GMO Internet Group, Inc.

FY2025 Q3 Financial Announcement

November 13, 2025

Event Summary

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[Participants]	
[Number of Speakers]	2

Masashi Yasuda	Director, Executive Vice President and Group CFO, Deputy to Group CEO
Noriko Inagaki	Group Managing Executive Officer, General Manager of Group Financial Department

Presentation

Moderator: Hello, everyone, and thank you very much for joining the GMO Internet Group Q3 Results Presentation despite your busy schedules. I would now like to introduce today's speakers. We have Group Executive Vice President and Group CFO, Masashi Yasuda, and Group Managing Executive Officer and General Manager of the Group Financial Department, Noriko Inagaki.

Today, after explaining the financial results, we will have time for a Q&A session. The presentation materials related to the results are available on our website.

Now, Yasuda, Executive Vice President, will begin the presentation.

Yasuda: I am Yasuda, CFO of the GMO Internet Group. Thank you very much for joining the GMO Internet Group Results Presentation today despite your busy schedules. I will explain the results for Q3 of the fiscal year ending December 2025, covering the period from July to September. Thank you for your attention.

Here is today's agenda. First, the conclusion and summary. Next, as key topics, I will discuss our initiatives in security, AI, and robotics, followed by an explanation from Inagaki, Group Managing Executive Officer and General Manager of the Group Financial Department.

First, the conclusion and summary. I will discuss the three key points for today's presentation.

The first point relates to our long-term perspective. We continue to steadily pursue long-term management with the aim of becoming a corporate group that will continue for the next century. In January of this year, we shifted to a position closer to that of a pure holding company. At the same time, the newly formed GMO Internet, which has inherited our founding infrastructure business, began operations under a new structure. In September, GMO Commerce was newly listed on the Growth Market. From October, the GMO Product Platform and GMO TECH Holdings also began operating under new structures.

The second point concerns our financial performance. In Q3, both revenue and profit increased, with operating profit reaching JPY14.7 billion. The main driver of performance was infrastructure, which achieved record highs for the third consecutive quarter and exceeded JPY10 billion. Notably, the GPU Cloud business achieved monthly profitability and has entered the investment recovery phase. We believe that the accumulation of recurring revenue is essential for sustainable growth, and this solid recurring revenue base is taking root not only in Infrastructure but across the entire Group.

The third point is progress in our focus areas of security, AI, and robotics. With increasing societal demand, IERAE and Flatt, which operate our cyber security businesses, continue to show strong growth. Under the 'Internet Security for Everyone' project, built around the catchphrase "A Safe Future for Everyone," we held the AI & Robotics Conference GMO 2025 Autumn in September, presenting a roadmap for industry, government, and academia collaboration centered on humanoids to promote the social implementation of cutting-edge technologies.

From next year onward, we plan to hold two conferences annually, with Cyber security in spring and AI & Robotics in autumn.

Strategic Highlights and Summary: Q3 FY2025 (Jul-Sep)

Strong performance in Infrastructure and Security, driving high operating profit levels..

(JPY billions)	Q3'24 (Jul-Sep)	Q3'25 (Jul-Sep)	YoY Change	Change
Net Sales	69.6	**71.2**	+1.6	+2.4%
Operating Profit	11.8	**14.7**	+2.9	+24.6%
Ordinary Profit	9.4	**13.1**	+3.7	+39.3%
Net Profit	2.4	**2.8**	+0.4	+16.6%

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Here are the results summary. As shown, we recorded higher revenue and higher profit. In particular, operating profit was strong, with infrastructure achieving record-high results for the third consecutive quarter and delivering a high level of profit.

Strategic Highlights and Summary: Q3 FY2025 (Jan-Sep)

Record-high revenue and operating profit.

(JPY billions)	Q3'24 (Jan-Sep)	Q3'25 (Jan-Sep)	YoY Change	Change	
Net Sales	206.1	**213.8**	+7.7	+3.7%	Record high
Operating Profit	35.8	**44.4**	+8.6	+24.2%	Record high
Ordinary Profit	34.6	**41.4**	+6.8	+19.6%	
Net Profit	10.2	**13.6**	+3.4	+33.4%	

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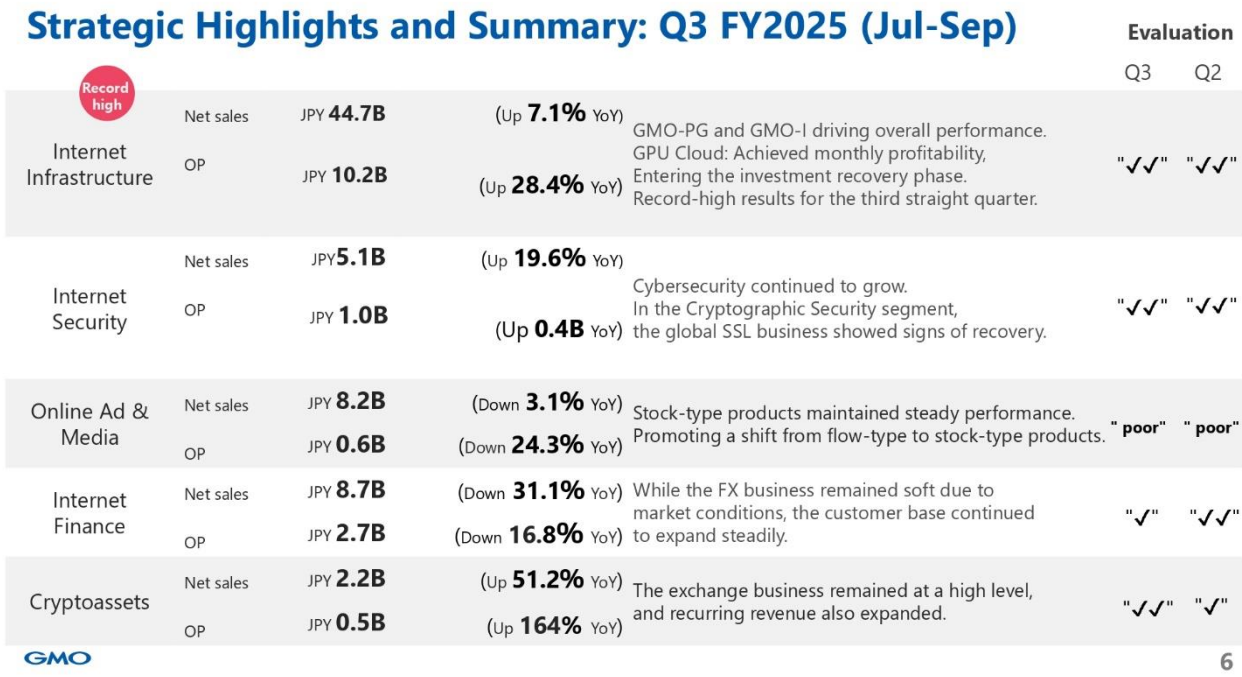
These are the cumulative figures from January to September. Both net sales and operating profit reached record highs.



Next is the performance summary by segment. On the far right, we have included qualitative assessments by management along with those from the previous quarter.

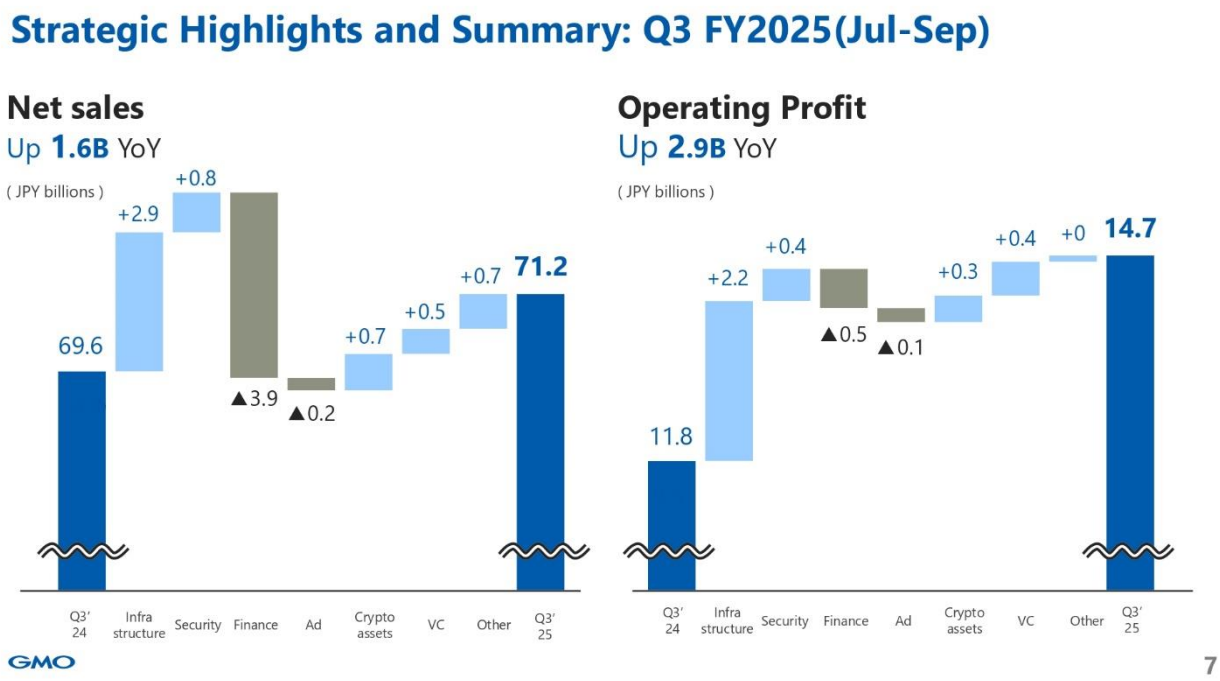
First, internet infrastructure is rated "double check." Both revenue and profit increased, and it achieved record-high results for the third consecutive quarter, with operating profit exceeding JPY10 billion for the first time. GMO Payment Gateway and GMO Internet drove performance. At GMO Internet, in addition to steady growth in existing domain and server services [inaudible], the GPU Cloud business, which had previously been in an investment-first phase, achieved monthly profitability and has moved into the investment recovery phase. We believe this demonstrates the solid foundation of our rock-solid recurring revenue generated by a collection of indispensable, enduring number one services.

Security is also rated "double check," with revenue and profit increasing. Amid the growing threat of cyberattacks, recognition-building initiatives under the 'Internet Security for Everyone' project contributed to continued strong performance in the cyber security business. In the cryptographic security segment, overseas SSL sales, which had temporarily dipped last year, recovered. Although the current profit scale is still small, we are steadily executing the necessary actions for future growth, and therefore, it is rated "double check."

Online ad and media is rated "poor," with revenue and profit declining. Conditions continue to vary across companies and products. Proprietary products, especially high-margin stock-type offerings, remained solid. Meanwhile, flow-type products such as advertising agency services and affiliate advertising softened. As a result, the shift from flow-type to stock-type products is progressing.

Internet finance is rated "single check." Revenue and profit declined, mainly due to softness in FX, our core product, caused by market conditions. On the other hand, key KPIs such as the number of unique traders and customer margin balances continued to grow steadily, and for that reason, it is rated "single check."

Cryptoassets are rated "double check," with both revenue and profit increasing. While affected by cryptoasset market fluctuations, trading-related revenue from the exchange business remained at a high level. Taking into account not only short-term results but also the growth in stock-type products, we have rated this segment "double check."



This summarizes the factors behind the YoY changes in net sales and operating profit for each segment. The left side shows net sales, and the right side shows operating profit. While some points overlap with what I have already explained, infrastructure, security, cryptoassets, and incubation contributed to profit expansion.

On the other hand, in finance, although the impact of the provision related to Thai securities recorded in the prior year eased, market conditions acted as a drag. Overall, on a consolidated basis, both net sales and operating profit increased.

Q3 FY2025 Revenue Growth Ranking*

New growth drivers emerging to support sustainable mid to long term expansion.

Rank	Name	Revenue Growth Rate (YoY)	Business Segment	Business Description	Listing Status	Relationship with GMO IG
1	GMO BEAUTY	64%	Online Ad & Media	Beauty and medical DX support services	GMO Media Consolidated	Founded in 2007
2	GMO Coin	47%	Cryptoassets business	Cryptocurrency exchange	GMO-FH Consolidated	Founded in 2016
3	GMO Flatt Security	46%	Security	Countermeasures against cyberattacks (Cybersecurity)	Unlisted	Joined the Group in 2024
4	GMO TownWiFi	37%	Online Ad & Media	Consumer-oriented smartphone app operation	GMO Product Platform Consolidated	Joined the Group in 2019
5	GMO OMAKASE	34%	Internet Infrastructure	Reservation management service for restaurants	Unlisted	Joined the Group in 2021

* Reporting segments only; newly consolidated companies excluded

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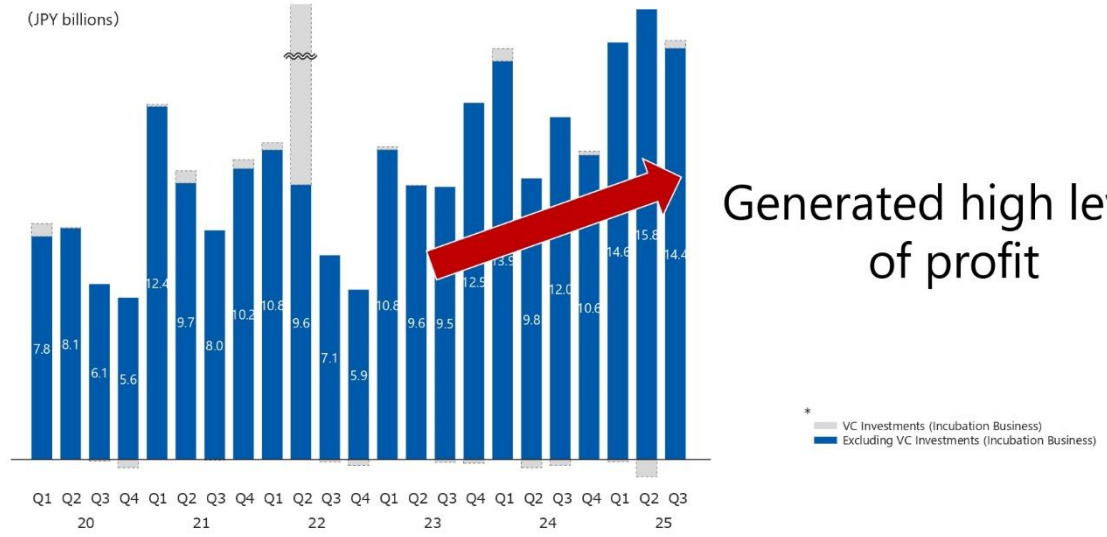
This shows the revenue growth rates of the Group companies in a ranking format. For many investors, when they hear "recurring revenue," they may primarily associate it with infrastructure and security. However, the solid recurring revenue base is spreading not only within infrastructure but across the entire Group.

For example, GMO Beauty, ranked first, provides DX support for aesthetic medical services, and its combination of recurring and flow-based revenue models resulted in the highest growth rate.

GMO Coin, ranked second, operates a revenue model that is typically closer to flow, as it is in the cryptoassets business, but over several years, it has been developing staking, a stock-type product. For sustainable growth, we believe it is essential to accumulate recurring revenue, and we believe you can see that such initiatives are steadily progressing across the Group.

Operating Profit* (excluding VC investments)



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This shows the quarterly trend of operating profit excluding VC investment and the incubation business. We believe this demonstrates that the Group's earning power, based on our solid recurring revenue foundation, is continuing to grow steadily.

1. Strategic Highlights and Summary
2. **Key Topics (Security, AI & Robotics)**
3. Segment Performance & Shareholder Returns
   - i) Group Overview
   - ii) Performance by Segment
   - iii) Shareholder Returns

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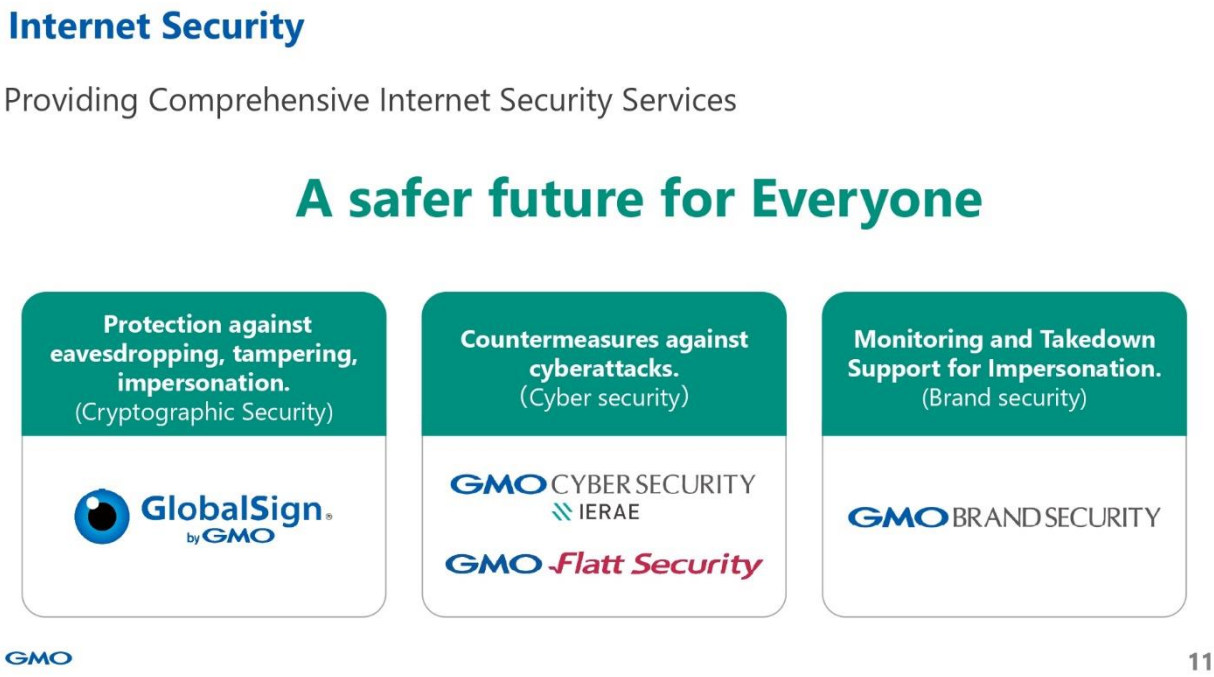
Next, I will explain progress in the Group's key topics, specifically in the areas of security, AI, and robotics.



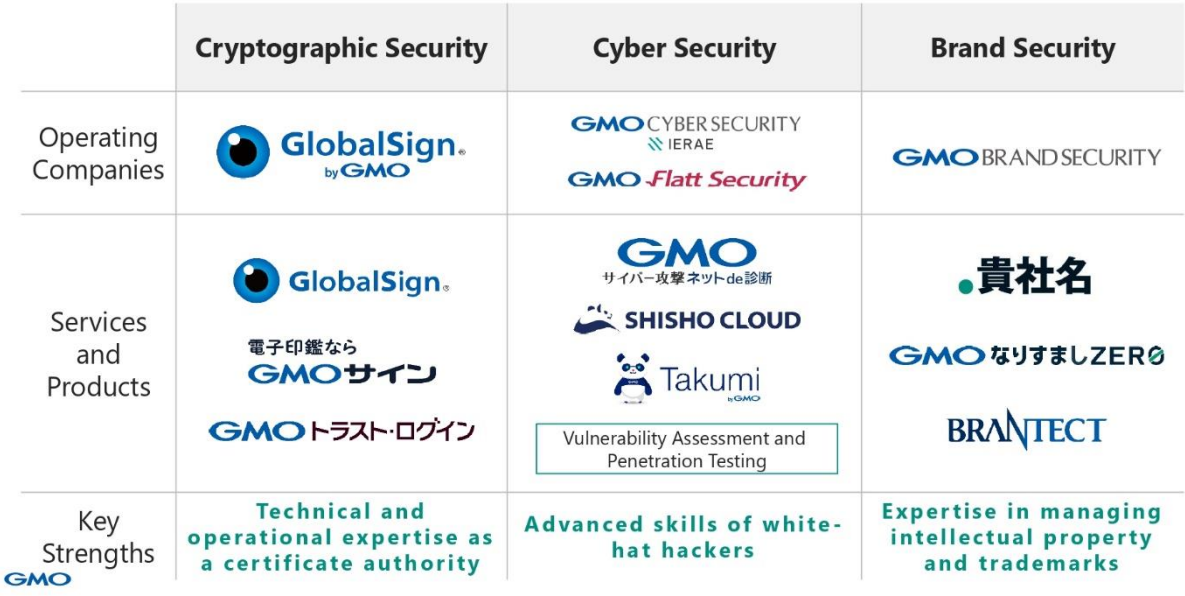
First, security.

As I mentioned in the previous presentation, I would like to explain the background behind why we established security as an independent segment. GMO Internet Group has long operated under the corporate message "Internet for Everyone" working to promote the widespread use and development of the internet. The internet has grown to serve an increasingly important role as social infrastructure.

At the same time, the threat of cyberattacks is intensifying every day. Ensuring safety has become an urgent issue, and security is now an indispensable, enduring foundation that supports society.

In this context, to realize "A Safe Future for Everyone," we positioned the security business as the Group's highest-priority domain and placed it at the core of our medium- to long-term strategy. We will further strengthen and develop our security business by focusing on three areas: cryptographic security, which prevents eavesdropping, tampering, and impersonation; cyber security, which addresses cyberattack countermeasures; and brand security, which handles impersonation monitoring and takedown support.

Internet Security | Three Key Areas



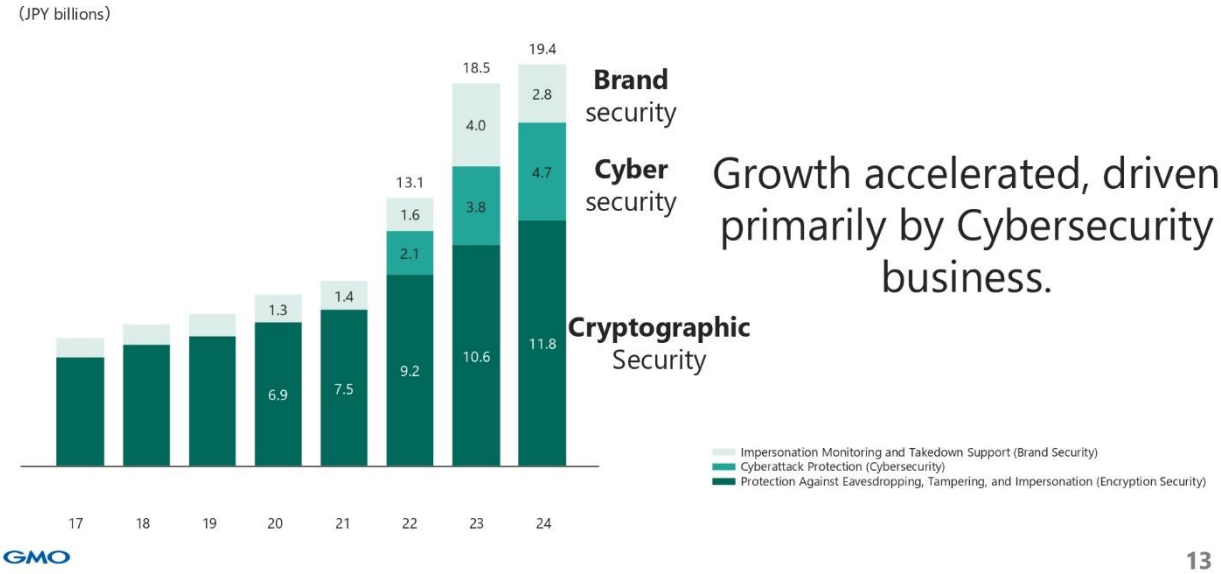
Here, we summarize the main companies, services, products, and strengths within each of the three areas that make up the security business.

First, cryptographic security. Leveraging our strengths in certification authority technology and operational expertise, we offer stock-type products centered on digital certificates and digital seals.

Next, cyber security. Its greatest strength is the technical capabilities of our world-class white-hat hacker team, which has earned the number one position at cyber security conferences in Japan and overseas. In addition to vulnerability assessments and penetration testing conducted by these white-hat hackers with such advanced expertise, we are expanding stock-type products by incorporating their knowledge into our products.

Finally, in brand security, we offer the services and products shown here, leveraging our intellectual property expertise related to domain names and trademarks.

Internet Security | Full-Year Revenue by Segment



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This shows full-year net sales for the security business by segment. As you can see, while cryptographic security forms the foundation, growth in cyber security, which we entered in 2022, has accelerated.

As a result, in FY2024, total security-related net sales reached a scale approaching JPY20 billion.

'Internet Security for Everyone' project

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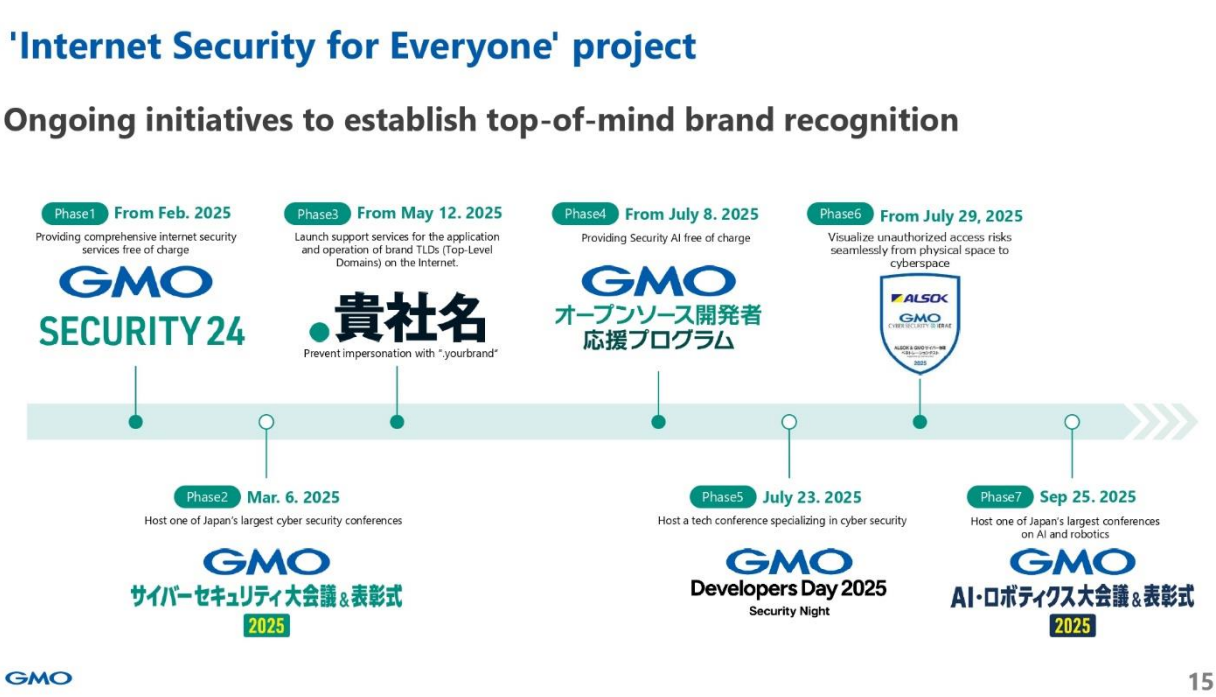
From here, I will explain the progress of the 'Internet Security for Everyone' project, which began in February 2025 under the catchphrase "A Safe Future for Everyone."



This project is an initiative aimed at establishing ourselves as the top-of-mind brand in the security domain. The upper section of this diagram shows our ongoing efforts through continuous product and service delivery, while the lower section shows our initiatives through events such as large-scale conferences. Through both product delivery and event initiatives, we are steadily increasing brand recognition. Today, I will introduce several of these efforts.

First is ".yourbrand." In recent years, the emergence of generative AI has made impersonation and phishing scams increasingly advanced and sophisticated. We believe once again that providing safety through phishing countermeasures is essential for enhancing brand value. The commonly used domain names are .com or .jp, and for many years, we also used the domain name GMO.jp for our URLs and email addresses.

We are now transitioning this domain from GMO.jp to group.gmo, a .gmo domain. From the perspective of end users receiving emails, when an email is sent from .gmo, they can instantly recognize that it is a genuine GMO email address, significantly reducing communication costs. In other words, ".yourbrand" is the ultimate phishing countermeasure.

What is particularly noteworthy is that applications for new domain registrations are being accepted for the first time in 14 years, and the timing of the next application window is undecided. In other words, this is a once-in-a-decade opportunity.

The companies listed in the lower part of this slide are those that acquired their domains during the previous application window 14 years ago. Since we began offering this service in May, we have received strong interest, clearly different from the level of inquiries during the previous application period. Ahead of the application window opening next spring, we will steadily develop this as a new pillar of high-unit-price, high-continuity recurring revenue.

Next is GMO 2025 Autumn, which we held as one of the largest AI and robotics conferences in Japan. First, please watch this one-minute video.

[Video Begins]

GMO. A once-in-a-lifetime opportunity has come to Japan. The key to breaking free from three lost decades of stagnation lies in AI and robotics. GMO, AI & Robotics Conference & Awards Ceremony.

[Video Ends]

Yasuda: As you saw, the conference brought together top leaders in the industry, including a video message from Jensen Huang, CEO of NVIDIA, as well as Professor Matsuo of the University of Tokyo, and Director Furuta of the Future Robotics Technology Center at Chiba Institute of Technology.

In Kumagai's keynote speech, he stated that next year, 2026, will likely be called the first year of humanoids, and spoke about how Japan should lead this greatest technological revolution in human history through collaboration among industry, government, and academia.

At the venue, we presented a roadmap for such collaboration toward social implementation, and also exhibited humanoid robots in active operation, allowing participants to experience cutting-edge technologies firsthand.

AI & Robotics | Launching a robot staffing service in April 2025

No initial investment or specialized knowledge required; growing interest across diverse industries toward social implementation.

Next is GMO AI & Robotics Corporation, or GMO AIR, which we established last year. GMO AIR began offering a robot-staffing service in April, positioned as a robotics trading company. Our strength as a trading company lies in our ability to compare and evaluate multiple robots without being tied to any particular manufacturer, enabling us to propose the optimal robot to each customer.

Traditionally, the introduction of robots required an initial investment of several tens of millions of yen and the securing of specialized personnel. [inaudible] It is not enough to simply purchase a robot, because technical expertise is required to actually operate it.

Our service is the first business model in Japan to dispatch robots with customized programming tailored to customer needs. In addition, by leveraging the Group's security expertise, we support the safe implementation of robots in society. We are currently receiving inquiries from a wide range of industries, including events and factories, and we are steadily building a track record.

One of Japan's largest and most advanced conferences

Held twice a year to showcase the latest in cutting-edge technology.

GMO大会議 春

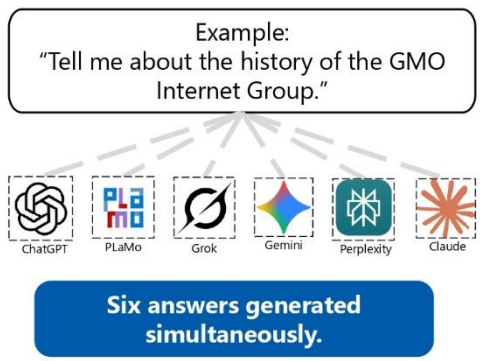
GMO大会議 秋

GMO 19

Lastly, I will explain the future developments of the GMO conference. Beginning next year, we plan to hold the conference twice annually on a regular basis. In spring, we will focus on cyber security, and in autumn, on AI and robotics, delivering the latest in cutting-edge technologies through one of the largest conferences of its kind in Japan. By accelerating the social implementation of advanced technologies, we will also create new business opportunities.

AI & Robotics | Generative AI services 天秤.AI by GMO

Simultaneous search across multiple generative AI models.



GMO 20

Next, I will explain Tenbin.AI, one of our initiatives in the AI and robotics domain. Tenbin.AI is a service that allows users to ask a question simultaneously to up to six generative AI models and compare their responses, as shown here. Each generative AI model has its strengths and weaknesses, and there are still cases where a

single model cannot provide a perfect answer. By comparing responses across multiple models, it is possible to obtain more accurate insights. To meet corporate demand for improved operational efficiency, we have launched this service under a monthly subscription model, and we will continue to develop it as one of our new recurring revenue pillars.

Lastly, here is an overview of our service deployment centered on our core businesses of infrastructure and security. Until now, we have offered a broad range of services, from foundational areas such as internet connectivity, domains, cloud, and rental servers, to value-added areas such as payments and online shop support. Each of these is number one service, and through the synergies generated among them, we have achieved sustainable growth.

Now, the area that will accelerate this growth is security. By achieving overwhelming differentiation in the security domain and strengthening the integration between each service and security, we will expand the provision of indispensable, enduring value and further reinforce our sustainable growth. We appreciate your continued interest.

From here, Inagaki, Group Managing Executive Officer and General Manager of the Group Financial Department, will continue the explanation. Thank you very much.

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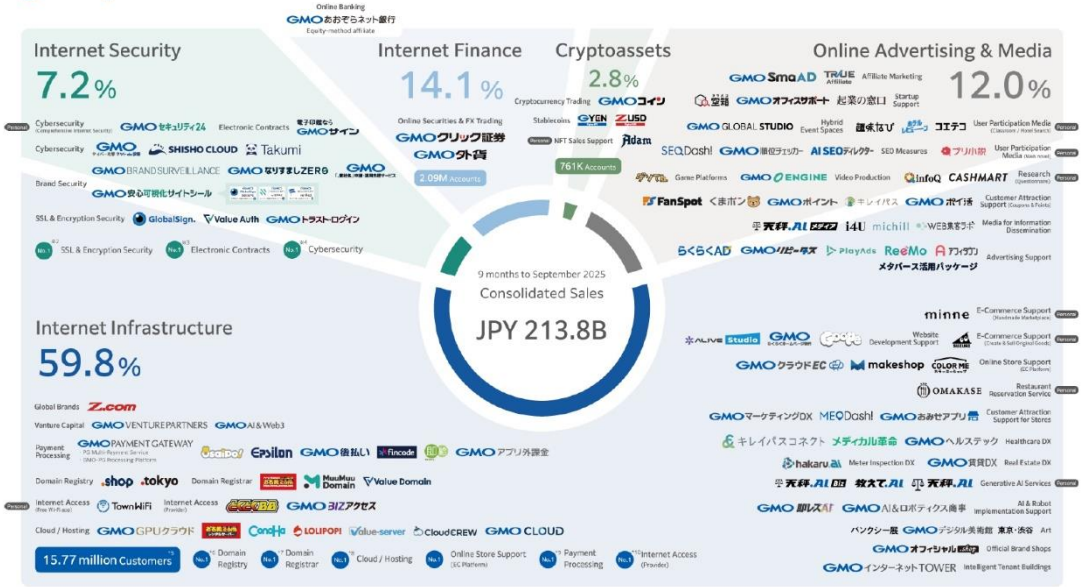
Inagaki: I am Inagaki, responsible for group finance. Thank you for your attention. I will now explain the segment situation and shareholder returns.

Our group of businesses serves a customer base of 18.66 million



Services as of end-September 2025

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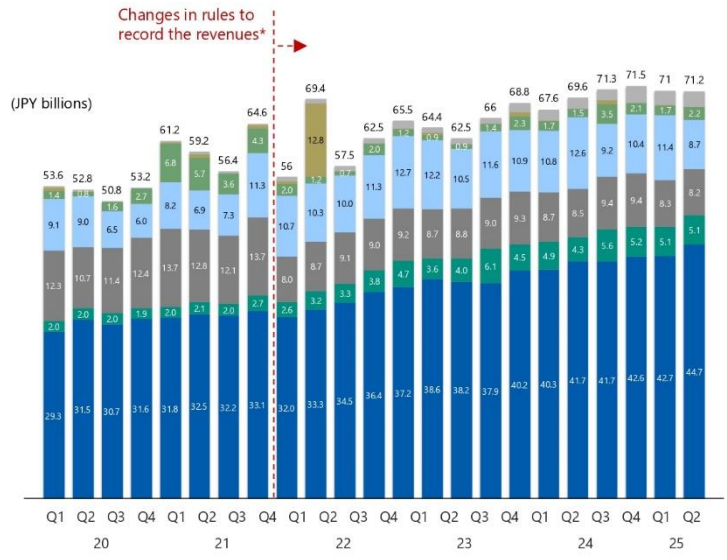
First, an overview of the Group. This is the lineup of the Group's main products. All of these are our own products, developed and operated in-house. In addition to Tenbin.AI, which we introduced earlier, we are also advancing the provision of new services for the AI industry. Across these products and services, our customer base in infrastructure, security, finance, and cryptoassets exceeds 18 million.

Net Sales by Segment



Revenue up

2.4%

YoY

Sustainable growth driven by infrastructure and security

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

GMO

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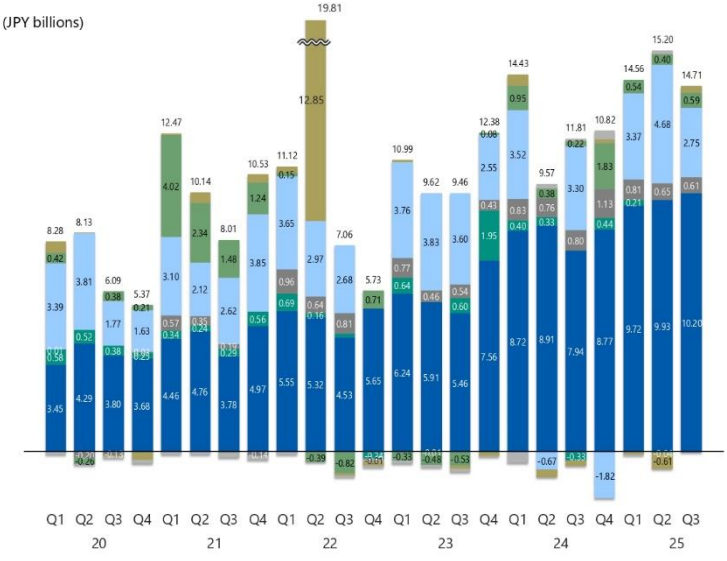
This shows the quarterly trend in net sales by segment. The dark blue infrastructure segment and the green security segment above it both consist largely of recurring revenue with high sustainability and visibility. They continue to grow along with the expansion of our customer base. As mentioned earlier, rock-solid recurring services are also increasing in areas outside infrastructure and security. The volume of information and the number of transactions on the internet are expected to continue expanding. By further advancing the solid recurring nature of our services, we will make our sustainable growth even more certain.

Profit by Segment



Profit Up

24.6%

YoY

Sustained profit growth driven by solid recurring revenue.

GMO

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This is the quarterly trend in operating profit by segment. As you can see, our approach remains unchanged. By combining highly profitable flow-type businesses such as finance and cryptoassets with the rock-solid

recurring revenue foundation of infrastructure and security, we aim to achieve sustainable growth for the Group as a whole.

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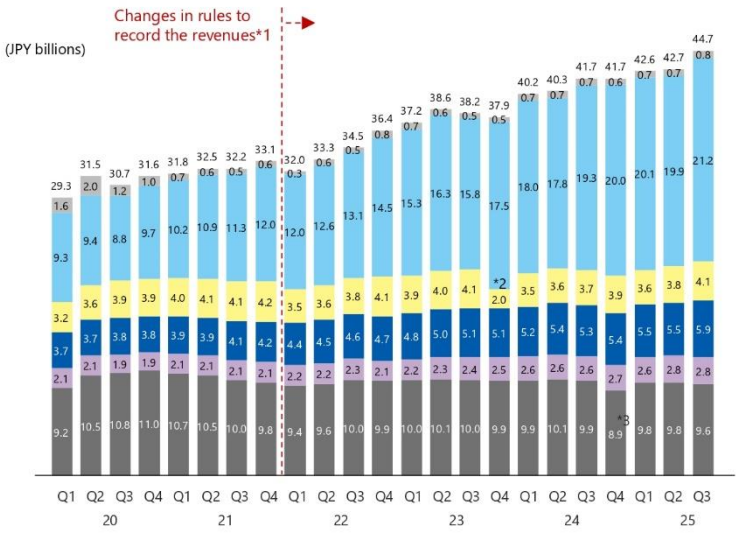
Here is the status of each business.

Internet Infrastructure | Net Sales by Sub-Segment

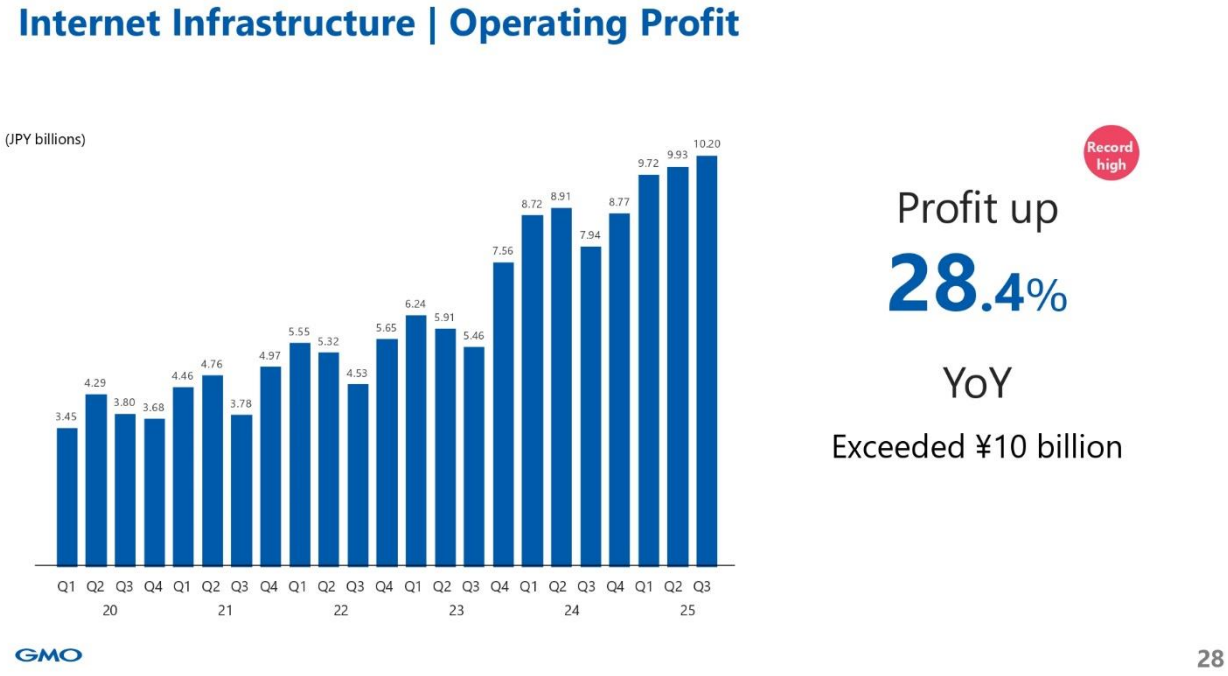


*1:"Accounting standards related to revenue recognition" (accounting standard No. 29)
*2:The effect of applying the net amount treatment, approximately -2.0 billion yen, is taken into account in Q4'23.
*3:The effect of applying the net amount treatment, approximately -1.0 billion yen, is taken into account in Q4'24

GMO 27

First, here is the quarterly trend in net sales for the internet infrastructure business and its breakdown. Quarterly net sales in infrastructure reached a record high due to the accumulation of rock-solid recurring revenue. Payment services, shown in light blue and offered through GMO Payment Gateway, continue to expand steadily. In addition, cloud and rental servers, shown in dark blue, performed well, driven by

enterprise-focused offerings such as GPU Cloud provided by GMO Internet and CloudCREW provided by GMO GlobalSign Holdings.



This is the quarterly trend in operating profit. We achieved record-high profit for the third consecutive quarter, exceeding JPY10 billion for the first time. In addition to the continued steady expansion of payment services mentioned on the previous slide, the contribution from GMO Internet has increased significantly. The main factors were the steady performance of existing businesses such as domains, cloud, rental servers, and internet connectivity, as well as the GPU Cloud business, which had been in an investment-first phase, achieving monthly profitability and moving into the investment recovery phase.

Internet Infrastructure | GMO GPU Cloud business progress

GMO INTERNET

Achieved monthly profitability during Q3; moving toward full-scale operation in Q4.

GMO 29

Next is the progress of GPU Cloud, a strategic product of GMO Internet. The service was launched in November last year, and while we were in the business launch and investment-first phase, the utilization rate has increased, resulting in a monthly profit on a single-month basis. Toward full operation in Q4, sales progress is steady. As previously announced, we also plan to begin offering servers equipped with the B300 within this year.

Internet Infrastructure | GMO GPU Cloud business progress

GMO INTERNET

Recognized for technological leadership and adopted by leading AI companies.

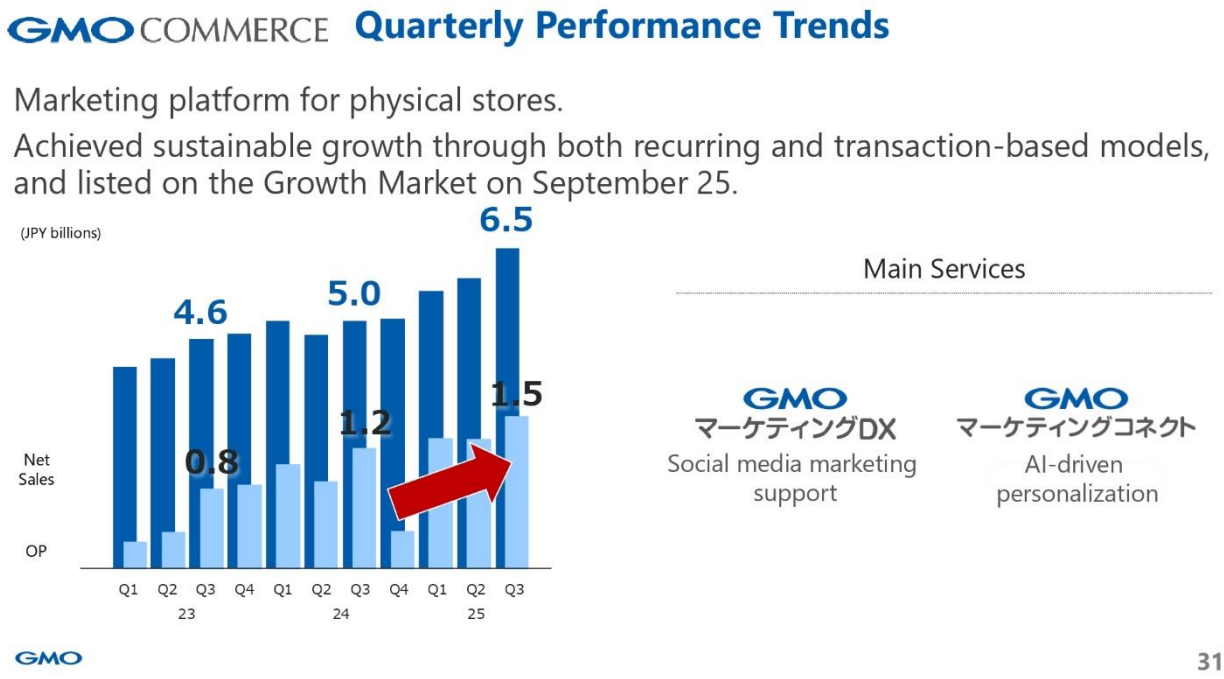
Selected Customers

Sakana AI Co., Ltd.	AI Robot Association	Turing Co., Ltd.	NEC Corporation
Adopted for next-generation AI development platforms	Adopted for next-generation robotics development platforms	Adopted for autonomous driving AI development platforms	

GMO 30

Here are examples of companies that have adopted GPU Cloud. Today, we announced that GPU Cloud has been selected as the next-generation AI development platform by Sakana.ai, which is attracting international attention as Japan's fastest-growing unicorn. We developed GPU Cloud with a strong focus on performance.

Its technical superiority has been highly evaluated, and as you can see, it has been adopted across a wide range of fields.

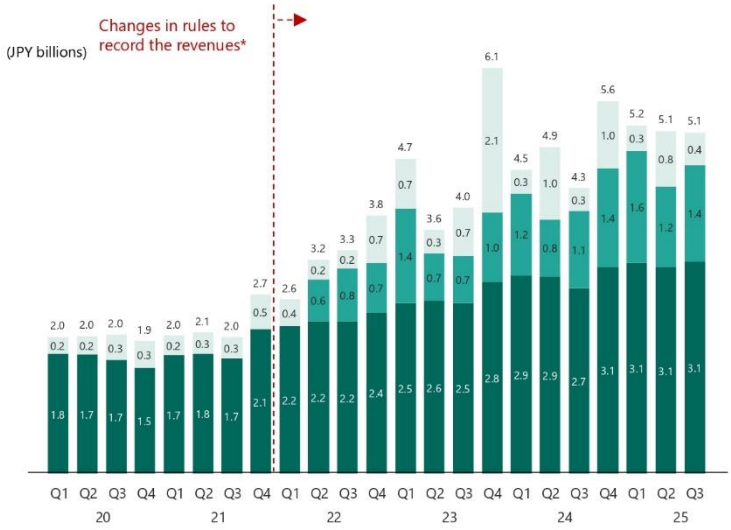


Lastly, an infrastructure topic. I would like to introduce GMO COMMERCE, which was newly listed on the Growth Market in September. This company belongs to the EC support segment. GMO COMMERCE operates under the mission of becoming the marketing platform for every store, providing a digital marketing platform for chain-operated brick-and-mortar stores.

Through the services shown here, it maximizes customer acquisition efficiency and enhances customer experience. Its strengths lie in the expertise accumulated since the early days of social media services and in its extensive data assets.

70% of its revenue consists of recurring revenue and transaction-based revenue linked to the volume of advertising distribution, resulting in sustainable growth driven by rock-solid recurring revenue. Looking ahead, the Company aims for further growth through AI-personalized distribution tailored to end-user preferences. Thank you for your continued interest.

Internet Security | Net Sales by Segment



Revenue up

19.6% YoY

Strong growth in cybersecurity continues.

Cryptographic Security: the global SSL business recovered.

Impersonation Monitoring and Takedown Support (Brand Security)
Cyberattack Protection (Cybersecurity)
Protection Against Eavesdropping, Tampering, and Impersonation (Encryption Security)

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

GMO

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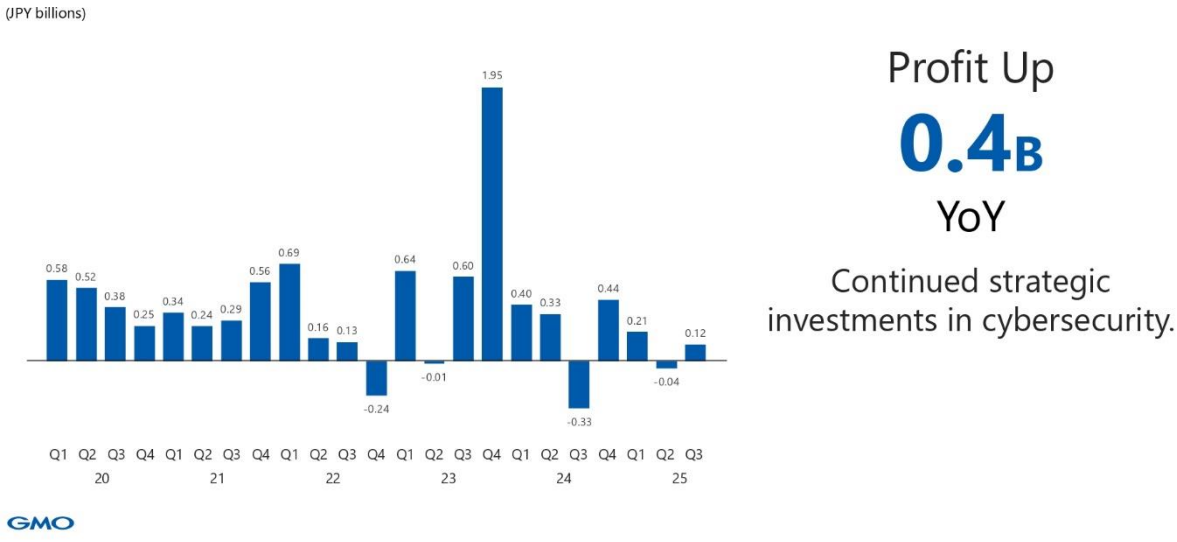
Next is internet security. This shows the quarterly trend in net sales and its breakdown. What I would like to draw your attention to is the center section in emerald green, cyber security. Flatt Security and CYBER SECURITY by IERAE continue to show strong growth. While the number of projects is increasing, the main driver has been strong demand for high-unit-price penetration testing. In addition, in cryptographic security offered by GMO GlobalSign Holdings, strategic products such as GMO Sign performed well, and overseas SSL sales recovered from the same period of the prior year.

Internet Security | Operating Profit



GMO

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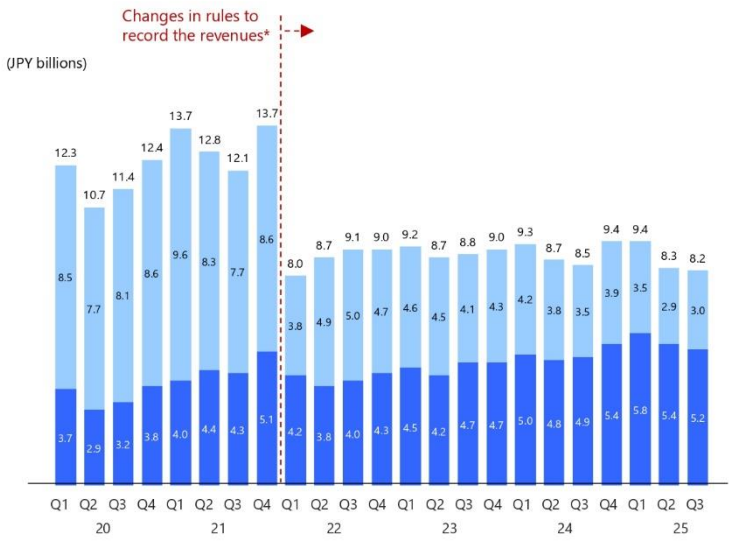
This is the quarterly trend in operating profit. As you can see, profit increased and turned positive compared to the prior year. The main factor, as explained earlier, is the recovery in cryptographic security. In Cyber security, while net sales and gross profit continue to perform strongly, we are simultaneously making strategic investments for future growth, including engineer recruitment and strengthening of SaaS-based products. We consider all of these to be necessary investments for achieving "A Safe Future for Everyone" and for driving sustainable growth.

Online Advertising & Media | Net Sales



Revenue down

3.1%

YoY

Stock-based revenue remained solid.

Flow-based revenue showed modest recovery since Q2.

■ Internet Media
■ Online Advertising

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

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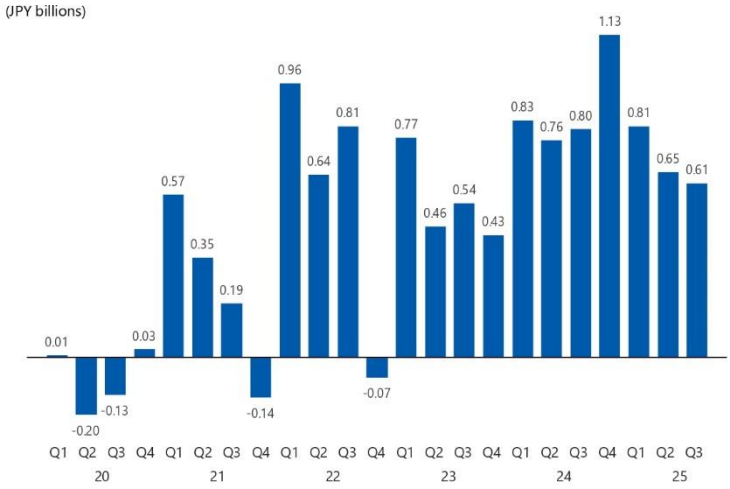
This shows the quarterly trend in net sales for online advertising and media, and its breakdown.

Net sales declined YoY. The light blue section represents internet advertising, including advertising agency services. Weakness continues in flow-type products such as affiliate advertising. In particular, in advertising agency services, the impact of structural changes in the overall market is becoming apparent, including advertisers shifting advertising operations in-house and the move toward direct transactions with major platform operators.

However, from Q2, we have seen a slight recovery. Meanwhile, proprietary products, especially high-margin stock-type offerings, continue to perform steadily.

Online Advertising & Media | Operating Profit



Profit down

24.3%

YoY

Profit declined due to weak performance in flow-based businesses.

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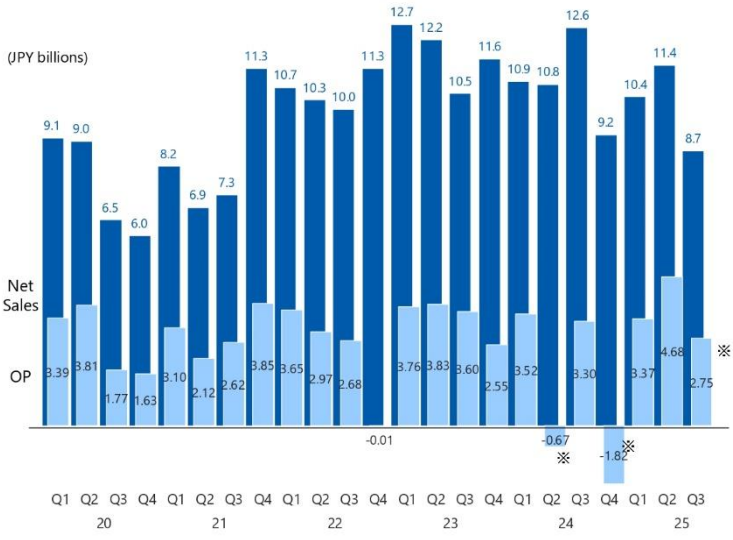
This is the quarterly trend in operating profit. Although high-margin stock-type products grew, the decline in flow-type products was significant, resulting in lower profit.

Internet Finance | Historical Performance by Quarter



Revenue down

31.1% YoY

Profit down

16.8% YoY

* The provision of allowance for doubtful accounts:
-4.5B(Q2'24) , -2.1B(Q3'24) , -2.8B(Q4'24) , +0.5B(Q3'25)

GMO

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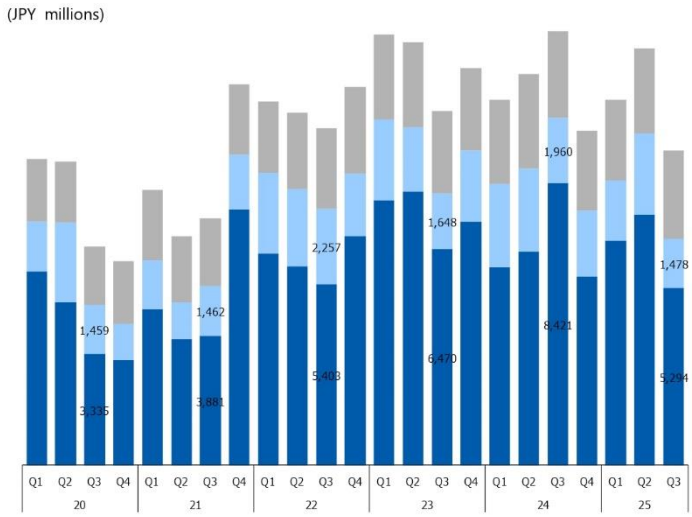
Next is finance. As shown, quarterly results were lower in both revenue and profit. The decline in revenue reflects the impact of the provision recorded in the Thai securities business in the prior year.

Internet Finance | Net sales by each product



Revenue down

FX *1 **37.1%** YoY

Revenue down

CFD *2 **24.6%** YoY

Revenue declined in both FX and CFD businesses

Securities and others
CFDs / Stock Index Binary Options *2
OTC-FX / Binary Options *1

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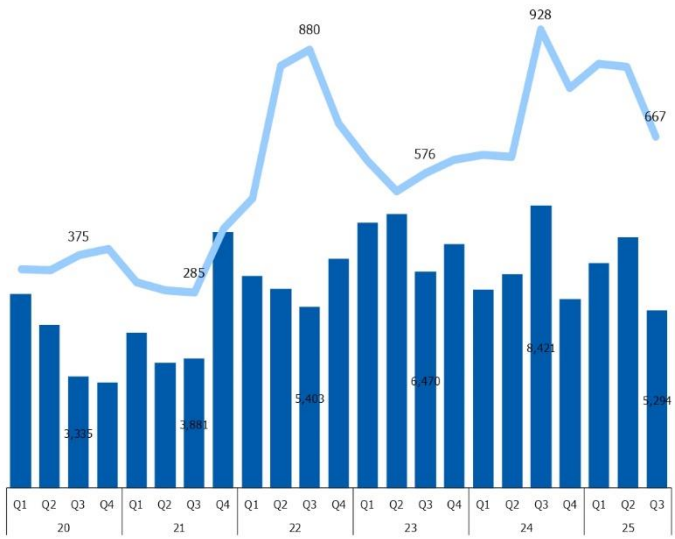
This shows the trend in net sales by product. Both FX and CFD declined. In both cases, the cause was market conditions rather than company-specific factors, due to low volatility and reduced trading volume.

Internet Finance | FX net sales and trading volume



Volatility declined, mainly in USD/JPY.

Trading volume decreased, remaining at a low level.

Net sales of OTC-FX/binary options (JPY millions)
FX Trading volume (JPY trillions)*

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Prepared based on Results Presentation of GMO Financial HD and "Monthly Statistical Bulletin on Over-The Counter Retail FX Margin Trading" published by the Financial Futures Association of Japan (FFAJ)
* Aggregate of the trading volume of GMO CLICK Securities, FX PRIME byGMO, and GMO Gaika

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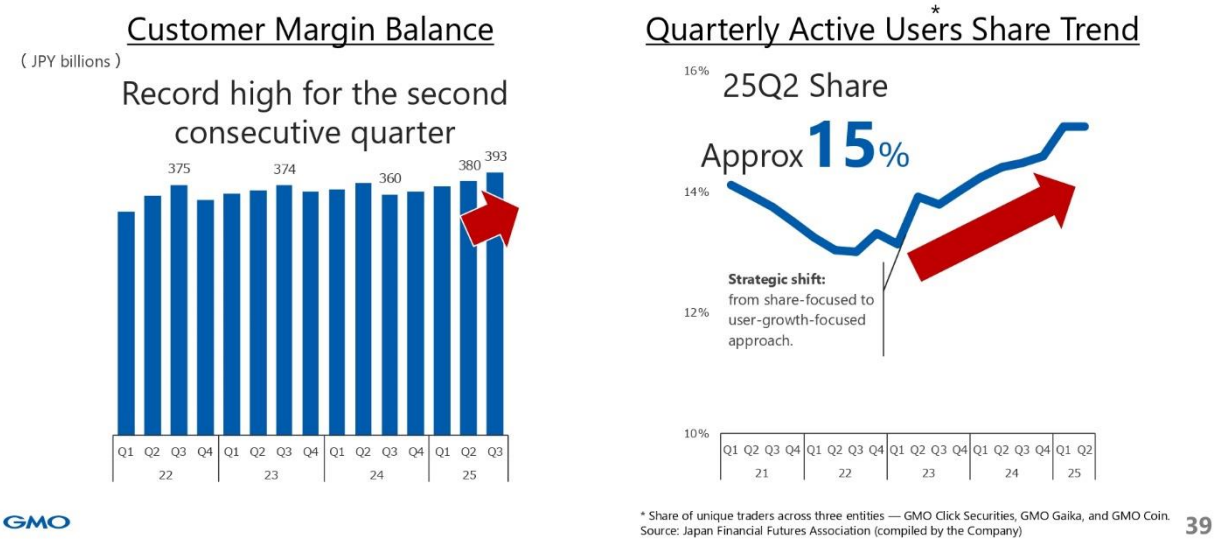
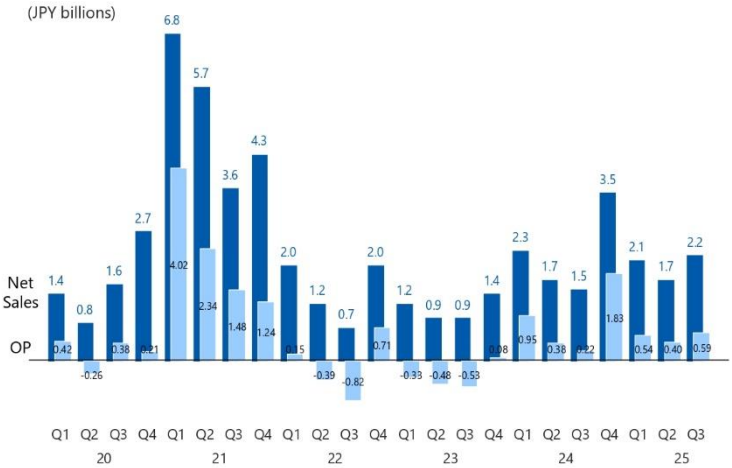
This graph shows the relationship between net sales and trading volume in the FX business. FX performed well through Q2, but volatility declined, particularly in USD/JPY, and trading volume also decreased. As a result, while we are generating revenue in line with trading volume, we believe the business has been affected by the significant decline in over-the-counter FX trading volume across the market. Meanwhile, our customer base continues to perform steadily.

Internet Finance | FX business KPI Overview



At GMO Financial Holdings, we are currently focusing on customer margin balances and active users as our key KPIs. On the left bar chart, customer margin balances reached record highs for the second consecutive quarter. On the right line chart, the number of FX traders, or our share of active users, has been rising steadily since the strategic shift at the end of 2022 and now stands at around 15%. In both cases, the number of customers continues to increase, and we believe we are in a position to generate solid revenue once trading activity returns.

Cryptoassets business | Historical Performance by Quarter



Revenue up

51.2% YoY

Profit up

164% YoY

Active market conditions drove an increase in trading value. Stock-type staking revenue also expanded.

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Next is cryptoassets. As shown, quarterly results increased in both revenue and profit YoY. Although affected by fluctuations in cryptoasset market conditions, trading volume and revenue in the exchange business remained at high levels. In this segment as well, we are strengthening stock-type products such as staking and crypto lending. We began our staking initiatives in 2021. Quarterly net sales are around JPY100 million, so the overall impact is still limited, but revenue has doubled from the same period of the prior year and is growing steadily. We will continue to increase customer deposits and further expand this business going forward.

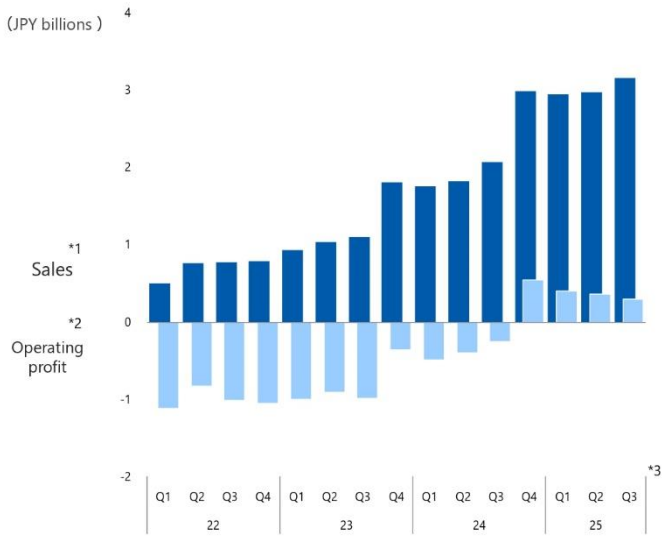
GMO AOZORA NET BANK

GMO 41

Next, I will explain GMO Aozora Net Bank, which is an important initiative in the Group's growth strategy. GMO Aozora Net Bank is an equity-method affiliate, and we account for 50% of its results.

Full-year results trends

GMO AOZORA NET BANK



Revenue up

52% YoY

Profit up

0.5B YoY

Customer base continued to expand.

Transaction revenue increased.

*1 Ordinary income (banking business) – Total income from banking operations before extraordinary items
*2 Core business profit (banking business) – Operating profit from core banking operations, excluding gains/losses on securities and other non-recurring items
*3 Fiscal year refers to our accounting period ending in December

GMO 42

This is the quarterly trend in results. Revenue increased YoY, and the shift to profitability contributed to an improvement in consolidated ordinary income and loss. The main factor was the expansion of transaction-based revenue, such as transfer fees, driven by the continued increase in corporate accounts. In addition, the increase in deposit balances also contributed to stabilizing revenue.

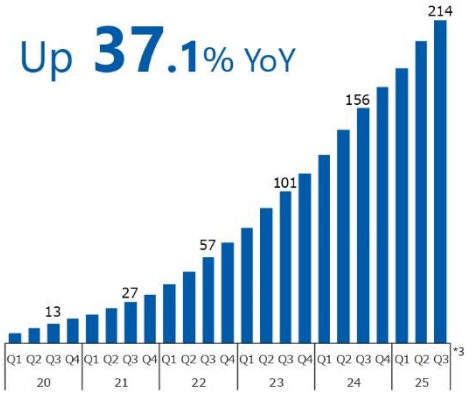
Net Bank | Business KPI Status

GMO AOZORA NET BANK

Main bank growth rate ranked No.1[*1] for two consecutive years, continuing solid expansion.

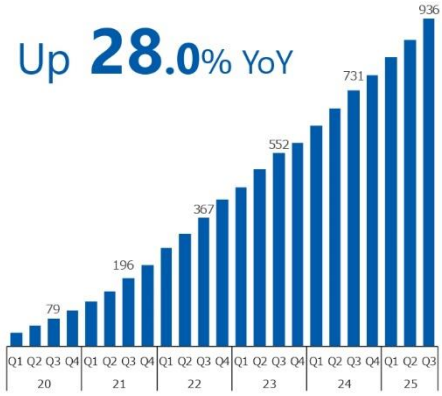
Number of business accounts

(Thousand Companies)



BaaS by GMO Aozora[*2]

(Number of Contracts)



GMO *1 Source: "Main Bank Survey" by Tokyo Shoko Research.

*2 BaaS (Banking as a Service): A system that provides various banking functions—such as payments and deposit notifications, previously available only through banks—to external businesses as cloud services via APIs.

*3 Fiscal year refers to our accounting period ending in December

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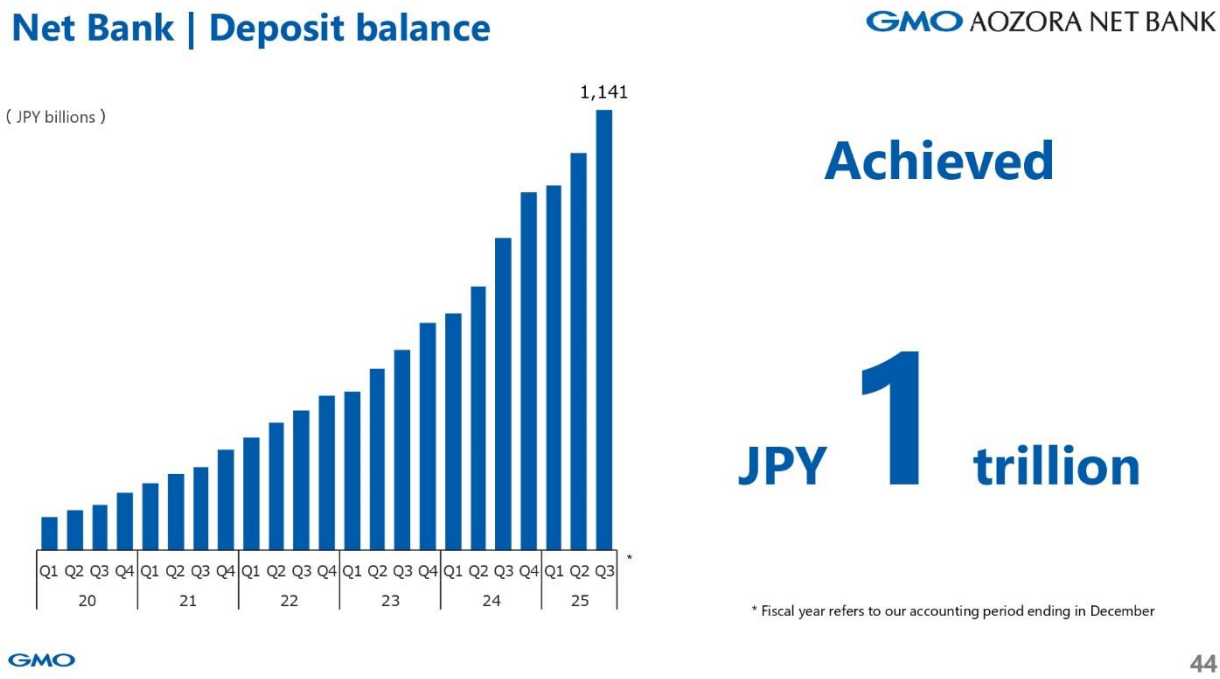
These are the key KPIs: the number of corporate accounts and the number of contracts for BaaS by GMO Aozora. According to research by Tokyo Shoko Research, GMO Aozora achieved the number one increase rate in main bank usage for the second consecutive year, and as shown here, the customer base continues to expand steadily.

Since launching in 2018, we have consistently strengthened convenience, functionality, and competitive fee structures with the aim of offering number one products. We also believe that in-house development and in-house operations, carried out by engineers who make up roughly 40% of our partners, contribute to higher customer satisfaction.

The number of contracts for BaaS by GMO Aozora, another key KPI, is also growing steadily. This service provides banking functions such as payments and deposit notifications to external service providers as cloud-based services via API. It is highly evaluated for enabling companies to integrate banking functions without disrupting the user experience of their own services.



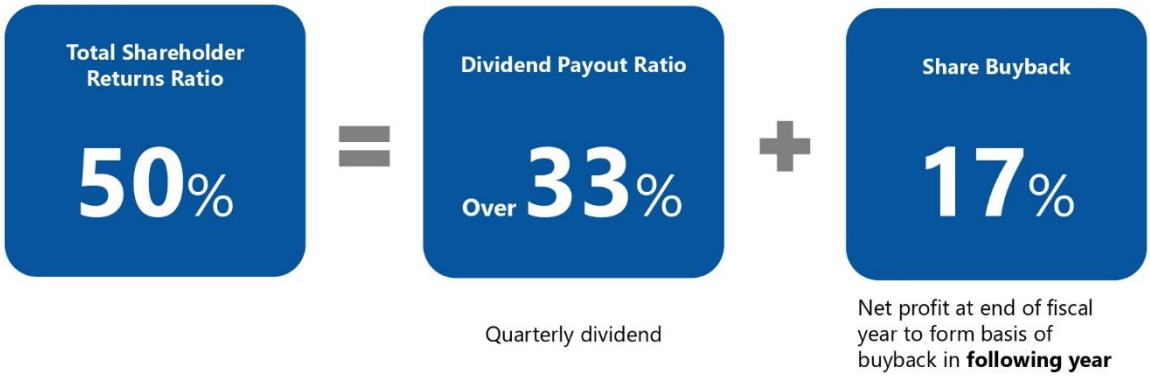
Lastly, regarding deposit balances. We achieved the major milestone of surpassing JPY1 trillion. Seven years after our launch in 2018, we have reached this milestone of JPY1 trillion in deposits, alongside 200,000 corporate accounts.

We believe this is the result of our corporate-focused strategy and the strong support we have received from small- and medium-sized enterprises and startups. Going forward, we will continue to play an important role as a next-generation tech bank and a key growth engine for the Group. Thank you for your continued interest.

1. Strategic Highlights and Summary
2. Key Topics (Security, AI & Robotics)
3. **Segment Performance & Shareholder Returns**
    i) Group Overview
    ii) Performance by Segment
    iii) Shareholder Returns

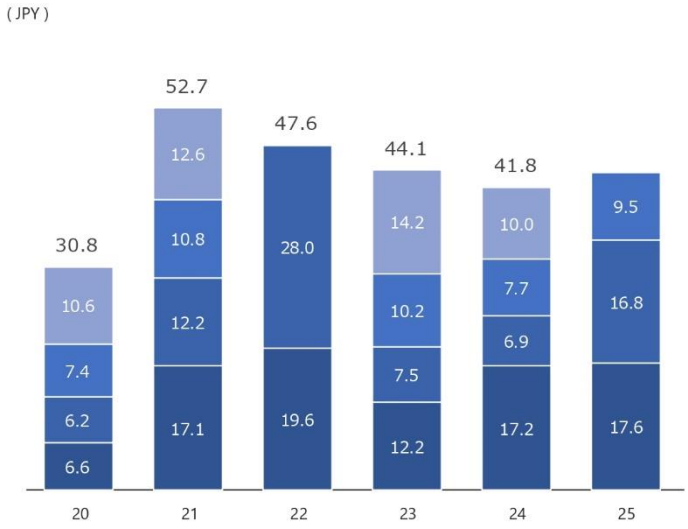
Lastly, I will discuss shareholder returns.

Shareholder Returns | Policy



Our basic policy for shareholder returns has long been a total payout ratio of 50%. Of this, 33% of consolidated profit attributable to owners of parent is allocated to dividends, and the remaining 17% is allocated to share buybacks and cancellations.

Shareholder Returns | Dividend per share



Based on our policy, **dividend payout ratio is a minimum of 33%**

Q4
Q3
Q2
Q1

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We have also introduced a quarterly dividend system to return management results to shareholders as promptly as possible. The dividend for this quarter is JPY9.50 per share.

Shareholder Returns | Share Repurchase and Cancellation

Completed share repurchase under current resolution*

	Progress	Planned
Acquisition value	JPY **9.9**B	10.0B
Total shares repurchased	**3.19**M shares	4.6M shares

GMO *Board resolution dated February 12, 2025

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Lastly, here is an update on the progress of our share buyback. The planned total acquisition amount of JPY10 billion has been completed, as shown.

Internet for Everyone

That concludes today's presentation. Thank you very much for watching.

Internet for Everyone.

[END]

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