



Earnings Presentation

Q4
2025

Disclaimer

Cautionary Note Regarding Forward-Looking Statements and Financial Guidance

This presentation contains forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which involve risks and uncertainties. In some cases, you can identify these statements by forward-looking words such as “expectation,” “forecast,” “anticipation,” “intention,” “plan,” “possibility,” “may,” “will,” “should,” “anticipate,” “could,” “would,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential,” “goal,” “objective,” “seek,” or “continue,” the negative of these terms and other comparable terminology. Forward-looking statements in this release may relate to, but are not limited to, expectations of future results of operations or financial performance of the Company, including expectations related to full-year and quarter revenue and Adjusted EBITDA, expectations regarding certain of our key financial and operating metrics, our business and growth strategy, including future product development plans, our market opportunity, the performance of newly launched products and innovations, our technological capabilities, the demand for the Company’s products and services, our expectations and management of future growth and acceleration, and our expectations regarding our industry and traditional banks, as well as assumptions relating to the foregoing. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include risks related to our ability to manage our growth effectively; our ability to attract new users, retain our active users and expand the scope of our relationship with our active users; our ability to attract new merchants to utilize our services, grow our relationships with our existing merchants, and increase transaction volumes across our payment settlement services; our ability to maintain and expand synergies between our code-based payment settlement services and our credit card payment services; our ability to maintain and strengthen the ecosystem effects of our platform; our alliances with the shareholders of our consolidated subsidiaries and equity-method affiliates; changes in the expansion and development of the cashless payments industry and the digital financial services industry in Japan; our ability to implement pricing strategies and expand our service offerings; our ability to maintain, protect, and enhance our strong and trusted brand; our ability to maintain or improve our technology infrastructure; and the complex and evolving laws and regulations applicable to our business and the banking ecosystem. Further information on these risks and other factors that could affect our financial results are set forth in our filings with the Securities and Exchange Commission, including in our IPO prospectus. Moreover, new risks and uncertainties emerge from time to time, and it is not possible for the Company to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation. These forward-looking statements and financial guidance reflect the Company’s views with respect to future events and operating performance as of the date of this presentation and are based on assumptions and subject to risks and uncertainties. Given these uncertainties, you should not place undue reliance on these forward-looking statements or guidance. Except required by law, the Company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise after the date of this presentation.



Disclaimer

Non-IFRS Financial Measures and Key Metrics

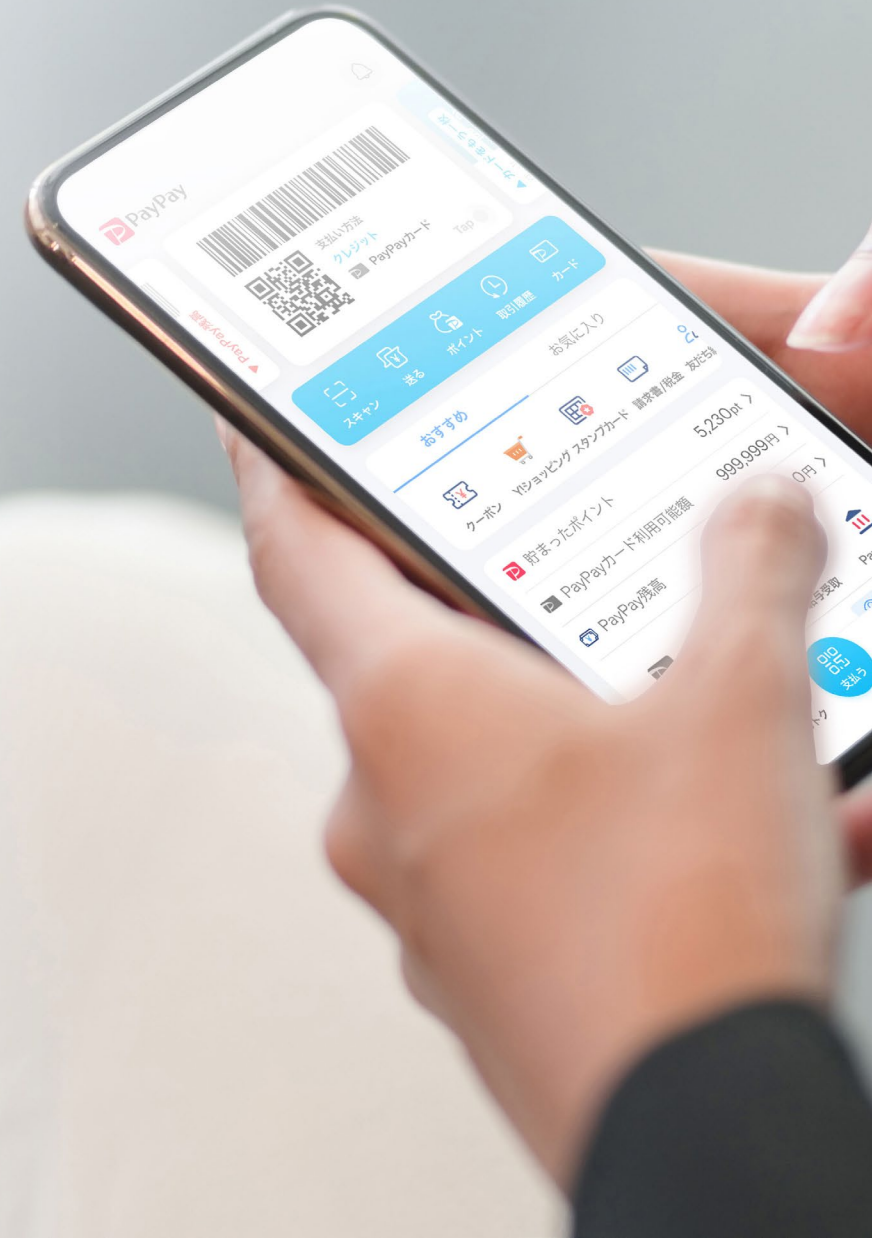
This presentation includes financial information prepared in accordance with IFRS Accounting Standards as issued by the International Accounting Standards Board (“IFRS”). This presentation also includes non-IFRS financial information, which should be considered supplemental to, not a substitute for, or superior to, the financial measure calculated in accordance with IFRS. Some of the non-IFRS financial measures that are included in this release are Adjusted EBITDA and Adjusted EBITDA Margin. We use these non-IFRS financial measures in conjunction with IFRS measures to evaluate our operating performance, formulate business plans, prepare budgets and forecasts, and make strategic decisions, including those relating to operating expenses and the allocation of internal resources. We believe that these non-IFRS financial measures provide useful information to investors, analysts, and others about our business and financial performance, enhance their overall understanding of our performance, and can assist in providing a more consistent and comparable overview of our financial performance across periods. There are a number of limitations related to the use of these non-IFRS financial measures and their nearest IFRS equivalents. For example, the Company’s definitions of non-IFRS financial measures may differ from non-IFRS financial measures used by other companies. For reconciliations to the most directly comparable IFRS measure, see the appendix to this presentation. With regard to forward-looking non-IFRS guidance and targets provided in this presentation, the Company is unable to provide a reconciliation of these forward-looking non-IFRS measures to the most directly comparable IFRS measures without unreasonable efforts. This is because the information needed to reconcile these measures is dependent on future events, many of which the Company is unable to control or predict. Notwithstanding the foregoing, it is important to note that material changes to reconciling items could have a significant effect on future IFRS results. Additionally, this release includes key operating metrics that we use to evaluate our operating performance, formulate business plans, and make strategic decisions.

Unaudited Financial Information

The selected financial data included in this presentation is based on the Company’s management accounts that have not been audited by independent auditors.

Industry and Market Data

This presentation may contain information, estimates and other statistical data derived from third-party sources, including research, surveys or studies. Such information involves a number of assumptions and limitations due to the nature of the techniques and methodologies used in market research. The Company has not independently verified such third-party information, and makes no representation or warranty as to the accuracy or completeness of such third-party information.

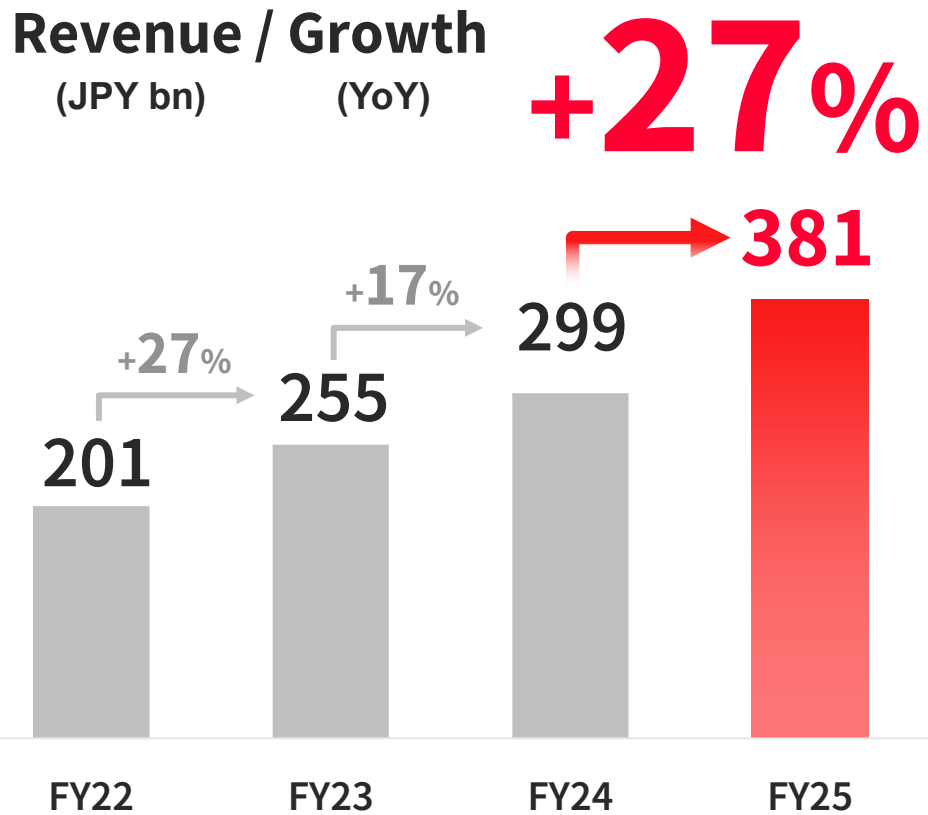




CEO Message

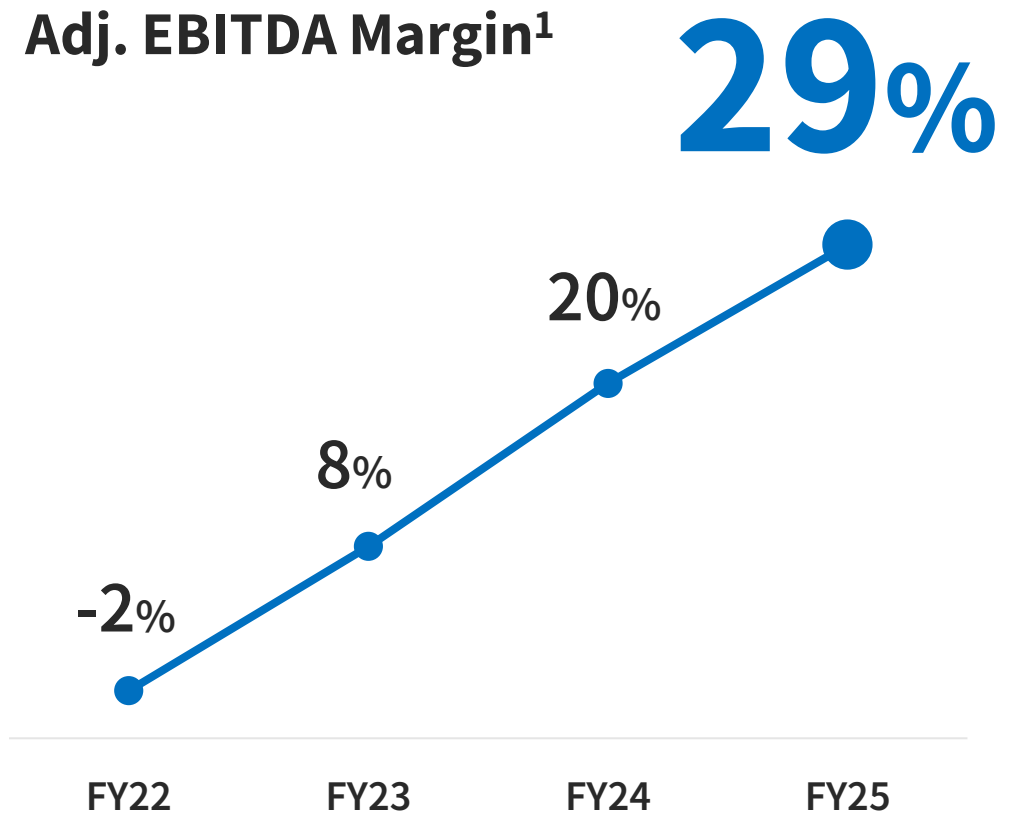
Rule of X = 56 (27+29)

Growth



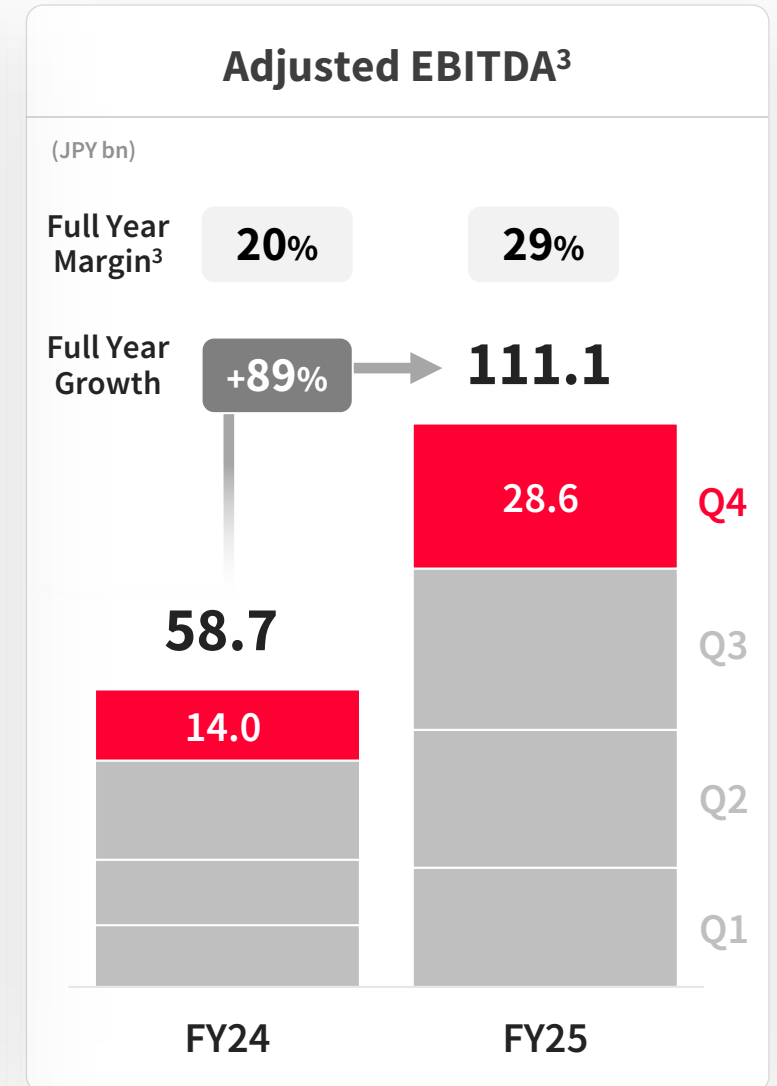
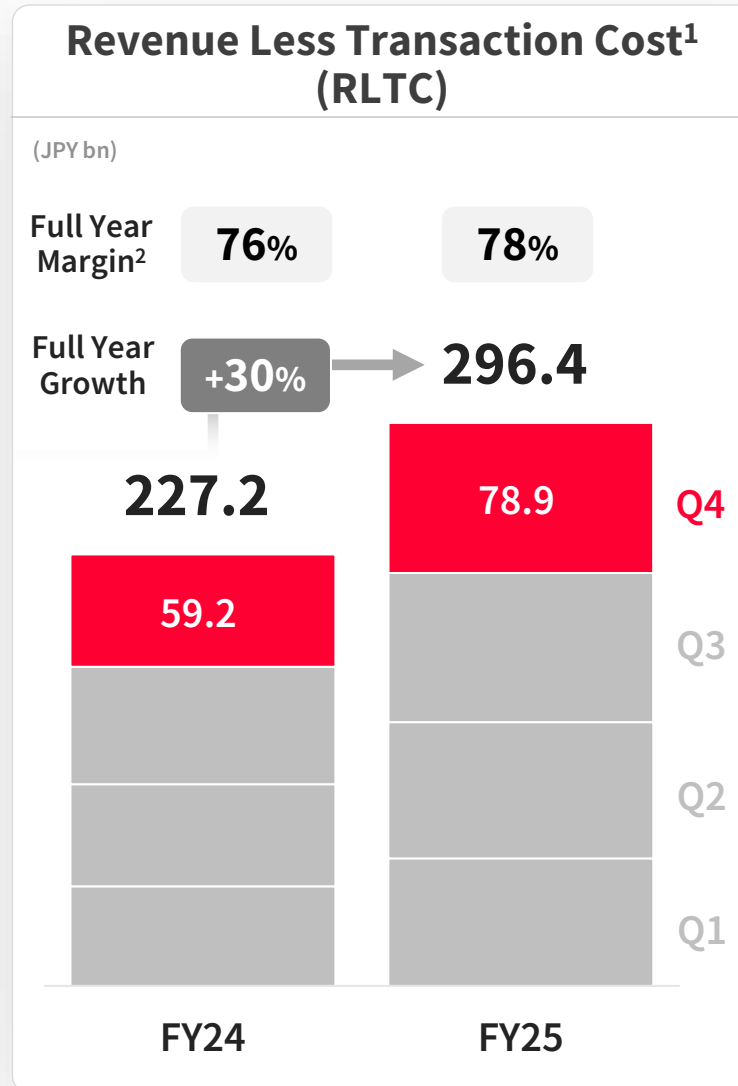
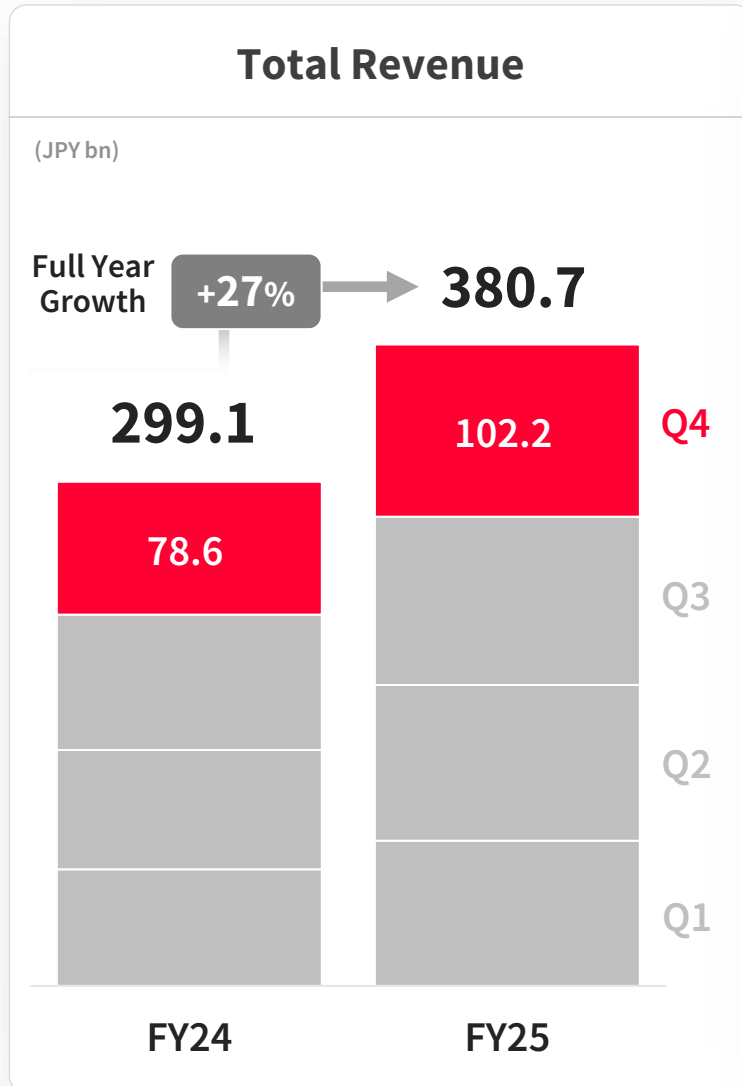
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Profitability



1. Adjusted EBITDA Margin is a non-IFRS measure. See the appendix for reconciliations of non-IFRS financial measures to their nearest IFRS equivalents

Earnings Overview

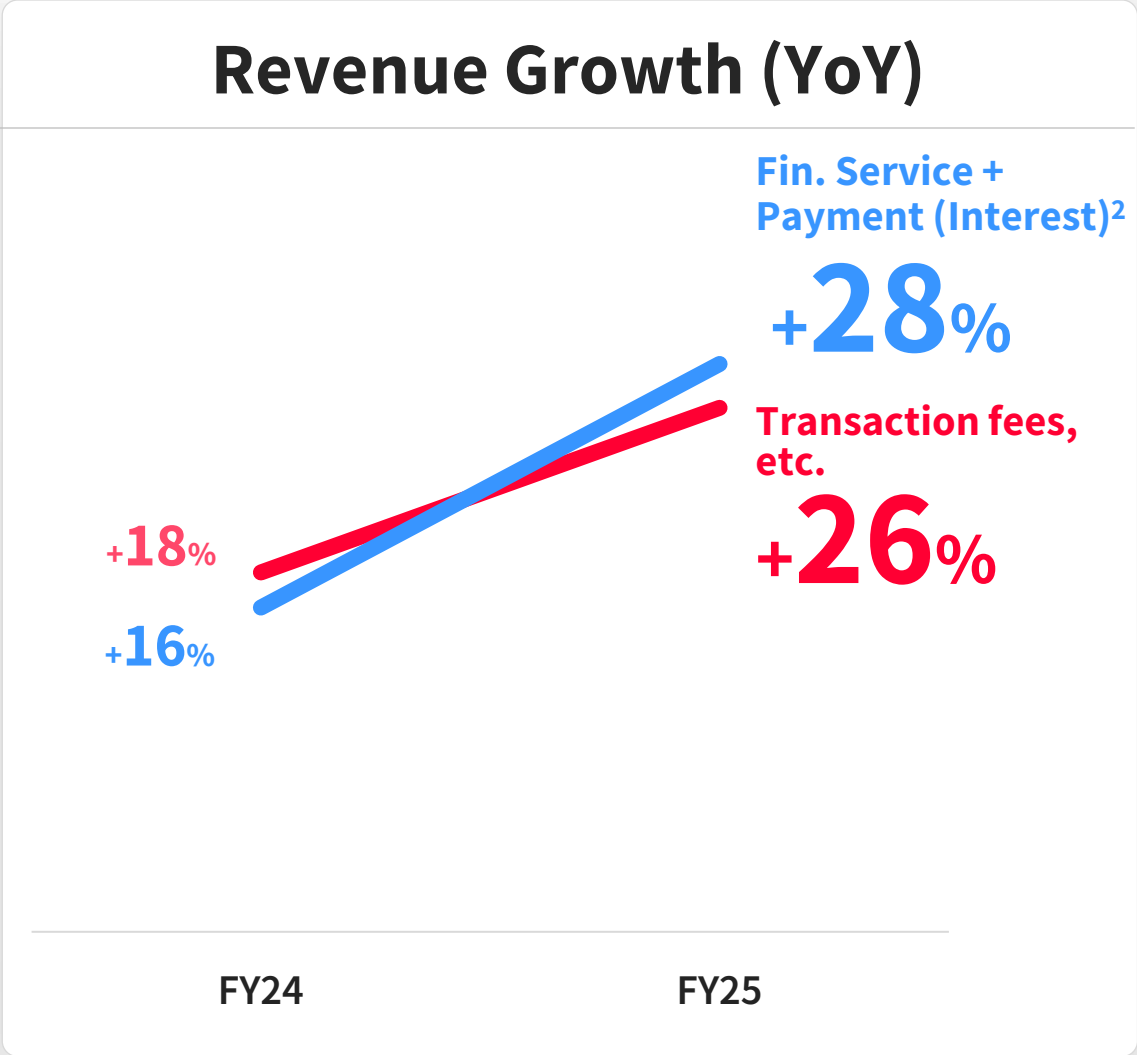
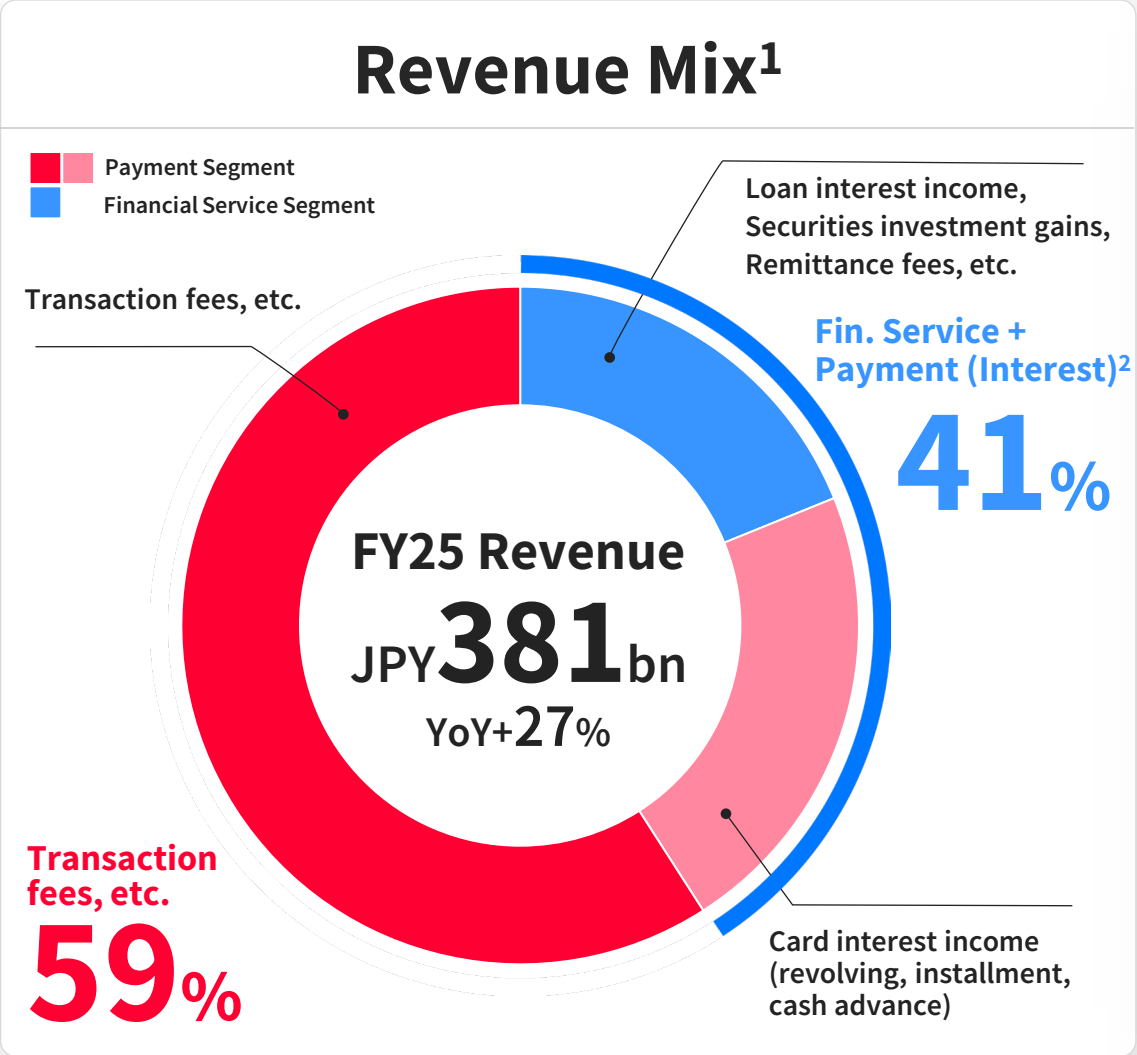


1. Revenue Less Transaction Cost (RLTC) = Total Revenue - (Settlement-related cost + Provision for loss allowance + Interest expenses)

2. % of Total Revenue

3. Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS measures. See the appendix for reconciliations of non-IFRS financial measures to their nearest IFRS equivalents

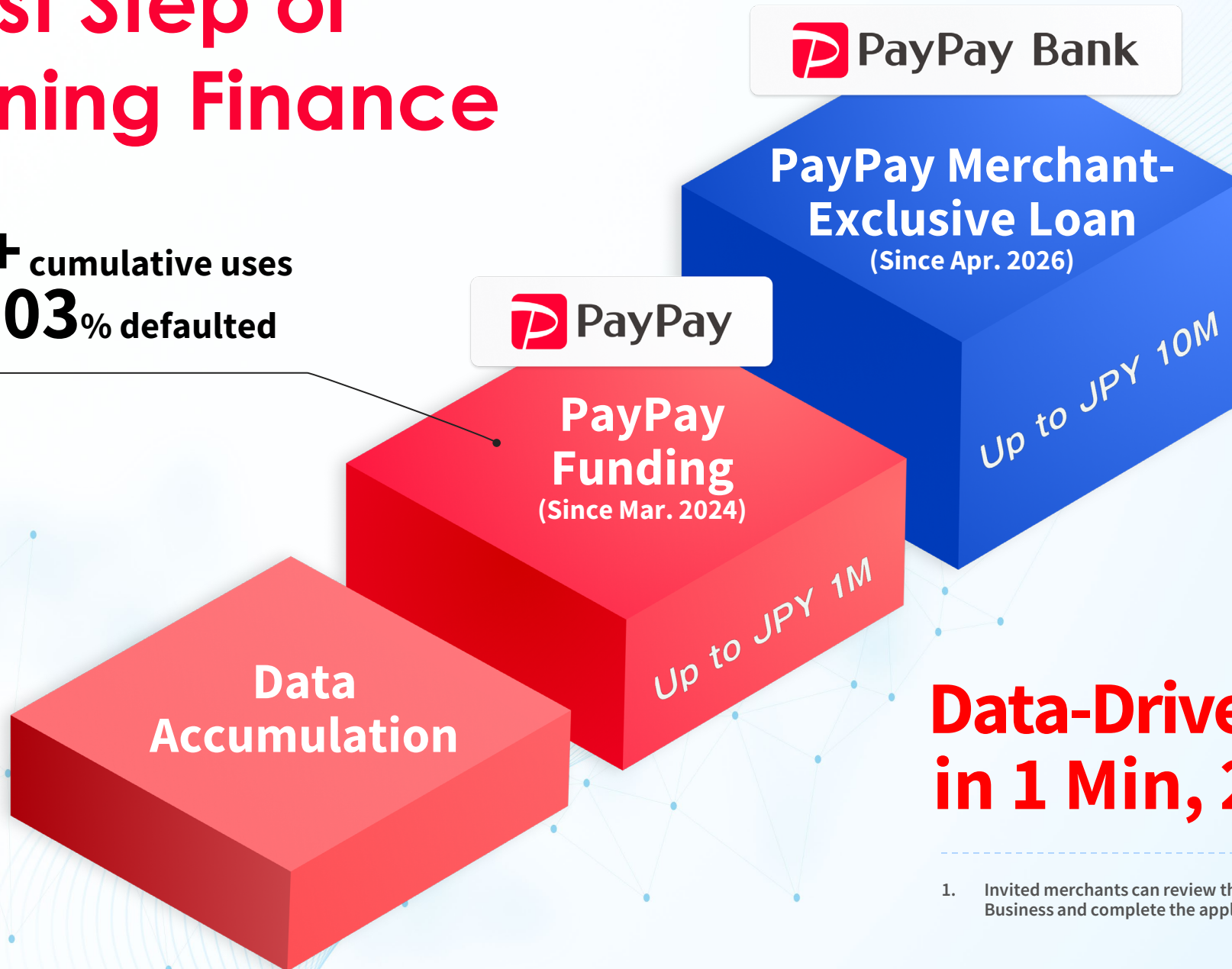
Growth of Our Two Business Pillars



1. Segment figures are based on revenue including inter-segment revenue
 2. The share of consolidated revenue represented by Financial Service Segment revenue plus Payment Segment interest income

Our First Step of Redefining Finance

40k+ cumulative uses
o/w **0.03%** defaulted

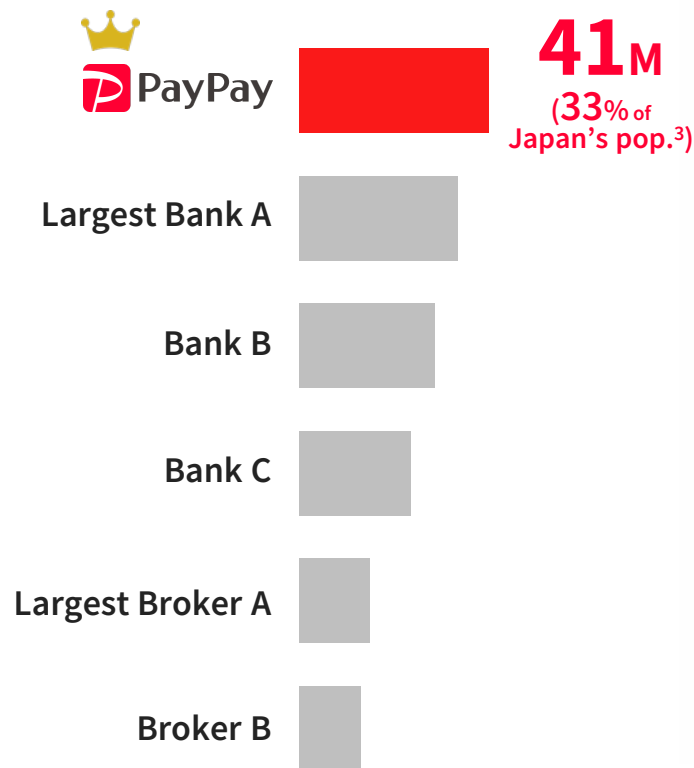


Data-Driven Lending in 1 Min, 2 Taps¹

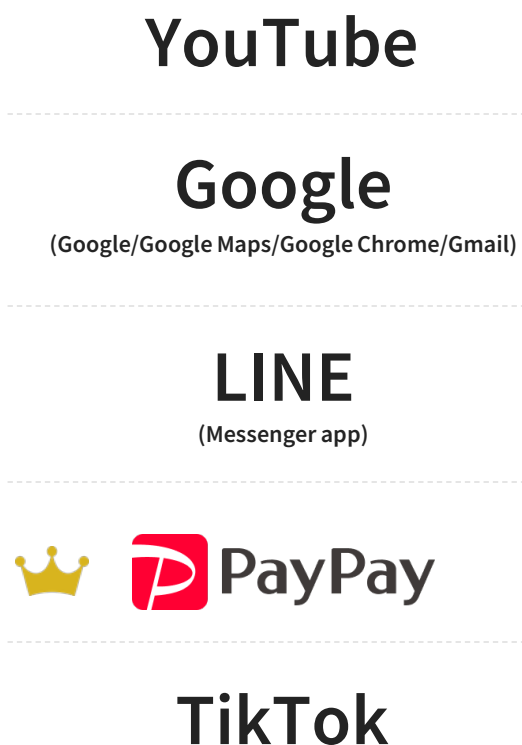
1. Invited merchants can review the offered terms in PayPay for Business and complete the application in as little as one minute

Japan's #1 Financial Platform - Powered by Data

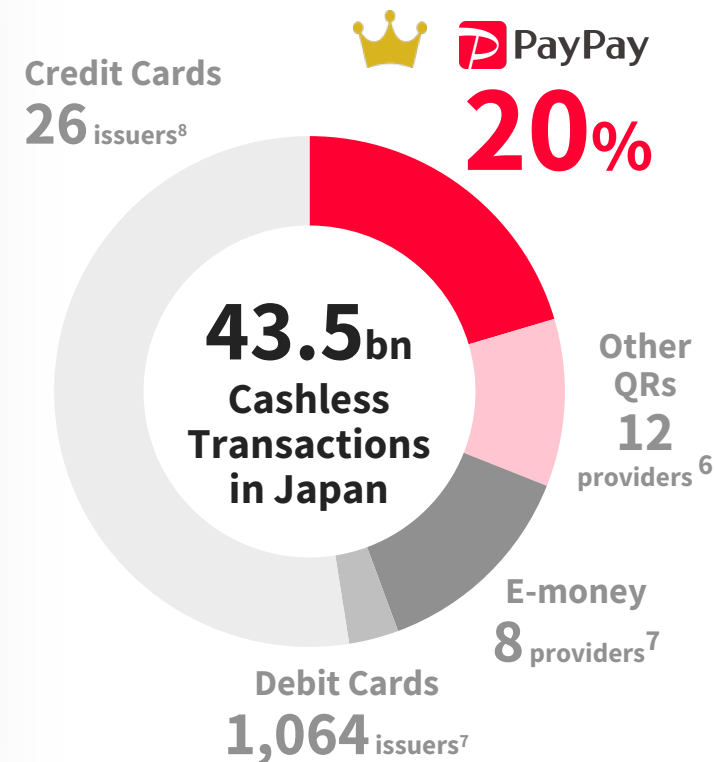
Identity-Verified Users^{1,2}



App Ranking by MAU⁴



Share of Cashless Transactions⁵



1. As of March 31, 2026

2. Based on the latest publicly disclosed materials of Japan's leading financial institutions; reference periods may differ by institution.

3. Japan's estimated total population as of April 1, 2026, according to Statistics Bureau of Japan, "Population Estimates, April 2026 report," April 20, 2026

4. Sensor Tower, Inc., "State of Mobile 2026," 2025, Japan

5. CY2025 actuals; Ministry of Economy, Trade and Industry, "Calculation of the 2025 Cashless Payment Ratio," March 31, 2026.

6. Payments Japan, "Survey on Usage Trends in Code Payments," May 30, 2026

7. Bank of Japan, "Payment Trends," April 30, 2026

8. Japan Credit Association, "Credit Card Trends Survey"



Financial Highlights

FY2025 Full Year / Q4: Earnings Highlights

Consolidated

- **Topline Growth:** Revenue up +27% FY / +30% Q4 (YoY)
- **Profitability Surge:** Adj. EBITDA¹ +89% FY / +104% Q4 (YoY). Margin² expanded to 29% (FY) / 28% (Q4) driven by significant operating leverage

Payment Segment

- **Take Rate Expansion:** Reached 1.65% (+0.05%pt Q4 YoY), uplifted by high-margin **Online GMV** (18% of Q4 QR GMV) & surging PayPay Credit/Card **interest income**
- **Credit Card Momentum:** Gained strong traction, driving a JPY 100bn+ YoY increase in Credit Card Financing Balance

Financial Service Segment

- **Loan Expansion:** Balances up +34% YoY on strong **mortgage** growth. Optimized **external guarantee fees** further boosted interest income
- **Profitability Milestones:** Bank OHR improved to the 50% level²; Securities achieved its first-ever full-year OP²

1. Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS measures. See the appendix for reconciliations of non-IFRS financial measures to their nearest IFRS equivalents

2. Based on J-GAAP

Selected Topics in FY2025 Q4

1	<h2>Safer Platform: 40M+ eKYC Users</h2>	<p>eKYC-ed users exceeded 40M</p> <p>(mn)</p> <table border="1"> <thead> <tr> <th>Quarter</th> <th>eKYC-ed Users (mn)</th> <th>Registered Users (mn)</th> </tr> </thead> <tbody> <tr> <td>24Q4</td> <td>35</td> <td>68</td> </tr> <tr> <td>25Q4</td> <td>41</td> <td>73</td> </tr> </tbody> </table> <p>[Key Upcoming Measure] Revision of Point Reward Terms To be limited to eKYC-ed users (from June 2026)</p>	Quarter	eKYC-ed Users (mn)	Registered Users (mn)	24Q4	35	68	25Q4	41	73	
Quarter	eKYC-ed Users (mn)	Registered Users (mn)										
24Q4	35	68										
25Q4	41	73										
2	<h2>Top Class Credit Card Net Additions²</h2>	<p>CY2025 Net Adds (mn credit cards)^{1,2}</p> <table border="1"> <thead> <tr> <th>Company</th> <th>Net Adds (mn credit cards)</th> </tr> </thead> <tbody> <tr> <td>PayPay Card</td> <td>+2.9</td> </tr> <tr> <td>Company A</td> <td>~1.0</td> </tr> <tr> <td>Company B</td> <td>~0.5</td> </tr> <tr> <td>Company C</td> <td>~0.5</td> </tr> </tbody> </table>	Company	Net Adds (mn credit cards)	PayPay Card	+2.9	Company A	~1.0	Company B	~0.5	Company C	~0.5
Company	Net Adds (mn credit cards)											
PayPay Card	+2.9											
Company A	~1.0											
Company B	~0.5											
Company C	~0.5											
3	<h2>PayPay Securities Distributed PayPay IPO Shares in Japan</h2>	<p>PayPay Securities Accounts (mn, quarter-end)</p> <table border="1"> <thead> <tr> <th>Quarter</th> <th>Accounts (mn)</th> </tr> </thead> <tbody> <tr> <td>25Q1</td> <td>1.42</td> </tr> <tr> <td>Q2</td> <td>1.47</td> </tr> <tr> <td>Q3</td> <td>1.54</td> </tr> <tr> <td>Q4</td> <td>1.73</td> </tr> </tbody> </table> <p>QoQ +12%</p>	Quarter	Accounts (mn)	25Q1	1.42	Q2	1.47	Q3	1.54	Q4	1.73
Quarter	Accounts (mn)											
25Q1	1.42											
Q2	1.47											
Q3	1.54											
Q4	1.73											
4	<h2>Younger User Engagement</h2>	<ul style="list-style-type: none"> “PayPay U18 Support Project” enhances point rewards for younger users³ PayPay Bank now open to users aged 12+ PayPay Bank teen/20s accounts grew 4x over five years <table border="1"> <thead> <tr> <th>Quarter</th> <th>Accounts (mn, quarter-end)</th> </tr> </thead> <tbody> <tr> <td>20Q4</td> <td>0.45</td> </tr> <tr> <td>25Q4</td> <td>1.80</td> </tr> </tbody> </table> <p>PayPay Bank Accounts: Teens/20s (mn, quarter-end)</p>	Quarter	Accounts (mn, quarter-end)	20Q4	0.45	25Q4	1.80				
Quarter	Accounts (mn, quarter-end)											
20Q4	0.45											
25Q4	1.80											

1. Net adds represent the increase in active cards issued or the number of contracts, comparing December year-end balances

2. Based on publicly disclosed number of active cards issued or subscriber figures at Dec-2025 for peers A, B and C, as compiled by PayPay Card Corporation

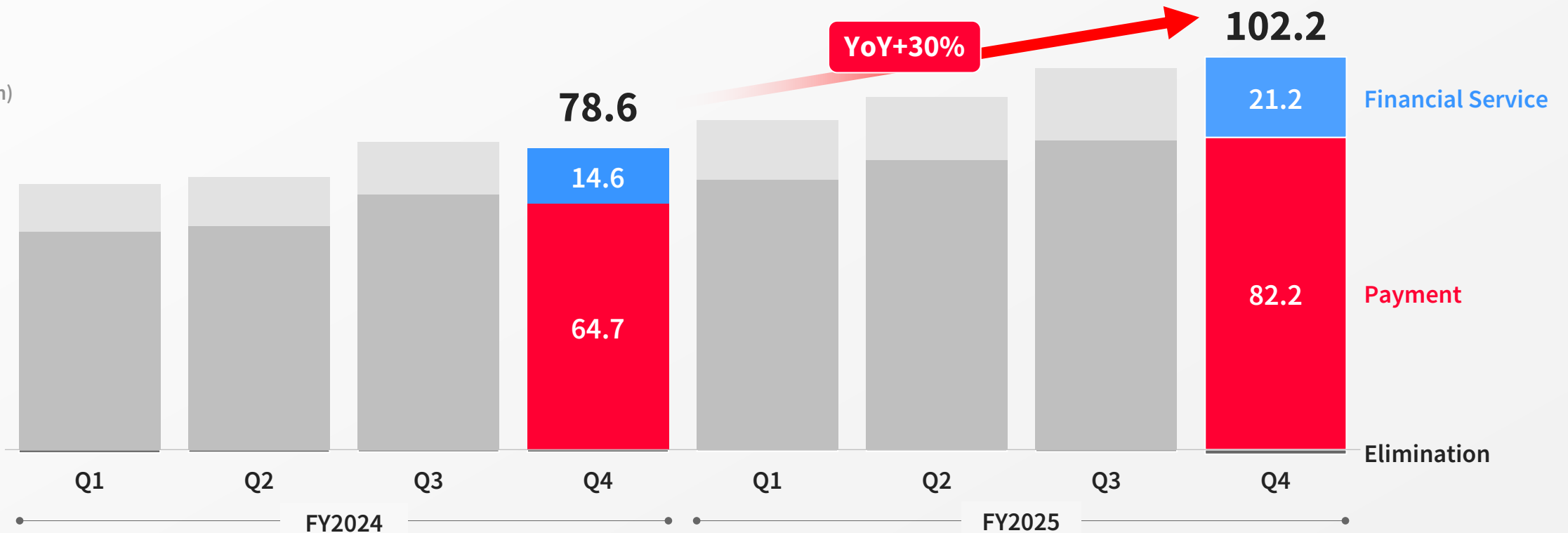
3. Eligible age ranges and implementation timing vary by initiative

Total Revenue

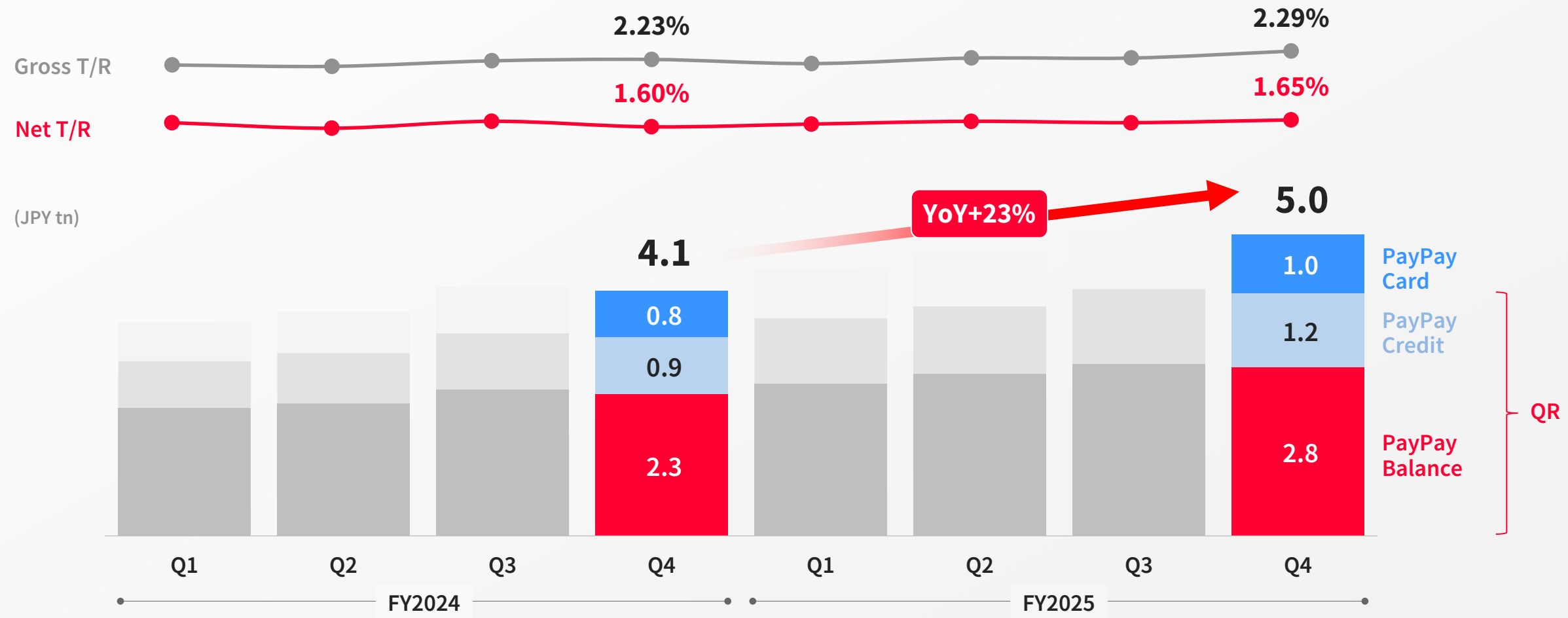
Total Transaction Cost Rate



(JPY bn)

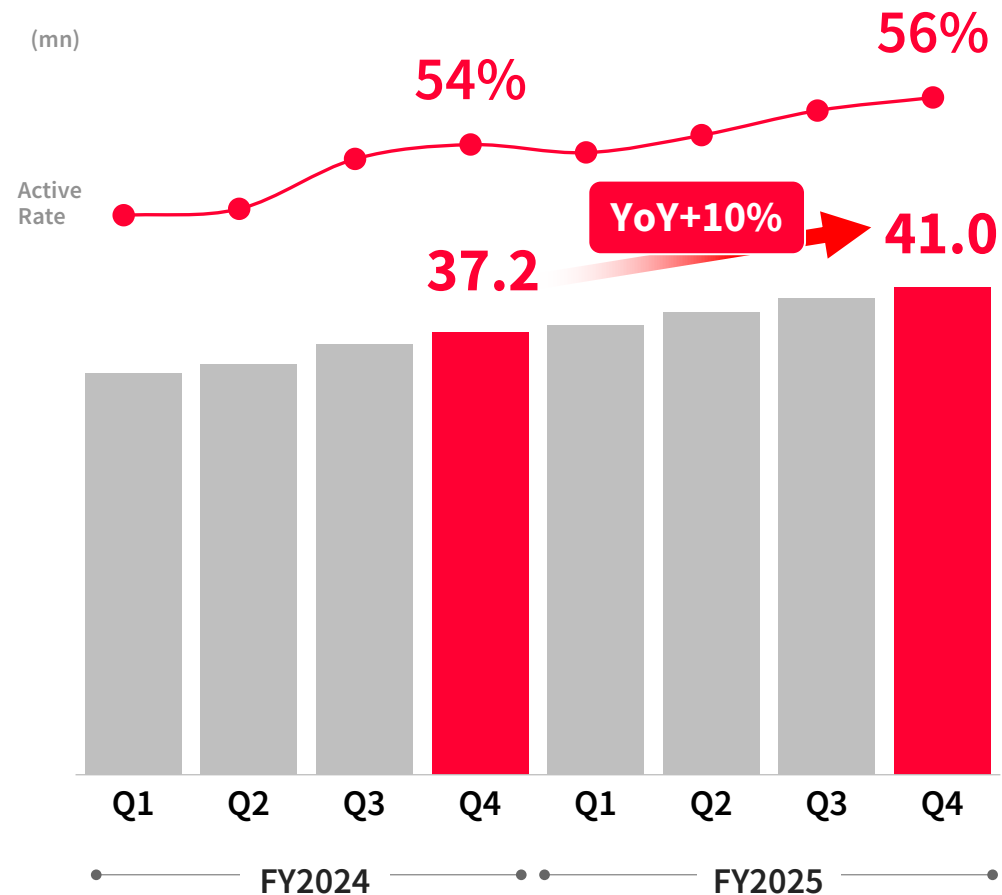


Operating KPI | Payment Segment GMV & Take Rate

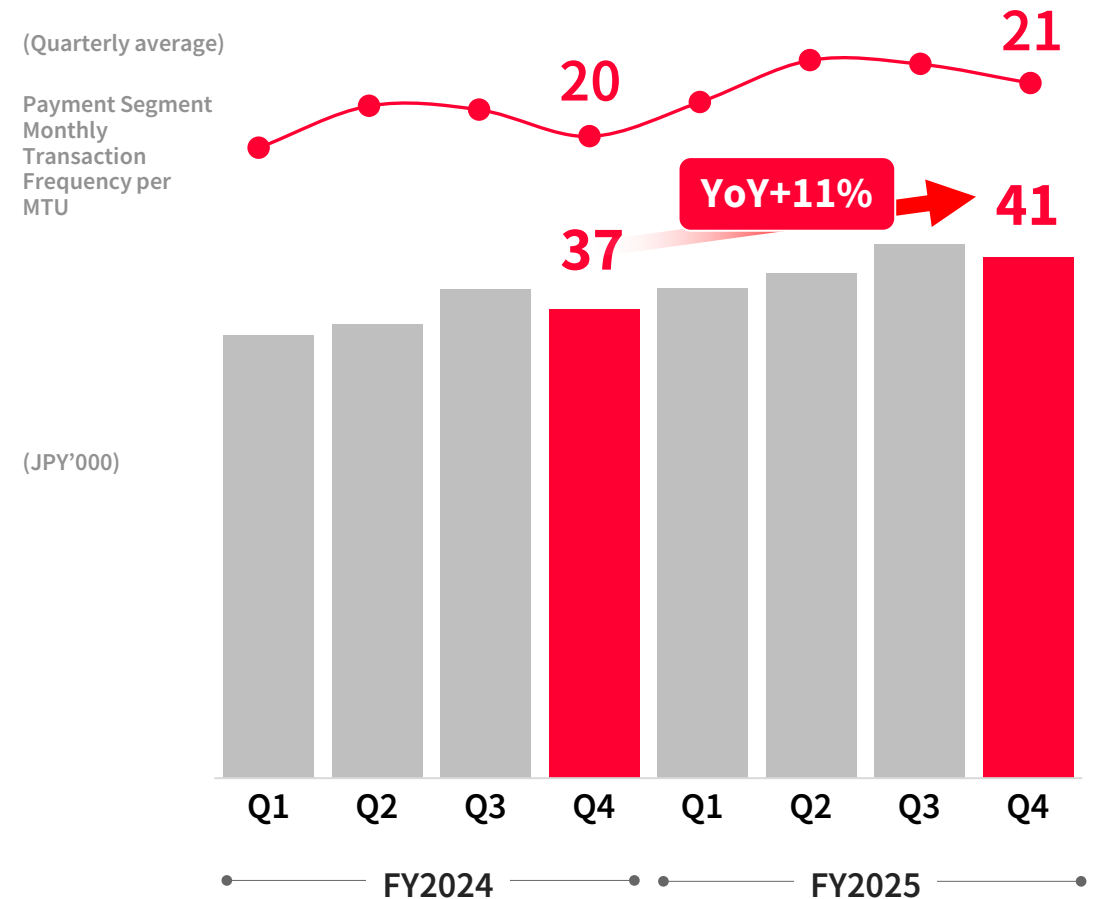


Operating KPIs | PayPay MTU

PayPay MTU (Last month of each relevant period)



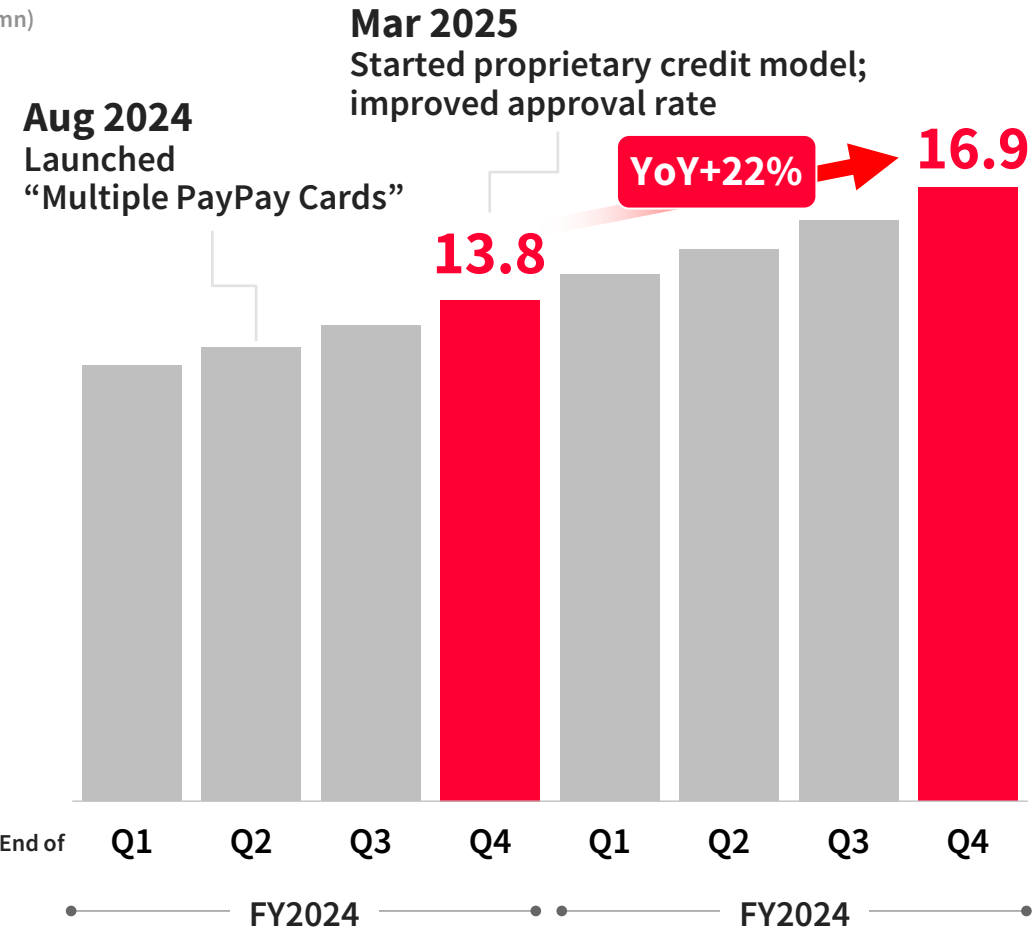
Payment Segment Monthly GMV per MTU



Operating KPIs | PayPay Card

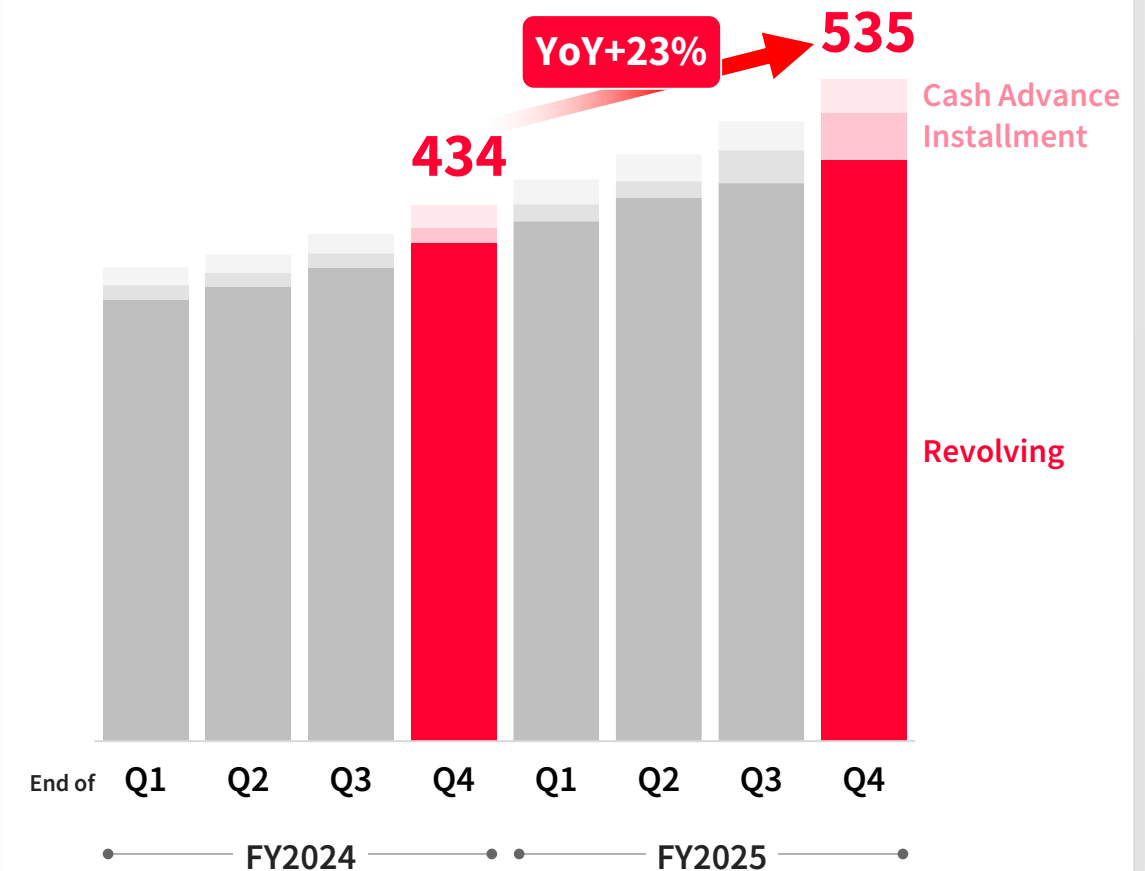
of Active Cards Issued

(mn)



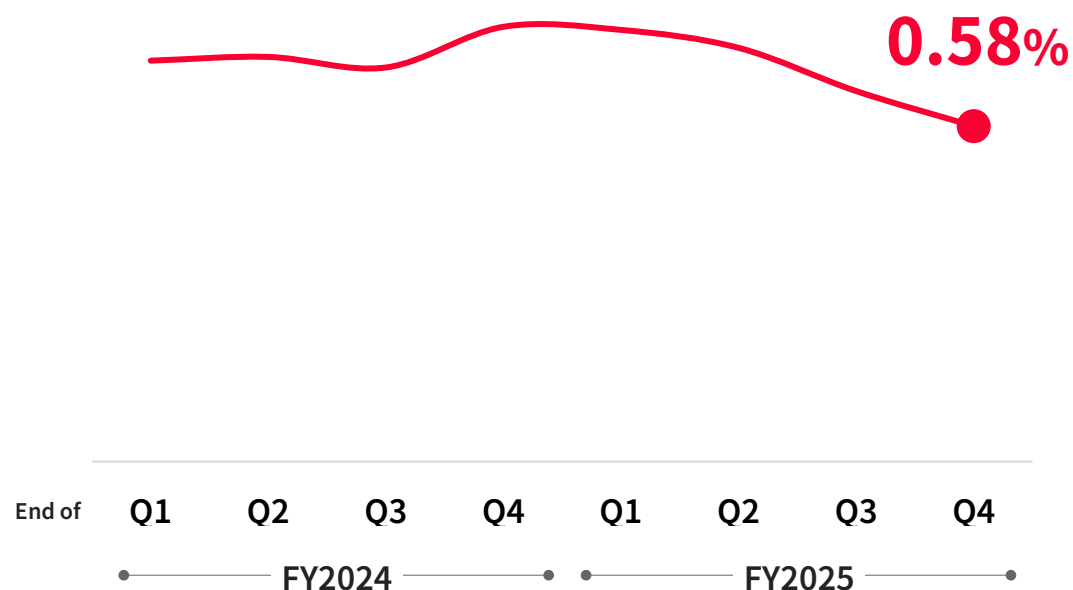
Credit Card Financing Balance

(JPY bn)

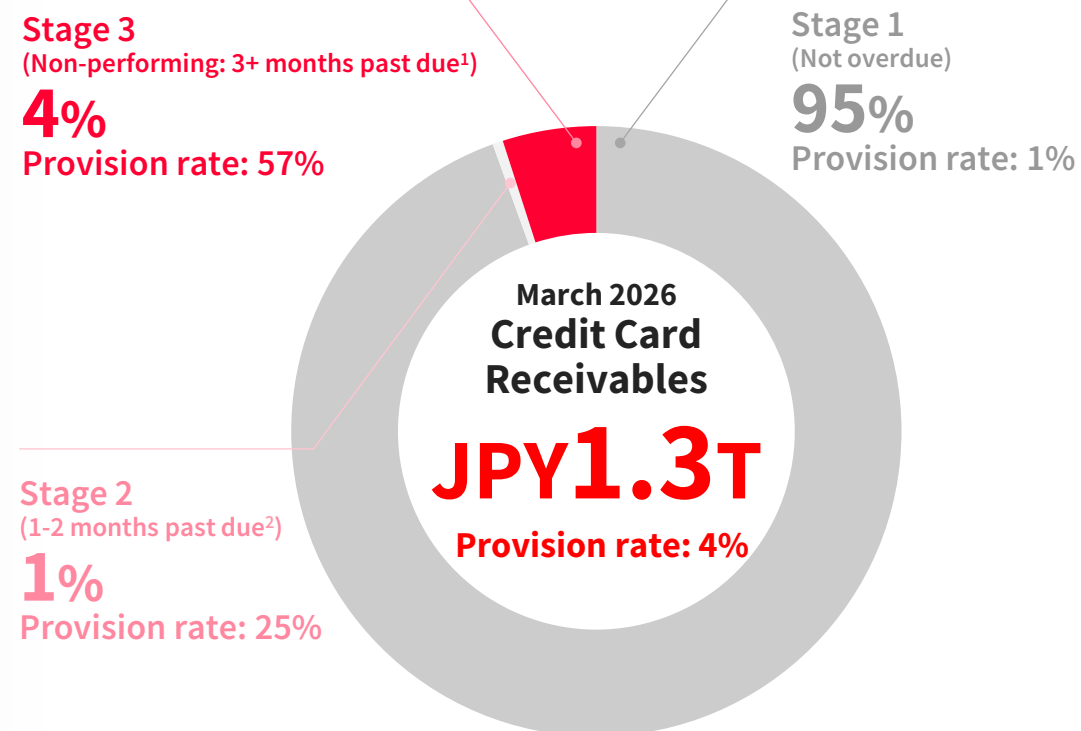


Operating KPIs | PayPay Card – Credit Quality

Net Charge-offs Rate



Delinquency Rate & Provision Rate



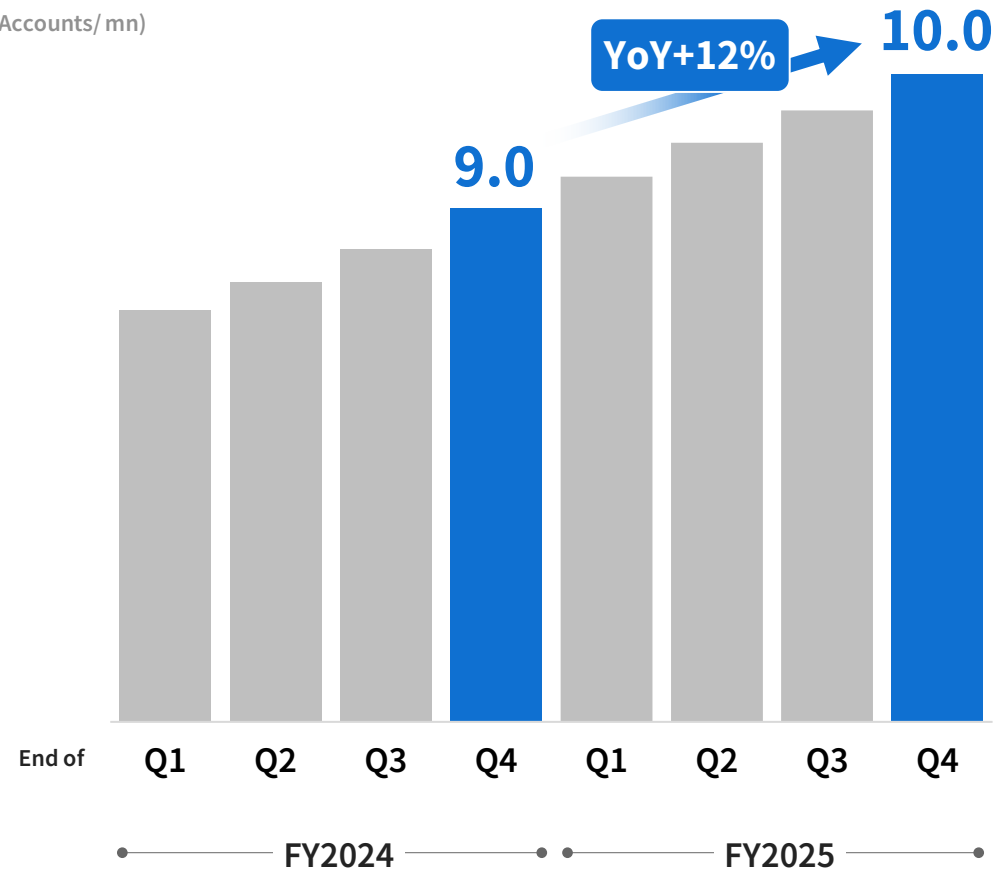
1. Includes restructured or unpaid balances

2. For cash advance receivables (excluding shopping related), delinquencies of less than one month are also included in Stage 2

Operating KPIs | Financial Service Segment

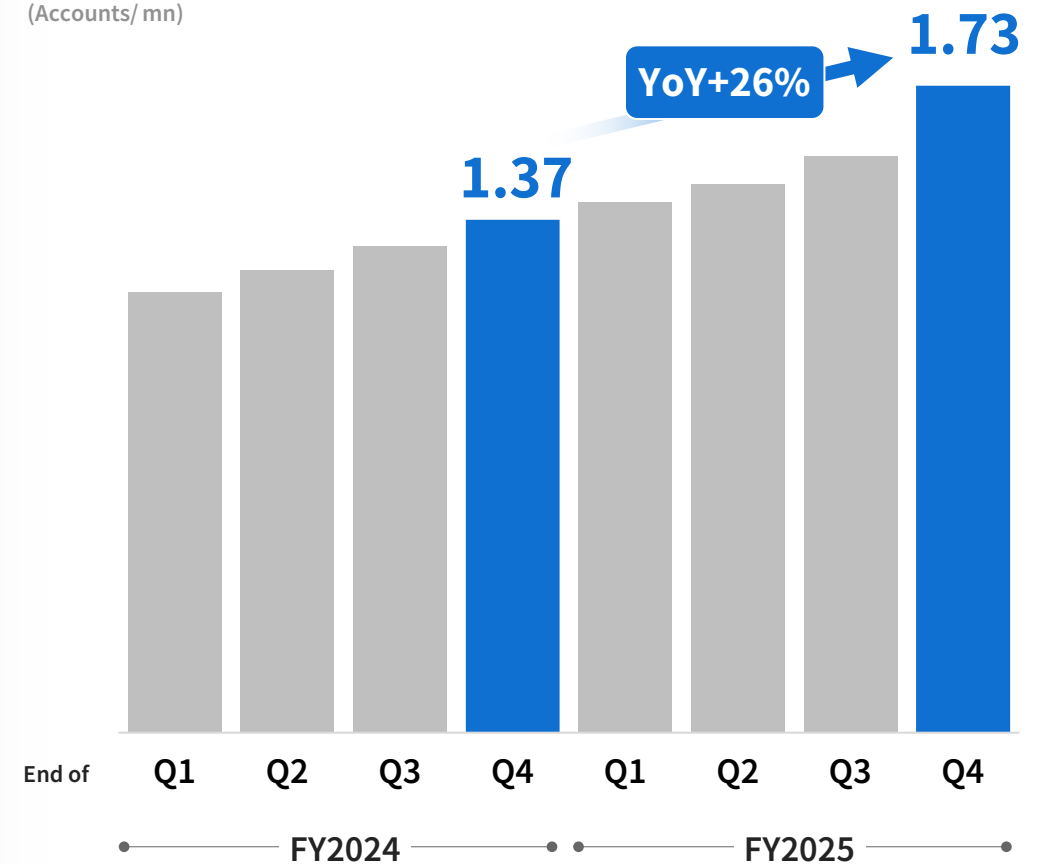
PayPay Bank | # of Bank Deposit Accounts

(Accounts/ mn)



PayPay Securities | # of Securities Accounts

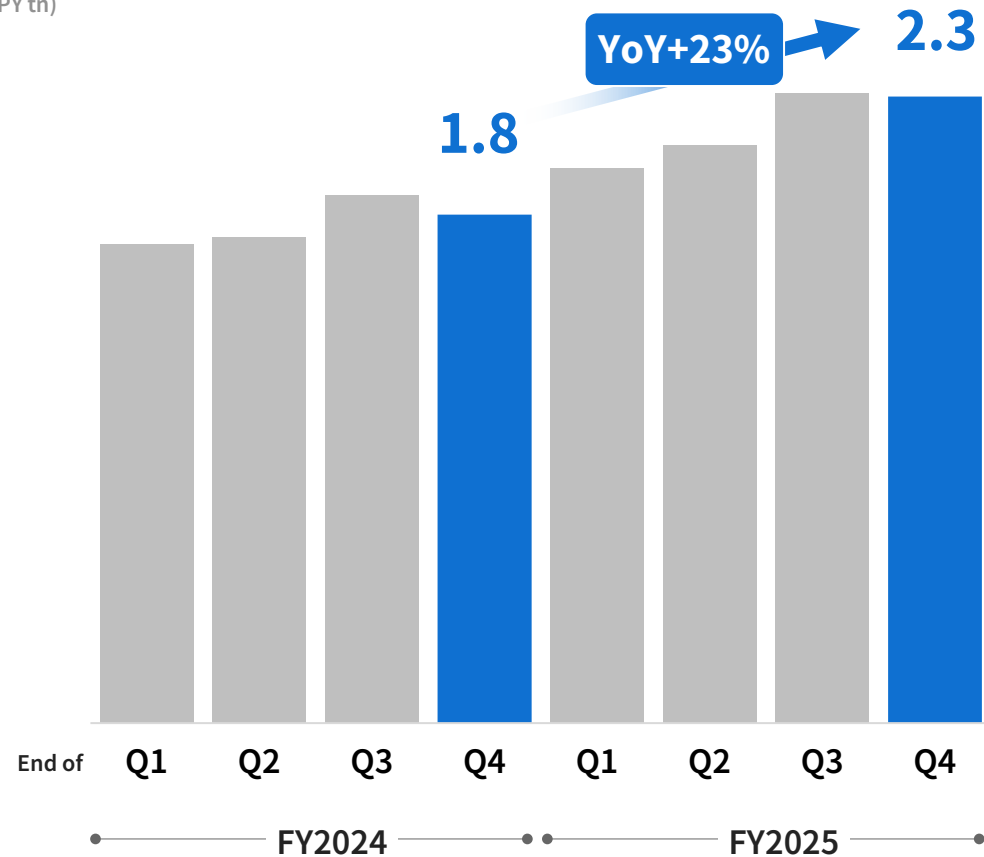
(Accounts/ mn)



Operating KPIs | PayPay Bank

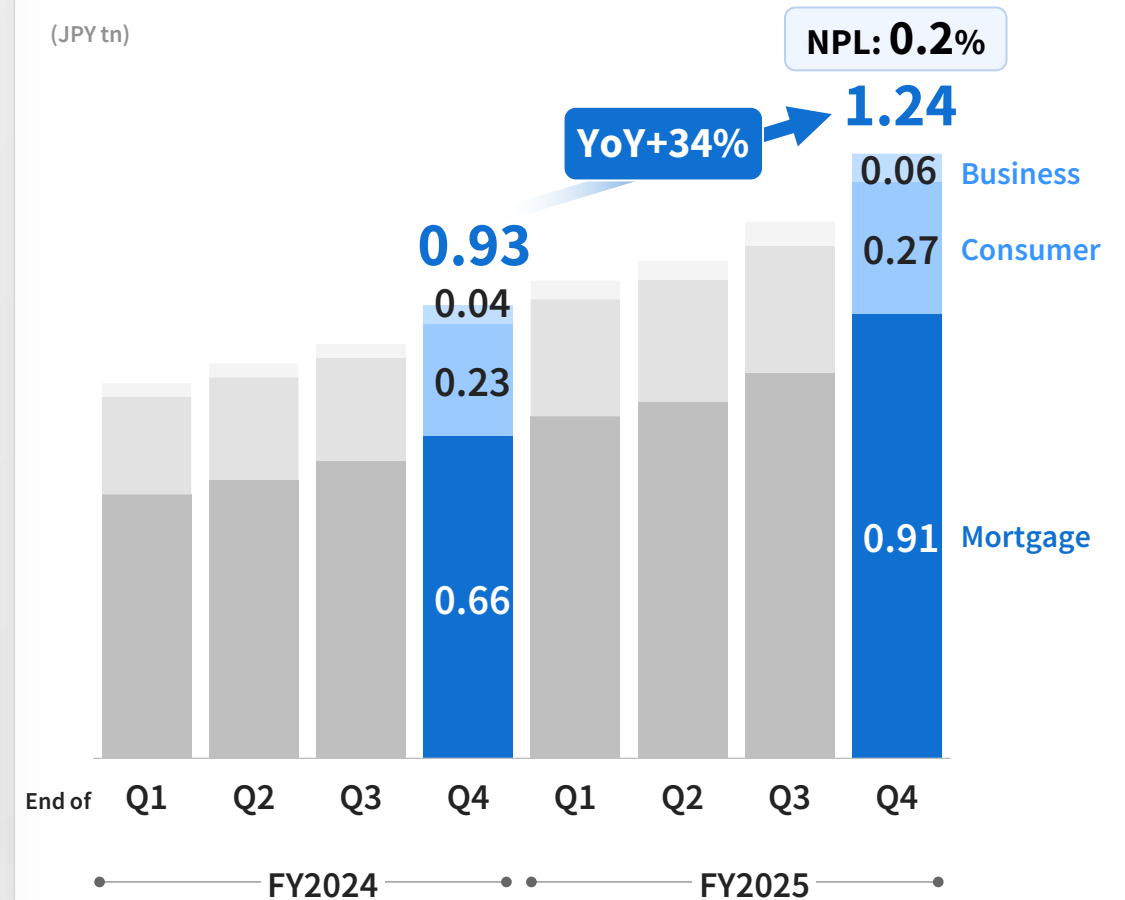
Deposits

(JPY tn)



Loans

(JPY tn)



Balance Sheet

Balance Sheet (Simplified)

(JPY tn)

Cash / G'tee deposits	0.6	Deposits	2.4
Securities	1.1		
Loans, advances to customers	1.9		
Other assets	0.4		
		Borrowings	0.4
		Other liabilities	1.0
		Net assets	0.2

FY2024 Q4

Total assets: **JPY 4.0tn**

Cash / G'tee deposits	0.4	Deposits	3.0
Securities	1.7		
Loans, advances to customers	2.5		
Other assets	0.5		
		Borrowings	0.6
		Other liabilities	1.2
		Net assets	0.4

FY2025 Q4

Total assets: **JPY 5.2tn**

FY2024 Q4

FY2025 Q4

Equity Ratio

2.5%

7.6%

Q4 Adj. ROE
(Annualized)

21.5%

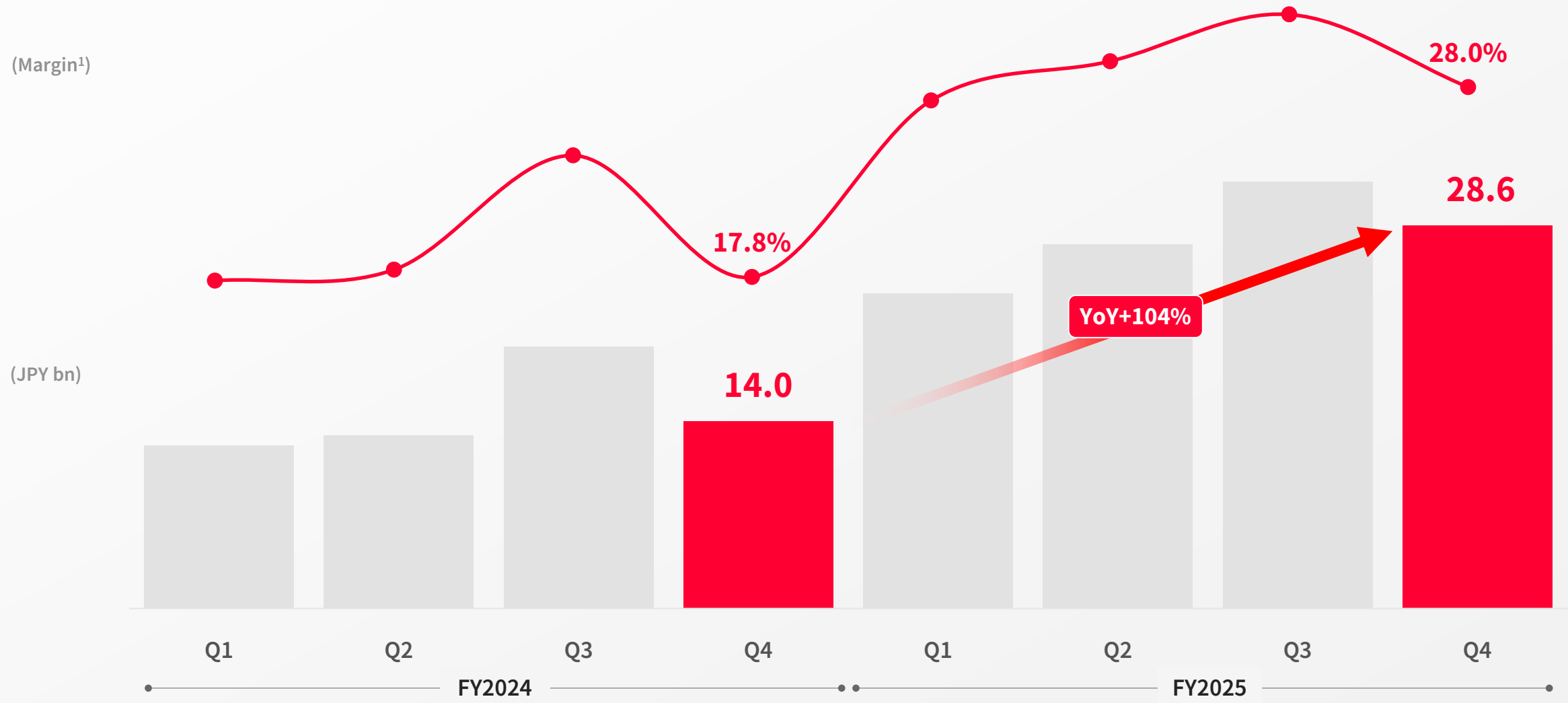
14.9%

Net Debt
(JPY bn)

45

106

Adjusted EBITDA¹



1. Adjusted EBITDA and Adjusted EBITDA Margin are non-IFRS measures. See the appendix for reconciliations of non-IFRS financial measures to their nearest IFRS equivalents

FY2026 Guidance

(JPY bn)	FY2026 Q1	FY2026 Full Year
Total Revenue	103 – 105	454 – 462
Adjusted EBITDA¹	30.5 – 32.5	134.5 – 140.5

1. Adjusted EBITDA Margin is a non-IFRS measure. See the appendix for reconciliations of non-IFRS financial measures to their nearest IFRS equivalents

Appendix

Non-IFRS Financial Measures and Reconciliations

Adjusted EBITDA & Adjusted EBITDA Margin

(JPY mn)	FY2024 (Full Year)	FY2025 (Full Year)	FY2024 Q4 (3 Months)	FY2025 Q4 (3 Months)
Profit for the Year (Period)	39,157	117,810	10,200	14,473
Income Tax Expense (Benefit)	(4,196)	(37,865)	(3,040)	4,363
Share of Loss of a Joint Venture Accounted for Using the Equity Method	549	137	166	238
Depreciation and Amortization	20,093	23,758	5,607	6,208
Share-based Payment Expenses	-	1,730	-	1,730
Amortization of Contract Cost	1,297	1,724	349	481
Losses on Disposal of Property and Equipment and Intangible Assets	702	1,356	207	811
Listing-related Expenses	302	2,202	302	286
M&A-related Expenses	330	593	153	162
Net Interest Expense (Income) from Corporate Borrowings and Treasury Assets	416	(316)	59	(159)
Adjusted EBITDA	58,650	111,130	14,003	28,593
Total Revenue	299,078	380,662	78,631	102,184
Adjusted EBITDA Margin	20%	29%	18%	28%

Glossary

Payment Segment GMV	The total of PayPay Balance GMV, PayPay Credit GMV and PayPay Card GMV, excluding the GMV of cancelled transactions
PayPay App GMV (or QR GMV)	The total of PayPay Balance GMV and PayPay Credit GMV, excluding the GMV of cancelled transactions
PayPay Balance GMV	GMV of payments made using PayPay Balance, PayPay Debit, PayPay Balance Card, other credit card payment linked to the PayPay app and payments made through other payment services and networks such as Alipay+ and HIVEX® via PayPay code payment, excluding top-ups to PayPay Balance with PayPay Card and excluding the GMV of cancelled transactions
PayPay Credit GMV	GMV of payments made using PayPay Credit, top-ups to PayPay Balance made using PayPay Card and GMV made by linking a PayPay Card to the PayPay app without linking a PayPay account, excluding the GMV of cancelled transactions
PayPay Card GMV	GMV of payment made using PayPay Card (physical card), excluding top-ups to PayPay Balance with PayPay Card and excluding the GMV of cancelled transactions
Online GMV	Excludes GMV from transactions made within e-commerce services operated by LY Corporation (such as Yahoo! Shopping, Yahoo! JAPAN Auctions, Yahoo! JAPAN Flea Market, etc.)
(Net) Take Rate	Payment Segment's total revenue divided by Payment Segment GMV
Gross Take Rate	Payment Segment's total revenue before deduction divided by Payment Segment GMV
PayPay MAU (Monthly Active Users)	The number of unique users who launched the PayPay App at least once during the month
PayPay MTU (Monthly Transacting Users)	The number of unique users who completed at least one payment per month that contributes to PayPay Balance or PayPay Credit GMV, but excluding P2P (peer-to-peer) money transfers and cancelled transactions. PayPay MTU over a quarterly or annual period represents the figure from the last month in the relevant period

Glossary

Active Rate	Calculated by dividing the number of MTU during the last month of each relevant period by the total number of registered users at the end of each relevant period
Payment Segment Monthly GMV per MTU	Calculated by dividing the total Quarterly GMV for PayPay Balance, PayPay Credit, and PayPay Card by the total Quarterly PayPay App MTU
Payment Segment Monthly Transaction Frequency per MTU	Calculated by dividing the total Quarterly transactions for PayPay Balance, PayPay Credit, and PayPay Card by the total Quarterly PayPay MTU
PayPay Card Number of Active Cards Issued	The number of the members of PayPay Card, PayPay Credit, and Yahoo! JAPAN Card, excluding members whose accounts have been suspended or who have withdrawn from the service. A single member that has issued multiple PayPay Cards since August 2024 is counted multiple times
PayPay Card Financing Balance	The total of outstanding revolving payment, installment payment and cash advance balances of PayPay Card at the end of the month of the applicable period
PayPay Card Net Charge-offs Rate	Calculated by dividing charge-offs minus post-charge-off recoveries by average receivables balance. The numerator uses the cumulative amount for the latest four quarters including the relevant period, and the denominator uses the average of quarter-end balances for the latest four quarters including the relevant period
PayPay Card Delinquency Rate	Calculated by dividing delinquent receivables balance at period-end by receivables balance at period-end
PayPay Card Provision Rate	Allowance balance at period-end divided by receivables balance at period-end. The provision rate excludes the allowance for doubtful accounts related to unused card credit lines

Glossary

Number of PayPay Bank Deposit Accounts	The total number of PayPay Bank regular savings accounts as of the end of the month, for both individual and corporate accounts, excluding closed accounts and fixed deposit accounts
Number of PayPay Securities Accounts	The cumulative total number of PayPay Securities comprehensive securities accounts as of the end of the quarter, excluding the number of closed or frozen securities accounts
PayPay Bank Balance of Deposits	The sum of demand deposit and time deposit
PayPay Bank Balance of Loans	The sum of mortgage loans, overdraft and other
Adjusted ROE	Calculated by dividing profit for the year/period attributable to owners of the parent company (before deferred tax adjustments) ¹ by average equity attributable to owners of the parent company at the beginning and end of the period
Net Debt	Calculated by ① Borrowings from LY Corp. ² + ② Deposits (Payment segment) – ③ Cash and cash equivalents (Payment Segment: cash and demand deposits) – ④ Guarantee deposits (Payment Segment: *Amounts covered by the deposit scheme with PayPay Bank ³ are added back) – ⑤ Securities (Payment Segment: government securities)

1. Results for the three months ended March 31, 2026: JPY 12.6bn

2. As of March 31, 2026: JPY 20.0bn

3. As of March 31, 2026: JPY 196.5bn

