

February 7, 2023

## Preliminary Monthly Report for January 2023

Money Partners Group released the following data for consolidated performance in January 2023 today. Operating revenues and foreign exchange margin deposits are preliminary figures that may change when financial statements are released.

Period	FYE March 2022											
	2021									2022		
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Operating revenues (Million yen)	445	403	430	395	387	470	430	429	589	394	396	550
Foreign exchange trading volume (Currency in millions)	72,253	82,478	73,411	92,739	76,532	78,411	90,593	95,217	66,099	73,976	82,802	134,241
Customer accounts (Accounts)	342,801	343,397	343,817	344,134	344,314	344,522	344,755	345,482	346,625	347,287	347,437	347,991
Foreign exchange margin deposits (Million yen)	58,635	56,276	56,581	56,671	56,468	56,284	55,503	54,426	53,911	54,402	53,808	55,068
General customers	57,068	54,786	54,965	55,027	55,065	54,825	54,090	52,988	52,409	52,848	52,151	53,306
Financial companies (B-to-B)	1,567	1,489	1,616	1,644	1,403	1,459	1,412	1,438	1,501	1,554	1,657	1,761
Manepa Card accounts (Accounts)	161,712	161,526	161,301	161,091	160,964	160,800	160,701	160,574	160,390	159,994	159,566	159,097

Period	FYE March 2023											
	2022									2023		
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Operating revenues (Million yen)	457	432	500	420	493	468	499	464	575	469		
Foreign exchange trading volume (Currency in millions)	130,806	139,280	141,401	113,223	119,648	128,574	113,350	127,232	107,703	105,841		
Customer accounts (Accounts)	348,893	349,810	350,630	351,580	352,358	353,153	354,034	354,921	355,911	357,388		
Foreign exchange margin deposits (Million yen)	56,841	56,680	57,597	57,397	58,239	58,842	59,781	58,087	53,578	54,003		
General customers	55,261	55,126	55,939	55,862	56,679	57,382	58,476	56,055	52,006	52,417		
Financial companies (B-to-B)	1,579	1,553	1,658	1,534	1,559	1,459	1,305	2,031	1,572	1,586		
Manepa Card accounts (Accounts)	158,807	158,600	158,387	158,213	158,026	157,844	157,701	157,517	157,440	155,557		

- (Notes) 1. Foreign exchange trading volume is the sum of customer transactions in each currency, using base currency units. Trading volume has not been converted into yen.
2. The number of customer accounts and foreign exchange margin deposits are end-of-month figures.
3. Money Partners started contract-for-difference (CFD-metals) trading in August 2011. Margin deposits, trading volume (currency units converted to USD) and trading revenues in CFD-metals are included in foreign exchange margin deposits, foreign exchange trading volume, and operating revenues, respectively.
4. Foreign exchange margin deposits are presented separately for transactions from general customers and from financial institutions that are B-to-B customers.
5. From March 2022, crypto asset contract-for-difference (CFD) trading (margin deposits and trading volume (trading value converted to USD) in CFD transactions) are included in foreign exchange margin deposits and foreign exchange trading volume, respectively.

## <Overview of January>

In January, the U.S. dollar (USD) began forex market trading in the lower 131-yen range. The USD strengthened to the upper 134-yen range (monthly high) on January 6, then subsequently reversed course and temporarily weakened to just around 132 yen in light of the sluggish wage growth in the December U.S. employment statistics and the dramatic worsening of the December ISM Non-manufacturing Index. The USD subsequently trended in the lower 131-yen to upper 132-yen range, and temporarily weakened to the upper 128-yen range as fears of protracted monetary tightening in the U.S. receded when the December U.S. CPI was announced, confirming a deceleration in inflation. The USD weakened to the monthly low in the lower 127-yen range on January 16. On January 18, the USD temporarily surged to the mid 131-yen range on news that the Bank of Japan decided not to revise its monetary policy. Selling then caused the USD to temporarily weaken to the mid 127-yen range on the same day. The USD subsequently fluctuated without a sense of direction and ended January in the lower 130-yen range.

The currencies for Europe and Oceania, which are the main currencies traded other than the USD, somewhat lacked a sense of direction against the yen, while strengthening against the USD.

The daily average price range for the USD/JPY decreased to 1.750 yen (compared to 1.911 yen in December), and the GBP/JPY and many other currency pairs also saw the daily average price range decrease from December. This caused forex market volatility to decrease overall compared to December, while still remaining at the extremely high level that has persisted since late February 2022 after Russia invaded Ukraine.

Amid these conditions, the Money Partners Group made our first-in-the-industry campaign on the Partners FX nano platform a regular offering from November 16, 2022 onward (also a first for the industry). This campaign offers a 24-hour zero spread (0.0 yen, same bid and ask price) on orders up to our specified volume for the five currency pairs of USD/JPY, EUR/JPY, AUD/JPY, and GBP/JPY, and Mexican peso (MXN)/JPY. We are also continuing the narrow spread campaign during Golden Manepa Time (5:00 p.m. to 3:00 a.m., the same below), offering the narrowest spreads in the industry on a total of 16 currency pairs including the USD/JPY and AUD/JPY, and the new currency pairs mentioned below. Due to the high popularity of our gift campaign offering a digital gift to all customers who executed at least one new or settlement transaction to commemorate the release of new currency pairs, we are continuing this campaign for the new currency pairs and adding 10 main currency pairs on the Partners FX nano platform to the campaign, including the USD/JPY and AUD/JPY.

On Partners FX, which features 100% contract execution, we are continuing the narrow spread campaign during Golden Manepa Time, offering the narrowest spreads in the industry next to Partners FX nano on a total of 16 currency pairs including the USD/JPY, AUD/JPY, and the new currency pairs.

Customers can take advantage of a 0.002-yen spread for a total of 18 hours for the USD/JPY, from 9:00 a.m. to 3:00 a.m., and a 0.001-yen spread for a total of 13 hours for the MXN/JPY, from 2:00 p.m. to 3:00 a.m., the narrowest spreads in the industry.

In addition to the above campaigns, we are offering our cash back campaign on Partners FX, offering cash back for each limit order and streaming order on the total trading volume for new transactions and settlement transactions in the five currency pairs of USD/JPY, GBP/JPY, AUD/JPY, EUR/JPY, and

Turkish lira (TRY)/JPY during the designated time period. We also implemented a campaign offering an Amazon gift card for customers who executed at least one new or settlement transaction in any of 14 currency pairs, including the USD/JPY and AUD/JPY.

On October 24, 2022, Money Partners began handling trading for the first time in the four currency pairs of the Chinese Yuan (CNY)/JPY, USD/CNY (handled on Partners FX only), Norwegian krone (NOK)/JPY, and New Israeli shekel (NIS)/JPY. In particular, we are offering a spread of 0.004 yen during Golden Manepa Time on the CNY/JPY, the narrowest spread in the industry, and are also awarding the highest level of swap points since transactions in swap points began. Money Partners is the only company in Japan\* capable of handling trading in the NIS/JPY.

Our proactive narrowing of spreads earned the No. 1 ranking for the second consecutive year in the Spread category of the MINKABU FX Company Annual Rankings managed by MINKABU THE INFONOID, Inc. We will continue to lead the industry in spreads and serve a growing number of customers.

\* As of June 30, 2022, according to a survey of 137 corporate members of and 4 special participants in the Financial Futures Association of Japan conducted by Money Partners.

The above factors resulted in a 2% decrease in foreign exchange trading volume from December to 105.8 billion currency units. Operating revenues were 469 million yen, an 18% decrease from December. This decrease came from a decline in system-related sales, in addition to a decline in profitability due to the decline in trading volume. Foreign exchange margin deposits increased for both general customers and for financial companies, increasing by 425 million yen from December to 54,003 million yen overall.

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