



Group Profile

As of Jun 2023

STOCK CODE **9449**

<https://www.gmo.jp/en>

Group Overview | Corporate Slogan

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

Internet for Everyone

GMO

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	7,393
Group companies	108 (As of Jun 2023)



Group Overview

108 Companies Worldwide

10 Listed Companies

Group Overview

Prime	4 companies
Standard	2 companies
Growth	4 companies

Market Capitalization of the Group

JPY 1.3 trillion

Group Overview

7,393

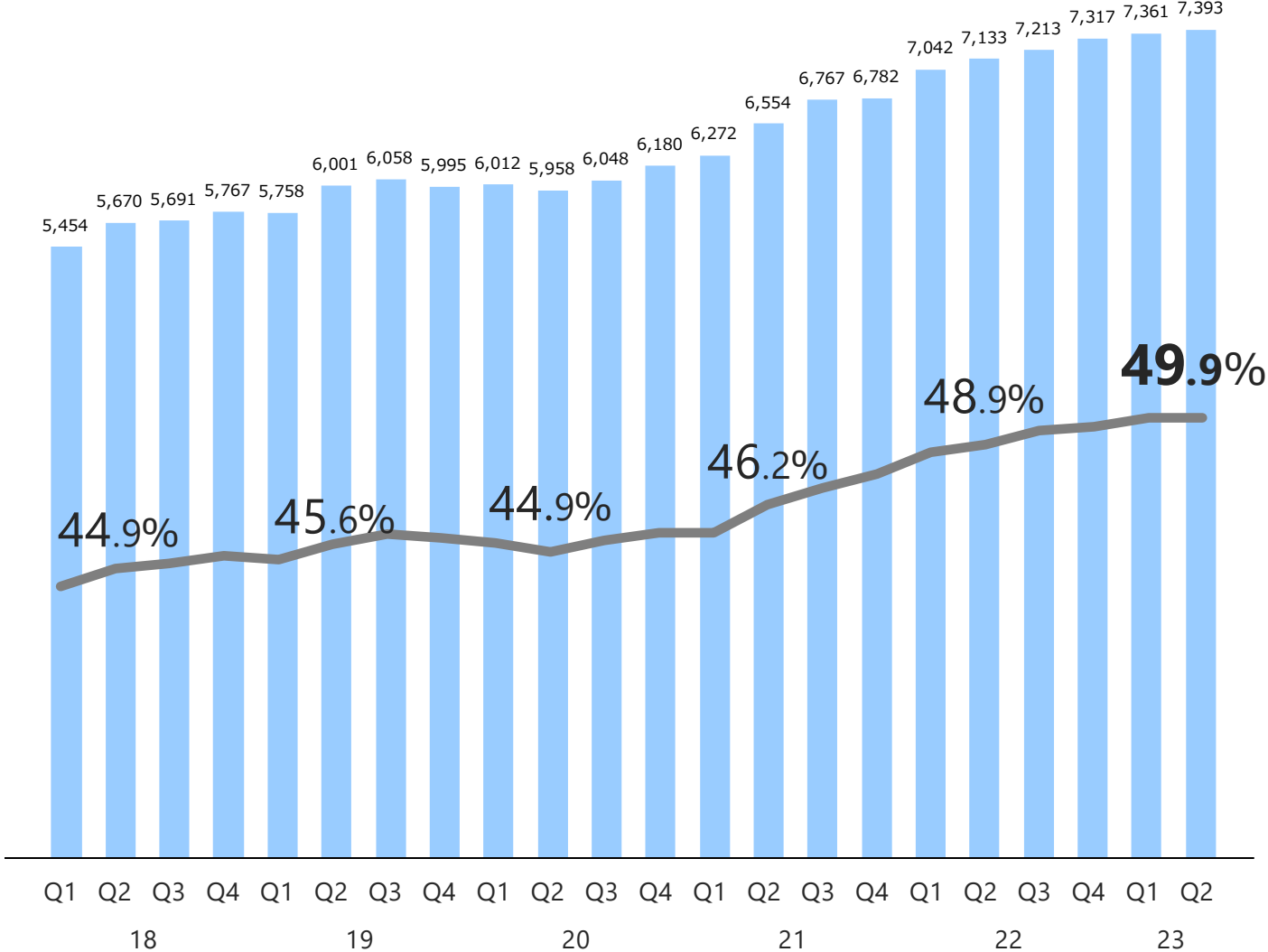
Internet Professionals

Strengths

Strengths (1)

**Operations and
development of our
own technology**

Strengths (1) | Operations and development of our own technology



Goal: Workforce of over **60%** engineers & creators

Partners
% Engineers & Creators

* Not including partners of GMO Internet Group affiliates accounted for by the equity method (such as GMO Aozora Net Bank), which was 282 as of the end of June 2023.

Strengths (2)

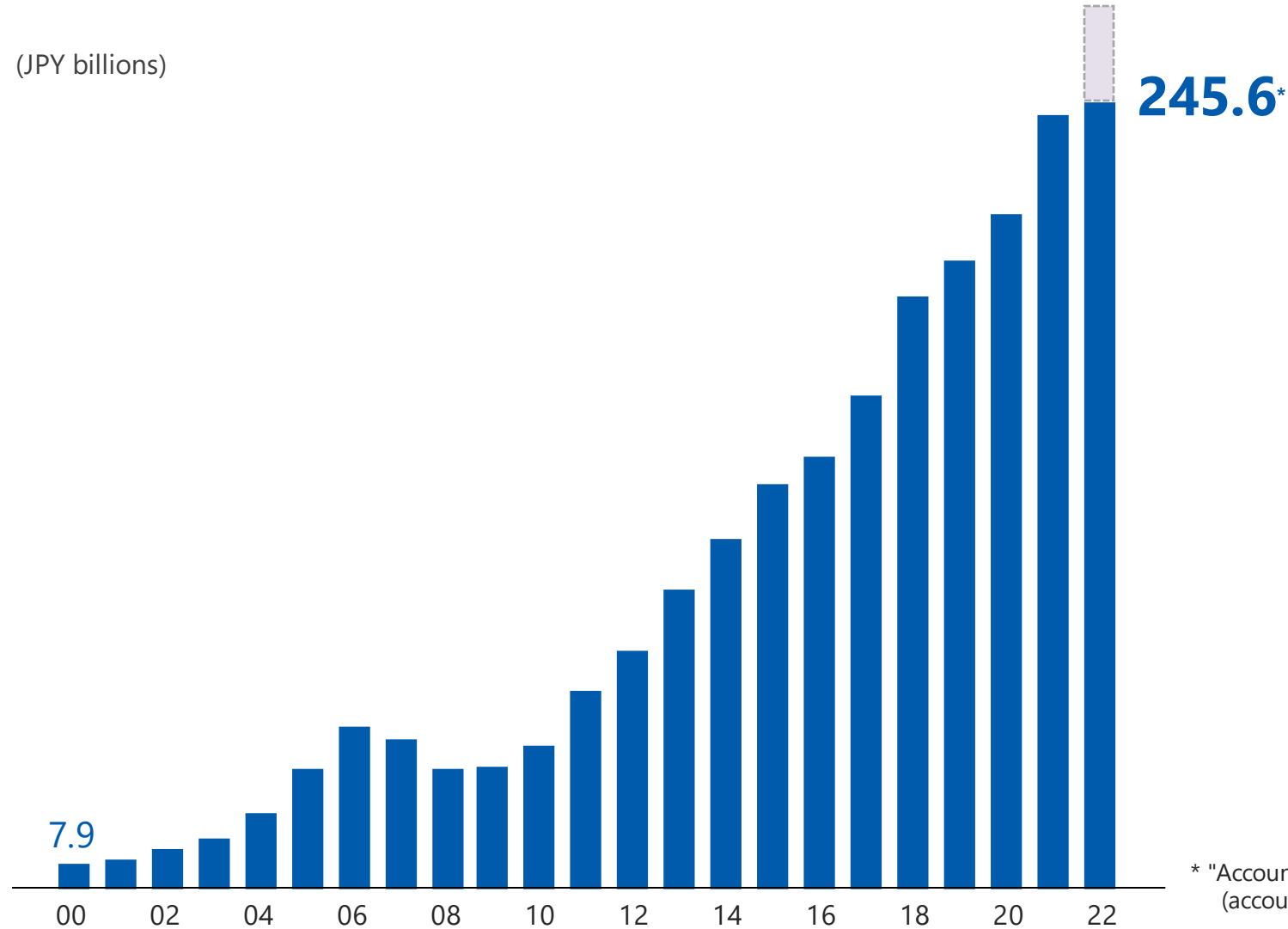
Solid recurring revenues

Strengths (2) | Solid recurring revenue

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

Strengths (2) | Consolidated net sales

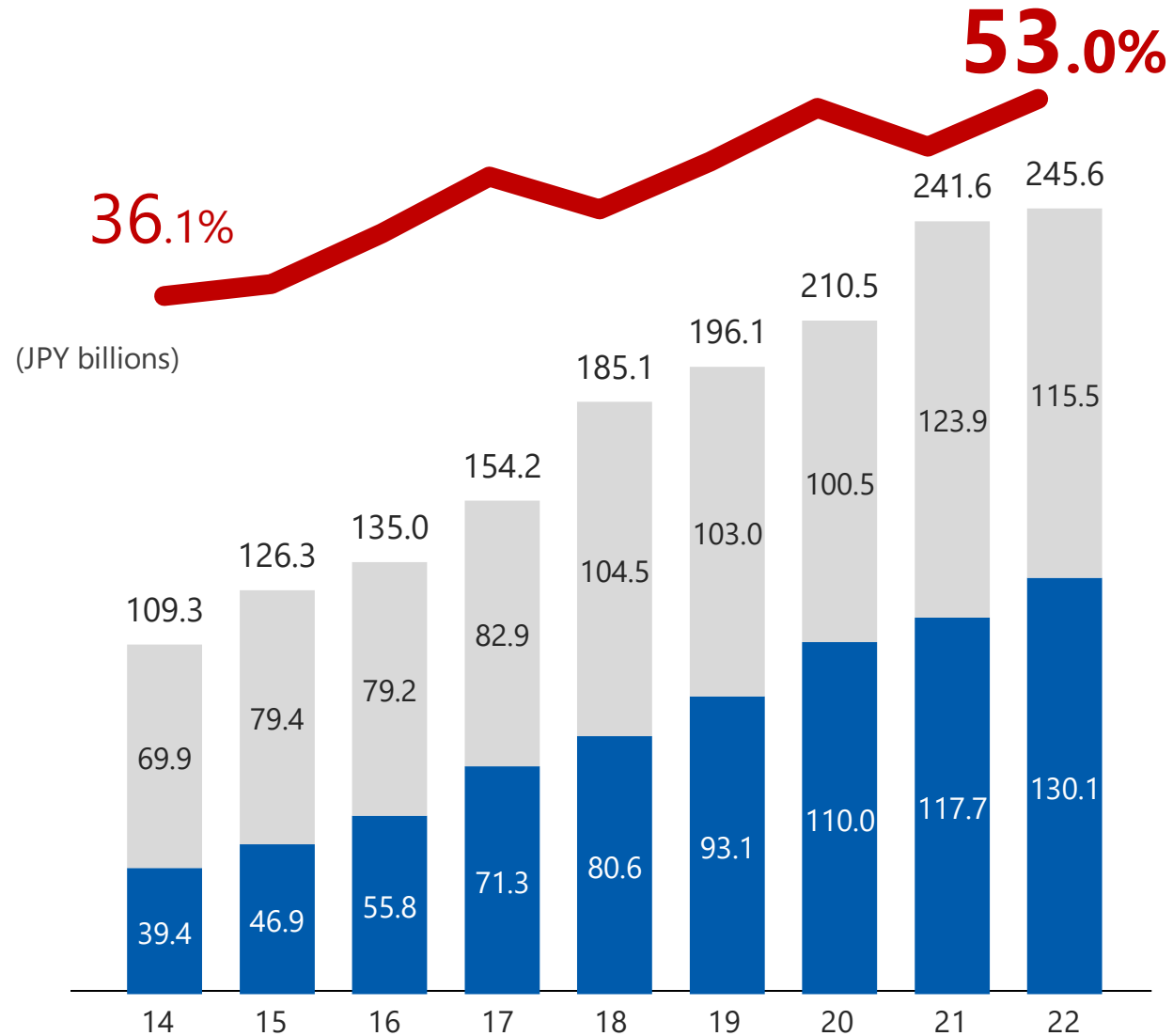
(JPY billions)



Sustainable growth

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

Strengths (2) | Analysis of consolidated net sales

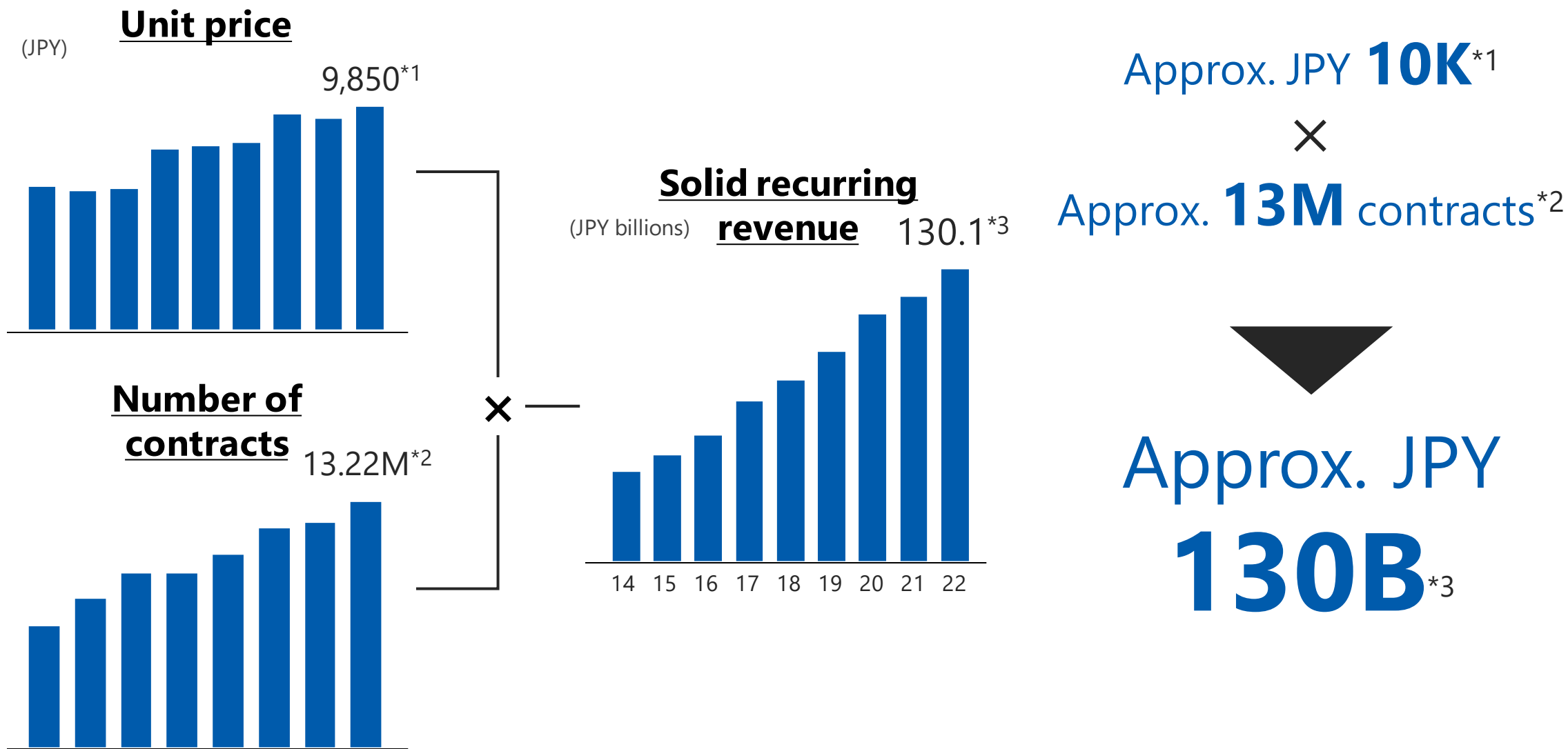


Solid recurring revenues that support sustainable growth

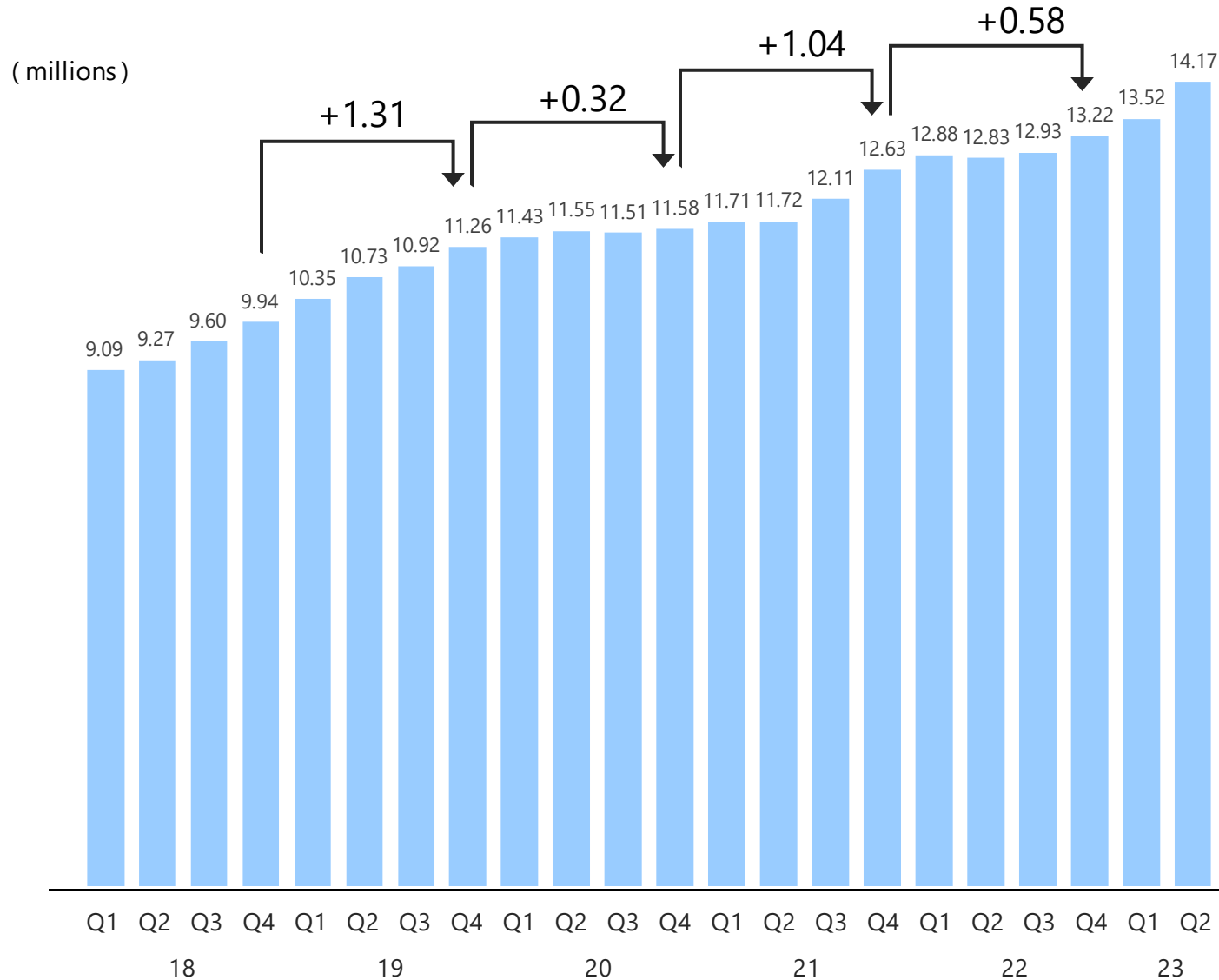
- Solid recurring revenue*
- Other revenue
- Solid recurring revenue ratio (%)

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

Strengths (2) | Analysis of solid recurring revenues



Internet Infrastructure | Contracts



Solid revenue base

14.17M

customers

Increased approx.

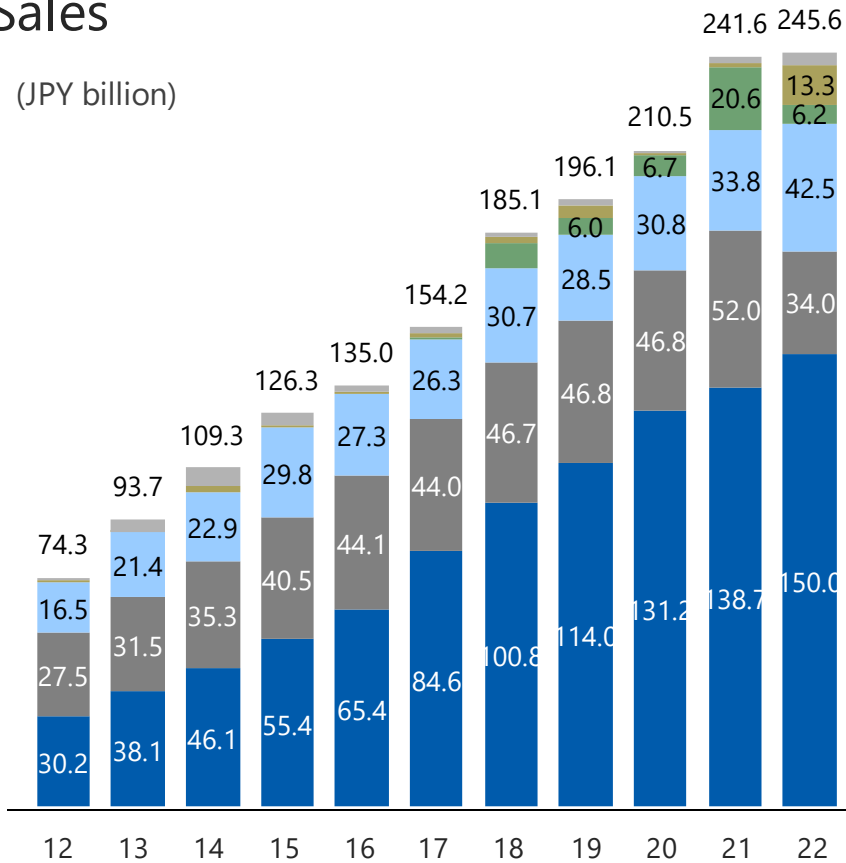
0.81M/year

Consolidated results transition

Increased sales and profits in 14 consecutive term

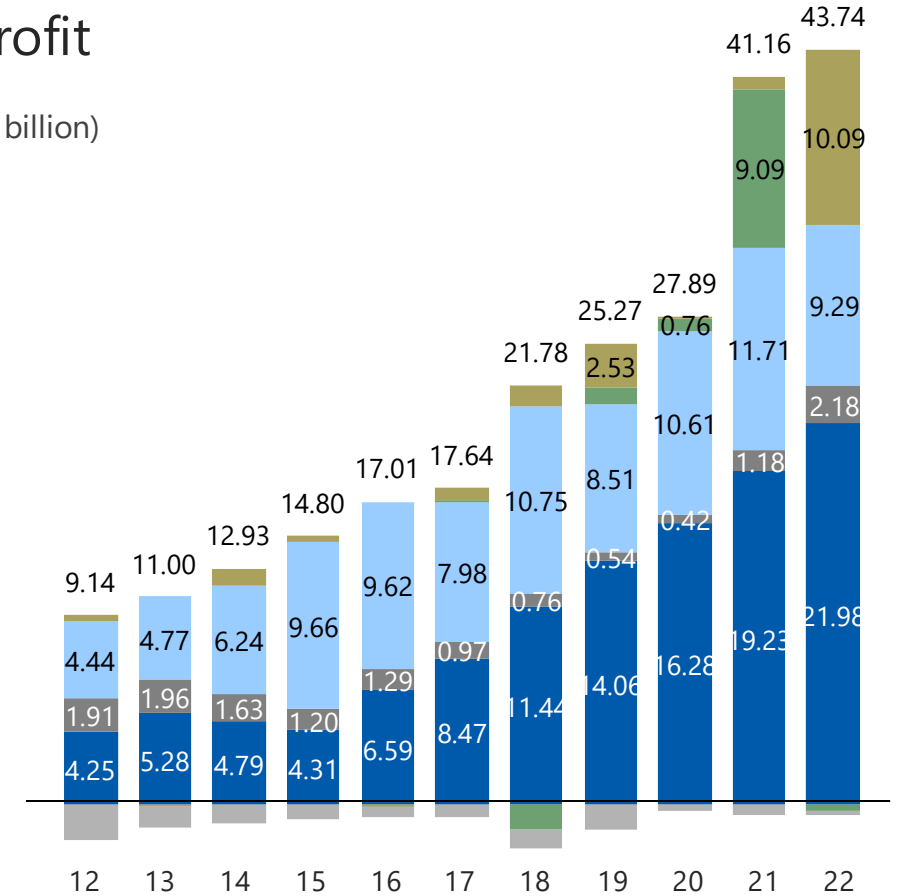
Sales

(JPY billion)

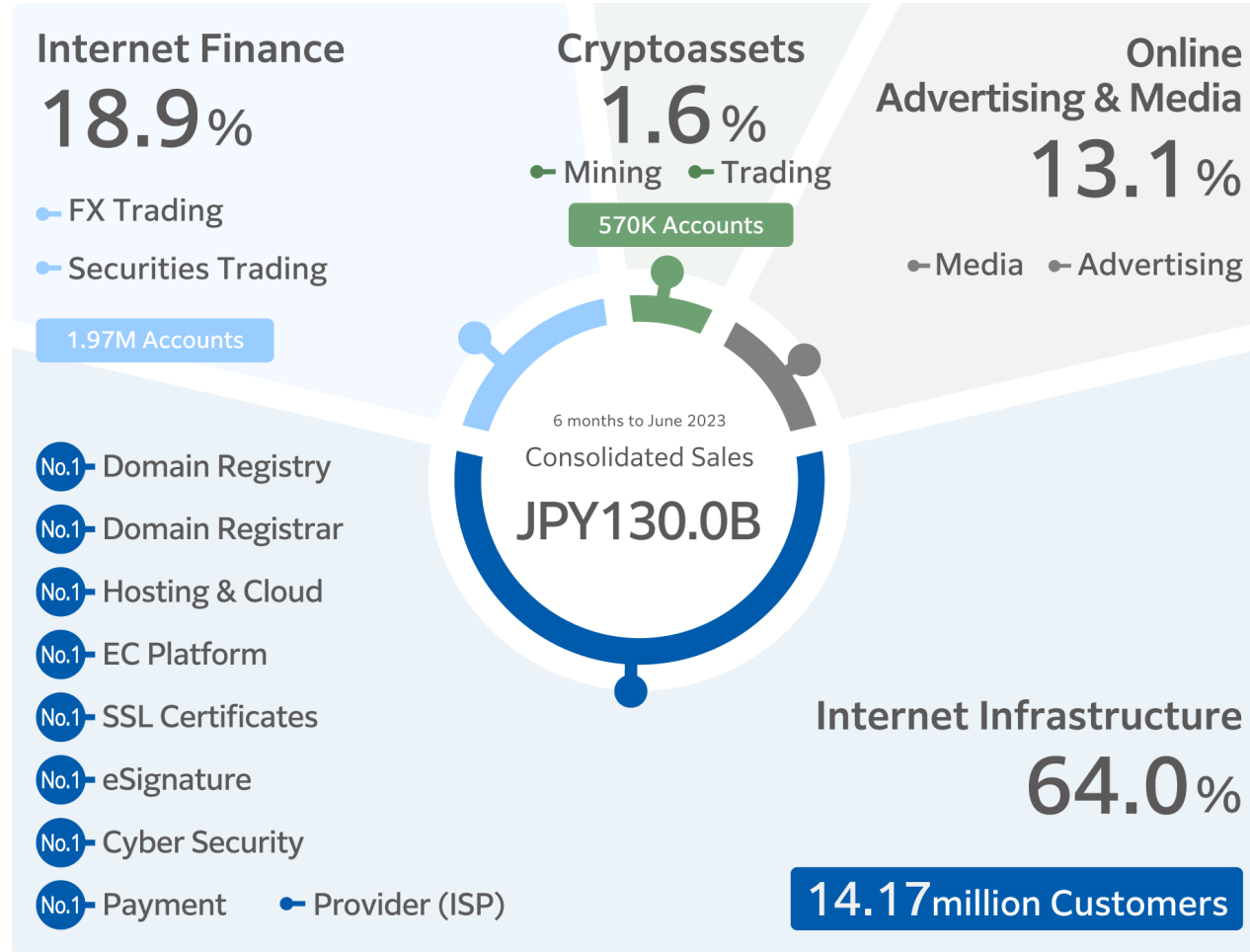


Profit

(JPY billion)



Group Overview | Business Segments (Composition)



Solid revenue base +
financial customer
base

16.71M customers

14.17 million Customers

1.97M Accounts

570K Accounts

Up
1.46M
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.

Internet Infrastructure

Domain Registration



No.1
Market Share *

81.2%

Domains under
Management

7.58M

* Based on ICANN data

Web Hosting



No.1
Market Share *

57.7%

Contracts

1.1M

* Based on domaintools.com

Ecommerce Solutions

MakeShop[®]

COLOR ME
カラーミーショップ

Paid Stores

53,000

Payment

GMO PAYMENT GATEWAY

GMO EPSILON

GMO PAYMENT SERVICE

GMO FINANCIAL GATE

Transaction Volume

Approx.

JPY **14** tr/year

ISP(Provider)



Provider in terms of customer satisfaction *

No.1

Contracts

2.27
million networks

* In 2020, Oricon announced that GMO Tokutoku BB became the top-ranked provider in terms of customer satisfaction

Infrastructure

Three Types of Security

Security | Three areas



GMO CYBER SECURITY
IERAE

GMO BRAND SECURITY

SSL Security



Market Share *

No.1

*Country code (according to Netcraft's research)

SSL Security – Official website of the National Diet



GlobalSign by GMO

ウェブサイト認証情報および議員情報

GMOグローバルサインによって、以下の内容が認証されています。

ウェブサイト情報	
公式サイトURL (コモンネーム)	www.kishida.gr.jp kishida.gr.jp

運営者情報	
議員情報	自由民主党 岸田文雄

電子証明書情報	
有効期限	2022年06月23日-2023年07月25日
ステータス	有効

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- 認証情報のステータスが「有効」であること
- 本ページのURLが <https://profile.globalsign.com/> で始まっていること
- アクセス先のURLが <https://kishida.gr.jp/> または <http://kishida.gr.jp/> で始まっていること

上記四点が確認できた場合、グローバルサインは以下の内容を証明します。

ウェブサイトの運営者	kishida.gr.jpドメインを使用したウェブサイトは、運営者情報記載の運営者によって運営されていること
公的実在性	自由民主党 岸田文雄が公的に実在していること
通信のSSL暗号化	URLが https://kishida.gr.jp/ で始まるページにおいて、ウェブサーバとブラウザ間の通信が暗号化されていること

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① Cryptosecurity | Service usage (SSL)



eSignature

電子印鑑なら
GMOサイン

Dual
crown

No.1
Market Share

**Number of e-contract
accounts**

1.46M

Number of contracts

2M/Q

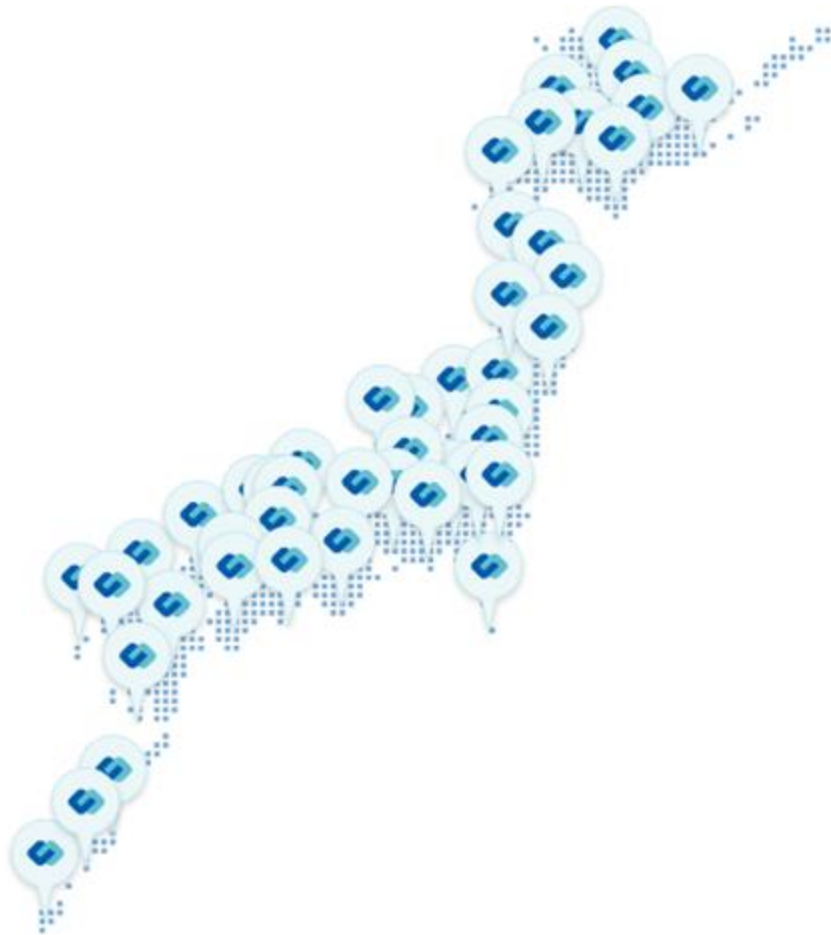
① Cryptosecurity | Service usage (eSignature)

電子印鑑なら
GMOサイン



① Cryptosecurity | Digital government (eSignature)

Adoption by **60** local governments was determined *



Become No.1 in terms of the number of local governments introducing GMO Sign.
Aim at triple crown.



Local governments introducing GMO Sign
(extract)

Tokyo	Gunma	Yamaguchi	Oita
Shibuya-ku, Tokyo	Adachi-ku, Tokyo		Fukuoka, Fukuoka Pref
Toyota, Aichi Pref	Kawasaki, Kanagawa Pref		Yokosuka, Kanagawa Pref
Chigasaki, Kanagawa Pref	Higashi-Osaka City, Osaka Pref		Toyonaka, Osaka Pref
Hirakata, Osaka Pref	Shijonawate, Osaka Pref		Neyagawa, Osaka Pref
Kadoma, Osaka Pref	Izumisano, Osaka Pref		Yao, Osaka Pref
Sakai, Osaka Pref	Suita, Osaka Pref		Tondabayashi, Osaka Pref
Minoh, Osaka Pref	Kishiwada, Osaka Pref		Ibaraki, Osaka Pref
Izumi, Osaka Pref	Tatsuno, Hyogo Pref		Amami, Kagoshima Pref
Inabe, Mie Pref	Sanjo, Niigata Pref		Sakai, Fukui Pref
Shiso, Hyogo Pref	Nagahama, Shiga Pref		

* Public bodies with paid contracts

② Cybersecurity

GMO CYBER SECURITY
// IERAE

Number of
white hat hackers
in Japan

No.1

※:Fermi estimation

② Cybersecurity | Service usage



② Cybersecurity | Working with public institutions

GMO CYBER SECURITY
IERAE

Self-defense forces

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

Ministry of Defense

国家の独立、
平和と安全を守る



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

69.0% ※

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

※:69.0% of the Best Japan Brands 2023 Rankings Top 100

③ Brand security | Service usage

GMO BRAND SECURITY

TORAY

SUNTORY

BRIDGESTONE
Solutions for your journey

ISUZU

FamilyMart

RICOH

WACOAL

ABC-MART

TSI HOLDINGS

TOPPAN

よろこびがつなぐ世界へ
KIRIN

PREMIER ANTI-AGING

AMANO

MICHIKO LONDON
KOSHINO

SHARP

BATHCLIN

エバラ

EPOCH 株式会社エポック社

HOKUETSU

TSUBURAYA

自然を、おいしく、楽しく。
KAGOME

RISO

audio-technica

GLOBIS

maruetsu
マルエツ

**Safe and Secure
Internet for Everyone**

Online Advertising & Media

Online Advertising & Media

michill by **GMO**

 **OMAKASE**
by **GMO**

Monthly user count

5.3M

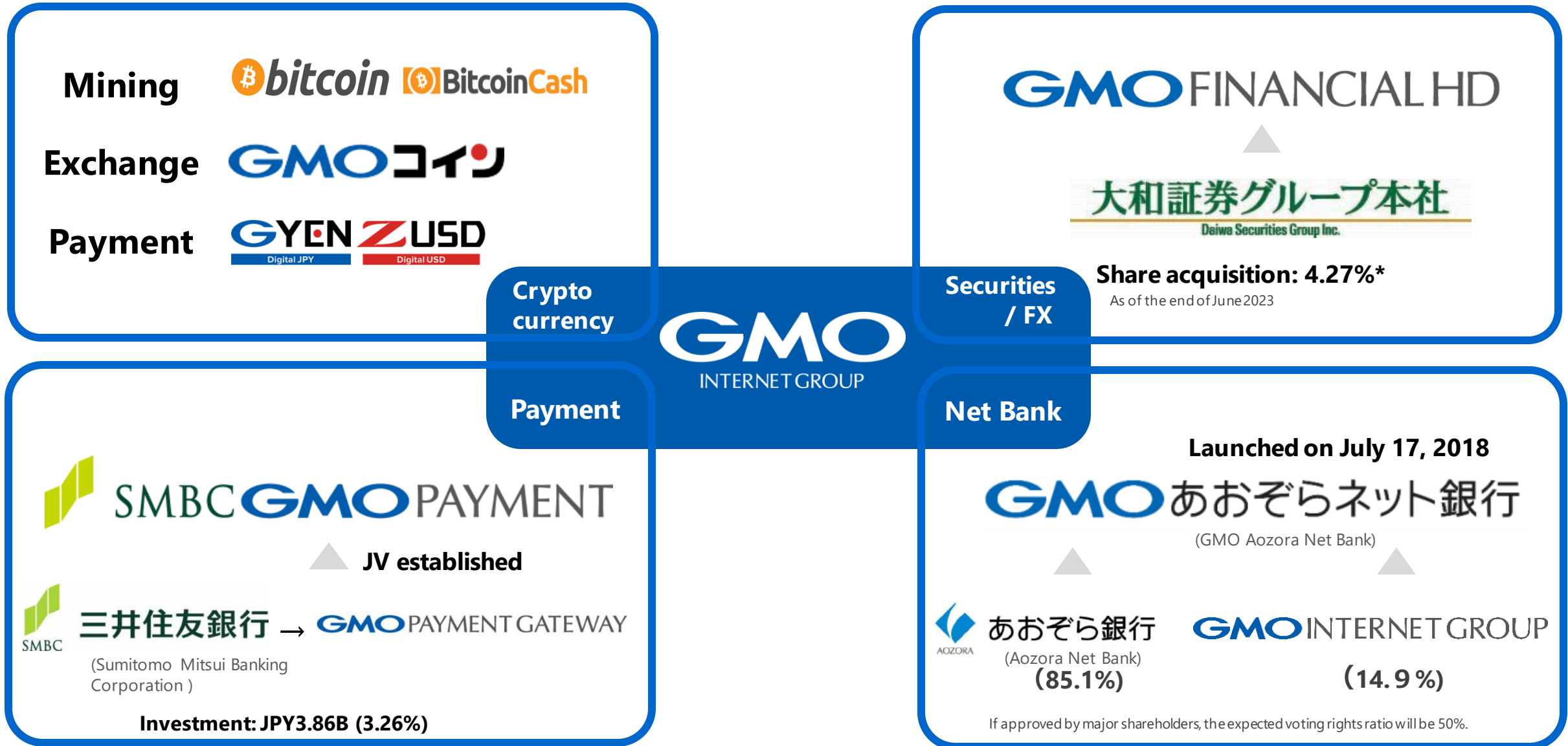
As of June2023

83%

Of Tokyo Michelin
Three-Star Restaurants
Are using **OMAKASE**

Finance, Payment, and Cryptoassets

Finance, Payment, and Cryptocurrency



Internet Securities

GMOクリック証券

FXプライム by GMO

GMO外貨

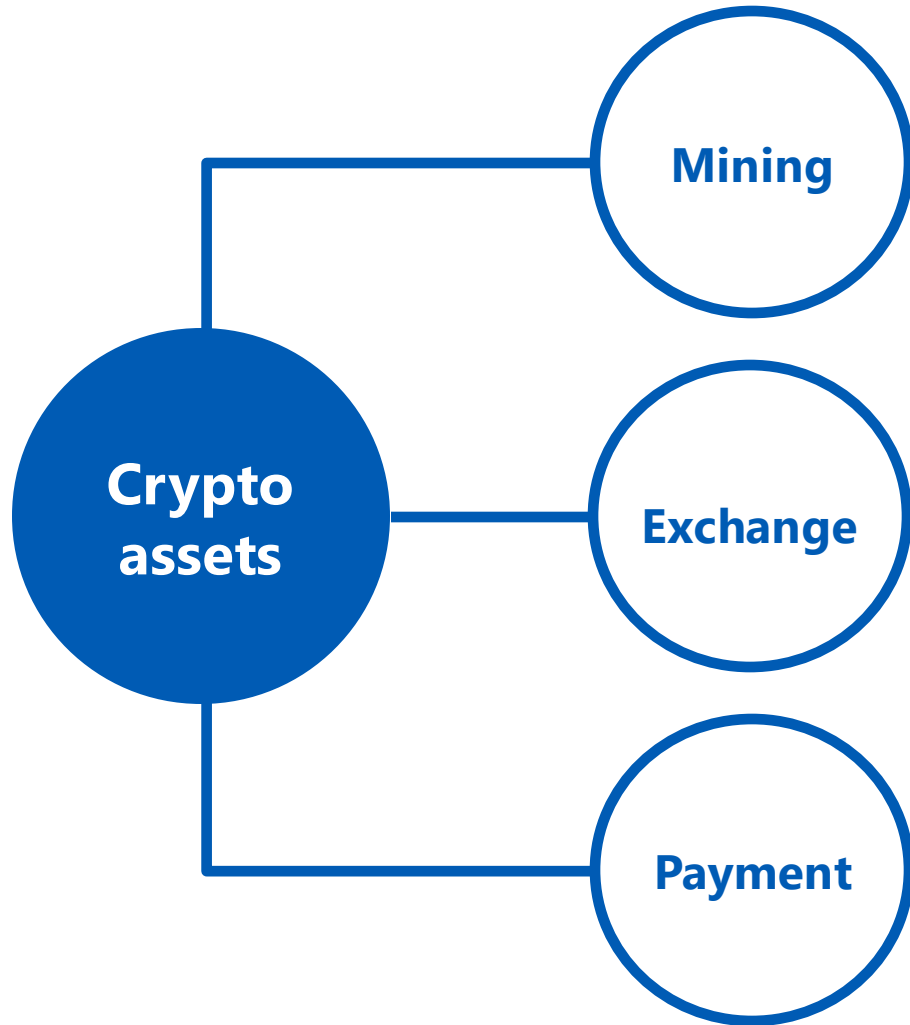
Accounts

FX : 14.5M

CFD: 190K

Securities: 510K

Cryptoassets



Cryptoassets mining business

Crypto Asset Trading Business

Cryptoassets payment
└ Issue stablecoin



Crypto Accounts
570K



Customer first at any time to become the

No.1 technology bank



Our objective is a differentiation with existing banks by utilizing technology, offering customers **5 values**.



*Source: GMO Aozora Net Bank launch presentation on July 17, 2018

Domestic Bases and Global Operations

Domestic Bases

5,875

Domestics partners (“employees”)

Fukuoka / Kitakyushu

10 companies
347 partners



Kitakyushu, GMO kitaQ

Miyazaki

6 companies
251 partners



Miyazaki, GMO Hinata



Osaka

8 companies
157 partners

Sapporo

2 companies
63 partners

Niigata

1 companies
6 partners

Nagoya

2 companies
2 partners

Shizuoka / Hamamatsu

4 companies **12** partners

Okinawa

5 companies **51** partners

Sendai

2 companies
186 partners



Tokyo

40 companies
4,539 partners



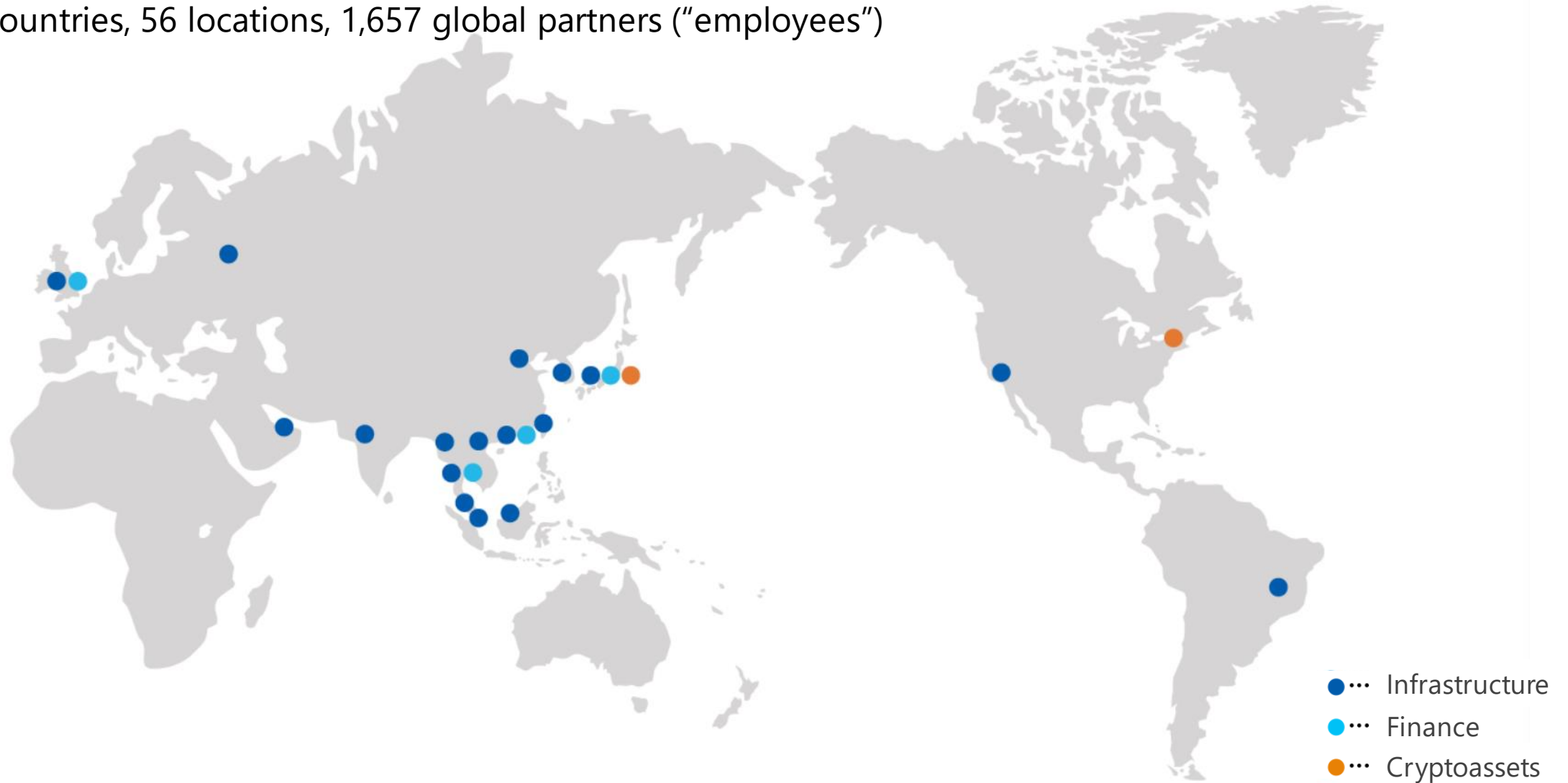
Setagaya-ku, Yoga
GMO Internet TOWER
(GMO GLOBAL STUDIO)

Shibuya

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

Global Operations | Locations

20 countries, 56 locations, 1,657 global partners ("employees")



Global Operations | Wholesale & Directsale

Wholesale



Exclusive wholesale Internet addresses



Wholesale encryption technology (SSL certificates)

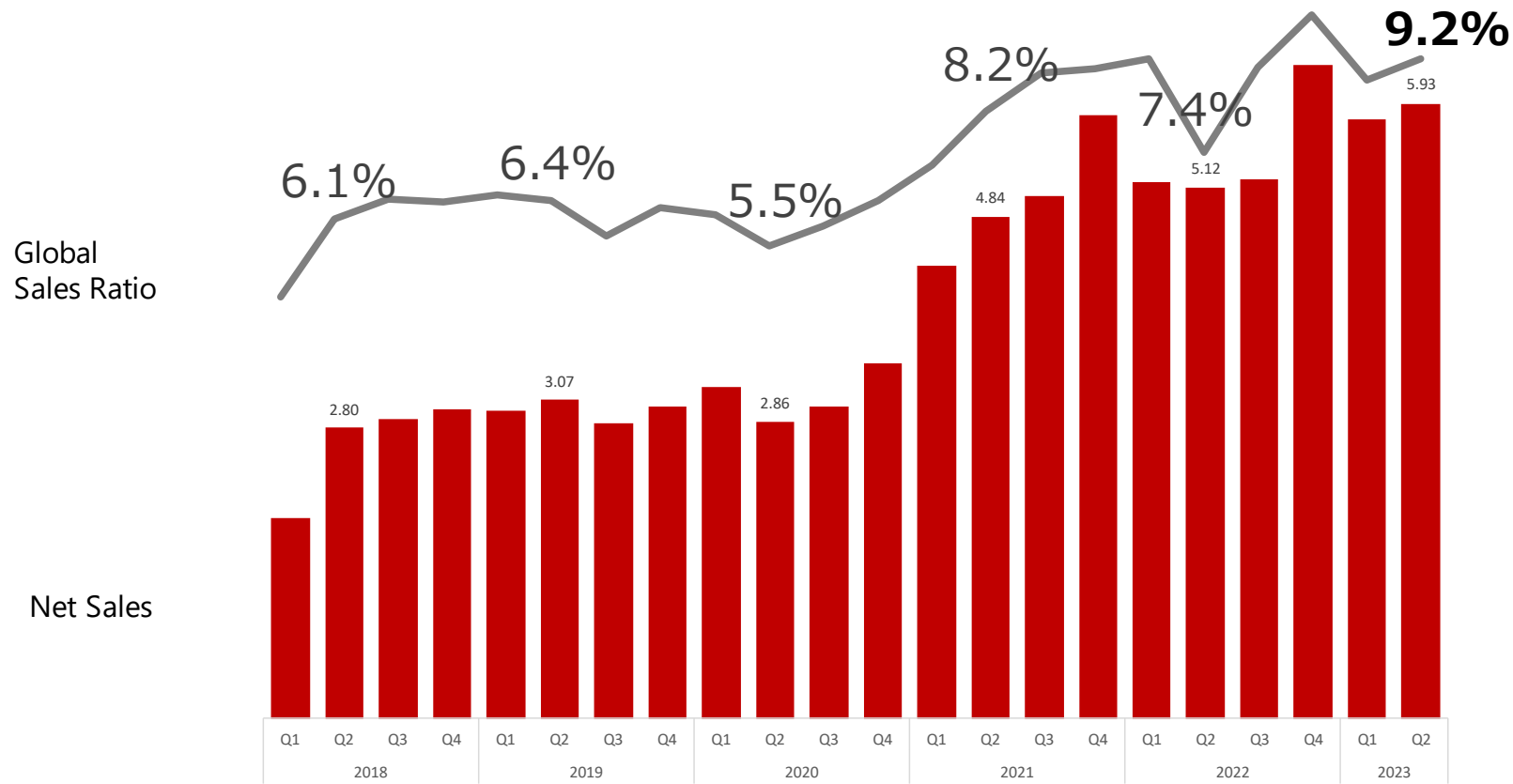
Directsale



Providing the No.1 proven service in Japan

Global Operations | Global Net Sales

(JPY billions)



Net sales
YoY

15.8%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 for Everyone

GMO