

# IR Focus Monthly KPI (2020.11)



## Individual Money Service Business



## Payment Service Business



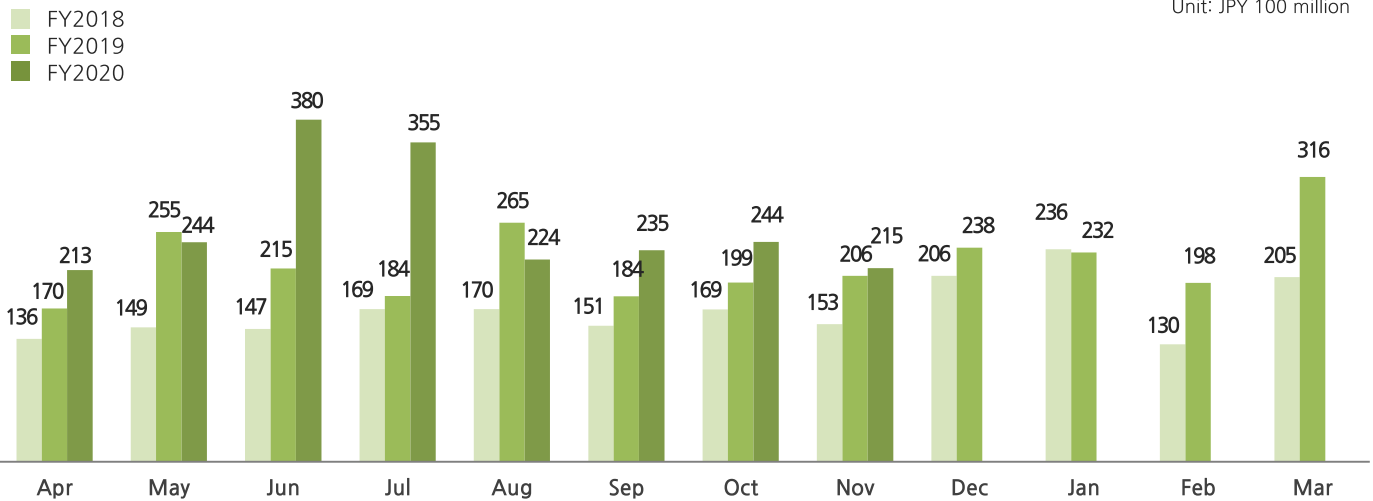
## Corporate Support Business



## Individual Money Service Business(International Money Transfer)

### ● International Money Transfer Amount

Unit: JPY 100 million

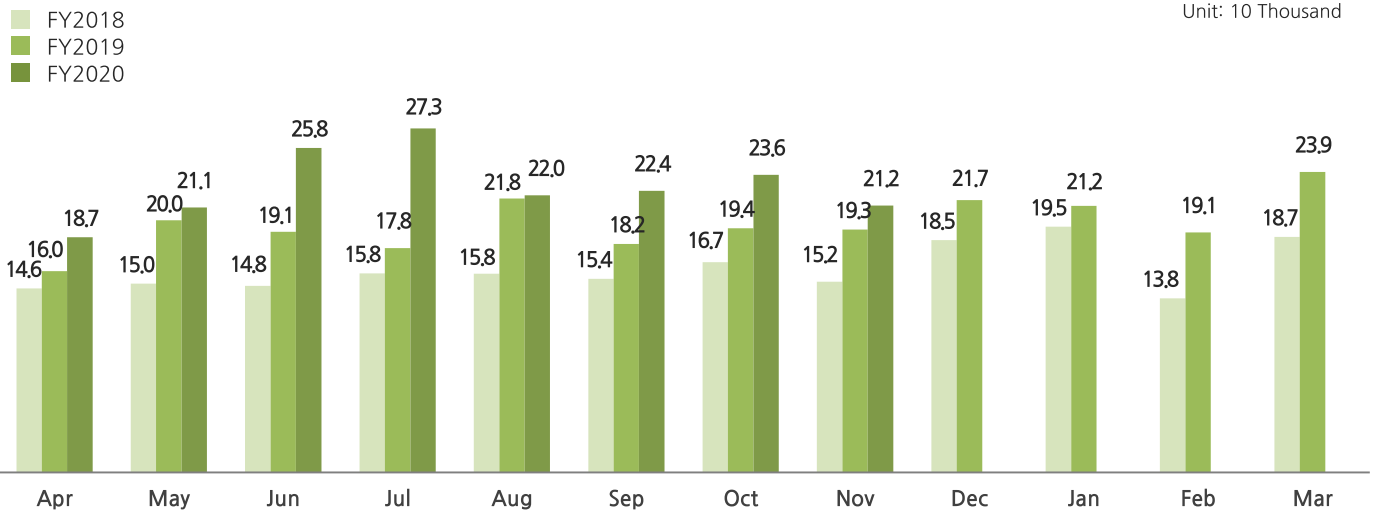


#### Year on Year

|        | Apr  | May  | Jun  | Jul  | Aug  | Sep  | Oct  | Nov  | Dec  | Jan | Feb  | Mar  |
|--------|------|------|------|------|------|------|------|------|------|-----|------|------|
| FY2019 | +25% | +71% | +46% | +9%  | +57% | +22% | +18% | +35% | +15% | -2% | +52% | +54% |
| FY2020 | +25% | -5%  | +77% | +93% | -15% | +28% | +23% | +4%  |      |     |      |      |

### ● Number of International Money Transfer

Unit: 10 Thousand



#### Year on Year

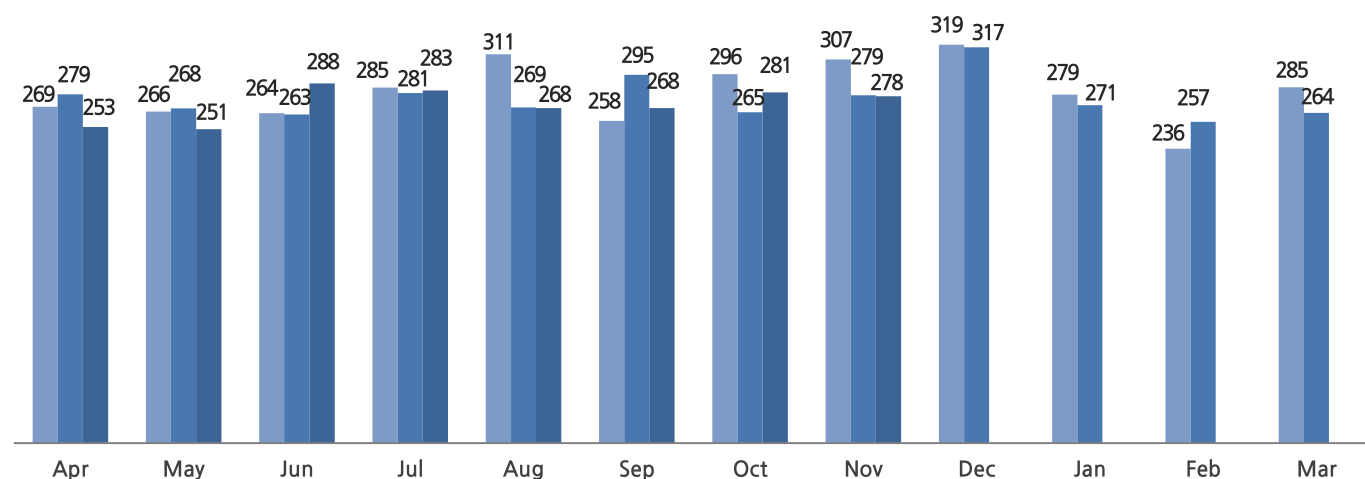
|        | Apr  | May  | Jun  | Jul  | Aug  | Sep  | Oct  | Nov  | Dec  | Jan | Feb  | Mar  |
|--------|------|------|------|------|------|------|------|------|------|-----|------|------|
| FY2019 | +9%  | +34% | +29% | +13% | +38% | +18% | +16% | +27% | +17% | +8% | +38% | +28% |
| FY2020 | +17% | +5%  | +35% | +53% | +1%  | +23% | +22% | +10% |      |     |      |      |

# Payment Service Business

## ● Processing Volume

Unit: JPY 100 million

■ FY2018  
■ FY2019  
■ FY2020



### Year on Year

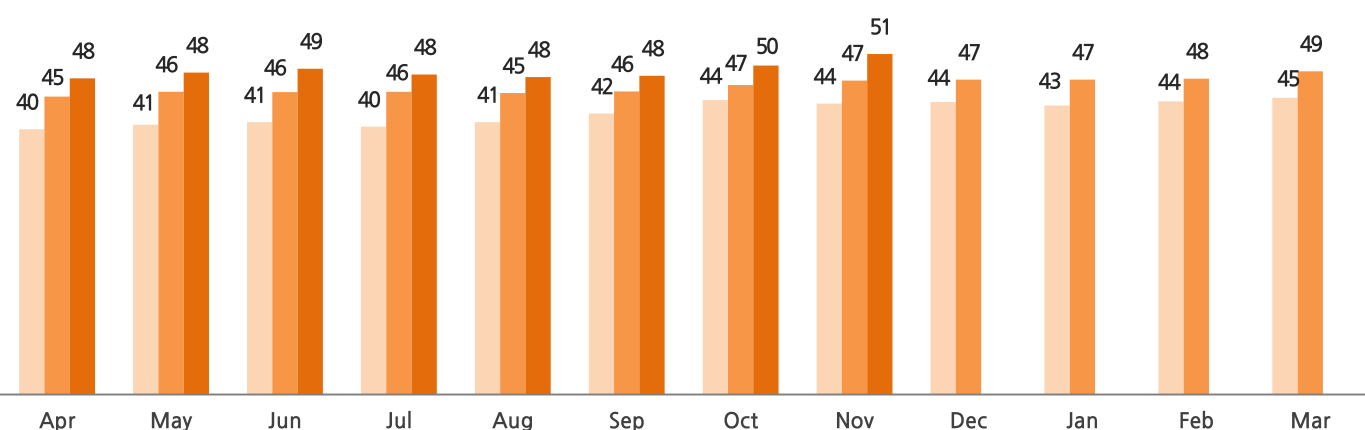
|        | Apr | May | Jun | Jul | Aug  | Sep  | Oct  | Nov | Dec | Jan | Feb | Mar |
|--------|-----|-----|-----|-----|------|------|------|-----|-----|-----|-----|-----|
| FY2019 | +4% | +1% | 0%  | -2% | -14% | +14% | -10% | -9% | -1% | -3% | +9% | -7% |
| FY2020 | -9% | -6% | +9% | +1% | 0%   | -9%  | +6%  | 0%  |     |     |     |     |

# Corporate Support Business

## ● Cloud Product Sales(Monthly usage)

Unit: JPY million

■ FY2018  
■ FY2019  
■ FY2020



### Year on Year

|        | Apr  | May  | Jun  | Jul  | Aug  | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
|--------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|
| FY2019 | +12% | +12% | +11% | +13% | +11% | +8% | +5% | +8% | +8% | +9% | +8% | +9% |
| FY2020 | +6%  | +6%  | +8%  | +6%  | +5%  | +5% | +6% | +8% |     |     |     |     |

\*The calculation method for Cloud Product Sales has been changed since May 2020, FY2018-2019 performance has been revised retroactively.

## IR Contacts

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