



MONEX GROUP

Monex Group, Inc.

1Q Financial Results Briefing for the Fiscal Year Ending March 2022

July 28, 2021

Event Summary

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[Venue Size]		
[Participants]	100	
[Number of Speakers]	2	
	Oki Matsumoto	Representative Director, Chief Executive Officer
	Yuko Seimei	Representative Executive Officer, Chief Operating Officer, Chief Financial Officer

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Presentation

Matsumoto: Hello, everyone. This is the earnings announcement for Q1 of the fiscal year ending March 2022 of Monex Group, Inc. Today, we are holding the session in a completely remote environment. I am sure you are already familiar with it, and I would like to present it in this form.

As for the presentation itself, I will first give an overview, and then Seimei will talk about the comparison with the previous fiscal year. Then, Seimei will talk about the status of the Japan segment and the US segment as well as the business status. And I will talk about cryptos and others, followed by a question and answer session.

In general, we are expanding globally, and cryptos is doing a big business. So, we have a very good quarter for our entire business portfolio.

The EPS is about JPY25, JPY24.5, and if we continue to proceed as it is, the EPS will be about JPY100 at annual rate, which is a pretty good number. EBITDA is also JPY13 billion in the quarter.

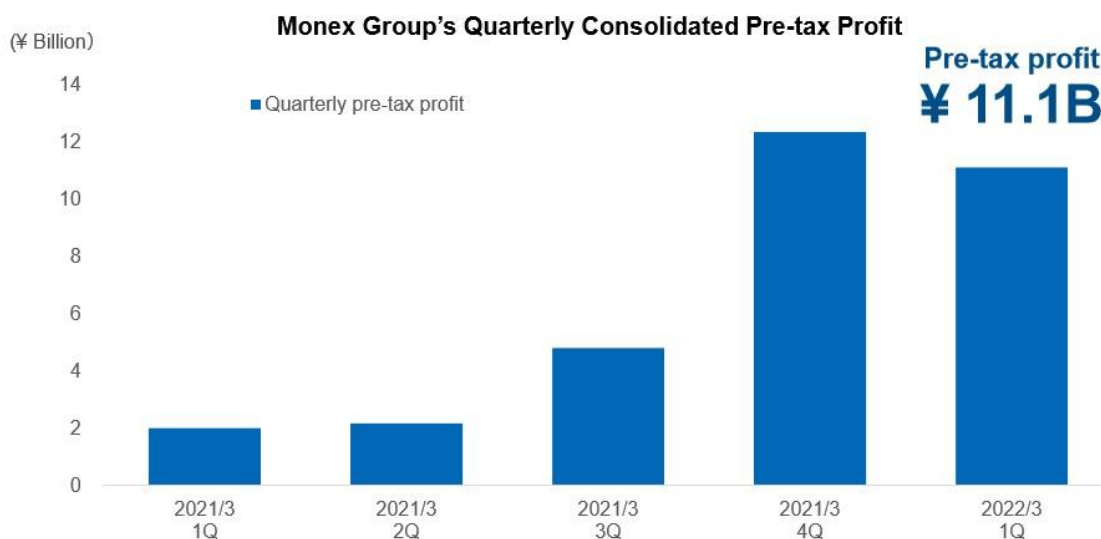
Looking at the contents of the financial results, we can see that we have experienced a boom and bust of the market in various segments, which inevitably comes out in waves, but since we have a variety of businesses, I think they are compensating each other well.

Now, I would like to begin.

Business Overview 1/5



Monex Group's consolidated pre-tax profit performed strongly with the contribution from the Crypto Asset segment.



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First, consolidated pre-tax profit was JPY11.1 billion for the quarter, which is a very good figure as it has been improving rapidly for the past year against the background of what I just mentioned.

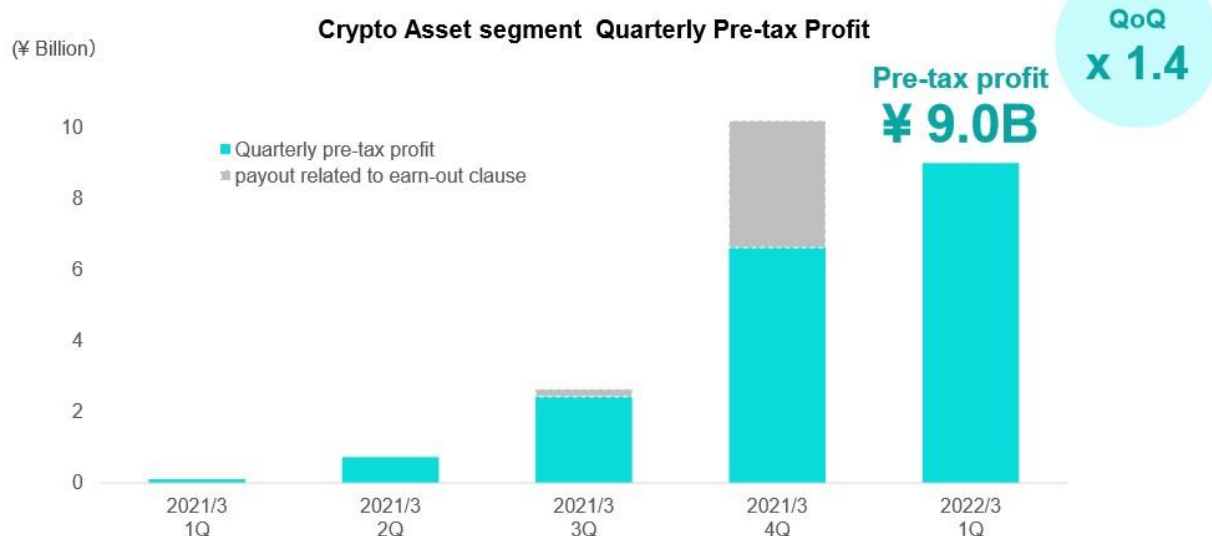
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Cryptocurrency trading value at Coincheck was high due to higher market volatility. The period for payout related to earn-out clause ended and Coincheck recorded its highest profit since becoming a part of Monex Group.



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Looking at the contents of the profit, we can see that Coincheck in the Crypto business have made a significant contribution this fiscal year. Up until Q4, there was an earn-out clause, a distribution of profits to former shareholders, but that ended on March 31. So, our pre-tax profit for the quarter excluding that was JPY9 billion, which is the highest quarterly profit since they joined our group, and we have been extremely strong.

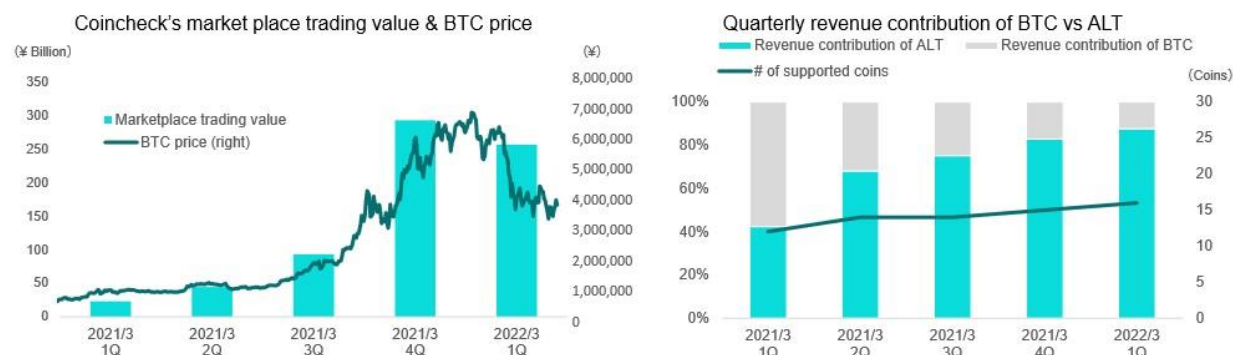
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Revenue dependence on Bitcoin (BTC) declined as altcoin's revenue contribution increased with the addition of altcoin (ALT) offerings in the Coincheck's marketplace.



- Coincheck focuses on expanding the number of supported coins and offers the highest number of cryptocurrencies for trading among Japanese crypto asset exchanges (as of July 28, 2021).
- Revenue contribution of BTC has been on a downward trend, accounting for 12% this quarter.

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If you look at MG's stock, it tends to be bought when bitcoin goes up and sold when bitcoin goes down. I think the association is that the rise and fall of bitcoin affects the performance of Coincheck, which in turn affects the performance of Monex, which in turn affects the stock price. However, in reality, there is not much correlation between bitcoin and Coincheck's performance.

The graph on the left is a line graph of bitcoin and the bar graph behind is its marketplace trading value. This marketplace is the source of most of the profits. There is a slight correlation, but the ratio is small.

The graph on the right shows the contribution of bitcoin and altcoin to Coincheck's revenue by quarter, with altcoin in green. Bitcoin is shown in gray, which is getting smaller and smaller. As you can see in the text below, the dependence on bitcoin for revenue is only 12% for this quarter.

As a result, on the whole, the sensitivities to bitcoin are really low. Of course, if you think about it in the long run, you can say that if bitcoin does a long-term slump, it probably won't be good for Coincheck's business, and if the price of bitcoin goes up in the long run, it will be good for Coincheck's business.

However, I would like to say that in a short period of time, that cannot be said, and that it is a bit of a false perception that the ups and downs in the price of bitcoin will cause the ups and downs in the stock of Monex.

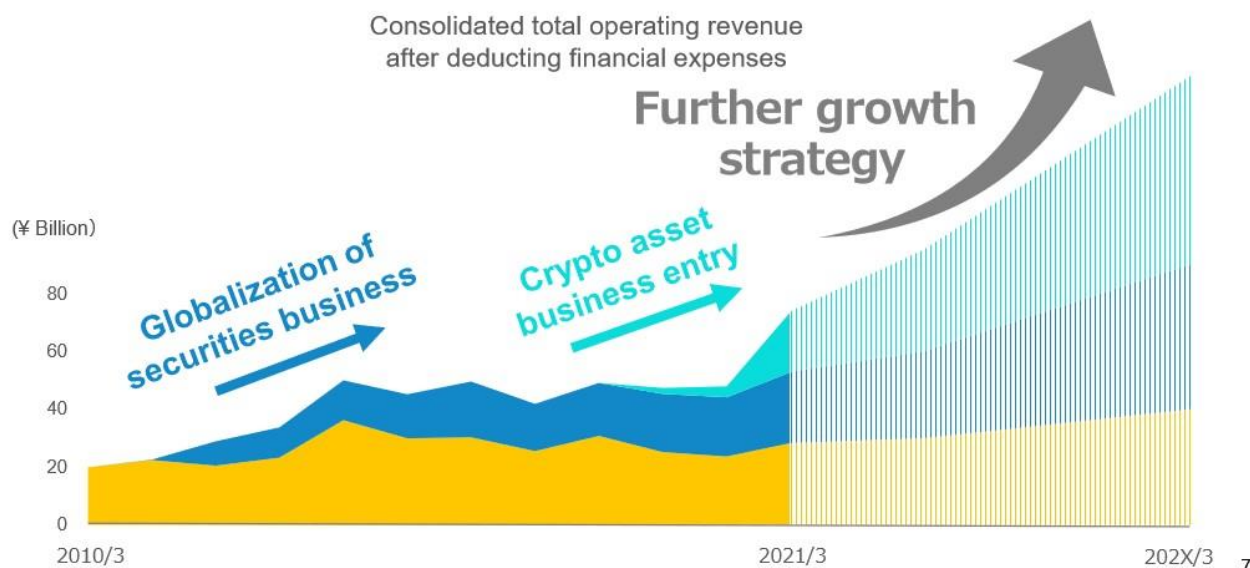
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Monex has steadily expanded its online securities business overseas under “Global Vision” and entered the crypto asset-related business under “New Beginning.” Now it is seeking further growth in the US and Crypto Asset segments by exploring new capitalization strategy and other growth strategies.



This chart starts from the fiscal year ended March 2010 on the left, so the half amount of this chart also exists on the left side, back to our foundation. Ten years ago, we launched our global vision, saying that we would expand our securities business overseas. In addition, we launched “New Beginning” bit less than 4 years ago, expressing our intention to incorporate block chain and enter into cryptocurrencies. As a result, we acquired TradeStation Group Inc. and Coincheck, Inc., which have now become the pillars of our revenue and profit.

We have already launched a vision-first approach, and we are working on building that vision firmly. So, we believe that these 2, TradeStation and Coincheck, still have a lot of room to grow. For both TradeStation and Coincheck, we originally launched a vision first, and then we acquired and built them up. In our growth strategy, we built the businesses with a will first, and we are now seeking to grow them again with a will. We are now looking for various ways to develop it, including capital policies.

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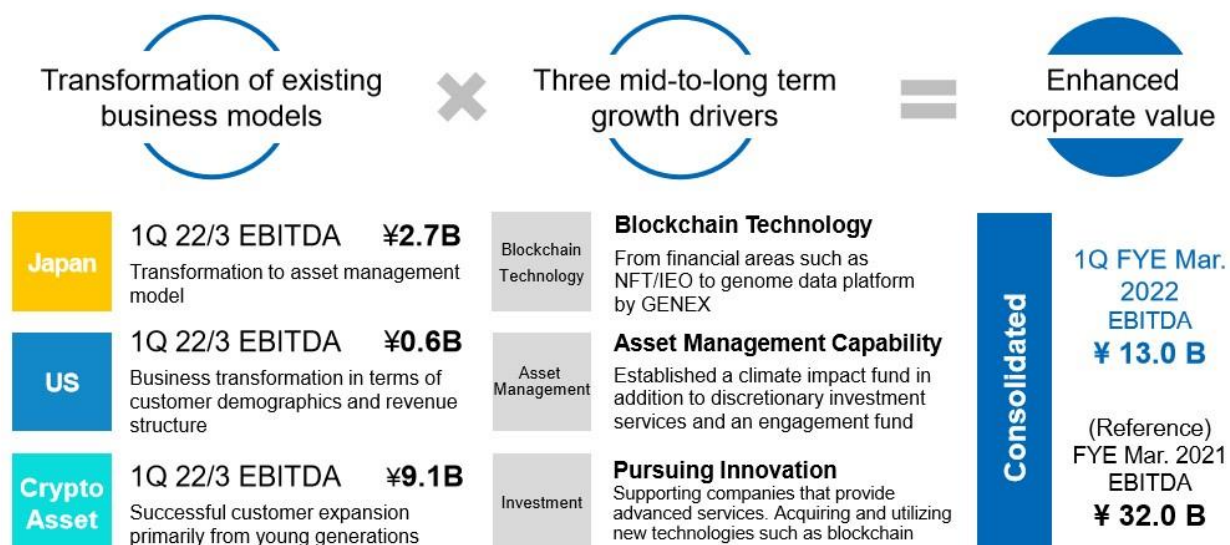
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Quarterly EBITDA* was ¥13.0B.

Monex aims for a sustainable increase in corporate value through business model transformation and mid-to-long term growth drivers going forward.



* EBITDA = The amount equivalent to operating income + depreciation and amortization cost + interest expense of US segment (the same hereinafter) 8

In terms of EBITDA, it is JPY13 billion, which is already about 40% of the JPY32 billion in EBITDA for the last year. This means that we have already earned about 40% of our annual EBITDA.

This is largely due to that, in addition to the 3 pillars of Japan, US, and cryptos, blockchain is now being incorporated in various ways, Coincheck is working on IEO, and a genome-based venture is currently being developed within the Monex Group.

Or, in addition to Monex Activist Fund, there are growth drivers to expand the frontier line, such as strengthening the management capabilities within the Group and investing in innovative companies in various investment businesses etc. By combining such growth drivers and 3 pillars, we believe that we will be able to further increase our corporate value.

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Crypto Asset segment performed strongly and consolidated quarterly **pre-tax profit was ¥ 11.1B**. In 1Q, achieved 50% of ¥ 21.3B of the pre-tax profit of the previous fiscal year (12 months) .

Japan

Segment profit was **¥ 2.1B** with an increase in recurring revenues from mutual fund and margin trading services, as well as revenues from growth products such as US equities and cryptocurrency CFDs.

US

Segment loss was **¥ 0.2B** due to an increase in expenses for mid-to-long term growth strategies including marketing to further expand the customer base.

Crypto Asset

Trading volume increased due to higher volatility in the crypto market. Segment profit was **¥ 9.0B** due to the termination of payout to former shareholders, which was applied until the previous fiscal year.

Asia Pacific

Segment profit was **¥ 0.1B** with stable Hong Kong business performance.

Investment

MV1 Fund completed its investments. MV2 Fund was also established, and the number of investments increased steadily.

* Segment profit / loss represents quarterly profit before income taxes

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To simply report about 5 segments, we have achieved pre-tax profit of JPY11.1 billion, which is half of the pre-tax profit for the last year.

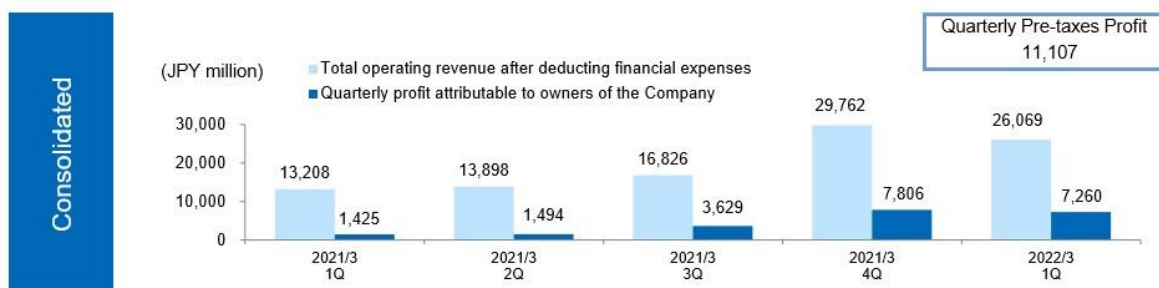
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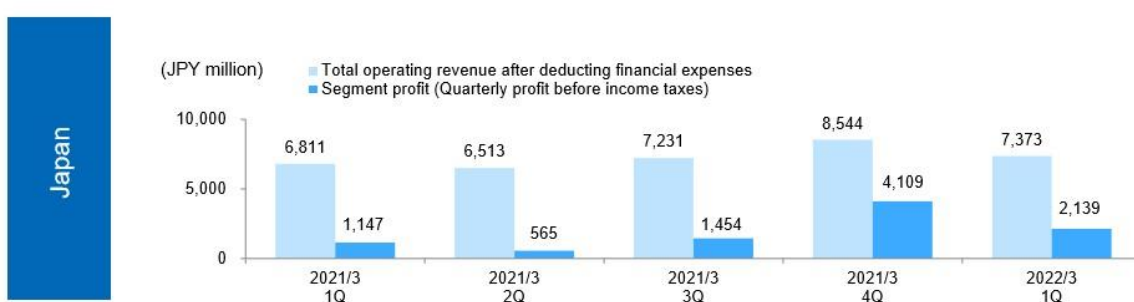
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◆ Total operating revenue after deducting financial expenses and quarterly profit attributable to owners of the Company



◆ Total operating revenue after deducting financial expenses and Segment profit



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In the Japan segment, stock-type business is growing, and US equities and cryptocurrency CFDs are also making progress, resulting in our segment profit of JPY2.1 billion.

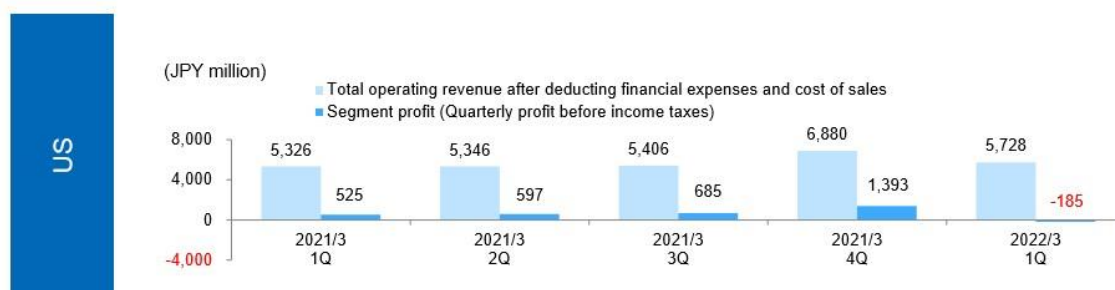
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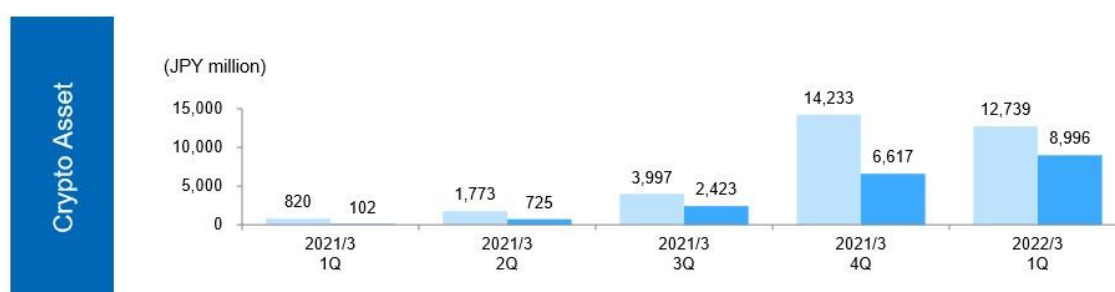
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◆ Total operating revenue after deducting financial expenses and cost of sales and Segment profit



◆ Total operating revenue after deducting financial expenses and Segment profit



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In the US, in the midst of the headwind of zero fees and zero interest rates for the past 2 years, we have been aggressively developing digital marketing and actively attracting new, younger customers. As a result, as Seimei will explain later, our customer base has grown significantly, and our digital marketing has been successful. We have grown to the Company that can earn the profit steadily midst of this headwind.

That alone is good but compared to other competitors the marketing costs are already extremely small. Even so, we are still doing very well, but it's too much of a waste, so we have been investing more in marketing and did a lot of things in digital marketing for this TradeStation business amidst of the headwind over the last 2 years. Since we were able to confirm that everything works well, we started to take that vehicle further this fiscal year, starting this spring.

As a result of this, we incurred a segment loss of JPY200 million due to upfront costs, although this is a conscious effort. The Crypto business is performing strongly under the circumstances I mentioned earlier, with pre-tax profit of JPY9 billion.

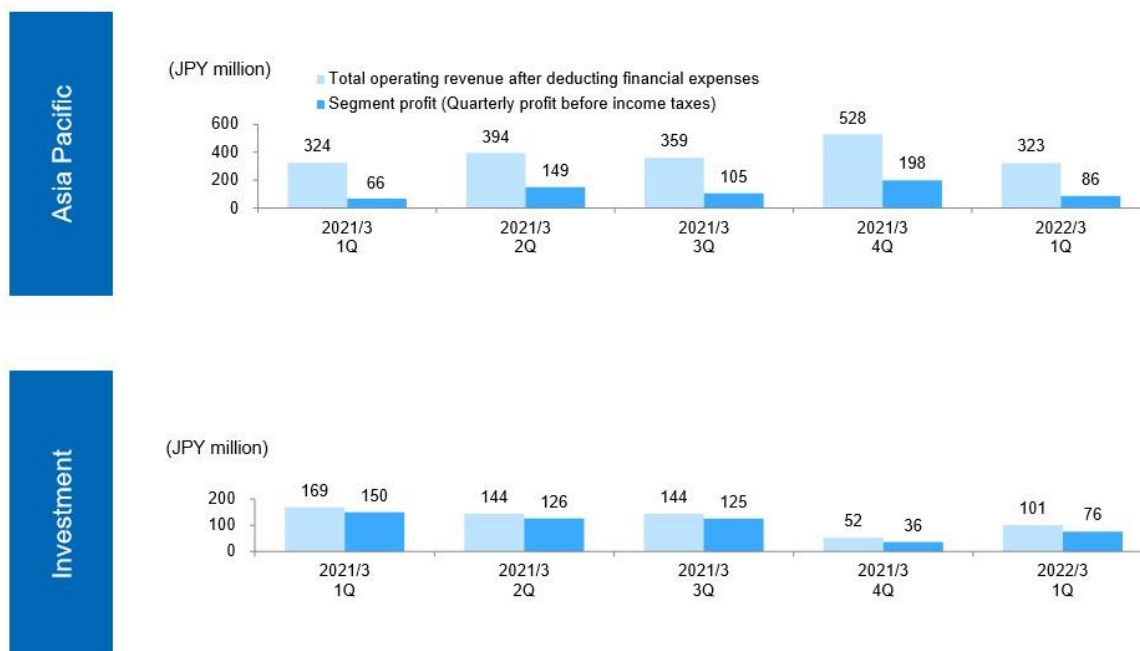
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◆ Total operating revenue after deducting financial expenses and Segment profit



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In the Asia-Pacific segment, our customer base has increased by 40% in terms of assets under custody compared to a year ago, and our segment profit is bit less than JPY100 million. The Investment business is also progressing well with the establishment of the Monex Venture Number 2 Fund, and although I haven't written about it, the segment profit is just under JPY100 million, and we are making good progress.

Now, I will let Seimei speak from here.

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(JPY million)	FYE Mar. 2021 Q1 (Apr. 2020– Jun. 2020)	FYE Mar. 2022 Q1 (Apr. 2021– Jun. 2021)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	13,208	26,069	+12,860	+97%	P16: Analysis of Japan segment P18: Analysis of US segment (USD) P20: Analysis of Crypto Asset segment
SG&A	11,264	15,148	+3,884	+34%	P17: Analysis of Japan segment P19: Analysis of US segment (USD) P21: Analysis of Crypto Asset segment
The amount equivalent to operating income	1,944	10,920	+8,976	+462%	
Other income / expenses (net)	47	187	+140	+298%	Breakdown in DATA BOOK P9: Consolidated financial results (Other income and other expenses)
Quarterly profit before income Taxes	1,991	11,107	+9,116	+458%	
Quarterly profit attributable to owners of the Company	1,425	7,260	+5,835	+409%	
EBITDA	3,969	13,014	+9,045	+228%	

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Seimei: I am Seimei, Representative Executive Officer, COO/CFO of Monex Group.

I would like to begin by explaining our consolidated financial results. First, on page 14 are the business results for Q1 of the fiscal year ending March 2022.

Operating revenue after deducting financial expenses increased 97% YoY to JPY26.069 billion. The main reason for this was the significant increase in trading profits and losses in the Crypto-Asset business segment due to the brisk crypto-asset market.

In terms of SG&A expenses, we have been able to control the increase in expenses compared to the growth in operating revenue. As a result, quarterly profit before income taxes increased 458% YoY to JPY11.107 billion, quarterly profit attributable to owners of the Company increased 409% YoY to JPY7.260 billion, and EBITDA increased 228% YoY to JPY13.014 billion.

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YoY Comparison (3 months) Segment Performance



(JPY million)	Japan		US		Crypto Asset		Asia Pacific		Investment	
	2021/3 1Q	2022/3 1Q	2021/3 1Q	2022/3 1Q	2021/3 1Q	2022/3 1Q	2021/3 1Q	2022/3 1Q	2021/3 1Q	2022/3 1Q
Total operating revenue after deducting financial expenses and cost of sales	6,811	7,373	5,326	5,728	820	12,739	324	323	169	101
SG&A	5,777	6,036	4,790	5,925	717	3,752	264	248	19	25
The amount equivalent to operating income	1,034	1,337	536	-197	103	8,987	60	74	151	76
Other income / expenses (net)	113	802	-11	12	-1	9	6	12	-0	-0
Quarterly profit before income taxes	1,147	2,139	525	-185	102	8,996	66	86	150	76
Quarterly profit attributable to owners of the Company	747	1,374	428	-350	111	6,148	51	69	88	23
EBITDA	2,327	2,653	1,250	602	195	9,083	90	102	151	76
Note	See P16 "total operating revenue after deducting financial expenses" 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		See P20 "total operating revenue after deducting financial expenses" for more details See P21 "SG&A" for more details					

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The above is separated by segment on page 22. As you can see, the Crypto-Asset business segment saw a very large increase in both sales and profits.

In the Japan and US segments, revenue also increased due to the contribution of margin trading and Crypto-Asset related businesses. As Matsumoto explained earlier, the US segment recorded a segment loss due to the recording of upfront expenses in anticipation of further growth.

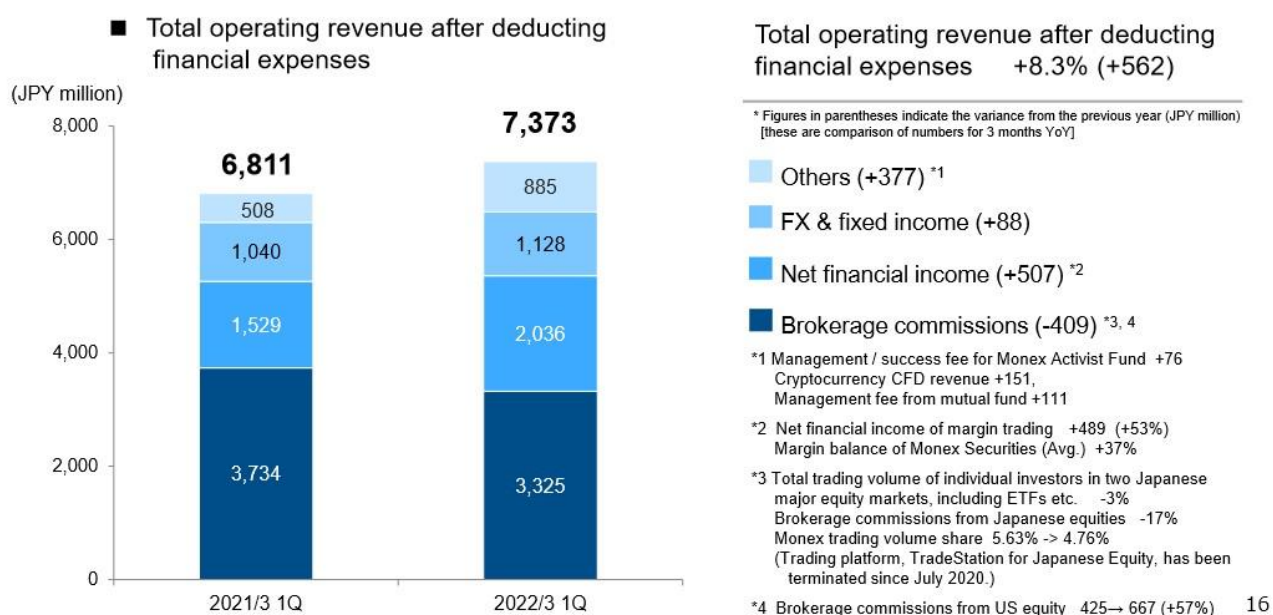
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Japan : The recurring revenue from margin trading and mutual fund balance including Monex Activist Fund increased, so does revenue from growth products such as US equities and cryptocurrency CFDs.



I will explain the quarterly performance of each segment briefly compared to the same period of the previous year.

First, in the Japan segment, brokerage commissions decreased by JPY409 million YoY, as you can see in the dark blue area, due to the relatively weak market environment in the domestic stock market, despite the growth in US equities trading.

On the other hand, other main revenue increased due to the contribution of growth products such as Monex Activist Fund and CFD on Crypto Assets, and financial revenue increased due to the increase in credit balance. As a result, overall operating revenue increased by 8.3% YoY to JPY7.373 billion.

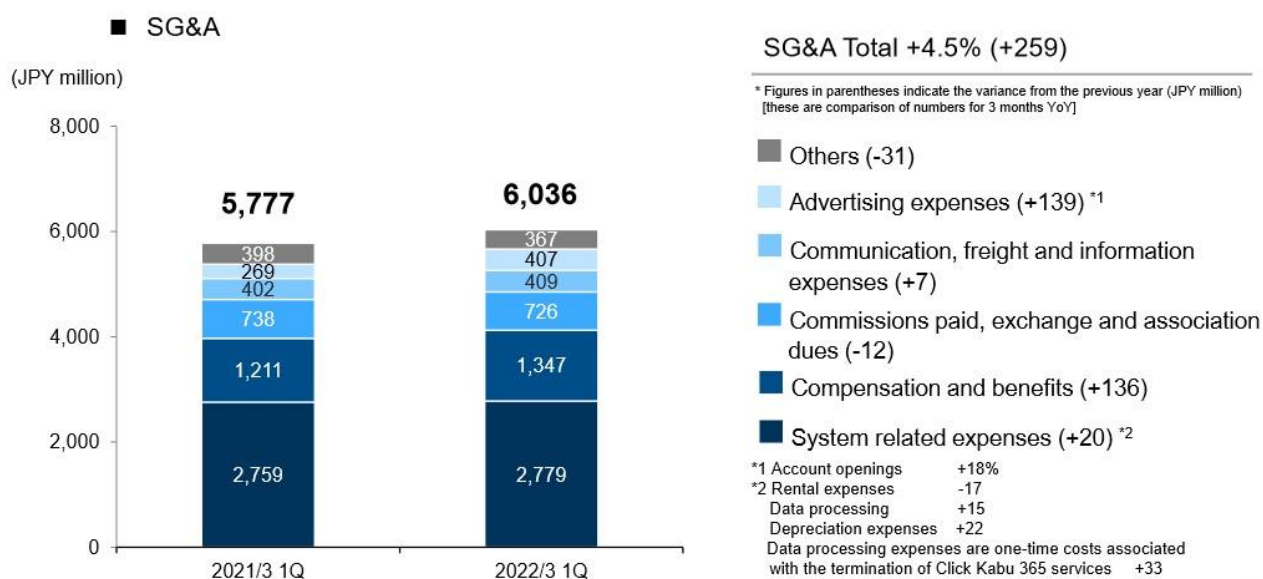
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Japan : Advertising expenses increased due to an increase in new accounts opening. Fixed costs such as system related expenses are adequately controlled.



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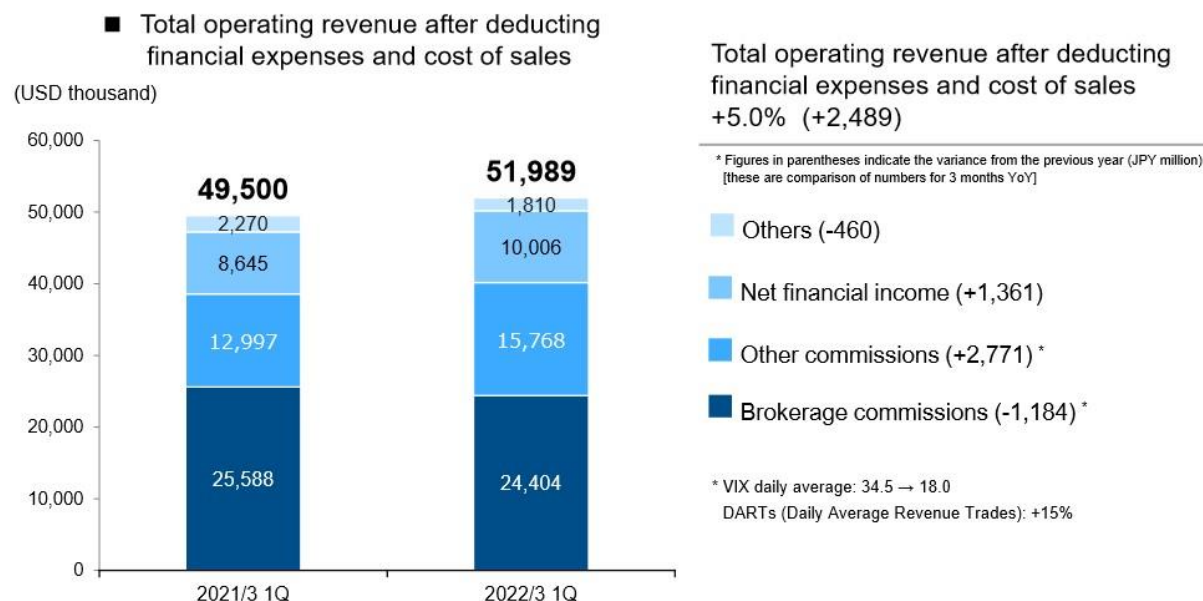
On the next page, regarding SG&A expenses in the Japan segment, advertising expenses increased in line with the increase in the number of new accounts opened, but the increase in expenses was limited compared to the growth in revenue.

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US : Other commissions increased due to an increase in trading volume through commission-free plans, which surpassed the drop in brokerage commissions. Net financial income increased even under low interest rates due to higher engagement in crypto lending and margin activities.



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Next, in the US segment, brokerage commissions decreased due to the commission-free plan, as you can see, but the number of new accounts and trading volume have been growing steadily since the introduction of the commission-free plan. Against this backdrop, Other Commissions have grown significantly YoY despite lower volatility.

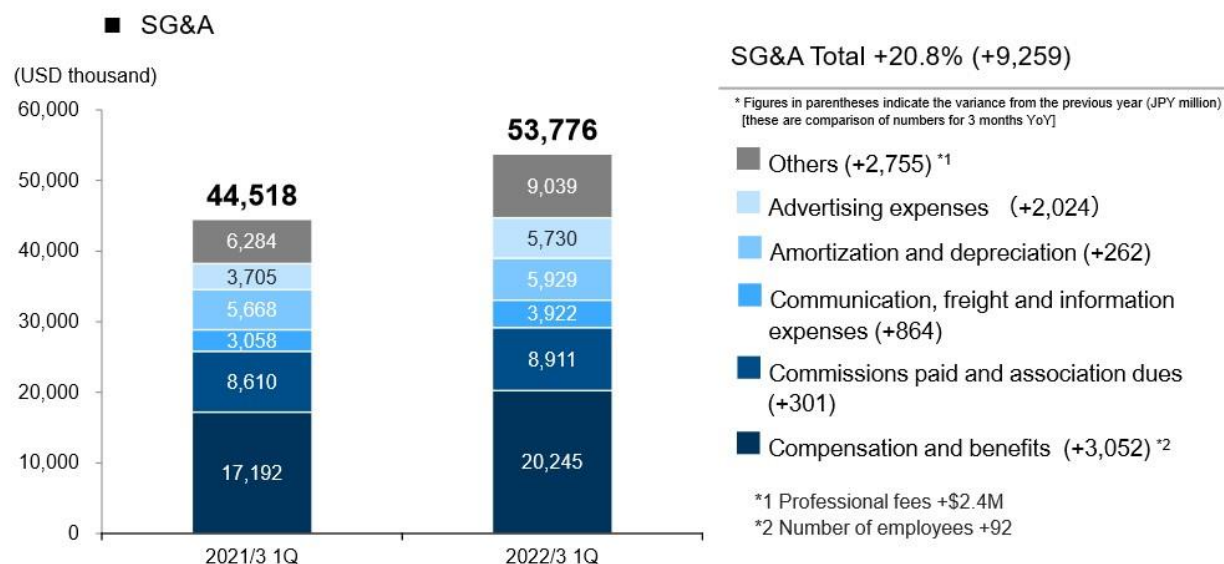
In the financial income and expenses, interest income increased due to the solid performance of the Crypto-Asset Lending business and credit transactions. As a result, overall operating revenues increased 5% to USD51.989 million YoY.

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US : To further accelerate the steady increase in the number of accounts, TradeStation has strengthened its advertising activities. Compensation and benefits increased as a result of increased staffing as an investment for future growth.



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In terms of SG&A expenses, advertising expenses are increasing to further accelerate the steady acquisition of new accounts, and we are also increasing the number of personnel as an upfront investment for growth. As a result, overall expenses increased by 20.8% YoY.

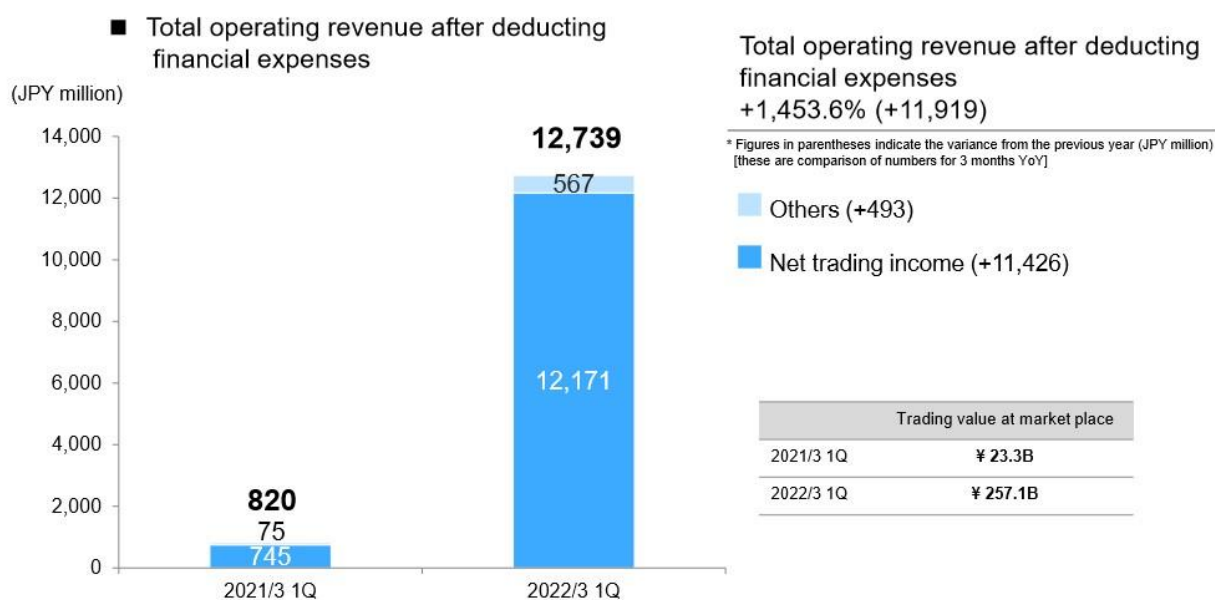
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Crypto : Coincheck's trading value at the market place significantly increased due to the volatile crypto market, the addition of altcoin offerings, and a significant account growth. Especially, trading value of altcoins increased significantly, which led to approx. 16 times increase in revenue YoY.



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Next, page 20 is the Crypto Asset business segment.

Operating revenue increased 15.5x YoY to JPY12.739 billion, due to the extremely active trading of crypto assets at the marketplace, the expansion of trading currencies, and the significant increase in the number of accounts.

The increase in altcoin revenue has contributed significantly to the growth in operating revenue. In addition, revenues related to sales of NFT and online shareholder meeting services, which were not recorded in the same period of the previous fiscal year, were recorded as other revenues of JPY98 million.

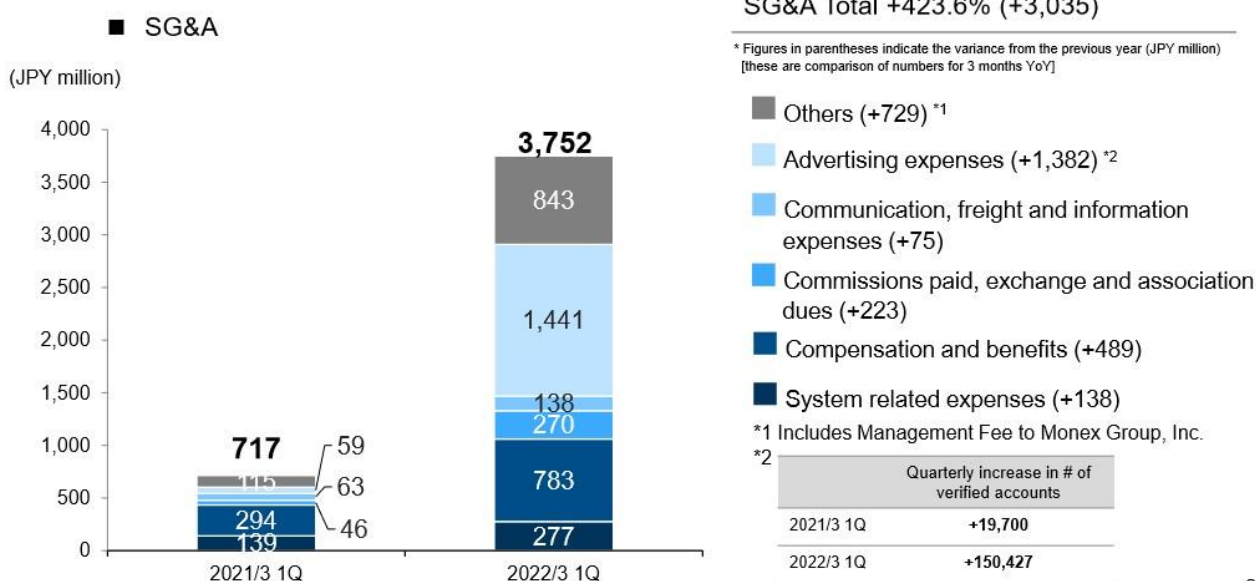
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Crypto : Advertising expenses increased due to proactive marketing efforts such as TV commercials to acquire new accounts.



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As for SG&A expenses in the Crypto Asset business segment, advertising expenses increased due to aggressive marketing efforts such as TV commercials to acquire new accounts. However, since we have been able to operate the business with low fixed costs in this segment, the increase in SG&A expenses was limited compared to the growth in revenue.

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(JPY million)

	4Q FYE Mar. 2021 (Jan. 2021- Mar. 2021)	1Q FYE Mar. 2022 (Apr. 2021- Jun. 2021)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	29,762	26,069	-3,694	-12%	P24: Analysis of Japan segment P26: Analysis of US segment (USD) P28: Analysis of Crypto Asset segment
SG&A	15,186	15,148	-37	-0%	P25: Analysis of Japan segment P27: Analysis of US segment (USD) P29: Analysis of Crypto Asset segment
The amount equivalent to operating income	14,576	10,920	-3,656	-25%	
Other income / expenses (net)	-2,224	187	+2,412		Breakdown in DATA BOOK P9: - Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	12,352	11,107	-1,245	-10%	
Quarterly profit attributable to owners of the Company	7,806	7,260	-547	-7%	
EBITDA	16,627	13,014	-3,613	-22%	

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Next, on page 22 and onwards, I will explain the comparison with the previous quarter, Q4 of last fiscal year.

The figures are the same as the ones I explained earlier, but in terms of percentage change, operating revenue after deducting financial expenses decreased by 12% QoQ to JPY26.069 billion. Quarterly profit attributable to owners of the Company declined 7%, and EBITDA also declined 22% to JPY13.014 billion.

In Q4 of last fiscal year, both the stock market and the crypto-asset market were very active, and although sales and profits decreased compared to the previous quarter, overall, the quarter was quite solid, and I think it was a good quarter.

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QoQ Comparison (3 months) Segment Performance



	Japan		US		Crypto Asset		Asia Pacific		Investment	
(JPY million)	2021/3 4Q	2022/3 1Q	2021/3 4Q	2022/3 1Q	2021/3 4Q	2022/3 1Q	2021/3 4Q	2022/3 1Q	2021/3 4Q	2022/3 1Q
Total operating revenue after deducting financial expenses and cost of sales	8,544	7,373	6,880	5,728	14,233	12,739	528	323	52	101
SG&A	6,501	6,036	5,498	5,925	4,005	3,752	349	248	16	25
The amount equivalent to operating income	2,043	1,337	1,382	-197	10,227	8,987	179	74	36	76
Other income / expenses (net)	2,066	802	11	12	-3,611	9	19	12	-0	-0
Quarterly profit before income taxes	4,109	2,139	1,393	-185	6,617	8,996	198	86	36	76
Quarterly profit attributable to owners of the Company	2,665	1,374	1,189	-350	3,797	6,148	156	69	1	23
EBITDA	3,340	2,653	2,110	602	10,325	9,083	209	102	36	76
Note	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.		See P28 "total operating revenue after deducting financial expenses and cost of sales" for more details. See P29 "SG&A" for more details.					

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The next page, page 23, is a breakdown of the segments.

Compared to the previous quarter, when both the stock market and the crypto-asset market were robust, the market calmed down during Q4 under review, resulting in a decline in revenue in all 4 segments except the Investment business segment.

However, as you can see here, in the Crypto Asset business segment, in addition to the continued brisk trading of crypto-assets at the marketplace, the distribution of profits to the former shareholders, the earn-out clause, has completed in the previous fiscal year. As a result, there was no valuation loss due to changes in the fair value of the conditional consideration. Due to these reasons, the profit of the Crypto Asset business segment was JPY8.996 billion, the highest profit since Coincheck joined our group.

As explained earlier, the segment loss for the US segment was also recorded, but this was due to upfront investments for further growth in the future.

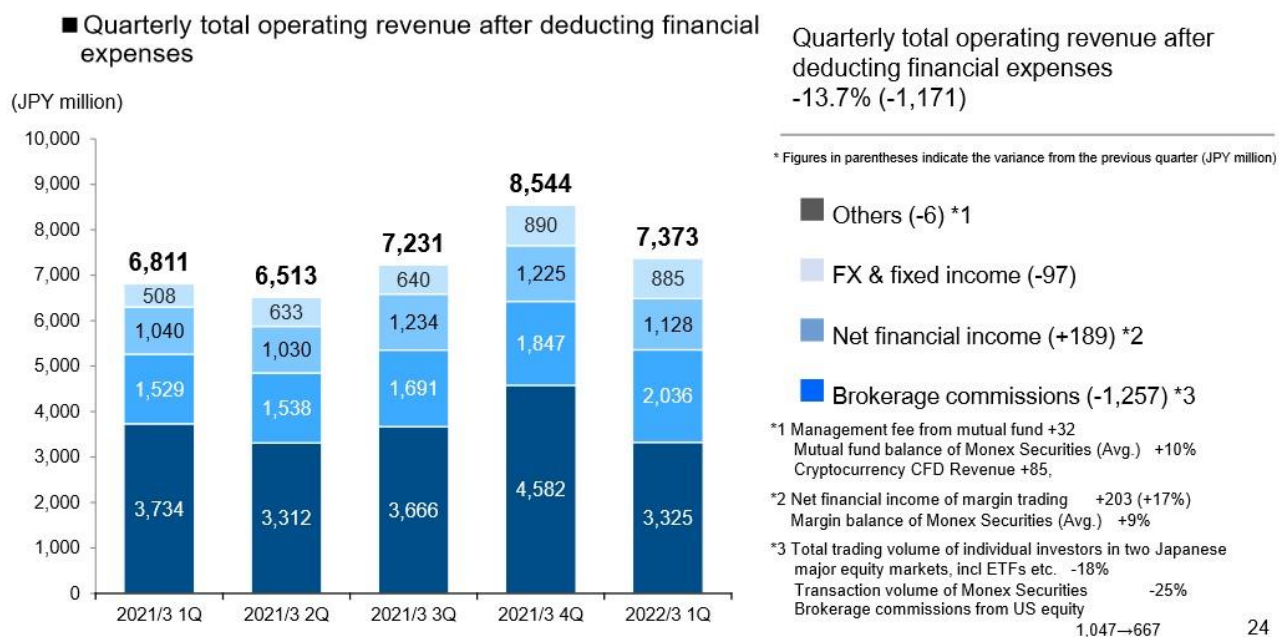
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Japan : Revenue decreased due to a decline in market trading volume of Japanese equity, but recurring revenue from mutual funds and margin trading and revenue from growth products such as cryptocurrency CFDs increased.



24

Next, from page 24 onward, I will briefly explain the major segments.

In terms of revenues in the Japan segment, as explained earlier, stock brokerage commissions have decreased due to the calm-down in the Japanese and US stock markets compared to the previous quarter, which was very active.

On the other hand, due to an increase in the margin balance, the financial account balance increased. In addition, crypto-asset CFD revenues and mutual funds also increased. However, this was not enough to offset the decline in brokerage commissions, resulting in a decline of 13% QoQ in the operating revenue to JPY7.373 billion.

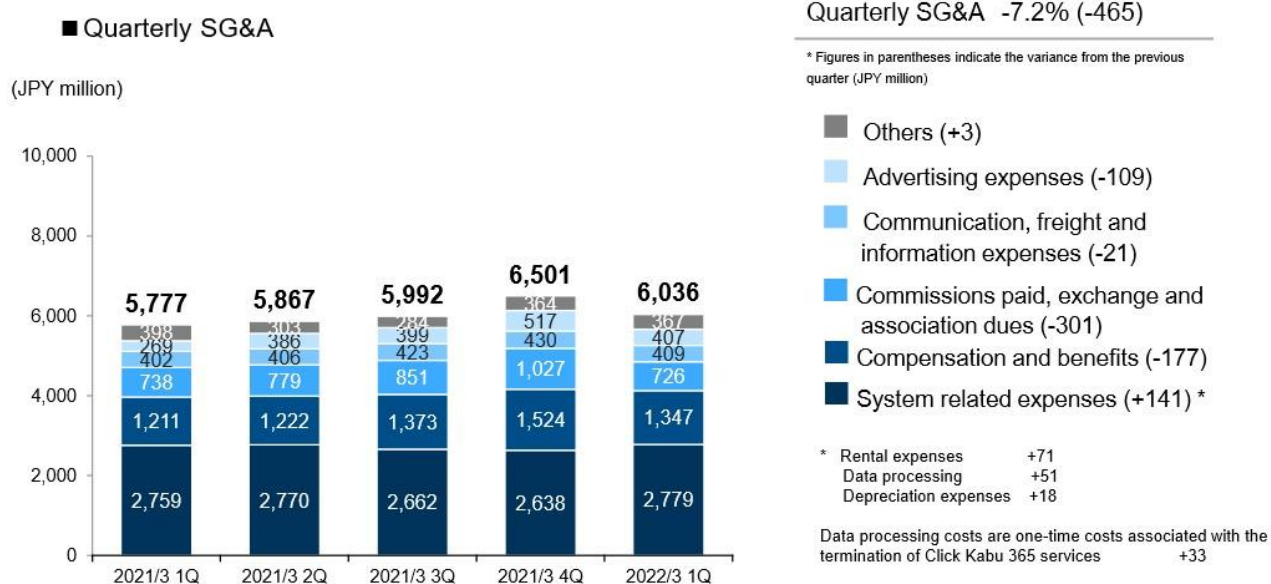
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Japan : Decrease in commissions paid due to lower trading volume of Japanese equity. Controlled personnel costs was driven by lower performance-linked bonuses.



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Costs decreased by 7.2% QoQ to JPY6.036 billion. In addition to a decrease in commissions due to a decrease in stock trading volume, personnel expenses also decreased due to a decrease in performance-linked bonuses.

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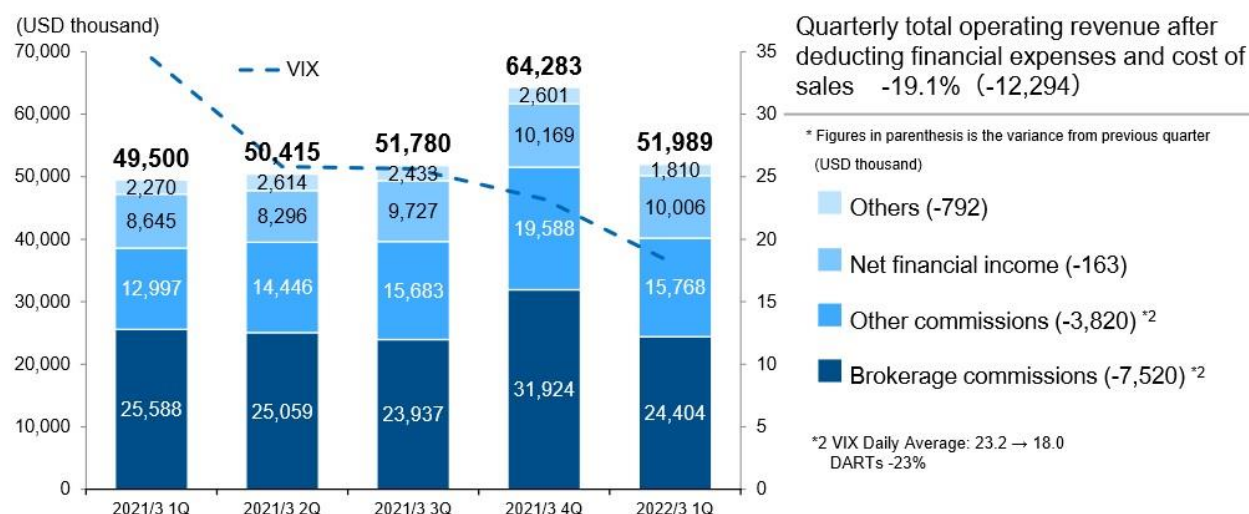
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US : Lower volatility (VIX) related to easing of concerns around COVID-19 and the 'meme-stock' activities*¹ resulted in normalization of commission revenue and net financial income.

*¹ Individual investors like to invest in stocks based on information from social networking services (SNS) in the US.

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



26

On page 26, in the US segment, operating revenue decreased by 19.1% QoQ to USD51.989 million.

As a result of lower volatility, fee income and financial income have normalized. However, as you can see in this graph, over the past 5 quarters, while volatility has been on a downward trend, which was shown in the dotted line, we have been able to maintain earnings.

This is due to the introduction of a commission-free plan in the fall of 2019, which has led to an increase in new accounts and the building of a revenue base that can secure trading volume in a manner that is not affected by volatility.

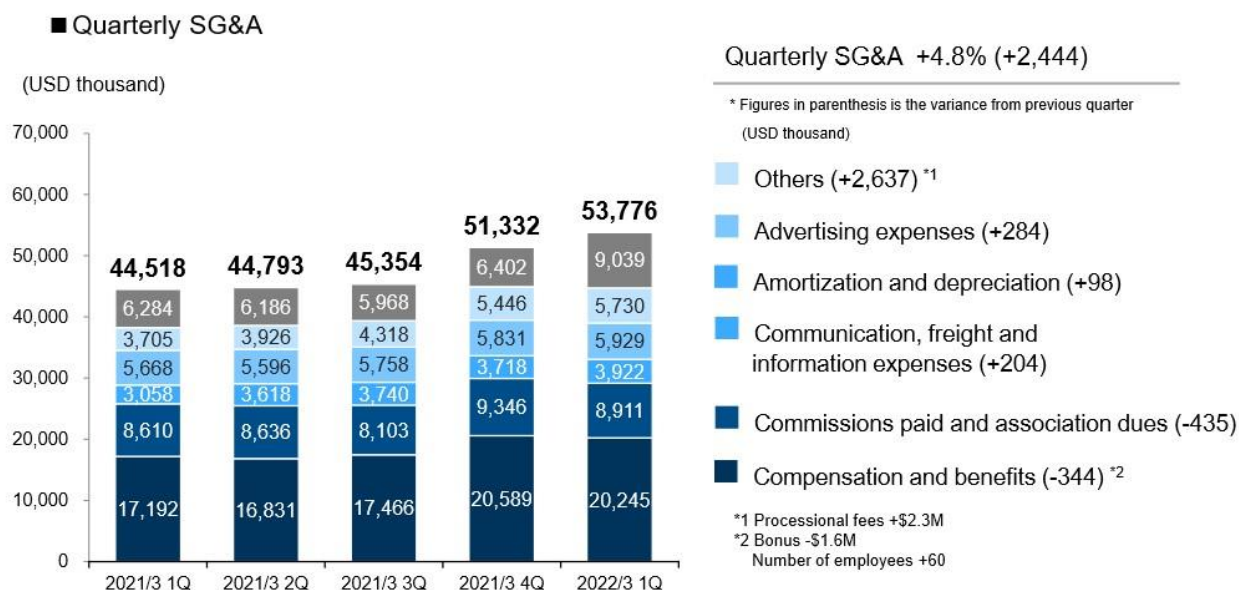
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US : Advertising expenses increased due to further expansion of customer base.
 Professional fees increased for new growth strategies.



27

Expenses in the US segment increased by 4.8% QoQ to USD53.776 million. This is due to an increase in advertising expenses for further expansion of the customer base, as well as an increase in professional fees for the consideration of new growth strategies.

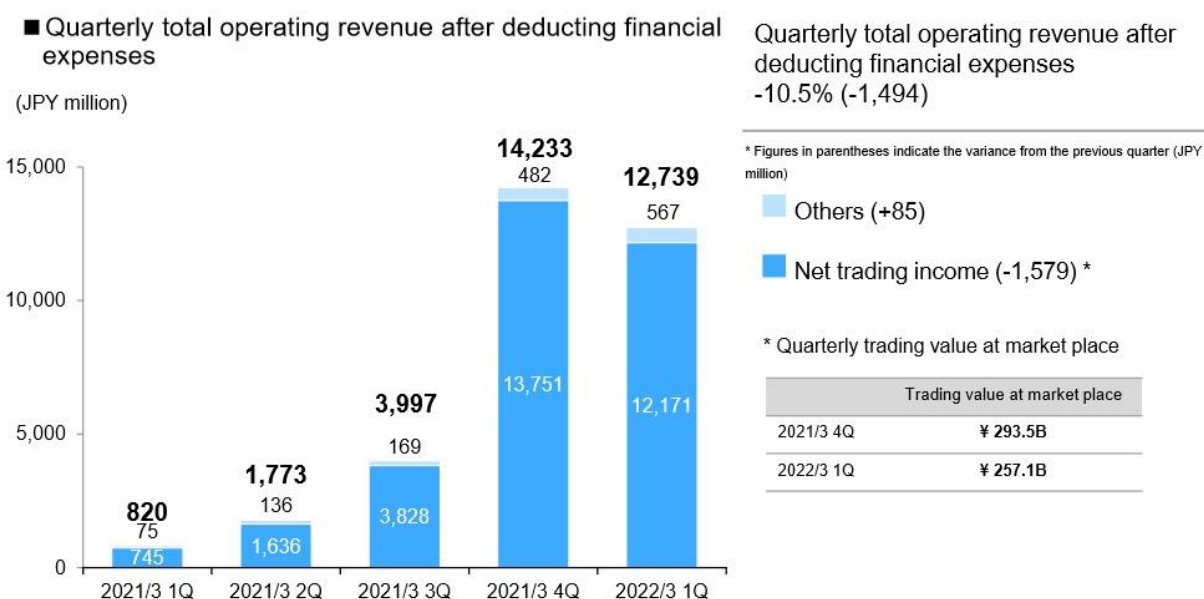
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Crypto : Trading volume remained brisk from the last quarter and revenues remained high due to the high volatility of crypto asset prices.



28

Finally, the Crypto Asset segment business.

Operating revenue decreased 10.5% QoQ to JPY12.739 billion but remained at a high level. This was due to the high volatility of crypto-asset prices and the continued briskness of marketplace trading.

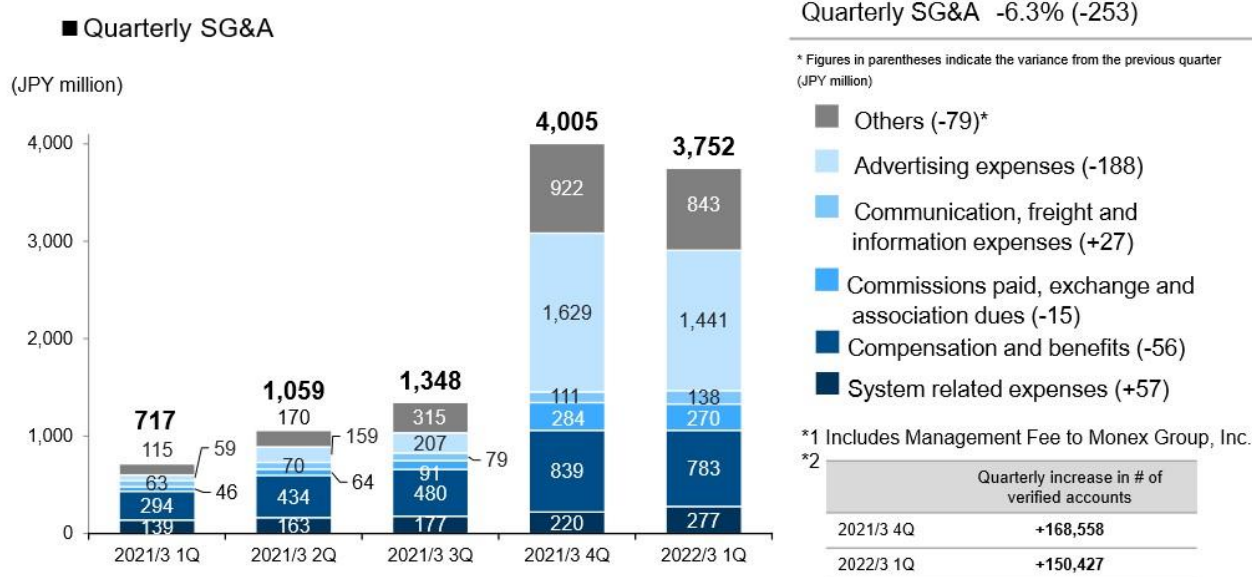
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Crypto : Coincheck conducted marketing to acquire new accounts. Total expenses slightly decreased QoQ.



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On the other hand, in terms of expenses, the market remained brisk, so we continued to implement marketing measures to acquire new customers during the quarter under review.

On the other hand, this segment continues to maintain a high profit margin due to the ability to operate with low fixed costs and low variable costs other than advertising expenses, maintaining the segment profit of about JPY9 billion in the quarter.

The above are the consolidated financial results.

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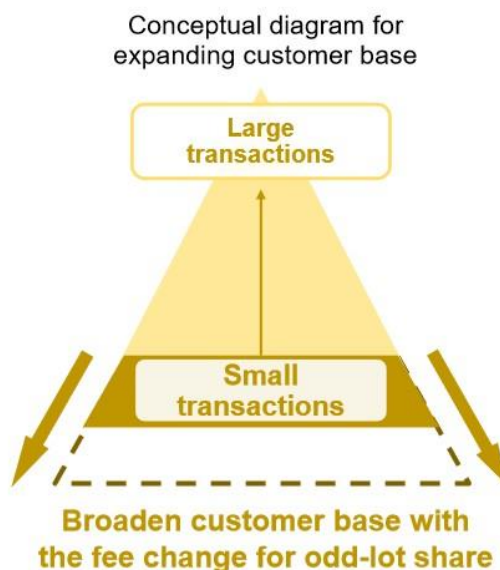
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Aiming to improve financial access and expand customer base by waiving purchase fees for odd-lot shares.

Optimizing trading environment for small investors in Japan

Fee change for odd-lot shares

- In a first for a domestic online brokerage, the purchase fee for odd-lot shares is now free with an aim to broaden customer base .
- The number of trading UUs of odd-lot shares in July grew 1.5 times compared to the previous month.
- The fee change was made on the back of the fact that over 80% of trades via "ferci," an investment social networking app, were for odd-lot shares. 70% of ferici users opened their first brokerage account with Monex Securities, and the company aims to continue expanding its customer base, including young people, beginners, and small traders.



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Next, I would like to explain about Japan and the US in the business update.

First, the Japan segment.

Since July, Monex, Inc. has waived the purchase fee for odd-lot shares. The aim of this policy is to improve access to finance for young people and those who are new to investment, as well as to expand the base of asset building and our customer base.

In Japan, stock transactions are conducted in units of 100 shares, so young people, in particular, have a psychological hurdle to overcome because 100 shares are not affordable, or because the commission fee is a little higher when trading in units of 1 share.

Therefore, we have waived the purchase fee for odd-lot shares, which Monex, Inc. calls One Stock.

In this way, we would like to lower the hurdle of entry and encourage various people to enter the asset building and stock market.

At Monex, we have an investment app called ferici, and many of the customers who trade through this app are very young, in their 20s and 30s, and these people deal in odd-lot shares, so we wanted to lower the hurdle to get young people into investing. As a result, trading of odd-lot shares and UU actually increased 1.5x in July.

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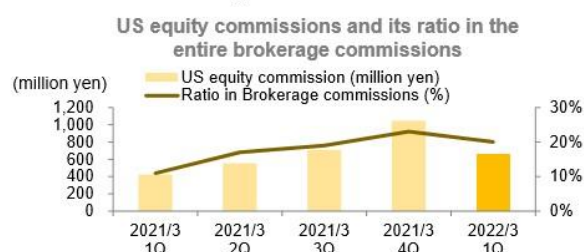
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UUs for U.S. equity trading grew substantially. Steady increase in the balance of mutual funds.

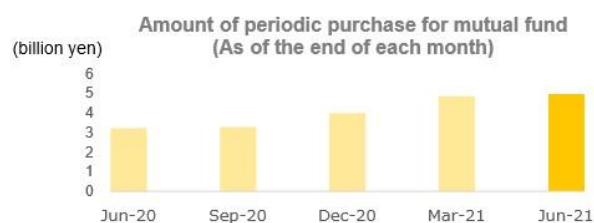
US Equity

- U.S. stock trading has become the number one reason for opening a new account at Monex Securities, helping to raise awareness of the service as a competitive advantage. UU for U.S. stock trading grew 1.5 times YoY.
- With the introduction of new services such as periodic purchases that allow reinvestment of dividends, the ratio of U.S. equity revenues to total brokerage commissions remains strong at 20%. Further upside is expected in the medium to long term.



Mutual Fund

- Use of the daily installment service increased and the monthly accumulation amount reached ¥5B, driving growth of the entire mutual fund balance. Small lot mutual fund purchases of 100 yen are also available.
- "The Monex Japan Growth Equity Fund" has achieved a 4.8 times increase in investment principal over the past 20 years (as of May 2021) when invested monthly. The Nikkei ranked the fund 6th in the "20-Year Accumulative Investment Performance in Japan."



34

The following pages are the 2 focus services.

We are focusing on US equities and investment trusts in order to provide a service that contributes to the growth of our clients' assets, which we call Asset Management Model. The market for US equities has been a little calmer this quarter compared to the previous quarter, so commissions have also calmed down a bit, but even so, from a long-term perspective, the base of trading customers has been steadily increasing.

Since June, we have also been providing a service that allows reinvestment of dividends, which I believe is helping to build assets.

As for investment trusts on the right, daily installment service has been performing very well, and the monthly installment amount has grown to exceed JPY5 billion.

The Monex Japan Growth Equity Fund, which celebrated its 21 anniversary on July 26, is a long-lived fund, and has also been the topic of discussion in the Nikkei Shimbun, as it has achieved a 4.8-fold increase in investment principal after 20 years of monthly accumulation.

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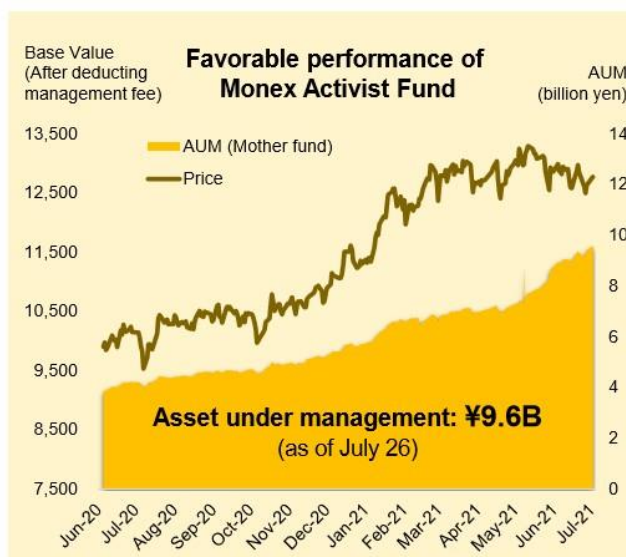
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Encouraging individual investors to participate in corporate transformation and further democratizing capital markets.

One Year Anniversary of Monex Activist Fund

- AUM has reached 9.6 billion yen* in one year since the public offering.
- Engagement with portfolio companies is still ongoing at several listed companies.
- In addition to public offerings through five online securities companies in Japan, Shinsei Bank also handles the sales network. Investment advisory for overseas private placements is scheduled to start in August 2021.
- Increased media exposure in the Nihon Keizai Shimbun (Nikkei), Bloomberg, etc. and social recognition as a domestic activist.



* AUM is the amount of the mother fund for Monex Activist Fund

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Next, we are also focusing on the Monex Activist Fund.

This one is now 1 year-old. It has been performing very well. If you look at the graph, you can see what I mean.

Against this backdrop, engagement has been steady, and the net assets of our publicly offered investment trusts have grown to about JPY10 billion.



In addition, we are planning to start providing investment advice on overseas private placements next month, and we are working hard to further increase our AUM.

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AUM of the discretionary investment management service ON COMPASS+ reached 10 billion yen, and AUM of the IFA business reached 22 billion yen.

ON COMPASS / ON COMPASS+	IFA Business
 AUM ¥10.2B* Online and face-to-face hybrid model of discretionary investment service - Expand AUM with OTC sales in banks and securities company	Contracted IFA firms increased to 10, and revenues expanded mainly in bonds sales. AUM reached 22.0 billion yen (as of the end of June), contributing to the increase in AUM and accumulation of know-how related to the "wealth management" in preparation for the shift to the asset management model.
 AUM ¥9.7B* Fully online service of discretionary investment - Significant growth after 1 year from the brand renewal	Partnership with Shinsei Bank Group
Monex Activist Fund AUM ¥9.6B* Engagement fund with a scope of Japanese listed companies - Investment advisory for overseas private placements is scheduled in August 2021	System development for transferring some Shinsei Bank Group clients' assets (approx. ¥280B* in mutual funds and ¥200B* in bond) to Monex Securities is progressing smoothly. Launched Monex Card, an affiliated credit card. The partnership is developing a system to allow customers to accumulate mutual funds with the credit card.
* AUM above are as of July 26, 2021	* Please refer to Monex Group press release on Jan 27

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The next page, page 36, shows that Monex Asset Management is also managing the Monex Activist Fund.

We also offer ON COMPASS, a discretionary investment management service. On the left, the balance of ON COMPASS+, a face-to-face hybrid service, has surpassed JPY10 billion and the online service has grown to nearly JPY10 billion.

As you can see in the upper right, our IFA service is growing steadily, and as you can see in the lower right, our collaboration with Shinsei Bank Group is also progressing well.

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Customer base expansion has reduced dependence on trading volatility.

Account Additions & Client Assets

- Significant account growth driven by focused digital marketing efforts, including increased use of keyword searches, displays and social media.
- Multiple asset offerings are attracting a younger, more diverse customer segment interested in a robust self-directed platform to help them become a more effective investor.

Total Client Assets ^{*1} **\$11.4B +69%**
 Total Active Accounts ^{*2} **157K +33%**
As of Jun. 30, 2020 vs. Jun. 30, 2021



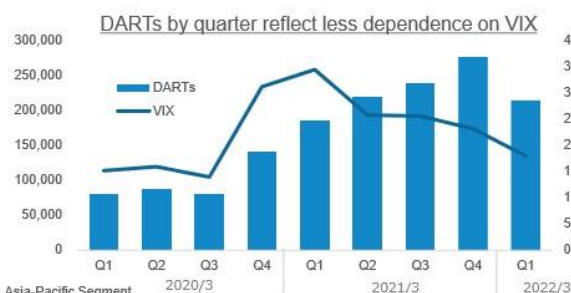
^{*1} Customers' Assets in custody include the balance of foreign stocks and some deposits of Monex, Inc. and Asia-Pacific Segment.

^{*2} Includes active crypto accounts beginning December 1, 2020.

Trading Volumes

- DARTs remain at elevated levels, with YoY growth driven by account and asset growth. Sequential change in DARTs is related to normalization following 'meme stock' activities.
- Commission-free trading has encouraged greater customer engagement with the TradeStation platform
- Volatility (VIX) has declined by 48% YoY as pandemic-related concerns have eased.

DARTs
214,533 +15%
2021/3 1Q vs. 2022/3 1Q



37

Next, I will explain the US as well.

To put it simply, the US segment is the one that has undergone a transformation or expansion of its customer base and revenue base in the past 2 years.

If you look at the graph on the lower-left of this page, you can see that the assets under custody and the number of active accounts have grown significantly in the fiscal year ended March 2021 and beyond.

We introduced a commission-free plan in the fall of 2019, and from then on, we utilized digital marketing, as Matsumoto explained earlier, to completely change our branding from TradeStation, which had been aimed at active traders, to casual traders. This was a period in which we succeeded in attracting the casual trader segment.

In addition, the situation around trading volume has been changed significantly in the past 1 year. In the past, the trading volume of TradeStation was linked to the volatility of the VIX, which is shown in the line graph. However, if you look at the past year, the trading volume has maintained or increased even when the VIX dropped.

This is also a result of the growth in the number of accounts and new customers coming in, as I explained earlier.

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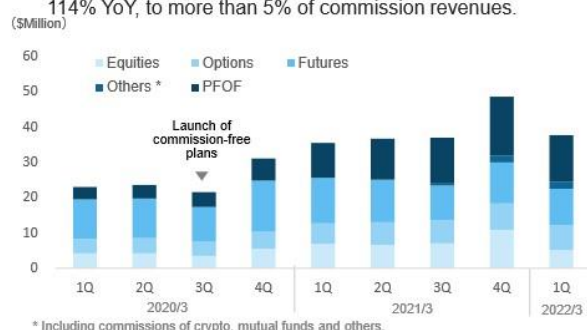
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TradeStation is moving forward with its transformational strategy to support the expansion of legacy and new businesses to a wider audience of investors.

Commission Revenue

- Brokerage commissions and PFOF revenue in total were \$37.6M in 1Q.
- Revenue from brokerage and other commissions has been sustained, even after the launch of commission-free plans to consumers.
- Expanding API partner base creates more diversified sources of commission revenue. API trading revenue grew by over 114% YoY, to more than 5% of commission revenues.



TradeStation Crypto (TCI)

- TradeStation has grown its relatively new crypto revenue streams through brokerage account growth as well as lending of crypto asset to institutional borrower counterparties.
- TCI brokerage commissions and fee revenue was \$1.9M; crypto lending generated net interest income of \$1.3M.

TradeStation Evolving in a Dynamic Market

- The combination of commission-free trading, low interest rates and heightened consumer interest has resulted in an expanding addressable market for TradeStation. TradeStation is focusing on proactive marketing to further acquire new accounts.
- TradeStation is proactively increasing personnel to expand legacy and new businesses.
- TradeStation is considering measures to its realize growth strategy, including capital policy.

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Based on this background, as you can see on page 38, the commissions have been steadily increasing, and the number of accounts using API partners has also been steadily increasing.

Also, as you can see on the upper-right, crypto-asset-related businesses are steadily growing with the new service called TradeStation Crypto. As you can see in the lower right-hand corner, we are currently implementing a variety of policies to promote our growth strategy, such as accelerating our marketing efforts to attract new accounts and increasing our workforce to achieve these goals.

The above is a brief explanation of Japan and the US.

I would like to pass the baton back to Matsumoto now.

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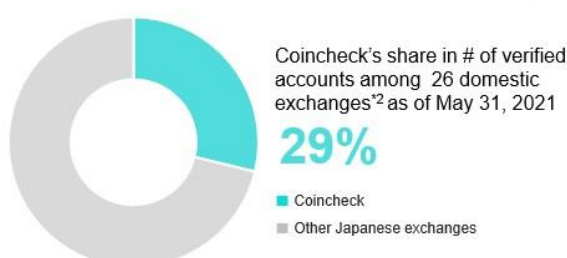
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Coincheck focuses on acquiring new customers and maintains its position as a leading company in the Japanese crypto asset industry.

Leading Company Among Japanese Crypto Exchanges

No.1 app DLs^{*1} and supported coins among domestic crypto exchanges

- # of app downloads **4.15M**
(+1.19M, +40% YoY)
- # of verified accounts **1.35M**
(+0.39M, +41% YoY)
- # of supported coins **16** coins (as of Jul. 28, 2021)

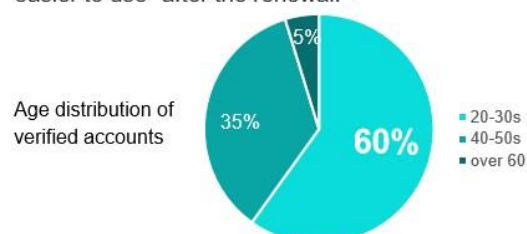


^{*1} Among Japanese crypto asset exchange apps. Term: Jan. 2021 to Jun. 2021.
Source: AppTweak

^{*2} Source: Monthly crypto asset trading status table of Japan Virtual and Crypto assets Exchange Association (JVCEA)

Strong Support among Young Generation

- "Coincheck App" has been used by many people as their first account for trading crypto assets, thanks to its UI/UX that is easy to use even for beginners.
- Coincheck has strong support among young generations with 60% of verified account holders in their 20s and 30s.
- Coincheck is striving to improve the usability of its services in order to continue to realize its corporate mission to make the exchange of new values easier, and renewed its app in May. 2021. About 70% of respondents rated the chart screen as "easier to use" after the renewal. ^{*3}



^{*3} In a closed beta test conducted prior to the release of the redesigned app (Among android app users)

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Matsumoto: Let me continue with Coincheck.

As you can see in the graph on the left, Coincheck's share of the total number of verified accounts is 30%, but if you look at the recent downloads of new apps and the current increase in verified accounts, we have a 40% share of the market. Therefore, it is quite overwhelmingly strong.

As for the characteristics of the accounts, as you can see on the right side, there is a very large number of young people, with 60% in their 20s and 30s. This is in the form of many young and small accounts. This means 2 things: as these people get older, their accounts will probably get bigger. This means that the pillars that support Coincheck's various businesses will become thicker, and for the Group as a whole, Monex, Inc. is strong on the customer above 40 years-old, but Coincheck is strong with customers younger than 40 years-old.

If you put these 2 together, I think there are roughly 2.5 or 3 million people on an active account basis for the entire group. However, since the customer base for 2 companies are separated in terms of generation, I think that this will have a very important meaning in the future; as people grow older, they will have a chance to start investing in equities.

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Coincheck maintains a high operating profit margin while focusing on new account acquisition with marketing.

Operating Profit Margin

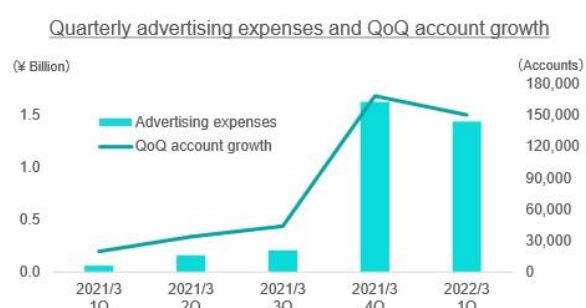
- Coincheck has a low-cost structure with a small increase in variable costs even during active markets. Operating profit margin in 1Q was **71%**.
- Even as the scale of business expands, fixed costs are kept under control, and variable costs other than advertising expenses are small. Coincheck maintains a cost structure that can generate large profits when the market is booming.



* Operating margin = The amount equivalent to operating income / Total operating revenue after deducting financial expenses

Marketing Expense and Number of Accounts

- Coincheck's popularity increased driven by TV commercials and account openings stayed strong in 1Q. The number of verified accounts increased by 150K. Coincheck resumed TV commercials in July.
- Coincheck's strength in in-house marketing enabled highly cost-effective marketing.



40

Coincheck's OP margin is over 70%. This means that the fixed-cost ratio is high and the cost is low. We do development in-house, and because we don't have a large number of people, our fixed-cost ratio is high and the amount is small, so we can easily respond dynamically to various market environments.

We accelerate our marketing, taking into consideration the market condition by using TV commercials to acquire new customers. In Q1 of this year, we acquired 150,000 accounts in terms of verified accounts. We will also respond dynamically.

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Coincheck is the Japan's first NFT marketplace among domestic crypto asset exchange business and conducted Japan's first IEO.

Non-Fungible Token (NFT)

- Coincheck NFT (β version) is monetized from Mar. 2021.
- Coincheck covers a wide range of NFT application areas with a focus on entertainment; expanding collaboration with related companies to comprehensively capture NFT-related revenue opportunities.

Coincheck NFT (β version) introduction examples
(including scheduled)



Japan's First IEO

- Coincheck launched Japan's first IEO platform "Coincheck IEO" in July.
- Palette Token surpassed its funding goal of 931.5 million yen in just 6 minutes from the start of application. The token is scheduled to be listed on July 29.

Sharely (Virtual Shareholders Meeting Support Service)

- In response to the "Revised Act on Strengthening Industrial Competitiveness," enacted in Jun. 2021, which allows for virtual-only shareholders meetings without a fixed location as a special exception, Coincheck started to support virtual-only shareholders meetings.
- Coincheck entered into a business alliance with Video Matching Inc. to strengthen support for video distribution of shareholders meetings.

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The digital marketing is also done by our in-house team. So, everything is done in-house, which makes us a very strong company.

In terms of our business as a whole, virtual currency trading is a large part of our business, and within that, marketplace trading is by far the largest contributor to our revenue and profits, but we are working on various things for the future.

For example, NFT has become a hot topic in the field of art and various other things, and we are quite actively involved in NFT. As you can see, we are working on various projects such as SKE48, Sorare, KIRIYA PICTURES, and The Sandbox.

This kind of NFT will grow in Japan as well. Therefore, we are working on both of an on-chain service that can be used globally without KYC, and customers of Coincheck who go through solid KYC.

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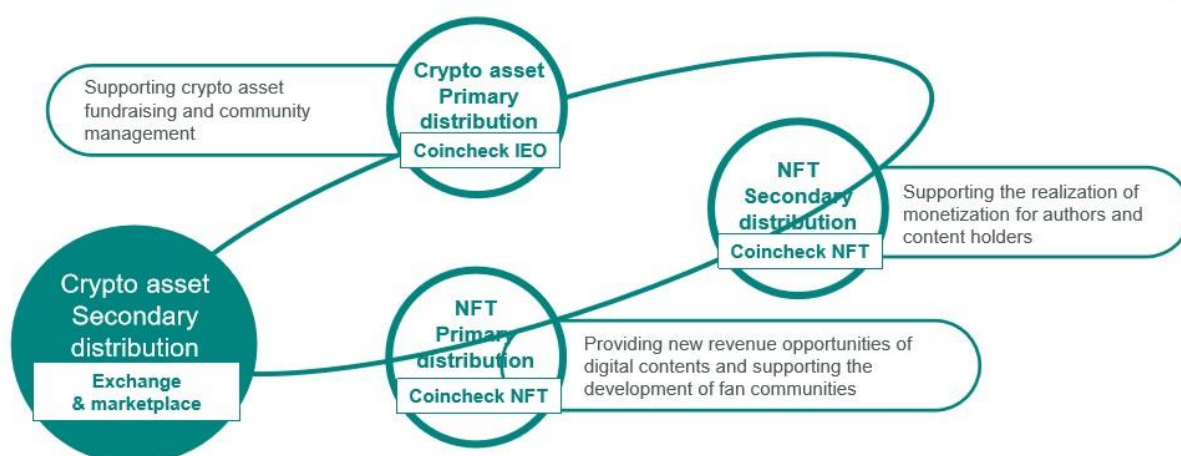
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Coincheck supports the primary to secondary distribution of crypto assets through its IEO business, and contributes to the further development of crypto assets and the blockchain industry.

Building a Digital Economic Zone Through Expansion of Each Business



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As a service to offer to the latter Coincheck's customers with KYC, we have IEO. This is the first IEO platform in Japan, called Palette Token, and it will be listed or start trading tomorrow.

We raised a little more than JPY900 million, but we received roughly JPY20 billion in applications, which is very representative of the new digital economy. Sharely, a support tool for virtual shareholder meetings, is also growing steadily.

In this way, we are mainly trading virtual currencies, but we are also doing new things like the ones shown here, most of which are the first of their kind in Japan. Our vision, technical capabilities, and ability to communicate with regulators all made it possible for us to proceed with these new things ahead of others.

If we just buy and sell virtual currencies that already exist, it will become like a floating business such as FX. That is the secondary distribution of crypto assets in the lower-left corner, but we also do the primary distribution of crypto assets in the upper-right corner, such as the IEO.

The first step is to release digital content, which will then be distributed secondarily, and then it will come to the secondary distribution of the entire crypto-asset market. The commission for that is, for example, paid by ESA, although it is different for the case of Palette Token. In doing IEO and NFT, various existing tokens are used, and we are working on creating such ecosystem.

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Asia Pacific segment showed steady growth despite a decline in transaction volume from the previous quarter.

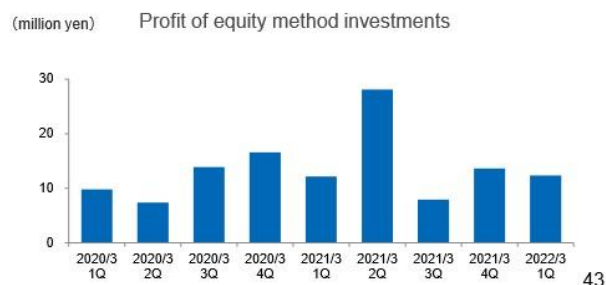
Monex Boom / Monex Australia

U.S. equity trading remains popular, which connects orders to TradeStation.



Cherry Technology Co., Ltd (China)

Providing technology and knowledge of the online brokerage business through a joint venture in PRC. Account openings slowed as the market stagnated after COVID-19 recovery. Profit of equity method investments was ¥12M.



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In the Asia-Pacific region, the darts look like this, but US equities are very popular in Hong Kong; and, although it is not written here, the customer base and customer assets of Boom Securities in Hong Kong have increased by about 1.4x. Also, the number of transactions is much stronger than it was a year ago, and more robust than it has been in the past, and our overall customer base is getting stronger.

On the right is our online securities joint venture in mainland China, and although the amount is not very large, we are maintaining a solid profit base.

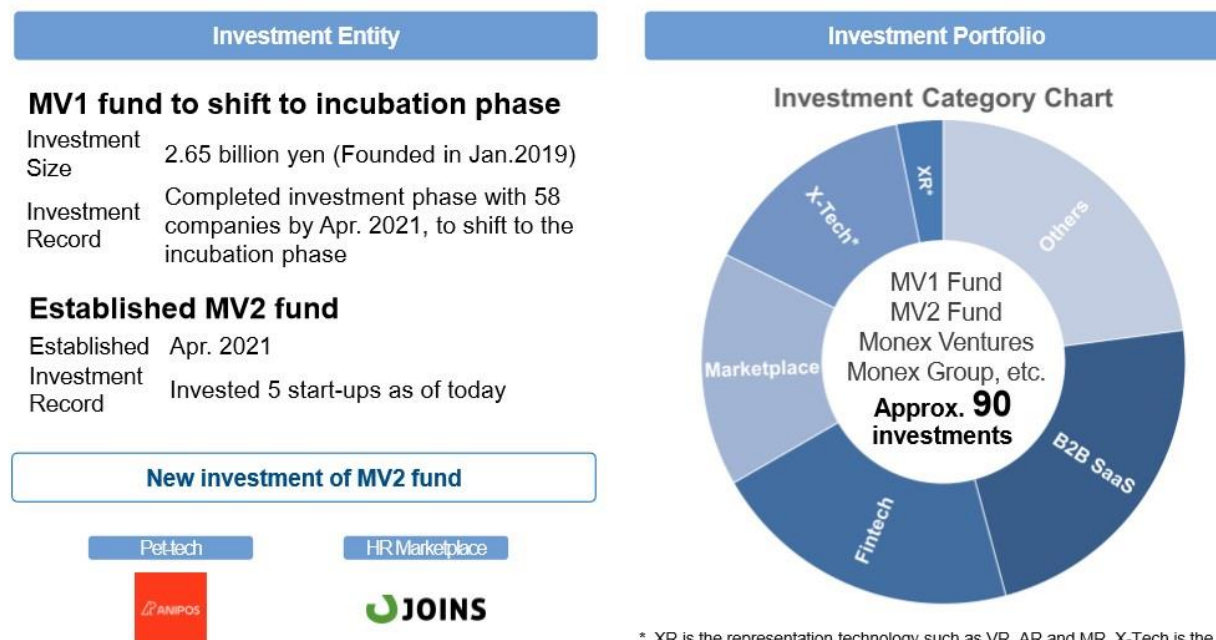
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Continued to expand investment portfolio with the establishment of the MV2 fund following MV1.



* XR is the representation technology such as VR, AR and MR. X-Tech is the convergence of existing field and technology such as Agritech Legaltech

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In the Investment business, such as Monex Venture, the performance has been extremely good. Seimei will update this later, if necessary. MV1 has also been performing very well with good IRR or return and good recovery. Against this backdrop, we have started MV2, and as you can see on the right, we are investing in quite a few business areas.

As an ecosystem, these companies are now providing services that can be used in the business of, for example, Monex Group, Monex, Inc., Coincheck, et cetera. Or, since the companies in our portfolio are going public, Monex is going to be the lead manager or underwriter for the IPO.

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Invigorated DEI (Diversity, Equity & Inclusion) initiatives, including revising its corporate philosophy and formulating a sustainability statement

Committed to building a sustainable society based on DEI

Corporate Philosophy with Sustainability at the Core

New corporate philosophy, "realizing individual self-fulfillment" and "optimizing each person's lifetime balance sheet," expresses a commitment to building a sustainable society through DEI practices.

Expanding DEI efforts

Monex Group considers human resources to be one of its most important corporate assets, and has expressed its commitment to promoting diversity and recognizing diverse values both within and outside the company in its Corporate Philosophy, Sustainability Statement, and Monex Group Human Rights Policy.

Sustainability Statement

Release of a statement showing the board of directors' commitment to sustainability

Website:

https://www.monexgroup.jp/en/esg/mg_esg.html

Recent DEI Initiatives

- Established ESG/Sustainability Task Force
- Joined and signed "The Valuable 500"
- DEI lecture program in Japan branches
- Won Gold award for PRIDE Index for two years straight
- The maternity leave return rate in the Japan segment and the average annual salary ratio between men and women are disclosed on our website.

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In addition, the Company is very focused on sustainability. In the spring, we did a modification of our corporate philosophy with a very strong focus on sustainability.

In addition, we have adopted a sustainability statement and are actively engaged in DEI (Diversity, Equity & Inclusion) initiatives, as well as various internal activities and external collaborations.

Gender pay is also very close to 1, and this is the Japan segment. Also, the maternity leave return rate in the Japan segment is 100%, and we believe that we are making great progress in DEI and producing results.

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Established a climate impact fund to address the global environmental issues in the scope of our core business as a financial institution.

Commencement of transactions related to environment-related assets

Sustainable Finance

- From this fiscal year, we have established "Sustainable Finance" as a materiality matrix key item, expressing our will to contribute to sustainability in the capital market business, the Group's core business.
- The Monex Climate Impact Fund, which Monex Group is helping to establish, was created in July and is scheduled to begin managing environmental assets in the fall.
- Aiming for a highly reliable product design and management system that automatically measures the environmental impact of portfolio assets and provides highly transparent reporting to investors.

Entry into the J-credit trading market

- Monex was the first major online securities company in Japan to enter the J-credit trading market in April 2021.
- Emissions trading will play an important role in the global effort to achieve "carbon neutrality," the goal of reducing greenhouse gas emissions to virtually zero by 2050.

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On page 46, Sustainable Finance has finally been launched, and various activities will be carried out in the future. Our efforts include the establishment of such impact funds. Also, there is the trading market called J-credit. We are also the first domestic online securities company to enter this market. In this way, we are promoting various initiatives for ESG and sustainability as our core business.

In this way, the company as a whole is functioning very well as a business portfolio, making good profits, and roughly doubling or bit less than doubling its profits compared to last year.

Also, as for TradeStation, I was confident that it can grow even more, so I consciously invested in it now to let it grow next. In the same way, Coincheck has gone through a difficult period and is now profitable and ready to start new growth again.

In the Japan segment, we are working on promoting Asset-Management Model based on the idea that it would be the best thing to do. We are also working on strengthening the management capabilities of activist funds, which have been performing very well.

Earlier, Seimei explained that the net assets of the Activist Fund were about JPY10 billion for the publicly offered investment trusts, but that was a bit of a misstatement; the balance of the mother fund is about JPY10 billion, and the publicly offered investment trusts are slightly less than that.

That is all.

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Question & Answer

Matsumoto: I'd like to take questions and answers from here, and I have a question from Mr. Tsujino that I'd like to answer.

There are reports that the SEC is reviewing the system of payment for order flow, how do you see it?

Because there is a payment for order flow, we can make commissions free with online brokerage services for individuals. If payment for order flow is stopped, we will not be able to make it free. It means that the level of service for individuals will deteriorate. In that sense, I don't think that the SEC will stop payment for order flow because it will lead to a deterioration in the level of service to individuals.

However, for example, a company may have told its customers that it does not charge any fees, but when the company goes public, it says that it charges a lot of fees, which is called payment for order flow. There are some arguments that whether it is truly fair. So, I think the SEC will probably go in the direction of making disclosure stronger.

For the second question: The ratio of profit from cryptos is high. Will the profit margin of the crypto business continue at this level? In the phase where crypto investments become more popular, the profit margin will probably decline. This, in terms of the so-called OP margin, will not decline. The reason is that there is a trading volume, and part of that is the spread, which is our revenue and part of that revenue is our profit.

As investment in crypto assets becomes more active in the future, it is possible that the spread on the amount of money traded will become smaller. I'll talk about this later. I think the possibility is low, but theoretically, there is such a possibility. But as for the margin, which is how much profit we make on the revenue we get, our company, Coincheck, has a high fixed-cost ratio and low fixed costs, so I think the margin on that part of the business will not change from 70% or so now.

The question is how much the spread will shrink in the future against the trading amount. There is a possibility to shrink and if you enter into such a game, you need to shrink it. Coincheck will be careful not to enter such a game. For example, instead of a Binance model, PayPal in the US has included a service where you can buy bitcoin and other things within the normal PayPal application. I think the Coincheck service is similar to that or something like Square.

So, since we are a company and a service that mainly deals with people who buy small amounts of money casually, not traders who trade large amounts of money in tight spreads and in a serious manner. It is easy to maintain margins in that sense, or I think we can. Our current plan is to make this happen.

Even so, some may argue that the spread will go down, but at the moment the spread at Coincheck is about 3% at most. If you go to a commercial bank, they may charge 1% for the US dollar and yen, but if you change it to the pound, they will charge a wider range and for currencies other than the dollar and euro, they will charge 3% or 5% for the pound. For other currencies, they will charge 10%, 15%, or 25%. If you go to the head office of Mitsubishi UFJ Bank, you'll find that the money is exchanged at such a spread for individual customers. It would be same at Citibank or anywhere else.

So, considering the fact that banks have been maintaining extremely fat spreads for trading in currencies for retail customers for decades, we believe that the same thing is possible in the virtual world.

One more thing from Mr. Tsujino. How many people start investing in securities at Monex, Inc. after making a profit from Coincheck?

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We do not know that. Of course, we will conduct surveys in the future, but in terms of data we don't know because we are not allowed to combine both. So, we have no choice but to ask the customers who come to Monex, Inc. However, I think there are still very few. We believe that when our customers reach their 40s or so, they will gradually move long-term securities investments.

Next, 2 from Mr. Hara.

The first is that the revenue of altcoin is increasing. As a result, do you think that Coincheck's revenue level will decrease significantly in the market environment after June?

This is a very specific topic, so I can't go into too much detail, but in general, if you look at this graph of altcoins and bitcoins that I showed you earlier and look at CoinMarketCap, you can get a general idea of the trading trends of each coin. The trend of trading in the world is not that different from the trend of trading at Coincheck, so I think you can get a general idea if you use that as a guideline.

Also, on the third business day of every month, and I think it is the third business day of the following month, Monex Group discloses on its website the marketplace trading value and exchange trading value of Coincheck, and those for the previous month. Including TradeStation darts and Monex's trading value, all important figures of the 3 major subsidiaries are disclosed on the third business day of the following month. Please take a look.

This is from Hara as well.

The US is making upfront investment, but how long should we expect this to last? Also, on page 27, you mention that you are considering a new growth strategy. Is it correct to understand that you are looking for opportunities for external growth? As a result, is shareholder return under consideration?

I don't fully understand what you mean by external growth, so if you could write down what it means, I would appreciate it.

First, for the period of upfront investment, we are thinking of a period of 2 years or so to allow for the growth of TradeStation, since we are serious about accelerating its growth. On the other hand, since we are running a business, it is possible to stop in the middle of a project based on the business environment, so we will keep an eye on that.

However, the period we will step on the gas pedal to make proper investment is, counting from this spring, not for 3 month or so but at least for 2 solid years. If we make solid investment to expand the scale and continue to conduct marketing, the size of the Company will continue to grow, and we can change the scale of the Company. That is what we are working on currently.

New growth strategies. I understand that external growth means M&A, but it is difficult to say whether opportunities for external growth and, as a result, shareholder return policies are under consideration. The growth strategy for growth includes marketing, collaboration with external parties, and many other things. I don't think I can give you any more details at this time.

We have received a lot of opinions from shareholders regarding shareholder return policy. For example, institutional investors, especially in the US, have been asking us to invest more in the Company rather than returning profits to shareholders. They say that TradeStation is doing well and Coincheck was a great investment, so Monex is good at investing in businesses. Therefore, there have been a lot of calls from institutional investors in the US to invest in the business rather than giving back.

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Also, to begin with, if we are going to grow TradeStation or Coincheck significantly going forward, is the Monex Group's return policy, for example, the dividend payout ratio, an appropriate one? Or I think there is a debate as to whether TSR would be more appropriate for the Company.

The shape of Monex Group was originally Monex, Inc., but now it is a company that invests in various businesses and works to expand them, although it is not an investment company. The Company itself has been changing. In these circumstances, for example, for the case of a company that has a return policy that focuses on the dividend payout ratio whether the dividend payout ratio is a good way to return profits, although the current return policy of our company does not focus on the dividend payout ratio. Rather, as a mental exercise, whether it is more correct to set a TSR-like target as a policy. I think there are a lot of things to consider.

Although we have not changed current return policy since the surrounding circumstances have changed a great deal, we would like to consider reviewing this policy to make it correct after listening to the opinions of various stakeholders, such as shareholders, investors, and analysts firmly.

Now, do you have any other questions?

Seimei, is there anything left to say? It's not that easy to switch, is it?

Seimei: It seems it is okay. I am fine.

Matsumoto: In our opinion, it is a very good financial results overview, and although there has been a phenomenon often seen recently in which the stock price drops after the announcement of high financial results, we think the results are good.

Coincheck can still grow in the future, and I believe that the growth potential of crypto assets is really huge. I was confident that I could make TradeStation grow, so I stepped on the gas pedal and started to invest upfront to expand it.

For activist funds, I shouldn't say that they are at the best condition, but they are performing strongly. In Japan, the margin balance is increasing, US equities are increasing, and Japan is on the way to becoming an asset management model in a good way. Coincheck and TradeStation are now working towards new growth. In these circumstances, we have already achieved 40% to 50% of profit in last year, and our quarter EPS is just under JPY25, so we will continue to achieve solid financial performance and deliver results.

If you have any further questions, please feel free to contact our Investor Relations team. Thank you very much for today.

Seimei: Thank you very much.

[END]

Document Notes

1. Portions of the document where the audio is unclear are marked with [Inaudible].
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