Monex Group. Inc.

January 31, 2022

## DATABOOK

## Financial Results for the 3Q of the Fiscal Year Ending March 31, 2022

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]

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## 1. Market \& Transaction Data

## 2. Financial Data

## Market and Transaction Data (1) Japan Segment - Monex, Inc.

|  | FYE Mar. 2020 |  | FYE Mar. 2021 |  |  |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End |
| Customers' Assets in Custody (JPY million) (*1) |  |  |  |  |  |  |  |  |  |
| Equities | 2,801,527 | 2,342,619 | 2,679,626 | 2,859,324 | 3,034,414 | 3,384,583 | 3,475,018 | 3,540,073 | 3,589,283 |
| Bonds | 57,575 | 56,743 | 62,951 | 62,599 | 63,384 | 63,941 | 66,254 | 64,993 | 71,767 |
| Mutual Funds | 1,054,844 | 934,399 | 1,015,857 | 1,072,640 | 1,173,831 | 1,239,691 | 1,269,681 | 1,299,277 | 1,357,702 |
| Others | 407,599 | 417,305 | 438,429 | 395,173 | 429,090 | 443,839 | 434,237 | 463,589 | 439,532 |
| Total | 4,321,546 | 3,751,066 | 4,196,863 | 4,389,735 | 4,700,720 | 5,132,054 | 5,245,190 | 5,367,932 | 5,458,284 |
| Number of accounts (account) |  |  |  |  |  |  |  |  |  |
| Total accounts(*2) | 1,842,499 | 1,856,376 | 1,872,069 | 1,890,888 | 1,910,776 | 1,937,108 | 1,956,009 | 1,972,642 | 1,985,990 |
| Active accounts (*3) | 1,054,619 | 1,061,072 | 1,067,538 | 1,077,049 | 1,088,257 | 1,100,369 | 1,111,579 | 1,119,744 | 1,122,558 |
| Customer distribution (active accounts, \%) (*4) |  |  |  |  |  |  |  |  |  |
| Under 30 | 19.6 | 19.4 | 19.2 | 19.2 | 19.2 | 19.4 | 19.4 | 19.3 | 19.0 |
| 40s and 50s | 52.5 | 52.4 | 52.4 | 52.3 | 52.1 | 51.8 | 51.7 | 51.6 | 51.6 |
| Over 60 | 27.5 | 27.8 | 28.0 | 28.2 | 28.3 | 28.4 | 28.5 | 28.7 | 29.0 |
| Corporation | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Capital Adequacy Ratio(JPY million) |  |  |  |  |  |  |  |  |  |
| Non-fixed capital | 34,439 | 33,057 | 32,368 | 33,573 | 34,888 | 35,222 | 36,098 | 37,037 | 38,533 |
| Risk asset amount | 9,012 | 8,589 | 9,880 | 10,619 | 10,596 | 11,581 | 12,024 | 11,889 | 12,036 |
| Capital adequacy ratio (\%) | 382.1\% | 384.8\% | 327.6\% | 316.1\% | 329.2\% | 304.1\% | 300.2\% | 311.5\% | 320.1\% |

(*1) Customers' Assets in custody of Monex Inc. include the balance of foreign stocks and some deposits of other group companies.
(*2) Total accounts refers to the sum of brokerage accounts and FX-only accounts
(*3) 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
(*4) Number of active comprehensive brokerage accounts excludes FX-only accounts

|  | FYE Mar. 2020 |  | FYE Mar. 2021 |  |  |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q |
| Equities and ETFs, etc |  |  |  |  |  |  |  |  |  |
| Total trading volume of individual investors of 2 Japanese major markets (JPY 100million/day) | 10,182 | 13,539 | 15,010 | 13,304 | 14,072 | 17,482 | 14,443 | 15,733 | 16,141 |
| Equity trading share of Monex, Inc. (\%) | 5.37 | 5.61 | 5.63 | 5.14 | 5.01 | 5.22 | 4.76 | 4.44 | 4.52 |
| Equity trading value of Monex, Inc. (JPY 100million/day) | 546 | 760 | 845 | 684 | 706 | 913 | 688 | 698 | 729 |
| Cash trading value | 243 | 335 | 353 | 293 | 318 | 417 | 300 | 297 | 298 |
| Margin trading value | 303 | 424 | 491 | 390 | 386 | 495 | 387 | 400 | 430 |
| Margin balance (end of quarter) (JPY 100million) | 1,608 | 1,268 | 1,690 | 1,719 | 1,739 | 2,076 | 2,161 | 2,126 | 2,086 |
| Mutual Funds |  |  |  |  |  |  |  |  |  |
| Balance (As of the end of the quarter) | 432,893 | 353,616 | 412,469 | 439,282 | 478,109 | 524,921 | 577,343 | 595,866 | 684,830 |
| U.S. stocks |  |  |  |  |  |  |  |  |  |
| Brokerage commissions (JPY million) | 144 | 343 | 425 | 555 | 711 | 1,047 | 667 | 648 | 744 |
| FX |  |  |  |  |  |  |  |  |  |
| FX revenue (JPY million) (*) | 844 | 1,185 | 792 | 717 | 736 | 884 | 747 | 833 | 898 |
| Trading value (JPY 100million) | 141,348 | 282,509 | 298,613 | 361,076 | 311,325 | 292,535 | 210,950 | 200,583 | 292,486 |

## Market and Transaction Data (3)

U.S. Segment, Crypto Asset Segment, and Asia-Pacific Segment

|  |  | FYE Mar. 2020 |  | FYE Mar. 2021 |  |  |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q |
| U.S. Segment - TradeStation Group |  |  |  |  |  |  |  |  |  |  |
| Customers' Assets in Custody(*1) |  | 649,855 | 582,752 | 723,418 | 825,182 | 955,641 | 1,144,240 | 1,262,119 | 1,254,015 | 1,413,790 |
| Active accounts |  | 96,643 | 102,012 | 117,947 | 125,315 | 131,431 | 145,887 | 156,961 | 162,751 | 178,863 |
| DARTs(*2) | Equities | 27,057 | 53,646 | 90,278 | 129,130 | 157,454 | 180,574 | 132,374 | 119,804 | 123,763 |
|  | Options | 10,936 | 14,526 | 18,760 | 21,747 | 23,070 | 26,935 | 24,764 | 25,945 | 27,906 |
|  | Futures | 42,059 | 72,683 | 77,044 | 67,683 | 57,975 | 67,402 | 55,380 | 56,384 | 61,922 |
| VIX | VIX Close Average | 13.99 | 31.22 | 34.50 | 25.81 | 25.62 | 23.20 | 18.00 | 18.29 | 19.27 |
| Crypto Asset Segment (Coincheck) |  |  |  |  |  |  |  |  |  |  |
| Customers' Assets in Custody |  | 67,141 | 69,301 | 83,952 | 106,813 | 183,953 | 435,934 | 329,345 | 444,547 | 441,362 |
| Number of verified |  | 917,096 | 938,445 | 958,145 | 992,021 | 1,035,942 | 1,204,500 | 1,354,927 | 1,430,308 | 1,534,173 |
| Customer distribution | Under 30 | - | - | - | - | - | - | 60\% | 60\% | 59\% |
|  | 40s and 50s | - | - | - | - | - | - | 35\% | 35\% | 36\% |
|  | Over 60 | - | - | - | - | - | - | 5\% | 5\% | 5\% |
| Exchange Trading value (JPY 100million) (*3) |  | - | - | 3,816 | 3,950 | 8,383 | 20,716 | 18,155 | 11,848 | 14,789 |
| Market place Trading value (JPY 100million) (*3) |  | - | - | 233 | 446 | 935 | 2,935 | 2,571 | 1,161 | 1,122 |
| Asia-Pacific Segment - Monex Boom Securities+Monex Securities Australia |  |  |  |  |  |  |  |  |  |  |
| Customers' Assets in Custody (*4) |  | 153,269 | 131,839 | 152,436 | 167,542 | 190,299 | 215,365 | 227,952 | 211,544 | 220,356 |
| Accounts with balances |  | 13,599 | 14,334 | 15,599 | 17,286 | 18,387 | 20,935 | 21,502 | 21,931 | 22,138 |
| DARTs |  | 1,570 | 3,033 | 3,726 | 4,713 | 4,316 | 6,886 | 3,831 | 4,226 | 3,550 |

(*1) Customers' Assets in custody of TradeStation Group, Inc. and Asia-Pacific segment include the balance of foreign stocks and some deposits of each company.
(*2) DARTs in 3Q of FYE Mar. 2020 don't count commission-free plans (TSGo/Select).
(*3) Disclosure started from 1Q of FYE Mar. 2021.
(person)

|  | FYE Mar. 2020 |  | FYE Mar. 2021 |  |  |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End |
| Japan Segment | 389 | 397 | 405 | 408 | 410 | 404 | 420 | 421 | 466 |
| Monex Group, Inc. | 44 | 47 | 51 | 49 | 46 | 46 | 42 | 44 | 47 |
| Monex, Inc. | 322 | 324 | 327 | 329 | 332 | 326 | 344 | 341 | 342 |
| Others | 23 | 26 | 27 | 30 | 32 | 32 | 34 | 36 | 77 |
| U.S. Segment | 528 | 534 | 493 | 495 | 511 | 525 | 585 | 673 | 714 |
| Asia-Pacific Segment | 51 | 52 | 53 | 53 | 51 | 53 | 53 | 50 | 54 |
| Crypto Asset Segment | 124 | 125 | 128 | 129 | 134 | 147 | 152 | 174 | 186 |
| Total | 1,092 | 1,108 | 1,079 | 1,085 | 1,106 | 1,129 | 1,210 | 1,318 | 1,420 |

## 1. Market \& Transaction Data <br> 2. Financial Data

Quarterly consolidated financial results (JPY million)

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Commission received | 8,600 | 11,426 | 9,075 | 9,162 | 9,338 |
| Net trading income | 5,063 | 14,995 | 13,385 | 8,506 | 5,347 |
| Financial income | 4,001 | 3,907 | 4,265 | 4,096 | 5,366 |
| Sales | - | - | - | 132 | 237 |
| Other operating income | 284 | 313 | 334 | 137 | 309 |
| Total operating revenue | 17,948 | 30,641 | 27,060 | 22,034 | 20,597 |
| Other financial income | 121 | 197 | 194 | 1,040 | 452 |
| Other income | 18 | 1,194 | 59 | 1,707 | 236 |
| Equity in profits of equity method investments | 8 | 13 | 12 | 25 | -24 |
| Total revenue | 18,095 | 32,044 | 27,325 | 24,806 | 21,261 |
| Financial expenses | 1,122 | 878 | 991 | 1,289 | 1,436 |
| Cost of sales | - | - | - | 14 | 23 |
| Selling, general and administrative expenses | 11,825 | 15,186 | 15,148 | 15,521 | 18,638 |
| Other financial expenses | 314 | 3,548 | 55 | -14 | 32 |
| Other expenses | 43 | 79 | 23 | 833 | 123 |
| Total expenses | 13,304 | 19,692 | 16,217 | 17,644 | 20,251 |
| Quarterly profit before income taxes | 4,792 | 12,352 | 11,107 | 7,161 | 1,010 |
| Income tax expense | 1,156 | 4,516 | 3,823 | 2,383 | 554 |
| Quarterly profit | 3,636 | 7,836 | 7,284 | 4,779 | 455 |
| Quarterly profit attributable to owners of the Company | 3,629 | 7,806 | 7,260 | 4,767 | 435 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 6,190 | 8,058 | 6,120 | 5,995 | 6,266 |
| Stocks and ETFs | 4,360 | 5,712 | 3,941 | 3,788 | 3,894 |
| Options and Futures | 1,759 | 2,114 | 1,958 | 2,054 | 2,246 |
| Cryptocurrency | 71 | 232 | 221 | 153 | 127 |
| Underwriting and distribution commissions | 28 | 11 | 27 | 30 | 48 |
| Subscription and distribution commissions | 2 | 2 | 2 | 7 | 35 |
| Other commissions | 2,380 | 3,356 | 2,926 | 3,130 | 2,990 |
| Margin forex trades commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 77 | 100 | 96 | 107 | 84 |
| Mutual funds agency commissions | 375 | 403 | 436 | 451 | 470 |
| Others | 1,927 | 2,852 | 2,395 | 2,572 | 2,435 |
| Net trading income | 5,063 | 14,995 | 13,385 | 8,506 | 5,347 |
| Financial income | 4,001 | 3,907 | 4,265 | 4,096 | 5,366 |
| Sales | - | - | - | 132 | 237 |
| Other operating income | 284 | 313 | 334 | 137 | 309 |
| Total operating revenue | 17,948 | 30,641 | 27,060 | 22,034 | 20,597 |
| Financial expenses | 1,122 | 878 | 991 | 1,289 | 1,436 |
| Cost of sales | - | - | - | 14 | 23 |
| Total operating revenue after deducting financial expenses and cost of sales | 16,826 | 29,762 | 26,069 | 20,730 | 19,138 |
| Selling, general and administrative expenses | 11,825 | 15,186 | 15,148 | 15,521 | 18,638 |
| The amount equivalent to operating income | 5,002 | 14,576 | 10,920 | 5,209 | 500 |
| Other income | 147 | 1,403 | 265 | 2,772 | 664 |
| Other expenses | 357 | 3,628 | 78 | 820 | 155 |
| Quarterly profit before income taxes | 4,792 | 12,352 | 11,107 | 7,161 | 1,010 |
| Income taxes | 1,156 | 4,516 | 3,823 | 2,383 | 554 |
| Quarterly profit | 3,636 | 7,836 | 7,284 | 4,779 | 455 |
| Quarterly profit attributable to owners of the Company | 3,629 | 7,806 | 7,260 | 4,767 | 435 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 3,596 | 5,728 | 5,418 | 5,848 | 8,055 |
| Commissions paid | 1,345 | 1,735 | 1,660 | 1,581 | 1,697 |
| Exchange and association dues | 232 | 246 | 227 | 208 | 224 |
| Communication, freight and information expenses | 921 | 969 | 1,008 | 1,007 | 1,139 |
| Advertising expenses | 1,084 | 2,768 | 2,504 | 3,027 | 4,952 |
| Others | 14 | 11 | 19 | 24 | 43 |
| Compensation and benefits | 3,809 | 4,747 | 4,500 | 4,317 | 4,888 |
| Rental and maintenance | 1,148 | 1,105 | 1,210 | 1,235 | 1,315 |
| Rental expenses | 89 | 76 | 85 | 82 | 94 |
| Maintenance expenses | 1,059 | 1,030 | 1,125 | 1,153 | 1,220 |
| Data processing and office supplies | 578 | 634 | 734 | 689 | 740 |
| Data processing | 559 | 611 | 706 | 664 | 714 |
| Office supplies | 19 | 23 | 29 | 25 | 26 |
| Amortization and depreciation | 2,008 | 2,050 | 2,093 | 2,057 | 2,031 |
| Taxes other than income taxes | 218 | 416 | 331 | 298 | 243 |
| Other operating expenses | 468 | 505 | 862 | 1,077 | 1,366 |
| Total selling, general and administrative expenses | 11,825 | 15,186 | 15,148 | 15,521 | 18,638 |
| Gain or loss on valuation of investments in securities | 31 | 216 | -22 | 1,061 | 418 |
| Gain or loss on sales of investments in securities | 0 | 3 | 151 | -10 | -5 |
| Dividends income | -7 | - | 10 | - | 4 |
| Loss on disposal on fixed assets | -13 | -3 | 1 | -13 | -64 |
| Change in Fair value of Contingent consideration | -217 | -3,571 | - | - | - |
| Equity in profits or losses of equity method investments | 8 | 13 | 12 | 25 | -24 |
| Impairment loss on nonfinancial assets | - | -6 | - | -656 | -7 |
| Others | -12 | 1,124 | 36 | 1,545 | 186 |
| Total of other income and expenses | -210 | -2,224 | 187 | 1,952 | 509 |

Quarterly financial results by segment (Reclassified) Japan Segment
(JPY million) @MONEX GROUP

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 3,666 | 4,582 | 3,325 | 3,253 | 3,365 |
| Stocks and ETFs | 3,604 | 4,509 | 3,272 | 3,193 | 3,293 |
| Options and Futures | 62 | 73 | 52 | 60 | 71 |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | 28 | 11 | 27 | 30 | 48 |
| Subscription and distribution commissions | 2 | 2 | 2 | 7 | 35 |
| Other commissions | 576 | 812 | 730 | 862 | 802 |
| Margin forex trades commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 77 | 100 | 96 | 107 | 84 |
| Mutual funds agency commissions | 375 | 403 | 436 | 451 | 470 |
| Others | 123 | 308 | 198 | 304 | 248 |
| Net trading income | 1,238 | 1,248 | 1,217 | 1,435 | 905 |
| Financial income | 2,165 | 2,204 | 2,414 | 2,219 | 2,844 |
| Other operating income | 30 | 43 | 37 | 37 | 126 |
| Total operating revenue | 7,705 | 8,902 | 7,751 | 7,843 | 8,125 |
| Financial expenses | 474 | 358 | 378 | 462 | 264 |
| Total operating revenue after deducting financial expenses | 7,231 | 8,544 | 7,373 | 7,381 | 7,861 |
| Selling, general and administrative expenses | 5,992 | 6,501 | 6,036 | 6,081 | 6,342 |
| The amount equivalent to operating income | 1,239 | 2,043 | 1,337 | 1,300 | 1,519 |
| Other income | 352 | 2,070 | 880 | 2,552 | 592 |
| Other expenses | 137 | 3 | 77 | 150 | 146 |
| Quarterly profit before income taxes | 1,454 | 4,109 | 2,139 | 3,702 | 1,965 |
| Income taxes | 440 | 1,415 | 741 | 1,233 | 653 |
| Quarterly profit | 1,014 | 2,694 | 1,399 | 2,469 | 1,313 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 1,682 | 1,978 | 1,548 | 1,683 | 1,726 |
| Commissions paid | 658 | 817 | 544 | 587 | 654 |
| Exchange and association dues | 193 | 210 | 182 | 169 | 185 |
| Communication, freight and information expenses | 423 | 430 | 409 | 413 | 499 |
| Advertising expenses | 399 | 517 | 407 | 505 | 375 |
| Others | 9 | 4 | 6 | 8 | 13 |
| Compensation and benefits | 1,373 | 1,524 | 1,347 | 1,299 | 1,459 |
| Rental and maintenance | 899 | 857 | 929 | 949 | 969 |
| Rental expenses | 46 | 47 | 45 | 45 | 59 |
| Maintenance expenses | 852 | 810 | 883 | 904 | 910 |
| Data processing and office supplies | 470 | 484 | 535 | 481 | 522 |
| Data processing | 460 | 472 | 519 | 466 | 507 |
| Office supplies | 10 | 12 | 16 | 14 | 15 |
| Amortization and depreciation | 1,294 | 1,297 | 1,316 | 1,287 | 1,282 |
| Taxes other than income taxes | 162 | 253 | 193 | 220 | 207 |
| Other operating expenses | 113 | 107 | 169 | 163 | 176 |
| Total selling, general and administrative expenses | 5,992 | 6,501 | 6,036 | 6,081 | 6,342 |
| Gain or loss on valuation of investments in securities | 31 | 216 | -22 | 529 | 42 |
| Gain or loss on sales of investments in securities | 0 | 3 | 151 | -10 | -5 |
| Dividends income | -7 | - | 10 | - | 4 |
| Loss on disposal on fixed assets | -8 | -2 | 1 | - | -63 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | -1 | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | 199 | 1,850 | 653 | 1,883 | 467 |
| Total of other income and expenses | 215 | 2,066 | 802 | 2,402 | 446 |

Quarterly financial results by segment (Reclassified) US Segment
(JPY million) MONEX GROUP

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 2,496 | 3,416 | 2,689 | 2,643 | 2,829 |
| Stocks and ETFs | 739 | 1,166 | 574 | 503 | 535 |
| Options and Futures | 1,697 | 2,041 | 1,906 | 1,994 | 2,174 |
| Cryptocurrency | 60 | 209 | 210 | 147 | 119 |
| Underwriting \& distribution com. | - | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - | - |
| Other commissions | 1,640 | 2,095 | 1,737 | 1,702 | 1,864 |
| Margin forex trades com. OTC | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| Mutual funds agency com. | - | - | - | - | - |
| Others | 1,640 | 2,095 | 1,737 | 1,702 | 1,864 |
| Net trading income | - | - | - | - | - |
| Financial income | 1,583 | 1,662 | 1,727 | 1,620 | 2,418 |
| Sales | 8 | 5 | 37 | 5 | 3 |
| Other operating income | 253 | 278 | 195 | 194 | 170 |
| Total operating revenue | 5,979 | 7,457 | 6,385 | 6,165 | 7,284 |
| Financial expenses | 566 | 573 | 625 | 696 | 1,219 |
| Cost of sales | 7 | 4 | 32 | 5 | 3 |
| Total operating revenue after deducting financial expenses and cost of sales | 5,406 | 6,880 | 5,728 | 5,464 | 6,062 |
| SG\&A | 4,734 | 5,498 | 5,925 | 6,835 | 8,565 |
| The amount equivalent to operating income | 672 | 1,382 | -197 | -1,371 | -2,503 |
| Other income | 18 | 18 | 2 | 557 | 393 |
| Other expenses | 6 | 7 | -10 | 689 | 10 |
| Quarterly profit before income taxes | 685 | 1,393 | -185 | -1,502 | -2,121 |
| Income tax expense | 186 | 204 | 165 | -349 | -480 |
| Quarterly profit | 498 | 1,189 | -350 | -1,153 | -1,641 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 1,689 | 1,985 | 2,053 | 2,632 | 3,976 |
| Commissions paid | 806 | 965 | 937 | 922 | 931 |
| Exchange and association dues | 38 | 36 | 45 | 39 | 39 |
| Communication, freight and information expenses | 391 | 398 | 432 | 430 | 438 |
| Advertising expenses | 451 | 583 | 631 | 1,231 | 2,548 |
| Others | 2 | 2 | 8 | 11 | 19 |
| Compensation and benefits | 1,823 | 2,204 | 2,231 | 2,399 | 2,708 |
| Rental and maintenance | 302 | 319 | 349 | 373 | 432 |
| Rental expenses | 31 | 24 | 32 | 28 | 26 |
| Maintenance expenses | 271 | 294 | 317 | 345 | 406 |
| Data processing and office supplies | 9 | 10 | 12 | 10 | 10 |
| Data processing | - | - | - | - | - |
| Office supplies | 9 | 10 | 12 | 10 | 10 |
| Amortization and depreciation | 601 | 625 | 653 | 644 | 619 |
| Taxes other than income taxes | 11 | 11 | 8 | 7 | 8 |
| Other operating expenses | 299 | 344 | 619 | 769 | 812 |
| Total selling, general and administrative expenses | 4,734 | 5,498 | 5,925 | 6,835 | 8,565 |
| Gain or loss on valuation of investments in securities | - | - | - | 532 | 375 |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -5 | -1 | 0 | -13 | -0 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | -6 | - | -656 | -7 |
| Others | 17 | 18 | 12 | 6 | 14 |
| Total of other income and expenses | 12 | 11 | 12 | -131 | 382 |

## Quarterly financial results by segment (Reclassified) US Segment

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 23,937 | 31,924 | 24,404 | 23,965 | 24,898 |
| Stocks and ETFs | 7,074 | 10,913 | 5,207 | 4,557 | 4,705 |
| Options and Futures | 16,294 | 19,046 | 17,295 | 18,079 | 19,158 |
| Cryptocurrency | 568 | 1,965 | 1,902 | 1,330 | 1,035 |
| Other commissions | 15,683 | 19,588 | 15,768 | 15,432 | 16,415 |
| Financial income | 15,156 | 15,507 | 15,675 | 14,688 | 21,398 |
| Sales | 81 | 43 | 336 | 49 | 23 |
| Other operating income | 2,423 | 2,596 | 1,766 | 1,761 | 1,489 |
| Total operating revenue | 57,279 | 69,658 | 57,949 | 55,896 | 64,223 |
| Financial expenses | 5,429 | 5,338 | 5,668 | 6,314 | 10,824 |
| Cost of sales | 70 | 38 | 292 | 43 | 20 |
| Total operating revenue after deducting financial expenses | 51,780 | 64,283 | 51,989 | 49,539 | 53,380 |
| Selling, general and administrative expenses | 45,354 | 51,332 | 53,776 | 61,970 | 75,707 |
| The amount equivalent to operating income | 6,426 | 12,950 | -1,788 | -12,432 | -22,328 |
| Other income | 170 | 169 | 23 | 5,054 | 3,474 |
| Other expenses | 55 | 65 | -88 | 6,246 | 30 |
| Quarterly profit before income taxes | 6,542 | 13,055 | -1,677 | -13,623 | -18,884 |
| Income taxes | 1,779 | 1,909 | 1,498 | -3,166 | -4,289 |
| Quarterly profit | 4,763 | 11,145 | -3,175 | -10,457 | -14,595 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 16,176 | 18,532 | 18,635 | 23,865 | 35,262 |
| Commissions paid | 7,735 | 9,012 | 8,503 | 8,357 | 8,187 |
| Exchange and association dues | 368 | 334 | 408 | 349 | 346 |
| Communication, freight and information expenses | 3,740 | 3,718 | 3,922 | 3,899 | 3,851 |
| Advertising expenses | 4,318 | 5,446 | 5,730 | 11,160 | 22,705 |
| Others | 15 | 21 | 72 | 100 | 172 |
| Compensation and benefits | 17,466 | 20,589 | 20,245 | 21,752 | 23,881 |
| Rental and maintenance | 2,885 | 2,974 | 3,169 | 3,386 | 3,812 |
| Rental expenses | 295 | 225 | 288 | 256 | 231 |
| Maintenance expenses | 2,590 | 2,749 | 2,880 | 3,130 | 3,581 |
| Data processing and office supplies | 86 | 98 | 111 | 89 | 87 |
| Data processing | 5,758 | 5,831 | 5,929 | 5,840 | 5,439 |
| Office supplies | 109 | 99 | 71 | 67 | 67 |
| Amortization and depreciation | 2,872 | 3,210 | 5,617 | 6,970 | 7,159 |
| Taxes other than income taxes | 45,354 | 51,332 | 53,776 | 61,970 | 75,707 |
| Gain or loss on valuation of investments in securities | - | - | - | 4,826 | 3,321 |
| Gain or loss on sales of investments in securities | - | - | - |  | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -45 | -8 | -1 | -119 | - |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | -57 | - | -5,955 | - |
| Others | 160 | 169 | 112 | 56 | 123 |
| Total of other income and expenses | 115 | 104 | 110 | -1,192 | 3,444 |

Quarterly financial results by segment (Reclassified) Crypto Asset Segment

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 11 | 22 | 12 | 7 | 8 |
| Stocks and ETFs | - | - | - | - | - |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | 11 | 22 | 12 | 7 | 8 |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | 162 | 446 | 459 | 565 | 323 |
| Margin forex trades commissions (OTC) | - | - | - |  | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| Mutual funds agency commissions | - | - | - |  | - |
| Others | 162 | 446 | 459 | 565 | 323 |
| Net trading income | 3,828 | 13,751 | 12,171 | 7,074 | 4,447 |
| Financial income | - | - | - | - | - |
| Sales | - | - | - | 132 | 237 |
| Other operating income | 0 | 14 | 98 | -67 | 36 |
| Total operating revenue | 4,000 | 14,233 | 12,739 | 7,711 | 5,051 |
| Financial expenses | 3 | 1 | 1 | 1 | 1 |
| Cost of sales | - | - | - | 14 | 23 |
| Total operating revenue after deducting financial expenses and cost of sales | 3,997 | 14,233 | 12,739 | 7,695 | 5,027 |
| Selling, general and administrative expenses | 1,348 | 4,005 | 3,752 | 2,934 | 3,910 |
| The amount equivalent to operating income | 2,648 | 10,227 | 8,987 | 4,761 | 1,118 |
| Other income | -4 | -1 | 10 | 77 | -1 |
| Other expenses | 221 | 3,610 | 1 | 7 | 1 |
| Quarterly profit before income taxes | 2,423 | 6,617 | 8,996 | 4,831 | 1,116 |
| Income taxes | 439 | 2,820 | 2,848 | 1,489 | 354 |
| Quarterly profit | 1,984 | 3,797 | 6,148 | 3,341 | 762 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 380 | 2,028 | 1,854 | 1,568 | 2,387 |
| Commissions paid | 91 | 284 | 270 | 169 | 214 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 79 | 111 | 138 | 135 | 171 |
| Advertising expenses | 207 | 1,629 | 1,441 | 1,259 | 1,992 |
| Others | 3 | 4 | 5 | 5 | 10 |
| Compensation and benefits | 480 | 839 | 783 | 479 | 582 |
| Rental and maintenance | 9 | 2 | 5 | 6 | 6 |
| Rental expenses | 9 | 1 | 5 | 6 | 6 |
| Maintenance expenses | - | 1 | - | 0 | 0 |
| Data processing and office supplies | 83 | 120 | 176 | 181 | 186 |
| Data processing | 83 | 120 | 176 | 181 | 186 |
| Office supplies | - | - | - | - | - |
| Amortization and depreciation | 84 | 98 | 97 | 100 | 103 |
| Taxes other than income taxes | 43 | 151 | 128 | 69 | 26 |
| Other operating expenses | 269 | 767 | 711 | 531 | 621 |
| Total selling, general and administrative expenses | 1,348 | 4,005 | 3,752 | 2,934 | 3,910 |
| Gain or loss on valuation of investments in securities | - | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - | - |
| Change in Fair value of Contingent consideration | -217 | $-3,571$ | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | -8 | -40 | 9 | 70 | -2 |
| Total of other income and expenses | -225 | -3,611 | 9 | 70 | -2 |

## Quarterly financial results by segment (Reclassified) Asia-Pacific Segment

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | 233 | 377 | 200 | 201 | 185 | Transaction-related expenses | 84 | 116 | 73 | 77 | 88 |
| Stocks and ETFs | 233 | 377 | 200 | 201 | 185 | Commissions paid | 27 | 42 | 14 | 12 | 16 |
| Options and Futures | - | - | - | - | - | Exchange and association dues | - | - | - | - | - |
| Cryptocurrency | - | - | - | - | - | Communication, freight and information expenses | 28 | 29 | 29 | 29 | 30 |
| Underwriting and distribution commissions | - | - | - | - | - | Advertising expenses | 28 | 45 | 29 | 36 | 42 |
| Subscription and distribution commissions | - | - | - | - | - | Others | 0 | 0 | 0 | 0 | 0 |
| Other commissions | 3 | 2 | 1 | 1 | 0 | Compensation and benefits | 122 | 170 | 125 | 131 | 125 |
| Margin forex trades commissions (OTC) | 3 | 2 | 1 | 1 | 0 | Rental and maintenance Rental expenses | 4 | 4 3 | 4 | 5 | 4 |
| Margin transaction management fee / transfer fee | - | - | - | - | - | Maintenance expenses | 1 | 1 | 1 | 2 | 1 |
| Mutual funds agency commissions | - | - | - | - | - | Data processing and office supplies | 13 | 17 | 8 | 13 | 16 |
| Others | 3 | 2 | 1 | 1 | 0 | Data processing | 12 | 16 | 7 | 12 | 16 |
| Net trading income | -0 | 0 | -0 | - 0 | $\triangle 0$ | Office supplies | 1 | 1 | 1 | 1 | 1 |
| Financial income | 32 | 43 | 32 | 33 | 34 | Amortization and depreciation | 28 | 30 | 28 | 26 | 27 |
|  |  |  |  |  |  | Taxes other than income taxes | - | - | - | - | - |
| Other operating income | 94 | 107 | 90 | 87 | 78 | Other operating expenses | 10 | 11 | 11 | 11 | 12 |
| Total operating revenue | 361 | 529 | 323 | 322 | 297 | Total selling, general and | 261 | 349 | 248 | 263 | 273 |
| Financial expenses | 2 | 2 | 1 | 1 | 0 | administrative expenses |  |  |  |  |  |
| Total operating revenue after deducting financial expenses | 359 | 528 | 323 | 321 | 296 | investments in securities | - | - | - | - | - |
| Selling, general and administrative expenses | 261 | 349 | 248 | 263 | 273 | Gain or loss on sales of investments in securities | - | - | - | - | - |
|  |  |  |  |  |  | Dividends income | - | - | - | - | - |
| operating income | 98 | 179 | 74 | 58 | 23 | Loss on disposal on fixed assets | -0 | -0 | - | - | - |
| Other income | 8 | 14 | 12 | 25 | 1 | Change in Fair value of Contingent consideration | - | - | - | - | - |
| Other expenses | 1 | -5 | 1 | 1 | 22 | Equity in profits or losses of equity method investments | 8 | 14 | 12 | 25 | -24 |
| Quarterly profit before income taxes | 105 | 198 | 86 | 82 | 2 | Impairment loss on nonfinancial assets | - | - | - | - | - |
| Income taxes | 20 | 41 | 17 | 14 | 12 | Others | -1 | 5 | -1 | -1 | 2 |
| Quarterly profit | 85 | 156 | 69 | 68 | -10 | Total of other income and expenses | 7 | 19 | 12 | 24 | -22 |

## Quarterly financial results by segment (Reclassified) Investment Segment

(JPY million)

|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Brokerage commissions | - | - | - | - | - |
| Stocks and ETFs | - | - | - | - | - |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | - | - | - | - | - |
| Margin forex trades commissions (OTC) | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| $\qquad$ | - | - | - | - | - |
| Others | - | - | - | - | - |
| Net trading income | - | - | - | - | - |
| Financial income | 269 | 44 | 141 | 285 | 136 |
| Other operating income | - | - | - | - | - |
| Total operating revenue | 269 | 44 | 141 | 285 | 136 |
| Financial expenses | 125 | -8 | 40 | 218 | 62 |
| Total operating revenue after deducting financial expenses | 144 | 52 | 101 | 67 | 74 |
| Selling, general and administrative expenses | 19 | 16 | 25 | 18 | 25 |
| The amount equivalent to operating income | 126 | 36 | 76 | 49 | 49 |
| Other income | - | 8 | - | 0 | -0 |
| Other expenses | 0 | 8 | 0 | 0 | 0 |
| Quarterly profit before income taxes | 125 | 36 | 76 | 49 | 48 |
| Income taxes | 70 | 35 | 53 | -5 | 16 |
| Quarterly profit | 55 | 1 | 23 | 54 | 33 |


|  | FYE Mar. 2021 |  | FYE Mar. 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q | 4Q | 1Q | 2Q | 3Q |
| Transaction-related expenses | 2 | 1 | 2 | 1 | 3 |
| Commissions paid | 1 | 0 | 1 | 1 | 1 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 0 | 0 | 0 | 0 | 0 |
| Advertising expenses | 0 | - | - | - | 1 |
| Others | 1 | 0 | 1 | 1 | 1 |
| Compensation and benefits | 11 | 10 | 14 | 9 | 14 |
| Rental and maintenance | - | - | - | - | - |
| Rental expenses | - | - | - | - | - |
| Maintenance expenses | - | - | - | - | - |
| Data processing and office supplies | 3 | 2 | 4 | 4 | 5 |
| Data processing | 3 | 2 | 4 | 4 | 5 |
| Office supplies | - | 0 | 0 | 0 | 0 |
| Amortization and depreciation | - | - | - | - | - |
| Taxes other than income taxes | 1 | 1 | 2 | 2 | 2 |
| Other operating expenses | 1 | 2 | 2 | 1 | 1 |
| Total selling, general and administrative expenses | 19 | 16 | 25 | 18 | 25 |
| Gain or loss on valuation of investments in securities | - | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - | - |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | -0 | -0 | -0 | -0 | -0 |
| Total of other income and expenses | -0 | -0 | -0 | -0 | -0 |


|  | FYE Mar. 2020 | FYE Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Commission received | 25,375 | 36,864 | 11,488 | 45.3\% |
| Net trading income | 8,550 | 24,504 | 15,954 | 186.6\% |
| Financial income | 18,579 | 15,394 | -3,185 | -17.1\% |
| Other operating income | 722 | 1,144 | 422 | 58.5\% |
| Total operating revenue | 53,226 | 77,905 | 24,680 | 46.4\% |
| Other financial income | 49 | 431 | 382 | 774.7\% |
| Other income | 57 | 1,270 | 1,213 | 2,117.2\% |
| Equity in profits of equity method investments | 48 | 61 | 13 | 27.8\% |
| Total revenue | 53,380 | 79,668 | 26,288 | 49.2\% |
| Financial expenses | 5,236 | 4,211 | -1,025 | -19.6\% |
| Selling, general and administrative expenses | 42,835 | 49,861 | 7,027 | 16.4\% |
| Other financial expenses | 448 | 3,945 | 3,497 | 780.0\% |
| Other expenses | 731 | 355 | -376 | -51.4\% |
| Total expenses | 49,249 | 58,372 | 9,122 | 18.5\% |
| Profit before income taxes | 4,131 | 21,296 | 17,165 | 415.6\% |
| Income tax expense | 1,310 | 6,911 | 5,600 | 427.4\% |
| Profit | 2,820 | 14,385 | 11,565 | 410.1\% |
| Profit attributable to owners of the Company | 3,011 | 14,354 | 11,343 | 376.8\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 19,383 | 26,860 | 7,476 | 38.6\% |
| Stocks and ETFs | 12,022 | 18,516 | 6,494 | 54.0\% |
| Options and Futures | 7,309 | 8,015 | 706 | 9.7\% |
| Cryptocurrency | 52 | 329 | 277 | 536.8\% |
| Underwriting and distribution commissions | 105 | 63 | -42 | -39.8\% |
| Subscription and distribution commissions | 176 | 8 | -168 | -95.6\% |
| Other commissions | 5,712 | 9,933 | 4,221 | 73.9\% |
| Margin forex trades commissions (OTC) | 16 | 1 | -15 | -95.7\% |
| Margin transaction management fee / transfer fee | 311 | 372 | 62 | 19.9\% |
| $\begin{aligned} & \text { Mutual funds agency } \\ & \text { commissions } \end{aligned}$ | 1,565 | 1,459 | -106 | -6.8\% |
| Others | 3,820 | 8,101 | 4,281 | 112.1\% |
| Net trading income | 8,550 | 24,504 | 15,954 | 186.6\% |
| Financial income | 18,579 | 15,394 | -3,185 | -17.1\% |
| Other operating income | 722 | 1,144 | 422 | 58.5\% |
| Total operating revenue | 53,226 | 77,905 | 24,680 | 46.4\% |
| Financial expenses | 5,236 | 4,211 | -1,025 | -19.6\% |
| Total operating revenue after deducting financial expenses | 47,990 | 73,695 | 25,705 | 53.6\% |
| Selling, general and administrative expenses | 42,835 | 49,861 | 7,027 | 16.4\% |
| The amount equivalent to operating income | 5,155 | 23,833 | 18,678 | 362.3\% |
| Other income | 154 | 1,762 | 1,608 | 1042.2\% |
| Other expenses | 1,179 | 4,300 | 3,121 | 264.7\% |
| Quarterly profit before income taxes | 4,131 | 21,296 | 17,165 | 415.6\% |
| Income taxes | 1,310 | 6,911 | 5,600 | 427.4\% |
| Quarterly profit | 2,820 | 14,385 | 11,565 | 410.1\% |
| Quarterly profit attributable to owners of the Company | 3,011 | 14,354 | 11,343 | 376.8\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 11,975 | 15,986 | 4,011 | 33.5\% |
| Commissions paid | 4,780 | 5,754 | 974 | 20.4\% |
| Exchange and association dues | 779 | 984 | 205 | 26.2\% |
| Communication, freight and information expenses | 3,443 | 3,601 | 158 | 4.6\% |
| Advertising expenses | 2,684 | 5,598 | 2,914 | 108.5\% |
| Others | 288 | 49 | -239 | -83.1\% |
| Compensation and benefits | 13,413 | 15,614 | 2,201 | 16.4\% |
| Rental and maintenance | 4,228 | 4,470 | 243 | 5.7\% |
| Rental expenses | 339 | 313 | -26 | -7.6\% |
| Maintenance expenses | 3,889 | 4,157 | 269 | 6.9\% |
| Data processing and office supplies | 2,444 | 2,420 | -24 | -1.0\% |
| Data processing | 2,367 | 2,344 | -23 | -1.0\% |
| Office supplies | 77 | 76 | -1 | -1.4\% |
| Amortization and depreciation | 8,122 | 8,149 | 27 | 0.3\% |
| Taxes other than income taxes | 693 | 1,023 | 330 | 47.5\% |
| Other operating expenses | 1,959 | 2,199 | 240 | 12.2\% |
| Total selling, general and administrative expenses | 42,835 | 49,861 | 7,027 | 16.4\% |
| Gain or loss on valuation of investments in securities | -428 | 253 | 681 | - |
| Gain or loss on sales of investments in securities | - | 4 | 4 | - |
| Dividends income | 27 | 16 | -11 | -41.3\% |
| Loss on disposal on fixed assets | -23 | -53 | -30 | - |
| Change in Fair value of Contingent consideration | - | -3,788 | -3,788 | - |
| Equity in profits or losses of equity method investments | 48 | 61 | 13 | 27.8\% |
| Impairment loss on nonfinancial assets | -423 | -6 | 417 | - |
| Others | -225 | 977 | 1,201 | - |
| Total of other income and expenses | -1,025 | -2,537 | -1,513 | - |

## Yearly financial results by segment (Reclassified) Japan Segment

(JPY million) MONEX GROUP

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 10,294 | 15,293 | 4,999 | 48.6\% |
| Stocks and ETFs | 9,926 | 14,963 | 5,037 | 50.7\% |
| Options and Futures | 368 | 330 | -38 | -10.2\% |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | 105 | 63 | -42 | -39.8\% |
| Subscription and distribution commissions | 176 | 8 | -168 | -95.6\% |
| Other commissions | 2,040 | 2,447 | 407 | 19.9\% |
| Margin forex trades commissions (OTC) | 16 | 1 | -15 | -95.7\% |
| Margin transaction management fee / transfer fee | 311 | 372 | 62 | 19.9\% |
| Mutual funds agency commissions | 1,565 | 1,459 | -106 | -6.8\% |
| Others | 148 | 614 | 466 | 314.6\% |
| Net trading income | 5,030 | 4,553 | -478 | -9.5\% |
| Financial income | 8,652 | 8,469 | -183 | -2.1\% |
| Other operating income | 96 | 130 | 34 | 35.7\% |
| Total operating revenue | 26,393 | 30,962 | 4,570 | 17.3\% |
| Financial expenses | 2,050 | 1,864 | -187 | -9.1\% |
| Total operating revenue after deducting financial expenses | 24,342 | 29,099 | 4,756 | 19.5\% |
| Selling, general and administrative expenses | 21,671 | 24,136 | 2,465 | 11.4\% |
| The amount equivalent to operating income | 2,671 | 4,962 | 2,291 | 85.8\% |
| Other income | 469 | 2,751 | 2,282 | 487.0\% |
| Other expenses | 889 | 437 | -452 | -50.8\% |
| Quarterly profit before income taxes | 2,251 | 7,276 | 5,025 | 223.2\% |
| Income taxes | 872 | 2,490 | 1,618 | 185.7\% |
| Quarterly profit | 1,379 | 4,786 | 3,406 | 247.0\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 5,106 | 6,648 | 1,542 | 30.2\% |
| Commissions paid | 1,454 | 2,553 | 1,100 | 75.7\% |
| Exchange and association dues | 682 | 841 | 159 | 23.4\% |
| Communication, freight and information expenses | 1,744 | 1,662 | -83 | -4.7\% |
| Advertising expenses | 1,115 | 1,570 | 456 | 40.9\% |
| Others | 112 | 22 | -90 | -80.5\% |
| Compensation and benefits | 4,511 | 5,331 | 819 | 18.2\% |
| Rental and maintenance | 3,729 | 3,604 | -125 | -3.4\% |
| Rental expenses | 191 | 183 | -7 | -3.7\% |
| Maintenance expenses | 3,538 | 3,420 | -118 | -3.3\% |
| Data processing and office supplies | 1,978 | 1,991 | 13 | 0.7\% |
| Data processing | 1,933 | 1,949 | 15 | 0.8\% |
| Office supplies | 45 | 43 | -2 | -5.1\% |
| Amortization and depreciation | 5,009 | 5,235 | 226 | 4.5\% |
| Taxes other than income taxes | 593 | 754 | 162 | 27.3\% |
| Other operating expenses | 745 | 573 | -172 | -23.1\% |
| Total selling, general and administrative expenses | 21,671 | 24,136 | 2,465 | 11.4\% |
| Gain or loss on valuation of investments in securities | -428 | 253 | 681 | - |
| Gain or loss on sales of investments in securities | - | 4 | 4 | - |
| Dividends income | 27 | 16 | -11 | -41.3\% |
| Loss on disposal on fixed assets | -22 | -36 | -14 | - |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | - | -1 | -1 | - |
| Impairment loss on nonfinancial assets | -207 | - | 207 | - |
| Others | 210 | 2,077 | 1,867 | 889.0\% |
| Total of other income and expenses | -420 | 2,313 | 2,734 | - |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 8,838 | 11,322 | 2,483 | 28.1\% |
| Stocks and ETFs | 1,895 | 3,349 | 1,454 | 76.7\% |
| Options and Futures | 6,941 | 7,685 | 743 | 10.7\% |
| Cryptocurrency | 2 | 288 | 286 | 12,796.2\% |
| Underwriting \& distribution com. | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - |
| Other commissions | 3,431 | 6,666 | 3,235 | 94.3\% |
| Margin forex trades com. OTC | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency com. | - | - | - | - |
| Others | 3,431 | 6,666 | 3,235 | 94.3\% |
| Net trading income | - | - | - | - |
| Financial income | 9,965 | 6,309 | -3,655 | -36.7\% |
| Sales | 412 | 27 | -385 | -93.5\% |
| Other operating income | 999 | 1,051 | 52 | 5.2\% |
| Total operating revenue | 23,645 | 25,375 | 1,730 | 7.3\% |
| Financial expenses | 3,396 | 2,394 | -1,002 | -29.5\% |
| Cost of sales | 363 | 23 | -339 | -93.6\% |
| Total operating revenue after deducting financial expenses and cost of sales | 19,887 | 22,958 | 3,072 | 15.4\% |
| SG\&A | 17,877 | 19,771 | 1,894 | 10.6\% |
| The amount equivalent to operating income | 2,010 | 3,187 | 1,177 | 58.6\% |
| Other income | 1 | 37 | 35 | 3,600.0\% |
| Other expenses | 247 | 24 | -224 | -90.4\% |
| Quarterly profit before income taxes | 1,763 | 3,200 | 1,436 | 81.5\% |
| Income tax expense | 345 | 676 | 331 | 95.8\% |
| Quarterly profit | 1,418 | 2,523 | 1,105 | 78.0\% |


|  | FYE <br> Mar.2020 | FYE <br> Mar.2021 | Variance | Change |
| :--- | ---: | ---: | ---: | ---: |
| Transaction-related expenses | 6,098 | 7,047 | 949 | $15.6 \%$ |
| Commissions paid | 3,386 | 3,545 | 160 | $4.7 \%$ |
| Exchange and association dues | 98 | 143 | 45 | $46.3 \%$ |
| Communication, freight and <br> information expenses | 1,267 | 1,502 | 235 | $18.5 \%$ |
| Advertising expenses | 1,200 | 1,849 | 649 | $54.1 \%$ |
| Others | 147 | 7 | -140 | $-95.2 \%$ |
| Compensation and benefits | 7,216 | 7,662 | 446 | $6.2 \%$ |
| Rental and maintenance | 935 | 1,145 | 209 | $22.4 \%$ |
| Rental expenses | 111 | 116 | 5 | $4.3 \%$ |
| Maintenance expenses | 824 | 1,028 | 204 | $24.8 \%$ |
| Data processing and office | 30 | 31 | 1 | $2.9 \%$ |
| supplies |  |  |  |  |

## Yearly financial results by segment (Reclassified) Crypto Asset Segment

(JPY million)

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 49 | 40 | -9 | -18.1\% |
| Stocks and ETFs | - | - | - | - |
| Options and Futures | - | - | - | - |
| Cryptocurrency | 49 | 40 | -9 | -18.1\% |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 238 | 812 | 575 | 241.9\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 238 | 812 | 575 | 241.9\% |
| Net trading income | 3,528 | 19,960 | 16,431 | 465.7\% |
| Financial income | - | - | - | - |
| Other operating income | - | 14 | 14 | - |
| Total operating revenue | 3,815 | 20,826 | 17,011 | 445.9\% |
| Financial expenses | 3 | 5 | 2 | 65.3\% |
| Total operating revenue after deducting financial expenses | 3,812 | 20,822 | 17,010 | 446.2\% |
| Selling, general and administrative expenses | 3,502 | 7,129 | 3,627 | 103.6\% |
| The amount equivalent to operating income | 310 | 13,693 | 13,383 | 4315.5\% |
| Other income | 11 | 5 | -6 | -53.1\% |
| Other expenses | 28 | 3,831 | 3,802 | 13,375.7\% |
| Quarterly profit before income taxes | 293 | 9,868 | 9,575 | 3,268.2\% |
| Income taxes | 69 | 3,398 | 3,329 | 4,838.7\% |
| Quarterly profit | 224 | 6,469 | 6,245 | 2,786.1\% |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 781 | 2,878 | 2,097 | 268.5\% |
| Commissions paid | 166 | 485 | 319 | 191.7\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 327 | 322 | -5 | -1.5\% |
| Advertising expenses | 264 | 2,055 | 1,791 | 678.8\% |
| Others | 24 | 15 | -8 | -35.5\% |
| Compensation and benefits | 1,287 | 2,047 | 760 | 59.1\% |
| Rental and maintenance | 36 | 3 | -33 | -92.7\% |
| Rental expenses | 36 | 2 | -34 | -94.5\% |
| Maintenance expenses | - | 1 | 1 | - |
| Data processing and office supplies | 379 | 328 | -51 | -13.4\% |
| Data processing | 379 | 328 | -51 | -13.4\% |
| Office supplies | - | - | - | - |
| Amortization and depreciation | 490 | 368 | -122 | -24.9\% |
| Taxes other than income taxes | 40 | 222 | 181 | 447.9\% |
| Other operating expenses | 489 | 1,284 | 795 | 162.4\% |
| Total selling, general and administrative expenses | 3,502 | 7,129 | 3,627 | 103.6\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | - | - | - | - |
| Change in Fair value of Contingent consideration | - | -3,788 | -3,788 | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -17 | -37 | -20 |  |
| Total of other income and expenses | -17 | -3,825 | -3,808 |  |

## Yearly financial results by segment (Reclassified) Asia-Pacific Segment

Monex Group. Inc.

|  | $\begin{aligned} & \text { FYE } \\ & \text { Mar. } 2020 \end{aligned}$ | $\begin{gathered} \text { FYE } \\ \text { Mar. } 2021 \end{gathered}$ | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 451 | 1,071 | 620 | 137.4\% |
| Stocks and ETFs | 451 | 1,071 | 620 | 137.4\% |
| Options and Futures | - | - | - | - |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 3 | 8 | 5 | 188.5\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 3 | 8 | 5 | 188.5\% |
| Net trading income | 0 | -0 | -0 | - |
| Financial income | 280 | 166 | -114 | -40.7\% |
| Other operating income | 153 | 368 | 216 | 141.1\% |
| Total operating revenue | 887 | 1,613 | 727 | 82.0\% |
| Financial expenses | 252 | 9 | -243 | -96.4\% |
| Total operating revenue after deducting financial expenses | 634 | 1,604 | 970 | 153.0\% |
| Selling, general and administrative expenses | 898 | 1,145 | 247 | 27.6\% |
| The amount equivalent to operating income | -263 | 459 | 723 | - |
| Other income | 48 | 62 | 14 | 29.6\% |
| Other expenses | 15 | 3 | -12 | -82.7\% |
| Quarterly profit before income taxes | -230 | 519 | 749 | - |
| Income taxes | -22 | 101 | 124 | - |
| Quarterly profit | -208 | 417 | 625 | - |


|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 272 | 374 | 102 | 37.3\% |
| Commissions paid | 55 | 125 | 70 | 127.6\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 104 | 114 | 10 | 9.7\% |
| Advertising expenses | 111 | 135 | 24 | 21.7\% |
| Others | 3 | 0 | -2 | -94.4\% |
| Compensation and benefits | 400 | 535 | 135 | 33.6\% |
| Rental and maintenance | 18 | 17 | -1 | -4.0\% |
| Rental expenses | 13 | 11 | -2 | -12.5\% |
| Maintenance expenses | 5 | 6 | 1 | 17.7\% |
| Data processing and office supplies | 51 | 58 | 7 | 14.2\% |
| Data processing | 49 | 56 | 7 | 14.1\% |
| Office supplies | 2 | 2 | 0 | 16.1\% |
| Amortization and depreciation | 119 | 117 | -2 | -1.8\% |
| Taxes other than income taxes | - | - | - | - |
| Other operating expenses | 37 | 44 | 7 | 18.4\% |
| Total selling, general and administrative expenses | 898 | 1,145 | 247 | 27.6\% |
| Gain or loss on valuation of investments in securities | - | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | - | -0 | -0 | - |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | 48 | 62 | 14 | 29.6\% |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -15 | -2 | 12 | - |
| Other financial income and expenses | 33 | 59 | 26 | 78.8\% |

Yearly financial results by segment (Reclassified) Investment Segment
(JPY million)

|  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |  | FYE <br> Mar. 2020 | FYE <br> Mar. 2021 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Transaction-related expenses | 10 | 8 | -2 | -23.0\% |
| Brokerage commissions | - | - | - | - | Commissions paid | 2 | 2 | 0 | 3.9\% |
| Stocks and ETFs | - | - | - | - | Exchange and association dues | - | - | - | - |
| Options and Futures | - | - | - | - | Communication, freight and information expenses | 0 | 0 | 0 | 9,606.9\% |
| Cryptocurrency | - | - | - | - | Advertising expenses | 4 | 0 | -3 | -87.0\% |
| Underwriting and distribution commissions | - | - | - | - | Others | 4 | 4 | 1 | 13.9\% |
| Subscription and distribution commissions | - | - | - | - | Compensation and benefits | 28 | 40 | 11 | 40.0\% |
| Other commissions | - | - | - | - | Rental and maintenance | - | - | - | - |
| Margin forex trades commissions (OTC) | - | - | - | - | Rental expenses | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | Maintenance expenses <br> Data processing and office | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - | supplies | 6 | 12 | 6 | 92.2\% |
|  |  |  |  |  | Data processing | 6 | 12 | 6 | 92.4\% |
| Others | - | - | - | - | Office supplies | 0 | 0 | 0 | 73.7\% |
| Net trading income | - | - | - | - | Amortization and depreciation | - | - | - | - |
| Financial income | 148 | 672 | 524 | 353.9\% | Taxes other than income taxes | 6 | 6 | 0 | 8.5\% |
| Other operating income | - | - | - | - | Other operating expenses | 4 | 6 | 2 | 47.2\% |
| Total operating revenue | 148 | 672 | 524 | 353.9\% | Total selling, general and administrative expenses | 54 | 71 | 17 | 31.9\% |
| Financial expenses | - | 163 | 163 | - | Gain or loss on valuation of investments in securities | - | - | - | - |
| Total operating revenue after deducting financial expenses | 148 | 509 | 361 | 243.8\% | investments in securities Gain or loss on sales of | - | - |  | - |
| Selling, general and administrative expenses | 54 | 71 | 17 | 31.9\% | investments in securities Dividends income | - | - | - | - |
| The amount equivalent to operating income | 94 | 438 | 344 | 365.4\% | Loss on disposal on fixed assets | - | - | - | - |
| Other income | 0 | 9 | 9 | 202,973.7\% | Change in Fair value of Contingent consideration | - | - | - | - |
| Other expenses | 0 | 9 | 8 | 2,923.5\% | Equity in profits or losses of equity method investments | - | - | - | - |
| Quarterly profit before income taxes | 94 | 438 | 344 | 366.7\% | Impairment loss on nonfinancial assets | - | - | - | - |
| Income taxes | 47 | 244 | 198 | 422.5\% | Others | -0 | -0 | 0 | - |
| Quarterly profit | 47 | 193 | 146 | 311.1\% | Total of other income and expenses | -0 | -0 | 0 | - |

(JPY million)

|  | $\begin{gathered} \text { As of } \\ \text { Mar. 31, } 2021 \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { Dec. 31, } 2021 \end{gathered}$ | Measurement method | Description |
| :---: | :---: | :---: | :---: | :---: |
| Total assets (*) | 1,401,130 | 1,532,095 |  |  |
| Investments in securities (*) | 8,515 | 10,748 |  |  |
| Fair Value Through Profit or Loss (FVTPL) |  |  |  |  |
| Level 1 | 1,053 | 951 | Quoted prices (unadjusted) in active markets for identical assets or liabilities | See the details below |
| Level 3 | 5,147 | 8,202 | Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly | ex. unlisted securities, investment partnership |
| Fair Value Through Other Comprehensive Income(FVTOCI) |  |  |  |  |
| Level 1 | 196 | 249 |  | See the details below |
| Level 3 | 2,119 | 1,345 |  | ex. unlisted securities |

Details of Level 1

|  | As of <br> Mar. 31, 2021 |  |
| :--- | ---: | ---: |
| Stocks listed | 351 | 218 |
| Dec. 31, 2021 |  |  |

(*) It would be appreciated if you could see Consolidated Financial Summary for the 3Q of the Fiscal Year Ended March 31 for the details of the Consolidated Statement of Financial Position.

