Financial Results Briefing for Q2 FY2021

Key Message

A strategy for expanding market share as an offline payment platformer

May 13, 2021 GMO Financial Gate, Inc. (Ticker: 4051; TSE-M)



https://www.gmo-fg.com/

Cautionary Note Regarding Presentation Materials

The content of these presentation materials is based on generally recognized economic and social conditions, as well as assumptions judged to reasonable by GMO Financial Gate as of May 13, 2021

Note that presentation material content is subject to change without prior notice in response to changes in the business environment or other unforeseen circumstances

Meeting agenda

1. Summary of Financial Results for Q2 FY2021

2. Growth Strategy and Progress

3. Financial Highlights

4. Appendix

Summary of Financial Results for Q2 FY2021

1.1 Q2 FY2021 Summary

Experienced steady business progress under 2nd State of Emergency Declaration. No. of payment terminals grew steadily as well

P6

- Progress (toward original FY2021 guidance): Revenue: 58.7% OP: 54.2%
- Revenue: Q2 cumulative YoY + 37.3% (surpassed FY2021 guidance of +30% YoY)
- OP: Q2 cumulative YoY-7.7% as planned (due to special spot profit recorded in Q1 FY2020)
- No. of active terminals (end of Q2): 93.1K (Q on Q: +12.4K)

P16

- Upgraded revenue guidance FY2021 : ¥4,800 M → ¥5,249 M (+9.4%)
- Sales of payment terminals, especially stera, grew steadily
 Launched a new type of business in the long tail domain
- Action plans for IoT/Unattended progressed as planned
- Expanded in the mobility industry

1.2 Summary of Financial Results

(End of Q2)

93,093

(+61.7%)

Sales of terminals grew steadily. Stock-model revenue rose thanks to the activation of installed terminals. OP & KPI are on schedule toward FY2021 guidance

| (Millions of yen) | FY2020 Q2 cumulative actual | FY2021 Q2 cumulative actual | % Q2 FY2020/ Q2 FY2021 *cumulative basis | FY2021 Guidance (FY2021 1st Half Guidance) | FY2021 Progress toward FY2021 Guidance (FY2021 Progress toward 1st half) |
|--|-----------------------------------|-----------------------------------|--|--|--|
| Revenue | 2,050 | 2,816 | +37.3% | 4,800 (2,367) | 58.7% (119.0%) |
| Gross profit | 924 | 980 | +6.1% | 1,894 (902) | 51.7% (108.6%) |
| Operating profit | 345 | 319 | -7.7% | 589 (284) | 54.2% (112.3%) |
| Profit attributable to owners of parent | 198 | 212 | +7.1% | 368 (178) | 57.6% (119.1%) |
| | Active | e terminal units | TRX \ | Volume | TRX Value |

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KPI

(YoY)

(Q2 Stand-Alone)

Approx. 27.7 million

(+85.7%)

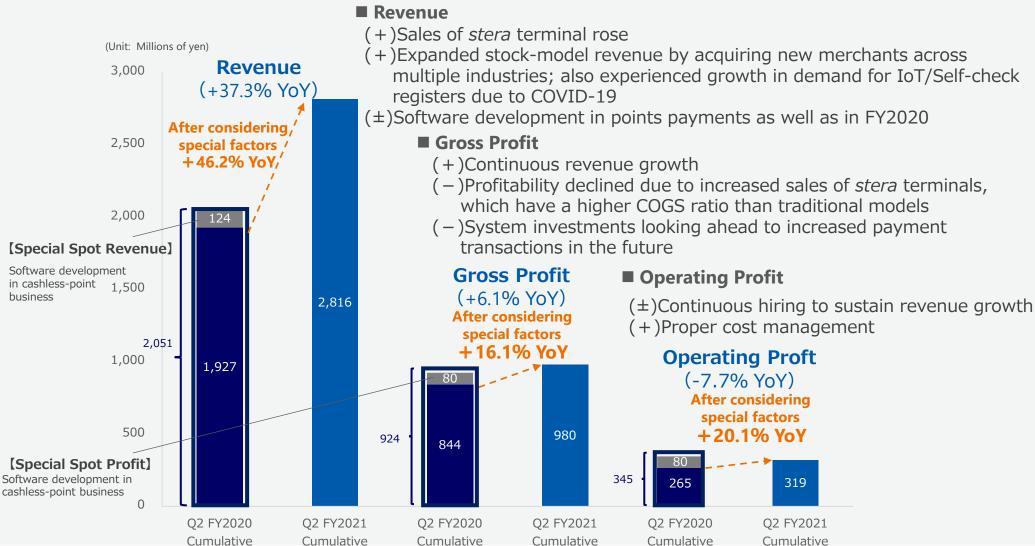
(Q2 Stand-Alone)

Approx. 236.1 billion

(+53.9%)

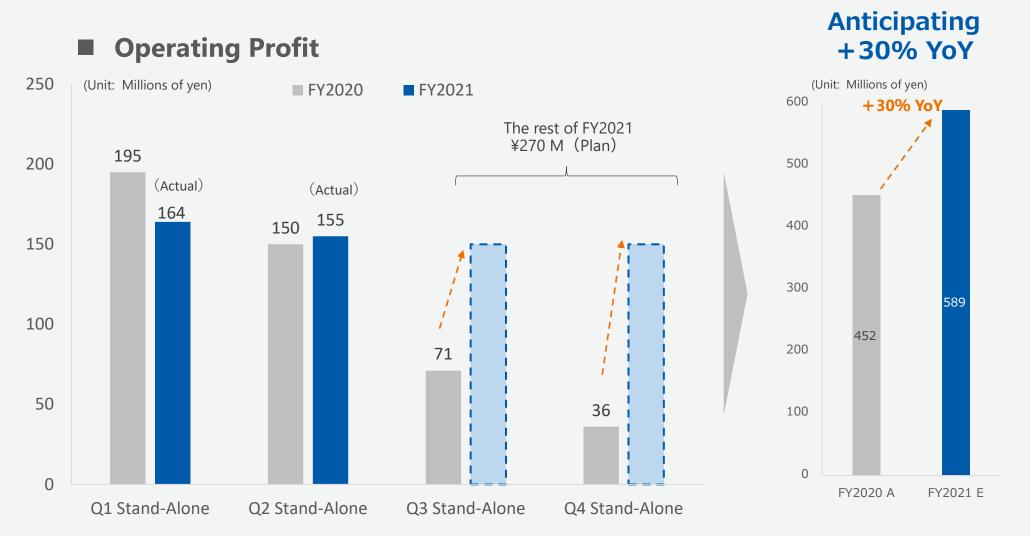
1.3 Major Topics Regarding Financial Results

Achieved profit growth as planned, reflecting sales of less-profitable stera terminal and investment in growth for the future



1.4 OP trends (Quarterly)

Anticipating well-balanced quarterly profit this year. Making steady progress toward FY2021 guidance (+30% YoY) even under COVID-19



1.5 Revenue by Business Model

Initial sales pushed higher due to sales of stera, which leads to growth in terminal-originated sales. Stock and Fee also grew steadily, even though Spread was affected by COVID-19

| (Millions of yen) | FY2020 Q2 Cumulative Actual | FY2021 Q2 Cumulative Actual | Composition Ratio | % Q2 FY2020/ Q2 FY2021 *cumulative basis |
|-------------------|-----------------------------------|-----------------------------------|----------------------|--|
| Initial | 1,320 | 1,959 | 69.6% | +48.4% |
| Stock | 228 | 282 | 10.0% | +23.3% |
| Fee | 145 | 201 | 7.1% | +38.6% |
| Spread | 358 | 375 | 13.3% | +4.8% |
| Total | 2,051 | 2,816 | 100.0% | +37.3% |

Before COVID

Under COVID

XState of Emergency Declaration: January 8th -March 21st



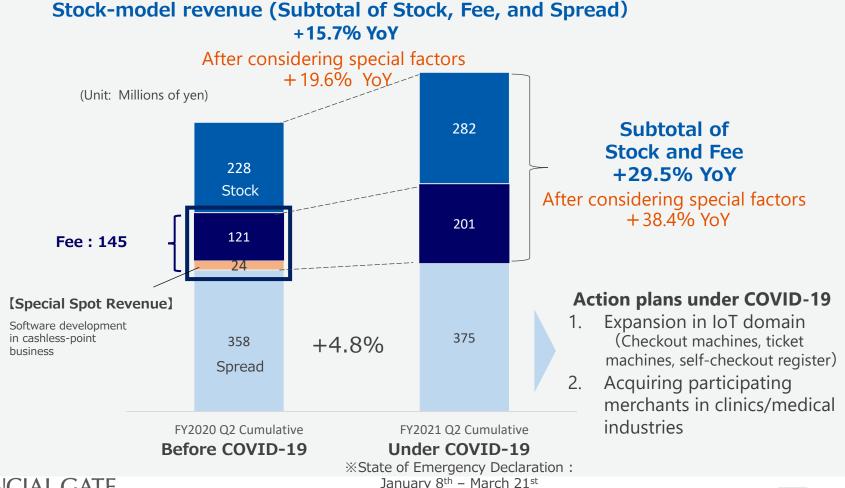
1.6 Revenue by Business Model (Quarterly)

Initial sales grew steadily. Stock also grew, thanks to an increasing number of active terminals. We maintains Spread sales at pre-COVID-19 levels by acquiring participating merchants in clinic and beauty salon industries, even though Spread was impacted slightly by COVID-19

| *SOE : State of Emergency Dec | | | SOE ① | | | SOE ② |
|-------------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| (Millions of yen) | FY2020 Q1 Stand-Alone | FY2020 Q2 Stand-Alone | FY2020 Q3 Stand-Alone | FY2020 Q4 Stand-Alone | FY2021 Q1 Stand-Alone | FY2020 Q2 Stand-Alone |
| Initial | 626 | | 451 led advanced | 465 | 855 | 1,103 |
| Stock | 110 | 118 | ninal sales 128 | 132 | 136 | 146 |
| Fee | 75 | 70 | 80 | 80 | 101 | 99 |
| Spread | 178 | 180 | 125 SOE | 179 | 193 | 182 SOE |
| Total | 990 | 1,061 | 784 | 856 | 1,286 | 1,531 |

Expansion of Stock-Model Revenue

Stock and Fee sales made steady progress, covering decelerated growth in Spread due to COVID-19. We are implementing action plans for further expansion of Spread under COVID-19



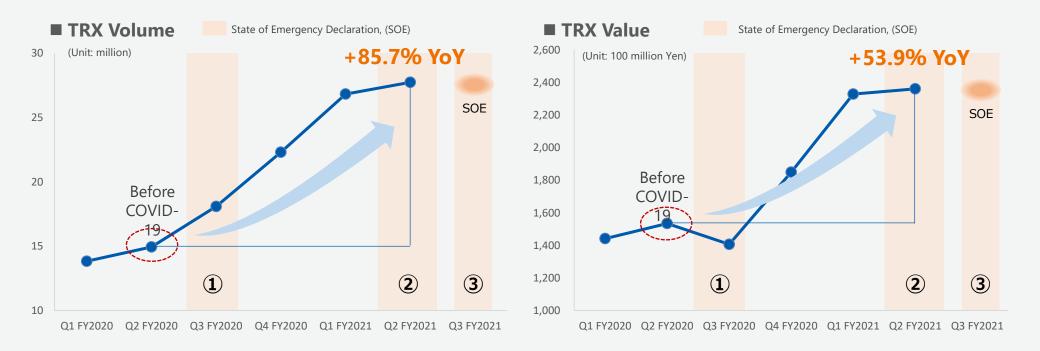
1.8 Consolidated KPIs (Active Terminals)

No. of total active terminals driven higher up by payment terminals (ex. IoT), especially stera. We also observed well-balanced growth in IoT and Alliance partner sales

| (Unit: Thousand) | FY2020 Q2 | FY2020 Q3 | FY2020 Q4 | FY2021 Q1 | FY2021 Q2 | QoQ (%) | YoY (%) |
|---|--------------|--------------|--------------|--------------|--------------|-----------------------|-----------------------|
| Payment terminals (excluding IoT) | 26.5 | 27.7 | 30.3 | 36.7 | 45.4 | +8.7 (+23.7%) | +18.9 (+71.3%) |
| ІоТ | 21.5 | 26.1 | 28.0 | 29.1 | 30.9 | +1.8 (+6.2%) | +9.4 (+43.7%) |
| Alliance partner sales | 9.6 | 13.6 | 14.4 | 14.9 | 16.7 | +1.8 (+12.1%) | +7.1 (+73.9%) |
| Total | 57.6 | 67.3 | 72.7 | 80.7 | 93.1 | +12.4 (+15.4%) | +35.5 (+61.7%) |

1.9 Consolidated KPIs (TRX Volume, Value/Q)

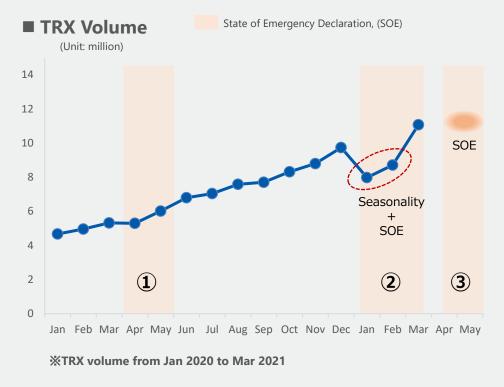
TRX Volume and TRX Value in stand-alone Q2 surpassed our target (+50% YoY), as we minimized the impact of COVID-19



^{*} In Q2 FY2021, we observed steady growth in both TRX volume and TRX value, despite seasonality and the state of emergency declaration. This outcome was due to two main factors. First, merchant category sales increased in grocery supermarket stores and medical drug stores (pharmacies), which are less affected by COVID-19. Second, we accelerated activations of *stera*.

1.10 Consolidated KPIs (TRX Volume, Value/M)

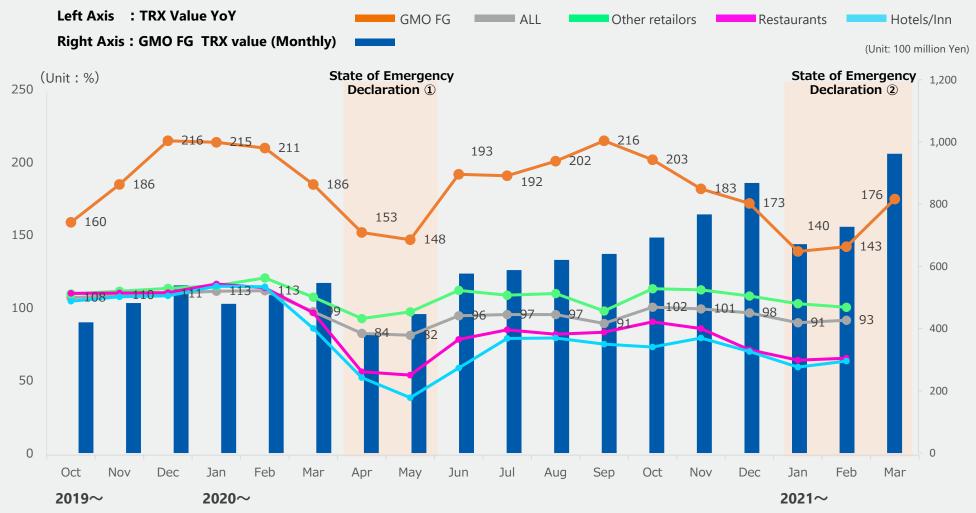
Even though we experienced the impact of seasonality and the state of emergency declaration in January and February, we returned to growth in March





1.11 Comparison of Growth (Market vs GMO FG)

We accomplished significantly higher YoY growth than the market, even during the second state of emergency declaration



*Source: Ministry of Economy, Trade and Industry

1.12 Upward Revision to FY2021 Revenue Forecast (no revision to profit forecasts)

We recorded steady terminal sales in the first half FY2021. Accordingly, we upgraded revenue guidance for FY2021, adding overachievement in the first half while leaving our second half estimate unchanged. We did not change our profit forecast due to the potential negative impact of COVID-19, as well as investment for future business expansion

| (Millions of yen) | FY2020 Full year actual | FY2021 Full year guidance (Original) | FY2021 Full year guidance (Upward revision) | YoY (Vs. Upward revision) | % change (vs Original forecast) |
|---|----------------------------|--------------------------------------|---|---------------------------|---------------------------------------|
| Revenue | 3,691 | 4,800 | 5,249 | +42.2% | +9.4% |
| Gross Profit | 1,617 | 1,894 | 1,894 | +17.1% | _ |
| Operating Profit | 452 | 589 | 589 | +30.1% | _ |
| Profit attributable to owners of parent | 291 | 368 | 368 | +26.1% | _ |
| Earnings per share | ¥79.84 | ¥92.76 | ¥91.27 | _ | _ |

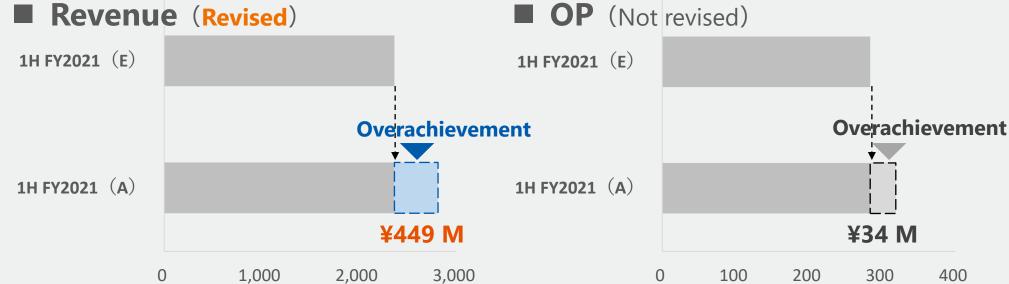
1.13 Breakdown of Guidance

Revenue: Added the overachievement (= 449M) from the first half

to the original full-year guidance for FY2021

: Left the original guidance unchanged, considering the **Profit** impact of COVID-19 on the rest of FY2021 and investment

for future business expansion



- Overachievement in first half (=¥449 M)
 - + original FY2021 guidance(=¥4,800 M)
- **Upward revision for revenue guidance** for FY2021 is ¥5,249 M
- No change to profit guidance FY2021(=¥589 M), considering the potential impact of COVID-19
- Overachievement toward full-year guidance for FY2021 to be allocated to business expansion investment/employee rewards



2. Growth Strategy and Progress

2.1 Assessment of Action Plan for Profit Growth

We are making steady progress toward ¥1 billion in operating profit for FY2024, in line with our action plan



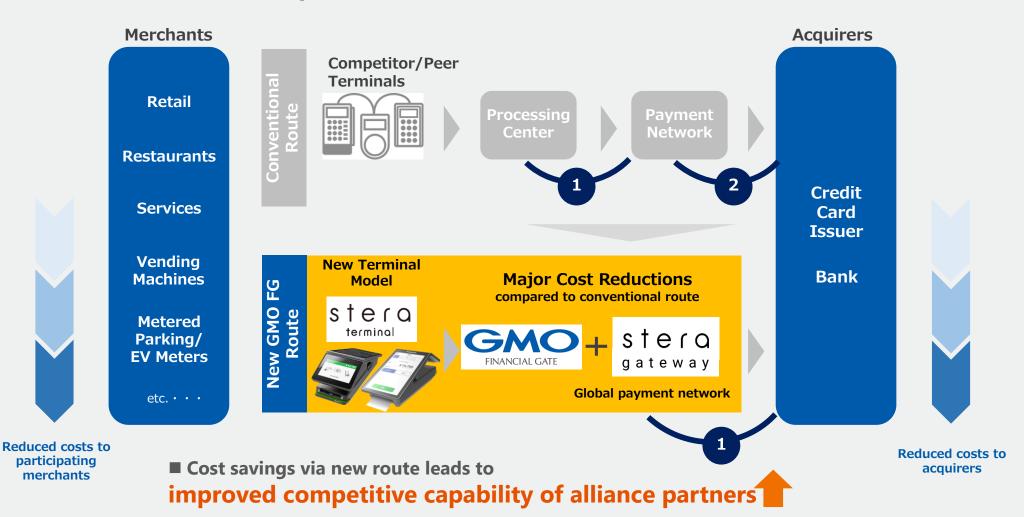
- Action plan and progress (assessment of action plan)
- Acquire high-growth participating merchants across various industries by delivering new models of multi-payment terminals
 - Steady installations and activations of *stera* terminal
 - Acquired new participating merchants, including medical drug stores and major restaurant chains in Japan
- Expand IoT/Unattended business by promoting contactless payment (touch payment) and unattended
 - Delivered high number of terminals for use as unattended checkout registers (hotels/metered parking lots/self-checkout registers); currently focusing on beverage vending machines
 - Providing our platform for use in the mobility domain
- Acquire major participating merchants by promoting alliances with QR businesses/e-point issuers
 - Accelerating number of alliances related to OR/e-wallet/e-point payments
 - Promoting QR payments in IoT domain
- 4 Reinforcement of payment processing center functions
 - Providing merchants with payment data from our processing center
 - Upgrade back-office functions (billing and payments, etc.)

■ Medium- to long-term strategy (2025~)

- ① Aim for continuous 25% growth YoY in revenue and operating profit through diversified alliances
 - (Diverse alliances in terms of payment methods, functions, and channels for acquiring participating merchants)
- 2 Expand stock-model revenue by focusing on finance-related businesses
- 3 Expand monetization of points by utilizing data from the IoT/Unattended business
 - Ongoing preparation

2.2 Strategy to Maximize TRX Value

We created a new payment processing route with alliance partners. This route increases GMV, as the route reduces costs to participating merchants and acquirers



2.3 Global Payment Network Progress

Backlog forecast for Q3 and Q4 FY2021 is more than 17,000 units. Making steady progress toward terminal sales projections for FY2021

■ No. of active terminals *Payment terminals (excluding IoT)

| (Unit: Thousands) | FY2020 End of Q2 | FY2020 End of Q3 | FY2020 End of Q4 | FY2021 End of Q1 | FY2020 End of Q2 | QoQ 1Q→2Q (%) | YoY (%) |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|-----------------------|
| Payment terminals (excluding IoT) | 26.5 | 27.7 | 30.3 | 36.7 | 45.4 1 | +8.7 (+23.7%) | +18.9 (+71.3%) |
| | | -1.2 | +2.6 | +6.4 | +8.7 | | |

Backlog forecast in Q3 and Q4



Accumulating backlog beginning in the next fiscal year and onward

- Accumulating backlog across a variety of industries
- Launched new type of business in the long tail domain

2.4 IoT/Unattended Market Growth

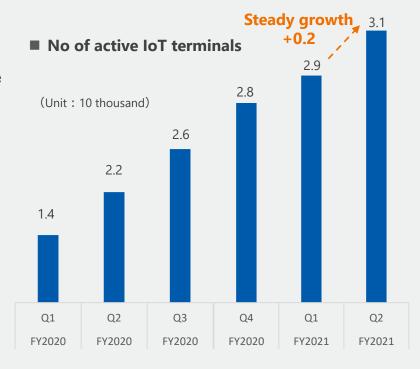
The number of machines in the unattended market (e.g., vending machines, service machines) exceeds that of the offline market. The unattended market is expanding rapidly due following factors:

Unattended Market



■ Factors that accelerate IoT/Unattended

- · Decline in labor force
- Push for unattended systems
- · Inbound demand
- In-office vending machines becoming more popular
- Amendments to the Sales Act
- · COVID-19



Offline Market



*Number of registers, terminals, etc.

Source: The Japan Vending System Manufacturers Association, Japan Ministry of Health Labor and Welfare, Yano Research Institute Ltd.

2.5 Progress of IoT/Unattended

We have begun to expand business steadily in hotel checkout registers. Accelerating terminal deliveries to both new and current customers. Started delivering a new type of terminal for beverage vending machines and coffee machines



Action Plan: 2.6 Accelerating business in mobility







New April 2021~

■ Fukuoka City Transportation Bureau Launched trial of ticket buying service via VISA touch payment (Partners: SMCC, Aquabit Spirals, QUARDRAC, Toppan Printing, VISA, THE BANK OF FUKUOKA, GMO-PG) Source: GMO-FG HP



New

April 2021∼

■ Nankai Electric Railway Began accepting VISA touch payment. Trial started in limited area! (Partners: Nankai Electric Railway) SMCC、QUADRAC、VISA) Source: Nankai Electric Railway HP



April 2021∼

■ **HOKUTO KOTSU** First adoption of Visa touch-payment in public transportation in Hokkaido (Partners: SMCC, QUADRAC, ODAWARA AUTO-MACHINE MFG, Hokkaido Atlas, Visa Worldwide Japan) Source: HOKUTO KOTSU HP



December 2020~

■ Fasstap (allied with Soft Space) Started providing NFC payment without terminals Source: GMO-FG HP



November 2020~

■ Kyoto Tango Railway (managed by WILLER) First time in Japan! Adoption of Visa touch-payment in railway ~Ride with a simple touch! More convenient fare payments (Partners: SMCC, QUADRAC, Visa Worldwide Japan, SMBC) source: WILLER HP



GMOFINANCIAL GATE Cashless Platform

July 2020∼

■ Ibaraki Kotsu (managed by Michinori HD) Cashless payments on highway buses for the first time in Japan! Adoption of Visa touch-payment in buses (Partners: SMCC, Visa Worldwide Japan, ODAWARA AUTO-MACHINE MFG) Source: Michinori HD HP



3. Financial Highlights

3.1 Profit & Loss

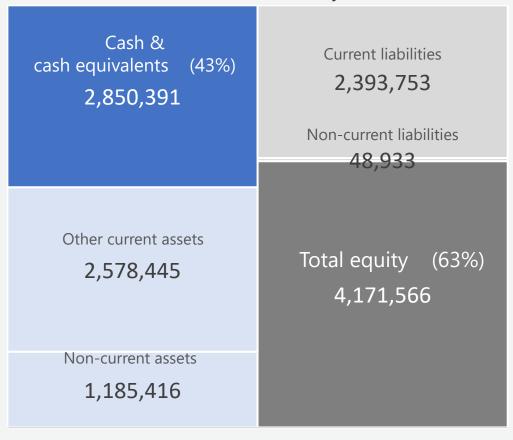
The sales of stera terminal increased steadily in Q2. Q2 COGS ratio increased due to revenue increase and higher stera terminal sales. SG&A growth was lower in comparison to sales growth due to cost management measures

| | Q2 FY2021 | YoY (Q2 FY2020 accumu | QoQ (Q1 FY2021) | |
|---|-------------------|--------------------------|--------------------|-----------|
| (Unit: Thousands of yen) | Accumulated basis | Actual | YoY | Actual |
| Revenue | 2,816,315 | 2,050,754 | 37.3% | 1,285,793 |
| COGS | 1,836,706 | 1,127,211 | 62.9% | 819,605 |
| Gross profit | 979,608 | 923,542 | 6.1% | 466,187 |
| SG&A | 660,695 | 578,069 | 14.3% | 302,684 |
| Operating profit | 318,912 | 345,472 | -7.7% | 163,502 |
| Ordinary profit | 319,549 | 335,350 | -4.7% | 163,539 |
| Profit attributable to owners of parent | 211,636 | 197,613 | 7.1% | 110,204 |

3.2 Balance Sheet

Maintaining steady cash and equity balances through stable cashflows generated by our businesses

Q2 FY2021 (Unit: Thousands of yen)



Points

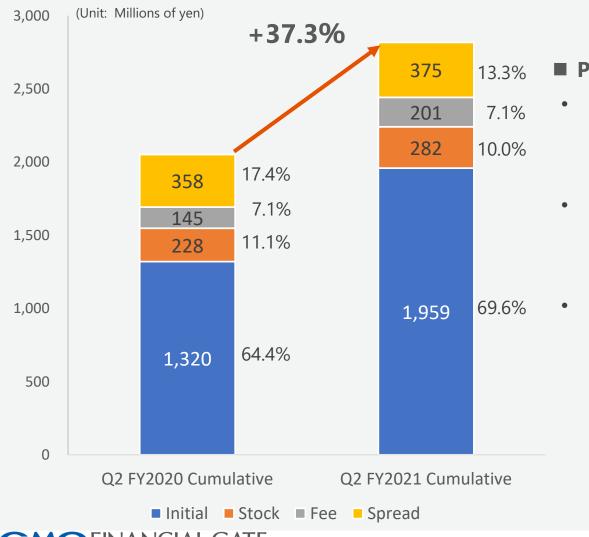
Holding adequate stock toward sales forecast of payment terminals such as stera (stock: ¥1.86 billion out of other current assets)

Asset

Debt

3.3 Revenue by Business Model (YoY)

Achieved steady growth, even compared to the pre-COVID-19 period (Jan-Mar 2020)



■ Points

- Revenue approximately +30% YoY compared to the pre-COVID-19 period (Jan-Mar 2020)
- Composition ratio of Initial revenue increased due to the sales growth of the stera terminal
- On the other hand, composition ratio of Spread revenue decreased. This is due to transaction value declined in SME merchants, especially restaurant industry, after the announcement of a state of emergency declaration in January 2021

4. Appendix

GMO-FG Business Domain

GMO-FG is focusing on offline payment

Company name

Business

Domain

GMOFINANCIAL GATE

GMO Financial Gate (Payment at Brick & Mortar + IoT)

Payment method

Payment by passing card/QR code over the reader





Medium

Payment Center/Network Payment terminal

- Physical hardware network
- Proprietary programming code specifications
- Regulation



GMO Payment Gateway (EC)

Payment by entering credit card information in PC/mobile phone



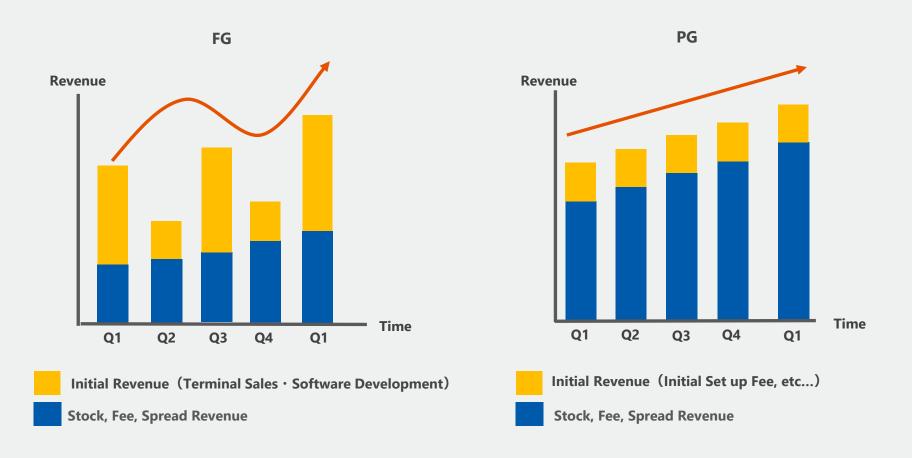


EC (terminal is unnecessary)

- Integrate lots of payment functions
- Providing all services from installment to maintenance

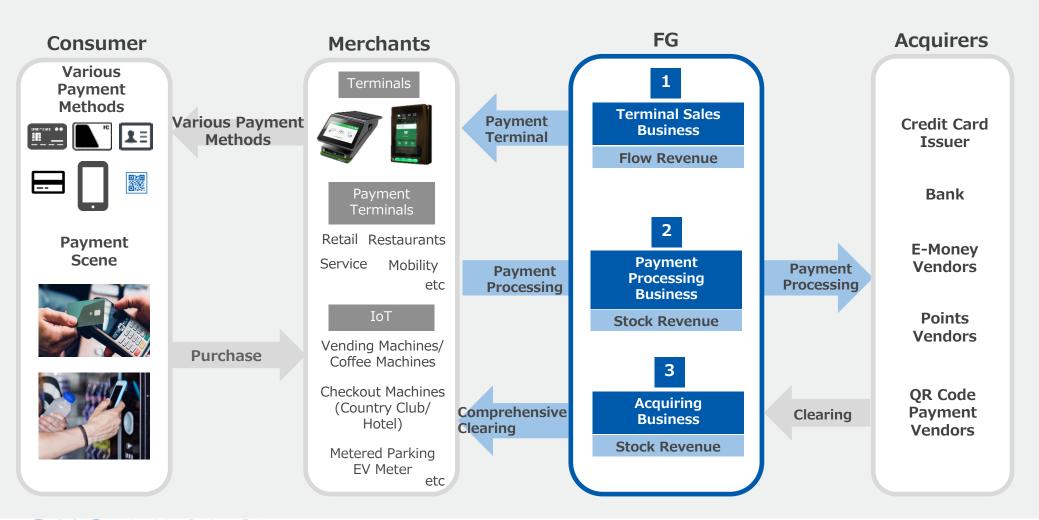
Rev Models: Financial Gate vs. Payment Gateway

Initial revenue in offline payment is tend to be fluctuate because of its seasonality of terminal delivery



Three Biz Models Over a Single, One-Stop Platform

One-stop platform covering all settlement processes between merchants and acquirers



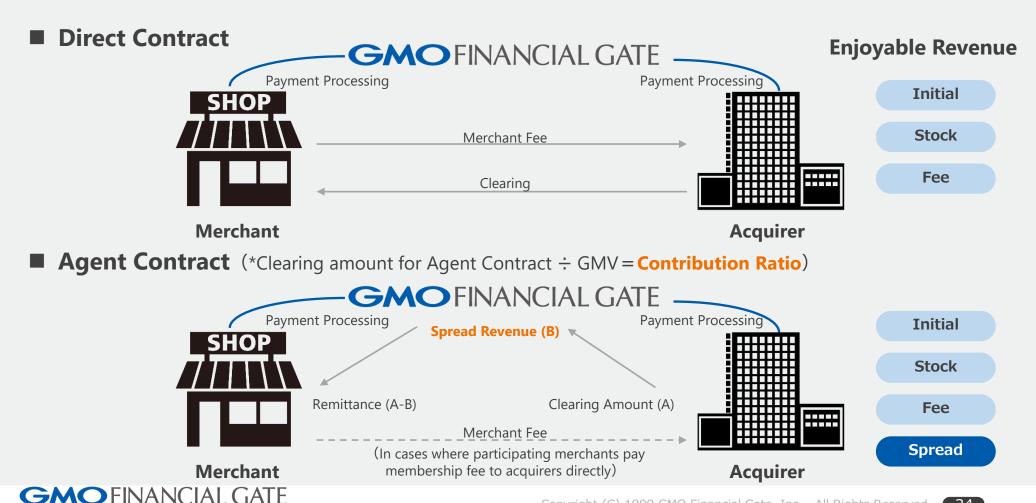
Stock Revenue Expansion Originating From Terminal Sales

Stock revenue grows with flow model revenue which is mainly coming form the sales of payment terminals

4 Types of Revenue 3 Businesses Model **Terminal** Flow Model Rev One-time revenue via Sales **Initial** terminal sales **Business** Monthly recurring revenue Stock via active terminals **Payment Processing Business** Processing revenue via **Stock Model Rev** Fee transaction volume Acquiring Spread revenue via **Spread Business** transaction value

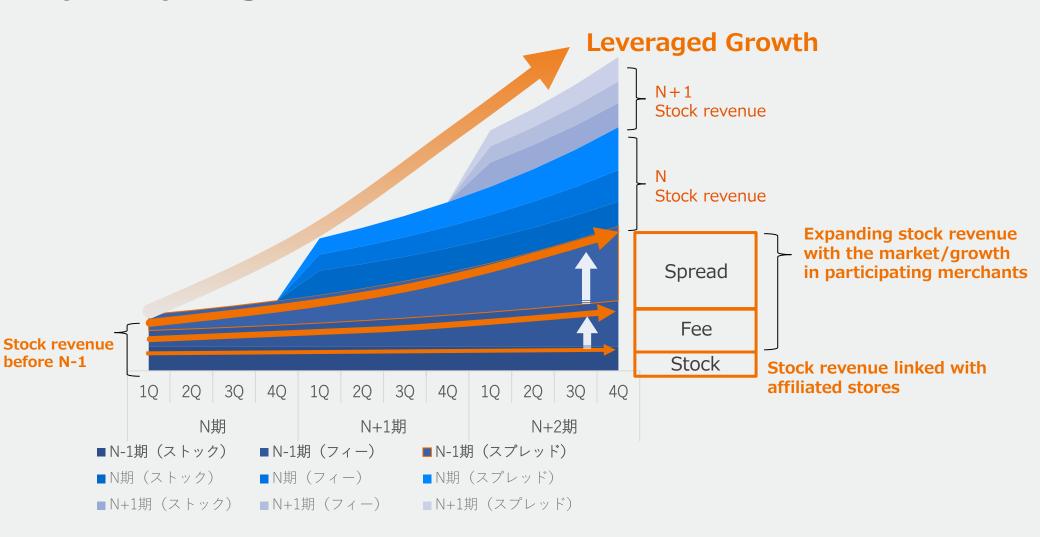
Relationship Between Spread Revenue and GMV

We do not necessarily generate spread revenue for every transaction. This is due to the fact that credit card companies have historically acquired major participating merchants on their own. Therefore, we calculate spread revenue as GMV × Take Rate × Contribution Ratio



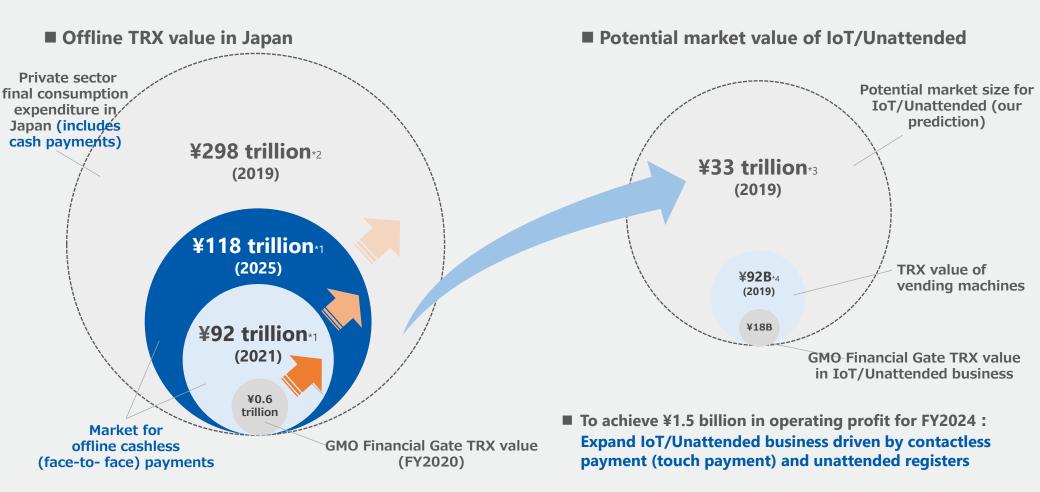
Leveraged Growth Model

Fee and spread revenue are expanding with the market /growth in participating merchants



TAM (Total Addressable Market)

Value of cashless (face-to-face) payment is expanding rapidly, as the value of IoT/Unattended



^(*1) Source: Cashless Roadman 2019, PAYMENTS JAPAN: Current Status and Future Forecasts for Online Payment Service Providers, 2018, Yang Research Institute Ltd.

^{*4)} Source: Japan Ministry of Economy, Trade and Industry

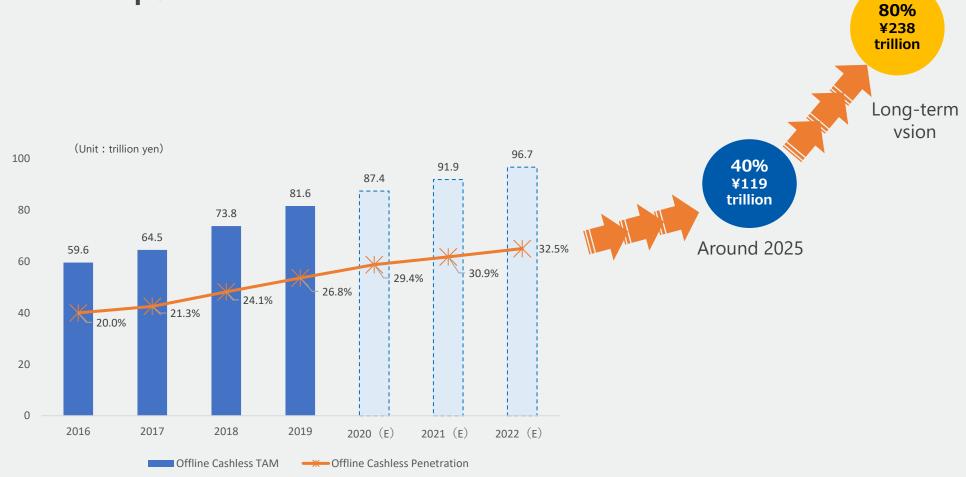


Source: Cabinet Office, Government of Japan

^(*3) GMO Financial Gate internal forecast based on statistical data published by the Cabinet Office, Government of Japan, the Japan Vending System Manufacturers Association, and the Japan Parking Business Association

Market Growth of Offline Cashless (face-to-face payments)

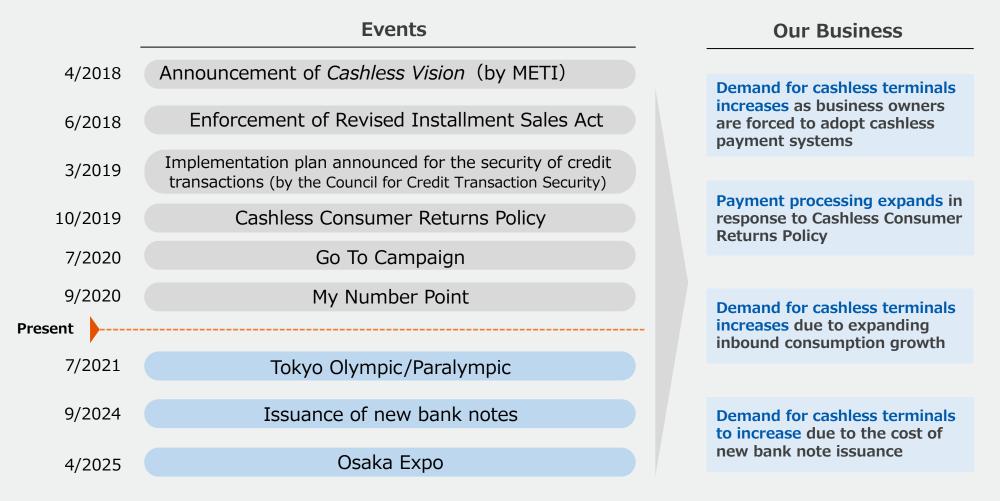
The market for offline cashless payments is currently ¥92 trillion, six times larger than the online market. Cashless penetration is expected to rise to as much as 80%, driven by government-led cashless policies



Source: Cashless Roadmap 2019, PAYMENTS JAPAN; Yano Research Institute Ltd.

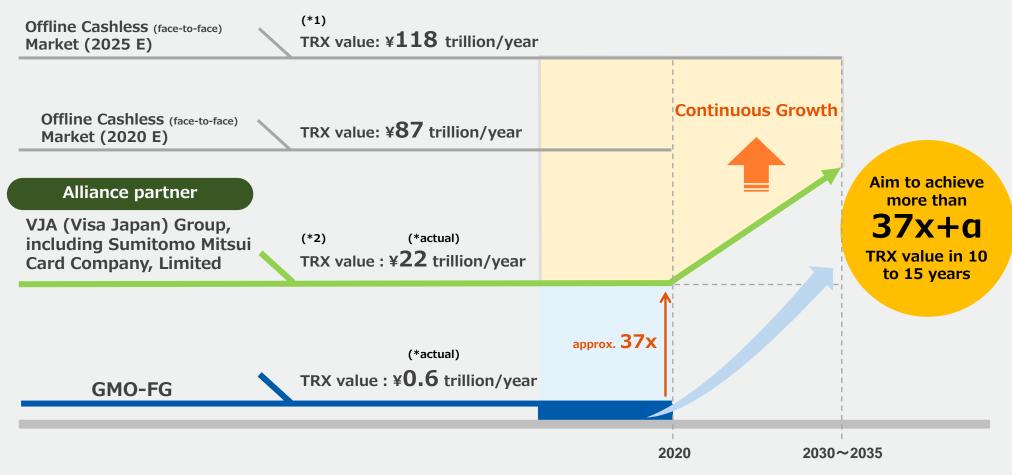
Government Promotion of Cashless Payments

METI* announced its *Cashless Vision* policy to encourage cashless payments. We expect the Japanese cashless market to expand rapidly in response



Strategy to Maximize TRX Value

Maximize GMV through a new processing network and by pursuing B-to-B alliances



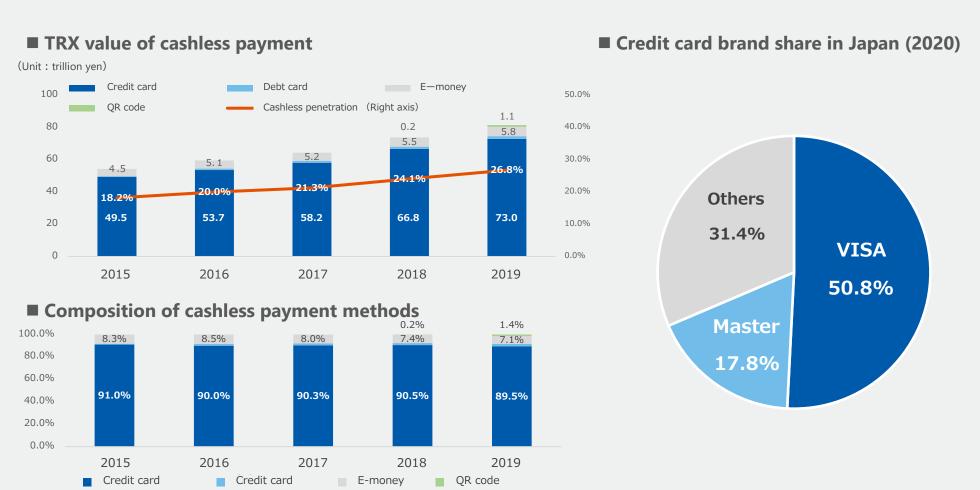
^(*1) Source: Cashless Roadmap 2019, PAYMENTS JAPAN; Current Status and Future Forecasts for Online Payment Service Providers, 2018, Yano Research Institute Ltd.

(*2) Source: VJA



Composition of Cashless Payment Methods

While cashless payments have become more diversified, credit card use is still high



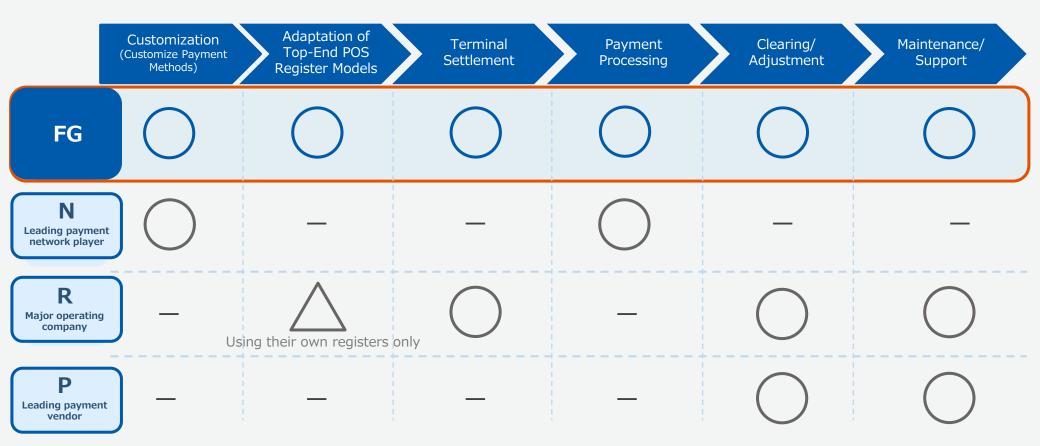
^{*}Source: Ipsos Financial Service

*Source: Ministry of Economy, Trade and industry

Unique Positioning

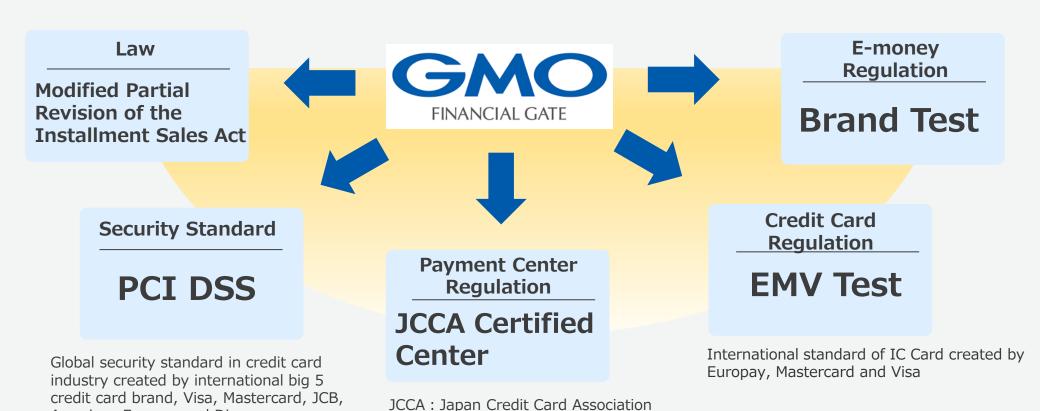
End-to-end solutions via one-stop platform allows us to create alliances with many players in the market

Solutions in Offline Payment Market



Barriers to Entry (Regulations to be Followed)

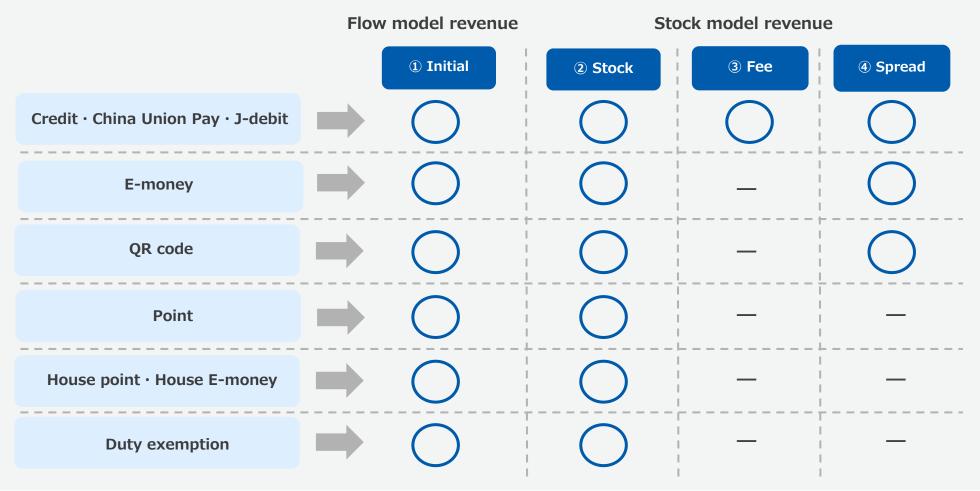
Many kinds of regulations exist in the face-to-face payment market depending on the payment method, and the number of regulations are increasing. As payment methods become more diversified, the barriers to entry become more challenging



American Express and Discover

Monetization by Payment Method

We operate different business models according to payment method as a cashless platformer. Growth in each payment method contributes to our growth as well



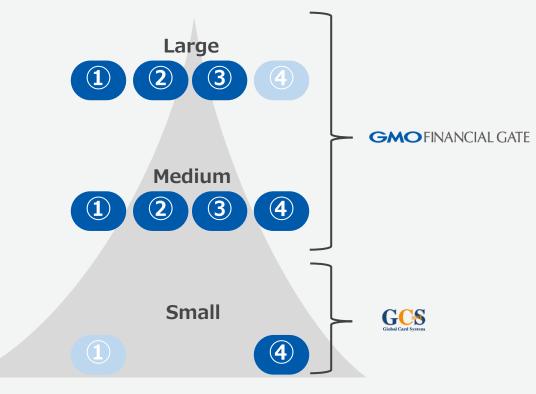
Revenue Model by Merchant Size

We mainly acquire medium- to large-sized merchants through alliances with major financial institutions. We mainly acquire small merchants (=long tail segment) through our subsidiaries

■ Four types of revenue model

Terminal sales, Software 1 Initial development, Initial registration fee, etc... Monthly recurring revenue, (2) Stock communication fee of terminals, etc... **Processing revenue related** ③ Fee to TRX volume, Receipt paper sales, etc... Commission fee based on 4 Spread TRX value

■ Revenue model related to the size of merchant

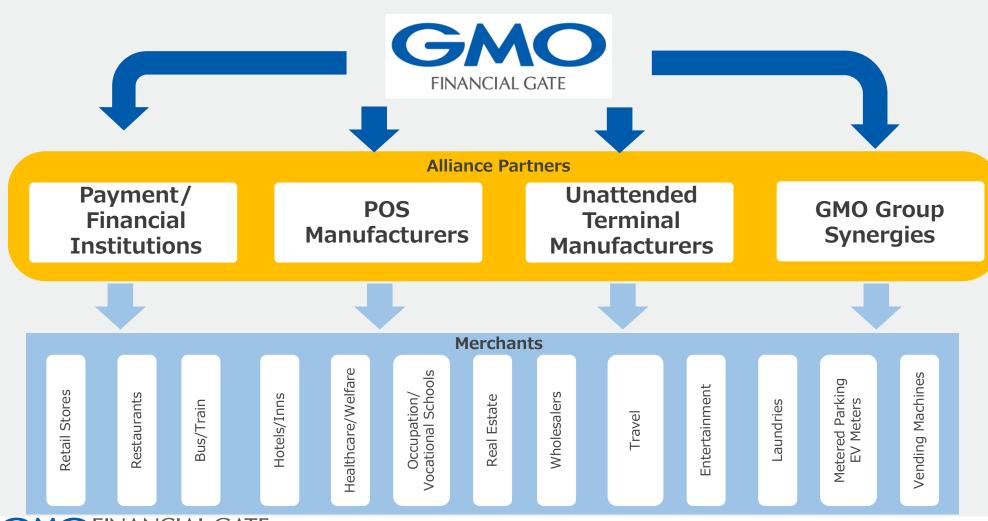


Meeting customer needs through enhanced credit payment functions and alliances with QR/points vendors



Alliance Overview

Working with alliance partners allows us to secure participating merchants consistently and steadily



stera Network Real-World Implementations

(July 21, 2020)

First adoption of Visa Touch for public transportation in Japan (highway bus operated by Ibaraki Kotsu)

- First-ever adoption of Visa Touch payment for public transportation in Japan (Katsuta Tokai-Tokyo Line highway bus operated by Ibaraki Kotsu).
- Pay bus fare by simply touching eligible credit cards or smartphones on readers. New system provided by SMCC and Visa Worldwide Japan utilizing the stera platform offered by SMCC
- Visa Touch payment expected to be used in more than 500 cities worldwide in the future. Already implemented in New York, London, Singapore, and Sydney. More recently, public transportation in Brussels, Bratislava, Bucharest, Hong Kong, Sant Domingo, and Torino have started to accept Visa Touch



(November 20, 2020)

First adoption of Visa Touch in railways. Ride with a simple touch! Kyoto Tango Railway is Earliest Adopter

- WILLER, SMCC, QUADRAC, Visa Worldwide Japan and SMBC launched a cashless payment service offering Visa Touch readers for use in railways for the first time in Japan. Kyoto Tango Railway became the first company to adopt this service
- This Visa Touch system, commonly used overseas, is now available for Japanese railways, offering rapid payment processing of the type in high demand for speedy payments in Japan
- The service allows daily commuters and visitors from other countries to pay with credit cards, eliminating the need to buy train tickets. With wider adoption, public transportation will become much more convenient for all



Company Profile

■ Company **GMO Financial Gate, Inc. (TSE Mothers Ticker:4051)**

■ Foundation September 1999

■ Address Humax Shibuya Building 7F, Shibuya Dogenzaka 1-14-6, Tokyo

■ Stock Capital ¥1,594 Million

■ Major Shareholder **GMO Payment Gateway, Inc.**

■ Board Member Representative Director, President **Kentaro Sugiyama**

Director, Chairman Akira Takano

Director Akio Aoyama (Sales Division Executive Manager)

Masamitsu Ikezawa (Administrative Division Executive Manager) Director

Tomonaga Fukunaga (System Division Executive Manager) Director

Director Masaru Yoshioka (GMO Payment Gateway, Inc. Executive Officer)

External Director Nao Shimamura External Auditor Takavoshi Nagasawa

External Auditor Satoru Ozawa

Takashi Iinuma (CPA) Auditor

■ Auditing Firm **Deloitte Touche Tohmatsu LLC**

■ Subsidiary Global Card System, Inc. shareholding ratio:100%

GCS

shareholding ratio: 51.0% (Mitsui Card Company, Limited: 49.0%) GMO DATA **GMO DATA, Inc.**

■ Business Cashless payment infrastructure service (credit card, debit card, e-money etc.)





Mobile Model



Embedded Model



POS Model

(As of May 13, 2021)

Thank You

GMOFINANCIAL GATE

GMO Financial Gate, Inc

(Tokyo Stock Exchange Mothers 4051)

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