

[Please review this article from the time of release.]

SBI MORTGAGE, Accomplished highest half-year performance

- ▶ **Accomplished sales of KRW 91.6 billion, operating income of KRW 75.1 billion, and net income of KRW 13.8 billion for the first half**
- ▶ **Increased sales by 29.01%, operating income by 35.41%, and net income by 102.19% for the 2nd quarter compared to same period of last year.**
- ▶ **Launched a series of customer-centered new products, directly benefiting the expansion of loan transfer**

<2012-10-25> SBI MORTGAGE accomplished its highest half-year performance since the company was established.

SBI Mortgage (Representative: Maruyama Noriaki), a leading Japanese mortgage bank, announced through the public notice on the 25th that it accomplished sales of KRW 91.6 billion, operating income of KRW 75.1 billion, and net income of KRW 13.8 billion for the first half of 2012, closing at March.

This performance for the 1st half increased 30.75% in sales, 37.46% in operating income, and 71.68% in net income, reaching a historical high in sales, operating income, and net income altogether.

For the 2nd quarter, the sales income was KRW 49.3 billion, and the operating income was KRW 41.1 billion. Compared to the same period last year, sales income increased by 29.01%, and operating income increased by 35.41%.

Sources from SBI Mortgage said that the company was able to achieve its highest half-year performance because of its competitive edges. SBI Mortgage has the industry's lowest interest rate (fixed interest rate of 1.88% as of October, 2012) in the Japanese long-term fixed interest rate house-backed loans market, expanded its on-line and off-line distribution channels, and directly benefits from a product portfolio enhanced by continuous new product launches and expansions of loan transfer.

These sources also mentioned that the Japanese FLAT 35 interest rate has currently reached a historical low, narrowing the interest rate gap with floating interest rate products. This strengthens the market competitiveness of fixed interest rate house-backed loans. As a leading mortgage bank



dealing with long-term fixed interest rates, SBI Mortgage will advance aggressive promotions—such as through TV ads—in this situation in which the demand for loan transfers is trending toward fixed interest rate products.

Mr. Maruyama Noriaki, representative of SBI Mortgage, stated that the company was able to achieve its highest half-year performance since its launch based upon the expansion of demands of long-term fixed interest rate products in Japan and its unique competitiveness within the market. He also added that SBI Mortgage will continue to grow through the sales increase of new products such as SBI FLAT reform and FLAT 35a, and diverse sales strategies such as franchise expansion and partnerships with real estate companies. <End>