Fiscal Year 2011 Results Presentation

Supplementary Materials

February 8, 2012

GMO Internet, Inc.

(TSE1:9449)

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Main Group Companies

76 Group Companies (57 consolidated, 17 non-consolidated, 2 equity method companies)

GMO Payment Gateway, Inc.
(Western Japan Sales Office)
GMO Solution Partner, Inc.
(Osaka Sales Office)
IT Next Holdings, Inc.
Wadax, Inc.
DigiRock, Inc.
(and other companies)

@YMC Corporation
(Yamaguchi Head Office)
paperboy & co.
(Fukuoka Branch)

GlobalSign China (China)
Forex Trade HK Limited
GMO GameCenter Korea, Inc.

Communication Telecom, Inc.

GMO GlobalSign Ltd.
(UK)
GlobalSign NV
(Certificate Authority,
Belgium)

GMO CLOUD AMERICA, Inc. (US)
GMO GlobalSign, Inc. (US)
GMO GameCenter USA, Inc.

Web Infrastructure & Ecommerce Segment
★GMO Internet, Inc. (TSE:9449)
★GMO CLOUD, Inc. (TSE:3788)
★paperboy & co. Inc. (JASDAQ: 3633)
★GMO Payment Gateway, Inc. (TSE:3769)
GMO Fast Translation, Inc.
GMO MAKESHOP Co. Ltd.
GlobalSign K.K.
Epsilon, Inc.
Social Appli Payment Service, Inc
GMO Registry, Inc.
GMO System Consulting, Inc.
GMO Digital Contents Distribution, Inc.
GMO Solution Partner, Inc.
Toriton, Inc.
GMO Creators Network, Inc.

Internet Media Segment
★GMO AD Partners, Inc. (OSE:4784)
GMO NIKKO, Inc.
GMO Mobile, Inc.
GMO Research, Inc.
GMO Media Holdings, Inc.
GMO Media, Inc.
JWord, Inc.
Seed Technology, Inc.
GMO TECH, Inc.
GMO Japan Market Intelligence
other companies

Internet Securities Segment
GMO CLICK Securities, Inc.

Incubation Segment
GMO Venture Partners, Inc.

Social Media & Smartphone Platform
GMO GameCenter, Inc.
REGXE, Inc.
GMO Kumapon, Inc.
(and other companies)

★ Listed Company

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Listed Subsidiaries (3mths to December)

(JPY100 millions)	GMO CLOUD	GMO PAYMENT GATEWAY	GMO AD PARTNERS	paperboy&co.
Stock Code	TSE Mothers (3788)	TSE 1st Section (3769)	JASDAQ Standard (4784)	JASDAQ Standard (3633)
Fiscal Term	Q4 FYE 12/2011	Q1 FYE 9/2012	Q4 FYE 12/2011	Q4 FYE 12/2011
Revenue	2,344	1,061	3,575	873
Operating Profit	218	420	141	168
Ordinary Profit	197	433	173	180
Net Profit	86	247	92	106

*Compiled from each company's respective quarterly P/L statement

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Revenue Breakdown by Segment

(JPY millions)	Q4/2010	Q1/2011/	Q2/2011	Q3/2011	Q4/2011
◆Web Infrastructure & Ecommerce					
Internet Access Provider	272	280	283	293	347
Domain	594	692	692	885	945
Web Hosting	2,578	2,639	2,674	2,786	2,828
Ecommerce Solutions & Web Dev	520	582	539	519	582
Security	415	423	413	381	486
Payment Processing	872	931	941	1,020	1,032
Other	225	196	275	347	338
Segment Total	5,480	5,746	5,820	6,234	6,559
◆Internet Media					
Internet Media & Search Media	2,617	2,418	2,370	2,329	2,392
Internet Advertising Agencies	2,649	2,648	2,615	2,747	3,317
Other	291	264	257	337	340
Segment Total	5,558	5,331	5,243	5,414	6,050
◆Internet Securities					
Internet Securities	2,918	3,484	3,908	3,719	3,645
Segment Total	2,918	3,484	3,908	3,719	3,645
◆Social Media & Smartphone Platform					
Social Media & Smartphone Platform	56	164	529	576	662
Segment Total	56	164	529	576	662
◆Incubation					
Incubation	51	12	2	1	2
Segment Total	51	12	2	1	2
Adjustment for internal transactions	-179	-273	-453	-288	-401
Consolidated Revenue	13,886	14,464	15,050	15,657	16,518

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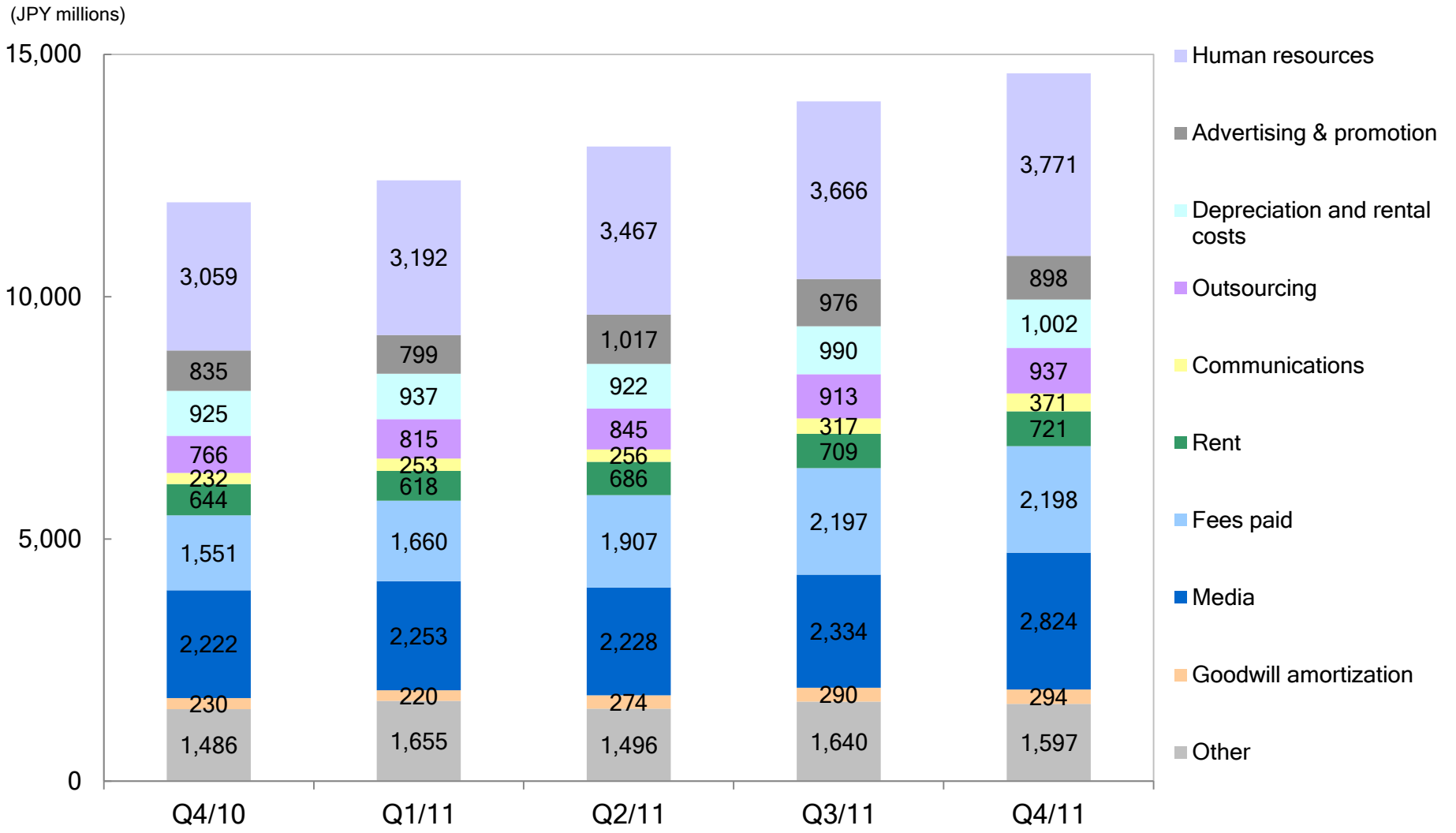
Cost Composition (Consolidated)



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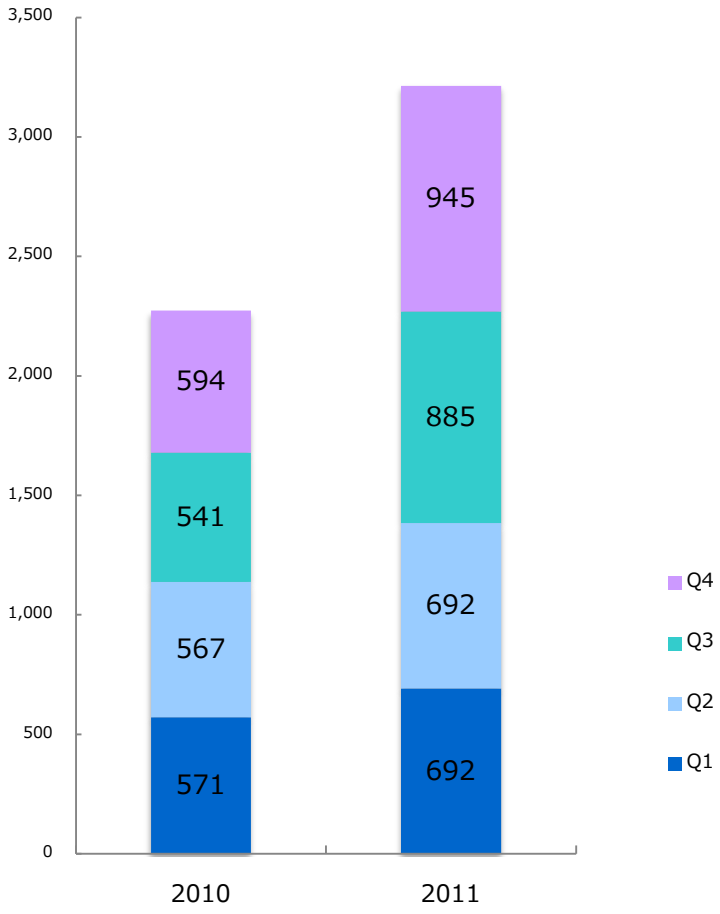
Domains Registration – Performance

Revenue

(JPY millions)

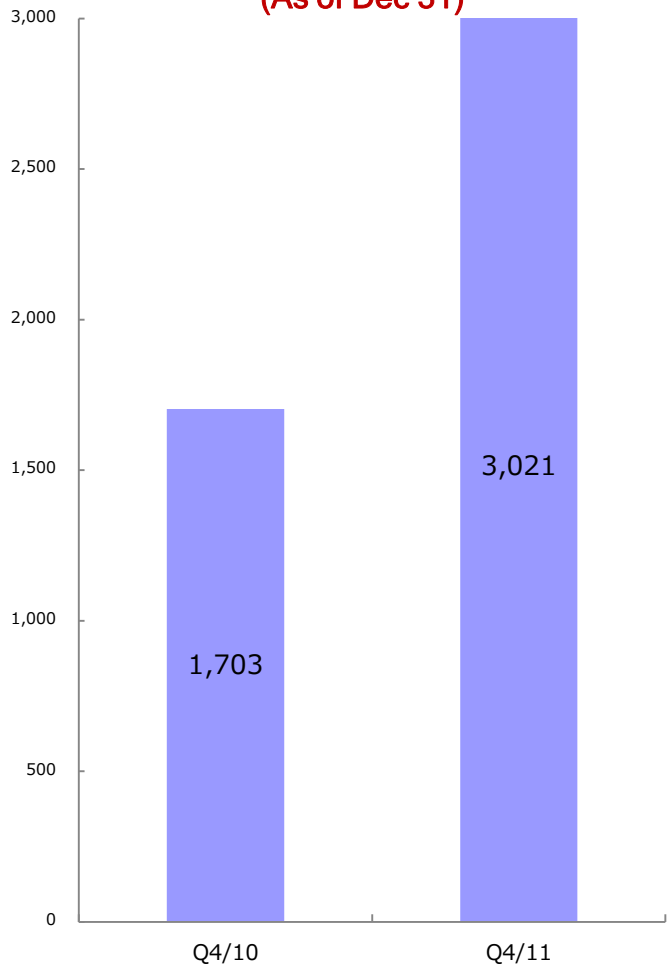
+58.9%
(Q4 YoY)



Registrations

(1,000s)

+77.4%
(As of Dec 31)



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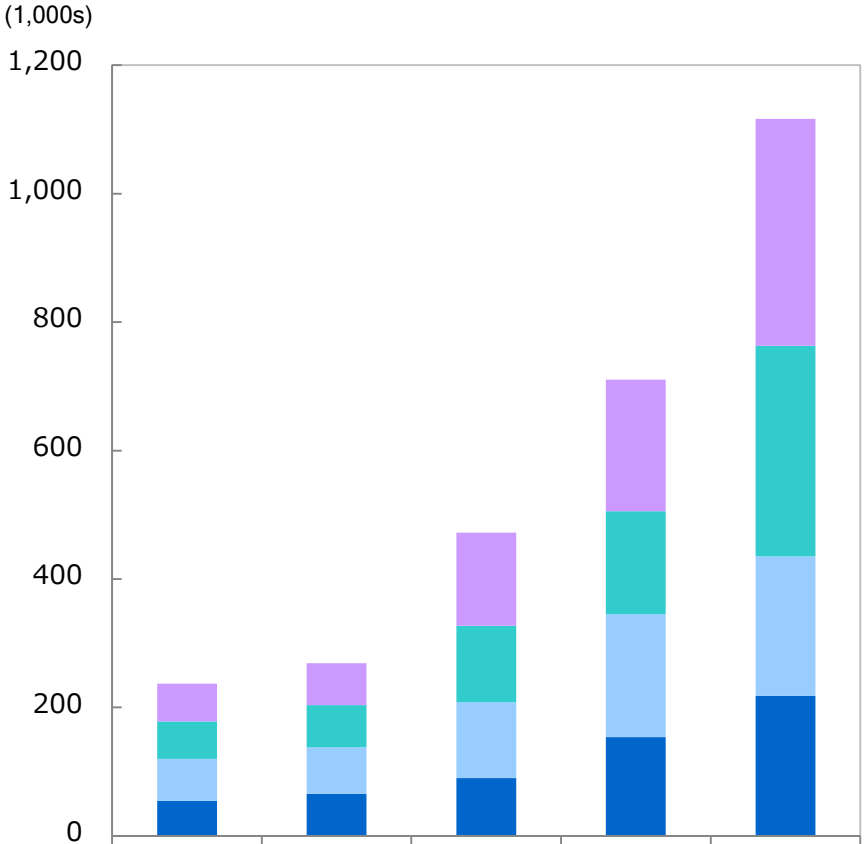
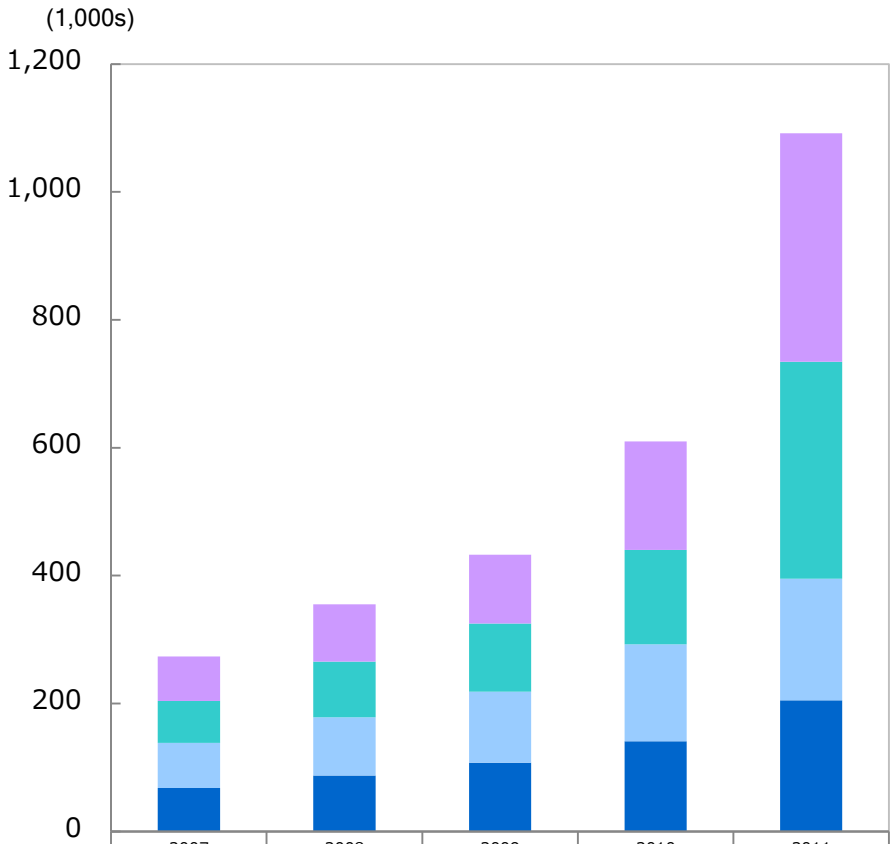
New Domains and Domain Renewals

New Domain Registrations



	2007	2008	2009	2010	2011
Q4	58,631	65,229	144,897	205,033	353,548
Q3	58,615	65,723	119,141	160,374	327,555
Q2	65,066	72,211	118,096	191,536	217,449
Q1	54,837	65,933	90,201	153,679	217,983

Renewals



	2007	2008	2009	2010	2011
Q4	69,400	89,557	107,524	169,285	357,347
Q3	65,603	87,161	106,543	147,549	339,080
Q2	70,630	90,925	111,495	151,682	190,282
Q1	67,826	87,632	107,273	141,096	205,082

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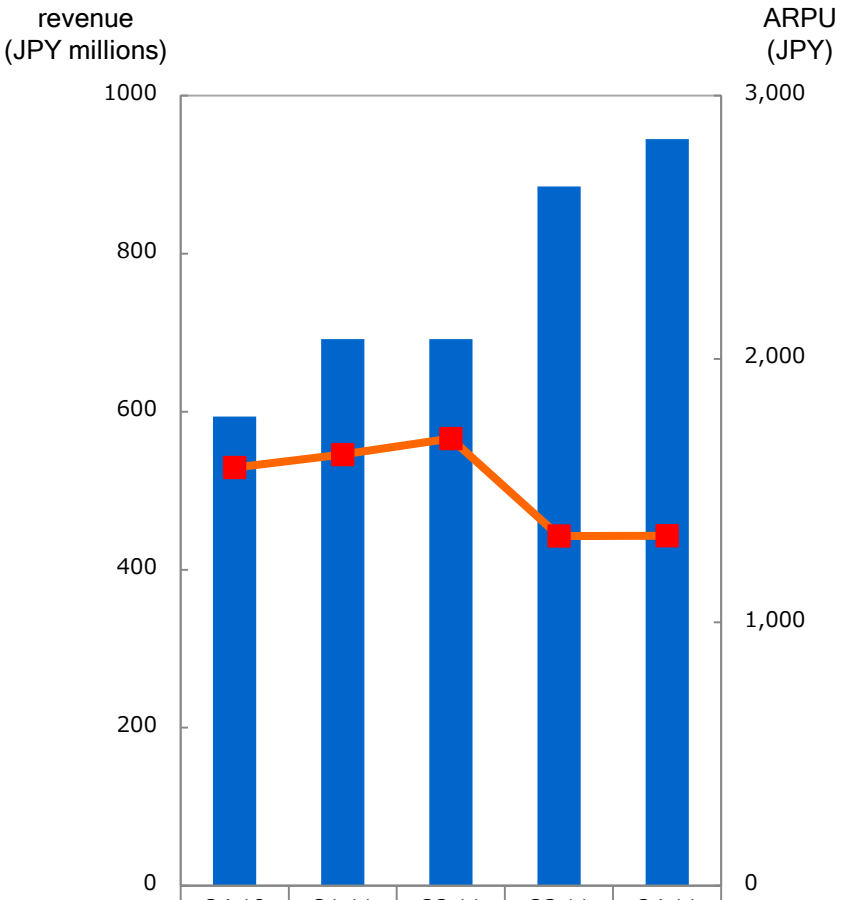
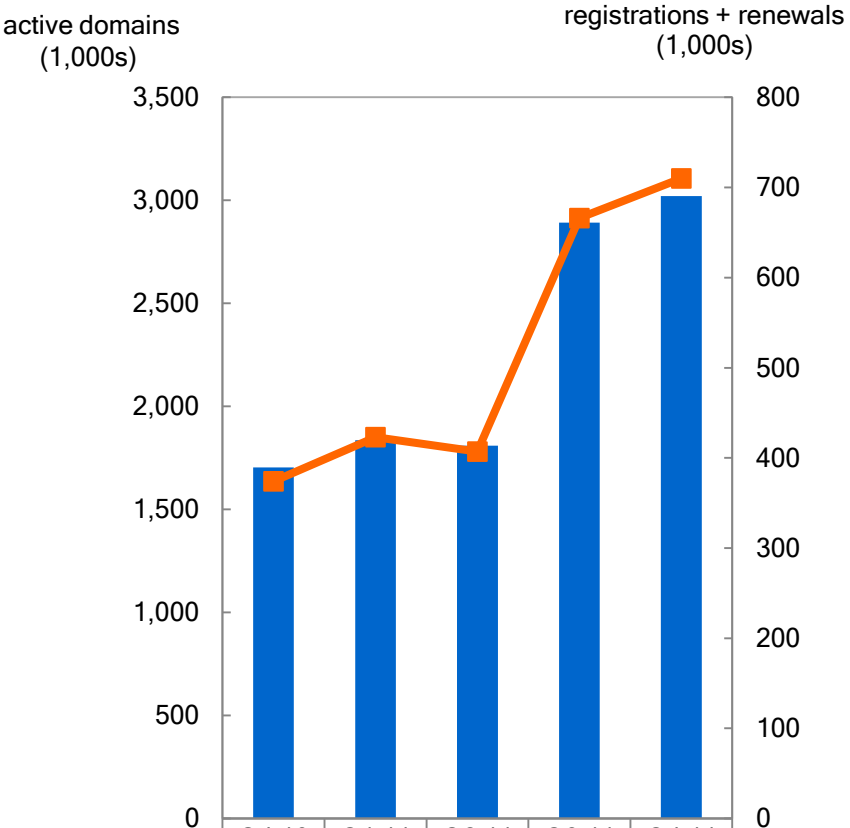
Domain Registration – Key Indicators

Revenue



	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
Revenue	594	692	692	885	945
ARPU	1,588	1,637	1,698	1,328	1,329

Domain Registrations



	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
Active Registrations	1,703	1,835	1,809	2,892	3,021
Cumulative Registrations	2,588	2,806	2,902	4,644	4,999
Registrations & Renewals	374	423	407	666	710

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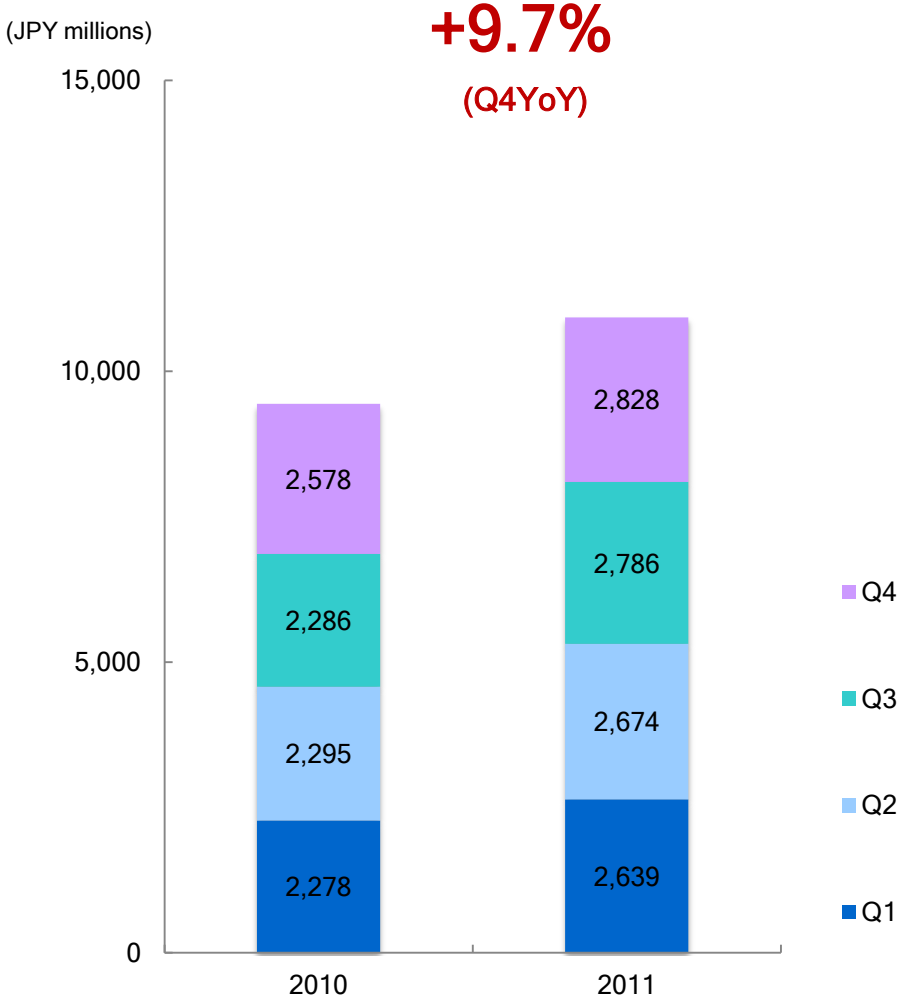
Web Hosting – Performance

Revenue

+9.7%

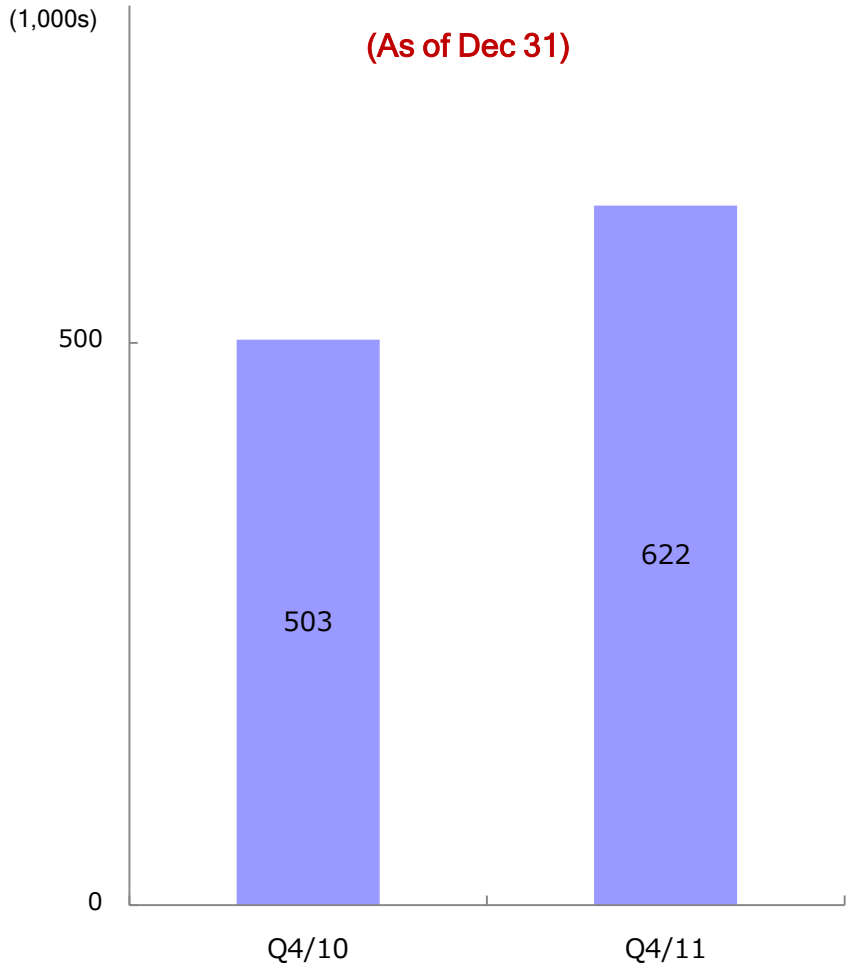
(Q4YoY)



Contracts

+23.7%

(As of Dec 31)



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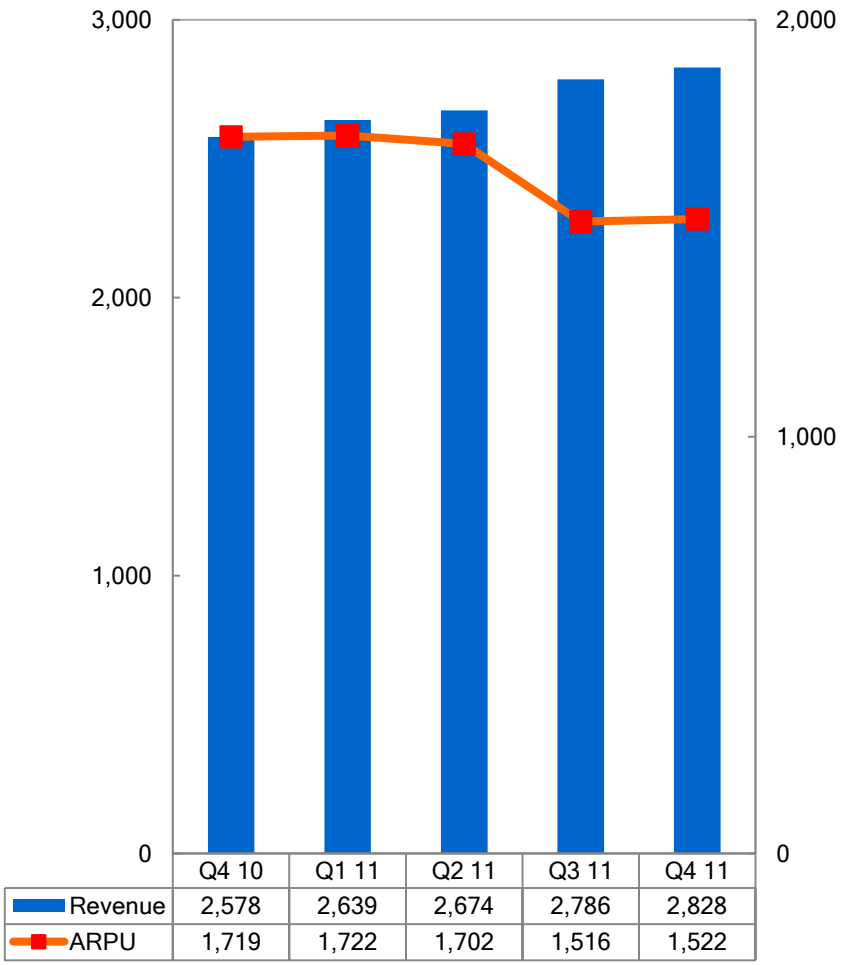
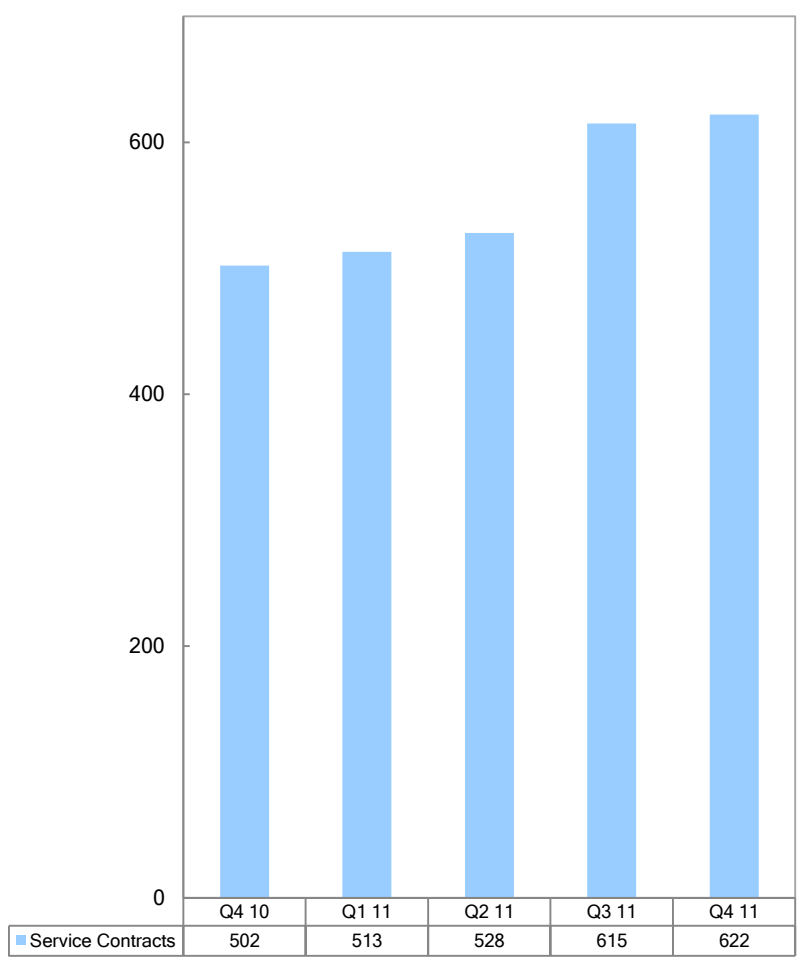
Web Hosting – Key Indicators

Revenue



	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
Revenue	2,578	2,639	2,674	2,786	2,828
ARPU	1,719	1,722	1,702	1,516	1,522

Contracts



	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11
Service Contracts	502	513	528	615	622

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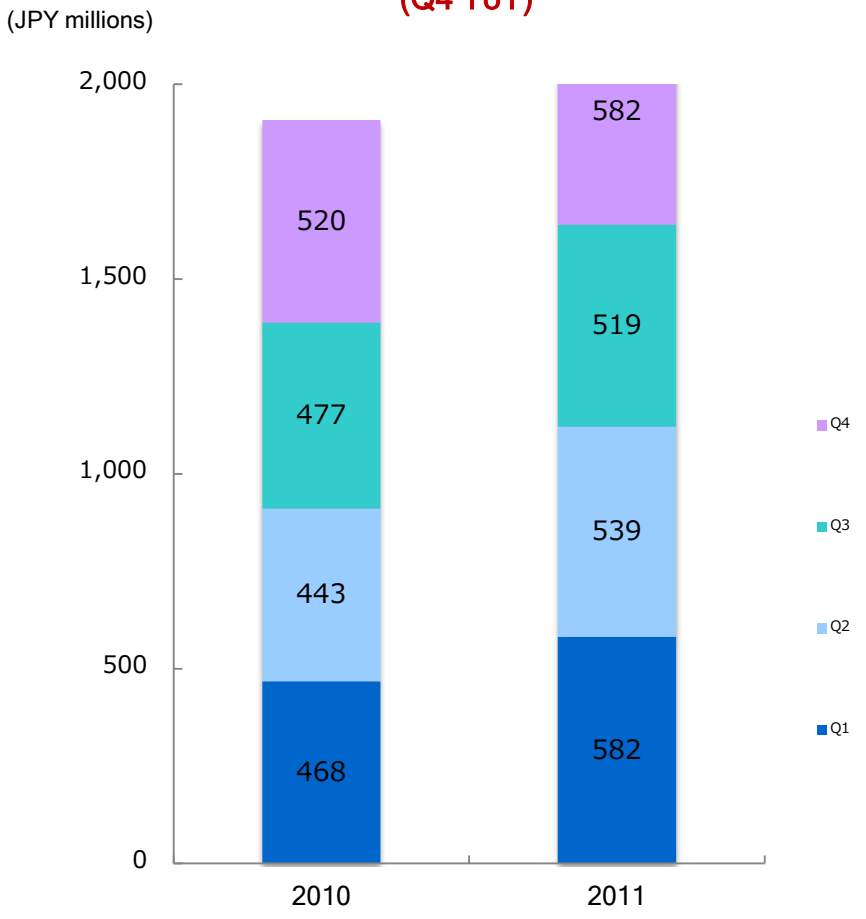
Ecommerce Solutions & Web Dev– Performance

Revenue

+11.9%

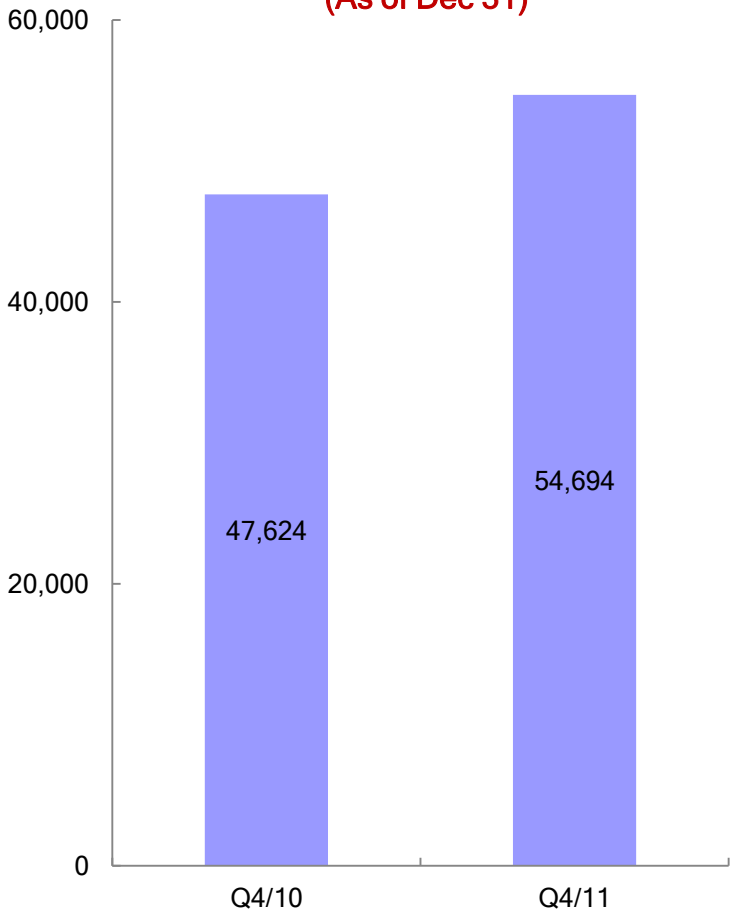
(Q4 YoY)



Contracts

+14.8%

(As of Dec 31)



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Ecommerce Business Parameters

GMO INTERNET

	カラーミーショップ ColorMeShop	MakeShop® GMO INTERNET GROUP	Total
Stores	37,000	17,000	54,000
Volume of Transactions (Quarterly)	JPY17.8B	JPY24.7B	JPY 42.6B
No. of Transactions (Quarterly)	1.74M	1.44M	3.18M

(As of Q4 2011)

(All figures rounded down)

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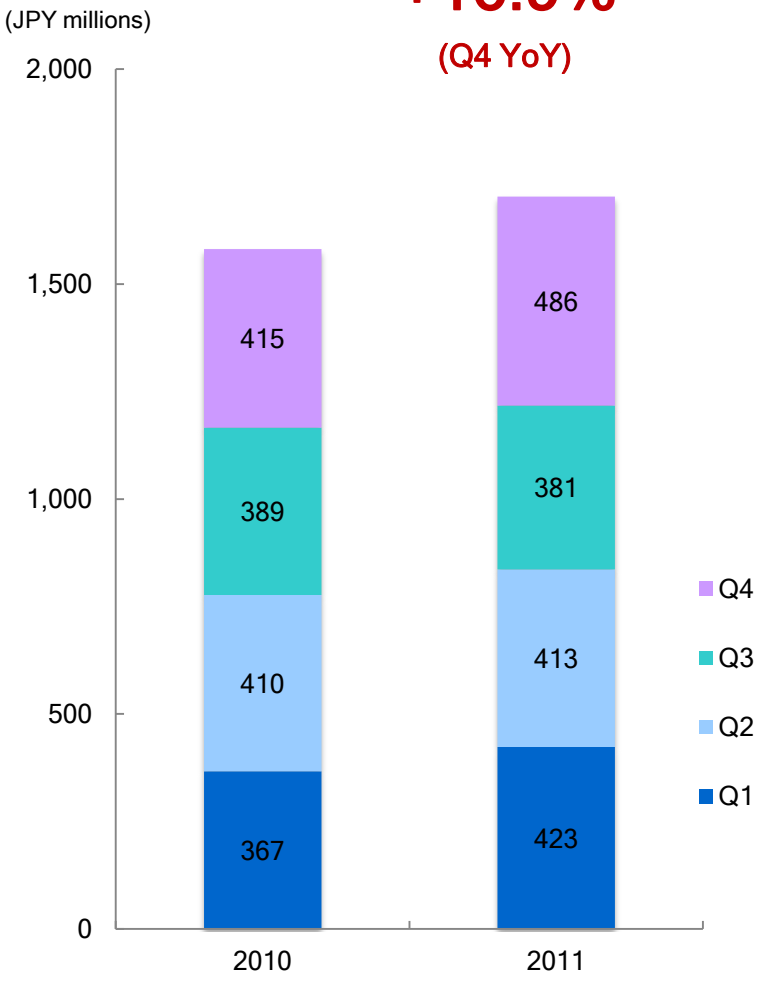
Security – Performance

Revenue

+16.9%

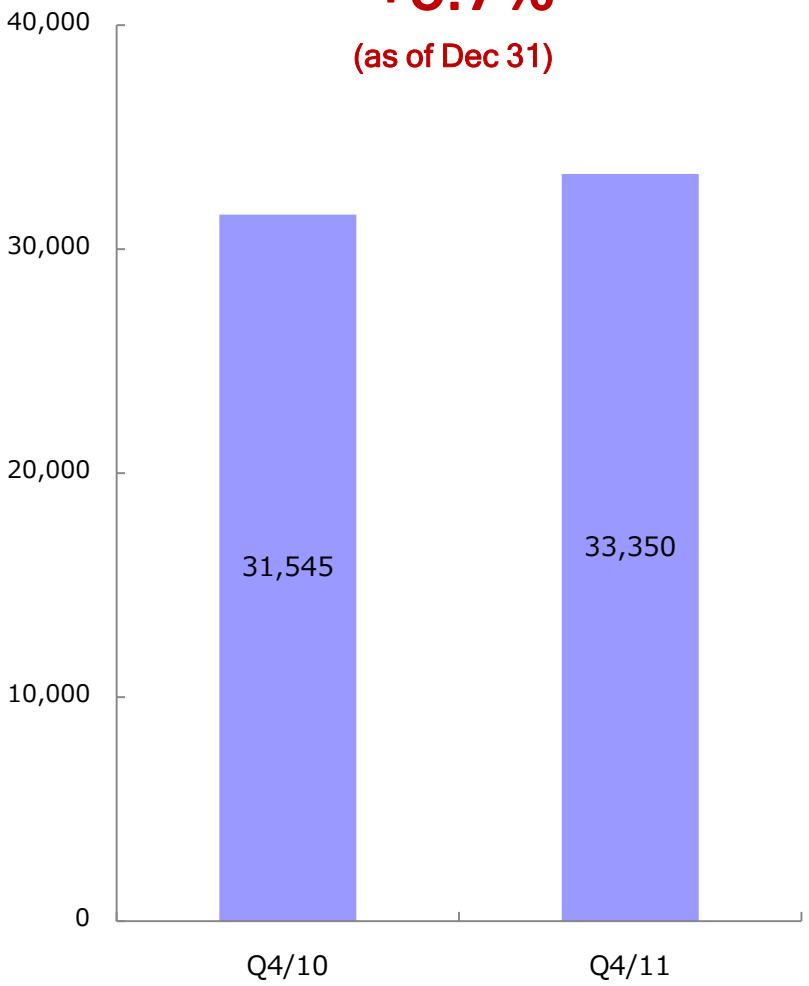
(Q4 YoY)



Certificates Issued (cumulative/domestic only)

+5.7%

(as of Dec 31)



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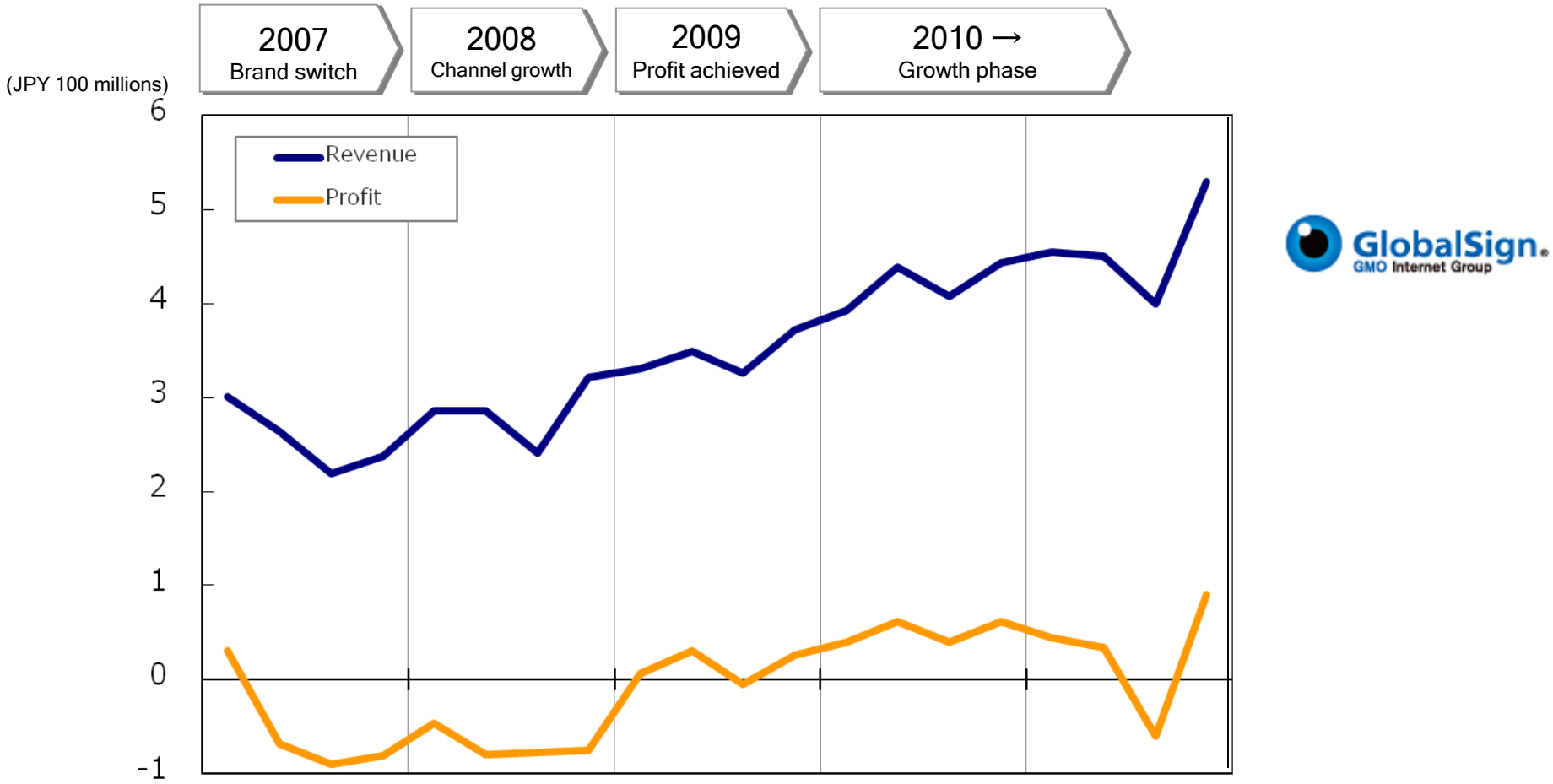
Security – Performance

GMO INTERNET



GlobalSign
GMO Internet Group

*Based on GMO CLOUD accounting standards
*Profit represents ordinary profit as of 2011

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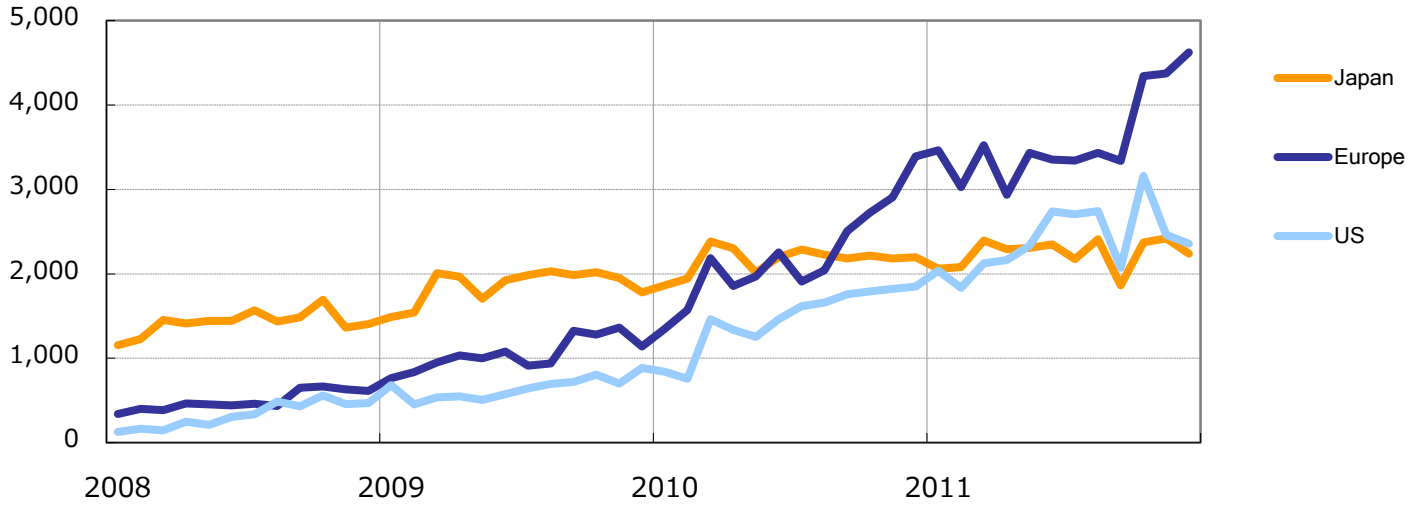
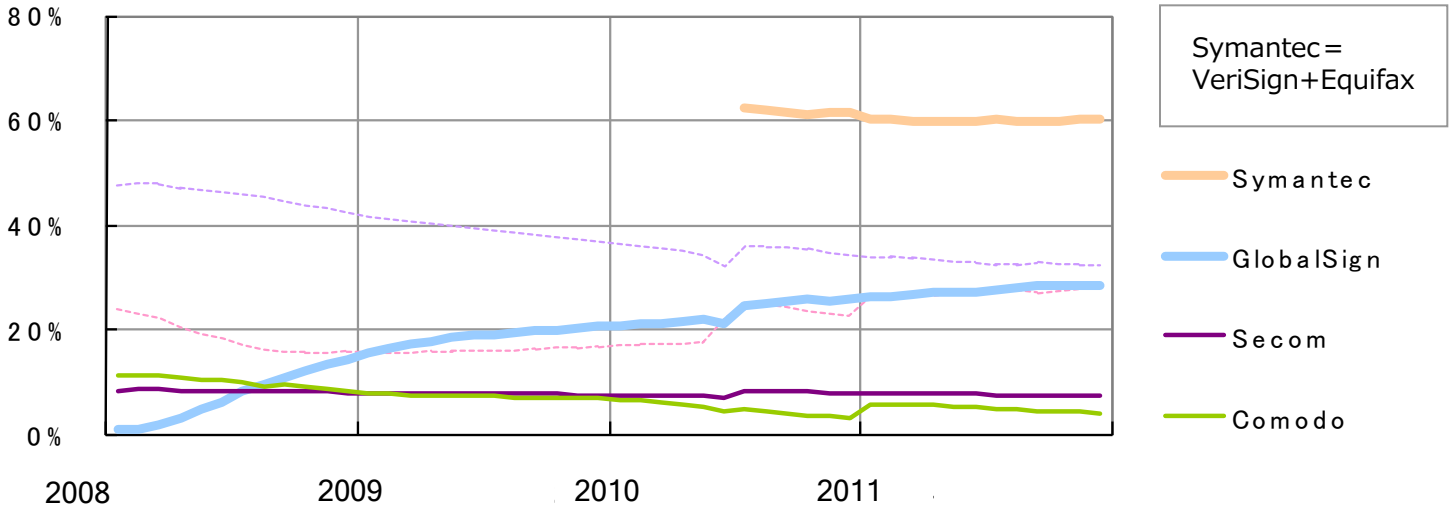
Security – Key Indicators

GMO INTERNET

Monthly Certificate Issues by Region (New and Renewed)



Domestic Market Share



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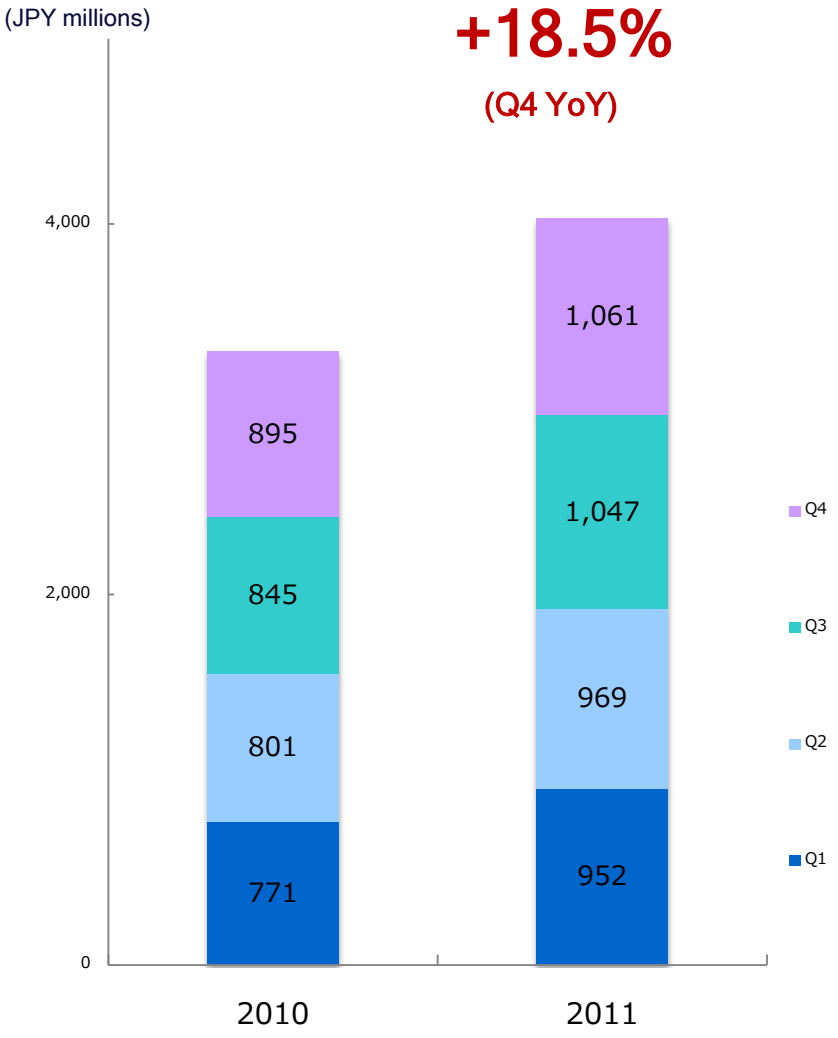
Payment Processing – Key Indicators

GMO INTERNET

Revenue

+18.5%

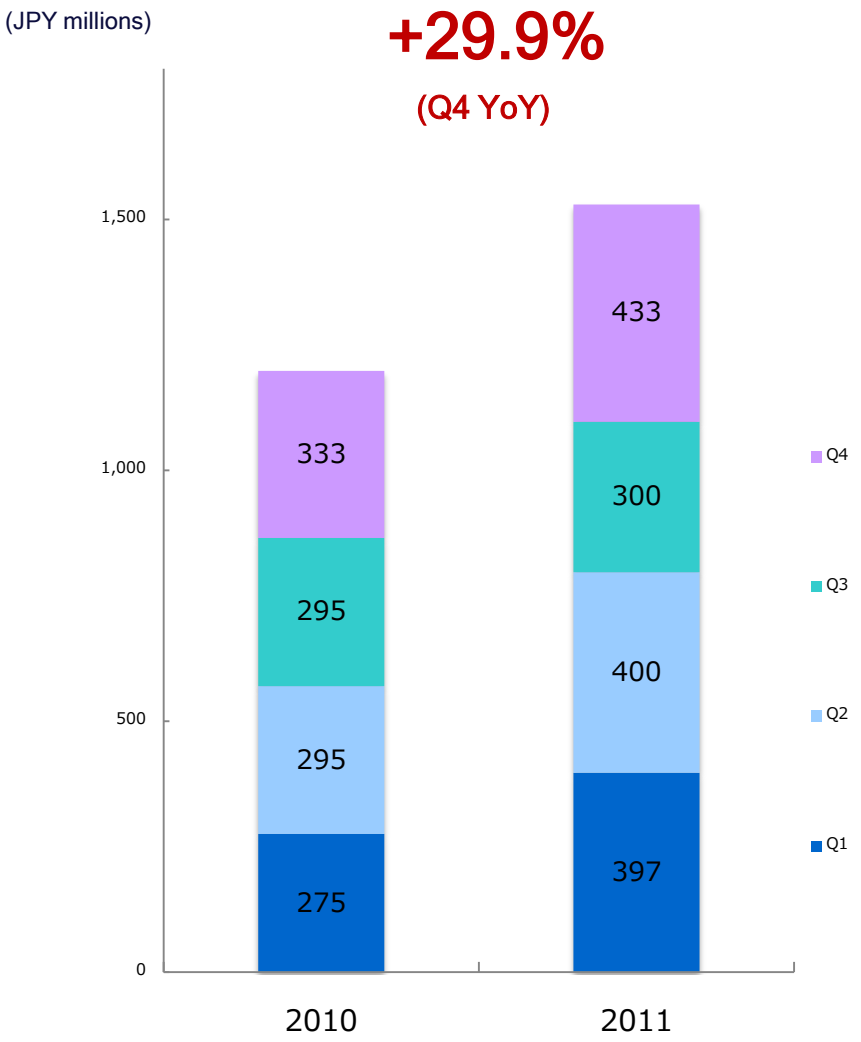
(Q4 YoY)



Ordinary Profit

+29.9%

(Q4 YoY)



*Based on GMO Payment Gateway financial statements revised to the GMO Internet fiscal year

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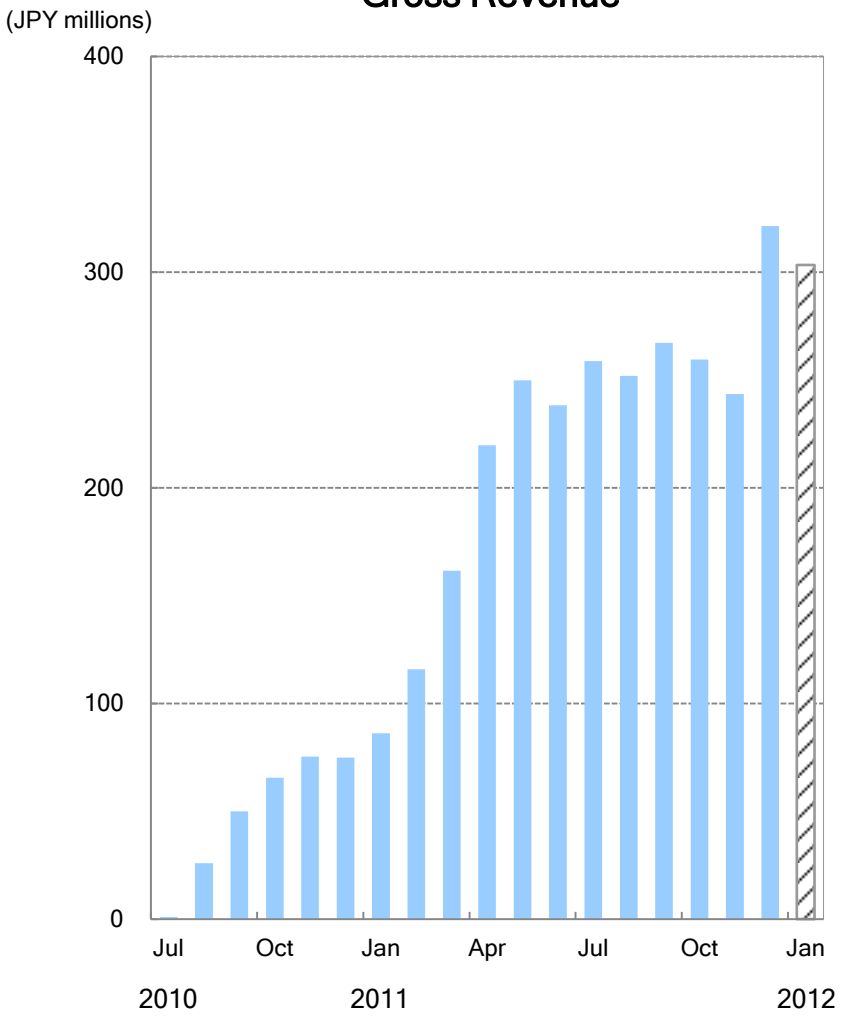
Social Apps

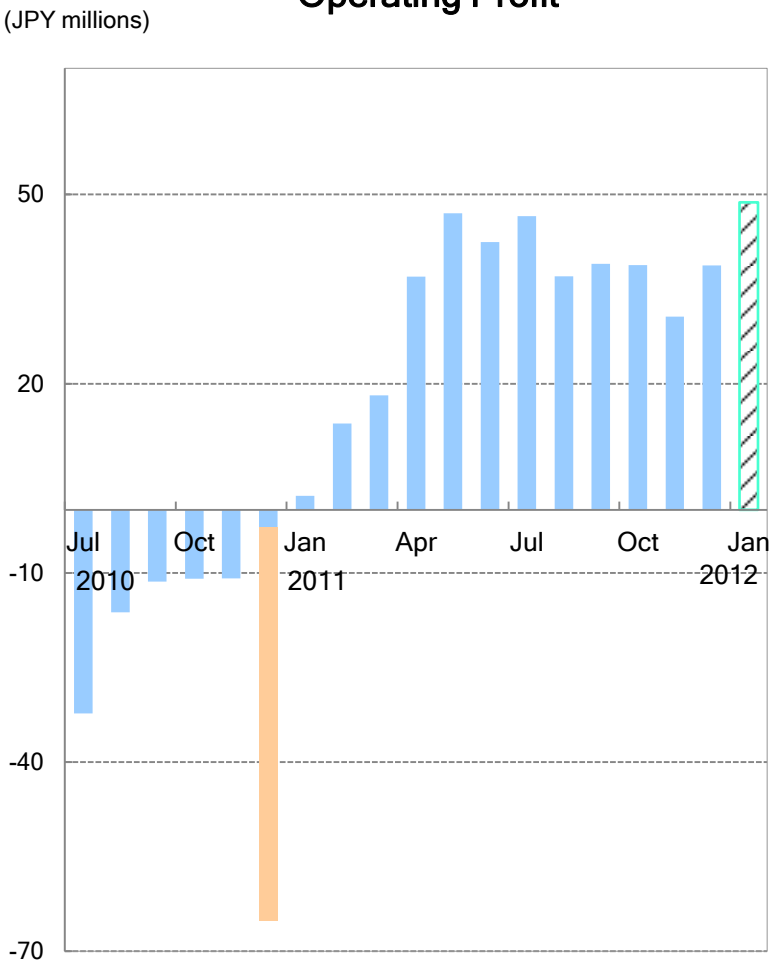
GMO INTERNET

アプリやろうぜ! by GMO
(GMO Social Apps Initiative)

Gross Revenue



Operating Profit



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Japan's Leading All-In Internet Services Provider

GMO INTERNET

We are the company that has most increased the number of websites (volume of information) on the Internet in Japan

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Web Infrastructure & Ecommerce Services

GMO INTERNET

Everything required to establish and maintain a web presence

Domain Registration

Addresses for the Internet

http://www

ドメイン取るなら 公式登録サービス お名前.com

Web Hosting

Website and email data storage

iSLE Hosting Service

RapidSite THE FASTEST WAY TO THE WEB

GMOAppsCloud

Security

Data encryption

SSLはグローバルサイン GlobalSign GMO Internet Group

Ecommerce Solutions & Web Dev.

Ecommerce systems provider

カラーミーショップ

MakeShop GMO INTERNET GROUP

Payment Processing

Online payment processing

VISA

GMO PAYMENT GATEWAY

Epsilon

SOCIAL APPLI PAYMENT SERVICE, INC.

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Internet Media Services

GMO INTERNET

Online marketing support for estores and other web businesses

①JWord

JWord

GMO SEO TECHNOLOGY

Displays ads at the top of affiliated websites. Directs users to registered sites according to keywords entered into the browser address bar.

②SEO

HTML, site structure and links optimized to improve rankings in search results listings.

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