

Supplementary Materials

Financial results briefing for FY2021

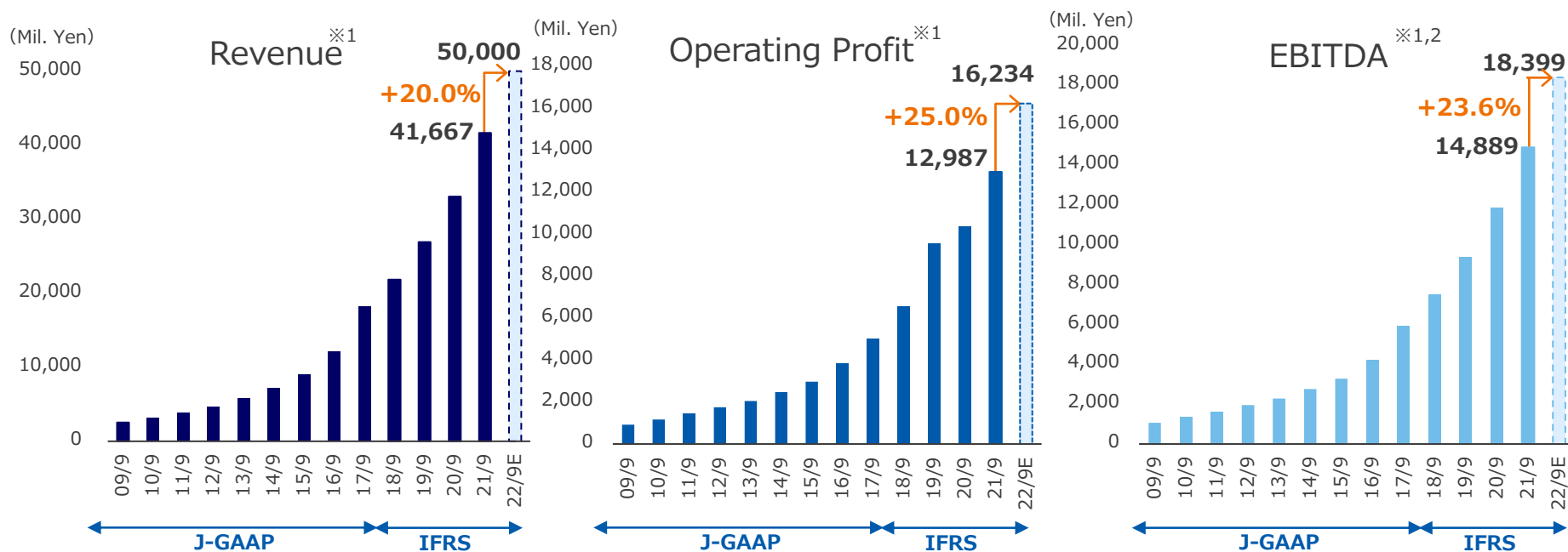
November 12, 2021

67th Investor Meeting

GMO PAYMENT GATEWAY

Our Track Record of Growth

The result of management policy focused on sustainable growth

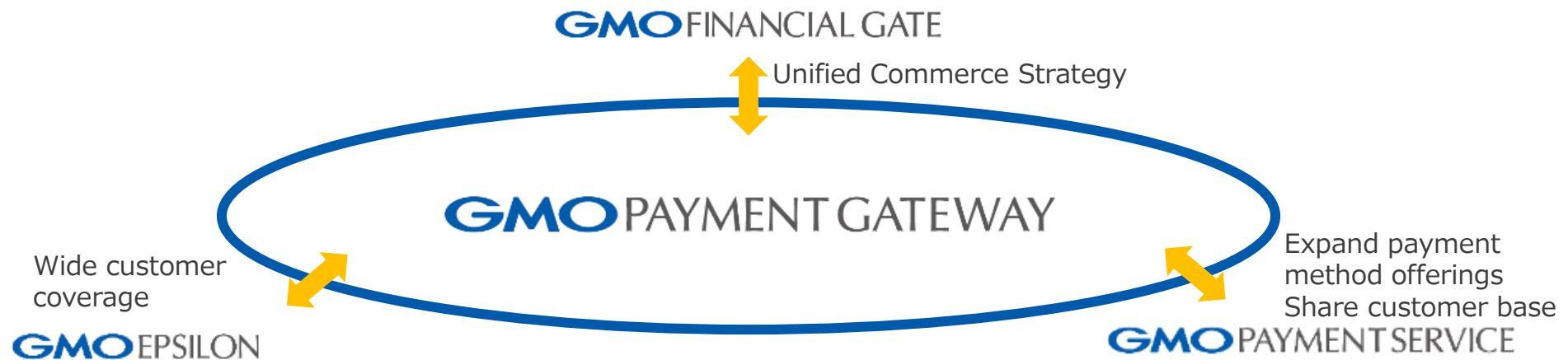


Operating stores ^{※3,4}	Annual TRX volume ^{※3}	Annual TRX value ^{※3}
123,938	3.54 billion	¥8.0 trillion

(※1) Macro Kiosk has been deconsolidated in FY ending September 2020, the revenue figures above present the continuing operations only and exclude the discontinued operations.
 (※2) EBITDA under J-GAAP is calculated as the sum total of operating profit, depreciation and amortization; and EBITDA under IFRS is calculated as the sum total of operating profit and depreciation.
 (※3) Operating stores present the figures for GMO-PG and GMO-EP; transaction volume and value present figures for GMO-PG, GMO-EP, GMO-PS, GMO-FG; of this, online payment present figures for GMO-PG, GMO-EP and GMO-PS.
 The number of operating stores is at the end of September 2021. Transaction volume and transaction value are the figures from October 2020 to September 2021; transaction volume and transaction value include the figures of GMO Financial Gate Inc.
 (※4) Figures exclude a specific case and the operating stores related to a major delivery service operator. If included, the number of operating stores is 311,477 stores as of end of September 2021 (down 3.9 YoY).

Consolidated management

Realize Group-wide stable growth through sound business operation that agilely responds to the business environments at the major Group companies.



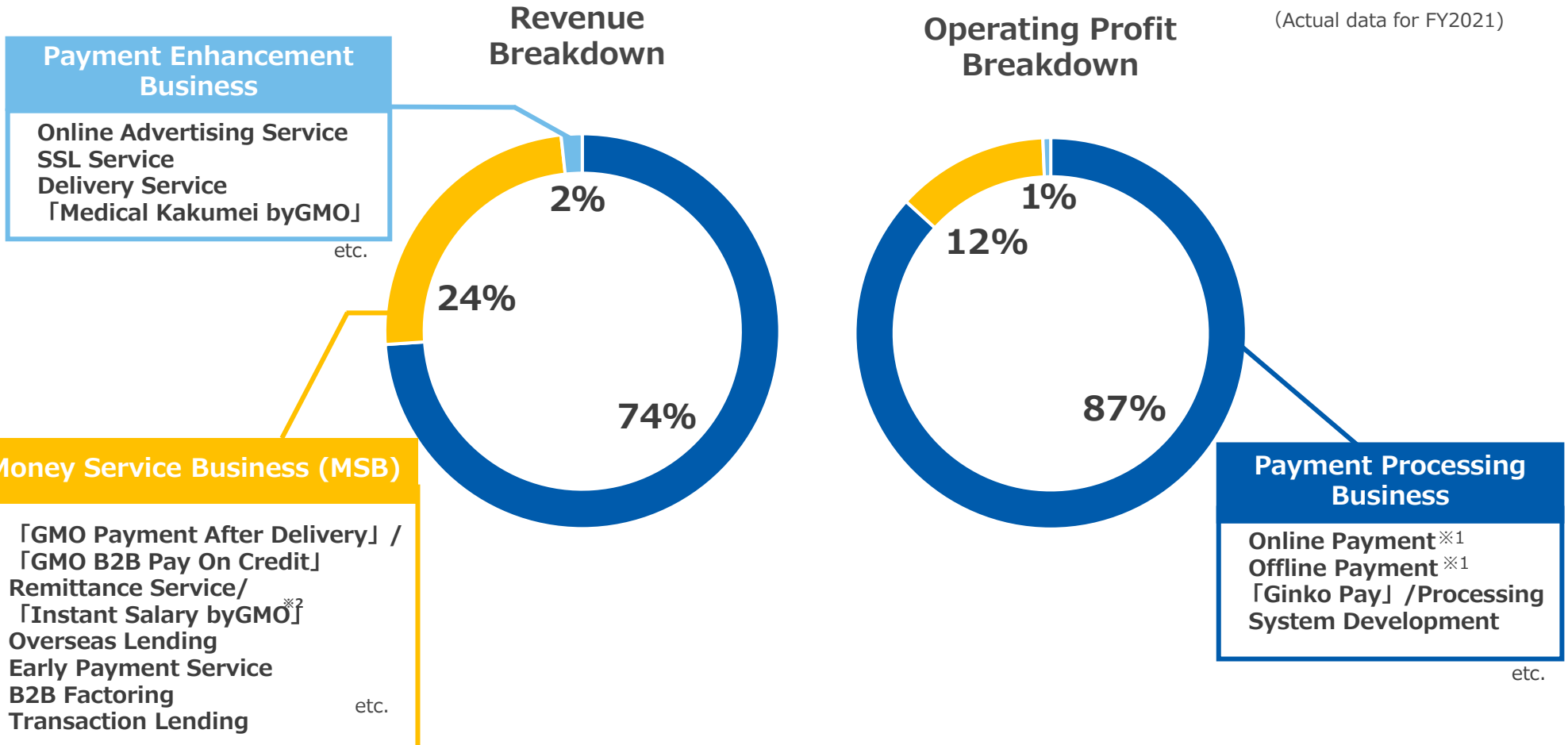
Sharing of management principles, corporate culture and group-wide resource allocation

	GMO-PG	GMO-EP	GMO-PS	GMO-FG
Major business	Online payment processing business	Online payment processing business	BNPL business	Offline payment processing business
Customer	Large corporates (non-merchandise, and merchandise)	Small operators (mainly merchandise)	Merchandise/Non-merchandise operators, individual consumers	Offline stores, Unattended machines

Three Business Segments

Sustain an over 25% OP growth from the expansion of mainstay payment processing business and its peripheral businesses

(Actual data for FY2021)

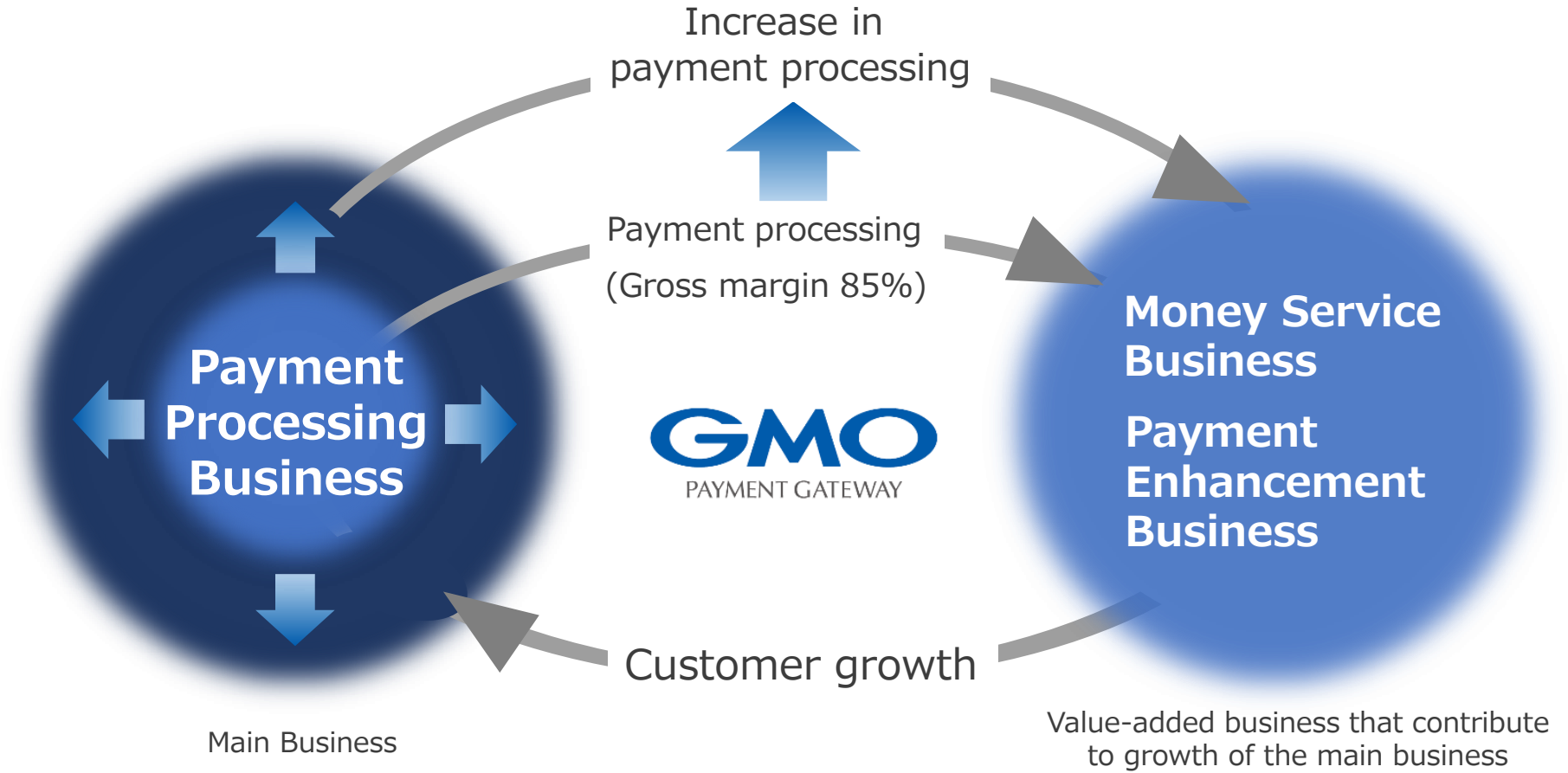


※1 Online payment includes pay-as-you-go and recurring payment and Z.com Payment (overseas payment service).

※2 Instant Salary byGMO commenced service on on July 7, 2021.

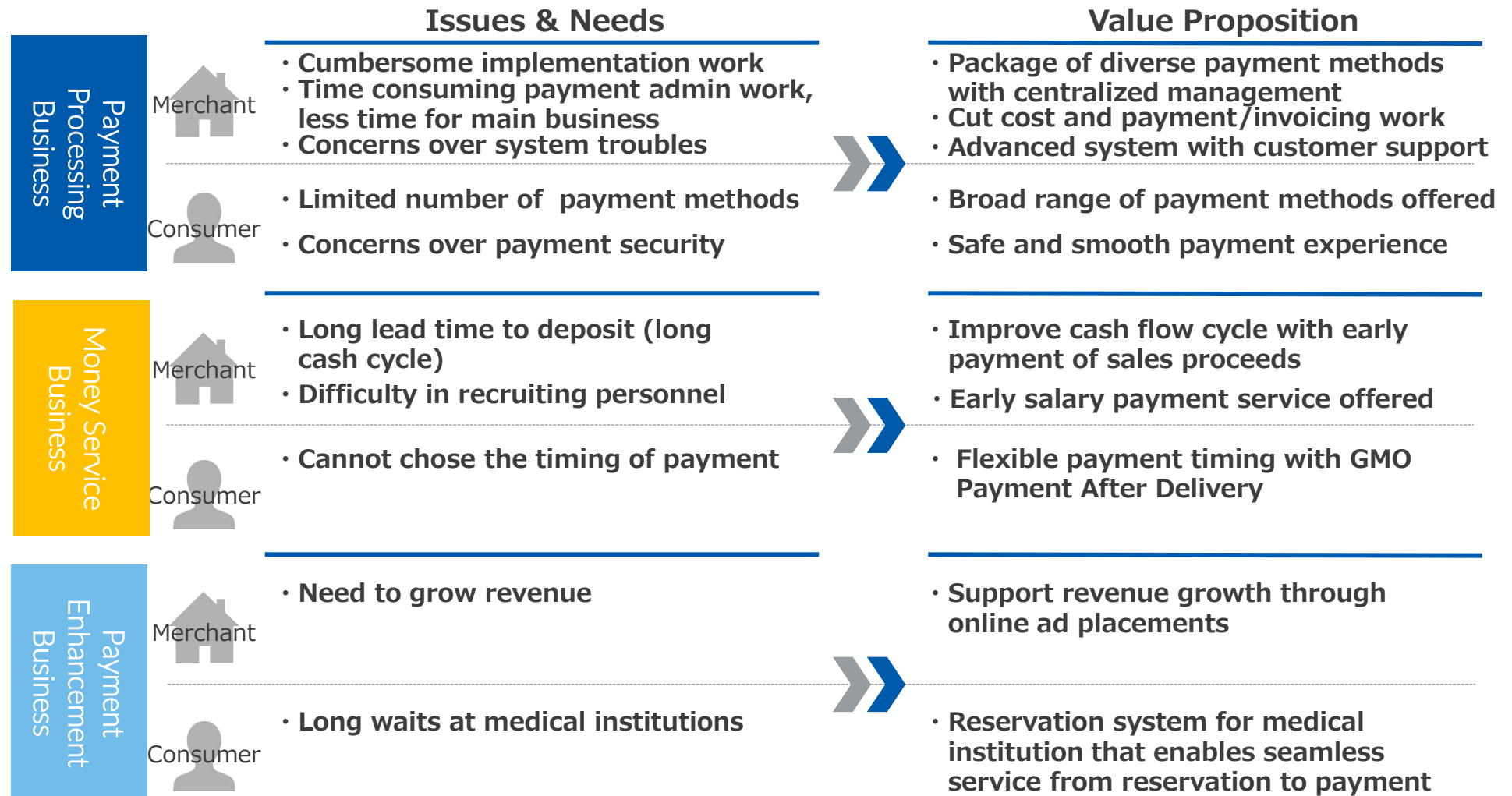
Our Business Eco-system

An eco-system of our value-added services complementing our main business to achieve mutual growth



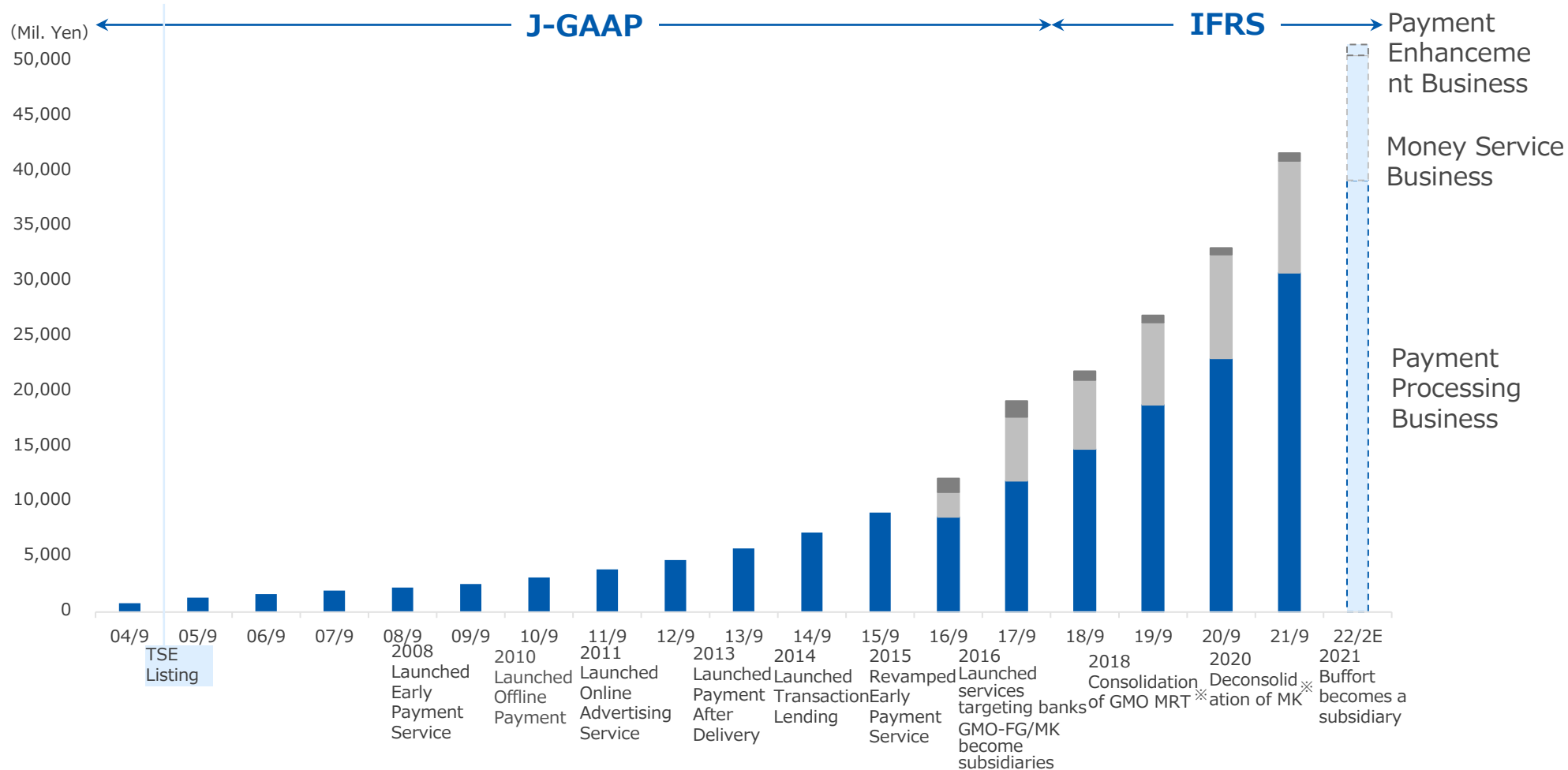
Business segment and value proposition

Businesses and services to comprehensively cater to customer's needs



Revenue Trend by Segment

3 segments of Payment Processing Business, Money Service Business and, Payment Enhancement Business

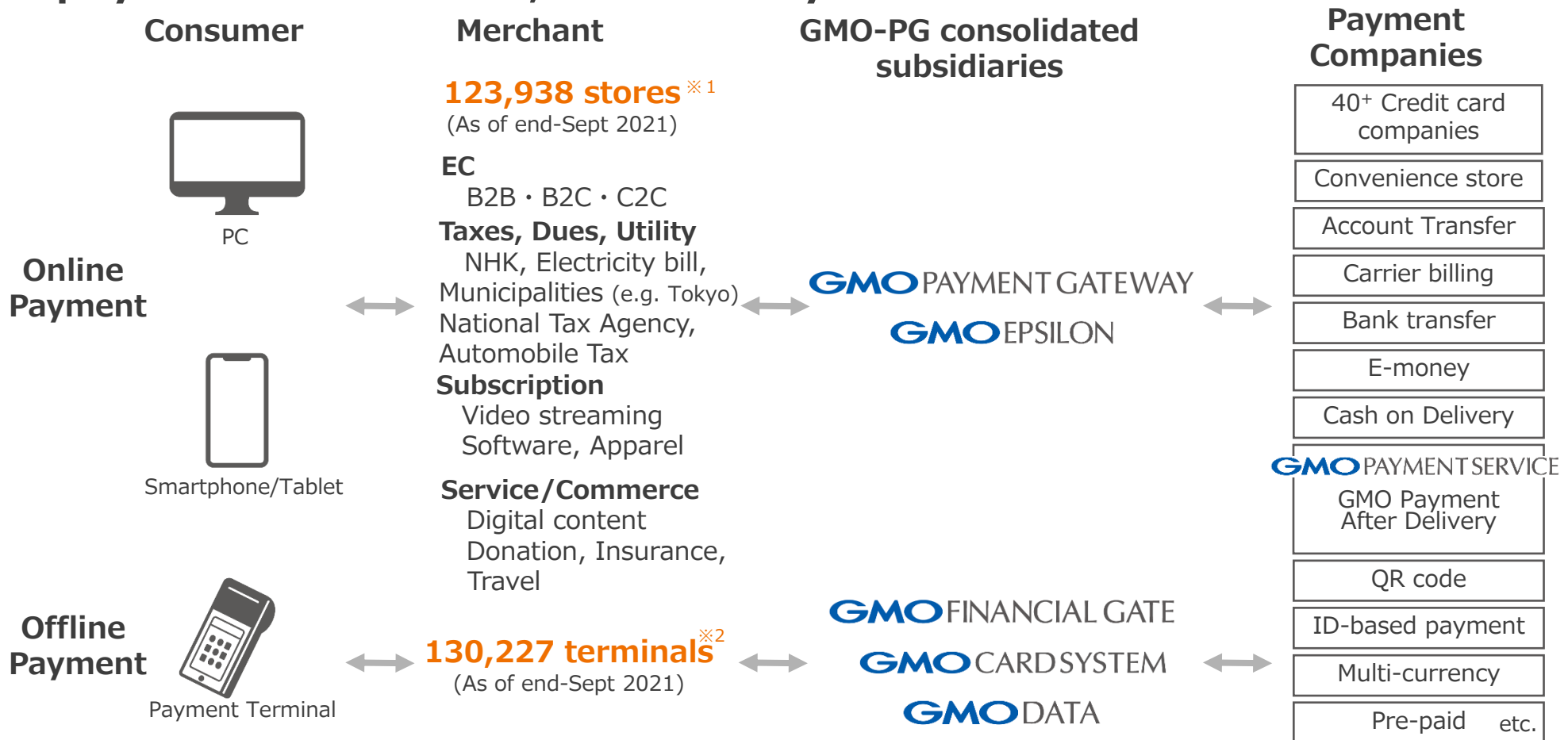


※ There was only one segment of Payment Processing Business until September 2015; segment information disclosure began from FY ending September 2016. GMO-FG stands for GMO Financial Gate. GMO-MRT stands for GMO Medical Reservations Technology, MK stands for MACROKIOSK.

※ Due to the deconsolidation of MACROKIOSK from FY2020, its business has been reclassified as a discontinued operations and is excluded from the revenue figures shown above.

Positioning of GMO-PG group

Connecting merchants and payment companies through 'contracts,' 'payment information,' and 'money flow'.



※1 Figures exclude a specific case and the operating stores related to a major delivery service operator. If included, the number of operating stores is 311,477 stores as of end of September 2021 (down 3.9 YoY).

※2 Operating payment terminals: Starting from FY2021 the figure presents the combined number of payment terminals sold through sales partner and embedded-type payment terminals. (up 72.0% YoY)

Payment Processing Business: Revenue model of credit card payment processing

Revenue model determined by merchant size and type

■ Four revenue types (i.e. business models)

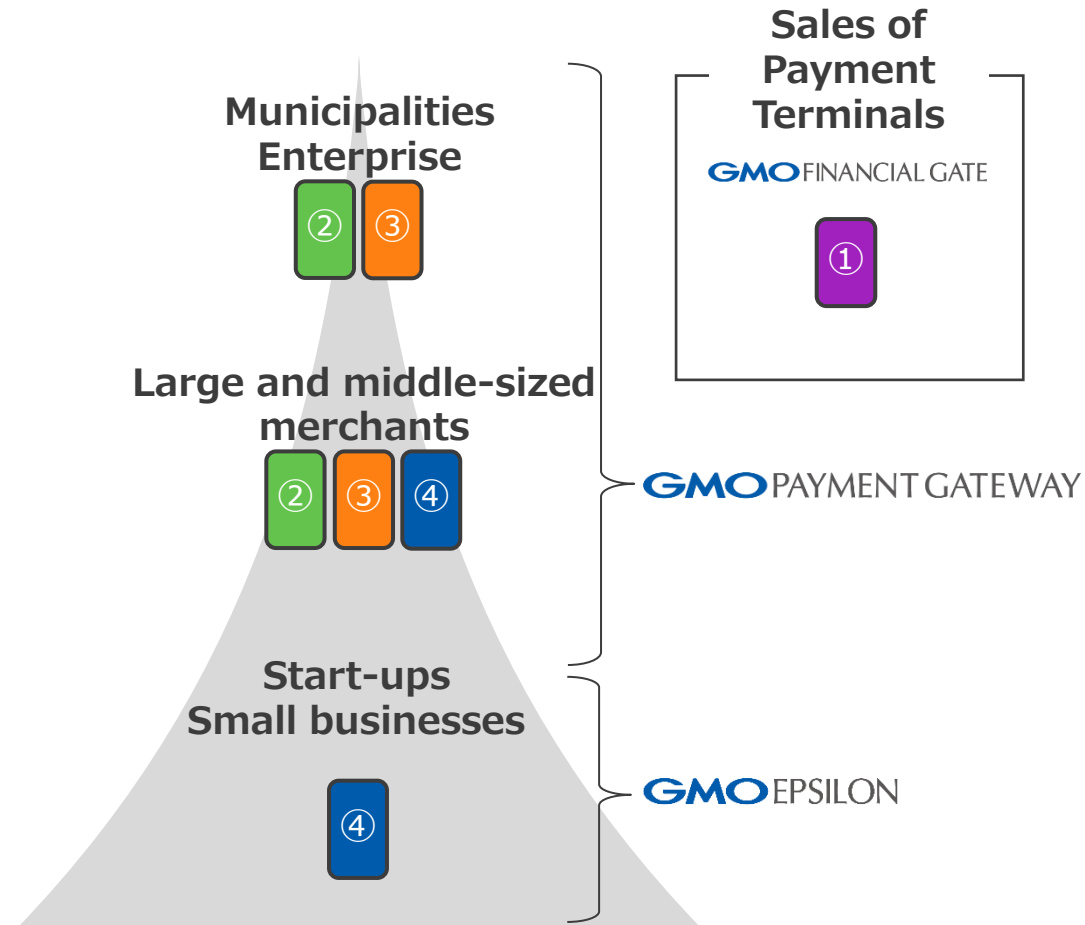
① Initial (Initial revenue)
Terminal Sales
 Coefficient: Number of terminals (units)
 Revenue: $\frac{\text{Terminal sales (units)}}{\text{Number of terminals (units)}} \times \text{Yen}; \text{ paid at implementation}$

② Stock (Fixed revenue)
Fixed Monthly Revenue
 Coefficient: Number of merchants
 Revenue: $\text{Operating merchants} \times \text{Yen}$

③ Fee (Transaction processing revenue)
Fee based on transaction volume
 Coefficient: Number of payments processed
 Revenue: $\frac{\text{Number of payments processed}}{\text{Number of payments processed}} \times \text{Yen}$

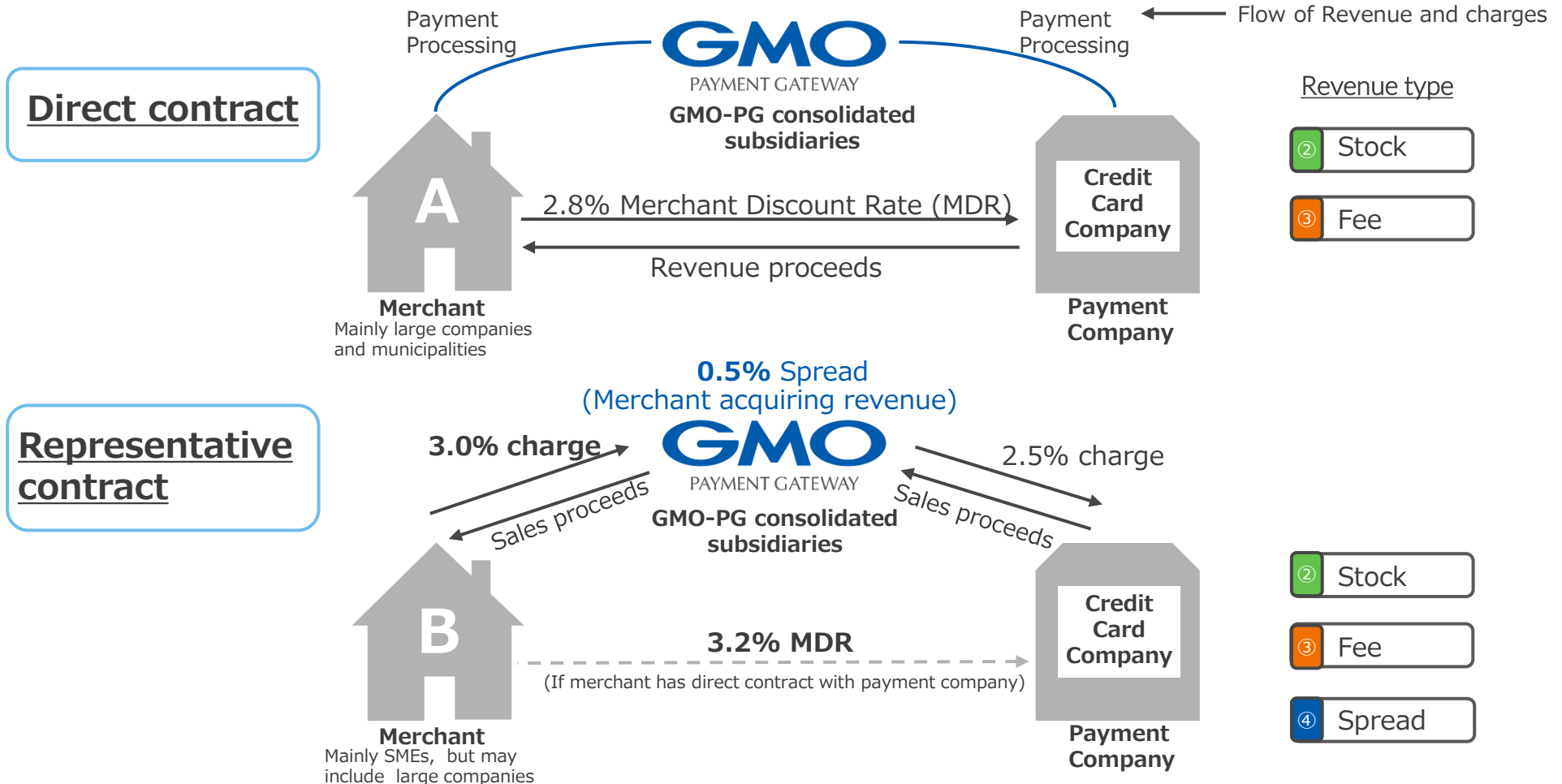
④ Spread (Merchant acquiring service revenue)
Spread of the transaction value
 Coefficient: Value of transaction
 Revenue: $\text{Value of transaction} \times \text{\%}$

■ Revenues by merchant type/size



Payment Processing: Two types of merchant contracts

Created the Representative Contract and effectively changed the flow of revenue proceeds

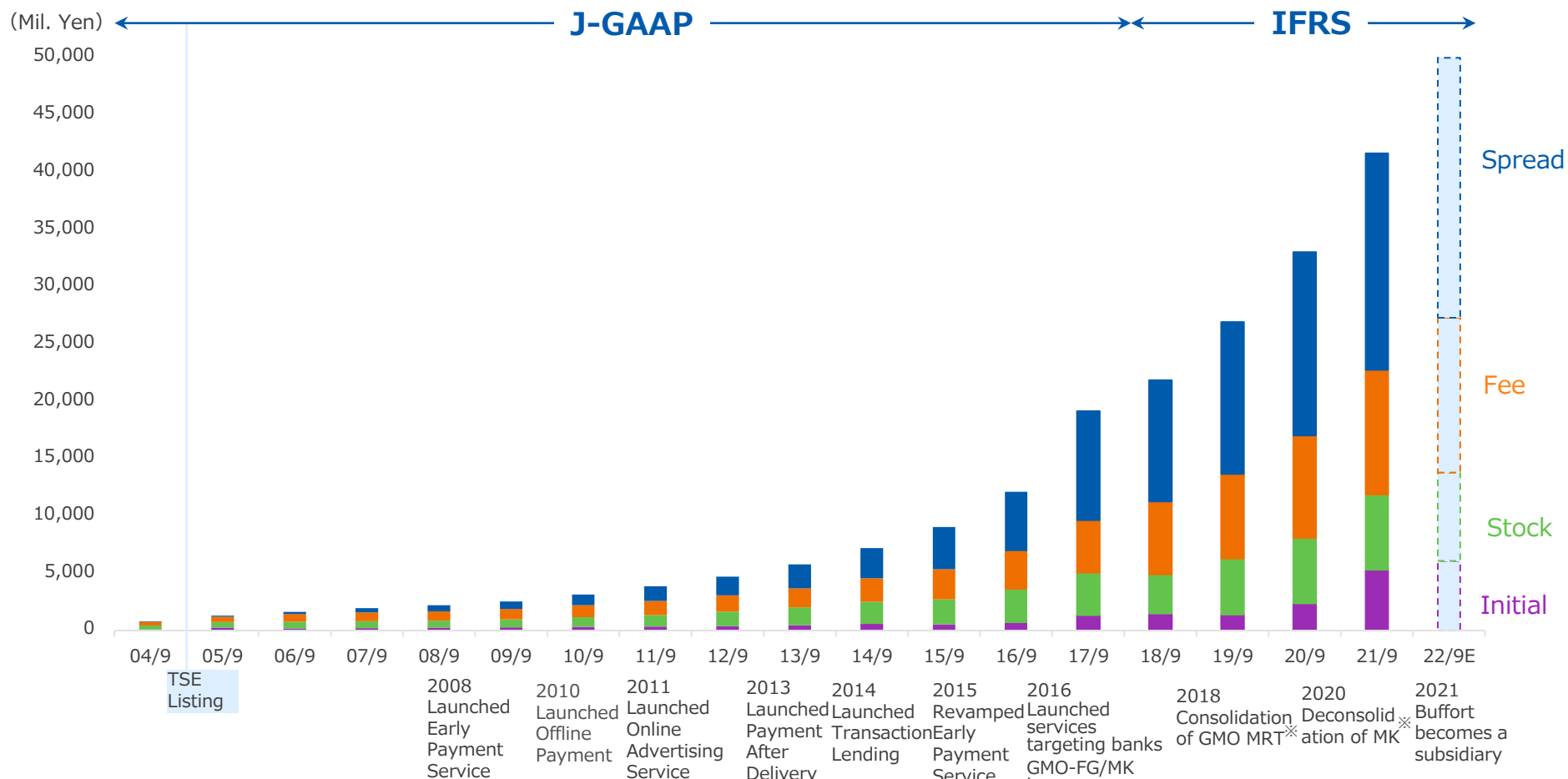


※ Figures included are for illustration and reference purposes only.

※ This illustration represents the contracts for credit card. GMO Epsilon revenues are only derived from spreads (See page 9).

Revenue Breakdown by Business Model

Aiming for a balanced revenue growth by pursuing various initiatives



* GMO-FG stands for GMO Financial Gate. GMO-MRT stands for GMO Medical Reservations Technology, MK stands for MACROKIOSK.

*Due to adoption of IFRS accounting standards, the online marketing service (stock) and finance lease (spread) revenue recognition standard is converted from gross basis to net basis starting from fiscal year ending September 2018.

Due to the deconsolidation of MACROKIOSK from FY2020, its business has been reclassified as a discontinued operations and is excluded from the revenue figures shown above.

Summary Table of Segments, Business Model and Services

Reporting in 3 Segments and 4 business models

■ Business Model

Initial (Initial revenue)	Online Payment※
	Offline Payment※
	SSL Service
Stock (Fixed revenue)	Online Payment
	Offline Payment
	「Ginko Pay」 /Processing
	System Development
	Online advertising service
	「Medical Kakumei byGMO」
Fee (Transaction processing revenue)	Online Payment
	Offline Payment
	「GMO Payment After Delivery」
	「GMO B2B Pay On Credit」
	Remittance Service
	「Instant Salary byGMO」
	Delivery service
「Medical Kakumei byGMO」	
Spread (Merchant acquiring service revenue)	Online Payment
	Offline Payment
	「GMO Payment After Delivery」
	「GMO B2B Pay On Credit」
	Overseas Lending
	Early Payment Service
	B2B Factoring
Transaction Lending	

■ Segment

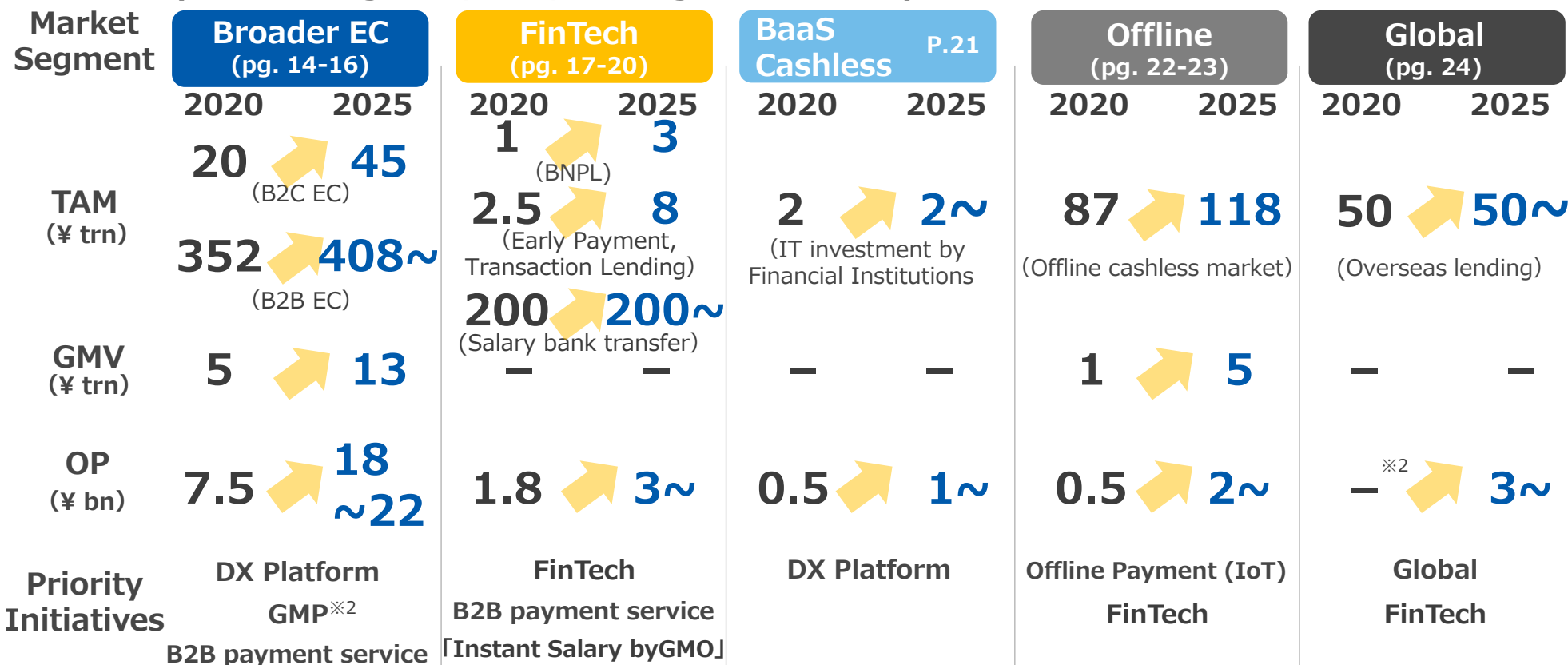
Payment Processing Business	Online Payment※
	Offline Payment※
	「Ginko Pay」 /Processing
Money Service Business (MSB)	System Development
	「GMO Payment After Delivery」
	「GMO B2B Pay On Credit」
	Remittance Service
	「Instant Salary byGMO」
	Overseas Lending
Payment Enhancement Business	Early Payment Service
	B2B Factoring
	Transaction Lending
	Online advertising service
	SSL service
Payment Enhancement Business	Delivery service
	「Medical Kakumei byGMO」

※ Online Payment includes pay-as-you-go payment, recurring payment, Z.com Payment (overseas payment service). GMO-FG stands for GMO Financial Gate consolidated subsidiaries.

Expansion of TAM and Profit Targets

Expand scope of business in the enormous market to achieve 2025 OP target of ¥25 bn

■ TAM by market segment, GMV, OP target and Priority Initiatives



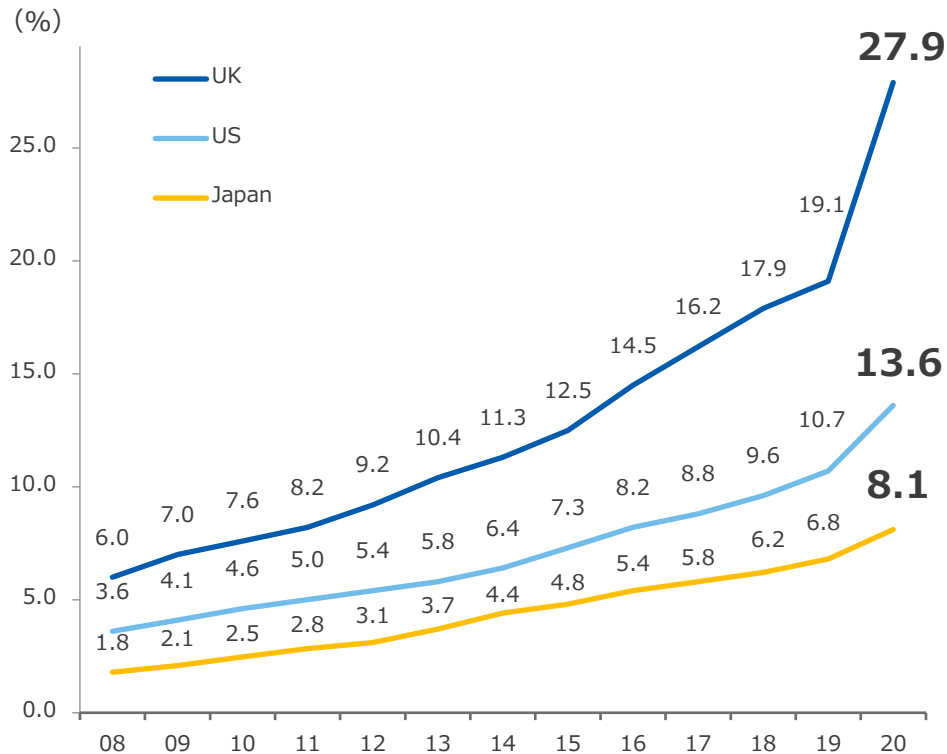
※1 Figures for TAM, GMV, OP (operating profit) are our estimates and targets. Figures are estimates and are rounded up to the nearest whole number. There is some overlap in the OP figures for FinTech and Global. Offline OP includes companies other than GMO Financial Gate consolidated subsidiaries. TAM: Total Addressable Market, BaaS: Bank as a Service, GMV: transaction value.

※2 The OP figure for Global is included in FinTech for FY2020. Global Major Players (GMP): large corporates that provide IT-utilizing services globally.

Narrowly-defined EC: B2C EC Market

Low cashless and EC penetration compared to US/European countries

■ EC Penetration Rates in Developed Markets



※Figures are GMO-PG estimates.

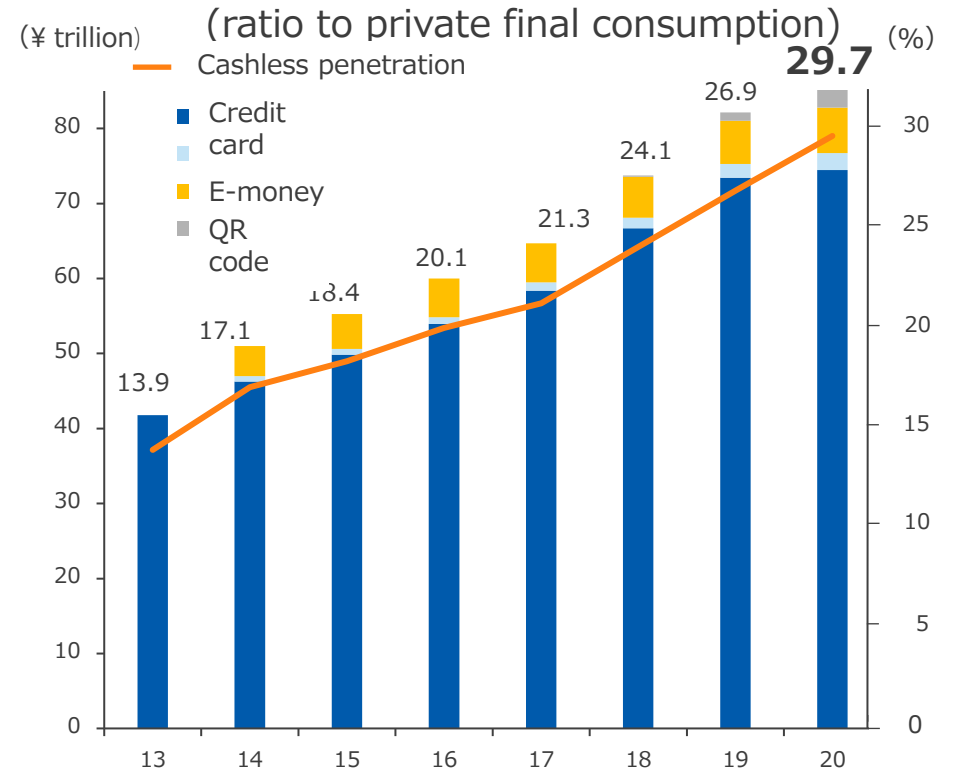
Sources :

METI "FY2020 Global Survey Project Concerning Integrated Domestic and External Economic Growth Strategy Building (E-Commerce market survey)"

U.S. Bureau of the Census "The 2nd Quarter 2021 Retail E-Commerce Sales Report";

Office for National Statistics "Retail Sales Index internet sales, October 2021"

■ Cashless penetration in Japan



※ Cashless Penetration = Sum of credit card usage amount, debit card usage amount, e-money usage amount, QR-code usage amount divided by private final consumption expenditure

※GMO-PG estimates based on : Cabinet Office "System of National Accounts"

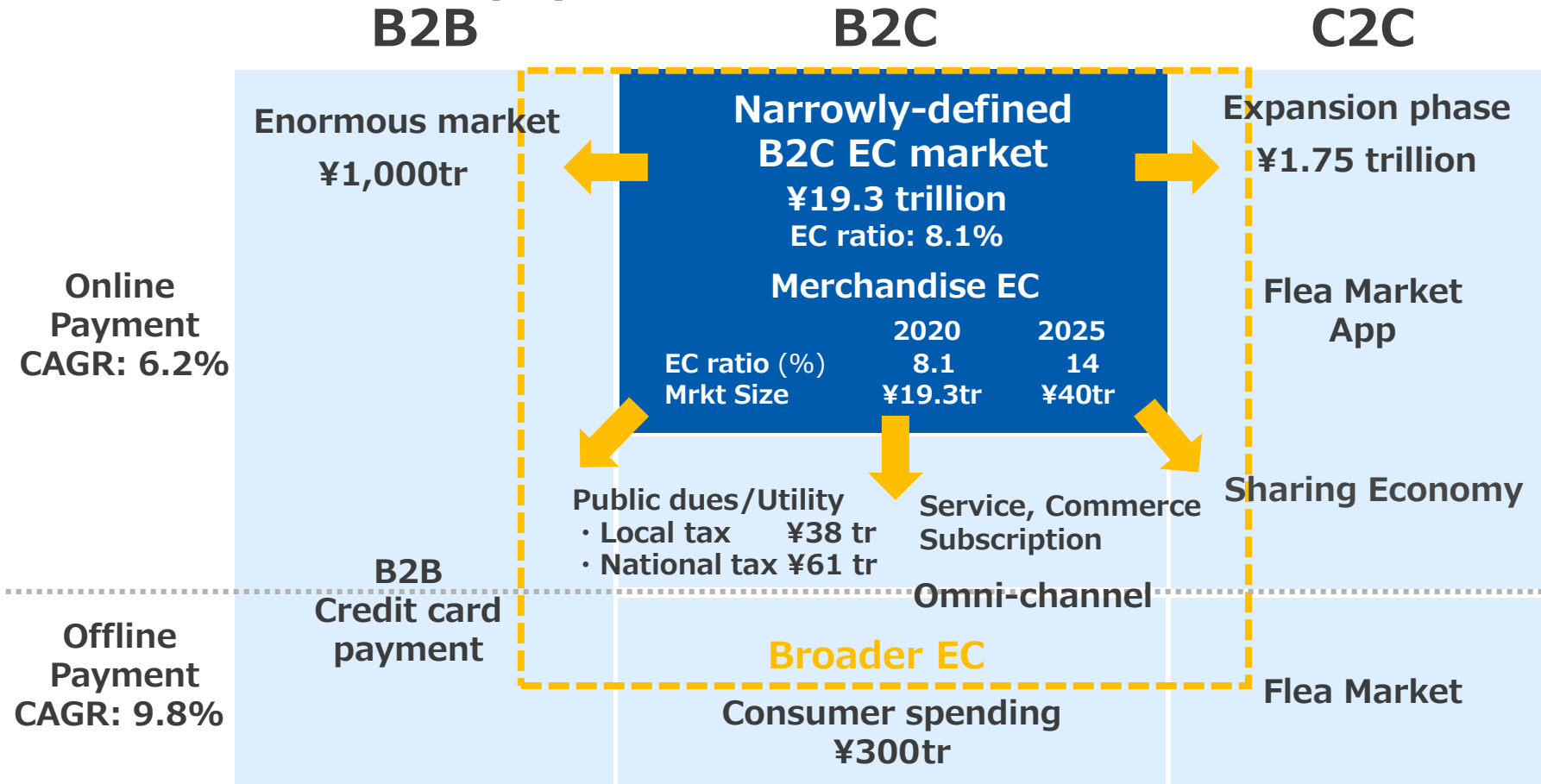
Japan Consumer Credit Association's Credit Card Statistics

Bank Of Japan's Payment and Settlement Statistics

Payments Japan Association's Code Payment Statistics

Broader EC: Expanding Scope of Cashless Business

GMO-PG group's growth rate to accelerate with Japan's migration towards cashless payment



※References : METI's "FY2020 Global Survey Project Concerning Integrated Domestic and External Economic Growth Strategy Building (E-Commerce market survey)". Figures for 2025 are our estimates.

※MIAC "Breakdown of national tax and local tax revenue (FY2020 Budget and Local Government Finance Plan)"

※THE WORLD BANK "Household final consumption expenditure (current USD)"

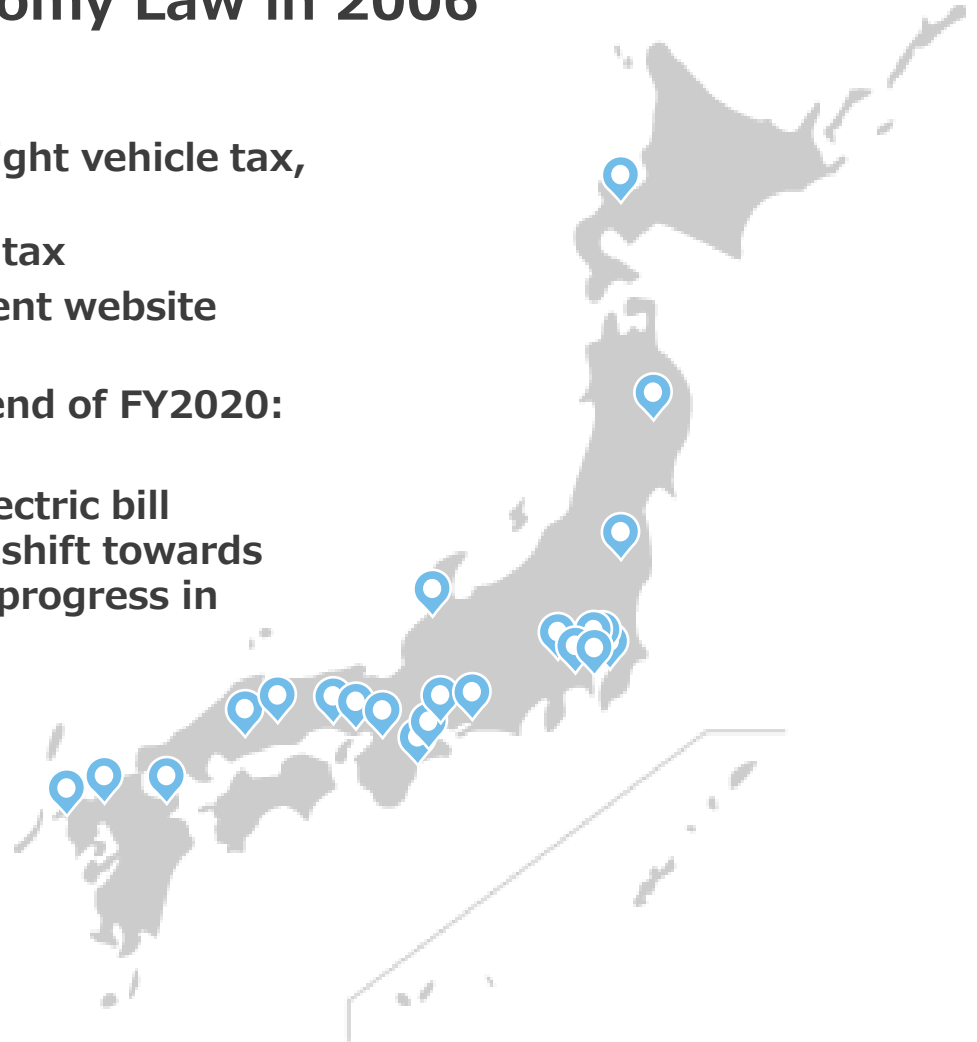
※Payments Japan Association's "Cashless Roadmap 2019"; Yano Research Institute's "Online Payment/Settlement Service Providers 2018."

Broader EC: Public Dues and Utility Bills

Introducing card payments for public dues and taxes since the amendment of the Local Autonomy Law in 2006

Local governments	Local Taxes (automobile tax, light vehicle tax, fixed assets tax, etc.) Water bill, gas bill, hometown tax National tax credit card payment website
NHK	Broadcasting subscription fee Credit card usage rate at the end of FY2020: 17.5% (Up +0.6% YoY)
TEPCO Energy Partner	Supporting digitalization of electric bill payment to realize significant shift towards paperless operations. Making progress in lateral deployment of service.

Expansion expected to continue
Maintenance fee, cram school tuition fee
parking fee, school meal charge, etc.



※Japan Broadcasting Corporation "Business Report for FY2020"

FinTech: Money Service Business (MSB)

Financial services that only a payment processing company can offer

	<u>Services</u>	<u>Related assets</u>	<u>Business Model</u>
✓	「GMO Payment After Delivery」 「GMO B2B Pay On Credit」	Pay the sales proceed ahead of the deposit from the consumer	Accrued revenues ③ Fee ④ Spread
✓	Remittance service Instant Salary byGMO※	Efficient and secure refund and remittance processing	Advances paid ③ Fee
✓	Overseas Lending/ Transaction Lending	Lending of growth funds	Accounts receivable-trade (short term loans) ④ Spread
✓	Early Payment service	Improves cash flows by bringing forward the payment date	Advances paid ④ Spread
✓	B2B Factoring	Early cash conversion of accounts receivable	Accrued revenues ④ Spread

※Instant Salary byGMO is offered in two types of deposit-type and reimbursement-type. Advances paid is recorded only for the reimbursement-type

FinTech: Japan's BNPL market

Expand business by capturing the Japan's unique BNPL needs

BNPL needs in Japan



Consumer

- Receiving goods before payment
- Cash payment
- Manage and control spending
- Limit face time with delivery person



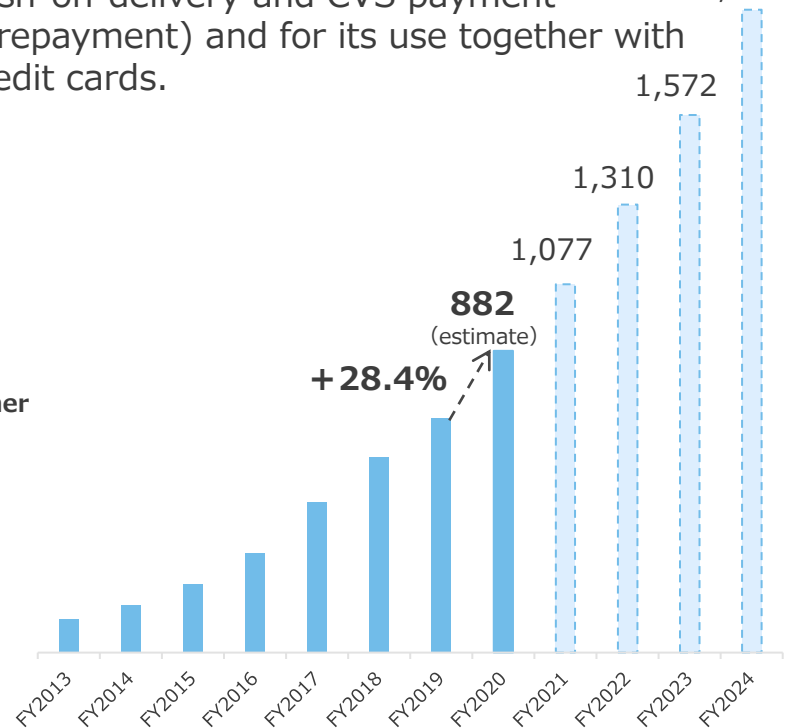
Merchant

- Widen customer reach
- Means of sales promotion
- Reduce & manage return risk

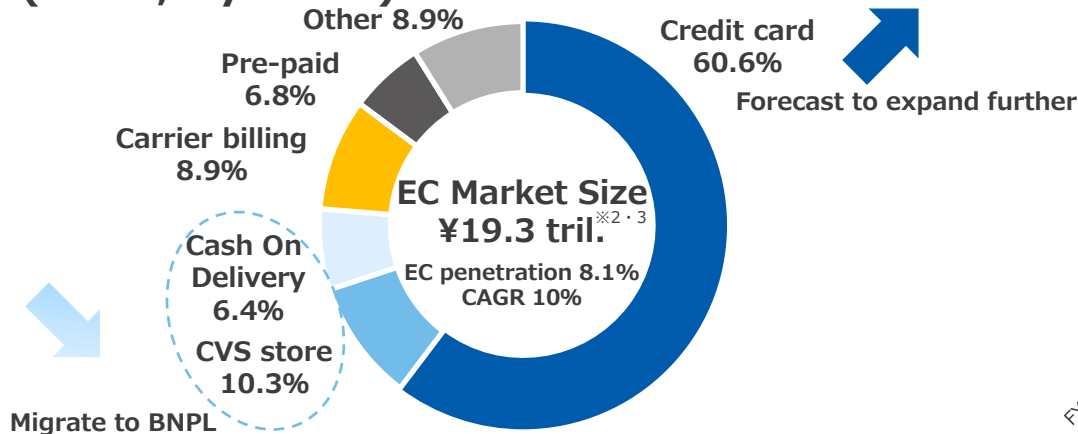
Outlook of Japan's BNPL market

A growing payment method driven by the expansion of EC and as an alternative to cash-on-delivery and CVS payment (prepayment) and for its use together with credit cards.

(Unit: ¥ billion)



EC market breakdown by payment method (2019; by value)



※1 Yano Research Institute Ltd. "Online Payment/Settlement Service Providers 2021"
 ※2 METI "FY2020 Global Survey Project Concerning Integrated Domestic and External Economic Growth Strategy Building (E-Commerce market survey)"

※3 Yano Research Institute Ltd. "Online Payment/Settlement Service Providers 2021" and "Domestic Cashless Payment Market 2019"
 The figure for FY2020 is an estimate, the figures for FY2021~FY2024 are forecasts.

FinTech: BNPL business of GMO-PS

Established top-tier market share and earnings base as a comprehensive payment provider

Key features of our BNPL business

- Apply machine learning that utilizes the large amount of credit data
- Lower default rate by accumulating credit data and collection know-how
- Provide all payment methods needed in the EC market as a comprehensive payment provider
- Rollout business-use BNPL by collaborating with B2B operators



- Stable profit generation and expansion of transaction value
- Leverage group synergy and build top tier business foundation

(¥ Mil.)

8,000

7,000

6,000

5,000

4,000

3,000

2,000

1,000

0

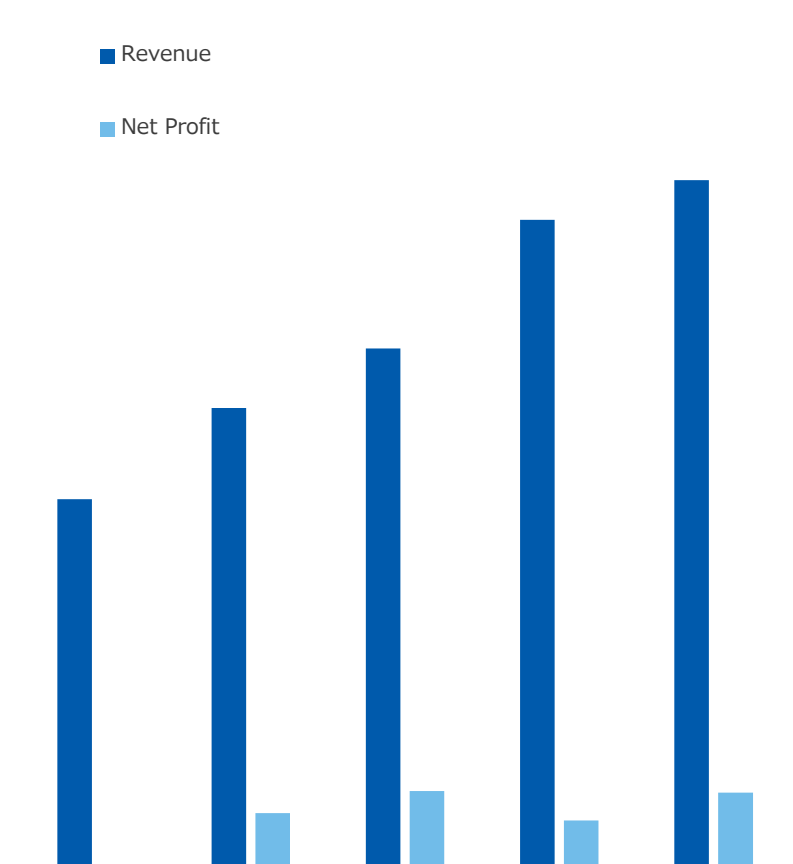
-1,000

← J-GAAP →

■ Revenue

■ Net Profit

17/9 18/9 19/9 20/9 21/9



FinTech: Instant Salary byGMO

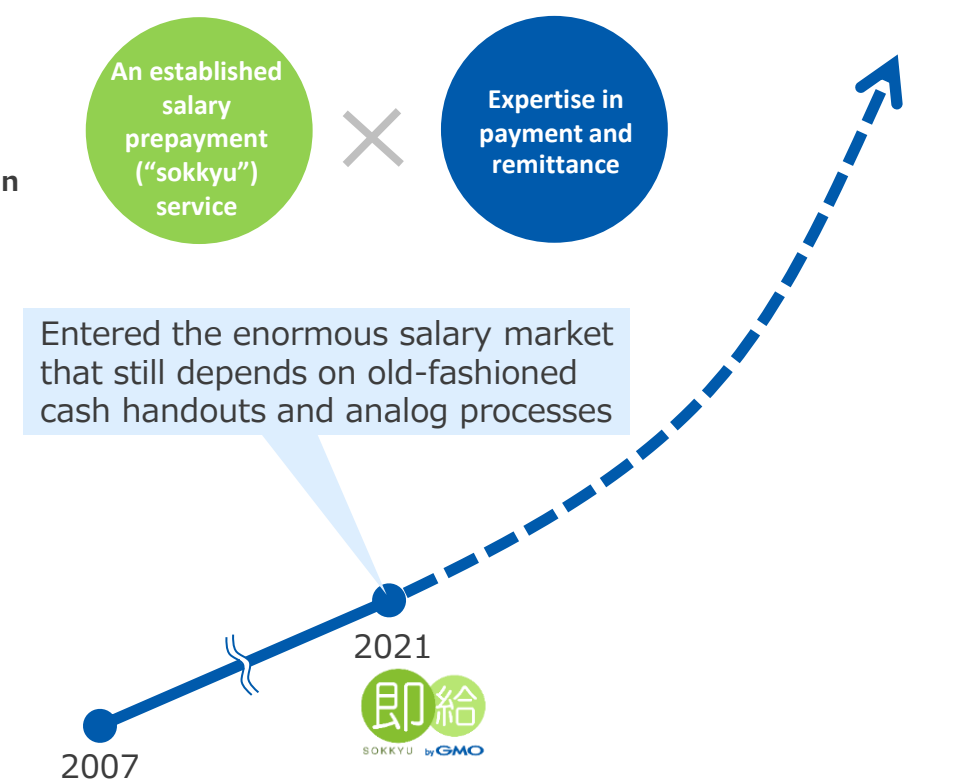
To be the de facto digital and seamless service provider in the ¥220 trillion salary market

Collaboration with SMFG

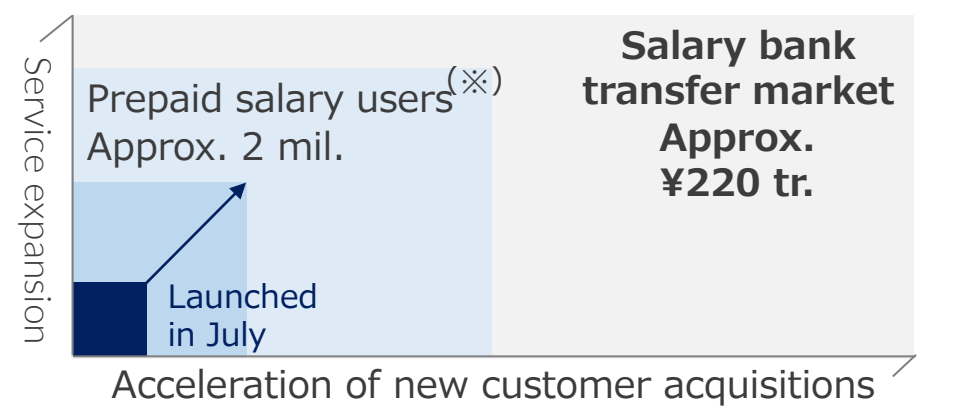
2015 2016 2017 2018 2019 2020 2021



Growth Trend (image)



Target market



(※) Major sectors: Logistics & transport, delivery, relocation services
Employment type: temporary staff, part-time, etc.

※ SMFG: Sumitomo Mitsui Financial Group, Inc. SMBC Group: Sumitomo Mitsui Banking Corporation group (including Sakura Information System Co. Ltd.)

BaaS & Cashless

(Embedded Finance)

Increase Ginko Pay adopters, interlink each service to create an infrastructure-like service

■ Ginko Pay

Smartphone-based payment app marketed to financial institutions that allows for immediate debit from user's bank account



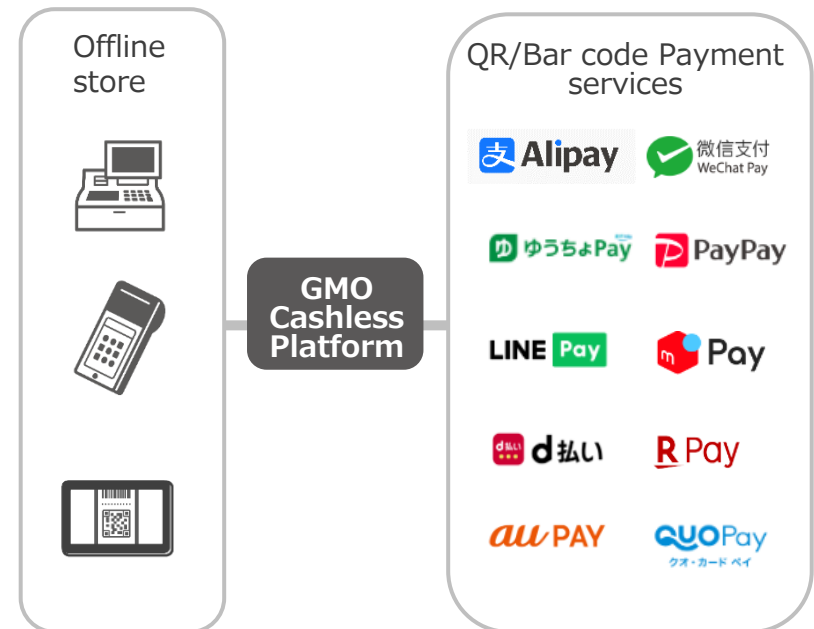
■ GMO-PG processing platform

One-stop support of various payment solutions for the issuing/acquiring businesses at business operators, credit card companies and banks.

Start providing acquiring support function to JRF Card

■ GMO Cashless Platform

Cashless solution for offline stores which offers a package of payments methods including QR/Bar code. Planning to launch new cashless payment method.



IoT: Offline Payment Market

Expand business scale through cashless migration and alliance strategy

Offline payment

GMO Financial Gate offers payment terminals for payments made at offline stores.

Growth factors of the offline market

- Cashless demand from changing externalities such as the “new normal” lifestyles

Mobile terminal



Embedded-type EMV terminal※

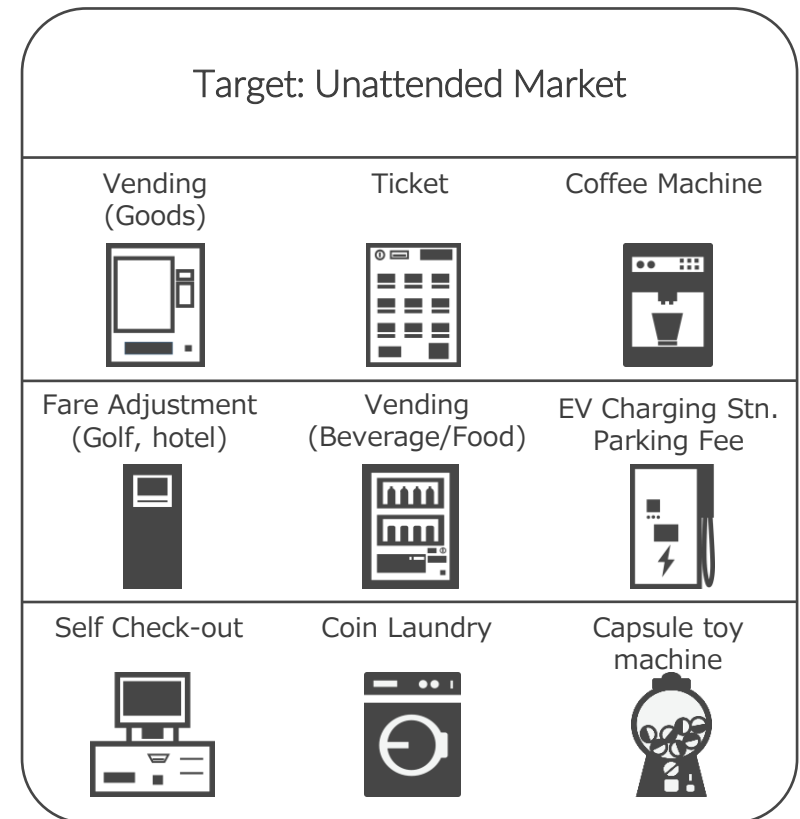


stera

Rollout of a new payment platform to provide a one-stop service that handles variety of payment methods.

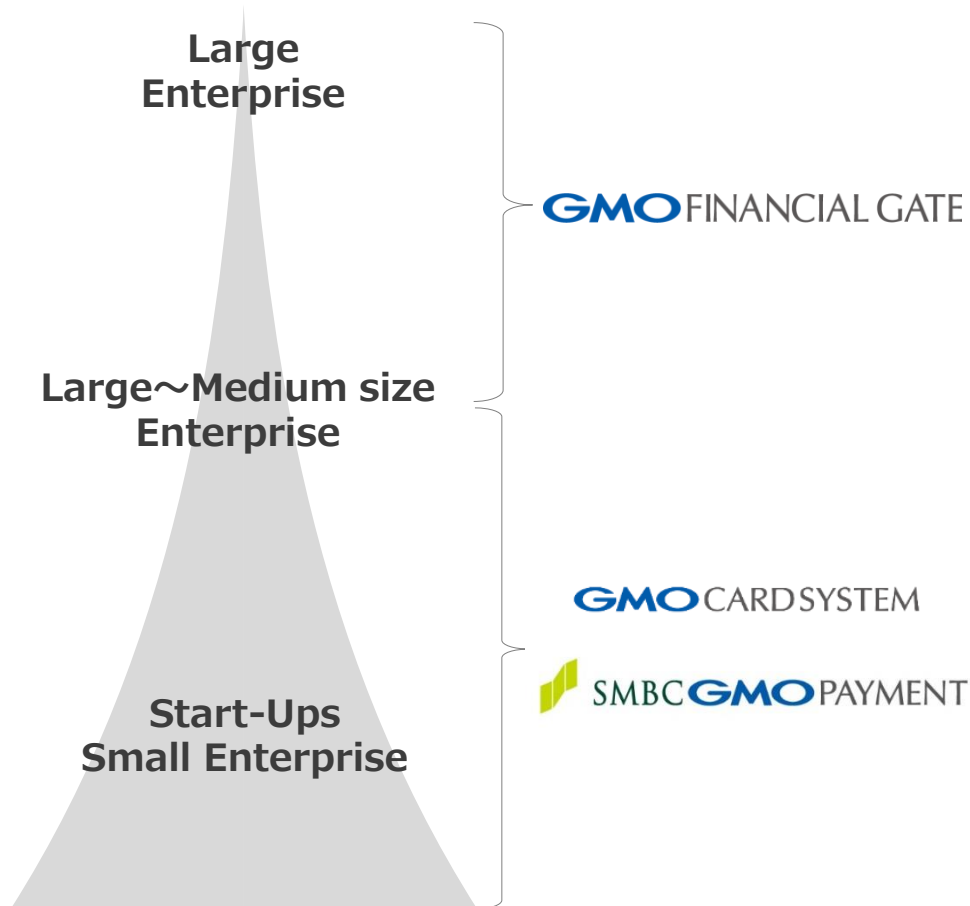


※EMV: uniform standards for IC-chip enabled credit cards formulated by Visa and MasterCard.



IoT: Offline Payment Market

SMBC GMO PAYMENT: Business reorganization and reinforcing the alliance



Business reorganization (change in equity interest)

	Before	After
SMBC	51%	10%
GMO-PG	49%	40%
SMCC	0%	50%

SMBC stands for Sumitomo Mitsui Banking Corporation.
SMCC stands for Sumitomo Mitsui Card Co. Ltd.

Rollout of "stera pack," a solution service for SMEs

Commission Rate (%)	<p>Visa/Mastercard: 2.70~2.90% (※) Union Pay, E-money, QR/Bar Code: 3.25%</p> <p>※ First year is a flat rate of 2.80%. Second year onwards is a range on 2.70~2.90% based on Visa/Mastercard's GMV in the previous year.</p>
Service Charge	<p>¥3,000 per month (excl. tax) x nos. of terminals</p> <p>Only credit card payments accepted.</p>
Terminal Cost	<p>Free (※)</p> <p>※ Repaid and exchange is free (if no fault of the merchant)</p>

Global: Overseas Strategy

Expand customer coverage through strategic investments and assisting Japanese companies' foray into the Asian market

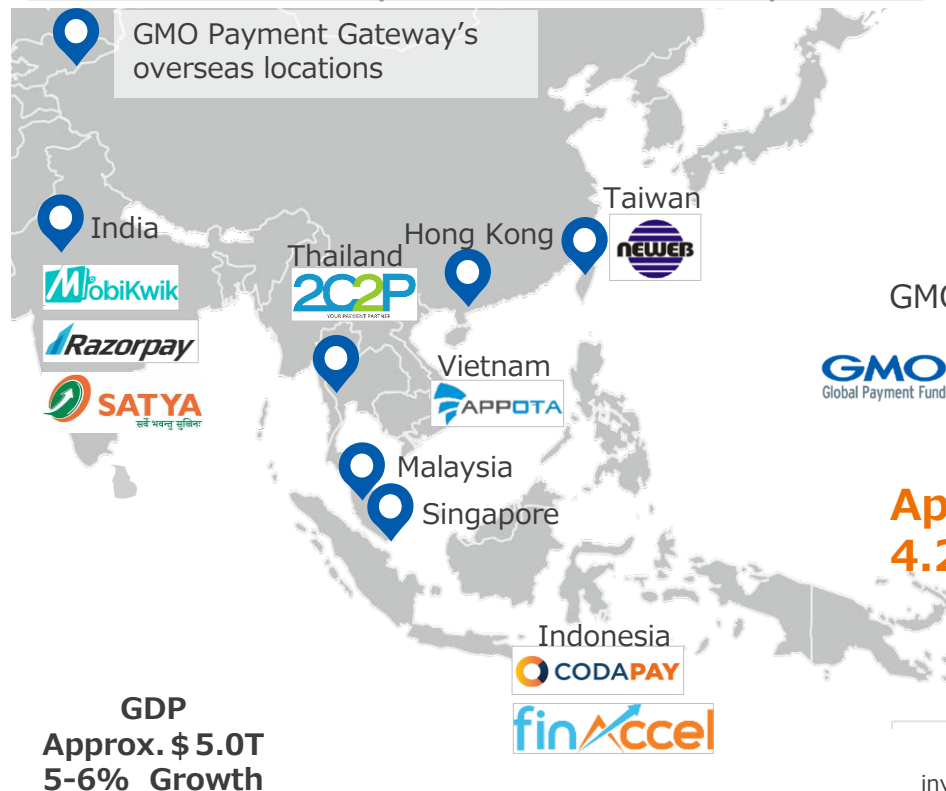
Investment target

Asia: Top payment-related company US: Innovation-focused equity stakes

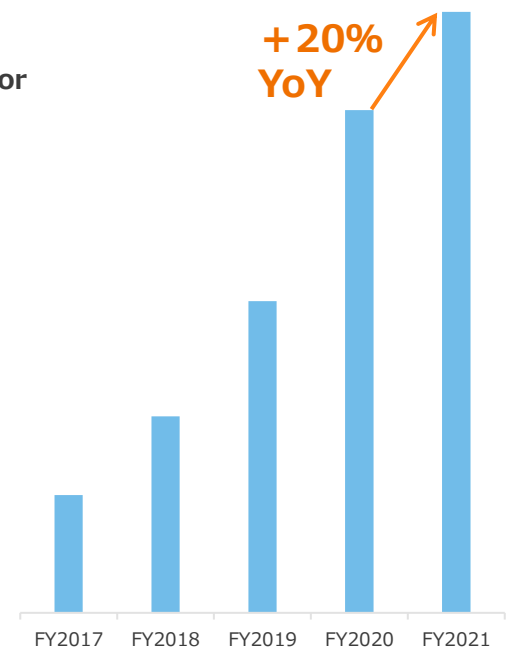
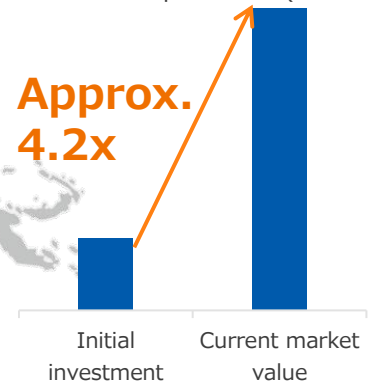
Payment processing business

Providing payment services to Japanese companies expanding into the Asian market (Z.com Payment)

Portfolios of Investments by GMO-PG and GMO Global Payment Fund



GMO Global Payment Fund
Japan's first Fintech fund targeting payment-related startups in Asia (AUM ¥2bn)



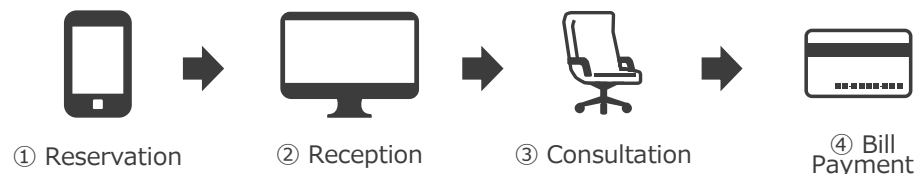
Transaction value in Asia increasing

Payment Enhancement Business: GMO Medical Reservations Technology

Provides reservation management system to improve operations at hospitals and clinics

■ Medical Kakumei byGMO

Seamless services that not only includes reservation function, but also reception, e-medical record link and cashless payment function.*



■ “Omatome Shinsatsuken by GMO”

Bundle multiple medical cards of several hospitals and clinics onto a single app
Contributes to improving reception work efficiency and cancellation rates

Other services also available

- Medical Kakumei byGMO for veterinary hospitals
- Dentry byGMO

■ Corporate Overview

Corporate name GMO Medical Reservations Technology Co. Ltd.

Establishment April 11, 2016

Address Tokyo HQ: Humax Shibuya Building 7F, 1-14-6 Dogenzaka, Shibuya-ku, Tokyo
Hamamatsu Branch: Chanson Building 6F, 125 Daikumachi, Naka-ku, Hamamatsu-shi, Shizuoka

Capital ¥259 million yen

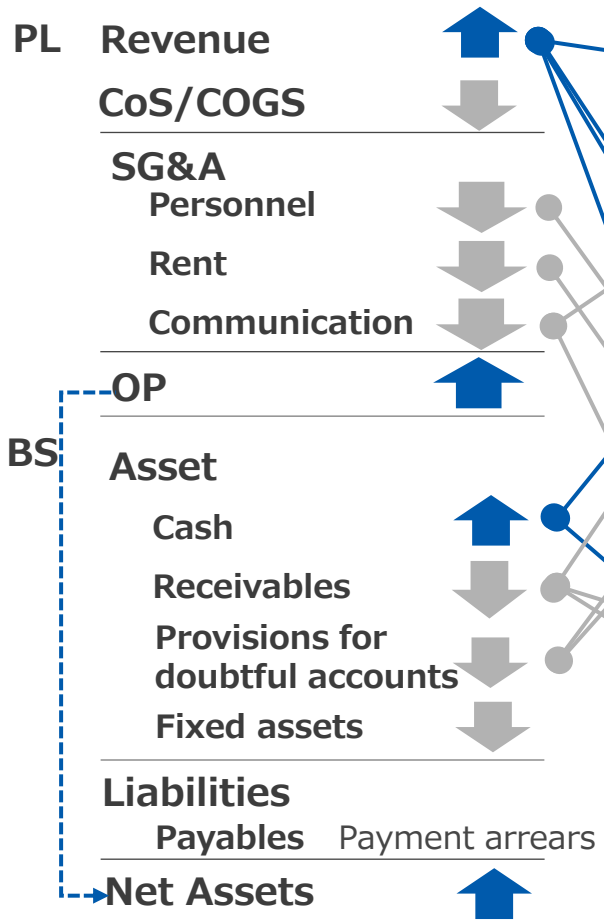
Directors	President and CEO	Toru Kikuchi
	Executive VP	Naoyuki Kumano
	Director	Satoru Isozaki
	Director	Takashi Mitani
	Director	Kazunari Taguchi
	Executive Officer	Mineaki Hagita
	Executive Officer	Takayuki Koretomo

* The following services of reception machines for repeat visits, e-medical record links and payment functions are available as option services.

Our Position in the socio-economic New Normal

DX support services that improves client's PL & BS

Customer needs & PL/BS changes



Use cases

EC shop, Utility bills

- Multiple payment methods
- Paperless (lower postal cost)
- CF improvement service
- Improve collection rate
- Prevent suspicious transactions

Restaurants

- Delivery sales
- Cashless implementation
- Increase recruits (lower personnel cost)
- Store closures (lower rent expense)
- CF improvement service

Event, Ticket Sales

- Merchandise sale
- Refund demand (lower postal cost)

Our DX support services

PG Multi-Payment service

TEPCO EP's

SMS Payment Choice

Cycle byGMO

GMO B2B Early Payment

Invoice Smartphone Payment

Fraud prevention

service (Sift)

Online sales support

GMO Cashless Platform

Electronic Invoice Early Payment

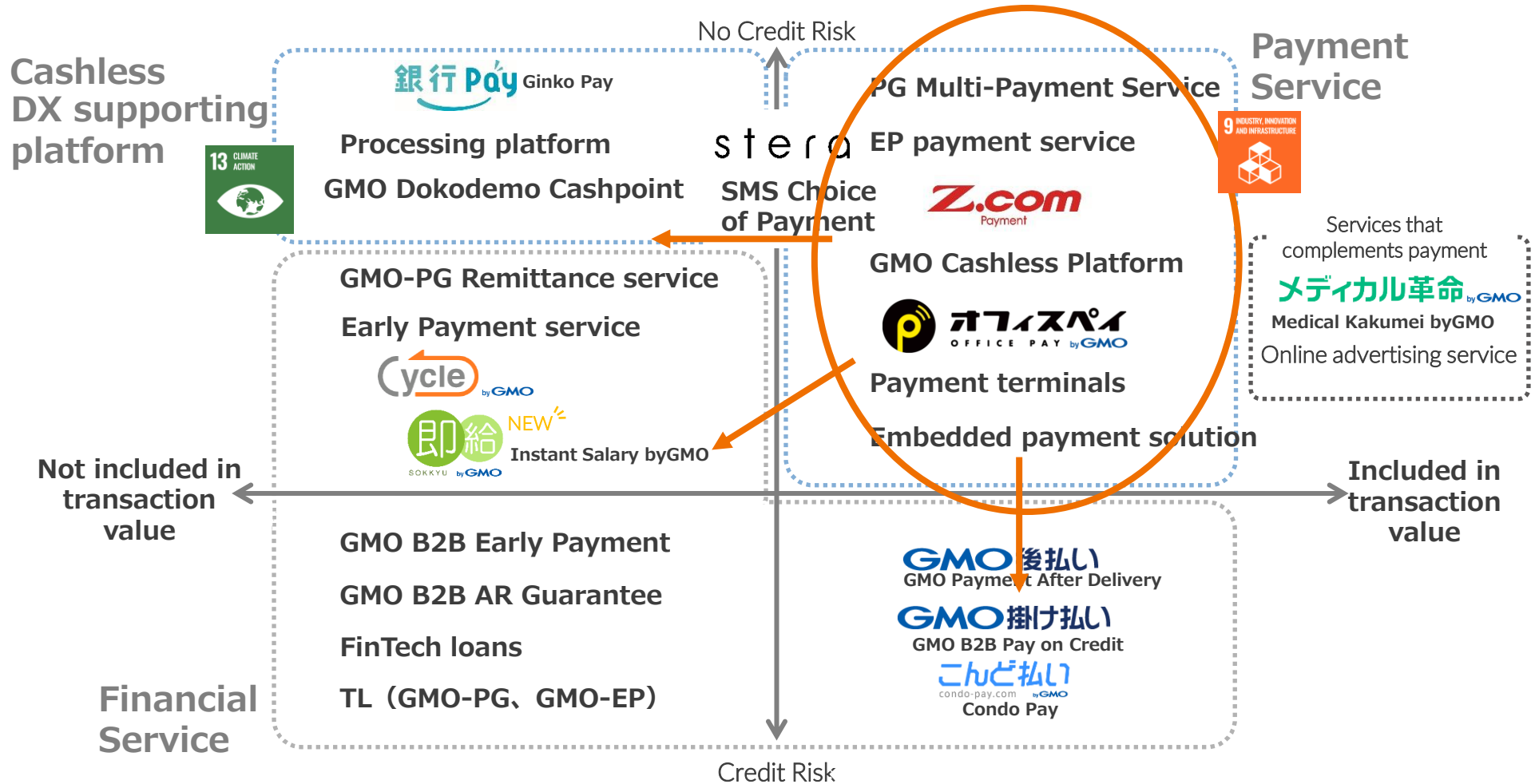
GMO B2B AR Guarantee

Online sales support

Remittance service (for refunds)

Product map

GMO-PG's definition of payment: what enables the digitalization of money flow



※ TL stands for Transaction Lending

ESG Initiatives

ESG initiatives are outlined on GMO-PG's website and in the 27th fiscal year annual report.


■ Q3 FY2021 Financial results briefing

■ GMO-PG website


2.1 Our value proposition

Driving social advancement and progress through DX adoption and decarbonization efforts


Value contribution to society and our role



Digital invoice service



Driving the change into a zero-carbon society



1995~ Support EC & Online

2018~ Support DX

SUSTAINABLE DEVELOPMENT GOALS

- 1 **People** Access to financial services for all men and women
Investment and loans to microfinance and new technology firms
- 7 **Affordable and Clean Energy** Plan to begin EC payment processing using de facto renewable energy in 2021
- 8 **Decent Work and Economic Growth** Selected as "Great Place To Work" for 7 years
Payment Processing delivers the merchant's passion "Sokkyu byGMO" quick access to salary after work
- 9 **Industry, Innovation and Infrastructure** Drive social innovation through payment and financial technology
- 13 **Climate Action** Various decarbonization activities through DX, such as paperless operations at merchants
- 17 **Partnerships for the Goals** 28 years of promoting open innovation of Japan's EC ecosystem with other corporate groups

GMO PAYMENT GATEWAY

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GMO PAYMENT GATEWAY

Company Profile | Information for Investors | Careers | Newsroom | Security / Compliance | ESG

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ESG

ESG of GMO-PG

Under our principle of "Seeking both material and spiritual wealth by contributing to the progress and development of society", we provide payment services that support online, cashless and paperless migration for the realization of a digitized society.

Based on our stance that "people determine the company," the organization is structured so that all partners can jointly progress towards realizing the management goal of "sustaining operating profit growth of 25%," by providing support for personal growth through proprietary HR development and welfare benefits and by sharing the corporate vision with all partners.

- Environment
- Social
- Governance

Environment Social Governance

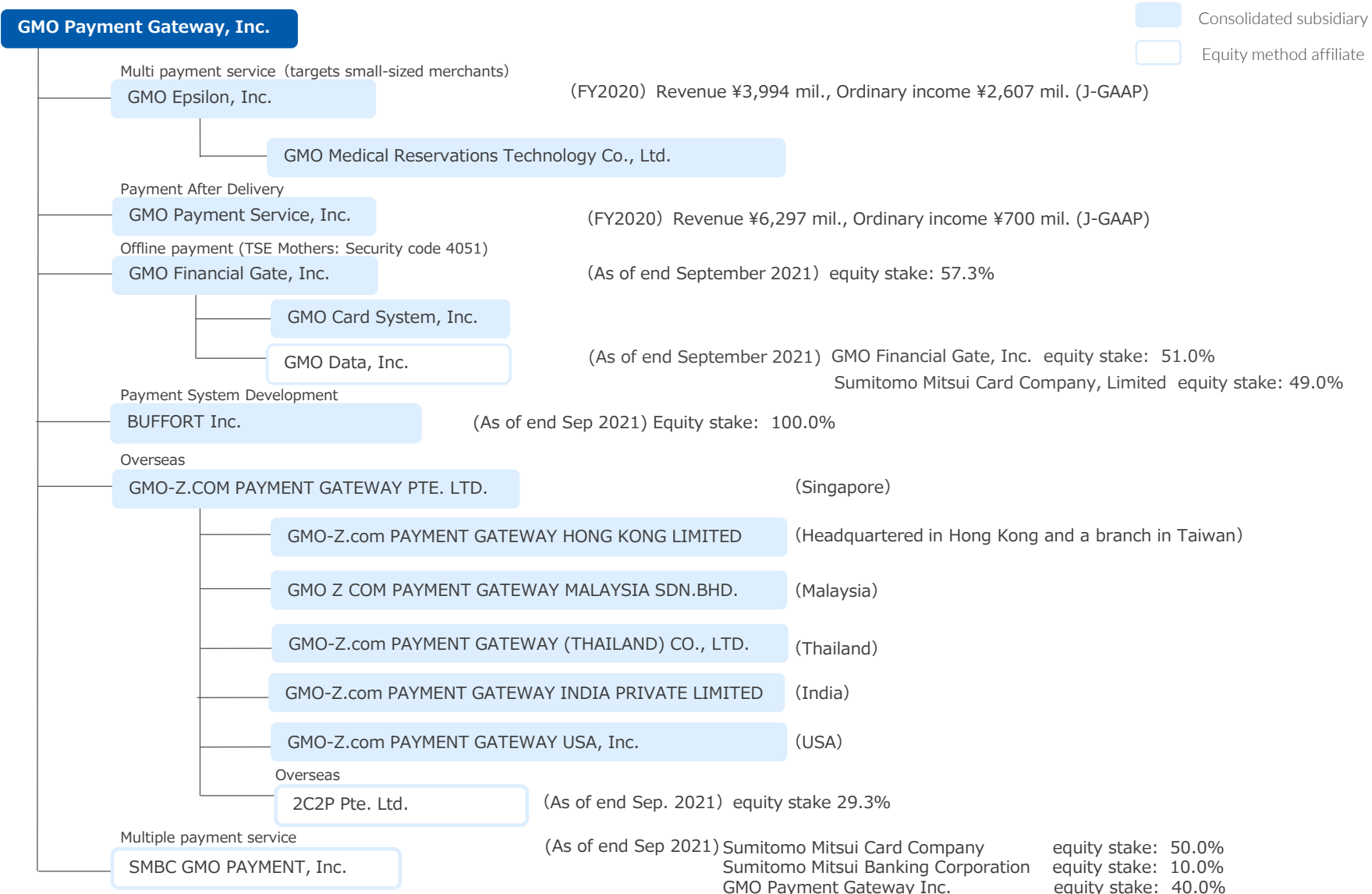
Consecutively awarded 5-star certification by HDI, the only company to receive this accreditation in the payment processing industry



For details, please click on the URL links below:

- GMO-PG website <https://www.gmo-pg.com/en/corp/esg/>
- 27th FY Annual Report https://www.gmo-pg.com/en/corp/newsroom/pdf/201221_gmo_pg_en.pdf

Major subsidiaries and equity-method affiliates (IFRS standards)



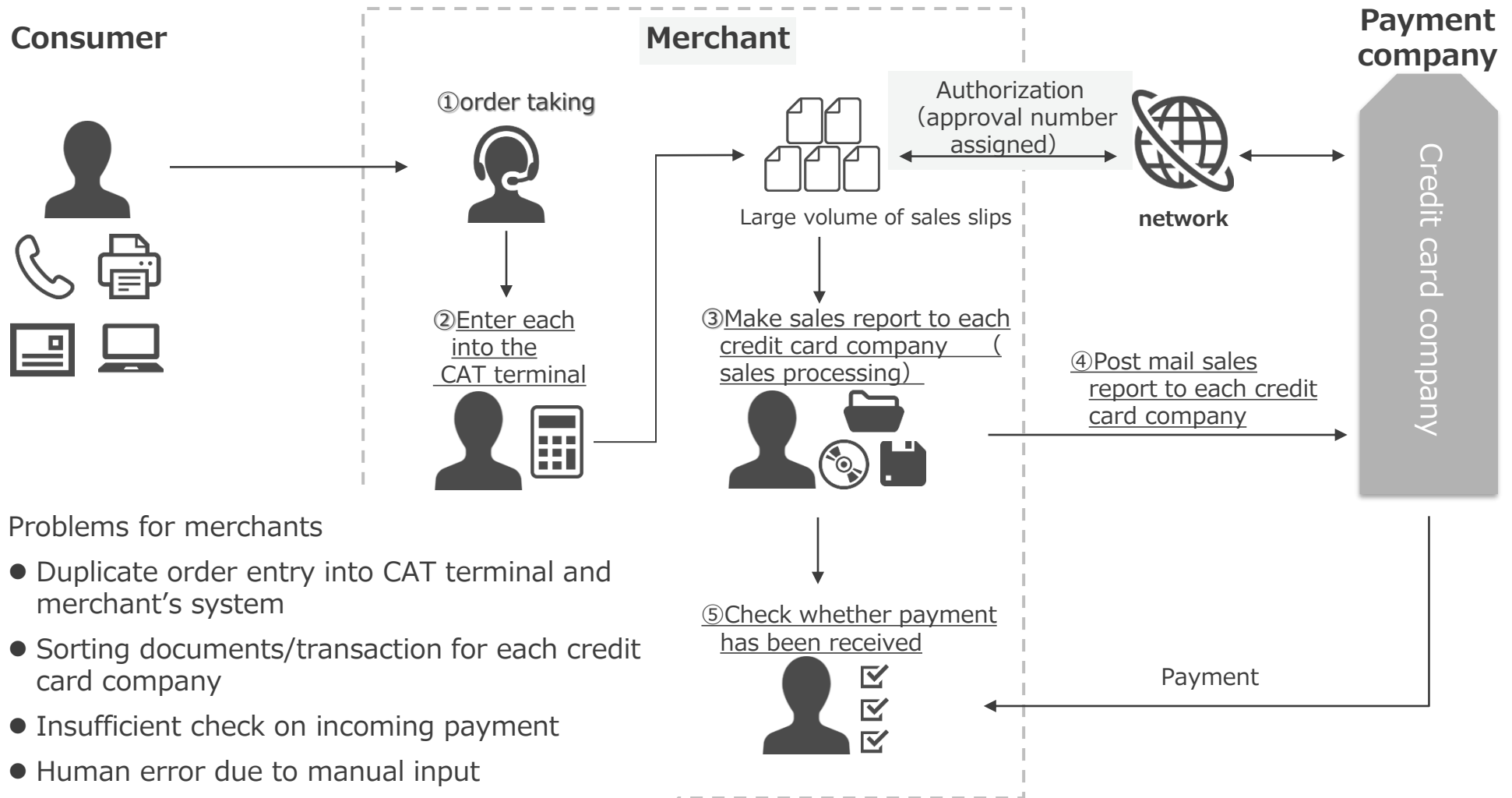
Company Outline

■ Name	GMO Payment Gateway, Inc. (3769; Tokyo Stock Exchange First section)	
■ Date of establishment	March 1995	
■ Location	FUKURAS office (Head office) SHIBUYA FUKURAS 15F, 1-2-3 Dogenzaka, Shibuya-ku, Tokyo, 150-0043 Japan Humax Shibuya Building 7F, 1-14-6, Dogenzaka, Shibuya-ku, Tokyo Japan	
■ Capital stock	13,323 million yen (As of September 30,2021)	
■ Major shareholders	GMO Internet, Inc., Sumitomo Mitsui Banking Corporation, Mr. Issei Ainoura ,etc	
■ Management team	Chairman & Director	Masatoshi Kumagai
	President & Chief Executive Officer	Issei Ainoura
	Director, Executive Vice President	Ryu Muramatsu
	Director, Executive Vice President	Satoru Isozaki
	Senior Managing Director	Yuichi Hisada
	Director	Masashi Yasuda
	Director	Hirofumi Yamashita
	Director	Takehito Kaneko
	Director	Yuki Kawasaki
	External Director	Masaya Onagi
	External Director	Akio Sato
	Senior Managing Executive Officer	Shinichi Sugiyama
	Managing Executive Officer	Tomoyuki Murakami
	Managing Executive Officer	Masaru Yoshioka
	Managing Executive Officer	Takeshi Yoshii
	Managing Executive Officer	Takashi Mitani
	Managing Executive Officer	Katsunari Mukai
	Managing Executive Officer	Kazunari Taguchi
	Senior Executive Officer	Tatsuya Koide
	Executive officer	Kiyonobu Inayama
	Executive officer	Shingo Ito
	Executive officer	Yoshinori Inoguchi
	Executive officer	Hirofumi Tozawa
	Executive officer	Yasunori Hatada
	Executive officer	Mariko Takeda
	Executive officer	Junpei Kendo
	Executive officer	Katsuyoshi Sota
	Standing Auditor	Kazutaka Yoshida
	Auditor	Takashi Iinuma
	External Auditor	Kazuhiko Okamoto
	External Auditor	Yumi Hokazono
■ Auditor	Deloitte Touche Tohmatsu LLC	
■ Consolidated subsidiaries	GMO Epsilon, Inc., GMO Payment Service, Inc., GMO Financial Gate, Inc., BUFFORT Inc. GMO-Z.com Payment Gateway Pte. Ltd. (Singapore), etc.	
■ Equity affiliates	SMBC GMO Payment, Inc., GMO Data, Inc., 2C2P Pte. Ltd., etc.	

(As of October 1, 2021)

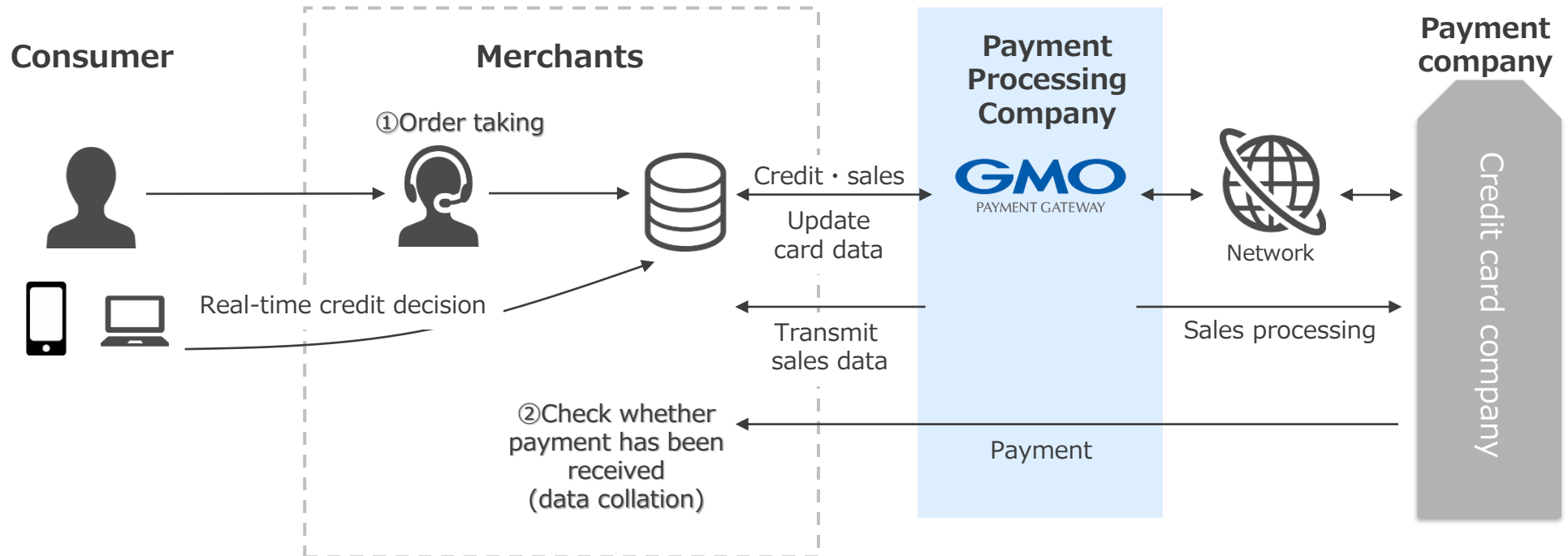
Business outline of payment processing company (1)

Problems with online credit card payment in the early days of E-Commerce



Business outline of payment processing company (2)

Payment processing service realizes operational efficiency in credit card payment operations

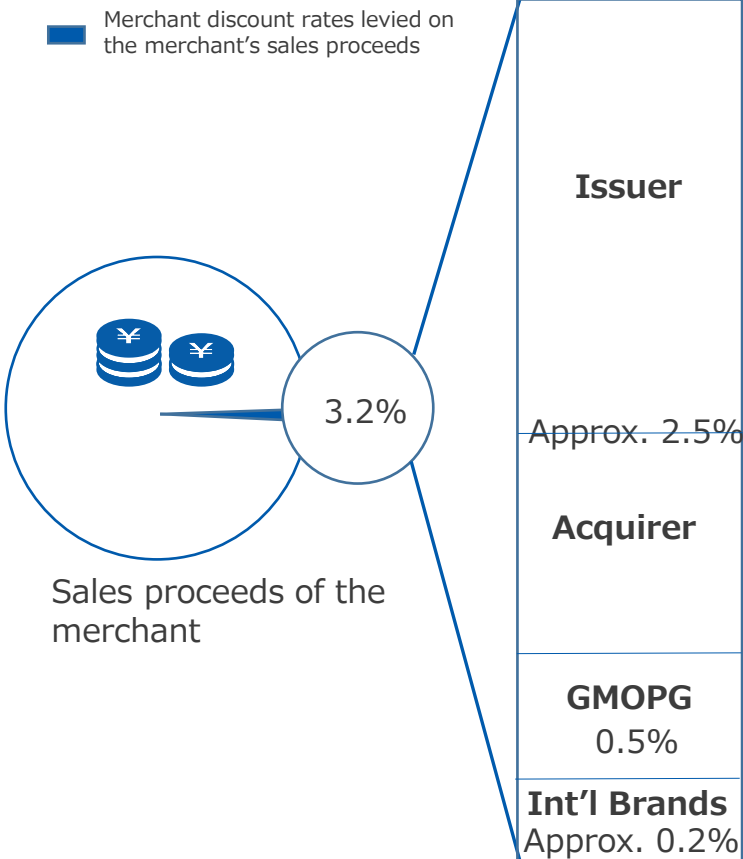


In the early days of Ecommerce, credit card payment was processed offline between the merchant and the credit card company, resulting in work burden on both sides.

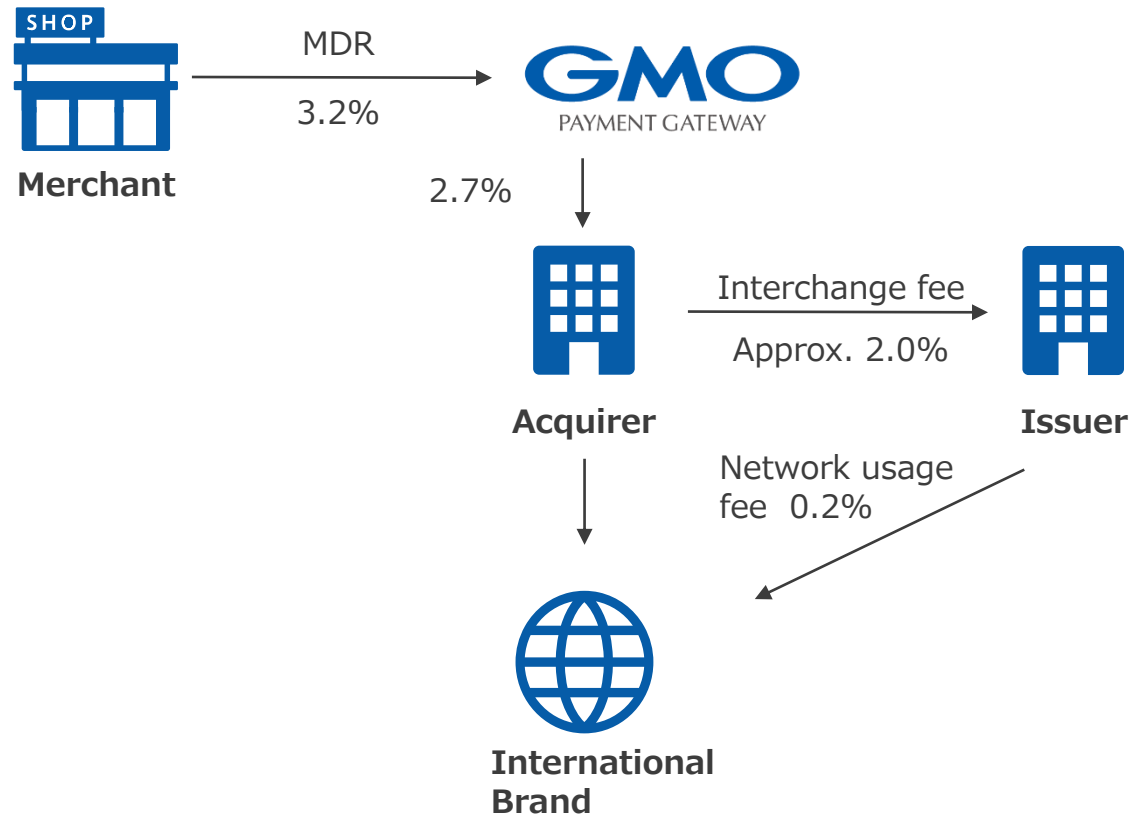
The establishment of payment processing companies eliminated this burden for both parties.

Earnings structure of players in the credit card industry

Take rates of the MDR by player



The flow of MDR



※ The above is compiled by GMO-PG with reference to METI materials on "Takeaways from discussion during 4th session, analysis of interchange fee and initiatives towards paperless"