

IR Focus Monthly KPI (2018.08)

At a Glance



Payment Service Business



Individual Money Service Business

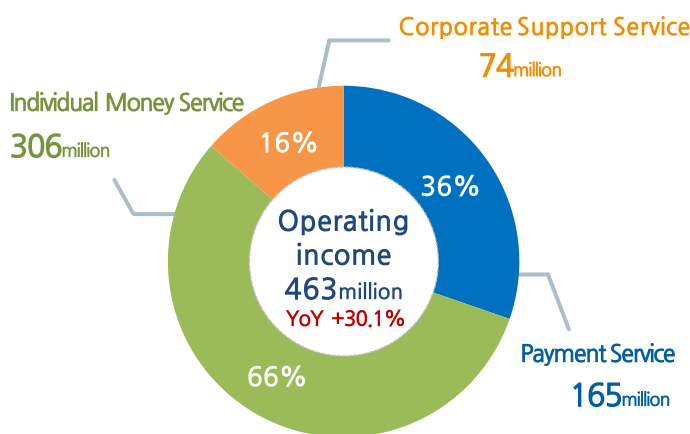
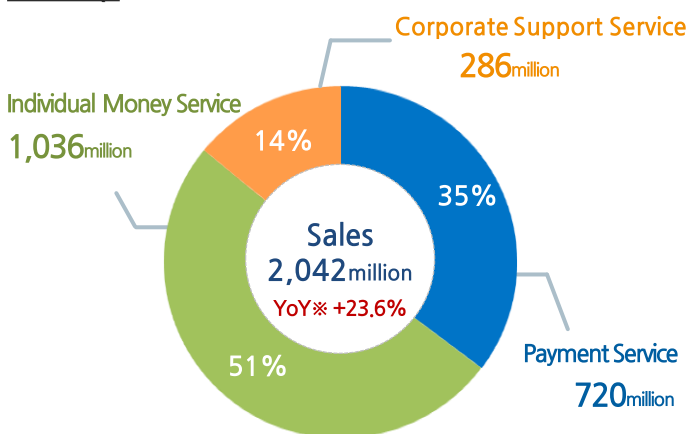


Corporate Support Business



FY2018 Q1

Unit: JPY



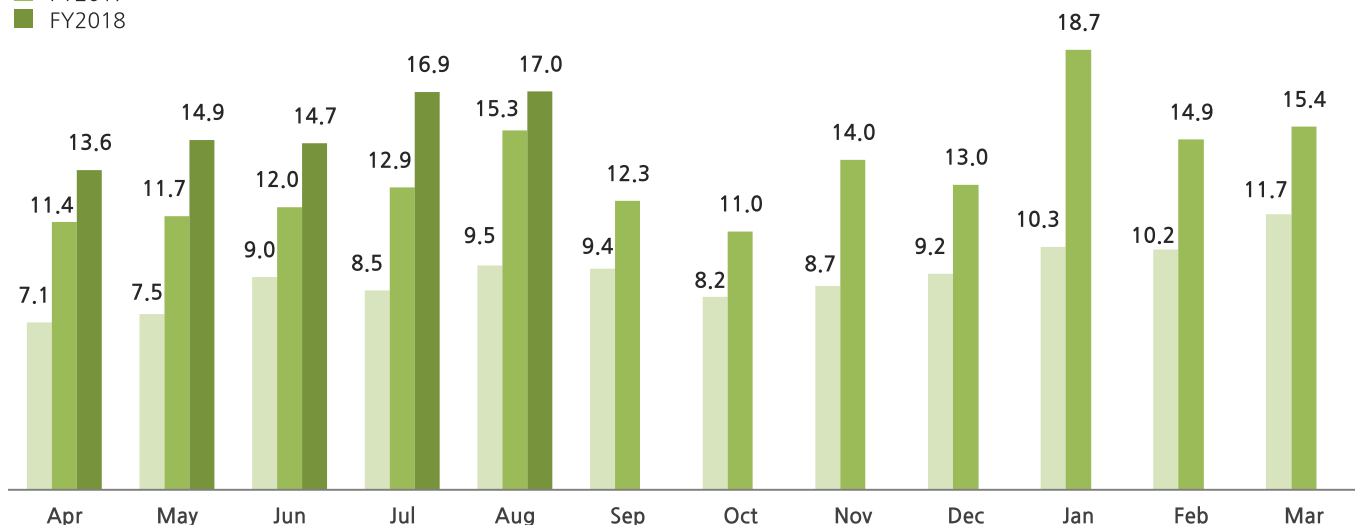
※ Upon applying IFRS 15, presentation method of sales is changed from in the first quarter of current fiscal year.

Individual Money Service Business(International Money Transfer)

International Money Transfer Amount

■ FY2016
■ FY2017
■ FY2018

Unit: JPY billion



Year on Year

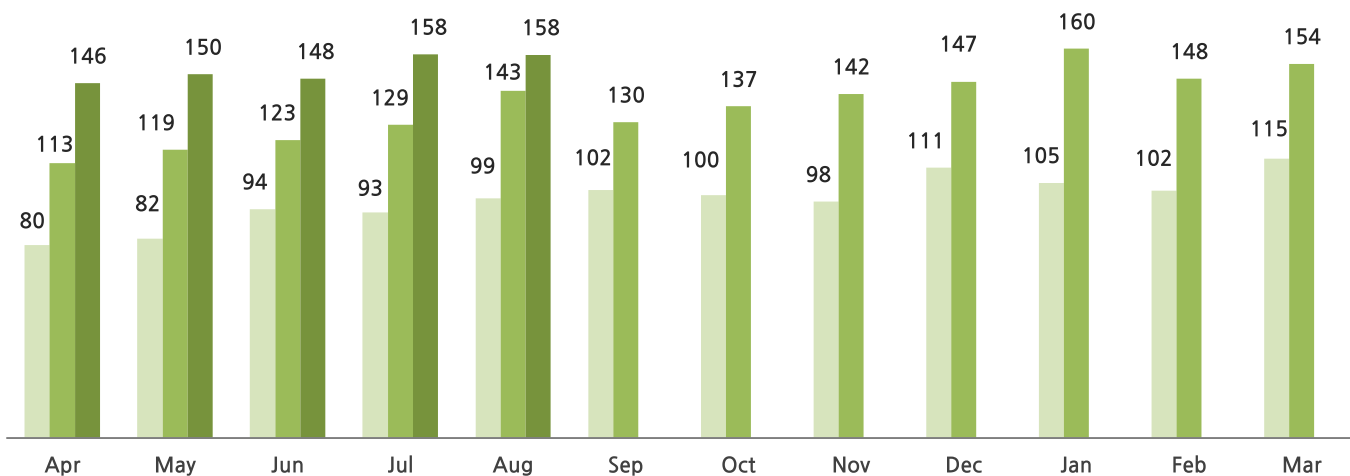
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|------|------|------|------|------|------|------|------|------|------|------|------|
| FY2017 | +60% | +56% | +33% | +52% | +60% | +30% | +34% | +62% | +41% | +81% | +46% | +32% |
| FY2018 | +19% | +28% | +23% | +32% | +11% | | | | | | | |

Individual Money Service Business(International Money Transfer)

Unit: Thousand

● Number of International Money Transfer

■ FY2016
■ FY2017
■ FY2018



Year on Year

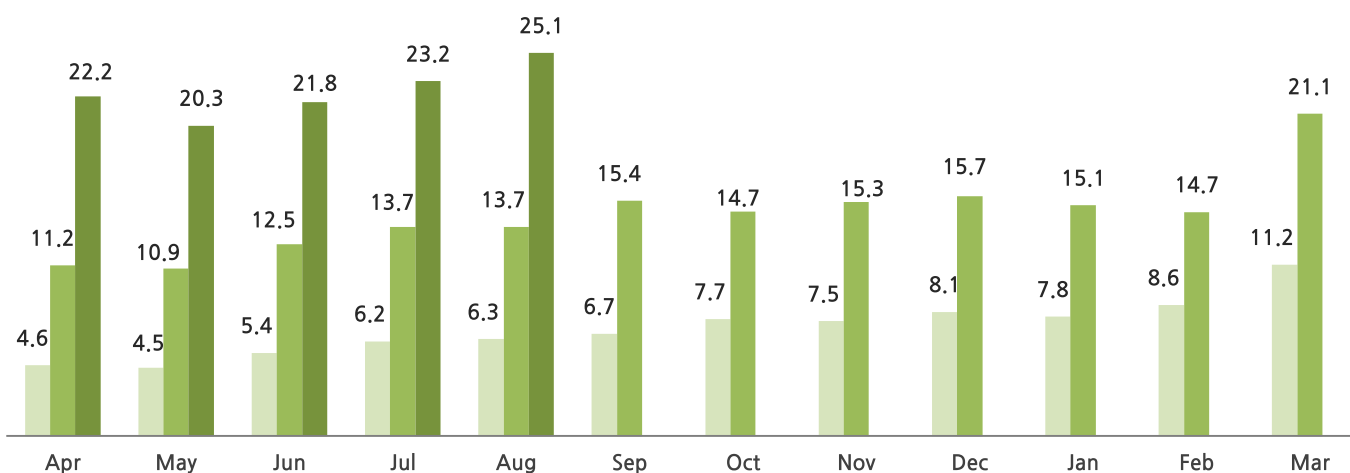
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|------|------|------|------|------|------|------|------|------|------|------|------|
| FY2017 | +42% | +45% | +30% | +39% | +45% | +27% | +36% | +46% | +32% | +52% | +45% | +34% |
| FY2018 | +29% | +26% | +21% | +23% | +11% | | | | | | | |

Individual Money Service Business(Social Lending)

Unit: JPY billion

● Loan Balance

■ FY2016
■ FY2017
■ FY2018



Year on Year

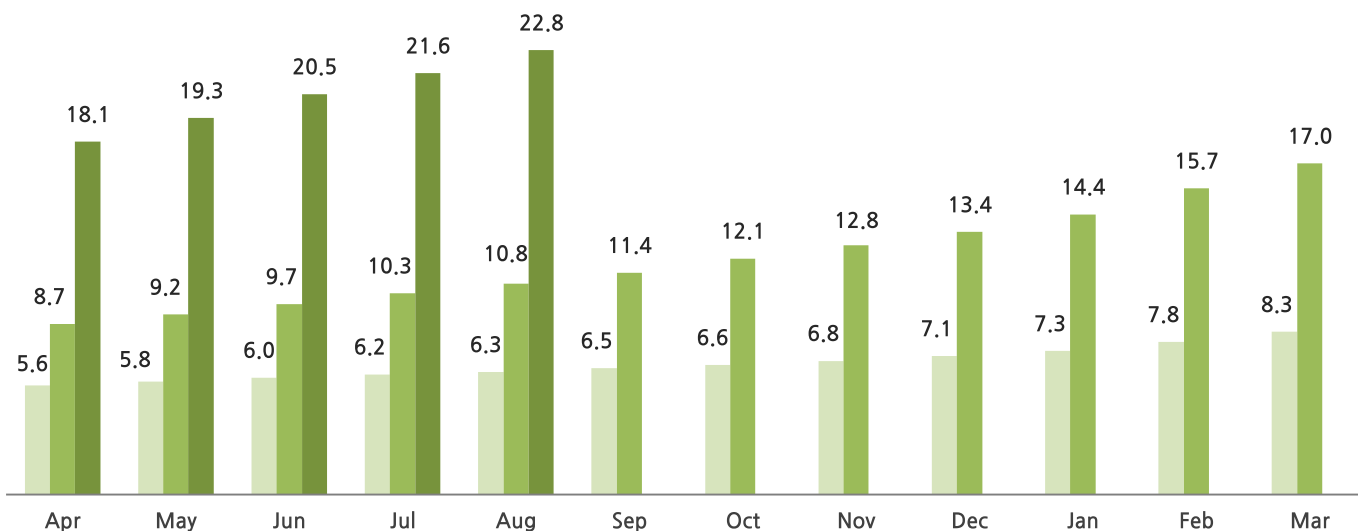
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|-------|-------|-------|-------|-------|-------|------|-------|------|------|------|------|
| FY2017 | +141% | +144% | +131% | +121% | +116% | +130% | +92% | +104% | +93% | +93% | +71% | +88% |
| FY2018 | +99% | +85% | +74% | +70% | +83% | | | | | | | |

Individual Money Service Business(Social Lending)

Unit: Person(Thousand)

● Number of Registered Investors(Cumulative)

■ FY2016
■ FY2017
■ FY2018



Year on Year

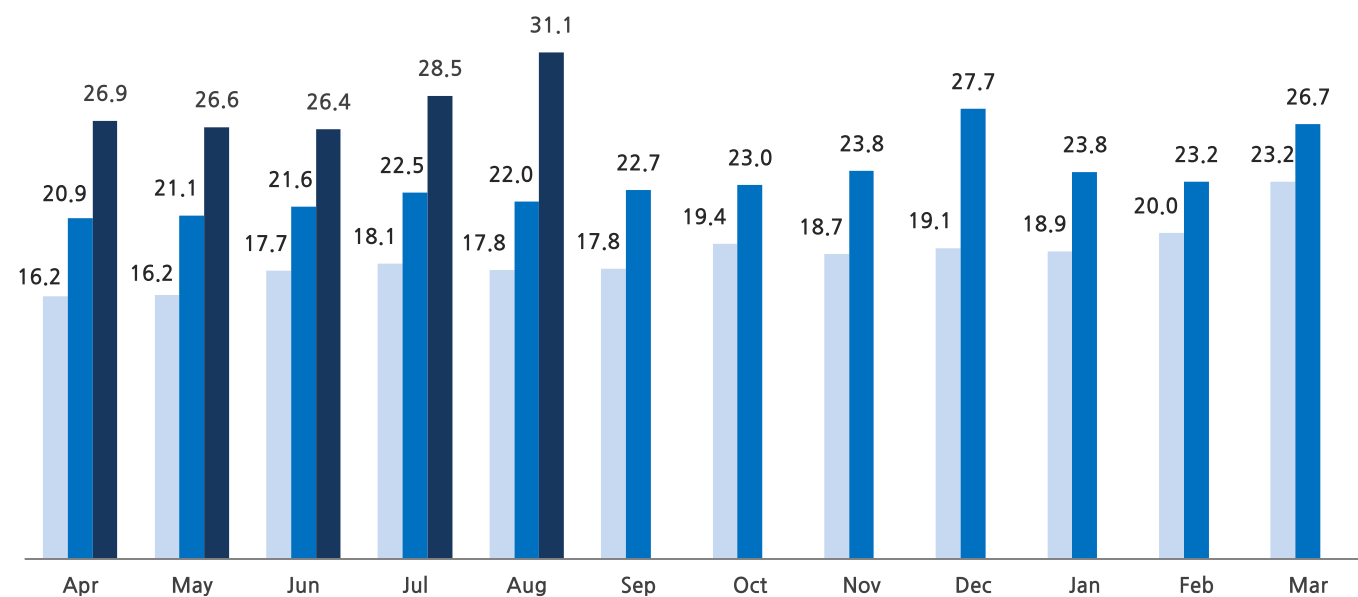
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|-------|-------|-------|-------|-------|------|------|------|------|------|-------|-------|
| FY2017 | +57% | +59% | +63% | +67% | +72% | +76% | +82% | +87% | +90% | +95% | +101% | +104% |
| FY2018 | +107% | +109% | +111% | +109% | +111% | | | | | | | |

Payment Service Business

● Processing Volume

Unit: JPY billion

■ FY2016
■ FY2017
■ FY2018

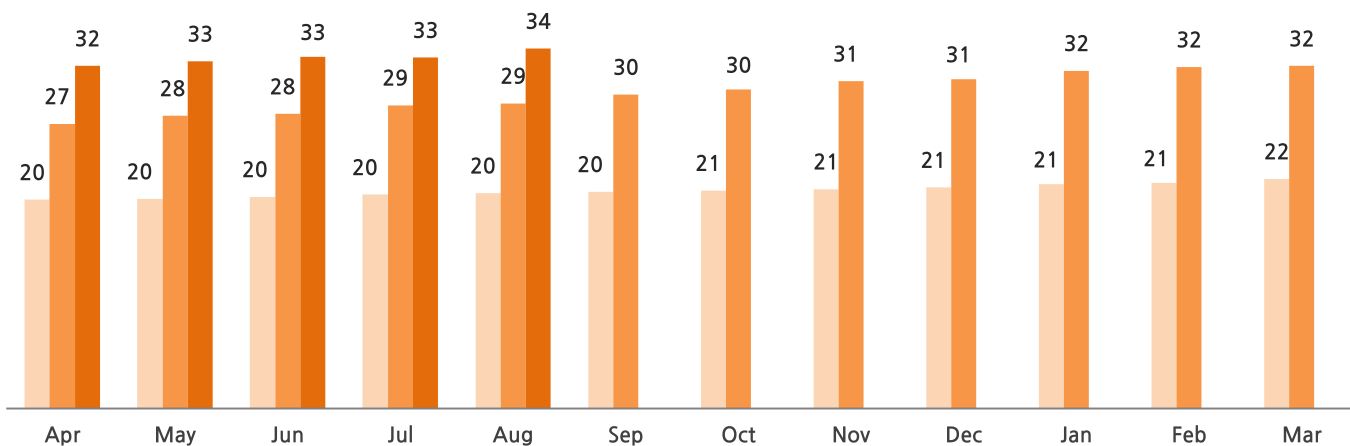


Year on Year

| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|------|------|------|------|------|------|------|------|------|------|------|------|
| FY2017 | +30% | +30% | +22% | +24% | +24% | +27% | +19% | +27% | +45% | +26% | +16% | +15% |
| FY2018 | +29% | +26% | +22% | +27% | +42% | | | | | | | |

● Cloud Product Sales for each month

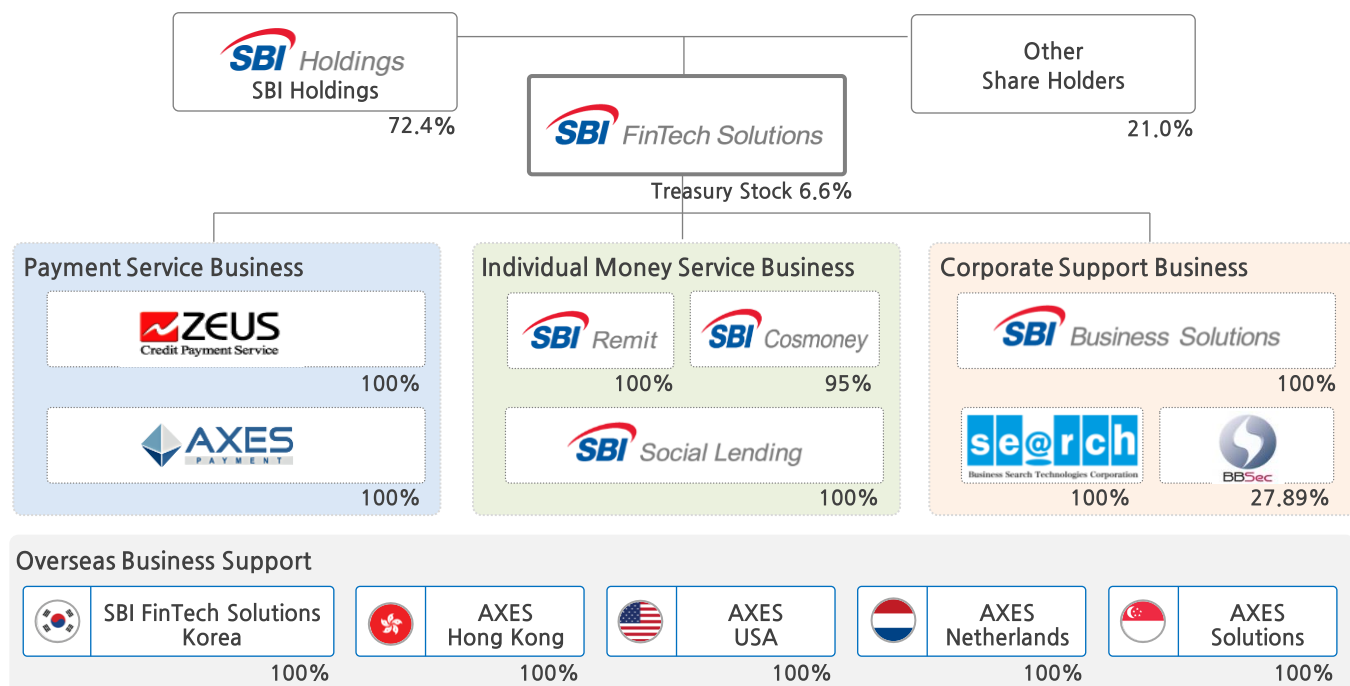
■ FY2016
■ FY2017
■ FY2018



| Year on Year | | | | | | | | | | | | |
|--------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| FY2017 | +36% | +40% | +39% | +42% | +42% | +45% | +46% | +49% | +49% | +51% | +52% | +49% |
| FY2018 | +20% | +19% | +19% | +16% | +18% | | | | | | | |

SBI FinTech Solutions Organization Structure

(As of 2018.06.30)



IR Contacts

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