October 26, 2011

# Financial Results of 1H of Fiscal Year Ending March 31, 2012

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 accounting principles generally accepted in Japan ("Japanese GAAP"). Japanese GAAP differs in certain material respects from accounting principles generally accepted in other countries, including accounting principles generally accepted in the United States ("U.S. GAAP") and from International Financial Reporting Standards ("IFRS").

#### 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" or other similar words. These statements discuss future expectations, indentify strategies, contain projections of results of operations or of our financial condition on 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.



## **Important Matters Concerning Product-related Risks**

This material is explanatory material on the financial results of Monex Group, Inc. ("the Company"). The descriptions herein concerning the products, services, etc. which are handled by the Company's group companies ("the Group Companies"), are made only for disclosure purposes and are given to describe matters which are required for providing specific explanations concerning the Company. Therefore, this material is not intended to recommend, or conduct solicitation for , any of such products, services, etc.

Any party who wishes to actually purchase products, services, etc. handled by the Group Companies may be required to take necessary advance procedures designated by the relevant group company including opening of an account, and to pay fees and/or expenses as designated by the relevant group company. Each of the traded products may suffer a loss in the invested principal due to fluctuation of price and other factors. In addition, the investors may be required to pledge a designated amount of margin deposits upon conducting margin trading, futures and option transactions or foreign exchange margin trading. There is a risk that the investor may suffer losses exceeding the amount of margin deposits (initial investment) provided for such trading.

For more details concerning important matters such as the products and services offered by the Group Companies and the fees or risks associated with each product, please refer to the website of the relevant group company.

#### **Our Business Principles**

"MONEX" stands for the future of finance, one step advanced from "MONEY"

The Monex Group is aspiring to empower traders and investors worldwide with best of breed technology, education, service and financial professionalism to provide access to top financial markets globally.

To achieve this we are committed to:

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

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# 1. Management Policy and Analysis

2. Financial Results

3. Global Vision and Strategies

4. Data

#### **Management Policy and Analysis**

#### **♦** Focusing on expanding our business globally under the Global Vision

#### Premise

Designing the Global Vision to expand our business in China, a strong growth market, and the United States, the center of global financial markets due to stagnation of growth in Japan and the strong yen

#### M&A Activities

- -Acquired Monex Boom Securities in December 2010 to gain foothold in starting a securities business in China
- -Acquired TradeStation Group in June 2011 as a wholly-owned subsidiary to accelerate our global business model

The Monex Group has now established a global business foundation, and our global DARTs (Daily Average Revenue Trades) is now at the same level as Charles Schwab in the U.S.

#### Updates

The Global Vision is shared throughout our global offices, and management integration and organizational/personnel relationships are smooth.

Summary of the Road Map for future business development:

- a. Enforcement of the securities business at all locations
- b. Reduction of costs as a result of M&A synergies within the Monex Group
- c. Application of TradeStation's original technology to the Monex Group for further business synergies

#### **◆Evaluation of 2Q**

•Although markets around the world continue to lag, we secured profits in August when individual investors reacted to market volatilities. Cost reduction strategies we have been undertaking for 3 years, our focus on the FX business, and the restructuring of FX business are showing results.

# 1. Management Policy and Analysis

# 2. Financial Results

3. Global Vision and Strategies

4. Data

#### **Major Business Activities this Quarter**

#### **♦**Global Business Expansion

Created a Road Map to apply TradeStation's unique development capabilities to the entire Monex Group for synergies (see page 21 for details)

#### **♦** Secured Revenue of Market Volatility in August

- •Increase in trades by individual investors in reaction to market volatility in August led to improvement in revenue for both stock brokerage and FX business in Japan, and stock and futures/options business overseas
- •Proactive marketing campaigns for the FX business in Japan has increased competitive advantage and trades in Japan. The FX business is also growing steadily in the U.S.

#### **♦**Business Alliance with Akatsuki Financial Group

Alliance between Akatsuki FG for in-store sales of Monex's original mutual funds such as the Kabu-Robo fund, signal deliveries, and investment information to aim for more revenue

#### **igspace MONEX VISION** eta Receives the Good Design Award

Monex's original asset portfolio management advice tool,

**Overview of Japanese Stock Market** 

the MONEX VISION  $\beta$  is awarded for its compact information display and operability

MONEX VISION β

GOOD DESIGN

Ref: Nikkei 225 Average: -11.4% from Jun. 30, 2011

-7.1% from Sep. 30, 2010

(as of the end of Sep. 2011) Trading Value\* : -1.5% from 1Q of FYE Mar. 2012

-5.3% from 1H of FYE Mar. 2011

\*Total trading value of individual investors in 3 Japanese major markets

# Financial Summary: 1Q of FYE Mar. 31, 2012 vs. 2Q of FYE Mar. 31, 2012 (in 3 months)

(in million yen, %)

	1Q of FYE Mar. 31, 2012 (Apr. 2011 -Jun. 2011)	2Q of FYE Mar. 31, 2012 (Jul. 2011– Sep. 2011)	Change
Operating Revenues	6,057	8,640	42.6%
Net Operating Revenues	5,080	8,028	58.0%
SG&A	4,350	7,036	61.8%
Operating Income	730	991	35.9%
Ordinary Income	815	944	15.8%
Net Income	528	435	-17.7%
EBITDA*	1,407	1,854	31.7%

<sup>\*</sup>EBITDA: Net Income + Interest (excluding financial expenses related to margin trading business) + Taxes + Depreciation and Amortization + Devaluation loss of investment securities + Disposal loss of fixed assets

(in million yen, %)

	1Q of FYE Mar. 31, 2012 (as of Jun. 30, 2011)	2Q of FYE Mar. 31, 2012 (as of Sep. 30, 2011)	Change
Total Assets	528,101	546,624	3.5%
Shareholders' Equity	67,866	67,171	-1.0%

(For reference : Monex, Inc.)

Capital Adequacy Ratio	492.7%	385.4%	-
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# Major Factors of Revenue and SG&A (Comparison with Previous Quarter)

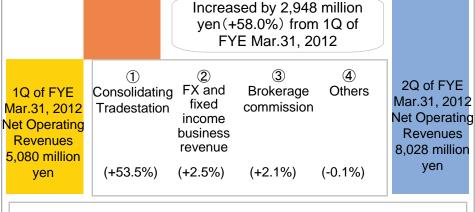
2Q of FYE

Revenues

yen

#### ■ Revenue: Comparison with 1Q of FYE Mar. 31, 2012

**♦**Brokerage commission increased due to the volatile market in Aug.



#### **♦** Major increasing factors

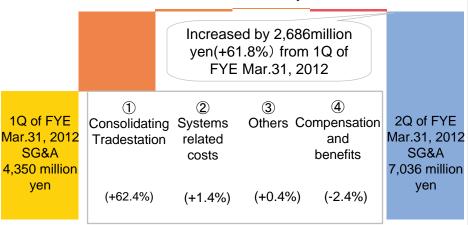
- 1) The consolidation of TradeStation +2,716 million yen
- 2 FX and fixed income business revenues +129 million yen
  - •FX campaigns succeeded in volatile market
- ③ Brokerage commission (exc. OSE-FX) +109 million yen
  - Client's trading value per day of Monex, Inc. clients increased by 2.4% from previous quarter

#### ◆ Major decreasing factor

- 4 Others -6 million yen
  - ·Due to the decrease of financial income

#### ■SG&A: Comparison with 1Q of FYE Mar. 31, 2012

◆ Not considering TradeStation consolidation, slightly decreased due to the decrease of Compensation and benefits



#### ◆ Major increasing factors

- 1) The consolidation of TradeStation +2,712 million yen (Including amortization of goodwill)
- +59 million ven 2 Systems related costs(\*)
  - Due to more focus on systems development
- (3) Others
  - Due to the increase of commissions paid and exchange /association dues +18 million yen

#### **♦** Major decreasing factor

- 4 Compensation and benefits -104 million ven
  - ·Reaction due to the early retirement program newly introduced in the previous quarter
- (\*) System related costs = Rental and maintenance + Data processing and office supplies + Amortization and depreciation

# Financial Summary: 1H of FYE Mar. 31, 2011 vs. 1H of FYE Mar. 31, 2012 (in 6 months)

#### (in million yen, %)

	1H of FYE Mar. 31, 2011 (Apr. 2010 – Sep. 2010)	1H of FYE Mar. 31, 2012 (Apr. 2011 – Sep. 2011)	Change
Operating Revenues	12,685	14,697	15.9%
Net Operating Revenues	11,279	13,108	16.2%
SG&A	9,029	11,386	26.1%
Operating Income	2,249	1,721	-23.5%
Ordinary Income	2,492	1,760	-29.4%
Net Income	1,600	963	-39.8%
EBITDA*	2,999	3,261	8.8%

<sup>\*</sup>EBITDA: Net Income + Interest (excluding financial expenses related to margin trading business) + Taxes + Depreciation and Amortization

#### (in million yen, %)

	1H of FYE Mar. 31, 2011 (as of Sep. 30, 2010)	1H of FYE Mar. 31, 2012 (as of Sep. 30, 2011)	Change
Total Assets	357,707	546,624	52.8%
Shareholders' Equity	67,046	67,171	0.2%

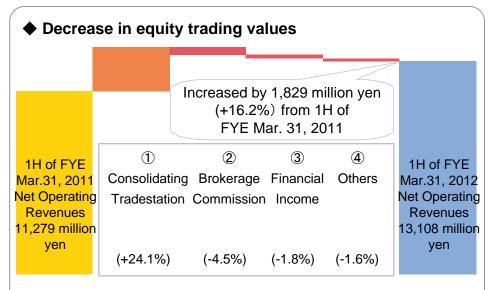
#### (For reference : Monex, Inc.)

Capital Adequacy	Ratio	454.2%	385.4%	-

<sup>+</sup> Devaluation loss of investment securities + Disposal loss of fixed assets

# Major Factors of Revenue and SG&A (Comparison with Last Fiscal Year)

#### ■ Revenue: Comparison with 1H of FYE Mar. 31, 2011



#### ◆ Major increasing factor

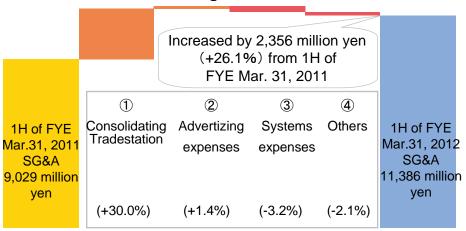
- 1) The acquisition of TradeStation
- +2,716 million yen

#### **♦**Major decreasing factors

- ② Brokerage commission (exc. OSE-FX) -512 million yen
  - ·Client's trading value per day of Monex, Inc. clients decreased by 5.8% from 1H of last fiscal year
- ③ Financial income -199 million yen
  - $\cdot \mbox{\sc Due}$  to the decrease in margin balance
- 4 Others -175 million yen
  - ·Revenue on consulting service (M&A advisory) decreased

#### ■ SG&A: Comparison with 1H of FYE Mar. 31, 2011

♦ System related costs decreased due to the cost reduction since the merger of securities subsidiaries



#### ◆ Major increasing factors

- 1 The acquisition of TradeStation +2,712 million yen (Including amortization of goodwill)
- ② Advertising expenses +127 million yen
- · Increased strategically to reinforce sales promotion

#### ◆ Major decreasing factors

- ③ Systems related costs -289 million yen
- Decreased as a result of the cost reduction after the merger of Monex, Inc. and ORIX Securities in May 2010
- 4 Others -193 million yen
- Communication, freight and information expenses and provision for allowance for doubtful receivables decreased

#### **Balance Sheet**

[Funds operation]

Net margin assets(\*1) Fiduciary loan (\*2)

JGB as collateral

Non-current assets (\*4)

Total

Cash/Deposits

Securities

Call loan

#### ■ Maintain financial strength by keeping availability of funds and liquidity and controlling risk assets

(in billion yen) [Segregated cash trust]						
Monex, Inc.	137.0					
Monex FX	4.2					
Monex Boom Sec.	10.9					
TradeStation Sec.	111.5					
Total	263.7					

# (minimum requirement)]Monex, Inc.129.2Monex FX3.9Monex Boom Sec.11.1TradeStation Sec.124.3Total268.6

[Cash margin from customers

263.7		
48.0 3.8 17.0 81.4 5.1	[Financing] Call money Bank borrowing Cash collateral from sto	39.0 80.3 ck lending(*3) <u>26.0</u> 145.3
4.0 39.1	Total net assets	67.3

#### (\*4) Non-current assets (investment value of risk assets)

/			
	Property/equipment	1.3 (Facilities, equipment, etc)	
	Software	2.6 (Assets to provide service)	
	Goodwill	25.9 (see page 13)	
	Guarantee deposits, etc	1.4 (Real estate deposit, etc)	
	Investment securities	7.8 (See (*5) below)	
	Total	39.1 billion yen	
٠.		-	

#### (\*5) Value of main investment securities (in billion yen)

Name of securities	Book	Estimated	Premium	
(Purpose for acquisition)	value	value(*6)		
US Treasury security	2.0	2.0	_	
(held by TradeStation)				
LIFENET INSURANCE	2.0	1.7	-0.2	
(Incubation)				
Tokyo Stock Exchange G	1.3	2.1	0.8	
Asia Focus	1.2	1.2	_	
(Maintenance of products)				
Akatsuki Financial Group convertible bond	0.5	0.5	0	
Triangle Partners	0.2	0.2	_	
(Support of Chinese IPO)				
Others (*7)	0.4	_	_	
Total	7.8			

<sup>(\*1)</sup> Margin transaction assets – Margin transaction liabilities

<sup>(\*2)</sup> Loan related to margin transaction in the U.S. and Hong Kong

<sup>(\*3)</sup> Including collateral from securities finance companies

<sup>(\*6)</sup> Estimated value is calculated using the market or latest net asset value

<sup>(\*7)</sup> Investment per security: maximum 73 million yen

#### **Post-acquisition Capital Availability and Goodwill**

■ Keeping sufficient equity, liquidity and financing capability

#### Balance Sheet as of end of Sep. 2011 Current **Current Asset** Liabilities JPY507.4bn JPY479.2bn Balance of Balance of clients' segregated cash cash margin and trust for clients. finance related to margin loan, etc clients' margin \*ref. p.12 transaction \*ref. p.12 **Excess Net Capital** Capital JPY28.2bn Goodwill JPY25.9bn JPY67.3bn

(inc. JPY18.2bn for TSt

Other Fixed Assets
JPY13.2bn(3.3bn for TSt)

#### **Goodwill/Intangible Asset and capital availability**

**♦**Goodwill/Intangible Asset before the acquisition of TradeStation Group (Jun. 2011)

Monex FX: Goodwill JPY0.3bn (1.5 yrs. to go)

ORIX Securities: Goodwill JPY6.9bn (16.5 yrs. to go)

BOOM Securities Group: Goodwill JPY0.5bn (17.5 yrs. to go)

Intangible Asset: JPY0.6bn (17.5 yrs. to go)

#### **♦**Outline of the acquisition of TradeStation Group

- Acquisition cost: JPY33.2bn
- ·Goodwill/Intangible Asset: JPY19.3bn
- Borrowing from banks: JPY20bn (5 years loan from banks)
- Amortization of Goodwill/Intangible Asset:

Amortization begins from July 2011, assuming provisional amortization period of 18 years. The amortization period will finally be decided by the end of March 2012.

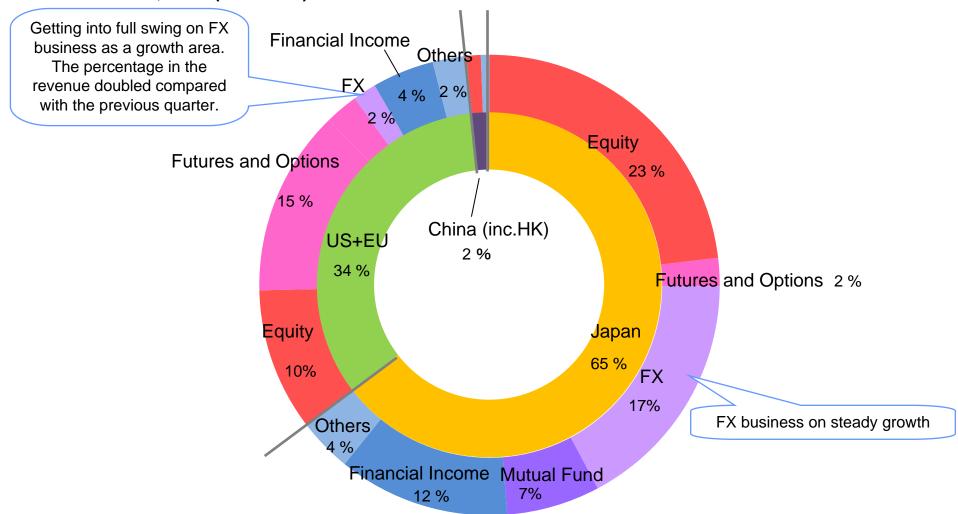
Bank loan facility (Group in total): JPY140.9bn (JPY80.4bn not used)

Corporate bond(MTN) issuing facility(MG):JPY40bn Lending related to standardized margin trading:JPY36.9bn

⇒ Maintaining adequate capital availability even after the acquisition

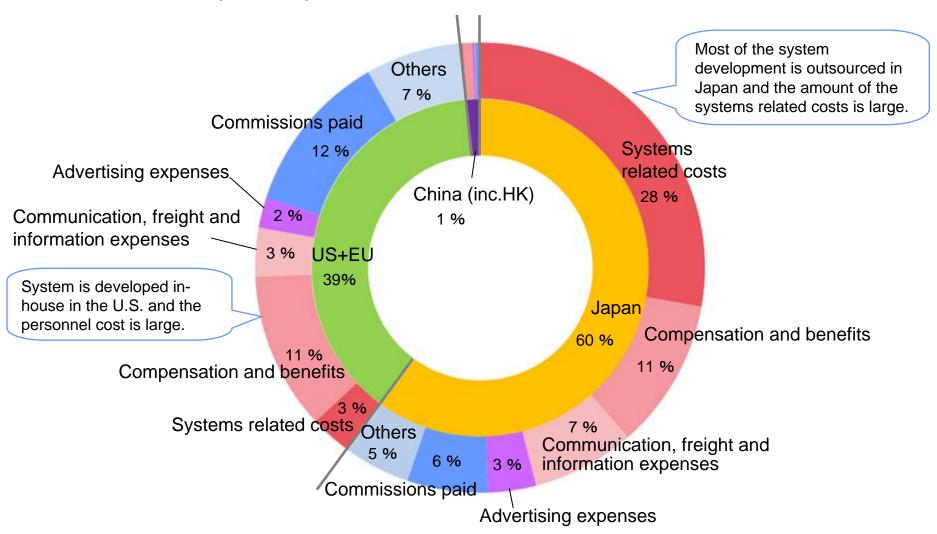
# Distribution of Consolidated Net Operating Revenue by Regions and Businesses



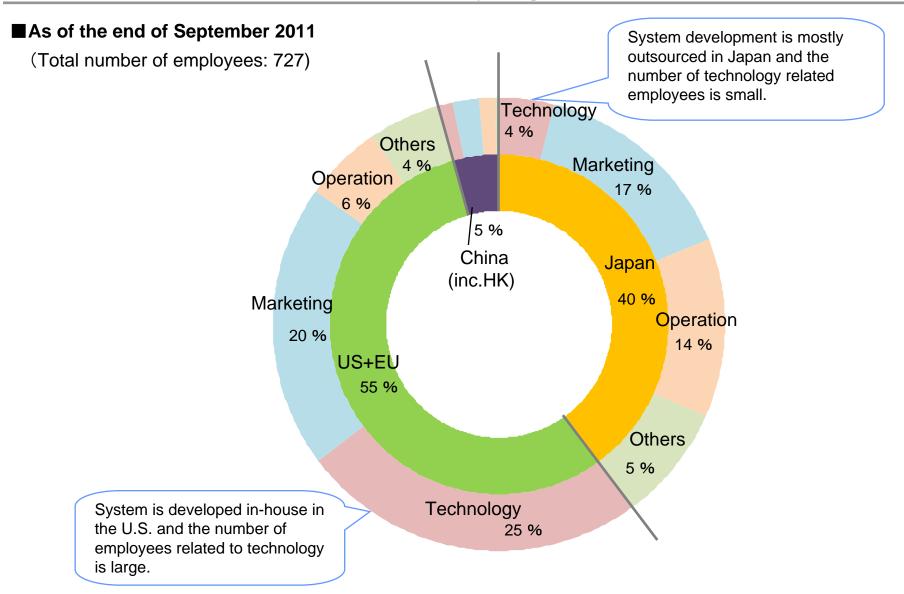


## Distribution of Consolidated SG&A by Regions and Contents

#### **■**2Q FYE Mar. 31, 2012 (3 months)



#### Distribution of Consolidated Personnel by Regions and Jobs



1. Management Policy and Analysis

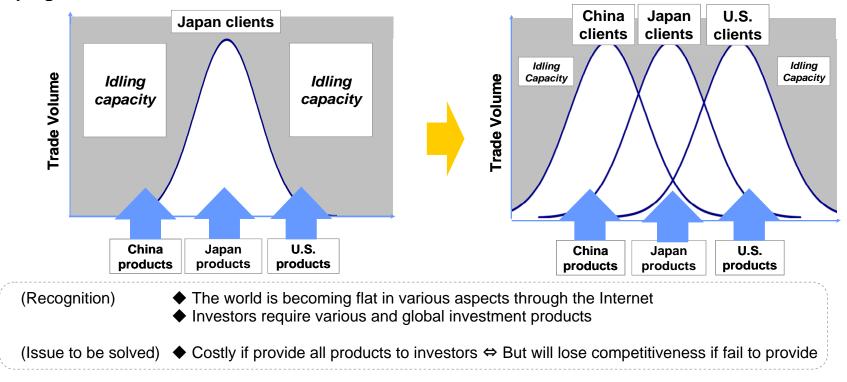
2. Financial Results

3. Global Vision and Strategies

4. Data

#### **Background for the Global Vision**

#### **■**Coping with local market bias issue



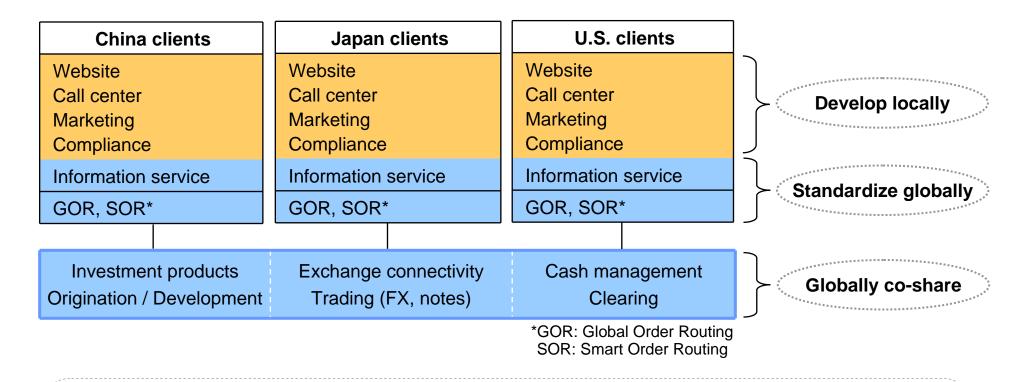
#### ■Globalization of stock exchanges and regulations around the world

- Globalization and standardization of protocols and packages will further accelerate due to international mergers of stock exchanges seeking competitive advantage and enhancement of functional capabilities
- Rules and regulations of stock trading will also become global and standardized as compliance levels heighten for international securities transactions



**Global Vision** 

#### **Concept of Shared Platform under the Global Vision**



#### **◆**Effectiveness of Global Vision

- · Cost reduction and management efficiency by global standard and co-sharing
- Leverage global product and service strength in local markets
- Source management and personnel talents globally
  - ⇒Creating compelling competitiveness
  - ⇒Achieve growth of revenue by strong competitiveness and sizable cost reduction simultaneously

What Monex gains through the acquisition of TradeStation
Top-ranked technology, Brand, and Development Resource

# China/HK

■ Adaption of TradeStation's technology in China
Capturing China's growth by leveraging TradeStation's brand and award-winning technology

# **Japan**

■ Adaption of TradeStation's technology in Japan
Strengthening services targeted to active traders by applying TradeStation's technology in Japan

# **US/EU**

- **■**Expansion in US
- -Enhancing marketing activity
- -Improving profitability of FX business
- Reducing cost and improving competitiveness by in-house development and integration of systems

Becoming a global financial group with cutting-edge technology and development capacities

#### **Measures for Revenue Improvement**

#### ■Integration Progress and Roadmap

#### **♦**Progress on Business Integration

- 1.Linked bonuses to Monex Group's stock prices for board members and some employees (2Q)
- 2.Global Management Committee (GMC) held weekly to manages progress based on the Road Map (2Q)
- 3.Started personnel allocation for business development, product & service introduction and system development(2Q)

#### **◆**Roadmap

#### Adaption of TradeStation's technology in Japan

- 1. Provision of TradeStation demonstration accounts (3Q), introduction of analysis tools and web tools (FYE2013)
- 2.Enhancement of "Monex Trader" (3Q)
- 3.Start of connection to the "Next Generation System" (FYE 2013) ~ Completion of transition (FYE 2016)

#### **Business Expansion in U.S.**

- 1.Strengthening approach to a broader active trader base, revising the current chargeable platform model (3Q~Long Term)
- 2. Expansion of the Options Trading Business (3Q)

#### Adaption of TradeStation's Technology in China

Seeking to establish a system provider subsidiary to provide TradeStation's trading systems to Chinese local securities brokerage companies

→ Acquiring a new source of revenue (Currently examining concrete business models)

#### **Global FX Business**

- 1. In-house development and sharing of tools globally (by 2Q FYE 2013)
- 2. Enforcing revenue by consolidating FX cover transactions into existing flows (by 2Q FYE2013)

1. Management Policy and Analysis

2. Financial Results

3. Global Vision and Strategies

4. Data

# Financial Results: Quarterly Breakdown of Consolidated Income Statement

(in million yen)

									(111111111	ion yen/
	F	FYE Mar. 31, 2010			FYE Mar. 31, 2011				FYE Mar. 31, 2012	
	1Q 2Q 3Q 4Q			1Q 2Q 3C		3Q	3Q 4Q	1Q	2Q	
Brokerage commissions( includes OSE-FX)	3,145	2,670	2,073	2,604	2,772	1,904	2,089	3,336	2,120	3,941
Stocks and ETFs	3,063	2,577	1,979	2,449	2,582	1,631	1,855	3,015	1,882	2,526
Monex Boom securities	_	_	_	_	_	_	-	96	85	80
OSE-FX	_	_	_	_	_	86	84	119	135	136
Options and Futures	73	86	88	151	184	185	149	201	102	1,277
Others	9	6	5	3	4	2	0	0	-	-
Underwriting and distribution commissions	1	3	3	14	1	1	10	1	0	0
Subscription and distribution commissions	136	125	129	147	209	114	152	169	126	142
Other commissions	543	471	363	584	723	602	522	546	511	1,089
Margin forex trades commissions (OTC)	238	30	0	130	201	107	66	32	0	124
Mutual funds agency commissions	215	247	264	290	311	307	321	324	326	304
Others	89	193	98	163	210	188	135	189	183	659
Net gain on trading account	558	715	1,051	1,089	1,526	1,103	936	1,158	1,231	1,360
Net gain on operating investments	-45	-0	-0	-70	9	12	12	-8	-21	-4
Financial income	1,758	1,216	1,658	1,374	2,130	1,504	2,059	1,461	2,015	1,949
Other operating revenues	38	40	37	56	33	34	33	61	71	161
Operating revenues	6,138	5,242	5,317	5,801	7,407	5,277	5,816	6,725	6,057	8,640
Financial expenses	919	478	728	451	974	431	867	364	977	611
Net operating revenues	5,218	4,763	4,589	5,349	6,432	4,846	4,949	6,361	5,080	8,028
Selling, general and administrative expenses	3,554	3,585	3,447	4,873	4,891	4,137	4,309	4,509	4,350	7,036
Operating income	1,663	1,178	1,142	476	1,540	708	639	1,851	730	991
Ordinary income	1,808	1,120	1,137	412	1,814	678	627	1,870	815	944
Quarterly net income	1,413	622	803	936	1,212	387	298	93	528	435

# Financial Results: Quarterly Breakdown of Consolidated SG&A

(in million yen)

					EVE 14 04 0044			E\/E.14		
	FY	E Mar.	31, 20 <sup>-</sup>	10	FYE Mar. 31, 2011			FYE Mar.	31, 2012	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Transaction-related expenses	979	1,044	948	1,247	1,267	1,118	1,260	1,360	1,224	2,439
Commissions paid	196	263	181	194	246	217	220	237	238	1,038
Exchange and association dues	128	117	100	176	205	138	162	212	163	209
Communication, freight and information expenses	494	480	484	598	608	572	579	608	567	777
Advertising expenses	145	161	161	258	181	168	276	279	232	398
Others	14	21	19	19	25	21	22	22	21	15
Compensation and benefits	777	751	744	995	936	803	795	850	913	1,604
Rental and maintenance	395	438	406	488	531	466	422	424	437	482
Data processing and office supplies	962	952	958	1,336	1,300	1,153	1,195	1,184	1,181	1,221
Data processing	946	935	942	1,313	1,279	1,116	1,177	1,166	1,166	1,209
Office supplies	15	17	15	23	20	36	18	17	14	11
Amortization and depreciation	143	150	151	522	430	281	286	321	288	474
Taxes other than income taxes	54	38	44	67	69	48	48	45	65	43
Provision for allowance for doubtful receivables	-	-	-	-	83	-19	-14	-2	10	-2
Amortization of goodwill	46	48	56	118	158	156	156	164	170	432
Other operating expenses	195	159	138	97	113	128	157	160	59	342
Selling, general and administrative expenses	3,554	3,585	3,447	4,873	4,891	4,137	4,309	4,509	4,350	7,036

# Financial Results: Overseas Subsidiaries

(Income Statement)

(moone statement)		
	2Q of FYE N	/lar. 31, 2012
	U.S.	Hong Kong
Brokerage commissions	1,710	80
Stocks and ETFs	590	80
Options and Futures	1,119	-
Others	-	-
Underwriting and distribution commissions	-	-
Subscription and distribution commissions	-	-
Other commissions	556	0
Margin forex trades commissions (OTC)	124	-
Mutual funds agency commissions	-	-
Others	432	0
Net gain on trading account	-	0
Net gain on operating investments	-	-
Financial income	557	22
Other operating revenues	102	26
Operating revenues	2,926	129
Financial expenses	209	0
Net operating revenues	2,716	129
Selling, general and administrative expenses*	2,712	98
Operating income	3	30
Ordinary income	22	30
Quarterly net income	-96	26
*000A - (110 ' 1 10\/007 'II' (-		. (

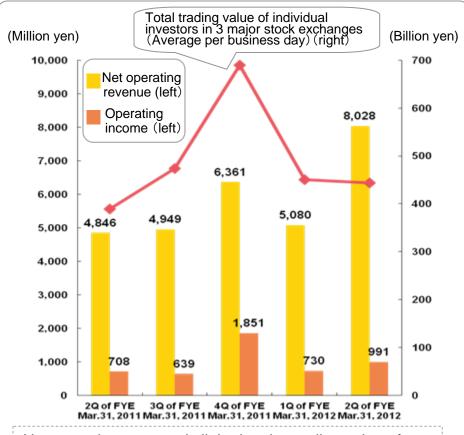
(SG&A) (in million yen)

	2Q of FYE Mar. 31, 2012		
	U.S.	Hong Kong	
Transaction-related expenses	1,222	30	
Commissions paid	792	15	
Exchange and association dues	30	-	
Communication, freight and information expenses	245	12	
Advertising expenses	153	2	
Others	0	0	
Compensation and benefits	795	48	
Rental and maintenance	57	6	
Data processing and office supplies	0	1	
Data processing	0	1	
Office supplies	0	0	
Amortization and depreciation	153	3	
Taxes other than income taxes	5	-	
Provision for allowance for doubtful receivables	-	-	
Amortization of goodwill	267	-	
Other operating expenses	210	8	
Selling, general and administrative expenses	2,712	98	

<sup>\*</sup>SG&A of U.S. includes JPY267 million for the amortization of goodwill concerning the acquisition of TradeStation

#### **Trends in Revenue**

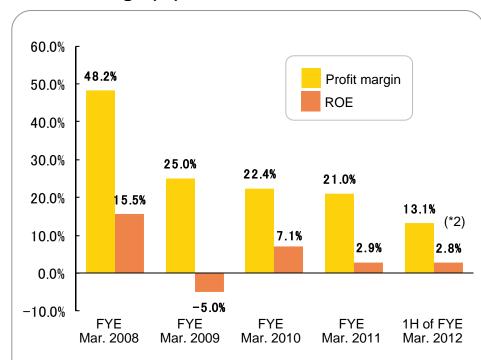
#### ■Net operating revenue and operating income



Net operating revenue is linked to the trading value of individual investors. As the fixed cost ratio is high, the profit ratio tends to increase once the revenue exceeds a break-even point.

\*2Q of FYE Mar. 2012 includes consolidation of US subsidiaries.

#### ■ Profit margin(\*1) and ROE trends



(\*1) Profit margin (stated in this material) is calculated as Operating income / Net operating revenues (not operating revenues)

(\*2) Annualized

Cutting fixed costs and improving profitability

Aiming to: Recover Profit Margin to 40%

ROE to be higher than 10%

#### **Breakdown of Net Operating Revenues by Business**

■1H of FYE Mar. 31, 2012 (6 months: Apr. to Sep. 2011)

(in million yen)

Business category	Revenue fr	om "stock"	Revenue from "flow"		Total	%
Equities	Japan U.S. Hong Kong	1,988 566 40	Japan U.S. Hong Kong	3,651 590 166	7,004	53%
Derivatives	U.S.	118	Japan U.S.	260 1,119	1,498	11%
FX business	U.S.	7	Japan U.S.	2,584 124	2,715	21%
Managed asset	Japan	804	Japan	261	1,066	8%
Fixed income		<del>_</del>	Japan	288	288	2%
Investment banking		<del>_</del>	Japan	25	25	0%
Total		3,526		9,073	12,599	96%
Others					508	4%
Net Operating Revenues					13,108	100%

Revenue ratio from "stock" and "flow" are 27% and 69% respectively We aim to increase the ratio of revenue from "stock", as revenue from "flow" are largely affected by market conditions

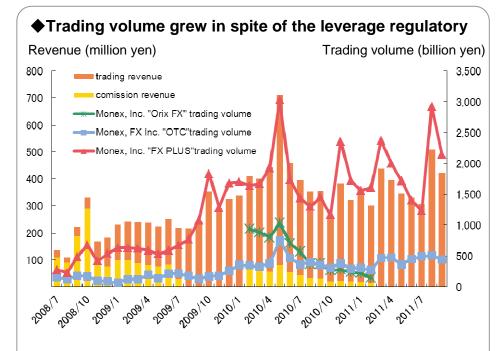
#### Monex, Inc.: Equity Business / FX Business

#### **■**Equity business



- Started an e-mail alert service "Monex Signal" for monitors (Sep. 2011). The e-mail alert includes the investment decision from algorithm analysis by Trade Science.
- Added 11 models of smartphone applications (Oct. 2011) (16 in total)
- Planning to renew "Monex Trader" under the supervision of TradeStation (to be released Dec. 2011-)

#### **■FX** business



- -No impact by leverage regulatory (to lower the leverage down to 1:25) carried out in Aug. since "FX PLUS" by originally offered the leverage rate 1:25.
- Proactive spread reduction campaigns stimulated active trading upon the government intervention in August
- Increased the trading channel by releasing SmartPhone applications for FX trading

#### Monex, Inc. Mutual Fund Business / MAI: Alternative Investment Business

#### ■ Mutual Fund Business

#### ◆ Trends in mutual fund sales and balance

(Billion yen)

		FYE Mar	FYE March 2012			
	1Q 2Q 3Q 4Q				1Q	2Q
Sales	25.3	14.3	17.3	23.8	19.8	21.6
(no load)	13.6	7.9	9.4	14.0	12.4	13.1
Balance (excluding MRF)	202.6	215.7	224.2	232.0	229.3	198.4
(no load)	98.4	105.2	110.5	115.7	122.4	110.9
(original funds)	28.0	28.0	28.7	28.9	28.4	26.4
Balance of foreign currency MMF		32.9	33.7	37.2	37.9	39.4

#### \*Original mutual funds:

Proprietary funds that are originated and promoted by the Monex Group: e.g. Monex Asset Allocation Fund; Kaburobo Fund; 5 alternative investment funds by MAI, etc.

- ♦No. of funds: 329 (including 107 no-load funds)
- ◆Collaborative project for mutual fund promotion 4 major online securities (Monex, Inc., SBI Sec., kabu.com, Rakuten Sec.) have prepared 3 additional exclusive funds to start sales from Nov. 2011
- Emerging Asian Market Index type (STM AM)
- Long-Short Strategy Absolute Return type (Nomura AM)
- Domestic Value Stock type (Mizuho AM)

The 4 online securities plan to hold an event in Osaka on Nov. 6, 2011 and in Tokyo on March 18, 2012.

#### Alternative Investment Business

# MAI

#### Monex Alternative Investments, Inc.

URL: http://www.monexai.com

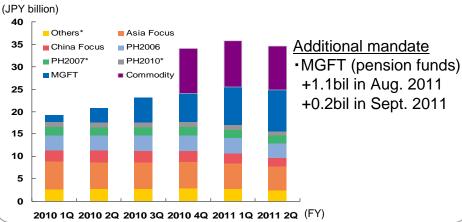
#### **♦** New commodity fund is in preparation

 Providing a new type of risk-controlled commodity investment fund specialized in the trend-follow strategy for individual investors (Billion yen)

	Fund	Portfolio assets	AUM
	Asia Focus	HF of Japan and Asia	5.5bil
	China Focus	China A, HK & Taiwan share	1.8bil
Individual	PH2006	Global HF and PE	3.2bil
maividuai	PH2007	Global HF and PE	1.7bil*
	PH2010	Global HF	1.0bil*
	Others	Global HF、PE、VC	2.3bil*
Institution	MGFT	Global HF	9.1bil
Institution	Commodity	Global Commodity Futures	9.9bil
Total		_	34.6bil

PH: Premium Hybrid, MGFT: Monex·Global FOF·Trust, \*as of Aug 31, 2011

#### ♦ Pension mandates thru Mizuho has exceeded JPY9.0B



#### **About TradeStation**

#### ■Summary of TradeStation



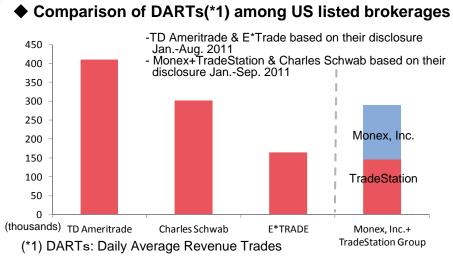
#### **◆** Company Overview

- Formed in 1982 as a trading platform provider. Initial Public Offering in 1997 (listed on the NASDAQ GS). Grown into a highly regarded brand among active traders.
- Most recently rewarded by *Barron's* magazine the #1 rating for online brokerages (2011).
- Attracts a highly active and valuable customer base by providing state-of -the-art trading platform and competitive commission rates
- Capital: USD 515,000, CEO: Salomon Sredni
- No. of clients accounts with asset balance (Sep.2011): 58,241

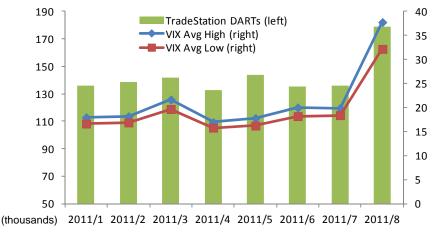
#### **♦** Unique Technology-Driven Platform

- High level in-house technology: Nearly half of the total 407 (as of Sep. end, 2011) employees are in IT-related functions; can be leveraged to enhance current technology capability and lower development costs.
- Its award-winning platform for active traders, in particular rule-based traders, along with its programming language EasyLanguage® is an industry standard among these traders. We foresee the increase in interest and demand for algorithm trading to continue on a global scale.

#### ■ Management Benchmark



#### Correlation between TradeStation DARTs and VIX(\*2)



(\*2) VIX: Index indicating how the market views on volatility for the next 30 days

#### **About TradeStation and US Business Strategies**

#### ■ Characteristics of TradeStation

#### **♦** TradeStation<sup>®</sup> (trading platform)

TradeStation® is an award winning direct-access trading platform which offers sophisticated analysis capabilities for every level of trader. TradeStation® provides the ability to back-test and paper-trade your ideas before risking capital in the market.

Clients can analyze and trade stocks, options, futures and forex all from the same platform.



#### **♦** EasyLanguage<sup>®</sup>

EasyLanguage® is TradeStation's proprietary programming language that allows clients to create and modify indicators and trading strategies in TradeStation®.

EasyLanguage<sup>®</sup> is the technology behind all of the analysis tools built into TradeStation<sup>®</sup>. EasyLanguage clients can also build and customize their own unique analysis tools based on their ideas and tailored to the way they trade.

#### **■US** business strategies

#### **♦** Re-launch options business

TradeStation will launch OptionStation Pro along with options margin enhancements at the Las Vegas "Traders EXPO" in November 2011.

#### **♦** Broaden target market

TradeStation is rolling out revenue neutral changes futures market data pricing based on successful market testing last quarter.

TradeStation is testing new pricing alternatives to the current platform fee.



#### **About Monex BOOM Group**

#### ■ Business in HK, Asia's global financial center



#### **♦** Monex BOOM Group Overview

Monex BOOM Group offers stock trading in 12 markets; margin trading in 5 markets such as Hong Kong and U.S. Customers can trade using 6 currencies (HKD, USD, RMB etc.) in a single account. Average stock commission is 14bps (As from Jul. to Sep. 2011) The group has 9,803 accounts with balance of 54 billion yen assets in custody as of Sep. 2011. Agatha Lo is the COO of the company. The group has 37 employees. (as of Sep. 30, 2011)

\*BOOM Securities changed its name to Monex BOOM Securities as of July 21, 2011

#### Enhancing margin trading by Group's credibility

#### **♦** Future plan

We plan to expand margin trading, strengthen trading system and product & service line-up. Planning mutual product supply between HK and Japan. HK is rapidly growing as the offshore market of RMB. Monex, Inc. and Monex BOOM will join forces to develop RMB related products for the customers of Monex, Inc.

#### ■ Marketing strategy in Hong Kong

#### **♦**This Quarter: Leverage existing customer base

Launched programs to (1) **stimulate trades** from existing margin- and active-traders; and (2) **recruit new clients** by leveraging customers' loyalty and word-of-mouth.

**♦**Next Focus: Strengthen Competitiveness

#### **Website Improvement**

- ✓ Enforce the brand image Improving the website to improve design and usability to project a modern and professional trading platform
- ✓ Enhance trading functions and add attractive content to encourage repeat visits, trades, and client referrals

#### Improve Services

Enhance free real-time quotes services for HK and U.S. markets

#### Stimulate Trading Activities

Strengthen Brand Identity

Sustain Competitive Edge

# Gain New Clients & Trades

Increase Customer Loyalty as a whole Boost Exposure & Attract Targets

#### **Investors' Guide**

**◆**Dividend record

500

FYE

FYE

FYE

#### ■ Pursuing investment returns for our shareholders

#### **◆**Basic policy for shareholder's return

- •Reserving necessary capital as a growing company, the company aim to provide return to its shareholders based upon its business performances.
- •The company's policy for shareholder's return is to pay dividends and buy back shares. The total return ratio is generally targeted at 50% of consolidated net income of current fiscal year. (We will also keep a certain payout ratio for dividends.)
- In case the Company has a net loss, the management will consider to pay out a certain amount as dividend, comprehensively examining internal reserves, financial condition, business environment and business plan

# (Yen) 3,500 2,500 2,000 1,500 1,500 1,500 1,500 1,500 1,500 2,900 650 1,000 2,000 (planned)

FYE

Mar 2005 Mar 2006 Mar 2007 Mar 2008 Mar 2009 Mar 2010 Mar 2011 Mar 2012

FYE

FYE

FYE

FYE

#### **♦**Major shareholders and share distribution

- Total number of issued shares as of end of Sep. 2011: 3,196,805 shares

ORIX Mat III	ndividual nvestors, etc. 22.0%	Foreign Institutions, etc. 19.5%	Other ဟိ Institutions တဲ	Financial % Institutions 8:	Securities Companies	Own shares ကို	6
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\*Acquired 200,000 own shares (6.25% of shares issued and 4.9% outstanding) in May-June 2011

\*The Fund's Reports to the Ministry of Finance submitted by Nomura dated Sep. 22, 2011:

- Nomura Asset Management: 91,194 shares (2.8%)

- Nomura International plc: 46,164 shares (1.4%)

- Nomura Securities Co., Ltd.: 39,330 shares (1.2%)

#### ♦Indicators per share

₩ iiiaioatois pci s	i iui C									
-	FYE	FYE	FYE	FYE	1H FYE					
(Unit: JPY)	March	March	March	March	March					
	2008	2009	2010	2011	2012					
Book-value Per Share (BPS)	19,664	17,235	22,139	22,154	22,414					
Earnings Per Share (EPS)	3,080	-928	1,527	647	625					
Return on Equity (ROE)	15.5%	-5.0%	7.1 %	2.9%	2.8% (interim)					
Dividend Per Share	1,550	400	700	500	` 100					

\*EPS and ROE of 1H, FYE March 2012 are multipled by 2 of 6 month data.

# **Disclosure from 2Q**

	Monex Group, Inc. (consolidated)	Japan Monex, Inc.	U.S. TradeStation	China/Hong Kong Monex BOOM Sec.
Monthly	<ul> <li>Operating revenues</li> <li>Net operating revenues</li> <li>(in JP and EN)</li> </ul>	-Numbers of accounts (Comprehensive, margin and FX), customers' asset in custody, DARTs -(Stock): number of trades and trade value (cash/margin), margin balance -(FX): trade amount	<ul> <li>DARTs</li> <li>Total client assets</li> <li>Average equities client credit balances</li> <li>Average equities client margin balances</li> </ul>	
		*We will change the definition of the number of accounts from October 2011 monthly report and will disclose the number of accounts with asset balance or at least 1 transaction in the past year		
		Global DARTs		
Quarterly	<ul> <li>Full financial disclosure (Tanshin) upon TSE rule (in JP)</li> <li>Summary and presentation material (in JP and EN)</li> </ul>	PL and BS in Tanshin (in JP)	PL and SG&A breakdown in presentation material (in JP and EN)	PL, SG&A breakdown, number of accounts and customers' assets in custody in presentation material (in JP and EN)

#### The Monex Group

# Monex Group, Inc.

[China]

#### **Monex International Limited**

Asia business base in Hong Kong

#### **Securities Company**



**Monex BOOM Group** Online securities group in Hong Kong

#### **Beijing Representative Office** (Monex, Inc.)

[Incubation]



#### LIFENET INSURANCE COMPANY

New type of life insurance service through the internet

(Investment Ratio) Monex G: 18.5%

[Japan]

#### **Securities Company**



MONEX FX

Monex FX, Inc.

**FX Business** 

Specialized for FX trading

Comprehensive investment service provider

**Investment Education** 

Monex University, Inc.

Investor education for all

individuals

**Asset Management** 

Monex Alternative Investments. Inc. Providing the best alternative investment products to individual investors

> (Voting right ratio) Monex G: 51% Asuka Asset Management: 26%

> > M&A Advisory

#### R&D of Program Trading

#### trade-science

**Trade Science Corporation** Next generation asset management utilizing artificial intelligence

#### MONEX HAMBRECHT. INC.

M&A advisory service Aspiring to introduce a new IPO

(Investment Ratio) Monex G: 78.6% ZenShin Capital Partners II: 7.9% Hambrecht Partners Holdings: 5.5% Development Bank of Japan: 5.5%

(As of October 26, 2011)

[US/EU]



TradeStation Group, Inc.

Holding company in US

Online securities company

**TradeStation Securities, Inc.** 

**FX Business** 

TradeStation Forex, Inc.

**Technology** 

TradeStation Technologies, Inc.

**EU Base** 

TradeStation Europe Limited (London)