

# **Financial Results for 2Q of Fiscal Year Ending March 31, 2021**

## Our Business Principles

Always a step ahead of the “Y” in “MONEY,”

our name MONEX symbolizes our position as a forerunner in finance.

In the face of an ever-changing future, the Monex Group utilizes state-of-the-art IT technologies and world-class financial expertise to design innovative ways of managing money and to redefine finance for a new era. We will strive to support everyone’s investment and economic needs.

To achieve this we are committed to:

- Celebrating the diversity of each and every one of our customers and employees;
- Driving the future of technology and first class financial professionalism that empowers traders and investors; and
- Creating new value to contribute to all stakeholders

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This is an English translation of Japanese presentation materials 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 or conduct solicitation for any product or service, etc.

#### <Forward-looking Statements>

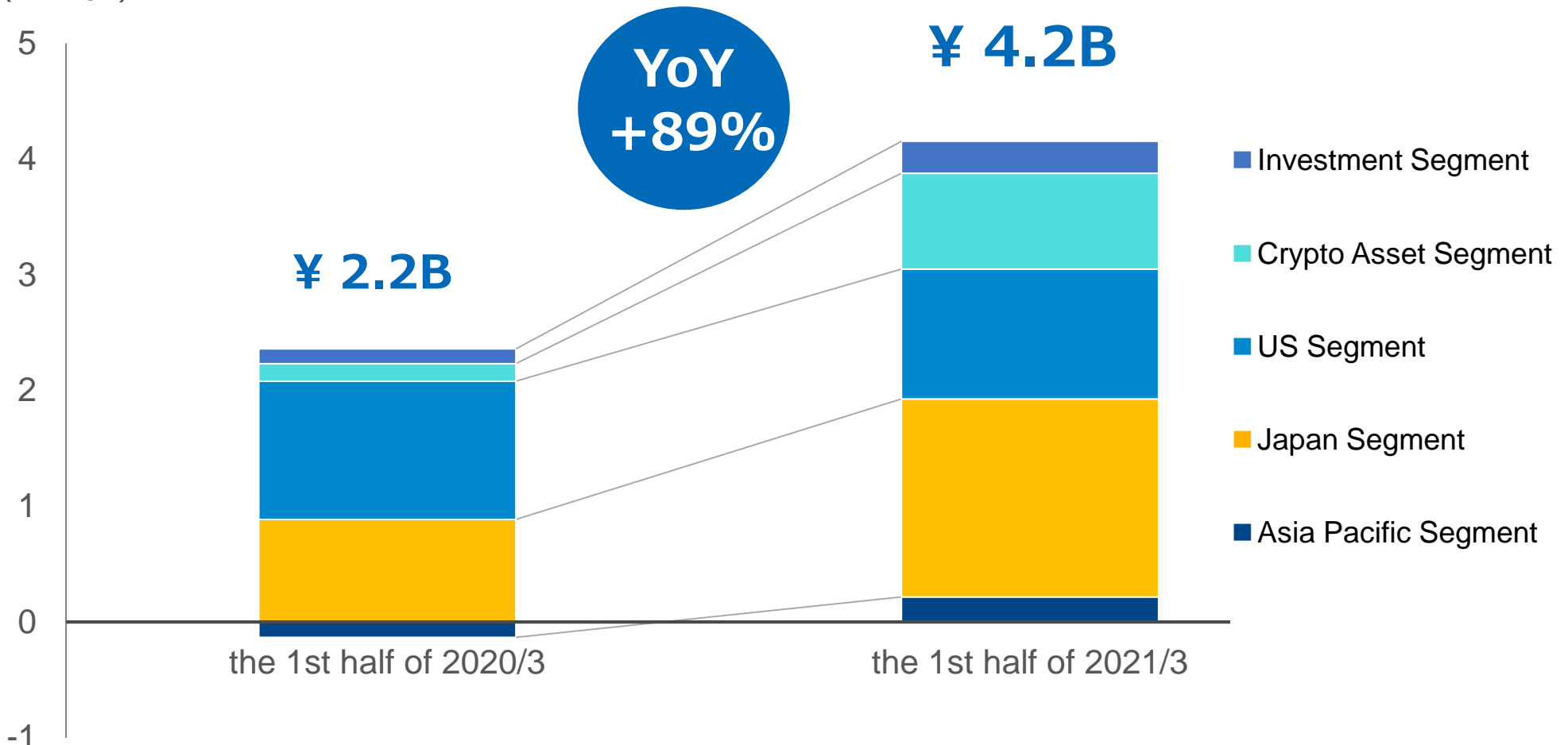
This presentation material contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our industry and us. These forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can 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.

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  - II. Consolidated Performance
  - III. Business Update

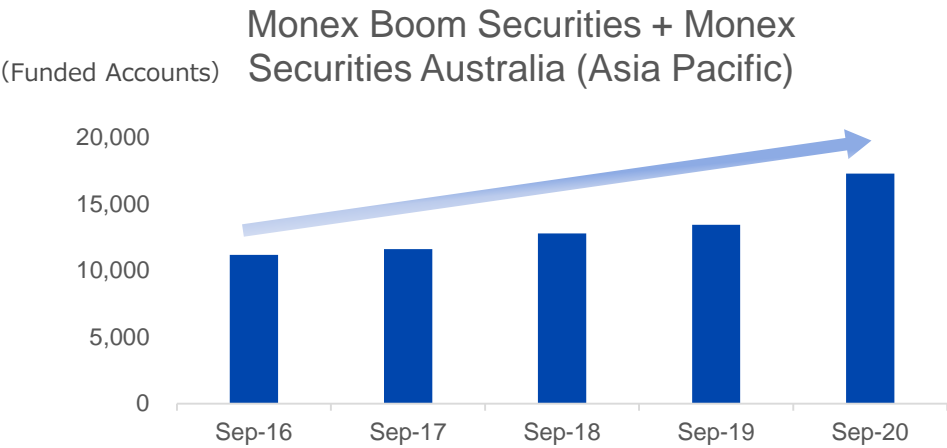
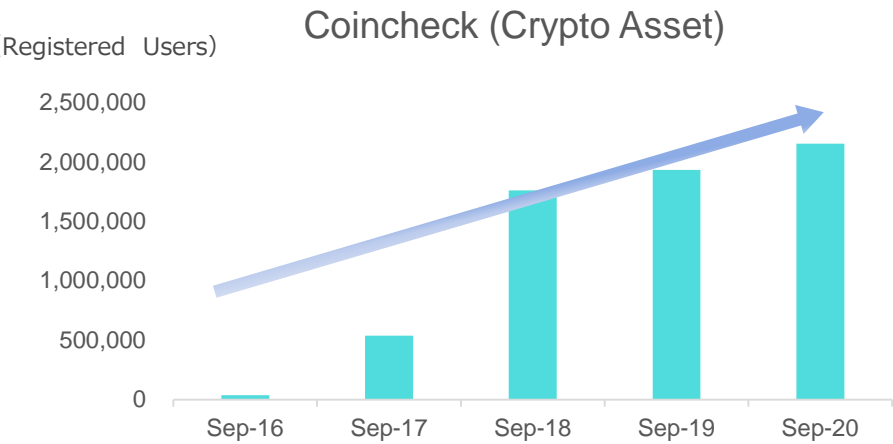
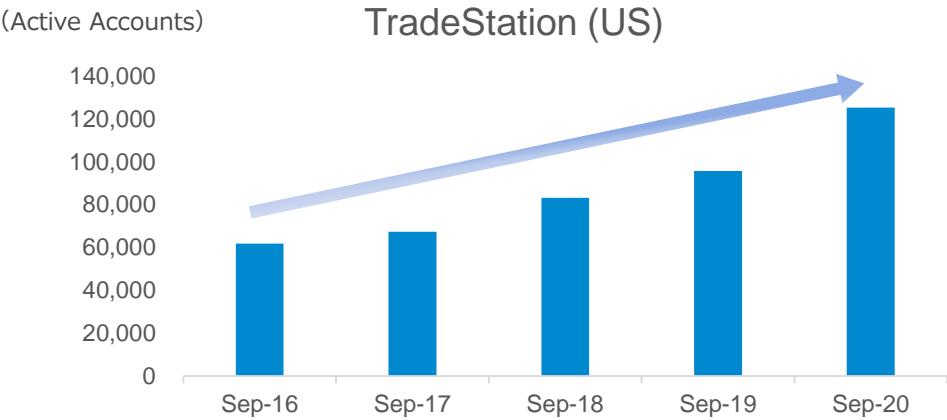
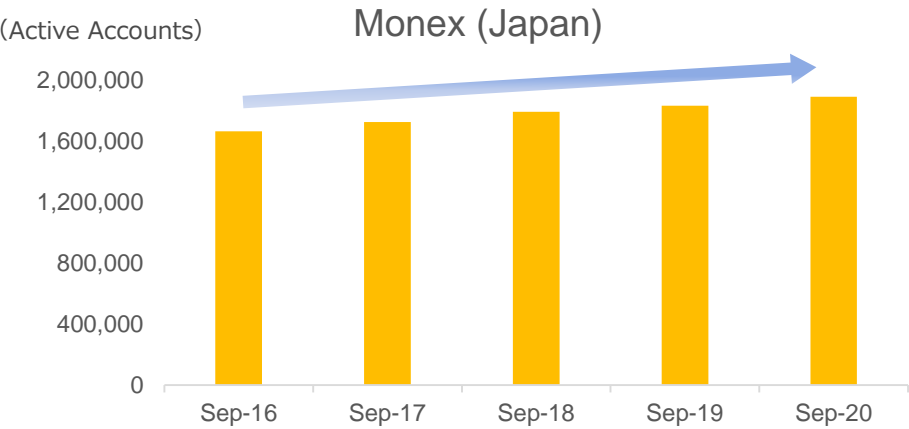
Appendix. Group Overview

Consolidated pre-tax profit significantly increased YoY in all five segments  
Japan Segment doubled, US Segment performed solid despite low interest rate,  
Crypto Asset Segment became a profit pillar

(¥Billion)



# Customer accounts in each segment keep growing



# Transforming our business model while leveraging our existing core businesses



Transforming to an asset-management model



Diversifying revenue sources



Entering new business areas





**¥ 2.2B** consolidated pre-tax profit with the three major segments reporting almost the same level of profits

**Japan**

**¥ 0.6B** of segment profit, derived from higher online trading volumes by retail investors and better performance of our competitive US equities services

**US**

**¥ 0.6B** of segment profit due to a significant increase in new accounts and other commissions, led by the introduction of commission-free plans, far exceeding a decline in net financial income because of lower interest rates

**Crypto Asset**

**¥ 0.7B** of segment profit, which is 7 times QoQ and a record high since Coincheck becoming a part of Monex Group, due to active crypto asset market triggered by monetary easing and higher altcoin trading volume

**Asia Pacific**

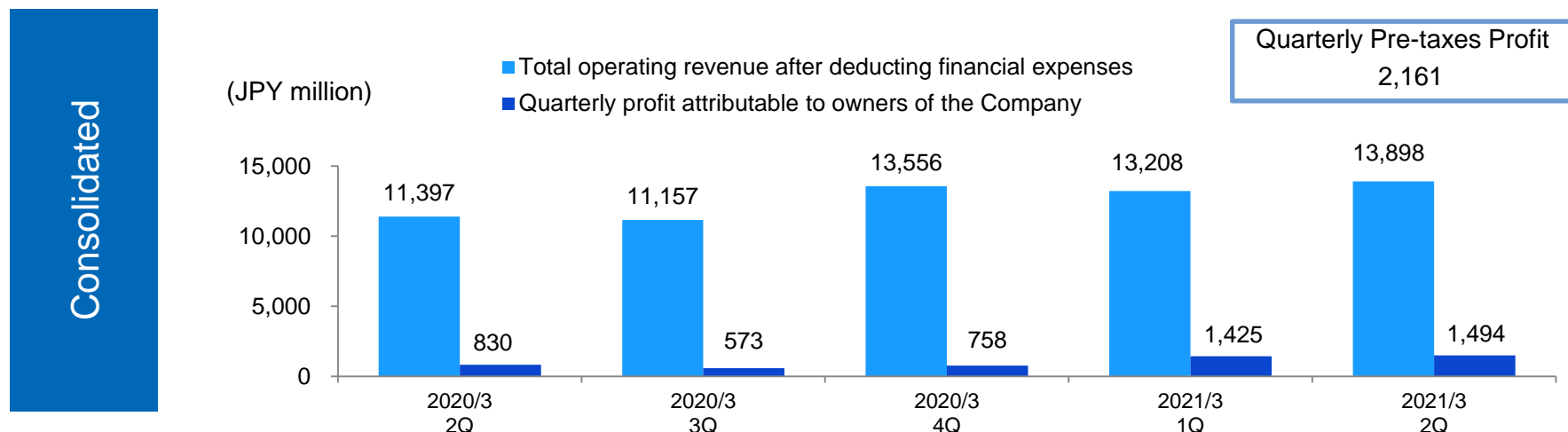
**¥ 0.15B** of segment profit, the record high, due to an increase in trading volume of Boom Securities based in Hong Kong against a backdrop of the rapid recovery of the Chinese economy

**Investment**

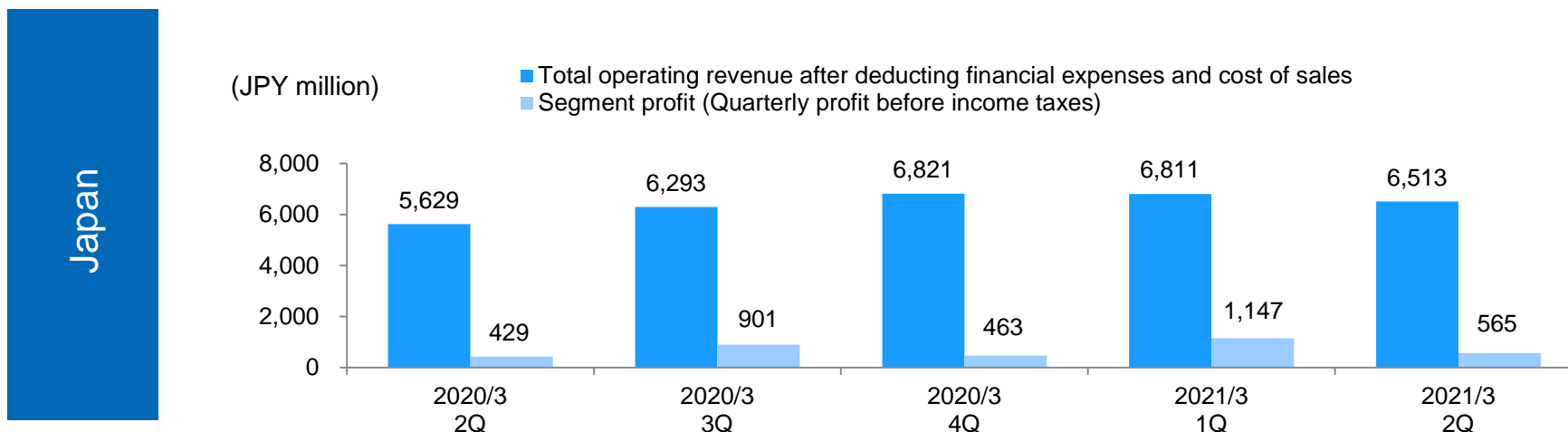
**¥ 0.1B** of segment profit due to valuation gains in several investments in innovative firms utilizing digital technologies with a favorable wind of demand for remote working and online services



◆ Total operating revenue after deducting financial expenses and quarterly profit attributable to owners of the Company

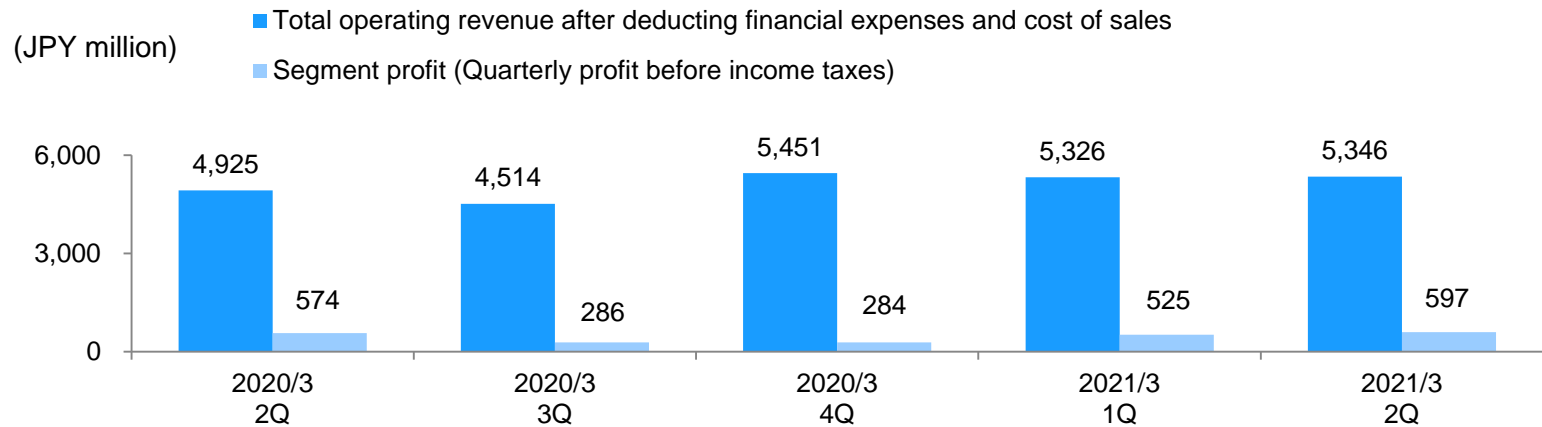


◆ Total operating revenue after deducting financial expenses and cost of sales and Segment profit

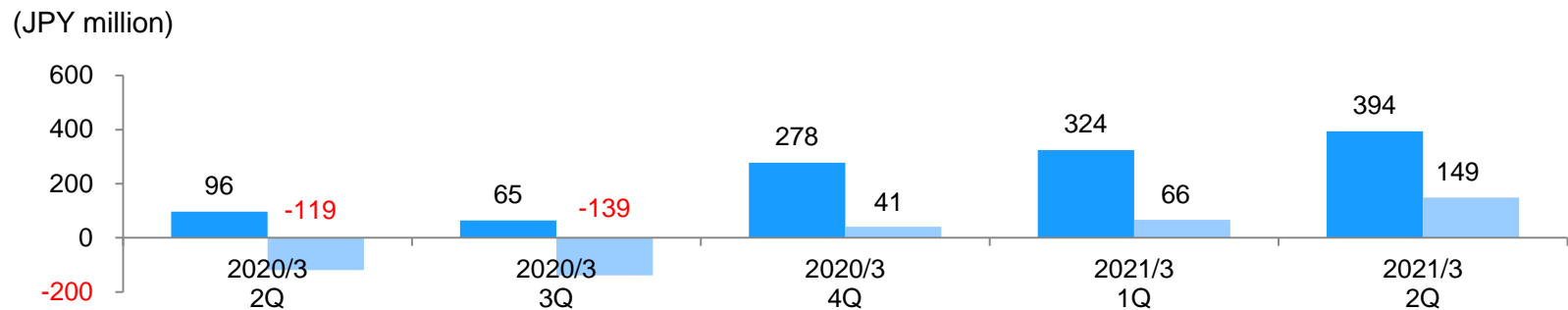


◆ Total operating revenue after deducting financial expenses and cost of sales and Segment profit

US

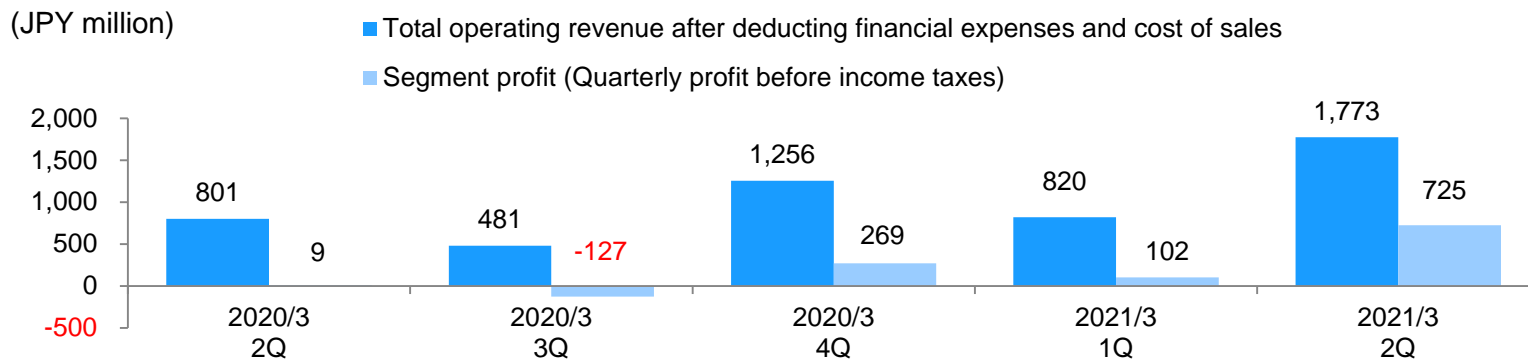


Asia Pacific

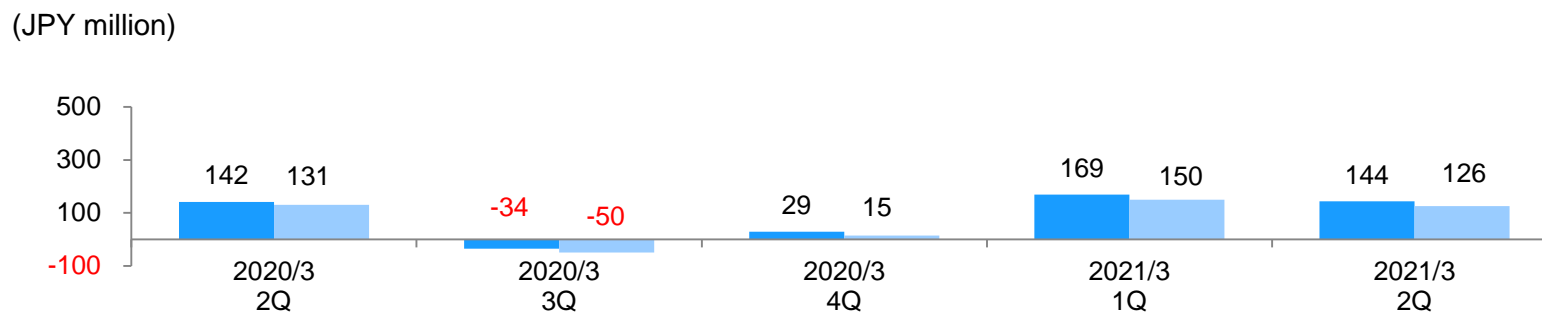


◆ Total operating revenue after deducting financial expenses and cost of sales and Segment profit

Crypto Asset



Investment



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Appendix. Group Overview

# YoY Comparison (6 months) Consolidated Performance

(JPY million)	FYE Mar. 2020 2Q (Apr. 2019– Sep. 2019)	FYE Mar. 2021 2Q (Apr. 2020– Sep. 2020)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	23,277	27,106	+3,829	+16%	P14: Analysis of Japan segment P16: Analysis of US segment (USD) P18: Analysis of Crypto Asset segment
SG&A	21,112	22,851	+1,739	+8%	P15: Analysis of Japan segment P17: Analysis of US segment (USD) P19: Analysis of Crypto Asset segment
The amount equivalent to operating income	2,165	4,255	+2,090	+97%	
Other income / expenses (net)	30	-103	-133		Breakdown in DATA BOOK P18: - Consolidated financial results (Other income and other expenses)
Quarterly profit before income Taxes	2,195	4,152	+1,957	+89%	
Quarterly profit attributable to owners of the Company	1,679	2,919	+1,240	+74%	
EBITDA *	6,212	8,346	+2,134	+34%	

\* EBITDA = The amount equivalent to operating income + depreciation and amortization cost + interest expense of US segment  
(the same hereinafter)

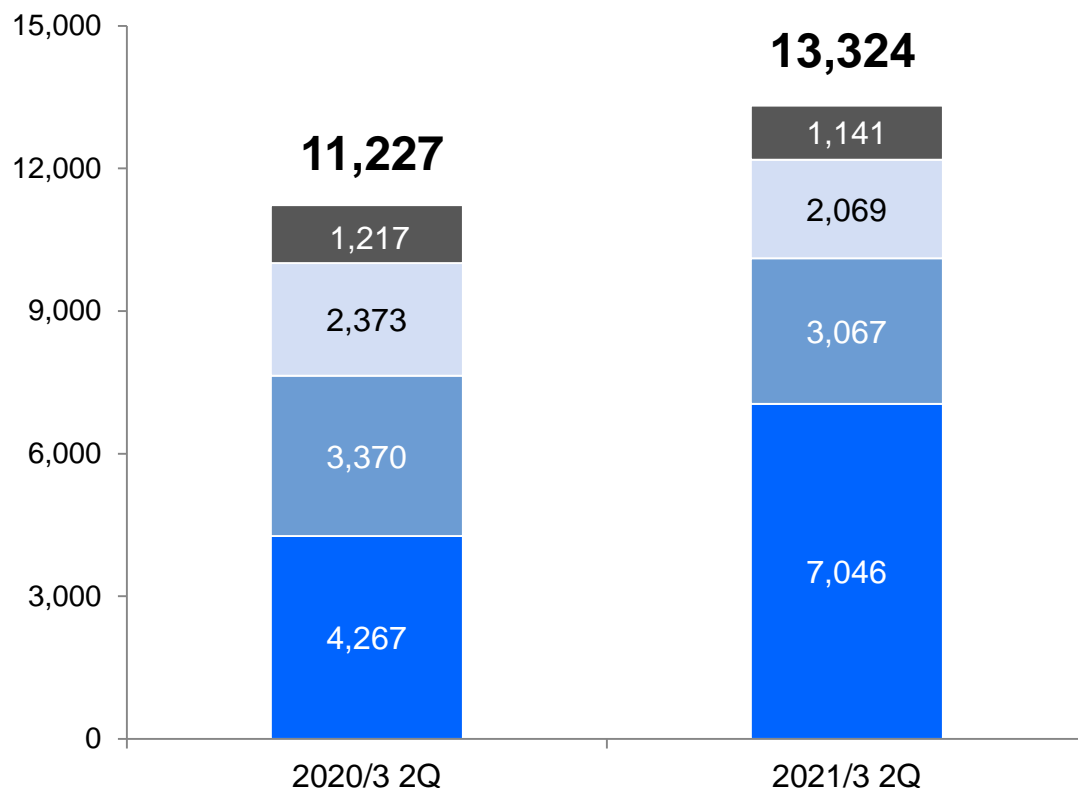
# YoY Comparison (6 months) Segment Performance

	Japan		US		Asia Pacific		Crypto Asset		Investment	
(JPY million)	2020/3 2Q	2021/3 2Q	2020/3 2Q	2021/3 2Q	2020/3 2Q	2021/3 2Q	2020/3 2Q	2021/3 2Q	2020/3 2Q	2021/3 2Q
Total operating revenue after deducting financial expenses and cost of sales	11,227	13,324	9,921	10,672	292	718	2,075	2,592	154	313
SG&A	10,442	11,644	8,699	9,539	437	535	1,932	1,775	25	37
The amount equivalent to operating income	785	1,680	1,221	1,133	-145	182	143	817	129	276
Other income / expenses (net)	101	32	-28	-11	12	34	9	11	-0	-0
Quarterly profit before income taxes	886	1,712	1,194	1,122	-133	216	152	828	129	276
Quarterly profit attributable to owners of the Company	624	1,082	1,008	836	-119	176	120	689	80	137
EBITDA	3,236	4,324	2,794	2,525	-86	240	448	1,003	129	276
Note	See P14 “total operating revenue after deducting financial expenses and cost of sales” for more details See P15 “SG&A” for more details		See P16 “total operating revenue after deducting financial expenses and cost of sales” for more details See P17 “SG&A” for more details				See P18 “total operating revenue after deducting financial expenses and cost of sales” for more details See P19 “SG&A” for more details			

**Japan : Increased market transactions and multiple measurements drove Monex's market share for Japan equities higher, especially in margin trading, leading to a 65% increase in brokerage commissions YoY**

■ Total operating revenue after deducting financial expenses and cost of sales

(JPY million)



Total operating revenue after deducting financial expenses and cost of sales  
**+18.7% (+2,096)**

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

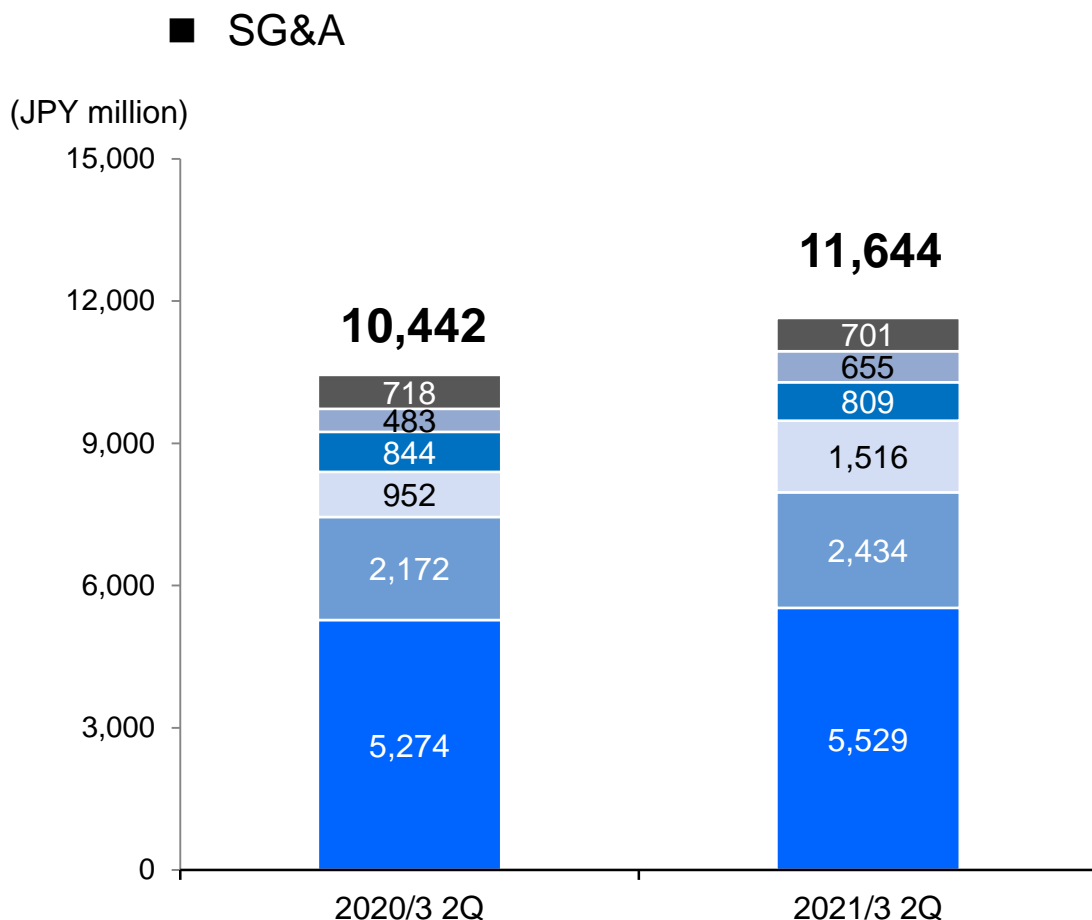
- Others (-75)
- FX & fixed income (-304)
- Net financial income (-303) \*1
- Brokerage commissions (+2,779) \*2

\*1 Net financial income of margin trading +61 (+13%)  
Margin balance of Monex Securities (Avg.) +6%

\*2 Total trading volume of individual investors in two Japanese +52%  
Market share of Monex trading volume 5.09% → 5.40% (+6%)  
Market share of Monex cash trading 6.83% → 6.93% (+1%)  
Market share of Monex margin trading 4.29% → 4.65% (+8%)  
Brokerage commissions from US equity 307 → 980 (+219%)



Japan : Larger trading volume drove higher variable costs. Depreciation expenses increased due to a new system investment in margin trading services and in NISA services for better usability



SG&A Total +11.5% (+1,202)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

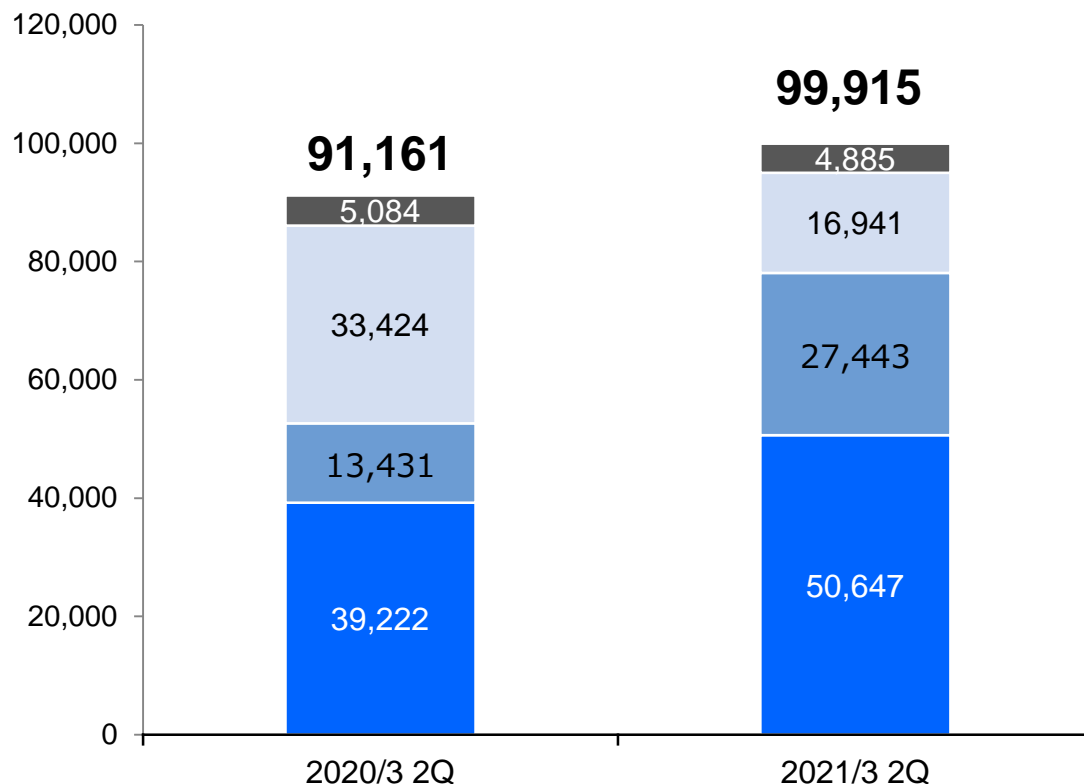
- Others (-16)
- Advertising expenses (+172)
- Communication, freight and information expenses (-35)
- Commissions paid, exchange and association dues (+564)
- Compensation and benefits (+262)
- System related expenses (+256) \*

\* Rental expenses +1  
 Data processing +62  
 Depreciation expenses +193  
 (New system investment: NISA service improvements,  
 Selling of general margin trading, etc.)

**US** : Brokerage commissions and other commissions increased significantly due to larger trading volume driven by growth in commission-free plans and higher volatility (VIX). This drove an increase in total revenue despite a decline in net financial income due to lower interest rates

■ Total operating revenue after deducting financial expenses and cost of sales

(USD thousand)



Total operating revenue after deducting financial expenses and cost of sales +9.6% (+8,754)

\* Figures in parentheses indicate the variance from the previous quarter (USD thousand)

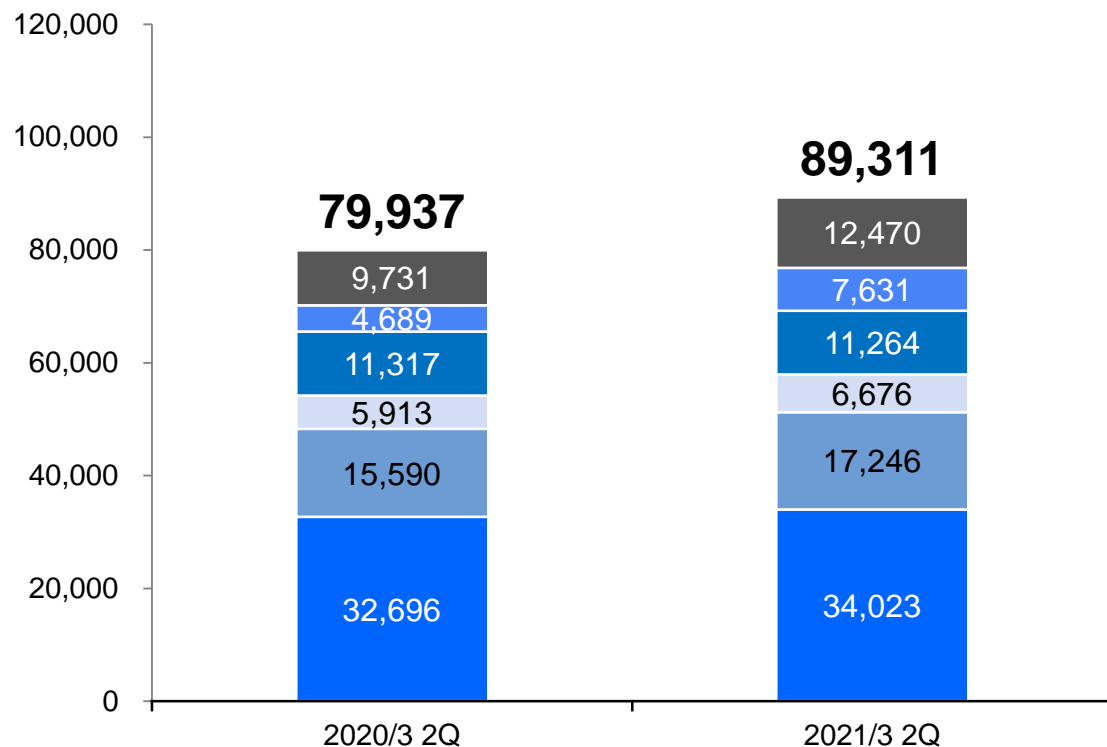
- Others (-200)
- Net financial income (-16,483)
- Other commissions (+14,012) \*
- Brokerage commissions (+11,424) \*

\* VIX Daily Average: 15.6→30.1  
DARTs: +143% YoY

**US : Higher advertising expenses for TradeStation Crypto and YouCanTrade.  
Larger trading volume drove higher commissions paid and association dues**

■ SG&A

(USD thousand)



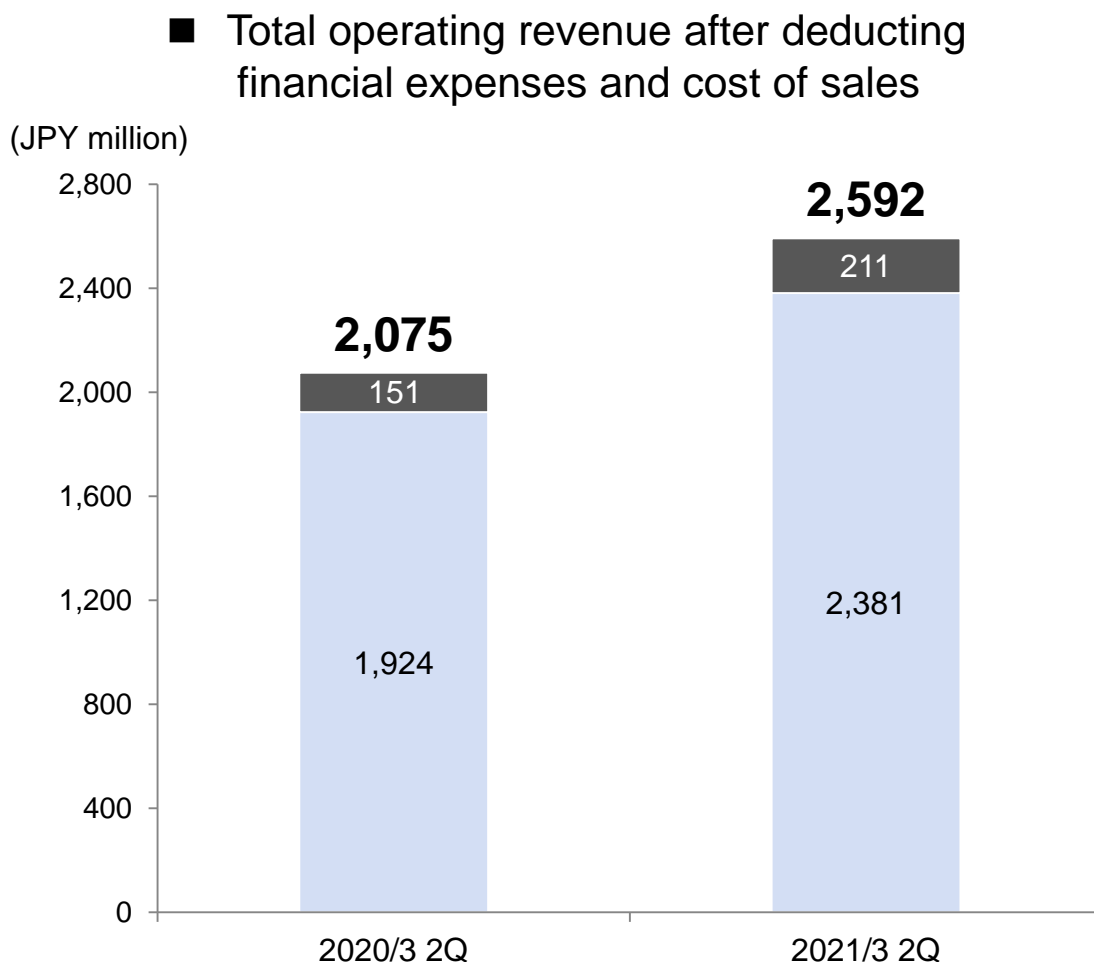
**SG&A Total +11.7% (+9,373)**

\* Figures in parentheses indicate the variance from the previous quarter (USD thousand)

- Others (+2,739)
- Advertising expenses (+2,942)
- Amortization and depreciation (-53)
- Communication, freight and information expenses (+762)
- Commissions paid and association dues (+1,656)
- Compensation and benefits (+1,327) \*

\* Included \$1.6M in severance pay for a reduction in force in April 2020

**Crypto** : Despite lower market trading volume(\*) of BTC, customer trading volume at Coincheck remains almost flat YoY. Favorable transaction volume of Altcoins led to a 24% increase in net trading income



Total operating revenue after deducting financial expenses and cost of sales  
+24.9% (+517)

- Others (+60)
- Net trading income (+457) \*

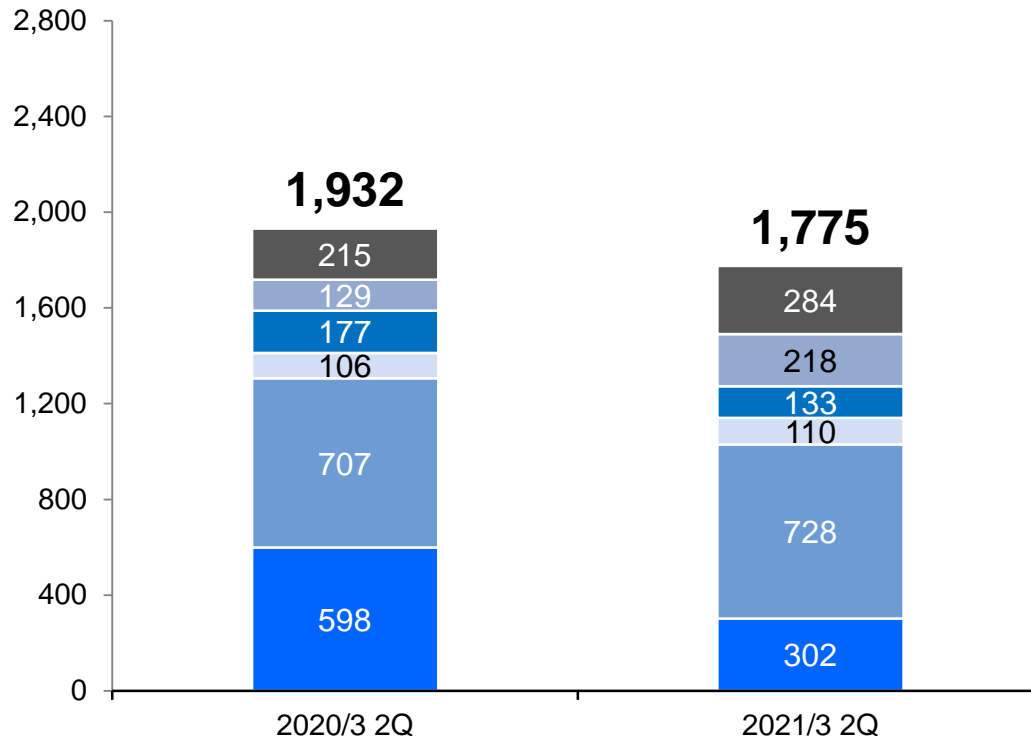
\* Trading volume in cash trading of Bitcoin in Japan (excluding DMM Bitcoin)  
Total transaction Apr.-Sep., 2019 ¥6919.5B  
Total transaction Apr.-Sep., 2020 ¥5918.4B (-14%)

Source: Bitcoin Website in Japanese  
“Monthly market volume in Japan”  
(URL <https://jpbitcoin.com/market/volume>)

Crypto : Effect of restructuring of fixed costs, such as system related expenses, in the first half of last fiscal year kept contributing to a reduction in expenses

■ SG&A

(JPY million)



SG&A Total -8.1% (-157)

- Others (+70) \*
- Advertising expenses (+89)
- Communication, freight and information expenses (-44)
- Commissions paid, exchange and association dues (+4)
- Compensation and benefits (+20)
- System related expenses (-297)\*

\* Outsourcing expenses and data processing fees decreased because of the closing of a local office and insourcing operations after the registration as a cryptocurrency exchange agency  
 Real estate expenses -54  
 Office cost -123  
 Depreciation -119

(JPY million)

	1Q FYE Mar. 2021 (Apr. 2020- Jun. 2020)	2Q FYE Mar. 2021 (Jul. 2020- Sep. 2020)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	13,208	13,898	+689	+5%	P22: Analysis of Japan segment P24: Analysis of US segment (USD) P26: Analysis of Crypto Asset segment
SG&A	11,264	11,587	+322	+3%	P23: Analysis of Japan segment P25: Analysis of US segment (USD) P27: Analysis of Crypto Asset segment
The amount equivalent to operating income	1,944	2,311	+367	+19%	
Other income / expenses (net)	47	-150	-197		Breakdown in DATA BOOK P18: - Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	1,991	2,161	+170	+9%	
Quarterly profit attributable to owners of the Company	1,425	1,494	+69	+5%	
EBITDA	3,969	4,377	+408	+10%	

## QoQ Comparison (3 months) Segment Performance

	Japan		US		Asia Pacific		Crypto Asset		Investment	
(JPY million)	2021/3 1Q	2021/3 2Q	2021/3 1Q	2021/3 2Q	2021/3 1Q	2021/3 2Q	2021/3 1Q	2021/3 2Q	2021/3 1Q	2021/3 2Q
Total operating revenue after deducting financial expenses and cost of sales	6,811	6,513	5,326	5,346	324	394	820	1,773	169	144
SG&A	5,777	5,867	4,790	4,749	264	272	717	1,059	19	18
The amount equivalent to operating income	1,034	646	536	597	60	122	103	714	151	126
Other income / expenses (net)	113	-81	-11	0	6	27	-1	12	-0	-0
Quarterly profit before income taxes	1,147	565	525	597	66	149	102	725	150	126
Quarterly profit attributable to owners of the Company	747	335	428	408	51	125	111	578	88	49
EBITDA	2,327	1,997	1,250	1,275	90	151	195	807	151	126

### Note

See P22 “total operating revenue after deducting financial expenses and cost of sales” for more details  
See P23 “SG&A” for more details

See P24 “total operating revenue after deducting financial expenses and cost of sales” for more details. See P25 “SG&A” for more details.

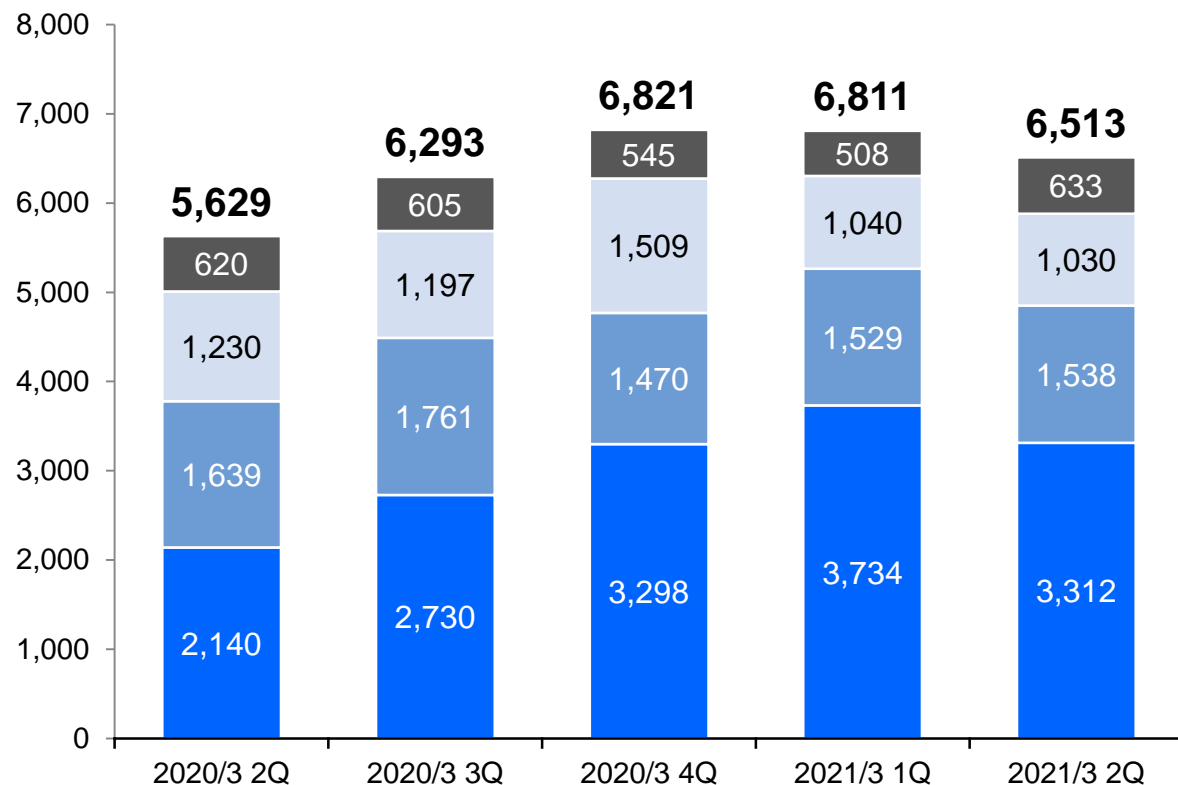
See P26 “total operating revenue after deducting financial expenses and cost of sales” for more details. See P27 “SG&A” for more details.



**Japan :** Although Japanese equities commissions decreased because of the slow market, total revenue is continuously strong due to an increase in net financial income driven by higher margin balances under higher stock prices and better performance of US equities business

■ Quarterly total operating revenue after deducting financial expenses and cost of sales

(JPY million)



Quarterly total operating revenue after deducting financial expenses and cost of sales -4.4% (-298)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Others (+125) \*1
- FX & fixed income (-10)
- Net financial income (+10) \*2
- Brokerage commissions (-422) \*3

\*1 Includes investment advisory fee for Monex Activist Fund

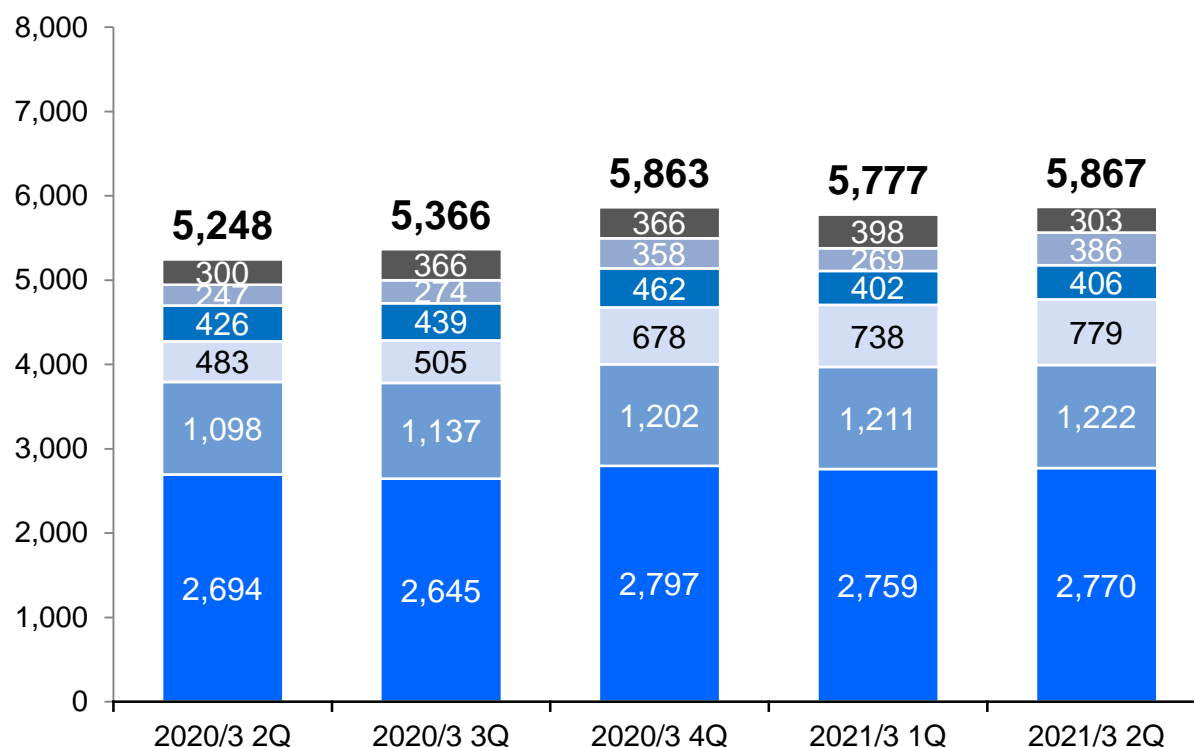
\*2 Net margin interest income +129 (+13%)  
 Margin balance of Monex Securities (Avg.) +9%  
 Seasonal dividend income -111 (-82%)

\*3 Total trading volume of individual investors in two Japanese major equity markets, incl ETFs etc. -11%  
 Transaction volume of Monex Securities -19%  
 Commissions from US equities 425 → 555 (+131)

## Japan : Advertising expenses increased with an increase in the number of application for brokerage accounts at Monex

### ■ Quarterly SG&A

(JPY million)



### Quarterly SG&A +1.6% (+90)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Others (-95)
- Advertising expenses (+117) \*1
- Communication, freight and information expenses (+4)
- Commissions paid, exchange and association dues (+41) \*2
- Compensation and benefits (+11)
- System related expenses (+11)

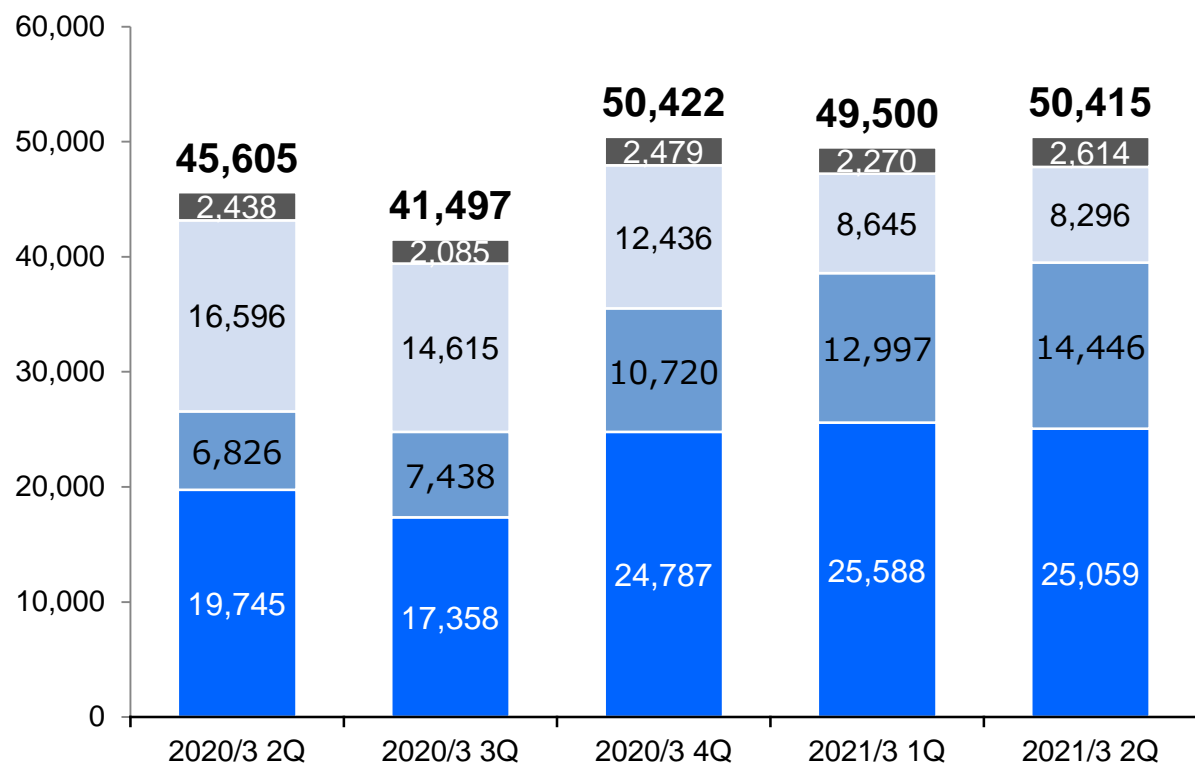
\*1 New account opening +16%

\*2 Commissions paid for Japan equity -11  
Commissions paid for US equity +31

**US : Other Commission increased as commission-free plans drove increased trading volumes in equities and options despite lower volatility. Brokerage commissions were lower, though, due to the additional impact of lower futures trading volumes and commissions from lower volatility**

■ Quarterly total operating revenue after deducting financial expenses and cost of sales

(USD thousand)



Quarterly total operating revenue after deducting financial expenses and cost of sales +1.8% (+915)

\* Figures in parentheses indicate the variance from the previous quarter (USD thousand)

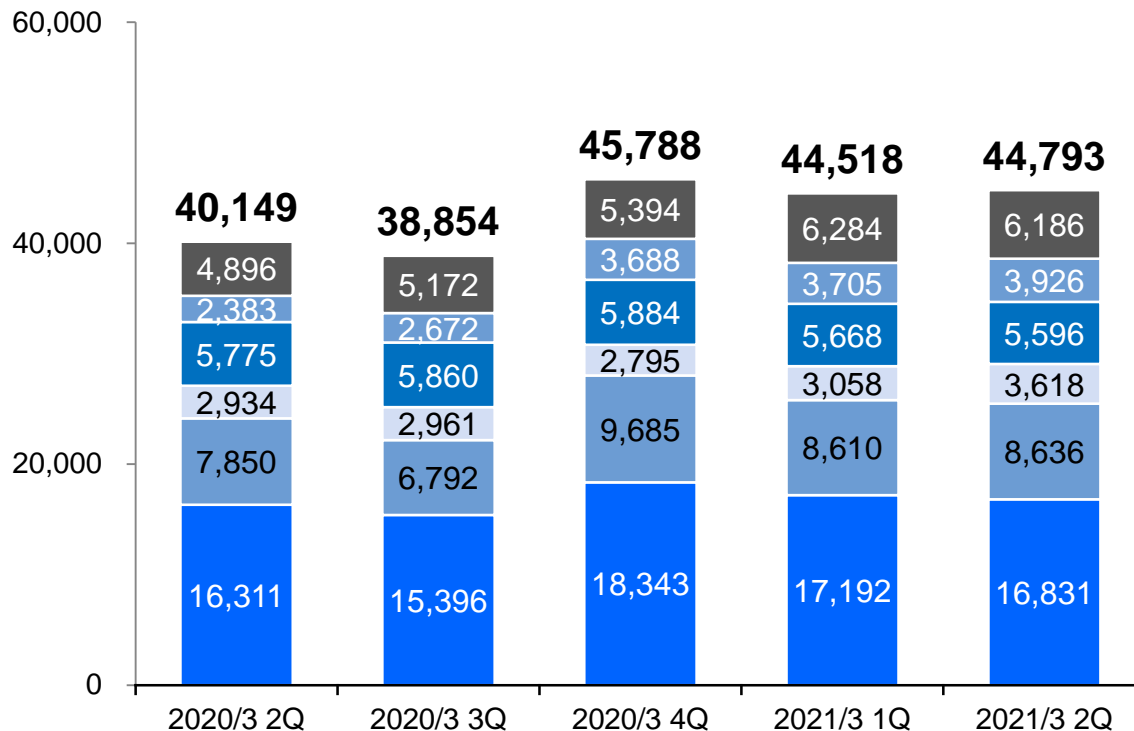
- Others (+344)
- Net financial income (-349)
- Other commission (+1,449) \*1
- Brokerage commissions (-530) \*1

\*1 VIX Daily Average: 34.5→25.8  
DARTS QoQ: +18%

US : Total expenses remained flat QoQ although marketing of new businesses increased to diversify future earnings

### ■ Quarterly SG&A

(USD thousand)



Quarterly SG&A +0.6% (+275)

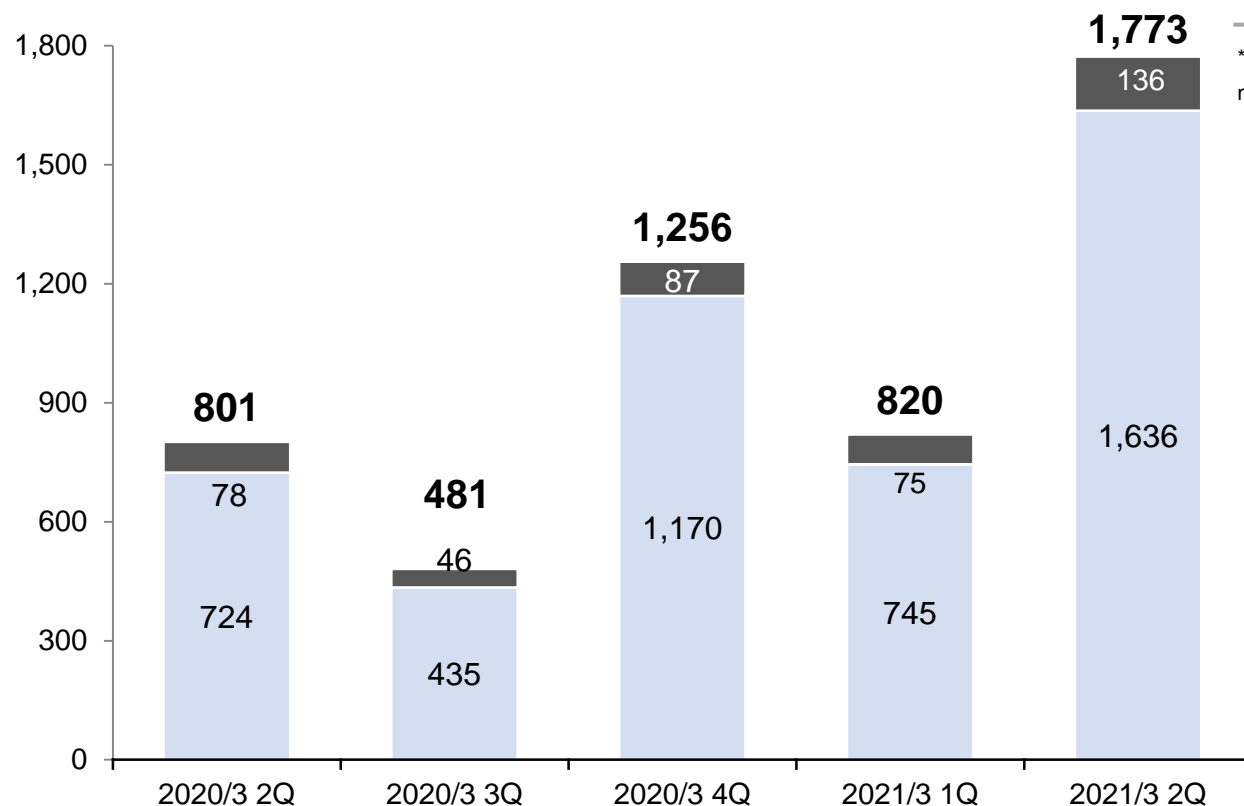
\* Figures in parentheses indicate the variance from the previous quarter (USD thousand)

- Others (-98)
- Advertising expenses (+221)
- Amortization and depreciation (-71)
- Communication, freight and information expenses (+560)
- Commissions paid and association dues (+26)
- Compensation and benefits (-362)

**Crypto : Highest quarterly revenue since Coincheck joining Monex Group. Net trading income largely increased driven by higher trading volume of altcoins at the marketplace**

■ Quarterly total operating revenue after deducting financial expenses and cost of sales

(JPY million)



Quarterly total operating revenue after deducting financial expenses and cost of sales **+116.2% (+953)**

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

■ Others (+61)

■ Net trading income (+891) \*

\* Trading volume in cash trading of Bitcoin in Japan (excluding DMM Bitcoin)

Total transaction Apr.-Jun., 2020 ¥2925.7B

Total transaction Jul.-Sep., 2020 ¥2992.7B (+2%)

Source: Bitcoin Website in Japanese

“Monthly market volume in Japan”

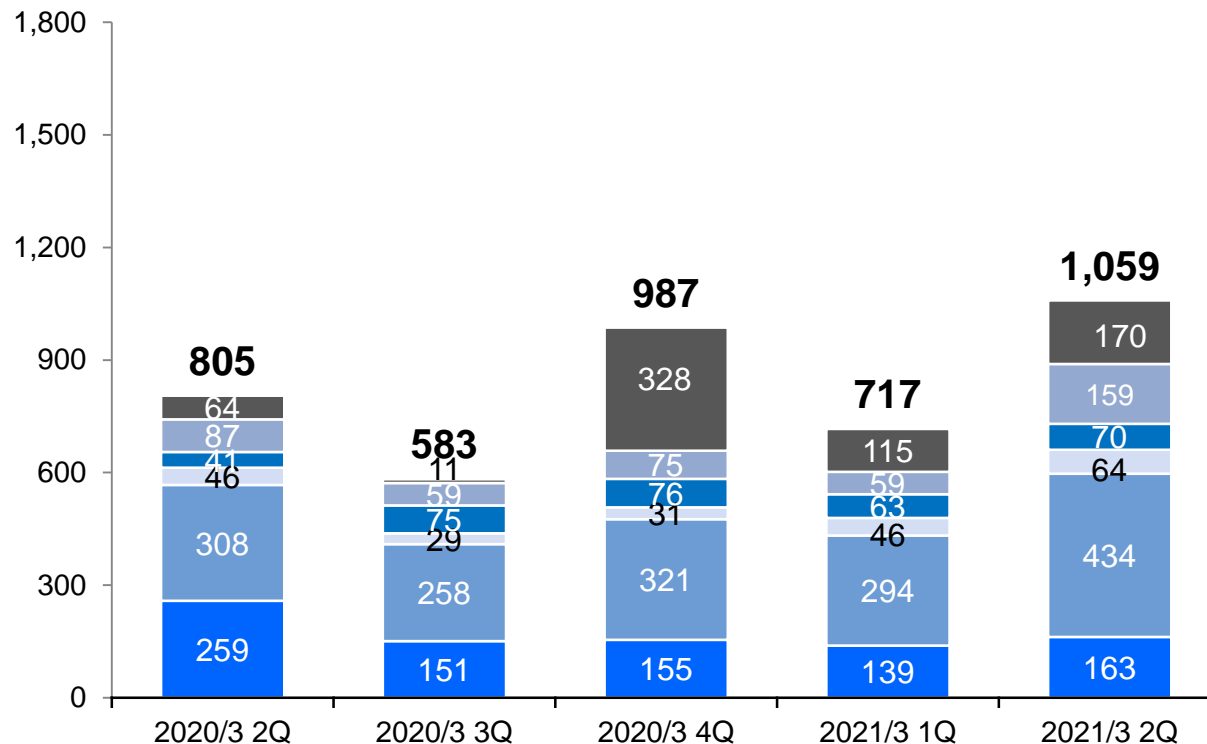
(URL <https://jpbitcoin.com/market/volume>)

\* Refer to P37 for transaction amount of Altcoins at Coincheck

## Crypto : Higher advertising expenses for the spike in new account openings and higher compensation and benefits

### ■ Quarterly SG&A

(JPY million)



Quarterly SG&A +47.8% (+342)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Others (+55)\*
- Advertising expenses (+100) \*1
- Communication, freight and information expenses (+7)
- Commissions paid, exchange and association dues (+17)
- Compensation and benefits (+141) \*2
- System related expenses (+23)

\*1 Newly registered users +43%

\*2 Executive and employee remuneration increased due to strong performance

## The difference between “Net capital” and “Non-current assets” is the source of funds for investments and shareholders distribution

### ◆ Summary of consolidated statement of financial position as of September 30, 2020

<u>Assets</u> JPY 1,149.9B	<u>Liabilities</u> JPY 1,071.2B
Major assets: Assets related to financial instruments trading business JPY 863.1B	Major liabilities: Liabilities related to financial instruments trading business JPY 1,053.3B
Others JPY 76.4B	Others JPY 17.9B
Cash and cash equivalents JPY 153.7B	
Non-current assets (*1) JPY 56.8B	Net capital JPY 78.7B

#### (\*1) Non-current assets

Property and equipment	JPY	4.3B
Intangible assets (Goodwill)	JPY	16.8B (*2)
Intangible assets (Identifiable intangible assets)	JPY	8.6B (*3)
Intangible assets (Software and others)	JPY	19.6B
Equity method investments	JPY	0.3B
Available-for-sale investments in securities (Lv.3)	JPY	7.2B

#### (\*2) Goodwill: JPY 16.8B

Japan JPY 7.8B, US JPY 8.6B, Asia Pacific JPY 0.4B

#### (\*3) Identifiable intangible assets: JPY 8.6B

US JPY 8.2B, AP JPY 0.4B

◆ The JPY 22.0B difference between Net capital (JPY 78.7B) and Non-current assets (JPY 56.8B) is the source of funds for the following:

1. To comply with capital adequacy ratio regulations for securities subsidiaries in Japan and overseas
2. Internal reserve for investments in future businesses
3. Shareholders distribution (dividends + share buyback)

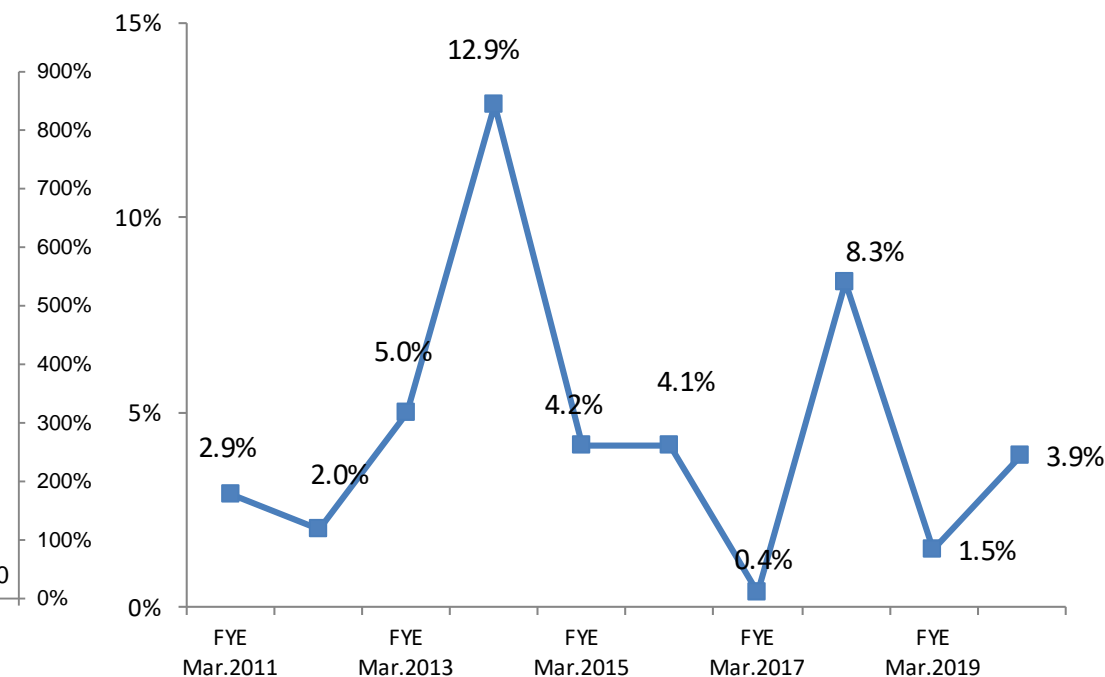
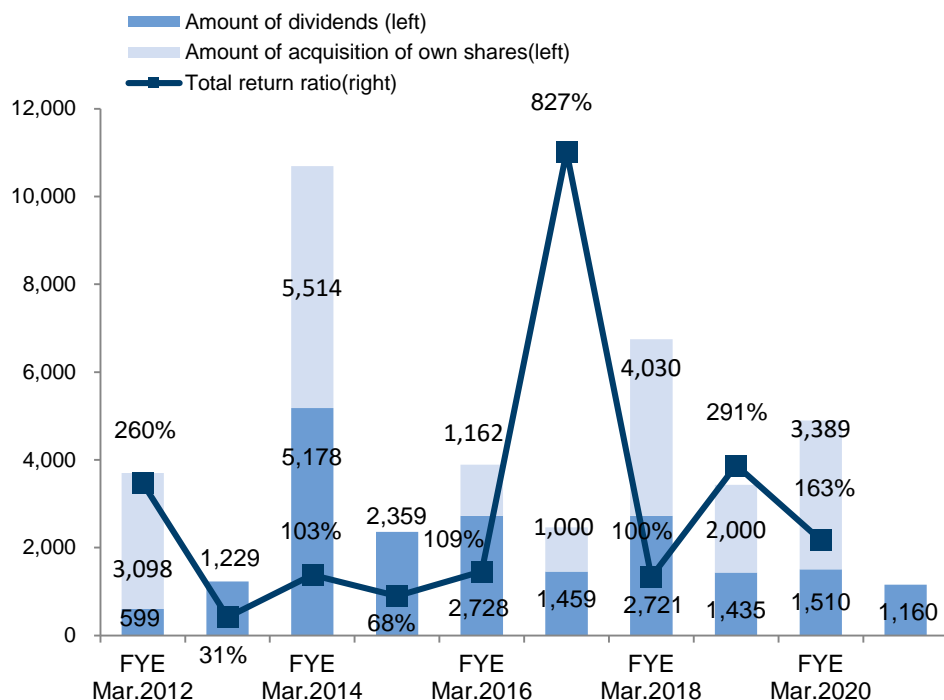


Total return ratio (\*1) is aimed at 75% on a multi-year basis

◆ Total return amount (\*2) and total return ratio

◆ Return on Equity ratio

(million yen)



(\*1) Total return ratio = (dividend paid \*3 + amount of share buyback \*4) / profit attributable to owners of the Company

(\*2) Total return amount = dividend paid + amount of share buyback

(\*3) Refer to P50 "Dividend history" for more information of dividend per share

(\*4) Amount of share buyback : JPY 3.1B in Jun. 2011, 5.5B in May 2013, 1.2B in Jul.-Aug.2015, 1.0B in May-Jun. 2016, 1.0B in May 2017, 3.0B in Feb.-Mar. 2018, 2.0B in Aug. 2018, 3.4B in Jul.- Aug. 2019

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## Cooperation with TradeStation leveraged growth in customer base of US equities

### Japanese equity

- Lowered commissions on Japanese stock trades; one-day flat rate for cash/margin trading and per-trade commissions for margin trading. Competitive commission is one important part for our asset-management model transformation
- Various measures, such as system enhancement of general margin trading, drove Monex's margin balance share higher

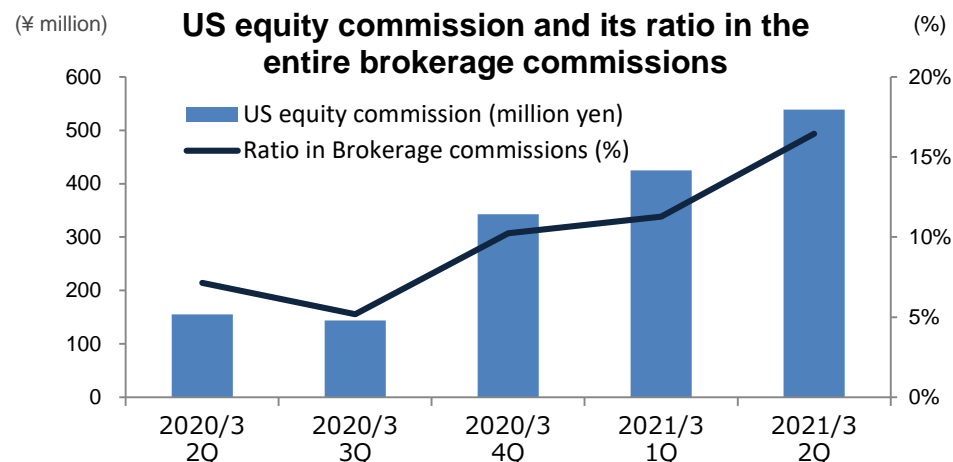
Margin Balance	2020/3 1Q-2Q	2021/3 1Q-2Q	Changes
Monthly share average	5.19%	5.71%	+52bpt

### Securities lending

- In response to customer requests and regulation changes, Monex Securities will start allowing margin account holders to use their collateral stocks to receive stock-lending interest starting November. This will accelerate the growth of the revenue from our stock-lending service

### US equity trading

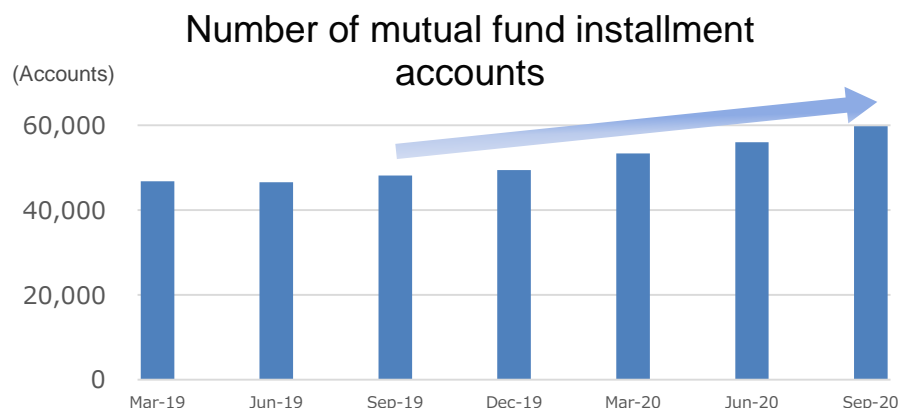
- Cooperating with TradeStation, Monex Securities can offer outstanding US equity services to Japanese retail investors such as the largest number of US equities, speedy symbol additions, commissions table of the lowest standard in the industry, off-hour trading, and multiple way of orders including stop-price orders
- US equity revenue ratio in total brokerage commissions is increasing and reached 17% for this quarter. Number of transactions and active accounts has more than tripled YoY



## Transforming business into asset-management model, and expanding new initiatives

### Mutual Funds

- Daily installment service was launched in January, which drove growth in the number of installment accounts by 7% QoQ (about **60k in total**)



### Enhancement of NISA Service

- System renewal for NISA service enables users to seamlessly transfer money between general brokerage accounts and NISA accounts. Also the periodic installment service of mutual funds is now available for NISA account

### ON COMPASS+

- Shizugin TM Securities, a subsidiary of Shizuoka Bank, will start offering ON COMPASS+, a face to face type of incremental investment trust service. Added to the offering of ON COMPASS (online offering), this cooperation will further strengthen the synergy effect with Shizuoka Bank

### IFA - Independent Financial Advisor

- Under the concept "**Premium IFA**," Monex entered into contracts with six IFAs carefully selected from a large number of applicants. With an advantage in bond business, revenues from bond sales in Sep via IFAs was almost the same as that from online offering

### ferci – Trading community app

- Designed for people of frequent smartphone users, ferici steadily increased its peer-to-peer communication. 65% of people who open accounts via ferici is under 39 and have never had a brokerage account, creating a new customer base for Monex Securities

## Monex Activist Fund implements holistic engagement to several listed companies and plans to expand its sales marketing region to overseas

### FY20 2Q

In addition to the sales at Monex Securities, other Japanese brokers began its offering

Engaged with more than 10 targeted companies

- Met with top management of 4 companies
- Spoke with outside/inside director of 5 companies
- Discussed with 8 central government officials

AUM ¥ 4.6 B  
as of Sep 30

### After this quarter

**Marketing in abroad within a few months**

**Further engagement with companies**

Gather voices and ideas of retail investors

Disclose engagement example in several months

## Revenue related to trading remains strong even after introducing commission-free plans

### Account Additions & Client Assets

Commission-free plans, API integrations such as TradingView, and market activity drove a strong increase in active accounts and total client assets

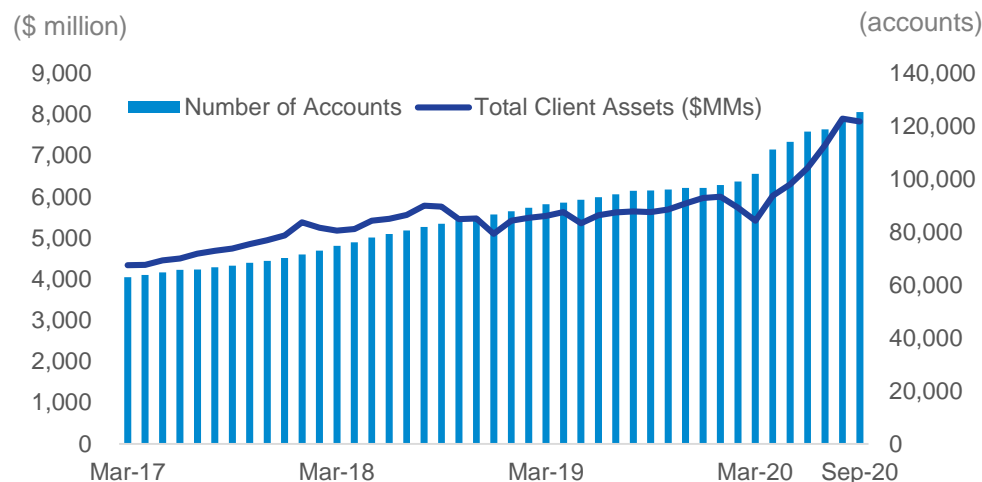
2019/9 vs 2020/9

#### Active Accounts

**125K +31%**

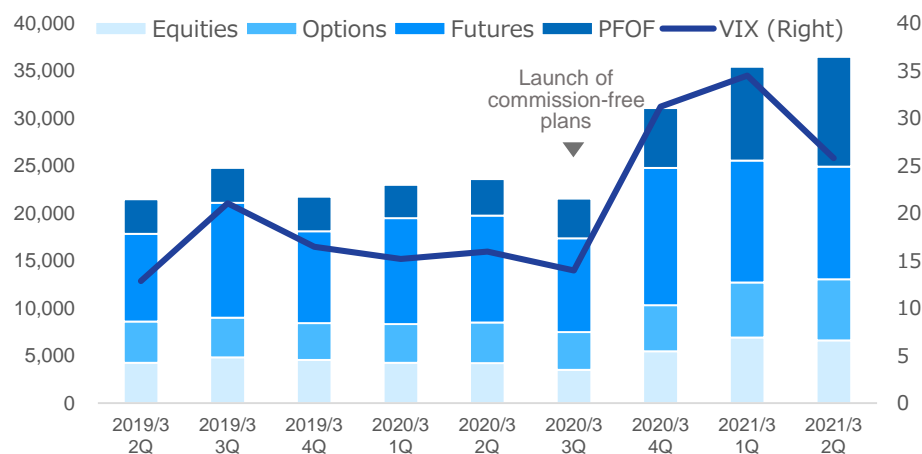
#### Total Client Assets

**\$7,826M +39%**



### Brokerage Commissions & Fees

Even though VIX peaked in 1Q, trading volume and revenue continue to be strong driven by account growth



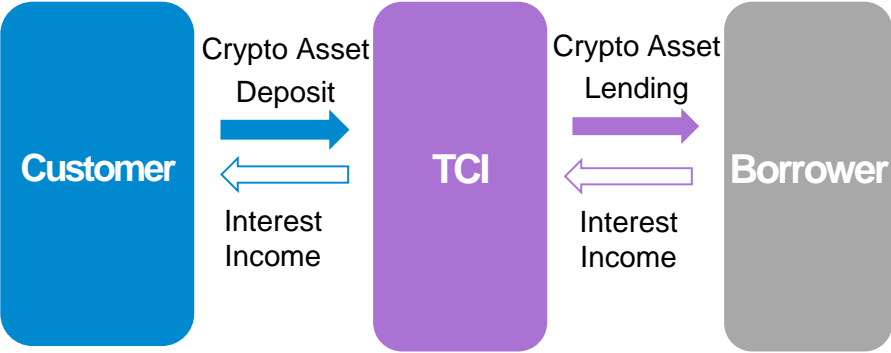
### Net Interest Income

Net interest income in 2Q was \$4M. TradeStation is adding focus to client asset accumulation initiatives, in preparation for an improved interest rates environment

# New business initiatives for revenue diversification

## TradeStation Crypto (TCI)

- TCI launched an integrated Crypto experience within the TradeStation Mobile App, several new crypto platform features, and integrated with TradingView, a global trading community
- TCI launched Crypto Earn, a service for customers that offers interest on crypto balances with current rates as high as 4%. Providing an innovative passive income opportunity of crypto asset, TCI aims to increase crypto assets and interest income



## YouCanTrade (YCT)

Premium subscriptions to YCT have gradually increased, with expanding professional education and a growing community for traders



YCT launched a new channel called “You Quant It You Got It” which provides AI generated research and portfolios for investors powered by the powerful Artificial Intelligence (AI) driven market scans and quantitative analysis of TradeStation Technologies Quant research team



Coincheck's core business has been ranked as No.1 for its App DL in Japan.  
 Launched various new businesses for further intermittent growth

### Core Business

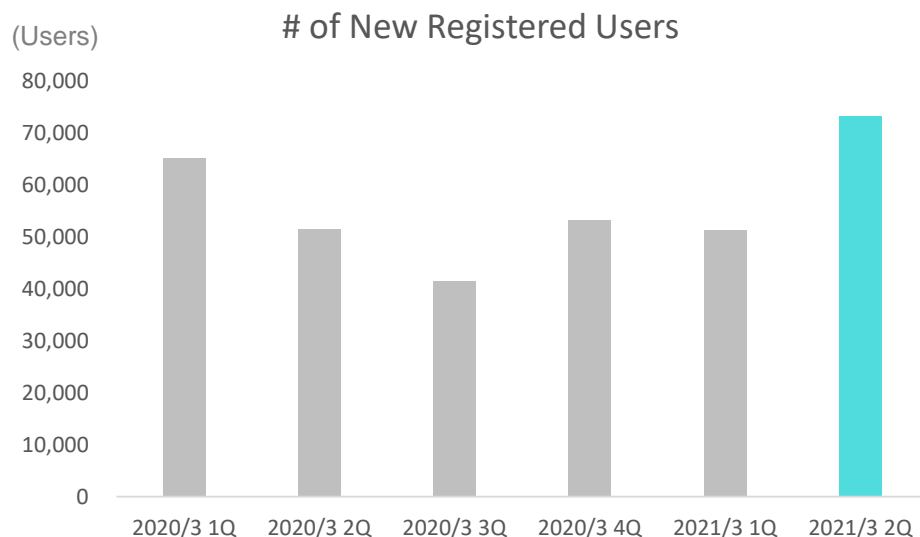
**No.1\***

app DLs in the cryptocurrency exchanges

# of app DL **3.08M**

# of registered users **2.15M**

# of users with ID confirmed **0.99M**



### New Business

- **Sharely - virtual shareholder meeting**

In response to digital transformation trends, the team quickly developed a service called Sharely. Already introduced to several listed companies, Coincheck will keep marketing to accelerate its adoption

- **Initial Exchange Offering (IEO)**

Launched a joint project with a joint venture company established by Link-U Corporation. Official release of IEO is scheduled by the end of this fiscal year

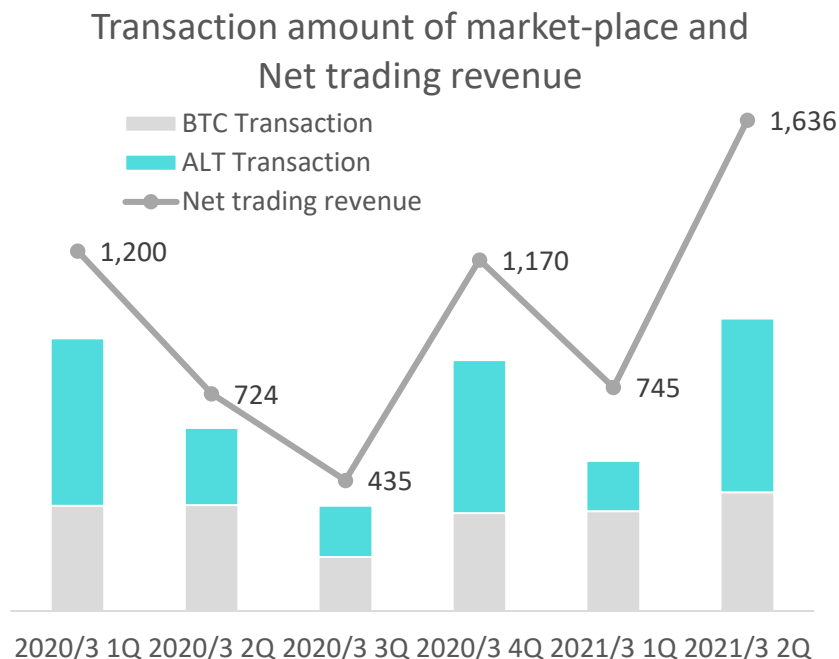
- **NFT Market Place**

Began working with several major blockchain game companies to offer its virtual items on the NFT marketplace of Coincheck. Preparations are steadily underway for the launch of the service by the end of this fiscal year

## Coincheck will continue to focus on adding new cryptocurrencies to revitalize trading and further expand its revenue base

### Revenue Structure

Net trading income is correlated with the trading amount of all cryptocurrencies at Coincheck. Altcoin transaction volume drives Coincheck's revenue stream




### Adding New Cryptocurrency

Captures revenue opportunities of the market by having a wide range of cryptocurrency offerings

No.1 in the number of cryptocurrencies available in Japan exchanges: 14 coins

Newly added coins in 2Q: BAT, IOST

Two coins among three newly added in 2020 have never been offered at Japanese cryptocurrency exchanges (QTUM, IOST)



Coincheck will keep adding new cryptocurrencies to their exchange/marketplace

## Gathering examples of blockchain use and aiming for synergistic effects with external and internal businesses

### LOOKBLOCK

- **BLOCK INSIGHT**



A web-based media delivering the latest trends in the blockchain and crypto asset industry written by in-house researchers with expertise in the field

Several industry report, such as “Blockchain Databook 2020” utilizing database of LOOKBLOCK, is now available for sale

- **Research support and consulting**

Planning to offer services to outside parties utilizing knowledge accumulated through the development of LOOKBLOCK. Will focus on the area of connections between blockchain and existing industries



### Cryptocurrencies and Blockchain

- **Cheese**



An app that allows users to earn bitcoins by reading the news and answering surveys. Added a number of partner stores to the "shopping" feature that allows users to earn bitcoins by going through Cheese before shopping online. Promoting the expansion of the base of crypto assets

- **GENEX**

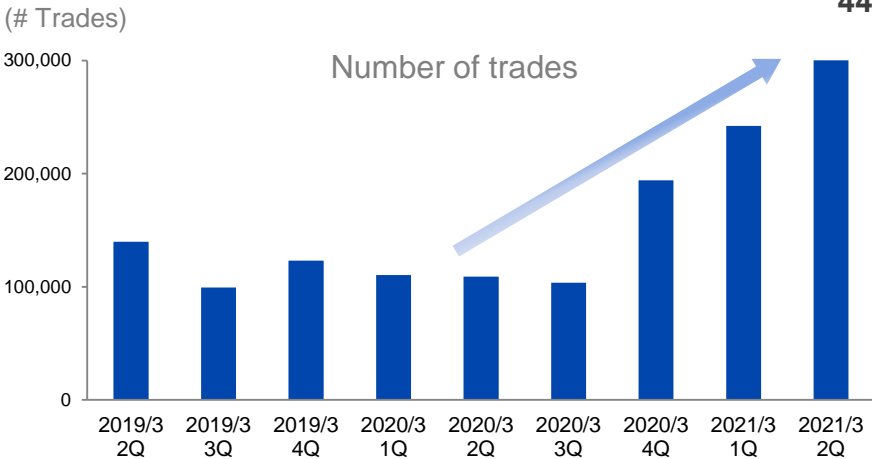
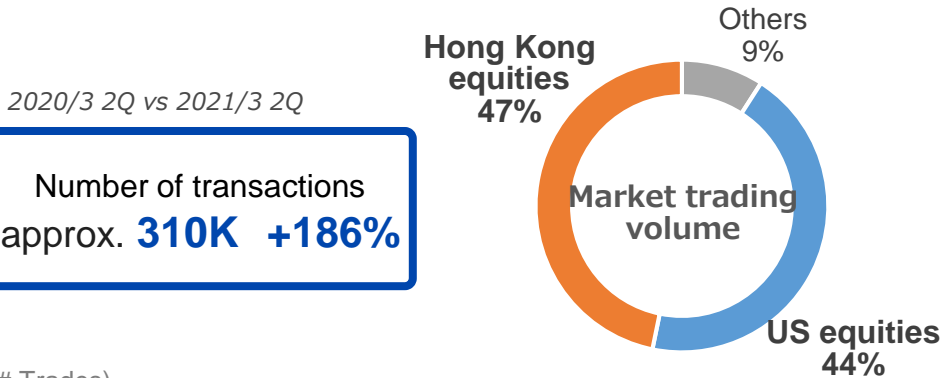


GENEX has begun developing a platform service for storing and managing whole genome, medical and healthcare information. With the aim to expand into the areas of drug discovery, medical and healthcare field, GENEX has partnered with an industrial company and began discussions with research institutions. Blockchain to be utilized in the platform

# Customer base continues to expand in each company in Asia Pacific segment

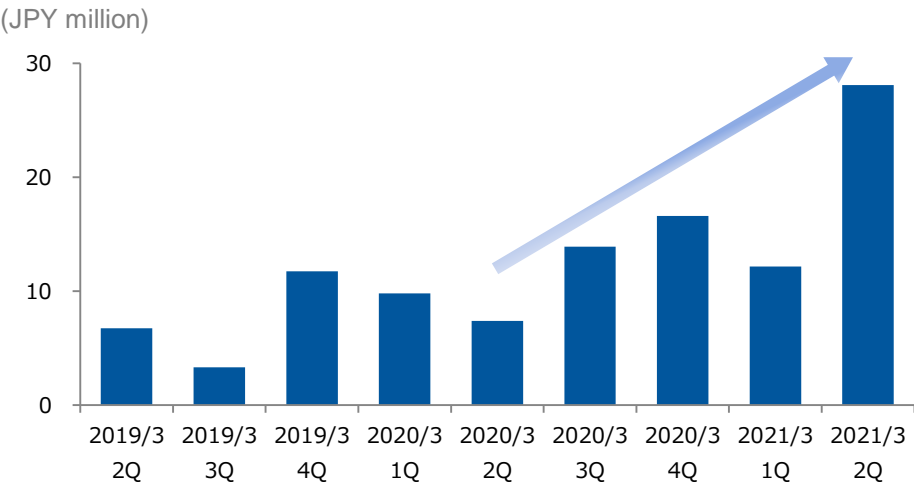
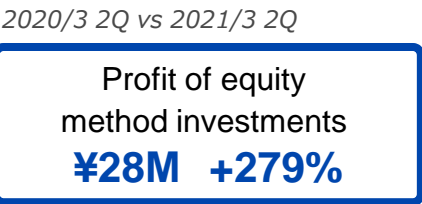
## Monex Boom Securities & Monex Securities Australia

Economic recovery appreciated in the Hong Kong market, an active IPO market and the popularity of US equities resulted in a rapid increase in trading volume



## Cherry Technology Co., Ltd (China)

Providing technology and knowledge of the online brokerage business through a joint venture in PRC. The number of transactions and account openings were both strong due to active trading in the A-share market. Profit in equity method investments was ¥28M.



¥0.13B of segment profit due to valuation gains on investments.  
Second flagship fund, MV2, is under preparation

Details of MV1 Fund

Features	Active support for startups in product development and growth stages
Investment Size	2.65 billion yen (Founded in Jan. 2019)
Investment Record	Invested in 55 start-ups who have advanced and innovative services (As of Sep. 30, 2020)

Investment Portfolio

Growing interest in new consumption styles due to rapid changes in lifestyles and the prevalence of remote work led to significant progress in invested digital businesses such as legal tech, fintech, and logistics-tech, which resulted in ¥ 227 M in valuation gains

Recent Investment Record of MV1

HR-Tech	B2B SaaS	Platform
 Compass	 mazrica	 ZAIKO
Insure-Tech	Game	B2B SaaS
	 Mahalle	 えぶり PLUS+ EVERY PLUS
EC		

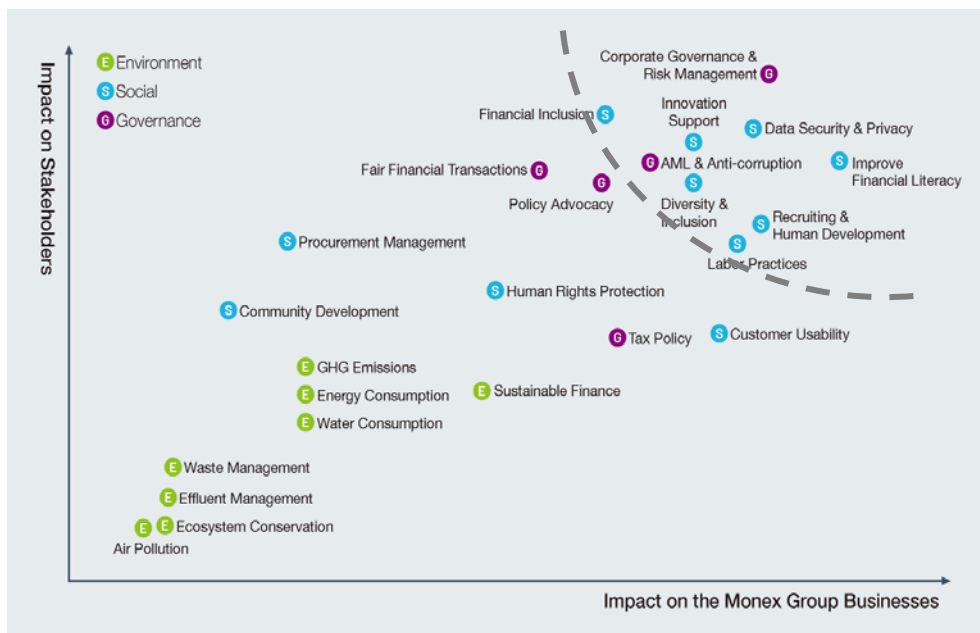
- Legal-tech: cloud service provider for document editing of contracts and regulations
- Fintech: providing asset management advice, analysis and proposal
- Logistics-tech: robotic solutions for plants and infrastructure facilities by utilizing drones

Appoint an executive officer responsible for promoting each of the seven ESG materiality categories to integrate ESG activities into business management

## Materiality Matrix

### Disclosing Materiality Matrix

- Prioritized ESG topics based on our group challenges and the social issues. The chart below is disclosed on our website\*



## ESG Initiatives

### Appoint officers for each ESG category

- Executive officers are responsible for promoting each ESG categories and periodically report updates to the Board of Directors

### Other ESG Initiatives this quarter

- Introduced LGBT lectures in Japan to understand the employee's diversity. Introduced a "partnership certificate" issued by Famiee to the Company's benefit application process
- Started PR initiative called "#Tamekatsu" for early-stage investors as an introductory way of making investment in companies committed to creating positive social impact
- Introduced remote work and diversified working styles
- Revised and disclosed the Corporate Ethics and Compliance Guidelines\* and applied them to all Group companies, including those overseas.
- Recommendations to the government on the Corona Perpetual Bond for private investors

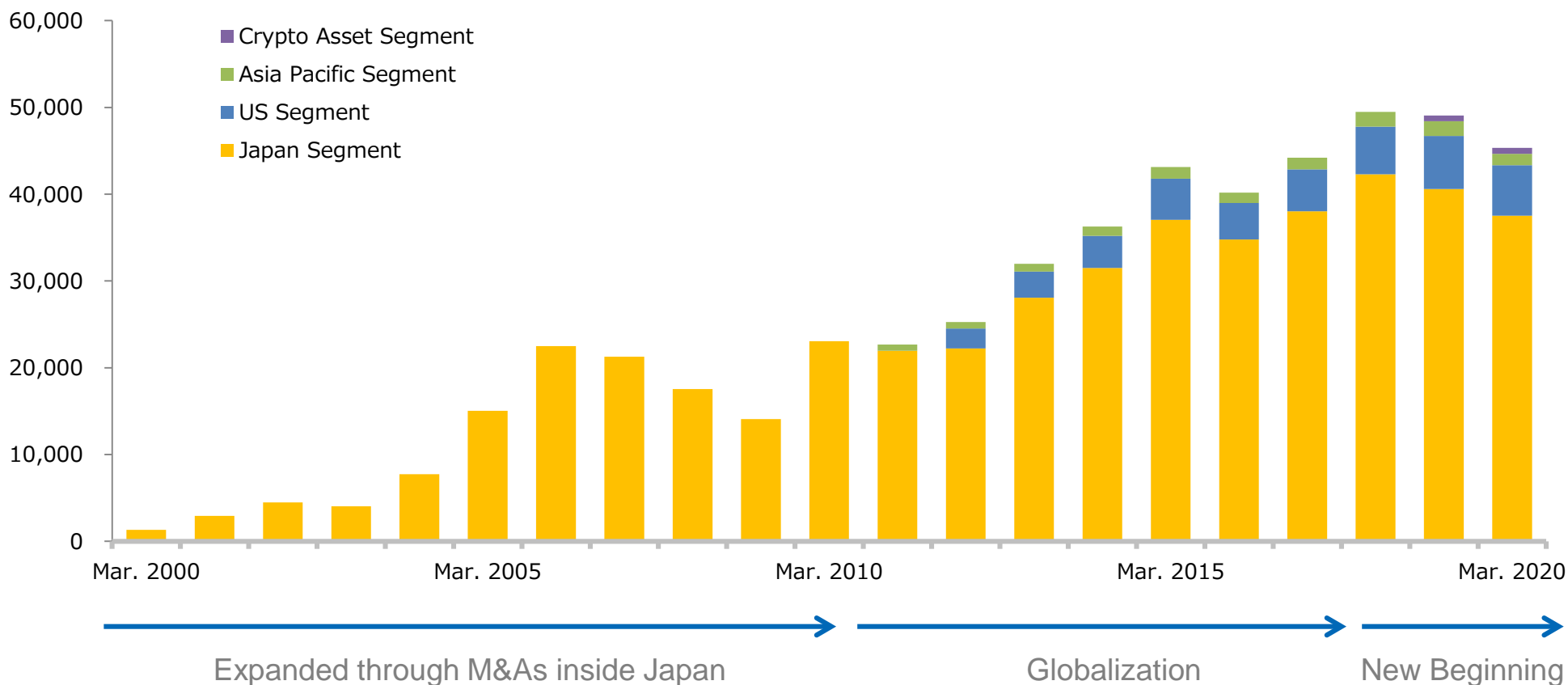
\*<https://www.monexgroup.jp/en/esg.html>

- 
- I. Highlights
  - II. Consolidated Performance
  - III. Business Update

## Appendix. Group Overview

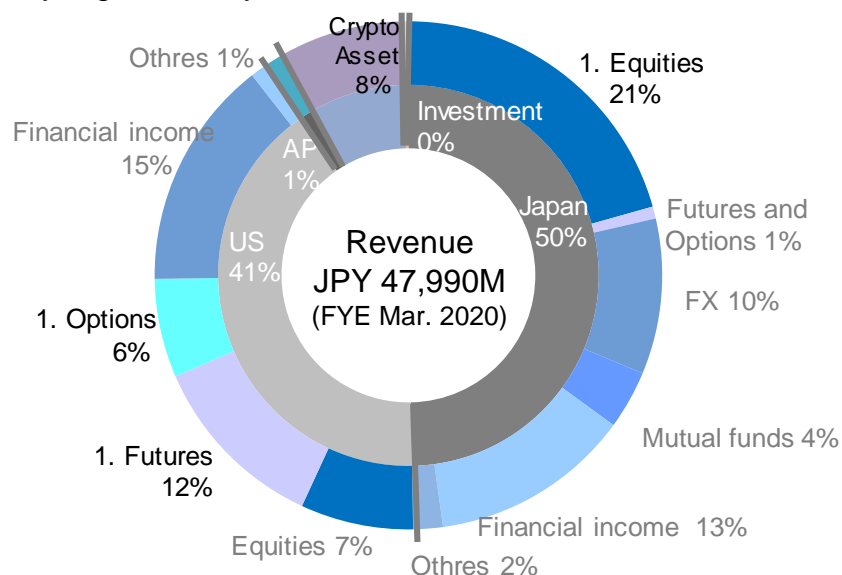
- ✓ Japan: 1.89M accounts, US: 125K accounts, Crypto Asset: 2.15M users, AP: 17K accounts.  
Established global customer base as a group
- ✓ Aim for continuous growth in the online brokerage business and enhancement of crypto asset business for retail investors as our core business

## (JPY 100 million) ◆ Consolidated Assets in Custody

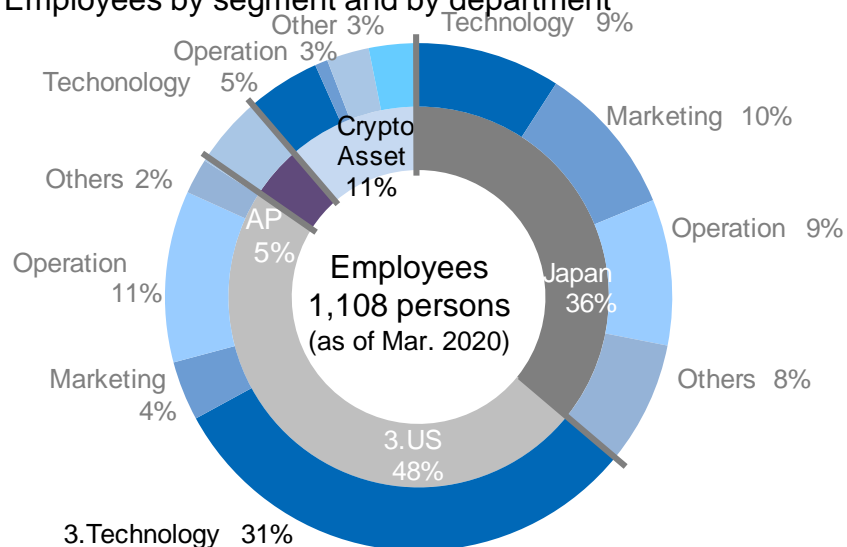




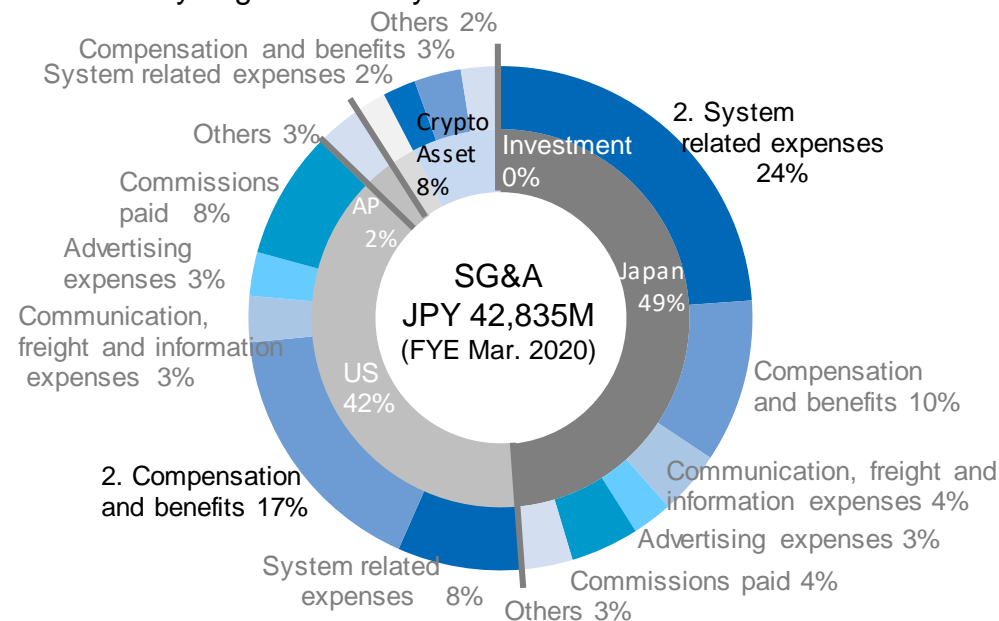
◆ Total operating revenue after deducting financial expenses by region and by business



◆ Employees by segment and by department



◆ SG&A by segment and by cost items



- \*1 Total operating revenue after deducting financial expenses : Japan accounts for 1/2. Revenue in Japan primarily from equities while revenue in the US primarily from futures and options
- \*2 Total SG&A : Japan accounts for 50% and US accounts for 40%. However, half of the Japanese portion is made up of system related costs, whereas the largest percentage of the US total is from compensation and benefits costs
- \*3 Employees: US accounts for 50%. US has a larger number of system related employees as it internally develops its system

## Democratization of capital markets is our core value and the key driver for the Company's sustainable growth



## Established global-standard corporate governance practices and emphasis on dialogue with retail/institutional investors

Adoption of “company with three committees” structure - highly effective executive management monitoring system

- Adopted “company with committees” structure in June 2013
- Each of the three committees is chaired by an independent and outside director

### Directors with various backgrounds

- Six out of nine directors qualify as “independent and outside” directors and four out of six independent and outside directors have managed companies
- Appointed a lead outside director. Actively exchanges opinions at meetings led by the lead outside director and composed mainly by independent and outside directors
- Various backgrounds: Management experience (current/former CEOs of listed companies or global companies), expertise (lawyer, CPA), business experience (finance, IT, global business), culture and society (gender, country of residence, nationality)

### Fair disclosure and dialogue for retail/institutional investors

- Timely and fair information disclosure both in Japanese and English
- Active dialogue with shareholders: CEO holds quarterly presentation sessions for retail shareholders
- Annual general meeting of shareholders is held on weekend so that retail shareholders can attend the meeting, also we stopped to ask the questioner to make a statement of his/her name or the shareholder number at its QandA session

(Reference)

16th ordinary general meeting of shareholders (June 20, 2020); Attendance of shareholders: 94 (+Live Stream)

Listed Holding Company



(As of September 30, 2020)

[Japan]

Online Securities Company



Monex, Inc.  
Comprehensive investment  
service provider

Cryptocurrency exchange  
service provider



Coincheck, Inc.  
Cryptocurrency exchange "Coincheck"  
Our investment ratio: 99.7%

Corporate Venture Capital



Cryptocurrency

**Monex Crypto Bank, Inc.**  
Management of a web media, Monex Cryptocurrency  
Lab. Research, study, plan, development and  
consulting of cryptocurrency related services

Asset Management



**Japan Catalyst, Inc.**

Investment Advisory and Agency Business

[US/Europe]



TradeStation Group, Inc.  
Holding Company in the U.S.

Online Securities Company

TradeStation Securities, Inc.  
Service appealing to active traders (US)

Trading Community

YouCanTrade, Inc.  
(US)

Cryptocurrency

TradeStation Crypto, Inc.  
(US)

Technology

TradeStation Technologies, Inc.  
(US)

TradeStation Global Services, S.A.  
(Costa Rica)

[Asia Pacific]

Monex International Limited  
Holding Company in Hong Kong

Online Securities Company



Monex Boom Securities (H.K.) Limited  
Online securities group in Hong Kong

Beijing Representative Office  
(Monex, Inc.)

Online Securities Company



Technology support

Cherry Technology Co., Ltd  
[Equity method affiliates]  
Our Investment Ratio : 49%

## ■ Monex, Inc. (Tokyo, Japan)

One of the major online brokerage firms in Japan

- President : Yuko Seimei
- Founded in 1999
- Aims to provide retail investors the level of creative products and services offered to institutional investors
- Products and services: Equities (Japan, U.S., China), futures and options, FX, mutual funds, bonds, crypto asset CFD, etc.
- # of total accounts: 1.89 million
- Customer assets held in custody: JPY 4.4 trillion

## ■ TradeStation Group, Inc. (Florida, U.S.)

Online securities group with award-winning trading technology development capabilities

- President: John Bartleman
- Founded in 1982, joined Monex Group in Jun. 2011
- An award-winning TradeStation platform recognized and highly regarded by active traders. Licenses "TradeStation" platform for US equities as a technology provider to group's securities companies
- Products and services: Equities, options, futures and crypto asset, etc.
- # of active accounts: 125,315
- Customer assets held in custody: USD 7.826 billion

## ■ Monex Ventures, Inc. (Tokyo, Japan)

Venture capital

- President: Seiichiro Wada
- Founded in 2005
- Investment size of a flagship fund "MV I Investment Limited Partnership": JPY 2.65 billion

## ■ Coincheck, Inc. (Tokyo, Japan)

Cryptocurrency Exchange/Marketplace agency

- President: Satoshi Hasuo
- Founded in 2012, joined Monex Group in Apr. 2018
- Cryptocurrencies available: 14 currencies; Bitcoin (BTC), Ethereum (ETH), Ethereum Classic (ETC), Ripple (XRP), NEM (XEM), etc.
- # of registered users: 2.15 million
- Customer assets held in custody: JPY 107.9 billion

## ■ Monex Boom Securities (H.K.) Limited (Hong Kong)

First online stockbroker for retail investors in Asia Pacific

- Offers access to over 12 markets
- COO: Ivan Law
- Founded in 1997, joined Monex Group in Dec. 2010
- Products and services: Equities (12 markets such as Hong Kong, US, Japan, etc.), Futures, and Trades available in 6 currencies in a single trading account
- # of accounts with balance: 16,677
- Customer assets held in custody: JPY 167.5 billion

## ■ Monex Asset Management, Inc.

Investment management service

- Utilized the system and operating structure of Monex Boom Securities Group
- Chairman and CEO: Tomoshige Nakamura
- Founded in 2015

## ■ Japan Catalyst, Inc.

Investment Advisory Business

- President: Taro Hirano
- Founded in 2019

	Japan	U.S.	Asia Pacific
1982		- TradeStation Technologies, Inc. is formed as Omega Research, Inc.	
1997		- TradeStation stock lists on NASDAQ	- Boom Securities (H.K.) Limited is founded (now Monex Boom Securities (H.K.) Limited), becoming the first in Asia Pacific to launch Internet stock trading for retail investors
1999	- Monex, Inc. is co-founded by Oki Matsumoto and Sony Corporation - Begins offering online brokerage service upon complete liberalization of stock brokerage commissions in Japan		
2000	- Monex, Inc. stock is listed on the Tokyo Stock Exchange "Mothers" Market	- TradeStation acquires Online Trading.com, a direct-access securities brokerage firm	
2004	- Monex Beans Holdings, Inc. (now Monex Group, Inc.) is established through a business integration of Monex, Inc. and Nikko Beans, Inc. - Monex Group, Inc. stock is listed on the Tokyo Stock Exchange "Mothers" Market in exchange for the delisting of Monex, Inc. stock		
2005	- Monex, Inc. and Nikko Beans, Inc. merge to become Monex, Inc. (former name: Monex Beans, Inc.) - Monex Group, Inc. stock changes its listing from the "Mothers" Market to the First Section of the Tokyo Stock Exchange - Monex Business Incubation, Inc. (now Monex Group, Inc.) is established		
2006		- TradeStation Europe Limited receives approval from the FSA (UK) as an introducing broker	
2008	- Acquisition of 90% shares of Tokyo Forex (absorbed in absorption-type merger by Monex, Inc. in 2015)		- Monex Group, Inc. opens a Beijing Representative Office (closed in 2012 after opening Monex, Inc.'s Beijing Representative Office)
2010	- Monex Group, Inc. completes a share exchange to acquire Orix Securities Corporation - Monex, Inc. merges with Orix Securities Corporation		- Monex, Inc. opens a Beijing Representative Office - Boom group companies (now Monex Boom group companies) become wholly-owned subsidiaries of Monex Group, Inc.
2011		- TradeStation becomes a wholly-owned subsidiary of Monex Group, Inc. and its stock delisted from NASDAQ - TradeStation Group, Inc. acquires IBFX Holdings, LLC	
2012	- Monex Group, Inc. acquires Sony Bank Securities Inc.	- TradeStation Global Services, S.A. (Costa Rica) is established	
2013	- Monex, Inc. merges with Sony Bank Securities Inc. - Monex Group, Inc. becomes a Company with Committees - Monex Group, Inc. implements a stock split (1:100)		
2015	- Monex, Inc. merges with Monex FX, Inc. - Monex-Saison-Vanguard Investment Partners, Inc. is established		- Cherry Technology Co., Ltd, which provides technical support in PRC, is established
2017	- Monex Finance, Inc. is established - Monex Crypto Bank, Inc. is established		
2018	- Monex Cryptocurrency Lab is set up - Coincheck, Inc. joined Monex Group	- TradeStation Crypto, Inc. is established	- Monex Securities Australia Pty Ltd launched new online brokerage firm for individual investors in Australia
2019	- Acquired Shiawase Partners Trust Co., Ltd and renamed its brand as Monex SP Trust, Inc.		
2020	- Japan Catalyst, Inc. is established - Monex-Saison-Vanguard Investment is renamed as Monex Asset Management, Inc.		

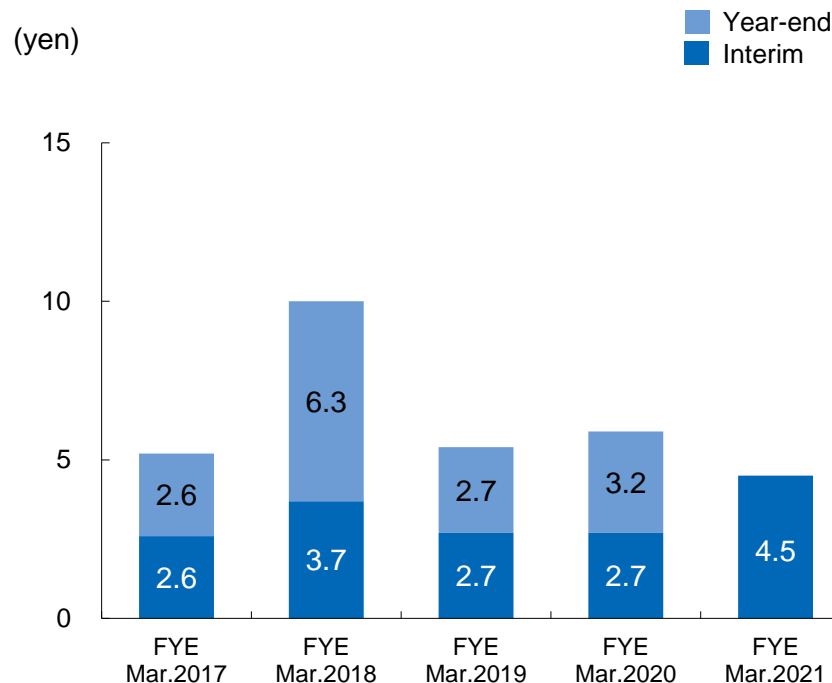


## ■ Shareholders distribution

### ◆ Our basic policy for shareholders distribution

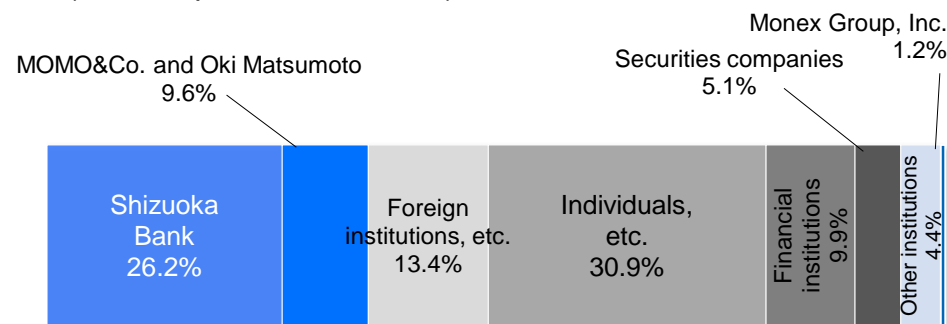
Monex Group aims to provide returns to its shareholders based on the business performance, while securing investment capacity for growth, and targets at a 75% total return ratio on a multi-year basis.

### ◆ Dividend history



## ■ Shareholders & indicators per share

### ◆ Major shareholders and shareholder breakdown (as of September 30, 2020)
























The graph made by Monex based on shareholders' list as of September 30, 2020 and the Large shareholding report. The number of outstanding shares is 258,998,600 shares as of September 30, 2020.

### ◆ Indicators per share

	FYE Mar. 2017	FYE Mar. 2018	FYE Mar. 2019	FYE Mar. 2020	2Q FYE Mar. 2021
Equity attributable to owners of the Company per share (BPS)	290.00 yen	298.50 yen	297.28 yen	297.70 yen	302.25 Yen
Earnings per share attributable to owners of the Company (EPS)	1.06yen	24.33yen	4.42yen	11.59yen	11.37yen *
Rate of Return on Equity(ROE)	0.4%	8.3%	1.5%	3.9%	7.6% *
Dividends per share	5.2yen	10.0yen	5.4 yen	5.9yen	4.5yen Interim






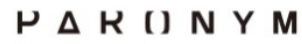
\* EPS and ROE for 2Q FYE Mar. 2021 show annualized figures obtained by multiplying 2 to actual figures for the 1<sup>st</sup> half of the year

## ◆ Monex Ventures, Inc.

P2P lending  (Registered as Type 2 Financial Instruments Business)	EC 	Settlement 	DLT* 	Prop Tech 	Online lending 
AI/Big Data 	Thematic Investment  (Registered as Type 1 Financial Instruments Business)	B2B Robo-advisor 	AI/Big Data 	Vacation Rental 	SNS 
B2B SaaS 	E-market place 	IoT 	Security 	EC 	Settlement 
Health Care 	Health Care 	Drone 			
































\* DLT= Distributed Ledger Technology

## ◆ MONEX EDISON Investment Limited Partnership

Web media 	EC 	AI/Big Data 	Insure Tech 	EC 	Ad Tech 
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## ◆ MV I Investment Limited Partnership

B2B SaaS 	E-market place 	B2B SaaS 	Logistics 	B2B SaaS 	EC 
Asset Management 	EC 	E-market place 	Ad Tech 	B2B SaaS 	B2B SaaS 
B2B SaaS 	IoT/AI 	B2B SaaS 	Agri-Tech 	B2B SaaS 	Insure Tech 
KYC / Big Data 	B2B SaaS 	Robotics 	Marketplace 	AI / Sports-tech 	Drone 
Blockchain 	HR-Tech 	B2B SaaS 	Platform 	Insure-Tech 	Game 
B2B SaaS 	EC <b>RECIPIO</b>				