

**Fiscal Year 2021  
Third Quarter  
Results Presentation**



STOCK CODE: 9449

**November 11, 2021**

1. Overview
2. Financial Results
3. Segment Report
  - i) Group Overview
  - ii) Internet Infrastructure
  - iii) Online Advertising & Media
  - iv) Internet Finance
  - v) Cryptoassets
4. Topics









# Overview | Executive Summary: Q3 FY2021 (Jul-Sep)

(JPY billions)	Q3'20 (Jul-Sep)	Q3'21 (Jul-Sep)	YoY Change	Change
Net Sales	50.8	<b>56.4</b>	<b>+5.66</b>	<b>+11.1%</b>
Operating Profit	6.09	<b>8.01</b>	<b>+1.91</b>	<b>+31.4%</b>
Ordinary Profit	5.88	<b>8.60</b>	<b>+2.71</b>	<b>+46.2%</b>
Net Profit	2.56	<b>3.59</b>	<b>+1.03</b>	<b>+40.5%</b>

# Overview | Executive Summary: Q3 FY2021

(JPY billions)	Q3'20 (Jan-Sep)	Q3'21 (Jan-Sep)	YoY Change	Change	
Net Sales	157.3	<b>176.9</b>	<b>+19.64</b>	<b>+12.5%</b>	Record high
Operating Profit	22.51	<b>30.63</b>	<b>+8.11</b>	<b>+36.0%</b>	Record high
Ordinary Profit	21.90	<b>32.22</b>	<b>+10.31</b>	<b>+47.1%</b>	Record high
Net Profit	6.74	<b>13.30</b>	<b>+6.55</b>	<b>+97.3%</b>	Record high

# Overview | Executive Summary: Q3 FY2021

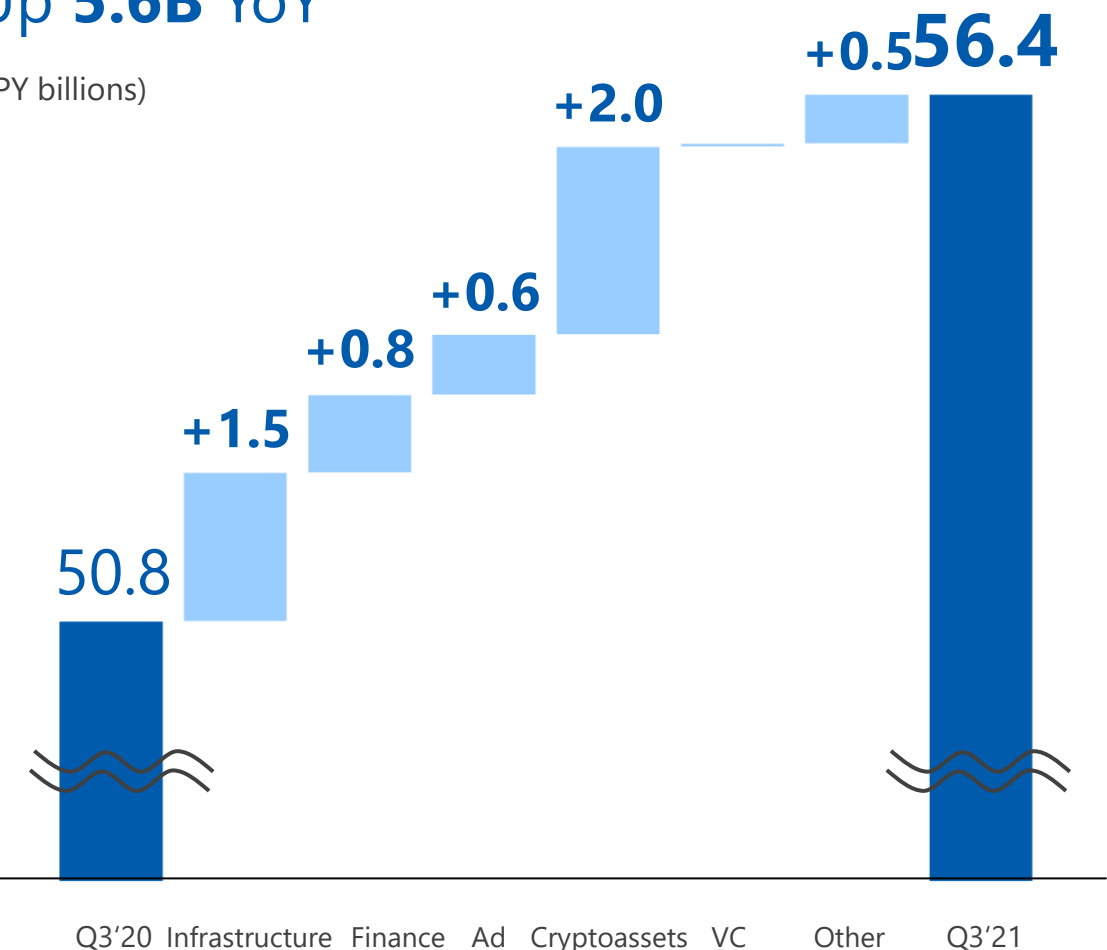
				Q2	Q3
Internet Infrastructure	Net sales	JPY <b>34.3B</b>	(Up <b>4.6%</b> YoY)		
	OP	JPY <b>4.02B</b>	(Up <b>0.1%</b> YoY)		
Solid revenue base. Strategic investment, especially in GMO Sign.					
Online Ad & Media	Net sales	JPY <b>12.0B</b>	(Up <b>5.9%</b> YoY)		
	OP	JPY <b>0.25B</b>	(Up <b>473%</b> YoY)		
Internal measures taken since 2020 were effective. Continued to recover our trend.					
Internet Finance	Net sales	JPY <b>7.3B</b>	(Up <b>12.9%</b> YoY)		
	OP	JPY <b>2.62B</b>	(Up <b>48.0%</b> YoY)		
Net sales and profits were up as profitability improved					
Cryptoassets	Net sales	JPY <b>3.6B</b>	(Up <b>120%</b> YoY)		
	OP	JPY <b>1.48B</b>	(Up <b>285%</b> YoY)		
Third pillar of business contributes to overall performance. GMO Coin continues active promotion.					

# Overview | Executive Summary: Q3 FY2021

## Net sales

Up **5.6B** YoY

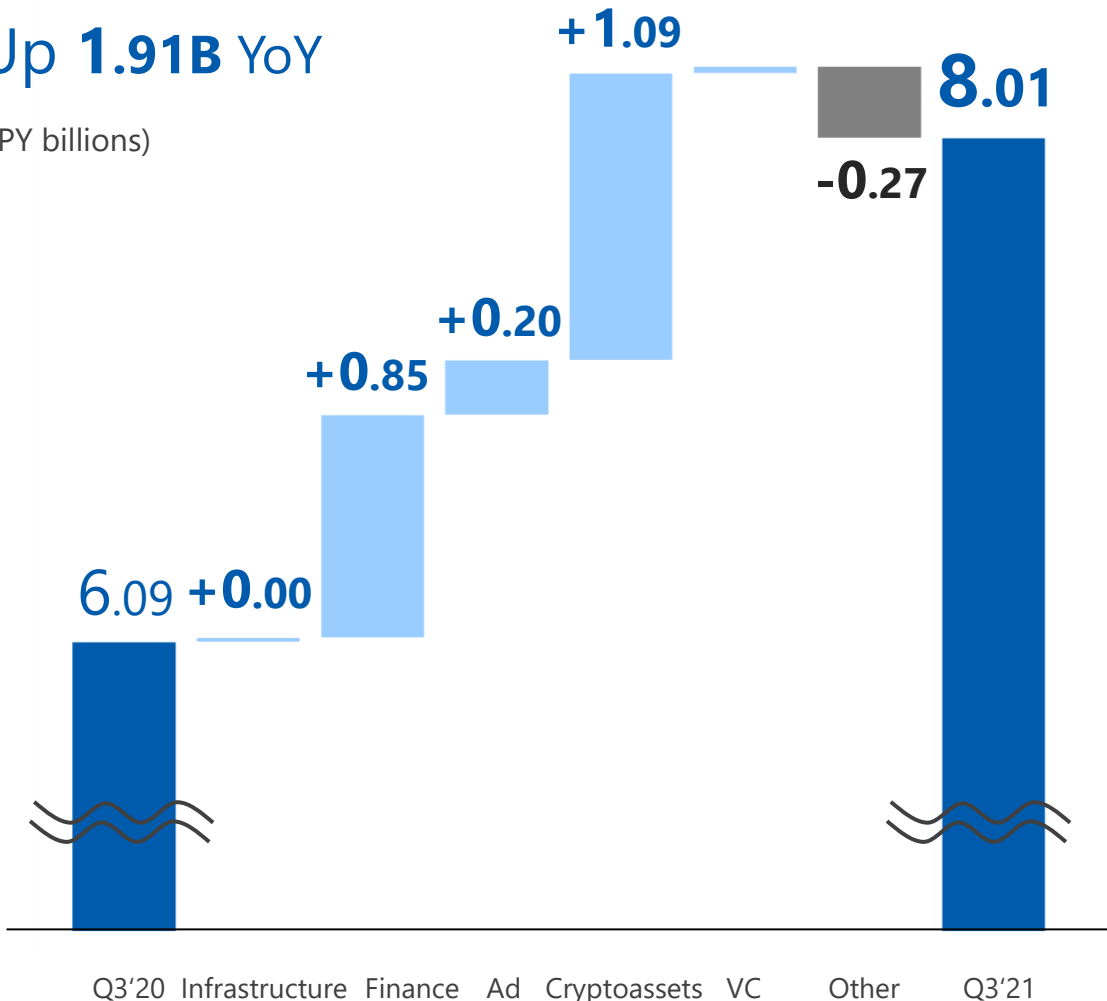
(JPY billions)



## OP

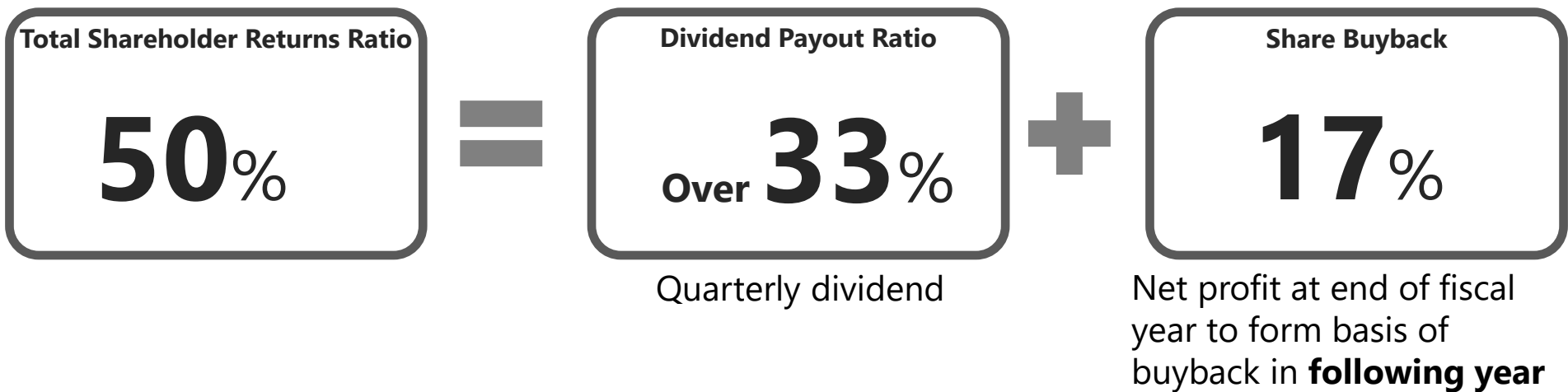
Up **1.91B** YoY

(JPY billions)



# Overview | Shareholder Returns (Policy and Actual)

Policy



Dividend per share

(JPY)	Q1	Q2	Q3	Q4	Annual
FY2020	6.60	6.20	7.40	10.60	30.8
FY2021	<b>17.1</b>	<b>12.2</b>	<b>10.8</b>	-	-

Repurchase of Own Shares\*

Total cost of share acquisition: up to JPY 5.63B. No progress in Q3.

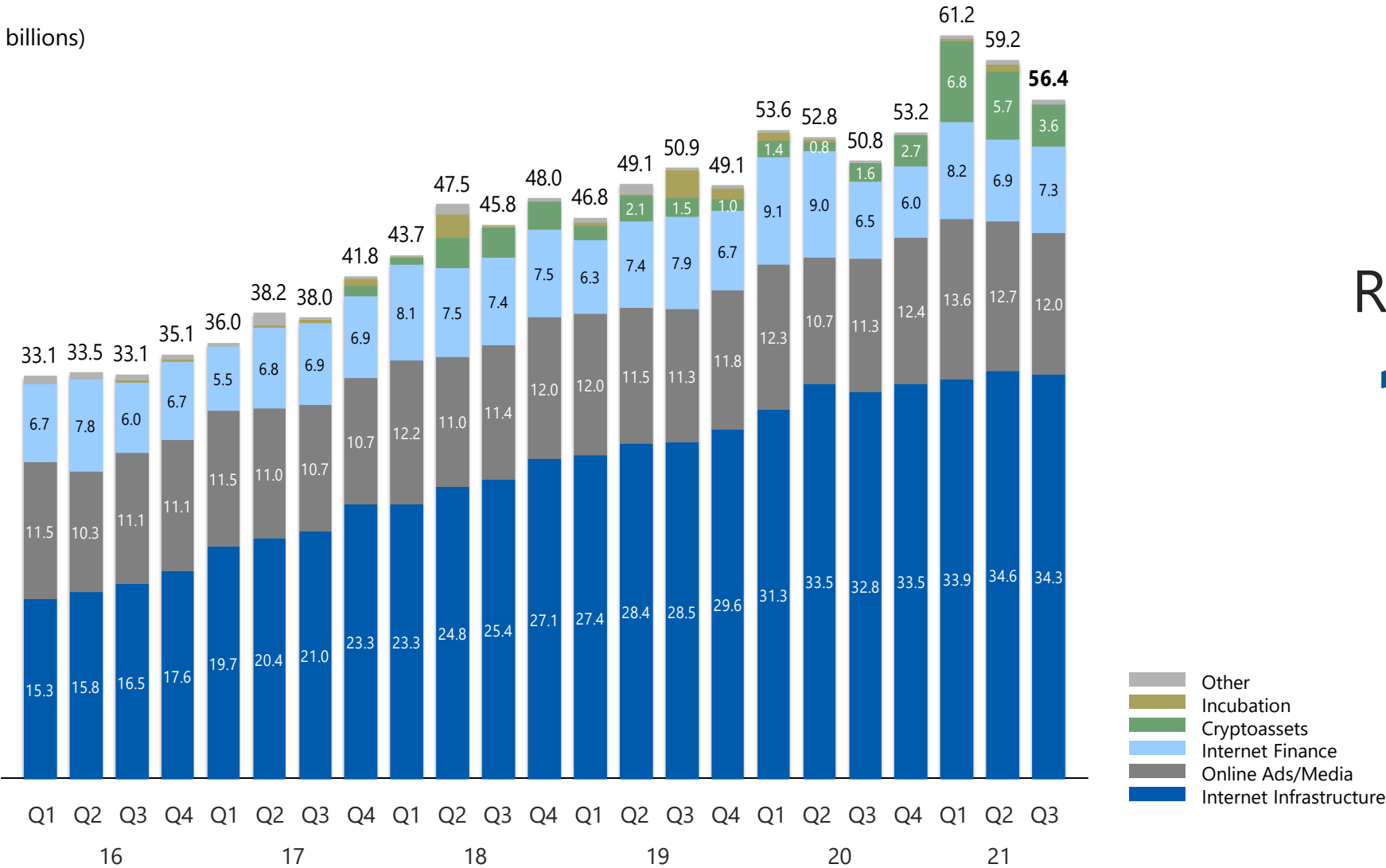
\* Repurchase resolved at the Board of Directors meeting held on February 12, 2021

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# Financial Results | Net Sales by Segment

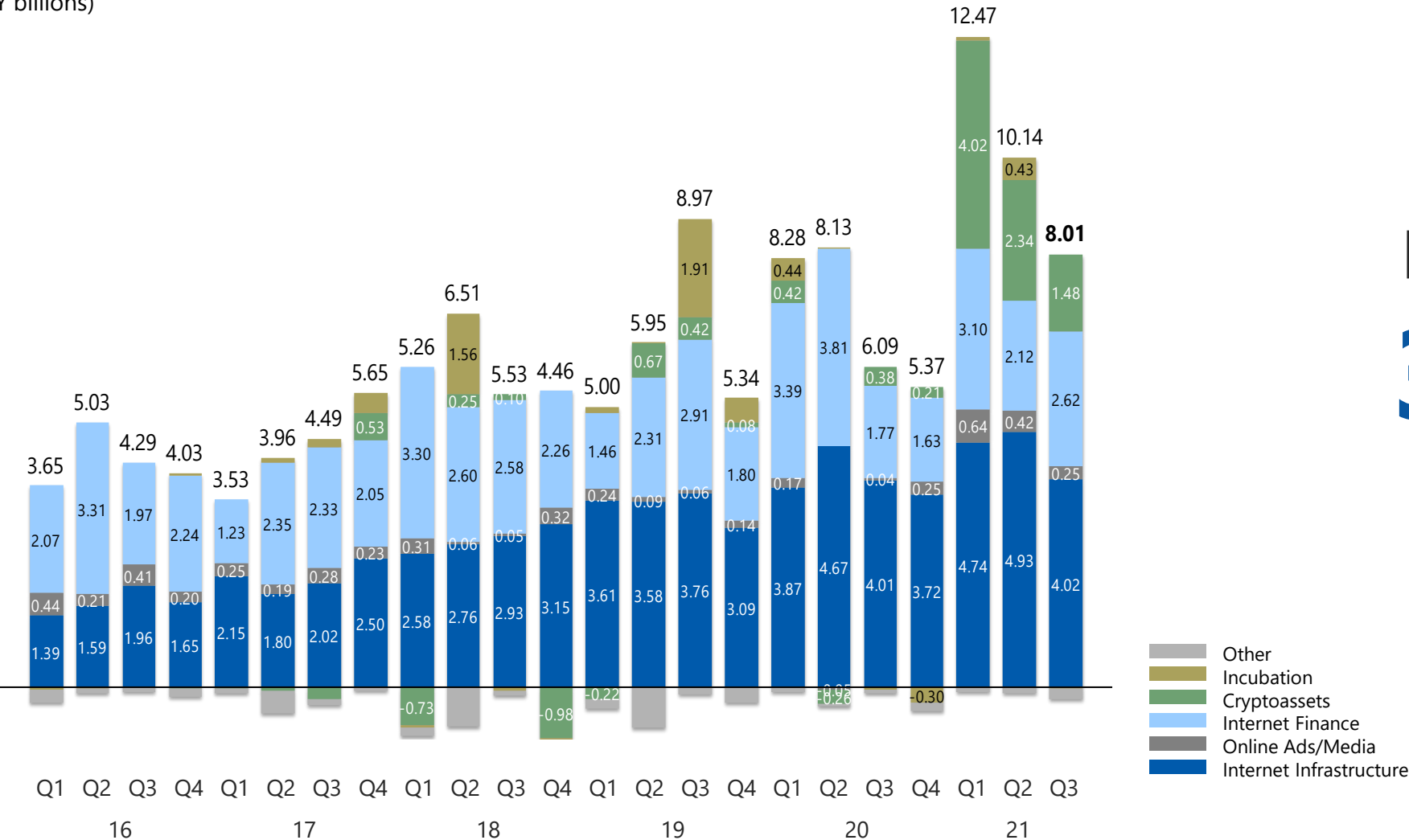
(JPY billions)



Revenue up  
**11.1%**  
YoY

# Financial Results | Profit by Segment

(JPY billions)



Profit up  
**31.4%**  
YoY

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# Group Overview | Listed Group Companies: Equity Share

Stock Code	Stock Name	Exchange	Market Cap <sup>*1</sup> (JPY billions)	% Ownership <sup>*2</sup>	Equity Share (JPY billions)
9449	GMO Internet	TSE1	358.0		
3769	GMO Payment Gateway	TSE1	1,126.9	40.7%	458.8
4051	GMO Financial Gate	TSE MOTHERS	128.7	23.6% <sup>*3</sup>	30.3
7177	GMO Financial Holdings	TSE JQS	103.7	65.4%	67.8
3788	GMO GlobalSign HD	TSE1	53.2	51.8%	27.6
3633	GMO Pepabo	TSE1	16.2	59.3%	9.6
4784	GMO AD Partners	TSE JQS	7.6	58.3%	4.4
3695	GMO Research	TSE MOTHERS	4.3	54.8%	2.3
6180	GMO Media	TSE MOTHERS	3.4	66.4%	2.3
6026	GMO TECH	TSE MOTHERS	2.1	54.1%	1.1
Group Total			<b>1,804.5<sup>*4</sup></b>		<b>604.6</b>

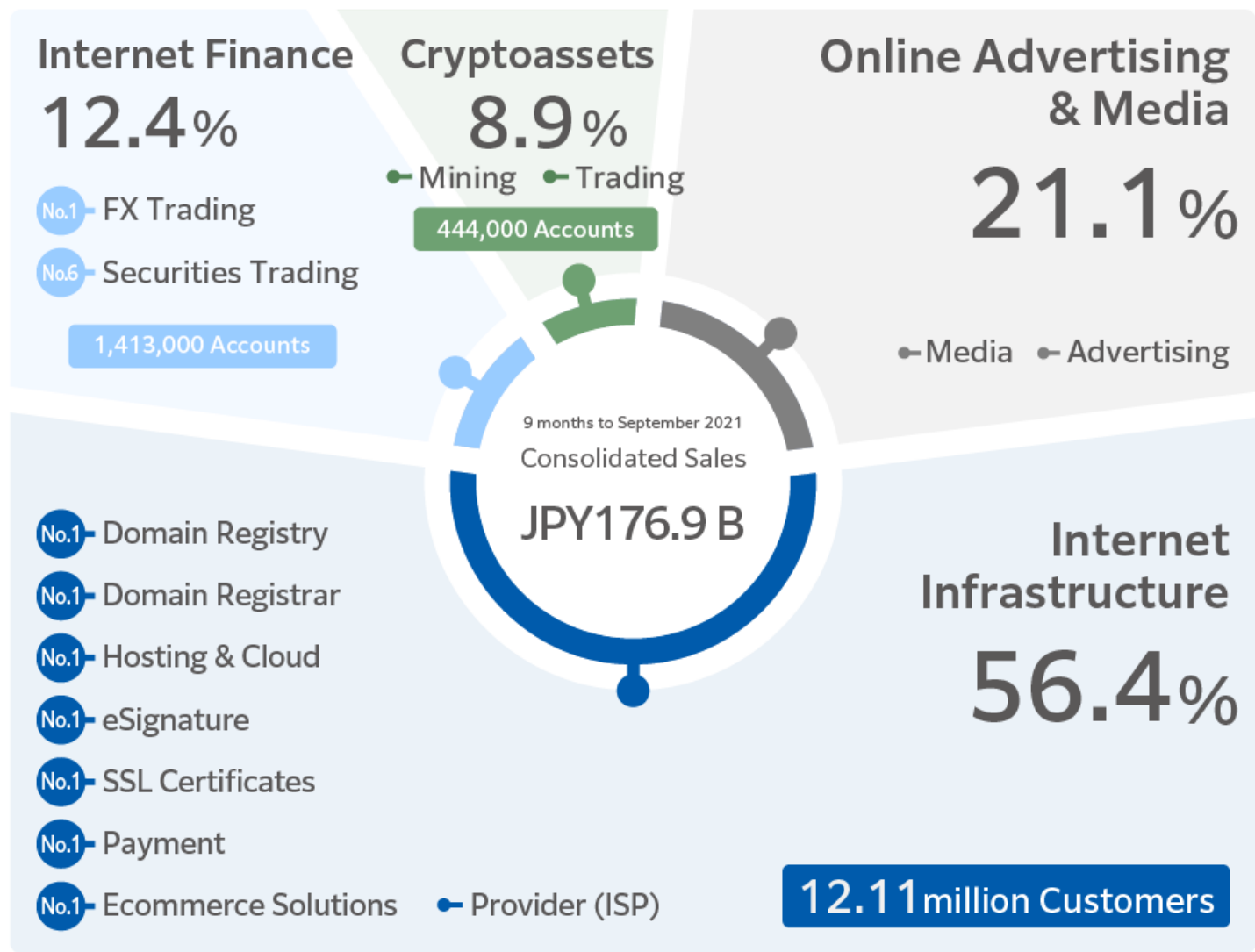
\*1 Market value as of November 10, 2021

\*2 Includes indirect holdings (as of the end of September)

\*3 GMO Internet owns 23.6% of GMO-FG indirectly through GMO-PG

\*4 Calculated as the sum of the listed market cap values

# Group Overview | Business Segments (Composition)



Solid revenue base

**13.97M** customers

(Infrastructure and Finance)

Up

**770K**

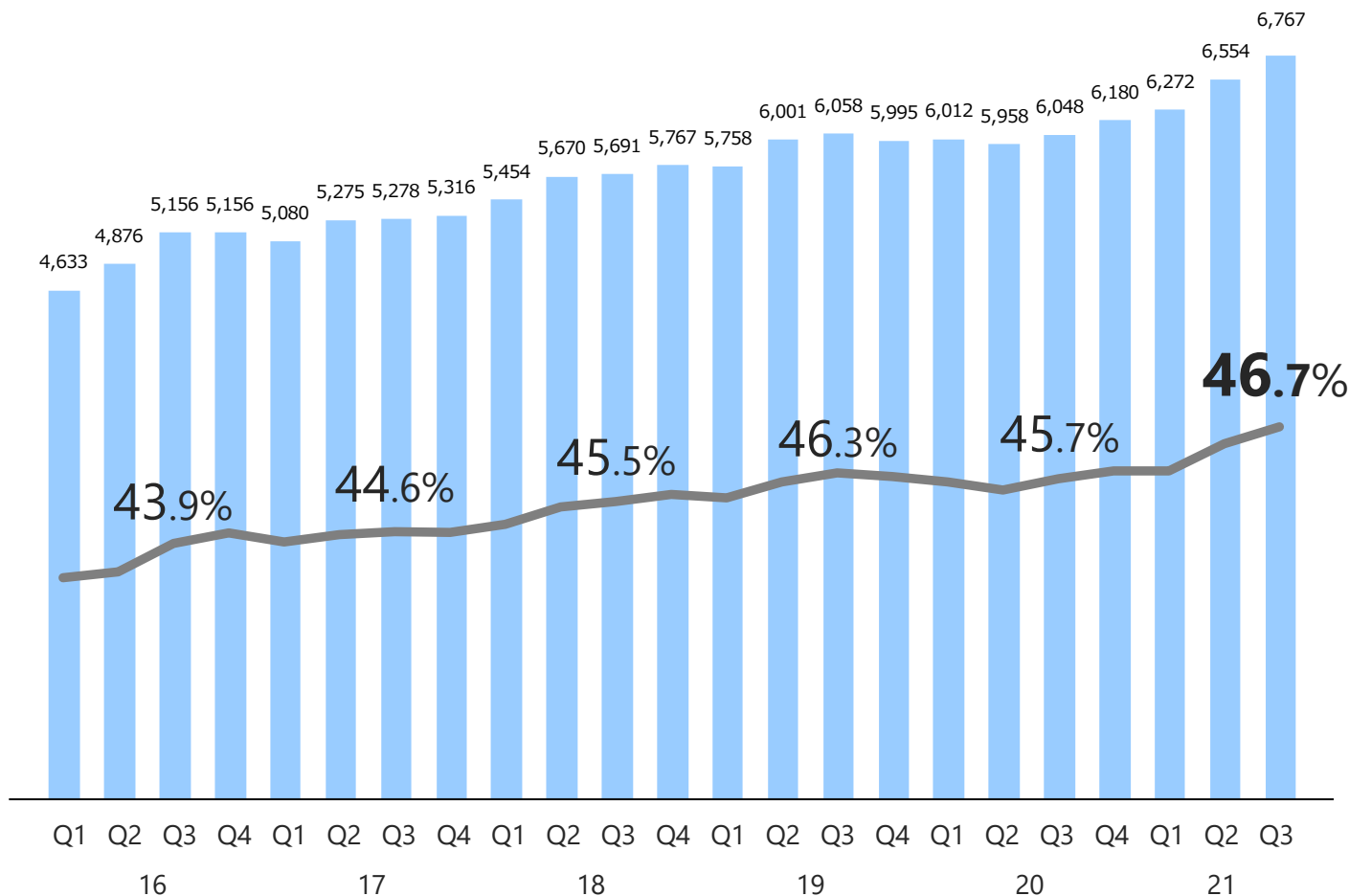
YoY

\*Net sales ratio is calculated based on the numbers before cancelling inter-segment transactions.

\*Number of customers is an aggregate number of customers (the actual number) in Infrastructure, Finance, and Cryptoassets segments.

\*Regarding Internet Finance, the number of accounts does not include GMO Aozora Net Bank's accounts.

# Group Overview | Strengths: Technology



Goal: Workforce of  
over **50%**  
engineers

■ All partners (excluding the directors and part-time directors)  
— % Engineers and creators

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# Internet Infrastructure | Collection of No. 1 services

Strong No. 1	Domain Registry	GMO REGISTRY GMO BrightsConsulting	Domestic market share at 82.5% <sup>1</sup>
Strong No. 1	Domain Registrar	お名前.com http://www.oname.com MuuMuu Domain value-domain	Domestic market share at 82.5% <sup>2</sup>
No. 1	Hosting & Cloud	お名前.com レンタルサーバー GMO CLOUD ConoHa LOLIPOP! value-server	Domestic market share at 57.5% <sup>3</sup>
No. 1	eSignature	電子印鑑なら GMOサイン	334k accounts
No. 1	ASP Cart	COLOR ME MakeShop®	63k paid stores
No. 1	Security	GlobalSign®	No. 1 <sup>4</sup> domestic market share
No. 1	Payment	GMO PAYMENT GATEWAY GMO EPSILON	123k merchants <sup>5</sup>
No. 1	Provider (ISP)	とくとくBB おとくなプロバイダー	No. 1 <sup>6</sup> provider in terms of customer satisfaction

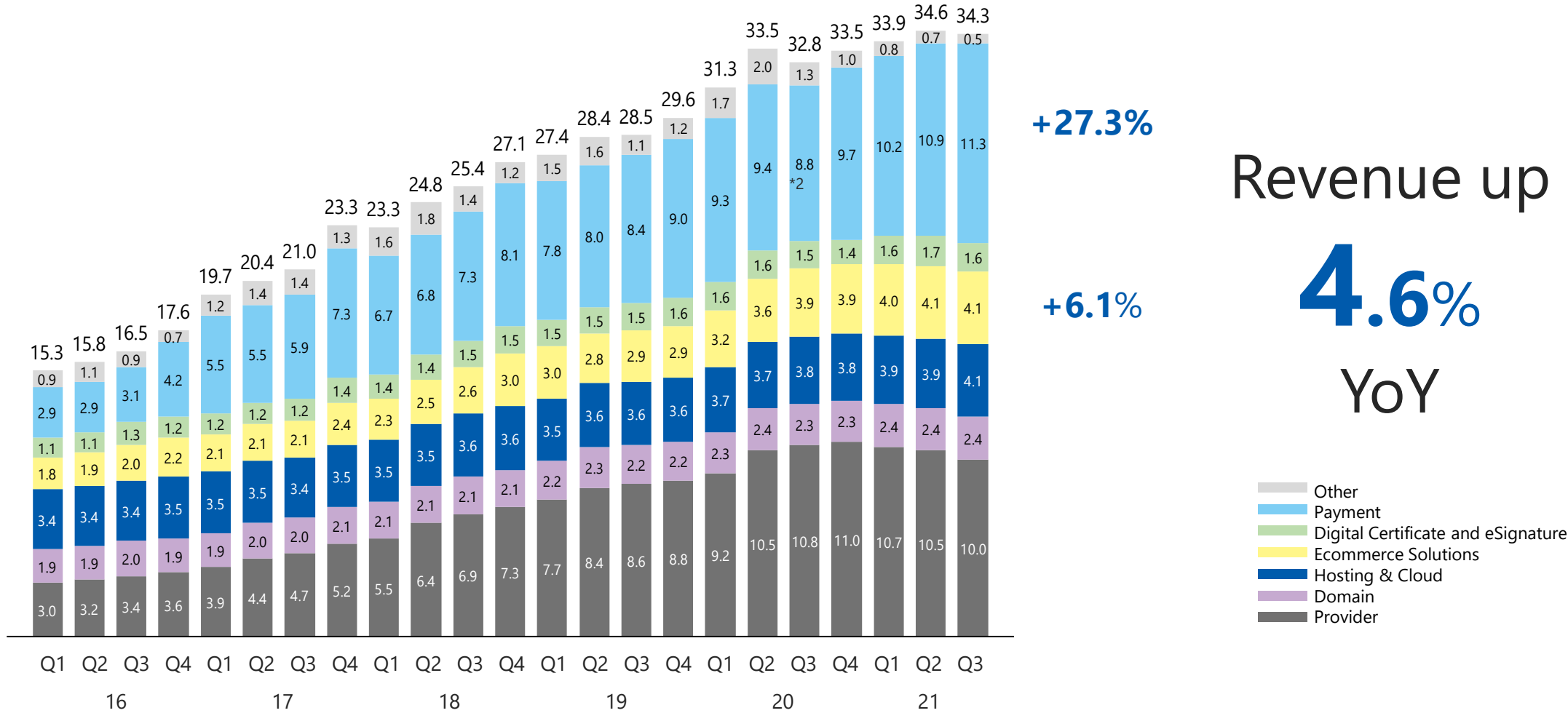
\*1 Based on our own data \*2 Based on ICANN data \*3 Based on domaintools.com data \*4 Country code based on Netcraft data

\*5 Figure excludes the number of stores related to major delivery services \*6 In 2020, Oricon announced that GMO TokuToku BB became the top-ranked provider in terms of customer satisfaction



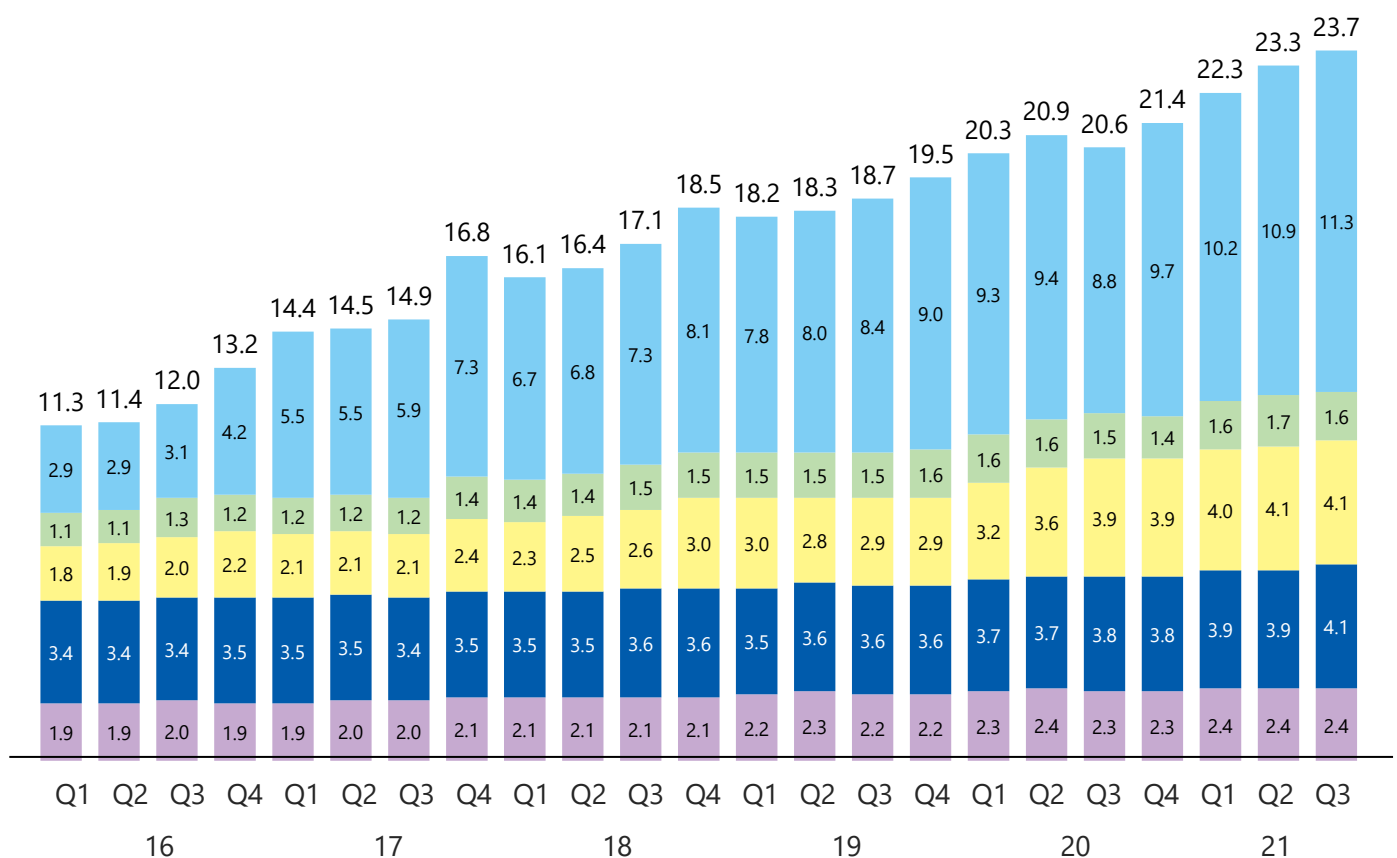
# Internet Infrastructure | Net Sales by Sub-Segment

(JPY billions)



# Internet Infrastructure | Net Sales by Sub-Segment (other than Provider and Other)

(JPY billions)



Revenue up  
**15.2%**  
YoY

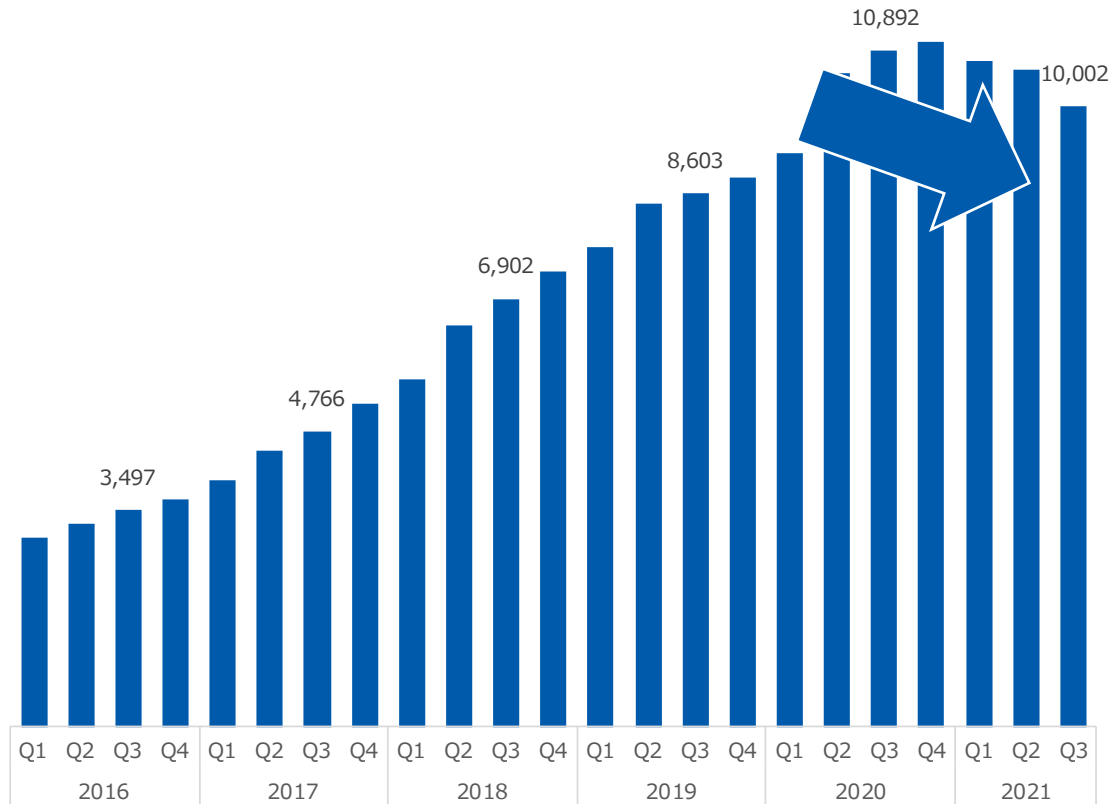
- Payment
- Digital Certificate and eSignature
- Ecommerce Solutions
- Hosting & Cloud
- Domain

# Internet Infrastructure | Provider - KPIs



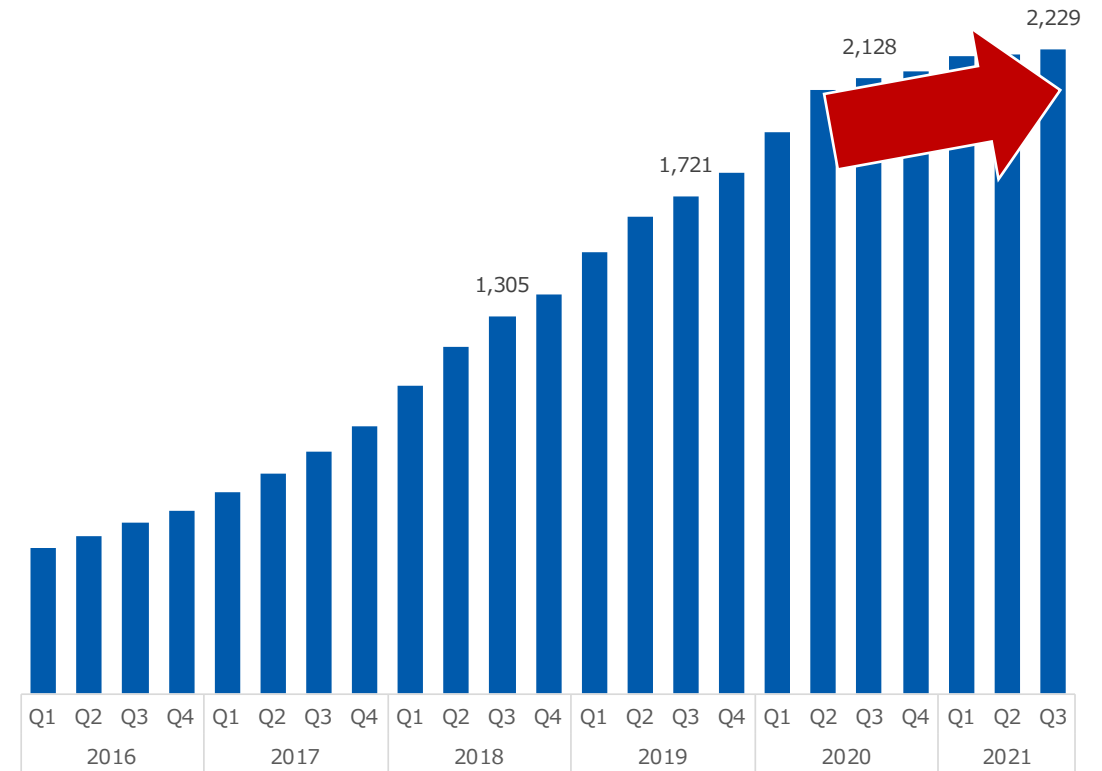
## Revenue

(JPY millions)

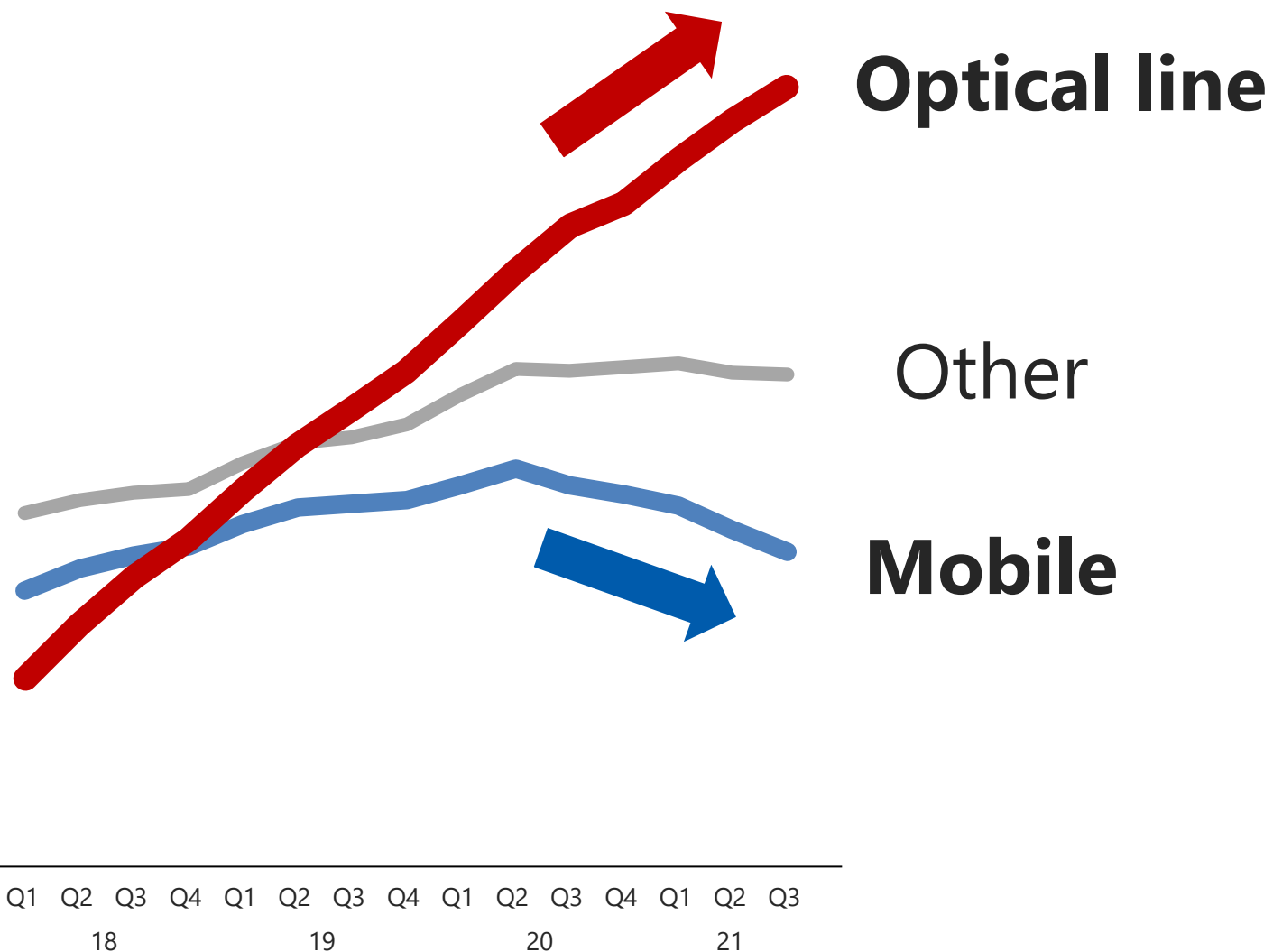


## Subscriptions

(thousands)



# Internet Infrastructure | Provider (number of lines)



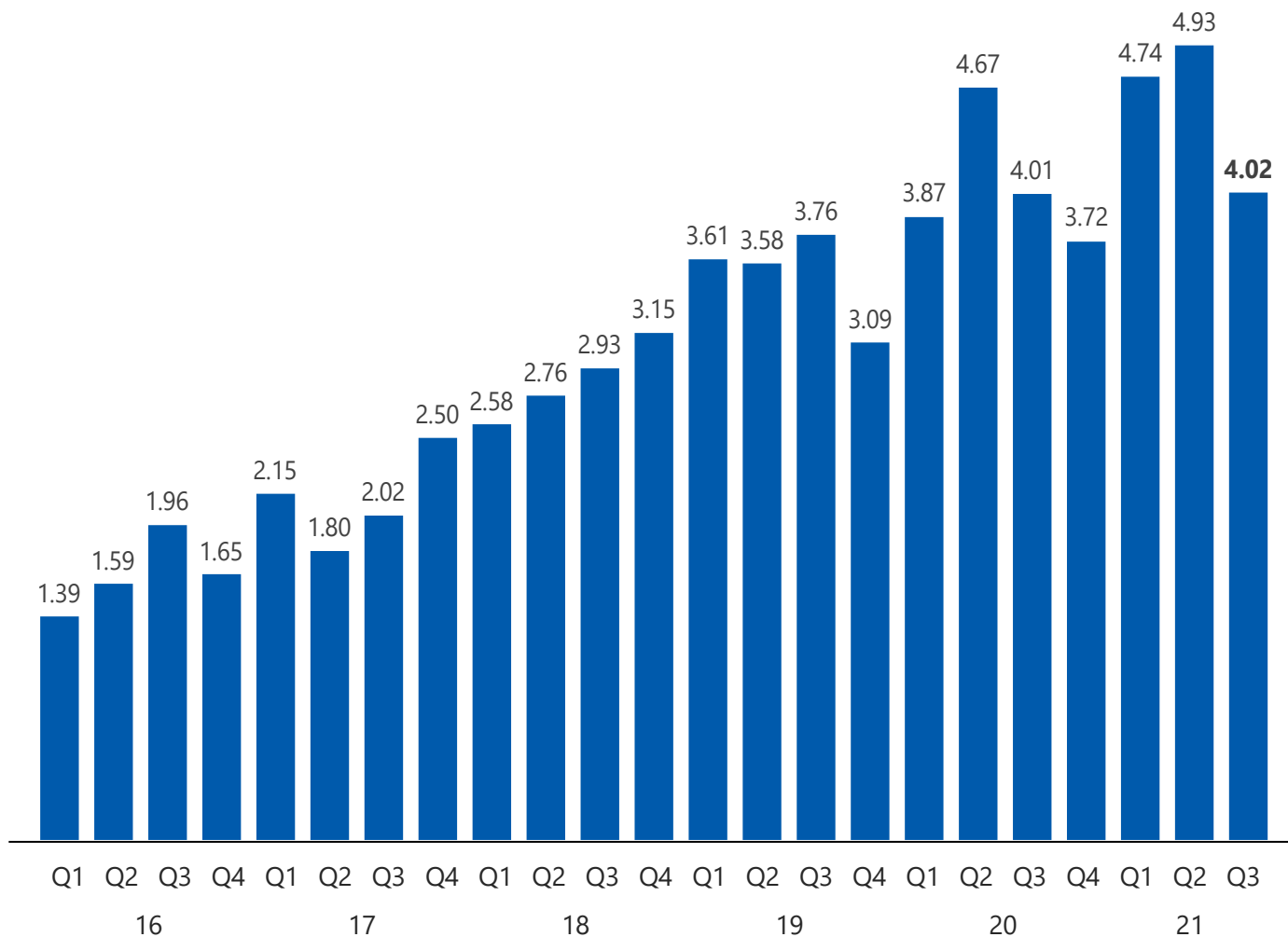
**Focus on sales  
promotion of  
optical line**

**GMO光ネット**

(Since July 2021)

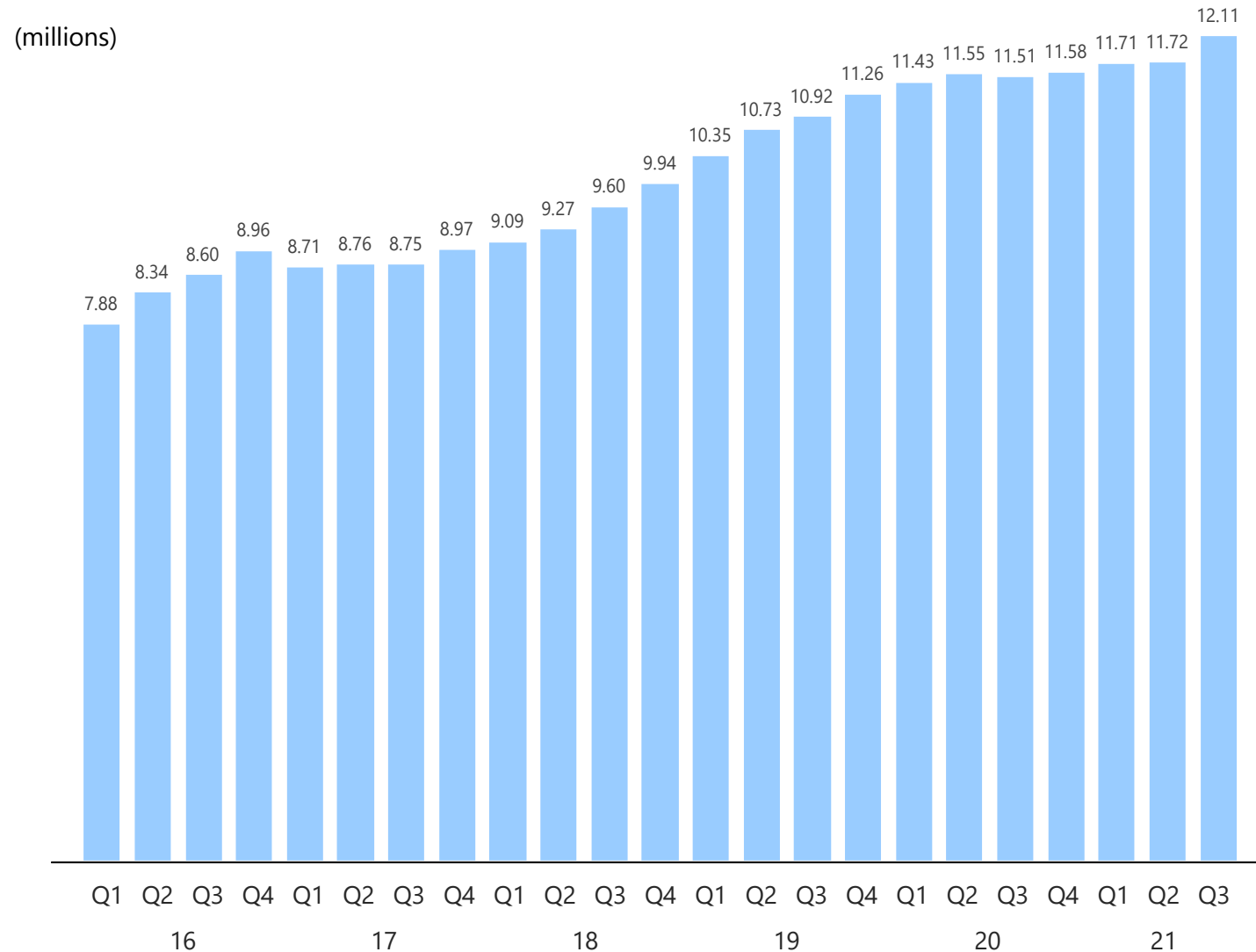
# Internet Infrastructure | Operating Profit

(JPY billions)



Profit up  
**0.1%**  
YoY

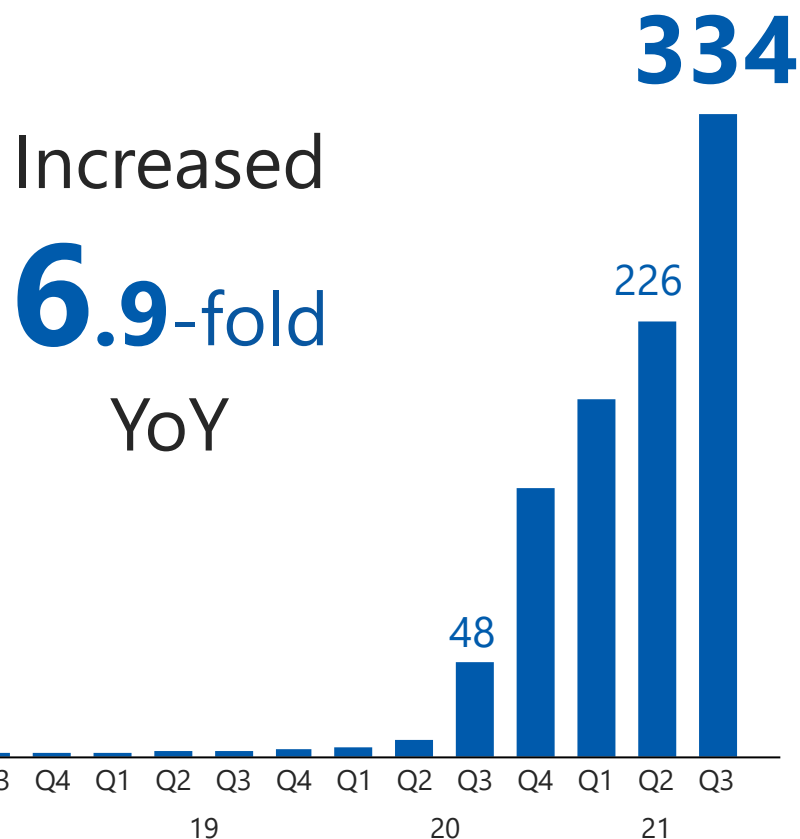
# Internet Infrastructure | Contracts



Solid revenue base  
**12.11M**  
customers

# Internet Infrastructure | Number of e-contract accounts

(thousands)



電子印鑑なら  
**GMOサイン**

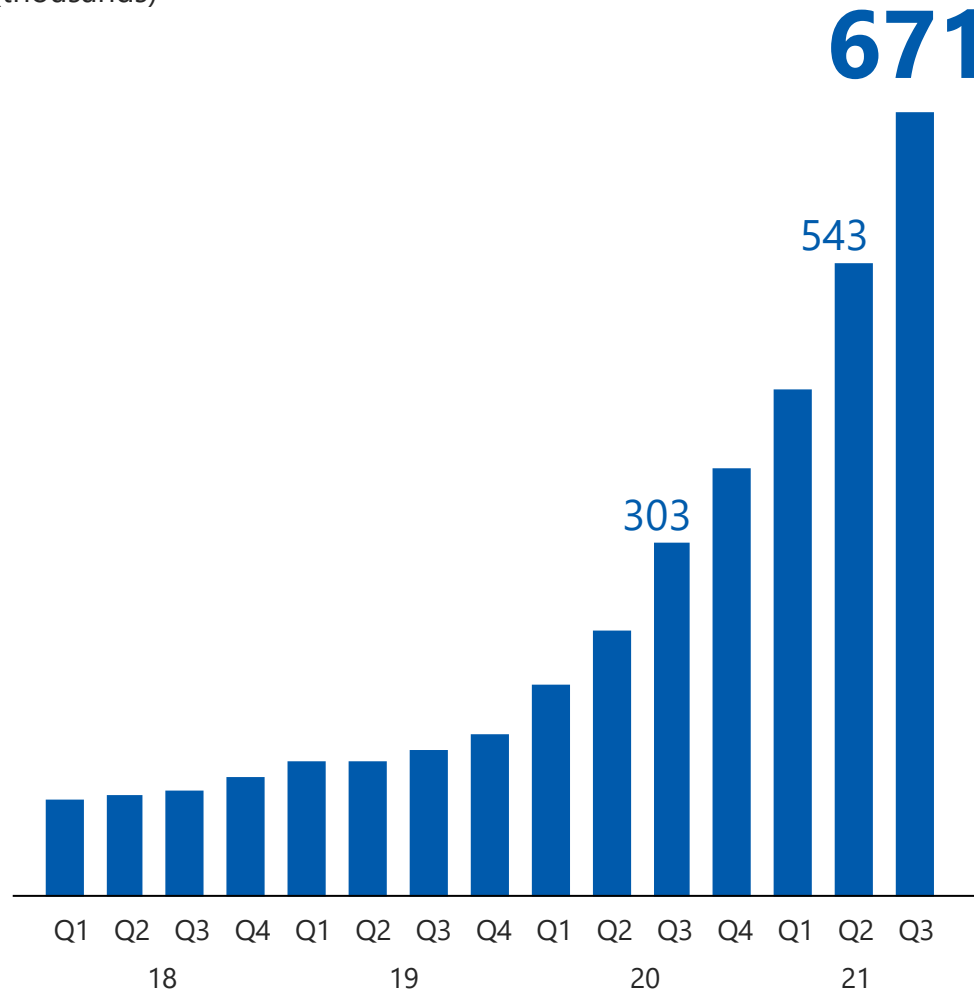
User companies (extract)



# Internet Infrastructure | Number of contracts

電子印鑑なら  
**GMOサイン**

(thousands)



Increased  
**2.2-fold**  
YoY



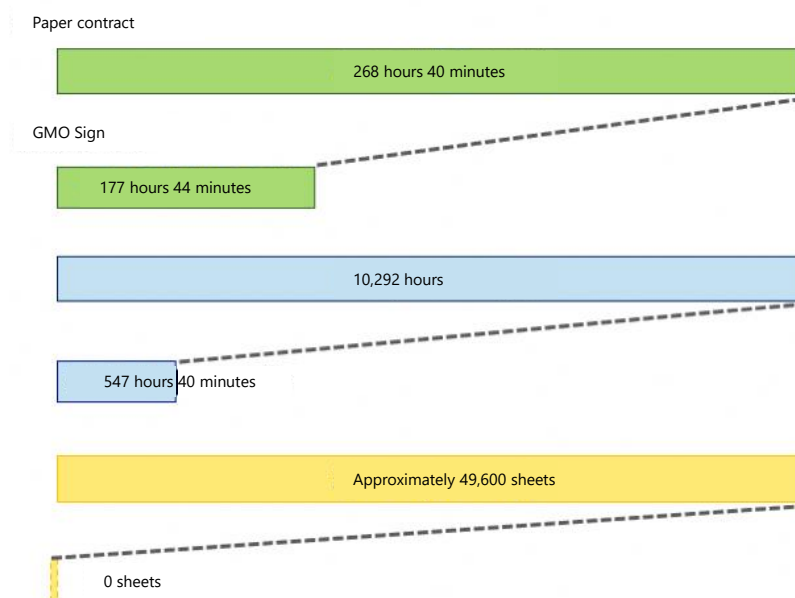
## Reducing time and cost significantly



### ■ Time required for contract execution

### ■ Period from issuing vouchers until conclusion of contracts

### ■ Paper usage



➡ Shortened by 34%

➡ Shortened by 95%

➡ Reduced 100%



## Confirmation of **legality** through the System to Eliminate Regulatory Gray Zones\*

デジタル庁  
Digital Agency

 法務省  
MINISTRY OF JUSTICE

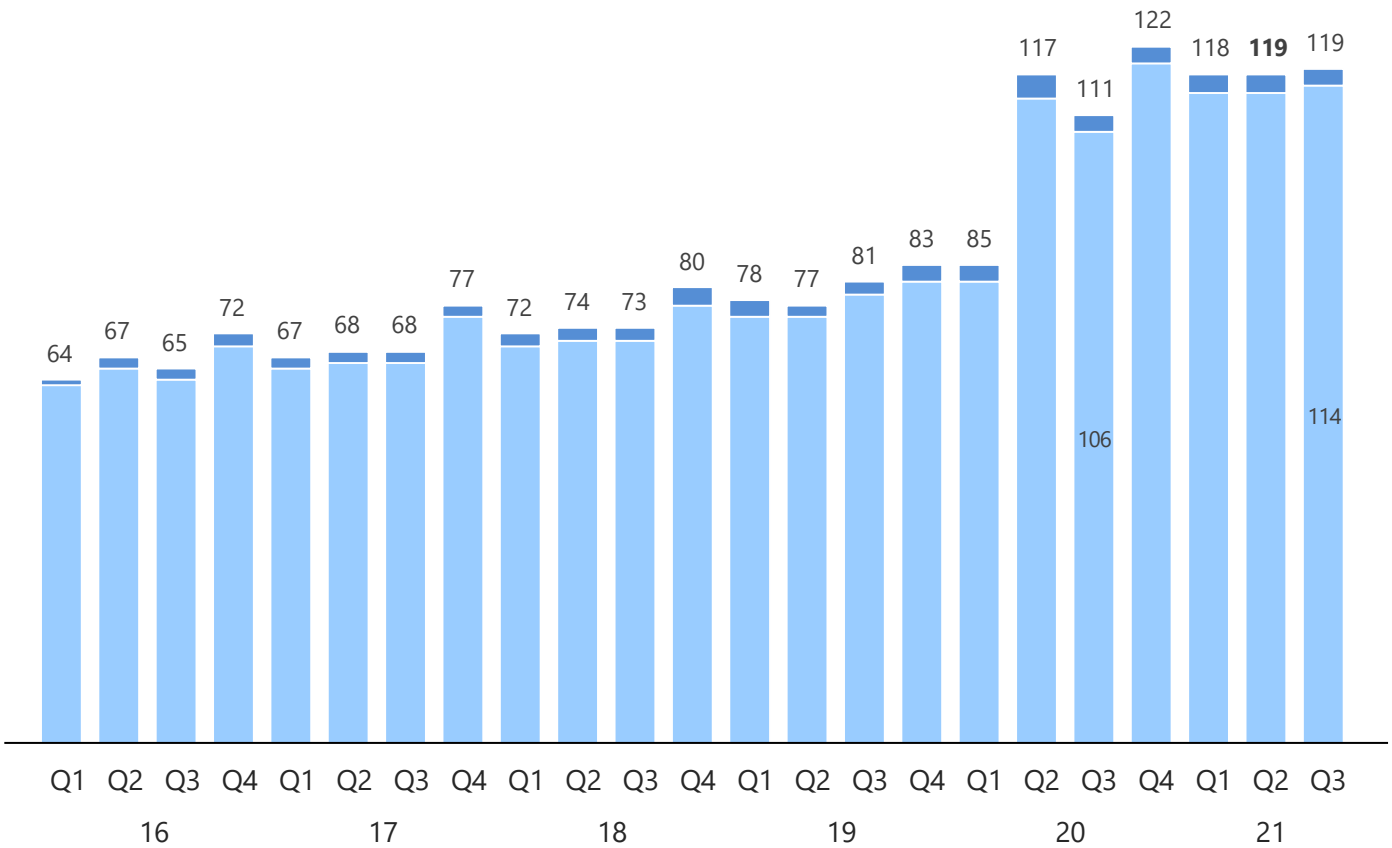
財務省  
Ministry of Finance, JAPAN

For more details, please refer to the press release "Electronic signature using GMO Sign is a 'valid alternative to affixing names and seals': legality is confirmed by Japan Digital Agency, Ministry of Justice, and Ministry of Finance" published on October 22, 2021.

\* The system to enable business operators to check with related government ministries on the legality of new business based on a detailed business plan, so that they can expand their business at ease even in new fields, based on the Industrial Competitiveness Enhancement Act.

# Internet Infrastructure | Ecommerce Solutions: transaction volume

(JPY billion)



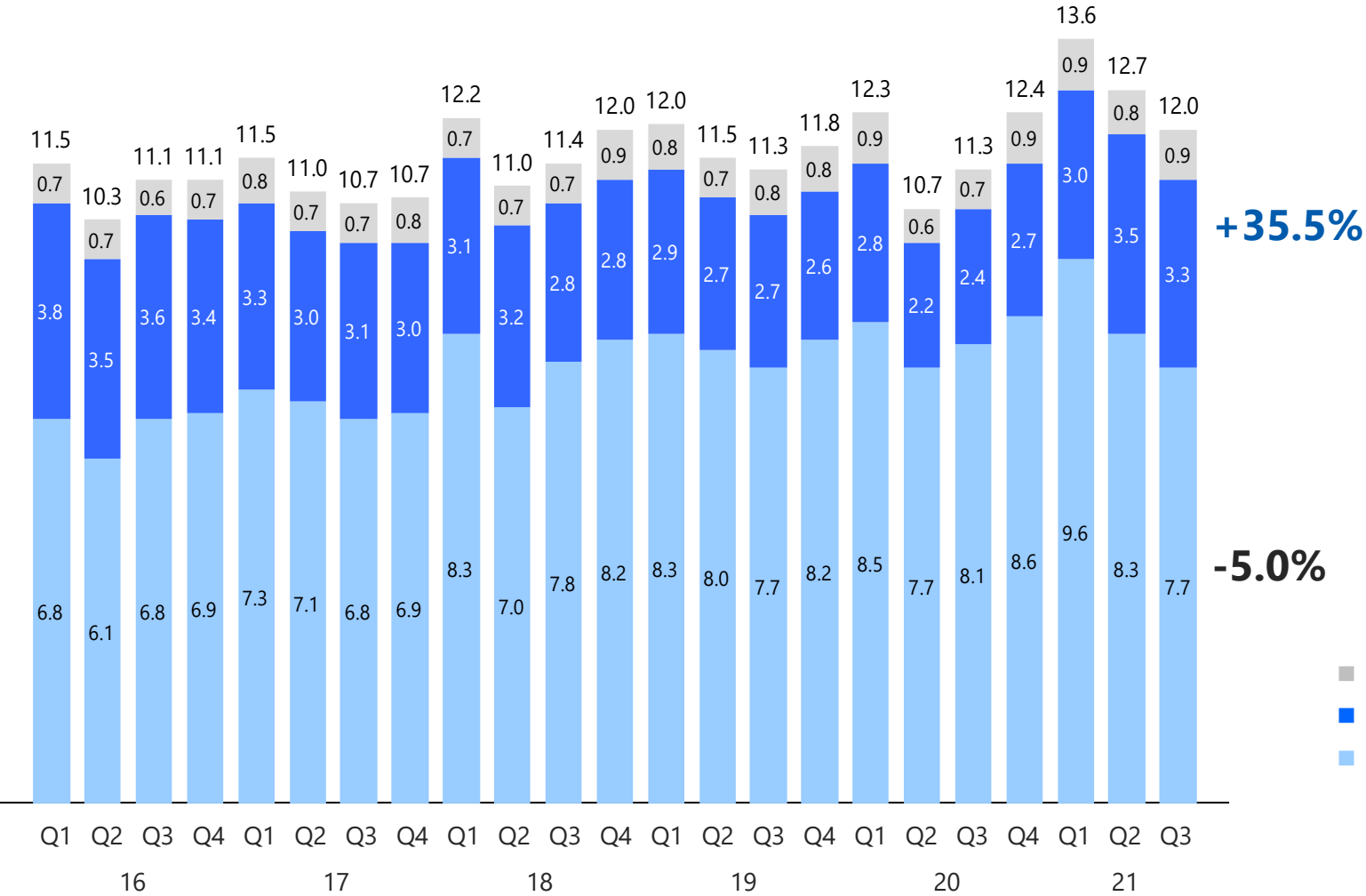
Up  
**6.8%**  
YoY

Freenance  
SUZURI, Canvath  
minne  
Ecommerce Platform

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# Online Advertising & Media | Net Sales

(JPY billions)

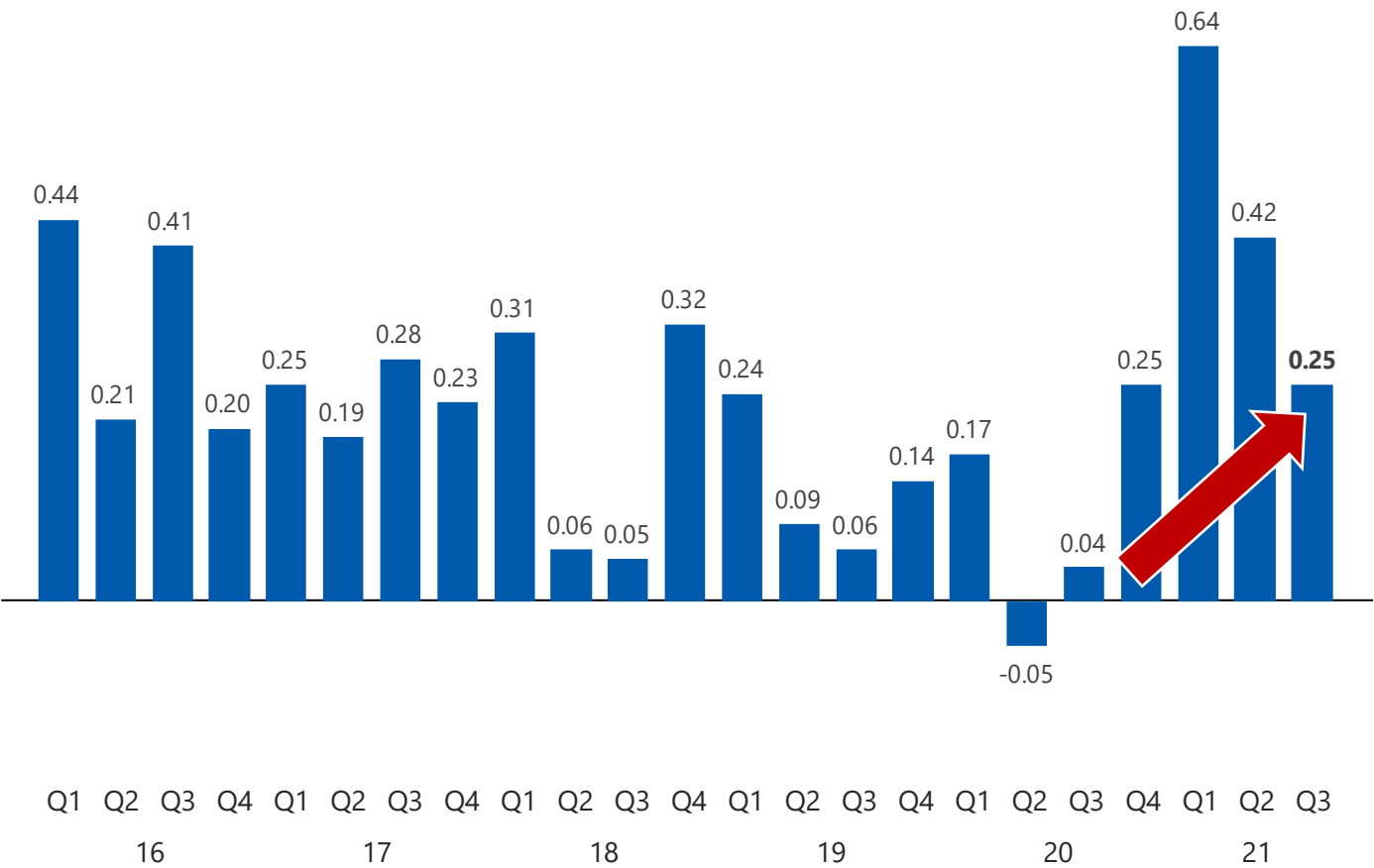


Revenue up  
**5.9%**  
YoY

- Internet Research/Other
- Internet Media
- Online Advertising

# Online Advertising & Media | Operating Profit

(JPY billions)

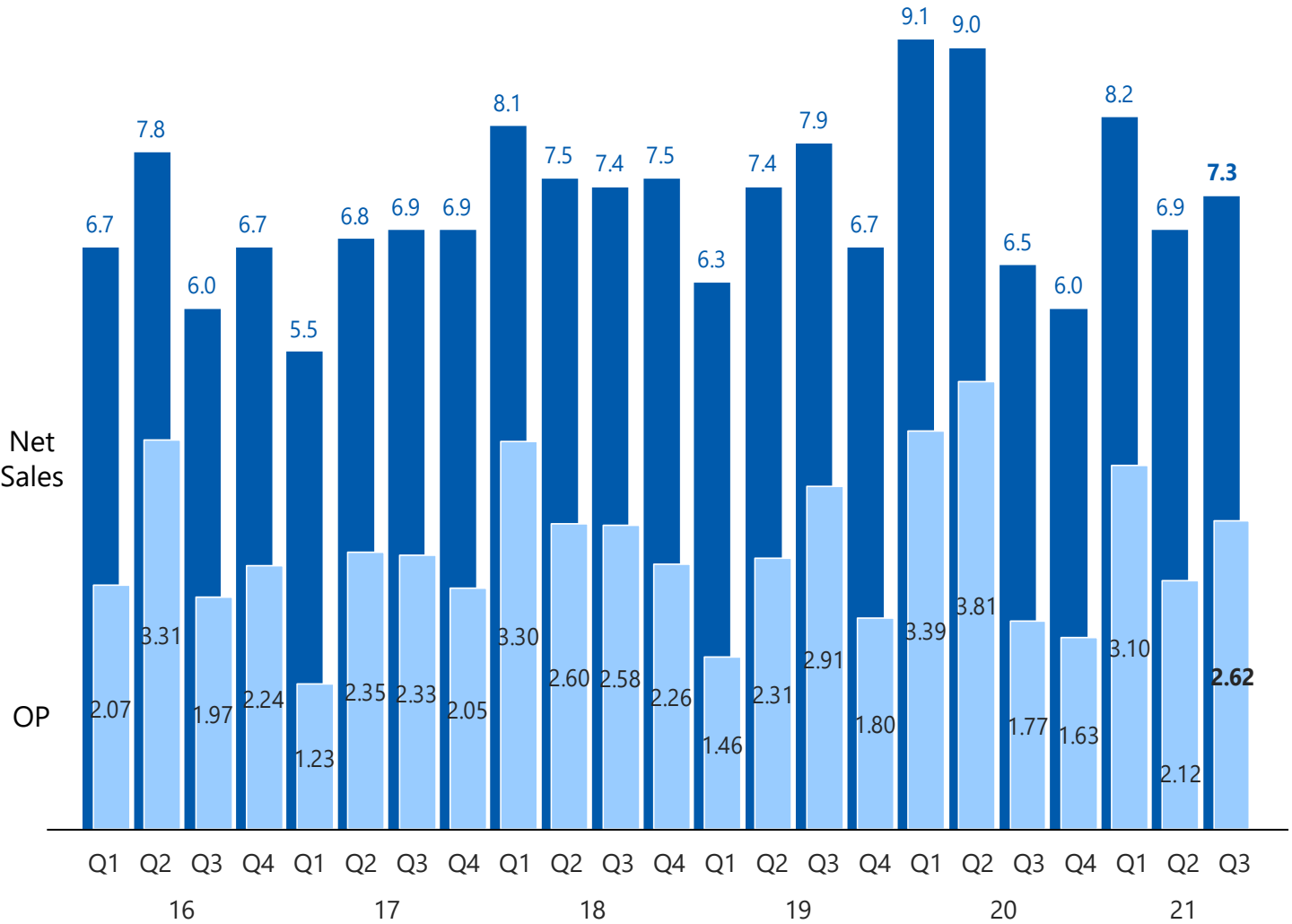


Increased  
**5.7-fold**  
YoY

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# Internet Finance | Historical Performance by Quarter

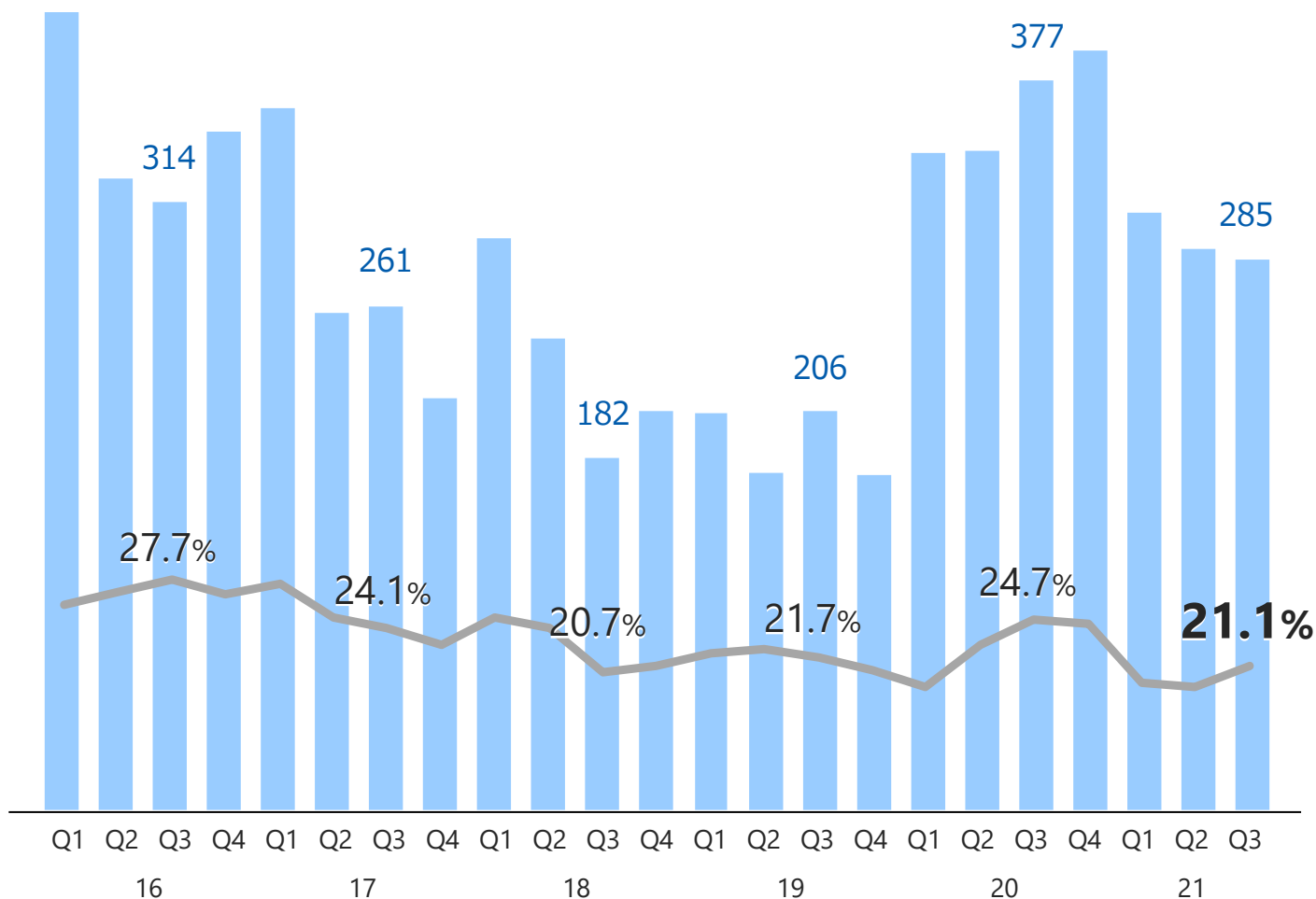
(JPY billions)



Revenue up  
**12.9%**  
Profit up  
**48.0%**  
YoY



# Internet Finance | FX Trading Volume



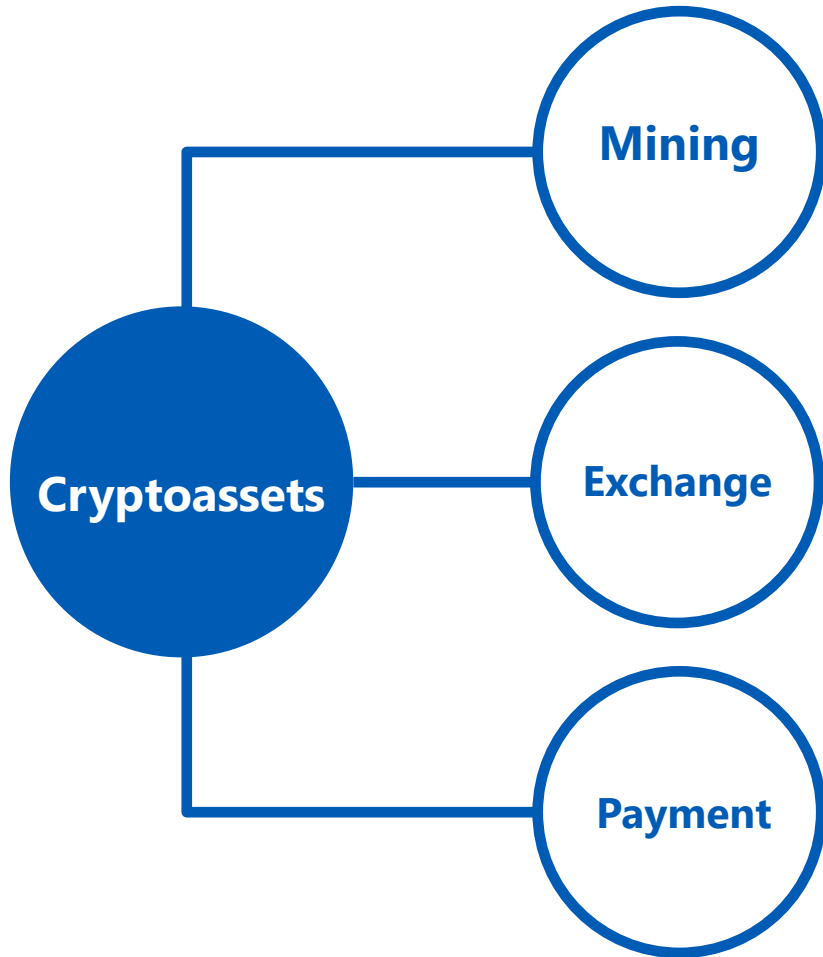
**No.1**  
market share in  
Japan

— Trading volume (JPY trillions)  
— Share (%)

- Prepared based on Results Presentation of GMO Financial HD for Q3 of FY2021 and “Monthly Statistical Bulletin on Over-The Counter Retail FX Margin Trading” published by the Financial Futures Association of Japan (FFAJ)  
 - Aggregate of the trading volume of GMO CLICK Securities and FX PRIME byGMO  
 - Group share calculated based on the sum of GMO Financial HD’s revenues for the applicable three-month period, assuming that “Monthly Statistical Bulletin on Over-The Counter Retail FX Margin Trading” published by the Financial Futures Association of Japan (FFAJ) is a market as a whole.

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# Cryptoassets business



**Cryptoassets mining business**

**Cryptoassets exchange business**

**GMO Coin**

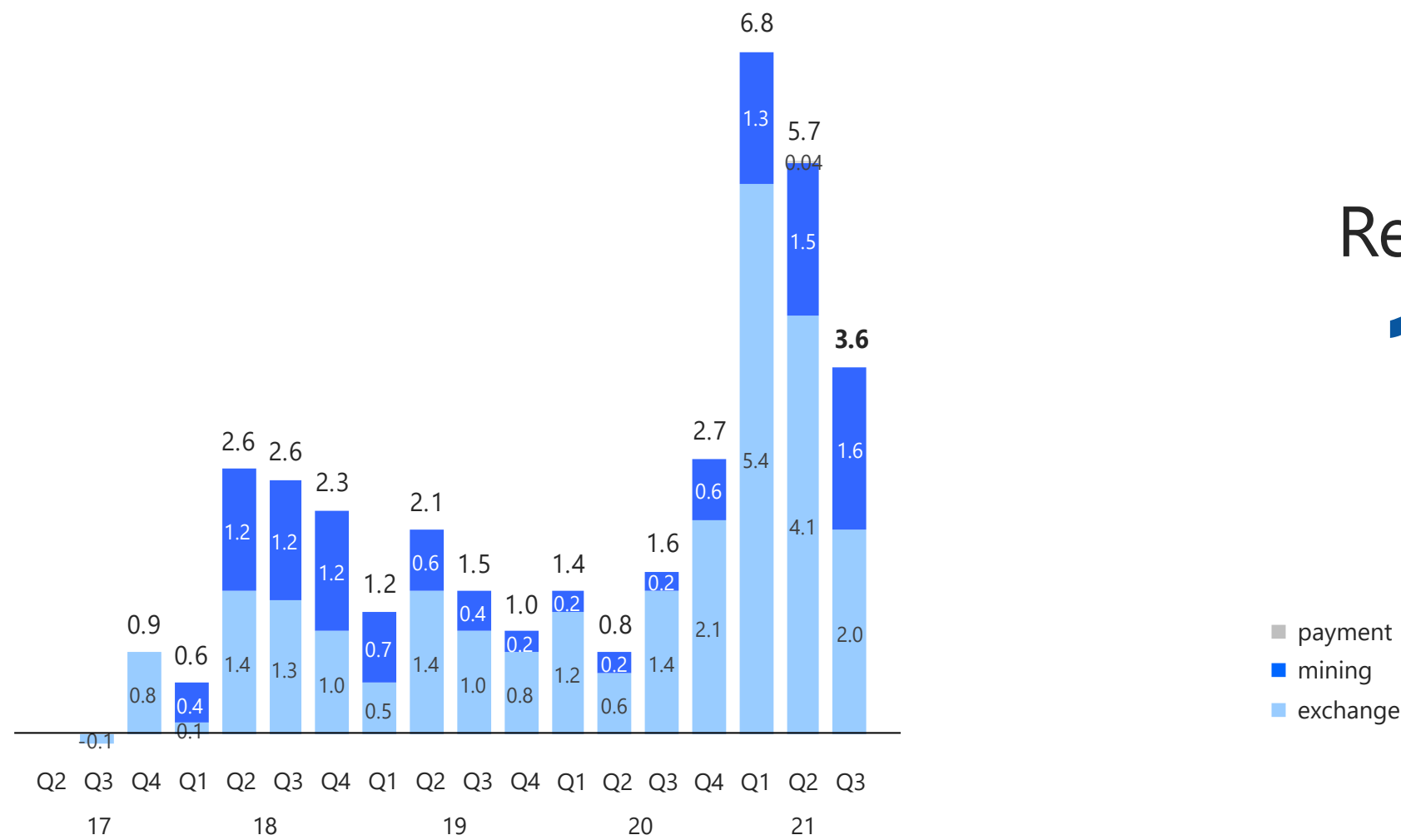
**Cryptoassets payment business**

└ Issue stablecoin

**GYEN Z USD**  
Digital JPY Digital USD

# Cryptoassets business | Net Sales

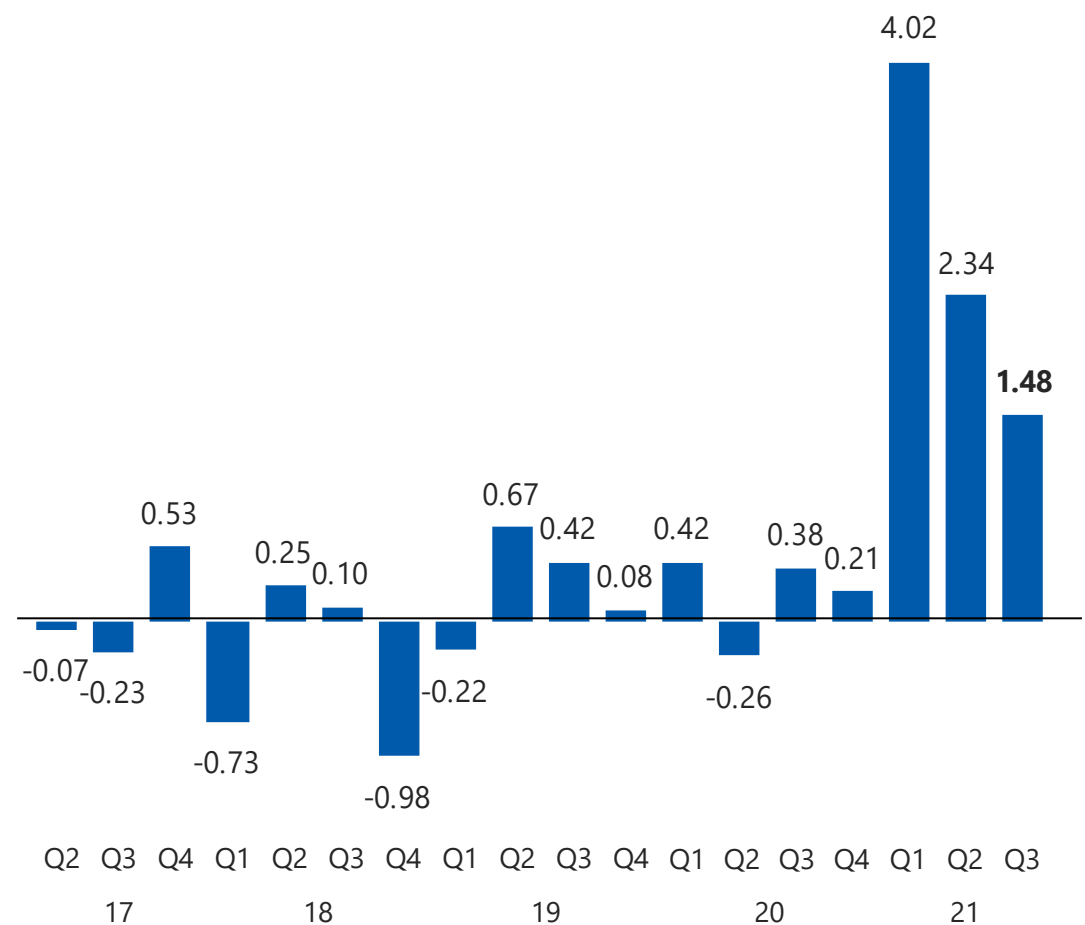
(JPY billions)



Revenue up  
**121%**  
YoY

# Cryptoassets business | Operating Profit

(JPY billions)



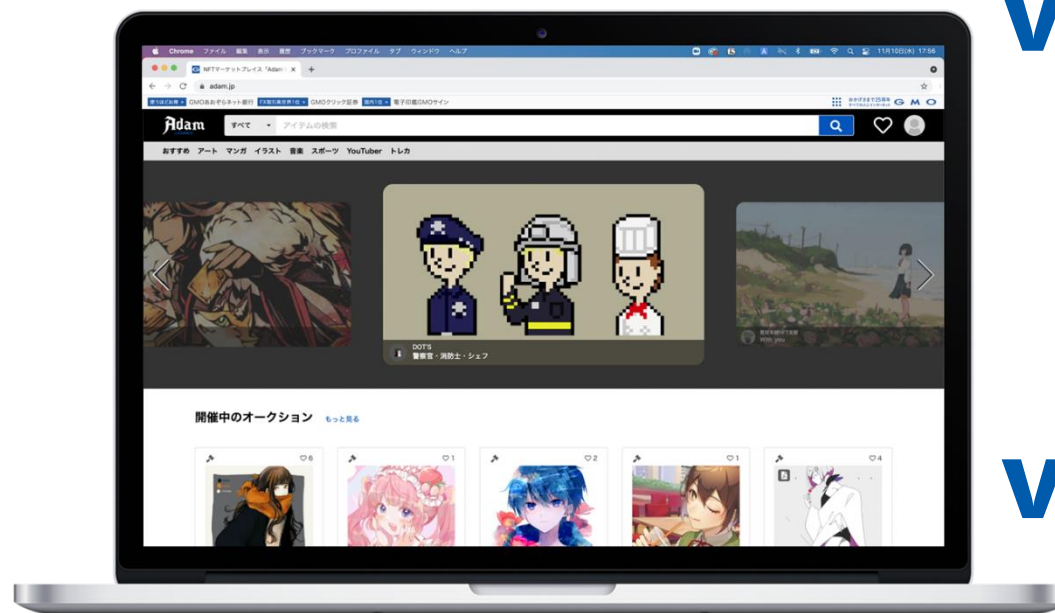
Profit up  
**1.09<sub>B</sub>**  
YoY

## Cryptoassets payment business | Stablecoin GYEN

**Determined the listing of GYEN on the world's leading crypto assets exchange**

The Coinbase logo, consisting of the word "coinbase" in a blue, lowercase, sans-serif font.

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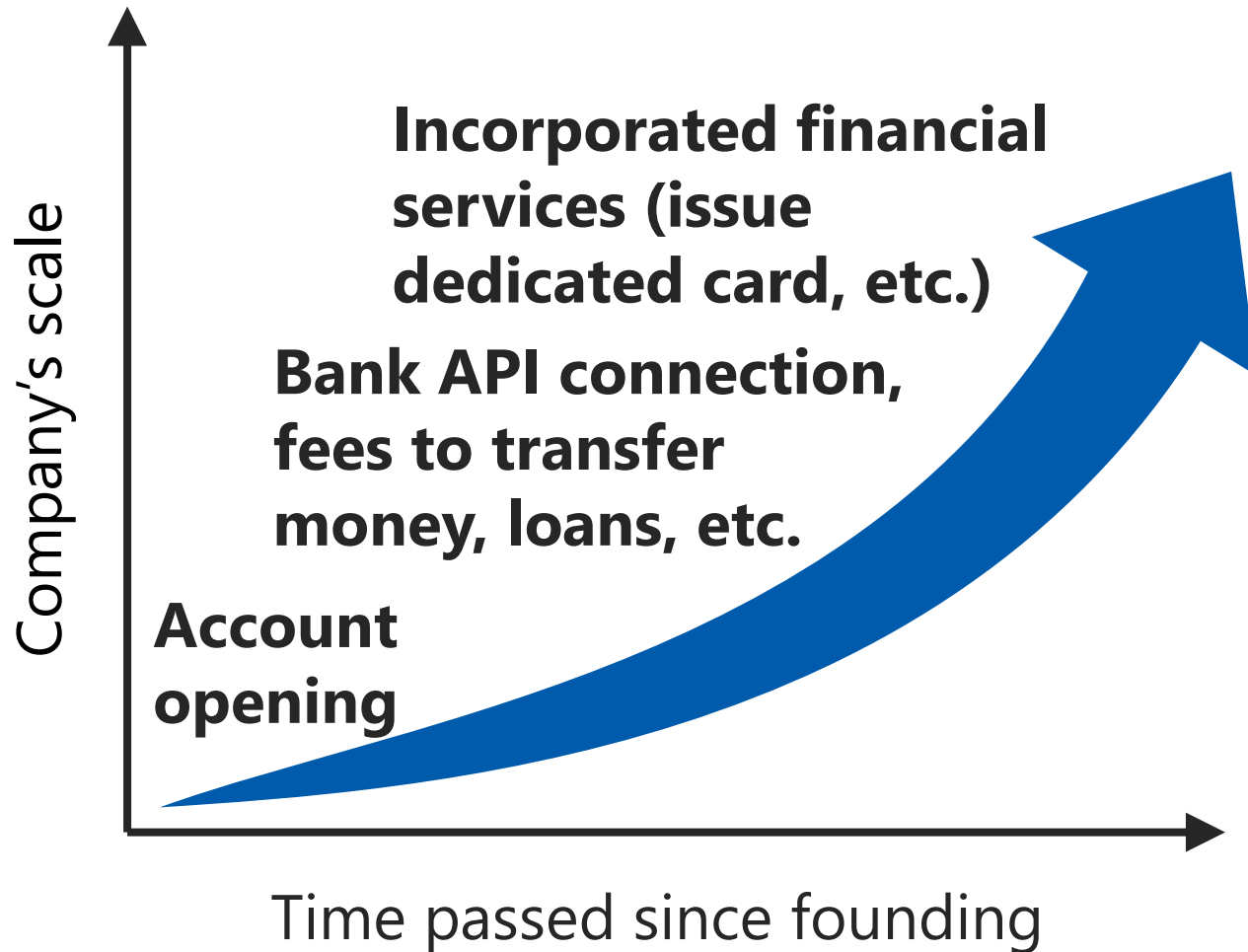
**Launched beta  
version** (on August 31)

**Launch official  
version** (December,  
tentative)



**GMO** AOZORA NET BANK

# Net Bank | Entrepreneur & challenger support project



**Aims to grow with small businesses & startups**

## Net Bank | Reduce fees to transfer money

**GMO** AOZORA NET BANK

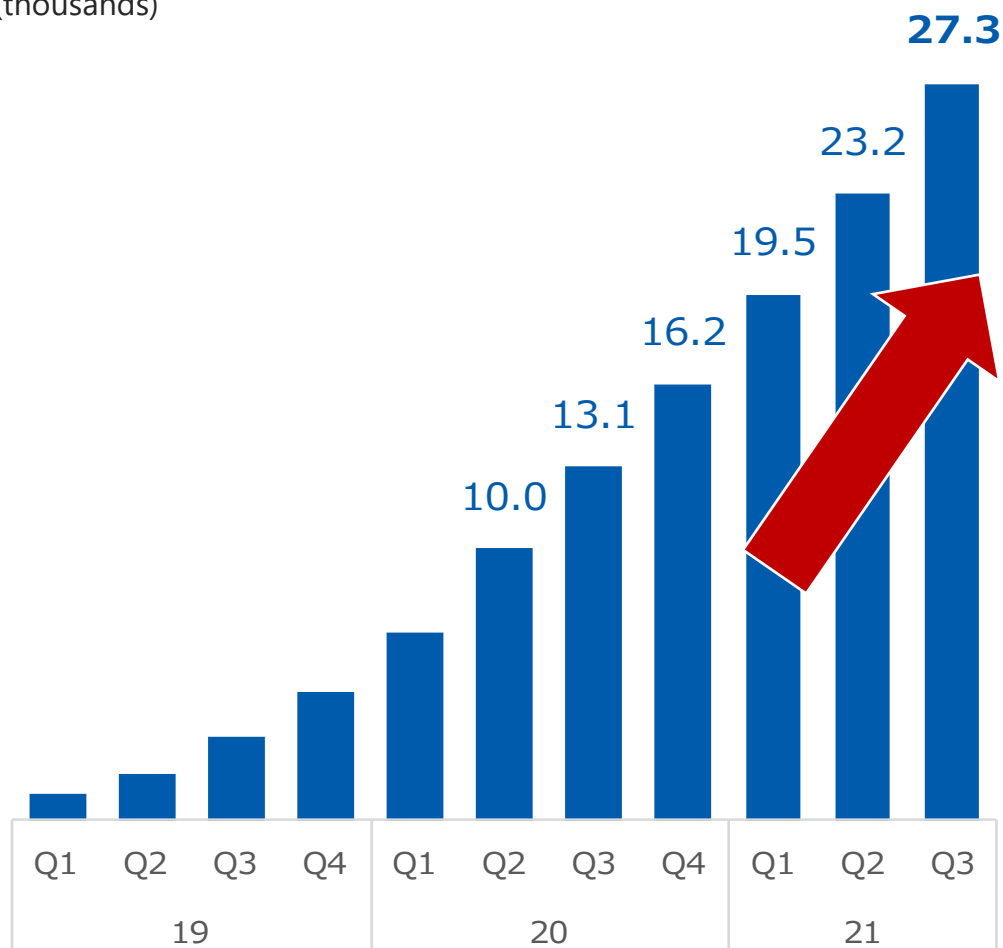
**Offer the lowest commission rate in the industry by utilizing the strengths of in-house development<sup>\*1</sup>**

Transfer money to	Before change		After change <sup>*2</sup>
GMO Aozora Net Bank	Free		<b>Free</b>
Other banks	Individual	JPY 157 <sup>*3</sup>	<b>JPY 75</b>
	Business/self-employed	JPY 30K or more: JPY 261	<b>JPY 145</b>
		Lower than JPY 30K: JPY 166	

# Net Bank | Number of business accounts

GMO AOZORA NET BANK

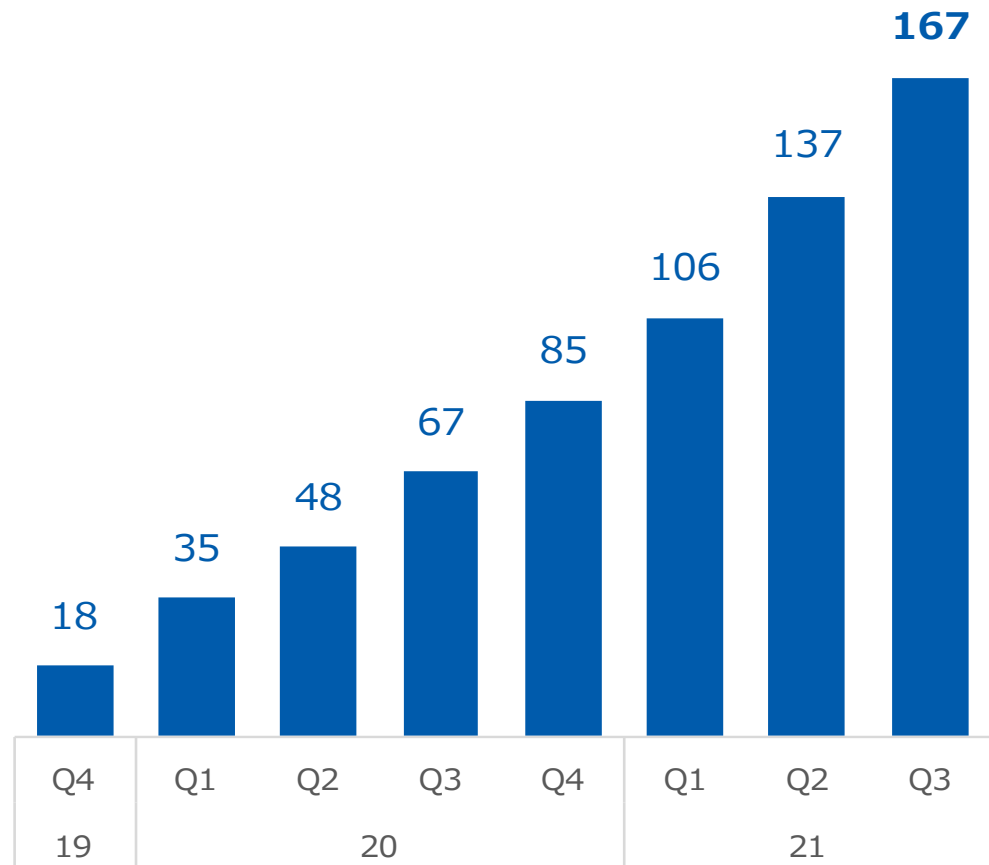
(thousands)



Increased  
**2.0-fold**  
YoY

# Net Bank | Number of bank API connection companies

GMO AOZORA NET BANK



**Growing as bank API's  
front runner**

# Next-generation air mobility

# Flying car market estimates

**JPY 160<sub>T</sub>\***

\* Global forecast in 2040. Source: "Are Flying Cars Preparing for Takeoff?" published by Morgan Stanley Research on January 23, 2019

# Next-generation air mobility

- Making capital investments in fund specializing in the area of drone and air mobility



- Giving technology to companies the fund makes capital investments in



- Joining in the Public-Private Council for Air Transportation Revolution operated by the Ministry of Economy, Trade and Industry and the Ministry of Land, Infrastructure, Transport and Tourism

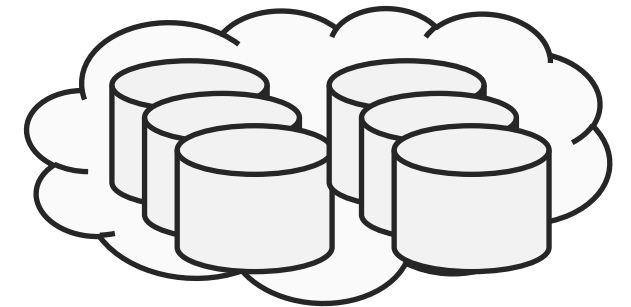
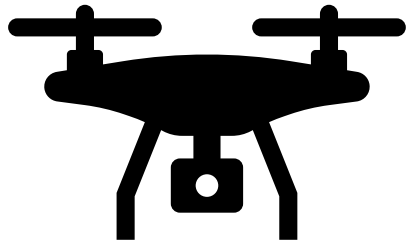


# Next-generation air mobility

Drone, flying car

Control system

① **Access encryption**



② **Certification  
of airframe**

**Use SSL, enhance security**

**Internet for Everyone**

**GMO**



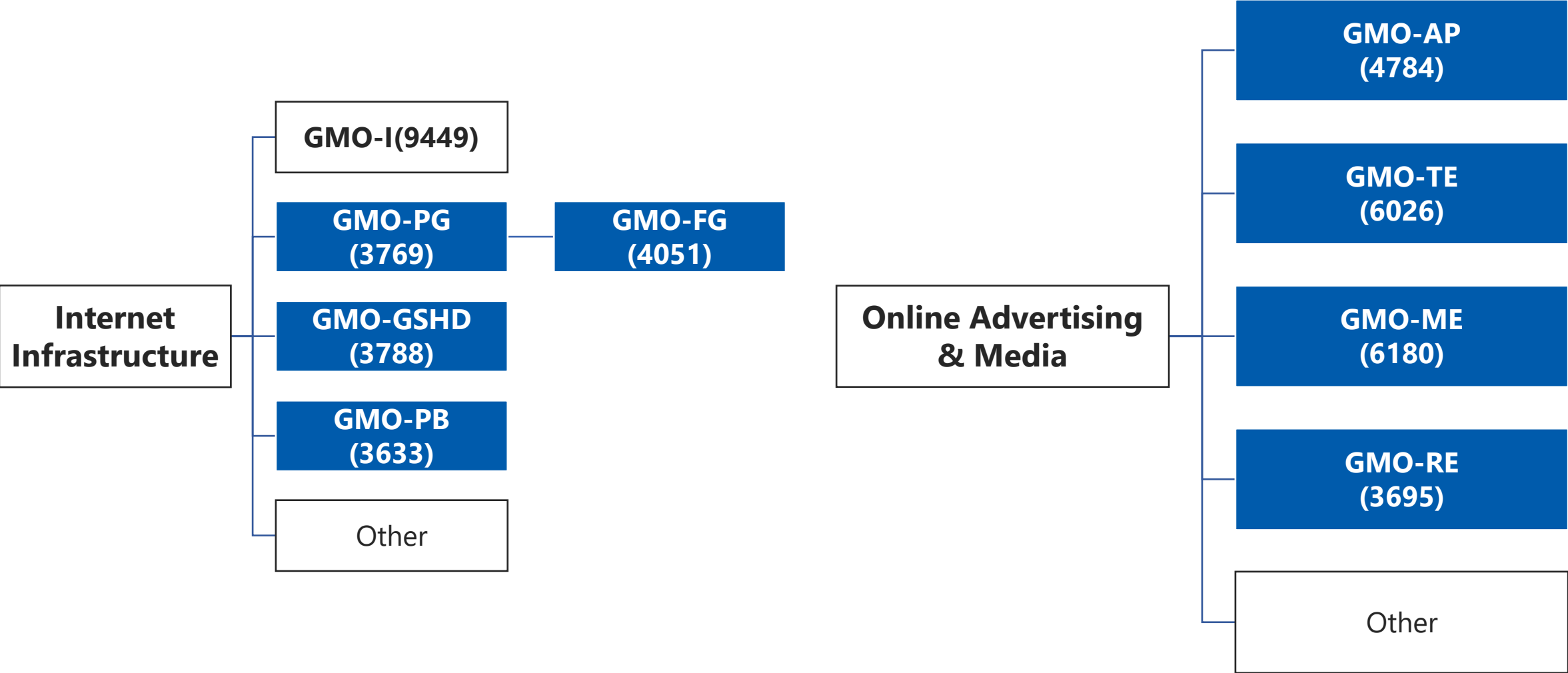
**We are planning on making an earnings announcement for FY2021 after 3 pm on February 10, 2022.**

This document includes projections based on expectations, premises and plans as of November 11, 2021. These projections may differ from actual results due to factors including changes in the global economy, competition, exchange rate fluctuations, market cap of cryptoasset, natural disasters and other unforeseeable events. Some of the figures given, such as market share are based on our own calculations. These figures may differ from research agency figures.

Information contained in this document is provided for information purposes only and does not constitute solicitation of investors. Further, results forecasts and other forward-looking statements are based on premises that include risks and factors that are largely indeterminable. Please understand that actual results may differ significantly as a result of forces including economic conditions and market environment. No responsibility for any reason is accepted for damage sustained as a result of actions taken based on this information.

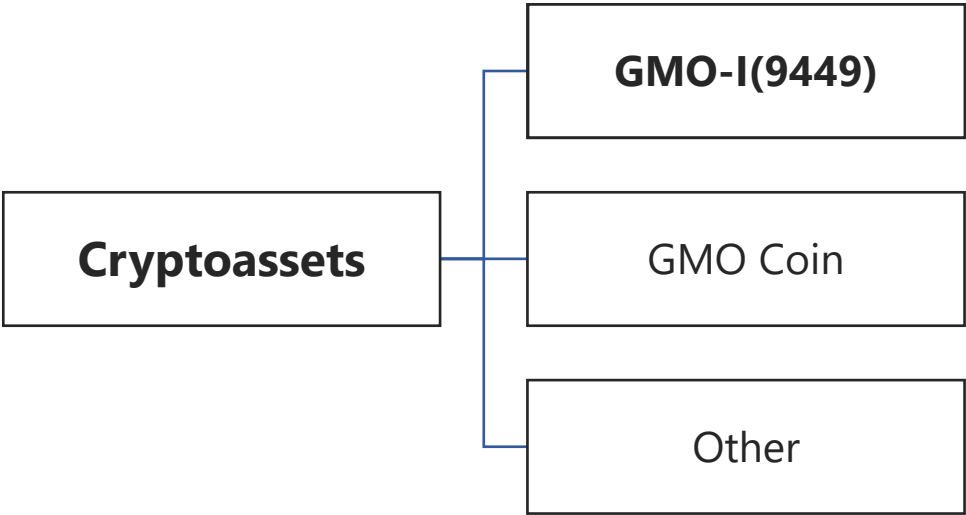
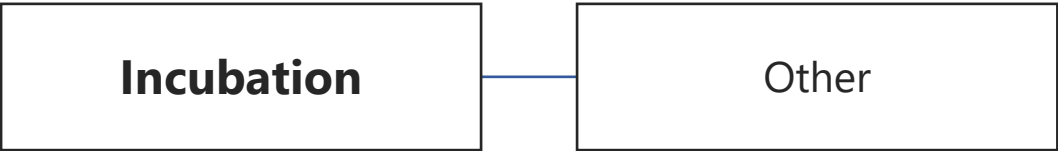
# Appendix

# Group Structure by each segment(1/2)



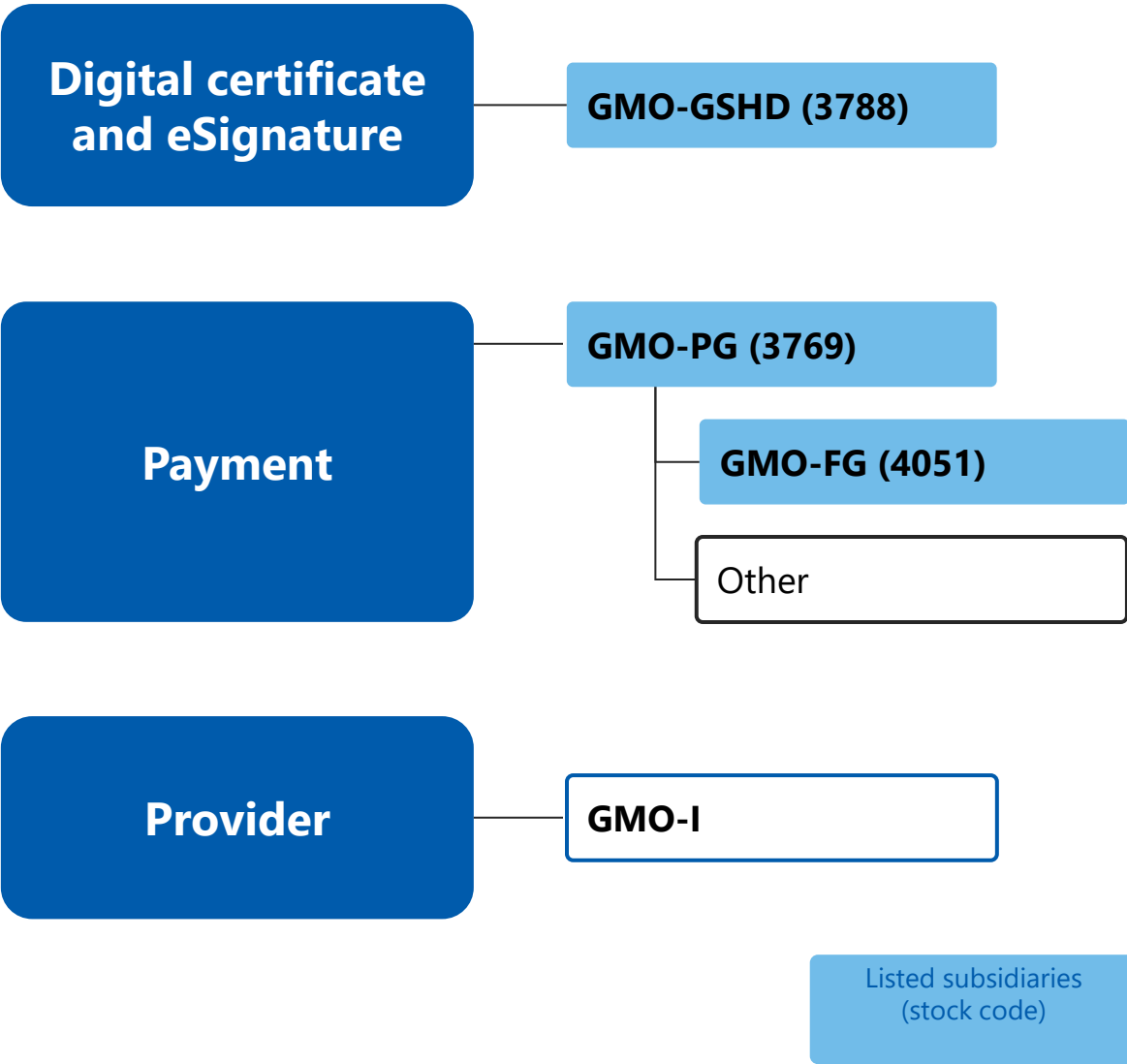
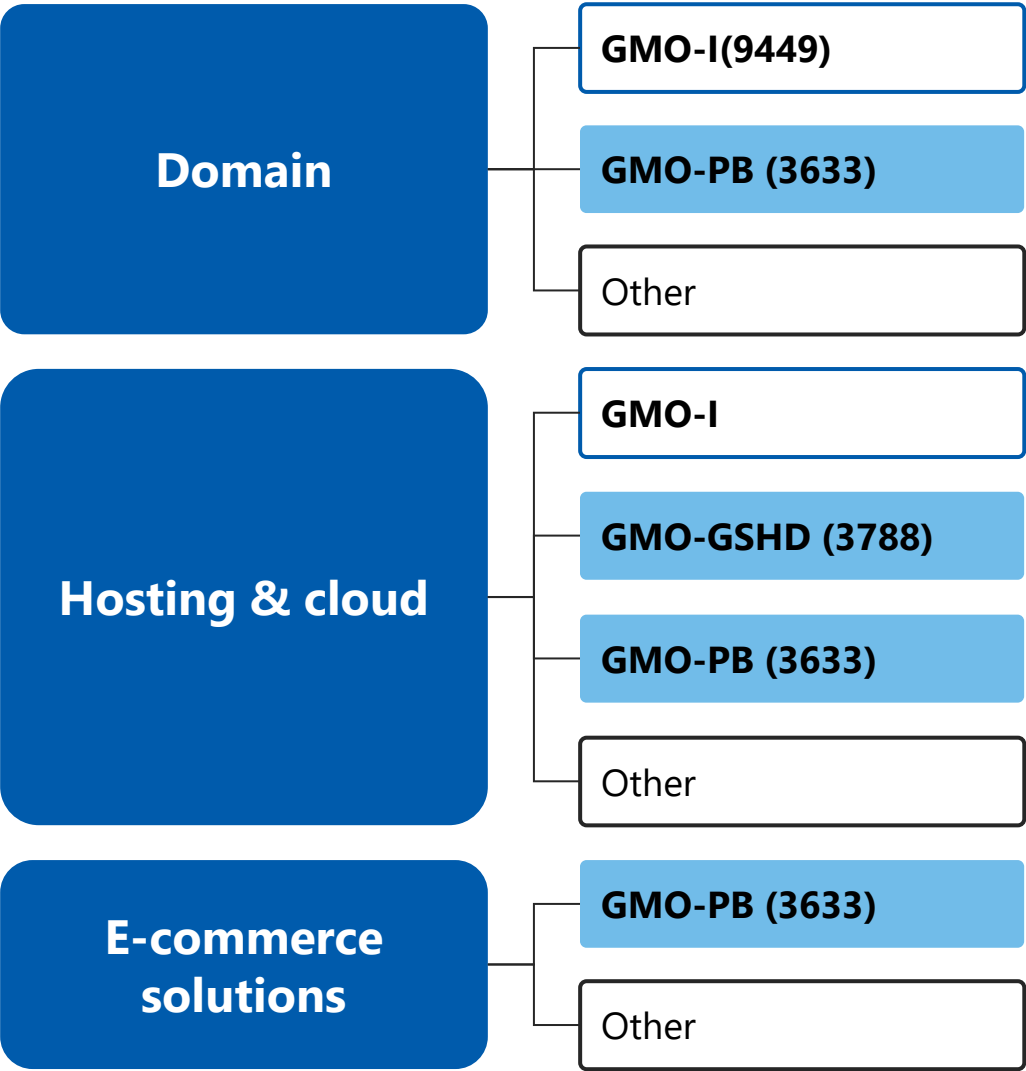
Listed subsidiaries

# Group Structure by each segment(2/2)



Listed subsidiaries

# Internet services operations

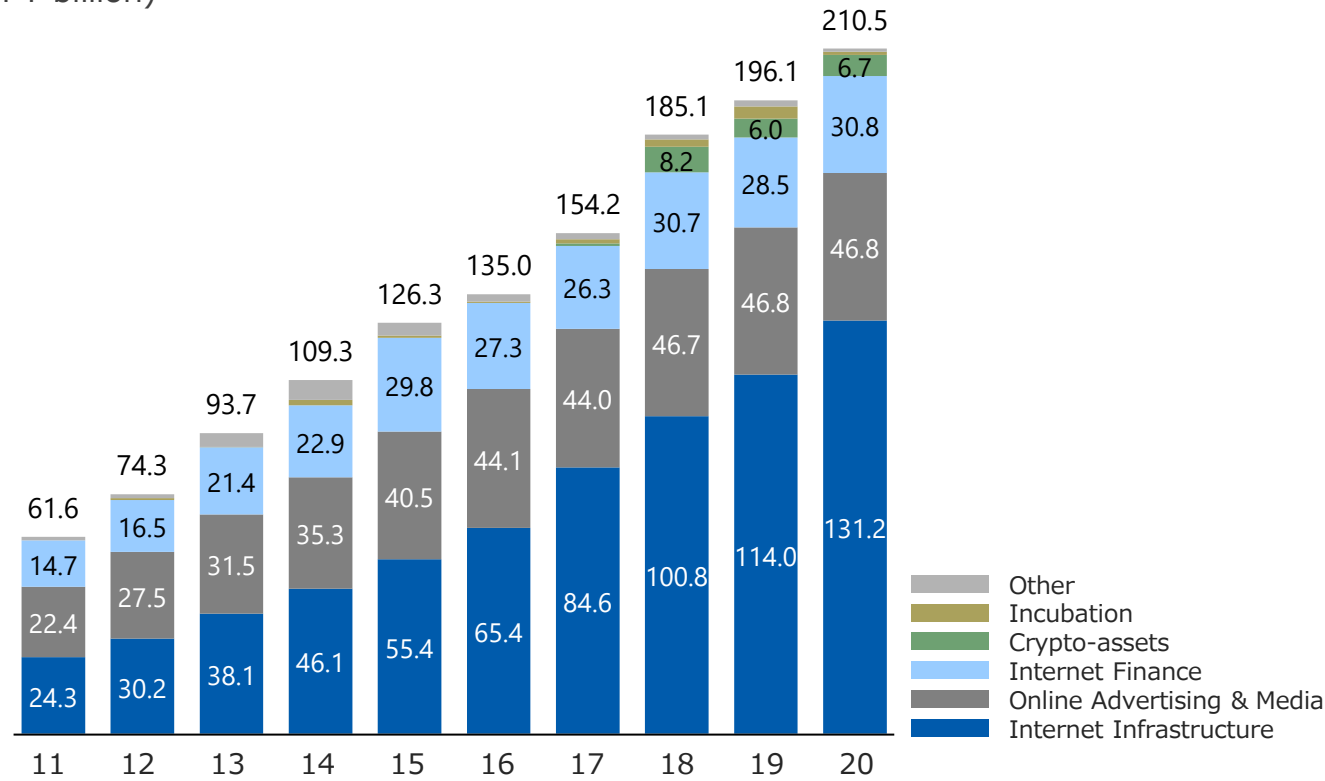


# Consolidated results transition

## Increased sales and profits in 12 consecutive term

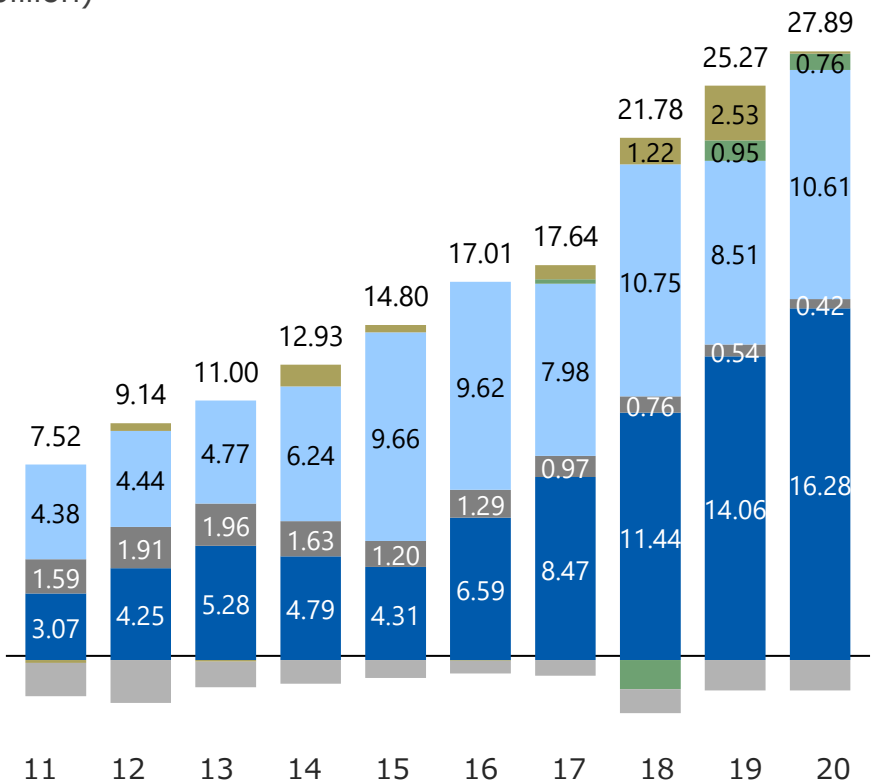
### Sales

(JPY billion)



### Profit

(JPY billion)





# Consolidated Balance Sheet

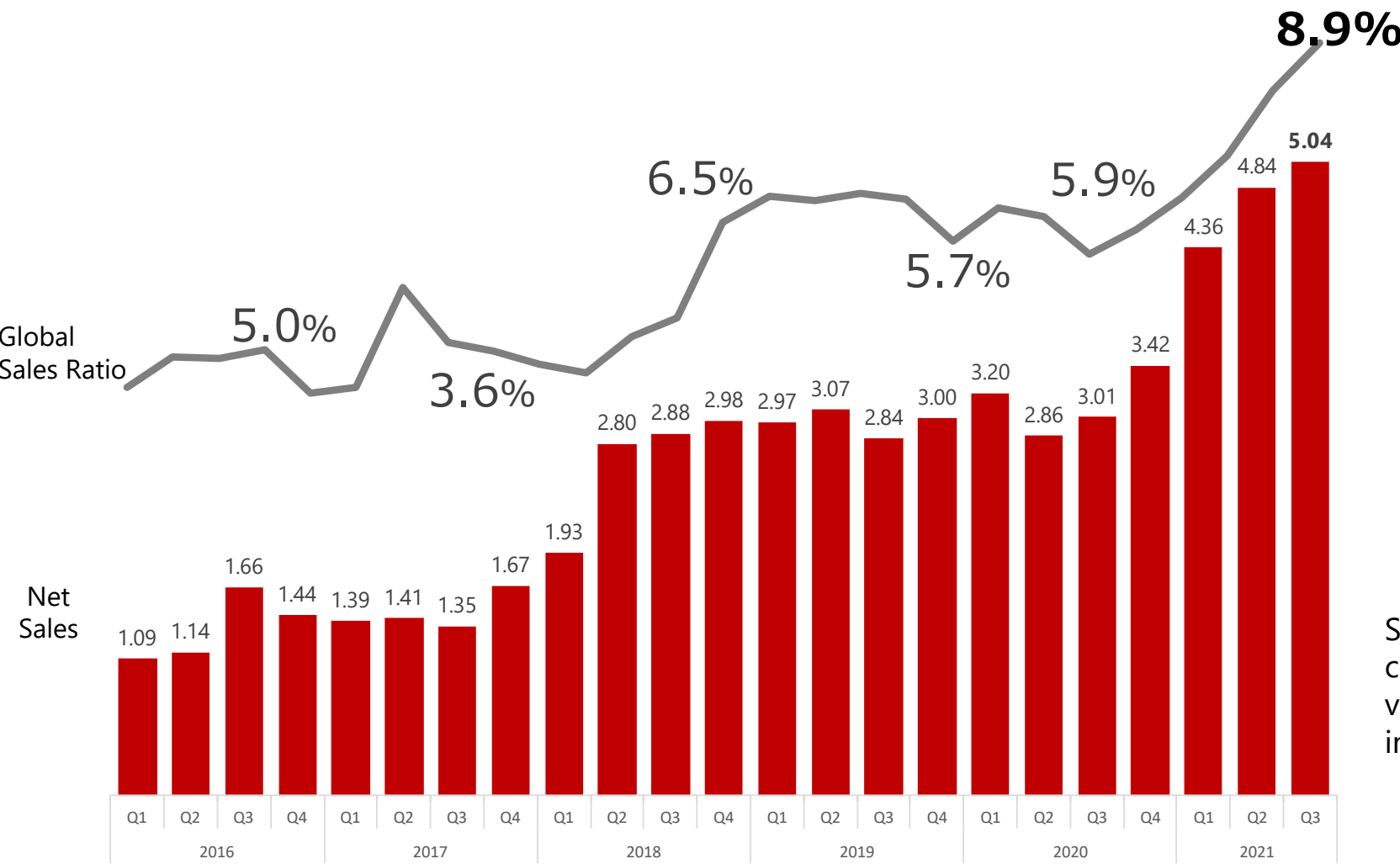
(JPY millions)	End of 12/2020	End of 9/2021	Change	GMO Financial HD (End of 9/2021)
Current Assets	1,005,226	<b>1,273,552</b>	268,326	969,063
Cash & Deposits	220,745	<b>256,341</b>	35,595	76,044
Fixed Assets	65,318	<b>95,857</b>	30,538	27,749
Goodwill	657	<b>20,138</b>	19,481	16,779
Software	7,924	<b>9,706</b>	1,782	2,583
Investment Securities	18,838	<b>28,101</b>	9,262	3,841
Total Assets	1,070,544	<b>1,369,409</b>	298,865	996,812
Liabilities	970,429	<b>1,229,049</b>	258,619	955,272
Interest-bearing debts	212,425	<b>275,165</b>	62,740	156,557
Net Assets	100,114	<b>140,360</b>	40,245	41,539
Non-controlling Minority Equity	49,140	<b>67,207</b>	18,066	2,268
Shareholders' Equity	50,905	<b>73,094</b>	22,188	39,271
Earned Surplus	26,959	<b>32,720</b>	5,760	40,486
(Shareholders' Equity Ratio)	4.8%	<b>5.3%</b>	+0.6pt	3.9%
Liabilities/Net Assets Total	1,070,544	<b>1,369,409</b>	298,865	996,812

# Consolidated Profit and Loss

(JPY millions)	Q3'20 (1-9/2020)	Q3'21 (1-9/2021)	Change	supplementary information
Net Sales	157,311	<b>176,951</b>	12.5%	
Gross Profit on Sales	79,645	<b>93,004</b>	16.8%	
Operating Profit	22,518	<b>30,633</b>	36.0%	
(OP Margin)	14.3%	<b>17.3%</b>	+3.4pt	
Non Operating Profit and Loss	-614	<b>1,589</b>	-	20.Q3 Foreign exchange loss JPY+0.48B 21.Q3 Foreign exchange gain JPY+1.028B
Ordinary Profit	21,903	<b>32,222</b>	47.1%	
Extraordinary Profit or loss	-659	<b>721</b>	-	
Profit before Tax	21,244	<b>32,943</b>	55.1%	
Corporate Taxes etc.	7,593	<b>11,503</b>	51.5%	
non-controlling interests	6,909	<b>8,139</b>	17.8%	
Profit attributable to Owners of the Parent	6,741	<b>13,300</b>	97.3%	

# Global Operations | Global Net Sales

(JPY billions)

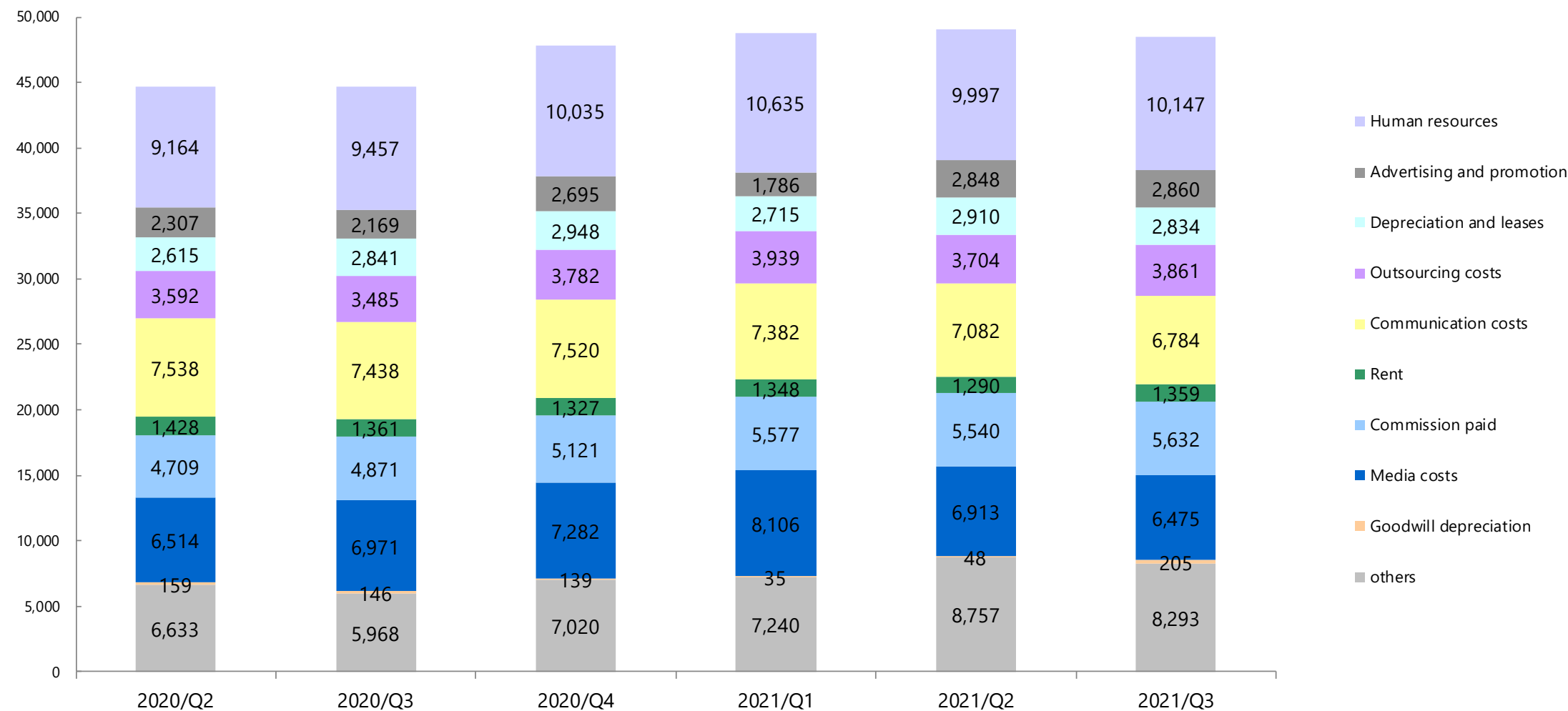


Net sales  
YoY  
**67.5% UP**

Since Q2 FY2020, MacroKiosk is no longer a consolidated subsidiary. We deducted MacroKiosk values from net sales retroactively to Q1 FY2017 in this chart.

# Cost Composition (Consolidated)

(JPY millions)

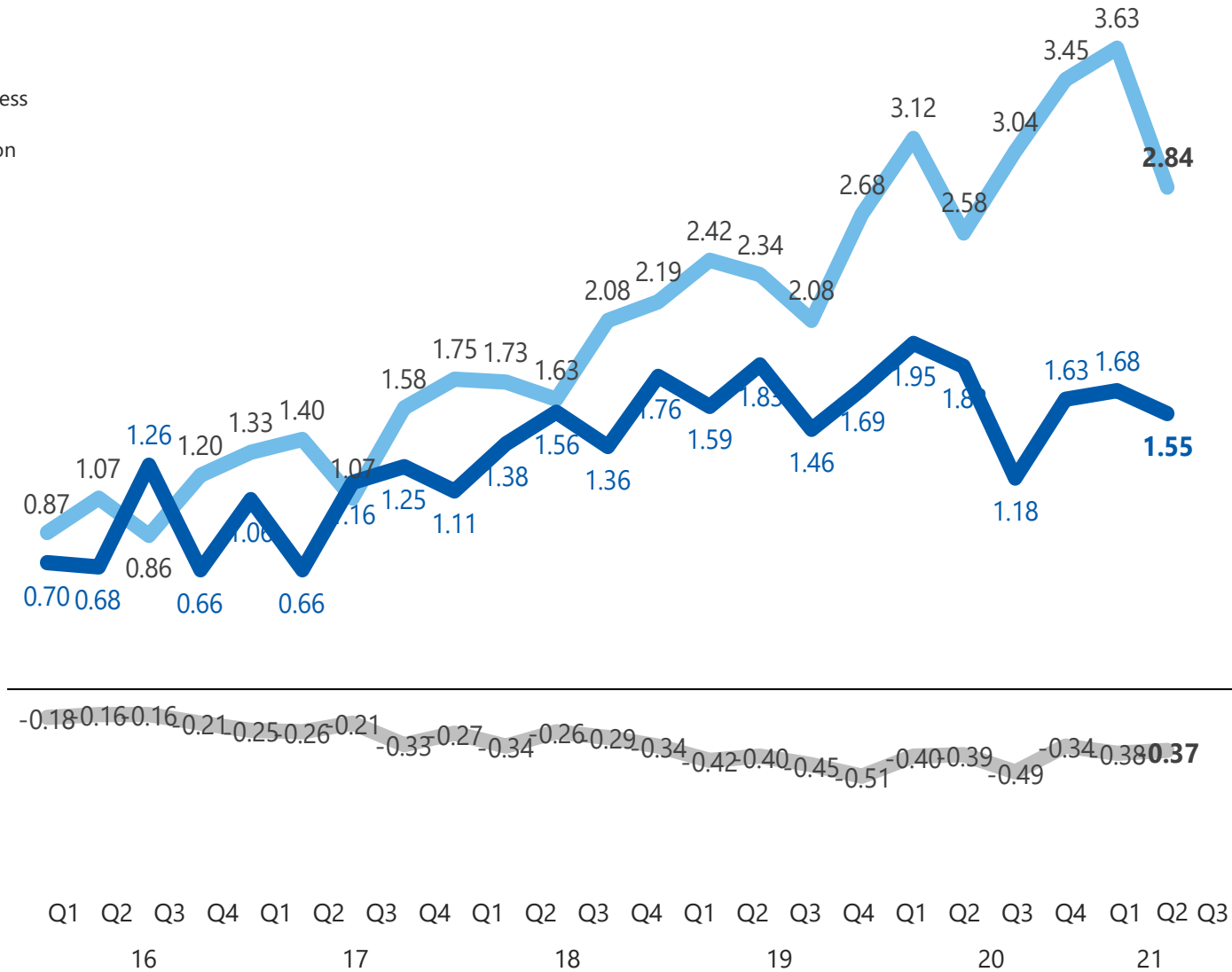


# Internet Infrastructure

# Internet Infrastructure | Breakdown of Operating Profit

(JPY billions)

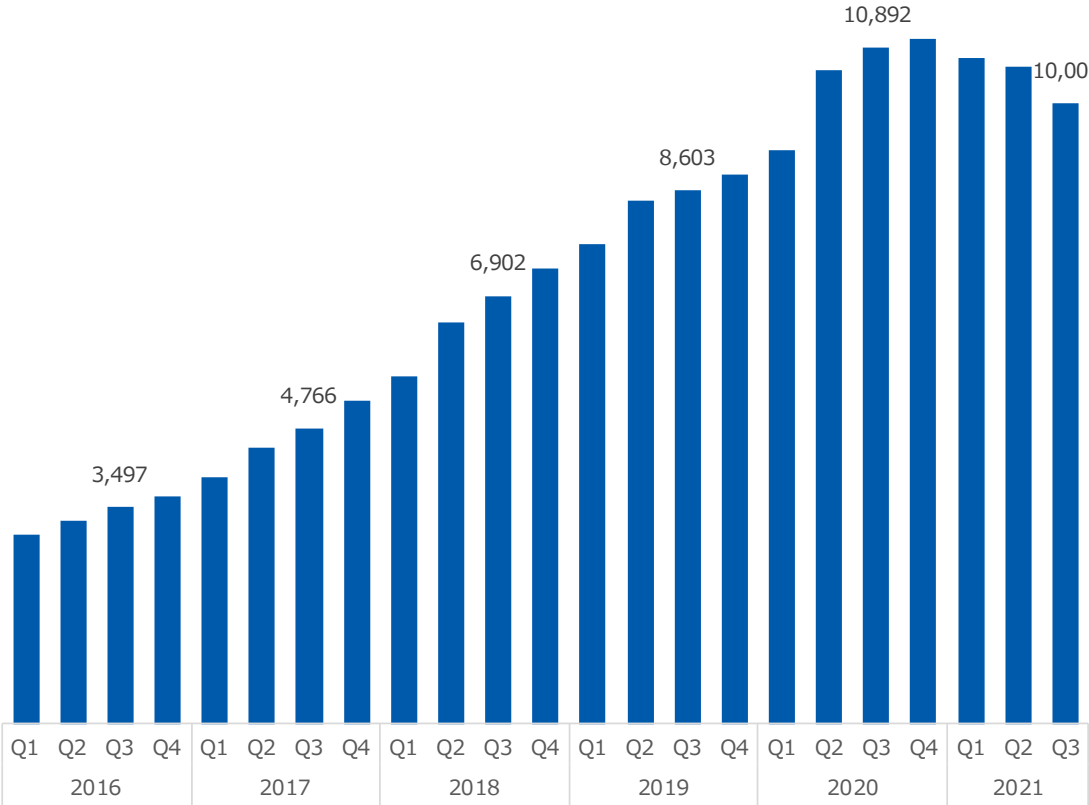
- Payment business
- Other
- Cost distribution



# Internet Infrastructure | Provider - KPIs

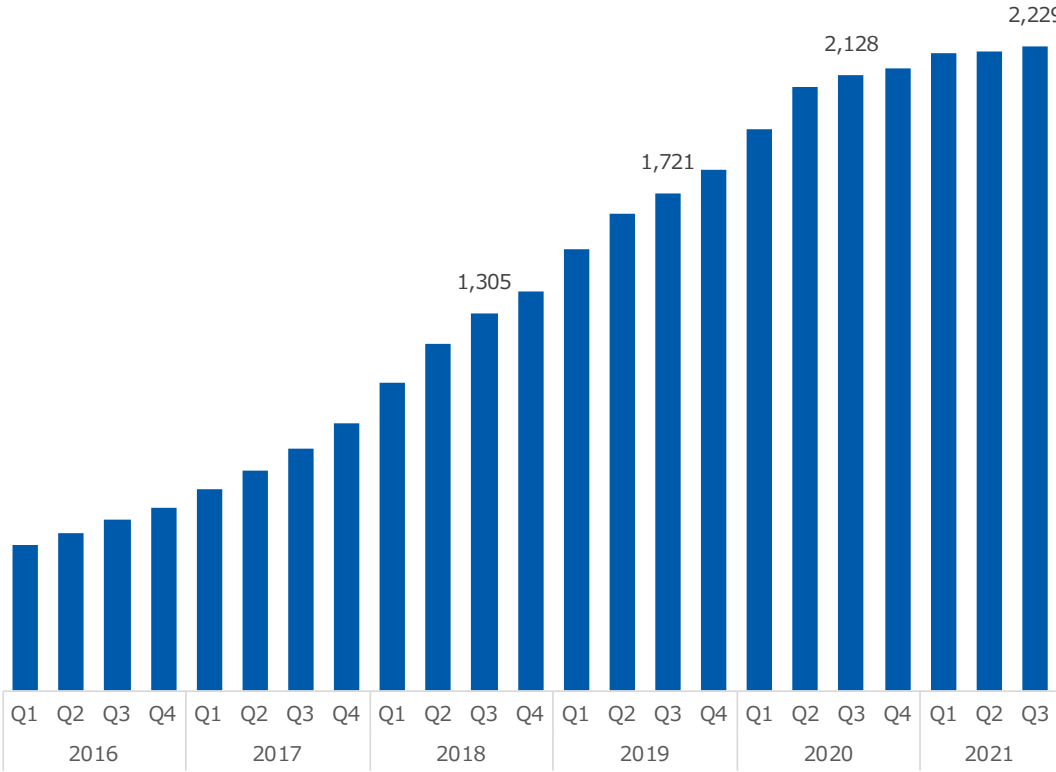
Revenue

(JPY millions)



Subscriptions

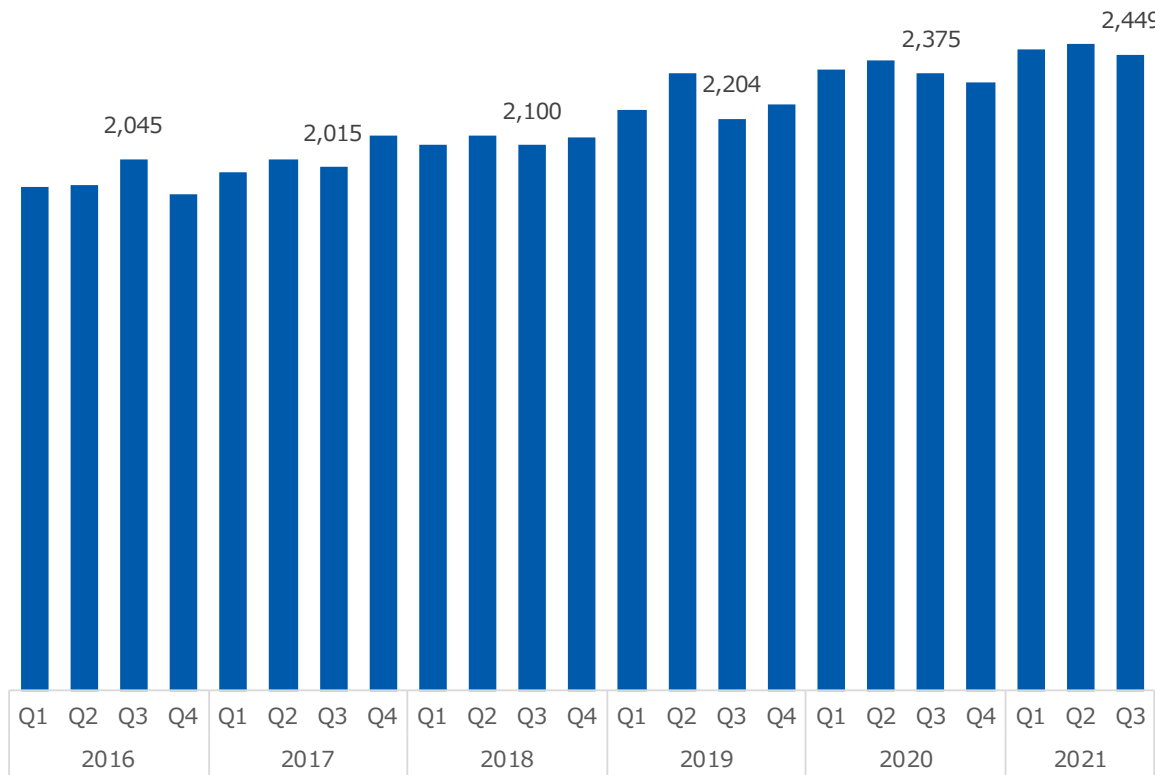
(thousands)



# Internet Infrastructure | Domain Registration - KPIs

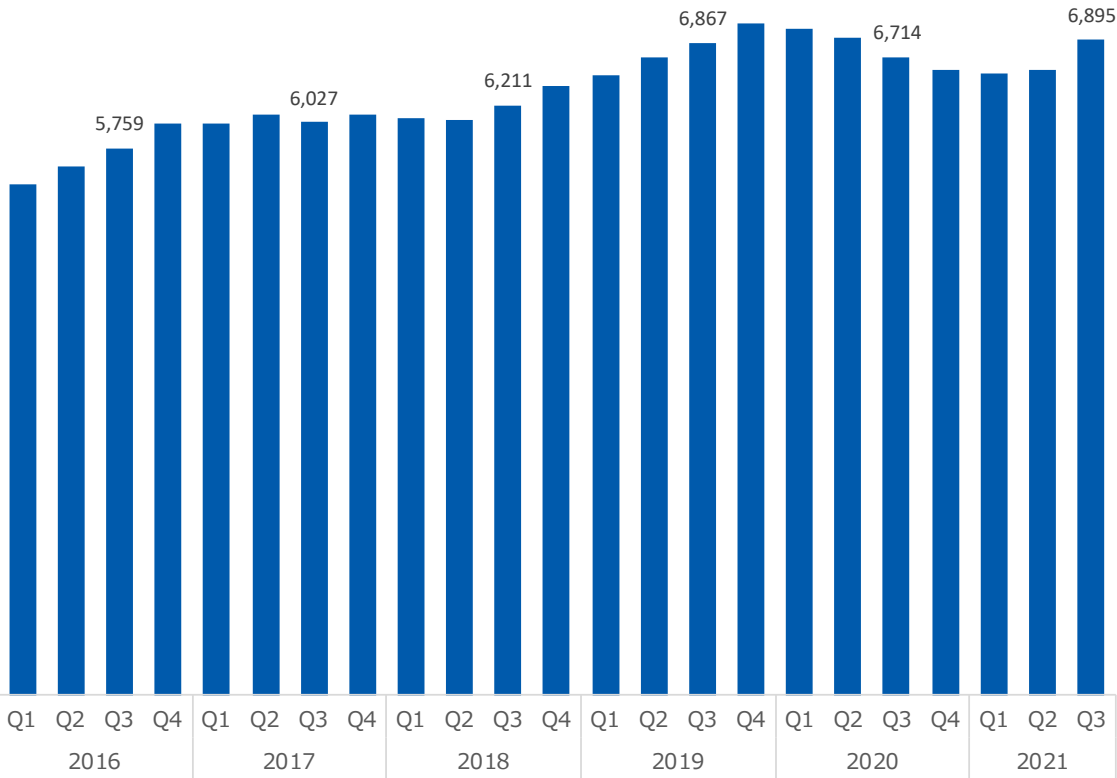
Revenue

(JPY millions)



Contracts

(thousands)





# Internet Infrastructure | Domain business

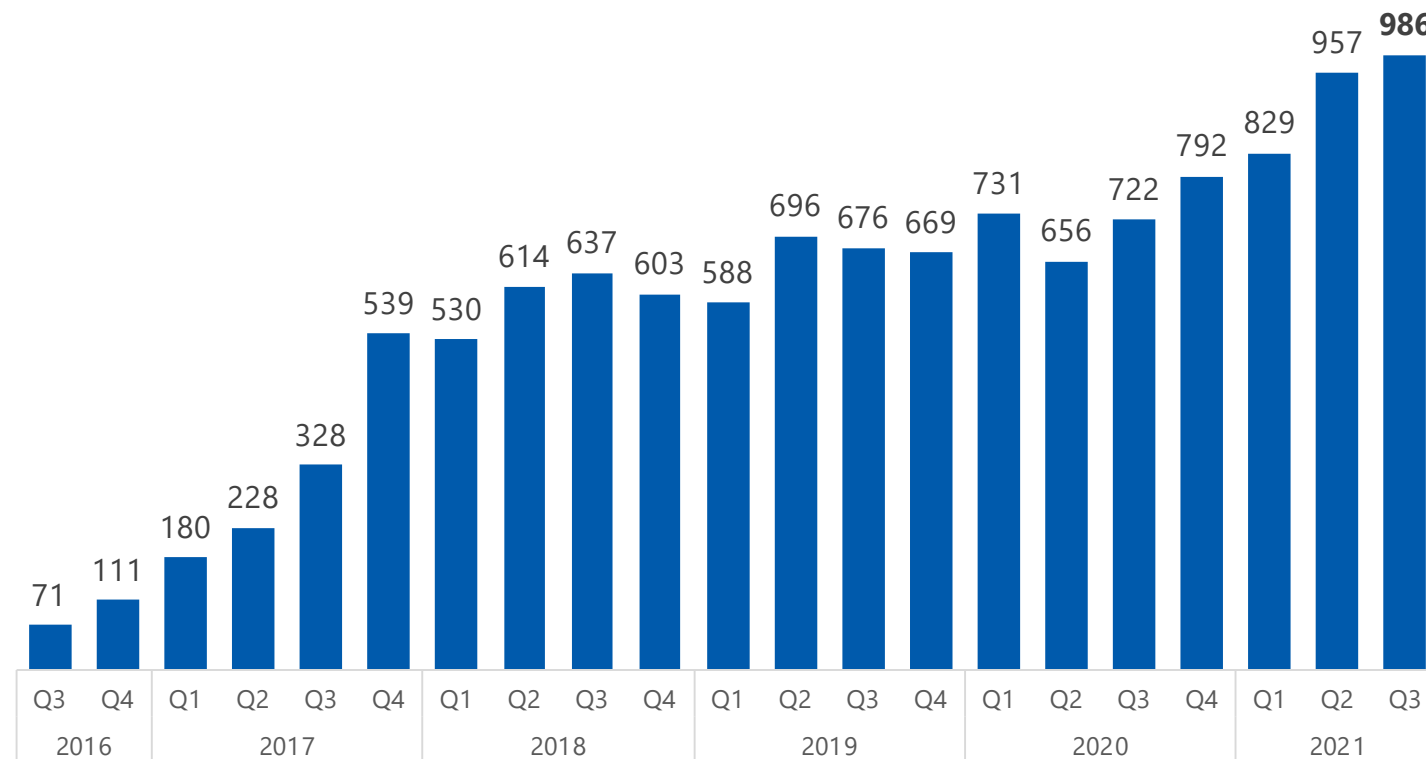
**Registry  
(wholesale)**

**Registrar  
(registration/sale)**



# Internet Infrastructure | Domain Business” .shop ”: Registration progress

(thousands)



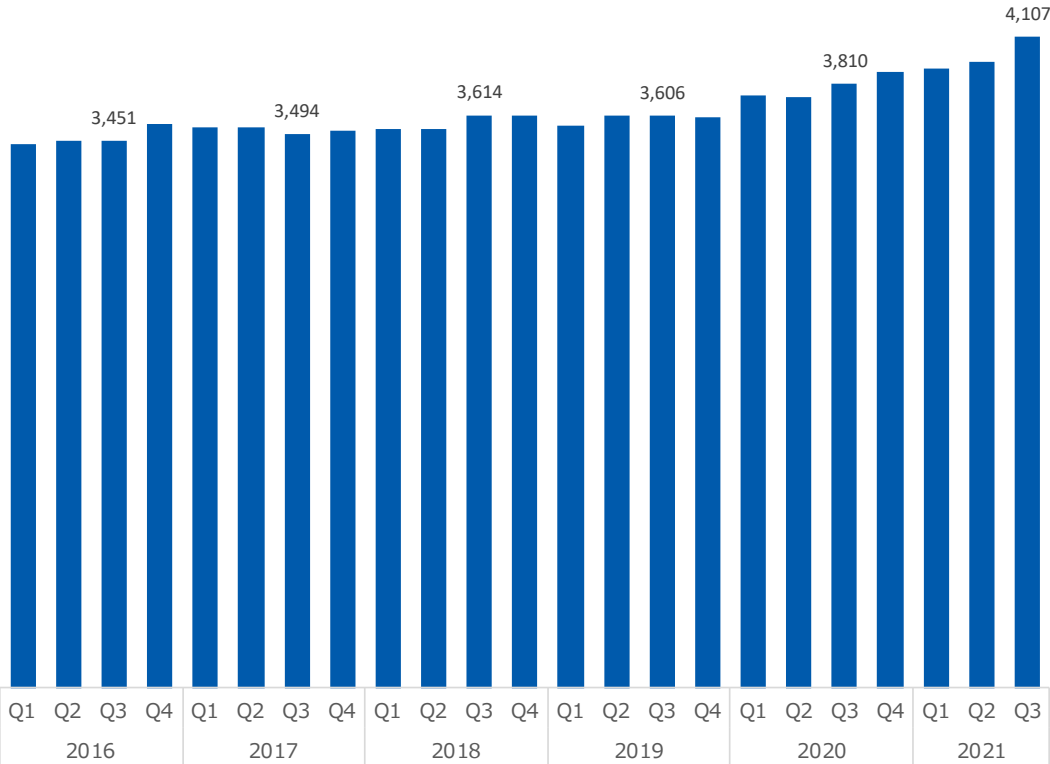
Renewal rate: **71.4%**\*

\* Renewal rate for domains registered between September 2016 and September 2019 (2nd renewal)

# Internet Infrastructure | Hosting & Cloud - KPIs

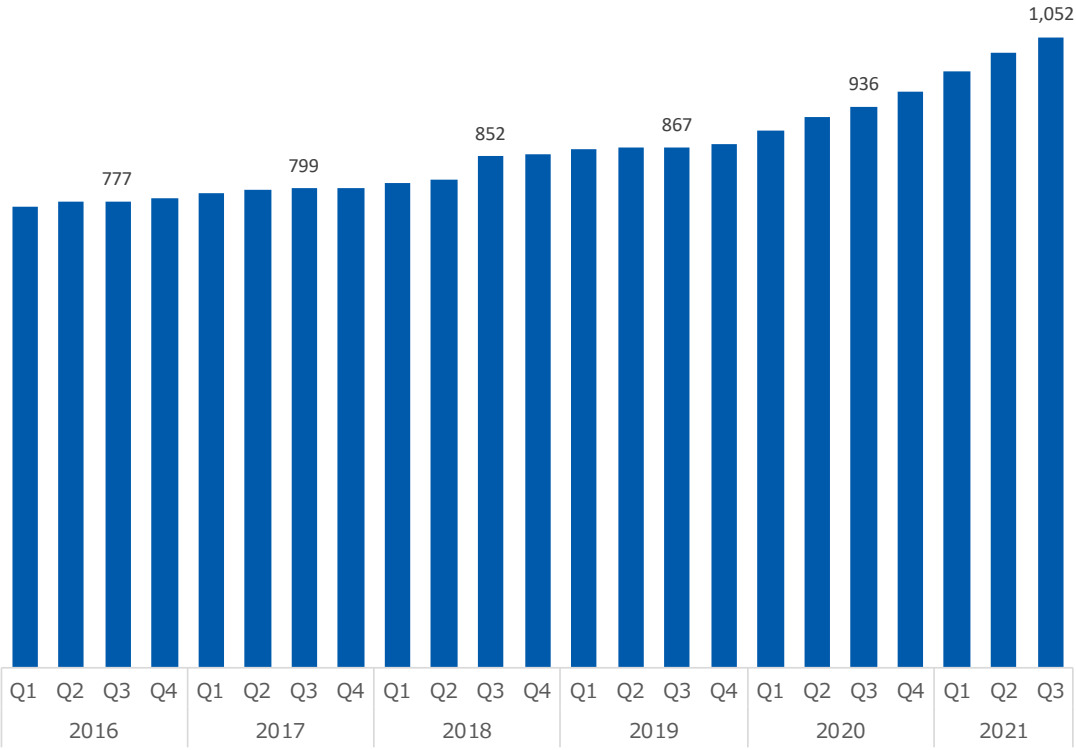
## Revenue

(JPY millions)



## Contracts

(thousands)



# Broad ASP shopping cart businesses

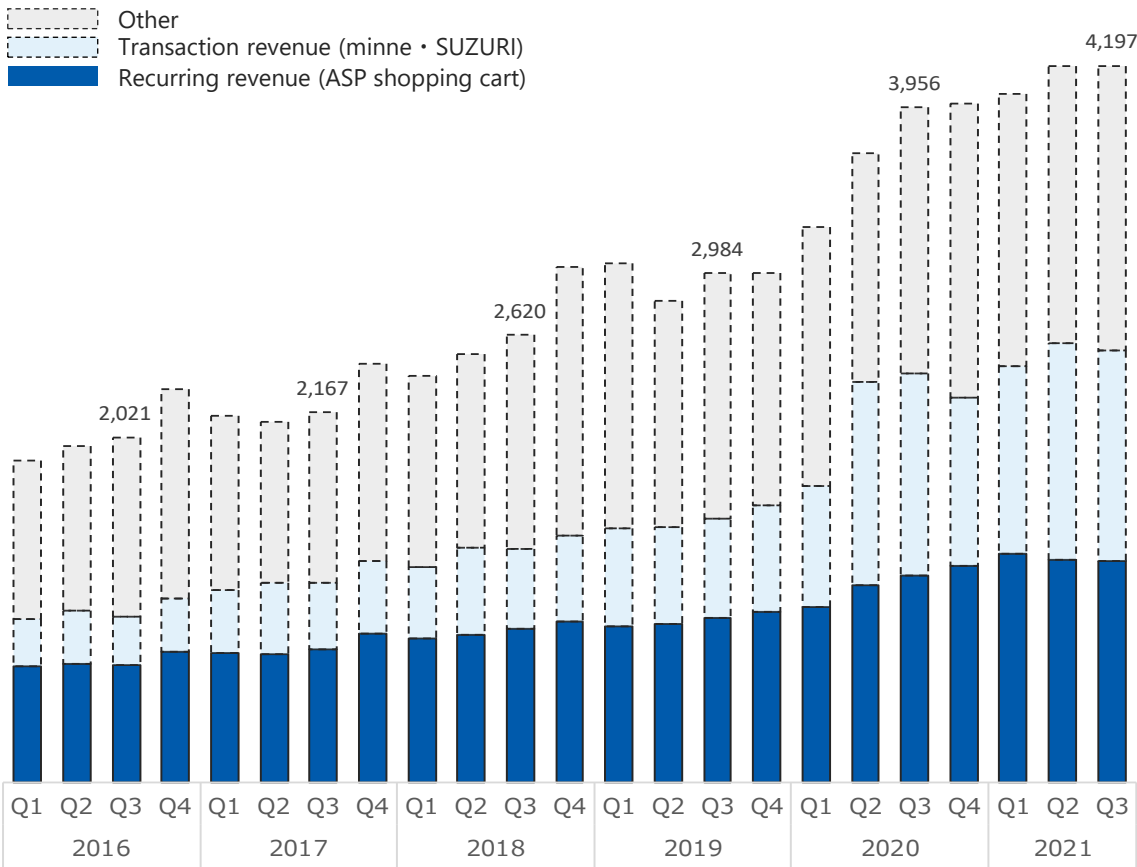
Recurring revenue and transaction revenue through a natural cross-selling

Feature	Online store	Payment
Service	 The image shows two logos. The top logo is 'MakeShop' in blue and black text with a registered trademark symbol. Below it is 'COLOR ME' in black text, with a black line above the letters 'O' and 'R' forming a roof-like shape.	 The image shows two logos. The top logo is 'GMO PAYMENT GATEWAY' in blue and black text. Below it is 'GMO EPSILON' in blue and black text.
Business model	Recurring	Transaction
Revenue	Number of stores x unit price	GMV x commission rate, etc.
Reportable segments	Ecommerce Solutions	Payment

# Internet Infrastructure | Ecommerce Solutions - KPIs

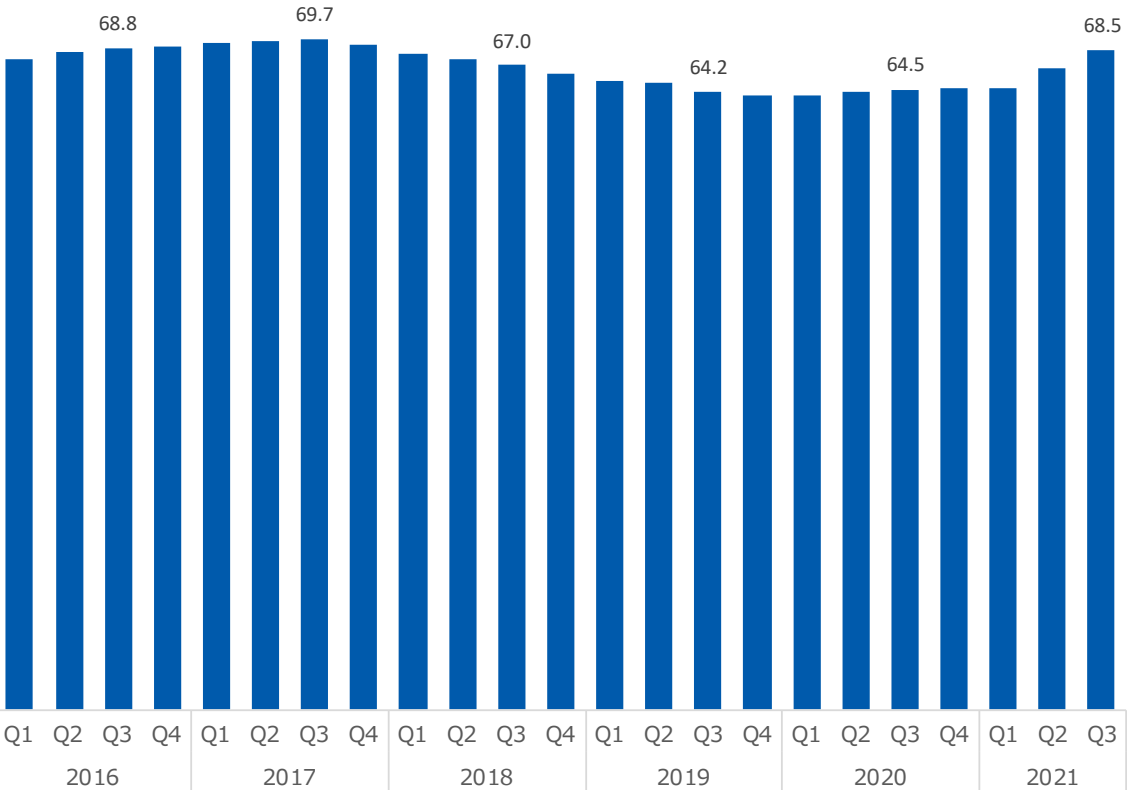
Revenue

(JPY millions)



Contracts (ASP shopping cart)\*

(thousands)

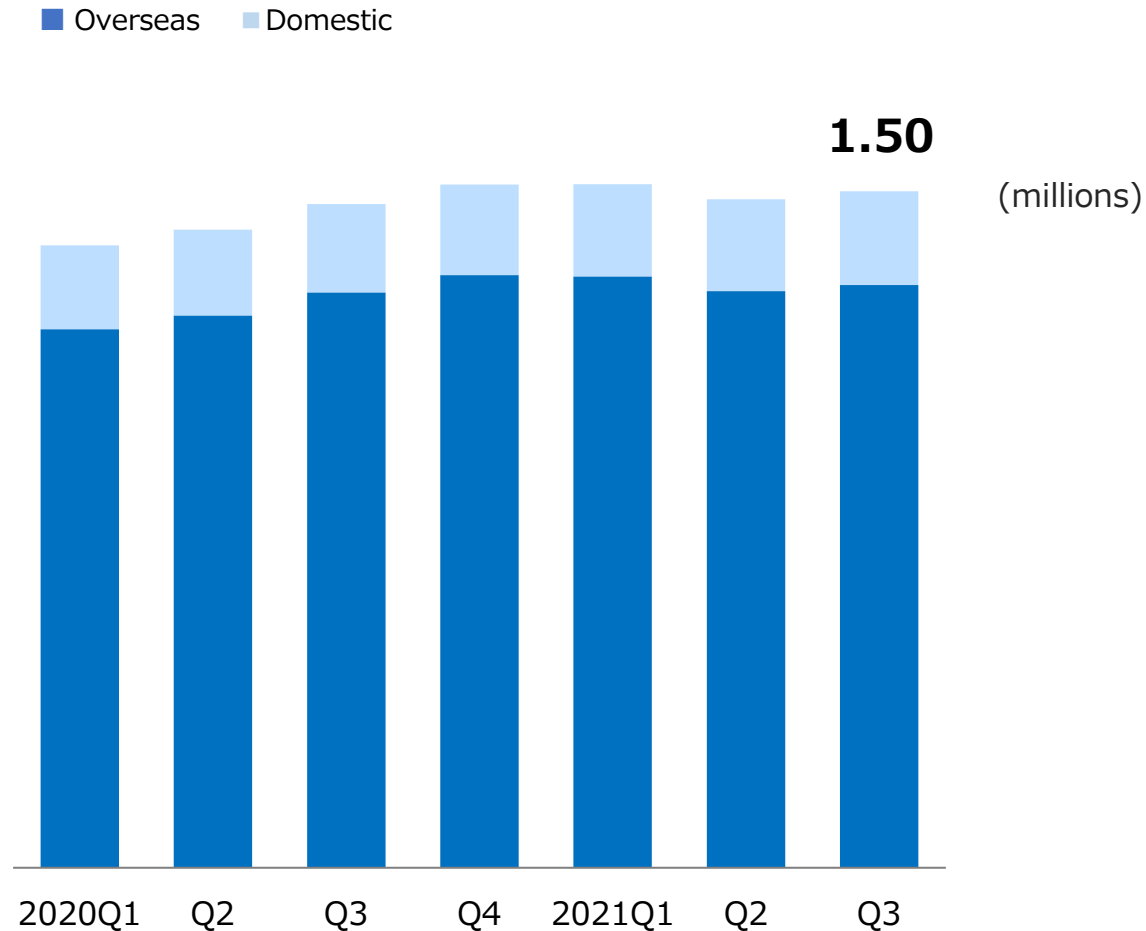


\* Figures corrected retroactively to 2015 as the OEM contains certain free accounts.

\*The number of free plan contracts of ColorMe Shop! has been added since Q2 FY2021.

# Internet Infrastructure | Digital Certificate and eSignature business



## The number of SSL valid digital certificates



\* The number of valid digital certificates is the number of certificates that are actually used.

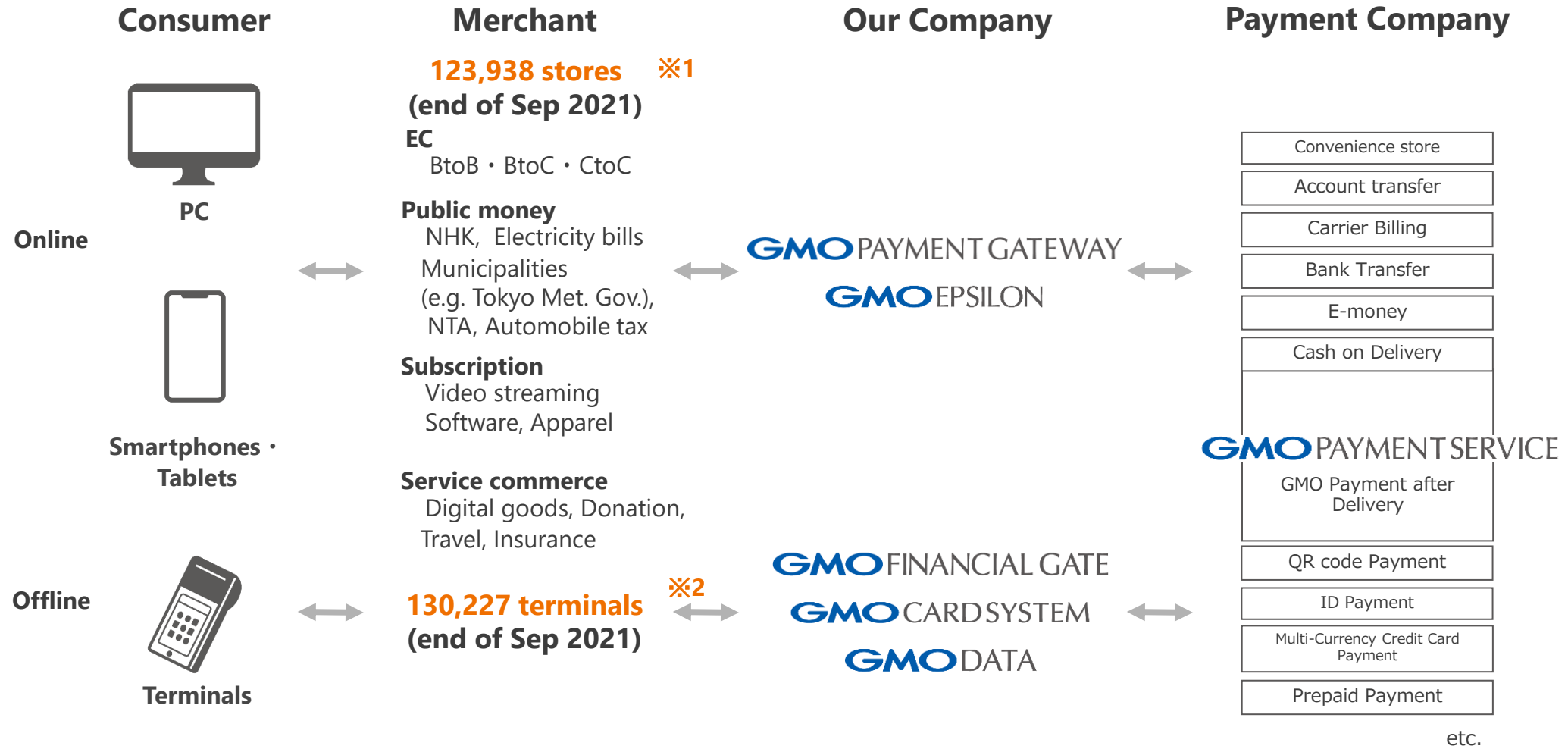
# Internet Infrastructure | Digital Certificate and eSignature business

Having our own Certificate Authority, we can provide both of types

	◆ E-sign	◆ Digital-Sign
Proof strength	 (Electronic Signature Law Article 3)	
Process	Approvement by Certificate Authority	Verification by email
Merit	strict governance	Less load of contractual partners
Demerit	Much load of partners	Complicated management of the stamp rights

# Internet Infrastructure | Payment Processing - Overview

Connecting merchants and payment companies on contract, payment data and money flow



※ 1 Figures exclude a significant increase in operating stores caused by a specific merchant and the number of stores related to major delivery services from Q1 of FY17.

If included, the number of operating stores is 311,477 stores as of end of September 2021.

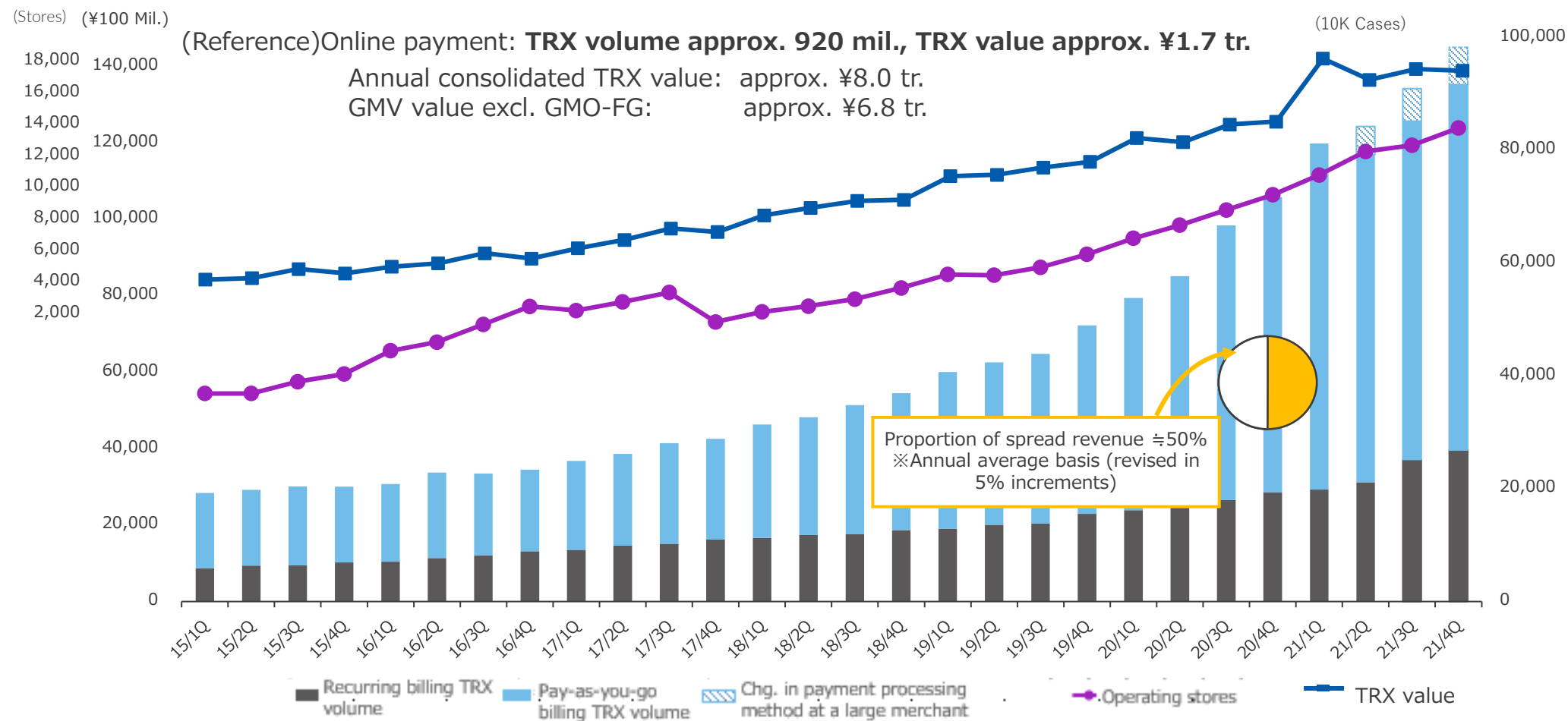
※2 Operating payment terminals: starting from FY2021 the figure presents the combined number of payment terminals and embedded-type payment terminals, sold through sales partners. (up 72.0% YoY).



# Internet Infrastructure | Payment Processing - KPIs

## Group-wide annual TRX value reaches ¥8.0 trillion

Operating stores: 123,938 stores<sup>※1</sup>, TRX volume approx. 970 mil., TRX value approx. ¥2.0 trillion<sup>※2</sup>



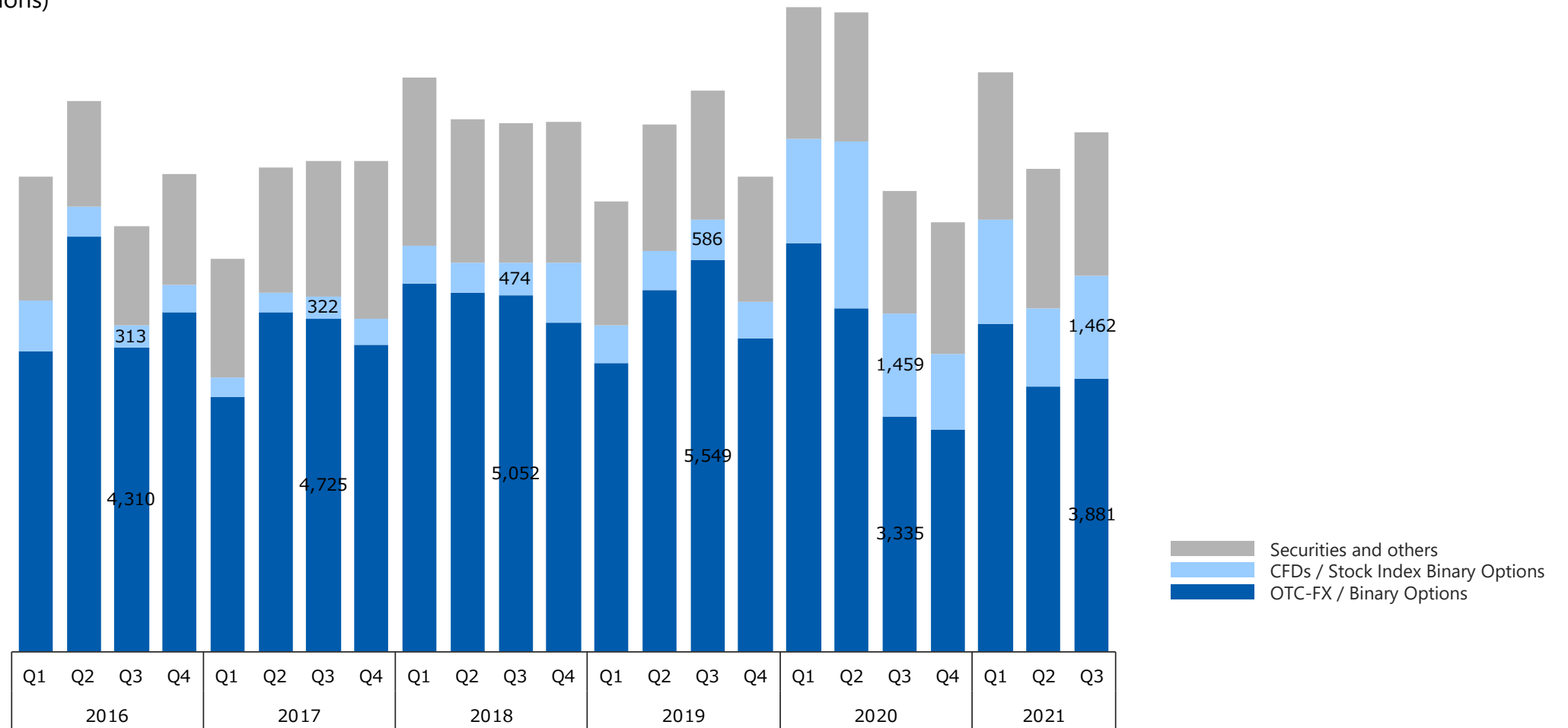
※1 Figure excludes a significant increase in operating stores from a specific merchant. Figures exclude the stores related to a large delivery company from Q1 FY2017. If included, operating stores would be 311,477 (down 3.9% YoY).

※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.

# Internet Finance

# Internet Finance | Net sales by product

(JPY millions)



\* Prepared based on Results Presentation of GMO-FH

# Internet Finance | FX, CFD, and Securities : KPIs

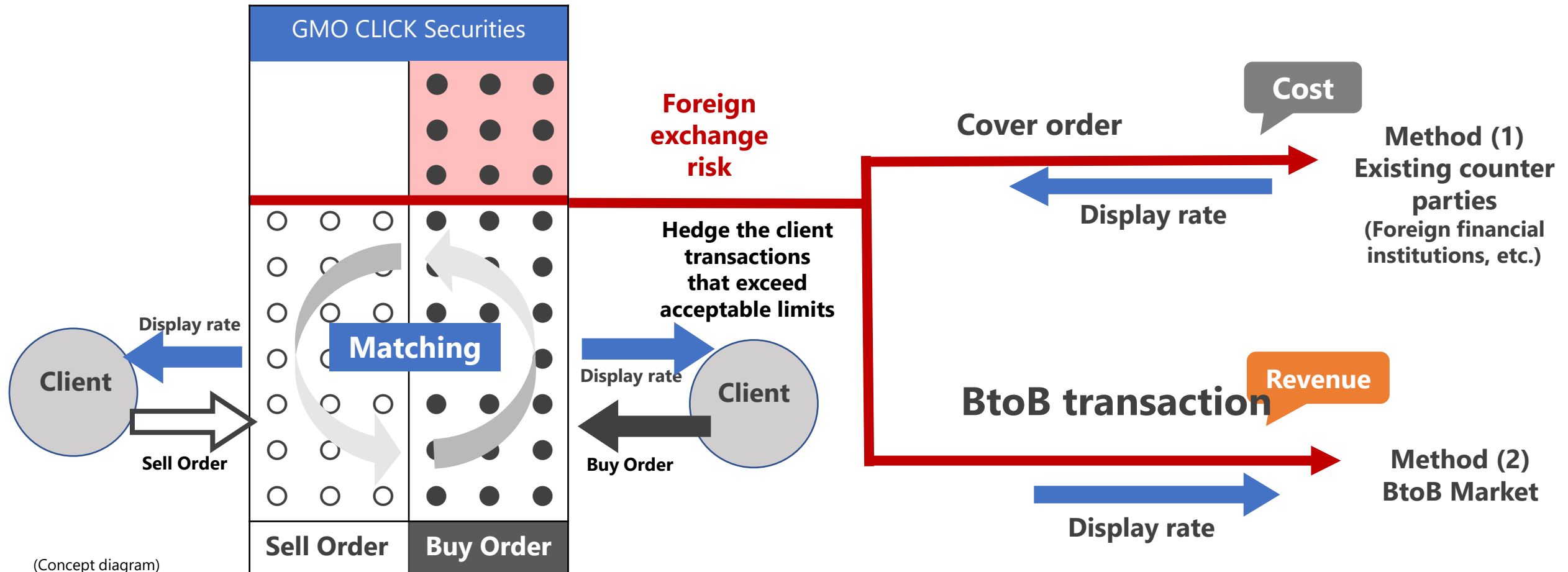
(JPY millions)

FX	CFD	Securities
Trading Volume JPY <b>285</b> <sub>tr</sub> Q3 FY2020: JPY 377 <sub>tr</sub>	Trading value JPY <b>14.5</b> <sub>tr</sub> Q3 FY2020: JPY 12.7 <sub>tr</sub>	Trading value JPY <b>3.0</b> <sub>tr</sub> Q3 FY2020: JPY 2.9 <sub>tr</sub>
Share of Trading Volume <b>21.1</b> % Q3 FY2020 24.7%	Account <b>161</b> <sub>K</sub> Sep. 30, 2020: 144 <sub>K</sub>	Share of Trading Value <b>3.2</b> % Q3 FY2020: 3.5%
Customer Assets Balance JPY <b>233.3</b> <sub>B</sub> Sep. 30, 2020: JPY 223.2 <sub>B</sub>	Customer Assets Balance JPY <b>54.2</b> <sub>B</sub> Sep. 30, 2020 JPY 48.8 <sub>B</sub>	Margin Transaction Balance JPY <b>109.7</b> <sub>B</sub> Sep. 30, 2020: JPY 94.5 <sub>B</sub>

The share of trading volume for FX and securities are prepared based on Futures Association of Japan and Japan Exchange Group publication data. Securities and CFD data are the numbers of GMO CLICK Securities.

# Internet Finance | FX Business Model (over the counter derivatives)

- Effective matching and thorough risk minimization with cover transactions executed with counter parties as soon as customer orders exceed acceptable risk position.
- As a new hedging method, "BtoB" is in trial to reduce cover costs and generate profits.



## FX | Gaika ex byGMO just joined our group

GMO-FH has completed the acquisition procedures of Gaika ex byGMO shares, making it a wholly owned subsidiary on 27<sup>th</sup> Sep,2021.

Aiming for the market share expansion in transaction volume and acceleration of profitability improvement by mutual cooperation.



<https://www.gaikaex.com/>



\* Prepared based on Results Presentation of GMO-FH

# FX | BS changes after owing Gaika ex byGMO



BS (end of Sep. 2021)

<b>Asset</b> 130.6B	<b>Debt</b> 118.5B			
	<b>Net worth</b> 12.1B			
<table> <tr> <td><b>Equivalent to net assets</b></td><td rowspan="2">} Acquisition price <b>28.7B</b></td></tr> <tr> <td>Difference: 16.6B</td></tr> </table>		<b>Equivalent to net assets</b>	} Acquisition price <b>28.7B</b>	Difference: 16.6B
<b>Equivalent to net assets</b>	} Acquisition price <b>28.7B</b>			
Difference: 16.6B				

- Difference of JPY 16.6 B recognized as a goodwill at the end of Q3 FY12/2021 is a tentative value.
- Decide the allocation to the intangible assets and depreciation period in the future.



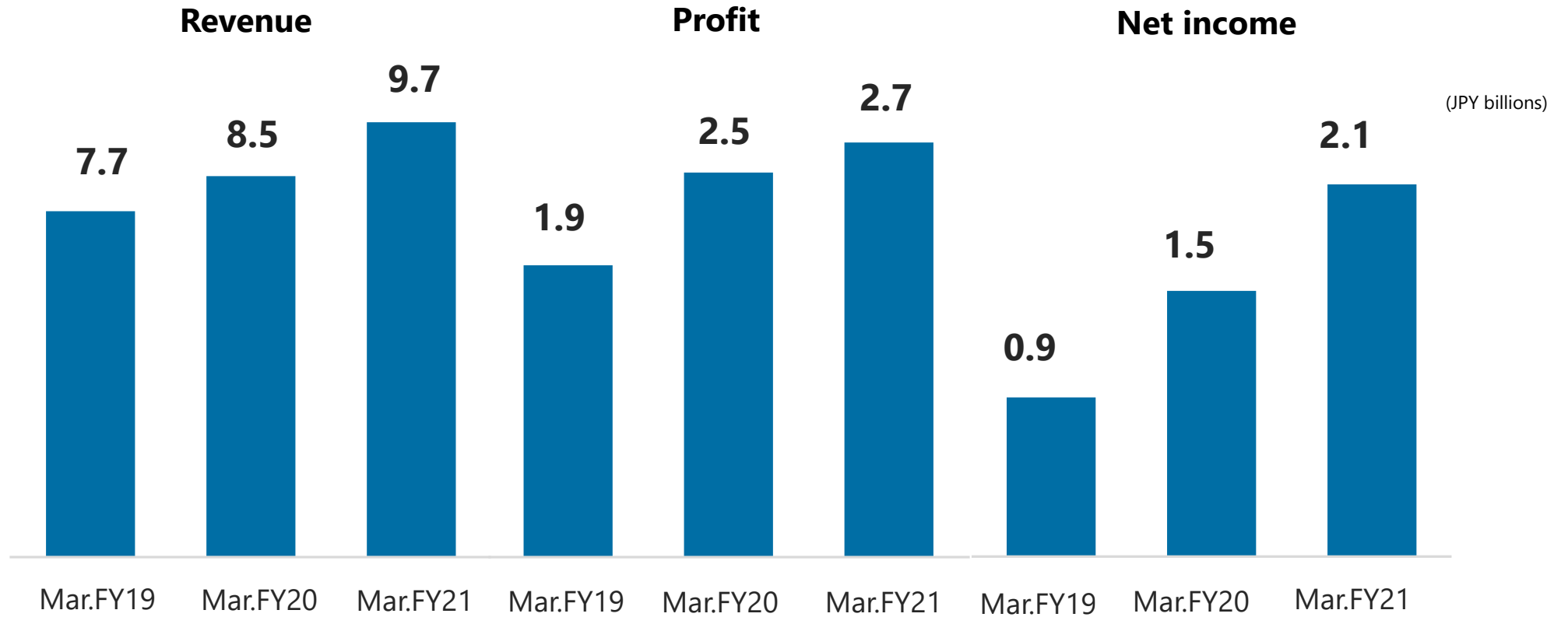
BS (end of Sep.2021)

<b>Asset</b> 996.8B (+271.4B)	<b>Debt</b> 955.2B (+267.2B)
	<b>Net worth</b> 41.5B (+4.2B)

Figures in parentheses represent comparison with the end of the previous consolidated accounting period

\* Prepared based on Results Presentation of GMO-FH

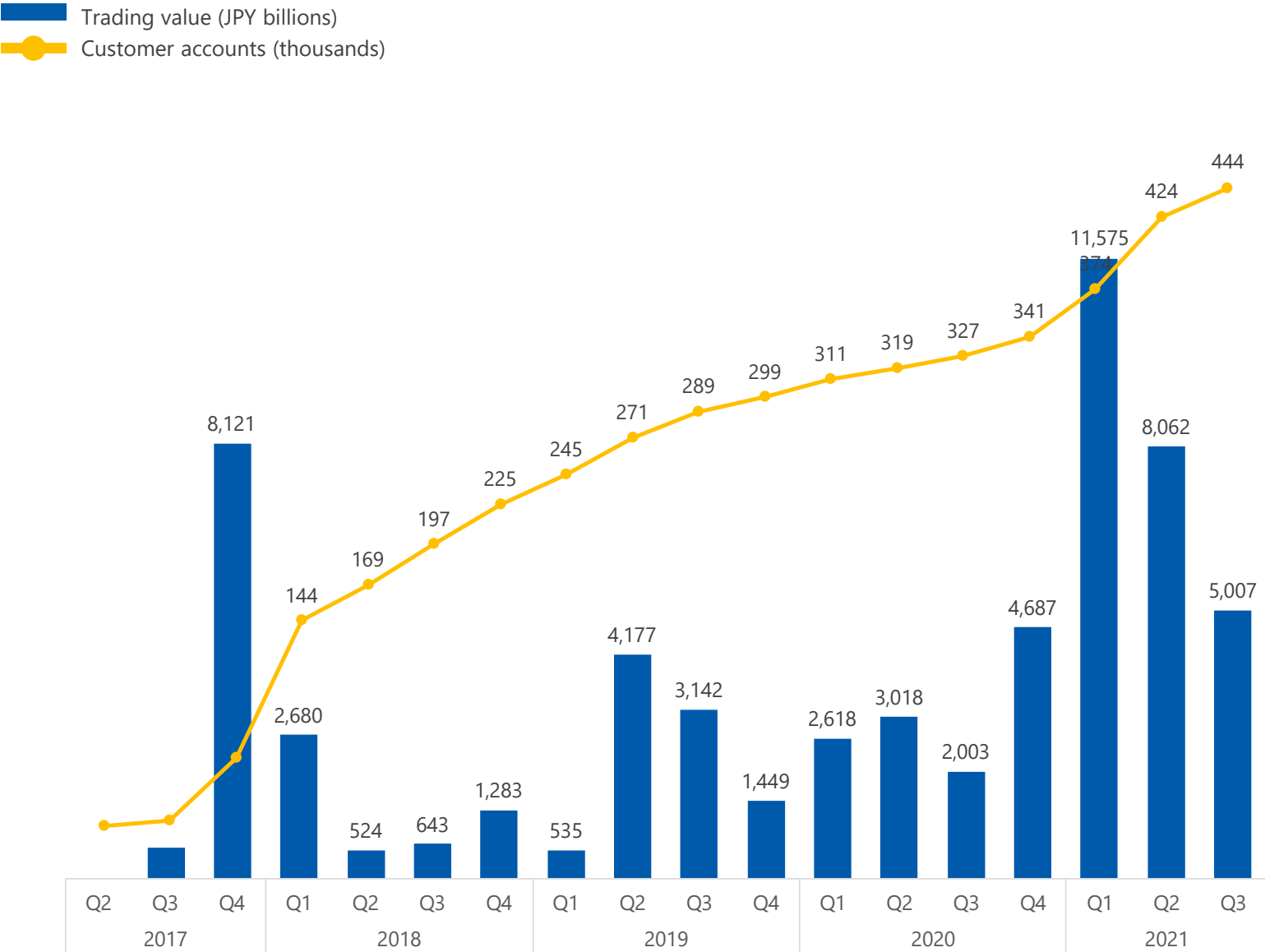
## FX | Gaika ex byGMO financial results before joining



\* Reflecting Gaika ex byGMO in consolidated earnings in the fourth quarter (October 1, 2021, to December 31, 2021) of the fiscal year ending December 2021 and later












# Cryptoassets









**Other**

## Group News ① 3 mths to September

- |      |   |   |
|------|---|---|
| 7/14 |    | First in Japan! GMO GlobalSign HD's e-contract service GMO Sign, which has a No.1 market share, is now compatible with WAN-Sign for digital signatures: Realizing DX of Japanese society by discouraging the use of seal impression, and boosting the user-friendliness |
| 7/16 |    | GMO Internet Ladies Samantha Global Cup, a ladies professional golf tournament  |
| 7/16 |    | GMO Internet Group ends workplace vaccination against the novel coronavirus: Conducted vaccination at regional offices and for families of partners, business partners, etc. (approximately 17,800 people)  |
| 7/27 |    | First in Japan! GMO Sign's My Number Registered Seal enables speedy execution of the contract: Ensuring ID that is equal to registered seal by merely holding My Number Card over a smartphone  |
| 7/28 |    | Transaction volume of the MakeShop byGMO reached a record high of JPY 130.6 B in the first half of 2021: Increased by 120% YoY as people increasingly utilized e-commerce during the prolonged pandemic   |
| 8/2  |    | Joint development between GMO Creators Network and GMO Aozora Net Bank in terms of financial support for the self-employed: Help the self-employed quickly procure the funds by collaboration between FREENANCE byGMO and GMO Aozora Net Bank                           |
| 8/30 |   | The number of registered creators of original goods creation and sales service "SUZURI byGMO Pepabo" has exceeded 500 K   |
| 8/31 |  | GMO Adam launches beta version of NFT marketplace Adam byGMO today: K-1, Hikaru, etc. sell a total of 1,192 pieces of content, and Akiko Higashimura will also become a seller  |
| 8/31 |  | GMO Aozora Net Bank further reduces fees to transfer money to other banks on October 1 & offers new special gifts for startups (20 free bank transfers) starting on December 1  |

## Group News ② 3mths to September

- |      |   |   |
|------|---|---|
| 8/31 |  FINANCIAL GATE  | Next-generation compatible all-in-one payment terminal released in September 2021: Mobile payment terminal A920   |
| 9/14 |  INTERNET        | The number of elementary and junior high schools that introduce GMO Optical Access for Education, an Internet connection dedicated to an educational institution that supports GIGA School, exceeds 670 nationwide: Supporting comfortable ICT education environment for the children who live in the future  |
| 9/28 |                  | Rent guarantee business giant J-LEASE CO., LTD. introducing GMO Sign & starting development of an API integration: Promoting the DX of real estate industry and the SDGs through integrating GMO Sign with system targeting property companies and lessors for the amendment of the Building Lots and Buildings Transaction Business Act            |
| 9/30 |  AOZORA NET BANK | GMO Aozora Net Bank has again determined to reduce fees to transfer money to other banks on October 1   |
| 10/5 |                  | GMO GlobalSign HD launches the online report of a result of PCR test and the online negative certificates for travel, which guarantee propriety with an electronic signature: Abuse or fraud is prevented by proving the online result of PCR test of the novel coronavirus infectious diseases, which is the key to win in the new normal business |
| 10/8 |  INTERNET      | GMO TokuToku BB won v6 Plus Best Partner Award for the 4th consecutive year   |

**Internet for Everyone**

**GMO**