GMO INTERNET GROUP

Group Profile

As of Dec 2024

Group Overview | Corporate Slogan

We concentrate our resources on developing Internet infrastructure that supports our products and services

Internet for Everyone

Group Overview

Company Name	GMO Internet Group, 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	7,565
Group companies	114(As of December 2024)

114 Companies Worldwide

10 Listed Companies

Group Overview

Prime	**4 companies**
Standard	**2 companies**
Growth	**4 companies**

Market Capitalization of the Group

JPY 1.4 trillion

※2025/2/10

7,565

Internet Professionals

GMO

Our Strengths for Sustainable Growth

1. ## Independent management

2. ## Operations and development of our own technology

3. ## Solid recurring revenue
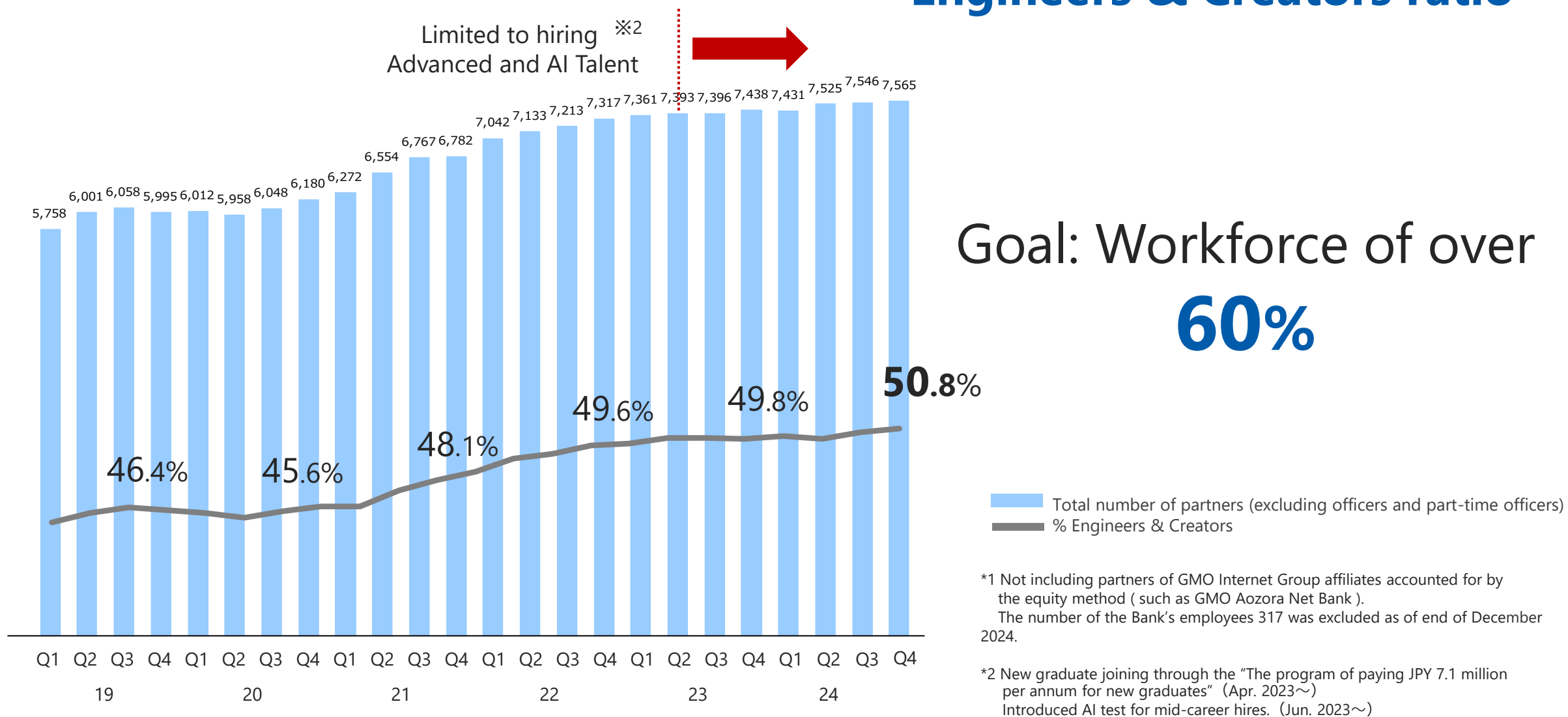
GMO

1. Independent management

Each group company pursues the No. 1 strategy under the "GMO-ism" and creates growth products.

As a result, our group with diversified risk management strategy.

2. Operations and development of our own technology
## Engineers & Creators ratio

Limited to hiring ※2
Advanced and AI Talent

Goal: Workforce of over
60%

Bar values (Total number of partners): 5,758 · 6,001 · 6,058 · 5,995 · 6,012 · 5,958 · 6,048 · 6,180 · 6,272 · 6,554 · 6,767 · 6,782 · 7,042 · 7,133 · 7,213 · 7,317 · 7,361 · 7,393 · 7,396 · 7,438 · 7,431 · 7,525 · 7,546 · 7,565

% Engineers & Creators labels: 46.4% · 45.6% · 48.1% · 49.6% · 49.8% · **50.8%**

X-axis: Q1 Q2 Q3 Q4 (19) | Q1 Q2 Q3 Q4 (20) | Q1 Q2 Q3 Q4 (21) | Q1 Q2 Q3 Q4 (22) | Q1 Q2 Q3 Q4 (23) | Q1 Q2 Q3 Q4 (24)

Legend:
- Total number of partners (excluding officers and part-time officers)
- % Engineers & Creators

*1 Not including partners of GMO Internet Group affiliates accounted for by the equity method (such as GMO Aozora Net Bank).
The number of the Bank's employees 317 was excluded as of end of December 2024.

*2 New graduate joining through the "The program of paying JPY 7.1 million per annum for new graduates" （Apr. 2023〜)
Introduced AI test for mid-career hires. （Jun. 2023〜)

3. Solid recurring revenue

That means our core business policies,

Indispensable products that will not disappear

With

recurring revenue business model

Consolidated Net Sales

(JPY billions)

277.4

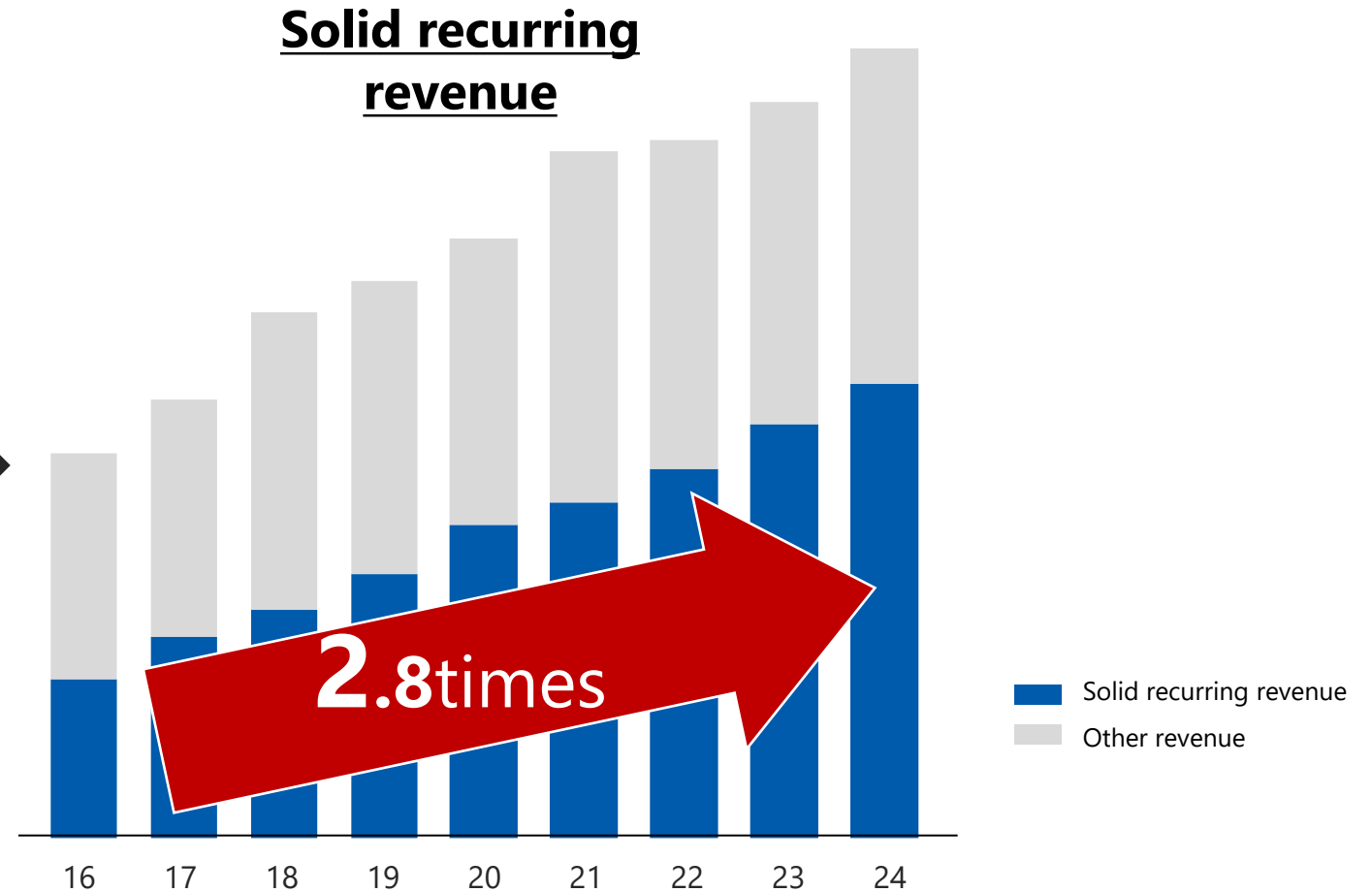Changes in rules to record the revenues*

Sustainable growth

9.1
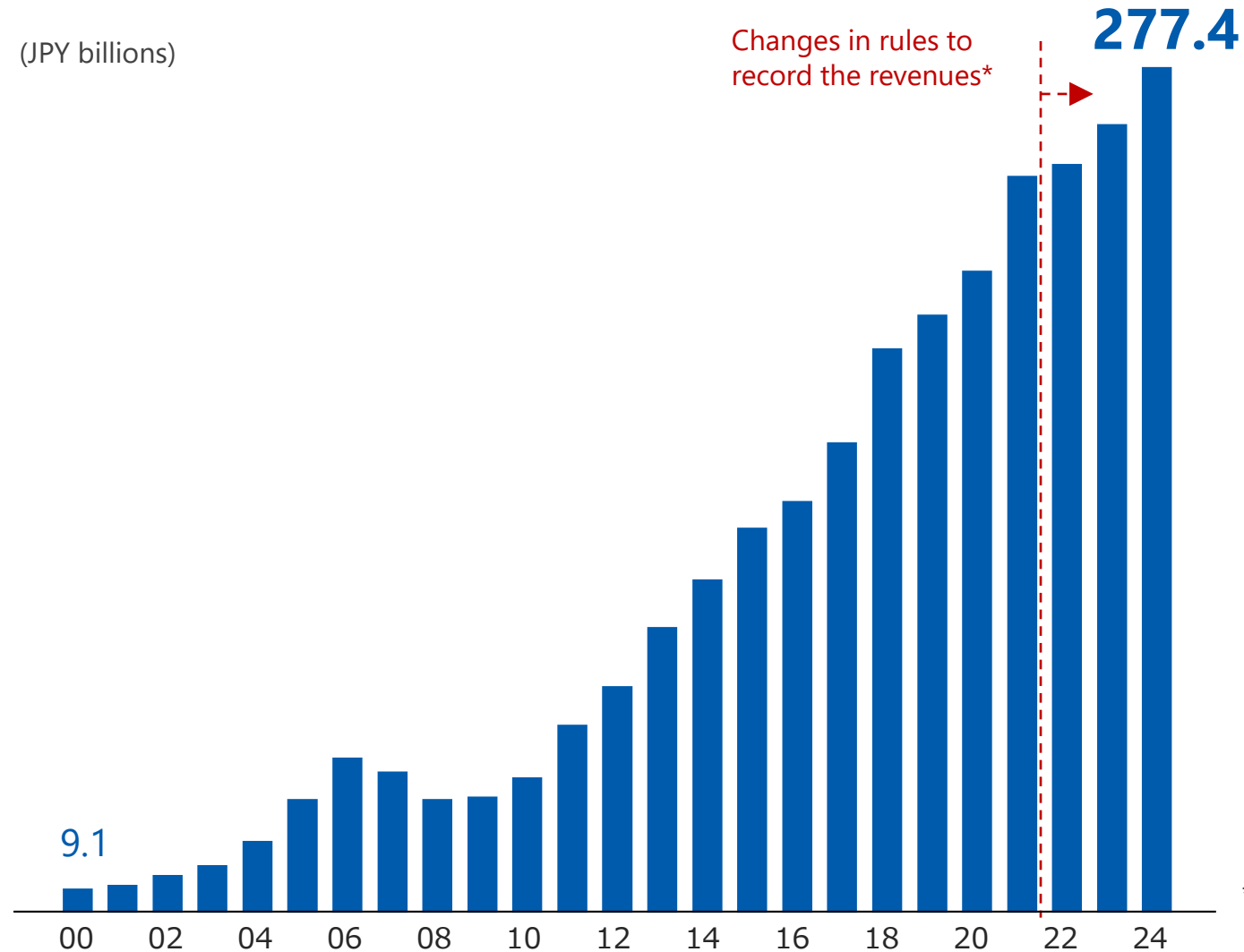
* "Accounting standards related to revenue recognition" (accounting standard No. 29)

00 02 04 06 08 10 12 14 16 18 20 22 24

GMO

3. Solid recurring revenues

Both unit price and number of contracts increased, leading to expansion.

Unit price

1.6times

Number of contracts

1.7times

×

Solid recurring revenue

2.8times

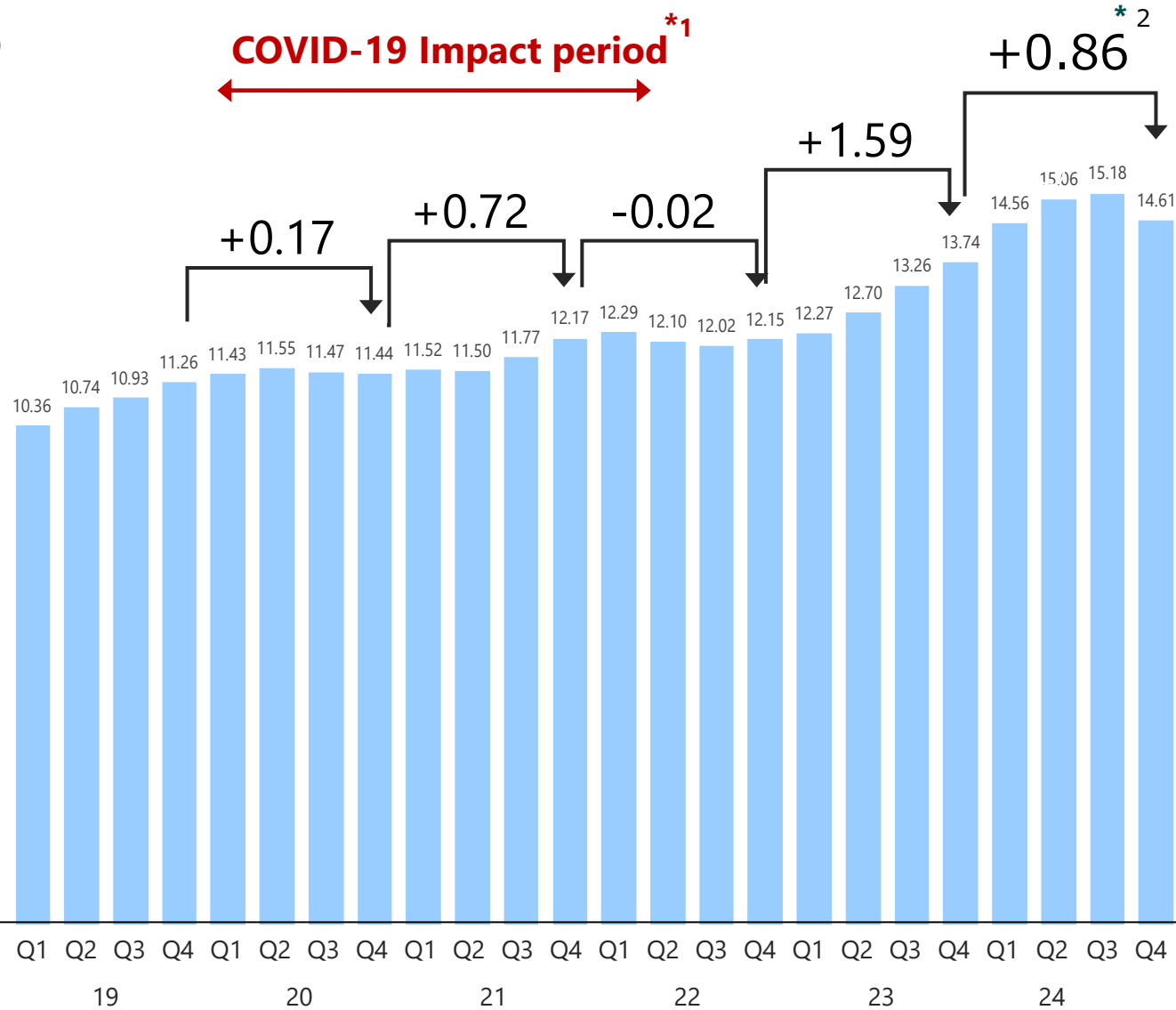16 17 18 19 20 21 22 23 24

- Solid recurring revenue
- Other revenue

* The combined value of stock and transaction revenues in the infrastructure business (domains, cloud hosting, part of security, part of EC support, part of payment, and access)

GMO

12

Internet Infrastructure | Contracts

(millions)

COVID-19 Impact period [1]

+0.86 [2]

+1.59

+0.72

+0.17

-0.02

Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
10.36	10.74	10.93	11.26	11.43	11.55	11.47	11.44	11.52	11.50	11.77	12.17	12.29	12.10	12.02	12.15	12.27	12.70	13.26	13.74	14.56	15.06	15.18	14.61
19				20				21				22				23				24			

Solid recurring revenues base
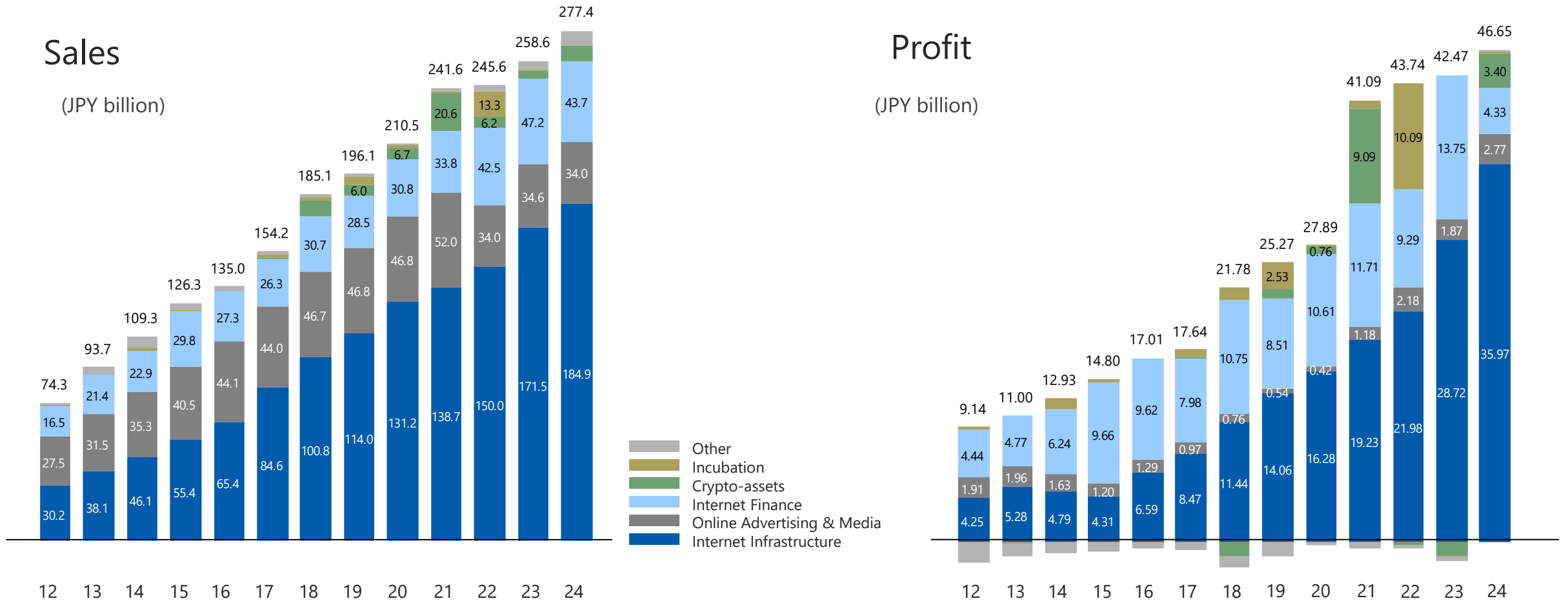
14.61M

customers

Increased contracts

0.86M

YoY

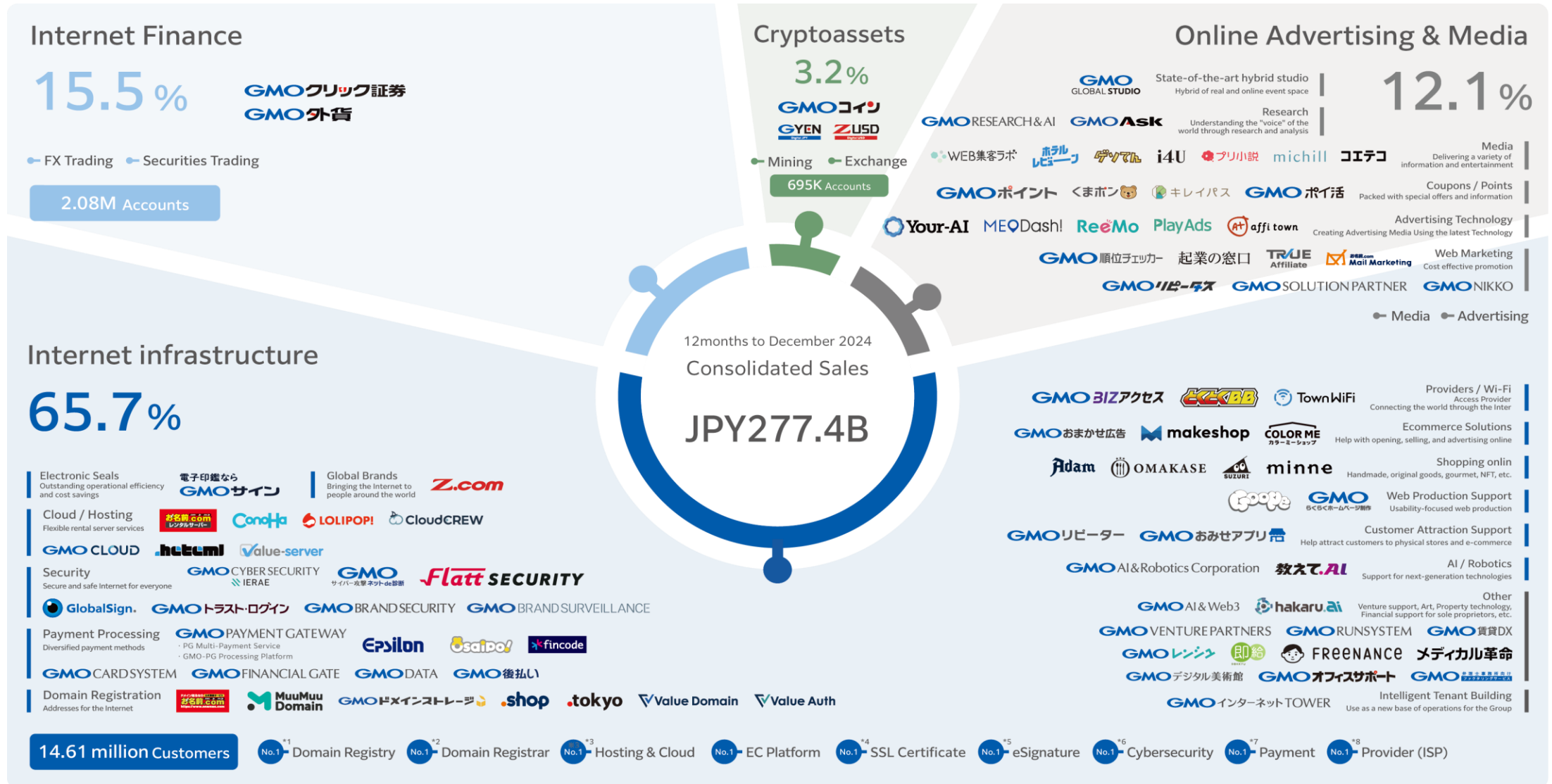*1:The period of declaration of a state of emergency and application of priority measures to prevent the spread

* 2: Impact of overseas domain account review (approximately 900,000 accounts) reflected in 24Q4.

GMO

Consolidated results transition

Sales increased for 16 consecutive fiscal years

Sales (JPY billion)

Profit (JPY billion)

Legend:
- Other
- Incubation
- Crypto-assets
- Internet Finance
- Online Advertising & Media
- Internet Infrastructure

Sales (JPY billion)

Year	Total	Internet Finance	Online Advertising & Media	Internet Infrastructure	Crypto-assets	Incubation
12	74.3	16.5	27.5	30.2		
13	93.7	21.4	31.5	38.1		
14	109.3	22.9	35.3	46.1		
15	126.3	29.8	40.5	55.4		
16	135.0	27.3	44.1	65.4		
17	154.2	26.3	44.0	84.6		
18	185.1	30.7	46.7	100.8		
19	196.1	28.5	46.8	114.0	6.0	
20	210.5	30.8	46.8	131.2	6.7	
21	241.6	33.8	52.0	138.7	20.6	
22	245.6	42.5	34.0	150.0	6.2	13.3
23	258.6	47.2	34.6	171.5		
24	277.4	43.7	34.0	184.9	3.40	

Profit (JPY billion)

Year	Total	Internet Finance	Online Advertising & Media	Internet Infrastructure	Crypto-assets	Incubation
12	9.14	4.44	1.91	4.25		
13	11.00	4.77	1.96	5.28		
14	12.93	6.24	1.63	4.79		
15	14.80	9.66	1.20	4.31		
16	17.01	9.62	1.29	6.59		
17	17.64	7.98	0.97	8.47		
18	21.78	10.75	0.76	11.44		
19	25.27	8.51	0.54	14.06	2.53	
20	27.89	10.61	0.42	16.28	0.76	
21	41.09	11.71	1.18	19.23	9.09	
22	43.74	9.29	2.18	21.98		10.09
23	42.47	13.75	1.87	28.72		
24	46.65	4.33	2.77	35.97	3.40	

Group of businesses with a customer base of 17.91 million

Internet Finance

15.5%

GMOクリック証券
GMO外貨

- FX Trading
- Securities Trading

2.08M Accounts

Cryptoassets

3.2%

GMOコイン
GYEN ZUSD

- Mining
- Exchange

695K Accounts

Online Advertising & Media

GMO GLOBAL STUDIO — State-of-the-art hybrid studio — Hybrid of real and online event space

GMO RESEARCH & AI   GMO Ask — Research — Understanding the "voice" of the world through research and analysis

12.1%

WEB集客ラボ ホラルレビューン デゾてん i4U プリ小説 michill コエテコ — Media — Delivering a variety of information and entertainment

GMOポイント くまポン キレイパス GMOポイ活 — Coupons / Points — Packed with special offers and information

Your-AI MEODash! ReeMo PlayAds affi town — Advertising Technology — Creating Advertising Media Using the latest Technology

GMO順位チェッカー 起業の窓口 TRUE Affiliate Mail Marketing — Web Marketing — Cost effective promotion

GMOリピータス GMO SOLUTION PARTNER GMO NIKKO

- Media
- Advertising

12months to December 2024
Consolidated Sales

JPY277.4B

Internet infrastructure

65.7%

Electronic Seals — Outstanding operational efficiency and cost savings — 電子印鑑なら GMOサイン

Global Brands — Bringing the Internet to people around the world — Z.com

Cloud / Hosting — Flexible rental server services — お名前.com レンタルサーバー ConoHa LOLIPOP! CloudCREW

GMO CLOUD .heteml Value-server

Security — Secure and safe Internet for everyone — GMO CYBER SECURITY IERAE GMO サイバー攻撃ネットde診断 Flatt SECURITY

GlobalSign. GMOトラスト・ログイン GMO BRAND SECURITY GMO BRAND SURVEILLANCE

Payment Processing — Diversified payment methods — GMO PAYMENT GATEWAY · PG Multi-Payment Service · GMO-PG Processing Platform Epsilon osaipo! fincode

GMO CARD SYSTEM GMO FINANCIAL GATE GMO DATA GMO後払い

Domain Registration — Addresses for the Internet — お名前.com MuuMuu Domain GMOドメインストレージ .shop .tokyo Value Domain Value Auth

14.61 million Customers

No.1 *1 Domain Registry No.1 *2 Domain Registrar No.1 *3 Hosting & Cloud No.1 *4 EC Platform No.1 *5 SSL Certificate No.1 *6 eSignature No.1 *7 Cybersecurity No.1 *7 Payment No.1 *8 Provider (ISP)

GMO BIZアクセス とくとくBB TownWiFi — Providers / Wi-Fi — Access Provider — Connecting the world through the Inter

GMOおまかせ広告 makeshop COLOR ME — Ecommerce Solutions — Help with opening, selling, and advertising online

Adam OMAKASE SUZURI minne — Shopping onlin — Handmade, original goods, gourmet, NFT, etc.

goope GMO らくらくホームページ制作 — Web Production Support — Usability-focused web production

GMOリピーター GMOおみせアプリ — Customer Attraction Support — Help attract customers to physical stores and e-commerce

GMO AI&Robotics Corporation 教えて.AI — AI / Robotics — Support for next-generation technologies

GMO AI & Web3 hakaru.ai — Other — Venture support, Art, Property technology, Financial support for sole proprietors, etc.

GMO VENTURE PARTNERS GMO RUNSYSTEM GMO 賃貸DX

GMOレンシン 即給 FREENANCE メディカル革命

GMOデジタル美術館 GMOオフィスサポート GMO

GMOインターネット TOWER — Intelligent Tenant Building — Use as a new base of operations for the Group

Internet Infrastructure

Domain Registration

No.1
Market Share *

83.7%

Domains under
Management

9.6M

* Based on ICANN data

Web Hosting

No.1
Market Share *

60.2%

Contracts

1.1M

* Based on domaintools.com

Ecommerce Solutions

GMO クラウドEC

makeshop

COLOR ME
カラーミーショップ

Paid Stores
47k

Payment

GMO PAYMENT GATEWAY

GMO EPSILON

GMO PAYMENT SERVICE

GMO FINANCIAL GATE

Transaction Volume

JPY 19.8 tr/year

ISP(Provider)

"Hikari Collaboration Award"
Satisfaction Ranking *

No.1

Contracts

2.20

million networks

* Winner of the Best Satisfaction Award in Hikari Collaboration
Award 2023

Infrastructure

Three Types of Security

'GMO will protect your Internet Security' project

**GMO will protect
your Internet Security**

GMO

A safer future for Everyone

'GMO will protect your Internet Security' project | Part 1 'GMO Security 24'

Providing a free 24-hour password leak diagnosis, web risk diagnosis and security consultation AI.

Security | Three areas

Preventing Eavesdropping, Tampering, and Identity Spoofing.
(**Cryptographic** Security)

Countermeasures against cyberattacks.

(**Cyber** security)

Monitoring and removal support for impersonation threats.

(**Brand** security)

1.SSL Security

Http + SSL = Https

Market Share *

No.1

*Country code (according to Netcraft's research)

1. Cryptosecurity | eSignature

電子印鑑なら
GMOサイン

Dual crown

No.1
Market Share

Number of e-contract accounts

2.5M

Number of contracts

4.6M/Q

2. Cybersecurity

GMO CYBER SECURITY
≫ IERAE

GMO *Flatt Security*

Number of
white hat hackers
in Japan*

No.1

* Fermi estimation

GMO CYBER SECURITY
IERAE

Cyber Security Assessment
More than **10,500** cases

More than 150 white hat hackers enrolled **No.1** ※1

Largest contest in Japan **No.1** ※2

World's largest contest two years in a row **No.1** ※3

※1:Based on our survey ※2:HTB Business CTF 2024: No.1 in Japan ※3:2023 DEF CON 31 'Cloud Village CTF, 2024 DEF CON 32 'Cloud Village CTF: World No.1

GMO

30

2. Countermeasures against cyberattacks business Working with public institutions

Self-defense forces

Carried out training to improve the skills of Cyber Defense Command[1]

National Police Agency

Received a letter of thanks for technical assistance[2]

*1: "Penetration test drills for JSDF Cyber Defense Command carried out by GMO Cybersecurity by Ierae" (February 1, 2023)

*2: Received a letter of thanks from National Police Agency (January 30, 2023)

3. Brand security | Trademark & Rights Protection

GMO BRAND SECURITY

72.0% [*]

Of Companies in the Top
100 Japanese Corporate
Brand Ranking
Are using

* % of the Best Japan Brands 2024 Rankings Top 100

GMO

Finance, Payment, and Cryptoassets

Finance, Payment, and Cryptocurrency

Mining bitcoin BitcoinCash

Exchange GMOコイン

Payment GYEN ZUSD
Digital JPY   Digital USD

GMOFINANCIAL HD

▲

大和証券グループ本社
Daiwa Securities Group Inc.

Share acquisition: 2.13%*1

*1 As of the end of Dec 2024

Crypto currency

GMO INTERNET GROUP

Securities / FX

Payment

Net Bank

SMBC **GMO** PAYMENT

▲ **JV established**

SMBC 三井住友銀行 → **GMO** PAYMENT GATEWAY

(Sumitomo Mitsui Banking Corporation)

Investment: JPY3.86B (3.26%)

Launched on July 17, 2018

GMO あおぞらネット銀行

(GMO Aozora Net Bank)

▲   ▲

AOZORA あおぞら銀行   **GMO** INTERNET GROUP
(Aozora Net Bank)   *

50.0%   **50.0%**(14.9%)

*2 If approved by major shareholders, the expected voting rights ratio will be 50%.

Internet Securities

GMOクリック証券

GMO外貨

Accounts

FX : 1.5M
CFD: 220K
Securities: 530K

Cryptoassets

Crypto assets
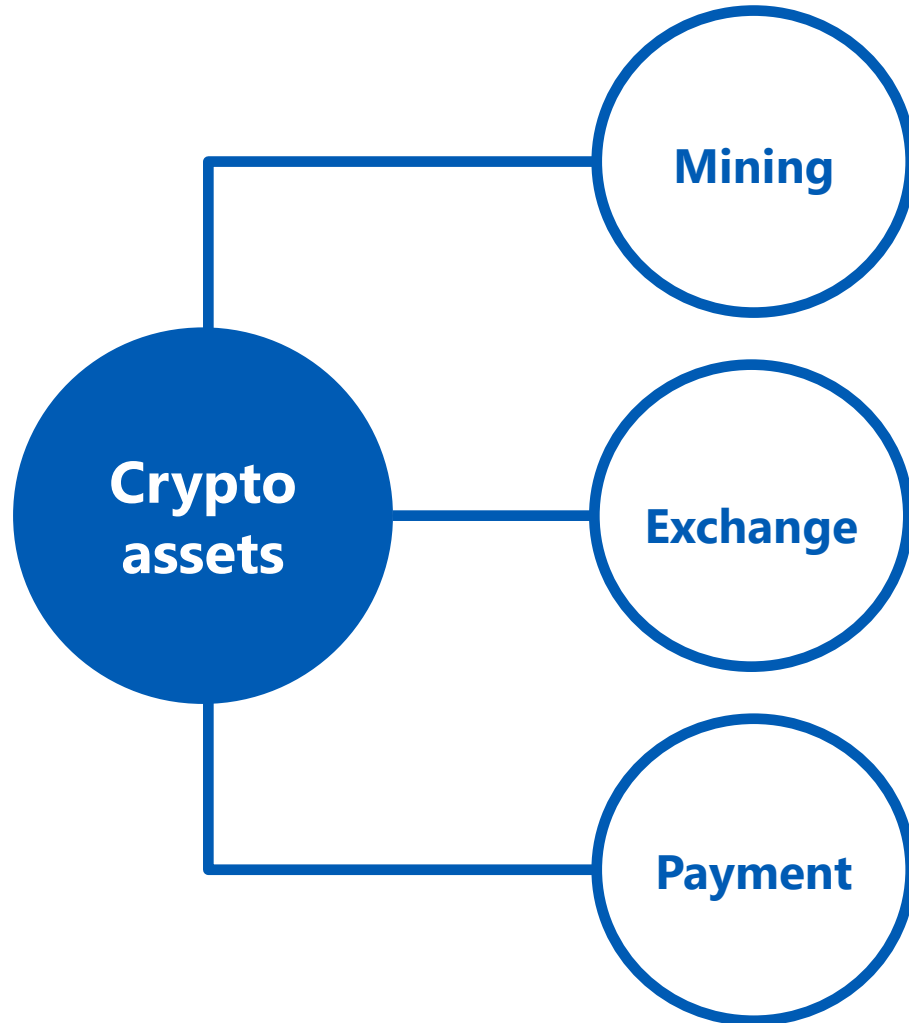
Mining — **Cryptoassets mining business**

Exchange — **Cryptoassets Trading Business**

GMOコイン

Crypto Accounts
695K

Payment — **Cryptoassets payment**

 └ Issue stablecoin

GYEN

Bank×IT
Born in July 2018

| Banking management know-how | Technology |

すべてはお客さまのために。

Nǒ.1

テクノロジーバンクを目指して

All for our customers. Strive to be the No.1 Tech Bank.

Net Bank

Point1 **Focus on corporate clients**

Point2 **The core business :**
Exchange, Debit cards, and business loans

Point3 **Bank System＋Bank API＋In-house development**

Point4 **BaaS byGMOAozora**

Point5 **Approximately 40% of employees are engineers**

TOPICS

Becoming the No.1 Corporate Group Pioneering the Future with AI

Our initiatives towards realization （1/2）

Driving research and development in AI, particularly in financial data analysis, and achieved significant results since hiring our first data scientist approximately 10 years ago.

FY2013	GMO NIKKO has built and analyzed big data analytics(DMP)infrastructure GMO AdMarketing developed and analyzing recommendation widget systems and machine learning models.
FY2014	Consistently reinforce our recruitment efforts for AI talented after the 1st data scientist was hired.
FY2015	Intensified our research and development efforts in AI
FY2016	The initial AI-supported product "TAXEL" was released, marking the beginning of GMO Click Securities data analysis platform development.
FY2017	GMO Click Securities started data analysis operations
Jan.2020	Restructured to the data analysis and development group. GMO TownWifi started utilizing casual inference techniques for measuring the effectiveness of functions and initiatives.
Apr.2022	Established of the AI Research and Development Department

Our initiatives towards realization （2/2）

We promptly began utilizing ChatGPT across the entire group, expecting its potential impact after the emergence of it in November 2022.

①Time and Cost savings

②Improvement in the quality of existing services

③Offering new services to the AI Industry

Based on these three pillars, we continue our efforts to become the "No.1 AI-Utilizing Corporate Group" while staying up-to-date with the latest AI developments on a daily basis. Furthermore, in 2024, we will evolve our catchphrase to "Becoming the No.1 Corporate Group Creating the Future with AI," and accelerate its realization.

Details： https://www.gmo.jp/ai-history/

GMO

Established GMO-AIR Co.Ltd |Business Model

Aiming of a lean, High-performance Organization that fully utilizes AI

Business Model

Domestic and International

| Robot Manufacturers | Industrial Drone Manufacturers | AI-Related Companies |

Investment

GMO VENTURE PARTNERS
GMO AI & Web3

GMO INTERNET GROUP

GMO AI & Robotics Corporation

Internet Infrastructure Products

Internet Connection / Domain
Cloud / SSL / Security
Payment / Data Center /
Maintenance

AI Utilization Expertise

- Utilizing AI since 2013
- 106,000 hours/month
  of reduced working hours
- 1.8 billion yen/year
  cost reduction (current target)
- Utilization of Clean Energy

Initiatives to Achieve the Goal of Becoming the No.1 Corporate Group in Creating the Future with AI
https://www.gmo.jp/ai-history/

GMO FINANCIAL HD

GMO AOZORA NET BANK

Financial Services
Rental / Lease / Loan / Insurance
Government Grant Utilization Support

Customers

20240615_1620

Efforts related to Sustainability

ESG activities | Materiality

Solving social issues through business

Challenge

Dedication to the No.1 Service.
We are dedicated to providing the dominant No.1 service in the Internet industry by operating and developing our own technology.
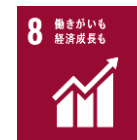
Safety

Responsibility to protect our customers' smiles.
We ensure a safe and secure Internet infrastructure to protect our customers' smiles.
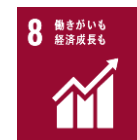
Environment

Solving social issues through business activities.
We strive to address pressing challenges that benefit the environment, society, and individuals.

Strengthening the foundation of management

Human Talent

Cultivating a group that evolves together.
An environment where every partner excels is key to creating the No.1 service.

Trust

Maximizing stakeholders' smiles.
We aim to increase our fanbase through dialogue with everyone involved.
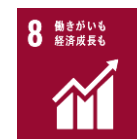
Governance

Foundation for Hundreds of Years.
We are building a robust structure that will ensure our business group thrives for hundreds of years, prioritizing sustainable growth.

GMO

48
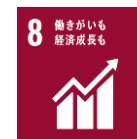
ESG activities ｜Materiality Matrix

The key issues were identified through an assessment based on opportunities and risks from the perspective of both "importance to stakeholders" and "Significance to GMO Internet Group."

ESG activities │ Sustainability management for SDGs

Our business helps Social and environmental issues to be solved.

ESG activities | Disclosure Processes/External Evaluation

[Disclosure Progress]

Jan. 2024

SPORTS YELL COMPANY 2024

Assessment by ESG rating agencies / Inclusion in ESG indexes

FTSE ESG Ratings 2.8

Mar. 2023

健康経営優良法人 2023
Health and productivity

Dec. 2023

TOKYO 東京都スポーツ推進企業 2023認定

MSCI ESG RATINGS BBB

| CCC | B | BB | BBB | A | AA | AAA |

FTSE Blossom Japan Sector Relative Index *2

Expanding Human capital disclosure

Plans to publish integrated report (September 2025.)

In April 2024, GMO Internet Group, Inc. received a rating of "BBB" (on a scale of AAA-CCC) in the MSCI ESG Ratings assessment *1

Identifying Material Issues.

FTSE ESG Ratings 2.3

TCFD Disclosure

Expanding ESG disclosure

Introduced of a group executive officer system

FTSE ESG Ratings 1.2

Updated CG report

Dec. 2013

Set up sustainability promotion committee

Drawn up basic sustainability policy

子育てでサポートしています
2013年認定事業者

Released our Activities for SDGs

2021 2022 2023 2024

Domestic Bases and Global Operations

Domestic Bases

6,032
Domestics partners ("employees")

Sendai
2 companies
191 partners

Sapporo
2 companies
56 partners

Osaka
7 companies
149 partners

Fukuoka / Kitakyushu
14 companies
349 partners

Kitakyushu, GMO kitaQ

Niigata
2 companies
4 partners

Tokyo
51 companies
4,621 partners

Miyazaki
6 companies
249 partners

Shimonoseki
3 companies
147 partners

Nagoya
4 companies
11 partners

Miyazaki, GMO Hinata

Kagoshima
1 companies
22 partners

Kobe
1 companies
4 partners

Shizuoka / Hamamatsu
4 companies
17 partners

Okinawa
4 companies **47** partners
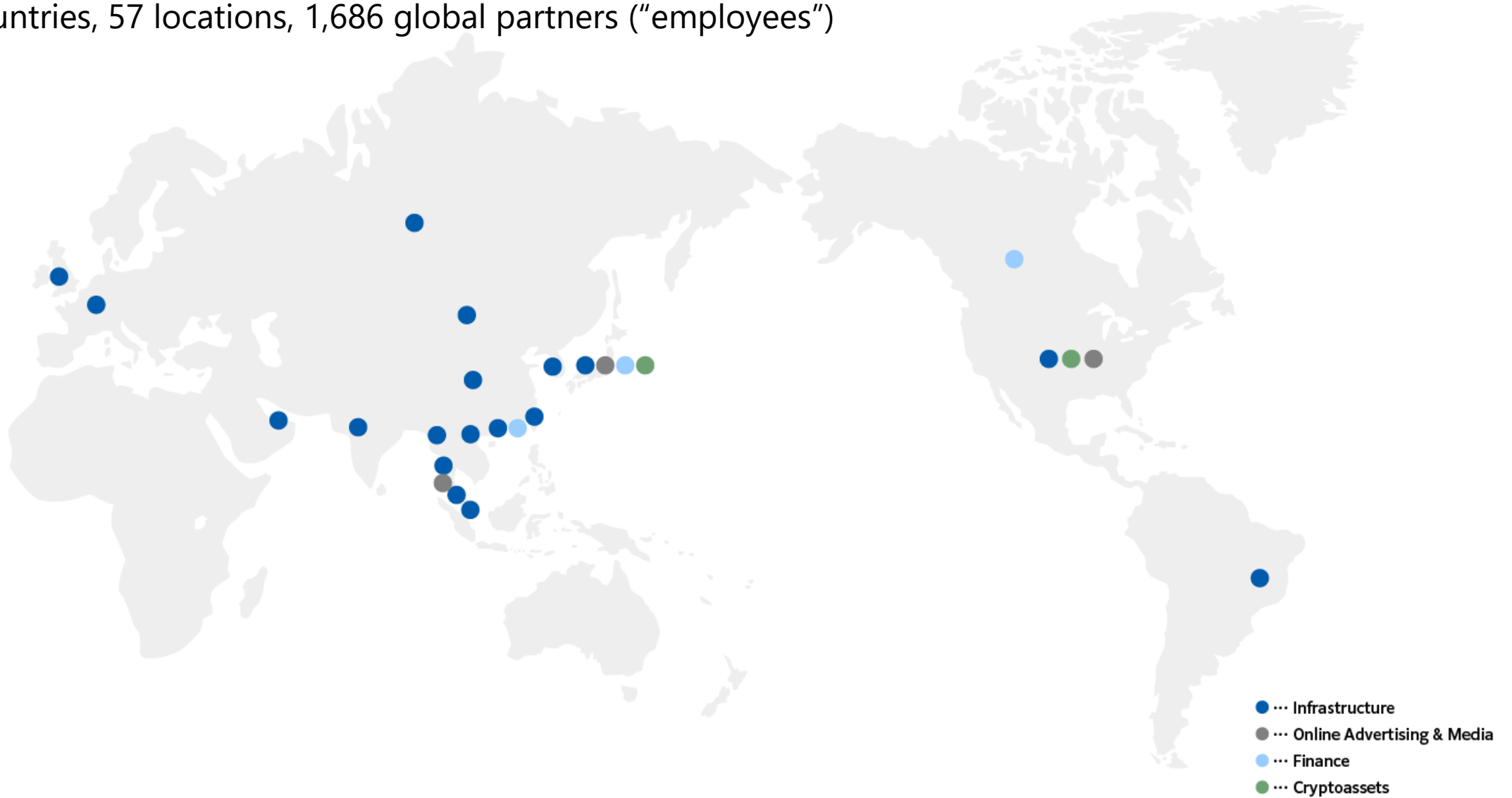
Setagaya-ku, Yoga
GMO Internet TOWER
(GMO GLOBAL STUDIO)

Shibuya
Group Head Office :
Cerulean Tower
The 2nd Group Head Office :
SHIBUYA FUKURAS

GMO

53

Global Operations | Locations

21 countries, 57 locations, 1,686 global partners ("employees")

- ● ··· Infrastructure
- ● ··· Online Advertising & Media
- ● ··· Finance
- ● ··· Cryptoassets

GMO

Global Operations | Wholesale & Directsale

Wholesale

.shop

Exclusive wholesale Internet addresses

GlobalSign®

**Wholesale encryption technology
(SSL certificates)**

Directsale

Z.com

Providing the No.1 proven service in Japan

Global Operations | Global Net Sales

(JPY billions)

Global Sales Ratio: 6.3%, 6.4%, 9.0%, 10.1%, 10.0%, 9.5%

Net Sales: 3.00, 3.42, 5.81, 6.30, 6.62, 6.78

Q1 Q2 Q3 Q4 — 2019
Q1 Q2 Q3 Q4 — 2020
Q1 Q2 Q3 Q4 — 2021
Q1 Q2 Q3 Q4 — 2022
Q1 Q2 Q3 Q4 — 2023
Q1 Q2 Q3 Q4 — 2024
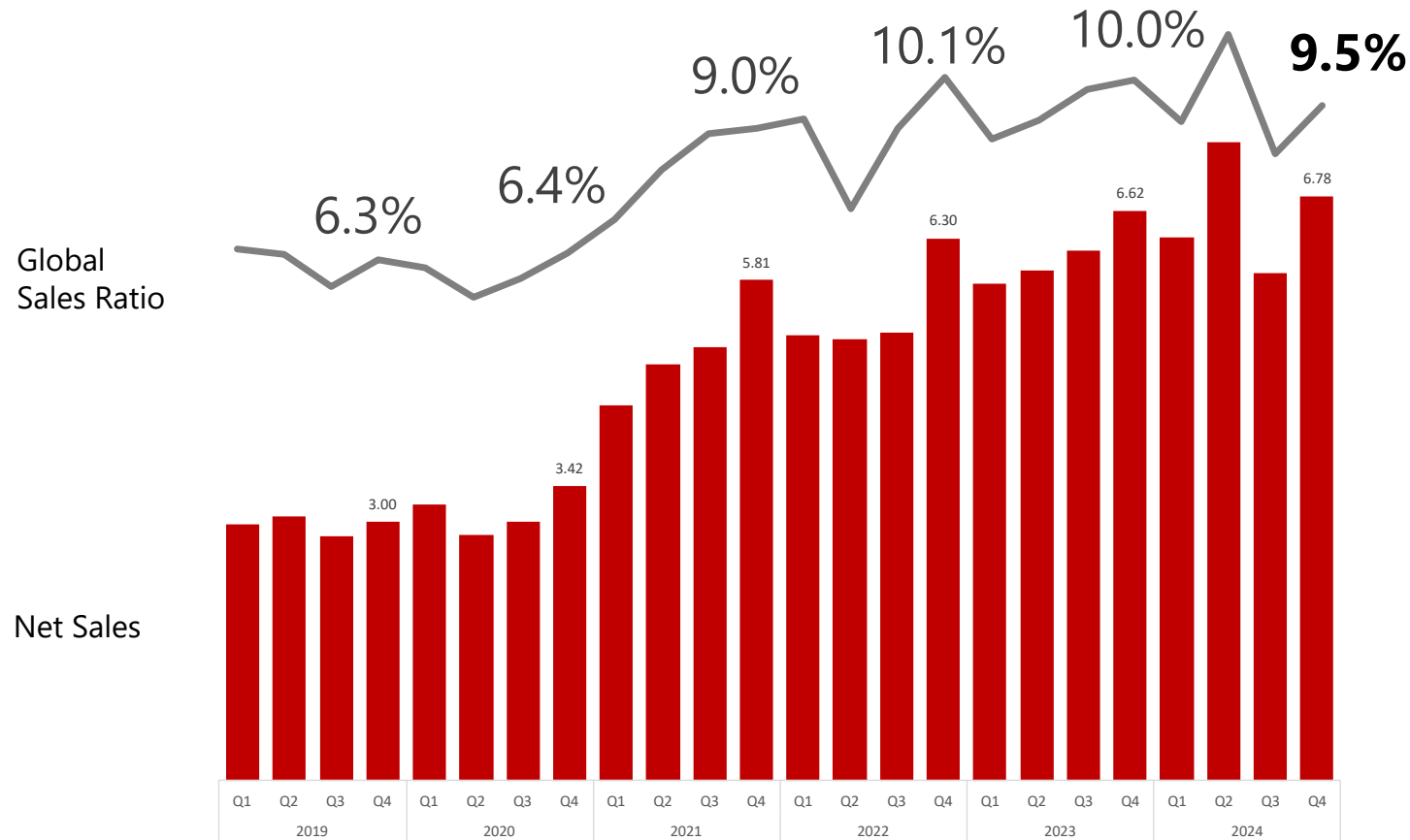
Net sales YoY

2.4% 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 for Everyone

GMO