

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

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

<Forward-looking Statements>

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



Our Business Principles

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

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

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

To achieve this we are committed to:

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

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Appendix. Group Overview

MONEX's New Beginning

The emergence of new technologies, such as block chain, is radically changing the way people live and how money is handled. Just like the Internet, block chain and other new technologies will revolutionize people's lives around the world and change how capital markets, banks, brokerage companies and other financial intermediaries operate.

Always a step ahead of the "Y" in "MONEY," MONEX was founded with the mission to design and provide innovative approaches to money in a new era. From the start, we were not aiming to ride the Internet wave. Rather, we wanted to utilize the Internet to create new changes of our own that would redefine capital markets and securities firms.

In fact, our presence and our business activities have revolutionized how capital markets and securities companies are managed today.

Right now, just as we did when we were first established, MONEX will not just ride the wave of new technologies like block chain. We will incorporate and utilize these new technologies to take a leading role in triggering an evolution of the world's capital markets.

Our vision is to utilize Blockchain technology in a way that would enable safe, low-cost transactions of a diverse range of financial products and money all over the world. We want it to be managed in a decentralized manner as a public Blockchain and nurtured to provide greater convenience and lower costs to a wide range of economic entities for the good of society. For this reason, we will consider developing our own unique Blockchain and conducting an ICO.

For investors, we will utilize existing block chain and other new technologies to offer individual investors diverse small-lot investment opportunities that until now were open only to institutional investors. We want to make sure that individual investors can reap the benefits of new technology.

For traders, quantitative easing and indexation have significantly reduced volatility and trading opportunities. In a desire to provide an up-to-date trading environment that combines both volatility and volume, we will enter into the cryptocurrency exchange business.

For companies, we want to support brand new start-ups that need funds but are not yet able to raise capital using conventional methods. We will do so by designing and offering services that significantly lower the entry barriers and expand participation in and scope of capital market issues, which will then serve as a bridge to current capital raising methods.

At MONEX, we believe a wave is not something to ride, but something to create.

We will maximize the benefits of new technologies to radically reinvent the investment environment for all individual investors and the operations of all finance-related businesses.

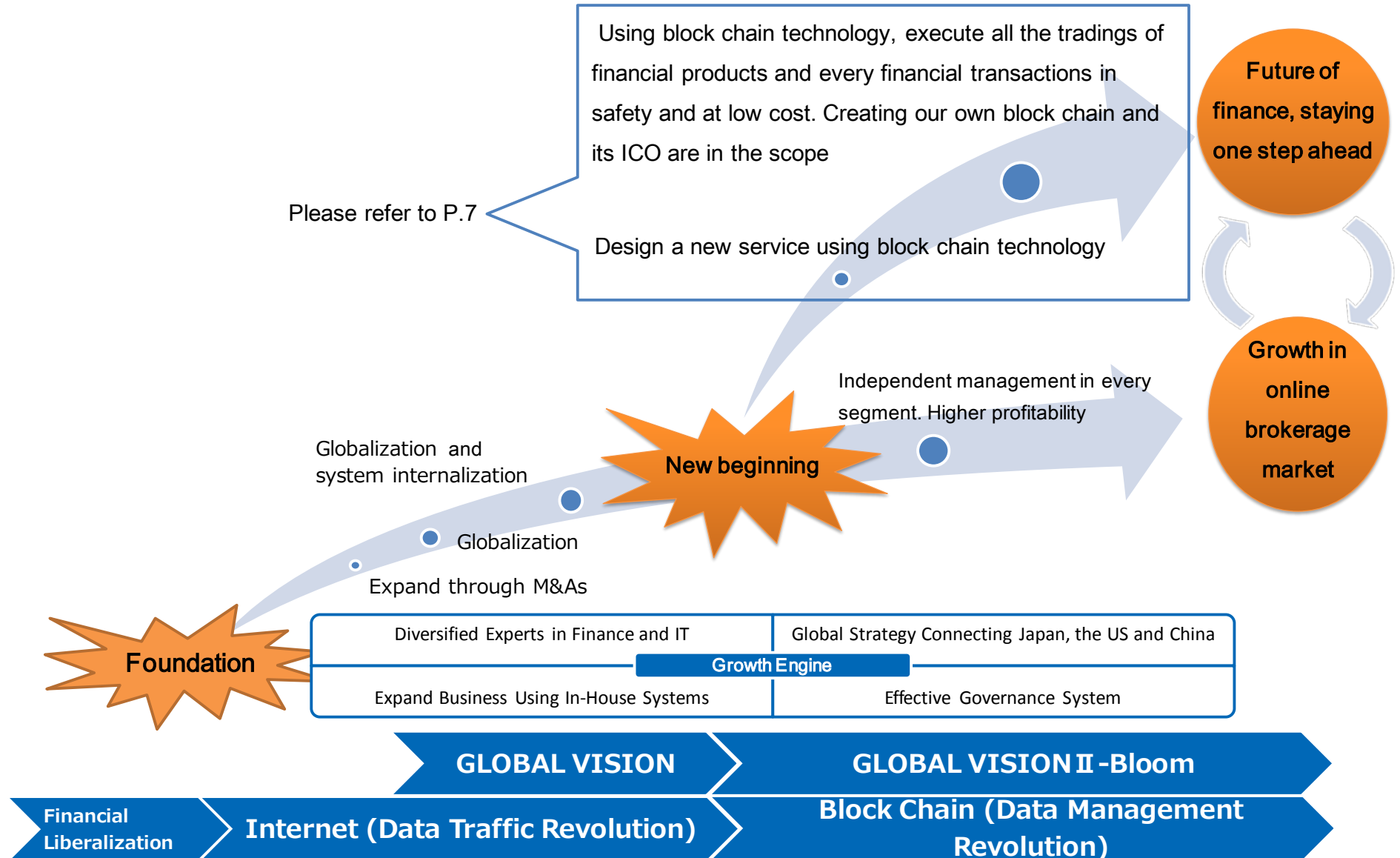
While enhancing traditional financial products and services, MONEX will challenge common practices and conventions to design and provide services that meet the needs of today – an economic society rapidly changing with innovation and technology.

MONEX is embarking on a new beginning.

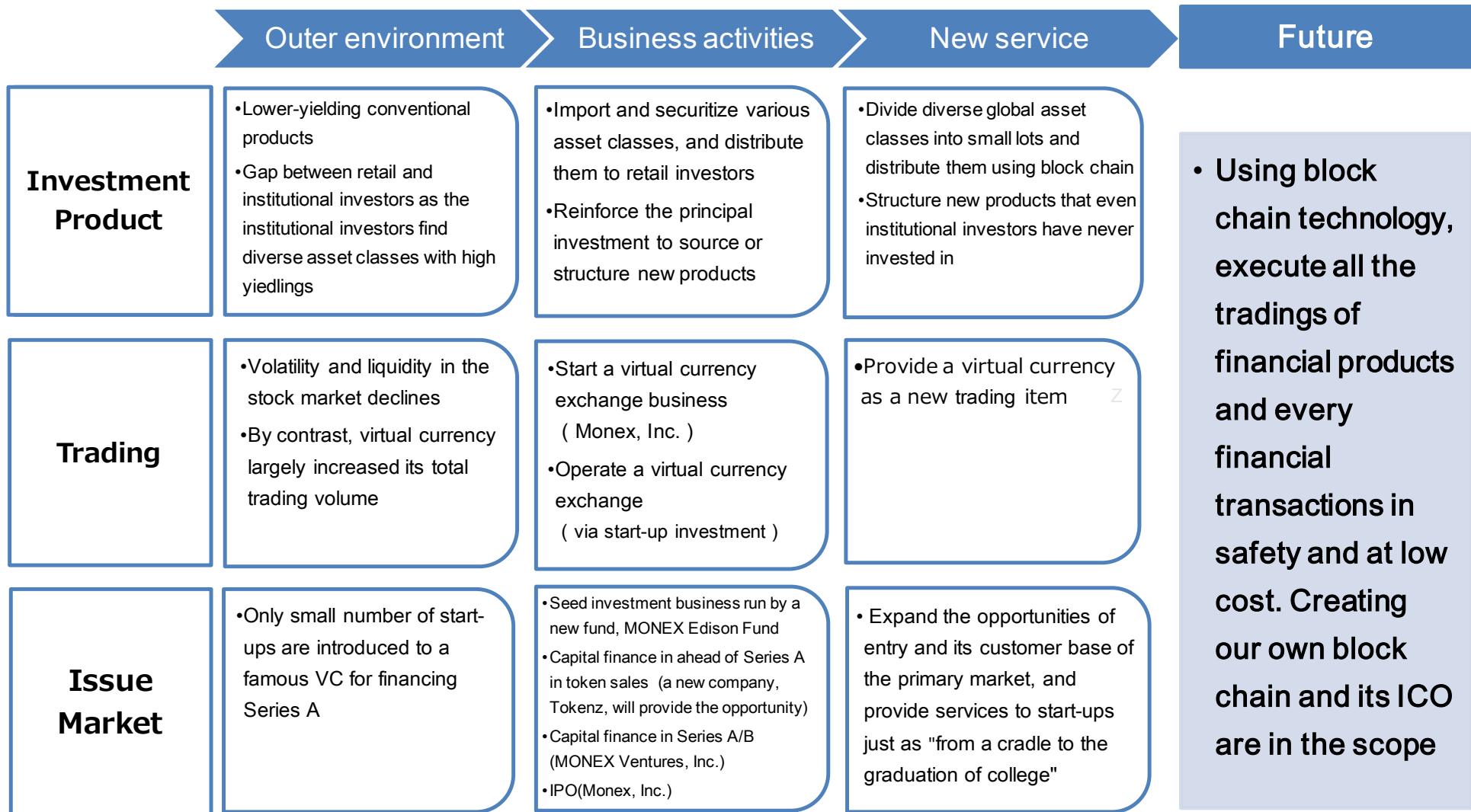
Oki Matsumoto
President & Chief Executive Officer
Monex Group, Inc.



Redefine finance for a new era. Support everyone's investment and economic needs



Strategy Map of "Future of finance, staying one step ahead"



Significantly growing profit in Japan segment from 1Q FYE Mar. 2018 US records consecutive profit in the last four quarters

JP

- Japanese stock trading platform, TradeStation, increased its share of the total trading volume in Monex, Inc.
- Wealth creation services are released in rapid sequence: MSV LIFE providing a wrap service for retail investors, iDeCo, Robo-advisor service called Monex Advisor and Funded NISA
- IPO of our start-up investment destination, Money Forward, Inc., yields JPY 750M total return in 2Q. Monex Ventures, Inc. invested in its early stage and Monex, Inc. acted as a co-book-runner of their IPO. To accelerate our incubation flow, a new Monex Group's fund, MONEX EDISON Investment Limited Partnership, was established
- Contracted a license agreement of our in-house backbone system, GALAXY, with a general brokerage firm. This is our first B2B sales of GALAXY and its profit of JPY 600M will be recorded in 3Q

US

- Customer base is continuing to expand from accelerated growth in account opening and the lower attrition rate since 1Q FYE Mar. 2018
- Growth in stock lending volume and higher interest rates were core drivers of increased net income
- Segment profit* has been achieved for the last four consecutive quarters despite the low volatility environment

Asia-Pacific

- A JV in mainland China recorded segment profit in the last two quarters
- A new online brokerage firm in Australia will be launched in 3Q

*Segment profit (Loss) = Pre-tax profit (Loss). The same hereinafter.

Large increase of profit due to the net return from start-up investment by MONEX Ventures and the lower expenses

JP

Our start-up investment destination, Money Forward, Inc. is listed on the Tokyo Stock Exchange Mothers, and provides JPY 750M of profit. Due to the IPO and the reduction of SG&A expenses, segment profit largely grows from JPY 1.1B to JPY 2.0B

US

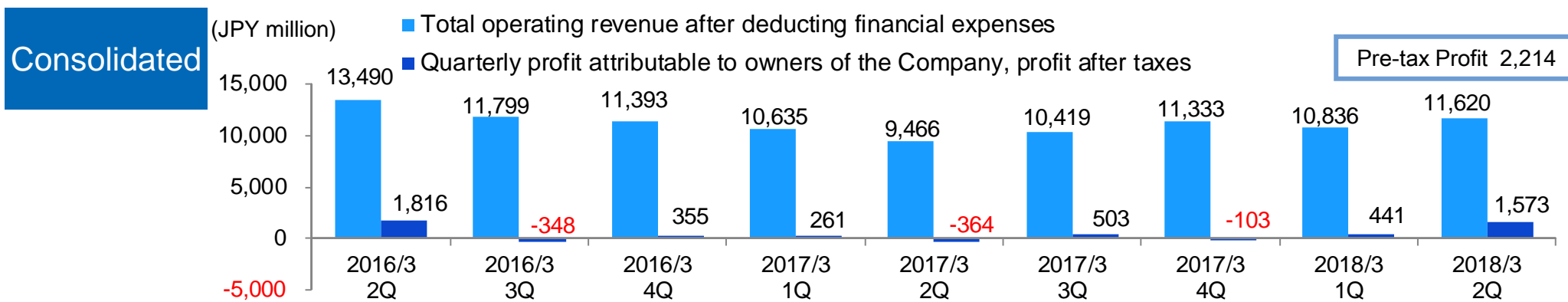
Achieved a large increase in segment profit from JPY 1M to JPY 200M, resulting in the fourth consecutive profitable quarter for the segment. Expenses normalized in 2Q after the one-time cost in 1Q

Asia-Pacific

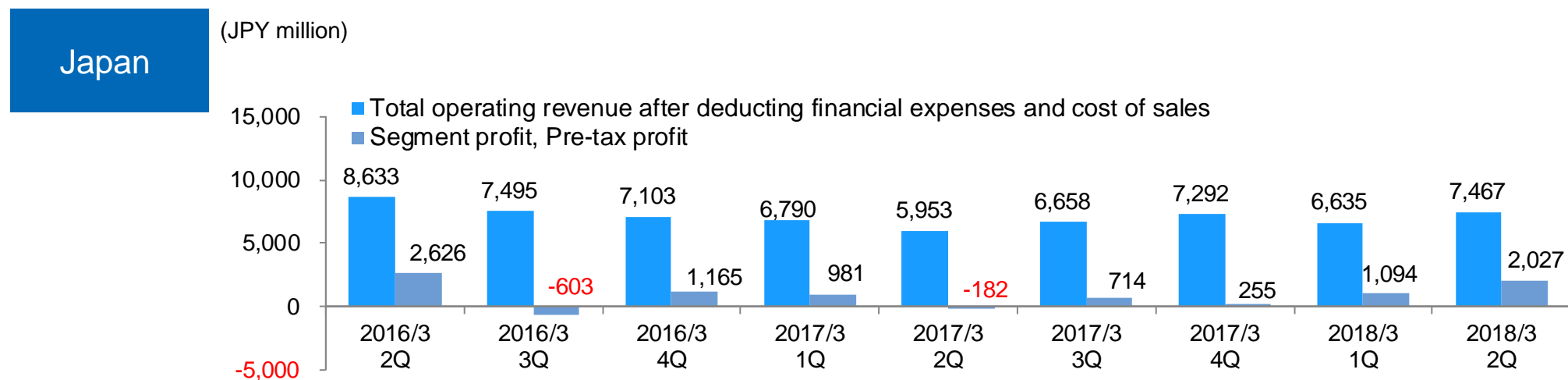
The cost level get back to normal in 2Q and segment profit changed from JPY 300M loss to JPY 9M profit after the provision of JPY 300M* for securities collateral loan in 1Q

*As the transaction of the listed collateral stocks became suspended, the collateral value was set to zero in 1Q. But the likelihood of resuming transactions is increasing even more

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



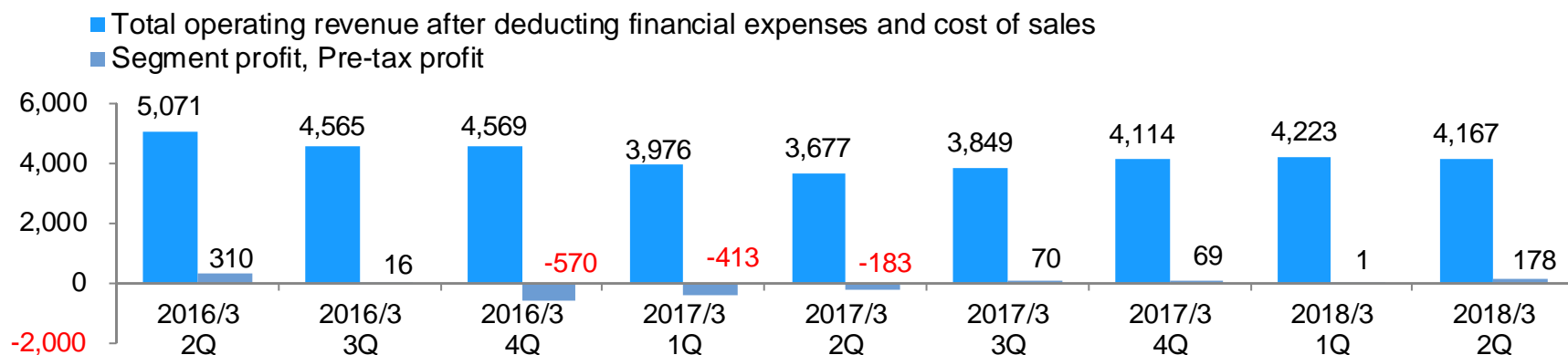
◆ Total operating revenue after deducting financial expenses and cost of sales and segment profit



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

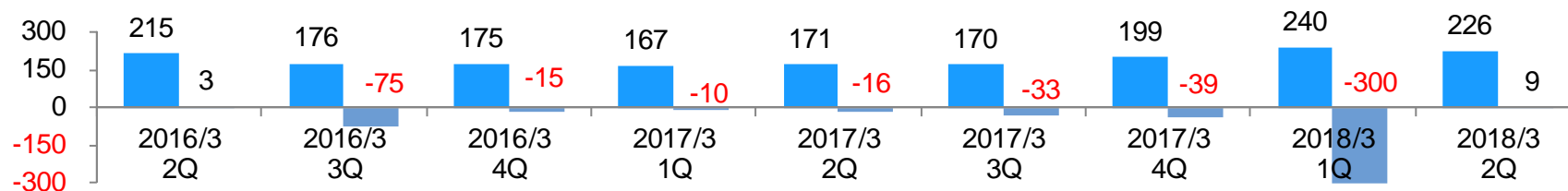
US

(JPY million)



Asia-Pacific

(JPY million)



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Appendix. Group Overview

YoY Comparison (6 months) Consolidated Performance

(JPY million)

	2Q FYE Mar. 2017 (Apr. 2016 - Sep.)	2Q FYE Mar. 2018 (Apr. 2017 - Sep.)	Variance	Change (%)	Reference
Total operating revenue after deducting financial expenses	20,100	22,456	2,356	11.7%	P16: Analysis of Japan segment P18: Analysis of US segment (USD)
SG&A	19,973	19,356	-617	-3.1%	P17: Analysis of Japan segment P19: Analysis of US segment (USD)
The amount equivalent to operating income	127	3,100	2,972	2,333.9%	
Other income / expenses (net)	-19	-91	-72	-	Breakdown in DATA BOOK P20: Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	109	3,009	2,900	2,665.4%	
Quarterly profit attributable to owners of the Company	-102	2,014	2,117	-	

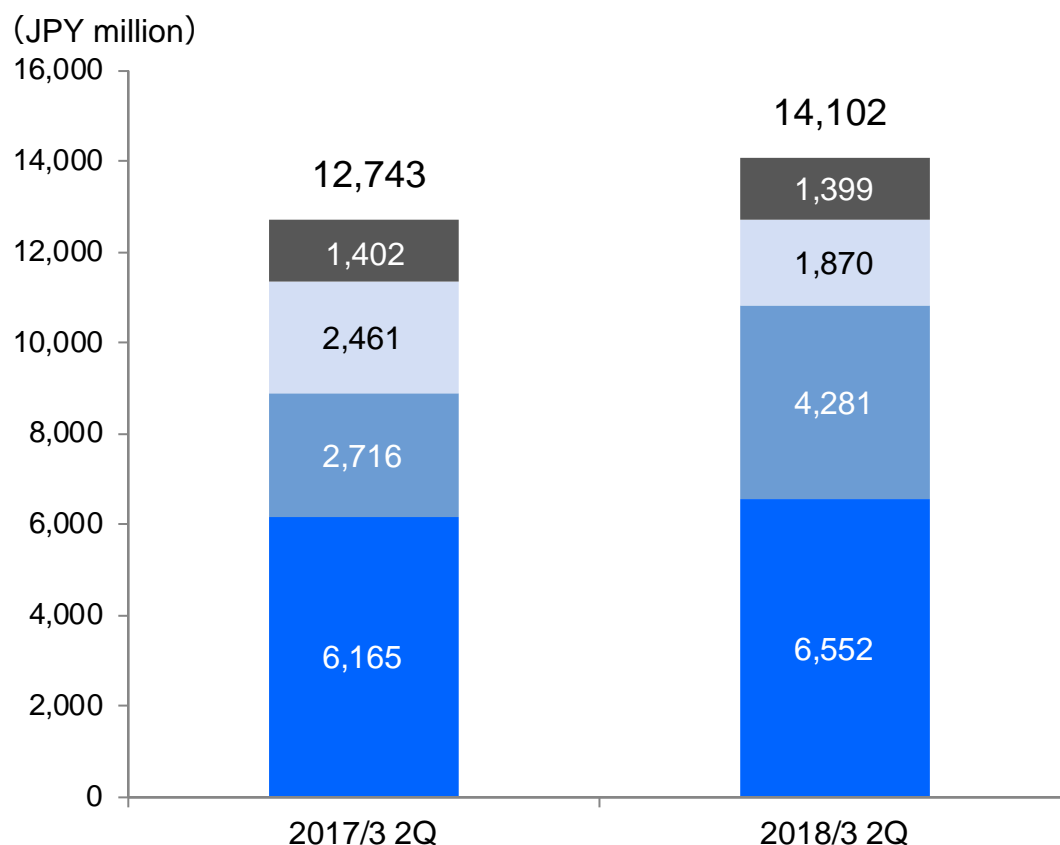
YoY Comparison (6 months) Segment Performance

(JPY million)

	Japan			US			Asia Pacific		
	2017/3 2Q	2018/3 2Q	Change (%)	2017/3 2Q	2018/3 2Q	Change (%)	2017/3 2Q	2018/3 2Q	Change (%)
Total operating revenue after deducting financial expenses and cost of sales	12,743	14,102	10.7%	7,653	8,390	9.6%	338	466	37.7%
SG&A	12,159	11,168	-8.2%	8,032	8,206	2.2%	339	484	42.8%
The amount equivalent to operating income	584	2,933	402.7%	-379	184	-	-1	-18	-
Other income / expenses (net)	216	188	-12.7%	-217	-5	-	-25	-273	-
Quarterly profit before income taxes	799	3,122	290.7%	-596	179	-	-26	-291	-
Quarterly profit attributable to owners of the Company	443	2,103	375.1%	-471	212	-	-27	-299	-
Note	See P17 “total operating revenue after deducting financial expenses and cost of sales” for more details See P18 “SG&A” for more details			See P189“total operating revenue after deducting financial expenses and cost of sales” for more details See P19 “SG&A” for more details USD/JPY decreased by 5%			HKD/JPY decreased by 5%		

Japan : Increased due to higher net financial income and brokerage commissions

■ Total operating revenue after deducting financial expenses and cost of sales
(compared to Apr. 2016 - Sep. 2016)



Total operating revenue after deducting financial expenses and cost of sales

10.7% (+1,359)

* figures in parenthesis is the variance from 2Q FYE Mar.2017 (JPY million)

- Others (-3)
- FX & fixed income (-591)
- Net financial income (+1,565)*
- Brokerage commissions (+387)

*Stock lending net income +757

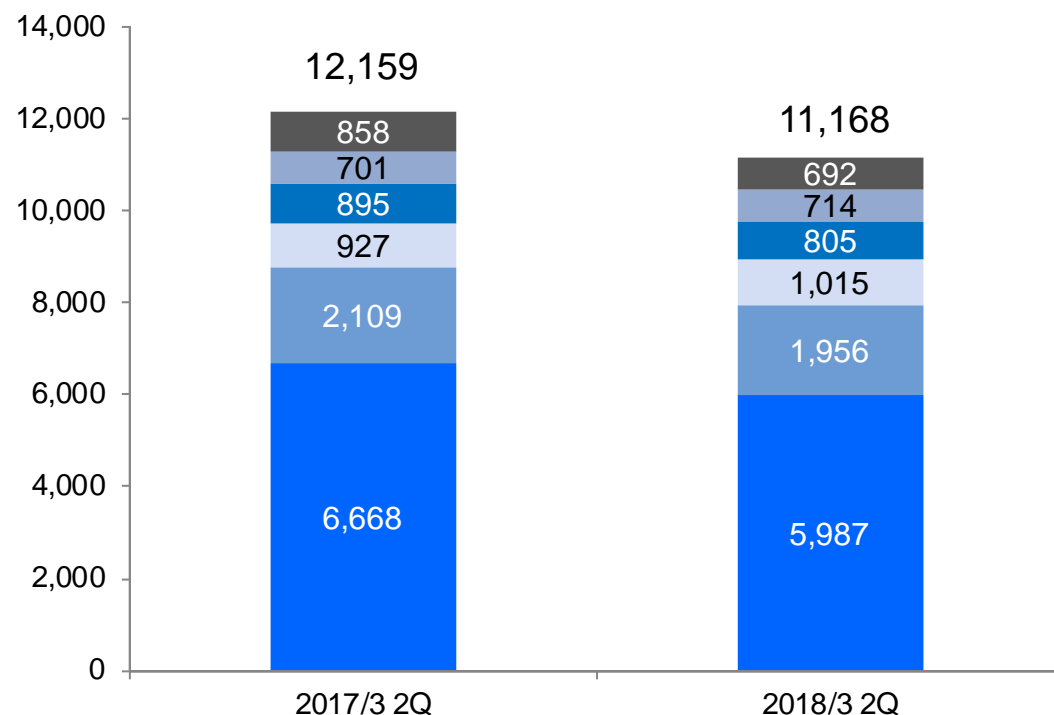
Lending volume and profitability increased because of improved control over managing transactions

Gain on sale of shares in Monex Ventures +659

Japan : System related costs decreased due to a migration to new backbone system

■ SG&A (compared to Apr. 2016 - Sep. 2016)

(JPY million)



SG&A Total -8.2% (-991)

* figures in parenthesis is the variance from 2Q FYE Mar.2017 (JPY million)

- Others (-166)
- Advertising expenses (+13)
- Communication, freight and information expenses (-91)
- Commissions paid, exchange and association dues (+88)
- Compensation and benefits (-153) *1
- System related expenses (-682) *2

*1 # of employees: 364 as of Sep. 2016,
309 as of Sep. 2017

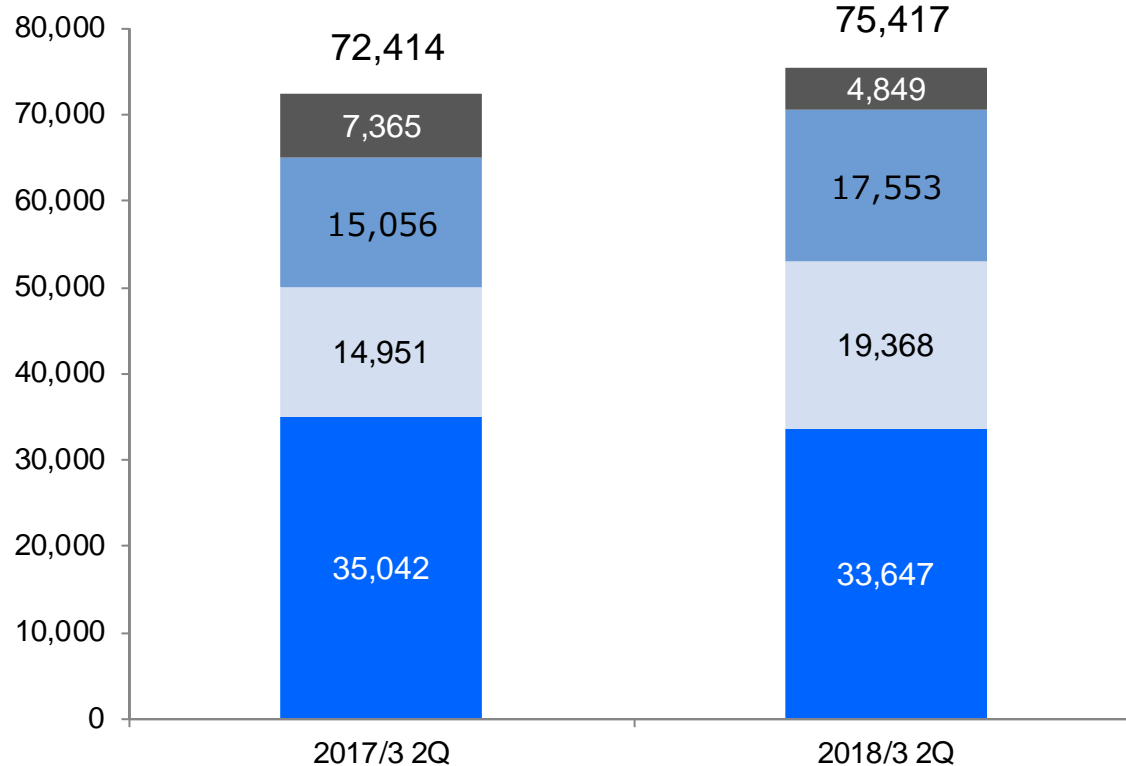
*2 Rental and maintenance: +112
Data processing and office supplies: -1,611
Amortization and depreciation: +817

YoY Comparison (6 months) Analysis : Operating Revenue (USD)

US : Increased net financial income due to increase in customers cash balance and hike in interest rates. Revenue, except for commissions, and options trading volume increased

■ Total operating revenue after deducting financial expenses and cost of sales
(compared to Apr. 2016 - Sep. 2016)

(USD thousand)



Total operating revenue after deducting financial expenses and cost of sales +4.1% (+3,002)

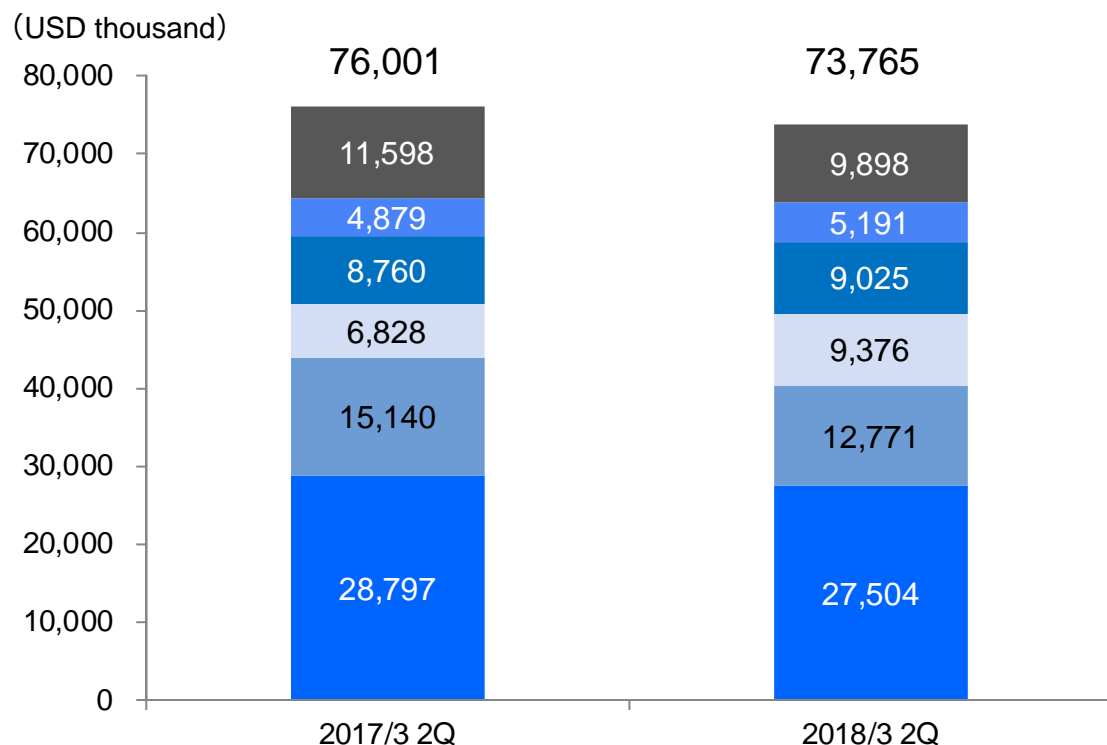
* figures in parenthesis is the variance from 2Q FYE Mar.2017 (USD thousand)

- Others (-2,516)
- Other commissions (+2,497)
- Net financial income (+4,417)
- Brokerage commissions (-1,395)

YoY Comparison (6 months) Analysis : SG&A (USD)

US : SG&A decreased by 7% excluding one-time cost of USD 2.9M in 1Q

■ SG&A (compared to Apr. 2016 - Sep. 2016)



SG&A Total -2.9% (-2,237)

* figures in parenthesis is the variance from 2Q FYE Mar.2017 (USD thousand)

- Others (-1,700)
- Advertising expenses (+312)
- Amortization and depreciation (+265)
- Communication, freight and information expenses (+2,548) *1
- Commissions paid, exchange and association dues (-2,370) *2
- Compensation and benefits (-1,293) *3

*1 Reserved USD 2,900K as allowance for additional possible expenses (one-time cost in 1Q)

*2 Reclassification USD -1,342K

*3 Reclassification USD +1,342K

QoQ Comparison (3 months) Consolidated Performance

(JPY million)

	1Q FYE Mar. 2017 (Apr.- Jun. 2017)	2Q FYE Mar. 2018 (Jul.- Sep. 2017)	Variance	Change (%)	Reference
Total operating revenue after deducting financial expenses	10,836	11,620	784	7.2%	P22: Analysis of Japan segment P24: Analysis of US segment (USD)
SG&A	9,816	9,540	-277	-2.8%	P23: Analysis of Japan segment P25: Analysis of US segment (USD)
The amount equivalent to operating income	1,020	2,080	1,060	104.0%	
Other income / expenses (net)	-224	134	358	-	Breakdown in DATA BOOK P23: Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	795	2,214	1,418	178.3%	
Quarterly profit attributable to owners of the Company	441	1,573	1,132	256.7%	

QoQ Comparison (3 months) Segment Performance

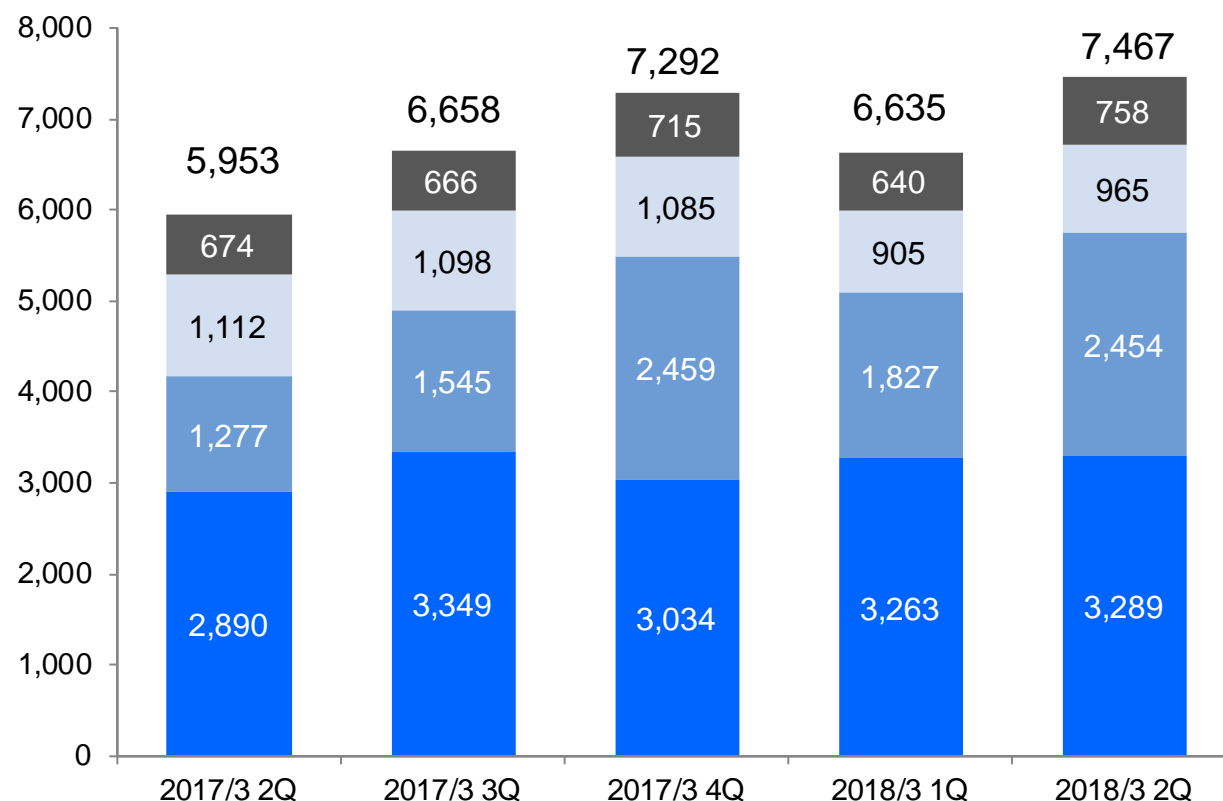
(JPY million)

	Japan			US			Asia Pacific		
	2018/3 1Q	2018/3 2Q	Change (%)	2018/3 1Q	2018/3 2Q	Change (%)	2018/3 1Q	2018/3 2Q	Change (%)
Total operating revenue after deducting financial expenses and cost of sales	6,635	7,467	12.5%	4,223	4,167	-1.3%	240	226	-5.8%
SG&A	5,609	5,560	-0.9%	4,222	3,984	-5.6%	249	235	-5.3%
The amount equivalent to operating income	1,026	1,907	85.9%	1	183	14,601.9%	-9	-10	-
Other income / expenses (net)	68	120	76.6%	-0	-4	-	-291	18	-
Quarterly profit before income taxes	1,094	2,027	85.3%	1	178	22,961.5%	-300	9	-
Quarterly profit attributable to owners of the Company	744	1,359	82.8%	1	211	37,456.4%	-303	4	-
Note	See P22 “total operating revenue after deducting financial expenses and cost of sales” for more details See P23 “SG&A” for more details			See P24 “total operating revenue after deducting financial expenses and cost of sales” for more details See P25 “SG&A” for more details USD/JPY increased by 0.2%			HKD/JPY increased by 0.4%		

Japan : Revenue increased due to the net return from start-up investment by MONEX Ventures

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

(JPY million)



Quarterly total operating revenue after deducting financial expenses and cost of sales +12.5% (+832)

* figures in parenthesis is the variance from previous quarter (JPY million)

- Others (+118) *1
- FX & fixed income (+60)
- Net financial Income (+628) *2
- Brokerage Commissions (+27)

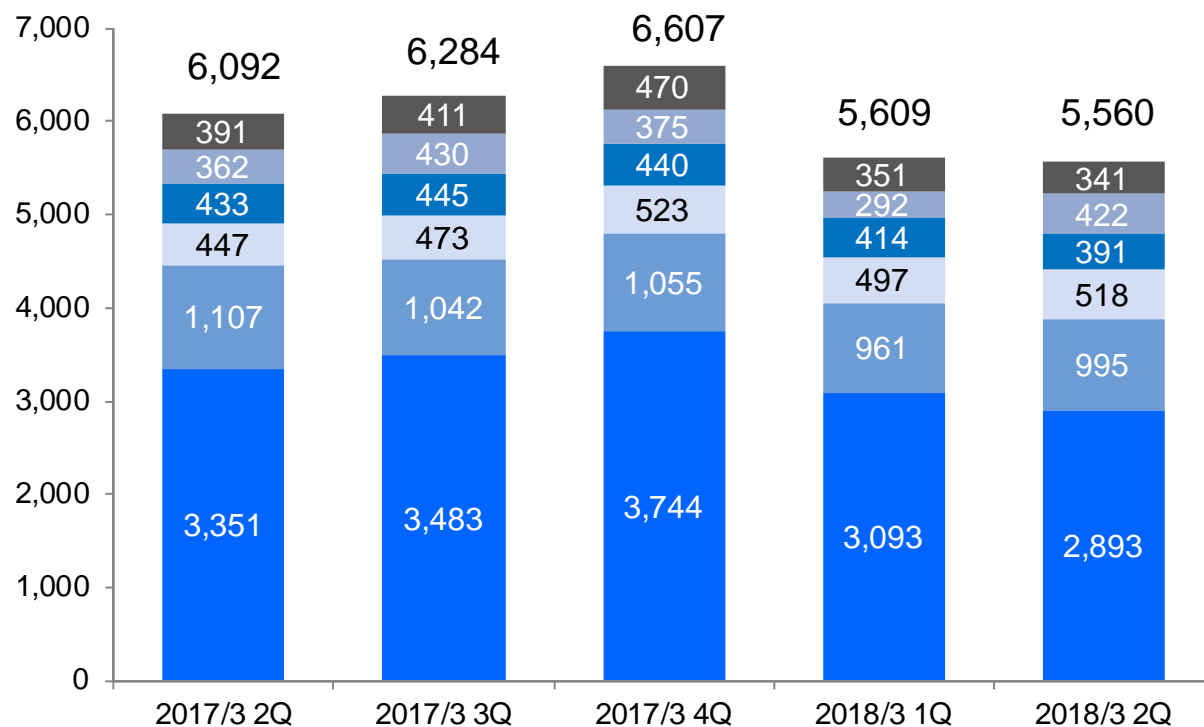
*1 Underwriting commissions of IPO +115

*2 Sales Gain on sale of investment securities by Monex Ventures +659

Japan : Advertising expenses increased to aim for expanding customer base, SG&A decreased through the control of system related expenses

■ Quarterly SG&A

(JPY million)



SG&A Total -0.9% (-49)

* figures in parenthesis is the variance from previous quarter
(JPY million)

- Others (-10)
- Advertising expenses (+129)
- Communication, freight and information expenses (-23)
- Commissions paid, exchange and association dues (+21)
- Compensation and benefits (+34)
- System related expenses (-200) *

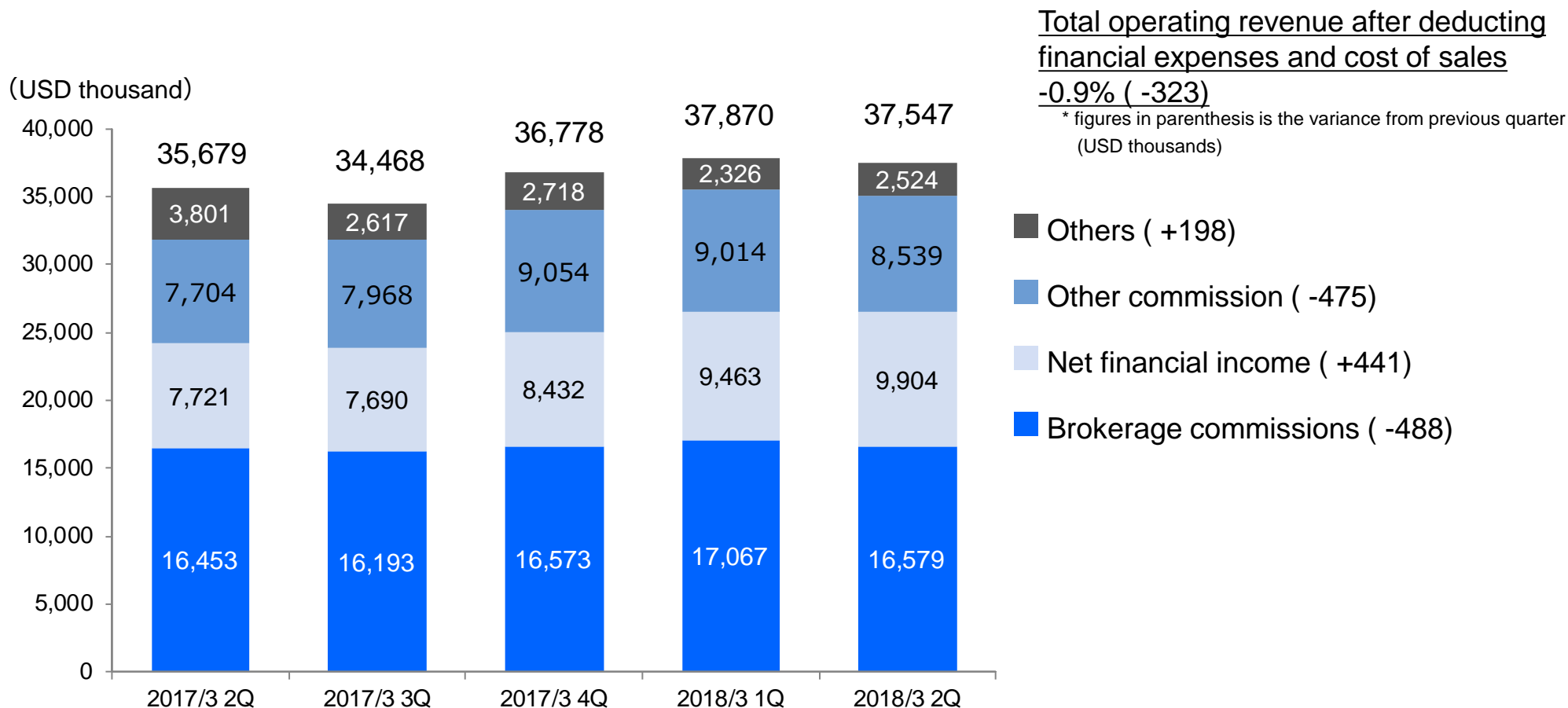
* Rental and maintenance: -53
 -double rent resolved after the office relocation
 Data processing and office supplies: -121
 Amortization and Depreciation: -26



QoQ Comparison (3 months) Analysis : Operating Revenue (USD)

US : Net financial income improved due to the increase in customer cash balance and hike in interest rates. Commissions down

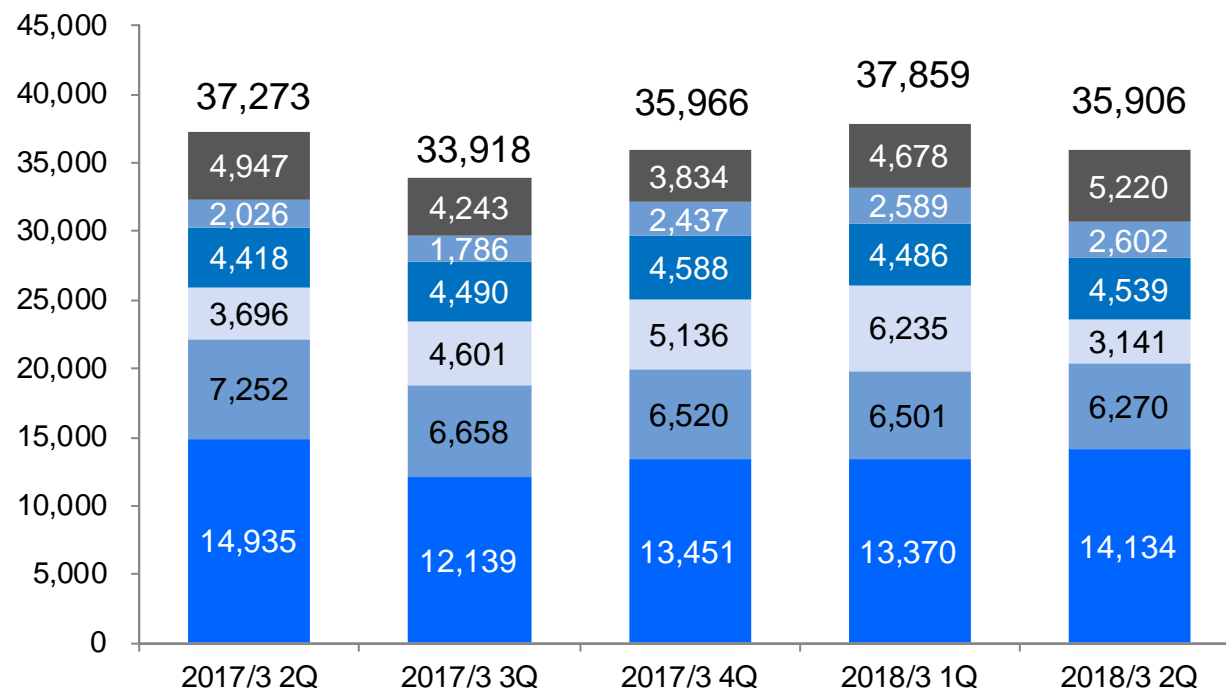
■ Quarterly total operating revenue after deducting financial expenses and cost of sales



US : The level of quarterly expenses get back to normal in 2Q after the one-time cost of 2.9M in 1Q

■ Quarterly SG&A

(USD thousand)



SG&A Total -5.2% (-1,953)

* figures in parenthesis is the variance from previous quarter (USD thousands)

- Others (+543)
- Advertising expenses (+14)
- Amortization and depreciation (+53)
- Communication, freight and information expenses (-3,094)
Including one-time cost in 1Q of USD 2,900K
- Commissions paid, exchange and association dues (-232)
- Compensation and benefits (+764) *

* Increased in bonus as profit grew

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

◆ Summary of consolidated statement of financial position as of September 30, 2017

<u>Assets</u> JPY 980.6B	<u>Liabilities</u> JPY 898.1B
Major assets: Assets related to financial instruments trading business JPY 778.5B	Major liabilities: Liabilities related to financial instruments trading business JPY 888.8B
Others JPY 53.5B	Others JPY 9.3B
Cash and cash equivalents JPY 91.0B	
Non-current assets (*1) JPY 57.6B	Net capital JPY 82.5B

(*1) Non-current assets

Property and equipment	JPY	2.4B
Intangible assets (Goodwill)	JPY	17.1B (*2)
Intangible assets (Identifiable intangible assets)	JPY	12.2B (*3)
Intangible assets (Software and others)	JPY	23.5B
Equity method investments	JPY	0.5B
Available-for-sale investments in securities (Lv.3)	JPY	1.9B

(*2) Goodwill: JPY 17.1B

Japan JPY 7.6B, US JPY 9.1B, China JPY 0.4B

(*3) Identifiable intangible assets: JPY 12.2B

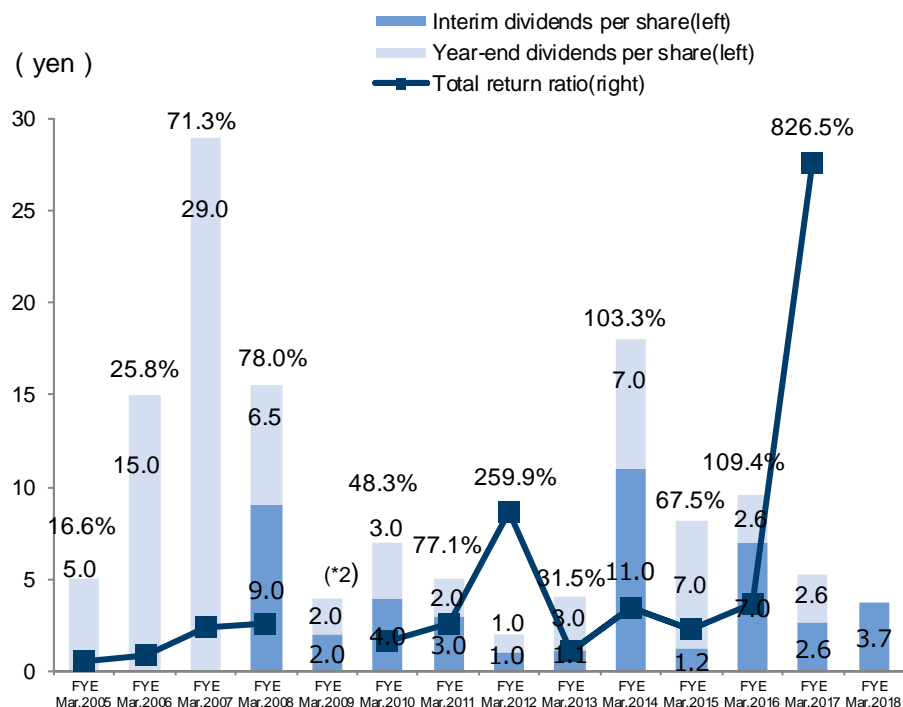
US JPY 11.6B, China JPY 0.6B

◆ The JPY 24.9B difference between Net capital (JPY 82.5B) and Non-current assets (JPY 57.6B) is the source of funds for the following:

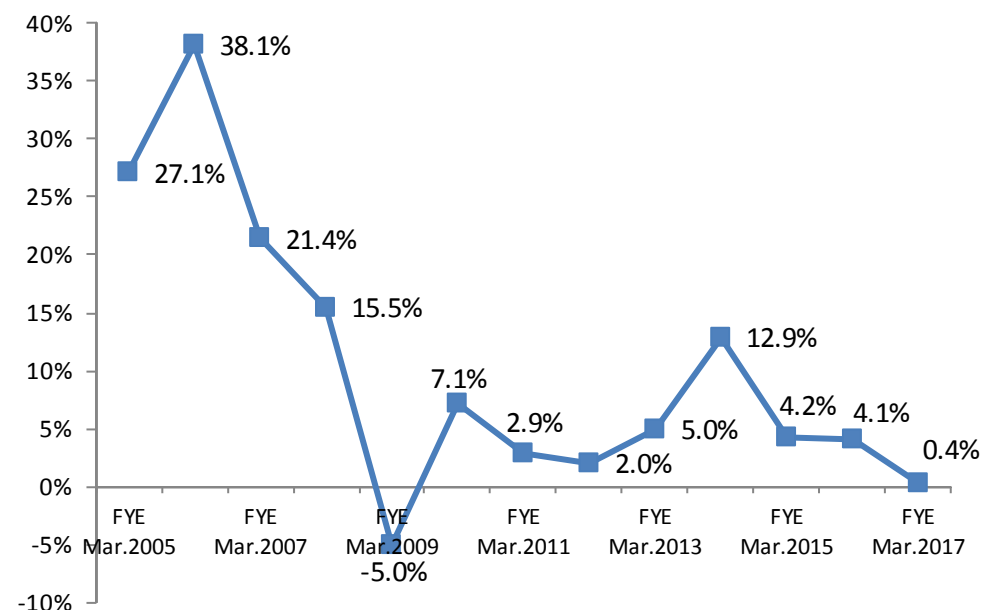
1. To comply with capital adequacy ratio regulations for securities subsidiaries in Japan and overseas
2. Internal reserve for investments in future businesses
3. Shareholders’ return (dividends + share buyback)

Aim to achieve a total return ratio ^(*1) of 75% on a multi-year basis by dividend and share buyback

◆Dividend per share and total return ratio



◆Return on Equity ratio



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

(*2) FYE Mar. 2009 does not have % since the result was negative

(*3) Dividend per share has been adjusted reflecting stock split

(*4) Amount of share buyback : JPY 2.0B in Feb. 2008, 3.1B in Jun. 2011, 5.5B in May 2013, 1.16B in Jul.-Aug. 2015, 1.0B in May-Jun. 2016, 1.0B in May 2017

Preliminary figures of consolidated financial results and dividend forecasts will not be disclosed from this quarter

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Unique products and services to acquire broader customer base

For all traders

GALAXY, in-house backbone system

- In-house system with high flexibility in development that enables quick response to customer needs.
- Reached a license agreement with a general securities firm, as a B2B business

For active traders



Japanese equities trading platform

- High performance tool for active traders. Flat-rate plans at the industry's lowest price level.
- The trading volume share of "TradeStation" in Monex, Inc. reaches about 3%, showing a steady growth

For all traders



Mobile application for US Equities

- First mobile app for US equities among major online securities with ample ordering functions and charts of nearly past 50 years. The number of app downloads reaches 40% of the total US equities accounts in seven months after service launch

For all customers

- Scheduled a launch of services for LGBT partners (an effort of "Monex Zero" trials to explore new business areas beyond existing securities business)

Monex for Wealth Creation Services. Fulfilling products for our targets

Asset-formation services



Monex-Saison-Vanguard Investment Partners

Launched in September, 2016

- Investment balance is ¥19.6B(*1) including a wrap service (MSV LIFE) for individuals and investment entrusted by institutional investors
- A robot advisor service with discretionary investment management
- Professionals provide a generous support from investment planning to follow-up in order to achieve their investment target
- Eight portfolio types based on the level of risk tolerance of users, and the annualized operation cost including tax is below 1%. The minimum investment amount is ¥1,000

*1 As of October 13, 2017



Monex Adviser

Launched in October, 2017

- Robot adviser service where a customer can determine one's own investment policy and easily manage his/her assets with a support of professional advice
- Unlike discretionary investment, customers can make investment decisions on their own with analyzing the market and the global economy.
- More than 1,000 patterns of portfolio combinations are available to help customers manage their assets on their own policy
- "Reallocation-free". Regardless of the number of transactions, the annualized operation cost including tax is 0.487% (*2). The minimum investment amount is ¥50,000

*2 Service Usage Fee; annual rate 0.324% + Domestic ETF Trust Fee in standard portfolio; 0.163%



Launched in September, 2017

Individual-type Defined Contribution pension plan [iDeCo]

- Take advantage of the position as a follower. Taking our pride in the commissions fee, a lineup of products, and a generous support of the industry's highest quality
- Operation administrative fee is free of charge
- The custodian fee of investment trusts is at the industry's lowest level
- Carefully screened the lineup of products among the latest and the most competitive investment trusts at present
- Provide a generous support by a robot advisor such as portfolio suggestions

Funded NISA

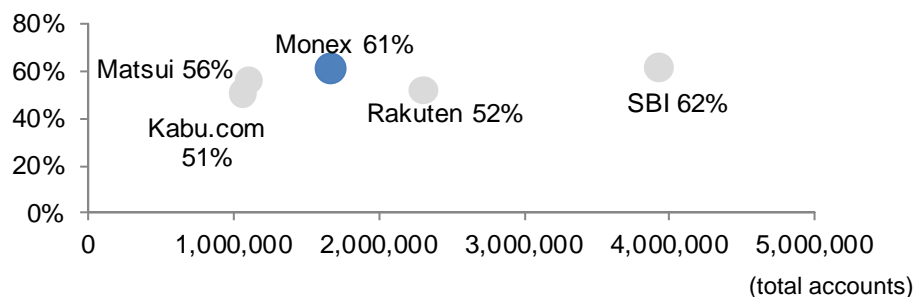
To be launched in January, 2018

- New program for entry level investors
- Well-screened investment trusts are available for reserve from a small amount in a long period of time
- Monex, Inc. starts to accept entries from October 2017
- Almost all of the 100 genuine NISA target products will be offered

Try to acquire active traders as well as investors, Monex's main customer base, aiming to double the equities commissions

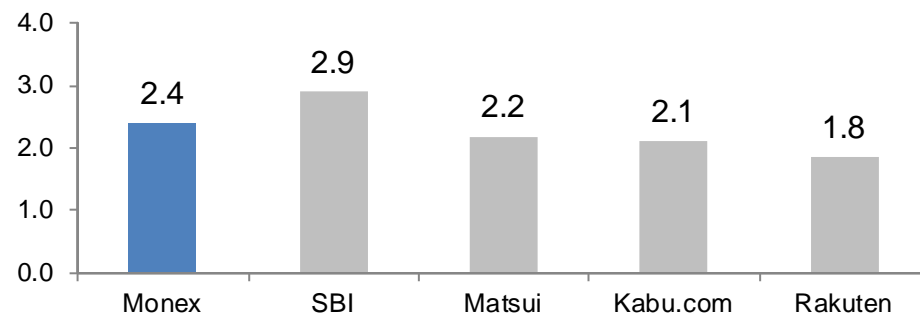
◆ Active account ratio (as of Jun. 30, 2017)

(active account ratio)

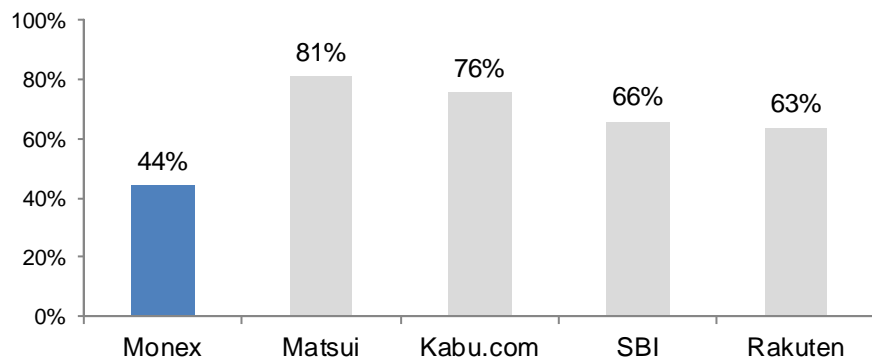


◆ Customer assets per account (as of Jun. 30, 2017)

(JPY million)

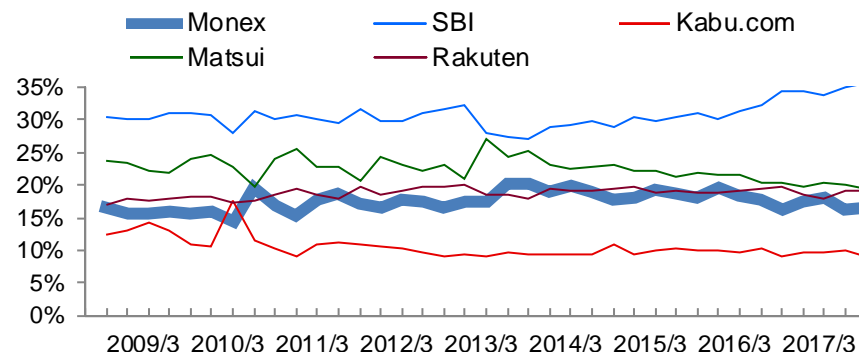


◆ Margin trading ratio (1Q FYE Mar. 2018)



◆ Stock brokerage commission share

(1Q FYE Mar. 2009 - 1Q FYE Mar. 2018)



Increase in new account openings and assets in custody

Profits are stabilized

■ Expanded customer base

- Increased levels of new account openings are being driven by revised pricing for equities and options trading in March, and futures trading in August. The attrition rate has also decreased
- Refreshed brand with conversational tone to target Millennials and other active traders; also offered a new interest sharing program to expand the customer base

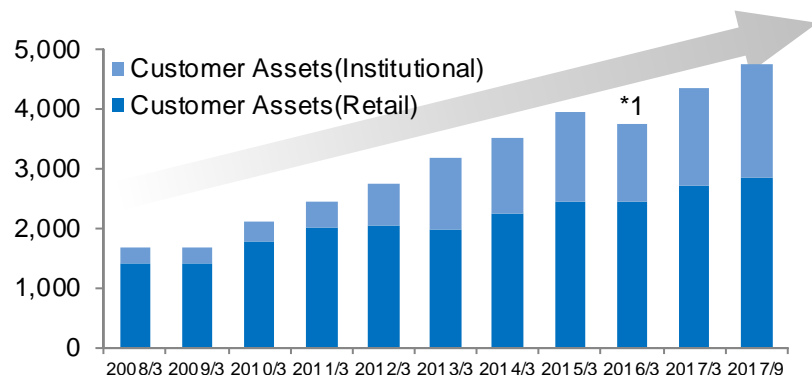
■ Secured a profitable structure despite low volatility, supported by interest income

- Higher interest rates along with growth in customers' cash balances from a broadening of the customer base drove an increase in net income
- Stabilized profitability despite a difficult market environment of ongoing low volatility
- Continued to hold down discretionary costs

■ Net financial income improved

◆ Customers' assets in custody

(USD million) Increase in customers' assets in custody

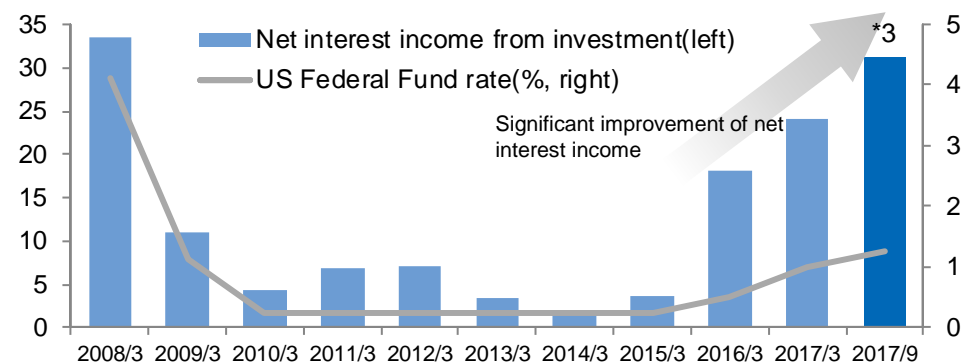


*1 Effect of decrease in assets for institutional business

◆ Net interest income *2 and US Federal Fund rate

(USD million)

(%)



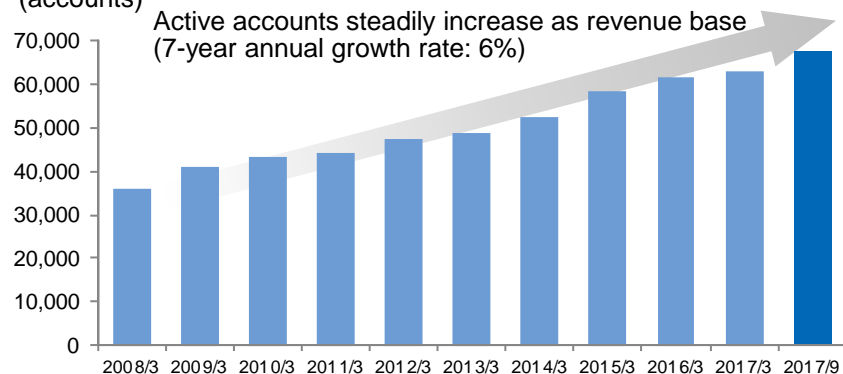
*2 Excluding income from margin trading and stock lending

*3 annualized by multiplying 2 to the 2Q figure

■ Increase in customer base and change of commission structure

◆ Number of active accounts (excl. FX accounts)

(accounts)

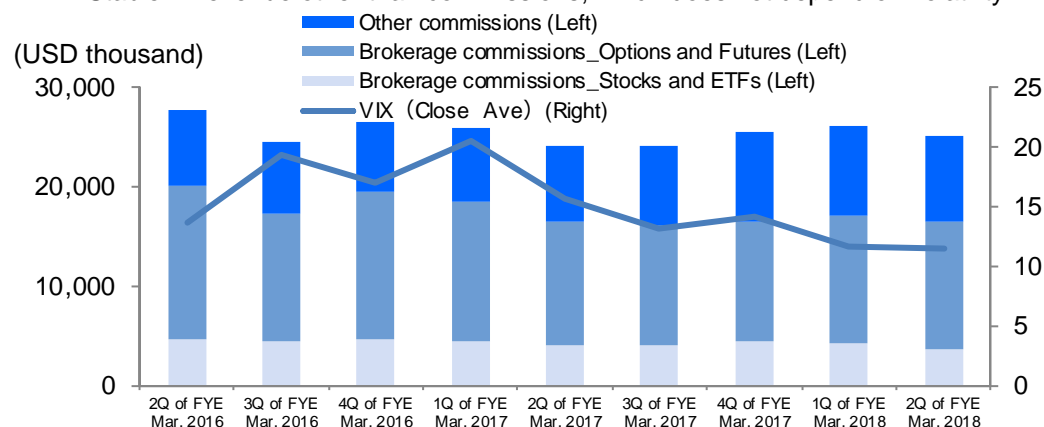


Active accounts steadily increase as revenue base
(7-year annual growth rate: 6%)

◆ VIX and commission

Stable in revenue other than commissions, which does not depend on volatility

(USD thousand)



Keep seeking for business opportunities in Asia Pacific area

- Will launch online securities business operation in Australia
 - Monex Securities Australia Pty Ltd will start online securities business in 3Q, enabling an access to 12 countries and regions including Shanghai A shares and Shenzhen A share through the Hong Kong stock connect
 - The company makes use of the system of the HK-based brokerage subsidiary in order to lighten the infrastructure and offer cost-competitive services
 - Establish a business model in Australia, leading to business expansion in other areas

- Quarterly financial results of Monex Boom Securities (HK)
 - Amount equivalent to operating income increases 72% from 1Q due to the lower expenses
 - Provide same access to 12 countries and regions as Monex Securities Australia Pty Ltd
 - Appreciate and promote 20th anniversary of online brokerage business to enlarge customer base

- Providing technology and knowledge of online brokerage business through a joint venture in PRC
 - The joint venture achieved quarterly profit for the two consecutive quarters

- I. Highlights
- II. Consolidated Performance
- III. Business Update
- IV. Mid- & Long-Term Initiatives**

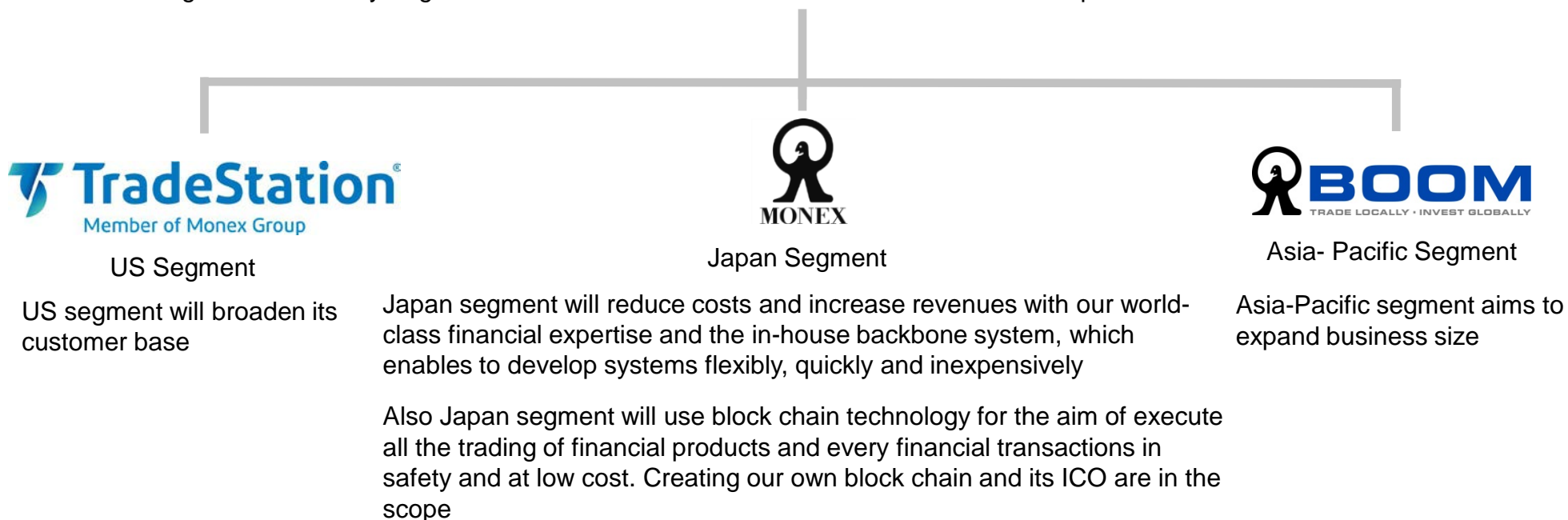
Appendix. Group Overview

Aim to improve margin to achieve business growth and a consolidated operating profit margin of 30%



Listed Holding Company

Monex Group will enhance its ability to oversee each region and segment to ensure the implementation of optimal business strategies, the effective allocation of management resources and the promotion of mutually beneficial cooperation and collaboration across segments so that synergies can be created and maximized across the entire Group.



Strengthen the management structure that all the group companies establish an independent management system with a sufficient profitability and contribute to the profit and the corporate value of Monex Group

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

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

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

Directors with various backgrounds

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

Fair disclosure and dialogue for retail/institutional investors

- Timely and fair information disclosure both in Japanese and English
- Active dialogue with shareholders: CEO holds quarterly presentation sessions for retail shareholders
- Annual general meeting of shareholders is held on weekend so that retail shareholders can attend the meeting (Reference)

13th ordinary general meeting of shareholders (June 24, 2017)

Attendance of shareholders: 685

- I. Highlights
- II. Consolidated Performance
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Appendix. Group Overview

Brand

Three retail brands: “Monex”, “TradeStation”, and “BOOM”

- Oki Matsumoto, a former partner at Goldman Sachs, established Monex and led the online brokerage industry as a pioneer in Japan
- Japan: “Monex” promotes long & diversified investment and is supported by “investors”
 - US : “TradeStation” started as a systems company and its technology is appreciated by “traders”
 - HK : “BOOM” offers multi-currency and multi-market trading and has the longest history as an online broker in Asia

Global Operations

Business bases in Japan, US, and China. Products, customers and human resources are global

- Offer global financial products online to retail investors
- Have 12 business bases mainly in North America and Asia. More than half of about 800 employees worldwide are based in the US

Technology

Create new customer experience and value based on technology

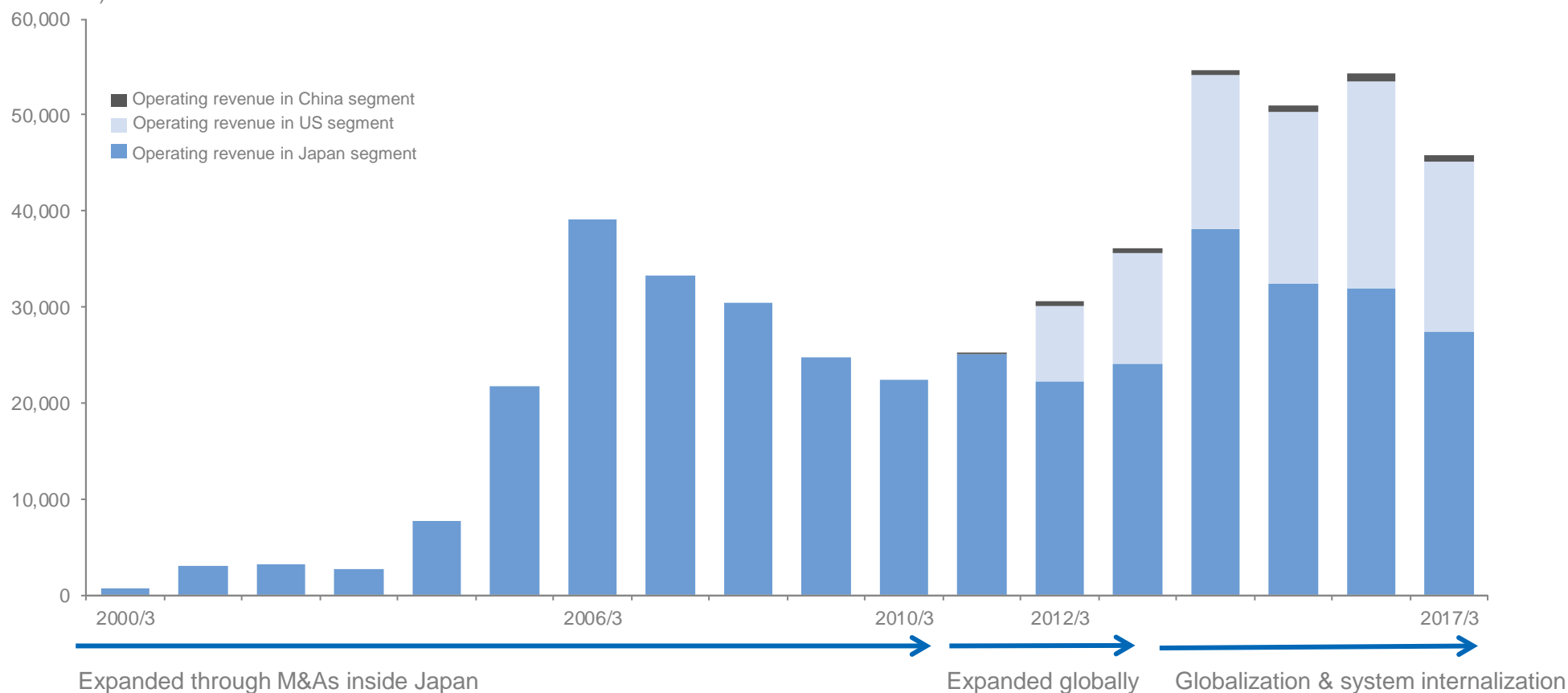
- TradeStation’s technology creates competitive products and services, which leads to B2B business and diversifies its revenue stream
- Realize products and services with financial engineering, along with early involvement in research and development of FinTech. Will use resources to take advantage of new technologies such as block chain

Group Overview – Continuous growth over 17 years

- ✓ Japan: 1.70M accounts, US: 80K accounts, HK: 10K accounts. Monex has a global customer base
- ✓ Make efforts to continuously grow, with the online brokerage business for retail investors as our core business

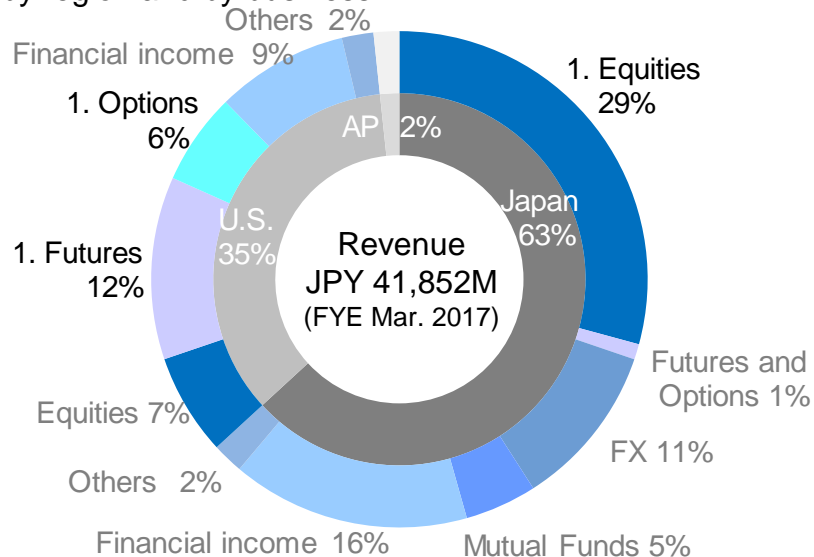
◆ Consolidated Operating Revenue

(JPY million)

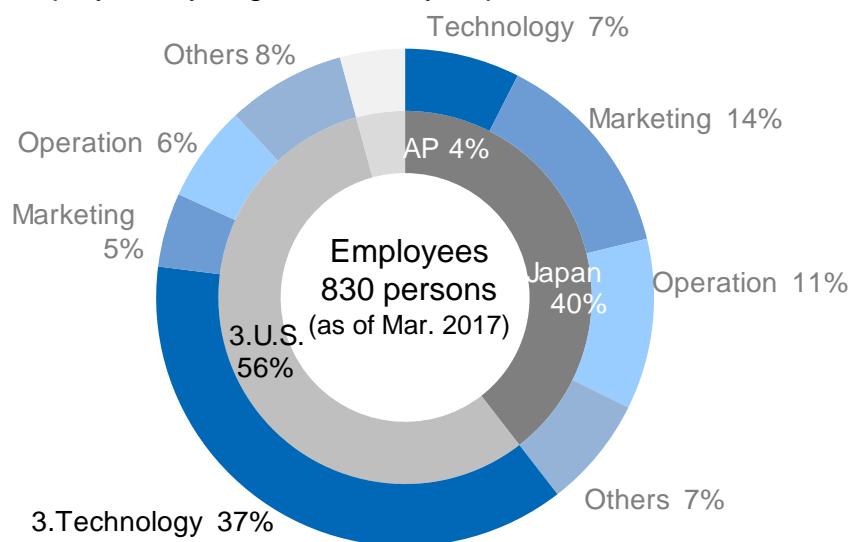


Group Overview — Revenues, Costs: 60% from Japan, 40% from US; Employees: 40% in Japan, 60% in US or China

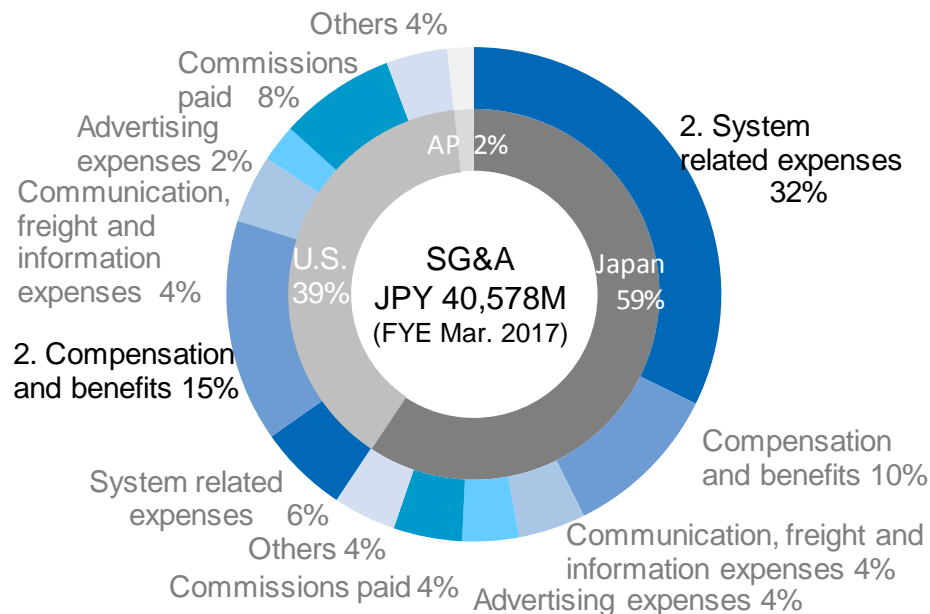
◆ Total operating revenue after deducting financial expenses by region and by business



◆ Employees by segment and by department

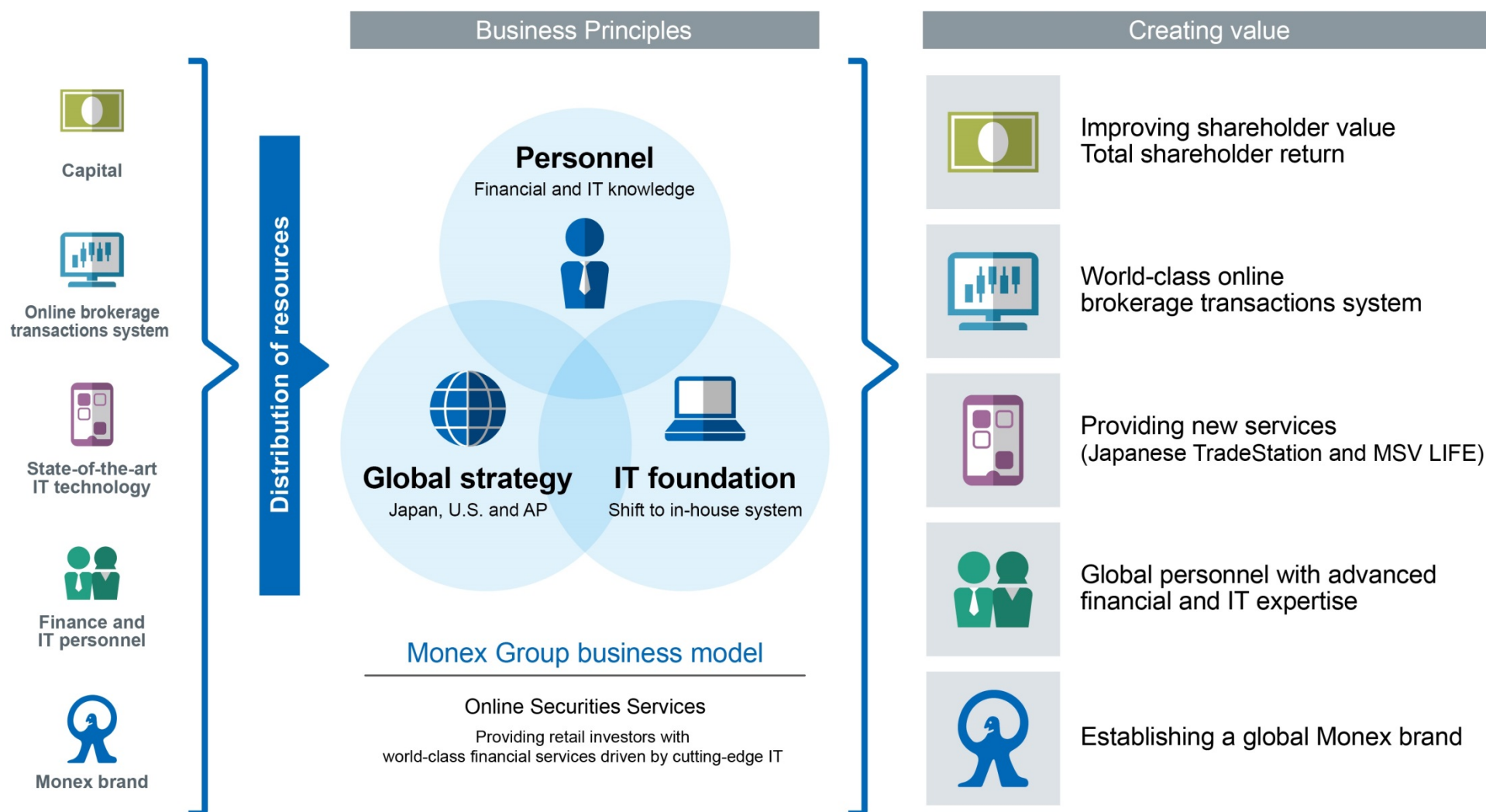


◆ SG&A by segment and by cost items



1. Total operating revenue after deducting financial expenses : US accounts for 1/3. Revenue in Japan primarily from equities while revenue in the US primarily from futures and options
2. Total SG&A : Japan accounts for 60% and US and China accounts for 40%. However, half of the Japanese portion is made up of system related costs, whereas the largest percentage of the US total is from compensation and benefits costs.
3. Employees: US and China account for 60%. US has a larger number of technology-related employees as it internally develops its system

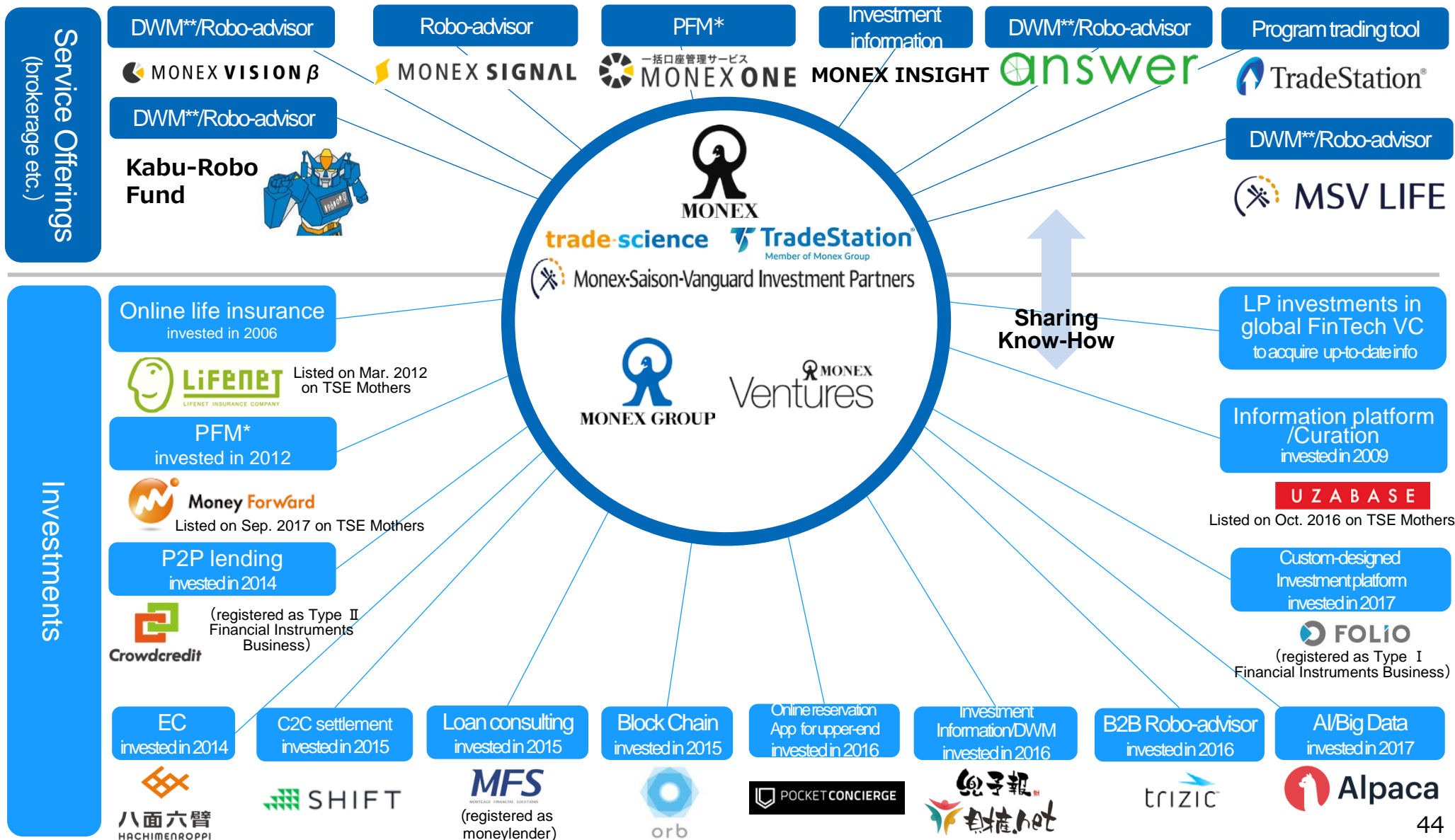
As experts in finance, our personnel strive to expand customer base using IT technology



Continuing to create value from the viewpoint of Finance × IT × Retail Service

A pioneer of the FinTech community in Japan since the company's establishment

* PFM=Personal Financial Management
**DWM=Digital Wealth Management





MONEX GROUP

Monex Group, Inc.

(As of October 27, 2017)

Listed Holding Company

[Japan]

Online Securities Company



MONEX
Monex, Inc.

Comprehensive investment service provider

Program Trading

trade-science

Trade Science Corporation

Next-generation asset management
utilizing artificial intelligence

Corporate Venture Capital



Monex Ventures, Inc.

Financial × IT × global
Venture investment

Asset Management



Monex-Saison-Vanguard Investment Partners

Small-lot and low-cost discretionary investment management
wrap service

(Investment Ratio) Monex G: 51%

Asset Management

Monex Finance Corporation

Small-lot and low-cost discretionary investment management
wrap service

[US/Europe]



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

Online Securities Company

TradeStation Securities, Inc.
Appreciated mainly by active traders (US)

Technology

TradeStation Technologies, Inc.
(US)

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

EU Base

TradeStation International Limited
Introduce customers in Europe (UK)

[Asia Pacific]

Monex International Limited
Holding Company in Hong Kong

Online Securities Company



Monex BOOM Group
Online securities group in Hong Kong

Beijing Representative Office
(Monex, Inc.)

Monex Securities Australia
Pty Ltd

Technology support

Cherry Technology Co., Ltd
[Equity method affiliates]
(Investment Ratio) Monex G: 49%

■ Monex Group, Inc. (Tokyo, Japan) TSE 1st Sec. Code: 8698

- Chairman, Representative Executive Officer, CEO: Oki Matsumoto
- Established in 2004
- Financial holding company with major online brokerage firm subsidiaries in Japan, US and China (Hong Kong)

■ Monex, Inc. (Tokyo, Japan)

One of the major online brokerage firms in Japan

- President : Oki Matsumoto
- Founded in 1999
- Aims to provide retail investors the level of creative products & services offered to institutional investors
- First in the Japanese industry to offer unique services & products for retail investors (Examples): PTS/ECN (in 2001), stock lending (in 2003), lead manager in an IPO as an online broker (in 2005), RMB bonds (in 2011), No.1 U.S. equity service in Japan (in 2012; the largest number of stock names available, the longest trading hours & the lowest commissions), offering the largest-class private equity fund in the world (in 2013), First smartphone app for US equity as major online broker (in 2017)
- Products & services: Equities (Japan, U.S., Hong Kong), futures & options, FX, mutual funds, bonds, investment education, etc.
- # of total accounts: 1,725,701 (As of Sep. 30. The same hereinafter)
- # of active accounts: 1,036,609
- ("Active accounts": accounts with balance or with at least one trade or transaction a year.)
- Customers' assets in custody: JPY 4.098 trillion

■ TradeStation Group (HQ in Florida, U.S.)

Online securities group with award-winning trading technology development capabilities

- President: John Bartleman
- Founded in 1982
- Joined Monex Group in June 2011
- An award-winning TradeStation platform recognized and highly regarded by active traders; a multi-asset platform with a robust algorithm trading language (EasyLanguage®) that enables sophisticated analysis capabilities and back-testing ability
- Offers "TradeStation 9.5" to Shinhan Investment Corp., one of Korea's major financial institutions (2014) and Guosen Securities, China's 5th largest broker (2015)
- Products & services: Equities (U.S.), options and futures
- # of active accounts: 67,353
- Customers' assets in custody: JPY 533,893 million

■ Monex Boom Securities Group (Hong Kong)

Offers access to over 12 markets

- COO: Ivan Law
- Founded in 1997
- Joined Monex Group in December 2010
- First online stockbroker for retail investors in Asia Pacific
- Products & services: Equities (12 markets such as Hong Kong, US, Japan, etc.) Trades available in 6 different currencies in a single trading account
- # of accounts with balance: 11,623
- Customers' assets in custody: JPY 152,540 million

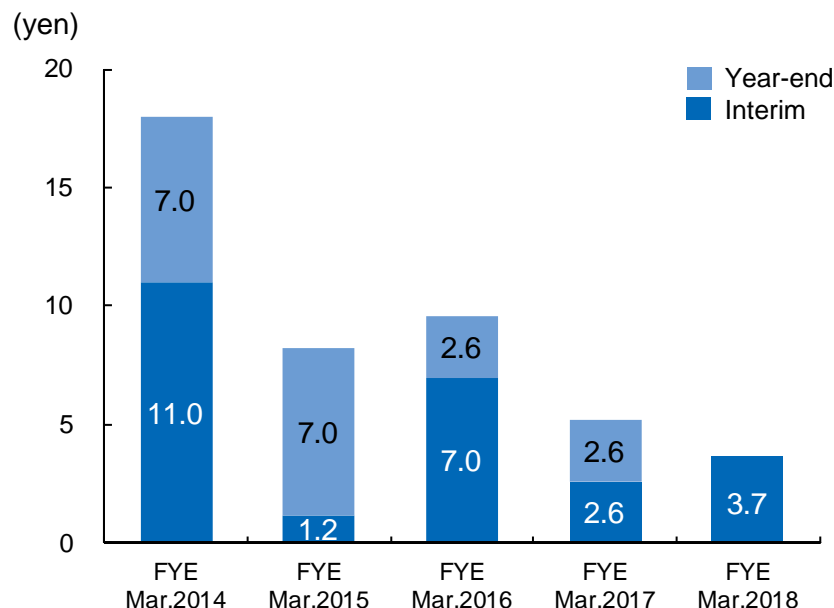
	Japan	U.S.	Asia Pacific
1982		- TradeStation Technologies, Inc. is formed as Omega Research, Inc.	
1997		- TradeStation stock lists on NASDAQ	- Boom Securities (H.K.) Limited is founded (now Monex Boom Securities (H.K.) Limited), becoming the first in Asia Pacific to launch Internet stock trading for retail investors
1999	- Monex, Inc. is co-founded by Oki Matsumoto and Sony Corporation - Begins offering online brokerage service upon complete liberalization of stock brokerage commissions in Japan		
2000	- Monex, Inc. stock is listed on the Tokyo Stock Exchange "Mothers" Market	- TradeStation acquires Online Trading.com, a direct-access securities brokerage firm	
2004	- Monex Beans Holdings, Inc. (now Monex Group, Inc.) is established through a business integration of Monex, Inc. and Nikko Beans, Inc. - Monex Group, Inc. stock is listed on the Tokyo Stock Exchange "Mothers" Market in exchange for the delisting of Monex, Inc. stock		
2005	- Monex, Inc. and Nikko Beans, Inc. merge to become Monex, Inc. (former name: Monex Beans, Inc.) - Monex Group, Inc. stock changes its listing from the "Mothers" Market to the First Section of the Tokyo Stock Exchange - Monex Business Incubation, Inc. (now Monex Group, Inc.) is established		
2006		- TradeStation Europe Limited receives approval from the FSA (UK) as an introducing broker	
2008	- Acquisition of 90% shares of Tokyo Forex (absorbed in absorption-type merger by Monex, Inc. in 2015)		- Monex Group, Inc. opens a Beijing Representative Office (closed in 2012 after opening Monex, Inc.'s Beijing Representative Office)
2010	- Monex Group, Inc. completes a share exchange to acquire Orix Securities Corporation - Monex, Inc. merges with Orix Securities Corporation		- Monex, Inc. opens a Beijing Representative Office - Boom group companies (now Monex Boom group companies) become wholly-owned subsidiaries of Monex Group, Inc.
2011		- TradeStation becomes a wholly-owned subsidiary of Monex Group, Inc. and its stock delisted from NASDAQ - TradeStation Group, Inc. acquires IBFX Holdings, LLC	
2012	- Monex Group, Inc. acquires Sony Bank Securities Inc.	- TradeStation Global Services, S.A. (Costa Rica) is established	
2013	- Monex, Inc. merges with Sony Bank Securities Inc. - Monex Group, Inc. becomes a Company with Committees - Monex Group, Inc. implements a stock split (1:100)		
2014			
2015	- Monex, Inc. merges with Monex FX, Inc. - Monex-Saison-Vanguard Investment Partners, Inc. is established		- Cherry Technology Co., Ltd, which provides technical support in PRC, is established
2016			
2017	- Monex Finance, Inc. is established		

■ Pursue returns to shareholders through ROE improvement

◆ Our basic policy for shareholders' return

To provide returns to shareholders based on our business performance, while reserving necessary capital as a growing company

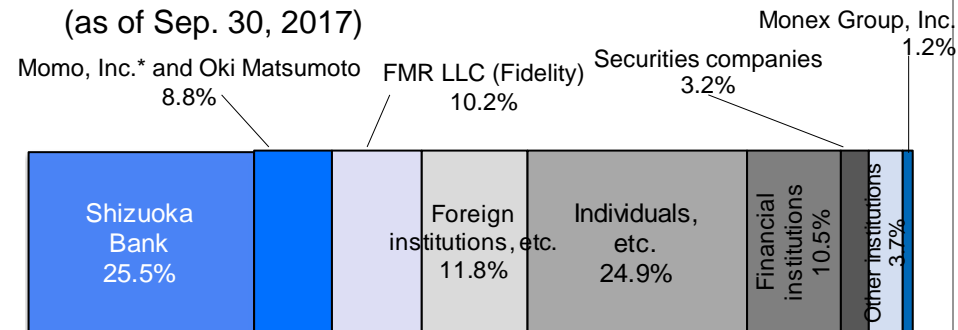
◆ Dividend history



Stock split was implemented on Oct. 1, 2013 and the above figures are adjusted retroactively since FYE Mar. 2013

■ Shareholders & indicators per share

◆ Major shareholders and shareholder breakdown (as of Sep. 30, 2017)



The graph made by Monex based on shareholders' list as of Sep. 30, 2017 and the Large shareholding report .

* Formerly known as Oki Matsumoto, Inc.

◆ Indicators per share

		FYE Mar. 2014	FYE Mar. 2015	FYE Mar. 2016	FYE Mar. 2017	2Q FYE Mar. 2018
IFRSs	Equity attributable to owners of the Company per share (BPS)	280.52 yen	302.18 yen	302.03 yen	290.00 Yen	296.69 Yen
	Earnings per share attributable to owners of the Company (EPS)	35.76 yen	12.15yen	12.46yen	1.06yen	14.49yen *
	Rate of Return on Equity(ROE)	12.9%	4.2%	4.1%	0.4%	4.9% *
	Dividends per share	18.0yen	8.2yen	9.6yen	5.2yen	3.7yen (Interim)

* EPS and ROE for 2Q FYE Mar. 2018 show annualized figures obtained by multiplying 2 to actual figures for the quarter

** Stock split was implemented on Oct. 1, 2013 and the above figures are adjusted retroactively since FYE Mar. 2013