Financial Results Briefing for Q3 FY2026

Sustained growth in recurring-model revenue; accelerating adoption of our cashless payment platform

August 13, 2026

GMO Financial Gate, Inc.

(Ticker: 4051, TSE-Prime)

25th IR Presentation

https://gmo-fg.com/

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Q3 FY2026 Financial Results Summary

1.1 FY2026 Q3 Summary

Cashless platform for major commercial facilities now in full-scale activation
Recurring-model revenue sustained growth of over 25% YoY

Financials

FY2026 Q3 P 6-10

- Recurring-model revenue : ¥ 8.14 bn (YoY +26.7%)
- Revenue : ¥16.17 bn (YoY +22.6%) 82.0% of FY plan
- Operating profit : ¥ 2.23 bn (YoY +23.6%) 80.0% of FY plan

KPI P 13-14

- Active IDs	: 482K IDs (YoY +58K)	- ARPU (9M)*1	: ¥17.5K (YoY +12.8%)
- Transaction volume (9M)	: 1.01bn (YoY +33.7%)	- GMV (reference)	: ¥7.3tn (YoY +22.3%)

Key Highlights

- **GMO-FG as social infrastructure** : Toward 1mn active IDs by deepening acquired domains and capturing untapped areas P 19
- **Ecosystem expansion** : Advancing mid- to long-term initiatives with enterprise clients P 21
- **Accelerating profit growth** : Major merchant ramp-up and recurring gross profit growth drove earnings P 7, 10

*1: Cumulative ARPU, calculated as each quarter's recurring-model revenue divided by the number of active IDs in that quarter

1.2 Consolidated Financial Summary

Financials: Expansion of recurring-model revenue drove overall growth
KPIs: All key metrics expanded steadily, led by transaction volume and ARPU

(Unit: mn yen)	Q3 FY2025	Q3 FY2026	YoY	FY2026 Full-year Forecast (Progress)
Revenue	13,192	16,172	+22.6%	82.0%
Gross profit	4,965	5,628	+13.4%	77.6%
Operating profit	1,812	2,239	+23.6%	80.0%
Profit before tax	1,803	2,220	+23.1%	79.8%
Profit attributable to owners of parent	1,351	1,502	+11.2%	80.4%

KPI	Active IDs	ARPU	Transaction Volume	GMV (Reference)
Q3 (YoY)	482,719 IDs (+13.7%)	Approx. ¥6.0K (+6.8%)	Approx. 380.67mn (+34.4%)	Approx. ¥2.57tn (+21.4%)

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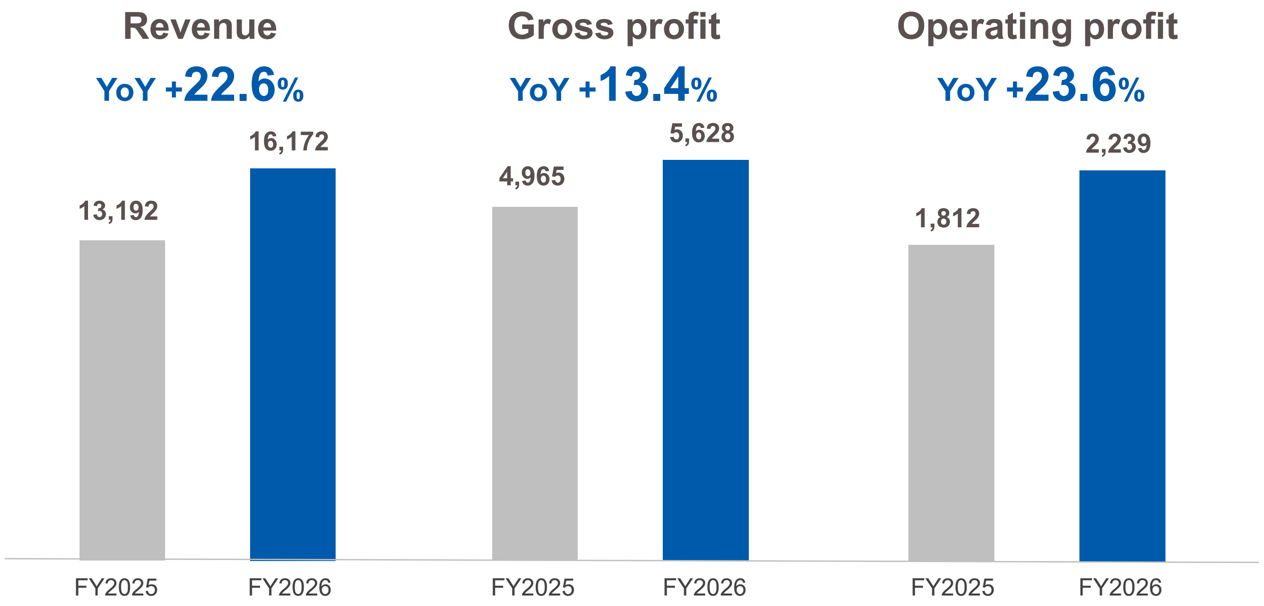
1.3 Key Drivers of Financial Performance (YoY)

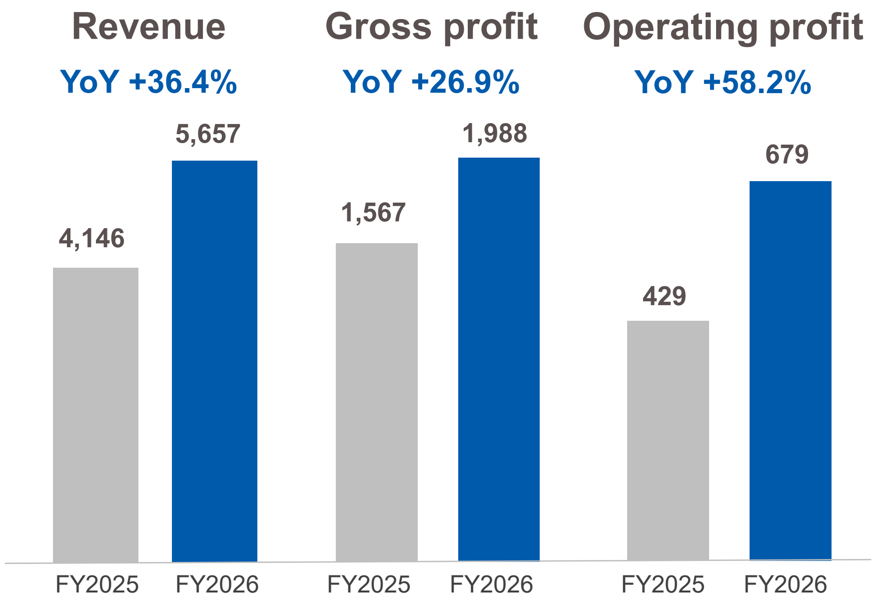
Revenue : Recurring-model revenue led growth on full-scale activation of major merchants
Profit : Q3 gross profit +26.9% YoY and operating profit +58.2% YoY, accelerating growth

(Unit: mn yen)

Q3(cumulative)



Q3



	Revenue	Gross profit	Operating profit
Recurring-model	(+) Full activation of large drugstores and commercial facilities	(+) Expansion of high-activity merchants	(+) Growth in recurring gross profit drove profit increase
Initial	(+) Commercial facility deliveries and SME initiatives paid off (-) Development revenue down approx. ¥0.4bn YoY	(-) YoY decrease due to development revenue factor at left	

Gross profit	Operating profit
Profit growth accelerated on full activation of major merchants	

1.4 Revenue by Business Model (YoY)

Recurring : Steady growth across all revenue categories
Initial : Major commercial facility projects and a stronger SME contribution underpinned steady growth

(Unit: mn yen)	Q3 FY2025 (% of total)	Q3 FY2026 (% of total)	YoY Growth
Recurring-model revenue	**6,425 (48.7%)**	**8,143 (50.4%)**	**+26.7%**
Stock revenue	1,539 (11.7%)	1,866 (11.5%)	+21.2%
Fee revenue	3,748 (28.4%)	4,869 (30.1%)	+29.9%
Spread revenue	1,137 (8.6%)	1,407 (8.7%)	+23.8%
Initial revenue	**6,767 (51.3%)**	**8,029 (49.6%)**	**+18.7%**
Total revenue	**13,192 (100.0%)**	**16,172 (100.0%)**	**+22.6%**

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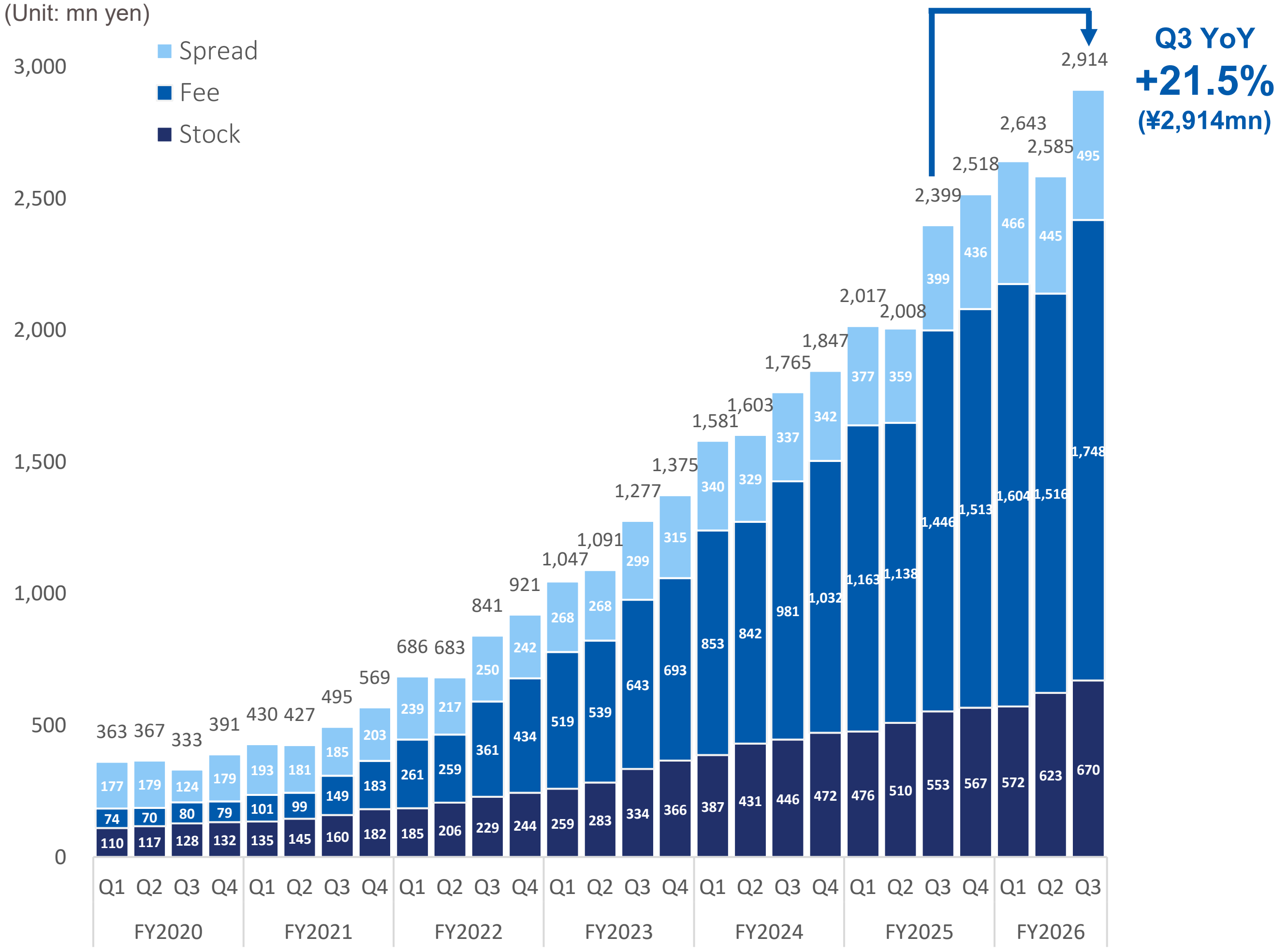
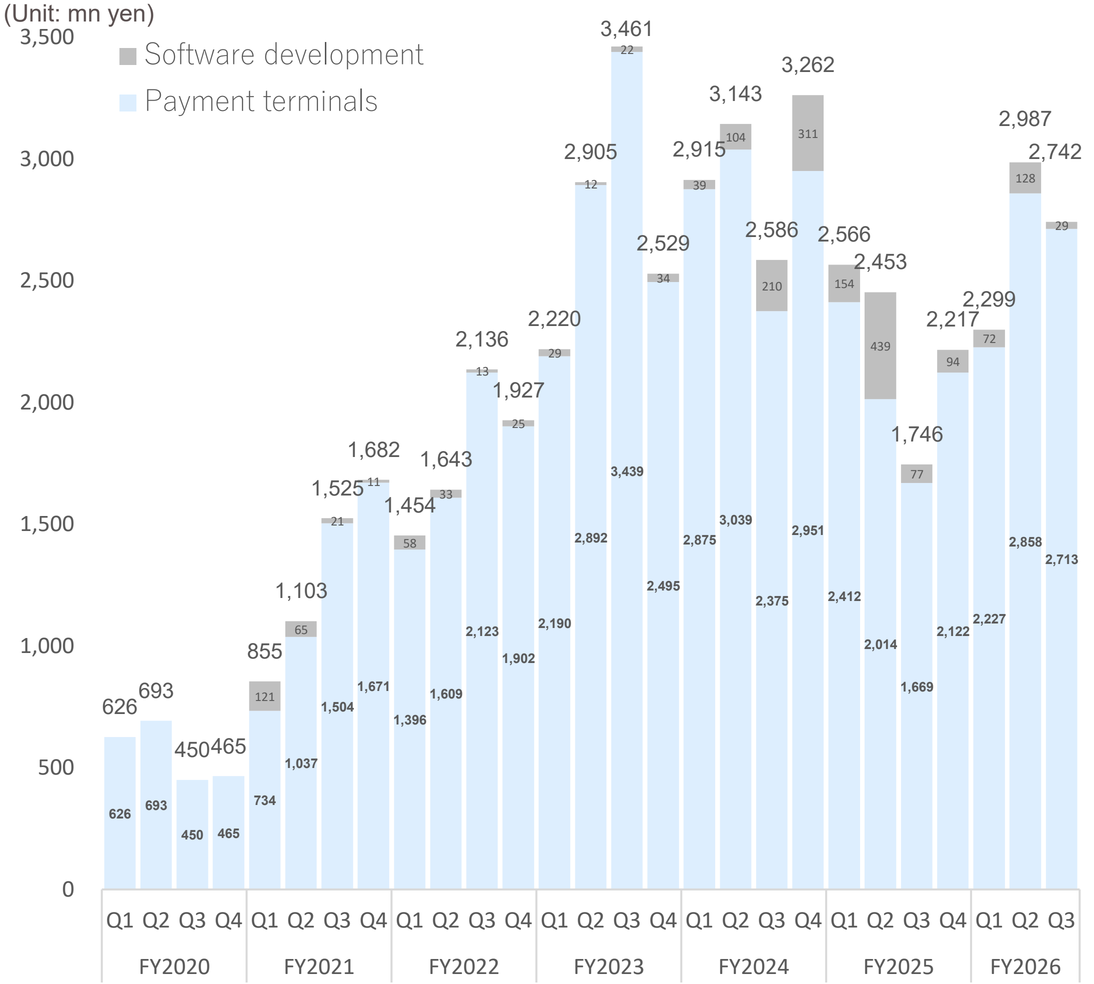
1.5 Revenue by Business Model (QoQ)

Recurring : Growth driven by full-scale activation at major drugstore chains and higher activity at existing merchants
Initial : Full-scale terminal deliveries to major commercial facilities began in Q3

Recurring-model revenue trend (quarterly)



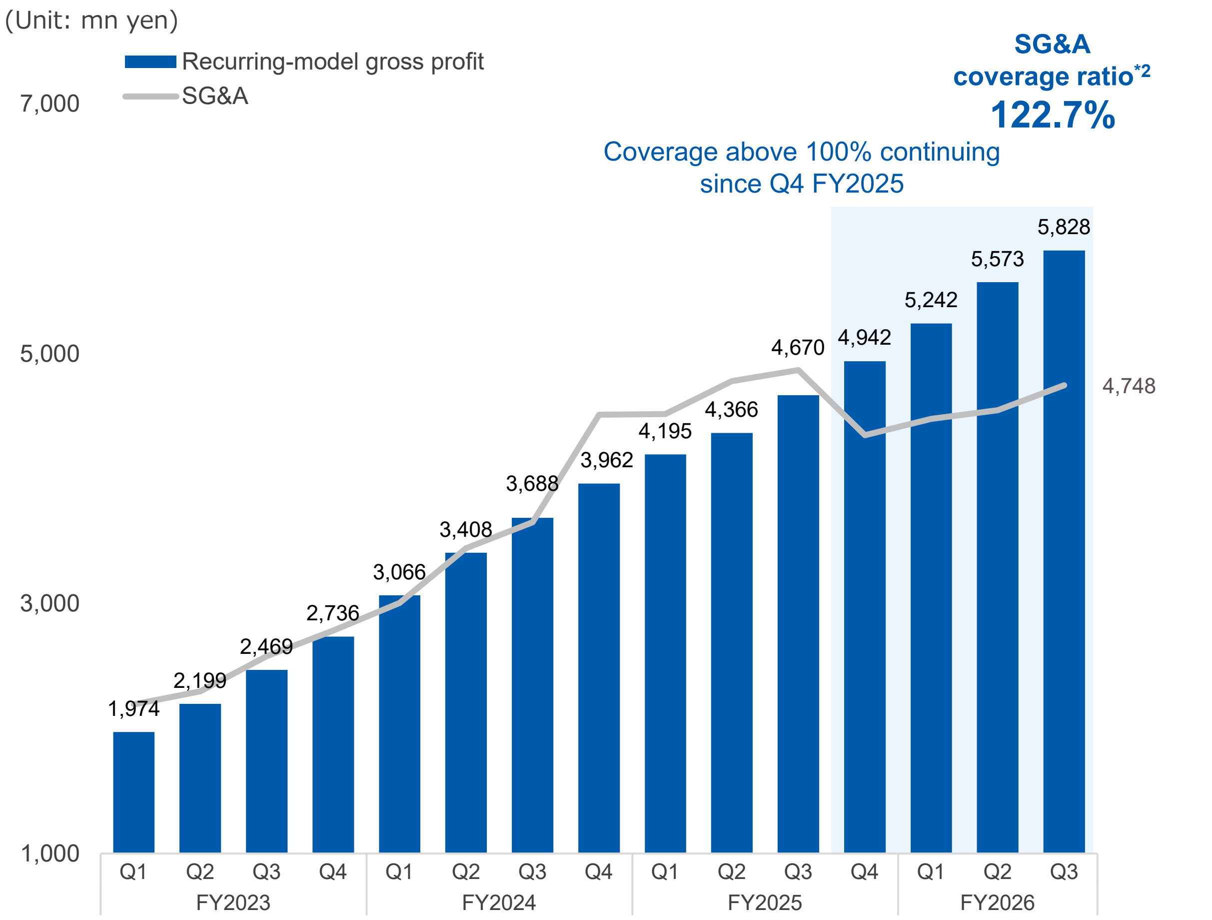
Initial revenue trend (quarterly)



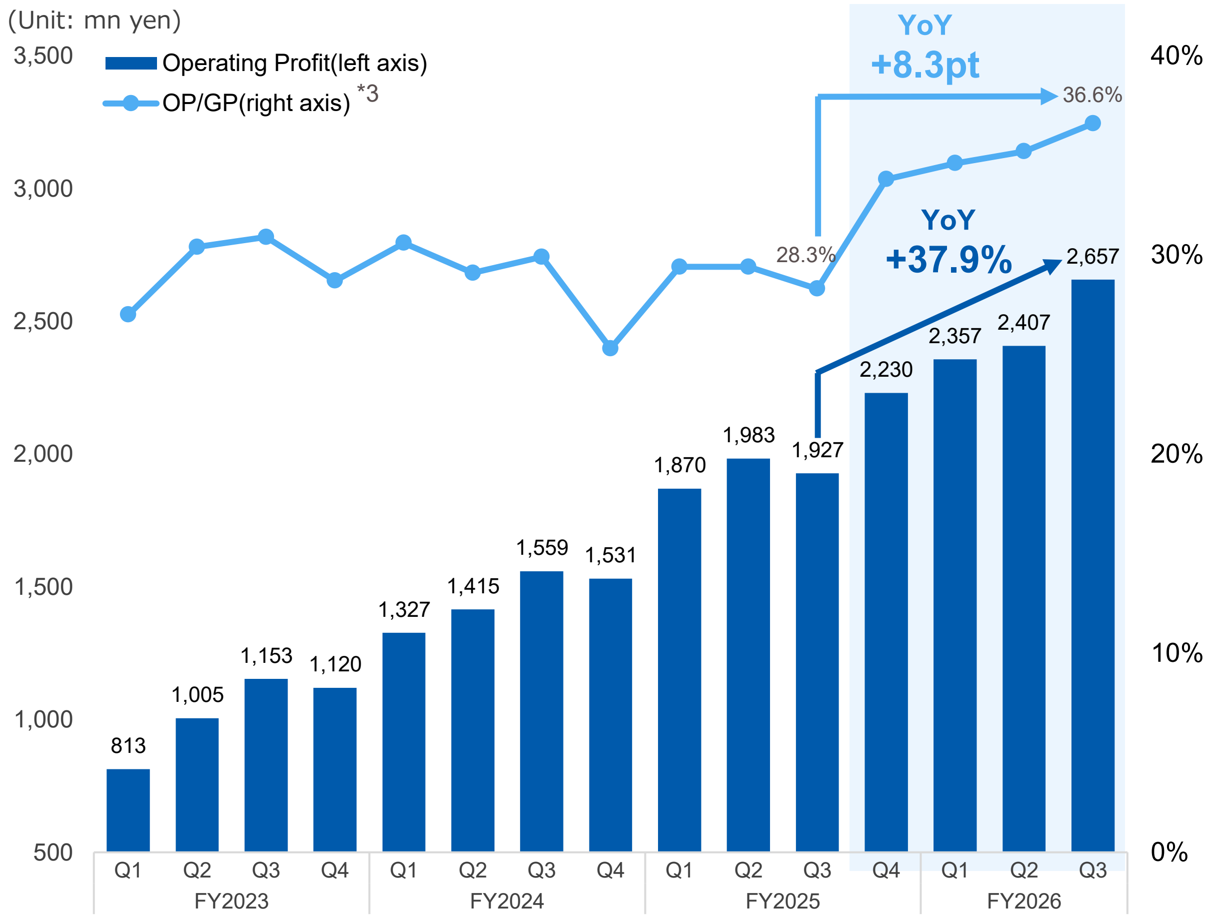
1.6 Growth Driven by Recurring-Model Gross Profit

SG&A coverage by recurring-model gross profit rose to 122.7%
Operating leverage strengthened further, lifting LTM operating profit +37.9% YoY

Recurring-model gross profit and SG&A trend (LTM[*1])



Operating profit / OP/GP(LTM[*1])



*1: LTM = trailing four quarters as of each quarter-end; P/L items are cumulative for the period. FY2023 is on a JGAAP basis; FY2024 Q1-Q3 combines JGAAP and IFRS
*2: SG&A coverage ratio = recurring-model gross profit (LTM) / SG&A (LTM)
*3: OP/GP = Operating Profit(LTM) / Gross Profit(LTM)

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2

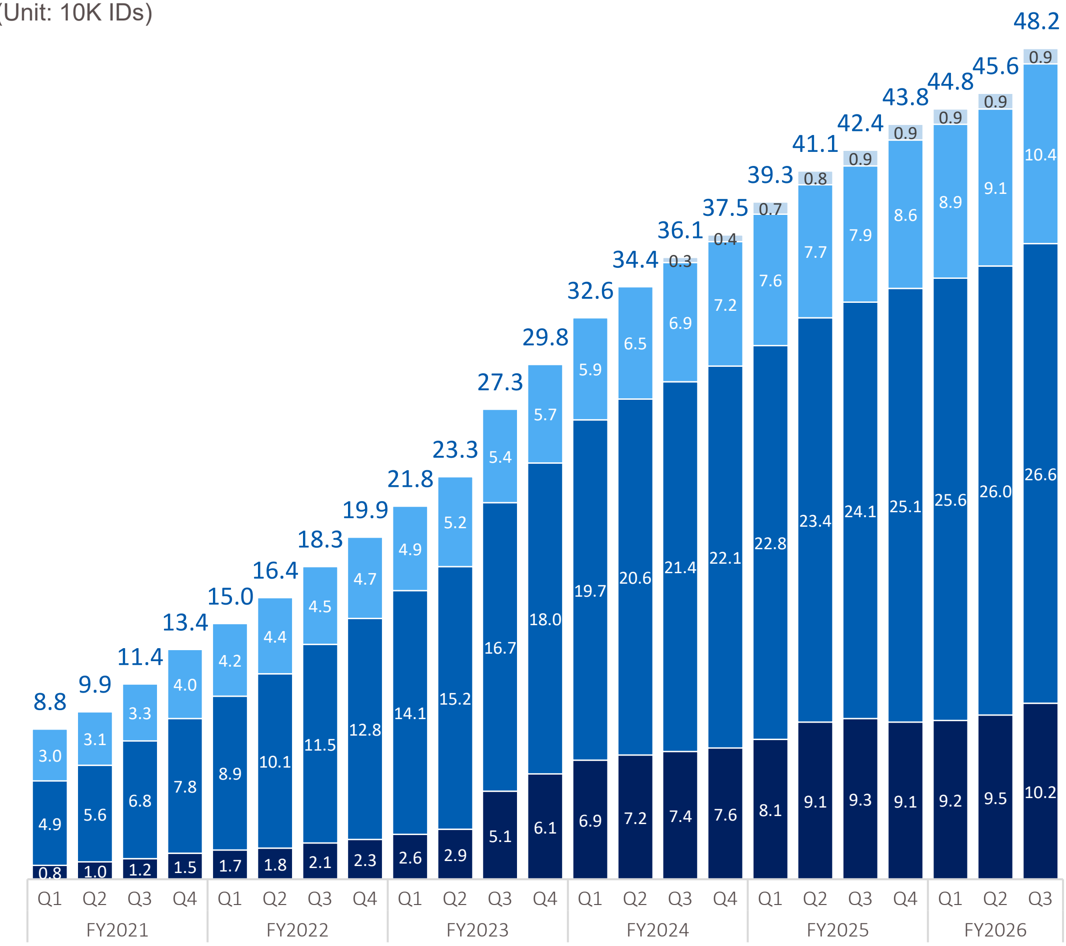
KPI Trends and Business Highlights

2.1 Consolidated KPI Trend (Active IDs)

Unmanned / IoT : Mobility domain drove growth
Manned (large) : Major drugstore chains and commercial facilities now in full-scale activation

Active ID trend

(Unit: 10K IDs)



Q3 FY2026 supplementary notes

Terminal-less

9K IDs
YoY -0.0K IDs(-2.4%)

- SMEs and sole proprietors remain the core focus
- Upselling to existing merchants and continueing sales activity for tablet payments

Unmanned & IoT

104K IDs
YoY +24K IDs(+31.5%)

- **Mobility domain: mutual transit interoperability, campaign effects and growth in installed terminals at entry gates**
- Unmanned solutions expanding in the restaurant domain
- Coin parking and ticketing machines expanding steadily

Manned (SME)

266K IDs
YoY +25K IDs(+10.6%)

- **Accelerating ID acquisition in the life necessities domain, including medical clinics**

Manned (large)

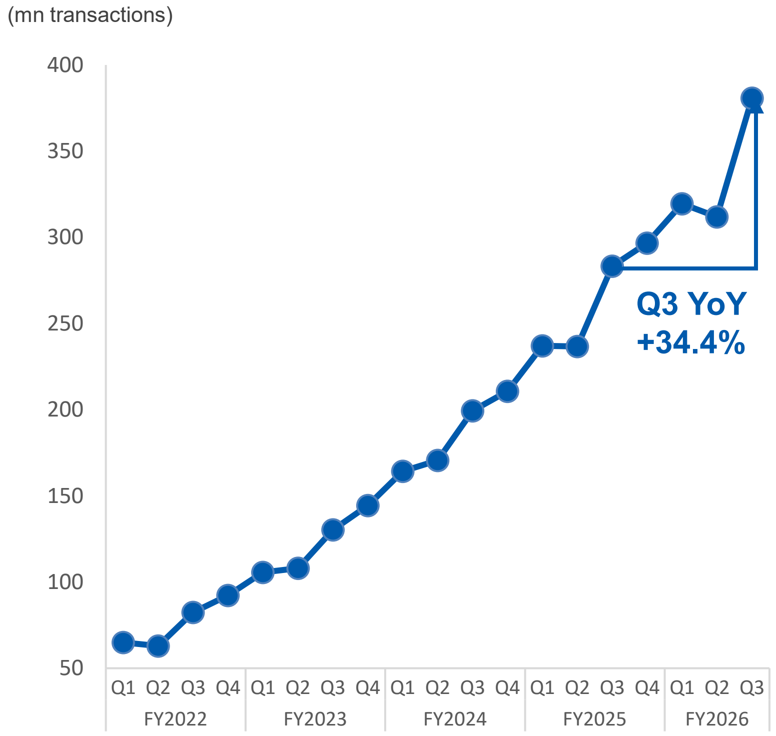
102K IDs
YoY +8K IDs(+8.6%)

- **Major commercial facility projects coming online sequentially**
- **Major drugstore chains now in full-scale activation**

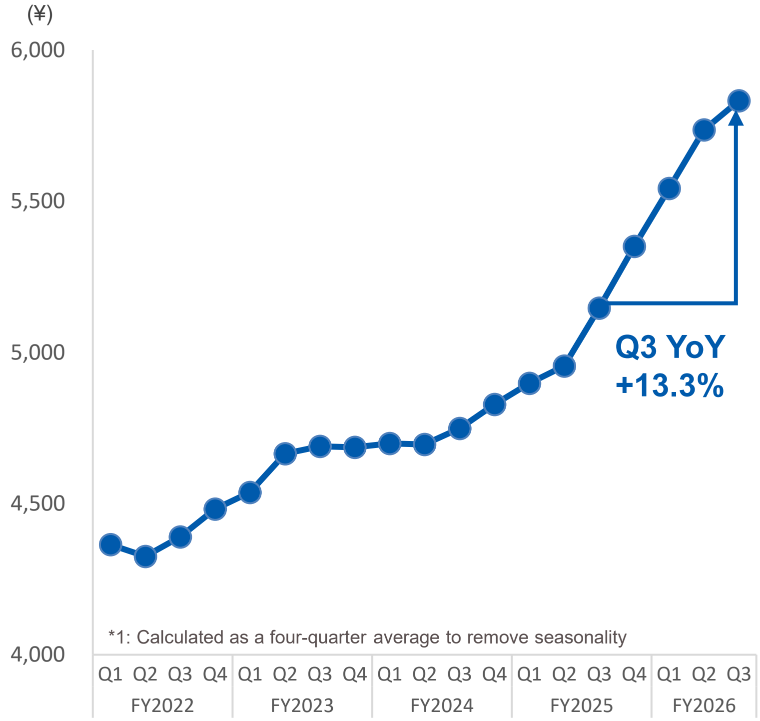
2.2 Consolidated KPI Trend (Transaction Volume, ARPU, GMV / Quarterly)

Transaction volume : Full-scale activation of major commercial facilities drove +34.4% YoY growth
ARPU : Deeper payment usage among highly active IDs delivered +13.3% YoY growth

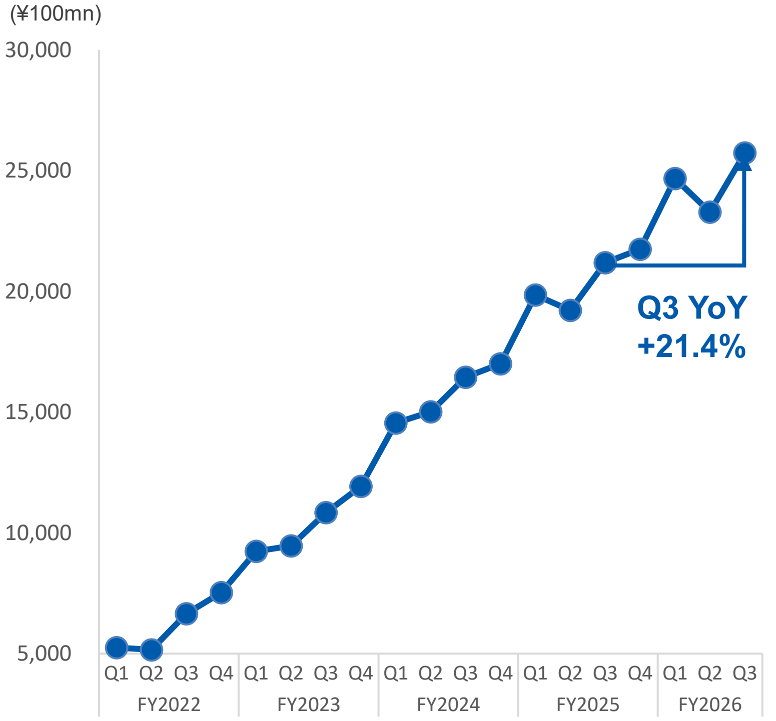
Transaction Volume



ARPU*1



GMV (reference)



	FY2022				FY2023				FY2024				FY2025				FY2026		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Transaction Volume (10K)	6,497	6,292	8,237	9,224	10,553	10,804	13,026	14,438	16,431	17,057	19,935	21,066	23,710	23,661	28,322	29,672	31,951	31,185	38,067
ARPU*1(yen)	4,420	4,448	4,586	4,767	4,751	4,813	4,765	4,686	4,698	4,695	4,747	4,827	4,897	4,954	5,147	5,351	5,542	5,736	5,832
(Ref) GMV(100mn yen)	5,251	5,161	6,658	7,530	9,242	9,459	10,842	11,930	14,552	15,023	16,451	17,000	19,852	19,223	21,196	21,750	24,678	23,289	25,741

2.3 Top 30 Merchants by GMV (Q3)

GMV growth was driven by highly active merchants such as major commercial facilities, life necessities stores and drugstores

FY2025 Q3

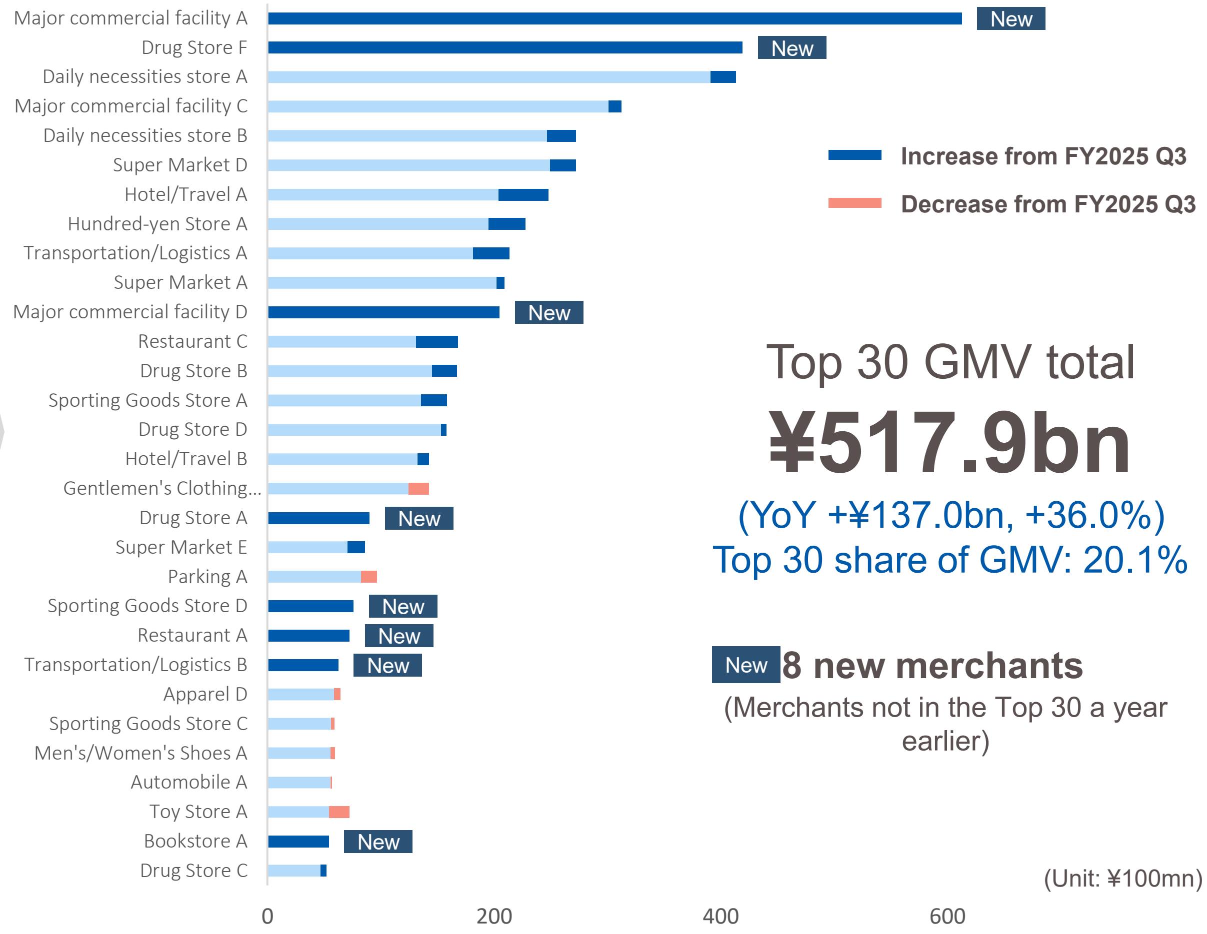
Top 30 GMV total

¥380.9bn

Top 30 share of GMV: 18.0%

(Unit: ¥100mn)

FY2026 Q3



Top 30 GMV total

¥517.9bn

(YoY +¥137.0bn, +36.0%)

Top 30 share of GMV: 20.1%

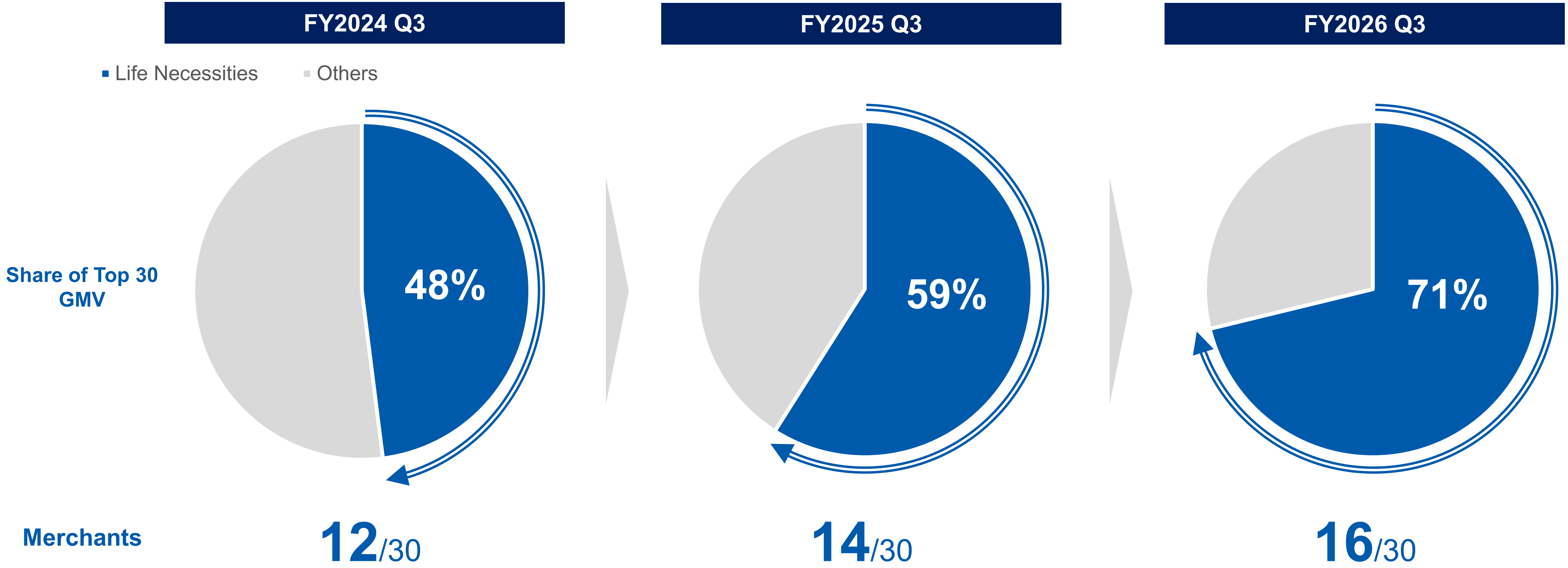
New **8 new merchants**

(Merchants not in the Top 30 a year earlier)

(Unit: ¥100mn)

2.4 Expansion of the Life Necessities Merchant Portfolio (Top 30)

Continued acquisition of high-ARPU life necessities merchants (major commercial facilities, drugstores, daily goods stores) lifted both their share of GMV and their number within the Top 30



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3

Growth Strategy and Progress

3.1 Profit Roadmap

FY2026 operating profit plan of ¥2.8bn
Tracking ahead of plan toward the FY2033 operating profit target of ¥10bn

Strategy

Strategy

1. Acquire high-growth enterprises across industries by launching next-generation multi-payment terminals
2. Expand IoT payments by supporting contactless (tap) and unattended payments
3. Acquire large-scale merchants by expanding alliances with QR code and loyalty point providers
4. Add value by strengthening processing center capabilities

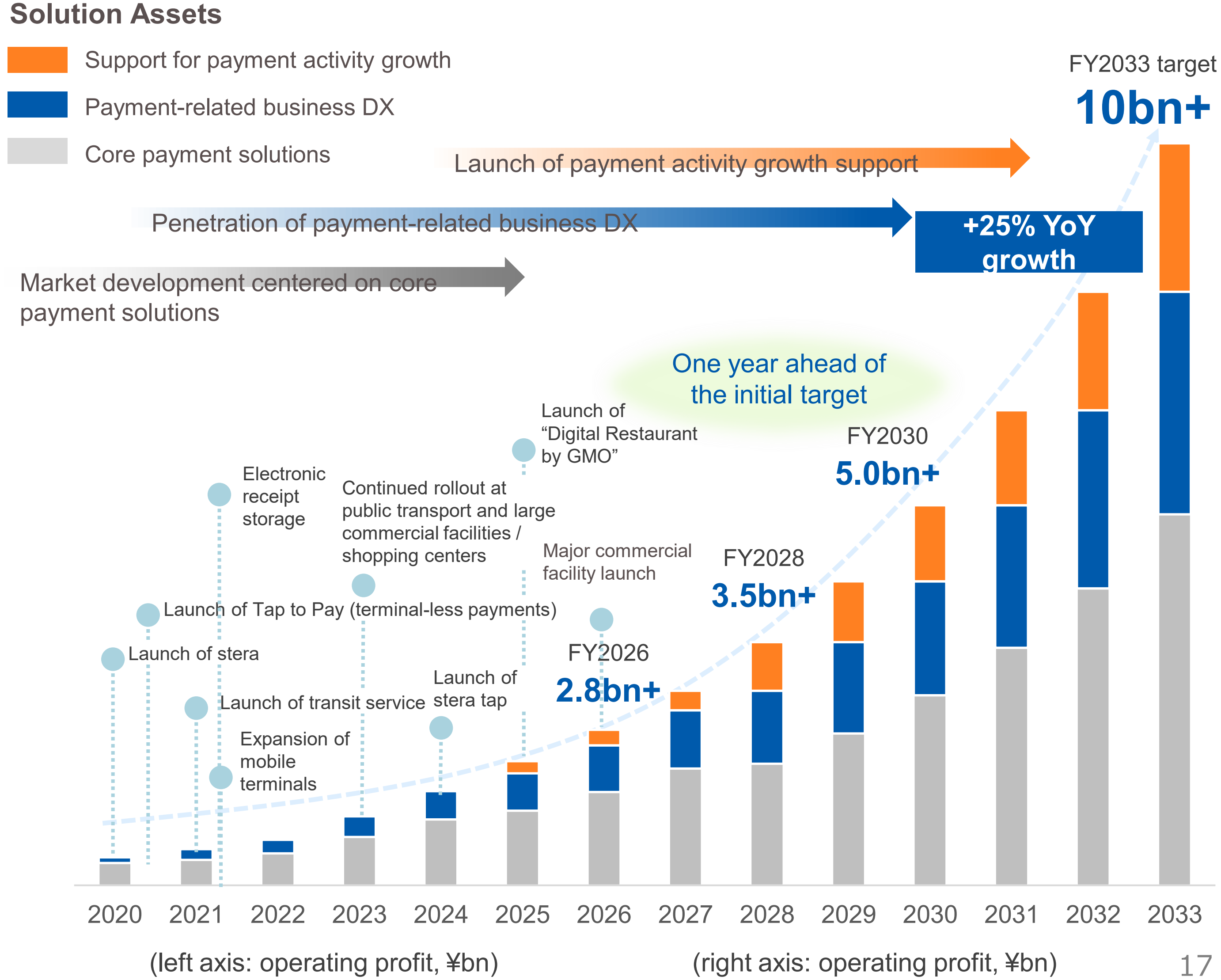
Mid- to long-term strategy

Cashless 2.0

Core payment solutions | Payment-related business DX | Support for payment activity growth

- Terminal & Terminal-less solutions
- Transit
- Transit
- IoT alliance
- Tap to Pay / SME
- Digitalization support
- Marketing support
- Major commercial facility / shopping center

Operating profit growth curve

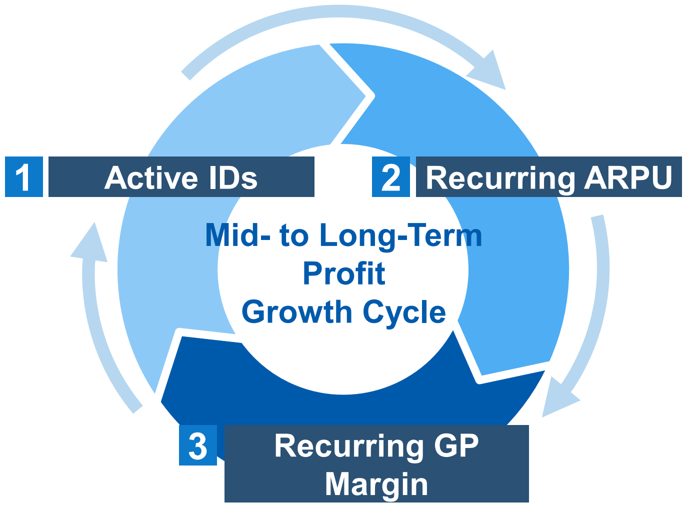


3.2 Drivers of ¥10bn Operating Profit by FY2033

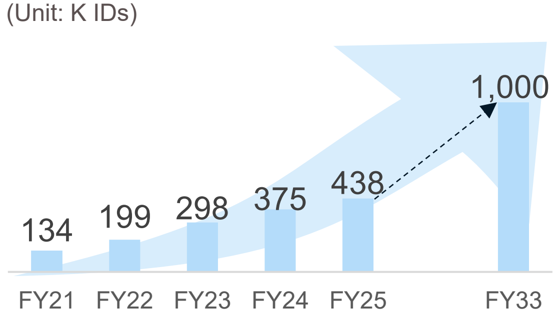
Operating profit target underpinned by three key KPIs

Recurring-model

FY2033 operating profit	=	Active IDs	×	ARPU	×	Recurring GP Margin	+	Initial	-	SG&A
¥10bn+		**1mn**		**25K**		**70%**				

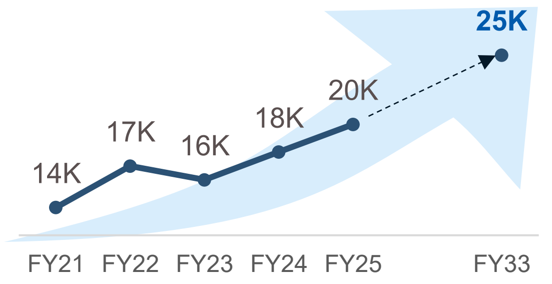


1 Active IDs



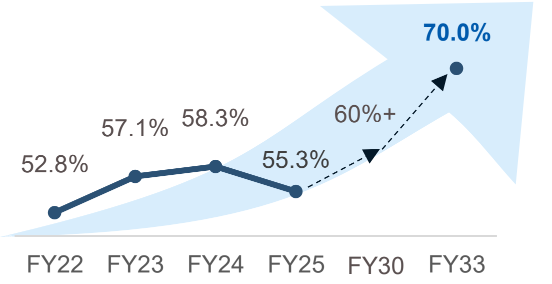
- Continued merchant acquisition in the life necessities domain
- Expanded alliances with partners strong in specific industries and formats
- Raising the SME baseline

2 Recurring ARPU



- Continued development of shared assets
- AI-driven automation and efficiency in development
- Managing profitability KPIs on a per-ID basis

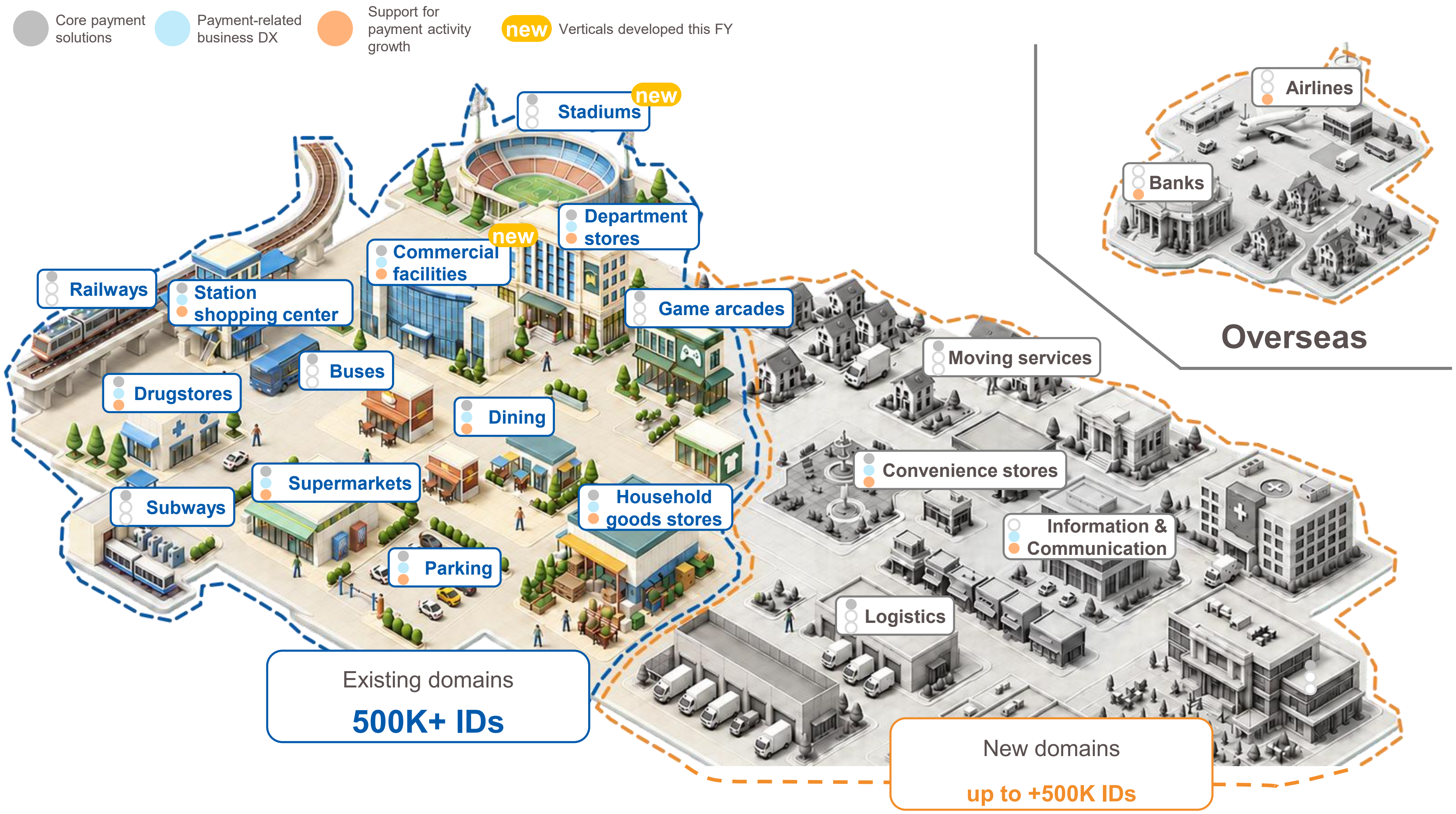
3 Recurring GP Margin



- Continued merchant acquisition in the life necessities domain
- Ecosystem expansion (payment-related business DX and support for payment activity growth)

3.3 Social Infrastructure Supported by GMO-FG

Toward 1mn active IDs by deepening penetration in existing domains and capturing new ones



TOPIC 1
Major commercial facilities P20

- Further expansion potential within the Mitsui Fudosan Group

Commercial facilities | Parking

TOPIC 2
Ecosystem expansion P21

- Expanding mid- to long-term initiatives with enterprises

Airlines | Information & Communication | Convenience stores | Moving & logistics | Banks

TOPIC 3
Mobility P22

- stera transit adoption expanding

Railways | Subways | Buses

3.4 Ecosystem Expansion in Enterprise

Targeting ecosystem expansion by enhancing added value and deepening solutions for the Mitsui Fudosan group

Press Release

June 25, 2026


www.gmo-fg.com/news/2026/06/…

2026.06.25 プレスリリース

GMOフィナンシャルゲート、GMOペイメントゲートウェイの
決済プラットフォームが三井不動産商業マネジメント運営の
商業施設向け決済基盤に採用

～多様化する決済ニーズに対応し、商業施設における利便性向上と運営効率化を推進～

GMOインターネットグループのGMOフィナンシャルゲート株式会社（*1）（代表取締役社長：杉山 憲太郎、以下「GMO-FG」）とGMOペイメントゲートウェイ株式会社（代表取締役社長：相浦 一成 以下「GMO-PG」）は、三井不動産商業マネジメント株式会社（以下「MFSM」）が運営する商業施設において、GMO-FG、GMO-PGの決済プラットフォームが採用されたことをお知らせします。本件により、MFSMが展開する商業施設約80施設を対象に、約15,000台の端末を順次納入し、2026年6月末以降、各施設の導入計画に応じて段階的に本格稼働を進めてまいります。

（*1）GMO-FGは、GMOペイメントゲートウェイ株式会社の連結会社です。

本決定は、GMO-FGの決済プラットフォームが有する充実した標準サービス・柔軟な拡張性や、多様化する決済ニーズにオールインワン端末で対応できる点に加え、GMO-PGが提供する店舗向けQR・バーコード決済サービス「GMO Cashless Platform」を、様々な利用シーンにおいて施設内ネットワーク環境に依存せず導入・運用できる点が評価されたものです。

Vertical / Horizontal expansion within the Mitsui Fudosan Group

Vertical expansion

Mitsui Fudosan Group

Enhance added value and deepen solutions

Current

Commercial facilities

85 facilities / approx. 2,500 companies*1

三井不動産商業マネジメント
MITSUI FUDOSAN RETAIL MANAGEMENT

三井ショッピングパーク LaLaport
三井ショッピングパーク LaLa garden
三井ショッピングパーク LaLa terrace
Mitsui Shopping Park Urban 三井ショッピングパークアーバン
MITSUI OUTLET PARK

15,000 IDs

Expansion potential

Tokyo Dome

三井のリパーク

Food courts

New domain

…

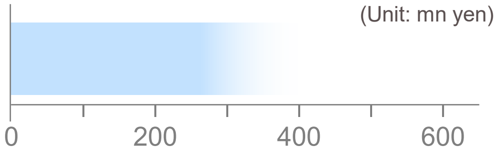
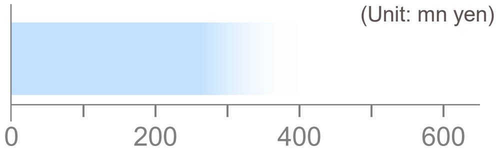
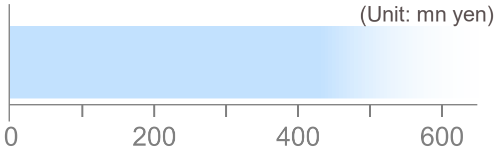
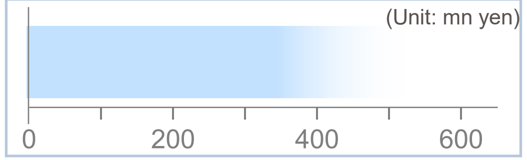
Horizontal expansion

*1: Based on Mitsui Fudosan disclosure

3.5 Ecosystem Expansion in New Adjacent Domains

Beyond the payment core into adjacent domains: advancing mid- to long-term initiatives with enterprise partners

Core payment solutions | Payment-related business DX | Support for payment activity growth

Initiative	① PoC underway **Office delivery & mobile ordering**	② Verbal agreement; proposal in progress **Table payment & last one mile**	③ Verbal agreement; proposal in progress **Expansion of alliance strategy**	④ Proposal in progress **Inbound customer attraction**	**Multiple other projects in progress**
Related Companies	**Convenience stores & Supermarkets**	**Logistics & Dining**	**IT & Communications**	**Airlines & Banks**	
Overview	 • OMO-based support for resolving in-store challenges	 • Expansion of cashless scenes	 • B2B channel-driven cashless adoption among SMEs and sole proprietors	 • Support for capturing inbound demand	
Aim	✓ Secure the position for unmanned and contactless payments at major merchants	✓ Develop new payment scenes beyond manned terminals	✓ Accelerate SME acquisition through alliances	✓ Maximize ARPU by capturing inbound tourist demand	
Revenue target (FY2030)					

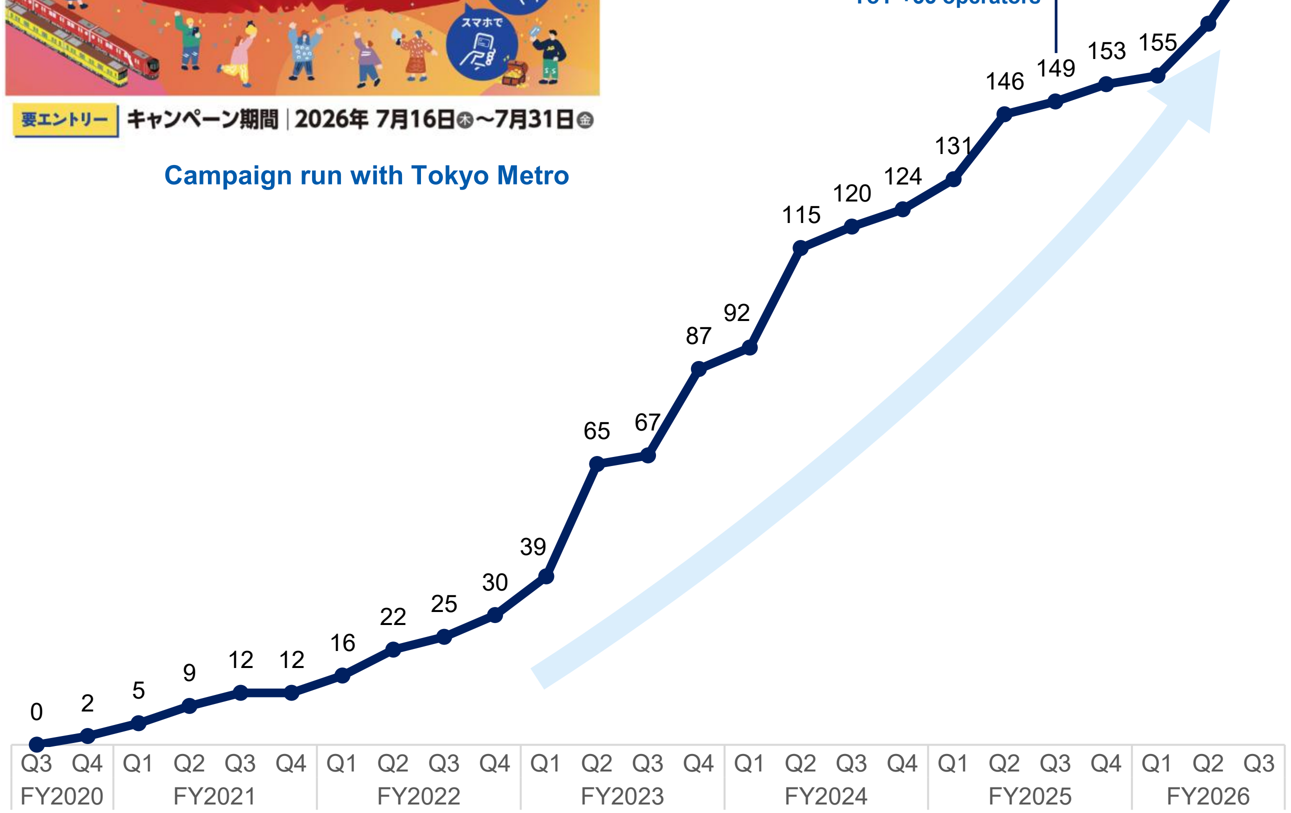
3.6 Payment Platform Expansion (Mobility)

Adoption expanded to 184 transit operators, with transaction volume growing steadily

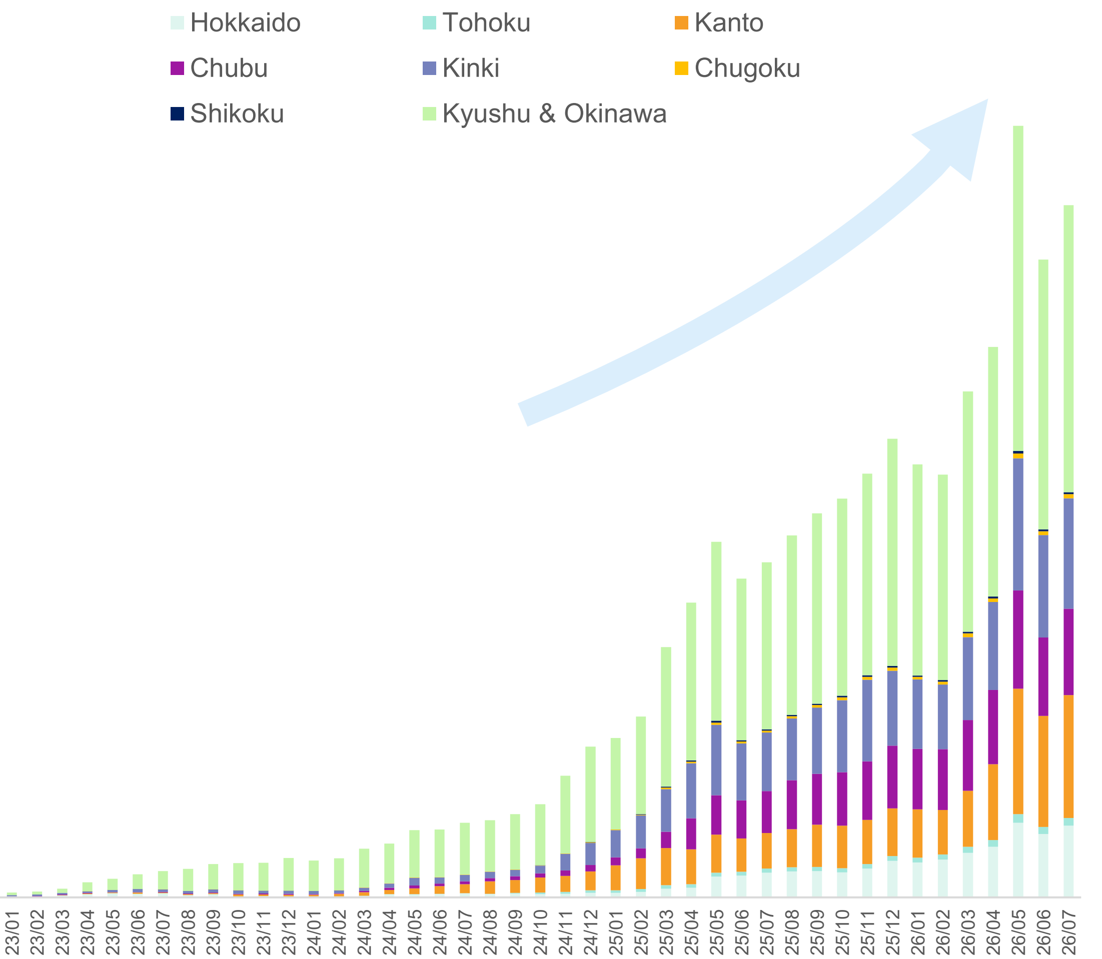
Adoption status across domestic public transit

Campaign run with Tokyo Metro

As of June 2026: **184 operators**
(44 prefectures)

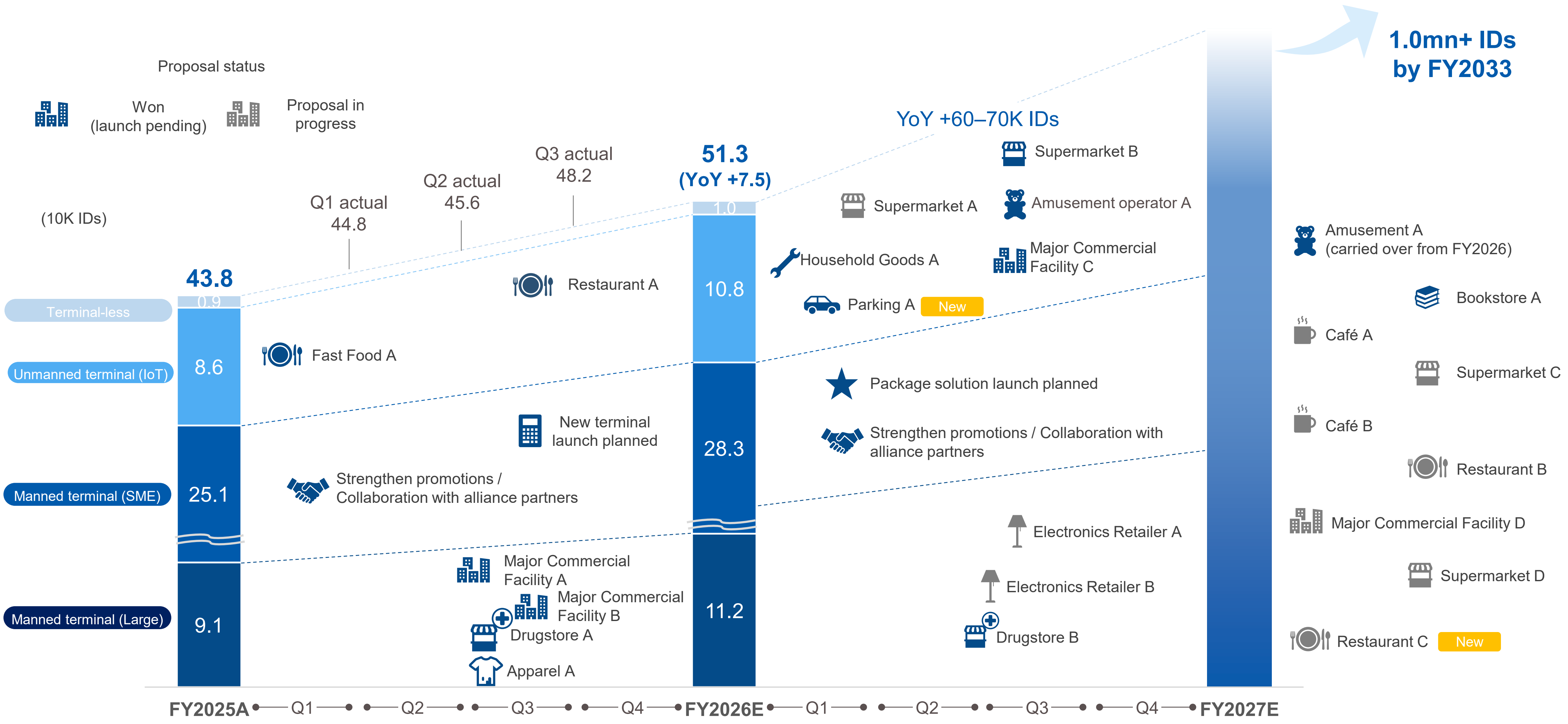


Mobility transaction volume trend



3.7 Future Pipelines

Building up a pipeline centered on prospective high-activity merchants and the life necessities domain



Appendix

Financial Data, Investment and Shareholder Returns

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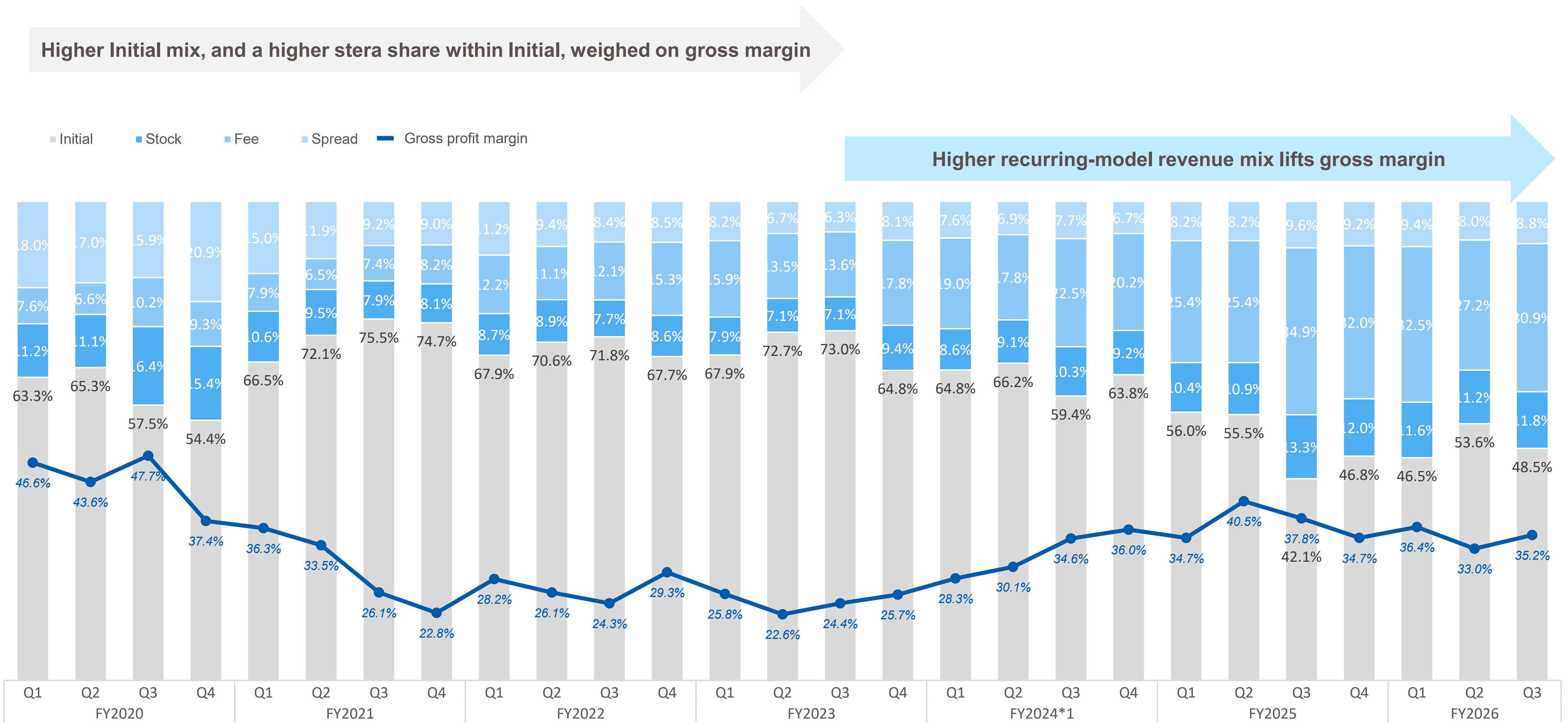
Shift in Revenue Mix and Gross Margin Trend

Gross margin continues to trend up, driven by growth in recurring-model revenue

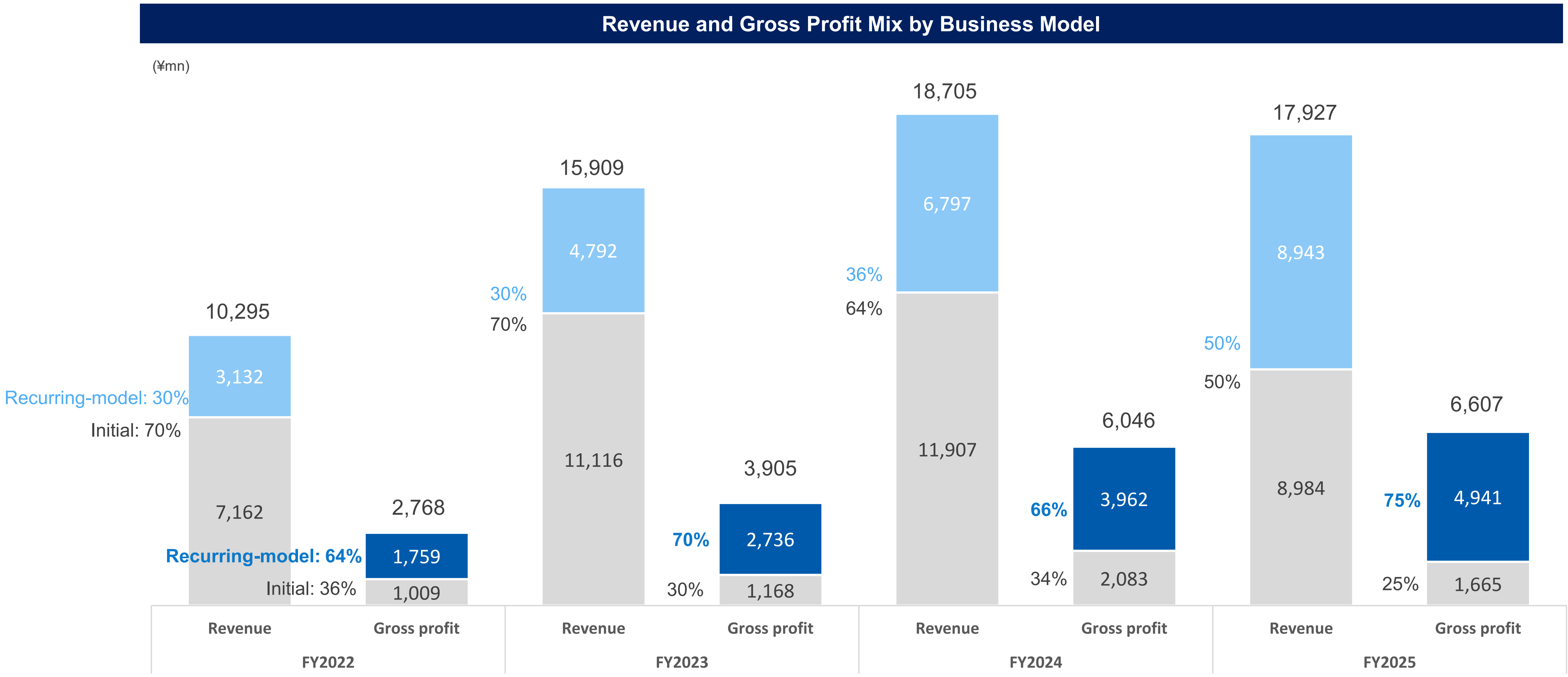


	Initial	Stock	Fee	Spread	Gross profit margin
FY2020 Q1	63.3%	11.2%	7.6%	18.0%	46.6%
FY2020 Q2	65.3%	11.1%	6.6%	17.0%	43.6%
FY2020 Q3	57.5%	16.4%	10.2%	15.9%	47.7%
FY2020 Q4	54.4%	15.4%	9.3%	20.9%	37.4%
FY2021 Q1	66.5%	10.6%	7.9%	15.0%	36.3%
FY2021 Q2	72.1%	9.5%	6.5%	11.9%	33.5%
FY2021 Q3	75.5%	7.9%	7.4%	9.2%	26.1%
FY2021 Q4	74.7%	8.1%	8.2%	9.0%	22.8%
FY2022 Q1	67.9%	8.7%	12.2%	11.2%	28.2%
FY2022 Q2	70.6%	8.9%	11.1%	9.4%	26.1%
FY2022 Q3	71.8%	7.7%	12.1%	8.4%	24.3%
FY2022 Q4	67.7%	8.6%	15.3%	8.5%	29.3%
FY2023 Q1	67.9%	7.9%	15.9%	8.2%	25.8%
FY2023 Q2	72.7%	7.1%	13.5%	6.7%	22.6%
FY2023 Q3	73.0%	7.1%	13.6%	6.3%	24.4%
FY2023 Q4	64.8%	9.4%	17.8%	8.1%	25.7%
FY2024*1 Q1	64.8%	8.6%	19.0%	7.6%	28.3%
FY2024*1 Q2	66.2%	9.1%	17.8%	6.9%	30.1%
FY2024*1 Q3	59.4%	10.3%	22.5%	7.7%	34.6%
FY2024*1 Q4	63.8%	9.2%	20.2%	6.7%	36.0%
FY2025 Q1	56.0%	10.4%	25.4%	8.2%	34.7%
FY2025 Q2	55.5%	10.9%	25.4%	8.2%	40.5%
FY2025 Q3	42.1%	13.3%	34.9%	9.6%	37.8%
FY2025 Q4	46.8%	12.0%	32.0%	9.2%	34.7%
FY2026 Q1	46.5%	11.6%	32.5%	9.4%	36.4%
FY2026 Q2	53.6%	11.2%	27.2%	8.0%	33.0%
FY2026 Q3	48.5%	11.8%	30.9%	8.8%	35.2%

*1: IFRS basis from FY2024

Gross Profit Mix

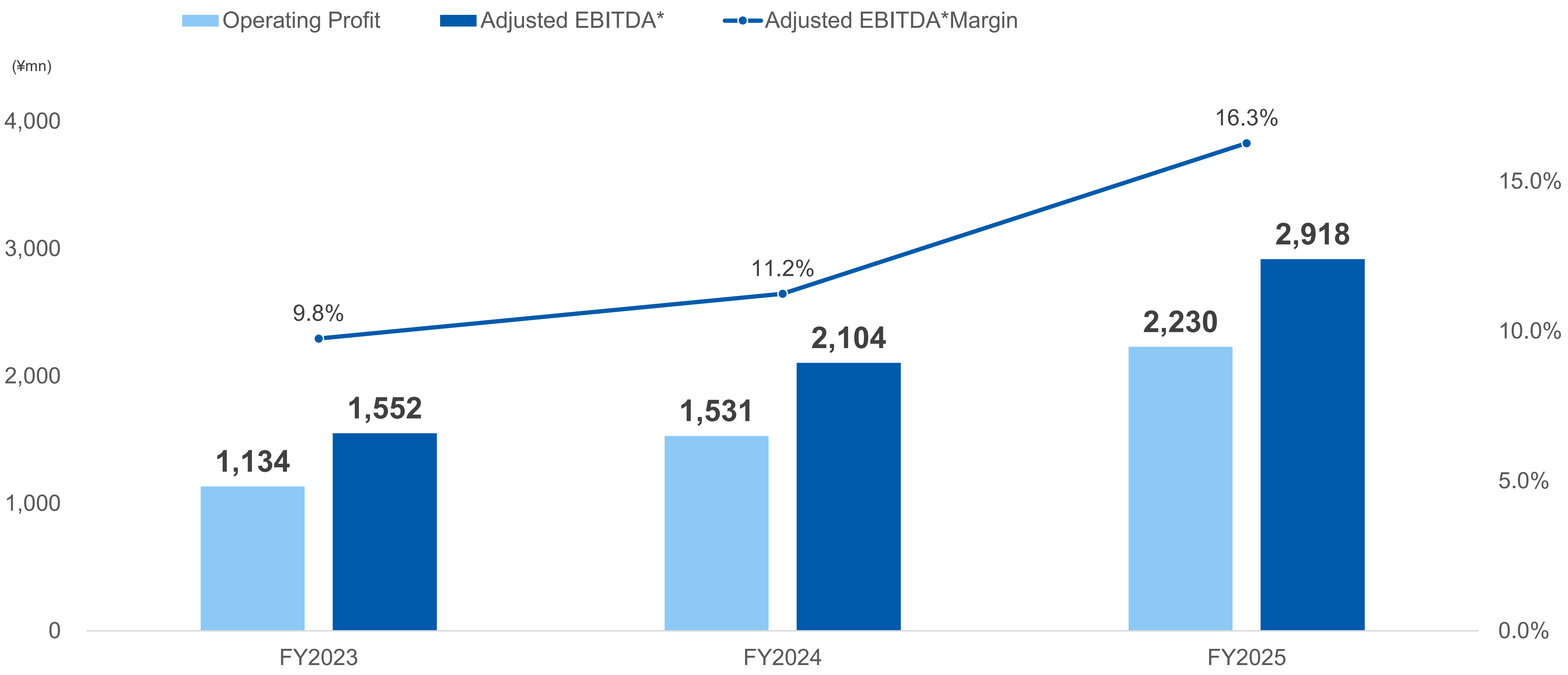
Recurring-model revenue growth is building a stable profit base



GMO FINANCIAL GATE

Shift in Earnings Structure and Robust Cash Generation

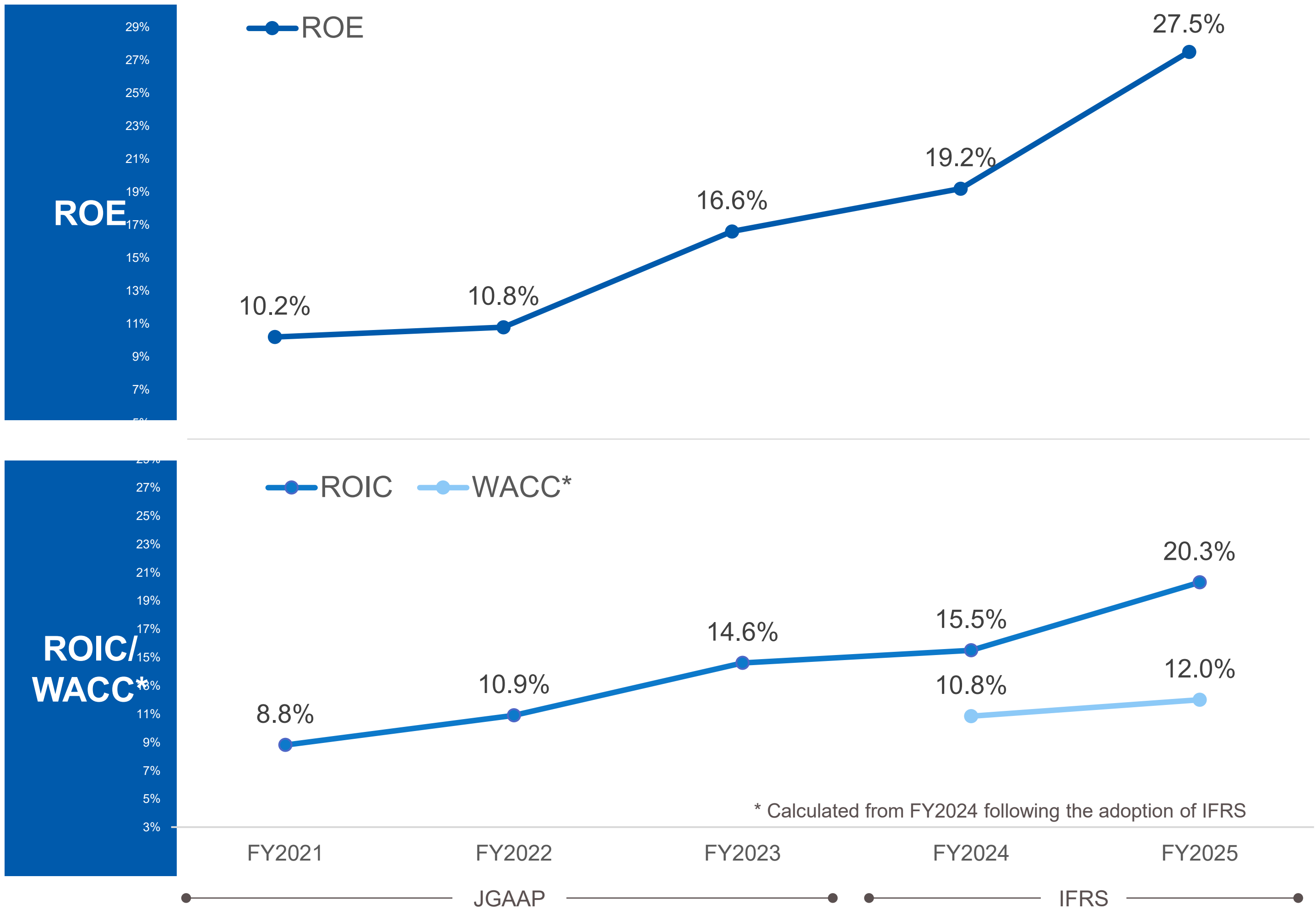
Software development revenue rose as we met merchant requirements on large projects
Depreciation increased, while adjusted EBITDA continued to expand steadily



* Adjusted EBITDA = operating profit + depreciation + goodwill amortization ± non-recurring adjustment items

Efficiency Metrics and Capital Efficiency Improvement

Recurring revenue expansion has steadily improved margins, lifting both ROE and ROIC materially; we remain focused on improving efficiency metrics and lowering the cost of capital



Mid- to long-term plan	Actions and policies
Target: 25%+	**ROE** • Improve margins by expanding recurring-model revenue • Pursue profit growth that outpaces growth in equity • Pursue strategic alliances and M&A that contribute to profit growth
Target: 20%+	**ROIC** • Disciplined investment and M&A focused on returns
Target: stable	**WACC** • Maintain financial soundness while pursuing an optimal capital structure • Sustain highly transparent IR activities

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Capital Allocation Policy

Pursue sustained business growth in line with our investment funding and capital allocation policies

Investment Funding Policy

- **Priority order of investment sources**
  (1) Operating cash flow, (2) Interest-bearing debt, (3) Equity

(1) Operating cash flow

- Deploy operating cash flow generated by sustainable profit growth

(2) Interest-bearing debt and other sources

- Use interest-bearing debt flexibly in line with our investment policy, taking into account the Company's financial position, market conditions and interest rate levels

(3) Equity

- Consider equity financing to fund investment for sustainable growth, judged comprehensively against share price levels, market conditions and financial position

Capital Allocation Policy

- **Prioritize business and growth investment in line with strategy, while sustaining a consistent level of shareholder returns**

Business investment

- Invest in initiatives that grow active IDs and lift ARPU, maximizing recurring-model revenue

Growth investment

- Execute disciplined growth investment delivering returns above the cost of capital

Shareholder returns

- Deliver stable, sustainable dividends with a payout ratio of 50% or more

Investment Policy

Execute disciplined business and growth investment to deliver mid- to long-term operating profit growth of +25% YoY

	Business Investment	Growth Investment
Key Investment Targets	● Data centers, terminal development and internal systems ● Human capital (organizational strengthening, recruitment, performance-linked compensation) ● Development for contactless payment, labor-saving and self-service in IoT (mobility) and transit (rail, bus, etc.)	● Partnership development (businesses that grow active IDs and lift ARPU) ● Support for cashless adoption among SME merchants ● New services in payment-related business DX and support for payment activity growth
Basic Investment Policy	● Premised on achieving the operating profit plan ● Business investment is executed on the assumption that the plan is met	● In principle, secure returns above the cost of capital ● Broaden investment areas and scale once effectiveness is validated

Shareholder Return Policy

Aiming to grow corporate value through business growth while delivering stable, continuous dividends

Basic Policy on Shareholder Returns

Increase in corporate value	Stable and continuous dividends
Aim to grow market capitalization over the mid- to long-term through sustained business growth **Grow net income attributable to shareholders through operating profit growth of +25% YoY or more**	Stable and continuous dividend payments Target a dividend payout ratio of 50% or more while securing the capital needs and internal reserves to support business growth

Thank you

GMO Financial Gate, Inc.

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IR web site URL https://gmo-fg.com/en/index.html