

SBI Holdings, Inc.

Financial Results

**for the Nine-month Period Ended December 31, 2022
(Fiscal Year Ending March 31, 2023)**

February 7, 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. 9M FY2022 Consolidated Performance (IFRS)

9M FY2022 Consolidated Performance (IFRS)

[Year-on-year comparison]

(Unit: JPY million)

	9M FY2021 (Apr. 2021-Dec. 2021)	9M FY2022 (Apr. 2022-Dec. 2022)	YoY % change
Revenue	527,440	Record high* 685,565	+30.0
Profit before income tax expense	366,991 (171,440)	48,108	-86.9 (-71.9)
Profit for the period	339,426 (143,875)	36,026	-89.4 (-75.0)
Profit attributable to owners of the Company	363,353 (132,177)	8,049	-97.8 (-93.9)

* Comparison with past 9M results

* Figures in parentheses for 9M FY2021 exclude one-time factors (gain on negative goodwill of JPY 195.6bn, etc.) recorded when SBI Shinsei Bank became a consolidated subsidiary

[Consolidated performance overview]

- Revenue increased 30.0% year-on-year to JPY 685.6bn, which was historical high for a 9M period, **largely due to a significant increase in revenue from the Financial Services Business (92.4% year-on-year to JPY 637.6bn)**
- Profit before income tax expense in **the Financial Services Business decreased 58.4% year-on-year to JPY 113.6bn**. However, **excluding the impact of one-time factors (such as gain on negative goodwill of JPY 195.6bn)** recorded when SBI Shinsei Bank became a consolidated subsidiary in the same period of the previous year, **profit increased 46.1% year-over-year**
- Although the Financial Services Business performed well as mentioned above, the Investment Business incurred **a fair value loss of approximately JPY 46.0bn in a 9M period of this fiscal year due to the decline in the share prices of some overseas-listed stocks, including TPBank** (Group's equity ratio: 19.9%), **a listed stock in Vietnam** and the Bank of Japan's sudden decision on Dec. 20, 2022 to tweak its monetary easing measures caused **the yen to appreciate sharply, resulting in a foreign exchange loss of approximately JPY 15.7bn on unlisted overseas stocks**. In addition, **Crypto-asset Business was significantly impacted by a loss of JPY 17.3bn** (mainly composed of approximately JPY 9bn in the mining business and approximately JPY 5bn in B2C2) . Furthermore, profit before income tax expense in the 9M of this fiscal year, reflect the sluggish crypto asset market and the bankruptcy of some business partners. Consolidated profit before income tax expense decreased 86.9% year-on-year to JPY 48.1bn due largely to the above factors. (decrease of 71.9% year-on-year, excluding the impact of the one-time factor of SBI Shinsei Bank becoming a consolidated subsidiary in the same period of the previous fiscal year)
- Profit attributable to owners of the Company decreased 97.8% year-on-year to JPY 8.0bn. The main reasons for the losses were **the fair value loss of JPY 35.4bn on TPBank stock in Vietnam recorded during 9M of FY 2022**, in which the Company directly invests, and **a large loss at a Crypto-asset Business subsidiary**, in which the Company has a large stake

9M FY2022 Performance by Segment (IFRS)

[Year-on-year comparison]

(Unit: JPY million)

Revenue

Profit Before Income

Tax Expense

	9M FY2021 (Apr. 2021– Dec. 2021)	9M FY2022 (Apr. 2022– Dec. 2022)	YoY % change / YoY change (amt.)	9M FY2021 (Apr. 2021– Dec. 2021)	9M FY2022 (Apr. 2022– Dec. 2022)	YoY % change / YoY change (amt.)
Financial Services Business	331,392	637,606	+92.4	273,316 (77,765)	113,642	-58.4 (+46.1)
Asset Management Business	12,478	13,608	+9.1	3,001	2,227	-25.8
Investment Business	139,467	-2,611	-142,078 (JPY million)	105,176	-33,177	-138,353 (JPY million)
Crypto-asset Business	32,438	24,346	-24.9	3,442	-17,323	-20,765 (JPY million)
Non-Financial Business	15,509	20,102	+29.6	-8,674	-1,082	+7,592 (JPY million)

* Profit before income tax expense in the Financial Services Business segment 9M FY2021 includes a one-time factor (gain on negative goodwill of JPY 195.6bn, etc.) recorded when SBI Shinsei Bank became a consolidated subsidiary. The year-on-year change amount in the parentheses below is the percentage change excluding the one-time factor.

* Figures are before elimination of the inter-segment transactions.

* 9M FY2021 results are restated to reflect the new segment category.

* Non-Financial Business include the Biotechnology, Healthcare & Medical Informatics Business, Web3 related businesses.

FY2022 Quarterly Revenue by Segment (IFRS)

Revenue

(Unit: JPY million)

	FY2022		
	1Q (Apr.-June 2022)	2Q (July-Sept. 2022)	3Q (Oct.-Dec. 2022)
Financial Services Business	190,094	213,017	234,495
Asset Management Business	4,109	4,246	5,253
Investment Business	21,606	8,276	-32,493
Crypto-asset Business	12,984	7,550	3,812
Non-Financial Business	7,006	7,373	5,723

* Figures are before elimination of the inter-segment transactions.

* Non-Financial Business include the Biotechnology, Healthcare & Medical Informatics Business, Web3 related businesses.

FY2022 Quarterly Profit Before Income Tax Expense by Segment (IFRS)

Profit Before Income Tax Expense

(Unit: JPY million)

	FY2022		
	1Q (Apr.-June 2022)	2Q (July-Sept. 2022)	3Q (Oct.-Dec. 2022)
Financial Services Business	27,816	41,810	44,016
Asset Management Business	717	629	881
Investment Business	9,122	-4,328	-37,971
Crypto-asset Business	-9,688	-3,093	-4,542
Non-Financial Business	2,018	-1,434	-1,666

* Figures are before elimination of the inter-segment transactions.

* Non-Financial Business include the Biotechnology, Healthcare & Medical Informatics Business, Web3 related businesses.

Current Situation Regarding Consolidated Financial Results for FY2022 (1)

① Events Contributing to Consolidated Results for FY2022

- (i) **Subsidiary Morningstar Japan decides to return the “Morningstar” brand to Morningstar, Inc. of the U.S. In return, the SBI Group expects to receive approximately JPY 8bn from Morningstar, Inc. during FY2022**
- (ii) **Acquisition of additional shares of TPBank, a listed stock in Vietnam, to raise the Group’s equity ratio from the current 19.9% to 20.0% and making it an equity method affiliate is expected to result in a fair value gain of approximately JPY 4.7bn due to the reverse of the book value. TPBank’s results will be incorporated into the Financial Services Business segment from February 2023, instead of recording valuation gains/losses due to stock price fluctuations**

Current Situation Regarding Consolidated Financial Results for FY2022 (2)

② Recovery of cash through dividends and initial public offerings

(i) Receipt of dividends from subsidiaries, etc. (dividend forecast, etc. already announced)

Company Name	The SBI Group Shareholding Ratio (%)	Dividends (JPY billion)
SBI Sumishin Net Bank	50.0	15.00
SBI SAVINGS BANK *1	100.0	9.92
TPBank *1	20.0	4.35
Morningstar Japan *2	52.6	0.60
SBI Insurance Group	68.9	0.17
SBI Leasing Services	66.3	0.05
ARUHI	53.5	0.48
CHANGE	27.1	0.14
Medical Data Vision	22.7	0.05

Total amount is JPY 30.8bn

If SBI Shinsei Bank and SBI FinTech Solutions were to pay dividends at the same per-share rate as in the previous fiscal year, an additional approximately **JPY 1.5 bn** would be added

(ii) Partial sale of stocks in subsidiaries and other companies at the time of initial public offerings

- Rheos Capital Works has already applied for listing on the Tokyo Stock Exchange on September 2, 2022
- SBI Sumishin Net Bank has already applied for listing on the Tokyo Stock Exchange on October 7, 2022
- SBI Biotech and SBI ALApromo are currently in the process of preparing for an initial public offering

*1 Dividends are calculated as follows: 1KRW=JPY0.1055, 1VND=JPY0.0055

*2 Dividends of Morningstar Japan are based on a year-end dividend of JPY 9.75 plus a commemorative dividend of JPY3. The SBI Group's ownership ratio is calculated based on the assumption that the tender offer for 10 million Morningstar Japan shares by SBI Global Asset Management as announced on January 27, 2023 is completed.

Effective Use of Cash Collected through Dividends Received and Initial Public Offerings of Group Companies to Strengthen M&A Strategies Going Forward

[M&A results since April 2021]

Date Incorporated into the SBI Group	Company Name
June 2021	Tozai Asset Management
August 2021	FOLIO Holdings
September 2021	SBINFT (Formerly: SmartApp)
October 2021	FXcoin
December 2021	SBI Shinsei Bank (Formerly: Shinsei Bank)
June 2022	CHANGE
July 2022	BITPoint Japan
September 2022	The Global
November 2022	ARUHI
November 2022	Okasan Asset Management
November 2022	SBI REIT Advisors (Formerly: Sojitz REIT Advisors)
January 2023	gumi
February 2023 (Plan)	CREAL

Basic Policy on Shareholder Returns

The total amount of dividends plus share buybacks will be approximately 30% of profit before income tax expense in the Financial Services Business for the time being

■ Dividend forecast (result) per share

	Interim	Year-end	Full-year
FY2022	JPY 30*	TBD	TBD
FY2021 (result)	JPY 30	JPY 120	JPY 150

* Interim dividend for the FY2022

Following the Previous Fiscal Year, will Conduct Shareholder Benefits for FY2022

[Details of shareholder benefits] * Shareholders listed or recorded in the shareholder register as of Mar. 31, 2023 are eligible.

Details	Qualified shareholders	Shareholders who have <u>held shares for more than 1 year</u> and who hold <u>1,000 (10 units) or more shares</u> as of Mar. 31, 2023	For shareholders other than on the left column, those who hold <u>100 shares (1 unit) or more</u> , as of Mar. 31, 2023
Crypto-asset XRP		<u>Equivalent to JPY8,000</u> (*1)	<u>Equivalent to JPY2,000</u> (*1)

*1: XRP conversion is expected to be based on the exchange rate as of July 31, 2023

[Products distributed by SBI ALApromo can also be selected]



ALA PLUS GOLD EX (60 capsules)	<u>One</u>	<u>One</u>
“Hatsugagenmai no Sokojikara” (160g)	<u>Three</u>	<u>Three</u>
ALA PLUS NMN (60 capsules)	<u>One</u>	—
ALA PLUS Cosmetic Series 4 products *2	<u>One each</u>	—

*2 ALA PLUS Moisturizing Cream, ALA PLUS Essential Lotion, ALA PLUS Concentrate Serum, ALA PLUS Body Cream Alapi

* In addition, all shareholders, including those who hold less than 1 unit (1–99 shares), will receive 1 discount coupon for a preferential discount of 50% from the regular prices of all SBI ALApromo dietary supplements and cosmetics.

II. Business Overview of Core Businesses

1. Financial Service Business

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

	9M FY2021 (Apr. 2021 – Dec. 2021)	9M FY2022 (Apr. 2022 – Dec. 2022)	YoY (%)
Revenue	331,392	637,606	+92.4
Profit before income tax expense	273,316 (77,765)	113,642	-58.4 (+46.1)

- Financial Services profit before income tax expense declined 58.4% YoY to JPY113.6 billion. However, **excluding the impact of temporary factors (gain on negative goodwill, etc. of JPY 195bn) recorded when SBI Shinsei Bank became a consolidated subsidiary in 3Q FY2021, profit increased 46.1% YoY**

* Figures in parentheses for profit before income tax expense exclude the impact of temporary factors (gain on negative goodwill, etc. of 195.6 billion yen) recorded when SBI Shinsei Bank became a consolidated subsidiary of SBI Holdings

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 126.5bn in operating revenue (+1.2% YoY) and JPY 44.1bn in operating income (-3.1% YoY) for 9M FY2022 on a J-GAAP basis in an unstable market situation
- SBI SECURITIES is advancing toward the **realization of its Neo-securities initiative during 1H FY2023**, by strengthening its system structure to handle the increase in customer base in line with the Neo-securities initiative

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 9M FY2022

Consolidated Results (J-GAAP)

[Year-on-year comparison]

(Unit: JPY million)

	9M FY2021 (Apr. 2021 – Dec. 2021)	9M FY2022 (Apr. 2022 – Dec. 2022)	YoY (%)
Operating revenue	125,099	126,584	+1.2
Net operating revenue	118,013	117,021	-0.8
Operating profit	45,529	44,131	-3.1
Ordinary profit	45,642	42,929	-5.9
Profit attributable to owners of the Company	30,680	29,934	-2.4

Comparison of Financial Results with Major Securities Companies

[Year-on-year comparison]

(Unit: JPY million)

Operating Income

Profit attributable to
owners of the Company

	9M FY2021 (Apr. 2021– Dec. 2021)	9M FY2022 (Apr. 2022– Dec. 2022)	YoY % change / YoY change (amt.)	9M FY2021 (Apr. 2021– Dec. 2021)	9M FY2022 (Apr. 2022– Dec. 2022)	YoY % change / YoY change (amt.)
SBI SECURITIES (Consolidated)	45,529	44,131	-3.1	30,680	29,934	-2.4
Nomura Securities (Non-consolidated)	64,376	32,315	-49.8	61,011	23,810	-61.0
Daiwa Securities (Non-consolidated)	70,095	2,485	-96.5	52,275	5,644	-89.2
SMBC Nikko Securities (Non-consolidated)	58,072	-26,411	-84,483 (JPY million)	42,082	-22,060	-64,142 (JPY million)
Mitsubishi UFJ Morgan Stanley Securities (Non-consolidated)	40,884	26,549	-35.1	30,976	23,279	-24.8
Mizuho Securities (Non-consolidated)	64,034	18,262	-71.5	22,666	22,229	-1.9

* All figures are based on J-GAAP

Source: Compiled by SBI based on disclosed materials of each company

Comparison of Operating Income with Online Securities, Second-tier and Mid-tier Securities Companies

(Unit: JPY million)

		9M FY2021 (Apr. 2021-Dec. 2021)	9M FY2022 (Apr. 2022-Dec. 2022)	YoY % change/ YoY change
	SBI SECURITIES (consolidated)	45,529	44,131	-3.1
Online securities companies	Rakuten Securities (consolidated)	9,954	13,626	+36.9
	Matsui Securities (non-consolidated)	9,953	8,666	-12.9
	GMO Financial Holdings (consolidated)	9,336	5,757	-38.3
	au Kabucom Securities (non-consolidated)	4,160	2,941	-29.3
	Monex Group (consolidated)	16,629	2,398	-85.6
Second-tier, mid-tier securities companies	Tokai Tokyo Financial Holdings (consolidated)	9,294	3,542	-61.9
	IwaiCosmo Holdings (consolidated)	4,159	3,500	-15.8
	Ichiyoshi Securities (consolidated)	2,970	995	-66.5
	Marusan Securities (consolidated)	2,891	266	-90.8
	OKASAN SECURITIES GROUP (consolidated)	5,036	-1,948	-6,984 (JPY million)

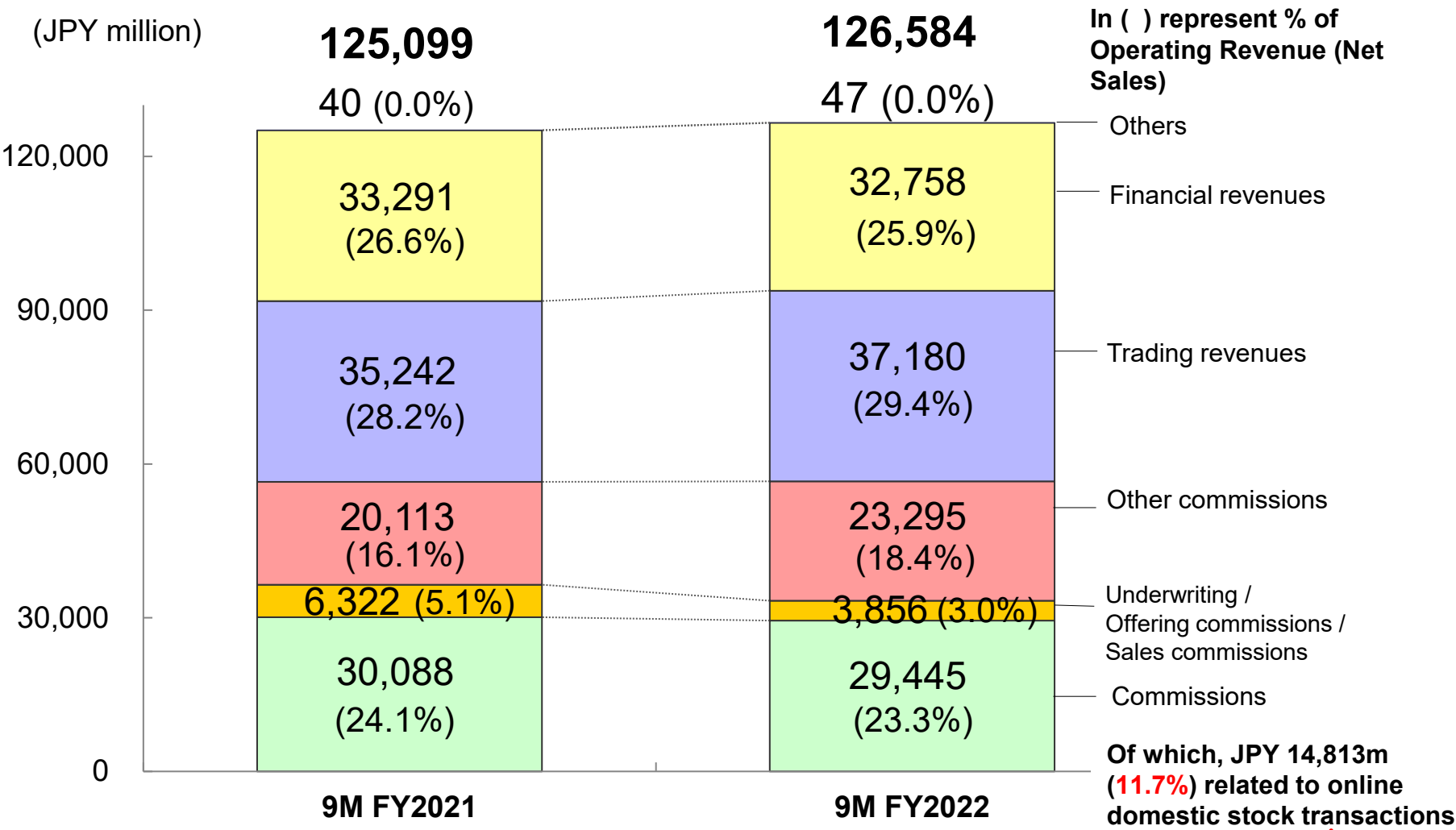
Note 1: Monex Group uses IFRS; the amount of Monex Group "Operating income" represented above is "The amount equivalent to operating income" disclosed by Monex

Note 2: Since GMO Financial Holdings' and Rakuten Securities' fiscal year ends in December, figures for the period from Apr. 2022 to Dec. 2022 are used

Note 3: Compiled by SBIH from the information on websites of each company

Note 4: Second-tier, mid-tier securities companies are listed as those with net operating revenues of at least JPY 10bn

SBI SECURITIES' Consolidated Operating Revenue (Net Sales) Structure for 9M FY2022

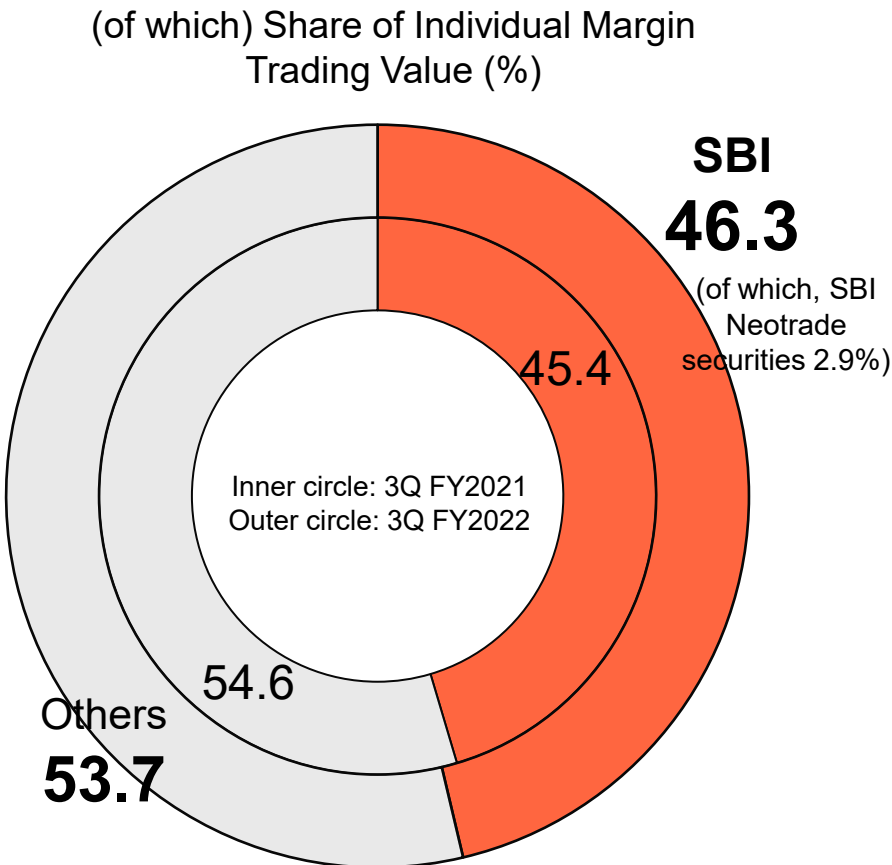
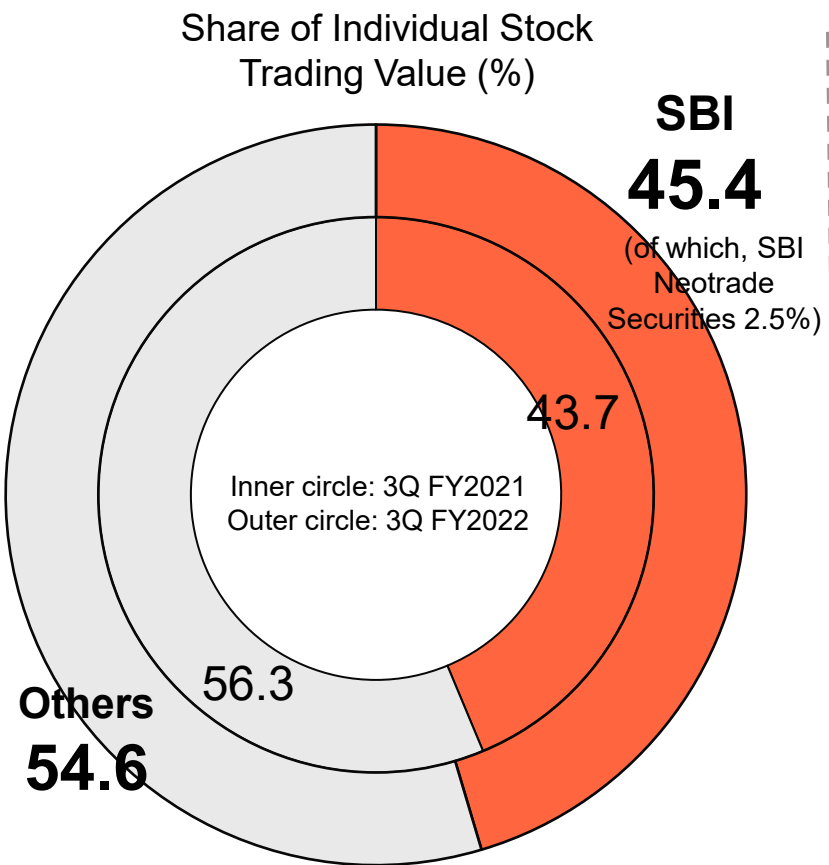


(Based on J-GAAP)

The ratio declined further from 2Q FY2022 (12.3%)

SBI Group's Share of Individual Stock Trading Value

Exceeds 45% and is Further Expanding



<Share is calculated with the individual stock trading value and individual margin trading value of both the markets combined, including that of ETF and REIT trading value, respectively>

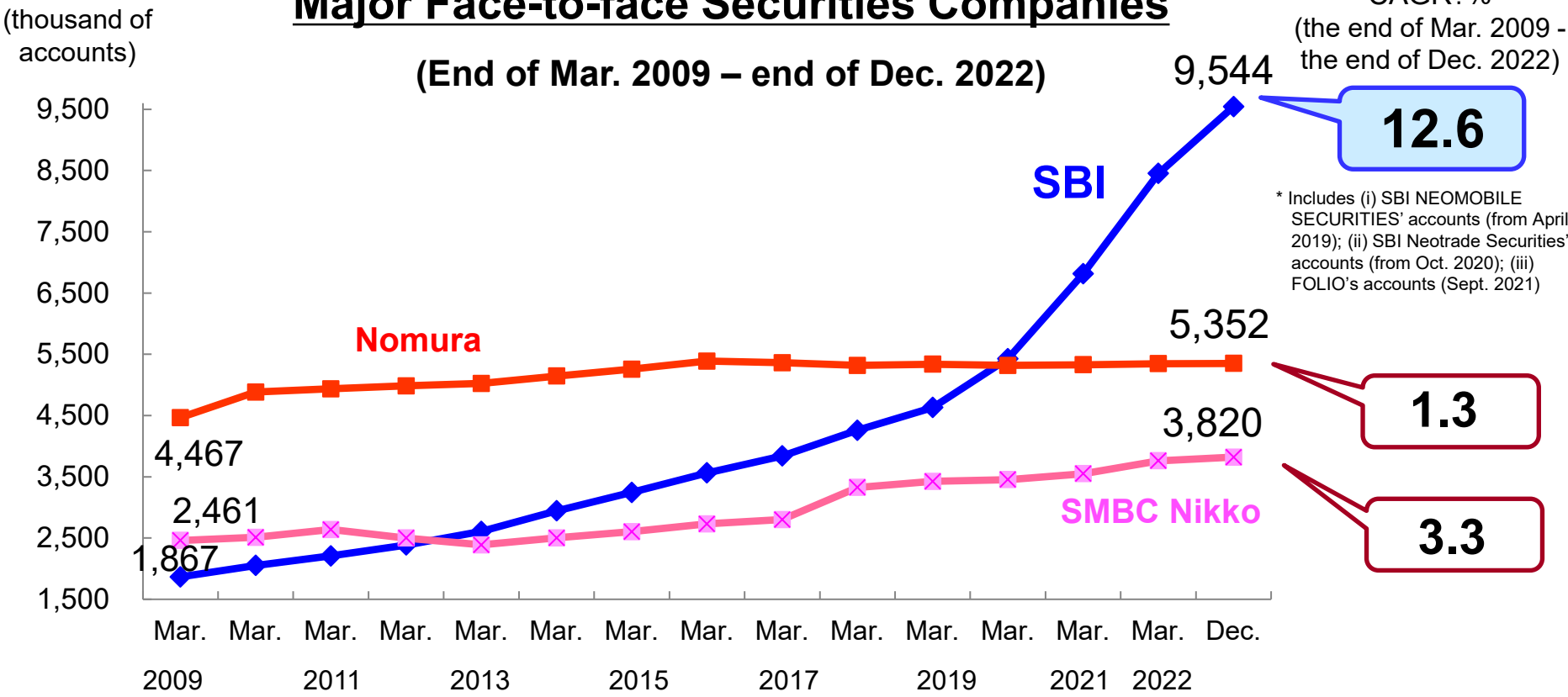
*Share is calculated by dividing each company's individual stock trading value or individual margin trading value with the whole individual stock trading value and individual margin trading value of the Tokyo Stock Exchange etc., including that of ETF and REIT trading value, respectively
Source: Compiled by SBI SECURTIES based on statistical data by the Tokyo Stock Exchange and websites of each company.



SBI Group Has the Largest Number of Accounts in the Industry

Trend of the Number of Accounts of SBI Group and Major Face-to-face Securities Companies

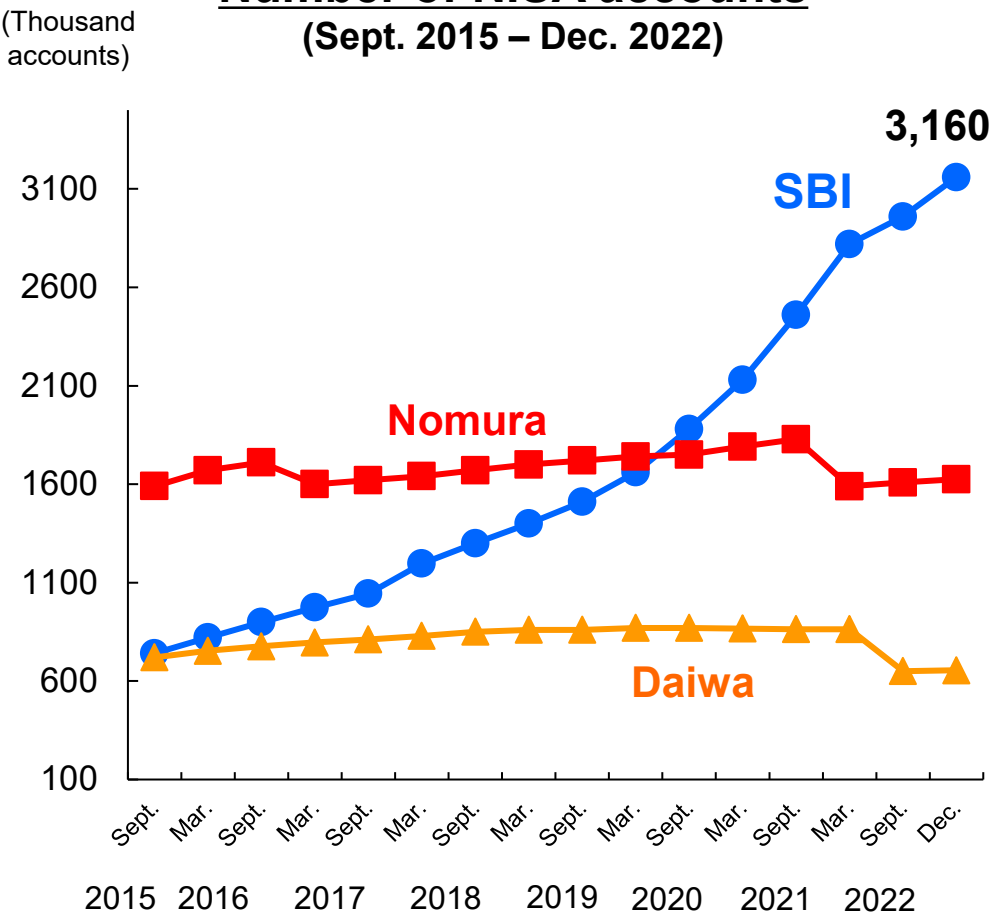
(End of Mar. 2009 – end of Dec. 2022)



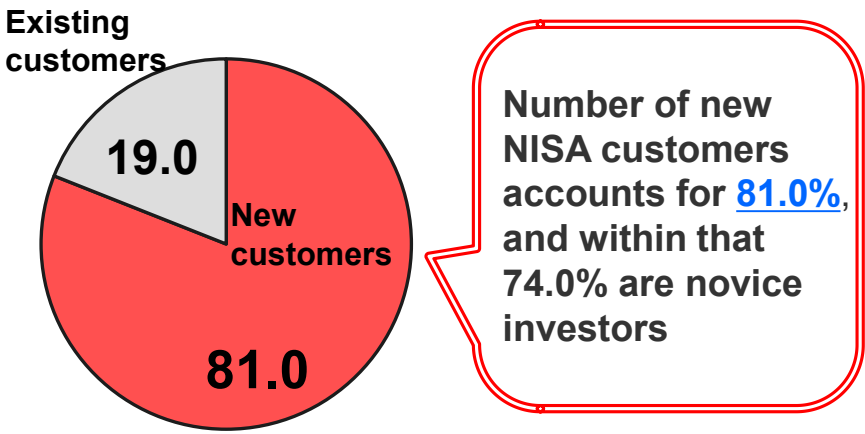
Further increase in the number of accounts is expected through the Neo-securities initiative

Attracted a Large Number of Neophyte Investors Through Newly Opened NISA Accounts

Number of NISA accounts
(Sept. 2015 – Dec. 2022)



NISA's customer attribute of SBI SECURITIES



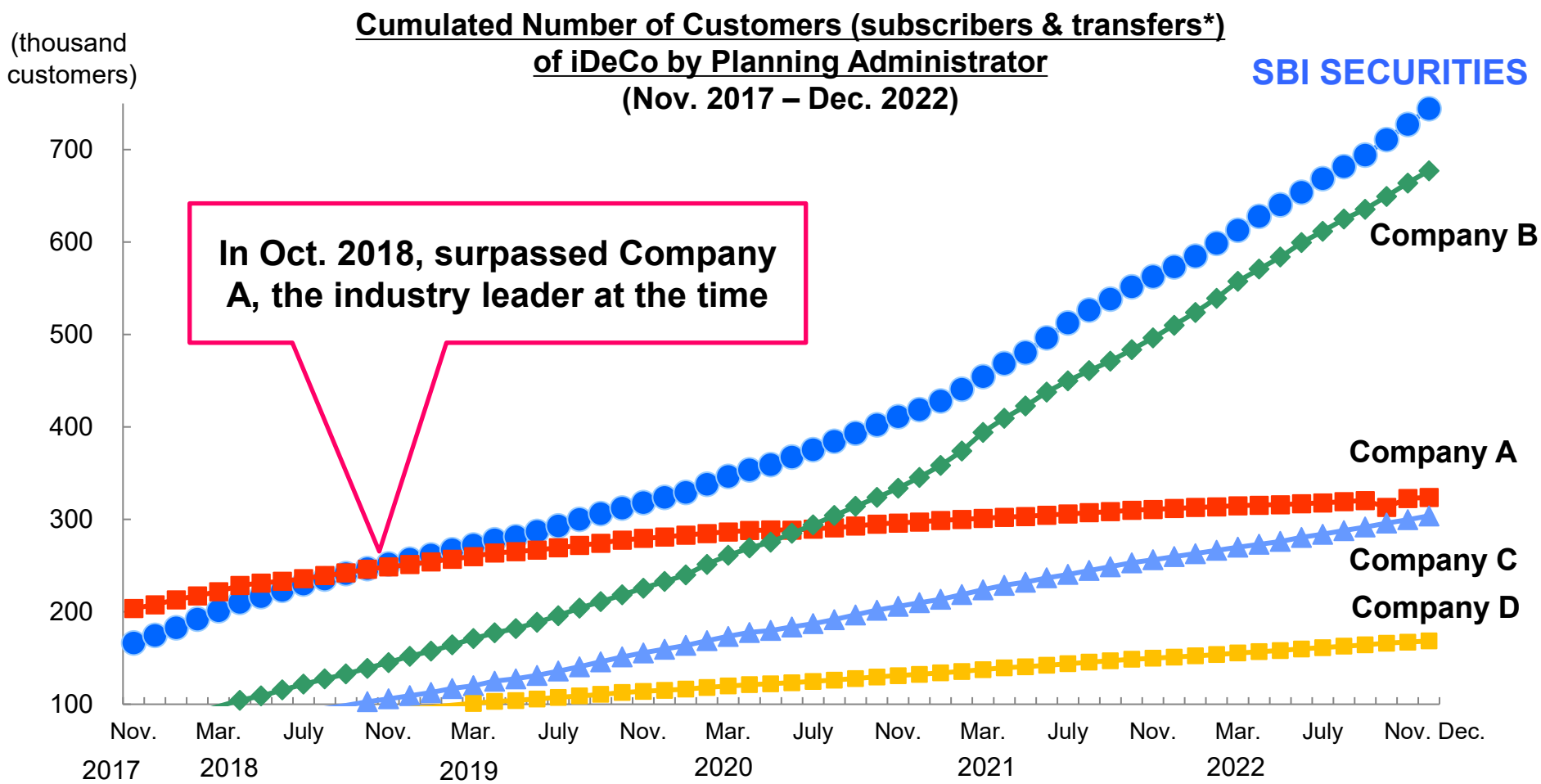
SBI SECURITIES' number of Junior NISA accounts reached about 284 thousand, accounting for approx. 30% of the entire securities industry's Junior NISA accounts

*1 Includes the number of Junior NISA accounts
*2 Amounts are rounded to the nearest JPY thousand
*3 The number of accounts are as of the end of December 2022, compiled by SBIH from the information on website of each company
*4 Nomura Securities excluded deemed discontinued accounts from Mar. 2022, SBI and Daiwa Securities excluded them from FY 2022



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

- SBI Shinsei Bank starts introduction of SBI SECURITIES' iDeCo from February -

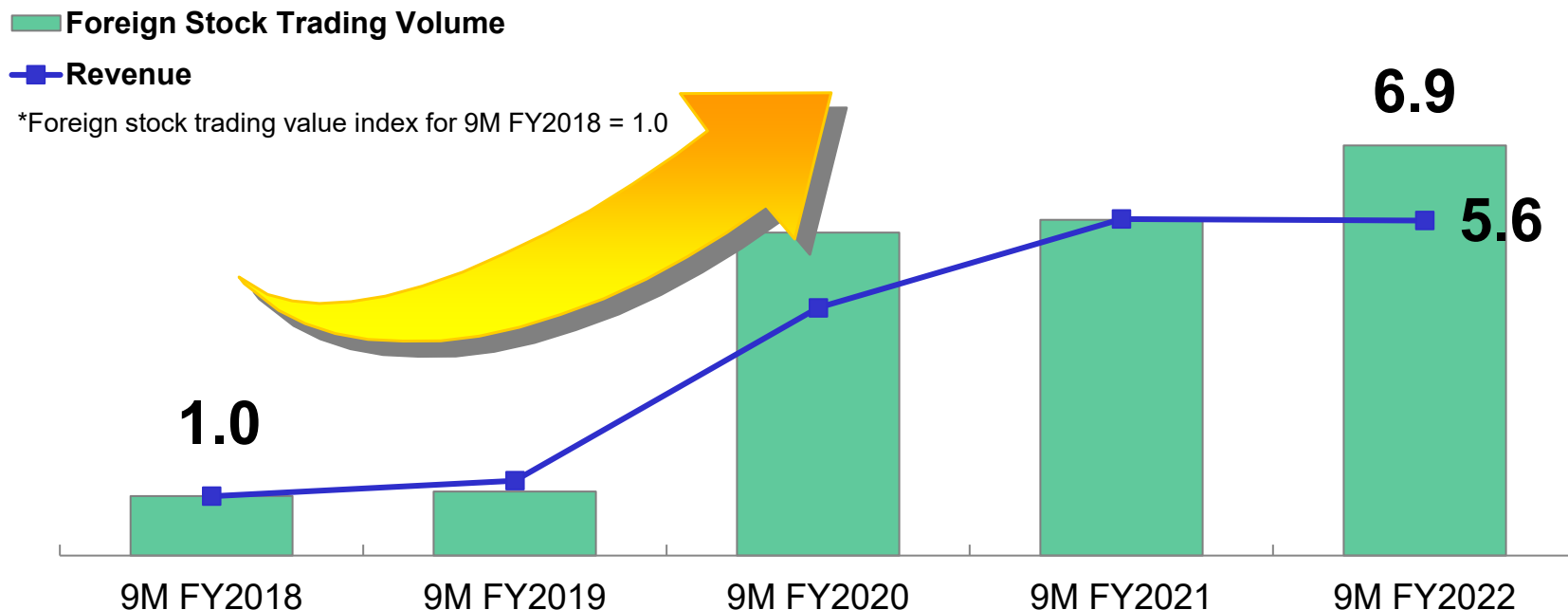


*Cumulative total number of subscribers and transfers announced by the National Pension Fund Association
Source: Briefing paper of the National Pension Fund Association (partially includes estimates by SBI)

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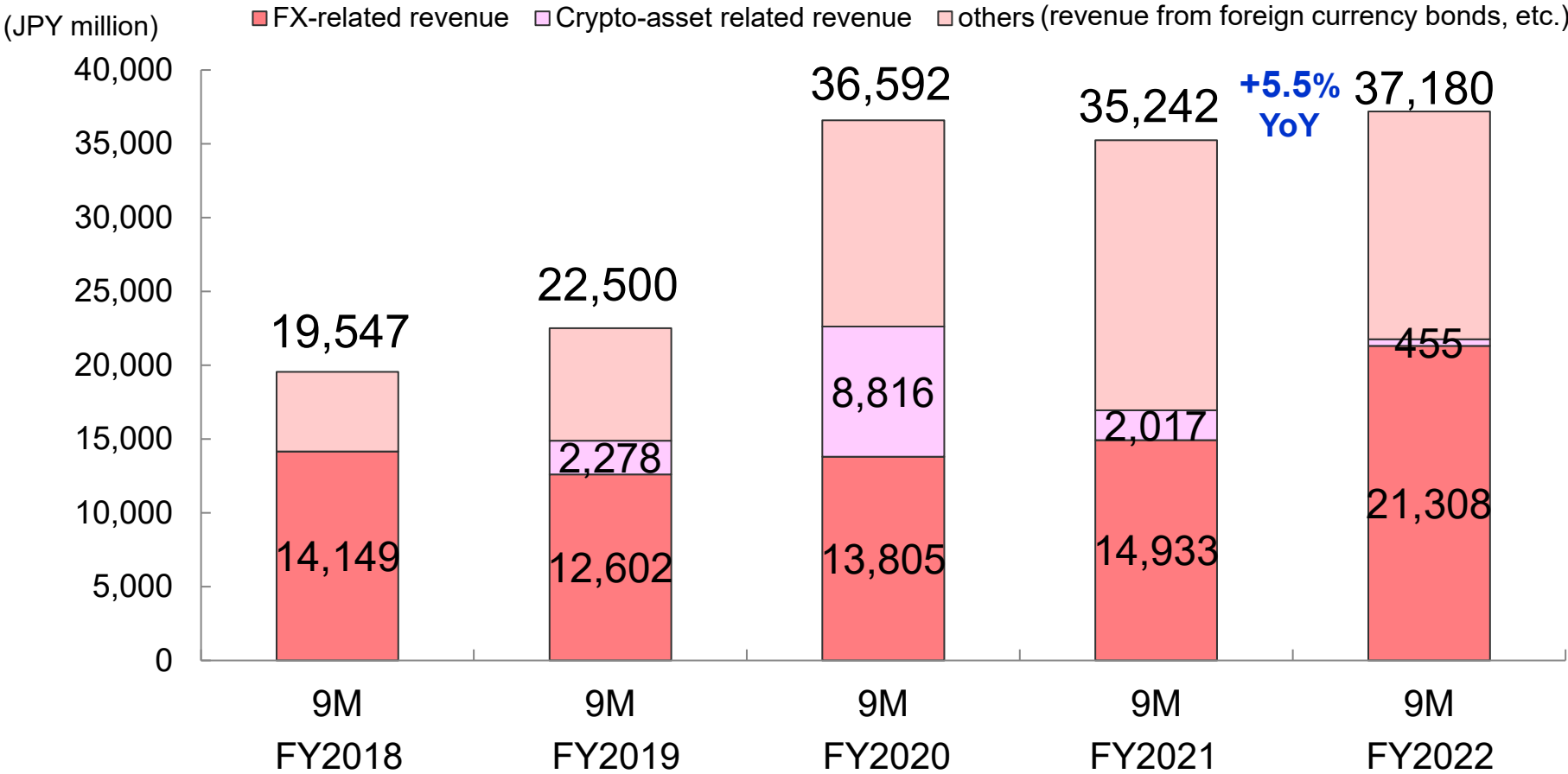
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Trend of SBI SECURITIES' Foreign Stock Trading Volume and Revenue



- **Trading volume of foreign stock reached record high** for 9M FY2022, **as revenue remains high** as well
- Will continue to expand related services such as offering of “substitute securities service” in Jan. 2023, which enables customers to use not only U.S. dollars but also U.S. stocks as margin for margin trading of U.S. stocks

Trading Revenue Becomes One of the Pillars of Revenue by Strengthening of the FX Business



SBI VC Trade is not being consolidated by SBI SECURITIES from 3Q FY2022 due to an intra-group reorganization where SBI VC Trade has been transferred under the intermediate holding company for Crypto-asset Business

Achieved Significant Growth in Revenue and Profit in FX-Related Business Against a Backdrop of Rising Foreign Exchange Transactions due to Volatility in the Market

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

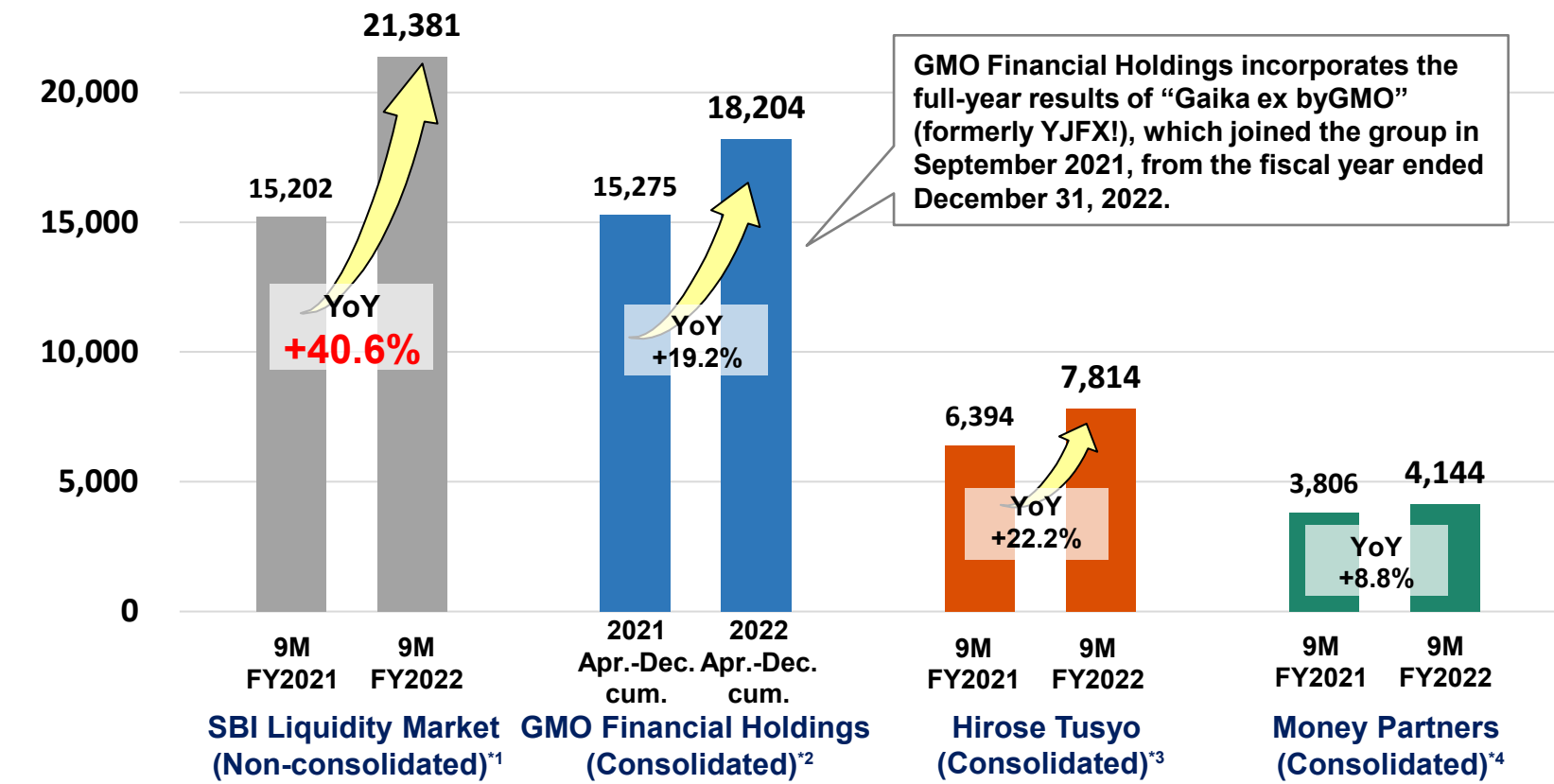
	9M FY2021 (Apr. 2021 – Dec. 2021)	9M FY2022 (Apr. 2022 – Dec. 2022)	YoY (%)
Operating revenue	18,539	Record high 22,574	+21.7

- The dollar-yen exchange rate rapidly depreciated against the yen from JPY121 per dollar to the JPY151 per dollar level between April and October 2022, and subsequently quickly reverted towards JPY130 per dollar level. Due to the rapid increase of foreign exchange trading following the above move, **SBI Liquidity Market** also saw a significant increase in transactions and achieved its highest operating revenue for the first nine months of the fiscal year
- SBI FXTRADE, a subsidiary of SBI Liquidity Market, also achieved a significant increase in revenue and profit compared to the same period of the previous fiscal year due to active promotional campaigns and other measures

1.(1)Securities business: ② Diversification of revenue source

SBI Liquidity Market, which is Responsible for the FX-related Business of the SBI Group, Boasts Overwhelmingly Strong Profitability Compared to Other Companies Specializing in FX

(JPY million) Comparison of OTC FX revenues of FX specialized companies for cumulative 9M FY2022 (Apr.-Dec. 2022) and for the same period last year



*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-4Q FY ending December 2021 and FY ending December 2022 in the company's disclosure materials. Includes revenue from binary options, etc.

*3 Hirose Tusyo's operating revenue for the first nine months of the fiscal year ended March 31, 2022, and fiscal year ending March 31, 2023, is shown as OTC FX revenue

*4 Money Partners' net operating revenue for the first nine months of the fiscal year ended March 31, 2022, and fiscal year ending March 31, 2023, is shown as OTC FX revenue

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

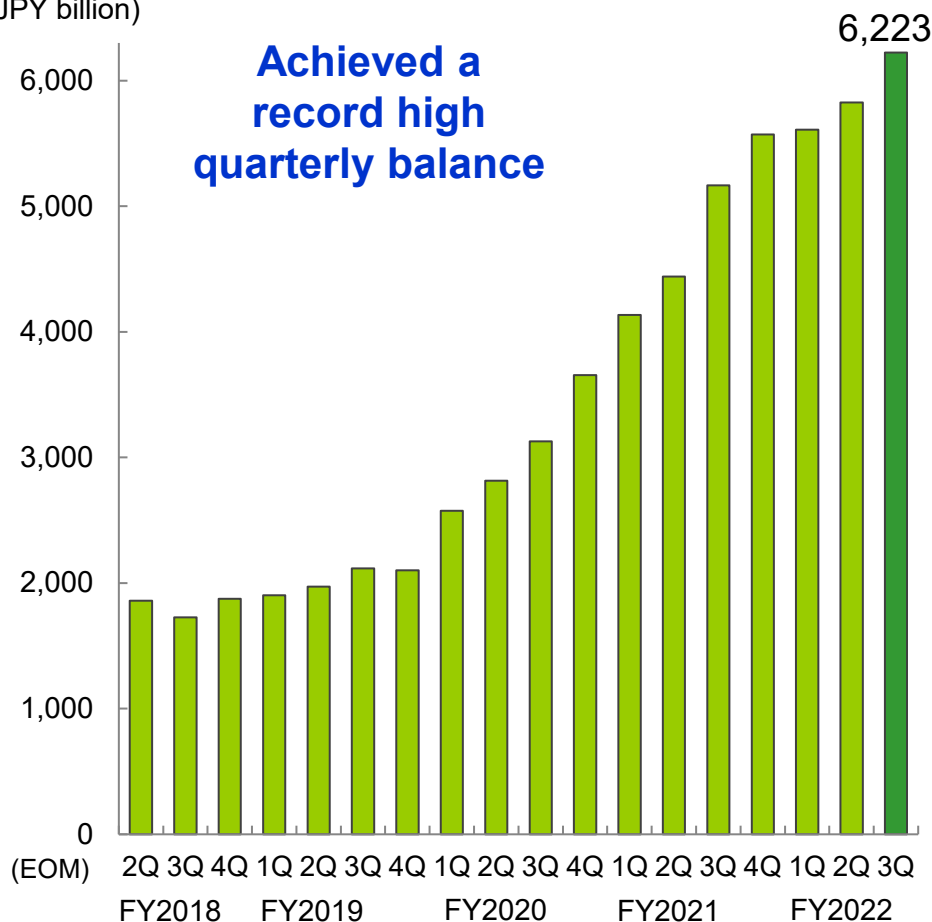
1.(1)Securities business: ② Diversification of revenue source

Further Increase the Balance of Investment Trusts through Purchases Using Shared Points and Accumulation Services via Credit Cards

Investment Trust Balance*

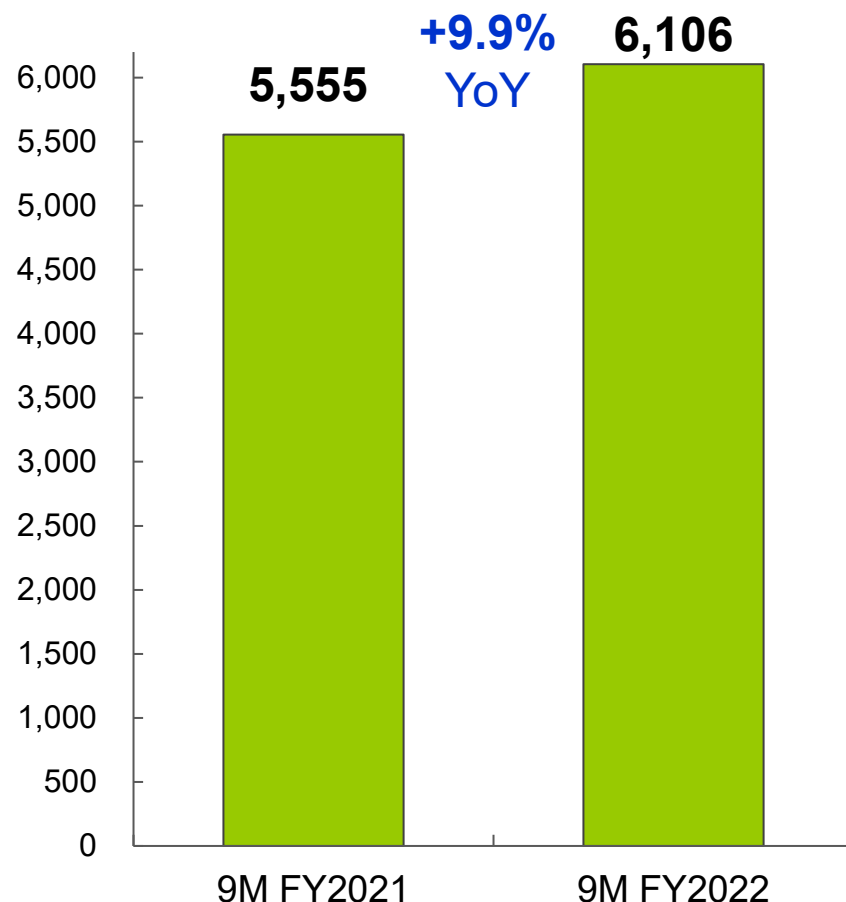
(JPY billion)

Achieved a record high quarterly balance



(JPY million)

Investment Trust Fees



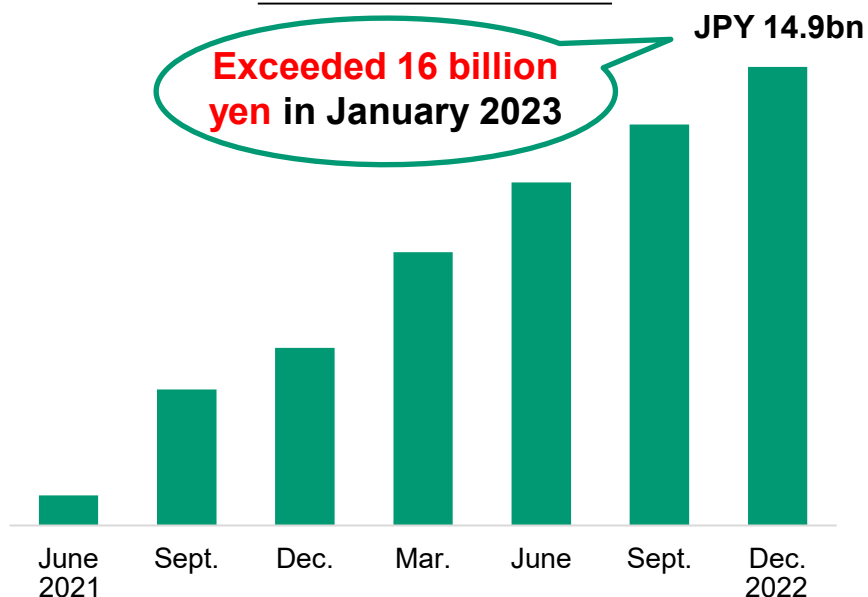
*Figures for balance of investment trusts includes domestic and overseas ETFs and foreign currency-denominated MMFs

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1.(1)Securities business: ② Diversification of revenue source

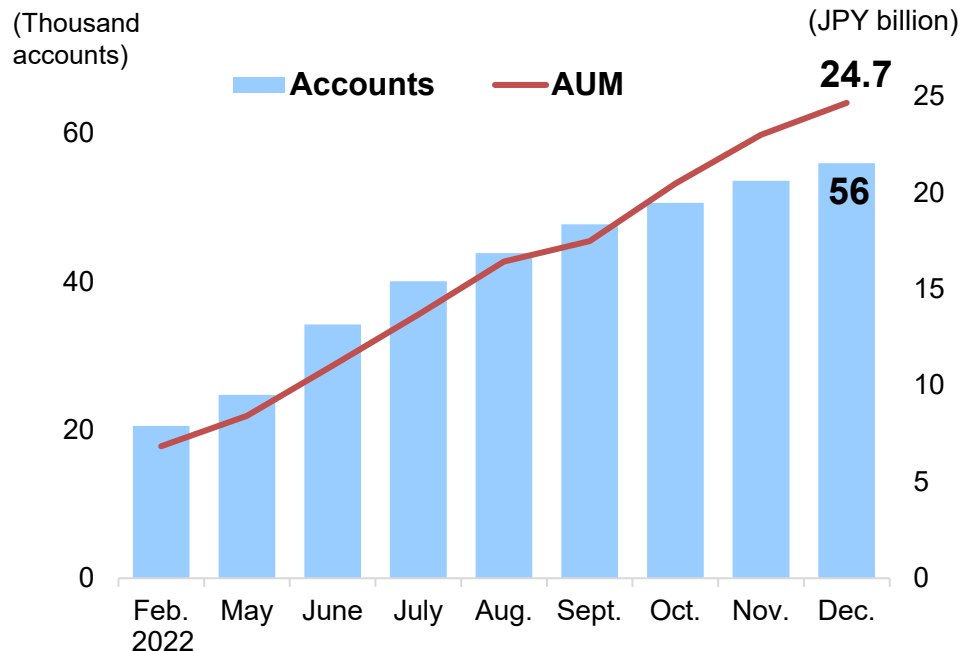
Steady Growth in Non-flow Businesses Such as Trust Accumulation Service Through Credit Cards in Alliance with Sumitomo Mitsui Card and Fully Automated AI Investment “SBI Wrap”

Changes in the amount of accumulated funds through “Sumitomo Mitsui Card Funded Investment” service



- From June 30, 2021, SBI SECURITIES and Sumitomo Mitsui Card launched the “**Sumitomo Mitsui Card Funded Investment**” service, which enables purchase of investment trusts using credit cards with the total amount of accumulated funds exceeded JPY 16.0bn and the number of accounts exceeded 450 thousand accounts as of January 2023

<Number of accounts and AUM for SBI Wrap>



- SBI SECURITIES and FOLIO jointly developed “SBI Wrap” service using “4RAP,” a discretionary investment management system platform provided by FOLIO of the SBI Group, starting March 31, 2022. “SBI Wrap” **surpassed JPY 20bn in assets under management in just seven months since launch of the service**

Announced Business Alliance with Sumitomo Mitsui Financial Group in Digital Financial Services for Individuals to Further Expand Customer Base and Card Accumulation Balance

- Concluded a business alliance in digital financial services for individuals in February 2023 with Sumitomo Mitsui Financial Group (“SMBC Group”), Sumitomo Mitsui Banking Corporation (“SMBC”), and Sumitomo Mitsui Card (“SMCC”)
- Specifically, **SBI SECURITIES will assume the online securities function of “Olive,”** a comprehensive financial service for individual customers operated by SMBC and SMCC, and **provide highly convenient securities-related services for SMBC and SMCC apps**
- The goals of this alliance is to **acquire two million securities accounts in the first five years and increase the amount of pre-determined fixed amount through credit cards to JPY 50bn in three years**, by working together with the SMBC Group to achieve this

[SBI SECURITIES’ services to be expanded through this alliance]

- **Open a general account at SBI SECURITIES simultaneously when applying for “Olive”**
When customers newly apply for “Olive,” they can open a SBI SECURITIES general account at the same time
- **Ability to check balances held in securities accounts and trade in mutual funds handled by SBI SECURITIES on the SMBC app and Sumitomo Mitsui Card “Vpass app”**
By linking the account information of SBI SECURITIES to the Vpass app, customers can use the SMBC app to check their SBI SECURITIES account balance and profit/loss status, and to access the “SBI SECURITIES Easy Investment Site” to trade investment trusts handled by SBI SECURITIES
*Transactions of investment trusts on the SMCC app “Vpass app,” will be supported in the first half of FY2023.
- **Expansion of V point service**
The V Point service, which was previously available to SMBC and SMCC intermediary customers, will be **expanded to cover all customers so that other customers can also take advantage of the V Point service.** Customers will be able to accumulate and use V Points for SBI SECURITIES transactions

Steady Expansion of POs and Corporate Bond Underwriting

Underwriting share of 98.7% is an industry-leading figure

IPO Underwriting Ranking (Apr. 2022 – Dec. 2022)
76 companies were listed during the period

Company Name	No. of cases	Underwriting Share (%)
SBI	75	98.7
Rakuten	54	71.1
Matsui	47	61.8
Monex	46	60.5
SMBC Nikko	47	53.9
Mizuho	39	51.3
Daiwa	38	50.0
Okasan	33	43.4
Nomura	32	42.1
IwaiCosmo	32	42.1

- Between April 2022 through December 2022, SBI SECURITIES underwrote for 11 companies as lead manager

PO underwriting business

During 9M FY2022, SBI SECURITIES underwrote 13 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 41 projects including Tohoku Electric Power Company bonds



Expanded underwriting of new public bonds, including electricity bonds

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

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

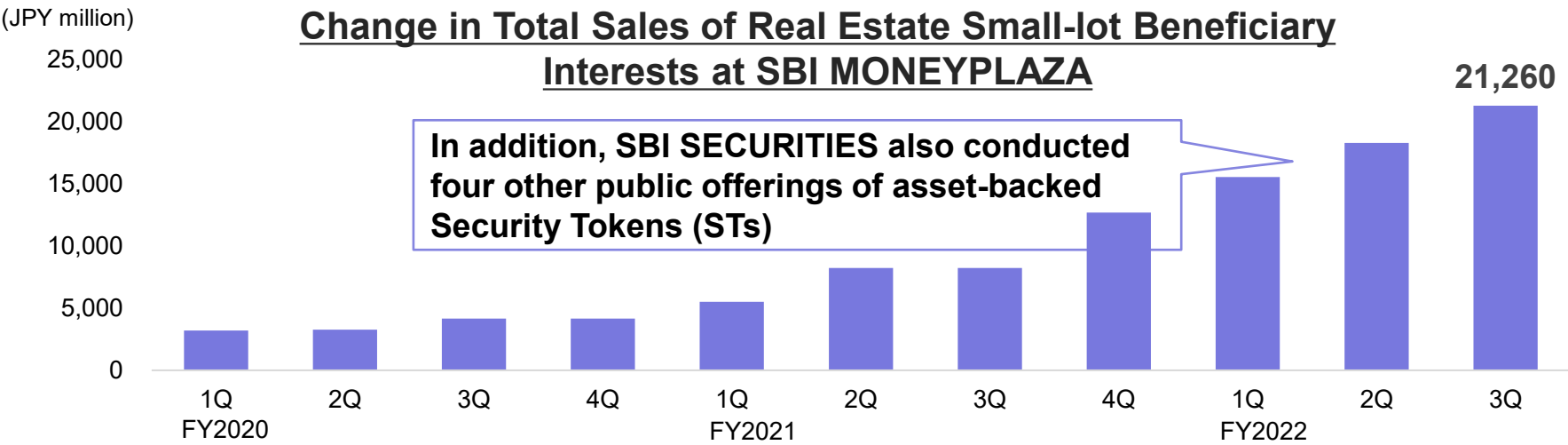
Strengthen the Real Estate Finance Business ①

- Concluded a capital and business alliance with CREAL, a real estate crowdfunding business -

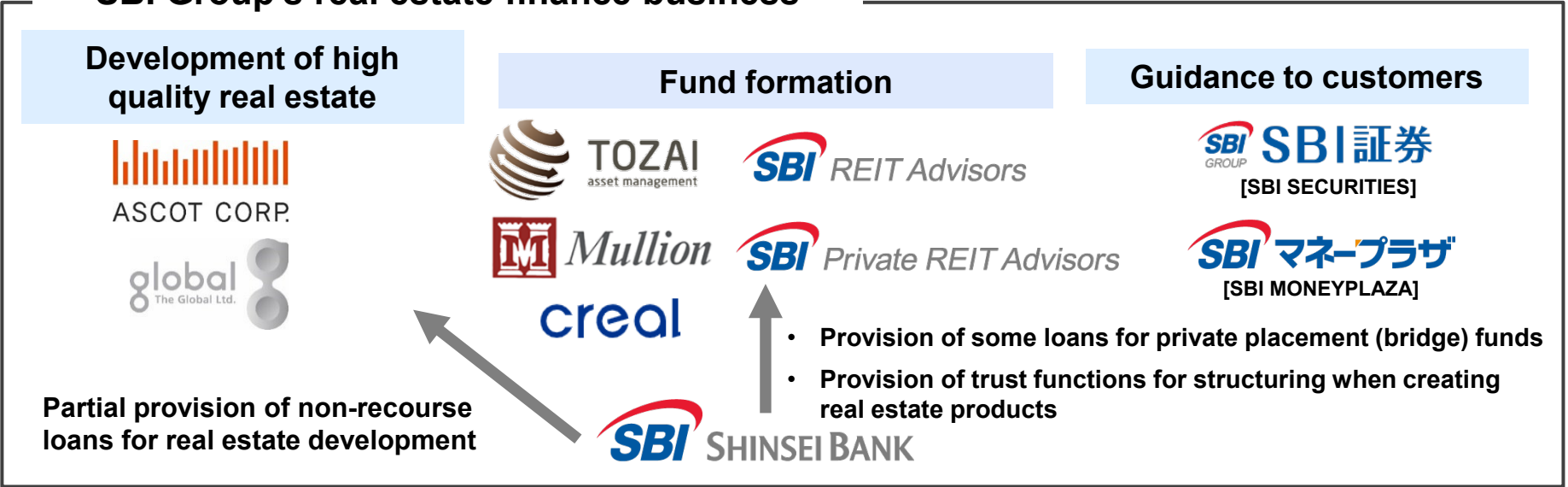
- On Jan. 31, 2023, the Group announced a capital and business alliance with CREAL Inc. (CREAL), a company with strengths in asset management focused on real estate investment
- CREAL to become an equity method affiliate of SBI Holdings by underwriting a third-party allotment of new shares (Date of share transfer: Feb. 20, 2023; Voting right ratio: 21.68%)
- Pursue synergies with SBI Group companies in the real estate investment business using IT (DX flow of real estate investment management, including real estate investment, funding, fund management, and sales) developed by the CREAL Group

Expected Synergies	
1.	Expanded lineup of real estate investment products for investors by adding CREAL’s real estate fund online market and asset management products
2.	The capital and business alliance is expected to increase opportunities for acquiring quality real estate
3.	Increased sales opportunities through CREAL’s ability to handle security tokens originated by the Group
4.	Expansion of future synergies through the cooperation of SBI Shinsei Bank and its partner regional institutions with CREAL, and solidify the alliance

Strengthen the Real Estate Finance Business ②



SBI Group's real estate finance business



Strengthen Systems Maintenance Structure to Realize Neo-securities Initiative

- **Build a robust systems development and operations structure** through a capital and business alliance with Simplex Holdings -



- SBI Holdings and SBI SECURITIES concluded a capital and business alliance with Simplex Holdings, Inc. (Simplex) in Jan. 2023. SBI Holdings **acquired a 5.4%* stake in Simplex on Feb. 1, 2023**

*Percentage of shares held in relation to total number of issued shares as of Dec. 31, 2022

- SBI SECURITIES and Simplex **plan to establish a joint venture to develop and operate systems for the SBI Group**
- **The Neo-securities initiative is feasible during the first half of FY2024 if the systems can be strengthened** to handle the increased number of transactions resulting from the Neo-securities initiative

[Outline of Joint Venture]

- **Business:**
Systems development and operations for the SBI Group including SBI SECURITIES
- **Incorporation date (planned):**
End of Feb. 2023



51%



49%



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 profit attributable to owners of the Company (J-GAAP) of JPY 40.4bn (+8.0% YoY) on the back of higher interest income due to an increase in the loan balance in the corporate business and higher loan fees. Profit before tax in SBI Holdings on an IFRS incorporation basis is approx. JPY 44.7bn**
- **SBI Sumishin Net Bank expanded steadily, especially in the housing loan business. As a result, while ordinary profit increased on a J-GAAP basis, SBI Holdings' equity method earnings of SBI Sumishin Net Bank based on IFRS were JPY 1,690m (-73.1% YoY), affected by a decline in the fair value of the bond holdings**
- **SBI SAVINGS BANK in South Korea recorded a profit before income tax expense of JPY 21,187m(-16.3% YoY) on the back of higher interest costs due to rising interest rates in South Korea and increased loan write-offs due to rising delinquencies, while steady increase in underlying income and expenditure due to the expansion of quality assets**

① SBI Shinsei Bank Group

SBI Shinsei Bank 9M FY2022 Consolidated Performance (J-GAAP)

(JPY billion)

	9M FY2021	9M FY2022	YoY % change
Gross operating profit	169.2	181.7	+7.4
Ordinary Business Profit	52.6	62.5	+18.8
Profit before income tax expense	39.4	46.1	+17.0
Profit attributable to owners of the Company	37.4	40.4	+8.0

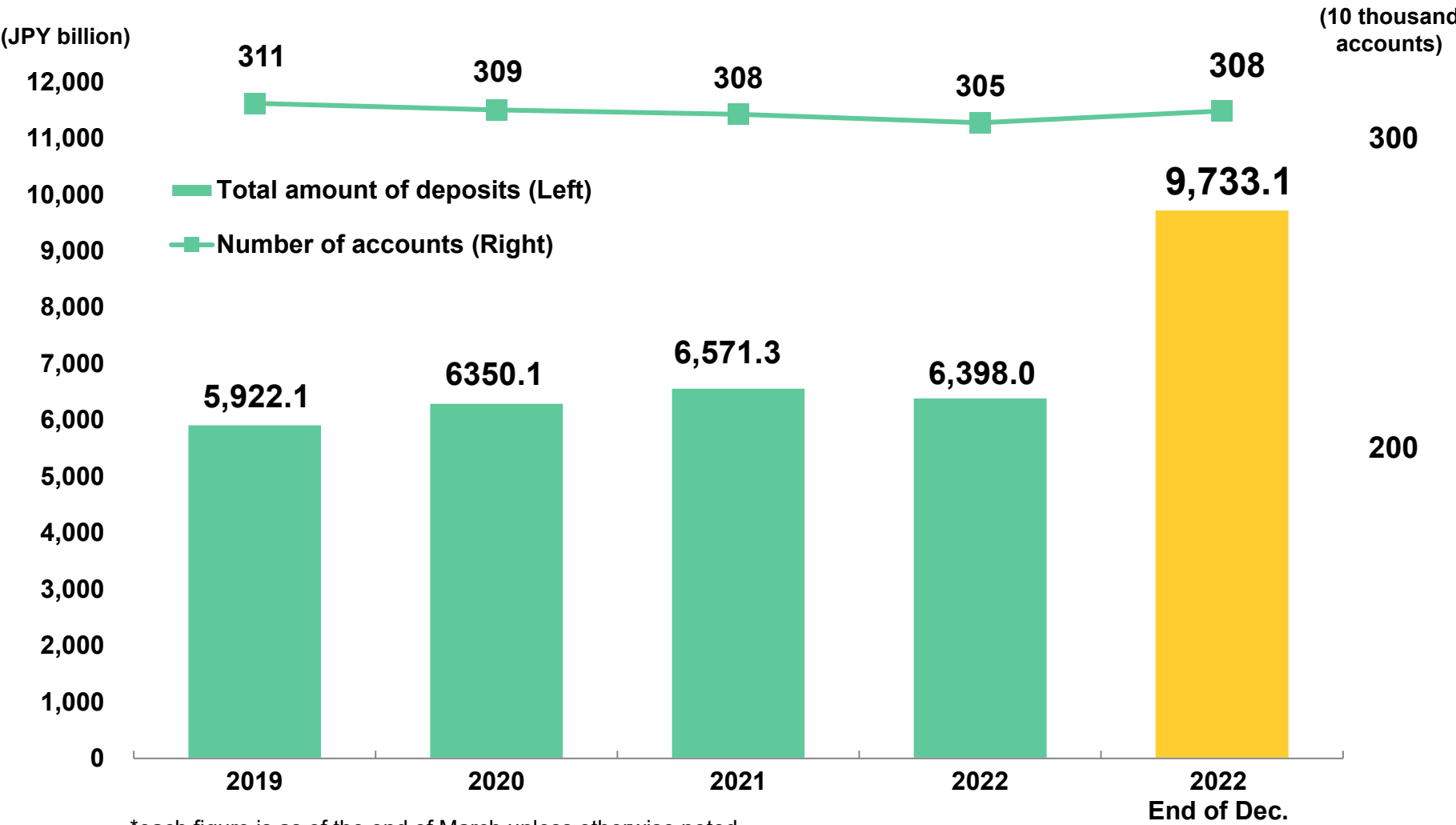
* Units are rounded down to the two decimal places

* Calculation of IFRS-based SBI Shinsei Bank's consolidated P/L and incorporation into SBI Holdings' results began in 4Q FY2021

Exceeds the full-year forecast of JPY 35bn for FY2022

Number of Retail-accounts and Deposits at SBI Shinsei Bank

- Deposits increased significantly due to the successful expansion of the transaction base with corporate and individual customers -



Collaboration between the SBI Group and SBI Shinsei Bank Group: Financial Products Intermediary Services and Bank Agency Business



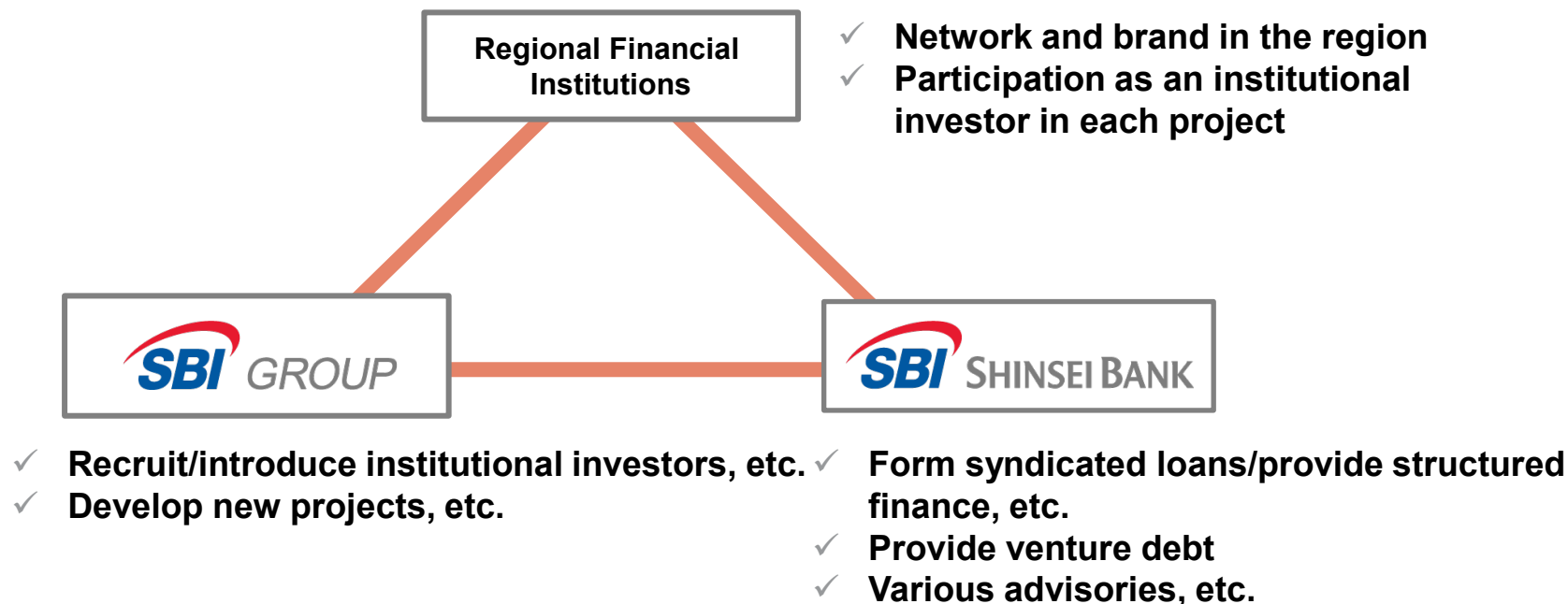
In Oct. 2022, SBI Shinsei Bank launched discretionary investment service “SBI Wrap x Shinsei Bank” (over-the-counter only), developed by SBI SECURITIES and FOLIO. The service allows users to select optimal portfolios from five management styles that use cutting-edge financial engineering. **Merging the real and digital aspects** of SBI Shinsei Bank’s consulting capabilities and the SBI Group’s cutting-edge management expertise to make a greater contribution to customers’ asset formation. Handled a **total of JPY 3.3bn** since its Oct. 2022 launch, up to the end of Dec. 2022



Opened a store for joint offering of financial instruments intermediary services inside an SBI Shinsei Bank branch to merge SBI MONEYPLAZA’s expertise in sales activities, including investment products, with customer relationships that SBI Shinsei Bank has fostered. Ginza store started operations in Feb. 1, 2023, becoming the third shop after Ikebukuro and Umeda. Ginza store will also accommodate **“SBI Housing Loan Ginza,” the first SBI MONEYPLAZA store to handle SBI Shinsei Bank housing loans**, under a banking agency business consignment agreement, with the goal of meeting customers’ varied needs

Collaboration between the SBI Group and SBI Shinsei Bank Group: Cooperation in the Corporate Business Areas on the “Triangle Strategy”

- ✓ In addition to the introduction of deals originated by SBI Shinsei Bank to regional banks, **we intend to strengthen its “loan coordination” activities, such as arranging syndicated loans and joint loans, as well as providing loans through customer referrals from other regional banks**, for increasing profits for both parties
- ✓ Distribution of loans originated by SBI Shinsei Bank to financial institutions exceeded **JPY 270bn** in the first nine months ended Dec. 31, 2022
- ✓ Venture debt was provided to SBI Investment investee companies and loans to SBI SECURITIES IPO underwriters in a wide range of fields, amounting to **43 loans worth JPY 99.3bn** (as of end of Dec. 2022)



Creating Synergies with ARUHI Corporation, a Newly Consolidated Subsidiary of SBI Holdings

ARUHI enters the SBI Group in Nov. 2022 through a TOB
(stock holdings ratio: 53.49%)

A R U H I

- ✓ No.1 share of Flat 35 home loans featuring fixed interest rates throughout full loan period for 12 consecutive years
- ✓ Primarily in-store, face-to-face sales, with 140 branches in 42 prefectures
- ✓ Approx. 70% of new loans execution is for Flat 35, and this affects its business performance





- ✓ A highly competitive offering as both fixed and variable rates have attractive interest rates
- ✓ Soft face-to-face sales channel with 24 head offices and branches in eight prefectures

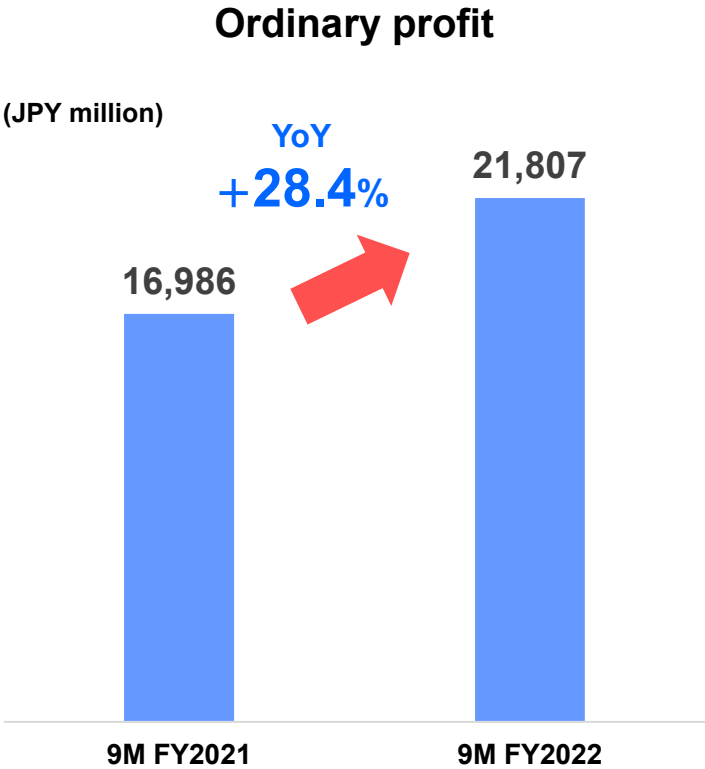
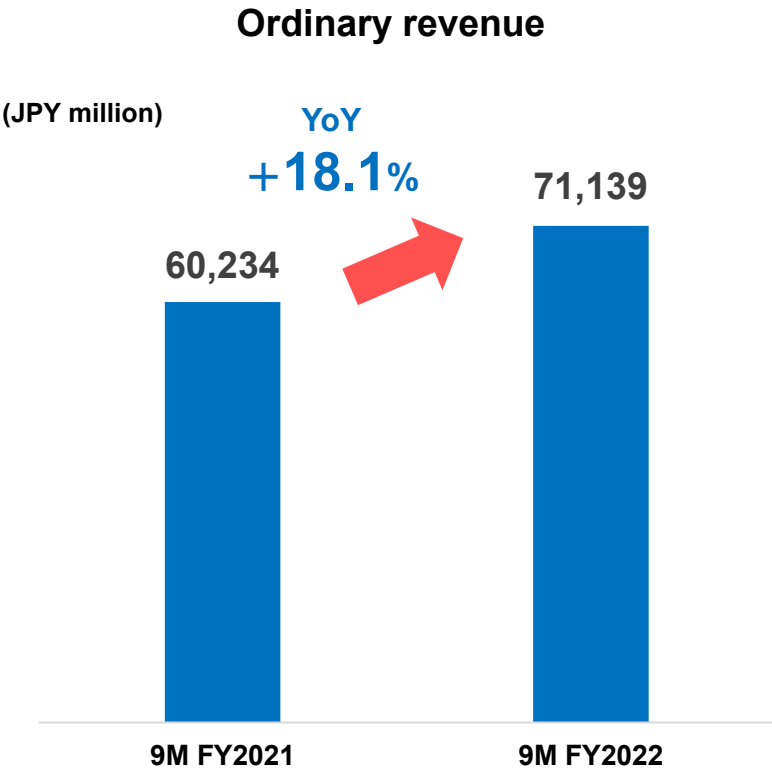
[Areas of Collaboration]

- ① Housing loans: Joint development of variable interest rate loan products
Current SBI Shinsei Bank loan products offered to ARUHI
- ② Miscellaneous loans: Development of products that meet numerous financing needs, such as loans for various expenses, etc. through collaboration with APLUS

② SBI Sumishin Net Bank

SBI Sumishin Net Bank's Performance (J-GAAP)

SBI Sumishin Net Bank's performance was supported by steady growth in lending on the housing loan business, with both ordinary revenues and ordinary profit (J-GAAP based) increasing year-on-year



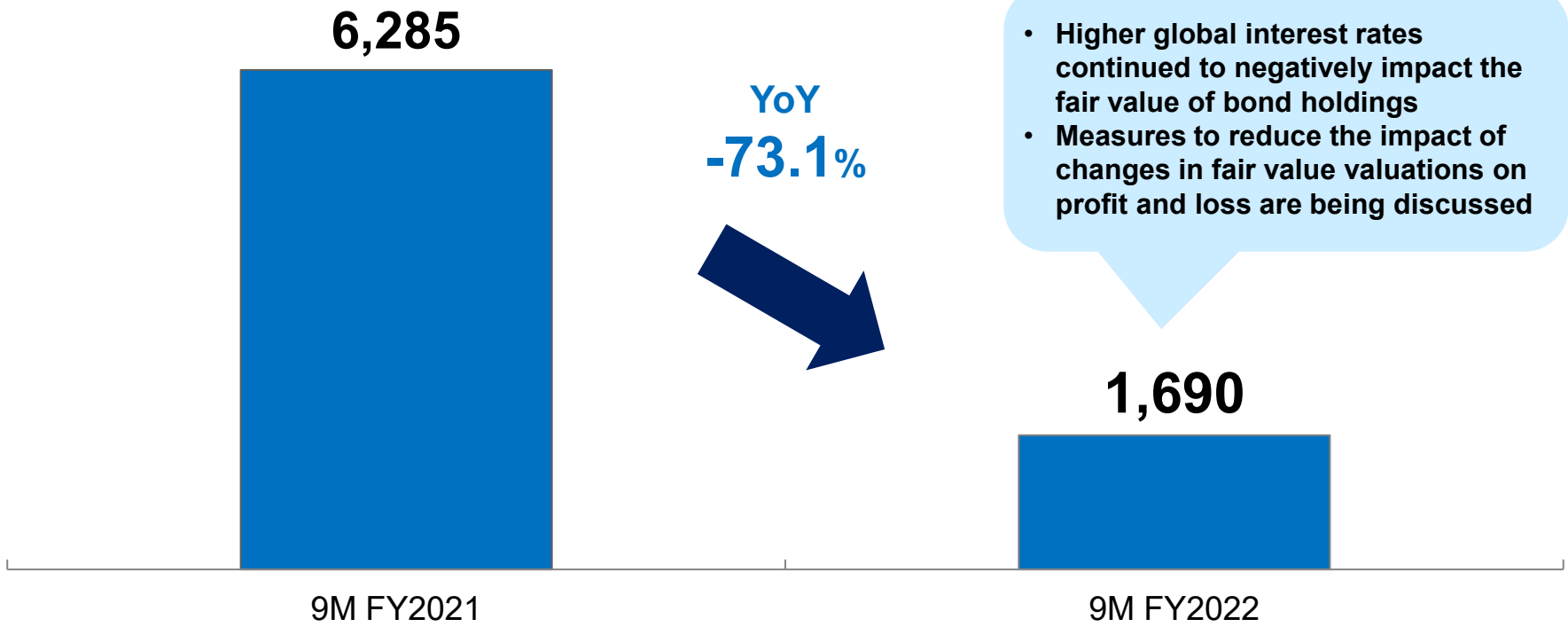
A total dividend of JPY 30bn on January 20, 2023 was paid out to maintain and improve high ROE levels with optimized capital levels

SBI Sumishin Net Bank's Financial Results

(Equity method earnings / IFRS)

SBI Holdings' equity method earnings of SBI Sumishin Net Bank, based on IFRS for 9M FY2022 was JPY 1,690m, down 73.1% year-on-year

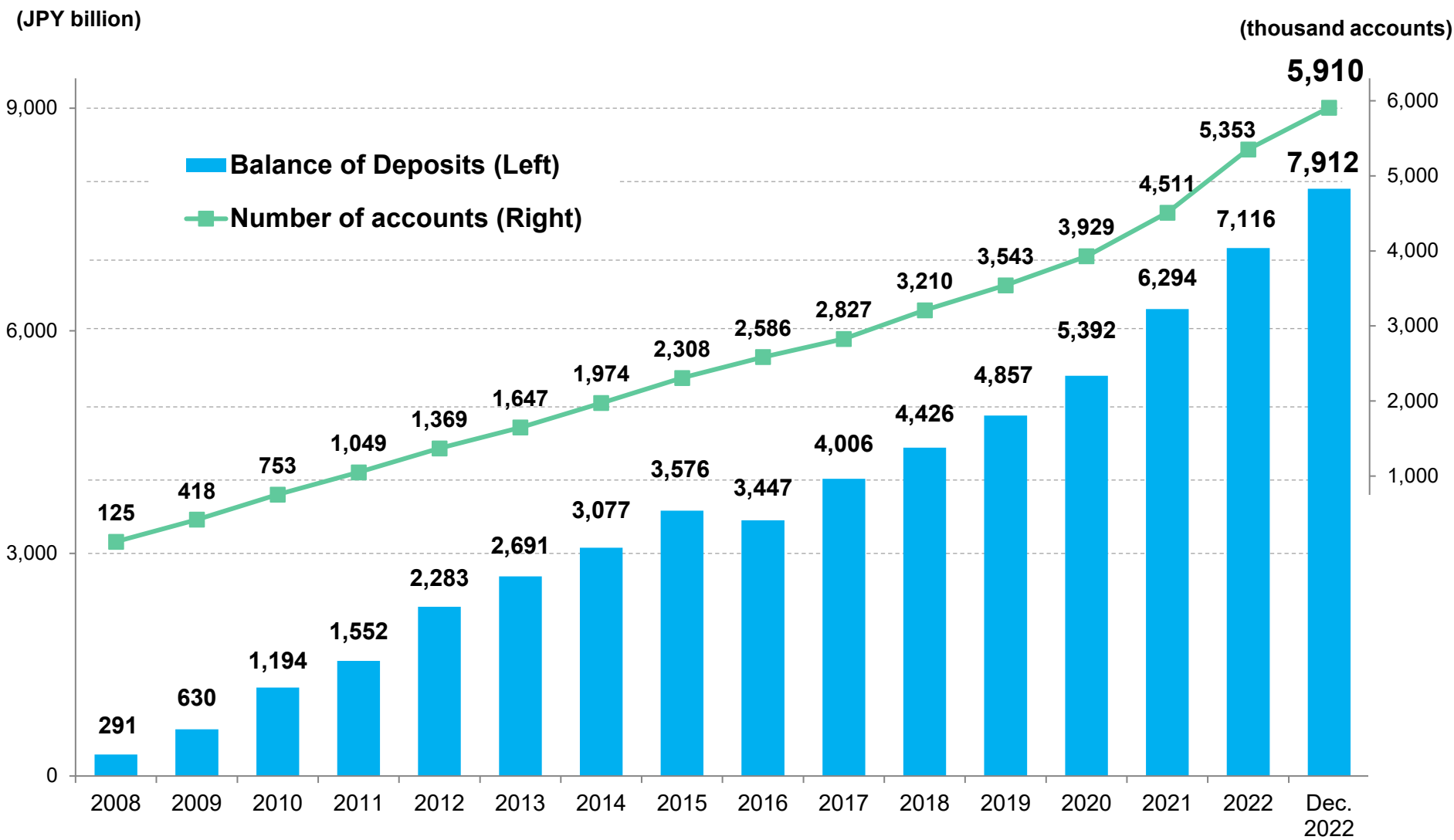
(JPY million)



*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

*SBI Sumishin Net Bank has adopted J-GAAP

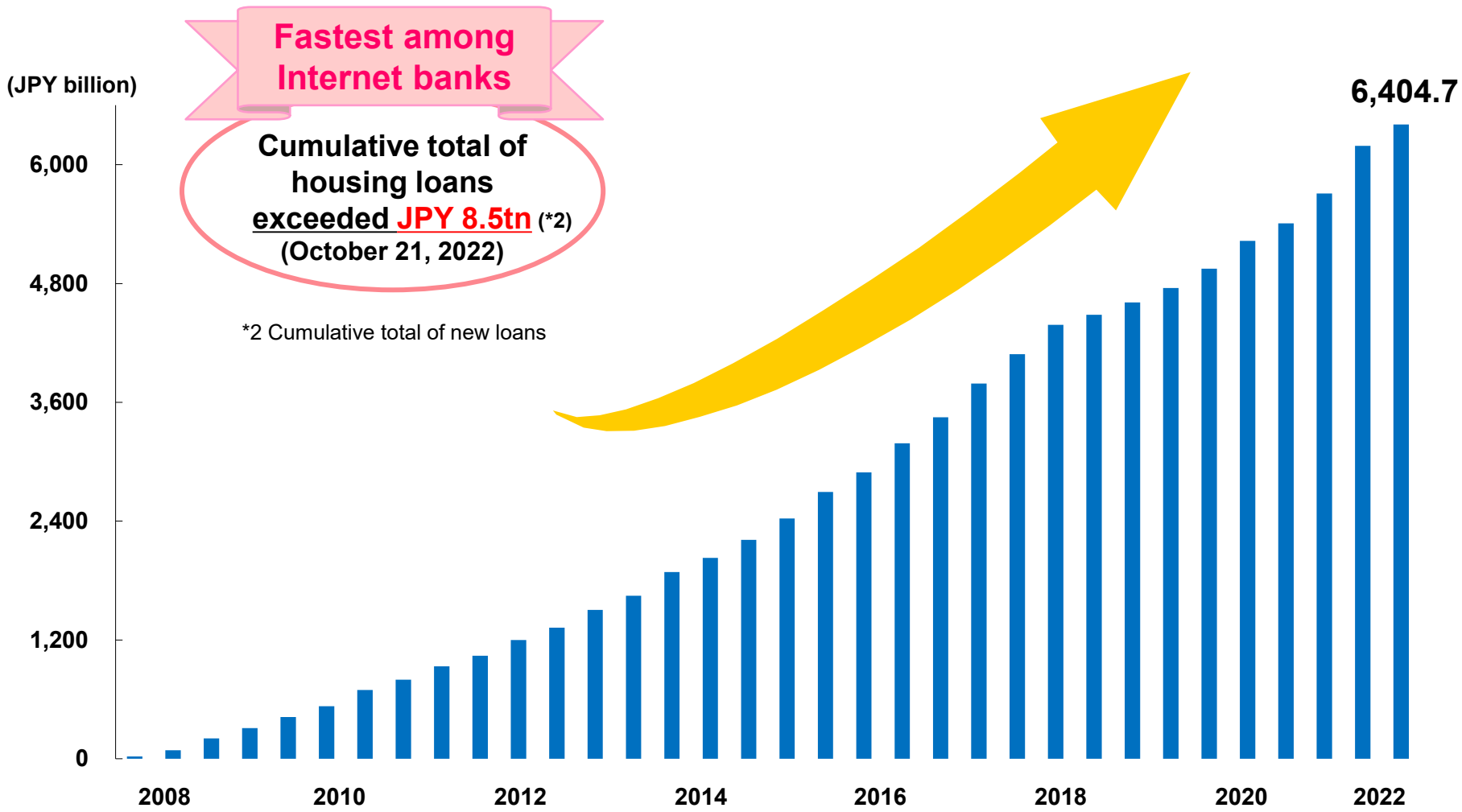
Number of Accounts and Balance of Deposits Since Commencement of Operation of SBI Sumishin Net Bank



Accelerating the Expansion of Housing Loan Products Volume with Attractive Interest Rates and High Customer Benefits

Change in Balance of Housing Loans*1 (End of Mar. 2008 – end of Dec. 2022)

*1 Repayments deducted from cumulative total of new loans. Includes housing loans extended as a banking agency of Sumitomo Mitsui Trust Bank

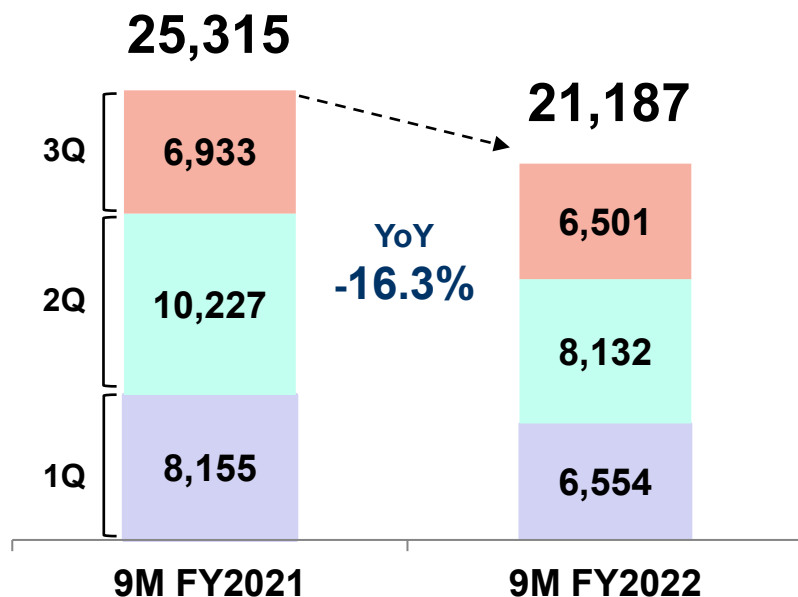


③ SBI SAVINGS BANK

Financial Results of SBI SAVINGS BANK

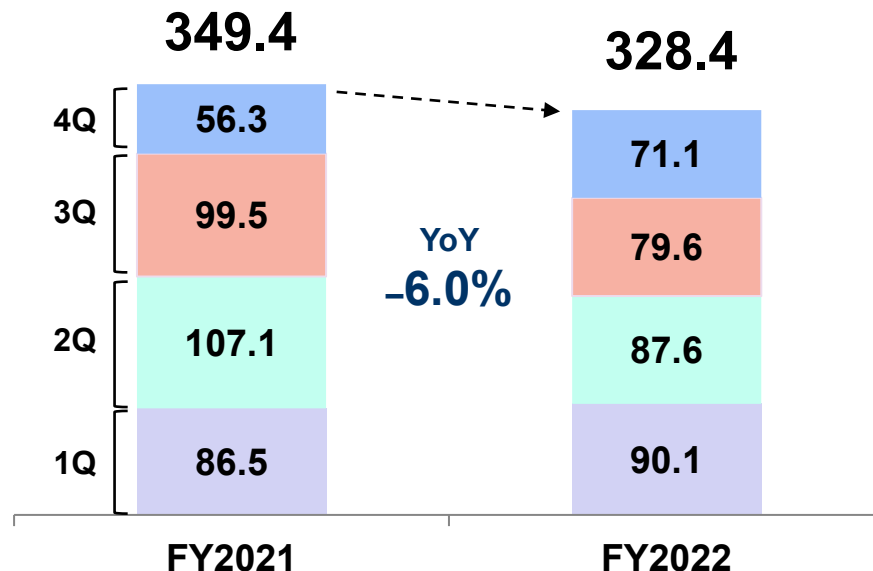
Profit Before Income Tax Expense of SBI SAVINGS BANK (IFRS)

(JPY million)



Net Profit of SBI SAVINGS BANK (K-GAAP/fiscal year ended December)

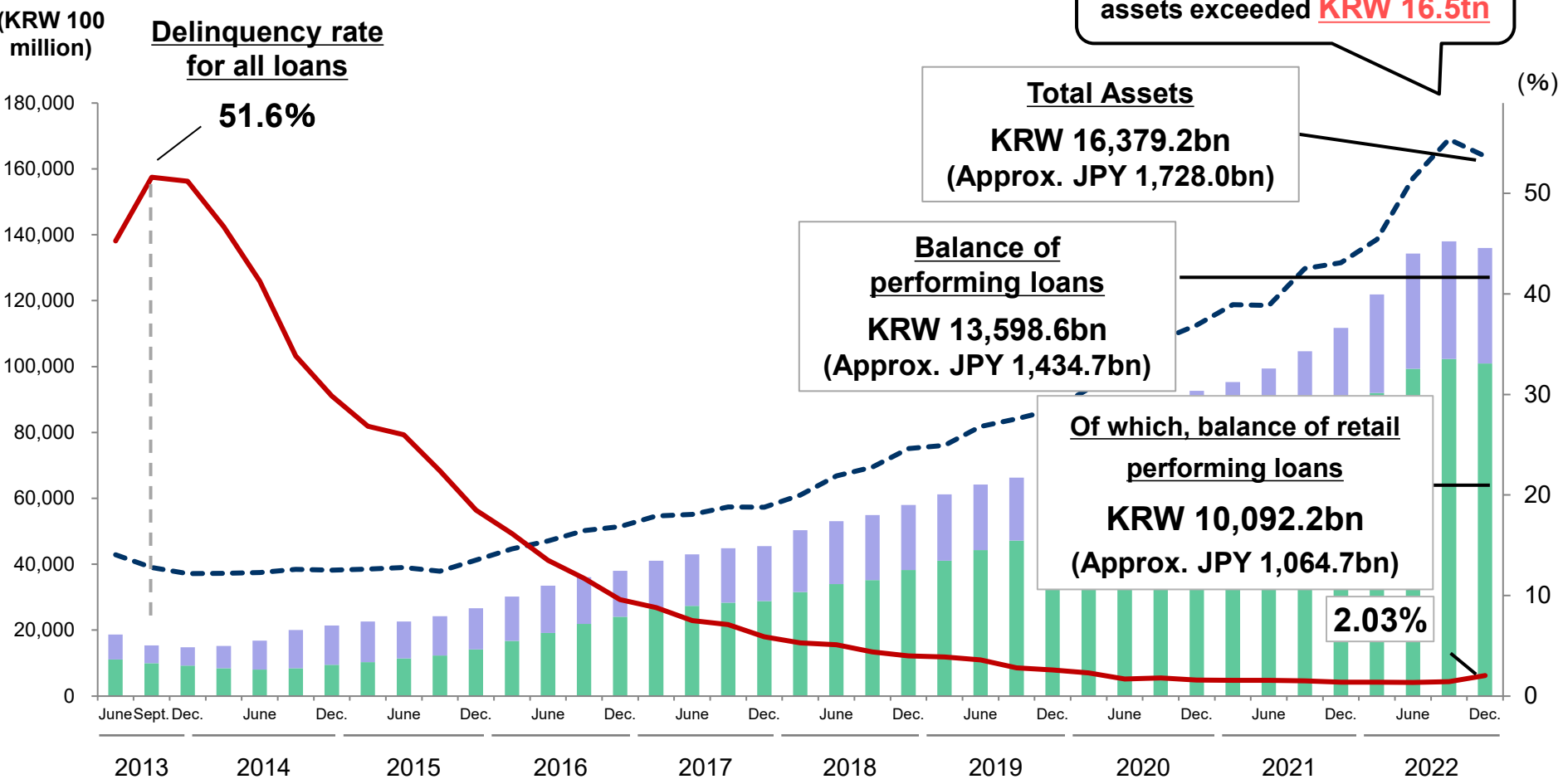
(KRW billion)



- Interest margins have fallen** due to a significant increase in interest rates on funding in South Korea, following an increase in policy rates by the South Korean central bank
- Increased borrower delinquencies and falling collateral property values due to rising interest rate burdens have increased bad debt write-offs and put downward pressure on earnings
- Resolved its past accumulated losses in FY2022 and **plans to pay a dividend of approx. JPY 9.9bn**

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

*Converted at KRW 1 = JPY 0.1055



The total delinquency rate is 2.03% (2.6% for retail 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 9M FY2022 (preliminary figures on a J-GAAP basis*), increased 7.1% year-on-year to JPY 70,342m**
- In line with the increase in ordinary revenues, ordinary profit increased 14.5% year-on-year to JPY 5,176m, and profit attributable to parent of the Company increased 25.6% year-on-year to JPY 1,386m**
- SBI Insurance Group plans to pay a dividend of JPY10 per share for FY2022 as its first dividend from retained earnings (first dividend)**

*** Final consolidated figures for 9M FY2022 to be released on Feb. 9**

SBI Insurance Group's Performance (Preliminary Figures)

*** Final consolidated figures for 9M FY2022 will be released on Feb. 9**

Consolidated results for 9M FY2022 (J-GAAP)

(Unit: JPY million)

	9M FY2021 (Result) (Apr. – Dec. 2021)	9M FY2022 (Preliminary) (Apr. – Dec. 2022)	YoY % change
Ordinary revenue	65,652	70,342	+7.1
Ordinary profit	4,522	5,176	+14.5
Profit attributable to parent of the Company	1,103	1,386	+25.6

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

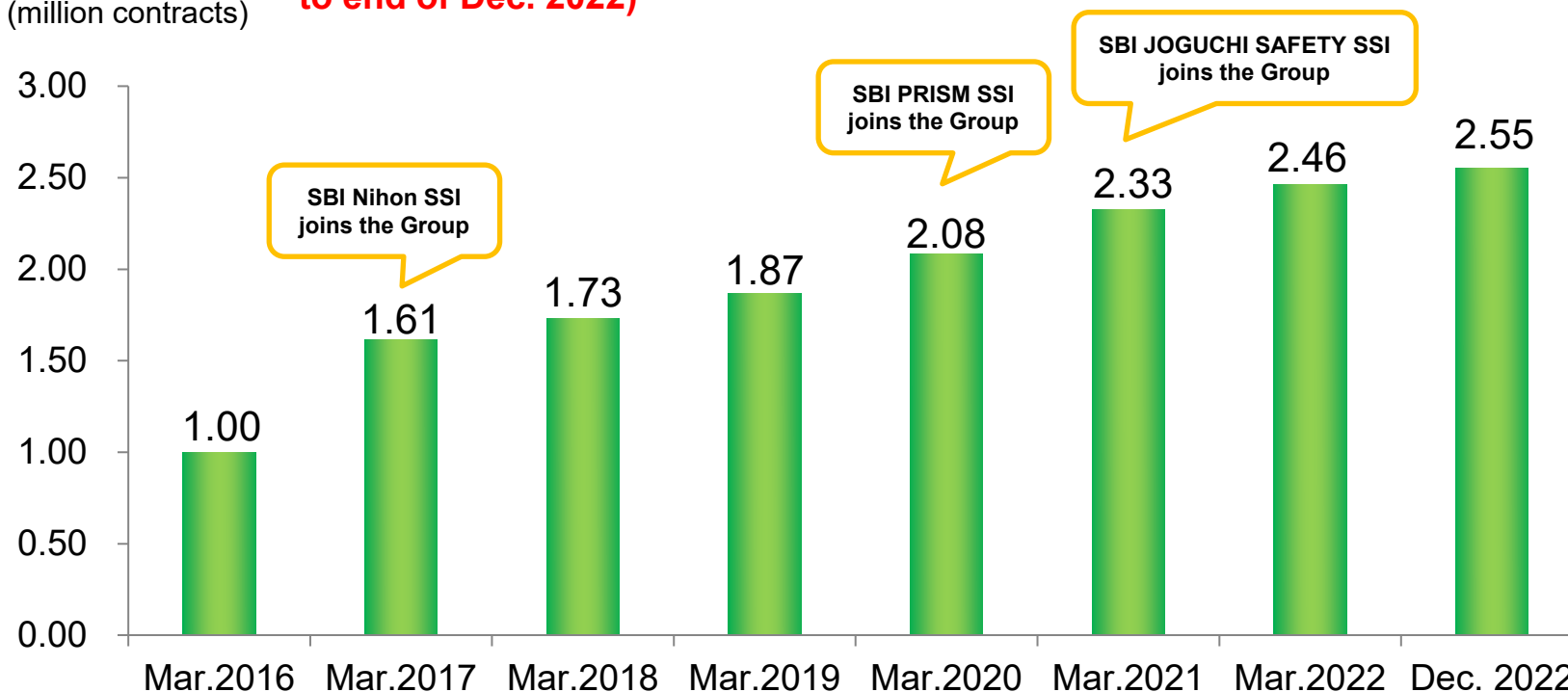
SBI Insurance Group's total number of in-force contracts

CAGR

14.9%

(From end of Mar. 2016
to end of Dec. 2022)

(million contracts)



2. Asset Management Business

[Major constituent companies]

Morningstar Japan, SBI Asset Management (a subsidiary of Morningstar Japan),
Rheos Capital Works

[Asset Management Business Consolidated Results (IFRS)]

(JPY million)

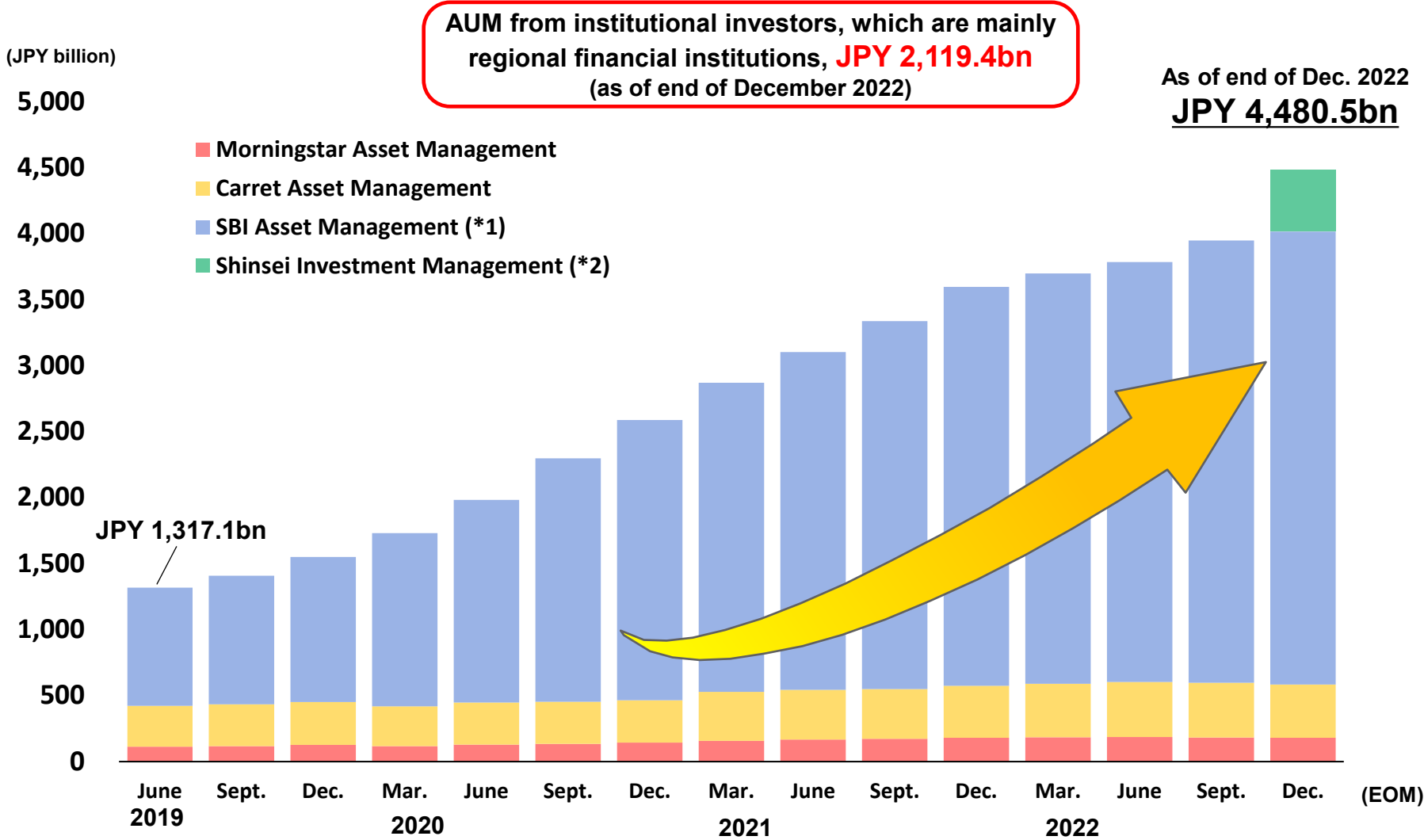
	9M FY2021 (Apr. 2021-Dec.2021)	9M FY2022 (Apr. 2022-Dec.2022)	YoY(%)
Revenue	12,478	13,608	+9.1%
Profit Before Income Tax Expense	3,001	2,227	-25.8%

[Business highlights]

- In the Asset Management Business segment, maintained stable earnings despite profit before income tax expense declining approximately JPY 800m year-on-year due to deteriorating market conditions in the stock and bond markets
- Morningstar Japan expects to record an extraordinary gain of approximately JPY 8bn during 4Q of this fiscal year due to the return of the “Morningstar” brand; name will be changed to “SBI Global Asset Management Co., Ltd.” on March 30, 2023
- In conjunction with the return of the brand, Morningstar Japan will reorganize into a holding company structure with a focus on the Asset Management and Financial Service Businesses
 - The current financial services business, including investment trust evaluation, will continue as “Wealth Advisors Co., Ltd.”
 - Shinsei Investment Management is to be dissolved through an absorption-type merger with SBI Asset Management as the surviving company on April 1, 2023

Morningstar Japan Group has Steadily Increased its AUM

- Balance of investment assets nears JPY 4.5tn -



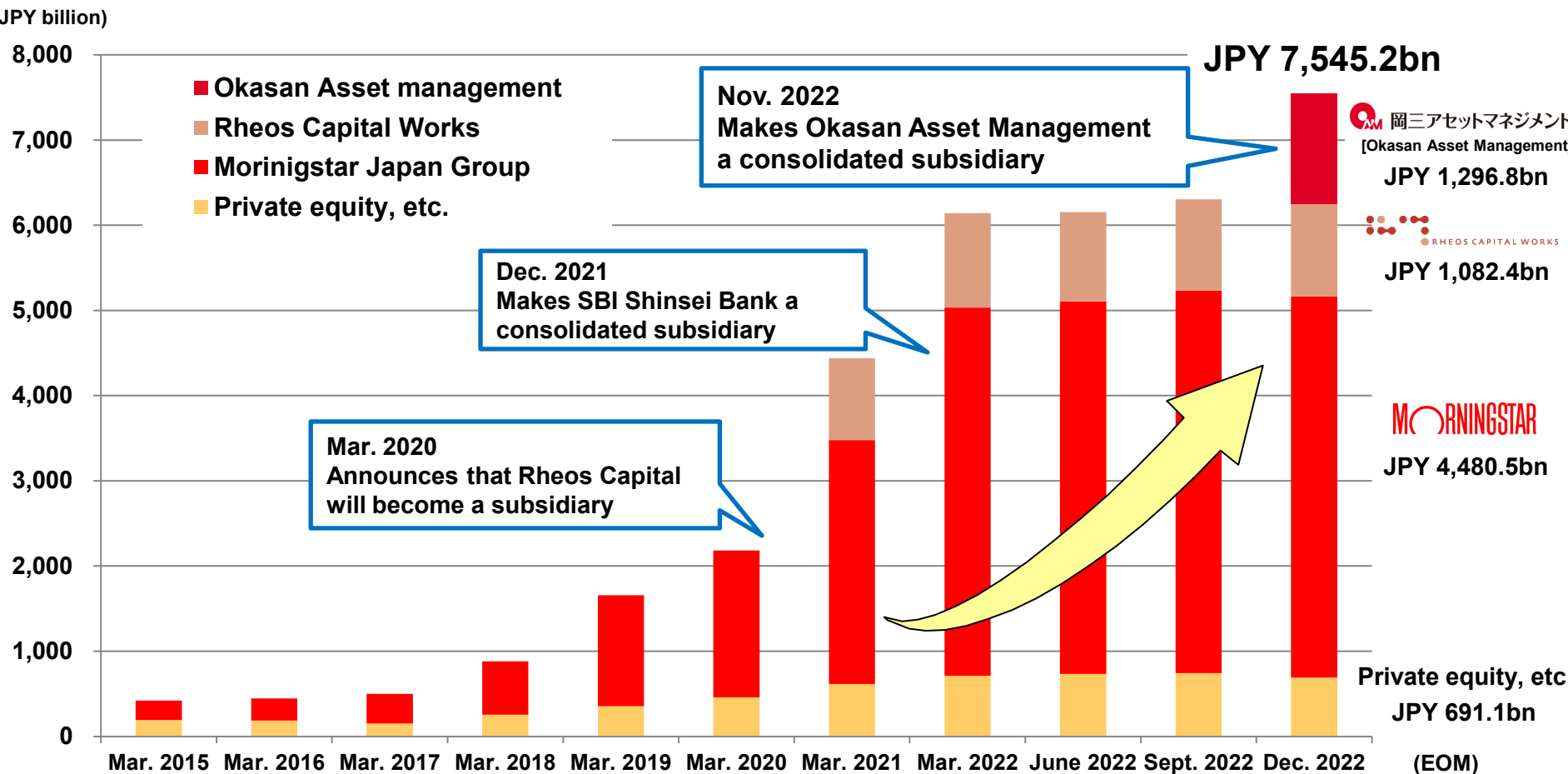
(*1) Following the merger of SBI Bond Investment Management and SBI Regional Revitalization Asset Management on August 1, 2022, with SBI Asset Management as the surviving company, the total assets under management of the three merged companies are retroactively presented as SBI Asset Management. In addition,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

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

(*3) Figures include balance of investment advisory

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

- Balance exceeds JPY 7.5 trillion at the end of December 2022 -



*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." includes neither cash nor commitment amount to be paid in. 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 Morningstar Japan Group, Rheos Capital works and 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

Endeavor to Achieve Total Asset Under Management of JPY 10tn for the Group by the End of FY2024 Through Collaboration Among Asset Management Companies of the Entire SBI Group



Asset management companies of the SBI Group

Approx. JPY 7.5tn



**Endeavor to achieve
JPY 10tn by FY2024**



<Index & multi-asset>

<U.S. govt. bonds>



<Active>



Approx. JPY 4.5tn

Approx. JPY 2.4tn

<Private equity, etc.>

Approx. JPY 690bn

3. Investment Business

[Major constituent companies/businesses]

Private Equity Business, SBI Leasing Service

[Investment Business Consolidated Results (IFRS)]

(Unit: JPY million)

	9M FY2021 (Apr. 2021 to Dec. 2021)	9M FY2022 (Apr. 2022 to Dec. 2022)	YoY change
Revenue	139,467	-2,611	-142,079 (JPY million)
Profit before income tax expense	105,176	-33,177	-138,352 (JPY million)

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

(Unit: JPY million)

	9M FY2021 (Apr. 2021 to Dec. 2021)	9M FY2022 (Apr. 2022 to Dec. 2022)	YoY (%) change/ YoY change
Profit/loss from the change in fair value and profit/loss on sales of investment securities	100,936	-32,496	-133,432 (JPY million)
Listed Securities	28,890	-37,654	-66,544 (JPY million)
Unlisted Securities	72,046	5,158	-92.8

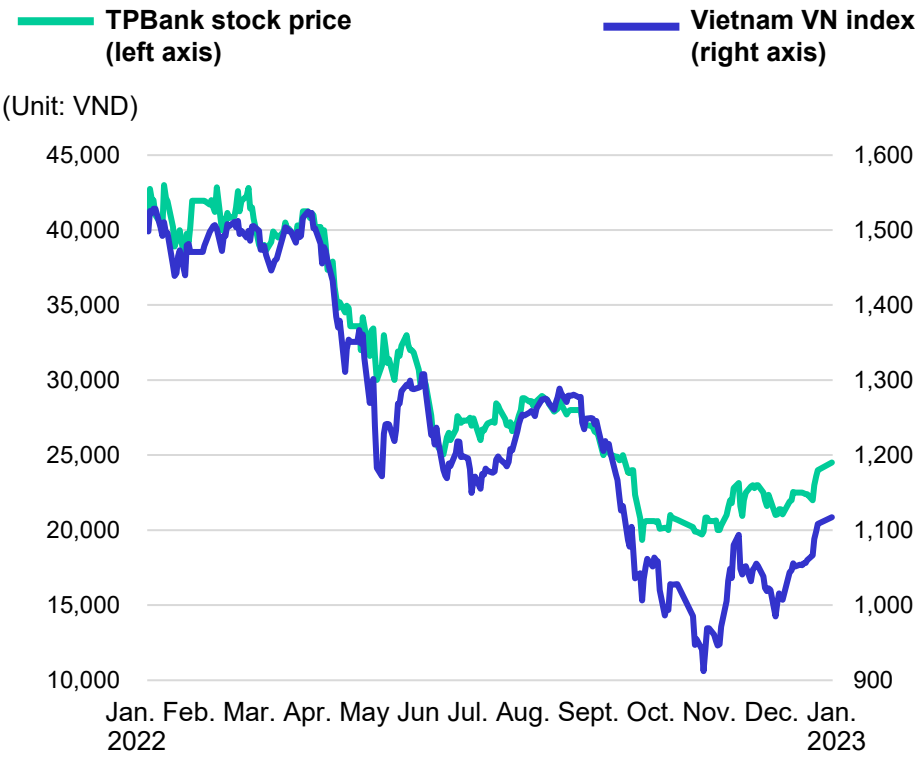
In 9M FY2022, the investment business was affected by the valuation loss of approximately JPY 46.0bn due to the decline in the stock prices of some overseas listed companies, such as TPBank; unlisted overseas stocks also recorded a valuation loss of approximately JPY 15.7bn in 3Q of FY2022 (Oct.-Dec. 2022) due to exchange rate fluctuations caused by sharp appreciation of the yen that proceeded from the Bank of Japan's decision to partially revise its monetary easing measures.

As a result of the above, revenue was JPY -2.6bn and profit before income tax expense was JPY -33.2bn

Acquisition of Additional Shares to Reach 20% Equity Ratio in Vietnam's TPBank, Making It an Equity Method Affiliate (February 1, 2023)

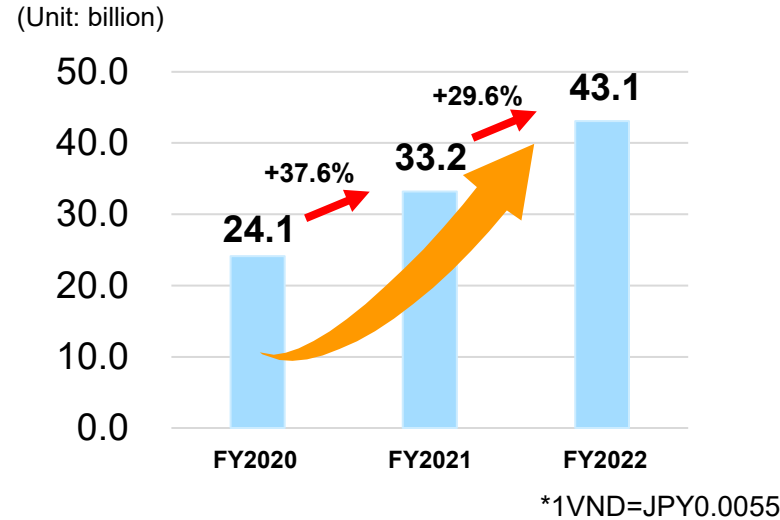
- Although TPBank performed well, a fair value loss of approximately JPY 35.4bn was recorded for 9M FY2022 (cumulative) due to the decline in its share prices
- As a result of the additional acquisition of shares and TPBank becoming an equity method affiliate, the fair value gain of approximately JPY 4.7bn (based on the change in share prices at the end of Dec. 2022) will be recorded in the Investment Business in 4Q FY2022, after reversing the book value based on the share price on Feb. 1, 2023, the completion date of the acquisition
- From Feb. 2023, TPBank's results will be incorporated into the Financial Services Business, rather than recording valuation gain/loss due to share price fluctuations

<Transition of Vietnam VN Index and TPBank Stock Price>



<Transition of Profit Before Income Tax Expense>

Record full-year results, first cash dividend since listing



- Expected cash dividend: **VND2,500 per share**
*SBIH's estimated amount: **JPY 4.3bn** (316m shares held by SBIH)
- Dividend yield: **10.4%** (Based on Jan. 19 stock price of VND24,000)

IPOs and M&As of SBI Group Investee Companies

	FY2021 Full-Year Result	FY2022 Full-Year Forecast
IPO・M&A deals	22	25

During this Fiscal Year, 19 Companies concluded either IPO or M&A

<u>EXIT Date</u>	<u>Investee Company</u>	<u>Market</u>	<u>EXIT Date</u>	<u>Investee Company</u>	<u>Market</u>
Apr. 11, 2022	PT GOTO Gojek Tokopedia Tbk	IDX	Nov. 2, 2022	Peak Bio Co., Ltd.	M&A (NASDAQ SPAC)
Apr. 27, 2022	moi Corporation	TSE Growth	Dec.1, 2022	Cyfuse Biomedical K.K.	TSE Growth
June 8, 2022	ANYCOLOR Inc.	TSE Growth	Dec.8, 2022	Finger Story CO., LTD.	M&A (KOSDAQ SPAC)
June 22, 2022	Airoha Technology Corp.	TPEX	Dec.15, 2022	PT VENTENY FORTUNA INTERNATIONAL Tbk	IDX
June 24, 2022	Microwave Chemical Co., Ltd.	TSE Growth	Dec.16, 2022	Foodison, Inc.	TSE Growth
June 30, 2022	WON TECH Co., Ltd.	M&A (KOSDAQ SPAC)	Dec.16, 2022	Rebase,Inc.	TSE Growth
July 14, 2022	Gorilla Technology Group Inc.	M&A (NASDAQ SPAC)	Dec.20, 2022	monoAI technology Co.,Ltd.	TSE Growth
July 28, 2022	unerry Inc.	TSE Growth	Dec.27, 2022	ELEMENTS, Inc.	TSE Growth
Oct. 19,2022	SBI Leasing Services Co., Ltd.	TSE Growth	Dec.29, 2022	Opticore.Inc	M&A (KOSDAQ SPAC)
Oct. 26,2022	Linkers Corporation	TSE Growth			

*When an investee company conducts a share exchange or a merger with a public company, it is described as “M&A”

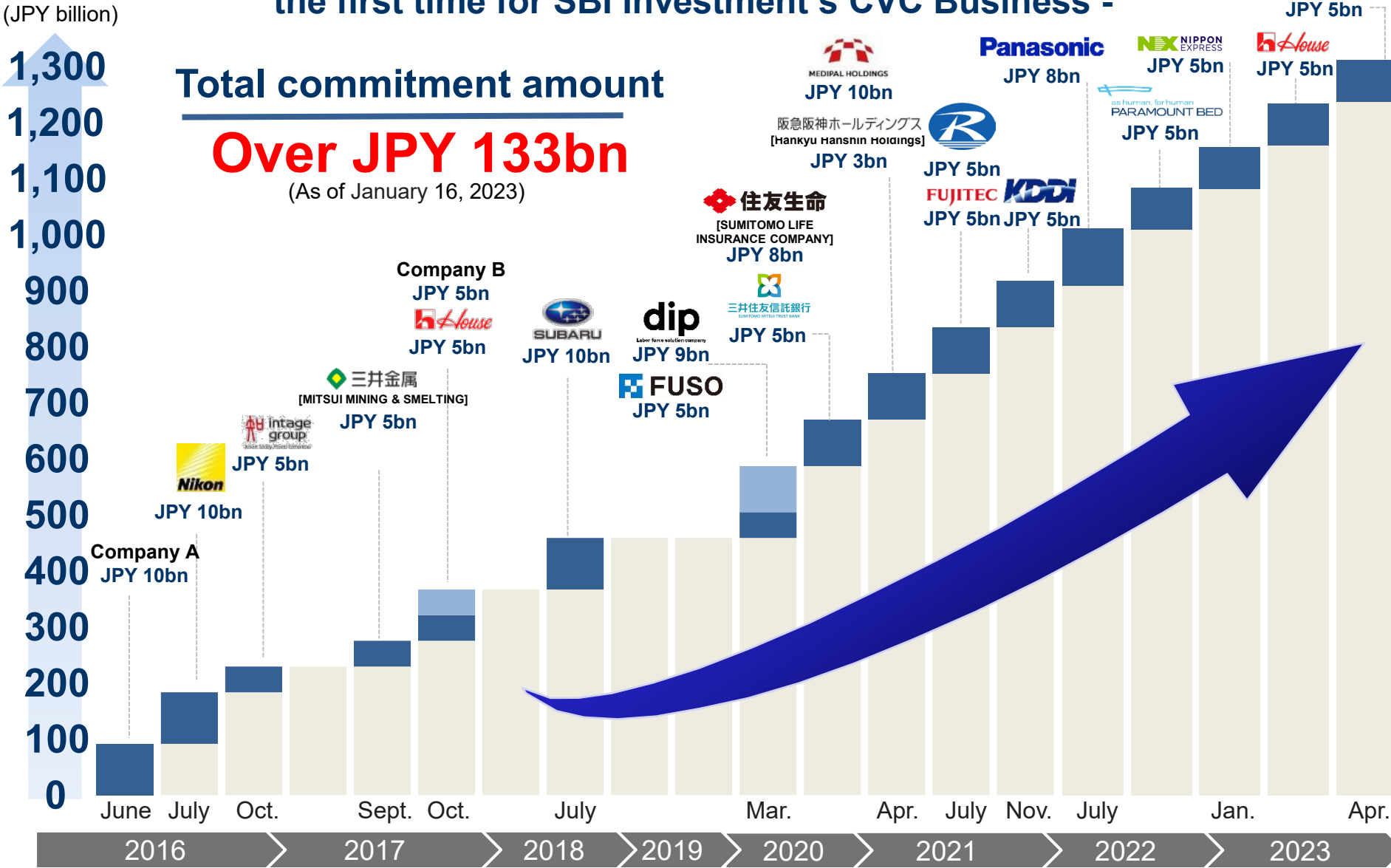
*Subsidiary IPOs and M&As are also included

3. Investment Business

Total Committed Amount of CVC funds Exceeded JPY 133bn



- Establishment of the No. 2 Fund in January 2023,
the first time for SBI Investment's CVC Business -



4. Crypto-asset Business

[Major constituent companies / business]

SBI VC Trade, B2C2, BITPoint Japan, crypto asset mining business

[Crypto-asset Business Consolidated Performance (IFRS)] (Unit: JPY million)

	9M FY2021 (Apr.-Dec. 2021)	9M FY2022 (Apr.-Dec. 2022)	YoY % change/ YoY change
Revenue	32,438	24,346	-24.9%
Profit before Income Tax Expense	3,442	-17,323	-20,765 (JPY million)

[Business highlights]

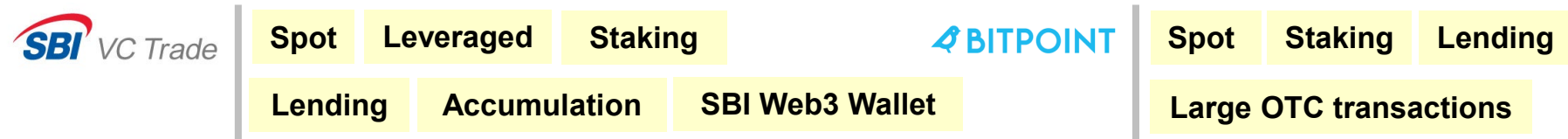
- B2C2 recorded a loss of approximately JPY 5bn due to the impact of the bankruptcy of some trading partners in 1Q and the provision for FTX Trading's bankruptcy in 3Q, but earnings in the core business have improved
- In the mining business, a loss of approx. JPY 9bn was recorded due to temporary impairments mainly in the first half of the year as a result of the downturn in the crypto asset market and the bankruptcy of some business partners, as well as a decline in the profitability of mining due to the fall in crypto asset prices. Withdrawal from the mining business in Russia has been completed
- In addition to the above losses, the downturn in the crypto asset market also affected the exchange business, resulting in a profit before income tax expense loss of JPY 17,323m for the crypto asset business segment

4. Crypto-asset Business

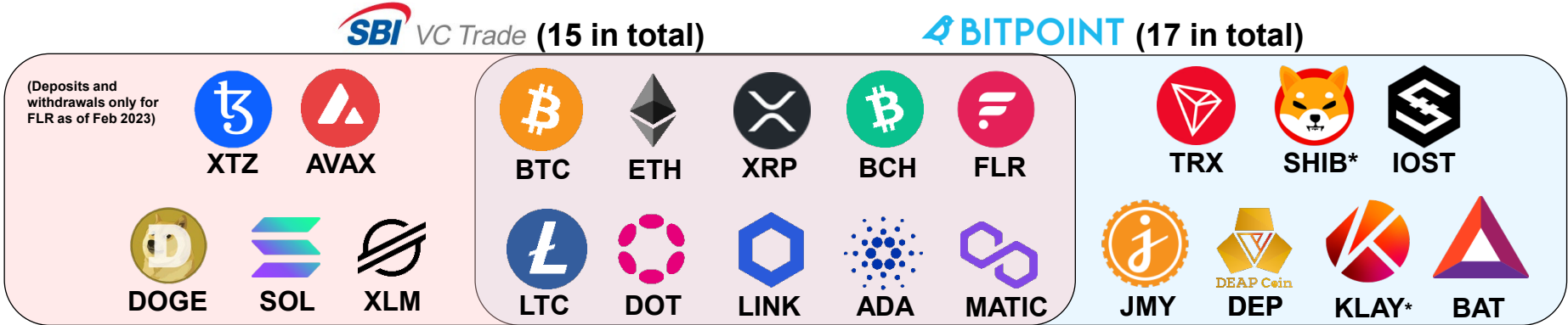


With the Addition of BITPOINT to the SBI Group, the Service and Customer Base of the Group's Crypto-asset Business has Grown Steadily

➤ Both SBI VC Trade and BITPOINT offer services to meet various investment needs



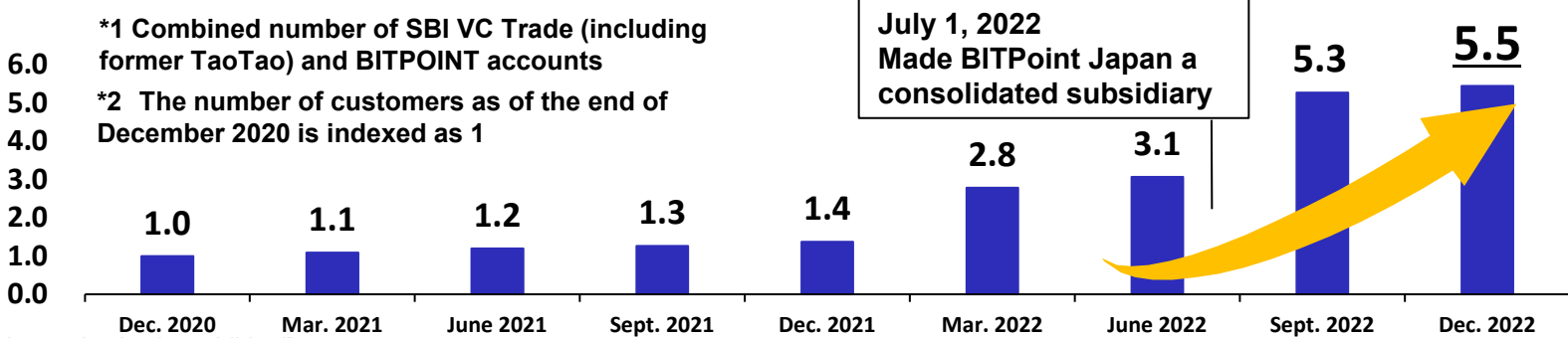
➤ The number of crypto assets handled in the business segment as a whole has increased to **22**



*The only domestic exchange to handle as of Feb. 2, 2023

➤ The customer base of the Crypto-asset Business expanded by around 5.5 times in the two years from end of Dec. 2020

Number of customers in the SBI Group's Crypto-asset business*1 (End of December 2020 - 2022)



5. Non-Financial Business

[Major constituent businesses]

**Biotechnology, Healthcare & Medical Informatics businesses,
other businesses including Web3**

[Non-Financial Business Segment Consolidated Performance (IFRS)]

(Unit: JPY million)

	9M FY2021 (Apr. 2021 – Dec. 2021)	9M FY2022 (Apr. 2022 – Dec. 2022)	YoY % change / YoY change (Amt)
Revenue	15,509	20,102	+29.6
Profit before Income Tax Expense	-8,674	-1,082	+7,592 (JPY million)

[Business highlights]

- In the Biotechnology, Healthcare & Medical Informatics businesses, while there were less milestone income compared to 9M FY2021 at SBI Biotech and the increase of expenses for product development at each overseas company which lead to declined profit before income tax expense, will continue making efforts to stabilize revenues
- In the Non-financial business segment, various initiatives have developed to prepare for the upcoming Web3 era, which is expected to become a trend in the near future. Focus on branding measures to gain greater recognition is also underway

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

(Unit: JPY million)

	9M FY2021 (Apr. 2021 – Dec. 2021)	9M FY2022 (Apr. 2022 – Dec. 2022)	YoY change (Amt)
SBI Biotech	466	-34	-500 (JPY million)
5-ALA-related business*	-440	-644	-204 (JPY million)
(of which) SBI ALApromo	265	186	-30.0

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

- In the pipeline out-licensed by SBI Biotech, research and development has progressed steadily, despite YoY decline of milestone revenues
- In the 5-ALA-related business, SBI ALApromo which manufactures and sells health foods etc. maintains profitability despite lower sales and profits before income tax expense YoY due to a lull in the rapid sales expansion during COVID-19. Overall deficit increased because expenses for product development boosted YoY at the overseas operating companies
- SBI Biotech and SBI ALApromo are preparing for listing

Example of Business for the Web3 Era

SBI Traceability offers **“SHIMENAWA,” a traceability platform** utilizing the Corda blockchain platform to support providence in the distribution process in a wide range of industries

..... < The case of sake (*Nihonshu*) >

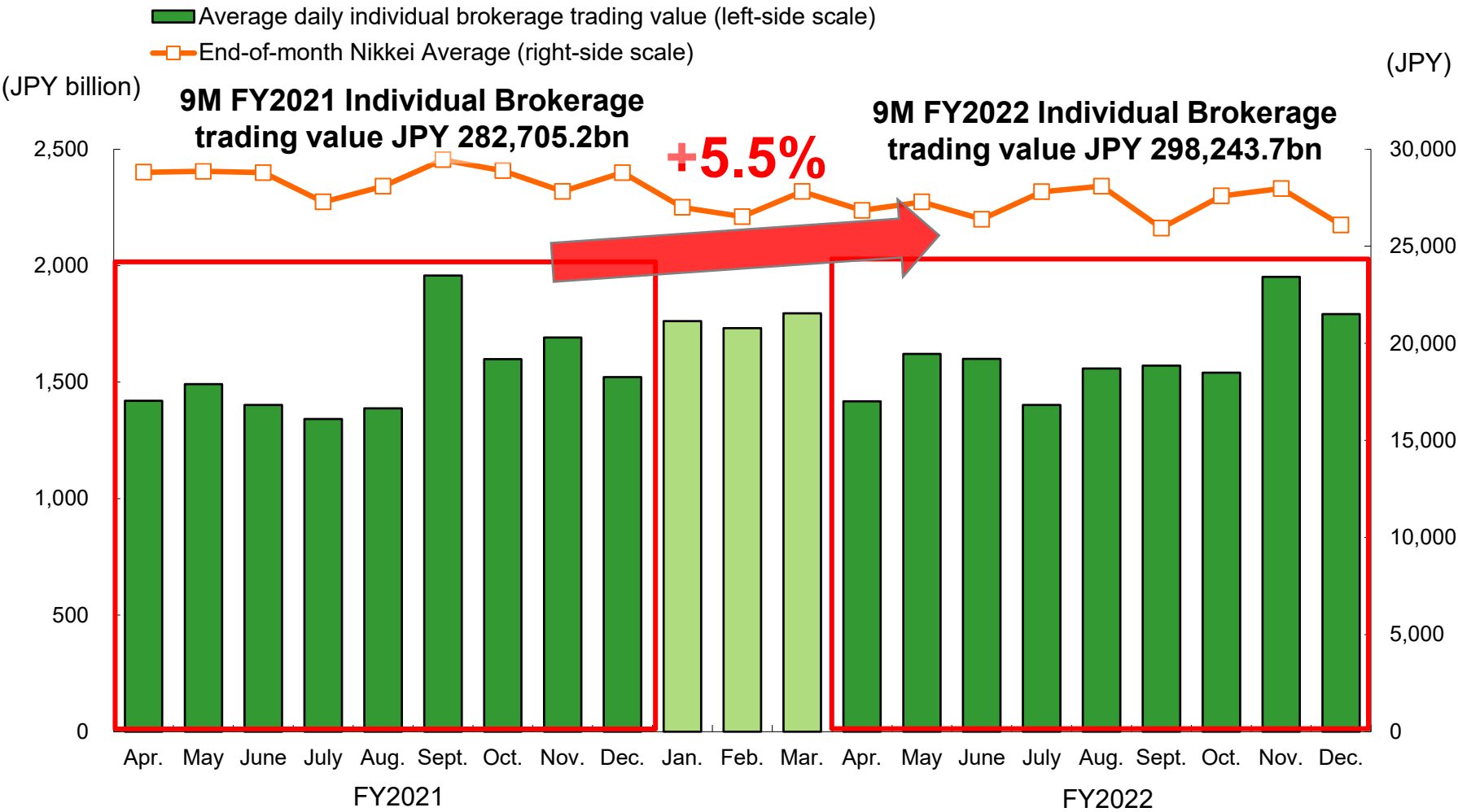
Launched “SHIMENAWA for SAKE” as a technology to protect sake brands through digital pairing with RFID technology that incorporates IC chips into sake bottle packages. It provides functions such as “proof of authenticity” and “opening detection”

Leading sake breweries in Japan are introducing “SHIMENAWA” one after another

- As the first practical case of traceability service for sake in Japan, **Katoukichibee Shouten**, which has been in business for 162 years, decided to introduce SHIMENAWA for its “BORN” sake, which is exported to 105 countries as a leading sake and frequently served at international events
- Introduced for all of the “Premium Line” Sake, a high-grade sake brewed by **Niizawa Brewery** that has received several awards, including “Champion of the SAKE division of The International Wine Challenge (IWC)” and “First Place of WORLD SAKAGURA RANKING”
- **The TOKISAKE ASSOCIATION** established in August 2019 by seven Japanese sake breweries who paint the future of well-cured and aged rice wine, has introduced the system as a proof of its certified sake

[Reference materials]

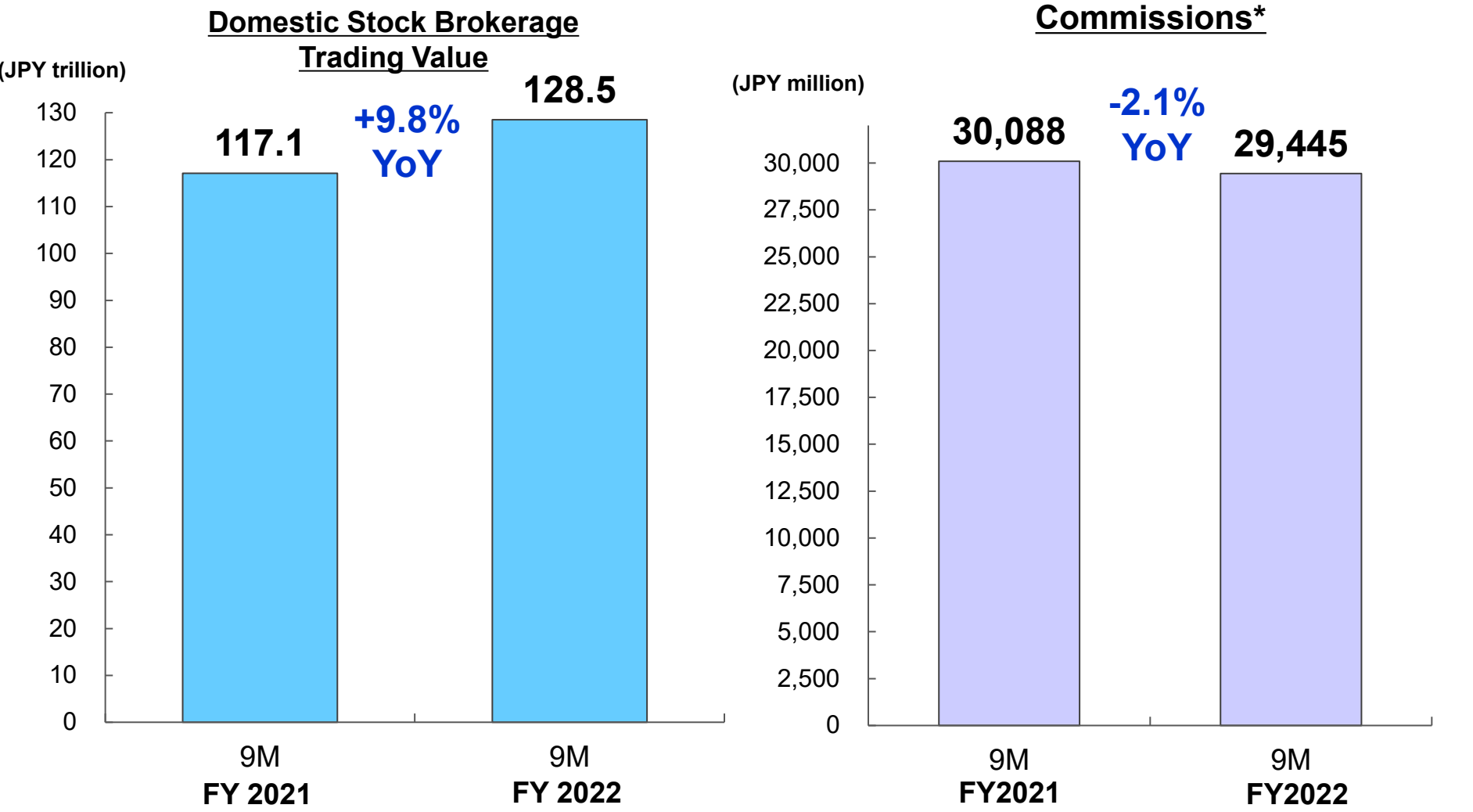
Average Daily Individual Brokerage Trading Value (Total for two markets*)



* Japanese stocks listed on Tokyo Stock Exchange and Nagoya Stock Exchange, ETF and REIT

Source: Compiled by SBIH from disclosed data from TSE

Brokerage Commission Income Decreased due to Phased Implementation of Neo-securities Initiative, Despite a Steady Increase in Brokerage Trading Value

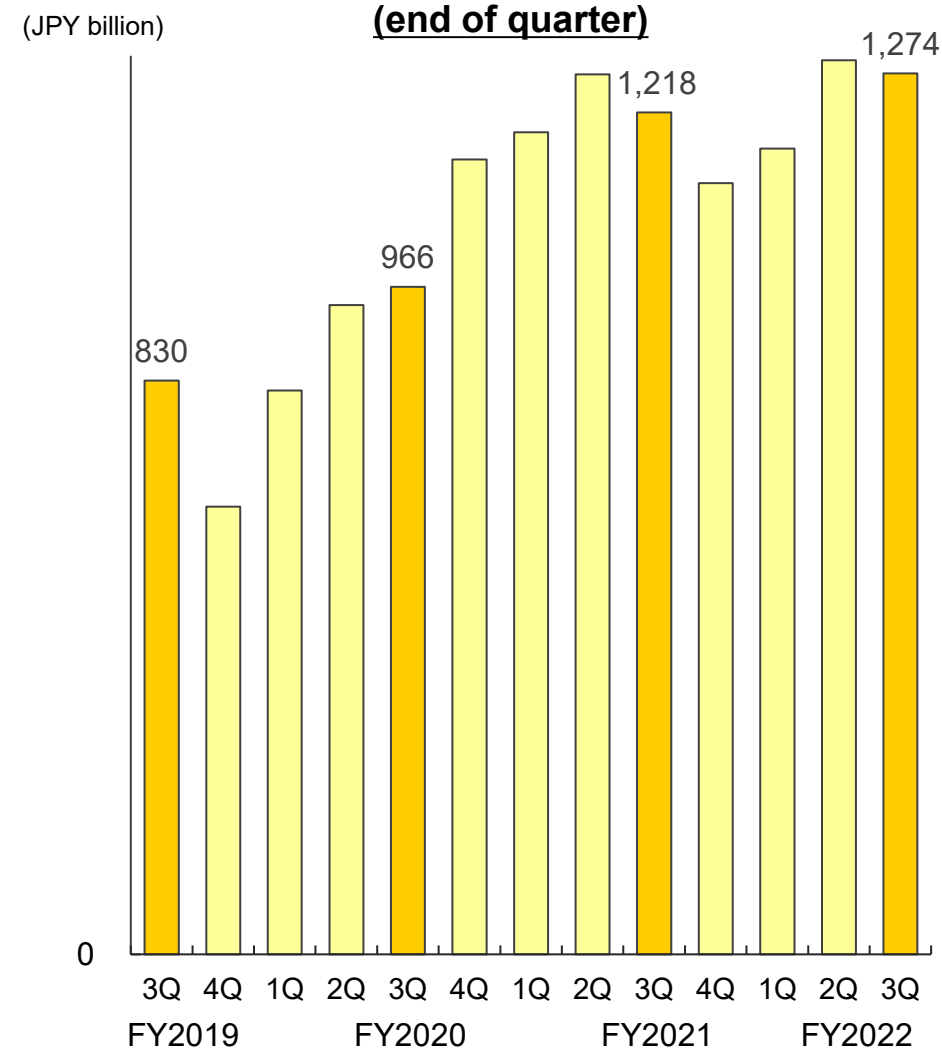


*Brokerage commission figures include those for futures, options, foreign stocks, and other non-domestic stock brokerage commissions

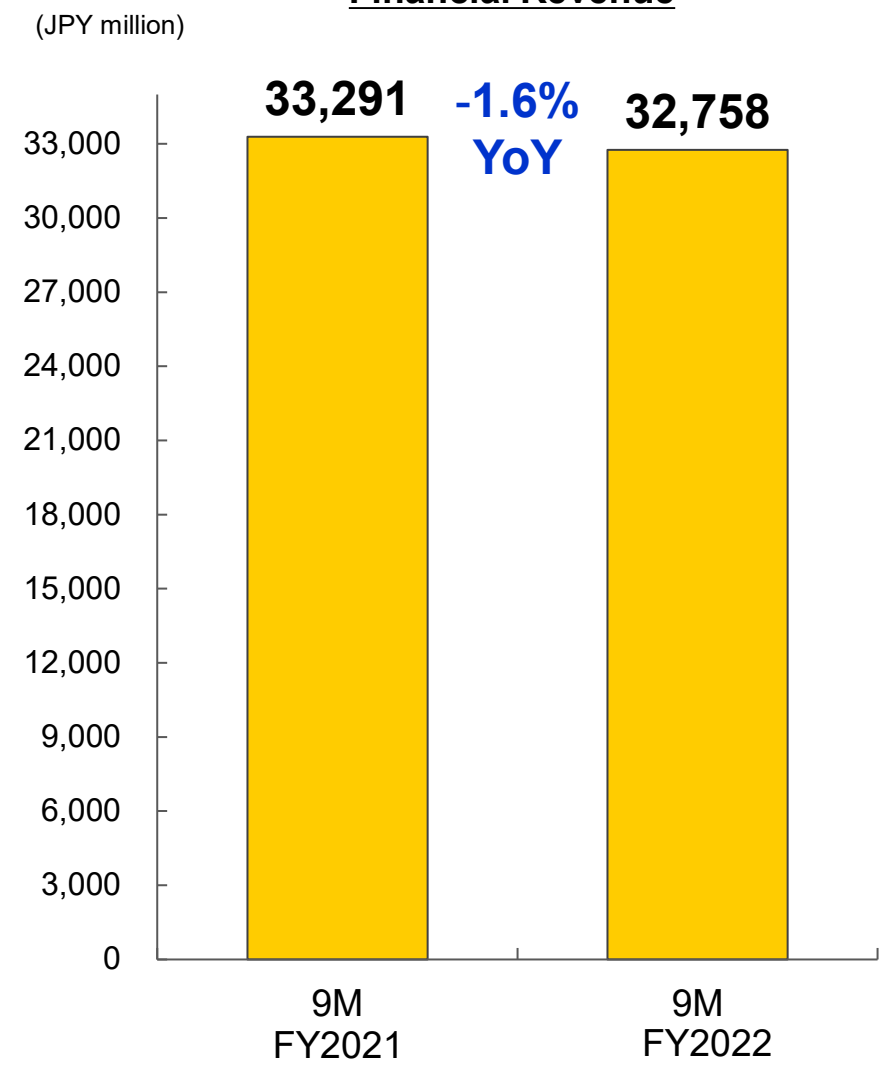
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Open Interest Credit Balance and Financial Revenue at SBI SECURITIES Remain High

Trend of Open Interest Credit Balance
(end of quarter)



Financial Revenue



1. SBI SECURITIES

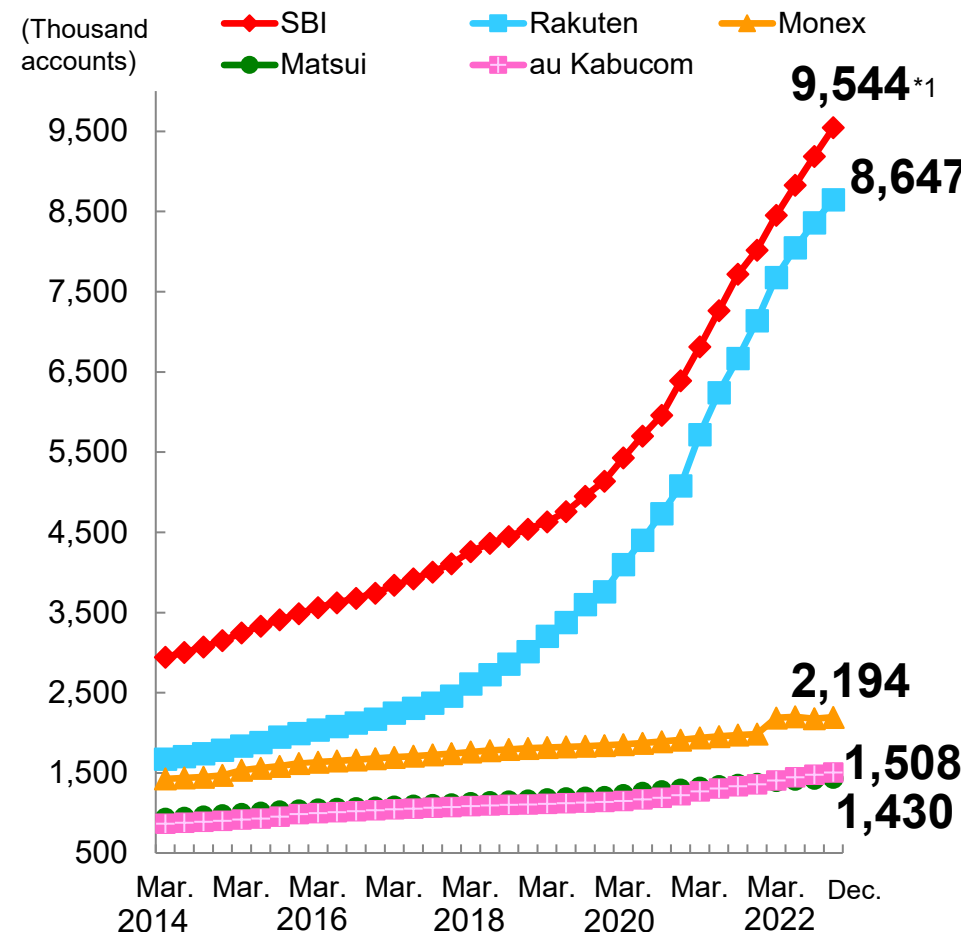
SBI SECURITIES Attains an Overwhelmingly Large Customer Base

[Number of Accounts and Amount of Customer Assets]



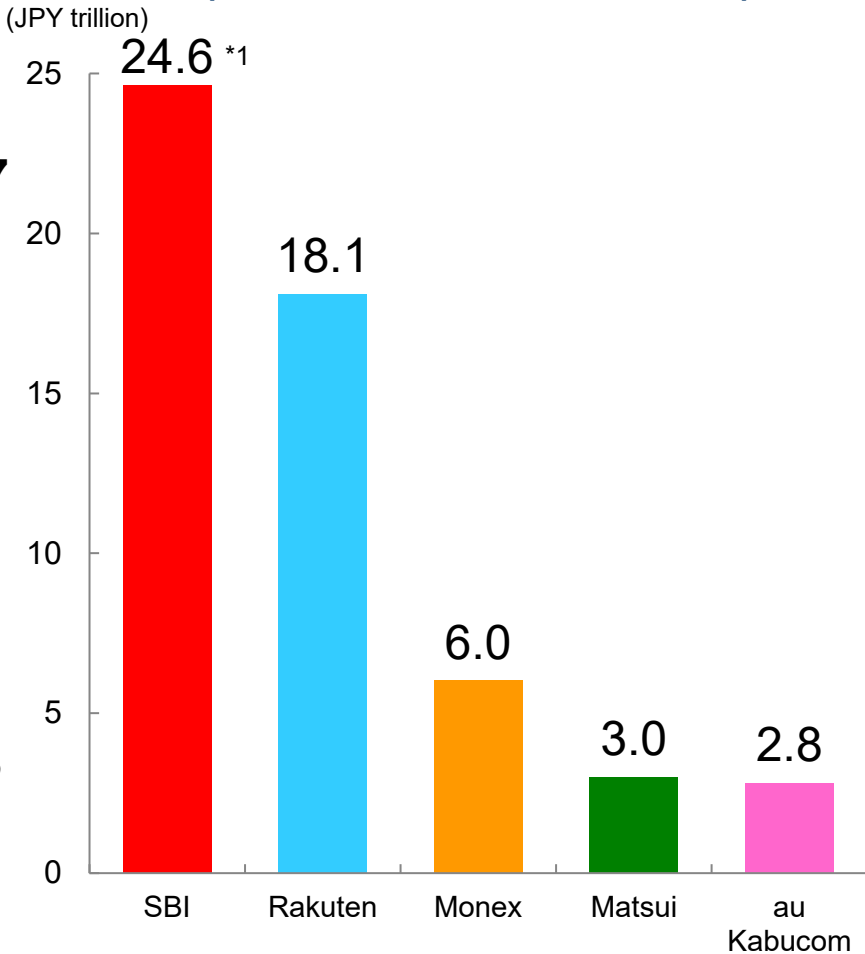
Customer Accounts of 5 Major Online Securities Companies

(As of end of Mar. 2014- as of end of Dec. 2022)



Customer Deposit Assets of 5 Major Online Securities Companies

(as of the end of Dec. 2022)

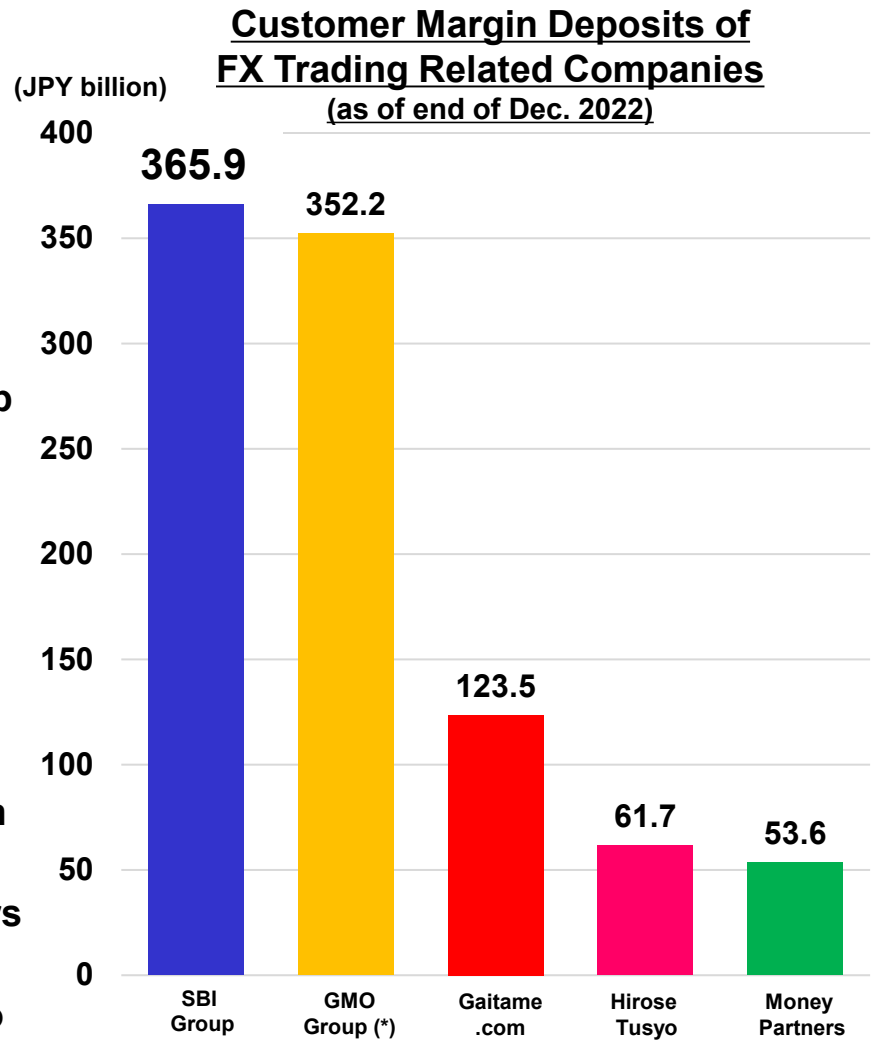
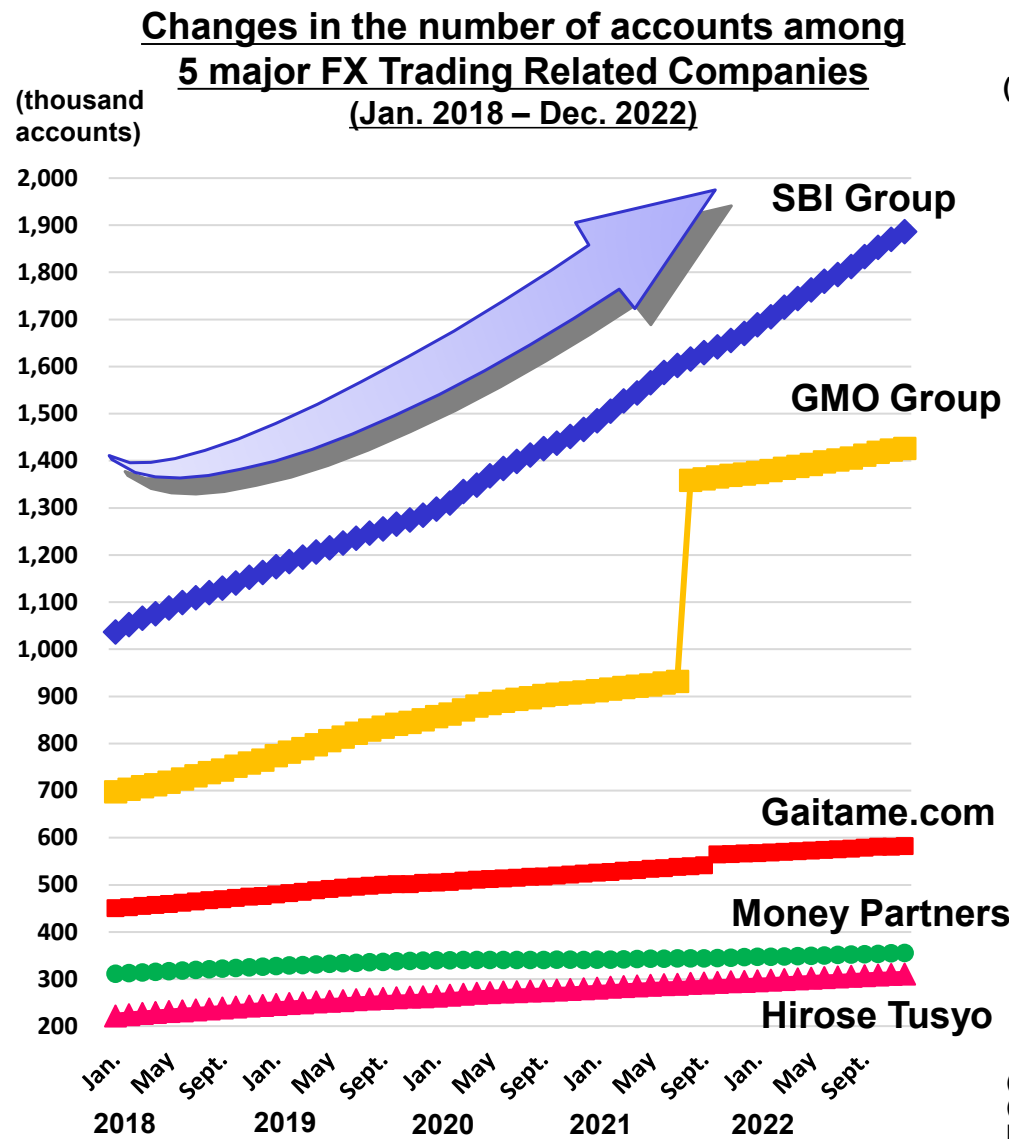


^{*1} As for SBI, includes SBI NEOMOBILE SECURITIES' number of accounts from June 2019, SBI Neotrade Securities' number of accounts from Oct. 2020 and FOLIO's number of accounts from Sept. 2021

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

1. SBI SECURITIES

The 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



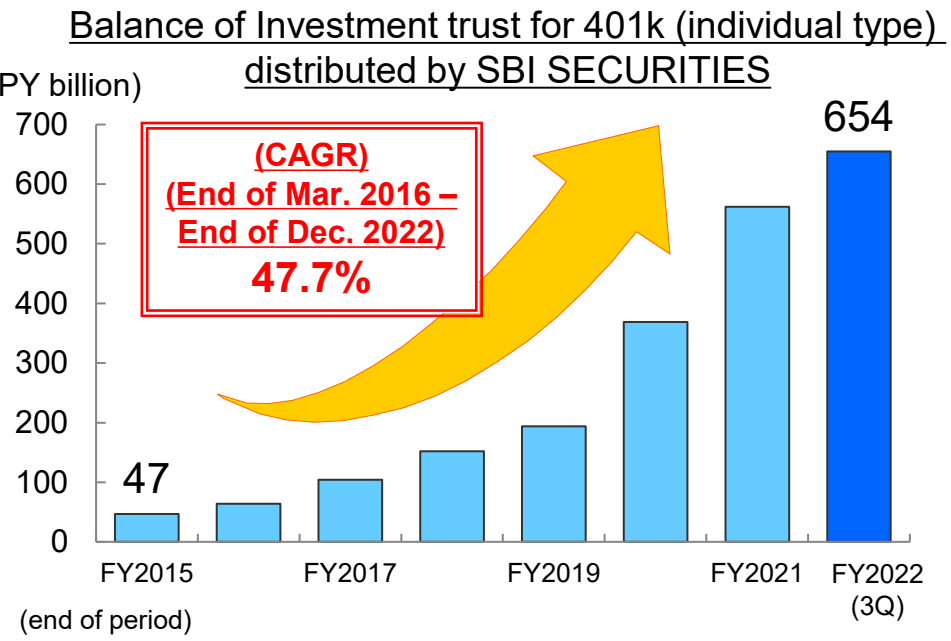
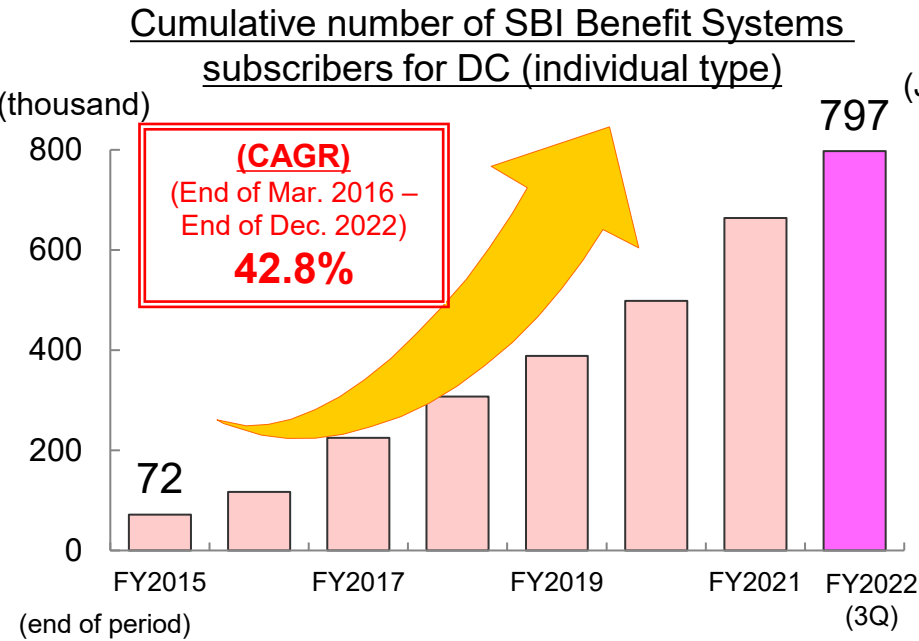
(*) Figures of GMO CLICK Securities, FX PRIME by GMO and Gaika ex byGMO (Formerly YJFX!, which joined the GMO Group in Sept. 2021) are combined and listed as "GMO Group" for reference

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

SBI Benefit Systems Initiated iDeCo Initiatives from Early Stage and Steadily Increasing the Number of Subscribers

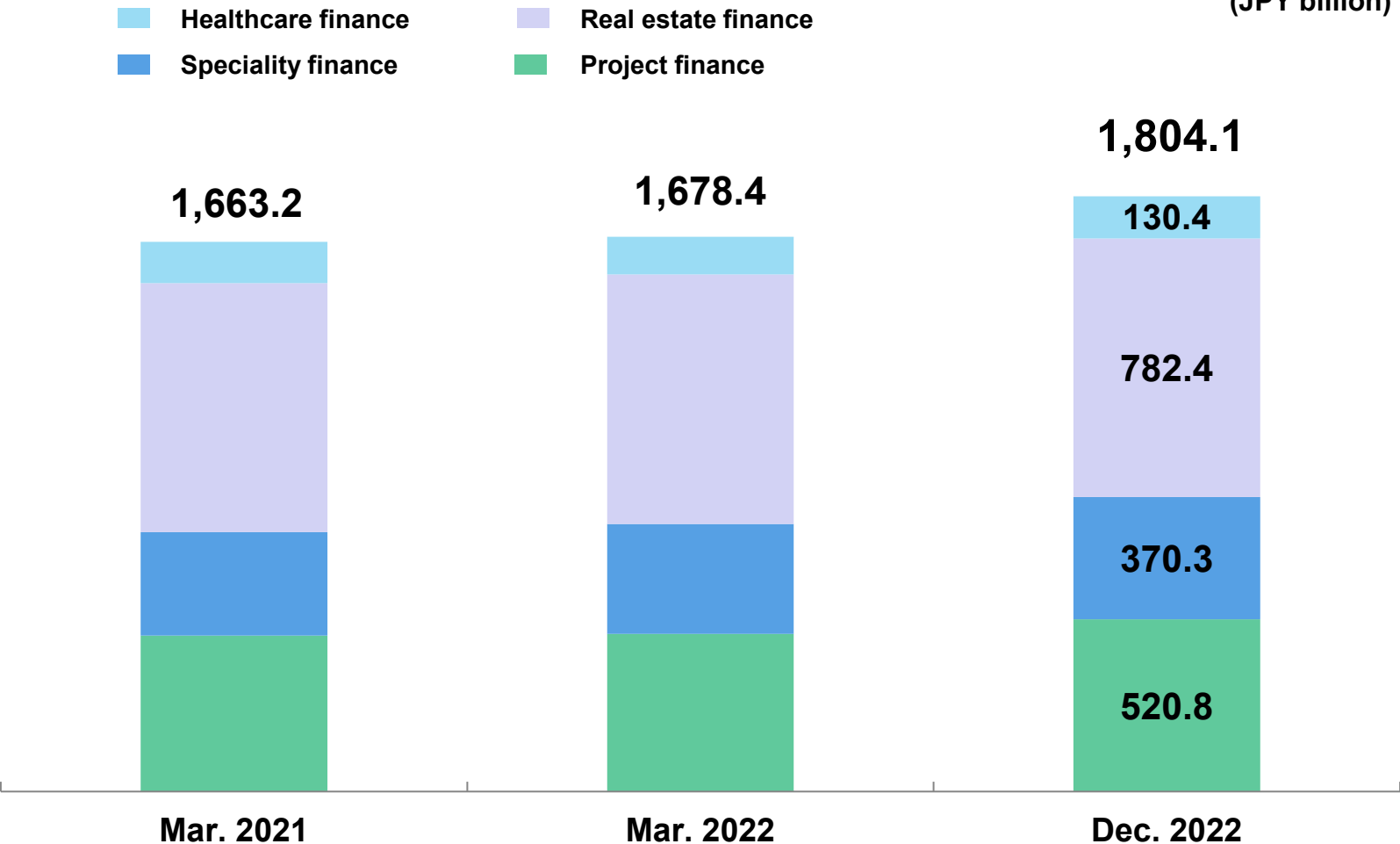
SBI Group **focused on the individual Defined Contribution (iDeCo) pension business** through SBI Benefit Systems (est. 2001), well before expectations for the market size to expand as a result of revisions in the regulation in January 2017

- **SBI SECURITIES** **administrative fees for iDeCo became completely free of charge** on May 19, 2017, in order to further expand iDeCo business
- **Number of requests for iDeCo information materials also remains high**



Operating Assets Balance of Structured Finance (March 2021 - December 2022)

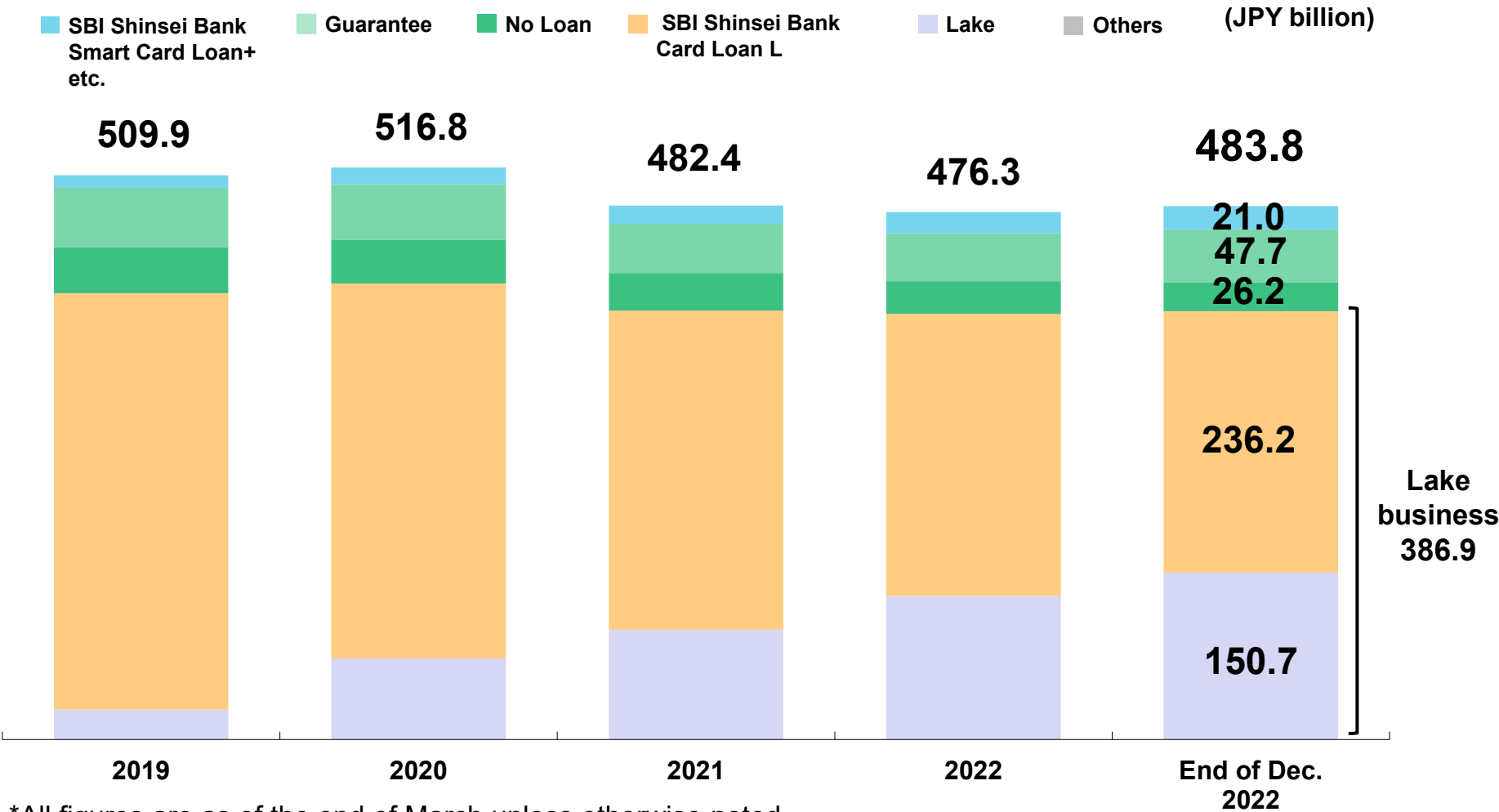
(JPY billion)



*All figures are as of the end of March unless otherwise noted

Operating Assets Balance at Shinsei Financial

- Focus on quality-led growth while ensuring predictive management -



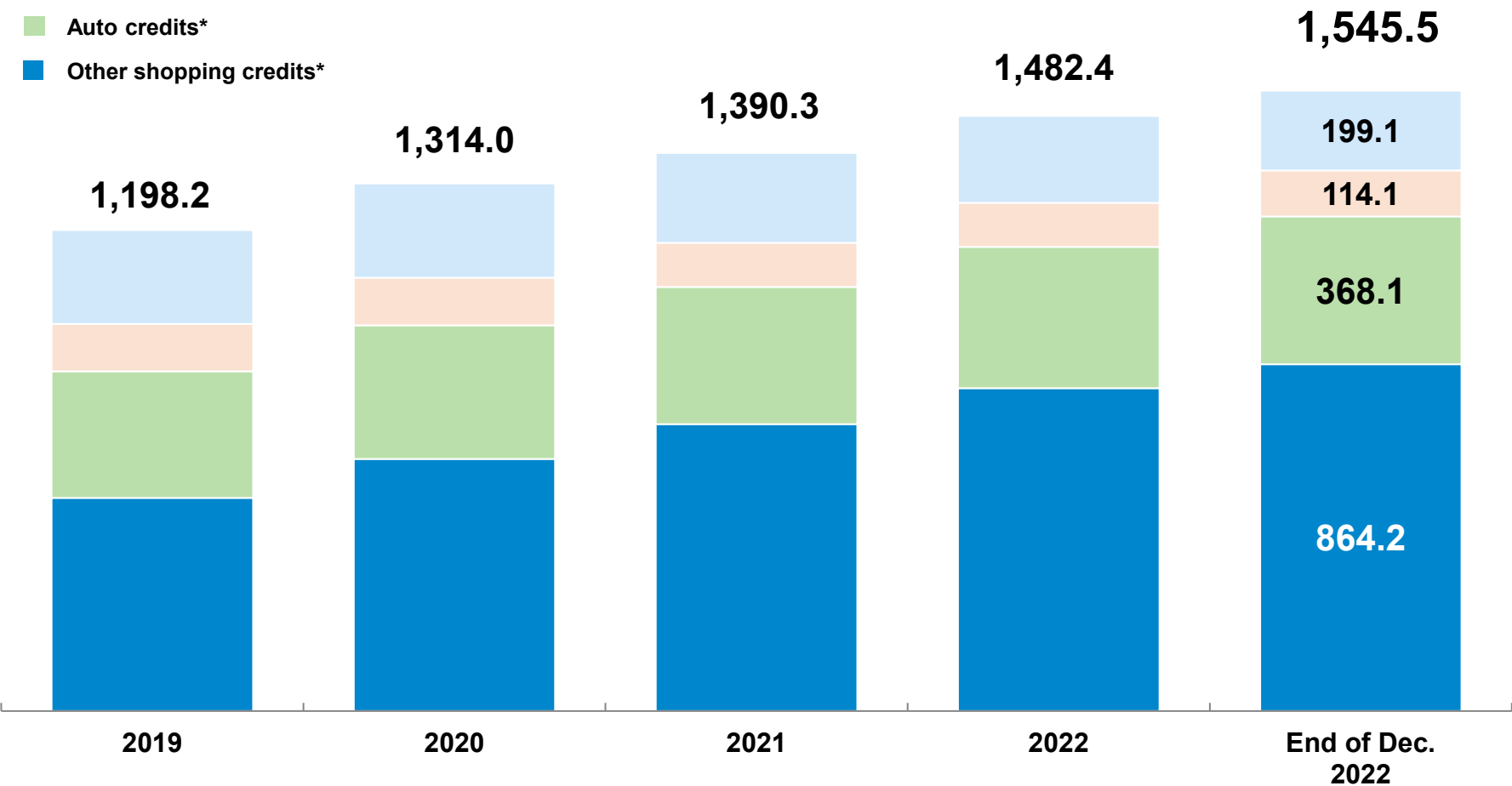
Operating Assets Balance at APLUS

(End of March 2019 - Dec. 2022)

- Shopping credit business continues to grow steadily-

(JPY billion)

- Housing-related loans etc. *Includes credit guarantees and leases
- Credit card
- Auto credits*
- Other shopping credits*



*All figures are as of the end of March unless otherwise noted

Assets Under Management of the SBI Group

(As of the end of Dec. 2022)

Private equity, etc. JPY 691.1bn^(*1) Excluding JPY 248.5bn of both cash and commitment amount to be paid in^(*2)

Breakdown of operating investment securities by Industry	Amount (JPY bn)
Internet/AI/IoT	165.0
Fintech services	112.2
Digital Asset/Blockchain	78.2
Finance	63.6
Biotechnology/Health/Medical	41.5
Environmental/Energy	8.5
Machine/Automobile	13.9
Services	43.2
Retail/Food	1.0
Materials/Chemicals	10.2
Construction/Real estate	1.0
Others	3.9
Equity interests in external and non-consolidated funds	45.4
Total	587.6

Breakdown of operating investment securities by region	Amount (JPY bn)
Japan	240.5
China	7.0
Korea	7.2
Southeast Asia	77.0
India	7.5
U.S.	106.1
Europe	62.6
Others	79.7
Total	587.6

Investment from non-consolidated Group management funds	Amount (JPY bn)
Corporate venture capital (CVC)	24.3
Others (Overseas JV fund, etc.)	79.2
Total	103.5

*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 run 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 Dec. 2022

*4 Amounts are rounded to the nearest JPY 100m

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

Number of Group companies

	End of Mar. 2022	End of Dec. 2022
Consolidated subsidiaries (companies)	442	505
Consolidated partnerships (partnerships)	51	58
Total consolidated subsidiaries (companies)	493	563
Equity method companies (companies)	62	60
Total Group companies (companies)	555	623

Number of employees (Consolidated)

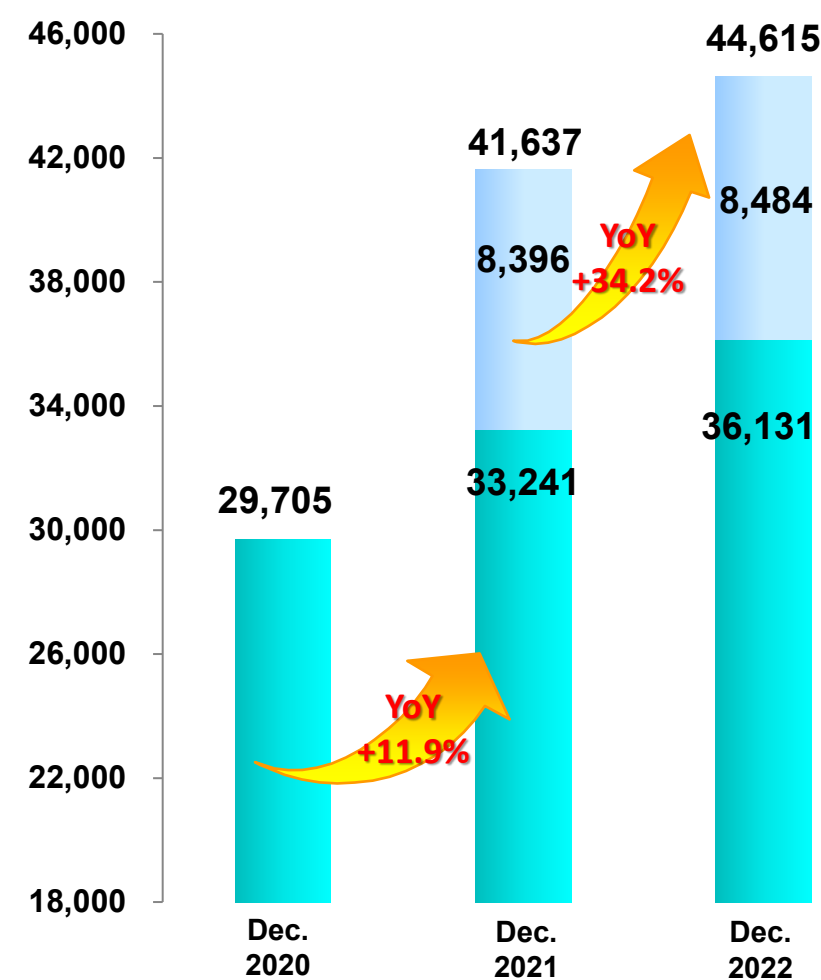
	End of Mar. 2022	End of Dec. 2022
Total employees	17,496	18,751

4. Group overview



SBI Group Has a Customer Base of Approximately 45 Million

(thousand)



Breakdown of the Customer Base (As of the end of December 2022)*1,2 (thousand)

SBI SECURITIES SBI NEOMOBILE SECURITIES SBI Neotrade Securities FOLIO	(No. of accounts)	9,544
SBIH InsWeb	(No. of customers)	10,691
E-LOAN	(No. of customers)	3,286
MoneyLook	(Total no. of customer registrations)	950
Morningstar Japan	(Total no. of service users) *3	1,305
SBI Sumishin Net Bank	(No. of accounts)	5,910
SBI Insurance	(Total no. of contracts)	1,183
SBI Life Insurance	(Total no. of contracts) *4	369
Others (SBI VC Trade etc.)*5		2,891
SBI Shinsei Bank Group*6		
SBI Shinsei Bank	(No. of accounts)	3,088
Lake business	(No. of customers)	831
APLUS	(No. of active cardholders)	4,280
Showa Leasing	(No. of contracts)	286
Total	—	44,615

*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 Morningstar Japan

*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

*6 Categories determined for SBI Shinsei Bank Group’s customer base are changed from FY 2022

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