Overview of Earnings for FY2016

Japan Exchange Group, Inc.

April 28, 2017

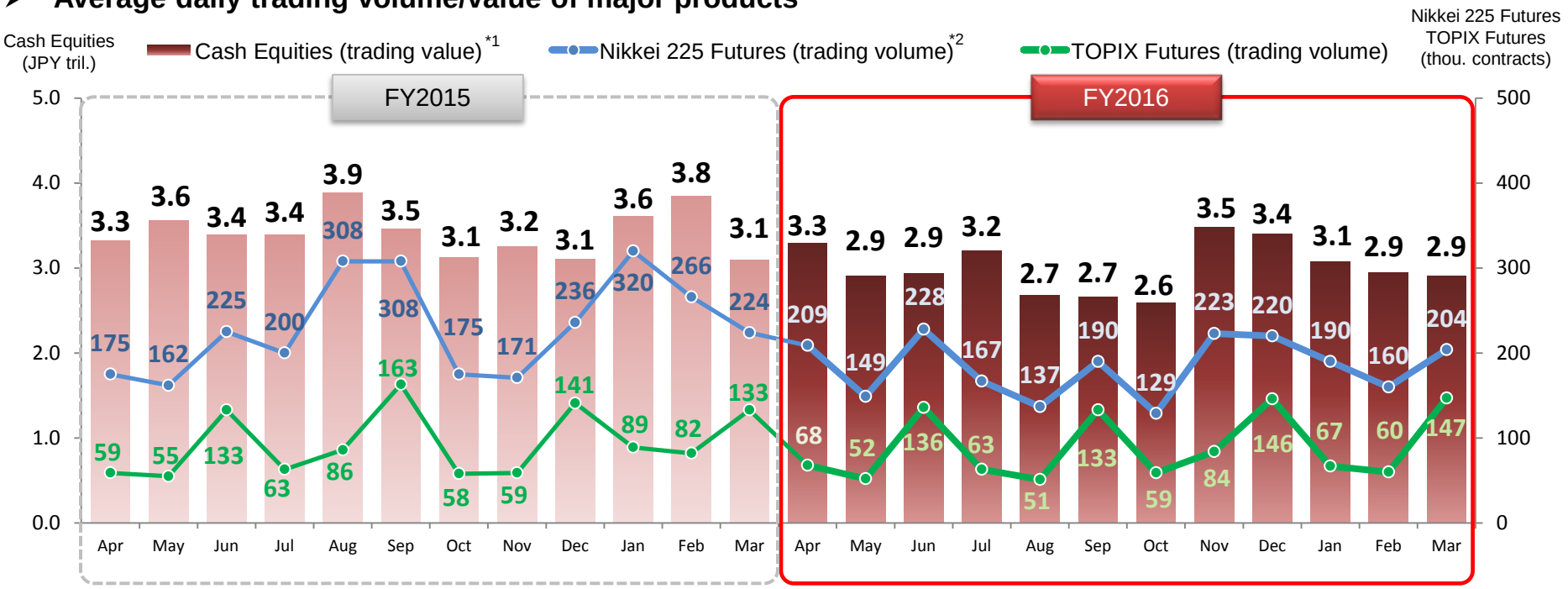
I. Business Developments

* This document is not subject to the audit procedures required under the Financial Instruments and Exchange Act. Please note that its contents have not been audited on a consolidated basis in accordance with the Act as of the time of disclosure.

Market Trend

- Daily average trading value for cash equities declined after additional easing by the Bank of Japan in July, bottoming out at JPY 2.6 trillion and picking up significantly from November onward. Average daily trading value for the full-year was approximately JPY 3.0 trillion, a 12% year-on-year decrease when compared to the record high in FY2015.
- Trading volume for major derivatives products decreased on the back of low liquidity in the equities market. Total trading volume for FY2016 saw a 20% year-on-year decrease (from 386 million to 308 million contracts).

➢ **Average daily trading volume/value of major products**

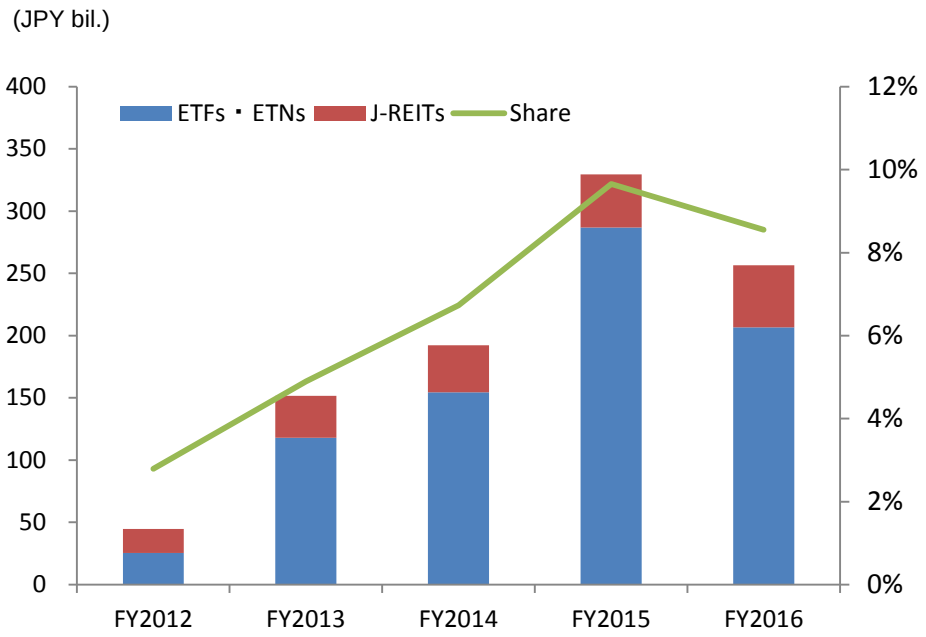


*1 Total value of daily averages of auction and off-auction trading of common stocks on 1st/2nd Sections, Mothers, JASDAQ, TOKYO PRO Market, and ETFs/ETNs, REITs etc.
*2 Contracts of Nikkei 225 mini are calculated using a factor of 1/10.

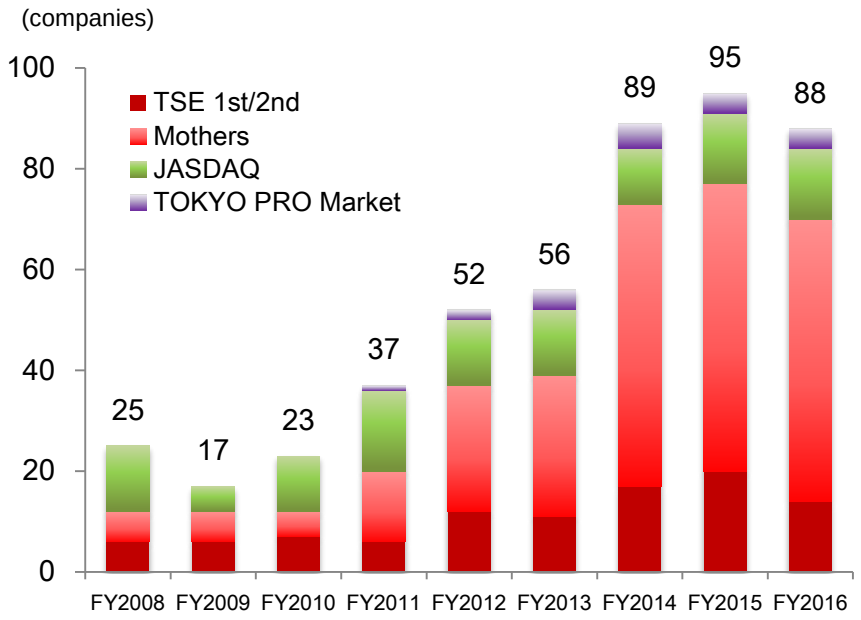
Cash Equities

- Average daily trading values of ETFs/ETNs shrank year on year but managed to maintain high levels. Trading value for REITs remains on the rise.
- IPO figures for the full-year have steadily remained high since FY2014.

➢ **ADV of ETFs/ETNs and REITs**



➢ **IPOs on TSE markets**

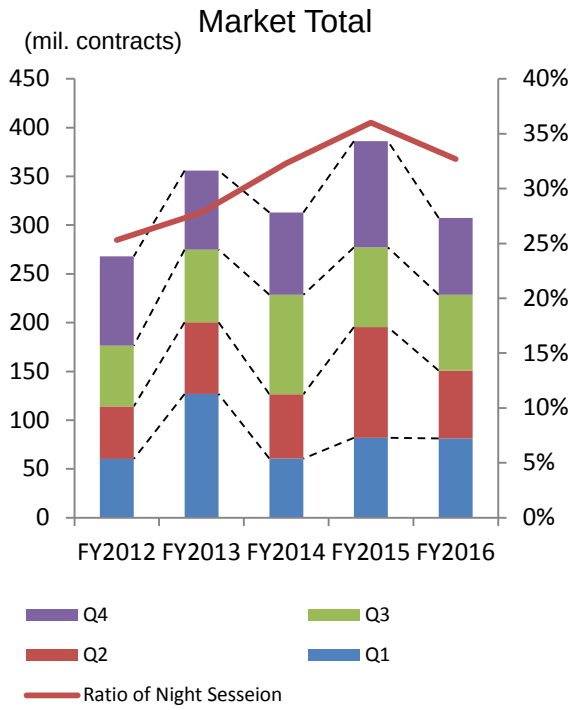


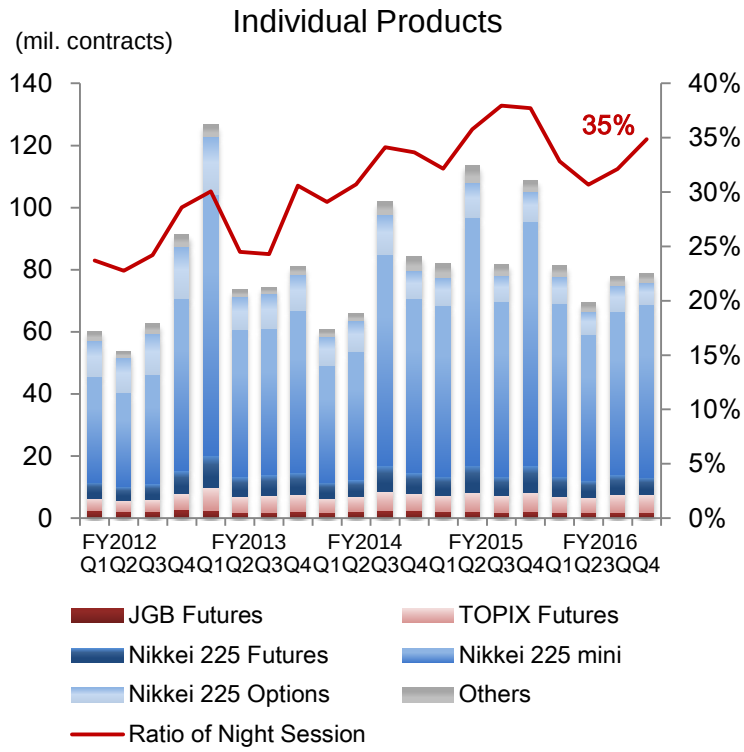
Share indicates trading value of ETFs, ETNs, and REITs of overall cash equity trading value.

Derivatives

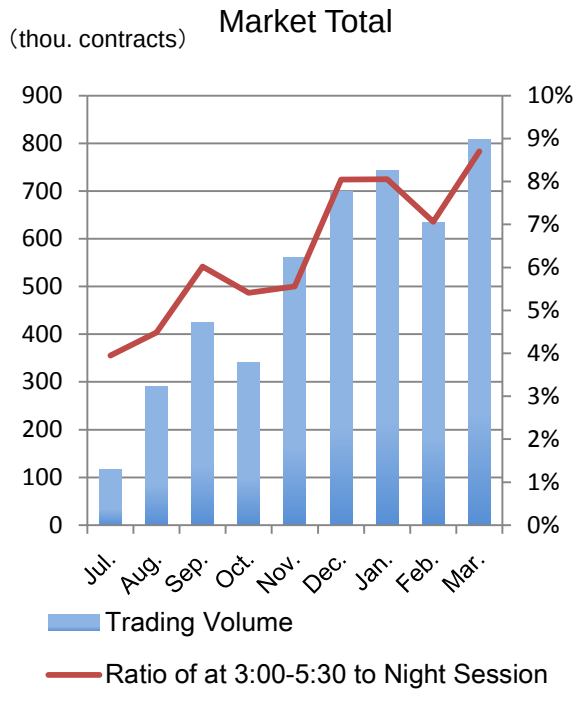
- Trading volume for Nikkei 225 futures decreased 20% year on year, and that of TOPIX futures decreased 4%.
- Night session trading volumes after 3am have increased since the trading hours were extended with the launch of new J-GATE. The ratio of trading during this period is also firmly on the rise.

➢ Derivatives Trading Volume and Ratio of Night Session





➢ Trading at 3:00–5:30 after New J-GATE Launch



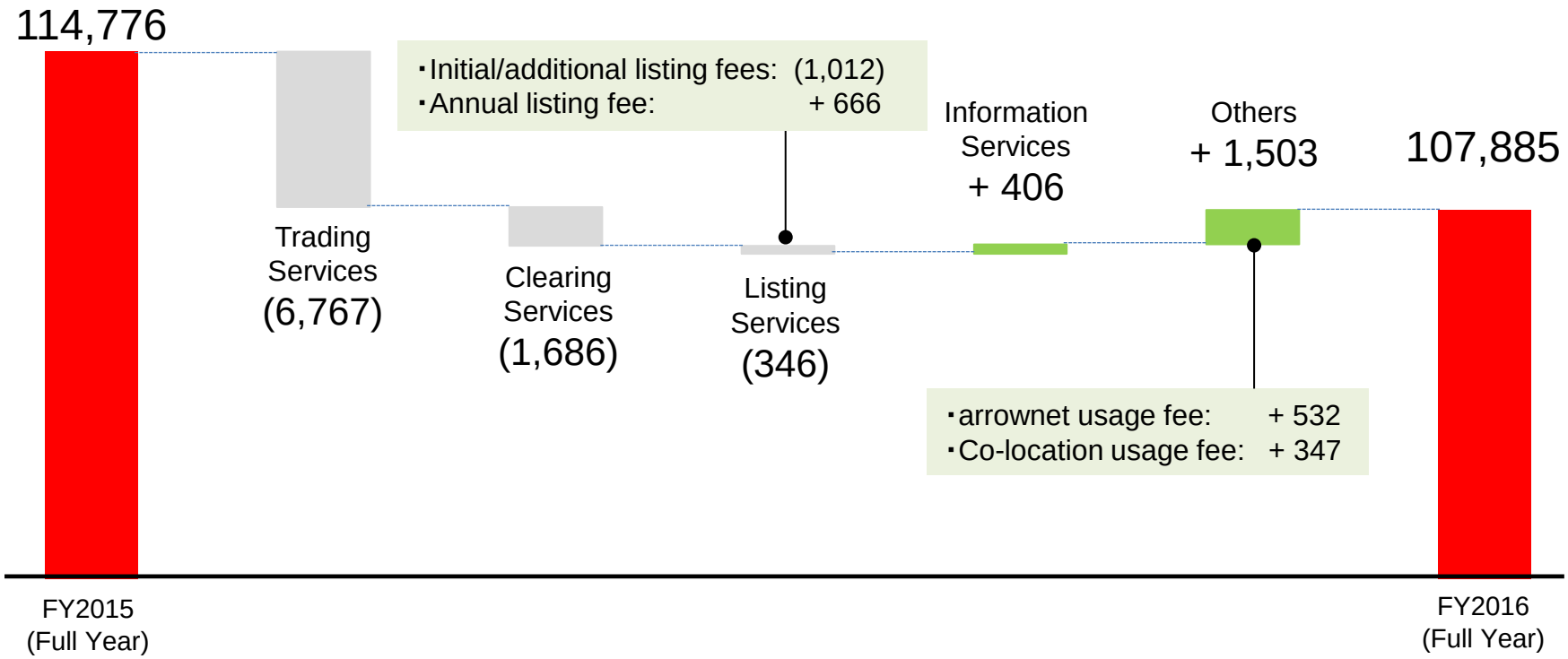
II. Overview of Earnings for FY2016〔IFRS〕

(April 1, 2016 – March 31, 2017)

Operating Revenue

- Revenues from trading services and clearing services declined due to a year-on-year decrease in overall trading.
- Annual listing fees and index licensing fees increased in connection with rises in net asset value of ETFs resulting from additional purchasing by the Bank of Japan. Listing services revenue decreased overall due to diminished amounts of large capital increases, whereas revenue from information services rose.
- Other revenues increased due in part to inflows from system provision to Tokyo Commodity Exchange, Inc.

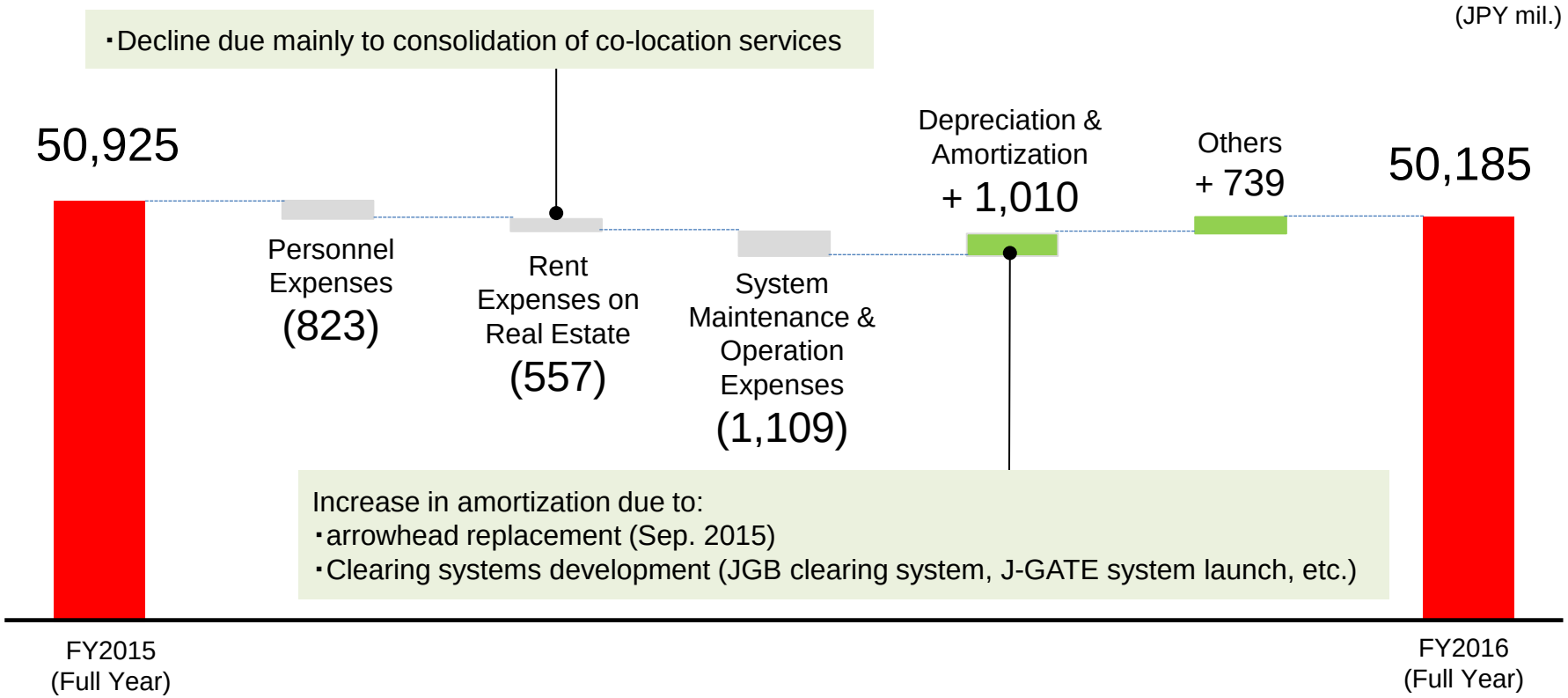
(JPY mil.)



Operating Expenses

- Rent expenses on real estate decreased due to more efficient use of system center space in connection to the consolidation of co-location services.
- Amortization has increased since the second half of FY2015 mainly due to the replacement of the cash equity and derivatives trading systems.
- System maintenance & operation expenses, however, decreased due to more efficient system operations since the launch of the new systems.

(JPY mil.)



Highlights and FY2017 Forecast

- Operating income decreased due to lower trading volumes and values and a reduction in operating expenses from increased efficiency upon system replacements, resulting in a 6.1% year-on-year decrease in net income.
- A 0.9% increase in net income is projected for FY2017 due to increased revenue from higher trading volumes and values, even though operating expenses are due to rise in connection with the advancement of key initiatives.

(JPY mil.)

	FY2015	FY2016	y/y	FY2017 (Forecast)	y/y
Operating Revenue	114,776	107,885	(6.0%)	112,000	+ 3.8%
Operating Expenses	50,925	50,185	(1.5%)	53,000	+ 5.6%
Operating Income	66,271	59,377	(10.4%)	60,000	+ 1.0%
Net Income*1	44,877	42,124	(6.1%)	42,500	+ 0.9%
EBITDA	77,791	71,595	(8.0%)	-	-
Dividend per share*2	50yen	47yen	(3yen)	48yen	+ 1yen

*1 Net Income attributable to owners of the parent company.
*2 Total of Q2-end and year-end figures. Figures account for the 2-for-1 stock split conducted with an effective date of October 1, 2015. Amount calculated based on a basic policy whereby the target dividend payout ratio is approximately 60%.

➢ **Average Daily Trading Volume/Value of Major Products**

	FY2015	FY2016	y/y	FY2017 (Assumptions for forecasts)	y/y
Cash Equities (trading value) *1	JPY 3,412.6 bil.	JPY 2,998.7 bil.	(12%)	JPY 3,200.0 bil.	+ 7%
TOPIX Futures (trading volume)	93,824 contracts	89,966 contracts	(4%)	93,000 contracts	+ 3%
Nikkei 225 Futures (trading volume) *2	230,435 contracts	184,250 contracts	(20%)	204,000 contracts	+ 11%
Nikkei 225 Options (trading value) *3	JPY 30.7 bil.	JPY 24.8 bil.	(19%)	JPY 30.0 bil.	+ 21%
10-year JGB Futures (trading volume)	34,658 contracts	28,569 contracts	(18%)	28,000 contracts	(2%)

*1 Total value of daily averages of auction and off-auction trading of common stocks on 1st/2nd Sections, Mothers, JASDAQ, TOKYO PRO Market, and ETFs/ETNs, REITs etc.
*2 Contracts of Nikkei 225 mini are calculated using a factor of 1/10. *3 Excluding Weekly Options.

Topics for Q4 FY2016 (Jan.–Mar. 2017)

Launch of JPX-Nikkei Mid and Small Cap Index

- Launched the new JPX-Nikkei Mid and Small Cap Index (Mar. 13)
- Listed an ETF on the Index (Apr. 5)

ToSTNeT System Replacement

- Replaced ToSTNeT System to improve processing capabilities and convenience (Mar. 21)

Minority Investment in OpenGamma

- Made a minority investment of USD 1 million in OpenGamma, Inc., a technology company that provides analytics and risk management solutions to financial institutions (Feb. 1)

Signing of MOU with Tadawul

- Signed a comprehensive memorandum of understanding (MOU) with the Saudi Stock Exchange (Tadawul) (Mar. 14)



Application of Artificial Intelligence to Market Surveillance

- Announced the groundbreaking move of applying artificial intelligence (AI) to market surveillance operations (Feb. 28)
- Actual application of AI planned in FY2017

Publication of TSE Listed Companies White Paper on Corporate Governance (2017)

- Published "TSE Listed Companies White Paper on Corporate Governance (2017)", the first after Japan's Corporate Governance Code was introduced (Mar. 31)
- New items added, such as response to the Code

III. Reference Materials



Referential Financial Data

➢ Quarterly Business Performance

(JPY mil.)

	FY2015				FY2016			
	Q1 (Apr. 1, 2015– Jun. 30, 2015)	Q2 (Jul. 1, 2015– Sep. 30, 2015)	Q3 (Oct. 1, 2015- Dec. 31, 2015)	Q4 (Jan. 1, 2016– Mar. 31, 2016)	Q1 (Apr. 1, 2016– Jun. 30, 2016)	Q2 (Jul. 1, 2016– Sep. 30, 2016)	Q3 (Oct. 1, 2016- Dec. 31, 2016)	Q4 (Jan. 1, 2017– Mar. 31, 2017)
Operating Revenue	27,802	30,149	27,331	29,492	26,721	26,161	27,780	27,222
Operating Expenses	11,498	11,803	12,801	14,821	13,069	12,523	11,559	13,032
Operating Income	16,737	18,558	16,450	14,525	14,348	13,909	16,555	14,562
Net Income *	10,773	13,106	11,624	9,373	9,583	10,013	12,235	10,292
EBITDA	18,878	21,393	19,467	18,052	17,762	17,486	19,064	17,283

* Net income attributable to owners of the parent company.

Referential Financial Data

➢ Operating Revenue

(JPY mil.)

	FY2015				FY2016					
	Q1 (Apr.1, 2015– Jun. 30, 2015)	Q2 (Jul.1, 2015– Sep.30, 2015)	Q3 (Oct.1, 2015– Dec. 31, 2015)	Q4 (Jan.1, 2016– Mar.31, 2016)	Q1 (Apr.1, 2016– Jun. 30, 2016)	Q2 (Jul.1, 2016– Sep.30, 2016	Q3 (Oct.1, 2016– Dec. 31, 2016)	Q4 (Jan.1, 2017– Mar.31, 2017)		
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Ratio	y/y
Trading services revenue	**12,912**	**14,045**	**11,816**	**13,696**	**11,671**	**10,843**	**11,822**	**11,365**	**42%**	(17%)
Transaction Fees	10,684	11,749	9,551	11,308	9,338	8,569	9,535	**9,080**		(20%)
Cash Equities	7,985	8,117	6,986	7,694	6,679	6,186	6,725	**6,577**	72%*1	(15%)
Derivatives	2,699	3,631	2,565	3,613	2,659	2,382	2,809	**2,502**	28%*1	(31%)
TOPIX Futures	441	529	441	521	438	426	497	**479**		(8%)
Nikkei 225 Futures (incl. mini)	1,069	1,526	1,056	1,484	1,061	970	1,130	**1,069**		(28%)
Nikkei 225 Options *2	661	1,099	648	1,133	768	623	835	**606**		(46%)
10-year JGB Futures	437	388	359	411	331	330	326	**340**		(17%)
Others	88	86	59	63	59	32	19	**6**		(90%)
Basic Fees	266	265	264	265	260	260	261	**261**		(1%)
Access Fees	1,231	1,306	1,250	1,377	1,321	1,250	1,212	**1,201**		(13%)
Trading System Facilities Usage Fees	709	700	725	719	728	743	791	**801**		+11%
Others	21	24	23	27	23	19	21	**20**		(26%)
Clearing services revenue	**5,643**	**6,028**	**5,486**	**5,981**	**5,573**	**5,292**	**5,610**	**4,977**	**18%**	(17%)
Listing services revenue	**2,900**	**3,572**	**3,578**	**3,198**	**2,710**	**3,320**	**3,326**	**3,545**	**13%**	+11%
Initial/Additional Listing Fees	985	1,632	1,567	1,143	675	1,259	1,104	**1,277**		+12%
Annual Listing Fees	1,914	1,940	2,010	2,055	2,034	2,060	2,221	**2,268**		+10%
Information services revenue	**4,358**	**4,421**	**4,412**	**4,513**	**4,491**	**4,465**	**4,466**	**4,688**	**17%**	+4%
Other operating revenue	**1,988**	**2,080**	**2,038**	**2,101**	**2,274**	**2,238**	**2,554**	**2,644**	**10%**	+26%
arrownet Usage Fees	555	591	568	600	672	705	733	**737**		+23%
Co-location Usage Fees	689	721	712	763	873	787	783	**789**		+3%
Others*3	743	767	757	737	728	744	1,037	**1,117**		+52%
Total	**27,802**	**30,149**	**27,331**	**29,492**	**26,721**	**26,161**	**27,780**	**27,222**	**100%**	(8%)

*1 Figures are indicate percentage of Transaction Fees.
*2 Excluding Weekly Options.
*3 Including Proximity Usage Fees.

Referential Financial Data

➢ Operating Expenses

(JPY mil.)

	FY2015					FY2016				
	Q1 (Apr. 1, 2015– Jun. 30, 2015)	Q2 (Jul. 1, 2015– Sep. 30, 2015)	Q3 (Oct. 1, 2015– Dec. 31, 2015)	Q4 (Jan. 1, 2016– Mar. 31, 2016)	Total	Q1 (Apr. 1, 2016– Jun. 30, 2016)	Q2 (Jul. 1, 2016– Sep. 30, 2016)	Q3 (Oct. 1, 2016– Dec. 31, 2016)	Q4 (Jan. 1, 2017– Mar. 31, 2017)	Total
Personnel expenses	3,785	3,734	3,858	5,059	16,437	3,684	3,808	3,662	4,459	15,614
System maintenance & operation expenses*	2,894	2,968	2,987	3,072	11,923	3,064	2,596	2,446	2,705	10,813
Depreciation & amortization	1,904	2,075	2,754	3,239	9,973	3,180	3,043	2,301	2,458	10,983
Rent expenses on real estates	1,174	1,174	1,147	1,124	4,620	1,131	1,000	962	968	4,062
Other*	1,740	1,850	2,054	2,325	7,970	2,008	2,075	2,187	2,440	8,711
Total	11,498	11,803	12,801	14,821	50,925	13,069	12,523	11,559	13,032	50,185

* A portion of the expenses of consolidated subsidiary TOSHO SYSTEM SERVICE CO., LTD. were recorded in Other Operating Expenses; however, based on the actual conditions, such expenses were instead recorded in System Maintenance & Operation Expenses for FY2016. The same change was made for figures of FY2015 in order to make an easy comparison. The figures to which such change has not been applied are presented as below:

	FY2015					FY2016				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Personnel expenses	3,785	3,734	3,858	5,059	16,437	3,684	3,808	3,662	4,459	15,614
System maintenance & operation expenses	2,330	2,392	2,353	2,403	9,480	2,147	1,752	1,605	1,790	7,295
Depreciation & amortization	1,904	2,075	2,754	3,239	9,973	3,180	3,043	2,301	2,458	10,983
Rent expenses on real estates	1,174	1,174	1,147	1,124	4,620	1,131	1,000	962	968	4,062
Other	2,304	2,426	2,688	2,995	10,413	2,926	2,919	3,028	3,354	12,228
Total	11,498	11,803	12,801	14,821	50,925	13,069	12,523	11,559	13,032	50,185

Referential Financial Data

➢ Consolidated Statement of Financial Position

(JPY mil.)

		As of Mar. 31,2016	As of Mar. 31,2017
Assets			
	Current assets		
	Cash and cash equivalents	66,547	73,553
	Trade and other receivables	10,096	9,774
*1	Clearing business financial assets	26,395,558	37,555,555
*2	Specified assets for deposits from clearing participants	2,809,433	3,374,863
*3	Specified assets for legal guarantee funds	483	474
	Income tax receivables	5,055	8,507
	Other financial assets	65,600	73,800
	Other current assets	1,163	1,626
	Total current assets	29,353,939	41,098,156
	Non-current assets		
	Property and equipment	6,025	5,140
	Goodwill	67,374	67,374
	Intangible assets	31,033	30,596
	Retirement benefit assets	3,626	5,202
	Investments accounted for using the equity method	7,592	8,809
*5	Specified assets for default compensation reserve funds	27,948	27,948
	Other financial assets	38,639	36,275
	Other non-current assets	5,854	5,793
	Deferred tax assets	4,741	3,635
	Total non-current assets	192,836	190,775
Total assets		29,546,776	41,288,932

		As of Mar. 31,2016	As of Mar. 31,2017
Liabilities and equity			
Liabilities			
	Current liabilities		
	Trade and other payables	4,413	3,190
	Bonds and loans payable	22,500	22,500
*1	Clearing business financial liabilities	26,395,558	37,555,555
*2	Deposits from clearing participants	2,809,433	3,374,863
*3	Legal guarantee funds	483	474
*4	Trading participant security money	7,429	8,142
	Income tax payables	10,714	9,210
	Other current liabilities	6,403	5,339
	Total current liabilities	29,256,937	40,979,276
	Non-current liabilities		
	Bonds and loans payable	10,000	29,933
	Retirement benefit liabilities	7,352	7,357
	Other non-current liabilities	3,924	3,693
	Deferred tax liabilities	5,650	4,900
	Total non-current liabilities	26,926	45,884
	Total liabilities	29,283,864	41,025,161
Equity			
	Share capital	11,500	11,500
	Capital surplus	59,726	59,722
	Treasury shares	(9)	(13,506)
	Other components of equity	13,321	11,604
*6	Retained earnings	172,656	188,634
	Total equity attributable to owners of the parent company	257,194	257,955
	Non-controlling interests	5,717	5,815
	Total equity	262,912	263,770
Total liabilities and equity		29,546,776	41,288,932

*1 Japan Securities Clearing Corporation (JSCC) guarantees settlement as a clearinghouse for financial instruments transactions by assuming obligations for trades by market participants to become the counterparty for such trades, posting claims and obligations for cleared trades under clearing business financial assets and liabilities.
*2 Deposits from clearing participants requested by JSCC for covering the risk of clearing participants defaulting on their obligations.
*3 Deposits from trading participants requested by Tokyo Stock Exchange (TSE) and Osaka Exchange (OSE) for covering the risk at entrusting parties, etc. of trading participants defaulting on their obligations.
*4 Deposits from trading participants requested by TSE and OSE for covering the risk of trading participants defaulting on their obligations.
*5 Reserve funds for compensating losses incurred by JSCC in clearing operations.
*6 Including reserve funds for compensating losses incurred by JSCC in clearing operations.

Major Product Data

➢ Trading Volume/Value

	FY2015				FY2016			
	Q1 (Apr. 1, 2015– Jun. 30, 2015)	Q2 (Jul. 1, 2015– Sep. 30, 2015)	Q3 (Oct. 1, 2015– Dec. 31, 2015)	Q4 (Jan. 1, 2016– Mar. 31, 2016)	Q1 (Apr. 1, 2016– Jun. 30, 2016)	Q2 (Jul. 1, 2016– Sep. 30, 2016)	Q3 (Oct. 1, 2016– Dec. 31, 2016)	Q4 (Jan. 1, 2017– Mar. 31, 2017)
Trading Value of Cash Equities (JPY mil.)								
TSE 1st/2nd Section *1	180,820,436	189,247,280	166,310,629	177,748,541	149,927,942	151,897,987	169,767,175	158,600,881
Mothers *1	5,894,082	5,487,907	5,757,308	6,849,645	12,553,461	5,481,621	5,285,439	6,691,962
JASDAQ *1	5,409,453	4,458,234	3,432,110	3,933,113	3,007,765	2,360,710	2,892,175	3,364,573
ETFs/ETNs and REITs etc. *2	16,299,502	22,455,832	16,903,303	25,087,403	20,067,756	15,399,947	14,794,360	12,560,957
Derivatives Trading Volume (contracts) (Trading Value for Nikkei 225 Options)								
TOPIX Futures	5,152,726	6,284,469	5,302,308	6,247,344	5,356,506	5,042,339	5,914,516	5,728,191
Total Nikkei 225 Futures/mini *3	11,551,509	16,714,992	11,868,112	16,322,078	12,015,630	10,163,636	11,658,150	11,303,925
Nikkei 225 Futures	6,041,354	8,736,954	6,243,886	8,465,489	6,442,034	5,454,262	6,403,675	5,741,396
Nikkei 225 mini	55,101,557	79,780,382	56,242,263	78,565,899	55,735,969	47,093,746	52,544,759	55,625,293
Nikkei 225 Options (JPY mil.) *4	1,471,850	2,137,320	1,404,173	2,505,727	1,751,195	1,258,955	1,743,221	1,328,324
10-year JGB Futures	2,323,310	2,070,202	1,920,076	2,177,737	1,744,496	1,741,404	1,719,661	1,793,935

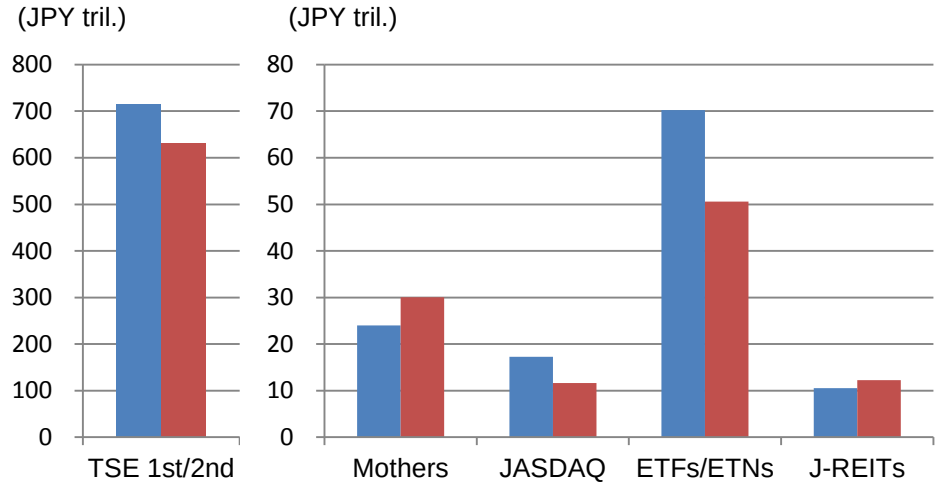
➢ Average Daily Trading Volume/Value

	FY2015				FY2016			
	Q1 (Apr. 1, 2015– Jun. 30, 2015)	Q2 (Jul. 1, 2015– Sep. 30, 2015)	Q3 (Oct. 1, 2015– Dec. 31, 2015)	Q4 (Jan. 1, 2016– Mar. 31, 2016)	Q1 (Apr. 1, 2016– Jun. 30, 2016)	Q2 (Jul. 1, 2016– Sep. 30, 2016)	Q3 (Oct. 1, 2016– Dec. 31, 2016)	Q4 (Jan. 1, 2017– Mar. 31, 2017)
Trading Value of Cash Equities (JPY mil.) *5	3,416,778	3,575,030	3,154,153	3,501,946	3,041,917	2,824,872	3,159,659	2,970,794
Derivatives Trading Volume (contracts) (Trading Value for Nikkei 225 Options)								
TOPIX Futures	84,471	101,362	86,923	102,415	87,812	81,328	96,959	93,905
Total Nikkei 225 Futures/mini *3	189,369	269,597	194,559	267,575	196,978	163,930	191,117	185,310
Nikkei 225 Futures	99,039	140,919	102,359	138,779	105,607	87,972	104,978	94,121
Nikkei 225 mini	903,304	1,286,780	922,004	1,287,966	913,704	759,577	861,389	911,890
Nikkei 225 Options (JPY mil.) *4	24,129	34,473	23,019	41,078	28,708	20,306	28,577	21,776
10-year JGB Futures	38,087	33,390	31,477	35,701	28,598	28,087	28,191	29,409

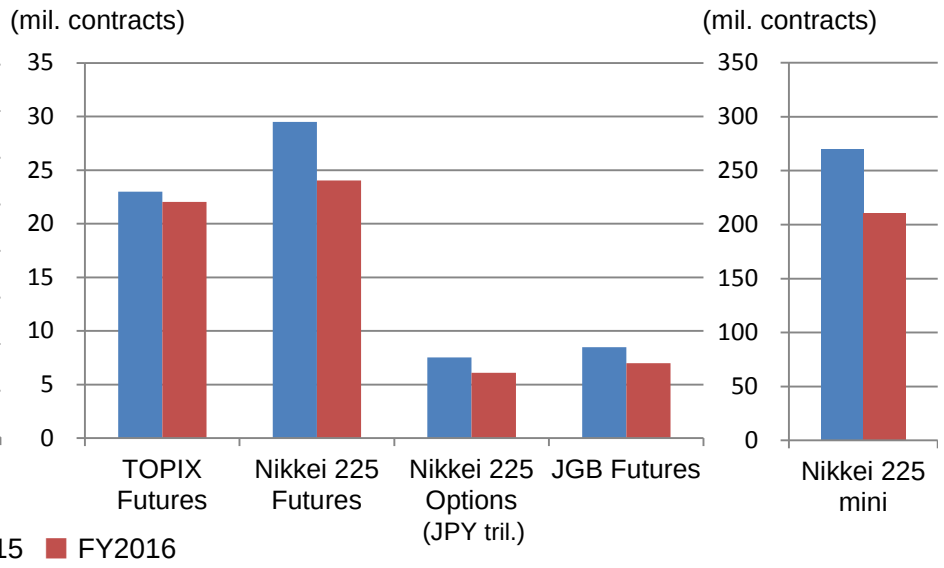
*1 Value of auction and off-auction trading of common stocks. *2 Total value of auction and off-auction trading. *3 Contracts of Nikkei 225 mini are calculated using a factor of 1/10.
*4 Excluding Weekly Options. *5 Total value of daily averages of auction and off-auction trading of common stocks on 1st/2nd Sections, Mothers, JASDAQ, TOKYO PRO Market, and ETFs/ETNs, REITs etc.

Major Product Data

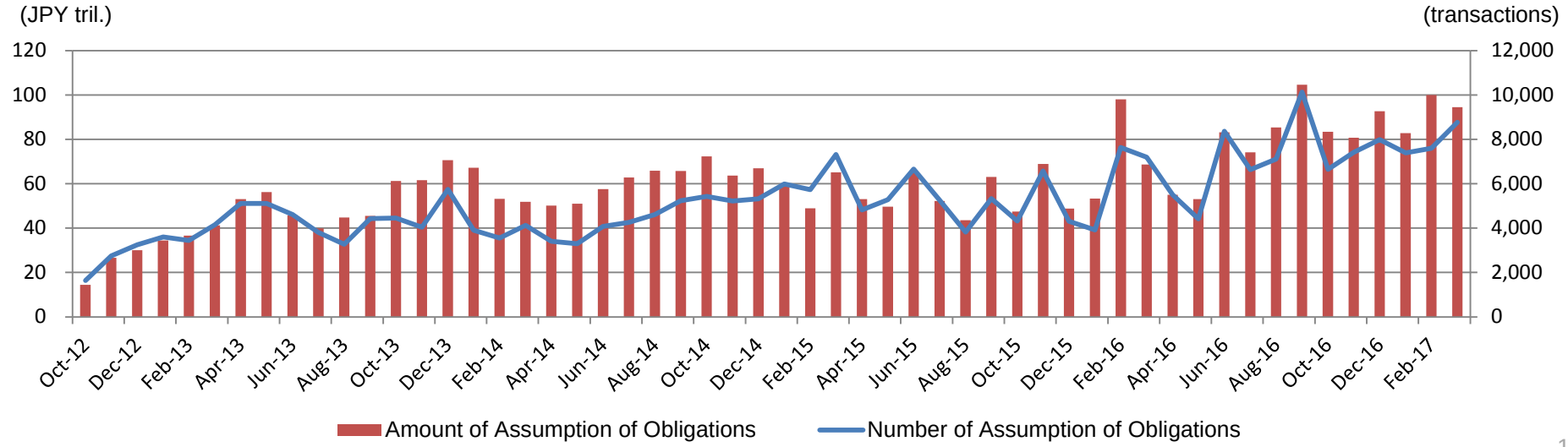
➢ Annual Trading Value for Cash Equities



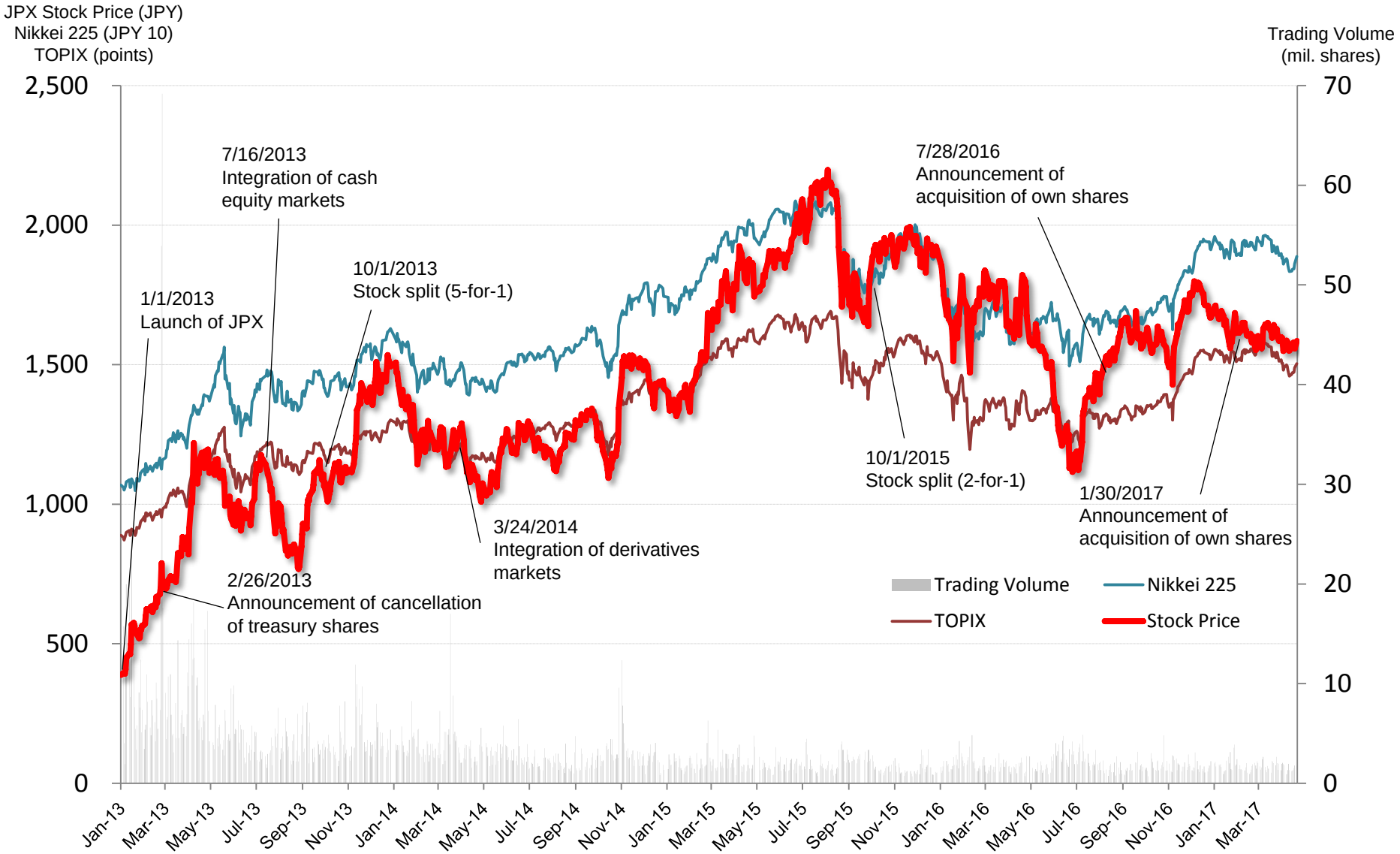
➢ Annual Trading Volume for Derivatives



➢ Number and Amount of Assumption of Obligations

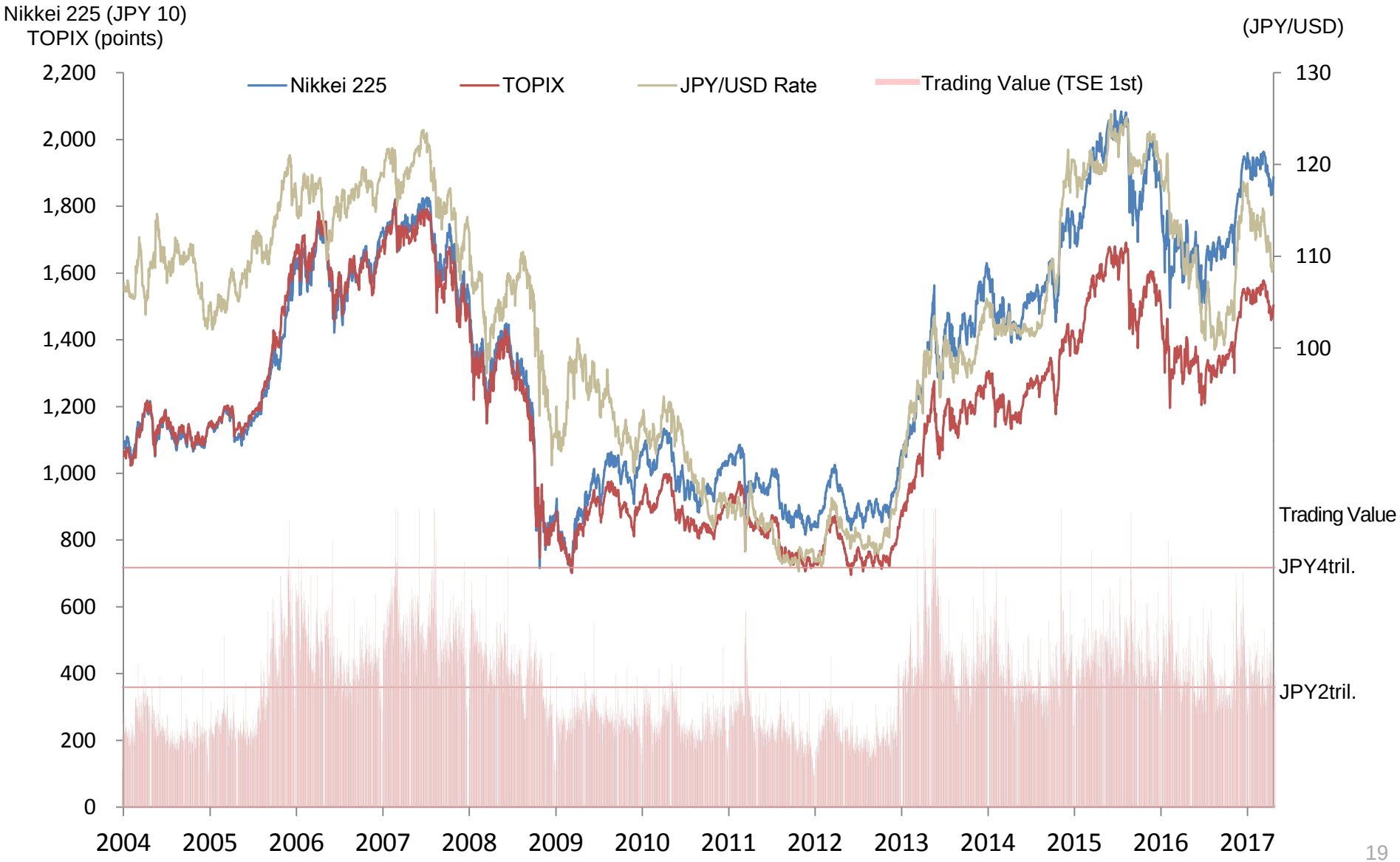


JPX Stock Price



Listed on both the TSE1st Section and JASDAQ from January 1 to July 15, 2013. Prices above are prices on the TSE1st Section. Trading volumes above are the total of those on TSE1st Section and JASDAQ. Two stock splits were conducted separately with respective effective dates of October 1, 2013 and October 1, 2015. Stock prices and trading volume before said stock splits were converted to reflect both events.

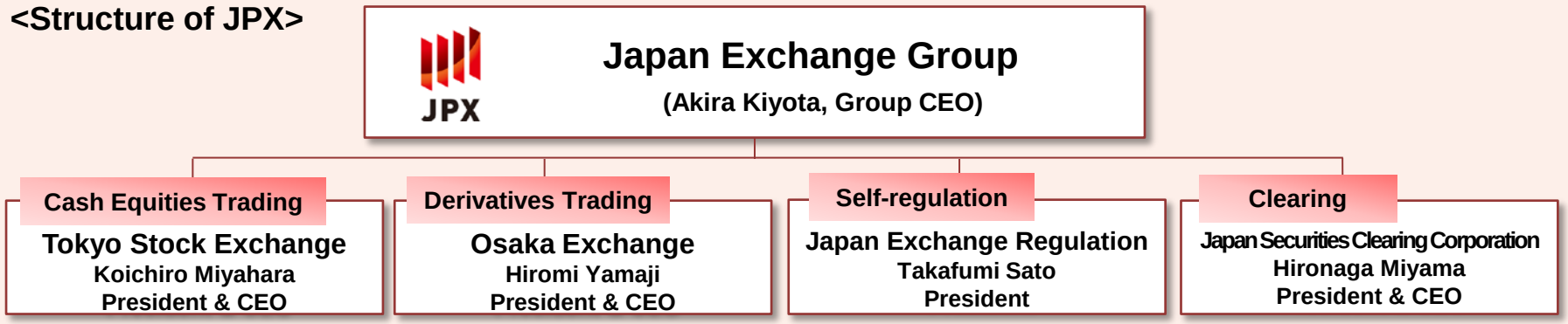
Japanese Stock Market



Outline of JPX Stock

Stock Code	8697
Listed Exchange	Tokyo Stock Exchange 1st Section
Fiscal Year End	March 31
Annual General Shareholders Meeting	June
Record Date	Annual general shareholders meeting: March 31 Year-end dividend: March 31 Interim dividend: September 30
Number of Shares in One Trading Unit	100 shares
Total number of shares issued	549,069,100 shares
Basic Policy on Profit Distribution	JPX adopts a dividend policy with a target payout ratio of about 60% tied to business performance while giving due consideration to the importance of internal reserves for the following purposes: • Maintaining sound financial health as a financial instruments exchange group, • Preparing for risks as a clearing organization, and • Enabling the group to pursue investment opportunities to raise the competitiveness of its markets as they arise.

<Structure of JPX>



Disclaimer

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