

# **SBI Holdings, Inc.**

## **Financial Results**

**for the Three-month Period Ended June 30, 2023  
(Fiscal Year Ending March 31, 2024)**

**August 4, 2023**

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

**The business collaboration with SBI Shinsei Bank described in this document only takes place when SBI Shinsei Bank determines that it is in the best interests of its minority shareholders to do so through measures adopted by SBI Shinsei Bank to prevent conflicts of interest.**

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

**The contents of this document are subject to revision or cancellation without notice.**

**Note: Fiscal Year (“FY”) ends on March 31 of the following year**

# **I. Consolidated financial results for the three-month period ended June 30, 2023**

## [Consolidated performance overview]

- **Revenues** increased 37.0% year-on-year to JPY 302.3bn, and **profit before income tax expense** increased 81.6% year-on-year to JPY 43.0bn, **both record high for 1Q**
- **Achieved record high for 1Q** in profit before income tax expense which was boosted by the Financial Services Business, which showed growth in the securities business led by SBI SECURITIES amidst a favorable stock market. Other major contributions came from some real estate-related business companies, which joined the SBI Group through M&As in the previous fiscal year, and TPBank, which became an equity method affiliate of the Company. The Crypto-asset Business had reported a loss of JPY 9.7bn in the same quarter of last fiscal year due to a one-time loss stemming from deteriorating credit conditions of business partners. However, performance **improved** in 1Q, which led to returning to profit of JPY 0.5bn
- Profit attributable to owners of the Company for 1Q was JPY 24.5bn (compared to a loss of JPY 2.4bn in the same period of the previous year, mainly caused by the fair value loss of direct investees and a large loss at a Crypto-asset Business subsidiaries, in which the Company has a large stake in)

# 1Q FY2023 Consolidated Performance (IFRS)

[Year-on-year comparison]

(Unit: JPY million)

	1Q FY2022 *1 (Apr.-June 2022)	1Q FY2023 (Apr.-June 2023)	YoY % change
Revenue	220,602	<b>Record high</b> 302,307	+37.0
Profit before income tax expense	23,678	<b>Record high</b> 43,008	+81.6
Profit for the period	16,577	32,256	+94.6
Profit attributable to owners of the Company	-2,420	24,467	—

**Annualized ROE based on 1Q FY2023 is 9.08% (※2)**

\*1 Figures for 1Q FY2022 have been restated from those disclosed last year due to a change in accounting standards for some companies in the financial services business

\*2 Annualized ROE was calculated by annualizing the 1Q FY2023 profit attributable to owners of the Company

# Comparison of Financial Results with Major Securities Groups



[Year-on-year comparison]

Profit before income tax expense

Profit attributable  
to owners of the Company<sup>\*1</sup> (Unit: JPY million)

	1Q FY2022 (Apr. 2022– June 2022)	1Q FY2023 (Apr. 2023– June 2023)	YoY % change
SBI Holdings (IFRS)	23,678	43,008	+81.6
Nomura Holdings (US-GAAP)	11,733	46,310	+294.7
Daiwa Securities Group (J-GAAP)	20,180	36,844	+82.6
SMBC Nikko Securities (J-GAAP)	-4,658	-4,589	—
Mitsubishi UFJ Securities Holdings (J-GAAP)	11,952	23,942	+100.3
Mizuho Securities (J-GAAP)	2,918	12,211	+318.5

1Q FY2022 (Apr. 2022– June 2022)	1Q FY2023 (Apr. 2023– June 2023)	YoY % change
<sup>*2</sup> -2,420	24,467	—
1,696	23,331	+1275.6
11,878	23,712	+99.6
-3,643	-5,907	—
8,520	13,893	+63.0
12,186	<sup>*3</sup> 28,207	+131.5

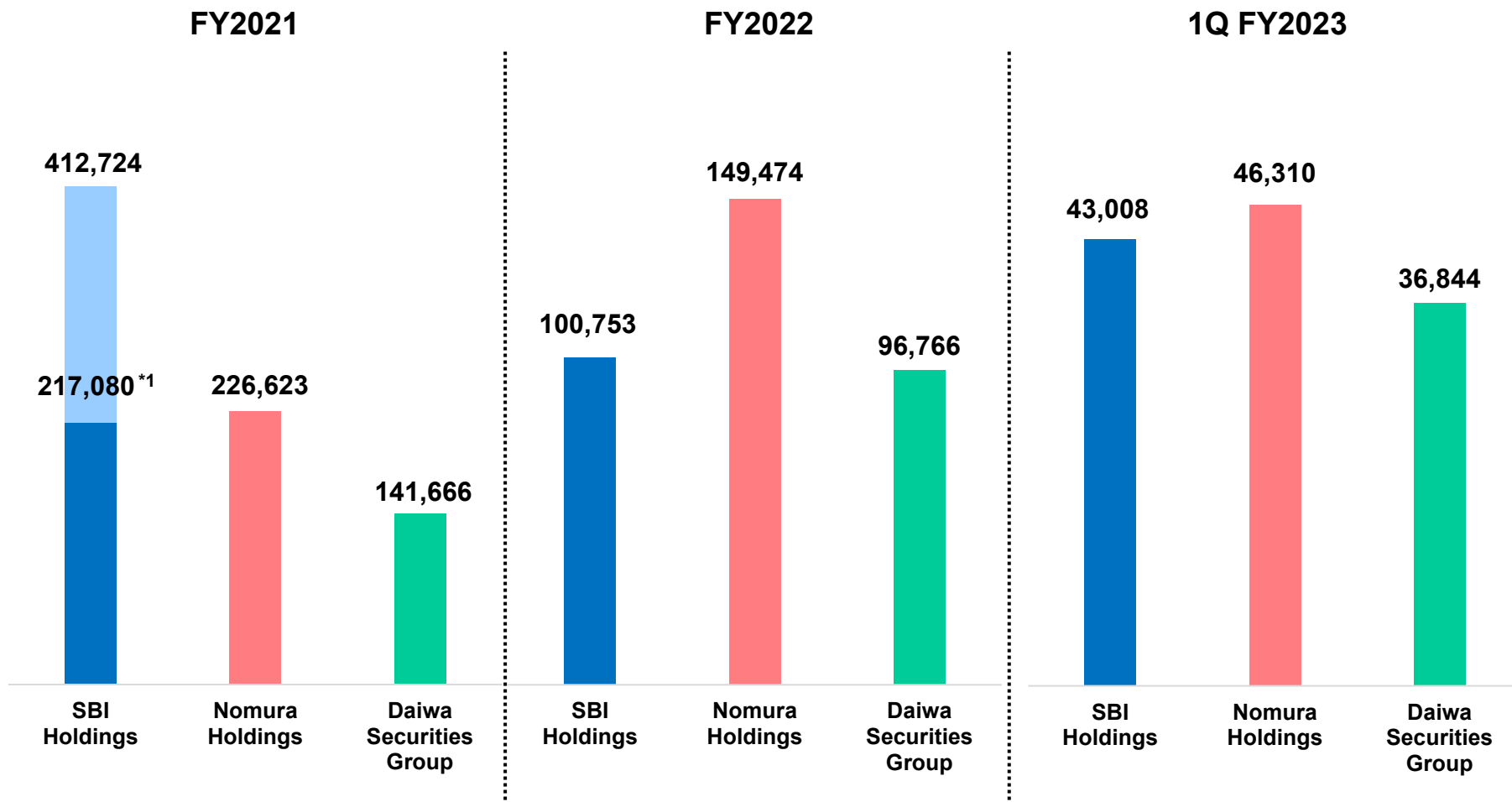
<sup>\*1</sup> SBI Holdings reports “Profit attributable to owners of the Company”, Nomura Holdings reports “Net Income attributable to the Company”, other companies reports “Net income attributable to the parent companies”

<sup>\*2</sup> The Company incurred a net loss due to significant losses in the fair value of its direct investments and its crypto asset business subsidiaries, in which it has a high stake in

<sup>\*3</sup> Mizuho Securities has incurred a negative tax expense due to a review of the recoverability of its deferred tax assets

# Comparison of Profit before Income Tax Expense with Major Securities Groups

(Unit: JPY million)



\*1 Numbers after deducting temporary factors (such as negative goodwill related gains) that were booked in connection with the consolidation of SBI Shinsei Bank.

# 1Q FY2023 Performance by Segment (IFRS)

[Year-on-year comparison]

(Unit: JPY million)

## Revenue

## Profit before Income

## Tax Expense

	1Q FY2022 (Apr. 2022– June 2022)*1	1Q FY2023 (Apr. 2023– June 2023)	YoY % change	1Q FY2022 (Apr. 2022– June 2022)*1	1Q FY2023 (Apr. 2023– June 2023)	YoY % change
Financial Services Business	178,547	249,351 <b>Record high *3</b>	+39.7	27,972	36,191 <b>Record high *3</b>	+29.4
Asset Management Business	4,109	6,932 <b>Record high *3</b>	+68.7	717	1,010 <b>Record high *3</b>	+40.9
Investment Business	21,606	35,428 <b>Record high *3</b>	+64.0	9,122	12,298 <b>Record high *3</b>	+34.8
Crypto-asset Business	12,984	6,845	-47.3	-9,688	498 <b>Record high *3</b>	—
Non-financial Business *2	7,006	6,257	-10.7	2,018	-445	—

\*1 Figures for 1Q FY2022 have been restated from those disclosed last year due to a change in accounting standards for some companies in the financial services business

\*2 Non-financial Business segment mainly includes Biotechnology, Healthcare & Medical Informatics Business, and Web3 related businesses

\*3 Comparison with 1Q results from FY2022 onward, where results are disclosed as per current segmentation. Financial Services segment has also achieved record high in comparison with 1Q results since FY2012, when IFRS was adopted

\*4 Figures are before elimination of the inter-segment transactions



## **II. Business Overview of Each Business Segment**

# 1. Financial Services Business

**[Financial Services Business Consolidated Results (IFRS)]** (Unit: JPY million)

	<b>1Q FY2022</b> (Apr. 2022 – June 2022)	<b>1Q FY2023</b> (Apr. 2023 – June 2023)	<b>YoY (%)</b>
<b>Revenue</b>	<b>178,547</b>	<b>249,351</b>	<b>+39.7</b>
<b>Profit before income tax expense</b>	<b>27,972</b>	<b>36,191</b>	<b>+29.4</b>

# 1. Financial Services Business:

## (1) Securities business

**[Major constituent companies]**

**SBI SECURITIES, SBI Liquidity Market, SBI FXTRADE, SBI MONEYPLAZA, PTS operating companies, overseas securities subsidiaries, etc.**

**[Business highlights]**

- **SBI SECURITIES recorded JPY 51.0bn in operating revenue (+33.9% YoY) and JPY 18.3bn in operating income (+51.3% YoY) for 1Q FY2023 on a J-GAAP basis reflecting market robustness**
- **SBI SECURITIES has made good progress on preparation for realizing Neo-securities initiative in the first half of FY2023**

### **Neo-securities Initiative:**

**Endeavor to eliminate a part of trading fees for domestic stock transactions and other various fees that are currently incurred by investors**

# SBI SECURITIES 1Q FY2023

## Consolidated Results (J-GAAP)

[Year-on-year comparison]

(Unit: JPY million)

	1Q FY2022 (Apr. 2022 – June 2022)	1Q FY2023 (Apr. 2023 – June 2023)	YoY % change
Operating Revenue	38,133	Record high 51,050	+33.9
Net Operating Revenue	35,444	Record high 45,328	+27.9
Operating Income	12,161	Record high 18,399	+51.3
Ordinary Income	12,104	Record high 18,735	+54.8
Profit attributable to owners of the Company	8,484	Record high 13,097	+54.4

# 1.(1) Securities business Like-for-like Comparison of Financial Results of Major Brokerage Companies for 1Q FY2023

(Unit: million)



		Operating profit	Ordinary profit	Profit attributable to owners of the Company
1	Nomura Securities (Non-consolidated)	27,837	27,828	19,869
2	SBI SECURITIES (Consolidated)	18,399	18,735	13,097
3	Daiwa Securities (Non-consolidated)	18,001	18,711	12,751
4	Mitsubishi UFJ Morgan Stanley Securities (Non-consolidated)	15,043	15,656	11,880
5	Rakuten Securities *1 (Consolidated)	9,512	9,404	6,746
6	Mizuho Securities (Non-consolidated)	7,392	7,686	24,165
7	OKASAN SECURITIES GROUP (Consolidated)	4,163	4,573	5,201
8	GMO Financial Holdings*1 (Consolidated)	4,154	3,918	1,331
9	SMBC Nikko Securities (Non-consolidated)	3,728	12,456	9,547
10	Matsui Securities (Non-consolidated)	3,596	3,594	2,360
11	Tokai Tokyo Financial Holdings (Consolidated)	3,494	4,004	1,998
12	Monex Group *2 (Consolidated)	2,888	2,852	2,414
13	IwaiCosmo Holdings (Consolidated)	1,685	1,882	1,328
14	au Kabukom Securities (Non-consolidated)	996	1,000	512
15	Marusan Securities (Consolidated)	823	1,038	724
16	Kyokuto Securities (Consolidated)	626	976	1,096
17	Ichiyoshi Securities (Consolidated)	622	642	478
18	Mito Securities (Consolidated)	592	766	723
19	AIZAWA SECURITIES GROUP (Consolidated)	564	830	734
20	TOYO SECURITIES (Consolidated)	104	253	277

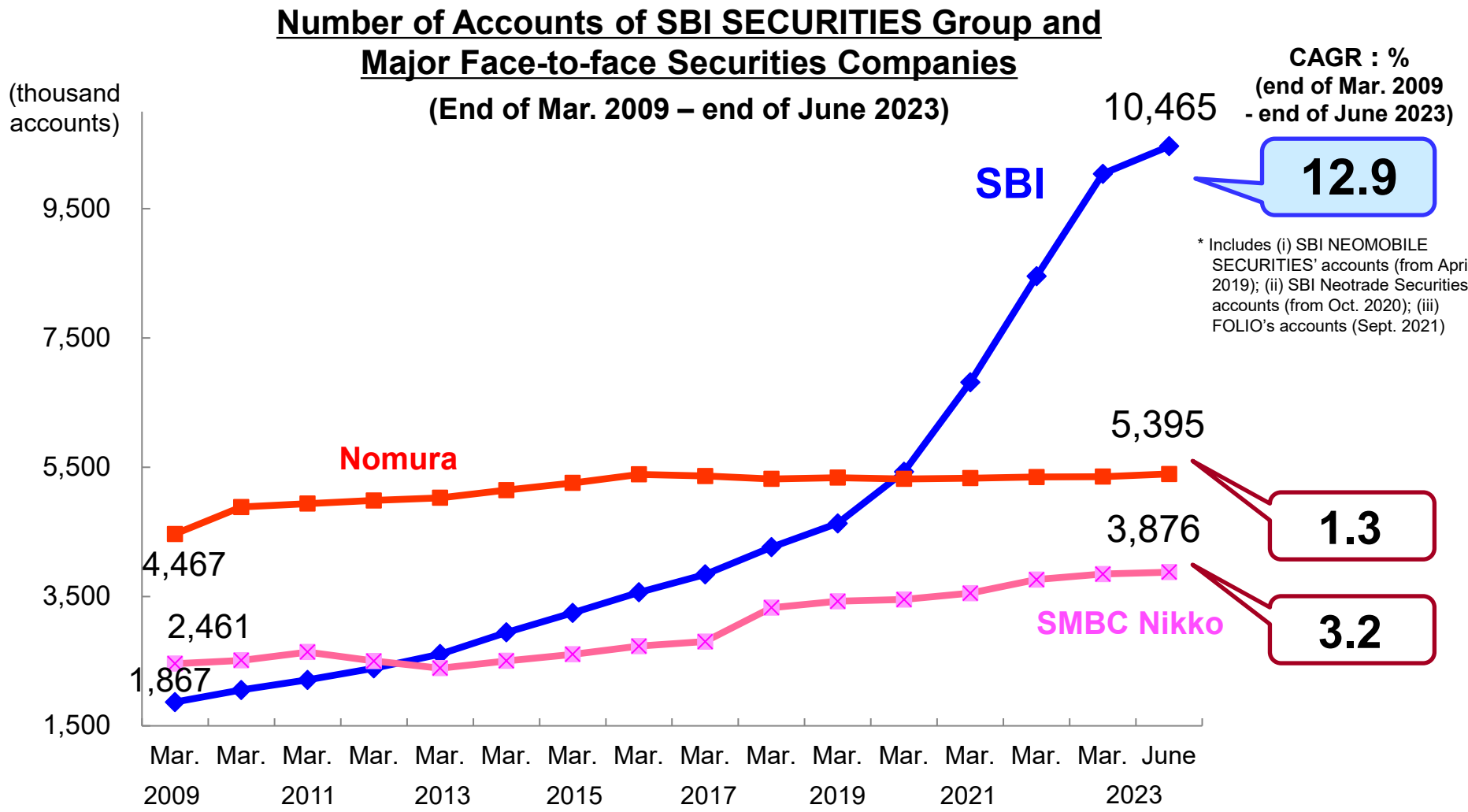
\*1 Fiscal year of Rakuten Securities and GMO Financial Holdings ends in Dec., so figures for the period from Apr. 2023 to June 2023 are used \*2 Monex Group uses IFRS, so operating profit equivalent value is used

\*3 Presented in order of each company's operating profit \*4 Compiled by SBIH from the information on websites of each company

[Unauthorized reproduction is prohibited]

# The Number of General Securities Accounts in the SBI Group Reaches 10 Million for the First time in Japan

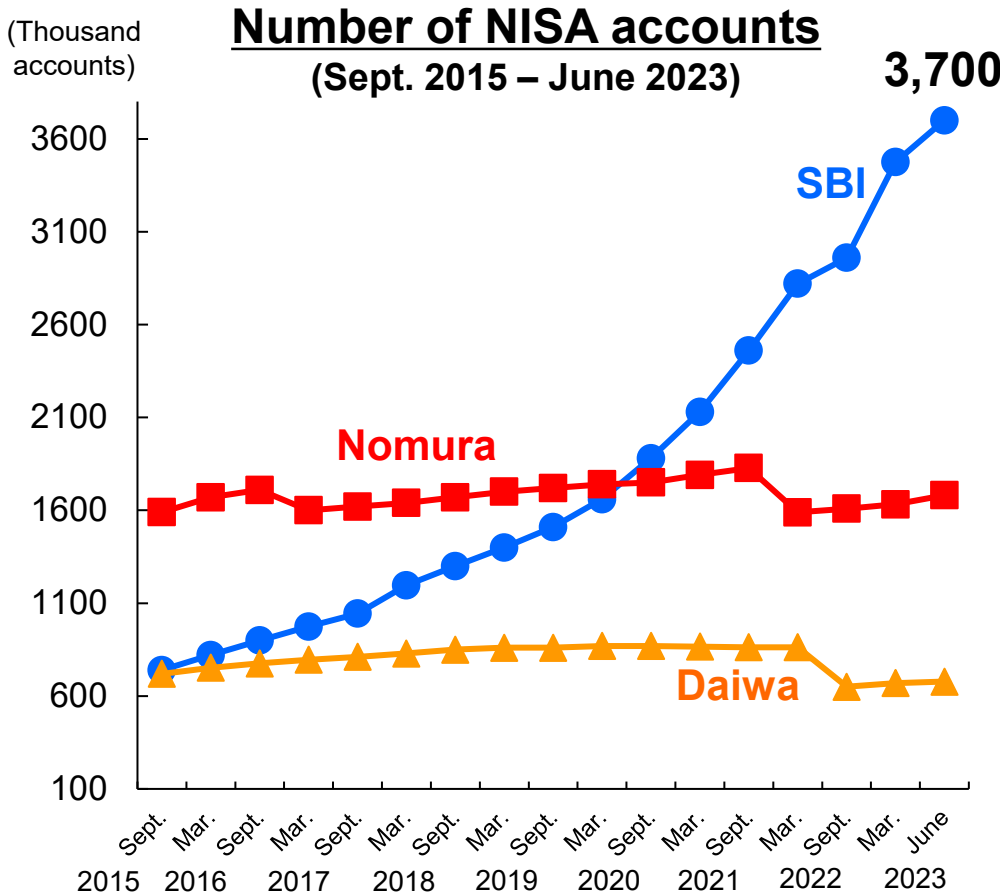
- Neo-securities initiative is expected to further increase the number of accounts -



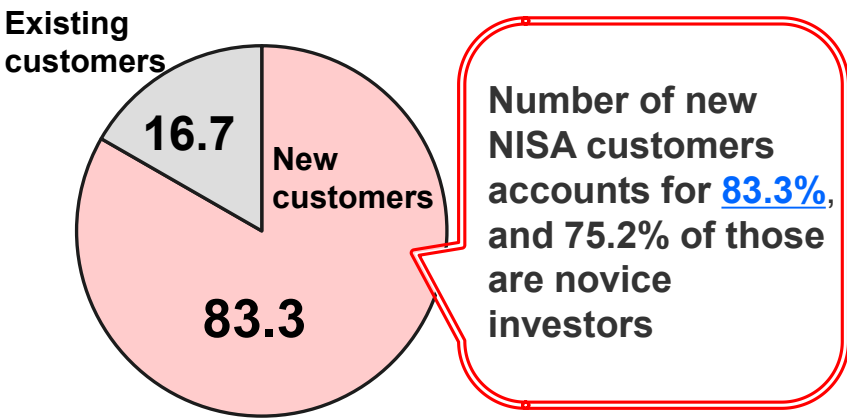
# SBI SECURITIES Focuses its Efforts on NISA (Nippon Individual Savings Account) Initiatives as an Important Strategic Area



- NISA is planned to be enhanced and is to be made permanent from 2024 onward, attracting the participation of younger and novice investors -



NISA's customer attribute of  
SBI SECURITIES



SBI SECURITIES' number of Junior NISA accounts reached approx. 336 thousand, accounting for approx. 40% of the entire securities industry's Junior NISA accounts

\*1 Includes the number of Junior NISA accounts  
\*2 Numbers are rounded to the nearest JPY thousand  
\*3 The number of accounts are as of the end of Mar. 2023, compiled by SBIH from the information on website of each company  
\*4 Accounts deemed discounted have been excluded in Nomura Securities from Mar. 2022, and from SBI and Daiwa Securities since Mar. 2023

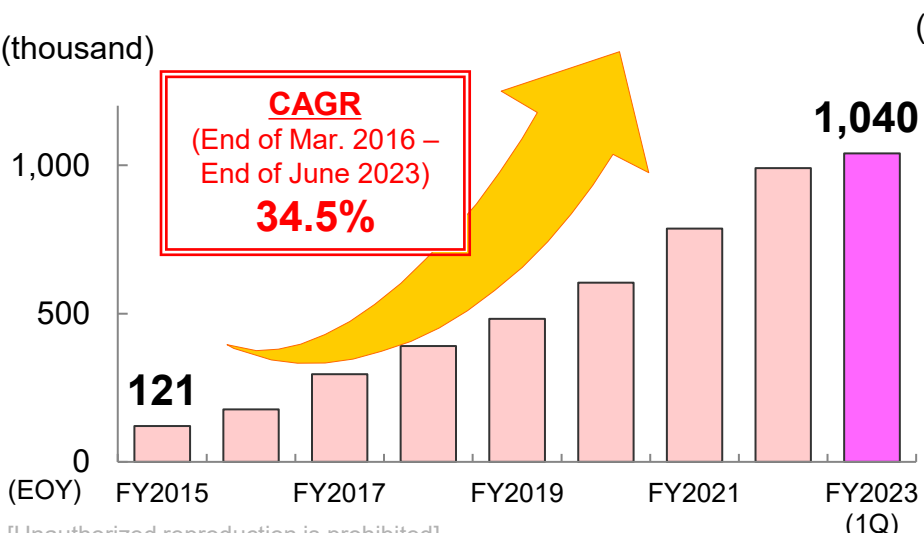
SBI Benefit Systems Initiated **the Individual Defined Contribution (iDeCo)** Initiatives from Early Stage and is Steadily Increasing the Number of Subscribers

- **Number of subscribers (individual type + corporate type) exceed 1 million** as of the end of April 2023 -

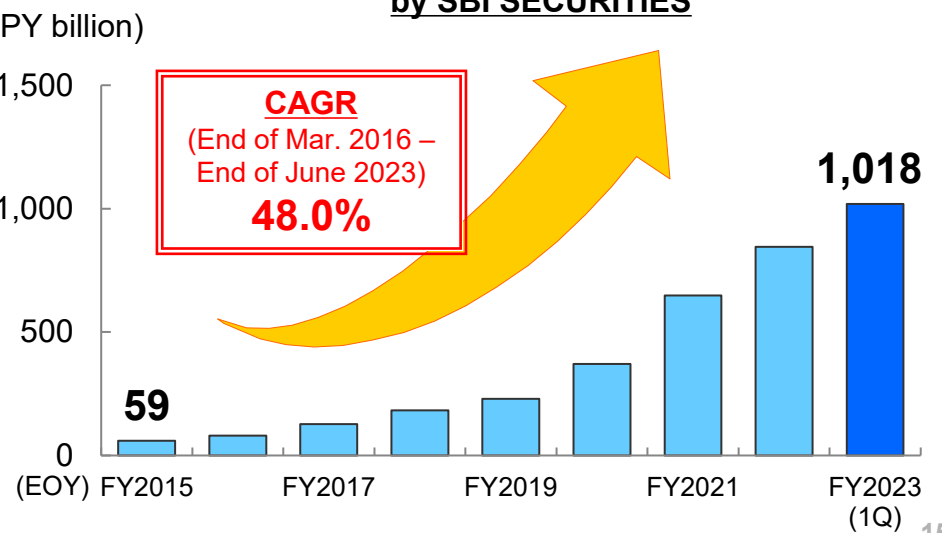
SBI Group **focused on the Defined Contribution Plan business** through SBI Benefit Systems (est. 2001), well before expectations for the market size to expand as a result of revisions in the regulation in Jan. 2017

- SBI SECURITIES **administrative fees for iDeCo became completely free of charge** on May 19, 2017, in order to further expand iDeCo business
- As for Defined Contribution Plan (corporate type), **the number of subscribers for business establishments exceeded 10,000 in Feb. 2023, and the number of participants increased to approximately 150 thousand as the end of June 2023, +18% YoY**

**Cumulative Number of SBI Benefit Systems Subscribers for DC (individual type + corporate type)**



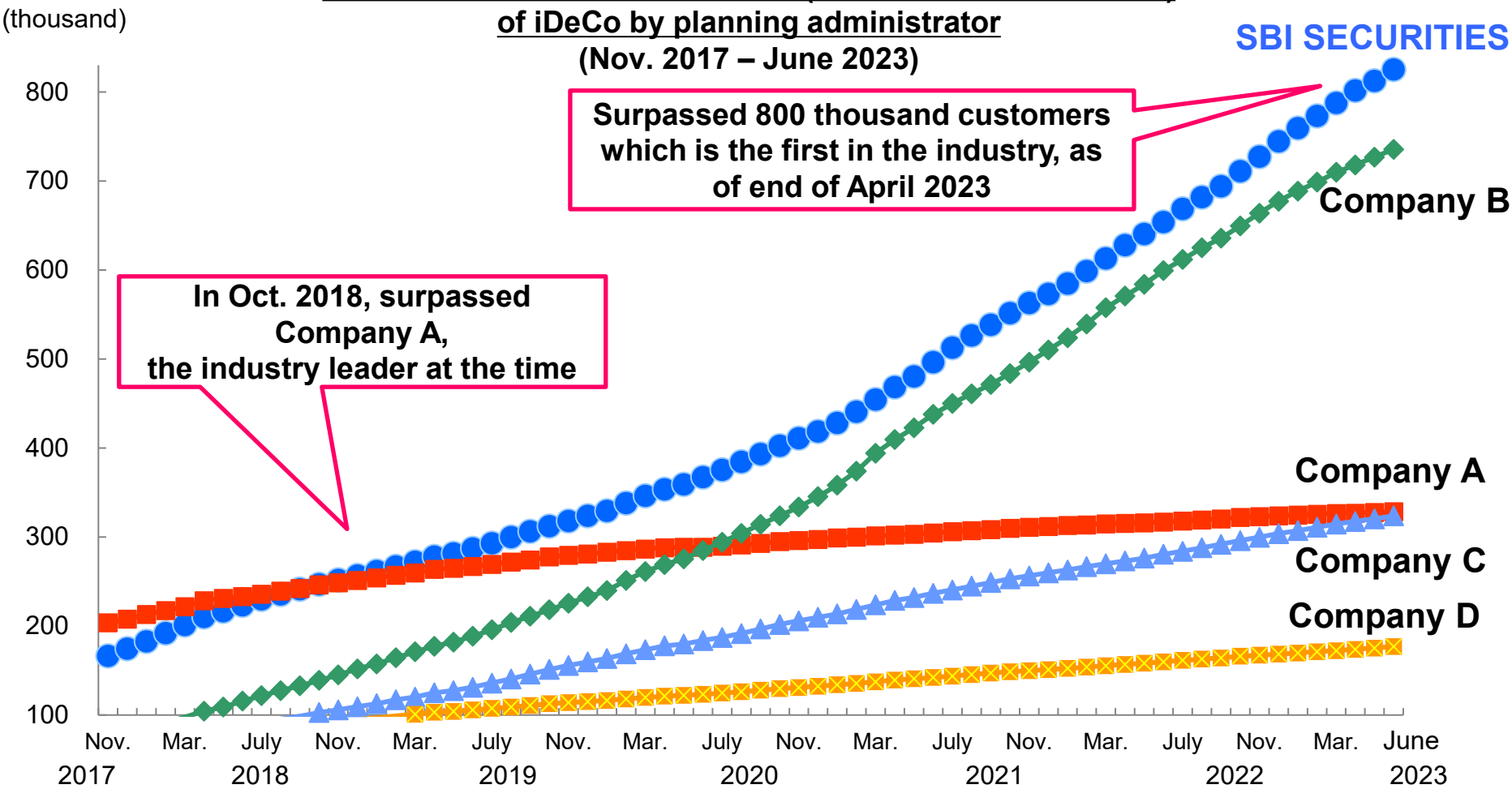
**Balance of Investment Trust for 401K (individual type + corporate type) Distributed by SBI SECURITIES**





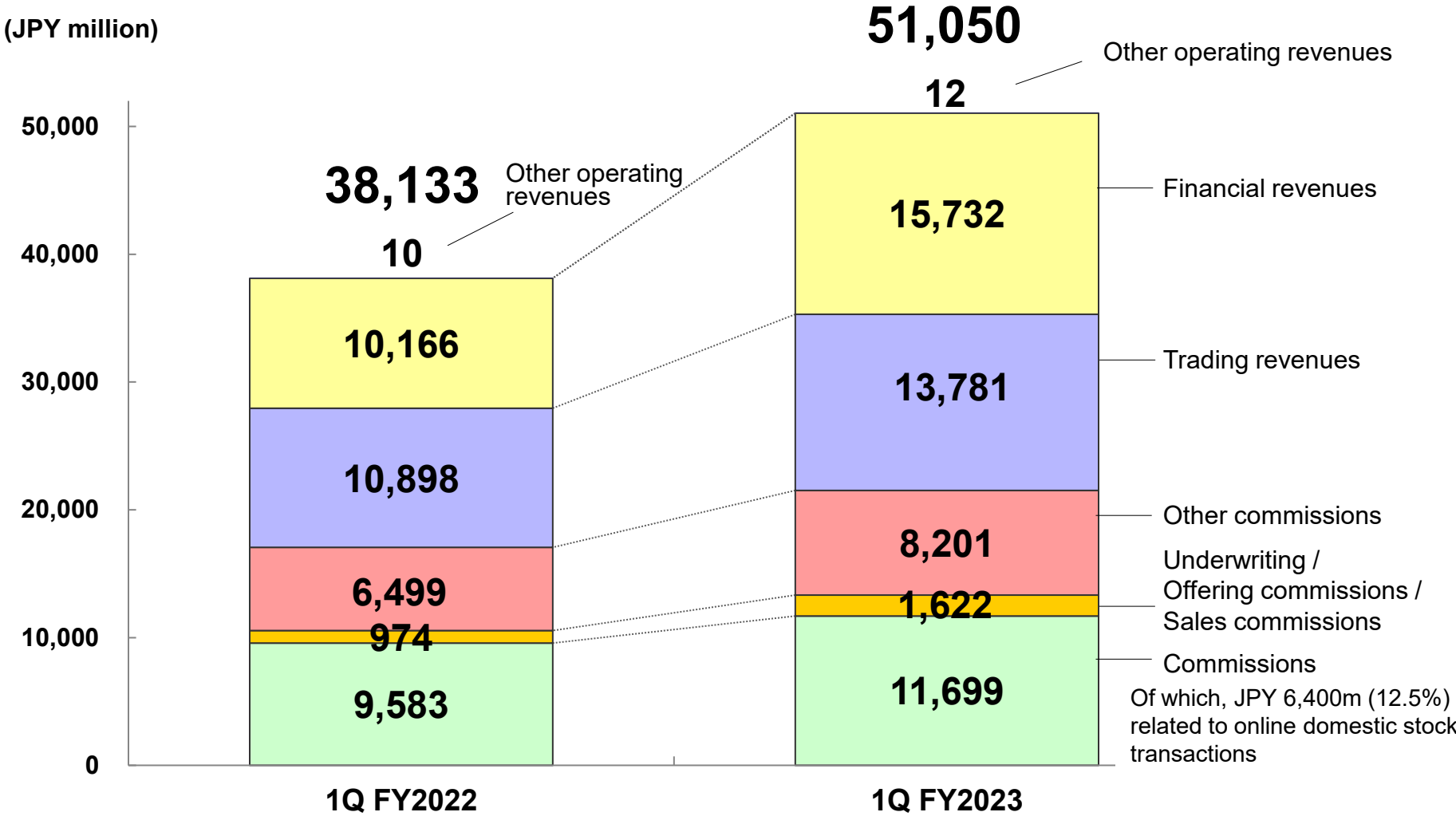
# SBI SECURITIES is the Industry Leader in the Cumulative Number of Individual Defined Contribution Plan (iDeCo) Customers

Cumulated number of customers (subscribers & transfers\*)  
of iDeCo by planning administrator  
(Nov. 2017 – June 2023)



\* Cumulative total number of subscribers and transfers announced by the National Pension Fund Association  
Source: Briefing paper of the National Pension Fund Association (partially includes estimates by SBI)

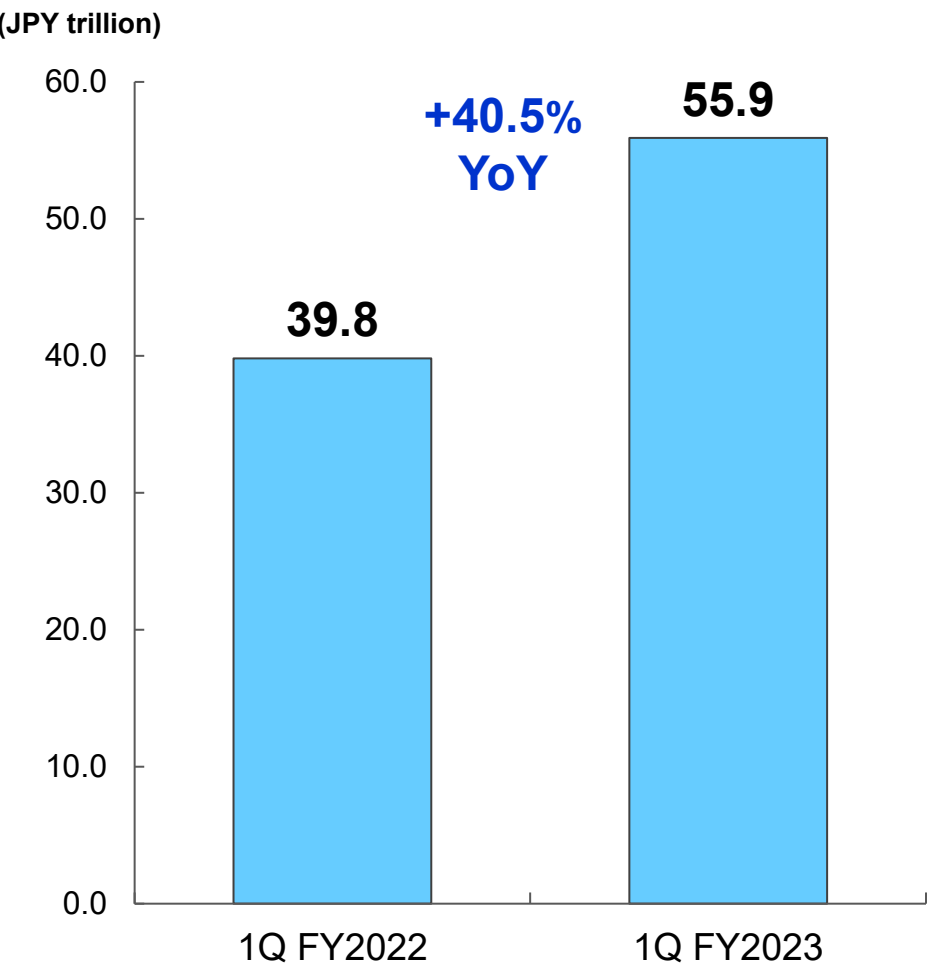
# SBI SECURITIES' Consolidated Operating Revenue (Net Sales) Structure for 1Q FY2023



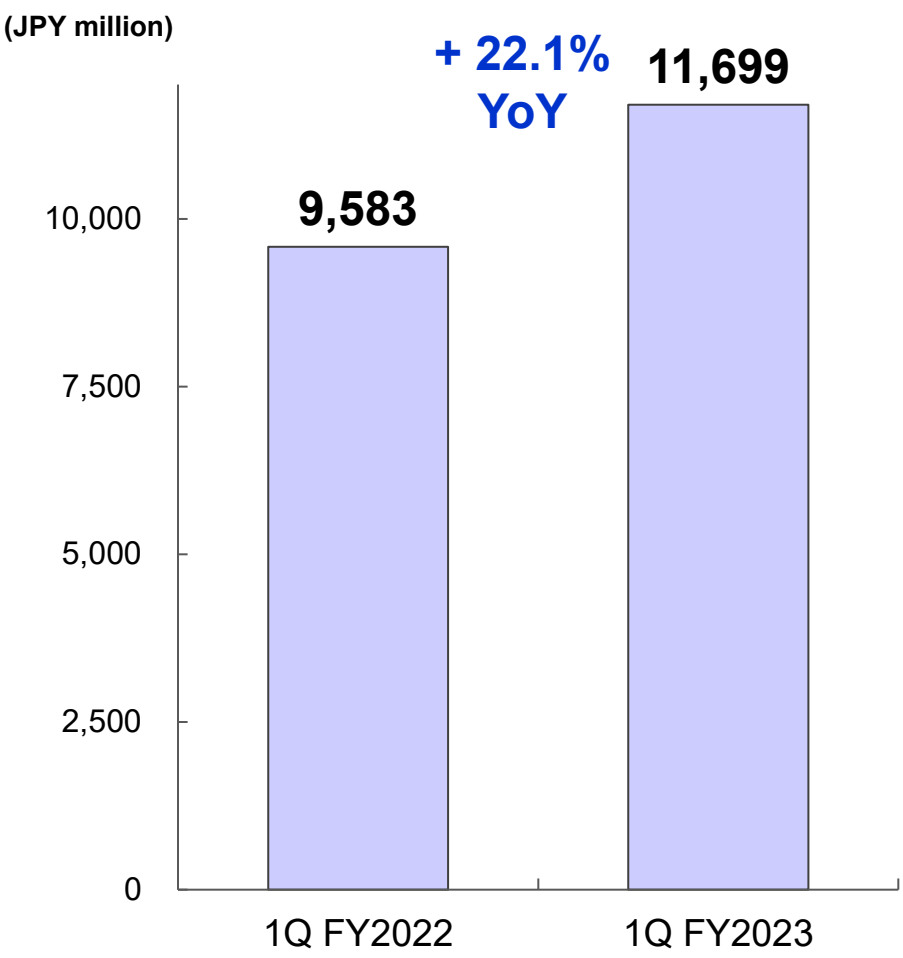
(Based on J-GAAP)

# Brokerage Commission Income Increased due to Rapid Growth in Brokerage Trading Value

Domestic Stock Brokerage Trading Value



Commissions\*

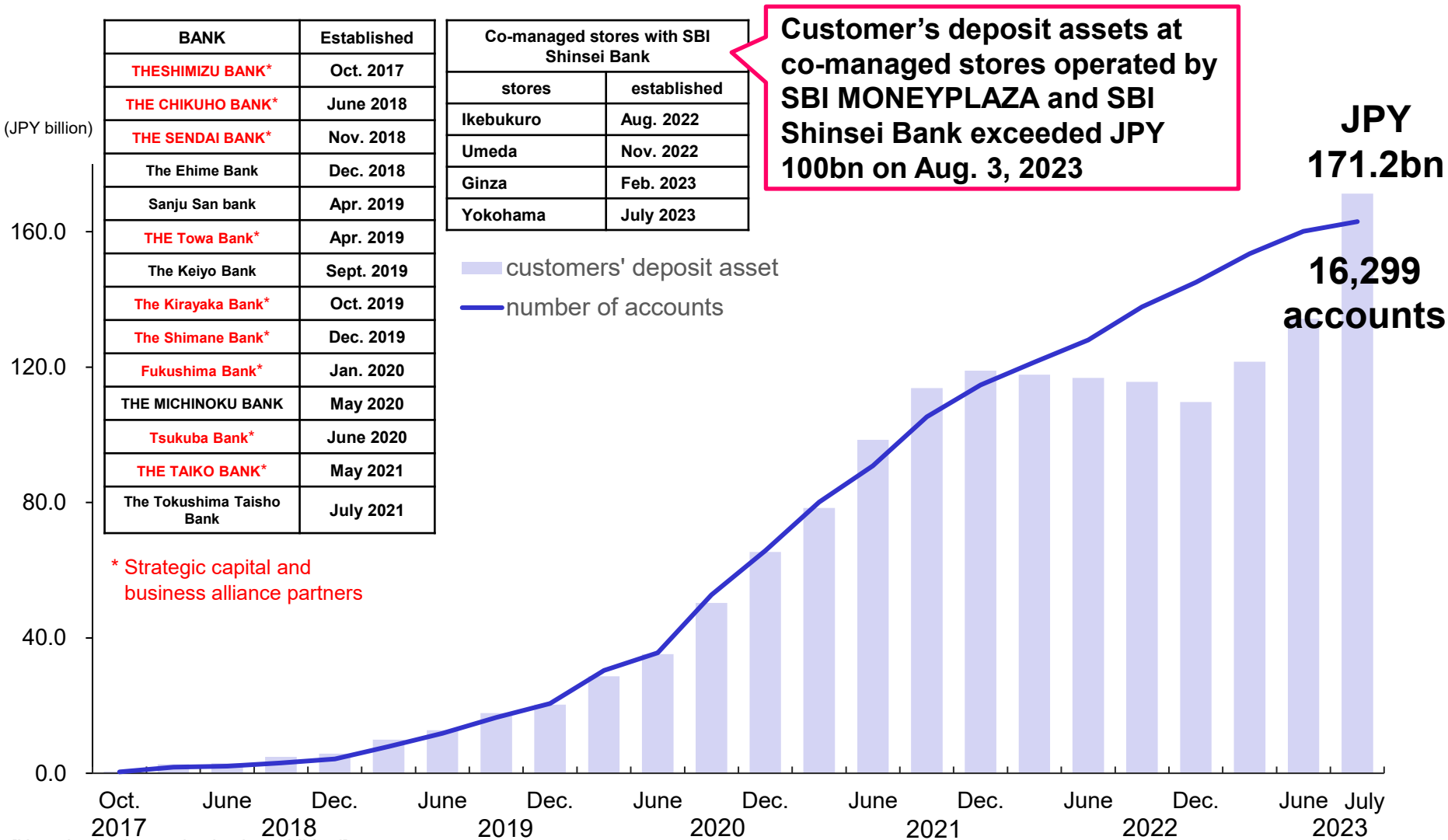


\* Brokerage commission figures include those for futures, options, foreign stocks, and other non-domestic stock brokerage commissions

# 1.(1) Securities business

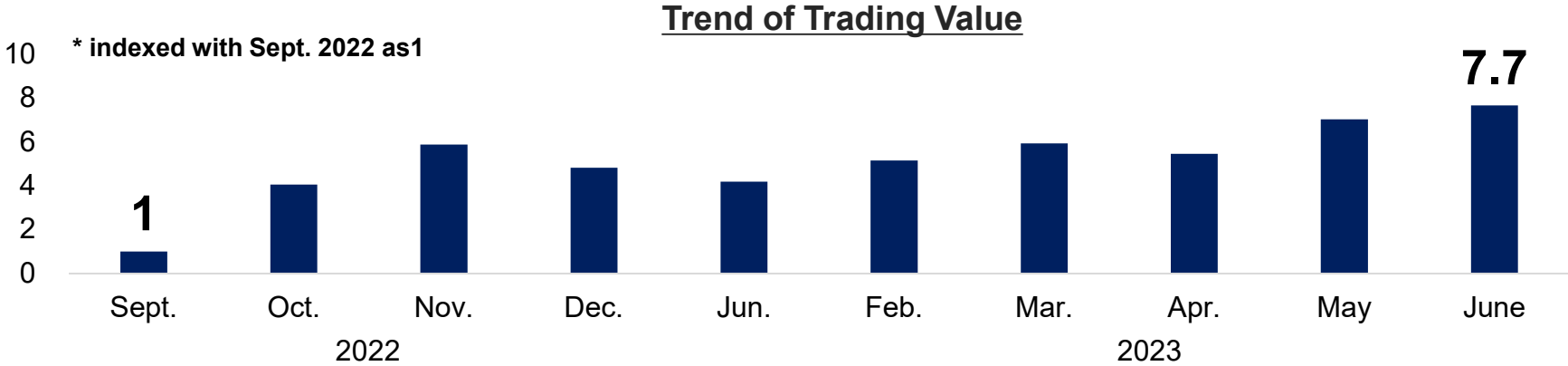
## Changes in Customer's Deposit Assets and Number of Accounts at Co-managed Stores Operated by SBI MONEYPLAZA and SBI Shinsei Bank / Regional Financial Institutions

- 23 stores with 14 regional financial institutions, and 4 stores with SBI Shinsei Bank are operating -



## Offering Option Services for Individual Stocks to Expand Investment Choices

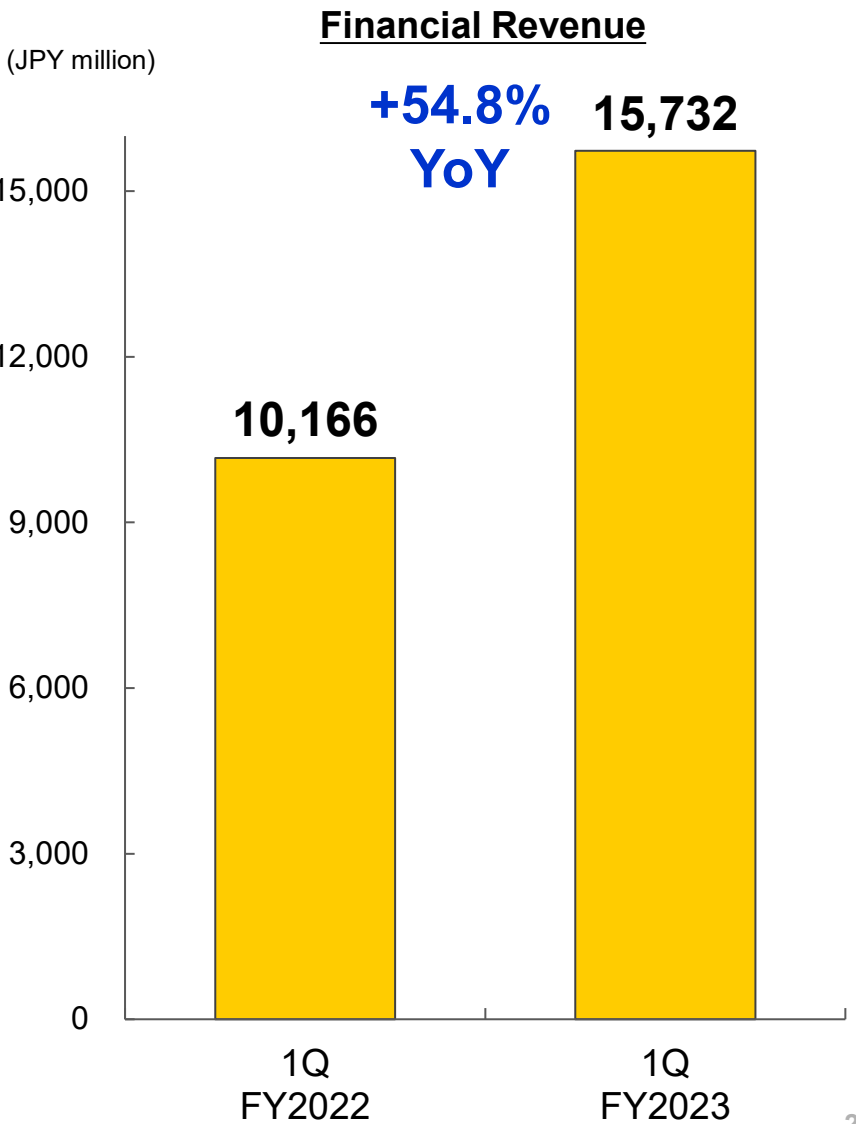
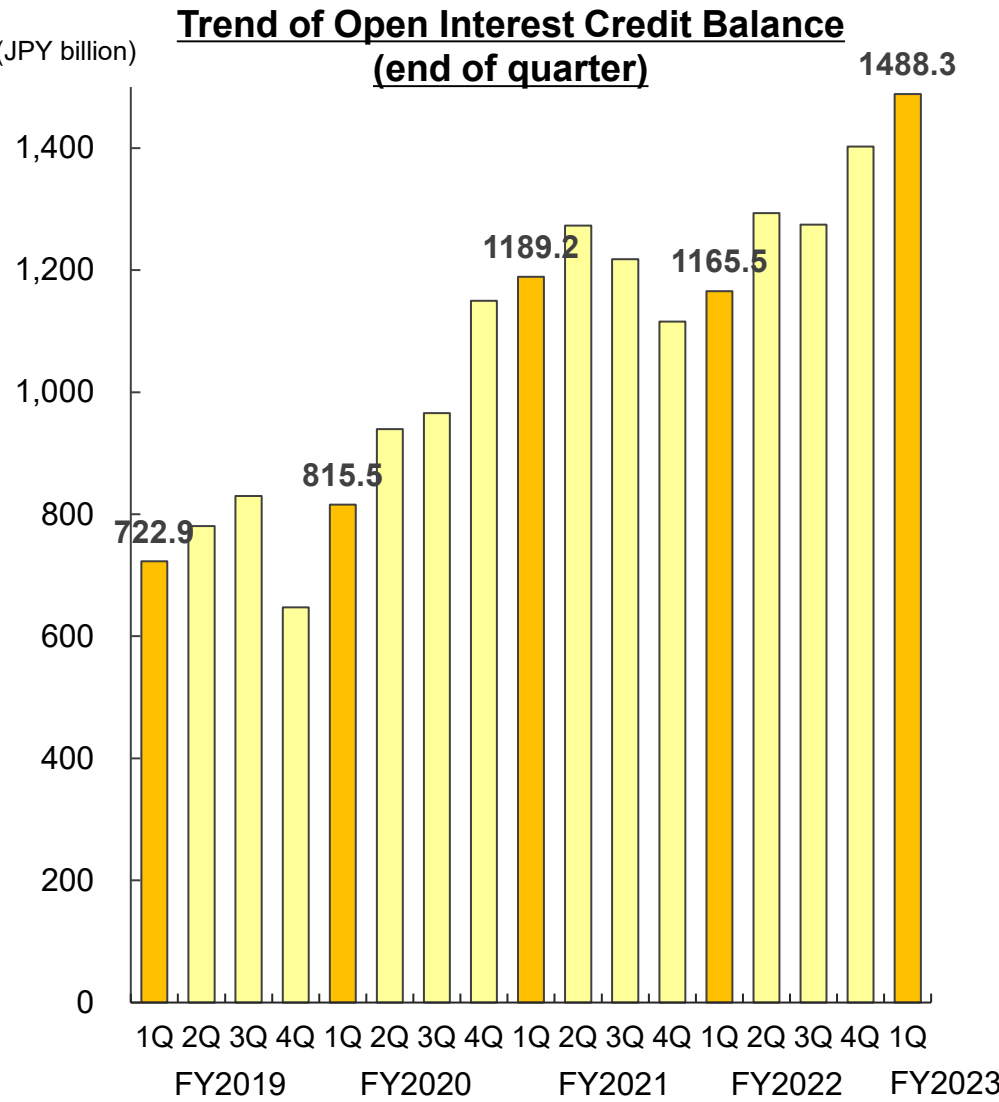
- From Sept. 2022, started offering option services for individual stocks with the structure that makes it easy to use for individual investors
- Investors can **”buy and sell stocks at targeted prices”** with **”no leverage and zero commission”** on approximately 400 issues, mainly large capital stock while **”receiving cash(premium) with absolute certainty”**
- Further expansion of the service, including the launch of 1 day option service, **”Buying Call”** and **”Buying Put”**, which allows investment of small amounts and short-term transactions



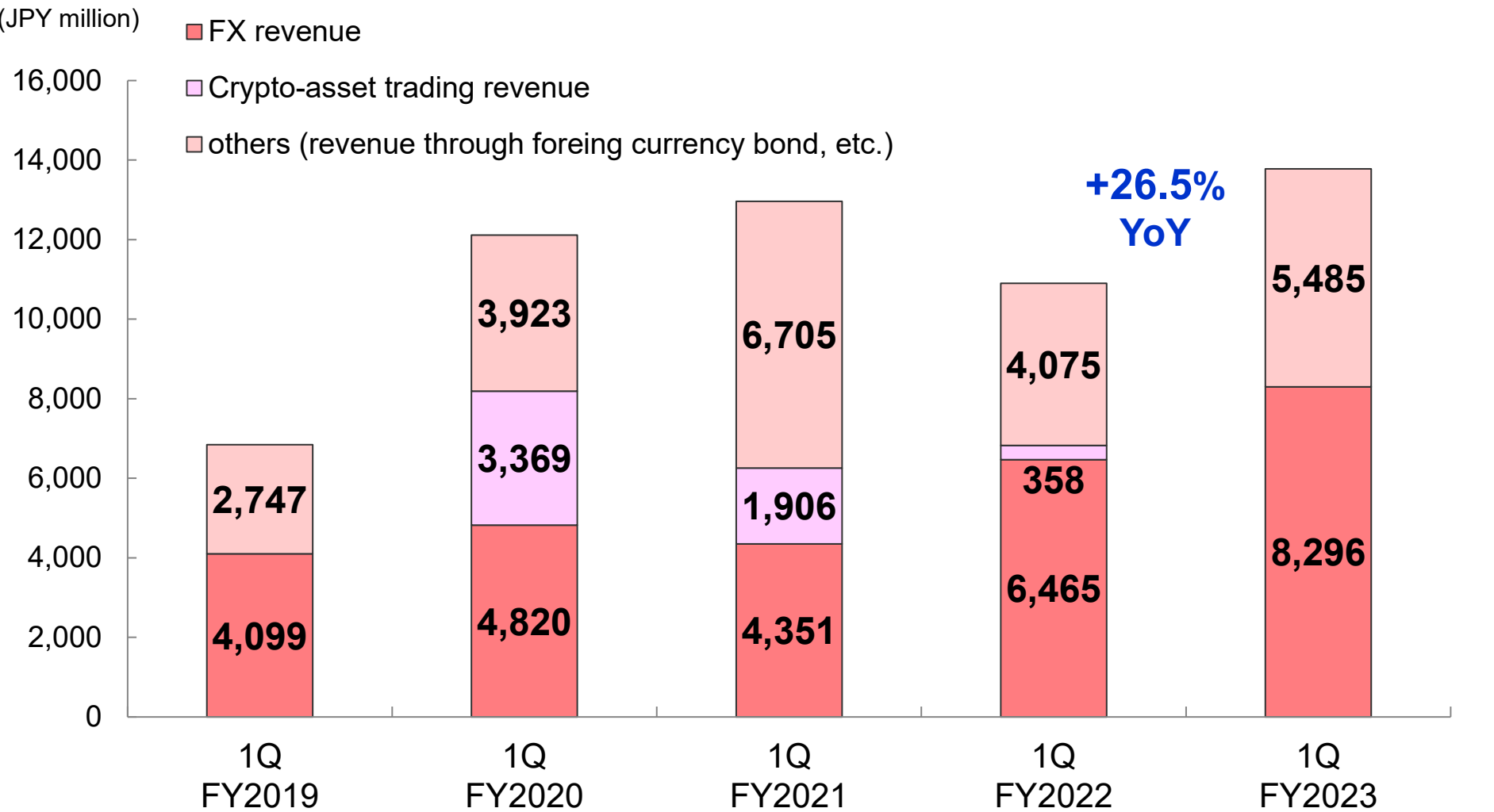
**”Buying Call” ”Buying Put”**  
(launched on July 31, 2023)

- Hundreds of stocks supported
- 1-day maturity(determined by the closing price on the business day following the contract date)
- Transactions can be made from hundred yen per unit

# Open Interest Credit Balance and Financial Revenue at SBI SECURITIES Remain High



# Trend in Trading Revenue of SBI SECURITIES



**SBI VC Trade was excluded from consolidation  
of SBI SECURITIES after 3Q FY2022**

# SBI Liquidity Market, the Main Company in the FX-Related Business, Achieved Record Operating Revenue for the First Quarter

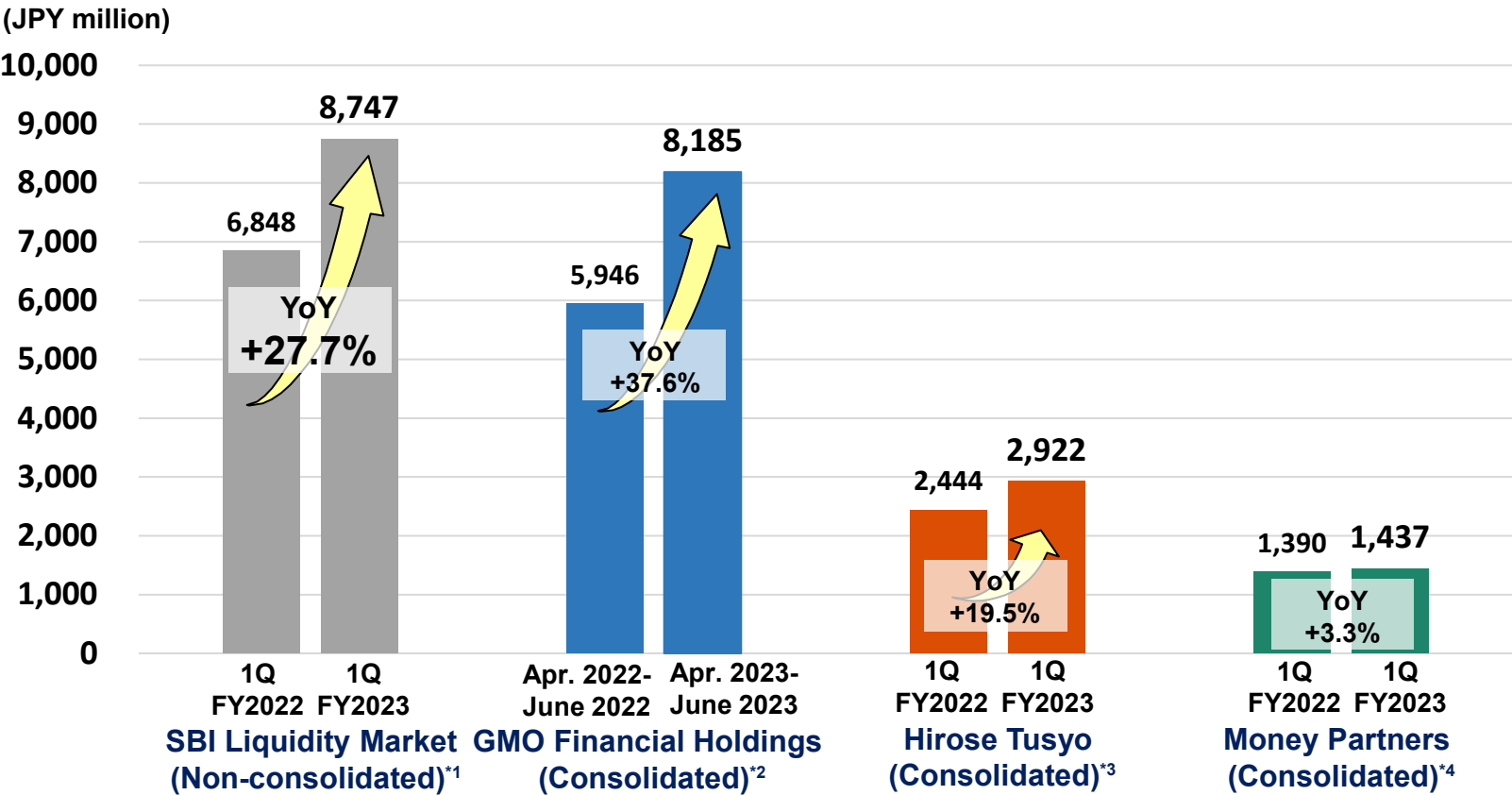
Operating revenue of SBI Liquidity Market (Non-consolidated, J-GAAP) (Unit: JPY million)

	1Q FY2022 (Apr. 2022-June 2022)	1Q FY2023 (Apr. 2023-June 2023)	YoY(%)
Operating Revenue	6,848	<div>Record High</div> 8,747	+27.7

- Although overall market trading volume declined year-on-year, swap revenues and revenues from corporate business grew substantially at SBI Liquidity Market. As a result, the company achieved record-high operating revenue for the first quarter
- SBI FXTRADE also achieved the same level of operating revenue as the one in the same period of the previous year, reflecting strong trading by individual investors



# OTC FX Revenues of FX Specialized Companies (Year-On-Year Comparison)



\*1 Figures for SBI Liquidity Market are non-consolidated. Revenue other than FX revenue is excluded

\*2 GMO Financial Holdings' OTC FX revenue are the total revenues from "Currency-related derivatives" for 2Q FY ended December 2022 and 2Q FY ending December 2023 in the company's disclosure materials. Includes revenue from binary options, etc.

\*3 Hirose Tusyo's operating revenue for 1Q of the fiscal year ended March 31, 2023, and fiscal year ending March 31, 2024, is shown as OTC FX revenue.

\*4 Money Partners' net operating revenue for 1Q of the fiscal year ended March 31, 2023, and fiscal year ending March 31, 2024, is shown as OTC FX revenue

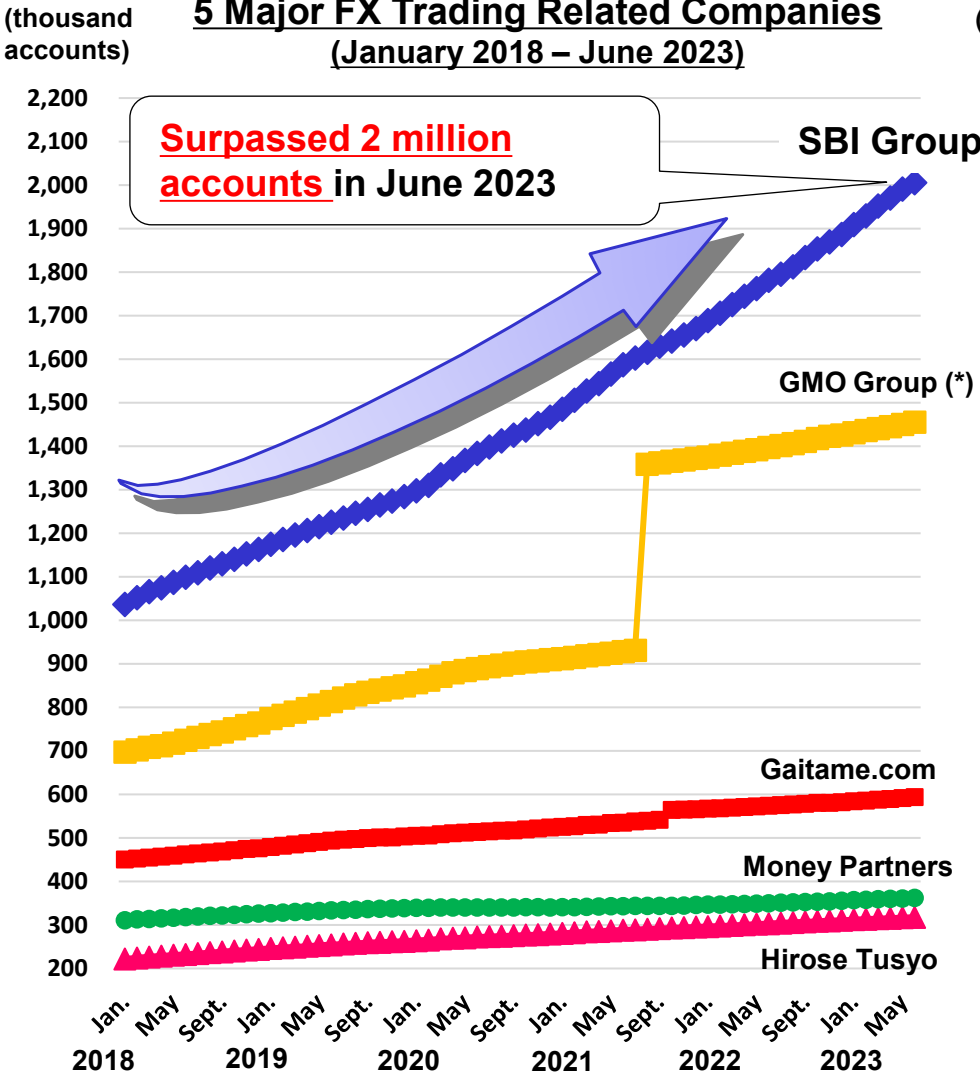
\*5 Prepared by the Company based on figures disclosed by each company

1.(1) Securities business

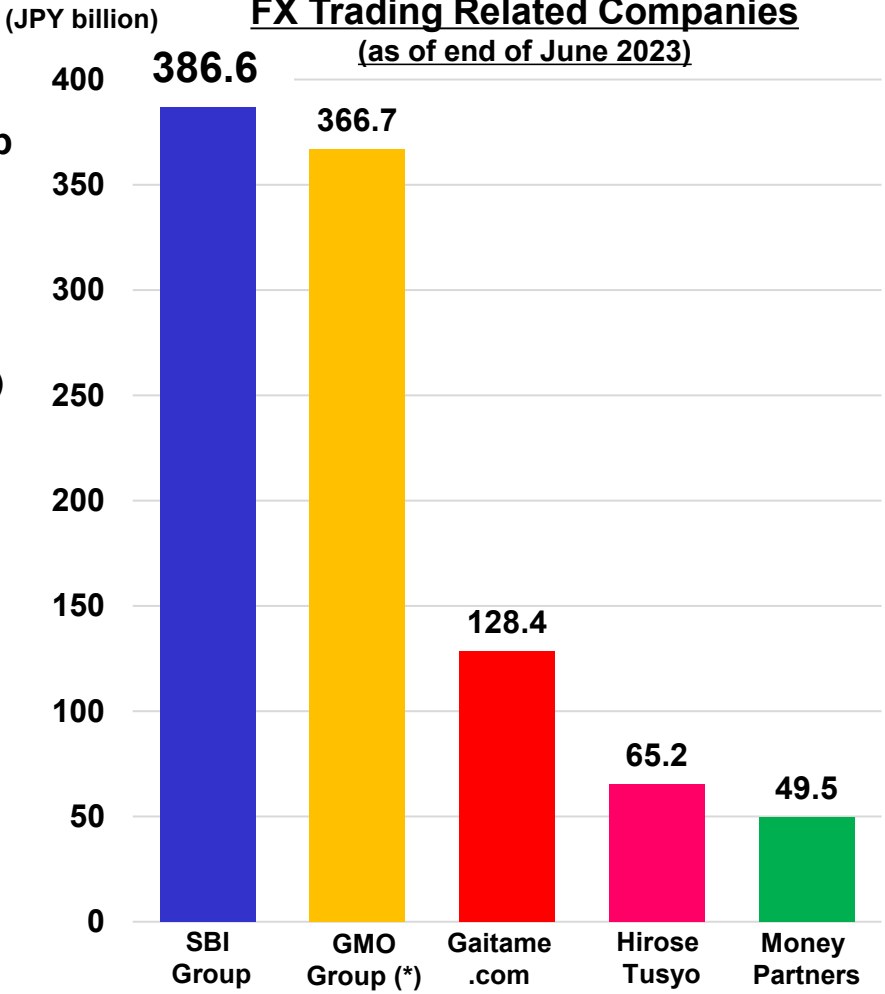


**SBI Group (SBI SECURITIES, SBI FXTRADE and SBI Sumishin Net Bank, SBI NEOMOBILE SECURITIES) has the Largest Total Number of Accounts and Customer Margin Deposits in the Industry**

**Changes in the Number of Accounts among 5 Major FX Trading Related Companies**  
(January 2018 – June 2023)



**Customer Margin Deposits of FX Trading Related Companies**  
(as of end of June 2023)

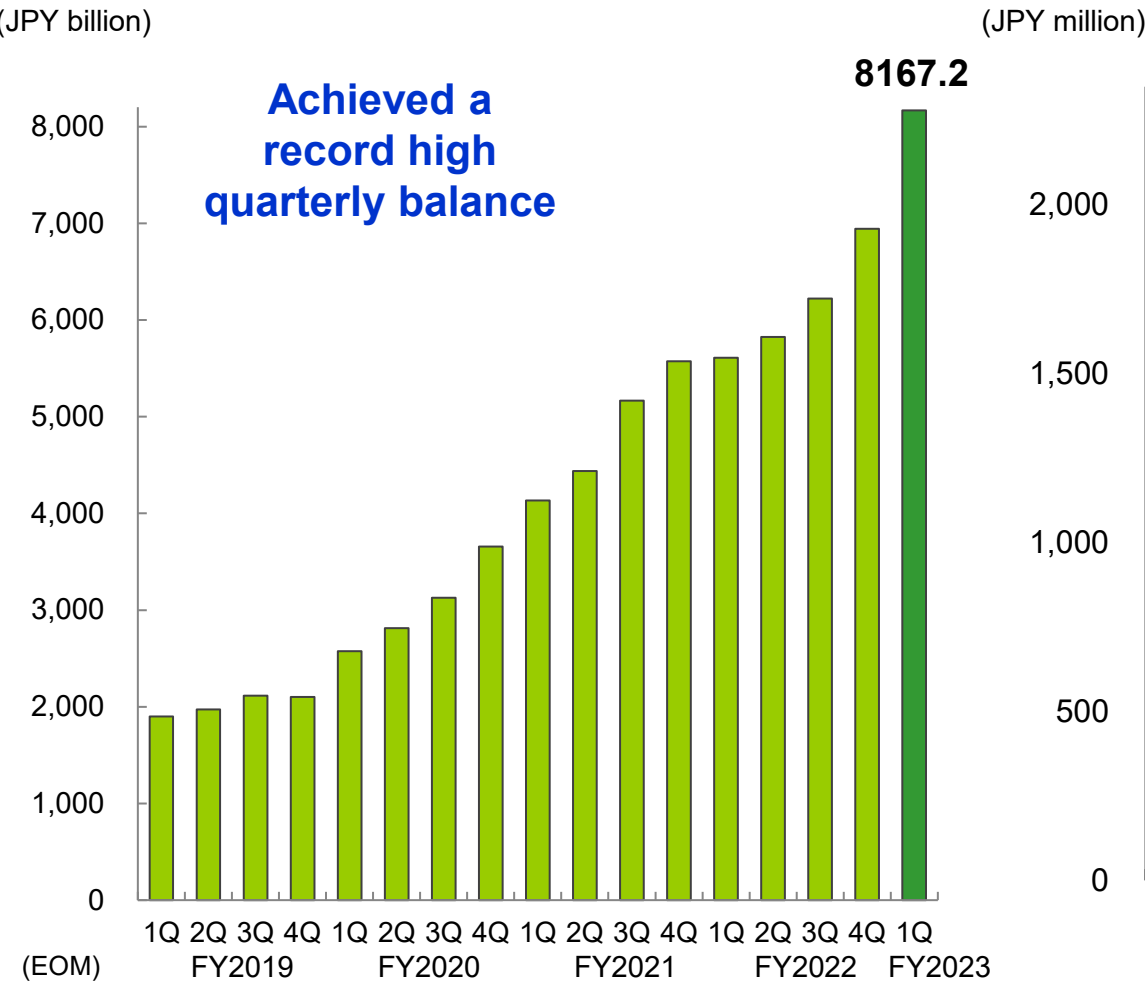


\* Figures of GMO CLICK Securities, FX PRIME by GMO and GMO Gaika (Formerly GaikaEX by GMO which joined the GMO Group in Sept. 2021) are combined and listed as "GMO Group" for reference

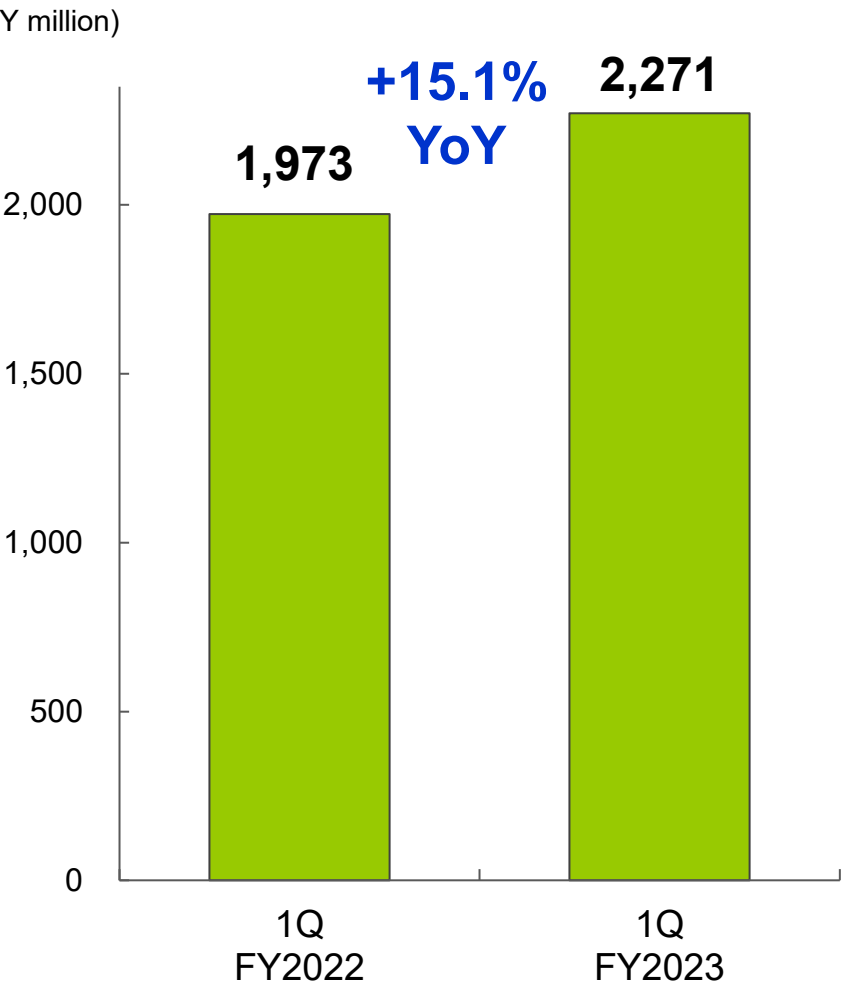
Source: Compiled by SBIH from the information on websites of each company

# Balance of Investment Trusts of SBI SECURITIES has Further Expanded with Diversified Services

Investment Trust Balance\*



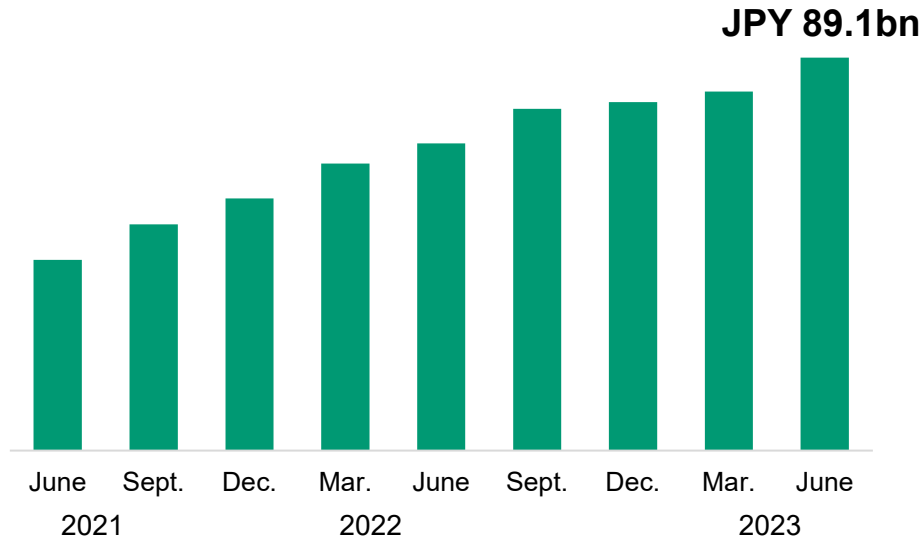
Investment Trust Fees



\* Figures for balance of investment trusts includes domestic and overseas ETFs and foreign currency-denominated MMFs

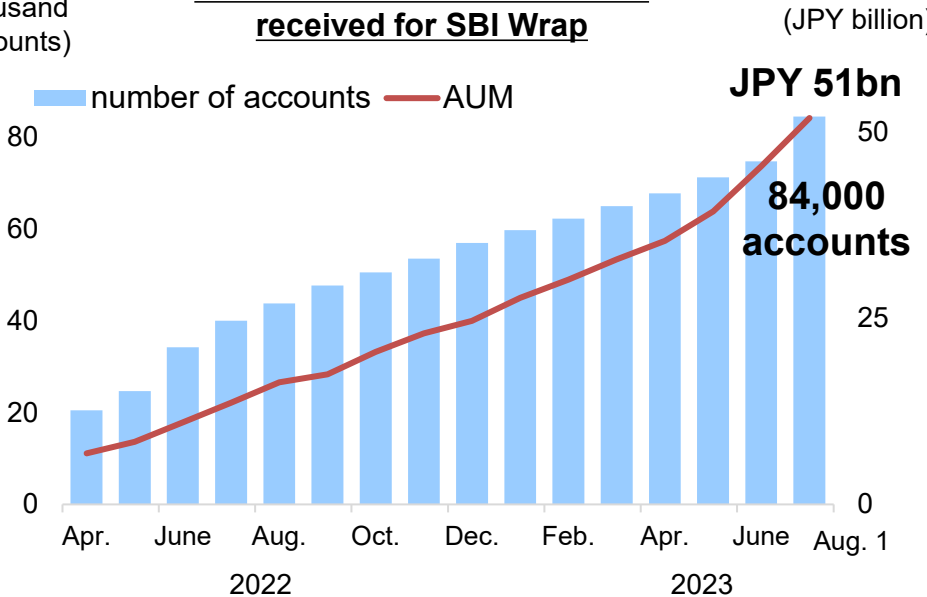
# Steady Growth in Non-flow Business Such as Trust Accumulation Service and Fully Automated AI Investment “SBI Wrap”

Change in the monthly amount of accumulated fund



- Monthly accumulation amount that is set aside for investment steadily increased to **JPY 89.1bn** as of the end of June 2023
- SBI SECURITIES which promotes multi-card strategy, allows **accumulation-type investment with seven credit cards**: Sumitomo Mitsui Card, Takashimaya Card, Tokyu Card, APLUS, UCS Card(Credit Cards of Pan Pacific International), JFR Card(Credit Card of Daimaru Matsuzakaya Department Store), and Orico Card, and monthly accumulation amount though those credit cards exceeding **JPY 20.8bn** as the end of June 2023

Number of accounts and AUM received for SBI Wrap



- SBI SECURITIES and FOLIO jointly developed “SBI Wrap” **exceeded JPY 51bn in AUM and 84,000 accounts as of Aug. 1, 2023**
- In addition to SBI SECURITIES, “SBI Wrap” has already been introduced at SBI Shinsei Bank (since Oct. 20, 2022) and Ehime Bank (since Apr. 24, 2023)
- Promoting diversification of services utilizing “4RAP”, including offering **“SBI Wrap Master Wrap”** (since July 18, 2023) which Nomura Asset Management provide investment advice, and establishing **“SBI Wrap x TOUSHIN SOUDAN PLAZA”**(since July 18, 2023)

**SBI SECURITIES Has Been Maintaining the Highest  
IPO Underwriting Share in the Industry since FY2012**  
**- Steady growth in POs and Corporate bond underwriting -**

Underwriting share of **96.3%** is  
an industry-leading figure

**IPO Underwriting Ranking (Apr. 2023 - June 2023)**  
27 companies were listed during the period

Company name	Number of cases	Underwriting share (%)
SBI	26	96.3
Matsui	22	81.5
Monex	17	63.0
Rakuten	16	59.3
SMBC Nikko	14	51.9
Nomura	13	48.1
Mizuho	12	44.4
Okasan	11	40.7
Daiwa	10	37.0

- Between April 2023 and June 2023,  
SBI SECURITIES underwrote  
3 companies as lead manager

**PO underwriting business**

During 1Q FY2023, SBI SECURITIES  
underwrote 5 POs



Will endeavor to strengthen the PO  
underwriting business by continuously  
focusing on acquiring lead underwriting  
mandates

**Corporate bond underwriting business**

Underwrote a total of 14 bond offerings  
during 1Q FY2023 including Tohoku Electric  
Power Company bonds



Focus on underwriting of new public  
bonds, including electric companies'  
bonds

\* The above IPOs represent issues underwritten in Japan only and do not include additional secondary or overseas issues

\* The data was compiled by SBIH based on each company's published information

# 1. Financial Services Business:

## (2) Banking business

### [Major constituent companies]

SBI Shinsei Bank Group, SBI Sumishin Net Bank, ARUHI\*, overseas banks including SBI SAVINGS BANK

\*ARUHI was consolidated in November 2022

### [Business highlights]

- SBI Shinsei Bank recorded net profit attributable to owners of the company (J-GAAP) of **approx. JPY 13.1bn**, mainly due to higher interest income from increased loan balances in the corporate business and dividend income from investments in treasury securities.  
Profit before income tax expense in SBIH on an IFRS incorporation basis is **approx. JPY 5.7bn**
- SBI Holdings' equity method in earnings of SBI Sumishin Net Bank, based on IFRS for 1Q FY2023 was **approx. JPY 1,901m** (+332.3% YoY), on the back of steady loan growth in the housing loan business, despite reduced ownership share due to the sale of part of its interest in the company through its initial listing on the TSE Standard Market
- SBI SAVINGS BANK in South Korea recorded a profit before income tax (IFRS) of **approx. JPY 1,760m** (-73.1% YoY) due to an increase in interest expenses in line with higher interest rates in South Korea and a corresponding increase in the burden of loan write-offs due to deteriorating credit and increased delinquencies, despite steady underlying income and expenditure

# ① SBI Shinsei Bank Group

# SBI Shinsei Bank 1Q FY2023 Consolidated Performance(J-GAAP)

Note) Units are rounded down to the nearest decimal

(JPY billion)

	1Q FY2022*	1Q FY2023	YoY % change
Gross operating profit	42.6 (59.1)	67.3	+58
Ordinary Business Profit	4.3 (20.8)	26.9	+523
Profit before income tax expense	-3.5 (12.9)	14.8	-
Profit attributable to owners of the Company	-5.9	13.1	-

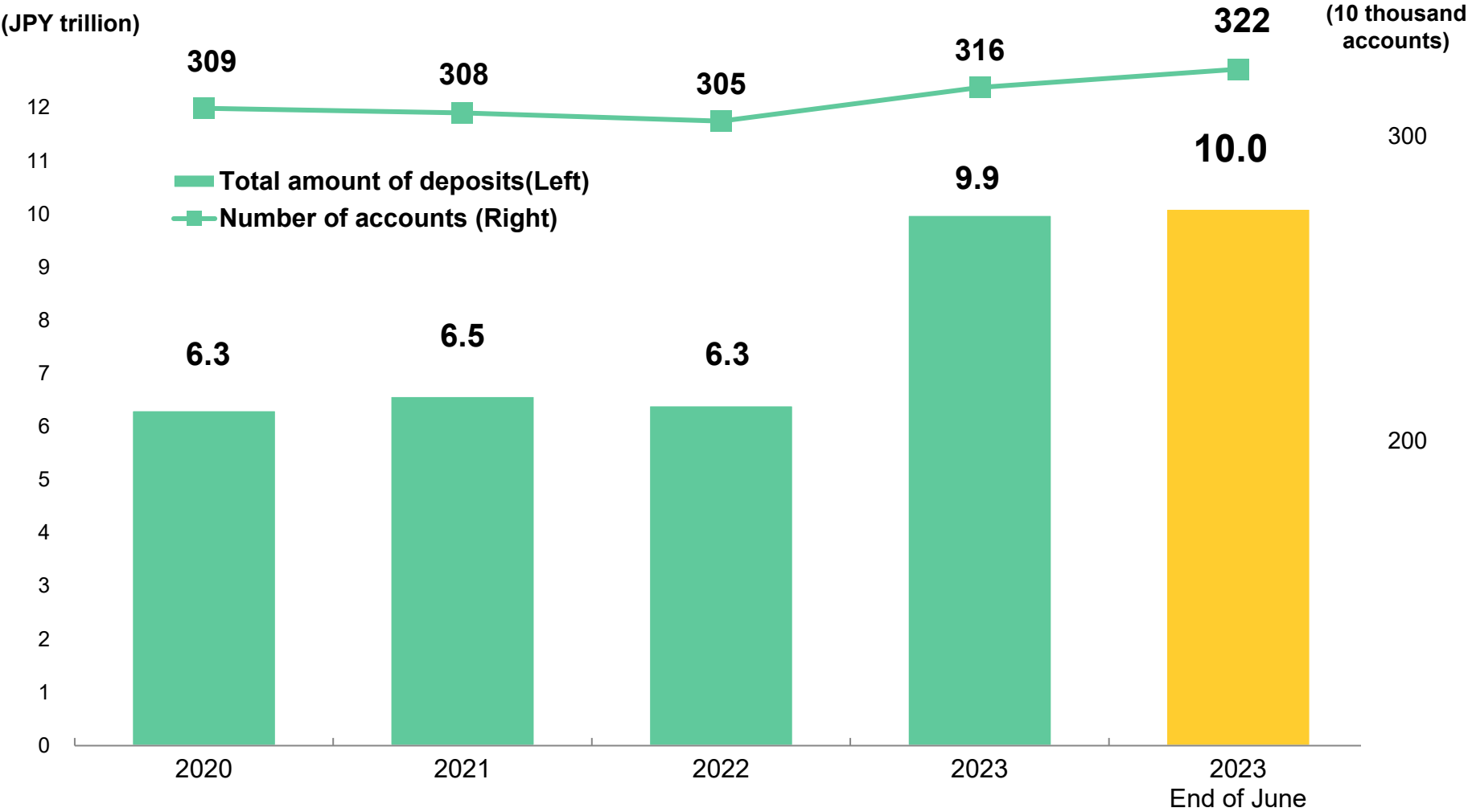
\* In 1Q FY2022, an impairment loss was recorded on the Latitude Group shareholding, and the figures in brackets exclude the impact of this impairment

**Profit before income tax expense for SBI Holdings on an IFRS incorporation basis is approx. JPY 5.7bn**





# Number of Accounts and Deposits at SBI Shinsei Bank



\* Each figure is as of the end of March

# Collaboration between SBI Shinsei Bank Group and the SBI Group: Retail Business

## ■ Collaboration with SBI SECURITIES

- ✓ For SBI Shinsei Connect, which automates deposits and withdrawals with an account at SBI SECURITIES: **approx. 30,000 applications in just under 4 months** since introduction of the service
- ✓ For accounts opened at SBI Shinsei Bank at the same time as opening one at SBI SECURITIES: **approx. 3,000 applications within 1 month since start of the service**
- ✓ Opened fourth co-managed store with SBI MONEYPLAZA, in **Yokohama**. Amount of AUM at co-managed stores reached **JPY 100bn within 1 year** since start of operations

## ■ Collaboration with ARUHI

Joint development of variable interest rate product **“ARUHI Mortgage Loans (MG Hosho Inc.)”**  
Offered through all ARUHI franchise stores and all 136 ARUHI directly managed stores nationwide

## ■ Collaboration with SBI Sumishin Net Bank (SSNB)

Introduced “AI Screening Service” provided by Dayta Consulting, a SSNB subsidiary, for mortgage screening. Achieves a **20-30% reduction in screening processing workload**

## Achievements of Cooperation between the SBI Group and SBI Shinsei Bank Group :Corporate Businesses

- ✓ **Co-financing for local companies arranged by regional banks**  
⇒ In cooperation with the regional bank, loans amounting to **JPY 8.4bn** (including unused loans and contractual facilities) to **a total of 18 companies** which are the main clients of the bank
- ✓ **Regional bank participates in loan deals arranged by SBI Shinsei Bank**  
⇒ Distribution results in 1Q FY2023 reached **JPY 104.5bn for 33 banks**. The number of regional banks that SBI Shinsei Bank Group do business with has increased to a cumulative total of **78**
- ✓ **Participation in financing projects by the main regional banks, particularly in sustainable finance, has steadily increased**
- ✓ **Providing functions of each SBI Shinsei Bank Group company**  
⇒ ① three regional banks decided to introduce BANKIT ,② Shinsei Financial decided to provide credit guarantee services to Chikuho Bank and another bank, ③ Showa Leasing sold **JPY 4bn** of operating assets **to 16 regional bank** leasing subsidiaries
- ✓ **Collaboration within the SBI Group has reached JPY 161bn in a cumulative total of 58 deals** since joining the Group, including debt finance and capital loans to SBI Investment investees

## ② SBI Sumishin Net Bank

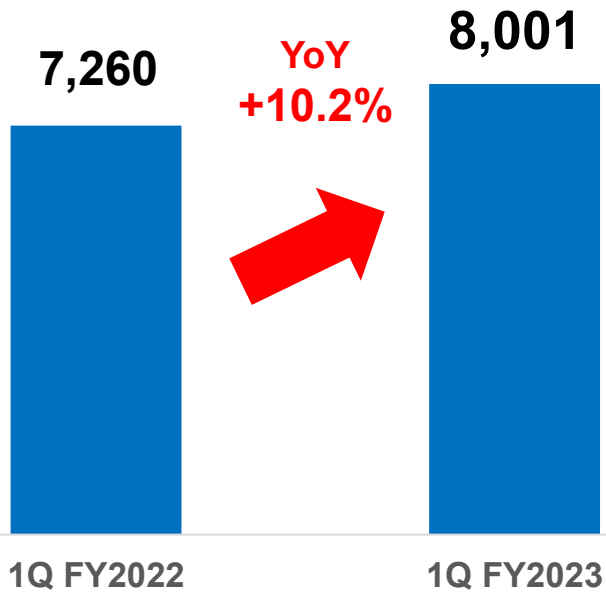


# Performance of SBI Sumishin Net Bank

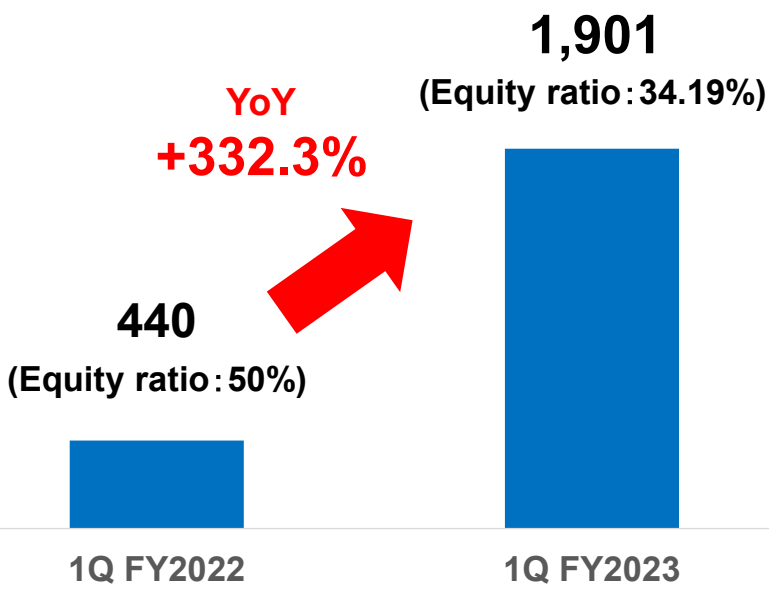
- ✓ SBI Sumishin Net Bank recorded a **10.2% YoY increase in J-GAAP recurring profit to JPY 8,001m** on the back of steady loan growth in the housing loan business
- ✓ SBI Holdings' equity method in earnings of SBI Sumishin Net Bank, based on IFRS for 1Q FY2023 was **JPY 1,901m, +332.3% YoY**, despite reduced ownership share due to the sale of part of its interest in the company through its initial listing on the TSE Standard Market

(JPY million)

<SSNB:Ordinary profit(J-GAAP)>



<SBIH:Equity method earnings(IFRS)>



\* SBI Sumishin Net Bank has adopted J-GAAP

\* Owing to the difference in IFRS and J-GAAP for the criteria of assessing assets, the figures differ from that disclosed based on J-GAAP

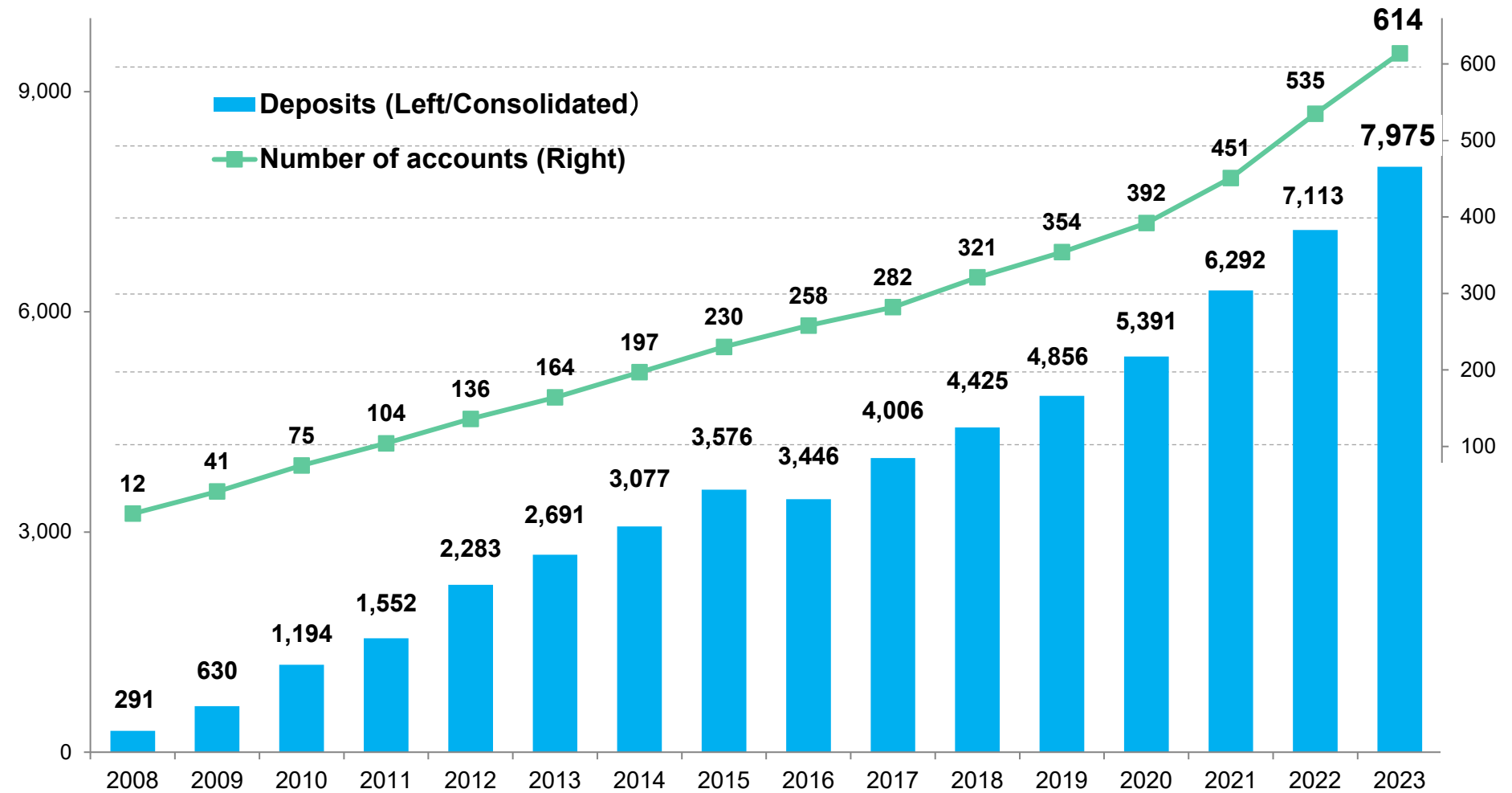


# Number of Accounts and Balance of Deposits Since Commencement of Operation of SBI Sumishin Net Bank

**Number of accounts: approx. 6.35m / Deposits: JPY 8,582.7bn**  
**(At the end of June 2023)**

(JPY billion)

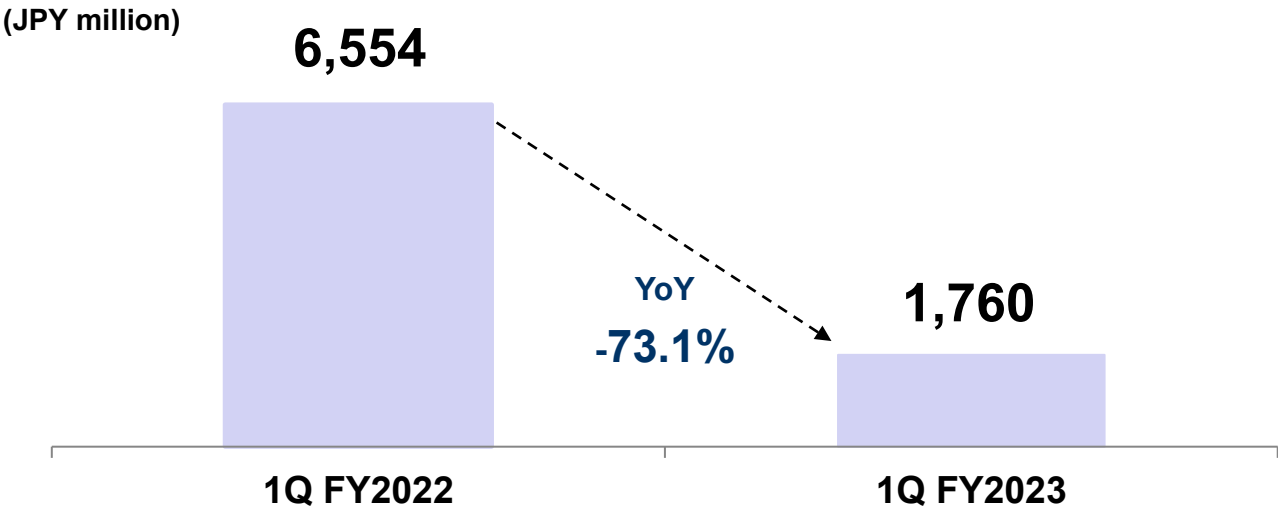
(10 thousand accounts)



## ③ SBI SAVINGS BANK (South Korea)

# Performance of SBI SAVINGS BANK

## Profit Before Income Tax Expense (IFRS)



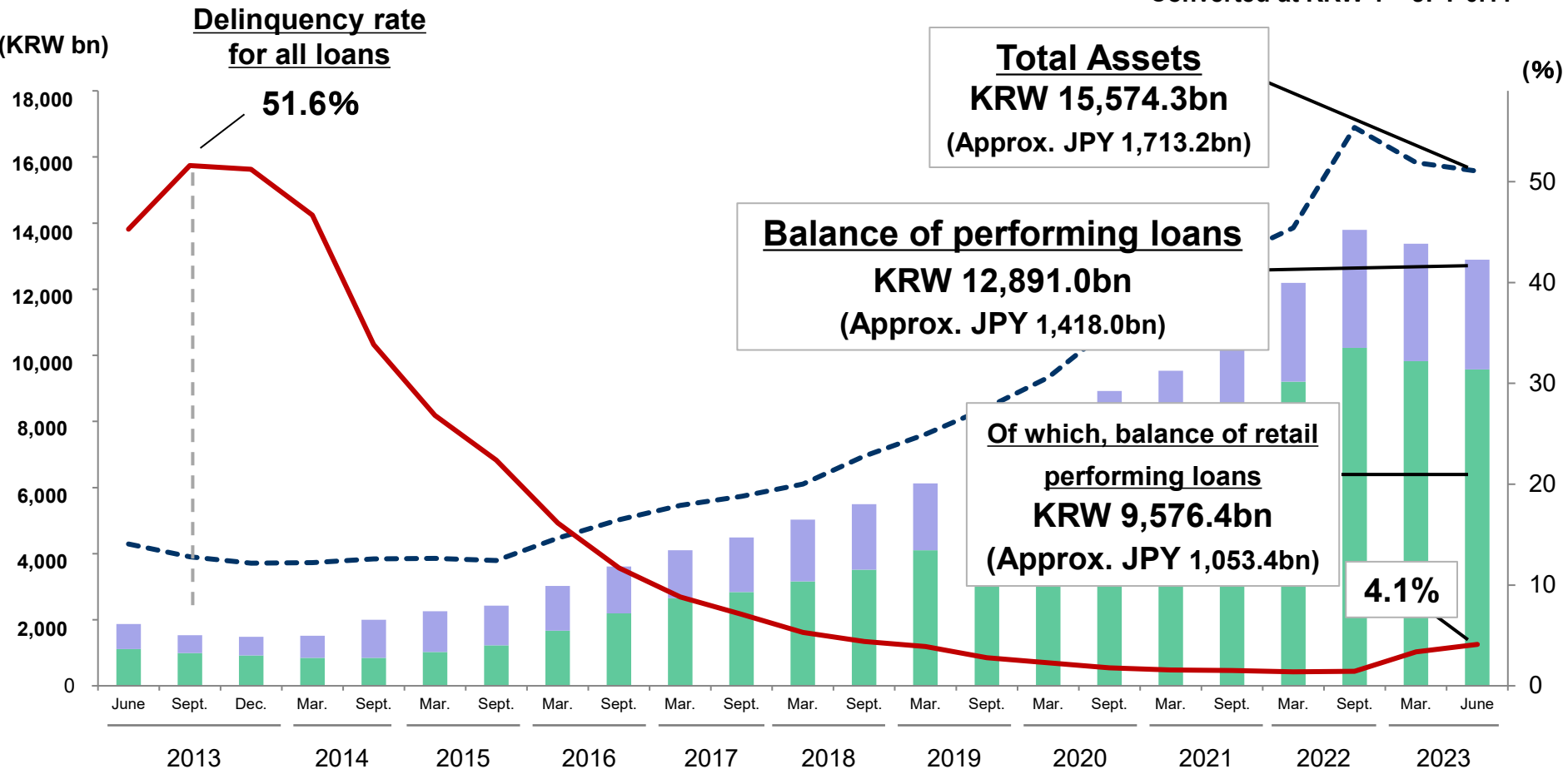
- Following the previous quarter, decline in soundness of personal credit claims and housing-backed loans in the context of deteriorating business conditions in South Korea increased **the burden of bad debt write-offs and put downward pressure on earnings**
- The signs of improvement in the business environment, such **as a slowdown in the pace of the domestic interest rates rise and a reduction in the rate of decline in property prices**, have been observed, which is expected to improve performance from 2H of fiscal year ending December 2023 onwards, although there is no basis in this optimism
- **A (stable) rating** was obtained from the Korean credit rating agency “NICE Credit Rating” and “Korea Credit Rating”





# Changes in Indicators since Becoming a Subsidiary (K-GAAP)

\* Converted at KRW 1 = JPY 0.11



**The overall delinquency rate for loans was 4.1% (5.2% for retail loans), due to the weakening soundness of the loan portfolio as a result of deteriorating business conditions and restrictions on the sale of delinquent loans**

# 1. Financial Services Business:

## (3) Insurance business

### [Major constituent companies]

SBI Insurance Group, SBI Insurance, SBI Life Insurance, Small-amount short-term insurance companies

### [Business highlights]

- SBI Insurance Group's **consolidated ordinary revenue** for 1Q FY2023 (preliminary figures on a J-GAAP basis) **increased 12.7% year-on-year to JPY 27,908m**
- In line with the increase in ordinary revenues, **ordinary profit increased 39.5% year-on-year** to JPY 3,906m, and **profit attributable to parent of the Company increased 51.8% year-on-year** to JPY 2,152m

\* Final consolidated figures for 1Q FY2023 to be released on Aug. 9

# SBI Insurance Group's Performance (Preliminary Figures)

\* Final consolidated figures for 1Q FY2023 to be released on Aug. 9

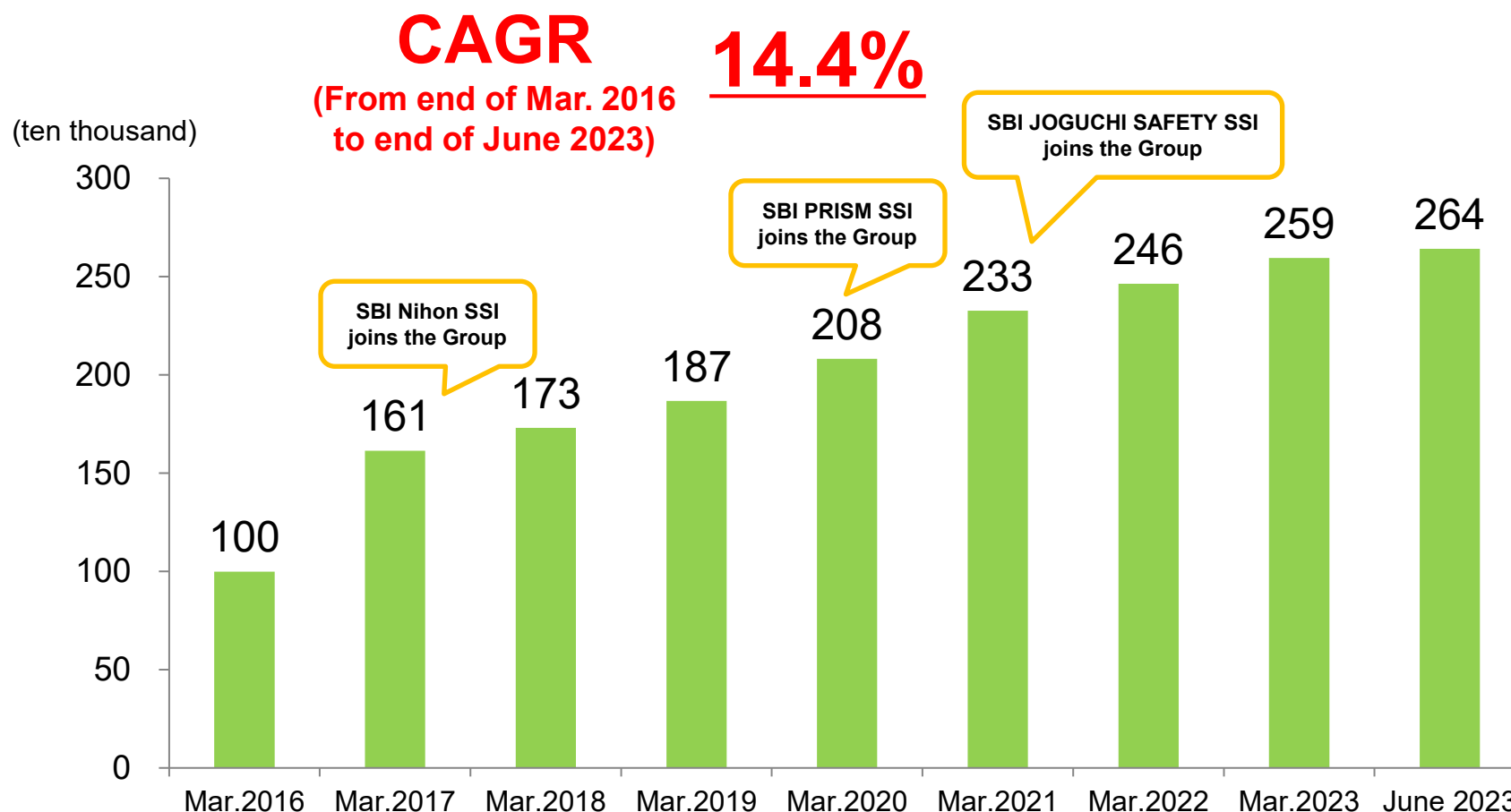
## Consolidated results for 1Q FY2023 (J-GAAP)

(Unit: JPY million)

	1Q FY2022 (Result) (Apr. – June 2022)	1Q FY2023 (Preliminary) (Apr. – June 2023)	YoY % change
Ordinary revenue	24,768	27,908	+12.7
Ordinary profit	2,801	3,906	+39.5
Profit attributable to parent of the Company	1,417	2,152	+51.8

# SBI Insurance Group's Total Number of In-Force Contracts Steadily Increased

SBI Insurance Group's total number of in-force contracts



## 2. Asset Management Business

### [Major constituent companies]

SBI Global Asset Management (SBIGAM), SBI Asset Management (SBIGAM subsidiary), Wealth Advisor (SBIGAM subsidiary), Rheos Capital Works, SBI Okasan Asset Management

### [Asset Management Business Consolidated Results (IFRS)]

(JPY million)

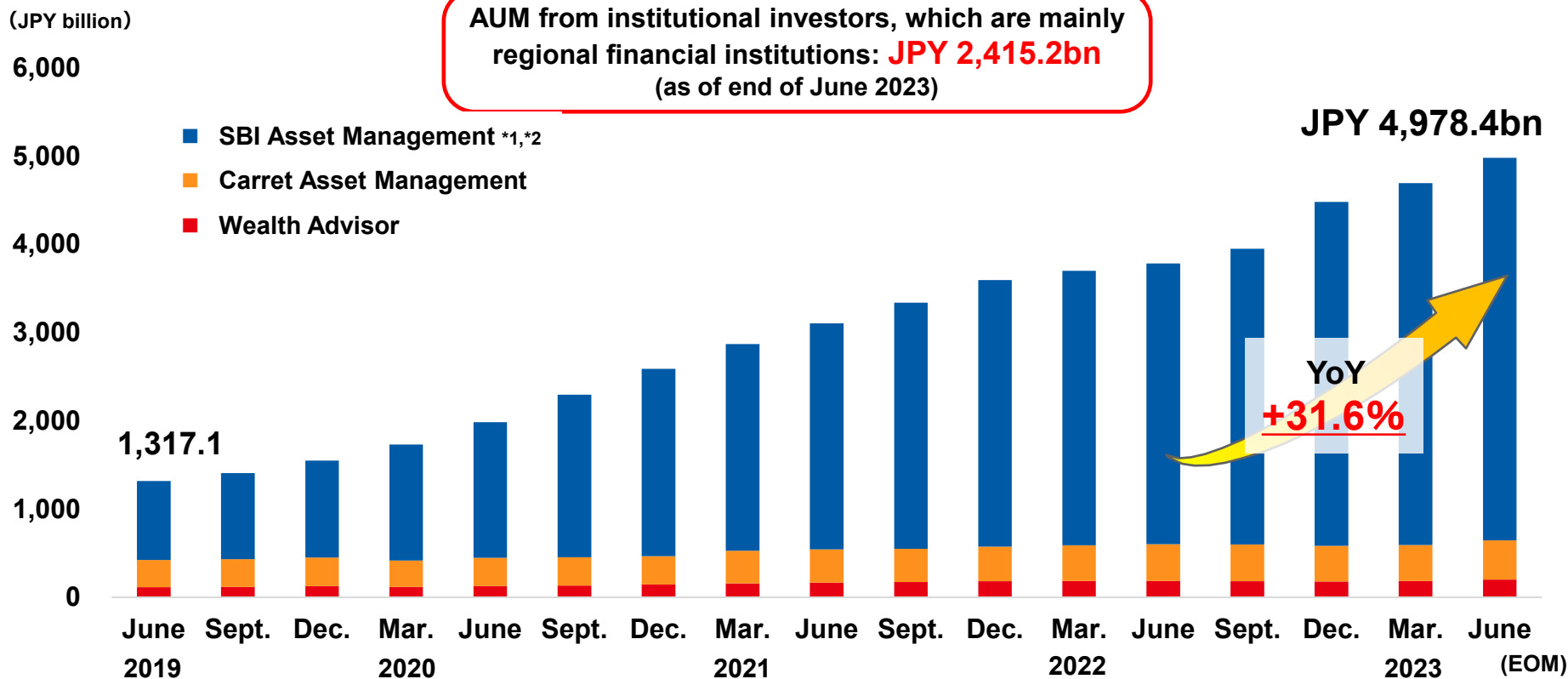
	1Q FY2022 (Apr. 2022-June 2022)	1Q FY2023 (Apr. 2023-June 2023)	YoY(%)
Revenue	4,109	6,932	+68.7
Profit Before Income Tax Expense	717	1,010	+40.9

### [Business highlights]

- The Asset Management Business achieved year-on-year growth in both revenue and profit, partly due to the contribution of SBI Okasan Asset Management, which joined the SBI Group in November 2022 and changed its name on July 1, 2023
- The Asset Management Business, will continue to endeavor towards improvement of profitability through expansion of its assets under management
- Rheos Capital Works became listed on the Growth Market of the Tokyo Stock Exchange in April 25. Company name change to “SBI RHEOS HIFUMI” planned in April 2024

# SBI Global Asset Management Group Has Steadily Increased its AUM

- Balance of Asset Under Management nears JPY 5tn -



\*1 Following the merger of SBI Bond Investment Management and SBI Regional Revitalization Asset Management on August 1, 2022, with SBI Asset Management as the surviving company, total AUM of the three merged companies are retroactively presented as SBI Asset Management. In addition, since the numbers of the three merged companies above are compiled individually, there are some overlapping amounts

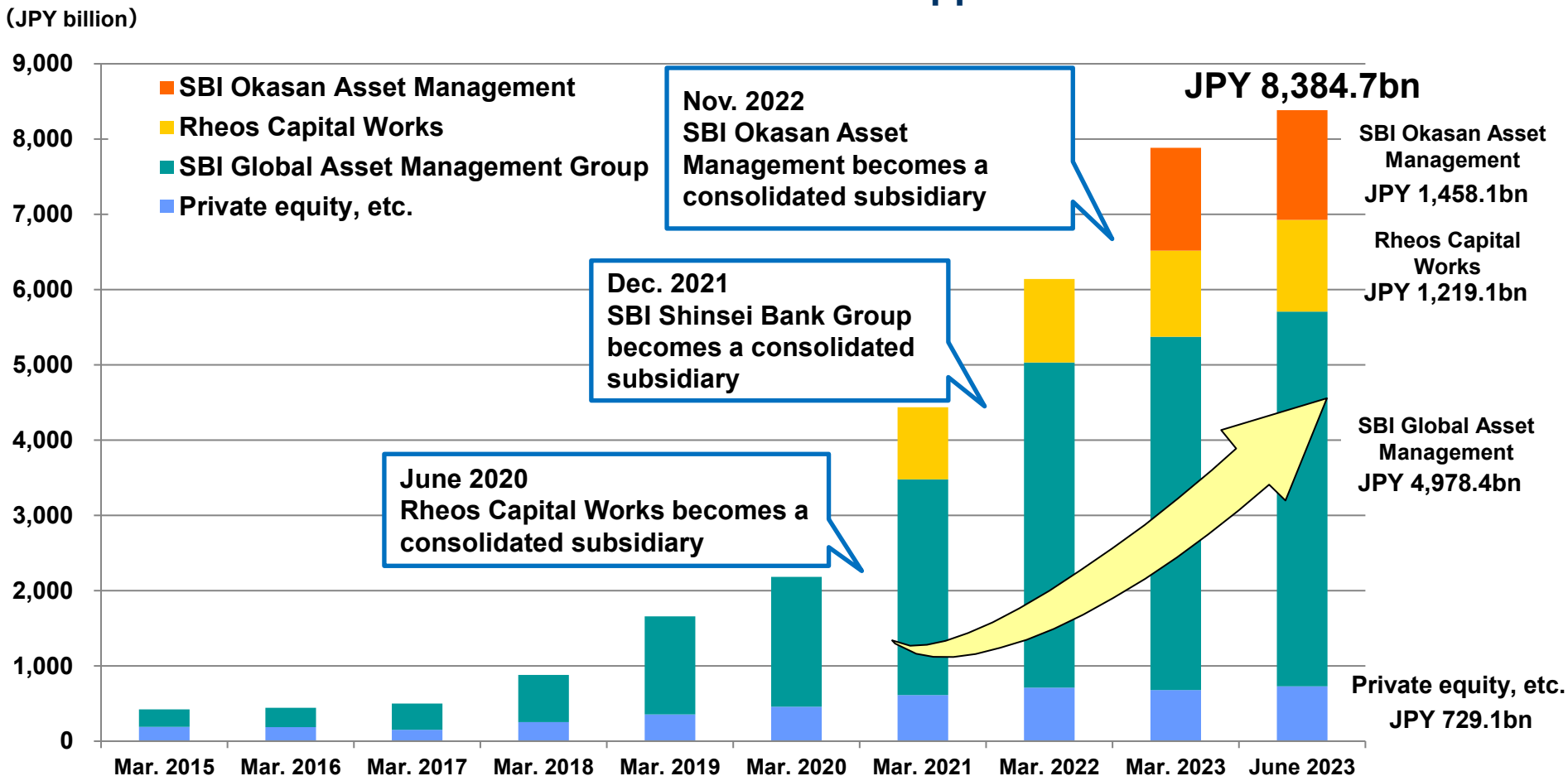
\*2 Shinsei Investment Management was made a wholly owned subsidiary by SBI Global Asset Management (formerly, Morningstar Japan) on October 3, 2022

After completing a merger by absorption with SBI Asset Management as the surviving company on April 1, 2023, the figures of the company have been included in the balance of SBI Asset Management since the end of December 2022.

\*3 Figures include balance of investment advisory

# SBI Group Sustainably Expands its Assets Under Management through Organic Growth and Use of M&As

- AUM as of end of June 2023 is approx. JPY 8.4tn -



\*1 Calculated by the exchange rate as of the end of each month

\*2 Amounts are rounded to the nearest JPY 100m

\*3 "Private equity, etc." does not include cash or commitment amounts to be paid. Through Mar. 2017, unlisted stocks invested from investment partnerships and other entities, which had no market prices, were estimated at cost (impairment prices are applied for the stocks for which impairment losses have been recorded). After Mar. 2018, however, these stocks have been estimated at fair value

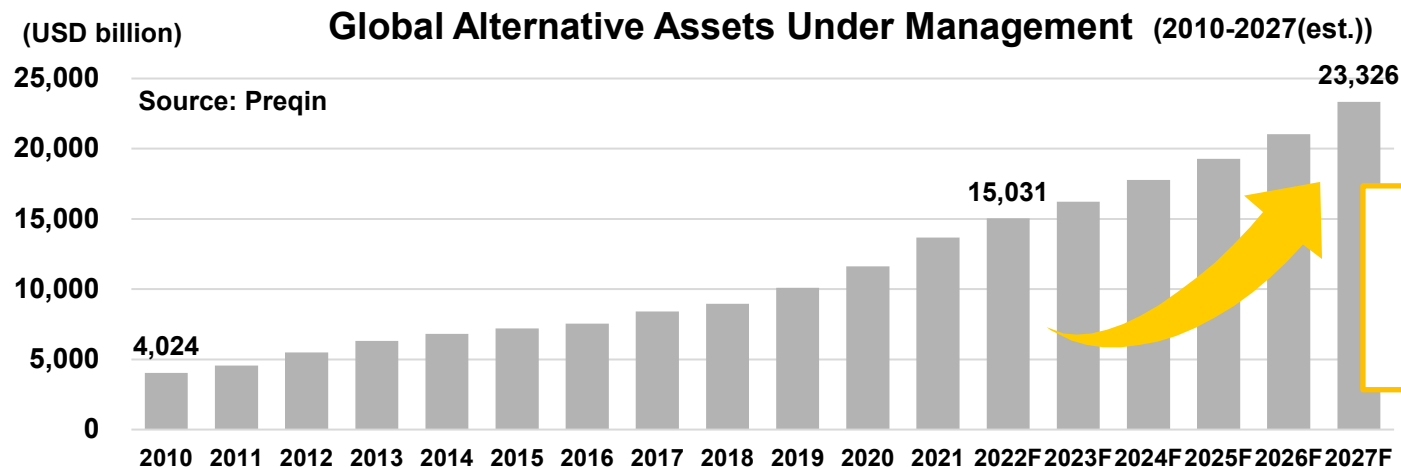
\*4 Figures of SBI Global Asset Management Group, Rheos Capital works and SBI Okasan Asset Management ("each asset management company") represent the sum of the balance of investment trusts and investment advisory, so there are some overlapping amounts

\*5 Includes publicly offered investment trusts, publicly offered bond investment trusts, and privately offered investment trusts from each asset management company

# Agreement with Man Group, a Leading U.K.-based Asset Management Firm, to Form a Joint Venture to Manage Alternative Investments



- ✓ Man Group, founded in the UK in 1783, is one of the world's largest asset management companies specializing in alternative asset management, with assets under management of USD 144.7bn (approximately JPY 20.3tn) as of March 31, 2023
- ✓ The new joint venture will establish and manage funds that target alternative investments (hedge fund strategies) and alternative assets that have low correlation with traditional financial assets such as stocks and bonds
- ✓ While the minimum investment amount for a typical alternative fund is around JPY 5m, the company plans to launch a fund for individual investors that can be purchased for as little as JPY10,000
- ✓ While it is difficult to cancel a regular alternative fund mid-term, the fund will be able to calculate the base price and trade on a daily basis, just like an ordinary mutual fund



Estimated  
CAGR  
(2022-2027)  
**9.2%**

Endeavor to realize “democratization of alternative investments”



# Endeavor to Achieve the Total Group Assets Under Management of JPY 20tn by FY2027

[Current position]  
As of end of June 2023

**JPY 8.4tn**



[New goal]  
Endeavor to achieve

**JPY 20tn** by FY2027

 *Global Asset Management*

<Index & multi-asset>

 *Asset Management*

<U.S. govt. bonds>

**CARRET**  
Asset Management 

**Approx. JPY5.0tn** \*

<Active>

 **岡三アセットマネジメント**  
[SBI Okasan Asset Management]

 **RHEOS CAPITAL WORKS**

**Approx. JPY2.7tn** \*

<Private equity, etc.>

**Approx. JPY 730bn** \*

<Alternative investment (plan)>

**Achieve JPY 500bn in 3 years**

starting from the beginning of 2024

\* Asset under management as of end of June 2023

## 3. Investment Business

[Major constituent companies/businesses]

Private Equity Business, SBI Leasing Service

[Investment Business Consolidated Results (IFRS)]

(Unit: JPY million)

	1Q FY2022 (Apr.-June 2022)	1Q FY2023 (Apr.-June 2023)	YoY % change
Revenue	21,606	35,428	+64.0
Profit before income tax expense	9,122	12,298	+34.8

[Business highlights]

- Since profit / loss from the change in fair value and profit / loss on sales of investment securities were steady, the Investment Business achieved **year-on-year revenue and profit growth**

# Profit/Loss from the Change in Fair Value and Profit/Loss on Sales of Investment Business

(Unit: JPY million)

	1Q FY2022 (Apr.-June 2022)	1Q FY2023 (Apr.-June 2023)	YoY % change
Profit / loss from the change in fair value and profit / loss on sales of investment securities	9,370	15,517	+65.6
<u>Listed Securities</u>	-15,126	5,641	—
<u>Unlisted Securities</u>	24,496	9,876	-59.7

- In the same period of the previous year, we recorded a fair value loss of approx. JPY 24.0bn due to a fall in the stock price of TPBank, a listed security in Vietnam. (TPBank has been classified in the Financial Services Business since February 2023 as an equity method affiliate of the Company.)
- As a result of the favorable domestic stock market, the company has recorded valuation gains mainly for domestic listed companies
- For unlisted securities, in addition to the upward revaluations upon new financing for domestic and overseas investee companies, exchange rate fluctuations also contributed to valuation gains

# IPOs and M&As of SBI Group Investee Companies

	Full-year FY2022	Full-year FY2023 prospects
IPO・M&A deals	22	38

During the fiscal year, 8 Companies realized either IPO or M&A

<u>EXIT Date</u>	<u>Company</u>	<u>Market</u>	<u>EXIT Date</u>	<u>Company</u>	<u>Market</u>
Apr. 12, 2023	ispace, inc.	TSE Growth	June 13, 2023	ABEJA, Inc.	TSE Growth
Apr. 25, 2023	Rheos Capital Works Inc.	TSE Growth	June 27, 2023	Cuorips Inc.	TSE Growth
Apr. 26, 2023	MICRO2NANO, Inc.	KOSDAQ	June 28, 2023	Noile-Immune Biotech Inc.	TSE Growth
May 23, 2023	Pamtek Corporation	KOSDAQ	Aug. 1, 2023	Pixie Dust Technologies, Inc.	NASDAQ

\* When an investee company conducts a share exchange or a merger with a public company, it is described as “M&A”  
\* Subsidiary IPOs and M&As are also included

# Assets Under Management of the SBI Group

(As of the end of June 2023)

**Private equity, etc. JPY 729.1bn** <sup>(\*)1</sup>

<sup>(\*)2</sup> Excluding JPY 250.3bn of both cash and commitment amount to be paid in

Breakdown of operating investment securities by Industry	Amount (JPY bn)
Internet/AI/IoT	185.1
Fintech services	116.1
Digital Asset/Blockchain	110.5
Finance	27.6
Biotechnology/Health/Medical	43.3
Environmental/Energy	10.5
Machine/Automobile	20.5
Services	42.0
Retail/Food	1.8
Materials/Chemicals	10.8
Construction/Real estate	1.1
Others	4.7
Equity interests in external and non-consolidated funds	49.7
<b>Total</b>	<b>623.7</b>

Breakdown of operating investment securities by region	Amount (JPY bn)
Japan	257.2
China	8.6
Korea	5.1
Southeast Asia	51.1
India	8.2
U.S.	137.8
Europe	75.3
Others	80.4
<b>Total</b>	<b>623.7</b>

Investment from non-consolidated Group management funds	Amount (JPY bn)
Corporate venture capital (CVC)	32.6
Others (Overseas JV fund, etc.)	72.9
<b>Total</b>	<b>105.5</b>

\*1 Private equity investment balance derived from the balance for operating investment securities included in consolidated reporting plus the investment balance from funds (such as CVC funds) excluded from consolidation due to the SBI Group's low investment ratios in the corresponding funds, which the SBI Group runs as the GP

\*2 Composed of cash in funds and unpaid capital which is to be paid on a capital call

\*3 Calculated by the exchange rate as of the end of June, 2023

\*4 Amounts are rounded to the nearest JPY 100m

## 4. Crypto-asset Business

[Major constituent companies / business]

SBI VC Trade, B2C2, BITPoint Japan, crypto asset mining business, HashHub (Joined the SBI Group in April 2023)

[Crypto-asset Business Consolidated Performance (IFRS)]

(Unit: JPY million)

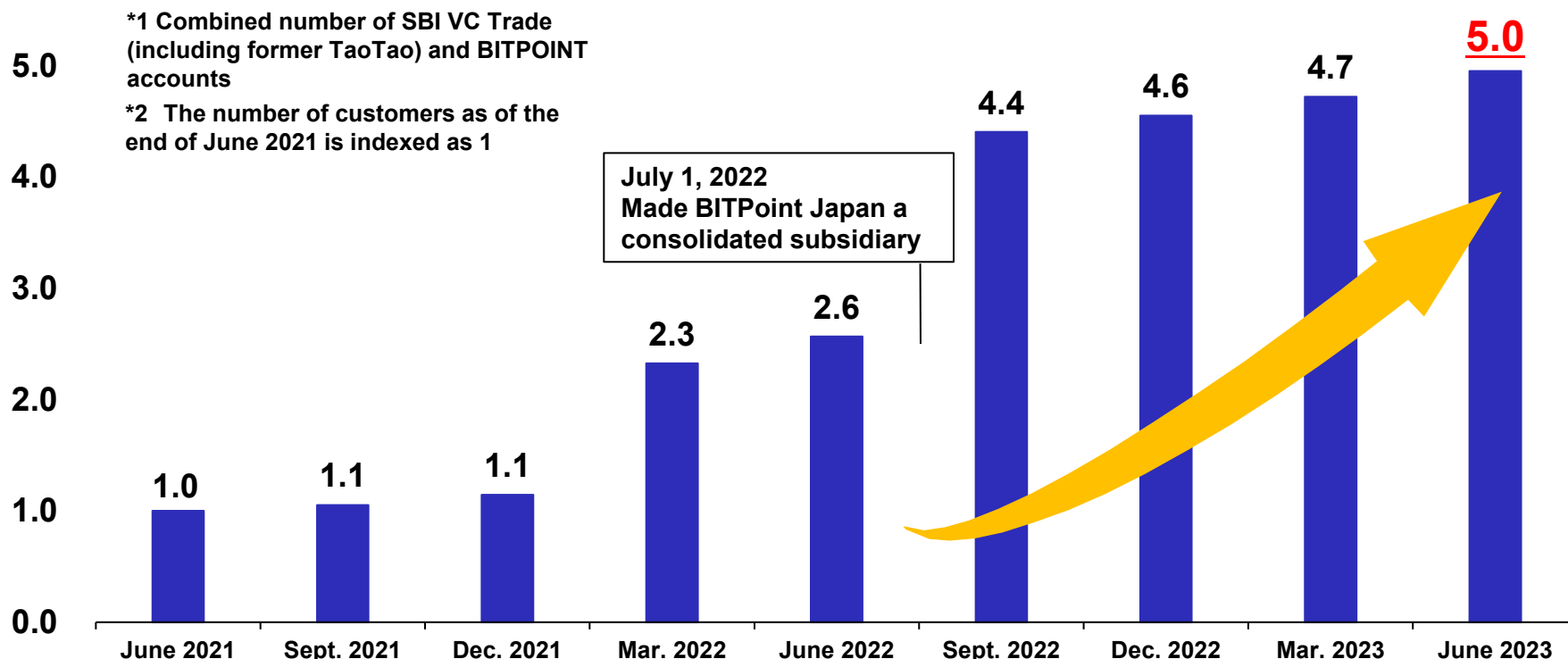
	1Q FY2022 (Apr. 2022-June 2022)	1Q FY2023 (Apr. 2023-June 2023)	YoY(%)
Revenue	12,984	6,853	-47.2
Profit Before Income Tax Expense	-9,688	498	—

[Business highlights]

In the same period of the previous fiscal year, the companies were affected by temporary losses recorded due to the bankruptcy of some business partners in B2C2 and crypto asset mining businesses. On the other hand, in this first quarter, the recovery of the crypto market asset market and the performance of BITPoint Japan, which became a consolidated subsidiary in July 2022 and **was the only major company on the crypto asset exchange in Japan with positive net income for the most recent fiscal year ended (on a J-GAAP basis), contributed to the segment's profit before income tax expense**

# Steadily Expanding Customer Base for the Crypto-asset Business

Number of customers in the SBI Group's Crypto-asset business<sup>\*1,2</sup>  
(End of June 2021 – June 2023)




**Steady growth in customer base due to increase in crypto assets handled and expansion of staking services**

SBI VC Trade and BITPoint Japan's amount of combined assets under custody **ranks 5th** in the industry when compared to the major crypto asset exchanges as of the end of their most recent fiscal year


# SBI VC Trade and BITPOINT is Diversifying its Services and Crypto Asset Handled

[Expanding the number of services provided]

Provide services that meet the various investment needs at SBI VC Trade and BITPOINT



Spot	Leveraged	Lending	Accumulation	Staking	FLR wrap & delegate
SBI Web3 Wallet		SBIVC for Prime (Service for wholesale transactions)			




Spot	Lending	Large OTC transactions	Staking	FLR wrap & delegate
Accumulation (Packaged accumulation・Individual accumulation)				

[Expanding the number of crypto assets handled]

- Strongly promote the expansion of crypto assets handled. Realize offering lineup that is second to none


(Number of new crypto assets handled from April 2022 to the end of June 2023; SBI VC Trade: 13 types, BITPOINT: 6 types)



**SBI VC Trade (20 types)**

SOL	DOGE	XTZ	AVAX	XLM
<div><div>★ OAS ★ XDC</div><div>★ DAI ★ ATOM</div></div>				

May 31- June 28-



**BITPOINT (18 types)**

BTC	ETH	XRP	BCH	FLR	★ SHIB
June 28- (SBIVCT)					
LTC	DOT	LINK	ADA	MATIC	

JMY	TRX	IOST	BAT
<div><div>★ GXE</div></div>			

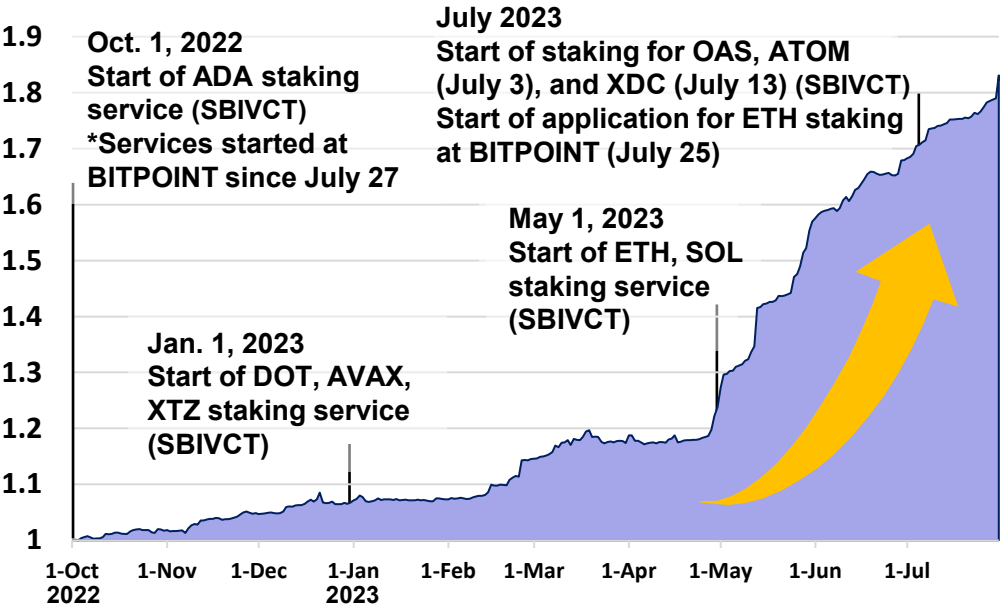
May 16-



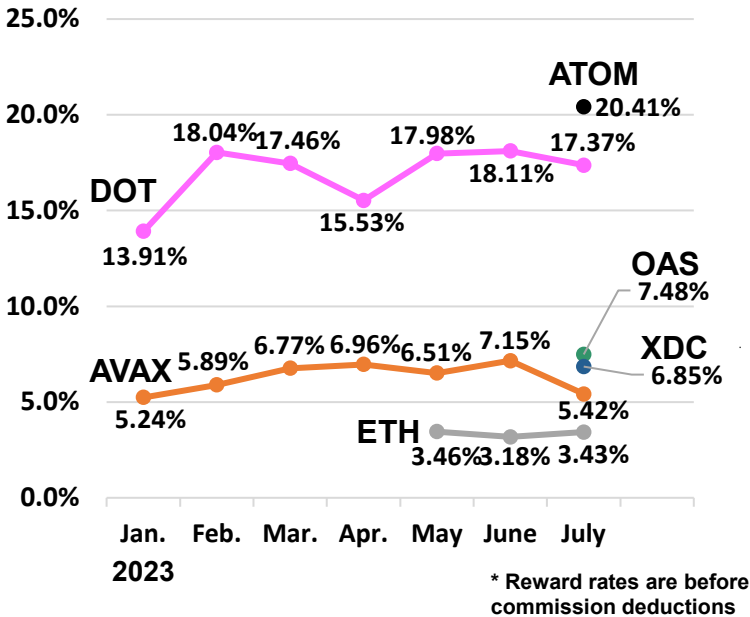
# Staking Services Provided by the SBI Group (SBI VC Trade, BITPOINT) Made Steady Progress

Staking is the process of earning rewards by participating in generation and approval of blocks and supporting the operation of the blockchain network, which adopts a proof-of-stake mechanism, in accordance with the amount of crypto assets (such as ETH handled by SBI VC Trade and BITPOINT) held in the blockchain

Balance of staked crypto assets at the two SBI Group crypto asset exchanges  
(Indexed with the balance as of October 1, 2022 as 1)



Reward rates (APR) for major staking crypto assets of SBI VC Trade



- Expansion of crypto asset staking service, which enables investors to target not only capital gains from rising prices but also stable income gains. SBI VC Trade now offers staking service for nine crypto assets, the largest in Japan
- BITPOINT is the only company in Japan to offer no staking fees, maximizing the rewards received that are directly linked to customer satisfaction

## 5. Non-financial Business

**[Major constituent businesses]**

**Biotechnology, Healthcare & Medical Informatics businesses,  
other businesses centered around Web3**

**[Non-financial Business segment consolidated performance(IFRS)]**

(JPY million)

	1Q FY2022 (Apr.-June 2022)	1Q FY2023 (Apr.-June 2023)	YoY % change
<b>Revenue</b>	<b>7,006</b>	<b>6,257</b>	<b>-10.7</b>
<b>Profit before Income Tax Expense</b>	<b>2,018</b>	<b>-445</b>	<b>—</b>

## Profit before Income Tax Expense of the Biotechnology, Healthcare & Medical Informatics Business Companies (IFRS)

(JPY million)

	1Q FY2022 (Apr.- June 2022)	1Q FY2023 (Apr.- June 2023)	YoY % Change
SBI Biotech	206	-109	—
5-ALA-related business	266	788	+196.2
SBI Pharmaceuticals	-317	-138	—
SBI ALApromo	14	8	-42.9
Overseas Subsidiaries	569	918	+61.3

\* Simple sum of figures for group companies manufacturing and selling in 5-ALA-related business domestic and overseas

- Revenue in **5-ALA-related business** increased YoY, due to the expansion of sales of pharmaceuticals and medical devices and the narrowing of the loss due to the revision of development strategy at **SBI Pharmaceuticals**, as well as to strong sales at overseas subsidiaries such as photonamic and the impact of foreign exchange rates. While IPO-related expenses and personnel costs increased due to business expansion, **SBI ALApromo** achieved YoY revenue growth thanks to the supplement business taken over from SBI Pharmaceuticals in February 2023, as well as sales expansion of existing products and new products
- SBI Biotech is preparing for listing in FY2024 and SBI ALApromo in FY2025**

# **III. Other Key Topics in Each Business**

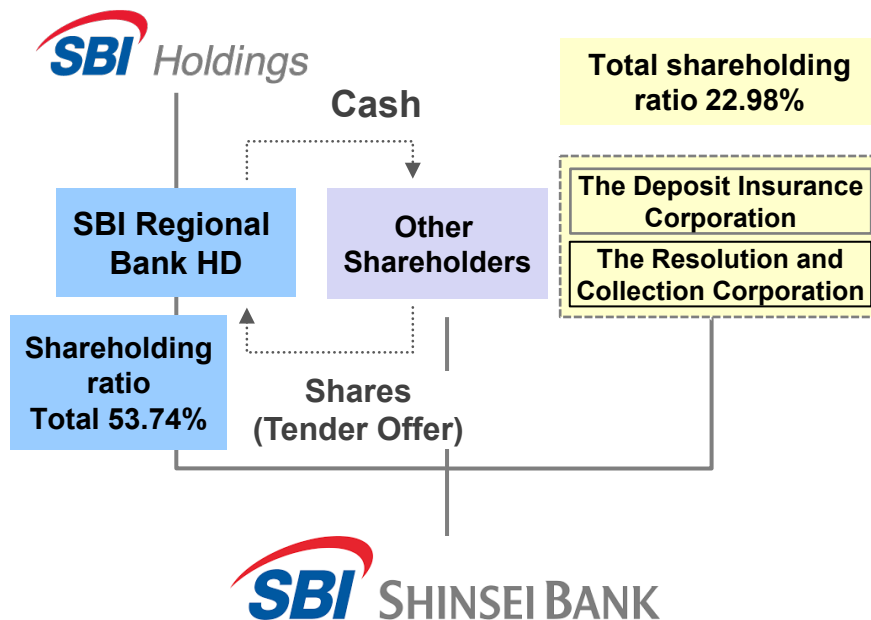
**-From Apr. 1, 2023 to today (Aug. 4, 2023)-**

- 1. SBI Regional Bank Holdings conducted second tender offer for SBI Shinsei Bank**
- 2. SBI Shinsei Bank and SBI MONEYPLAZA began their fourth joint branch operation**
- 3. In the Asset Management Business, aggressively expand product lineup in anticipation of the launch of the new NISA**
- 4. Considering joint establishment of a venture fund targeting fintech, digital space, etc. with Saudi Arabia's ICT giant "NTG"**
- 5. Trading volume of XRP in the Crypto-asset Business increased significantly following the release of the U.S. district court ruling in the SEC's Ripple Labs Inc. lawsuit**
- 6. Preparing to jointly establish a semiconductor foundry (JSMC) with PSMC, a major semiconductor foundry in Taiwan**

# 1. SBI Regional Bank Holdings Conducted Second Tender Offer for SBI Shinsei Bank

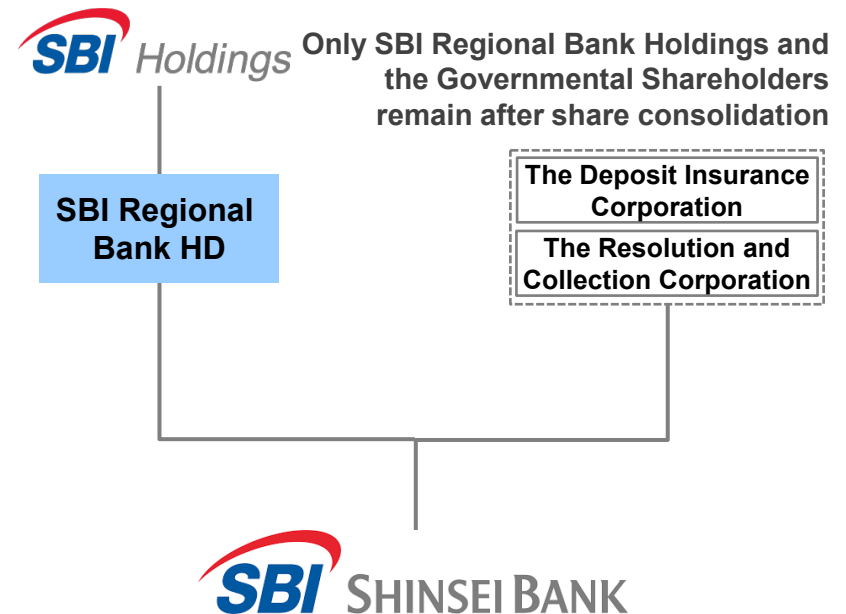
The next step is the privatization of SBI Shinsei Bank through the subsequent **squeeze out**. The implementation of the squeeze out is **subject to the approval of the proposals on the agenda at the Extraordinary General Meeting of Shareholders of SBI Shinsei Bank to be held on 1 September 2023**. After the squeeze out, only SBI Regional Bank Holdings and the Governmental Shareholders\* would remain as SBI Shinsei Bank's shareholders

## Results of TOB



As a result of the Tender Offer, SBI Regional Bank Holdings' shareholding ratio in SBI Shinsei Bank **increased** from 50.04% to **53.74%**

## Future Outlook

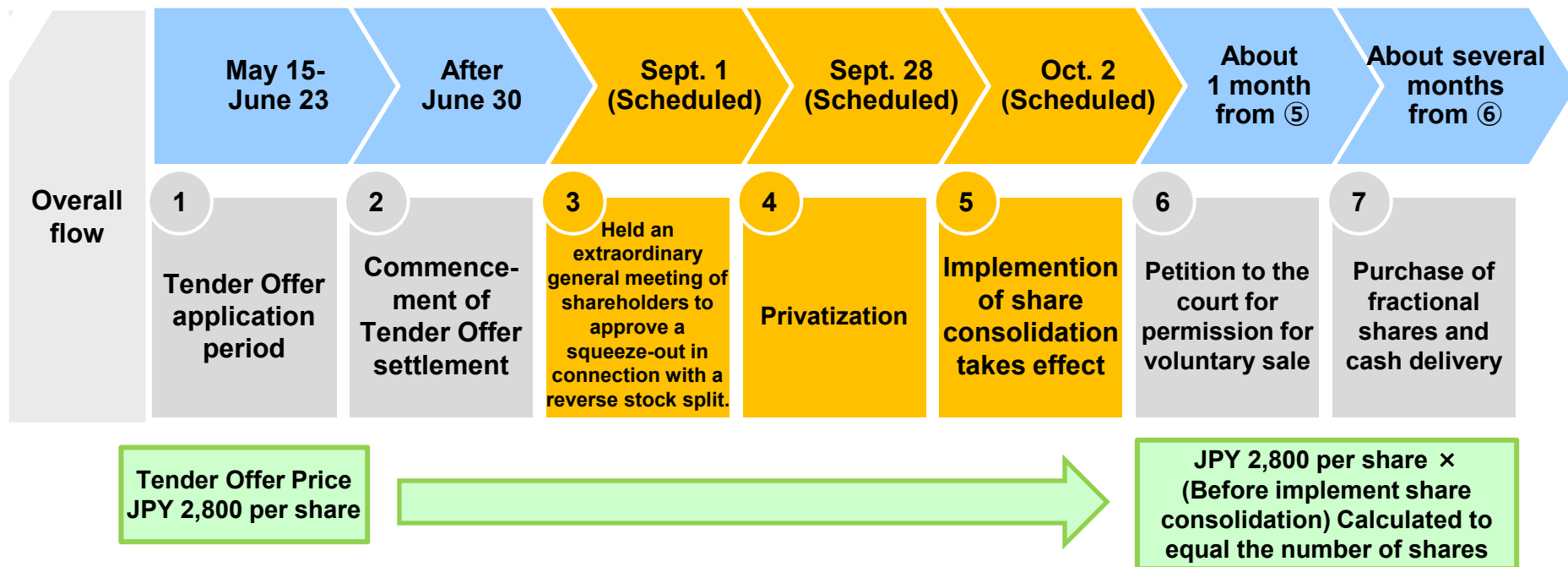


Reverse split of shares

Privatization

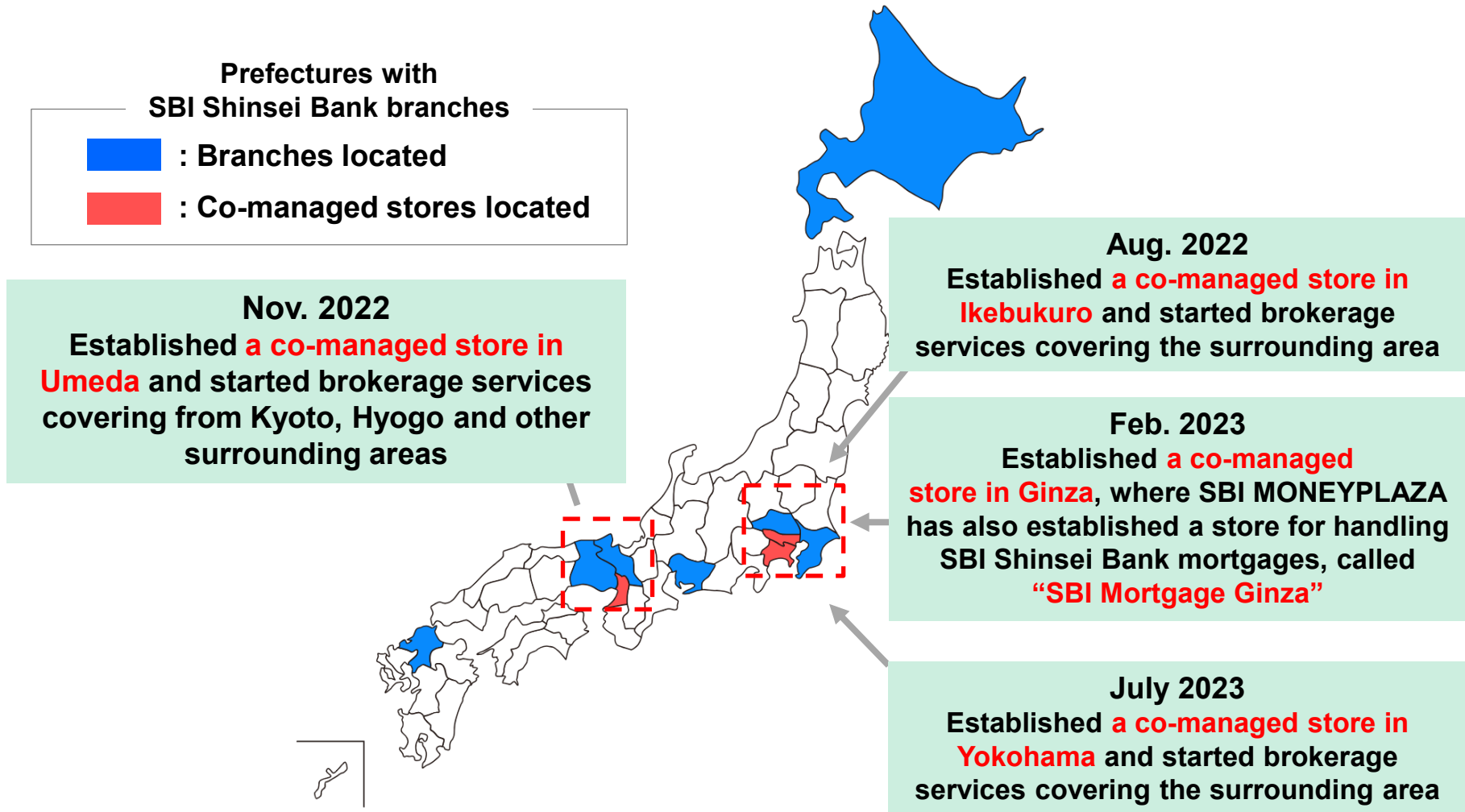
\* Deposit Insurance Corporation of Japan and The Resolution and Collection Corporation

# Schedule for End of Squeeze Out



- ✓ SBI Shinsei Bank's **extraordinary shareholders' meeting** is scheduled for **Sept. 1, 2023**
- ✓ Through an extraordinary shareholders' meeting, the shares will be delisted as of **Sept. 28, 2023**
- ✓ SBI Group plans to purchase fractional shares at the same price as at the time of Tender Offer (JPY 2,800 per share)
- ✓ The purchase of fractional shares (worth approx. JPY 19.3bn) arising from the DIC's share as a result of the squeeze-out **will be treated as a repayment of public funds**




## 2. SBI Shinsei Bank and SBI MONEYPLAZA Began their Fourth Joint Branch Operation



**The amount of AUM at the joint branches have steadily expanded,  
increasing by approx. JPY 100bn in the first year of operation**

### 3. In the Asset Management Business, Aggressively Expand Product Lineup in Anticipation of the Launch of the New NISA

(1) Announced the launch of a total of 14 index funds incorporating ETFs from the world's top three ETF managers during the first quarter of this year

	Country	Company	Names of Funds
1	U.S.		<b>&lt;iShares&gt;</b> SBI・iShares・U.S. Aggregate Bond Index Fund SBI・iShares・Nikkei 225 Index Fund + Six other funds
2	U.S.		<b>&lt;V-Series&gt;</b> SBI・V・U.S. Dividend Appreciation Index Fund SBI・V・Developed All Cap ex U.S. Index Fund + Three other funds
3	U.S.		<b>&lt;Yuki-daruma (snowball)&gt;</b> SBI・Invesco QQQ・NASDAQ100 Index Fund

Of these, the “SBI・Invesco QQQ・NASDAQ100 Index Fund” is the first fund in Japan to incorporate the “Invesco QQQ Trust Series1”, one of the leading ETFs in the United States and the fifth largest ETF listed in the United States with a total net asset value of approximately USD 201.6bn (approximately JPY29.2tn)

Provide series of diversified, low-cost index funds in anticipation of the launch of the “New NISA” in 2024



### 3. In the Asset Management Business, Aggressively Expand Product Lineup in Anticipation of the Launch of the New NISA



(2) Funds of SBI Group's Asset Management Businesses selected for new NISA's growth investment selected products for general investors

#### SBI Asset Management:

Products selected for NISA growth investment: **35**

(Of which selected for cumulative-type investment: **9**)

[Names of funds] \_\_\_\_\_

SBI-V-S&P500 Index Fund, SBI-All Country Index Fund, SBI Emerging Country Index Fund, EXE-i Global Middle & Small Cap Fund

#### SBI Okasan Asset Management:

Products selected for NISA growth investment: **31**

(Of which selected for cumulative-type investment: **1**)

[Names of funds] \_\_\_\_\_

Japan Equities-J-REIT Balance Fund, Japanese High yield Balance Open, Chinese Yuan Sovereign Open, World REIT Selection (Asia)

#### Rheos Capital Works (name change to "SBI RHEOS HIFUMI" planned in April 2024):

Products selected for NISA growth investment: **8**

(Of which selected for cumulative-type investment: **2**)

[Names of funds] \_\_\_\_\_

Hifumi Fund, Hifumi Plus, Hifumi World, Marugoto Hifumi 100

\* Number of applicable products are as of July 10, 2023

**Various diverse portfolios can be created with selected products offered by the SBI Group**

## 4. Considering Joint Establishment of a Venture Fund Targeting Fintech, Digital Space, etc. with Saudi Arabia's ICT Giant "NTG"



**National Technology Group**

**SBI Holdings entered into a Memorandum of Understanding  
with National Technology Group on July 18, 2023**

### **[About NTG]**

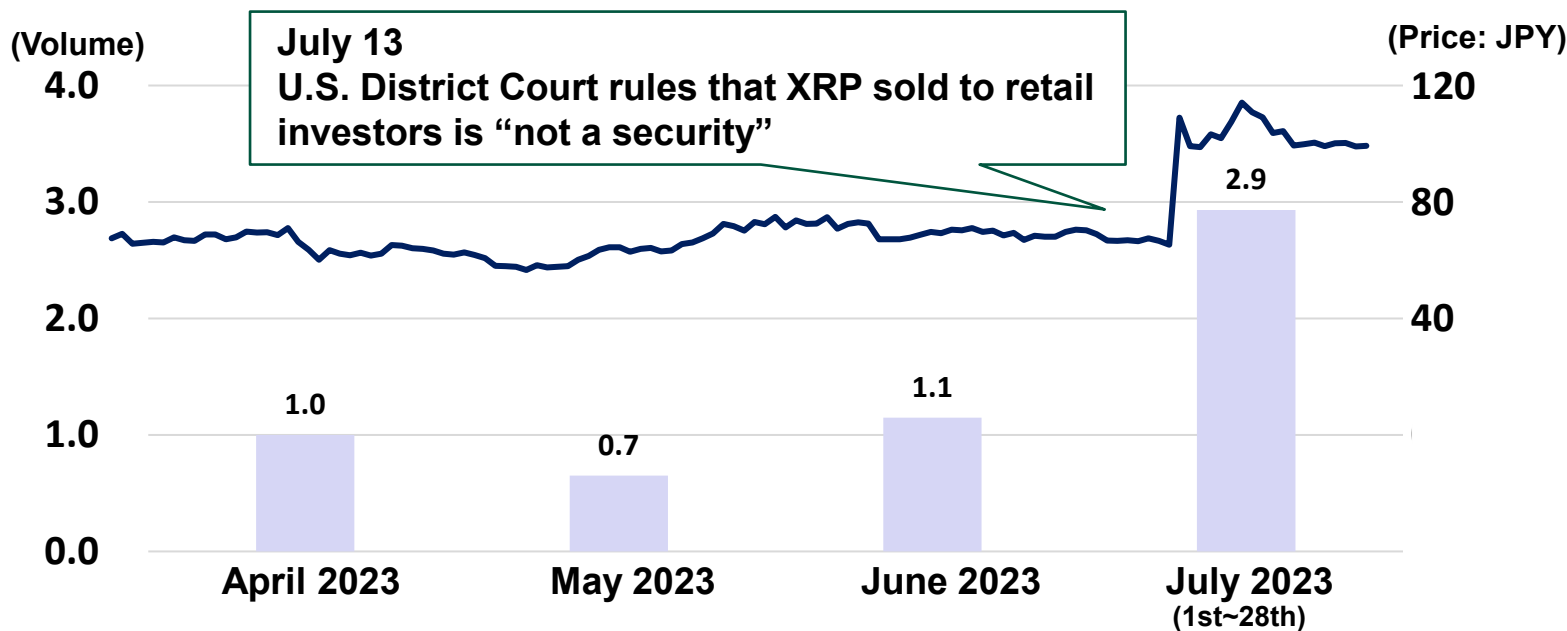
- ✓ **A major ICT company with sales of 1 billion Saudi riyals (approximately JPY 37.5bn) and over 2,000 employees, was founded in Saudi Arabia in 1984**
- ✓ **Under its umbrella, NTG currently operates more than 20 specialized ICT subsidiaries in Saudi Arabia, the Gulf Cooperation Council (GCC), Egypt, Pakistan, Sri Lanka, and Turkey. Moreover, the company is expanding its presence in the fintech sector**

## 5. Trading Volume of XRP in the Crypto Asset Business Increased Significantly Following the Release of the U.S. District Court Ruling in the SEC's Ripple Labs Inc. Lawsuit

- XRP price and trading volume increased significantly in response to a ruling made by the U.S. District Court on July 13 that is thought to be favorable for Ripple Labs Inc.
- U.S. exchanges (Coinbase, Kraken, Bitstamp) immediately relisted XRP after the ruling
- Corporate value of the unlisted Ripple Labs Inc., is expected to increase substantially given the court ruling

### XRP Price and its Trading Volume at SBI VCTrade

(trading volume during April 2023, indexed as 1)



**Trading activity in XRP and other crypto assets is expected to increase**

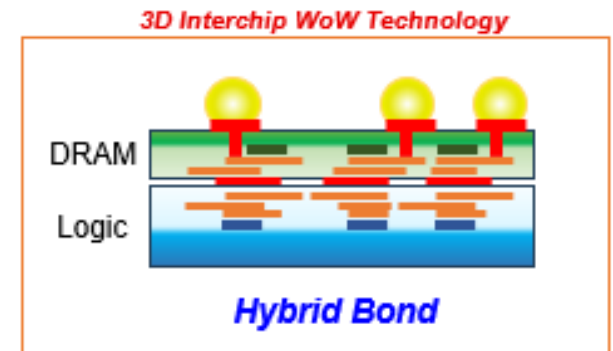
## 6. Preparing to Jointly Establish a Semiconductor Foundry (JSMC) with PSMC, a Major Semiconductor Foundry in Taiwan

### Future Plans

- ◆ Selecting a factory site from among 25 candidates including invitations from local municipalities
- ◆ Expecting to start local inspections of candidate sites during August
- ◆ Planning to gradually build up capacity of production lines starting with 10,000 wafers/month (wpm)
- ◆ Final target of building a stable production system of 40,000 wpm

### Semiconductor-making Features

- (1) In contrast to other foundry companies focusing on semiconductors of 2nm or smaller, JSMC will focus on the **semi-advanced fields of 28/40/55nm or larger**, where the need for automotive semiconductors is strong, accounting for over 90% of total demand
- (2) Introducing PSMC's **leading-edge technology such as Wafer-on-Wafer (WoW)**, which can reduce memory access power by a factor of 1/10, with prospects **for adoption in advanced fields** such as supercomputers



**WoW: A 3D stacking process technology unique to PSMC, which is world's only company develops both logic and memory**

**[Reference material]**

# Number of Companies and Employees of the SBI Group (Consolidated)

## Number of Group companies

	End of Mar. 2023	End of June 2023
Consolidated subsidiaries (companies)	518	524
Consolidated partnerships (partnerships)	62	59
Total consolidated subsidiaries (companies)	580	583
Equity method companies (companies)	63	62
Total Group companies (companies)	643	645

## Number of consolidated employees

	End of Mar. 2023	End of June 2023
Total employees	18,756	19,056

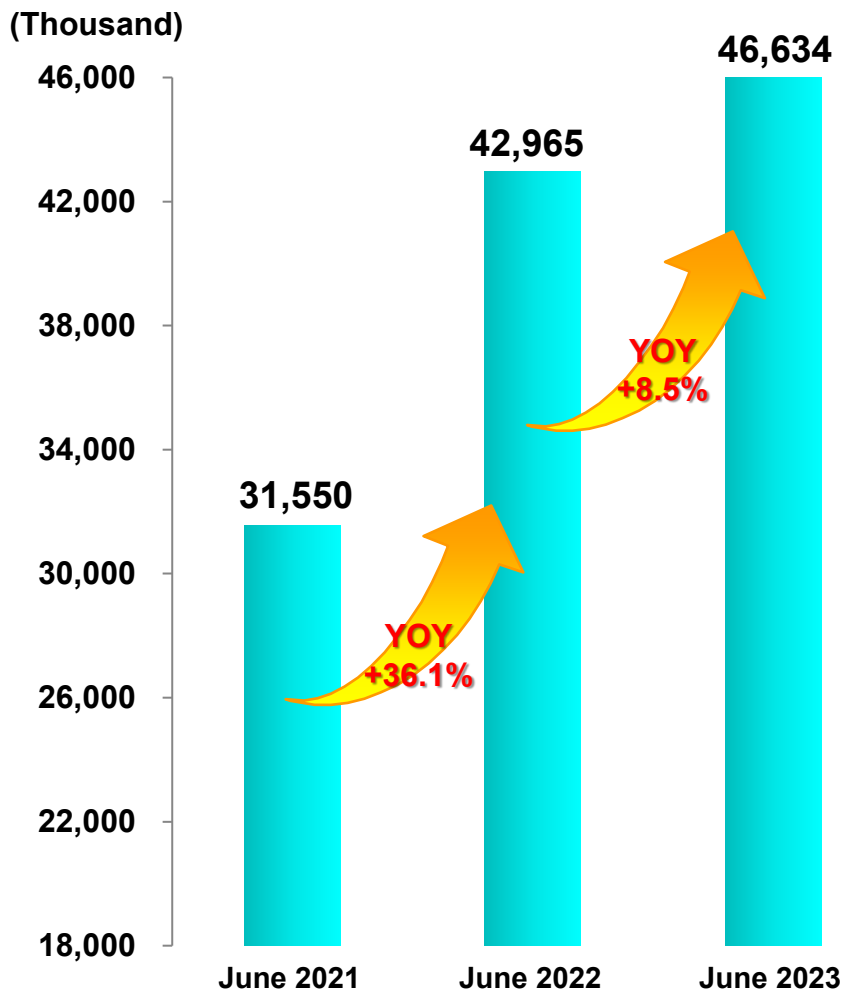
# SBI Group Has a Customer Base of Approximately 47 Million

## - Endeavor towards a Customer Base of 100 Million -



**Breakdown of the Customer Base**  
(As of the end of June 2023)\*1,2 (Thousand)

(Thousand)



SBI SECURITIES SBI NEOMOBILE SECURITIES SBI Neotrade Securities FOLIO	(No. of accounts)	10,462
SBIH InsWeb	(No. of customers)	10,852
E-LOAN	(No. of customers)	3,407
MoneyLook	(Total no. of customer registrations)	951
Wealth Advisor	(Total no. of service users ) *3	1,412
SBI Sumishin Net Bank	(No. of accounts)	6,355
SBI Insurance	(Total no. of contracts)	1,218
SBI Life Insurance	(Total no. of contracts) *4	417
SBI Shinsei Bank	(No. of accounts)	3,227
Lake business	(No. of customers)	829
APLUS	(No. of active cardholders)	4,137
Showa Leasing	(No. of contracts)	294
Others (SBI VC Trade etc.)*5		3,071
<b>Total</b>	—	<b>46,634</b>

\*1 Customers who are not identified as the same person within each service website and overlapping customers among the Group companies may be double counted

\*2 Owing to the reorganization, customer numbers of the Group companies, which were excluded from consolidation, are not included in the figures for the past customer bases

\*3 Includes the number of smartphone app downloads, as provided by Wealth Advisor

\*4 The total number of contracts of SBI Life Insurance includes number of insured persons with group credit life insurance

\*5 Customers of "SBI Point" provided with SBI ID members have been removed because the service is no longer available

*<https://www.sbigroup.co.jp>*