October 29, 2021

## DATABOOK

## Financial Results for the 2Q of the Fiscal Year Ending March 31, 2022

This is an English translation of Japanese presentation material prepared in connection with the disclosure of the financial results of Monex Group, Inc. It includes information derived from the consolidated financial statements of Monex Group, Inc. which are prepared in accordance with International Financial Reporting Standards ("IFRSs"). This material is not intended to recommend, conduct solicitation for any product or service, etc.
<Forward-looking Statements>
This presentation material contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our industry and us. These forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can be identified by the use of terms such as "may" "will" "expect" "anticipate" "estimate" "plan" and other similar words. These statements discuss future expectations, identify strategies, contain projections of results of operations or of our financial condition and state other "forward-looking" information. Our operations are subject to risks, uncertainties and other factors that could cause our actual results to differ materially from those contained in any forward-looking statement.

## [Data Book]

Table of Contents

1. Market \& Transaction Data
2. Financial Data
p. 1
p. 2 - p. 6
p. 7 - p. 23

## 1. Market \& Transaction Data

## 2. Financial Data

## Market and Transaction Data (1) Japan Segment - Monex, Inc.

|  | FYE Mar. 2020 |  |  | FYE Mar. 2021 |  |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End |
| Customers' Assets in Custody (JPY million) (*1) |  |  |  |  |  |  |  |  |  |
| Equities | 2,699,868 | 2,801,527 | 2,342,619 | 2,679,626 | 2,859,324 | 3,034,414 | 3,384,583 | 3,475,018 | 3,540,073 |
| Bonds | 56,440 | 57,575 | 56,743 | 62,951 | 62,599 | 63,384 | 63,941 | 66,254 | 64,993 |
| Mutual Funds | 971,840 | 1,054,844 | 934,399 | 1,015,857 | 1,072,640 | 1,173,831 | 1,239,691 | 1,269,681 | 1,299,277 |
| Others | 377,528 | 407,599 | 417,305 | 438,429 | 395,173 | 429,090 | 443,839 | 434,237 | 463,589 |
| Total | 4,105,676 | 4,321,546 | 3,751,066 | 4,196,863 | 4,389,735 | 4,700,720 | 5,132,054 | 5,245,190 | 5,367,932 |
| Number of accounts (account) |  |  |  |  |  |  |  |  |  |
| Total accounts(*2) | 1,832,530 | 1,842,499 | 1,856,376 | 1,872,069 | 1,890,888 | 1,910,776 | 1,937,108 | 1,956,009 | 1,972,642 |
| Active accounts (*3) | 1,056,690 | 1,054,619 | 1,061,072 | 1,067,538 | 1,077,049 | 1,088,257 | 1,100,369 | 1,111,579 | 1,119,744 |
| Customer distribution (active accounts, \%) (*4) |  |  |  |  |  |  |  |  |  |
| Under 30 | 20.0 | 19.6 | 19.4 | 19.2 | 19.2 | 19.2 | 19.4 | 19.4 | 19.3 |
| 40s and 50s | 52.5 | 52.5 | 52.4 | 52.4 | 52.3 | 52.1 | 51.8 | 51.7 | 51.6 |
| Over 60 | 27.2 | 27.5 | 27.8 | 28.0 | 28.2 | 28.3 | 28.4 | 28.5 | 28.7 |
| Corporation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Capital Adequacy Ratio(JPY million) |  |  |  |  |  |  |  |  |  |
| Non-fixed capital | 34,184 | 34,439 | 33,057 | 32,368 | 33,573 | 34,888 | 35,222 | 36,098 | 37,037 |
| Risk asset amount | 9,420 | 9,012 | 8,589 | 9,880 | 10,619 | 10,596 | 11,581 | 12,024 | 11,889 |
| Capital adequacy ratio (\%) | 362.9\% | 382.1\% | 384.8\% | 327.6\% | 316.1\% | 329.2\% | 304.1\% | 300.2\% | 311.5\% |

(*1) Customers' Assets in custody of Monex Inc. include the balance of foreign stocks and some deposits of other group companies.
(*2) Total accounts refers to the sum of brokerage accounts and FX-only accounts
 accounts which have traded more than once (including withdrawal) in the past 1 year
(*4) Number of active comprehensive brokerage accounts excludes FX-only accounts

(*)FX revenue consists of spot revenue, swap revenue and commission revenue

## Market and Transaction Data (3)

U.S. Segment, Crypto Asset Segment, and Asia-Pacific Segment

|  |  | FYE Mar. 2020 |  |  | FYE Mar. 2020 |  |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| U.S. Segment - TradeStation Group (*1) |  |  |  |  |  |  |  |  |  |  |
| Customers' Assets in Custody(*2) |  | 608,220 | 649,855 | 582,752 | 723,418 | 825,182 | 955,641 | 1,144,240 | 1,262,119 | 1,254,015 |
| Active accounts |  | 95,685 | 96,643 | 102,012 | 117,947 | 125,315 | 131,431 | 145,887 | 156,961 | 162,751 |
| DARTs(*4) | Equities | 27,426 | 27,057 | 53,646 | 90,278 | 129,130 | 157,454 | 180,574 | 132,374 | 119,804 |
|  | Options | 10,838 | 10,936 | 14,526 | 18,760 | 21,747 | 23,070 | 26,935 | 24,764 | 25,945 |
|  | Futures | 48,867 | 42,059 | 72,683 | 77,044 | 67,683 | 57,975 | 67,402 | 55,380 | 56,384 |
| VIX | VIX Close Average | 15.96 | 13.99 | 31.22 | 34.50 | 25.81 | 25.62 | 23.20 | 18.00 | 18.29 |


| Crypto Asset Segment (Coincheck) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Customers' Assets in Custody |  | 79,221 | 67,141 | 69,301 | 83,952 | 106,813 | 183,953 | 435,934 | 329,345 | 444,547 |
| Number of verified |  | 900,969 | 917,096 | 938,445 | 958,145 | 992,021 | 1,035,942 | 1,204,500 | 1,354,927 | 1,430,308 |
| Customer distribution | Under 30 | - | - | - | - | - | - | - | 60\% | 60\% |
|  | 40s and 50s | - | - | - | - | - | - | - | 35\% | 35\% |
|  | Over 60 | - | - | - | - | - | - | - | 5\% | 5\% |
| Exchange Trading value (JPY 100million) |  | - | - | - | 3,816 | 3,950 | 8,383 | 20,716 | 18,155 | 11,848 |
| Market place Trading value (JPY 100million) |  | - | - | - | 233 | 446 | 935 | 2,935 | 2,571 | 1,161 |
| Asia-Pacific Segment - Monex Boom Securities+Monex Securities Australia |  |  |  |  |  |  |  |  |  |  |
| Customers' Assets in Custody (*4) |  | 143,130 | 153,269 | 131,839 | 152,436 | 167,542 | 190,299 | 215,365 | 227,952 | 211,544 |
| Accounts with balances |  | 13,455 | 13,599 | 14,334 | 15,599 | 17,286 | 18,387 | 20,935 | 21,502 | 21,931 |
| DARTs |  | 1,649 | 1,570 | 3,033 | 3,726 | 4,713 | 4,316 | 6,886 | 3,831 | 4,226 |

(*1) "TradeStation Group" means TradeStation Group, Inc. and its subsidiaries
(*2) Customers' Assets in custody of TradeStation Group, Inc. and Asia-Pacific segment include the balance of foreign stocks and some deposits of each company.
(*3) DARTs in 3Q of FYE Mar. 2020 don't count commission-free plans (TSGo/Select).
(*4) Disclosure started from 1Q of FYE Mar. 2021.
(person)


## 1. Market \& Transaction Data <br> 2. Financial Data

Quarterly consolidated financial results (JPY million)

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Commission received | 8,332 | 8,600 | 11,426 | 9,075 | 9,162 |
| Net trading income | 2,663 | 5,063 | 14,995 | 13,385 | 8,506 |
| Financial income | 3,752 | 4,001 | 3,907 | 4,265 | 4,096 |
| Sales |  |  |  |  | 132 |
| Other operating income | 303 | 284 | 313 | 334 | 137 |
| Total operating revenue | 15,050 | 17,948 | 30,641 | 27,060 | 22,034 |
| Other financial income | 31 | 121 | 197 | 194 | 1,040 |
| Other income | 37 | 18 | 1,194 | 59 | 1,707 |
| Equity in profits of equity method investments | 28 | 8 | 13 | 12 | 25 |
| Total revenue | 15,145 | 18,095 | 32,044 | 27,325 | 24,806 |
| Financial expenses | 1,152 | 1,122 | 878 | 991 | 1,289 |
| Cost of sales |  |  |  |  | 14 |
| Selling, general and administrative expenses | 11,587 | 11,825 | 15,186 | 15,148 | 15,521 |
| Other financial expenses | 81 | 314 | 3,548 | 55 | -14 |
| Other expenses | 165 | 43 | 79 | 23 | 833 |
| Total expenses | 12,984 | 13,304 | 19,692 | 16,217 | 17,644 |
| Quarterly profit before income taxes | 2,161 | 4,792 | 12,352 | 11,107 | 7,161 |
| Income tax expense | 666 | 1,156 | 4,516 | 3,823 | 2,383 |
| Quarterly profit | 1,495 | 3,636 | 7,836 | 7,284 | 4,779 |
| Quarterly profit attributable to owners of the Company | 1,494 | 3,629 | 7,806 | 7,260 | 4,767 |

## Quarterly consolidated financial results (Reclassified)

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3 Q | 4 Q | 1 Q | 2 Q |
| Brokerage commissions | 6,054 | 6,190 | 8,058 | 6,120 | 5,995 |
| Stocks and ETFs | 4,029 | 4,360 | 5,712 | 3,941 | 3,788 |
| Options and Futures | 2,007 | 1,759 | 2,114 | 1,958 | 2,054 |
| Cryptocurrency | 18 | 71 | 232 | 221 | 153 |
| Underwriting and distribution commissions | 19 | 28 | 11 | 27 | 30 |
| Subscription and distribution commissions | 2 | 2 | 2 | 2 | 7 |
| Other commissions | 2,258 | 2,380 | 3,356 | 2,926 | 3,130 |
| Margin forex trades commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 108 | 77 | 100 | 96 | 107 |
| $\qquad$ | 356 | 375 | 403 | 436 | 451 |
| Others | 1,794 | 1,927 | 2,852 | 2,395 | 2,572 |
| Net trading income | 2,663 | 5,063 | 14,995 | 13,385 | 8,506 |
| Financial income | 3,752 | 4,001 | 3,907 | 4,265 | 4,096 |
| Sales |  |  |  |  | 132 |
| Other operating income | 303 | 284 | 313 | 334 | 137 |
| Total operating revenue | 15,050 | 17,948 | 30,641 | 27,060 | 22,034 |
| Financial expenses | 1,152 | 1,122 | 878 | 991 | 1,289 |
| Cost of sales |  |  |  |  | 14 |
| Total operating revenue after deducting financial expenses and cost of sales | 13,898 | 16,826 | 29,762 | 26,069 | 20,730 |
| Selling, general and administrative expenses | 11,587 | 11,825 | 15,186 | 15,148 | 15,521 |
| The amount equivalent to operating income | 2,311 | 5,002 | 14,576 | 10,920 | 5,209 |
| Other income | 96 | 147 | 1,403 | 265 | 2,772 |
| Other expenses | 246 | 357 | 3,628 | 78 | 820 |
| Quarterly profit before income taxes | 2,161 | 4,792 | 12,352 | 11,107 | 7,161 |
| Income taxes | 666 | 1,156 | 4,516 | 3,823 | 2,383 |
| Quarterly profit | 1,495 | 3,636 | 7,836 | 7,284 | 4,779 |
| Quarterly profit attributable to owners of the Company | 1,494 | 3,629 | 7,806 | 7,260 | 4,767 |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 3,490 | 3,596 | 5,728 | 5,418 | 5,848 |
| Commissions paid | 1,362 | 1,345 | 1,735 | 1,660 | 1,581 |
| Exchange and association dues | 236 | 232 | 246 | 227 | 208 |
| Communication, freight and information expenses | 889 | 921 | 969 | 1,008 | 1,007 |
| Advertising expenses | 991 | 1,084 | 2,768 | 2,504 | 3,027 |
| Others | 12 | 14 | 11 | 19 | 24 |
| Compensation and benefits | 3,578 | 3,809 | 4,747 | 4,500 | 4,317 |
| Rental and maintenance | 1,084 | 1,148 | 1,105 | 1,210 | 1,235 |
| Rental expenses | 69 | 89 | 76 | 85 | 82 |
| Maintenance expenses | 1,015 | 1,059 | 1,030 | 1,125 | 1,153 |
| Data processing and office supplies | 611 | 578 | 634 | 734 | 689 |
| Data processing | 594 | 559 | 611 | 706 | 664 |
| Office supplies | 17 | 19 | 23 | 29 | 25 |
| Amortization and depreciation | 2,067 | 2,008 | 2,050 | 2,093 | 2,057 |
| Taxes other than income taxes | 178 | 218 | 416 | 331 | 298 |
| Other operating expenses | 578 | 468 | 505 | 862 | 1,077 |
| Total selling, general and administrative expenses | 11,587 | 11,825 | 15,186 | 15,148 | 15,521 |
| Gain or loss on valuation of investments in securities | -60 | 31 | 216 | -22 | 1,061 |
| Gain or loss on sales of investments in securities | 1 | 0 | 3 | 151 | -10 |
| Dividends income | 9 | -7 | - | 10 | - |
| Loss on disposal on fixed assets | -5 | -13 | -3 | 1 | -13 |
| Change in Fair value of Contingent consideration | - | -217 | -3,571 | - | - |
| Equity in profits or losses of equity method investments | 28 | 8 | 13 | 12 | 25 |
| Impairment loss on nonfinancial assets | - | - | -6 | - | -656 |
| Others | -123 | -12 | 1,124 | 36 | 1,545 |
| Total of other income and expenses | -150 | -210 | -2,224 | 187 | 1,952 |

Quarterly financial results by segment (Reclassified) Japan Segment
(JPY million) MONEX GROUP

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 3,312 | 3,666 | 4,582 | 3,325 | 3,253 |
| Stocks and ETFs | 3,244 | 3,604 | 4,509 | 3,272 | 3,193 |
| Options and Futures | 68 | 62 | 73 | 52 | 60 |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | 19 | 28 | 11 | 27 | 30 |
| Subscription and distribution commissions | 2 | 2 | 2 | 2 | 7 |
| Other commissions | 584 | 576 | 812 | 730 | 862 |
| $\qquad$ commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 108 | 77 | 100 | 96 | 107 |
| $\begin{aligned} & \text { Mutual funds agency } \\ & \text { commissions } \end{aligned}$ | 356 | 375 | 403 | 436 | 451 |
| Others | 120 | 123 | 308 | 198 | 304 |
| Net trading income | 1,028 | 1,238 | 1,248 | 1,217 | 1,435 |
| Financial income | 2,099 | 2,165 | 2,204 | 2,414 | 2,219 |
| Other operating income | 29 | 30 | 43 | 37 | 37 |
| Total operating revenue | 7,074 | 7,705 | 8,902 | 7,751 | 7,843 |
| Financial expenses | 561 | 474 | 358 | 378 | 462 |
| Total operating revenue after deducting financial expenses | 6,513 | 7,231 | 8,544 | 7,373 | 7,381 |
| Selling, general and administrative expenses | 5,867 | 5,992 | 6,501 | 6,036 | 6,081 |
| The amount equivalent to operating income | 646 | 1,239 | 2,043 | 1,337 | 1,300 |
| Other income | 166 | 352 | 2,070 | 880 | 2,552 |
| Other expenses | 247 | 137 | 3 | 77 | 150 |
| Quarterly profit before income taxes | 565 | 1,454 | 4,109 | 2,139 | 3,702 |
| Income taxes | 229 | 440 | 1,415 | 741 | 1,233 |
| Quarterly profit | 336 | 1,014 | 2,694 | 1,399 | 2,469 |
| Quarterly profit attributable to owners of the Company | 335 | 1,007 | 2,665 | 1,374 | 2,458 |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 1,577 | 1,682 | 1,978 | 1,548 | 1,683 |
| Commissions paid | 578 | 658 | 817 | 544 | 587 |
| Exchange and association dues | 201 | 193 | 210 | 182 | 169 |
| Communication, freight and information expenses | 406 | 423 | 430 | 409 | 413 |
| Advertising expenses | 386 | 399 | 517 | 407 | 505 |
| Others | 6 | 9 | 4 | 6 | 8 |
| Compensation and benefits | 1,222 | 1,373 | 1,524 | 1,347 | 1,299 |
| Rental and maintenance | 902 | 899 | 857 | 929 | 949 |
| Rental expenses | 44 | 46 | 47 | 45 | 45 |
| Maintenance expenses | 858 | 852 | 810 | 883 | 904 |
| Data processing and office supplies | 518 | 470 | 484 | 535 | 481 |
| Data processing | 506 | 460 | 472 | 519 | 466 |
| Office supplies | 11 | 10 | 12 | 16 | 14 |
| Amortization and depreciation | 1,350 | 1,294 | 1,297 | 1,316 | 1,287 |
| Taxes other than income taxes | 151 | 162 | 253 | 193 | 220 |
| Other operating expenses | 147 | 113 | 107 | 169 | 163 |
| Total selling, general and administrative expenses | 5,867 | 5,992 | 6,501 | 6,036 | 6,081 |
| Gain or loss on valuation of investments in securities | -60 | 31 | 216 | -22 | 529 |
| Gain or loss on sales of investments in securities | 1 | 0 | 3 | 151 | -10 |
| Dividends income | 9 | -7 | - | 10 | - |
| Loss on disposal on fixed assets | -0 | -8 | -2 | 1 | - |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | -1 | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | -31 | 199 | 1,850 | 653 | 1,883 |
| Total of other income and expenses | -81 | 215 | 2,066 | 802 | 2,402 |

Quarterly financial results by segment (Reclassified) US Segment
(JPY million) MONEX GROUP

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 2,656 | 2,496 | 3,416 | 2,689 | 2,643 |
| Stocks and ETFs | 701 | 739 | 1,166 | 574 | 503 |
| Options and Futures | 1,939 | 1,697 | 2,041 | 1,906 | 1,994 |
| Cryptocurrency | 16 | 60 | 209 | 210 | 147 |
| Underwriting \& distribution com. | - | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - | - |
| Other commissions | 1,533 | 1,640 | 2,095 | 1,737 | 1,702 |
| Margin forex trades com. OTC | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| Mutual funds agency com. | - | - | - | - | - |
| Others | 1,533 | 1,640 | 2,095 | 1,737 | 1,702 |
| Net trading income | - | - | - | - |  |
| Financial income | 1,470 | 1,583 | 1,662 | 1,727 | 1,620 |
| Sales | 10 | 8 | 5 | 37 | 5 |
| Other operating income | 276 | 253 | 278 | 195 | 194 |
| Total operating revenue | 5,946 | 5,979 | 7,457 | 6,385 | 6,165 |
| Financial expenses | 591 | 566 | 573 | 625 | 696 |
| Cost of sales | 9 | 7 | 4 | 32 | 5 |
| Total operating revenue after deducting financial expenses and cost of sales | 5,346 | 5,406 | 6,880 | 5,728 | 5,464 |
| SG\&A | 4,749 | 4,734 | 5,498 | 5,925 | 6,835 |
| The amount equivalent to operating income | 597 | 672 | 1,382 | -197 | -1,371 |
| Other income | 0 | 18 | 18 | 2 | 557 |
| Other expenses | -0 | 6 | 7 | -10 | 689 |
| Quarterly profit before income taxes | 597 | 685 | 1,393 | -185 | -1,502 |
| Income tax expense | 189 | 186 | 204 | 165 | -349 |
| Quarterly profit | 408 | 498 | 1,189 | -350 | -1,153 |
| Quarterly profit attributable to owners of the Company | 408 | 498 | 1,189 | -350 | -1,153 |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 1,718 | 1,689 | 1,985 | 2,053 | 2,632 |
| Commissions paid | 880 | 806 | 965 | 937 | 922 |
| Exchange and association dues | 36 | 38 | 36 | 45 | 39 |
| Communication, freight and information expenses | 384 | 391 | 398 | 432 | 430 |
| Advertising expenses | 416 | 451 | 583 | 631 | 1,231 |
| Others | 2 | 2 | 2 | 8 | 11 |
| Compensation and benefits | 1,784 | 1,823 | 2,204 | 2,231 | 2,399 |
| Rental and maintenance | 258 | 302 | 319 | 349 | 373 |
| Rental expenses | 27 | 31 | 24 | 32 | 28 |
| Maintenance expenses | 231 | 271 | 294 | 317 | 345 |
| Data processing and office supplies | 5 | 9 | 10 | 12 | 10 |
| Data processing | - | - | - | - | - |
| Office supplies | 5 | 9 | 10 | 12 | 10 |
| Amortization and depreciation | 593 | 601 | 625 | 653 | 644 |
| Taxes other than income taxes | 8 | 11 | 11 | 8 | 7 |
| Other operating expenses | 383 | 299 | 344 | 619 | 769 |
| Total selling, general and administrative expenses | 4,749 | 4,734 | 5,498 | 5,925 | 6,835 |
| Gain or loss on valuation of investments in securities | - | - | - | - | 532 |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -5 | -5 | -1 | 0 | -13 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | -6 | - | -656 |
| Others | 5 | 17 | 18 | 12 | 6 |
| Total of other income and expenses | 0 | 12 | 11 | 12 | -131 |

Quarterly financial results by segment (Reclassified) US Segment

|  | FYE Mar.2021 |  | FYE Mar.2022 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2 Q | 3 Q | 4 Q | 1 Q | 2 Q |
| Brokerage commissions | 25,059 | 23,937 | 31,924 | 24,404 | 23,965 |
| Stocks and ETFs | 6,614 | 7,074 | 10,913 | 5,207 | 4,557 |
| Options and Futures | 18,294 | 16,294 | 19,046 | 17,295 | 18,079 |
| Cryptocurrency | 150 | 568 | 1,965 | 1,902 | 1,330 |
| Other commissions | 14,446 | 15,683 | 19,588 | 15,768 | 15,432 |
| Financial income | 13,873 | 15,156 | 15,507 | 15,675 | 14,688 |
| Sales | 97 | 81 | 43 | 336 | 49 |
| Other operating income | 2,602 | 2,423 | 2,596 | 1,766 | 1,761 |
| Total operating revenue | 56,077 | 57,279 | 69,658 | 57,949 | 55,896 |
| Financial expenses | 5,577 | 5,429 | 5,338 | 5,668 | 6,314 |
| Cost of sales | 85 | 70 | 38 | 292 | 43 |
| Total operating revenue after <br> deducting financial expenses | 50,415 | 51,780 | 64,283 | 51,989 | 49,539 |
| Selling, general and <br> administrative expenses | 44,793 | 45,354 | 51,332 | 53,776 | 61,970 |
| The amount equivalent to <br> operating income | 5,622 | 6,426 | 12,950 | $-1,788$ | $-12,432$ |
| Other income | 2 | 170 | 169 | 23 | 5,054 |
| Other expenses | 3,1 | 55 | 65 | -88 | 6,246 |
| Quarterly profit before income <br> taxes | 5,625 | 6,542 | 13,055 | $-1,677$ | $-13,623$ |
| Income taxes | 1,773 | 1,779 | 1,909 | 1,498 | $-3,166$ |
| Quarterly profit | 3,851 | 4,763 | 11,145 | $-3,175$ | $-10,457$ |
| Quarterly profit attributable to <br> owners of the Company | 3,851 | 4,763 | 11,145 | $-3,175$ | $-10,457$ |
|  |  |  |  |  |  |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 16,196 | 16,176 | 18,532 | 18,635 | 23,865 |
| Commissions paid | 8,299 | 7,735 | 9,012 | 8,503 | 8,357 |
| Exchange and association dues | 337 | 368 | 334 | 408 | 349 |
| Communication, freight and information expenses | 3,618 | 3,740 | 3,718 | 3,922 | 3,899 |
| Advertising expenses | 3,926 | 4,318 | 5,446 | 5,730 | 11,160 |
| Others | 16 | 15 | 21 | 72 | 100 |
| Compensation and benefits | 16,831 | 17,466 | 20,589 | 20,245 | 21,752 |
| Rental and maintenance | 2,432 | 2,885 | 2,974 | 3,169 | 3,386 |
| Rental expenses | 257 | 295 | 225 | 288 | 256 |
| Maintenance expenses | 2,176 | 2,590 | 2,749 | 2,880 | 3,130 |
| Data processing and office supplies | 45 | 86 | 98 | 111 | 89 |
| Data processing | 5,596 | 5,758 | 5,831 | 5,929 | 5,840 |
| Office supplies | 76 | 109 | 99 | 71 | 67 |
| Amortization and depreciation | 3,616 | 2,872 | 3,210 | 5,617 | 6,970 |
| Taxes other than income taxes | 44,793 | 45,354 | 51,332 | 53,776 | 61,970 |
| Gain or loss on valuation of investments in securities | - | - | - |  | 4,826 |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -43 | -45 | -8 | -1 | -119 |
| Change in Fair value of Contingent consideration | - | - | - |  | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | -57 | - | -5,955 |
| Others | 46 | 160 | 169 | 112 | 56 |
| Total of other income and expenses | 3 | 115 | 104 | 110 | -1,192 |

## Quarterly financial results by segment (Reclassified) Crypto Asset Segment

(JPY million)

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 2 | 11 | 22 | 12 | 7 |
| Stocks and ETFs | - | - | - | - | - |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | 2 | 11 | 22 | 12 | 7 |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | 139 | 162 | 446 | 459 | 565 |
| Margin forex trades commissions (OTC) | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - | - |
| Others | 139 | 162 | 446 | 459 | 565 |
| Net trading income | 1,636 | 3,828 | 13,751 | 12,171 | 7,074 |
| Financial income | - | - | - | - | - |
| Sales |  |  |  |  | 132 |
| Other operating income | - | 0 | 14 | 98 | -67 |
| Total operating revenue | 1,778 | 4,000 | 14,233 | 12,739 | 7,711 |
| Financial expenses | 5 | 3 | 1 | 1 | 1 |
| Cost of sales |  |  |  |  | 14 |
| Total operating revenue after deducting financial expenses and cost of sales | 1,773 | 3,997 | 14,233 | 12,739 | 7,695 |
| Selling, general and administrative expenses | 1,059 | 1,348 | 4,005 | 3,752 | 2,934 |
| The amount equivalent to operating income | 714 | 2,648 | 10,227 | 8,987 | 4,761 |
| Other income | 10 | -4 | -1 | 10 | 77 |
| Other expenses | -2 | 221 | 3,610 | 1 | 7 |
| Quarterly profit before income taxes | 725 | 2,423 | 6,617 | 8,996 | 4,831 |
| Income taxes | 148 | 439 | 2,820 | 2,848 | 1,489 |
| Quarterly profit | 578 | 1,984 | 3,797 | 6,148 | 3,341 |
| Quarterly profit attributable to owners of the Company | 578 | 1,984 | 3,797 | 6,148 | 3,341 |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 296 | 380 | 2,028 | 1,854 | 1,568 |
| Commissions paid | 64 | 91 | 284 | 270 | 169 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 70 | 79 | 111 | 138 | 135 |
| Advertising expenses | 159 | 207 | 1,629 | 1,441 | 1,259 |
| Others | 4 | 3 | 4 | 5 | 5 |
| Compensation and benefits | 434 | 480 | 839 | 783 | 479 |
| Rental and maintenance | -5 | 9 | 2 | 5 | 6 |
| Rental expenses | -5 | 9 | 1 | 5 | 6 |
| Maintenance expenses | - | - | 1 | - | 0 |
| Data processing and office supplies | 73 | 83 | 120 | 176 | 181 |
| Data processing | 73 | 83 | 120 | 176 | 181 |
| Office supplies | - | - | - | - | - |
| Amortization and depreciation | 94 | 84 | 98 | 97 | 100 |
| Taxes other than income taxes | 18 | 43 | 151 | 128 | 69 |
| Other operating expenses | 148 | 269 | 767 | 711 | 531 |
| Total selling, general and administrative expenses | 1,059 | 1,348 | 4,005 | 3,752 | 2,934 |
| Gain or loss on valuation of investments in securities | - | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - | - |
| Change in Fair value of Contingent consideration | - | -217 | $-3,571$ | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | 12 | -8 | -40 | 9 | 70 |
| Total of other income and expenses | 12 | -225 | -3,611 | 9 | 70 |

## Quarterly financial results by segment (Reclassified) Asia-Pacific Segment

 (JPY million)|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 255 | 233 | 377 | 200 | 201 | Transaction-related expenses | 90 | 84 | 116 | 73 | 77 |
| Stocks and ETFs | 255 | 233 | 377 | 200 | 201 | Commissions paid | 29 | 27 | 42 | 14 | 12 |
| Options and Futures | - | - | - | - | - | Exchange and association dues | - | - | - | - | - |
| Cryptocurrency | - | - | - | - | - | Communication, freight and information expenses | 29 | 28 | 29 | 29 | 29 |
| Underwriting and distribution commissions | - | - | - | - | - | Advertising expenses | 32 | 28 | 45 | 29 | 36 |
| Subscription and distribution commissions | - | - | - | - | - | Others | 0 | 0 | 0 | 0 | 0 |
| Other commissions | 2 | 3 | 2 | 1 | 1 | Compensation and benefits | 126 | 122 | 170 | 125 | 131 |
| Margin forex trades commissions (OTC) | - | - | - | - | - | Rental and maintenance | 4 | 4 | 4 | 4 | 5 |
| Margin transaction management fee / transfer fee | - | - | - | - | - | Rental expenses | 3 | 3 | 3 | 3 | 3 |
| Mutual funds agency commissions | - | - | - | - | - | Maintenance expenses | 1 | 1 | 1 | 1 | 2 |
| Others | 2 | 3 | 2 | 1 | 1 | Data processing and office supplies | 12 | 13 | 17 | 8 | 13 |
| Net trading income | -0 | -0 | 0 | -0 | - 0 | Data processing | 12 | 12 | 16 | 7 | 12 |
| Financial income | 45 | 32 | 43 | 32 | 33 | Office supplies | 1 | 1 | 1 | 1 | 1 |
| Other operating income | 95 | 94 | 107 | 90 | 87 | Amortization and depreciation | 29 | 28 | 30 | 28 | 26 |
| Other operating income | 95 | 94 | 107 |  |  | Taxes other than income taxes | - | - | - | - | - |
| Total operating revenue | 396 | 361 | 529 | 323 | 322 | Other operating expenses | 11 | 10 | 11 | 11 | 11 |
| Financial expenses | 2 | 2 | 2 | 1 | 1 | Total selling, general and | 272 | 261 | 349 | 248 | 263 |
| Total operating revenue after deducting financial expenses | 394 | 359 | 528 | 323 | 321 | administrative expenses Gain or loss on valuation of |  |  |  |  |  |
| Selling, general and administrative expenses | 272 | 261 | 349 | 248 | 263 | investments in securities | - | - | - | - | - |
| The amount equivalent to operating income | 122 | 98 | 179 | 74 | 58 | investments in securities | - | - | - | - | - |
| Other income | 28 | 8 | 14 | 12 | 25 | Dividends income | - | - | - | - | - |
| Other expenses | 1 | 1 | -5 | 1 | 1 | Loss on disposal on fixed assets | 0 | -0 | -0 | - | - |
| Quarterly profit before income | 149 | 105 | 198 | 86 | 82 | Change in Fair value of Contingent consideration | - | - | - | - | - |
| taxes | 149 | 105 | 198 | 86 | 82 | Equity in profits or losses of equity method investments | 28 | 8 | 14 | 12 | 25 |
| Income taxes | 24 | 20 | 41 | 17 | 14 | equity method investments |  |  |  |  |  |
| Quarterly profit | 125 | 85 | 156 | 69 | 68 | financial assets |  |  | - |  | - |
|  |  |  |  |  |  | Others | -1 | -1 | 5 | -1 | -1 |
| owners of the Company | 125 | 85 | 156 | 69 | 68 | Total of other income and expenses | 27 | 7 | 19 | 12 | 24 |

## Quarterly financial results by segment (Reclassified) Investment Segment

## (JPY million)

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | - | - | - | - | - |
| Stocks and ETFs | - | - | - | - | - |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | - | - | - | - | - |
| $\begin{aligned} & \text { Margin forex trades } \\ & \text { commissions (OTC) } \end{aligned}$ | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| $\qquad$ | - | - | - | - | - |
| Others | - | - | - | - | - |
| Net trading income | - | - | - | - | - |
| Financial income | 190 | 269 | 44 | 141 | 285 |
| Other operating income | - | - | - | - | - |
| Total operating revenue | 190 | 269 | 44 | 141 | 285 |
| Financial expenses | 46 | 125 | -8 | 40 | 218 |
| Total operating revenue after deducting financial expenses | 144 | 144 | 52 | 101 | 67 |
| Selling, general and administrative expenses | 18 | 19 | 16 | 25 | 18 |
| The amount equivalent to operating income | 126 | 126 | 36 | 76 | 49 |
| Other income | 0 | - | 8 | - | 0 |
| Other expenses | 0 | 0 | 8 | 0 | 0 |
| Quarterly profit before income taxes | 126 | 125 | 36 | 76 | 49 |
| Income taxes | 77 | 70 | 35 | 53 | -5 |
| Quarterly profit | 49 | 55 | 1 | 23 | 54 |
| Quarterly profit attributable to owners of the Company | 49 | 55 | 1 | 23 | 54 |


|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 1 | 2 | 1 | 2 | 1 |
| Commissions paid | 0 | 1 | 0 | 1 | 1 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 0 | 0 | 0 | 0 | 0 |
| Advertising expenses | 0 | 0 | - | - | - |
| Others | 1 | 1 | 0 | 1 | 1 |
| Compensation and benefits | 11 | 11 | 10 | 14 | 9 |
| Rental and maintenance | - | - | - | - | - |
| Rental expenses | - | - | - | - | - |
| Maintenance expenses | - | - | - | - | - |
| Data processing and office supplies | 3 | 3 | 2 | 4 | 4 |
| Data processing | 3 | 3 | 2 | 4 | 4 |
| Office supplies | 0 | - | 0 | 0 | 0 |
| Amortization and depreciation | - | - | - | - | - |
| Taxes other than income taxes | 1 | 1 | 1 | 2 | 2 |
| Other operating expenses | 1 | 1 | 2 | 2 | 1 |
| Total selling, general and administrative expenses | 18 | 19 | 16 | 25 | 18 |
| Gain or loss on valuation of investments in securities | - | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - | - |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | 0 | -0 | -0 | -0 | -0 |
| Total of other income and expenses | 0 | -0 | -0 | -0 | -0 |


|  | FYE Mar. 2020 | FYE Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Commission received | 25,375 | 36,864 | 11,488 | 45.3\% |
| Net trading income | 8,550 | 24,504 | 15,954 | 186.6\% |
| Financial income | 18,579 | 15,394 | -3,185 | -17.1\% |
| Other operating income | 722 | 1,144 | 422 | 58.5\% |
| Total operating revenue | 53,226 | 77,905 | 24,680 | 46.4\% |
| Other financial income | 49 | 431 | 382 | 774.7\% |
| Other income | 57 | 1,270 | 1,213 | 2,117.2\% |
| Equity in profits of equity method investments | 48 | 61 | 13 | 27.8\% |
| Total revenue | 53,380 | 79,668 | 26,288 | 49.2\% |
| Financial expenses | 5,236 | 4,211 | -1,025 | -19.6\% |
| Selling, general and administrative expenses | 42,835 | 49,861 | 7,027 | 16.4\% |
| Other financial expenses | 448 | 3,945 | 3,497 | 780.0\% |
| Other expenses | 731 | 355 | -376 | -51.4\% |
| Total expenses | 49,249 | 58,372 | 9,122 | 18.5\% |
| Profit before income taxes | 4,131 | 21,296 | 17,165 | 415.6\% |
| Income tax expense | 1,310 | 6,911 | 5,600 | 427.4\% |
| Profit | 2,820 | 14,385 | 11,565 | 410.1\% |
| Profit attributable to owners of the Company | 3,011 | 14,354 | 11,343 | 376.8\% |


|  | FYE <br> Mar.2020 | FYE <br> Mar.2021 | Variance | Change |
| :--- | ---: | ---: | ---: | ---: |
| Brokerage commissions | 19,383 | 26,860 | 7,476 | $38.6 \%$ |
| Stocks and ETFs | 12,022 | 18,516 | 6,494 | $54.0 \%$ |
| Options and Futures | 7,309 | 8,015 | 706 | $9.7 \%$ |
| Cryptocurrency | 52 | 329 | 277 | $536.8 \%$ |
| Underwriting and distribution <br> commissions | 105 | 63 | -42 | $-39.8 \%$ |
| Subscription and distribution <br> commissions | 176 | 8 | -168 | $-95.6 \%$ |
| Other commissions | 5,712 | 9,933 | 4,221 | $73.9 \%$ |
| Margin forex trades <br> commissions (OTC) | 16 | 1 | -15 | $-95.7 \%$ |
| Margin transaction <br> management fee / transfer fee | 311 | 372 | 62 | $19.9 \%$ |
| Mutual funds agency <br> commissions | 1,565 | 1,459 | -106 | $-6.8 \%$ |
| Others | 3,820 | 8,101 | 4,281 | $112.1 \%$ |
| Net trading income | 8,550 | 24,504 | 15,954 | $186.6 \%$ |
| Financial income | 18,579 | 15,394 | $-3,185$ | $-17.1 \%$ |
| Other operating income | 722 | 1,144 | 422 | $58.5 \%$ |
| Total operating revenue | 53,226 | 77,905 | 24,680 | $46.4 \%$ |
| Financial expenses | 5,236 | 4,211 | $-1,025$ | $-19.6 \%$ |
| Total operating revenue after <br> deducting financial expenses | 47,990 | 73,695 | 25,705 | $53.6 \%$ |
| Selling, general and <br> administrative expenses | 42,835 | 49,861 | 7,027 | $16.4 \%$ |
| The amount equivalent to <br> operating income | 5,155 | 23,833 | 18,678 | $362.3 \%$ |
| Other income | 154 | 1,762 | 1,608 | $1042.2 \%$ |
| Other expenses | 1,179 | 4,300 | 3,121 | $264.7 \%$ |
| Quarterly profit before income <br> taxes | 4,131 | 21,296 | 17,165 | $415.6 \%$ |
| Income taxes | 1,310 | 6,911 | 5,600 | $427.4 \%$ |
| Quarterly profit | 2,820 | 14,385 | 11,565 | $410.1 \%$ |
| Quarterly profit attributable to <br> owners of the Company | 3,011 | 14,354 | 11,343 | $376.8 \%$ |
|  |  |  |  |  |


|  | FYE <br> Mar.2020 | FYE <br> Mar.2021 | Variance | Change |
| :--- | ---: | ---: | ---: | ---: |
| Transaction-related expenses | 11,975 | 15,986 | 4,011 | $33.5 \%$ |
| Commissions paid | 4,780 | 5,754 | 974 | $20.4 \%$ |
| Exchange and association dues | 779 | 984 | 205 | $26.2 \%$ |
| Communication, freight and <br> information expenses | 3,443 | 3,601 | 158 | $4.6 \%$ |
| Advertising expenses | 2,684 | 5,598 | 2,914 | $108.5 \%$ |
| Others | 288 | 49 | -239 | $-83.1 \%$ |
| Compensation and benefits | 13,413 | 15,614 | 2,201 | $16.4 \%$ |
| Rental and maintenance | 4,228 | 4,470 | 243 | $5.7 \%$ |
| Rental expenses | 339 | 313 | -26 | $-7.6 \%$ |
| Maintenance expenses | 3,889 | 4,157 | 269 | $6.9 \%$ |
| Data processing and office <br> supplies | 2,444 | 2,420 | -24 | $-1.0 \%$ |
| Data processing | 2,367 | 2,344 | -23 | $-1.0 \%$ |
| Office supplies | 77 | 76 | -1 | $-1.4 \%$ |
| Amortization and depreciation | 8,122 | 8,149 | 27 | $0.3 \%$ |
| Taxes other than income taxes | 693 | 1,023 | 330 | $47.5 \%$ |
| Other operating expenses | 1,959 | 2,199 | 240 | $12.2 \%$ |
| Total selling, general and <br> administrative expenses | 42,835 | 49,861 | 7,027 | $16.4 \%$ |
| Gain or loss on valuation of <br> investments in securities | -428 | 253 | 681 | - |
| Gain or loss on sales of <br> investments in securities | - | 4 | 4 | 4 |
| Dividends income | -27 | 16 | -11 | $-41.3 \%$ |
| Loss on disposal on fixed assets | -23 | -53 | -30 | $128.3 \%$ |
| Change in Fair value of <br> Contingent consideration | $-3,788$ | $-3,788$ | - |  |
| Equity in profits or losses of <br> equity method investments | 48 | 61 | 13 | $27.8 \%$ |
| Impairment loss on non- <br> financial assets | -423 | -6 | 417 | $-98.6 \%$ |
| Others | -225 | 977 | 1,201 | $-535.0 \%$ |
| Total of other income and <br> expenses | $-1,025$ | $-2,537$ | $-1,513$ | $147.7 \%$ |
|  |  |  |  | - |

Yearly financial results by segment (Reclassified) Japan Segment
(JPY million) MONEX M Monex Group Inc.

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 10,294 | 15,293 | 4,999 | 48.6\% |
| Stocks and ETFs | 9,926 | 14,963 | 5,037 | 50.8\% |
| Options and Futures | 368 | 330 | -38 | -10.2\% |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | 105 | 63 | -42 | -39.8\% |
| Subscription and distribution commissions | 176 | 8 | -168 | -95.6\% |
| Other commissions | 2,040 | 2,447 | 407 | 19.9\% |
| Margin forex trades commissions (OTC) | 16 | 1 | -15 | -95.7\% |
| Margin transaction management fee / transfer fee | 311 | 372 | 62 | 19.9\% |
| $\qquad$ | 1,565 | 1,459 | -106 | -6.8\% |
| Others | 148 | 614 | 466 | 314.6\% |
| Net trading income | 5,030 | 4,553 | -478 | -9.5\% |
| Financial income | 8,652 | 8,469 | -183 | -2.1\% |
| Other operating income | 96 | 130 | 34 | 35.7\% |
| Total operating revenue | 26,393 | 30,962 | 4,570 | 17.3\% |
| Financial expenses | 2,050 | 1,864 | -187 | -9.1\% |
| Total operating revenue after deducting financial expenses | 24,342 | 29,099 | 4,756 | 19.5\% |
| Selling, general and administrative expenses | 21,671 | 24,136 | 2,465 | 11.4\% |
| The amount equivalent to operating income | 2,671 | 4,962 | 2,291 | 85.8\% |
| Other income | 469 | 2,751 | 2,282 | 487.0\% |
| Other expenses | 889 | 437 | -452 | -50.8\% |
| Quarterly profit before income taxes | 2,251 | 7,276 | 5,025 | 223.2\% |
| Income taxes | 872 | 2,490 | 1,618 | 185.7\% |
| Quarterly profit | 1,379 | 4,786 | 3,406 | 247.0\% |
| Quarterly profit attributable to owners of the Company | 1,569 | 4,754 | 3,185 | 202.9\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 5,106 | 6,648 | 1,542 | 30.2\% |
| Commissions paid | 1,454 | 2,553 | 1,100 | 75.7\% |
| Exchange and association dues | 682 | 841 | 159 | 23.4\% |
| Communication, freight and information expenses | 1,744 | 1,662 | -83 | -4.7\% |
| Advertising expenses | 1,115 | 1,570 | 456 | 40.9\% |
| Others | 112 | 22 | -90 | -80.5\% |
| Compensation and benefits | 4,511 | 5,331 | 819 | 18.2\% |
| Rental and maintenance | 3,729 | 3,604 | -125 | -3.4\% |
| Rental expenses | 191 | 183 | -7 | -3.7\% |
| Maintenance expenses | 3,538 | 3,420 | -118 | -3.3\% |
| Data processing and office supplies | 1,978 | 1,991 | 13 | 0.7\% |
| Data processing | 1,933 | 1,949 | 15 | 0.8\% |
| Office supplies | 45 | 43 | -2 | -5.1\% |
| Amortization and depreciation | 5,009 | 5,235 | 226 | 4.5\% |
| Taxes other than income taxes | 593 | 754 | 162 | 27.3\% |
| Other operating expenses | 745 | 573 | -172 | -23.1\% |
| Total selling, general and administrative expenses | 21,671 | 24,136 | 2,465 | 11.4\% |
| Gain or loss on valuation of investments in securities | -428 | 253 | 681 | - |
| Gain or loss on sales of investments in securities | - | 4 | 4 | - |
| Dividends income | 27 | 16 | -11 | -41.3\% |
| Loss on disposal on fixed assets | -22 | -36 | -14 | 61.5\% |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | - | -1 | -1 | - |
| Impairment loss on nonfinancial assets | -207 | - | 207 | - |
| Others | 210 | 2,077 | 1,867 | 889.0\% |
| Total of other income and expenses | -420 | 2,313 | 2,734 | - |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 8,838 | 11,322 | 2,483 | 28.1\% |
| Stocks and ETFs | 1,895 | 3,349 | 1,454 | 76.7\% |
| Options and Futures | 6,941 | 7,685 | 743 | 10.7\% |
| Cryptocurrency | 2 | 288 | 286 | 12,796.2\% |
| Underwriting \& distribution com. | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - |
| Other commissions | 3,431 | 6,666 | 3,235 | 94.3\% |
| Margin forex trades com. OTC | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency com. | - | - | - | - |
| Others | 3,431 | 6,666 | 3,235 | 94.3\% |
| Net trading income | - | - | - | - |
| Financial income | 9,965 | 6,309 | -3,655 | -36.7\% |
| Sales | 412 | 27 | -385 | -93.5\% |
| Other operating income | 999 | 1,051 | 52 | 5.2\% |
| Total operating revenue | 23,645 | 25,375 | 1,730 | 7.3\% |
| Financial expenses | 3,396 | 2,394 | -1,002 | -29.5\% |
| Cost of sales | 363 | 23 | -339 | -93.6\% |
| Total operating revenue after deducting financial expenses and cost of sales | 19,887 | 22,958 | 3,072 | 15.4\% |
| SG\&A | 17,877 | 19,771 | 1,894 | 10.6\% |
| The amount equivalent to operating income | 2,010 | 3,187 | 1,177 | 58.6\% |
| Other income | 1 | 37 | 35 | 3,600.0\% |
| Other expenses | 247 | 24 | -224 | -90.4\% |
| Quarterly profit before income taxes | 1,763 | 3,200 | 1,436 | 81.5\% |
| Income tax expense | 345 | 676 | 331 | 95.8\% |
| Quarterly profit | 1,418 | 2,523 | 1,105 | 78.0\% |
| Quarterly profit attributable to owners of the Company | 1,418 | 2,523 | 1,105 | 78.0\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 6,098 | 7,047 | 949 | 15.6\% |
| Commissions paid | 3,386 | 3,545 | 160 | 4.7\% |
| Exchange and association dues | 98 | 143 | 45 | 46.3\% |
| Communication, freight and information expenses | 1,267 | 1,502 | 235 | 18.5\% |
| Advertising expenses | 1,200 | 1,849 | 649 | 54.1\% |
| Others | 147 | 7 | -140 | -95.2\% |
| Compensation and benefits | 7,216 | 7,662 | 446 | 6.2\% |
| Rental and maintenance | 935 | 1,145 | 209 | 22.4\% |
| Rental expenses | 111 | 116 | 5 | 4.3\% |
| Maintenance expenses | 824 | 1,028 | 204 | 24.8\% |
| Data processing and office supplies | 30 | 31 | 1 | 2.9\% |
| Data processing | - | - | - | - |
| Office supplies | 30 | 31 | 1 | 2.9\% |
| Amortization and depreciation | 2,505 | 2,429 | -76 | -3.0\% |
| Taxes other than income taxes | 55 | 41 | -14 | -25.0\% |
| Other operating expenses | 1,038 | 1,417 | 379 | 36.5\% |
| Total selling, general and administrative expenses | 17,877 | 19,771 | 1,894 | 10.6\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | -1 | -18 | -16 | 1,254.1\% |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | -216 | -6 | 209 | -97.2\% |
| Others | -29 | 37 | 66 | - |
| Total of other income and expenses | -246 | 13 | 259 | - |

## Yearly financial results by segment (Reclassified) Crypto Asset Segment

(JPY million)

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 49 | 40 | -9 | -18.1\% |
| Stocks and ETFs | - | - | - | - |
| Options and Futures | - | - | - | - |
| Cryptocurrency | 49 | 40 | -9 | -18.1\% |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 238 | 812 | 575 | 241.9\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 238 | 812 | 575 | 241.9\% |
| Net trading income | 3,528 | 19,960 | 16,431 | 465.7\% |
| Financial income | - | - | - | - |
| Other operating income | - | 14 | 14 | - |
| Total operating revenue | 3,815 | 20,826 | 17,011 | 445.9\% |
| Financial expenses | 3 | 5 | 2 | 65.3\% |
| Total operating revenue after deducting financial expenses | 3,812 | 20,822 | 17,010 | 446.2\% |
| Selling, general and administrative expenses | 3,502 | 7,129 | 3,627 | 103.6\% |
| The amount equivalent to operating income | 310 | 13,693 | 13,383 | 4315.5\% |
| Other income | 11 | 5 | -6 | -53.1\% |
| Other expenses | 28 | 3,831 | 3,802 | 13,375.7\% |
| Quarterly profit before income taxes | 293 | 9,868 | 9,575 | 3,268.2\% |
| Income taxes | 69 | 3,398 | 3,329 | 4,838.7\% |
| Quarterly profit | 224 | 6,469 | 6,245 | 2,786.1\% |
| Quarterly profit attributable to owners of the Company | 224 | 6,469 | 6,245 | 2,786.1\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 781 | 2,878 | 2,097 | 268.5\% |
| Commissions paid | 166 | 485 | 319 | 191.7\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 327 | 322 | -5 | -1.5\% |
| Advertising expenses | 264 | 2,055 | 1,791 | 678.8\% |
| Others | 24 | 15 | -8 | -35.5\% |
| Compensation and benefits | 1,287 | 2,047 | 760 | 59.1\% |
| Rental and maintenance | 36 | 3 | -33 | -92.7\% |
| Rental expenses | 36 | 2 | -34 | -94.5\% |
| Maintenance expenses | - | 1 | 1 | - |
| Data processing and office supplies | 379 | 328 | -51 | -13.4\% |
| Data processing | 379 | 328 | -51 | -13.4\% |
| Office supplies | - | - | - | - |
| Amortization and depreciation | 490 | 368 | -122 | -24.9\% |
| Taxes other than income taxes | 40 | 222 | 181 | 447.9\% |
| Other operating expenses | 489 | 1,284 | 795 | 162.4\% |
| Total selling, general and administrative expenses | 3,502 | 7,129 | 3,627 | 103.6\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - |
| Change in Fair value of Contingent consideration | - | -3,788 | -3,788 | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -17 | -37 | -20 | 117.6\% |
| Total of other income and expenses | -17 | -3,825 | -3,808 | 22,400.0\% |

## Yearly financial results by segment (Reclassified) Asia-Pacific Segment

Monex Group. Inc.

|  | $\begin{aligned} & \text { FYE } \\ & \text { Mar. } 2020 \end{aligned}$ | $\begin{gathered} \text { FYE } \\ \text { Mar. } 2021 \end{gathered}$ | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 451 | 1,071 | 620 | 137.4\% |
| Stocks and ETFs | 451 | 1,071 | 620 | 137.4\% |
| Options and Futures | - | - | - | - |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 3 | 8 | 5 | 188.5\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 3 | 8 | 5 | 188.5\% |
| Net trading income | 0 | -0 | -0 | - |
| Financial income | 280 | 166 | -114 | -40.7\% |
| Other operating income | 153 | 368 | 216 | 141.1\% |
| Total operating revenue | 887 | 1,613 | 727 | 82.0\% |
| Financial expenses | 252 | 9 | -243 | -96.4\% |
| Total operating revenue after deducting financial expenses | 634 | 1,604 | 970 | 153.0\% |
| Selling, general and administrative expenses | 898 | 1,145 | 247 | 27.6\% |
| The amount equivalent to operating income | -263 | 459 | 723 | - |
| Other income | 48 | 62 | 14 | 29.6\% |
| Other expenses | 15 | 3 | -12 | -82.7\% |
| Quarterly profit before income taxes | -230 | 519 | 749 | - |
| Income taxes | -22 | 101 | 124 | - |
| Quarterly profit | -208 | 417 | 625 | - |
| Quarterly profit attributable to owners of the Company | -208 | 417 | 625 | - |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 272 | 374 | 102 | 37.3\% |
| Commissions paid | 55 | 125 | 70 | 127.6\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 104 | 114 | 10 | 9.7\% |
| Advertising expenses | 111 | 135 | 24 | 21.7\% |
| Others | 3 | 0 | -2 | -94.4\% |
| Compensation and benefits | 400 | 535 | 135 | 33.6\% |
| Rental and maintenance | 18 | 17 | -1 | -4.0\% |
| Rental expenses | 13 | 11 | -2 | -12.5\% |
| Maintenance expenses | 5 | 6 | 1 | 17.7\% |
| Data processing and office supplies | 51 | 58 | 7 | 14.2\% |
| Data processing | 49 | 56 | 7 | 14.1\% |
| Office supplies | 2 | 2 | 0 | 16.1\% |
| Amortization and depreciation | 119 | 117 | -2 | -1.8\% |
| Taxes other than income taxes | - | - | - | - |
| Other operating expenses | 37 | 44 | 7 | 18.4\% |
| Total selling, general and administrative expenses | 898 | 1,145 | 247 | 27.6\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | - | -0 | -0 | - |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | 48 | 62 | 14 | 29.6\% |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -15 | -2 | 12 | -82.9\% |
| Other financial income and expenses | 33 | 59 | 26 | 78.8\% |

## Yearly financial results by segment (Reclassified) Investment Segment

(JPY million)

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | - | - | - | - |
| Stocks and ETFs | - | - | - | - |
| Options and Futures | - | - | - | - |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | - | - | - | - |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| $\qquad$ | - | - | - | - |
| Others | - | - | - | - |
| Net trading income | - | - | - | - |
| Financial income | 148 | 672 | 524 | 353.9\% |
| Other operating income | - | - | - | - |
| Total operating revenue | 148 | 672 | 524 | 353.9\% |
| Financial expenses | - | 163 | 163 | - |
| Total operating revenue after deducting financial expenses | - | - | - | - |
| Selling, general and administrative expenses | 148 | 509 | 361 | 243.8\% |
| The amount equivalent to operating income | 54 | 71 | 17 | 31.9\% |
| Other income | 94 | 438 | 344 | 365.4\% |
| Other expenses | 0 | 9 | 9 | 202,973.7\% |
| Quarterly profit before income taxes | 0 | 9 | 8 | 2,923.5\% |
| Income taxes | 94 | 438 | 344 | 366.7\% |
| Quarterly profit | 47 | 244 | 198 | 422.5\% |
| Quarterly profit attributable to owners of the Company | 47 | 193 | 146 | 311.1\% |
| Brokerage commissions | 47 | 193 | 146 | 311.1\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 10 | 8 | -2 | -23.0\% |
| Commissions paid | 2 | 2 | 0 | 3.9\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 0 | 0 | 0 | 9,606.9\% |
| Advertising expenses | 4 | 0 | -3 | -87.0\% |
| Others | 4 | 4 | 1 | 13.9\% |
| Compensation and benefits | 28 | 40 | 11 | 40.0\% |
| Rental and maintenance | - | - | - | - |
| Rental expenses | - | - | - | - |
| Maintenance expenses | - | - | - | - |
| Data processing and office supplies | 6 | 12 | 6 | 92.2\% |
| Data processing | 6 | 12 | 6 | 92.4\% |
| Office supplies | 0 | 0 | 0 | 73.7\% |
| Amortization and depreciation | - | - | - | - |
| Taxes other than income taxes | 6 | 6 | 0 | 8.5\% |
| Other operating expenses | 4 | 6 | 2 | 47.2\% |
| Total selling, general and administrative expenses | 54 | 71 | 17 | 31.9\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -0 | -0 | 0 | 48.6\% |
| Total of other income and expenses | -0 | -0 | 0 | 48.6\% |

(JPY million)


Details of Level 1

|  | As of <br> Mar. 31, 2021 |  |
| :--- | ---: | ---: |
| Stocks listed | 351 | As of <br> Sep. 30, 2021 |
| Others | 898 | 170 |
| Total | 1,249 | 958 |

(*) It would be appreciated if you could see Consolidated Financial Summary for the 2Q of the Fiscal Year Ended March 31, 2022 and Quarterly securities report 18th Period 2Quarter for the details of the Consolidated Statement of Financial Position.

