

# Supplementary Information

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Financial results briefing for the 1Q of FY2017

February 6, 2017

GMO Payment Gateway, Inc.  
(3769: Tokyo Stock Exchange section - 1 )

**GMO** PAYMENT GATEWAY

<http://corp.gmo-pg.com/>

# Online payment

Our group business field is mainly online payment

## Offline (card-present) payment



( Point )  
Must present credit card  
Must provide signature  
Use terminals such as  
POS terminal & CAT  
terminal

## Online payment



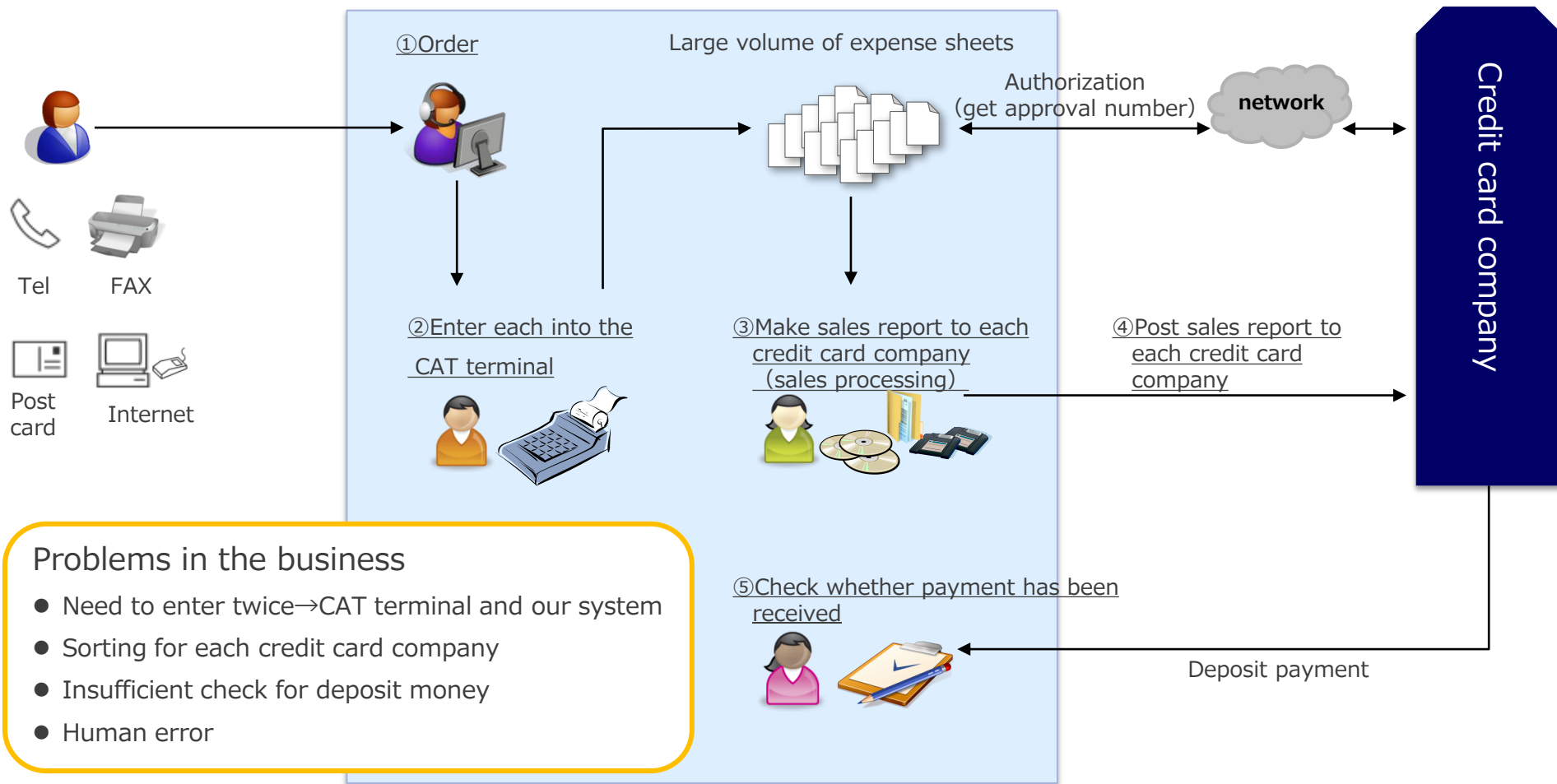
( Point )  
No need to present credit card  
Use postcard, telephone, fax  
Use Internet  
Use automatic payment  
machine which registers credit  
card number in advance

# Business outline of payment processing company(1)

## Problems of the existing online credit card payment

Consumer

Shops (merchants)



# Business outline of payment processing company(2)

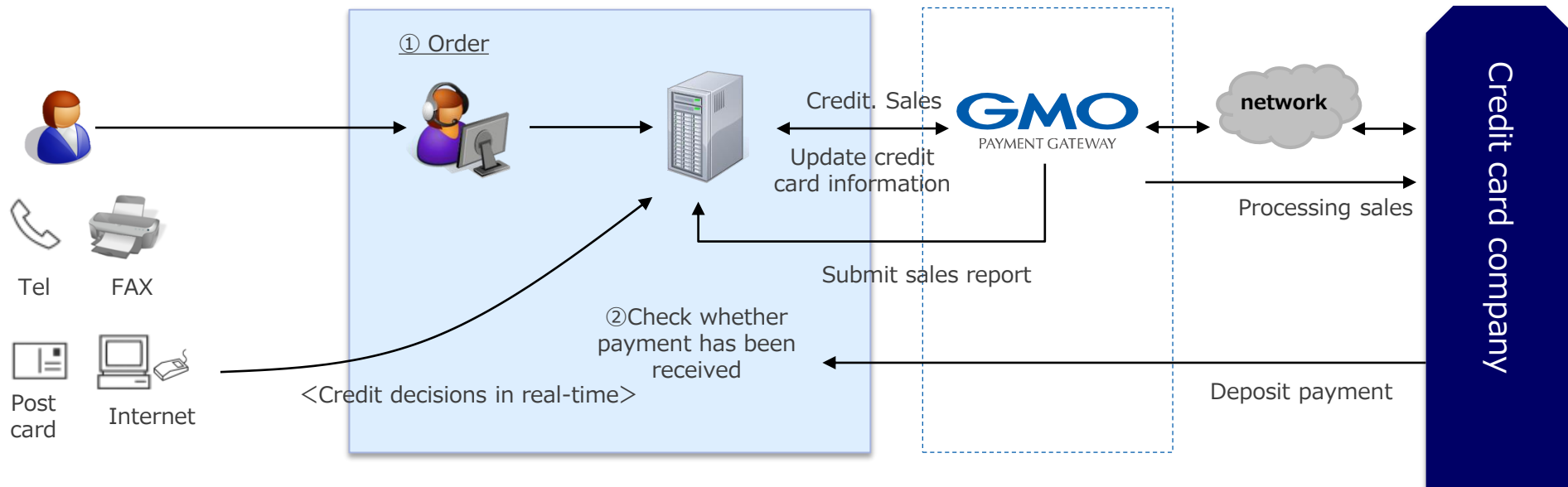
## Payment processing service

which could do credit card payment operation efficiently

Consumer

Shops (merchants)

Payment processing company

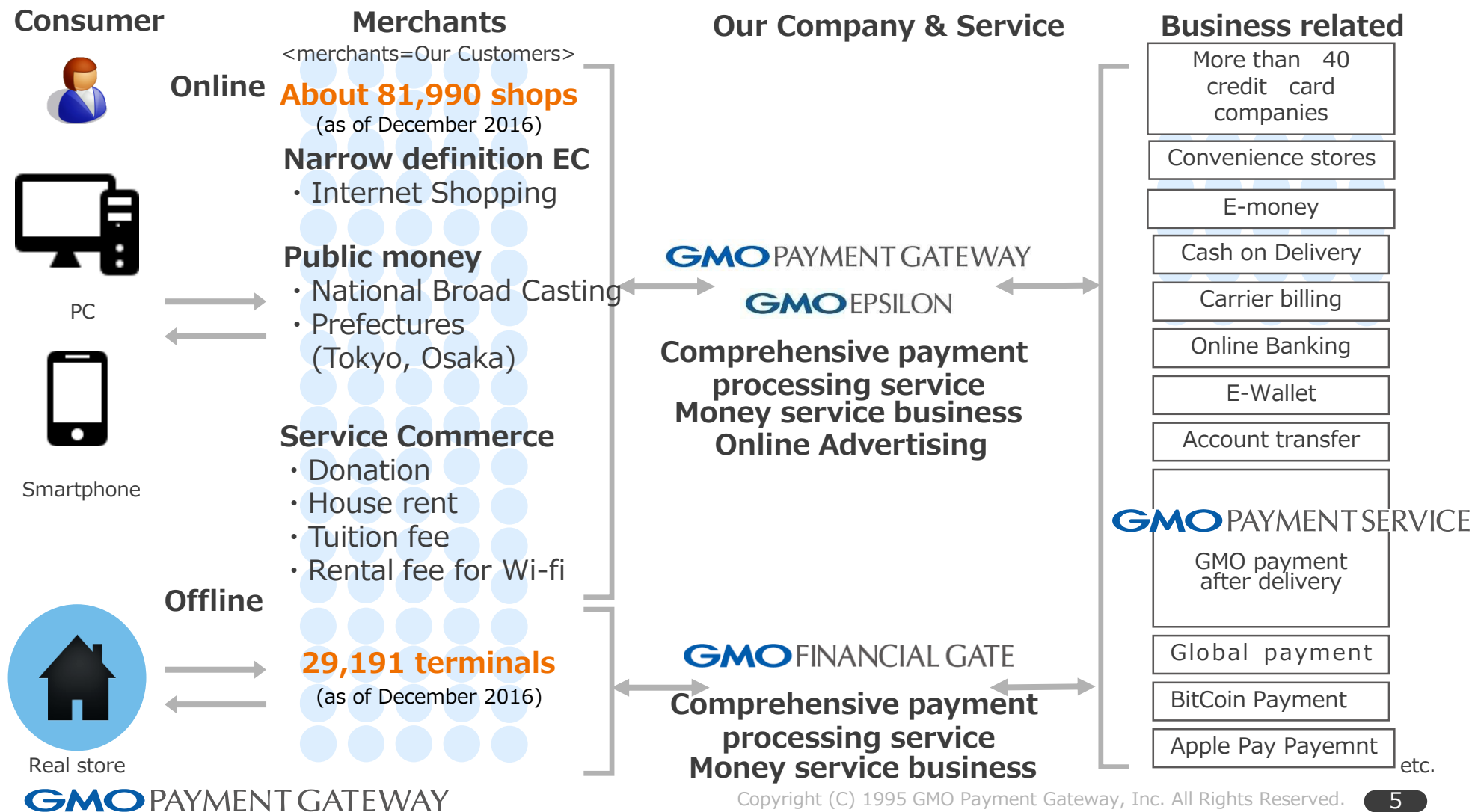


In the early days of EC, offline processing was done for online credit card payments between merchants and credit card companies, increasing the burden of each.

To solve this problem, payment processing companies have been established and made it easier to do business.

# Business outline - The role of our group

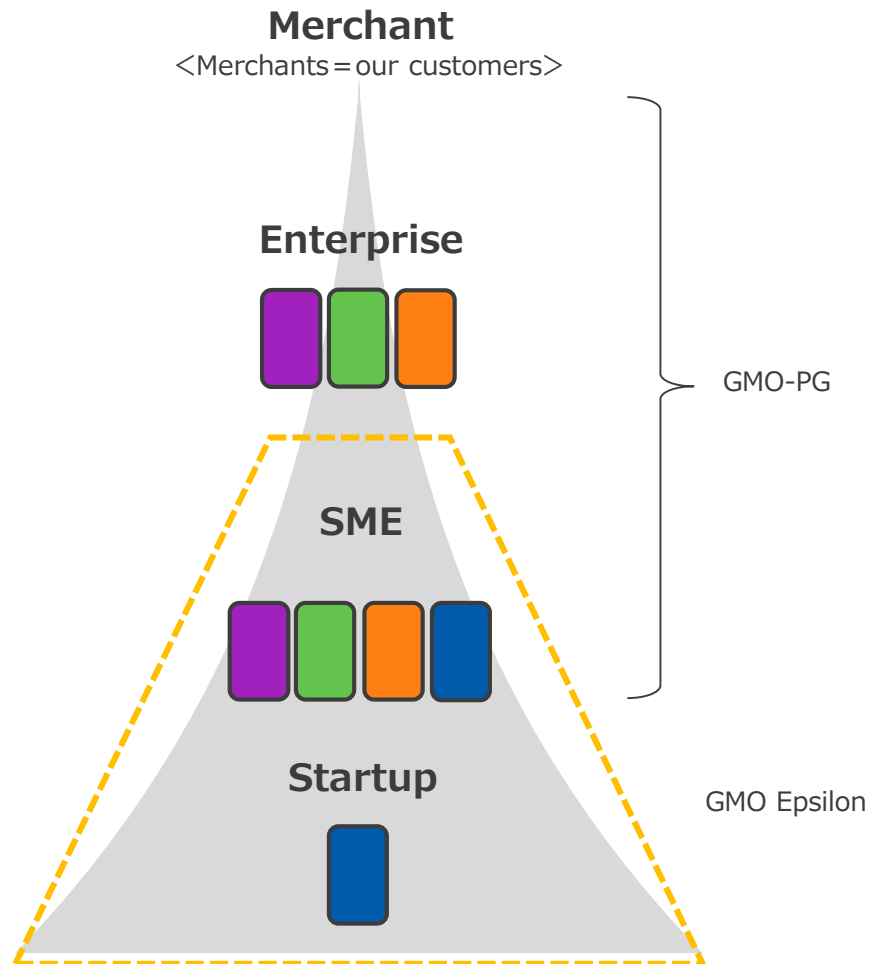
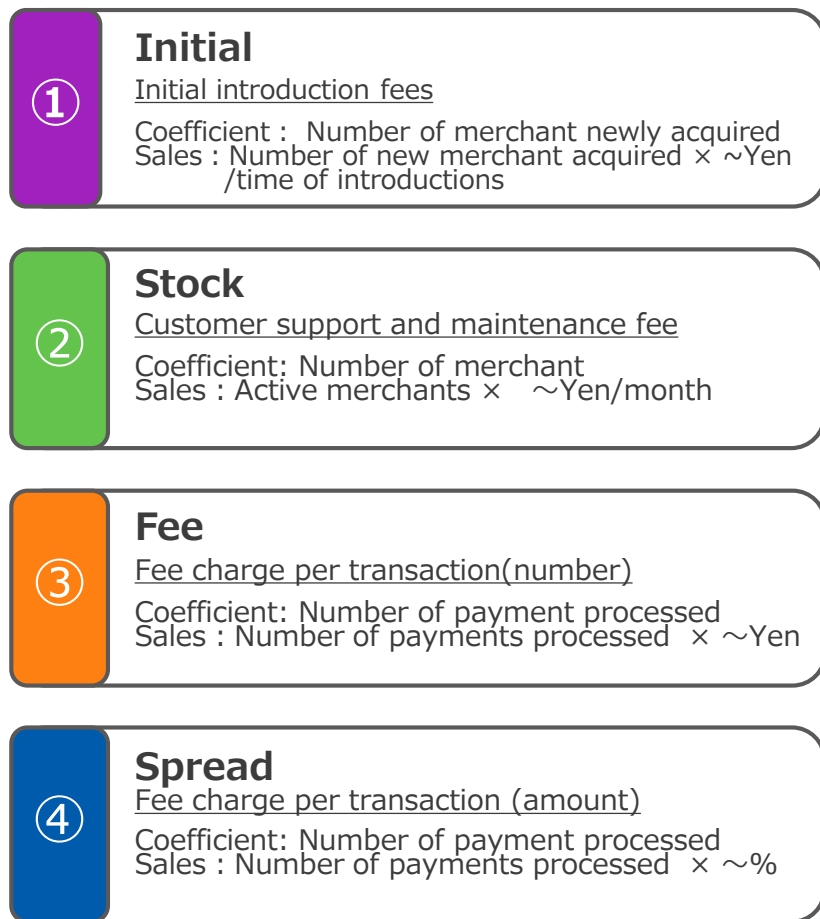
We connect merchants and businesses dealing with contracts, payment information and money transactions



# Revenue model for credit card payments

## Revenue model by merchant scale

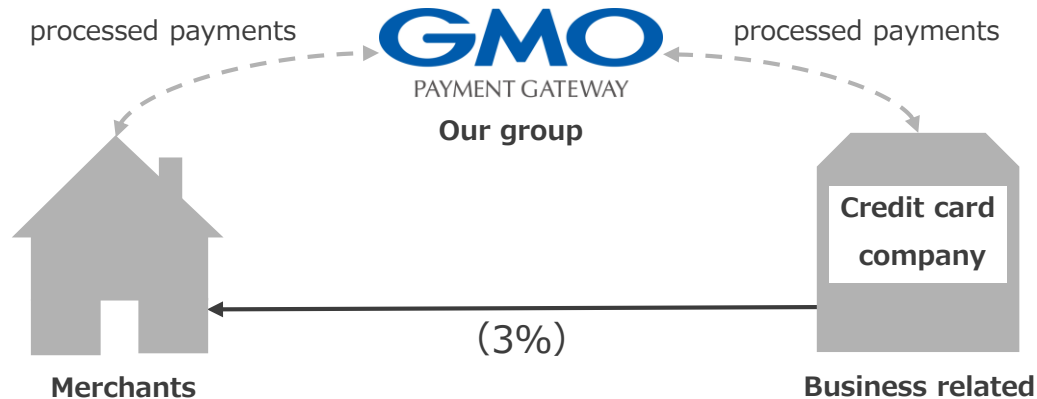
### ■ Revenue breakdown



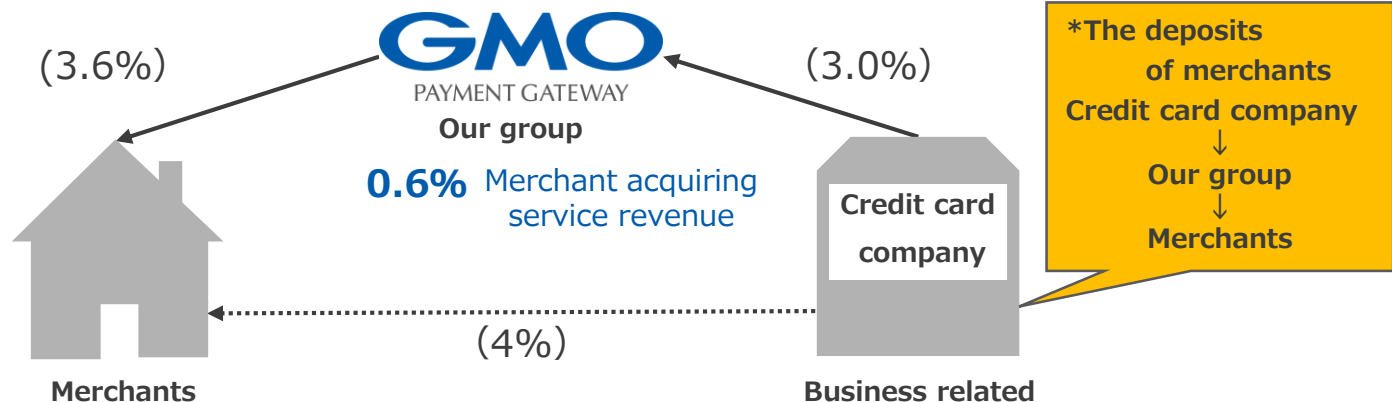
# Two types of contract form

## Contract type and the flow of money

### Direct contract with merchants



### Representative contract with merchants

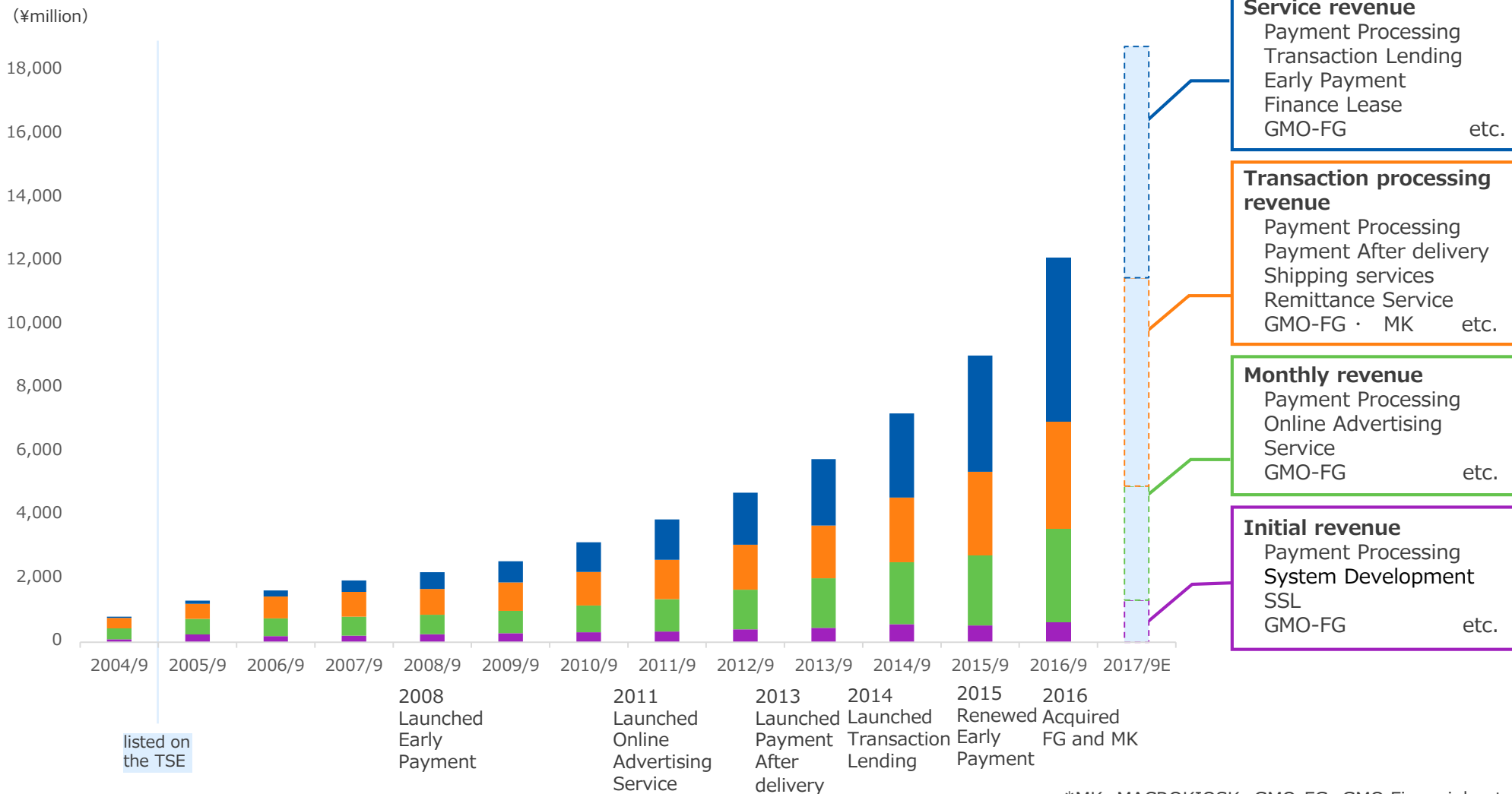


\*Numbers are provided for illustration purposes only.

← The deposits of merchants

# Revenue breakdown

## Action plans to realize the balanced growth

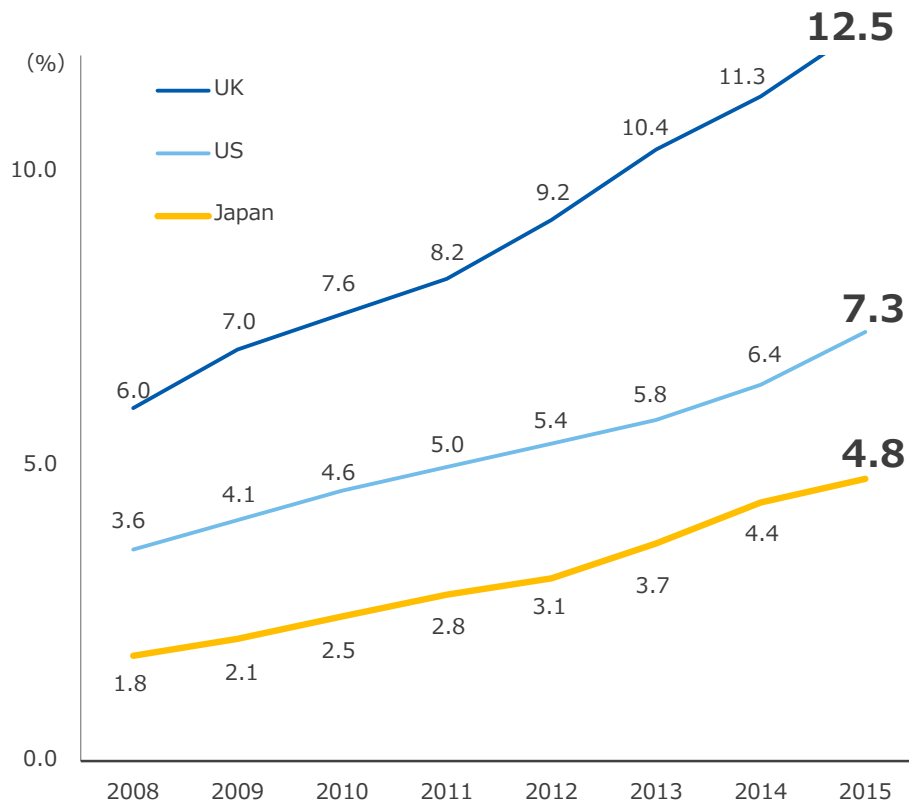


\*MK: MACROKIOSK; GMO-FG: GMO Financial gate

# Growth potential of the EC market in Japan

## Low EC ratio and high cash payment ratio

### ■ EC ratio



### ■ The ownership rate of credit cards

(2015)	Credit card usage ratio (A)	Debit card usage ratio (B)	A+B
UK	14 %	37 %	51 %
US	25 %	19 %	45 %
Korea	71 %	17 %	89 %
Australia	28 %	22 %	51 %
Japan (2014)	15 %	-	15 %

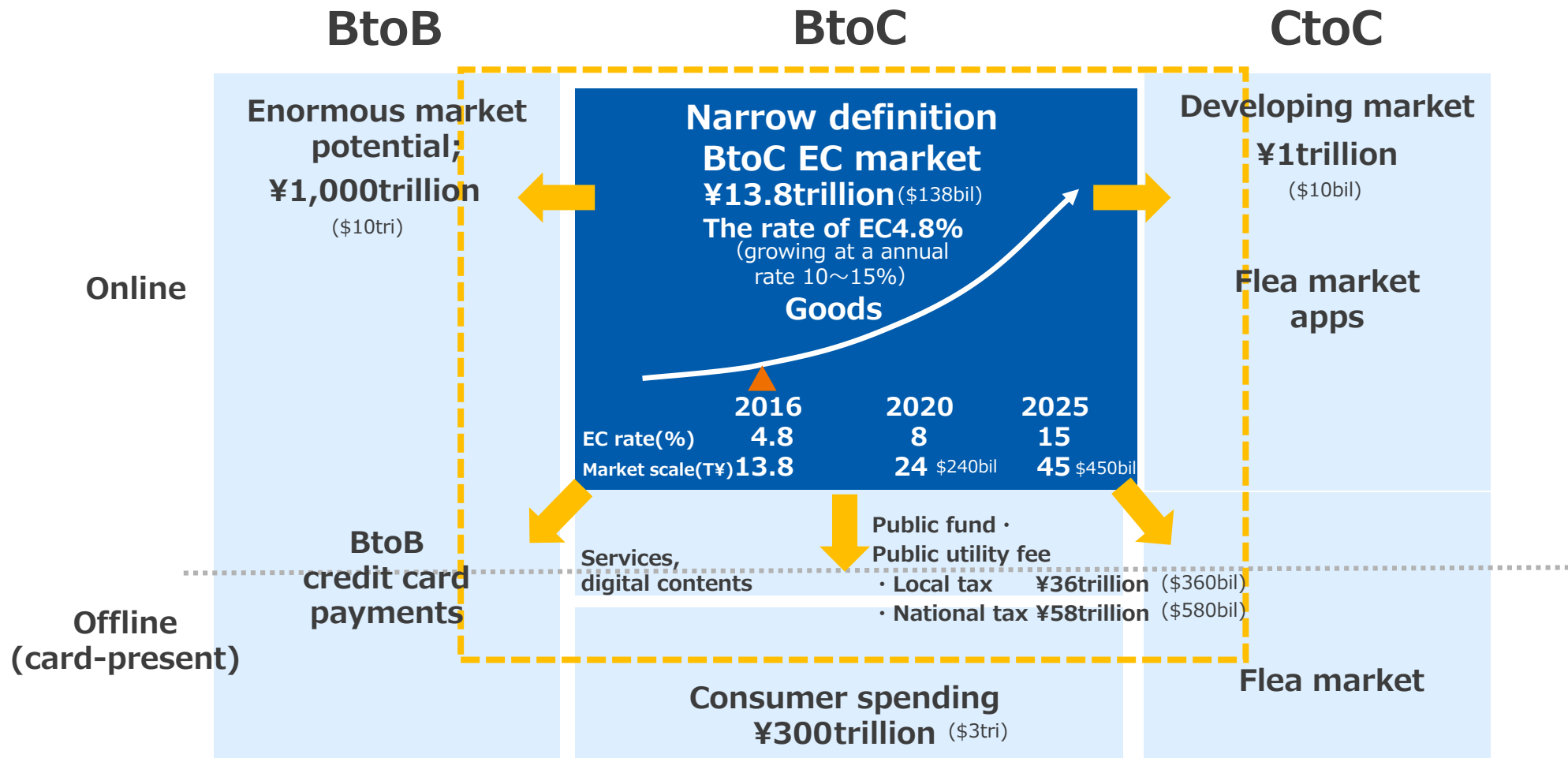
\* Ratio=(Amount handled by CC or DC) / (Private final consumption expenditure)

References : METI, [Market report in regard to EC 2014] , American Bureau of the Census 「QUARTERLY RETAIL E-COMMERCE SALES 4th Quarter 2015」 ,Office for National Statistics [Retail Sales, March 2016]

\* Estimated by GMO-PG, CPSS Red Book  
THE WORLD BANK 「Household final consumption expenditure (current US\$)」

# Our approach to Japanese EC market

## Approaching to all kinds of EC markets



\*METI 「Market report in regard to EC 2015」

# Expansion of public funds and utility payments

We have been cultivating tax card payments since the revision period of the Local Autonomy Law in 2006

<https://kokuzei.noufu.jp/>

(National Tax Credit Card Payment Site)

Local governments etc. : Local Tax (Automobile Tax, Light vehicle tax, Fixed assets tax, etc.)

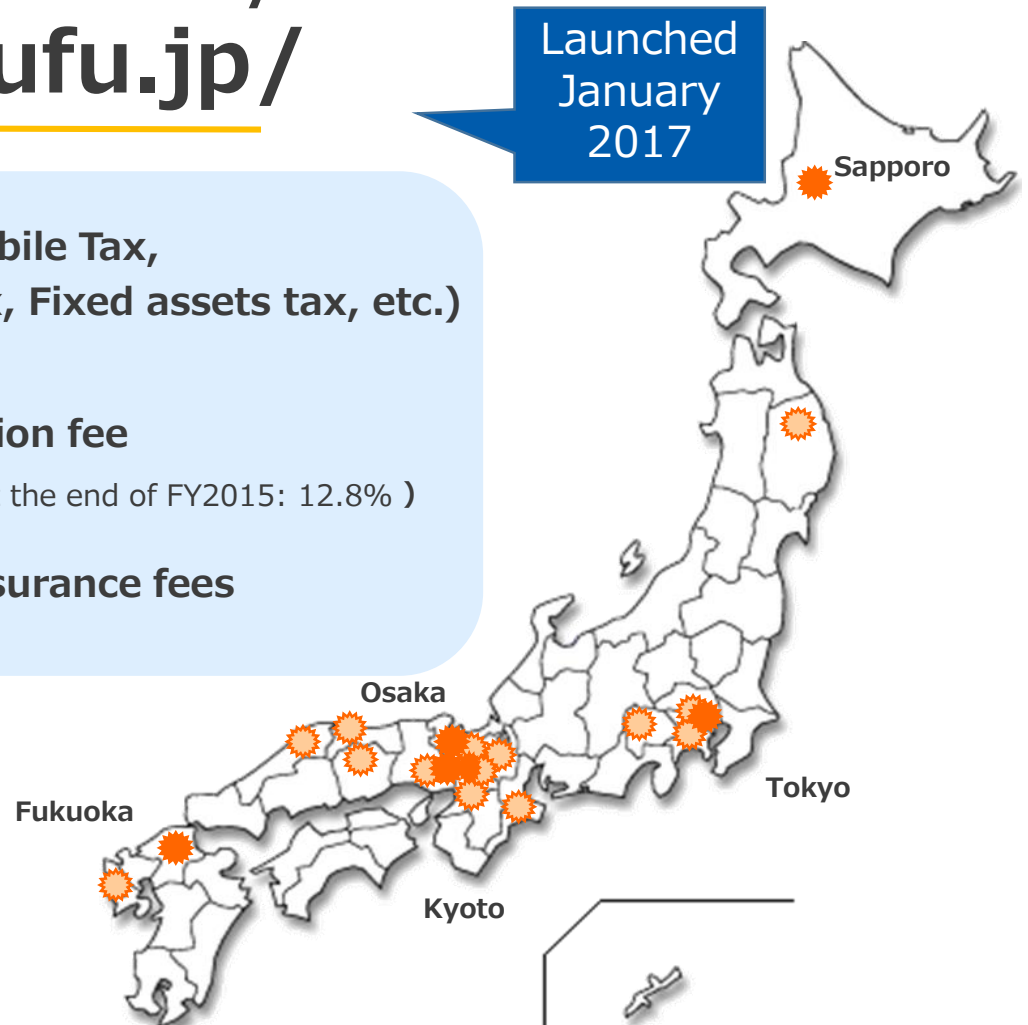
NHK : Broadcast subscription fee  
( Credit card usage rate at the end of FY2015: 12.8% )

Japan Pension Service : National pension insurance fees

Great potential for expansion

Maintenance fees, Cram school tuition fees  
Parking fees, Charge for a school meal, etc.

\*Nippon Housou Kyoukai Business Report for FY2014



# Definition of Money Service Business (MSB : Financial Business)

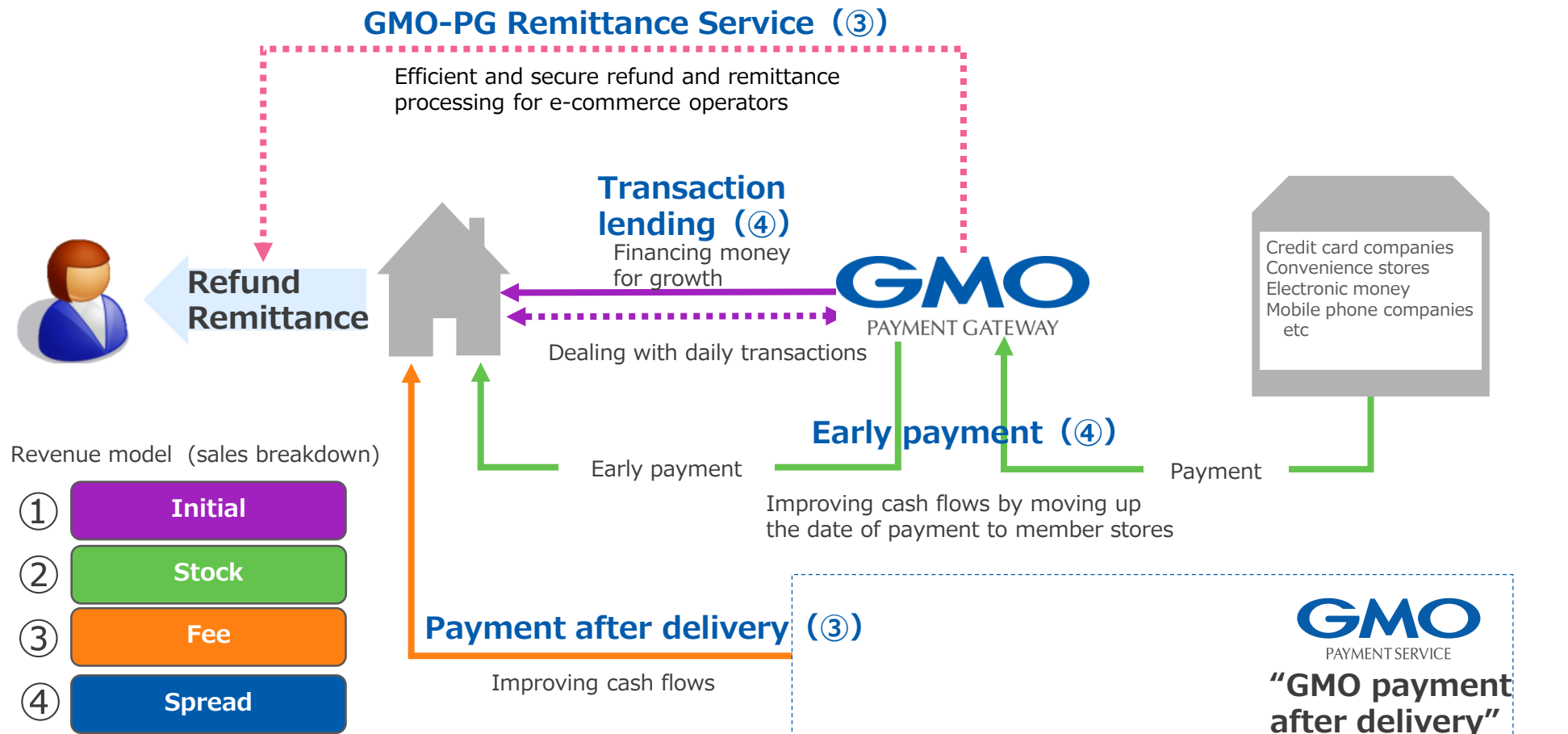
Financial services that only payment processing company  
can provide

Consumer

Merchant

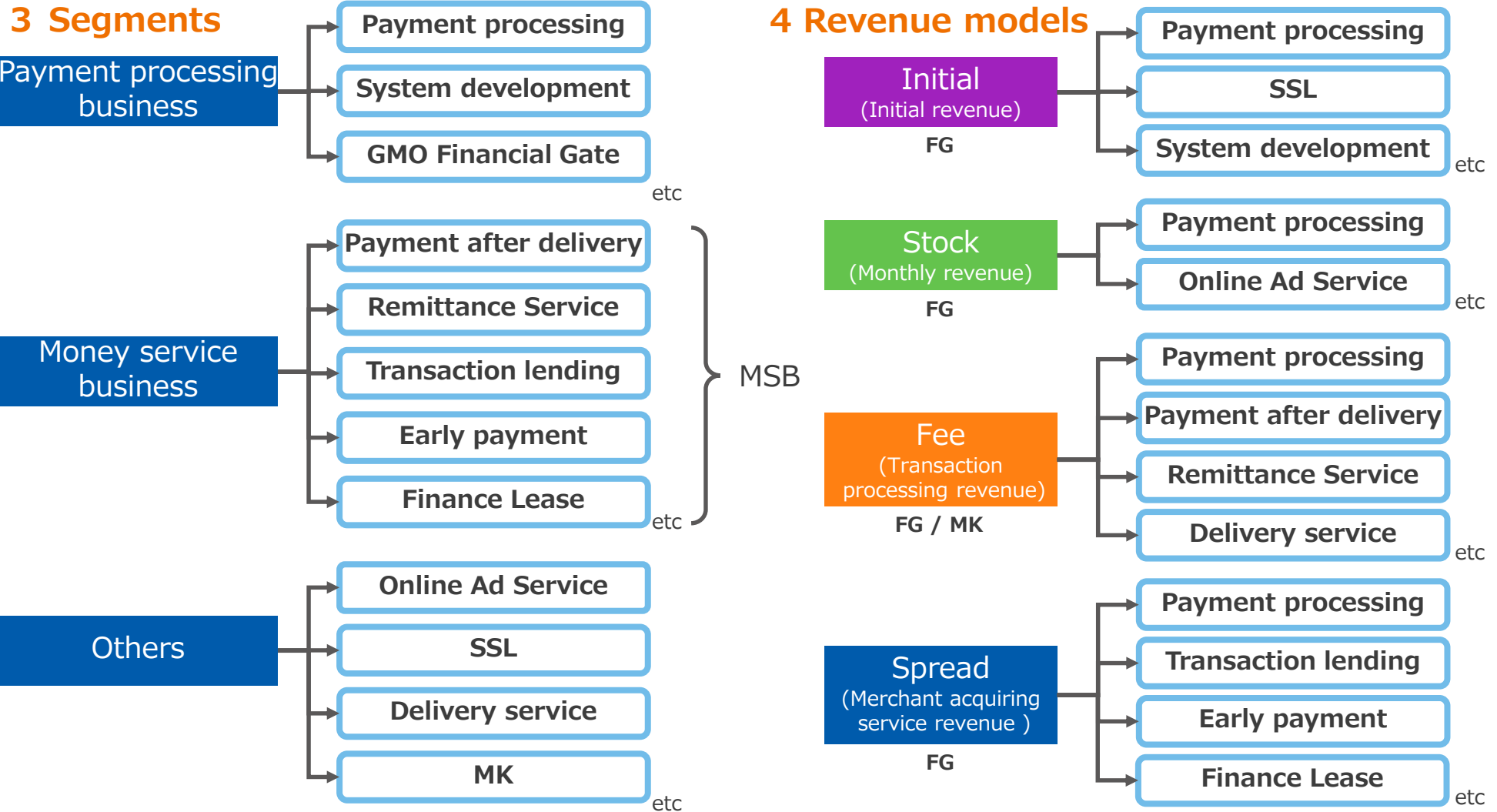
GMO-PG group

Business related



# Segment/Revenue model/Service

## 3 Segments and 4 Revenue models



# GMO-PG Group

## GMO Payment Gateway's subsidiaries and affiliated company

GMO PAYMENT GATEWAY, Inc.

< Consolidated subsidiary >

Multiple payment (small scale)

GMO Epsilon, Inc.

(Financial results for the end of September 2016)

Sales : 2,242 million yen, Ordinary income : 1,504 million yen

Payment after delivery

GMO PAYMENT SERVICE

Card-present payment

GMO Financial Gate, Inc.

(As of the end of September 2016 ) Equity share 65.0%

Overseas

GMO PAYMENT GATEWAY PTE. LTD.

(Singapore)

GMO PAYMENT GATEWAY HONG KONG LIMITED

(Hong Kong, Taiwan)

GMO PAYMENT GATEWAY MALAYSIA SDN. BHD.

(Malaysia)

GMO PAYMENT GATEWAY (THAILAND) CO.,LTD.

(Thailand)

Overseas

Macro Kiosk Berhad

(As of the end of September 2016 ) Equity share 70.0%

< Equity-method affiliate >

Multiple payment

SMBC GMO PAYMENT

(As of the end of December 2016 ) Equity share 49.0%

# Company outline

■ Name	GMO Payment Gateway, Inc. (3769; Tokyo Stock Exchange section-1)	
■ Date of establishment	March 1995	
■ Location	1-14-6, Dogenzaka, Shibuya-ku, Tokyo, Japan	
■ Capital stock	4,712 million yen	
■ Major shareholders	GMO Internet, Inc., Sumitomo Mitsui Banking Corporation, Issei Ainoura ,etc	
■ Members of the Board	Chairman & Director	Masatoshi Kumagai
	President & Representative Director	Issei Ainoura
	Executive Vice President	Ryu Muramatsu
	Executive Vice President	Satoru Isozaki
	Senior Managing Director	Yuichi Hisada
	Director	Yasuhiko Kimura
	Director	Tomoyuki Murakami
	Director	Shinichi Sugiyama
	Director	Yusuke Arai
	Director	Masashi Yasuda
	Director	Masaru Yoshioka
	Senior executive officer	Takeshi Yoshii
	Executive officer	Katsunari Mukai
	Executive officer	Yoshikazu Yanagishima
	Executive officer	Kazunari Taguchi
	Executive officer	Tatsuhito Muramatsu
	Executive officer	Kiyonobu Inayama
	Executive officer	Shingo Ito
	External Director	Masaya Onagi
	External Director	Akio Sato
Auditor	Yasuhiro Kanda	
Auditor	Takashi Iinuma	
External Auditor	Kazuo Ikeda	
External Auditor	Kazutaka Yoshida	
■ Managing underwriter	(Main) Nomura Holdings, Inc., (Sub) Mizuho Holdings, Inc.	
■ Auditor	Deloitte Touche Tohmatsu LLC	
■ Subsidiaries	GMO Epsilon, Inc. GMO Payment Service, Inc., GMO Financial Gate, Inc. GMO PAYMENT GATEWAY PTE. LTD. (Singapore), Macro Kiosk Berhad, etc.	
■ Affiliated companies	SMBC GMO PAYMENT, Inc. etc.	

(As of December,2016)