

# Summary of Consolidated Financial Statements for FY2022

November 14, 2022

Name of listed company: GMO Payment Gateway, Inc. Listed exchange: Tokyo  
 Stock code: 3769 URL <https://www.gmo-pg.com/en/corp/>  
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 Scheduled date for convocation of the ordinary general shareholders' meeting December 18, 2022 Scheduled date of commencement for dividend payment December 19, 2022  
 Scheduled submission date of securities report December 19, 2022  
 Supplemental materials prepared for financial results: Yes  
 Information meeting arranged related to financial results: Yes (for institutional investors and analysts)

(Amounts rounded down to the nearest one million)

## 1. Consolidated Financial Statements for FY2022 (From October 1, 2021 to September 30, 2022)

(1) Consolidated Financial Statements (Percentages represent year-on-year change)

|        | Revenue  |      | Operating profit |      | Profit before income taxes |       | Profit after taxes |       | Profit attributable to owners of parent |       | Total comprehensive income |       |
|--------|----------|------|------------------|------|----------------------------|-------|--------------------|-------|-----------------------------------------|-------|----------------------------|-------|
|        | Mil. Yen | %    | Mil. Yen         | %    | Mil. Yen                   | %     | Mil. Yen           | %     | Mil. Yen                                | %     | Mil. Yen                   | %     |
| FY2022 | 50,298   | 20.7 | 16,249           | 25.1 | 34,756                     | 161.6 | 24,361             | 171.2 | 24,152                                  | 173.9 | 35,891                     | 259.5 |
| FY2021 | 41,667   | 26.1 | 12,987           | 25.0 | 13,285                     | 20.9  | 8,982              | 16.8  | 8,818                                   | 15.7  | 9,982                      | 20.9  |

  

|        | Basic earnings per share | Diluted earnings per share | Return on equity using Profit attributable to owners of parent | Return on assets using profit before income taxes | Operating profit margin |
|--------|--------------------------|----------------------------|----------------------------------------------------------------|---------------------------------------------------|-------------------------|
|        | Mil. Yen                 | Mil. Yen                   | %                                                              | %                                                 | %                       |
| FY2022 | 318.45                   | 314.66                     | 33.8                                                           | 14.2                                              | 32.3                    |
| FY2021 | 117.98                   | 116.17                     | 20.1                                                           | 6.5                                               | 31.2                    |

Reference: Equity in earnings of affiliates: FY2022 184 Million yen FY2021 17 Million yen

(2) Consolidated Financial Position

|        | Total assets | Total equity | Total equity attributable to owners of parent | Ratio of total equity attributable to owners of parent to total assets | Total equity attributable to owners of parent per share |
|--------|--------------|--------------|-----------------------------------------------|------------------------------------------------------------------------|---------------------------------------------------------|
|        | Mil. Yen     | Mil. Yen     | Mil. Yen                                      | %                                                                      | Yen                                                     |
| FY2022 | 273,407      | 89,260       | 87,122                                        | 31.9                                                                   | 1,148.73                                                |
| FY2021 | 215,455      | 57,820       | 55,845                                        | 25.9                                                                   | 736.34                                                  |

(3) Consolidated Cash Flows

|        | Cash flow from operating activities | Cash flow from investing activities | Cash flow from financing activities | Closing balance of cash and cash equivalents |
|--------|-------------------------------------|-------------------------------------|-------------------------------------|----------------------------------------------|
|        | Mil. Yen                            | Mil. Yen                            | Mil. Yen                            | Mil. Yen                                     |
| FY2022 | 7,656                               | △2,443                              | 2,635                               | 113,967                                      |
| FY2021 | △6,343                              | 2,230                               | 12,781                              | 104,523                                      |

## 2. Dividends

|                   | Annual dividend |           |           |          |        | Total Dividend Amount | Dividend Payout ratio (consolidated) | Ratio of dividends to equity (consolidated) |
|-------------------|-----------------|-----------|-----------|----------|--------|-----------------------|--------------------------------------|---------------------------------------------|
|                   | End of Q1       | End of Q2 | End of Q3 | Year-end | Total  |                       |                                      |                                             |
|                   | Yen             | Yen       | Yen       | Yen      | Yen    | Mil. Yen              | %                                    | %                                           |
| FY2021            | 0.00            | 0.00      | 0.00      | 59.00    | 59.00  | 4,516                 | 50.0                                 | 10.1                                        |
| FY2022            | 0.00            | 0.00      | 0.00      | 160.00   | 160.00 | 12,248                | 50.2                                 | 17.0                                        |
| FY2023 (forecast) | 0.00            | 0.00      | 0.00      | 82.00    | 82.00  |                       | 50.3                                 |                                             |

(Note) Breakdown of FY2022 year-end dividend: ordinary dividend ¥79.00, special dividend ¥81.00

### 3. Consolidated Financial Forecast for FY2023 (From October 1, 2022 to September 30, 2023)

(Percentages represent year-on-year change)

|              | Revenue  |      | Operating profit |      | Profit before income taxes |       | Profit after tax |       | Profit attributable to owners of parent |       | Basic earnings per share |
|--------------|----------|------|------------------|------|----------------------------|-------|------------------|-------|-----------------------------------------|-------|--------------------------|
|              | Mil. Yen | %    | Mil. Yen         | %    | Mil. Yen                   | %     | Mil. Yen         | %     | Mil. Yen                                | %     | Yen                      |
| Q2 of FY2023 | 28,491   | 18.4 | 10,330           | 24.8 | 9,648                      | 11.0  | 6,072            | 8.1   | 5,952                                   | 7.9   | 78.49                    |
| FY2023       | 59,100   | 17.5 | 20,311           | 25.0 | 18,837                     | △45.8 | 12,635           | △48.1 | 12,368                                  | △48.8 | 163.08                   |

Notices:

- (1) Changes of important subsidiaries during the period (change of specific subsidiaries that leads to a change in the scope of consolidation): No

Number of new subsidiaries: - (Name: ), Number of excluded subsidiaries: - (Name: )

- (2) Changes in the accounting policy / changes in the accounting estimation

[1] Changes in accounting policy required by IFRS.: No

[2] Changes in accounting policy other than [1]: No

[3] Changes in accounting estimations: No

- (3) Number of shares issued (common stock)

[1] Number of shares issued at the end of the term FY2022: 76,557,545 FY2021: 74,557,545  
(including treasury stock)

[2] Number of treasury shares at the end of the term FY2022: 714,996 FY2021: 714,996

[3] Average number of shares during the term FY2022: 74,842,549 FY2021: 73,750,225

(Note 1) Number of treasury shares at the end of the term includes the shares attributed to the directors' remuneration board incentive plan (BIP) trust and J-ESOP: 709,705 shares for FY2021 and 709,705 shares for FY2022.

#### Reference: Summary of Non-consolidated Financial Statements

##### 1. Non-consolidated Financial Statements for FY2022 (From October 1, 2021 to September 30, 2022)

(1) Non-consolidated Financial Statements (Percentages represent year-on-year % change)

|        | Revenue  |      | Operating profit |      | Ordinary profit |      | Net profit |       |
|--------|----------|------|------------------|------|-----------------|------|------------|-------|
|        | Mil. Yen | %    | Mil. Yen         | %    | Mil. Yen        | %    | Mil. Yen   | %     |
| FY2022 | 27,131   | 19.3 | 11,755           | 38.3 | 18,200          | 87.6 | 14,587     | 112.6 |
| FY2021 | 22,743   | 20.4 | 8,499            | 25.3 | 9,700           | 22.2 | 6,860      | 28.9  |

|        | Basic earnings per share | Diluted earnings per share |
|--------|--------------------------|----------------------------|
|        | Yen                      | Yen                        |
| FY2022 | 192.33                   | 187.62                     |
| FY2021 | 91.78                    | 89.09                      |

(2) Non-consolidated Financial Position

|        | Total assets | Total equity | Equity ratio | Total equity per share |
|--------|--------------|--------------|--------------|------------------------|
|        | Mil. Yen     | Mil. Yen     | %            | Yen                    |
| FY2022 | 182,213      | 55,395       | 30.4         | 730.40                 |
| FY2021 | 154,264      | 46,246       | 30.0         | 609.77                 |

Reference Owner's equityFY2022 55,395 Mil. yen FY2021 46,246 Mil. yen

Note: Non-consolidated financial results are based on J-GAAP standards.

※ These financial statements are not subject to the review procedures.

※ Notes regarding the appropriate use of financial forecast and other important notes

- The above forecasts are outlooks based on information currently available and include various uncertain factors. Actual performance may differ substantially from the forecasts due to changes in business conditions and other factors. For the assumption on which financial forecasts are based and matters to be considered in using financial forecasts, please refer to "(5) Earnings forecast" under "1. Qualitative Information on Consolidated Financial Statements for the Fiscal Year" on page 11 of the attachment.

- Results Presentation Meeting for Institutional Investors and Analysts is to be held on November 15, 2022. Supporting materials and a video of the presentation will be promptly made available on the company's website.

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## 1. Qualitative Information on Consolidated Financial Statements for the Fiscal Year

### (1) Consolidated operating results

Forward-looking statements in the document are based on the judgement of GMO-PG and its consolidated subsidiaries at the end of the fiscal year under review.

#### ① Consolidated operating results

GMO-PG and its consolidated subsidiaries announces its earnings results for the consolidated fiscal year 2022 (October 1, 2021 to September 30, 2022) as follows.

(Unit: Thousand yen)

|                                            | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) | YoY change (%) |
|--------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|----------------|
| Revenue                                    | 41,667,235                                                | 50,298,354                                                | 20.7           |
| Operating profit                           | 12,987,207                                                | 16,249,114                                                | 25.1           |
| Profit before income taxes                 | 13,285,643                                                | 34,756,561                                                | 161.6          |
| Profit attributable to owners<br>of parent | 8,818,820                                                 | 24,152,140                                                | 173.9          |

#### a. Revenue

Revenue at GMO-PG and its consolidated subsidiaries reached ¥50,298 mi, up by 20.7% YoY. The Payment Processing Business segment revenue grew thanks to the steady growth of E-Commerce (EC) market for online billing and recurring billing, coupled with the expansion of services provided to the offline market. The Money Service Business (MSB) revenue increased from growth of GMO Payment After Delivery transactions (a form of Buy Now Pay Later or BNPL payment service) and Early Payment service and Lending service to overseas FinTech operators. Transaction volume, which is the sum total of online billing, recurring billing, offline payment and GMO Payment After Delivery, grew 37.2% YoY and transaction value grew 41.5% YoY which led the Payment Processing Business revenue to reach ¥37,978 mil (up 23.3% YoY), Money Service Business revenue of ¥11,402 (up 12.3% YoY) and Payment Enhancement Business revenue of ¥942 mil (up 31.3% YoY). For details, please refer to page 6 of “② Results by segment” found under “(1) Consolidated operating results” of “1. Qualitative Information on Consolidated Financial Statements”.

The impact of COVID-19 to forecasts is stated under “(5) Earnings Forecasts” of “1. Qualitative Information on Consolidated Financial Statements.”

Revenue breakdown by business model is as follows.

(Unit: Thousand Yen)

| Business model                             | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) | YoY change (%) |
|--------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|----------------|
| Initial<br>(Initial revenue)               | 5,314,553                                                 | 7,335,680                                                 | 38.0           |
| Stock<br>(Fixed revenue)                   | 6,573,815                                                 | 7,916,835                                                 | 20.4           |
| Fee<br>(Transaction processing<br>revenue) | 10,865,687                                                | 13,663,912                                                | 25.8           |
| Spread<br>(Merchant revenue)               | 18,913,179                                                | 21,381,925                                                | 13.1           |
| Total                                      | 41,667,235                                                | 50,298,354                                                | 20.7           |

b. Operating profit

Operating profit reached ¥16,249 mil (up 25.1% YoY), achieving the full year earnings forecast for this fiscal year as well as fulfilling the management target of 25% operating profit growth for GMO-PG and its consolidated subsidiaries.

By segment, Payment Processing Business segment profit (operating profit) was ¥17,539 mil (up 21.6%YoY), Money Service Business segment profit (operating profit) was ¥2,466 mil (up 17.8% YoY) and Payment Enhancement Business segment profit (operating profit) was ¥174 mil (previous term was a segment loss or operating loss of ¥106 mil).

c. Profit before income taxes

Profit before income taxes, reached ¥34,756 mil (up 161.6% YoY). The reason the pre-tax profit growth rate of 161.1% is much higher than the operating profit growth rate of 25.1% is due to (1) financial income reaching ¥1,621 mil due to foreign currency gains of ¥1,022 mil and gains from investment partnerships of ¥371 mil and (2) gains from the sale of all the shares owned in the former equity method affiliate 2C2P Pte. Ltd of ¥16,932 mil.

② Results by segment

Performance by reportable segment is explained below.

(Unit: Thousand Yen)

| Segment                      | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) | YoY change (%) |
|------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|----------------|
| Payment Processing Business  |                                                           |                                                           |                |
| Revenue                      | 30,812,806                                                | 37,978,077                                                | 23.3           |
| Operating profit             | 14,424,791                                                | 17,539,462                                                | 21.6           |
| Money Service Business       |                                                           |                                                           |                |
| Revenue                      | 10,151,451                                                | 11,402,183                                                | 12.3           |
| Operating profit             | 2,093,180                                                 | 2,466,696                                                 | 17.8           |
| Payment Enhancement Business |                                                           |                                                           |                |
| Revenue                      | 717,861                                                   | 942,703                                                   | 31.3           |
| Operating profit             | △106,886                                                  | 174,462                                                   | —              |
| Adjustments                  |                                                           |                                                           |                |
| Revenue                      | △14,884                                                   | △24,609                                                   | —              |
| Operating profit (△=loss)    | △3,423,878                                                | △3,931,506                                                | —              |
| Total                        |                                                           |                                                           |                |
| Revenue                      | 41,667,235                                                | 50,298,354                                                | 20.7           |
| Operating profit             | 12,987,207                                                | 16,249,114                                                | 25.1           |

a. Payment Processing Business

The Payment Processing Business focusses on payment processing services for online billing, recurring billing, and offline payments, as well as expanding Banking as a Service (BaaS) support to financial institutions and financial service providers. In the online billing and recurring billing domain, we focused our efforts to acquire large and medium-to-small sized merchants across various industries as well as expand our services to a wide array of non-EC merchants, given the backdrop of the steadily expanding E-Commerce (EC) market.

The impact from COVID-19 was limited during the current fiscal year under review as was the case in the previous fiscal year. In the online billing and recurring billing domain, the easing of COVID-19 prevention measures and progress made in vaccination caused travel and ticket payments to grow from increased movement/travel while depressing the growth rates at some merchandise sectors from the easing of nesting demand. Additionally, micropayments increased from rising adoption of cashless payment and EC usage; internet usage during nesting consumption period has made online payments the norm in such areas as daily goods, digital content, public utilities and taxes.

In the offline domain during the fiscal year under review, transaction volume and value recovered for some merchants primarily in the restaurant sector that were adversely affected by COVID-19 restrictions. In addition, segment revenues benefited from the increase in initial revenues, transaction volume and value led by favorable payment terminal sales from expansion of offline cashless payment market as consumers refrained from handling physical cash as a safer means of payment as well as the continued growth since last fiscal year of payment terminal sales of *stera*, the next generation payment platform. Furthermore, steady progress was made in winning project orders related to the Unattended Market (UM) such as ticket machines and fare adjustment machines, which is one of the target markets. Contribution to segment revenue also came from accelerating growth of the Processing Platform service, which is part of the BaaS (Banking as a Service) support service, by capturing the need for cashless payment and DX at financial institutions and business operators.

As a result, segment revenue reached ¥37,978 mil up 23.3% YoY and segment profit (operating profit) was ¥17,539 mil, up 21.6% YoY.

b. Money Service Business

Money Service Business (MSB) consists of Early Payment service to help merchants improve their cash flow; Transaction Lending service, a loan service for merchants; Lending service to overseas FinTech operators; Remittance service; Instant Salary byGMO, a salary prepayment service, and GMO Payment After Delivery provided by a consolidated subsidiary GMO Payment Service, Inc.

In the fiscal year under review, segment revenue and profit increased from Early Payment service that increased in line with the growth of Payment Processing Business segment, as well as from the progress made in Lending service to overseas FinTech operators to secure new potential customers that can generate stable revenues going forward. However, Remittance service revenue growth decelerated despite the growth in transaction volume. GMO Payment After Delivery, a BNPL payment method, also decelerated due to hard comps against the strong nesting demand last year.

As a result, segment revenue reached ¥11,402 mil, up 12.3% YoY and segment profit (operating profit) reached ¥2,466 mil, up 17.8% YoY.

c. Payment Enhancement Business

Payment Enhancement Business comprises of online advertising service to support the merchants' revenue growth, and "Medical Kakumei byGMO," a reservation management system to enable operational efficiency at the reception counters offered exclusively to medical institutions by the consolidated subsidiary GMO Medical Reservations Technology Co. Ltd.

GMO Medical Reservations Technology Co. Ltd. offers a smartphone-based app to make reservations, fill in medical questionnaires, complete the reception and payment, in addition to consolidating multiple patient registration cards of medical institutions implementing this service on a smartphone. In the fiscal year under review, this services' revenue increased 78.4% YoY from the heightened demand due to COVID-19. In addition, revenues from online advertising service and SSL coupons also grew, helping to generate a positive segment profit.

As a result of the above, segment revenue was ¥942 mil, up 31.3% YoY and segment profit (operating profit) was ¥174 mil, compared to the segment loss or operating loss of ¥106 mil recorded in the previous fiscal year.

Please see below for the table of the major businesses and companies providing these businesses by segment.

| Segment                      | Major service                                                     | Major companies of the service                                             |
|------------------------------|-------------------------------------------------------------------|----------------------------------------------------------------------------|
| Payment Processing Business  | Payment processing service (Online billing and recurring billing) | GMO Payment Gateway, Inc.<br>GMO Epsilon, Inc. (consolidated subsidiary)   |
|                              | Payment processing service (Offline)                              | GMO Financial Gate, Inc. (consolidated subsidiary)                         |
| Money Service Business       | GMO Payment After Delivery                                        | GMO Payment Service, Inc.<br>(consolidated subsidiary)                     |
|                              | Remittance service                                                | GMO Payment Gateway, Inc.<br>GMO Epsilon, Inc. (consolidated subsidiary)   |
|                              | Transaction Lending                                               | GMO Payment Gateway, Inc.<br>GMO Epsilon, Inc. (consolidated subsidiary)   |
|                              | Overseas Lending                                                  | GMO Payment Gateway, Inc.                                                  |
|                              | Early Payment service                                             | GMO Payment Gateway, Inc.<br>GMO Epsilon, Inc. (consolidated subsidiary)   |
| Payment Enhancement Business | Online Advertising                                                | GMO Payment Gateway, Inc.                                                  |
|                              | Medical Kakumei byGMO                                             | GMO Medical Reservations Technology Co., Ltd.<br>(consolidated subsidiary) |



## (2) Status of financial position

### ① Assets, liabilities and equity

#### a. Assets

Total assets at the end of the consolidated fiscal year under review increased by ¥57,951 mil from the end of the previous fiscal year end to reach ¥273,407 mil. This is mainly due to the increase in cash and cash equivalents by ¥9,443 mil, trade and other receivables by ¥2,925 mil, advances paid by ¥9,101 mil, accrued revenues by ¥5,438 mil, deposits to subsidiaries and affiliates by ¥14,500 mil, other financial assets by ¥11,551 mil and equity method investment by ¥4,014 mil.

The balance of cash and cash equivalents at the end of the consolidated fiscal year under review includes ¥4,630 mil in deposits to subsidiaries and affiliated companies included in, as stated in “④ Cash and cash equivalents” of “(6) Notes regarding consolidated financial statements”. Together with the ¥16,500 mil of deposits to subsidiaries and affiliated companies stated in the consolidated balance sheet, the total balance of the deposits to subsidiaries and affiliated companies stands at ¥21,130 mil. These deposits are GMO Internet’s Group-wide cash on hand which is deposited under the cash management system (CMS) implemented and managed by GMO Internet. This allows GMO-PG consolidated subsidiaries to withdraw necessary funds in accordance with their expanding business, by registering a withdrawal request after taking into account the number of days required to process the application, without the need to wait until the preset CMS repayment date.

#### b. Liabilities

Balance of liabilities at the end of the consolidated fiscal year under review stood at ¥184,146 mil, an increase of ¥26,511 mil from the end of the previous consolidated fiscal year. This is mainly due to the increase of accrued expenses by ¥2,743 mil, deposits received by ¥6,816 mil, borrowings by ¥7,841 mil, income tax payables by ¥2,314 mil and deferred tax liabilities of ¥5,564 mil.

#### c. Equity

Equity balance at the end of the consolidated fiscal year under review was ¥89,260 mil, an increase of ¥31,440 mil from the end of the previous consolidated fiscal year. This was mainly due to the increase from recording the profit of ¥24,361 mil and the recognition of other comprehensive income of ¥11,530 mil arising mainly from fair value measurements of financial instruments held by associates accounted for using the equity method and foreign currency translation difference of overseas business activities, which was partially offset by the decline in retained earnings of ¥4,474 mil from dividend payouts.

### (3) Status of cash flow position

Cash and cash equivalents (“funds”) at the end of the consolidated fiscal year under review increased by ¥9,443 mil versus the balance at the start of the term, to reach ¥113,967 mil. The state of cash flow over the fiscal year under review is discussed below.

#### a. Cash flow from operating activities

Net funds provided by operating activities during the consolidated fiscal year under review amounted to ¥7,656 mil, which compares to ¥6,343 mil in net funds used in the same period of the previous year. This resulted from cash outflows from (i) gain on sales of investment of equity method affiliate, which is taken as an adjustment item in investment activities of ¥16,932 mil, (ii) an increase in advances paid of ¥9,101 mil, (iii) an increase in accrued revenues of ¥6,018 mil, (iv) incomes tax payments of ¥5,231 mil, which was offset by cash inflows of (i) profit before tax of ¥34,756 mil, (ii) increase in accrued expenses of ¥2,402 mil, and (iii) increase in deposits received of ¥6,810 mil.

#### b. Cash flow from investing activities

Net funds used by investing activities during the consolidated fiscal year under review totaled ¥2,443 mil, which compares to a net funds provided of ¥2,230 mil in the same period of the previous year. This resulted from cash outflows from (i) payment into restricted deposits of ¥11,499 mil, (ii) purchase of intangible assets of ¥2,649 mil, (iii) payment into deposits to subsidiaries and affiliated companies of ¥16,500 mil. which was offset by cash inflows from proceeds from sale of investment securities of ¥24,487 mil and (ii) income from distributions from investment partnerships of ¥2,314 mil, (iii) withdrawal of deposits made to subsidiaries and affiliated companies of ¥2,000 mil.

#### c. Cash flow from financing activities

Net funds provided by financing activities over the consolidated fiscal year under review was ¥2,635 mil, which compares to net funds provided of ¥12,781 mil in the same period of the previous year. This is due to cash inflows from the net increase in short term borrowings of ¥2,000 mil, (ii) increase in long term borrowings of ¥6,000 mil which was partially offset by net outflows from dividend payouts of ¥4,471 mil.

### (4) Basic policy on profit distribution and dividends for current and next fiscal year

GMO-PG and its consolidated subsidiaries places management priority on sustainably securing the necessary retained earnings for future business expansion and for strengthening the organization, as well as to sustain a stable level of shareholder returns.

The year-end dividend for the fiscal year ending September 2022 (FY2022) was initially forecast at ¥66 per share, as disclosed in the “Summary of Consolidated Financial Statements for FY2022” released on November 11, 2021. However, in light of the fiscal year’s financial results likely to exceed the initial forecasts, the year-end ordinary dividend is planned to be raised by ¥13 per share to ¥79 per share. In addition, GMO-PG will also pay a special dividend of ¥81 per share to reflect the divestment of all the shares of the former equity-method affiliate 2C2P Pte. Ltd, and to recognize the 10 years of overseas business expansion as well as to express our gratitude to the support from our shareholders that contributed to overall earnings growth since GMO-PG’s listing. As a result, the annual dividend for fiscal year ending September 2022 is planned to be a total of ¥160 per share (consisting of ordinary dividend of ¥79 and special dividend of ¥81). (Refer to Note below)

Dividend for the next fiscal year is forecast at ¥82 per share based on the strong business plans and continued efforts to enhance shareholder returns through the consecutive dividend increase since dividend payments commenced that will collectively contribute to raise the corporate value in the medium- to long-term.

Note that the retained earnings will continue to be effectively deployed to strengthen the organization as well as for aggressive business expansion.

Details of the revision to dividends is as follows.

|                                      | Annual Dividend |           |           |                                                                   |                                                                   |
|--------------------------------------|-----------------|-----------|-----------|-------------------------------------------------------------------|-------------------------------------------------------------------|
|                                      | End of Q1       | End of Q2 | End of Q3 | Year-end                                                          | Total                                                             |
| Previous forecast<br>(Nov. 11, 2021) | Yen<br>—        | Yen<br>—  | Yen<br>—  | Yen<br>66.00                                                      | Yen<br>66.00                                                      |
| Current forecast                     | —               | —         | —         | 160.00<br>(Ordinary dividend ¥79.00)<br>(Special dividend ¥81.00) | 160.00<br>(Ordinary dividend ¥79.00)<br>(Special dividend ¥81.00) |
| FY2022                               | 0.00            | 0.00      | 0.00      |                                                                   |                                                                   |
| FY2021<br>(FY ending<br>Sept. 2021)  | 0.00            | 0.00      | 0.00      | 59.00                                                             | 59.00                                                             |

Note: The above will be deliberated at the Board of Directors meeting scheduled on November 21, 2022.

## (5) Earnings forecast

GMO-PG and its consolidated subsidiaries are positioned within the E-Commerce (EC) market in Japan, and Japan's B2C EC market for consumer merchandizing continues to grow very rapidly, helped by favorable externalities such as increased functionality of smartphones and logistic/distribution industry reforms. In addition, online migration continues to progress solidly for payments for non-merchandise services that are closely related to daily life such as public utilities, taxes/public dues and medical expenses, as well as online consumption becoming the norm under the 'new normal' lifestyle brought about by COVID-19. In addition, the scope of the EC market itself is expanding driven by the online migration of B2B and C2C transactions. In the offline domain, the consolidated subsidiary GMO Financial Gate, Inc. is contributing to expand the scope of business by capturing new and emerging business opportunities from the acceleration of cashless adoption of various payment methods, including credit cards.

The business environment for the fiscal year ending September 2023 is faced with lingering uncertainty over private consumption, caused by the weakening yen and surging raw material costs in addition to the volatile capital markets caused by global monetary tightening, although COVID-19 vaccination rates continue to make progress and movement/travel restrictions are easing. The revenue impact to GMO-PG and its consolidated subsidiaries is minimal from these developments as of this writing, thanks to the businesses' resiliency to macro-economic fluctuations arising from the diverse exposure to merchants across various industries and the favorable trends in cashless penetration, online migration of payments and, expanding businesses that respond to corporate needs for cost reductions and business model transformation through DX (Digital Transformation). Furthermore, revenue expansion is expected in all reportable segments thanks to the contribution coming from acquiring large and high-growth merchants, winning orders for large projects, revenue expansion from priority initiatives such as industry-specific DX platforms and the next generation payment platform *stera* and BaaS support services to financial institutions and business operators.

The consolidated earnings forecast for the fiscal year ending September 2023 is revenue ¥59,100 mil (up 17.5% YoY), operating profit of ¥20,311 mil (up 25.0% YoY), profit before income taxes of ¥18,837 mil (down 45.8% YoY), profit of ¥12,635 mil (down 48.1% YoY) and profit attributable to owners of parent of ¥12,368 mil (down 48.8% YoY).

## 2. Management Policy

### (1) Basic policy on the corporate management

The management principle of GMO-PG and its consolidated subsidiaries is to “pursue both spiritual and material prosperity for our partners by contributing to society.”

- We contribute to the advancement and progress of our society by creating and developing markets with integrity, fairness and transparency.
- We define our partners as employees and officers, customers and business partners that are trustworthy persons and act with high integrity.
- Our employees and officers demonstrate their richness of spirit, advanced problem-solving abilities, and a high level of professionalism as they interact and exchange values with our customers in the pursuit of both spiritual and material prosperity.

Based on this management principle, our mission is to become the best payment infrastructure in Japan and to contribute to safe and easy use of payment processing services for merchants and consumers. We are expanding our businesses according to the following management policy:

- Be adaptive to the changing times
  - Spirit of innovation: Strive to maintain/support technical superiority of our products.
  - Flexibility: Make optimal project proposals that lives up to a fast-changing market.
- Establish our raison d'être
  - Uniqueness: Strive to maintain the value of our existence through customer-oriented services.
  - Profitability: Surpass competitors by pursuing revenue growth and establish an unwavering position in the industry.
- Pursue the right conditions for profit
  - Sociability: Maintain a sound business and aggressively and continually enter new markets to expand the choice of payment methods.
  - Rationality: Make quick and impartial business judgements with foremost consideration to economic rationality.
- Be responsible to shareholders
  - Strive to maximize shareholder value through capital efficiency. Actively conduct IR activities and provide timely and appropriate information to shareholders.

### (2) Management KPI targets

GMO-PG and its consolidated subsidiaries emphasizes an operating profit growth rate of 25% as a management performance indicator.

GMO-PG and its consolidated subsidiaries continues to make medium- to long-term investments in order to achieve the 25% operating profit growth rate, with a track record of 25.1% YoY operating profit growth in FY2022 and a forecast 25.0% YoY operating profit growth in FY2023. As a company vested to build the payment infrastructure for the online (mainly EC market) and offline markets, we will endeavor to create a safe and convenient EC and cashless environment that contributes to raise EC penetration, promote DX adoption and raise the cashless penetration in Japan. In addition, GMO-PG and its consolidated subsidiaries will continually strive to scale up by launching new businesses, forging business and capital alliances with other partner operators, establishing subsidiaries and, through overseas expansion.

### (3) Priority issues to be addressed

#### ① Strengthening the information security

GMO-PG and its consolidated subsidiaries provide credit card payment processing services, and process and manage material information such as credit card numbers. As part of the process to strengthen risk management system and prevention of information leaks, the ISO/IEC 27001:2013 (Japanese Standards, JIS Q27001: 2014), the global standards for information security management, was obtained for all business offices, as the first ever listed payment processing company. Consequently, the information security management system has been objectively assessed to be appropriate and safe in compliance with strict international standards. With regards to PCI DSS which was jointly established by five international credit card companies: JCB; American Express; Discover; MasterCard; and VISA, we have undergone the annual recertification review and have obtained the latest certification in December 2021 after obtaining the first certification in December 2008.

With respect to the handling of personal information, the privacy mark has been obtained that certifies companies that have improved system's for taking appropriate protection measures for personal information in compliance with the Japanese Industrial Standards "JIS Q 15001:2017 Personal Information Protection Management System – Requirements." Furthermore, an independent personal information protection management system has been established and operate a high level of protection that goes beyond mere compliance with the laws.

#### ② Strengthening the system development capabilities

The business fields of GMO-PG and its consolidated subsidiaries are deeply related to the Internet and in order to provide customers with competitive products and it is important to adopt competitive technologies and services in a timely manner. Presently, employees conduct the system design that incorporates changes in the system environment or requests from customers and outsource the programming work to achieve efficiency and high-quality. GMO-PG and its consolidated subsidiaries will continue its efforts to recruit highly skilled developers/engineers and further strengthen system development capabilities and services.

#### ③ Strengthening the collaboration business

It is essential to establish mutually beneficial business collaborations with corporations covering many merchants, payment companies or EC website builders to efficiently acquire new merchants in order ensure stable growth. This type of business conduct is the hallmark of sales activities at GMO-PG and its consolidated subsidiaries will continue to seek further business collaborations, with the management tracking the progress of such activities.

#### ④ Expansion of business portfolio

As part of its management strategy, GMO-PG and its consolidated subsidiaries have constantly sought to expand the scope of business mainly in, but not limited to, the B2C EC domain to public dues, utility charges, service commerce, online B2B and C2C EC domain and, launching a payment method through the establishment of GMO Payment Service Inc. This management strategy was further executed by strengthening the overseas expansion to 7 locations through a consolidated subsidiary and by expanding the offline market business through the consolidated subsidiary GMO Financial Gate Inc. We will continue to pursue a diverse business portfolio centered around payment processing service and strive to consecutively boost profits.

#### ⑤ Promotion of sustainability management

Guided by the management principle of GMO-PG and its consolidated subsidiaries is to "pursue both spiritual and material prosperity for our partners by contributing to society," GMO-PG and its consolidated subsidiaries is committed to continually advance its sustainability management and undertakes SDGs initiatives such as providing services that support the migration towards online, cashless, paper-less and digital transformation (DX), driving social innovation through financial technologies and, conversion to de-facto renewable energy for powering the major data centers.

### 3. **Basic Stance on Accounting Standard Selection**

GMO-PG and its consolidated subsidiaries is focused on globally developing comprehensive payment-related services. In order to improve financial information comparisons with international peers and improve on disclosure standards as well as to improve the effectiveness for shareholders and investors in Japan and overseas, GMO-PG has voluntarily adopted IFRS applicable from the first quarter of FY2018 (FY ending September 2018).

#### 4. Consolidated Financial Statements and Major Notes

##### (1) Consolidated balance sheet

(Unit: Thousand Yen)

|                                               | Notes | FY2021<br>(September 30, 2021) | FY2022<br>(September 30, 2022) |
|-----------------------------------------------|-------|--------------------------------|--------------------------------|
| <b>Assets</b>                                 |       |                                |                                |
| Current assets                                |       |                                |                                |
| Cash and cash equivalents                     | ④     | 104,523,965                    | 113,967,930                    |
| Trade and other receivables                   | ⑤     | 10,308,474                     | 13,964,116                     |
| Advances paid                                 |       | 45,321,043                     | 54,422,846                     |
| Accrued revenue                               |       | 24,893,665                     | 30,331,694                     |
| Inventories                                   |       | 1,664,548                      | 1,532,298                      |
| Deposits to subsidiaries and affiliates       | ⑥     | 2,000,000                      | 16,500,000                     |
| Other financial assets                        |       | 455,403                        | 12,917,180                     |
| Other current assets                          |       | 335,983                        | 620,923                        |
| Total current assets                          |       | 189,503,084                    | 244,256,990                    |
| Non-current assets                            |       |                                |                                |
| Property, plant and equipment                 |       | 3,948,522                      | 3,542,380                      |
| Goodwill and other intangible assets          |       | 5,521,782                      | 6,942,428                      |
| Investments accounted for using equity method |       | 4,593,784                      | 8,608,123                      |
| Trade and other receivables                   | ⑤     | 4,231,100                      | 3,501,426                      |
| Other financial assets                        |       | 6,005,805                      | 5,095,976                      |
| Deferred Tax Assets                           |       | 1,529,043                      | 1,342,570                      |
| Other non-current assets                      |       | 122,769                        | 117,283                        |
| Total non-current assets                      |       | 25,952,808                     | 29,150,189                     |
| Total assets                                  |       | 215,455,892                    | 273,407,179                    |

(Unit: Thousand Yen)

|                                               | Notes | FY2021<br>(September 30, 2021) | FY2022<br>(September 30, 2022) |
|-----------------------------------------------|-------|--------------------------------|--------------------------------|
| Liabilities and equity                        |       |                                |                                |
| Liabilities                                   |       |                                |                                |
| Current liabilities                           |       |                                |                                |
| Trade and other payables                      |       | 5,230,945                      | 5,595,583                      |
| Accrued expenses                              |       | 20,537,297                     | 23,280,877                     |
| Deposits received                             |       | 84,593,904                     | 91,410,677                     |
| Borrowings                                    |       | 15,138,420                     | 17,000,000                     |
| Other financial liabilities                   |       | 621,363                        | 1,014,590                      |
| Income taxes payable, etc.                    |       | 2,602,652                      | 4,916,655                      |
| Provisions                                    |       | 327,157                        | 320,229                        |
| Other current liabilities                     |       | 3,662,794                      | 4,281,866                      |
| Total current liabilities                     |       | 132,714,534                    | 147,820,480                    |
| Non-current liabilities                       |       |                                |                                |
| Corporate bonds                               |       | 19,593,627                     | 19,678,403                     |
| Borrowings                                    |       | 20,095                         | 6,000,000                      |
| Other financial liabilities                   |       | 2,889,479                      | 2,342,950                      |
| Provisions                                    |       | 130,180                        | 130,576                        |
| Deferred tax liabilities                      |       | 78,148                         | 5,642,475                      |
| Other non-current liabilities                 |       | 2,209,447                      | 2,531,640                      |
| Total non-current liabilities                 |       | 24,920,978                     | 36,326,046                     |
| Total liabilities                             |       | 157,635,512                    | 184,146,527                    |
| Equity                                        |       |                                |                                |
| Capital stock                                 |       | 13,323,135                     | 13,323,135                     |
| Capital surplus                               |       | 15,191,927                     | 15,272,474                     |
| Retained earnings                             |       | 26,546,151                     | 49,424,496                     |
| Treasury stock                                |       | △ 1,152,444                    | △ 1,152,444                    |
| Other items of equity                         |       | 1,937,175                      | 10,255,198                     |
| Total equity attributable to owners of parent |       | 55,845,946                     | 87,122,860                     |
| Non-controlling interests                     |       | 1,974,433                      | 2,137,790                      |
| Total equity                                  |       | 57,820,379                     | 89,260,651                     |
| Total liabilities and equity                  |       | 215,455,892                    | 273,407,179                    |



## (2) Consolidated statement of income and statement of comprehensive income

## Consolidated statement of income

(Unit: Thousand Yen)

|                                              | Notes | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) |
|----------------------------------------------|-------|-----------------------------------------------------------|-----------------------------------------------------------|
| Revenue                                      |       | 41,667,235                                                | 50,298,354                                                |
| (of which, interest income※)                 |       | 8,244,807                                                 | 9,171,529                                                 |
| Cost of revenue                              |       | △13,568,862                                               | △16,662,790                                               |
| Gross profit                                 |       | 28,098,372                                                | 33,635,563                                                |
| Other income                                 |       | 263,671                                                   | 278,819                                                   |
| Selling, general and administrative expenses |       | △15,031,509                                               | △17,604,584                                               |
| Other expense                                |       | △343,327                                                  | △60,685                                                   |
| Operating profit                             |       | 12,987,207                                                | 16,249,114                                                |
| Financial income                             |       | 484,137                                                   | 1,621,118                                                 |
| Financial expense                            |       | △202,868                                                  | △230,509                                                  |
| Equity method investment gains or loss       |       | 17,166                                                    | 184,697                                                   |
| Gain from sale of equity method investment   |       | —                                                         | 16,932,140                                                |
| Profit before income taxes                   |       | 13,285,643                                                | 34,756,561                                                |
| Income tax expenses                          |       | △4,302,682                                                | △10,395,424                                               |
| Profit                                       |       | 8,982,961                                                 | 24,361,137                                                |
| Profit attributable to                       |       |                                                           |                                                           |
| Owners of parent                             |       | 8,818,820                                                 | 24,152,140                                                |
| Non-controlling interests                    |       | 164,140                                                   | 208,996                                                   |
| Profit                                       |       | 8,982,961                                                 | 24,361,137                                                |
| Earnings per share (Yen/share)               |       |                                                           |                                                           |
| Basic earnings per share                     | ⑧     | 117.98                                                    | 318.45                                                    |
| Diluted earnings per share                   | ⑧     | 116.17                                                    | 314.66                                                    |

(※) The figure present the interest income calculated using the effective interest method as per IFRS 9 Financial Instruments.

Consolidated statement of comprehensive income

(Unit: Thousand Yen)

|                                                                            | Notes | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) |
|----------------------------------------------------------------------------|-------|-----------------------------------------------------------|-----------------------------------------------------------|
| Profit                                                                     |       | 8,982,961                                                 | 24,361,137                                                |
| Other comprehensive income                                                 |       |                                                           |                                                           |
| Items that will not be reclassified to profit or loss                      |       |                                                           |                                                           |
| Fair value of financial assets measured through other comprehensive income |       | 102,291                                                   | 669,573                                                   |
| Shares of other comprehensive income of equity method affiliates           |       | 546,271                                                   | 5,986,425                                                 |
| Total of Items that will not be reclassified to profit or loss             |       | 648,563                                                   | 6,655,998                                                 |
| Items that will be reclassified to profit or loss                          |       |                                                           |                                                           |
| Exchange differences on translation of foreign operations                  |       | 271,534                                                   | 5,060,086                                                 |
| Shares of other comprehensive income of equity method affiliates           |       | 79,260                                                    | △186,034                                                  |
| Total of items that will be reclassified to profit or loss                 |       | 350,794                                                   | 4,874,051                                                 |
| Other comprehensive income after income taxes                              |       | 999,357                                                   | 11,530,050                                                |
| Comprehensive income                                                       |       | 9,982,318                                                 | 35,891,188                                                |
| Comprehensive income attributable to                                       |       |                                                           |                                                           |
| Owners of parent                                                           |       | 9,814,824                                                 | 35,671,476                                                |
| Non-controlling interests                                                  |       | 167,494                                                   | 219,711                                                   |
| Total                                                                      |       | 9,982,318                                                 | 35,891,188                                                |

## (3) Consolidated statement of changes in equity

Previous consolidated fiscal year (From October 1, 2020 to September 30, 2021)

(Unit: Thousand Yen)

| Notes                                                                   | Capital stock | Capital surplus | Retained earnings | Treasury stock | Other items of equity | Total equity attributable to owners of parent | Non-controlling interests | Total Equity |
|-------------------------------------------------------------------------|---------------|-----------------|-------------------|----------------|-----------------------|-----------------------------------------------|---------------------------|--------------|
| Balance as of October 1, 2020                                           | 4,712,900     | 5,675,561       | 20,725,465        | △1,149,341     | 1,769,560             | 31,734,145                                    | 1,719,369                 | 33,453,515   |
| Profit                                                                  | —             | —               | 8,818,820         | —              | —                     | 8,818,820                                     | 164,140                   | 8,982,961    |
| Other comprehensive income                                              | —             | —               | —                 | —              | 996,004               | 996,004                                       | 3,353                     | 999,357      |
| Comprehensive income                                                    | —             | —               | 8,818,820         | —              | 996,004               | 9,814,824                                     | 167,494                   | 9,982,318    |
| Purchase of treasury stock                                              | —             | —               | —                 | △3,102         | —                     | △3,102                                        | —                         | △3,102       |
| Dividends                                                               | —             | —               | △3,826,483        | —              | —                     | △3,826,483                                    | —                         | △3,826,483   |
| Dividends paid to non-controlling interests                             | —             | —               | —                 | —              | —                     | —                                             | △63,671                   | △63,671      |
| Issuance of convertible bond-type bonds with stock acquisition rights   | —             | 1,006,926       | —                 | —              | —                     | 1,006,926                                     | —                         | 1,006,926    |
| Conversion of convertible bond-type bonds with stock acquisition rights | 8,610,235     | 8,430,623       | —                 | —              | —                     | 17,040,858                                    | —                         | 17,040,858   |
| Transfer from other items of equity to retained earnings                | —             | —               | 828,349           | —              | △828,349              | —                                             | —                         | —            |
| Share-based payment transaction                                         | —             | 103,656         | —                 | —              | △39                   | 103,616                                       | —                         | 103,616      |
| Changes in the interest in controlled subsidiary                        | —             | △29,165         | —                 | —              | —                     | △29,165                                       | 151,240                   | 122,075      |
| Change in associates' interest in controlled subsidiary                 | —             | 12,880          | —                 | —              | —                     | 12,880                                        | —                         | 12,880       |
| Changes in other components of equity                                   | —             | △8,555          | —                 | —              | —                     | △8,555                                        | —                         | △8,555       |
| Total transactions with owners                                          | 8,610,235     | 9,516,366       | △2,998,133        | △3,102         | △828,389              | 14,296,976                                    | 87,569                    | 14,384,545   |
| Balance as of September 30, 2021                                        | 13,323,135    | 15,191,927      | 26,546,151        | △1,152,444     | 1,937,175             | 55,845,946                                    | 1,974,433                 | 57,820,379   |

Current consolidated fiscal year (From October 1, 2021 to September 30, 2022)

(Unit: Thousand Yen)

| Notes                                                    | Capital stock | Capital surplus | Retained earnings | Treasury stock | Other items of equity | Total equity attributable to owners of parent | Non-controlling interests | Total Equity |
|----------------------------------------------------------|---------------|-----------------|-------------------|----------------|-----------------------|-----------------------------------------------|---------------------------|--------------|
| Balance as of October 1, 2021                            | 13,323,135    | 15,191,927      | 26,546,151        | △1,152,444     | 1,937,175             | 55,845,946                                    | 1,974,433                 | 57,820,379   |
| Profit                                                   | —             | —               | 24,152,140        | —              | —                     | 24,152,140                                    | 208,996                   | 24,361,137   |
| Other comprehensive income                               | —             | —               | —                 | —              | 11,519,336            | 11,519,336                                    | 10,714                    | 11,530,050   |
| Comprehensive income                                     | —             | —               | 24,152,140        | —              | 11,519,336            | 35,671,476                                    | 219,711                   | 35,891,188   |
| Purchase of treasury shares                              | —             | —               | —                 | —              | —                     | —                                             | —                         | —            |
| Dividends                                                | —             | —               | △4,474,710        | —              | —                     | △4,474,710                                    | —                         | △4,474,710   |
| Dividends paid to non-controlling interests              | —             | —               | —                 | —              | —                     | —                                             | △89,232                   | △89,232      |
| Transfer from other items of equity to retained earnings | —             | —               | 3,200,915         | —              | △3,200,915            | —                                             | —                         | —            |
| Share-based payment transaction                          | —             | 125,688         | —                 | —              | △399                  | 125,289                                       | —                         | 125,289      |
| Changes in the interest in controlled subsidiary         | —             | △45,141         | —                 | —              | —                     | △45,141                                       | 32,879                    | △12,262      |
| Total transactions with owners                           | —             | 80,546          | △1,273,795        | —              | △3,201,314            | △4,394,562                                    | △56,353                   | △4,450,916   |
| Balance as of September 30, 2022                         | 13,323,135    | 15,272,474      | 49,424,496        | △1,152,444     | 10,255,198            | 87,122,860                                    | 2,137,790                 | 89,260,651   |

## (4) Consolidated statement of cash flows

(Unit: Thousand Yen)

|                                                                                      | Notes | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) |
|--------------------------------------------------------------------------------------|-------|-----------------------------------------------------------|-----------------------------------------------------------|
| Net cash provided by (used in) operating activities                                  |       |                                                           |                                                           |
| Profit before income taxes                                                           |       | 13,285,643                                                | 34,756,561                                                |
| Depreciation & amortization                                                          |       | 1,896,633                                                 | 2,148,382                                                 |
| Impairment Loss                                                                      |       | 187,990                                                   | —                                                         |
| Financial income and expense<br>(△=gain)                                             |       | △281,269                                                  | △1,390,608                                                |
| Equity method investment gain/loss<br>(△=gain)                                       |       | △17,166                                                   | △184,697                                                  |
| Gain on sale of equity method<br>investment                                          |       | —                                                         | △16,932,140                                               |
| Increase/decrease in inventories<br>(△=increase)                                     |       | △223,548                                                  | 132,249                                                   |
| Increase/decrease in trade and<br>other receivables (△=increase)                     |       | △1,504,832                                                | △1,617,930                                                |
| In/Decrease in advances paid<br>(△=increase)                                         |       | △14,281,294                                               | △9,101,802                                                |
| Accrued revenues (△=increase)                                                        |       | △653,790                                                  | △6,018,307                                                |
| In/Decrease in trade payables<br>(△=decrease)                                        |       | 933,682                                                   | 361,659                                                   |
| In/Decrease in accrued expenses<br>(△=decrease)                                      |       | 832,303                                                   | 2,402,899                                                 |
| In/Decrease in deposits received<br>(△=decrease)                                     |       | △2,471,198                                                | 6,810,392                                                 |
| In/Decrease in other current liabilities<br>(△=decrease)                             |       | 238,652                                                   | 734,518                                                   |
| Others                                                                               |       | 461,288                                                   | 767,258                                                   |
| Subtotal                                                                             |       | △1,596,905                                                | 12,868,435                                                |
| Interest and dividends received                                                      |       | 45,253                                                    | 118,306                                                   |
| Interest paid                                                                        |       | △138,185                                                  | △98,562                                                   |
| Income taxes paid                                                                    |       | △4,653,399                                                | △5,231,849                                                |
| Net cash provided by (used in)<br>operating activities                               |       | △6,343,236                                                | 7,656,330                                                 |
| Net cash provided by (used in) investing activities                                  |       |                                                           |                                                           |
| Payment into restricted deposit                                                      |       | —                                                         | △11,499,066                                               |
| Purchase of property, plants and<br>equipment                                        |       | △245,055                                                  | △321,711                                                  |
| Purchase of intangible assets                                                        |       | △1,677,505                                                | △2,649,120                                                |
| Purchase of investment securities                                                    |       | △103,625                                                  | △466,540                                                  |
| Proceeds from sale of investment<br>securities                                       |       | 499,642                                                   | 24,487,557                                                |
| Proceeds from redemption of<br>investments partnerships                              |       | 178,886                                                   | 2,314,246                                                 |
| Purchase of investments accounted<br>for using equity method                         |       | —                                                         | △500,000                                                  |
| Payments into deposits to<br>subsidiaries and affiliates                             |       | △2,000,000                                                | △16,500,000                                               |
| Proceeds from w/drawal of deposits to<br>subsidiaries and affiliates                 |       | 5,000,000                                                 | 2,000,000                                                 |
| Purchase of other financial assets                                                   |       | △403                                                      | △78,114                                                   |
| Proceeds from sales of other<br>financial assets                                     |       | 700,555                                                   | 7,586                                                     |
| Purchase of shares in subsidiary<br>resulting in change in scope of<br>consolidation |       | △108,566                                                  | —                                                         |
| Others                                                                               |       | △12,929                                                   | 761,320                                                   |
| Net cash provided by (used in)<br>investing activities                               |       | 2,230,999                                                 | △2,443,843                                                |

| (Unit: Thousand Yen)                                                  |                                                 |                                                 |
|-----------------------------------------------------------------------|-------------------------------------------------|-------------------------------------------------|
|                                                                       | FY2021                                          | FY2022                                          |
| Notes                                                                 | (From October 1, 2020<br>to September 30, 2021) | (From October 1, 2021<br>to September 30, 2022) |
| Net cash provided by (used in) financing activities                   |                                                 |                                                 |
| In/Decrease in short-term borrowings (△=decrease)                     | △3,020,000                                      | 2,000,000                                       |
| Proceeds from long-term borrowings                                    | —                                               | 6,000,000                                       |
| Repayment of long-term borrowings                                     | △803,910                                        | △158,515                                        |
| Proceeds from the issuance of bonds                                   | 21,057,055                                      | —                                               |
| Dividends paid                                                        | △3,826,280                                      | △4,471,570                                      |
| Dividends paid to non-controlling interests                           | △63,493                                         | △89,232                                         |
| Capital contributions from non-controlling interests                  | 144,646                                         | 23,705                                          |
| Other                                                                 | △706,323                                        | △668,924                                        |
| Net cash provided by (used in) financing activities                   | 12,781,695                                      | 2,635,462                                       |
| Effect of exchange rate changes on cash and cash equivalents          | 23,700                                          | 1,596,015                                       |
| Increase and decrease in cash and cash equivalents (△=decrease)       | 8,693,158                                       | 9,443,965                                       |
| Balance of cash and cash equivalents at the beginning of the period ④ | 95,830,807                                      | 104,523,965                                     |
| Cash and cash equivalents at the end of period ④                      | 104,523,965                                     | 113,967,930                                     |

(5) Notes regarding the going concern assumptions

N/A

(6) Notes regarding consolidated financial statements

① Reporting entity

GMO Payment Gateway, Inc. ("the Company") is a corporation (kabushiki kaisha) domiciled in Japan and listed on the Tokyo Stock Exchange. The registered address of its head office is 2-3 Dogenzaka 1-chome, Shibuya-ku, Tokyo, Japan. The consolidated financial statements are comprised of the Company and its subsidiaries and equity interest in affiliates. The ultimate parent of the Group is GMO Payment Gateway, Inc. The Company and its consolidated subsidiaries are engaged in the businesses of Payment Processing Business, Money Service Business and Payment Enhancement Business. (see ⑦ Segment Information).

② Basis of preparation

a. Compliance of consolidated financial statements to IFRS

The consolidated financial statements of GMO-PG consolidated subsidiaries satisfy all the criteria of a "Designated International Accounting Standards Specified Company" under Article 1-2 of the Regulation On Terminology, Forms, and Preparation Methods of Consolidated Financial Statements. The consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) pursuant to the provision of Article 93 of the Regulation for Consolidated Financial Statements.

b. Basis of measurement

The consolidated financial statements of GMO-PG consolidated subsidiaries is presented based on the accounting principles stated under "③ Significant Accounting Principles". The balance of assets and liabilities, unless otherwise stated, have been prepared on a historical cost basis.

c. Functional and presentation currency

The consolidated financial statements of GMO-PG consolidated subsidiaries are presented in Japanese Yen ("JPY"), which is the functional currency. All figures in JPY are rounded down to the nearest thousand JPY.

③ Significant accounting policies

Significant accounting policies adopted for the consolidated financial statements for the fiscal year ended September 2022 for GMO-PG and its consolidated subsidiaries are the same as those adopted for the previous year's consolidated financial statements.

④ Cash and cash equivalents

Breakdown of cash and cash equivalents are as follows.

|                                            | (Unit: Thousand Yen)           |                                |
|--------------------------------------------|--------------------------------|--------------------------------|
|                                            | FY2021<br>(September 30, 2021) | FY2022<br>(September 30, 2022) |
| Cash and cash equivalents                  | 81,593,965                     | 109,337,930                    |
| Deposits to subsidiaries<br>and affiliates | 22,930,000                     | 4,630,000                      |
| Total                                      | 104,523,965                    | 113,967,930                    |

⑤ Operating and other receivables

Breakdown of operating and other receivables are as follows.

(Unit: Thousand Yen)

|                                 | FY2021<br>(September 30, 2021) | FY2022<br>(September 30, 2022) |
|---------------------------------|--------------------------------|--------------------------------|
| Trade and other receivables     | 5,740,246                      | 6,454,035                      |
| Operating loans                 | 8,846,384                      | 10,677,593                     |
| Other                           | 92,408                         | 457,134                        |
| Allowance for doubtful accounts | △ 139,464                      | △ 123,220                      |
| Total                           | 14,539,574                     | 17,465,542                     |
| Current assets                  | 10,308,474                     | 13,964,116                     |
| Non-current assets              | 4,231,100                      | 3,501,426                      |
| Total                           | 14,539,574                     | 17,465,542                     |

⑥ Deposits to subsidiaries and affiliates

Our deposits to subsidiaries and affiliates are the deposits under the CMS (cash management system) of GMO Internet Group.

⑦ Segment information

(1) Overview of segment information

The reporting segments of GMO-PG and its consolidated subsidiaries are based on operational segments for which separate financial information is available and which the Board of Directors regularly reviews to determine the allocation of management resources and evaluate its performance. GMO-PG and its consolidated subsidiaries have businesses and subsidiaries according to the product and/or service, and each product/service carries out the business activities and formulates comprehensive strategies covering Japan and overseas. Therefore, GMO-PG and its consolidated subsidiaries is comprised of the various products and services grouped according to the explanation above and multiple businesses are grouped and classified under the three reportable segments of Payment Processing Business, Money Service Business and Payment Enhancement Business.

The main products and services included in the reportable segments are as shown below:

| Reportable Segment           | Main products and services                                                                                                                                                           |
|------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Payment Processing Business  | Payment processing for online billing, recurring billing and for offline payments.                                                                                                   |
| Money Service Business       | GMO Payment After Delivery, money services such as Remittance, Transaction Lending to provide growth funds, overseas Lending, Early Payment service to improve merchant's cash flow. |
| Payment Enhancement Business | Online advertising service aimed at increasing revenues at merchants and the medical institution-exclusive reservation management system "Medical Kakumei byGMO."                    |

(2) Segment information

Accounting principles applied to the reportable segments are the same as that of consolidated financial statements. Performance of segments is as shown below. Profit for the reportable segments is reconciled as operating profit or loss. Intersegment transactions are based on equivalent prices of arm's length transactions.

Segment Information for previous fiscal year (FY2021: from October 1, 2020 to September 30, 2021)

(Unit: Thousand Yen)

|                                         | Payment Processing Business | Money Service Business | Payment Enhancement Business | Total      | Adjustments (Note) | Consolidated |
|-----------------------------------------|-----------------------------|------------------------|------------------------------|------------|--------------------|--------------|
| Revenues                                |                             |                        |                              |            |                    |              |
| Sales to external customers             | 30,798,812                  | 10,151,451             | 716,970                      | 41,667,235 | —                  | 41,667,235   |
| Intersegment revenue                    | 13,993                      | —                      | 890                          | 14,884     | △14,884            | —            |
| Total                                   | 30,812,806                  | 10,151,451             | 717,861                      | 41,682,119 | △14,884            | 41,667,235   |
| Segment profit (△=loss)                 | 14,424,791                  | 2,093,180              | △106,886                     | 16,411,085 | △3,423,878         | 12,987,207   |
| Financial income                        | —                           | —                      | —                            | —          | —                  | 484,137      |
| Financial expense                       | —                           | —                      | —                            | —          | —                  | △202,868     |
| Equity method investment gains (△=loss) | —                           | —                      | —                            | —          | —                  | 17,166       |
| Profit before income taxes              | —                           | —                      | —                            | —          | —                  | 13,285,643   |
| Other items                             |                             |                        |                              |            |                    |              |
| Depreciation & amortization             | 1,522,821                   | 138,594                | 29,628                       | 1,691,044  | 205,589            | 1,896,633    |
| Impairment Loss                         | 21,414                      | —                      | 166,576                      | 187,990    | —                  | 187,990      |

(Note) Adjustment of segment profit of △¥3,423 mil consist of general corporate expenses not allocated to any reportable segment of △¥3,543 mil and elimination of intersegment transactions of ¥119 mil. General corporate expenses mainly consist of selling, general and administrative expenses not allocated to any reportable segment.

Segment Information for current fiscal year (FY2022: from October 1, 2021 to September 30, 2022)

(Unit: Thousand Yen)

|                                          | Payment Processing Business | Money Service Business | Payment Enhancement Business | Total      | Adjustments (Note) | Consolidated |
|------------------------------------------|-----------------------------|------------------------|------------------------------|------------|--------------------|--------------|
| Revenues                                 |                             |                        |                              |            |                    |              |
| Sales to external customers              | 37,954,521                  | 11,402,183             | 941,650                      | 50,298,354 | —                  | 50,298,354   |
| Intersegment revenue                     | 23,555                      | —                      | 1,053                        | 24,609     | △24,609            | —            |
| Total                                    | 37,978,077                  | 11,402,183             | 942,703                      | 50,322,964 | △24,609            | 50,298,354   |
| Segment profit (△=loss)                  | 17,539,462                  | 2,466,696              | 174,462                      | 20,180,620 | △3,931,506         | 16,249,114   |
| Financial income                         | —                           | —                      | —                            | —          | —                  | 1,621,118    |
| Financial expense                        | —                           | —                      | —                            | —          | —                  | △230,509     |
| Equity method investment gains (△=loss)  | —                           | —                      | —                            | —          | —                  | 184,697      |
| Gain on sale of equity method investment | —                           | —                      | —                            | —          | —                  | 16,932,140   |
| Profit before income taxes               | —                           | —                      | —                            | —          | —                  | 34,756,561   |
| Other items                              |                             |                        |                              |            |                    |              |
| Depreciation & amortization              | 1,713,155                   | 155,107                | 63,086                       | 1,931,348  | 217,033            | 2,148,382    |
| Impairment Loss                          | —                           | —                      | —                            | —          | —                  | —            |

(Note) Adjustment of segment profit of △¥3,931 mil consist of general corporate expenses not allocated to any reportable segment of △¥4,082 mil and elimination of intersegment transactions of ¥151 mil. General corporate expenses mainly consist of selling, general and administrative expenses not allocated to any reportable segment.



⑧ Per share information

(1) Basic earnings per share and the basis for calculation

The basic earnings per share and the basis for calculation basic earnings per shares is as follows.

(Unit: Thousand Yen)

|                                                            | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) |
|------------------------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|
| Profit attributable to ordinary shareholders of parent     |                                                           |                                                           |
| Profit attributable to owners of parent                    | 8,818,820                                                 | 24,152,140                                                |
| Profit not attributable to ordinary shareholders of parent | —                                                         | —                                                         |
| Profit used to calculate basic earnings per share          | 8,818,820                                                 | 24,152,140                                                |
| Average number of shares                                   | 74,750,225 shares                                         | 75,842,549 shares                                         |
| Basic earnings per share                                   | ¥117.98 per share                                         | ¥318.45 per share                                         |

(2) Diluted earnings per share and the basis for calculation

The diluted earnings per share and the basis for calculation diluted earnings per shares is as follows.

(Unit: Thousand Yen)

|                                                             | FY2021<br>(From October 1, 2020<br>to September 30, 2021) | FY2022<br>(From October 1, 2021<br>to September 30, 2022) |
|-------------------------------------------------------------|-----------------------------------------------------------|-----------------------------------------------------------|
| Profit attributable to ordinary shareholders after dilution |                                                           |                                                           |
| Profit used to calculate basic earnings per share           | 8,818,820                                                 | 24,152,140                                                |
| Adjustment to profit                                        | 30,053                                                    | 56,690                                                    |
| Profit used to calculate diluted earnings per share         | 8,848,873                                                 | 24,208,830                                                |
| Average number of shares                                    | 74,750,225 shares                                         | 75,842,549 shares                                         |
| Effect of dilutive securities                               |                                                           |                                                           |
| Convertible bond-type bonds with subscription rights        | 1,423,657 shares                                          | 1,093,410 shares                                          |
| Number of shares after effect of dilutive shares            | 76,173,882 shares                                         | 76,935,959 shares                                         |
| Diluted earnings per share                                  | ¥116.17 per share                                         | ¥314.66 per share                                         |

⑨ Significant subsequent events

Not applicable.