

Monex Group
Capital and Business Alliance Agreement
with NTT DOCOMO, INC.

October 4, 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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I. Highlights

Monex Securities pursues the creation of next-generation asset building services that are most selected by customers through the Capital Business Alliance.

Monex Group promotes transformation to ensure an optimal business structure for further growth through reorganization of its consolidated subsidiaries.

To Become a Company Vital to Society and to Our Customers



- Accelerate investment to further enhance asset management business
- Strengthen the business portfolio of the group as a whole



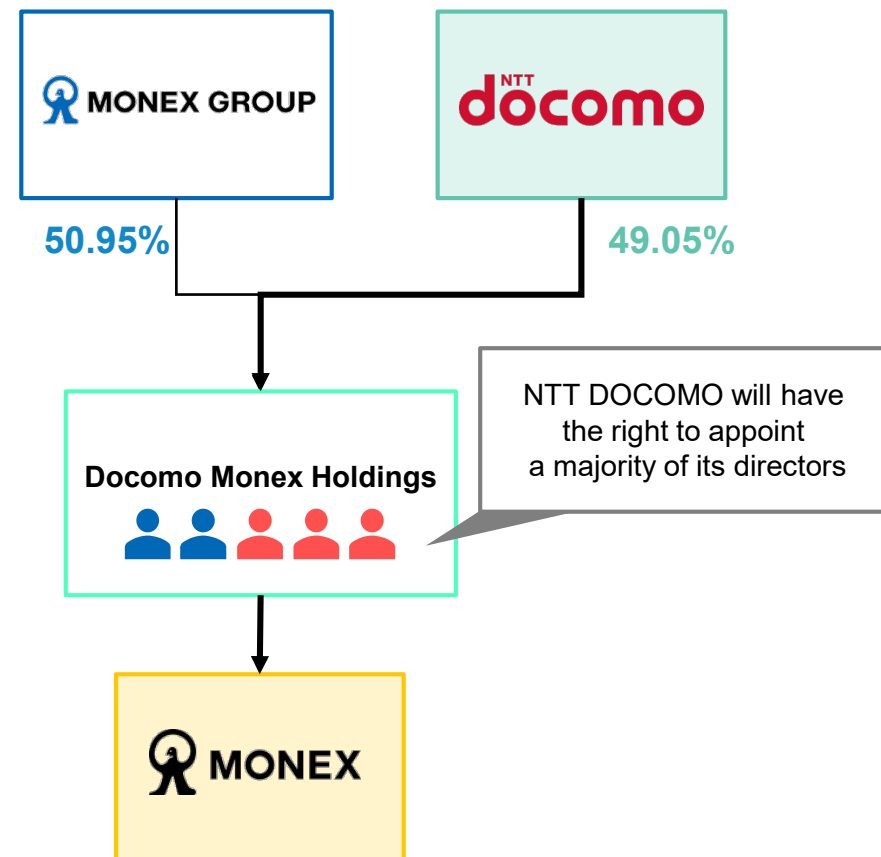
- Utilize the d POINT ecosystem and NTT DOCOMO's database
- Explore further business expansion, new business model and inorganic growth

II. Capital and Business Alliance Overview

Monex Securities' philosophy and brand remain unchanged after joining NTT DOCOMO group.

Monex Group and NTT DOCOMO jointly support Monex Securities toward mid to long-term growth.

- Monex Group and NTT DOCOMO jointly operate Docomo Monex Holdings* (intermediate holding company).
- Monex Group holds c. 51% and NTT DOCOMO holds c. 49% of voting rights in Docomo Monex Holdings.
Docomo Monex Holdings and Monex Securities will be consolidated by NTT DOCOMO based on the effective control standard, and will become equity-method affiliates of Monex Group.
- Monex Securities' name, corporate philosophy and brand unchanged.
Oki Matsumoto will become as the Chairman of the Board of Directors of the Docomo Monex Holdings.
Yuko Seimei will continue to lead Monex Securities as the President of Monex Securities.
- Transaction is expected to close on January 4th, 2024.

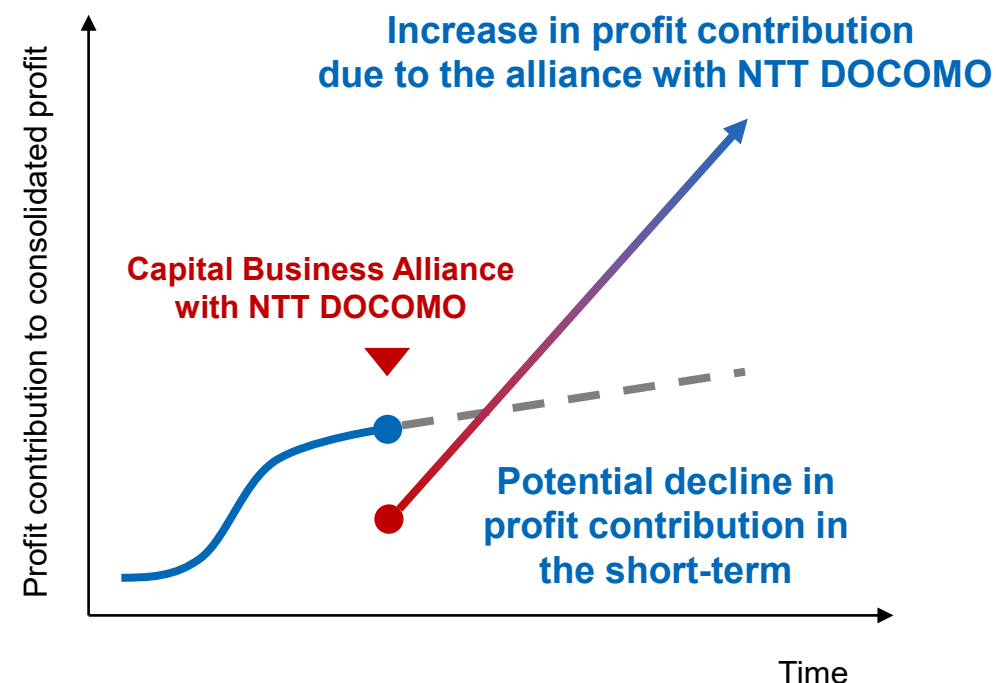


* The name of the Intermediate Holding Company is planned to be changed from "Monex Holdings, Inc." to "Docomo Monex Holdings, Inc. ("Docomo Monex Holdings")" as of January 4, 2024, the date on which the Sale of Shares is scheduled to enter into effect.

Though profit contribution from Monex Securities to the consolidated profit* will be reduced in the short term due to a decline in equity interest, Monex will gain an growth opportunity to expand its profit in the medium to long term through the alliance. Monex Group's growth strategy will be promoted, aiming to increase enterprise value.

1 Terms and condition	Valuation of intermediate holding company (100%)	Appx. 97 billion JPY
	Aggregate sale price (48.0%)	Appx. 46.6 billion JPY
	Newly issued shares of intermediate holding company will be allotted to NTT DOCOMO	Appx. 2 billion JPY
2 Usage of Money	<ul style="list-style-type: none"> • Double the minimum amount of annual dividend per share (See p17) • Accelerate investments for growth in asset management business and other strategic areas 	
	3 PL impact	<ul style="list-style-type: none"> • Gain on the sales of shares (on consolidated base, before considering tax and tax effects)
<ul style="list-style-type: none"> • Valuation gain from the application of the equity method 		TBD

Profit contribution image from Monex Securities to the consolidated profit



* Profit attributable to the owner of the Company

Partner with Japanese leading business platform in the growing online broker securities industry under New NISA program.

Online Securities Market Trend

New NISA

- New program further accelerates shift from savings to investment, in particular expecting strong growth among mass and upper-mass segments.

Free commissions on Japanese equity trading

- Transform profit structure less dependent on brokerage commissions under free or lower commission level of Japanese equity trading business.

Strategic alliance

- Key to enhance inorganic strategy to achieve access to broader range of customers and capability of delivering advanced services.

Inorganic Growth as Monex Securities

Current

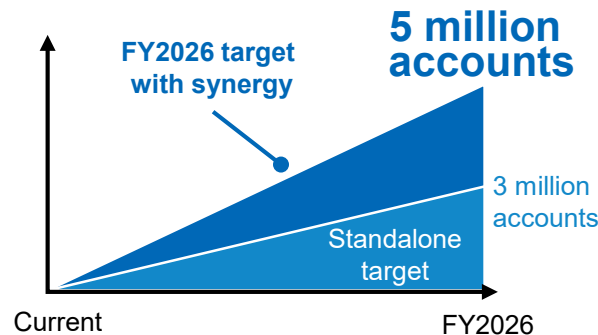
- Management policy with focus on building individuals' asset building (after deducting costs)
- Philosophy and product/service offerings developed for 25 years since our foundation



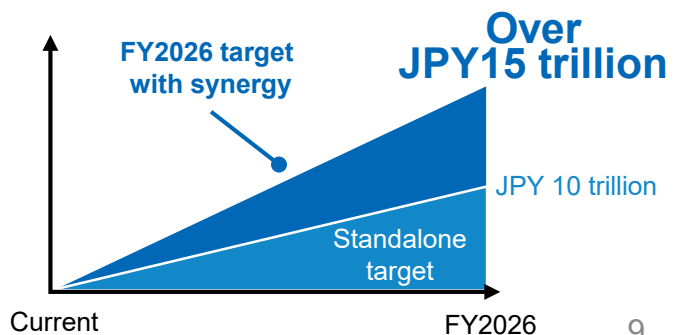
Alliance

- d POINT ecosystem and untapped customers in upper mass segment
- Japanese leading platform including talented engineers

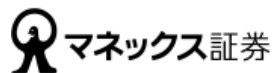
■ Number of accounts



■ Customer Assets



Toward more customer-centric and tailor-made financial services.



Key Activities



Market presence in online broker securities industry

- High public awareness and brand recognition
- Financial innovation

Product/service offering to meet diverse needs

- Diverse product line-up (new NISA, Japanese equity, off-shore equity...)
- Plenty of supporting tools for asset management, transaction apps...)

Wide variety of investment information and educational contents

- High quality investment information and educational contents

1 Provide easy and simple asset building services for investment beginners

Offer easy and simple services as a full-scale portal for new customers targeting growing demand under new NISA



2 Investment info/ educational services

Support customers to improve commission per customer



3 Next-gen financial products

Develop and launch advanced financial product (e.g. ST*) through collaboration of Monex Group and NTT DOCOMO group



4 Customer support services by AI

Investment advice accessible at all hours



Best service at the best timing to each individual

5 Financial CRM

d POINT membership

- Offer d POINT as part of royalty program for 96 million members
- Collaborate with d CARD and d-Barai apps

Digital and real customer touchpoint

- Utilize NTT DOCOMO's digital media and Docomo Shop

Rich and diverse customer data

- Visualize customer needs based on lifestyle/events and promote marketing

* Security token

Improve accessibility to financial services and personalization in parallel.

Key activities under the Business Alliance (planned)



Link d-account, grant/use d POINT and introduce payment tools such as d-Barai® and d CARD® to Monex Securities



Develop and launch next-generation financial products such as security token



Provide easy and simple investment services seamlessly linked to d-Barai®



Introduce AI customer support service based on generative AI



Provide investment information and educational contents



Promote financial Customer Relation Management to provide best service at the best timing for each individual

III. Business Portfolio and Growth Strategy

Monex Securities, TradeStation and Coincheck have each solid enterprise value and strategy. Monex Group will continue to pursue sustainable growth of its enterprise value enhancing asset management business as its forth pillar.



Existing Business Foundation

Growth Investment Area



Growth strategy
focusing on active customer



Boost expansion of customer base in
cooperation with DOCOMO's ecosystem



Global expansion strategy

Further improvement in service quality
through collaboration such as data utilization

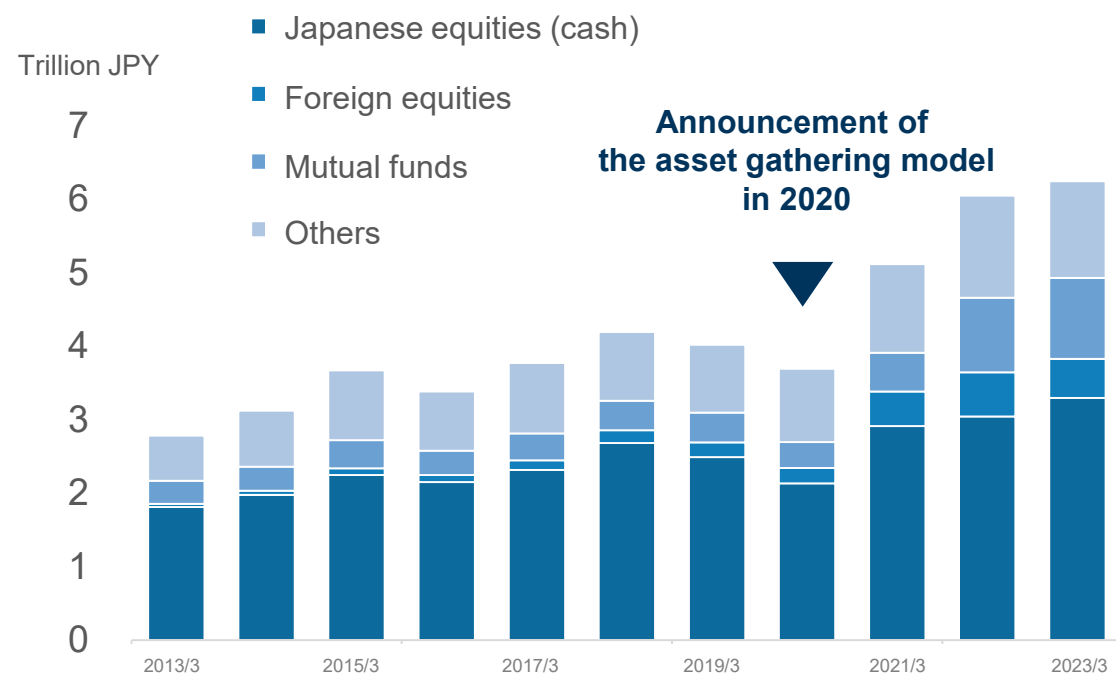
Asset management business

Focus as "Fourth Pillar"

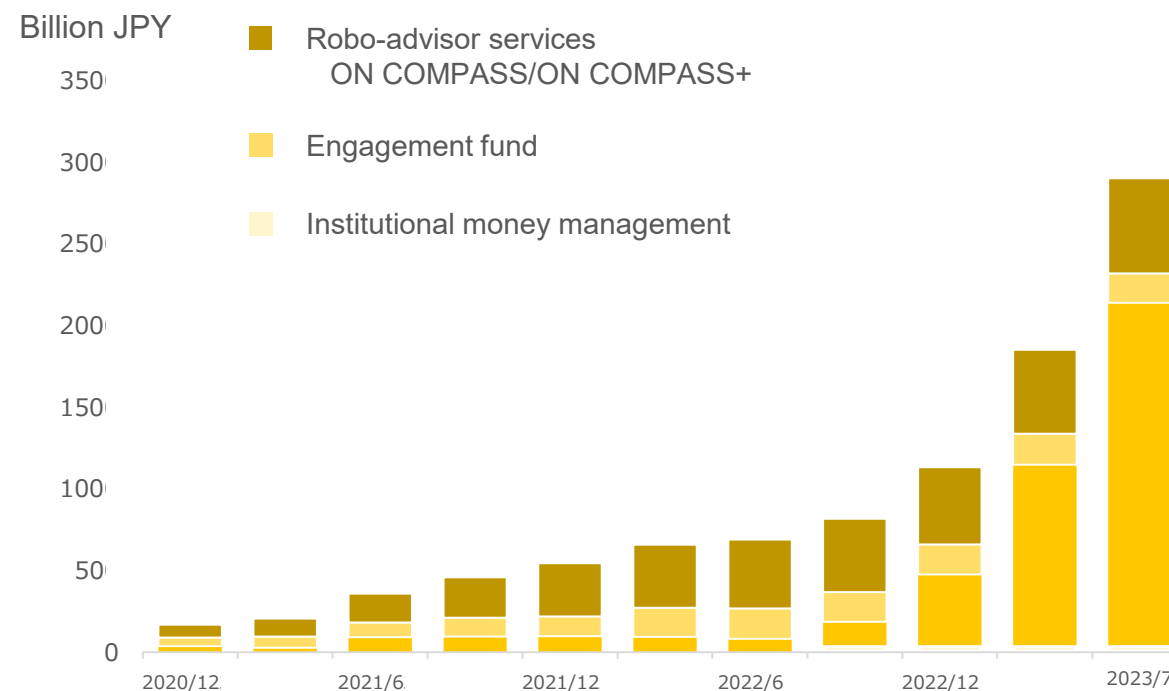
Aiming to lower earnings volatility
and to enhance new value creation.
Optional to pursue inorganic strategy

Monex Securities has seen a significant increase in assets under custody in the three years after announcing the asset gathering model, and its asset management business has also performed well, expanding its assets under management.

Monex Securities Asset Under Custody by Products



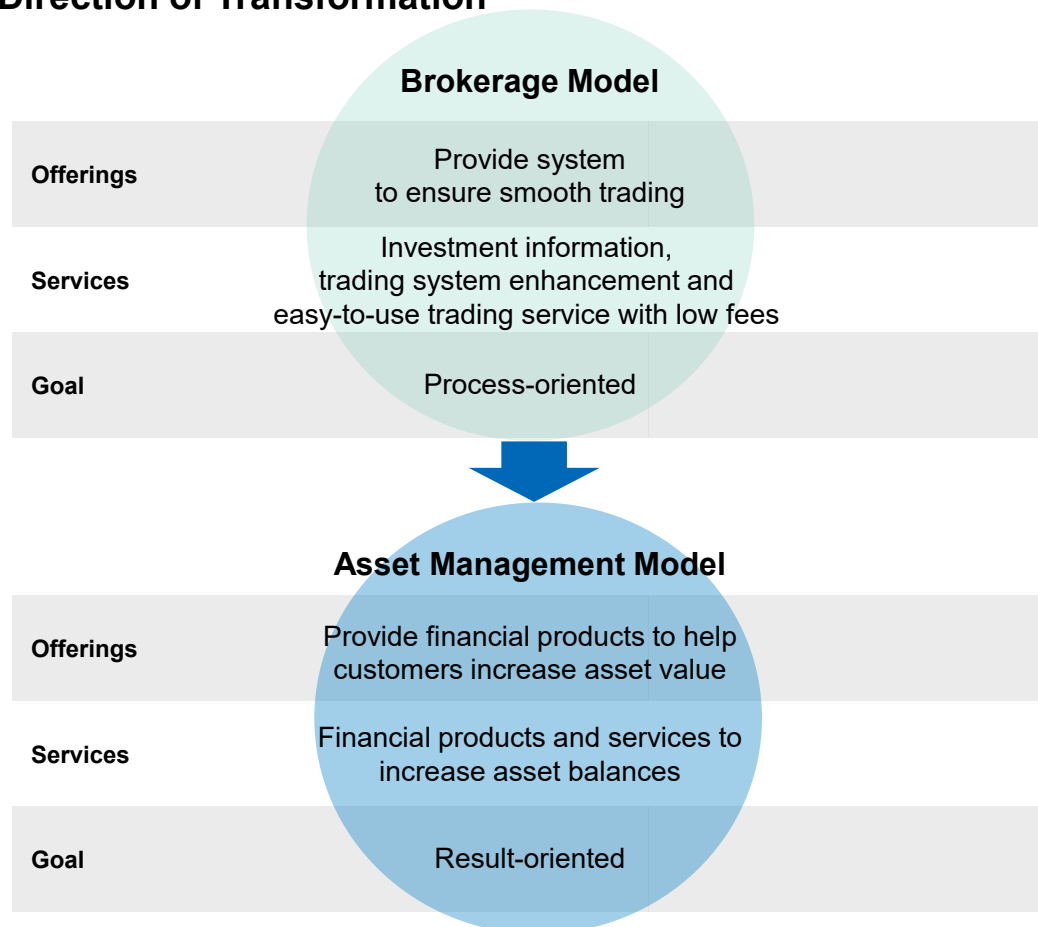
Monex Asset Management Asset Under Management



By shifting asset management model that increases customer assets, our business structure will change to one that can expect lower earnings volatility and more stable growth.

Monex Group's Business Transformation

Direction of Transformation



Revenue Model Restructuring

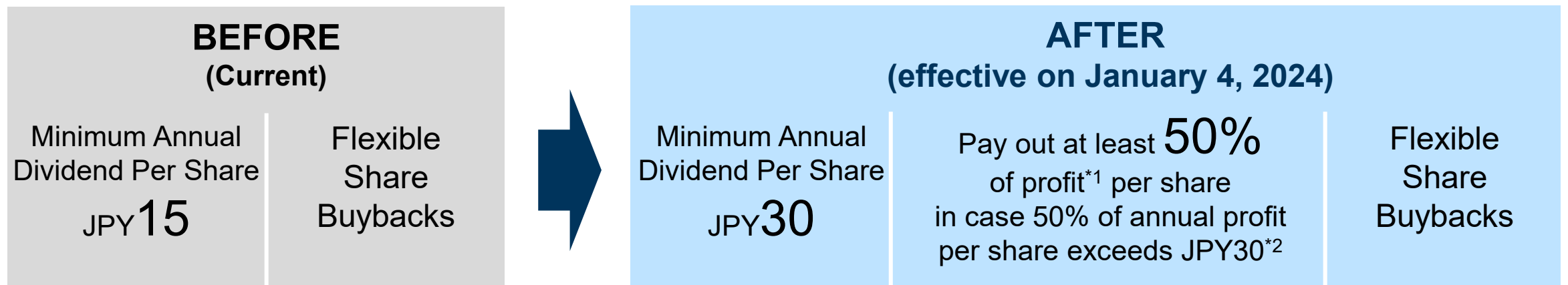
	Present	Future	
	Brokerage Model	Asset Management Model	
Revenue Source	Value of share trades	Investment trust balance	Margin trading balance Stock lending balance
Revenue Category	Brokerage commission	Trust fee	Financial income
Revenue Reporting	Short-term High volatility	Long-term Less volatility	
Key Features	Trade increase due to market volatility for revenue increase	Higher asset balance for revenue increase	

IV. Capital Policy

Committed to accelerate growth strategy and dividend distribution under new shareholder distribution policy.

Use of the Net Proceeds

- Double the minimum amount of annual dividend per share **from JPY15 to JPY30**
- Launch **share buyback program flexibly** based on the management direction
- Accelerate investments for growth in asset management business and other strategic areas
- Enhance asset gathering model and business expansion, aiming to achieve inorganic profit growth in the mid to long-term
- **Commit to pay out at least 50% of the profit*1, in case 50% of profit exceeds the total dividend amount*2**
- Continue to improve TSR (Total Shareholder Return) through stable dividend distribution and growth investments



*1 Profit attributable to owners of the Company *2 In calculating profit attributable to owners of the Company per share, the profit from the Sale of Shares will be excluded.

- This material has been prepared for the purpose of providing corporate information, etc of Monex Group, Inc. (the “Company”) and its group, and does not constitute a solicitation for the Company’s shares and other securities.
- This material also describes future prospects regarding the Company group's industry and business based on the Company’s current plans, estimates, prospects, or forecasts. Those future prospects are subject to various risks and uncertainties.
- Risk, uncertainty and other factors that are already known or unknown may cause results that differ from the future prospects.
- The Company’s actual future business and performance, etc may differ from the future prospects described in this material.