# Consolidated Financial Highlights 7-year Summary

Adopted IFRSs from the year ended March 31, 2013

ı	Years ended March 31		
ı	Operating revenue/Rev	enue*1	
***	Profit before income tax	x expense	
***	Profit for the year attrib	utable to owners of the Company	
***	Total assets		
	Equity attributable to over	wners of the Company	
•••	Net cash generated fro	m (used in) operating activities	
•••	Net cash generated fro	m (used in) investing activities	
•••	Net cash generated fro	m (used in) financing activities	
	Cash and cash equivale	ents at the end of the year	
*1		ded March 31, 2016, the income categories "Operating revenue" and "Other financial incor bined and presented as "Revenue." Figures for the years ended March 31, 2013 to March	
		Financial Services Business	
		Asset Management Business	
	Revenue*1	Biotechnology-related Business	
		Others	
		Elimination or Corporate	
		Financial Services Business	
	Profit before	Asset Management Business	
	income tax	Biotechnology-related Business	
	expense	Others	
		Elimination or Corporate	
N		ch 31, 2013 to 2018, whereas there are Group companies that were transferred from one all year, so there may be some discrepancies.	segment to another, the abovementioned figures reflect
	Ratio of equity attributa	ble to owners of the Company to total assets	
	Substantive ratio of equ	uity attributable to owners of the Company to total assets*2	
	Ratio of profit to equity	attributable to owners of the Company (ROE)	
*2		y ratio, calculated by subtracting customer asset accounts (that is, asset accounts for mar nsaction liabilities, guarantee deposits received and deposits from customers, etc.) held by	
	Equity per share attribu	table to owners of the Company (BPS)	
•••		re attributable to owners of the Company (EPS)	
***	Dividend per share		
			ii
	PER (Price-earnings ra	tio)	
	PBR (Price-book-value	ratio)	
	BR=FY end TSE closing price/Equi	c earnings per share attributable to owners of the Company ty per share attributable to owners of the Company year ended March 31, 2019 was ¥2,466.	
•••	Total dividend		
***	Share repurchase amou	unt <sup>*3</sup>	
***	Total shareholder return	ns	
*3		s, the amount of treasury stock acquired relevant to the business performance for each fisc ad treasury stock worth ¥9,519 million in FY2017 and ¥10 billion in FY2018, but it is not sta	
•••	Payout ratio		
	Total shareholder return	ns ratio	
	Employees		

(IVIIIIO IS OF YELL)						
2019	2018	2017	2016	2015	2014	2013
351,411	337,017	261,939	261,744	245,045	232,822	154,285
83,037	71,810	43,139	52,227	63,067	38,899	15,022
52,548	46,684	32,455	34,115	45,721	21,439	3,817
5,034,124	4,535,964	3,850,001	3,126,784	3,400,763	2,875,304	2,494,387
456,675	427,815	377,992	371,590	383,491	325,631	303,299
(71,665)	(33,235)	(17,952)	32,478	(36,197)	29,401	(36,984)
(54,731)	7,881	2,437	11,179	52,305	16,811	(19,060)
407,746	74,575	159,467	(76,230)	(15,524)	92,538	25,699
713,974	437,148	391,572	248,050	290,826	276,221	133,362
				•••••	<del>-</del>	***************************************
229,239	217,272	176,989	159,012	162,645	147,835	113,340
118,631	117,572	80,392	98,725	65,843	72,725	33,011
3,729	4,199	5,530	4,021	2,182	2,195	970
3,677	1,213	883	2,259	15,710	11,626	9,240
(3,865)	(3,239)	(1,855)	(2,273)	(1,335)	(1,559)	(2,276)
66,568	63,888	48,853	50,458	67,309	37,298	18,741
51,107	56,491	13,940	17,996	8,132	8,990	6,259
(19,179)	(37,252)	(9,574)	(6,572)	(7,310)	(2,432)	(3,900)
(6,912)	(1,328)	(830)	(835)	2,779	2,438	1,659
(8,547)	(9,989)	(9,250)	(8,820)	(7,843)	(7,395)	(7,737)
				***************************************		
(%)						
9.1	9.4	9.8	11.9	11.3	11.3	12.2
15.3	16.7	18.3	21.7	22.2	22.2	22.9
11.9	11.6	8.7	9.0	12.9	6.8	1.3
	······	<del>-</del>	······	<del>-</del>	<del>-</del>	<del>-</del>
(Yen)						
2,000.82	1,937.72	1,856.47	1,792.08	1,771.19	1,504.19	1,401.39
231.43	220.54	159.38	160.83	211.18	99.04	17.58
	85.00	50.00	45.00	35.00	20.00	10.00
100.00	83.00	30.00	43.00	33.00	20.00	10.00
(Times)						
10.66	11.03	9.74	7.11	6.89	12.56	47.27
1.2	1.3	0.8	0.6	0.8	0.8	0.6
(A.4:II:						
(Millions of yen)	40.744	10.150	0.000	7.504	4.040	0.470
22,984	18,711	10,153	9,393	7,594	4,340	2,170
19,427	0	8,000	5,000	10,000	0	0 170
42,412	18,711	18,153	14,393	17,594	4,340	2,170
(%)						
43.2	38.5	31.4	28.0	16.6	20.2	56.9
	40.1	55.9	42.2	38.5	20.2	56.9
80.7	4().   :	0010		00.0		00.0
80.7	40.1	······································	······ <u>i</u> ····	<u>4</u>	***************************************	
80.7 (Persons) 6,439	5,391	4,455	5,480	6,094	5,352	5,007

# **Fact Sheet**

# Financial Services Business' Key Indicators

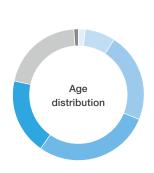
# Full-year Profit before Income Tax Expense of the Major Businesses of the Financial Services Business (Based on IFRSs)

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
SBI SECURITIES (non-consolidated)	¥ million	33,344	34,828	37,850	33,043	46,169	45,597
FX business*1	¥ million	3,160	4,741	5,200	5,734	5,188	9,334
SBI MONEY PLAZA	¥ million	1,062	1,496	1,751	1,975	2,768	1,956
SBI Sumishin Net Bank [Net income based on JGAAP]	¥ million	2,062 [7,116]	5,196 [9,998]	3,385 [8,413]	3,185 [9,873]	3,770 [10,447]	7,249 [11,975]
Insurance business*2	¥ million	(3,600)	28	264	1,881	2,263	1,480

# Securities

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Accounts	Thousands	2,944	3,246	3,564	3,840	4,261	4,631
Net increase in accounts	Thousands	335	302	318	276	422	369
Accumulated number of accounts via SBI Sumishin Net Bank	Thousands	299	362	415	452	538	600
NISA accounts	Thousands	416	640	821	974	1,197	1,404
Customer deposit assets	¥ trillion	7.6	9.4	9.5	10.8	12.9	13.0
Share of individual stock holdings by value*3	%	9.1	9.4	10.4	11.2	11.7	12.7
Commission rate	Basis point	2.4	2.6	2.6	2.9	3.0	2.9
Share of individual stock brokerage trading value*4	%	33.8	34.5	35.3	34.7	35.1	36.2
Share of individual stock brokerage margin trading value*4	%	36.5	36.2	37.3	35.9	36.4	37.1
Open interest credit balance	¥ billion	691	787	678	799	1,001	838
Investment trust balance	¥ billion	844	1,155	1,216	1,323	1,675	1,874
Investment trust fees	¥ million	2,939	3,771	4,391	4,215	5,181	5,200
Number of IPO underwriting*5	Companies	42	73	82	77	75	90
Number of lead managed underwritings	Companies	5	8	8	13	6	11
Capital adequacy ratio	%	323.4	318.6	377.0	276.2	372.7	349.9
FX accounts (SBI Group*6)	Thousands	470	612	760	906	1,066	1,186
Number of SBI MONEY PLAZA location	Locations	361	393	380	386	414	425
SBI MONEY PLAZA's customer deposit assets	¥ million	405,478	561,270	698,358	801,279	1,105,023	937,327

# SBI SECURITIES' Customer Base (As of March 31, 2019)



Age category	Percentage		
Under 20	1.8%		
20s	7.4%		
30s	22.0%		
40s	28.6%		
50s	18.6%		
Over 60	20.6%		
Corporation	1.0%		



Region	Percentage
Hokkaido	2.5%
Tohoku	3.4%
Kanto	46.6%
Chubu	14.9%
Kinki	19.2%
Chugoku	4.2%
Shikoku	2.0%
Kyushu	7.2%

# Banking

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Accounts	Thousands	1,974	2,308	2,586	2,827	3,210	3,543
Net increase in accounts	Thousands	327	334	277	242	383	333
Accumulated number of accounts via SBI SECURITIES	Thousands	695	820	956	1,073	1,259	1,430
Deposits* <sup>7</sup>	¥ billion	3,076.7	3,576.1	3,446.8	4,006.8	4,426.0	4,857.1
Deposits (hybrid deposit)	¥ billion	832.8	1,207.5	1,140.7	1,386.1	1,450.1	1,538.8
Deposits (foreign currency)	¥ billion	155.4	159.1	160.2	173.9	246.0	232.7
Cumulative total of housing loans*8	¥ billion	394.3	502.5	471.7	729.3	697.0	819.9
Balance of consumer loans	¥ billion	211.1	239.5	279.9	290.8	302.1	312.8
Asset management yield	%	1.06	1.08	0.90	0.85	0.83	0.84
Financial arrangements yield	%	0.33	0.31	0.22	0.14	0.14	0.16
Spread for fund interest rate	%	0.72	0.77	0.68	0.70	0.68	0.67
Loan-deposit rate (term-end balance)	%	45.11	50.83	60.27	58.72	71.96	74.27
Consolidated capital adequacy ratio (based on domestic standards)	%	10.06	8.89	9.80	11.11	9.35	8.14

#### Insurance

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Number of contracts (SBI Insurance)	Thousands	642	732	829	925	985	1,052
Number of contracts (SBI Life Insurance)*9	Thousands	_	117	110	108	121	141
Number of contracts (SBI IKIIKI SSI)	Thousands	32	39	47	57	70	85
Number of contracts (SBI Nihon SSI)	Thousands	_	_	_	509	540	573
Number of contracts (SBI Resta SSI)*10	Thousands	12	13	13	15	15	16
Combined ratio (SBI Insurance)	%	98.8	100.4	104.7	96.7	91.9	98.4
Direct loss ratio	%	72.4	77.6	86.1	82.5	80.7	84.1
Direct operating expenses ratio	%	26.4	22.8	18.6	14.2	11.2	14.3
Total actuarial reserves (SBI Insurance)	¥ million	13,327	13,840	12,572	13,333	14,456	15,338
Solvency margin ratio (SBI Life Insurance)	%	_	1,120.3	1,299.3	1,165.5	1,172.2	1,045.4
Total Assets (SBI Life Insurance)	¥ million	_	156,453	140,281	131,484	125,348	120,011
Balance of legal reserve (SBI Life Insurance)	¥ million	_	126,271	110,762	103,400	98,049	90,915

<sup>\*1</sup> Simple sum of profit before income tax expense at SBI Liquidity Market and SBI FXTRADE
\*2 Simple sum of profit before income tax expense at SBI Insurance Group and the insurance companies under its auspices
\*3 Calculated from customer deposit assets divided by the amount of financial assets held by households (listed shares), which is based on the Bank of Japan's statistics on flow of funds
\*4 Calculated by dividing the company's individual stock trading value or individual margin trading value, with the total individual stock trading value and individual margin trading value. the 1st and 2nd section of the Tokyo and Nagoya Stock Exchange, including that of ETF and REIT trading value, respectively

<sup>\*5</sup> Totals apply to the issues underwritten in Japan, and do not include additional secondary offerings or overseas issues

<sup>\*6</sup> Total accounts at SBI FXTRADE, SBI SECURITIES and SBI Sumishin Net Bank

 <sup>\*7</sup> Figures of SBI Sumishin Net Bank (non-consolidated)
 \*8 Cumulative total is the total of the individual loan execution amounts for housing loans (MR. Housing Loan, Affiliate housing loan) sold by SBI Sumishin Net Bank; housing loans (Internet Exclusive Housing Loan) sold by SBI Sumishin Net Bank as an agent for Sumitomo Mitsui Trust Bank; housing loans (MR. Housing Loan REAL) sold by agents of our company; and

<sup>\*9</sup> Includes the number of people using Group Credit Life Insurance

<sup>\*10</sup> Number of contracts for Earthquake Indemnity Insurance Resta

# Asset Management Business' Key Indicators

# Asset Management Business' Full-year Profit before Income Tax Expense (Based on IFRSs)

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Profit/loss from the change in fair value, and profit/loss on sales of investment securities	¥ million	9,417	(4,315)	16,225	6,836	44,409	33,699
SBI SAVINGS BANK	¥ million	4,011	16,672	5,846	5,649	14,018	17,473

# Asset Management Business' Private Equity Investment and Exit Figures

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Investment balance*1,2	¥ million	201,202	191,623	183,276	152,765	218,825	355,683
Investment amount	¥ million	24,131	19,631	27,930	41,762	56,540	108,125
Number of investments made	Companies	65	75	92	132	193	230
Number of companies exited*3	Companies	12	14	16	15	13	20

# Breakdown of Assets Under Management, including Private Equity Investment\*1,2 (As of March 31, 2019)

Breakdown by industry	Amount (¥ million)	Companies
Internet/Al/IoT	86,167	110
Fintech services	42,950	40
Digital assets/Blockchain	48,640	19
Finance	43,862	55
Biotechnology/Health/ Medical	11,668	27
Environmental/Energy	3,359	3
Machine/Automobile	6,260	10
Services	7,042	14
Retail/Food	1,305	6
Materials/Chemicals	3,927	4
Construction/Real estate	1,332	4
Others	1,105	7
Equity interests in external and non-consolidated funds	25,000	32
Total	282,616	331

Breakdown by region	Amount (¥ million)	Companies
Japan	107,346	213
China	22,993	18
Korea	4,278	6
Southeast Asia	49,979	13
India	1,317	4
U.S.	50,013	24
Europe	19,384	15
Others	27,307	38
Total	282,616	331

# Investment from non-consolidated Group management funds

	Amount (¥ million)	Companies
Corporate venture capital (CVC)	8,467	37
Others (Overseas JV funds, etc.)	64,600	171
Total	73,067	208

# Breakdown of Investments and Exit Figures\*3 (As of March 31, 2019; Unit: Companies)

Cumulative number of investee companies	Domestic	Overseas
1,524	907	617

Cumulative	Dom	estic	Overseas		
exits	IPO	M&A	IPO	M&A	
248	107	22	88	31	

# SBI Investment's Deal Sourcing Results\*4

Business results	Unit	Sourcing	Due diligence	Investors
FY2016	Companies	1,040	75	48
FY2017	Companies	1,036	56	40
FY2018	Companies	1,587	105	53

# SBI Investment's Management Results\*4,5

Commitment amount (¥ billion)	Cumulative distribution (¥ billion)	Investment return ratio (times)	IRR (%)
282.6	385.8	1.37	6.1

# SBI SAVINGS BANK (As of the end of March for each fiscal year)

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Balance of performing loans	KRW billion	1,520.0	2,258.4	3,022.2	4,106.5	5,029.6	6,123.4
of which, balance of retail performing loans	KRW billion	843.4	1,025.1	1,669.6	2,650.9	3,159.6	4,106.5
Delinquency ratio	%	46.1	26.8	16.2	8.8	5.3	3.9
of which, delinquency ratio of retail performing loans	%	21.1	16.5	8.5	5.0	4.2	3.8

# Breakdown of Assets Under Management in Investment Trusts, etc.\*6

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Investment trusts	¥ billion	103.5	128.0	180.6	254.7	490.0	969.4
Investment advisors	¥ billion	76.7	98.8	74.4	88.6	138.0	333.4
Investment corporations	¥ billion	3.3	3.8	4.0	4.6	_	_
Total	¥ billion	183.5	230.6	259.0	347.9	628.0	1,302.8

<sup>\*1</sup> Total investment amount through direct investments by the SBI Group, and consolidated investment funds operated by the SBI Group

<sup>\*2</sup> For investment balance amounts until FY2016, direct investments are valuated at fair value, and investments by consolidated investment funds are valuated at market price for listed stocks and at acquisition cost for unlisted stocks without a market price. (Those that have undergone impairment processing will be valuated at the total amount after impairment processing,) Beginning with the fiscal year ended March 31, 2018, the breakdown of the operational investment securities category of the consolidated financial statement is recorded here.

<sup>\*3</sup> Figures for investee companies who have held an initial public offering, or undergone a stock swap or M&A with a listed company

<sup>\*4</sup> Results for specialized investment funds under management are not included

<sup>\*5</sup> SBI Investment's results after fund redemption (cumulative)

<sup>\*6</sup> For funds that SBI Asset Management provides investment instruction to, if Morningstar Asset Management provides investment advisory services, assets are recorded in both "investment trusts" and "investment advisory," respectively, so there are some overlapping amounts

# Biotechnology-related Business' Performance and Pipeline

# Full-year Profit before Income Tax Expense of the Major Businesses of the Biotechnology-related Business (Based on IFRSs)\*1

	Unit	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
SBI Biotech	¥ million	(611)	(637)	(297)	737	(432)	(166)
Quark Pharmaceuticals	¥ million	(721)	(1,436)	(2,572)	(8,270)	(7,902)	(8,193)
SBI Pharmaceuticals	¥ million	(1,083)	(1,220)	(1,425)	91	42	(1,395)
SBI ALApromo	¥ million	(176)	(426)	(587)	(233)	40	263
photonamic*2	¥ million	_	_	38	(41)	55	412

# SBI Biotech's Major Drug Discovery Pipeline Progress

	Licensing partner (timing)	Target disease	Progress	
MEDI7734 (Anti-ILT7 antibody)	Viela Bio* (Sept. 2008)	Systemic lupus erythematosus, Cutaneous lupus erythematosus, Sjogren's syndrome, Scleroderma, Dermatomyositis	Phase Ib	Phase Ib (multiple dose study) is in progress following Phase Ia (single dose study). It will end in September 2019. Further receipt of milestone payments in accordance with development progress is expected
SBI-9674	Kyowa Hakko Kirin (Dec. 2016)	Autoimmune diseases	Pre-clinical	Kyowa Hakko Kirin is conducting development. Further receipt of milestone payments in accordance with development progress is expected
Cdc7 inhibitor	Carna Biosciences (May 2014)	Colorectal cancers	Phase I/II (plan)	Development is in progress at Sierra Oncology, which was out-licensed by Carna Biosciences. Submitted its Investigational New Drug (IND) application to FDA. Further receipt of milestone payments in accordance with development progress is expected
GNKS356	Independently	Psoriasis, Various fibrosis, Non-alcoholic steatohepatitis	Pre-clinical	Received subsidies from AMED (Japan Agency for Medical Research and Development) drug discovery promotion project, and acquired various data. Promoting R&D, out-licensing and tie-ups for optimization of target diseases based on the research results
SBI-3150	Independently	Autoimmune diseases (Various diseases caused by pDC/ activated B cells)	Pre-clinical	Acquisition of various data showing the superiority of dual targeting concept that targets pDC and activated B cells is in progress. Continuously engaging in negotiations with several companies for out-licensing

 $<sup>^{\</sup>star}\!A \text{ new company specializing in inflammation and autoimmune disease, spun out from MedImmune, a subsidiary of AstraZeneca$ 

# Quark Pharmaceuticals' Major Drug Discovery Pipeline Progress

	Licensing partner	Target disease	Progress	
QPI-1002	_	Delayed graft function (DGF) in kidney transplantation	Phase III (Completed)	While providing additional information to the U.S. FDA, by following a suggestion from the FDA on the transition to an NDA (New Drug Application) move to an NDA procedure will be made within the next 6-month period
		Acute kidney injury (AKI)	Phase III	Started Phase III clinical trials in July 2018. Planning expansion of clinical trials to 115 facilities worldwide
QPI-1007	Biocon of India	Non-arteritic anterior ischemic optic neuropathy (NAION)	Phase III	Phase III clinical trials are underway at 66 centers in the U.S. and Europe. The FDA approved the shortening of the follow-up period after administration to the final subject from 12 months to 6 months, so the final results will become known in April 2020

<sup>\*1</sup> Excluding impairment losses from drug pipeline, etc.
\*2 photonamic became a consolidated subsidiary in January 2016.

# SBI Pharmaceuticals' Major Drug Discovery Pipeline Progress

# Launch and out-licensing (Total 5 cases)

- "ALAGLIO" Oral 1.5g," photodynamic diagnostic agent for brain tumor treatment (malignant glioma) (Launched in September 2013)
- Therapeutic drugs for diabetes and malaria infection (to Neopharma, UAE pharmaceutical company, in October 2016)
- "ALAGLIO" Divided Granules 1.5g," photodynamic diagnostic agent for bladder cancer treatment (carcinoma vesicae) (Launched in Japan in December 2017 by Chugai Pharmaceuticals, which was granted exclusive domestic marketing rights)
- Pharmaceuticals including "ALAGLIO® Divided Granules 1.5g" in the territory of MENA and India (to Neopharma, in March 2018)

Fields	Dipolino projecto	Current status					
rielus	Pipeline projects	Phase I	Phase II	Phase III	Application		
Diagnostic agent (PDD)	Peritoneal dissemination of gastric cancer*	Phase III is underway			Scheduled to complete in December 2019		
	2 Cisplatin nephropathy protection	Phase II is underway	Scheduled to in September				
Drug to treat	3 Mitochondrial diseases*	Phase III is underway			d to complete uary 2021		
	4 Cardiac ischemia- reperfusion injury*	Preparation for Phase II is underway		ch university hospital at og spart of the control o			
Photodynamic therapy (iPDT)	Brain tumors* 5 (by photonamic, a wholly owned subsidiary)	Preparation for Phase II is underway					

<sup>\*</sup>Investigator-led trial

# Patents Obtained Since 2016 by SBI Pharmaceuticals (Japan)\*

Invention thesis	Registration date	Co-applicants
An agent for treating and preventing cancer anemia	Feb. 12, 2016	Single application
An agent for the treatment and prevention of chronic kidney disease	Feb. 12, 2016	Single application
Photodynamic diagnosis agent and photobleaching-prevention agent	Feb. 12, 2016	Tokyo Institute of Technology
Photodynamic therapy using a photosensitizer or 5-ALAs	Feb. 19, 2016	Single application
Device to identify cancer metastasis in the sentinel lymph node	Feb. 26, 2016	Single application
Immune tolerance inducer	Mar. 25, 2016	National Center for Child Health and Development
Enhancer of survival of transplanted organ	Apr. 1, 2016	National Center for Child Health and Development
Prophylactic/therapeutic agent for influenza virus infection	Apr. 22, 2016	Tokushima Univ.
Prophylactic and/or therapeutic agent for radiation damage	Apr. 22, 2016	The Univ. of Tokyo
PDT effect enhancing agent	May 20, 2016	Kanazawa Univ. and Tokushima Univ.
Nuclear magnetic resonance diagnostic agent, and method for detecting or diagnosing state of cell, tissue or organ in subject using same	Aug. 5, 2016	Kumamoto Univ. and Univ. of Occupational and Environmental Health
Medicinal composition for promoting synthesis of protoporphyrin ix	Dec. 2, 2016	Osaka City Univ.
Treatment agent and/or prophylactic agent for side effects of cancer drugs	Dec. 2, 2016	Kochi Univ.
Prophylactic agent and/or therapeutic agent for sepsis	Dec. 9, 2016	Nihon Univ.
Cancerous anemia improvement and preventive agent	Feb. 17, 2017	Single application
Immune tolerance induction accelerator	July 14, 2017	National Center for Child Health and Development
Frataxin enhancers	July 21, 2017	Tokyo Univ. of Agriculture
Normal incidence enhancing agent of a fertilized egg	Jan. 26, 2018	Yamagata Univ.
Organ preservation solution	Feb. 23, 2018	National Center For Child Health And Development
Photodynamic effect enhancing agent for ALA-photodynamic therapy and ALA-photodynamic diagnosis	Oct. 12, 2018	Single application
Intraoperative diagnostic system consisting of a photodynamic diagnostic device with a collimator and a surgical microscope with a fluorescence diagnostic mode	Oct. 19, 2018	Single application

<sup>\*26</sup> patents were acquired by the end of 2015. Patents held by SBI Pharmaceuticals number 47 in Japan, of which 29 are also held overseas

# Consolidated Financial Statements of the Group

# **Consolidated Statement of Financial Position**

			(Millions of Ye
	Notes	As of March 31, 2018	As of March 31, 2019
Assets			
Cash and cash equivalents	5	437,148	713,974
Trade and other accounts receivable	5, 7, 8, 17	570,466	689,713
Assets related to securities business			•••••
Cash segregated as deposits		1,510,079	1,603,159
Margin transaction assets		832,410	674,878
Other assets related to securities business	9	493,953	471,555
Total assets related to securities business	5, 6, 7	2,836,442	2,749,592
Other financial assets	5, 7, 17	35,958	36,740
Operational investment securities	5, 7, 10	191,014	282,616
Other investment securities	5, 7, 10	173,316	188,900
Investments accounted for using the equity method	11	68,365	68,371
Investment properties	13	2,192	2,147
Property and equipment	14, 17	14,382	15,100
Intangible assets	15	181,708	184,816
Other assets		24,392	94,899
Deferred tax assets	16	581	7,256
Total assets		4,535,964	5,034,124
iabilities			
Bonds and loans payable	5, 7, 17	571,277	962,965
Trade and other accounts payable	5, 7, 18	67,806	60,639
Liabilities related to securities business	, ,	, , , , , , , , , , , , , , , , , , , ,	
Margin transaction liabilities		121,703	166,145
Loans payable secured by securities		689,107	494,718
Deposits from customers		757,179	781,232
Guarantee deposits received		707,380	730,838
Other liabilities related to securities business	19	395,444	373,567
Total liabilities related to securities business	5, 6, 7	2,670,813	2,546,500
Customer deposits for banking business	5, 7	536,955	659,361
Insurance contract liabilities	20	142,260	139,098
Income tax payable		11,271	7,367
Other financial liabilities	5	16,335	19,566
Other liabilities		12,779	60,339
Deferred tax liabilities	16	12,644	15,732
Total liabilities		4,042,140	4,471,567
Equity			
Capital stock	22	81,681	92,018
Capital surplus	22	125,445	142,094
Treasury stock	22	(4,647)	(20,128)
Other components of equity	22	20,605	16,977
Retained earnings	22	204,731	225,714
Equity attributable to owners of the Company		427,815	456,675
Non-controlling interests		66,009	105,882
Fotal equity		493,824	562,557
Total liabilities and equity		4,535,964	5,034,124

# **Consolidated Statement of Income**

	(Millions of Ye					
	Notes	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019			
Revenue (Interest income of ¥101,837 million and ¥112,054 million included for the fiscal years ended March 31, 2018 and 2019, respectively)	4, 25	337,017	351,411			
Expense						
Financial cost associated with financial income	26	(17,788)	(21,394)			
Provision for credit losses			(22,260)			
Operating cost	26	(113,548)	(99,811)			
Selling, general and administrative expenses	26	(100,377)	(111,075)			
Other financial cost	26	(3,282)	(4,680)			
Other expenses	26	(32,441)	(14,789)			
Total expense		(267,436)	(274,009)			
Share of the profit of associates and joint ventures accounted for using the equity method	4, 11	2,229	5,635			
Profit before income tax expense	4	71,810	83,037			
Income tax expense	27	(15,852)	(15,760)			
Profit for the year		55,958	67,277			
Profit for the year attributable to						
Owners of the Company		46,684	52,548			
Non-controlling interests		9,274	14,729			
Profit for the year		55,958	67,277			
Earnings per share attributable to owners of the Company						
Basic (Yen)	29	220.54	231.43			
Diluted (Yen)	29	196.88	205.42			

# **Consolidated Statement of Comprehensive Income**

(Millons of Yen)					
	Note	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019		
Profit for the year		55,958	67,277		
Other comprehensive income					
Items that will not be reclassified subsequently to profit or loss					
Equity instruments measured at FVTOCI	28	1,436	(1,202)		
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	28	_	(411)		
		1,436	(1,613)		
Items that may be reclassified subsequently to profit or loss					
Debt instruments measured at FVTOCI	28	_	527		
Currency translation differences	28	(2,782)	(3,204)		
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	28	(844)	446		
		(3,626)	(2,231)		
Other comprehensive income, net of tax		(2,190)	(3,844)		
Total comprehensive income		53,768	63,433		
Total comprehensive income attributable to					
Owners of the Company		44,629	48,320		
Non-controlling interests		9,139	15,113		
Total comprehensive income		53,768	63,433		

# **Consolidated Statement of Changes in Equity**

								A)						
			Attrib	utable to own	ers of the Com	pany								
	Note	Capital stock	Capital surplus	Treasury stock	Other components of equity	Retained earnings	Total	Non- controlling interests	Total equity					
As at April 1, 2017		81,681	128,004	(23,801)	22,720	169,388	377,992	37,532	415,524					
Profit for the year		_	_	_	_	46,684	46,684	9,274	55,958					
Other comprehensive income		_	_	<del>-</del>	(2,055)	_	(2,055)	(135)	(2,190)					
Total comprehensive income		_	-	_	(2,055)	46,684	44,629	9,139	53,768					
Issuance of convertible bonds		_	1,716	<del>-</del>	_	_	1,716	_	1,716					
Conversion of convertible bonds		_	4,060	25,889	_	_	29,949	<u> </u>	29,949					
Change in scope of consolidation		_	-	_	_	_	_	6,823	6,823					
Dividends paid	23	_	-	_	_	(11,401)	(11,401)	(2,660)	(14,061)					
Treasury shares purchased	22	_	_	(9,637)	_	_	(9,637)	_	(9,637)					
Treasury shares sold	22	_	99	2,902	_	_	3,001	_	3,001					
Share-based payment transactions		_	461	_	_	_	461	_	461					
Changes of interests in subsidiaries without losing control		_	(8,895)	_	_	_	(8,895)	15,175	6,280					
Transfer	22	_	_	—	(60)	60	_	_	<del>-</del>					
As at March 31, 2018		81,681	125,445	(4,647)	20,605	204,731	427,815	66,009	493,824					
Cumulative effect of change in accounting policy	2	_	_	_	840	(11,625)	(10,785)	(123)	(10,908)					
Restated balance as at April 1, 2018		81,681	125,445	(4,647)	21,445	193,106	417,030	65,886	482,916					
Profit for the year		_	_			52,548	52,548	14,729	67,277					
Other comprehensive income		_	_		(4,228)	_	(4,228)	384	(3,844)					
Total comprehensive income		_	_	_	(4,228)	52,548	48,320	15,113	63,433					
Issuance of convertible bonds		_	2,904	_	_	_	2,904	_	2,904					
Conversion of convertible bonds		10,337	6,677	12,248	_	_	29,262	_	29,262					
Change in scope of consolidation		_	_	_	_	_	_	(4,775)	(4,775)					
Dividends paid	23	_	_	_	_	(20,180)	(20,180)	(2,018)	(22,198)					
Treasury shares purchased	22	_	_	(29,461)	_	_	(29,461)	_	(29,461)					
Treasury shares sold	22	_	22	1,732	_	<b>—</b>	1,754	_	1,754					
Share-based payment transactions		_	677		_	_	677	455	1,132					
Changes of interests in subsidiaries without losing control		_	6,369	_	_	_	6,369	31,221	37,590					
Transfer	22	_	_	_	(240)	240	_	_	_					
As at March 31, 2019		92,018	142,094	(20,128)	16,977	225,714	456,675	105,882	562,557					

# **Consolidated Statement of Cash Flows**

			(Millions of Ye
	Note	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Cash flows from operating activities			
Profit before income tax expense		71,810	83,037
Depreciation and amortization		11,143	10,082
Share of profits of associates and joint ventures accounted for using the equity method		(2,229)	(5,635)
Interest and dividend income		(106,160)	(117,244)
Interest expense		21,071	26,074
Increase in operational investment securities		(79,465)	(88,404)
Increase in accounts receivables and other receivables		(93,182)	(127,521)
Increase (decrease) in operational liabilities and other liabilities		12,017	(5,754)
Decrease in assets/liabilities related to securities business		(11,122)	(37,586
Increase in customer deposits in the banking business		49,015	136,284
Others		22,425	(13,765
Subtotal		(104,677)	(140,432)
Interest and dividend income received		104,683	117,222
Interest paid		(19,677)	(23,355
Income taxes paid		(13,564)	(25,100
Net cash used in operating activities		(33,235)	(71,665
Cash flows from investing activities			
Purchases of intangible assets		(7,084)	(8,332)
Purchases of investment securities		(35,555)	(125,359
Proceeds from sales or redemption of investment securities		48,514	107,157
Acquisition of subsidiaries, net of cash and cash equivalents acquired	30	12	(3,572
Proceeds from sales of subsidiaries, net of cash and cash equivalents disposed of	30	870	(2
Payments of loans receivable		(10,294)	(21,396
Collection of loans receivable		5,596	4,527
Others		5,822	(7,754
Net cash generated from (used in) investing activities		7,881	(54,731
Cash flows from financing activities			
(Decrease) increase in short term loans payable	30	(31,180)	373,059
Proceeds from long-term loans payable	30	40,336	45,650
Repayment of long-term loans payable	30	(28,261)	(59,077
Proceeds from issuance of bonds payable	30	140,025	168,187
Redemption of bonds payable	30	(37,039)	(102,268
Proceeds from stock issuance to non-controlling interests		60	8,622
Contributions from non-controlling interests in consolidated investment funds		12,312	22,151
Cash dividends paid		(11,390)	(20,169
Cash dividends paid to non-controlling interests		(409)	(819
Distributions to non-controlling interests in consolidated investment funds		(2,252)	(1,309
Purchase of treasury stock		(9,637)	(29,461
Proceeds from sale of interests in subsidiaries to non-controlling interests		367	4,105
Payments for purchase of interests in subsidiaries from non-controlling interests		(156)	(450
Others		1,799	(475
Net cash generated from financing activities		74,575	407,746
Net increase in cash and cash equivalents		49,221	281,350
Cash and cash equivalents at the beginning of the year		391,572	437,148
Effect of changes in exchange rate on cash and cash equivalents		(3,645)	(4,524)
Cash and cash equivalents at the end of the year		437,148	713,974

# Notes to Consolidated Financial Statements

## 1. Reporting Entity

SBI Holdings, Inc. (the "Company") was incorporated in Japan. The consolidated financial statements of the Company consist of the Company, its subsidiaries (hereinafter referred to as the "Group") and interests in the Group's associates and joint ventures. The Group is engaged in various businesses, which primarily consist of three key businesses: "Financial Services Business", "Asset Management Business" and "Biotechnology-related Business". See Note 4 "Segment Information" for detailed information on each business.

The consolidated financial statements were approved and authorized for issue by the Company's Representative Director, President and CEO, Yoshitaka Kitao and Director, Senior Managing Director and CFO, Shumpei Morita on June 25, 2019.

# 2. Basis of Preparation

## (1) Compliance with IFRSs

Since the Company meets the criteria of "Specified Company under Designated International Financial Reporting Standards" defined in Article 1-2 of the Ordinance on Terminology, Forms and Preparation Methods of Consolidated Financial Statements (Ordinance of the Ministry of Finance No. 28 of 1976), the consolidated financial statements of the Group were prepared in accordance with International Financial Reporting Standards ("IFRSs") pursuant to Article 93 of the Rules Governing Term, Form and Preparation of Consolidated Financial Statements.

#### (2) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for the below:

- Financial instruments measured at fair value through profit or loss ("FVTPL")
- Financial instruments measured at fair value through other comprehensive income ("FVTOCI")

The measurement basis of fair value of the financial instruments is provided in Note 5 "Fair value of financial instruments".

# (3) Reporting currency

The consolidated financial statements are presented in Japanese Yen, which is the functional currency of the Company and rounded to the nearest million yen, unless otherwise stated.

#### (4) Use of estimates and judgments

In the preparation of the Group's consolidated financial statements in accordance with IFRSs, management of the Company is required to make estimates, judgments and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenues and expenses. Actual results could differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period of the change and subsequent future periods.

The following notes include information on critical judgments in the application of accounting estimates and judgments that have a significant effect on the amounts recognized in the

consolidated financial statements.

- Fair value measurements of financial instruments—"3. Significant Accounting Policies (3) Financial instruments" and "5. Fair Value of Financial Instruments"
- Impairment on financial assets at amortized cost—"3.
   Significant Accounting Policies (3) Financial instruments" and
   "7. Financial Risk Management (4) Credit risk management"
- Impairment on intangible assets—"3. Significant Accounting Policies (6) Intangible assets" and "15. Intangible Assets (3) Carrying amount of goodwill"
- Liability adequacy test for insurance contracts—"3. Significant Accounting Policies (9) Accounting for insurance contracts" and "20. Insurance Contract Liabilities"
- Recoverability of deferred tax assets—"3. Significant Accounting Policies (14) Income tax expense" and "16. Deferred Taxation"

## (5) Application of new and revised IFRSs

The Group adopted the following new and revised standards and interpretations from the beginning of the fiscal year ended March 31, 2019. The accounting policies of these newly adopted standards are stated in "3. Significant Accounting Policies (3) Financial instruments and (13) Revenue from Contracts with Customers".

Statemer	nt of standards	Summary of new standards and amendments
IFRS 9 (as revised in 2014)	Financial Instruments	Amendment with regard to impairment accounting, and classification and measurement of financial instruments
IFRS 15	Revenue from Contracts with Customers	Amendment with regard to revenue recognition

The Group had applied IFRS 9 "Financial Instruments" (published in November 2009 and revised in October 2010 and December 2011) until the previous fiscal year. Beginning with the fiscal year ended March 31, 2019, the Group has prospectively applied IFRS 9 "Financial Instruments" published in July 2014 ("IFRS 9 (as revised in 2014)"). The Group has not applied IFRS 9 (as revised in 2014) retrospectively to its consolidated financial statements for the previous fiscal year as permitted under transitional provisions.

Following the application of IFRS 9 (as revised in 2014), trade and other accounts receivable and retained earnings decreased by \$11,679 million and \$11,625 million, respectively, while other investment securities and other components of equity increased by \$1,167 million and \$840 million, respectively, in the consolidated statement of financial position at the beginning of the period, compared with those under the previous accounting standards.

The impact of the changes on the consolidated statement of income for the fiscal year ended March 31, 2019 is a loss of ¥2,218 million.

Due to consequential amendments made to IAS 1 "Presentation of Financial Statements" with the application of IFRS 9 (as revised in 2014), the Company presents interest income and provision for credit losses as separate line items in the consolidated statement of income beginning with the fiscal year ended March 31, 2019.

For application of IFRS 15, the Group, as permitted under transitional provisions in this standard, recognizes the cumulative effect of applying this standard at the date of initial application. There is no significant impact from applying this standard on the consolidated financial statements for the fiscal year ended March 31, 2019.

#### 3. Significant Accounting Policies

The significant accounting policies applied in the preparation of these consolidated financial statements are listed below.

# (1) Basis of consolidation

### (a) Subsidiaries

Subsidiaries refer to the entities under control of the Group which include the entities that have been designed in a way that voting or similar rights are not the dominant factor in deciding who controls those entities ("structured entities"). Control is defined as the Group having (a) power over the investee, (b) exposure, or rights, to variable returns from its involvement with the investee, and (c) the ability to use its power over the investee to affect the amount of the investor's returns. Subsidiaries are fully consolidated from the date on which control is obtained by the Group and deconsolidated on the date that the Group loses control. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the accounting policies adopted by the Group.

Inter-company transactions, balances and unrealized gains on transactions among Group companies are eliminated in the consolidated financial statements. Unrealized losses are also eliminated and the related impairment is assessed.

Comprehensive losses arising from subsidiaries are allocated to the owners of the Company and non-controlling interests even if the balances of non-controlling interests are a negative figure.

## (b) Associates and joint ventures

Associates are entities over which the Group has significant influence, and that is neither a subsidiary nor an interest in joint venture.

When the Group holds between 20% and 50% of voting rights of the other entity, the Group is presumed to have significant influence over the other entity.

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement and decisions about the relevant activities require the unanimous consent of the parties sharing control.

Investments in associates and joint ventures are initially recognized at cost and accounted for using the equity method. However, investments held by venture capital organizations and other similar entities in the Group are accounted for at fair value through profit or loss in accordance with IFRS 9.

Under the equity method, investor's share of the profit or loss and other comprehensive income (after adjustments for the purpose of conforming with the group accounting policies),

from the date of having significant influence or entering into joint control to the date of losing significant influence or ceasing joint control, of the associates and joint ventures (hereinafter referred to as "equity method associates") were recognized and recorded as adjustments to the carrying amounts of investments.

When the Group's share of losses in an equity method associate exceeds the carrying amount of the investment in the associate, losses are recognized until the carrying amounts of long-term interests that form part of the net investment are reduced to zero. The Group does not recognize further losses, unless it has incurred legal or constructive obligation or made payments on behalf of the associate.

Unrealized gain on inter-company transactions with equity method associates are deducted from the balance of carrying amount of investments only to the extent of investor's interests in the associates.

#### (c) Business combination

Acquisition method is applied for acquisitions of businesses. The consideration transferred for the acquisition of a subsidiary is the total of acquisition date fair value of the assets transferred, the liabilities incurred to the former owner of the acquiree and the equity interests issued by the Group.

Identifiable assets acquired and liabilities assumed in a business combination are measured initially at their acquisition date fair value except for the below.

- Deferred tax assets or liabilities and assets or liabilities related to employee benefit arrangements are recognized and measured in accordance with IAS 12 "Income Taxes" and IAS 19 "Employee Benefits".
- Liabilities or equity instruments related to share-based payment arrangements of the acquiree or share-based payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree are measured in accordance with IFRS 2 "Share-based Payment" at the acquisition date.
- Assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 "Non-current Assets Held for Sale and Discontinued Operations" are measured in accordance with that standard.

Goodwill is measured as the excess of the sum of the consideration transferred and the amount of any non-controlling interests in the acquiree over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed. If the difference is negative, the difference is recognized immediately in profit or loss.

The Group recognizes non-controlling interests in the acquiree on an acquisition-by-acquisition basis, either at fair value or at the proportionate share of the recognized amount of acquiree's identifiable net assets.

Acquisition-related cost is expensed as incurred, except for the costs related to the issuance of debt securities and equity securities.

If the business combination is achieved in stages, the acquirer's previously held equity interest in the acquiree is remeasured at fair value at the acquisition date and resulting gain or loss is recognized in profit or loss.

# (d) Changes in ownership interests in subsidiaries without loss of control

Changes in the Group's ownership interests in subsidiaries that do not result in the Group losing control over the subsidiaries are accounted for as equity transactions in accordance with IFRS 10 "Consolidated Financial Statements". The carrying amount of the Group's share and non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. The difference between "fair value of consideration paid or received" and "adjustments of the carrying amount of non-controlling interests" is recognized in equity and attributed to owners of the Company.

#### (e) Loss of control

When the Group loses control of a subsidiary, the difference between the "total fair value of consideration received and the retained interest" and "the previous carrying amount of subsidiary's assets (including goodwill), liabilities and non-controlling interests" are recognized in profit or loss.

In addition, any amount previously recognized in other accumulated comprehensive income in relation to the subsidiary is accounted for as if the Group had directly disposed of each related assets or liabilities.

The fair value of the retained interest in the former subsidiary is measured in accordance with IFRS 9.

#### (2) Foreign currency

# (a) Foreign currency translation

In preparing the financial statements of each individual Group entity, transactions in currencies other than the functional currency of that entity (foreign currencies) are translated in the respective functional currency (i.e. the currency of the primary economic environment in which the entity operates) at the rates of exchange prevailing on the dates of the transactions. At the end of the reporting period, monetary assets and liabilities denominated in foreign currencies are retranslated at the rates prevailing at the year-end date. Non-monetary assets and liabilities that are measured at fair value in a foreign currency shall be retranslated using the exchange rate at the date when the fair value was measured. The exchange differences arising from the retranslation were recognized in profit or loss, except for retranslation differences in equity instruments that are measured at fair value and changes in fair value are recognized in other comprehensive income, and exchange differences arising from transactions for the purpose of hedging certain foreign exchange risk.

#### (b) Foreign operations

The assets and liabilities, including goodwill and fair value adjustments arising from business combinations, of all the Group entities that have a functional currency that is different from the presentation currency (mainly foreign operations) are translated into the presentation currency using the rates of exchange prevailing at the end of each reporting period. Income and expenses of foreign operations are translated into the presentation currency at the average exchange rates.

Exchange differences arising are recognized as other comprehensive income. The differences are recorded and accumulated as translation reserve in equity and will be

reclassified from equity to profit or loss on disposal of the foreign operation.

#### (3) Financial instruments

The Group recognizes a financial instruments when, and only when, the Group becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of the financial assets and financial liabilities (other than financial assets and financial liabilities measured at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition.

#### (a) Non-derivative financial assets

#### (i) Classification and measurement of financial assets

Non-derivative financial assets held by the Group are classified into the following designated categories when they are initially recognized on the basis of the Group's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets.

- Financial assets measured at amortized cost
- Debt instruments measured at fair value through other comprehensive income (hereinafter "debt instruments measured at FVTOCI")
- Equity instruments measured at fair value through other comprehensive income (hereinafter "equity instruments measured at FVTOCI")
- Financial assets measured at fair value through profit or loss (hereinafter "financial assets measured at FVTPL")

## (Financial assets measured at amortized cost)

Financial assets are subsequently measured using the effective interest method at amortized cost, adjusted for any loss allowance, if both of the following conditions are met: (i) the financial assets are held within the business model whose objective is to hold financial assets in order to collect contractual cash flows and (ii) the contractual terms of the financial assets give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

## (Debt instruments measured at FVTOCI)

Financial assets are measured at fair value and changes in the difference between the fair value and the amortized cost of financial assets, adjusted for any loss allowance, are recognized in other comprehensive income if both of the following conditions are met: (i) the financial assets are held within the business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and (ii) the contractual terms of the financial assets give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Upon derecognition of debt instruments measured at FVTOCI, the amount accumulated in other comprehensive income is reclassified to profit or loss.

## (Equity instruments measured at FVTOCI)

Upon initial recognition, the Group designates as a financial asset measured at fair value through other comprehensive

income an investment in an equity instrument that is held for a purpose other than trading. This is an irrevocable election and changes in the fair value of such financial instruments are recognized in other comprehensive income. Dividends from the above-mentioned equity instruments are recognized in profit or loss. At derecognition of equity instruments measured at FVTOCI or when a significant decline in fair value below the initial cost is other than temporary, the recognized amount of changes in fair value accumulated in other comprehensive income is reclassified to retained earnings.

#### (Financial assets measured at FVTPL)

Financial assets, other than those subsequently measured at amortized cost and those measured at fair value through other comprehensive income, are subsequently measured at fair value, and all changes in fair value are recognized in profit or loss.

# (ii) Derecognition of financial assets

The Group derecognizes a financial asset when, and only when, the contractual rights to the cash flows from the financial asset expire or the Group no longer retains the contractual rights to receive the cash flows and transfers all the risks and rewards related to the financial asset.

#### (b) Non-derivative financial liabilities

(i) Classification and measurement of financial liabilities

Non-derivative financial liabilities held by the Group include corporate bonds and loans, trade and other accounts payable, which are classified into the following designated categories:

- Financial liabilities measured at amortized cost
- Financial liabilities measured at fair value through profit or loss (hereinafter "financial liabilities measured at FVTPL")

(Financial liabilities measured at amortized cost)

Financial liabilities measured at amortized cost are subsequently measured at amortized cost using the effective interest method.

(Financial liabilities measured at FVTPL)

Financial liabilities, other than those subsequently measured at amortized cost, are subsequently measured at fair value, and all changes in fair value are recognized in profit or loss.

# (ii) Derecognition of financial liabilities

The Group derecognizes financial liabilities when, and only when, the Group's obligations are discharged, cancelled or have expired.

#### (c) Impairment of financial assets

The Group estimates expected credit losses for financial assets other than financial assets measured at FVTPL and equity instruments measured at FVTOCI at the end of the reporting period and recognizes such expected credit losses as a loss allowance. If the Group determines that the credit risk of financial instruments has increased significantly since initial recognition, the loss allowance is measured at an amount equal to the lifetime expected credit losses; in the event that the Group determines that the credit risk of

financial instruments has not increased significantly since initial recognition, the loss allowance is measured at an amount equal to the 12-month expected credit losses.

The assessment of whether there has been a significant increase in credit risk is based on changes in the probability of a default occurring.

Meanwhile, as for trade receivables that do not contain a significant financing component, lifetime expected credit losses are measured on the basis of historical credit losses and other relevant information regardless of whether there has been an increase or decrease in credit risk.

Amounts of expected credit losses or reversals are recognized in profit or loss as impairment loss or reversals of impairment loss and are presented separately as provision for credit losses in the consolidated statement of income.

## (d) Trading assets and liabilities

Financial assets and liabilities are classified as trading assets and trading liabilities in the below situation:

- Financial assets acquired mainly for the purpose of sale or repurchase in the short term
- At initial recognition, the financial assets are managed together by the Group as part of a certain financial instrument portfolio, from which an actual short term gain has been realized.
- Derivative (either not classified as hedging instruments or proved to be ineffective as hedging instruments)

Trading assets and trading liabilities are classified as financial assets and liabilities measured at FVTPL, changes in amounts of which are recognized in profit or loss. Trading assets and trading liabilities are presented in "Other assets (or liabilities) related to securities business" in the statement of financial position.

# (e) Derivatives

The Group uses derivative instruments (interest rate swap contracts and forward exchange contracts) in order to hedge mainly interest rate risk and foreign exchange risk.

## (i) Derivatives to which hedge accounting is applied

At the inception of the hedge, the Group formally documents the hedging relationship between the hedged item or transaction and the hedging instrument, which is the derivative, in compliance with our risk management objective and strategy. In addition, at the inception and on an ongoing basis, the Group documents whether the derivative is highly effective in offsetting changes in the fair value or the cash flows of the hedged item attributable to the risk of changes in interest rates, etc.

The changes in the fair value of derivatives, which are designated as hedging instruments for fair value hedges, are recognized in profit or loss. Gain or loss on the hedged item attributable to the risk of changes in interest rates, etc. shall adjust the carrying amount of the hedged item and be recognized in profit or loss.

Among the changes in the fair value of derivatives which are designated as hedging instruments for cash flow hedges, the portion of the gain or loss on the hedging instrument that is determined to be an effective hedge shall be recognized in

other comprehensive income, while the ineffective portion shall be recognized in profit or loss.

The amount that has been recognized in other comprehensive income shall be removed from other comprehensive income and reclassified to profit or loss in the consolidated statement of comprehensive income in the same period during which the hedged item of cash flows affects profit or loss.

The Group prospectively discontinues hedge accounting when the criteria of hedge accounting are no longer satisfied. In such a situation, amounts accumulated in other comprehensive income remain unadjusted until the anticipated transaction finally affects profit or loss, or the anticipated transaction is not expected to occur, at which point the underlying amount shall be immediately recognized in profit or loss.

(ii) Derivatives to which hedge accounting is not applied Among derivatives held for hedging purposes, the Group holds some derivatives to which hedge accounting is not applied. The Group also holds derivatives for trading purposes other than hedging purposes. The changes in fair value of such derivatives are recognized in profit or loss.

## (f) Offsetting

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when the Group has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

# (4) Lease as lessee

A lease is classified as a finance lease when the Group assumes substantially all the risks and rewards according to the lease contract. Leased assets are initially recognized as the lower of the fair value of the leased property or the present value of the minimum lease payments, and subsequently accounted for under the accounting policies applied to the assets.

# (5) Property and equipment

# (a) Initial recognition and measurement

Property and equipment are measured using the cost method and stated at cost less accumulated depreciation and accumulated impairment loss. Acquisition cost includes the costs incurred directly related to the acquisition of the assets. Any gain or loss arising on the disposal of an item of property and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in profit or loss.

#### (b) Depreciation

Depreciation is calculated based on the depreciable amount, which is calculated as the initial cost of items of property and equipment less their residual values. Depreciation is recognized using the straight-line method to allocate their depreciable amounts over the estimated useful life of each component, and charged to profit or loss. Land is not depreciated.

The estimated useful lives of major classes of property and equipment are as follows:

Buildings 3 – 47 years
 Furniture and equipment 2 – 20 years

The depreciation method, estimated useful life and residual value are reviewed, and adjusted if appropriate, at the end of each reporting period.

# (6) Intangible assets

# (a) Intangible assets arising on business combination (goodwill and other intangible assets)

Goodwill arising on acquisition of subsidiaries is recognized as an intangible asset. Initial recognition and measurement of goodwill are stated in "(1) Basis of consolidation, (c) Business combination". Intangible assets arising from a business combination, other than goodwill, are recognized at fair value at the acquisition date.

After initial recognition, goodwill is measured at cost less accumulated impairment loss. For investees to which the equity method is applied, goodwill is included in the carrying amount of the investment.

Intangible assets other than goodwill with a finite useful life that arise on a business combination are measured at initial cost less accumulated amortization and accumulated impairment loss.

#### (b) Research and development

Expenditure on research undertaken with the prospect of gaining new scientific or technical knowledge and understanding is recognized as an expense when incurred. Development costs capitalized as a result of meeting certain criteria are measured at initial cost less accumulated amortization and accumulated impairment loss.

## (c) Other intangible assets (separately acquired)

Other intangible assets acquired by the Group are measured at initial cost less accumulated amortization and accumulated impairment loss.

#### (d) Amortization

Amortization of intangible assets other than goodwill with finite useful lives is recognized in profit or loss using the straight-line method over the expected useful life, which begins when the assets are available for use.

The estimated useful lives of major classes of intangible assets are as follows:

SoftwareCustomer Relationship5 years

The amortization method, estimated useful life and residual value are reviewed, and adjusted if appropriate, at the end of each reporting period.

# (7) Investment properties

Investment properties are defined as property held to earn rentals or for capital appreciation or both, rather than for (a) sale in the ordinary course of business, or (b) use in the production or supply of goods or services or for administrative purposes. Investment properties are measured using the cost method and

stated at cost less accumulated depreciation and accumulated impairment losses.

Depreciation is calculated based on the depreciable amount, which is calculated as the initial cost of assets less their residual values. Depreciation is calculated using the straight-line method to allocate their depreciable amounts over the estimated useful life of each component, and charged to profit or loss.

The estimated useful lives of a major component of investment properties are as follows:

Buildings 8–50 years

An investment property shall be derecognized on disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from its disposal. Gain or loss arising from the derecognition of investment properties is determined as the difference between the net disposal proceeds and the carrying amount of the asset and is recognized in profit or loss at the time of derecognition.

#### (8) Impairment of non-financial assets

Other than deferred tax assets, the Group's non-financial assets are subject to impairment tests at the end of each reporting period. When an indication of impairment exists, the recoverable amounts of the assets are estimated in order to determine amounts of impairment losses, if any. For a cash-generating unit ("CGU") including allocated goodwill and intangible assets which have indefinite useful lives or which are not available for use, the recoverable amounts are estimated at the same time every year, regardless of the indication of impairment. A CGU is defined as the smallest identifiable group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or group of assets.

The recoverable amount of an asset or a CGU is the higher of its value in use and its fair value less costs of disposal. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted. If it is not possible to estimate the recoverable amount of an individual asset, the Group determines the recoverable amount of the CGU to which the asset belongs.

If the recoverable amount of an asset (or a CGU) is estimated to be less than its carrying amount, the carrying amount of the asset (or a CGU) is reduced to its recoverable amount. An impairment loss is recognized immediately in profit or loss. The impairment loss recognized in relation to the CGU shall be allocated to reduce the carrying amount of the assets of the unit in such order that (a) first, to reduce the carrying amount of any goodwill allocated to the CGU and (b) then to the other assets of the unit pro rata on the basis of the carrying amount of each asset in the unit.

An impairment loss recognized for goodwill shall not be reversed in a subsequent period. An entity shall assess at the end of each reporting period whether there is any indication that an impairment loss recognized in prior periods for an asset other than goodwill may no longer exist or may have decreased. An impairment loss recognized in prior periods for an asset other than goodwill shall be reversed if, and only if, there has been a change in the estimates used to determine the asset's

recoverable amount since the last impairment loss was recognized. Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset in prior years.

Because goodwill that forms part of the carrying amount of an investment in an associate or a joint venture is not separately recognized, it is not tested for impairment separately. Instead, the entire carrying amount of the investment is tested for impairment as a single asset, whenever there is an indication that the investment may be impaired.

#### (9) Accounting for insurance contracts

For insurance contracts and reinsurance contracts, the Group applies its accounting policy determined based on the Insurance Business Act, the Ordinance for Enforcement of the Insurance Business Act, and other Japanese accounting practices, while considering the requirements under IFRS 4 "Insurance Contracts".

A liability adequacy test is performed in consideration of current estimates of all contractual cash flows and related cash flows such as claims handling costs at the end of each reporting period. If the test shows that the liability is inadequate, the entire shortfall is recognized in profit or loss.

#### (10) Employee benefits

## (a) Defined contribution plans

The Company and certain of its subsidiaries have defined contribution plans for employee benefits. Defined contribution plans are post-employment benefit plans under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Contributions related to defined contribution plans are expensed over the period during which employees render service to the entity.

# (b) Short term employee benefits and share-based payment

The Group recognizes the undiscounted amount of short-term employee benefits as an expense of the period during which the related service is rendered.

Also, the Group operates share-based compensation plan as an incentive for board members and employees. Equity-settled share-based compensation plan ("stock option") which were granted after November 7, 2002 and the vesting conditions of which had not been satisfied as at March 31, 2011 is measured at fair value on the grant date. The fair value is calculated by estimating the number of stock options that will ultimately be vested and recognized as expenses with a corresponding increase in equity over the vesting period. For cash-settled share-based compensation plan, a liability is recognized for the goods or services acquired, measured initially at fair value of the liability. At the end of each reporting period until the liability is settled, and at the date of settlement, the fair value of the liability is remeasured, with any changes in fair value recognized in profit or loss for the year.

## (11) Provisions

Provisions are recognized when the Group has a present (legal

or constructive) obligation as a result of past events and it is probable that an outflow of resources will be required to settle the obligation. Provisions are measured at the present value of the expected future cash flow using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation.

## (12) Capital stock

#### (a) Common stock

Common stocks issued by the Group are classified as equity and stock issuance costs, after tax effects, are recognized as a deduction from equity.

## (b) Treasury stock

The Group's own equity instruments which are reacquired are recognized at cost including acquisition related costs, after tax effects, as a deduction from equity. When the Group sells treasury stocks, the consideration received is recognized as an addition to equity.

#### (13) Revenue from contracts with customers

The Group recognizes revenue by applying the following fivestep approach.

- Step 1: Identify the contract(s) with the customer
- Step 2: Identify the performance obligations in the contract
- Step 3: Determine the transaction price
- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

Revenues from contracts with customers are further described below. The revenue streams described below do not include significant estimates of variable consideration or a significant financing component.

# (Revenue from rendering of services)

Revenue from rendering of services mainly include commissions received from customers for the execution of agency-based brokerage transactions in the securities business. Brokerage commission relates to transactions in which the Group acts as an agent in the transaction rather than the principal. Transactions that satisfy the following factors fall under transactions in which the Group is involved as an agent rather than the principal.

- The Group is not a primary party to a transaction and therefore not primarily responsible for fulfilling the promise to provide the service.
- The Group does not have inventory risk before securities have been transferred to a customer or after transfer of control to the customer.

Brokerage commission is recognized as revenue when the performance obligations are satisfied and in principle, the fees are received within three business days after fulfillment of the performance obligations.

## (Revenue from sales of goods)

Revenue from sales of goods is recognized when a performance obligation is satisfied by transferring promised goods to a customer upon delivery, shipment or customer acceptance of

goods depending upon the terms of the contract. These revenues are generally paid within three months of the fulfillment of the performance obligation.

#### (14) Income tax expense

Income tax expense consists of current and deferred tax expense, which are recognized in profit or loss, except for those arising from business combinations or recognized directly in equity and other comprehensive income. Current income tax expense is measured at the amount expected to be paid to or recovered from the taxation authorities using the tax rates that have been enacted or substantively enacted by the end of the reporting period. Deferred income tax is recognized on temporary differences arising between the tax bases of assets and liabilities and their carrying amount. However, deferred tax assets are not recognized if they arise from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss, or from deductible temporary differences related to investments in subsidiaries and investments accounted for using the equity method, under which it is probable that the difference will not be recovered in the foreseeable future. Deferred tax liabilities are not recognized if they arise from the initial recognition of goodwill. Deferred tax assets and liabilities are determined using tax rates (and laws) that have been enacted or substantively enacted by the end of the reporting period and are expected to apply when the related deferred tax assets are realized or the deferred tax liabilities are settled. Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis, or the deferred tax assets and liabilities are expected to be realized simultaneously.

A deferred tax asset is recognized for the unused carryforward tax losses, unused tax credits and expected deductible temporary differences to the extent that it is probable that future taxable profit will be available against which the unused carryforward tax losses, unused tax credits and expected deductible temporary differences can be utilized. The carrying amount of a deferred tax asset shall be reviewed at the end of each reporting period. The Group reduces the carrying amount of a deferred tax asset to the extent that it is no longer probable that sufficient taxable profit will be available to allow the related tax benefit to be utilized.

The Group recognizes a deferred tax liability for all taxable temporary differences associated with investments in subsidiaries and investments accounted for using the equity method, except to the extent that both of the following conditions are satisfied: (i) the Group is able to control the timing of the reversal of the temporary difference; and (ii) it is probable that the temporary difference will not reverse in the foreseeable future.

The Group shall recognize a deferred tax asset for all deductible temporary differences arising from investments mentioned above, to the extent that, and only to the extent that, it is probable that (i) taxable profit will be available against which the temporary difference can be utilized; and (ii) the temporary difference will reverse in the foreseeable future.

#### (15) Earnings per share

The Group discloses both the basic earnings per share and diluted earnings per share. Basic earnings per share is calculated by dividing profit for the year attributable to ordinary equity holders by the weighted average number of ordinary shares outstanding (issued shares adjusted for the treasury shares) during the period. For the purpose of calculating diluted earnings per share, the Group adjusts profit for the year attributable to ordinary equity holders and the weighted average number of shares outstanding, for the effects of all dilutive potential ordinary shares.

# (16) Segment reporting

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the Group). Discrete financial information of all the segments is available so that the operating results are regularly reviewed by the board of directors to make decisions about resources to be allocated to the segment and assess its performance. Operating results reported

to the board of directors include items that directly belong to the segment and items allocated to the segment on a reasonable basis. Items not allocated to any reportable segment mainly consist of expenses related to the headquarters.

#### (17) Non-current assets held for sale

The Group classifies a non-current asset or asset group as held for sale if (i) its carrying amount will be recovered principally through a sale transaction rather than through continuing use; (ii) the asset is available for immediate sale and their sale within one year is highly probable; and (iii) management of the Group is committed to a plan to sell the asset.

When the Group is committed to a plan to sell a subsidiary with a loss of control and all the above criteria are satisfied, it classifies the subsidiary's entire assets and liabilities as held for sale regardless of whether it retains any non-controlling interest of the subsidiary.

Non-current assets (or asset groups) held for sale are measured at the lower of their carrying amount and fair value less costs to sell.

#### (18) New standards, amendments to existing standards, and interpretations that are published but have not yet been adopted by the Group

Of the new standards, amendments to existing standards, and interpretations that have been published before the approval date of the consolidated financial statements, the main ones that the Group has not early adopted are as follows. The impact of the application of IFRS 16 is expected to increase assets and liabilities as at April 1, 2019 by ¥12.2 billion in the consolidated financial statements for the year ending March 31, 2020.

IFRS	Mandatory for fiscal year beginning on or after	Anticipated fiscal year end adoption date	Summary of new standards and amendments
IFRS 16 Lease	January 1, 2019	March 2020	Amendment with regard to the definition and the accounting treatment of lease
IFRS 17 Insurance Contracts	January 1, 2021	March 2022	Amendment with regard to measurement method of insurance liability

International Accounting Standards Board has decided to propose a one-year deferral of the effective date for IFRS 17 to January 1, 2022. The Group will adopt the standard at the mandatory effective date.

#### 4. Segment Information

The Group engages in a wide range of business activities, primarily online financial service businesses and investment activities in Japan and overseas. Based on the similarities or economic characteristics of business or nature of services, "Financial Services Business", "Asset Management Business", and "Biotechnology-related Business", which is anticipated to be a growth industry in the 21st century, are determined as reportable segments.

The reportable segments of the Group represent businesses activities for which separate financial information of the Group's components is available and reviewed regularly by the board of directors for the purpose of allocation of financial resources and performance evaluation.

The following is a description of business activities for the reportable segments.

#### "Financial Services Business"

The Financial Services Business consists of a wide range of finance-related business, including securities brokerage business, banking services business, and life, property and casualty insurance business.

The following represents segment information of the Group:

#### "Asset Management Business"

The Asset Management Business primarily consists of fund management and investment in Internet technology, fintech, blockchain, finance and biotechnology-related venture companies in Japan and overseas, financial services business overseas, and asset management services business which provides financial products information.

#### "Biotechnology-related Business"

The Biotechnology-related Business represents development and distribution of pharmaceutical products, health foods, and cosmetics with 5-aminolevulinic acid (ALA), a kind of amino acid which exists in vivo, and research and development of antibody drugs and nucleic acid medicine in the field of cancer and immunology.

"Others" includes the real estate business and the Digital Assets-related business, but they did not meet the quantitative criteria to be defined as reportable segments for the fiscal year ended March 31, 2019.

"Elimination or Corporate" includes profit or loss that is not allocated to certain business segments and the elimination of the inter-company transactions within the Group, at a price based on the actual market price.

For the year ended March 31, 2018	Financial Services Business	Asset Management Business	Biotechnology- related Business	Total	Others	Elimination or Corporate	Consolidated Total
Revenue	2 2 2 3 4 4 4						
Revenue from external customers	214,509	117,167	3,967	335,643	1,212	162	337,017
Inter-segment revenue	2,763	405	232	3,400	1	(3,401)	_
Total	217,272	117,572	4,199	339,043	1,213	(3,239)	337,017
Segment operating income (loss)							
Profit before income tax expense	63,888	56,491	(37,252)	83,127	(1,328)	(9,989)	71,810
Other Items							
Interest income	45,844	57,010	1	102,855	0	(1,018)	101,837
Interest expense	(6,440)	(12,150)	(382)	(18,972)	(106)	(1,992)	(21,070)
Depreciation and amortization	(6,145)	(4,135)	(261)	(10,541)	(129)	(175)	(10,845)
Gain or loss from investments applying the equity-method	4,090	(390)	(1,460)	2,240	(11)	_	2,229

(Millions of Yen)

For the year ended March 31, 2019	Financial Services Business	Asset Management Business	Biotechnology- related Business	Total	Others	Elimination or Corporate	Consolidated Total
Revenue		Zaomoso		Total	o unor o	o o i por a to	ro ta:
Revenue from external customers	225,824	118,244	3,287	347,355	3,518	538	351,411
Inter-segment revenue	3,415	387	442	4,244	159	(4,403)	_
Total	229,239	118,631	3,729	351,599	3,677	(3,865)	351,411
Segment operating income (loss)							
Profit before income tax expense	66,568	51,107	(19,179)	98,496	(6,912)	(8,547)	83,037
Other Items							
Interest income	43,805	68,829	11	112,645	59	(650)	112,054
Interest expense	(7,191)	(16,807)	(176)	(24,174)	(440)	(1,460)	(26,074)
Depreciation and amortization	(6,398)	(1,367)	(434)	(8,199)	(1,469)	(164)	(9,832)
Gain or loss from investments applying the equity-method	7,400	(454)	(1,311)	5,635	(0)	_	5,635

Geographical information regarding non-current assets and revenues from external customers are presented as below.

(Millions of Yen)

		(
Non-current assets	As at March 31, 2018	As at March 31, 2019
Japan	69,085	73,375
Korea	111,207	109,219
Others	17,990	19,469
Consolidated total	198,282	202,063

Note: Non-current assets excluding financial assets and deferred tax assets are allocated based on the location of the assets.

(Millions of Yen)

		(1411110110 01 1011)
Revenue from external customers	For the year ended March 31, 2018	For the year ended March 31, 2019
Japan	260,564	269,251
Overseas	76,453	82,160
Consolidated total	337,017	351,411

Note: Revenue is allocated based on the location of the entities.

## 5. Fair Value of Financial Instruments

#### (1) Fair value measurement

Fair values of financial assets and financial liabilities are determined based on quoted market prices. If quoted market prices are not available, fair values are calculated using valuation models such as a discounted cash flow analysis. The Group determined fair values of financial assets and financial liabilities as follows:

# Cash and cash equivalents, Other financial assets, and Other financial liabilities

The fair values are determined at the carrying amounts as they approximate the carrying amounts due to their short-term maturities.

#### Trade and other accounts receivable

The fair values are determined based on the future cash inflows discounted using interest rates adjusted for the term to maturity and credit risk. The fair values of those with short-term maturities are determined at the carrying amounts as they approximate the carrying amounts.

## Assets and liabilities related to securities business

With respect to loans on margin transactions included in margin transaction assets, the fair values are determined at the carrying amounts as the interest rates of the loans are floating rates and reflect the market interest rate within a short period. The fair values of assets and liabilities related to the securities business, except for loans on margin transactions, are considered to approximate the carrying amounts as those assets and liabilities are settled within a short period. With respect to trading assets and trading liabilities, the fair values are determined based on market closing price at the reporting date in principal stock exchanges.

# Operational investment securities and other investment securities

The fair values of listed equity securities are determined based on the quoted market prices in the stock exchange. The fair values of unlisted equity securities, bonds with share options and stock warrants are determined using valuation models appropriate in the circumstances including discounted cash flow analysis, pricing analysis with reference to comparable industry prices, and analysis based on revenues, profits and net assets. The fair values of bonds are determined using reasonable valuation techniques based on available information such as Reference Statistical Prices and quoted price provided by the financing banks. The fair values of investments in funds are determined at the fair values of partnership net assets based on the Group's percentage share in the contributed capital, if such fair values are available.

# Bonds and loans payable and Trade and other accounts payable

With respect to those with floating interest rates, the fair values are determined at the carrying amounts as the interest rates of the bonds and loans, and trade and other accounts payable reflect the market interest rate within a short period and as the credit condition of Group entities that obtained them are not expected to change significantly. With respect to those with fixed interest rates, the fair values are determined based on the future cash outflows discounted using interest rates adjusted for the remaining term and credit risk or discounted using interest rates determined with reference to similar types of new loans or lease transactions. The fair value of bonds payable and loans payable with short-term maturities are determined at the carrying amounts as they approximate the carrying amounts.

# Customer deposits for banking business

The fair values of demand deposits are determined at the carrying amounts which are the amounts paid on demand at the reporting date. The fair values of time deposits are determined based on the future cash outflows discounted using interest rates adjusted for the term to maturity and credit risk. The fair values of time deposits with short-term maturities are determined at the carrying amounts as they approximate the carrying amounts.

## (2) Classification and fair value of financial instruments

Classification and fair value of financial assets were as follows:

(Millions of Yen)

As at March 31, 2018	Financial assets measured at FVTPL	Financial assets measured at FVTOCI	Financial assets measured at amortized cost	Total	Fair value
Trade and other accounts receivable	<u> </u>	<u> </u>	570,466	570,466	571,703
Assets related to securities business	75,984	<del>_</del>	2,760,458	2,836,442	2,836,442
Operational investment securities	191,014	<del>-</del>	_	191,014	191,014
Other investment securities	102,647	2,975	67,694	173,316	174,496
Total	369,645	2,975	3,398,618	3,771,238	3,773,655

(Millions of Yen)

		Carrying amount				
As at March 31, 2019	Financial assets measured at FVTPL	Equity instruments measured at FVTOCI	Debt instruments measured at FVTOCI (Note)	Financial assets measured at amortized cost (Note)	Total	Fair value
Trade and other accounts receivable	_	_	_	689,713	689,713	695,919
Assets related to securities business	106,636		_	2,642,956	2,749,592	2,749,592
Operational investment securities	282,616	_	_	_	282,616	282,616
Other investment securities	122,621	816	57,400	8,063	188,900	188,915
Total	511,873	816	57,400	3,340,732	3,910,821	3,917,042

The Group reclassified policy reserve matching bonds in the insurance business from financial assets measured at amortized cost to debt instruments measured at FVTOCI at the beginning of the period due to the application of IFRS 9 (as revised in 2014). The balance of the policy reserve matching bonds was ¥46,993 million at the beginning of the period.

Classification and fair value of financial liabilities were as follows:

(Millions of Yen)

	Carrying amount	
As at March 31, 2018	Financial liabilities Financial liabilities measured at measured at FVTPL amortized cost Total	al Fair value
Bonds and loans payable	-   571,277   571	1,277 571,879
Trade and other accounts payable		7,806 67,929
Liabilities related to securities business	108,157 2,562,656 2,670	, ,
Customer deposits for banking business		5,955 537,056
Total	110,144 3,736,707 3,846	3,847,677

Carrying amount				
As at March 31, 2019	Financial liabilities measured at FVTPL	Financial liabilities measured at amortized cost	Total	Fair value
Bonds and loans payable	_	962,965	962,965	965,218
Trade and other accounts payable	2,536	58,103	60,639	60,727
Liabilities related to securities business	70,634	2,475,866	2,546,500	2,546,500
Customer deposits for banking business	_	659,361	659,361	659,682
Total	73,170	4,156,295	4,229,465	4,232,127

# (3) Financial instruments categorized by fair value hierarchy

"IFRS 13 Fair Value Measurement" requires measurement of fair value to be categorized into three levels with reference to the fair value hierarchy that reflects the significance of the inputs used in making fair value measurements.

The fair value hierarchy is defined as follows:

- Level 1: quoted prices in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The level of hierarchy used in fair value measurement is determined at the lowest level with relevant significant inputs to the measurement.

A transfer of financial instruments between levels of the hierarchy is recognized at the date when the cause of the transfer or change in circumstances occurs.

The table below presents the financial assets and liabilities measured at the fair values in the consolidated statement of financial position of the Group.

(Millions of Yen)

		91,762         511         201,388           2,608         —         367           170,354         511         201,755		
	Level 1	Level 2	Level 3	Total
Financial assets				
Assets related to securities business	75,984	-	-	75,984
Operational investment securities and other investment securities				
Financial assets measured at FVTPL	91,762	511	201,388	293,661
Financial assets measured at FVTOCI		- [		2,975
Total financial assets	170,354	511	201,755	372,620
Financial liabilities				
Trade and other accounts payable	_	-	1,987	1,987
Liabilities related to securities business	108,157	- [	-	108,157
Total financial liabilities	108,157	- 1	1,987	110,144

		As at March	31, 2019	
	Level 1	Level 2	Level 3	Total
Financial assets				
Assets related to securities business	106,636	_	_	106,636
Operational investment securities and other investment securities				
Financial assets measured at FVTPL	107,830	508	296,899	405,237
Equity instruments measured at FVTOCI	19	_	797	816
Debt instruments measured at FVTOCI	57,400	_	_	57,400
Total financial assets	271,885	508	297,696	570,089
Financial liabilities				
Trade and other accounts payable	_	_	2,536	2,536
Liabilities related to securities business	70,634	_	-	70,634
Total financial liabilities	70,634	_	2,536	73,170

The table below presents the financial assets and liabilities not measured at the fair values in the consolidated statement of financial position of the Group.

(Millions of Yen)

		As at March 31, 2018			
	Level 1	Level 2	Level 3	Total	
Financial assets					
Trade and other accounts receivable	_	571,703	-	571,703	
Assets related to securities business	<del>-</del>	2,760,458	- [	2,760,458	
Operational investment securities and other investment securities	65,329	-	3,545	68,874	
Total financial assets	65,329	3,332,161	3,545	3,401,035	
Financial liabilities					
Bonds and loans payable	_	571,879	- :	571,879	
Trade and other accounts payable	_	65,942	- 1	65,942	
Liabilities related to securities business	_	2,562,656	-	2,562,656	
Customer deposits for banking business	_	537,056	- [	537,056	
Total financial liabilities	_	3,737,533	- 1	3,737,533	

		-     695,919     -     0       -     2,642,956     -     2,1       4,558     -     3,520       4,558     3,338,875     3,520     3,5		
	Level 1	Level 2	Level 3	Total
Financial assets				
Trade and other accounts receivable	_		_	695,919
Assets related to securities business	_	2,642,956	_	2,642,956
Operational investment securities and other investment securities	4,558	-	3,520	8,078
Total financial assets	4,558	3,338,875	3,520	3,346,953
Financial liabilities				
Bonds and loans payable	_	965,218	_	965,218
Trade and other accounts payable	_	58,191	_	58,191
Liabilities related to securities business	_	2,475,866	_	2,475,866
Customer deposits for banking business	_	659,682	_	659,682
Total financial liabilities	_	4,158,957		4,158,957

## (4) Financial instruments categorized as Level 3

Based on the valuation methods and policies as reported to the board of directors, external evaluating agencies and appropriate individuals of the Group measure and analyze the valuation of financial instruments categorized as Level 3 of the fair value hierarchy. The valuation results are reviewed and approved by CFO and General Manager of the Financial and Accounting Division.

The valuation techniques and unobservable inputs used for recurring fair value measurements categorized as Level 3 are as follows:

(Millions of Yen)

	As at March 31, 2018				
	Fair Value	Valuation Technique	Unobservable Input	Range	
Operational investment securities and other investment securities	201,755	Income approach and market approach	Discount rate P/E ratio Price to book value ratio EBITDA ratio Illiquidity discount	12%-16% 17.0-45.2 1.2 25.0-40.0 10%-20%	

(Millions of Yen)

	As at March 31, 2019				
	Fair Value	Valuation Technique	Unobservable Input	Range	
Operational investment securities and other investment securities	297,696	Income approach and market approach	Discount rate P/E ratio Price to book value ratio EBITDA ratio Illiquidity discount	12%-16% 8.5-45.2 1.2 25.0-40.0 10%-20%	

Within the recurring fair value measurements of financial instruments categorized as Level 3, the fair value of "Operational investment securities" and "Other investment securities," which is measured through the income approach or market approach, increases (decreases) when the discount rate decreases (increases), when the P/E ratio increases (decreases), when the price to book value ratio increases (decreases), when the EBITDA ratio increases (decreases), or when the illiquidity discount decreases (increases).

With respect to the financial instruments categorized as Level 3, no significant impact on the fair values is assumed even if one or more of the unobservable inputs were changed to reasonably possible alternative assumptions.

The movement of financial assets and liabilities categorized as Level 3 is presented as follows:

(Millions of Yen)

		Financial assets		Financial liabilities	
	Operational inves				
For the year ended March 31, 2018	Financial assets measured at FVTPL	Financial assets measured at FVTOCI	Total	Trade and other accounts payable	
Balance as at April 1, 2017	122,100	1,223	123,323	2,118	
Purchase	60,884	_	60,884	_	
Comprehensive income				· · · · · · · · · · · · · · · · · · ·	
Net profit (Note 1)	37,668	_	37,668	(31)	
Other comprehensive income (Note 2)	<del>-</del>	35	35	_	
Dividends	(8,325)	_	(8,325)	_	
Sale or redemption	(3,862)	(310)	(4,172)	<del>-</del>	
Settlements	<del>-</del>	_	<del>-</del>	(100)	
Currency translation differences	(1,940)	(2)	(1,942)	_	
Others (Note 3)	_	_	_	_	
Transferred from Level 3 (Note 4)	(5,137)	(579)	(5,716)	<del>-</del>	
Balance as at March 31, 2018	201,388	367	201,755	1,987	

(Millions of Yen)

		Financial assets		Financial liabilities
		Operational investment securities and other investment securities		
For the year ended March 31, 2019	Financial assets measured at FVTPL	Equity instruments measured at FVTOCI	Total	Trade and other accounts payable
Balance as at April 1, 2018	201,388	367	201,755	1,987
Purchase	98,818	510	99,328	_
Comprehensive income				
Net profit (Note 1)	31,490	<u> </u>	31,490	_
Other comprehensive income (Note 2)	_	(11)	(11)	_
Dividends	(3,334)	_	(3,334)	_
Sale or redemption	(16,297)	(63)	(16,360)	_
Settlements	_	_	_	_
Currency translation differences	422	(6)	416	_
Others (Note 3)	760	_	760	549
Transferred from Level 3 (Note 4)	(16,348)	_	(16,348)	_
Balance as at March 31, 2019	296,899	797	297,696	2,536

## Notes:

<sup>1.</sup> Gains and losses recognized as profit (loss) for the period in relation to the financial instruments are included in "Revenue" in the consolidated statement of income. Gains and losses recognized from financial assets measured at FVTPL held as at March 31, 2018 and 2019 were ¥37,409 million and ¥30,459 million of gains, respectively.

<sup>2.</sup> Gains and losses recognized as other comprehensive income (loss) in relation to the financial instruments are included in "Equity instruments measured at FVTOCI" in the consolidated statement of comprehensive income.

<sup>3.</sup> Transfer due to a change in the scope of consolidation.

<sup>4.</sup> Transfer due to significant input used to measure the fair value becoming observable.

# 6. Offsetting Financial Assets and Financial Liabilities

Quantitative information for recognized financial assets and recognized financial liabilities set off in the consolidated statement of financial position of the Group and the amounts of potential effect of recognized financial assets and recognized financial liabilities subject to an enforceable master netting arrangement or similar agreement that are not set off in the consolidated financial position of the Group are presented as follows:

(Millions of Ye

			Financia	l assets		
	Gross amounts	Gross amounts of recognized financial liabilities set off in the consolidated	of recognized inancial liabilities set off in the Net amounts of financial assets presented in the	Related amounts not set off in the consolidated statement of financial position		
As at March 31, 2018	of recognized financial assets	statement of financial position	statement of financial position	Financial instruments	Cash collateral received	Net amount
Assets related to securities business (Securities borrowing agreements and other similar transactions)	1,546,241	(444,204)	1,102,037	(950,844)	(150,906)	287
Assets related to securities business (Receivables related to securities transactions)	352,936	(206,904)	146,032	(21,442)	_	124,590
Assets related to securities business (Financial assets related to foreign exchange transactions)	13,438	_	13,438	(539)	(12,301)	598

(Millions of Yen)

	Financial liabilities						
	Gross amounts	Gross amounts of recognized financial assets set off in the consolidated	Net amounts of financial liabilities presented in the consolidated	I consolidated statement			
As at March 31, 2018	of recognized financial liabilities	statement of financial position	statement of	Financial instruments	Cash collateral pledged	Net amount	
Liabilities related to securities business (Securities loan agreements and other similar transactions)	1,854,136	(444,204)	1,409,932	(986,652)	_	423,280	
Liabilities related to securities business (Payables related to securities transactions)	1,263,596	(206,904)	1,056,692	(21,442)	_	1,035,250	
Liabilities related to securities business (Financial liabilities related to foreign exchange transactions)	203,168	_	203,168	(12,840)	_	190,328	

	Financial assets						
	Gross amounts	Gross amounts of recognized financial liabilities set off in the consolidated	Net amounts of financial assets presented in the consolidated	Related amounts not set off in the consolidated statement of financial position			
As at March 31, 2019	of recognized financial assets	statement of financial position	statement of financial position	Financial instruments	Cash collateral received	Net amount	
Assets related to securities business (Securities borrowing agreements and other similar transactions)	1,235,970	(386,179)	849,791	(744,889)	(104,869)	33	
Assets related to securities business (Receivables related to securities transactions)	381,456	(187,693)	193,763	(20,035)	_	173,728	
Assets related to securities business (Financial assets related to foreign exchange transactions)	9,577	_	9,577	(522)	(8,243)	812	

	Financial liabilities						
	Gross amounts	Gross amounts of recognized financial assets set off in the consolidated	Net amounts of financial liabilities presented in the consolidated	consolidated statement			
As at March 31, 2019	of recognized financial liabilities	statement of	statement of financial position	Financial instruments	Cash collateral pledged	Net amount	
Liabilities related to securities business (Securities loan agreements and other similar transactions)	1,681,800	(386,179)	1,295,621	(786,932)	_	508,689	
Liabilities related to securities business (Payables related to securities transactions)	1,217,806	(187,693)	1,030,113	(20,035)	_	1,010,078	
Liabilities related to securities business (Financial liabilities related to foreign exchange transactions)	219,804	_	219,804	(8,765)	_	211,039	

The rights of set-off for recognized financial assets and liabilities that are subject to an enforceable master netting arrangement or similar agreement are enforced when debt default or other specific events that are unexpected in the ordinary course of business occurs, and have an effect on realization or settlement of individual financial assets and liabilities.

## 7. Financial Risk Management

# (1) Risk management policy over capital management and financing

In order to maintain financial strength, the Group has basic capital management policies to maintain an appropriate level of capital and debt equity structure.

The balances of interest-bearing debt (Bonds and borrowings), cash and cash equivalents and equity attributable to owners of the Company which the Group manages were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Interest-bearing debt (Bonds and borrowings)	571,277	962,965
Cash and cash equivalents	(437,148)	(713,974)
Net	134,129	248,991
Equity attributable to owners of the Company	427,815	456,675

Pursuant to the Financial Instruments and Exchange Act ("FIEA") and Insurance Business Act of Japan, domestic subsidiaries of the Group are obligated to maintain a certain level of capital adequacy ratio.

Significant capital adequacy regulations under which domestic subsidiaries of the Group are obligated are as follows:

- 1. SBI SECURITIES Co., Ltd. is required to maintain a certain level of capital-to-risk ratio set forth under the FIEA. If the ratio falls below 120%, the Financial Services Agency ("FSA") may order changes to operational methods and other changes.
- 2. SBI Life Insurance Co., Ltd., SBI Insurance Co., Ltd. and SBI Insurance Group Co., Ltd. are required to maintain a certain level of Solvency Margin Ratio in conformity with the Insurance Business Act of Japan. If the Solvency Margin Ratio falls below 200%, the FSA may order submission and implementation of a reasonable improvement plan for sound management.

SBI SAVINGS BANK whose headquarter is in the Republic of Korea is obligated to maintain certain level of capital adequacy ratio in conformity with the Saving Bank Act or the Main Shareholder eligibility standard. If the capital adequacy ratio falls below certain level, Korean Financial Services Commission may give warning or order business suspension.

The Group engages in a wide range of finance related businesses, such as investment business, fund management business, securities business, banking business, loan business and insurance businesses, to avoid excessive concentration of risk on specific entities or businesses. To operate these businesses, the Group raises funds through indirect financing such as bank borrowings, direct financing such as bond issuance and equity financing, transactions with securities financing companies, and receiving customer deposits for banking business. The Group also considers the market environment and maintains an appropriate strategy for short and long term financing.

The Group conducts trading of derivative instruments including foreign currency forward contracts, interest rate swaps, index futures and margin trading. The Group enters into foreign currency forward contracts and interest rate swap transactions primarily to hedge foreign exchange risk and to manage its interest rate exposures on borrowings, respectively. The Group does not hold or issue these instruments for speculative purposes. Index futures are entered into for the purpose of day trading with a cap placed on their trading volume. Index futures were mainly daily trading under a limited trading scale.

In order to maintain financial strength and appropriate operational procedures, it is the Group's basic policy of risk management to identify and analyze various risks relevant to the Group entities and strive to carry out integral risk management using appropriate methods.

The Group is exposed to the following risks over financial instruments:

- Credit risk
- Market risk
- Liquidity risk

## (2) Risks arising from financial instruments

Financial assets held by the Group primarily consist of investment-related assets, securities-related assets and financing-related assets.

Investment-related assets include operational investment securities, other investment securities, and investments in associates which primarily represent investments in stocks and funds. These assets are held for the purpose of fostering the development of venture capital portfolio companies or earning capital gains. These assets are exposed to the issuer's credit risk and the stock price fluctuation risk. Furthermore, unlisted equity securities are exposed to liquidity risk and investment assets denominated in foreign currency are exposed to the risk of foreign exchange fluctuations.

Securities-related assets consist of cash segregated as deposits, margin transaction assets, trading instruments, trade date accrual, and short-term guarantee deposits. These assets are exposed to the credit risk and the interest rate risk of the brokerage customers of the Group, securities financing companies, and financial institutions. Trading instruments are exposed to the credit risk of issuers and the risk of market price fluctuation. Trading instruments, trade date accrual, and short-term guarantee deposits are presented as "other assets related to securities business" in the consolidated statement of financial position.

Financing-related assets consist of operational loans receivable. These assets mainly include real estate loans for companies and individuals, and unsecured personal loans. These assets are exposed to credit risk of accounts, such as default due to worsening economic conditions with higher credit risk exposure, and interest rate risk. Financing-related assets are presented as "trade and other accounts receivable" in the consolidated statement of financial position.

Financial liabilities of the Group primarily consist of loans payable, bonds payable, customer deposits for the banking business and securities-related liabilities. The loans payable of the Group are exposed to liquidity risk from changes in the pricing policy of the financial institutions to the Group. Also, the bonds payable are exposed to liquidity risk that restricts the Group's ability to raise funds due to changes in market conditions or the lowering of the credit rating of the Group. Customer deposits for the banking business are important financing arrangements and are managed considering adequate safety but are exposed to liquidity risk which makes it difficult to arrange requisite finance due to withdrawals or other reasons.

Securities-related liabilities consist of margin transaction liabilities, loans payable secured by securities on repurchase agreement transactions, deposits from customers, guarantee deposits received from margin transactions, and trade date accrual. The financing environment of the security business operated by the Group is affected by changes in the business policy of securities financing companies and the investment strategy. The Group exercises control by matching the financing with the related security assets. Trade date accrual is presented as other liabilities related to securities business in the consolidated statement of financial position.

The Group enters into foreign currency forward contracts and interest rate swap transactions primarily to hedge the risk of short-term foreign exchange fluctuations relating to the settlement of foreign currency denominated receivables and

payables and purchase and sale transactions of securities denominated in foreign currencies and to manage its interest rate exposures on borrowings, respectively.

The Group manages index futures as a part of its investment business, which is exposed to market risk. Because the counterparties of foreign currency forward contracts and interest rate swap agreements are limited to creditworthy major Japanese financial institutions and index futures are traded in the public market, the credit risk arising from default is considered to be minimal.

## (3) Risk management system over financial instruments

The Company assigns a risk management officer who is in charge of risk management and sets up a risk management department in line with the risk management rules and the group management rules in order to properly analyze and control these risks. The risk management department analyzes and monitors the Group's risk on a timely basis.

## (4) Credit risk management

## (a) Credit risk management practices

(i) Credit risks regarding financial assets measured at amortized cost and debt instruments measured at FVTOCI

Credit risk is the risk that the Group will incur financial losses resulting from a business partner with credit granted by the Group defaulting on its debt.

The Group recognizes expected credit losses in principle on an individual basis. If excessive cost and efforts are required to perform individual assessment of credit risk, the Group can elect to classify groups of financial assets based on common credit risk characteristics, such as credit rating and value of collateral, and recognizes expected credit losses on such group of assets.

For trade receivables classified as financial assets measured at amortized cost, a loss allowance is always measured at an amount equal to lifetime expected losses.

Credit risk management practices for financial assets measured at amortized cost other than trade receivables and debt instruments measured at FVTOCI are as follows:

For measurement of expected credit losses, the Group uses the probability of a default occurring (PD), the loss given default (LGD), and the amount of receivables as of the reporting date, which represents significant inputs to the analysis. The PD and LGD values used are based on information calculated based on historical levels of such values and information obtained from external organizations. The expected credit losses are measured by reflecting these values, as well as future predictive information based on the credit and other information that has become available in credit ratings.

Receivables are classified into the following three categories and loss allowance is recognized based on changes in and levels of credit risk since their initial recognition:

- For receivables with a low credit risk at the reporting date, or receivables whose credit risk is not low but has not increased significantly since initial recognition, 12-month expected credit losses are recognized as a loss allowance based on the above input.
- Receivables that are not considered as credit-impaired receivables but are not considered to have low credit risk and for which credit risk has increased significantly since initial

recognition, lifetime expected credit losses are recognized as a loss allowance based on the above input.

• For credit-impaired receivables, lifetime expected credit losses are recognized as a loss allowance based on the above input. Credit risk is assessed based on changes in default risk on relevant financial instruments. The credit risk assessment is performed using internal or external credit ratings of financial instruments, as well as reasonable and supportable information that can be used without undue cost or efforts, such as past due information. For instance, for financial instruments that are categorized as investment grade by an external credit rating organization, or financial instruments whose internal credit rating corresponds with the internationally-accepted definition of low credit risk, such financial instruments are considered to have low credit risk. For financial instruments that have deteriorated in credit quality from low credit risk status, or financial instruments that did not have a low credit risk at initial recognition but whose credit risk increased significantly since initial recognition, such financial instruments are determined to have a significant increase in credit risk. For instance, such financial instruments include those whose external credit rating has been downgraded from investment grade to non-investment grade, or for which the date of forfeiture of benefit of time has passed. In addition, if an incident that could have an adverse impact on estimated future cash flows occurs, financial instruments that are linked to such incidents are determined as credit-impaired financial instruments. Such incidents include a breach of contract including default, a significant deterioration in the financial condition of a debtor, or meeting the criteria for classification as delinquent by the regulatory authorities of various countries. Financial instruments are considered to be in default after 60 days have passed since the forfeiture of benefit of time on the account closing date.

The Group directly writes off the gross carrying amount of a financial asset when there are no reasonable expectations of recovering the financial asset. However, there are cases where such directly written-off financial assets will be recovered through external sales.

## (ii) Credit risks relating to other financial assets

Credit risks relating to other financial assets are the risk that the Group may suffer losses from decrease or losses of assets due to deteriorated financial conditions of investees/debtors. Credit risk includes country risk that the Group may suffer losses from changes in the currency, political or economic circumstances of a country where investees/debtors operate.

Credit risk management policies of the Group are as follows:

- Accurately analyze financial conditions of investees/debtors and quantify relevant credit risk.
- Appropriately manage the Group's own capital and the related risks by periodic monitoring.
- Under foreign investments or lending transactions, the Group identifies intrinsic risk of investees/debtors with domestic/ foreign offices as well as overseas partners followed by periodic monitoring.
- Recognize investment risk as significant risk to be controlled among various credit risks and perform detailed analysis of fluctuation in risk associated with operational investment securities.

The Group operates in accordance with the above risk management policies. Subsidiaries which provide credits to corporate or individual customers as a part of their business are appropriately monitored in accordance with their respective policies.

# (b) Quantitative and qualitative information regarding amounts arising from expected credit losses

The impact of adjustment to the opening balance from applying IFRS 9 (as revised in 2014) is as follows:

(Millions of Yen)

	Collective a	assessment	Individual assessment	
	Non-impaired financial assets	Impaired financial assets	Impaired financial assets	Total
As at March 31, 2018	12,685	10,722	3,348	26,755
Cumulative effect of change in accounting policy	7	1		11,679
Restated balance as at April 1, 2018				38,434

The movement of loss allowance is as follows:

		Lifetin	losses		
	12-month	Significantly increased credit risk			
	expected credit losses	Not credit-impaired	Credit-Impaired	Trade receivables	Total
As at April 1, 2018	18,916	5,437	14,078	3	38,434
New financial assets originated or purchased	14,119	1,887	_	1	16,007
Derecognition of financial assets	(12,178)	(2,725)	(3,716)	_	(18,619)
Transfer	(1,009)	(15)	9,691	<del>-</del>	8,667
Write-offs	(37)	(115)	(1,771)	_	(1,923)
Foreign currency translation adjustment on foreign operations	(419)	(91)	(310)	_	(820)
As at March 31, 2019	19,392	4,378	17,972	4	41,746

The primary changes in loss allowance relate to the increase in loss allowance as a result of the increase in normal receivables.

The total amount of loss allowance for loan commitments with an unused portion amounted to ¥72 million and ¥163 million, as at April 1, 2018 and March 31, 2019, respectively.

Financial assets that have been written off during the year ended March 31, 2019, and are still subject to enforcement activities amounted to ¥2,692 million.

## (c) Credit risk exposure

The amount of the Group's maximum exposure to credit risk as at March 31, 2019 are as follows:

(Millions of Yen)

		Lifetir			
	12-month	Significantly inci	reased credit risk		
	expected credit losses	Not credit-impaired	Credit-Impaired	Trade receivables	Total
Cash and cash equivalents	713,974	_	_	- 1	713,974
Trade and other accounts receivable					
Credit to individual					
Group A	33,880	11	395	_	34,286
Group B	193,679	5,886	133	_	199,698
Group C or less	23,066	18,546	9,663	_	51,275
Credit to Corporate (external rating)					
Group A	90,061	_	_	_	90,061
Group B	64,133	6,035	71	_	70,239
Group C or less	281	_		_	281
Credit to Corporate					
No overdue information	133,952	17,101	5,404	_	156,457
One or more delinquents	_	1,148	8,353	_	9,501
Others	105,327	906	7,301	6,127	119,661
Loss allowance	(19,392)	(4,378)	(17,972)	(4)	(41,746)
Total	624,987	45,255	13,348	6,123	689,713
Assets related to securities business	2,748,860	_	732	_	2,749,592
Other financial assets	34,139	_	_	2,601	36,740
Other investment securities					
Rating (BBB or above)	57,400	_		_	57,400
No rating	8,063	_	_	_	8,063
Total	65,463	_	_	_	65,463

Trade and other accounts receivable include the amount recoverable by insurance or collateral. Collateral received mainly consists of real estate assets received on loan to small-middle real estate companies or individual or other assets. Evaluation on receiving collateral is made by an independent third party appraiser and the amount of the loan is determined to be filled with evaluation value. However, the value of the collateral may be inadequate due to a declining real estate market. If the Group obtains collateral assets by exercise of security interests, the Group immediately collects the loan by conducting sales or auction of the assets.

The loss allowance for credit impaired financial assets has been reduced by ¥14,076 million by underlying collateral held as a security and other credit enhancements as at March 31, 2019.

The amount of its maximum exposure to credit risk for undrawn loan commitments as at March 31, 2019 are as follows:

		Lifetime expected credit losses  Significantly increased credit risk			
	12-month				
	expected credit losses	Not credit-impaired	Credit-Impaired	Total	
drawn loan commitments	29,841	1,668	_	31,509	

## (5) Market risk management

Market risk is the risk that the Group may suffer losses from fluctuation of interest rate, stock price, foreign exchange rate or other factors.

Market risk management policies of the Group are as follows:

- Understand underlying currency and term of assets and quantify market risk.
- Appropriately manage the balance between the Group's own capital and its related risk by periodic monitoring.
- Never enter into derivative transactions for speculative purposes in the absence of established operating rules.

### (a) Stock Market Risk

The Group is exposed to stock market risk arising from its investment portfolio. If the market price of operational investment securities and other investment securities held by the Group as at March 31, 2018 and 2019 increased by 10%, profit before income tax expense in the consolidated statement of income would have increased by ¥9,176 million and ¥10,783 million, respectively.

The investment portfolios as at March 31, 2018 and 2019 were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Operational investment securities		2 1 2 2 3 4 4 4 6 6 7
Listed equity securities	30,404	45,739
Unlisted equity securities	129,818	209,062
Bonds	6,549	3,340
Investments in funds	24,243	24,475
Total	191,014	282,616
		1
Other investment securities		2 1 2 3 4 4 4 4
Listed equity securities	2,790	2,078
Unlisted equity securities	4,052	11,035
Bonds	82,639	77,055
Investments in funds	83,835	98,732
Total	173,316	188,900

#### (b) Foreign Exchange Risk

The Group is exposed to foreign exchange risk with regard to assets and liabilities dominated in currencies used by various entities other than the Group's functional currency, mainly including USD and HKD. The Group's main exposures to foreign exchange risk are as follows:

(Millions of Yen)

As at March 31, 2018	USD	HKD	Others
Monetary financial instruments dominated in foreign currency			
Assets	81,081	6,621	18,134
Liabilities	57,408	6,552	10,382

(Millions of Yen)

As at March 31, 2019	USD	HKD	Others
Monetary financial instruments dominated in foreign currency			
Assets	62,521	2,556	14,600
Liabilities	107,345	7,685	19,142

If the foreign currencies strengthened by 1% against the functional currency with all other variables (such as interest rate) held constant, profit before income tax expense in the consolidated statement of income for the years ended March 31, 2018 and 2019 would have increased by ¥315 million and decreased by ¥545 million, respectively, mainly as a result of monetary financial instruments dominated in foreign currencies held by the Group.

#### (c) Interest Rate Risk

The Group is exposed to various interest rate fluctuation risks in its business operations. Interest rate fluctuation affects financial income arising from financial assets, which primarily consist of bank balances, money in trust held by subsidiaries in the financial service business, call loans, and loans receivable from individual and corporate customers, and also affects financial costs arising from financial liabilities, which primarily consist of borrowings from financial institutions, bonds payable, and customer deposits for the banking business.

In management's sensitivity analysis, if interest rates had been 100 basis points higher and all other variables were held constant, profit before income tax expense in the consolidated statement of income for the years ended March 31, 2018 and 2019 would have increased by ¥2,988 million and decreased by ¥1,268 million, respectively.

The analysis is prepared assuming the financial instruments subject to interest rate risk and all other variables were held constant throughout the years ended March 31, 2018 and 2019.

# (6) Liquidity risk management

Liquidity risk is defined as the Group's exposure to the below situations:

- -Necessary financing cannot be secured due to deterioration of the Group's financial condition
- -Risk of loss from financing at higher interest rate than usual with no option
- -Risk of loss from transaction at significantly unreasonable price with no option or unable to conduct transactions due to severe situation such as market turmoil.

The Group manages its liquidity risk through the following policies.

- (a) Secure various financing arrangements such as bank overdraft facility, bond issuance registration or stock issuance.
- (b) Collect information on the Group's working capital requirement and understand the cash flow positions.
- (c) Obtain reports from the department responsible for cash management based upon the liquidity risk management policies stated in (a) and (b) above to monitor cash flow risks.

Liquidity risk arises from financial liabilities settled by transfer of cash and other financial assets. Balances of financial liabilities held by the Group by maturity are as follows;

(Millions of Yen)

As at March 31, 2018	Carrying amount	Contractual cash flow	Due in one year or less	Due after one year through two years	Due after two years through three years	Due after three years through four years	Due after four years through five years	Due after five years
Bonds and loans payable	571,277	577,541	382,092	57,323	54,684	17,322	65,905	215
Trade and other accounts payable	67,806	68,026	65,729	1,004	752	373	151	17
Liabilities related to securities business	2,670,813	2,670,813	2,670,813	_	_	_	_	_
Customer deposits for banking business	536,955	545,794	482,080	59,172	4,531	3	8	-

(Millions of Yen)

As at March 31, 2019	Carrying amount	Contractual cash flow	Due in one year or less	Due after one year through two years	Due after two years through three years	Due after three years through four years	Due after four years through five years	Due after five years
Bonds and loans payable	962,965	967,552	674,068	96,911	63,645	52,572	71,345	9,011
Trade and other accounts payable	60,639	60,863	58,976	706	347	721	63	50
Liabilities related to securities business	2,546,500	2,546,500	2,546,500	_	_	_	_	_
Customer deposits for banking business	659,361	673,143	564,326	50,638	58,171	8	_	_

The Group entered into line of credit agreements (e.g., overdraft facilities) with leading domestic financial institutions to ensure an efficient operating funds procurement and to mitigate liquidity risk.

Contractual amounts and used amounts of overdraft facilities as at each reporting date are as follows:

(Millions of Yen)

		,
	As at March 31, 2018	As at March 31, 2019
Lines of credit	326,766	406,082
Used balance	169,765	78,286
Unused portion	157,001	327,796

# 8. Trade and Other Accounts Receivable

Trade and other accounts receivable as at March 31, 2018 and 2019, consisted of the following:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Trade accounts receivable and installment receivables	3,363	4,418
Loans receivable	522,314	627,376
Operational receivables	17,935	22,808
Deposits in relation to banking business	24,347	31,907
Others	2,507	3,204
Total	570,466	689,713

Maturity analysis to the collection or the settlement of trade and other accounts receivable as at March 31, 2018 and 2019, consisted of the following:

(Millions of Ye

		(
	As at March 31, 2018	As at March 31, 2019
No later than 1 year	177,127	212,376
Later than 1 year	393,339	477,337
Total	570,466	689,713

# 9. Other Assets Related to Securities Business

Other assets related to securities business as at March 31, 2018 and 2019, consisted of the following:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Trade date accrual	227,484	204,582
Trading products	75,984	106,636
Short-term guarantee deposits	64,091	91,539
Loans receivable secured by securities	125,385	66,879
Others	1,009	1,919
Total	493,953	471,555

# 10. Operational Investment Securities and Other Investment Securities

"Operational investment securities" and "Other investment securities" in the consolidated statement of financial position as at March 31, 2018 and 2019 consisted of the following:

	As at March 31, 2018
Operational investment securities	1
Financial assets measured at FVTPL	191,014
Total	191,014
Other investment securities	
Financial assets measured at FVTPL	102,647
Financial assets measured at FVTOCI	2,975
Financial assets measured at amortized cost	67,694
Total	173,316

(Millions of Yen)

	As at March 31, 2019
Operational investment securities	
Financial assets measured at FVTPL	282,616
Total	282,616
Other investment securities Financial assets measured at FVTPL	122,621
Equity instruments measured at FVTOCI	816
Debt instruments measured at FVTOCI	57,400
Financial assets measured at amortized cost	8,063
Total	188,900

The Group may designate some of its investments in equity instruments as equity instruments measured at FVTOCI, taking into consideration the actual conditions of the investments such as business relationships with the investee companies.

Fair values of equity instruments measured at FVTOCI presented as "Other investment securities" in the consolidated statement of financial position and related dividends income presented as "Revenue" in the consolidated statement of income consisted of the following, respectively:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Fair value		20 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Listed	2,608	19
Unlisted	367	797
Total	2,975	816

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Dividends income	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	20 2 2 2 3 0 0
Listed	0	0
Unlisted	0	0
Total	0	0

Name of investee and related fair values of equity instruments measured at FVTOCI presented as "Other investment securities" in the consolidated statement of financial position mainly consisted of the following:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Other investment securities		2
TANITA HEALTH LINK, INC.	_	455
Money Forward, Inc.	2,586	_

Fair value at disposal, cumulative gain (net of tax) transferred from other components of equity to retained earnings and dividend income of equity instruments measured at FVTOCI disposed during the years ended March 31, 2018 and 2019 are as follows:

(Millions of Yen)

For the ye	ar ended Marc	n 31, 2018 For the ye		ar ended Marc	h 31, 2019
Fair value at disposal	Cumulative gain	Dividend income	Fair value at disposal	Cumulative gain	Dividend income
310	60	1	60,200	240	0

Equity instruments measured at FVTOCI are sold (derecognized) to enhance the effective operation and efficiency of assets.

## 11. Investments Accounted For Using the Equity Method

#### (1) Investments in associates

The combined financial information of associates accounted for using the equity method is as follows:

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Profit for the year attributable to the Group	(1,108)	(1,116)
Other comprehensive income attributable to the Group	(959)	45
Total comprehensive income attributable to the Group	(2,067)	(1,071)

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Book value	32,622	26,097

Impairment losses recognized as the recoverable amount of certain associates fell below the carrying amount at March 31, 2018 and 2019 were ¥21,295 million and ¥4,556 million, respectively. The impairment loss is included in "Other expenses" in the consolidated statement of income.

Impairment losses recognized by segment for the year ended March 31, 2018 were ¥19 million in the Asset Management Business and ¥21,276 million in the Biotechnology-related Business. Impairment losses recognized by segment for the year ended March 31, 2019 were ¥4,556 million in the Biotechnology-related Business.

### (2) Investments in joint ventures

The combined financial information of joint ventures accounted for using the equity method is as follows:

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Profit for the year attributable to the Group	3,337	6,751
Other comprehensive income attributable to the Group	115	(10)
Total comprehensive income attributable to the Group	3,452	6,741

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Book value	35,743	42,274

#### 12. Structured Entities

The Group conducts investment partnerships and investment trusts for investment activities in Japan and overseas. These investment partnerships and investment trusts raise funds from investors/partners, and provide funding mainly in the form of capital contribution to investees. These investment partnerships are structured in a way that voting rights are not the dominant factor in deciding who controls the partnerships.

The purpose of using the assets and liabilities of the structured entities is restricted by contractual arrangements between the Group and the structured entities.

#### (1) Consolidated structured entities

Total assets of the consolidated investment partnerships and investment trusts were ¥97,050 million and ¥203,681 million as at March 31, 2018 and 2019, respectively. Total liabilities were ¥389 million and ¥44,997 million as at March 31, 2018 and 2019, respectively.

#### (2) Unconsolidated structured entities

The Group invests in investment partnerships and investment trusts, etc. that third parties have control on their operations.

The Group has not entered into any arrangement to provide financial support for the assets and liabilities of these structured entities. Accordingly, the maximum exposure to loss resulting from our involvement with unconsolidated structured entities is limited to the carrying amounts, the details of which are as described below:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Operational investment securities	24,869	25,000
Other investment securities	83,468	98,896
Total	108,337	123,896

The maximum exposure indicates the maximum amount of possible losses, but not the possibility of such losses being incurred.

### 13. Investment Property

The movement of cost and accumulated depreciation and impairment losses of investment property consisted of the following:

(Millions of Yen)

Cost	For the year ended March 31, 2018	For the year ended March 31, 2019
Balance, beginning of year	9,315	3,350
Sales or disposals	(6,068)	_
Foreign currency translation adjustment on foreign operations	103	(65)
Balance, end of year	3,350	3,285

(Millions of Yen)

Accumulated depreciation and impairment losses	For the year ended March 31, 2018	For the year ended March 31, 2019
Balance, beginning of year	(2,210)	(1,158)
Depreciation	(4)	(1)
Impairment losses	(7)	_
Sales or disposals	1,083	_
Foreign currency translation adjustment on foreign operations	(20)	21
Balance, end of year	(1,158)	(1,138)

Impairment losses recognized for the year ended March 31, 2018 were ¥7 million, due to a significant decline in fair value of certain investment properties, and were recorded in "Other expenses" in the consolidated statement of income. Impairment losses for the year ended March 31, 2018 were recognized in the Asset Management Business. The recoverable amount of the investment properties is measured at fair value less cost of disposal through real estate valuation.

(Millions of Yen)

Carrying amount and fair value						
As at March 31, 2018		As at March 31, 2019				
Carrying amount	Fair value	Carrying amount	Fair value			
2,192	2,772	2,147	2,716			

The fair value as at the end of each reporting period is based on a valuation conducted by independent valuation appraisers with appropriate qualifications, who have had recent experience in local practice for relative categories of assets.

The inputs used for the fair value measurement of investment properties are categorized as Level 3 (unobservable inputs).

Rental income from investment property for the years ended March 31, 2018 and 2019 was ¥3 million and ¥1 million, respectively, which was included in "Revenue" in the consolidated statement of income. Expenses incurred in direct relation to the rental income (including repairs and maintenance) for the years ended March 31, 2018 and 2019, were ¥79 million and ¥7 million, respectively, which were included in "Operating cost" and "Selling, general and administrative expenses".

## 14. Property and Equipment

The movements of cost, accumulated depreciation and impairment loss of property and equipment were as follows:

(Millions of Yen)

Cost	Buildings	Furniture and fixtures	Land	Others	Total
Balance as at April 1, 2017	5,808	10,766	2,007	1,291	19,872
Acquisitions	877	4,887	173	707	6,644
Acquisitions through business combinations	1	97	-	31	129
Sales or disposals	(624)	(636)	(230)	(34)	(1,524)
Foreign currency translation adjustment on foreign operations	(13)	(12)	(28)	(17)	(70)
Others	119	_	-	(8)	111
Balance as at March 31, 2018	6,168	15,102	1,922	1,970	25,162
Acquisitions	1,115	3,165	616	2,108	7,004
Acquisitions through business combinations	4	2	_	_	6
Sales or disposals	(225)	(1,309)	_	(73)	(1,607)
Foreign currency translation adjustment on foreign operations	(4)	(44)	13	(7)	(42)
Others	85	56	(46)	(39)	56
Balance as at March 31, 2019	7,143	16,972	2,505	3,959	30,579

(Millions of Yen)

Accumulated depreciation and impairment losses	Buildings	Furniture and fixtures	Land	Others	Total
Balance as at April 1, 2017	(2,384)	(6,083)	(42)	(865)	(9,374)
Sales or disposals	328	517	_	20	865
Depreciation	(405)	(1,654)	<del>-</del>	(241)	(2,300)
Impairment losses	_	(3)	_	<del>-</del>	(3)
Foreign currency translation adjustment on foreign operations	5	13	_	14	32
Balance as at March 31, 2018	(2,456)	(7,210)	(42)	(1,072)	(10,780)
Sales or disposals	18	1,251	_	31	1,300
Depreciation	(442)	(3,107)	_	(211)	(3,760)
Impairment losses	_	(2,269)	_	_	(2,269)
Foreign currency translation adjustment on foreign operations	(3)	27	_	6	30
Balance as at March 31, 2019	(2,883)	(11,308)	(42)	(1,246)	(15,479)

(Millions of Yen)

Carrying amount	Buildings	Furniture and fixtures	Land	Others	Total
Balance as at March 31, 2018	3,712	7,892	1,880	898	14,382
Balance as at March 31, 2019	4,260	5,664	2,463	2,713	15,100

The carrying amount of property and equipment in the above table includes the carrying amount of the following leased assets:

(Millions of Yen)

Carrying amount	Buildings	Furniture and fixtures	Others	Total
Balance as at March 31, 2018	<u> </u>	1,906	14	1,920
Balance as at March 31, 2019	17	1,415	9	1,441

Impairment losses recognized for the years ended March 31, 2018 and 2019 were ¥3 million and ¥2,269 million, respectively, due to no expectation of initially expected profits and were included in "Other expenses" in the consolidated statement of income. Impairment losses recognized by segment for the year ended March 31, 2018 were ¥3 million in the Financial Services Business. Impairment losses recognized by segment for the year ended March 31, 2019 were ¥2,269 million in the Digital asset-related business, which were included in "Others".

#### 15. Intangible Assets

#### (1) The movement of cost, accumulated amortization and accumulated impairment losses of intangible assets including goodwill

The movements in cost, accumulated amortization and impairment losses of intangible assets including goodwill for the years ended March 31, 2018 and 2019 were as follows:

(Millions of Yen)

Cost	Goodwill	Software	Customer relationship	Others	Total
Balance as at April 1, 2017	161,223	39,848	32,808	2,664	236,543
Acquisitions	_	6,528	- 1	1,070	7,598
Acquisitions through business combinations	4,113	877	-	-	4,990
Sales or disposals	(1,014)	(3,067)	-	- [	(4,081)
Foreign currency translation adjustment on foreign operations	(340)	6	(675)	(34)	(1,043)
Balance as at March 31, 2018	163,982	44,192	32,133	3,700	244,007
Acquisitions	_	8,373	_	245	8,618
Acquisitions through business combinations	3,322	_	2,962	_	6,284
Sales or disposals	_	(1,853)	(1,936)	(70)	(3,859)
Foreign currency translation adjustment on foreign operations	(2,519)	(115)	305	25	(2,304)
Balance as at March 31, 2019	164,785	50,597	33,464	3,900	252,746

(Millions of Yen)

Accumulated amortization and impairment losses	Goodwill	Software	Customer relationship	Others	Total
Balance as at April 1, 2017	(8,555)	(23,183)	(17,662)	(1,650)	(51,050)
Sales or disposals	1,014	1,939	-	-	2,953
Amortization	_	(5,668)	(3,009)	(162)	(8,839)
Impairment losses	(34)	(135)	(5,709)	-	(5,878)
Foreign currency translation adjustment on foreign operations	_	25	480	10	515
Balance as at March 31, 2018	(7,575)	(27,022)	(25,900)	(1,802)	(62,299)
Sales or disposals	_	1,712	1,936	70	3,718
Amortization	_	(5,648)	(488)	(192)	(6,328)
Impairment losses	_	(174)	(2,861)	_	(3,035)
Foreign currency translation adjustment on foreign operations	_	116	(98)	(4)	14
Balance as at March 31, 2019	(7,575)	(31,016)	(27,411)	(1,928)	(67,930)

(Millions of Yen)

Carrying amount	Goodwill	Software	Customer relationship	Others	Total
Balance as at March 31, 2018	156,407	17,170	6,233	1,898	181,708
Balance as at March 31, 2019	157,210	19,581	6,053	1,972	184,816

The carrying amount of software in the above table as at March 31, 2018 and 2019 includes the carrying amount of leased assets of ¥733 million and ¥519 million, respectively. Amortization expenses were recorded in "Operating cost" and "Selling, general and administrative expenses" in the consolidated statement of income.

#### (2) Impairment losses for each business segment

The Group recognized impairment losses totaling ¥5,878 million and ¥3,035 million for the years ended March 31, 2018 and 2019, respectively, due to no expectation of initially expected profits, and recorded them in "Other expenses" in the consolidated statement of income. Impairment losses recognized by segment for the year ended March 31, 2018 were ¥138 million in the Financial Services Business and ¥31 million in the Asset Management Business and ¥5,709 million in the Biotechnology-related Business, respectively. Impairment losses recognized by

segment for the year ended March 31, 2019 were ¥51 million in the Financial Services Business, ¥2,861 million in the Biotechnology-related Business and ¥123 million in the Digital asset-related business, which were included in "Others", respectively. The impairment losses recognized in the Biotechnology-related Business were recognized for certain drug development pipelines.

## (3) Carrying amount of goodwill

Goodwill arising from business combinations is allocated to cash-generating units that are expected to benefit from the synergies of the business combination at the date of acquisition of the business.

Significant goodwill arising from business combinations were ¥106,701 million and ¥104,563 million as at March 31, 2018 and 2019, respectively, related to SBI SAVINGS BANK in the Asset Management Business and ¥24,910 million as at March 31, 2018

and 2019, related to SBI SECURITIES Co., Ltd. in the Financial Services Business.

The recoverable amounts used for impairment test of goodwill and intangible assets are calculated based on the value in use. Value in use is the present value calculated by discounting the estimated cash flows based on the projection approved by management and a growth rate. The business plans are not longer than five years in principle, and reflect the management assessments of future industry trends and historical data based on the external and internal information. The growth rate is

determined by considering the long-term average growth rate of the market or the country which the CGU belongs to. The maximum per annum growth rate used for measuring value in use was 3% as at March 31, 2018 and 4% as at March 31, 2019, respectively. The discount rate used for measuring value in use was 9.4% to 26.2% and 9.4% to 21.1% per annum as at March 31, 2018 and 2019, respectively.

Any reasonably possible change in the key assumptions on which the recoverable amount is based would not cause the carrying amount to exceed its recoverable amount.

#### 16. Deferred Taxation

The following are the major deferred tax assets (liabilities) recognized and movements thereon during the years ended March 31, 2018 and 2019:

(Millions of Yen)

For the year ended March 31, 2018	As at April 1, 2017	Recognized through profit or loss	Recognized through other comprehensive income	Change in scope of consolidation	Recognized directly in equity	As at March 31 2018
Deferred Tax Assets						
Impairment on financial assets measured at amortized cost	915	(284)	_	<b>—</b>	_	631
Fixed assets (Note)	487	(13)	_	6	_	480
Enterprise tax payable	670	312	_	_	_	982
Tax loss carryforwards	70	(12)	_	_	_	58
Other	828	703	_	_	(539)	992
Total	2,970	706	_	6	(539)	3,143
Deferred Tax Liabilities						
Financial assets measured at FVTPL	2,268	7,369	_	_	_	9,637
Financial assets measured at FVTOCI	36	_	584		_	620
Financial assets measured at amortized cost	1,124	(263)	_	<b>—</b>	_	861
Investments accounted for using the equity method	4,834	(2,756)	(330)	_	_	1,748
Intangible assets	4,672	(2,786)	(45)	<b>—</b>	_	1,841
Other	239	260	_	<b>—</b>	_	499
Total	13,173	1,824	209	_	_	15,206

Note: Fixed assets represent property and equipment, and investment property.

For the year ended March 31, 2019	As at April 1, 2018	Recognized through profit or loss	Recognized through other comprehensive income	Change in scope of consolidation	Recognized directly in equity	As at March 31 2019
Deferred Tax Assets		7	7			
Impairment on financial assets measured at amortized cost	631	(55)	_	_	<del>-</del>	576
Fixed assets (Note 1)	480	941	_	46	_	1,467
Enterprise tax payable	982	(126)	_	_	_	856
Tax loss carryforwards	58	6,543	(33)	_	_	6,568
Other	992	(80)	_	_		912
Total	3,143	7,223	(33)	46	_	10,379
Deferred Tax Liabilities						
Financial assets measured at FVTPL	9,637	2,290	_	_		11,927
Equity instruments measured at FVTOCI	620	<del>-</del>	(616)	_	<u> </u>	4
Debt instruments measured at FVTOCI (Note 2)	1,188	(174)	205	_	_	1,219
Investments accounted for using the equity method	1,748	71	_	_	_	1,819
Intangible assets	1,841	(631)	56	802	_	2,068
Other	499	207	_	_	1,112	1,818
Total	15,533	1,763	(355)	802	1,112	18,855

Notes: 1. Fixed assets represent property and equipment, and investment property.

In assessing the recoverability of the deferred tax assets, the Group considers the future taxable temporary differences, projected future taxable income, and tax planning strategies. The tax losses for which deferred tax assets were not recognized as at March 31, 2018 and 2019, were \(\frac{1}{2}61,141\) million (including \(\frac{1}{2}200,167\) million with the carryforward period over 5 years), and \(\frac{1}{2}236,920\) million (including \(\frac{1}{2}144,438\) million with the carryforward period over 5 years), respectively.

The Group recognized deferred tax assets of ¥18 million and ¥31 million as at March 31, 2018 and 2019, respectively, associated with certain subsidiaries that had net losses during the years ended March 31, 2018 and 2019. The Group's management assessed that it is probable that tax credit

carryforwards and deductible temporary differences will be utilized as the tax losses are not expected to arise on an ongoing basis.

As at March 31, 2018 and 2019, in principle, the Group did not recognize a deferred tax liability on the taxable temporary differences associated with investments in subsidiaries because the Group was in a position to control the timing of the reversal of the temporary differences and it was probable that such differences would not reverse in the foreseeable future. The amount of taxable temporary differences associated with investments in subsidiaries on which deferred tax liabilities were not recognized were ¥180,257 million and ¥222,075 million as at March 31, 2018 and 2019, respectively.

## 17. Bonds and Borrowings

### (1) Details of bonds and borrowings

Bonds and borrowings as at March 31, 2018 and 2019, consisted of the following:

		(Millions of Yen)	(%)	
	As at March 31, 2018	As at March 31, 2019	Average interest rate (Note 1)	Due (Note 2)
Short-term loans payable	232,049	605,086	(1.37)	_
Current portion of long-term loans payable	56,770	36,794	0.36	_
Current portion of bonds payable	91,288	32,294	_	_
Long-term loans payable	38,045	44,185	0.42	2020–2033
Bonds payable	153,125	244,606	_	_
Total	571,277	962,965		

Notes: 1. The average interest rate is calculated using the weighted average coupon rate of the outstanding balance as at March 31, 2019.

<sup>2.</sup> The Group reclassified the amount of deferred tax liabilities from financial assets measured at amortized cost to debt instruments measured at FVTOCI at the beginning of the period due to the application of IFRS 9 (as revised in 2014). The balance of deferred tax liabilities increased ¥327 million at the beginning of the period.

 $<sup>2. \ \ \</sup>text{The due represents the repayment term of the outstanding balance as at March 31, 2019}.$ 

#### Details of the bonds were as follows:

			(Millions of Yen)	(%)	)
Issuer and the name of bond	Date of issuance	As at March 31, 2018	As at March 31, 2019	Interest rate (Note 1)	Due
The Company Japanese yen straight bond (Note 2)	July 2018– March 2019	59,977	39,874	0.43-0.48	July 2020– March 2021
The Company No. 7 Unsecured straight bond	March 2016	14,981	_	_	March 2019
The Company No. 8 Unsecured straight bond	April 2016	4,999	-	_	April 2018
The Company No. 9 Unsecured straight bond	June 2016	15,955	15,969	0.85	June 2021
The Company No. 10 Unsecured straight bond	September 2016	13,974	13,992	0.55	September 2019
The Company No. 11 Unsecured straight bond	June 2017	12,967	12,982	0.60	June 2020
The Company No. 12 Unsecured straight bond	June 2017	16,943	16,957	0.90	June 2022
The Company No. 13 Unsecured straight bond	March 2018	17,939	17,960	0.45	March 2021
The Company No. 14 Unsecured straight bond	March 2018	17,929	17,944	0.70	March 2023
The Company No. 15 Unsecured straight bond	December 2018	_	14,953	0.44	December 2021
The Company No. 16 Unsecured straight bond	December 2018	_	14,944	0.69	December 2023
The Company Euroyen convertible bonds (Note 3)	September 2017– September 2018	48,478	67,769	_	September 2020– September 2023
The Company Exchangeable bond (Note 2)	December 2017– July 2018	1,124	1,624	0.46–0.52	December 2019– July 2020
SBI SECURITIES Co., Ltd. Exchangeable bond · Stock price linked bond (Note 2)	January 2016– March 2019	8,788	32,961	0.09–3.07	April 2018– March 2029
SBI SECURITIES Co., Ltd. Japanese yen straight bond (Note 2)	March 2018- March 2019	10,000	8,971	0.38-0.40	March 2019– March 2020
SBI SECURITIES Co., Ltd. Microfinance bond	August 2017	319	_	_	November 2018
SBI Trade Win Tech Co., Ltd. No.1 Unsecured straight bond	March 2014	40	_	_	March 2019
Total		244,413	276,900		

Notes: 1. Interest rate is the coupon rate of the balance as at March 31, 2019. The interest rate of the bonds hedged with interest rate swap is the interest rate after the swap execution.

## (2) Assets pledged as security

Assets pledged for liabilities and contingent liabilities were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Trade and other accounts receivable	8,142	10,180
Other financial assets	145	144
Property and equipment	296	276
Total	8,583	10,600

The corresponding liabilities were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Bonds and borrowings	7,741	7,897

Besides the above, securities received as collateral for financing from broker's own capital of  $$\pm 29,677$$  million and  $$\pm 14,090$$  million were pledged as collateral for borrowings on margin transactions as at March 31, 2018 and 2019, respectively.

## 18. Trade and Other Payables

The components of trade and other payables were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Accounts payable and notes payable	632	637
Accounts payable-other	12,468	17,279
Advances received and guarantee deposit received	51,474	40,103
Finance lease liability	3,232	2,620
Total	67,806	60,639

<sup>2.</sup> The aggregate amount issued based on euro medium term note program is stated above.

<sup>3.</sup> The stock acquisition rights of Euroyen convertible bonds are recognized as embedded derivatives. The amount of the stock acquisition rights are separated from the host, measured at fair value, and recorded as capital surplus after tax effects.

#### 19. Other Liabilities Related to Securities Business

The components of other liabilities related to the securities business were as follows:

Millions of

	As at March 31, 2018	As at March 31, 2019
Trade date accrual	286,267	301,972
Trading products	108,157	70,634
Deposits for subscription	1,020	961
Total	395,444	373,567

#### 20. Insurance Contract Liabilities

#### (1) Risk management system over insurance contracts

The Group engages in the insurance business such as life and casualty insurance and strives to accurately identify, analyze and assess as well as appropriately manage and administer risk relating to insurance contracts in order to secure management stability. The subsidiaries engaged in the insurance business have established a Risk Management Committee which strives to identify a wide range of risks associated with insurance contracts, and regularly and continuously reports to their respective board of directors, etc. about the risks to ensure the effectiveness of risk management. The Group's primary approach to risks relating to insurance contracts is as follows:

## (a) Market risk management

Interest rate risk management

Considering the long-term nature of insurance liabilities, the Group invests principally in bonds. For investments in bonds, interest rate fluctuation risk is mitigated by matching the duration of bonds (to the extent of bond price fluctuations due to interest rate fluctuations) with the duration of policy reserves within certain parameters.

# Price fluctuation risk management

Regarding market risk management, the Group conducts risk management focusing on indices such as VaR (Value at Risk), which denotes the maximum loss amount expected due to market changes based on the confidence interval, and Basis Point Value (BPV), which denotes price fluctuations in the bond portfolio due to changes in the market interest rate, in addition to identifying risks based on the Solvency Margin Ratio.

#### (b) Conducting of stress testing

The Group regularly conducts stress testing assuming scenarios such as significant deterioration in the investment environment or the worsening of the incidence rate of insured accidents, in order to analyze the impact on financial soundness, and reports the results of stress testing to the Risk Management Committee, etc.

#### (c) Insurance underwriting risk

Regarding insurance underwriting risk, the department-incharge of each company engaged in the insurance business determines its underwriting policies, and conducts risk control by managing the risk portfolio, reforming or abolishing products, establishing the underwriting standards, changing sales policies, designing and arranging reinsurance, etc.

#### (2) Insurance contract liabilities

## (a) Details and movements of insurance contract liabilities Insurance contract liabilities as at March 31, 2018 and 2019, consisted of the following:

Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
Claims reserves	16,150	20,359
Policy reserves	126,110	118,739
Total	142,260	139,098

The movements in insurance contract liabilities for the years ended March 31, 2018 and 2019 were as follows:

(Millions of Yen)

	For the year ended March 31, 201	For the year ended March 31, 2019		
Balance, beginning of year	147,573	142,260		
Life insurance business				
Expected cash flows from policy reserves	(18,973)	(15,548)		
Interest incurred	173	238		
Adjustments	9,823	7,415		
Non-life insurance business				
Insurance premiums	36,027	38,356		
Unearned premium	(34,149)	(36,805)		
Others	1,786	3,182		
Balance, end of year	142,260	139,098		

Net cash outflows by due period resulting from recognized insurance liabilities are as follows:

	Total	No later than 1 year	1 to 3 years	3 to 5 years	Over 5 years
Insurance contract liabilities	139,098	44,732	23,257	13,346	57,763

#### (b) Sensitivity to insurance risk

In the life insurance business, the Group records insurance contract liabilities by estimating the present value of all cash flows generated from insurance contracts using the prerequisite conditions at initial recognition.

The prerequisite conditions include discount rates (interest rates), death rates, morbidity rates, renewal rates, business expenses and commission, etc. In the case where increases in death rates, morbidity rates, business expenses and commission are expected, future net income and equity are expected to decrease due to the increase in future cash

outflows. In the case where the liability adequacy test reveals that insurance contract liabilities are insufficient for the amount of reserves determined based on the prerequisite conditions at initial recognition, it may be necessary to recognize the effects for the period of increasing insurance contract liabilities at the end of each reporting period.

#### (3) Concentration of insurance risk

The Group is not exposed to excessively concentrated insurance risk since the insurance contract portfolios are dispersed geographically throughout Japan.

#### (4) Claims development (difference between actual claim and previous estimates) of non-life insurance business is as follows:

(Millions of Yen)

		Accident year				
	2014	2015	2016	2017	2018	
Cumulative payments and claim reserves						
At end of accident year	16,377	18,471	20,489	22,682	25,776	
1 year later	16,810	18,813	21,018	23,525		
2 year later	17,188	19,442	21,669	<del>-</del>	<del></del>	
3 year later	17,457	20,116	-	<del>-</del>	_	
4 year later	17,872	_	- :	_	_	
Estimate of cumulative claims	17,872	20,116	21,669	23,525	25,776	
Less: Cumulative payments to date	17,652	19,171	20,191	20,466	16,576	
Claim reserves (gross)	220	945	1,478	3,059	9,200	

#### 21. Leases as Lessee

The Group leases servers for online transaction systems and certain other assets under finance leases. Future minimum lease payments and their present value under finance lease contracts of each payment period as at March 31, 2018 and 2019 were as follows:

(Millions of Yen)

	As at March 31, 2018	As at March 31, 2019
No later than 1 year		7
Future minimum lease payments	1,104	1,153
Less: future financial cost	(70)	(62)
Present value	1,034	1,091
Later than 1 year and not later than five years	±	
Future minimum lease payments	2,299	1,601
Less: future financial cost	(111)	(74)
Present value	2,188	1,527
Later than 5 years	### ### ### ### ### ### ### ### ### ##	
Future minimum lease payments	10	2
Less: future financial cost	(0)	(0)
Present value	10	2
Total	; ; ;	
Future minimum lease payments	3,413	2,756
Less: future financial cost	(181)	(136)
Present value	3,232	2,620

The Group leases office buildings and certain other assets under operating leases. The total future minimum lease payments recorded as expenses under cancellable or non-cancellable operating lease contracts for the years ended March 31, 2018 and 2019 were ¥4,831 million and ¥6,006 million, respectively.

# 22. Capital Stock and Other Equity Items

#### (1) Capital stock and treasury stock

The number of authorized shares as at March 31, 2018 and 2019 was 341,690,000 shares.

The Company's issued shares were as follows:

(Shares)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Number of issued shares (common shares with no par value)		
As at the beginning of the year	224,561,761	224,561,761
Increase during the year (Note)	_	11,994,632
As at the end of the year	224,561,761	236,556,393

Note: The increase of 11,994,632 shares was for the exercise of the conversion rights for convertible bonds.

The Company's treasury stock included in the above issued shares was as follows:

(Shares

		(
	For the year ended March 31, 2018	For the year ended March 31, 2019
Number of treasury stock		
As at the beginning of the year	20,954,080	3,779,286
Increase during the year (Notes 1, 3)	6,341,261	11,432,629
Decrease during the year (Notes 2, 4)	(23,516,055)	(6,899,414)
As at the end of the year	3,779,286	8,312,501

- Notes: 1. The increase of 6,341,261 shares related to the acquisition of 6,318,500 shares subject to Article 156 of the Companies Act (replacement of the third paragraph of Article 165) and 22,761 shares purchased from shareholders with less than one unit of shares.
  - 2. The decrease of 23,516,055 shares related to 630 shares sold to shareholders with less than one unit of shares, appropriation of 2,387,200 shares for the exercise of stock acquisition rights and appropriation of 21,128,225 shares for the conversion of convertible bonds.
  - The increase of 11,432,629 shares related to the acquisition of 11,421,100 shares subject to Article 156 of the Companies Act (replacement of the third paragraph of Article 165) and 11,529 shares purchased from shareholders with less than one unit of shares.
  - 4. The decrease of 6,899,414 shares related to 310 shares sold to shareholders with less than one unit of shares, appropriation of 1,406,200 shares for the exercise of stock acquisition rights and appropriation of 5,492,904 shares for the conversion of convertible bonds.

#### (2) Reserves

## (a) Capital surplus

Capital surplus of the Group includes additional paid-in capital of the Company, which is legal capital surplus.

Under the Companies Act of Japan ("the Companies Act"), at least 50% of the proceeds of certain issues of common shares shall be credited to common stock. The remainder of the proceeds shall be credited to additional paid-in capital. The Companies Act permits, upon approval of the shareholders meeting, the transfer of amounts from additional paid-in capital to common stock.

#### (b) Retained earnings

Retained earnings of the Group include the reserve of the Company legally required as legal retained earnings.

The Companies Act provides that a 10% dividend of retained earnings shall be appropriated as additional paid-in capital or as legal retained earnings until the aggregate amount of capital surplus and statutory reserve reaches 25% of common stock. The legal retained earnings may be used to eliminate or reduce a deficit or be transferred to retained earnings upon approval of the shareholders meeting.

## (3) Other components of equity

The movements of other component of equity were as follows:

(Millions of Yen)

	Other components of equity			
	Currency translation differences	Equity instruments measured at FVTOCI	Debt instruments measured at FVTOCI	Total
Balance as at April 1, 2017	22,695	25	- 1	22,720
Change for the year	(3,491)	1,436	-	(2,055)
Transfer to retained earnings	_	(60)	_	(60)
Balance as at March 31, 2018	19,204	1,401	-	20,605
Cumulative effect of change in accounting policy	_	_	840	840
Restated balance as at April 1, 2018	19,204	1,401	840	21,445
Change for the year	(2,800)	(1,613)	185	(4,228)
Transfer to retained earnings	_	(240)	_	(240)
Balance as at March 31, 2019	16,404	(452)	1,025	16,977

#### 23. Dividends

Dividends paid were as follows:

Year ended March 31, 2018	Type of share	Dividend amount (Millions of Yen)		Record date	Effective date
Board of Directors' Meeting on April 28, 2017	Common shares	8,144	40	March 31, 2017	June 9, 2017
Board of Directors' Meeting on October 26, 2017	Common shares	3,256	15	September 30, 2017	December 11, 2017

Year ended March 31, 2019	Type of share	Dividend amount (Millions of Yen)		Record date	Effective date
Board of Directors' Meeting on April 26, 2018	Common shares	15,455	70	March 31, 2018	June 8, 2018
Board of Directors' Meeting on October 30, 2018	Common shares	4,725	20	September 30, 2018	December 10, 2018

Dividends for which the declared date fell in the year ended March 31, 2019, and for which the effective date will be in the year ending March 31, 2020, are as follows:

		Dividend amount (Millions of Yen)		Record date	Effective date
Board of Directors' Meeting on April 26, 2019	Common shares	18,260	80 (Note)	March 31, 2019	June 7, 2019

Note: The year-end dividend of 80 yen consists of common dividend of 75 yen and commemorative dividend of 5 yen for the 20th anniversary of the foundation of the Company.

#### 24. Share-based Payment

The Company and certain of its subsidiaries have share-based compensation plans for their directors or employees. The share-based compensation plans are granted to persons resolved by the board of directors based on the approval of the shareholders meeting of the Company or certain of its subsidiaries.

## (1) Equity-settled share-based compensation plan ("Stock option")

Vesting conditions of the stock options include accomplishment of the IPO and holding their positions as directors or employees until the accomplishment of the IPO. Also, certain of the stock options vest upon receipt of cash from the directors or employees for the price equivalent to their fair value.

The expenses arising from granted stock options were ¥1,112 million and were recorded in "Selling, general and administrative expenses" during the year ended March 31, 2019.

The outline of the stock option plans of the Group is as follows:

#### a The Company

The outline of the Company's stock option plan is as follows:

	(Gridico) (Terr)		(Orial Co)	(101)	
	For the year ende	ed March 31, 2018	For the year ended March 31, 20		
	Number of shares	Weighted average exercise price	Number of shares	Weighted average exercise price	
Beginning balance	3,817,600	1,247	7,488,300	1,503	
Granted	6,057,900	1,563	_	_	
Exercised	(2,387,200)	1,247	(1,406,200)	1,247	
Expired	_	_	(24,200)	1,247	
Ending balance	7,488,300	1,503	6,057,900	1,563	

Notes: 1. Weighted average stock prices upon exercise of stock options for the years ended March 31, 2018 and 2019 were ¥2,130 and ¥2,954, respectively.

The fair value of stock options for the 2017 First Stock Acquisition Rights granted during the year ended March 31, 2019 was ¥3,179 (The number of shares to be issued per stock acquisition right: 100 shares). The fair value was determined based on a Monte Carlo simulation. The following assumptions were used in the Monte Carlo simulation regarding the stock options:

Stock price at the evaluation date: ¥1,563 Estimated remaining exercise period: 4.1 years

Exercise price: ¥1,563 Dividend yield: 3.20%

Estimated volatility: 36.90% Risk free rate: (0.07%)

The fair value of stock options for the 2017 Second Stock Acquisition Rights granted during the year ended March 31, 2019 was ¥39,804 (The number of shares to be issued per stock acquisition right: 100 shares). The fair value was determined based on a Black-Scholes Model. The following assumptions were used in the Black-Scholes Model regarding the stock options:

Stock price at the grant date: ¥1,536 Estimated remaining exercise period: 4.5 years

Exercise price: ¥1,563 Dividend yield: 3.26%

Estimated volatility: 43.30% Risk free rate: (0.15%)

<sup>2.</sup> The number of the stock options granted during the year ended March 31, 2018 were 2,799,000 shares of 2017 First Stock Acquisition Rights and 3,258,900 shares of 2017 Second Stock Acquisition Rights, respectively.

The unexercised stock options as at March 31, 2019 are as follows:

	(Yen	) (Snares)	
Name	Exercise price	Number of shares	Expiration date
2017 First Stock Acquisition Rights (Note)	1,563	2,799,000	July 1, 2020– September 30, 2021
2017 Second Stock Acquisition Rights	1,563	3,258,900	July 29, 2019– September 30, 2024

Note: The stock options vest upon receipt of cash for the price equivalent to their fair value. And a holder of the stock acquisition rights shall be able to exercise the stock acquisition rights only in the event that the Financial Services Business has achieved ¥50 billion or more in its entire segment profits (profit before income tax expenses) in each fiscal year of the period from the fiscal year ended March 31, 2018 to the fiscal year ending March 31, 2020, and also marked ¥170 billion or more in its cumulative segment profits (profit before income tax expenses) for the above three fiscal periods.

## b **Subsidiaries**

The outline of the Company's subsidiaries' stock option plans is as follows.

	(Shares)	) (Yen)	(Shares)	(Yen)	
	For the year ende	ed March 31, 2018	For the year ended March 31, 2		
a-1 SBI Biotech Co., Ltd.	Number of shares	Weighted average exercise price	Number of shares	Weighted average exercise price	
Beginning balance	100	5,000	100	5,000	
Change	_	_	_	_	
Ending balance	100	5,000	100	5,000	

Notes: 1. The exercise period as at March 31, 2019 was defined as 30 months after 6 months passed from the IPO date.

2. The remaining stock options as at March 31, 2019 were granted before November 7, 2002; thus, the Group does not apply IFRS 2 "Share-based Payment".

	(Shares) (Yen)		) (Shares)	) (Yen)
	For the year ended March 31, 2018 For the year ended March 31,			ed March 31, 2019
a-2 BroadBand Security, Inc.	Number of shares	Weighted average exercise price	Number of shares	Weighted average exercise price
Beginning balance	367,900	571	145,000	800
Exercised	_	_	(18,670)	800
Forfeited	(222,900)	422	(2,000)	800
Ending balance	145,000	800	124,330	800

Notes: 1. Weighted average stock price of stock options upon exercise for the year ended March 31, 2019 was ¥2,672.

2. The average remaining exercise period as at March 31, 2019 was 7.0 years.

	(Shares) (Yen)		(Shares)	(Yen)	
	For the year ende	ed March 31, 2018	For the year ended March 31, 2019		
a-3 Morningstar Japan K.K.	Number of shares	Weighted average exercise price	Number of shares	Weighted average exercise price	
Beginning balance	1,488,700	267	726,400	267	
Exercised	(762,300)	267	(447,600)	267	
Expired	_	_	(278,800)	267	
Ending balance	726,400	267	_	_	

Note: Weighted average stock price of stock options upon exercise for the year ended March 31, 2018 and 2019 was ¥395 and ¥404, respectively.

	(Shares) (Yen)		(Shares)	(Yen)
	For the year ended March 31, 2018		For the year ende	ed March 31, 2019
a-4 SBI FinTech Solutions Co., Ltd.	Number of shares	Weighted average exercise price	Number of shares	Weighted average exercise price
Beginning balance	_	<u> </u>	608,500	628
Granted	608,500	628	_	_
Ending balance	608,500	628	608,500	628

Notes: 1. The fair value of stock options granted during the year ended March 31, 2018 was ¥9 (The number of shares to be issued per stock acquisition right: 1 share). The fair value was determined based on a Monte Carlo simulation. The following assumptions were used in the Monte Carlo simulation regarding the stock options:

Stock price at the evaluation date: ¥628 Estimated remaining exercise period: 6.1 years
Exercise price: ¥628 Dividend yield: 1.59%
Estimated volatility: 49.6% Risk free rate: (0.04%)

2. The stock options was not vested as at March 31, 2019.

3. The average remaining exercise period as at March 31, 2019 was 4.5 years.

	(Shares)	(Yen)
	For the year ende	ed March 31, 2019
a-5 SBI Insurance Group Co., Ltd.	Number of shares	Weighted average exercise price
Beginning balance	_	_
Granted	1,460,700	1,734
Ending balance	1,460,700	1,734

Notes: 1. The number of stock options granted during the year ended March 31, 2019 were 750,000 shares of 2018 First Stock Acquisition Rights and 710,700 shares of 2018 Second Stock Acquisition Rights, respectively.

The fair value of stock options for the 2018 First Stock Acquisition Rights granted during the year ended March 31, 2019 was ¥870 (The number of shares to be issued per stock acquisition right: 30 shares). The fair value was determined based on a Monte Carlo simulation. The following assumptions were used in the Monte Carlo simulation regarding the stock options:

Stock price at the evaluation date	:	¥1,734
Exercise price	:	¥1,734
Estimated volatility	:	31.89%
Estimated remaining exercise period	:	5.0 years
Dividend yield	:	0.00%
Risk free rate	:	(0.10%)

The stock options vest upon receipt of cash for the price equivalent to their fair value. A holder of the stock acquisition rights shall be able to exercise the stock acquisition rights only in the event that the total amount of segment profit of each reporting segment in the segment information described in the issuer's securities report for the fiscal year ending March 2020 has achieved ¥18 billion or more, the total amount of that for the fiscal year ending March 2021 has achieved ¥20 billion or more, and also marked ¥40 billion or more in its cumulative segment profits for the above two fiscal periods.

The fair value of stock options for the 2018 Second Stock Acquisition Rights granted during the year ended March 31, 2019 was ¥12,084 (The number of shares to be issued per stock acquisition right: 30 shares). The fair value was determined based on a Black-Scholes Model. The following assumptions were used in the Black-Scholes Model regarding the stock options:

Stock price at the grant date	: ¥1,733
Exercise price	: ¥1,734
Estimated volatility	: 31.79%
Estimated remaining exercise period	: 5.0 years
Dividend yield	: 0.00%
Risk free rate	: (0.13%)

- 2. The stock options did not vest as at March 31, 2019.
- 3. The average remaining exercise period as at March 31, 2019 was 4.2 years.

	(Shares) (L		
	For the year ende	ed March 31, 2019	
a-6 Quark Pharmaceuticals, Inc.	Number of shares	Weighted average exercise price	
Beginning balance	_	_	
Granted	3,358,706	13.70	
Expired	(172,897)	13.70	
Ending balance	3,185,809	13.70	

Notes: 1. The stock options granted during the year ended March 31, 2019 are subject to conditions under which a certain number of stock options can be exercised every month after the first year anniversary of the grant date.

2. The fair value of stock options granted during the year ended March 31, 2019 was USD1.97 (The number of shares to be issued per stock acquisition right: 1 share). The fair value was determined based on a Black-Scholes Model. The following assumptions were used in the Black-Scholes Model regarding the stock options:

Stock price at the evaluation date	:	USD6.44
Exercise price	:	USD13.70
Estimated volatility	:	63.51%
Estimated remaining exercise period	:	6.0 years
Dividend yield	:	0.00%
Risk free rate	:	2.74%

3. The average remaining exercise period as at March 31, 2019 was 5.4 years.

# (2) Cash-settled share-based compensation plan

Certain of subsidiaries of the Company have cash-settled share-based compensation plans for their directors or employees. The compensation is made in the form of cash-settled payments based on the difference between the exercise price and the stock price as at the exercise date.

The outline of the cash-settled share-based compensation plan of the Group is as follows:

	(Rights	) (Yen)	(Rights)	) (Yen)
	For the year ende	For the year ended March 31, 2018		ed March 31, 2019
SBI FinTech Solutions Co., Ltd.	Number of rights	Weighted average exercise price	Number of rights	Weighted average exercise price
Beginning balance	6,961	259	6,538	259
Exercised	(423)	259	(5,482)	259
Unexercised balance	6,538	259	1,056	259

Note: The average remaining exercise period as at March 31, 2019 was 0.3 years.

25. Revenue (Millions of Yen)

Revenue for the years ended March 31, 2018 and 2019 consisted of the following:

(Mil		

	(Millions of Yen)
	For the year ended March 31, 2018
Revenue	
Financial income	
Interest income (Note)	101,837
Dividends received	3,940
Income arising from financial assets measured at FVTPL	50,262
Gain from trading	18,474
Others	116
Total financial income	174,629
Revenue arising on insurance contracts	67,165
Revenue from rendering of services	82,983
Others	12,240
Total revenue	337,017

Note: Interest income in financial income arises from financial assets measured at amortized cost.

	For the year ended March 31, 2019
Financial income (Note 1)	
Interest income	
Income arising from financial assets measured at amortized cost (Note 2)	111,240
Income arising from debt instruments measured at FVTOCI (Note 3)	814
Income arising from financial instruments measured at FVTPL	63,186
Others	82
Total financial income	175,322
Revenue arising on insurance contracts	77,562
Revenue from contracts with customers (Note 1)	
Revenue from rendering of services	79,107
Revenue from sales of goods	3,159
Others	16,261
Total revenue	351,411

Notes: 1. Beginning with the fiscal year ended March 31, 2019, the Group changed the method of presentation due to the application of IFRS 9 (as revised in 2014) and IFRS 15.

- 2. Interest income arising from loans in the banking and securities businesses.
- 3. Interest income arising from policy reserve matching bonds in the insurance business

# (1) Disaggregation of revenue

Revenue from contracts with customers for the years ended March 31, 2019 consisted of the following: Revenue from rendering of services mainly includes brokerage commission in the securities business. Revenue from sales of goods includes revenue arising from the sale of pharmaceutical products, supplements, and cosmetics.

(Millions of Yen)

	Financial Services Business	Asset Management Business	Biotechnology -related Business	Total	Others	Elimination or Corporate	Consolidated Total
Revenue from contracts with customers		20 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2					
Revenue from rendering of services	72,223	8,814	6	81,043	650	(2,586)	79,107
Revenue from sales of goods	832	<del>_</del>	3,065	3,897	_	(738)	3,159
Total	73,055	8,814	3,071	84,940	650	(3,324)	82,266

### (2) Contract balance

The balance of trade receivables from contract with customers and contract liabilities were as follows;

(Millions of Yen)

	Balance as at April 1, 2018	Balance as at March 31, 2019
Trade receivables from contract with customers	6,727	6,912
Contract liabilities	1,939	2,203

Contract liabilities are primarily balances of point programs offered by the Group where the Group did not satisfy their performance obligations at the end of the fiscal year.

Of the revenues recognized during the years ended March 31, 2019, ¥1,587 million was included in the balance of contract liabilities as at April 1, 2018.

#### 26. Expense

Expense for the years ended March 31, 2018 and 2019 consisted of the following:

#### (1) Financial cost associated with financial income

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Financial cost associated with financial income		
Interest expense		
Financial liabilities measured at amortized cost	(17,788)	(21,394)
Total financial cost associated with financial income	(17,788)	(21,394)

## (2) Operating cost

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Payroll	(11,293)	(12,107)
Outsourcing fees	(7,916)	(7,495)
Depreciation and amortization	(1,526)	(3,228)
Cost arising on insurance contracts	(51,461)	(58,884)
Others	(41,352)	(18,097)
Total operating cost	(113,548)	(99,811)

# (3) Selling, general and administrative expenses

(Millions of Yen)

V		
	For the year ended March 31, 2018	For the year ended March 31, 2019
Payroll	(28,201)	(33,356)
Outsourcing fees	(19,996)	(21,537)
Depreciation and amortization	(9,319)	(6,604)
Research and development	(7,749)	(8,517)
Others	(35,112)	(41,061)
Total selling, general and administrative expenses	(100,377)	(111,075)

### (4) Other financial cost

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Other financial cost	20 2 2 2 3 4 9	
Interest expense	9	
Financial liabilities measured at amortized cost	(3,282)	(4,680)
Total other financial cost	(3,282)	(4,680)

## (5) Other expenses

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Impairment loss on non-financial assets	(27,183)	(9,860)
Foreign exchange loss	(3,401)	(2,712)
Others (Note)	(1,857)	(2,217)
Total other expenses	(32,441)	(14,789)

## 27. Income Tax Expense

The amount of income tax expenses for the years ended March 31, 2018 and 2019 were as follows:

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Income tax expense	2	20 0 0 0 0 0 0 1
Current	(14,734)	(21,220)
Deferred	(1,118)	5,460
Total income tax expense	(15,852)	(15,760)

The Company and its domestic subsidiaries are subject to mainly a national corporate tax, an inhabitants tax, and an enterprise tax, which, in aggregate, resulted in a normal effective statutory tax rate of 30.6%. Foreign subsidiaries are subject to the income taxes of the countries in which they operate.

A reconciliation between the normal effective statutory tax rates and the Group's average effective tax rate reflected in the accompanying consolidated statement of income for the years ended March 31, 2018 and 2019 is as follows:

(%

	For the year ended March 31, 2018	For the year ended March 31, 2019
Normal effective statutory tax rate	30.9	30.6
Permanent differences such as meals and entertainment	(0.2)	0.6
Tax effect on minority interests of investments in fund	(4.0)	(5.2)
Temporary differences arising from consolidation of investments	2.4	(2.1)
Change in unrecognized deferred tax assets	(5.2)	(6.0)
Other	(1.8)	1.1
Average effective tax rate	22.1	19.0

## 28. Other Comprehensive Income

Amounts recorded during the year, reclassification adjustments and income tax effects on each item of other comprehensive income for the years ended March 31, 2018 and 2019 were as follows:

(Millions of Yen)

For the year ended March 31, 2018	Amount recorded during the year	Reclassification adjustment	Amount before income tax	Income tax effect	Amount after income tax
Items that will not be reclassified subsequently to profit or loss					
FVTOCI financial assets	2,020	_	2,020	(584)	1,436
	2,020	_	2,020	(584)	1,436
Items that may be reclassified subsequently to profit or loss		# 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
Currency translation differences	(2,378)	(404)	(2,782)	_	(2,782)
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	(1,257)	83	(1,174)	330	(844)
	(3,635)	(321)	(3,956)	330	(3,626)
Total	(1,615)	(321)	(1,936)	(254)	(2,190)

(Millions of Yen)

For the year ended March 31, 2019	Amount recorded during the year	Reclassification adjustment	Amount before income tax	Income tax effect	Amount after income tax
Items that will not be reclassified subsequently to profit or loss					
Equity instruments measured at FVTOCI	(1,818)		(1,818)	616	(1,202)
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	(411)	_	(411)	_	(411)
	(2,229)	_	(2,229)	616	(1,613)
Items that may be reclassified subsequently to profit or loss		#*************************************	9		
Debt instruments measured at FVTOCI	788	(56)	732	(205)	527
Currency translation differences	(4,384)	1,180	(3,204)	_	(3,204)
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	447	(1)	446	_	446
	(3,149)	1,123	(2,026)	(205)	(2,231)
Total	(5,378)	1,123	(4,255)	411	(3,844)

# 29. Earnings per Share

Basic earnings per share and diluted earnings per share attributable to owners of the Company were calculated based on the following information:

(Millions of Yen)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Earnings		
Profit attributable to owners of the Company	46,684	52,548
Dilutive effect: Convertible bonds	377	339
Profit attributable to owners of the Company after dilutive effect	47,061	52,887
Shares		
Basic weighted average number of ordinary shares (shares)	211,683,159	227,057,550
Dilutive effect: Stock options (shares)	1,508,956	2,781,002
Dilutive effect: Convertible bonds (shares)	25,846,017	27,623,150
Weighted average number of ordinary shares after the dilutive effect (shares)	239,038,132	257,461,702
Earnings per share attributable to owners of the Company		
Basic (in Yen)	220.54	231.43
Diluted (in Yen)	196.88	205.42

#### 30. Cash Flow Information

Supplemental disclosure of consolidated statement of cash flow information for the years ended March 31, 2018 and 2019 was as follows:

## (1) Expenditures on acquisition of subsidiaries

The amounts of payments for acquisition of subsidiaries were \$3,044 million and \$4,346 million for the years ended March 31, 2018 and 2019, respectively. Consideration paid consisted solely of cash and cash equivalents. Amounts of major classes of assets and liabilities of subsidiaries, of which the Group obtained control through share acquisition, at the date of acquisition were as follows:

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Cash and cash equivalents	3,056	774
Trade and other receivables	1,190	279
Intangible assets	877	2,962
Other assets	625	90
Total assets	5,748	4,105
Trade and other payables	741	1,066
Customer deposits for banking business	3,857	_
Other liabilities	805	939
Total liabilities	5,403	2,005

#### (2) Proceeds from sales of subsidiaries

Total consideration received in respect of sales of subsidiaries was \$933 million and \$0 million for the years ended March 31, 2018 and 2019, respectively. Amounts of major classes of assets and liabilities of subsidiaries, of which the Group lost control through share sale, at the date of sale were as follows:

(Millions of Yen)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Cash and cash equivalents	63	2
Trade and other receivables	81	_
Other assets	456	_
Total assets	600	2
Bonds and loans payable	74	
Trade and other payables	19	24
Other liabilities	80	_
Total liabilities	173	24

## (3) Changes in liabilities arising from financing activities

Changes in liabilities arising from financing activities were as follows:

(Millions of Yen)

			Non-cash changes				
	As at April 1, 2017	Cash flow from financing activities	Issuance of convertible bonds	Conversion of convertible bonds	Interest expense	Others	As at March 31, 2018
Borrowings	345,794	(19,105)	_	_	270	(94)	326,865
Bonds	173,183	102,986	(2,254)	(29,949)	473	(27)	244,412
Total	518,977	83,881	(2,254)	(29,949)	743	(121)	571,277

(Millions of Yen)

				Non-cash	changes		
	As at April 1, 2018	Cash flow from financing activities	Issuance of convertible bonds	Conversion of convertible bonds	Interest expense	Others	As at March 31, 2019
Borrowings	326,865	359,632	_	_	241	(673)	686,065
Bonds	244,412	65,919	(4,186)	(29,262)	1	16	276,900
Total	571,277	425,551	(4,186)	(29,262)	242	(657)	962,965

#### 31. Subsidiaries

Major subsidiaries of the Group as at March 31, 2019 were as follows:

Business segment	Name	Location	Voting Rights Holding Ratio (%)
Financial Services Business	SBI FINANCIAL SERVICES Co., Ltd.	Japan	100.0
	SBI SECURITIES Co., Ltd.	Japan	100.0 (100.0)
	SBI Liquidity Market Co., Ltd.	Japan	100.0 (100.0)
	SBI FXTRADE Co., Ltd.	Japan	100.0 (100.0)
	SBI MONEYPLAZA Co., Ltd.	Japan	100.0 (100.0)
	SBI Insurance Group Co., Ltd.	Japan	75.0
	SBI Life Insurance Co., Ltd.	Japan	100.0 (100.0)
	SBI Insurance Co., Ltd.	Japan	99.2 (99.2)
	SBI FinTech Solutions Co., Ltd.	Japan	77.5
Asset Management Business	SBI Capital Management Co., Ltd.	Japan	100.0
	SBI Investment Co., Ltd.	Japan	100.0 (100.0)
	SBI Global Asset Management Co., Ltd.	Japan	100.0
	Morningstar Japan K. K.	Japan	47.6 (47.6)
	SBI Asset Management Co., Ltd.	Japan	100.0 (100.0)
	SBI Estate Finance Co., Ltd.	Japan	100.0 (5.0)
	SBI Hong Kong Holdings Co., Ltd.	Hong Kong	100.0
	SBI VEN HOLDINGS PTE. LTD.	Singapore	100.0
	SBI SAVINGS BANK	Korea	99.0 (99.0)
Biotechnology-related Business	SBI ALApharma Co., Limited	Hong Kong	96.4 (96.4)
	SBI Pharmaceuticals Co., Ltd.	Japan	86.2 (86.2)
	SBI ALApromo Co., Ltd.	Japan	100.0 (100.0)
	SBI Biotech Co., Ltd.	Japan	87.6 (1.1)
	Quark Pharmaceuticals, Inc.	USA	100.0 (100.0)

Note: The figure in the parentheses represents the indirect holding ratio of voting rights or indirect investment ratio included in the total.

## 32. Related Party Transactions

#### (1) Related Party Transactions

The Group entered into the following related party transactions during the year ended March 31, 2018.

				(Millions of Yen)	(Millions of Yen)
Туре	Name	Relationship with related party	Transaction description	Transaction Amount	Balance
Corporate officer	Yoshitaka Kitao	Representative Director, President & CEO	Issuance of stock options (Note 1)	16	_
	Representative Director,		Issuance of stock options (Note 1)	11	_
Corporate officer	Katsuya Kawashima	uya Kawashima Senior Executive Vice President & Co-COO	Exercise of stock options (Note 2)	187	_
Corporate officer	Shumpei Morita	Director & Senior Managing Executive Officer & CFO	Exercise of stock options (Note 2)	12	_
Corporate officer	Tatsuo Shigemitsu	Director & Managing Executive Officer	Exercise of stock options (Note 2)	312	_

Notes: 1. Issuance of stock options represents the issuance of stock acquisition rights which were issued based on the resolution by the Board of Directors meeting held on July 27, 2017, and August 29, 2017, pursuant to Article 236, 238 and 240 of the Companies Act. Stated in the "Transaction Amount" column is the paid-in amount in connection with stock acquisition rights issued during the year ended March 31, 2018.

<sup>2.</sup> Exercise of stock options represents the exercise of stock acquisition rights which were issued based on the resolution by the Board of Directors meeting held on October 30, 2014, and November 19, 2014, pursuant to Article 236, 238 and 240 of the Companies Act. Stated in the "Transaction Amount" column is the paid-in amount in connection with stock acquisition rights exercised during the fiscal year ended March 31, 2018.

The Group entered into the following related party transactions during the year ended March 31, 2019.

(Millions of Yen) (Millions of Yen)

Туре	Name	Relationship with related party	Transaction description	Transaction Amount	Balance
Corporate officer	Katsuya Kawashima	Representative Director, Senior Executive Vice President & COO	Exercise of stock options (Note)	187	_
Corporate officer	Masato Takamura	Director & Senior Executive Vice President	Exercise of stock options (Note)	312	_
Corporate officer	Tomoya Asakura	Senior Managing Director	Exercise of stock options (Note)	312	_
Corporate officer	Shumpei Morita	Senior Managing Director & CFO	Exercise of stock options (Note)	25	_

Note: Exercise of stock options represents the exercise of stock acquisition rights which were issued based on the resolution by the Board of Directors meeting held on October 30, 2014, and November 19, 2014, pursuant to Article 236, 238 and 240 of the Companies Act. Stated in the "Transaction Amount" column is the paid-in amount in connection with stock acquisition rights exercised during the fiscal year ended March 31, 2019.

# (2) The remuneration of key management personnel of the Company for the years ended March 31, 2018 and 2019

Millione of Van)

	For the year ended March 31, 2018	For the year ended March 31, 2019
Remuneration and bonuses	1,012	1,134
Post-employment benefits	5	5
Total	1,017	1,139

## 33. Contract Liabilities

The Group has entered into loan agreements with the customers in accordance with the condition of the contracts. The total amount of loan commitments amounted to ¥15,038 million and ¥70,459 million, with an unused portion of ¥10,194 million and ¥31,509 million, as at March 31, 2018 and 2019, respectively. However, contracts are revised regularly upon changes to customer's credit condition and other matters considered necessary to ensure secure credit facilities. Thus, the unused portion of the commitment will not affect the Group's future cash flow.

## 34. Events after the Reporting Period

There were no significant events after the reporting period.

# **Deloitte.**

Deloitte Touche Tohmatsu LLC Marunouchi Nijubashi Building 3-2-3 Marunouchi, Chiyoda-ku Tokyo 100-8360 Japan

Tel: +81 (3) 6213 1000 Fax: +81 (3) 6213 1005 www.deloitte.com/jp/en

#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of SBI Holdings, Inc.:

We have audited the accompanying consolidated statement of financial position of SBI Holdings, Inc. and its subsidiaries as at March 31, 2019, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and notes to consolidated financial statements.

# Management's Responsibility for the Consolidated Financial Statements

Delvitte Touche Tohmatsu LLC

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of SBI Holdings, Inc. and its subsidiaries as at March 31, 2019, and the consolidated results of their operations and their cash flows for the year then ended in accordance with International Financial Reporting Standards.

June 25, 2019

Member of

Deloitte Touche Tohmatsu Limited

# Accounting Policies of the Asset Management Business

Below, we explain in detail the accounting policies of the Asset Management Business in response to questions we have received from stakeholders.

#### 1. Changes in the fair value of financial assets measured at fair value through profit or loss (FVTPL)

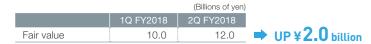
Owing to SBI Holdings' adoption of IFRSs for its accounting standards, the fair value of financial assets (operational investment securities and other investment securities), including stocks of portfolio companies that the Asset Management Business holds, will be reviewed each quarter.

The fair value of marketable securities is estimated using market prices. The fair value of securities without a market price, such as unlisted stocks, may in some cases be calculated using a market approach, cost approach, or in other cases the most recent transaction price for an issuance of new shares to a third party may be used.

If a change is made to the fair value of a financial asset, the following accounting policy takes effect.

#### Accounting policies for calculating the fair value of portfolio companies

Example: The fair value of a portfolio company increases by 20% during a quarter.



# (1) If the investment is from a wholly owned subsidiary of SBI Holdings

	(Billions of yen)
	2Q FY2018
Revenue	2.0
Profit before income tax expense	2.0
Tax (30%)	-0.6
Profit for the period	1.4
Profit attributable to owners of the Company	1.4
Non-controlling interests	<del>-</del>

# (2) If the investment is from a consolidated fund (ownership ratio in the fund: 20%)

	(Billions of yen)	
	2Q FY2018	
Revenue	2.0	Tax expense relating to the ownership portion in the fund
Profit before income tax	2.0	-2.0 billion × $20%$ × $30%$ = $-$ ¥0.12 billion
expense	2.0	
Tax (30%)	-0.12	(¥2.0 billion × 20% (ownership ratio in the fund)) –
Profit for the period	1.88	¥0.12 billion (taxes) = ¥0.28 billion
Profit attributable to owners of the Company	0.28	
Non-controlling interests	1.6 •—	¥2.0 billion × 80% (non-controlling interests) = ¥1.6 billion

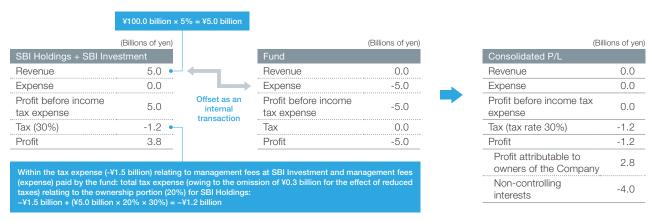
## 2. Management fees of a consolidated fund for which the SBI Group serves as a general partner (GP)

For management fees of a consolidated fund for which the SBI Group serves as a GP, the following accounting policy takes effect.

# Accounting policy for management fees paid from a consolidated fund

Example: SBI Holdings owns 20% of a ¥100 billion fund (with a 5% management fee) for which SBI Investment serves as a GP.

For convenience, we show a simple example of the accounting policy relating to the management fees incurred, and present part of the accounting process in abbreviated form.



Note: Furthermore, within the funds for which the SBI Group serves as GP, such as CVC funds et al., for which the SBI Group's ownership ratio is extremely low, as a result of not being subject to consolidation, their management fees are recognized as revenue.

# Glossary

This page provides supplementary material to help readers better understand the business environment surrounding the SBI Group.

AML/CFT	Financial institutions are required to comply with guidelines and regulations concerning anti-money laundering (AML) and combating the financing of terrorism (CFT). Until now, Japan has received severe indications from the Financial Action Task Force (FATF), which conducts international inspections of the progress of its member countries, and so the development of appropriate responses and countermeasures has become a priority issue for financial institutions and other businesses.
API	Application programming interface (API) is a protocol to enable the managing of data and software functions from an outside program source. In Japan, the Act for Partial Revision of the Banking Act was enacted in May 2017, and promulgated in June of the same year. As a result, banks are obliged to make efforts to promote open APIs (publicly available APIs), which will ensure safe data communication with outside businesses, and collaborations with businesses other than financial institutions are expected to potentially lead to the creation of innovative financial services.
Corporate succession issues	There is concern that small- and medium-sized enterprises (SMEs), which account for more than 90% of all Japanese companies, will be unable to secure appropriate successors, and there is further concern that the number of businesses withdrawing or going out of business will sharply increase. Presently, the percentage of management in their 60s and 70s is high among SMEs, and soon many will retire. In fact, an increasing number of SMEs have been closing down their businesses over the past few years, and as a result, there may be significant impact on society, such as a decline in employment opportunities throughout Japan and in the GDP.
Crypto-asset (cryptocurrency) regulations	In response to the spread of cryptocurrency in Japan, the Payment Services Act was enacted in April 2017 to introduce regulations concerning cryptocurrency, including the introduction of a registration system for cryptocurrency exchange service providers. Subsequently, several cryptocurrency exchange service providers experienced problems such as the loss of assets due to hacking, and insufficient money laundering measures. Consequently, the regulations were reviewed, and in May 2019, amendments to the Payment Services Act were enacted in response to the growing diversity in financial transactions that accompanied advances made in information communication technology. The amendments include the name change of cryptocurrency to "crypto-assets," the conversion of tradable investment-type ICO tokens into marketable securities and regulations for business operators engaging in operations related to crypto-assets. They are expected to go into effect by June 2020.
iDeCo	Individual-type defined contribution (iDeCo) pension plan is a private pension system governed by the Defined Contribution Pension Law, which was passed and enacted in June 2001. Japan's declining birthrate and aging population, and the increasing movement of human resources combined with prolonged low interest rates, created an increasing need to review corporate retirement allowances and corporate pensions. This led to the implementation of iDeCo, which allows individuals to choose their own private pension plan apart from the Japanese National Pension System. From 2017, the coverage was expanded to include public service employees, among others, and in 2018, it became possible to make contributions on an annual basis.
NISA	Nippon Individual Savings Account (NISA) is a tax-free, small-amount investment system for individual investors introduced in January 2014. It sets a tax-free investment limit of ¥1.2 million per year for 5 years, and dividends as well as capital gains from stocks and investment trusts are tax-free. In order to promote the idea that personal assets should be managed and invested rather than simply held, the Japanese government created the Junior NISA in January 2016 (for minors under the age of 20) and the new installment-type NISA in January 2018 (for individuals who want to pay in monthly installments).
Regional revitalization	Regional revitalization is one of the policies announced in September 2014 for the purpose of improving the vitality of Japan as a whole. Currently, the population decline in Japan and the excessive population concentration in the Tokyo metropolitan area are having a negative impact on the regional economy. For this reason, the government is promoting local economic development, to endeavor to create an independent and sustainable society in each region. More specifically, regional financial institutions, which have an impact on the local economy, are expected to contribute to the revitalization of the local economy through the support of companies and industries in each region. However, these regional financial institutions are also facing severe business conditions, since their primary customer base is limited to certain regions of Japan.

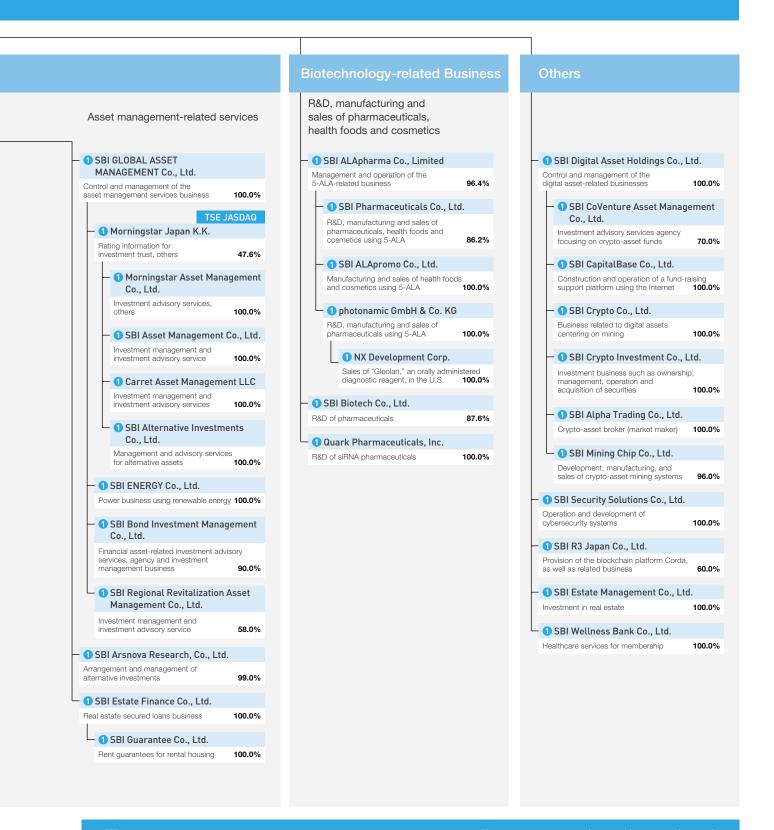
# The SBI Group

(Principal Group Companies)



As of July 1, 2019 / Note: Percentages are the total Group ownership, which is the sum total of the voting rights in possession by the Company and the companies and funds defined as its subsidiaries by IFRSs.

1 Consolidated subsidiary 2 Equity method associate



For details of each Group company's business, please refer to our website (http://www.sbigroup.co.jp/english/company/group/)

## Corporate Data

## Company Outline (As of March 31, 2019)

Company Name SBI Holdings, Inc.

Date of Establishment July 8, 1999

Head Office Izumi Garden Tower 19F, 1-6-1 Roppongi,

Minato-ku, Tokyo 106-6019, Japan

TEL: +81-3-6229-0100 FAX: +81-3-3589-7958

Number of Employees6,439 (consolidated)Paid-in Capital¥92,018 millionFiscal YearApril 1 to March 31

# Stock Information (As of March 31, 2019)

Listing First Section of the Tokyo Stock Exchange

Code 8473

Shares Authorized 341,690,000 shares

Shares Outstanding 236,556,393 shares (including treasury stock)

Shareholder Register Mizuho Trust & Banking Co., Ltd.

### Principal Shareholders

Name	Number of shares held (shares)	Percentage of outstanding shares (%)
Japan Trustee Services Bank, Ltd. (Trust account)	19,821,100	8.68
The Master Trust Bank of Japan, Ltd. (Trust account)	15,353,800	6.73
The Bank of New York Mellon 140051	9,110,536	3.99
NORTHERN TRUST COMPANY (AVFC) ACCOUNT NON-TREATY	8,570,257	3.75
Japan Trustee Services Bank, Ltd. (Trust account 9)	7,544,400	3.31
The Bank of New York Mellon 140042	5,922,958	2.60
Japan Trustee Services Bank, Ltd. (Trust account 5)	4,611,800	2.02
Yoshitaka Kitao	3,907,960	1.71
STATE STREET BANK WEST CLIENT-TREATY 505234	3,673,527	1.61
SAJAP	3,464,040	1.52

Percentage of outstanding shares is calculated by deducting the treasury stock. Apart from the holdings of the major shareholders above, the Company holds 8,312,501 shares as treasury stock.

## Distribution of Ownership among Shareholders



<sup>\*</sup>Includes shares of the SBI Holdings Employee Stockholding Association

# Information on Bonds and Credit Rating (As of September 3, 2018)

Rating Agency
Rating and Investment Information, Inc.
Long-term

BBB+ (Stable)

Short-term a-2

### **Overseas Offices**

U.S.	<ul><li>Quark Pharmaceuticals</li></ul>
Russia	SBI Bank
Germany	<ul><li>photonamic</li><li>Berlin Representative Office</li></ul>
Bahrain	SBI Pharmaceuticals Bahrain Representative Office
Israel	<ul><li>SBI JI INNOVATION FUND ADVISORY</li><li>QBI Enterprise (Research institute of</li></ul>

Quark Pharmaceuticals)

UAE

SBI Neopharma

Malaysia SBI Ventures Malaysia

PNB-SBI ASEAN Gateway Investment ManagementOSK-SBI Venture Partners

Singapore SBI VENTURES SINGAPORE

SBI VEN CAPITAL

India Milestone River Venture Advisory

NIRVANA VENTURE ADVISORS

Sri Lanka Strategic Business Innovator

South Korea SBI Investment KOREA

SBI SAVINGS BANK

China SBI (China)

 SHANGHAI SBI-INESA EQUITY INVESTMENT MANAGEMENT

 Wuxi Guolian-Yihua Equity Investment Management

 CHINA FORTUNE SBI Financial Leasing

SBI & TH (Beijing)

Venture Capital Management

Ningbo YIXUE Investment

Management

Management

Hong Kong SBI Hong Kong Holdings

SBI Securities (Hong Kong)

SBI ALApharma

Taiwan SBI Capital 22 Management

Philippines 
• ICCP SBI Venture Partners
• Philippines Representative Office

Indonesia BNI SEKURITAS

Jakarta Representative Office

Brunei SBI (B)

Vietnam FPT Securities

TPBank

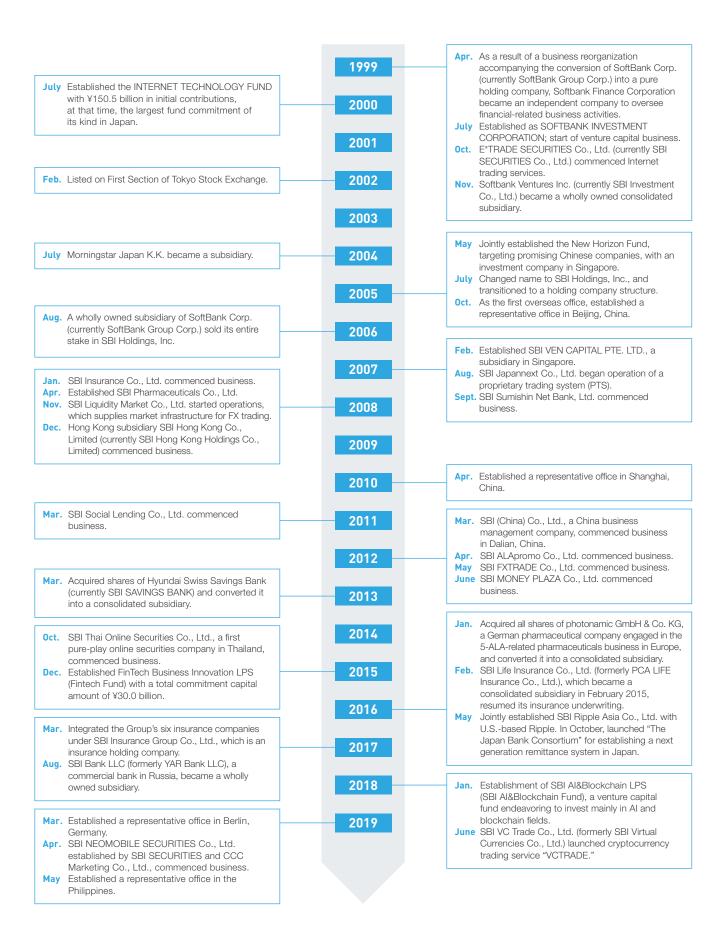
FPT Capital Fund Management

Cambodia SBI Royal Securities

Thailand SBI Thai Online Securities

- Securities
- Banking
- Other Financial Services
- Investment
- Biotechnology-related BusinessLocal Affiliates/Representative Office
- Strategic Investee

# **Corporate History**



# Books by Yoshitaka Kitao, Representative Director, President & CEO



Management through Challenges and Evolution GENTOSHA INC. June 2019



The Cryptocurrency Revolution Starts Now! SB Creative Corp. November 2018



Opening the Mind's Eye Keizaikai Co., Ltd. October 2018



Practical FinTech (Magazine) Nikkei Publishing Inc. December 2017



Enlightenments from Ancient Sages' Wisdom Keizaikai Co., Ltd. October 2017









PINTECH 4.0

Learning Practical FinTech from Successful Companies

Nikkei Publishing Inc. (EN) John Wiley & Sons, Inc. (CN) Fudan University Press (KR) News1 (VN) Thail+aBooks JSC March 2017



An Encouragement of Self-cultivation Chichi Publishing Co., Ltd. December 2016



Daily Reawakening Keizaikai Co., Ltd. November 2016



Realizing Yourself through Self-cultivation Keizaikai Co., Ltd.



The Essence of the Words of Masahiro Yasuoka PRESIDENT Inc. July 2015



Using Knowledge of the Jikkan and Junishi to Create Good Fortune Chichi Publishing Co., Ltd. December 2014





November 2015

Revitalizing Lives
Keizaikai Co., Ltd
(VN) ThaiHaBooks JSC
November 2014



Correcting the Abuses of the Times Keizaikai Co., Ltd. November 2013



Be a True Japanese— Reflections on Sazo Idemitsu ASA Publishing Co., Ltd. October 2013



Learn from the Ancient Sages Keizaikai Co., Ltd. November 2012



When Confounded in Business, Analects Point the Way Asahi Shimbun Publication Inc. August 2012



The Tailwind Behind Japan's Economy Sankei Shimbun Publications Inc. June 2012



Applying the "Analects of Confucius" in Business Chichi Publishing Co., Ltd. May 2012



Yoshitaka Kitao's Management Dialogue Kosaido Publishing Co., Ltd. March 2012



Understanding the Times Keizaikai Co., Ltd. November 2011



The Lessons of Shinzo Mori for Nurturing Human Fortitude Chichi Publishing Co., Ltd. February 2011



Penetrating Insight Keizaikai Co., Ltd. November 2010



The Meaning of Life Kodansha Ltd. August 2010 Co-authored with Takeshi Natsuno



The Entrepreneurship Textbook: Qualities and Skills for the Next Generation of Leaders Toyo Keizai Inc.

July 2010



Notes on Masahiro Yasuoka Chichi Publishing Co., Ltd. December 2009



Change will be, When Things are at Their Worst Keizaikai Co., Ltd.



Yoshitaka Kitao's **Business Management** Lecture KIGYOKA NETWORK

June 2009



Think Big, Don't be the Little Guy Chichi Publishing Co., Ltd. January 2009



Reading the Times Keizaikai Co., Ltd. August 2008





October 2009

Japanese Wisdom and Power

PHP Research Institute (CN) Fudan University Press April 2011





Proverbs of Sages and Renowned Executives Who Overcame Adversity

Asahi Shimbun Publication Inc. (CN) Tsinghua University Press December 2009





(Post edition)



Why Do We Work?

Chichi Publishing Co., Ltd. (KR) Joongang Books March 2007







The SBI Group Vision and Strategy: Continuously **Evolving Management** 

Toyo Keizai Inc. (EN) John Wiley & Sons, Inc. (CN) Tsinghua University Press October 2005







#### "Mysterious Powers" Gained from Chinese Classics

Mikasa Shobo Co., Ltd. (CN) Peking University Press July 2005







**Developing Character** 

PHP Research Institute (CN) World Affairs Press April 2003







#### Universal Management, **Growth Management**

PHP Research Institute (CN) World Affairs Press (KR) Dongbang Media Co. Ltd. October 2000





# Challenges of E-Finance II

Toyo Keizai Inc. (KR) Donobang Media Co. Ltd. April 2000







Challenges of E-Finance I

Toyo Keizai Inc. (CN) The Commercial Press (KR) Dongbang Media Co. Ltd.







## "Value-Creation" Management

Toyo Keizai Inc. (CN) The Commercial Press (KR) Dongbang Media Co. Ltd.