

Investor Relations 2021

SBI FinTech Solutions

IR Presentation | FY2021 1H

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Disclaimer

- •The information contained in this document is not intended to recommend investments, but to enhance investors understanding and provide a wide range of information that can be served as a reference prior to making investment decisions.
- ·Our company does not guarantee the completeness of the information contained in this document and any future related matters such as business strategies.
- •Please note that the contents in this document may be changed or abolished without prior notice.
- •Since the financial figures in this document have been prepared for the convenience of investors without having them audited by an external auditor, they are subject to change during the audit conducted by an external auditor in the future.
- $\boldsymbol{\cdot} \text{The IFRS}$ financial figures in this document are rounded off to the nearest unit.
- •From 1Q of FY2018, the basis for recognition of sales for some businesses has been changed from gross amount to net amount due to the application of IFRS 15 (revenue from contracts with customers)
- ·Based on the application of IFRS 5 (non-current assets held for sale and discontinued operations) after the sale of subsidiaries in FY20 3Q, we provide the figures in the past retrospectively

FY2021 1H Overview

01_ Financial highlight

02_ Comparison by segment



01. Financial highlight 1

Sales						
FY21 2Q	¥2,386 mn	YoY	▲ 5.7%			
FY21 1H	¥ 4,720 mn	YoY	+0.7%			
Income before tax						

Gross margin FY21 2Q ¥1,580 mn YoY ▲11.0% FY21 1H ¥3,137 mn YoY ▲2.6%



FY21 2Q	¥ (29) mn	YoY	Turn a loss
FY21 1H	¥121 mn	YoY	▲80.0%

Net income

owners of the parent					
FY21 2Q	¥ (26) mn	YoY	Turn a loss		
FY21 1H	¥ 76 mn	YoY 🛦	8 2.1%		

Net income attributable to

- · In 1H FY21, the Sales increased by 0.7% YoY to JPY 4,720 million; the Operating income decreased by 51.4% YoY to JPY 352 million and Net income attributable to owners of the parent decreased by 82.1% YoY to JPY 76 million
- Individual money service business continues to establish a business base for developing new services and securing domestic customers with limited inflows and outflows from abroad
- Payment service business, financial services grow smoothly as a new source of revenue, driving the sector's performance
- Corporate support service business invests in securing new customers by strengthening marketing in preparation for market growth due to deregulation in Japan

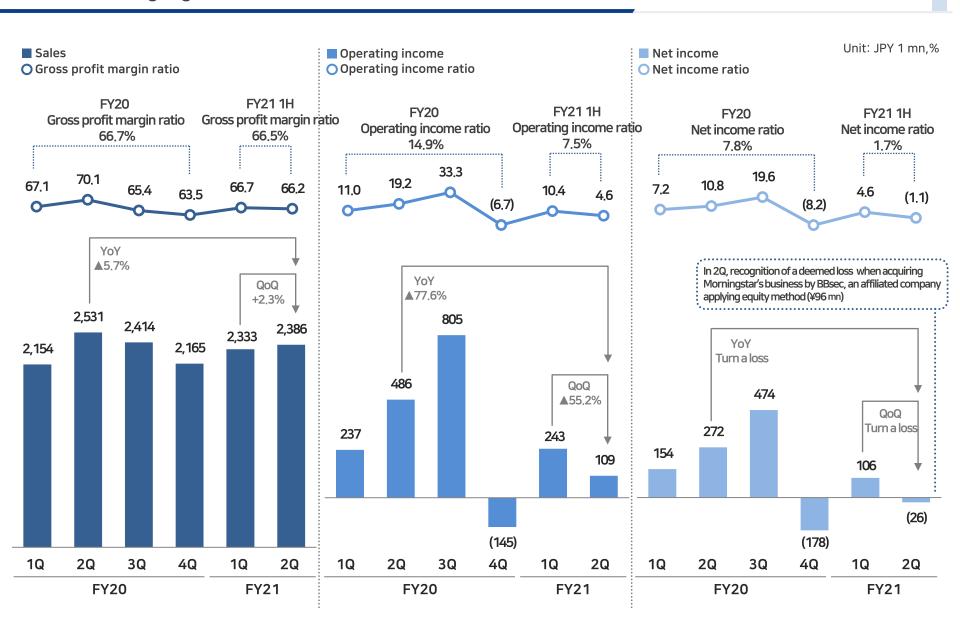
01. Financial highlight②

Unit: JPY 1 mn

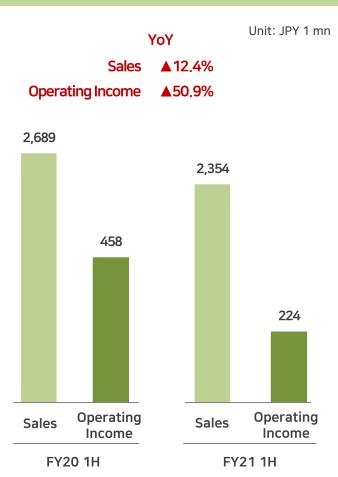
Account title	FY2021	FY2021	QoQ	FY2021	FY2020	YoY
	2Q	1Q	404	1H	1H	101
Sales	2,386	2,333	+2.3%	4,720	4,685	+0.7%
Gross margin	1,580	1,557	+1.5%	3,137	3,219	▲2.6%
Operating income	109	243	▲ 55.2%	352	724	▲ 51.4%
Income before tax	(29)	151	Turn a loss	121	606	▲80.0%
Net income	(26)	106	Turn a loss	80	426	▲ 81.2%
Net income attributable to owners of the parent	(26)	103	Turn a loss	76	428	▲ 82.1%

^{*} Based on the application of IFRS 5 (non-current assets held for sale and discontinued operations) after the sale of subsidiaries in FY20 3Q, we provide the figures in the past retrospectively

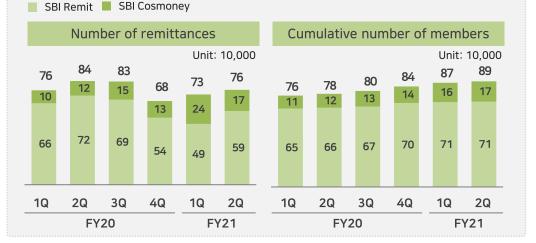
01. Financial highlight®

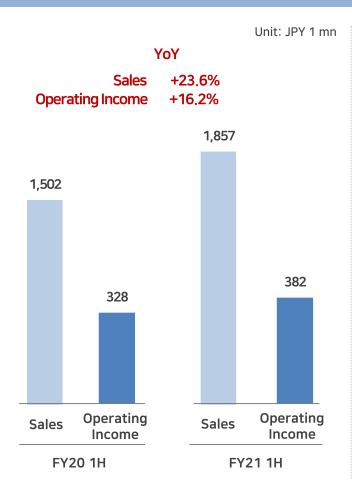


Individual money service business

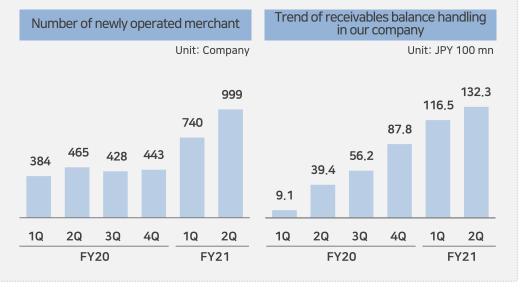


- (Japan) FY21 1H, Performance slowed due to the base effect of special demands for remittances related to government subsidies in FY20 1H and the deterioration in the business environment due to restrictions on the inflow of foreigners
- SBI Remit, in 1H, the remittance amount YoY ▲40.8%, and the number of remittances YoY ▲21.0%
- (Korea) FY21 1Q, expanding a new customer base and gradually improving the business environment due to the special demands for cryptocurrencyrelated remittances
- SBI Cosmoney, in 1H, the remittance amount YoY +180.0%, and the number of remittances YoY +83.2%

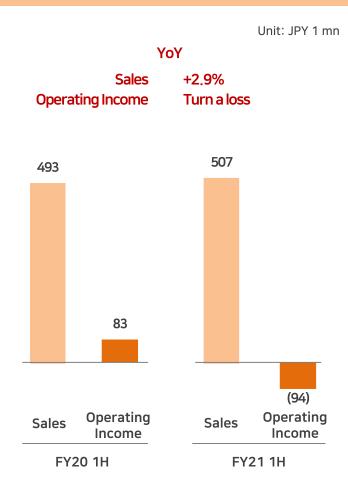




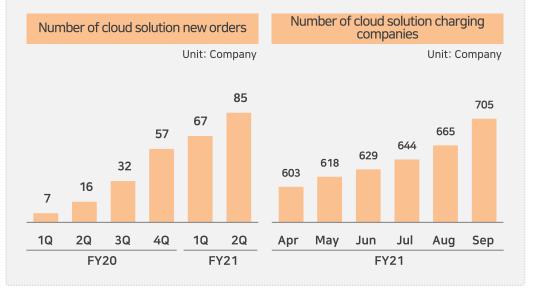
- Payment service, in 1H, payment volume and the number of payment increased 4.3% YoY and 3.7% YoY, respectively
- In FY21 2Q, 999 new payment merchants increased by 115% YoY
- Financial solution service accelerates growth by surpassing the balance of receivables of 13,2 billion JPY in FY21 2Q



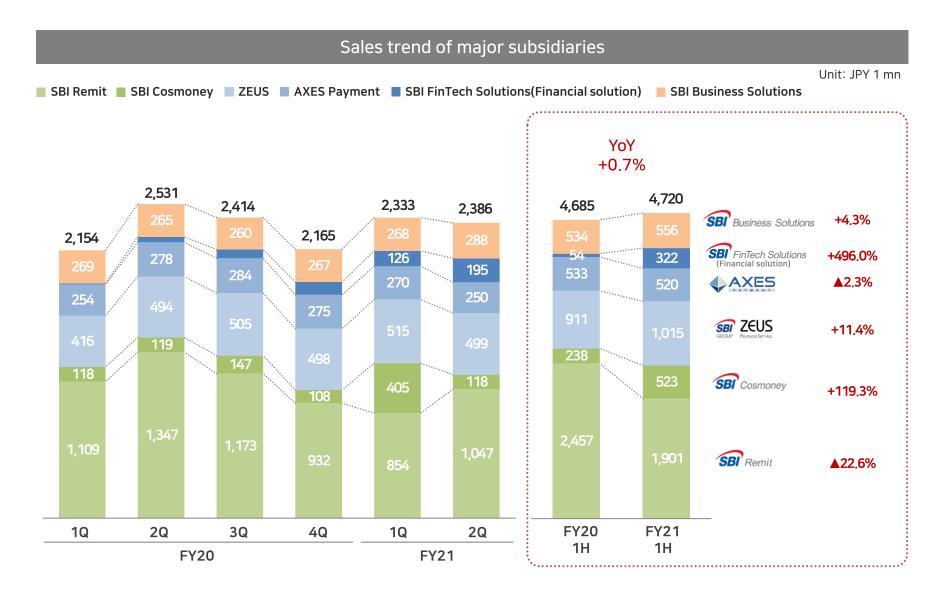
Corporate support service business



- In FY21 1H, sales related to back-office cloud solutions 18.1% YoY growth continued
- FY21 2Q, 85 new cloud solution orders increased by 431% YoY
- The upfront investment was made in accordance with expectations for creating a favorable business environment for back-office cloud solutions in Japan, such as the revision of the Electronic book maintenance act in 2022



02. Comparison by segment@



Business overview

- 01_ Company summary
- 02_ Business strategy
- 03_ Individual money service business
- 04_ Payment service business
- 05_ Corporate support service business



01. Company summary

"Total FinTech Solution Company" Providing various FinTech services in 3 segments

A wide range of one-stop service for various payments and financial solutions to EC operators

Payment service | Financial solution service

International remittance service through blockchain-based RippleNet and various payment networks (in Japan and Korea)

SBI ZEUS
Payment Service



Back-office support service that provides cloud-based solutions such as expense settlement and workflow

International remittance service







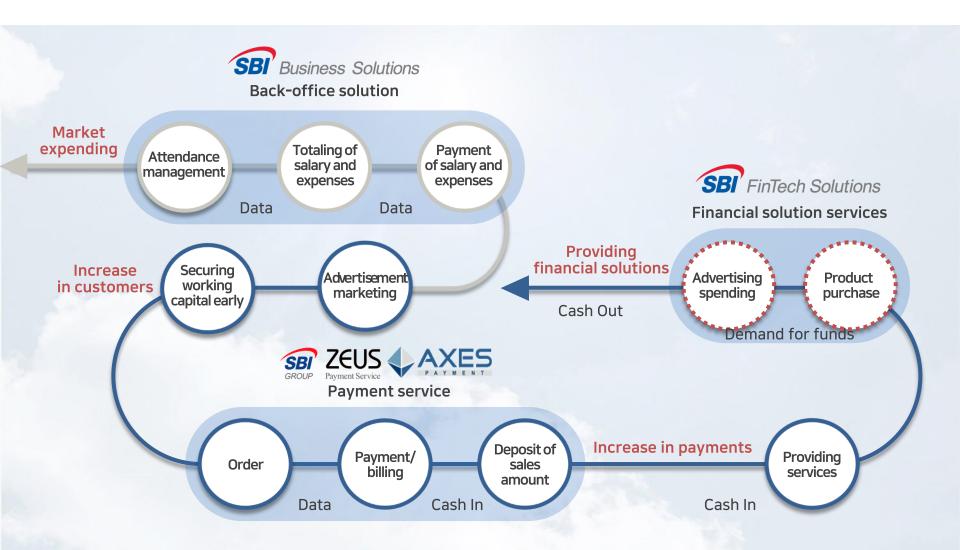
Back-office support service





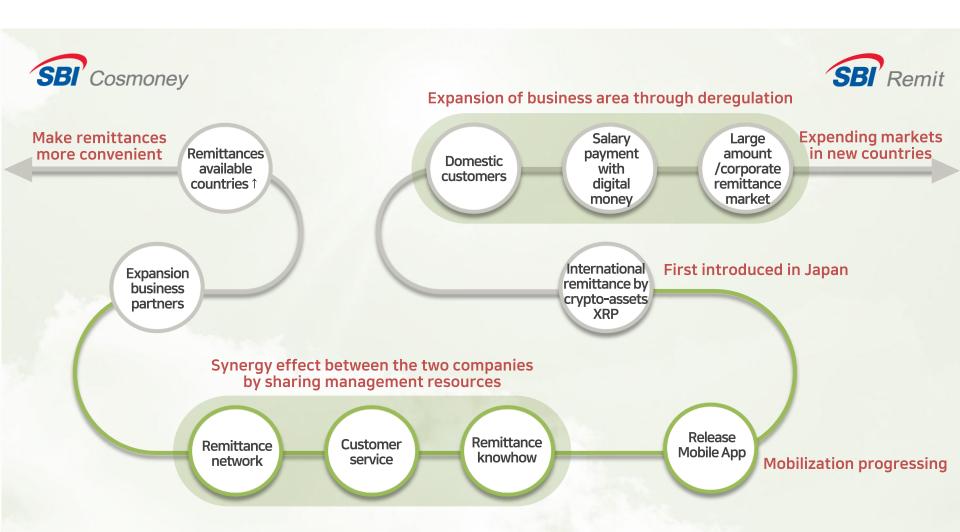
02. Business Strategy

- Strategy①: Supporting SMEs by securing a value chain that covers various cash flow cycles



02. Business Strategy

- Strategy②: Evolving into a next-generation platform company in the global remittance market



Individual money service business

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SBI Remit

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International remittance service in Japan through blockchain based RippleNet and various remittance networks

SBI Cosmoney



International remittance service in Korea through SBI Remit and various overseas networks

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Provides international remittance service that replaces SWIFT through various remittance networks



Expensive remittance fees

Each bank charges fee



Slow transfer time

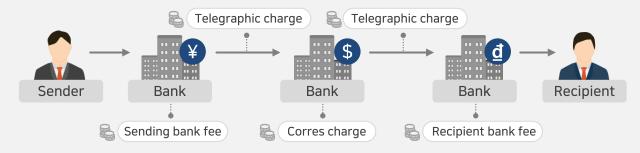
2-4 days until receipt of money



Complicated procedures

Cumbersome documentation procedure

Traditional international remittance need to be via SWIFT system which do not meet customers needs in the aspect of "late, expensive and troublesome"





Low remittance fees

Up to one-third cheaper than banks



Faster transfer time

Real-time remittance is possible by shortening the remittance time*

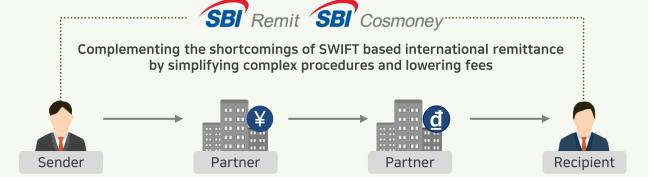


Easy procedure

Easy and contactless remittance without complicated procedures

Transfer time varies by country

Easy international remittance using Fintech.
Cheaper and faster transactions without using intermediary banks

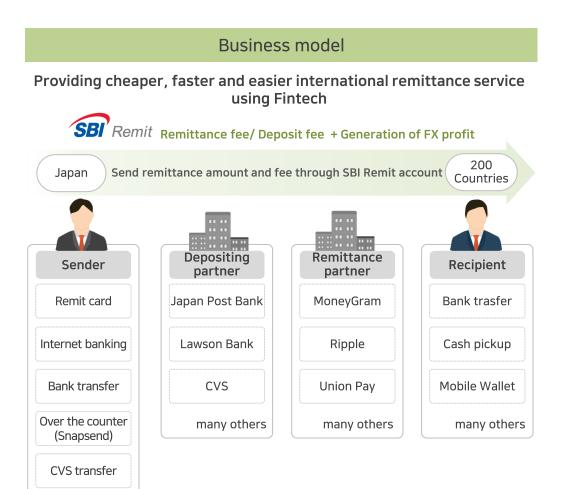


Mobile App

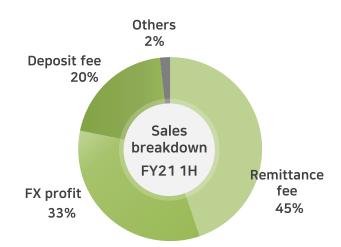
03. Individual money service business - International remittance service



- SBI Remit provides remittance services covering about 200 countries at the lowest fee by using various methods including mobile applications



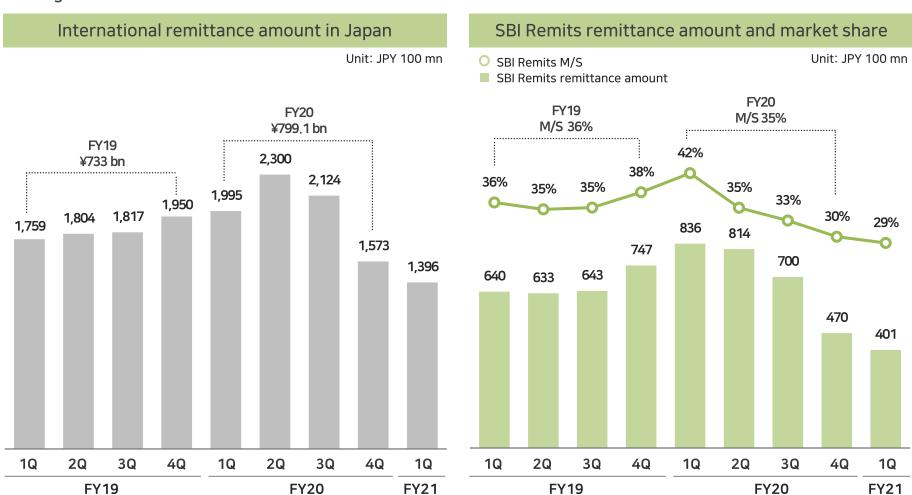
Sales breakdown



Fee type	Description
fee	Fees set by remittance country and remittance amount section
FX profit	Profit generated when remittances deposited in JPY is converted into local currency
Deposit fee	Fees incurred when the sender deposits the remittance funds to the deposit partner



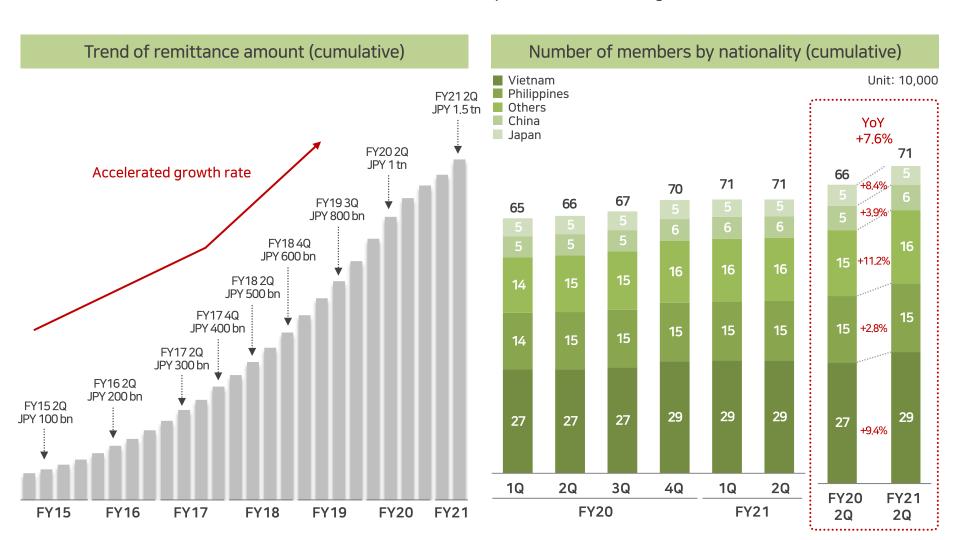
- In FY20, the personal remittances market in Japan is worth ¥799.1 billion, securing 35% M/S per year for SBI Remit
- Temporary slowdown in growth due to worsening external environment, such as restrictions on the inflow of foreigners due to COVID-19



Source: Statistical Data of the BOJ(personal remittances)



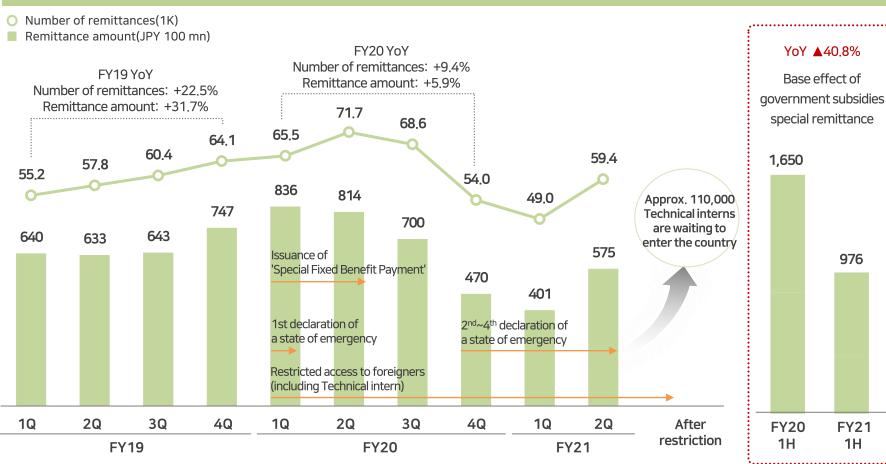
- The cumulative remittance amount exceeded JPY 1 trillion in Jul 2020
- In FY21 1H, the cumulative number of members increased by 7.6% YoY, exceeding 710,000





- In FY21 2Q, the number of remittances was 590,000 and remittance amount was JPY 57,5 billion, which is a decrease of 17.2% YoY and 29.3% YoY, respectively
- The external environment related to foreign immigration is expected to gradually improve and recover demand for remittance

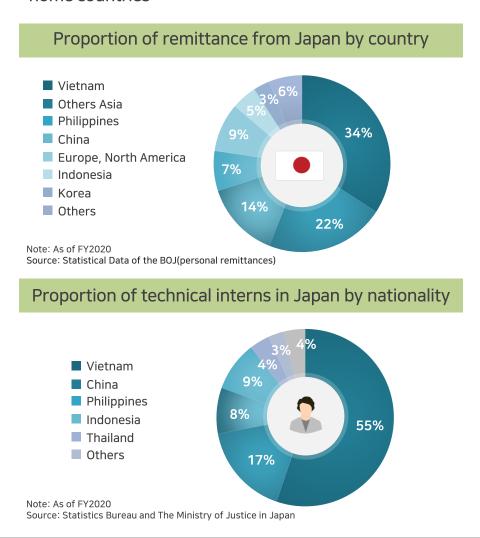


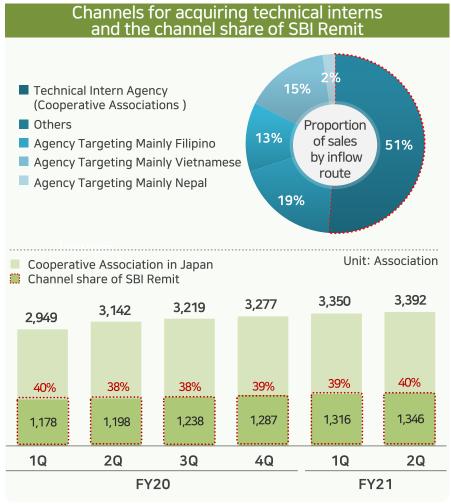


1H



- The number of foreign technical interns, the main customers of SBI Remit, is around 380,000 as of Dec 2020
- Strategies to strengthen cooperative channels with the main target of remittance by foreign technical interns to their home countries







- Start of Japan's first international remittance service to Philippines using crypto-assets XRP

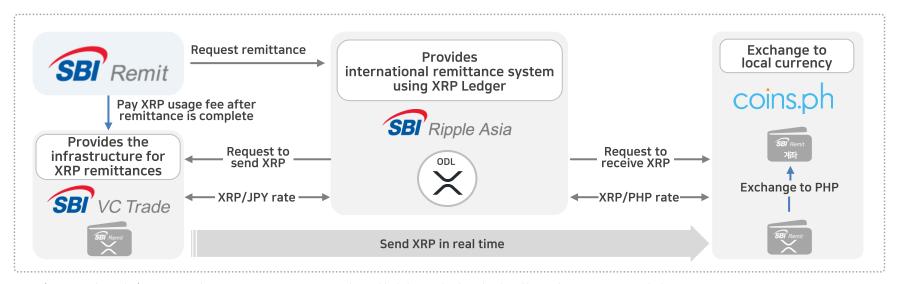
First introduced international remittance service using XRP in Japan

International remittance service to Philippines using crypto asset XRP started on July

By using XRP as a vehicle currency, financial institutions can eliminate the need to procure local currency funds in advance

Foreign exchange risk can be reduced by not incurring pre-funding costs

Minimizes fees and allows real-time remittance



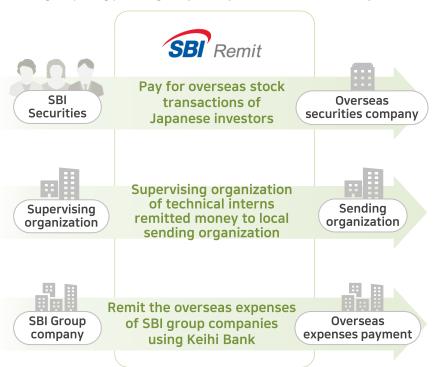
※ ODL(On Demand Liquidity): International remittance system using XRP Ledger, a blockchain technology developed by Ripple. Using XRP as a vehicle currency



• The Business environment of the high-value remittance market, such as remittance between corporations, is reorganized with the enforcement of the revised Fund Settlement Act

Advancement into the corporate remittance market

With revised law in May 2021, after acquiring the license plan to pioneer the corporate remittance market through synergy with group companies and business partners



Mobile application release for remittance

Phase 1

- Mobile application for remittance released on Aug 2021
- · Improves the convenience of remittance



Phase 2

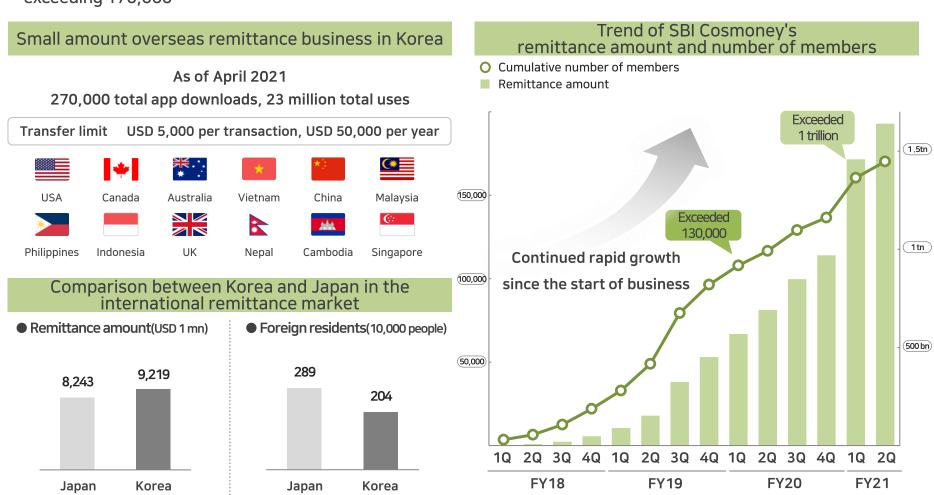
- ID verification and new membership registration through the app
- Pay with digital money as a wage

Phase 3

-Build a new type of international remittance system



- · SBI Cosmoney, top-tier international remittance company in Korea based on its capital and technology
- In FY21 2Q, cumulative international remittance of exceeding KRW 1.5 trillion and the cumulative number of members exceeding 170,000

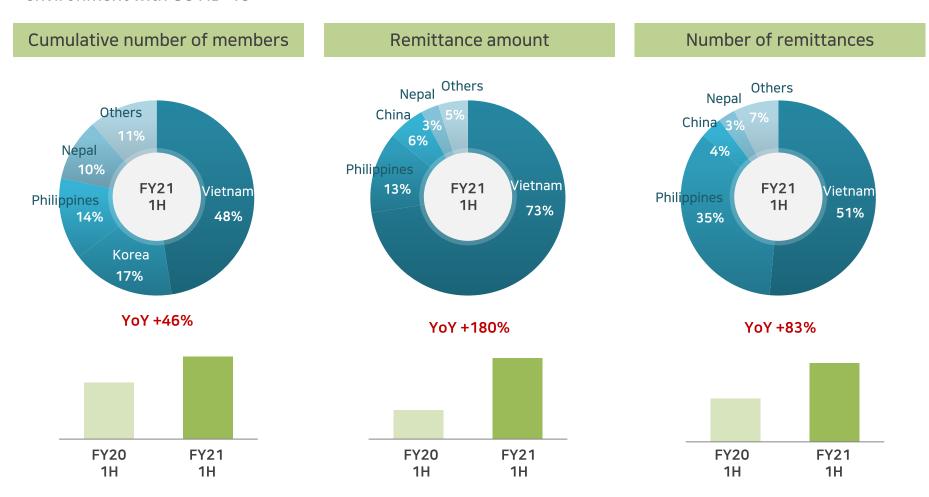


Note: As of 2020

Source: World Bank, Statistics Bureau in Japan, MINISTRY OF JUSTICE in Korea



- In FY21 1H, SBI Cosmoney remittance amount increased by 180% YoY and the number of remittances increased by 83% YoY
- Securing future growth engines as the number of new members continues to increase under the business environment with COVID-19



ZEUS



Various payment services such as online payments and offline/POS payments

AXES Payment



Online payment services

SBI FinTech Solutions



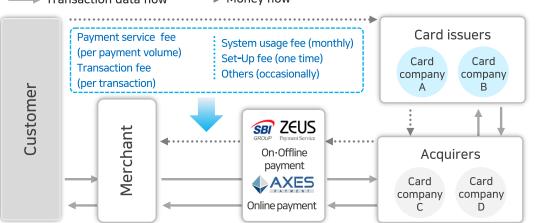
Financial solutions to various financial needs of SMEs and small businesses

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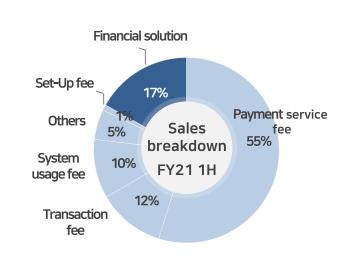




Business model Create synergy in the payment service business Payment processing **Payment Financial** services Provide payment services solution and financial solutions SBI ZEUS AXES SBI FinTech Solutions for EC operators **Funds supply** Transaction data flow ···· Money flow



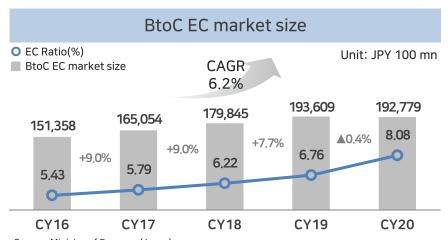
Sales breakdown



	Fee type	Description
Ρ	ayment servi	ce
		Fee quoted at certain percentages of payment amount based on agreement with merchants
		Fee for payment data processing occurs per transaction
	· '	Monthly usage fee for payment system, sales management system and customer support service
	Set-Up fee	Initial set-up fee for payment service introduction
	Others	Support service other than payment service
	Financial solution	Financing service by estimating sales based on transaction data from payment services and purchasing future receivables etc.

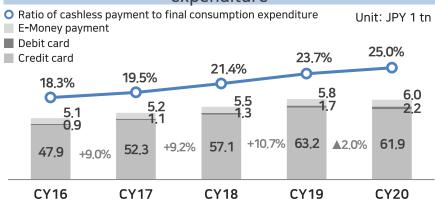


- B2C EC and payment service market in Japan continued to grow at a CAGR of 6.2% and 15.0%, respectively
- Cashless payment ratio in Japan is 25%, and the payment infrastructure and positive perception of users are increasing

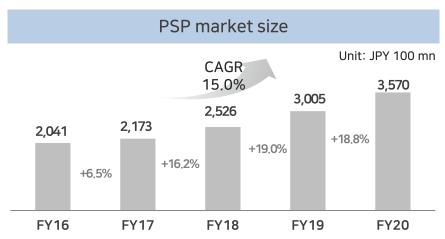


Source: Ministry of Economy(Japan)

Ratio of cashless payment to final consumption expenditure

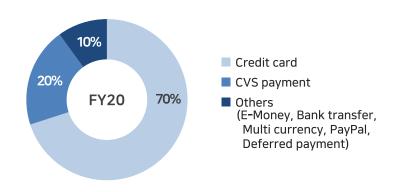


Note: Cashless = Using cards or electronic methods rather than physical money. Source: Ministry of Economy, Trade and Industry (Japan) "Cashless vision", JAPAN CONSUMER CREDIT ASSOCIATION "Japanese credit card statistics



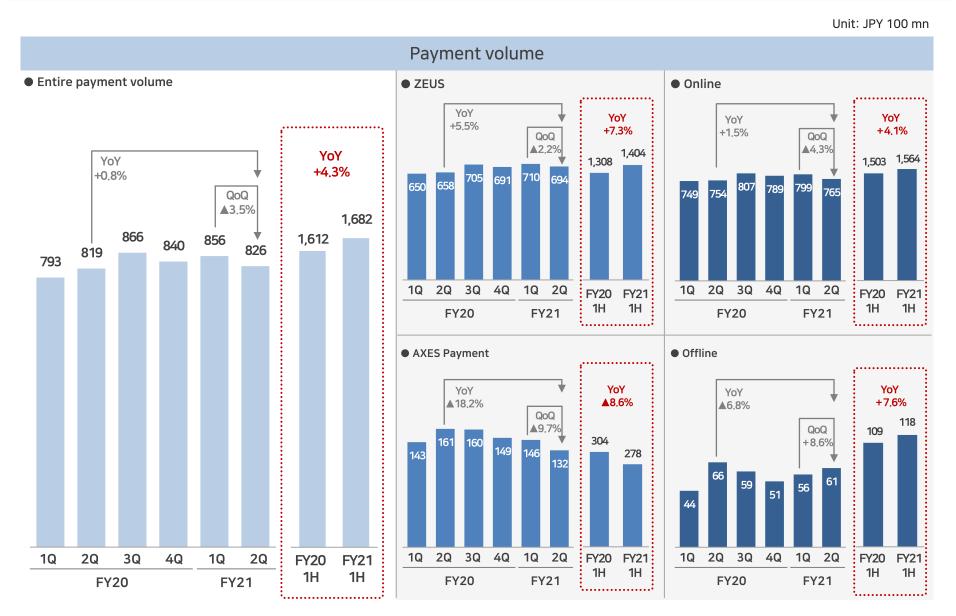
Note: Online Payment service s Market = Sales of 60 Japan domestic online payment service providers Source: MIC Research Institute

Proportion by payment method in the EC market

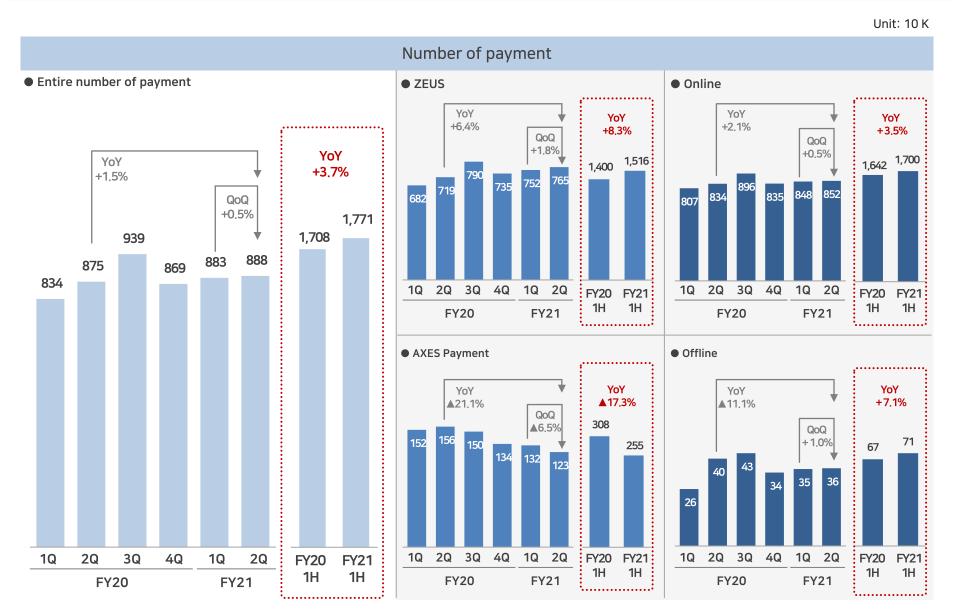


Note: Sales based on Japan domestic electronic payment providers (60 companies) Source: MIC Research Institute





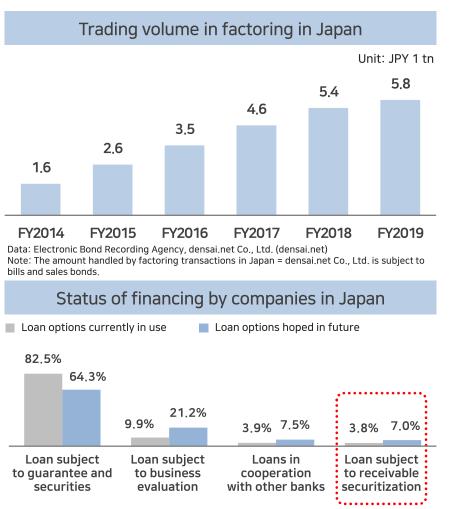


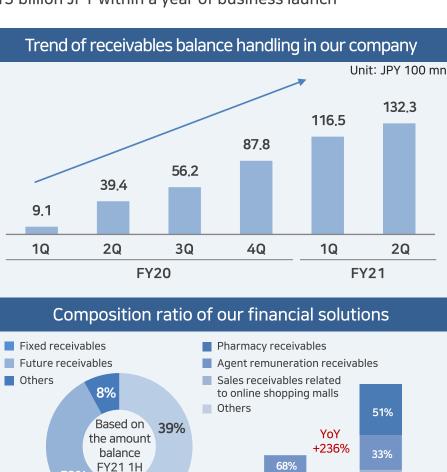


04. Payment service business - Financial Solution



- · Provides a wide range of financial solutions in response to financial needs of SMEs and small businesses
- In FY21 2Q shows rapid growth by exceeding the balance of 13 billion JPY within a year of business launch





FY20

1H

53%

Source: Prepared by our company based on data from The Small and Medium Enterprise Agency(Japan)

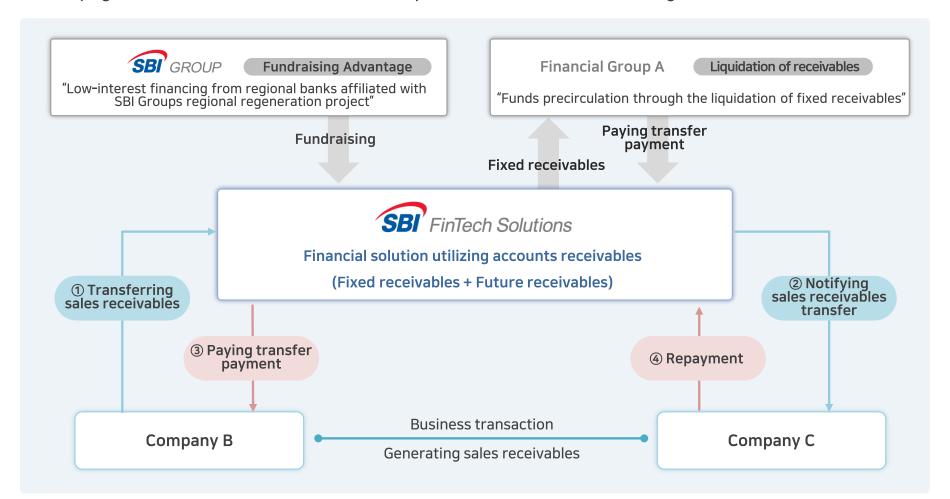
FY21

1H

04. Payment service business – Financial Solution



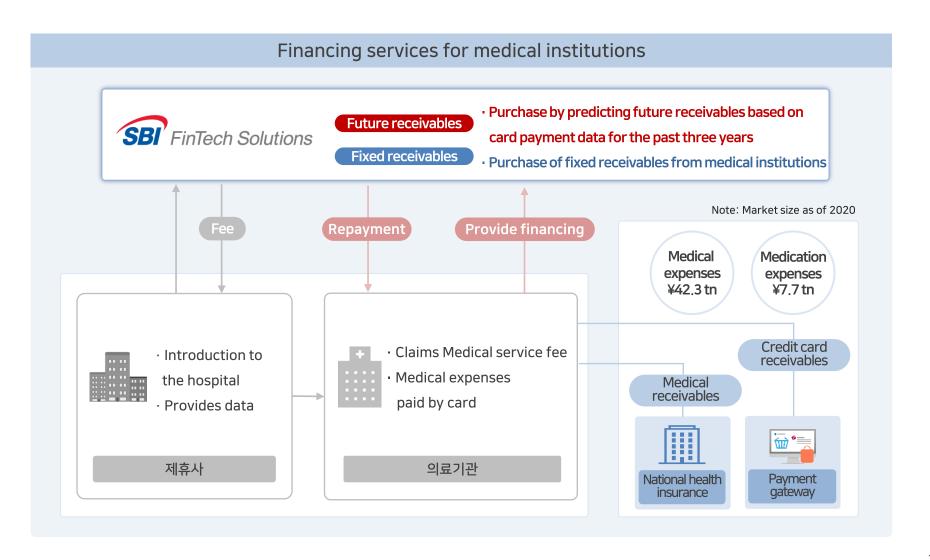
- Financing service that purchases accounts receivables, etc. and pays to customer in cash at a discount and recovers
 the payment at the maturity date
- Early settlement of business models with Fundraising Ability, Self-examination model and Stable portfolio
- Satisfying the demand for funds with a service to purchase future receivables using the Fintech model



04. Payment service business – Financial Solution



· Major cases) Establishing a stable portfolio with financial support services for medical institutions



Corporate support service business

SBI Business Solutions

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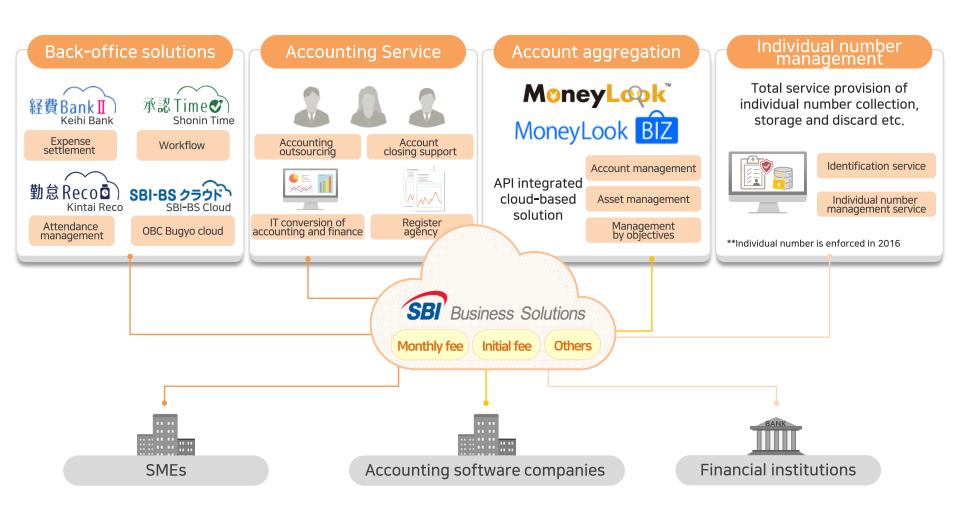


Cloud-based back-office support services such as expense settlement, workflow and attendance management



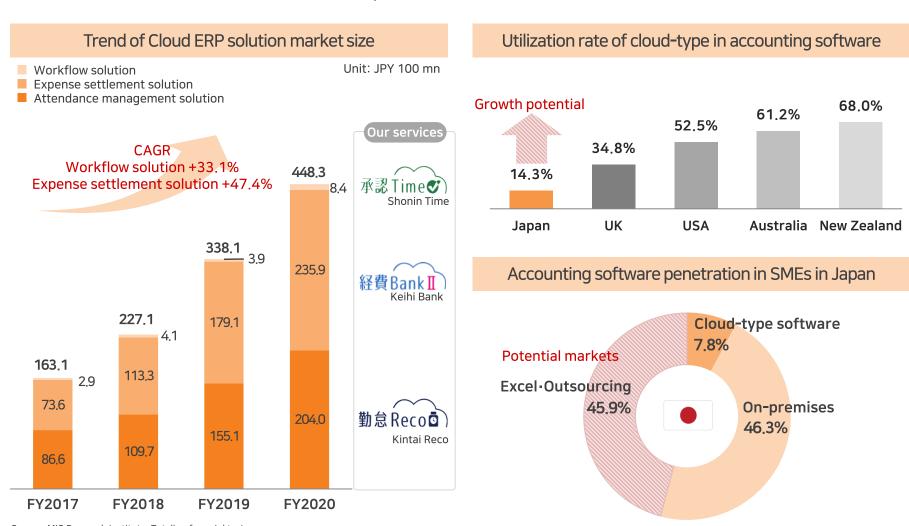


 SBI Business Solutions provides cloud-based back-office support services, account aggregation service that can be managed by integrating internet financial transactions of financial institutions, individual number management system that optimizes individual number related tasks according to customer needs





 Growth of the back-office cloud solution market is expected to accelerate due to the expansion of remote work environment after the outbreak of COVID-19 pandemic

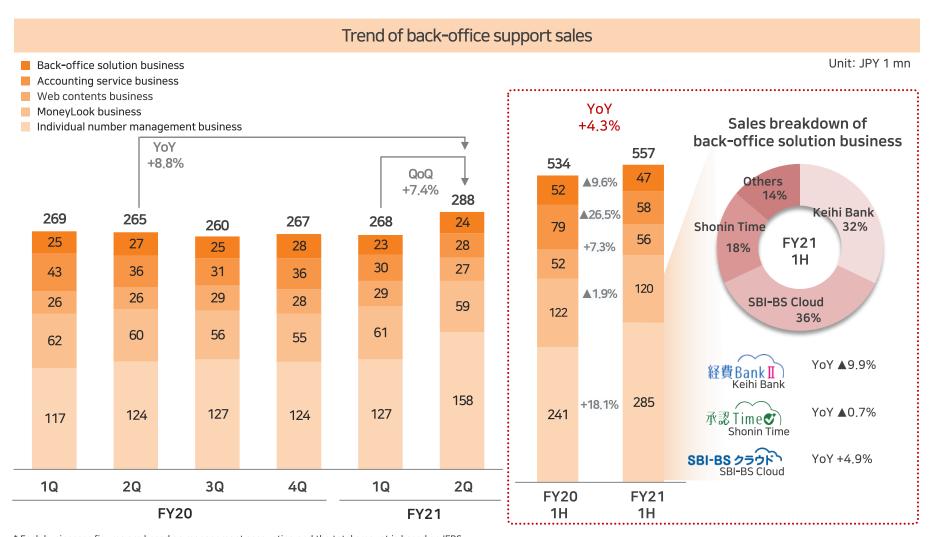


Source: MIC Research Institute, Totaling from Jul to Jun every year

Source: Japan Association of New Economy



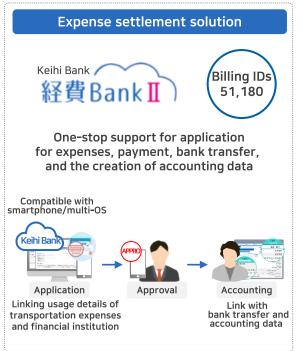
- Stable business portfolio with a high proportion of sales related to back-office solutions

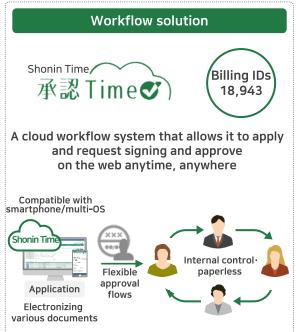


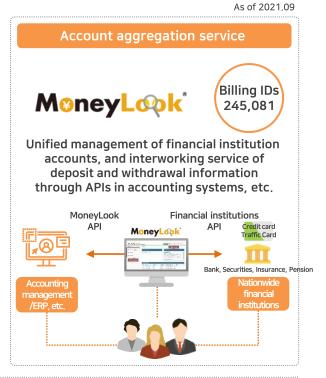
^{*} Each businesses figures are based on management accounting and the total amount is based on IFRS.



- A wide range of cloud back-office solution lineup compared to competitors
- Create a favorable business environment by revising the Electronic book maintenance act in 2022 and raising expectations for market growth







Attendance management solution



Web browser-based cloud attendance management system Management of HR and attendance records

OBC Bugyo cloud service

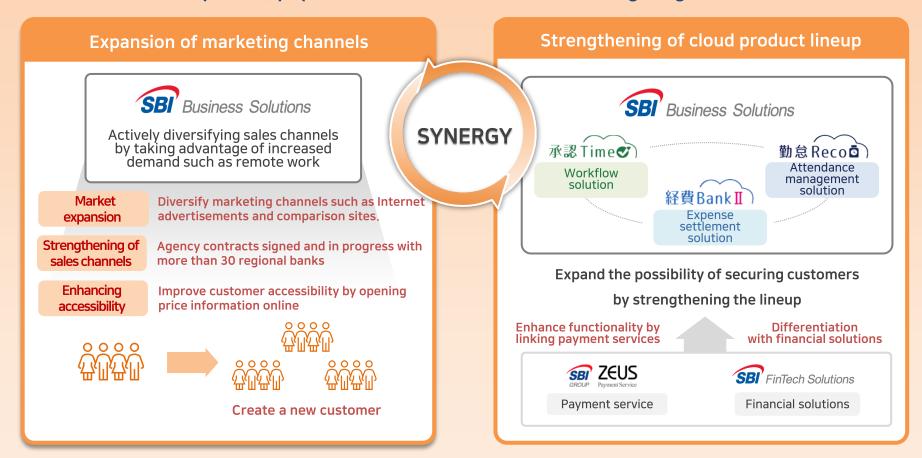


OBC Bugyo series products
in a web browser



- 68% of small and mid-sized enterprises have an analog operation system and potential customers are estimated at about 80,000
- Market share is expected to expand on full-fledged operation of agency channels linked to regional banks and OBC

Establish a system that can provide cloud systems, payment, and financial solutions through regional banks

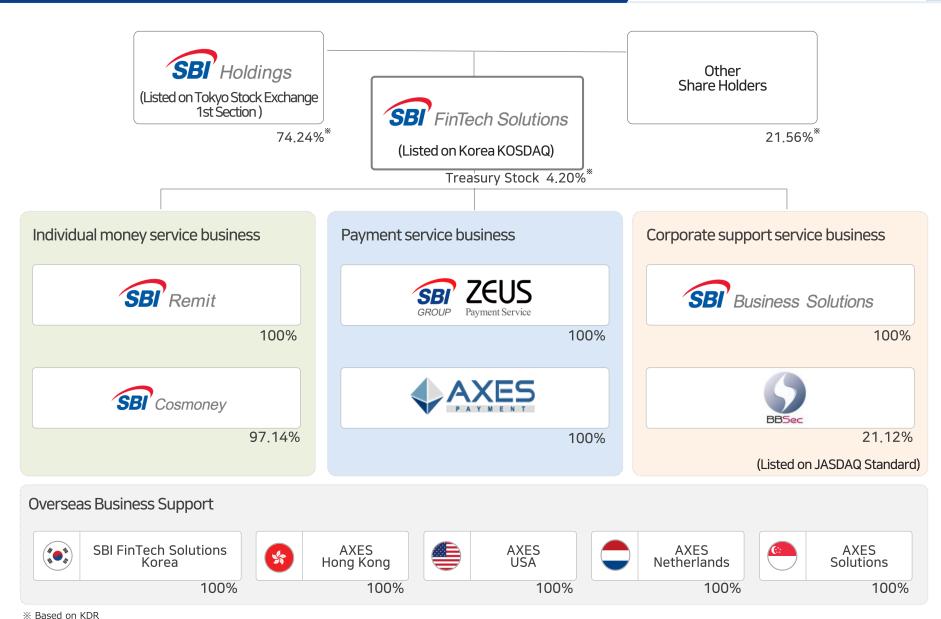


Appendix

- **01_ Corporate governance structure**
- 02_ Introduction of SBI FinTech Solutions & history
- 03_SBI Group
- 04_ Shareholder return policy
- 05_ Consolidated statement of income
- 06_ Consolidated statement of financial position



01. Corporate governance structure



% based on KDK

02. Introduction of SBI FinTech Solutions & history



Total number of shares issued

24,048,040(%)

2011	SBI AXES established Incorporated into SBI Group
2012	SBI AXES Korea established Listed on KOSDAQ
2014	BroadBand Security entered into capital and business alliance Business Search Technologies acquired
2015	BroadBand Security became affiliated company (27.89%)
2016	SBI Holdings went in as SBI AXES largest shareholder
2017	SBI Social Lending/SBI Remit/SBI Business Solutions Acquired Change of corporate name to SBI FinTech Solutions SBI Cosmoney established, became affiliated company (90%)
2018	SBI Cosmoney performed paid-in capital increase (95%) SBI Social Lending share transfer
2019	SBI Cosmoney performed paid-in capital increase (97.14%)
2020	Business Search Technologies share transfer

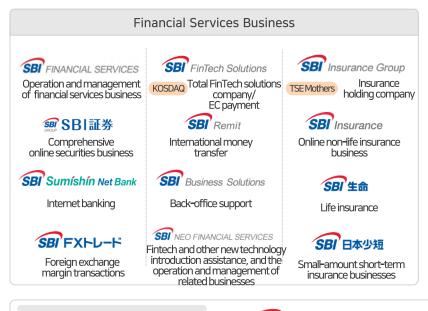
KOSDAQ

03. SBI Group

 SBI Group, Japan's No 1 global online comprehensive financial group, is evaluated to be the worlds top-class company in the investments in FinTech sector

(As of 2021.09.30)









Major group companies with presence in Korea







04. Shareholder return policy

· SBI FinTech Solutions has continued active shareholder return every year since going public

Basic Year	FY2012	FY2013	FY20	14	FY20	15	FY2016	FY2017	FY2018	FY2019	FY2020
KOSDAQ Listing	Listing memorial Year-end dividend	Year-end dividend	Trust agreement of treasury stock	Year-end dividend	Treasury stock acquisition	Year-end dividend	Year-end dividend	Year-end dividend	Year-end dividend	Year-end dividend	Year-end dividend
2012.12.17	2013.3.31	2014.3.31	2014.12.10	2015.3.31	2016.2.18	2016.3.31	2017.3.31	2018.3.31	2019.3.31	2020.3.31	2021.3.31
Dividends per share	Total JPY 17 (KRW 189)	JPY 5 (KRW 50)	-Acquisition period: 2014,12,10 to	JPY 10 (KRW 90)	-Acquisition period:	JPY 10 (KRW 107)	JPY 10 (KRW 101)	JPY 14 (KRW 137)	JPY 17 (KRW 185)	JPY 17 (KRW 195)	JPY 17 (KRW 174)
Market value dividend ratio	4.6%	1.5%	2015.12.09 -Total number of acquired shares:	2.8%	2016.01.22 to 2016.02.18 -Total number of acquired shares:	2.7%	2.5%	1.7%	1.5%	3.1%	2.0%
Dividend ratio	51%	72%	156,347 Total acquisition cost:	78%	1,462,771 Total acquisition cost:	49%	51%	40%	41%	46%	54%
Total dividend	JPY 363 mn (KRW 4,055 mn)	JPY 107 mn (KRW 1,072 mn)	KRW 493,710,160	JPY 213 mn (KRW 1,912 mn)	KRW 4,973,421,400	JPY 197 mn (KRW 2,104 mn)	JPY 197 mn (KRW 1,988 mn)	JPY 323 mn (KRW 3,162 mn)	JPY 392 mn (KRW 4,253 mn)	JPY 392 mn (KRW 4,484 mn)	JPY 392 mn (KRW 4,013 mn)

^{*} KRW base dividends = based on basic exchange rate as of the dividends resolution date.

Market value dividend ratio = calculated based on dividends per share divided by arithmetic average of the closing prices formed at KOSDAQ for the past one week from 2 trading days before closure date of dividend related shareholder list and being in percentage

05. Consolidated statement of income

*Applicable exchange rates		Un	nit: KRW/1JPY
Class	FY2021 1H	FY2020	FY2019
End-of-period exchange rate (Statement of financial position)	10.5818	10,2733	11.3083
Average exchange rate (Statement of Income)	10.3758	10.9415	10.8760

JPY Basis

Account title

Unit: JPY 1 mn FY2019

KRW Basis

		U	Init: KRW 1 mn
Account title	FY2021 1H	FY2020	FY2019
Sales	48,981	101,379	89,730
Cost of sales	16,428	33,809	24,810
Gross margin	32,553	67,570	64,920
Selling general / Administrative expenses	28,115	57,399	51,292
Other gains / losses	(784)	4,969	(1,521)
Operating income	3,654	15,140	12,106
Financial income	15	66	131
Financial expense	871	2,073	1,958
Foreign exchange gains / losses	(371)	(1,210)	1,485
Equity method income	(1,164)	408	471
Income before tax	1,261	12,331	12,235
Income tax expenses	428	4,762	3,781
Continuing operations	832	7,569	8,453
Discontinued operations	0	342	797
Net income	832	7,912	9,251
Owners of the parent	796	7,941	9,302
Non-controlling interest	36	(29)	(51)

Account title	1 1202 1 111	1 12020	1 12015
Sales	4,720	9,265	8,250
Cost of sales	1,583	3,089	2,281
Gross margin	3,137	6,175	5,969
Selling general / Administrative expenses	2,709	5,246	4,716
Other gains / losses	(75)	454	(139)
Operating income	352	1,383	1,113
Financial income	1	6	12
Financial expense	84	189	180
Foreign exchange gains / losses	(35)	(110)	136
Equity method income	(112)	37	43
Income before tax	121	1,127	1,125
Income tax expenses	41	435	347
Continuing operations	80	691	777
Discontinued operations	0	31	73
Net income	80	723	850
Owners of the parent	76	725	855
Non-controlling interest	3	(2)	(4)

FY2021 1H

FY2020

[%] IFRS basis

^{2020.11} By adoption of IFRS 5 (Non-current assets held for sale and discontinued operations) based on selling off of its subsidiary, past figures have been revised retroactively.

Class End-of-period exchange rate (Statement of financial position) Average exchange rate

*Applicable exchange rates

(Statement of Income)

FY2021 1H FY2020 FY2019 10.5818 10,2733

10,3758

11,3083 10,9415 10.8760

Unit: KRW/1JPY

06. Consolidated statement of financial position

JPY Basis

			Unit: JPY 1 mn
Account title	FY2021 1H	FY2020	FY2019
Non-current assets	8,709	6,992	3,960
Current assets	32,699	29,187	20,244
Total assets	41,409	36,179	24,204
Non-current liabilities	9,420	7,621	3,433
Current liabilities	27,835	24,086	16,615
Total liabilities	37,255	31,708	20,049
Paid-in capital	1,454	1,452	1,452
Additional paid-in capital	(210)	(211)	(16)
Retained earnings	3,272	3,587	3,253
Treasury stock	(325)	(325)	(521)
Other capital factors	(44)	(37)	(68)
Total equity attributable to owners of the parent	4,145	4,465	4,099
Non-controlling interest	8	5	55
Total equity	4,154	4,470	4,154

KRW Basis

Unit: KRW 1 mn

			Unit: KRW 1 mn
Account title	FY2021 1H	FY2020	FY2019
Non-current assets	92,166	71,831	44,781
Current assets	346,024	299,848	228,925
Total assets	438,190	371,679	273,707
Non-current liabilities	99,681	78,300	38,829
Current liabilities	294,548	247,450	187,894
Total liabilities	394,229	325,751	226,723
Paid-in capital	20,566	20,552	20,552
Additional paid-in capital	(2,394)	(2,408)	(229)
Retained earnings	35,253	38,520	34,777
Treasury stock	(3,320)	(3,320)	(5,507)
Other capital factors	(6,234)	(7,469)	(3,232)
Total equity attributable to owners of the parent	43,870	45,873	46,361
Non-controlling interest	90	54	622
Total equity	43,961	45,928	46,983

[※] IFRS basis

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