

# DATABOOK

## Financial Results for 1Q of Fiscal Year Ending March 31, 2017

This is an English translation of Japanese presentation material prepared in connection with the disclosure of the financial results of Monex Group, Inc. It includes information derived from the consolidated financial statements of Monex Group, Inc. which are prepared in accordance with International Financial Reporting Standards ("IFRSs"). This material is not intended to recommend, conduct solicitation for any product or service, etc.

### <Forward-looking Statements>

This presentation material contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our industry and us. These forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can be identified by the use of terms such as "may" "will" "expect" "anticipate" "estimate" "plan" and other similar words. These statements discuss future expectations, identify strategies, contain projections of results of operations or of our financial condition and state other "forward-looking" information. Our operations are subject to risks, uncertainties and other factors that could cause our actual results to differ materially from those contained in any forward-looking statement.



## [Data Book]

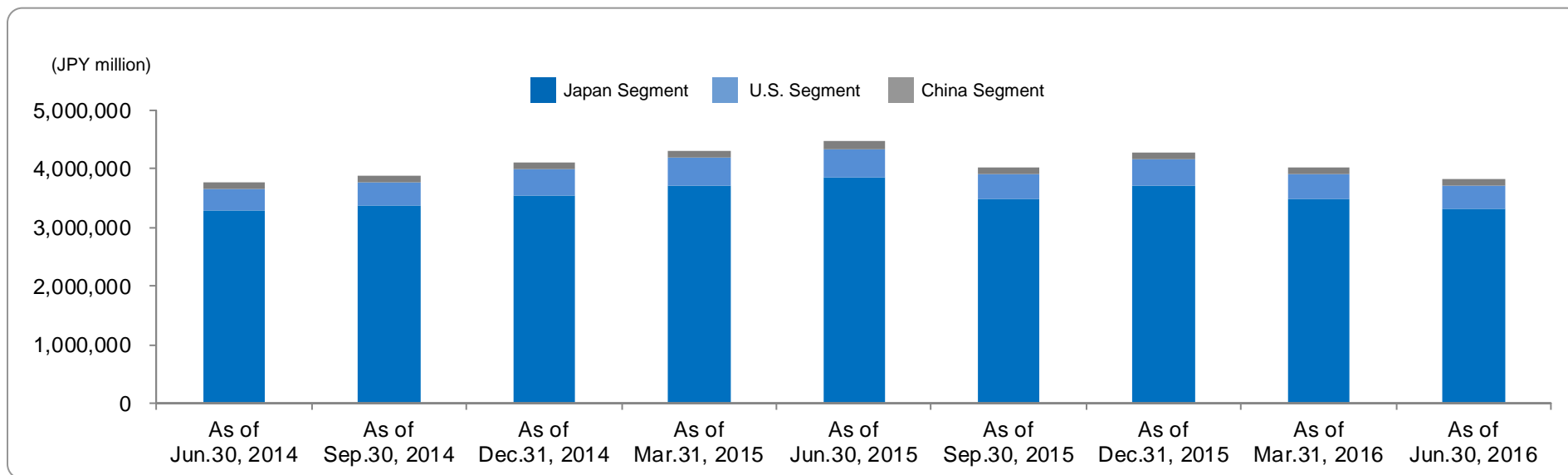
Table of Contents	p.1
1. Market & Transaction Data	p.2 - p.12
2. Financial Data	p.13 - p.30

1. Market & Transaction Data

2. Financial Data



# Market and Transaction Data (1) – Customers’ Assets in Custody



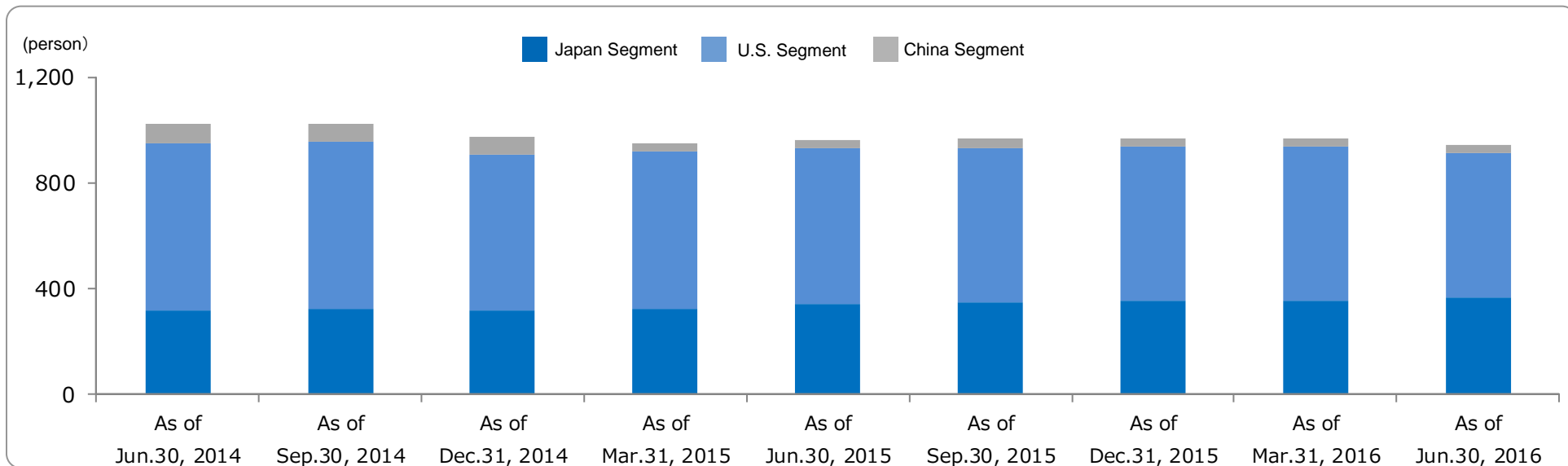
(JPY million)

	FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End
Japan Segment	3,277,121	3,378,403	3,543,237	3,705,472	3,840,714	3,485,715	3,706,957	3,477,282	3,305,957
Monex, Inc.	3,277,121	3,378,403	3,543,237	3,705,472	3,840,714	3,485,715	3,706,957	3,477,282	3,305,957
Equities	2,076,332	2,134,599	2,207,906	2,350,052	2,387,683	2,219,323	2,383,930	2,265,264	2,115,368
Bonds	81,985	81,058	82,445	80,637	82,176	76,072	76,832	73,965	75,642
Mutual Funds	823,065	861,639	934,381	950,296	1,013,136	869,753	913,446	832,590	806,717
Others	295,738	301,106	318,506	324,489	357,719	320,567	332,749	305,463	308,230
U.S. Segment – TradeStation Group(*)	379,408	396,166	446,045	474,411	491,465	430,993	443,750	421,101	397,685
China Segment – Monex Boom Securities	106,184	112,024	126,189	134,562	143,852	116,023	130,879	118,981	109,568

(\*) "TradeStation Group" means TradeStation Group, Inc. and its subsidiaries



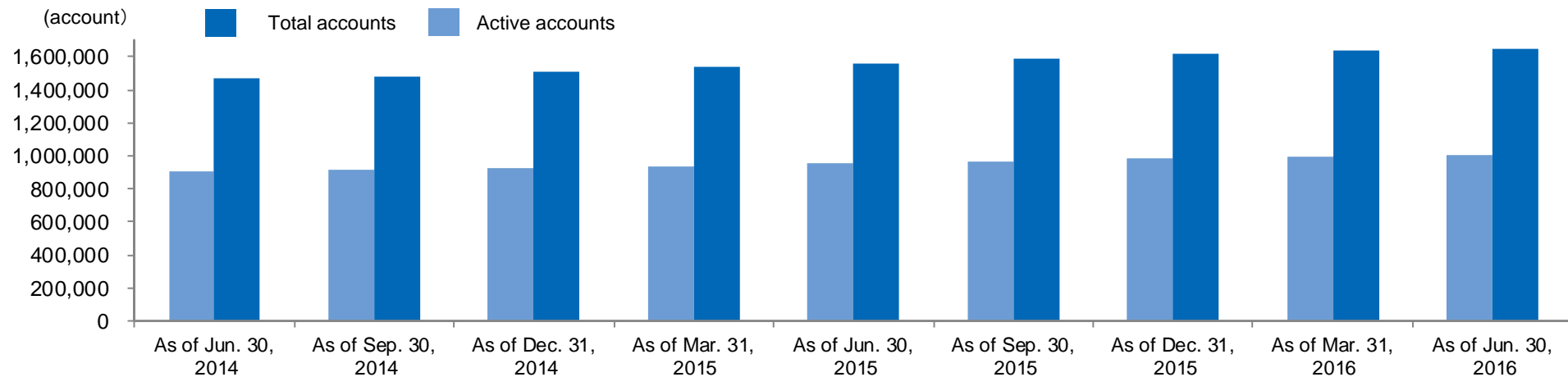
## Market and Transaction Data (2) – Number of Employees



	FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End
Japan Segment	318	323	317	323	341	348	356	355	366
Monex Group, Inc.	34	37	35	38	38	39	37	37	36
Monex, Inc.	269	272	267	280	297	299	306	303	313
Monex FX, Inc.	9	9	9	—	—	—	—	—	—
Others	6	5	6	5	6	10	13	15	17
U.S. Segment	634	636	589	595	588	584	579	581	545
China Segment	70	67	67	33	34	34	35	35	35
Total	1,022	1,026	973	951	963	966	970	971	946

# Market and Transaction Data (3) – Japan Segment - Monex, Inc. (Number of accounts)

## ◆ Number of total accounts & active accounts



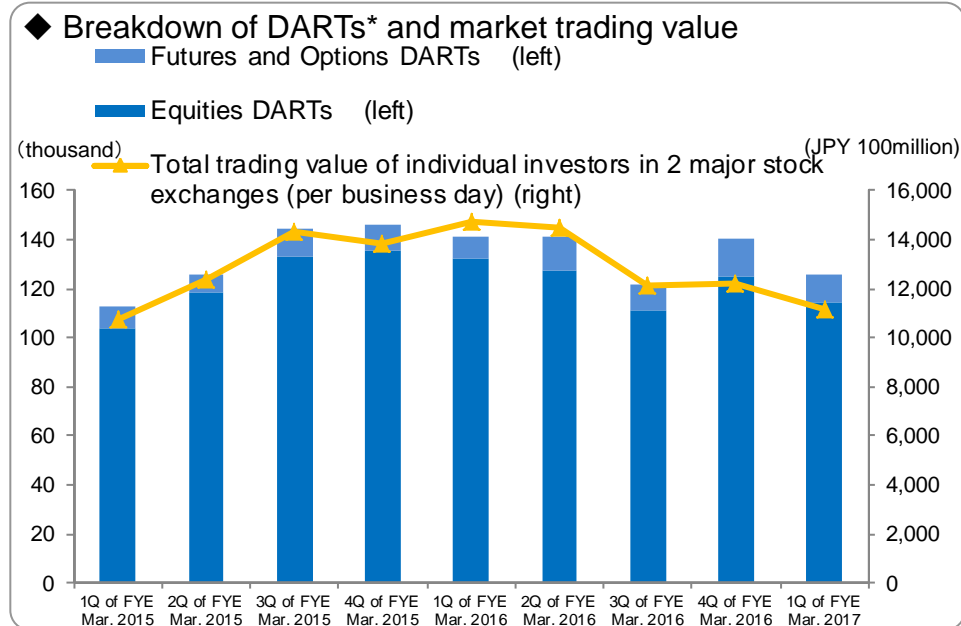
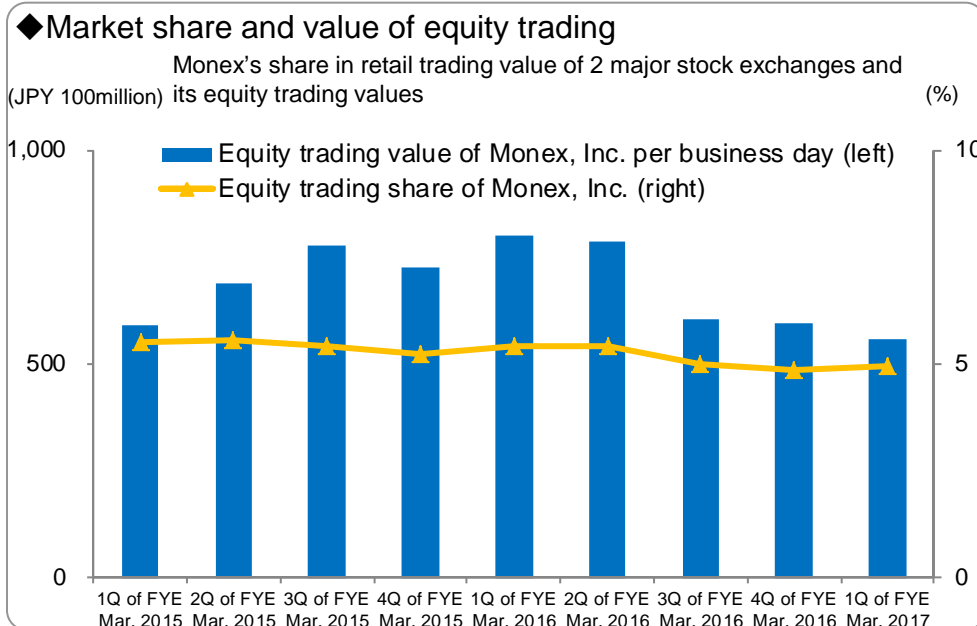
(account)

	FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End
Total accounts(*)	1,471,086	1,483,163	1,506,042	1,533,992	1,559,236	1,584,701	1,619,012	1,635,172	1,649,847
Active accounts (**)	901,707	911,613	924,717	939,029	952,733	964,837	985,774	995,368	1,002,251

(\*) Total accounts refers to the sum of brokerage accounts and FX-only accounts

(\*\*) Active accounts (including margin accounts and FX accounts) mean the accounts with balance (collateral or margin balance for margin accounts, collateral for FX accounts) or the accounts which have traded more than once (including withdrawal) in the past 1 year

# Market and Transaction Data (4) Japan Segment - Monex, Inc. (Equities and ETFs)

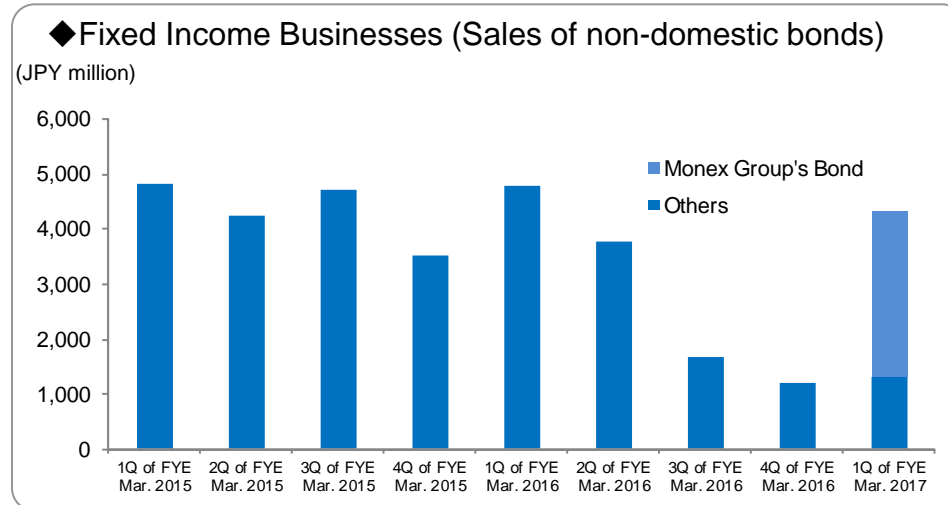
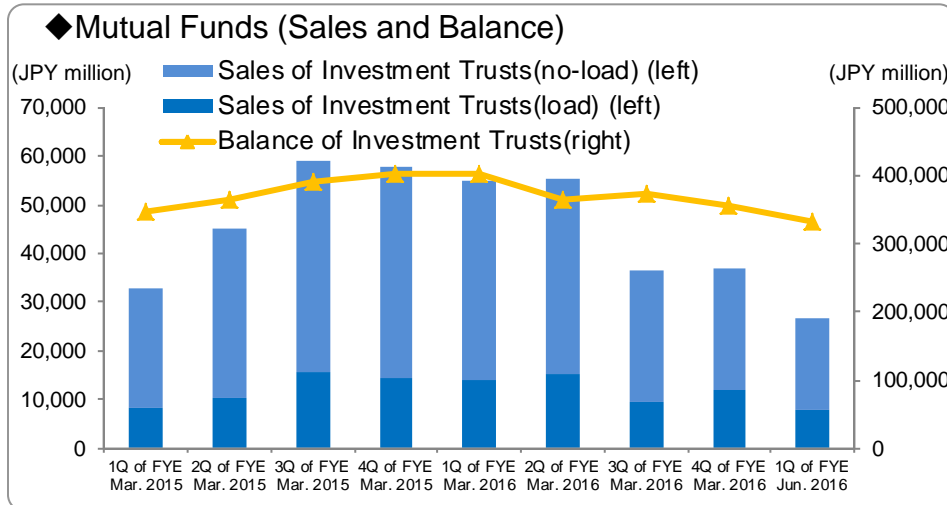


		FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Equities, ETFs, etc.	Total trading volume of individual investors of 2 Japanese major markets (JPY 100million/day)	10,738	12,394	14,288	13,849	14,733	14,464	12,128	12,215	11,195
	Equity trading share of Monex, Inc. (%)	5.52	5.56	5.43	5.23	5.42	5.42	4.98	4.88	4.96
	Equity trading value of Monex, Inc. (JPY 100million/day)	593	689	776	724	799	784	604	596	556
DARTs	Equities, ETFs, etc.	103,697	118,593	133,123	135,782	132,078	127,387	111,435	124,810	114,464
	Cash	65,835	77,066	88,671	92,878	88,519	84,159	73,226	79,531	72,003
	Margin	37,861	41,527	44,452	42,904	43,559	43,227	38,208	45,278	42,461
	Options and Futures	8,743	7,303	11,603	10,402	9,365	14,144	10,645	15,680	11,369

Note: Total trading volume of individual investors of 2 Japanese major markets and equity trading value of Monex, Inc. includes Equities, ETFs and REITs

(\*) DARTs: Daily Average Revenue Trades (Definitions to apply throughout this material)

# Market and Transaction Data (5) Japan Segment - Monex, Inc. (Mutual Funds & Bonds)

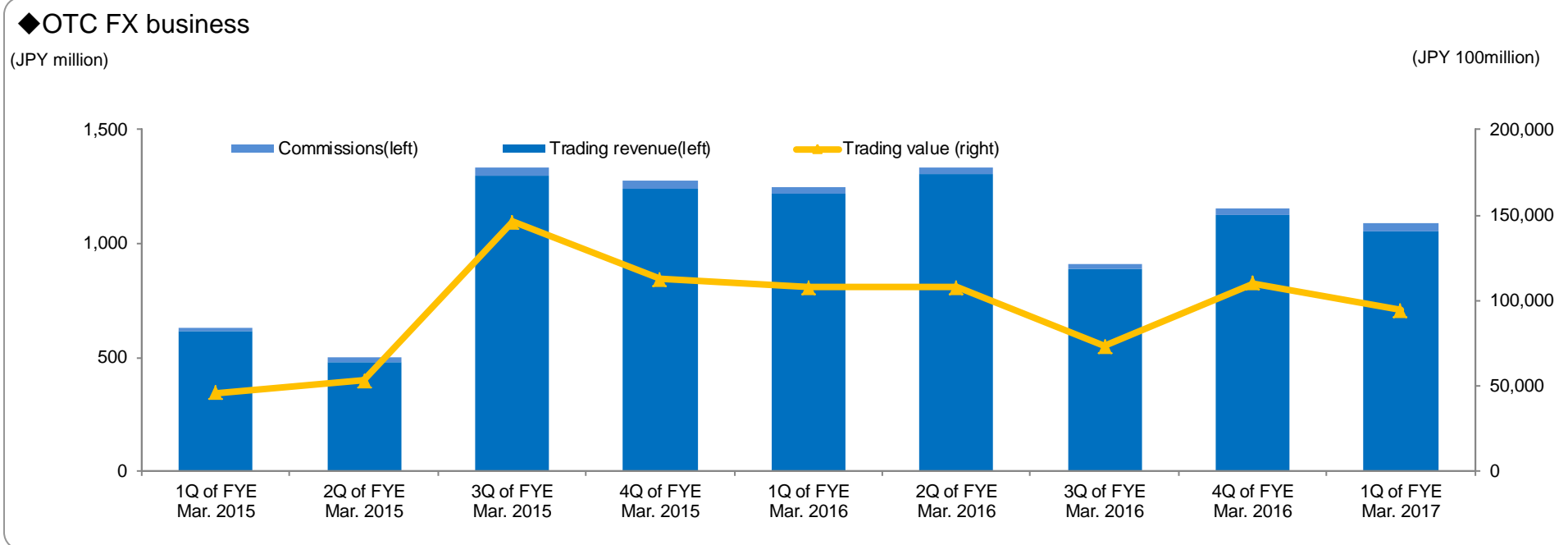


			FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017	
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	
Mutual Funds	Sales of Stock Investment Trusts	Load	8,390	10,334	15,526	14,495	14,139	15,432	9,548	11,895	8,130	
		No-load	24,291	34,854	43,485	43,176	40,775	39,843	27,027	25,080	18,737	
		Total	32,681	45,187	59,012	57,671	54,914	55,275	36,575	36,975	26,868	
	Balance (As of the end of the quarter)	Stock Investment Trusts	Load	109,194	110,784	111,657	110,951	100,177	84,789	86,162	79,153	72,831
			No-load	175,207	191,593	215,030	227,533	240,449	219,562	237,838	229,396	216,341
			Total	284,402	302,376	326,687	338,484	340,627	304,351	324,000	308,549	289,173
		Foreign Investment Trusts	10,652	11,015	11,743	11,808	11,544	11,123	10,802	10,112	9,394	
Bond Investment Trusts (Including Foreign currency MMFs)	50,749	51,602	52,893	51,716	50,379	48,600	37,524	37,132	34,801			
Total	345,803	364,994	391,323	402,008	402,550	364,074	372,326	355,793	333,368			
Fixed Income	Sales of non-domestic bonds	Monex Group's bond	-	-	-	-	-	-	-	-	3,000	
		Others	4,816	4,251	4,274	3,513	4,799	3,755	1,680	1,188	1,301	
		Total	4,816	4,251	4,274	3,513	4,799	3,755	1,680	1,188	4,301	

Note: MRFs are not included in Mutual Funds data



# Market and Transaction Data (6) Japan Segment - Monex, Inc. (FX)



		FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
FX	Trading revenue (JPY million) (excluding swap)	613	478	1,296	1,240	1,219	1,302	885	1,122	1,056
	Commission (JPY million)	19	22	39	34	30	30	22	35	33
	Trading value (JPY 100million)	46,052	53,105	145,968	112,592	107,591	107,581	73,003	110,168	94,088

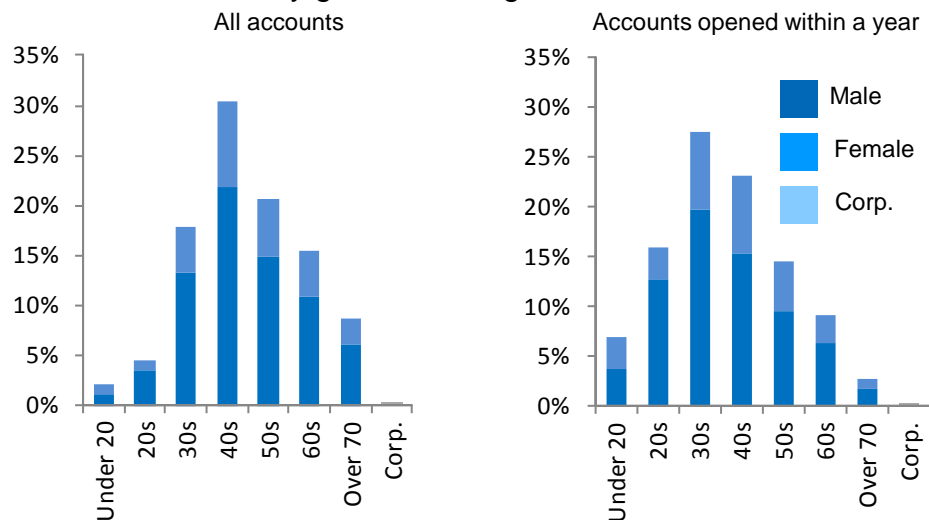
Note:1. Figures above are only for OTC FX and do not include OSE FX

2. Monex, Inc. merged with Monex FX, Inc. effective February 1, 2015. Trading revenue before January 2015 includes trading revenue of Monex FX, Inc.

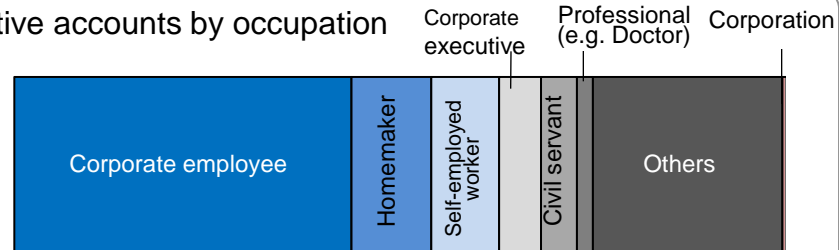
3. 478 million yen of trading revenue in Japan in 2Q FYE March 2015 includes 219 million yen of one-time trading loss

# Market and Transaction Data (7) Japan Segment – Monex, Inc. (Customer distribution)

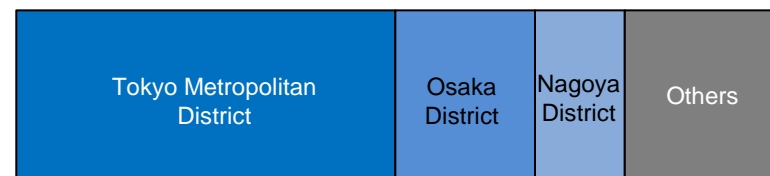
## ◆ Active accounts by gender and age



## ◆ Active accounts by occupation



## ◆ Active accounts by regions

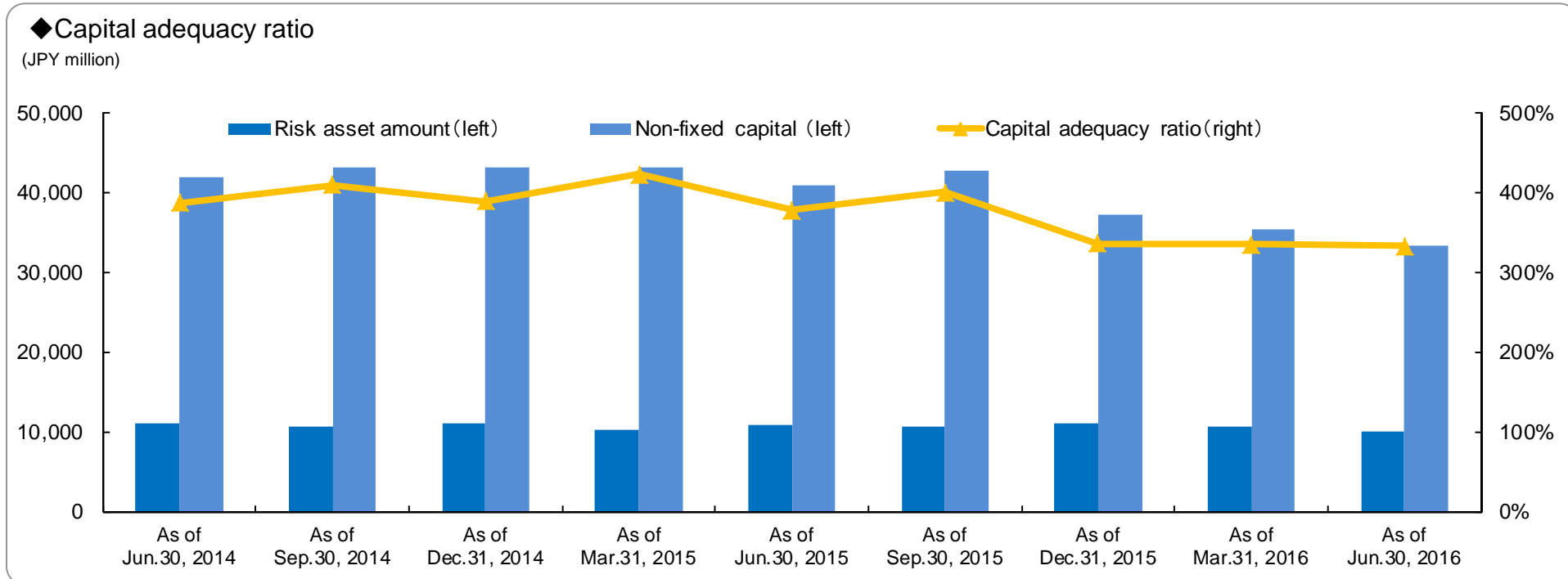


	Active accounts as of June 30, 2016					
				Accounts opened within a year		
	Male	Female	Total	Male	Female	Total
Over 70	6.1%	2.6%	8.7%	1.6%	1.0%	2.7%
60s	11.0%	4.5%	15.5%	6.3%	2.7%	9.1%
50s	15.0%	5.6%	20.6%	9.4%	5.1%	14.5%
40s	21.8%	8.7%	30.5%	15.4%	7.6%	23.0%
30s	13.3%	4.5%	17.8%	19.8%	7.8%	27.5%
20s	3.6%	1.0%	4.6%	12.7%	3.1%	15.8%
Under 20	1.1%	1.0%	2.0%	3.7%	3.3%	7.0%
Sub Total	71.8%	27.8%	99.7%	68.9%	30.7%	99.6%
Corporation			0.3%			0.4%
<b>Total</b>			<b>100.0%</b>			<b>100.0%</b>

Active accounts by occupation as of June 30, 2016		Active accounts by regions as of June 30, 2016				
		Male	Female	Corp.	Total	
Corporate employee	43.7%	Tokyo Metropolitan District	13.9%	0.2%	49.6%	
Homemaker	10.3%					
Self-employed worker	8.8%					
Corporate executive	5.4%					
Civil servant	4.7%	Osaka District	5.4%	0.1%	18.0%	
Professional (e.g. Doctor)	2.0%	Nagoya District	3.2%	0.0%	11.7%	
Others	24.7%	Others	5.4%	0.1%	20.7%	
Corporation	0.3%	<b>Total</b>	<b>71.8%</b>	<b>27.8%</b>	<b>0.3%</b>	<b>100.0%</b>
<b>Total</b>	<b>100.0%</b>					

Notes: 1. Active accounts are the accounts with balance or the accounts which have traded more than once (including withdrawal) in the past 1 year  
2. Number of active comprehensive brokerage accounts excludes FX-only accounts

# Market and Transaction Data (8) Japan Segment - Monex, Inc. (Capital Adequacy Ratio)



	FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End
Non-fixed capital (JPY million)	41,927	43,199	43,242	43,219	40,961	42,664	37,127	35,453	33,321
Risk asset amount (JPY million)	11,024	10,548	11,111	10,223	10,834	10,649	11,039	10,571	10,006
Capital adequacy ratio	387.1%	409.5%	389.1%	422.7%	378.0%	400.6%	336.3%	335.3%	332.9%

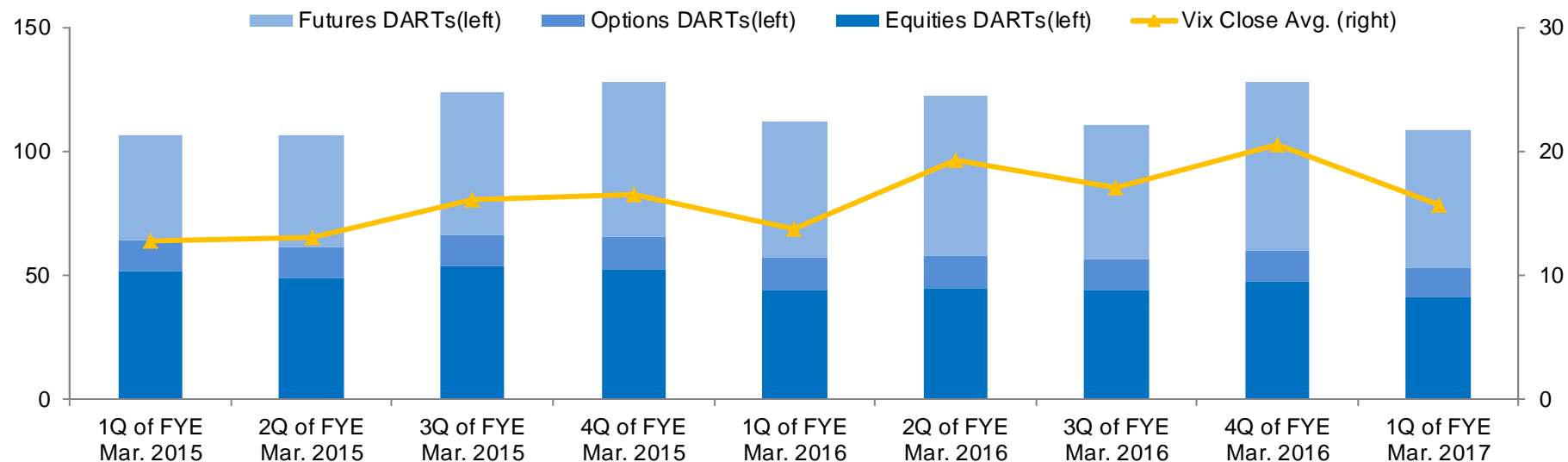
Note: Numbers above are calculated based on the Financial Instruments and Exchange Act of Japan

# Market and Transaction Data (9) U.S. Segment – TradeStation Group



## ◆ DARTs and VIX(\*)

(thousand)



\* VIX: Volatility Index indicating how the market views for the next 30 days

		FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
DARTs	Equities	51,770	49,184	53,967	52,570	44,163	44,842	44,446	47,887	41,374
	Options	12,357	12,632	12,197	13,210	12,908	12,878	12,477	12,069	11,472
	Futures	42,234	44,679	57,667	62,179	54,689	64,829	53,416	67,928	55,971
VIX	VIX Close Average	12.74	13.07	16.06	16.56	13.74	19.31	17.03	20.49	15.68

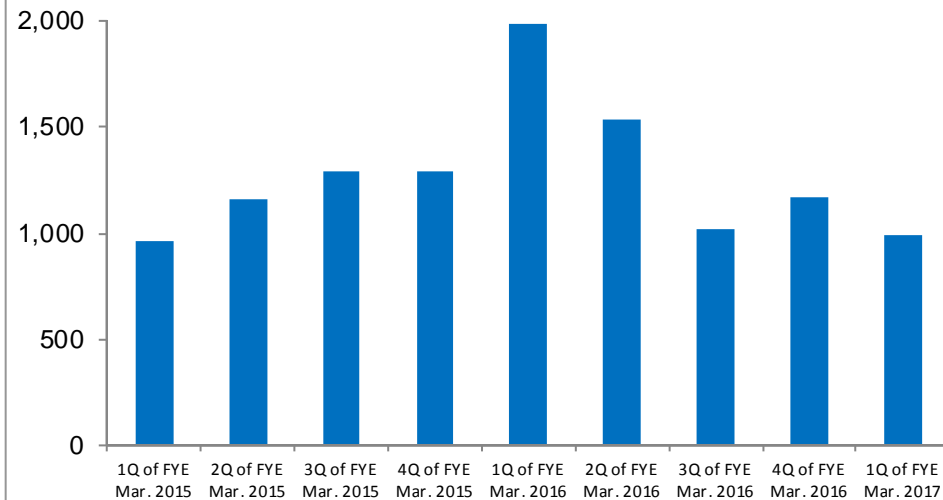


# Market and Transaction Data (10) China Segment - Monex Boom Securities

◆ Numbers of accounts with balances



◆ DARTs



	FYE Mar. 2015				FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Accounts with balances (end of each quarter)	10,570	10,661	10,719	10,802	10,986	11,159	11,129	11,178	11,261
DARTs	959	1,164	1,292	1,291	1,991	1,538	1,023	1,166	994

1. Market & Transaction Data
- 2. Financial Data**

We have adopted IFRSs since FYE March 2013 to improve the international comparability of financial information, while we engage in business activities with a focus of 3 major locations (Japan, the U.S. and China) with a view to creating a global online financial group

## ■ Consolidated financial statements for 1Q FYE March 2017

### Differences between IFRSs and JGAAP

- Difference in goodwill amortization: JPY 313 million in profit

Goodwill is not amortized under IFRSs

Annual impairment test is required in principle

- Difference in financial instruments transactions reserve: JPY -519 million in profit

Financial instruments transactions reserve is not recognized as liabilities under IFRSs and therefore reversal of financial instruments transactions reserve is also not recognized

# Consolidated financial results

(million yen)

	1Q FYE Mar. 2016	1Q FYE Mar. 2017	Variance	Change
Commission received	8,499	6,807	-1,692	-19.9%
Net trading income	1,813	1,309	-504	-27.8%
Financial income	3,670	3,271	-398	-10.8%
Other operating income	212	237	25	11.7%
Total operating revenue	14,194	11,624	-2,570	-18.1%
Other financial income	77	355	277	359.2%
Other income	26	520	495	1,919.6%
Total revenue	14,297	12,500	-1,797	-12.6%
Financial expenses	1,234	990	-244	-19.8%
Selling, general and administrative expenses (*)	10,517	10,118	-399	-3.8%
Other financial expenses	30	569	539	1,804.0%
Other expenses	9	253	243	2,596.4%
Equity in losses of affiliates	5	14	9	166.0%
Total expenses	11,796	11,944	148	1.3%
Quarterly profit before income taxes	2,501	556	-1,945	-77.8%
Income tax expense	769	323	-446	-58.0%
Quarterly profit	1,733	233	-1,499	-86.5%
Quarterly profit attributable to owners of the Company	1,733	261	-1,471	-84.9%

(\*) SG&A includes amortization expenses for the identified intangible assets acquired through the business combination





# Consolidated financial results (Reclassified)

Reclassified consolidated statement of income

(million yen)

	1Q FYE Mar. 2016	1Q FYE Mar. 2017	Variance	Change
Brokerage commissions	6,769	5,333	-1,436	-21.2%
Stocks and ETFs	4,974	3,662	-1,312	-26.4%
Options and Futures	1,795	1,671	-124	-6.9%
Underwriting and distribution commissions	19	26	7	35.3%
Subscription and distribution commissions	224	131	-93	-41.7%
Other commissions	1,487	1,318	-169	-11.4%
Margin forex trades commissions (OTC)	30	33	4	12.3%
Mutual funds agency commissions	468	374	-94	-20.1%
Others	989	911	-79	-7.9%
Net trading income	1,813	1,309	-504	-27.8%
Financial income	3,670	3,271	-398	-10.8%
Other operating income	212	237	25	11.7%
Total operating revenue	14,194	11,624	-2,570	-18.1%
Financial expenses	1,234	990	-244	-19.8%
Total operating revenue after deducting financial expenses	12,960	10,635	-2,325	-17.9%
Selling, general and administrative expenses (*)	10,517	10,118	-399	-3.8%
The amount equivalent to operating income	2,443	516	-1,926	-78.9%
Other income	103	875	772	749.6%
Other expenses	45	836	791	1,772.5%
Quarterly profit before income taxes	2,501	556	-1,945	-77.8%
Income taxes	769	323	-446	-58.0%
Quarterly profit	1,733	233	-1,499	-86.5%
Quarterly profit attributable to owners of the Company	1,733	261	-1,471	-84.9%

(\*) SG&A include amortization expenses for the identified intangible assets acquired through business combination

# Consolidated financial results (SG&A)

The details of SG&A in consolidated statement of income

(million yen)

	1Q FYE Mar. 2016	1Q FYE Mar. 2017	Variance	Change
Transaction-related expenses	3,522	2,837	-685	-19.5%
Commissions paid	1,371	1,087	-284	-20.7%
Exchange and association dues	323	229	-94	-29.0%
Communication, freight and information expenses	1,080	821	-258	-23.9%
Advertising expenses	713	661	-52	-7.4%
Others	36	39	3	8.2%
Compensation and benefits	2,881	2,571	-310	-10.8%
Rental and maintenance	653	678	25	3.8%
Rental expenses	201	215	14	7.2%
Maintenance expenses	453	463	10	2.3%
Data processing and office supplies	1,416	1,469	52	3.7%
Data processing	1,404	1,452	47	3.4%
Office supplies	12	17	5	41.6%
Amortization and depreciation (*)	1,154	1,580	426	36.9%
Taxes other than income taxes	152	163	11	7.5%
Other operating expenses	738	820	82	11.1%
<b>Total selling, general and administrative expenses</b>	<b>10,517</b>	<b>10,118</b>	<b>-399</b>	<b>-3.8%</b>

(\*) Amortization and depreciation includes amortization expenses for the identified intangible assets acquired through business combination

# Quarterly consolidated financial results



(JPY million)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Commission received	8,499	8,872	7,345	7,435	6,807
Net trading income	1,813	1,934	1,432	1,491	1,309
Financial income	3,670	3,753	3,950	3,237	3,271
Other operating income	212	213	211	202	237
Total operating revenue	14,194	14,773	12,938	12,366	11,624
Other financial income	77	-50	979	-368	355
Other income	26	-4	8	2	520
Total revenue	14,297	14,719	13,926	12,000	12,500
Financial expenses	1,234	1,283	1,139	973	990
Selling, general and administrative expenses (*)	10,517	10,277	10,078	10,523	10,118
Other financial expenses	30	123	912	-222	569
Other expenses	9	233	2,438	226	253
Equity in losses of equity method investments	5	15	32	15	14
Total expenses	11,796	11,930	14,600	11,516	11,944
Quarterly profit before income taxes	2,501	2,789	-674	484	556
Income tax expense	769	976	-311	150	323
Quarterly profit	1,733	1,813	-363	334	233
Quarterly profit attributable to owners of the Company	1,733	1,816	-348	355	261

(\*) SG&A includes amortization expenses for the identified intangible assets acquired through the business combination



## Quarterly consolidated financial results (Reclassified)

Reclassified consolidated statement of income

(JPY million)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Brokerage commissions	6,769	7,061	5,651	5,836	5,333
Stocks and ETFs	4,974	4,940	3,956	3,926	3,662
Options and Futures	1,795	2,122	1,695	1,910	1,671
Underwriting and distribution commissions	19	11	103	20	26
Subscription and distribution commissions	224	236	140	191	131
Other commissions	1,487	1,564	1,452	1,387	1,318
Margin forex trades commissions (OTC)	30	30	22	35	33
Mutual funds agency commissions	468	448	435	386	374
Others	989	1,086	995	966	911
Net trading income	1,813	1,934	1,432	1,491	1,309
Financial income	3,670	3,753	3,950	3,237	3,271
Other operating income	212	213	211	202	237
Total operating revenue	14,194	14,773	12,938	12,366	11,624
Financial expenses	1,234	1,283	1,139	973	990
Total operating revenue after deducting financial expenses	12,960	13,490	11,799	11,393	10,635
Selling, general and administrative expenses (*)	10,517	10,277	10,078	10,523	10,118
The amount equivalent to operating income	2,443	3,213	1,721	870	516
Other income	103	-54	987	-366	875
Other expenses	45	371	3,382	20	836
Quarterly profit before income taxes	2,501	2,789	-674	484	556
Income taxes	769	976	-311	150	323
Quarterly profit	1,733	1,813	-363	334	233
Quarterly profit attributable to owners of the Company	1,733	1,816	-348	355	261

(\*) SG&amp;A includes amortization expenses for the identified intangible assets acquired through the business combination



## Quarterly consolidated financial results (SG&A)

The details of SG&A in consolidated statement of income

(JPY million)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Transaction-related expenses	3,522	3,544	3,365	3,430	2,837
Commissions paid	1,371	1,502	1,238	1,201	1,087
Exchange and association dues	323	325	249	257	229
Communication, freight and information expenses	1,080	1,022	993	1,292	821
Advertising expenses	713	661	834	640	661
Others	36	34	50	42	39
Compensation and benefits	2,881	2,618	2,561	2,591	2,571
Rental and maintenance	653	637	584	623	678
Rental expenses	201	199	202	204	215
Maintenance expenses	453	439	381	419	463
Data processing and office supplies	1,416	1,427	1,434	1,657	1,469
Data processing	1,404	1,406	1,418	1,636	1,452
Office supplies	12	21	15	21	17
Amortization and depreciation (*)	1,154	1,209	1,216	1,331	1,580
Taxes other than income taxes	152	118	119	115	163
Other operating expenses	738	723	799	775	820
Total selling, general and administrative expenses	10,517	10,277	10,078	10,523	10,118

(\*) Amortization and depreciation includes amortization expenses for the identified intangible assets acquired through the business combination

# Quarterly consolidated financial results (Other income and other expenses)

(JPY million)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Other financial income	77	-50	979	-368	355
Dividends income	15	5	5	5	4
Gain or loss on Financial instruments for risk hedging	57	-57	2	-2	-
Others	5	3	973	-372	350
Other income	26	-4	8	2	520
Reversal of allowance for loss on cancellation of outsourcing contract	-	-	-	-	508
Others	26	-4	8	2	12
<b>Total of other income</b>	<b>103</b>	<b>-54</b>	<b>987</b>	<b>-366</b>	<b>875</b>

Other financial expenses	30	123	912	-222	569
Gain or loss on Financial instruments for risk hedging	-	85	-85	88	227
Others	30	38	998	-310	342
Other expenses	9	233	2,438	226	253
Loss on disposal on fixed assets	-	49	5	55	44
Loss on business restructuring	-	-	-	132	145
Loss on cancellation of outsourcing contract*	-	43	2,361	48	-
Others	9	141	72	-9	64
Equity in losses of equity method investments	5	15	32	15	14
<b>Total of other expenses</b>	<b>45</b>	<b>371</b>	<b>3,382</b>	<b>20</b>	<b>836</b>

(\*) Loss on cancellation of outsourcing contract includes Provision of allowance for loss on cancellation of outsourcing contract

# Quarterly financial results by segment

	FYE Mar. 2015			FYE Mar. 2016												FYE Mar. 2017		
	4Q			1Q			2Q			3Q			4Q			1Q		
	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN
Commission received	5,112	3,057	99	5,394	2,975	163	5,415	3,379	114	4,324	2,968	86	4,297	3,084	90	3,953	2,807	74
Net trading income	1,542	312	0	1,544	269	-0	1,596	338	-0	1,176	256	-0	1,359	132	0	1,309	-	-0
Financial income	2,187	1,524	43	2,248	1,409	58	2,189	1,561	56	2,470	1,490	58	1,953	1,276	59	1,977	1,276	61
Sales	-	60	-	-	-	-	-	1,155	-	-	19	-	-	1,219	-	-	22	-
Other operating income	41	175	35	47	273	46	47	316	46	57	456	33	63	336	27	89	383	33
Total operating revenue	8,882	5,128	178	9,232	4,927	267	9,247	6,748	216	8,027	5,189	177	7,672	6,048	176	7,328	4,488	168
Other financial income	226	-	0	671	195	-	506	-30	-	623	-3	-	1,182	-111	-	787	-	-
Other income	47	-	101	22	11	1	19	-4	-1	18	-7	-	4	-	-	536	-	-
Equity in profits of equity method investments	12	-	-	11	-	-	1	-	-	13	-	-	5	-	-	-	-	-
Total revenue	9,166	5,128	278	9,936	5,132	267	9,774	6,714	215	8,681	5,179	177	8,863	5,937	176	8,651	4,488	168
Financial expenses	684	982	1	640	591	3	614	668	1	532	607	1	569	403	1	538	494	1
Cost of sales	-	55	-	-	-	-	-	1,010	-	-	17	-	-	1,076	-	-	19	-
Selling, general and administrative expenses (*)	5,300	4,312	228	5,774	4,751	190	5,848	4,485	193	5,824	4,415	205	5,874	4,741	171	6,068	4,191	167
Other financial expenses	229	-68	3	793	71	-	618	83	-	531	90	-	1,170	98	-	988	12	-
Other expenses	27	114	3	29	-	2	68	158	2	2,397	35	1	84	190	-1	69	185	2
Equity in losses of equity method investments	-	-	79	-	-	16	-	-	16	-	-	45	-	-	20	7	-	7
Total expenses	6,240	5,396	314	7,237	5,413	210	7,148	6,404	212	9,284	5,164	252	7,698	6,508	191	7,669	4,901	178
Quarterly income before income taxes	2,927	-267	-36	2,699	-281	57	2,626	310	3	-603	16	-75	1,165	-570	-15	981	-413	-10
Income tax expense	1,032	-81	1	888	-138	11	867	158	2	-211	-93	-6	488	-300	-10	336	-15	1
Quarterly profit	1,894	-187	-36	1,811	-142	46	1,758	152	1	-392	109	-70	677	-271	-5	645	-398	-11
Quarterly profit attributable to owners of the Company	1,894	-187	-36	1,811	-142	46	1,761	152	1	-378	109	-70	698	-271	-5	673	-398	-11

(\*) SG&A in U.S. and China segment includes amortization expenses for the identified intangible assets each generated from acquisition of TradeStation and Monex Boom Securities Group

# Quarterly financial results by segment (Reclassified)

Reclassified statement of income

	FYE Mar. 2015			FYE Mar. 2016												FYE Mar. 2017		
	4Q			1Q			2Q			3Q			4Q			1Q		
	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN
Brokerage commissions	4,205	2,250	99	4,488	2,153	161	4,529	2,454	114	3,503	2,093	85	3,513	2,265	90	3,274	2,012	74
Stocks and ETFs	4,039	577	99	4,316	529	161	4,304	557	114	3,367	533	85	3,318	549	90	3,138	477	74
Options and Futures	166	1,672	-	172	1,623	-	225	1,896	-	135	1,560	-	195	1,715	-	136	1,534	-
Underwriting & distribution com.	20	-	-	19	-	-	11	-	-	103	-	-	20	-	-	26	-	-
Subscription & distribution com.	217	-	-	224	-	-	236	-	-	140	-	-	191	-	-	131	-	-
Other commissions	670	808	0	663	822	2	638	925	0	579	875	0	573	819	0	522	796	0
Margin forex trades com. -OTC	34	-	-	30	-	-	30	-	-	22	-	-	35	-	-	33	-	-
Mutual funds agency com.	445	-	-	468	-	-	448	-	-	435	-	-	386	-	-	374	-	-
Others	191	808	0	165	822	2	160	925	0	122	875	0	152	819	0	115	796	0
Net trading income	1,542	312	0	1,544	269	-0	1,596	338	-0	1,176	256	-0	1,359	132	0	1,309	-	-0
Financial income	2,187	1,524	43	2,248	1,409	58	2,189	1,561	56	2,470	1,490	58	1,953	1,276	59	1,977	1,276	61
Sales	-	60	-	-	-	-	-	1,155	-	-	19	-	-	1,219	-	-	22	-
Other operating income	41	175	35	47	273	46	47	316	46	57	456	33	63	336	27	89	383	33
Total operating revenue	8,882	5,128	178	9,232	4,927	267	9,247	6,748	216	8,027	5,189	177	7,672	6,048	176	7,328	4,488	168
Financial expenses	684	982	1	640	591	3	614	668	1	532	607	1	569	403	1	538	494	1
Cost of sales	-	55	-	-	-	-	-	1,010	-	-	17	-	-	1,076	-	-	19	-
Total operating revenue after deducting financial expenses and cost of sales	8,198	4,091	176	8,592	4,336	264	8,633	5,071	215	7,495	4,565	176	7,103	4,569	175	6,790	3,976	167
SG&A (*)	5,300	4,312	228	5,774	4,751	190	5,848	4,485	193	5,824	4,415	205	5,874	4,741	171	6,068	4,191	167
The amount equivalent to operating income	2,898	-221	-52	2,817	-415	74	2,785	586	22	1,671	150	-29	1,229	-172	4	722	-216	-1
Other income	284	-	101	704	206	1	527	-34	-1	654	-10	-	1,192	-111	-	1,323	-	-
Other expenses	256	46	84	822	71	18	686	242	18	2,928	125	46	1,255	288	19	1,064	197	9
Quarterly profit before income taxes	2,927	-267	-36	2,699	-281	57	2,626	310	3	-603	16	-75	1,165	-570	-15	981	-413	-10
Income tax expense	1,032	-81	1	888	-138	11	867	158	2	-211	-93	-6	488	-300	-10	336	-15	1
Quarterly profit	1,894	-187	-36	1,811	-142	46	1,758	152	1	-392	109	-70	677	-271	-5	645	-398	-11
Quarterly profit attributable to owners of the Company	1,894	-187	-36	1,811	-142	46	1,761	152	1	-378	109	-70	698	-271	-5	673	-398	-11

(\*) SG&A in U.S. and China segment includes amortization expenses for the identified intangible assets each generated from acquisition of TradeStation and Monex Boom Securities Group 23





# Quarterly financial results by segment (SG&A)

The details of SG&A in statement of income

(JPY million)

	FYE Mar. 2015			FYE Mar. 2016												FYE Mar. 2017		
	4Q			1Q			2Q			3Q			4Q			1Q		
	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN
Transaction-related expenses	1,680	1,783	56	1,656	1,856	45	1,638	1,898	57	1,681	1,714	55	1,381	2,040	47	1,320	1,502	46
Commissions paid	389	1,081	14	344	1,048	14	354	1,172	15	333	929	11	292	933	14	293	812	12
Exchange and association dues	235	60	1	261	62	-	254	71	-	198	52	-	215	42	-	187	42	-
Communication, freight and information expenses	596	465	23	588	470	22	558	453	22	528	431	22	460	810	22	462	339	20
Advertising expenses	422	176	17	427	277	9	439	202	19	573	301	21	373	255	11	339	309	13
Others	39	0	1	35	0	0	33	0	1	50	0	0	41	0	0	38	0	0
Compensation and benefits	904	1,465	107	1,050	1,740	92	1,021	1,515	81	1,008	1,477	77	968	1,564	59	1,002	1,500	69
Rental and maintenance	500	95	20	646	96	14	666	101	15	680	113	15	680	107	14	773	117	13
Rental expenses	101	88	18	103	85	13	103	83	13	97	93	13	101	91	12	106	97	11
Maintenance expenses	399	8	1	543	11	1	563	18	2	583	20	2	579	16	2	666	19	1
Data processing and office supplies	1,392	0	14	1,404	0	11	1,414	0	13	1,400	0	34	1,631	0	27	1,454	0	15
Data processing	1,377	0	13	1,393	0	11	1,394	0	12	1,385	0	34	1,610	0	26	1,437	0	14
Office supplies	15	-	1	11	-	1	20	-	1	15	-	0	21	-	0	17	-	0
Amortization and depreciation (*)	552	484	26	685	446	23	758	428	23	731	463	22	858	453	21	1,091	470	19
Taxes other than income taxes	102	8	1	144	8	-	110	8	-	110	8	-	107	8	-	153	9	-
Other operating expenses	170	477	5	189	605	4	241	534	4	214	640	3	249	569	3	275	593	6
Total selling, general and administrative expenses	5,300	4,312	228	5,774	4,751	190	5,848	4,485	193	5,824	4,415	205	5,874	4,741	171	6,068	4,191	167

(\*) Amortization and depreciation in U.S. and China segment includes amortization expenses for the identified intangible assets each acquired from TradeStation and Monex Boom Securities Group

# Quarterly financial results by segment (Other income and other expenses)

(JPY million)

	FYE Mar. 2015			FYE Mar. 2016												FYE Mar. 2017		
	4 Q			1Q			2Q			3Q			4Q			1Q		
	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN	JPN	U.S.	CHN
Gain or loss on Financial instruments for risk hedging	-	133	-	-138	195	-	-112	-30	-	90	-3	-	21	-111	-	-215	-12	-
Gain on sale of investments in subsidiaries	-	-	100	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loss on disposal on fixed assets	0	-30	-	-	-	-	-	-49	-	-	-5	-	-	-55	-	-22	-25	-
Loss on business restructuring	-	-47	-	-	-	-	-	-	-	-	-	-	-	-132	-	-	-145	-
Loss on cancellation of outsourcing contract*	-3	-	-	-	-	-	-43	-	-	-2,361	-	-	-48	-	-	-	-	-
Equity in profits or losses of equity method investments	12	-	-79	11	-	-16	1	-	-16	13	-	-45	5	-	-20	-7	-	-7
Interest on loans payable from subsidiaries and associates	-	-44	-	-	-47	-	-	-54	-	-	-64	-	-	-52	-	-	-	-
Reversal of allowance for loss on cancellation of outsourcing contract	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	508	-	-
Others	20	-59	-5	9	-13	-1	-5	-143	-3	-16	-62	-1	-42	-48	1	-5	-16	-2
Other income and other expenses (Net)	29	-46	16	-118	134	-17	-159	-276	-18	-2,274	-135	-46	-63	-399	-19	259	-197	-9

(\*) Loss on cancellation of outsourcing contract includes Provision of allowance for loss on cancellation of outsourcing contract



## U.S. Segment :Quarterly financial results (Reclassified) (in USD)

Reclassified statement of income

(USD thousand)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Brokerage commissions	17,714	20,168	17,244	19,496	18,589
Stocks and ETFs	4,356	4,580	4,393	4,729	4,412
Options and Futures	13,359	15,587	12,851	14,767	14,177
Underwriting and distribution commissions	-	-	-	-	-
Subscription and distribution commissions	-	-	-	-	-
Other commissions	6,768	7,606	7,206	7,071	7,352
Net trading income	2,218	2,777	2,112	1,183	-
Financial income	11,599	12,830	12,274	11,053	11,793
Sales	-	9,496	165	10,263	200
Other operating income	2,244	2,598	3,755	2,901	3,538
Total operating revenue	40,543	55,474	42,755	51,967	41,473
Financial expenses	4,863	5,488	4,997	3,537	4,563
Cost of sales	-	8,303	144	9,053	174
Total operating revenue after deducting financial expenses	35,680	41,683	37,613	39,377	36,736
Selling, general and administrative expenses (*)	39,097	36,862	36,375	40,774	38,728
The amount equivalent to operating income	-3,417	4,821	1,239	-1,397	-1,993
Other income	1,692	-280	-78	-909	-
Other expenses	586	1,987	1,031	2,439	1,822
Quarterly profit before income taxes	-2,311	2,554	130	-4,745	-3,815
Income taxes	-1,139	1,301	-766	-2,503	-136
Quarterly profit	-1,172	1,254	896	-2,241	-3,679
Quarterly profit attributable to owners of the Company	-1,172	1,254	896	-2,241	-3,679

(\*) SG&amp;A includes amortization expenses for the identified intangible assets generated from acquisition of TradeStation



## U.S. Segment :Quarterly financial results (SG&amp;A) (in USD)

The details of SG&amp;A in statement of income

(USD thousand)

	FYE Mar. 2016				FYE Mar. 2017
	1Q	2Q	3Q	4Q	1Q
Transaction-related expenses	15,277	15,601	14,120	17,507	13,875
Commissions paid	8,626	9,632	7,659	8,069	7,502
Exchange and association dues	507	583	427	366	386
Communication, freight and information expenses	3,864	3,722	3,555	6,874	3,132
Advertising expenses	2,278	1,664	2,478	2,196	2,853
Others	2	1	1	2	1
Compensation and benefits	14,319	12,455	12,168	13,473	13,862
Rental and maintenance	786	830	930	917	1,077
Rental expenses	696	682	765	782	899
Maintenance expenses	90	148	165	136	178
Data processing and office supplies	2	1	1	2	2
Data processing	2	1	1	2	2
Office supplies	-	-	-	-	-
Amortization and depreciation (*)	3,673	3,518	3,818	3,898	4,342
Taxes other than income taxes	63	65	68	70	88
Other operating expenses	4,976	4,392	5,270	4,905	5,483
Total selling, general and administrative expenses	39,097	36,862	36,375	40,774	38,728

(\*) Amortization and depreciation includes amortization expenses for the identified intangible assets generated from acquisition of TradeStation

# Consolidated statement of financial position (1)

## ■ Assets

(JPY million)

	As of Mar. 31, 2016	As of Jun. 30, 2016
Cash and cash equivalents	61,902	84,924
Cash segregated as deposits	497,442	475,799
Trading securities and other	2,945	2,977
Derivative assets	19,153	21,292
Investments in securities	3,707	3,710
Margin transaction assets	149,236	136,239
Loans on margin transactions	145,647	132,957
Cash collateral pledged for securities borrowing on margin transactions	3,589	3,282
Loans secured by securities	31,628	39,636
Cash collateral pledged for securities borrowed	31,628	39,636
Other financial assets	64,272	44,849
Guarantee deposits	27,721	27,024
Accrued income	3,382	3,355
Loans receivable	29,980	10,175
Others	3,190	4,295

	As of Mar. 31, 2016	As of Jun. 30, 2016
Property and equipment	2,457	2,224
Intangible assets	53,053	51,033
Goodwill	17,296	16,355
Identifiable intangible assets	13,805	12,419
Other	21,951	22,260
Equity method investments	1,125	1,086
Deferred tax assets	8	46
Other assets	1,187	1,561
Total assets	888,116	865,376

# Consolidated statement of financial position (2)

## ■ Liabilities

	As of Mar. 31, 2016	As of Jun. 30, 2016
Trading securities and other	-	13
Derivative liabilities	7,178	4,786
Margin transaction liabilities	33,006	24,701
Borrowings on margin transactions	15,178	13,437
Cash received for securities lending on margin transactions	17,828	11,263
Loans payables secured by securities	71,974	87,049
Cash received on debt credit transaction of securities	71,974	87,049
Deposits received	350,904	353,239
Guarantee deposits received	170,666	165,148
Bonds and loans payable	154,261	134,677
Loans payable	137,535	114,825
Bonds payable	16,726	19,852
Other financial liabilities	5,868	5,717
Provisions	2,556	2,072
Income taxes payable	1,505	200
Deferred tax liabilities	3,161	3,539
Other liabilities	1,014	911
<b>Total liabilities</b>	<b>802,094</b>	<b>782,052</b>

## ■ Equity

(JPY million)

	As of Mar. 31, 2016	As of Jun. 30, 2016
Common stock	10,394	10,394
Additional-paid in capital	40,510	40,547
Treasury stock	-	-1,000
Retained earnings	22,380	21,902
Accumulated other comprehensive income	12,532	11,058
Valuation difference on available-for-sale financial assets	3,369	3,930
Changes in fair value of hedging items	600	736
Foreign currency translation adjustment	8,476	6,309
Accumulated other comprehensive income for equity method investments	86	83
Equity attributable to owners of the Company	85,816	82,900
Non-controlling interests	207	424
<b>Total equity</b>	<b>86,022</b>	<b>83,324</b>

# Consolidated statement of financial position (3)

## Investments in securities

(JPY million)

	As of Mar. 31, 2016	As of Jun. 30, 2016	measurement method	Description
Investments in securities	3,707	3,710		
Fair Value Through Profit or Loss (Level 1)	-	-	Quoted prices (unadjusted) in active markets for identical assets or liabilities	
Available-for-sale financial assets				
Level 1	980	938	Quoted prices (unadjusted) in active markets for identical assets or liabilities	See the details below
Level 2	-	-	Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly	
Level 3	2,727	2,772	Unobservable inputs for the asset or liability	ex. unlisted securities, investment partnership, Akatsuki FG*
Held-to-maturity securities	-	-	Securities are measured at amortized cost	

### Details of Available-for-sale Financial Assets Level 1

	As of Mar. 31, 2016	As of Jun. 30, 2016
MMF	163	163
Asia FOF linked investment trust	689	691
Others	128	84
Total	980	938

### \*About evaluation of fair value in Akatsuki FG (bond and option)

(Balance of statement of financial position)	As of Dec. 31, 2015	As of Mar. 31, 2016	As of Jun. 30, 2016
Evaluation of fair value in bond and option	331	289	243

(Process of consolidated statement of income(3 months))	3Q FYE Mar.2016	4Q FYE Mar.2016	1Q FYE Mar.2017
Financial income accrued from stock, bond and option	-3	-42	-45