

# **Financial Results**

# 1Q of Fiscal Year Ending March 31, 2006 July 20, 2005

This is an English translation of Japanese presentation material prepared for IR conference held on the above date; it includes the information on consolidated financial summary under Japanese GAAP for FYE March 2006. If there is any discrepancy between a statement in English and a statement in Japanese, the Japanese statement is always controlling.

#### **Forward-looking Statements**

Statements made at this presentation and in this material include forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our business and the industry. These forward-looking statements are subject to various risks and uncertainties. These statements discuss future expectations and plans, identify strategies, contain projections of results of operations and of our financial condition, and state other "forward-looking" information. Known and unknown risks, uncertainties and other factors could cause the actual results to differ materially from expected results contained in any forward-looking statements. Potential risks and uncertainties include, without limitation, our ability to continue to attract and retain customers and their assets; our ability to make our operations profitable; changes in the demand for brokerage services in Japan; our ability to continue to expand and maintain our computers and electronic systems and to avoid failures of these systems; and our ability to maintain our relationship with our founding shareholders. This does not correspond to US GAAP.

#### Monex Beans Holdings, Inc.

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2. Business Model and Future
Development

#### Financial Summary: 1Q of FYE Mar. 31, 2005 vs. 1Q of FYE Mar. 31, 2006

(in million yen, %)

	1Q of FYE Mar. 31, 2005 (Apr. 2004-Jun. 2004)	1Q of FYE Mar. 31, 2006 (Apr. 2005-Jun. 2005)	Change
Operating Revenues	5,764	6,151	6.7%
Net Operating Revenues	5,440	5,774	6.2%
SG&A	2,806	2,781	0.9%
Operating Income	2,633	2,993	13.6%
Ordinary Income	2,645	2,998	13.4%
Net Income	2,531	1,433	43.4%

(in million yen, %)

	1Q of FYE Mar. 31, 2005 (as of Jun. 30, 2004)	1Q of FYE Mar. 31, 2006 (as of Jun. 30, 2005)	Change
<b>Total Assets</b>	192,503	240,523	24.9%
Net Assets	25,210	29,420	16.7%
Capital Adequacy Ratio	511.3%	451.6%	-
Cash and Deposits	26,756	26,784	0.1%

Please note that, unless otherwise stated, the figures in this material show the consolidated figures of MBH and its group companies (i.e. Monex and Nikko Beans) and those figures before 2Q of FYE Mar. 31, 2005 are the simple sums of those of Monex and Nikko Beans. All statements in this presentation material are based on this premise.

#### Financial Summary: 4Q of FYE Mar. 31, 2005 vs. 1Q of FYE Mar. 31, 2006

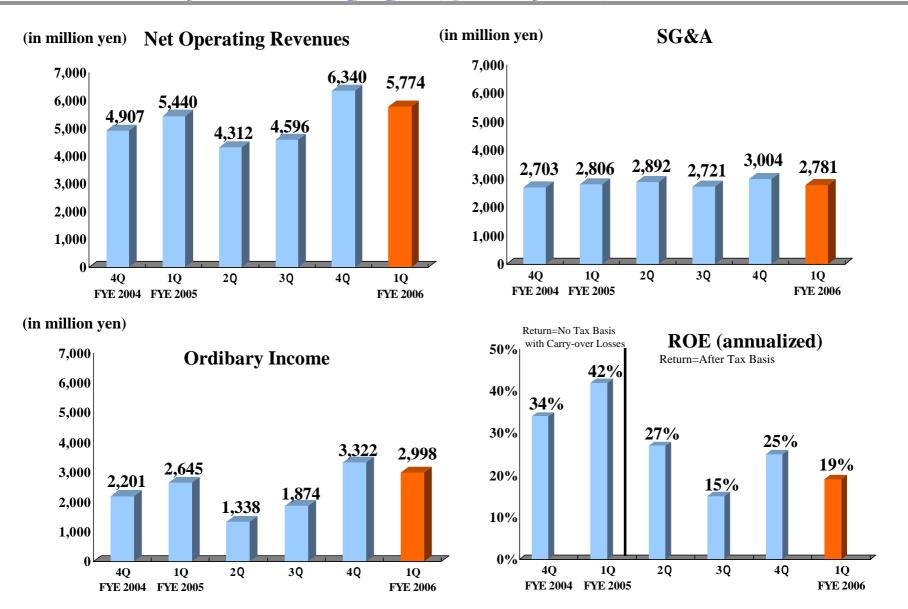
(in million yen, %)

	4Q of FYE Mar. 31,2005 (Jan. 2005-Mar. 2005)	1Q of FYE Mar. 31,2006 (Apr. 2005-Jun. 2005)	Change
Operating Revenues	6,533	6,151	5.8%
Net Operating Revenues	6,340	5,774	8.9%
SG&A	3,004	2,781	7.4%
Operating Income	3,336	2,993	10.3%
Ordinary Income	3,322	2,998	9.7%
Net Income	1,784	1,433	19.7%

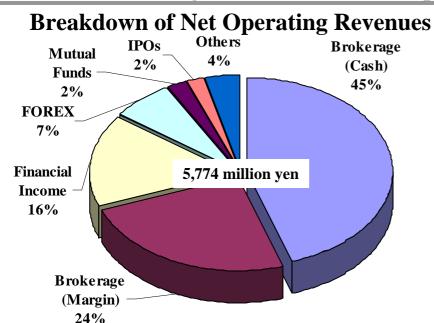
(in million yen, %)

			(III IIIIIIIIIIII yell, 70)
	4Q of FYE Mar. 31,2005 (as of Mar. 31, 2005)	1Q of FYE Mar. 31,2006 (as of Jun. 30, 2005)	Change
Total Assets	232,091	240,523	3.6%
Net Assets	29,811	29,420	1.3%
Capital Adequacy Ratio	470.6%	451.6%	-
Cash and Deposits	26,004	26,784	3.0%

#### Financial Summary: Financial Highlights (Quarterly Basis)



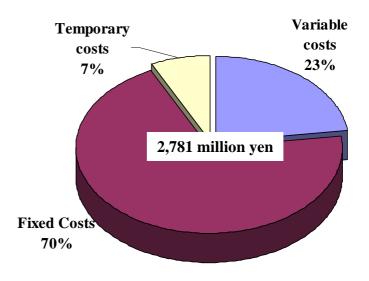
#### Financial Summary: Breakdown of Net Operating Revenues and SG&A





- 1. Revenues other than stock brokerage account for more than 15% of total revenues
- 2. Multi revenue structure will be achieved through the development of new businesses; Alternative investments business etc.

#### Breakdown of SG&A



#### <Points>

- 1. The merger related costs was recognized in this quarter. System related running costs are to be cut significantly from 2Q of FYE 2006
- 2. Low cost structure leads to stable income even when stock markets are stagnant

#### **Break-even Point Analysis**

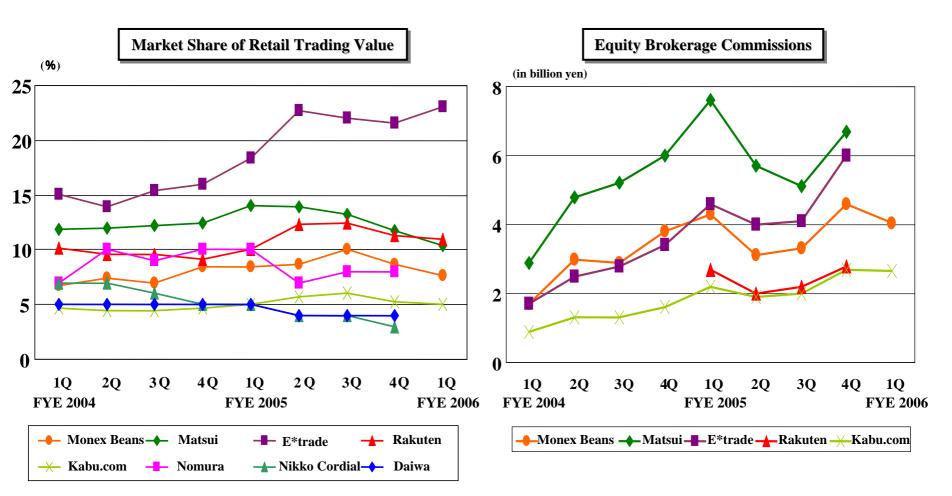
#### TSE 1<sup>st</sup> Trading Volume Per Business Day = **Approx. 400 million shares**

This estimate is based on the following assumptions: "Trading volume share on TSE" and

"Revenues excluding brokerage commissions" remain the same figures as those of 1Q of FYE Mar. 31, 2006.

\* Formula: TSE 1st Trading Volume × (Fixed Costs-Non-Equity Brokerage Commission)/(Equity Brokerage Commission+Financial Income-Variable costs)

#### **Comparison with Others: Retail Trading Value & Equity Brokerage Commissions**



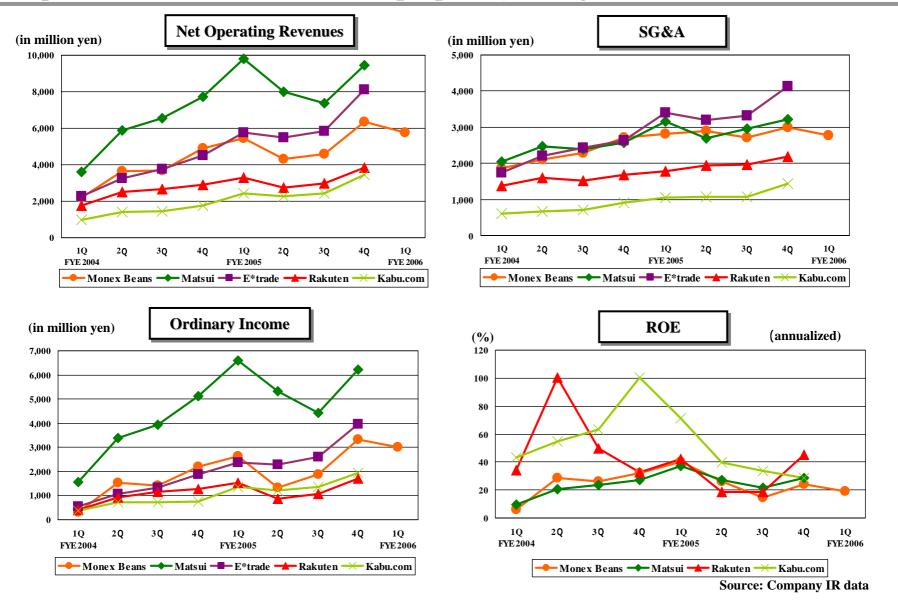
Source: Company IR data

Note: Market share is that of trading value of Japan's three major stock

exchanges + JASDAQ

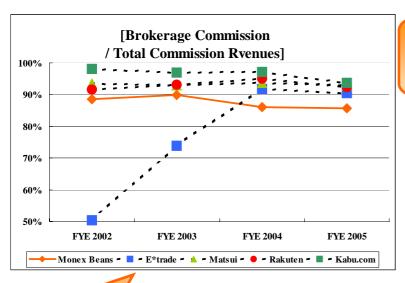
Source: Company IR data

#### **Comparison with Others: Financial Highlights (Quarterly Basis)**

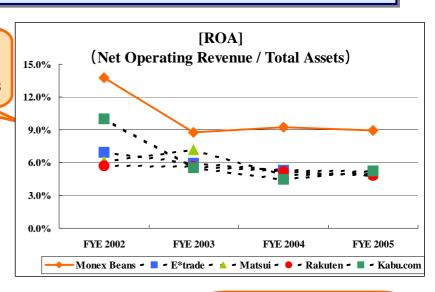


#### Comparison with Others: Diversified Revenue Portfolio & Stable Earning Structure

IPOs, Mutual Funds, FOREX, etc Stable Revenue Source, Not vulnerable to Bear Market



Highest ROA among major online brokers

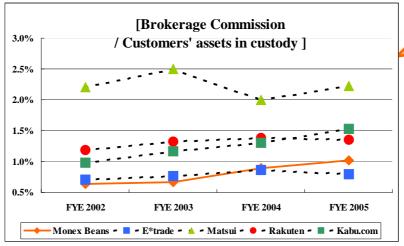


Lowest dependency on brokerage commission revenues Achievement of

Achievement of multi-revenue structure

#### Note:

- -Matsui:Consolidated accounting base
- -Rakuten, E\*trade : Consolidated accounting base (from FYE 2005)
- -Monex Beans: Consolidated accounting base (from FYE 2005), (Before FYE 2005= simple sum of Monex and Nikko Beans)



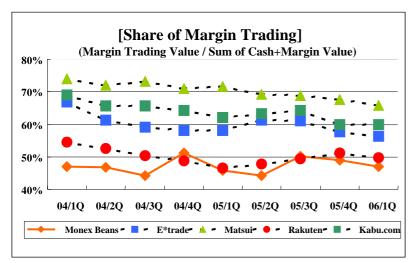
Build financial infrastructure to support clients' asset planning, not dependent on short term trading

Source: Company IR Data etc.

#### Comparison with Others: Cash/Margin Brokerage

**Cash Brokerage : Margin Brokerage = 50% : 50%** 

**Realize Balanced Revenue Sources** 



Source: Company IR Data etc.

# Monex Beans' Dependency on Margin Trading = Approx. 50%



#### **Mainly for Beginners**

#### <Cash Brokerage >

**Expected strong revenue** growth in bull market

Strong potential for further growth

Long term investment style Constant revenue sources

#### [Our Services]

- -Emphasis on communication
- -Various services to support cash investors
- -Investors Education Support

#### **Mainly for Active Traders**

#### <Margin Brokerage>

Generate stable revenue even in box market

#### Two revenue sources

- Commission
- Financial income

Further growth potential in margin trading related business

#### [Our Services]

- -Competitive commission table and trading tools
- -Appropriate credit analysis
- -Strengthened financial base resulting from the merger

#### **Comparison of Customer's Trading Trends Between Pre- and Post-Merger**

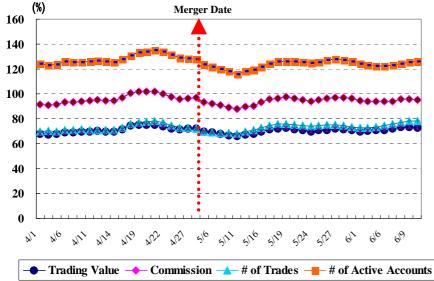
#### **Trading Trends of former - Monex and Beans Customers**

#### [ Analysis ]

No change found in trading trends of former-Monex and Nikko Beans customers after Merger (May 1, 2005)

#### Former-Monex Clients Trading Trends

[Assuming Nikko Beans Customers=100%]

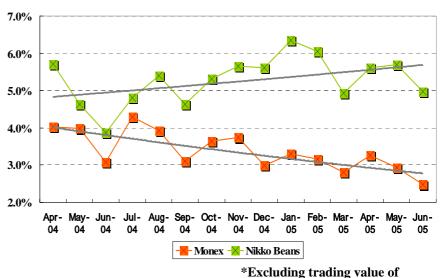


<sup>\*</sup>Excluding overlapping accounts, etc.

#### [ Assumption ]

Active customers of Monex already moved before Merger to Nikko Beans, which had a more advantageous commission system for active traders

#### Market Share of Retail Trading Value



\*Excluding trading value of new accounts opened after Merger (May. 2005)

#### Effects of Business Merger: Further Expansion of Revenues and Reduction of Costs

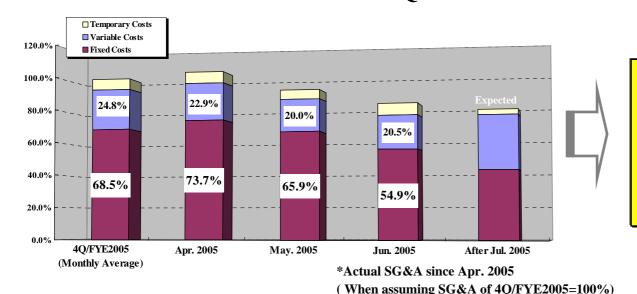
# Full-line services contribute to expansion of customer base

Effects of IT cost reduction will be realized after 2Q/FYE2006



20% SG&A Reduction

(Compared to that of 4Q/FYE2005)



[Jun. 2005]

Approx. 18% Reduction

(Compared to that of 4Q/FYE2005, excluding temporary costs)

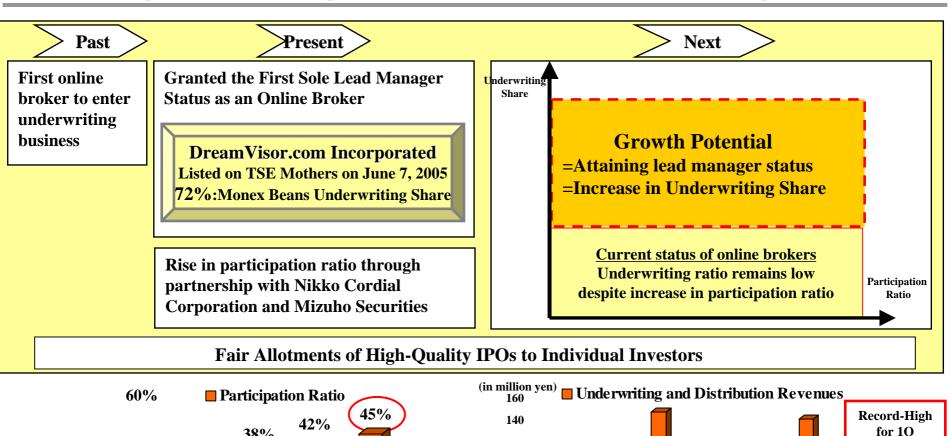
[After Jul. 2005]

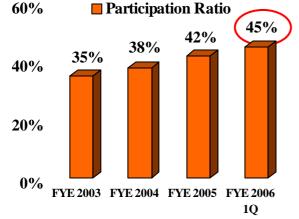
Expecting Over 20% Reduction!

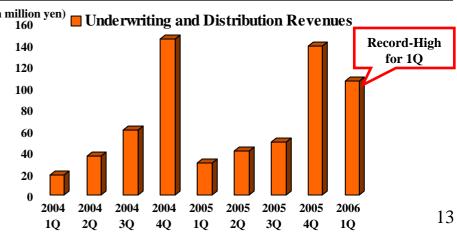
Merger Cost (1Q/FYE2006)

·IT system integration costs: Approximately 450 million yen

#### **Underwriting Business: Aiming to Boost Revenue as the Sole Lead Manager**

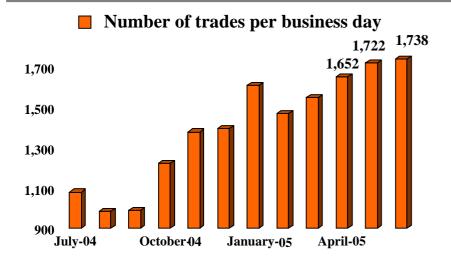






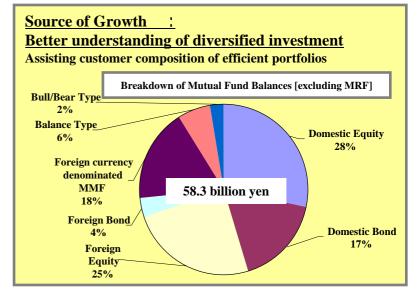
#### **Mutual Funds Business: Front-Runner Among Online Mutual Fund Distributors**

#### Number of trades per business day breaks record 3months in a row



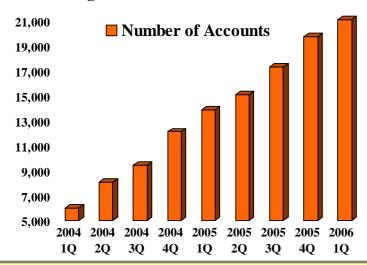
#### **Source of Growth** Growing popularity of automatic monthly investment plans 'Monthly purchase from 10,000 yen 'Investment amounts can be increased for bonus months 'Three methods of purchasing available, to suit customer's needs **Monthly Auto-investment** 186 million yen 9,364 Thru; MRF **Credit Cards** 7,630 148 **Bank Deposits** 2,882 47 381 Total 19,876 [As of Jun. 2005] 20% increase compared with that of Jun. 2004

# Source of Growth : Strengthened product line-up through Merger Wide Array of products from Index Funds to Bull/Bear Funds Mutual Fund Sales Ranking [As of Jun. 2005] 1 HSBC India Open 2 Nikkei 225 No-load Open 3 Toyota Asset: Vanguard Foreign Equity Fund 4 HSBC China Open ... 9 Hyper Wave (Bull/Bear) Fund 10 Vanguard Wellesley Income Fund Note: Domestic Bond [including MRF], foreign currency denominated MMF and Money Portfolio are not included.



#### FOREX Business: One of the Largest Service Providers in Domestic Retail Business

#### Maintaining Competitive Advantage, Against New FX Business Entrants



#### [Distinct Features of Monex Beans FX Business]

#### 1. Customer Segment

·Familiarity to our clients base

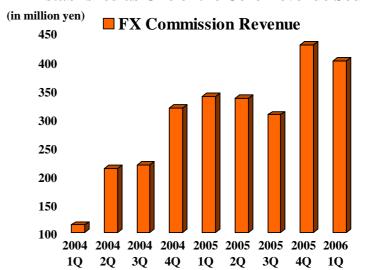
#### 2. Product Differentiation

- 'Small-unit trading available (Minimum currency trading unit is 1000)
- 'Low swap margin to investors
- **'Easy fund transfer from/to MRF and deposits to/from margin accounts**

#### 3. Full Customer Support

- ·E-mail and telephone inquiries available
- 'Quick response by well-experienced staffs

#### 7% Share of Net Operating Revenues Established as One of the Core Revenue Sources



Rogue service providers eliminated and healthy competition strengthened thanks to July 2005 law revision



Favorable business climate stimulating future Monex Beans growth

#### Fixed Income Business: "Deposits to Securities Investments" "JPY to Multi-Currencies"

#### Change in Japanese individual asset portfolio

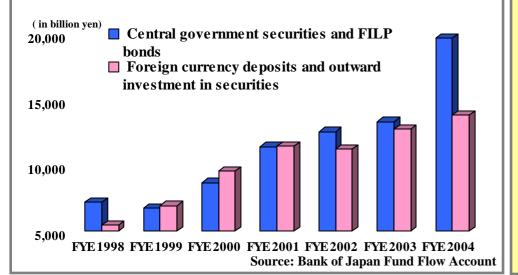
#### **Change in Economic Environment**

- 'End of Constant Economic Growth
- 'Growing Budget Deficits etc.

#### **Turnaround in National Policy**

- Removal of Blanket Guarantee of Deposit
- 'Reform of Public Pension Plans etc.

# Trend of "Deposits to Securities Investments" "JPY to Multi-Currencies" Accelerated



#### **Monex Beans**

+

One Other Broker Only



Only 2
Distributors
As Online Broker

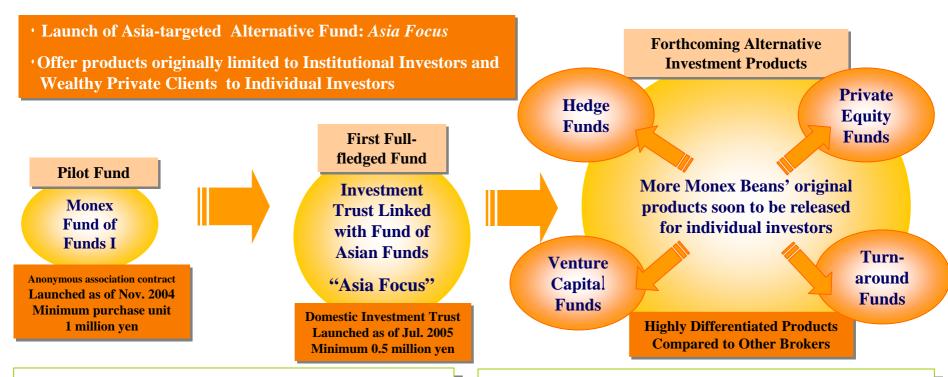
#### **JGB Business**

- Continuous distribution of JGBs for individual investors from the first issue
- 'Steady growth as a low-risk asset
- · 10th issue of JGB distributed in Apr. 2005 Over 1 billion yen
- 'Highly popular among female investors
- · Marketing through the SAISON Counter
- Cultivating new customers

#### **Foreign Bond Business**

- Australian dollar-denominated World Bank Debt Securities distributed
- 'Solid growth of secondary bond trading business
- ·Customers in their 30s are leading clients

#### **Alternative Investments: Real-World Premium Products**



#### **Distinct Features of Asia Focus**

- 'Pursuit of absolute returns, while controlling risk
- Fund of Funds Investment Trust, a basket of 20-30 hedge funds
- 'Exclusively targeting Japan, Asia and Pacific Rim
- Cutting-edge experts (Fullerton in Asia, MAI in Japan) carefully select fund managers

**Establishment of customer base for Alternative Investments** 

- **'2,000** participants in Alternative Investment Seminar (Mar. 2005)
- '10,000 subscribers to Monex <Alternative> Mail Magazine (Jun. 2005)
- •1,200 participants in "Asia Focus" Fund Sales Promotion Meeting (Jul. 2005)

- 1. Financial Results and Business
  Overview
- 2. Business Model and FutureDevelopment

#### **Mission Statement**

- Take position as a total financial service provider, not just as an online brokerage firm
- Offer comprehensive products and service line-ups with "World Class Quality"
- Support passive investors to manage his/her financial assets efficiently
- Strengthen "Products Origination Capability"
- Pursue less operating cost / establish a portfolio management-oriented business
- Be ready for the deregulation such as removal of barriers on financial sectors by leveraging the holding company structure
- Empower investors education and enhance financial literacy

#### **Brokerage Business: Expanding Customer Base with Steady Revenue Growth**

#### Providing the Best Services with the Merger of Monex and Nikko Beans

#### **Commissions**

#### **Volume Discounts**

 Volume Discount Targeting Active Traders

Top Trading Customers' Average Commission rate: 0.04% ~ 0.05%(approx.)

Highly Competitive
Commission Structure
in the Industry

'Substantial Increase in Margin Trade Outstanding, after Volume Discount Services Started

#### **Trading Functions**

#### **Trading Tool:**

#### **Market Rider Premium**

- 'Registration of up to 1000 Stock Names
- Direct Orders from Information Screen



#### Variety of Order

**Methods** 

- ·12 Patterns of Order Available
- 'Stop Loss Order, etc

#### **Originality**

#### **Night Time Trading**

- The Only PTS in Japan for Individual Investors
- 'Enhanced Service (coming soon); More Value and Better Economics

#### Open-Ended Margin Trading

**Expanding Investor's Transaction Opportunity** 

#### Small-lot Stock Trading

- 'Transaction Available from 1/10 of the Ordinary Amount
- 'Supporting Entry-level Investors

#### **Customer Support**

### **Support by Telephone** and E-mails

'Planning to Upgrade Call Center Functions to Cover Increasing Beginners

# **Continuous Enhancement of Website**

Offering more Userfriendly Website by Reflecting Customers Needs

#### **Highly-Reputed Services and Products**



Nikkei Business Associates Extra Edition "2005 Online Broker Ranking"

Rank 2 Rank 1 Rank 1

Total Functions Information

Gomez "Online Broker Ranking (June 2005)"

Rank 2

Total

High-Quality Service

**Pioneer Services** 

#### **Product & Service Lines**

MONEX Saison Card
Stock Lending Services
Alternative Investments
Night Time Trading
Stockholders' Benefit Services
Beans CX (Commodity Futures)
Monex FX (Foreign Exchange)
Small-lot (Mini) Stock Investment
Chinese Stocks
Index Futures and Options
Foreign Bonds

JGBs for Individual Investors

Covered Warrants
Selected Mutual Funds
Life/Non-Life Insurance

#### **Trade Methods**

A variety of ways to place orders Execution notification and alerts by E-mail

Deposits and Withdrawal via post office and IY Bank ATMs

**Margin Trade Simulator** 

**Bidding Auction for New Share Rights** 

#### **Information Tools**

Real-time Quotes Information
[Market Board Pro]
Screening
Market Overview and News
E-mail Magazines
Charts
Multifunction Information Tool
[Market Rider Premium]

#### **Competitive Services and Products: For All Customers' Satisfaction**

(As of June 30, 2005)

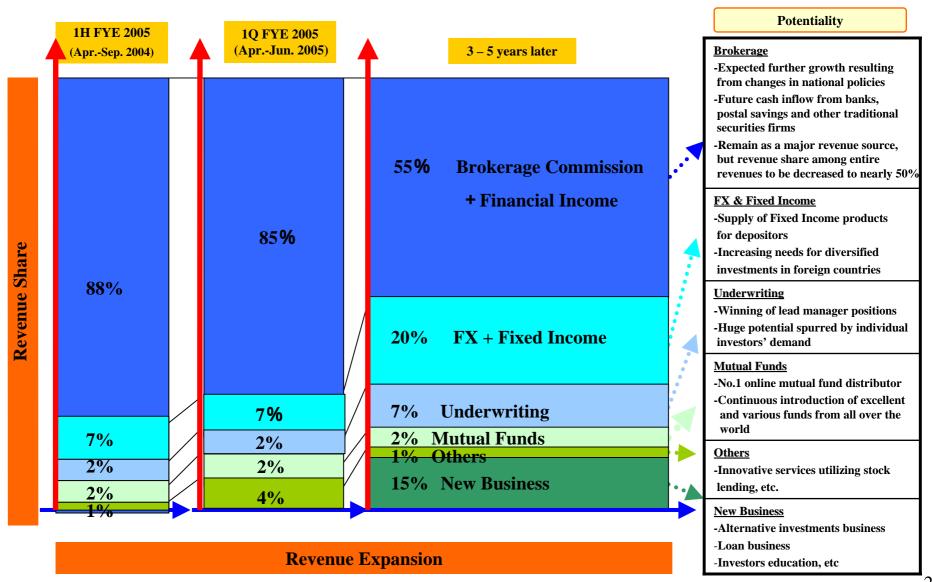
	Equities			Stock	Fixed Income Mutual Funds		Alternative Investments		Others		СМА					
	In-house Margin Trading	Stop Loss Order	China Stocks	U.S. Stocks	Night Time Trading (PTS)	Small- lot Stock	Lending	/Foreign	Monthly Auto- investment	China/India Equity Funds	Low	High Diversified	CX (Commodities Futures)	FOREX	ATM Access	Credit settlement thru MRF
Monex Beans				×												
E*trade		×			×		×		×			×	×			×
Matsui		×		×	×	×	×	×	×	×	×	×	×		×	×
Rakuten					×	×	×	×	×			×	×		×	×
Kabu.com			×	×	×		×	×			×	×	×	×	×	×

Source: Company IR data, etc.

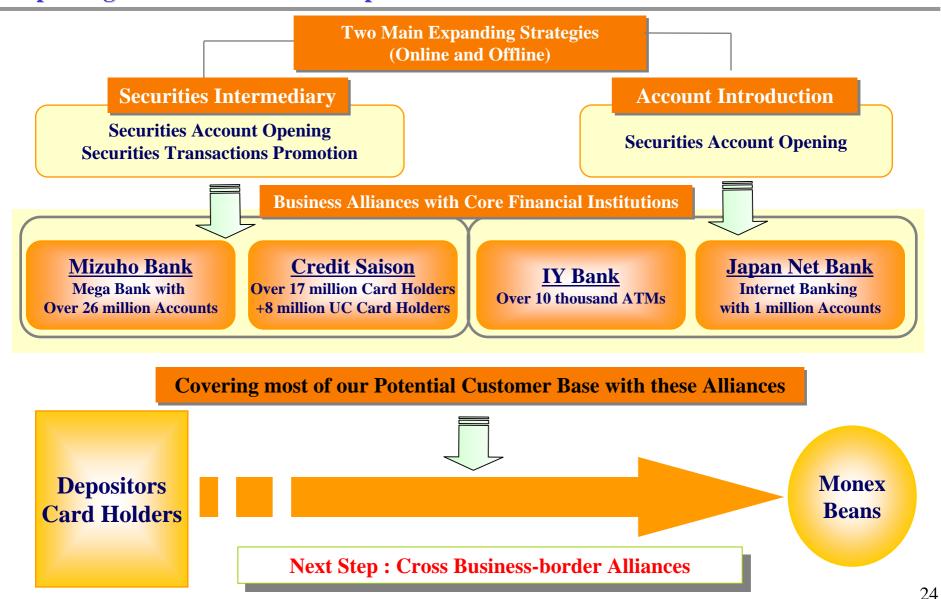
: Available Only at Monex Beans among 5 brokers above : Available × : Not Available

\*1 Offering in July 2005

#### **Current and Future Business Models: Further Expansion of Revenue Potentiality**



#### **Exploiting Various Channels to Expand Customer Platform**



#### **Investors Education: Contribute in Advancing Financial Literacy of Customers**

Individual Responsibility
Driven by the Change of
National Policy



**Monex Beans** 

**Consistent Provision of High Quality Investors Education** 



Long term Assistance for Customer's Asset Management

**[E-mail Magazines]** 

**Monex Mail** 

- Over 300,000 Subscribers
- One of the Most Subscribed Financial Mail Magazines
- **Extensive Contents**
- '6 days a week

**Morning Market Review** 

- Over 25,000 subscribers
- Various Investment Information delivered in the morning
- 'Also Available on Cell Phone
- •5 days a week

**Monex < Alternative > Mail** 

- **About 10,000 Subscribers**
- Providing Intelligible Contents on Alternative Investment Strategies

**Offline Channels** 

**Big Seminars** 

"Alternative Fund Investor's Seminar" (Mar. 2005)

**Study Sessions** 

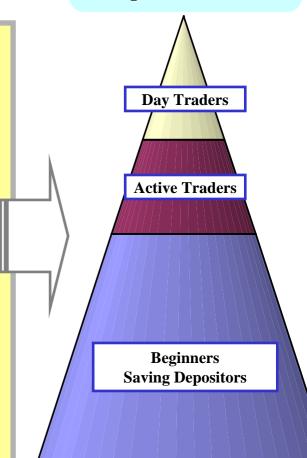
- \*89 Seminars with over11,000 Participants (FYE 2005)
- 'Joint Seminars with Tokyo Stock Exchange, Osaka Stock Exchange, etc...

[Distribution of DVDs and Books] DVDs; Approx. 7,000 Sold

Books; Over 100,000 Sold







#### **Product Origination Capability** = The Source for Differentiation

#### **Online Brokerage Status**

- •Intensified Competition in the Online Securities Industry
  - Further Commission Cut by some Online Brokers etc...
- Entry of Newcomers
  - Full-scale Entries of Major Offline Securities Firms into Online Brokerage
  - Banks and IT Industry such as Yahoo! Entering into the Securities Intermediary Business

#### **Origination Capability is the Determined Factor**

#### Monex Beans will Focus Its Business On:

#### 1.IPOs

- Continuous Acquisition of Lead Manager Status
- Diversification of Source Channel through Business Alliances

#### 2. Alternative Investments

- Launching "Asia Focus" (Jul. 2005)
- 'The First Fund of Hedge Funds to Focus on Japan and Asia
- Cutting-Edge Experts will Select High-Quality Fund Managers
- Continuous Establishment of New Funds

#### 3. Fixed Income Products

- Various Foreign Currency Denominated Bonds
- Introduction of Long term Investment Products such as Pension Alternative Products Under Contemplation

#### 4. Others

- Margin Loan Under Contemplation
- Opening of an Offline Communication Space:
   "Monex Lounge @ GINZA"
   (Jul. 2005)

#### **Monex Night Time Trading: The Only PTS in Japan for Individual Investors**

#### **Current Service**

**Transaction Price**:

**Closing Stock Price on Stock Exchange** 

'Market Participants:

**Monex Beans Customers** 

+Customers of Contracted Broker (Marusan Securities)



**New Service** 

Soon To Be Launched

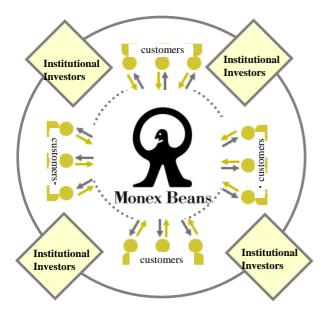
**(Special Stock Pricing)** 

'Transaction Price:

Closing Stock Price on Stock Exchange or Special Price Available for Specific Stocks

**Additional Market Participants:** 

**Institutional Investors\*** 



#### \*Goldman Sachs (Japan) Ltd. is expected to cooperate in launching this new service as an institutional participant

#### **Special Stock Pricing**

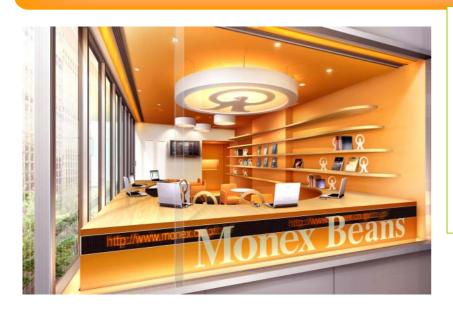
When qualified institutional investors intend to buy/sell specific stocks in night time trading, Monex Beans will determine the stock price for night time trading within 7% of the equity's closing price on the Stock Exchange. For instance, if an institutional investor requests to sell a certain stock, discounted price will become a transaction price for night time trading. Once night time trading begins, Monex Beans will not accept cancellations of institutional investors. In the near future, Monex Beans may consider introducing re-pricing of the stocks that have a series of stop-high/limit-low orders to adjust them closer to market needs.

**Expansion of Investment Opportunity for Individual Investors** 

Increase in Liquidity of Night Time Trading Market

#### "Monex Lounge @ GINZA" Opening

"Monex Lounge @ GINZA" opens on the 4th floor of Tokyo Ginza's "Sony Building" on July 22, 2005



#### **New Challenge:**

The First Online Broker to Offer an Interactive Space

#### Visitors can

**Open Monex Beans Accounts** 

**Access to Latest Information on Services and Products** 

Receive Investors Education through "Monex Investment Library"

**Participate in Seminars and Other Events** 

#### **Monex Lounge @ GINZA**

Located at the Heart of High-End Branded City: GINZA

As Center for "Innovative Information" and "New Brands"

Allows Monex Beans to Attract New Customers and Assess Customer Needs on a Face-to-Face Basis.



- **✓** New Account Acquisition
- **✓ Differentiation from Competitors**
- **✓** Contemplation of Full-scale Entry of Major Offline Securities
- **✓** Banks entering the Securities Business
- **✓** System Risk
- **✓** Return on Stockholder Equities

# MBH Monex Beans Holdings, Inc.