

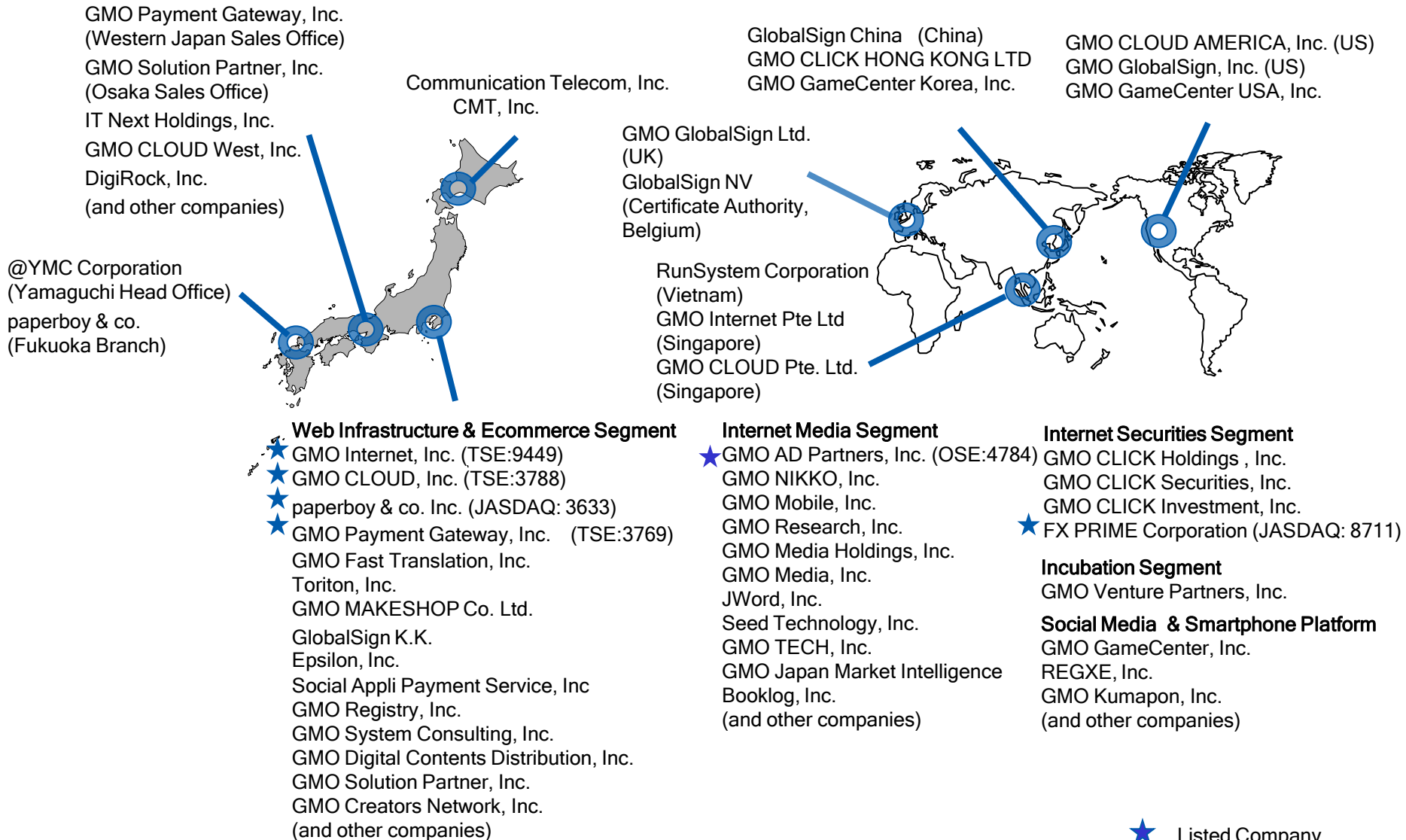
# **Third Quarter Results Presentation Fiscal Year 2012**

## **Supplementary Materials**

**November 2, 2012  
GMO Internet, Inc.  
(TSE1:9449)**





# Main Group Companies

88 Group Companies (62 consolidated, 21 non-consolidated, 2 equity method affiliates, 3 non-equity method affiliates)



★ Listed Company

## Listed Subsidiaries (3mths to September)

(JPY millions)				
Stock Code	TSE Mothers (3788)	TSE 1st Section (3769)	JASDAQ Standard (4784)	JASDAQ Standard (3633)
Fiscal Term	Q3 FYE 12/2012	Q4 FYE 9/2012	Q3 FYE 12/2012	Q3 FYE 12/2012
Net Sales	2,342	1,307	4,007	944
Operating Profit	240	390	149	185
Ordinary Profit	240	389	312	183
Net Profit	138	198	157	101

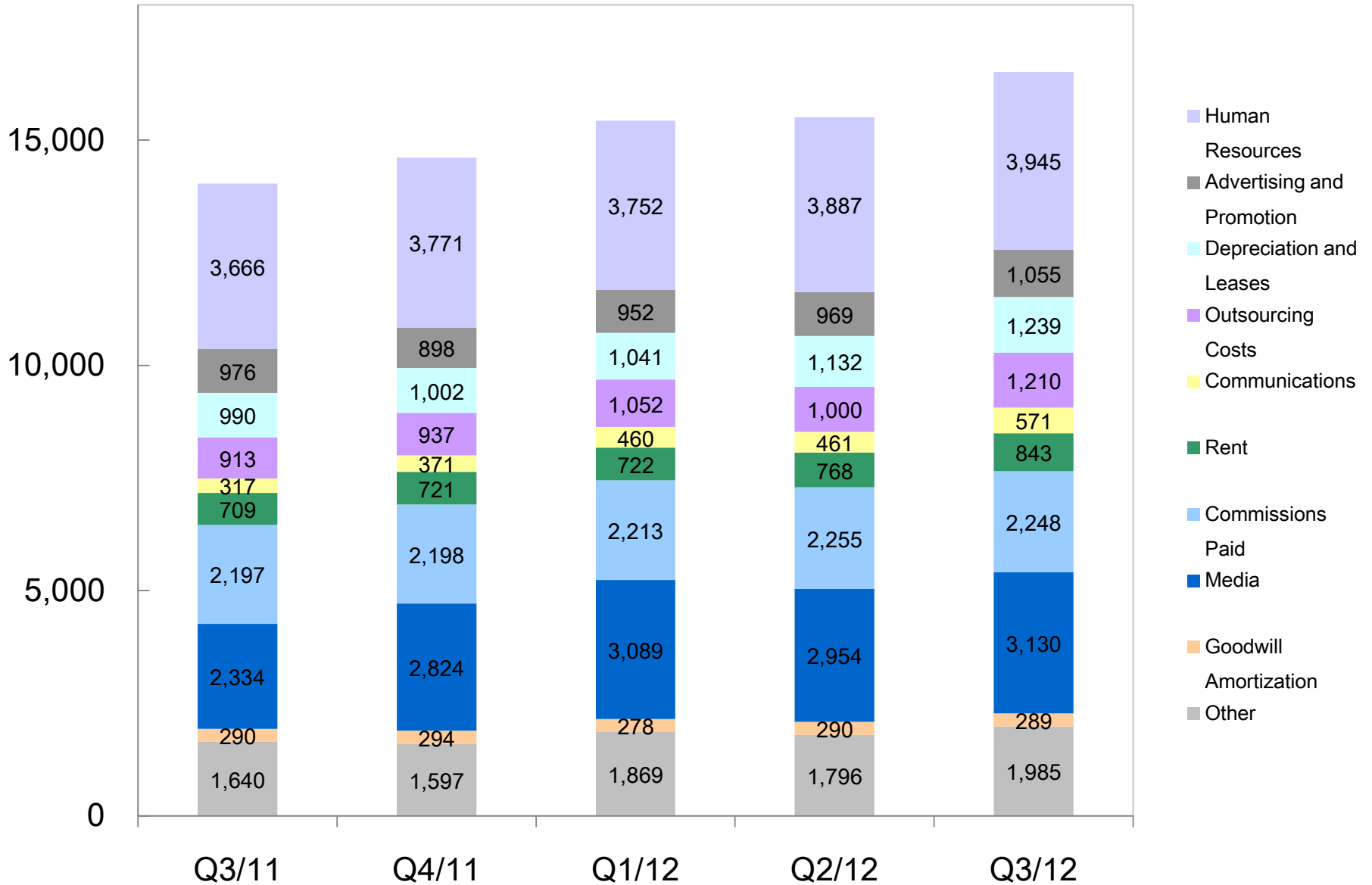
\*Compiled from the companies' respective quarterly P/L statements

# Revenue Breakdown by Segment

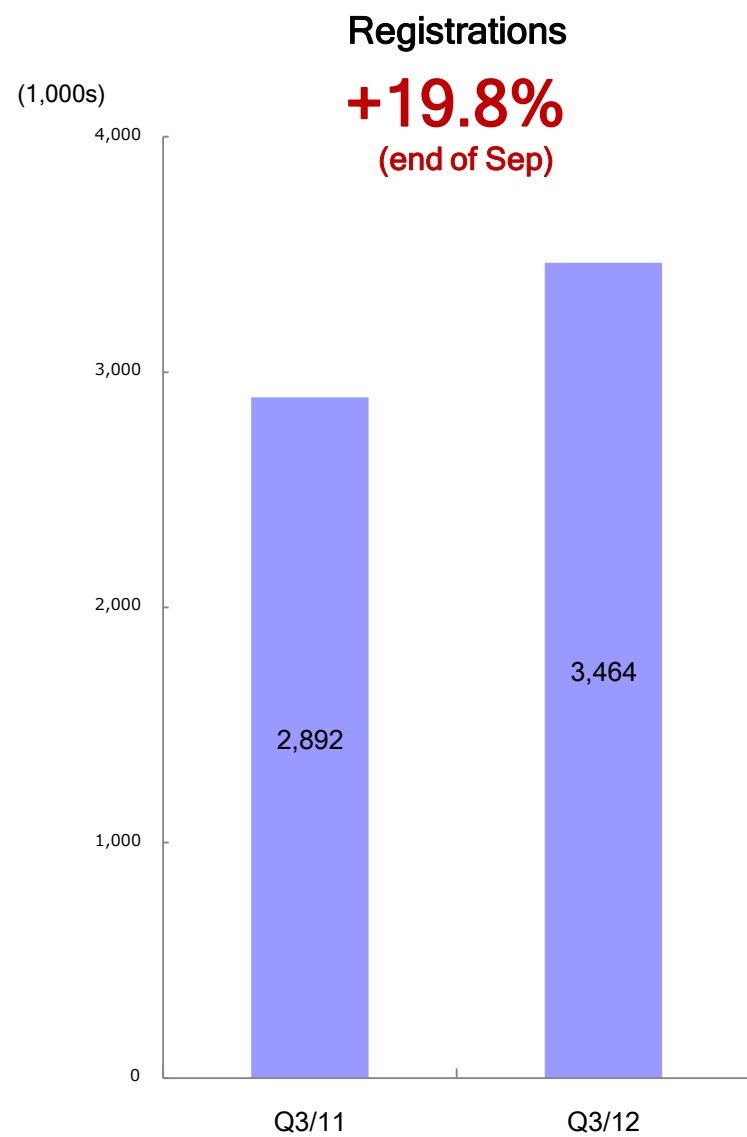
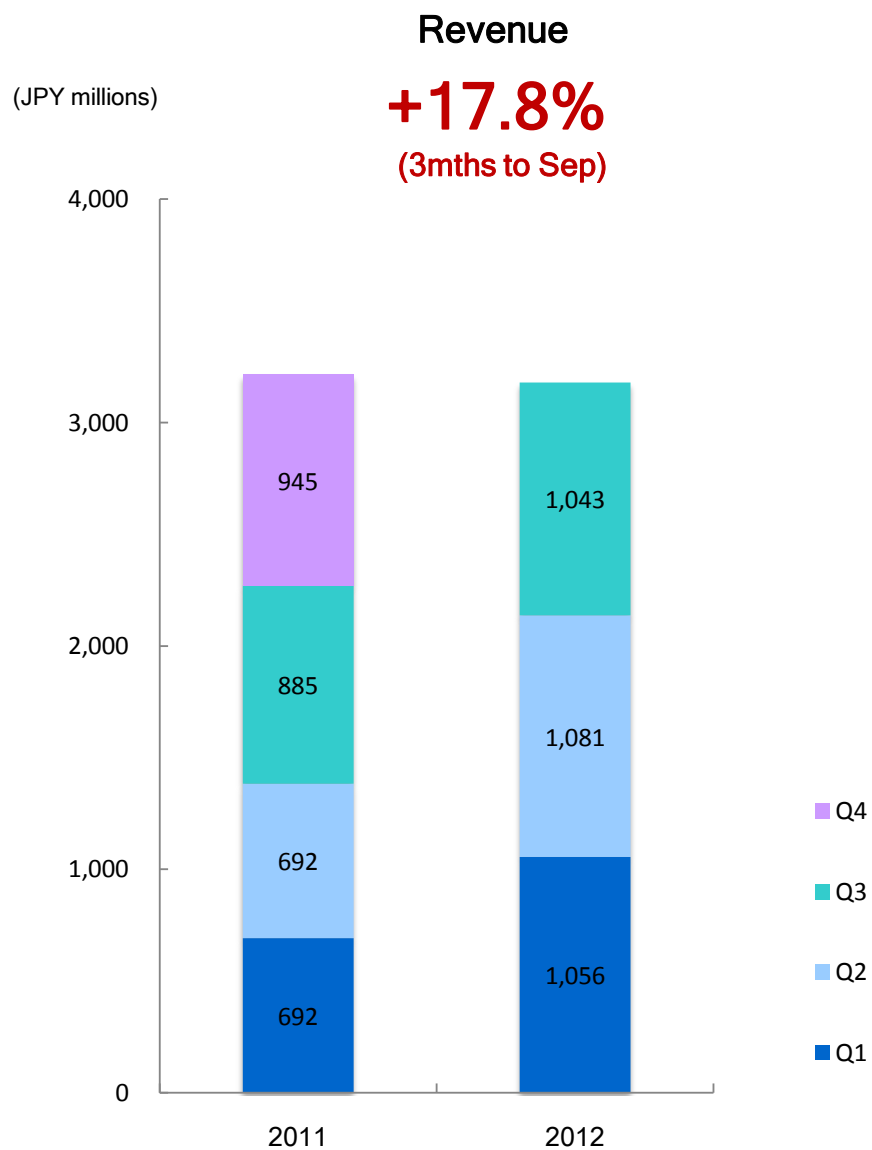
(JPY millions)

	Q3/2011	Q4/2011	Q1/2012	Q2/2012	Q3/2012
<b>◆Web Infrastructure &amp; Ecommerce</b>					
Internet Access Provider	293	347	423	439	502
Domain	885	945	1,056	1,081	1,043
Web Hosting	2,786	2,828	2,948	3,123	3,186
Ecommerce Solutions & Web Dev	519	582	653	607	676
Security	381	486	472	487	511
Payment Processing	1,020	1,032	1,132	1,139	1,271
Other	347	338	328	432	590
Segment Total	6,234	6,559	7,015	7,311	7,783
<b>◆Internet Media</b>					
Internet Media & Search Media	2,329	2,392	2,426	2,464	2,459
Internet Advertising Agencies	2,747	3,317	3,743	3,581	3,854
Other	337	340	358	349	347
Segment Total	5,414	6,050	6,529	6,396	6,662
<b>◆Internet Securities</b>					
Internet Securities	3,719	3,645	4,126	4,125	3,436
Segment Total	3,719	3,645	4,126	4,125	3,436
<b>◆Social Media &amp; Smartphone Platform</b>					
Social Media & Smartphone Platform	576	662	676	675	689
Segment Total	576	662	676	675	689
<b>◆Incubation</b>					
Incubation	1	2	39	1	36
Segment Total	1	2	39	1	36
Adjustment for internal transactions	-288	-401	-427	-505	-516
<b>Consolidated Revenue</b>	15,657	16,518	17,960	18,005	18,091

# Cost Composition (Consolidated)

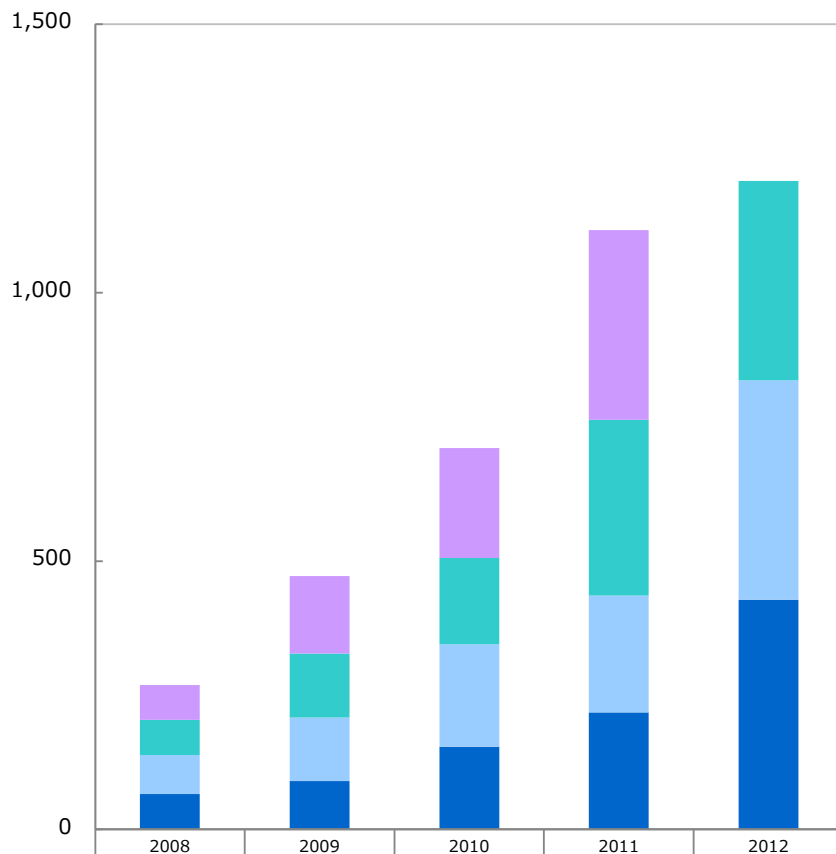


# Domains Registration – Performance



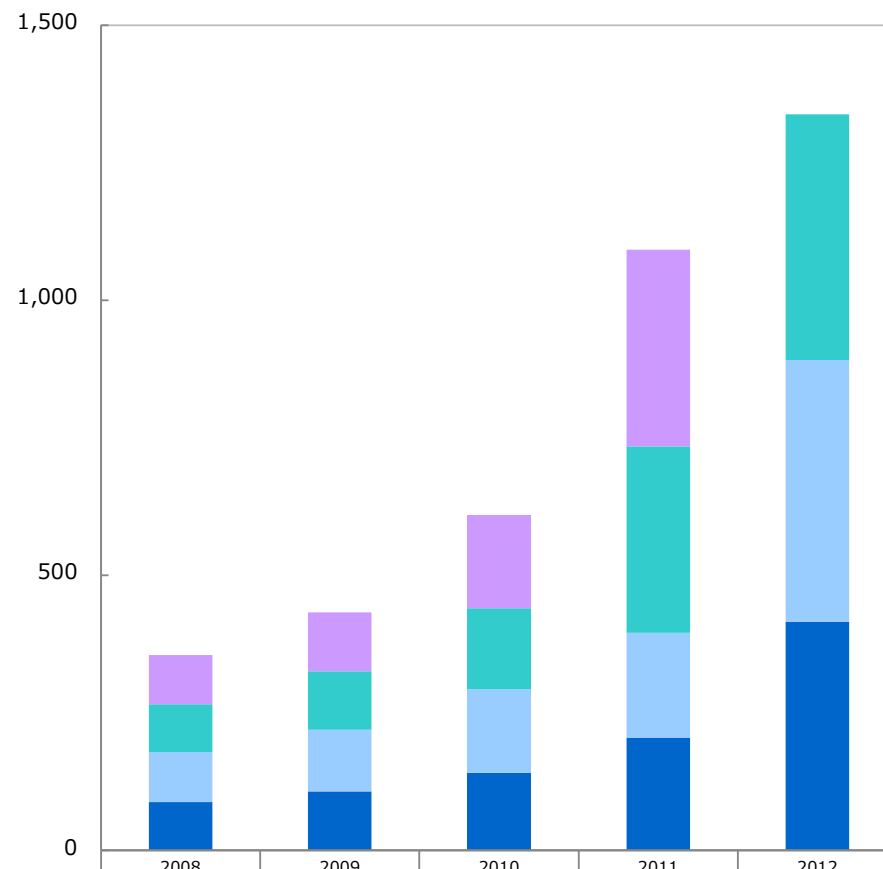
# New Domains and Domain Renewals

## New Domain Registrations



Q4	65,229	144,897	205,033	353,548	
Q3	65,723	119,141	160,374	327,555	371,934
Q2	72,211	118,096	191,536	217,449	408,557
Q1	65,933	90,201	153,679	217,983	427,949

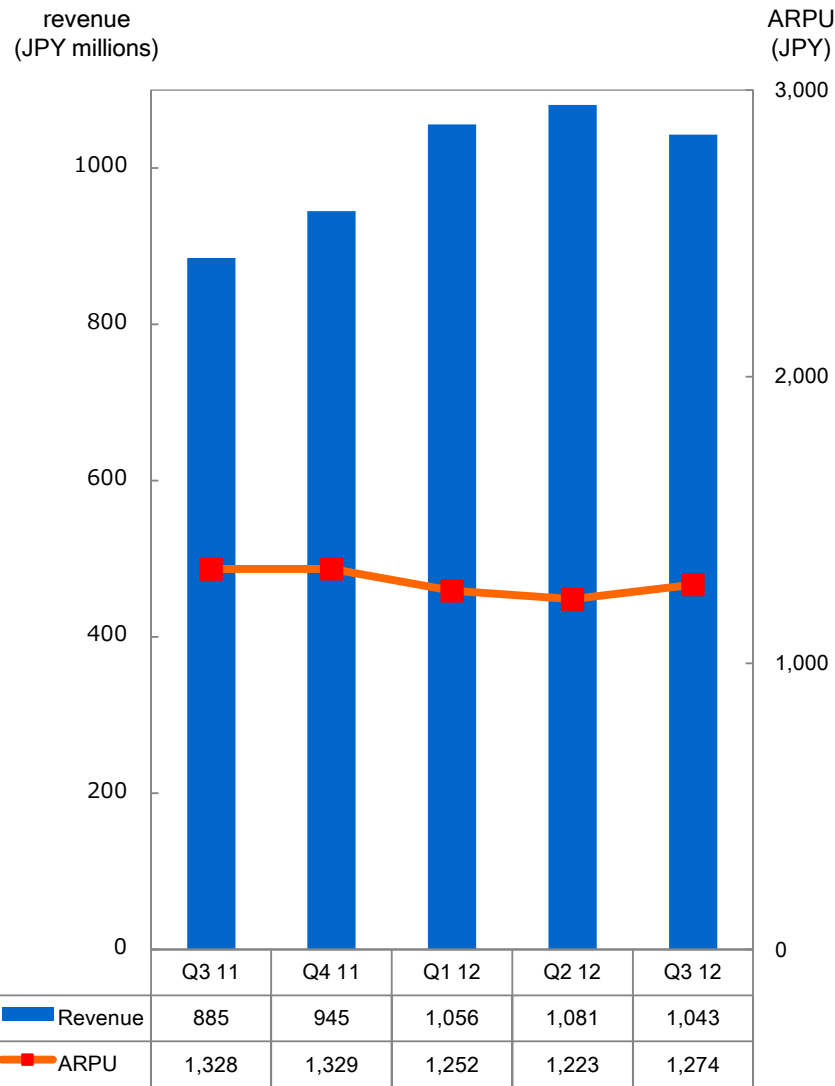
## Renewals



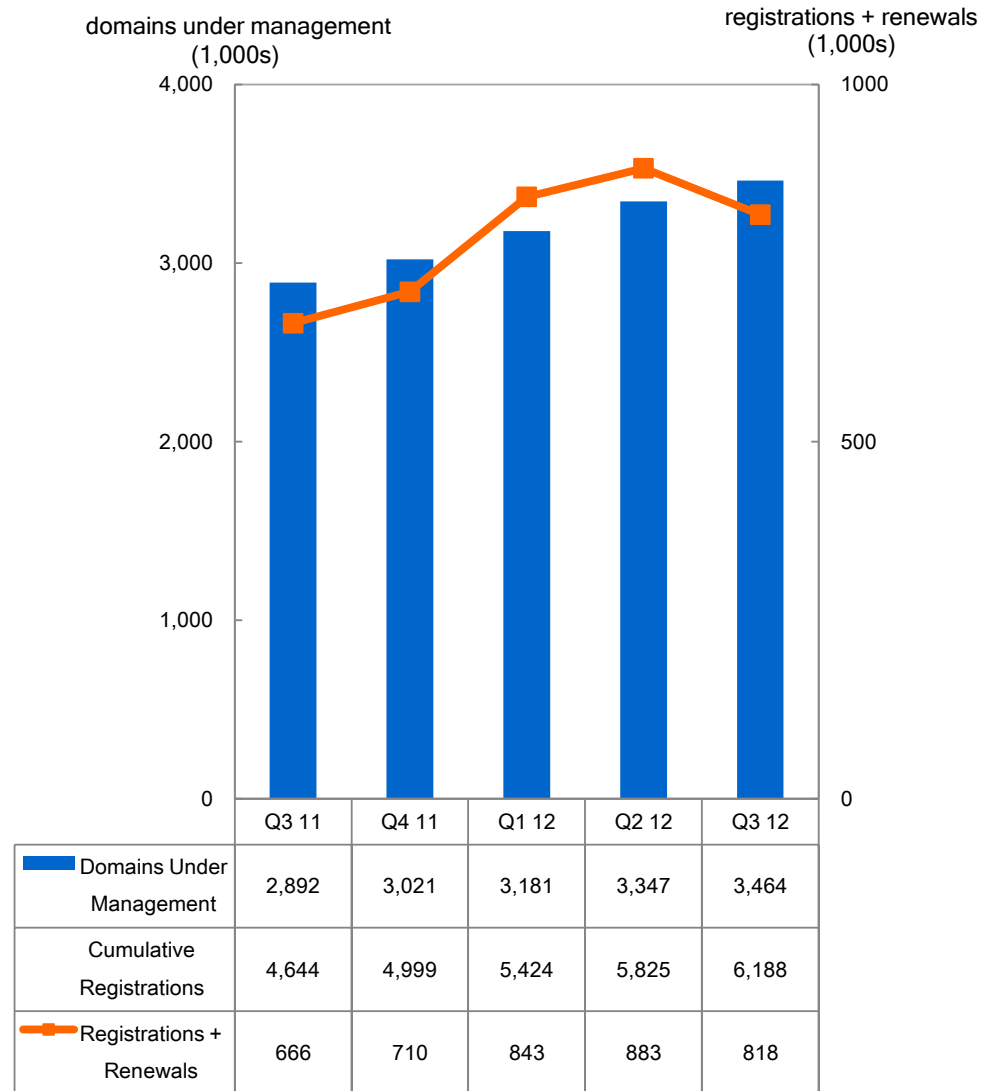
Q4	89,557	107,524	169,285	357,347	
Q3	87,161	106,543	147,549	339,080	446,897
Q2	90,925	111,495	151,682	190,282	475,418
Q1	87,632	107,273	141,096	205,082	415,947

# Domain Registration – Key Indicators

### Revenue



### Domain Registrations

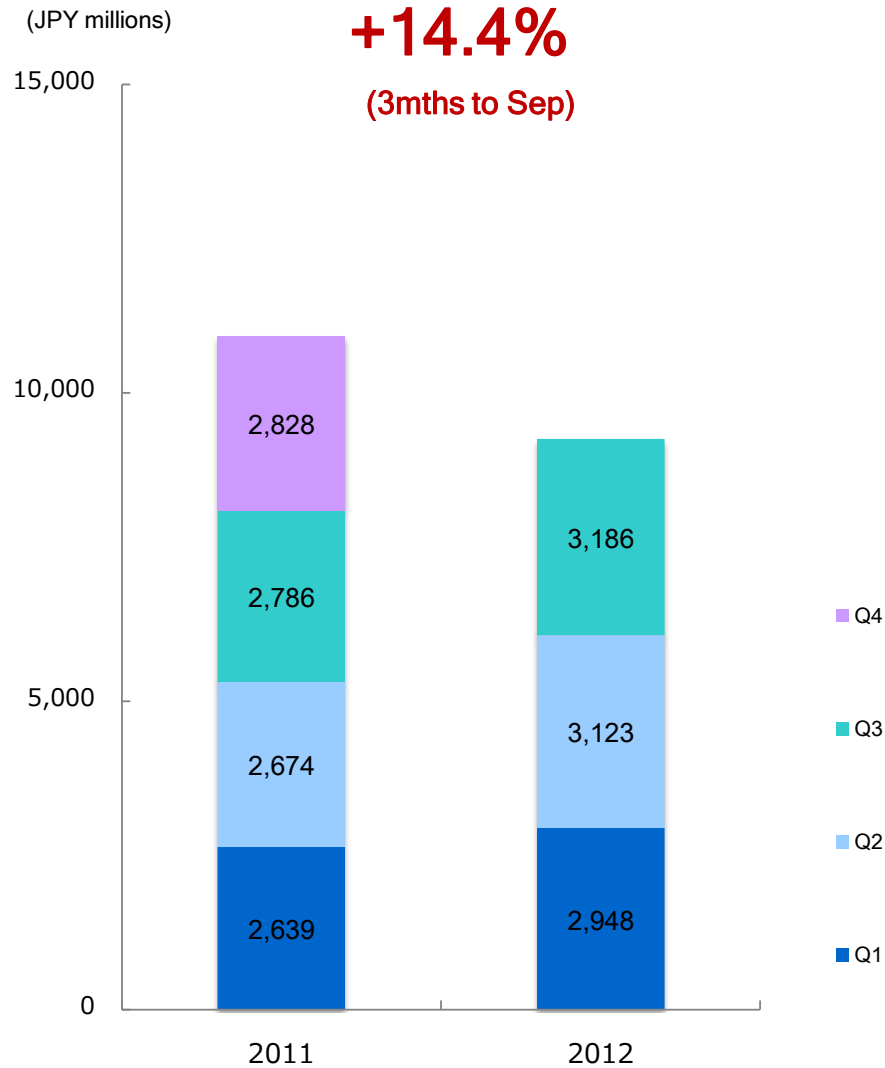




# Web Hosting – Performance

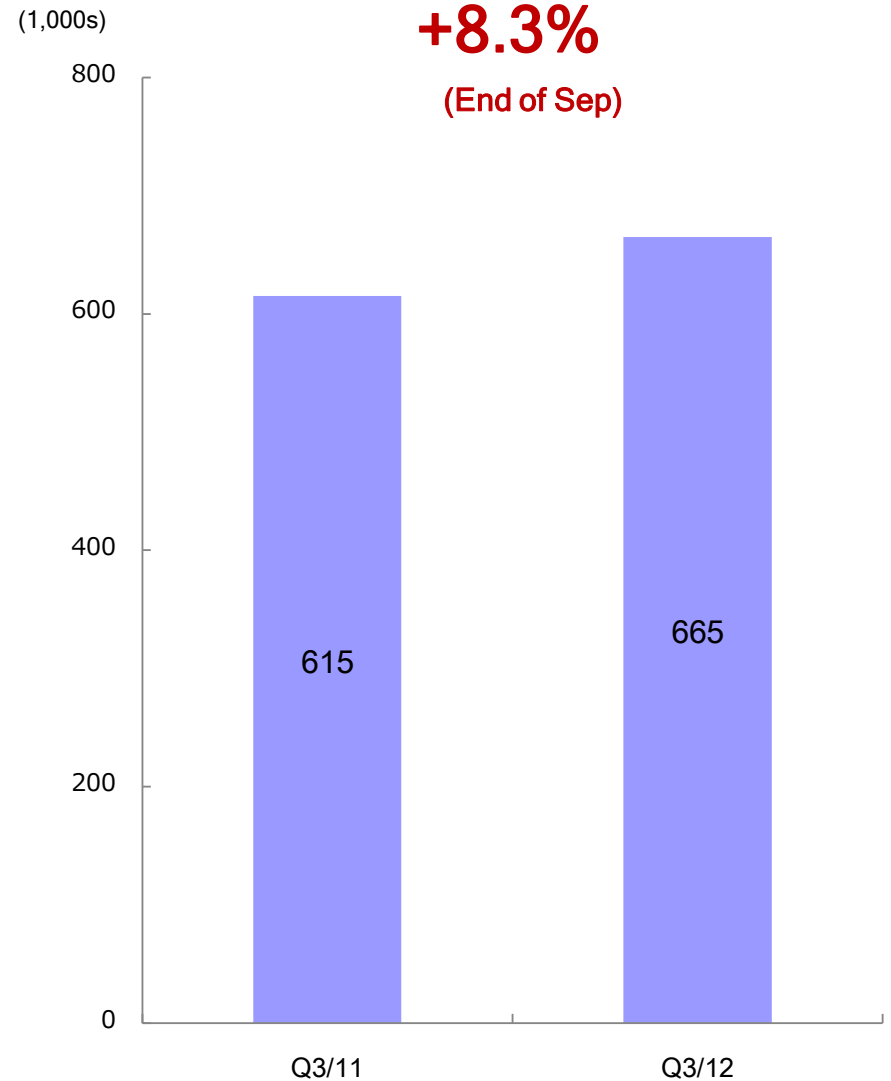
Revenue

**+14.4%**  
(3mths to Sep)



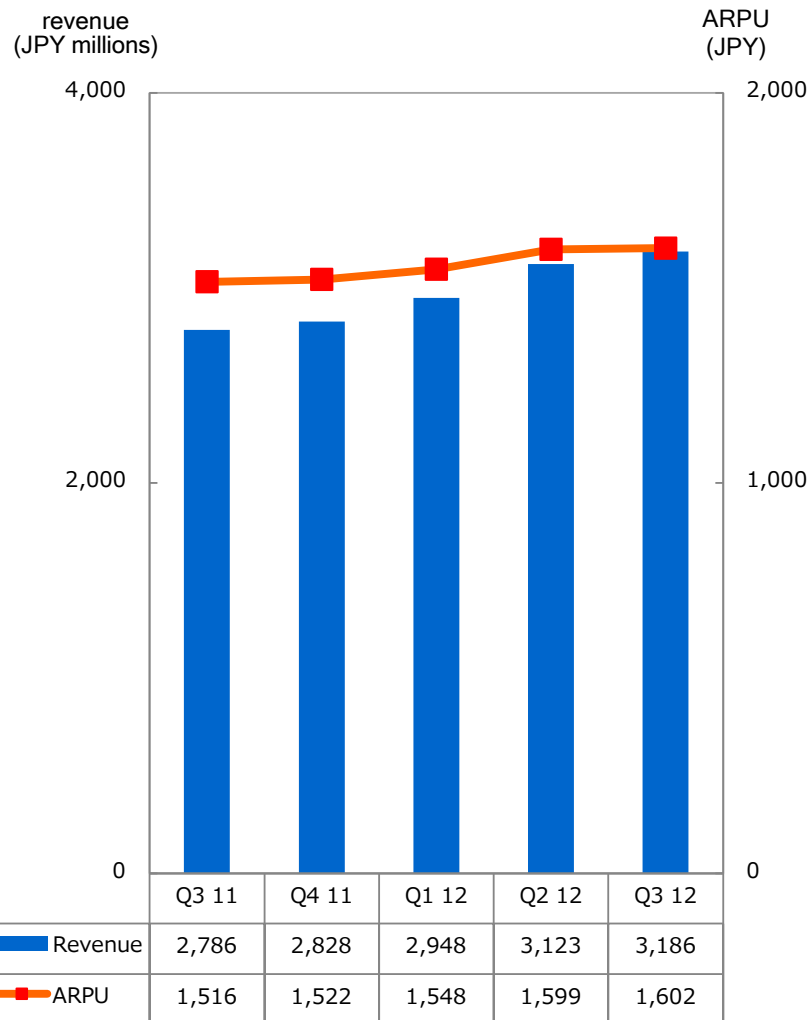
Contracts

**+8.3%**  
(End of Sep)

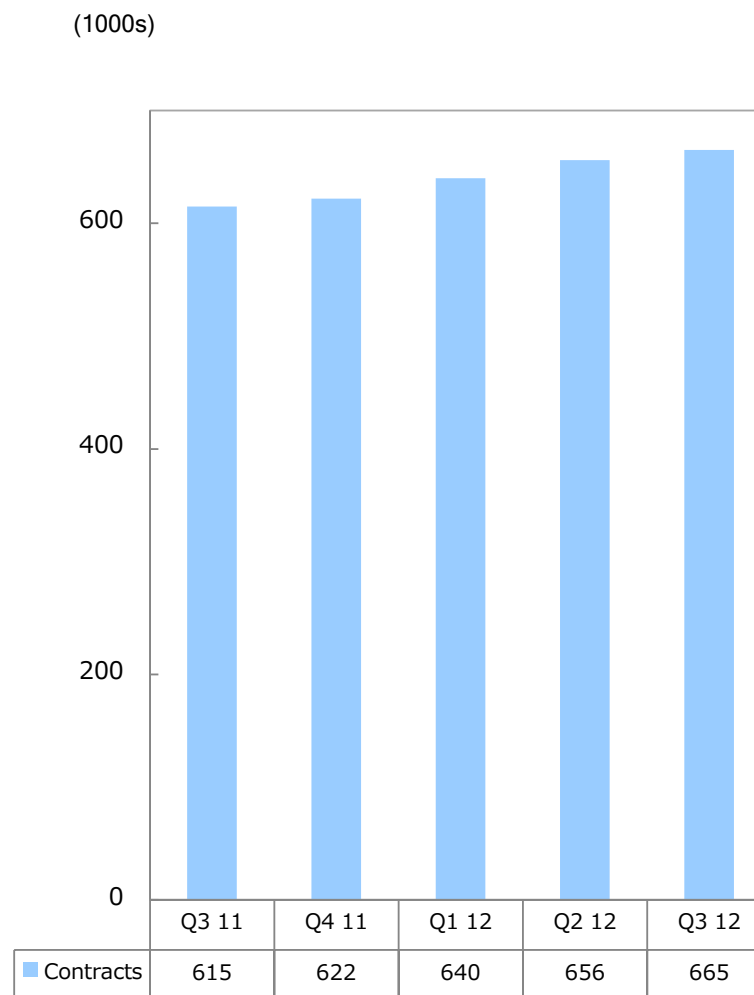


# Web Hosting – Key Indicators

### Revenue

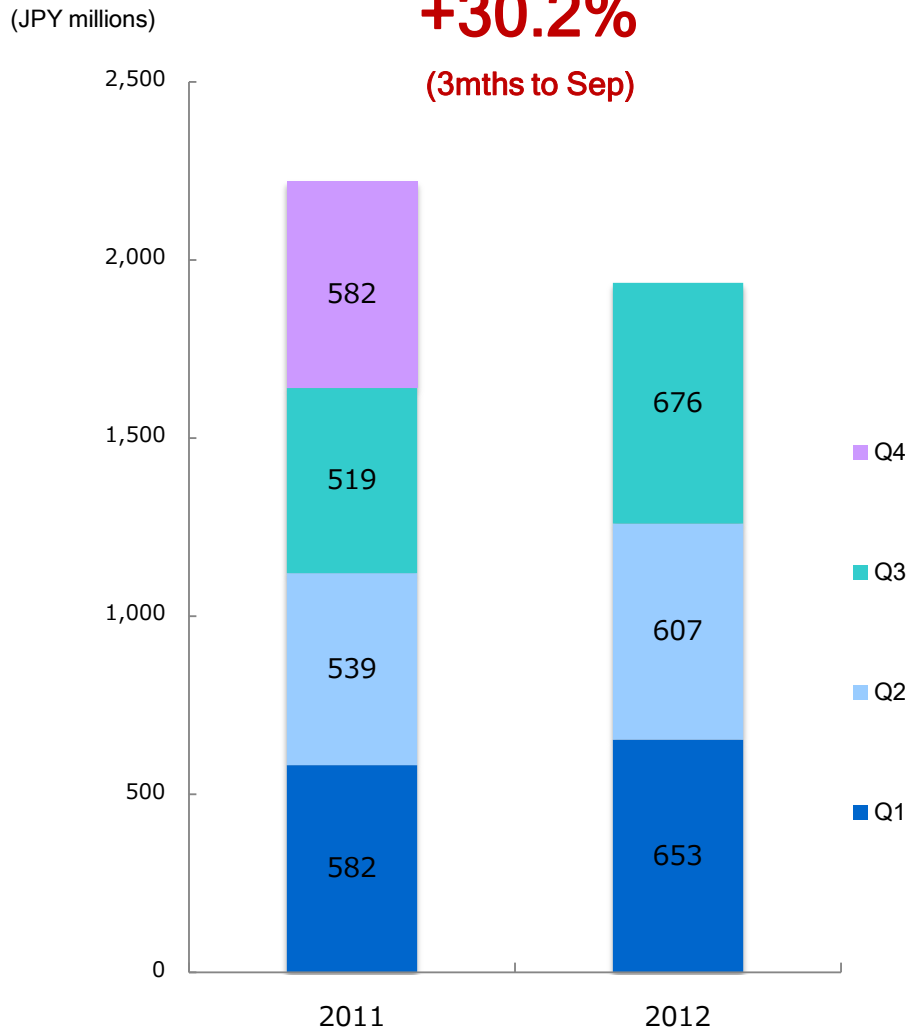


### Contracts



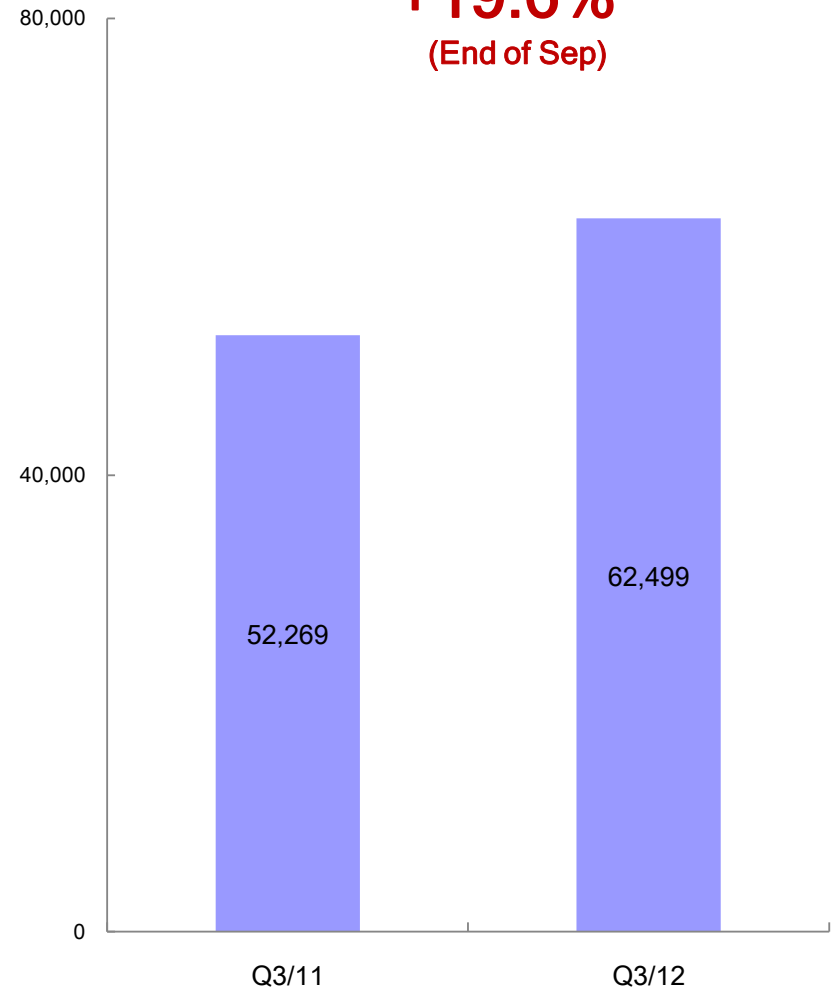
Revenue



**+30.2%**  
(3mths to Sep)



Contracts

**+19.6%**  
(End of Sep)



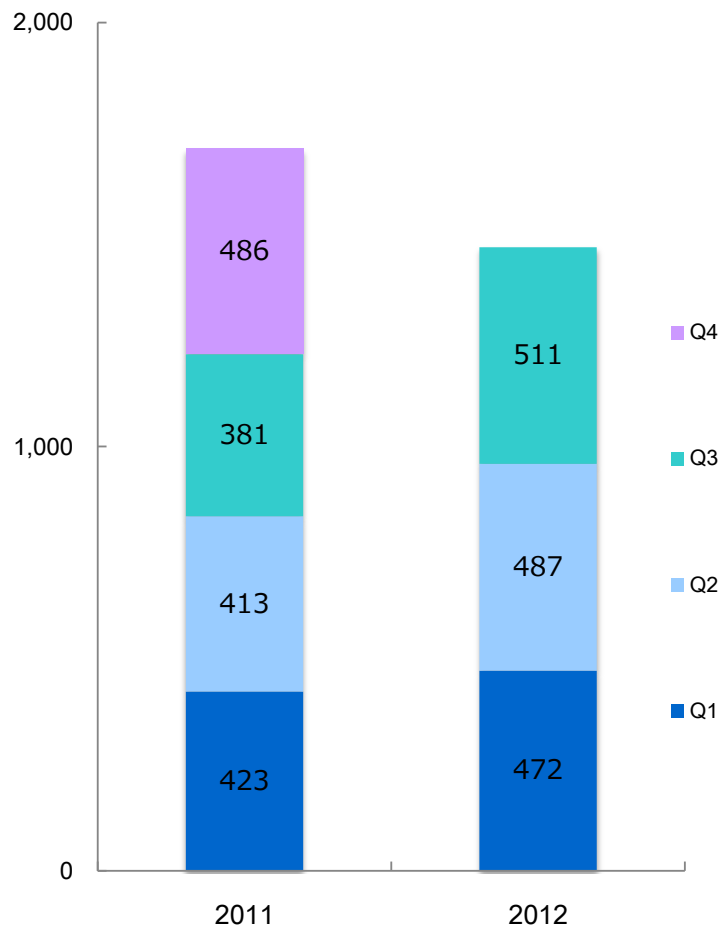
	 ColorMeShop	 MakeShop® <small>GMO INTERNET GROUP</small>	<b>Total</b>
<b>Stores</b>	44,000	17,000	<b>62,000</b>
<b>Transaction Volume</b> (Quarterly)	JPY17.6B	JPY24.1B	<b>JPY 41.8B</b>
<b>No. of Transactions</b> (Quarterly)	1.76M	1.42M	<b>3.18M</b>

(As of end of September 2012)

## Revenue

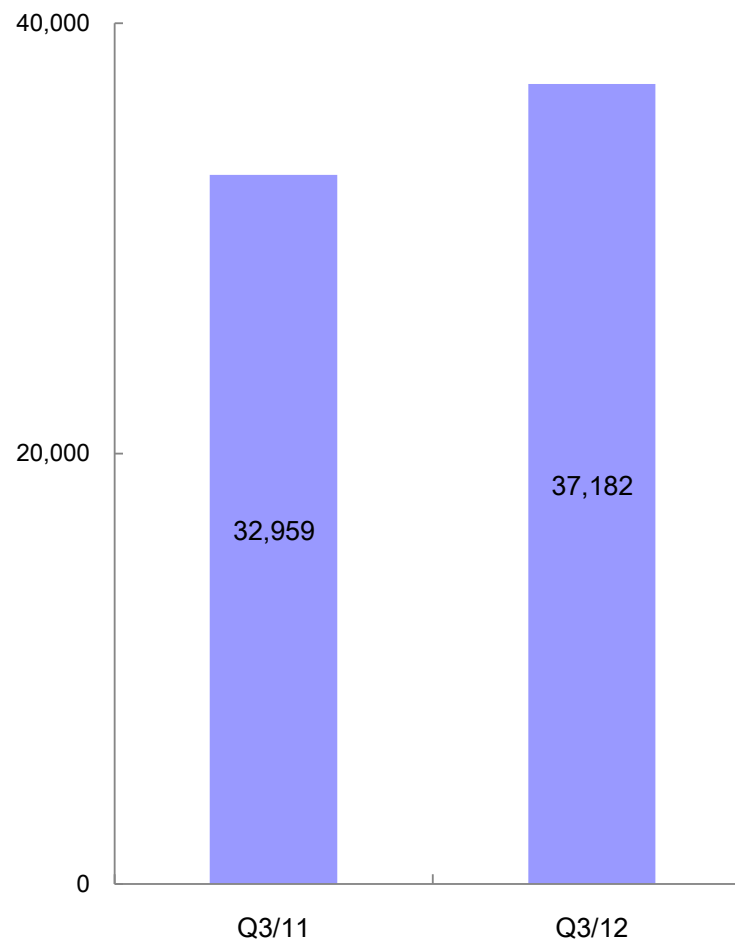
**+34.1%**  
(3mths to Sep)

(JPY millions)

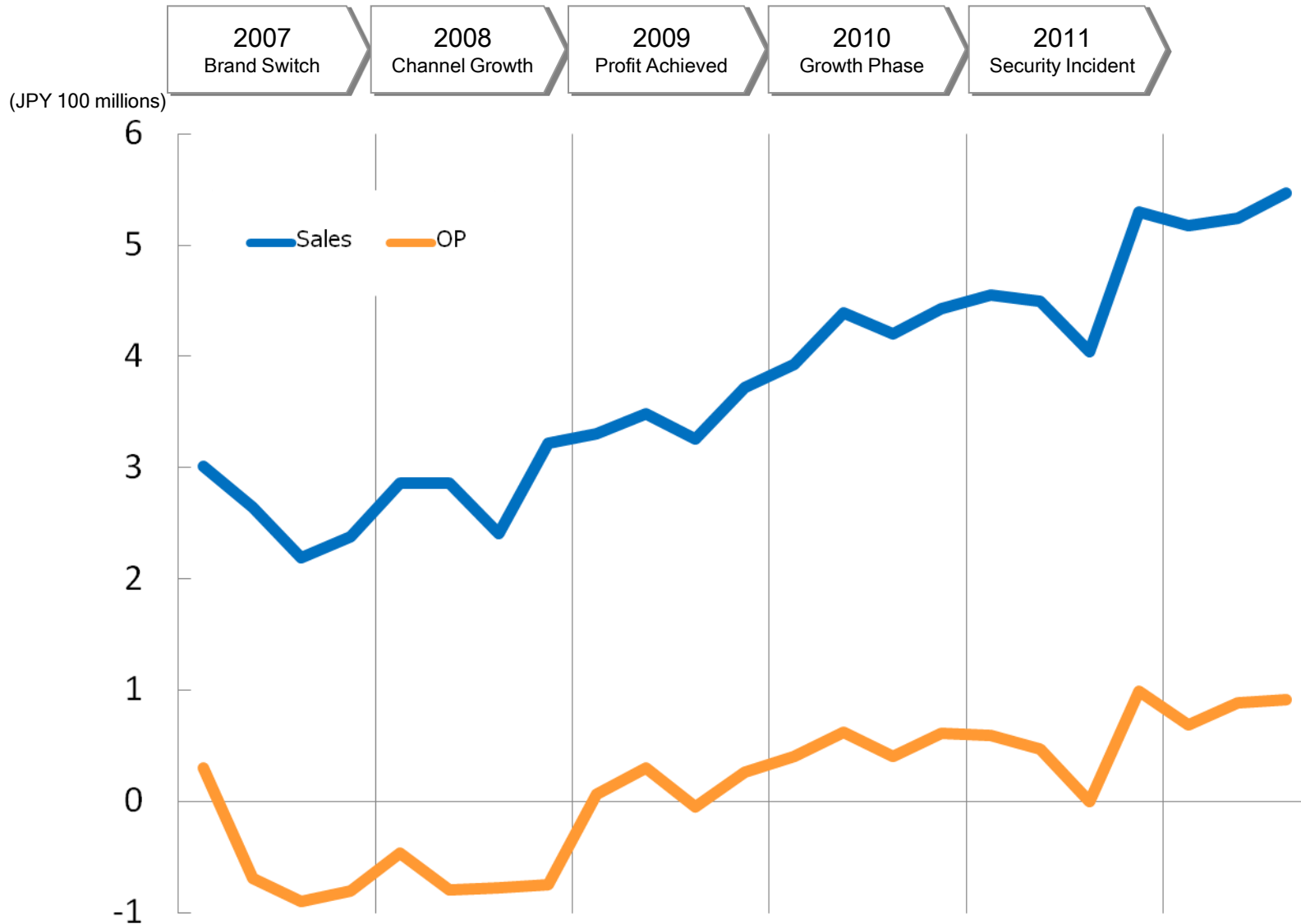


## Certificates Issued (cumulative/domestic only)

**+12.8%**  
(End of Sep)

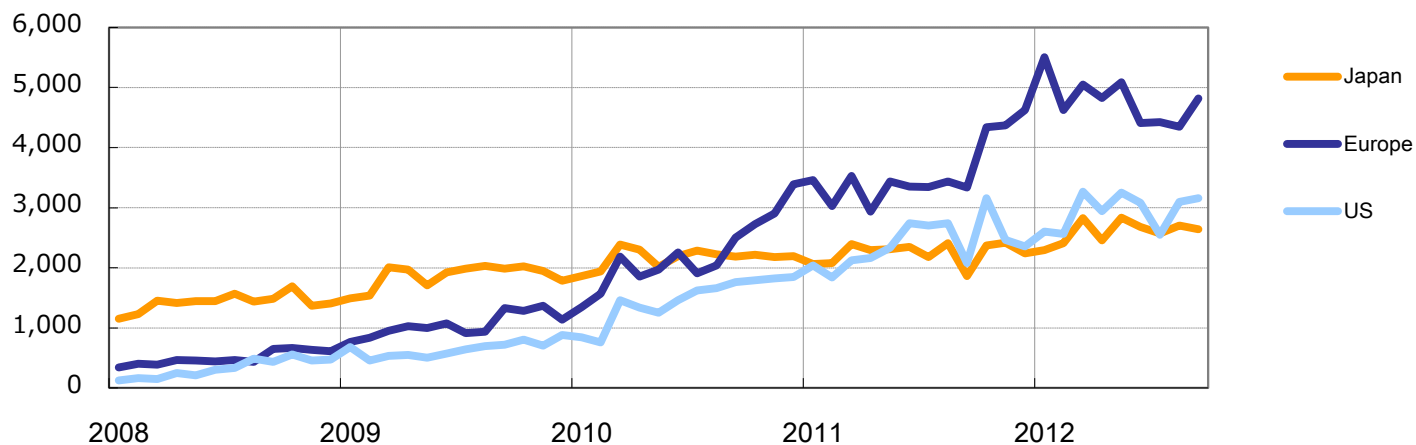


# Security – Performance

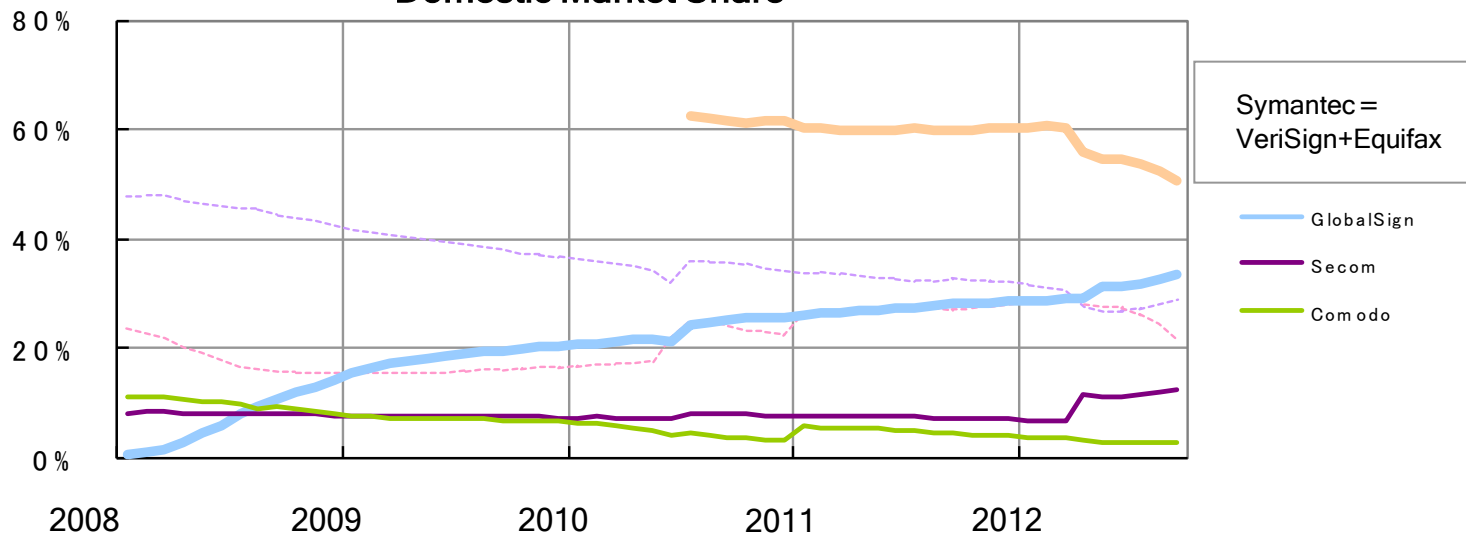


\*Based on GMO CLOUD accounting standards

### Monthly Certificate Issues by Region (New and Renewed)



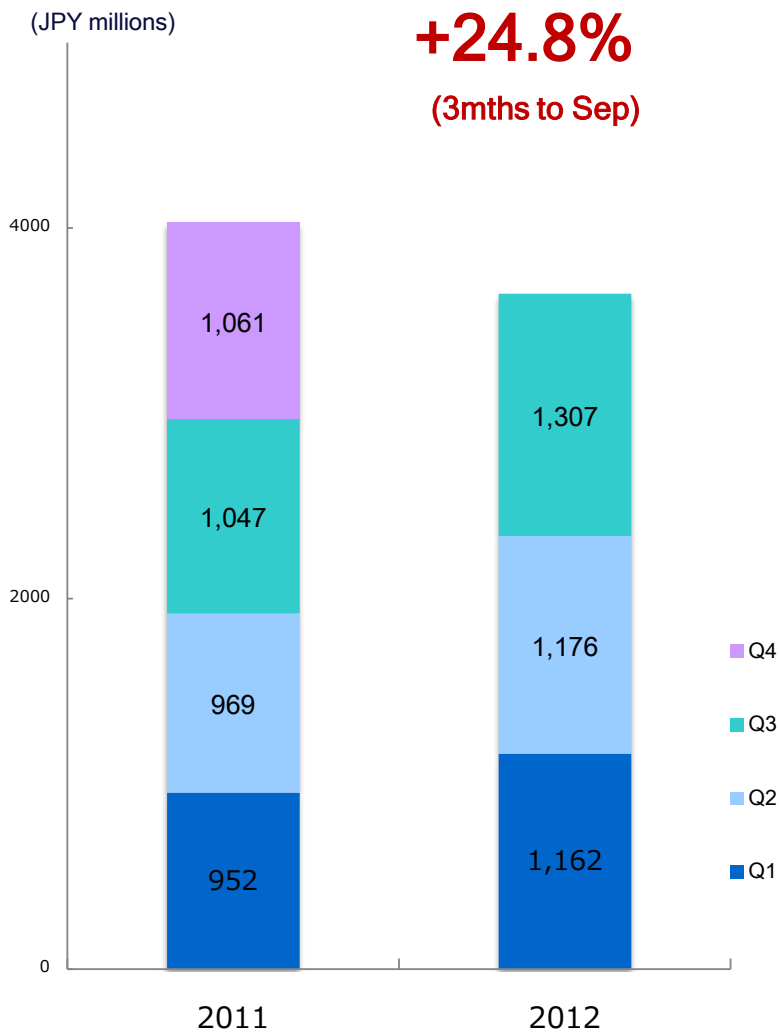
### Domestic Market Share



# Payment Processing – Key Indicators

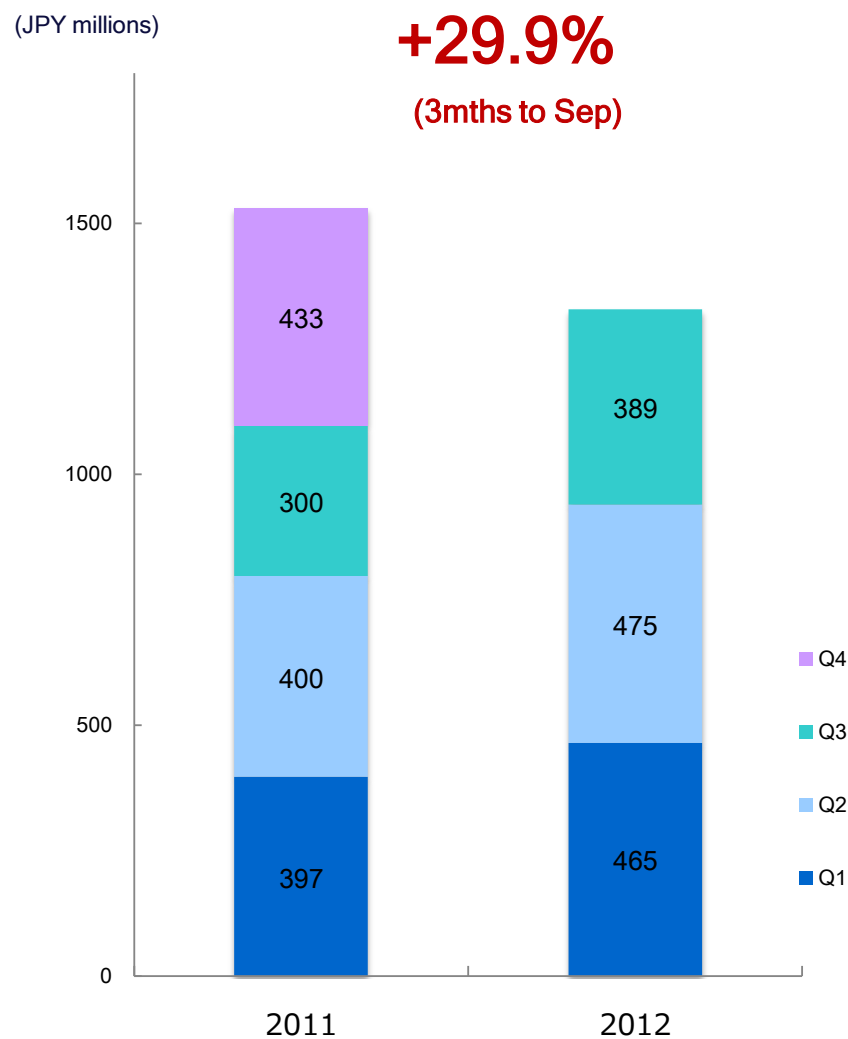
## Revenue

**+24.8%**  
(3mths to Sep)



## Ordinary Profit

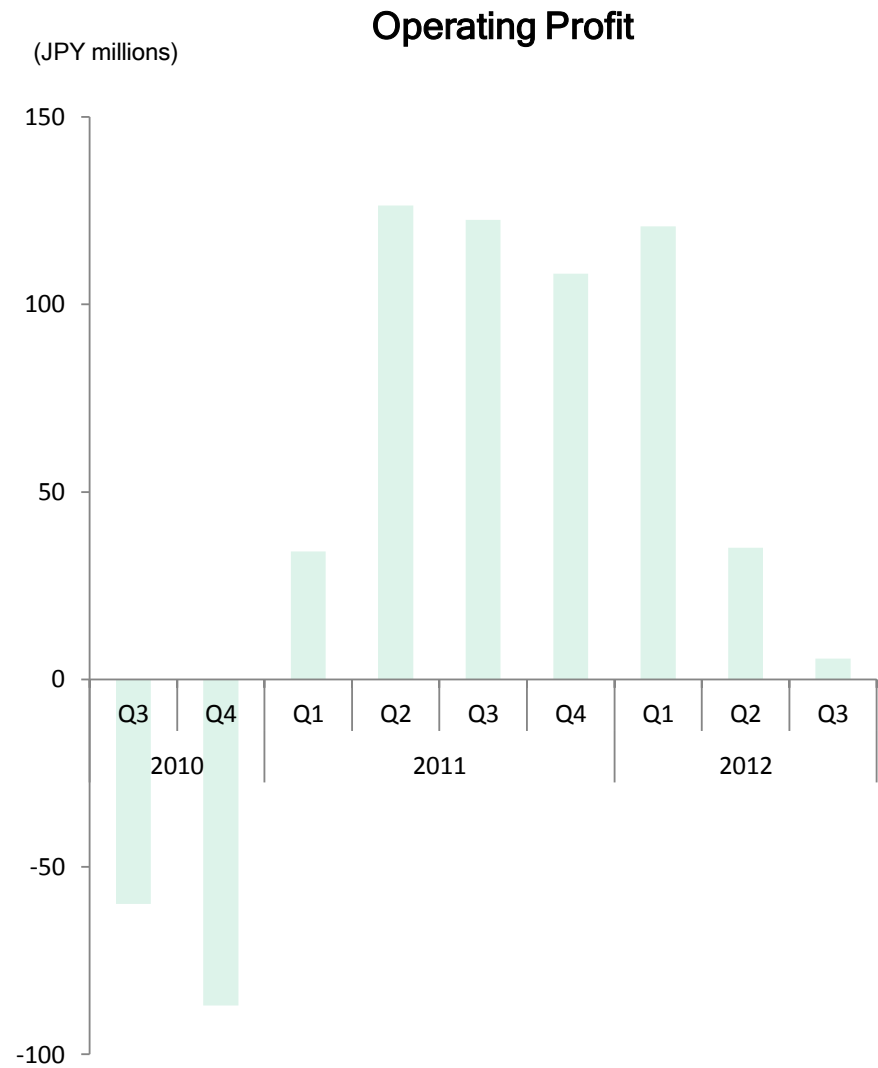
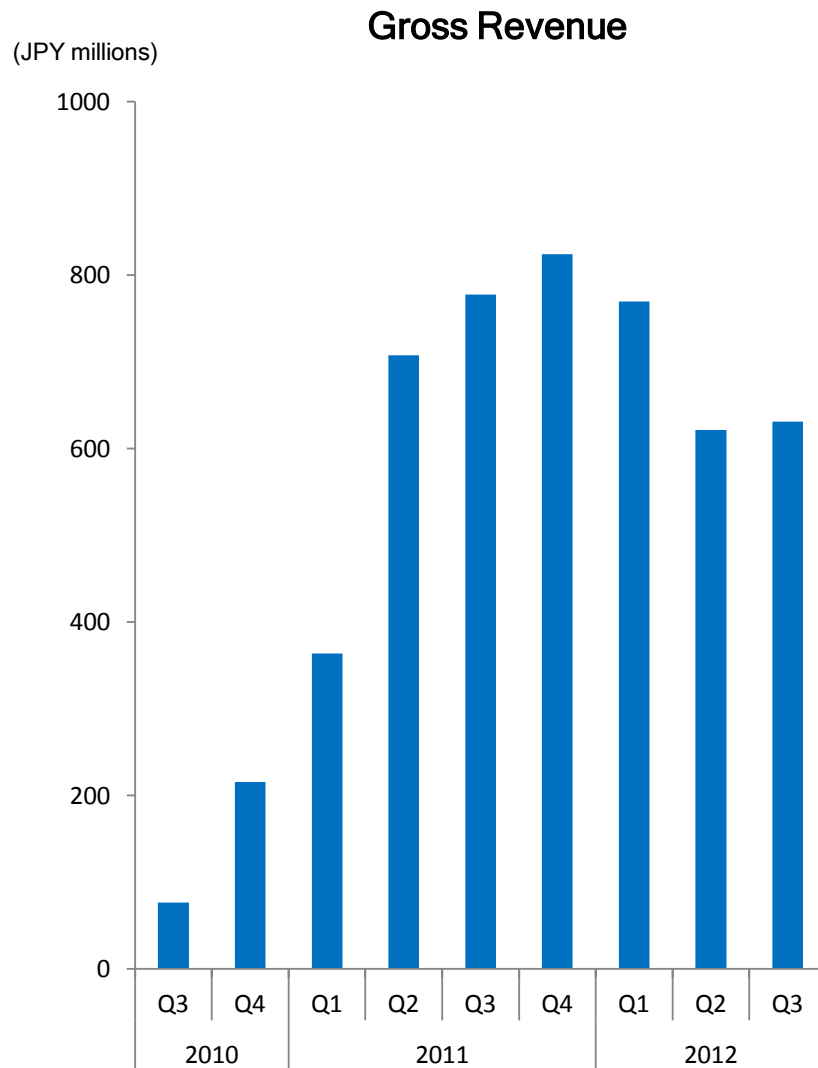
**+29.9%**  
(3mths to Sep)



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



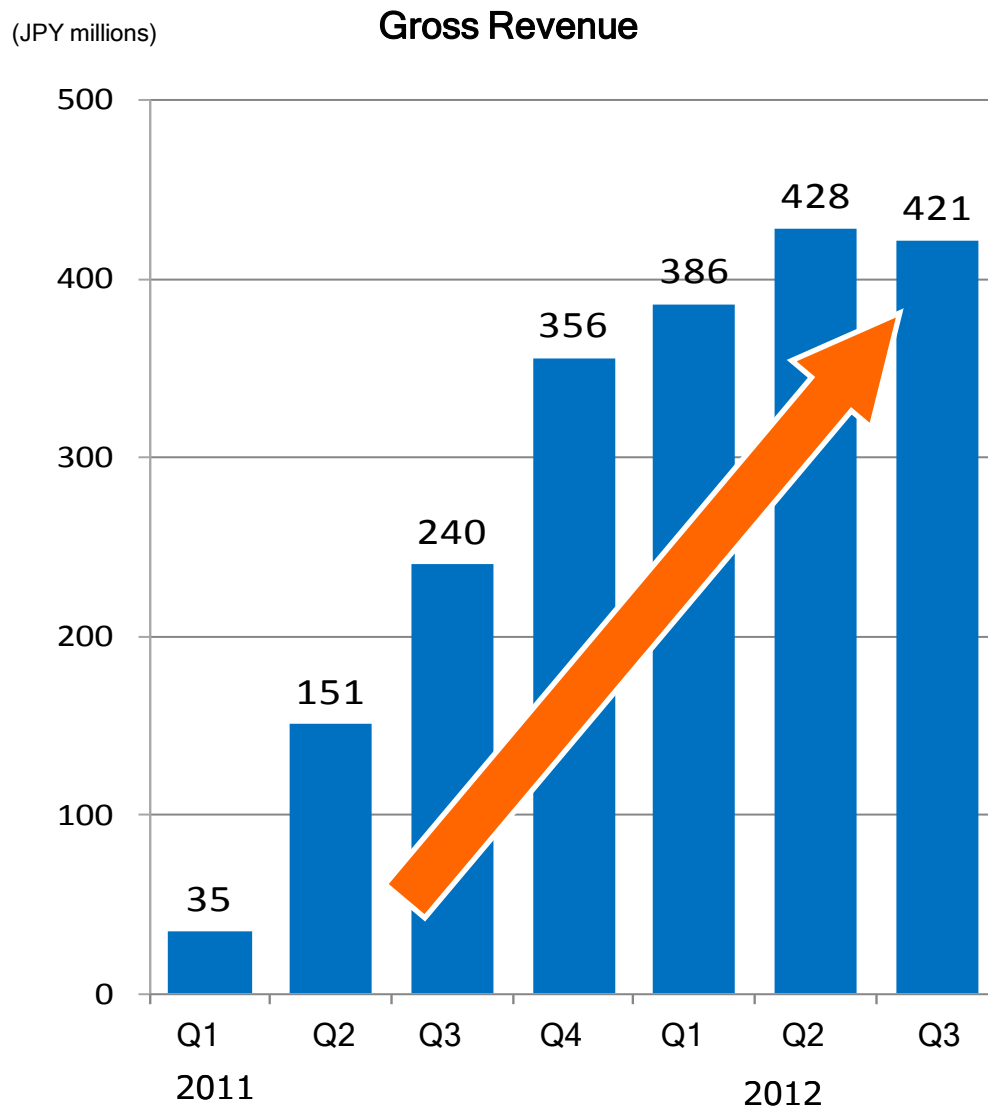
# Social Apps



# Daily Deals Website



Kumapon



First Month's  
Profit  
Achieved

# New Domains Business

Timeline dependent on outcome of lottery

String	Contention	Lottery Outcome	2012		2013		2014		2015	
			H2	H1	H2	H1	H2	H1	H2	
.shop .inc .mail .osaka	Yes	Early Draw	Evaluation / Contention Set Resolution		Launch					
		Late Draw	Evaluation / Contention Set Resolution							Launch
.tokyo .nagoya .canon and others	No	Early Draw	Evaluation		Launch					
		Late Draw	Evaluation							Launch

\*Based on announcements from ICANN. Subject to change/delay.