



# Group Profile

As of Dec 2023

STOCK CODE **9449**

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

## Group Overview | Corporate Slogan

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

**Internet for Everyone**

**GMO**

# Group Overview

Company Name	GMO Internet Group, Inc.
Founder, Chairman and Group CEO	Masatoshi Kumagai
Address	(Group Head Office) Cerulean Tower 26-1 Sakuragaokacho, Shibuya-ku Tokyo (The 2nd Group Head Office) SHIBUYA FUKURAS1-2-3 Dogenzaka, Shibuya-ku, Tokyo
Established	May 24, 1991
Stock Listing	9449 (Tokyo Stock Exchange Prime Market)
Business Segments	Internet Infrastructure Online Advertising & Media Internet Finance Cryptoassets
Capital (including capital reserve)	JPY5.0 billion
Consolidated Staff	7,438
Group companies	106 (As of Dec 2023)



## Group Overview

# 106 Companies Worldwide

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## 10 Listed Companies

# Group Overview

<b>Prime</b>	<b>3 companies</b>
<b>Standard</b>	<b>3 companies</b>
<b>Growth</b>	<b>4 companies</b>

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## Market Capitalization of the Group

**JPY 1.2 trillion**

※2024/2/9

## Group Overview

**7,438**

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**Internet Professionals**

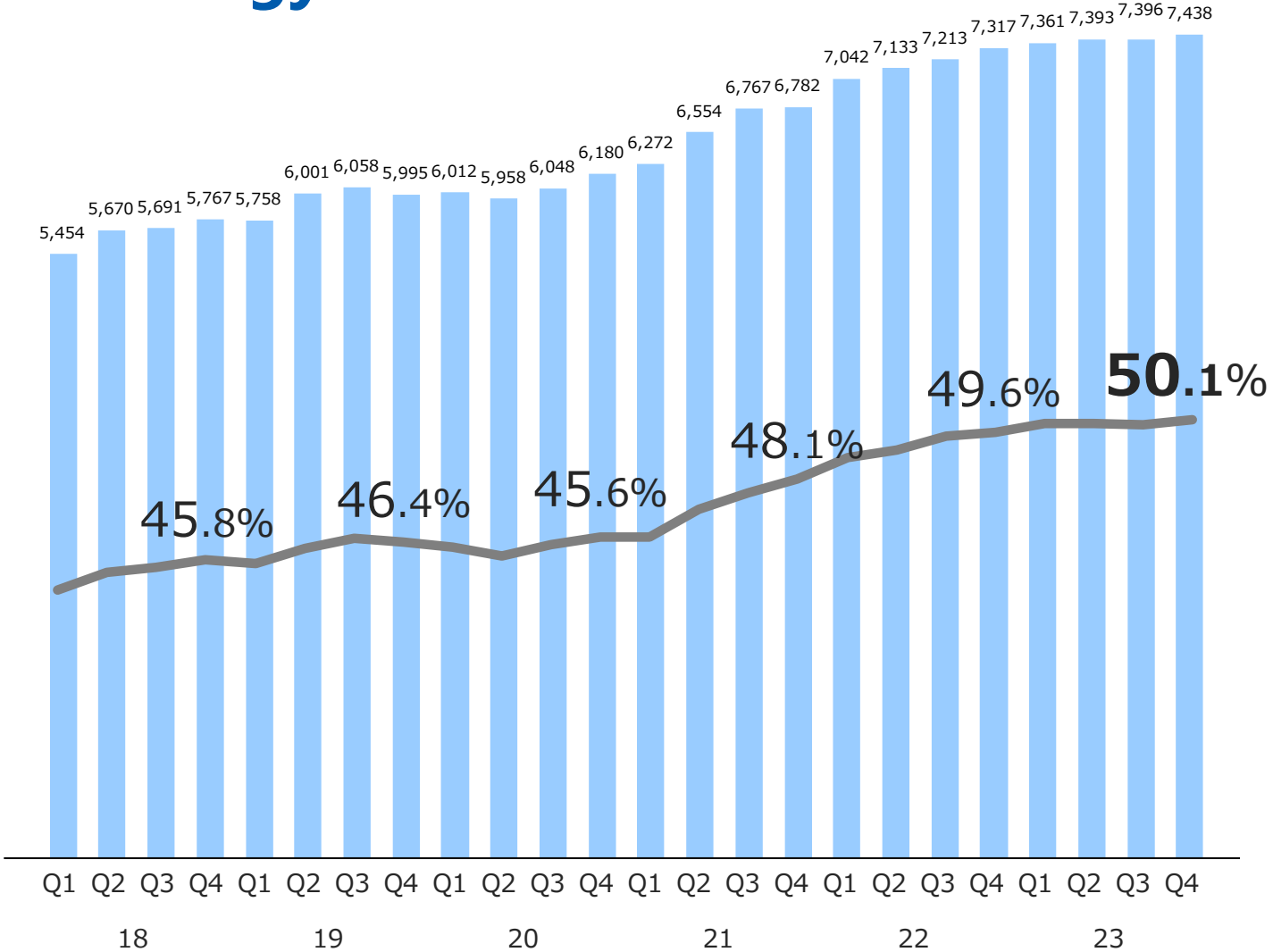
# Strengths

## Strengths (1)

**Operations and  
development of our  
own technology**



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



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

Partners  
% Engineers & Creators

- Not including partners of GMO Internet Group affiliates accounted for by the equity method ( such as GMO Aozora Net Bank ).  
The number of employees applicable to the above will be 306 as of the end of December 2023.

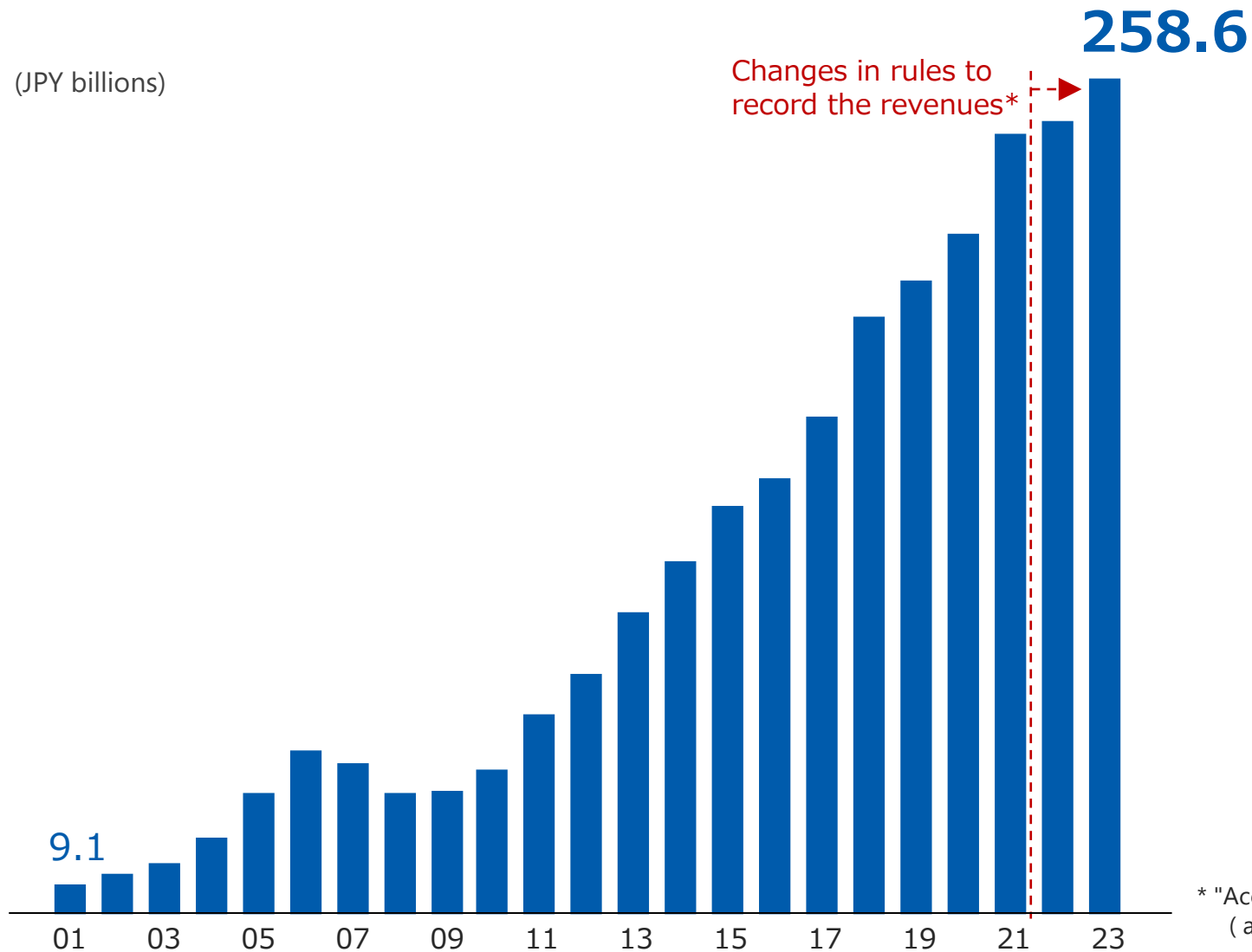
## Strengths (2)

**Solid recurring revenues**

## Strengths (2) | Solid recurring revenue

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

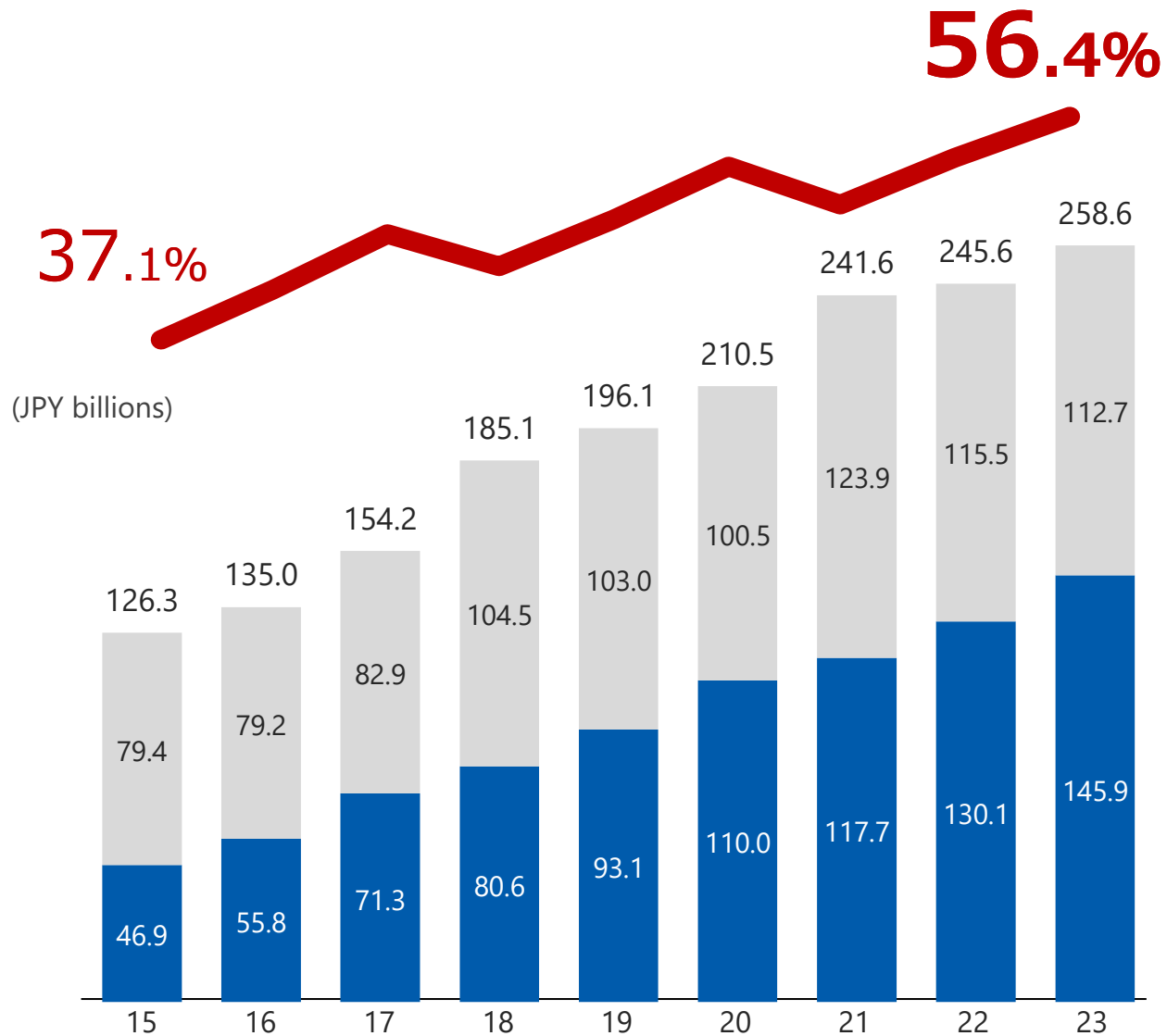
# Strengths (2) | Consolidated net sales



**Sustainable  
growth**

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

## Strengths (2) | Analysis of consolidated net sales

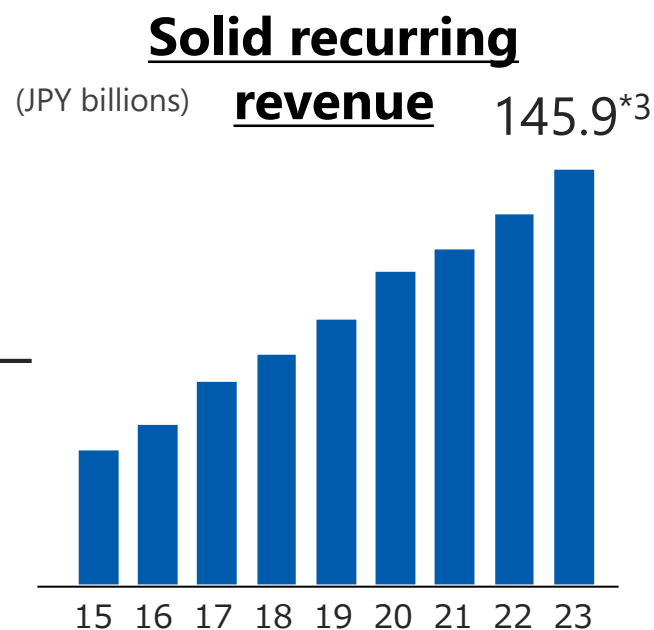
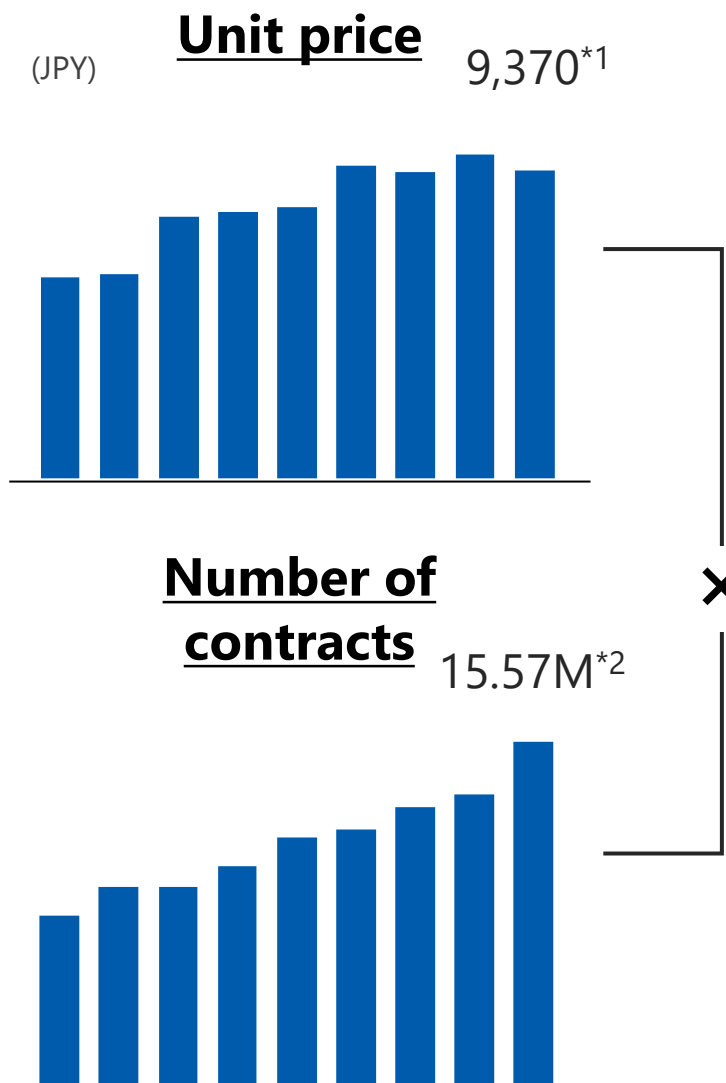


**Solid recurring revenues that support sustainable growth**

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

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

## Strengths (2) | Analysis of solid recurring revenues



Approx. JPY **9.5K**\*<sup>1</sup>

×

Approx. **15M** contracts\*<sup>2</sup>

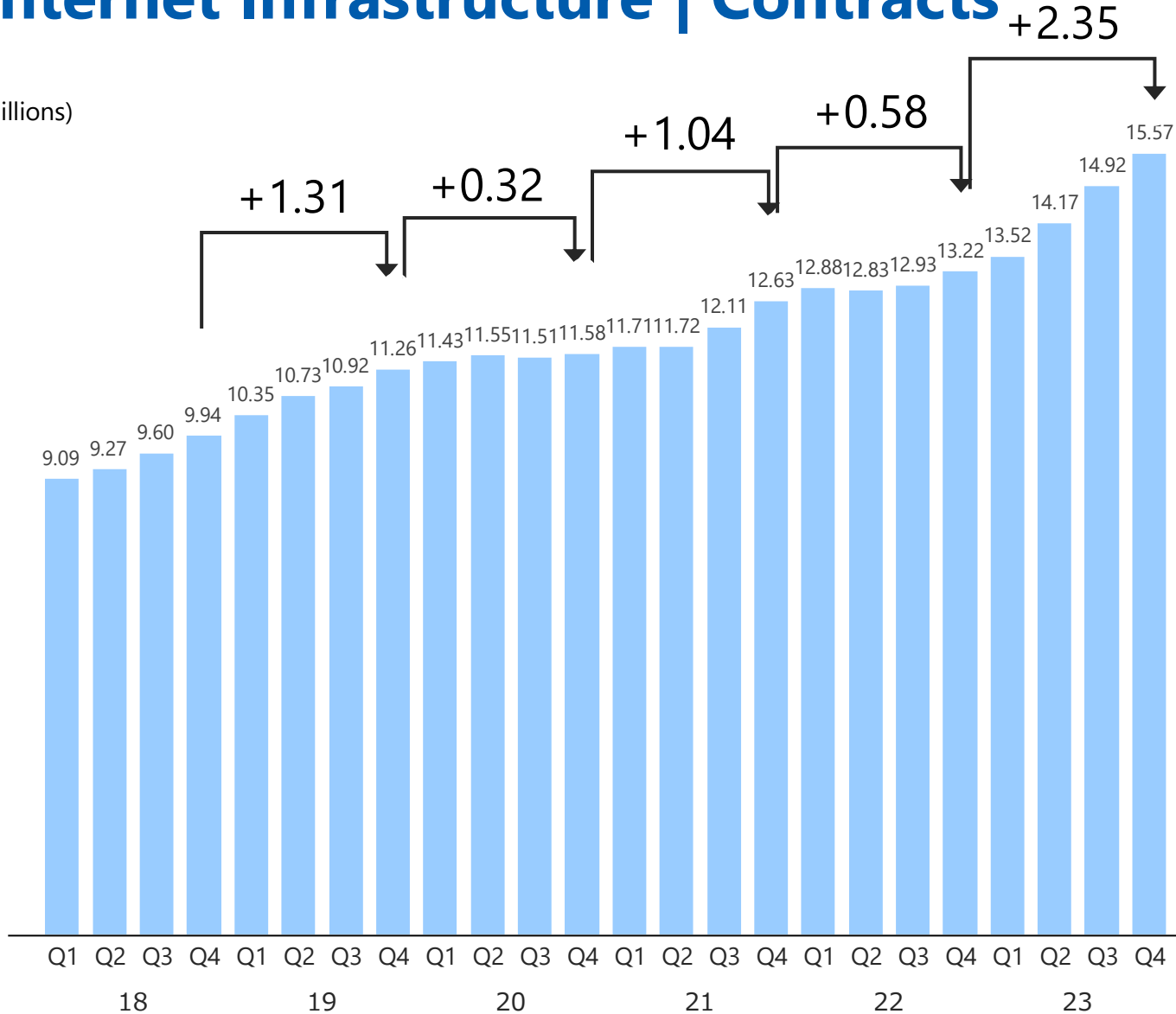


Approx. JPY

**145B**\*<sup>3</sup>

# Internet Infrastructure | Contracts

(millions)



Solid revenue base

**15.57M**

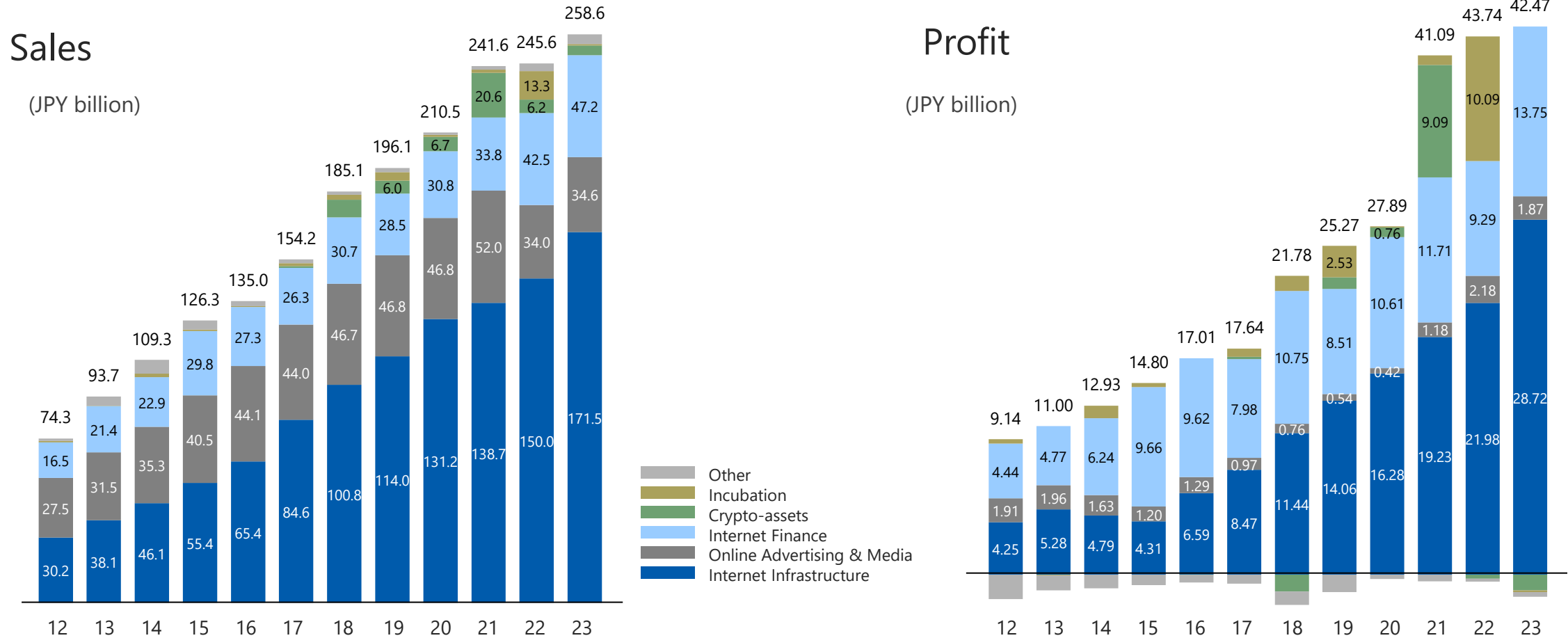
customers

Increased approx.

Avg. **1.12M/year**

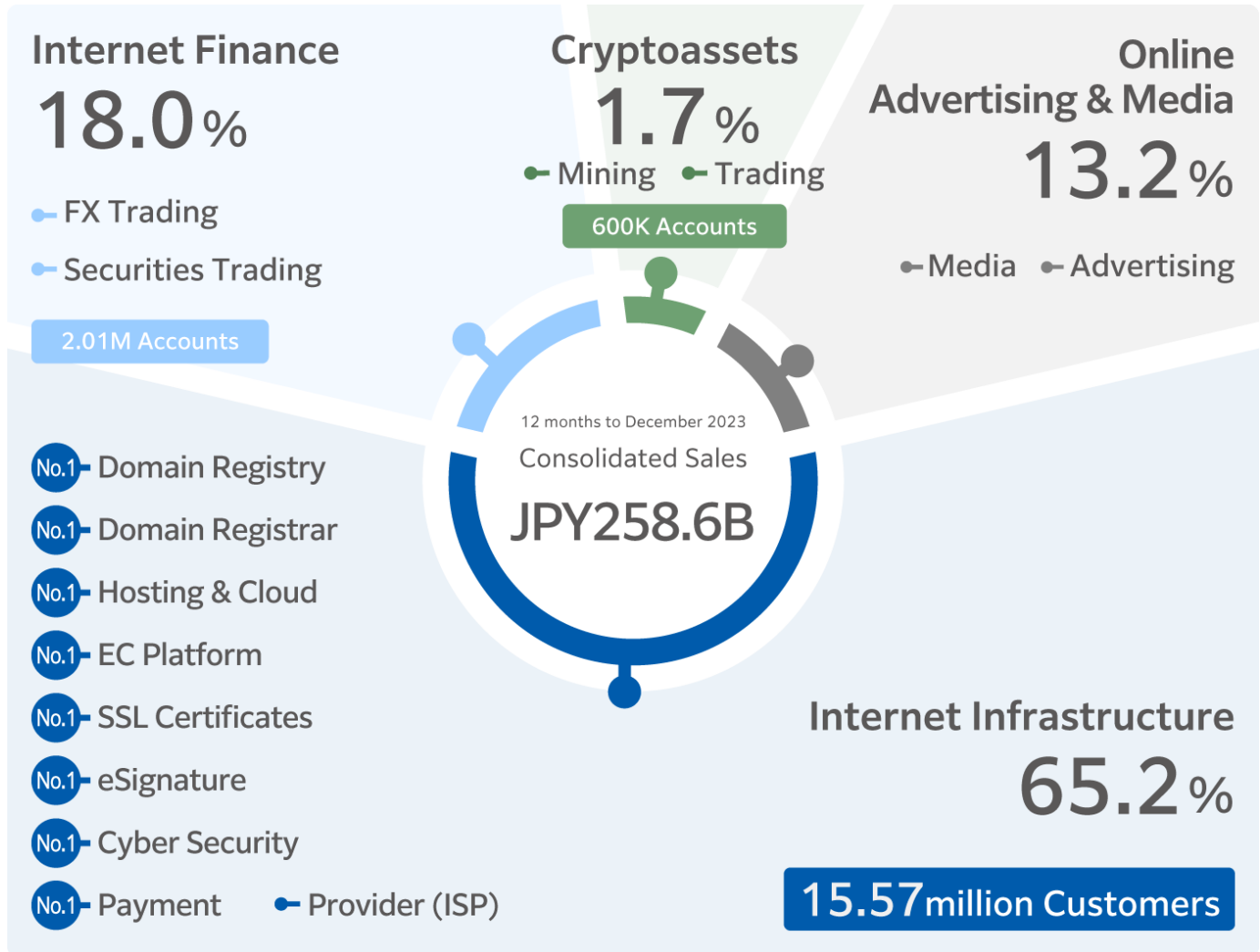
# Consolidated results transition

## Sales increased for 15 consecutive fiscal years





# Group Overview | Business Segments (Composition)



Solid revenue base +  
financial customer  
base

**18.19M** customers

Up  
**2.49M**  
YoY

\*Net sales ratio is calculated based on the numbers before cancelling inter-segment transactions.

\*Number of customers is an aggregate number of customers ( the actual number ) in Infrastructure, Finance, and Cryptoassets segments.

\*Regarding Internet Finance, the number of accounts does not include GMO Aozora Net Bank's accounts.

# Internet Infrastructure

# Domain Registration



No.1  
Market Share \*

**82.7%**

Domains under  
Management

**8.66M**

\* Based on ICANN data

# Web Hosting



No.1  
Market Share \*

**58.7%**

Contracts

**1.1M**

\* Based on domaintools.com

# Ecommerce Solutions

GMOクラウドEC 

 **makeshop**

  
**COLOR ME**  
カラーミーショップ

Paid Stores

**51,000**

# Payment

**GMO** PAYMENT GATEWAY

**GMO** EPSILON

**GMO** PAYMENT SERVICE

**GMO** FINANCIAL GATE

Transaction Volume

**Approx.**

**JPY 15.8**tr/year

# ISP(Provider)



“Hikari Collaboration Award”  
Satisfaction Ranking\*

**No.1**

Contracts

**2.26**  
**million networks**

\* Winner of the Best Satisfaction Award in Hikari Collaboration  
Award 2023

# Infrastructure

## Three Types of Security



**Safe and Secure  
Internet for Everyone**

## Security | Three areas

1. **Encryption** security



2. **Cyber** security



3. **Brand** security



# SSL Security



Market Share \*

**No.1**

\*Country code (according to Netcraft's research)

# ① Cryptosecurity | Service usage (SSL)



eSignature

電子印鑑なら  
**GMOサイン**

Dual  
crown

No.1  
Market Share

**Number of e-contract  
accounts**

**1.83M**

**Number of contracts**

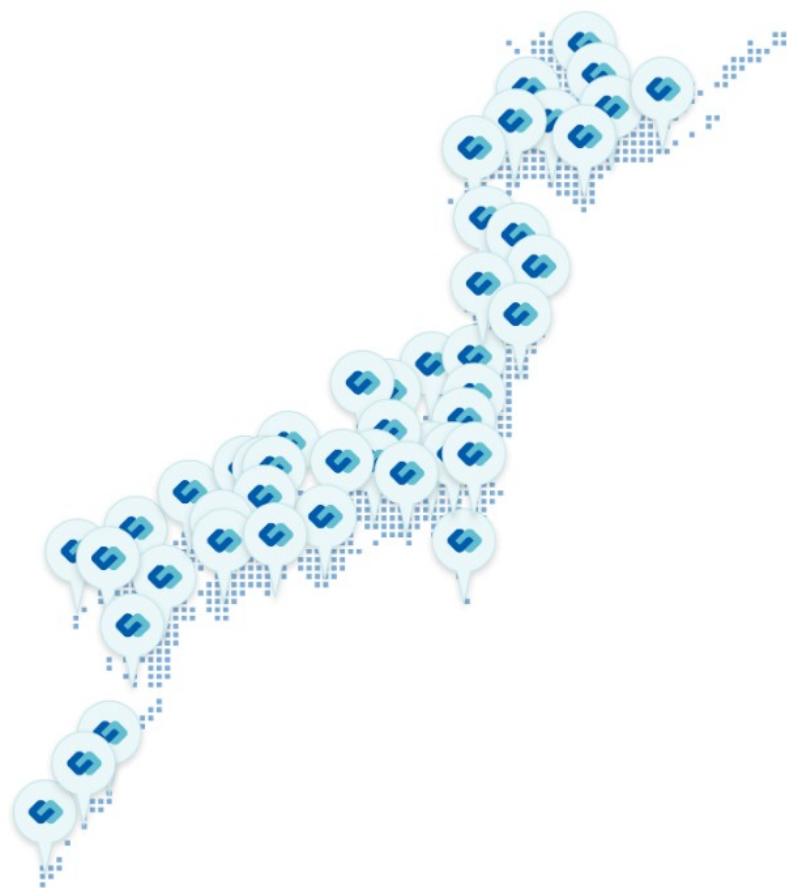
**3.3M/Q**

# ① Cryptosecurity | Service usage (eSignature)



Adoption by **72** local governments was determined \*

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



## Local governments introducing GMO Sign ( extract )

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

\* Public bodies with paid contracts

## ② Cybersecurity

**GMO** CYBER SECURITY  
// IERAE

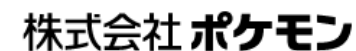
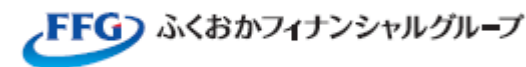
Number of  
white hat hackers  
in Japan

**No.1**

※:Fermi estimation



## ② Cybersecurity | Service usage



## ② Cybersecurity | Working with public institutions

GMO CYBER SECURITY  
IERAE

### Self-defense forces

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



### National Police Agency

Received a letter of thanks for technical assistance\*2



\*1: "Penetration test drills for JSDF Cyber Defense Command carried out by GMO Cybersecurity by Ierae" (February 1, 2023)

\*2: Received a letter of thanks from National Police Agency (January 30, 2023)

# Internet Infrastructure | Cybersecurity Opened SOC



**GMO**  
イエアエSOC 用賀



# GMO

## サイバー攻撃 ネットde診断

Finished of API collaboration with **6 million** customers for domain.

# Internet Infrastructure | Flatt Security Inc. joined the Group



13 Feb.  
Disclose

## Product Security Expert Group

### ③ Brand security | Trademark & Rights Protection

**GMO** BRAND SECURITY

**72.0%** ※

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

※:70.0% of the Best Japan Brands 2023 Rankings Top 100

### ③ Brand security | Service usage

GMO BRAND SECURITY

TORAY

SUNTORY

BRIDGESTONE  
Solutions for your journey

ISUZU

FamilyMart

RICOH

WACOAL

ABC-MART

TSI HOLDINGS

TOPPAN

よろこびがつなぐ世界へ  
KIRIN

PREMIER ANTI-AGING

AMANO

MICHIKO LONDON  
KOSHINO

SHARP

BATHCLIN

エバラ

EPOCH 株式会社エポック社

HOKUETSU

TSUBURAYA

自然を、おいしく、楽しく。  
KAGOME

RISO

audio-technica

GLOBIS

maruetsu  
マルエツ

# Finance, Payment, and Cryptoassets



# Finance, Payment, and Cryptocurrency

**Mining**  *bitcoin*  BitcoinCash

**Exchange** 

**Payment**  

**GMO FINANCIAL HD**



Share acquisition: 4.13%\*  
As of the end of Dec 2023


**Crypto currency**

**GMO**  
INTERNET GROUP


**Securities / FX**

**Payment**

**Net Bank**

 **SMBC GMO PAYMENT**


JV established

 **三井住友銀行** → **GMO PAYMENT GATEWAY**  
(Sumitomo Mitsui Banking Corporation)

Investment: JPY3.86B (3.26%)

**Launched on July 17, 2018**

**GMO あおぞらネット銀行**  
(GMO Aozora Net Bank)

 **あおぞら銀行** (Aozora Net Bank) **50.0%**

**GMO INTERNET GROUP** ※2 **50.0%(14.9%)**

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

# Internet Securities

**GMOクリック証券**

**GMO外貨**

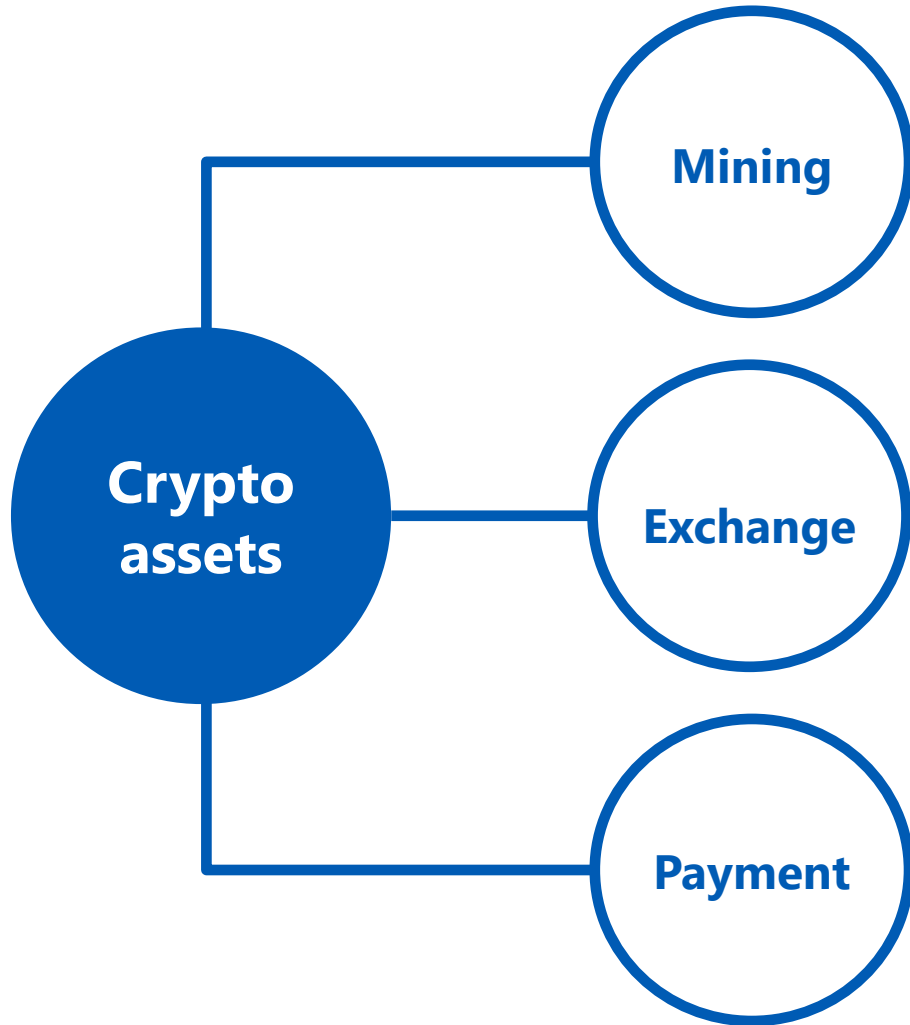
## Accounts

**FX : 14.9M**

**CFD: 200K**

**Securities: 520K**

# Cryptoassets



Cryptoassets mining business

Crypto Asset Trading Business

Cryptoassets payment  
└ Issue stablecoin

**GMO**   
Crypto Accounts  
**600K**

**GYEN**

# Bank×IT

Born in July 2018



あおぞら銀行

AOZORA

**Banking management know-how**



**Technology**

すべてはお客さまのために。

# No.1

テクノロジーバンクを目指して

All for our customers. Strive to be the No.1 Tech Bank.

Point  
1

**Focus on corporate clients**

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Point  
2

**The core business :  
Exchange, Debit cards, and business loans**

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Point  
3

**Bank System + Bank API + In-house development**

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Point  
4

**BaaS byGMOAozora**

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Point  
5

**Approximately 40% of employees are engineers**

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**Efforts Towards Becoming  
No.1 Corporate Group  
in Creating the Future with AI**

# No.1 Corporate Group in Creating the Future with AI | Three Themes

① **How much cost savings?**

② **How many personnel reductions?**

(General Hiring Restraints, Hiring Advanced AI Talent,  
Convert existing personnel to AI Talent)

③ **How much sales expansion?**



# No.1 Corporate Group in Creating the Future with AI |

## ① How much cost savings?

FY24 Targets

worth JPY **1.8**B

of operational efficiencies

# No.1 Corporate Group in Creating the Future with AI |

## ① How much cost savings?

### Contents

### Start

GMO AIセミナー

Jun. 2023~

GMO AIパスポート

Sep. 2023~

Short-term AI Talent  
Development  
Program

虎の穴 New

Feb. 2024~

# No.1 Corporate Group in Creating the Future with AI |

## ③ How much sales expansion?

Various initiatives are underway to become **the infrastructure of the AI industry**

### Infrastructure



Entered into  
a partnership agreement  
Participate in  
"NVIDIA Partner Network"

### Startup Support



# No.1 Corporate Group in Creating the Future with AI |

## ③ How much sales expansion?



**Accelerate collaboration to  
Expansion of AI Industry  
Plans to Invest in server  
Approx. JPY 10B**

\*We are planning to submit an application to the Ministry of Economy, Trade and Industry (METI) regarding a plan to secure the supply of the "Cloud Program," a specified critical commodity under the Economic Security Promotion Act.

For details, please refer to "Notice Regarding Acquisition of Fixed Assets (GPU Server)" (February 13, 2024)

# Efforts related to Sustainability

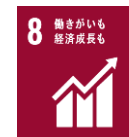
# Sustainability | Materiality

## Solving social issues through business

### Challenge

#### Dedication to the No.1 Service.

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



### Safety

#### Responsibility to protect our customers' smiles.

We ensure a safe and secure Internet infrastructure to protect our customers' smiles.



### Environment

#### Solving social issues through business activities.

We strive to address pressing challenges that benefit the environment, society, and individuals.



## Strengthening the foundation of management

### Human Talent

#### Cultivating a group that evolves together.

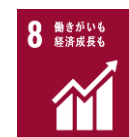
An environment where every partner excels is key to creating the No.1 service.



### Trust

#### Maximizing stakeholders' smiles.

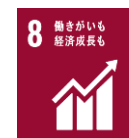
We aim to increase our fanbase through dialogue with everyone involved.



### Governance

#### Foundation for Hundreds of Years.

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



# Domestic Bases and Global Operations

# Domestic Bases

**5,878**

Domestics partners ("employees")

## Fukuoka / Kitakyushu

**13** companies  
**354** partners



Kitakyushu, GMO kitaQ

## Miyazaki

**5** companies  
**251** partners



Miyazaki, GMO Hinata



**Osaka**  
**8** companies  
**151** partners

**Kagoshima**  
**1** companies  
**18** partners

**Simonoseki**  
**3** companies  
**158** partners

**Kobe**  
**1** companies  
**3** partners

**Nagoya**  
**4** companies  
**9** partners

**Shizuoka / Hamamatsu**  
**4** companies  
**14** partners

**Okinawa**  
**4** companies **47** partners

**Niigata**  
**1** companies  
**6** partners

**Sapporo**  
**2** companies  
**58** partners

**Sendai**  
**2** companies  
**183** partners



**Tokyo**  
**46** companies  
**4,542** partners



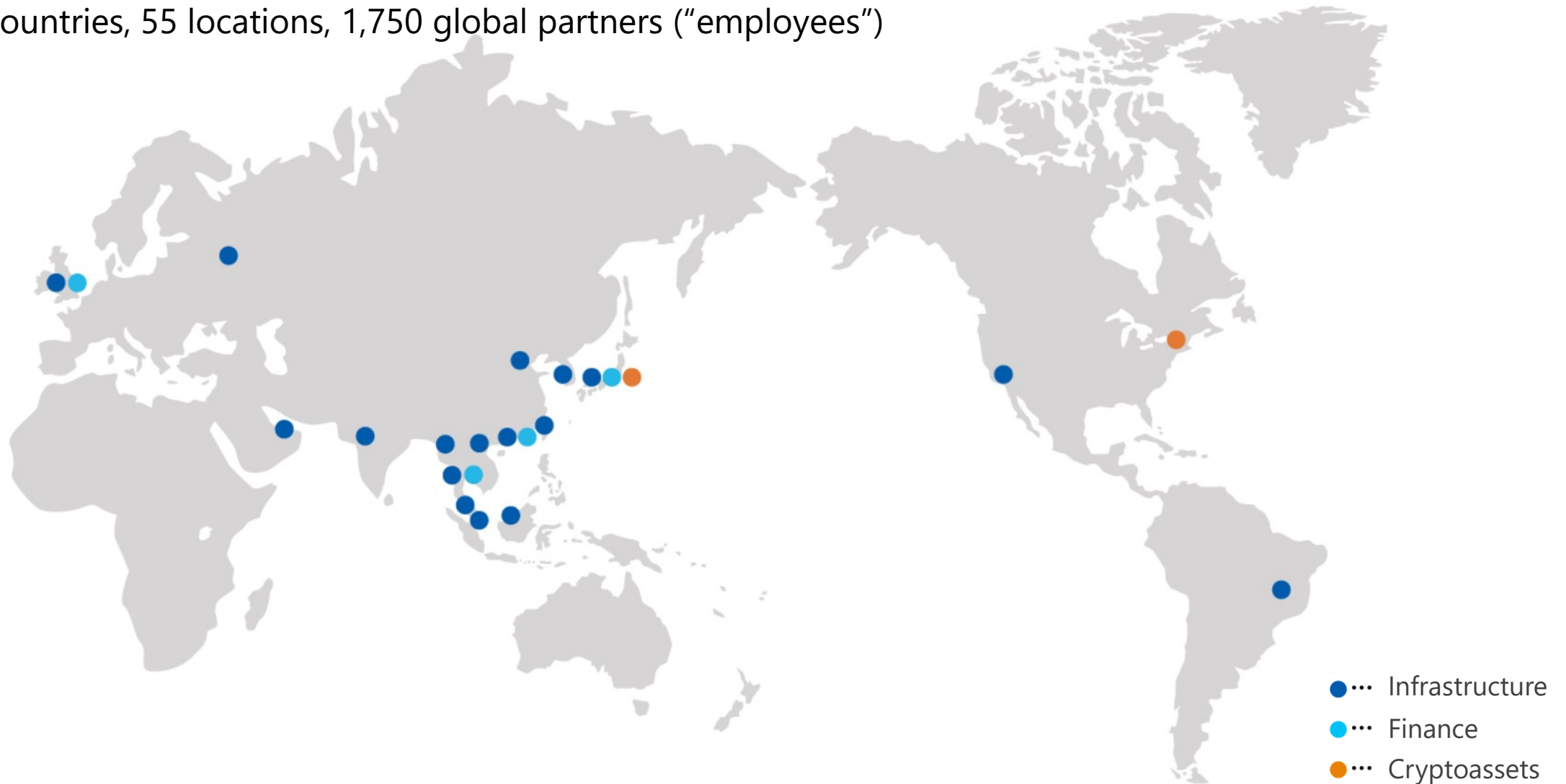
Setagaya-ku, Yoga  
GMO Internet TOWER  
(GMO GLOBAL STUDIO)

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



# Global Operations | Locations

20 countries, 55 locations, 1,750 global partners ("employees")



# Global Operations | Wholesale & Directsale

## Wholesale



Exclusive wholesale Internet addresses



Wholesale encryption technology  
(SSL certificates)

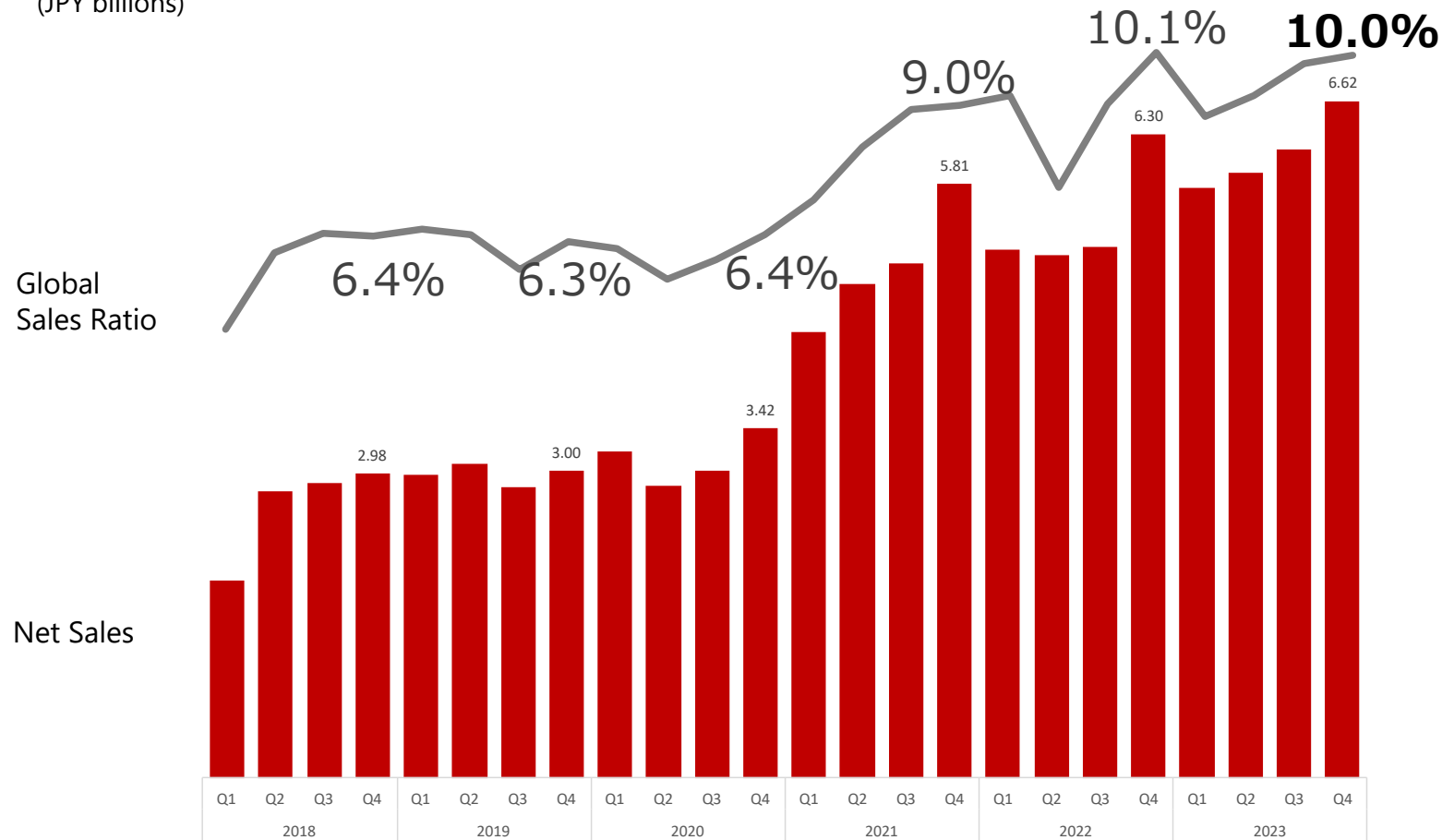
## Directsale



Providing the No.1 proven service in Japan

# Global Operations | Global Net Sales

(JPY billions)



Net sales

YoY

**5.0%UP**

Since Q2 FY2020, MacroKiosk is no longer a consolidated subsidiary. We deducted MacroKiosk values from net sales retroactively to Q1 FY2017 in this chart.

**Internet for Everyone**

**GMO**