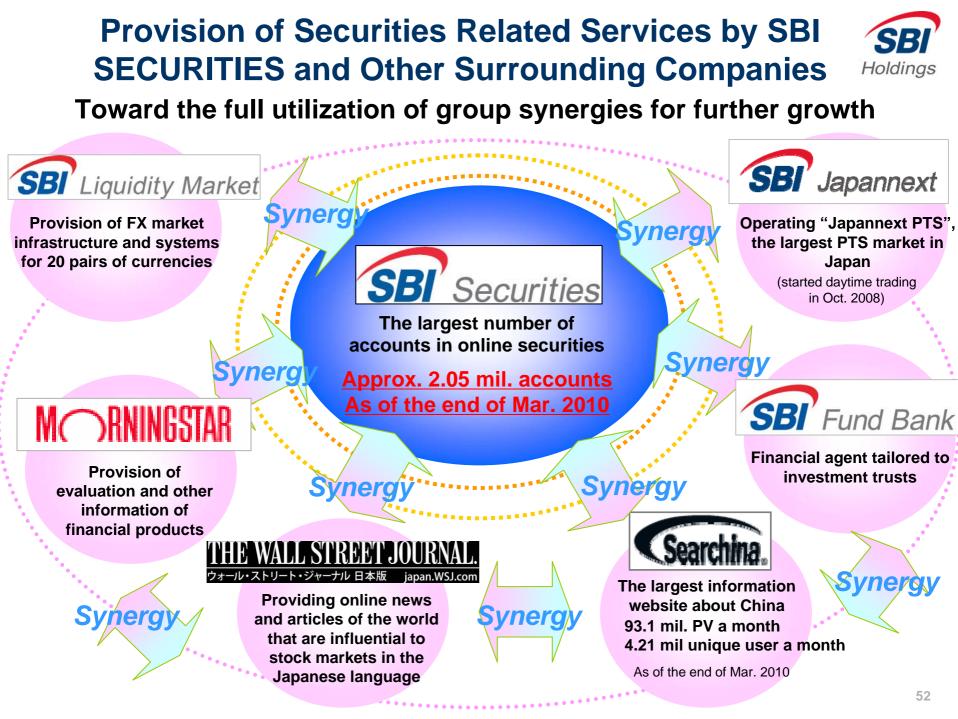
- > SBI Liquidity Market Co., Ltd.: Foreign exchange margin trading platform
- SBI Japannext Co., Ltd.: Promoting best execution method as Japan's largest PTS market

#### [Financial Content Business]

- Morningstar Japan K.K.: Provision of investment trust evaluation and economic news and stock reports of companies based in the US, UK, Suisse, China, India, and Brazil generated by Morningstar, Inc.
- SBI Fund Bank Co., Ltd.: Financial commodity agent which also provides analysis information mainly tailored to investment trusts
- Wall Street Journal Japan K.K.: Started "WSJ Japan Edition" which provides articles from an unique standpoint
- Searchina Co., Ltd.: Operation of "Searchina", Japan's largest Chinese information website.

#### [Overseas related products]

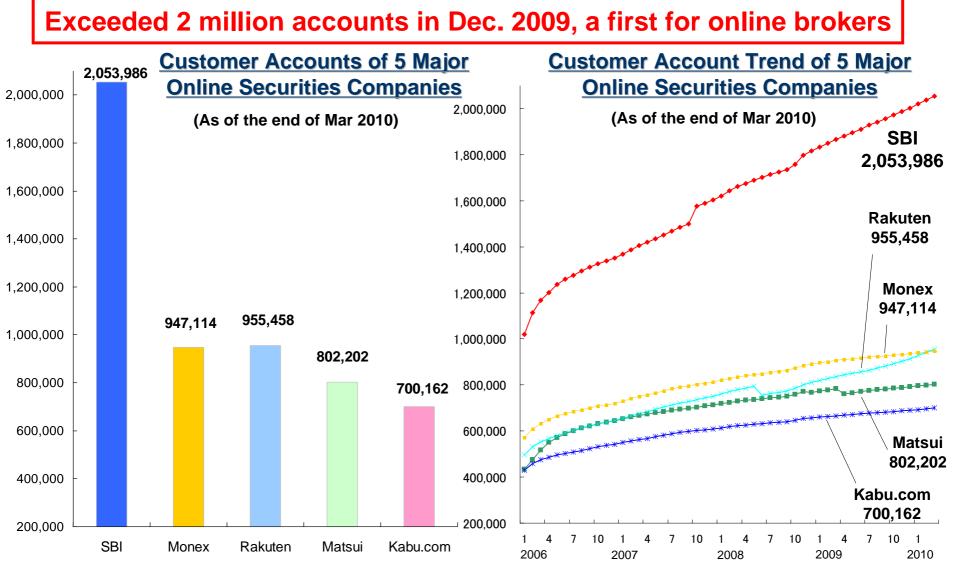
SBI SECURITIES handles U.S. stocks, aligned with Interactive Brokers, South Korean stocks, aligned with E\*Trade Securities Co., Ltd., Chinese stocks, aligned with Kingsway, and Rusian Stocks, aligned with METROPOL as well as producing stock reports of companies generated by Morningstar, Inc.



Brokerage and Investment Banking Business :

### Customer Account Comparison of Five Major Online Securities Companies

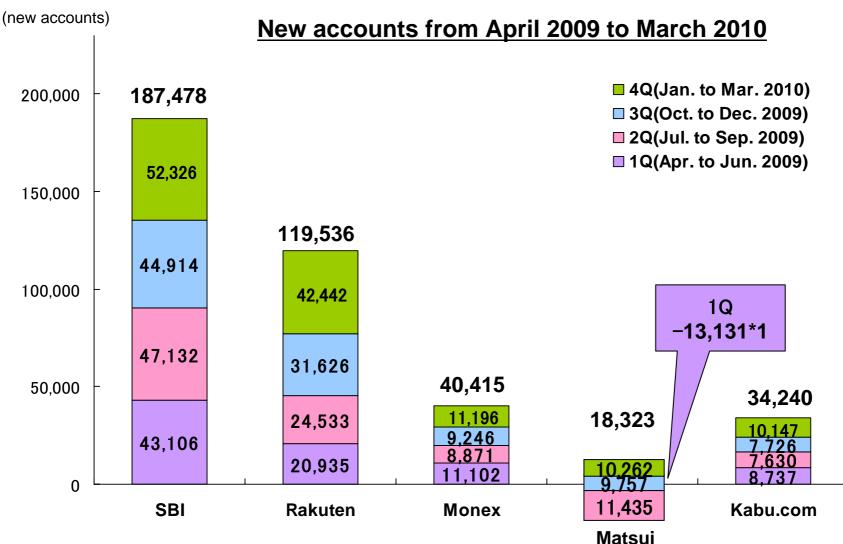




Source: Compiled by SBI SECURITIES based on websites and other public information for each company

## SBI SECURITIES: New Accounts at Major Online Securities Companies





Source: Compiled by SBI SECURITIES based on websites and other public information for each company

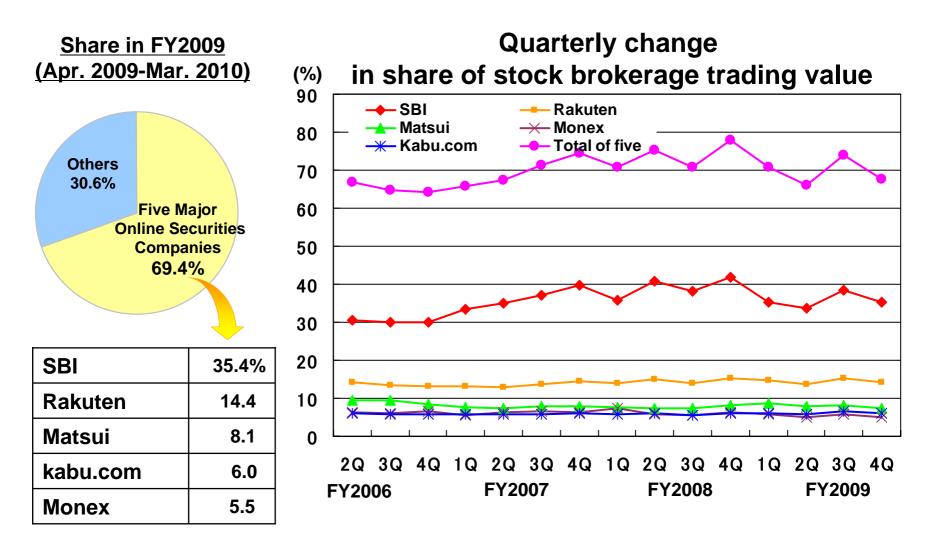
\*1. Matsui Securities closed certain customer accounts (28,846 accounts) in April 2009

54

#### SBI SECURITIES:



## Major Online Securities Companies' Market Share of Stock Brokerage Trading Value



Source: Based on TSE, JASDAQ and company materials

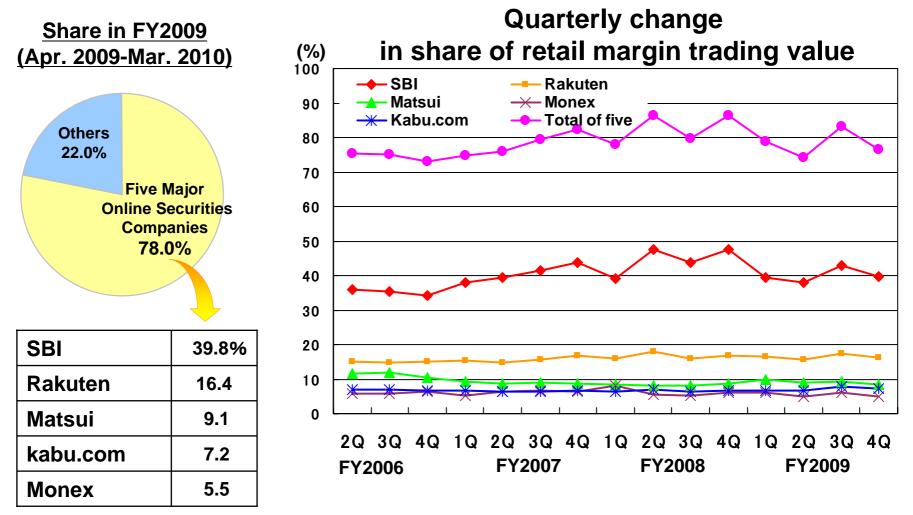
Figures of SBI SECURITIES only includes trades through Internet

\* Individual brokerage trading value is the sum of trades on the three major exchanges and JASDAQ.

#### **SBI SECURITIES**:



## Major Online Securities Companies' Market Share of Retail Margin Trading Value



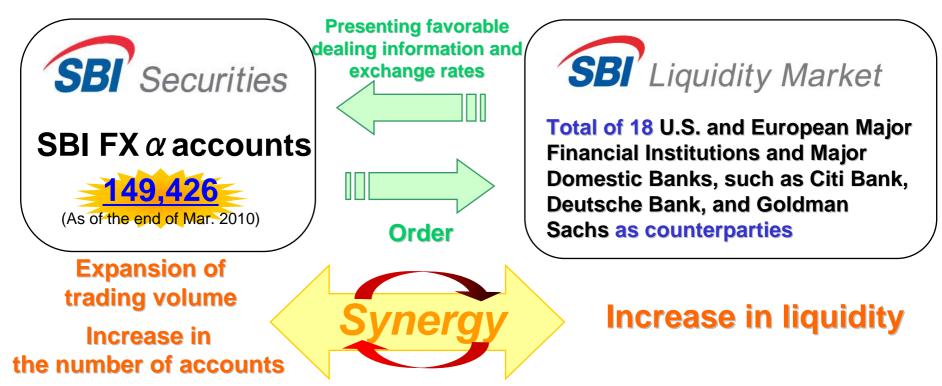
Source: Based on TSE, JASDAQ and company materials

Figures of SBI SECURITIES only includes trades through Internet

\* Individual brokerage trading value is the sum of trades on the three major exchanges and JASDAQ.



## The Favorable Cycle for Growth of SBI Liquidity Market Provided by Trading Expansion at SBI SECURITIES



Expansion of trading volume of SBI SECURITIES increases liquidity of SBI Liquidity Market. Increasing liquidity provides an enhanced trading environment for customers, and it will also expand the FX trading market size for the individual traders. **SBI Liquidity Market:** 



Providing Stable Trading Opportunities Through a Total of 18 Banks\*, Holdings **Including Foreign and Domestic Major Financial Institutions as Counterparties** 

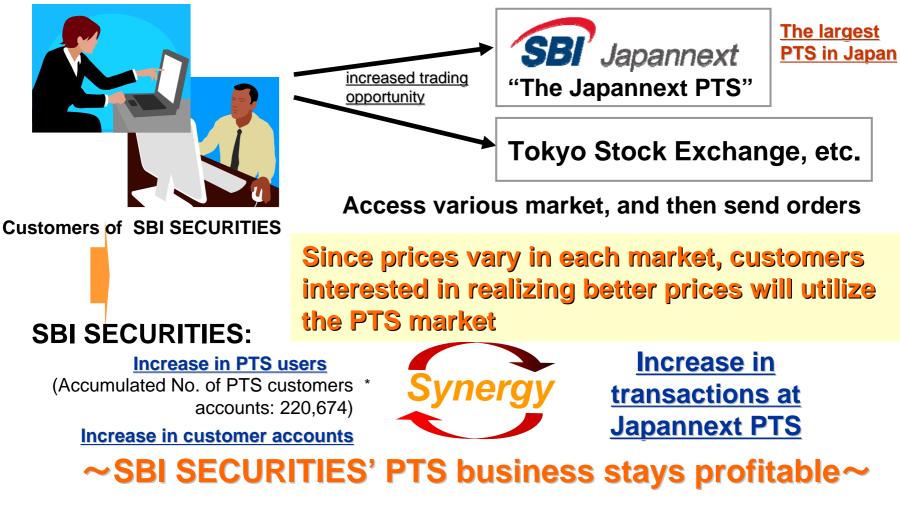
(\* Under negotiation with another financial institution)



**SBI Japannext:** 

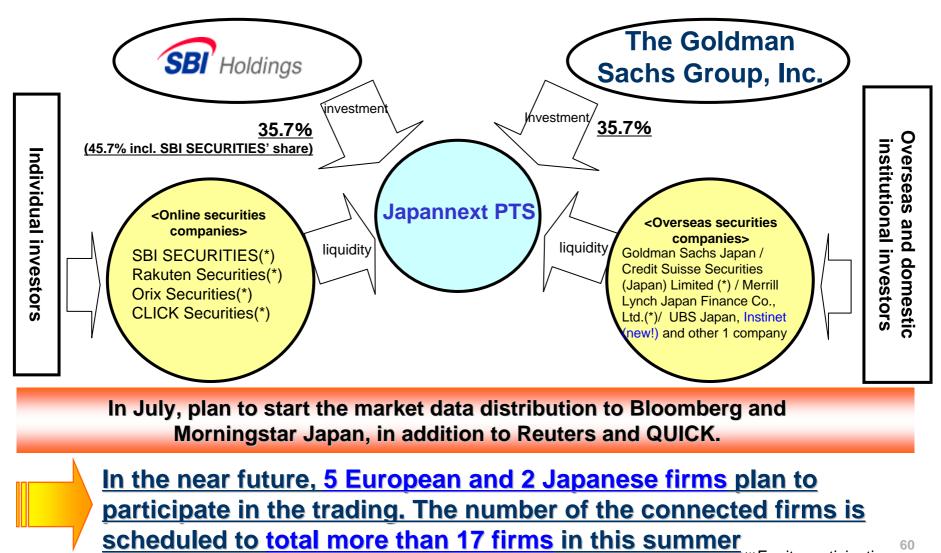
# Japannext PTS Has Improved Convenience for SB Customers, which Contributed to the Customer Holdings Development at SBI SECURITIES

Started nighttime trading in Aug. 2007 / Started daytime trading in Dec. 2008





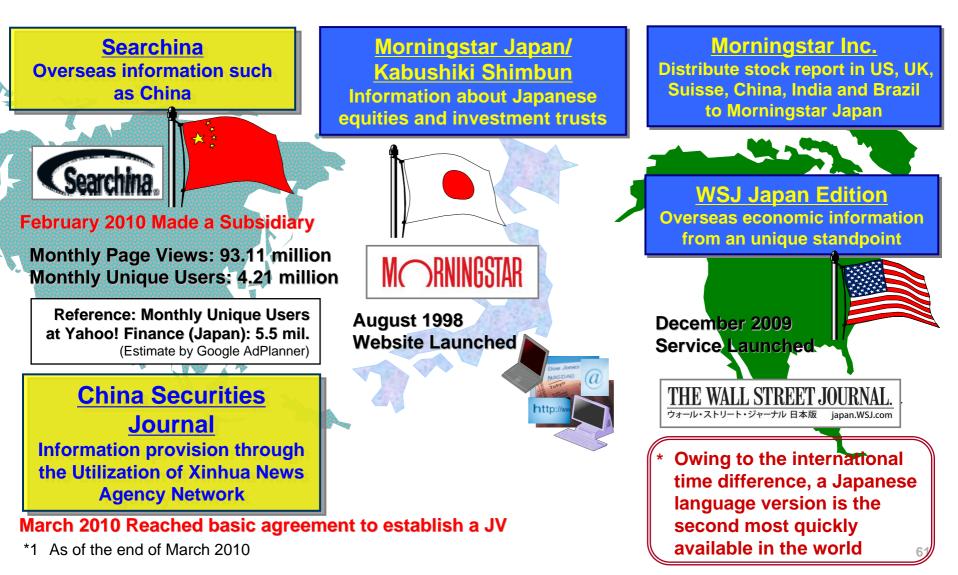
- Enhance Opportunity for Investors to Make a Better Trade -



#### **Global Financial Content:**



## Further Reinforcement of the Global Financial Content Business Through the Improvement of China Related Information





Deposits at Internet bank topped 1 trillion yen after 2 years and 5 months since start of operations

#### Supporting Companies, Related Companies and Overseas Development [Supporting Companies]

- SBI AutoSupport Co., Ltd.: Support for the provision of automotive financial services through automobile dealers
- SBI Receipt Co., Ltd.: Receipt Financing
- CEM Corporation: Real estate secured loans and guarantee services

### [Related Companies]

SBI Mortgage Co., Ltd.: Established the sales agencies network of Flat 35, a product of Japan Housing Agency. Housing loans Outstanding exceeded 600 billion yen as of the end of Feb. 2010

### [Overseas Banking Business]

Fien Phong Bank (Vietnam): Started operations in May 2008.

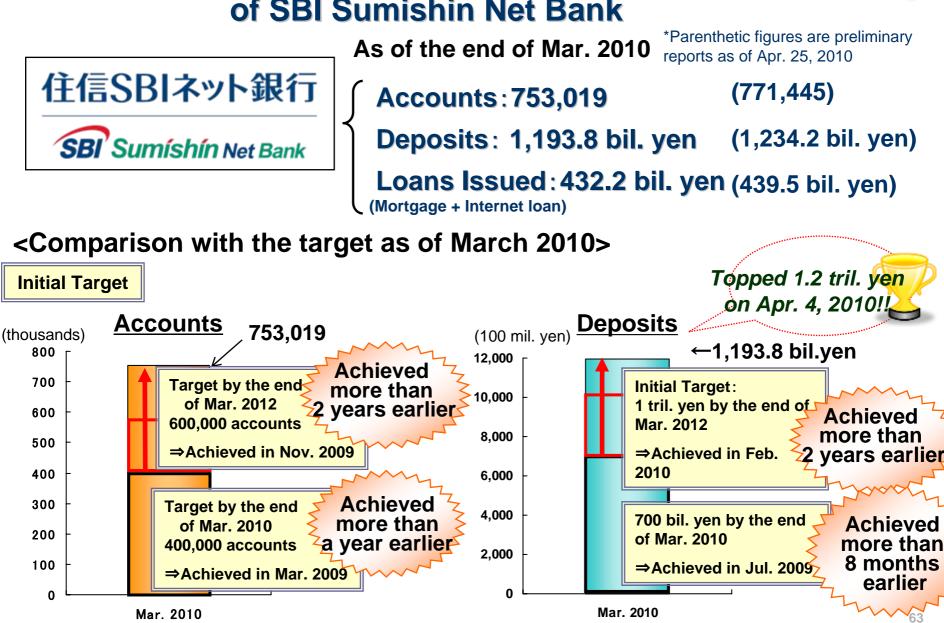
SBIH acquired 20% of the shares in Aug 2009.

- Phnom Penh Commercial Bank (Cambodia): Started operations in Sept. 2008. SBIH invested in 40% of the shares
- OBIBANK (Russia): Reached a basic agreement with its parent company, METROPOL, to invest in 50% of the Bank.

SBI Sumishin Net Bank:

## Steadily Growing Customer Base of SBI Sumishin Net Bank





## Deposits Topped 1.2 Trillion Yen After 2 Years and 6 Months Since Start of Operations



Offering competitive interest rates, free ATM transactions for individual customers and several sales campaigns, <u>SBI Sumishin Net Bank Deposits topped 1.2 trillion yen after only</u> <u>2 years and 6 months since its start of operations on September 24, 2007.</u>

Days required by major Internet banks to reach 1.2 trillion yen in deposits:

	Start of operations	Time needed to reach 100 billion yen (*1)	Days after start of operations	Time needed to reach 1.2 trillion yen (*1)	Days after start of operations	Deposit outstanding (*2)
eBANK	2001/7/23	2003/10/1~ 2004/3/31	801- 983 days	-	-	696.2 bil. yen
Japan Net Bank	2000/10/12	2002/10/1~ 2003/03/31	720- 901 days	-	-	449.2 bil. yen
Sony Bank	2001/6/11	2002/3/1~ 2002/03/31	264- 294 days	2008/1/1~ 2008/1/31	<u>2,365-</u> <u>2,395 days</u>	1,510.0 bil. yen
SBI Sumishin Net Bank	2007/9/24	2007/11/19	57 days	2010/4/4	<u>924days</u>	1,234.2 bil. yen

 Topped 400 bil. yen in Aug. 2008!⇒Surpassed Japan Net Bank at the end of Sept. 2008 (after a year from the start of operation)
 Topped 700 bil. yen in Jul. 2009!⇒ Surpassed eBank at the end of Jul. 2009 (after less than 2 years from the start of operation)

\*1 Time needed for deposits to reach target amount based on information announced by each bank.

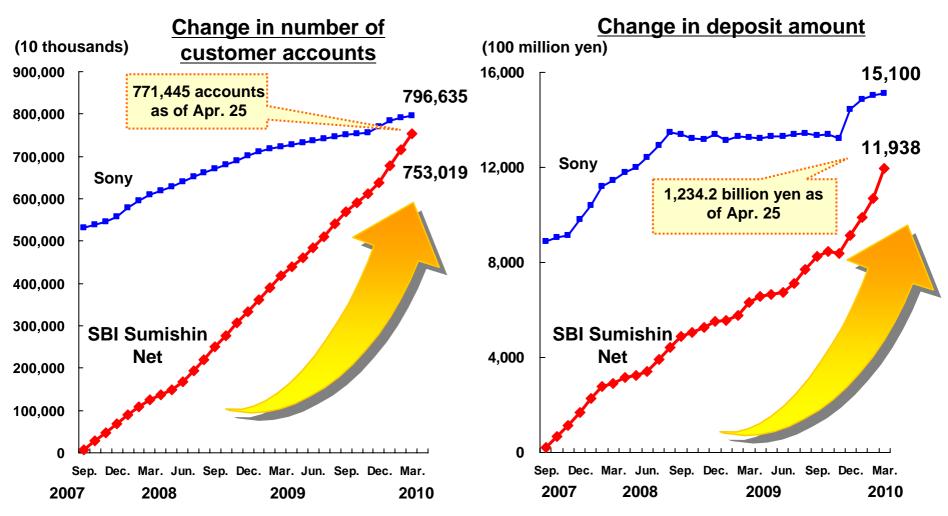
\*2 Deposit outstanding of Japan Net Bank is based on the figures as of the end of December 2009, and eBank and Sony Bank as of the end of March 2010 and SBI Sumishin Net Bank as of April 25.

SBI Sumishin Net Bank:

# Expansion in Customer Base of SBI Sumishin Net Bank



(From Sep. 30, 2007 to Mar. 31, 2010)



Both number of customer accounts and deposit amount of SBI Sumishin Net Bank increased approximately two times YoY SBI Sumishin Net Bank:

# Ranked 4th in the Overall Service Industry and 1st in the Hand Banking Sector in terms of Customer Satisfaction Ranking

#### JCSI (Japanese Customer Satisfaction Index) Survey FY2009 \*

**Overall customer satisfaction ranking (of 29 service industry and 291 companies)** 

Rank	Company name	Satisfaction level
1	Tokyo Disney Resort	82.3
2	EC current	81.1
3	Akindo Sushiro	78.8
4	SBI Sumishin Net Bank	78.6
5	Singapore Airlines	78.5
6	Japanet TAKATA	77.7
7	Amazon	77.6
8	Yamato Transport	77.1
9	Rakuten Travel	76.9
10	Jalan	76.8

\*Released by Service Productivity & Innovation for Growth

A company quality ranking among 29 service industry companies, based on the feedback of a total of 100,000 users



#### Launch of credit-card business

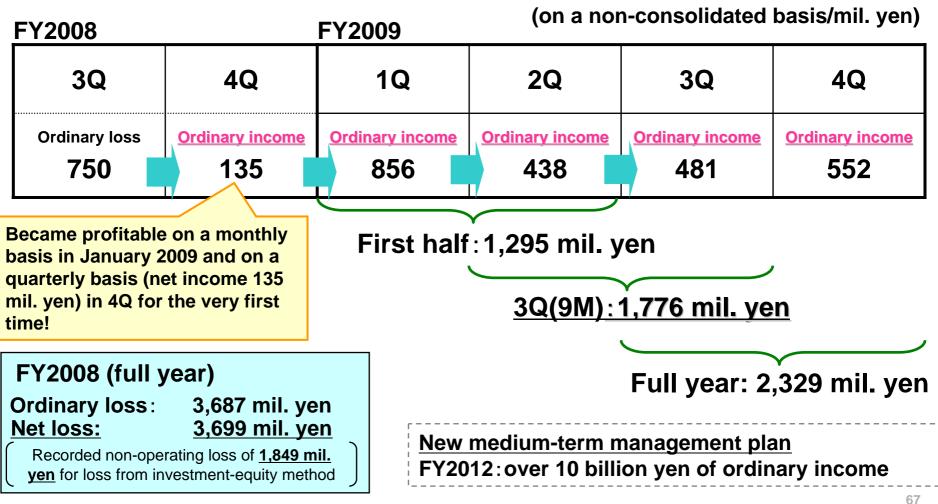
Planning to lower fees of revolving repayment / installment payment by re-examining all the workflow involved with card business operations and by operating at a low cost.





## Steady Growth Continues in 4Q FY2009 with Single Year Profitability

## [Change in ordinary income and loss]



#### **SBI Sumishin Net Bank:**

## **Time Period Required**



by Pure-play Internet Banks to Reach Profitability Holdings

SBI Sumishin Net Bank recorded a single-month profit in just 17 months (January 2009) and a single-quarter profit in the second FY (4Q FY2008), which was much faster than any of its major competitors. Recording a single-year profit in the 3rd FY (\*forecast) will also be an earlier achievement versus its 3 other competitors.

\* To be announced on May 14, 2010

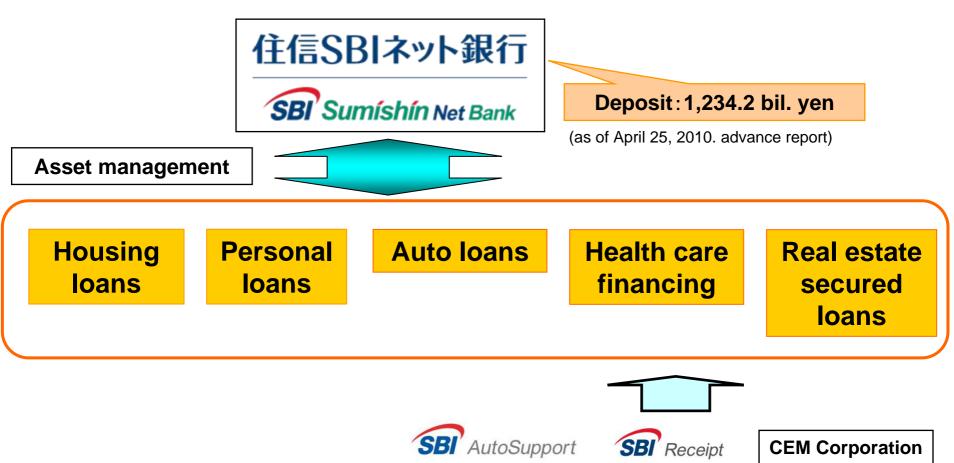
	Start of operations	Single-month profit recorded	Number of months	Single-quarter profit recorded	Quarters term accomplish ed	FY profitability
eBank	2001/7/23	2003/12	30 <sup>th</sup> month	2003FY 4Q	3rd term	FY2005 (5 <sup>th</sup> FY)
Japan Net Bank	2000/10/12	2004/3	42 <sup>nd</sup> month	2004FY 1Q	5 <sup>th</sup> term	FY2004 (5 <sup>th</sup> FY)
Sony Bank	2001/6/11	Not dis	sclosed	2004FY4Q	4 <sup>th</sup> term	FY2005 (5 <sup>th</sup> FY)
SBI Sumishin Net Bank	2007/9/24	2009/1	<u>17<sup>th</sup> month</u>	2008FY 4Q	2 <sup>nd</sup> term	FY2009 (3 <sup>rd</sup> FY: forecast)

\* Compiled by SBIH from information disclosed by each company





# **Further Diversifying Asset Management**



<Major asset management method in the future>

 Diversification of business and management by the integration of the securities business through interest rate swaps, CP underwriting and originating safe and high interest rate securities products



Internet non-life insurer which provides automobile insurance with the least expensive premium

Supporting Companies (Businesses) and Inter-industry Collaborations

[Supporting Companies (Businesses)]

- Insurance Portal "InsWeb": Japan's largest auto insurance estimate website, with over 4.2 million cumulative users
- SBI AutoSupport Co., Ltd.: Support for the provision of automotive financial services through automobile dealers
- Autoc One K.K.: Operation of one of the Japan's largest website for new-car estimation and brokerage

#### [Inter-industry Collaboration]

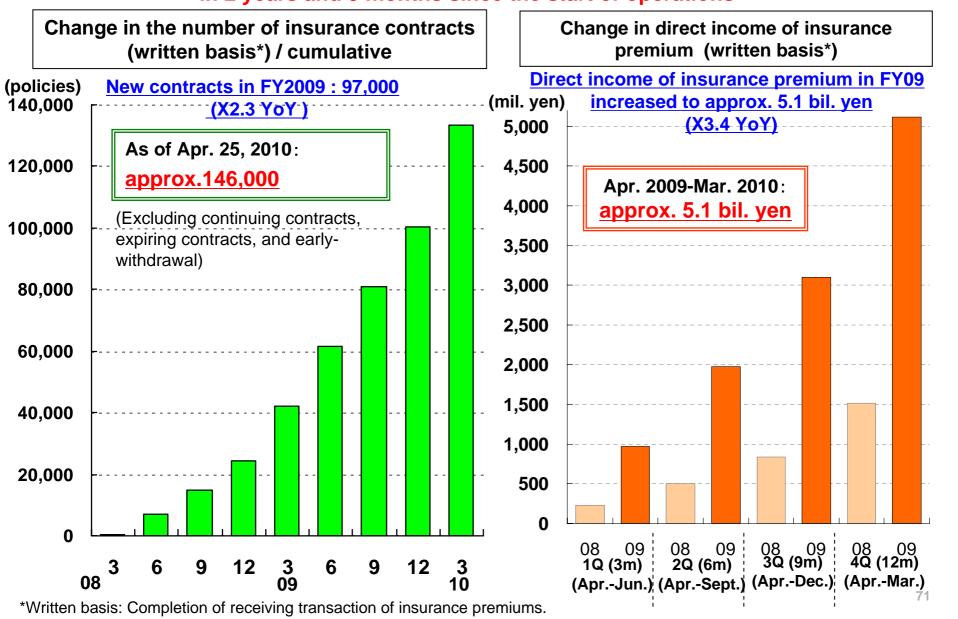
Expansion of inter-industry sales channel through an alliance with used car purchasing/selling giant "Gulliver international Co.,LTD", used car auction site giant "JAPAN AUTOMOBILE AUCTION INC." and DVD rental giant "GEO CORPORATION"

SBI Insurance:

Achieved FY09's Target of 5.0 Bil. Yen for Income of Insurance Premium



-The cumulative number of insurance contracts exceeded 133,000 in 2 years and 3 months since the start of operations-



#### **SBI Insurance:**

## **SBI Insurance and InsWeb**



 While the SBIH Group provides low cost financial products, InsWeb neutrally introduces the most suited products for customers including non-SBI products

 e.g. Japan's largest insurance estimate and comparison website, "Insurance Market Place" InsWeb

 An insurance portal providing cost estimates and documents quickly upon request

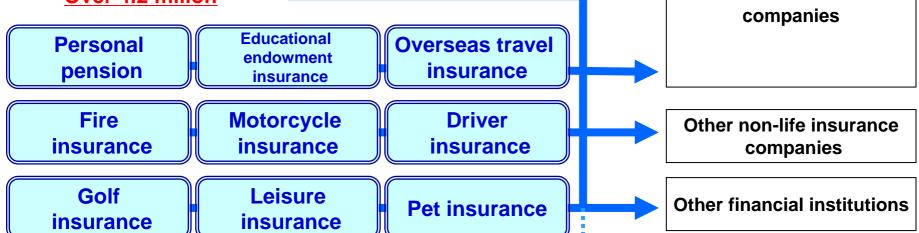
 Automobile insurance

 Participation by 22 companies

 Cumulative number of

automobile insurance estimate:

#### Over 4.2 milion



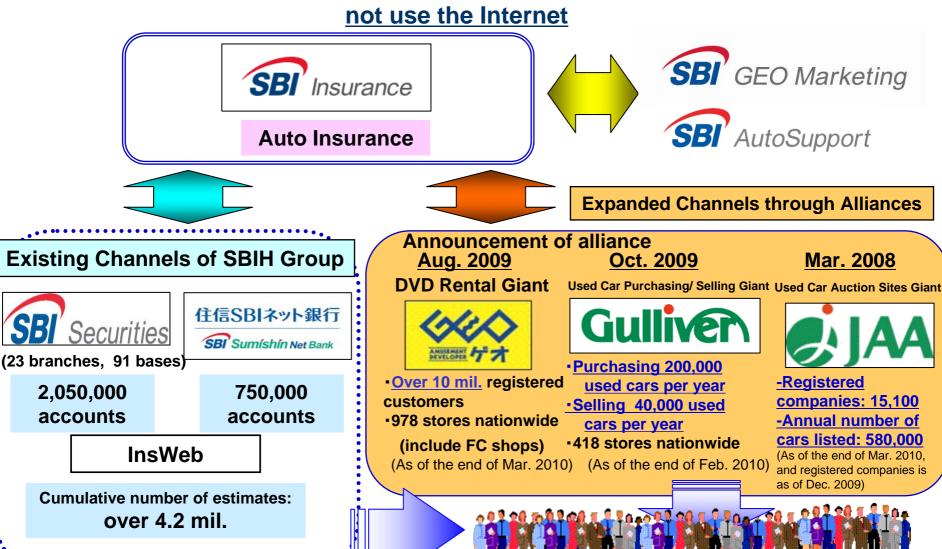
Other life insurance

**Inter-industry Collaboration :** 

## Significant Channel Expansion Through Business Alliances with Companies in Various Industries

Holdinas

Face-to-face channels enable an effective approach to customers who do



\*As of the end of Mar. 2010

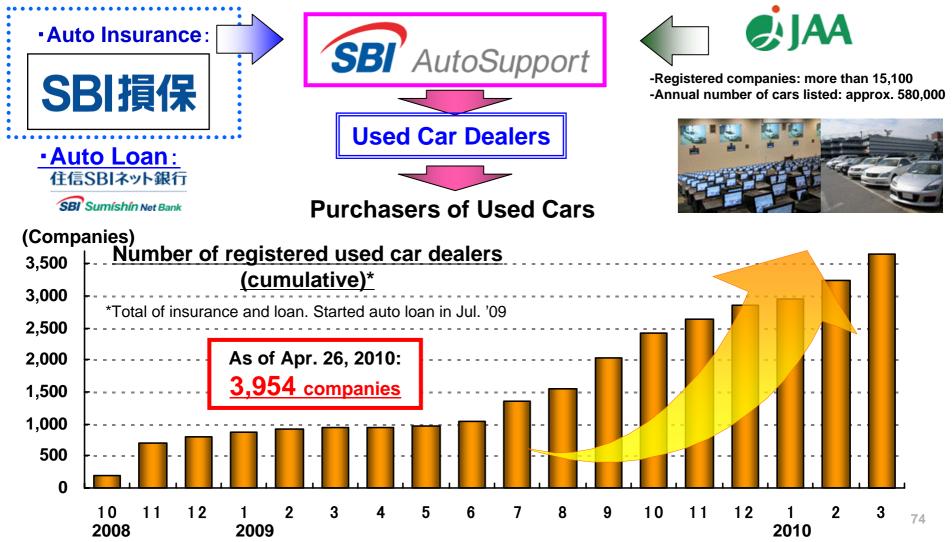
Inter-industry Collaboration :

#### **SBI Insurance and SBI AutoSupport**



At SBI AutoSupport, which was jointly established with JAA, a used car auction giant, number of registered used car dealers increased steadily. Also, number of contracts at SBI Insurance is on the increase.

Achieved a single-month profitability in March!







## Immediate planning for the start of preparations to re-enter the business in a year or year and a half

- Sold SBIH's shares of SBI AXA Life Insurance to AXA JAPAN HOLDING, thereby temporarily withdrawing from the life insurance business.
- SBIH plans to establish a new Internet life insurer as a wholly owned subsidiary in a year or year and a half, thoroughly utilizing the product and marketing strategies experienced through the joint venture.
- After the re-entry, plan to utilize the network of investee companies as well as Internet channel and SBIH Group's existing channels
- e.g. SBIH Group investee companies which operate insurance agency business, etc. (Parenthetic figures are shareholding ratio of the SBIH Group including residual securities)
  - Financial Agency.Inc (35.15%)
  - NEWTON FINANCIAL CONSULTING Inc. (30.00%)

etc.



SBI Card Co., Ltd.: Issuance of industry's high level point redemption credit card
 SBI VeriTrans Co., Ltd.: A settlement innovator supporting the growth of E-commerce
 SBI Remit Co., Ltd. (tentative): International money transfer business through the alliance with MoneyGram International (plan to start during summer 2010)

Strive to improve customer usability through the provision of various settlement services

<u>SBI Card : With SBI Card as a core company, developing inter-industry</u> <u>collaboration to promote future growth and synergies within the</u> <u>Group companies</u>

Plan to issue "GEO Visa Card" to registered customers of the GEO Group in June 2010. Also, grant "Ponta" point with "GEO Visa Card" by the participation into "Ponta", with its customer base of approx. 20 million.

SBI VeriTrans: Developing settlement service for China

Operating "Buy-J.com", an EC mall for China where UnionPay Card settlement, of which approx. 2 billion were issued, is available for Internet mail order service in China **SBI Card:** 

#### Future Development of SBI Card as a Key for Alliance with Companies in Various Industries



Strive to create synergies such as Group companies' new customer development and increase in the number of transactions by issuing "GEO Ponta Visa Card" and "SBI Card Plus"

Schedule for Returning Card Business to Profitability by March 2013 (target)

Increase number of card issuances from 72,000 (end of Mar. 2010) to 1 mil. (end of Mar 2013)

Feb. 2009 Acquired license from VISA Card

Strive to acquire to acquire 700,000 card issuances by the end of March 2013

-Jun. 2010 Plan to start issuing "GEO Ponta Visa Card"

alliance card for GEO Group members

\*from June: start on the Internet and at the pilot shops

from Oct.: start at nationwide shops

Plan to start issuing "SBI Card Plus"

•Oct. 2010

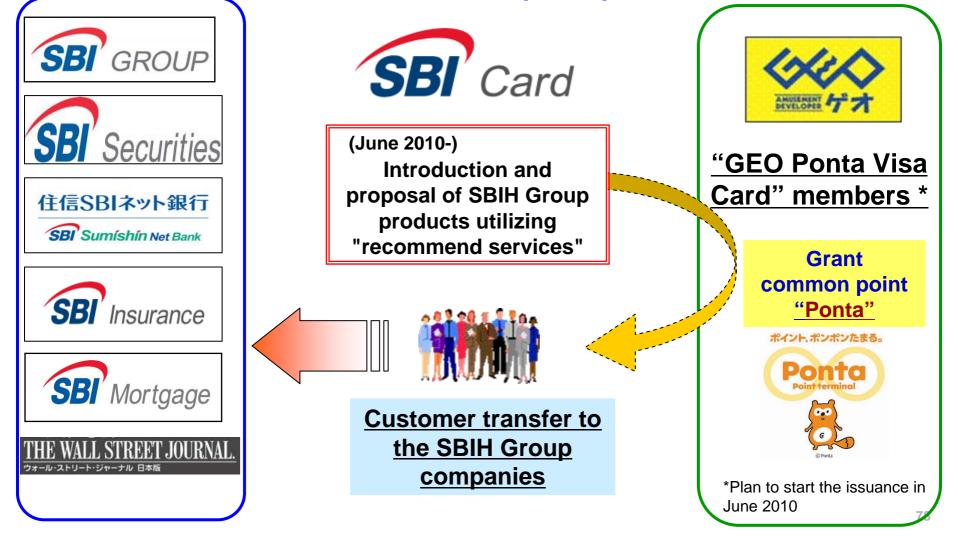
- Points boast top-class cash back return rate in the industry
- Plan to increase point return gradually from 0.5% to a maximum of over 2% depending on level of transactions with SBIH Group companies

**SBI Card:** 



## **Creation of New Group Synergies Through SBI Card**

Recommendation service and mutual point service, among others, used to increase customers and transactions for Group companies

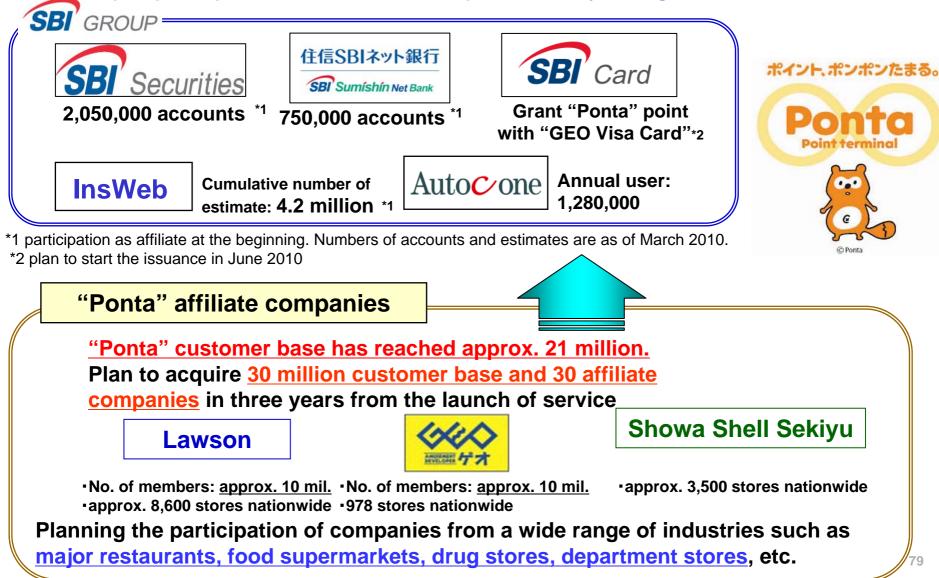


Inter-industry Collaboration :

#### Seeking Further Synergies by Introducing Inter-industry Common Points



SBIH Group to participate in "Ponta" common points initially through affiliates from March 2010



SBI VeriTrans: Providing Settlement Infrastructure to Support the Growth of E-Commerce

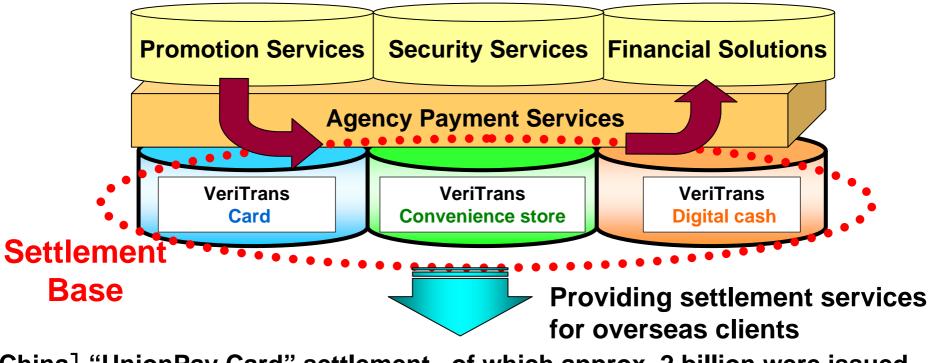


#### - Offer various services based on settlement services -

<Principal Settlement Services>

Payment through credit-card, convenience-store, ATM, Internet-bank, e-money and mobile

Number of transactions (FY09): over 59 mil. (+14.8% YoY)



[China] "UnionPay Card" settlement, of which approx. 2 billion were issued



#### Operation of Buy-J.com, an EC Mall for Chinese Customers Holdings

-Comprehensively supports translation and transportation as well as online transaction -



(Launched in January 2009)

Enables shops to sell to China market with preparation of the products and their data

- 1. Language barrier
  - $\rightarrow$  Translation services
- 2. Transportation barrier
  - $\rightarrow$  Domestic warehouse + EMS
- **3.** Transaction barrier
  - → UnionPay online transaction

15 banks including 4 biggest banks in China (Industrial and Commercial Bank of China, Bank of China, China Construction Bank, Agricultural Bank of China)\* are ready to accept

\* 4 biggest banks issued 1.1 billion UnionPay cards, which is more than half of the total

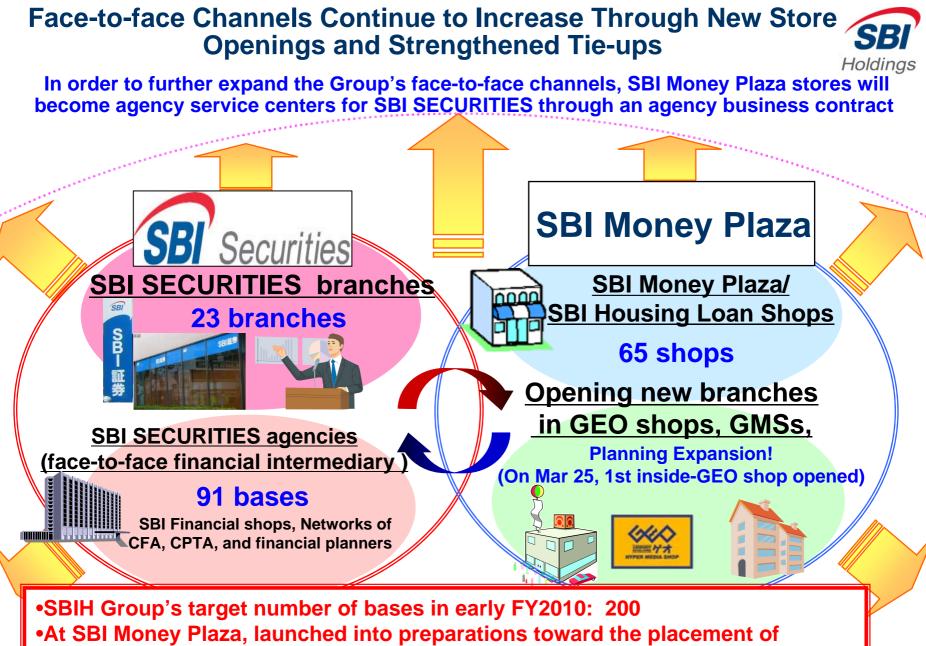


## SBI Money Plaza Co., Ltd.

For the common infrastructure of the SBIH Group to become "Japan's largest financial product distributor,"

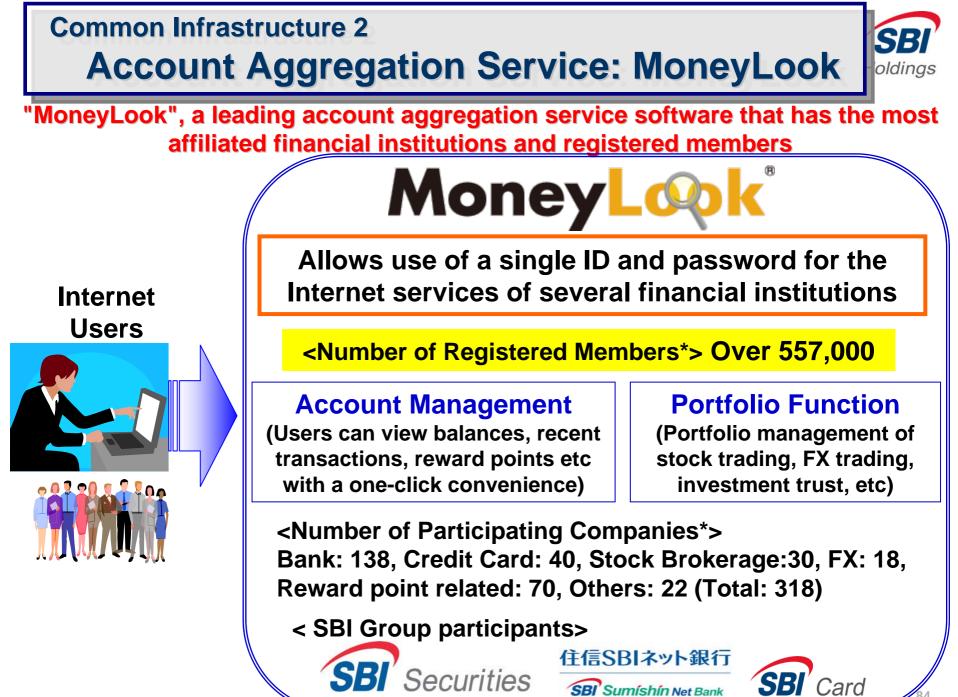
SBI Money Plaza proceeds with the face-to-face channel development

- To achieve a true customer-centric principle, the face-to-face channel development is essential for the SBIH Group, which has conventionally concentrated on the Internet.
- The SBIH Group is neutrally positioned to handle competitive products for customers including non-Group products, while the Group itself provides low cost financial products.
- Accelerate franchise store openings of SBI Money Plaza mainly through the transformation of SBI Housing Loan Shops. It opened 65 stores, and continues its development
- At SBI Money Plaza, launched into preparations toward the placement of "concierge desk" of CPAs and FPs, etc.



"concierge desk" of CPAs and FPs, etc.

83



\* As of the end of March 2010



## Examples of Synergies Generated Through an Association with a Core Business

## SBI SECURITIES and SBI Sumishin Net Bank

ere

Asset

Management

SBI' Securities

#### **Settlement**

## SBI Sumíshín Net Bank S

Examples of Affiliation Services:

#### Aggregation functions

Simultaneous display of accounts of SBI Sumishin Net Bank and SBI SECURITIES. Easy access to stock trading platform of SBI SECURITIES, with one click on the Bank's stock information page

#### Automatic transfer services for additional margin deposits

Automatic cash transfer from a yen savings account at SBI Sumishin Net Bank to an account at SBI SECURITIES when additional margin deposits are needed

#### SBI Hybrid Deposits (Automatic deposits and withdrawals of stock trading deposits)

SBI Hybrid Deposit balance can be integrated into available deposit balance for stock trading, margin trading, and actual receipt of stock purchased at SBI SECURITIES

#### **One-time account opening**

One-time account openings at both SBI Sumishin Net Bank and SBI SECURITIES

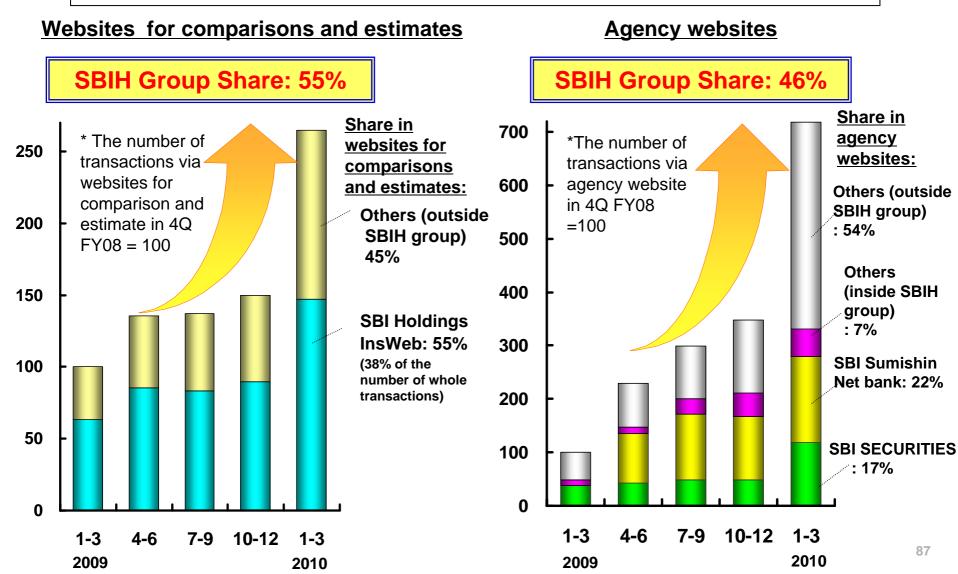
#### About 40%\* of new accounts at SBI SECURITIES applies for an account opening at SBI Sumishin Net Bank, and it contributes to an increase in the number of deposits and the total amount of housing loans outstanding.

\* Only the number of account opening at both SBI SECURITIES and SBI Sumishin Net Bank at one time. Excluding the number of new SBI Sumishin Net bank accounts which were opened after opening SBI SECURITIES account.

#### SBIH Group's Sales Channels which Contribute to an Increase in Contracts at SBI Insurance

**SBI** Holdings

Quarterly comparison of the number of SBI Insurance's contracts in each channel





## The SBIH Group's Customer Base was Founded through an Adherence to the Customer-centric Principle and Pursuit of Group Synergies

## **SBIH Group's Growing Online Customer Base**



1999	Mar. 2005	Mar. 2008	Mar. 2009	Mar. 2010
0	/ 1.7 mil.	6.8 mil.	🦰 8 mil.	🖰 10.40 mil.

SBIH Group company and division		Mar. 2010 (thousand)
SBI SECURITIES	(Accounts)	2,054
SBIH InsWeb	(No. of customers)	3,280
E-LOAN	(No. of customers)	939
Other financial websites	(No. of customers)	118
MoneyLook	(Total no. of customer registrations)	558
Morningstar Japan	(New portfolio customer registrations)	55
SBI Card	(Cards issued)	72
SBI Sumishin Net Bank	(Accounts)	753
SBI Insurance	(Total no. of contract)	133
Autoc one	(No. of service users in 2009)	1,280
Lifestyle related websites	(Total no. of customer registrations)	515
E*GOLF	(Total no. of customer registrations)	371
Others		291
Total		10,419

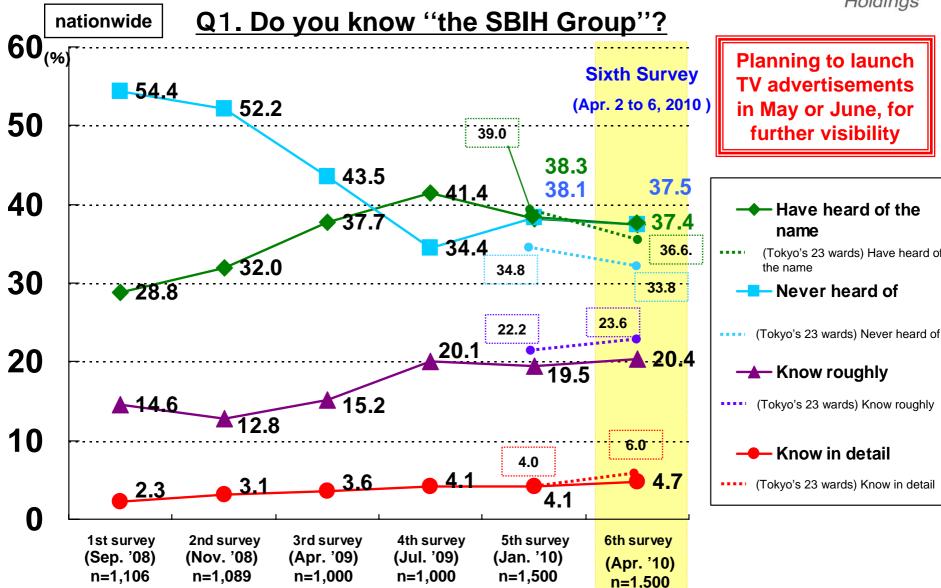
\*The counting method was changed on Sept. 2009, so the total count method is somewhat different before and after then.

\* Repetition customers between group companies are double counted, while repetition in each service site is omitted when it can be recognized as a unique user.

\* The total number of contracts of SBI Insurance excludes continuing contracts, expiring contracts and early withdrawals.

#### Survey on Visibility of the SBIH Group, Apr. 2-6, 2010





Survey method: online surveys utilizing "goo research"

Survey period: the first (from Sept. 9 to 11, 2008), the second (from Nov. 26 to 28, 2008), the third (from Apr. 13 to 16, 2008), the fourth (from Jul. 1 to 3, 2009), the fifth (from Jan. 6 to 8), and the sixth (from Apr. 2 to 6)



- (2) Continued Aggressive Investments for Future Growth
  - 1. Aggressive Investments After the Lehman Shock During a Period of Decline in Investment Cost
  - 2. Focused Investments in Growth Industries and Emerging Markets



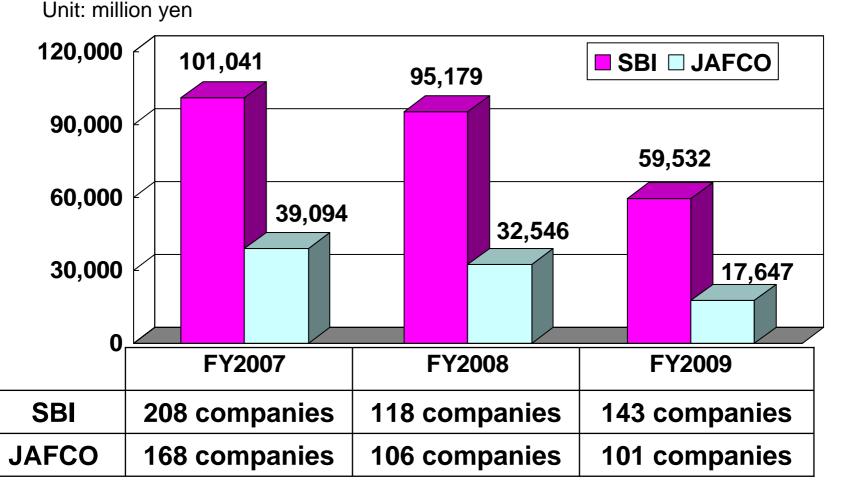
## 1. Aggressive Investments After the Lehman Shock During a Period of Decline in Investment Cost

Asset Management Business:

#### Change in New Investment Amount/ Number of Companies Invested



- As a venture capital firm, continuing Japan's most aggressive investment process -



\*Where there are first and second quarter investments in the same company, the investment is counted as a single company to eliminate duplications.

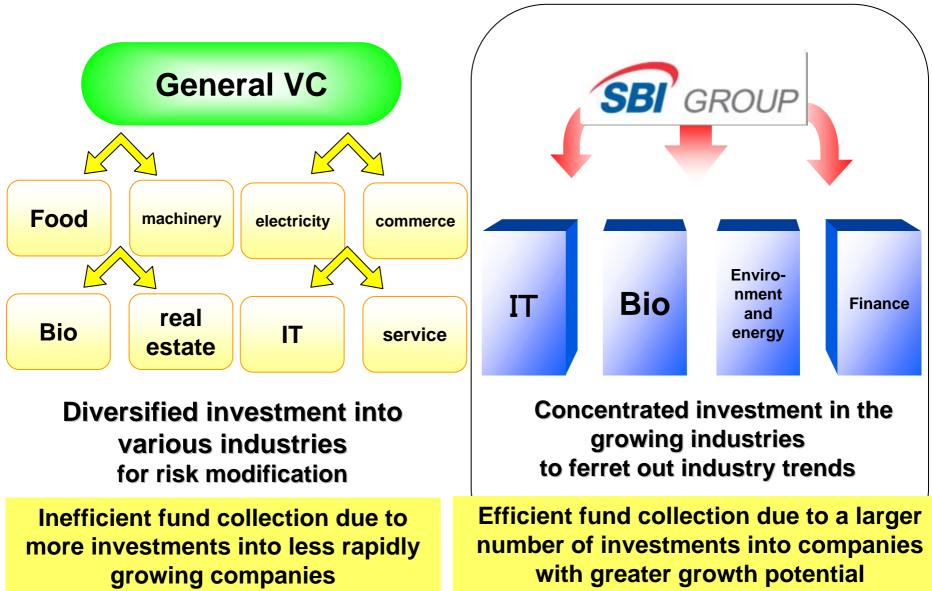
(Source: Compiled by SBIH from information disclosed by each company)



## 2. Focused Investment in Growth Industries and Emerging Markets

As a new industry creator, investments into IT, bio, environment, energy, and financial fields, from where further innovation is expected in the future will continue in Japan, as well as in the emerging markets where significant economic growth is expected.

## Concentrated Investment Strategy to Nurture New Industries



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Complex Innovations Utilizing Internet

(example) IT × <u>electricity</u>: establishment of smart grid by utilizing cloud computing technology

(example) IT × <u>biotechnology</u>: bioinformatics

(example) IT × medical care: computerized receipts

800 million receipts are annually transported. →Transportation and storing cost / security / data exploitation frequency

**Online receipt ratio** 

	Insurance and medical institutions	dispensing pharmacies	Total		
Japan	14,440	45,554	59,994		
	(approx. 8.5%)	(approx. 86.8%)	(approx. 27.1%)		
South Korea	44,090	19,666	63,756		
	(approx. 88%)	(approx. 100%)	(approx. 91%)		

Source: "The state of Japan's global competitiveness in ICT (Nov,2009)" by Japan's MIC and "Survey on the state in facilitation of medical care information -Survey on receipt online-" by Korea's MIC



## Three Key Global Factors in Successfully Developing a Biotechnology Industry

#### **Global Researcher Network**

Discover seeds of drug creation by utilizing world wide network of researchers

#### **Global Marketing Channel**

Utilize alliances with overseas biotech companies to sell worldwide products resulting from successful drug creation projects

#### **Global System for Obtaining Approvals for New Drugs**

Utilize alliances with overseas venture biotech firms to target rapid approval of new drugs by submitting applications in the countries best suited to receive approval





## Progress of Drug Discovery Projects, etc. Holdings by SBI Biotech

•In early December last year, a novel nucleotide project through an alliance with Changchun Huapu Biotechnology in China started clinical phase I test in the U.S. Also, in preparation of clinical test due to the requisition for the adhibition to acute leukemia in childhood by an North U.S. Research Group

•An immunocell therapy project through an alliance with Baylor Research Institute (U.S.) is testing clinical phase II in the U.S., and plans are in place to start clinical tests in Japan.

•In the field of research and development of immune body for cancers and autoimmune diseases, started tie-up negotiations with domestic and overseas promising pharmaceutical companies for anti-BST-2 body, in March 2010, in addition to anti-ILT-7 protein which aligned with MedImmune, the global biologics unit of AstraZeneca



## **Progress at SBI ALApromo**

- •<u>ALApharma GmbH</u>, established in June 2009 jointly with medac GmbH., <u>is</u> <u>preparing for registration of supplement in Europe.</u>
- •As for intraoperative diagnosis drag for malignant glioma, which is approved by European Medicines Evaluation Agency and already used in Europe, acquired exclusive license to use data needed for drag development in Japan.
- In Japan, started to sell products of ALA-containing <u>handcream and cream</u> for beauty, etc., and currently preparing to sell an ALA-containing <u>new</u> <u>beauty product</u>, which is under development.

Moisture cream [AL SCIENCE EMOLLIENT CREAM] Moisture lotion [AL SCIENCE LOTION MOISTURE] Skincare Series [Lala Solomon]: moisture cream, lotion, cleansing foam, etc.

•In the healthy food field, a supplement, <u>"NatuALA -Bio-", is available for sale</u>

•<u>Currently in the experimental study for the new supplement</u> in several overseas branches

#### Biotechnology: Biotechnology Related Investee Companies' R&D Continues to Progress Steadily



#### Quark Pharmaceuticals, Inc. (Shareholding ratio of the SBIH Group: 36.22%)

1) QPI-1002 (prophylaxis of delayed graft function (DGF) and acute kidney injury (AKI))

•In Jan. 2010, the independent Data Safety Monitoring Board recommended that QPI-1002 continue on to the next phase of clinical testing.

- FDA Grants Orphan Drug Status for Quark's QPI-1002 for the Prophylaxis of Delayed Graft Function in Kidney Transplant Patients

2) QPI-1007 (ischemic optic neuropathy, glaucoma)

•Developed in collaboration with BioSpring GmbH as a neuroprotective agent for eye diseases •Started a Phase I trial in March 2010

3) PF-4523655 (Wet age-related macular degeneration (AMD), diabetic macular edema (DME))

·Licensed to Pfizer on an exclusive worldwide basis

 In Oct. 2009, granted to Quark from a Japanese National Phase Application of International (PCT) Patent Application No. PCT/US98/17296, a patent which is part of the intellectual property estate that is the basis of PF-4523655.

•Currently, in its Phase II a clinical trial.

#### Acucela Inc. (Shareholding ratio of the SBIH Group: 28.71 %)

ACU-4429 (Dry age-related macular degeneration (AMD))

•Acucela has forged a strategic partnership with Otsuka Pharmaceutical, Co., Ltd. to co-develop ACU-4429

In Jan. 2010, initiated phase II clinical trial

In Mar. 2010, received FDA Fast Track Designation for ACU-4429 in Patients with Dry AMD

Environment and Alternative Energy :

# SBIH's Foray into the Development of the Environment and Alternative Energy Business



① Joint venture with Mizuho Securities to operate a fund targeting the environment and energy sectors in Japan and overseas



② Joint venture with Masdar Clean Tech Fund to operate a fund targeting the alternative energy sectors in Japan



SBIH plans to make substantial investments in the environment energy sector, positioning this as a core investment category Financial industry:

#### Change in Listed Share Market Cap by Industry in Japan



The finance and insurance industries have grown substantially from their high-growth period Holdings of the 1960's. During the economic high growth phase, they maintained a position of leadership as the industry infrastructure that supported the economy

	1960	1965	1970	1975	1980	1985 finance and insurance	
1	electric equipment	electricity and gas	finance and insurance	finance and insurance	finance and insurance		
2	transportation equipment	transportation equipment	electric equipment	electric equipment	electric equipment	electric equipment	
3	Chemical	electric equipment	Chemical	commerce	Chemical	Chemical	
4	primary metal	iron and steel	electricity and gas	transportation equipment	transportation equipment	commerce	
5	iron and steel	Chemical	transportation equipment	construction	commerce	electricity and gas	
6	food	finance and insurance	construction Chemical		electricity and gas	transportation equipment	
7	Commerce	commerce	commerce	iron and steel	iron and steel	construction	
8	textiles	food	iron and steel	electricity and gas	machinery	machinery	
9	electricity and gas	textiles	machinery	machinery	construction	food	
10	finance and insurance	land transportation	food	food	food	land transportation	

(Counted in December in each year) Source: TSE Annual Statistics The emerging market countries are also likely to experience a similar transition as that experienced in Japan

#### Financial industry:

## The Top 10 Largest Market Value Companies in China



In rapidly growing China, financial institutions already comprise most of the top 10 largest companies

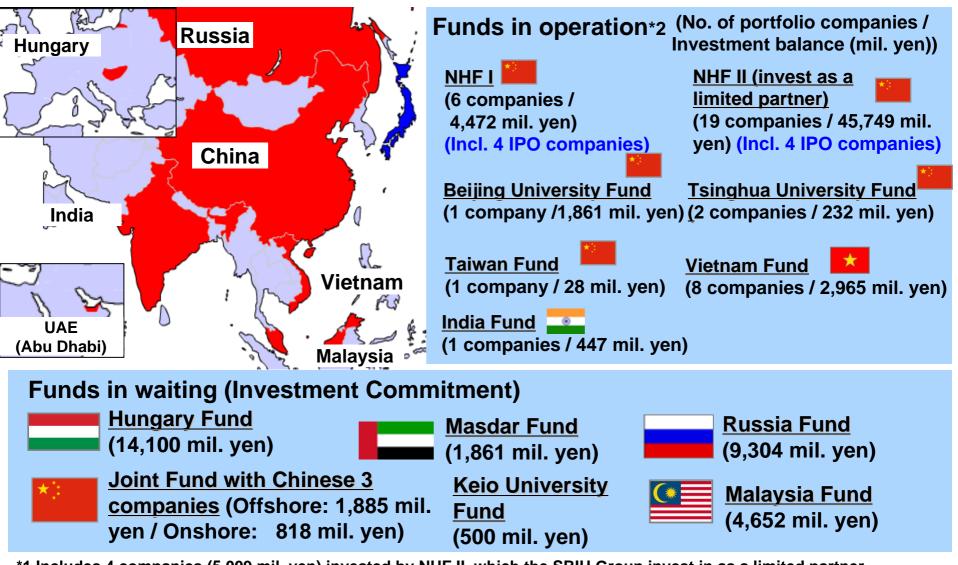
	Company	Industry	Market Cap.
1	PetroChina	Oil, Gas	287,185
2	Industrial and Commercial Bank of China	Bank	187,885
3	China Construction Bank	Bank	133,229
4	Bank of China	Bank	115,243
5	Sinopec	Oil, Gas	101,805
6	China Life Insurance	Life insurance	94,732
7	China Shenhua Energy	Coal mining	57,611
8	Ping An Insurance	Life insurance	42,663
9	Bank of Communications	Bank	40,410
10	China Merchants Bank	Bank	32,730

Investment in Emerging Countries:

## **Overseas VC Funds Steadily Progressing**



#### - In FY2009, invested 9,990 mil. yen in 16 companies\*1 -



- \*1 Includes 4 companies (5,009 mil. yen) invested by NHF II, which the SBIH Group invest in as a limited partner
- \*2 Number of portfolio companies and Investment balance are on a balance basis

Investment in Emerging Countries:

## Established Shariah-compliant PE Funds, Aiming for Building a Broad Network in Islamic Zone



#### Brunei Ministry of Finance





#### Final agreement concluded in Mar. 2010



## [Summary of the agreement]

- Jointly establish a fund management company, which will be incorporated in Brunei
- Manage PE funds which make shariahcompliant investments into companies mainly in Asia

**SBI Islamic Fund** (tentative name)

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## <Reference>

## Assets under Management of the SBIH Group SBI

542.1 billion yen as of the end of Mar. 2010 (incl. "Real estate and others")

#### Private equity,etc. total: 271.3 bil. yen

[IT/Biotechnology] Total:	129.1
Internet	3.8
Broadband/Media	54.8
Mobile services	27.6
Biotech/Others	43.0
[Environment/Energy]	8.4

[Direct investment]

[Buyout/Mezzanine] Total: 37.9					
Value Up	19.2				
Mezzanine	18.7				
[Overseas]	Total: 68.7				
China/ Hong Kon	g/ Others* 38.0				
Vietnam	7.8				
India	8.9				
Hungary	13.9				

[Investment trusts,othe Total: 216.1	-	[Real estate, others] Total: 5	[Real estate, others] Total: 54.7 bil. yen			
Investment trusts	39.8	Development	26.7			
Investment advisory	174.7	Completed properties	28.0			
Investment companies	1.6		2010			

27.2

Note: Figures for real estate reflect the total amount of investments. Figures for investment trusts, investment advisory and others reflect net assets at market value as of the end of Mar. 2010. Figures for other funds are net assets at market value based on the latest financial reports of each fund as of the end of Mar. 2010. All figures are rounded to the nearest 100 million yen.

\*1 Including the fund transferred with business execution right from HIKARI Private Equity on Sept 29, 2009 and the fund managed by Trans-Science, which SBIH made a subsidiary on Oct. 1, 2009.

\*2 Based on the investment commitment amount since the fiscal year is not yet closed

## Performance of "New Horizon Fund I"

- > 8 of the 10 companies are now public since its launch in May 2005.
- Accumulated total operating income by the end of FY2009 was 8.78 billion yen since the beginning of the fund.
- Our shareholding represents unrealized profit of approx. 8.8 billion yen in and after FY2010 (as of April 26).

Portfolio companies		Invest- ment Category		IPO /	1	Capital Gain			(Unit: million	
				M&A (planned)		End Mar.08	End Mar. 09	End Mar. 10	US\$ )	
Sichuan Meifeng Che	emical Industry	8.3	3 A-Class share				63.7	26.4	16.3	
	Changsha Zoomlion Heavy Industry Science & Technology Development		A-Clas	s share			144.6	66.6	60.6	
China Printing & Dye	ing Holding	-	IF	0			0.2	-	<b>※1 -</b>	h
Yingli Green Energy	Holding	-	IF	0			4.5	-	-	≻ IPO'd
Kingsoft	Kingsoft		IPO				2.3	4.4		(market
Goldwind Science ar	nd Technology	0.5	A-Class share				124.9	29.9	11.9	value)
China Cord Blood Co	orporation	4.1	IPO				17.6	17.6	11.8	
Jiangsu Ealong Biote	ech	-		-	-		5.6	5.6	-	h_
Shineway Group		20.4	Pre-IPO		2010		15.0	15.0	15.0	Pre-
Cathay Industrial Bio	otech	12.0	Pre	-IPO	2011		79.1	79.1	79.1	(estimated
Total	Total						457.5	244.6	194.7	value)
*2			1	bil	. yen (app	rox.)	: (45.8)	(24.0)	(17.7)	1
[Received Divider			[Estima	ted Divid	deno	d in and af	ter FY2010	] (as of April. 2	6, 2010)	
Foundation – FY2008	FY2009	FY201	Y2010 FY20		011		FY2012	Total E	stimated Divid FY10	lend after
7.0	4.7	<u>3.3</u>	<u> </u>		4		3.1		8.8	

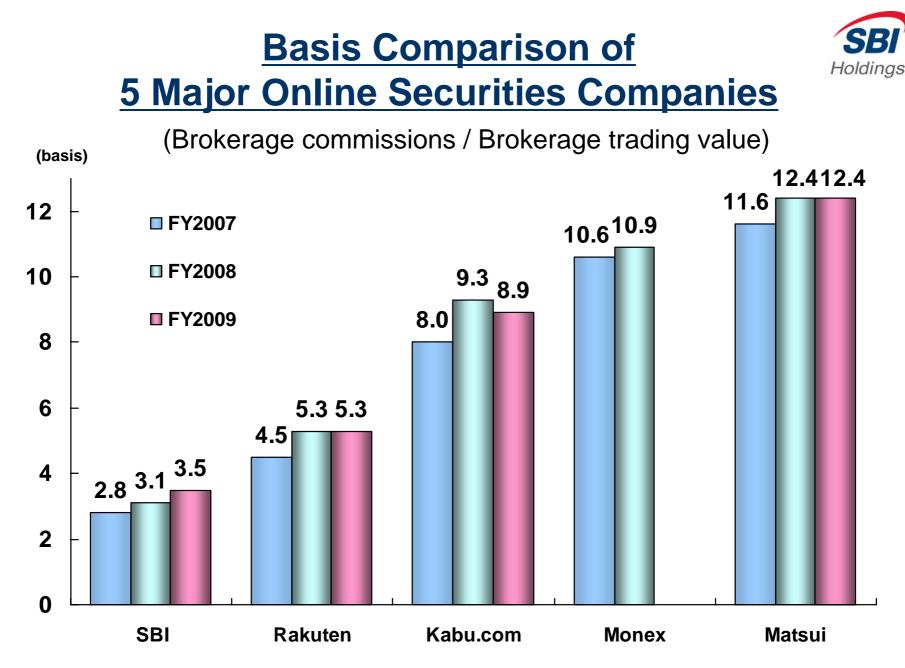
Note: Receipt of dividends depends on the timing of sales, the figures are not determined yet.

\*1 in the course of liquidation

\*2 sales amount after deduction of expenses associated with sales. Estimated dividend has been reduced due to the occurrence of success fee payment for the general partner.



108



Source: Based on company materials and monthly announcements. Brokerage commissions use non-consolidated data. SBI SECURITIES includes only trades through Internet



# http://www.sbigroup.co.jp