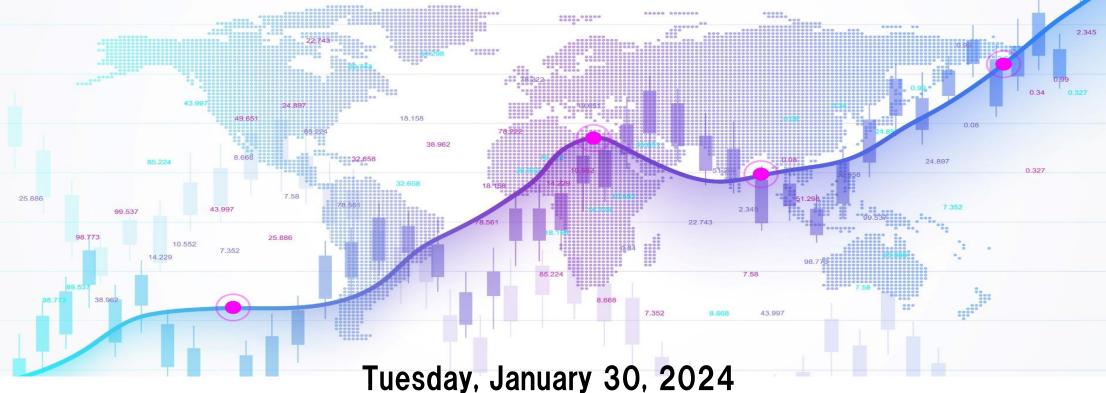


Financial Results Overview for 3Q for the Year ending March 2024



SBI Global Asset Management Co., Ltd.
Representative Director & President
Tomoya Asakura



Summary of Consolidated Financial Results



Consolidated business results

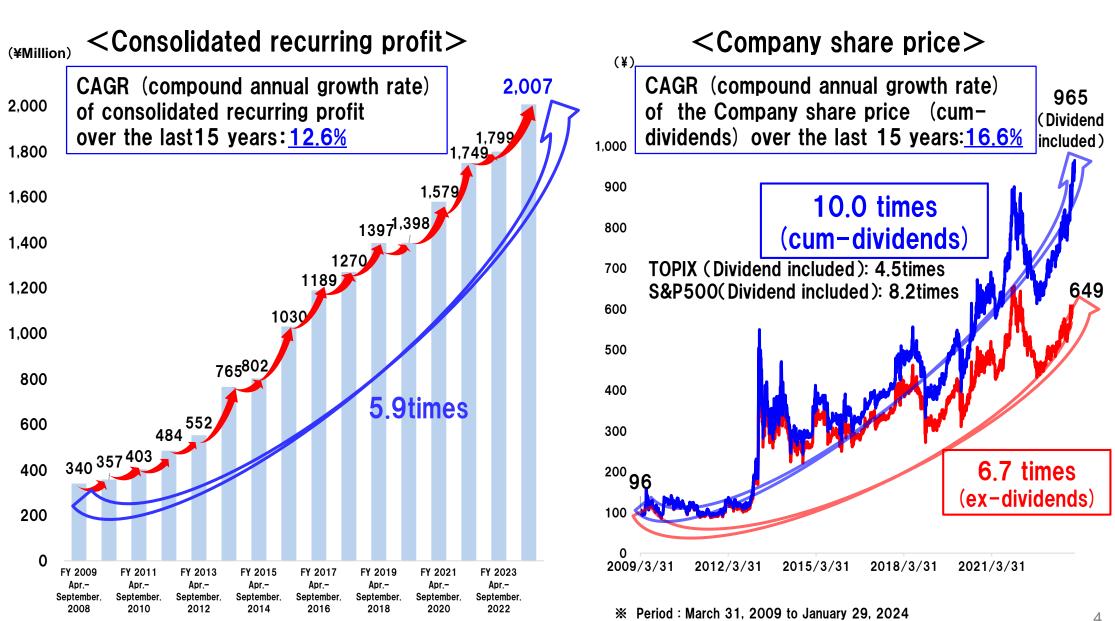
Sales and every item of profit surpassed previous all-time high Sales marked the 12th and recurring profit the 15th consecutive year-onyear growth

(¥Million)

	FY 2023 Apr.–December. 2022	FY 2024 Apr.–December	²⁰²³	Increase △Decrease (%)
Sales	6,526	all-time high	7,576	16.1
Operating profit	1,517	all-time high	1,670	10.1
Reccuring profit	1,799	all-time high	2,007	11.5
Net profit	1,091	all-time high	1,258	15.2

Changes in consolidated recurring profit and share price

We marked 15th successive YoY profit growth, having driven up our share price tenfold in the period.





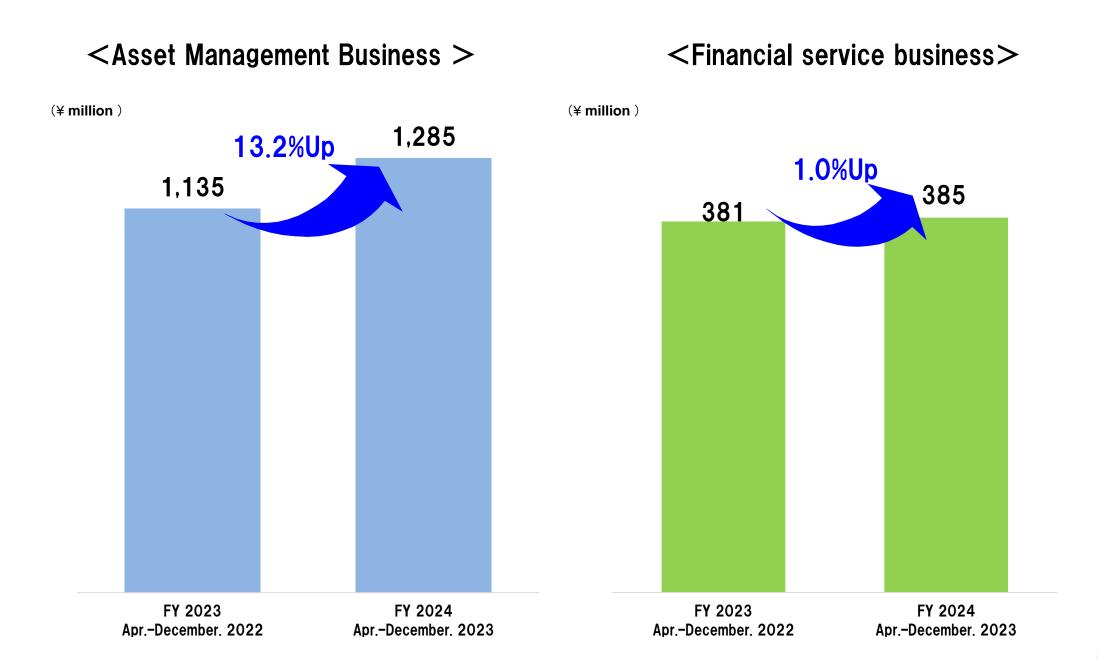
Changes in sales from principal services

(¥Million)

Busin	ess/Service	FY 2023 AprDecember. 2022	FY 2024 AprDecember. 2023	Increase △Decrease (%)
Asset	SBI Asset Management (Management fees)	3,885	4,904	26.2
Management Business	USA CARRET Asset Management (Management fees)	1,063	1,138	7.1
Financial service business	Data for tablet devices (Underlying operations) Data for Smartphones, PC (Underlying operations)	487 701	493 719	1.2 2.6
	Media Solutions (Seminar-related, advertising, etc.)	241	314	30.3



Segmental operating profit

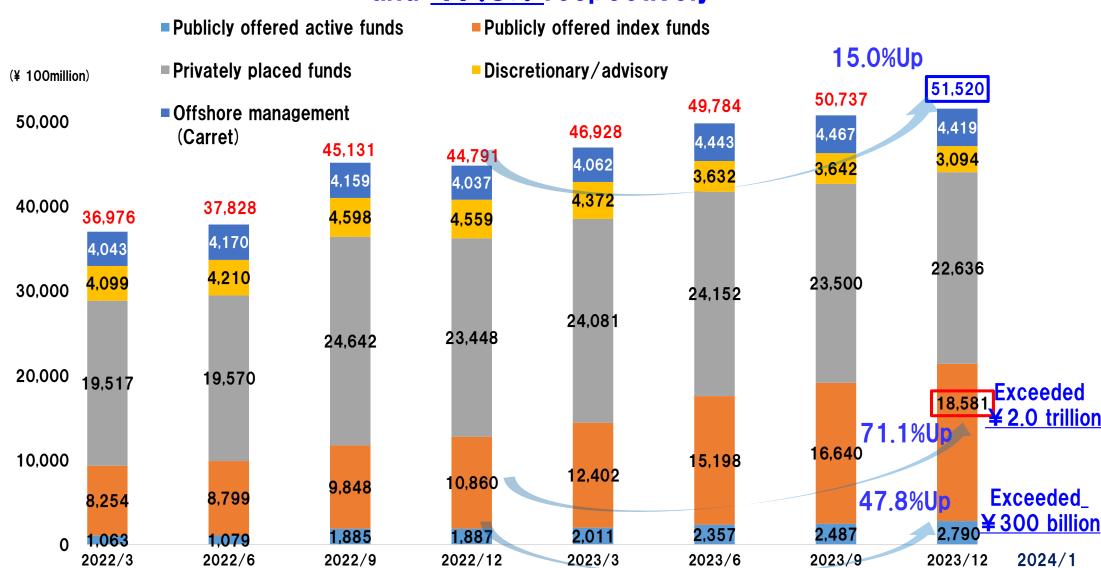




Growing Asset Management Business

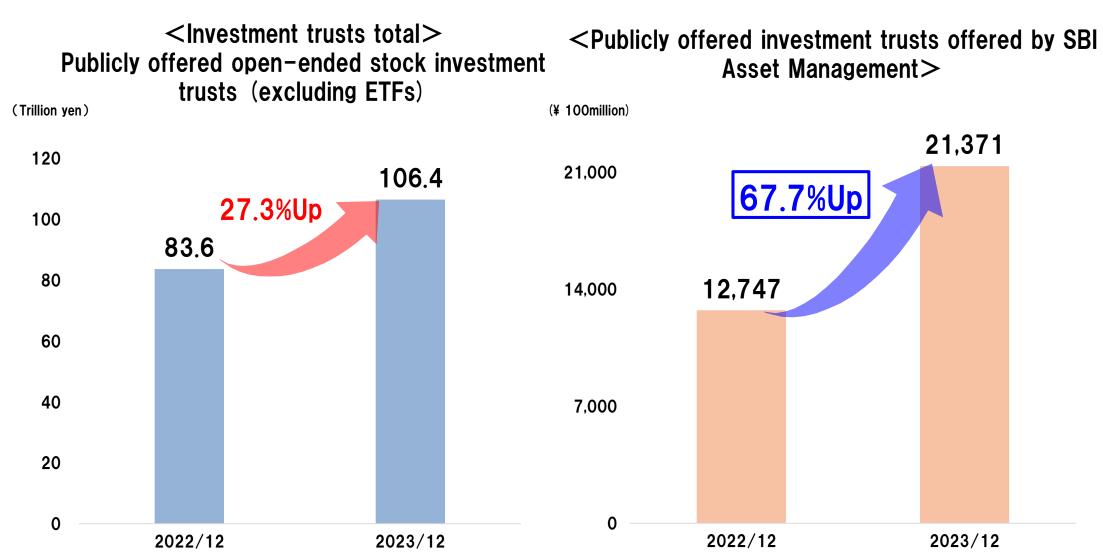
Changes in net assets managed by the Company Group

Publicly offered index funds and publicly offered active funds grew 71.1% and 47.8% respectively





Comparison in assets under management: 'All investment trusts' vs 'Index funds managed by SBI Asset Management' Growth in assets managed by SBI Asset Management significantly outpaced total market



Source: Created by SBI Asset Management, with reference to data from the Investment Trusts Association of Japan.



Asset management companies with publicly-offered stock investment trusts ranked by AUM

Over the last 3 years, AUM of SBI Asset Management increased by <u>6.8 times</u>, overwhelmingly outnumbering that of top tiers managers.

End of December 2020

	Asset management company	Total net assets (ex ETFs; in 100 million Yen)
1	Nomura Asset	332,585
2	Daiwa Asset	179,527
3	Nikko Asset	172,533
4	Mitsubishi UFJ Kokusai	114,271
5	AM — One	88,972
6	Sumitomo Mitsui DS Asset	49,920
7	Sumitomo Mitsui Trust Asset	49,650
8	Fidelity International	25,257
9	Nissay Asset	22,723
10	BRJ	21,868
11	Goldman Sachs	18,533
12	Pictet Japan	17,411
13	Tokio Marine Asset	16,946
14	AllianceBernstein	14,537
15	T. Rowe Price.	8.562

End of December 2023

	Asset management company	Total net assets (ex ETFs: in 100 million Yen)	Rate of increase (compared with December 2020)
1	Nomura Asset	448,819	34.9%
2	Daiwa Asset	235,954	31.4%
3	Mitsubishi UFJ Asset	212,704	86.1%
4	Nikko Asset	207,037	20.0%
5	AM-One	113,258	27.3%
6	Sumitomo Mitsui DS Asset	80,995	62.2%
7	Sumitomo Mitsui Trust Asset	67,801	36.6%
8	BRJ	46,183	2.1times
9	Fidelity International	43,503	72.2%
10	AllianceBernstein	37,362	2.6times
11	Nissay Asset	31,598	39.1%
12	Goldman Sachs	24,243	30.8%
13	SBI Asset	21,371	6.8times

6.8times

27	SBI Asset	3,149
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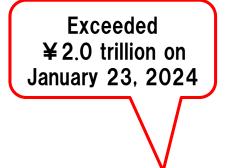
Changes in AUM of index funds

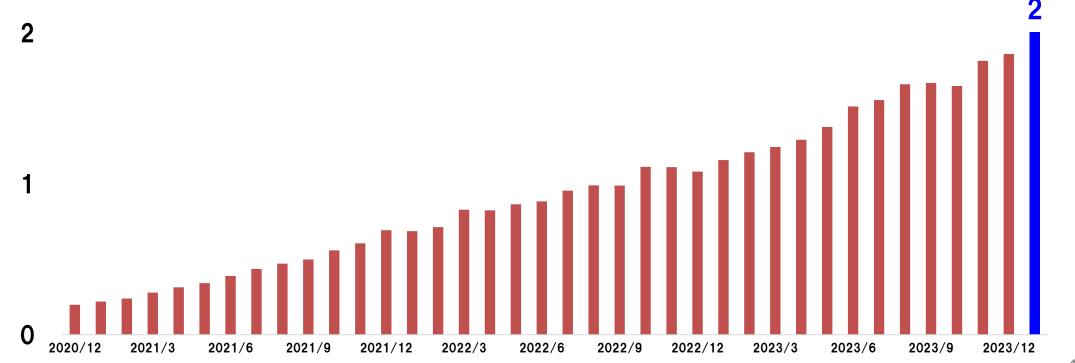
Over a period of 3 years (December 2020 ~ December 2023), AUM grew by 9.4 times.

(Trillion yen)

3

	2020/12	2023/12	increase rate
SBI Asset Management	198.1 billion yen	1,858.1 billion yen	9.4times
Total net assets of all management companies	67.7 trillion yen	105.9 trillion yen	56.4%

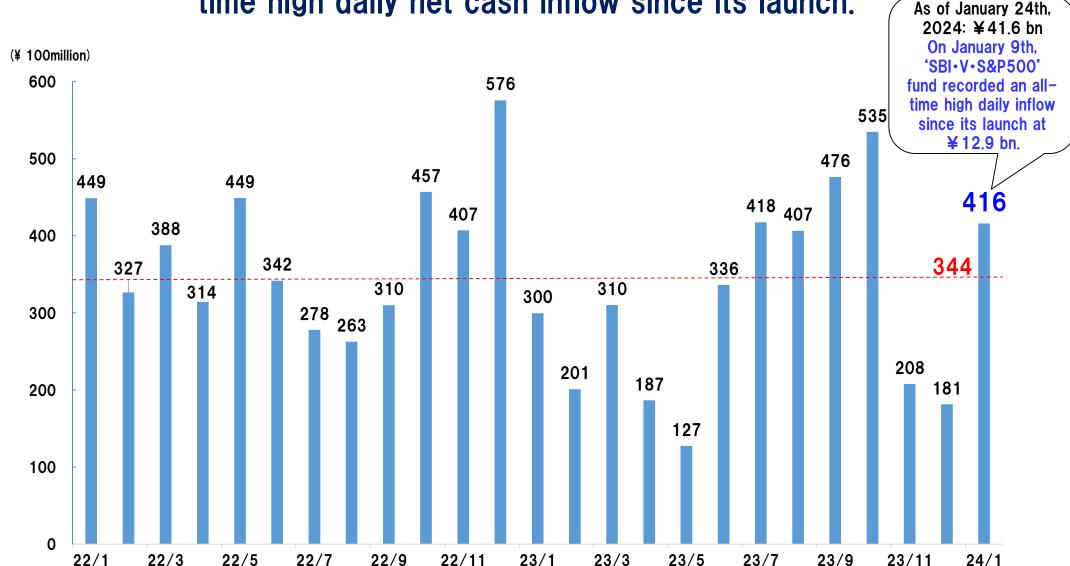




Monthly net cash inflows into index funds

'SBI-V-S&P500' fund recorded an inflow of ¥12.9 billion, marking an all-

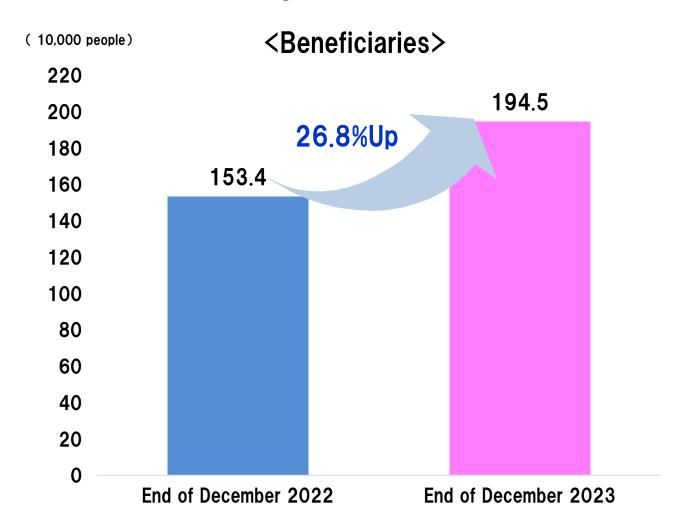
time high daily net cash inflow since its launch.





The number of beneficiaries of index funds continued to show double-digit growth

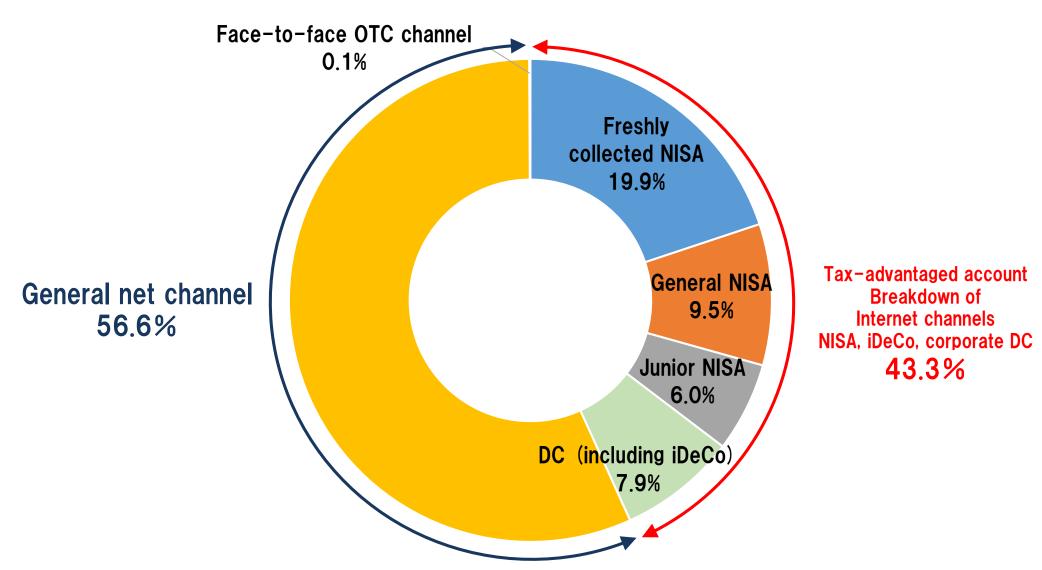
Of total beneficiaries, those with the 'saving-type account' represent 62.7%, standing at 1.22 million.





Purchasing channels for index funds

Almost all capital invested in index funds was via Internet channels (these include NISA & iDeCo and corporate DC).





Rankings of net cash inflows into publicly offered index funds (2023/1~2023/12)

Ranking	Asset management companies	Net cash inflows into publicly-offered index funds (¥100 mil)	Number of funds (funds)
1	Mitsubishi UFJ Kokusai Asset Management Co., Ltd.	20,387	161
2	SBI Asset Management Co., Ltd.	3,764	23
3	Rakuten Investment Management, Inc.	3,334	14
4	Nomura Asset Management Co., Ltd.	3,304	136
5	Daiwa Asset Management Co., Ltd.	2,685	134
6	Sumitomo Mitsui DS Asset Management Company, Limited	1,646	67
7	Nissay Asset Management Corporation	1,450	51
8	Asset Management One Co., Ltd.	797	93
9	Sumitomo Mitsui Trust Asset Management Co., Ltd.	526	90
10	Resona Asset Management Co., Ltd.	391	38

Note: Of Japanese publicly offered open-ended stock investment funds (excluding ETFs), these are the funds that are classified as index funds according to the Investment Trust Association's definition.



Product Line Up for [New NISA]

Tsumitate NISA : 9 funds, Growth NISA : 58 funds (incl. 9 funds for Tsumitate NISA)

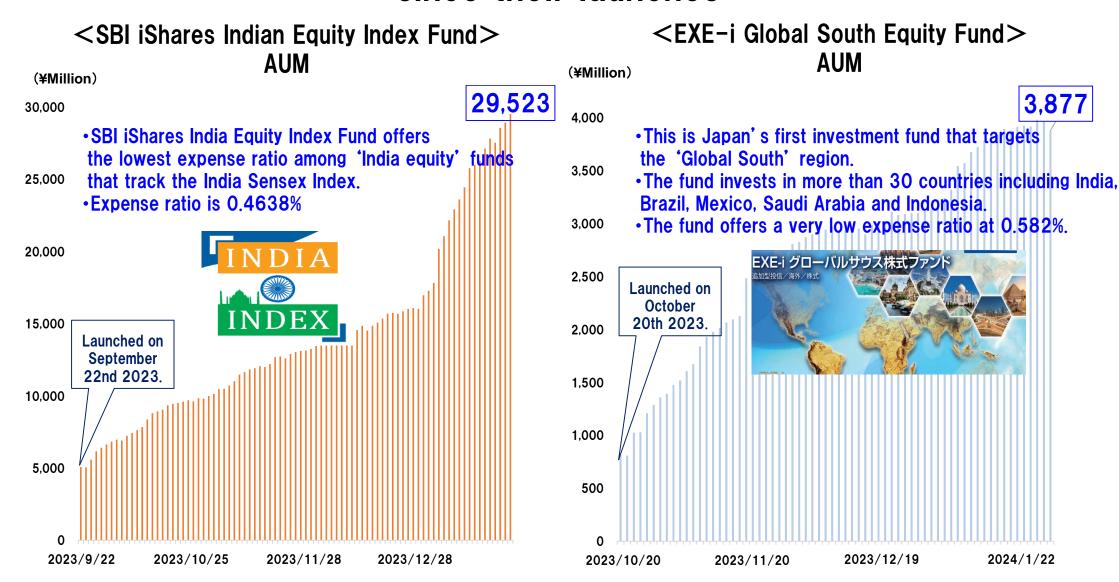
< Main Funds for "New NISA" with competitive management fees>

Asset Class		TER	Asset Class		Fund Name	TER
	成長 つみたて SBI V US All Equity Index Fund	0.0938%	ity	成長つみた	SBI iShares Nikkei225 Index Fund	0.1133%
	成長 つみたて SBI V S&P500 Index Fund	0.0938%	Equity	成長つみが	SBI iShares TOPIX Index Fund	0.1133%
ity	SBI V US Small Cap Equity Index Fund	0.1138%	Japan	成長	SBI Japanese High Dividend Equity Fund (quarterly distribution)	0.0990%
Equity	成長 SBI Invesco QQQ NASDAQ100 Index Fund	0.2388%	Jak	成長	Softbank & SBI Group Equity Fund	0.1100%
Sn	成長 SBI V US High Dividend Equity Index Fund	0.1238%	ped	成長つみが	SBI Developed Countries Equity Index Fund	0.1017%
	SBI V US Dividend Appreciation Equity Index Fund	0.1238%	Developed	成長	SBI V Developed All Cap (ex US) Equity Index Fund	0.1138%
	成長 SBI SPDR US High Dividend Equity Index Fund(Quarterly Dividend Type)	0.1338%	Dev	成長	SBI European High Dividend Equity Fund (quarterly distribution)	0.0990%
uity	成長 つみたて SBI V Global Equity Index Fund	0.1338%		成長	SBI iShares US Aggregate Bond Index Fund	0.0938%
Global Equity	成長 つみたて SBI Global Markets Equity Index Fund	0.1102%		成長	SBI iShares US IG 1-5year Corporate Bond Index Fund	0.1038%
loba	SBI V Global Small Cap (ex US) Equity Index Fund	0.1338% 0.2520%	rersea Bond	成長	SBI iShares Short Term Treasury Bond Fund	0.1338%
	成長 つみたて EXE-i Global Mid Small Cap Equity Fund	0.2520%	OVE	成長	SBI iShares US High Yield Bond Index Fund	0.1438%
Equity	成長 SBI V Emerging Markets China A Inclusion Index Fund	0.1438%		成長	EXE-i Developed Countries Bond Fund (SBI iShares Global Aggregate Bond Index Fund)	0.1098%
g Eq	成長 つみたてSBI Emerging Markets Equity Index Fund	0.1760%	J.Bond	成長	SBI Japanese Government Bond Fund (quarterly distribution)	0.0990%
Emerging	成長 SBI China A-share Index Fund	0.4138%	peo	成長	SBI iShares US 2 Assets Equally Balanced Fund	0.0938%
mer	成長 EXE-i Emerging Markets Equity Fund	0.1761%	Salanced	成長	SBI Global Balance Fund	0.2700%
	成長 EXE-i Global South Equity Fund	0.5820%		成長	EXE-i Global REIT Fund	0.2170%
India Equity	成長 SBI iShares Indian Equity Index Fund	0.4638%	\wedge	成長	SBI iShares Gold Fund / SBI iShares Gold Fund (JPY Hedged)	0.1838%

Black letter: Index/Passive funds Red letter:: Active funds



AUM by investment trusts that target faster-growing emerging economies have also shown steady growth since their launches



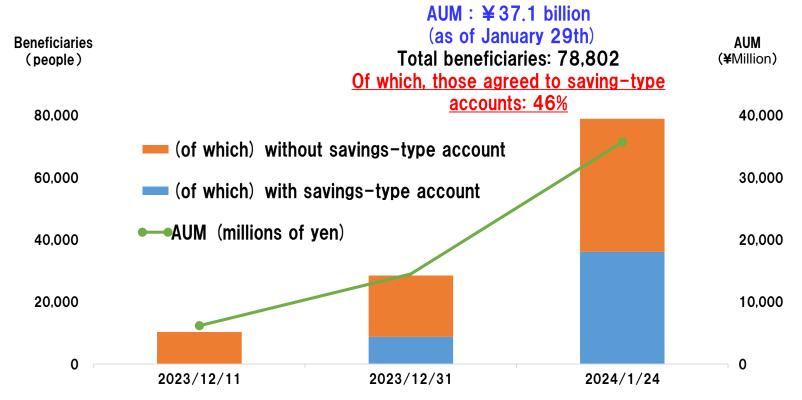
***** from launch to January 29, 2024



AUM of SBI Japan High Dividend Stock (Distribution) Fund (Quarterly Dividend Type) exceeded ¥ 30 billion in just 23 business days after its launch.



Fund expense ratio	0.099%
Average cost of Japanese share funds	1.453%
Fund's performance since	+9.79%
launch	(Difference with TOPIX: +2.4%)
TOPIX	+7.39%





Establishment of SBI Europe High Dividend Stock (Distribution) Fund (Quarterly Dividend Type)

Just like Japan High Dividend Stock Fund, this is an extremely low cost fund targeting European shares Expense ratio



expense ratio	0.099%(including tax)
Average cost of European stock funds	1.717%
Yield on investments	6.12%
Settlement month	March, June, September and December
Commencement of offer	Tuesday, February 13, 2024
Launch date	Wednesday, February 28, 2024

Examples of expected investments

	Company name	Dividend yield (%)
	Mercedes-Benz Group	8.24
(a) M (a)	BMW	8.41
HSBC	HSBC	6.89
Vodafone"	Vodafone Group	11.25

Note: 'Yield' on investments represents the yield on the model portfolio. Yield on investments and the dividend yield of individual stocks shown above are the figures available on November 30th 2023.

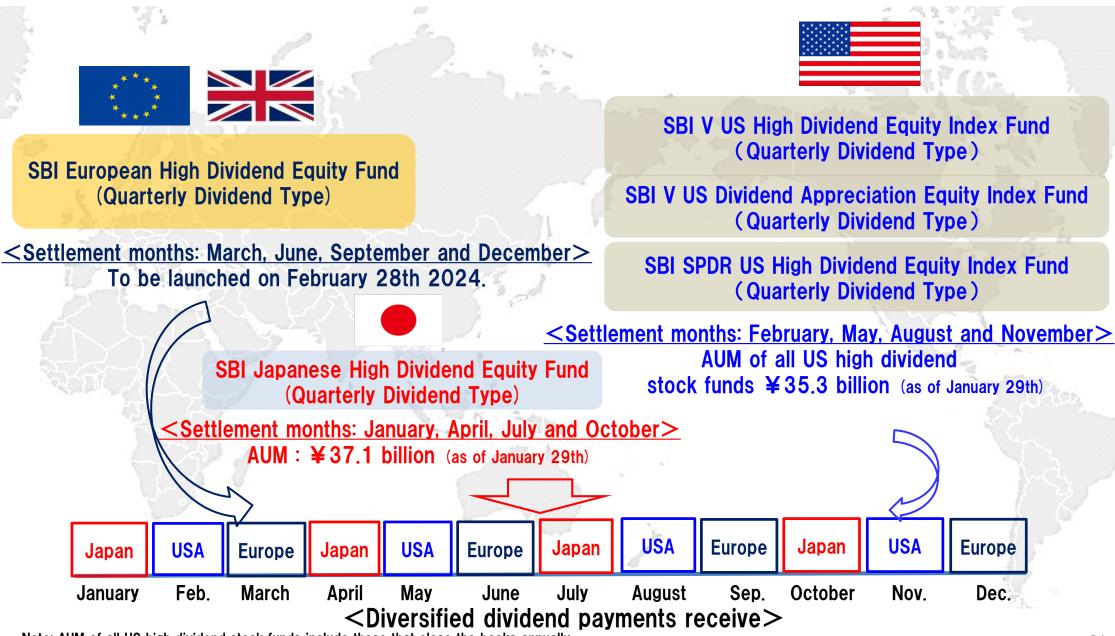


Establishment of 3 US High Dividend Stock Funds (Quarterly Dividend Type)

Initial assets (SBI·V·High Dividend: ¥ 2.6 billion, SBI·SPDR: ¥ 1.2 billion)

Fund Name	SBI V US High Dividend Equity Index Fund (Quarterly Dividend Type)	Equity Index Fund	SBI V US Dividend Appreciation Equity Index Fund (Quarterly Dividend Type)
Ticker symbol of targeted ETF	VYM	SPYD	VIG
Launch date	Tuesday, January 30, 2024	Tuesday, January 30, 2024	Wednesday, February 28, 2024
Settlement month	February, May, August and November	February, May, August and November	February, May, August and November
expense ratio	0.1238%	0.1338%	0.1238%
Yield on investments	3.11%	4.64%	1.88%

Pursuing diversification of country, currency, and dividend payment month through high dividend stock funds





Complete line of SBI Asset Management's funds with Quarterly Dividend Type

region		Japan		USA						Europe
assets		stock	bond	stock			bond			stock
Fund name		SBI Japanese High Dividend Equity Fund (Quarterly Dividend Type)	SBI Japanese Government Bond Fund (Quarterly Dividend Type)	SBI V US High Dividend Equity Index Fund (Quarterly Dividend Type)	SBI V US Dividend Appreciation Equity Index Fund (Quarterly Dividend Type)	SBI SPDR US High Dividend Equity Index Fund (Quarterly Dividend Type)	SBI iShares US Aggregate Bond Index Fund (Quarterly Dividend Type)	SBI iShares US IG 1-5year Corporate Bond Index Fund (Quarterly Dividend Type)	SBI iShares US High Yield Bond Index Fund (Quarterly Dividend Type)	SBI European High Dividend Equity Fund (Quarterly Dividend Type)
S	Settlement months - each quarter									
	1,4,7,10	0	0							
	2,5,8,11			0	0	0				
	3,6,9,12						0	0	0	0
expense ratio		0.099%	0.099%	0.1238%	0.1238%	0.1338%	0.0938%	0.1038%	0.1438%	0.099%
Yield on investments		4.61%	0.05%	3.11%	1.88%	4.64%	3.16%	3.27%	6.65%	6.12%

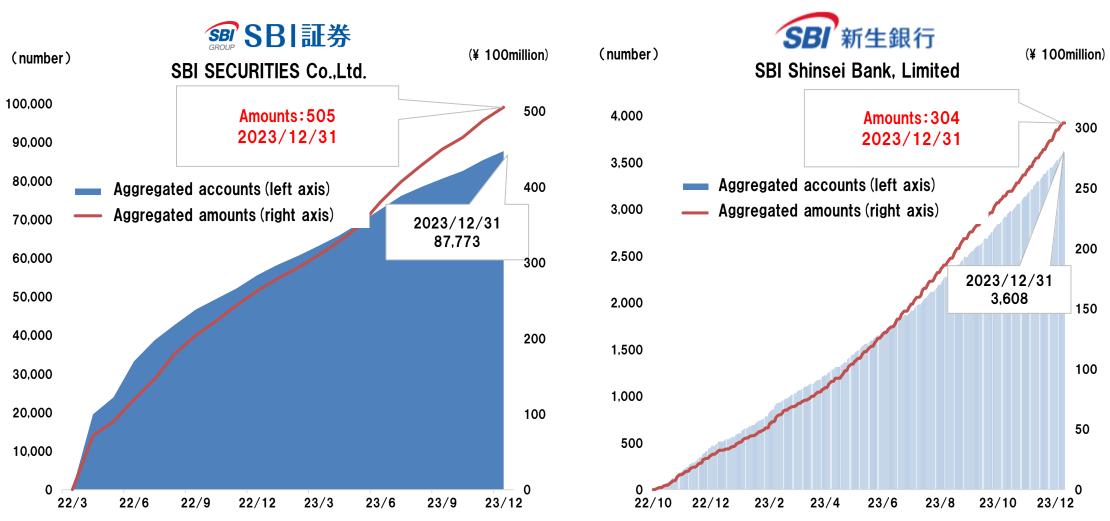
Note: Yield on investments: For Japan and Europe, it represents the yield on investments by the relevant fund (this can be the model portfolio) held as of end-December 2023. The yield on Japanese Bond Fund represents the current yield. The yield on each US fund was calculated by dividing dividends from the relevant ETF (i.e. its investment choice) over the past 12 months available as of January 10, 2024, by the latest trading price of the ETF.



The combined net assets of 'SBI Wrap' and 'SBI Wrap X (cross)' funds managed by SBI Asset amounted to ¥80.9 billion.

<SBI Wrap>
(2022/3/31~2023/12/31)

<SBI wrap X (cross) > (2022/10/20~2023/12/31)



SBI Global Asset Management

Implementation and progression of the declaration of 'Product Governance'

<Launching new funds adaptable to long-term,
periodic and diversified investment>

Launch date		Name of newly established fund				
1		SBI iShares US Aggregate Bond Index Fund				
2	6/8	SBI iShares US IG 1-5year Corporate Bond Index Fund				
3		SBI iShares US High Yield Bond Index Fund				
4		SBI V US Dividend Appreciation Equity Index Fund				
5		SBI V Developed All Cap (ex US) Equity Index Fund				
6		SBI V Global Small Cap (ex US) Equity Index Fund				
7		SBI V US Small Cap Equity Index Fund				
8		SBI V Emerging Markets China A Inclusion Index Fund				
9		SBI iShares Gold Fund (JPY Hedged)				
10		SBI iShares Gold Fund				
11		SBI iShares Short Term Treasury Bond Fund				
12	7/12	SBI iShares Nikkei225 Index Fund				
13	1/12	SBI iShares TOPIX Index Fund				
14	8/23 SBI Invesco QQQ NASDAQ100 Index Fund					
15	9/22	SBI iShares Indian Equity Index Fund				
16	10/20	EXE-i Global South Equity Fund				
17	11/28	SBI Japanese Government Bond Fund (Quarterly Dividend Type)				
18	12/12	SBI Japanese High Dividend Equity Fund (Quarterly Dividend Type)				
20	1/30	SBI V US High Dividend Equity Index Fund (Quarterly Dividend Type)				
21	2/28	SBI European High Dividend Equity Fund (Quarterly Dividend Type)				
22	2/28	SBI iShares US Aggregate Bond Index Fund (Quarterly Dividend Type)				
23	2/28	SBI iShares US IG 1-5year Corporate Bond Index Fund (Quarterly Dividend Type)				
24	2/28	SBI iShares US High Yield Bond Index Fund (Quarterly Dividend Type)				
25	2/28	SBI V US Dividend Appreciation Equity Index Fund (Quarterly Dividend Type)				

<Selection and focus on active funds>

Redemption date		Name of redeemed fund				
1	7/5	SBI Post-Coronavirus Fund				
2	7/6	Emerging Market Bond Fund 1912 with early redemption clause				
3	7/26	US High Dividend Equity Premium Fund (Monthly Dividend) Equity Course				
4	1/20	US High Dividend Equity Premium Fund (Monthly Dividend) Equity and Currency Course				
5		SBI-GS NexGen Energy				
6	9/21	SBI-GS NexGen Global EV				
7		SBI-GS NexGen DX Software Growth				
8		SBI-GS NexGen Medical Care Growth				
9		SBI-GS NexGen Next Generation Communications				
10		SBI Gender-free Index Mother Fund				
11		SBI Regional Revitalization World High Dividend Equity Fund(Currency Hedged), Asset Growth Course				
12	11/6	SBI Regional Revitalization World High Dividend Equity Fund(Currency Hedged), 3% Fixed Annual Payout Course				
13	11/6	SBI Regional Revitalization World High Dividend Equity Fund(Currency Hedged), 5% Fixed Annual Payout Course				
14		SBI Regional Revitalization World High Dividend Equity Fund(Currency Hedged), 7% Fixed Annual Payout Course				
15	11/9	SBI-PIMCO JAPAN BETTER INCOME FUND				
16		SBI World High Dividend Equity Premium Fund (Currency Hedged), Asset Growth Course				
17	1/12	SBI World High Dividend Equity Premium Fund (Currency Hedged),7% Fixed Annual Payout Course				
18		SBI World High Dividend Equity Premium Fund (Currency Hedged),15% Fixed Annual Payout Course				

Redeemed funds in FY 2023: 18 (out of 57), making a progress rate of 31%

(Our goal: 50% of total in 3 years)

Efforts to improve the quality of existing funds and reduce expense ratios

EXE-i Developed Countries Bond Fund

- Launched in May 2013
- Investment Target : Bonds in developed markets (excluding Japan)
- Effective expense ratio: 0.4110% (annual)

•Expansion in investment choices

Significant cost reduction

SBI iShares Global Aggregate Bond Index Fund

Investment Target : Global bonds

Effective expense ratio: 0.1098% (annual)

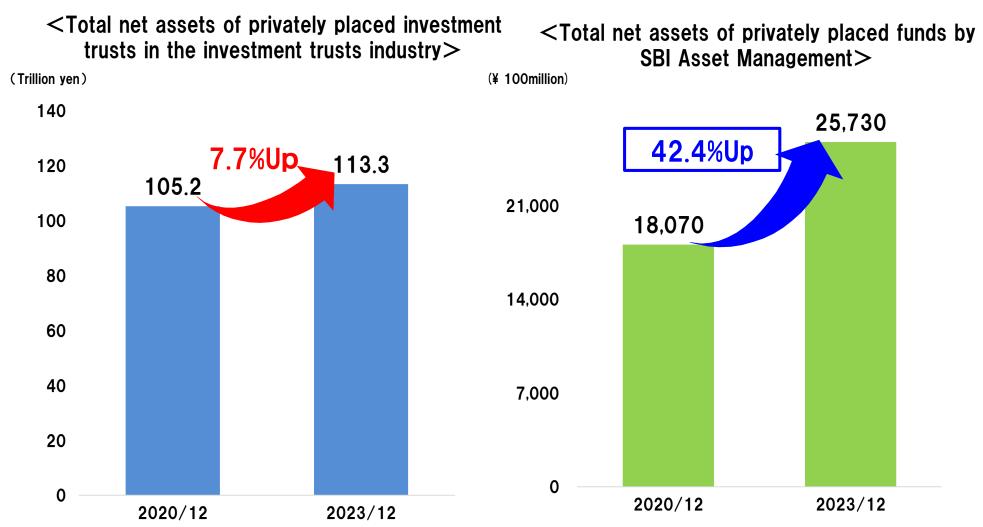
<Expense ratio (including tax)>

Softbank & SBI Group Equity Fund	Change before 0.924%	After change 0.11%
•EXE−i Emerging Markets Equity Fund	0.3615%	0.1761%
•EXE−i Global REIT Fund	0.3405%	0.2170%
•EXE-i Global Mid Small Cap Equity Fund	0.311%	0.252%



Speed of growth in net assets managed by privately placed investment trusts under rising interest rates

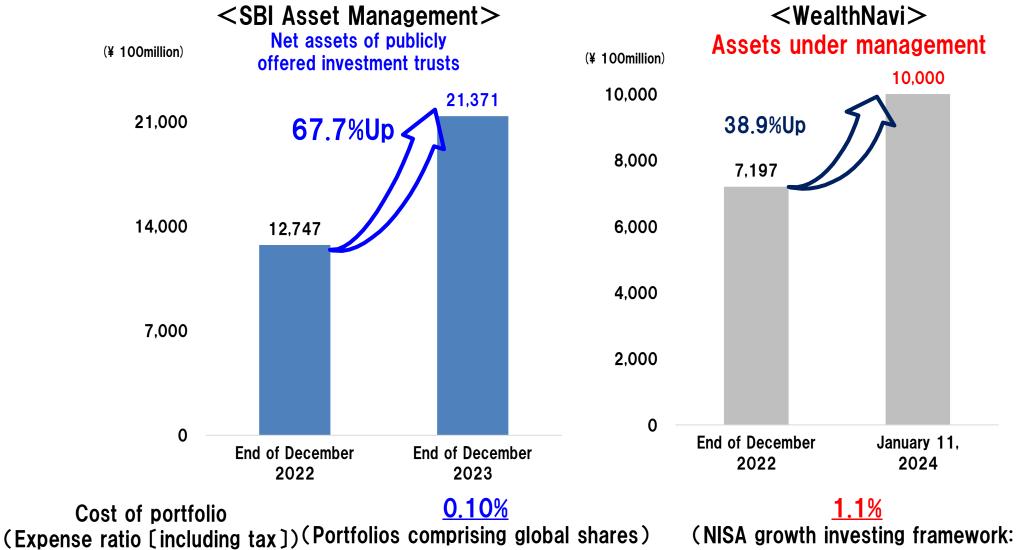
Over the past 3 years (end of December 2020 \sim end of December 2023)



Source: "Total net assets of privately placed investment trusts in the investment trusts industry" was created with reference to data from the Investment Trusts Association of Japan. (Note) Total net assets of privately placed funds managed by SBI Asset Management include evolutionarily managed assets entrusted by institutional investors. Figures include those managed by Shinsei Investment Management, merged in April 2023.



Comparison of net assets growth with 'WealthNavi' (the provider of robo advisors)



Note: The assets of global share portfolios managed by SBI Asset Management are allocated according to regional weights as shown below.

US S&P500: 60%; Japan high dividend shares: 15%; European high dividend shares: 15% and Emerging country shares (SBI•V•Emerging Countries): 10%

Note: Figures for SBIGAM and WealthNavi represent those for 3Q FY03/24 and 2Q FY12/23 respectively.

comparison

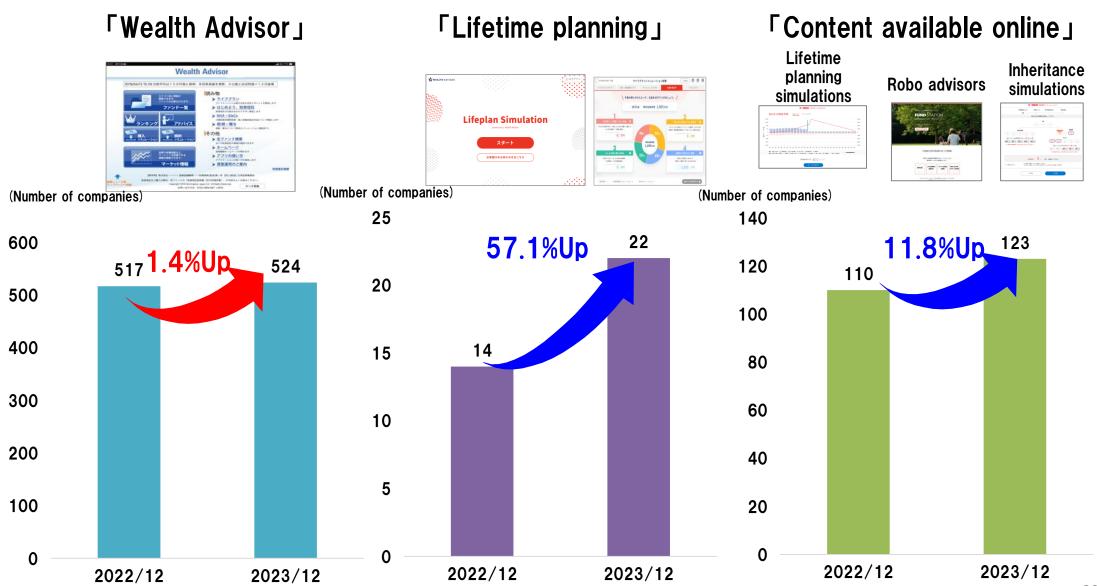
risk tolerance of 5)



Financial services business



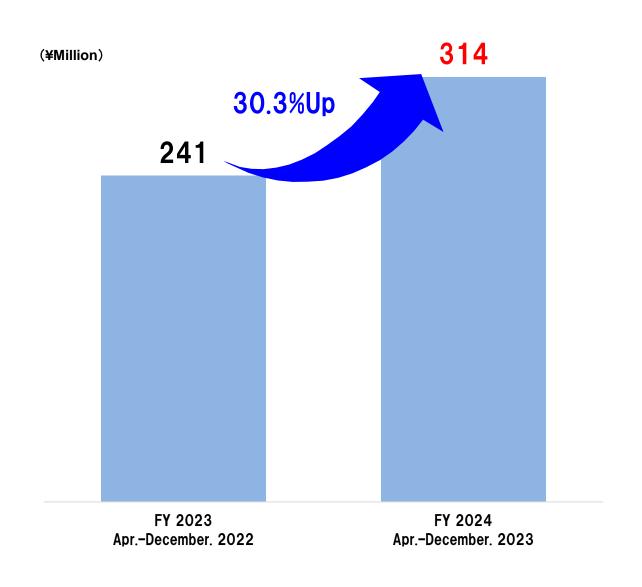
Amongst the tools for face-to-face, relation-centric financial institutions, 'Lifeplan' and 'Content available online' have gained greater demand.





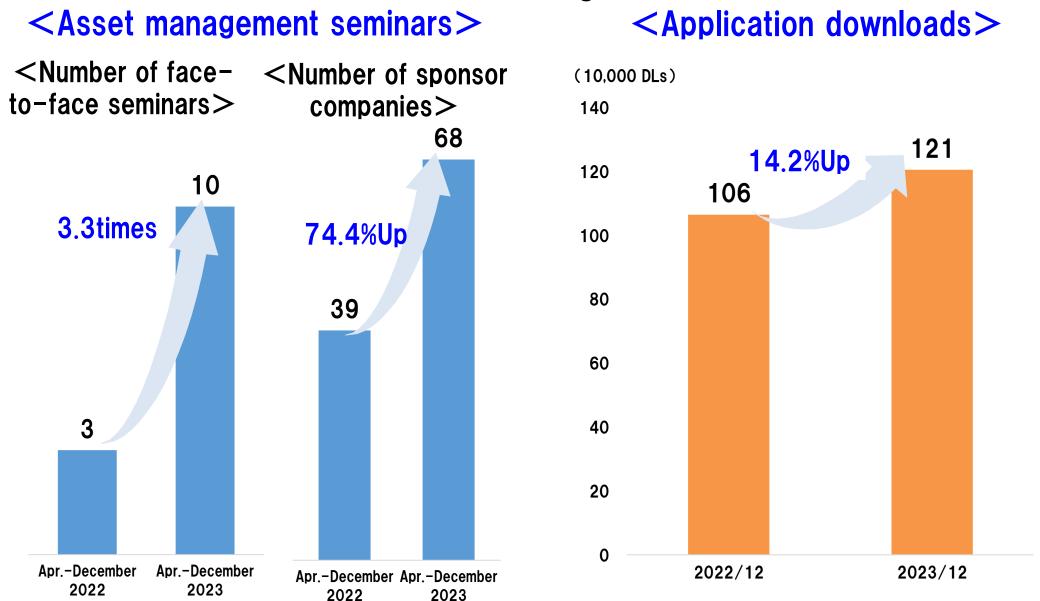
A sharp rise in post-pandemic revenue associated with seminars

<Media Solutions sales>





The Media Solutions business posted increased transactions of seminar/advertising services, thanks to a marked recovery of the number of asset management seminars





Holding more tie-up seminars with regional banks

Fukuoka Financial Group, Inc.
(Bank of Fukuoka, Kumamoto Bank, Juhachi-Shinwa Bank, Fukuoka Chuo Bank and FFG Securities Co., Ltd. Investment Trust Fair 2024 in Fukuoka [Saturday, January 27, 2024]

Concordia Financial Group, Ltd.

(Bank of Yokohama, Kanagawa Bank and Hamagin TT Securities)

Asset Management Fair 2024 in Yokohama [Sunday, February 18, 2024]





Higo Bank,
Kyushu FG Securities
Asset Management Fair 2024 in Kumamoto

North Pacific Bank,
North Pacific Securities
Asset Management Fair 2024 in Sapporo

Chiba Bank, Chibagin Securities
Asset Management Fair 2024 in Chiba









We plan to continue to hold joint seminars with regional banks across Japan

Shiga Prefecture Osaka prefecture Hyogo prefecture **Kagawa Prefecture Fukuoka Prefecture** (Fukuoka Bank) **Kumamoto Prefecture** (Higo Bank)

Hokkaido (North Pacific Bank)

Aomori Prefecture

Akita prefecture

Mivagi Prefecture

Niigata Prefecture

Tochigi Prefecture

Saitama prefecture

Chiba Prefecture (Chiba Bank) Kanagawa Prefecture (Yokohama Bank)

Mie Prefecture

Wakayama Prefecture

Kagoshima prefecture

Okinawa Prefecture

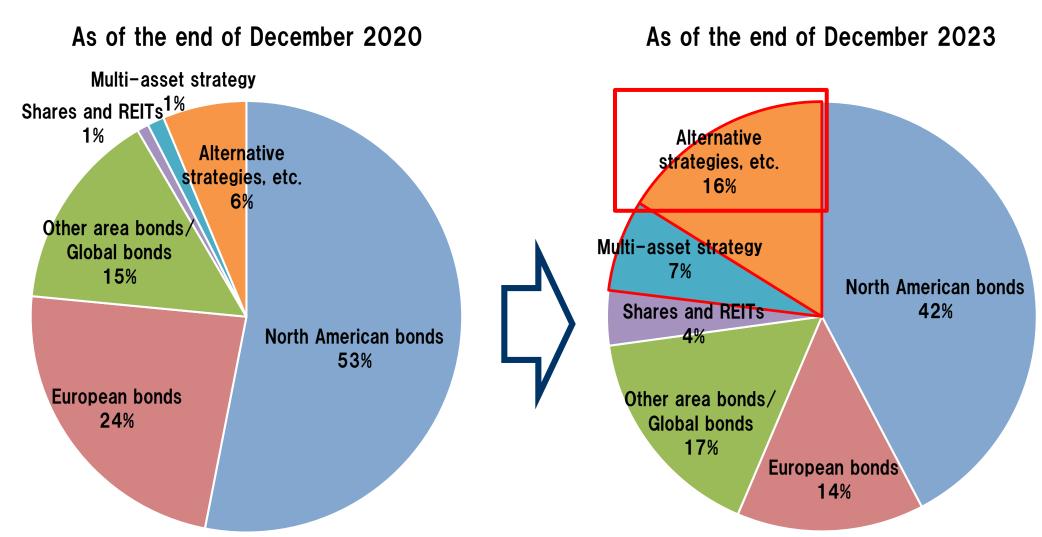


Proactive Implementation of 'Alternative' Investments



Portfolio structure by asset class – Privately placed investment trusts for regional banks entrusted to SBI Asset Management

Percentage of alternative strategies is rising

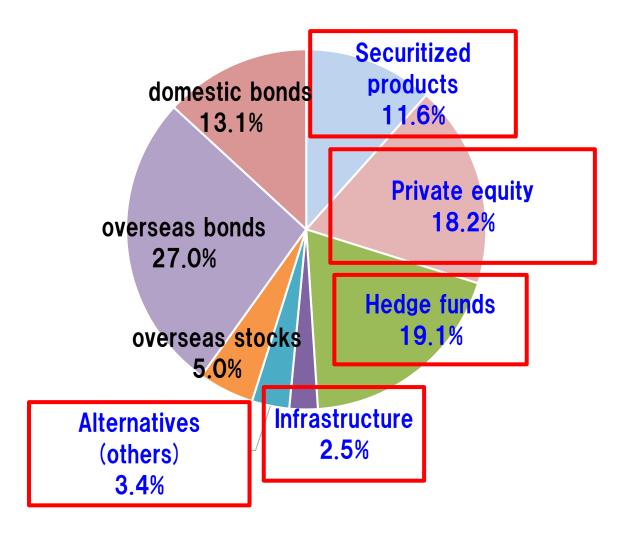


Source: SBI Asset Management



Portfolio structure by asset class – Corporate pension funds and college and university foundation funds entrusted to SBI Asset Management

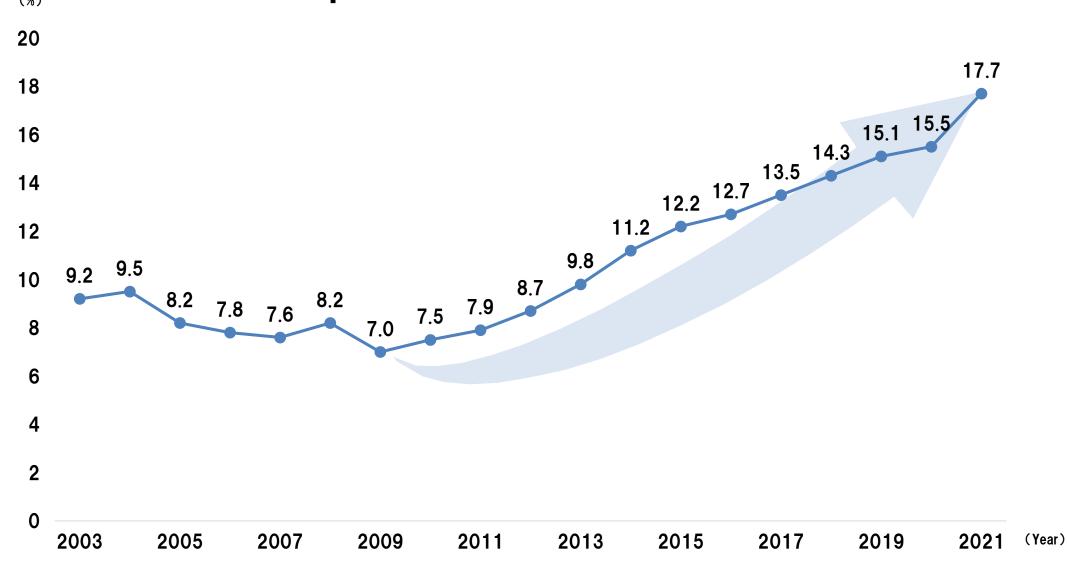
Alternative assets and strategies account for approximately 55% of total assets



Source: SBI Asset Management



Increasing share of alternative investments in corporate pension fund assets





Proactive offering of 'alternative strategies and assets'

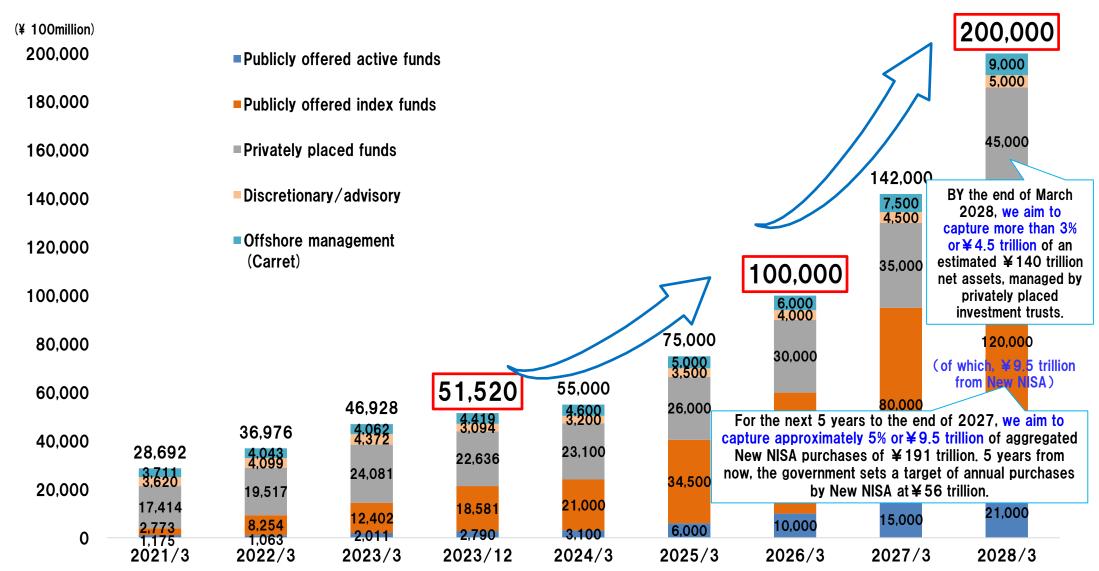
The SBI Group is to establish a joint venture (JV) with two of the world's leading alternative investment managers.





SBI Asset Management is set to collaborate with the new company (JV) to help disseminate alternative funds to Japanese investors.

The Company Group aims for AUM to surpass ¥ 10 trillion in two years and ¥ 20 trillion in four years.



Note: The estimated amount of net assets managed by privately placed investment trusts as of end-March 2028 was calculated thus: - 2027FY
Net assets at the end of 2023 of ¥ 113.3 trillion plus 4 years and 3 months of the last 5 year's average growth rate of 5.0%, multiplied by our market share of 3.2%.

Note: New NISA purchases: ¥ 39.6 trillion in 2024: ¥ 45.1 trillion in 2025; ¥ 50.5 trillion in 2026 and ¥ 56 trillion in 2027 (taking total purchases to ¥ 191 trillion)

(SBI Asset estimated the above figure with reference to market data and data released by the Financial Services Agency of Japan.)