

Fact Sheet

Financial Services Business' Key Indicators

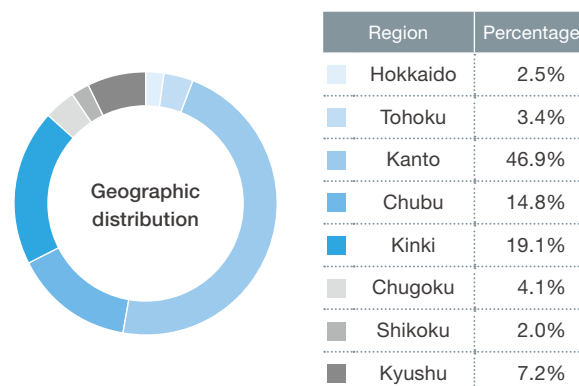
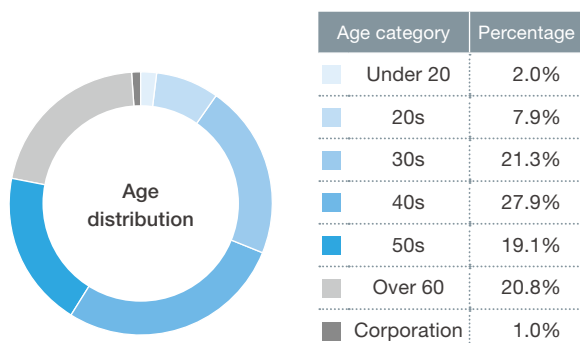
Full-year Profit before Income Tax Expense of the Major Businesses of the Financial Services Business (based on IFRSs)

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|--|-----------|------------------|------------------|------------------|-------------------|-------------------|-------------------|
| SBI SECURITIES (non-consolidated) | ¥ million | 34,828 | 37,850 | 33,043 | 46,169 | 45,597 | 31,604 |
| FX business*1 | ¥ million | 4,741 | 5,200 | 5,734 | 5,188 | 9,334 | 8,138 |
| SBI MONEY PLAZA | ¥ million | 1,496 | 1,751 | 1,975 | 2,768 | 1,956 | 995 |
| SBI Sumishin Net Bank [Net income based on JGAAP] | ¥ million | 5,196 [9,998] | 3,385 [8,413] | 3,185 [9,873] | 3,770 [10,447] | 7,249 [11,975] | 5,845 [12,570] |
| Insurance business*2 | ¥ million | 28 | 264 | 1,881 | 2,263 | 1,480 | (1,291) |

Securities (SBI SECURITIES, SBI Liquidity Market, and SBI MONEY PLAZA)

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|---|-------------|---------|---------|---------|-----------|---------|---------|
| Accounts*3 | Thousands | 3,246 | 3,564 | 3,840 | 4,261 | 4,631 | 5,428 |
| Net increase in accounts | Thousands | 302 | 318 | 276 | 422 | 369 | 797 |
| Accumulated number of accounts via SBI Sumishin Net Bank | Thousands | 362 | 415 | 452 | 538 | 600 | 668 |
| NISA accounts | Thousands | 640 | 821 | 974 | 1,197 | 1,404 | 1,656 |
| Customer deposit assets | ¥ trillion | 9.4 | 9.5 | 10.8 | 12.9 | 13.0 | 12.9 |
| Share of individual stock holdings by value*4 | % | 9.4 | 10.4 | 11.2 | 11.7 | 12.7 | 13.9 |
| Commission rate | Basis point | 2.6 | 2.6 | 2.9 | 3.0 | 2.9 | 3.2 |
| Share of individual stock brokerage trading value*5 | % | 34.5 | 35.3 | 34.7 | 35.1 | 36.2 | 36.4 |
| Share of individual stock brokerage margin trading value*5 | % | 36.2 | 37.3 | 35.9 | 36.4 | 37.1 | 37.1 |
| Open interest credit balance | ¥ billion | 787 | 678 | 799 | 1,001 | 838 | 647 |
| Investment trust balance | ¥ billion | 1,155 | 1,216 | 1,323 | 1,675 | 1,874 | 2,101 |
| Investment trust fees | ¥ million | 3,771 | 4,391 | 4,215 | 5,181 | 5,200 | 4,935 |
| Number of IPO underwriting*6 | Companies | 73 | 82 | 77 | 75 | 90 | 86 |
| Number of lead managed underwritings | Companies | 8 | 8 | 13 | 6 | 11 | 9 |
| Capital adequacy ratio | % | 318.6 | 377.0 | 276.2 | 372.7 | 349.9 | 338.2 |
| FX accounts (SBI Group*7) | Thousands | 612 | 760 | 906 | 1,066 | 1,196 | 1,335 |
| SBI MONEY PLAZA's customer deposit assets | ¥ million | 561,270 | 698,358 | 801,279 | 1,105,023 | 937,327 | 756,356 |

SBI SECURITIES' Customer Base (As of March 31, 2020)



Banking (SBI Sumishin Net Bank)

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|---|-----------|---------|---------|---------|---------|---------|---------|
| Accounts | Thousands | 2,308 | 2,586 | 2,827 | 3,210 | 3,543 | 3,929 |
| Net increase in accounts | Thousands | 334 | 277 | 242 | 383 | 333 | 386 |
| Accumulated number of accounts via SBI SECURITIES | Thousands | 820 | 956 | 1,073 | 1,259 | 1,430 | 1,633 |
| Deposits** ⁸ | ¥ billion | 3,576.1 | 3,446.8 | 4,006.8 | 4,426.0 | 4,857.1 | 5,392.3 |
| Deposits (hybrid deposit) | ¥ billion | 1,207.5 | 1,140.7 | 1,386.1 | 1,450.1 | 1,538.8 | 1,836.3 |
| Deposits (foreign currency) | ¥ billion | 159.1 | 160.2 | 173.9 | 246.0 | 232.7 | 268.1 |
| Cumulative total of housing loans** ⁹ | ¥ billion | 502.5 | 471.7 | 729.3 | 697.0 | 819.9 | 850.9 |
| Balance of consumer loans | ¥ billion | 239.5 | 279.9 | 290.8 | 302.1 | 312.8 | 335.5 |
| Asset management yield | % | 1.08 | 0.90 | 0.85 | 0.83 | 0.84 | 0.78 |
| Financial arrangements yield | % | 0.31 | 0.22 | 0.14 | 0.14 | 0.16 | 0.14 |
| Spread for fund interest rate | % | 0.77 | 0.68 | 0.70 | 0.68 | 0.67 | 0.63 |
| Loan-deposit rate (term-end balance) | % | 50.83 | 60.27 | 58.72 | 71.96 | 74.27 | 75.00 |
| Consolidated capital adequacy ratio (based on domestic standards) | % | 8.89 | 9.80 | 11.11 | 9.35 | 8.14 | 7.70 |

Insurance (SBI Group's Insurance Companies)

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|---|-----------|---------|---------|---------|---------|---------|---------|
| Number of contracts (SBI Insurance) | Thousands | 732 | 829 | 925 | 985 | 1,052 | 1,091 |
| Number of contracts (SBI Life Insurance)** ¹⁰ | Thousands | 117 | 110 | 108 | 121 | 141 | 189 |
| Number of contracts in effect (total of four small-amount, short-term insurance companies)** ^{11,12} | Thousands | 52 | 63 | 582 | 625 | 675 | 801 |
| Combined ratio (SBI Insurance) | % | 100.4 | 104.7 | 96.7 | 91.9 | 98.4 | 103.2 |
| Direct loss ratio | % | 77.6 | 86.1 | 82.5 | 80.7 | 84.1 | 85.5 |
| Direct operating expenses ratio | % | 22.8 | 18.6 | 14.2 | 11.2 | 14.3 | 17.7 |
| Total actuarial reserves (SBI Insurance) | ¥ million | 13,840 | 12,572 | 13,333 | 14,456 | 15,338 | 15,255 |
| Solvency margin ratio (SBI Life Insurance) | % | 1,120.3 | 1,299.3 | 1,165.5 | 1,172.2 | 1,045.4 | 957.6 |
| Total Assets (SBI Life Insurance) | ¥ million | 156,453 | 140,281 | 131,484 | 125,348 | 120,011 | 119,095 |
| Balance of legal reserve (SBI Life Insurance) | ¥ million | 126,271 | 110,762 | 103,400 | 98,049 | 90,915 | 86,202 |

*1 Simple total of profit before income tax expense at SBI Liquidity Market and SBI FXTRADE

*2 Simple total of profit before income tax expense at the SBI Insurance Group and the insurance companies under its auspices

*3 The figures as of the fiscal year ended March 31, 2020, and are the sum of the accounts for SBI SECURITIES and SBI NEOMOBILE SECURITIES

*4 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

*5 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 of the 1st and 2nd section of the Tokyo and Nagoya Stock Exchange, including that of ETF and REIT trading value, respectively

*6 Totals apply to the issues underwritten in Japan, and do not include additional secondary offerings or overseas issues

*7 Total accounts at SBI FXTRADE, SBI SECURITIES and SBI Sumishin Net Bank

*8 Figures of SBI Sumishin Net Bank (non-consolidated)

*9 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 Flat 35

*10 Includes the number of people using Group Credit Life Insurance

*11 The total number of contracts held by four companies: SBI IKIKI SSI, SBI Nihon SSI, SBI Resta SSI, and SBI PRISM SSI

*12 The figures include the number of contracts held by SBI Nihon SSI since the fiscal year ended March 31, 2017, and SBI PRISM SSI since the fiscal year ended March 31, 2020

Asset Management Business' Key Indicators

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

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|--|-----------|---------|--------|--------|--------|--------|--------|
| Profit/loss from the change in fair value, and profit/loss on sales of investment securities | ¥ million | (4,315) | 16,225 | 6,836 | 44,409 | 33,699 | 19,784 |
| SBI SAVINGS BANK | ¥ million | 16,672 | 5,846 | 5,649 | 14,018 | 17,473 | 18,230 |

Asset Management Business' Private Equity Investment and Exit Figures

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|------------------------------|-----------|---------|---------|---------|---------|---------|---------|
| Investment balance*1 | ¥ million | 191,623 | 187,708 | 152,765 | 254,671 | 355,683 | 459,574 |
| Investment amount*2 | ¥ million | 19,631 | 27,930 | 41,762 | 56,540 | 108,125 | 140,465 |
| Number of investments made | Companies | 75 | 92 | 132 | 193 | 230 | 206 |
| Number of companies exited*3 | Companies | 14 | 16 | 15 | 13 | 20 | 24 |

Breakdown of Assets Under Management, including Private Equity Investment*4 (As of March 31, 2020)

| Breakdown by industry | Amount (¥ million) | Companies |
|---|--------------------|-----------|
| Internet/AI/IoT | 123,476 | 113 |
| Fintech services | 60,509 | 47 |
| Digital assets/Blockchain | 57,076 | 25 |
| Finance | 78,091 | 62 |
| Biotechnology/Health/Medical | 18,601 | 39 |
| Environmental/Energy | 2,634 | 4 |
| Machine/Automobile | 8,533 | 13 |
| Services | 19,309 | 23 |
| Retail/Food | 2,406 | 8 |
| Materials/Chemicals | 3,916 | 4 |
| Construction/Real estate | 982 | 6 |
| Others | 1,487 | 9 |
| Equity interests in external and non-consolidated funds | 17,902 | 37 |
| Total | 394,923 | 390 |

| Breakdown by region | Amount (¥ million) | Companies |
|---------------------|--------------------|-----------|
| Japan | 212,394 | 247 |
| China | 18,087 | 21 |
| Korea | 4,065 | 7 |
| Southeast Asia | 52,813 | 18 |
| India | 4,257 | 8 |
| U.S. | 47,941 | 22 |
| Europe | 21,792 | 21 |
| Others | 33,574 | 46 |
| Total | 394,923 | 390 |

| Investment from non-consolidated Group management funds | Amount (¥ million) | Companies |
|---|--------------------|-----------|
| Corporate venture capital (CVC) | 12,658 | 50 |
| Others (Overseas JV funds, etc.) | 51,993 | 171 |
| Total | 64,651 | 221 |

Top Three Investment Items in Private Equity and Others*2 (As of March 31, 2020)

| | Amount (¥ million) | Companies |
|-----------------|--------------------|-----------|
| Internet/AI/IoT | 40,477 | 40 |
| Finance | 40,391 | 20 |
| Services | 13,339 | 11 |

Breakdown of Investments and Exit Figures*3 (As of March 31, 2020; Unit: Companies)

| Cumulative number of investee companies | Domestic | Overseas | Cumulative exit | Domestic | | Overseas | |
|---|----------|----------|-----------------|----------|-----|----------|-----|
| | | | | IPO | M&A | IPO | M&A |
| 1,642 | 961 | 681 | 272 | 117 | 22 | 101 | 32 |

SBI Investment's Deal Sourcing Results*5

| Business results | Unit | Sourcing | Due diligence | Investors |
|------------------|-----------|----------|---------------|-----------|
| FY2017 | Companies | 1,036 | 56 | 40 |
| FY2018 | Companies | 1,725 | 111 | 52 |
| FY2019 | Companies | 1,649 | 88 | 60 |

SBI Investment's Management Results*5, 6

| 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 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|--|-------------|---------|---------|---------|---------|---------|---------|
| Balance of performing loans | KRW billion | 2,258.4 | 3,022.2 | 4,106.5 | 5,029.6 | 6,123.4 | 7,596.6 |
| of which, balance of retail performing loans | KRW billion | 1,025.1 | 1,669.6 | 2,650.9 | 3,159.6 | 4,106.5 | 5,412.0 |
| Delinquency ratio | % | 26.8 | 16.2 | 8.8 | 5.3 | 3.9 | 2.3 |
| of which, delinquency ratio of retail performing loans | % | 16.5 | 8.5 | 5.0 | 4.2 | 3.8 | 2.7 |

Breakdown of Assets Under Management in Investment Trusts, etc.*7

| | Unit | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|-------------------------|-----------|--------|--------|--------|--------|---------|---------|
| Investment trusts | ¥ billion | 128.0 | 180.6 | 254.7 | 490.0 | 969.4 | 1,427.4 |
| Investment advisors | ¥ billion | 98.8 | 74.4 | 88.6 | 138.0 | 333.4 | 297.1 |
| Investment corporations | ¥ billion | 3.8 | 4.0 | 4.6 | — | — | — |
| Total | ¥ billion | 230.6 | 259.0 | 347.9 | 628.0 | 1,302.8 | 1,724.5 |

*1 For investment balance amounts until FY2016, direct investments are valued at fair value, and investments by consolidated investment funds are valued 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 valued at the total amount after impairment processing.)

From FY2017, the investment from non-consolidated Group management funds have been added to the breakdown of the operational investment securities category of the consolidated financial statement, and is recorded herewith

*2 Total investment amount through direct investments by the SBI Group, and consolidated investment funds operated by the SBI Group

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

*4 Breakdown of assets under management, including private equity investments, which is tantamount to "The balance of operational investment securities" in the consolidated financial statements

*5 Results for specialized investment funds under management are not included

*6 Figures are based upon the redemption results (cumulated) of investment partnerships managed by SBI Investment

*7 For funds that SBI Asset Management provides investment instructions, 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 for numbers until FY2018

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 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 |
|-----------------------|-----------|---------|---------|---------|---------|---------|---------|
| SBI Biotech | ¥ million | (637) | (297) | 737 | (432) | (166) | 16 |
| Quark Pharmaceuticals | ¥ million | (1,436) | (2,572) | (8,270) | (7,902) | (8,193) | (7,668) |
| SBI Pharmaceuticals | ¥ million | (1,220) | (1,425) | 91 | 42 | (1,395) | (1,272) |
| SBI ALApromo | ¥ million | (426) | (587) | (233) | 40 | 263 | 193 |
| photonamic*2 | ¥ million | — | 38 | (41) | 55 | 412 | 173 |

*1 Excluding impairment losses from drug pipeline, etc.

*2 photonamic became a consolidated subsidiary in January 2016

SBI Pharmaceuticals' Major Drug Discovery Pipeline Progress

In March 2020, the autoimmune disease treatment drug SBI-3150 has been newly out-licensed to ASAHI KASEI PHARMA, for a total of four out-licensed pipeline drugs

SBI Biotech's 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 | Pipeline projects | Current status | | | |
|-------------------------------------|--|---------------------------------------|---|------------------------------------|------------------------------------|
| | | Phase I | Phase II | Phase III | Application |
| Drug to treat | 1 Cisplatin nephropathy protection | Phase II is underway | | Scheduled to complete in Sep. 2020 | |
| | 2 Mitochondrial diseases* | Phase III is underway | | | Scheduled to complete in Jan. 2021 |
| | 3 Cardiac ischemia-reperfusion injury* | Preparation for Phase II is underway | Scheduled by each university hospital at Oxford, Leicester, Birmingham, and Cambridge in the U.K. | | |
| Photodynamic therapy (iPDT) | 4 Brain tumors* (by photonamic, a wholly owned subsidiary) | Preparation for Phase II is underway | | | |
| Photodynamic diagnostic (PDD) agent | 5 Breast tumors (photonamic of Germany, a wholly owned subsidiary) | Preparation for Phase III is underway | | | |

*Investigator-led trial

Patents Obtained Since 2018 by SBI Pharmaceuticals (Japan)*

| Invention thesis | Registration date | Co-applicants |
|---|-------------------|--|
| Normal incidence enhancing agent of a fertilized egg | Jan. 26, 2018 | Yamagata University |
| 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 |
| Neurodevelopmental disorders | Oct. 18, 2019 | Single application |
| Pharmaceutical composition for enhancing antitumor effect by immune checkpoint inhibitor | Nov. 15, 2019 | National Center For Child Health And Development |
| PPIX accumulation enhancer in cancer cells | Jan. 21, 2020 | Tokyo Institute of Technology |
| Substrate for light irradiation | Feb. 20, 2020 | Sharp Corporation, Osaka University |
| Methods for removing stem cells, protecting differentiated cells, and medium composition | Apr. 16, 2020 | REPROCELL Inc |

Note: Including listed above, 51 patents were acquired by the end of June 2020 in Japan, of which 29 are also acquired overseas