Financial Services Business



Consumers and Investors Are Increasingly Preferring Online **Engagement Due to Adoption of New Lifestyles**

The Environment Surrounding Financial Services Business

Online preferences of consumers and investors have increased as digital transformation (DX) progresses and as traditional ways of life have changed due to the COVID-19 pandemic. This has become a tailwind to the SBI Group's Financial Services Business. Looking ahead, greater growth opportunities are anticipated in contactless forms of businesses, such as online finance and payment systems.

Principal Companies

SBI SECURITIES SBI Liquidity Market (SBI LM)

SBI FXTRADE (SBI FXT)

SBI VC Trade

SBI MONEY PLAZA

SBI NEOMOBILE SECURITIES

SBI Neotrade Securities*

Rheos Capital Works

SBI Benefit Systems

SBI BITS

Japannext

Osaka Digital Exchange

SBI Sumishin Net Bank

SBI FINANCIAL SERVICES SBI NEO FINANCIAL SERVICES (insurance holding company) SBI Insurance

SBI Life Insurance

SBI Insurance Group

SBI IKIIKI SSI

SBI Nihon SSI

SBI Resta SSI

SBI PRISM SSI JOGUCHI SAFETY SSI

SBI FinTech Solutions

SRI Remit

SBI Business Solutions

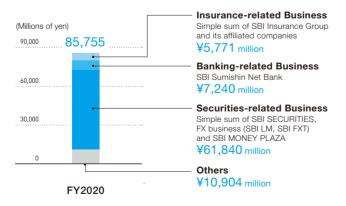
SBI Ripple Asia

Money Tap

B2C2

*Formerly, livestar Securities

FY2020 Profit before Income Tax Expense of the Major Businesses by Business Area (Based on IFRSs)



Principal Initiatives and Priority Measures in FY2020

Securities-related Business

- Trading revenue recorded an all-time high owing to the synergistic effects of the entire SBI Group, including strengthened FX business and increases in trading revenue related to crypto assets and the sale of foreign bonds.
- Four companies were acquired through M&A as an initiative to diversify revenue sources to realize Neo-securities initiatives (concept of commission-free trade for domestic online transaction).
- Effectively eliminated commissions for those 25 and under to capture a greater share of younger customers, from April 2021.
- Strengthened stock and bond underwriting, maintained the top position in the industry in terms of IPO underwriting share, and recorded high of 15 lead managed underwritings.

Banking-related Business

- · As the second part of the Neo-bank initiatives, T-Money launched a banking service for T-Point members called "T NEOBANK" in March 2021.
- · Began selling housing loans as a new agent for banks, including THE SENDAI BANK and The Fukushima Bank, and three companies, including Anabuki Insurance and LIXIL Housing Research Institute.
- Developed a new consortium-type AI screening model to provide Al screening services for transactional lending.

Insurance-related Business

- Through the acquisition of JOGUCHI SAFETY SSI in September 2020, a total of more than 2.3 million in-force contracts for all SBI Insurance
- In January 2021, The Shimane Bank and SBI Life Insurance became founding members and jointly established the General Incorporated Association Zenkoku Danshin Suishin Kyokai. Began providing a joint scheme of group credit life insurance to financial institutions that transcends the boundaries of business categories and regions.