

# DATABOOK

## Financial Results for 2Q of Fiscal Year Ending March 31, 2018

This is an English translation of Japanese presentation material prepared in connection with the disclosure of the financial results of Monex Group, Inc. It includes information derived from the consolidated financial statements of Monex Group, Inc. which are prepared in accordance with International Financial Reporting Standards ("IFRSs"). This material is not intended to recommend, conduct solicitation for any product or service, etc.

### <Forward-looking Statements>

This presentation material contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about our industry and us. These forward-looking statements are subject to various risks and uncertainties. Generally, these forward-looking statements can be identified by the use of terms such as "may" "will" "expect" "anticipate" "estimate" "plan" and other similar words. These statements discuss future expectations, identify strategies, contain projections of results of operations or of our financial condition and state other "forward-looking" information. Our operations are subject to risks, uncertainties and other factors that could cause our actual results to differ materially from those contained in any forward-looking statement.



## [Data Book]

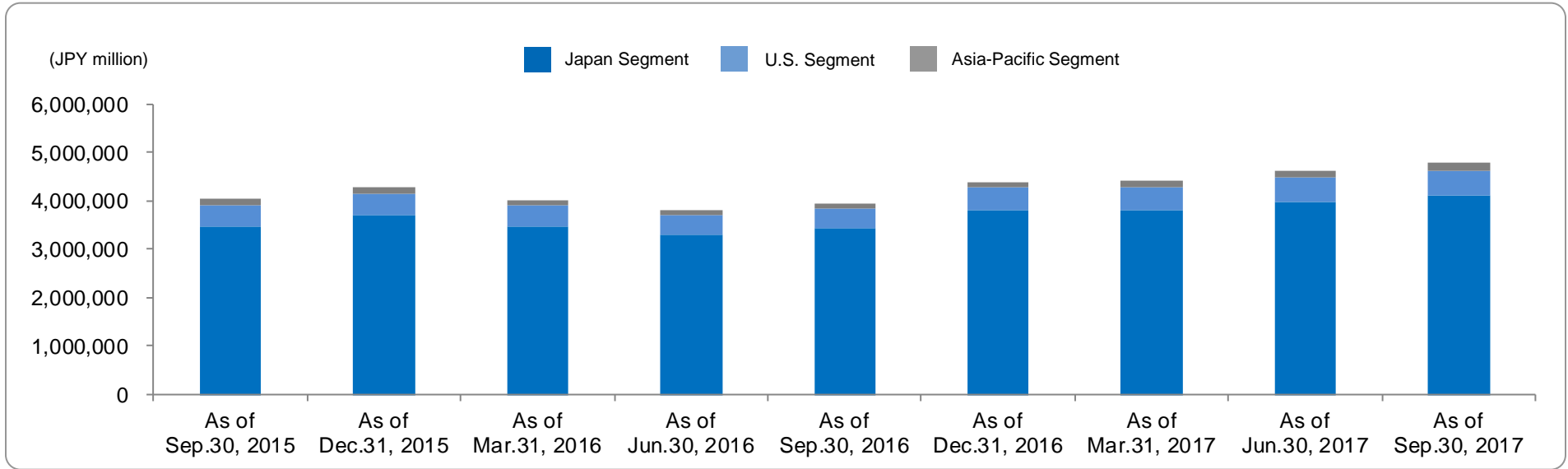
Table of Contents	p.1
1. Market & Transaction Data	p.2 - p.12
2. Financial Data	p.13 - p.31

1. Market & Transaction Data

2. Financial Data



# Market and Transaction Data (1) – Customers’ Assets in Custody



(JPY million)

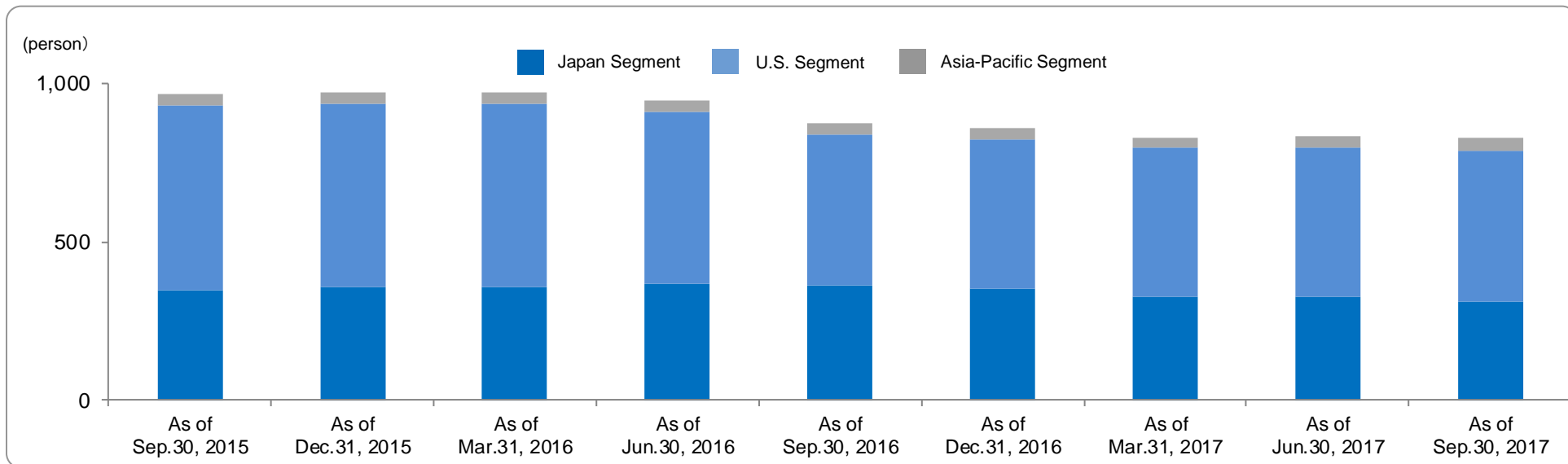
	FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End
Japan Segment	3,485,715	3,706,957	3,477,282	3,305,957	3,451,820	3,798,411	3,803,176	3,977,309	4,098,808
Monex, Inc.	3,485,715	3,706,957	3,477,282	3,305,957	3,451,820	3,798,411	3,803,176	3,977,309	4,098,808
Equities	2,219,323	2,383,930	2,265,264	2,115,368	2,236,533	2,390,017	2,447,634	2,550,280	2,659,111
Bonds	76,072	76,832	73,965	75,642	72,219	71,668	68,717	65,521	62,584
Mutual Funds	869,753	913,446	832,590	806,717	827,336	967,230	935,616	988,723	1,001,192
Others	320,567	332,749	305,463	308,230	315,732	369,496	351,209	372,786	375,920
U.S. Segment – TradeStation Group(*)	430,993	443,750	421,101	397,685	397,174	480,057	483,439	506,159	533,893
AP Segment(**) – Monex Boom Securities	116,023	130,879	118,981	109,568	110,641	124,299	134,399	139,640	152,540

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

(\*\*) "AP Segment" means Asia-Pacific Segment.



## Market and Transaction Data (2) – Number of Employees

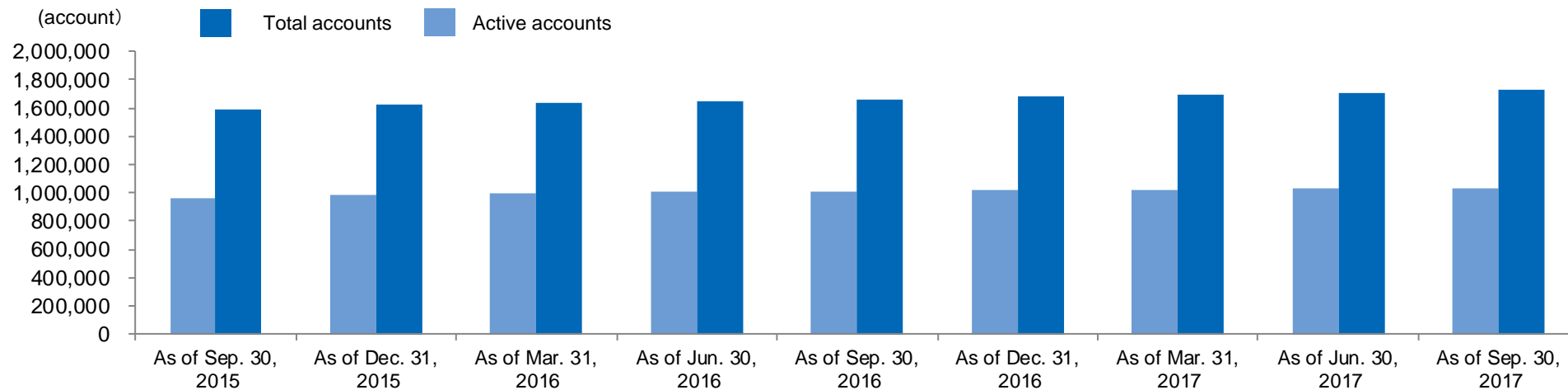


(person)

	FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End
Japan Segment	348	356	355	366	364	353	328	325	309
Monex Group, Inc.	39	37	37	36	38	38	35	37	34
Monex, Inc.	299	306	303	313	308	298	275	271	259
Others	10	13	15	17	18	17	18	17	16
U.S. Segment	584	579	581	545	472	470	467	473	480
Asia-Pacific Segment	34	35	35	35	35	34	35	35	39
Total	966	970	971	946	871	857	830	833	828

# Market and Transaction Data (3) – Japan Segment - Monex, Inc. (Number of accounts)

## ◆ Number of total accounts & active accounts



(account)

	FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End
Total accounts(*)	1,584,701	1,619,012	1,635,172	1,649,847	1,663,648	1,679,863	1,696,123	1,709,602	1,725,701
Active accounts (**)	964,837	985,774	995,368	1,002,251	1,009,346	1,016,439	1,023,369	1,030,217	1,036,609

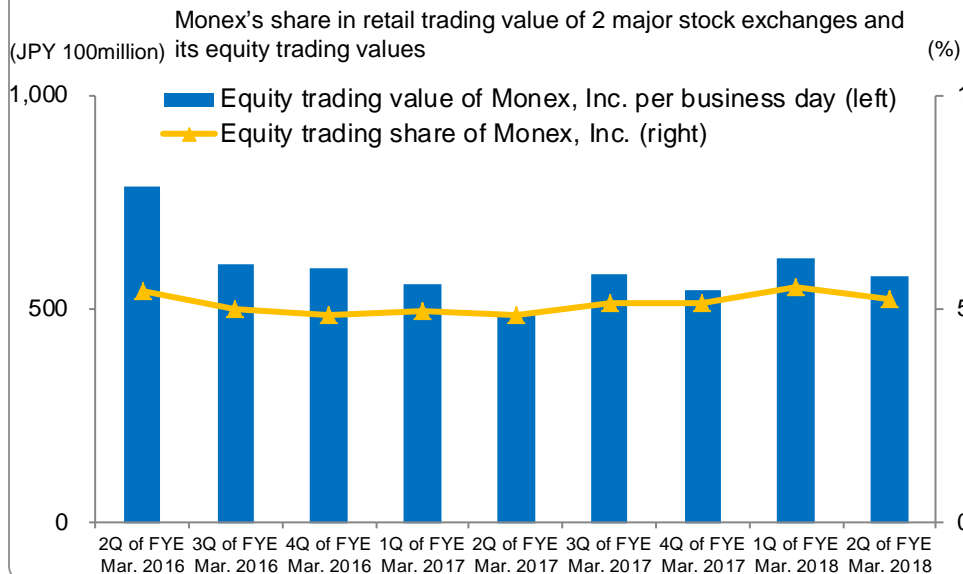
(\*) Total accounts refers to the sum of brokerage accounts and FX-only accounts

(\*\*) Active accounts (including margin accounts and FX accounts) mean the accounts with balance (collateral or margin balance for margin accounts, collateral for FX accounts) or the accounts which have traded more than once (including withdrawal) in the past 1 year

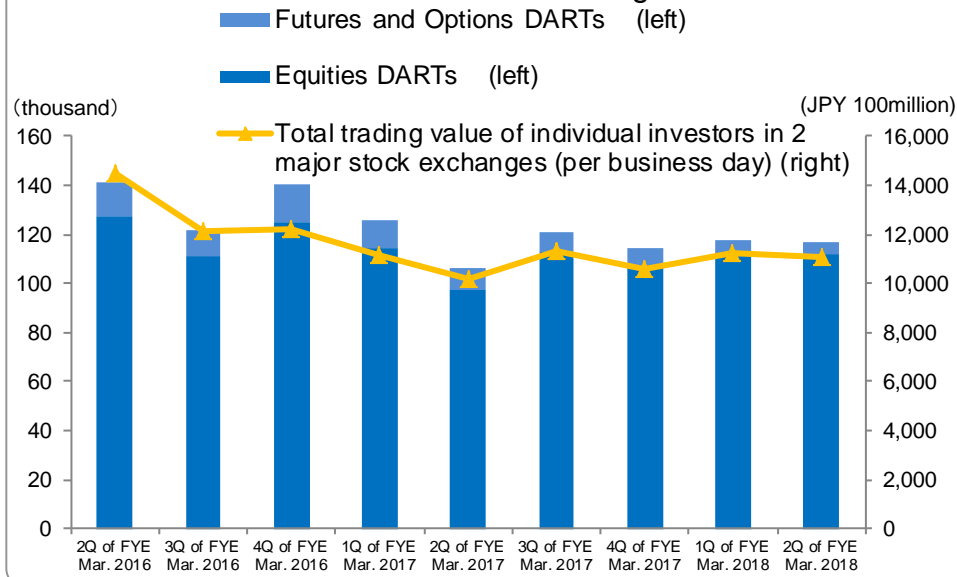
# Market and Transaction Data (4) Japan Segment - Monex, Inc. (Equities and ETFs)



## ◆ Market share and value of equity trading



## ◆ Breakdown of DARTs\* and market trading value

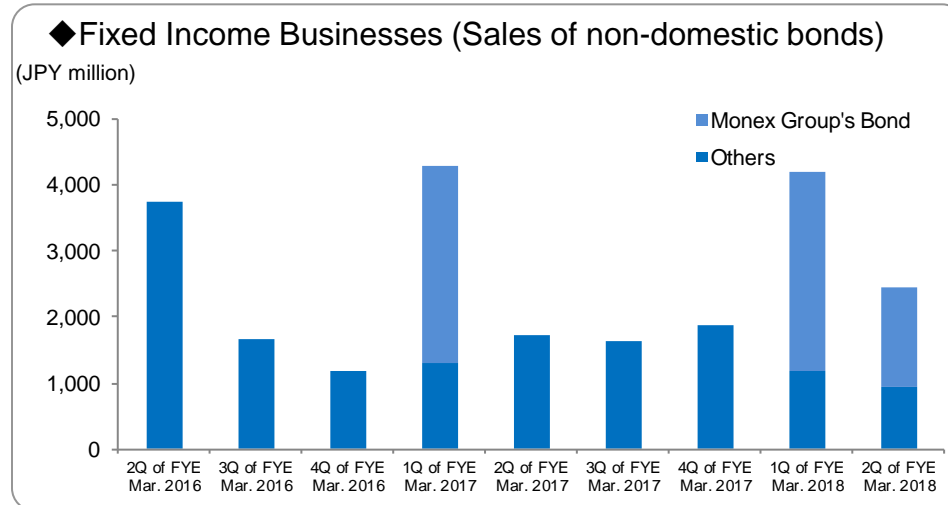
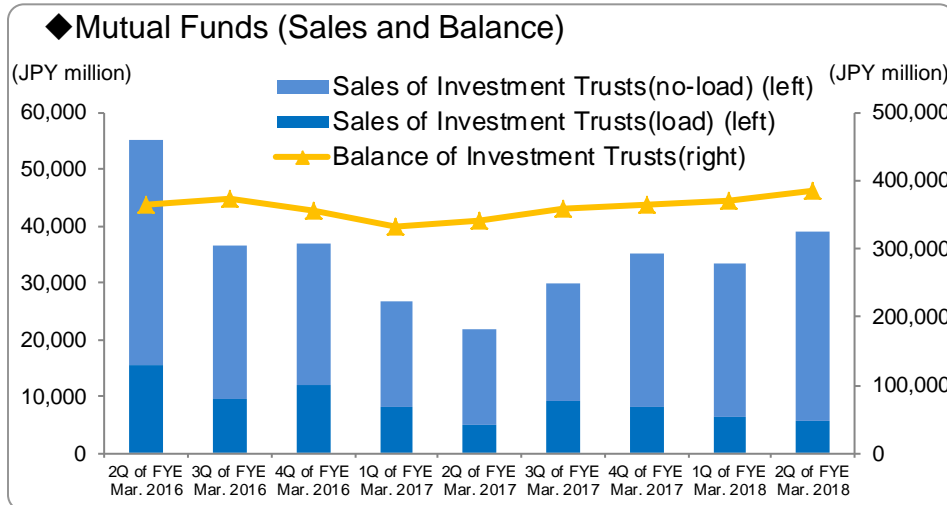


		FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Equities, ETFs, etc.	Total trading volume of individual investors of 2 Japanese major markets (JPY 100million/day)	14,464	12,128	12,215	11,195	10,208	11,302	10,620	11,222	11,072
	Equity trading share of Monex, Inc. (%)	5.42	4.98	4.88	4.96	4.84	5.13	5.14	5.50	5.22
	Equity trading value of Monex, Inc. (JPY 100million/day)	784	604	596	556	494	580	546	617	578
DARTs	Equities, ETFs, etc.	127,387	111,435	124,810	114,464	97,727	113,042	106,619	110,937	111,694
	Cash	84,159	73,226	79,531	72,003	62,593	74,788	71,604	74,955	76,683
	Margin	43,227	38,208	45,278	42,461	35,133	38,253	35,014	35,982	35,010
	Options and Futures	14,144	10,645	15,680	11,369	8,941	7,853	7,429	6,563	5,396

Note: Total trading volume of individual investors of 2 Japanese major markets and equity trading value of Monex, Inc. includes Equities, ETFs and REITs

(\*) DARTs: Daily Average Revenue Trades (Definitions to apply throughout this material)

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



(JPY million)

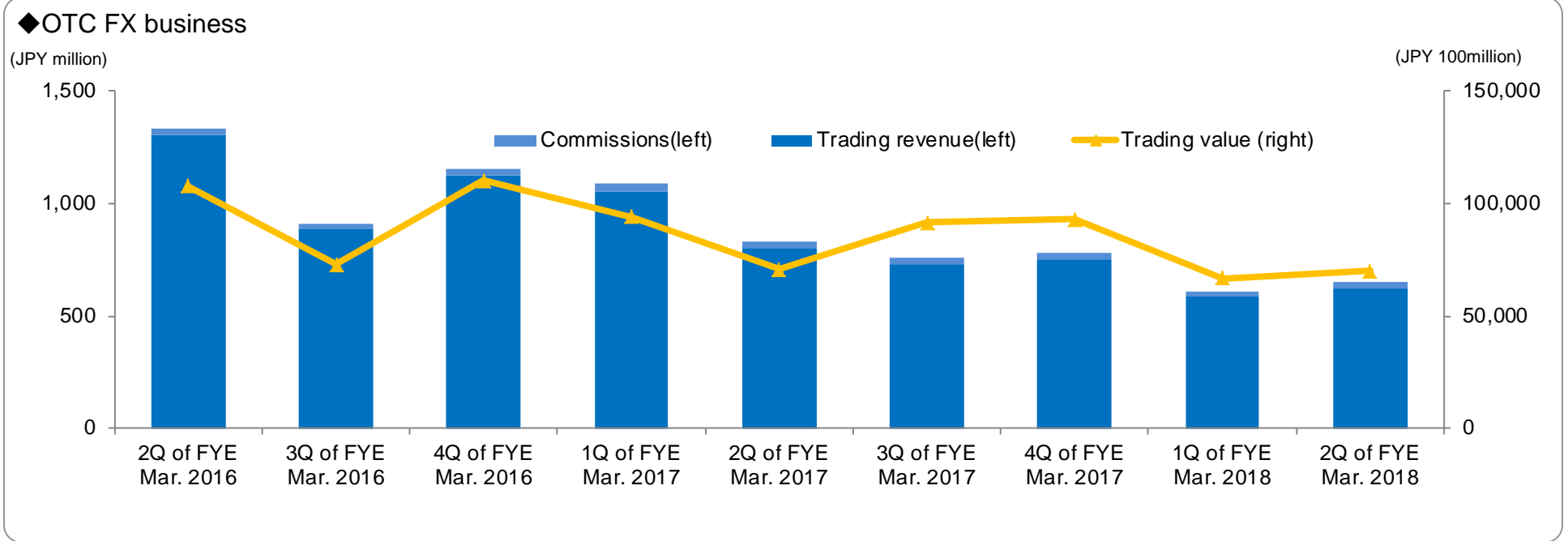
			FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018		
			2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	
Mutual Funds	Sales of Stock Investment Trusts	Load	15,432	9,548	11,895	8,130	5,015	9,300	8,256	6,411	5,728	
		No-load	39,843	27,027	25,080	18,737	16,849	20,656	26,922	26,905	33,361	
		Total	55,275	36,575	36,975	26,868	21,865	29,956	35,178	33,316	39,089	
	Balance (As of the end of the quarter)	Stock Investment Trusts	Load	84,789	86,162	79,153	72,831	70,630	75,572	78,581	53,238	53,942
			No-load	219,562	237,838	229,396	216,341	228,844	242,420	245,109	274,973	287,430
			Total	304,351	324,000	308,549	289,173	299,474	317,992	323,690	328,211	341,373
		Foreign Investment Trusts	11,123	10,802	10,112	9,394	8,885	9,622	9,402	9,254	9,404	
Bond Investment Trusts (Including Foreign currency MMFs)	48,600	37,524	37,132	34,801	32,245	32,027	31,288	31,974	33,798			
Total	364,074	372,326	355,793	333,368	340,605	359,641	364,381	369,439	384,574			
Fixed Income	Sales of non-domestic bonds	Monex Group's bond	-	-	-	3,000	-	-	-	3,000	1,500	
		Others	3,755	1,680	1,188	1,301	1,721	1,652	1,875	1,190	951	
		Total	3,755	1,680	1,188	4,301	1,721	1,652	1,875	4,190	2,451	

Note: MRFs are not included in Mutual Funds data





# Market and Transaction Data (6) Japan Segment - Monex, Inc. (FX)



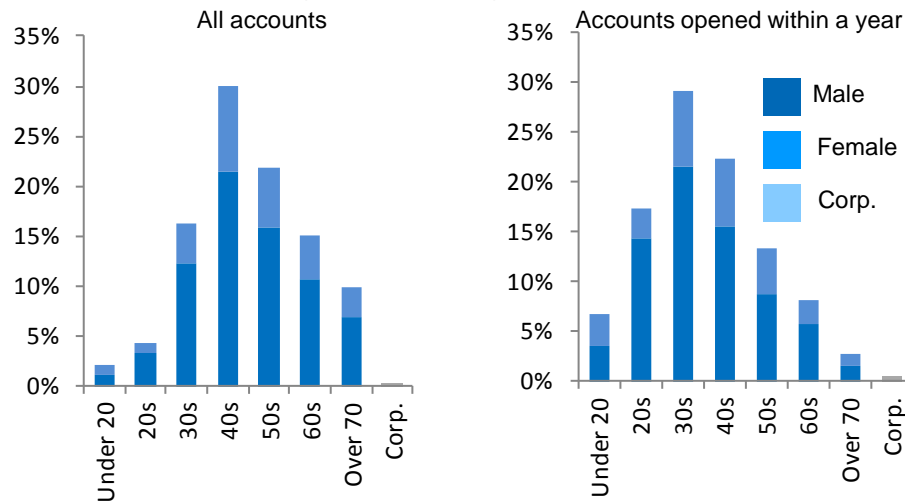
		FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
FX	Trading revenue (JPY million) (excluding swap)	1,302	885	1,122	1,056	801	732	753	585	626
	Commission (JPY million)	30	22	35	33	27	30	26	20	22
	Trading value (JPY 100million)	107,581	73,003	110,168	94,088	70,617	91,378	92,807	66,689	69,938

Note: 732 million yen of trading revenue in 3Q FYE March 2017 includes 123 million yen of one-time trading loss

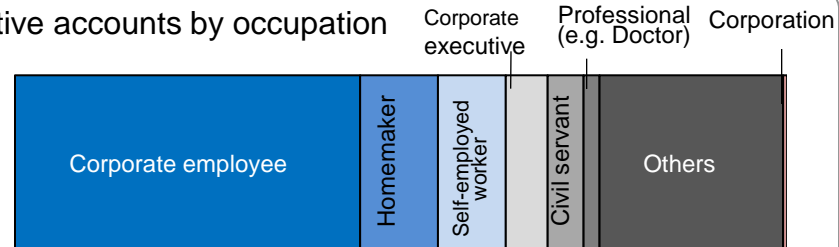
# Market and Transaction Data (7) Japan Segment – Monex, Inc.

## (Customer distribution)

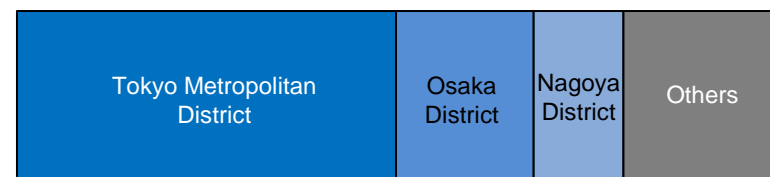
### ◆ Active accounts by gender and age



### ◆ Active accounts by occupation



### ◆ Active accounts by regions

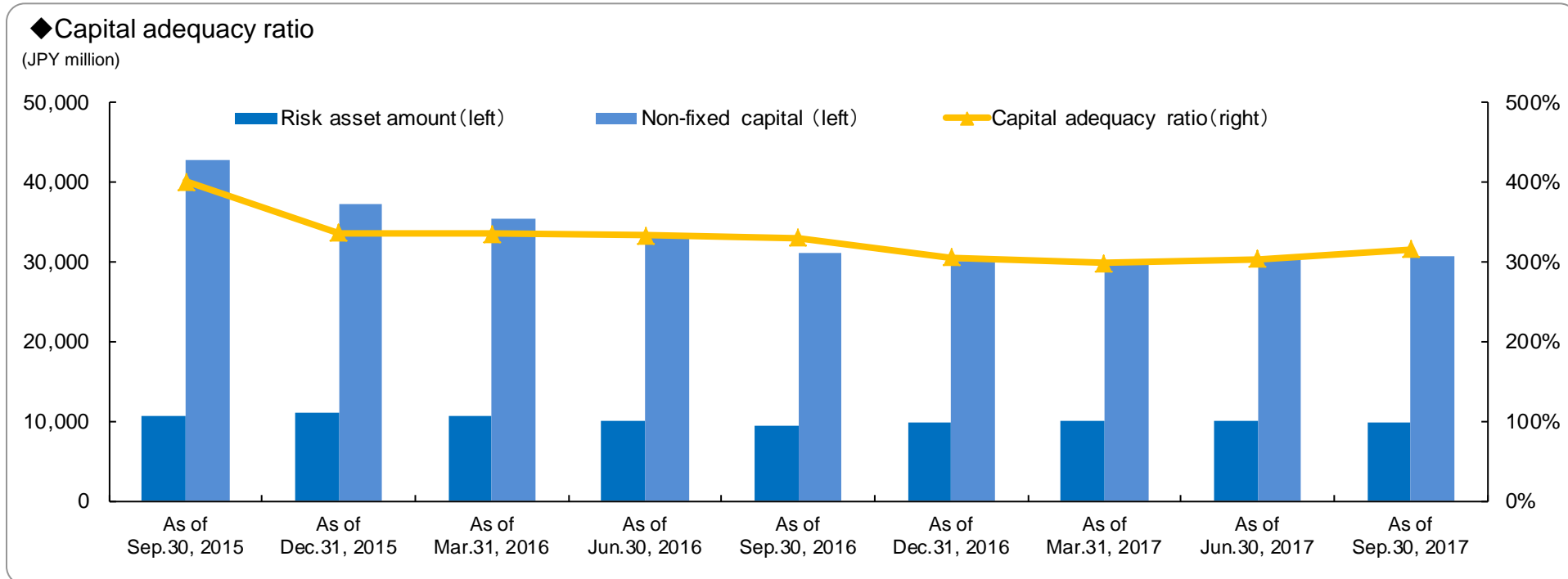


	Active accounts as of September 30, 2017					
				Accounts opened within a year		
	Male	Female	Total	Male	Female	Total
Over 70	7.0%	3.0%	10.0%	1.6%	1.1%	2.7%
60s	10.8%	4.4%	15.2%	5.7%	2.5%	8.2%
50s	15.8%	6.0%	21.8%	8.7%	4.5%	13.2%
40s	21.5%	8.5%	30.0%	15.4%	6.8%	22.2%
30s	12.3%	4.0%	16.3%	21.5%	7.5%	29.0%
20s	3.3%	1.0%	4.2%	14.2%	3.2%	17.4%
Under 20	1.1%	1.0%	2.2%	3.6%	3.2%	6.8%
Sub Total	71.7%	27.9%	99.7%	70.7%	28.8%	99.5%
Corporation			0.3%			0.5%
Total			100.0%			100.0%

Active accounts by occupation as of September 30, 2017		Active accounts by regions as of September 30, 2017				
Occupation	Percentage (%)	Region	Male (%)	Female (%)	Corp. (%)	Total (%)
Corporate employee	44.7%	Tokyo Metropolitan District	35.4%	13.9%	0.2%	49.5%
Homemaker	10.2%					
Self-employed worker	8.7%					
Corporate executive	5.4%					
Civil servant	4.7%	Osaka District	12.6%	5.4%	0.1%	18.0%
Professional (e.g. Doctor)	2.0%	Nagoya District	8.5%	3.2%	0.0%	11.7%
Others	24.0%	Others	15.3%	5.4%	0.1%	20.8%
Corporation	0.3%	Total	71.7%	27.9%	0.3%	100.0%
Total	100.0%					

Notes: 1. Active accounts are the accounts with balance or the accounts which have traded more than once (including withdrawal) in the past 1 year  
 2. Number of active comprehensive brokerage accounts excludes FX-only accounts

# Market and Transaction Data (8) Japan Segment - Monex, Inc. (Capital Adequacy Ratio)



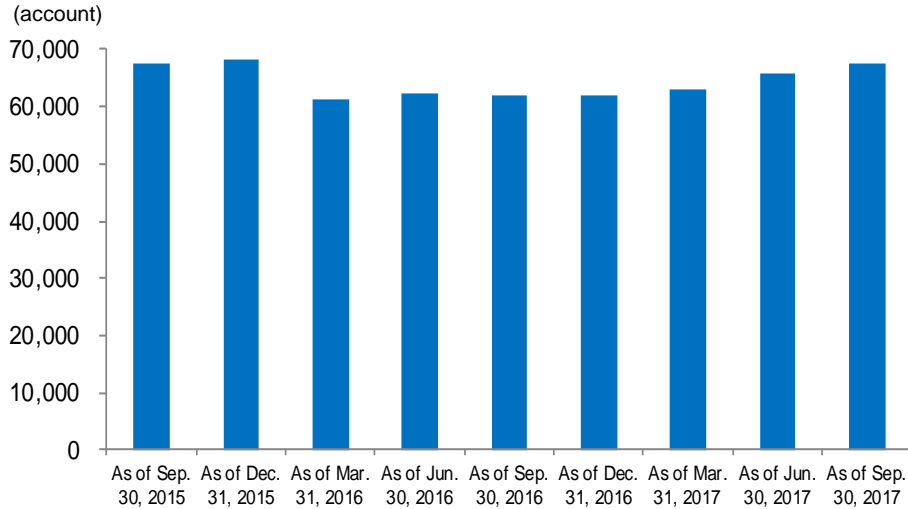
	FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
	2Q End	3Q End	4Q End	1Q End	2Q End	3Q End	4Q End	1Q End	2Q End
Non-fixed capital (JPY million)	42,664	37,127	35,453	33,321	31,010	30,035	29,664	30,159	30,688
Risk asset amount (JPY million)	10,649	11,039	10,571	10,006	9,415	9,850	9,959	9,962	9,735
Capital adequacy ratio	400.6%	336.3%	335.3%	332.9%	329.3%	304.9	297.8	302.7	315.2

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

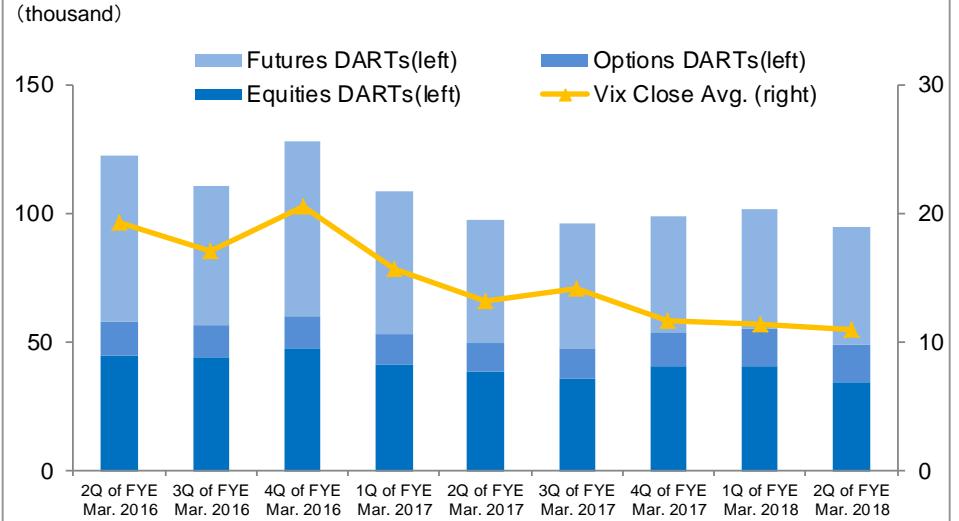


# Market and Transaction Data (9) U.S. Segment – TradeStation Group

## ◆ Numbers of active accounts



## ◆ DARTs and VIX(\*)



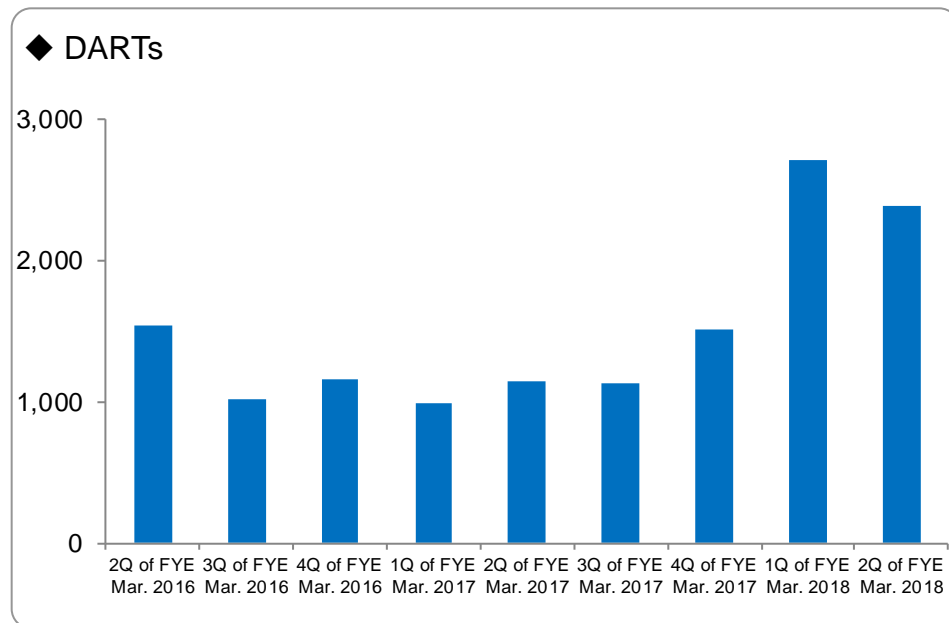
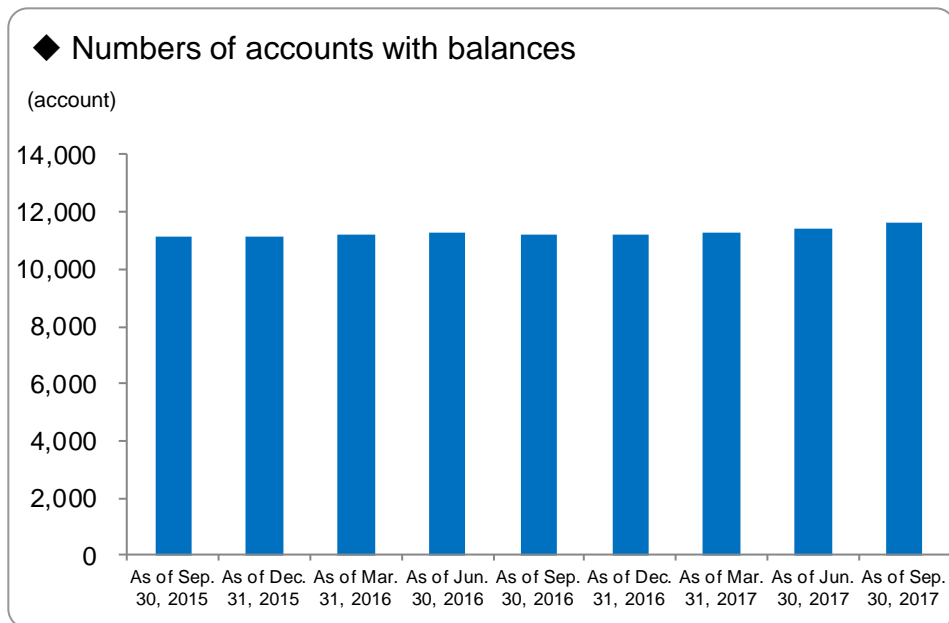
\* VIX: Index indicating how the market views volatility for the next 30 days

		FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Active accounts (end of each quarter)		67,419	68,149	61,348	62,185	61,815	61,886	63,024	65,728	67,353
DARTs	Equities	44,842	44,446	47,887	41,374	38,322	35,622	40,618	41,000	34,269
	Options	12,878	12,477	12,069	11,472	11,139	11,751	13,061	13,977	14,797
	Futures	64,829	53,416	67,928	55,971	47,780	48,865	45,158	46,440	45,358
VIX	VIX Close Average	19.31	17.03	20.49	15.68	13.23	14.10	11.69	11.43	10.94

Note: The numbers of active accounts decreased in 4Q of FYE Mar. 2016 mainly due to the transfer of the FX accounts in Mar. 2016



# Market and Transaction Data (10) Asia-Pacific Segment- Monex Boom Securities



	FYE Mar. 2016			FYE Mar. 2017				FYE Mar. 2018	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Accounts with balances (end of each quarter)	11,159	11,129	11,178	11,261	11,194	11,231	11,246	11,392	11,623
DARTs	1,538	1,023	1,166	994	1,152	1,133	1,518	2,710	2,387

1. Market & Transaction Data
- 2. Financial Data**

We have adopted IFRSs since FYE March 2013 to improve the international comparability of financial information, while we engage in business activities with a focus of 3 major locations (Japan, the U.S. and AP(\*) with a view to creating a global online financial group

## ■ Consolidated financial statements for 2Q FYE March 2018

### Differences between IFRSs and JGAAP

- Difference in goodwill amortization: JPY 596 million in profit

Goodwill is not amortized under IFRSs

Annual impairment test is required in principle

- Difference in financial instruments transactions reserve: JPY -44 million in profit

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

(\*) Asia-Pacific

# Consolidated financial results

(JPY million)

	2Q FYE Mar. 2017	2Q FYE Mar. 2018	Variance	Change
Commission received	12,903	13,819	916	7.1%
Net trading income	2,385	1,807	-578	-24.2%
Financial income	6,362	8,703	2,341	36.8%
Other operating income	401	279	-122	-30.4%
Total operating revenue	22,051	24,608	2,557	11.6%
Other financial income	643	275	-368	-57.2%
Other income	696	92	-604	-86.8%
Equity in profits of equity method investments	-	133	133	-
Total revenue	23,390	25,108	1,718	7.3%
Financial expenses	1,950	2,152	201	10.3%
Selling, general and administrative expenses (*)	19,973	19,356	-617	-3.1%
Other financial expenses	987	373	-614	-62.2%
Other expenses	325	218	-107	-32.9%
Equity in losses of equity method investments	46	-	-46	-
Total expenses	23,281	22,099	-1,182	-5.1%
Quarterly profit before income taxes	109	3,009	2,900	2665.4%
Income tax expense	279	1,074	796	285.5%
Quarterly profit	-170	1,935	2,105	-
Quarterly profit attributable to owners of the Company	-102	2,014	2,117	-

(\*) SG&A includes amortization expenses for the identified intangible assets acquired through the business combination



# Consolidated financial results (Reclassified)

Reclassified consolidated statement of income

(JPY million)

	2Q FYE Mar. 2017	2Q FYE Mar. 2018	Variance	Change
Brokerage commissions	9,974	10,465	490	4.9%
Stocks and ETFs	6,928	7,441	513	7.4%
Options and Futures	3,047	3,024	-23	-0.7%
Underwriting and distribution commissions	56	126	70	123.4%
Subscription and distribution commissions	221	166	-56	-25.1%
Other commissions	2,651	3,062	411	15.5%
Margin forex trades commissions (OTC)	60	42	-18	-29.8%
Margin transaction management fee / transfer fee	192	181	-10	-5.3%
Mutual funds agency commissions	751	822	72	9.5%
Others	1,649	2,016	368	22.3%
Net trading income	2,385	1,807	-578	-24.2%
Financial income	6,362	8,703	2,341	36.8%
Other operating income	401	279	-122	-30.4%
<b>Total operating revenue</b>	<b>22,051</b>	<b>24,608</b>	<b>2,557</b>	<b>11.6%</b>
Financial expenses	1,950	2,152	201	10.3%
<b>Total operating revenue after deducting financial expenses</b>	<b>20,100</b>	<b>22,456</b>	<b>2,356</b>	<b>11.7%</b>
Selling, general and administrative expenses	19,973	19,356	-617	-3.1%
<b>The amount equivalent to operating income</b>	<b>127</b>	<b>3,100</b>	<b>2,972</b>	<b>2333.9%</b>
Other income	1,339	500	-839	-62.6%
Other expenses	1,357	591	-767	-56.5%
<b>Quarterly profit before income taxes</b>	<b>109</b>	<b>3,009</b>	<b>2,900</b>	<b>2665.4%</b>
Income taxes	279	1,074	796	285.5%
<b>Quarterly profit</b>	<b>-170</b>	<b>1,935</b>	<b>2,105</b>	<b>-</b>
<b>Quarterly profit attributable to owners of the Company</b>	<b>-102</b>	<b>2,014</b>	<b>2,117</b>	<b>-</b>

# Consolidated financial results (SG&A)

The details of SG&A in consolidated statement of income

(JPY million)

	2Q FYE Mar. 2017	2Q FYE Mar. 2018	Variance	Change
Transaction-related expenses	5,467	5,765	298	5.5%
Commissions paid	2,068	1,943	-126	-6.1%
Exchange and association dues	426	441	15	3.4%
Communication, freight and information expenses	1,659	1,897	238	14.3%
Advertising expenses	1,249	1,367	118	9.5%
Others	63	117	53	84.1%
Compensation and benefits	5,288	5,186	-101	-1.9%
Rental and maintenance	1,344	1,752	409	30.4%
Rental expenses	442	399	-43	-9.7%
Maintenance expenses	902	1,353	452	50.1%
Data processing and office supplies	2,970	1,365	-1,606	-54.1%
Data processing	2,942	1,324	-1,618	-55.0%
Office supplies	29	40	12	40.5%
Amortization and depreciation (*)	3,189	4,087	897	28.1%
Taxes other than income taxes	294	294	-0	-0.0%
Other operating expenses	1,421	908	-513	-36.1%
<b>Total selling, general and administrative expenses</b>	<b>19,973</b>	<b>19,356</b>	<b>-617</b>	<b>-3.1%</b>

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



# Quarterly consolidated financial results (Reclassified)

Reclassified consolidated statement of income

(JPY million)

	FYE Mar. 2017				FYE Mar. 2018	
	1Q	2Q	3Q	4Q	1Q	2Q
Brokerage commissions	5,333	4,642	5,210	4,956	5,247	5,217
Stocks and ETFs	3,662	3,266	3,761	3,504	3,736	3,705
Options and Futures	1,671	1,376	1,449	1,452	1,511	1,513
Underwriting and distribution commissions	26	30	44	36	6	120
Subscription and distribution commissions	131	91	94	127	88	77
Other commissions	1,318	1,333	1,414	1,565	1,543	1,519
Margin forex trades commissions (OTC)	33	27	30	26	20	22
Margin transaction management fee / transfer fee	85	106	71	104	84	97
Mutual funds agency commissions	374	376	390	398	403	420
Others	825	823	923	1,036	1,036	980
Net trading income	1,309	1,076	1,061	1,051	883	924
Financial income	3,271	3,090	3,466	4,486	3,951	4,752
Other operating income	237	164	133	137	127	152
Total operating revenue	11,624	10,426	11,422	12,358	11,845	12,763
Financial expenses	990	961	1,003	1,025	1,009	1,143
Total operating revenue after deducting financial expenses	10,635	9,466	10,419	11,333	10,836	11,620
Selling, general and administrative expenses	10,118	9,855	10,040	10,565	9,816	9,540
The amount equivalent to operating income	516	-389	379	768	1,020	2,080
Other income	875	464	1,100	834	526	-26
Other expenses	836	522	794	1,324	751	-160
Quarterly profit before income taxes	556	-447	685	277	795	2,214
Income taxes	323	-44	211	420	386	689
Quarterly profit	233	-403	473	-142	410	1,525
Quarterly profit attributable to owners of the Company	261	-364	503	-103	441	1,573

# Quarterly consolidated financial results (SG&A)

The details of SG&A in consolidated statement of income

(JPY million)

	FYE Mar. 2017				FYE Mar. 2018	
	1Q	2Q	3Q	4Q	1Q	2Q
Transaction-related expenses	2,837	2,630	2,856	2,958	3,000	2,765
Commissions paid	1,087	981	1,012	1,034	981	962
Exchange and association dues	229	197	183	198	215	226
Communication, freight and information expenses	821	838	979	1,037	1,139	758
Advertising expenses	661	589	651	667	611	756
Others	39	25	31	22	53	64
Compensation and benefits	2,571	2,716	2,475	2,631	2,535	2,651
Rental and maintenance	678	666	685	826	879	873
Rental expenses	215	227	234	255	225	174
Maintenance expenses	463	439	451	570	654	699
Data processing and office supplies	1,469	1,502	1,457	1,309	746	619
Data processing	1,452	1,490	1,444	1,294	729	595
Office supplies	17	12	13	15	16	24
Amortization and depreciation	1,580	1,609	1,830	2,075	2,054	2,033
Taxes other than income taxes	163	131	141	218	156	137
Other operating expenses	820	601	596	549	447	461
Total selling, general and administrative expenses	10,118	9,855	10,040	10,565	9,816	9,540

# Quarterly consolidated financial results (Other income and other expenses)

	FYE Mar. 2017				FYE Mar. 2018	
	1Q	2Q	3Q	4Q	1Q	2Q
Other financial income	355	288	1,012	12	336	-60
Gain on sales of investments in securities	-	-	83	73	0	85
Gain on redemption of investment securities	-	-	72	-	-	-
Dividends income	4	6	3	8	10	15
Gain or loss on Financial instruments for risk hedging	-	-	128	-128	44	-
Others	350	282	725	59	282	-160
Other income	520	175	88	822	68	24
Reversal of allowance for loss on cancellation of outsourcing contract	508	-80	80	-	-	-
Gain on sales of investments in associates	-	247	-	-	-	-
Compensation income	-	-	-	810	62	1
Others	12	8	7	12	6	23
Equity in profits or losses of equity method investments	-	-	-	-	123	10
<b>Total of other income</b>	<b>875</b>	<b>464</b>	<b>1,100</b>	<b>834</b>	<b>526</b>	<b>-26</b>
Other financial expenses	569	418	522	146	583	-210
Gain or loss on Financial instruments for risk hedging	227	-28	-198	80	-	-
Loss on valuation of investments in securities	-	171	-	-	-	-
Impairment loss of financial assets	-	-	-	-	299	-7
Others	342	276	720	67	283	-203
Other expenses	253	72	243	1,154	168	50
Loss on disposal on fixed assets	44	3	33	22	0	6
Loss on business restructuring	145	-	-	-	-	-
Loss on cancellation of outsourcing contract*	-	70	-	-	-	-
System migration expenses	-	-	130	1,017	-	-
Head office transfer cost	-	-	-	-	131	-
Others	64	-1	79	115	37	45
Equity in losses of equity method investments	14	31	29	23	-	-
<b>Total of other expenses</b>	<b>836</b>	<b>522</b>	<b>794</b>	<b>1,324</b>	<b>751</b>	<b>-160</b>

(\* ) Loss on cancellation of outsourcing contract includes Provision of allowance for loss on cancellation of outsourcing contract



# Quarterly financial results by segment (Reclassified)

Reclassified statement of income

(JPY million)

	FYE Mar. 2017												FYE Mar. 2018					
	1Q			2Q			3Q			4Q			1Q			2Q		
	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP
Brokerage commissions	3,274	2,012	74	2,890	1,692	86	3,349	1,810	83	3,034	1,857	105	3,263	1,903	139	3,289	1,840	131
Stocks and ETFs	3,138	477	74	2,788	418	86	3,256	453	83	2,942	496	105	3,180	474	139	3,213	403	131
Options and Futures	136	1,534	-	102	1,274	-	92	1,357	-	91	1,361	-	82	1,429	-	76	1,437	-
Underwriting & distribution com.	26	-	-	30	-	-	44	-	-	36	-	-	6	-	-	120	-	-
Subscription & distribution com.	131	-	-	91	-	-	94	-	-	127	-	-	88	-	-	77	-	-
Other commissions	522	796	0	537	796	0	527	887	0	555	1,009	0	538	1,005	0	571	948	1
Margin forex trades com. – OTC	33	-	-	27	-	-	30	-	-	26	-	-	20	-	-	22	-	-
Margin transaction management fee / transfer fee	85	-	-	106	-	-	71	-	-	104	-	-	84	-	-	97	-	-
Mutual funds agency com.	374	-	-	376	-	-	390	-	-	398	-	-	403	-	-	420	-	-
Others	30	796	0	27	796	0	36	887	0	26	1,009	0	30	1,005	0	32	948	1
Net trading income	1,309	-	-0	1,077	-	-1	1,061	-	-0	1,051	-	-0	883	-	0	924	-	-0
Financial income	1,977	1,276	61	1,759	1,332	54	2,091	1,383	61	2,976	1,501	61	2,332	1,611	61	2,971	1,779	57
Sales	-	22	-	-	750	-	-	251	-	-	68	-	-	11	-	-	11	-
Other operating income	89	383	33	51	297	33	37	264	28	30	298	36	31	258	42	30	279	40
Total operating revenue	7,328	4,488	168	6,435	4,866	172	7,203	4,595	172	7,809	4,734	201	7,141	4,788	242	7,983	4,856	228
Financial expenses	538	494	1	482	534	1	546	527	2	517	560	2	506	556	2	516	680	2
Cost of sales	-	19	-	-	654	-	-	220	-	-	60	-	-	10	-	-	10	-
Total operating revenue after deducting financial expenses and cost of sales	6,790	3,976	167	5,953	3,677	171	6,658	3,849	170	7,292	4,114	199	6,635	4,223	240	7,467	4,167	226
SG&A (*)	6,068	4,191	167	6,092	3,841	172	6,284	3,797	194	6,607	4,029	198	5,609	4,222	249	5,560	3,984	235
The amount equivalent to operating income	722	-216	-1	-138	-163	-0	374	52	-24	685	85	1	1,026	1	-9	1,907	183	-10
Other income	1,323	-	-	715	-	-	2,221	44	-	1,211	10	-	567	-	13	13	1	11
Other expenses	1,064	197	9	759	19	16	1,881	26	9	1,641	26	39	498	0	304	-107	5	-7
Quarterly profit before income taxes	981	-413	-10	-182	-183	-16	714	70	-33	255	69	-39	1,094	1	-300	2,027	178	9
Income tax expense	336	-15	1	87	-110	-0	264	-42	-3	214	207	1	382	0	3	717	-33	5
Quarterly profit	645	-398	-11	-270	-73	-16	450	112	-30	41	-138	-40	712	1	-303	1,311	211	4
Quarterly profit attributable to owners of the Company	673	-398	-11	-230	-73	-16	480	112	-30	81	-138	-40	744	1	-303	1,359	211	4

(\*) SG&A in U.S. and Asia Pacific segment includes amortization expenses for the identified intangible assets each generated from acquisition of TradeStation and Monex Boom Securities Group



# Quarterly financial results by segment (SG&A)

The details of SG&A in statement of income

(JPY million)

	FYE Mar. 2017												FYE Mar. 2018					
	1Q			2Q			3Q			4Q			1Q			2Q		
	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP
Transaction-related expenses	1,320	1,502	46	1,266	1,336	56	1,378	1,456	57	1,359	1,575	67	1,230	1,733	99	1,364	1,360	89
Commissions paid	293	812	12	286	710	13	304	732	10	347	710	20	306	701	36	329	658	21
Exchange and association dues	187	42	-	161	36	-	170	13	-	176	22	-	191	24	-	189	37	-
Communication, freight and information expenses	462	339	20	433	383	22	445	508	25	440	571	26	414	695	30	391	348	20
Advertising expenses	339	309	13	362	207	20	430	202	20	375	272	20	292	289	30	422	289	46
Others	38	0	0	23	0	2	30	0	1	22	0	0	27	24	3	34	27	3
Compensation and benefits	1,002	1,500	69	1,107	1,543	66	1,042	1,362	71	1,055	1,507	70	961	1,491	83	995	1,569	87
Rental and maintenance	773	117	13	727	123	12	739	101	14	902	108	18	832	227	16	779	259	17
Rental expenses	106	97	11	107	109	11	137	85	12	149	90	16	124	85	15	64	94	15
Maintenance expenses	666	19	1	620	13	1	602	16	2	753	17	2	708	142	1	715	165	2
Data processing and office supplies	1,454	0	15	1,489	0	12	1,434	0	23	1,300	0	8	727	6	13	606	7	6
Data processing	1,437	0	14	1,478	0	12	1,421	0	22	1,286	0	8	717	-	13	589	-	6
Office supplies	17	-	0	11	-	0	13	-	1	14	-	1	10	6	1	17	7	1
Amortization and depreciation	1,091	470	19	1,135	456	18	1,310	500	20	1,541	513	21	1,535	500	21	1,509	504	21
Taxes other than income taxes	153	9	-	122	9	-	129	12	-	226	-9	-	147	10	-	128	9	-
Other operating expenses	275	593	6	246	374	7	253	366	9	223	335	15	178	256	16	179	277	16
Total selling, general and administrative expenses	6,068	4,191	167	6,092	3,841	172	6,284	3,797	194	6,607	4,029	198	5,609	4,222	249	5,560	3,984	235

# Quarterly financial results by segment (Other income and other expenses)



(JPY million)

	FYE Mar. 2017												FYE Mar. 2018					
	1Q			2Q			3Q			4Q			1Q			2Q		
	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP	JPN	U.S.	AP
Gain or loss on Financial instruments for risk hedging	-215	-12	-	45	-17	-	296	30	-	-218	10	-	44	-	-	-	-	-
Gain on sales of investments in securities	-	-	-	-	-	-	83	-	-	73	-	-	0	-	-	85	-	-
Gain on redemption of investment securities	-	-	-	-	-	-	72	-	-	-	-	-	-	-	-	-	-	-
Gain on sales of investments in associates	-	-	-	247	-	-	-	43	-	-	-	-	-	-	-	-	-	-
Reversal of allowance for loss on cancellation of outsourcing contract	508	-	-	-80	-	-	80	-	-	-	-	-	-	-	-	-	-	-
Compensation income	-	-	-	-	-	-	-	-	-	810	-	-	62	-	-	1	0	-
Loss on disposal on fixed assets	-22	-25	-	-	-3	-	-	-33	-	-2	-20	-	-	-0	-	-	-6	-
Loss on business restructuring	-	-145	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loss on cancellation of outsourcing contract	-	-	-	-70	-	-	-	-	-	-	-	-	-	-	-	-	-	-
System migration expenses	-	-	-	-	-	-	-130	-	-	-1,017	-	-	-	-	-	-	-	-
Equity in profits or losses of equity method investments	-7	-	-7	-15	-	-16	-16	-	-14	-14	-	-9	116	-	7	1	-	9
Interest on loans payable from subsidiaries and associates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loss on valuation of investments in securities	-	-	-	-171	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Impairment loss of financial assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-299	-	-	7
Head office transfer cost	-	-	-	-	-	-	-	-	-	-	-	-	-131	-	-	-	-	-
Others	-5	-16	-2	1	-	-	-46	-22	4	-61	-7	-30	-22	-0	2	34	1	2
Other income and other expenses (Net)	259	-197	-9	-44	-19	-16	340	17	-9	-430	-16	-39	68	-0	-291	120	-4	18



# U.S. Segment :Quarterly financial results (Reclassified) (in USD)



Reclassified statement of income

(USD thousand)

	FYE Mar. 2017				FYE Mar. 2018	
	1Q	2Q	3Q	4Q	1Q	2Q
Brokerage commissions	18,589	16,453	16,193	16,573	17,067	16,579
Stocks and ETFs	4,412	4,058	4,059	4,442	4,255	3,635
Options and Futures	14,177	12,395	12,134	12,130	12,813	12,944
Other commissions	7,352	7,704	7,968	9,054	9,014	8,539
Financial income	11,793	12,886	12,411	13,441	14,446	16,025
Sales	200	7,102	2,204	530	99	100
Other operating income	3,538	2,897	2,339	2,655	2,313	2,511
<b>Total operating revenue</b>	<b>41,473</b>	<b>47,042</b>	<b>41,115</b>	<b>42,253</b>	<b>42,939</b>	<b>43,754</b>
Financial expenses	4,563	5,166	4,721	5,009	4,982	6,120
Cost of sales	174	6,197	1,927	467	86	87
<b>Total operating revenue after deducting financial expenses</b>	<b>36,736</b>	<b>35,679</b>	<b>34,468</b>	<b>36,778</b>	<b>37,870</b>	<b>37,547</b>
Selling, general and administrative expenses (*)	38,728	37,273	33,918	35,966	37,859	35,906
<b>The amount equivalent to operating income</b>	<b>-1,993</b>	<b>-1,594</b>	<b>550</b>	<b>812</b>	<b>11</b>	<b>1,641</b>
Other income	-	-	411	95	-	9
Other expenses	1,822	228	211	224	4	47
<b>Quarterly profit before income taxes</b>	<b>-3,815</b>	<b>-1,822</b>	<b>749</b>	<b>683</b>	<b>7</b>	<b>1,603</b>
Income taxes	-136	-1,046	-372	1,922	2	-294
<b>Quarterly profit</b>	<b>-3,679</b>	<b>-776</b>	<b>1,121</b>	<b>-1,239</b>	<b>5</b>	<b>1,897</b>
<b>Quarterly profit attributable to owners of the Company</b>	<b>-3,679</b>	<b>-776</b>	<b>1,121</b>	<b>-1,239</b>	<b>5</b>	<b>1,897</b>

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



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

The details of SG&amp;A in statement of income

(USD thousand)

	FYE Mar. 2017				FYE Mar. 2018	
	1Q	2Q	3Q	4Q	1Q	2Q
Transaction-related expenses	13,875	12,974	13,046	14,094	15,538	12,259
Commissions paid	7,502	6,902	6,547	6,324	6,283	5,934
Exchange and association dues	386	350	111	196	219	335
Communication, freight and information expenses	3,132	3,696	4,601	5,136	6,235	3,141
Advertising expenses	2,853	2,026	1,786	2,437	2,589	2,602
Others	1	1	1	0	213	246
Compensation and benefits	13,862	14,935	12,139	13,451	13,370	14,134
Rental and maintenance	1,077	1,186	898	959	2,035	2,334
Rental expenses	899	1,055	756	804	764	851
Maintenance expenses	178	131	142	155	1,272	1,484
Data processing and office supplies	2	2	1	2	50	62
Data processing	2	2	1	2	-	-
Office supplies	-	-	-	-	50	62
Amortization and depreciation (*)	4,342	4,418	4,490	4,588	4,486	4,539
Taxes other than income taxes	88	86	109	- 82	88	80
Other operating expenses	5,483	3,673	3,235	2,955	2,292	2,498
Total selling, general and administrative expenses	38,728	37,273	33,918	35,966	37,859	35,906

(\*) Amortization and depreciation includes amortization expenses for the identified intangible assets generated from acquisition of TradeStation

# Financial results by consolidated and segment



(JPY million)

	FYE Mar. 2016				FYE Mar. 2017				Variance			
	Cons. *	JPN	U.S.	AP	Cons.	JPN	U.S.	AP	Cons.	JPN	U.S.	AP
Commission received	32,152	19,430	12,405	452	26,349	15,267	10,858	347	-5,803	-4,163	-1,548	-105
Net trading income	6,671	5,675	996	-0	4,498	4,499	-	-1	-2,173	-1,176	-996	-1
Financial income	14,610	8,860	5,737	231	14,313	8,803	5,493	236	-297	-57	-244	5
Sales	-	-	2,393	-	-	-	1,091	-	-	-	-1,302	-
Other operating income	839	213	1,381	151	671	207	1,242	131	-168	-7	-139	-21
Total operating revenue	54,271	34,178	22,912	835	45,831	28,775	18,684	714	-8,440	-5,403	-4,229	-121
Other financial income	639	2,983	51	-	1,667	3,833	12	-	1,028	850	-39	-
Other income	32	64	-	-	1,606	1,638	43	-	1,574	1,574	43	-
Equity in profits of equity method investments	-	30	-	-	-	-	-	-	-	-30	-	-
Total revenue	54,942	37,255	22,963	835	49,104	34,246	18,738	714	-5,838	-3,009	-4,225	-121
Financial expenses	4,629	2,356	2,268	5	3,979	2,083	2,115	6	-650	-273	-153	2
Cost of sales	-	-	2,102	-	-	-	953	-	-	-	-1,150	-
Selling, general and administrative expenses	41,395	23,320	18,392	759	40,578	25,050	15,858	731	-817	1,730	-2,534	-28
Other financial expenses	843	3,113	343	-	1,655	3,826	-	-	812	713	-343	-
Other expenses	2,906	2,578	383	4	1,722	1,466	269	27	-1,184	-1,112	-113	23
Equity in losses of equity method investments	67	-	-	97	99	52	-	46	31	52	-	-51
Total expenses	49,842	31,367	23,488	865	48,033	32,478	19,195	811	-1,809	1,111	-4,293	-54
Profit before income taxes	5,100	5,887	-525	-30	1,071	1,768	-457	-97	-4,029	-4,119	68	-67
Income tax expense	1,584	2,033	-373	-3	910	902	40	-1	-674	-1,131	413	2
Profit	3,516	3,855	-152	-27	161	867	-497	-96	-3,355	-2,988	-345	-70
Profit attributable to owners of the Company	3,554	3,893	-152	-27	298	1,003	-497	-96	-3,257	-2,890	-345	-70

(\*) Consolidated

# Financial results by consolidated and segment(Reclassified)

(JPY million)

	FYE Mar. 2016				FYE Mar. 2017				Variance			
	Cons.	JPN	U.S.	AP	Cons.	JPN	U.S.	AP	Cons.	JPN	U.S.	AP
Brokerage commissions	25,317	16,032	8,964	450	20,141	12,547	7,371	346	-5,176	-3,485	-1,593	-104
Stocks and ETFs	17,795	15,305	2,169	450	14,193	12,125	1,845	346	-3,602	-3,180	-325	-104
Options and Futures	7,522	727	6,795	-	5,948	422	5,526	-	-1,574	-305	-1,269	-
Underwriting and distribution commissions	153	153	-	-	136	136	-	-	-17	-17	-	-
Subscription and distribution commissions	792	792	-	-	442	442	-	-	-349	-349	-	-
Other commissions	5,890	2,453	3,442	2	5,629	2,142	3,487	1	-261	-311	45	-1
Margin forex trades commissions (OTC)	117	117	-	-	116	116	-	-	-1	-1	-	-
Margin transaction management fee / transfer fee	409	409	-	-	367	367	-	-	-41	-41	-	-
Mutual funds agency commissions	1,737	1,737	-	-	1,539	1,539	-	-	-198	-198	-	-
Others	3,628	190	3,442	2	3,607	120	3,487	1	-20	-71	45	-1
Net trading income	6,671	5,675	996	-0	4,498	4,499	-	-1	-2,173	-1,176	-996	-1
Financial income	14,610	8,860	5,737	231	14,313	8,803	5,493	236	-297	-57	-244	5
Sales	-	-	2,393	-	-	-	1,091	-	-	-	-1,302	-
Other operating income	839	213	1,381	151	671	207	1,242	131	-168	-7	-139	-21
Total operating revenue	54,271	34,178	22,912	835	45,831	28,775	18,684	714	-8,440	-5,403	-4,229	-121
Financial expenses	4,629	2,356	2,268	5	3,979	2,083	2,115	6	-650	-273	-153	2
Cost of sales	-	-	2,102	-	-	-	953	-	-	-	-1,150	-
Total operating revenue after deducting financial expenses	49,642	31,822	18,541	830	41,852	26,692	15,616	707	-7,790	-5,130	-2,926	-123
Selling, general and administrative expenses (*)	41,395	23,320	18,392	759	40,578	25,050	15,858	731	-817	1,730	-2,534	-28
The amount equivalent to operating income	8,247	8,502	150	71	1,274	1,642	-242	-24	-6,972	-6,860	-392	-95
Other income	670	3,076	51	-	3,273	5,471	54	-	2,602	2,394	3	-
Other expenses	3,817	5,691	726	101	3,476	5,345	269	74	-341	-346	-457	-27
Profit before income taxes	5,100	5,887	-525	-30	1,071	1,768	-457	-97	-4,029	-4,119	68	-67
Income taxes	1,584	2,033	-373	-3	910	902	40	-1	-674	-1,131	413	2
Profit	3,516	3,855	-152	-27	161	867	-497	-96	-3,355	-2,988	-345	-70
Profit attributable to owners of the Company	3,554	3,893	-152	-27	298	1,003	-497	-96	-3,257	-2,890	-345	-70

# Financial results by consolidated and segment(SG&A)

(JPY million)

	FYE Mar. 2016				FYE Mar. 2017				Variance			
	Cons.	JPN	U.S.	AP	Cons.	JPN	U.S.	AP	Cons.	JPN	U.S.	AP
Transaction-related expenses	13,862	6,357	7,508	204	11,281	5,323	5,869	226	-2,581	-1,034	-1,640	22
Commissions paid	5,312	1,323	4,083	54	4,114	1,229	2,965	56	-1,198	-94	-1,118	2
Exchange and association dues	1,154	928	226	-	808	694	113	-	-347	-234	-113	-
Communication, freight and information expenses	4,385	2,133	2,164	88	3,675	1,780	1,801	94	-710	-353	-363	6
Advertising expenses	2,848	1,812	1,035	61	2,567	1,506	989	72	-280	-306	-45	11
Others	162	160	1	2	117	113	0	4	-46	-47	-0	2
Compensation and benefits	10,651	4,046	6,296	309	10,393	4,206	5,912	276	-258	160	-384	-33
Rental and maintenance	2,497	2,672	416	57	2,855	3,140	448	56	358	469	32	-1
Rental expenses	805	404	351	50	931	499	382	50	126	95	31	1
Maintenance expenses	1,692	2,268	65	7	1,923	2,641	66	6	232	374	1	-2
Data processing and office supplies	5,935	5,849	1	85	5,737	5,677	1	58	-198	-171	-0	-27
Data processing	5,865	5,781	1	83	5,679	5,623	1	56	-186	-158	-0	-27
Office supplies	70	68	-	2	57	55	-	2	-13	-13	-	0
Amortization and depreciation (*)	4,911	3,032	1,791	89	7,094	5,077	1,939	78	2,183	2,045	148	-11
Taxes other than income taxes	504	472	32	-	652	630	22	-	149	159	-10	-
Other operating expenses	3,035	894	2,348	14	2,566	997	1,668	37	-469	103	-679	22
Total selling, general and administrative expenses	41,395	23,320	18,392	759	40,578	25,050	15,858	731	-817	1,730	-2,534	-28

# Consolidated statement of financial position (1)

## ■ Assets

(JPY million)

	As of Mar. 31, 2017	As of Sep. 30, 2017
Cash and cash equivalents	77,900	90,978
Cash segregated as deposits	552,028	584,732
Trading securities and other	1,697	2,471
Derivative assets	13,443	11,556
Investments in securities	3,611	4,378
Margin transaction assets	147,653	143,866
Loans on margin transactions	138,500	130,511
Cash collateral pledged for securities borrowing on margin transactions	9,154	13,355
Loans secured by securities	34,250	33,333
Cash collateral pledged for securities borrowed	34,250	33,333
Other financial assets	49,049	51,999
Guarantee deposits	30,404	35,127
Accrued income	3,788	4,080
Loans receivable	9,725	11,236
Others	5,132	1,556

	As of Mar. 31, 2017	As of Sep. 30, 2017
Property and equipment	2,062	2,361
Intangible assets	53,751	52,894
Goodwill	17,043	17,131
Identifiable intangible assets	12,624	12,220
Other	24,084	23,543
Equity method investments	363	499
Deferred tax assets	2	-
Other assets	967	1,515
Total assets	936,776	980,582

# Consolidated statement of financial position (2)

## ■ Liabilities

	As of Mar. 31, 2017	As of Sep. 30, 2017
Trading securities and other	-	89
Derivative liabilities	5,828	6,436
Margin transaction liabilities	40,664	47,240
Borrowings on margin transactions	13,113	14,373
Cash received for securities lending on margin transactions	27,551	32,867
Loans payables secured by securities	77,504	71,440
Cash received on debt credit transaction of securities	77,504	71,440
Deposits received	324,672	357,022
Guarantee deposits received	257,753	272,827
Bonds and loans payable	138,133	133,782
Loans payable	120,191	114,362
Bonds payable	17,942	19,420
Other financial liabilities	6,622	4,531
Provisions	166	148
Income taxes payable	389	665
Deferred tax liabilities	2,401	3,019
Other liabilities	958	898
<b>Total liabilities</b>	<b>855,090</b>	<b>898,099</b>

## ■ Equity

(JPY million)

	As of Mar. 31, 2017	As of Sep. 30, 2017
Common stock	10,394	10,394
Additional-paid in capital	40,547	40,519
Treasury stock	-	-942
Retained earnings	20,209	21,531
Accumulated other comprehensive income	10,222	10,746
Valuation difference on available-for-sale financial assets	2,389	2,742
Changes in fair value of hedging items	-419	-387
Foreign currency translation adjustment	8,180	8,408
Share-based Payment	-	-88
Accumulated other comprehensive income for equity method investments	72	71
Equity attributable to owners of the Company	81,372	82,247
Non-controlling interests	315	235
<b>Total equity</b>	<b>81,687</b>	<b>82,482</b>

# Consolidated statement of financial position (3)

## Investments in securities

(JPY million)

	As of Mar. 31, 2017	As of Sep. 30, 2017	measurement method	Description
Investments in securities	3,611	4,378		
Fair Value Through Profit or Loss (Level 1)	-	-	Quoted prices (unadjusted) in active markets for identical assets or liabilities	
Available-for-sale financial assets				
Level 1	922	2,501	Quoted prices (unadjusted) in active markets for identical assets or liabilities	See the details below
Level 2	-	-	Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly	
Level 3	2,689	1,877	Unobservable inputs for the asset or liability	ex. unlisted securities, investment partnership
Held-to-maturity securities	-	-	Securities are measured at amortized cost	

### Details of Available-for-sale Financial Assets Level 1

	As of Mar. 31, 2017	As of Sep. 30, 2017
Stocks listed on the Tokyo Stock Exchange	788	2,358
Others	134	142
Total	922	2,501