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RACCOON CO., LTD.
President & Representative Director Isao Ogata
(Securities code: 3031, listed on the First Section of the
Tokyo Stock Exchange)



Paid is introduced to GMO Payment Gateway, Inc.'s "Payment Package for BtoB E-Commerce Businesses!"

RACCOON CO., LTD. (headquartered in Chuo-ku, Tokyo; President & Representative Director: Isao Ogata) is pleased to announce that it has been decided that the B2B deferred payment-based settlement of accounts service Paid will be introduced to the payment package for BtoB E-commerce of GMO Payment Gateway, Inc. (headquartered in Shibuya-ku, Tokyo; President & Chief Executive Officer: Issei Ainoura; hereinafter "GMO-PG"), which provides comprehensive payment services and financial services as part of the GMO Internet Group, launched on January 24, 2017. Paid is the first credit (deferred payment)-based settlement of accounts service for B2B transactions introduced to GMO-PG.

Today GMO-PG started to accept preregistrations for Paid and will launch the service in April 2017.

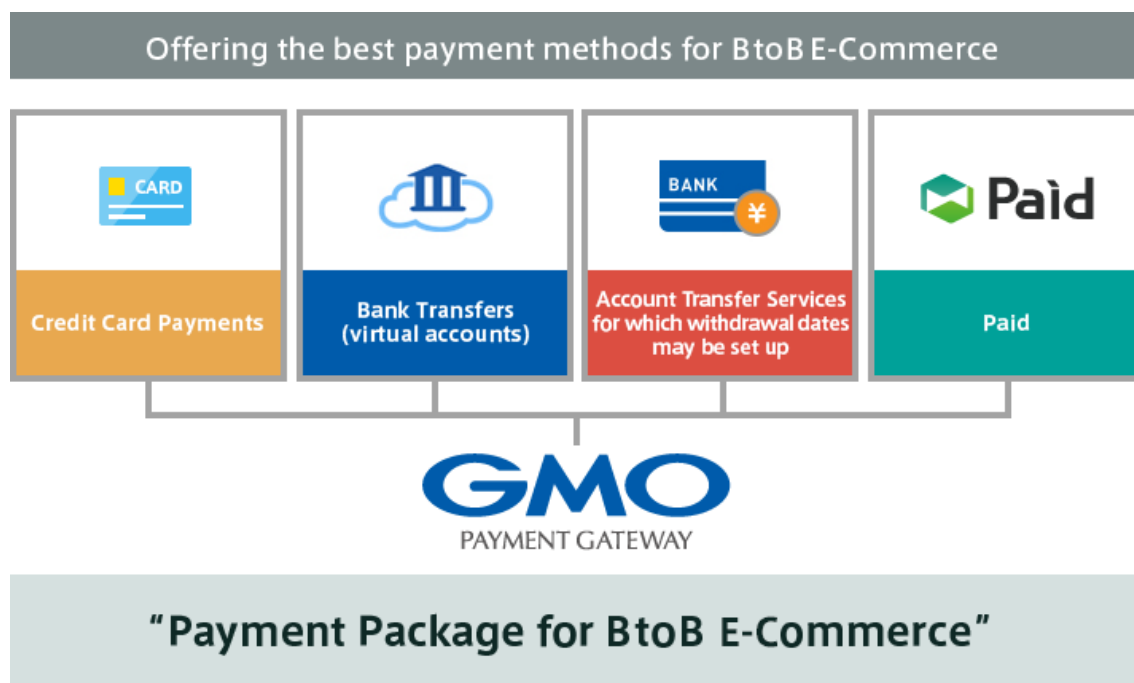
■Overview and background

Paid is 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. This service has already been introduced to more than 2,000 companies to facilitate the more efficient settlement of accounts operations from B2B transactions.

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.

GMO-PG's payment package for BtoB E-Commerce, to which Paid was introduced, offers a comprehensive service with four payment methods—credit card payments, which are of great demand in B2B EC, bank transfer (virtual account), account transfer services for which withdrawal dates may be set up and Paid. B2B EC businesses can easily choose and introduce the payment methods necessary for their services by making a contract with GMO-PG. GMO-PG is committed to solving the problems facing B2B businesses, such as

introducing payment methods, solving troublesome operations and capital procurement due to uncollectable money by providing a comprehensive services for payment methods to solve these problems by such as the processing and management of charges and the integration of charging formats on the same management screen, centralizing the payment of collected fees.



Generally speaking, the background for introducing Paid is the great demand for credit (deferred payment)-based settlement of accounts for accounts with B2B transactions. Our survey showed that about 70% of companies hope to use a credit (deferred payment)-based settlement of accounts. (*1)

(*1) Based on our Internet survey through Rakuten research and the performance of the wholesale and buy-in website, Super Delivery.

In addition, the scale of EC in B2B transactions is showing a tendency toward expansion year on year, with 288 trillion yen as of 2015. The B2B EC market is almost twenty times as large as the B2C EC market. (*2) The introduction of Paid enables the Payment Package for BtoB E-Commerce Business to be used by businesses without credit cards, businesses that are nervous about credit limits as well as businesses that pay by credit card in order to enhance responses to the demand for a deferred method of payment. We decided to introduce Paid with the hope that it will contribute to the further development and expand the B2B EC market.

(*2) Based on "Market Survey Concerning Electric Commerce in 2015" by the Ministry of Economy, Trade and Industry.

Paid will continue to collaborate with various services in the expansion of services and the

revitalization of B2B transactions.

■Reference

GMO-PG's Payment Package for BtoB E-Commerce Businesses 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.

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 (*3). 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.

(*3) Please refer to GMO-PG's service website for the designated times and days.

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

Paid <http://paid.jp>

Paid is a B2B credit-based and invoice settlement of accounts proxy service that handles all B2B transaction-related operations ranging from credit management to outsourced collection; if payment is not completed, Paid will reimburse the money 100%. By using Paid, business sellers will be saved from the burden of charges and the failure to collect money and can achieve safe and speedy credit-based deals. Paid also enables business buyers to make deals that conclude at the end of the month and contributes to the improvement of cash flows. Currently, more than 2,000 member companies use the service under the membership of FinTech Association Japan.



GMO Payment Gateway, Inc.

Area of business: Comprehensive payment services and financial services

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Capital: 4,712,000,000 yen

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Founded: September 1995

Paid-in capital: 821,570,000 yen (as of the end of October 2016)

Stock: Listed on the First Section of the Tokyo Stock Exchange
Securities code: 3031

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