

# **GMO** FINANCIAL HD

C O R P O R A T E P R O F I L E



## Making Financial Service More Reasonable, More Fun, and More Flexible

Working towards a world where financial services can be easily and conveniently accessed through the enhancement of existing services and creation of new solutions in new financial sectors.

Financial services such as investments can help people to realise their dreams and broaden the possibilities of life. This is exactly why we want these services to become familiar and accessible to many people – instead of being something that benefits only a few. In order to achieve this goal, we utilise new technologies and ideas that are not bound by existing frameworks, in order to engage in a variety of business activities and enable more innovation.

### More “Providing increasingly cost-effective services”

# Reasonable

Building personal assets is one of the important elements in the realisation of a prosperous life. However, there are many people out there who think of starting investing but just can't find a way to take that first step. Making transaction costs just that little bit more affordable can lead to making this thought a reality. We want to create opportunities for as many people as possible to take that step to the next level by providing financial services at a reasonable price.

### More “Continuing through enjoyment”

# Fun

Things that are difficult to understand or use usually don't stay around for a long time. That is why we strive for simplicity. We develop our systems and services internally, and thoroughly pursue convenience and straightforward UX, focusing on factors like an intuitive user interface, comfort of use and enjoyment. Building assets can help people to lead more prosperous and enjoyable lives.

### More “Opportunities anytime and anywhere”

# Flexible

We will continue to use technology to eliminate information gaps and create opportunities that will allow anyone the flexibility to invest in financial products around the world at anytime, anywhere. We aim to create a world where all kinds of financial services can be used more conveniently. In this way, we can expand the potential of financial services and build a more prosperous future.

## Striving for a world where financial products and services from around the globe can be conveniently traded anytime, anywhere.

We strive to lower costs, increase usability, and make financial services more open for all people thanks to the power of the Internet.

To achieve our aims, it is essential to work towards the future we envision by designing new services based on passionate and free exchange of ideas, and having the human resources who can help make these dreams a reality.

We highly value the creativity of our team, where people with great ideas and imagination from different fields of work come together to create new and innovative solutions without being bound by existing frameworks.

Since the incorporation of GMO CLICK Securities (formerly GMO Internet Securities) in 2005, we have focused on being able to follow the entire development process from planning, development, and maintenance, to management of a financial transaction system internally, and have responded quickly to our customers' changing demands.

At the same time, we have endeavored to provide financial services, such as securities and FX, that feature a high standard of usability with the lowest level of commission fees in the industry, by reducing unnecessary costs.

As a result, thanks to the support of our loyal customers, we have grown to be one of the world's largest FX providers by volume, and are considered to be one of the leading businesses operating in the online securities industry. On an organizational level also, the large number of wonderful, talented engineers and creators from various industries who found their new home at GMO Financial Holdings is one of our greatest strengths.

Currently, we have established bases not only in Japan, but also in Hong Kong, London, and Bangkok, and continue our global expansion in order to make the world's financial services even more accessible.

We will continue to take on the challenge of becoming Japan's leading diversified online financial group by using our technical capabilities in the financial and Internet business fields as a source of our competitive edge, so that our employees can continue to develop and be happy, and in order to bring smiles to the faces of our dedicated stakeholders.

## Hiroyasu Kito

President, Representative Executive Officer and CEO

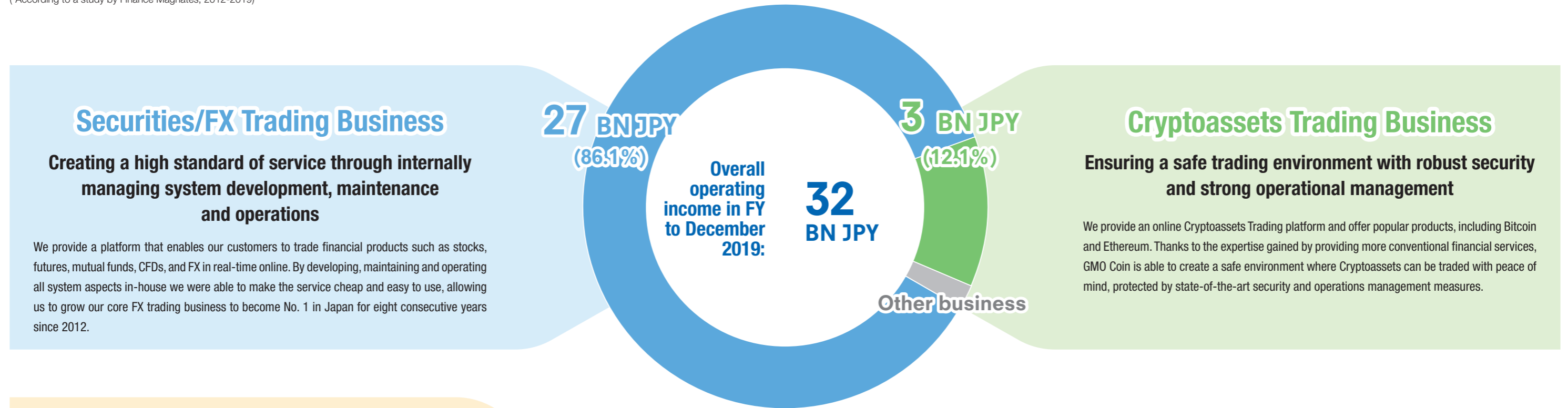


# Expanding Influence in Finance and Technology

GMO Financial Holdings comprises of GMO CLICK Securities Inc., which is recognised as Japan's largest\* FX provider by volume, FX PRIME by GMO Corporation, GMO Coin, Inc. and other subsidiary companies. We offer a diversified portfolio of services within the segments of Securities/FX Trading and Cryptoassets Trading.

(\*According to a study by Finance Magnates, 2012-2019)

volume, FX PRIME by GMO Corporation, GMO Coin, Inc. and other subsidiary companies.



## Securities/FX Trading Business

**Creating a high standard of service through internally managing system development, maintenance and operations**

We provide a platform that enables our customers to trade financial products such as stocks, futures, mutual funds, CFDs, and FX in real-time online. By developing, maintaining and operating all system aspects in-house we were able to make the service cheap and easy to use, allowing us to grow our core FX trading business to become No. 1 in Japan for eight consecutive years since 2012.

## Cryptoassets Trading Business

**Ensuring a safe trading environment with robust security and strong operational management**

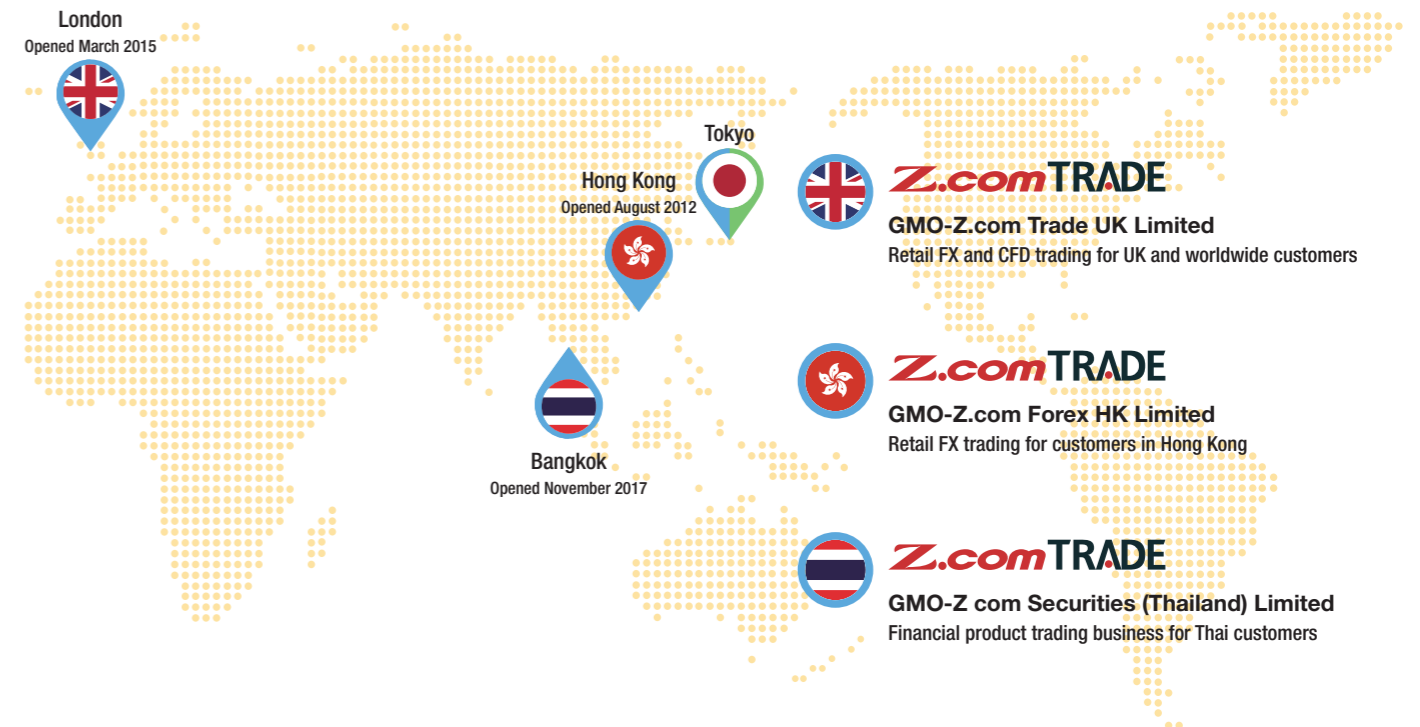
We provide an online Cryptoassets Trading platform and offer popular products, including Bitcoin and Ethereum. Thanks to the expertise gained by providing more conventional financial services, GMO Coin is able to create a safe environment where Cryptoassets can be traded with peace of mind, protected by state-of-the-art security and operations management measures.

## Business Around the World

**In Japan** GMO CLICK Securities (formerly, GMO Internet Securities) was established in October 2005 and began operating services in May 2006. Following our acquisition of FX PRIME (currently, FX PRIME by GMO) in September 2012 we were able to reach an even higher number of customers than ever before. The incorporation of GMO Coin in September 2017 allowed us to begin Cryptoassets Trading operations. Most recently we increased our targeting of corporate clients by establishing GMO Click Global Markets where we focus on institutional trading services.

**Overseas** GMO Financial Holdings continues to expand its business globally and has active operations in Hong Kong, London, and Bangkok. Our Hong Kong subsidiary started offering FX trading services in August 2012. Our UK subsidiary followed in March 2015, providing FX and CFD trading services to customers worldwide. A subsidiary in Thailand was established in November 2017, offering an online securities trading service. We are passionate about making financial services more open and accessible to everyone and will continue to expand across the world.

- GMO CLICK Securities, Inc.**  
Securities trading, retail FX/CFD trading, provision of diversified financial products
- FX PRIME by GMO Corporation**  
Retail FX trading, other diversified financial services
- GMO Click Global Markets, Inc.**  
FX trading services for institutional clients
- GMO Coin, Inc.**  
Cryptoassets Trading



## IDEA × TECHNOLOGY

### Organisational capacity to continue creating valuable financial services

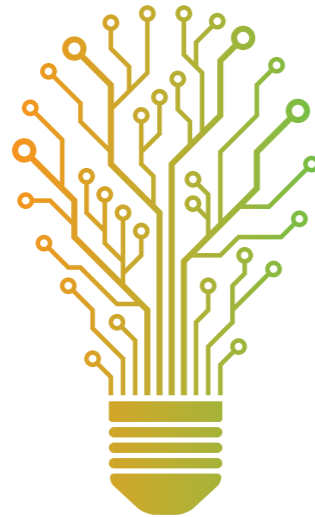
We strive to continue providing services that meet our customers' demands in the age of rapid changes. This is why we utilise ideas and technologies to their maximum potential within a constantly-evolving organisational structure.

By developing, operating and maintaining all trading support systems in-house we are able to consistently develop new financial services that are easy, convenient, and fun to use.

### IDEA

Creative culture that cultivates new ideas

We value every individual's passion and determination, their diversity of unique characters, respect and consideration for others, and a desire for thorough communication. By encouraging teamwork at every level, we are building an open culture with passion for innovation that is not bound by existing frameworks.



### TECHNOLOGY

Power to create services which utilise the latest technologies

At GMO Financial Holdings, we possess the high-level of technical know-how required to develop financial systems ourselves. We focus on researching cutting-edge technology and finding ways of combining our findings with existing solutions. This way, we are able to swiftly develop new usable and easy-to-understand services that satisfy the needs of our customers.

#### In-house system development, operation and maintenance with a high level of technical proficiency

- Fully insourced production flow allows us to reduce development costs, in turn leading to market and customer base expansion
- High flexibility in responding to changes in customers' or market's demands

#### Improving service convenience by fully utilising technology

**AFFORDABLE**  
Lowest transaction costs in the industry

How can we make investing easier and more enjoyable for everyone? We believe that the answer is simple: it just needs to become affordable and easy to use. In offering our services we remain committed to pursuing a continued reduction in transaction costs and providing customers with intuitive, stable and secure trading systems and tools.

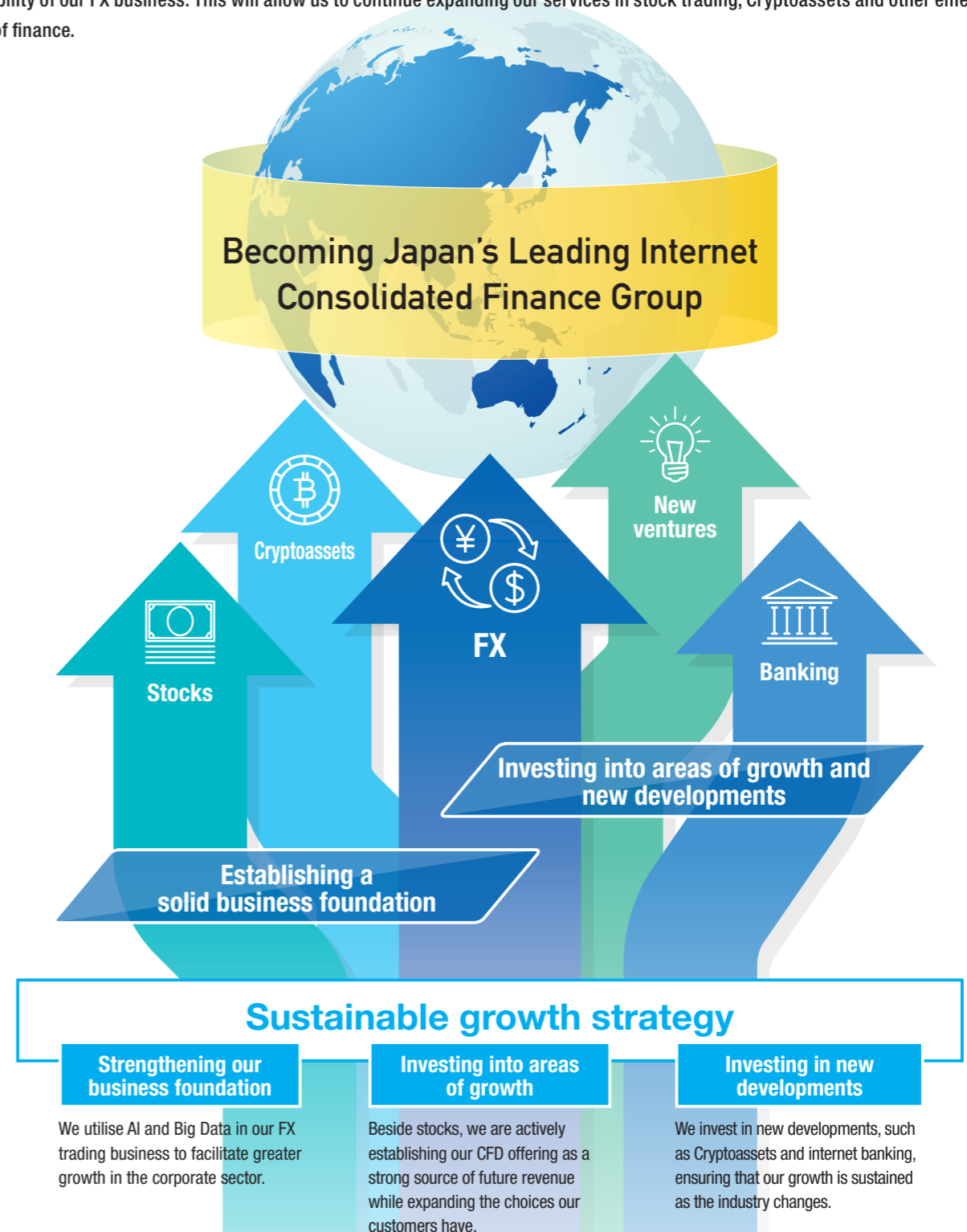
**EASE-OF-USE**  
Variety of convenient tools

## “Building on Our Strengths”

### Establishing a solid business foundation and promoting sustainable growth

It is our policy to deliver lasting growth by building on our strengths. We are aiming to deliver sustainable growth by creating a solid foundation for our business by strengthening our FX offering as one of the business' main pillars, and by investing in new business ventures around the world.

Through our use of the latest technologies, such as AI and Big Data, we aim to break further into the corporate market, thus increasing the profitability of our FX business. This will allow us to continue expanding our services in stock trading, Cryptoassets and other emerging areas of finance.



## Corporate Profile

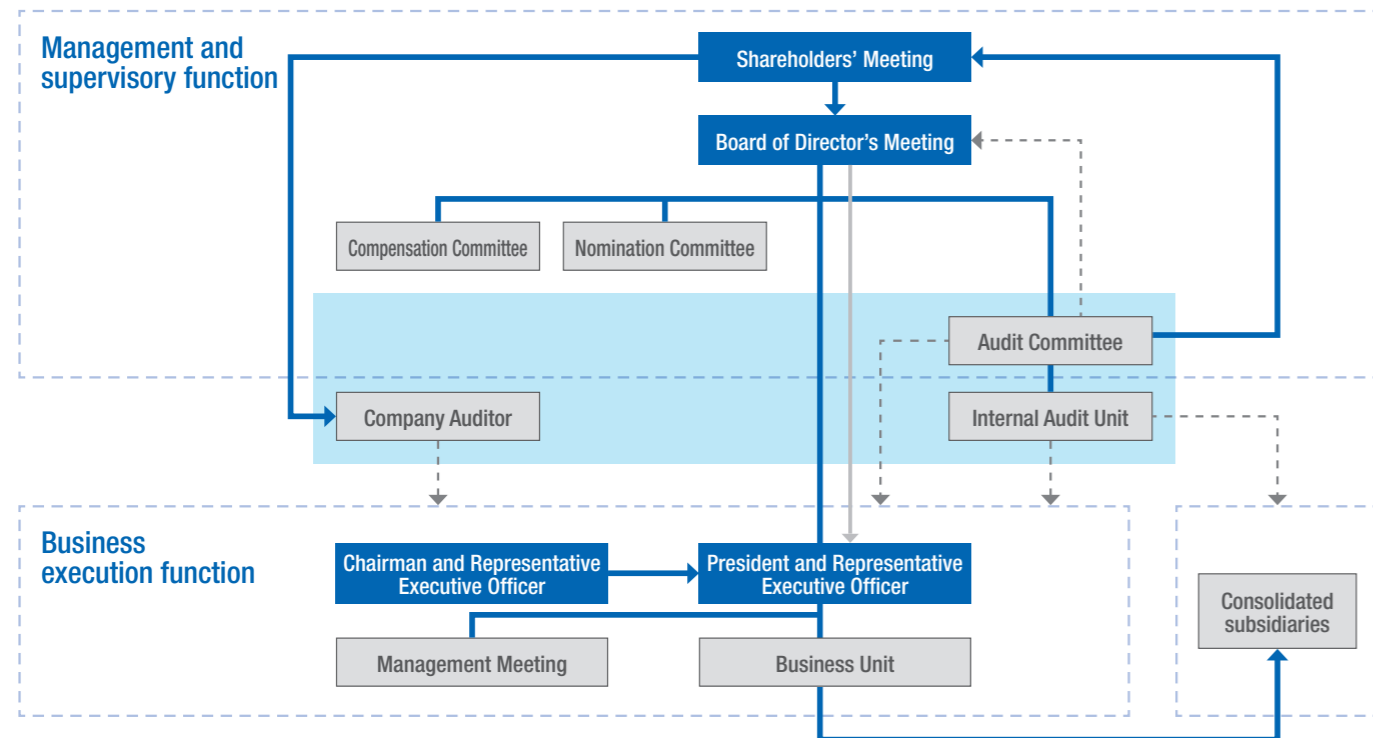
<b>Company Name</b>	GMO Financial Holdings, Inc.		
<b>Head Office</b>	SHIBUYA FUKURAS, 1-2-3, Dogenzaka, Shibuya-ku, Tokyo, 150-0043		
<b>Company Representatives</b>			
<b>Chairman and Representative Executive Officer</b>	Hideyuki Takashima		
<b>President and Representative Executive Officer</b>	Hiroyasu Kito		
<b>Business Activities</b>	Management of consolidated subsidiaries engaged in financial product trading services and other related operations.		
<b>Company Auditor</b>	Deloitte Touche Tohmatsu LLC		
<b>Date of Incorporation</b>	January 4, 2012		
<b>Registered Capital</b>	688,443,900 yen		
<b>Fiscal Year-End</b>	December 31		
<b>Number of Employees (Consolidated)</b>	361 persons		
<b>Major Shareholder</b>	GMO Internet, Inc.		
<b>Management Profile</b>			
<b>Director, Chairman and Representative Executive Officer</b>	Hideyuki Takashima	Outside Director	Yoshitaka Fuse
<b>Director, President and Representative Executive Officer</b>	Hiroyasu Kito	Outside Director	Masahiko Kume
<b>Director and Executive Officer</b>	Tatsuki Yamamoto	Outside Director	Kayo Todo
<b>Director</b>	Michiaki Okabe	Executive Officer	Toshimitsu Tajima
<b>Director</b>	Masashi Yasuda	Executive Officer	Yoshifumi Hara
<b>Director</b>	Takehito Kaneko	Executive Officer	Hiroyuki Oda

<b>Consolidated Subsidiaries</b>
GMO CLICK Securities, Inc. SHIBUYA FUKURAS, 1-2-3, Dogenzaka, Shibuya-ku, Tokyo, 150-0043 <a href="https://www.click-sec.com/">https://www.click-sec.com/</a>
FX PRIME by GMO Corporation SHIBUYA FUKURAS, 1-2-3, Dogenzaka, Shibuya-ku, Tokyo, 150-0043 <a href="https://www.fxprime.com/">https://www.fxprime.com/</a>
GMO Coin, Inc. SHIBUYA FUKURAS, 1-2-3, Dogenzaka, Shibuya-ku, Tokyo, 150-0043 <a href="https://coin.z.com/">https://coin.z.com/</a>
GMO-Z.com Forex HK Limited Suites 1607-8, 16/F, Tower 6, The Gateway, Harbour City, Kowloon, Hong Kong <a href="https://trade.z.com/hk/en/">https://trade.z.com/hk/en/</a>
GMO-Z.com Bullion HK Limited <a href="https://bullion.z.com/">https://bullion.z.com/</a>
GMO-Z.com Trade UK Limited 8 Devonshire Square, London, EC2M 4PL, United Kingdom <a href="https://trade.z.com/uk/en/">https://trade.z.com/uk/en/</a>
GMO-Z.com Securities (Thailand) Limited No. 9, G Tower, Grand Rama 9, 15th Floor, South Wing, Rama 9 Road, Huaykwang, Huaykwang, Bangkok 10310, Thailand <a href="https://trade.z.com/th">https://trade.z.com/th</a>
GMO Click Global Markets, Inc. SHIBUYA FUKURAS, 1-2-3, Dogenzaka, Shibuya-ku, Tokyo, 150-0043

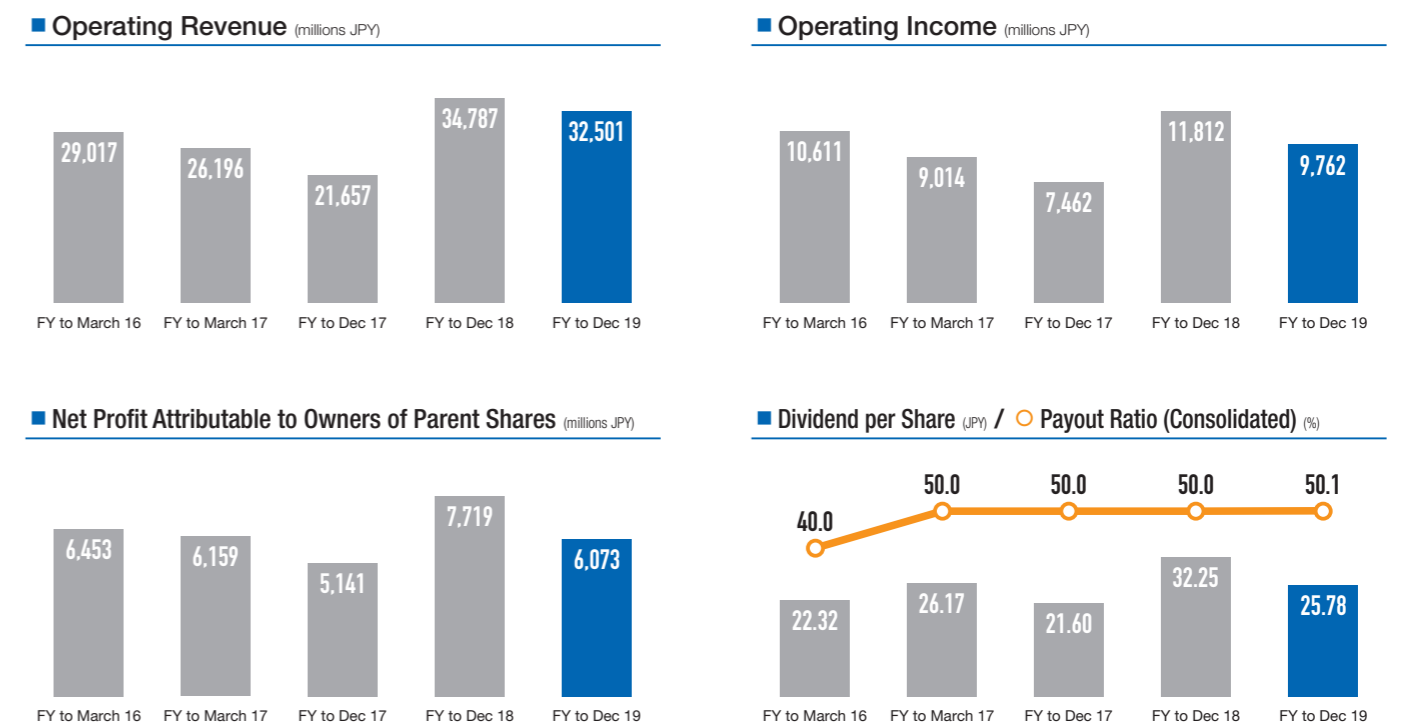
## Company History

December 2019	Headquarters relocated to Dogenzaka, Shibuya, Tokyo
May 2018	Established GMO Click Global Markets, Inc.
October 2017	Changed company name to GMO Financial Holdings, Inc.
September 2017	Converted GMO Coin, Inc. into a consolidated subsidiary by underwriting new shares through third-party allotment
November 2016	Established a Thai subsidiary, GMO-Z com Trade (Thailand) Limited (currently GMO-Z com Securities (Thailand) Limited)
July 2016	Signed a capital alliance partnership with Aozora Trust Bank, Ltd. (currently GMO Aozora Net Bank, Ltd.), establishing a joint internet bank
April 2016	Signed a memorandum of understanding for business cooperation with Daiwa Securities Group Inc. and Daiwa Securities Co. Ltd.
April 2015	Converted FX PRIME by GMO Corporation into a wholly-owned subsidiary following a stock swap, and listed common stock of the Company on the Tokyo Stock Exchange's JASDAQ Standard
March 2015	Transferred share ownership of all GMO CLICK INVESTMENT, Inc. stock
October 2014	Took over system development, management and maintenance businesses from GMO CLICK Securities, Inc. through an absorption-type company split
January 2014	Established a Hong Kong subsidiary, GMO CLICK Bullion Limited (currently, GMO-Z.com Bullion HK Limited)
January 2014	Inherited the ASP business for overseas financial products trading services of GMO CLICK Securities, Inc. through an absorption-type company split
October 2012	Established a UK subsidiary, GMO CLICK UK LIMITED (currently GMO-Z.com Trade UK Limited)
September 2012	Converted FX PRIME Corporation (currently FX PRIME by GMO Corporation) into a consolidated subsidiary through a tender offer bid
August 2012	Acquired shares in a Hong Kong subsidiary of GMO CLICK Securities, Inc., GMO CLICK HONG KONG LIMITED (currently GMO-Z.com Forex HK Limited) through dividends in kind
August 2012	Absorption and merger of Shares, Co. Ltd., previously a wholly-owned subsidiary
May 2012	Headquarters relocated to Sakuragaoka, Shibuya, Tokyo
January 2012	Acquired shares in two subsidiaries of GMO CLICK Securities, Inc. (Shares Co. Ltd. and GMO Click Investment Inc.) through dividends in kind
January 2012	Company established following a sole-share transfer from GMO CLICK Securities, Inc.

## Corporate Governance System



## Performance & Financial Highlights



\* Please note that the Company's financial years end on December 31\* as of December 2017. Data in FY to December 2017 therefore covers only 9 months from April to December.

[www.gmofh.com](http://www.gmofh.com)

