Financial Results Briefing for Q1 FY2023

Deploying the strategy that incorporates medium-to-long term changes in business environment

February 14, 2023
72th Investor Meeting

CMOPAYMENT GATEWAY

Agenda

- 1. Summary of Financial Results for Q1 FY2023
- 2. Growth Strategy and Initiatives in Focus Areas
- 3. Sustainability
- 4. Financial Highlights and Reference Materials

Following abbreviations are used in this material.

GMO-PG: GMO Payment Gateway; GMO-EP: GMO Epsilon; GMO-MR: GMO Medical Reservation Technology; GMO-PS: GMO Payment Service; GMO-FG: GMO Financial Gate; GMO-CAS: GMO Card System

Merchandise EC: apparel, food & beverage, cosmetics & health foods, home delivery & newspaper, household goods, office supplies, C2C, etc. Non-merchandise EC: digital content & telecommunication, utility, travel & ticket, insurance, membership fees and services, etc.

PF: Platform



Safe Harbor Statement

The contents of this document are based on generally recognized economic and social conditions, as well as assumptions judged to be reasonable by GMO Payment Gateway as of February 14, 2023.

Please note that the contents are subject to change without prior notice in the event of changes in the business environment or other unforeseen occurrences.

1. Summary of Financial Results for Q1 FY2023

1.1 Earnings Summary (Consolidated)

Revenue grew 24.9%, achieving 52.0% of 1H guidance, but we maintain a cautious guidance

IFRS (¥ Mil)	Q1 FY2022	Q1 FY2023	% YoY	FY2023 1H Guidance	Achievement % of 1H Guidance	
Revenue	11,857	14,813	+24.9%	28,491	52.0%	
Gross Profit	8,173	9,791	+19.8%	_	_	
Operating Profit	4,116	5,090	+23.7%	10,330	49.3%	
Pre-tax Profit	4,299	4,687	+9.0%	9,648	48.6%	
Profit Attributable to Owners of Parent	2,517	2,447	-2.8%	5,952	41.1%	
EBITDA	4,612	5,657	+22.7%	-	-	
	Operating Store (end-Q1 FY2023		Consol. TRX Volume (Q1 FY2023 standalone)		Consol. TRX Value (Q1 FY2023 standalone)	
KPI (% YoY)	147,204 (+12.6) 7() /	Approx. 1.46 bn (+29.8%) o.w., online approx. 1.33 bn (+27.1%)		Approx. ¥3.6 trn (+34.2%) o.w., online approx. ¥2.6 trn (+23.2%)	

EBITDA=Operating Profit + Depreciation.

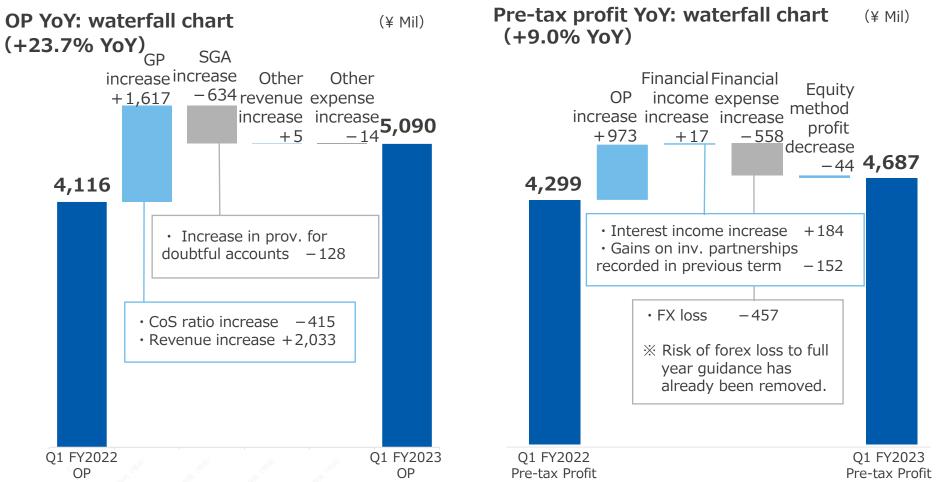
[※] Operating stores figure is for GMO-PG and GMO-EP. Consolidated TRX volume and value figures are the sum totals for GMO-PG, GMO-EP, GMO-PS and GMO-FG. The online payment figures are the sum totals for GMO-PG, GMO-EP and GMO-PS.

^{**} The standards for calculation the number of operating stores has been revised from Q1 FY2023.

Figure exclude an operating stores of a specific merchant and stores using fincode byGMO. If included, operating stores would be 502,160 (up 37.6% YoY).

1.2 OP and Pre-tax Profit Waterfall Chart

OP grew 23.7% from increased revenue, forex losses recorded but risk to full year guidance removed



※ The "+" and "-" sign denote the direction of the impact to operating profit and pretax profit.

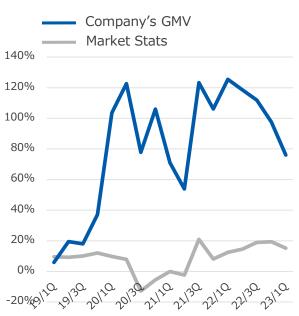
Market Stats and GMO-PG's TRX Value

Despite tough market conditions, above-market growth achieved from the increase in offline and large EC merchants

Offline TRX Value (GMO-FG Consol.)*2 Non-merchandise EC (GMO-PG)

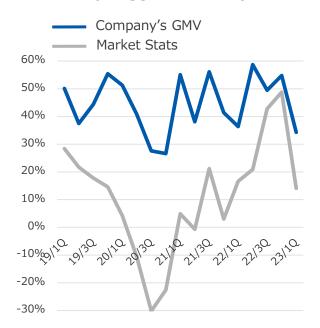
Merchandise EC (GMO-PG/PS/EP)

Company +76.0% Market +15.2%



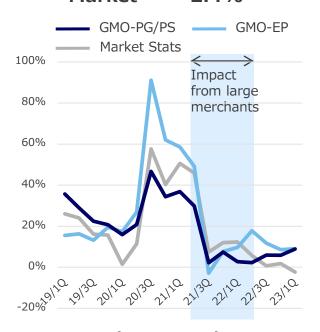
· Sales capability of payment terminal sales from collaboration with SMCC

Company +34.3% Market +14.1%



- Entering new market domains, such as large enterprises and utilities
- · Rollout of industry specific PFs and intra-industry deployment

Company +8.9% Market -2.4%

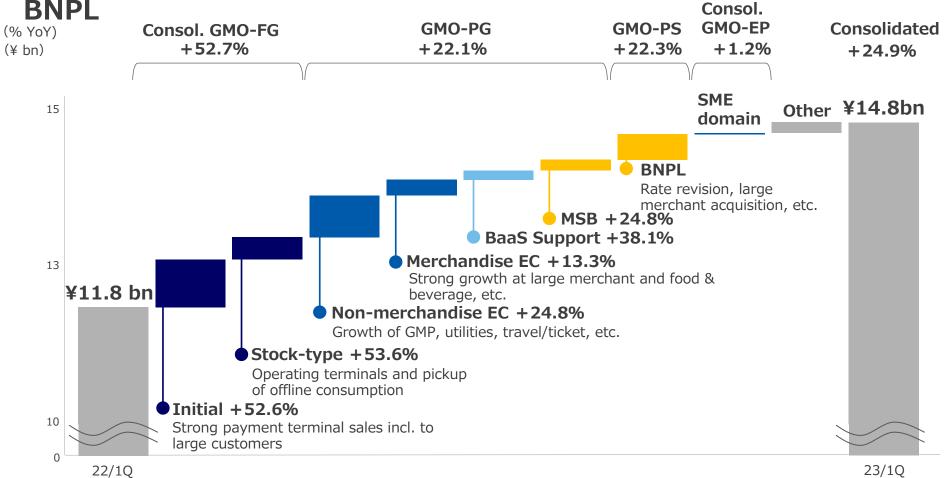


- Strategy that responds to market trends
- Acquisition of large/growing merchants

**1 Offline market: "METI's Survey of Selected Service Industries." The figures for December 2022 for offline market has not been announced as of this writing; the above figures present the YoY growth rate for Oct. ~Nov. period. EC Market: Based on data from Ministry of Internal Affairs and Communication's "Family Income and Expenditure." data has been classified into merchandise and non-merchandise based on the total internet expenditures per household.

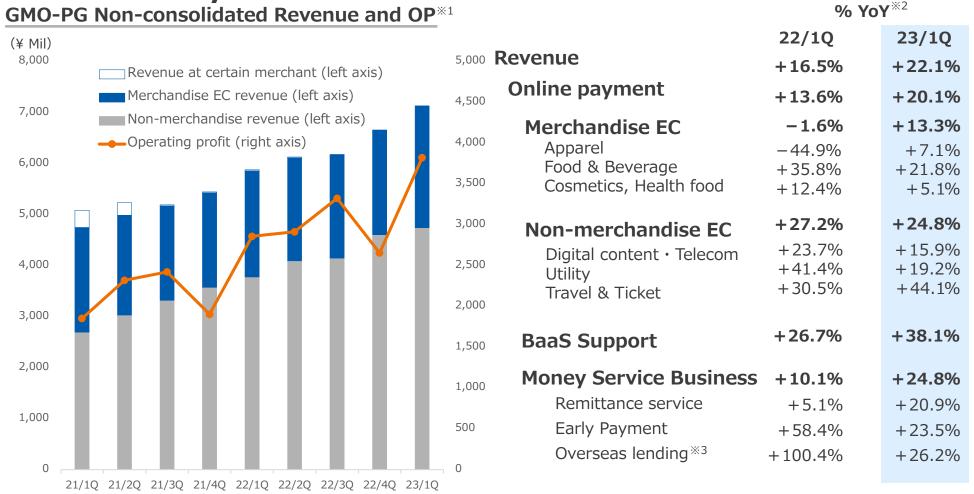
1.4 Waterfall Chart of Consol. Revenue

Growth of 24.9% from expanding offline domains, growth of nonmerchandise and recovery of large merchandise merchant and



1.5 GMO-PG Non-consolidated Performance

Online payment up 20.1% from continued non-merchandise EC and recovery of merchandise EC



*1 Figures includes BaaS support and MSB revenues. *2 Figures are before elimination and adjustments. Online payment revenue is after eliminations and adjustments. The figures for BaaS Support is the sum total for Ginko Pay and processing platform. *3 Figure for overseas lending is on a consolidated basis. Figures are after adjusting for the one-time revenue recognized in Q4 FY2021 and Q1 FY2022. Figures for PG non-consolidated would be Q1 FY2022 +46.2%, Q1 FY2023 +0.5% YoY.

1.6 Performance of GMO-EP, GMO-PS and GMO-FG^{*1}

GMO-FG trending strongly; GMO-PS impacted by rate revision; GMO-EP strengthening new initiatives

Consol, GMO-EP

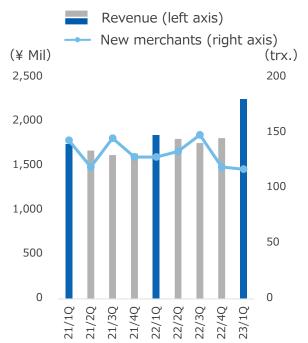
Revenue (% YoY) +1.2%



New initiatives facing challenges Strengthened management structure from Q2

GMO-PS

Revenue (% YoY) +22.3%



Revenue increased from rate revisions Progress in acquiring large merchants

Consol. GMO-FG

Revenue (% YoY) +52.7%



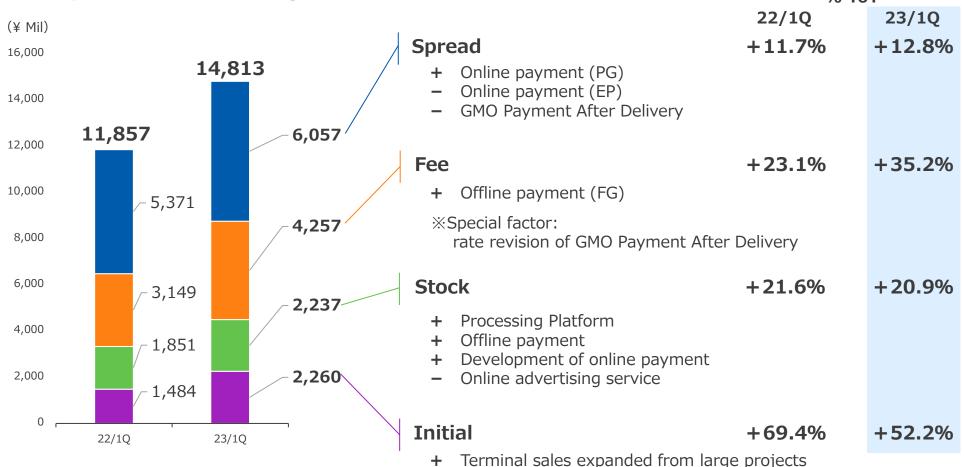
Strong terminal sales contributing to payment TRX growth Stock-type revenue up 53.6%^{*3}

X1 The figures for all the companies stated above are amounts before eliminations and consolidated adjustments. GMO-EP Consol. includes GMO-EP and GMO-MR. GMO-FG Consol. includes GMO-FG and GMO CAS.

^{**2} Figures present the number of B2C EC merchants. **3 Stock-type revenue (sum total of stock, fee and spread) is after consolidated eliminations.

1.7 Revenue by Business Model

Fee revenue up 35.2% from increased transactions and acquisition of large merchant



* The "+" signs indicate services with growth rates that are higher than 25% or if the growth rate is higher than that of the business model; the "-" indicates growth rates that are lower.



Stock

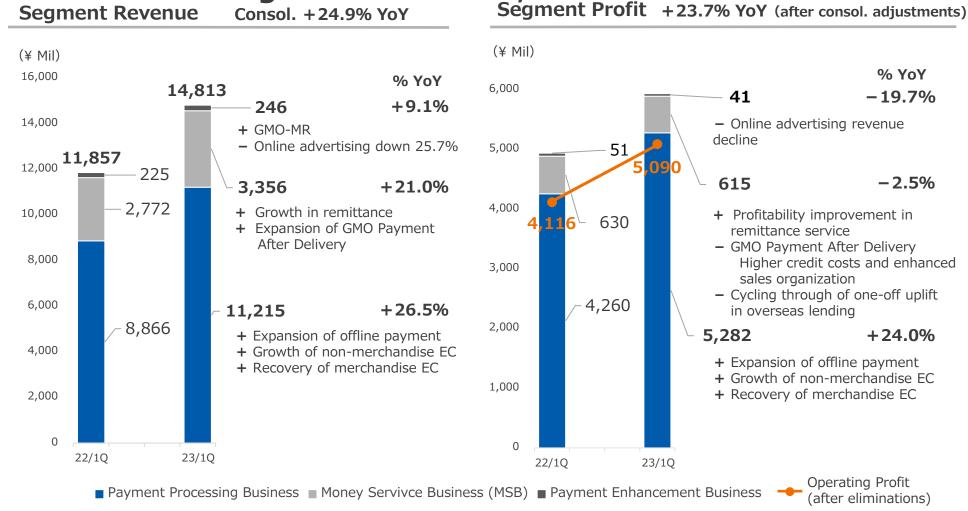
Fee

Spread

Initial

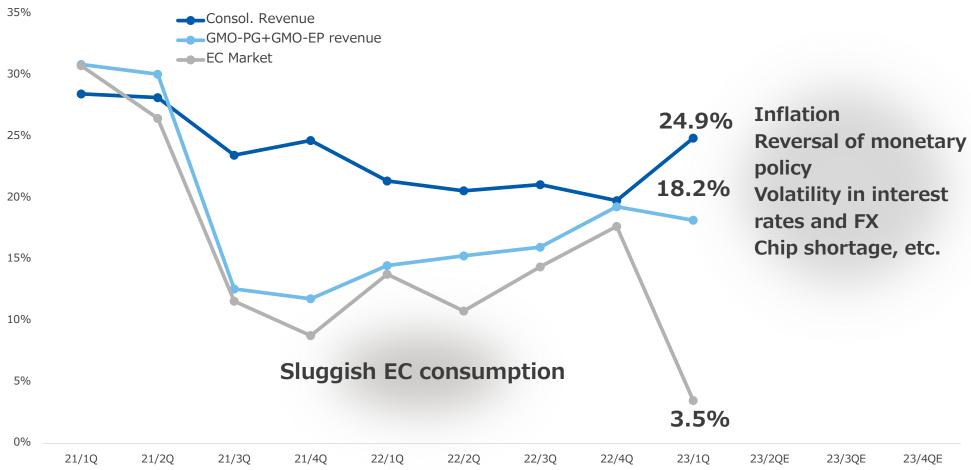
1.8 Segment Results

All segments post revenue increased but MSB segment profits decline from higher credit costs, etc.



Current Market Conditions

Q1 in-line with expectations thanks to initiatives, but business environment remains uncertain EC Market and GMO-PG's Revenue Growth (Quarterly Trend)



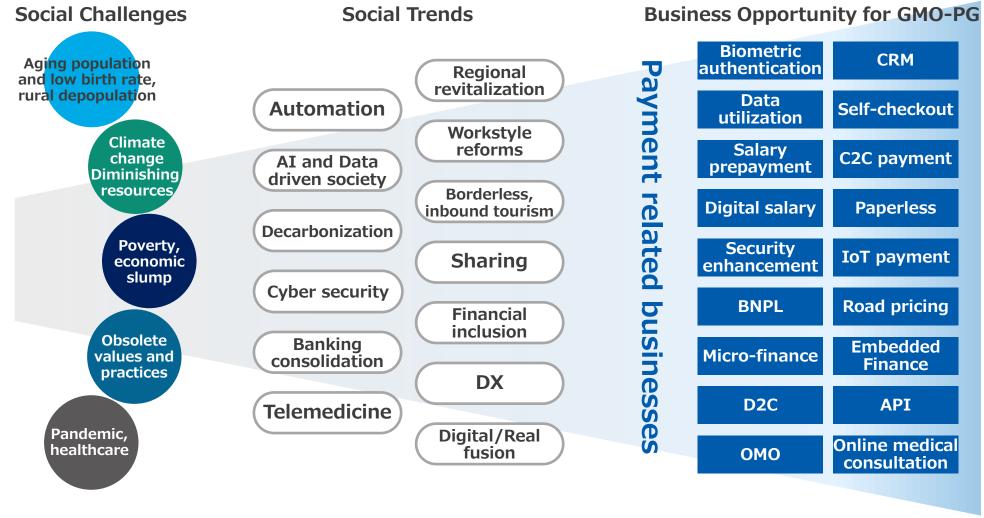
** EC Market: Based on data from Ministry of Internal Affairs and Communication's "Family Income and Expenditure," data has been classified into merchandise and non-merchandise based on the total internet expenditures per household.



2. Growth Strategy and Initiatives in Focus Areas

2.1 Business Opportunity and Medium-to-Long term Changes in Business Environment

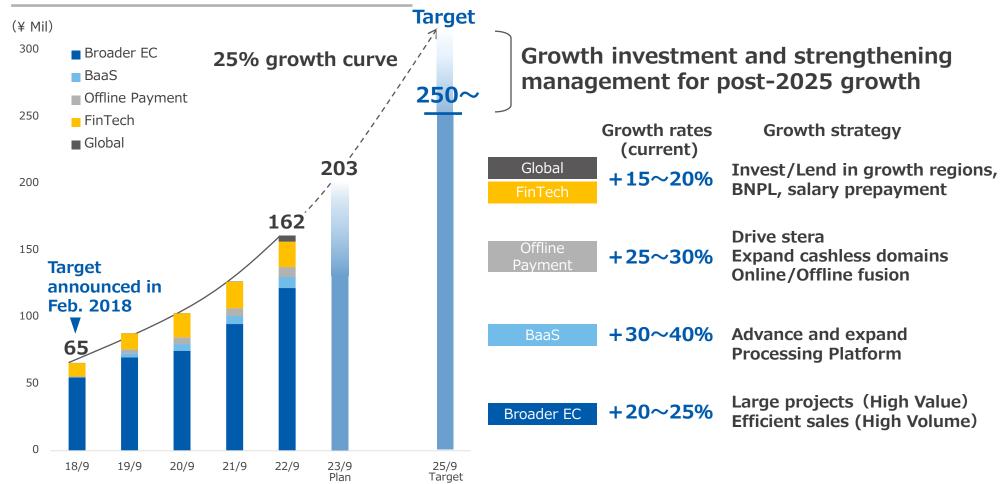
Turning society's needs into business opportunities through the payment-related businesses



2.2 Management Targets

Current OP growth and growth strategy to 2025 in the five focus areas

OP and OP Target in Five Focus Areas*1,2

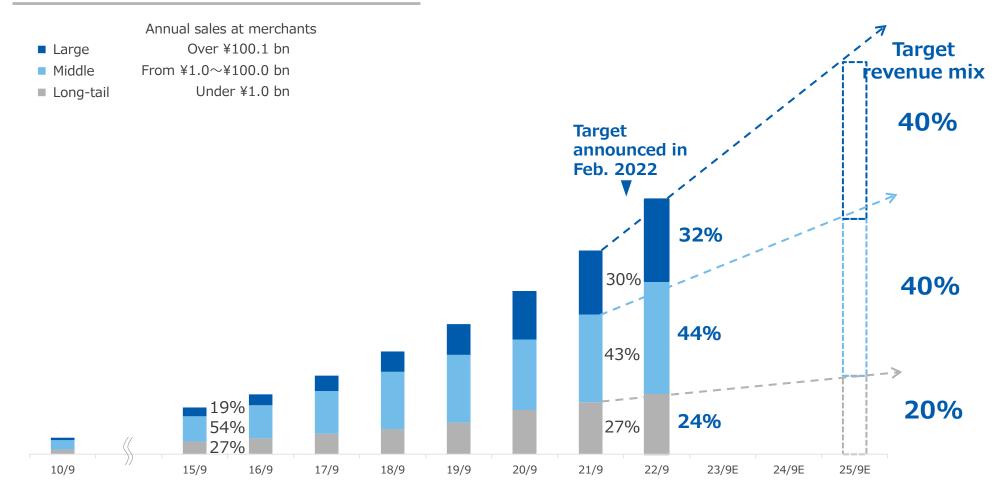




2.3 Trend and Target for Revenue Mix by Merchant Size

Making progress towards 40% revenue share of large merchants from merchant acquisitions and growth

GMO-PG: Revenue Mix by Merchant Size

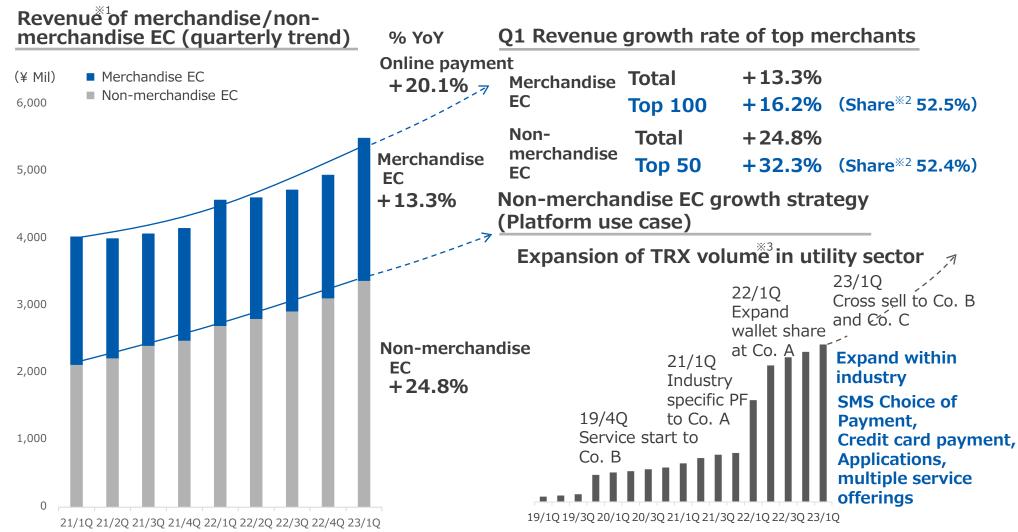


2.4.1 Broader EC:

Revenue Growth Driven by Growth of Large Merchants

Broader EC 2025 OP Target **¥18.0~¥22.0 bn**

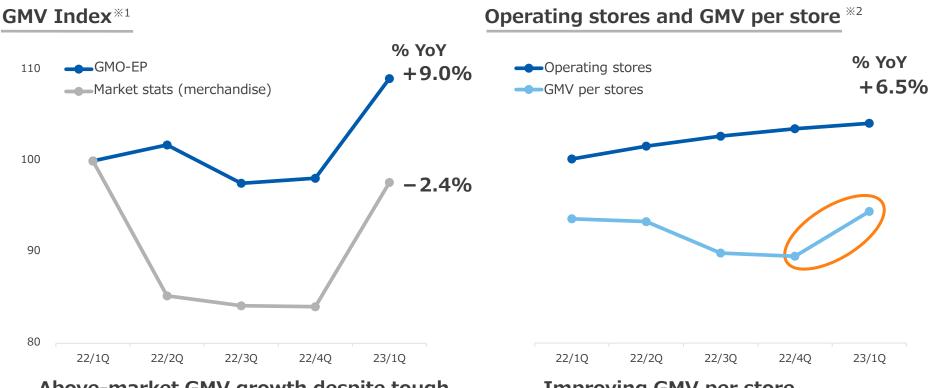
Growth driven by top merchants with a 50% revenue share



*1 Figures are merchandise EC and non-merchandise EC revenues for online payment at non-consolidated GMO-PG. *2 Proportion of GMO-PG's merchandise EC and non-merchandise EC revenues. *3 Transaction volume at electric power and gas companies.

2.4.2 Broader EC: GMO-EP's Current Condition

Continue to tackle issues despite above-market GMV growth



Above-market GMV growth despite tough market conditions

Improving GMV per store

Challenge

Sluggish revenue from rate changes given intense competition

Response

New merchant acquisitions improving by entering new market domains with fincode byGMO and collaborating with industry-specific partners

**1 GMV refers to transaction value. **2 Operating stores excludes stores using fincode byGMO. GMV per store exludes the stores using fincode byGMO and their GMV.

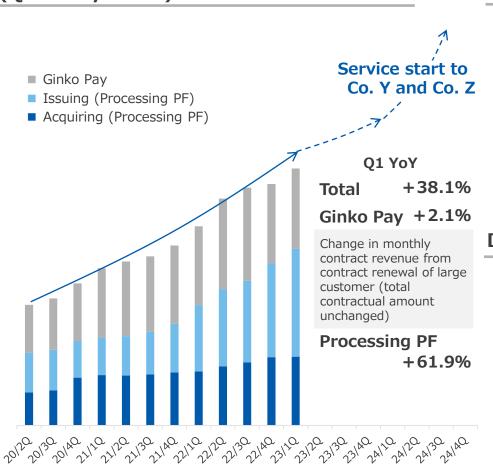


2.5 BaaS: Current and Progress of Initiatives (Embedded Finance)

BaaS
2025 OP Target
¥1.0 bn~

Progress on large project to accelerate growth from next FY

Ginko Pay & Processing PF Revenue*
(Quarterly Trend)



Key Initiatives and Progress

Processing Platform
Preparation towards large-scale credit card
issuing project
Co. X: rollout 23/1Q • Co. Y: preparing for rollout 24/1Q • Co. Z: preparing to rollout 24/2Q • Co. Z: preparing to rollout 24/2Q

Ginko Pay

Contract revision

Sales of security products

Direction of business domain expansion

Business operators

Credit card companies

City banks

Regional banks

Enhancing credit card issuing leading to larger clients and large revenue potential

Increased functionalities



2.6 Offline payment: GMO-FG's Current Condition

Offline 2025 OP Target **¥2.0 bn~**^{×1}

Expanding growth opportunities from addressing large customers and recover of offline events and inbound tourists

GMO-FG/CAS Revenue by Business Model (Quarterly Trend)*2



Recovery of Inbound Consumption



Penetrate customers by responding to industryspecific system development needs

Public service (transportation) with nationwide services Track record of acquiring large merchants in transport/travel sector contributing to customer leads

C→REX:

Stera terminal chosen for card payment service at JTBoperated accommodation and tourist facilities (from Summer 2023)

Offline events (sports stadiums, etc.): Cashless adoption at shops and food vendors

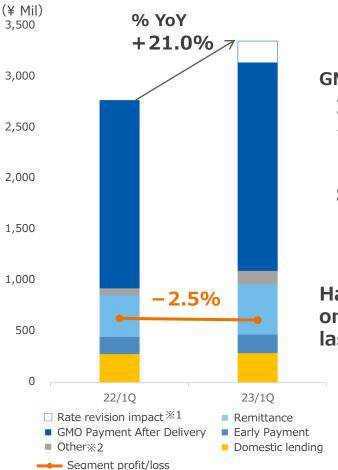
2.7 FinTech:

Reasons for Revenue Increase and Profit Decline and Response Measures

Revenue increase of 21% but profit decline due to higher

credit costs, etc.

FinTech Revenue and Profit/Loss



Reasons for revenue increase and profit decline and response measures

GMO Payment After Delivery
Increase in credit cost

→ Credit control given macro trends

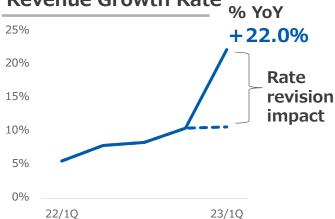
Strengthen sales structure

→ Progress on penetrating large customers

Hard comps due to sharp one-off revenue increase last fiscal year

→ Accelerate stable growth





GMO-PG Remittance service



**1 Rate revision due to the price increase of CVS payment cost. **2 Other refers to B2B factoring, finance lease, B2B AR Guarantee, Condo Pay and Instant Salary byGMO.

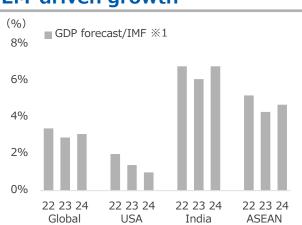
2.8.1 Global Investment Strategy

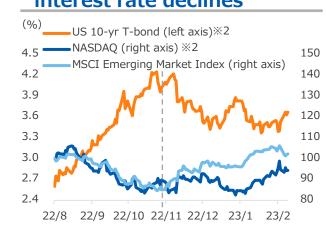
Global
2025 OP Target
¥3.0 bn~

Improve agility of investment strategy given changes in macro environment

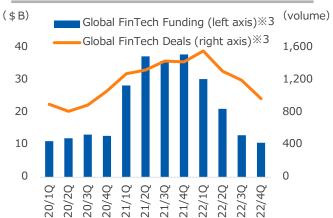
Global macro changes: slowing inflation (tapering of US monetary tightening), resumption of economic activity in China and elsewhere

Easing of recessionary concerns; Stock prices bottoming from EM-driven growth interest rate declines









Improve agility to ensure the investment opportunities are captured



Investment funds secured for now (Singapore company holds funds from 2C2P share sale), equity increased by US\$30 mil at US company)







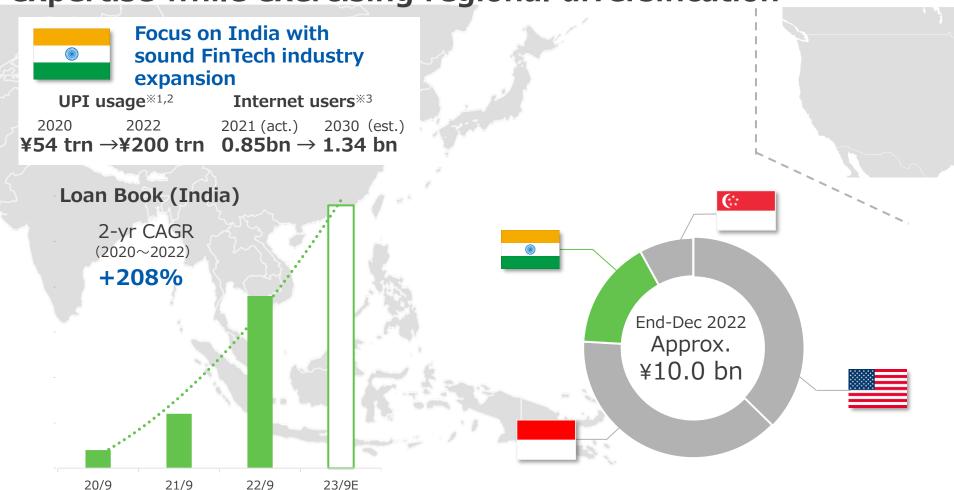
Invest in Indian VC (reinvested the S'pore's funds mentioned above) and strengthening self-funding Speeding up decision-making

**1 Based on revised outlook from IMF's World Economic Outlook, January 2023. **2 Indexed to September 1, 2022. **3 CB Insights' "State of Fintech Global 2022."



2.8.2 Area Strategy of Global Investment/Lending

Approach cutting edge FinTech regions by leveraging expertise while exercising regional diversification



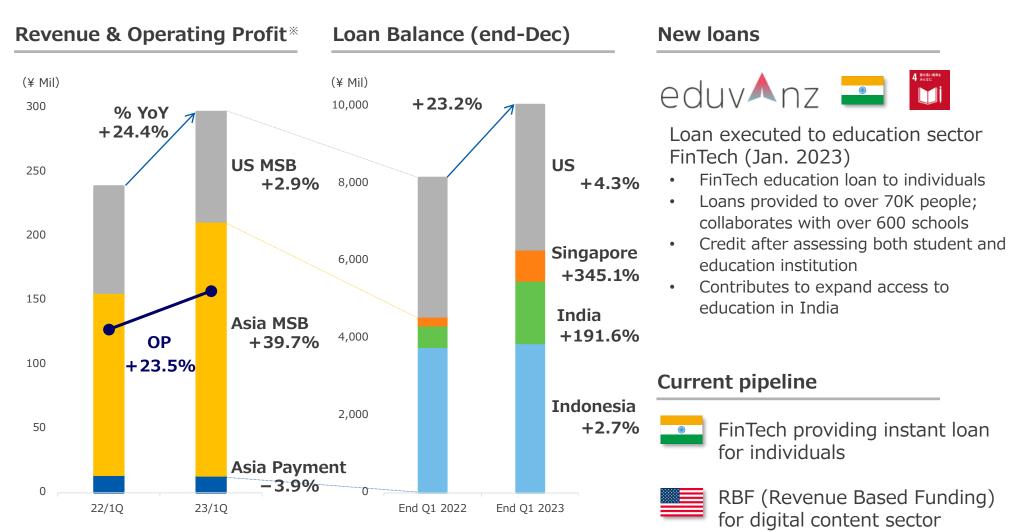
**1 UPI stands for United Payments Interface and is the largest digital payment method led by the Indian Government, where payments between individuals are free of charges with instant debit and remittance from bank accounts. Open to any user with a bank account and smartphone.

**2 National Payments Corporation of India. **3 Inc42, Statista, NPCI, Bain & Company, App Annie.



2.8.3 Global: Earnings Summary

Pipeline expanding, continue to diversify country and sector risk



* Figures exclude a one-time revenue and operating profit recorded in O1 FY2022.



3. Sustainability

3.1 Integrated Report: Enhancing Disclosure of Nonfinancial Information

Expanding non-financial information which is the foundation of value creation as we advance sustainability management

29th Integrated Report

URL: https://www.gmo-pg.com/en/corp/newsroom/pdf/20221219 gmo pg ir integrated report en.pdf



New contents

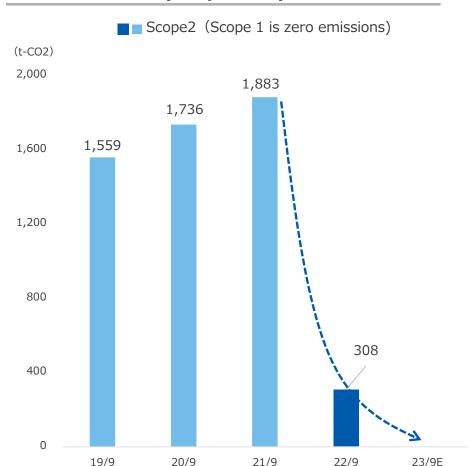
- Roundtable meeting of External Directors
 - Governance perspective
 - Company strength and challenges
- Response to climate change (information disclosure aligned with TCFD recommendation)
 - GHG emissions (Scope 1+2) 84% reduction (YoY)
- Human resource strategy
 - People determine the company
 - Partner's voices

3.2 Initiatives to Reduce GHG Emissions





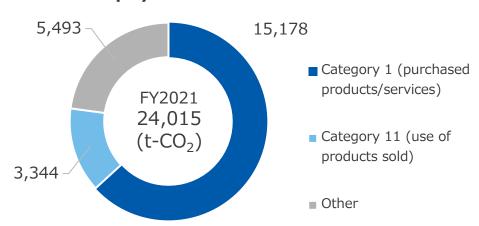
Reduced GHG emissions by 80% by implementing what is effectively renewable energy in FY2022
GHG Emissions (Scope 1+2)*
Third Party Certification



- Acquired third party certification from **SOCOTEC Certification Japan to secure** reliability of GHG emissions (Scope 1+2) reporting in FY2022
- **Currently verifying Scope 3 emissions**

GHG Emissions (Scope 3)

Main source of GHG emission from procurement of payment terminals for offline payment and use of terminal

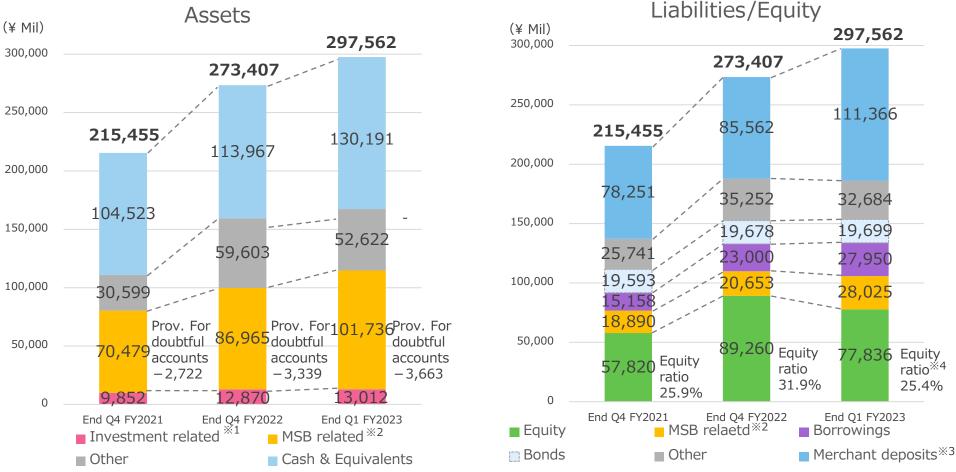


* Compiled from electricity consumption at the major companies' data centers and offices. Scope 1 are direct greenhouse gas emissions from sources that are directly controlled or owned by an organization. Scope 2 are indirect emissions associated with the purchase of electricity, steam, heat or cooling.

4. Financial Highlights and Reference Materials

4.1.1 Consolidated Balance Sheet Changes

Increase in deposits received and MSB related assets



^{*1} Securities classified under investment securities and investment accounted for under the equity method.

^{%5} Some figures are shown in net amounts of financial assets and liabilities.

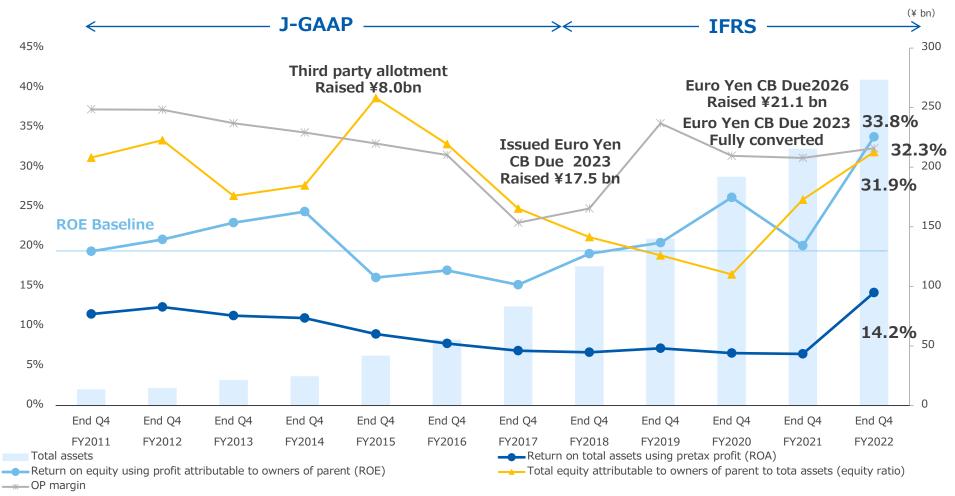


^{**2} MSB Related Asset = Lease assets, Short term loans, Advances paid, Accrued revenue (net of provision for doubtful accounts). MSB Related Liabilities = Accrued expenses

^{**3} Deposits received from merchants under the Representative Contract.. **4 Equity ratio is total equity attributable to owners of parent divided by total assets.

4.1.2 Major Consolidated Financial Indicators (Annual trend)

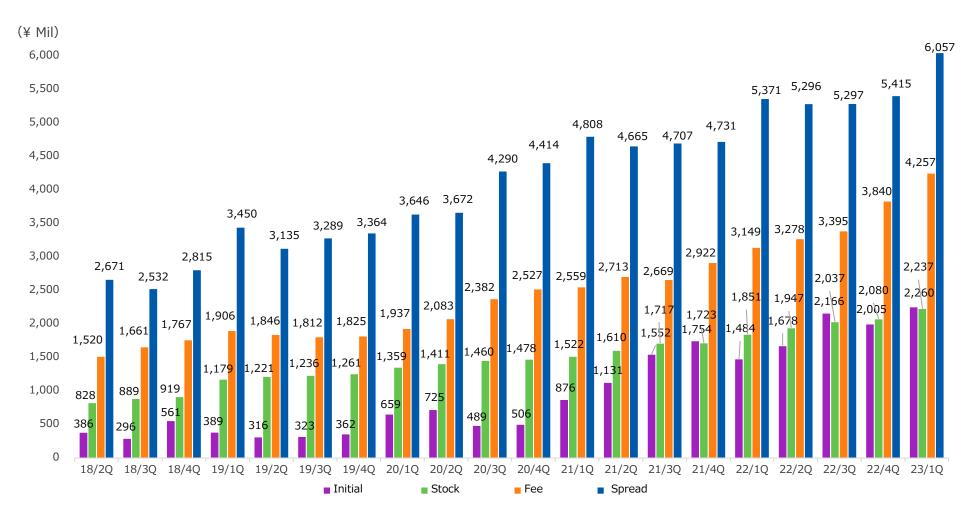
Strengthened equity base with the expansion of MSB



** Figures from FY2018 are based on IFRS standards. For figures before FY ending September 2017 are based on J-GAAP standards. As such, total assets refers to assets, equity refers to net assets and total equity attributable to owners of parent to total assets refers to equity ratio, return on total assets using profit attributable to owners of parent refers to ordinary profit to assets ratio, and return on equity using profit attributable to owners of parent (ROE) refers to net profit to equity ratio.



Consolidated Revenue by Business Model (Quarterly Trend)

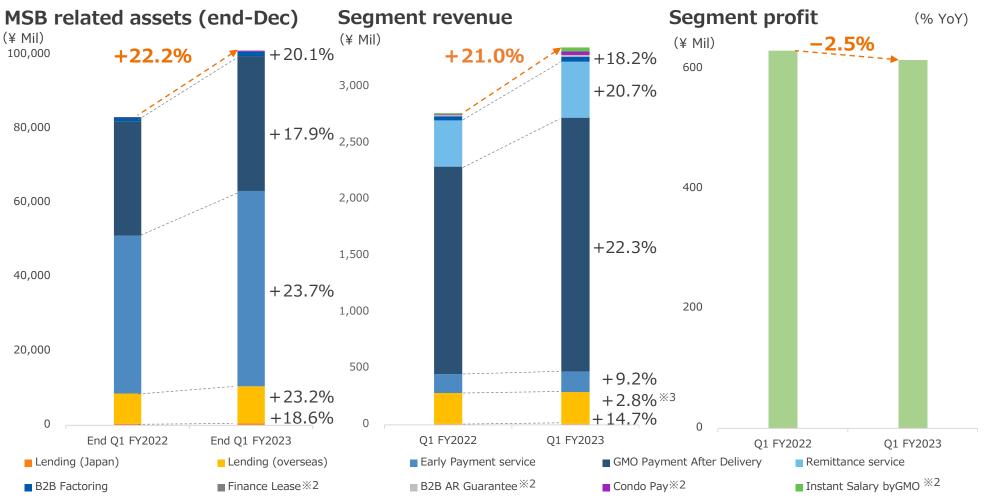


** Online advertising service (stock) and finance lease (spread) revenues are recognized as a net amount with the IFRS adoption rather than the gross method from FY Ending September 2018 The figures for revenues by business model present the continuing operations only and exclude MACROKIOSK, due to its deconsolidation in May 2020.



4.3 FinTech: Assets & Profit Growth

Profit decline from higher credit cost and change in sales mix



^{**1} Figures for GMO Payment After Delivery related assets (accrued revenues) is net of allowance for doubtful accounts.

^{*3} Includes a one-time revenue recorded only in Q1 FY2022. If excluded the revenue growth rate would be +26.1% YoY.



^{*2} The % YoY figures for finance lease, B2B AR Guarantee, Condo Pay and Instant Salary byGMO are not displayed.

4.4.1 Consolidated CoS and SG&A Ratio (Quarterly Trend)

CoS ratio fluctuates with changes in revenue mix

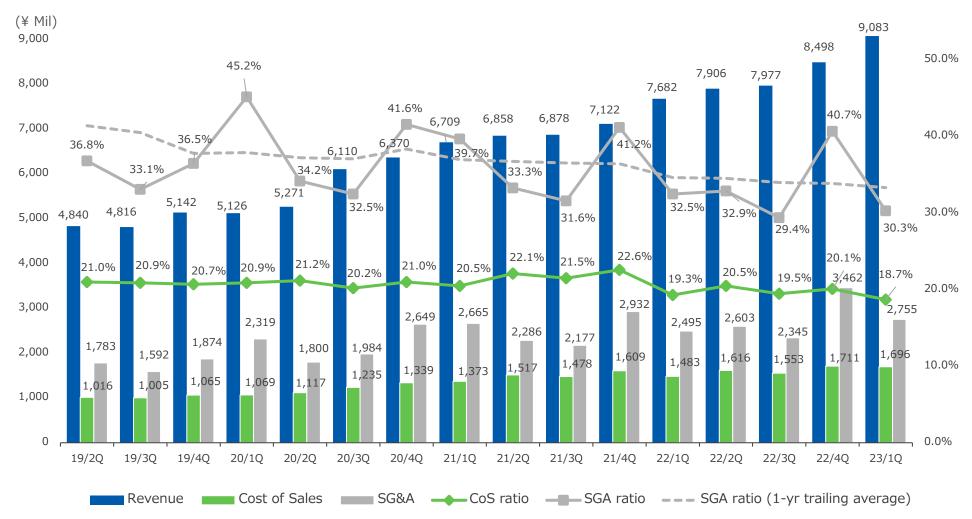


** Figures only present the continuing operation from Q3 FY2020 and onwards and exclude MACROKIOSK (reclassified as discontinued operation) due to its deconsolidation in May 2020.



4.4.2 CoS/SGA Ratio of GMO-PG & GMO-EP (Quarterly Trend)

Cost of sales ratio for online payment business trending stably



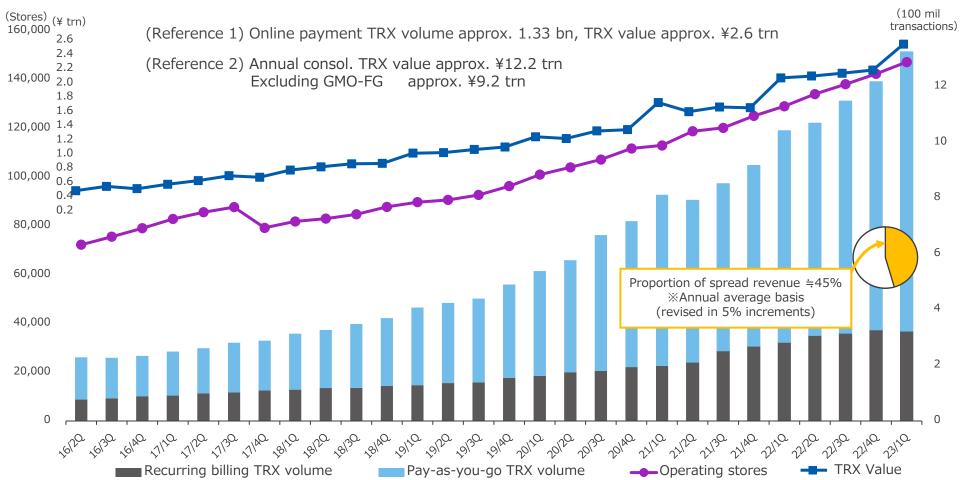
 $\ensuremath{\mathbb{X}}$ Figures are before consolidated eliminations.



4.5.1 Operating Stores, TRX Volume and Value (Quarterly Trend)

Group-wide annual TRX value reaches approx. ¥12.2 trillion

Operating stores 147,204 stores, consol. TRX volume approx. 1.46 bn, consol. TRX value approx. ¥3.6 trn ×2

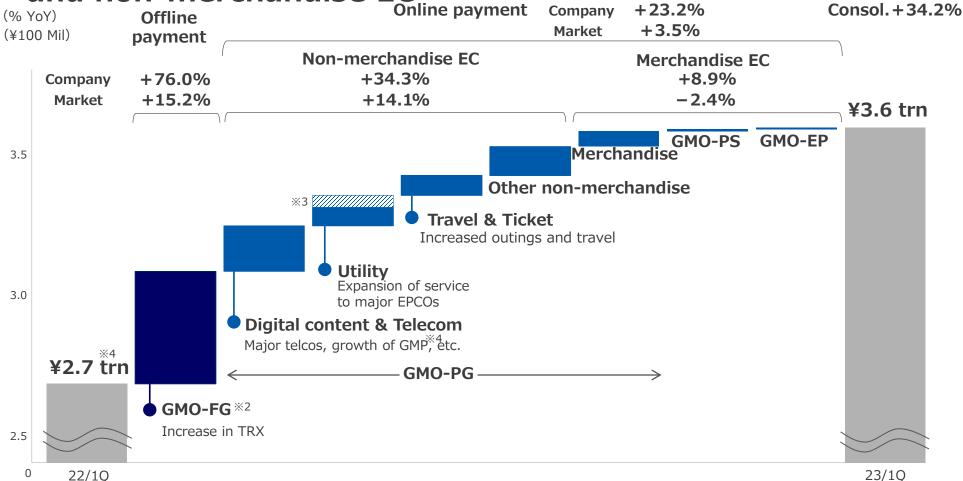


**1 The standards for calculation the number of operating stores has been revised from Q1 FY2023. Figure exclude an operating stores of a specific merchant and stores using fincode byGMO. If included, operating stores would be 502,160 (up 37.6% YoY). **2 Operating stores are measured on an end-of-quarter basis. Figures for GMV value and volume are the total for the respective quarter. **3 The graph is based using only online payment figures.



4.5.2 Waterfall Chart for Consol. TRX Value

Achieved above-market growth rate from increase in offline and non-merchandise EC

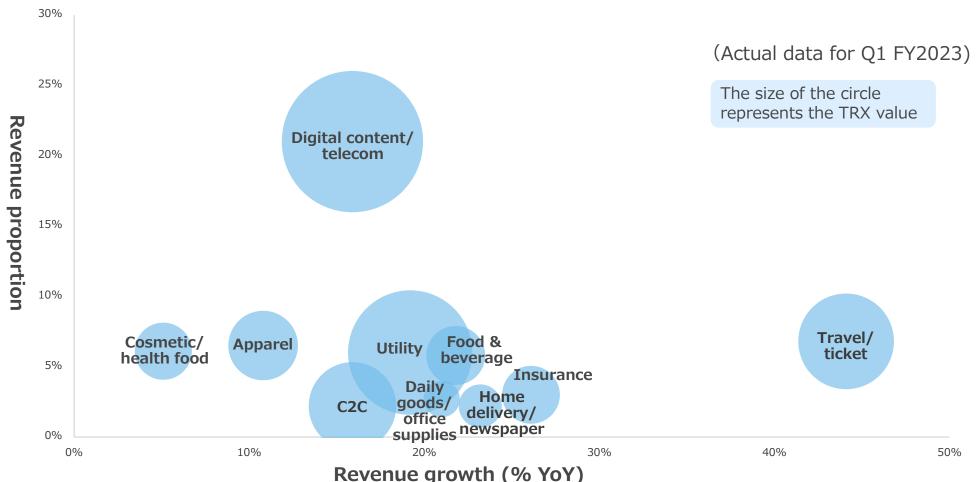


**1 Offline market: METI's "Survey of Selected Service Industries". The offline market figures show the YoY change for October to November as the December figure is undisclosed as of this writing. EC Market: Based on Ministry of Internal Affairs and Communication's "Family Income and Expenditure Survey," figures are categorized into merchandise and non-merchandise according to the Company's standards using the Internet expenditure amount per household. **2 Excludes GMO-PG's offline payment (GMO Cashless Platform)
**3 Financial institution-linked utility **4 GMP stands for Global Major Players **4 Rounded off to nearest trillion of yen.

4.5.3 Distribution of major sectors

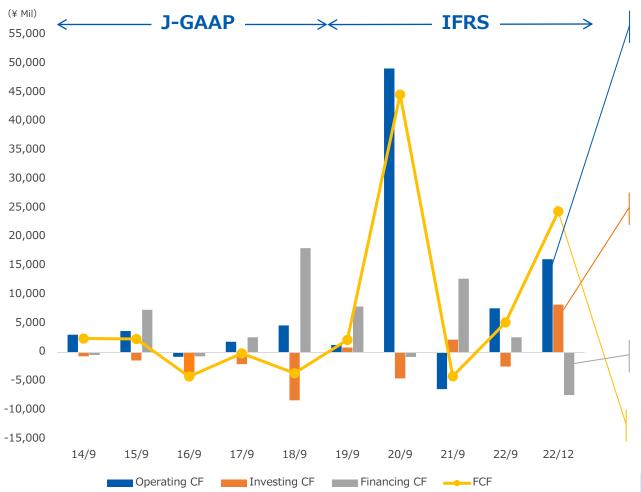
Balance both stability and growth through sector diversification

Revenue share by industry (vertical axis)/ Revenue growth rate (horizontal axis)





4.6.1 Consolidated Cashflow Statement



Q1 FY2023 changes by item (¥ Mil)

Operating CF:	+16,173				
Pretax profit Trade receivables	+4,687				
And other receivables	s –1,656				
Advances paid	−7,484				
Accrued revenues	-7,854				
Accrued expenses	+6,919				
Deposits received	+26,930				
Income taxes	-5,209				
Investing CF: Deposits into	+8,288				
restricted accounts Deposits to subsidiar	-1,161 ies				
and affiliates Withdrawals of depos	-5,300				
subsidiaries and affili					
Financing CF:	-7,378				
Net ST borrowings Dividends paid	+3,000 -12,083				
FCF :	+24,461				
Cash & Equivalents: 130,191					

% FCF is calculated as the sum-total of Operating CF and Investing CF. Only major items of the cash flow statement are shown on this page.

Mainly Money

Service Business

4.6.2 Changes in the Consolidated CF Statement

Following factors affect operating CF other than the pretax profit

Related Liabilities & Assets

Impact from business expansion

Payment Processing Business

Sales proceeds from merchants under Representative Contract Deposits received (liability)

Liability Operating CF



Yearly fluctuations can be large as annual TRX value of trillions of yen can be carried over to following year

Money Service Business

Early Payment service Advances paid (asset)

Operating CF



BNPI service

Accrued revenue (asset)

Operating CF



Accrued expense

(liabilities)

Liabilities 4

Operating CF



Others

Deposits to subsidiaries and affiliates (asset)

Investing CF



Funds that are temporarily deposited into the CMS of GMO Internet Group, which can be withdrawn at any time depending on cash requirements.

4.7 Value Proposition to Support Customer's Growth

Support growth of our customer's facing irreversible changes by implementing digital payments

Irreversible Changes and Advances

Use Cases

Progress in decarbonization



Major electric power company

OMO/Mobile order system



Major restaurant chain

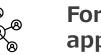
EC penetration/ Subscription of daily goods



Major food subscription

Changing values and consumption behavior;

Promotion of D2C



Foreign-capital electric appliance manufacturer

Community revitalization/
Premium coupon



Major travel agent

Our Value Proposition

Digital payment + a

Paperless migration

Improve business operations surrounding payment
Over 30 payment methods

Strengthen security

Stable system operations

Group-wide products Comprehensive capability

Payment know-how/ Proposal based sales backed by customer knowledge

Thank You Very Much CMOPAYMENT GATEWAY

GMO Payment Gateway, Inc. (3769; Tokyo Stock Exchange Prime)

URL: https://www.gmo-pg.com/en/corp/

For inquiries, please contact our IR team at the telephone number below: Corporate Value Creation Strategy Division (IR Department)

TEL: +81-3-3464-0182

E-mail: ir-contact@gmo-pg.com