

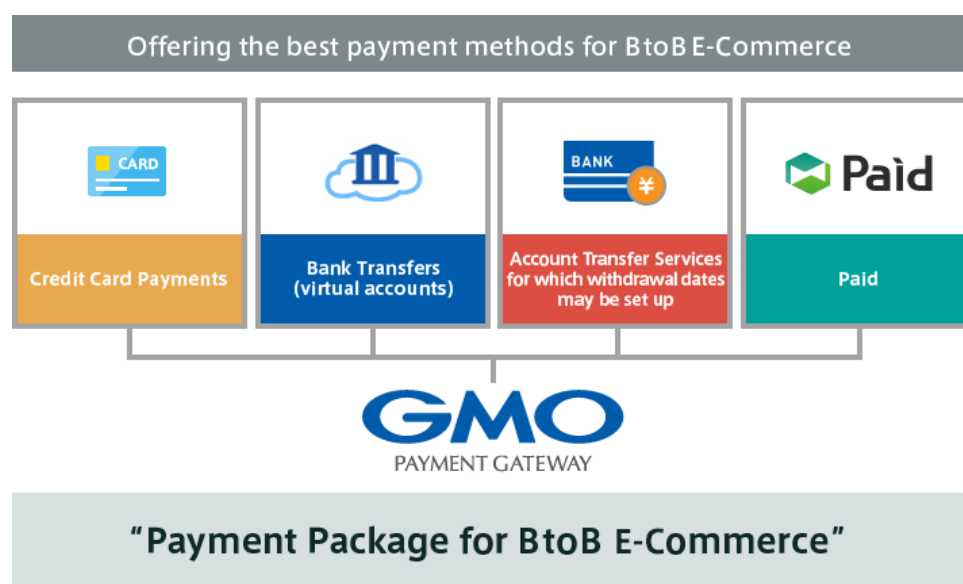
**GMO-PG Introduces “Paid”,
a Deferred Payment Service for BtoB Transactions
Offering a “Payment Package for BtoB E-Commerce Businesses”
with Optimum Payment Methods**

- A one-stop offer of “Paid”, Credit Card Payments, Virtual Accounts, Account Transfers, and more -

As of January 24, 2017 (Tue), GMO-PG has begun offering a “Payment Package for BtoB E-Commerce Businesses”, a compilation of the perfect payment methods for BtoB e-commerce (electronic transactions between companies).

In addition to servicing credit card payments, bank transfers (virtual accounts), and account transfers, the B2B package for e-commerce also offers “Paid”, a B2B deferred payment-based settlement of accounts service from Raccoon Co., Ltd..

Advance registrations for “Paid” are being accepted as of today, and services will become available in April 2017.



【Background and Overview】

While Japan’s BtoC e-commerce market (electronic transactions with consumers) stood at 13.8 trillion yen as of 2015, the size of the BtoB e-commerce (electronic transactions between companies) is approximately 20 times its size at 288 trillion yen. The rate of e-commerce initiatives, which shows the level of penetration of e-commerce, is also significantly greater ^(*) for e-commerce in the area of BtoB at 27.3 percent, while the percentage stands at 4.75 percent for BtoC. Due to advantages for companies and businesses such as improved efficiency, reductions in manpower costs, and new sales channels, e-commerce is beginning to more deeply penetrate the market for BtoB businesses, for example in the corporate sales of parts and office supplies, wholesale, procurement, and online services.

However, a situation persists where various challenges are faced by companies which attempt to introduce BtoB e-commerce independently, such as the need to introduce various settlement methods for payment after

delivery schemes that are high in demand, and the issue of financing in the event that payments are not collected.

To resolve the various issues faced by companies and businesses and to support the introduction of e-commerce for BtoB transactions, GMO-PG is now offering a “Payment Package for BtoB e-commerce”, bringing together the different payment methods needed for BtoB e-commerce initiatives, and it is also planning to add as a part of the package in April 2017 Raccoon’s “Paid” service, which serves as a comprehensive agent that handles everything from the management of credit that is generated in credit purchases to the collection of payments for BtoB e-commerce.

Operators of BtoB e-commerce businesses will be able to introduce credit card settlements, bank transfers (virtual accounts), account transfer services where the remittance date is possible to designate, or a comprehensive outsourcing service for the settlement of accounts-related operations ranging from credit management to B2B credit (deferred payment)-based settlement of accounts to charges to money collection “Paid”, which will become a part of the offerings in April, and other payment methods offered as a part of the package, in an easy and efficient way. All the methods may be managed centrally, and the collective remittance of sales amounts handled by GMO-PG will reduce the efforts required for overseeing deposits and withdrawals and make it possible to create a deposit cycle that best suits the financing needs of each business.

Through the “GMO payment after delivery” payment service offered by its consolidated company GMO Payment Service Inc. for a payment after delivery settlement scheme for BtoC e-commerce businesses and the new “Payment Package for BtoB E-Commerce”, GMO-PG will continue to meet the needs for “payment after delivery” in both the BtoC and BtoB areas and support the diverse needs within the industry to take proactive steps into e-commerce.

(*1) Source: “2015 E-Commerce Market Survey”, Ministry of Economy, Trade and Industry

【About “Payment Package for BtoB E-Commerce”】

URL: <https://www.gmo-pg.com/service/mulpay/package/BtoB/>

■A one-stop offer of optimum payment methods for BtoB e-commerce

The “Payment Package for BtoB E-Commerce” offers four payment methods that are in high demand among BtoB e-commerce businesses. BtoB e-commerce businesses can select and introduce the payment method that is needed for their services, simply by signing an agreement with GMO-PG. Complicated tasks such as the processing and management of bills and matching formats for invoices in each of the payment methods can all be handled on the same management screen for improved work efficiency.

■Payment cycles may be customized

Because GMO-PG consolidates the transfer of payments which are collected from customers, BtoB e-commerce businesses may choose from the predetermined number of payments, closing dates, and terms of payment as desired (*2). This flexibility enables businesses to establish the best payment cycle for their funding needs, and they may be able to significantly shorten the time to payment, such as to every day or in two business days.

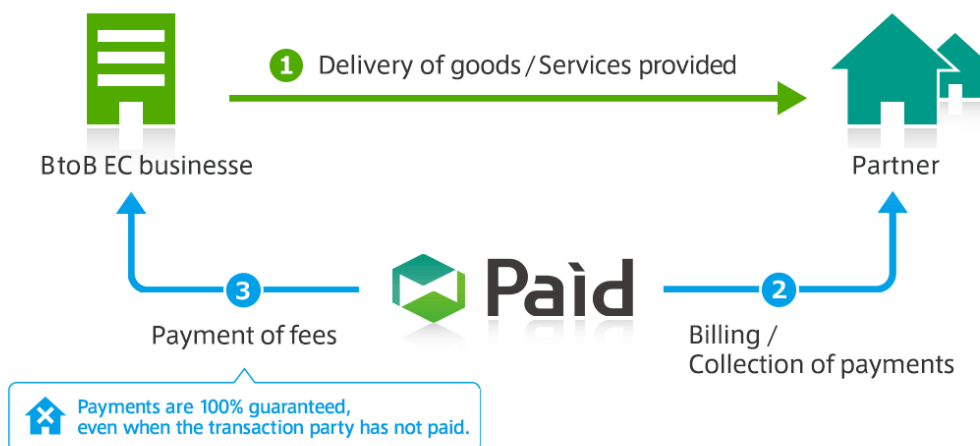
(*2) For information on the predetermined number of payments or days, please visit the URL below.

URL : <https://www.gmo-pg.com/service/mulpay/option/souki/>

<Available payment methods>

<p>(1) Credit Card Payments</p>	<p>A service that allows credit card payments. In addition to the standard settlement of credit card payments where the e-commerce site jumps to a payment screen, an optional service is available where a “payment screen” URL is issued for each transaction and sent by email.</p>
<p>(2) Bank Transfers (virtual accounts)</p>	<p>A bank transfer service where a virtual account dedicated to transfers (virtual account) is allocated for each transaction and the account number may be used to administer the status of deposits.</p>
<p>(3) Account Transfer Services for which withdrawal dates may be set up</p>	<p>An account transfer service where a BtoB e-commerce business may choose from four withdrawal dates for the payment for goods: the 5th, the 6th, the 23rd, or the 27th of the month.</p>
<p>(4) “Paid”</p>	<p>A comprehensive outsourcing service for the settlement of accounts-related operations ranging from credit management to B2B credit (deferred payment)-based settlement of accounts to charges to money collection. The full sales amount is paid by “Paid”, so businesses do not need to concern themselves over the non-collection of money. Credit allocations for transaction partners may be set between 300,000 yen and 10 million yen, making it possible to deal with transactions with individual businesses or small-sized transactions immediately.</p> <p><Note></p> <ul style="list-style-type: none"> - Payment methods are enabled for bank transfers and account transfers. - Registration with “Paid” will be necessary for both BtoB e-commerce businesses and their partners. GMO-PG will take care of registrations for “Paid” for BtoB e-commerce businesses that already use its “Payment Package for BtoB e-commerce”.

<Concept for use of “Paid” services>



【Raccoon Co., Ltd.】

Raccoon's corporate philosophy is to "improve the efficiency of corporate activities and make things convenient" as it offers infrastructure services in the BtoB arena. The company offers "Paid", the B2B deferred payment-based settlement of accounts service that takes care of all billing tasks and is being introduced by GMO-PG on this occasion, as well as "SUPER DELIVERY", a wholesale/supplier site for fashion and sundries, "T&G guarantee", which helps resolve issues of accounts receivable, and COREC, which uses cloud to improve the efficiency of orders placed and received, and is boosting its trade volume for each of its services.

【GMO Payment Gateway】

GMO-PG offers comprehensive payment services and financial services to 77,256 merchants (as of September 2016, GMO-PG Group), including operators of online shops and sellers of digital content, operators who collect recurring monthly payments, such as NHK and those who offer subscription purchases, and public organizations such as the Japan Pension Service and the Tokyo Metropolitan Government. Services for added value such as online advertising services that contribute to boosted merchant sales, focused chiefly on payment services. Supplying loans and other financial services that support the growth of merchants from a funding perspective and actively engaging in overseas initiatives like overseas payment services, the yearly payment amount processed by GMO-PG about 20 billion USD.

GMO-PG aims to enable both consumers and businesses to enjoy payment methods that are convenient and equipped with high levels of security and to serve as the infrastructure for payment processes in Japan.

GMO-PG will promote initiatives for new innovation such as FinTech and contribute to improving the rates of e-commerce in Japan as a leading company in the payment industry.

【Related Links】

•GMO-PG URL : <http://corp.gmo-pg.com/en>

•Raccoon URL : <http://paid.jp/>

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