

**Fiscal Year 2022
Second Quarter
Results Presentation**



STOCK CODE: 9449

August 8, 2022

Changes in rules to record the revenues* | Impact

Net sales based on new rules (concept diagram)

Net sales

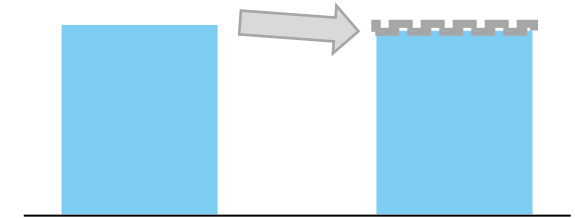
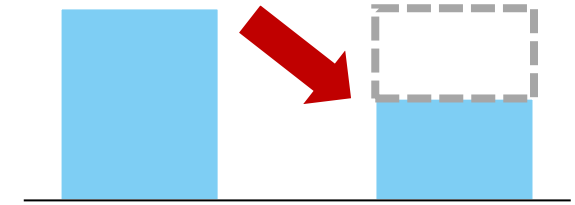
- **Online Advertising & Media**

Net amount processing of ad spot purchase amount in advertising agency leads to an **apparent drop**

- **Infrastructure**

Limited impact is observed despite change from one time processing at the time of concluding contract to proration in accordance with the term of contract and the net amount processing in Ecommerce Solutions

- **Finance, Cryptoassets, and Incubation:** no material impact



Operating profit: limited impact

* "Accounting standards related to revenue recognition" (accounting standard No. 29)

Changes in rules to record the revenues* | Comparison with the same period last year

Affected divisions (consolidated, Infrastructure, Online Advertising & Media)

► Compared to the same period last year (old v.s. old) to show the actual conditions of the business

(Compared to the same period last year (old v.s. new) included in Appendix)

Non-affected divisions (Finance, Cryptoassets)

► Compared to the same period last year (old v.s. new)

* "Accounting standards related to revenue recognition" (accounting standard No. 29)

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

Overview | Executive Summary: Q2 FY2022 (Apr-Jun)

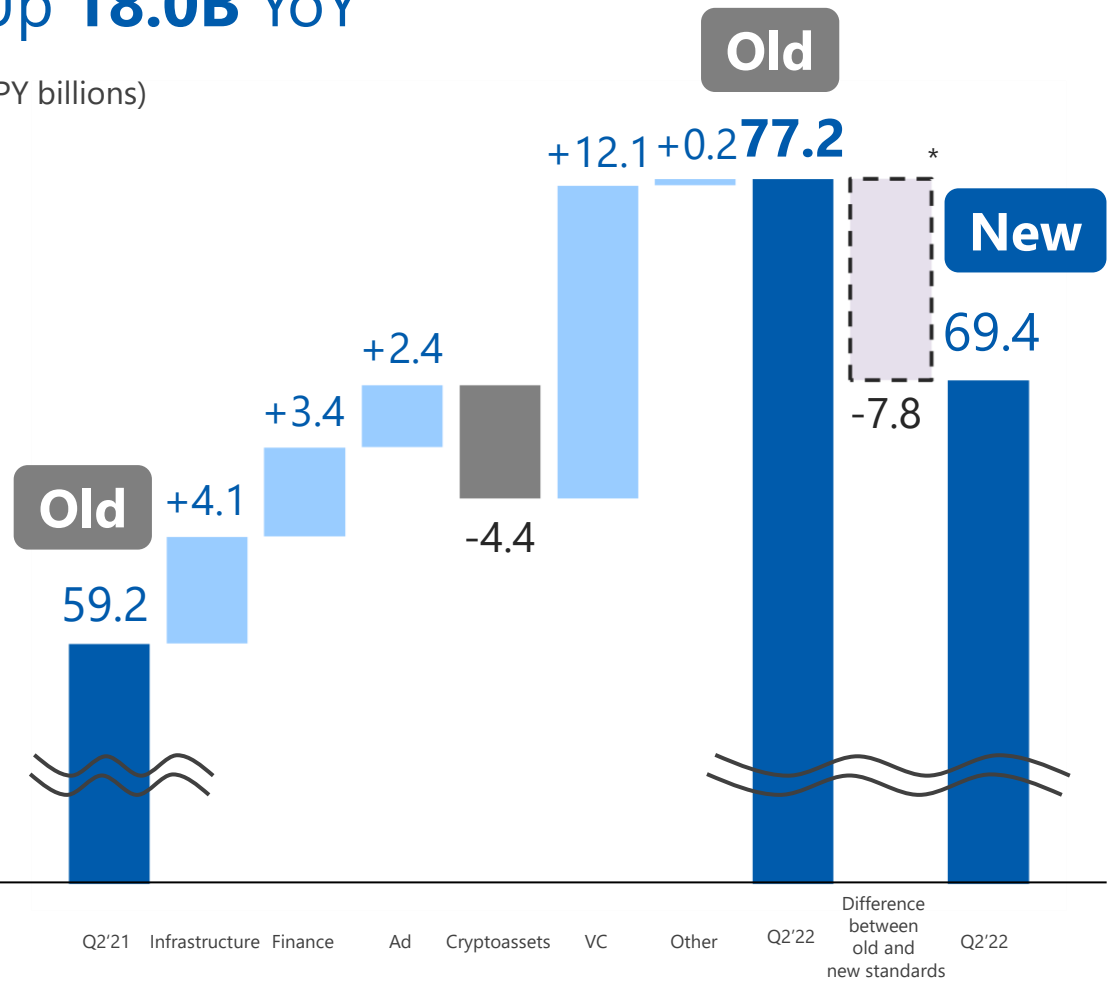
	Old	New	Old	Compared to the same period last year (old v.s. old)	
(JPY billions)	Q2'21 (Apr-Jun)	Q2'22 (Apr-Jun)	Q2'22 (Apr-Jun)	YoY Change	Change
Net Sales	59.2	69.4	77.2	+18.0	+30.5% Record high
Operating Profit	10.1	19.8	19.8	+9.7	+95.7% Record high
Ordinary Profit	10.0	21.3	21.3	+11.3	+112.2% Record high
Net Profit	4.0	9.0	9.0	+5.0	+124.2% Record high

Overview | Executive Summary: Q2 FY2022 (Apr-Jun)

Net sales

Up **18.0B** YoY

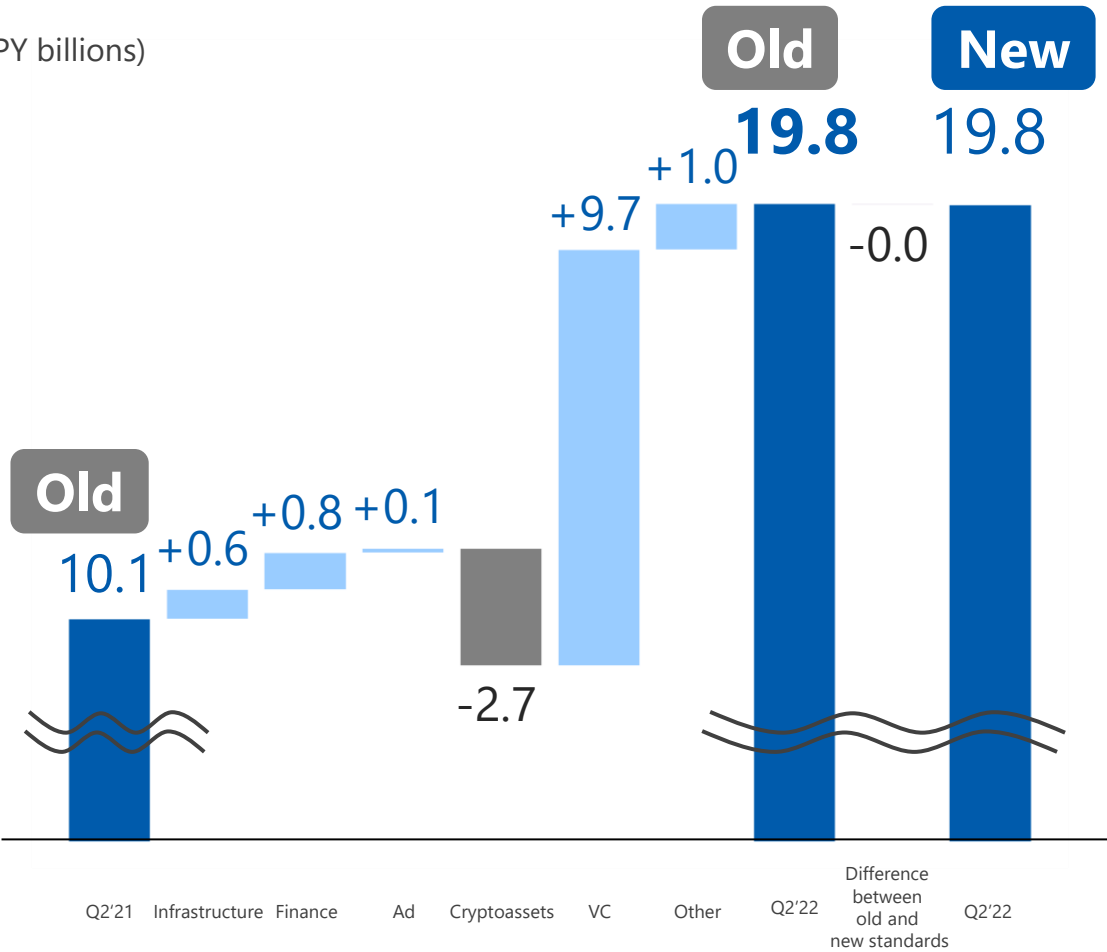
(JPY billions)



OP

Up **9.7B** YoY

(JPY billions)



*Breakdown of difference between old and new standards:
Infrastructure -2.1B; Ad -6.6B; inter-segment adjustment +1.0B, etc.

Overview | Executive Summary: Q2 FY2022 (Apr-Jun)

Compared to the same period
last year (old v.s. old)

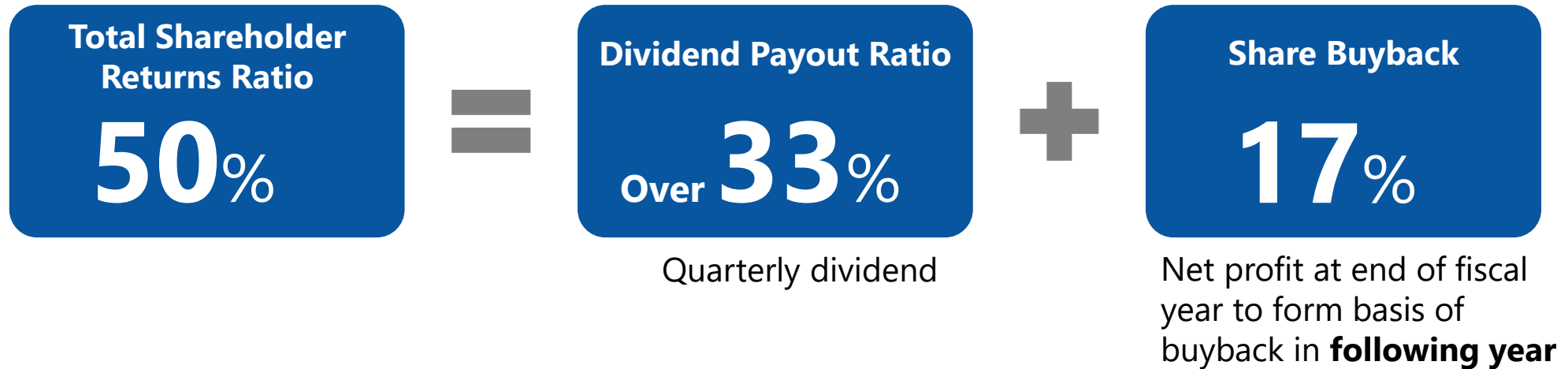
Evaluation

Internet Infrastructure	Net sales OP	JPY 38.8B JPY 5.6B	(Up 12.0% YoY) (Up 14.0% YoY)	Services each hold top share in their respective markets in Japan → ○ Double-digit increase in profits despite amortization of goodwill and strategic investments → ○	◎
Online Ad & Media	Net sales OP	JPY 15.1B JPY 0.5B	(Up 19.1% YoY) (Up 25.5% YoY)	Continue to recover our trend → ○ Record high revenue → ○	◎
Internet Finance	Net sales OP	JPY 10.3B JPY 2.9B	(Up 49.9% YoY) (Up 39.8% YoY)	FX: although the transaction volume reached a record high, profitability was "x" due to weak yen CFD: favorable trading volume and revenue trends → ○ Gaika ex byGMO joined the Group, which led to an increase in revenue and profit → ○	○
Cryptoassets	Net sales OP	JPY 1.2B JPY -0.3B	(Down 77.4% YoY) (Q2 FY2021: 2.3B)	Customer accounts and market share → ○ Market environment continues to be "x"	△
Incubation	Net sales OP	JPY 12.8B JPY 10.1B	(Q2 FY2021: 0.6B) (Q2 FY2021: 0.4B)	A portion of the investee shares was sold off by a fund specializing in payment of Southeast Asia	◎

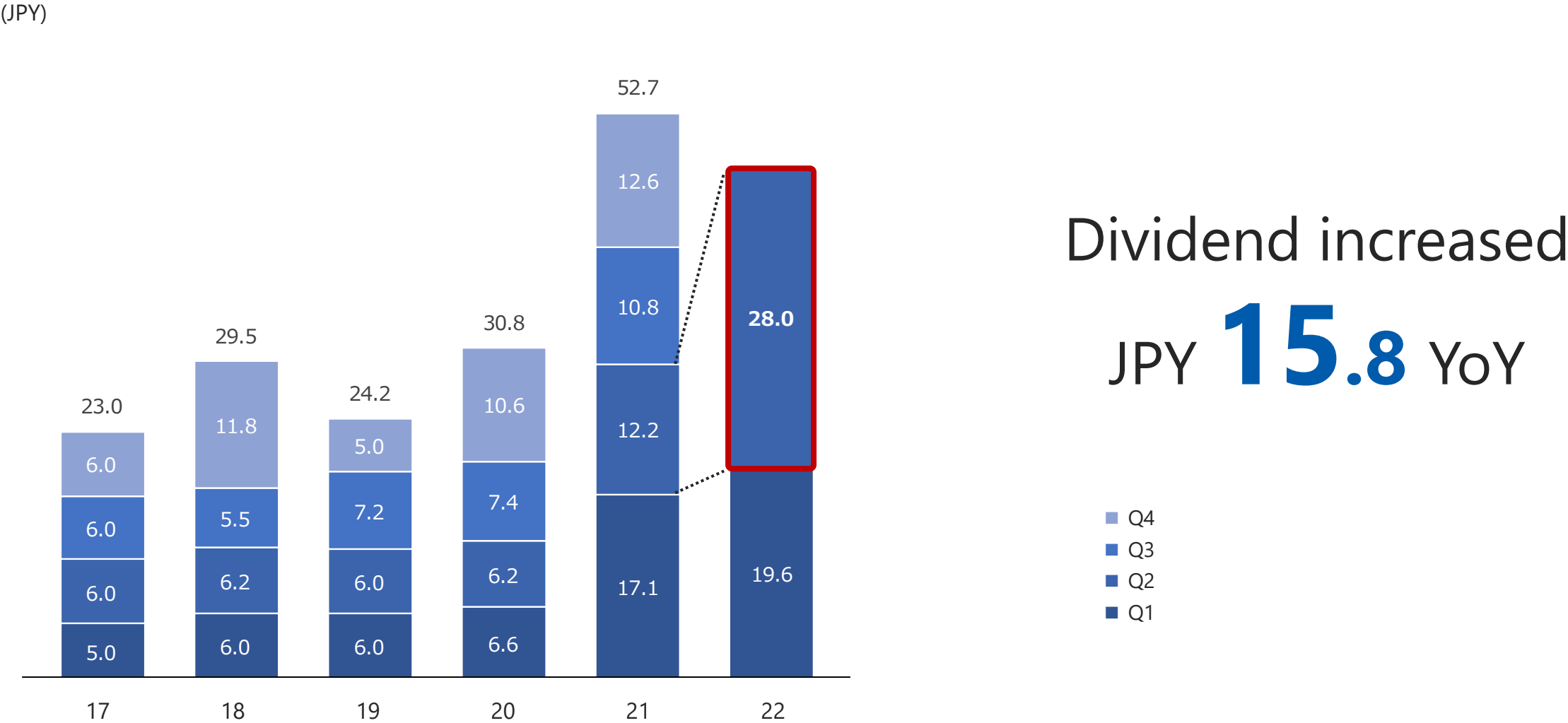
Overview | Executive Summary: Q2 FY2022

	Old	New	Old	Compared to the same period last year (old v.s. old)	
(JPY billions)	Q2'21 (Jan-Jun)	Q2'22 (Jan-Jun)	Q2'22 (Jan-Jun)	YoY Change	Change
Net Sales	120.4	125.5	141.4	+20.9	+17.4% Record high
Operating Profit	22.6	30.9	30.9	+8.3	+36.9% Record high
Ordinary Profit	23.6	33.4	33.4	+9.8	+41.8% Record high
Net Profit	9.7	15.5	15.5	+5.8	+59.8% Record high

Overview | Shareholder Returns (Policy)



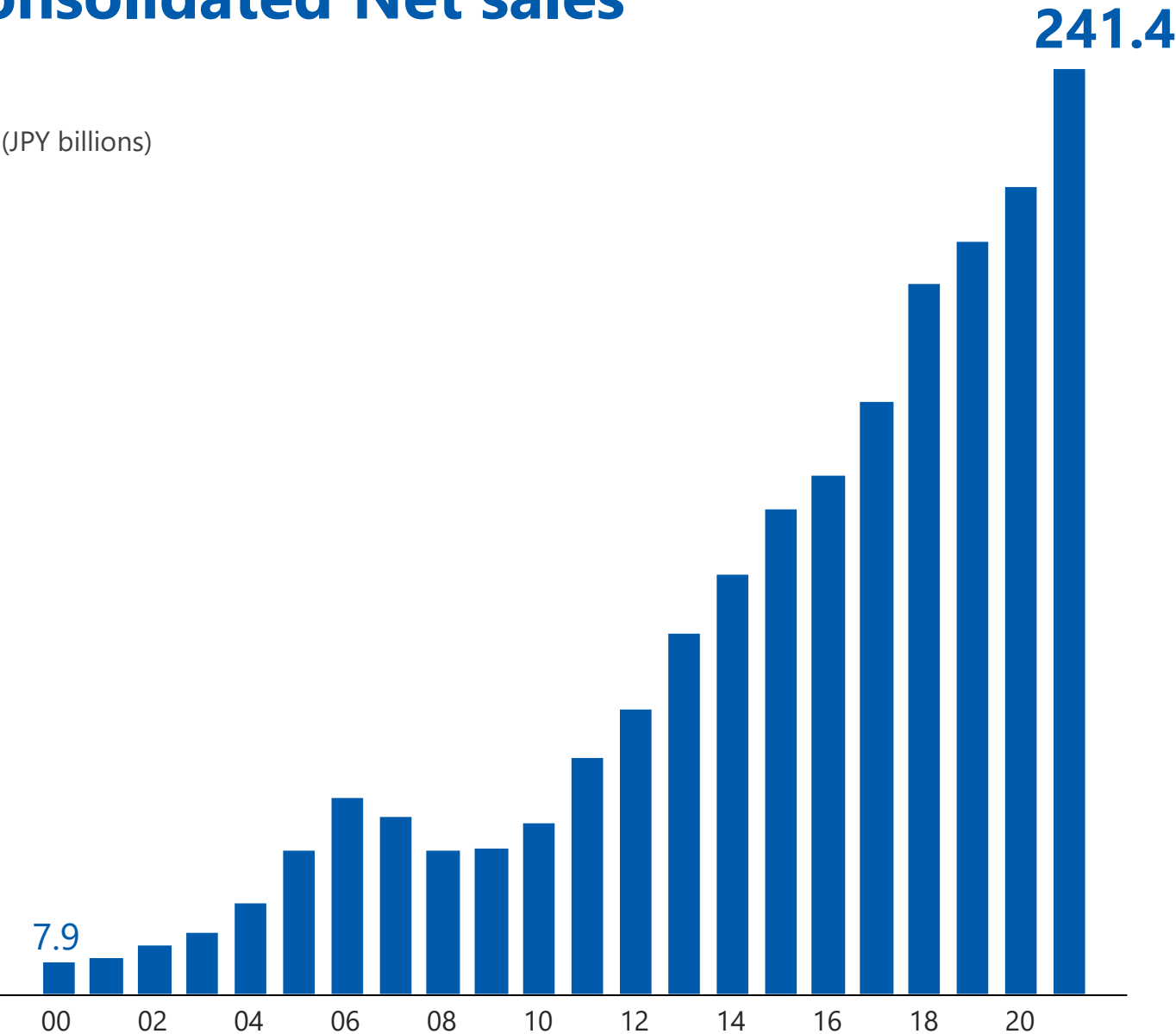
Overview | Shareholder Returns (dividend per share)



**Rock-solid recurring revenues that
support sustainable growth**

Consolidated Net sales

(JPY billions)



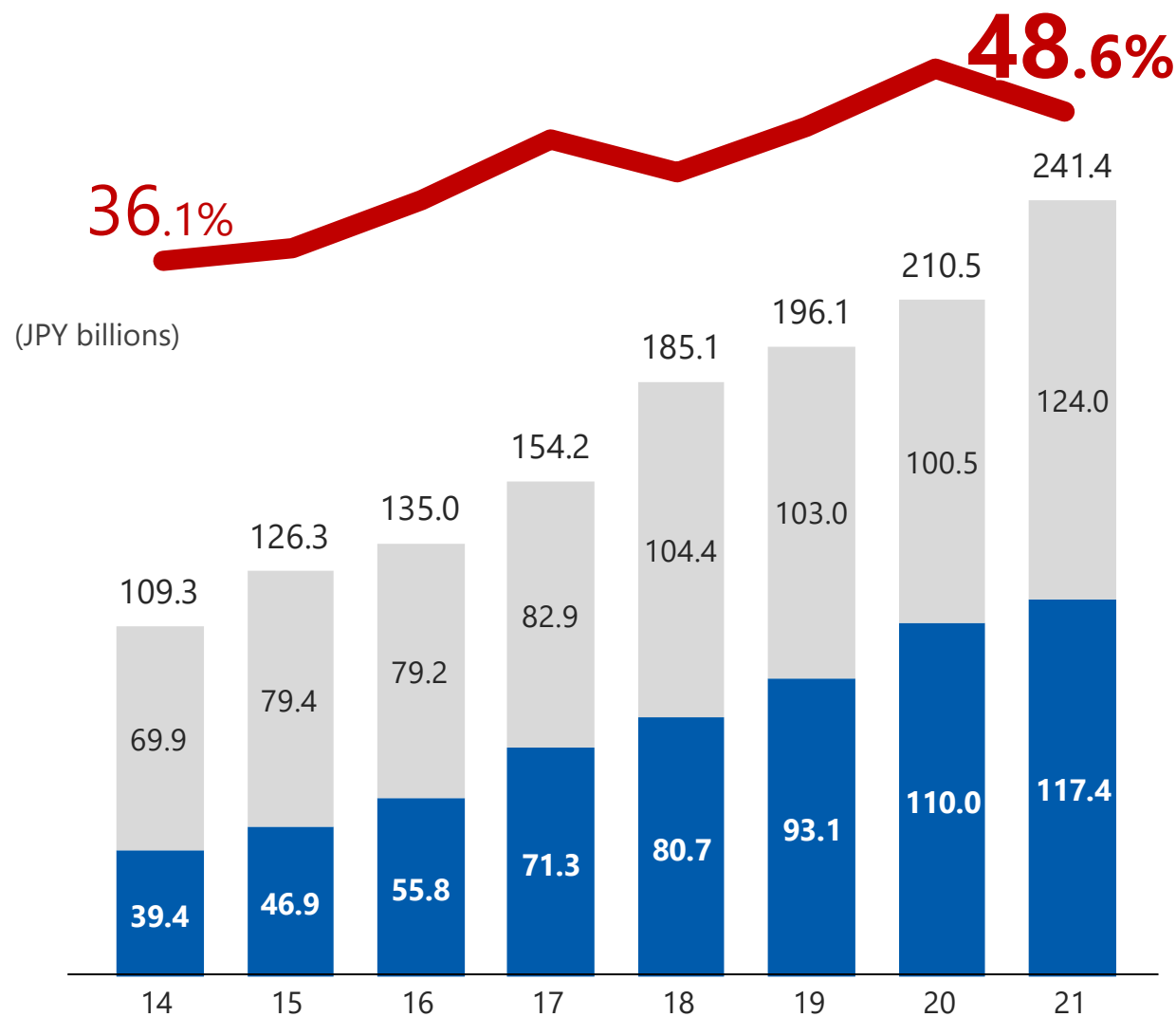
**Sustainable
growth**

Rock-solid recurring revenue

Business structure that GMO Internet Group has been aiming at since its founding

**Indispensable products that will not
disappear
and
recurring revenue business model**

Analysis of consolidated net sales | Rock-solid recurring revenue

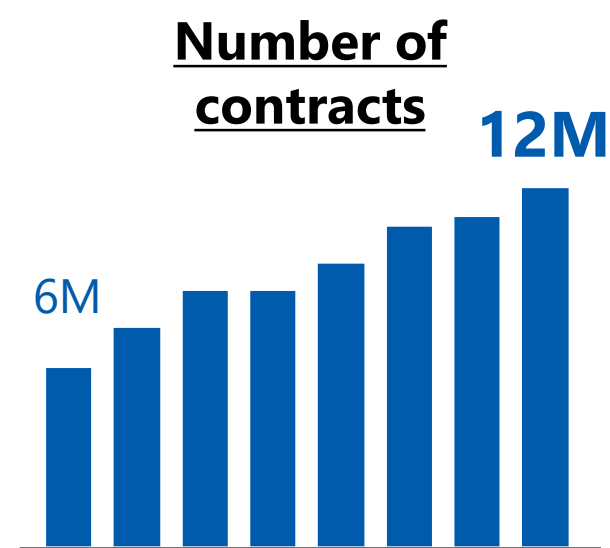
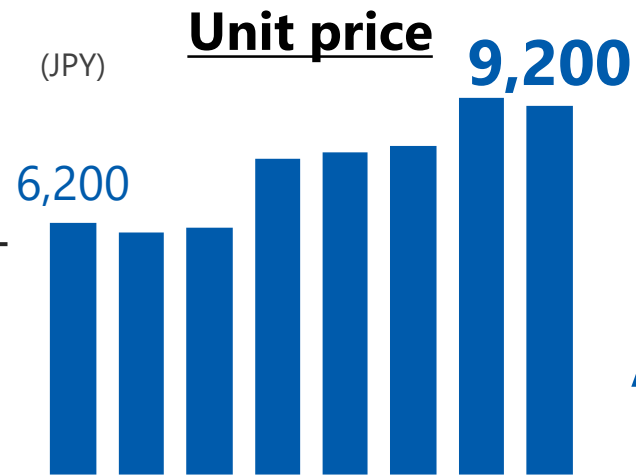
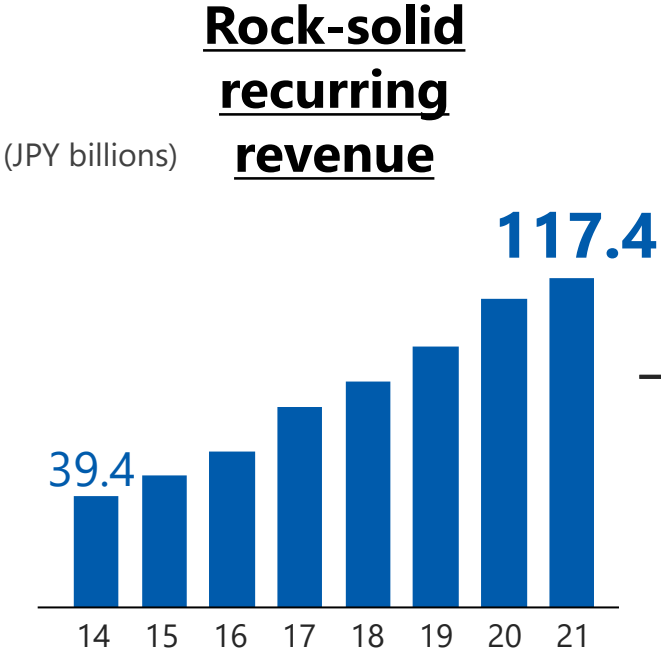


**Rock-solid recurring
revenues that
support sustainable
growth**

- Rock-solid recurring revenue*
- Other revenue
- Rock-solid recurring revenue ratio (%)

* The sum of Domain, Hosting & Cloud, Security, part of the Ecommerce Solutions (ecommerce platform), and part of the Payment (recurring and transaction revenues)

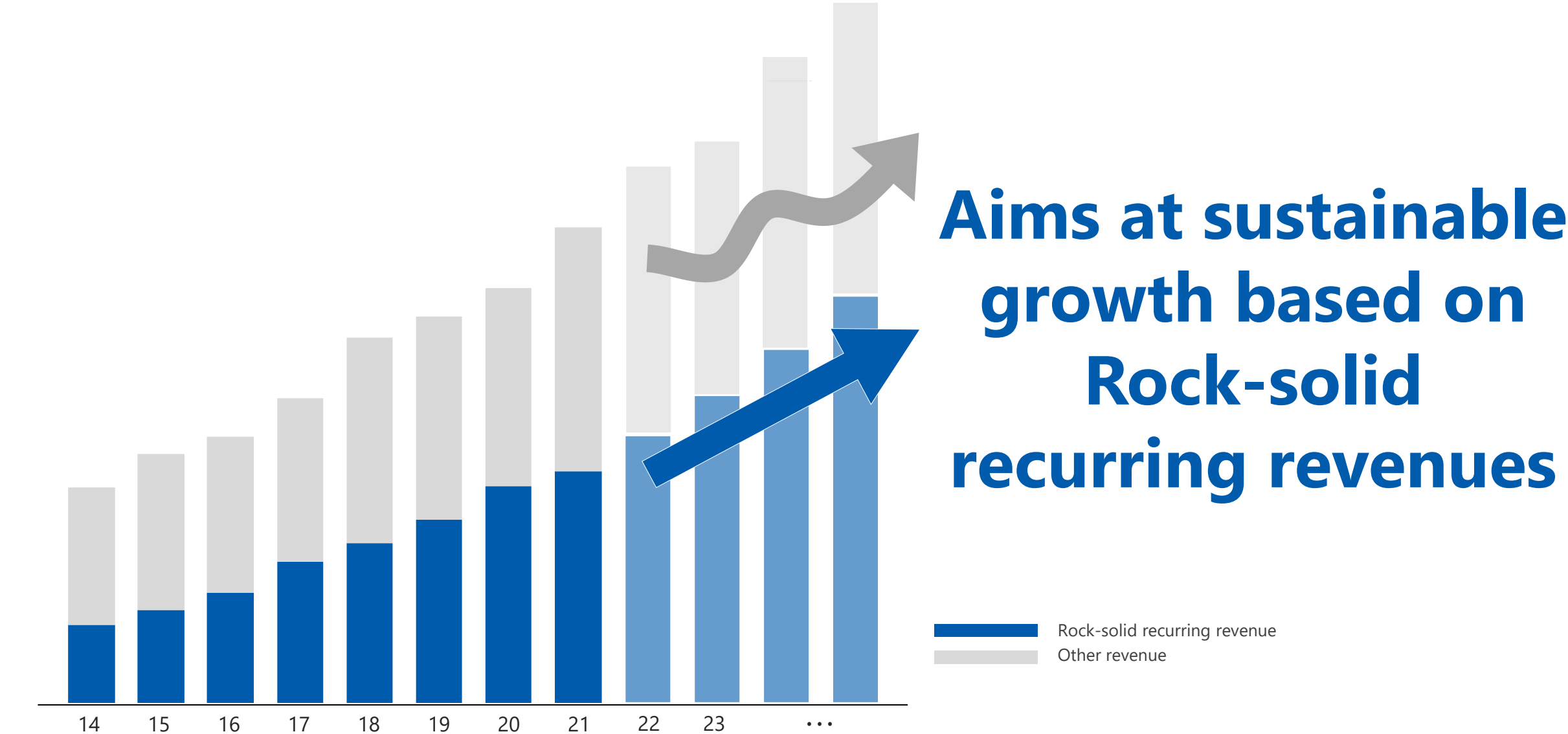
Analysis of Rock-solid recurring revenue | Unit price and number of contracts



Approx. JPY 10K
X
Approx. 12M contracts

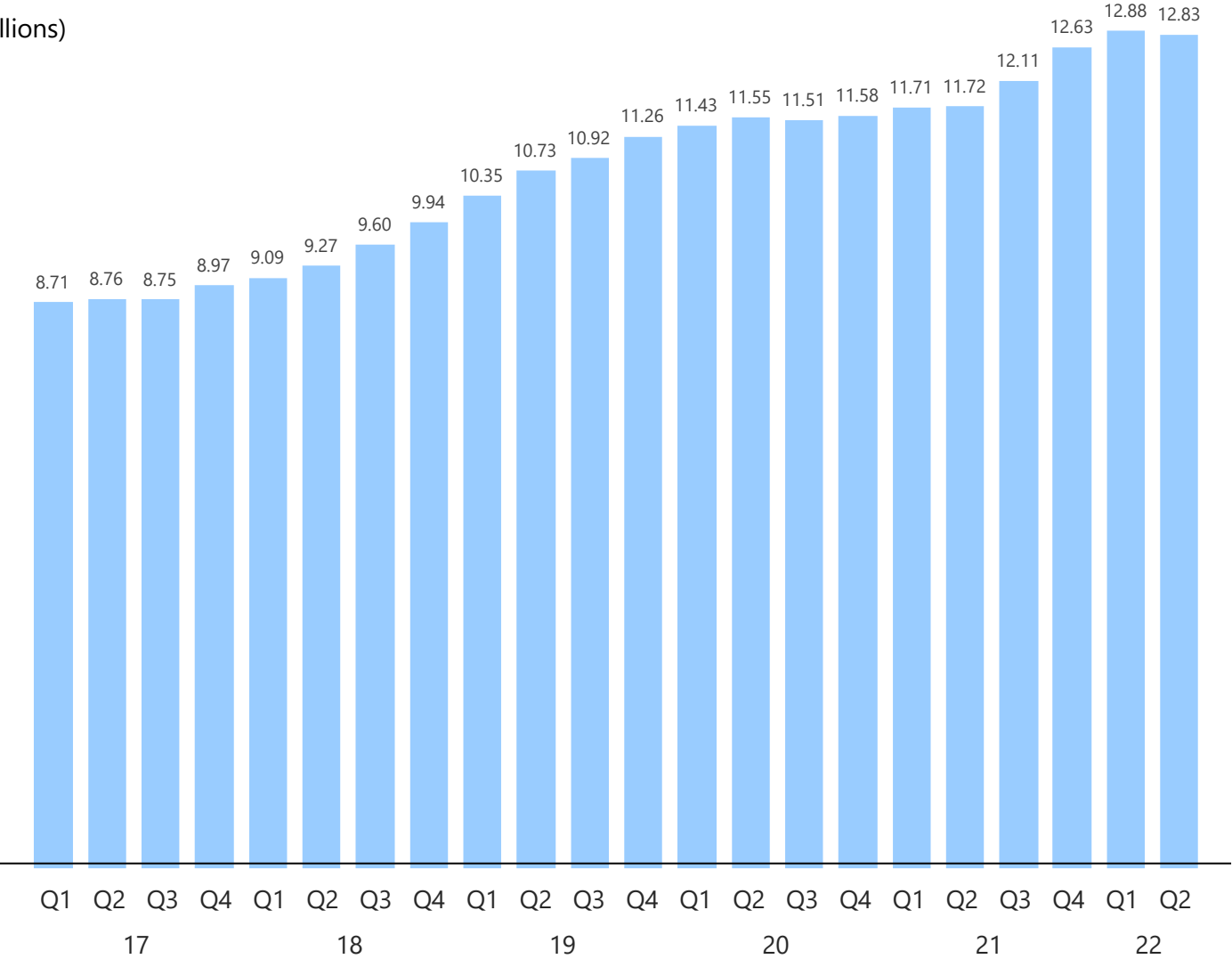
Rock-solid recurring revenue

Growth of consolidated net sales (concept diagram)



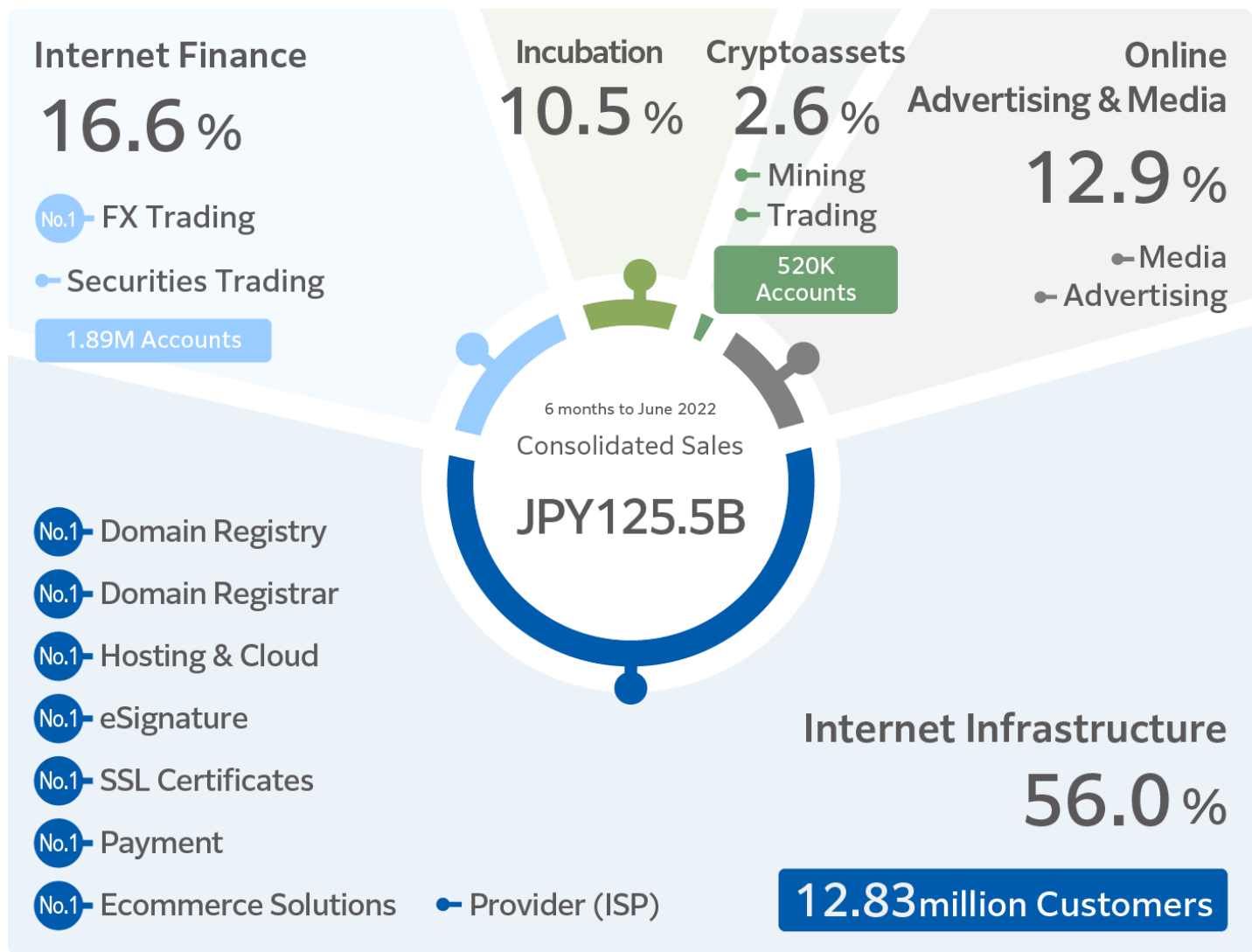
Internet Infrastructure | Contracts

(millions)



Rock-solid
revenue base
12.83M
customers

Group Overview | Business Segments (Composition)



Rock-solid
revenue base

15.25M customers
(Infrastructure and Finance)

Up
1.70M
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.

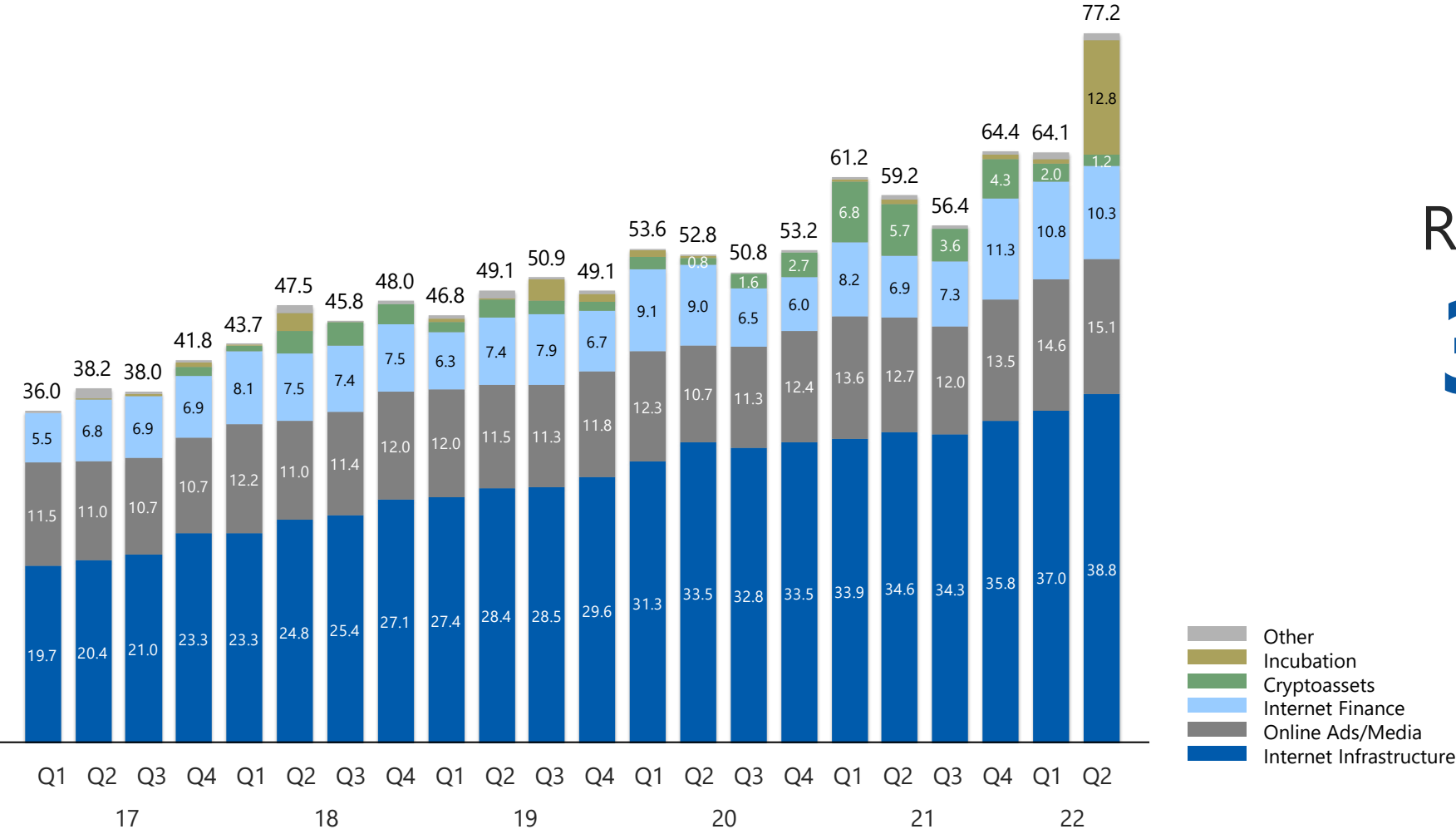
* Old standard: Infrastructure 52.2%; Online Advertising & Media 20.5%; Finance 14.6%; Cryptoassets 2.3%; and Incubation 9.2%.

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Group Overview | Net Sales by Segment

(JPY billions)

Compared to the same period last year (old v.s. old)

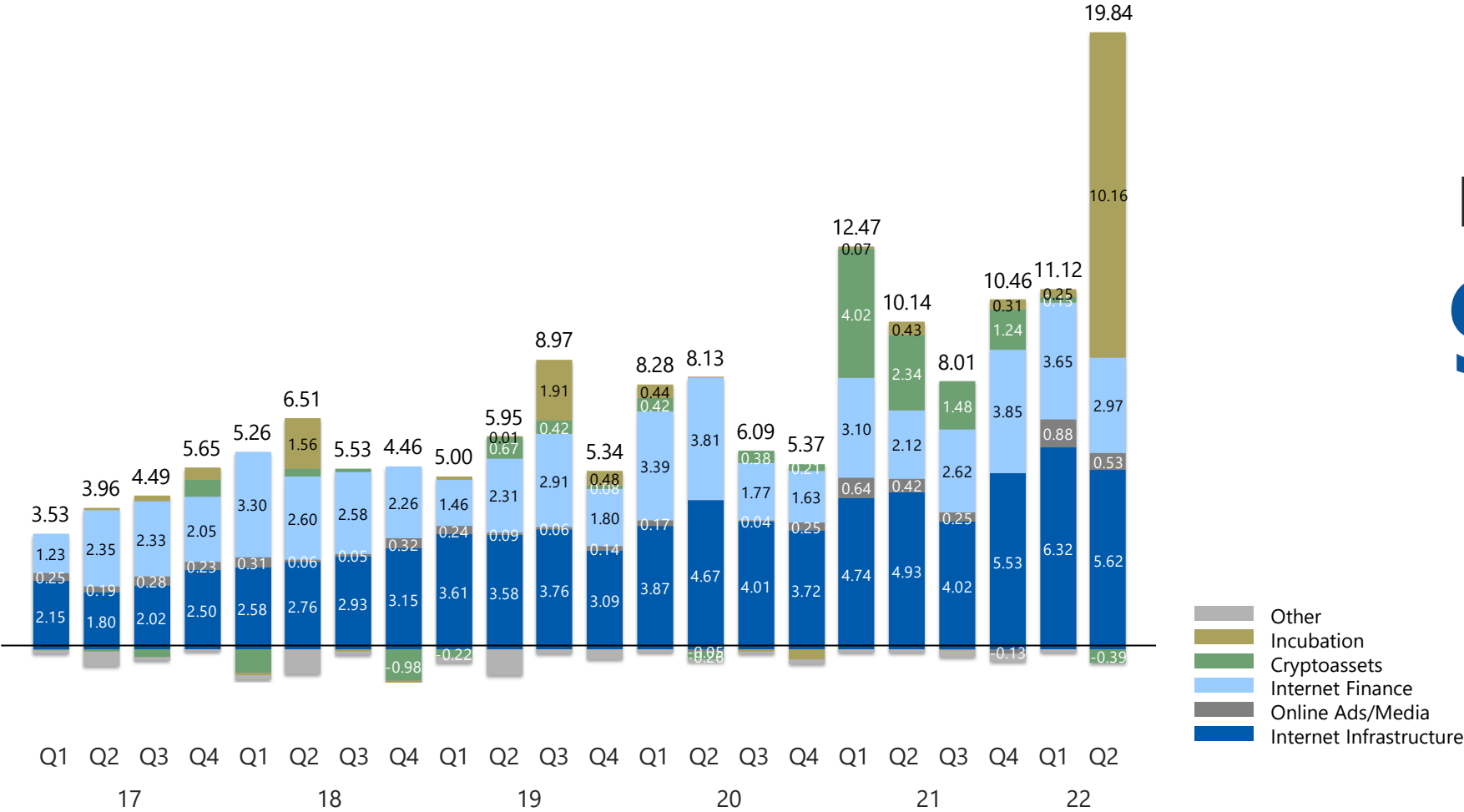


Revenue up
30.5%
YoY

Group Overview | Profit by Segment

(JPY billions)

Compared to the same period last year (old v.s. old)



Profit up
95.7%
YoY

Group Overview | Listed Group Companies: Equity Share

Stock Code	Stock Name	Exchange	Market Cap ^{*1} (JPY billions)	% Ownership ^{*2}	Equity Share (JPY billions)
9449	GMO Internet	Prime	298.6		
3769	GMO Payment Gateway	Prime	890.3	40.7%	362.5
7177	GMO Financial Holdings	Standard	89.8	65.3%	58.6
3788	GMO GlobalSign HD	Prime	71.2	51.8%	36.9
4051	GMO Financial Gate	Growth	60.4	23.5% ^{*3}	14.1
3633	GMO Pepabo	Prime	10.0	59.5%	5.9
4784	GMO AD Partners	Standard	7.7	58.3%	4.5
3695	GMO Research	Growth	6.7	54.8%	3.6
6180	GMO Media	Growth	3.3	66.4%	2.2
6026	GMO TECH	Growth	1.9	54.1%	1.0
Group Total			1,440.4^{*4}		489.7

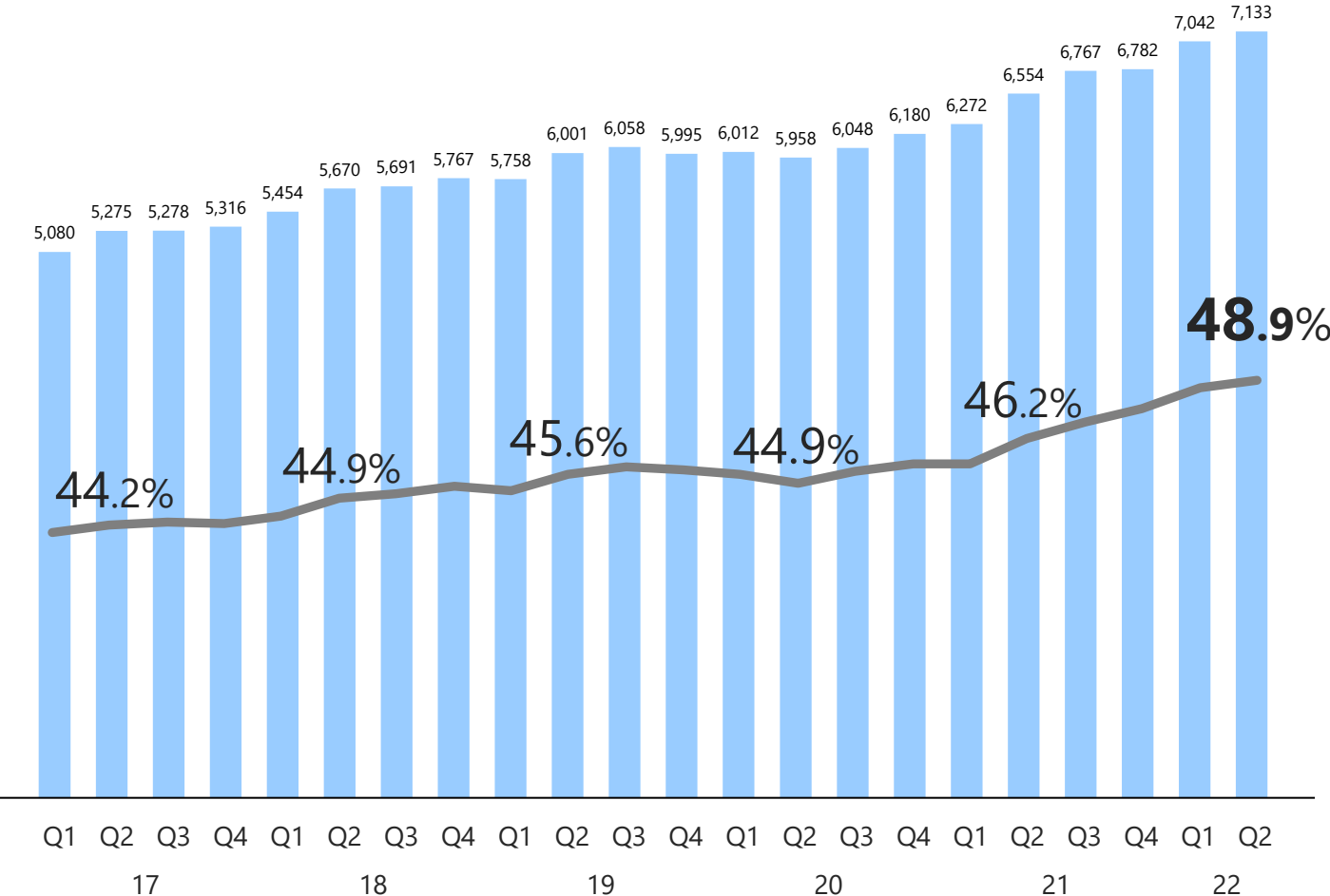
*1 Market value as of August 5, 2022

*2 Includes indirect holdings (as of the end of June)

*3 GMO Internet owns 23.5% of GMO-FG indirectly through GMO-PG

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

Group Overview | Strengths: Technology



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

Partners
% Engineers

* Not including partners of GMO Internet affiliates accounted for by the equity method (such as GMO Aozora Net Bank), which was 228 as of the end of June 2022.

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Internet Infrastructure | Collection of No. 1 services

Strong No. 1	Domain Registry	GMO REGISTRY	Domestic market share at 83.0% *1
Strong No. 1	Domain Registrar	  	Domestic market share at 83.1% *2
No. 1	Hosting & Cloud	    	Domestic market share at 57.1% *3
No. 1	ASP Cart	 	59k paid stores
No. 1	Security		Domestic market share at No. 1 *4
No. 1	eSignature	電子印鑑なら 	732k accounts
No. 1	Cybersecurity	 	Number of white hat hackers No. 1 *5
No. 1	Payment	 	138,119 merchants *6
No. 1	Provider (ISP)		No. 1 *7 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 Based on the Fermi estimate

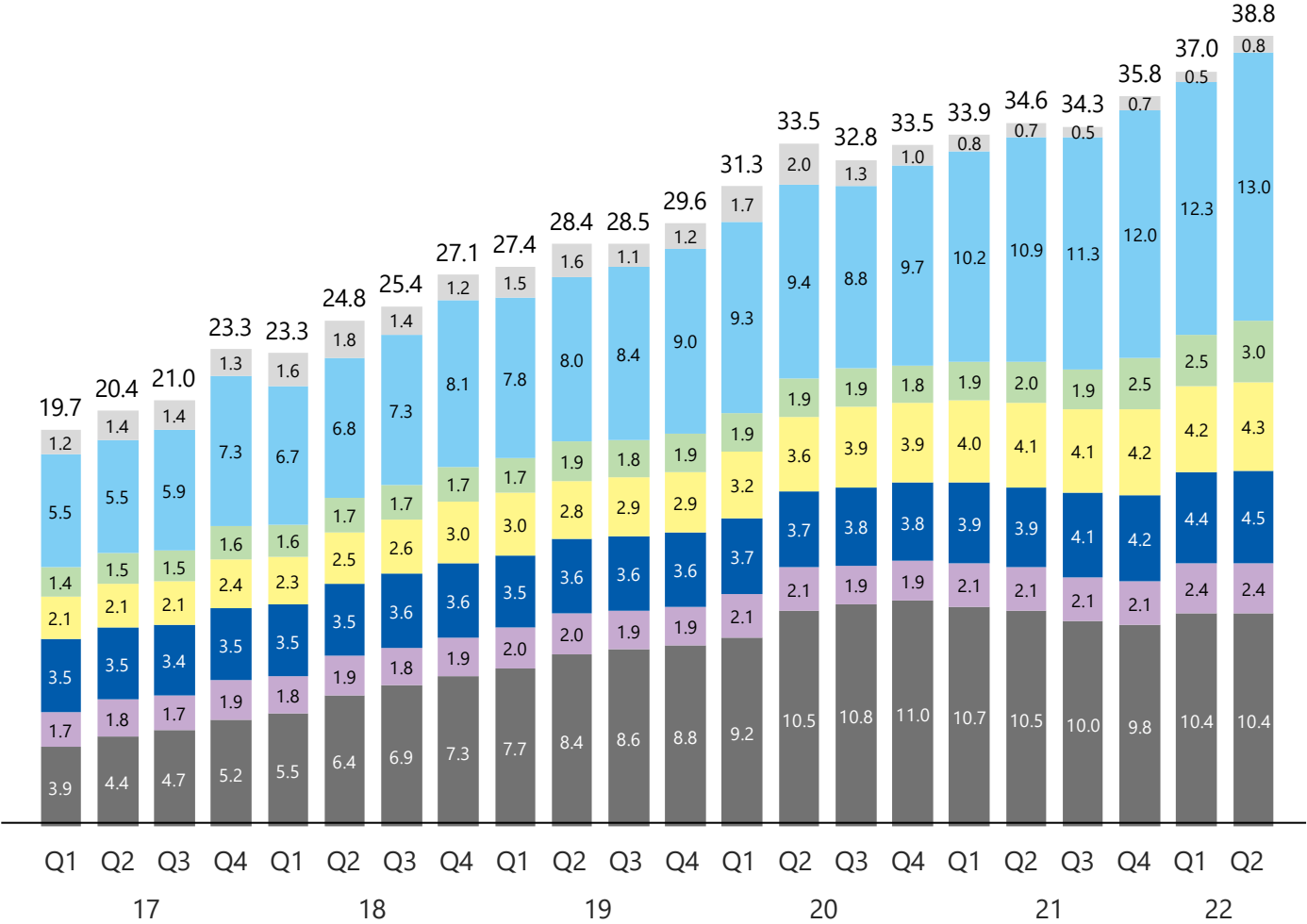
*6 Figure excludes the number of stores related to major delivery services

*7 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)

Compared to the same period last year (old v.s. old)



Revenue up
12.0%
YoY

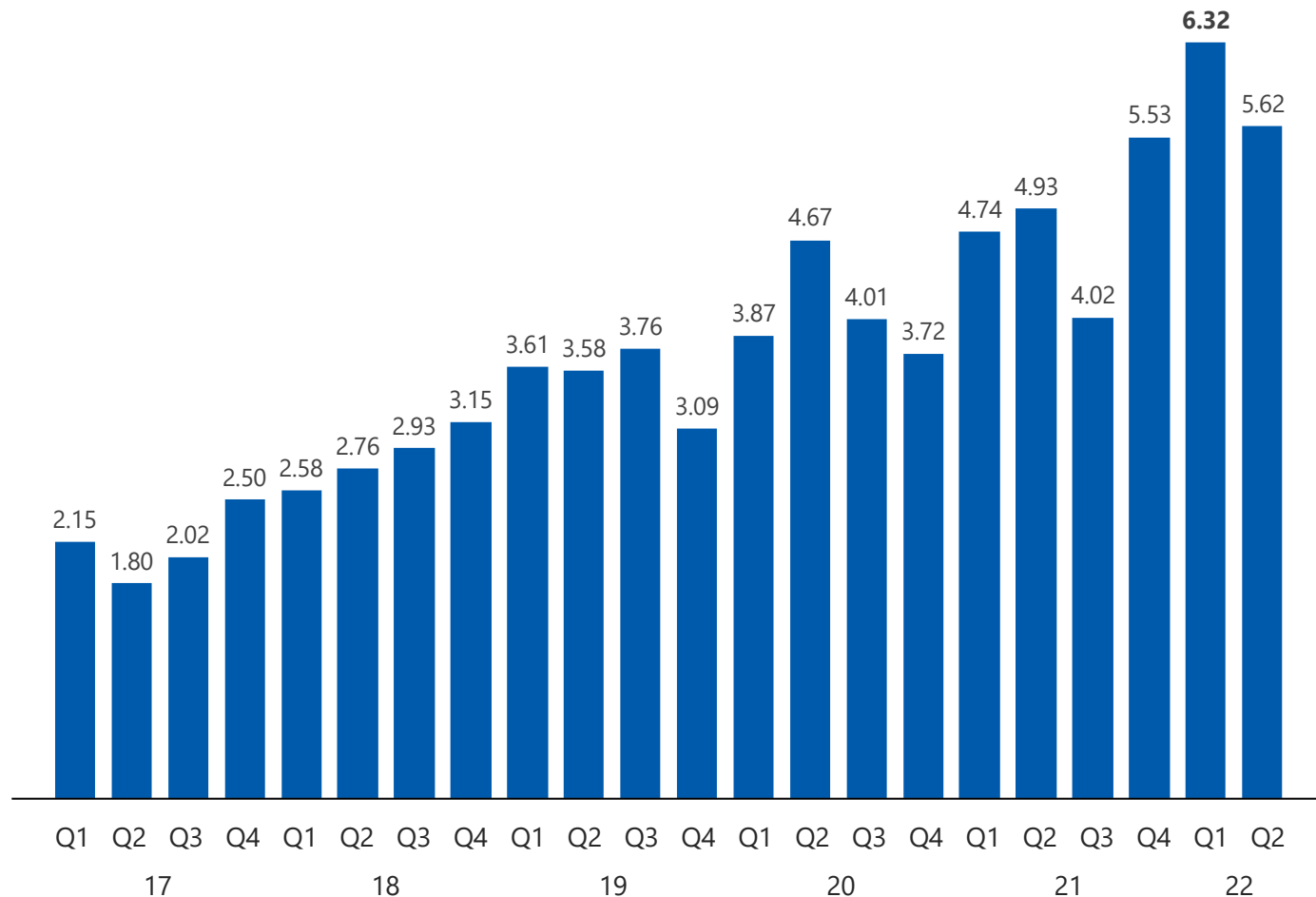
- Other
- Payment
- Security
- Ecommerce Solutions
- Hosting & Cloud
- Domain
- Provider

* Numbers of domain and security businesses revised retroactively to Q1 FY2017 due to changes in the structure of the segment

Internet Infrastructure | Operating Profit

(JPY billions)

Compared to the same period last
year (old v.s. old)

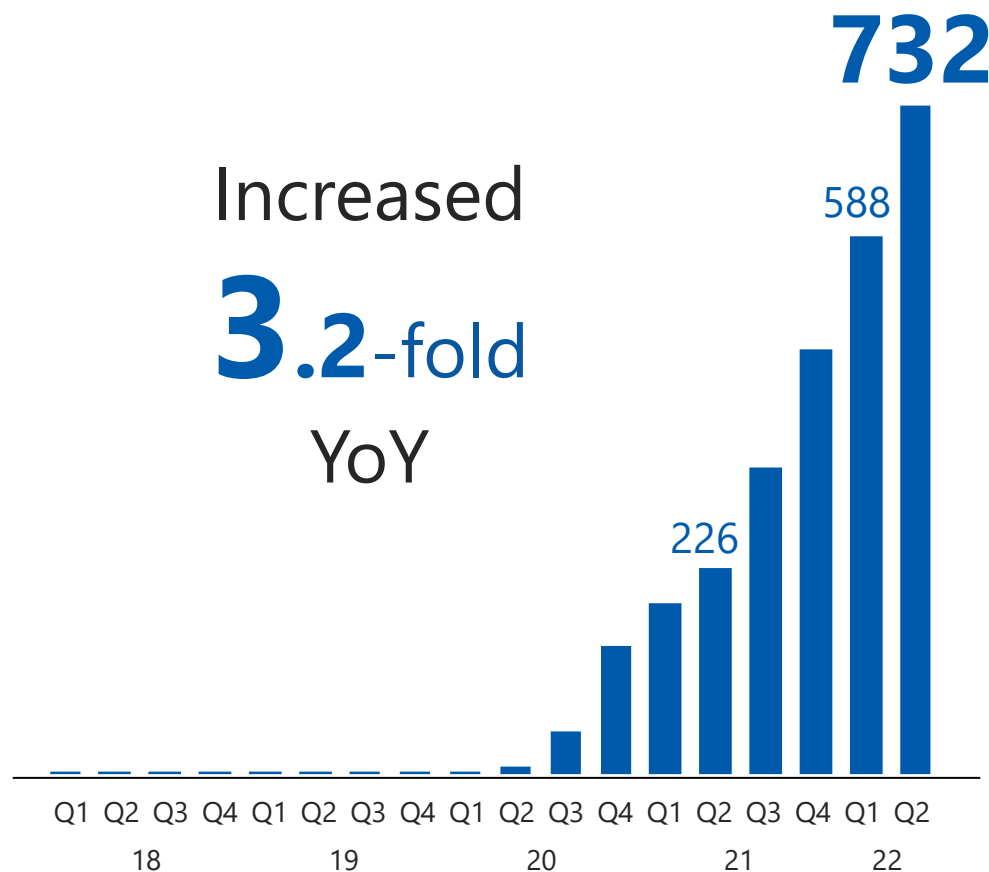


Profit up
14.0%
YoY

Internet Infrastructure | Number of e-contract accounts

(thousands)

Increased
3.2-fold
YoY



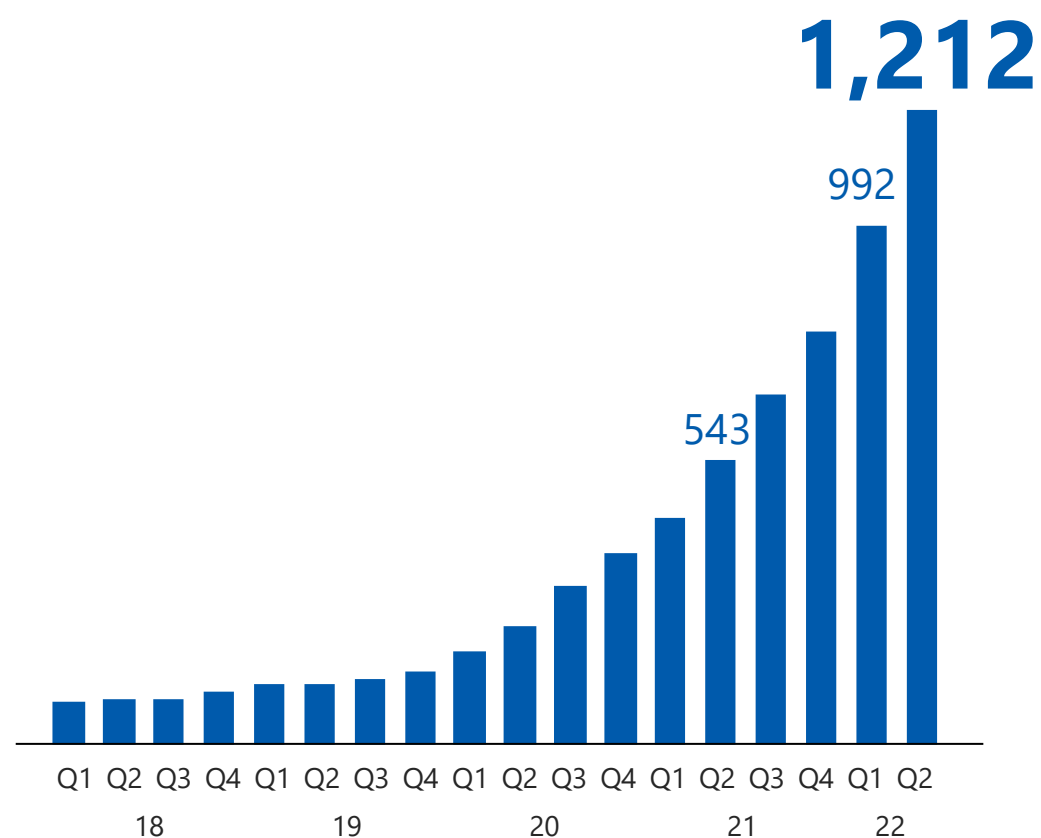
電子印鑑なら
GMOサイン

User companies (extract)



Internet Infrastructure | Number of contracts

(thousands)



Increased
2.2-fold
YoY

Internet Infrastructure | Digital government

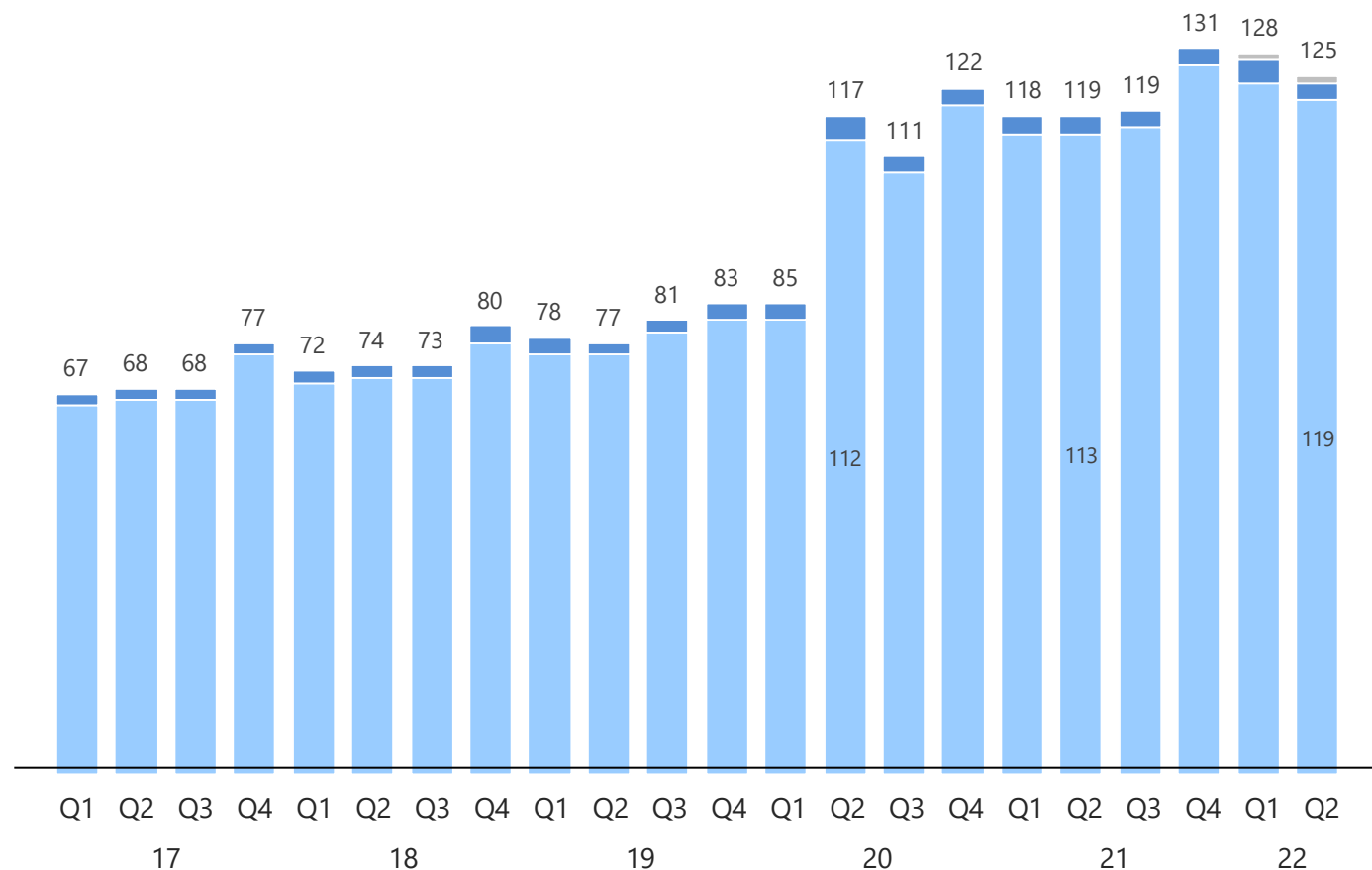
電子印鑑なら
GMOサイン



Adoption by **18** local
governments and groups was
determined

Internet Infrastructure | Ecommerce Solutions: transaction volume

(JPY billion)



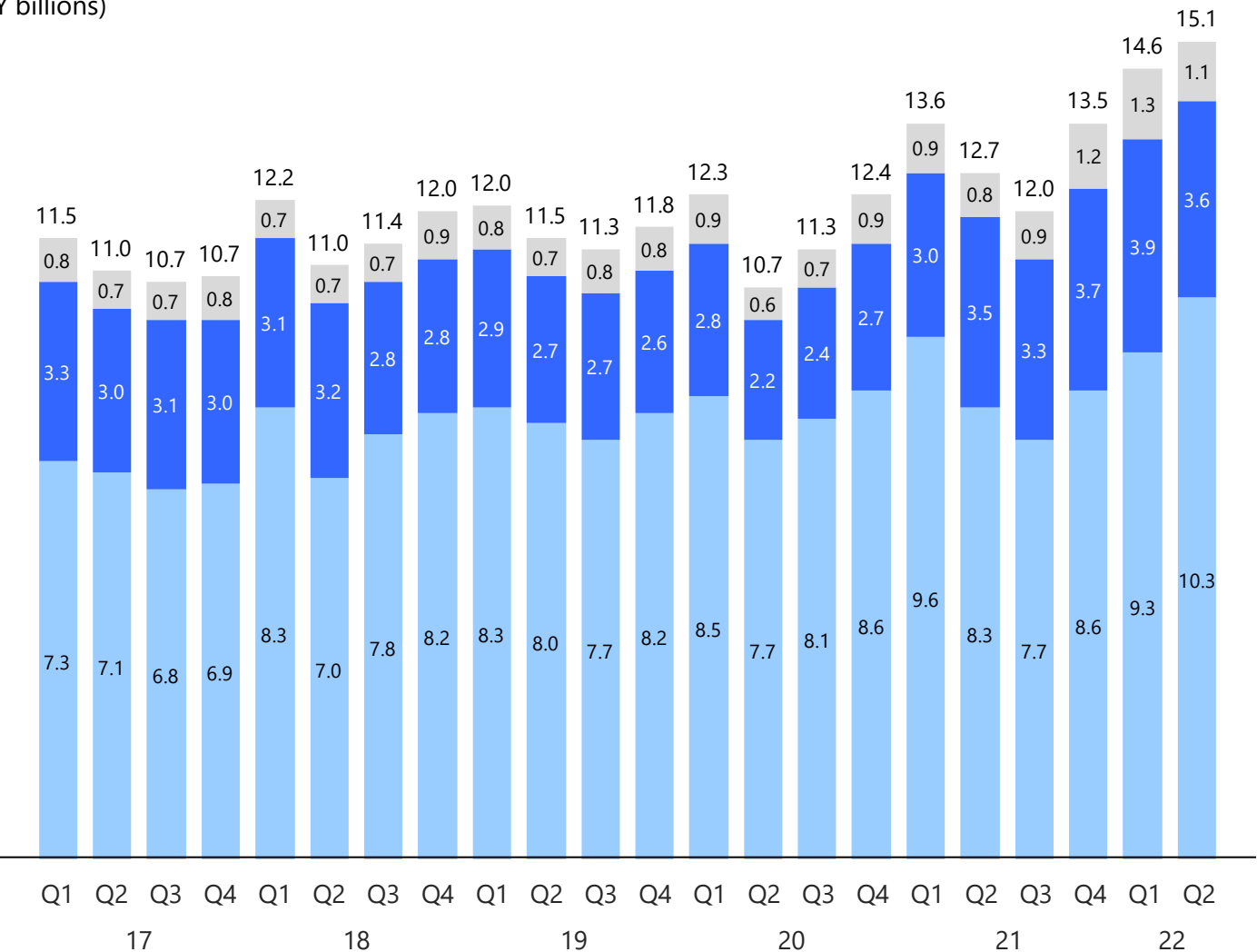
Up
5.2%
YoY

Freenance
SUZURI, Canvath
minne
Ecommerce Platform

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Online Advertising & Media | Net Sales

(JPY billions)



Compared to the same period last year (old v.s. old)

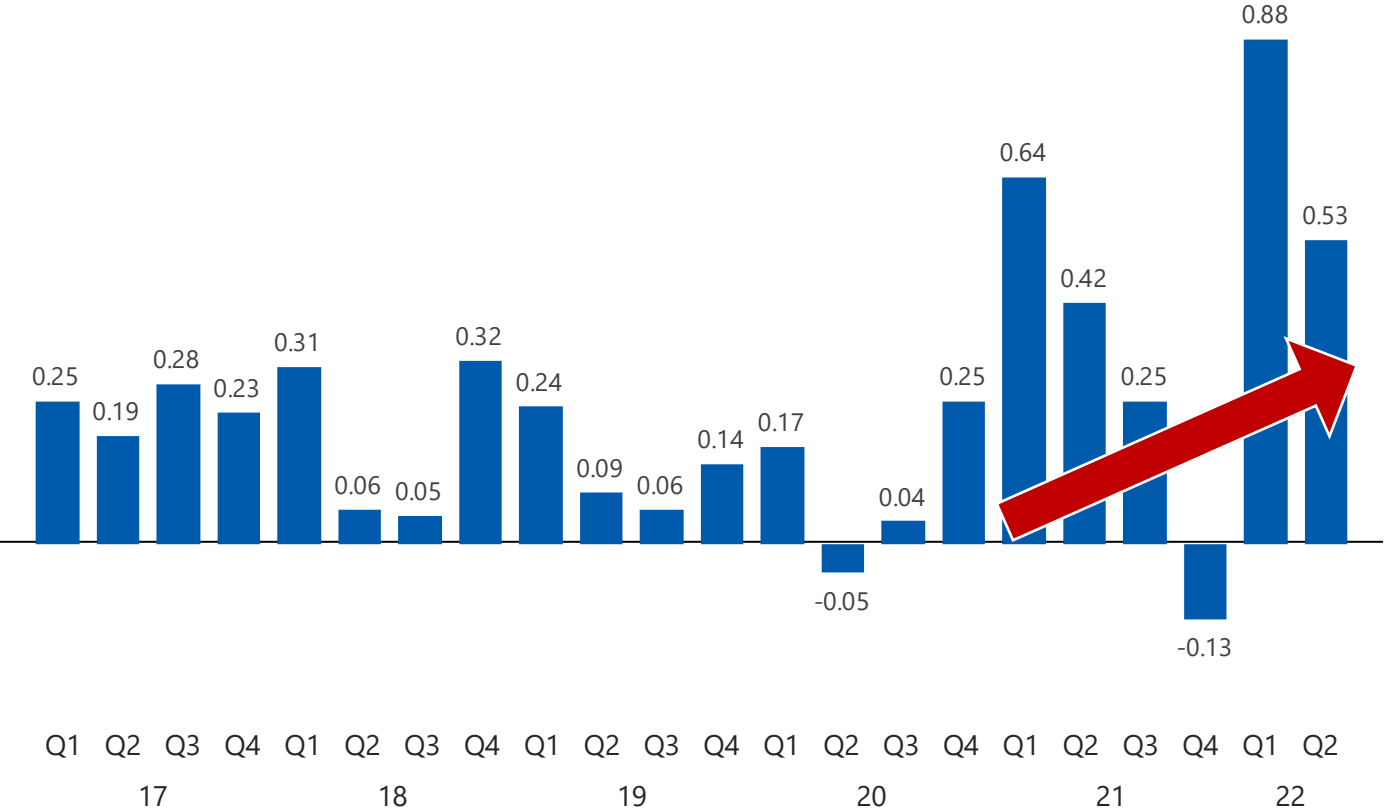
Revenue up
19.1%
YoY

- Internet Research/Other
- Internet Media
- Online Advertising

Online Advertising & Media | Operating Profit

(JPY billions)

Compared to the same period last year (old v.s. old)



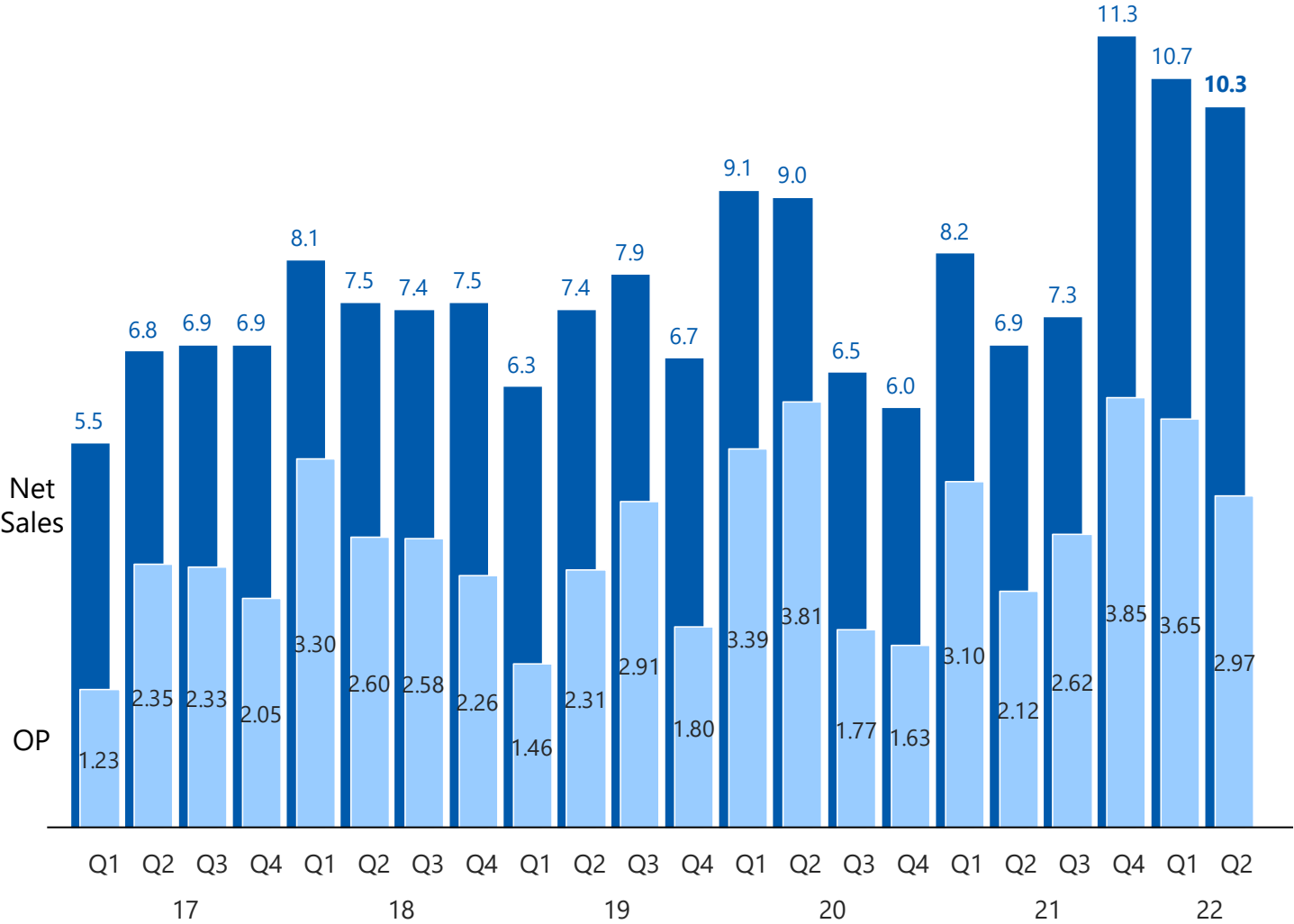
Profit up
25.5%
YoY

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Internet Finance | Historical Performance by Quarter

(JPY billions)

Compared to the same period last year (old v.s. new)



Revenue up

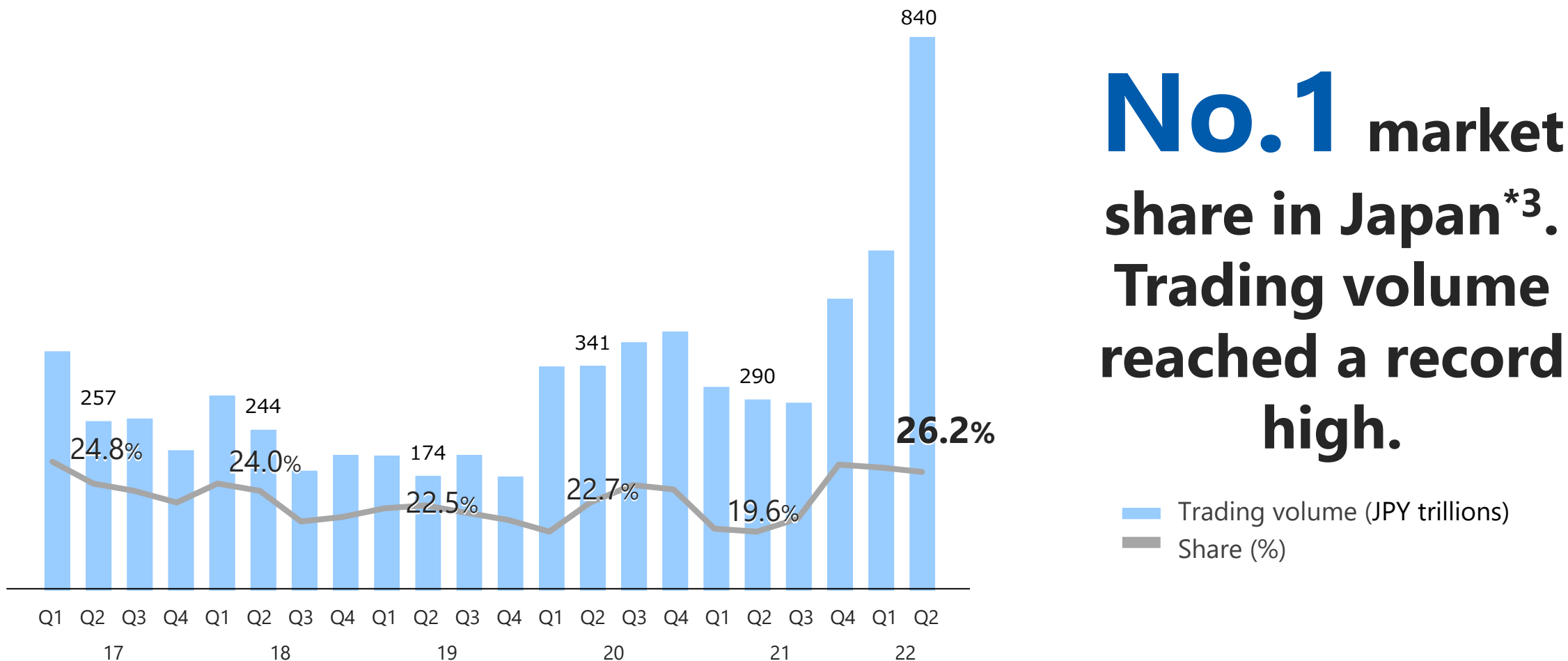
49.9%

Profit up

39.8%

YoY

Internet Finance | FX Trading Volume



Prepared based on Results Presentation of GMO Financial HD for Q2 of FY2022 and “Monthly Statistical Bulletin on Over-The Counter Retail FX Margin Trading” published by the Financial Futures Association of Japan (FFAJ)

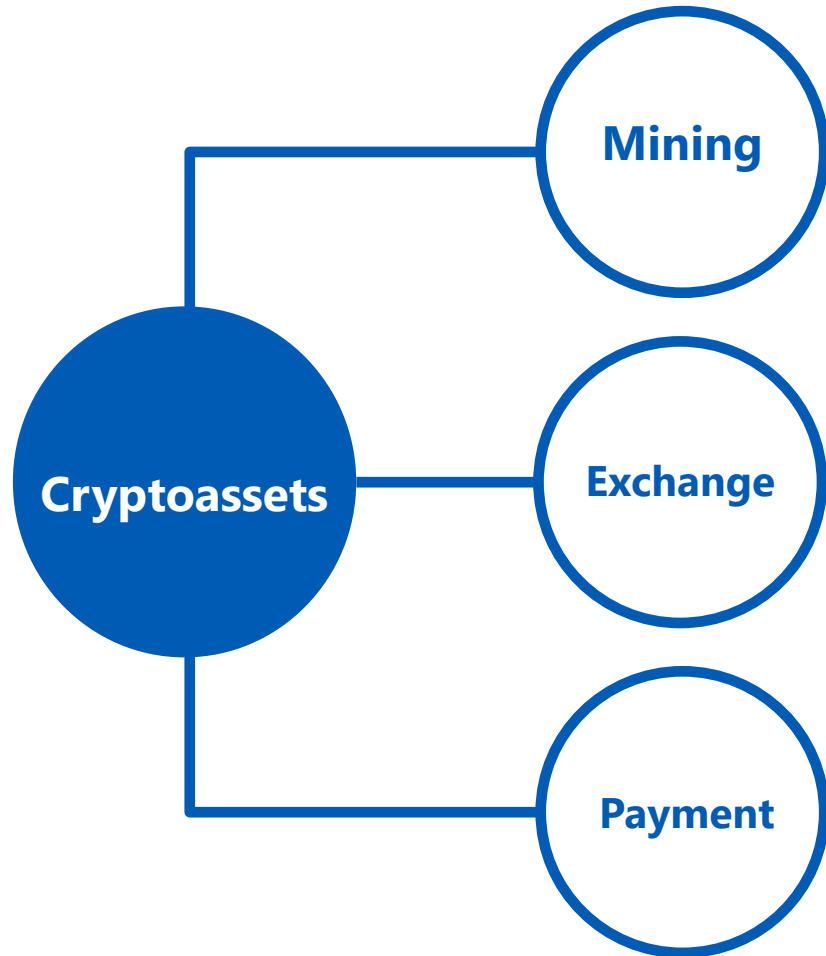
*1: Aggregate of the trading volume of GMO CLICK Securities, FX PRIME byGMO, and Gaika ex byGMO

*2: 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.

*3: According to GMO CLICK Securities

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4. Topics

Cryptoassets business



Cryptoassets mining business

Cryptoassets exchange business

GMO Coin

Cryptoassets payment

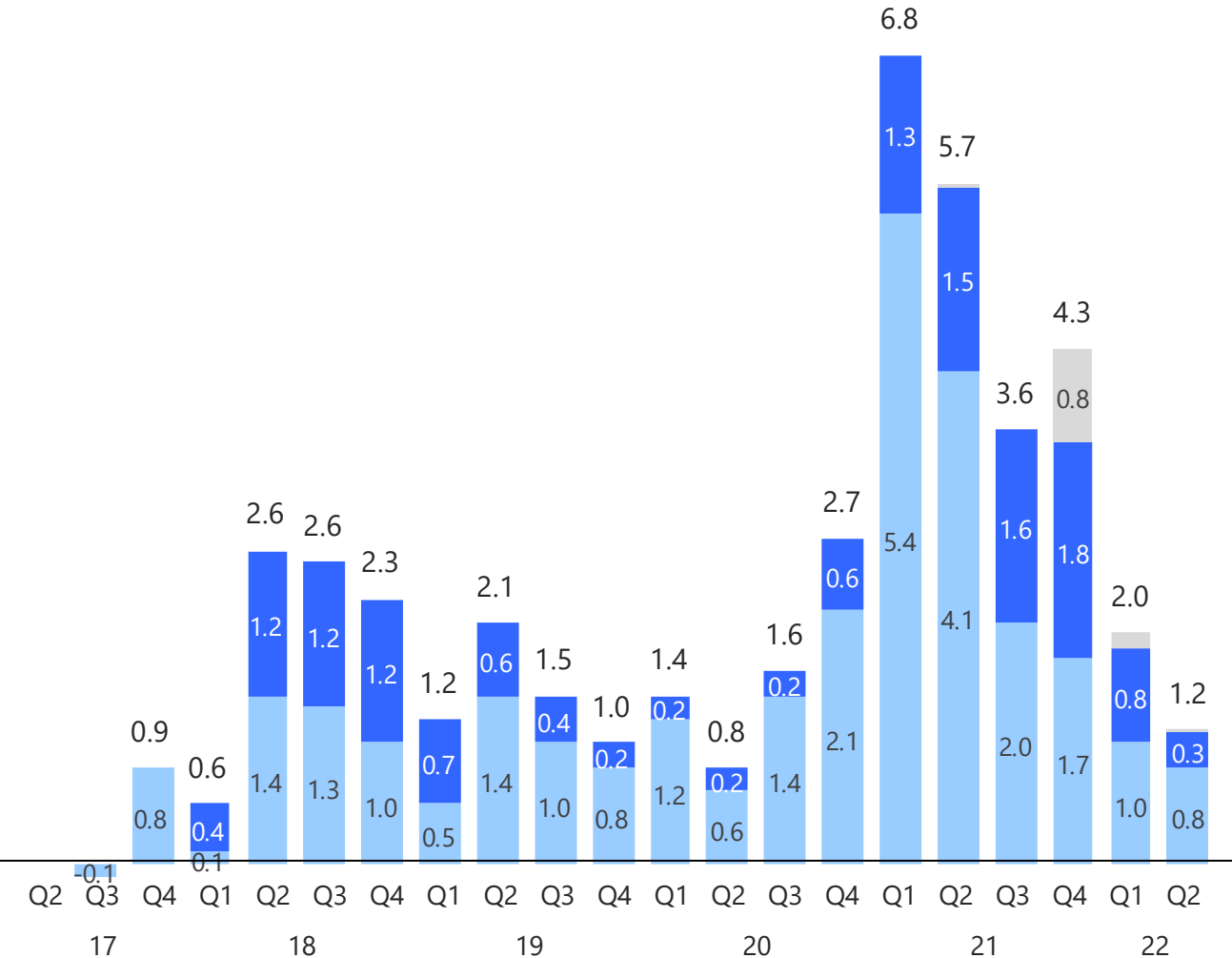
└ Issue stablecoin

GYEN Z USD
Digital JPY Digital USD

Cryptoassets business | Net Sales

(JPY billions)

Compared to the same period last year (old v.s. new)



Revenue down
77.4%
YoY

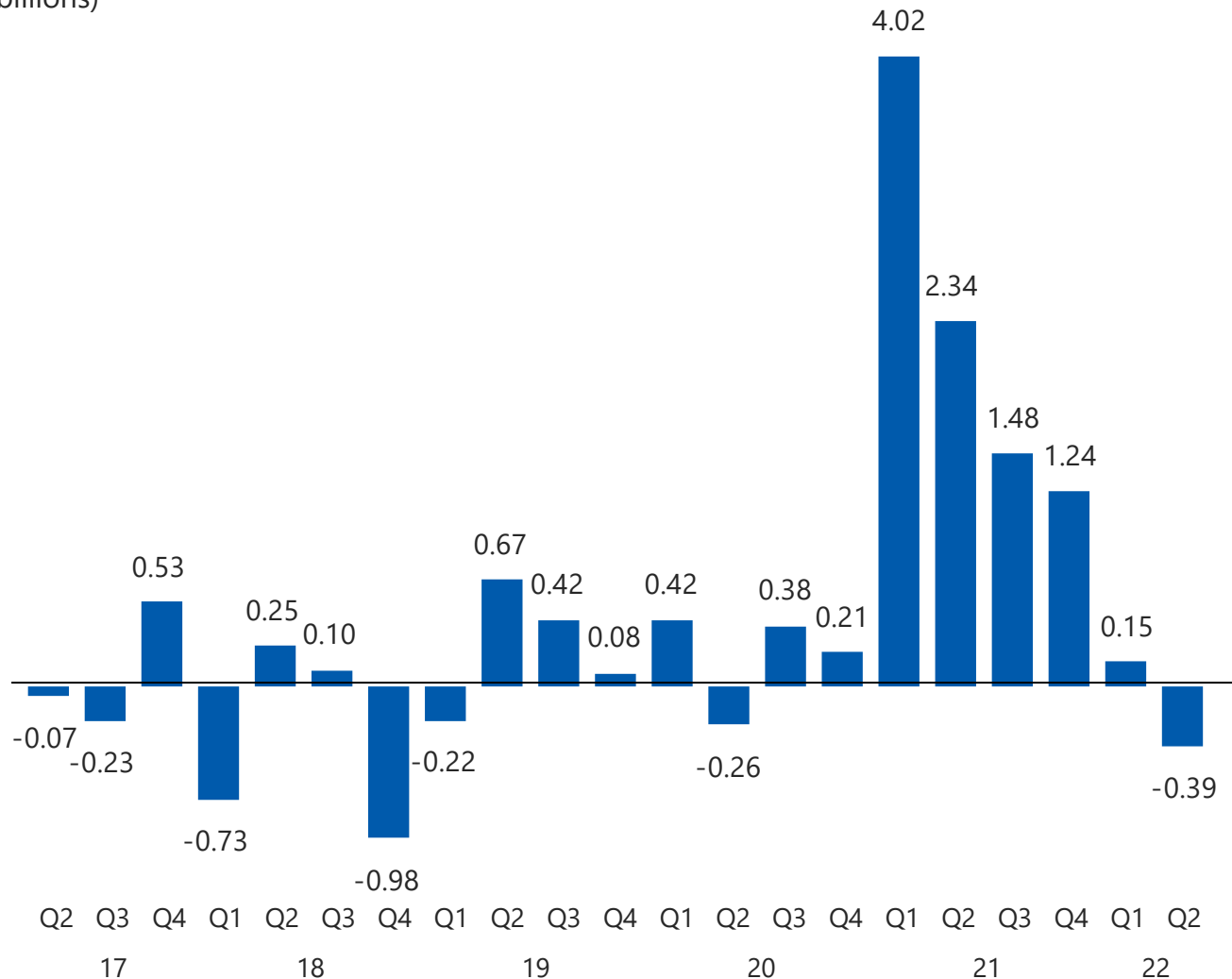
payment
mining
exchange

Cryptoassets business | Operating Profit

(JPY billions)

Compared to the same period last year (old v.s. new)

Operating loss
JPY **0.39B**



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**Japan's strongest white hat hacker
organization**

Enhance group service defense

White hat hacker education within the group

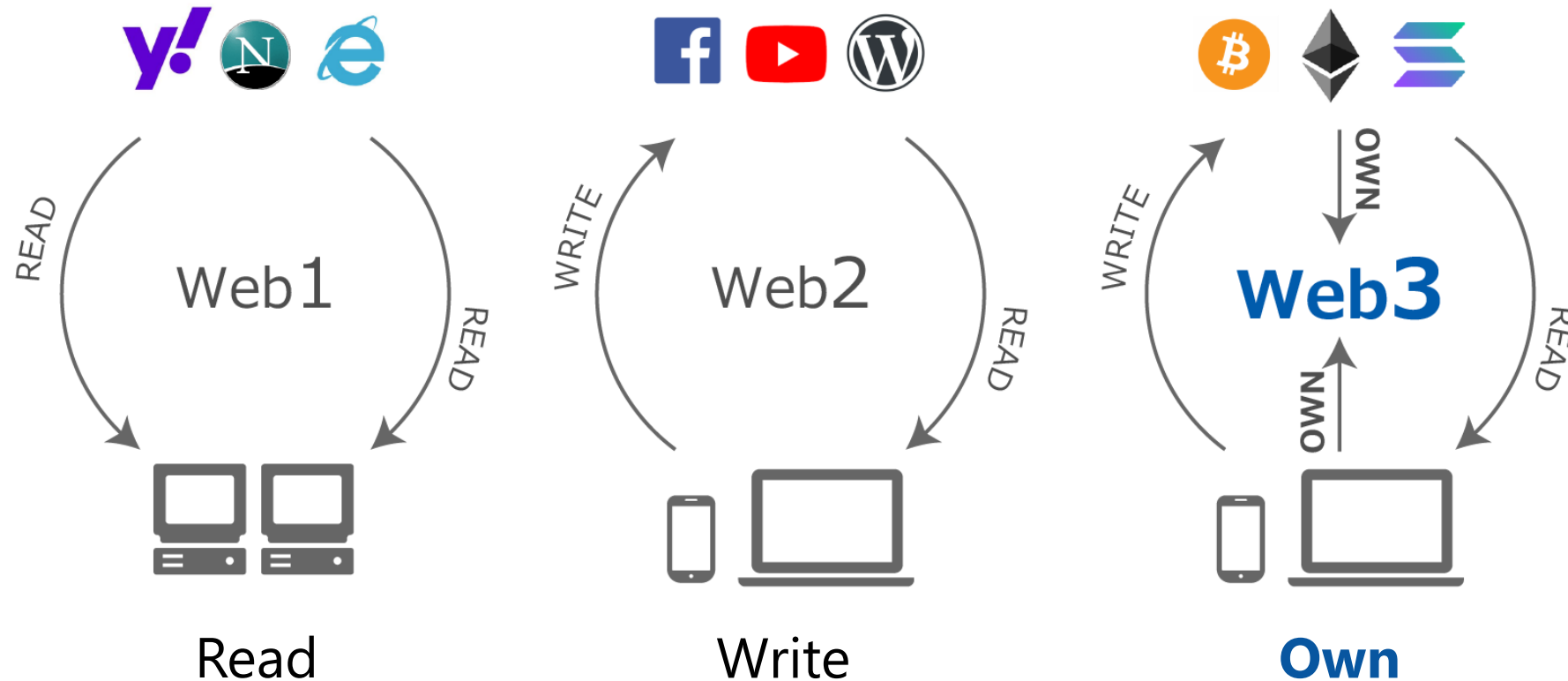
GMO Cybersecurity for Bank

Development of SaaS products

Working on Web3 area

Web3

Services using blockchain and cryptoassets are collectively referred to as the Web3. Global trends.



Working on Web3 area

Accumulated know-how of blockchain and cryptoassets since 2015

Cryptoassets mining



Cryptoassets exchange



Stablecoin



NFT marketplace



NFT domain



Goods creation with NFT contents



Blockchain vulnerability diagnosis



Metaverse

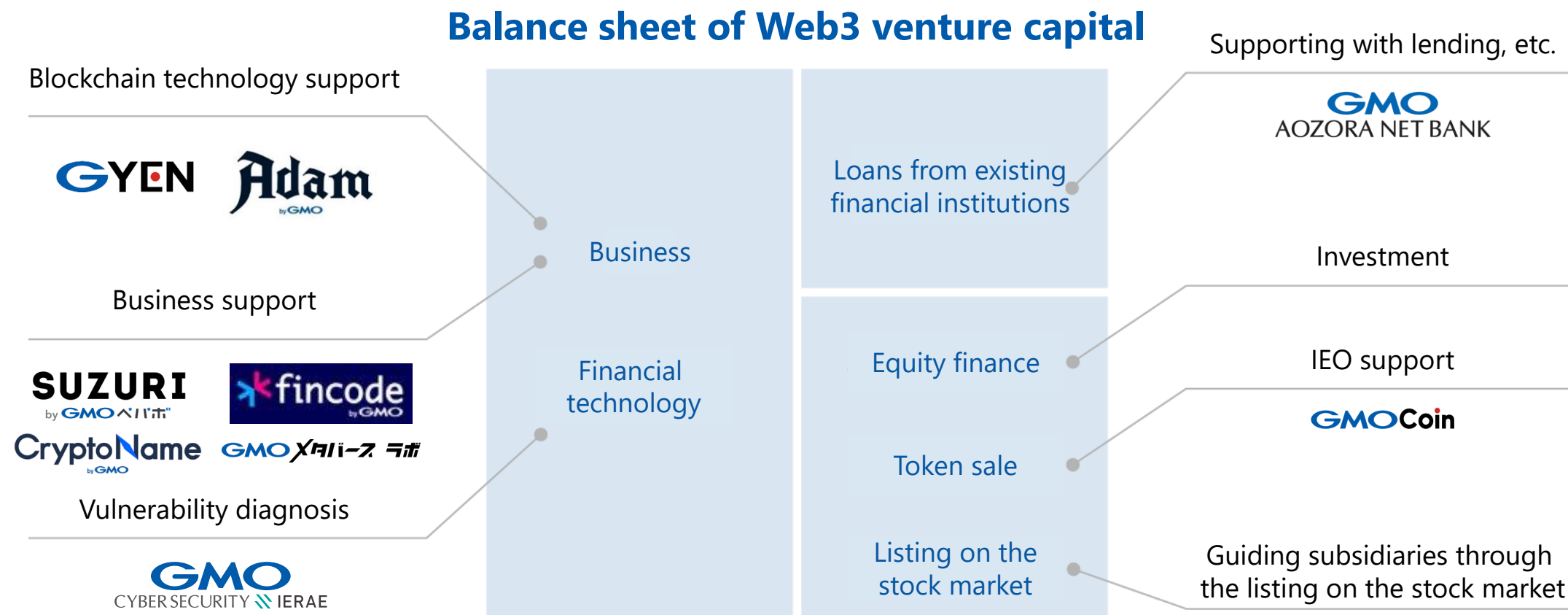


Establishment

Hands-on corporate venture capital (CVC) that specializes in the Web3 venture capitals

GMO Web3

Supporting the Web3 venture capital issues with technologies. Planning to make investment.



With internal and external experts as Directors and an Advisor



Chairman
Masatoshi Kumagai



Representative
Director and CEO
Tomohiro Uchida



Director
**Masakazu
Masushima**



Director
Yuki Naito



Director
Toshiaki Horiuchi



Director
Kentaro Sato



Director
Kentaro Nakamura



Director
Makoto Makita



Satoshi Makita
GMO Internet, Inc.



Director
Kosuke Kotani



Director
Takeo Hayashi



Advisor
Isao Moriyasu

Changing company name

Changing company name

Date of entry into force (planned): September 1, 2022

GMO Internet, Inc.



GMO Internet Group, Inc.

Internet for Everyone

GMO



We are planning on making an earnings announcement for FY2022 third quarter after 3 pm on November 14, 2022.

This document includes projections based on expectations, premises and plans as of August 8, 2022. 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 Overview

□ Finance conditions and policy

□ Consolidated results

□ ESG activities

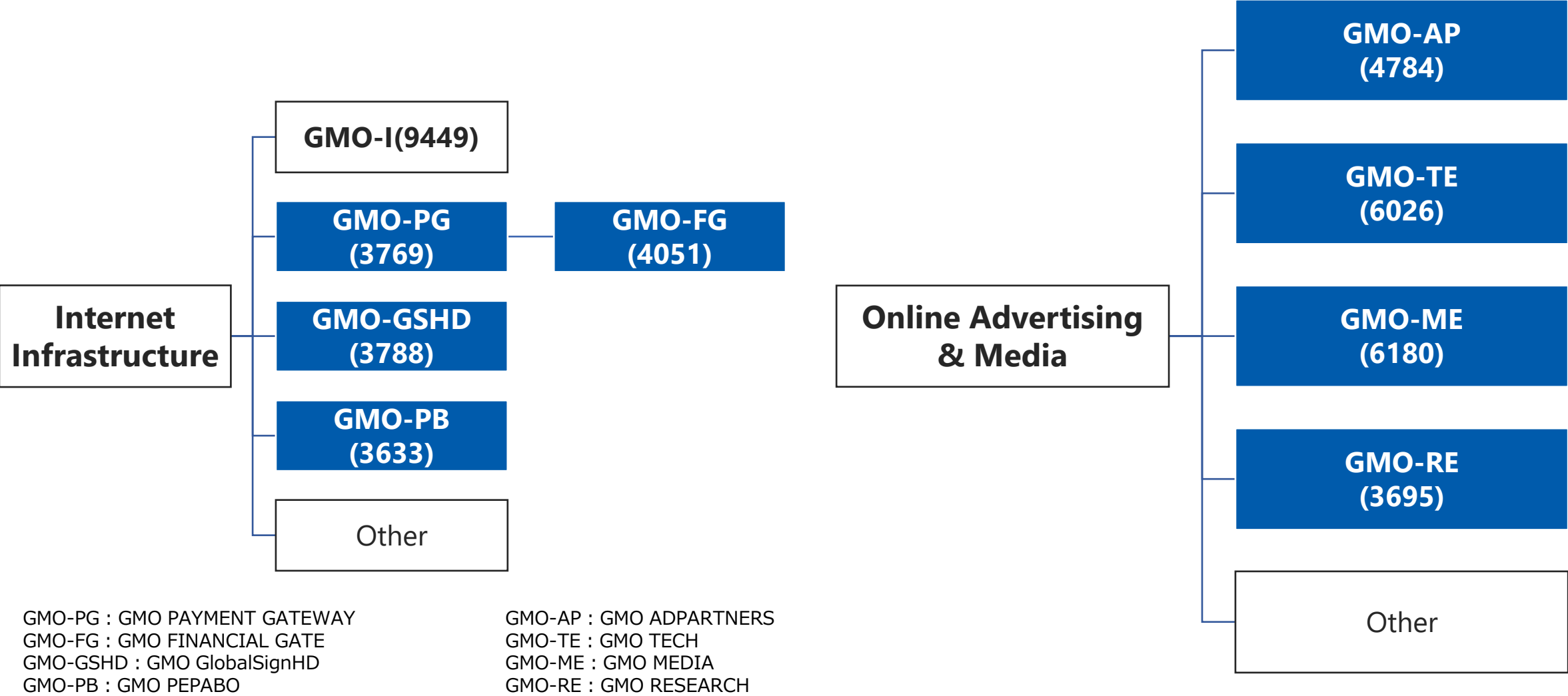
Group Overview

Decentralized group management in order to adapt rapid changes of Internet industry.

Company Name	GMO Internet, Inc.
Founder, Chairman and Group CEO	Masatoshi Kumagai
Address	(Group Head Office) Cerulean Tower 26-1 Sakuragaokacho, Shibuya-ku Tokyo (The 2nd Group Head Office) SHIBUYA FUKURAS1-2-3 Dogenzaka, Shibuya-ku, Tokyo
Established	May 24, 1991
Stock Listing	9449 (Tokyo Stock Exchange Prime Market)
Business Segments	Internet Infrastructure Online Advertising & Media Internet Finance Cryptoassets
Capital (including capital reserve)	JPY5.0 billion
Consolidated Staff	7,133
Group companies	104(As of June 2022)

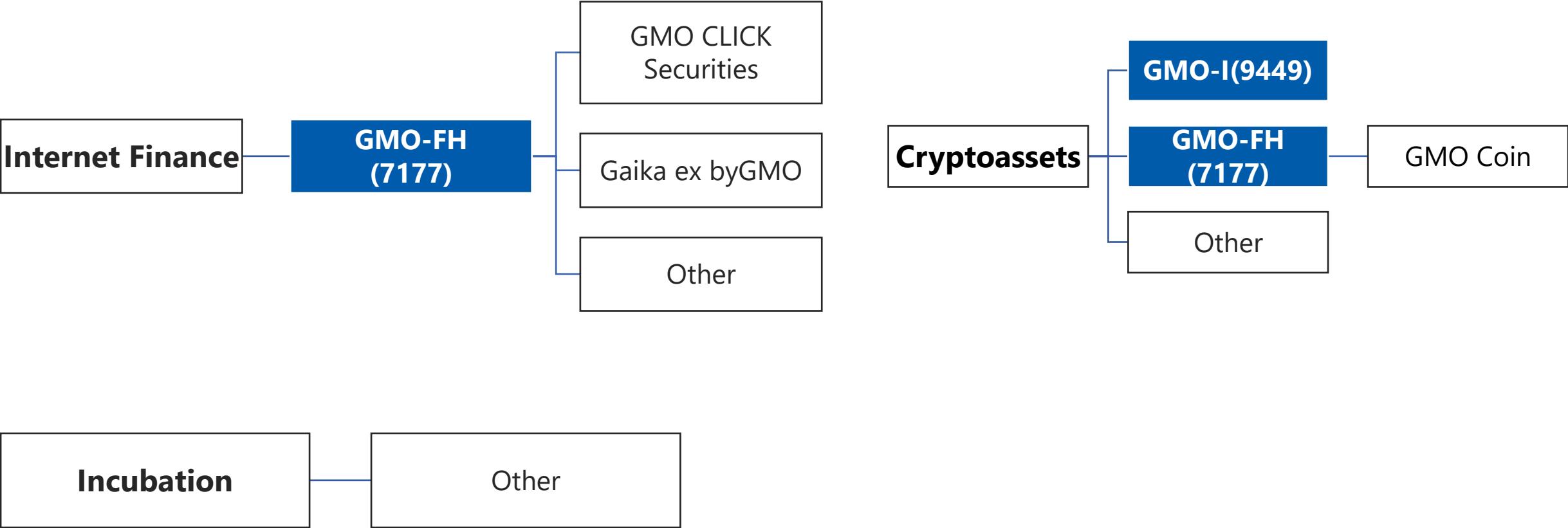


Group Structure by each segment(1/2)



Listed subsidiaries

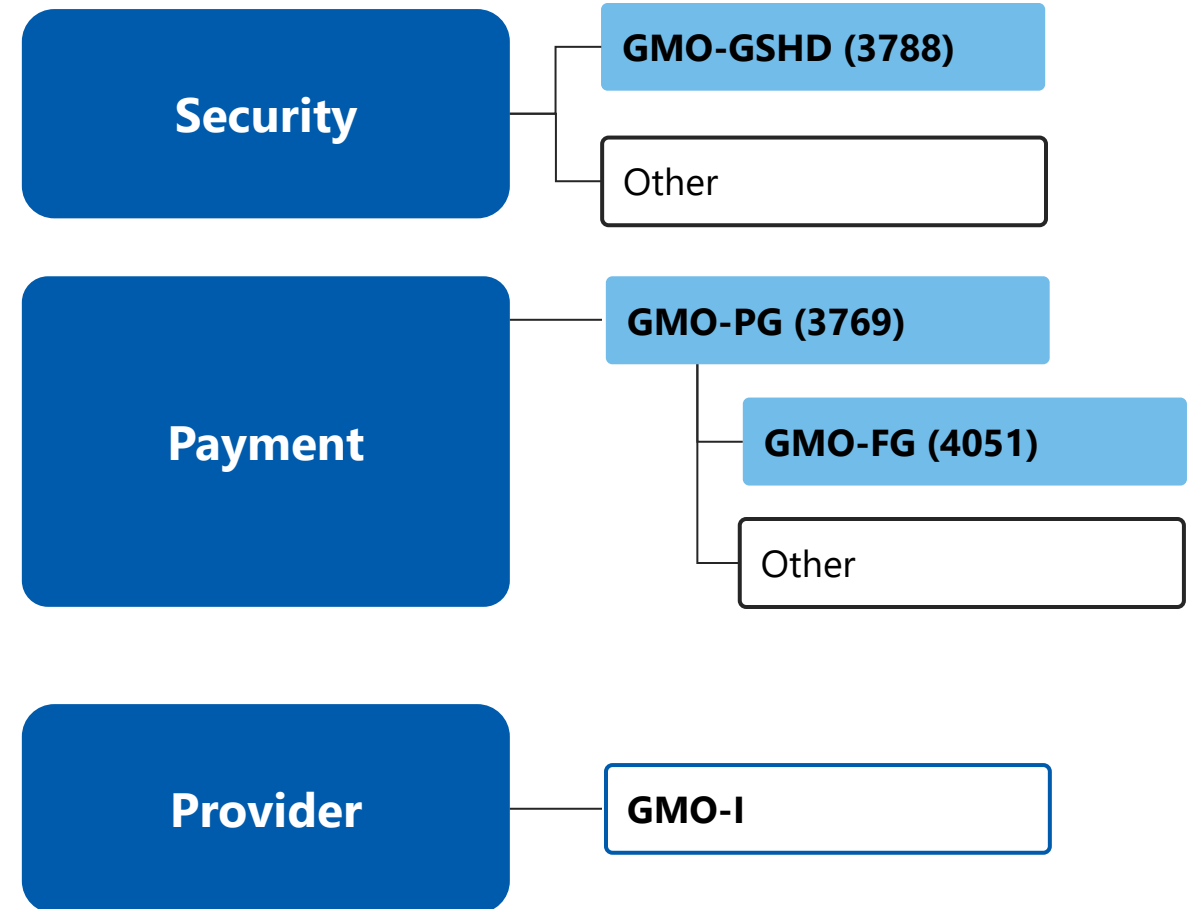
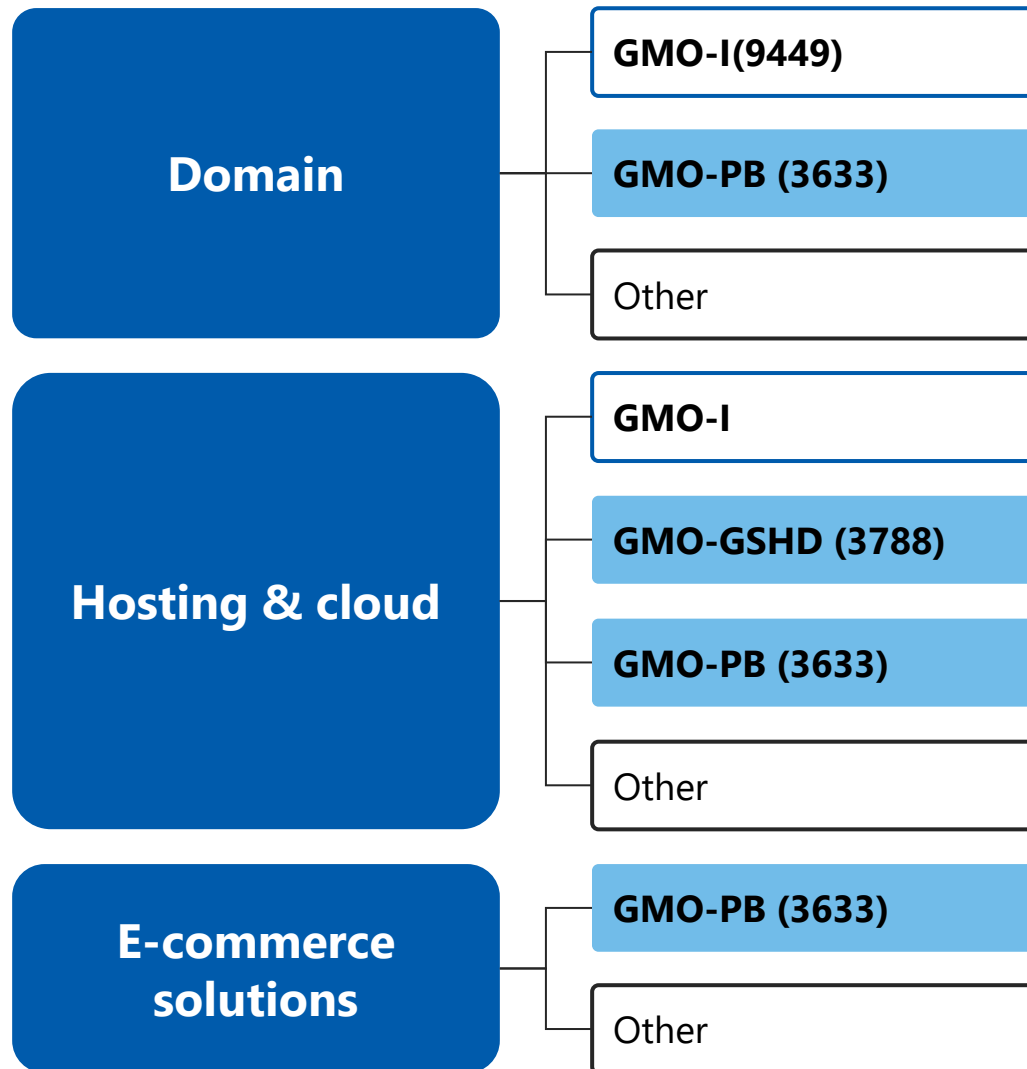
Group Structure by each segment(2/2)



GMO-FH : GMO FINANCIAL HD

Listed subsidiaries

Internet services operations



Listed subsidiaries
(stock code)

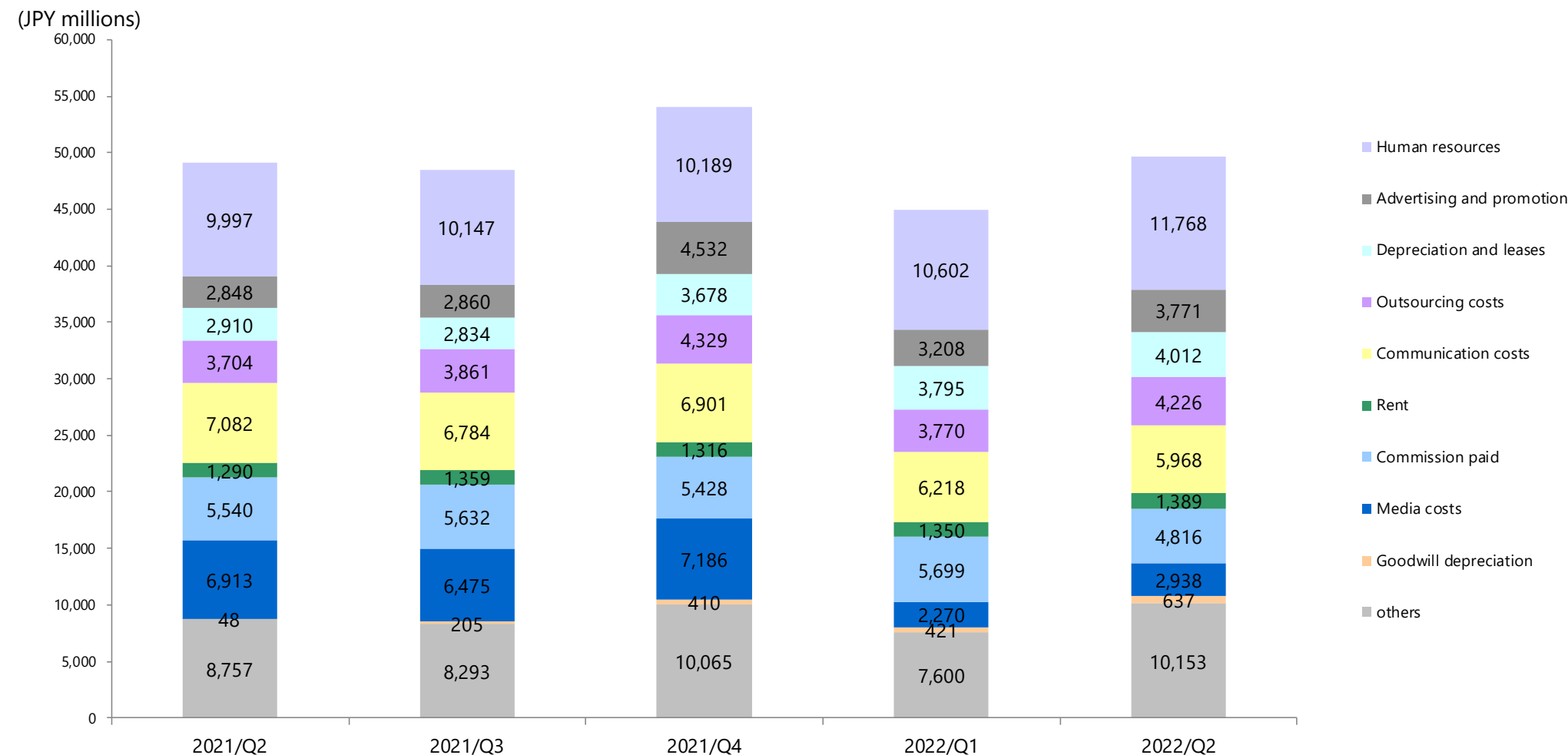
□ Group Overview

□ **Finance conditions and policy**

□ Consolidated results

□ Strategic Topics

Consolidated Cost Composition



Consolidated Balance Sheet

(JPY millions)	End of 12/2021	End of 6/2022	Change	GMO Financial HD (End of 6/2022)	GMO INTERNET (End of 6/2022)
Current Assets	1,292,984	1,301,883	8,899	950,877	67,125
Cash & Deposits	240,136	280,607	40,471	78,052	37,838
Fixed Assets	125,952	131,848	5,895	28,868	104,338
Goodwill	14,251	21,058	6,806	10,446	-
Software	10,181	10,864	682	2,723	702
Investment Securities	28,605	27,741	-864	4,436	55,265
Total Assets	1,418,936	1,433,731	14,795	979,745	171,463
Liabilities	1,278,533	1,261,242	-17,290	933,972	146,668
Interest-bearing debts	298,997	316,774	17,777	176,701	93,987
Net Assets	140,402	172,489	32,086	45,773	24,794
Non-controlling Minority Equity	66,802	93,546	26,744	2,166	-
Shareholders' Equity	73,548	78,904	5,356	43,606	24,794
Earned Surplus	35,756	43,014	7,258	42,945	26,202
(Shareholders' Equity Ratio)	5.2%	5.5%	+0.3pt	4.5%	14.5%
Liabilities/Net Assets Total	1,418,936	1,433,731	14,795	979,745	171,463

Consolidated Profit and Loss

(JPY millions)	Q2'21 (1-6/2021)	Q2'22 (1-6/2022)	Change	supplementary information
Net Sales	120,480	125,556	4.2%	
Gross Profit on Sales	64,059	80,087	25.0%	
Operating Profit	22,620	30,941	36.8%	
(OP Margin)	18.8%	24.6%	+5.9pt	
Non Operating Profit and Loss	1,000	2,541	154.1%	
Ordinary Profit	23,620	33,482	41.8%	
Extraordinary Profit or loss	231	19,226	8206.3%	
Profit before Tax	23,851	52,709	121.0%	
Corporate Taxes etc.	8,260	13,415	62.4%	
non-controlling interests	5,888	23,788	304.0%	
Profit attributable to Owners of the Parent	9,703	15,505	59.8%	

Finance policy

■ Investment Policy

Avoid excessive risk-taking, considering balance of Shareholders equity.

	As of June FY.22	Future plans
Financial Activity	After June.2021, Issued unsecured straight corporate bond totally 51billion Yen.	①Try to issue debt finance from short term to long term. ②Continuous issuing Aiming to increase the absolute amount of Shareholders Equity, 100 Billion yen.
Shareholder returns	The status of Share Repurchases (as of July) Repurchased : 1.59M shares/To be purchased Up to 3M shares Total cost : JPY 4.25B /Up to JPY 5 B	Continue to carry out the acquisition of treasury stock, aiming to acquire approx.38.35M shares, which was issued when the capital had been increased due to withdrawal from Loan credit business from 2006 to 2007.
Credit rating	BBB+ (R&I)	Plan to maintain current rating and aiming to be upgraded. Having conversation with R&I before-hand, when decision making on a huge investment to be carried out.

□ Group Overview

□ Finance conditions and policy

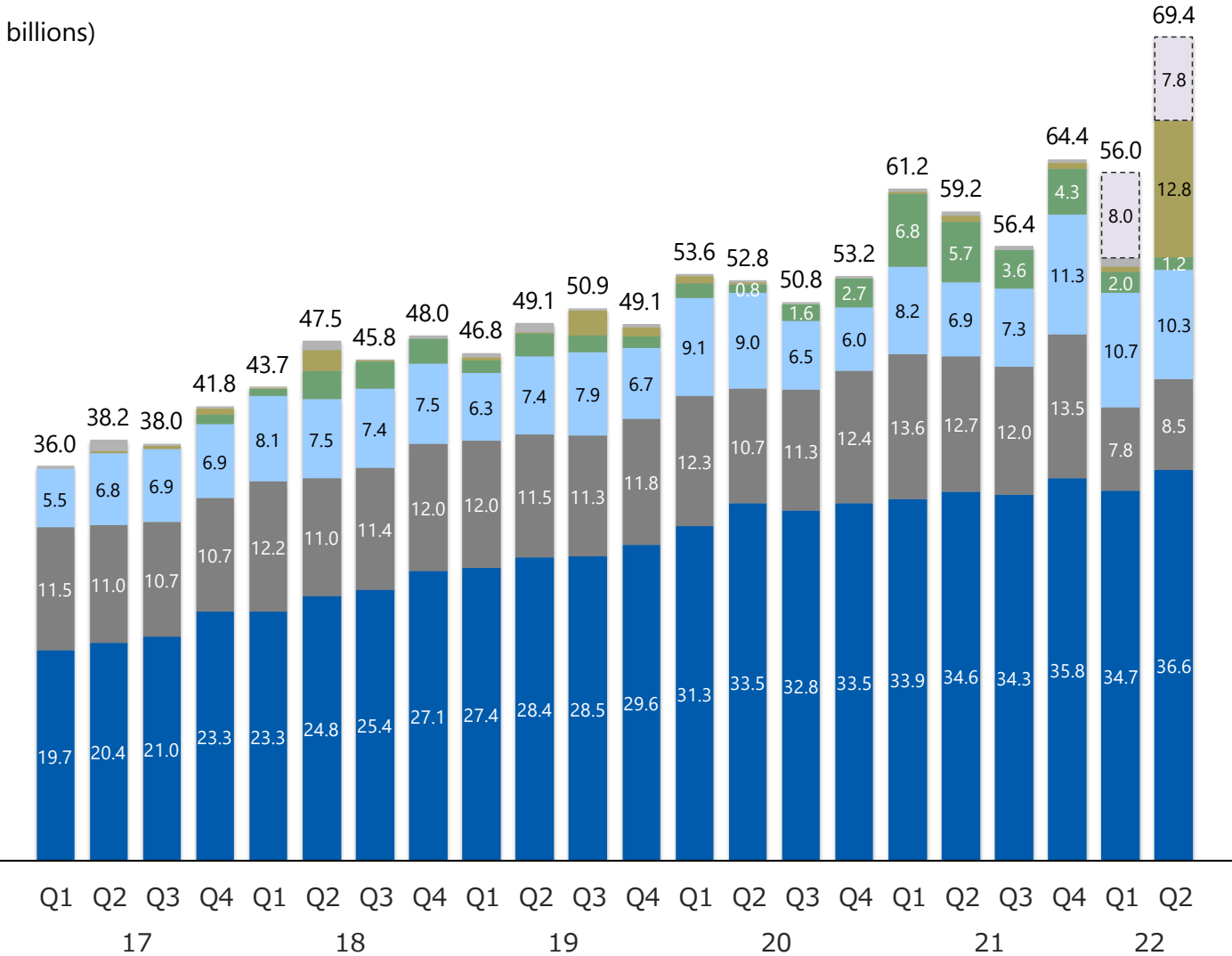
□ Consolidated results

□ ESG activities

Financial Results | Net Sales by Segment

(JPY billions)

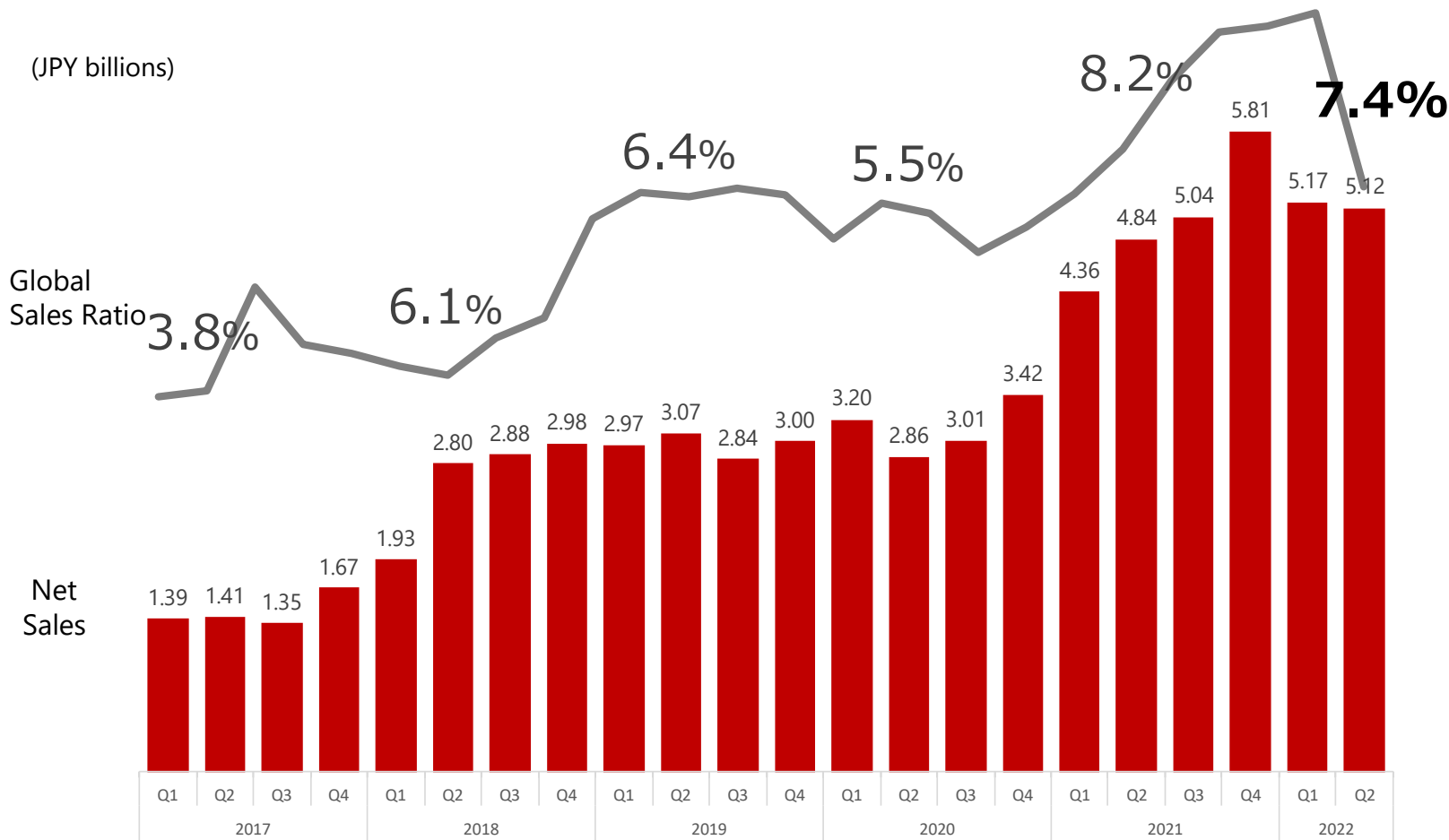
Compared to the same period last year (old v.s. new)



Revenue down
17.3%
YoY

- Difference between old and new standards
- Other
- Incubation
- Cryptoassets
- Internet Finance
- Online Ads/Media
- Internet Infrastructure

Global Operations | Global Net Sales



Net sales
YoY
5.8%UP

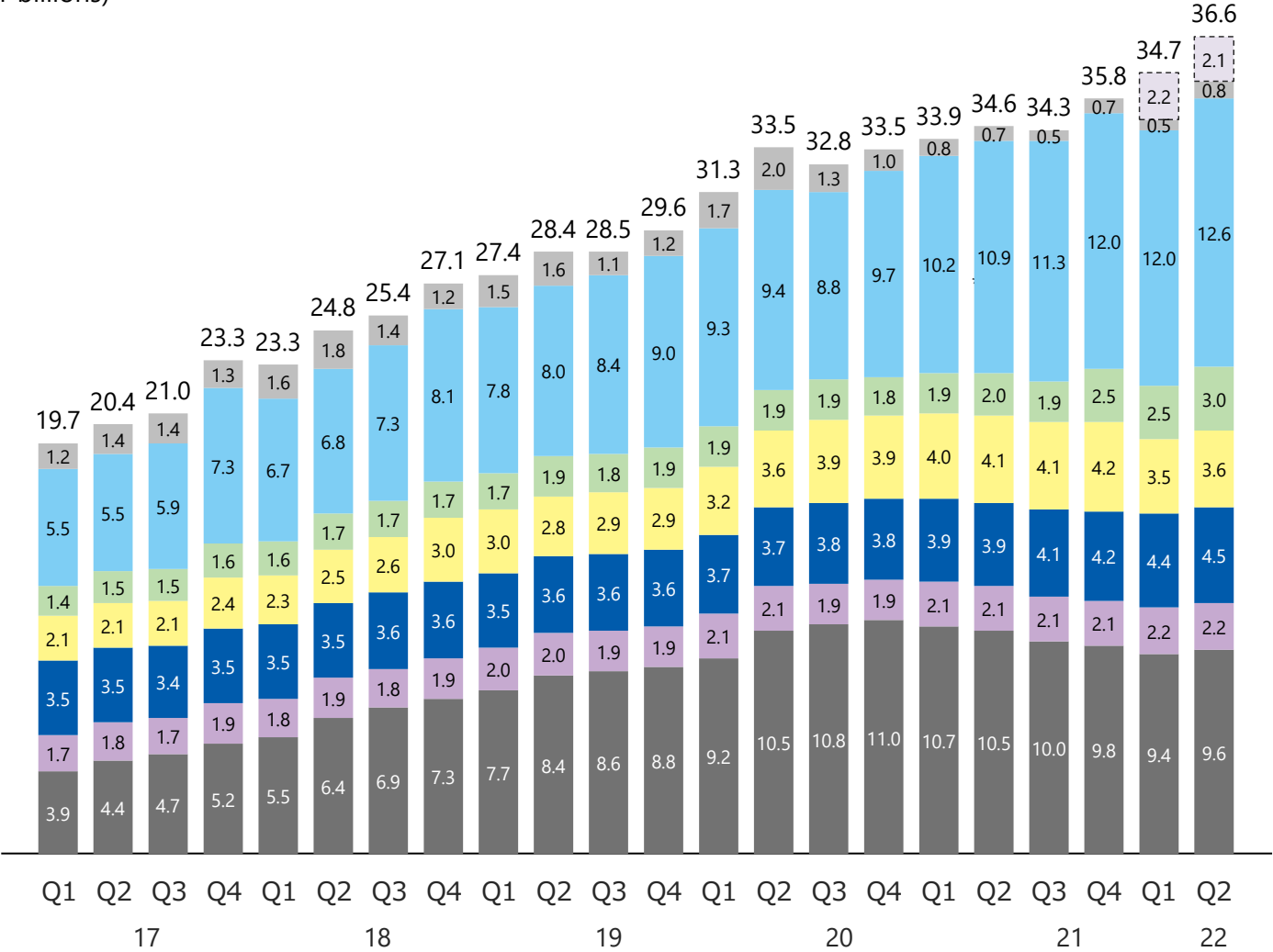
Since Q2 FY2020, MacroKiosk is no longer a consolidated subsidiary. We deducted MacroKiosk values from net sales retroactively to Q1 FY2017 in this chart.

Internet Infrastructure

Internet Infrastructure | Net Sales by Sub-Segment

(JPY billions)

Compared to the same period last year (old v.s. new)



Revenue up
5.8%
YoY

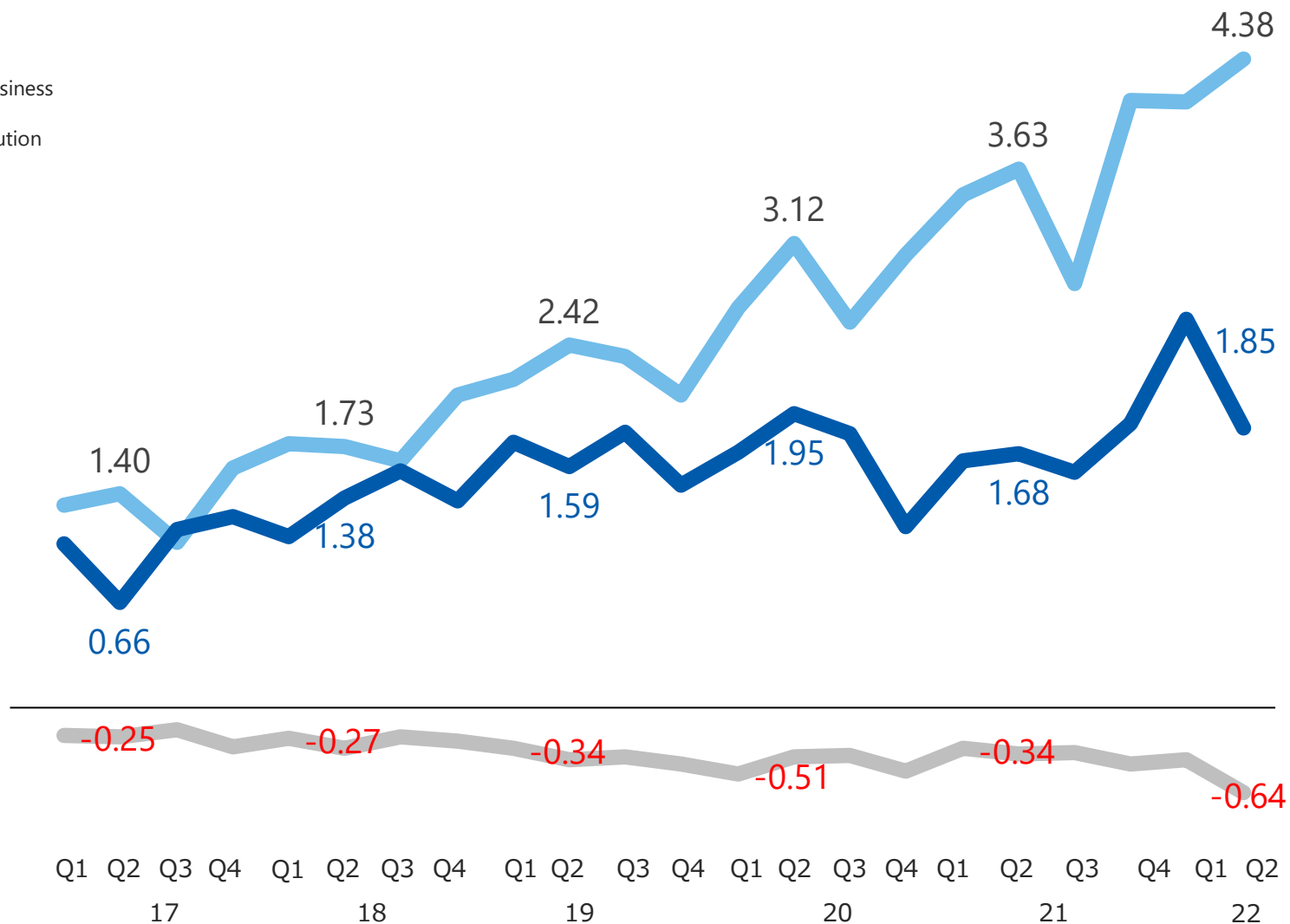
- Difference between old and new standards
- Other
- Payment
- Security
- Ecommerce Solutions
- Hosting & Cloud
- Domain
- Provider

* Numbers of domain and security businesses revised retroactively to Q1 FY2017 due to changes in the structure of the segment

Internet Infrastructure | Breakdown of Operating Profit

(JPY billions)

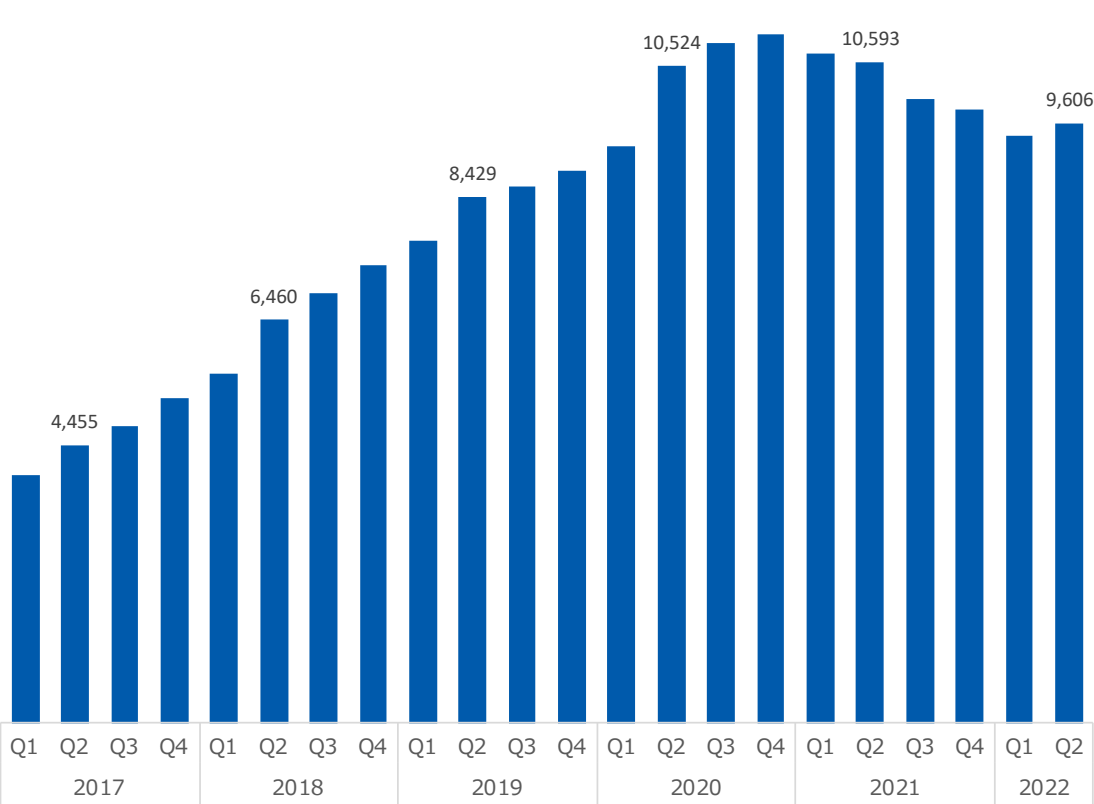
Payment business
Other
Cost distribution



Internet Infrastructure | Provider - KPIs

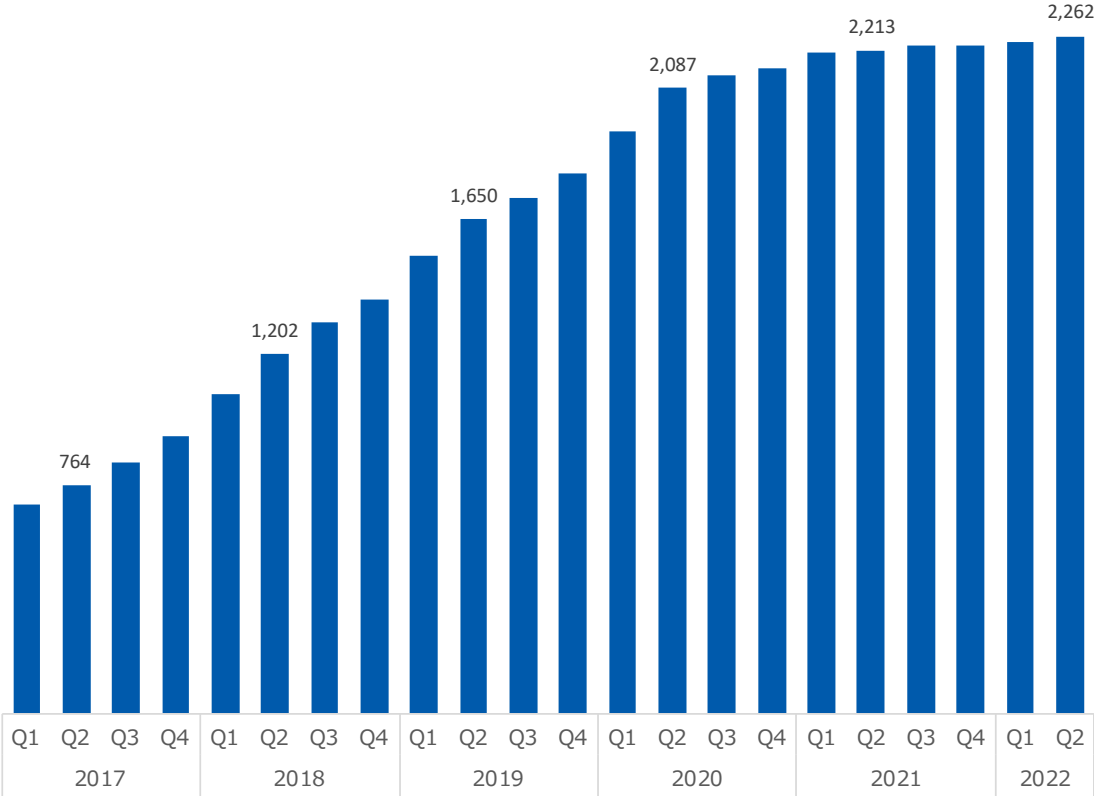
Revenue

(JPY millions)



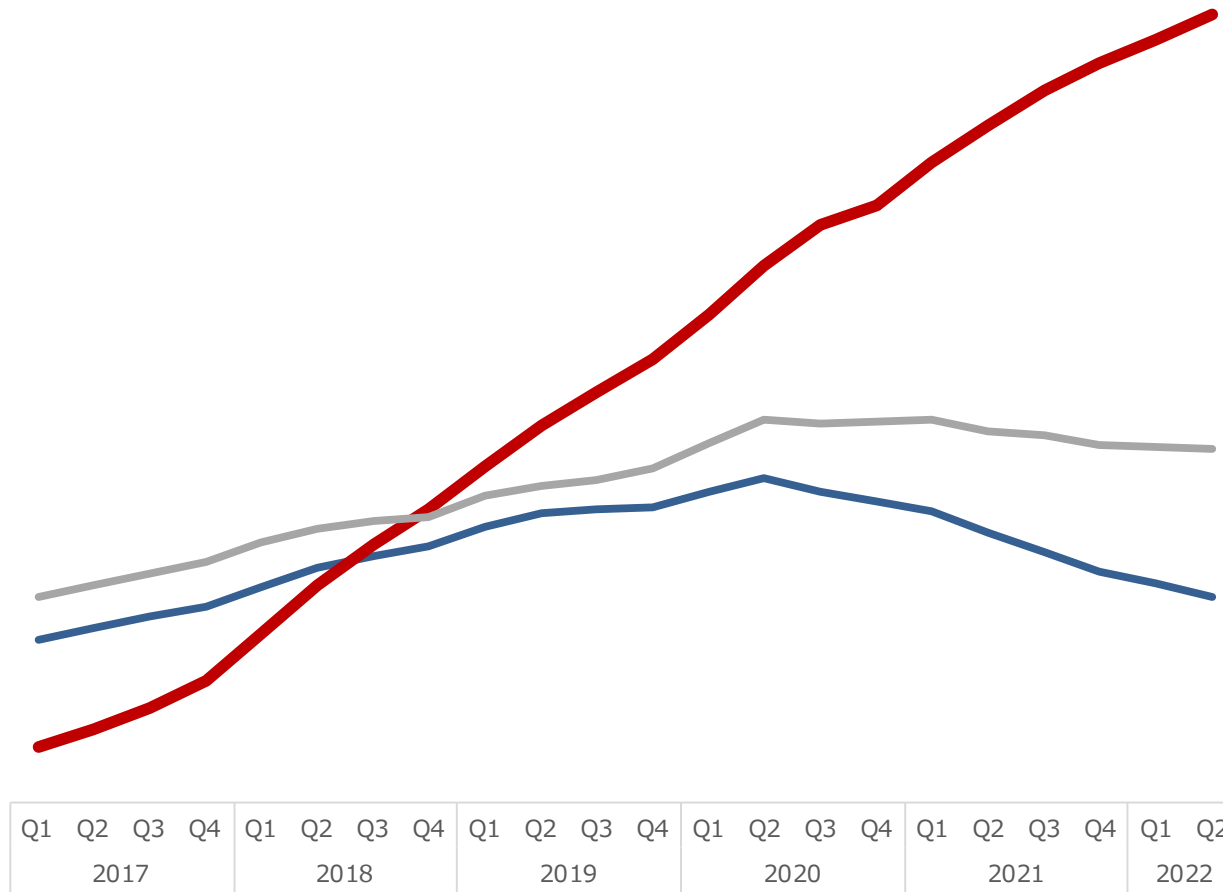
Subscriptions

(thousands)



※Difference between old and new standards : FY22Q1▲1,018 million yen,Q2▲881million yen

Internet Infrastructure | Provider - KPIs (number of lines)



Optical line

GMO光アクセス

(Since July 2021)

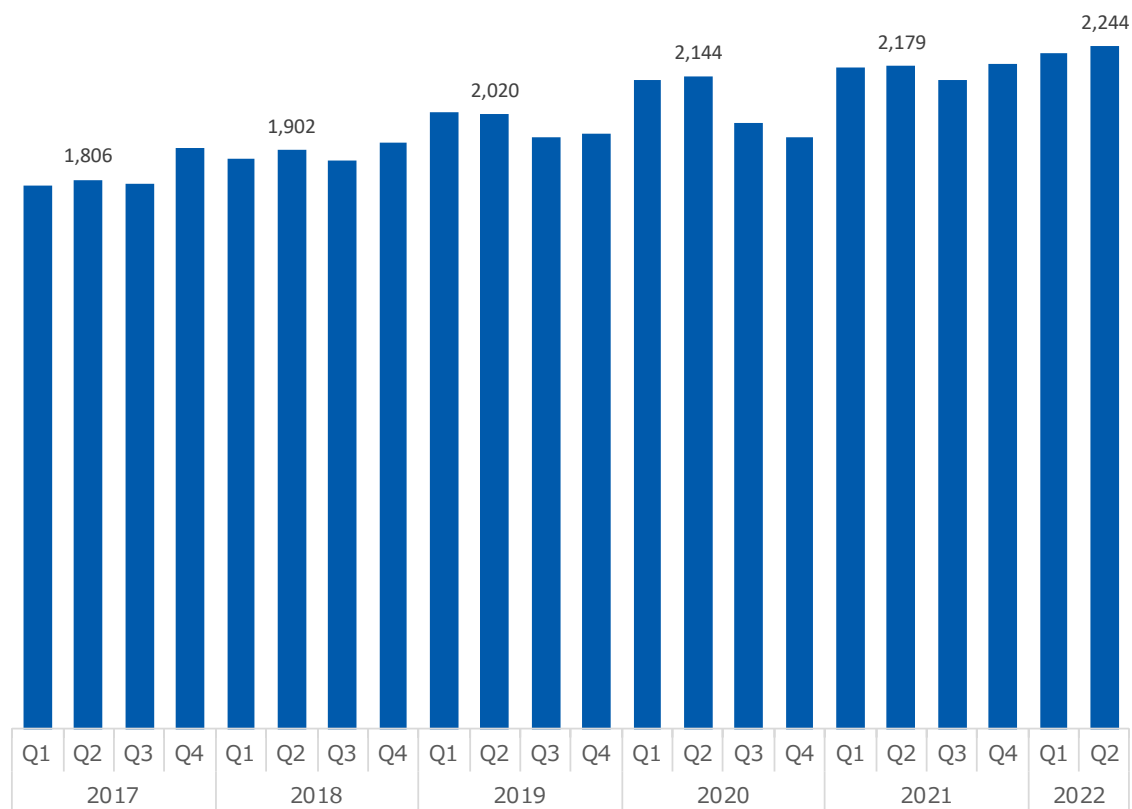
Others

Mobile

Internet Infrastructure | Domain Registration - KPIs

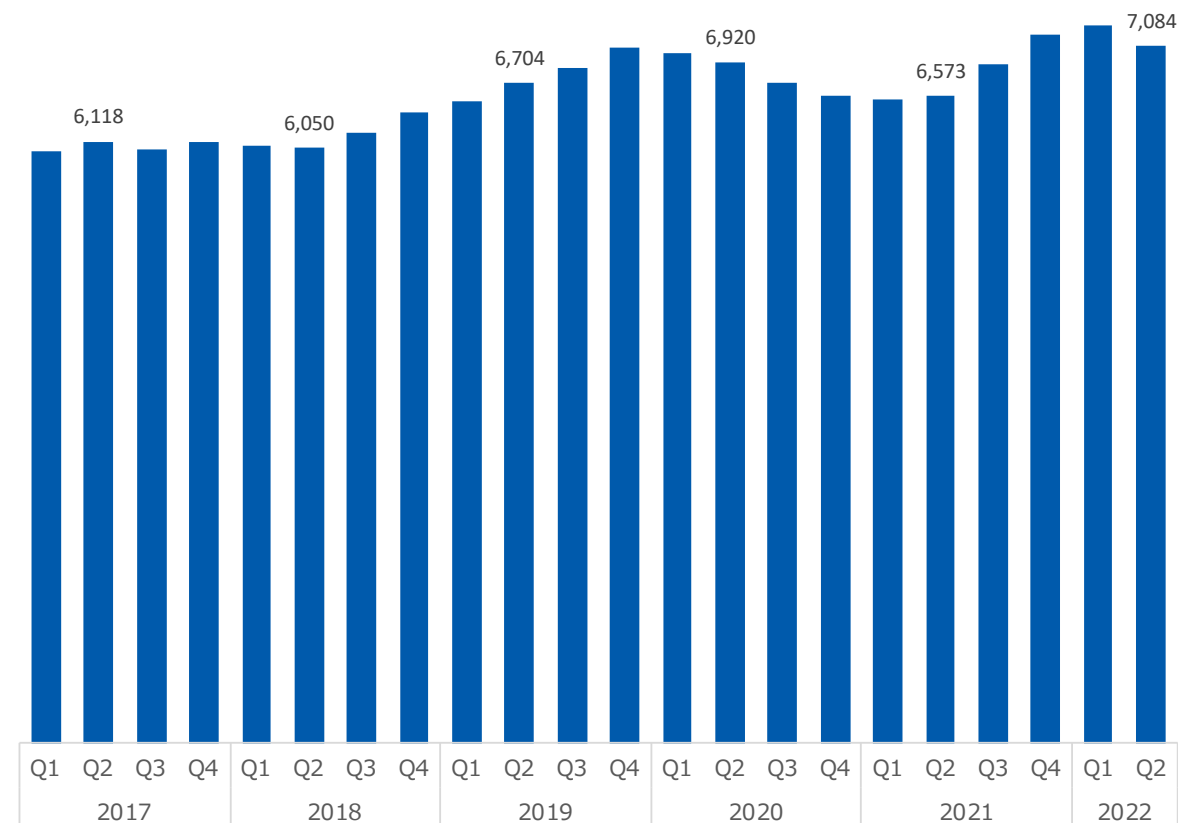
Revenue

(JPY millions)



Contracts

(thousands)



※Retroactive correction after FY2017 Q1,due to reorganization of subsegment

※ Difference between old and new standards : FY22Q1▲181 million yen,Q2▲177million yen.

Internet Infrastructure | Domain business

**Registry
(wholesale)**

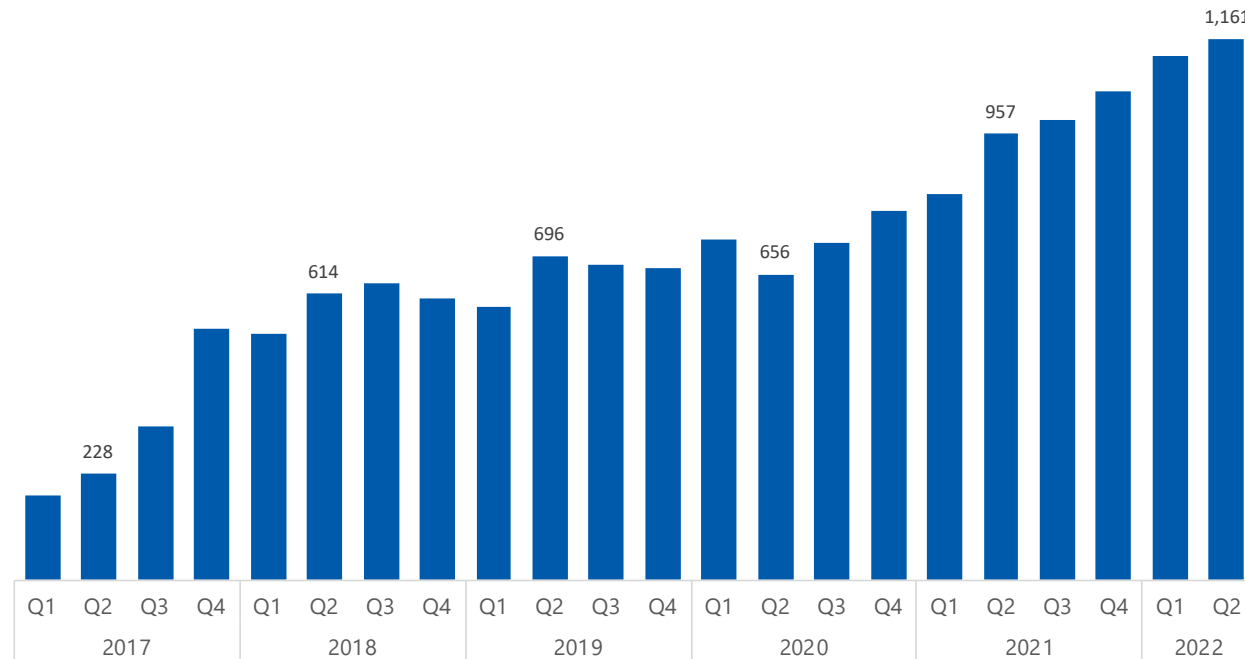
**Registrar
(registration/sale)**



Internet Infrastructure | Domain business“ .shop ”

Registration progress

(thousands)



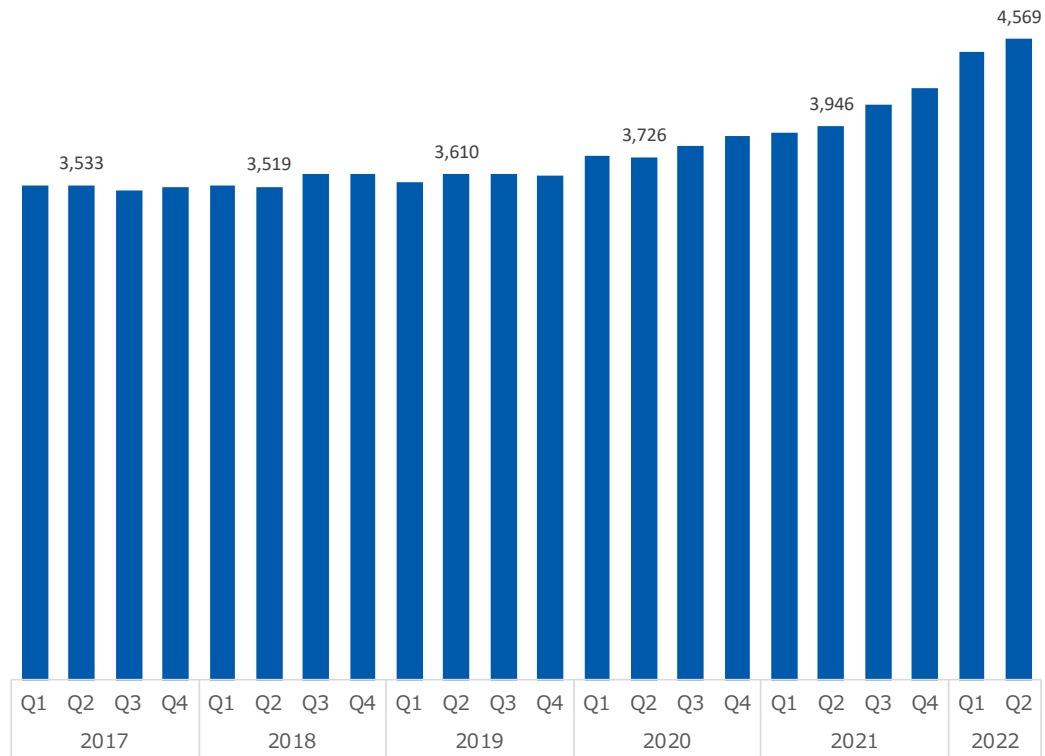
Renewal rate: **70.4%***

* Renewal rate for domains registered between September 2016 and May 2020 (2nd renewal)

Internet Infrastructure | Hosting & Cloud - KPIs

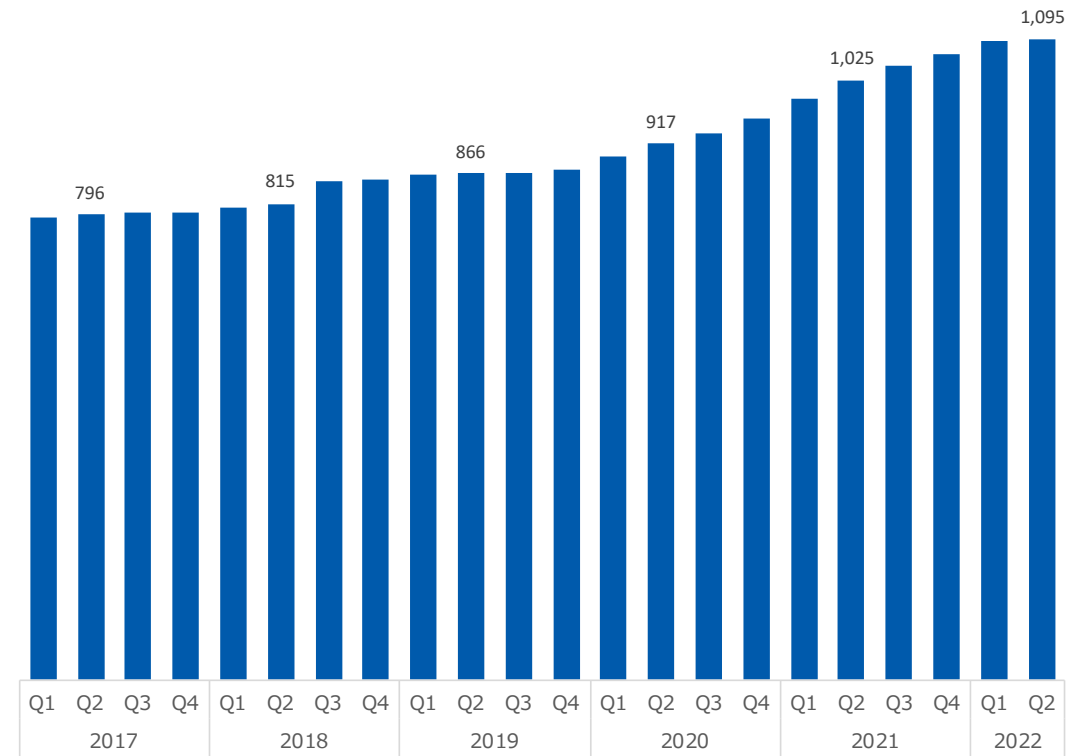
Revenue

(JPY millions)



Contracts

(thousands)



Difference between old and standards: FY22,Q1▲3million yen,Q2▲4million yen.

Broad ASP shopping cart businesses

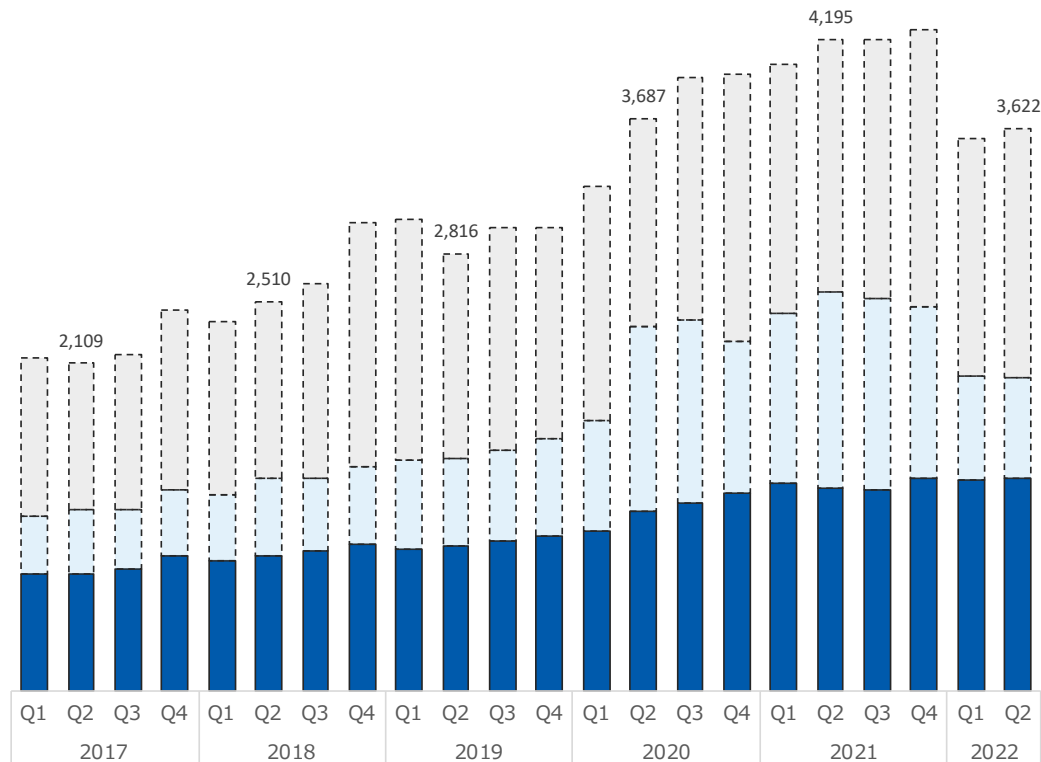
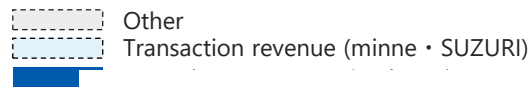
Recurring revenue and transaction revenue through a natural cross-selling

Feature	Online store	Payment
Service		
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

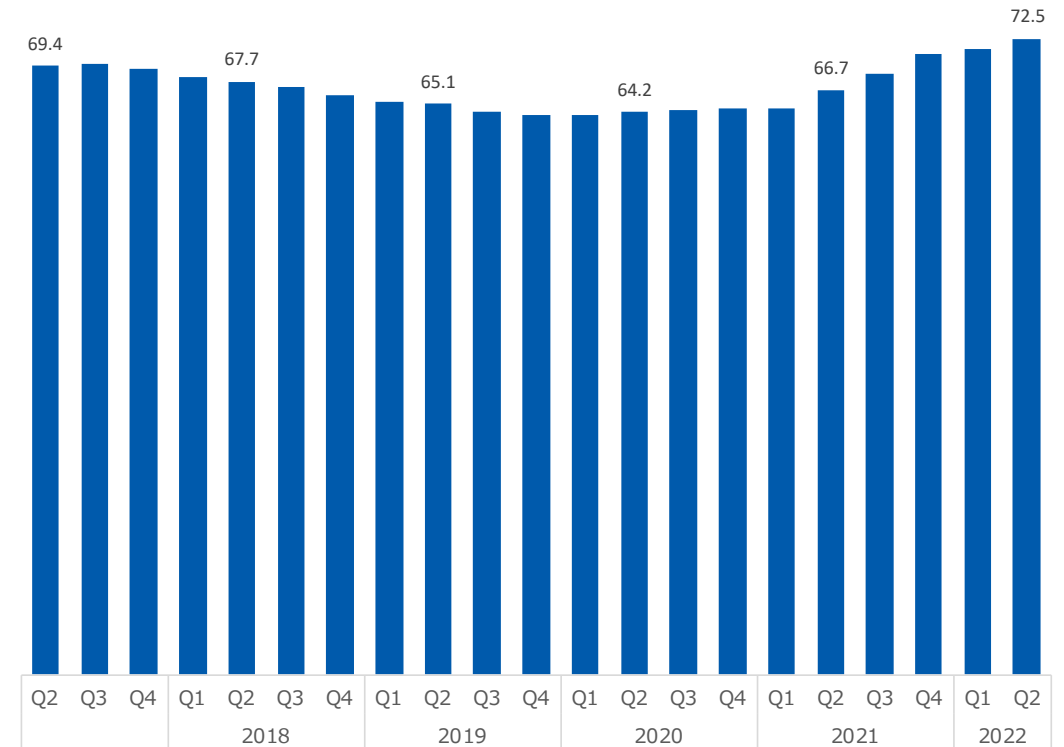
Revenue

(JPY millions)



Contracts (ASP shopping cart)*

(thousands)



Difference between old and new standards: FY22Q1 ▲702 million yen, ▲694million yen.



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

*The number of customers using a free plan of Color Me Shop! has been added since Q2 FY2021.

Internet Infrastructure | Security business

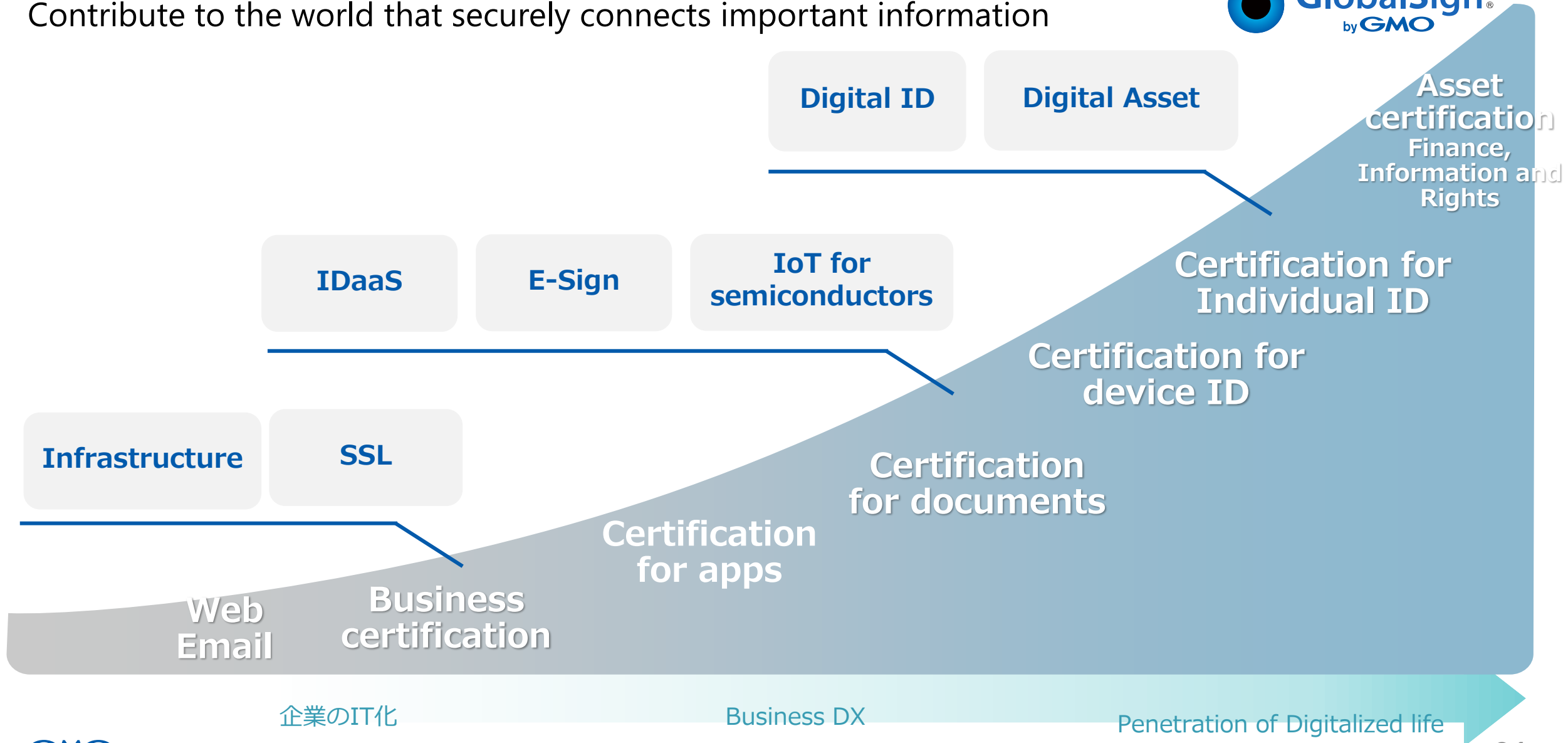


Having our own Certificate Authority, we can provide both of types

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

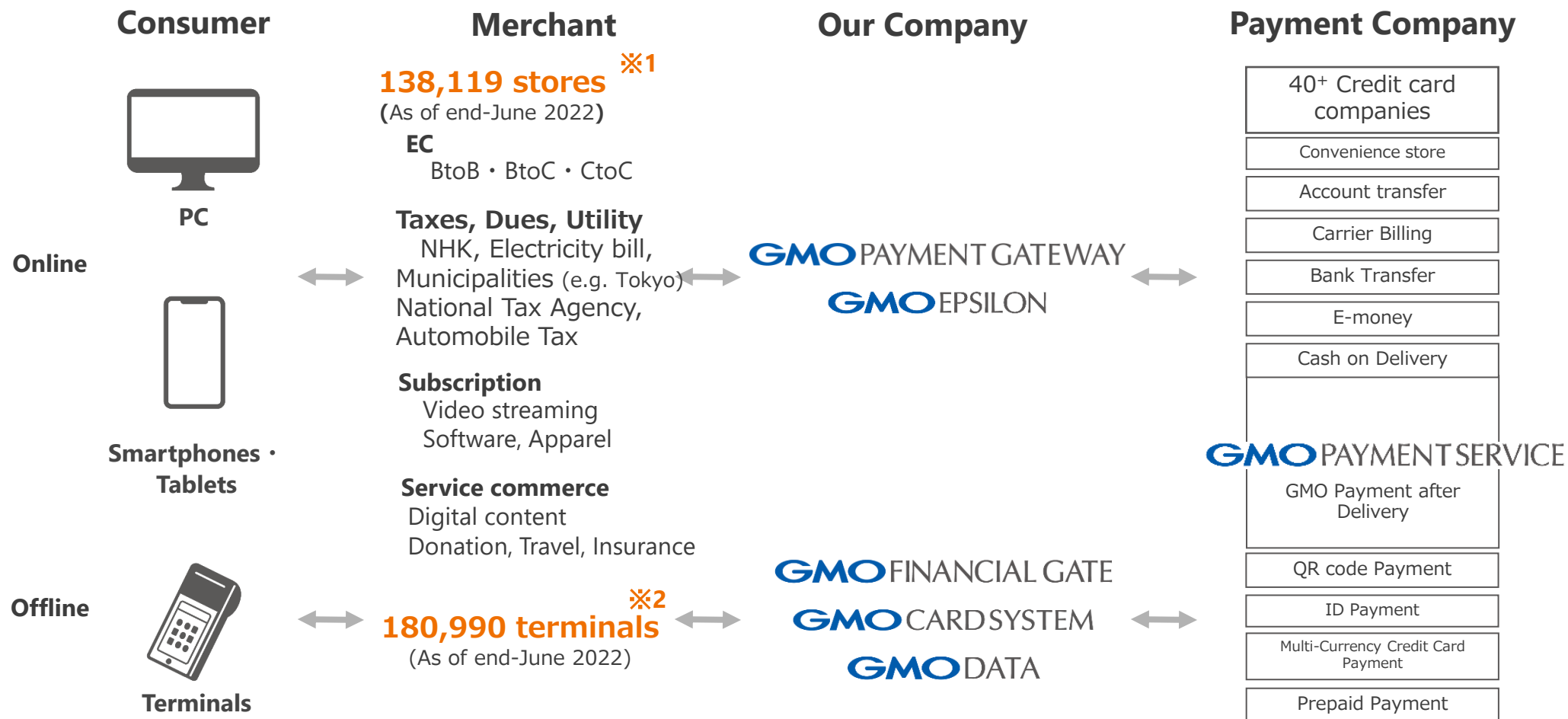
Internet Infrastructure | Security business | Our vision

Contribute to the world that securely connects important information



Internet Infrastructure | Payment processing - Overview

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



etc.

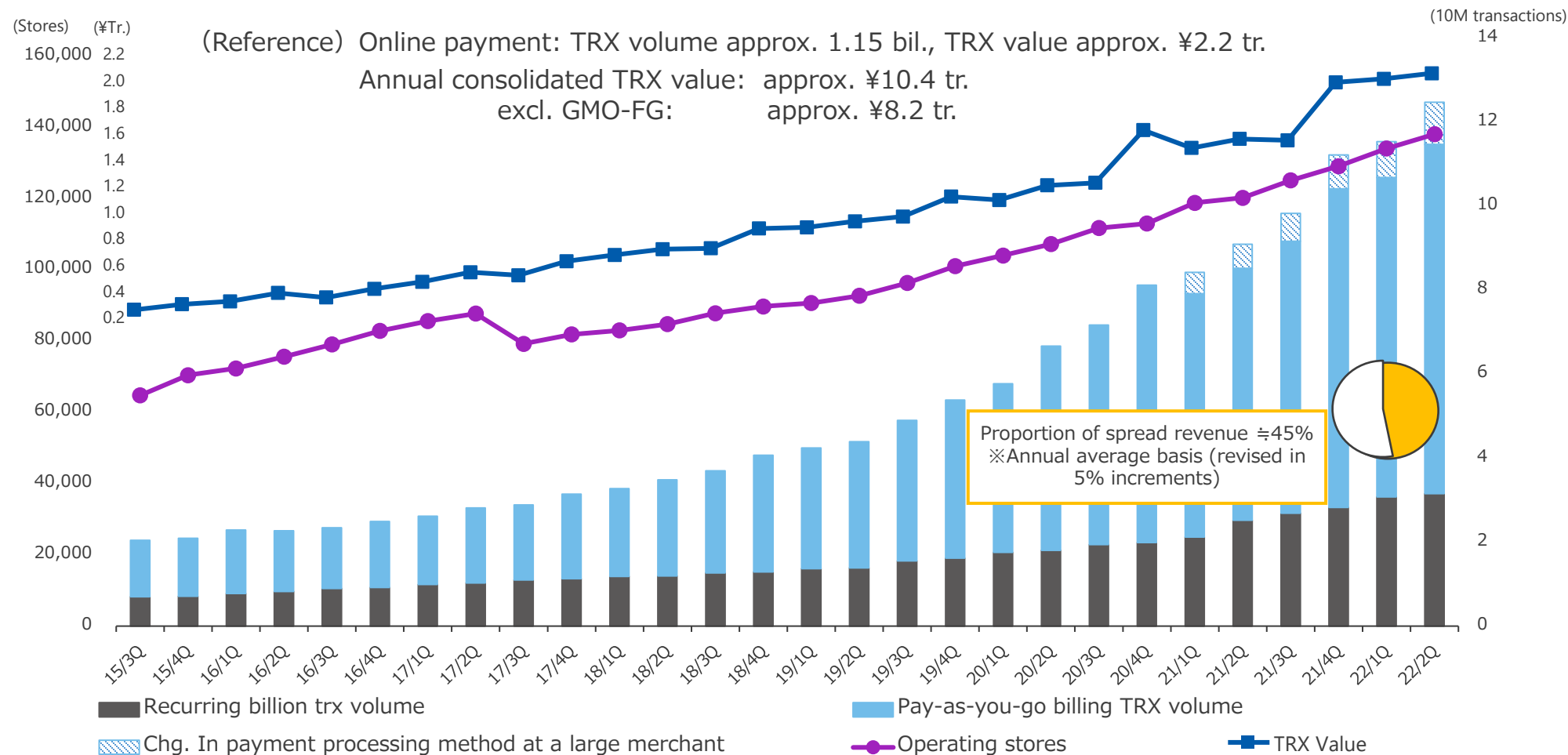
※1 Changed the basis of recording from 3Q FY2022. Figures exclude a specific case and the operating stores related to a major delivery service operator. If included, the number of operating stores is 427,446 stores as of end of June 2022 (up 56.6% YoY).

※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 63.6% YoY)

Internet Infrastructure | Payment processing – KPIs

Group-wide annual TRX value reaches ¥10.4 trillion

Operating stores: ^{※1} 138,119 stores, TRX volume approx. 1.25 bil., TRX value approx. ^{※2} ¥2.9 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 427,446 (up 56.6% YoY).

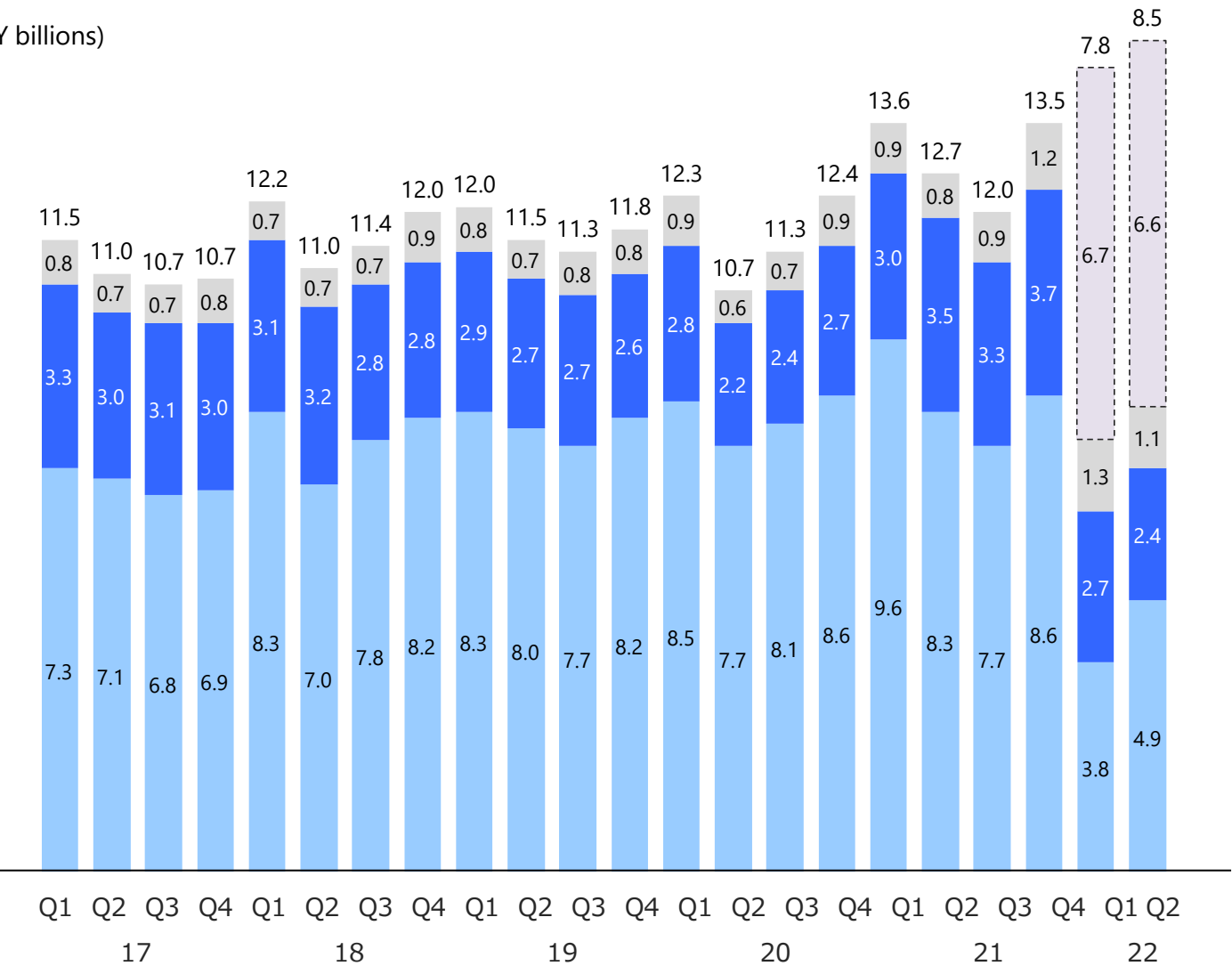
※2 Operating stores are measured on an end-of-quarter basis. GMV value and volume are the total for the respective quarter. ※3 The graph is based using only online payment figures.

※4 The Basis for recording for the number of Operating stores were changed from Q2 FY2020. Accordingly, figures were retroactively revised from Q3 FY2015.

Online Advertising & Media

Online Advertising & Media | Net Sales

(JPY billions)



Compared to the same period last year (old v.s. new)

Revenue down
33.2%
YoY

- Difference between old and new standards
- Internet Research/Other
- Internet Media
- Online Advertising

GMO-Research | Audience Engagement Platform

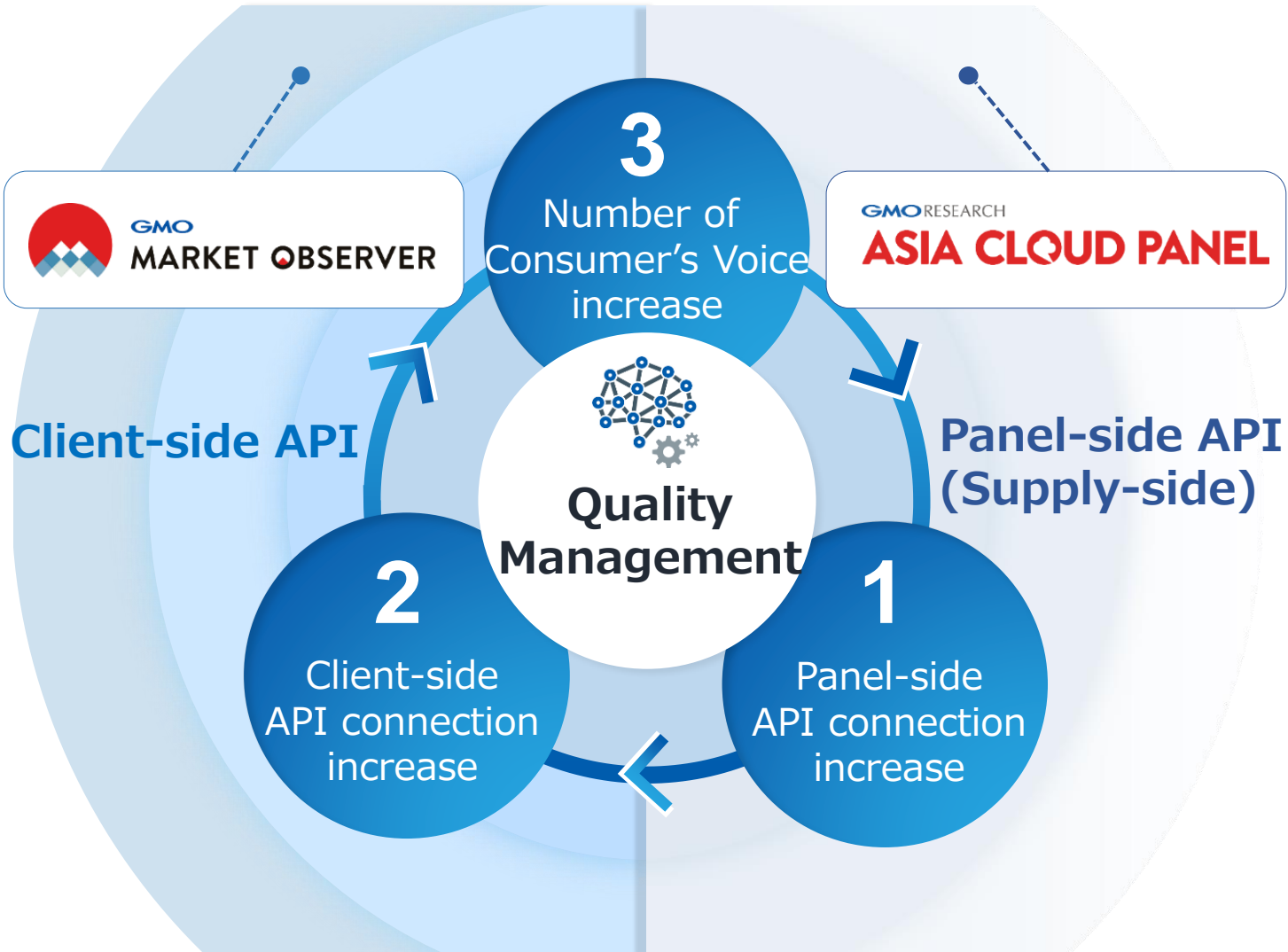
Audience Engagement Platform



GMO
MARKET OBSERVER

GMO RESEARCH

ASIA CLOUD PANEL

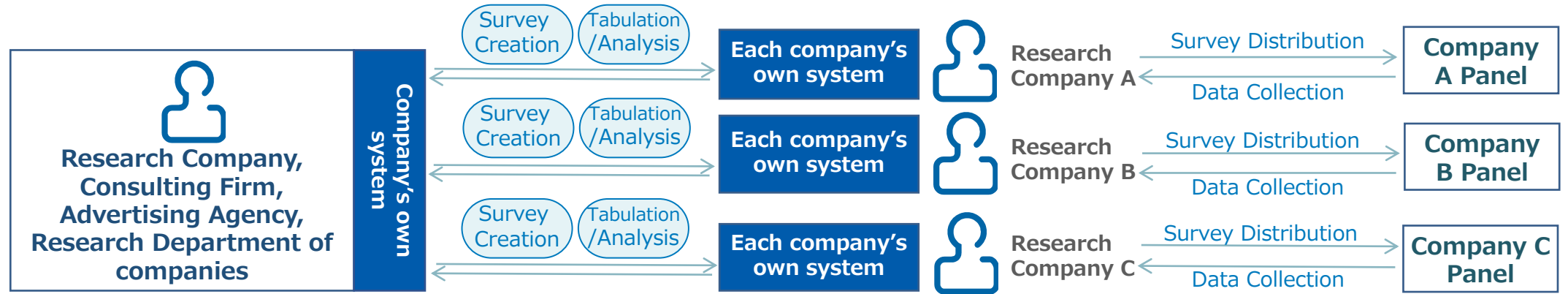


* Prepared based on Presentation material of GMO-RESEARCH

GMO-Research | Business Model

Standardization of low-cost internet research tools which were previously developed on a per-company basis

Past



Industry Business
Standardization

Standard-dization



GMO-Research | What's happening in the Sample Panel Market

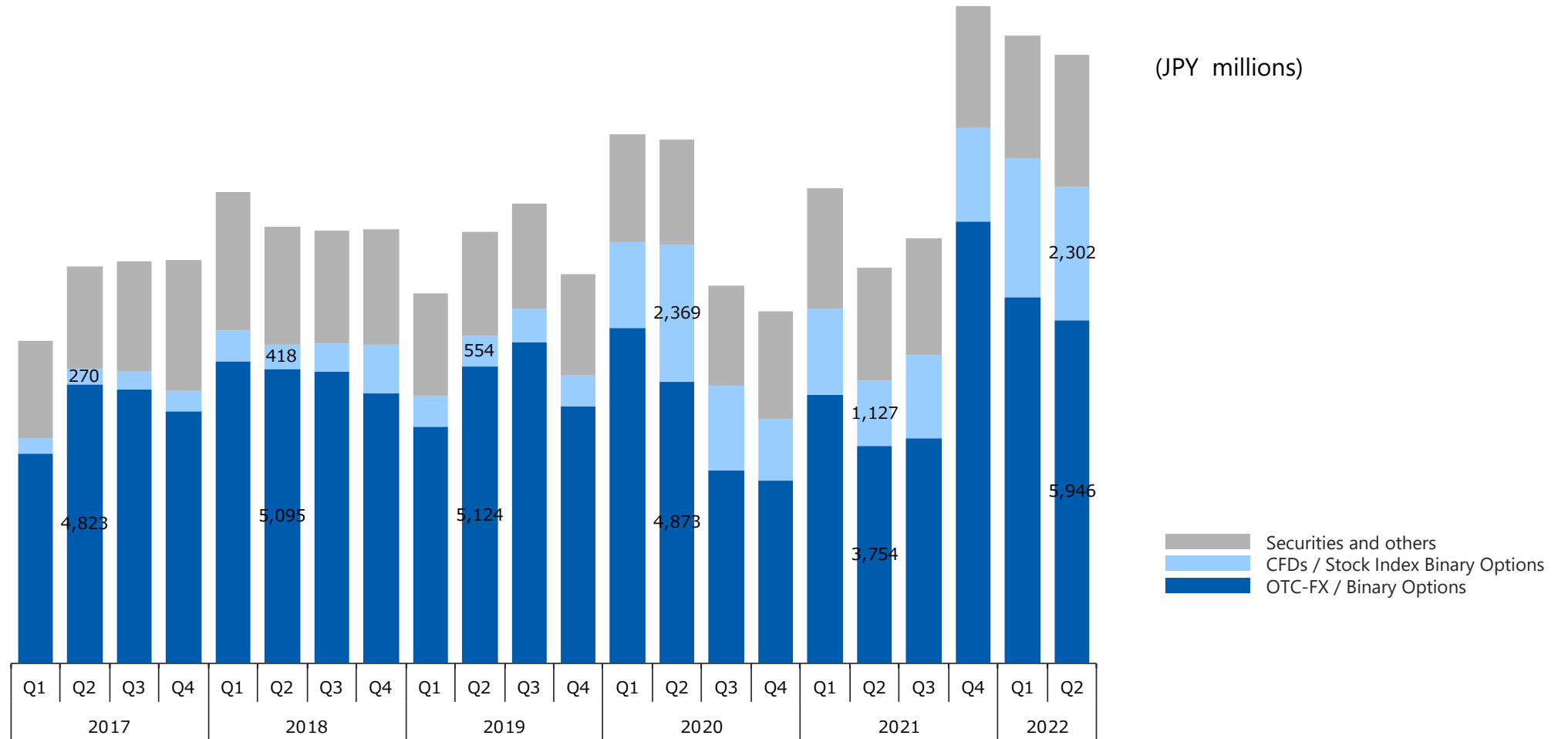
- Established Market Research companies continue to outsource online sample management
- Marketers easily perform lite research with panels (consumers) with Self Service Platforms
- API connections with other sample panel providers using lite research platform continues



*Source :ESOMAR, Evolution of the Data, Analytics and Insights Industry, A forecast into 2023

Internet Finance

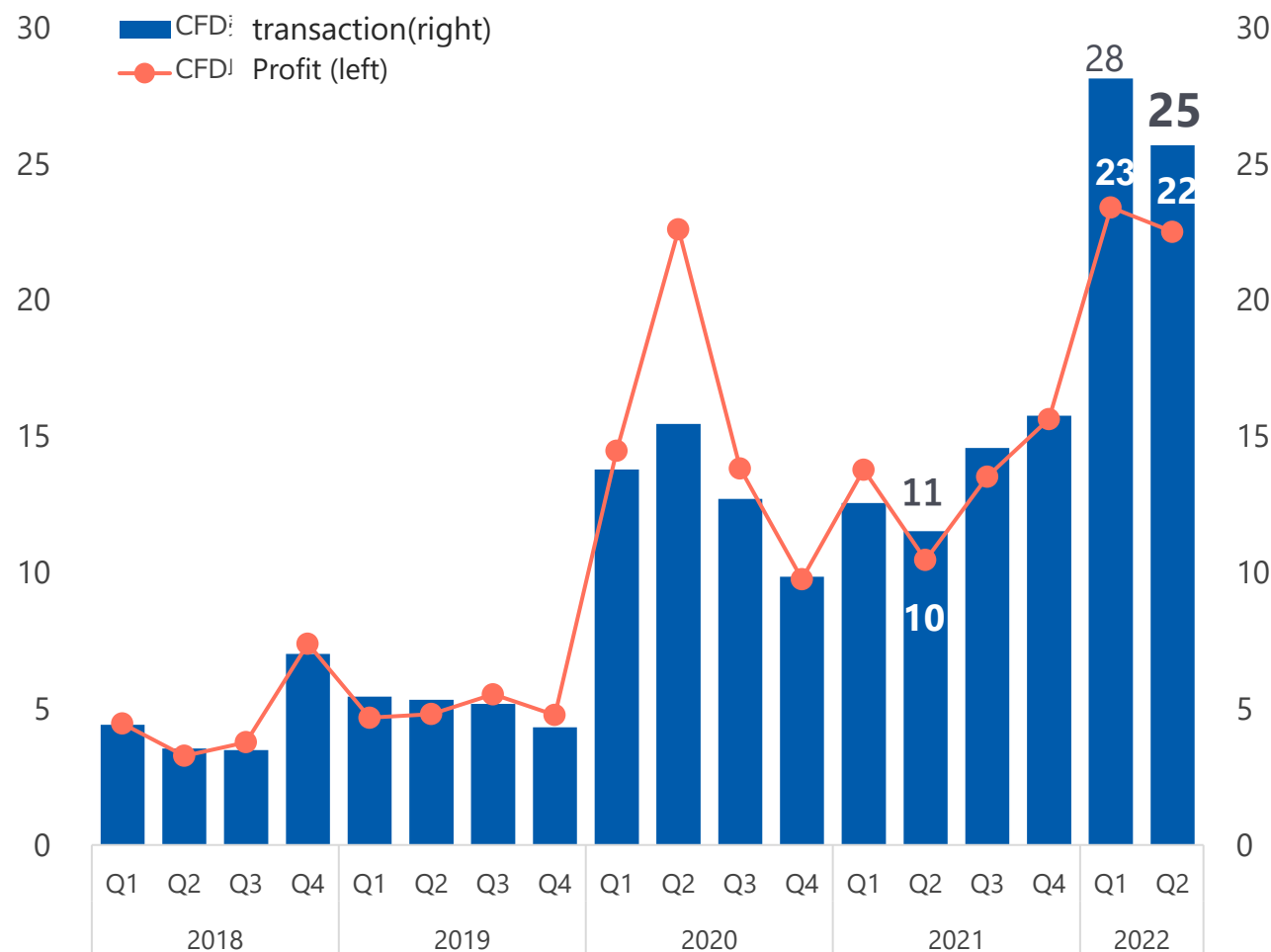
Internet Finance | Net sales by each product



Internet Finance | CFD Transaction and Profit transition

GMOクリック証券

(Billion Yen)



Transaction volume

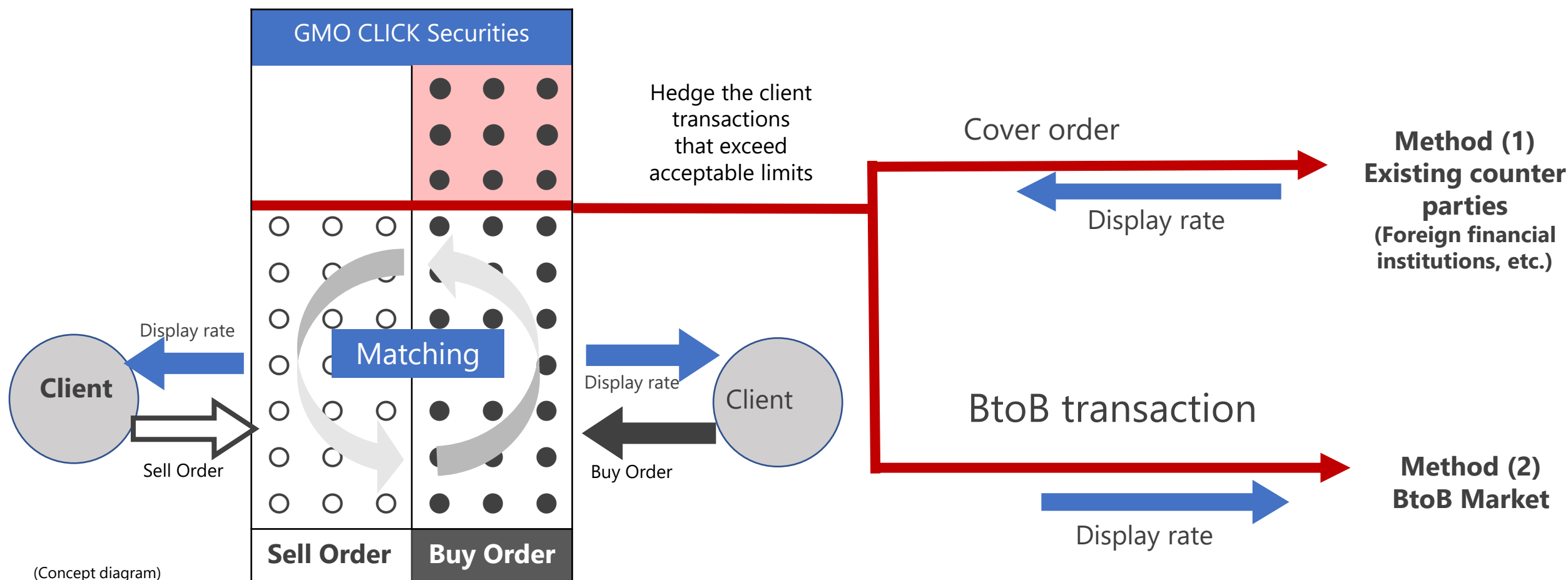
Y/Y **122.9%UP**

Profit

Y/Y **115.2%UP**

Internet Finance | FX Business Model

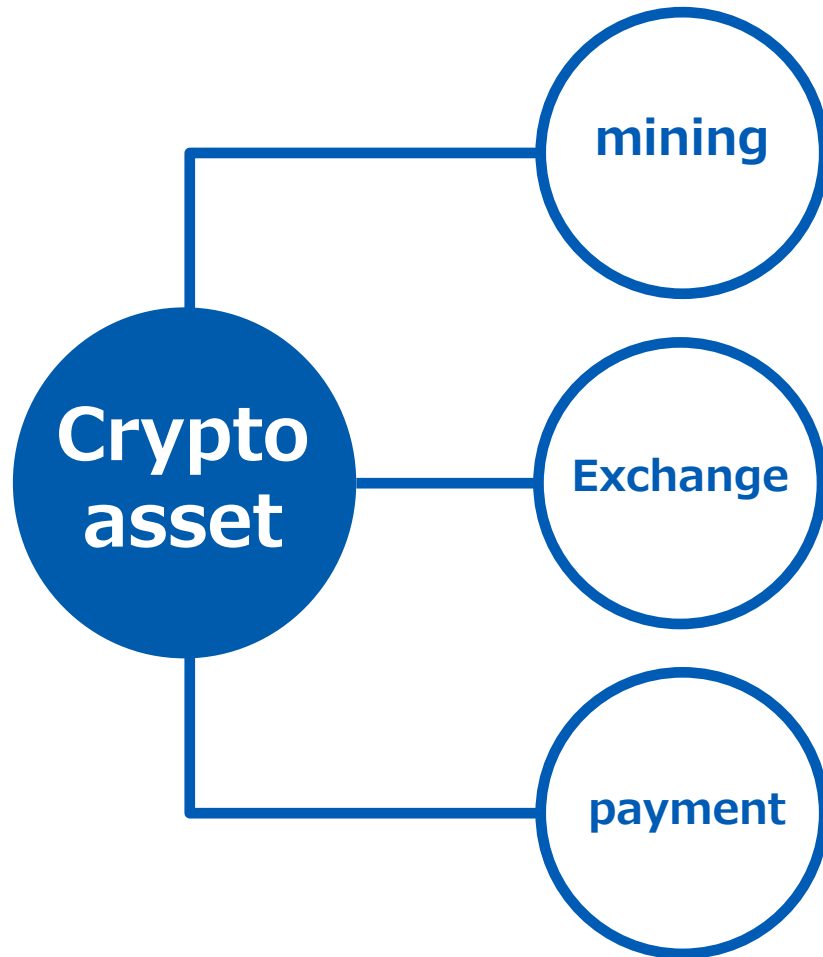
- Effective matching and thorough risk minimization with cover transactions executed with counter parties as soon as customer orders exceed acceptable risk position.



(Concept diagram)

Cryptoassets

Cryptoasset business



Mining Business

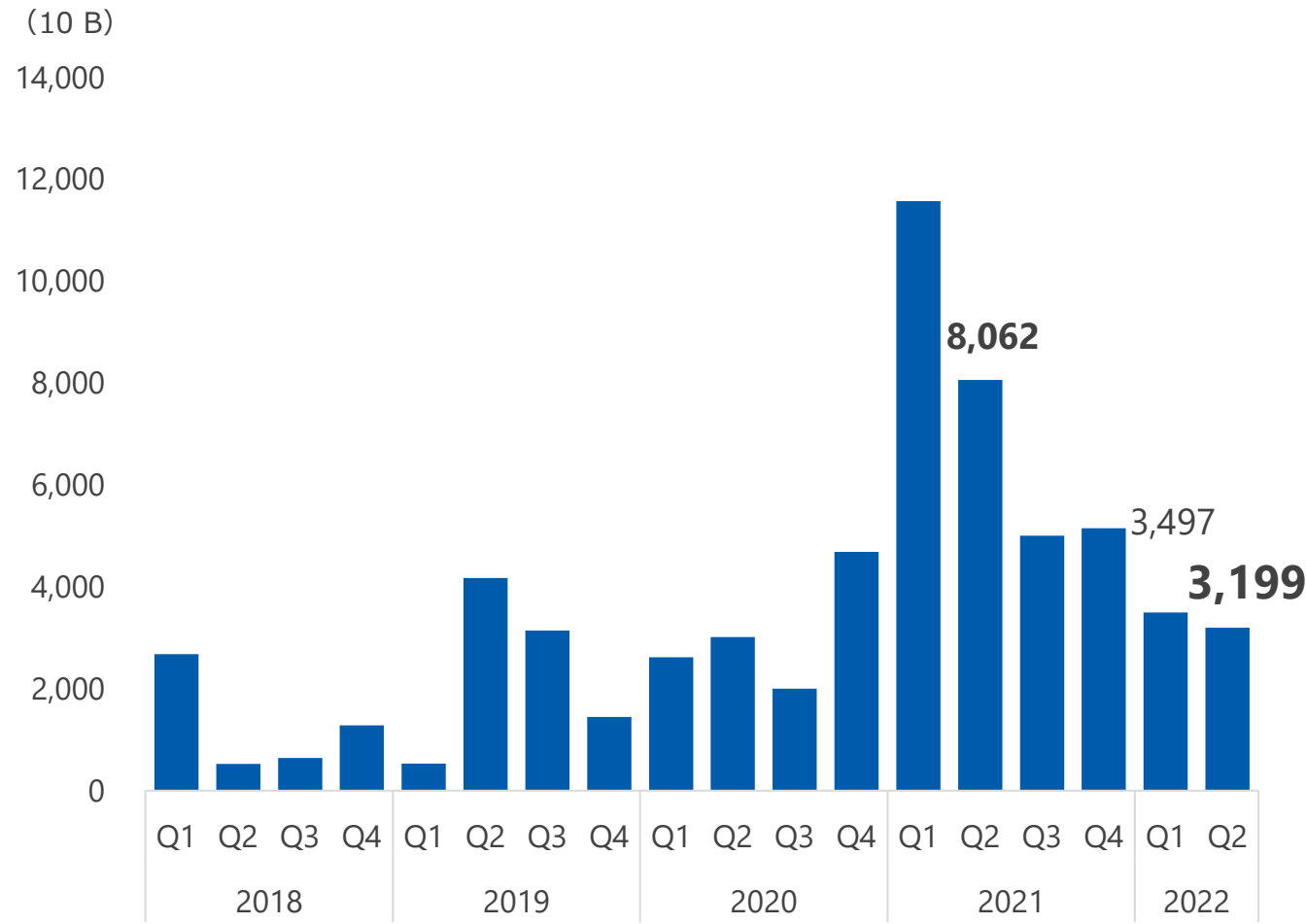
Exchange business

Payment business

└ Issuing Stablecoin



Cryptoasset Exchange business | Transaction volume transition



Y/Y **60.3%**
DOWN

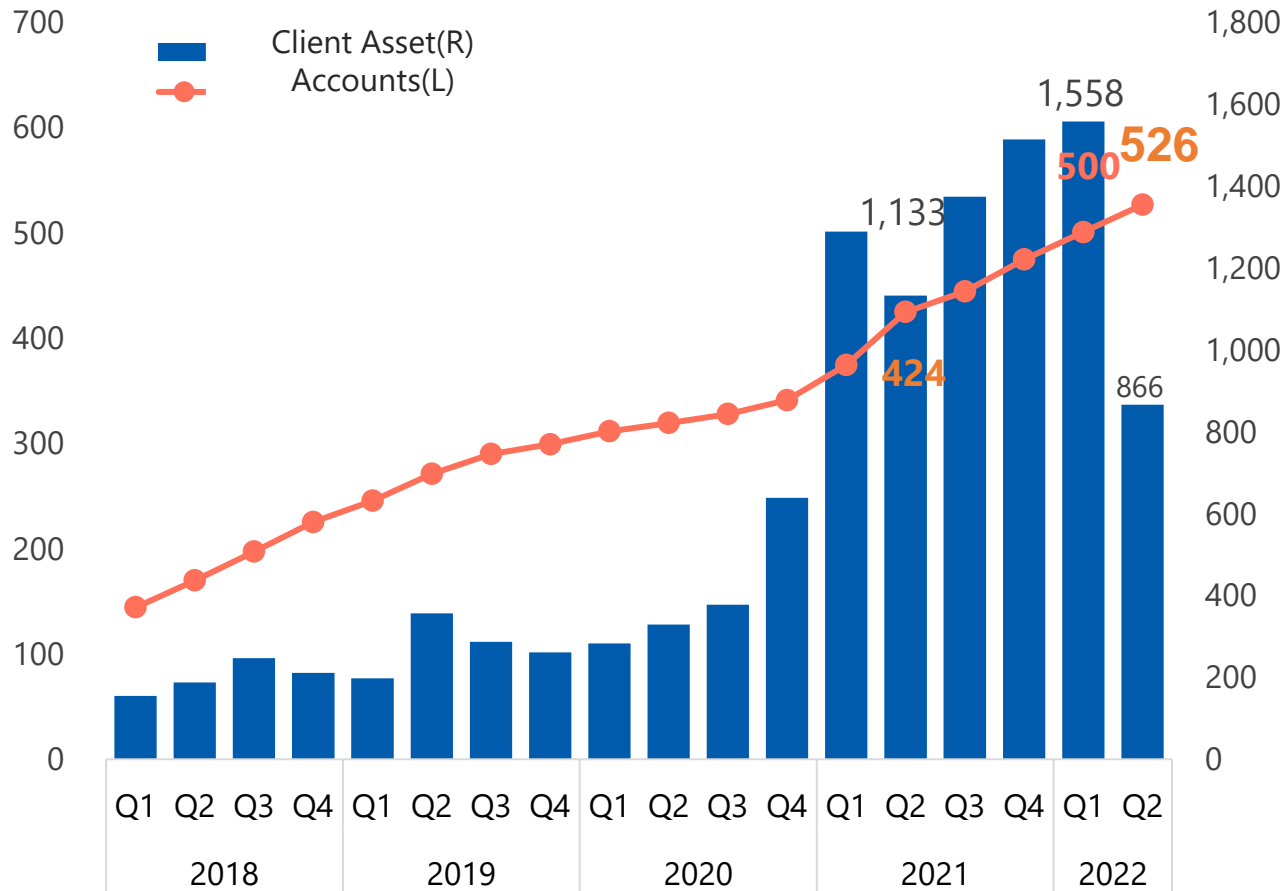
- <Q2'22 Main enhanced service activities>
- 4/27 Started to accept IEO
 - 5/18 Started handling with FCR Coin (FCR)
 - 6/8 Added those new coins to OTC OMG、XTZ、ENJ、DOT、ATOM
 - 6/22 Added to Staking service ADA

Cryptoasset Exchange business | Accounts and deposit asset transition



(thousand accounts)

(Billion)



Accounts

101 K UP YoY

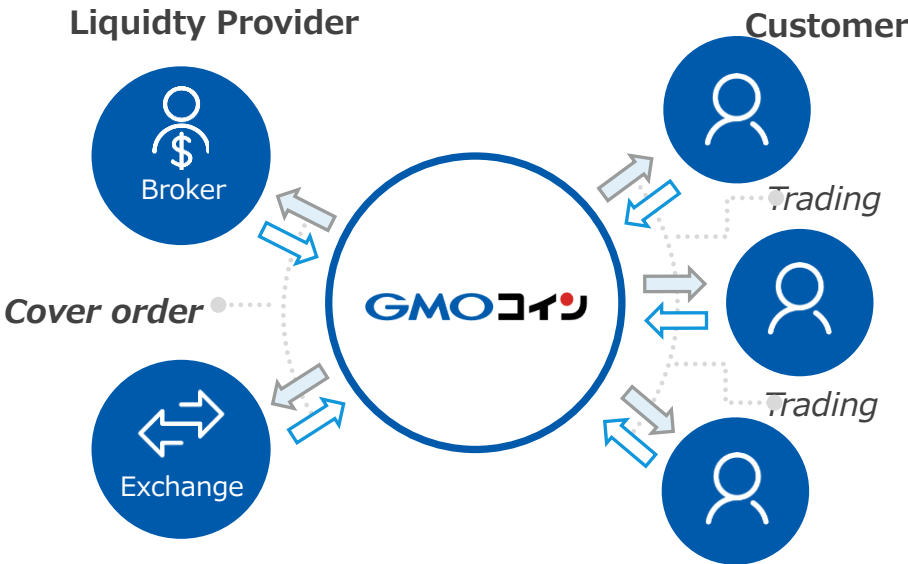
Deposit Asset

23.6% DOWN YoY

Cryptoassets Exchange | Business model

OTC Trading

Hedging counter part positions
by cover order



Main income : Spread
(buy and sell spread)

Exchange Trading

Offering the order matching platform

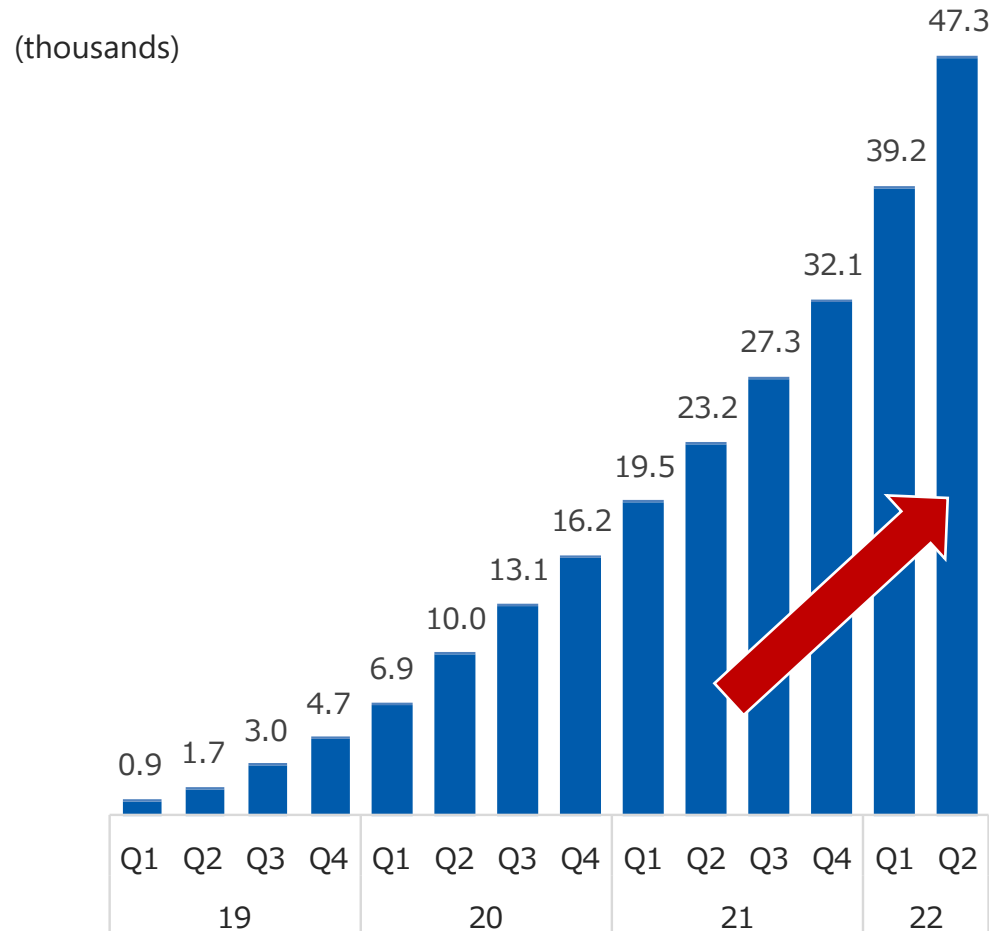


Main income : Transaction fee

GMO AOZORA NET BANK

Net Bank | Number of business accounts

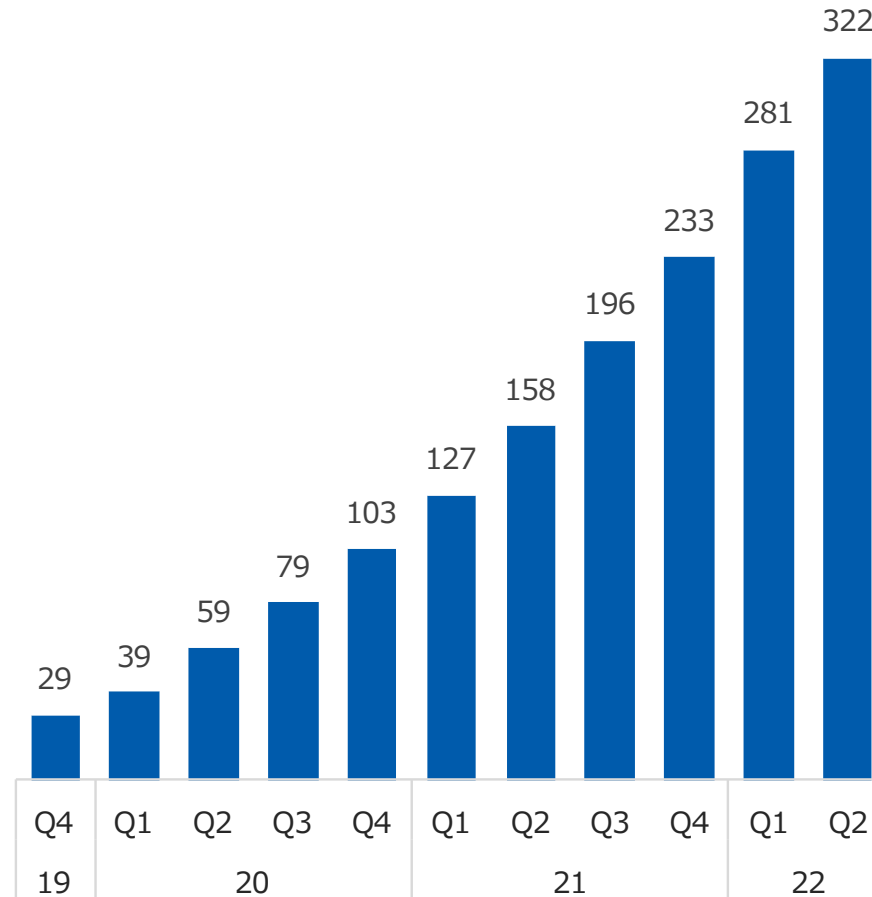
GMO AOZORA NET BANK



Increased
2.0-fold
YoY

Net Bank | Total contracted number of Embedded Financial service (API Included)

GMO AOZORA NET BANK

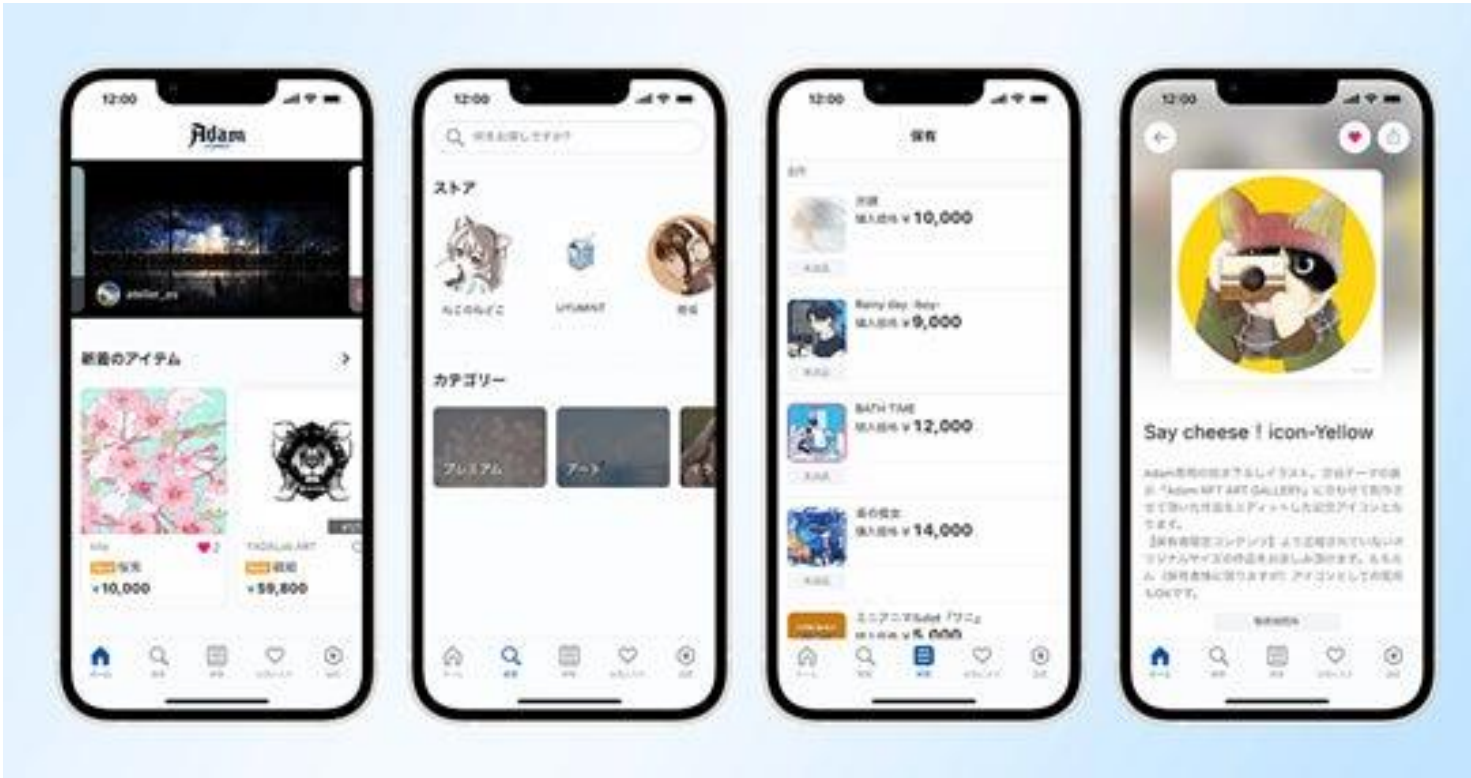


Strong trend

NFT

NFT marketplace

- New released app optimized UI/UX for smartphones
- Accessible NFT search, appreciation and secondary sales anytime, anywhere



**Released app for
iOS · Android
On 31 March**

GMO Web3

Team



Chairman
Masatoshi Kumagai
GMO Internet, Inc.
Chairman and Group CEO
Expertise:Growth and
management of IT
companies



Representative Director and
CEO
Tomohiro Uchida
GMO Internet, Inc.
General Manager, Corporate
Development
Expertise:Investment, M&A



Director
Masakazu Masushima
MORI HAMADA &
MATSUMOTO
Expertise:Financial
Regulations, FinTech,
M&A, Governance



Director
Yuki Naito
Drecom Co., Ltd.
President & CEO
Expertise:Growth and
management of an IT
company / Web3 Business
Development in
entertainment space

Team

GMO Web3



Director

Toshiaki Horiuchi

GMO Internet, Inc.

Group Senior Managing Executive Officer

Expertise: Research and development/technical support for cutting-edge technologies such as AI and blockchain



Director

Kentaro Sato

GMO Pepabo, Inc.

Representative Director and CEO

Expertise: Web Creative Creator Support



Director

Kentaro Nakamura

GMO-Z.com Trust Company, Inc.

CEO

Expertise: Stable Coin Development and Operation



Director

Makoto Makita

GMO Cybersecurity by Ierae, Inc.

Representative Director

Expertise: Cyber security from attackers' perspective

Team



Satoshi Makita

GMO Internet, Inc.
General Manager, Infrastructure & Operations
Division, Systems Management Headquarters
Expertise:Blockchain, Mining operations



Director

Kosuke Kotani

GMO Coin, Inc.
Director
Expertise:Crypto asset
(cryptocurrency) exchange
IEO Support



Director

Takeo Hayashi

GMO Aozora Net Bank, Ltd.
Head of Corporate Planning Team
Expertise:Internet Finance
Business planning and development



Advisor

Isao Moriyasu

Former President and CEO of DeNA Co.
Expertise:Business development and
business growth

ESG Activities

ESG | Sustainability management for SDGs

電子印鑑なら
GMOサイン



コエテコ by **GMO**



GMO光アセス
for **Education**



GMO CYBER SECURITY
IERAE



⋮

**Our business help
Social and
environmental issues
to be solved.**

ESG | Disclosure processes



**Preferentially
attempting to expand
ESG disclosure**

Internet for Everyone

GMO