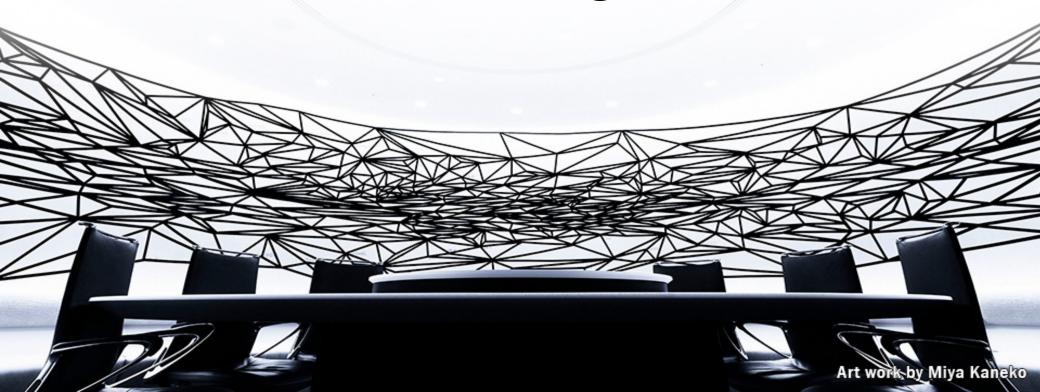
MONEX GROUP

Jan 31, 2019 TSE 1st Section: 8698

Financial Results for 3Q of Fiscal Year Ending March 31, 2019





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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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.



- I. Highlights
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Appendix. Group Overview



Japan

Generate the synergy between Monex Securities and Coincheck

US

Favorable market condition. Net financial income will increase by \$ 12 M (annual rate) going forward due to the expiration of interest rate swap. Progressing to enter cryptoasset business as a stepping stone for further business expansion

Asia Pacific

Take advantage of lightened brokerage system and operation, aiming for mid- to long-term growth in Asia Pacific region

Crypto Asset

Coincheck completed the official registration as cryptocurrency exchange. Higher profitability can be expected with new business development

Investment

A flagship fund called "MV I Investment Limited Partnership" was established. Investment segment researches and develops new technologies and aims for capital gain concurrently



Revenue and income increased in Japan due to the growth in equities and FX trading. An increase in net financial income in US drove its highest quarterly segment profits*

Japan

Revenue increased due to higher market trading volume in equities and a rise in market share of FX trading. Segment profit was ¥ 1.1 B (+36% vs 2Q FYE Mar. 2019)

US

Net financial income increased for the last four consecutive quarters, taking accounts for 30% of revenue in US. Coupled with a rise in market volatility, segment profit was ¥ 0.7 B at record high (+82% vs 2Q FYE Mar. 2019)

Asia Pacific

Monex Boom Securities maintained business surplus, but segment loss* was ¥ 30 M

^{*} Segment profit = Pre-tax profit (loss). The same hereinafter



Coincheck resumed its service offerings and improved profitability of Crypto Asset segment

Crypto Asset

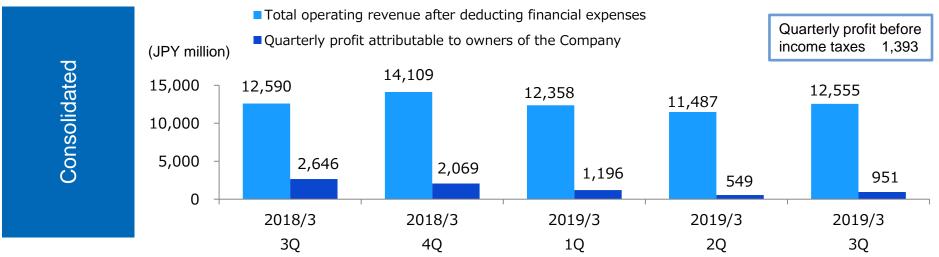
Coincheck resumed new account openings and depositing and purchasing services for all tradable cryptocurrencies by the end of Nov 2018, leading to an improvement in profitability. Segment loss was ¥ 0.3 B

Investment

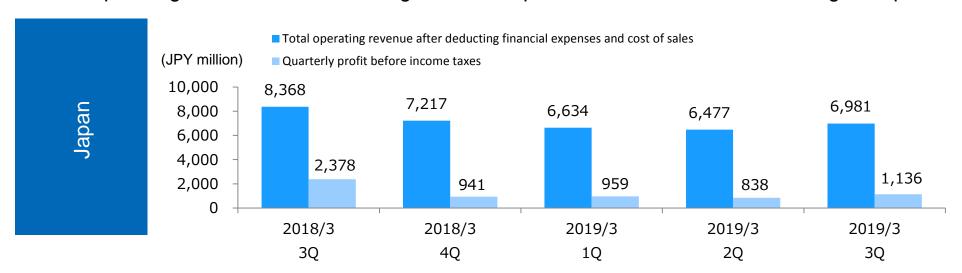
Recorded ¥ 10 M due to valuation gains of shares owned. With only a minimal amount of SG&A, segment loss was ¥ 20 M



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

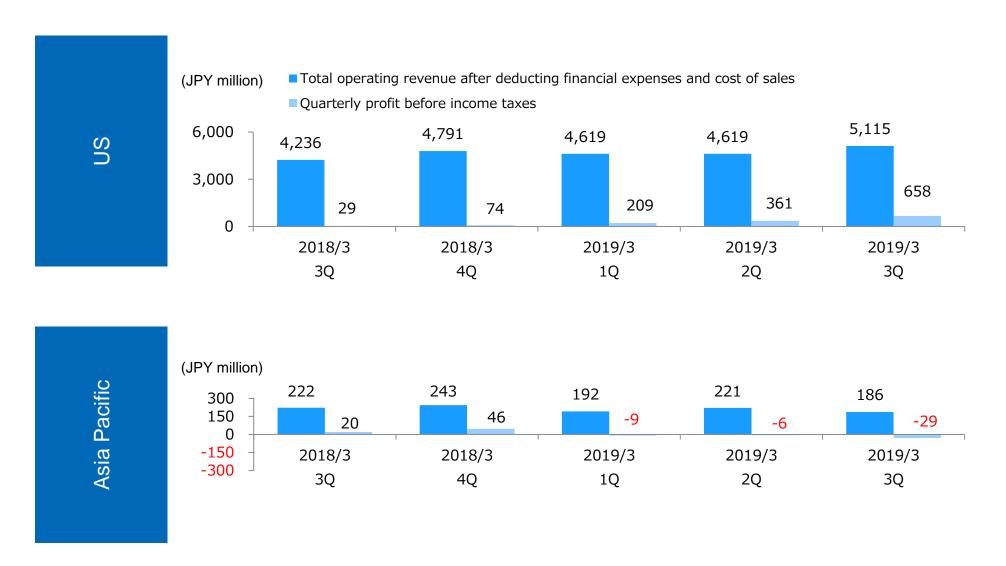


◆ Total operating revenue after deducting financial expenses and cost of sales and segment profit



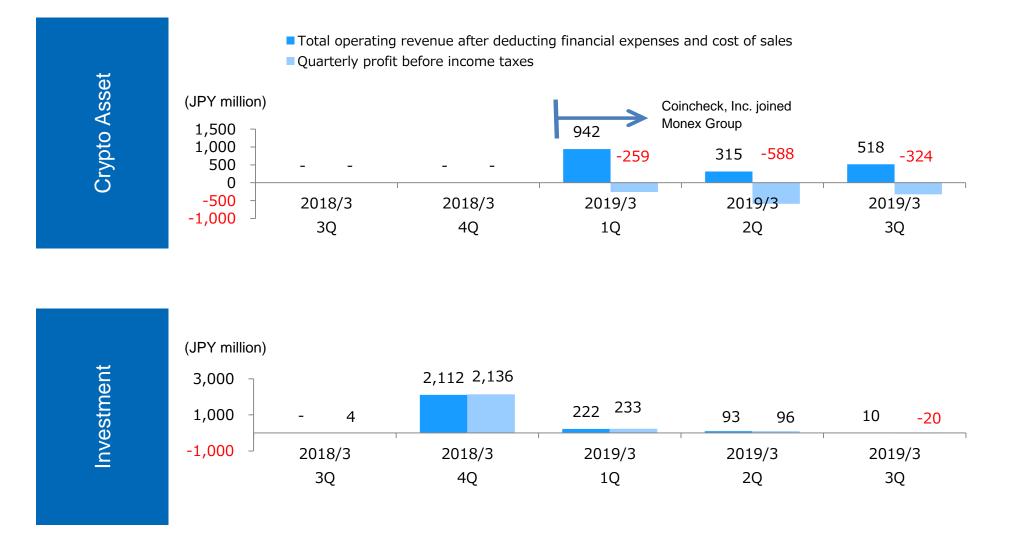


◆ Total operating revenue after deducting financial expenses and cost of sales and segment profit





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





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Appendix. Group Overview



(JPY million)

	3Q FYE Mar. 2018 (Apr. 2017 – Dec. 2017)	3Q FYE Mar. 2019 (Apr. 2018– Dec. 2018)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	35,046	36,400	1,354	3.9%	P13: Analysis of Japan segment P15: Analysis of US segment (USD)
SG&A	29,439	33,400	3,960	13.5%	P14: Analysis of Japan segment P16: Analysis of US segment (USD)
The amount equivalent to operating income	5,607	3,000	-2,606	-46.5%	
Other income / expenses (net)	-169	222	392	-	Breakdown in DATA BOOK P20: Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	5,437	3,223	-2,215	-40.7%	
Quarterly profit attributable to owners of the Company	4,661	2,696	-1,965	-42.2%	



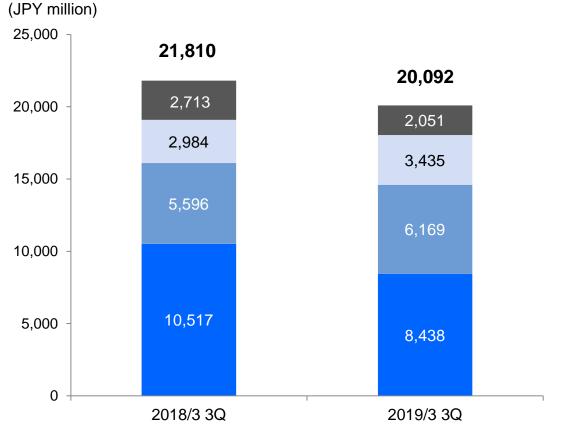
(JPY million)

									(01	1 1111111011)
	Japan		US		Asia Pacific		Crypto Asset		Investment	
	2018/3 3Q	2019/3 3Q	2018/3 3Q	2019/3 3Q	2018/3 3Q	2019/3 3Q	2018/3 3Q	2019/3 3Q	2018/3 3Q	2019/3 3Q
Total operating revenue after deducting financial expenses and cost of sales	21,810	20,092	12,626	14,353	688	599	-	1,775	659	325
SG&A	17,061	17,315	12,409	13,019	701	654	-	3,393	5	7
The amount equivalent to operating income	4,750	2,777	218	1,334	-14	-55	-	-1,618	654	318
Other income / expenses (net)	108	157	-10	-106	-257	11	-	446	-8	-10
Quarterly profit before income taxes	4,858	2,934	208	1,229	-271	-44	-	-1,172	646	308
Quarterly profit attributable to owners of the Company	3,335	2,423	1,194	911	-286	-54	-	-837	422	279
Note	See P13 "to operating re after deduct financial exp and cost of more details See P14 "S more details	evenue ting penses sales" for s G&A" for	See P15 "to operating rafter deduction financial example and cost of for more described by 0.8% see P15 "to operating rafter deduction financial example and cost of for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P15 "to operating rafter deduction for more described by 0.8% see P1	evenue eting spenses sales" etails SG&A" for	HKD/JPY of by 1.3%	decreased				



Japan: Price change for margin trading led to higher market share and a growth in net financial income. A rise in market share in FX trading drove higher FX & fixed income

■ Total operating revenue after deducting financial expenses and cost of sales (compared to Apr. 2017 - Dec. 2017)



Total operating revenue after deducting financial expenses and cost of sales -7.9% (-1,718)

*figures in parenthesis is the variance from 3Q FYE Mar. 2018 (JPY million)

Others (-663)

FX & fixed income (+451)

Net financial income (+572) *1

Brokerage commissions (-2,079) *2

*1 Net financial income of margin trading balance +699 Margin balance Market balance + 8% Monex's balance +13%

*2 Margin trading commissions rate, margin trading volume share

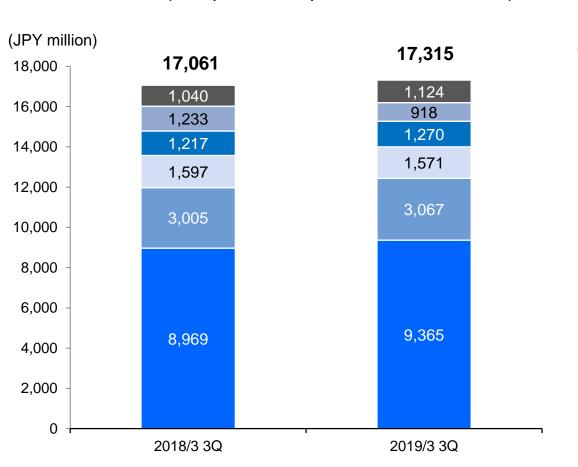
3Q of FYE March, 2018 6.4bps 3.7% 3Q of FYE March, 2019 4.1bps 4.2%

Total trading volume of individual investors in 2 Japanese major Equities, ETFs etc., markets -7 %



Japan: Advertising expenses declined by efficient marketing initiative leveraging a large-scale IPO (new account openings: +11% vs 2Q FYE 2019). System related expenses increased primarily to enhance the cyber security

■ SG&A (compared to Apr. 2017 – Dec. 2017)



SG&A Total +1.5% (+255)

*figures in parenthesis is the variance from 3Q FYE Mar. 2018 (JPY million)

- Others (+84)
- Advertising expenses (-315) *1
- Communication, freight and information expenses (+53)
- Commissions paid, exchange and association dues (-26)
- Compensation and benefits (+62)
- System related expenses (+396) *2
- *1 New account openings +11% (accelerated by a large IPO)
- *2 Rental expenses +101

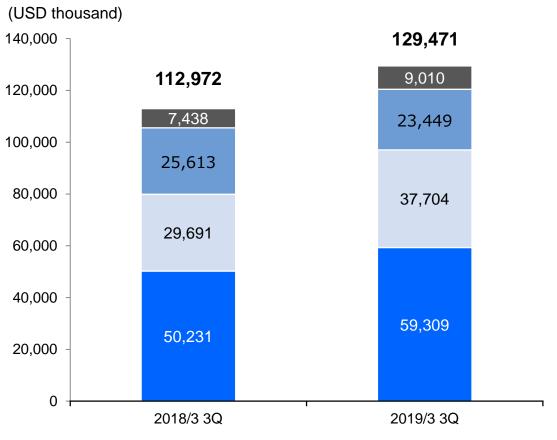
 Maintenance expenses and Data processing +256

 (Expenses to strengthen the cyber security and others)



US: Growth in new accounts and higher market volatility drove higher brokerage commissions. Net financial income increased due to rising interest rates

■ Total operating revenue after deducting financial expenses and cost of sales (compared to Apr. 2017 - Dec. 2017)



Total operating revenue after deducting financial expenses and cost of sales +14.6% (+16,499)

* figures in parenthesis is the variance from 3Q FYE Mar. 2018 (USD thousand)

Others (+1,572)

Brokerage Fees (-2,164)

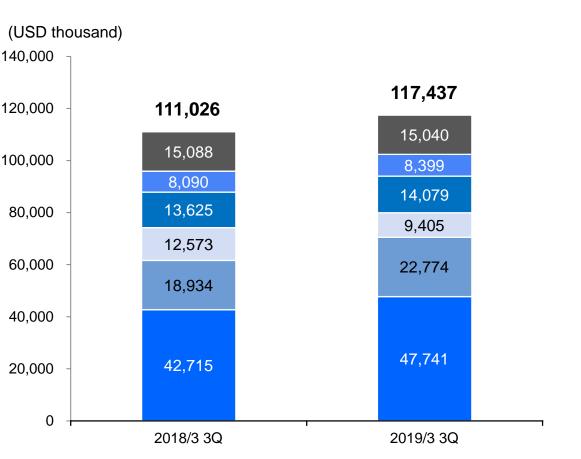
Net financial income (+8,013)

Brokerage commissions (+9,078)



US: Variable costs increased due to higher commissions paid, driven by larger trading volume, and an increase in incentive compensation earned from the favorable company performance





SG&A Total +5.8% (+6,411)

* figures in parenthesis is the variance from 3Q FYE Mar. 2018 (USD thousand)

Others (-48)

Advertising expenses (+308)

Amortization and depreciation (+454)

Communication, freight and information expenses (-3,168) *1

Commissions paid and association dues (+3.840)

Compensation and benefits (+5,026) *2

*1 \$ 2.9 M one-time expense recorded in Jun, 2017 \$ 1.2 M reversal of expense recorded in Oct, 2018

*2 Additional expense due to an increase in average # of employees: + \$ 1.5 M

476 for Mar 2017 - Dec 2017

502 for Mar 2018 - Dec 2018

Increase in incentive compensation linked to Company's stock price and more +\$3.5 M



(JPY million)

	2Q FYE Mar. 2019 (Jul. 2018-Sep. 2018)	3Q FYE Mar. 2019 (Oct. 2018- Dec. 2018)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses	11,487	12,555	1,069	9.3%	P19: Analysis of Japan segment P21: Analysis of US segment (USD)
SG&A	10,937	11,207	269	2.5%	P20: Analysis of Japan segment P22: Analysis of US segment (USD)
The amount equivalent to operating income	549	1,349	799	145.4%	
Other income / expenses (net)	150	45	-106	-70.3%	Breakdown in DATA BOOK P20: Quarterly consolidated financial results (Other income and other expenses)
Quarterly profit before income taxes	700	1,393	693	99.1%	
Quarterly profit attributable to owners of the Company	549	951	402	73.3%	



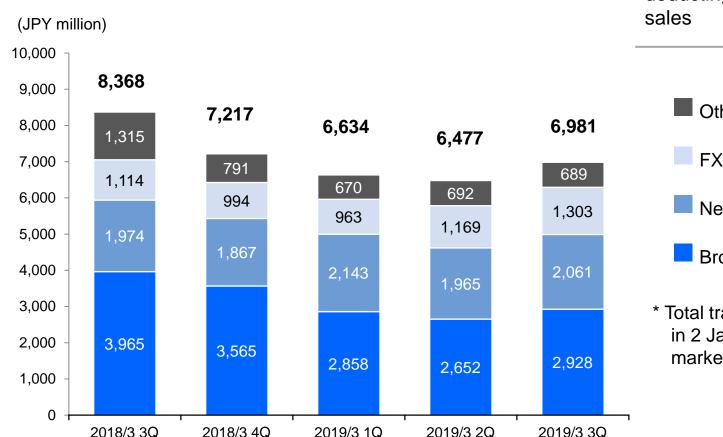
(JPY million)

									(JP	Y million)
	Japan		US		Asia Pacific		Crypto Asset		Investment	
	2019/3 2Q	2019/3 3Q	2019/3 2Q	2019/3 3Q	2019/3 2Q	2019/3 3Q	2019/3 2Q	2019/3 3Q	2019/3 2Q	2019/3 3Q
Total operating revenue after deducting financial expenses and cost of sales	6,477	6,981	4,619	5,115	221	186	315	518	93	10
SG&A	5,718	5,762	4,242	4,388	228	219	1,033	1,149	3	3
The amount equivalent to operating income	760	1,219	377	728	-7	-33	-718	-631	90	8
Other income / expenses (net)	79	-83	-15	-69	1	4	130	306	5	-28
Quarterly profit before income taxes	838	1,136	361	658	-6	-29	-588	-324	96	-20
Quarterly profit attributable to owners of the Company	577	791	253	467	-11	-31	-409	-237	141	-18
Note	See P19 "to operating re after deduct financial exp and cost of more details See P20 "S more details	evenue ting penses sales" for s GG&A" for	more details. See							



Japan: Higher FX & fixed income driven by an increase in market share. Brokerage commissions increased due to an increase in market trading volume

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



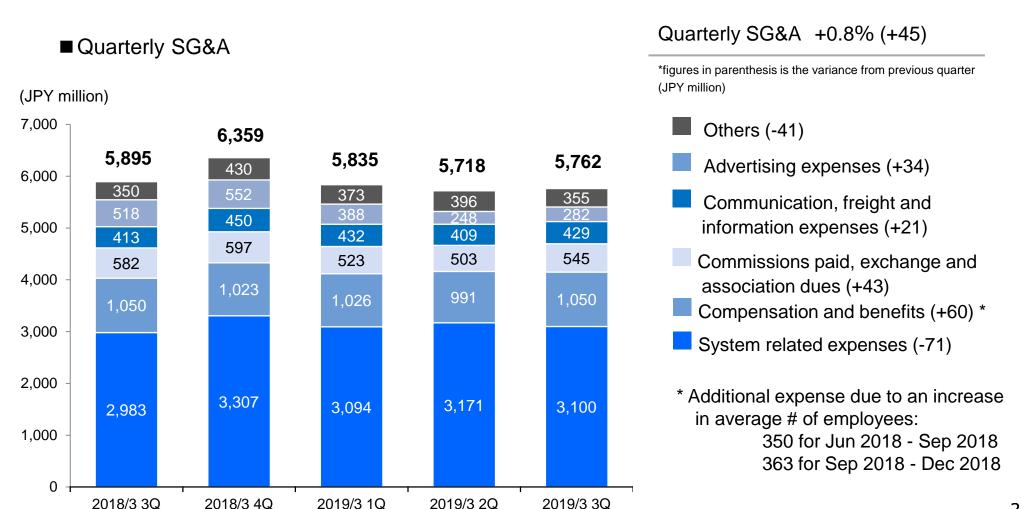
Quarterly total operating revenue after deducting financial expenses and cost of sales +7.8% (+504)

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

- Others (-3)
- FX & fixed income (+135)
- Net financial income (+96)
- Brokerage commissions (+276) *
- * Total trading volume of individual investors in 2 Japanese major Equities, ETFs etc., markets +9 %



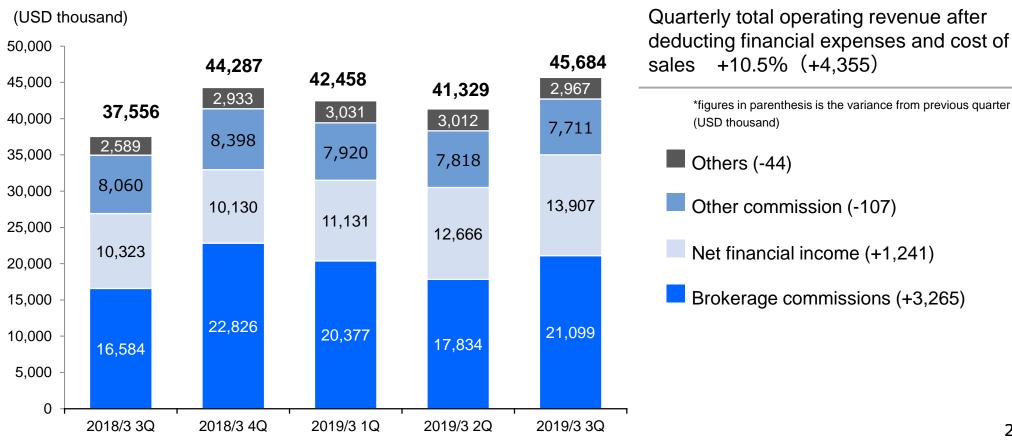
Japan: Commissions paid increased due to larger market trading volume. An increase in system developers drove higher compensation and benefits





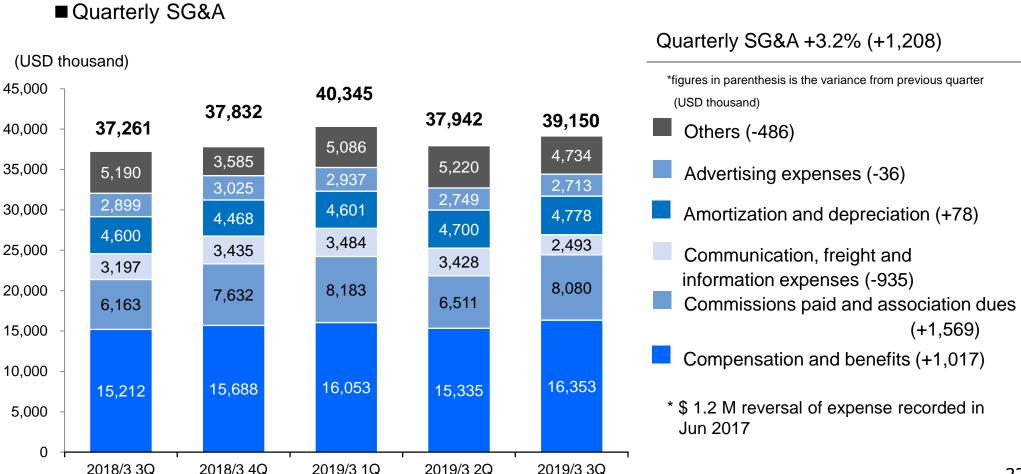
US: Brokerage commissions increased due to higher market volatility. Net financial income increased, driven by higher rates and the expiration of interest rate swap receiving a fixed interest rate

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





US: Variable costs increased due to higher commissions paid, driven by larger trading volume, and an increase in incentive compensation earned from the favorable company performance





The difference between "Net capital" and "Non-current assets" is the source of funds for investments and shareholders distribution

◆ Summary of consolidated statement of financial position as of December 31, 2018

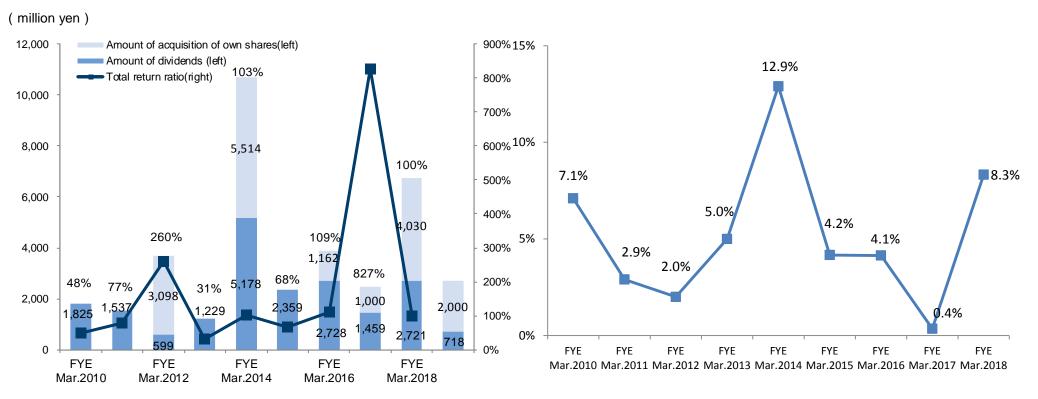
Assets JPY 1,011.2B	<u>Liabilities</u> JPY 929.7B	(*1) Non-current assets Property and equipment JPY 2.5B
Major assets: Assets related to financial instruments trading business JPY 744.7B	Major liabilities: Liabilities related to financial instruments trading business JPY 921.9B	Intangible assets (Goodwill) Intangible assets (Identifiable intangible assets) Intangible assets (Identifiable intangible assets) Intangible assets (Software and others) Equity method investments Available-for-sale investments in securities (Lv.3) JPY 16.9B (*2) 10.7B (*3) JPY 0.3B JPY 0.3B Available-for-sale investments in securities (Lv.3) JPY 3.2B
		Japan JPY 7.6B, US JPY 8.9B, Asia Pacific JPY 0.4B (*3) Identifiable intangible assets: JPY 10.7B US JPY 10.2B, AP JPY 0.5B
Others JPY 66.1B Cash and cash equivalents	Others JPY 7.7B	◆The JPY 26.5B difference between Net capital (JPY 81.5B) and Non-current assets (JPY 55.0B) is the source of funds for the following:
Non-current assets (*1) JPY 55.0B	Net capital JPY 81.5B	 To comply with capital adequacy ratio regulations for securities subsidiaries in Japan and overseas Internal reserve for investments in future businesses Shareholders distribution (dividends + share buyback)



Total return ratio (*1) is 75% on a multi-year basis

◆Total return amount(*2) and total return ratio

◆Return on Equity ratio



- (*1) Total return ratio = (dividend paid*3 + amount of share buyback*4) /profit attributable to owners of the Company
- (*2) Total return amount = dividend paid + amount of share buyback
- (*3) Refer to P49 "Dividend history" for more information of dividend per share
- (*4) Amount of share buyback : JPY 3.1B in Jun. 2011, 5.5B in May 2013, 1.2B in Jul.-Aug.2015, 1.0B in May-Jun. 2016, 1.0B in May 2017, 3.0B in Feb.-Mar. 2018, 2.0B in Aug. 2018

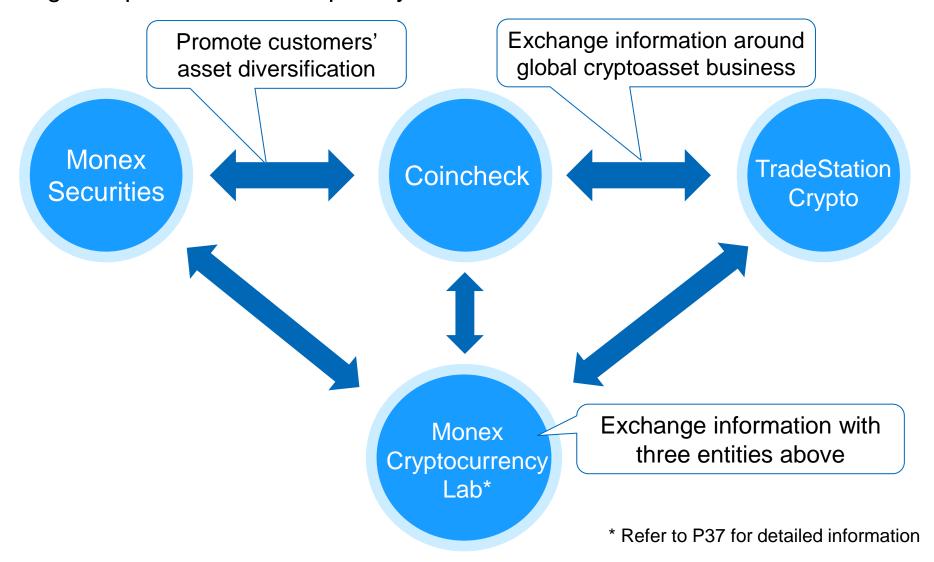


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Cryptocurrency trading business will be a key to enhance cross-segment interaction, leading to expand business capability and create new customers

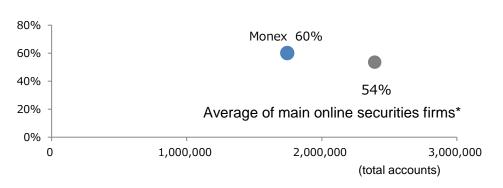




Aiming to increase revenue from equities commissions through acquisition of active traders as well as retail investors, who are Monex's main customer base

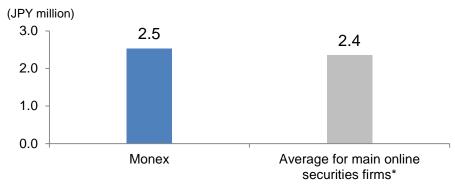
Higher ratio than the average of the main online securities firms = Good quality customer base

◆Active account ratio (as of Sep 30, 2018)



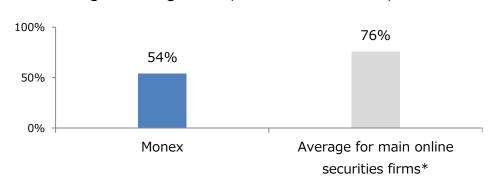
Larger than the average of the main online securities firms = Good quality customer base

◆Customer assets per account (as of Sep 30, 2018)

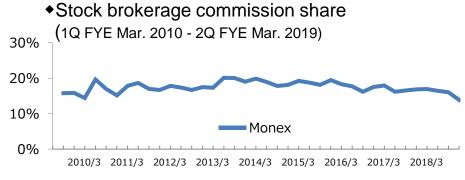


Margin trading shows room for growth

◆Margin trading ratio (2Q FYE Mar. 2019)



Stable commissions share despite severe market condition





Steady expansion of US equities business. Market share of FX trading and the total FX revenue increased

US Equity Trading



- Number of transactions increased by 45% and number of active accounts increased by 34% (vs 3Q FYE 2018)
- Number of tradable US stocks are the best among the major online brokers (*)
- Quarterly revenue reached ¥ 200 M (+20% vs 2Q FYE 2019)

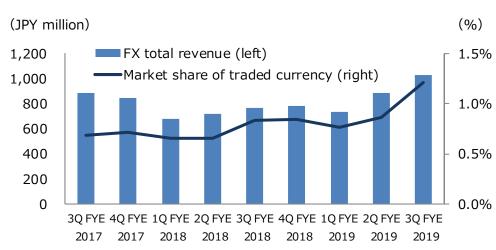


FX Trading



- The spread of the Monex's FX service "FX PLUS" was compressed in Nov 2018. Trading volume has largely increased, leading to a rise in total FX revenue
- Market share of traded currency in FX trading reached to 1.5% for the first time since 2011

◆ Total FX revenue and market share





Monex for wealth creation services and investment supporting tool with various product lineup

Intermediary Service with Financial Institutes



- Investment balance is about ¥ 39.4 B (*)
- Shizuoka Bank started offering "MSV LIFE" to the bank's customer in Aug 2018
- Akatsuki Securities, Inc. started offering "MSV COMPASS+" on Jan 15, 2019
 - * As of Jan 21, 2019. Balance including a wrap service (MSV LIFE) for individuals and investment entrusted by institutional investors

Financial Instruments Intermediary Service

- Shizuoka Bank started offering financial instruments intermediary service with Monex in Oct 2018
- FIDEA Holdings Co., Ltd. (Shonai Bank and Hokuto Bank) will start offering financial instruments intermediary service with Monex in Feb 2019

Investment Supporting Tools

Trader Score



 Analyze user's trading ability and visualize the result, which users can compare with that of other traders in the market

Monex Stock Scouter

 Various functions directly helping the investment judgement; "Corporate performance for 10 years" and "Graphic PER and PBR for 5 years". Earns good reputation among retail investors. More than 210 thousand users for this quarter



Monex Securities launched a new initiative "Monex Activist Forum"

An initiative called "Monex Activist Forum" will begin by Monex Securities to help individual traders execute shareholders' rights in a well-thought manner

- Objective

This project aims to facilitate communication between individual traders and companies, and enhance the value of Japanese equities. Monex Securities will deepen individual traders' understanding of shareholders' rights and encourage them to exercise their rights properly as activist investors

- Activist forum in Spring

Monex Securities will organize a large-scale event targeting individual investors before the annual shareholders meeting season in June 2019. Distinguished investment experts will discuss the proposition of shareholders' proposal and voting rights

- Advocates of Monex Activist Forum

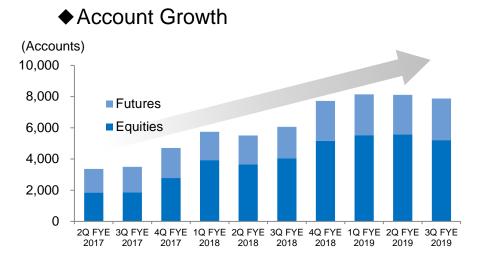
- SPARX Group Co,. Ltd., CEO, Shuhei Abe
- WisdomTree Asset Management, Senior Adviser, Jesper Koll
- Commons Asset Management, Inc., CEO, Ken Shibusawa
- Rheos Capital Works Inc., CEO, Hideto Fujino
- Waseda University Graduate School of Accountancy, Visiting Lecturer, Ph.D. of Economics, Ryohei Yanagi

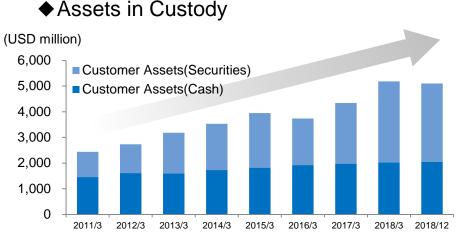


Steady growth in active accounts drove quarterly DARTs at record high

Expanded services and customer base

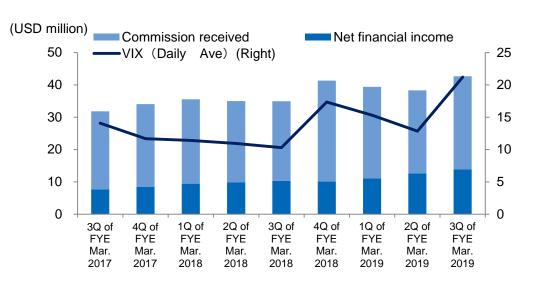
- Number of active account continues to grow, while total client assets remains stable, consistent with the overall market decline
- Several quarters of strong account growth combined with elevated volatility drove quarterly DARTs to record high
- New branding and simplified offerings successfully attracting casual traders/millennials to expand customer base
- TradeStation Crypto, Inc. will provide a stand-alone U.S. cryptocurrency trading offering, separate from the services of Coincheck, Inc.



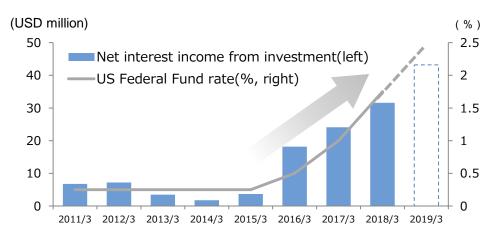




- Commission received and net financial income increased due to a hike in VIX and favorable interest rates
 - Commission received + net financial income increased by 11% from previous quarter as market volatility hiked in 3Q (21.0* vs 12.9* in 2Q FYE Mar. 2019) * Daily average
 - Since December 2018, \$ 1 B of customers' assets in custody started to generate a higher interest income, approximately \$ 1 M per month, due to the expiration of interest rate swap in last November and the exposure to favorable floating rate since then. Coupled with a hike in US Federal Fund rate, net interest income in FYE Mar. 2019 would increase by \$ 15 M (vs FYE Mar. 2018)
- ◆ VIX and commission received + net financial income



◆ Net interest income (*2) and US Federal Fund rate

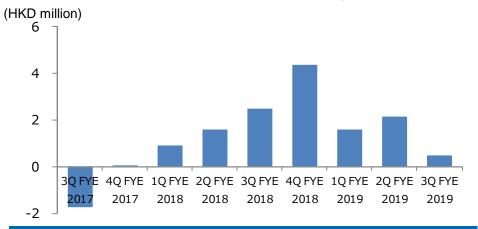




Monex Boom Securities remains profitable for the last eight consecutive quarters

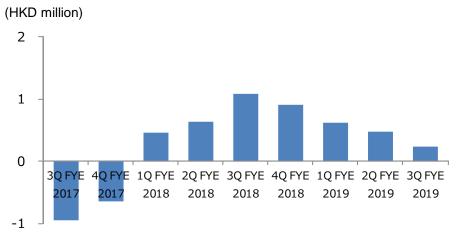
Monex Boom Securities (HK)

- An increase in net financial income drove amount equivalent to operating income profitable despite lower market activity.
 Monex Boom Securities remains profitable for the last eight consecutive quarters
- Amount equivalent to total operating revenue



Cherry Technology Co., Ltd (China)

- Providing technology and knowledge of online brokerage business through a joint venture in PRC
- Recorded profit of equity method investments for the last seven consecutive quarters
 - Profit/loss of equity method investments



Monex Securities Australia Pty Ltd (Australia)

 Make use of the system of Monex Boom Securities in order to lighten the infrastructure and offer cost-competitive services in Australia



Coincheck resumed purchasing and depositing services for all tradable cryptocurrencies by the end of Nov 2018 and completed the registration as a cryptocurrency exchange on Jan 11, 2019

3Q FYE March 2019 (Crypto Asset Segment)

(Billion yen)	2Q FYE March 2019 (3 months)	3Q FYE March 2019 (3 months)
Total operating revenue after deducting financial expenses and cost of sales	0.3	0.5
Selling, general and administrative expenses	1.0	1.1
The amount equivalent to operating income	-0.7	-0.6
Quarterly profit before income taxes	-0.6*	-0.3*

^{*} Recorded other financial income of \pm 0.13 B (2Q) and \pm 0.3 B (3Q) due to a decrease in fair value of contingent consideration (accounts payable)

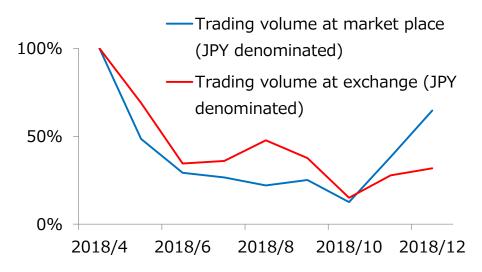
As of today, the lawsuits filed against Coincheck have had only a minor impact on the financial status of the Company



Service resumption contributed to an increase in trading volume. Growth potential in customer base where the millennials are the majority

Increasing Trading Volume

◆ Change rate of BTC and Altcoin transaction (both exchange and market place) at Coincheck (Set the transaction in Apr 2018 as 100%)



Trading volume at Coincheck has increased since the resumption of depositing/purchasing of all available cryptocurrencies at Coincheck

Number of accounts as of Dec 2018

1.73 Million

0.9 Million

Number of downloads of Coincheck app

Number of users with identity confirmed



1.81 Million

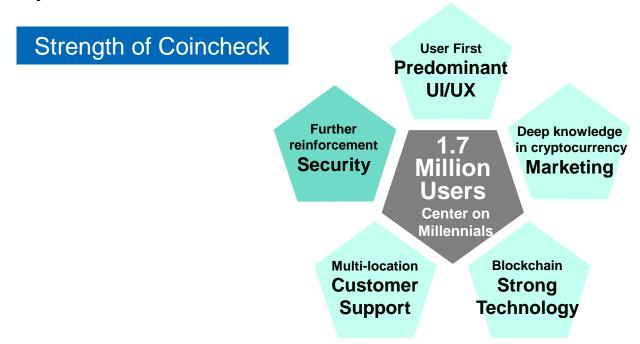
Number of account at Monex Securities

Marketing initiatives in preparation

- 1, Execute promotion initiatives to improve financial literacy among customers
- 2, Improve onboarding process from download to first trade
- 3, Communication with group companies



Strive for a new business opportunity by taking advantage of the strength of Coincheck with continuous improvement of governance, internal controls and security



- Coincheck was registered as cryptocurrency exchange with various support from Monex Group
- Continuous commitment to further robust internal controls and security
- Established "Blockchain Lab (BCLab)" with an aim to provide Blockchain or cryptocurrency technology solution to various companies (ex. Blockchain application to customer management and loyalty management)



Monex Cryptocurrency Lab offers up-to-date information related to cryptocurrencies to individual traders

- Monex Cryptocurrency Lab offers unique information such as cryptocurrency's market projection and industry trend studied by Nana Otsuki, known as an analyst of financial sector, and Lab writers
- Otsuki currently writes professional reports of cryptocurrency, presents her study on various media and executes academic research on the price trend

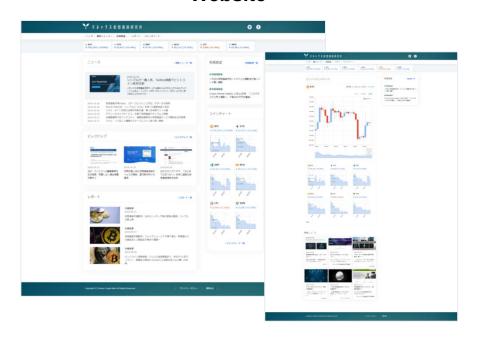
Series of Articles & Functions

- Head of the Lab:
 Nana Otsuki Report
- Latest News
- Daily/Weekly Market Trends
- Charts of Cryptocurrency
- Terminology, features (tentative)





"Monex Cryptocurrency Lab" Website





Established a flagship fund "MV I Investment Limited Partnership", aiming for a new business opportunity

Entity and scope of investment

Monex Ventures, Inc.

MONEX EDISON Investment Limited Partnership

Japan Growth Investments Alliance, Inc. (J-GIA)

MV I Investment Limited Partnership

: Principle investment with a focus on Fintech companies

: Leveraging track-record of investments in Fintech companies, its investment scope is expanding further to include non-financial start-ups in seed- and early-stages

: PE investment specializing in growth capital and small-cap buyout of small and medium-sized enterprises with a potential for growth

: New financial infrastructure and its application firm utilizing blockchain or AI technology as well as companies in other area specializing in cutting edge technology (No investment record yet)

Listed/Sold investments record

Online life insurance invested in 2006



/Crowd Accounting invested in 2012



Information platform /Curation invested in 2009

UZABASE

Listed in Oct. 2016 on TSE Mothers (sold)

Online reservation App for upper-end invested in 2016



Sold all shares in Dec. 2018

R&D purpose investment**

loT Invested in 2018









Blockchain Invested in 2018







Cryptocurrency Invested in 2018



Cryptocurrency Invested in 2018



- PFM=Personal Financial Management Including the investments from other than Investment Segment Investment from Monex Ventures, Inc. (P39)



Portfolio of Monex Ventures, Inc. and MONEX EDISON Investment Limited Partnership: Expanding investments in Fintech companies

P2P lending invested in 2014



(registered as Type 2 Financial Instruments Business)

B2B Robo-advisor invested in 2016



Vertical EC Invested in 2018

anecle









EC invested in 2014



Al/Big Data Invested in 2017



Al/Big Data Invested in 2018



Vacation Rental Invested in 2018





Payment

SHIFT

Custom-designed

Investment platform

invested in 2017

(registered as Type 1 Financial

Robot Advisor

Invested in 2018

Instruments Business)

PARONYM

DLT* invested in 2015 invested in 2015



Stock Investment type Crowd funding Invested in 2017



(registered as Type I Small Amount Electronic Public Offering Service Provider)

> Crypto-asset related business Invested in 2018



LOGICA

Online hair salon reservation platform Invested in 2018



Mental Health Care Invested in 2018



Mortgage loan consulting invested in 2015



Crypto asset related business Invested in 2017

Popshoot

Photo EC Invested in 2018



Sales management tool in Africa Invested in 2018



Sleep improvement service Invested in 2018

* DLT=Distributed Ledger Technology

Al/Big Data invested in 2016



Webmedia Invested in 2017



Al/Big Data Invested in 2018



P2P transaction of hotel bookings Invested in 2018









Gift EC Invested in 2018







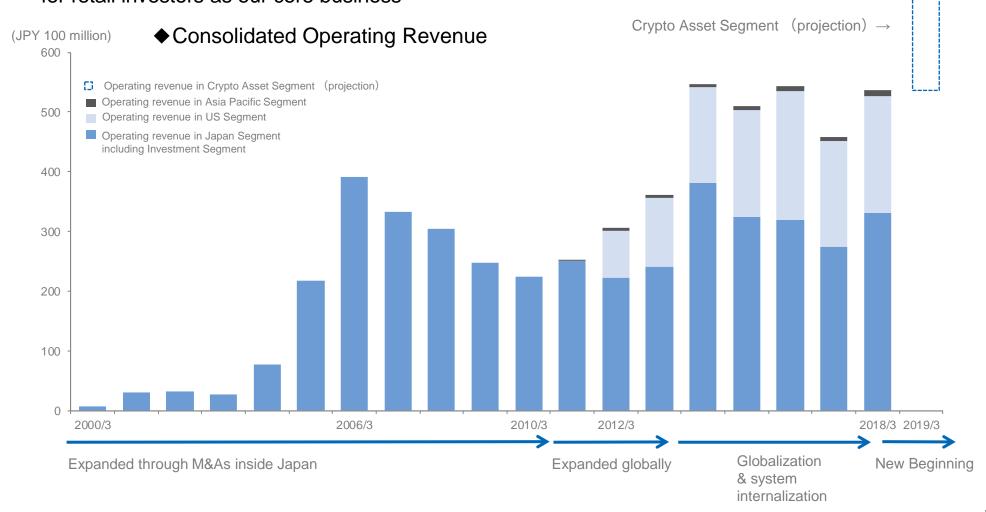
- I. Highlights
- II. Consolidated Performance
- III. Business Update

Appendix. Group Overview



✓ Japan: 1.81M accounts, Crypto Asset: 1.73M users, US: 100K accounts, AP: 13K accounts. Global customer base as a group

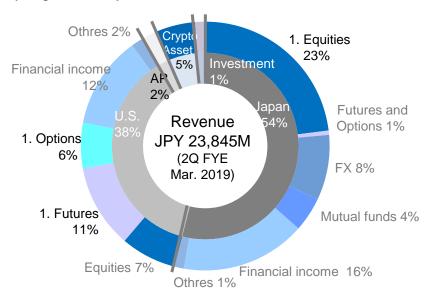
✓ Aim for continuous growth in the online brokerage business and enhancement of crypto asset business for retail investors as our core business



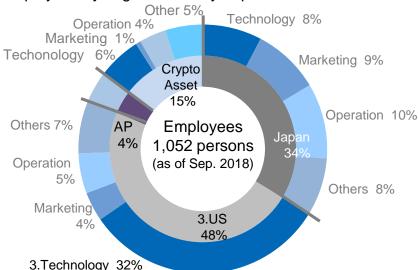
Group Overview - Revenues, Costs, and Employees



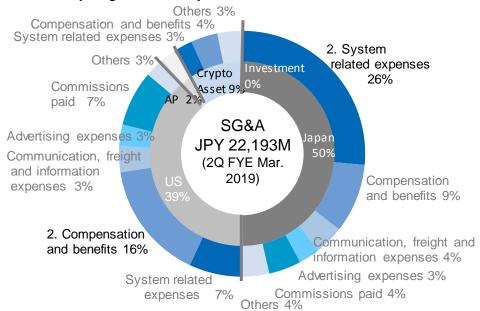
◆ Total operating revenue after deducting financial expenses by region and by business



◆Employees by segment and by department



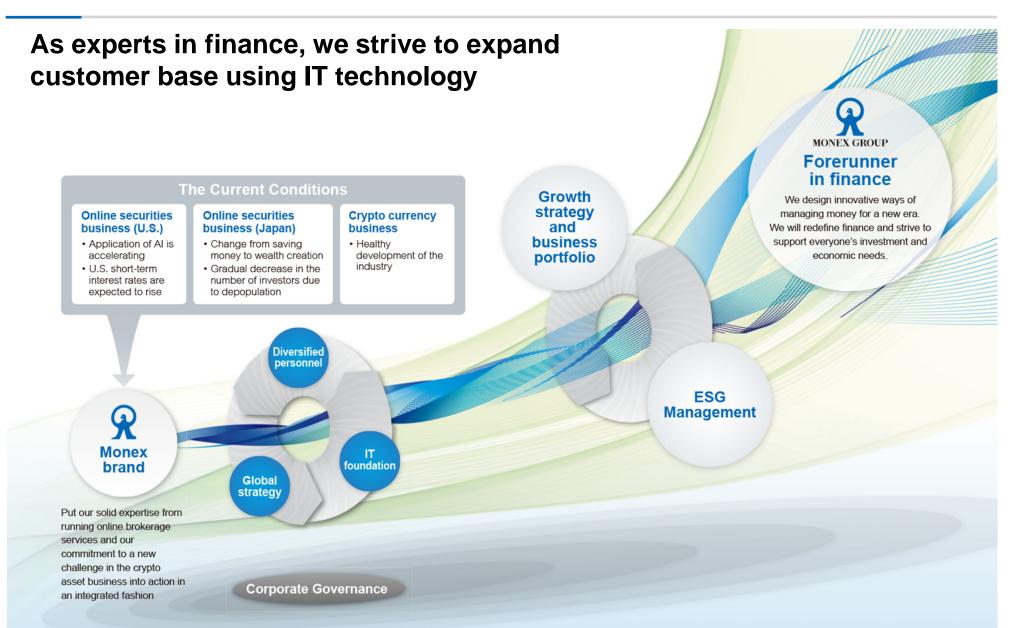
◆SG&A by segment and by cost items



- *1. Total operating revenue after deducting financial expenses : Japan accounts for 1/2. Revenue in Japan primarily from equities while revenue in the US primarily from futures and options
- *2. Total SG&A: Japan accounts for 50% and US 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 accounts for 50%. US has a larger number of technology-related employees as it internally develops its system

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New financial conglomerate in a new age

Traditional Financial Conglomerate

Bank

Securities Broker

Payment Card Company

Others

New Financial Conglomerate

Crypto Asset Bank

Global Online Brokerage

Blockchain Payment

Investment Business and more

Monex Group

Coincheck

Monex Securities, TradeStation Securities, Monex Boom Securities, Monex Securities Australia

Coincheck, Blockchain Lab and more

Monex Ventures and more



Established 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 nine directors qualify as "independent & outside" directors and four out of six 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, CPA), 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)

14th ordinary general meeting of shareholders (June 23, 2018)

Attendance of shareholders: 468



Listed Holding Company



(As of December 31, 2018)

[Japan]

Online Securities Company



Monex, Inc.
Comprehensive investment service provider

Corporate Venture Capital



Monex Ventures, Inc. Venture capital business Cryptocurrency exchange service provider



Coincheck, Inc.
Cryptocurrency exchange platform
"Coincheck"

Finance Company

Monex Finance Corporation

Finance company for the group companies of Monex Group

Asset Management

Monex-Saison-Vanguard Investment Partners, Inc.

Small-lot and low-cost discretionary investment management wrap service
(Investment Ratio) Monex G: 51%

Cryptocurrency

Monex Crypto Bank, Inc.

Management of a web media, Monex Cryptocurrency Lab. Research, study, plan, development and consulting of cryptocurrency related services [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 international customers

[Asia Pacific]

Monex International Limited Holding Company in Hong Kong

Online Securities Company



Monex Boom Securities (H.K.) Limited
Online securities group in Hong Kong

Beijing Representative Office (Monex, Inc.)

Online Securities Company



Monex Securities Australia Pty Ltd (Australia)

Technology support

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

^{*} Companies with no reference to investment ratio are wholly-owned subsidiaries of Monex Group, Inc.

Overview of Monex Group and Main Subsidiary Companies



■ 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, stock lending, lead manager in an IPO as an online broker, RMB bonds, No.1 U.S. equity service in Japan (the largest number of stock names available, the longest trading hours & the lowest commissions), offering the largest-class private equity fund in the world, First smartphone app for US equity as major online broker
- Products & services: Equities (Japan, U.S., Hong Kong), futures & options, FX, mutual funds, bonds, investment education, etc.
- # of total accounts: 1,807,264
- # of active accounts: 1,058,391
- ("Active accounts": accounts with balance or with at least one trade or transaction a year.)
- Customers' assets in custody: JPY 3.8 trillion
- Coincheck, Inc. (Tokyo, Japan)
- President : Toshihiko Katsuya
- Founded in 2012, joined Monex Group in April. 2018
- Offers cryptocurrency exchange service for 1.7 million users
- Number of accounts which identity is confirmed: 0.9 million

- TradeStation Group, Inc. (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 Jun. 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
- Licenses "TradeStation" platform as a technology provider to brokers in Japan, China and Korea
- Products & services: Equities (U.S.), options and futures
- # of active accounts: 86,650
- Customers' assets in custody: JPY 562,700 million
- Monex Boom Securities (H.K.) Limited
- Offers access to over 12 markets
- COO: Ivan Law
- Founded in 1997, joined Monex Group in Dec. 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 currencies in a single trading account
- # of accounts with balance: 12,918
- Customers' assets in custody: JPY 162,300 million
- Monex Securities Australia Pty Ltd (Australia)
- By utilizing the system and operating structure of Monex Boom Securities Group
- Managing Director: Alex Douglas
- Established in 2010, joined Monex Group in June 2011

History of Monex Group



	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) 		
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
2017	 Monex Finance, Inc. is established Monex Crypto Bank, Inc. is established 		
2018	 Monex Cryptocurrency Lab is set up Coincheck, Inc. joined Monex Group 	- TradeStation Crypto, Inc. is established	 Monex Securities Australia Pty Ltd launched new online brokerage firm for individual investors in Australia

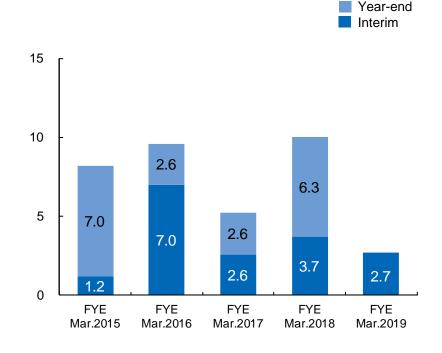
As of December 2018



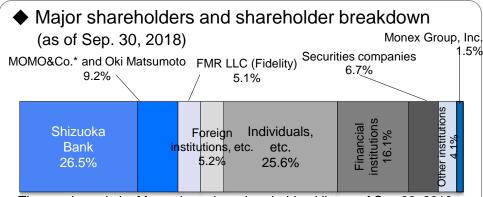
■ Shareholders distribution

Our basic policy for shareholders distribution Monex Group aims to provide returns to its shareholders based on the business performance, while securing investment capacity for growth, and targets at a 75% total return ratio on a multi-year basis.

◆ Dividend history (yen)



■ Shareholders & indicators per share



The graph made by Monex based on shareholders' list as of Sep 30, 2018 and the Large shareholding report .

◆Indicators per share

	FYE	FYE	FYE	FYE	3Q FYE
	Mar. 2015	Mar. 2016	Mar. 2017	Mar. 2018	Mar. 2019
Equity attributable to owners of the Company per share (BPS)	302.18 yen	302.03 yen	290.00 Yen	298.50 Yen	
Earnings per share attributable to owners of the Company (EPS)	12.15yen	12.46yen	1.06yen	24.33yen	13.44yen *
Rate of Return on Equity(ROE)	4.2%	4.1%	0.4%	8.3%	4.5% *
Dividends per share	8.2yen	9.6yen	5.2yen	10.0yen	2.7yen (Interim)

^{*} EPS and ROE for 3Q FYE Mar. 2019 show annualized figures obtained by multiplying 4/3 to the actual figures for 3Q (9 months) of FYE Mar. 2019

^{*} Formerly known as Oki Matsumoto, Inc.