

**Monex Group**  
**Financial Results for**  
**1Q of Fiscal Year Ending March 31, 2024**

July 28, 2023



## Corporate Philosophy

**Always a step ahead of the “Y” in “MONEY,”  
our name MONEX expresses our desire to  
embrace all people who are engaged  
at the forefront of our future.**

With state-of-the-art IT technology, globally universal values and a sense of professionalism, Monex Group designs innovative ways of managing money and realizing individual self-fulfillment for an ever-changing future. Our ultimate goal is to optimize each person’s lifetime balance sheet.

Revised on April 1st, 2021

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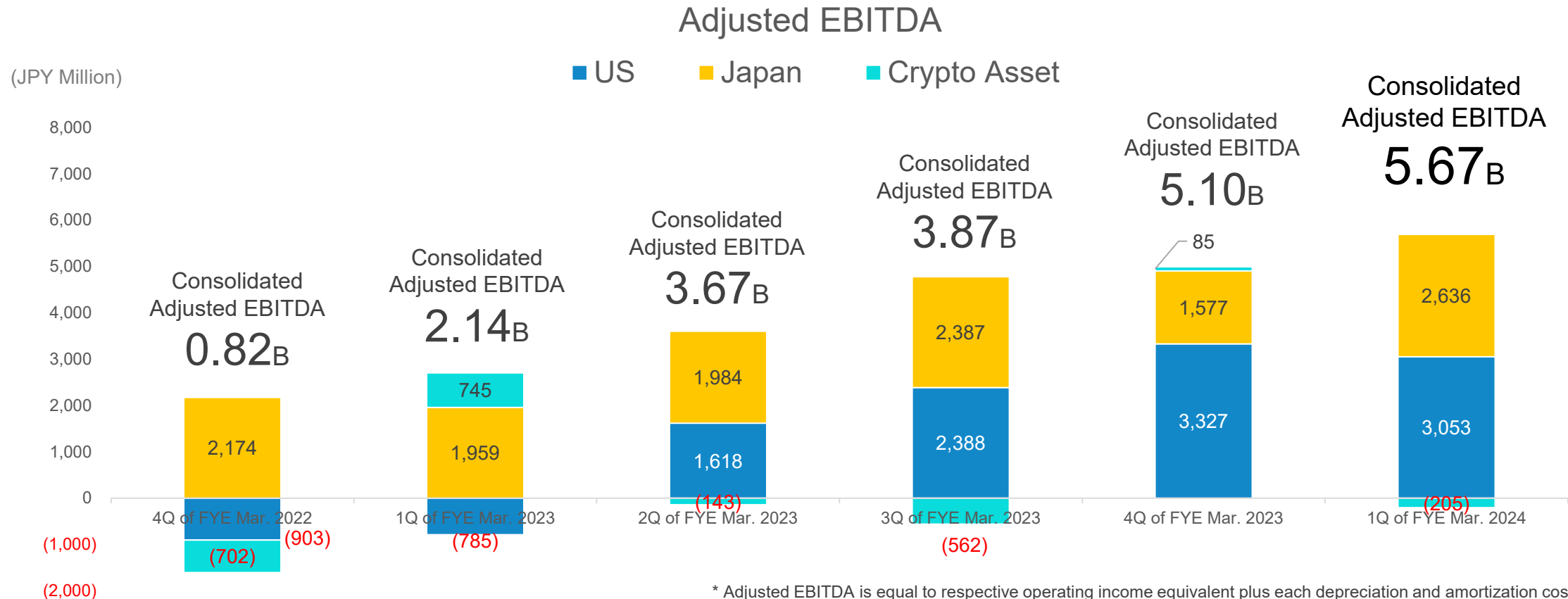
This is an English translation of Japanese presentation materials prepared in connection with the disclosure of the financial results of Monex Group, Inc. It includes information derived from the consolidated financial statements of Monex Group, Inc. which are prepared in accordance with International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

<Forward-looking Statements>

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

# **I . Highlights**

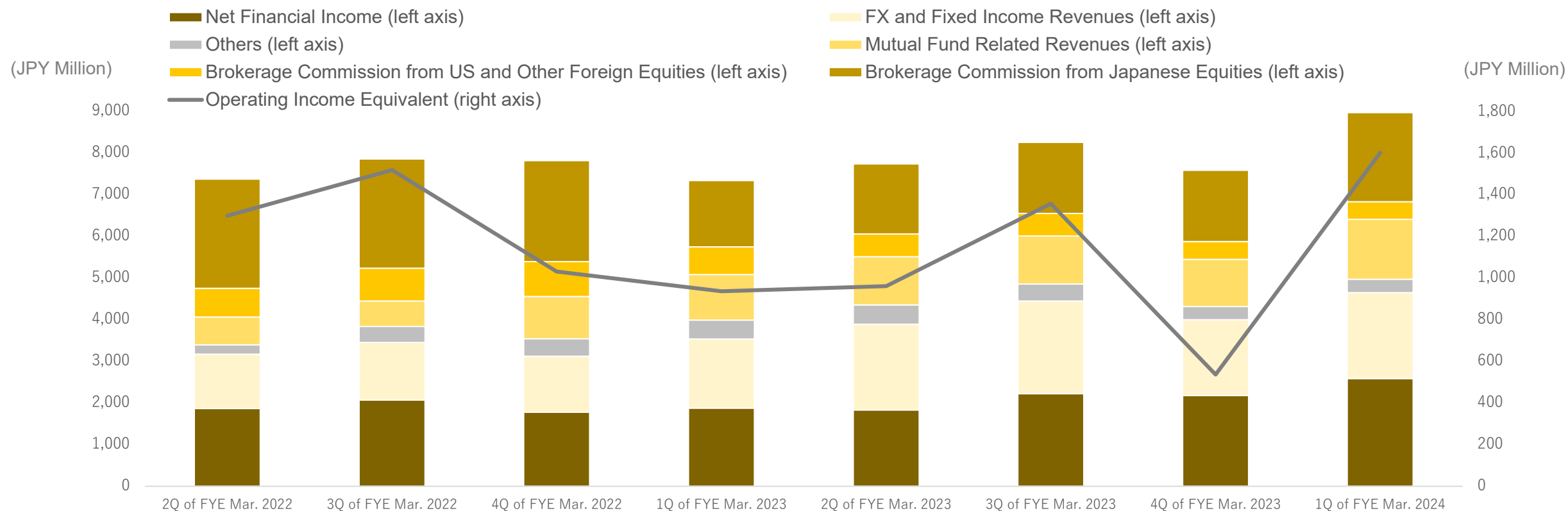
Adjusted EBITDA\* on a consolidated basis continues to grow driven by growth in the Japan segment on the back of active Japanese equities market, strong performance in the U.S. segment, and cost controls in the Crypto Asset segment.



\* Adjusted EBITDA is equal to respective operating income equivalent plus each depreciation and amortization cost and the interest payment of the US segment with several adjustments of inter-segment transactions.

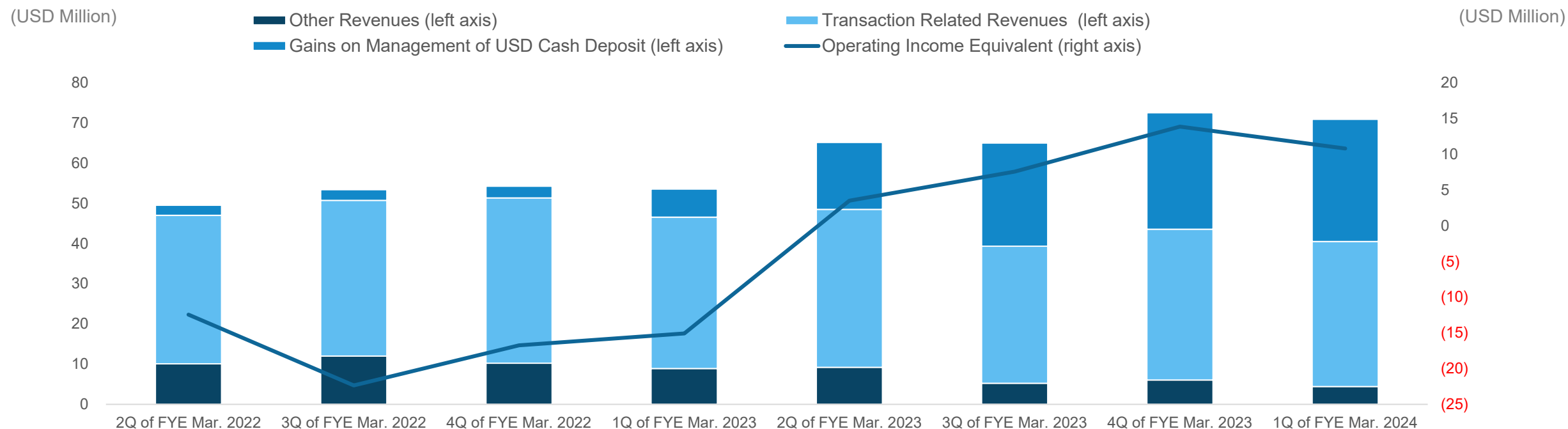
The steady growth in the revenue streams linked to the balance of respective assets in custody and the higher commissions from Japanese equities driven by the brisk market transactions contributed to a large increase in revenues and income.

## Quarterly Revenue and Profit of the Japan Segment



Operating revenue\* remained strong due to the steady trading from active traders, who are the main focus of TradeStation, and the favorable gains on management of cash deposits driven by higher rates.

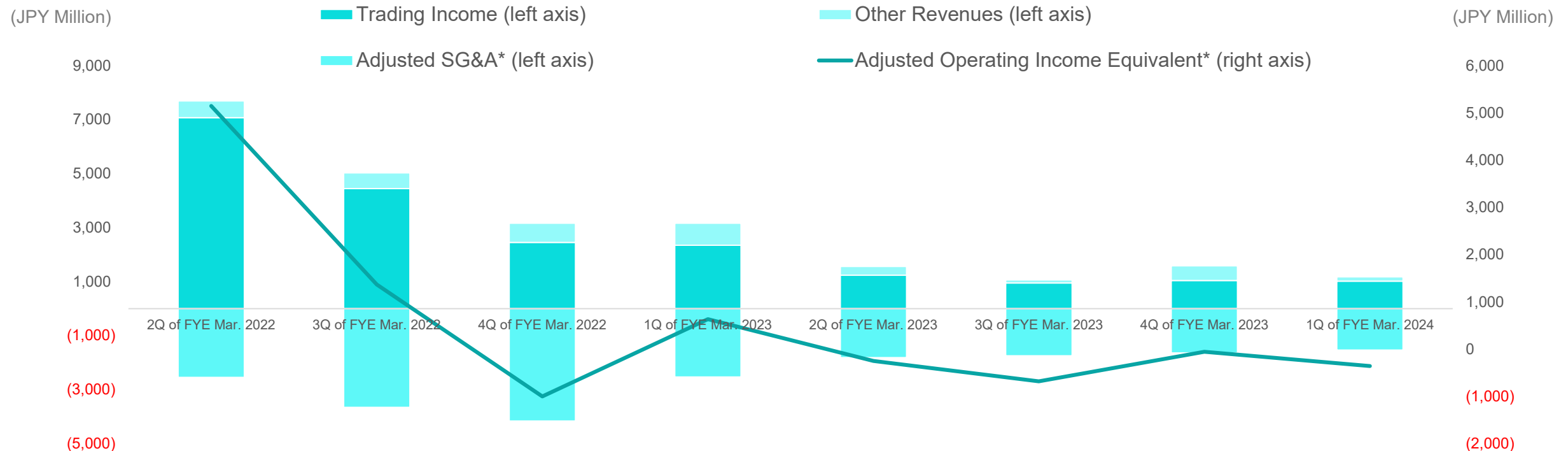
### Quarterly Revenue and Profit of the US Segment



\* Operating revenue after deducting financial expense and cost of sales 6

Revenue declined QoQ as the IEO revenue in Q4 came off and the crypto asset market remained subdued, but the management continues to control SG&A appropriately. The crypto asset market is currently recovering and the management expects improvement of profit going forward.

Quarterly Performance of the Crypto Asset Segment



\* Adjusted SG&A and adjusted operating income equivalent contains the adjustment of inter-segment transactions.



## Financial interest impact

Gains from management of customer cash in US dollars at Monex Securities and TradeStation belong to the Monex Group<sup>\*1,2</sup>. Customer cash in US dollars at Japan Segment was approx. \$0.7B, while that of US Segment was \$2.5B as of June. 30, 2023.

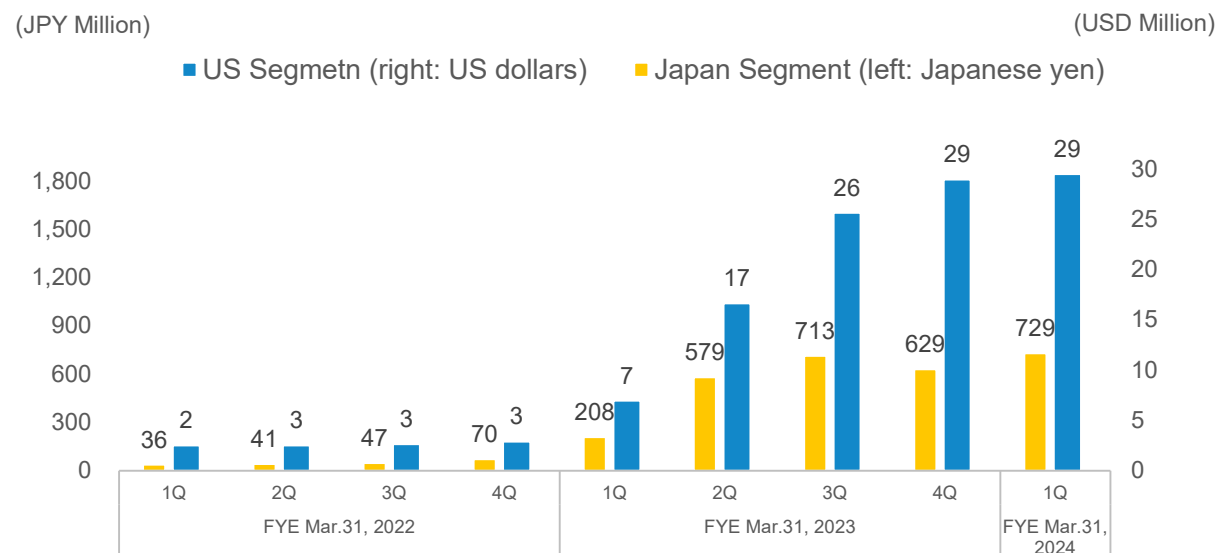
### US Segment

- Achieved 50:50 ratio between the floating-rate and fixed-rate investment of client cash deposits by the end of June. By optimizing its portfolio, TradeStation aims for stable cash generation in the long term whether interest rates remain high or start to decrease.
- Further details on P 16, 37

### Japan Segment

- Continued to earn interest income from investment of customer cash deposits through bank deposits and swap transactions.
- Further details on P 14

Gains from management of customer cash in US dollars in each segment



	4Q FYE Mar. 31, 2023	1Q FYE Mar. 31, 2024
Gains on customer USD cash		
US Segment	\$28.9M	\$29.5M
Japan Segment	¥629.0M	¥729.4M

\*1 Both segments manage the cash of US dollars with floating and fixed rate.

\*2 Gains from management of US dollar cash deposit is included in "Net financial income (P16)" in the US Segment, and in "Net financial income (P14)" and "Net trading income (P14: FX/fixed income)" in the Japan Segment.

Each of Monex Securities, TradeStation, and Coincheck has its own solid enterprise value and strategy. Monex Group will continue to strive to make those values evident and secure the sustainable growth of its enterprise value by pursuing those strategies.



Strengthening business foundation by pursuing the asset gathering model

Increase in balance-based revenue by expansion of mutual funds, etc.



Growth strategy focused on active customers

Increase in customer life time value, and increase of net financial income driven by rising rates



Global expansion strategy

Planning NASDAQ listing with De-SPAC transaction

## **II . Consolidated Performance**

The Japan segment recorded higher revenue and income due to the brisk equity market and other factors, while the US segment continues to perform strong. Despite the Crypto Asset segment decreases its revenue and income, consolidated pre-tax income was **¥2.9B**.

## Japan

Higher revenue due to an increase in commissions from Japanese equities transactions and further growth in the mutual fund and stock lending balances. SG&A is well controlled, resulting in segment profit\* of **¥1.8B**.

## US

Transaction related revenues barely decreased despite lower market volatility, while gains on investment of customer cash deposits remained strong as the rate remains high. SG&A expenses increased, resulting in segment profit of **¥1.4B**.

## Crypto Asset

While market is showing signs of recovery, revenue decreased as IEO was conducted in the previous quarter. Ads spending were continuously controlled and segment loss was **¥396M**.

## Asia Pacific

Subdued transaction volume mainly Hong Kong and U.S. equities. Segment loss was **¥45M**.

## Investment

Social Impact Fund expanded its assets under management to ¥3.7B. Segment profit was **¥191M**.

# QoQ Comparison (3 months) Consolidated Performance

**MONEX GROUP**

(JPY million)	FYE Mar. 2023 4Q (Jan. 2023– Mar. 2023)	FYE Mar. 2024 1Q (Apr. 2023– Jun. 2023)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses and cost of sales	19,033	20,203	+1,170	+6%	P14: Analysis of Japan segment P16: Analysis of US segment (USD) P18: Analysis of Crypto Asset segment
SG&A	16,603	17,315	+712	+4%	P15: Analysis of Japan segment P17: Analysis of US segment (USD) P19: Analysis of Crypto Asset segment
Advertisement expenses	1,760	1,617	-143	-8%	
The amount equivalent to operating income	2,430	2,888	+458	+19%	
Other income / expenses (net)	-220	-36	+184	-	
Quarterly profit before income taxes	2,211	2,852	+642	+29%	
Quarterly profit attributable to owners of the Company	1,458	2,414	+956	+66%	
EBITDA	5,101	5,669	+568	+11%	

# QoQ Comparison (3 months) Segment Performance

**MONEX GROUP**

(JPY million)	Japan		US		Crypto Asset		Asia Pacific		Investment	
	2023/3 4Q	2024/3 1Q	2023/3 4Q	2024/3 1Q	2023/3 4Q	2024/3 1Q	2023/3 4Q	2024/3 1Q	2023/3 4Q	2024/3 1Q
Total operating revenue after deducting financial expenses and cost of sales	7,589	8,976	9,675	9,796	1,583	1,178	248	227	209	211
SG&A	7,052	7,374	7,806	8,306	1,718	1,592	292	263	20	26
Advertisement Expenses	599	480	984	974	159	148	23	17	-	3
The amount equivalent to operating income	537	1,602	1,869	1,491	-136	-414	-43	-36	189	186
Other income / expenses (net)	-132	172	-7	-117	-16	18	13	-9	-2	5
Quarterly profit before income Taxes	405	1,774	1,862	1,374	-152	-396	-30	-45	187	191
Quarterly profit attributable to owners of the Company	256	1,288	1,242	1,361	-53	-272	-31	-43	104	125
EBITDA	1,577	2,636	3,327	3,053	85	-205	-13	-4	189	186

Note

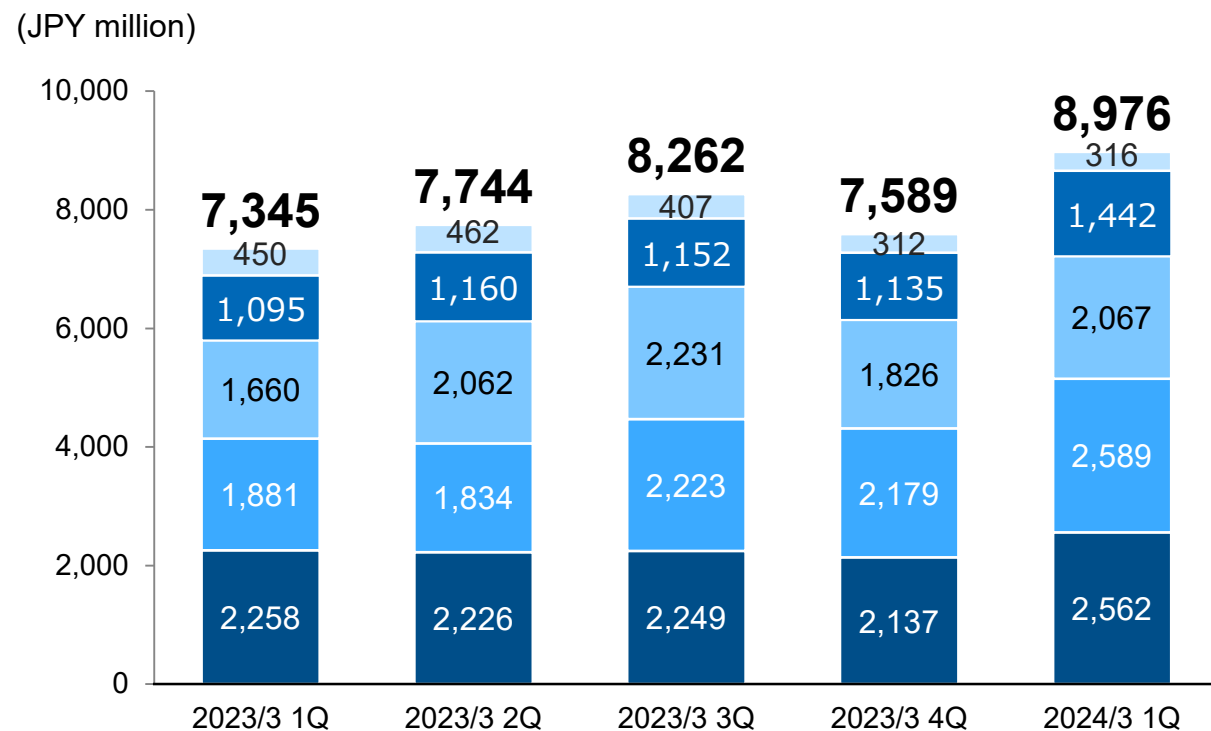
See P14 “total operating revenue after deducting financial expenses” for more details  
See P15 “SG&A” for more details

See P16 “total operating revenue after deducting financial expenses and cost of sales” for more details  
See P17 “SG&A” for more details

See P18 “total operating revenue after deducting financial expenses” for more details  
See P19 “SG&A” for more details

Japan: Total revenue materially increased. Trading volume of Japanese equities has been spiked, resulting in an increase in brokerage commissions. Growth in stock lending business and success fees derived from the favorable performance of Monex Activist Fund.

■ Total operating revenue after deducting financial expenses and cost of sales



\* Differences of the figures above from the financial accounting: (1) Gains/losses related to point services recorded in "brokerage commissions" are reclassified to "other". (2) Foreign exchange gains/losses recorded in financial income are reclassified to FX & fixed income..

Quarterly total operating revenue after deducting financial expenses and cost of sales +18.3% (+1,387)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Other (+4)
- Mutual funds related revenues (+307)\*<sup>1</sup>
- FX & fixed income (+241)\*<sup>2</sup>
- Net financial income (+410)\*<sup>3</sup>
- Brokerage commissions (+425)\*<sup>4</sup>

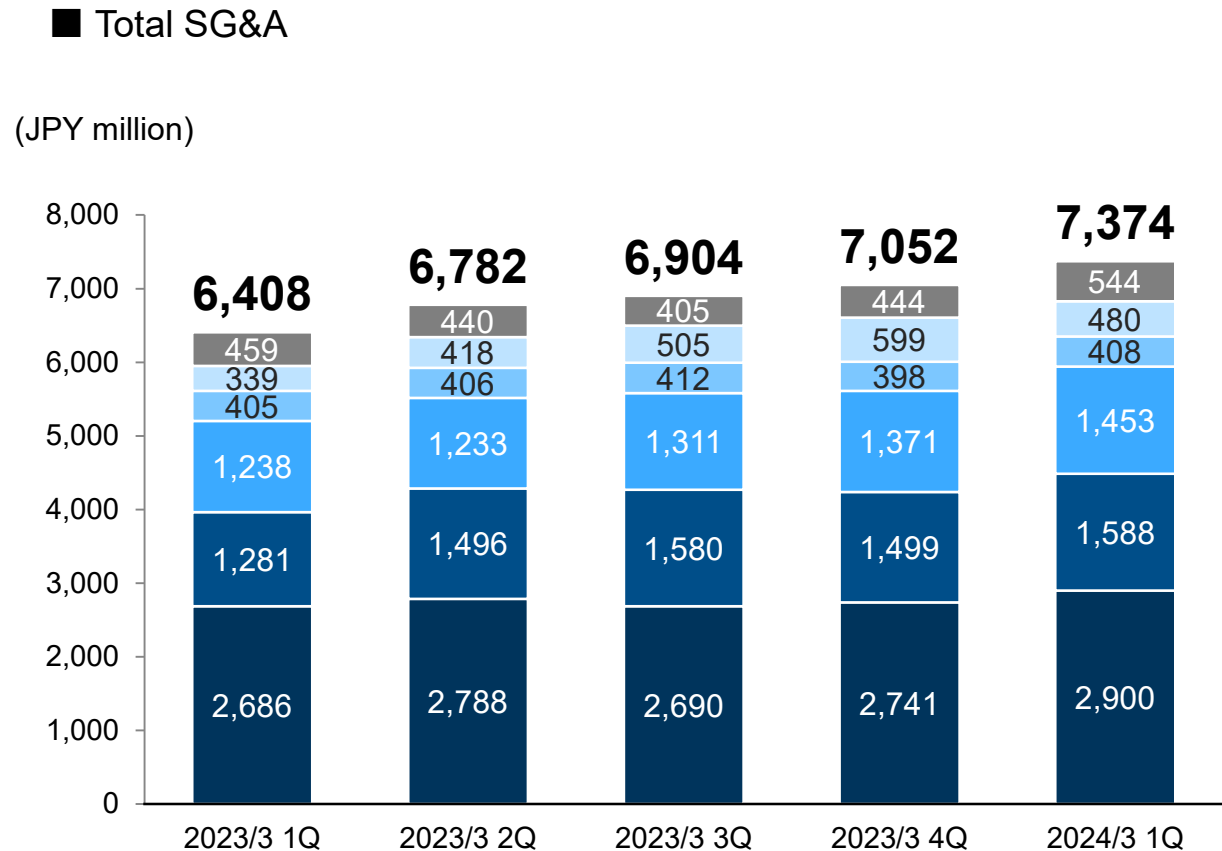
\*<sup>1</sup> Mutual funds agency commissions and management/success fees from wealth management business including Robo-advisors and Monex Activist Fund. Mutual funds agency commissions +64, Management/Success fee +217

\*<sup>2</sup> FX revenues +173, Gain on exchange and currency swap of US dollar cash deposit +38

\*<sup>3</sup> Net financial income of margin trading +72, Net financial income of stock lending +324 (Dividend received +168), Financial income from time deposit of U.S dollar cash +63

\*<sup>4</sup> Brokerage commissions from Japanese equities +428  
Brokerage commissions from US equities -12

Japan: Larger transaction volume drove higher commissions paid and favorable business performance caused an increase in bonuses. System related expenses increased due to the several ongoing projects.



## Quarterly SG&A Total +4.6% (+322)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Other (+100)
- Advertising expenses (-119)
- Communication, freight and information expenses (+10)
- Commissions paid, exchange and association dues (+82)
- Compensation and benefits (+89)
- System related expenses (+159) \*1

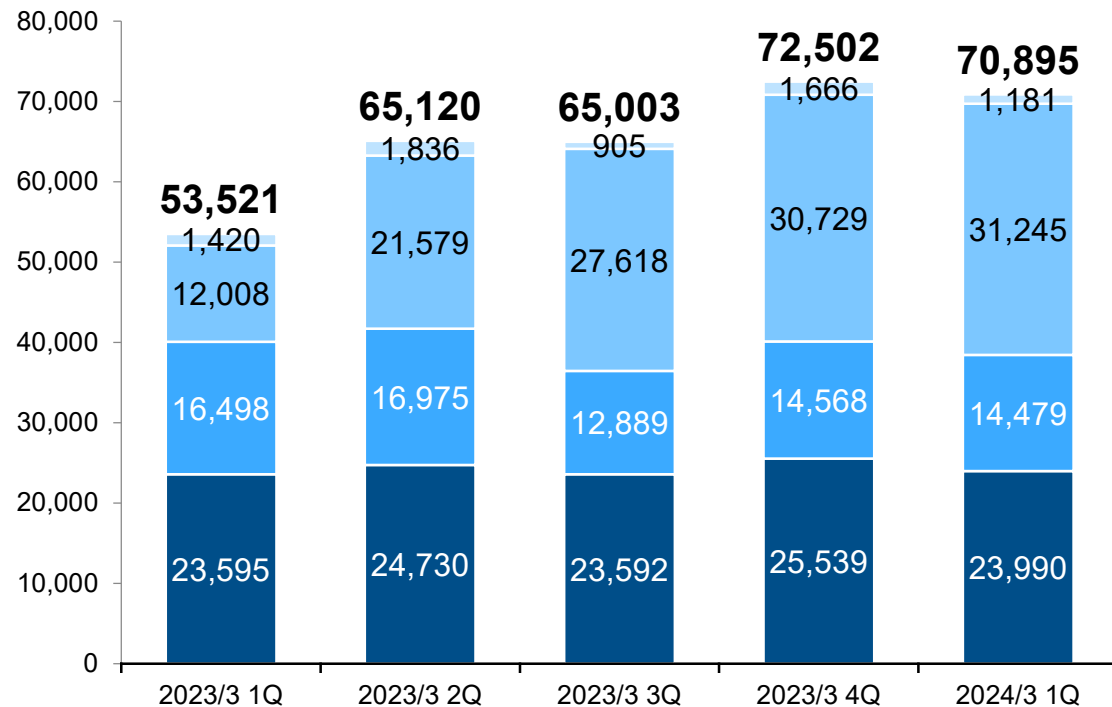
\*1 Rental expenses +67  
 Data processing +67  
 Depreciation expenses +25



US: Total revenue in 1Q was at nearly the same level in 4Q. Commissions decreased due to lower trading volume. Net financial income increased as US interest rates continued to climb.

■ Total operating revenue after deducting financial expenses and cost of sales

(USD thousand)



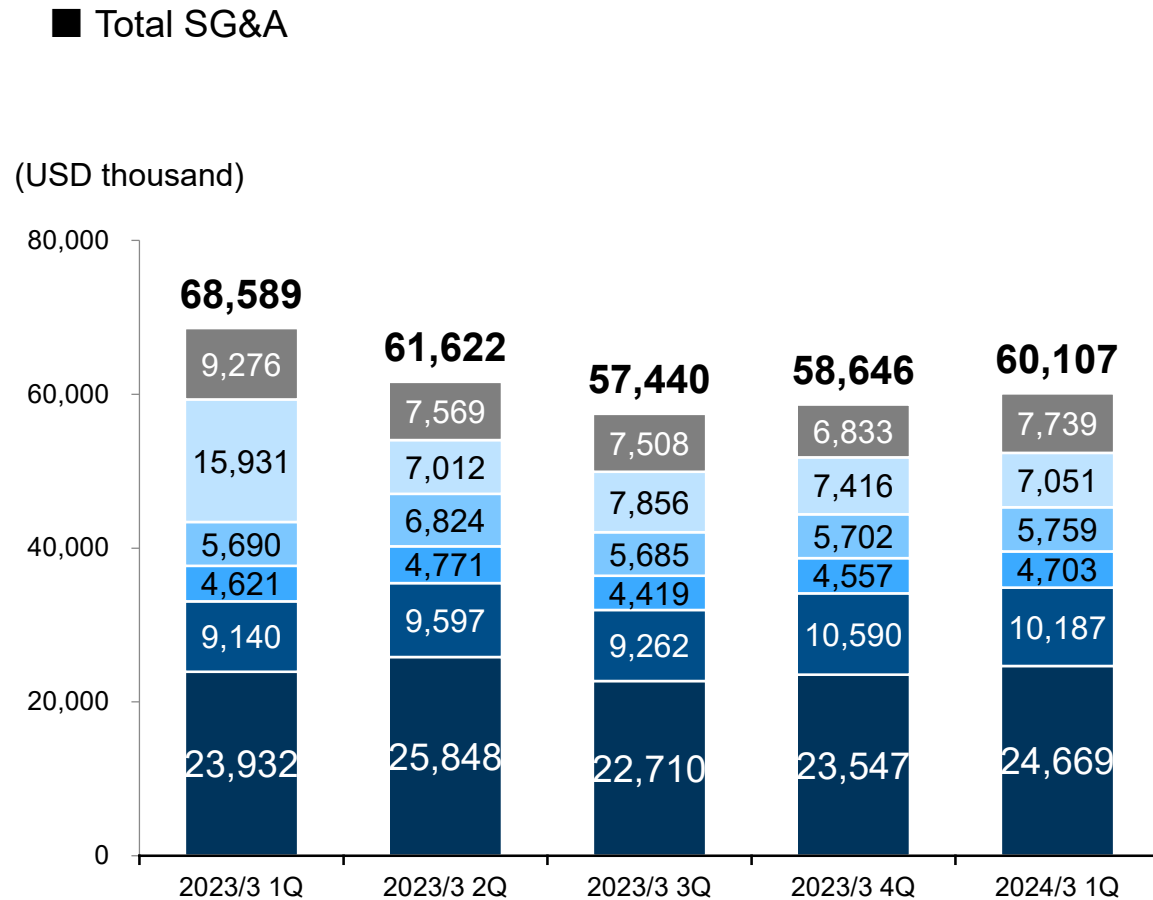
Quarterly total operating revenue after deducting financial expenses and cost of sales -2.2% (-1,607)

\*Figures in parenthesis reflect the variance from previous quarter (USD thousand)

- Other (-486)
- Net financial income (+516)
- Other commissions (-89)\*<sup>1</sup>
- Brokerage commissions (-1,549)\*<sup>1</sup>

\*<sup>1</sup> Average VIX QoQ : 20.7 → 16.5 (-20%)  
 DARTs QoQ: 213,964 → 204,280 (-5%)  
 DARTs QoQ(Equities) : +1%  
 DARTs QoQ(Options) : -14%  
 DARTs QoQ(Futures) : -7%

US: The increase in compensation and benefits was primarily driven by annual merit increases and higher long-term incentive expense associated with higher non-executive grants.



Quarterly SG&A Total +2.5% (+1,461)

\*Figures in parenthesis reflect the variance from previous quarter (USD thousand)

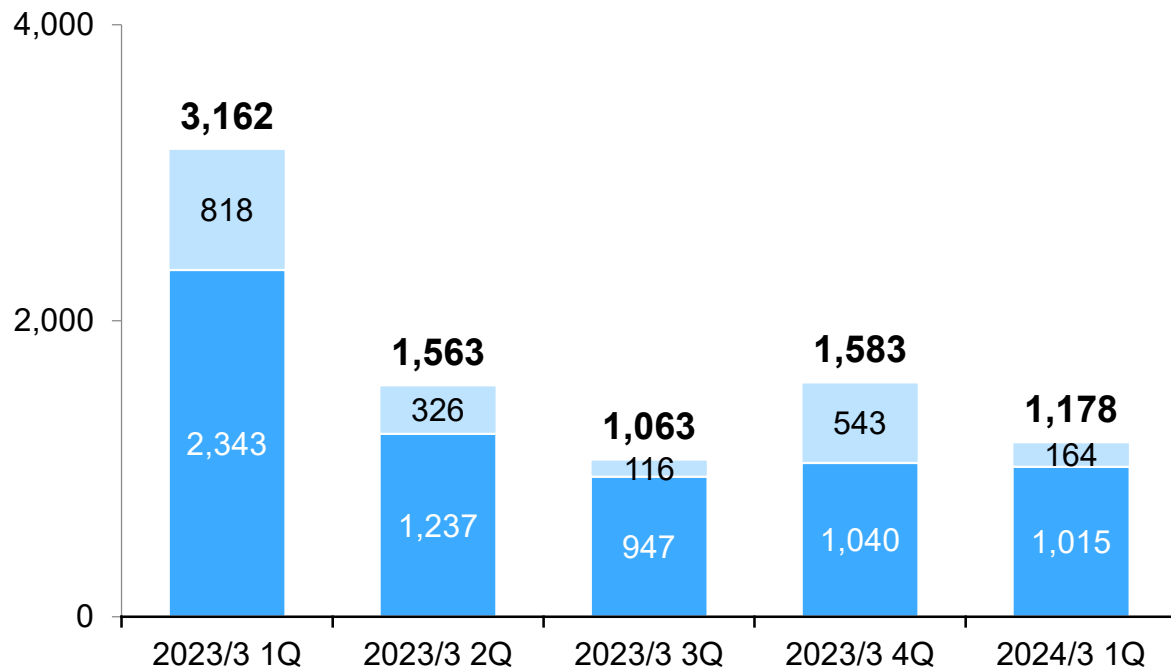
- Other (+905)
- Advertising expenses (-365)
- Amortization and depreciation (+57)
- Communication, freight and information expenses (+146)
- Commissions paid and association dues (-403)
- Compensation and benefits (+1,121)

Crypto: Signs of a market recovery despite flat trading volumes.

Revenue decreased as IEO related revenue was included in revenue in the previous quarter.

■ Total operating revenue after deducting financial expenses and cost of sales

(JPY million)



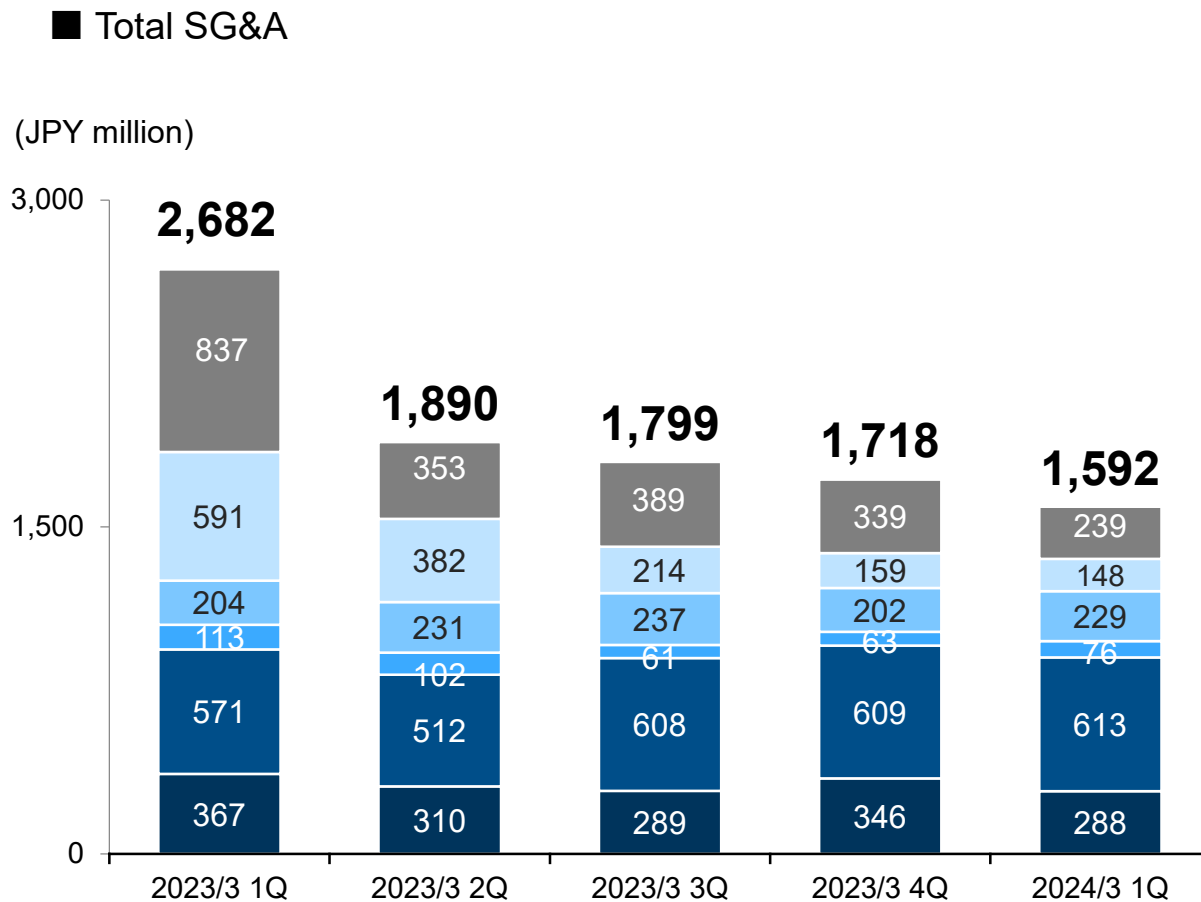
Quarterly total operating revenue after deducting financial expenses and cost of sales -25.5% (-404)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Other (-379)
- Net trading income (-25)\*<sup>1</sup>

*1 Trading value at marketplace	
4Q of FYE Mar. 31, 2023	¥30.3B
1Q of FYE Mar. 31, 2024	¥30.2B
Bitcoin Price	
As of the end of 4Q of FYE Mar. 31, 2023	¥3.7M
As of the end of 1Q of FYE Mar. 31, 2024	¥4.4M

Crypto: Total SG&A expenses decreased QoQ as a result of advertising budget management in response to current market conditions.



Total SG&A -7.3% (-126)

\* Figures in parentheses indicate the variance from the previous quarter (JPY million)

- Other (-100)\*1
- Advertising expenses (-11)
- Communication, freight and information expenses (+27)
- Commissions paid (+13)
- Compensation and benefits (+4)
- System related expenses (-59)

\*1 Professional fees related De-SPAC: ¥111M (-62)

# YoY Comparison (3 months) Consolidated Performance

**MONEX GROUP**

(JPY million)	1Q of FYE Mar. 2023 (Apr. 2022 – Jun. 2022)	1Q of FYE Mar. 2024 (Apr. 2023 – Jun. 2023)	Variance	Rate of change	Reference
Total operating revenue after deducting financial expenses and cost of sales	17,698	20,203	+2,504	+14%	P22: Analysis of Japan segment P24: Analysis of US segment (USD) P26: Analysis of Crypto Asset segment
SG&A	17,883	17,315	-569	-3%	P23: Analysis of Japan segment P25: Analysis of US segment (USD) P27: Analysis of Crypto Asset segment
Advertisement expenses	3,024	1,617	-1,407	-47%	
The amount equivalent to operating income	-185	2,888	+3,073	-	
Other income / expenses (net)	1,263	-36	-1,298	-	
Quarterly profit before income taxes	1,078	2,852	+1,775	+165%	
Quarterly profit attributable to owners of the Company	952	2,414	+1,462	+154%	
EBITDA	2,141	5,669	+3,582	+165%	

# YoY Comparison (3 months) Segment Performance

**MONEX GROUP**

(JPY million)	Japan		US		Crypto Asset		Asia Pacific		Investment	
	2023/3 1Q	2024/3 1Q	2023/3 1Q	2024/3 1Q	2023/3 1Q	2024/3 1Q	2023/3 1Q	2024/3 1Q	2023/3 1Q	2024/3 1Q
Total operating revenue after deducting financial expenses and cost of sales	7,345	8,976	6,918	9,796	3,162	1,178	287	227	166	211
SG&A	6,408	7,374	8,866	8,306	2,682	1,592	299	263	25	26
Advertisement Expenses	339	480	2,059	974	591	148	42	17	-	3
The amount equivalent to operating income	937	1,602	-1,948	1,491	479	-414	-13	-36	141	186
Other income / expenses (net)	1,560	172	-25	-117	-64	18	11	-9	-0	5
Quarterly profit before income taxes	2,497	1,774	-1,972	1,374	415	-396	-1	-45	141	191
Quarterly profit attributable to owners of the Company	1,725	1,288	-1,255	1,361	268	-272	-9	-43	226	125
EBITDA	1,959	2,636	-785	3,053	745	-205	17	-4	141	186

Note

See P22 “total operating revenue after deducting financial expenses” for more details  
See P23 “SG&A” for more details

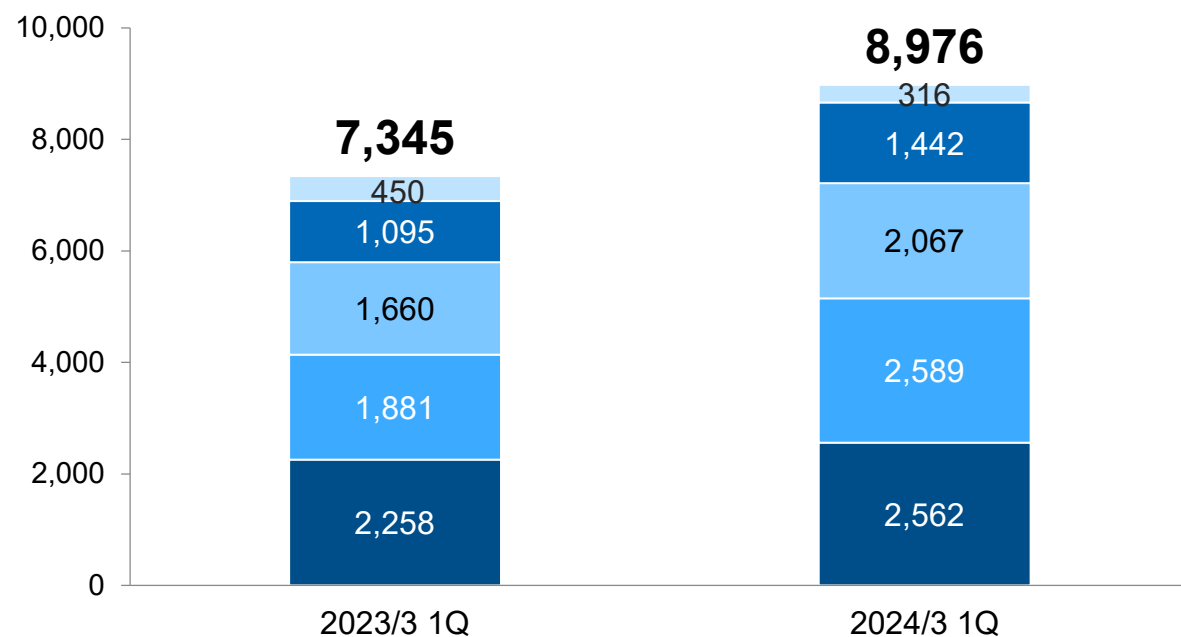
See P24 “total operating revenue after deducting financial expenses and cost of sales” for more details  
See P25 “SG&A” for more details

See P26 “total operating revenue after deducting financial expenses” for more details  
See P27 “SG&A” for more details

Japan: Increased revenue streams associated with the respective products' balance such as mutual funds, stock lending and management of customers' USD cash deposits. Asset gathering model has been in progress while gradually diversifying its revenue streams.

■ Total operating revenue after deducting financial expenses and cost of sales

(JPY million)



Total operating revenue after deducting financial expenses and cost of sales +22.2% (+1,631)

\* Figures in parentheses indicate the variance from the previous year (JPY million)  
[reflects comparison of results for 3 months ended June 30 YoY]

- Other (-134)
- Mutual funds related revenues (+347)<sup>\*1</sup>
- FX & fixed income (+407)<sup>\*2</sup>
- Net financial income (+708)<sup>\*3</sup>
- Brokerage commissions (+303)<sup>\*4</sup>

\*1 Mutual funds agency commissions and management/success fees from wealth management business including Robo-advisors and Monex Activist Fund.  
Mutual funds agency commissions +59, Management/Success fee +261

\*2 FX revenues +79, Gain on exchange and currency swap of US dollar cash deposit +177

\*3 Net financial income of margin trading +46, Net financial income of stock lending +353 (Dividend received +21), Financial income from time deposit of U.S dollar cash +344

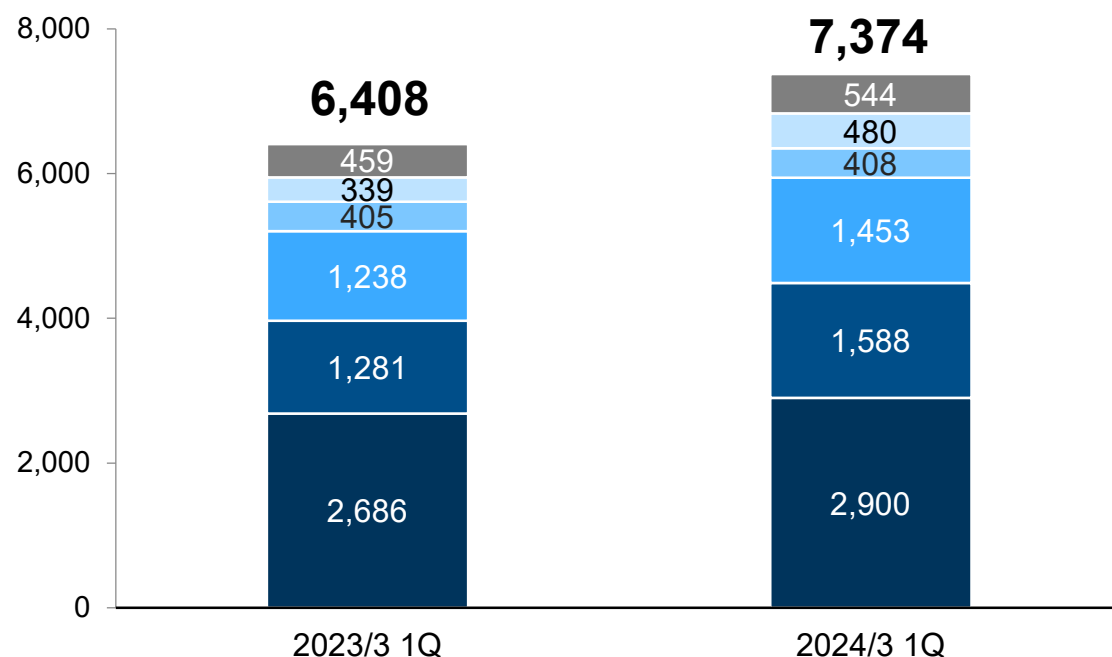
\*4 Brokerage commissions from Japanese equities +547  
Brokerage commissions from US equities -246

\* Differences of the figures above from the financial accounting: (1) Gains/losses related to point services recorded in "brokerage commissions" are reclassified to "other". (2) Foreign exchange gains/losses recorded in financial income are reclassified to FX & fixed income..

Japan: Compensation and benefits increased due to a growth in headcount as a result of M&As.  
 System related expenses increased driven by the launch of US equities margin trading service.

## ■ Total SG&A

(JPY million)



## SG&A Total +15.1% (+966)

\* Figures in parentheses indicate the variance from the previous year (JPY million)  
 [reflects comparison of results for 3 months ended Jun 30 YoY]

- Other (+85)
- Advertising expenses (+141)
- Communication, freight and information expenses (+4)
- Commissions paid, exchange and association dues (+215) \*1
- Compensation and benefits (+307)
- System related expenses (-214)

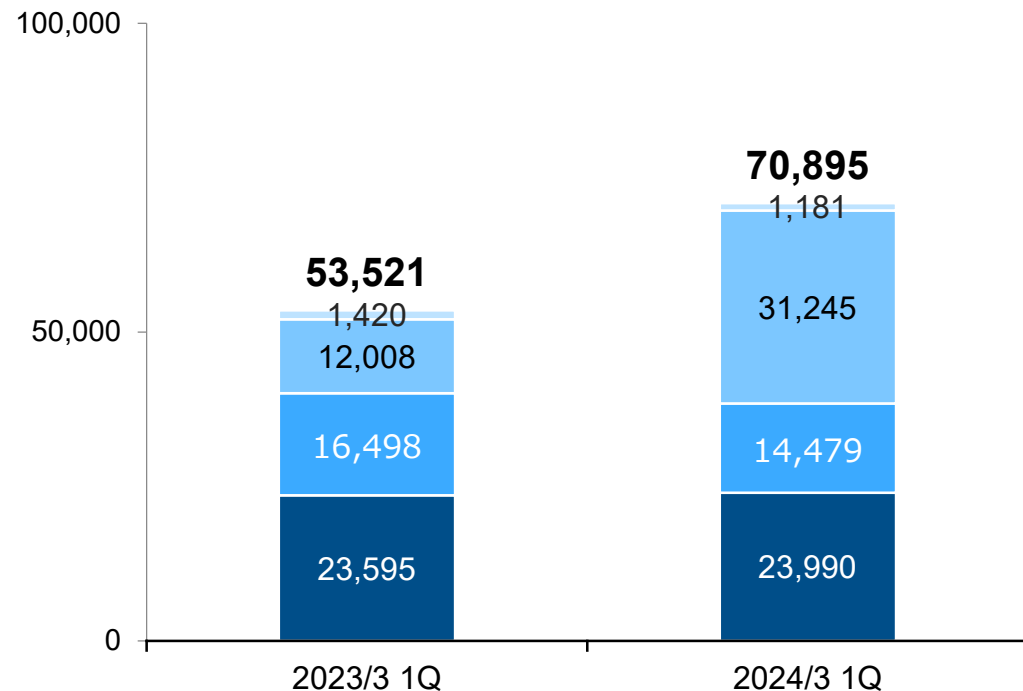
\*1 Rental expenses +8  
 Data processing +109  
 Depreciation expenses +98



US: Total revenue increased 32.5% YoY due to a significant increase in net financial income as a result of higher interest rates. Trading volume stayed steady despite lower VIX.

■ Total operating revenue after deducting financial expenses and cost of sales

(USD thousand)



Total operating revenue after deducting financial expenses and cost of sales +32.5% (+17,374)

\* Figures in parentheses indicate the variance from the previous year (USD thousand) [reflects comparison of results for 3 months ended Jun. 30 YoY]

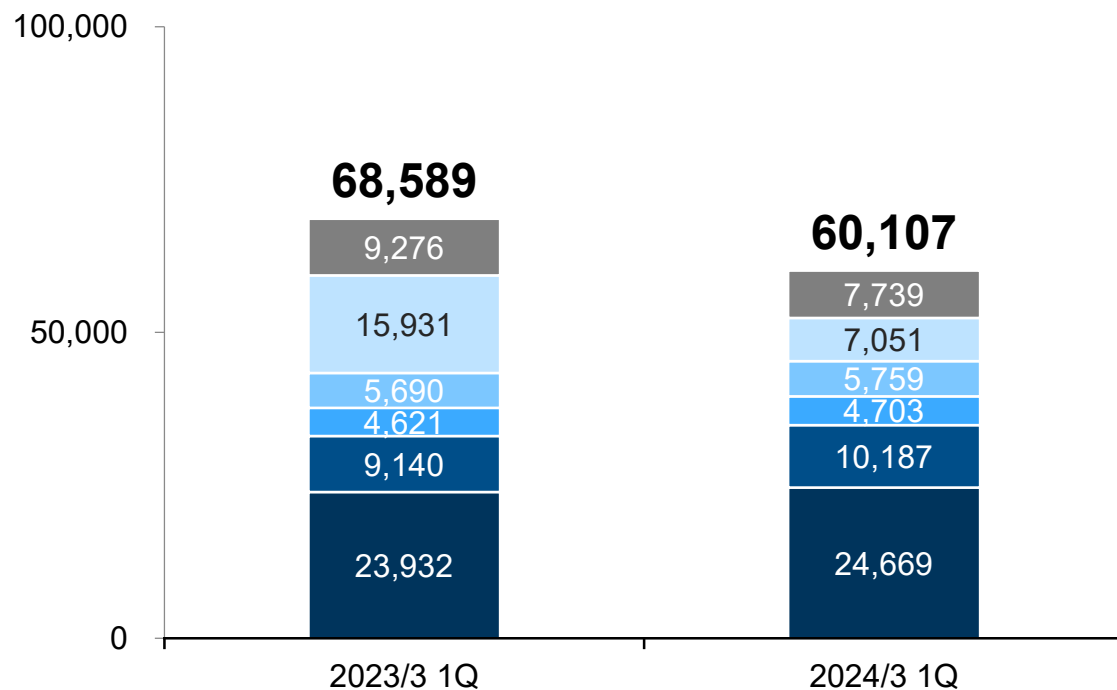
- Other (-240)
- Net financial income (+19,237)
- Other commissions (-2,019)\*1
- Brokerage commissions (+395)\*1

\*1 Average VIX : 27.4 → 16.5 (-40%)  
 DARTs YoY : 227,548 → 204,280 (-10%)  
 DARTs YoY(Equities) : -18%  
 DARTs YoY(Options) : -5%  
 DARTs YoY(Futures) : +1%

US: Commissions paid and association dues increased primarily as a result an increase in the third-party pass-through exchange fees for futures customers. Significantly reduced advertising expenses as part of the re-focus strategy on the active traders.

■ Total SG&A

(USD thousand)



Total SG&A -12.4% (-8,482)

\* Figures in parentheses indicate the variance from the previous year (USD thousand) [reflects comparison of results for 3 months ended Jun. 30 YoY]

- Other (-1,537)
- Advertising expenses (-888,0)
- Amortization and depreciation (+69)
- Communication, freight and information expenses (+82)
- Commissions paid and association dues (+1,047)
- Compensation and benefits (+737)\*<sup>1</sup>

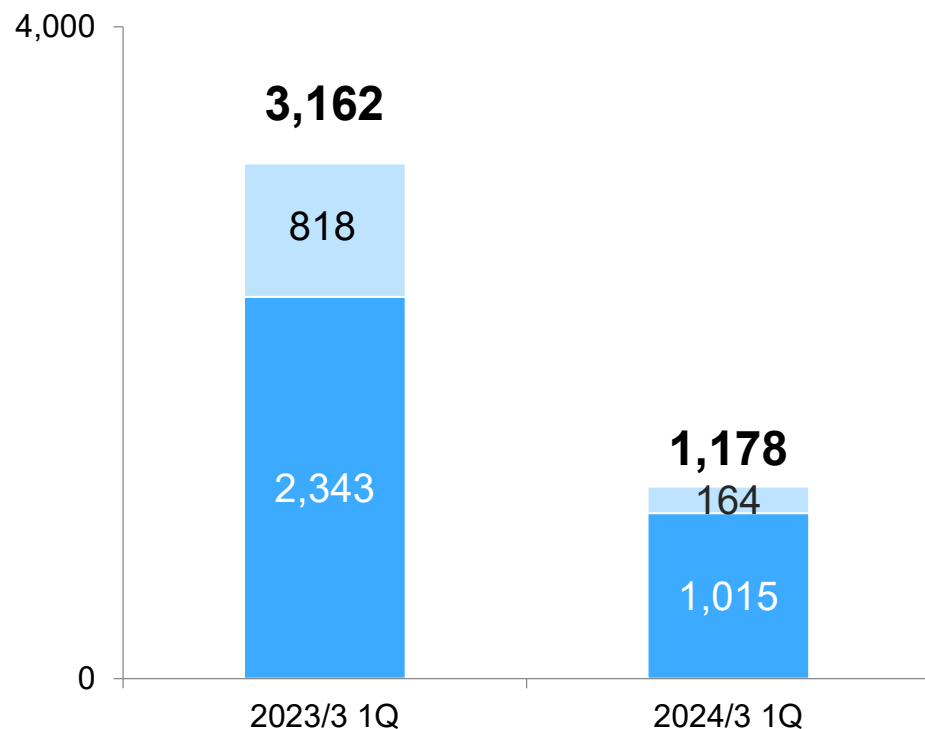
\*<sup>1</sup> While a large portion of engineer personnel expenses were capitalized in 1Q of the previous year in line with the business expansion strategy, the amount of capitalized expenses decreased this quarter due to a subsequent change in strategy and a decrease in the number of engineers.

Engineer headcount: 341 (2022/6) → 281 (2023/6)  
 Total headcount (3-month average): 771 → 664 (663 on Jun. 30, 2023)

Crypto: Signs of a market recovery despite the decrease in trading volumes of crypto assets and NFT related revenue.

■ Total operating revenue after deducting financial expenses and cost of sales

(JPY million)



Total operating revenue after deducting financial expenses and cost of sales -62.7% (-1,983)

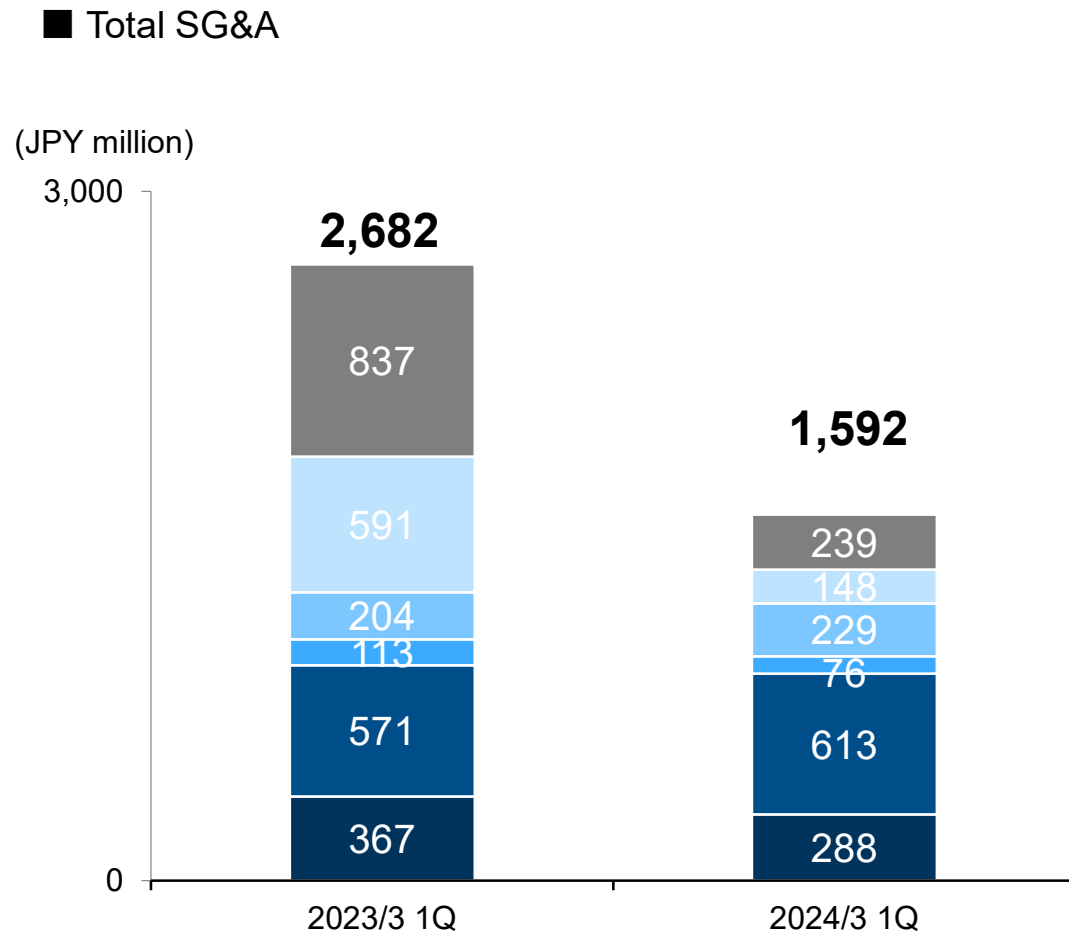
\* Figures in parentheses indicate the variance from the previous year (JPY million)  
[reflects comparison of results for 3 months ended Jun. 30 YoY]

- Other (-655)
- Net trading income (-1,329)\*1

\*1

Trading value at marketplace	
1Q of FYE Mar. 31, 2023	¥64.0B
1Q of FYE Mar. 31, 2024	¥30.2B

Crypto: Advertising expenses decreased about 75% YoY, by controlling advertising budget in response to current market conditions.



Total SG&A -40.6% (-1,090)

\* Figures in parentheses indicate the variance from the previous year (JPY million)  
[reflects comparison of results for 3 months ended Jun. 30 YoY]

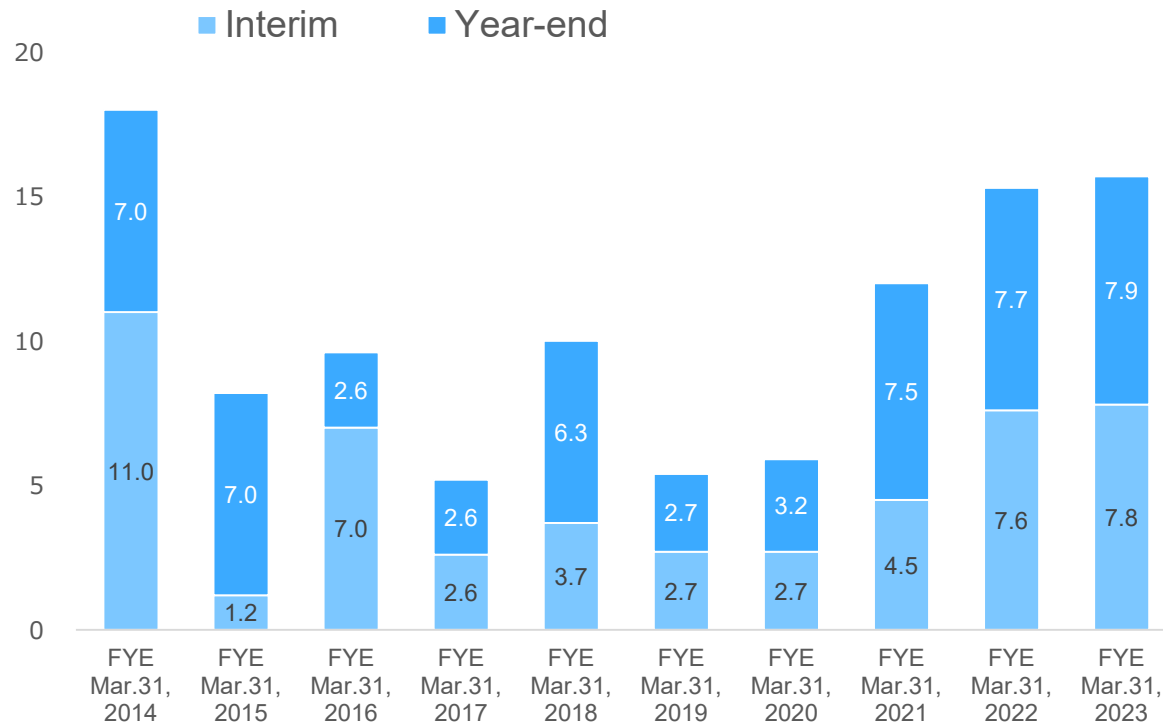
- Other (-598)\*1
- Advertising expenses (-443)
- Communication, freight and information expenses (+25)
- Commissions paid (-37)
- Compensation and benefits (+42)
- System related expenses (-79)

\*1 Others includes professional fees related to De-SPAC ¥111M(-449) for 1Q of FYE Mar. 31, 2024.

Shareholder Return Policy: Stable dividend payments and flexible buybacks of shares, while investing in the long-term growth.

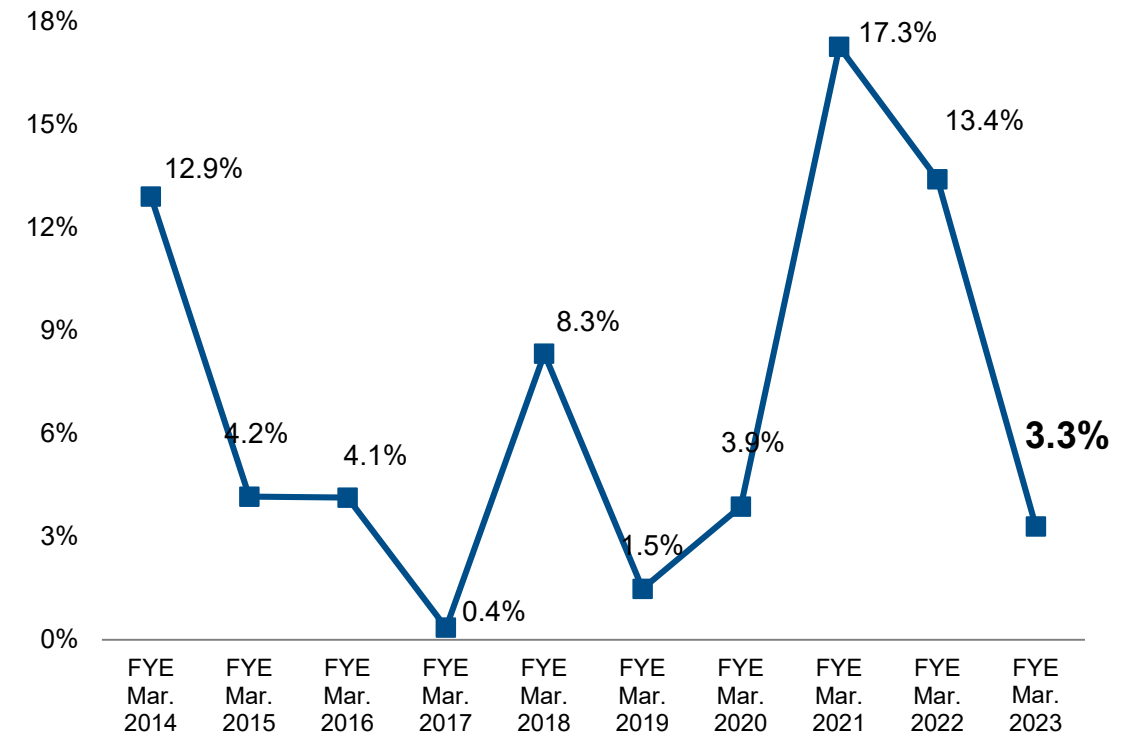
## ◆ History of dividend per share

(JPY)



## ◆ Return on equity ratio

Five Years Average ROE 7.9%



## Shareholders distribution

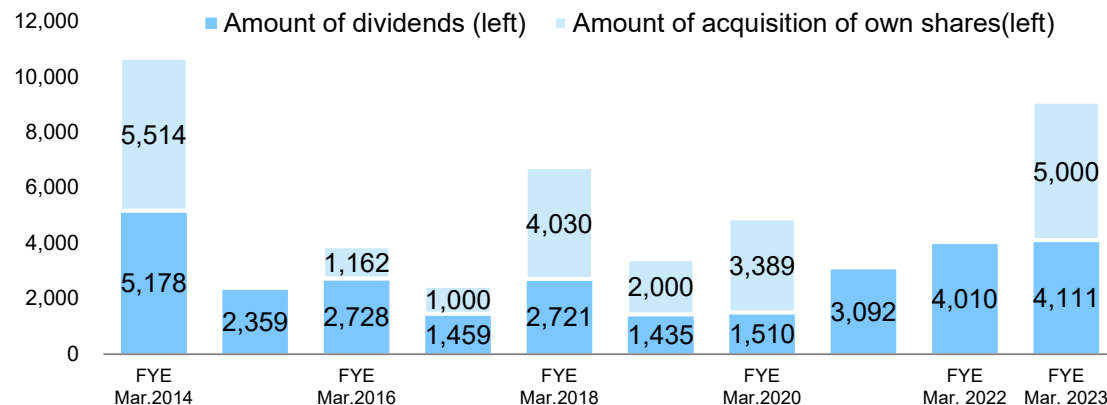
### ◆ Our basic policy for shareholders distribution

To ensure shareholder return, we will consistently offer dividend of 7.5 yen or more per share semi-annually and, from time to time, buy back the Company's stocks with discretion of the management.

### ◆ History of shareholders' return

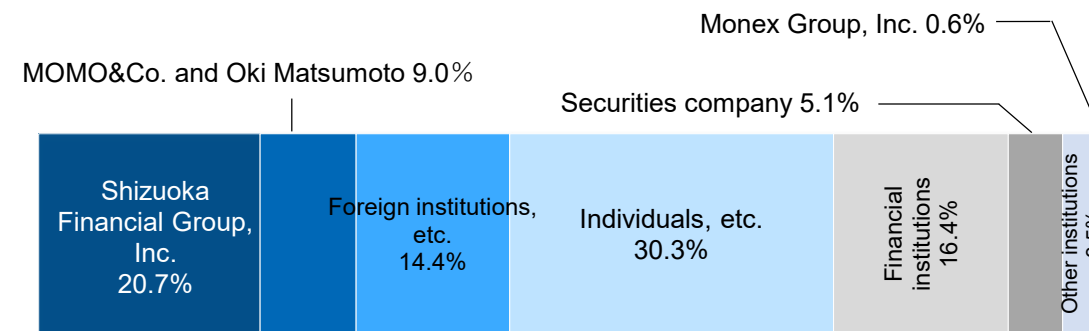
Given the business environment, the performance of its subsidiaries in the U.S. and elsewhere, and the solid financial foundation, the Company repurchased its own shares from Nov. 2022 to Feb. 2023. As a result, approximately 11 million shares (worth approx. ¥5B) were repurchased, of which 9.5 million shares were retired at the end of March.

(JPY Million)



## Shareholders & indicators per share

### ◆ Major shareholders and shareholder breakdown (as of Mar. 31, 2023)



\* The graph made by Monex based on shareholders' list as of Mar. 31, 2023. The number of outstanding shares is 257,947,100 shares.

### ◆ Indicators per share

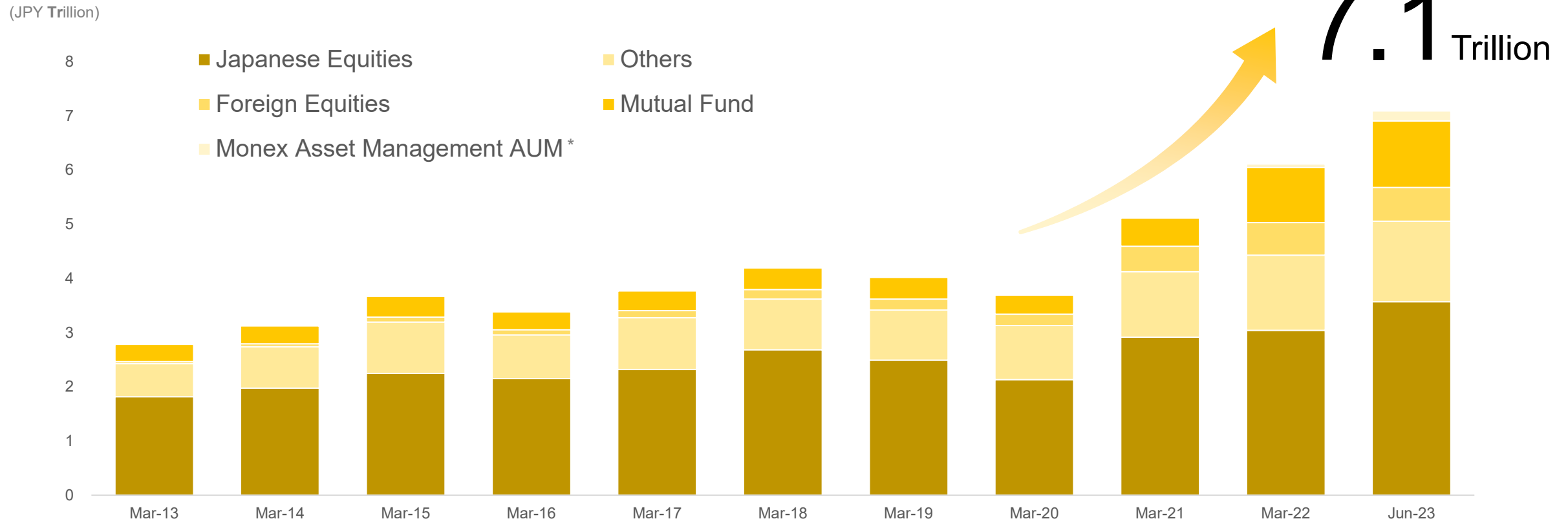
	FYE Mar. 2020	FYE Mar. 2021	FYE Mar. 2022	FYE Mar. 2023	1Q of FYE Mar. 2024
Equity attributable to owners of the Company per share (BPS)	297.70 yen	347.67 yen	391.64 yen	388.67 yen	394.87 yen
Earnings per share attributable to owners of the Company (EPS)	11.59yen	55.82yen	50.00yen	12.85yen	37.66yen*
Rate of Return on Equity (ROE)	3.9%	17.3%	13.4%	3.3%	9.6%*
Dividends per share	5.9yen	12.0yen	15.3yen	15.7yen	TBD

\*EPS and ROE for 1Q FYE Mar. 2024 show annualized figures obtained by multiplying four to actual figures for the quarter

## **III. Business Update**

Customer assets\* have continued to grow since the announcement of the asset gathering model, exceeding 7 trillion yen as of June 2023.

### Customer Assets by Product in the Japan Segment

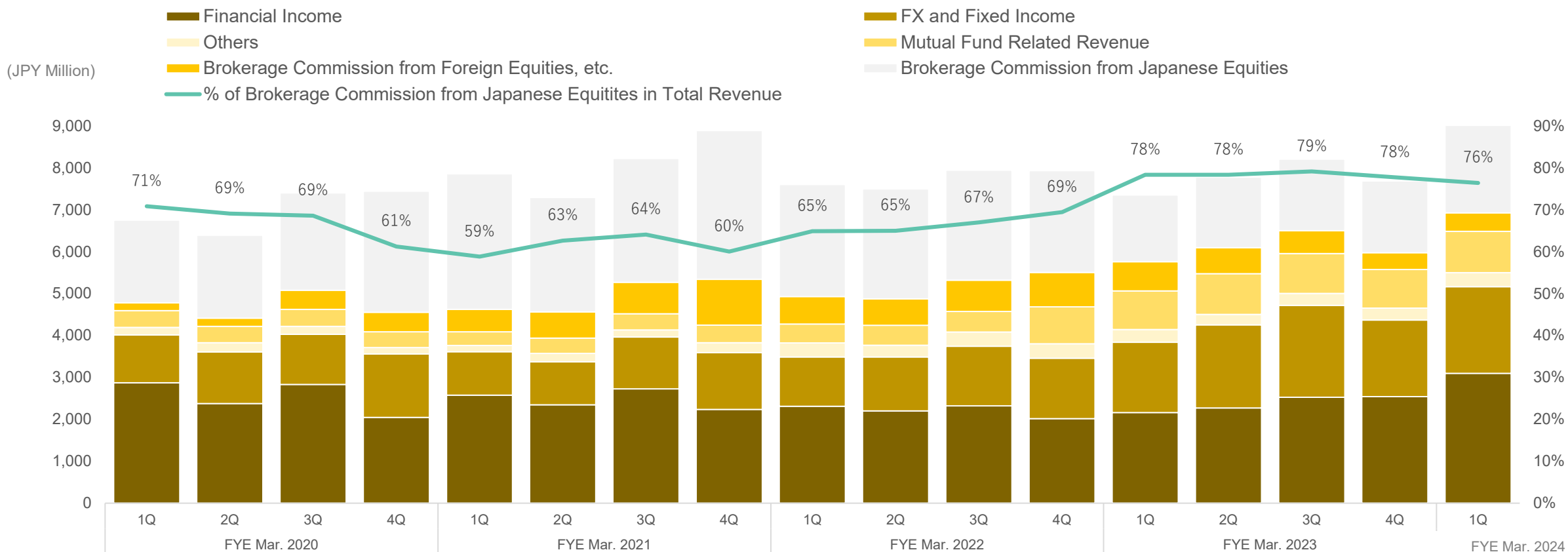


\*The figures in the above chart are calculated by adding Monex Asset Management's assets under management to Monex Securities' assets under custody, deducting the amount of "ON COMPASS" held by Monex Securities' clients.

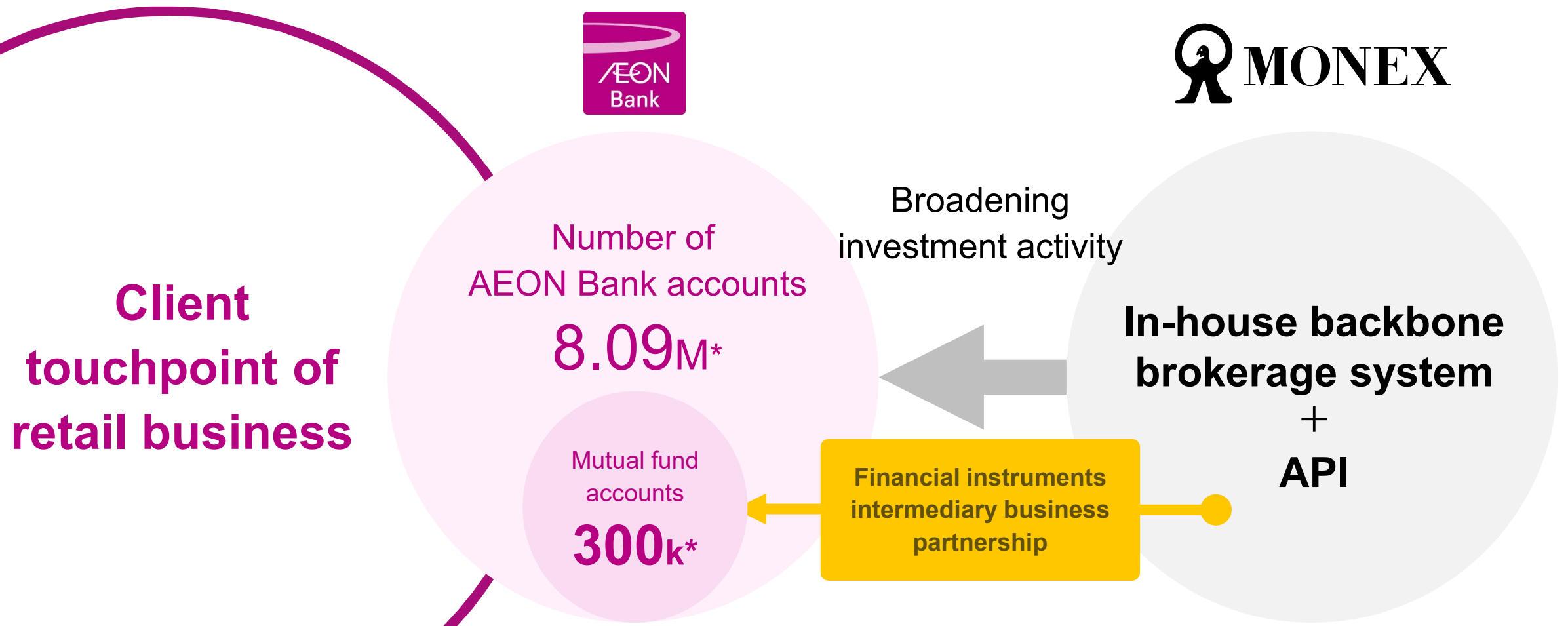


Revenue stream has become more diversified at Monex Securities due to the steady increase of revenues other than Japanese equities brokerage commissions.

## Total Operating Revenue at Monex Securities



Financial instrument intermediary business partnership between Monex Securities and AEON Bank is in progress toward the transfer of accounts and mutual fund balances in January 2024.



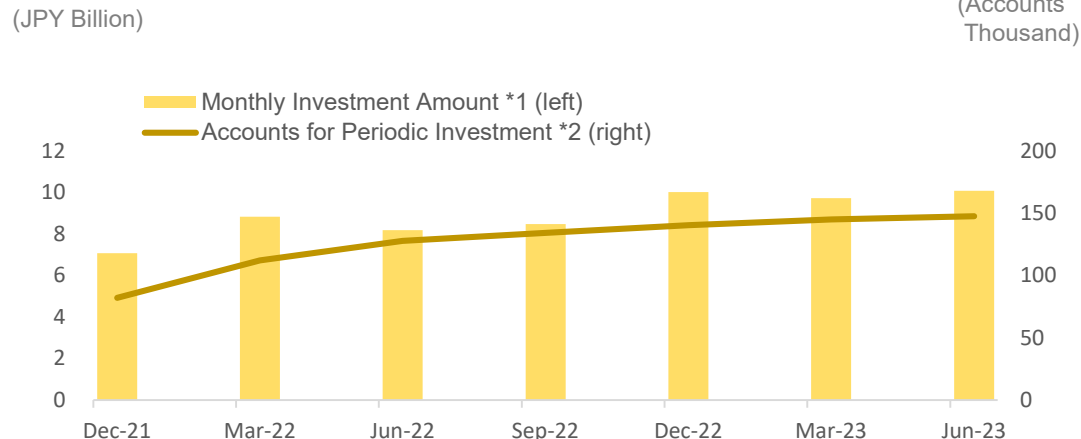
\* As of Sep. 30, 2022. Rights and obligations of the AEON Bank's mutual fund accounts are planned to be transferred to Monex Securities in Jan. 2024. 33

Expanded the balance of mutual fund using periodic investment service.  
 IFA (Independent Financial Advisors) and wealth management business is steadily growing.

## Mutual Funds

- The number of accounts holding mutual fund balances increased by 105% compared to the time when the start of asset gathering model was announced (Mar. 2020), and mutual fund balances also increased by approximately 210% over the same period.
- Daily Investment Plan and Credit Card Periodic Investment Plan are driving growth in mutual fund balance.

### Periodic Investment Plan

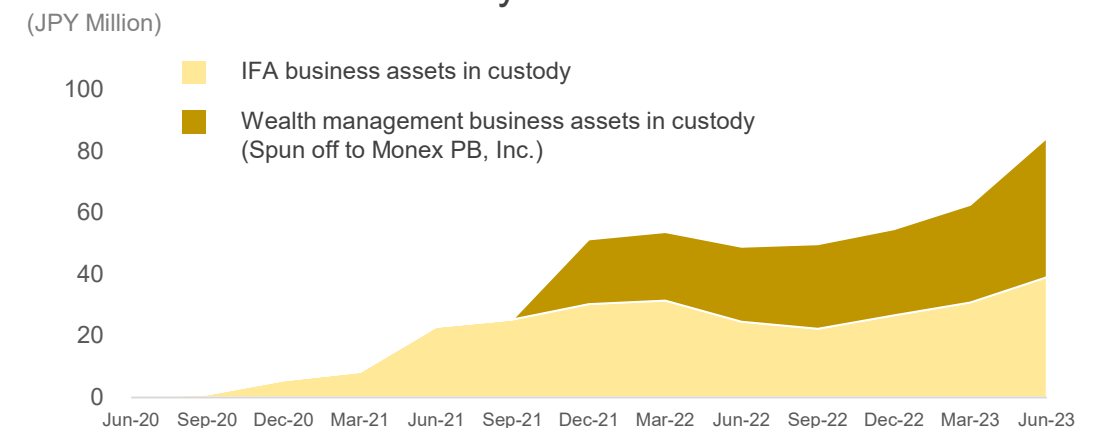


\*1 The monthly purchasing amount is subject to Japanese mutual funds (excluding money reserve funds), foreign mutual fund products (excluding money market funds), Individual Defined Contribution Pension ("iDeCo"), ON COMPASS and Monex Advisor.  
 \*2 Number of accounts in Monex Securities with periodic purchase plan (Does not include iDeCo or ON COMPASS transaction).

## IFA / Wealth Management (WM)

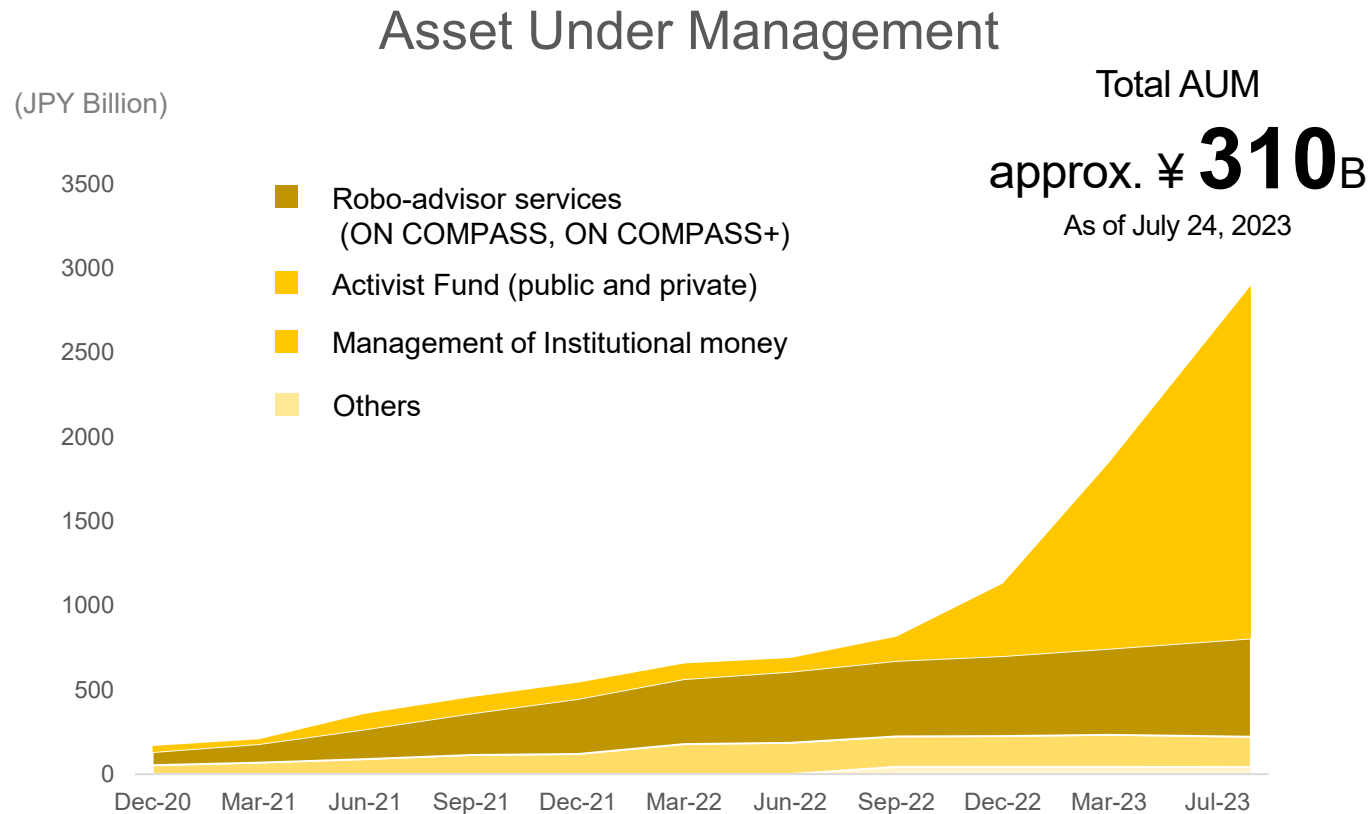
- Launched an IFA business in 2020 and a wealth management business in 2021. Total assets in custody of both businesses have increased to approx. ¥84B.
- Started collaboration with Shizuoka Bank in the area of wealth managt. Further evolve the asset gathering model with IFA / wemenealth management business.

### Assets in Custody of IFA and WM Business



Asset under management (AUM) of Monex Asset Management exceeded ¥300B.

Robo-advisor service “ON COMPASS+” to become available under the new NISA program from 2024



## Robo-advisor services

ON COMPASS **1**

Ranked **No.1 in Sharpe Ratio and returns for the past three and five years** in the "2022 Fund Wrap Performance Net of Expenses" report\*.

ON COMPASS+ **2**

ON COMPASS+, a hybrid face-to-face investment service, ranked **No.2 in investment performance net of expenses for the past three years** in terms of sharpe ratio and return. Note that ON COMPASS+ has been in service for three years. Robo-advisor service “ON COMPASS+” to become available under the NISA program from 2024

## Management of Institutional Money

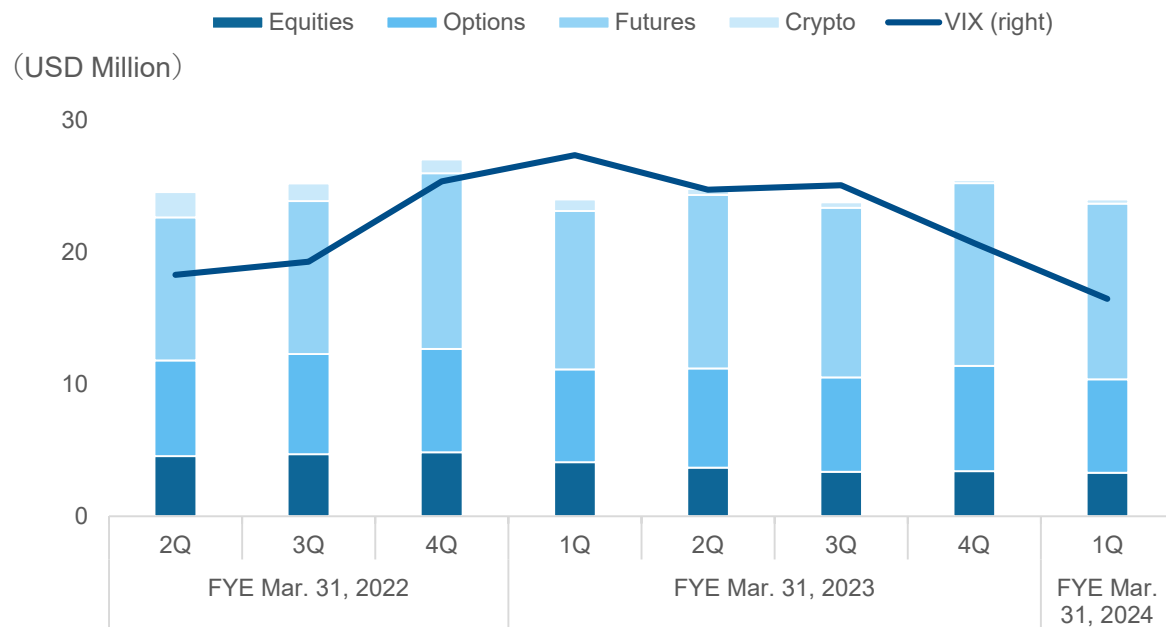
Monex Asset Management collects and manages institutional money from regional banks and other institutional investors. Rapid growth in AUM of private mutual fund balance.

Trading from active customers remained steady despite lower VIX and rising interest rates.

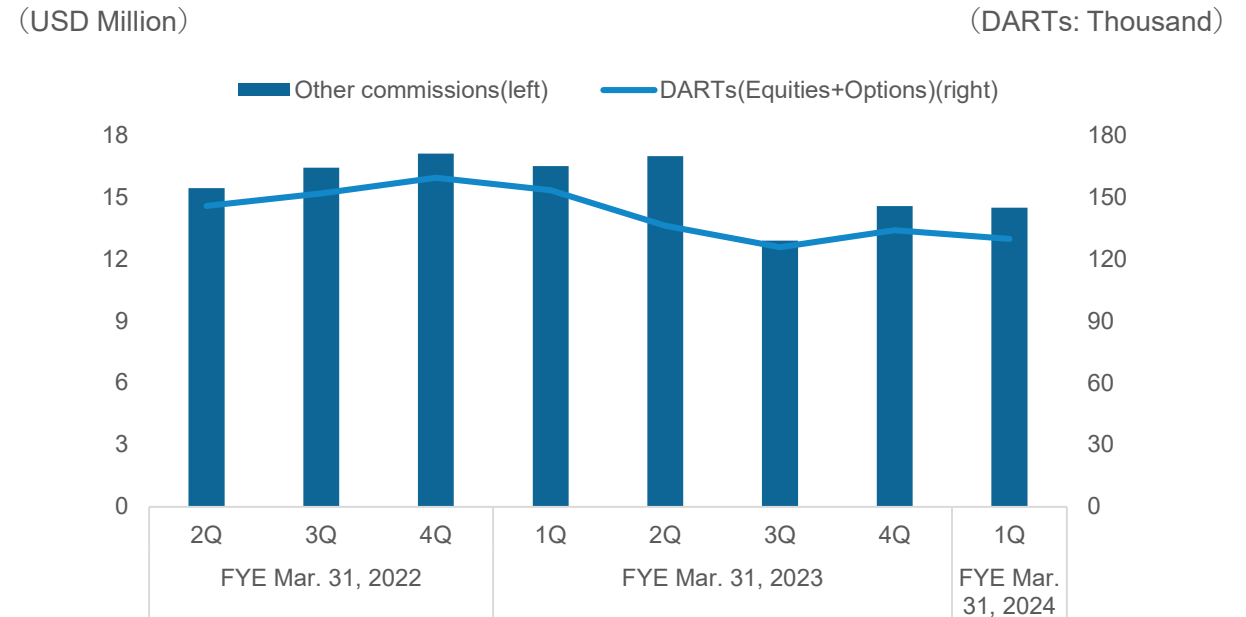
## Brokerage commissions and other commissions

Brokerage commissions decreased due to a decrease in futures trading and options trading. Other commissions remains stable as the decline in option contracts traded was offset by an increase in the number of equities shares traded.

### Brokerage commission and VIX



### Other commissions and DARTs (Equities+Options)



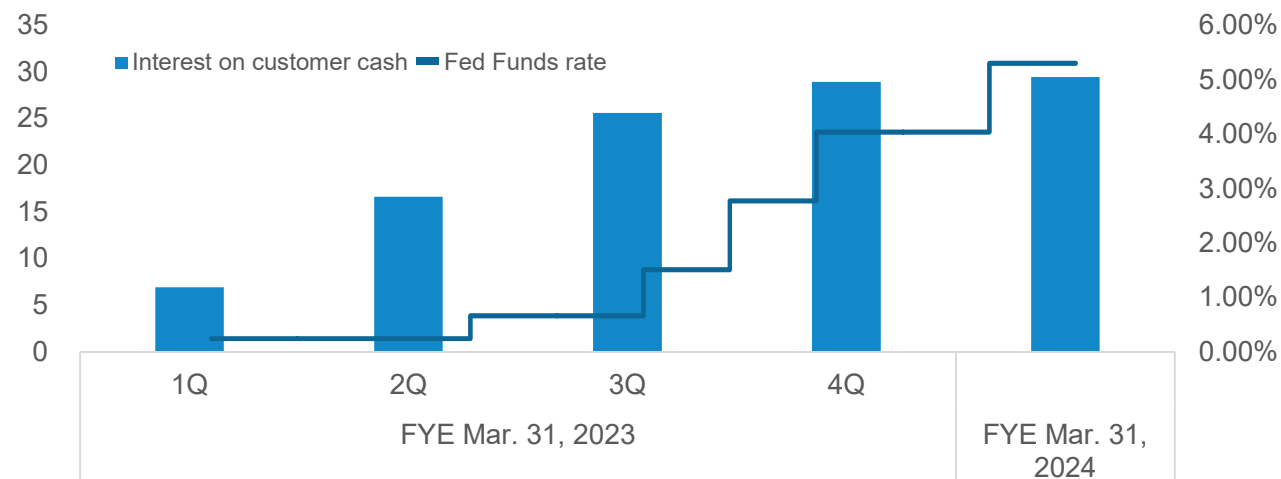
Net interest income from customer deposits increased as US interest rates continued to climb.

## Interest on customer cash

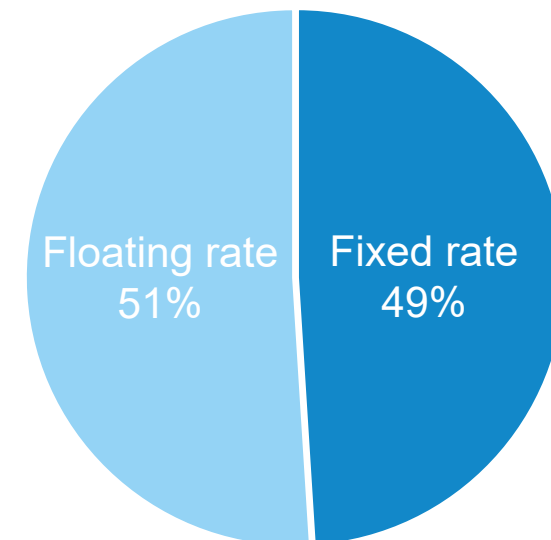
Interest income from customer cash deposits belongs to TradeStation and is recorded as net financial income. About 50% of customer cash invested at fixed rates to prepare for potential decline in US interest rates in the future.

(USD Million)

Net interest on customer cash and Fed Funds rate



The percentage of floating rate · fixed rate on investment of customer cash (As of the end of June 2023)

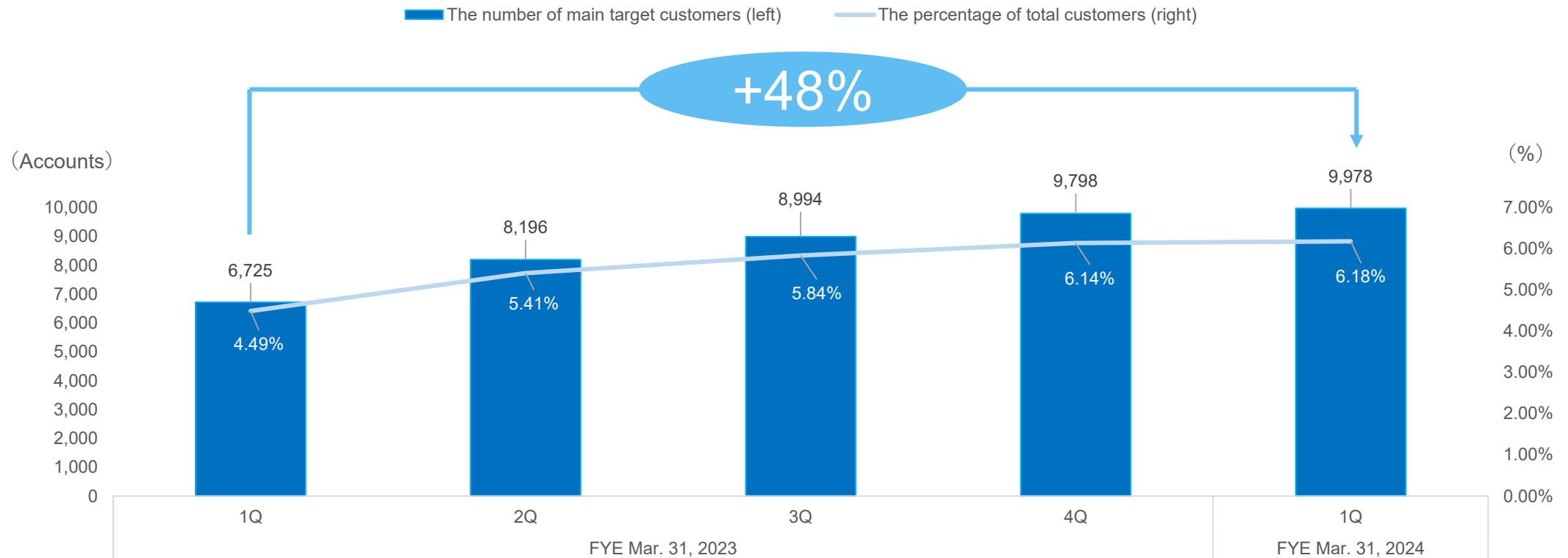


The number of main target customers\* of TradeStation is steadily growing.

The number of main target customers and its percentage of total customers

Continuing to increase the main target customers by growing them by 48% from the same quarter previous year

### Main target customers



\* Sophisticated and active customers whose monthly revenue is \$300 or more

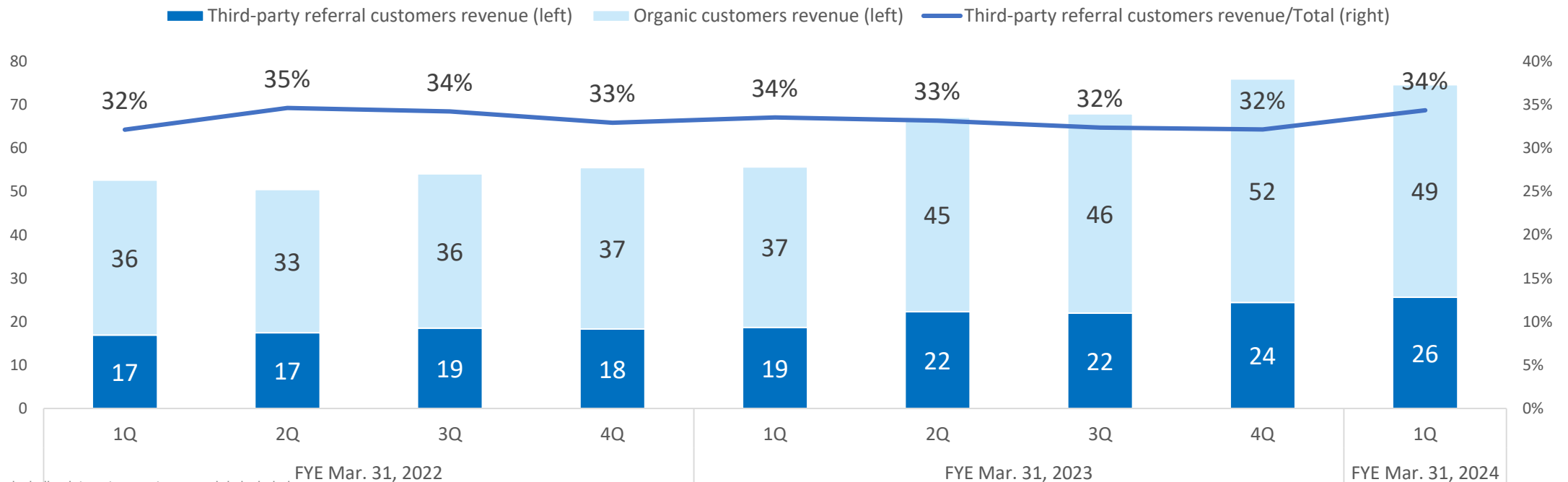
TradeStation captures active traders through organic marketing and third-party referral partners.

## Customers Revenue\* by Funnel Source

- Both organic customers revenue and third-party referral customers revenue are growing.
- Third-party referral customers revenue as a percentage of total revenue approximates 34%.

## Customers Revenue by Funnel Source

(USD Million)

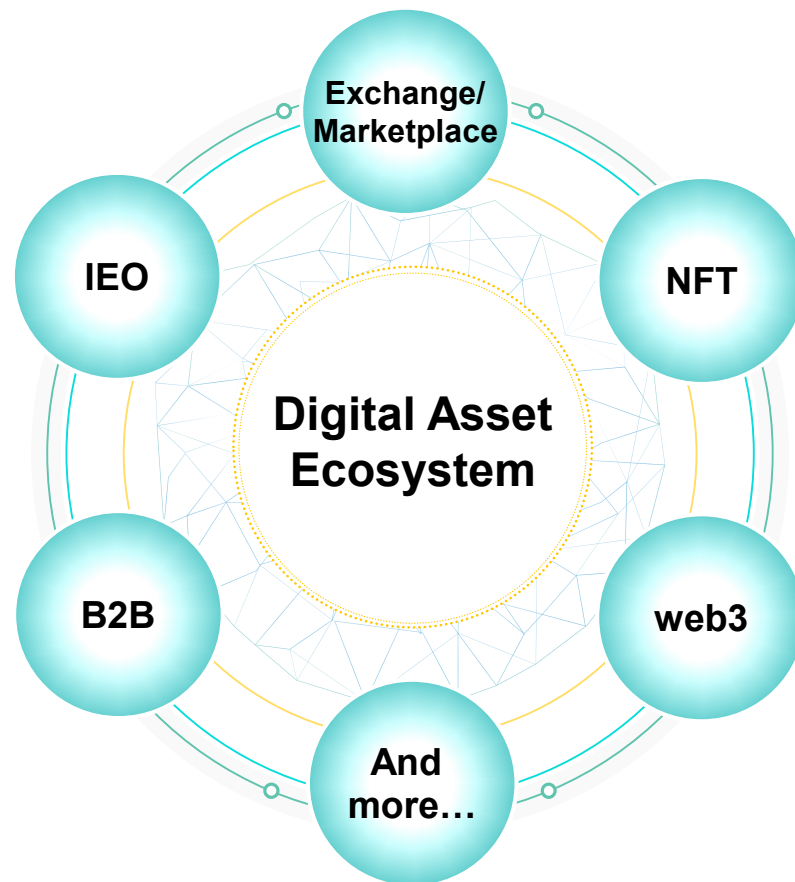


\*Financial income including interest on customer cash is included.



Expanding institutional business by leveraging the strong retail customer base of exchange/marketplace

## Digital Asset Ecosystem



### Exchange/Marketplace

Possess a solid industry position and the large retail customer base as a leading crypto assets trading platform.

### Coincheck IEO\*1 & Coincheck for Business

Announced our plan of third IEO conducted by Coincheck, which has the largest number of IEO achievements in Japan.  
 Opened a dedicated consulting service for corporate clients in response to their various crypto related needs (e.g. purchasing/selling crypto asset and NFTs, accounting, IEO, etc.)

### Coincheck NFT\*2 (β) & Oasis

Continued to leverage the customer base of Coincheck, a crypto asset trading platform, and offer a wide range of NFTs. Further developed virtual communities in a Metaverse space in collaboration with creators/artists to add diversified revenue streams.

Coincheck is Japan's premier and trusted crypto assets trading platform.

## Crypto asset exchange / marketplace



App Downloads  
No.1 domestic market share for  
4 consecutive years<sup>1</sup>

**5.69M DLs**  
(+0.12M QoQ)



Leading market share with 25%<sup>2</sup>  
share of verified accounts

**1.83M accounts**  
(+0.03M QoQ)

Number of tokens supported  
by Coincheck trading platform<sup>3</sup>

**22 coins**  
(+3 QoQ)



Market value of cash trading of  
Bitcoin in 2022

**No. 1** in Japan



First and only three-star rating for  
customer support across crypto exchanges<sup>4</sup>

**★★★ (highest)**

\*1 Among Japanese crypto asset exchange apps. Term: 2019-2022. Data source: AppTweak

\*2 Monthly crypto asset trading status table of JVCEA. As of Nov. 30, 2022. Data source: <https://jvcea.or.jp/about/statistics/>

\*3 As of July.28, 2023 \*4 In the "Quality Rating (Mail Contact)" of the HDI Rating Benchmark organized by HDI-Japan.

Diversifying our earnings based on the large retail customer base as a crypto asset trading platform.

## Coincheck Initial Exchange Offering (IEO)

Coincheck is a leading player in the Japanese IEO market, completing the largest number of IEOs

### 1st IEO - PLT



Achieved 1st IEO in Japan

### 2nd IEO - FNCT



The 2nd IEO ultimately created demand of +20 billion yen, ~19x the target of 1.1 billion yen.

### 3rd IEO (scheduled)



- Coincheck and COLOPL Group's Brilliantcrypto entered into an agreement for an IEO
- Aiming to collaborate to create a new gaming experience and GameFi blockchain gaming markets

Coincheck Group (CCG)<sup>\*1</sup> is proceeding with listing procedures.

We plan to be listed on Nasdaq to secure global talent and business opportunities

- After the proposed business combination with Nasdaq-listed SPAC, Thunder Bridge Capital Partners IV, Inc. (THCP), CCG will be a public company listed on the Nasdaq exchange in the U.S. (Extended<sup>\*2</sup> the termination date of Business Combination Agreement<sup>\*3</sup> to Jul. 2, 2024 following the approval at the special meeting of stockholders of THCP.)
- Working together with THCP, CCG aims to become a public company on the U.S. Nasdaq to gain exposure to global investors and utilize Nasdaq-listed shares as global and effective currency to recruit global talent and acquire companies, thereby further expanding its crypto asset business.

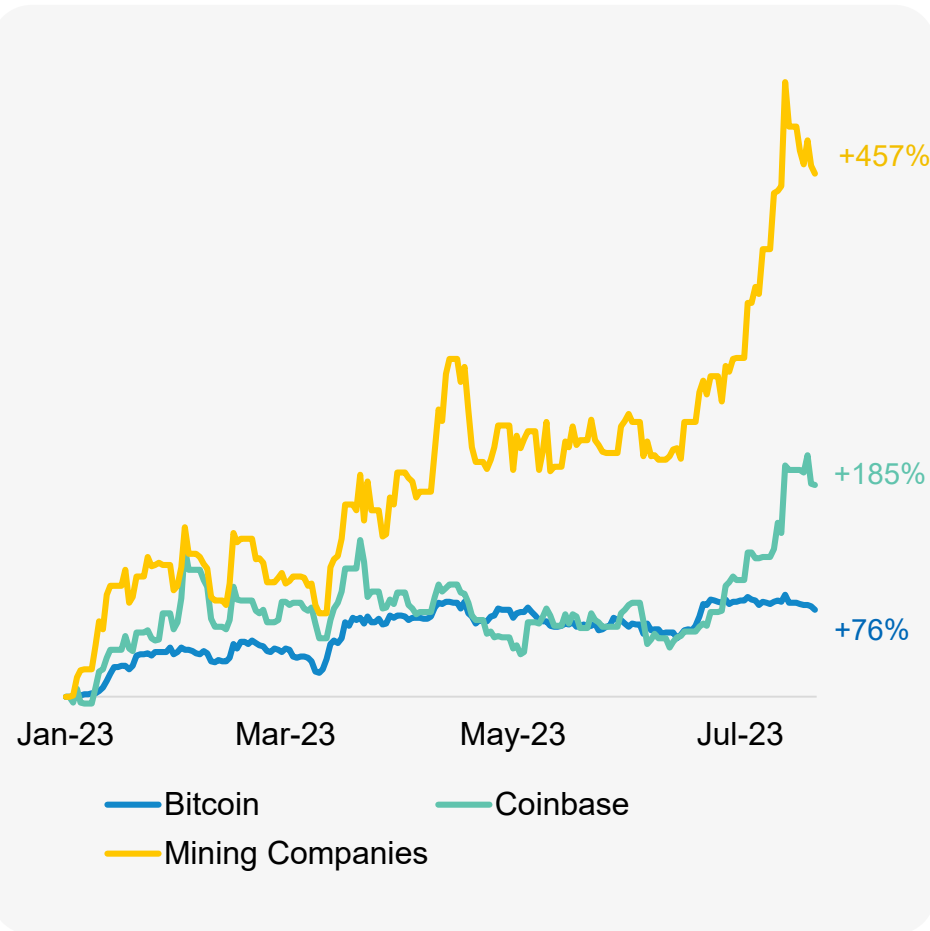
<sup>\*1</sup> Coincheck Group will be the holding company for Coincheck, Inc.

<sup>\*2</sup> Extension of the termination date of Business Combination Agreement : [https://www.monexgroup.jp/en/news\\_release/irnews/auto\\_20230623509260/pdfFile.pdf](https://www.monexgroup.jp/en/news_release/irnews/auto_20230623509260/pdfFile.pdf)

<sup>\*3</sup> Business Combination Agreement : [https://www.monexgroup.jp/en/news\\_release/irnews/auto\\_20220309503075/pdfFile.pdf](https://www.monexgroup.jp/en/news_release/irnews/auto_20220309503075/pdfFile.pdf)

The crypto asset industry has seen notable recovery in 2023

## 2023 YTD price movement\*1



## Recent developments in the crypto sector

- Bitcoin ETF application by major asset manager (BlackRock, Fidelity, Invesco, etc.) – June 2023
- The case of Ripple Labs vs SEC over XRP cryptocurrency progressed – July 2023
- US Senators (Lummis, Gillibrand) revamp US crypto bill which strengthens consumer protection – July 2023
- Crypto exchange EDX backed by Citadel Securities, Fidelity, Schwab starts operations – June 2023

\*1 As of July 20, 2023

\*2 Reflects the market cap-weighted average of Cipher Mining, Marathon Digital, Riot Blockchain, and Iris Energy; Source: FactSet

The Social Impact Investment Fund received additional funding with a total of ¥3.7B under management. The fund has officially started its investment phase.

## Asia Pacific Segment

### Monex Boom Securities (H.K.) Limited

- One of Asia's earliest online securities firms, providing equities and futures trading services to clients primarily in Asia.
- Hong Kong government is now building the framework of laws and regulations to become a center of Web3 domain in Asia. Monex Boom Securities is exploring business opportunities related to crypto assets by leveraging its securities license.

### Monex Securities Australia Pty Ltd

The business to be closed in view of business profitability. Completed the transfer of customers accounts.

## Investment Segment

### Social Impact Investment Fund (2023)

In Sep. 2022, Monex Ventures was selected as an operator of the "Social Impact Investment Fund" under the Tokyo Metropolitan Government's "Global Financial City: Tokyo" Vision 2.0 in recognition of its multiple EXIT records and proactive support of invested companies.

- A cumulative ¥3.7B investment, with additional offerings from companies including SCSK.
- Targets the total investment amount of ¥10B, seeking additional LP investors.

### AFRICA Fintech Fund (2023-2024)

Plans to launch an investment fund for Fintech startups in Africa in 2023-24. Plans to start working with local VCs to select investment targets in Kenya, South Africa, Nigeria, Egypt, etc.

Explore the opportunities surrounding AI at each group company to improve business efficiency

## Initiatives in each segment



Established the AI Service Promotion Office in July, aiming to design and provide new customer experience and service in response to the development of AI technology.



Working with outside consultants to start development of AI based products.

## Business related to generative AI

**Crafter Co. Ltd.** launched a service, CREW, that provides institutional players with a safe access to a generative AI, ChatGPT.

- Monex Securities has begun in-house use of CREW, and some local municipalities are now conducting demonstration tests of using the product.
- Consider implementing CREW at other group companies (Coincheck and TradeStation)





## Promote sustainability management by enhancing ESG disclosures

Selected as a component of FTSE Blossom Japan Index

### Added to ESG Index adopted by GPIF\*

- Newly selected as a component of FTSE Blossom Japan Index, a certified ESG measurement, that an issuer can utilize for an stewardship activity.
- FTSE Russell ESG score improved from 2.4 to 3.3 contributed by the revision of Code of Conduct and Human Rights Policy.
- So far, Monex Group has been selected to five ESG indices out of six used by GPIF.

\* Government Pension Investment Fund

### New disclosure on the Securities Report

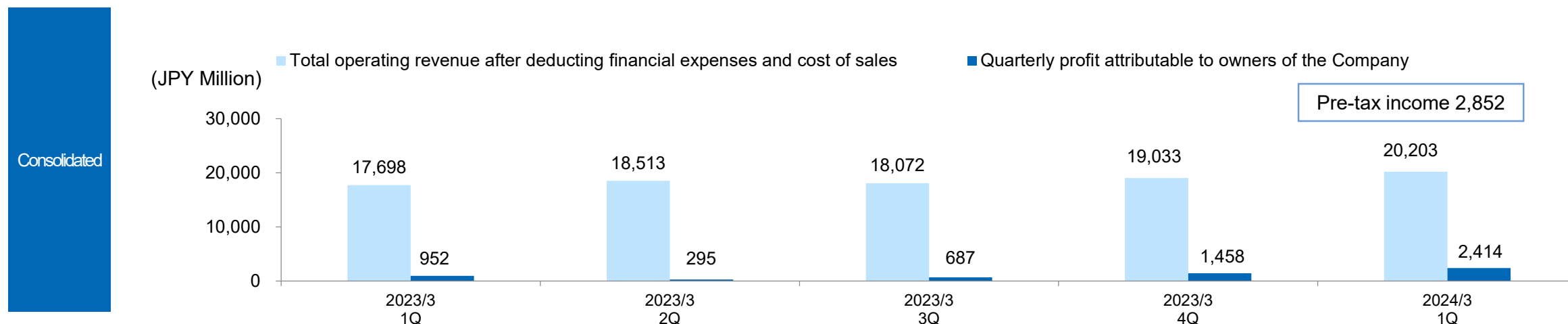
- Disclosed the concept and status of initiatives regarding sustainability information
- Set and disclosed Human Resource Development policy and Internal Environment Improvement Policy.
- Disclosed human capital data for the group companies
  - Female Management Ratio (24%)
  - % of employees taking childcare leave (77%)
  - Gender pay-gap (Male 100 / Female 83)

\* Monex Group, Monex Securities, Coincheck and TradeStation Group

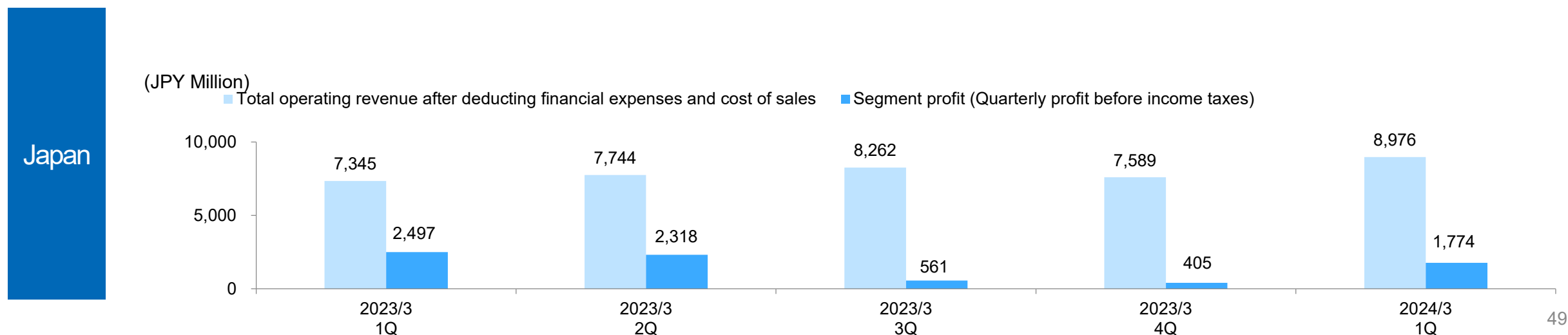


# **Appendix: Group Overview**

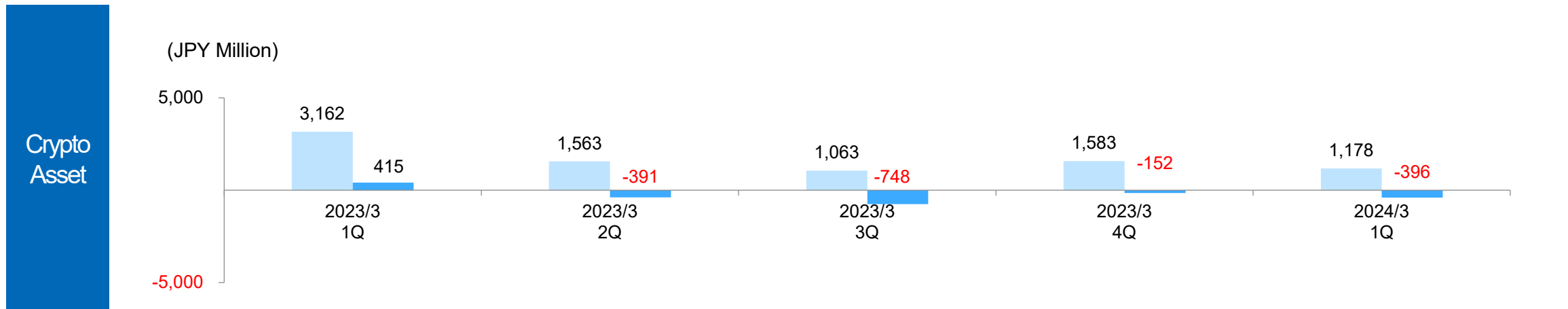
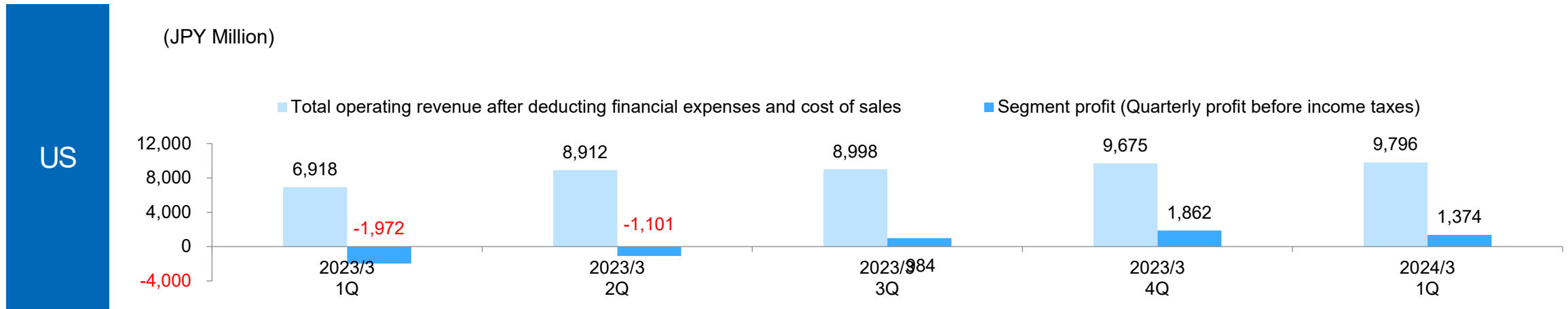
◆ Total operating revenue after deducting financial expenses and cost of sales, and quarterly profit attributable to owners of the Company



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

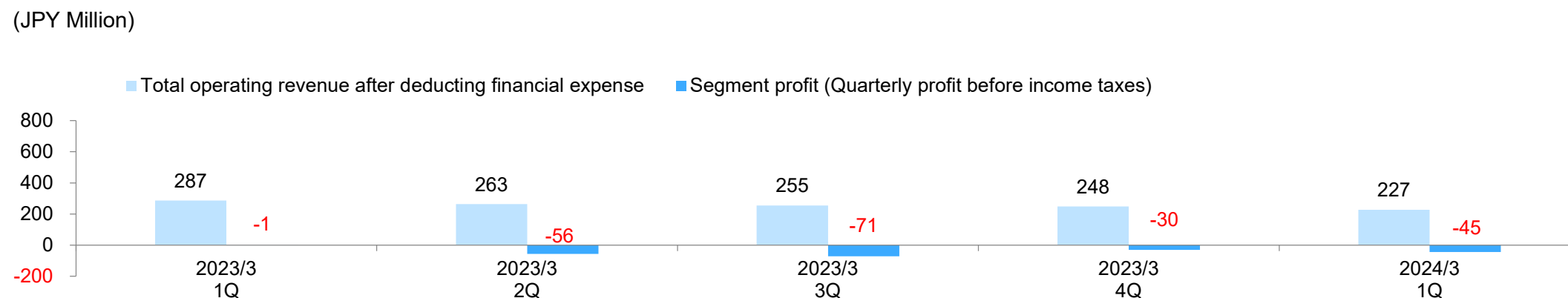


◆ Total operating revenue after deducting financial expenses and cost of sales, and Segment profit

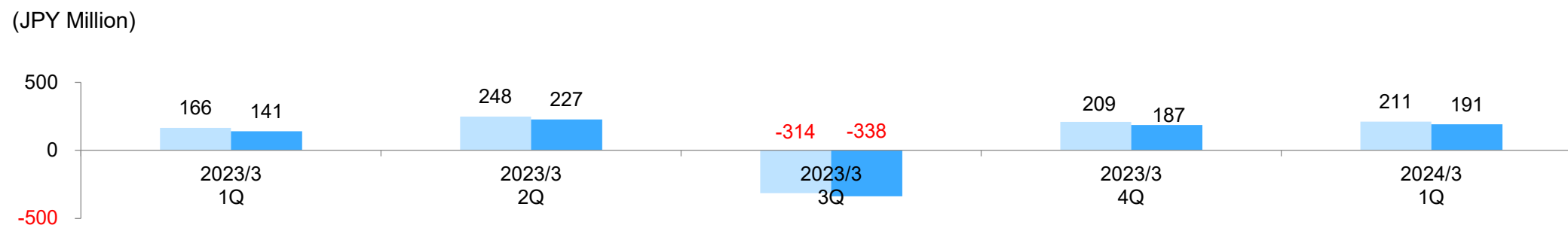


## ◆ Total operating revenue after deducting financial expenses, and Segment profit

Asia Pacific



Investment



## Key points of Monex Group's consolidated balance sheet of Monex

1. Actual net debt is **¥10.6B** for the holding company Monex Group, Inc., which does not engage in securities transactions, etc.
2. Trust assets, which are segregated deposits received from customers and guarantee deposits received, account for more than half of the total assets.
3. Since the balance of assets and liabilities related to securities transactions, etc., changes depending on customer transaction trends, securities companies secure sufficient liquidity by raising funds through bonds and loans payable.
4. Fixed assets are about half of the total equity. Low fixed ratio and high financial soundness.

### <Net debt>

(Unit: JPY Billion)

Cash and cash equivalents (held by the holding company)	4.2	Bonds and loans payable (held by the holding company)	14.8
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**Net debt ¥14.8B – ¥4.2B = ¥10.6B**

### <Segregated deposits received, etc. from customers>

Cash segregated as deposits (Segregation of customer deposits and others)	923.4	Deposits received · guarantee deposits received (Mainly deposits from customers and others)	1,003.1
---	-------	---	---------

### <Assets and liabilities related to securities transactions, etc.>

Assets related to securities transactions, etc. (Margin transaction assets and others)	358.3	Liabilities related to securities transactions, etc. (Loans payable secured by securities and others)	218.2
Assets related to crypto asset (holding and lending of crypto assets for customer transactions)	20.7	Crypto asset related liabilities (deposits received and borrowing of crypto assets for customer transactions)	20.5
Cash and cash equivalents (held by subsidiaries)	147.5	Bonds and loans payable (Subsidiaries)	184.7

### <Other assets/liabilities>

Other assets	40.1	Other liabilities	18.8
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### <Fixed assets and & equity capital>

Fixed assets*	68.2	Total equity	102.3
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Total assets	1,562.4	Total liabilities and equity	1,562.4
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\* Property and equipment + Intangible assets + Equity method investments + Investments in securities Level 3 (unlisted stocks, etc.)

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

## **Adoption of “company with three committees” structure - highly effective executive management monitoring system**

- Adopted “company with committees” structure in June 2013.
- Became a company with a nominating committee, etc. on May 2015, in accordance with the revision of the Companies Act
- Each of the three committees is chaired by an independent and outside director.

## **Directors with various backgrounds**

- Independent and outside directors accounts for approx. 60% of the board of directors.
- Appointed a lead outside director. Actively exchanges opinions at meetings led by the lead outside director and composed mainly by independent and outside directors.
- Various backgrounds: Management experience (current/former CEOs of listed companies or global companies), expertise (lawyer, CPA, patent attorney), business experience (finance, IT, global business), culture and society (gender, country of residence, age).

## **Fair disclosure and dialogue for retail/institutional investors**

- Timely and fair information disclosure both in Japanese and English simultaneously.
- Active dialogue with shareholders: CEO holds quarterly presentation sessions for retail shareholders.
- Annual general meeting of shareholders is held on weekend so that retail shareholders can attend the meeting, and stopped to ask the questioner to disclose his/her name or the shareholder number at its Q&A session.

## ■ Monex, Inc. (Tokyo, Japan)

One of the major online brokerage firms in Japan

- President : Yuko Seimei
- Founded in 1999
- Aims to provide retail investors the level of creative products and services offered to institutional investors
- Products and services: Equities (Japan, US, China), futures and options, FX, mutual funds, bonds, cryptocurrency CFD, etc.
- # of total accounts: 2.23 million
- Customer assets held in custody: JPY 6.9 trillion

## ■ TradeStation Group, Inc. (Florida, US)

Online securities group with award-winning trading technology development capabilities

- President and CEO: John Bartleman
- Founded in 1982, joined Monex Group in Jun. 2011
- An award-winning TradeStation platform recognized and highly regarded by active traders. Executes and clears US equities for group's securities companies
- Products and services: Equities, options, futures and crypto asset, etc.
- # of total accounts: 203 thousand
- Customer assets held in custody: USD 10.6 billion

## ■ Monex Ventures, Inc. (Tokyo, Japan)

Venture capital

- President: Seiichiro Wada
- Founded in 2005
- Investment size of a flagship fund “MV I Investment Limited Partnership”: JPY 2.65 billion

## ■ Coincheck, Inc. (Tokyo, Japan)

Crypto asset Exchange/Marketplace agency that is ranked No.1 in crypto asset trading app downloads in Japan for 4 consecutive years.

- President: Satoshi Hasuo
- Founded in 2012, joined Monex Group in Apr. 2018
- Cryptocurrencies available: Bitcoin (BTC), Ethereum (ETH), Ethereum Classic (ETC), Ripple (XRP), NEM (XEM), etc.
- # of verified users: 1.83 million
- Customer assets held in custody: JPY 346.5 billion

## ■ Monex Boom Securities (H.K.) Limited (Hong Kong)

First online stockbroker for retail investors in Asia Pacific

- COO: Ivan Law
- Founded in 1997, joined Monex Group in Dec. 2010
- Products and services: Equities (16 markets such as Hong Kong, US, Japan, etc.), Futures, and Trades available in 6 currencies in a single trading account
- # of accounts with balance: 22 thousand
- Customer assets held in custody: JPY 229.6 billion

## ■ Monex Asset Management, Inc.

Investment management service

- President: Katsuki Mandai
- Founded in 2015

## ■ Japan Catalyst, Inc.

Investment Advisory Business

- President: Taro Hirano
- Founded in 2019

Listed Holding Company

## Monex Group, Inc.

### [ Japan Segment ]

Online Brokerage



**Monex, Inc.**

Comprehensive investment service provider

Asset Management

**Japan Catalyst, Inc.**

**Japan Catalyst, Inc.**

Investment Advisory and Agency Business

Wealth Management

**Monex Private Bank, Inc.**

Private banking services for high net worth clients

Education



**Viling, Inc.**  
Education

Genome Platform

**GENEX**

**Genex, Inc.**

Whole genome information platform where patients utilize one's data with security

Asset Management



**Monex Asset Management, Inc.**

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

Custodial Trust



**Monex SP Trust, Inc.**

Manages and disposes trust properties such as securities/cash under instructions

Marketing DX



**Crafter, Inc.**

Automated-chatbot system provider

### [ Investment Business Segment ]

Investment and incubation



**Monex Ventures, Inc.**  
Venture capitalist

### [ US Segment ]



**TradeStation Group, Inc.**

Intermediate Holding Company (US)

Online Brokerage

**TradeStation Securities, Inc.**

Brokerage firm catering to active traders (US)

Online Brokerage

**TradeStation International Ltd**

(UK)

Crypto Asset Exchange Agency

**TradeStation Crypto, Inc.**

(US)

Technology Support

**TradeStation Technologies, Inc.**

(US)

**TradeStation Global Services, S.A.**

(Costa Rica)

### [ Crypto Asset Segment ]

Crypto Asset Exchange Agency



**Coincheck, Inc.**

Offering Coincheck, a crypto asset exchange

### [ Asia Pacific Segment ]

**Monex International Limited**

Intermediate holding company

Online Brokerage



**Monex Boom Securities (H.K.) Limited**  
(HK)

Online Brokerage



**Monex Securities Australia Pty Ltd**  
(AU)

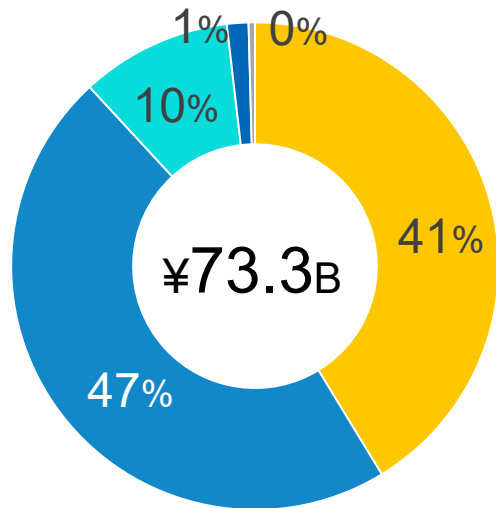
Technology Support

**Cherry Technology Co., Ltd**  
[Equity method affiliates]

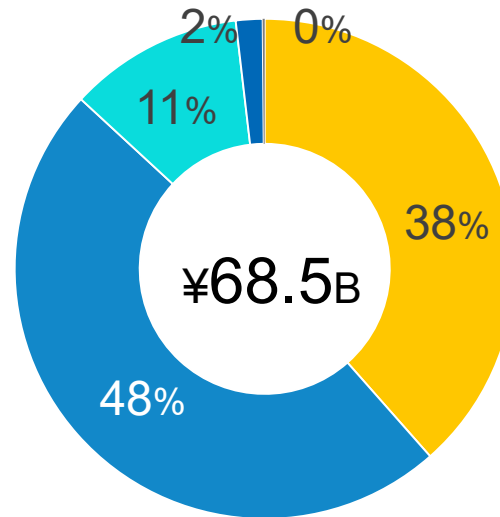


## Five Segments Contribution in FYE Mar. 2023

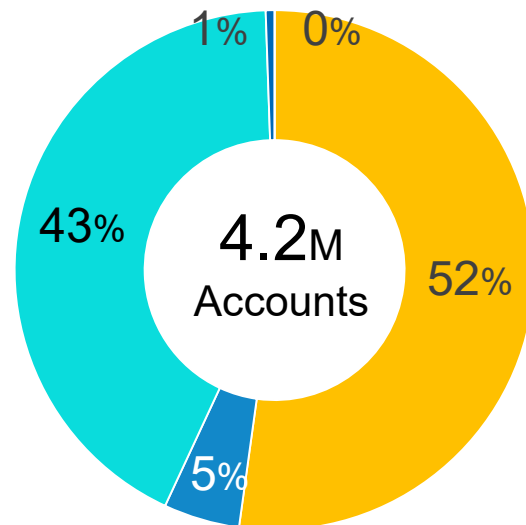
Total operating revenue after deducting financial expenses



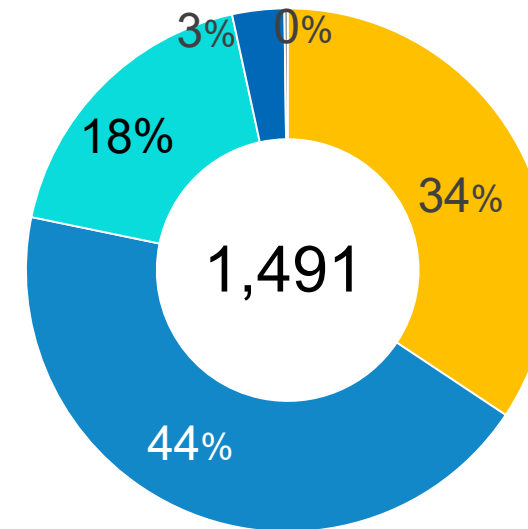
Selling, general and administrative expenses



Number of Accounts



Number of Employees



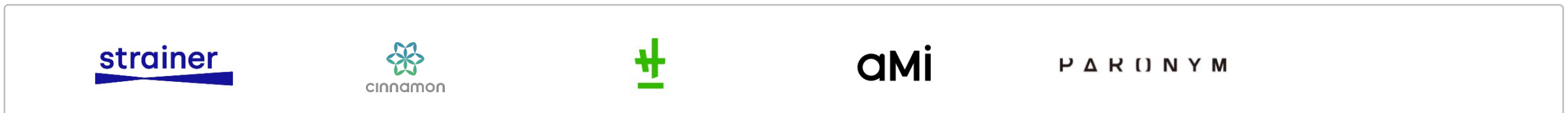
- Japan Segment
- US Segment
- Crypto Asset Segment
- Asia Pacific Segment
- Investment Segment

\* Refer to the databook for FYE Mar 2023

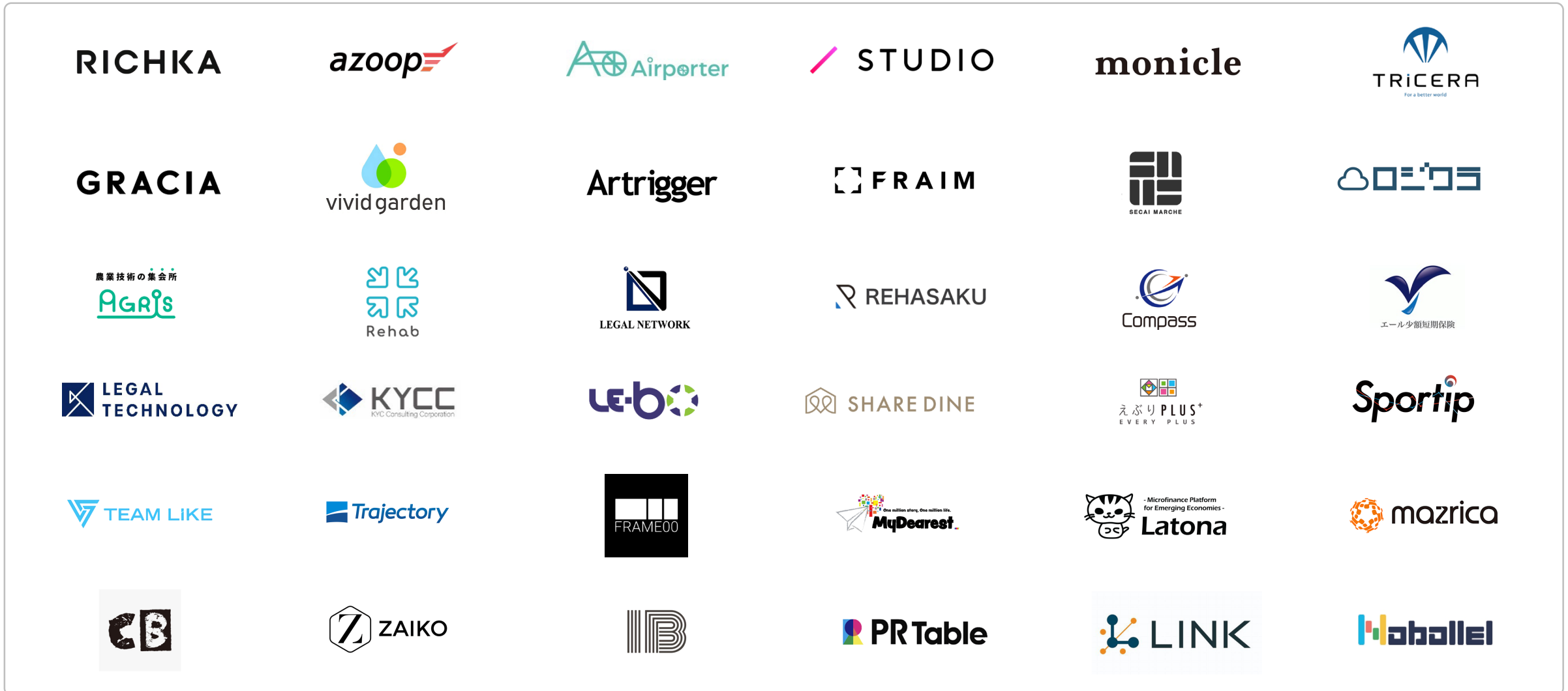
## ◆ Monex Ventures, Inc.



## ◆ MONEX EDISON Investment Limited Partnership



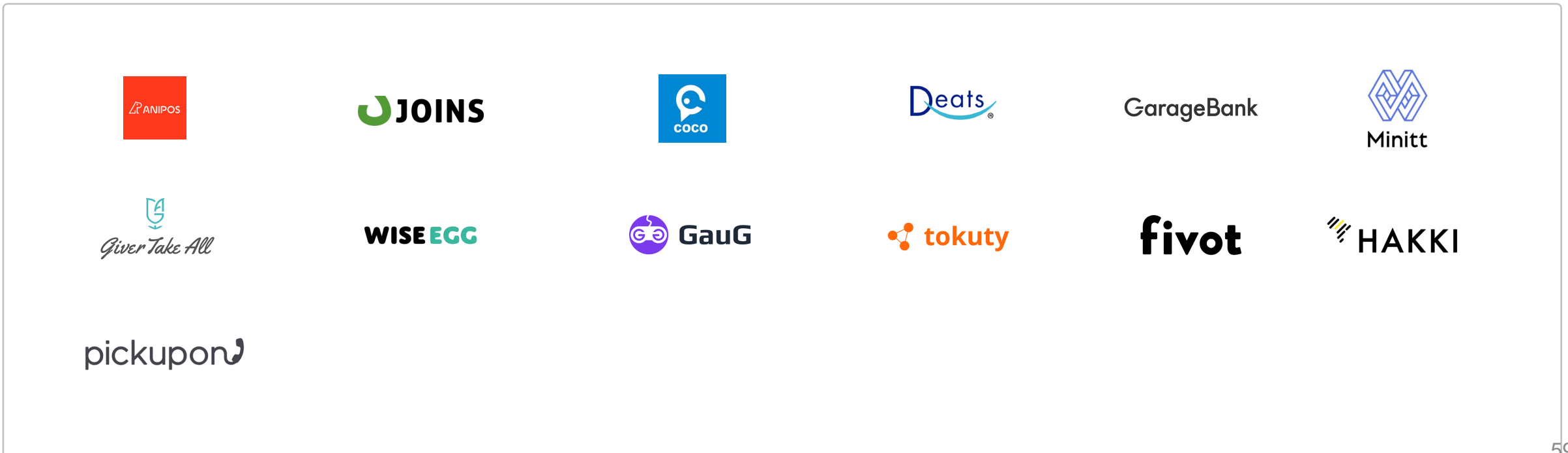
## ◆ MV I Investment Limited Partnership



## ◆ MV I Investment Limited Partnership



## ◆ MV II Investment Limited Partnership



◆ Social Impact Investment Fund

CaTe inc.

## About Coincheck

### Important Information About the Business Combination and Where to Find It

In connection with the proposed business combination in connection with to the business combination agreement among Coincheck, Inc. (“Coincheck”), Coincheck Group B.V. (“CCG”), Thunder Bridge Capital Partners IV, Inc. (“THCP”) and others, CCG intends to file a registration statement on Form F-4 that will include a preliminary proxy statement to be distributed to stockholders of THCP in connection with THCP’s solicitation of proxies for the vote by its stockholders with respect to the proposed business combination. After the registration statement has been filed and declared effective by the US Securities and Exchange Commission (“SEC”), THCP will mail a definitive proxy statement / prospectus to its stockholders as of the record date established for voting on the proposed business combination and the other proposals regarding the proposed business combination set forth in the proxy statement. CCG or THCP may also file other documents with the SEC regarding the proposed business combination. Before making any investment or voting decision, stockholders and other interested persons are advised to read, when available, the registration statement and preliminary proxy statement / prospectus and any amendments thereto, and the definitive proxy statement / prospectus in connection with THCP’s solicitation of proxies for the special meeting to be held to approve the transactions contemplated by the proposed business combination because these materials will contain important information about CCG, Coincheck, THCP and the proposed transaction. Stockholders will also be able to obtain a copy of the preliminary proxy statement / prospectus and the definitive proxy statement / prospectus once they are available, without charge, at the SEC’s website at [www.sec.gov](http://www.sec.gov), or by directing a request to: Thunder Bridge Capital Partners IV, Inc., 9912 Georgetown Pike, Suite D203, Great Falls, VA 22066.

### Participants in the Solicitation

CCG, Coincheck and THCP and their respective directors and officers may be deemed participants in the solicitation of proxies of THCP’s stockholders in connection with the proposed business combination. THCP’s stockholders and other interested persons may obtain, without charge, more detailed information regarding the directors and officers of Coincheck and THCP at Coincheck’s website at [corporate.coincheck.com](http://corporate.coincheck.com), or in THCP’s registration statement on Form S-1 filed on June 21, 2021, respectively.

Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to THCP’s stockholders in connection with the proposed transaction will be set forth in the proxy statement / prospectus for the transaction when available. Additional information regarding the interests of participants in the solicitation of proxies in connection with the proposed transaction will be included in the proxy statement / prospectus filed with the SEC in connection with the proposed business combination.

### Forward-Looking Statement

This presentation includes “forward looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995, that reflects the current views with respect to, among other things, the future operations and financial performance of the Company, THCP, Coincheck and CCG. Forward-looking statements may be identified by the use of words such as “forecast,” “intend,” “seek,” “target,” “anticipate,” “believe,” “could,” “continue,” “expect,” “estimate,” “may,” “plan,” “outlook,” “future,” and “project” and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Such forward looking statements include, but not limited to, estimated financial information. Such forward looking statements with respect to revenues, earnings, performance, strategies, prospects and other aspects of the businesses of the Company, THCP, Coincheck, or CCG after completion of the proposed business combination are based on current expectations that are subject to risks and uncertainties. No assurance can be given that future developments affecting Company, THCP, Coincheck or CCG will be those that are anticipated. Actual results may differ materially from current expectations due to changes in global, regional or local economic, business, competitive, market, regulatory and other factors, many of which are beyond the control of the Company, CCG, THCP and Coincheck. Should one or more of these risks or uncertainties materialize, or should any of the assumptions prove incorrect, actual results may vary in material respects from those projected in these forward-looking statements. A number of factors could cause actual results or outcomes to differ materially from those indicated by such forward looking statements. These factors include, but are not limited to: (1) the occurrence of any event, change or other circumstances that could give rise to the termination of the Business Combination Agreement (the “Agreement”) and the proposed business combination contemplated thereby; (2) the inability to complete the transactions contemplated by the Agreement due to the failure to obtain approval of the stockholders of THCP or other conditions to closing in the Agreement; (3) the ability to meet Nasdaq’s listing standards following the consummation of the transactions contemplated by the Agreement; (4) the risk that the proposed transaction disrupts current plans and operations of Coincheck as a result of the announcement and consummation of the transactions described herein; (5) the ability to recognize the anticipated benefits of the proposed business combination, which may be affected by, among other things, competition, the ability of CCG to grow and manage growth profitably, maintain relationships with customers and business partners and retain its management and key employees; (6) costs related to the proposed business combination; (7) changes in applicable laws or regulations; (8) the possibility that Coincheck may be adversely affected by other economic, business, and/or competitive factors; and (9) other risks and uncertainties indicated from time to time in other documents filed or to be filed with the SEC by THCP or CCG. The Company cautions that the foregoing list of factors is not exhaustive. The recipient of this material should not place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company, CCG, THCP and Coincheck undertake no commitment to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law.

This material is an English translation of a Japanese announcement made on the date above. Although the Company intended to faithfully translate the Japanese document into English, the accuracy and correctness of this English translation is not guaranteed and thus you are encouraged to refer to the original Japanese document. This translation was made as a matter of record only and does not constitute an offer to sell or to solicit an offer to buy securities in the US



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