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SBI Shinsei Bank, Ltd.: FY2025 Full-Year Financial Results

Presentation Script

- Date & Time: Friday, May 1, 2026, 2:30 p.m. – 3:30 p.m.
- Presenter: Eisuke Terasawa (Director, Chief Financial Officer)<Speaker>
Tsuyoshi Miyake (Executive Officer, Group Deputy CFO)
- Format: Webinar — Advance registration required

Today, I will first explain the highlights, followed by an overview of the financial results, covering the numerical performance.

Third, I will explain the progress of the Medium-Term Management Plan after completing its first year.

Fourth, I will explain the earnings forecast.

In addition, this year the results briefing will be held in two sessions.

The next session is scheduled for May 14, at which time our CEO, Mr. Kawashima, will provide an explanation focusing mainly on strategy.

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As an overall summary of the results, I will highlight three points.

First, performance reached record highs. Total Revenue, Income before income taxes, and Net income attributable to owners of the parent company, all reached their highest levels to date.

With respect to ROE, we have set an early target of achieving a double-digit level since relisting, and this target was achieved in FY2025.

As for dividends, the amount was increased from the initial plan to 42 yen per share.

Second is strengthening profitability.

While steadily accumulating deposits and earning assets, we have worked to enhance profitability, and results are being seen in the widening interest rate spread between loans and deposits.

Third is expanding revenue opportunities.

In FY2025, we completed the repayment of public funds and relisting, and also raised capital through a public offering.

Under these conditions, by leveraging our diversified business portfolio and generating synergies with the SBI Group, we were able to diversify revenue opportunities, which contributed to the increase in profit for the fiscal year.

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I will explain progress in strategy across three areas.

SBI Hyper Deposits accounts with SBI Securities have increased both in number of accounts and balances since launch, contributing to an improvement in the liquidity deposit ratio.

Under the Fourth Megabank concept, we are steadily providing various solutions to regional financial institutions.

In IT systems, we have decided to introduce a next-generation banking system and are advancing plans for joint use with regional banks.

In next-generation finance, we are preparing to offer stablecoins and tokenized deposits by leveraging SBI Shinsei Trust Bank within the Group.

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Total Revenue exceeded JPY300 billion, reaching a record high.

Income before income taxes amounted to JPY122.1 billion, exceeding JPY100 billion and reaching a record high.

Net income totaled JPY113.4 billion, exceeding the full-year plan of JPY100 billion and reaching a record high.

Asset growth is steadily approaching the targets of the Medium-Term Management Plan.

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This page shows a year-on-year breakdown in profit and loss.

Although expenses increased along with business expansion, the expense ratio improved.

Net credit costs typically increase as loan assets expand; however, net credit costs improved on a year-on-year basis.

As a special factor, income taxes decreased due to the increase in deferred tax assets.

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This page explains trends in net interest income.

From the first quarter, net interest income expanded, supported by rising policy interest rates.

At the gross level, despite increasing funding costs, we were able to expand interest income from interest-earning assets.

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This page shows the interest rate spread between loans and deposits. Policy rate hikes and contributions from SBI Hyper Deposits led to improvement in the spread.

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This page provides a detailed analysis of yen funding rates.

Institutional deposit rates rose in line with market rates, while individual deposit rates remained subdued.

Liquidity deposits increased, improving the liquidity deposit ratio.

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This page explains loan interest rate trends.

Institutional loan rates rose with policy rate hikes.

Pass-through to housing loans was limited; however, a base rate increase is planned in May.

Approximately 75% of total loans are effectively floating-rate loans.

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Noninterest income increased overall. The breakdown is presented by broadly dividing it into two categories.

In addition to items positioned as “stable earnings and organic growth”, the realization of diversified income opportunities contributed to the overall increase in profit.

This includes income from the distribution of non-bank assets and exit gains from private equity investments.

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This page shows the status of origination and distribution, which is one of the Bank’s strategies.

For both bank assets and non-bank assets, both origination and distribution have been growing steadily on an upward trend.

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This page outlines expenses and the expense ratio.

Expenses have been controlled relative to the growth in assets and revenues, resulting in an improvement in the expense ratio.

The improvement in operating leverage reflects the gap between the growth in total revenue and the growth in expenses.

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Net credit costs declined in both specific and general provisions.

In the non-bank business as well, net credit costs have been kept to a commensurate level with the sound expansion of assets.

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This page shows the capital position. Please note that the figures are preliminary.

Risk-weighted assets have increased; however, capital has also increased due to profit accumulation and proceeds from the public offering, and consequently the capital adequacy ratio has improved.

RORA has also improved to 1.23%.

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Income before income taxes for the current fiscal year is planned at JPY132.0 billion.

This represents achievement ahead of schedule of the final-year KPI of the Medium-Term Management Plan.

The dividend forecast is expected to remain at the same level as the revised prior-year dividend.

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Total revenue, consisting of "Revenue and gains", has grown steadily for the last two years and is expected to continue this trend.

By controlling expenses and credit costs, Income before income taxes is planned to reach JPY132.0 billion.

ROE has steadily improved since joining the SBI Group, achieving 10% ahead of schedule.

Further ROE improvement is targeted over the medium to long term.

This concludes my presentation.

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