Financial Results Briefing for FY2021

Growth returns to cruising speed; Expanding business scale for post-2025 growth

November 12, 2021 67th Investor Meeting

CMOPAYMENT GATEWAY

Agenda

- 1. Summary of Financial Results for FY2021
- 2. FY2022 Forecast
- 3. Growth Strategy
- 4. Initiatives in Focus Areas
- 5. Financial Highlights and Reference Materials

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 November 12, 2021.

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 FY2021

1.1 Earnings Summary

Revenue & OP grew over 25%; DPS raised ¥7 vs. previous year

IFRS (¥ Mil.)	FY2020		Guidance YoY)		1 Results YoY)	Achievement vs. Guidance (%)
Revenue	33,046	39,792	(+20.4%)	41,667	(+26.1%)	104.7%
Operating Profit	10,388	12,985	(+25.0%)	12,987	(+25.0%)	100.0%
Pre-tax Profit	10,989	12,426	(+13.1%)	13,285	(+20.9%)	106.9%
Profit Attributable to Owners of Parent	7,624	7,930	(+4.0%)	8,818	(+15.7%)	111.2%
EBITDA	11,839	-	-	14,889	(+25.8%)	-
DPS (¥/shr)	¥52	¥54	(+¥2)	¥59	(+¥7)	-
		Operating stores at end of Sep. 2021		Volume Sep. 2021)	Consol. TRX (Oct. 2020 ~ Se	
KPI(%YoY)	1/.1.7.10 \ T \land		Approx. 3.54 bn (+36.9%) Approx. ¥8.0 tr. (+36.9%) o.w. online approx. 3.39 bn (+34.7%) o.w. online approx. ¥6.8 tr. (+2.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4		_	

^{**} Due to the deconsolidation of MACROKIOSK in September 2020, the above figures for revenues, operating profit, pre-tax profit and EBITDA in FY2020 present the amounts for continued operations only and exclude the discontinued operations.

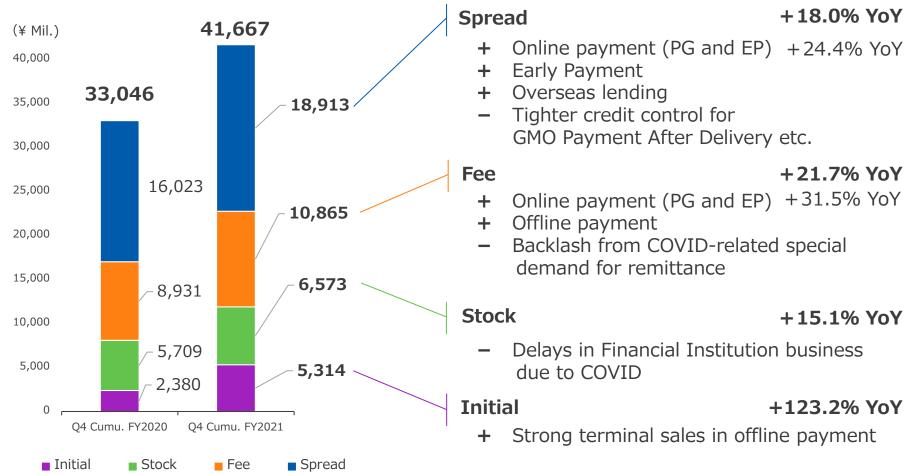
EBITDA=Operating Profit + Depreciation.

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

^{**} Operating stores exclude a certain merchant and exclude stores related to a major delivery company. If included, operating stores would be 311,477 stores (down 3.9% YoY).

1.2 Revenue by business model (Q4 cumulative)

Payment related services grew strongly despite the hard comps from last year's strong nesting demand



^{**} Due to the deconsolidation of MACROKIOSK in FY2020, the above figures present the amounts for continued operations only and exclude the discontinued operations.

1.3 Segment results (Q4 cumulative)

Payment Processing Business grew 33.7% from robust online payment and offline terminal sales

Segment OP Segment revenue Up 26.1% YoY (Consol.) Up 25.0% YoY (after consol. adjustments) (¥ Mil.) 45,000 +19.2% YoY 2,093 +16.3% YoY 15,500 + Strong Early Payment service + Strong GMO-MRT 40,000 + Control of provision for - Sluggish SSL service doubtful accounts 13,500 35,000 10,151 +7.8% YoY1,799 602 + Growth in Early Payment 11,500 30,000 - Tighter credit control of domestic MSB 14,424 +24.6% YoY 9,500 25,000 9,416 +33.7% YoY 30,812 + Growth of online payment + Growth of online payment + Expansion of offline payment 20,000 7,500 + Expanding of offline payment 11,581 23,037 15,000 o.w. online payment 5,500 + 23.0% -106 (-)10,000 3,500 Impairment of GMO-MRT due to recent business conditions and underperformance from 5,000 1,500 plans (500) Q4 Cumu. Q4 Cumu. Q4 Cumu. Q4 Cumu. FY2021 FY2020 FY2020 FY2021 ■ Payment Processing Business ■ Money Service Busines (MSB) ■ Payment Enhancement Business — Operating Profit

Due to the deconsolidation of MACROKIOSK in FY2020, the above figures present the amounts for continued operations only and exclude the discontinued operations.

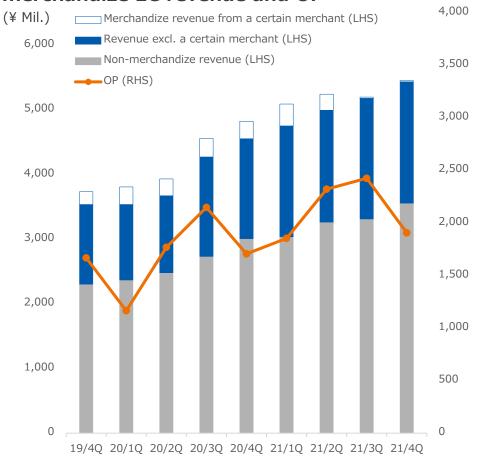
Copyright (C) 1995 GMO Payment Gateway, Inc. All Rights Reserved.

※ GMO-MRT: GMO Medical Reservation Technologies Co Ltd.

1.4.1 GMO-PG non-consolidated performance (quarterly trend)

Growth sustained at 20% cruise speed level despite falloff of

COVID special demandGMO-PG non-consolidated: merchandize and nonmerchandize EC revenue and OP



	% YoY	2-yr CAGR
Revenue	+12.8%	+ 19.8%

Revenue breakdown of major items:

Online payment	+14.6%	+ 18.6%	
Merchandize EC	+ 1.4%	+ 11.2%	
Apparel	-45.1%	-10.1%	
Food & Beverage	+48.8%	+42.5%	
Cosmetic, Health foods	+10.8%	+18.8%	

Non-merchandize EC	+23.8%	+ 20.1%
Digital content	+39.4%	+37.3%
Utility	+52.2%	+27.7%
Travel & Ticket	+22.7%	-10.5%

Money Service Business

Remittance service	- 6.0%	+ 26.9%
Early Payment service	ce + 76.1%	+ 3.3%
Overseas Lending	+64.8%	- 6.1%

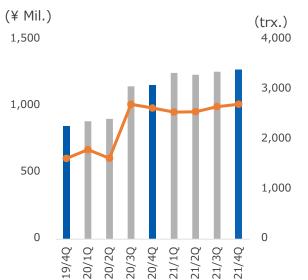
X GMO-PG stands for GMO Payment Gateway, Inc.

Performance of GMO-EP, GMO-PS and 1.4.2 **GMO-FG** (quarterly trend)

EP/PS affected by hard comps from peak COVID demand in previous Q4; strong terminal sales at FG

Revenue and major KPI's by company

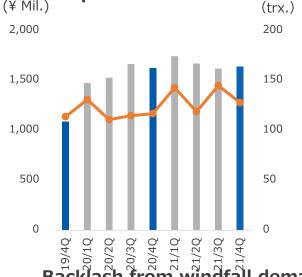




Merchandize EC demand in the SME sector cycles through

GMO-PS

Revenue + 1.0% YoY (2-yr CAGR) + 22.7%+9.4% acquisitions (¥ Mil.)

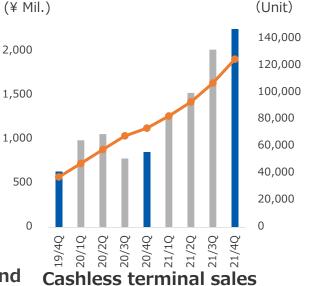


last vear and tighter credit control to reflect macro

GMO-FG Consol.

Revenue (LHS) - KPI (RHS)

Revenue +163.0% YoY(2-yr CAGR) +88.2% Operating terminals +69.4%



increases FG's initial revenue +261.7%

GMO-EP: GMO Epsilon, GMO-Med: GMO Medical Reservations Technology. GMO-PS: GMO Payment Service, GMO-FG: GMO Financial Gate and GMO Card Sysem **GMO** PAYMENT GATEWAY

1.5 FY2021 Takeaways

Execute on midterm growth initiatives; agile group management thanks to diversification and 25% OP growth

- Fully commenced rollout of payment platform to industry leaders
- Furthering collaboration with major business partner
- Sustain 25% OP growth despite tighter credit control
- **Expand BNPL payment service**

Business

Short term

- EC usage in the "New normal" lifestyle is here to stay
- Strong terminal sales to lay the groundwork of future offline payment
- GMO-PS and GMO-EP seeking to return to growth after the last year's windfall
- Over 25% growth in revenue, transaction volume and value



- Continued strengthening sales capability through management hirings and reorganization
- Strengthened development capability with Buffort becoming part of the Group

Financial

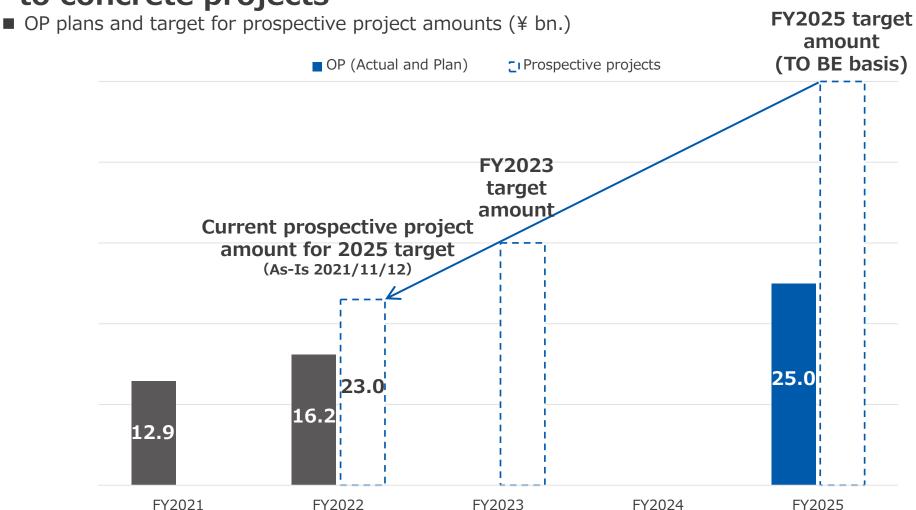
- Capital increased from CB conversion, equity ratio uplifted by 7.9% *
- Raised ¥21.1bn from new CB issue

** Calculated by using total assets as of end September 2021 as denominator, and the increase in equity dur to CB conversion as numerator.

2. FY2022 Forecast

2.1 Positioning of FY2022 for achieving 2025 targets

Create over 2x prospective projects by moving from initiatives to concrete projects



2.2 Consolidated forecast

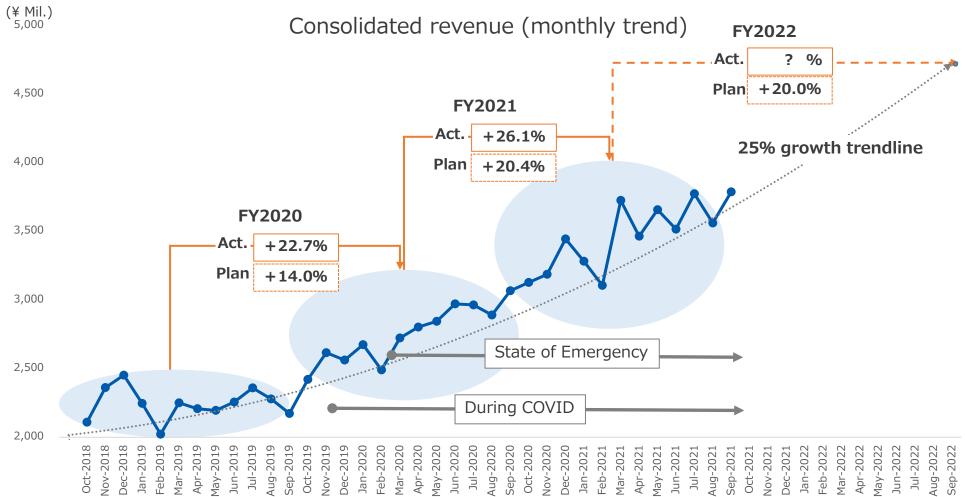
Guidance for revenue growth of 20%. OP growth 25%

FY2022 Consolidated Earnings Forecasts

IFRS (¥ Mil.)	FY2021 Actual	FY2022 Forecast	% YoY
Revenue	41,667	50,000	+20.0%
OP	12,987	16,234	+25.0%
Pre-tax	13,285	15,538	+17.0%
Net Profit	8,982	10,048	+11.9%
Profit Attributable to Owners of Parent	8,818	9,860	+11.8%
DPS (¥/shr)	¥59	¥66	+¥7

2.3 Topline guidance explained

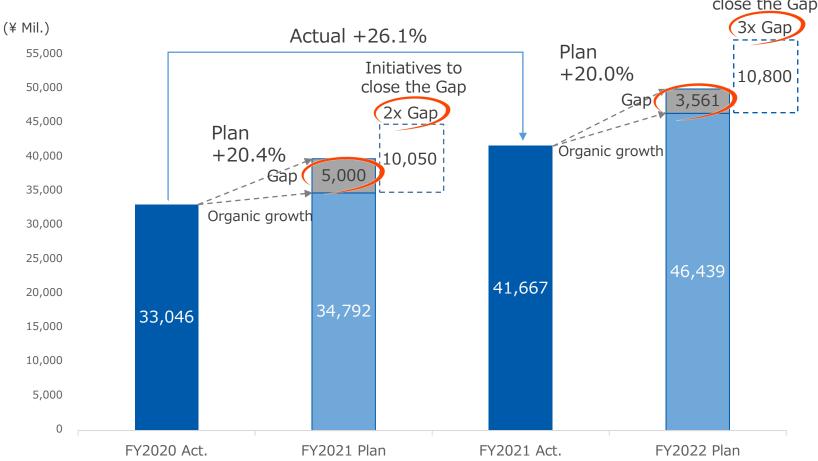
Return to 25% growth trend, but guidance is conservative to factor in various risks



2.4 Scenario to achieve revenue guidance

Projects underway amount to 3x the "gap" (= difference between revenue plan and organic revenue amount)

■ How the revenue plan, the "gap" and various initiatives all tie in Initiatives to close the Gap



3. Growth Strategy

3.1 Acceleration of OP growth

The incremental OP amount has increased by expanding scope of the business 2010 2015 2020 2021 2025 TRX Value (¥ tr.) 0.3 5.8 8.0 2.0 20~25 x2.5x2.5 **x3 Operating Profit** x3.5~ **OP** increment of ¥10bn in 20 years ¥6bn in 2 years 2022 ¥16.2 bn 2020 ¥10.3 bn

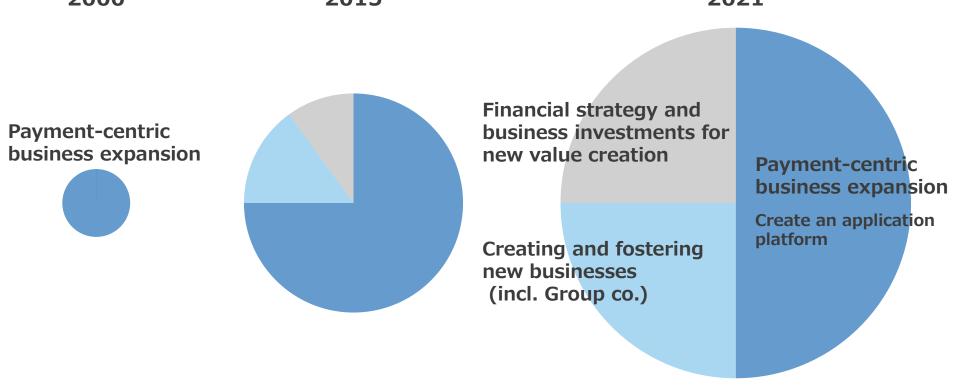
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025



3.2 Factors for sustainable growth

Aim for higher enterprise value and sustainable growth by ensuring execution of the 3 factors

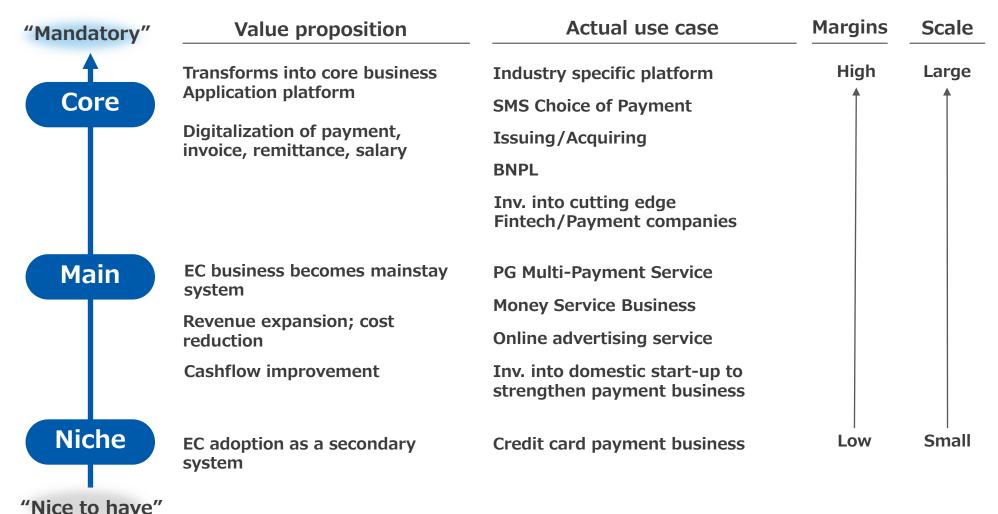
2000 2015 2021



Secure personnel recruits and talent development

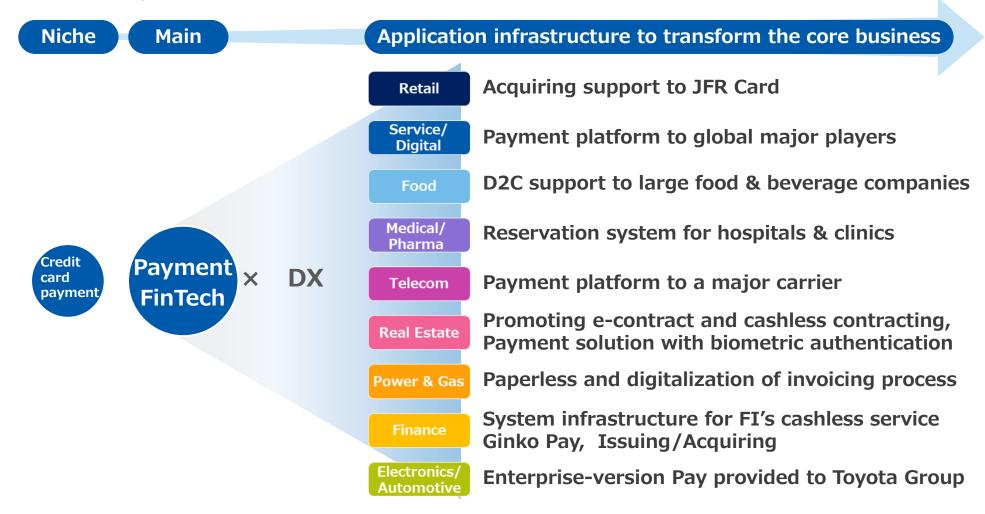
3.3.1 Business expansion strategy

Digitalize payment aspect of core businesses of large companies



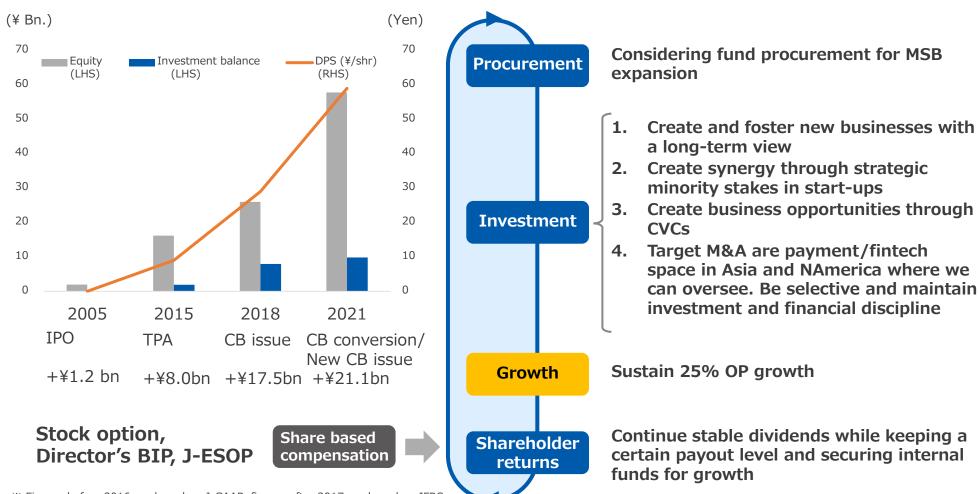
3.3.2 Application infrastructure

Provide DX platform to the core businesses of various sectors/industries



3.4.1 Investment and Financial strategy

Accelerate the investment/growth cycle to scale up business

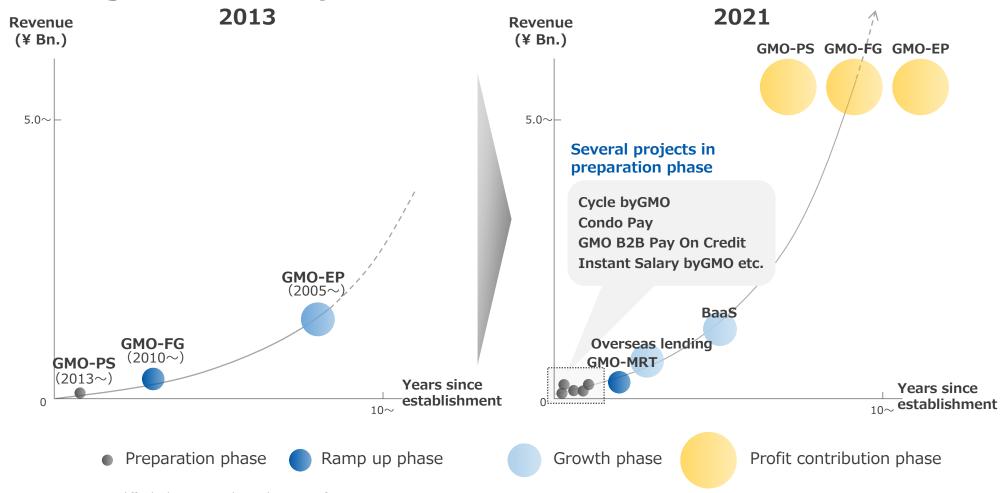


Figures before 2016 are based on J-GAAP, figures after 2017 are based on IFRS. Investment balance is the sum total of investment securities and securities account by equity method DPS adjusted for stock split carried out in October 1, 2014 of 1:2 and in October 1, 2018 of 1:2.



3.4.2 Creation and expansion of new business

Scale up newly created businesses through action plans during the Growth phase

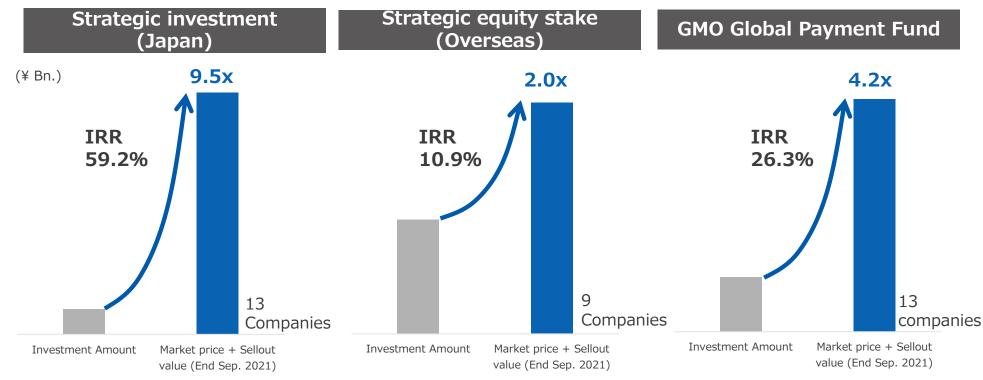


 $[\]times$ Operating margins differ by business and is in the range of 10 \sim 50%. GMO-EP: GMO Epsilon, GMO-PS: GMO Payment Service, GMO-FG: GMO Financial Gate, GMO-MRT: GMO Medical Reservation Technology



3.4.3 Strategic investment (Minority stake into start-ups)

Create strategic synergies while also securing investment returns



- Expand revenue and remittance as the business part to the investee
- Build partnerships with investees to expand overseas business
- Expand revenue through lending to investees in the GMO-VP CVC fund
- 8 year into investment, our investees are riding the Fintech megatrend and expanding earnings
- Profit contribution from investment from GMO-VP, etc.
 (2020 approx. ¥0.3bn, 2021 approx. ¥0.4bn)



4. Initiatives in Focus Areas

4.1 Broader EC

Targeting large merchandize/non-merchandize EC operators, Quarterly trend of GMO-PG non-

focus on SME sector

2021 2025 (Act.) (Plan as of 2021) 18.0~22.0 OP (¥ bn.) 9.5

Growth scenario

- 1) Inroads to non-merchandise and merchandise EC
- 2) Payment p/f to industry leaders
- 3) Approach GMPs (Global Major Players) and target domestic/global large merchants through partnerships with GMPs

	FY2021	FY2022	
	2H	1H	2H
GMP Co. C			••
SME sector			•
GMP Co. B			•••••
Real Estate PF			••••••
Telecom PF	First phase s	tarted in end	Sept.NEW
Utility Co. B	Commenced	partial service	es NEW'
GMP Co. A	Revenue contribution from Q1 FY2021		
TEPCO EP	GMV steadily increasing from Nov. 2020		

(¥ Bn.)(incl. merchandize and non-merchandize) ■ Merchandize EC 1,400 ■ Non-merchandize EC 1,200 1,000 800 200 19/9 20/12 20/3 20/6 20/9 20/12

consolidated TRX value for B2C EC sector

^{*} Figures show the transaction value of B2C EC merchants that use the PG Multi-Payment service

4.2 BaaS & Cashless

(Embedded Finance)

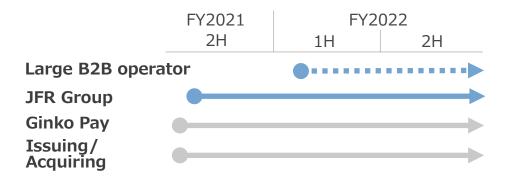
Target OP ¥1.0 bn in 2025 by service diversification and lateral expansion within the sector

2021 (Act.) 2025 (Plan as of 2021)
OP (¥ Bn.) 0.6 1.0~

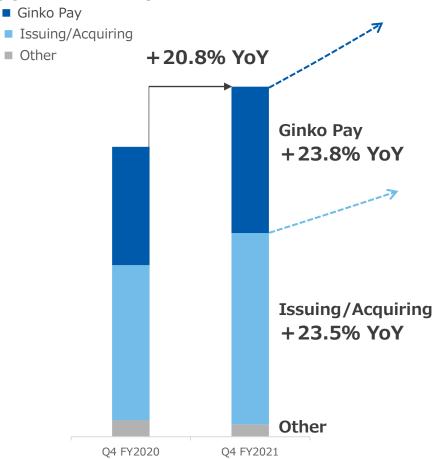
Growth scenario

- 1) Platform customized to specific customers
- 2) Lateral expansion within sector incl. large companies
- 3) Service diversification and approach to other operators including retailers

Progress on Priority Initiatives and new projects



Stock revenue from services to financial institutions (Q4 standalone)



4.3 Offline & IoT

Capture the gigantic offline market by leveraging the synergy between

IoT & EC business and stera



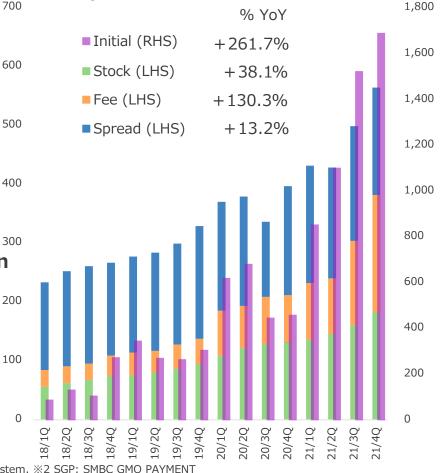
Growth scenario

Market

- 1) Accelerated acquisition of large merchant thanks to stera
- 2) Business reorganization and enhanced collaboration at SMBC GMO PAYMENT
- 3) Synergy between online/offline (e.g. stera)
- 4) Inroads into Unattended Market
- 5) Tap-and-Pay implementation in Mobility domain

Progress on Priority Initiatives and new projects

	FY2021	FY2022		
	2H	1H	2H	
stera	Marketing activities underway since April through collaboration with SGP*2			
Unattended	April till ough collaboration with 5GP %2			



Quarterly trend GMO-FG & GMO-CAS's

revenue by business model

**1 The OP target for 2025 includes companies other than GMO Financial Gate and GMO Card System. **2 SGP: SMBC GMO PAYMENT **3 Figures are taken from GMO Financial Gate's disclosed financial statements.



%3

(¥ Mil.)

4.4 FinTech

Aim to return to 25% growth through new merchant acquisitions for Payment After Delivery and new services

2021 2025 (Act.) (Plan as of 2021) **OP** (¥ bn.) 2.0 3.0~

Growth scenario

- 1) Asset shift to high margin services*
- 2) Expand GMO Payment After Delivery and merchant acquisitions
- 3) Expand sales of B2B financial services **GMO B2B Pay on Credit, B2B Payment** Guarantee, etc
- 4) Financial inclusion: Instant Salary by GMO, **GMO Payment After Delivery**

Progress on Priority Initiatives and new projects



O4 cumulative revenue for FinTech services





Remittance service

Targeting new merchants on emerging needs at new merchant

GMO Payment After Delivery

Aiming to increase merchant acquisition while maintaining tighter credit

Lending

Closely watching macro environment to ascertain timing to expand

Q4 Cumu. FY2020 Q4 Cumu. FY2021

+7.8%

Lending **GMO Payment After Delivery B2B** Factoring

Early Payment

Remittance

Finance lease

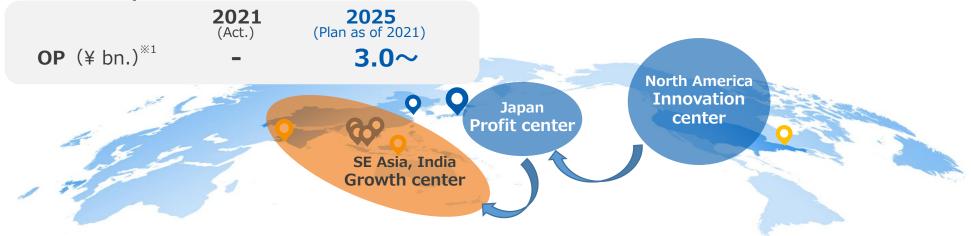
FY2022

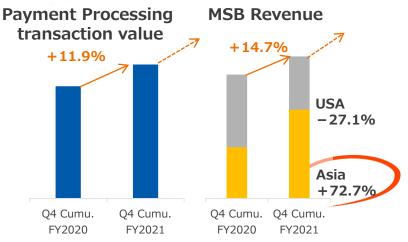


^{**} High margin services is defined as service where the ROIC exceeds the WACC: Payment after delivery, overseas lending, B2B factoring (B2B early payment, invoice early payment), B2B AR guarantee, etc.

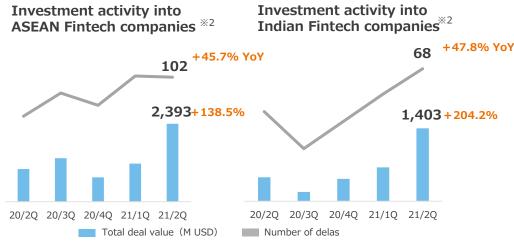
4.5.1 Global: Investing & lending strategy (1)

Growth acceleration from synergy between growing markets of Asia, India and North America





Asia & India's Fintech market activity increasing



Calculated be subtracting the values for China, Hong Kong, Australia and India from the ASEAN value as reported by ASPAC.

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 $[\]ensuremath{\%1}$ Global OP in FY2020 is included in FinTech.

^{%2} KPMG "Pulse of Fintech H1 '21"

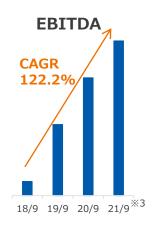
4.5.2 Global: Investing & lending strategy (2)

Gain cutting edge knowledge by building portfolio of leadingedge Fintech companies

Country/ Region	2022 GDP growth (%) ^{*1}	Method of approach	Major lending & investing / business portfolio
SE Asia	5.8	Benefit from expanding market; invest & lend to promising local companies	investree Green Finance
India	8.5	Capture expanding market; invest & lend to promising local companies	SEE P.47 SEE P.47 SEE P.47 Executed impact loan
USA	5.2	Invest & lend to promising local companies, transfer, feedback and acquire latest knowledge	Leading edge Fintech companies

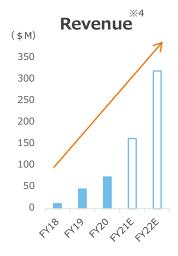


- Major PSP in SE Asia focusing on Thailand
- Direct investment (29.3% stake) and GPF investment **2
- Acquired global major player's local presence and improved sales portfolio





- Major BNPL provider mainly in Indonesia
- Direct lending and equity stake through GPF *2
- Established strong market position, benefiting from high market growth



redivo

^{※1} Excerpt from IMF's "World Economic Outlook October"

^{※2} GPF stands for GMO Global Payment Fund investment partnership

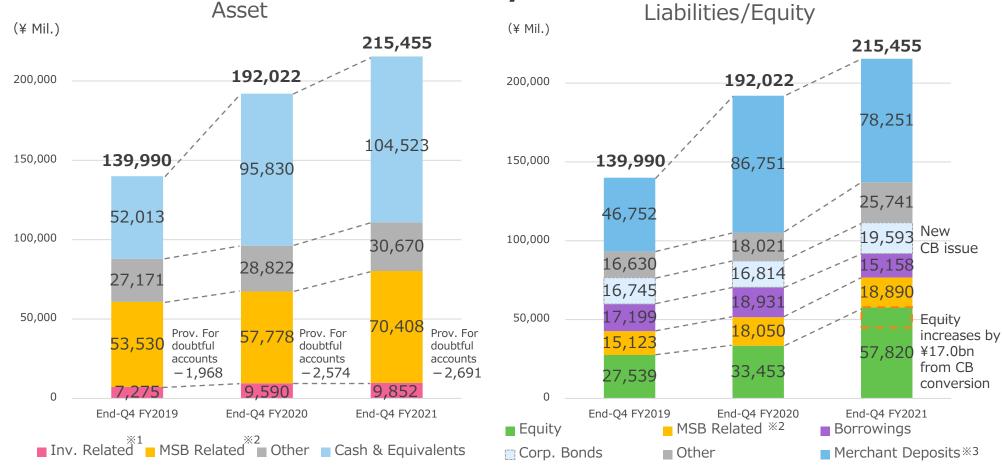
^{%3 2}C2P figures show Q3 cumulative numbers

^{**4} Kredivo's "INVESTOR PRESENTATION August 2021" disclosure materials for SPAC listing plan.

5. Financial Highlights and Reference Materials

5.1 Balance Sheet Changes

Financial strength improves as equity reaches ¥57.8bn, an increase of ¥17.0bn from Euro-yen CB conversion



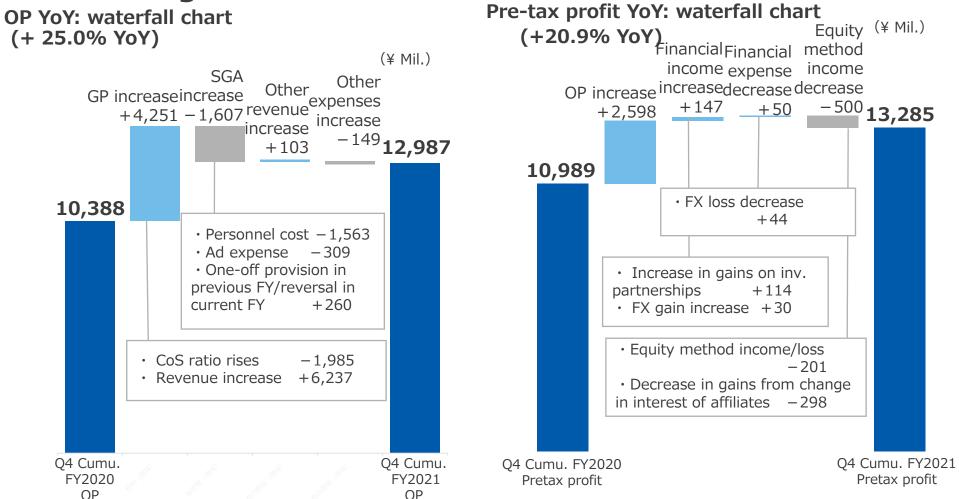
^{*3} Deposits received from merchants under the Representative Contract. *4 Some figures are shown in net amounts of financial assets and liabilities.



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

5.2 OP and Pre-tax Profit Waterfall chart (Q4 Cumulative)

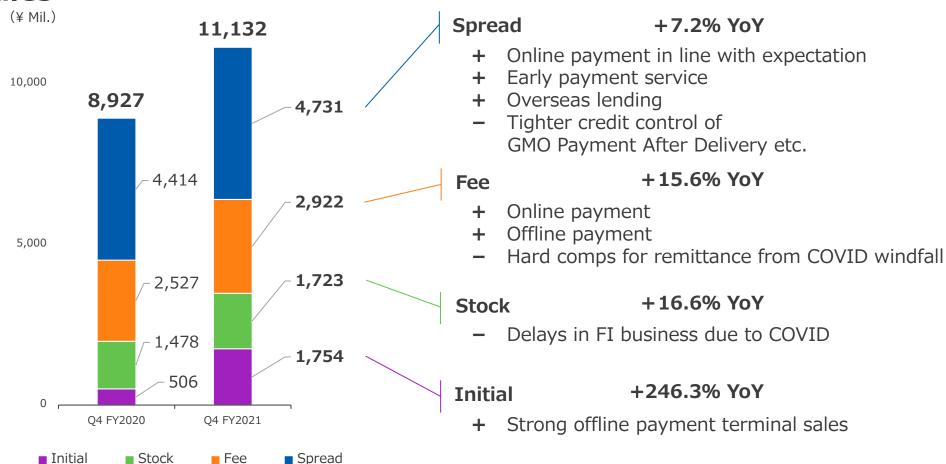
Strong FG revenue growth offset the cost-of-sales increase; continuing to control credit related cost



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

5.3.1 Revenue by Business Model (Q4 standalone)

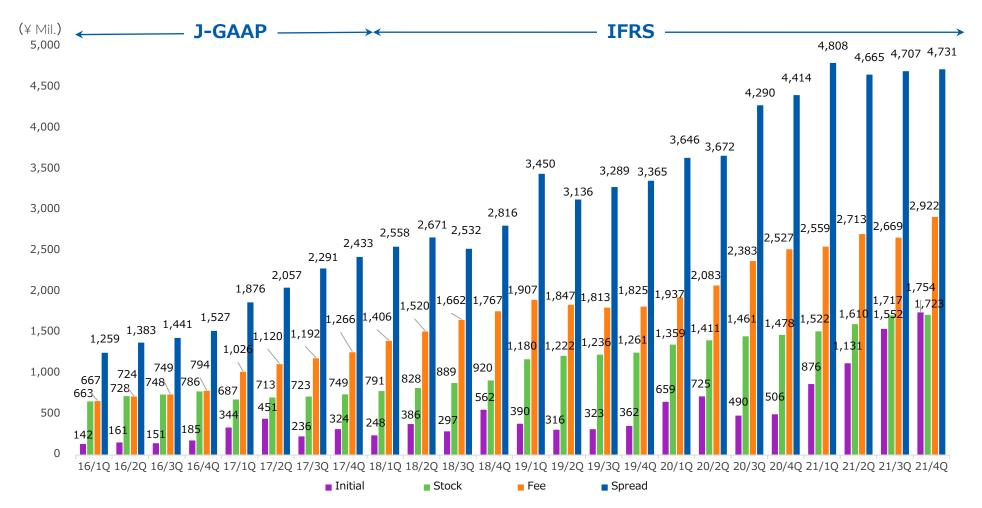
Steady progress of online payments and strong offline terminal sales



Due to the deconsolidation of MACROKIOSK in FY2020, the above figures present the amounts for continued operations only and exclude the discontinued operations.



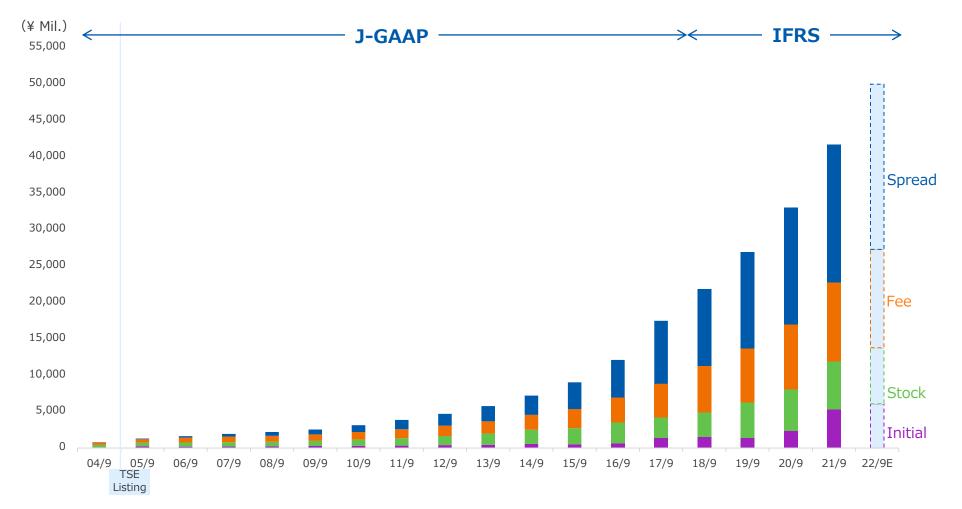
5.3.2 Quarterly Trend of Revenue by Business Model



[※] 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.



5.3.3 Revenue Trend by Business Model (Annual)

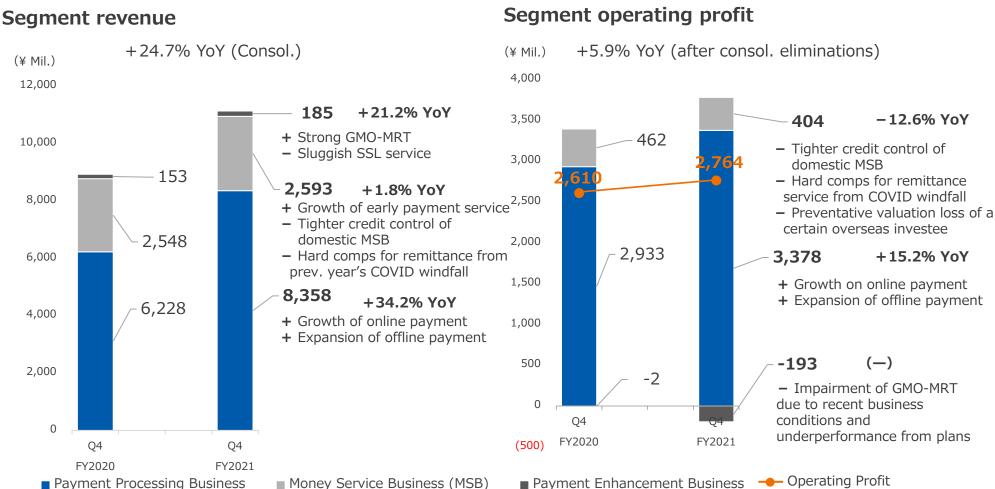


^{**} Online advertising service (stock) and finance lease (spread) revenues are recognized as a net amount with the IFRS adoption rather than the gross method from FY Ending September 2018. The figures for revenues by business model present the continuing operations only and exclude MACROKIOSK, due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



5.4 Segment Results (Q4 standalone)

Payment Processing Business revenue grew 34.2% from robust online payment and offline terminal sales



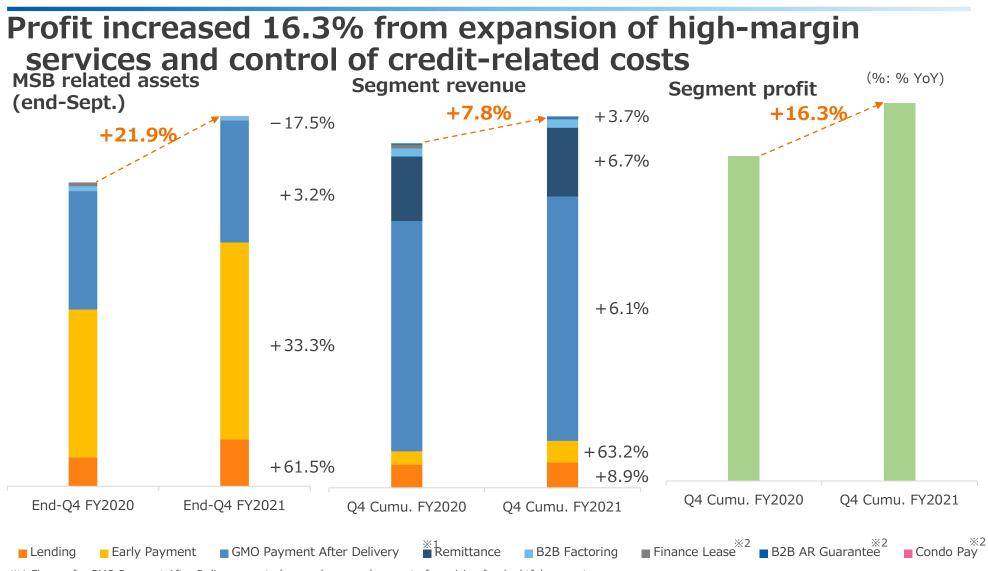
GMO-MRT stands for GMO Medical Reservation Technologies.

Due to the deconsolidation of MACROKIOSK in FY2020, the above figures present the amounts for continued operations only and exclude the discontinued operations.





5.5.1 FinTech: Assets & Profit Growth (Q4 Cumulative)

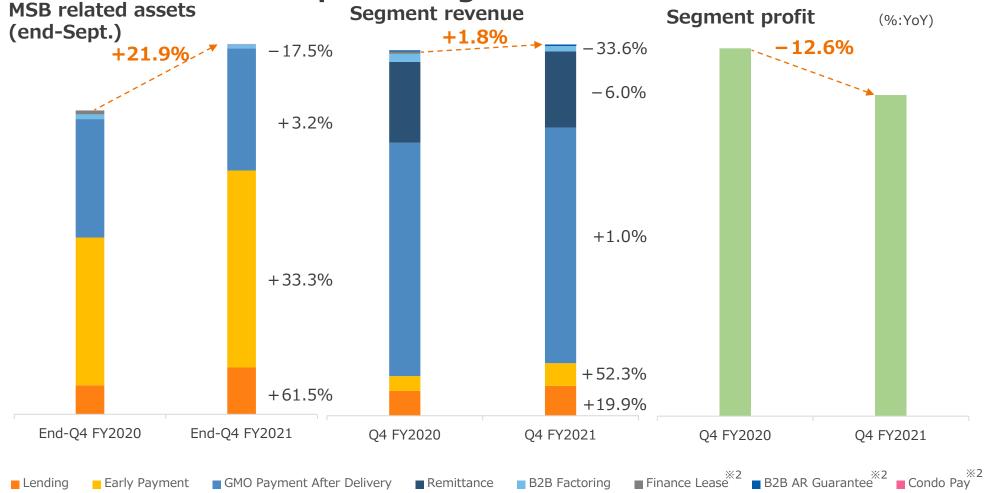


※2 YoY figures are not displayed for Finance lease, B2B AR Guarantee, Condo Pay.



5.5.2 FinTech: Assets & Profit Growth (Q4 Standalone)

Preventative evaluation loss from a certain overseas investee and conservative operation given the business environment



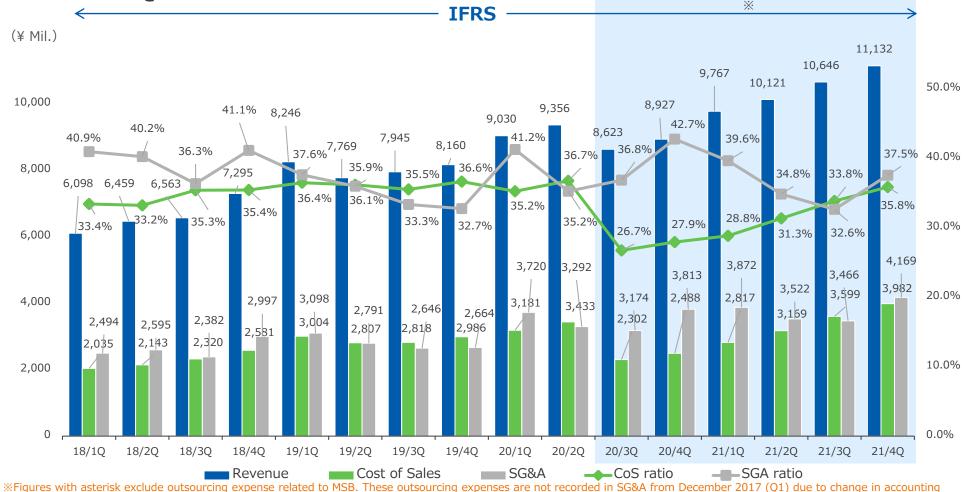
%1 Figures for GMO Payment After Delivery assets (accrued revenue) are net of provision for doubtful accounts.

 $\ensuremath{\%2}$ YoY figures are not displayed for Finance lease, B2B AR Guarantee, Condo Pay.



5.6.1 Quarterly Trend of CoS and SGA Ratio

CoS ratio fluctuates with changes in revenue mix; decline from Q3 FY2020 is due to deconsolidation of MK



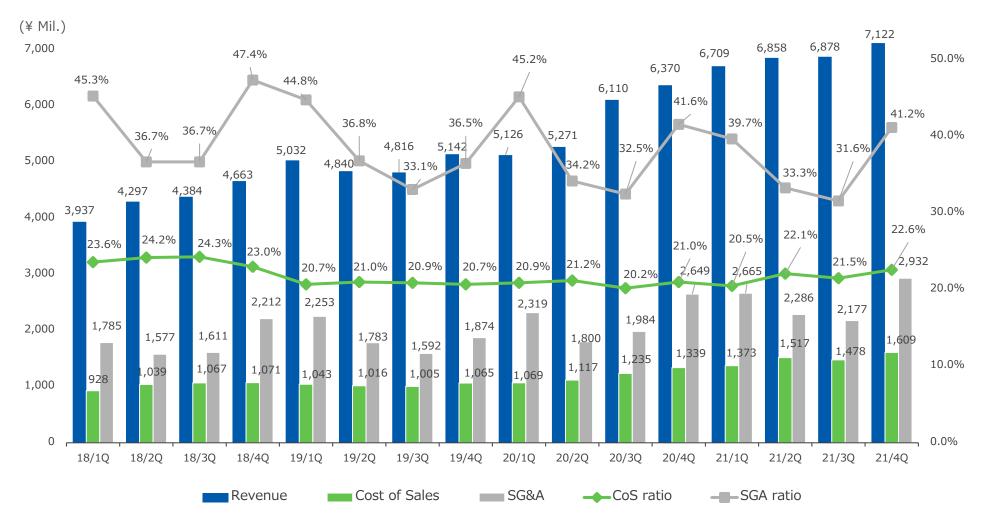
**Figures with asterisk exclude outsourcing expense related to MSB. These outsourcing expenses are not recorded in SG&A from December 2017 (Q1) due to change in accounting standards.

** 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.



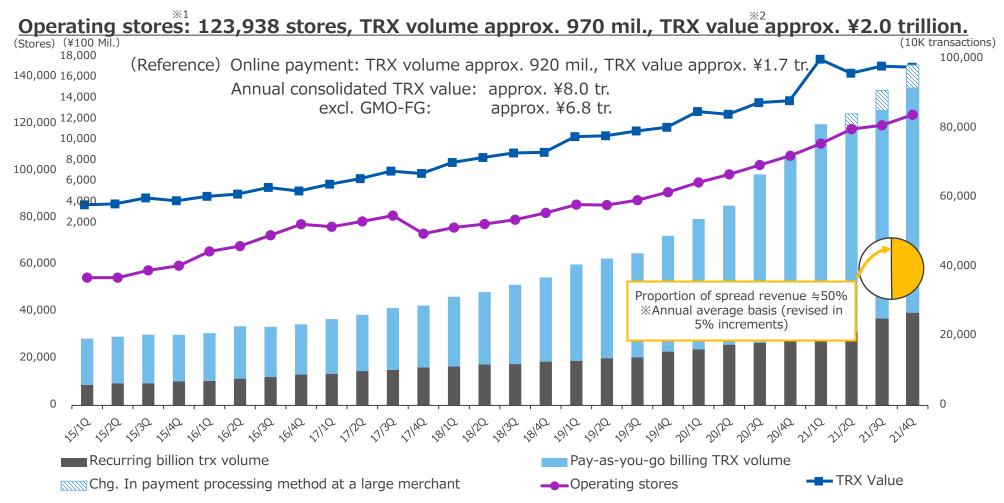
5.6.2 Quarterly Trend of PG and EP's CoS and **SGA** ratio

Cost of sales ratio for online payment business trending stably



5.7.1 Quarterly Trend of Operating Stores, TRX Volume and Value

Group-wide annual TRX value reaches ¥8.0 trillion



^{%1} Figure excludes a significant increase in operating stores from a specific merchant. Figures exclude the stores related to a large delivery company from Q1 FY2017. If included, operating stores would be 311,477 (down 3.9% YoY).

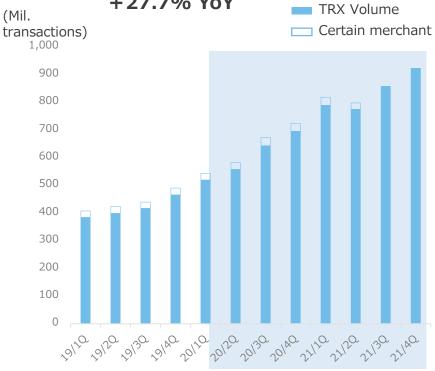
^{**2} Operating stores are measured on an end-of-quarter basis. GMV value and volume are the total for the respective quarter. **3 The graph is based using only online payment figures.



5.7.2 TRX volume and value (Q4 standalone)

Return to baseline growth after windfall COVID effect tapers





Digital content +45.1% YoY
Delivery +82.8% YoY
Food +51.0% YoY

(Impact from certain merchant: -4.9%)

Quarterly trend of online TRX value



Digital content +67.9% YoY
Utility +29.3% YoY
Travel & Ticket +24.4% YoY

(Impact from certain merchant: −5.1%)

5.7.3 Data Book

Data on major financial information and KPIs will be posted on our website starting this Quarter.

Data Book (FY Ending September 2021)

URL: https://www.gmo-pg.com/en/corp/newsroom/pdf/211112_gmo-pg_data_en.pdf

Data Book (up to FY Ending September 2020)

URL: https://www.gmo-pg.com/en/corp/newsroom/pdf/211112_gmo-pg_data_past_en.pdf

Data Book contains:

Revenue by business model

Segment information

- Operating store, TRX Volume and Value
- Summary of earnings of major consolidated subsidiaries

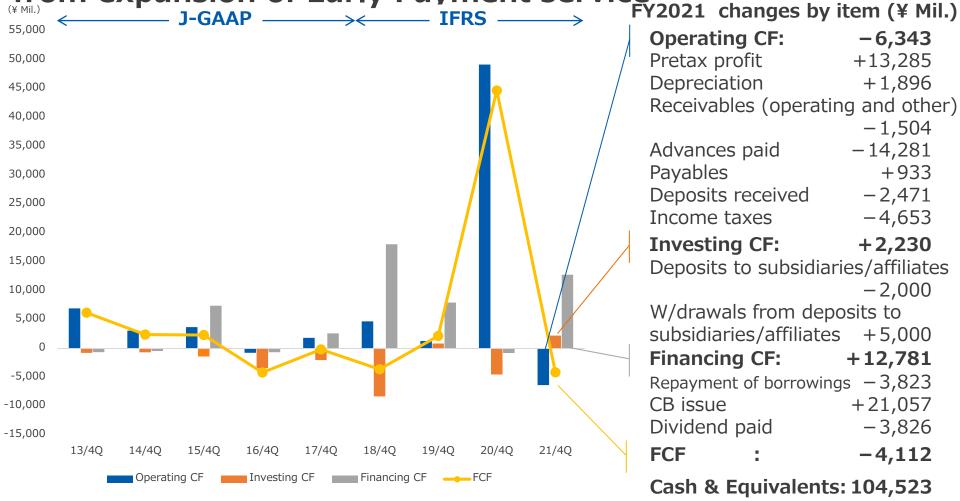
1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000 | 1000

(image)

5.8.1 Consolidated Cashflow Statement

Operating CF turns negative from increase in advances paid

from expansion of Early Payment service



X 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.



5.8.2 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 1

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)

Asset



Operating CF



GMO Payment After Delivery Accrued revenue

(Asset)

Asset

Operating CF



Others

Deposits to subsidiaries and

affiliates (Asset)

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.

5.9 Promoting financial inclusion through impact loan





Lending to microfinance provider Satya Green Finance through Investree

Strategic angle



 Re-acceleration of global investment & lending strategy

B₂C

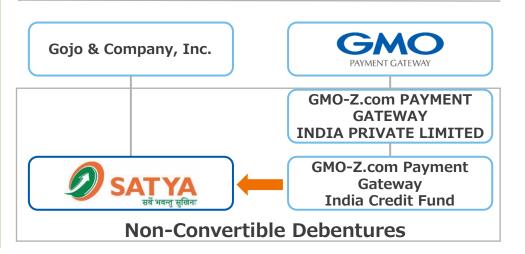
- A beachhead to the new growth phase of India
- Advantage through cutting edge technology
- Earnings model with attractive margins
- Promoting impact finance

Satya MicroCapital Ltd	
Established	October 2016
Locations	264 branches in India
Business	Microfinance loan
Employees	Over 2,700
Clients	Over 500K people (over 99% women)
Market potential	Unbanked adults 190 mil. (approx. 20% of India's population)
Impact	Agile and convenient financial services Escape from poverty and socio- economic independence Female empowerment and entrepreneurship support

B2B



- Operates P2P loan platform providing factoring services to SMEs
- Enables financial access through technology to support economic activity of SMEs and improve living standards
- Executed green finance to major electric motorbike dealer PT Gesits Bali Pratama in November 2021
- Encourages eco-friendly technology thereby contributing to global climate change prevention





Thank You Very Much GMO PAYMENT GATEWAY

GMO Payment Gateway, Inc. (3769; Tokyo Stock Exchange, Section 1)

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)

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