# Data Book of Financial Results for 1Q of Fiscal Year Ending March 31, 2015 

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]

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## 1. Market \& Transaction Data

2. Financial Data

## Market and Transaction Data (1) - Customers' Assets in Custody


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


|  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | $\begin{aligned} & \text { FYE } \\ & \text { Mar. } \\ & 2015 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End |
| Japan Segment | 333 | 328 | 323 | 313 | 308 | 305 | 314 | 305 | 318 |
| Monex Group, Inc. | 28 | 27 | 27 | 28 | 28 | 29 | 31 | 30 | 34 |
| Monex, Inc. | 255 | 249 | 247 | 246 | 264 | 261 | 267 | 260 | 269 |
| Monex FX, Inc. | 32 | 33 | 33 | 32 | 9 | 9 | 9 | 9 | 9 |
| Others | 18 | 19 | 16 | 7 | 7 | 6 | 7 | 6 | 6 |
| U.S. Segment | 525 | 553 | 556 | 566 | 574 | 597 | 614 | 616 | 634 |
| China Segment | 34 | 39 | 40 | 38 | 45 | 63 | 66 | 71 | 70 |
| Total | 892 | 920 | 919 | 917 | 927 | 965 | 994 | 992 | 1,022 |

## Market and Transaction Data (3) - Japan Segment - Monex, Inc.

 (Brokerage account,etc.)
## - Number of total accounts \& active accounts


account)

|  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | FYE Mar 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End |
| Brokerage accounts | 1,256,790 | 1,265,679 | 1,273,289 | 1,349,208 | 1,374,597 | 1,389,150 | 1,406,610 | 1,426,994 | 1,438,721 |
| Active accounts (*) | 814,887 | 818,283 | 820,164 | 841,944 | 867,835 | 875,743 | 884,414 | 894,640 | 901,707 |

(*) 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 (including withdrawal) in the past 1 year

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

Market share and value of equity trading
Monex's share in retail trading value in 2 major stock exchanges and


Breakdown of DARTs and market trading value


|  |  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | $\begin{gathered} \text { FYE Mar. } \\ 2015 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
|  | Total trading volume of individual investors in 2 Japanese major markets(100 mil yen/day) | 3,831 | 3,548 | 5,025 | 12,950 | 20,513 | 12,805 | 14,000 | 12,554 | 9,864 |
|  | Equity trading share of Monex, Inc. (\%) | 6.86 | 6.94 | 7.12 | 7.44 | 6.87 | 6.58 | 6.24 | 6.03 | 6.01 |
|  | Equity trading value of Monex, Inc. (100 mil yen/day) | 263 | 246 | 358 | 964 | 1,409 | 842 | 874 | 757 | 593 |
| $\frac{\stackrel{n}{\alpha}}{\frac{\alpha}{4}}$ | Equities and ETFs | 63,584 | 58,867 | 78,071 | 147,498 | 188,031 | 128,163 | 133,692 | 124,627 | 103,697 |
|  | Cash | 38,724 | 35,512 | 47,267 | 91,387 | 119,223 | 80,855 | 87,487 | 79,662 | 65,835 |
|  | Margin | 24,859 | 23,355 | 30,803 | 56,111 | 68,808 | 47,307 | 46,205 | 44,965 | 37,861 |
|  | Options and Futures | 9,995 | 8,254 | 8,883 | 15,460 | 21,336 | 12,662 | 9,991 | 11,868 | 8,743 |

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

MONEX GROUP
\&Fixed Income Businesses (Sales of non-domestic bonds)


| (mil yen) |  |  |  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | $\begin{gathered} \text { FYE Mar. } \\ 2015 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Mutual Funds | Sales of Stock Investment Trusts | Load |  | 5,028 | 4,870 | 6,299 | 14,601 | 23,434 | 12,187 | 16,057 | 13,129 | 8,390 |
|  |  | No-load |  | 10,104 | 9,232 | 13,018 | 31,165 | 35,985 | 21,076 | 31,445 | 27,824 | 24,291 |
|  |  | Total |  | 15,132 | 14,102 | 19,316 | 45,767 | 59,419 | 33,263 | 47,501 | 40,952 | 32,681 |
|  | Balance (As of the end of the quarter) | Stock Investment Trusts | Load | 79,958 | 85,287 | 96,113 | 103,737 | 98,604 | 101,019 | 104,626 | 105,229 | 109,194 |
|  |  |  | No-load | 111,077 | 115,019 | 130,939 | 151,232 | 149,569 | 155,740 | 154,288 | 163,497 | 175,207 |
|  |  |  | Total | 191,035 | 200,307 | 227,052 | 254,969 | 248,172 | 256,759 | 258,914 | 268,726 | 284,402 |
|  |  | Foreign Investment Trusts |  | 9,051 | 9,258 | 9,702 | 10,588 | 10,885 | 10,896 | 10,833 | 10,885 | 10,652 |
|  |  | Bond Investment Trusts (Including Foreign currency MMFs) |  | 52,978 | 52,538 | 48,755 | 50,714 | 51,463 | 52,538 | 52,762 | 50,669 | 50,749 |
|  |  | Total |  | 253,063 | 262,104 | 285,509 | 316,271 | 310,521 | 320,193 | 322,509 | 330,280 | 345,803 |
| Fixed Income | Sales of nondomestic bonds | Monex Group's bond |  | - | - | - | 10,000 | 15,000 | 2,000 | 15,000 | - | - |
|  |  | Others |  | 5,160 | 5,730 | 3,974 | 3,706 | 5,543 | 4,580 | 4,924 | 3,281 | 4,816 |
|  |  | Total |  | 5,160 | 5,730 | 3,974 | 13,706 | 20,543 | 6,580 | 19,924 | 3,281 | 4,816 |

[^0]
## Market and Transaction Data (6) Japan Segment - Monex, Inc. (Customer distribution)

- Active accounts by gender and age



## - Active accounts by occupation

Professional (e.g. Doctor)

Corporation


Active accounts by regions


| Active accounts by occupation as of Jun. 30, 2014 |  |  | Active accounts by regions as of Jun. 30, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate employee | 43.8\% |  | Male | Female | Corp. | Total |
| Homemaker | 10.2\% | Tokyo |  |  |  |  |
| Self-employed worker | 9.0\% | Metropolitan District | 36.0\% | 13.7\% | 0.2\% | 49.8\% |
| Corporate executive | 5.5\% | Osaka District | 12.7\% | 5.3\% | 0.1\% | 18.1\% |
| Civil servant | 4.8\% | Nagoya District | 8.5\% | 3.1\% | 0.0\% | 11.7\% |
| Professional (e.g. Doctor) | 2.0\% | Others | 15.2\% | 5.2\% | 0.1\% | 20.4\% |
| Others | 24.3\% | Total | 72.3\% | 27.3\% | 0.4\% | 100.0\% |
| Corporation | 0.4\% |  |  |  |  |  |
| Total | 100.0\% |  |  |  |  |  |

Note: Active accounts are the accounts with balance or the accounts which
have traded more than once (including withdrawal) in the past 1 year

Market and Transaction Data (7) Japan Segment - Monex, Inc. (Capital Adequacy Ratio)



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

## Market and Transaction Data (8) U.S. Segment - TradeStation

- DARTs and VIX(*)

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

|  |  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | FYE Mar. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4 Q | 1Q |
| DARTs | Equities | 62,405 | 53,669 | 52,244 | 58,852 | 58,695 | 53,679 | 52,522 | 59,754 | 51,770 |
|  | Options | 7,267 | 7,784 | 8,260 | 8,846 | 9,232 | 9,236 | 11,101 | 12,782 | 12,357 |
|  | Futures | 47,078 | 39,051 | 42,291 | 43,142 | 50,091 | 41,524 | 40,078 | 47,799 | 42,234 |
| VIX | VIX Average High | 21.03 | 16.86 | 17.34 | 14.10 | 15.54 | 14.80 | 14.78 | 15.44 | 13.34 |
|  | VIX Average Low | 19.23 | 15.72 | 16.21 | 13.10 | 14.31 | 13.93 | 13.82 | 14.26 | 12.45 |

- Numbers of active accounts

- DARTs


|  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | FYE Mar. 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Active accounts (end of each quarter) | 9,915 | 9,938 | 9,910 | 9,984 | 10,100 | 10,218 | 10,327 | 10,515 | 10,570 |
| DARTs | 739 | 889 | 1,086 | 1,444 | 1,387 | 1,176 | 1,282 | 1,453 | 959 |

OTC FX business in Japan (Monex, Inc. and Monex FX, Inc.)


OTC FX business in U.S. (TradeStation)


|  |  | FYE Mar. 2013 |  |  |  | FYE Mar. 2014 |  |  |  | FYE Mar. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
|  | Trading revenue (mil yen) (excluding swap) | 920 | 690 | 898 | 1,651 | 1,737 | 969 | 847 | 966 | 613 |
|  | Commission (mil yen) | 0 | 0 | 19 | 53 | 56 | 33 | 27 | 31 | 19 |
|  | Trading value ( 100 mil yen) | 50,639 | 37,829 | 52,780 | 121,510 | 133,602 | 75,834 | 72,227 | 81,350 | 46,052 |
| $\stackrel{\sim}{j}$ | Trading revenue (thousand USD) | 6,916 | 4,905 | 4,186 | 5,917 | 7,666 | 6,380 | 4,417 | 4,844 | 4,189 |
|  | Trading value ( 100 mil USD) | 804 | 666 | 548 | 711 | 814 | 737 | 510 | 580 | 524 |

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

## 1. Market \& Transaction Data <br> 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 of FYE March 2015
Significant impact of GAAP differences on the consolidated financial statements between IFRSs and JGAAP

- Difference in goodwill amortization: 321 million yen in net income

Goodwill is not amortized under IFRSs
Annual impairment test is required in principle

- Difference in financial instruments transactions reserve: 74 million yen in net income

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

Quarterly consolidated financial results

|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  | FYE March 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4 Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Commission received | 3,898 | 4,530 | 7,761 | 10,763 | 7,518 | 7,937 | 7,324 | 6,314 |
| Net trading income | 1,290 | 1,547 | 2,486 | 2,821 | 1,832 | 1,723 | 1,634 | 1,244 |
| Financial revenue | 1,556 | 2,005 | 2,492 | 3,126 | 2,918 | 3,579 | 2,960 | 3,115 |
| Other operating revenue | 130 | 136 | 145 | 155 | 150 | 145 | 137 | 149 |
| Total operating revenue | 6,874 | 8,217 | 12,885 | 16,866 | 12,418 | 13,384 | 12,055 | 10,823 |
| Other financial revenue | 175 | 18 | 4,605 | 2,296 | 4 | 116 | -111 | 20 |
| Other revenue | 1,587 | 67 | 55 | 10 | -1 | 9 | 40 | 45 |
| Equity in earnings of affiliates | 98 | -74 | 12 | - | - | 36 | 0 | 15 |
| Total revenue | 8,733 | 8,228 | 17,557 | 19,171 | 12,421 | 13,545 | 11,984 | 10,903 |
| Financial expenses | 522 | 629 | 747 | 1,197 | 1,001 | 1,193 | 1,280 | 1,355 |
| Selling, general and administrative expenses (*) | 7,127 | 7,202 | 8,591 | 9,315 | 8,538 | 8,416 | 8,712 | 8,525 |
| Other financial expenses | 14 | 25 | 4 | 0 | 86 | -58 | 70 | 84 |
| Other expenses | 24 | 106 | 2,810 | 239 | 102 | 38 | 60 | 47 |
| Equity in losses of affiliates | -8 | - | - | 14 | 23 | - | - | - |
| Total expenses | 7,678 | 7,962 | 12,152 | 10,765 | 9,750 | 9,590 | 10,123 | 10,012 |
| Quarterly income before income taxes | 1,055 | 265 | 5,405 | 8,407 | 2,671 | 3,955 | 1,862 | 890 |
| Income tax expense | -24 | -15 | 3,042 | 3,261 | 1,100 | 1,411 | 767 | 329 |
| Quarterly net income | 1,080 | 280 | 2,362 | 5,146 | 1,571 | 2,544 | 1,094 | 562 |
| Quarterly net income attributable to owners of the Company | 1,080 | 291 | 2,359 | 5,144 | 1,571 | 2,544 | 1,094 | 562 |

[^1]
# Quarterly consolidated financial results (Reclassified) 

MONEX GROUP

| Reclassified consolidated statement of income |  |  |  |  |  |  |  | (million yen) <br> FYE Mar. 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FYE Mar. 2013 |  |  | FYE Mar. 2014 |  |  |  |  |
|  | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Brokerage commissions | 2,794 | 3,485 | 6,288 | 9,174 | 6,123 | 6,463 | 5,812 | 4,906 |
| Stocks and ETFs | 1,857 | 2,440 | 5,028 | 7,533 | 4,848 | 5,195 | 4,436 | 3,627 |
| Options and Futures | 901 | 1,010 | 1,211 | 1,585 | 1,246 | 1,245 | 1,353 | 1,269 |
| OSE-FX | 37 | 36 | 50 | 56 | 29 | 22 | 23 | 10 |
| Underwriting and distribution commissions | 6 | 14 | 26 | 16 | 13 | 51 | 40 | 32 |
| Subscription and distribution commissions | 79 | 102 | 226 | 335 | 200 | 205 | 177 | 136 |
| Other commissions | 1,018 | 928 | 1,221 | 1,237 | 1,181 | 1,218 | 1,296 | 1,240 |
| Margin forex trades commissions (OTC) | 0 | 19 | 53 | 56 | 33 | 27 | 31 | 16 |
| Mutual funds agency commissions | 297 | 318 | 364 | 385 | 374 | 385 | 374 | 395 |
| Others | 721 | 591 | 804 | 796 | 774 | 806 | 891 | 829 |
| Net trading income | 1,290 | 1,547 | 2,486 | 2,821 | 1,832 | 1,723 | 1,634 | 1,244 |
| Financial revenue | 1,556 | 2,005 | 2,492 | 3,126 | 2,918 | 3,579 | 2,960 | 3,115 |
| Other operating revenue | 130 | 136 | 145 | 155 | 150 | 145 | 137 | 149 |
| Total operating revenue | 6,874 | 8,217 | 12,885 | 16,866 | 12,418 | 13,384 | 12,055 | 10,823 |
| Financial expenses | 522 | 629 | 747 | 1,197 | 1,001 | 1,193 | 1,280 | 1,355 |
| Total operating revenue after deducting financial expenses | 6,352 | 7,587 | 12,137 | 15,668 | 11,417 | 12,191 | 10,775 | 9,467 |
| Selling, general and administrative expenses (*) | 7,127 | 7,202 | 8,591 | 9,315 | 8,538 | 8,416 | 8,712 | 8,525 |
| The amount equivalent to operating income | -775 | 385 | 3,547 | 6,354 | 2,879 | 3,774 | 2,063 | 942 |
| Other revenue | 1,859 | 11 | 4,672 | 2,306 | 3 | 161 | -70 | 80 |
| Other expenses | 29 | 131 | 2,814 | 253 | 211 | -20 | 131 | 132 |
| Quarterly income before income taxes | 1,055 | 265 | 5,405 | 8,407 | 2,671 | 3,955 | 1,862 | 890 |
| Income taxes | -24 | -15 | 3,042 | 3,261 | 1,100 | 1,411 | 767 | 329 |
| Quarterly net income | 1,080 | 280 | 2,362 | 5,146 | 1,571 | 2,544 | 1,094 | 562 |
| Quarterly net income attributable to owners of the Company | 1,080 | 291 | 2,359 | 5,144 | 1,571 | 2,544 | 1,094 | 562 |

[^2]Quarterly consolidated financial results (SG\&A)
The details of SG\&A in consolidated statement of income
(million yen)

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

Quarterly consolidated financial results (Other revenue and other expenses)

|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  | $\begin{gathered} \text { FYE Mar. } \\ 2015 \\ \hline 1 Q \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |  |
| Other financial revenue | 175 | 18 | 4,605 | 2,296 | 4 | 116 | -111 | 20 |
| Gain on sales of investment securities | 160 | 16 | 4,604 | 2,288 | - | - | - | - |
| Dividends income | - | - | - | 3 | - | - | - | 16 |
| Gain or loss on Financial instruments for risk hedging | - | - | - | - | - | 114 | -114 | - |
| Others | 15 | 2 | 1 | 4 | 4 | 2 | 3 | 4 |
| Other revenue | 1,587 | 67 | 55 | 10 | -1 | 9 | 40 | 45 |
| Gain on bargain purchase | 1,231 | - | - | - | - | - | - | - |
| Gain on sales of investments in subsidiaries | 317 | - | - | - | - | - | - | - |
| Others | 38 | 67 | 55 | 10 | -1 | 9 | 40 | 45 |
| Equity in earnings of affiliates | 98 | -74 | 12 | - | - | 36 | 0 | 15 |
| Total of other revenue | 1,859 | 11 | 4,672 | 2,306 | 3 | 161 | -70 | 80 |
|  |  |  |  |  |  |  |  |  |
| Other financial expenses | 14 | 25 | 4 | 0 | 86 | -58 | 70 | 84 |
| Loss on sales of investment securities | - | 25 | - | - | - | - | - | - |
| Impairment loss of investment securities | - | - | - | - | - | - | - | - |
| Gain or loss on Financial instruments for risk hedging | - | - | - | - | 71 | -71 | 60 | 71 |
| Others | 14 | 0 | 4 | 0 | 16 | 13 | 10 | 13 |
| Other expenses | 24 | 106 | 2,810 | 239 | 102 | 38 | 60 | 47 |
| Impairment loss on goodwill | - | - | 2,524 | - | - | - | - | - |
| Settlement money in U.S. subsidiary | - | - | - | 166 | 0 | 2 | 1 | - |
| Business combination related costs | - | 37 | 234 | - | - | - | - | - |
| Special retirement payment | - | - | 65 | - | - | - | - | - |
| Loss on disposal on fixed assets | 5 | 37 | 5 | 20 | 59 | 4 | 12 | 0 |
| Others | 18 | 33 | -18 | 52 | 43 | 32 | 47 | 47 |
| Equity in losses of affiliates | -8 | - | - | 14 | 23 | - | - | - |
| Total of other expenses | 29 | 131 | 2,814 | 253 | 211 | -20 | 131 | 132 |


|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  |  |  |  |  |  |  |  |  | FYE March 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| Commission received | 5,699 | 1,988 | 85 | 8,323 | 2,360 | 94 | 5,284 | 2,165 | 80 | 5,574 | 2,288 | 95 | 4,759 | 2,485 | 99 | 3,922 | 2,337 | 73 |
| Net trading income | 1,952 | 535 | -0 | 2,077 | 744 | -0 | 1,223 | 609 | -0 | 1,295 | 429 | -0 | 1,152 | 482 | -0 | 885 | 359 | -0 |
| Financial revenue | 1,706 | 813 | 17 | 2,055 | 1,096 | 20 | 1,992 | 944 | 19 | 2,523 | 1,072 | 22 | 1,916 | 1,056 | 26 | 2,032 | 1,097 | 24 |
| Other operating revenue | 30 | 88 | 27 | 33 | 88 | 35 | 35 | 83 | 34 | 36 | 80 | 32 | 35 | 80 | 30 | 35 | 83 | 34 |
| Total operating revenue | 9,386 | 3,424 | 129 | 12,488 | 4,288 | 149 | 8,534 | 3,801 | 133 | 9,427 | 3,870 | 148 | 7,862 | 4,103 | 154 | 6,873 | 3,876 | 131 |
| Other financial revenue | 4,606 | -0 | - | 2,296 | 0 | 0 | 4 | -0! | 0 | 2 | 113 | 0 | 2 | -113 | 0 | 19 | 1 | 0 |
| Other revenue | 25 | 130 | 1 | 26 | 141 | - | 15 | 461 | 1 | 26 | 13 | -1 | 47 | 516 | 0 | 45 | 80 | 14 |
| Equity in earnings of affiliates | 12 | - | - | - | - | - | - | - | - | 36 | - | - | 0 | -1 | - | 15 | - |  |
| Total revenue | 14,029 | 3,553 | 130 | 14,809 | 4,429 | 149 | 8,553 | 4,261 | 135 | 9,492 | 3,996 | 148 | 7,911 | 4,506 | 154 | 6,952 | 3,957 | 145 |
| Financial expenses | 230 | 560 | 0 | 432 | 764 | 2 | 372 | 629 | 0 | 452 | 741 | 0 | 595 | 684 | 0 | 628 | 728 | 0 |
| SG\&A (*) | 4,578 | 3,882 | 149 | 5,000 | 4,191 | 157 | 4,638 | 3,773 | 174 | 4,709 | 3,573 | 180 | 4,826 | 3,754 | 198 | 4,761 | 3,655 | 167 |
| Other financial expenses | 4 | - | 0 | - | 44 | 0 | 3 | 120 | 0 | - | -19 | 0 | - | 107 | 1 | - | 122 | 0 |
| Other expenses | 271 | 2,627 | -0 | 45 | 322 | 0 | 115 | 398 | -0 | 12 | 25 | 0 | 33 | 474 | 9 | 26 | 53 | 1 |
| Equity in losses of affiliates | - | - | - | 14 | - | - | 23 | - | - | - | - | - | - | - | - | - | - |  |
| Total expenses | 5,083 | 7,069 | 149 | 5,490 | 5,321 | 159 | 5,151 | 4,920 | 174 | 5,173 | 4,321 | 181 | 5,454 | 5,019 | 209 | 5,415 | 4,558 | 169 |
| Quarterly income before income taxes | 8,947 | -3,515 | -18 | 9,319 | -892 | -11 | 3,402 | -659 | -40 | 4,319 | -324 | -34 | 2,457 | -513 | -54 | 1,537 | -601 | -23 |
| Income tax expense | 3,439 | - 398 | 1 | 3,562 | -302 | 1 | 1,295 | -195 | -0 | 1,628 | -218 | 1 | 991 | -223 | -0 | 562 | -233 | -1 |
| Quarterly net income | 5,508 | $-3,118$ | -20 | 5,757 | -590 | -12 | 2,108 | -464 | -39 | 2,691 | -106 | -35 | 1,466 | -290 | -54 | 975 | -369 | -22 |
| Quarterly net income attributable to owners of the Company | 5,502 | -3,118 | -17 | 5,755 | -590 | -12 | 2,108 | -464 | -39 | 2,691 | -106 | -35 | 1,466 | -290 | -54 | 975 | -369 | -22 |

(*) 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 Group

Reclassified consolidated statement of income
(million yen)

|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  |  |  |  |  |  |  |  |  | FYE March 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 4Q |  | 1Q |  |  | 2Q |  |  | 3Q |  |  | 4Q |  |  | $1 \mathrm{Q}$ |  |  |
|  | 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 | 4,767 | 1,447 | 85 | 7,340 | 1,754 | 93 | 4,490 | 1,565 | 80 | 4,756 | 1,632 | 94 | 3,963 | 1,769 | 99 | 3,220 | 1,628 | 73 |
| Stocks and ETFs | 4,497 | 457 | 85 | 6,954 | 499 | 93 | 4,301 | 478 | 80 | 4,603 | 519 | 94 | 3,809 | 547 | 99 | 3,096 | 472 | 73 |
| Options and Futures | 220 | 990 | - | 330 | 1,255 | - | 160 | 1,086 | - | 131 | 1,113 | - | 131 | 1,222 | - | 113 | 1,156 | - |
| OSE-FX | 50 | - | - | 56 | - | - | 29 | - | - | 22 | - | - | 23 |  | - | 10 | - | - |
| Underwriting and distribution commissions | 26 | - | - | 16 | - | - | 13 | - | - | 51 |  | - | 40 |  | - | 32 |  |  |
| Subscription and distribution commissions | 226 | - | - | 335 | - | - | 200 | - | - | 205 |  | - | 177 | - | - | 136 |  |  |
| Other commissions | 680 | 541 | 0 | 631 | 606 | 0 | 581 | 600 | 0 | 561 | 656 | 1 | 580 | 715 | 0 | 533 | 709 | 0 |
| Margin forex trades commissions (OTC) | 53 | - | - | 56 | - | - | 33 | - | - | 27 | - | - | 31 | - | - | 19 |  |  |
| Mutual funds agency commissions | 364 | - | - | 385 | - | - | 374 | - | - | 385 |  | - | 374 | ${ }^{-}$ | - | 395 | - |  |
| Others | 263 | 541 | 0 | 189 | 606 | 0 | 174 | 600 | 0 | 150 | 656 | 1 | 175 | 715 | 0 | 120 | 709 | 0 |
| Net trading income | 1,952 | 535 | -0 | 2,077 | 744 | -0 | 1,223 | 609 | -0 | 1,295 | 429 | -0 | 1,152 | 482 | -0 | 885 | 359 | -0 |
| Financial revenue | 1,706 | 813 | 17 | 2,055 | 1,096 | 20 | 1,992 | 944 | 19 | 2,523 | 1,072 | 22 | 1,916 | 1,056 | 26 | 2,032 | 1,097 | 24 |
| Other operating revenue | 30 | 88 | 27 | 33 | 88 | 35 | 35 | 83 | 34 | 36 | 80 | 32 | 35 | 80 | 30 | 35 | 83 | 34 |
| Total operating revenue | 9,386 | 3,424 | 129 | 12,488 | 4,288 | 149 | 8,534 | 3,801 | 133 | 9,427 | 3,870 | 148 | 7,862 | 4,103 | 154 | 6,873 | 3,876 | 131 |
| Financial expenses | 230 | 560 | 0 | 432 | 764 | 2 | 372 | 629 | 0 | 452 | 741 | 0 | 595 | 684 | 0 | 628 | 728 | 0 |
| Total operating revenue after deducting financial expenses | 9,156 | 2,864 | 129 | 12,056 | 3,525 | 147 | 8,162 | 3,172 | 133 | 8,975 | 3,129 | 148 | 7,266 | 3,419 | 154 | 6,246 | 3,148 | 131 |
| SG\&A (*) | 4,578 | 3,882 | 149 | 5,000 | 4,191 | 157 | 4,638 | 3,773 | 174 | 4,709 | 3,573 | 180 | 4,826 | 3,754 | 198 | 4,761 | 3,655 | 167 |
| The amount equivalent to operating income | 4,578 | -1,018 | -20 | 7,056 | -666 | -10 | 3,524 | -601 | -41 | 4,266 | -445 | -33 | 2,441 | -335 | -44 | 1,485 | -507 | -36 |
| Other revenue | 4,643 | 130 | 1 | 2,322 | 141 | 0 | 19 | 460 | 1 | 64 | 126 | -1 | 49 | 403 | 0 | 79 | 81 | 14 |
| Other expenses | 275 | 2,627 | -0 | 59 | 367 | 0 | 141 | 518 | -0 | 12 | 6 | 0 | 33 | 582 | 10 | 26 | 175 | 1 |
| Quarterly income before income taxes | 8,947 | $-3,515$ | -18 | 9,319 | -892 | -11 | 3,402 | -659 | -40 | 4,319 | -324 | -34 | 2,457 | -513 | -54 | 1,537 | -601 | -23 |
| Income tax expense | 3,439 | -398 | 1 | 3,562 | -302 | 1 | 1,295 | -195 | -0 | 1,628 | -218 | 1 | 991 | -223 | -0 | 562 | -233 | -1 |
| Quarterly net income | 5,508 | $-3,118$ | -20 | 5,757 | -590 | -12 | 2,108 | -464 | -39 | 2,691 | -106 | -35 | 1,466 | -290 | -54 | 975 | -369 | -22 |
| Quarterly net income attributable to owners of the Company | 5,502 | $-3,118$ | -17 | 5,755 | -590 | -12 | 2,108 | -464 | -39 | 2,691 | -106 | -35 | 1,466 | -290 | -54 | 975 | -369 | -22 |

(*) 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 Group

| The details of SG\&A in consolidated statement of income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (million yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  |  |  |  |  |  |  |  |  | FYE March 2015 |  |  |
|  | 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 |
| Transaction-related expenses | 1,427 | 1,397 | 32 | 1,739 | 1,557 | 36 | 1,448 | 1,457 | 45 | 1,495 | 1,441 | 38 | 1,465 | 1,537 | 46 | 1,461 | 1,528 | 35 |
| Commissions paid | 264 | 777 | 15 | 356 | 972 | 17 | 296 | 854 | 14 | 320 | 804 | 15 | 218 | 903 | 13 | 283 | 849 | 10 |
| Exchange and association dues | 290 | 34 | 0 | 430 | 36 | - | 287 | 41 | 1 | 270 | 61 | 0 | 251 | 57 | 0 | 234 | 43 | 1 |
| Communication, freight and information expenses | 594 | 324 | 14 | 632 | 316 | 15 | 594 | 333 | 18 | 600 | 320 | 16 | 601 | 355 | 19 | 576 | 373 | 17 |
| Advertising expenses | 268 | 261 | 3 | 291 | 233 | 4 | 239 | 229 | 12 | 260 | 257 | 5 | 349 | 222 | 13 | 331 | 263 | 7 |
| Others | 12 | 0 | 1 | 31 | 0 | 0 | 32 | 0 | 0 | 44 | 0 | 0 | 45 | 0 | 0 | 37 | 0 | 0 |
| Compensation and benefits | 1,033 | 1,580 | 72 | 914 | 1,658 | 77 | 896 | 1,387 | 83 | 879 | 1,249 | 87 | 991 | 1,292 | 98 | 856 | 1,146 | 83 |
| Rental and maintenance | 289 | 86 | 16 | 333 | 93 | 13 | 430 | 91 | 14 | 391 | 78 | 16 | 408 | 103 | 17 | 473 | 88 | 17 |
| Rental expenses | 96 | 83 | 15 | 97 | 89 | 13 | 111 | 85 | 13 | 113 | 73 | 15 | 88 | 93 | 16 | 102 | 83 | 16 |
| Maintenance expenses | 193 | 4 | 1 | 237 | 4 | 1 | 319 | 6 | 1 | 278 | 5 | 1 | 320 | 10 | 1 | 371 | 5 | 1 |
| Data processing and office supplies | 1,266 | 0 | 5 | 1,436 | 0 | 3 | 1,311 | 0 | 4 | 1,354 | 0 | 8 | 1,276 | 0 | 10 | 1,279 | 0 | 5 |
| Data processing | 1,249 | 0 | 4 | 1,412 | 0 | 3 | 1,297 | 0 | 4 | 1,337 | 0 | 7 | 1,259 | 0 | 10 | 1,264 | 0 | 4 |
| Office supplies | 17! | - | 1 | 24 | -1 | 1 | 14 | - | 1 | $17!$ | - | 0 | 17 | - | 0 | 15 | - | 1 |
| Amortization and depreciation (*) | 358 | 467 | 21 | 349 | 487 | 23 | 347 | 467 | 23 | 390 | 428 | 23 | 445 | 436 | 23 | 455 | 439 | 23 |
| Taxes other than income taxes | 91 | 5 | 0 | 103 | 7 | 0 | 55 | 6 | 0 | 60 | 7 | 0 | 113 | 5 | 1 | 78 | 6 | 1 |
| Other operating expenses | 114 | 347 | 3 | 125 | 387 | 4 | 150 | 365 | 4 | 141 | 369 | 8 | 128 | 379 | 3 | 158 | 448 | 3 |
| Total selling, general and administrative expenses | 4,578 | 3,882 | 149 | 5,000 | 4,191 | 157 | 4,638 | 3,773 | 174 | 4,709 | 3,573 | 180 | 4,826 | 3,754 | 198 | 4,761 | 3,655 | 167 |

[^3]
## U.S. Segment :Quarterly financial results (in USD)

MONEX GROUP

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

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

The details of SG\&A in consolidated statement of income

|  | FYE March 2013 |  |  | FYE March 2014 |  |  |  | $\begin{aligned} & \text { FYE March } \\ & 2015 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Transaction-related expenses | 15,905 | 15,064 | 15,172 | 15,910 | 14,868 | 14,164 | 15,051 | 14,970 |
| Commissions paid | 8,457 | 8,487 | 8,461 | 9,935 | 8,717 | 7,878 | 8,839 | 8,320 |
| Exchange and association dues | 364 | 345 | 370 | 367 | 417 | 607 | 563 | 420 |
| Communication, freight and information expenses | 4,075 | 3,524 | 3,504 | 3,232 | 3,401 | 3,144 | 3,479 | 3,653 |
| Advertising expenses | 3,008 | 2,708 | 2,836 | 2,376 | 2,333 | 2,534 | 2,169 | 2,574 |
| Others | 1 | 1 | 1 | 1 | 0 | 2 | 1 | 2 |
| Compensation and benefits | 13,229 | 13,370 | 17,661 | 16,942 | 14,158 | 12,222 | 12,613 | 11,234 |
| Rental and maintenance | 1,048 | 959 | 934 | 953 | 933 | 768 | 1,013 | 867 |
| Rental expenses | 1,002 | 921 | 893 | 908 | 867 | 718 | 909 | 814 |
| Maintenance expenses | 46 | 39 | 41 | 46 | 66 | 50 | 104 | 53 |
| Data processing and office supplies | 3 | 1 | 2 | 1 | 2 | 1 | 3 | 4 |
| Data processing | 3 | 1 | 2 | 1 | 2 | 1 | 3 | 4 |
| Office supplies | - | - | - | - | - | - | - | - |
| Amortization and depreciation (*) | 5,447 | 5,309 | 5,063 | 4,977 | 4,766 | 4,199 | 4,260 | 4,303 |
| Taxes other than income taxes | 58 | 59 | 52 | 74 | 57 | 72 | 51 | 54 |
| Other operating expenses | 3,591 | 3,303 | 3,799 | 3,951 | 3,724 | 3,624 | 3,710 | 4,391 |
| Total selling, general and administrative expenses | 39,281 | 38,068 | 42,684 | 42,809 | 38,507 | 35,051 | 36,703 | 35,824 |

[^4]Consolidated statement of financial position (1)

■Assets

|  | As of <br> March 31, 2014 | As of <br> June 30, 2014 |
| :--- | ---: | ---: |
| Cash and cash equivalents | 85,442 | 84,600 |
| Cash segregated as deposits | 426,719 | 444,129 |
| Trading securities and other | 2,458 | 2,880 |
| Derivative assets | 11,326 | 10,791 |
| Investments in securities | 8,390 | 8,521 |
| Margin transaction assets | 178,230 | 157,424 |
| Loans on margin transactions | 176,203 | 156,488 |
| Cash collateral pledged for securities | 2,026 |  |
| borrowing on margin transactions | 152,382 | 150,784 |
| Loans secured by securities | 152,382 | 150,784 |
| Cash collateral pledged for securities | 28,990 | 33,659 |
| borrowed | 14,137 | 18,731 |
| Other financial assets | 2,969 | 3,161 |
| Guarantee deposits | 9,025 | 8,660 |
| Accrued income | 2,859 | 3,107 |
| Loans receivable |  |  |
| Others |  |  |


|  | As of <br> March 31, 2014 | As of <br> June 30, 2014 |
| :--- | ---: | ---: |
| Property and equipment | 1,579 | 2,228 |
| Intangible assets | 41,558 | 42,143 |
| Goodwill | 18,027 | 17,867 |
| Identifiable intangible assets | 15,109 | 14,592 |
| Other | 8,423 | 9,684 |
| Equity method investments | 861 | 872 |
| Deferred tax assets | 247 | 52 |
| Other assets | 1,089 | 1,746 |
| Total assets | 939,270 | 939,831 |

Consolidated statement of financial position (2)

## ■Liabilities

|  | As of <br> March 31, 2014 | As of <br> June 30,2014 |
| :--- | ---: | ---: |
| Derivative liabilities | 9,047 | 8,016 |
| Margin transaction liabilities | 22,308 | 35,733 |
| Borrowings on margin transactions | 13,700 | 11,427 |
| Cash received for securities <br> lending on margin transactions | 183,765 | 198,781 |
| Loans payables secured by <br> securities | 183,765 | 198,781 |
| Cash received on debt credit <br> transaction of securities | 287,385 | 314,871 |
| Deposits received | 167,039 | 169,848 |
| Guarantee deposits received | 159,125 | 122,982 |
| Bonds and loans payables | 137,336 | 101,133 |
| Loans payables | 5,000 | 5,000 |
| Commercial papers | 16,790 | 16,850 |
| Bonds payables | 4,280 | 4,897 |
| Other financial liabilities | 156 | 157 |
| Provisions | 5,629 | 191 |
| Income tax payables | 2,810 | 3,825 |
| Deferred tax liabilities | 858,569 | 860,769 |
| Other liabilities |  | 1,468 |
| Total liabilities | 2026 |  |

■Equity (million yen)

|  | As of <br> March 31, 2014 | As of <br> June 30, 2014 |
| :--- | ---: | ---: |
| Common stock | 10,394 | 10,394 |
| Additional-paid in capital | 40,510 | 40,510 |
| Retained earnings | 22,856 | 21,404 |
| Accumulated other comprehensive <br> income | 6,941 | 6,755 |
| Valuation difference on available- <br> for-sale financial assets | 872 | 1,099 |
| Foreign currency translation <br> adjustment | 6,138 | 5,739 |
| Changes in fair value of <br> hedging items | -143 | -154 |
| Accumulated other <br> comprehensive income for <br> equity method investments | 80,701 | 79 |
| Equity attributable to owners of the <br> Company | 80,701 | 79,062 |
| Total equity |  | 71 |

Consolidated statement of financial position (3)
■Investments in securities

|  | As of March 31, 2014 | $\begin{gathered} \text { As of } \\ \text { June 30, } 2014 \end{gathered}$ | measurement method | Description |
| :---: | :---: | :---: | :---: | :---: |
| Investments in securities | 8,390 | 8,521 |  |  |
| Fair Value Through Profit or Loss (Level 1) | 579 | 477 | Quoted prices (unadjusted) in active markets for identical assets or liabilities |  |
| Available-for-sale financial assets |  |  |  |  |
| Level 1 | 1,665 | 1,700 | 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 | 1,047 | 1,245 | Unobservable inputs for the asset or liability | ex. unlisted securities, investment partnership |
| Held-to-maturity securities | 5,099 | 5,099 | Securities are measured at amortized cost |  |

Details of Available-for-sale Financial Assets Level 1

|  | As of <br> March 31, 2014 | As of <br> June 30, 2014 |  |
| :--- | ---: | ---: | :--- |
| MMF | 179 | 172 |  |
| U.S. corporate bonds held by U.S. <br> subsidiary | 823 | 810 |  |
| Asia FOF linked investment trust | 664 | 657 |  |
| Others | - | 61 |  |
| Total | 1,665 | 1,700 |  |


[^0]:    Note: MRFs are not included in Mutual Funds data

[^1]:    ${ }^{(*)}$ SG\&A includes amortization expenses for the identified intangible assets acquired through the business combination

[^2]:    (*) SG\&A includes amortization expenses for the identified intangible assets acquired through the business combination

[^3]:    (*) Amortization and depreciation in U.S. and China segment includes amortization expenses for the identified intangible assets each acquired from TradeStation and Monex BOOM Group

[^4]:    (*) Amortization and depreciation includes amortization expenses for the identified intangible assets generated from acquisition of TradeStation

