GMO INTERNET GROUP

Group Profile

As of Mar 2025

STOCK CODE **9449**

https://group.gmo/en/

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 Internet Security Online Advertising & Media Internet Finance Cryptoassets
Capital (including capital reserve)	JPY5.0 billion
Consolidated Staff	7,497
Group companies	119(As of March 2025)

119 Companies Worldwide

10 Listed Companies

Group Overview

Prime	4 companies
Standard	2 companies
Growth	4 companies

Market Capitalization of the Group

JPY 2.1 trillion

※2025/5/14

Group Overview

7,497

Internet Professionals

Our Strengths for Sustainable Growth

1. Independent management
2. Operations and development of our own technology
3. Solid recurring revenue

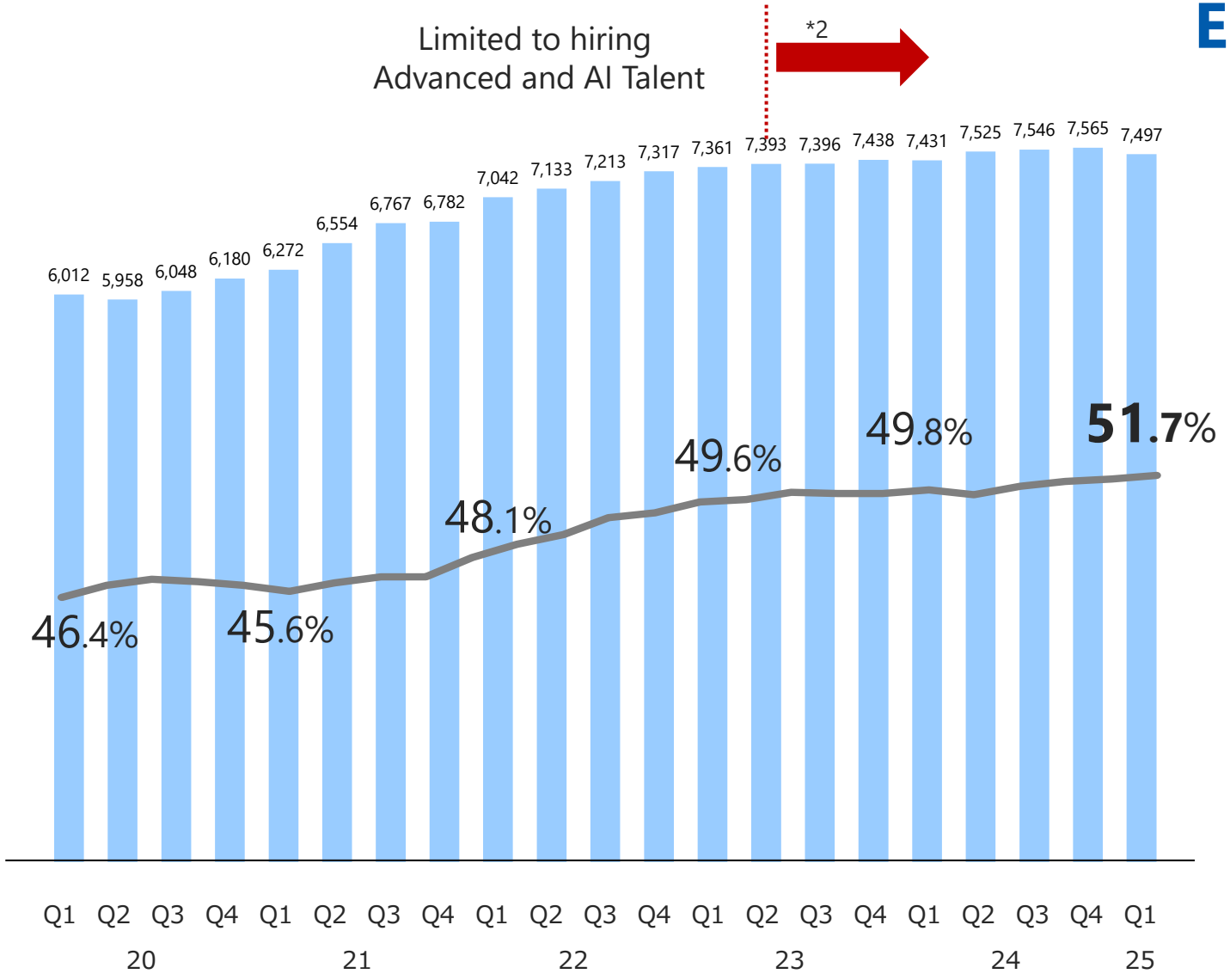
1. Independent management

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



Goal: Workforce of over

60%

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 329 was excluded as of end of March 2025.

*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

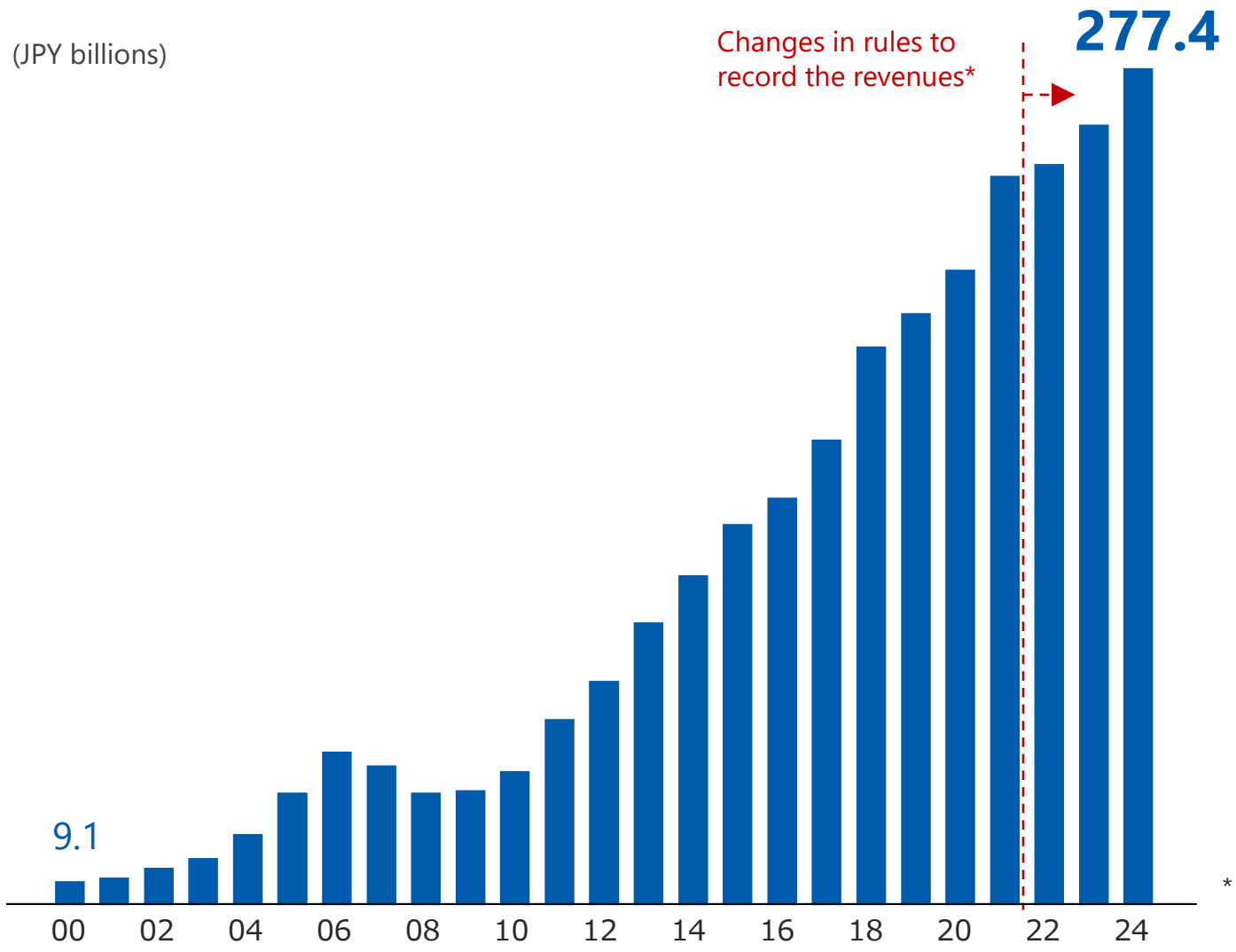
That means our core business policies,

Indispensable products that will not disappear

With

recurring revenue business model

Consolidated Net Sales

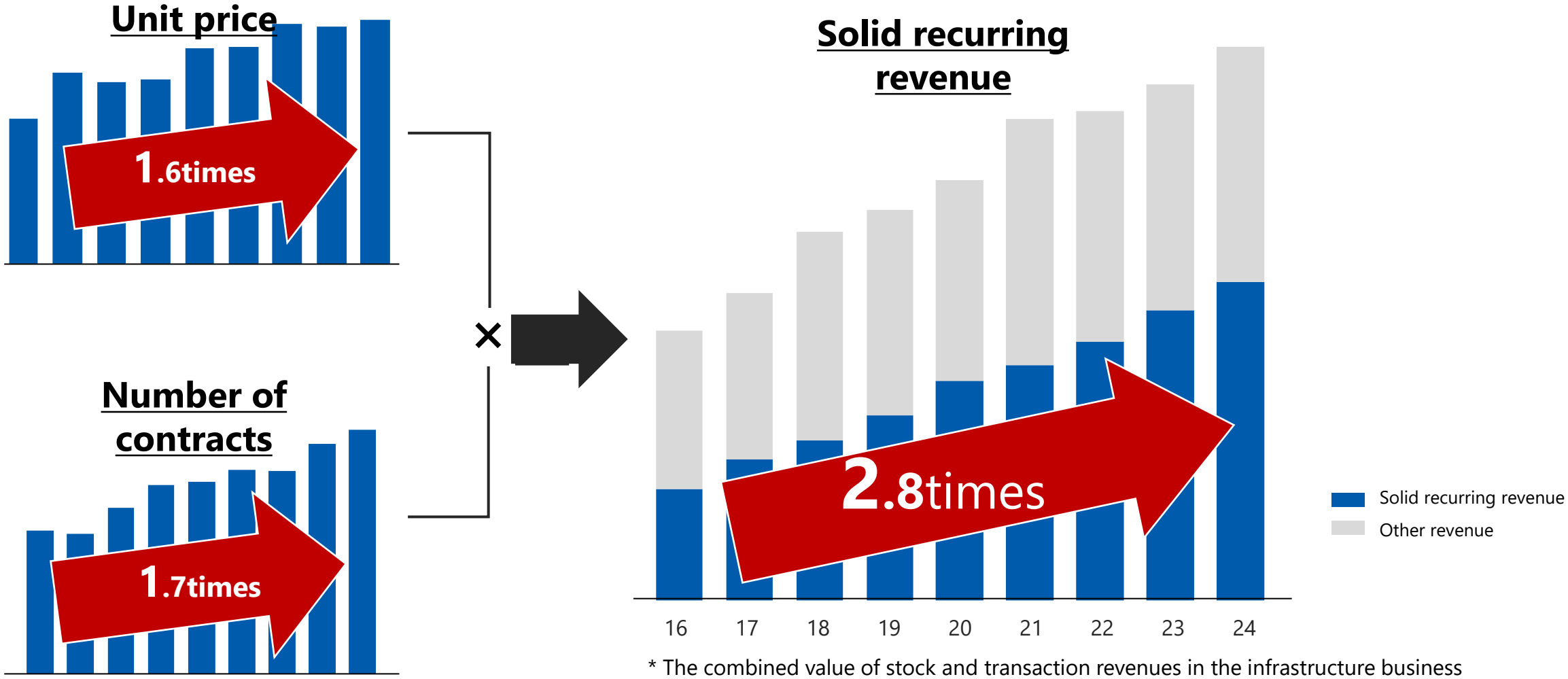


Sustainable growth

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

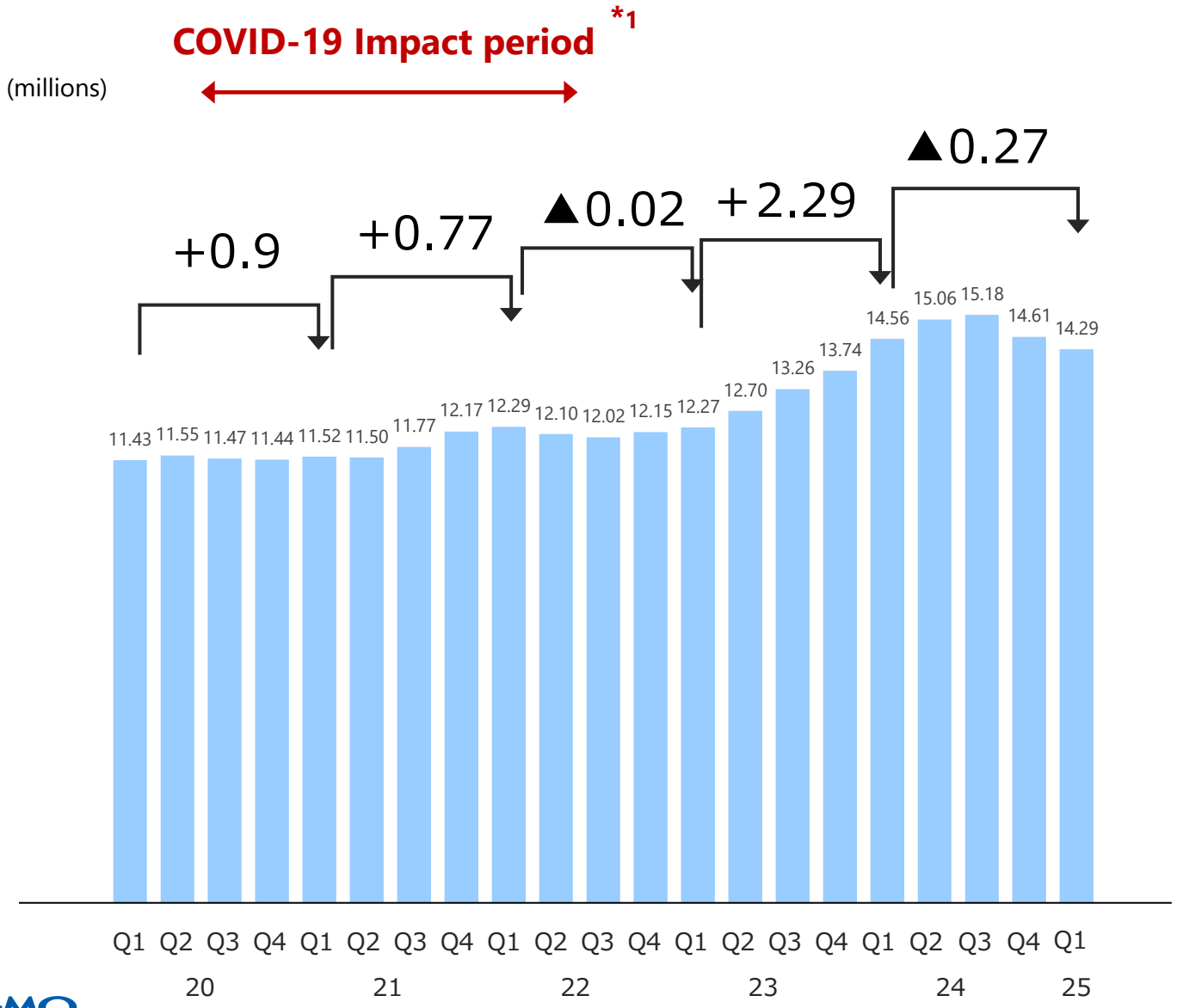
3. Solid recurring revenues

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



* 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)

Internet Infrastructure | Contracts



Solid recurring revenues base

14.29M

customers

Decreased contracts

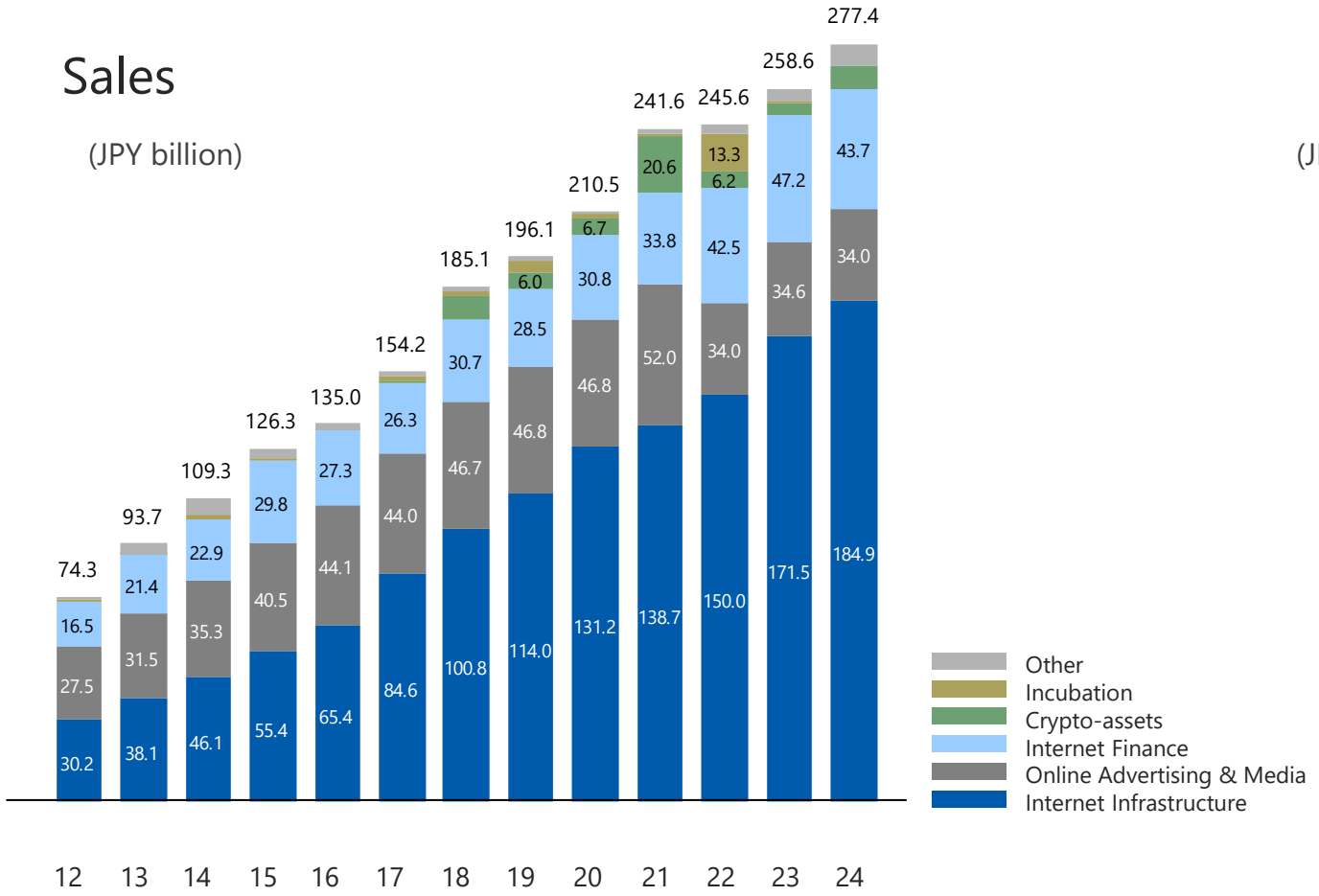
0.27M

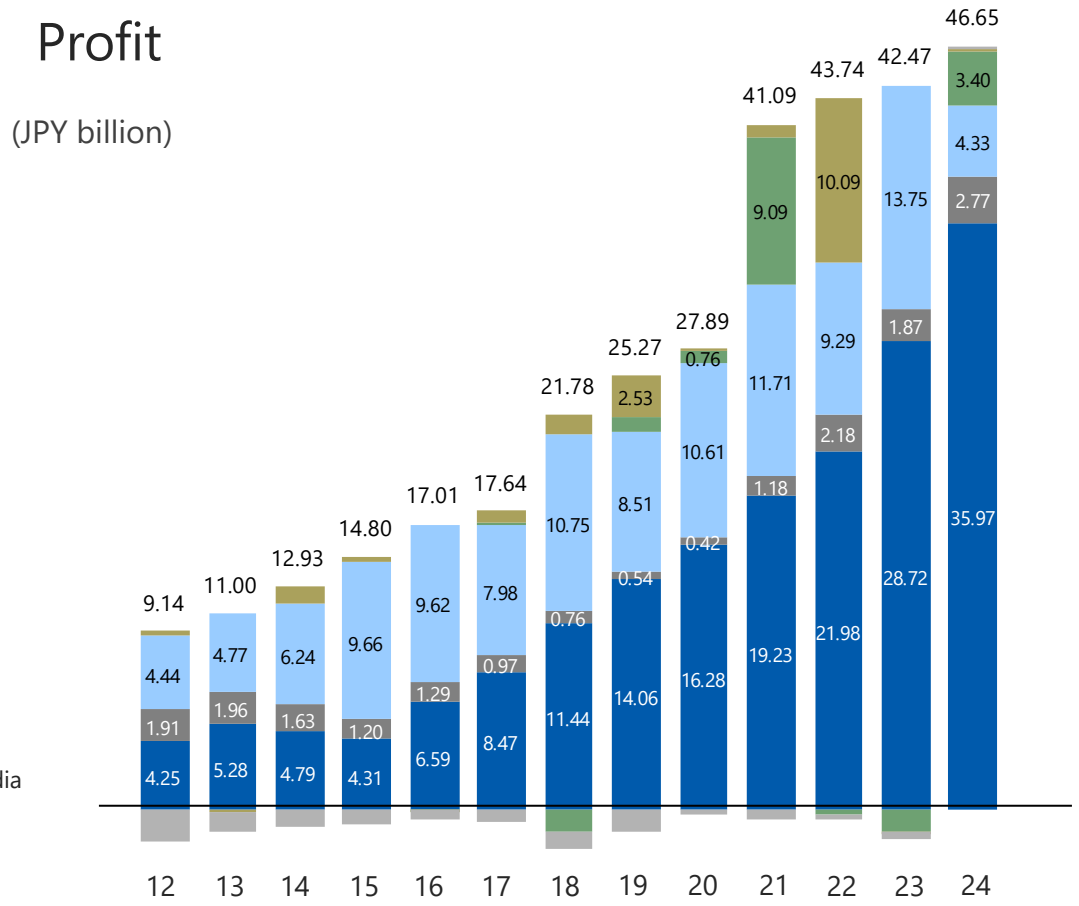
YoY

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

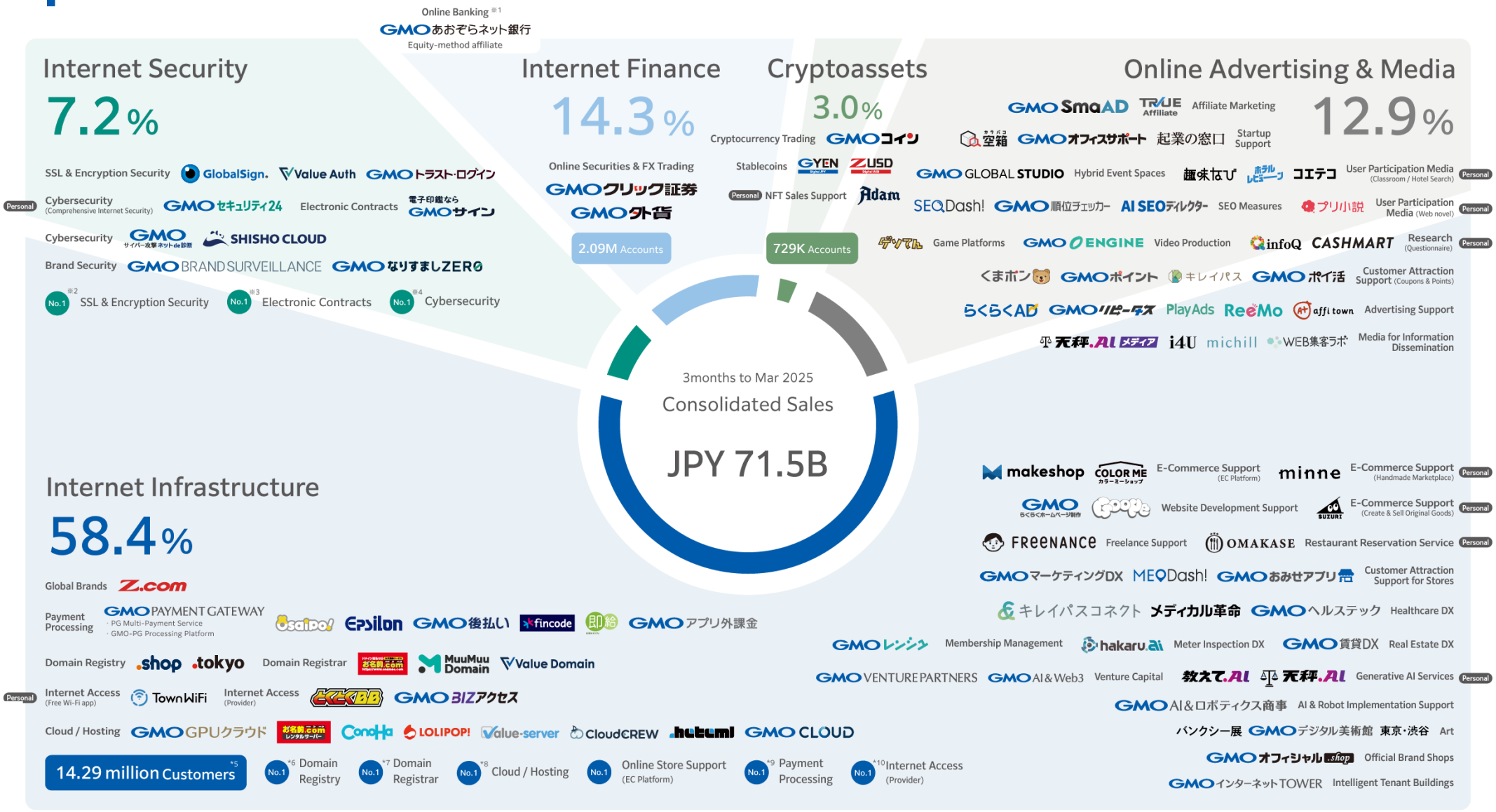
Consolidated results transition

Sales increased for 16 consecutive fiscal years





Group of businesses with a customer base of 17.12 million



*1 GMO Aozora Net Bank, Ltd. is accounted for using the equity method and is not included in consolidated revenue *2 Country code based on Netcraft data *3 Number of Companies Using "GMO Sign" and Total Documents Sent with Electronic Seals (Survey by GMO GlobalSign Holdings) *4 Based on the Fermi estimat
*5 The number of customers shown represents the total combined customers of the Internet Infrastructure and Internet Security segments. *6 Based on our own data *7 Based on ICANN data *8 Based on domaintools.com data *9 Certain franchisees with a large number of tenants are counted as one shop, regardless of the number of tenants
*10 Winner of Best Satisfaction Award in Hikari Collaboration Award 2024 *Segment sales ratios above may not fully correspond to how services are actually allocated.

Internet Infrastructure

Domain Registrar

No.1
Market Share *

83.3%

Domains under
Management

9.3M

* Based on ICANN data

Hosting & Cloud

お名前.com レンタルサーバー

ConoHa

GMO GPUクラウド

LOLIPOP!

CloudCREW by GMO

ALTUS

Value-server

Z.com Cloud

No.1
Market Share *

58.3%

Contracts

1.1M

* Based on domaintools.com

ASP Cart

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

JPY20.5tr/year

Provider (ISP)

"Hikari Collaboration Award"
Satisfaction Ranking *

No.1

Contracts

2.19

million networks

* Winner of the Best Satisfaction Award in Hikari Collaboration Award 2024

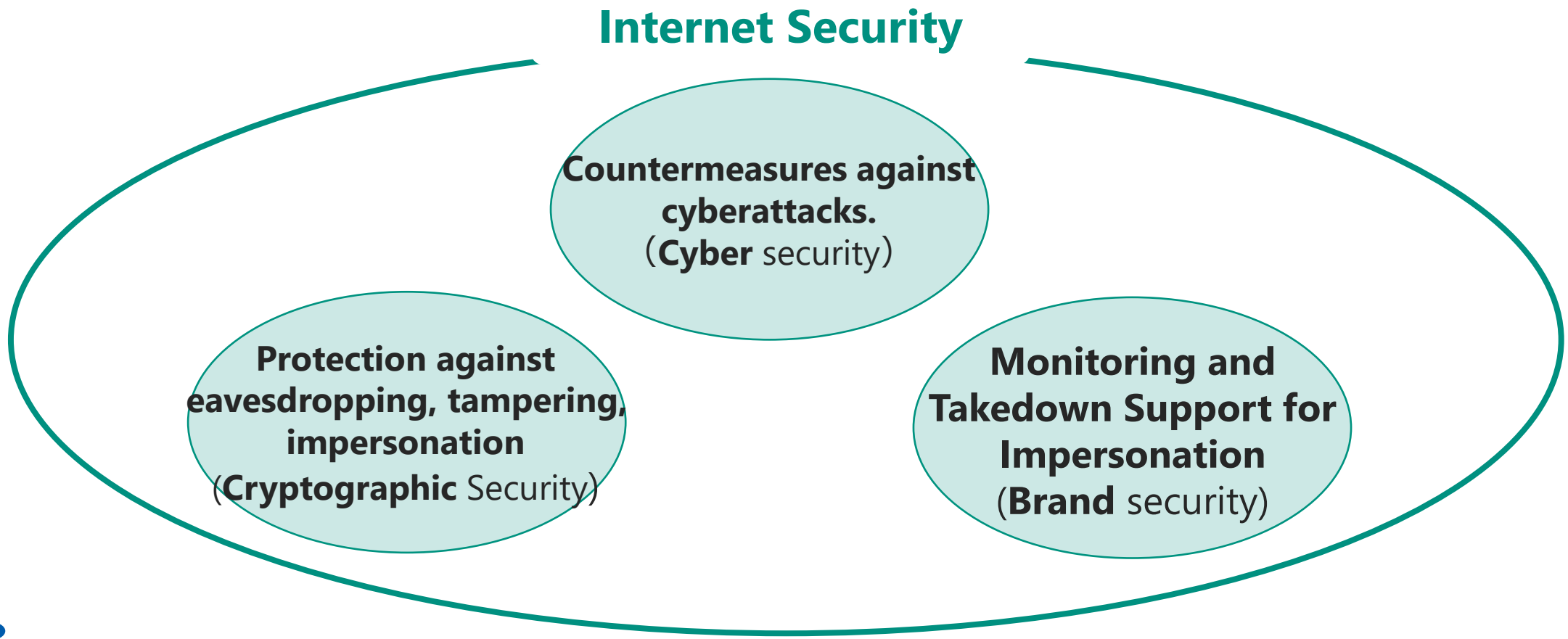
Internet Security

Three Types of Security

Internet Security

Clearly positioned as a core focus area for the Group and expected to serve as a mid- to long-term growth driver

A safer future for Everyone



Internet Security | Three Key Areas

Providing Comprehensive Internet Security Services

	Cryptographic Security	Cyber Security	Brand Security
Operating Companies	GlobalSign by GMO	GMO CYBER SECURITY IERAE GMO Flatt Security	GMO BRAND SECURITY
Services and Products	GlobalSign 電子印鑑なら GMOサイン GMOトラスト・ログイン	GMO サイバー攻撃ネットde診断 SHISHO CLOUD Vulnerability Assessment and Penetration Testing	GMOなりすましZERO BRANTECT
Key Strengths	**Technical and operational expertise as a Certificate Authority**	**Advanced skills of white-hat hackers**	**Expertise in managing intellectual property and trademarks**

'GMO will protect your Internet Security' project

GMO will protect your Internet Security

A safer future for Everyone

'Internet Security for Everyone' project Phase1'GMO Security 24

Free 24/7 access to password leak checks, web risk assessments, and AI-powered security consultations

* https://www.gmo.jp/security/

"Internet Security by GMO" Project – Phase 2

GMO
サイバーセキュリティ大会議＆表彰式
2025

Cybersecurity Conference & Awards Ceremony 2025

Main speakers

Yutaka Matsuo

The University of Tokyo, graduate school of engineering professor

Masaaki Taira

Government of Japan Minister in charge of cybersecurity

Video Message

Shigeru Ishiba

Government of Japan
Former prime minister. (102nd Cabinet)

Video Message

Jiro Hiroe

Japan ground self-defense force lieutenant general
Director of education and training research division

Takayuki Furuta

Chiba institute of technology
Executive director

Takeshi Matsuoka

Coincheck, Inc
Executive officer, CTO

Yoshinari Fukumoto

Rakuten group, Inc
Senior Executive officer, CISO

Daiki Fukumori

GMO Cybersecurity by Ierae Security

Tatsuya Sudo

Nikkei business publications, Inc.
Editor-in-Chief

Kana Shinoda

CODE BLUE
(Cybersecurity conference organizer)

Michio Sonoda

National Institute of Information and communications technology (NICT)

Makoto Makita

GMO Cybersecurity by Ierae Securitym

Noboru Ueno

GMO Flatt Security

GMO Secure Visualization Site Seal

Making security measures visible turning costs into investments in trust

GMO
安心可視化サイトシール

GMO GlobalSign secure
実在証明・盗聴対策済サイト

Cryptographic Security

GMO CYBER SECURITY by IERAE
サイバー攻撃対策済サイト

Cyber Security

GMO BRAND SECURITY verified
なりすまし対策済サイト

Brand Security

Branded Emails[*1] and Verified Logo Certificates[*2]

Enhances brand credibility and protects against impersonation and phishing attacks (Effective from April 2025)

GlobalSign by GMO

GMO BRAND SECURITY

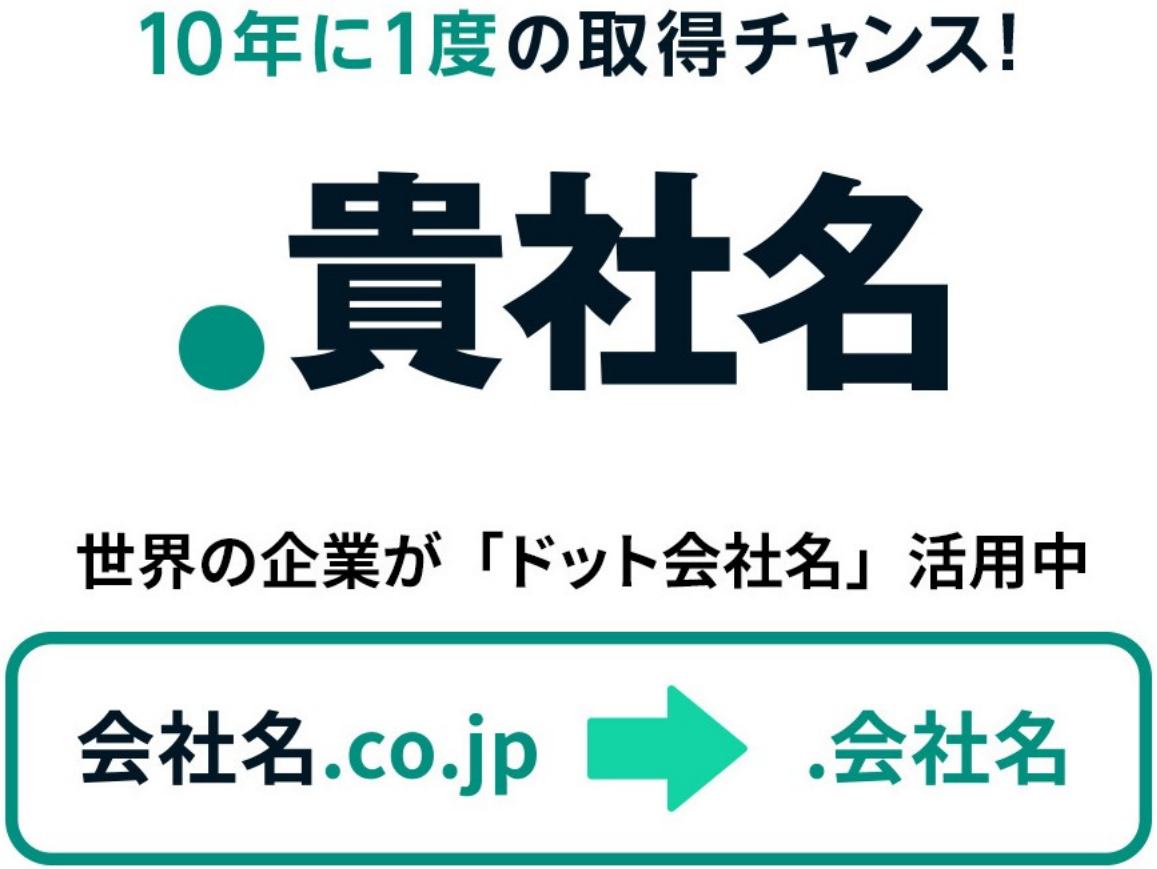
Company logos are displayed directly in recipients' inboxes

*1: Branded Emails (BIMI). BIMI (Brand Indicators for Message Identification) is an international standard that enables companies to display their brand logos in the emails they send.

*2:Verified Logo Certificate (VMC). VMC (Verified Mark Certificate) is a certificate issued by a certificate authority (CA) to verify the authenticity of a brand logo.

'Internet Security for Everyone' project Phase3

Launch of “GMO ‘.Your Company Name’ Domain Application and Management Support Service”
(Effective May 12, 2025)



1. Cryptographic Security | SSL certificates

GlobalSign®

Market Share *

No.1

*Country code (according to Netcraft's research)

1.Cryptographic Security | Service usage (SSL certificates)

1. Cryptographic Security | eSignature

電子印鑑なら
GMOサイン

Dual crown

No.1
Market Share

Number of e-contract accounts

2.7M

Number of contracts

5.1M/Q

1. Cryptographic Security | Service usage (eSignature)

電子印鑑なら GMOサイン

2. Cybers Security

GMO CYBER SECURITY IERAE

GMO Flatt Security

Number of white hat hackers in Japan*

No.1

* Fermi estimation

2. Cybers Security | Achievements

GMO CYBER SECURITY IERAE

Cyber Security Assessment

More than 10,500 cases

※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

2. Cybers Security | Service usage

2. Cybers Security | Working with public institutions

GMO CYBER SECURITY IERAE

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

感謝状

GMOサイバーセキュリティ
byイエラエ株式会社 殿

貴社は警察業務に深い理解を
示し我が国企業等の技術情報の
流出防止に多大な貢献をされました
ここに深く感謝の意を表します

令和五年一月一七日

警察庁警備局外事情報部長
宮沢 忠孝

*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)

GMO
イエラエSOC 用賀

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

3. Brand security | Service usage

GMO BRAND SECURITY

Finance, Payment, and Cryptoassets

Finance, Payment, and Cryptocurrency

Mining bitcoin BitcoinCash

Exchange GMOコイン

Payment GYEN Digital JPY / ZUSD Digital USD

Crypto currency

Payment

GMO INTERNET GROUP

Securities / FX

Net Bank

GMO FINANCIAL 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 Mar 2025

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 (Aozora Net Bank) **50.0%**

GMO INTERNET GROUP * **50.0%**(14.9%)

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

Internet Securities

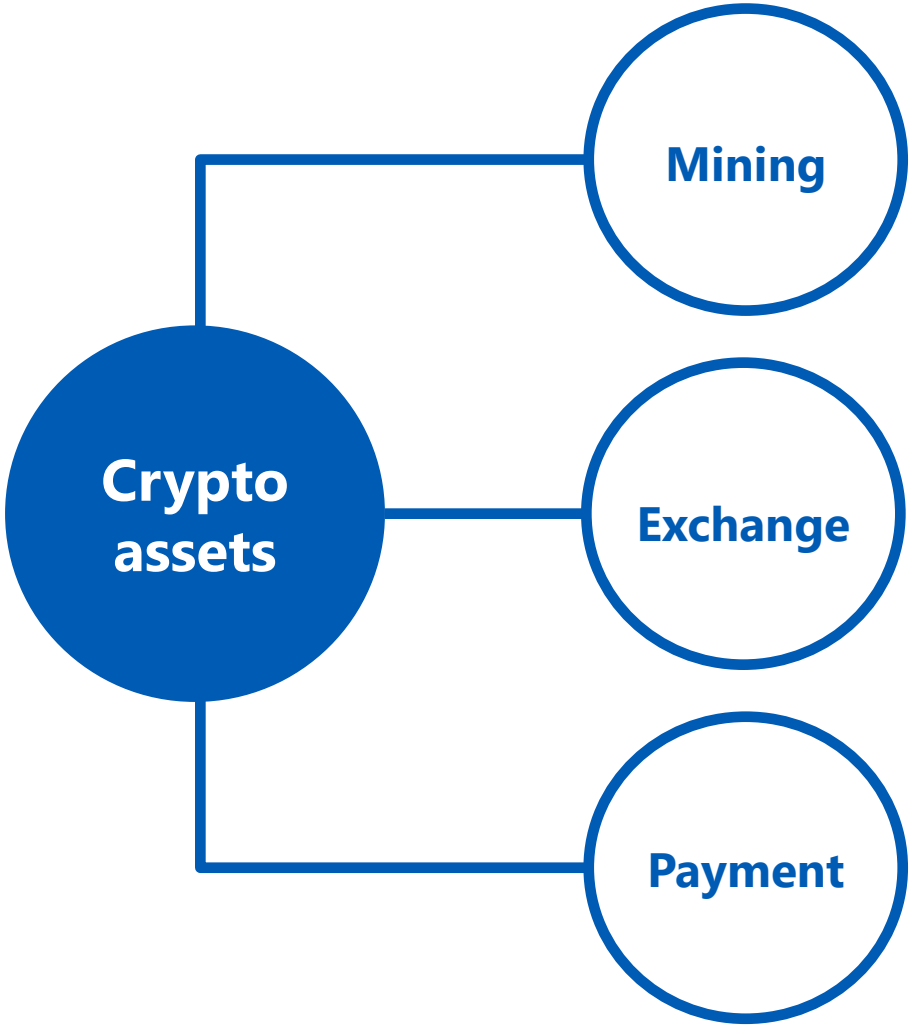
GMOクリック証券

GMO外貨

Accounts

FX : 1.5M
CFD: 225K
Securities: 539K

Cryptoassets



Cryptoassets mining business

Cryptoassets Trading Business

GMOコイン

Crypto Accounts
729K

Cryptoassets payment

└ Issue stablecoin

GYEN

Bank×IT

Born in July 2018

AOZORA あおぞら銀行

Banking management know-how

GMO INTERNET GROUP

Technology

Net Bank | Vision

GMO AOZORA NET BANK

すべてはお客さまのために。

No.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

GMO AOZORA 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

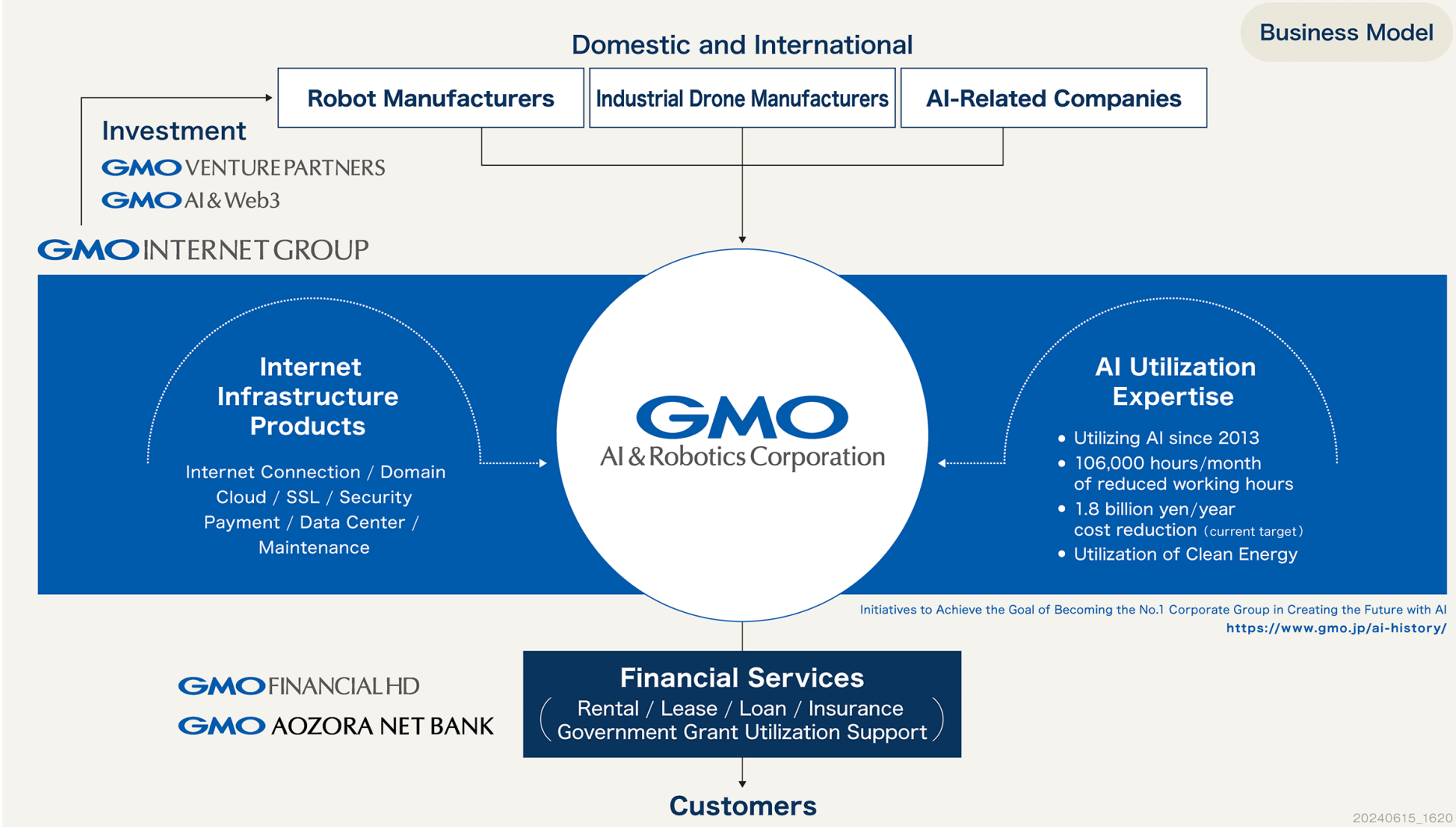
③Offering new services to the AI Industry

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/

Established GMO-AIR Co.Ltd |Business Model

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



Efforts related to Sustainability

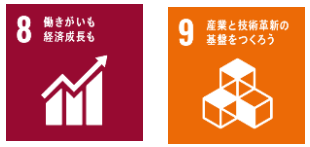
ESG activities | Materiality

Solving social issues through business

Challenge

Dedication to the No.1 Service.

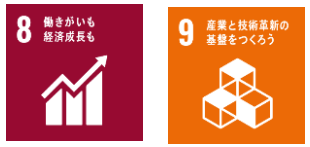
We are dedicated to providing the dominant No.1 service in the Internet industry by operating and developing our own technology.



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

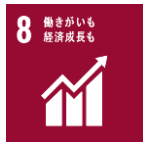
Maximizing stakeholders' smiles.

We aim to increase our fanbase through dialogue with everyone involved.

Governance

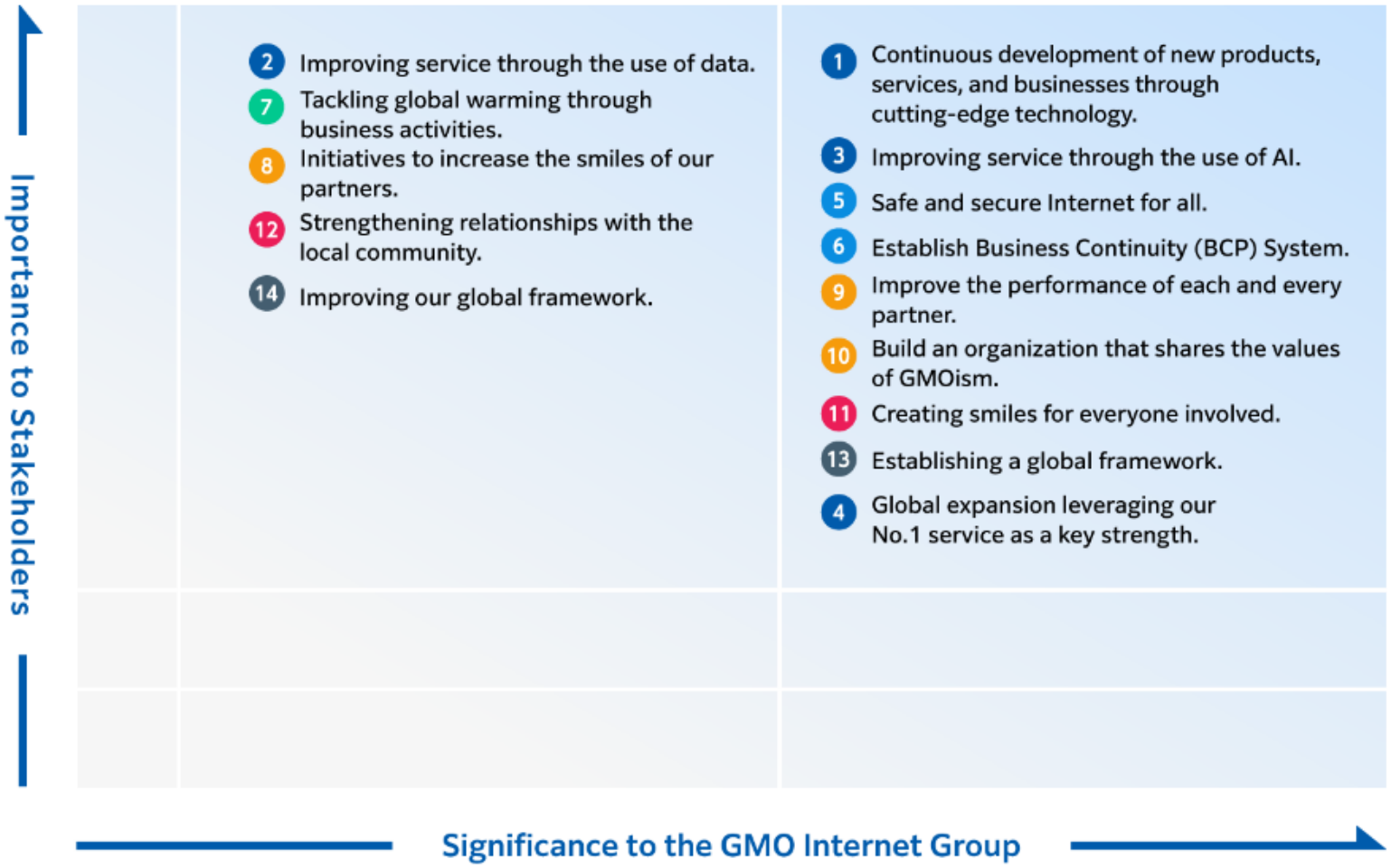
Foundation for Hundreds of Years.

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



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

電子印鑑なら GMOサイン

コエテコ by GMO

GMO光アクセス for Education

GMO CYBER SECURITY IERAE

・
・
・

Our business helps Social and environmental issues to be solved.

ESG activities | Disclosure Processes/External Evaluation

[Disclosure Progress]

Assessment by ESG rating agencies / Inclusion in ESG indexes

MSCI ESG RATINGS BBB

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

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

FTSE Blossom Japan Sector Relative Index *2

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

Jan. 2024 SPORTS YELL COMPANY 2024

Dec. 2013

FTSE ESG Ratings 1.2

- Set up sustainability promotion committee
- Drawn up basic sustainability policy
- Released our Activities for SDGs

FTSE ESG Ratings 2.3

- Expanding ESG disclosure
- Introduced of a group executive officer system
- Updated CG report

FTSE ESG Ratings 2.8

- Identifying Material Issues.
- TCFD Disclosure
- Expanding Human capital disclosure
- Plans to publish integrated report (September 2025.)

2021 2022 2023 2024

*1 THE USE BY GMO Internet Group, Inc. OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES ("MSCI") DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF GMO Internet Group, Inc. BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS, AND ARE PROVIDED 'AS-IS' AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

*2 FTSE Russell confirms that GMO Internet Group, Inc. has been independently assessed according to the index criteria, and has satisfied the requirements to become a constituent of the FTSE Blossom Japan Sector Relative Index. The FTSE Blossom Japan Sector Relative Index is used by a wide variety of market participants to create and assess responsible investment funds and other products.

Domestic Bases and Global Operations

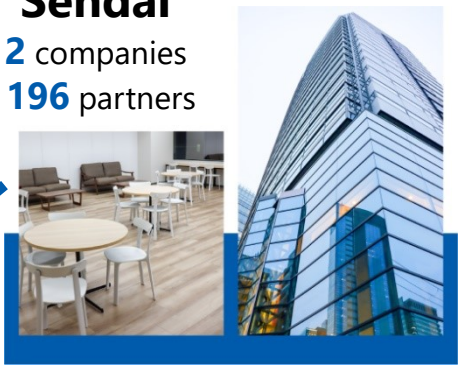
Domestic Bases

6,060

Domestics partners (“employees”)

Sapporo
3 companies
55 partners

Sendai
2 companies
196 partners



Osaka
9 companies
144 partners

Fukuoka / Kitakyushu
15 companies
343 partners

Kitakyushu, GMO kitaQ

Niigata
3 companies
4 partners

Nagoya
5 companies
10 partners

Tokyo
57 companies
4,605 partners

Setagaya-ku, Yoga
GMO Internet TOWER
(GMO GLOBAL STUDIO)

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

Shimonoseki
4 companies
151 partners

Shizuoka / Hamamatsu
5 companies
18 partners

Kobe
2 companies
3 partners

Miyazaki
6 companies
247 partners

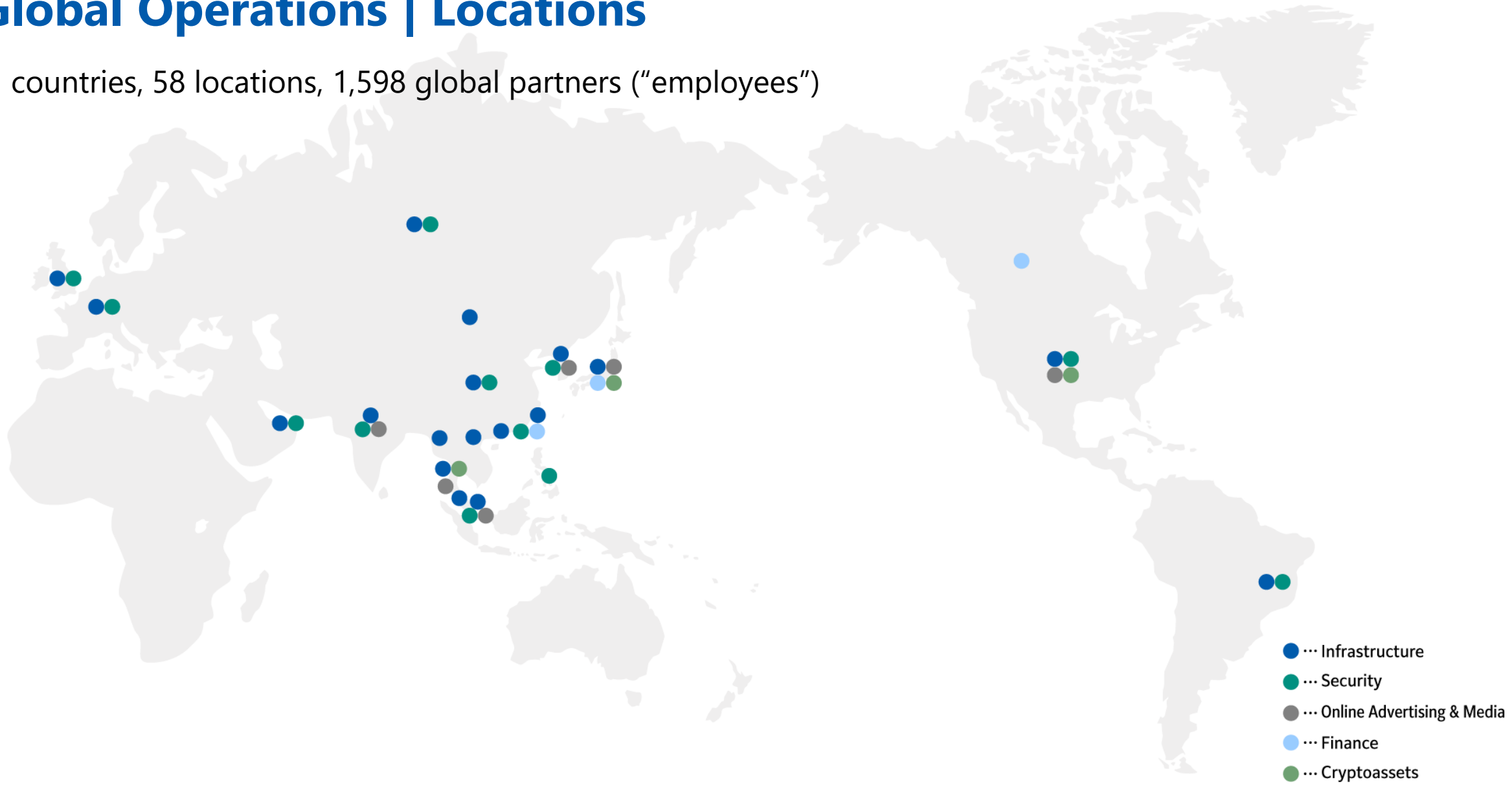
Miyazaki, GMO Hinata

Kagoshima
2 companies
20 partners

Okinawa
5 companies **43** partners

Global Operations | Locations

21 countries, 58 locations, 1,598 global partners (“employees”)



Global Operations | Wholesale & Directsale

Wholesale

.shop

Exclusive wholesale Internet addresses

GlobalSign®

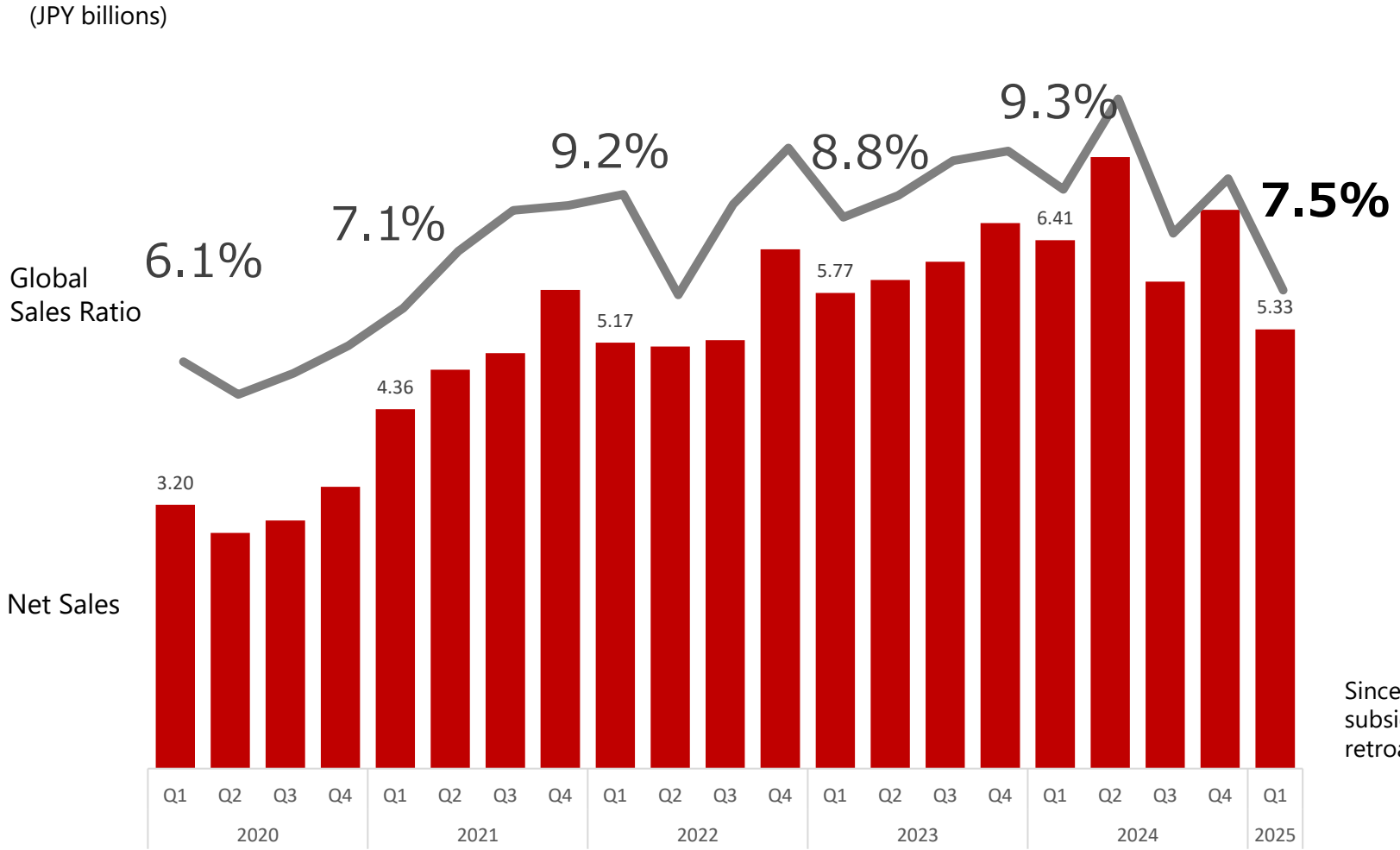
Cryptographic Security
(SSL certificates)

Directsale

Z.com

Providing the No.1 proven service in Japan

Global Operations | Global Net Sales



Net sales

YoY

16.8% Down

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