

October 17, 2017

GMO-PG Transaction lending starts to use external data - Coordination with an EC automation platform “Next Engine” -

GMO Payment Gateway, Inc.’s “GMO-PG transaction lending” service, previously running mainly on payment data, starts receiving data from “Next Engine”, an E-Commerce automation platform provided by Hamee Corp., on October 17, 2017.

GMO-PG transaction lending is a convenient lending service free of collateral or joint guarantor with a lead time of only minimum three operating days. For such service, GMO-PG has screened its merchants using data such as their daily sales (payment data of sales through E-Commerce site).

The start of data linkage from Next Engine allows GMO-PG to conduct underwriting from a variety of perspectives, adding order taking data, stock data, etc. registered on Next Engine as decision making bases to conventional payment data. In addition, GMO-PG is pleased to announce that it lowers lending interest rate by up to 0.25% for merchants who pass such multi-dimensional screening.

【Background and Overview】

Japan’s E-Commerce market enlarged 9.9% year-on-year to 15.1 trillion yen as of 2016, and is forecast to grow further.* In such an expansionary market, E-Commerce operators’ demand for fund is not only rising but unique as well. They need short-term temporary working capital until product supply stabilization or sales revenue collection, or additional advertising expenses to run promotion when most optimum, to give some examples.

In view of the need to support merchants’ development, GMO-PG came to provide GMO-PG transaction lending service in May 2014. This is a service to finance capital in three or more operating days from application and does not require collateral or joint guarantor. Credit screening has so far been conducted by GMO-PG with daily sales records, etc.

Hamee, who now comes into the picture, provides “Next Engine”. The E-Commerce automation platform allows merchants to centrally conduct various, necessary tasks including order taking, stock control, product page management, message distribution and sales analysis on administration page.

To allow itself to use such external data for multi-dimensional screening, GMO-PG has decided on data linkage. This move will surely enable GMO-PG to better meet growing lending needs.

With the data linkage from Next Engine by Hamee as a starter, GMO-PG will launch more of various initiatives, such as adding data linkage partners, to develop its transaction lending service into a more convenient one.

* Ministry of Economy, Trade and Industry “2016 E-Commerce Market Survey”

【Multilateral screening and interest rate reduction by up to 0.25%】

“GMO-PG transaction lending app” shows on Next Engine from today. By authorizing data linkage through the app, merchants are able to be screened multi-dimensionally, based on their order taking and stock data on Next Engine in addition to the conventional, daily sales data. GMO-PG merchants who passed such multi-dimensional loan examination can enjoy an interest rate reduction by 0.25% at maximum.

<Steps to receive loans through data linkage with Next Engine>

GMO-PG merchants using Next Engine need to follow the steps below to execute data linkage and apply for the multi-dimensional screening.

①	GMO-PG merchants open a loan account on the application page for GMO-PG transaction lending.
②	GMO-PG merchants open “GMO-PG transaction lending app” on the administration page of Next Engine and enter their loan account data to “apply for loan screening”.** Merchant data on Next Engine including order taking and stock is transmitted to GMO-PG.
③	GMO-PG proposes a lending plan with appropriate lending amount and interest rate computed based on daily sales record (payment data) and the data transmitted from Next Engine.
④	GMO-PG merchants apply for the proposed loan plan. Collateral or joint guarantor is not necessary.
⑤	After application, GMO-PG confirms merchant’s identity and conducts necessary procedures. Loan is extended in three days at the earliest.

** GMO-PG merchants need to authorize data transmission to GMO-PG.

【Overview of GMO-PG transaction lending】

Target	Merchants using GMO-PG’s payment services * Excludes sole proprietors
Amount	1–200 million yen
Loan interest rate	Normal interest rate: 2.0%-12.0% per annum Preferential interest rate: Up to 0.25% deducted from the normal interest rate (when authorized data linkage with Next Engine)
Repayment	①Equal installment payment: to pay an equal amount by month ②Lump-sum repayment: to repay the entire principal by a specified date
Term	3-12 months
Guarantor/Collateral	No third-party guarantor or collateral is needed
Delinquency penalty	18.0% per annum
Necessary documents	Borrower’s corporate register, seal registration certificate, a copy of driver’s license of contact person, etc. Further details are delivered by emails, etc. at the time of application.
URL	https://www.gmo-pg.com/en/service/mulpay/option/lending/

【Hamee Corp.】

Profit of the company's two businesses, "commerce business" and "platform business", has been growing above the rapidly-expanding E-Commerce market. Commerce business is the business of planning and selling mobile accessories while platform business is about developing and offering Next Engine, a cloud business management platform for online mail-order operators. The company defines its business domain as "happy mobile, easy e-commerce", and aims to deliver a top mobile accessory brand on commerce business and to turn Next Engine into a global standard of E-Commerce business management platforms on platform business. Hamee is especially committed to free up and shift various people involved in E-Commerce business to more creative spaces by promoting automation with Next Engine, ultimately contributing to the entire E-commerce market's development.

【GMO Payment Gateway】

GMO-PG offers comprehensive payment services and financial services to 88,425 merchants (as of June 2017, 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 over 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 (Service) URL : <https://www.gmo-pg.com/en>
- GMO-PG (Company Profile) URL : <https://corp.gmo-pg.com/en>

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