

# MONEX GROUP

## Announcement of Subsidiary's Release

TOKYO, February 9, 2023 – Monex, Inc., a wholly owned subsidiary of Monex Group, Inc., issued the following press release today.

Attachment: Monex, Inc. press release

Monex and Shizuoka Bank conclude an outsourcing agreement for the wealth management business

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February 9, 2023

For Immediate Release

Monex, Inc.

## **Monex and Shizuoka Bank conclude an outsourcing agreement for the wealth management business**

Monex, Inc. (headquarters; Minato-ku, Tokyo; Representative Director and President: Yuko Seimei; hereinafter, Monex) and The Shizuoka Bank, Ltd. (headquarters: Aoi-ku, Shizuoka; President: Minoru Yagi; hereinafter, Shizuoka Bank) are pleased to announce that they have concluded a business outsourcing agreement for customer referrals and have formed a partnership in the wealth management business, effective February 9, 2023 (Thursday).

### ■ Background

In fiscal 2020, Monex announced its commitment to increase customer assets by transitioning to a recurring earnings asset management model. Based on this thinking, we established the Private Wealth (PW) Division and officially launched in-person wealth management service in October 2021. This division oversees the formulation and promotion of Monex Group's PW business strategy and works with other financial institutions in a bilateral approach. In addition, Monex Private Bank, Inc. (headquarters; Minato-ku, Tokyo; Representative Director and President: Satoshi Adachi; hereinafter, Monex PB) began its operation in October 2022 as an independent financial advisory company that exclusively serves Monex providing highly specialized wealth management services.

Shizuoka Bank has long served as an online financial products intermediary for Monex, inviting its customers through its website to open a Monex brokerage account. With the two companies' desire to expand their customer channels beyond online to include actual face-to-face services, Shizuoka Bank and Monex decided to begin customer referrals to the wealth management services offered by Monex.

### ■ Alliance details

Shizuoka Bank will introduce customers with wealth management service needs to Monex. Monex will then offer these customers the wealth management services provided by a financial advisor company, Monex PB, exclusive to Monex.

■ Features

Monex PB is the only independent financial advisory company with the following two features.

- (1) Monex PB is a wholly owned subsidiary of Monex Group, Inc., a company listed on the Prime Market of the Tokyo Stock Exchange
- (2) Monex PB is an independent financial advisory company for wealth management and private banking

By providing the services of Monex PB, a group of independent financial advisors who conduct sales activities with the customer foremost in mind, Monex aims to optimize the lifetime balance sheets of Shizuoka Bank's customers.