

Translation

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To Whom it May Concern:

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**Online payment service "PAY.JP" renews basic fee plans**  
**Three new plans - Standard, Business and Enterprise - are available from 1 June.**

Online payment service "PAY.JP" operated by PAY, Inc. (Location: Minato-ku, Tokyo; CEO: Kenichi Takano), announces the renewal of basic fee plans on 1<sup>st</sup> June 2024 (Sat) to provide an easier fee structure for a wider range of merchants.

The current fee plans, "Basic" and "Pro," will end on 31 May (Fri) and three new plans, "Standard," "Business" and "Enterprise," will be available from 1 June (Sat).

From June 1, 2024

# Renewal of Fee Plans

PAY.JP

## ■ The renewal of Fee Plans of “PAY.JP”

Online payment service “PAY.JP” launched to make payments simpler, celebrated the ninth anniversary in September 2023. Today, “PAY.JP” is supported by a lot of merchants and the GMV exceeded JPY 140 billion annually. In recent years, “PAY.JP” has been used by merchants in a wider variety of industries, forms, and sales sizes than at the start of the service. In this context, we offer three new plans so that we support merchants’ growth more strongly than ever and merchants can choose the appropriate plan more flexibly.

The current fee plans, “Basic” and “Pro,” will end on 31 May (Fri), and three new plans, “Standard,” “Business” and “Enterprise,” will be available from 1 June (Sat).

“PAY.JP” offers other plans, “PAY.JP Seed,” “PAY.JP Partner,” “PAY.JP Travel” and “PAY.JP NPO,” which are specialized in different types of business and offer special fee rates. But these fee rates of “PAY.JP Seed” and “PAY.JP Partners” will be changed to the same rates as “PAY.JP Business,” one of the new fee plans from 1 June (Sat).

No change in the fee rates of “PAY.JP Travel” and “PAY.JP NPO.”

## ■ Overview of the Renewal

Renewal date: 1 June 2024 (Saturday)

Target: “PAY.JP” merchants

URL: <https://help.pay.jp/ja/articles/9053302>

<Features of the new fee plans>

Merchants can choose the most suitable one from three new plans according to their sales sizes. Six brands, VISA, Mastercard, JCB, American Express, Diners Club, and Discover, are available.

### ● Standard

No monthly fee and flat commission rate 3.3%

For merchants with monthly sales size under 4 million

### ● Business

Monthly fee JPY 20,000 and flat commission rate 2.78%

For merchants with monthly sales size between JPY 4 million and 20 million

### ● Enterprise

Monthly fee JPY 50,000 and commission rate 2.59% for VISA and Mastercard, 2.7% for JCB, Discover, American Express and Diners Club

For merchants with monthly sales size over JPY 20 million

## 新プランのご案内

現行プラン		新プラン <small>2024年6月～</small>		
<b>ベーシック</b>	<b>プロ</b>	<b>スタンダード</b>	<b>ビジネス</b>	<b>エンタープライズ</b>
手数料 3.0% 3.6%	手数料 2.59% 3.3%	手数料 3.3%	手数料 2.78%	手数料 2.59% 2.7%
月額費用 ¥0	月額費用 ¥10,000 税込/月	月額費用 ¥0	月額費用 ¥20,000 税込/月	月額費用 ¥50,000 税込/月
	支払方法 クレジットカード払い		支払方法 売上金からの相殺	支払方法 売上金からの相殺
		月商400万円未満の方におすすめ	月商400万円～2,000万円未満の方におすすめ	月商2,000万円以上の方におすすめ

### ■ Impact on earnings forecast

Although this renewal is expected to have a certain degree of impact on our business performance for the fiscal year ending December 31, 2024, and beyond, it is difficult to quantify the degree of impact currently, and we plan to explain the impact in our earnings disclosure at an appropriate time in the future.

“PAY.JP” will continue to support merchants by making complicated “payments” simpler so that merchants can focus on their business growth.

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