# MONEX GROUP 

## Monex Group <br> DATABOOK

Financial Results for 2Q of Fiscal Year Ending March 31, 2023
October 28, 2022

## MONEX GROUP

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## I. Market \& Transaction Data

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

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End |
| Customers' Assets in Custody (JPY million) (*1) |  |  |  |  |  |  |  |  |  |
| Equities | 2,859,324 | 3,034,414 | 3,384,583 | 3,475,018 | 3,540,073 | 3,589,283 | 3,642,447 | 3,517,048 | 3,508,852 |
| Bonds | 62,599 | 63,384 | 63,941 | 66,254 | 64,993 | 71,767 | 263,212 | 248,988 | 219,796 |
| Mutual Funds | 1,072,640 | 1,173,831 | 1,239,691 | 1,269,681 | 1,299,277 | 1,357,702 | 1,656,294 | 1,647,608 | 1,654,984 |
| Others | 395,173 | 429,090 | 443,839 | 434,237 | 463,589 | 439,532 | 503,766 | 529,494 | 539,917 |
| Total | 4,389,735 | 4,700,720 | 5,132,054 | 5,245,190 | 5,367,932 | 5,458,284 | 6,065,719 | 5,943,137 | 5,923,550 |
| Number of accounts (account) |  |  |  |  |  |  |  |  |  |
| Total accounts(*2) | 1,890,888 | 1,910,776 | 1,937,108 | 1,956,009 | 1,972,642 | 1,985,990 | 2,185,769 | 2,199,663 | 2,177,196 |
| Active accounts (*3) | 1,077,049 | 1,088,257 | 1,100,369 | 1,111,579 | 1,119,744 | 1,122,558 | 1,210,899 | 1,221,350 | 1,229,503 |
| Customer distribution (active accounts, \%) (*4) |  |  |  |  |  |  |  |  |  |
| Under 30 | 19.2 | 19.2 | 19.4 | 19.4 | 19.3 | 19.0 | 18.2 | 18.2 | 18.1 |
| 40s and 50s | 52.3 | 52.1 | 51.8 | 51.7 | 51.6 | 51.6 | 51.8 | 51.7 | 51.6 |
| Over 60 | 28.2 | 28.3 | 28.4 | 28.5 | 28.7 | 29.0 | 29.6 | 29.7 | 29.9 |
| 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 | 33,573 | 34,888 | 35,222 | 36,098 | 37,037 | 38,533 | 36,876 | 36,788 | 37,427 |
| Risk asset amount | 10,619 | 10,596 | 11,581 | 12,024 | 11,889 | 12,036 | 11,249 | 11,495 | 11,198 |
| Capital adequacy ratio (\%) | 316.1\% | 329.2\% | 304.1\% | 300.2\% | 311.5\% | 320.1\% | 327.8\% | 320.0\% | 334.2\% |

(*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.
 in the past 1 year.
(*4) Number of active comprehensive brokerage accounts excludes FX-only accounts

Market and Transaction Data (2) Japan Segment - Monex, Inc.
MONEX GROUP

|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| Equities and ETFs, etc. |  |  |  |  |  |  |  |  |  |
| Total trading volume of individual investors of 2 Japanese major markets (JPY 100million/day) | 13,304 | 14,072 | 17,482 | 14,443 | 15,733 | 16,141 | 17,715 | 15,521 | 15,346 |
| Equity trading share of Monex, Inc. (\%) | 5.14 | 5.01 | 5.22 | 4.76 | 4.44 | 4.52 | 4.48 | 4.34 | 4.52 |
| Equity trading value of Monex, Inc. (JPY 100million/day) | 684 | 706 | 913 | 688 | 698 | 729 | 793 | 674 | 694 |
| Cash trading value | 293 | 318 | 417 | 300 | 297 | 298 | 315 | 273 | 294 |
| Margin trading value | 390 | 386 | 495 | 387 | 400 | 430 | 477 | 400 | 399 |
| Margin balance (end of quarter) (JPY 100million) | 1,719 | 1,739 | 2,076 | 2,161 | 2,126 | 2,086 | 1,846 | 1,912 | 1,999 |
| Mutual Funds |  |  |  |  |  |  |  |  |  |
| Balance (As of the end of the quarter) | 439,282 | 478,109 | 524,921 | 577,343 | 595,866 | 684,830 | 1,015,375 | 996,354 | 1,010,050 |
| U.S. stocks |  |  |  |  |  |  |  |  |  |
| Brokerage commissions (JPY million) | 555 | 711 | 1,047 | 667 | 648 | 744 | 796 | 615 | 494 |
| FX |  |  |  |  |  |  |  |  |  |
| FX revenue (JPY million) (*) | 717 | 736 | 884 | 747 | 833 | 898 | 849 | 1,068 | 1,166 |
| Trading value (JPY 100million) | 361,076 | 311,325 | 292,535 | 210,950 | 200,583 | 292,486 | 294,581 | 432,297 | 394,846 |

(*) FX revenue consists of spot revenue, swap revenue and commission revenue.

Market and Transaction Data (3) U.S., Crypto Asset, and Asia-Pacific Segment
MONEX GROUP


[^0]|  | FYE Mar. 2021 |  |  | FYE Mar. 2022 |  |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End | 3Q End | 4Q End | 1Q End | 2Q End |
| Japan Segment | 408 | 410 | 404 | 420 | 421 | 469 | 466 | 480 | 495 |
| Monex Group, Inc. | 49 | 46 | 46 | 42 | 44 | 47 | 45 | 46 | 40 |
| Monex, Inc. | 329 | 332 | 326 | 344 | 341 | 342 | 339 | 349 | 367 |
| Others | 30 | 32 | 32 | 34 | 36 | 80 | 82 | 85 | 88 |
| U.S. Segment | 495 | 511 | 525 | 585 | 673 | 714 | 749 | 777 | 671 |
| Asia-Pacific Segment | 53 | 51 | 53 | 53 | 50 | 54 | 53 | 53 | 52 |
| Crypto Asset Segment | 129 | 134 | 147 | 152 | 174 | 186 | 212 | 235 | 257 |
| Total | 1,085 | 1,106 | 1,129 | 1,210 | 1,318 | 1,423 | 1,480 | 1,545 | 1,475 |

# II. Financial Data 

Quarterly consolidated financial results
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Commission received | 9,162 | 9,338 | 9,785 | 9,096 | 9,604 |
| Net trading income | 8,506 | 5,347 | 3,239 | 2,622 | 2,415 |
| Financial income | 4,096 | 5,366 | 5,159 | 6,448 | 7,352 |
| Sales | 132 | 237 | 581 | 590 | 218 |
| Other operating income | 137 | 309 | 329 | 302 | 377 |
| Total operating revenue | 22,034 | 20,597 | 19,092 | 19,059 | 19,966 |
| Other financial income | 1,040 | 452 | 715 | 397 | 141 |
| Other income | 1,707 | 236 | 3,126 | 1,025 | 1,200 |
| Equity in profits of equity method investments | 25 | -24 | -14 | 10 | 8 |
| Total revenue | 24,806 | 21,261 | 22,920 | 20,491 | 21,314 |
| Financial expenses | 1,289 | 1,436 | 1,467 | 1,331 | 1,398 |
| Cost of sales | 14 | 23 | 13 | 29 | 55 |
| Selling, general and administrative expenses | 15,521 | 18,638 | 19,293 | 17,883 | 17,226 |
| Other financial expenses | -14 | 32 | 29 | 57 | 12 |
| Other expenses | 833 | 123 | 581 | 113 | 1,628 |
| Equity in losses of equity method investments | - | - | 14 | - | - |
| Total expenses | 17,644 | 20,251 | 21,397 | 19,413 | 20,319 |
| Quarterly profit before income taxes | 7,161 | 1,010 | 1,523 | 1,078 | 996 |
| Income tax expense | 2,383 | 554 | 1,009 | 97 | 734 |
| Quarterly profit | 4,779 | 455 | 513 | 981 | 262 |
| Quarterly profit attributable to owners of the Company | 4,767 | 435 | 556 | 952 | 295 |

Quarterly consolidated financial results (Reclassified)
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1 Q | 2Q |
| Brokerage commissions | 5,995 | 6,266 | 6,428 | 5,398 | 5,762 |
| Stocks and ETFs | 3,788 | 3,894 | 3,780 | 2,805 | 2,804 |
| Options and Futures | 2,054 | 2,246 | 2,540 | 2,528 | 2,898 |
| Cryptocurrency | 153 | 127 | 107 | 65 | 59 |
| Underwriting and distribution commissions | 30 | 48 | 10 | 18 | 8 |
| Subscription and distribution commissions | 7 | 35 | 33 | 35 | 13 |
| Other commissions | 3,130 | 2,990 | 3,314 | 3,646 | 3,821 |
| Margin forex trades commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 107 | 84 | 97 | 87 | 104 |
| Mutual funds agency commissions | 451 | 470 | 855 | 895 | 942 |
| Others | 2,572 | 2,435 | 2,361 | 2,664 | 2,775 |
| Net trading income | 8,506 | 5,347 | 3,239 | 2,622 | 2,415 |
| Financial income | 4,096 | 5,366 | 5,159 | 6,448 | 7,352 |
| Sales | 132 | 237 | 581 | 590 | 218 |
| Other operating income | 137 | 309 | 329 | 302 | 377 |
| Total operating revenue | 22,034 | 20,597 | 19,092 | 19,059 | 19,966 |
| Financial expenses | 1,289 | 1,436 | 1,467 | 1,331 | 1,398 |
| Cost of sales | 14 | 23 | 13 | 29 | 55 |
| Total operating revenue after deducting financial expenses and cost of sales | 20,730 | 19,138 | 17,612 | 17,698 | 18,513 |
| Selling, general and administrative expenses | 15,521 | 18,638 | 19,293 | 17,883 | 17,226 |
| The amount equivalent to operating income | 5,209 | 500 | -1,681 | -185 | 1,286 |
| Other income | 2,772 | 664 | 3,827 | 1,432 | 1,349 |
| Other expenses | 820 | 155 | 624 | 170 | 1,639 |
| Quarterly profit before income taxes | 7,161 | 1,010 | 1,523 | 1,078 | 996 |
| Income taxes | 2,383 | 554 | 1,009 | 97 | 734 |
| Quarterly profit | 4,779 | 455 | 513 | 981 | 262 |
| Quarterly profit attributable to owners of the Company | 4,767 | 435 | 556 | 952 | 295 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 5,848 | 8,055 | 7,421 | 6,770 | 5,826 |
| Commissions paid | 1,581 | 1,697 | 2,358 | 2,204 | 2,339 |
| Exchange and association dues | 208 | 224 | 277 | 231 | 231 |
| Communication, freight and information expenses | 1,007 | 1,139 | 1,112 | 1,242 | 1,330 |
| Advertising expenses | 3,027 | 4,952 | 3,637 | 3,024 | 1,858 |
| Others | 24 | 43 | 37 | 70 | 70 |
| Compensation and benefits | 4,317 | 4,888 | 6,162 | 5,100 | 5,715 |
| Rental and maintenance | 1,235 | 1,315 | 1,374 | 1,412 | 1,454 |
| Rental expenses | 82 | 94 | 104 | 117 | 111 |
| Maintenance expenses | 1,153 | 1,220 | 1,270 | 1,295 | 1,342 |
| Data processing and office supplies | 689 | 740 | 726 | 760 | 785 |
| Data processing | 664 | 714 | 695 | 734 | 752 |
| Office supplies | 25 | 26 | 31 | 26 | 33 |
| Amortization and depreciation | 2,057 | 2,031 | 2,236 | 2,031 | 2,239 |
| Taxes other than income taxes | 298 | 243 | 207 | 232 | 232 |
| Other operating expenses | 1,077 | 1,366 | 1,166 | 1,578 | 976 |
| Total selling, general and administrative expenses | 15,521 | 18,638 | 19,293 | 17,883 | 17,226 |
| Gain or loss on valuation of investments in securities | 1,061 | 418 | 682 | 107 | 121 |
| Gain or loss on sales of investments in securities | -10 | -5 | - | 212 | 1 |
| Dividends income | - | 4 | - | 12 | 0 |
| Loss on disposal on fixed assets | -13 | -64 | -20 | - | -1,279 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | 25 | -24 | -28 | 10 | 8 |
| Impairment loss on nonfinancial assets | -656 | -7 | -8 | -10 | -265 |
| Others | 1,545 | 186 | 2,576 | 931 | 1,123 |
| Total of other income and expenses | 1,952 | 509 | 3,204 | 1,263 | -291 |

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Quarterly financial results by segment Japan Segment
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 3,253 | 3,365 | 3,246 | 2,286 | 2,301 |
| Stocks and ETFs | 3,193 | 3,293 | 3,162 | 2,216 | 2,237 |
| Options and Futures | 60 | 71 | 83 | 70 | 64 |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | 30 | 48 | 10 | 18 | 8 |
| Subscription and distribution commissions | 7 | 35 | 33 | 35 | 13 |
| Other commissions | 862 | 802 | 1,204 | 1,260 | 1,327 |
| Margin forex trades commissions (OTC) | 0 | 0 | 0 | 0 | 0 |
| Margin transaction management fee / transfer fee | 107 | 84 | 97 | 87 | 104 |
| Mutual funds agency commissions | 451 | 470 | 855 | 895 | 942 |
| Others | 304 | 248 | 251 | 278 | 281 |
| Net trading income | 1,435 | 905 | 793 | 285 | 1,185 |
| Financial income | 2,219 | 2,844 | 2,679 | 3,699 | 3,201 |
| Other operating income | 37 | 126 | 181 | 158 | 170 |
| Total operating revenue | 7,843 | 8,125 | 8,146 | 7,741 | 8,206 |
| Financial expenses | 462 | 264 | 323 | 396 | 462 |
| Total operating revenue after deducting financial expenses | 7,381 | 7,861 | 7,823 | 7,345 | 7,744 |
| Selling, general and administrative expenses | 6,081 | 6,342 | 6,792 | 6,408 | 6,782 |
| The amount equivalent to operating income | 1,300 | 1,519 | 1,031 | 937 | 962 |
| Other income | 2,552 | 592 | 3,780 | 1,652 | 1,403 |
| Other expenses | 150 | 146 | 653 | 92 | 47 |
| Quarterly profit before income taxes | 3,702 | 1,965 | 4,158 | 2,497 | 2,318 |
| Income taxes | 1,233 | 653 | 1,325 | 744 | 779 |
| Quarterly profit | 2,469 | 1,313 | 2,834 | 1,754 | 1,539 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 1,683 | 1,726 | 2,250 | 2,007 | 2,083 |
| Commissions paid | 587 | 654 | 1,197 | 1,063 | 1,064 |
| Exchange and association dues | 169 | 185 | 179 | 175 | 169 |
| Communication, freight and information expenses | 413 | 499 | 424 | 405 | 406 |
| Advertising expenses | 505 | 375 | 437 | 339 | 418 |
| Others | 8 | 13 | 13 | 25 | 26 |
| Compensation and benefits | 1,299 | 1,459 | 1,417 | 1,281 | 1,496 |
| Rental and maintenance | 949 | 969 | 1,058 | 1,047 | 1,065 |
| Rental expenses | 45 | 59 | 67 | 72 | 67 |
| Maintenance expenses | 904 | 910 | 991 | 975 | 999 |
| Data processing and office supplies | 481 | 522 | 521 | 484 | 561 |
| Data processing | 466 | 507 | 508 | 473 | 543 |
| Office supplies | 14 | 15 | 13 | 11 | 18 |
| Amortization and depreciation | 1,287 | 1,282 | 1,222 | 1,154 | 1,162 |
| Taxes other than income taxes | 220 | 207 | 182 | 204 | 206 |
| Other operating expenses | 163 | 176 | 142 | 230 | 208 |
| Total selling, general and administrative expenses | 6,081 | 6,342 | 6,792 | 6,408 | 6,782 |
| Gain or loss on valuation of investments in securities | 529 | 42 | 671 | 107 | 121 |
| Gain or loss on sales of investments in securities | -10 | -5 | - | 175 | - |
| Dividends income | - | 4 | - | 12 | 0 |
| Loss on disposal on fixed assets | - | -63 | -1 | - | -14 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | -42 | - | - |
| Impairment loss on nonfinancial assets | - | - | - | -6 | 1 |
| Others | 1,883 | 467 | 2,498 | 1,273 | 1,247 |
| Total of other income and expenses | 2,402 | 446 | 3,127 | 1,560 | 1,356 |

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Quarterly financial results by segment US Segment
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 2,643 | 2,829 | 3,125 | 3,050 | 3,398 |
| Stocks and ETFs | 503 | 535 | 565 | 531 | 509 |
| Options and Futures | 1,994 | 2,174 | 2,457 | 2,458 | 2,834 |
| Cryptocurrency | 147 | 119 | 103 | 61 | 56 |
| Underwriting \& distribution com. | - | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - | - |
| Other commissions | 1,702 | 1,864 | 1,993 | 2,132 | 2,334 |
| Margin forex trades com. -OTC | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| Mutual funds agency com. | - | - | - | - | - |
| Others | 1,702 | 1,864 | 1,993 | 2,132 | 2,334 |
| Net trading income | - | - | - | - | - |
| Financial income | 1,620 | 2,418 | 2,007 | 2,630 | 3,908 |
| Sales | 5 | 3 | 87 | 17 | 12 |
| Other operating income | 194 | 170 | 168 | 181 | 249 |
| Total operating revenue | 6,165 | 7,284 | 7,380 | 8,010 | 9,902 |
| Financial expenses | 696 | 1,219 | 980 | 1,078 | 979 |
| Cost of sales | 5 | 3 | 76 | 15 | 11 |
| Total operating revenue after deducting financial expenses and cost of sales | 5,464 | 6,062 | 6,325 | 6,918 | 8,912 |
| SG\&A | 6,835 | 8,565 | 8,262 | 8,866 | 8,508 |
| The amount equivalent to operating income | -1,371 | -2,503 | -1,938 | -1,948 | 404 |
| Other income | 557 | 393 | 197 | 45 | 3 |
| Other expenses | 689 | 10 | 9 | 69 | 1,508 |
| Quarterly profit before income taxes | -1,502 | -2,121 | -1,750 | -1,972 | -1,101 |
| Income tax expense | -349 | -480 | 130 | -717 | 61 |
| Quarterly profit | -1,153 | -1,641 | -1,880 | -1,255 | -1,162 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 2,632 | 3,976 | 3,866 | 3,871 | 3,009 |
| Commissions paid | 922 | 931 | 1,177 | 1,126 | 1,258 |
| Exchange and association dues | 39 | 39 | 98 | 56 | 61 |
| Communication, freight and information expenses | 430 | 438 | 475 | 597 | 656 |
| Advertising expenses | 1,231 | 2,548 | 2,099 | 2,059 | 1,002 |
| Others | 11 | 19 | 18 | 34 | 32 |
| Compensation and benefits | 2,399 | 2,708 | 2,586 | 3,093 | 3,549 |
| Rental and maintenance | 373 | 432 | 402 | 459 | 485 |
| Rental expenses | 28 | 26 | 26 | 29 | 42 |
| Maintenance expenses | 345 | 406 | 376 | 430 | 443 |
| Data processing and office supplies | 10 | 10 | 16 | 13 | 14 |
| Data processing | - | - | - | - | - |
| Office supplies | 10 | 10 | 16 | 13 | 14 |
| Amortization and depreciation | 644 | 619 | 687 | 735 | 934 |
| Taxes other than income taxes | 7 | 8 | 9 | 10 | 14 |
| Other operating expenses | 769 | 812 | 697 | 683 | 503 |
| Total selling, general and administrative expenses | 6,835 | 8,565 | 8,262 | 8,866 | 8,508 |
| Gain or loss on valuation of investments in securities | 532 | 375 | 11 | - | - |
| Gain or loss on sales of investments in securities | - | - | - | 37 | 1 |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -13 | -0 | -19 | - | -1,265 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | -656 | -7 | -8 | -3 | -266 |
| Others | 6 | 14 | 203 | -59 | 25 |
| Total of other income and expenses | -131 | 382 | 188 | -25 | -1,505 |

© Monex Group, Inc.
Total of other
expenses

Quarterly financial results by segment US Segment
(USD thousand)
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 23,965 | 24,898 | 26,837 | 23,595 | 24,730 |
| Stocks and ETFs | 4,557 | 4,705 | 4,841 | 4,108 | 3,685 |
| Options and Futures | 18,079 | 19,158 | 21,136 | 19,014 | 20,643 |
| Cryptocurrency | 1,330 | 1,035 | 859 | 473 | 402 |
| Other commissions | 15,432 | 16,415 | 17,108 | 16,498 | 16,975 |
| Financial income | 14,688 | 21,398 | 17,181 | 20,347 | 28,652 |
| Sales | 49 | 23 | 766 | 130 | 88 |
| Other operating income | 1,761 | 1,489 | 1,428 | 1,403 | 1,825 |
| Total operating revenue | 55,896 | 64,223 | 63,319 | 61,973 | 72,270 |
| Financial expenses | 6,314 | 10,824 | 8,416 | 8,339 | 7,073 |
| Cost of sales | 43 | 20 | 666 | 113 | 77 |
| Total operating revenue after deducting financial expenses | 49,539 | 53,380 | 54,237 | 53,521 | 65,120 |
| Selling, general and administrative expenses | 61,970 | 75,707 | 70,983 | 68,589 | 61,622 |
| The amount equivalent to operating income | -12,432 | -22,328 | -16,746 | -15,068 | 3,498 |
| Other income | 5,054 | 3,474 | 1,647 | 346 | 14 |
| Other expenses | 6,246 | 30 | 9 | 536 | 11,284 |
| Quarterly profit before income taxes | -13,623 | -18,884 | -15,108 | -15,258 | -7,772 |
| Income taxes | -3,166 | -4,289 | 1,226 | -5,549 | 632 |
| Quarterly profit | -10,457 | -14,595 | -16,334 | -9,709 | -8,404 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 23,865 | 35,262 | 33,351 | 29,951 | 21,615 |
| Commissions paid | 8,357 | 8,187 | 10,135 | 8,709 | 9,153 |
| Exchange and association dues | 349 | 346 | 854 | 430 | 445 |
| Communication, freight and information expenses | 3,899 | 3,851 | 4,071 | 4,621 | 4,771 |
| Advertising expenses | 11,160 | 22,705 | 18,138 | 15,931 | 7,012 |
| Others | 100 | 172 | 152 | 260 | 234 |
| Compensation and benefits | 21,752 | 23,881 | 22,143 | 23,932 | 25,848 |
| Rental and maintenance | 3,386 | 3,812 | 3,437 | 3,550 | 3,523 |
| Rental expenses | 256 | 231 | 221 | 226 | 304 |
| Maintenance expenses | 3,130 | 3,581 | 3,216 | 3,324 | 3,219 |
| Data processing and office supplies | 89 | 87 | 141 | 104 | 105 |
| Data processing | 5,840 | 5,439 | 5,887 | 5,690 | 6,824 |
| Office supplies | 67 | 67 | 77 | 76 | 102 |
| Amortization and depreciation | 6,970 | 7,159 | 5,947 | 5,286 | 3,605 |
| Taxes other than income taxes | 61,970 | 75,707 | 70,983 | 68,589 | 61,622 |
| Gain or loss on valuation of investments in securities | 4,826 | 3,321 | - | - | - |
| Gain or loss on sales of investments in securities | - | - | - | 288 | - |
| Dividends income | - | - | - | - | - |
| Loss on disposal on fixed assets | -119 | - | -163 | - | -9,484 |
| Change in Fair value of Contingent consideration | - | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - | - |
| Impairment loss on nonfinancial assets | -5,955 | - | - | -25 | -1,992 |
| Others | 56 | 123 | 1,801 | -453 | 205 |
| Total of other income and expenses | -1,192 | 3,444 | 1,638 | -190 | -11,271 |

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Quarterly financial results by segment Crypto Asset Segment
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 7 | 8 | 5 | 4 | 4 |
| Stocks and ETFs | - | - | - | - | - |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | 7 | 8 | 5 | 4 | 4 |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | 565 | 323 | 116 | 254 | 160 |
| $\qquad$ commissions (OTC) | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| $\begin{aligned} & \text { Mutual funds agency } \\ & \text { commissions } \end{aligned}$ | - | - | - | - | - |
| Others | 565 | 323 | 116 | 254 | 160 |
| Net trading income | 7,074 | 4,447 | 2,451 | 2,343 | 1,237 |
| Financial income | - | - | - | - | - |
| Sales | 132 | 237 | 581 | 591 | 218 |
| Other operating income | -67 | 36 | 19 | - | - |
| Total operating revenue | 7,711 | 5,051 | 3,172 | 3,191 | 1,619 |
| Financial expenses | 1 | 1 | -2 | 0 | 1 |
| Cost of sales | 14 | 23 | 13 | 29 | 55 |
| Total operating revenue after deducting financial expenses and cost of sales | 7,695 | 5,027 | 3,160 | 3,162 | 1,563 |
| Selling, general and administrative expenses | 2,934 | 3,910 | 4,313 | 2,682 | 1,890 |
| The amount equivalent to operating income | 4,761 | 1,118 | -1,153 | 479 | -328 |
| Other income | 77 | -1 | 54 | 11 | -2 |
| Other expenses | 7 | 1 | -27 | 75 | 61 |
| Quarterly profit before income taxes | 4,831 | 1,116 | -1,072 | 415 | -391 |
| Income taxes | 1,489 | 354 | -528 | 148 | -183 |
| Quarterly profit | 3,341 | 762 | -544 | 268 | -207 |


|  |  | FYE Mar.2022 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |

Quarterly financial results by segment Asia-Pacific Segment
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Brokerage commissions | 201 | 185 | 183 | 169 | 155 |
| Stocks and ETFs | 201 | 185 | 183 | 169 | 155 |
| Options and Futures | - | - | - | - | - |
| Cryptocurrency | - | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - | - |
| Other commissions | 1 | 0 | 0 | 0 | 0 |
| Margin forex trades commissions (OTC) | - | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - | - |
| $\qquad$ | - | - | - | - | - |
| Others | 1 | 0 | 0 | 0 | 0 |
| Net trading income | -0 | -0 | -0 | -0 | -0 |
| Financial income | 33 | 34 | 32 | 32 | 37 |
| Other operating income | 87 | 78 | 68 | 87 | 72 |
| Total operating revenue | 322 | 297 | 283 | 288 | 264 |
| Financial expenses | 1 | 0 | 1 | 1 | 1 |
| Total operating revenue after deducting financial expenses | 321 | 296 | 282 | 287 | 263 |
| Selling, general and administrative expenses | 263 | 273 | 299 | 299 | 320 |
| The amount equivalent to operating income | 58 | 23 | -17 | -13 | -56 |
| Other income | 25 | 1 | 18 | 11 | 7 |
| Other expenses | 1 | 22 | -0 | - | 6 |
| Quarterly profit before income taxes | 82 | 2 | 1 | -1 | -56 |
| Income taxes | 14 | 12 | -2 | 8 | -2 |
| Quarterly profit | 68 | -10 | 4 | -9 | -54 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 77 | 88 | 100 | 90 | 111 |
| Commissions paid | 12 | 16 | 13 | 12 | 12 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 29 | 30 | 31 | 36 | 37 |
| Advertising expenses | 36 | 42 | 56 | 42 | 62 |
| Others | 0 | 0 | 0 | 0 | 0 |
| Compensation and benefits | 131 | 125 | 130 | 141 | 148 |
| Rental and maintenance | 5 | 4 | 6 | 8 | -7 |
| Rental expenses | 3 | 3 | 5 | 6 | -9 |
| Maintenance expenses | 2 | 1 | 1 | 2 | 2 |
| Data processing and office supplies | 13 | 16 | 24 | 14 | 15 |
| Data processing | 12 | 16 | 22 | 13 | 14 |
| Office supplies | 1 | 1 | 2 | 1 | 1 |
| Amortization and depreciation | 26 | 27 | 27 | 29 | 35 |
| Taxes other than income taxes | - | - | - | - | - |
| Other operating expenses | 11 | 12 | 12 | 17 | 18 |
| Total selling, general and administrative expenses | 263 | 273 | 299 | 299 | 320 |
| 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 | 25 | -24 | 14 | 10 | 8 |
| Impairment loss on nonfinancial assets | - | - | - | - | - |
| Others | -1 | 2 | 4 | 1 | -8 |
| Total of other income and expenses | 24 | -22 | 18 | 11 | 1 |

Quarterly financial results by segment Investment Segment
MONEX GROUP

|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| 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 | - | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - | - |
| Others | - | - | - | - | - |
| Net trading income | - | - | - | - | - |
| Financial income | 285 | 136 | 516 | 209 | 340 |
| Other operating income | - | - | - | - | - |
| Total operating revenue | 285 | 136 | 516 | 209 | 340 |
| Financial expenses | 218 | 62 | 293 | 44 | 92 |
| Total operating revenue after deducting financial expenses | 67 | 74 | 223 | 166 | 248 |
| Selling, general and administrative expenses | 18 | 25 | 21 | 25 | 21 |
| The amount equivalent to operating income | 49 | 49 | 202 | 141 | 227 |
| Other income | 0 | -0 | 0 | 0 | 0 |
| Other expenses | 0 | 0 | 0 | 0 | 0 |
| Quarterly profit before income taxes | 49 | 48 | 202 | 141 | 227 |
| Income taxes | -5 | 16 | 85 | -86 | 79 |
| Quarterly profit | 54 | 33 | 117 | 226 | 148 |


|  | FYE Mar. 2022 |  |  | FYE Mar. 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q | 3Q | 4Q | 1Q | 2Q |
| Transaction-related expenses | 1 | 3 | 1 | 2 | 2 |
| Commissions paid | 1 | 1 | 0 | 1 | 0 |
| Exchange and association dues | - | - | - | - | - |
| Communication, freight and information expenses | 0 | 0 | 0 | 0 | 0 |
| Advertising expenses | - | 1 | - | - | - |
| Others | 1 | 1 | 1 | 1 | 1 |
| Compensation and benefits | 9 | 14 | 11 | 13 | 10 |
| Rental and maintenance | - | - | - | - | - |
| Rental expenses | - | - | - | - | - |
| Maintenance expenses | - | - | - | - | - |
| Data processing and office supplies | 4 | 5 | 5 | 5 | 5 |
| Data processing | 4 | 5 | 5 | 5 | 5 |
| Office supplies | 0 | 0 | 0 | - | 0 |
| Amortization and depreciation | - | - | - | - | - |
| Taxes other than income taxes | 2 | 2 | 2 | 2 | 2 |
| Other operating expenses | 1 | 1 | 2 | 2 | 2 |
| Total selling, general and administrative expenses | 18 | 25 | 21 | 25 | 21 |
| 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 |

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Yearly consolidated financial results

|  | FYE Mar. 2021 | FYE Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Commission received | 36,864 | 37,361 | 497 | 1.3\% |
| Net trading income | 24,504 | 30,477 | 5,973 | 24.4\% |
| Financial income | 15,394 | 18,886 | 3,492 | 22.7\% |
| Sales | - | 950 | 950 | - |
| Other operating income | 1,144 | 1,109 | -35 | -3.0\% |
| Total operating revenue | 77,905 | 88,783 | 10,878 | 14.0\% |
| Other financial income | 431 | 2,401 | 1,969 | 456.5\% |
| Other income | 1,270 | 5,128 | 3,858 | 303.7\% |
| Equity in profits of equity method investments | 61 | - | -61 | - |
| Total revenue | 79,668 | 96,311 | 16,644 | 20.9\% |
| Financial expenses | 4,211 | 5,183 | 972 | 23.1\% |
| Cost of sales | - | 51 | 51 | - |
| Selling, general and administrative expenses | 49,861 | 68,601 | 18,739 | 37.6\% |
| Other financial expenses | 3,945 | 102 | -3,843 | -97.4\% |
| Other expenses | 355 | 1,560 | 1,205 | 339.7\% |
| Equity in losses of equity method investments | - | 14 | 14 | - |
| Total expenses | 58,372 | 75,510 | 17,138 | 29.4\% |
| Profit before income taxes | 21,296 | 20,801 | -495 | -2.3\% |
| Income tax expense | 6,911 | 7,770 | 859 | 12.4\% |
| Profit | 14,385 | 13,032 | -1,354 | -9.4\% |
| Profit attributable to owners of the Company | 14,354 | 13,017 | -1,337 | -9.3\% |

Yearly consolidated financial results (Reclassified)
MONEX GROUP

|  | FYE Mar. 2021 | FYE Mar. 2022 | Variance | Change |  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 26,860 | 24,809 | -2,050 | -7.6\% | Transaction-related expenses | 15,986 | 26,742 | 10,756 | 67.3\% |
| Stocks and ETFs | 18,516 | 15,403 | -3,113 | -16.8\% | Commissions paid | 5,754 | 7,295 | 1,541 | 26.8\% |
| Options and Futures | 8,015 | 8,798 | 783 | 9.8\% | Exchange and association dues | 984 | 936 | -48 | -4.9\% |
| Cryptocurrency | 329 | 609 | 280 | 85.1\% |  |  |  |  |  |
| Underwriting and distribution commissions | 63 | 115 | 52 | 82.4\% | information expenses | 3,601 | 4,266 | 665 | 18.5\% |
| Subscription and distribution | 8 | 77 | 69 | 895.0\% | Advertising expenses | 5,598 | 14,121 | 8,522 | 152.2\% |
| commissions | 8 | 77 | 69 | 895.0\% | Others | 49 | 124 | 75 | 155.3\% |
| Other commissions | 9,933 | 12,360 | 2,427 | 24.4\% | Compensation and benefits | 15,614 | 19,866 | 4,253 | 27.2\% |
| Margin forex trades commissions (OTC) | 1 | 1 | 0 | 26.8\% | Rental and maintenance | 4,470 | 5,134 | 663 | 14.8\% |
| Margin transaction management fee / transfer fee | 372 | 385 | 12 | 3.3\% | Rental expenses | 313 | 365 | 52 | 16.6\% |
| Mutual funds agency commissions | 1,459 | 2,212 | 753 | 51.6\% | Maintenance expenses | 4,157 | 4,769 | 611 | 14.7\% |
| Others | 8,101 | 9,763 | 1,662 | 20.5\% | Data processing and office supplies | 2,420 | 2,889 | 469 | 19.4\% |
| Net trading income | 24,504 | 30,477 | 5,973 | 24.4\% |  |  |  |  |  |
| Financial income | 15,394 | 18,886 | 3,492 | 22.7\% | Data processing | 2,344 | 2,778 | 434 | 18.5\% |
| Sales | 15,394 | 950 | 950 | - | Office supplies | 76 | 111 | 35 | 46.3\% |
| Other operating income | 1,144 | 1,109 | -35 | -3.0\% | Amortization and depreciation | 8,149 | 8,418 | 269 | 3.3\% |
| Total operating revenue | 77,905 | 88,783 | 10,878 | 14.0\% | Taxes other than income taxes | 1,023 | 1,080 | 57 | 5.5\% |
| Financial expenses | 4,211 | 5,183 | 972 | 23.1\% | Other operating expenses | 2,199 | 4,471 | 2,272 | 103.3\% |
| Cost of sales | - | 51 | 51 | - | Total selling, general and administrative expenses | 49,861 | 68,601 | 18,739 | 37.6\% |
| Total operating revenue after deducting financial expenses | 73,695 | 83,549 | 9,855 | 13.4\% | Gain or loss on valuation of investments in securities | 253 | 2,139 | 1,887 | 746.7\% |
| Selling, general and administrative expenses | 49,861 | 68,601 | 18,739 | 37.6\% | Gain or loss on sales of investments in securities | 4 | 136 | 132 | 3,053.2\% |
| The amount equivalent to operating income | 23,833 | 14,949 | -8,884 | -37.3\% | securities | 16 | 14 | -2 | -12.7\% |
| Other income | 1,762 | 7,528 | 5,766 | 327.2\% | Loss on disposal on fixed assets | -53 | -97 | -44 | - |
| Other expenses | 4,300 | 1,676 | -2,624 | -61.0\% | Change in Fair value of Contingent consideration | -3,788 | - | 3,788 | - |
| Profit before income taxes | 21,296 | 20,801 | -495 | -2.3\% | Equity in profits or losses of equity method investments | 61 | -14 | -75 | - |
| Income taxes | 6,911 | 7,770 | 859 | 12.4\% | Impairment loss on non- | -6 | -671 | -665 |  |
| Profit | 14,385 | 13,032 | -1,354 | -9.4\% | financial assets | -6 | -671 | -665 | 344.9\% |
| Profit attributable to owners of the Company | 14,354 | 13,017 | -1,337 | -9.3\% | Others <br> Total of other income and expenses | 977 $-2,537$ | 4,345 5,852 | 3,369 8,390 | 344.9\% |

[^1]Yearly financial results by segment Japan Segment
MONEX GROUP

|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 15,293 | 13,189 | -2,105 | -13.8\% |
| Stocks and ETFs | 14,963 | 12,921 | -2,042 | -13.6\% |
| Options and Futures | 330 | 267 | -63 | -19.1\% |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | 63 | 115 | 52 | 82.4\% |
| Subscription and distribution commissions | 8 | 77 | 69 | 895.0\% |
| Other commissions | 2,447 | 3,598 | 1,151 | 47.1\% |
| Margin forex trades commissions (OTC) | 1 | 1 | 0 | 26.8\% |
| Margin transaction management fee / transfer fee | 372 | 385 | 12 | 3.3\% |
| Mutual funds agency commissions | 1,459 | 2,212 | 753 | 51.6\% |
| Others | 614 | 1,001 | 386 | 62.9\% |
| Net trading income | 4,553 | 4,350 | -203 | 4.4\% |
| Financial income | 8,469 | 10,156 | 1,687 | 19.9\% |
| Other operating income | 130 | 381 | 251 | 192.8\% |
| Total operating revenue | 30,962 | 31,865 | 903 | 2.9\% |
| Financial expenses | 1,864 | 1,427 | -436 | -23.4\% |
| Total operating revenue after deducting financial expenses | 29,099 | 30,438 | 1,339 | 4.6\% |
| Selling, general and administrative expenses | 24,136 | 25,250 | 1,113 | 4.6\% |
| The amount equivalent to operating income | 4,962 | 5,188 | 226 | 4.5\% |
| Other income | 2,751 | 7,803 | 5,053 | 183.7\% |
| Other expenses | 437 | 1,026 | 589 | 134.6\% |
| Profit before income taxes | 7,276 | 11,965 | 4,690 | 64.5\% |
| Income taxes | 2,490 | 3,951 | 1,461 | 58.7\% |
| Profit | 4,786 | 8,014 | 3,229 | 67.5\% |


|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 6,648 | 7,206 | 558 | 8.4\% |
| Commissions paid | 2,553 | 2,982 | 428 | 16.8\% |
| Exchange and association dues | 841 | 715 | -126 | -15.0\% |
| Communication, freight and information expenses | 1,662 | 1,745 | 83 | 5.0\% |
| Advertising expenses | 1,570 | 1,725 | 154 | 9.8\% |
| Others | 22 | 40 | 18 | 81.5\% |
| Compensation and benefits | 5,331 | 5,522 | 192 | 3.6\% |
| Rental and maintenance | 3,604 | 3,905 | 301 | 8.4\% |
| Rental expenses | 183 | 217 | 33 | 18.2\% |
| Maintenance expenses | 3,420 | 3,688 | 268 | 7.8\% |
| Data processing and office supplies | 1,991 | 2,059 | 68 | 3.4\% |
| Data processing | 1,949 | 2,001 | 52 | 2.7\% |
| Office supplies | 43 | 58 | 16 | 37.0\% |
| Amortization and depreciation | 5,235 | 5,107 | -128 | -2.5\% |
| Taxes other than income taxes | 754 | 802 | 48 | 6.4\% |
| Other operating expenses | 573 | 649 | 75 | 13.1\% |
| Total selling, general and administrative expenses | 24,136 | 25,250 | 1,113 | 4.6\% |
| Gain or loss on valuation of investments in securities | 253 | 1,221 | 968 | 383.2\% |
| Gain or loss on sales of investments in securities | 4 | 136 | 132 | 3,053.2\% |
| Dividends income | 16 | 14 | -2 | -12.7\% |
| Loss on disposal on fixed assets | -36 | -65 | -30 | - |
| $\begin{array}{ll}\text { Change in } \\ \text { Contingent } & \begin{array}{l}\text { Fair value of } \\ \text { consideration }\end{array}\end{array}$ | - | - | - | - |
| Equity in profits or losses of equity method investments | -1 | -42 | -41 | - |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | 2,077 | 5,513 | 3,436 | 165.4\% |
| Total of other income and expenses | 2,313 | 6,777 | 4,464 | 193.0\% |

Yearly financial results by segment US Segment

|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 11,322 | 11,286 | -36 | -0.3\% |
| Stocks and ETFs | 3,349 | 2,177 | -1,171 | -35.0\% |
| Options and Futures | 7,685 | 8,531 | 846 | 11.0\% |
| Cryptocurrency | 288 | 578 | 289 | 100.4\% |
| Underwriting \& distribution com. | - | - | - | - |
| Subscription \& distribution com. | - | - | - | - |
| Other commissions | 6,666 | 7,297 | 630 | 9.5\% |
| Margin forex trades com. -OTC | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency com. | - | - | - | - |
| Others | 6,666 | 7,297 | 630 | 9.5\% |
| Net trading income | - | - | - | - |
| Financial income | 6,309 | 7,773 | 1,463 | 23.2\% |
| Sales | 27 | 132 | 106 | 393.8\% |
| Other operating income | 1,051 | 727 | -324 | -30.9\% |
| Total operating revenue | 25,375 | 27,214 | 1,839 | 7.2\% |
| Financial expenses | 2,394 | 3,520 | 1,126 | 47.1\% |
| Cost of sales | 23 | 115 | 92 | 392.8\% |
| Total operating revenue after deducting financial expenses and cost of sales | 22,958 | 23,579 | 621 | 2.7\% |
| SG\&A | 19,771 | 29,587 | 9,816 | 49.6\% |
| The amount equivalent to operating income | 3,187 | -6,008 | -9,195 | - |
| Other income | 37 | 1,150 | 1,113 | 3,048.0\% |
| Other expenses | 24 | 699 | 675 | 2,839.9\% |
| Profit before income taxes | 3,200 | -5,557 | -8,757 | - |
| Income tax expense | 676 | -533 | -1,210 | - |
| Profit | 2,523 | -5,024 | -7,547 | - |


|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 7,047 | 12,527 | 5,480 | 77.8\% |
| Commissions paid | 3,545 | 3,966 | 421 | 11.9\% |
| Exchange and association dues | 143 | 221 | 78 | 54.5\% |
| Communication, freight and information expenses | 1,502 | 1,775 | 273 | 18.1\% |
| Advertising expenses | 1,849 | 6,509 | 4,660 | 252.0\% |
| Others | 7 | 56 | 49 | 688.2\% |
| Compensation and benefits | 7,662 | 9,924 | 2,262 | 29.5\% |
| Rental and maintenance | 1,145 | 1,556 | 412 | 36.0\% |
| Rental expenses | 116 | 112 | -4 | -3.4\% |
| Maintenance expenses | 1,028 | 1,444 | 415 | 40.4\% |
| Data processing and office supplies | 31 | 48 | 18 | 57.7\% |
| Data processing | - | - | - | - |
| Office supplies | 31 | 48 | 18 | 57.7\% |
| Amortization and depreciation | 2,429 | 2,604 | 175 | 7.2\% |
| Taxes other than income taxes | 41 | 32 | -9 | -22.9\% |
| Other operating expenses | 1,417 | 2,897 | 1,480 | 104.4\% |
| Total selling, general and administrative expenses | 19,771 | 29,587 | 9,816 | 49.6\% |
| Gain or loss on valuation of investments in securities | - | 918 | 918 | - |
| Gain or loss on sales of investments in securities | - | - | - | - |
| Dividends income | - | - | - | - |
| Loss on disposal on fixed assets | -18 | -32 | -14 | - |
| Change in Fair value of Contingent consideration | - | - | - | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | -6 | -671 | -665 | - |
| Others | 37 | 236 | 199 | 545.6\% |
| Total of other income and expenses | 13 | 451 | 438 | 3,435.9\% |

Yearly financial results by segment Crypto Asset Segment
MONEX GROUP

|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 40 | 31 | -10 | -23.8\% |
| Stocks and ETFs | - | - | - | - |
| Options and Futures | - | - | - | - |
| Cryptocurrency | 40 | 31 | -10 | -23.8\% |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 812 | 1,463 | 651 | 80.1\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 812 | 1,463 | 651 | 80.1\% |
| Net trading income | 19,960 | 26,144 | 6,185 | 31.0\% |
| Financial income | - | - | - | - |
| Sales | - | 950 | 950 | - |
| Other operating income | 14 | 85 | 71 | 498.3\% |
| Total operating revenue | 20,826 | 28,673 | 7,847 | 37.7\% |
| Financial expenses | 5 | 1 | -4 | -76.1\% |
| Cost of sales |  | 51 | 51 | - |
| Total operating revenue after deducting financial expenses | 20,822 | 28,621 | 7,799 | 37.5\% |
| Selling, general and administrative expenses | 7,129 | 14,909 | 7,780 | 109.1\% |
| The amount equivalent to operating income | 13,693 | 13,712 | 20 | 0.1\% |
| Other income | 5 | 139 | 134 | 2,436.8\% |
| Other expenses | 3,831 | -18 | -3,849 | -100.5\% |
| Profit before income taxes | 9,868 | 13,870 | 4,002 | 40.6\% |
| Income taxes | 3,398 | 4,163 | 765 | 22.5\% |
| Profit | 6,469 | 9,707 | 3,238 | 50.0\% |


|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 2,878 | 7,151 | 4,274 | 148.5\% |
| Commissions paid | 485 | 755 | 269 | 55.5\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 322 | 627 | 304 | 94.3\% |
| Advertising expenses | 2,055 | 5,745 | 3,690 | 179.6\% |
| Others | 15 | 25 | 10 | 64.7\% |
| Compensation and benefits | 2,047 | 3,861 | 1,814 | 88.6\% |
| Rental and maintenance | 3 | 22 | 20 | 761.7\% |
| Rental expenses | 2 | 22 | 20 | 1,009.6\% |
| Maintenance expenses | 1 | 1 | 0 | 3.0\% |
| Data processing and office supplies | 328 | 703 | 375 | 114.1\% |
| Data processing | 328 | 703 | 375 | 114.1\% |
| Office supplies | - | - | - | - |
| Amortization and depreciation | 368 | 600 | 232 | 63.2\% |
| Taxes other than income taxes | 222 | 237 | 15 | 6.9\% |
| Other operating expenses | 1,284 | 2,333 | 1,049 | 81.7\% |
| Total selling, general and administrative expenses | 7,129 | 14,909 | 7,780 | 109.1\% |
| 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 <br> Contingent  <br> consideration  | -3,788 | - | 3,788 | - |
| Equity in profits or losses of equity method investments | - | - | - | - |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -37 | 157 | 194 | - |
| Total of other income and expenses | $-3,825$ | 157 | 3,983 | - |

Yearly financial results by segment Asia-Pacific Segment
MONEX GROUP

|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | 1,071 | 769 | -302 | -28.2\% |
| Stocks and ETFs | 1,071 | 769 | -302 | -28.2\% |
| Options and Futures | - | - | - | - |
| Cryptocurrency | - | - | - | - |
| Underwriting and distribution commissions | - | - | - | - |
| Subscription and distribution commissions | - | - | - | - |
| Other commissions | 8 | 2 | -6 | -74.3\% |
| Margin forex trades commissions (OTC) | - | - | - | - |
| Margin transaction management fee / transfer fee | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - |
| Others | 8 | 2 | -6 | -74.3\% |
| Net trading income | -0 | -0 | 0 | -81.5\% |
| Financial income | 166 | 131 | -35 | -21.2\% |
| Other operating income | 368 | 323 | -45 | -12.2\% |
| Total operating revenue | 1,613 | 1,225 | -388 | -24.1\% |
| Financial expenses | 9 | 3 | -6 | -69.7\% |
| Total operating revenue after deducting financial expenses | 1,604 | 1,222 | -382 | -23.8\% |
| Selling, general and administrative expenses | 1,145 | 1,083 | -62 | -5.4\% |
| The amount equivalent to operating income | 459 | 139 | -320 | -69.7\% |
| Other income | 62 | 32 | -30 | -47.9\% |
| Other expenses | 3 | -0 | -3 | - |
| Profit before income taxes | 519 | 171 | -347 | -66.9\% |
| Income taxes | 101 | 40 | -61 | -60.3\% |
| Profit | 417 | 131 | -286 | -68.6\% |

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|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: |
| Transaction-related expenses | 374 | 338 | -36 | -9.6\% |
| Commissions paid | 125 | 56 | -69 | -55.3\% |
| Exchange and association dues | - | - | - | - |
| Communication, freight and information expenses | 114 | 119 | 5 | 4.6\% |
| Advertising expenses | 135 | 163 | 28 | 20.7\% |
| Others | 0 | 0 | 0 | 59.8\% |
| Compensation and benefits | 535 | 511 | -24 | -4.4\% |
| Rental and maintenance | 17 | 20 | 2 | 12.9\% |
| Rental expenses | 11 | 14 | 3 | 24.4\% |
| Maintenance expenses | 6 | 6 | -1 | -8.9\% |
| Data processing and office supplies | 58 | 61 | 3 | 5.6\% |
| Data processing | 56 | 57 | 2 | 2.9\% |
| Office supplies | 2 | 4 | 2 | 69.7\% |
| Amortization and depreciation | 117 | 107 | -10 | -8.4\% |
| Taxes other than income taxes | - | - | - | - |
| Other operating expenses | 44 | 46 | 2 | 4.3\% |
| Total selling, general and administrative expenses | 1,145 | 1,083 | -62 | -5.4\% |
| 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 | 62 | 27 | -34 | -55.6\% |
| Impairment loss on nonfinancial assets | - | - | - | - |
| Others | -2 | 5 | 7 | - |
| Other financial income and expenses | 59 | 32 | -27 | -45.6\% |

Yearly financial results by segment Investment Segment
MONEX GROUP

|  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |  | FYE <br> Mar. 2021 | FYE <br> Mar. 2022 | Variance | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Brokerage commissions | - | - | - | - | Transaction-related expenses | 8 | 7 | -1 | -6.7\% |
| Stocks and ETFs | - | - | - | - | Commissions paid | 2 | 2 | 0 | 1.8\% |
| Options and Futures | - | - | - | - | Exchange and association dues | - | - | - | - |
| Cryptocurrency | - | - | - | - | Communication, freight and information expenses | 0 | 0 | 0 | 11.7\% |
| Underwriting and distribution commissions | - | - | - | - | Advertising expenses | 0 | 1 | 1 | 104.7\% |
| Subscription and distribution commissions | - | - | - | - | Others | 4 | 3 | -1 | -25.7\% |
| Other commissions | - | - | - | - | Compensation and benefits | 40 | 48 | 8 | 21.2\% |
| Margin forex trades commissions (OTC) | - | - | - | - | Rental and maintenance | - | - | - | - |
| Margin transaction management fee / transfer fee | - |  | - | - | Rental expenses Maintenance expenses | - | - | - | - |
| Mutual funds agency commissions | - | - | - | - | Data processing and office supplies | 12 | 18 | 6 | 52.6\% |
| Others | - | - | - | - | Data processing | 12 | 18 | 6 | 53.5\% |
| Net trading income | - | - | - | - | Office supplies | 0 | 0 | -0 | -44.3\% |
| Financial income | 672 | 1,079 | 406 | 60.4\% | Amortization and depreciation | - | - | - | - |
| Other operating income | - | - | - | - | Taxes other than income taxes | 6 | 9 | 3 | 49.2\% |
| Total operating revenue | 672 | 1,079 | 406 | 60.4\% | Other operating expenses | 6 | 6 | 1 | 9.5\% |
| Financial expenses | 163 | 614 | 451 | 276.4\% | Total selling, general and administrative expenses | 71 | 89 | 18 | 24.9\% |
| Cost of sales | - | - | - | - | Gain or loss on valuation of investments in securities | - | - | - | - |
| Total operating revenue after deducting financial expenses | 509 | 465 | -44 | -8.7\% | Gain or loss on sales of investments in securities | - | - | - | - |
| Selling, general and administrative expenses | 71 | 89 | 18 | 24.9\% | securities <br> Dividends income | - | - | - | - |
| The amount equivalent to operating income | 438 | 376 | -62 | -14.2\% | Loss on disposal on fixed assets | - | - | - | - |
| Other income | 9 | 0 | -8 | -97.9\% | Change in Fair value of Contingent consideration | - | - | - | - |
| Other expenses | 9 | 0 | -8 | -95.3\% | Equity in profits or losses of equity method investments | - | - | - | - |
| Profit before income taxes | 438 | 376 | -62 | -14.2\% | Impairment loss on nonfinancial assets | - | - | - | - |
| Income taxes | 244 | 149 | -95 | -39.1\% | Others | -0 | -0 | -0 | - |
| Profit | 193 | 227 | 33 | 17.3\% | Total of other income and expenses | -0 | -0 | -0 | - |

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|  | $\begin{gathered} \text { As of } \\ \text { Mar. } 31,2022 \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { Sep. } 30,2022 \end{gathered}$ | Measurement method | Description |
| :---: | :---: | :---: | :---: | :---: |
| Total assets (*) | 1,607,761 | 1,555,373 |  |  |
| Investments in securities (*) | 12,008 | 13,030 |  |  |
| Fair Value Through Profit or Loss (FVTPL) |  |  |  |  |
| Level 1 | 1,026 | 1,004 | Quoted prices (unadjusted) in active markets for identical assets or liabilities | See the details below |
| Level 3 | 9,570 | 10,812 | Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly | e.g.) unlisted securities, investment partnership |
| Fair Value Through Other Comprehensive Income(FVTOCI) |  |  |  |  |
| Level 1 | 255 | 207 |  | See the details below |
| Level 3 | 1,157 | 1,007 |  | e.g.) unlisted securities |

Details of Level 1

|  | As of <br> Mar. 31, 2022 | As of <br> Sep. 30, 2022 |
| :--- | ---: | ---: |
| Stocks listed | 294 | 305 |
| Others | 986 | 906 |
| Total | 1,281 | 1,211 |

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

## MONEX GROUP

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[^0]:    (*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) The number of total accounts in $3 Q$ and $4 Q$ of $F Y E$ Mar. 2022 have been modified.
    (*2) The number of total accounts in $3 Q$ and $4 Q$ of FYE Mar. 2022 have been modified.

[^1]:    © Monex Group, Inc

