

Open Incubation toward 2020

Digital Garage, Inc.

2Q of FYE March 31, 2020 Financial Report

2019.11.11



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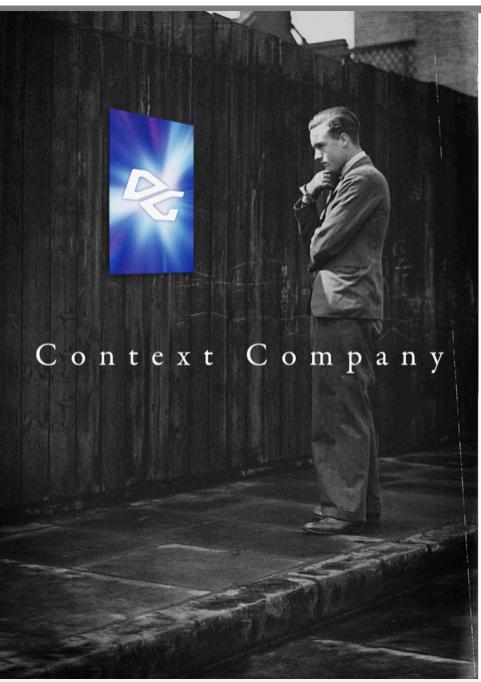
Mission & Business Model





Corporate Mission





As a

Context Company

Digital Garage creates innovative
business context for the new
Internet age and provides unique
business solutions for new
lifestyles, society, and industries by
linking

Real & Cyber

Local & International

Marketing & Technology

Present & Future







Producing and incubating Internet businesses by optimizing our 3 core strengths: IT, MT, and FT



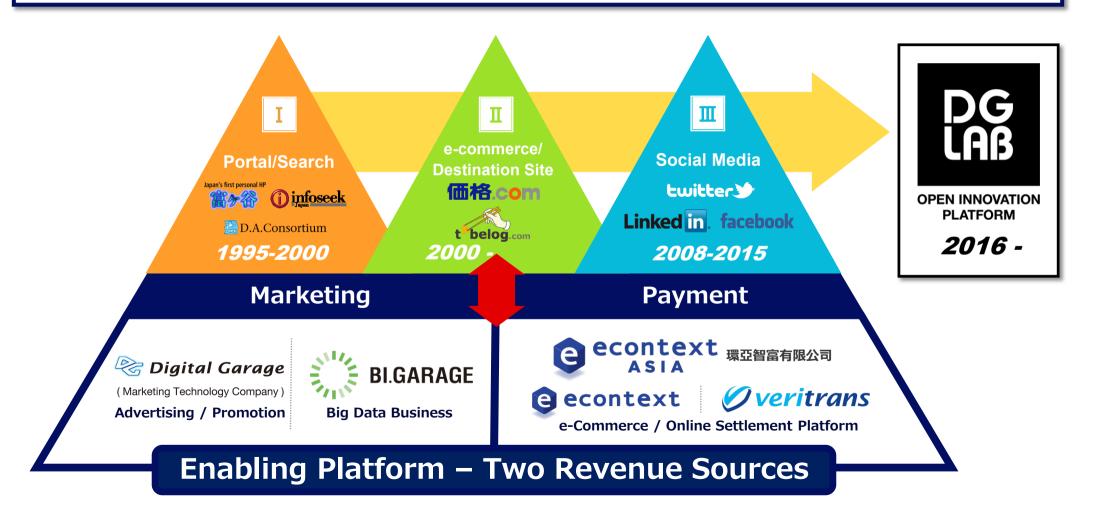
- Information Technology
- Marketing Technology
- Financial Technology



Enabling Platform for DG's Incubation Model



DG continues to incubate and develop unique Internet services through its Enabling Platform since the early days of the Internet



Investment Highlights

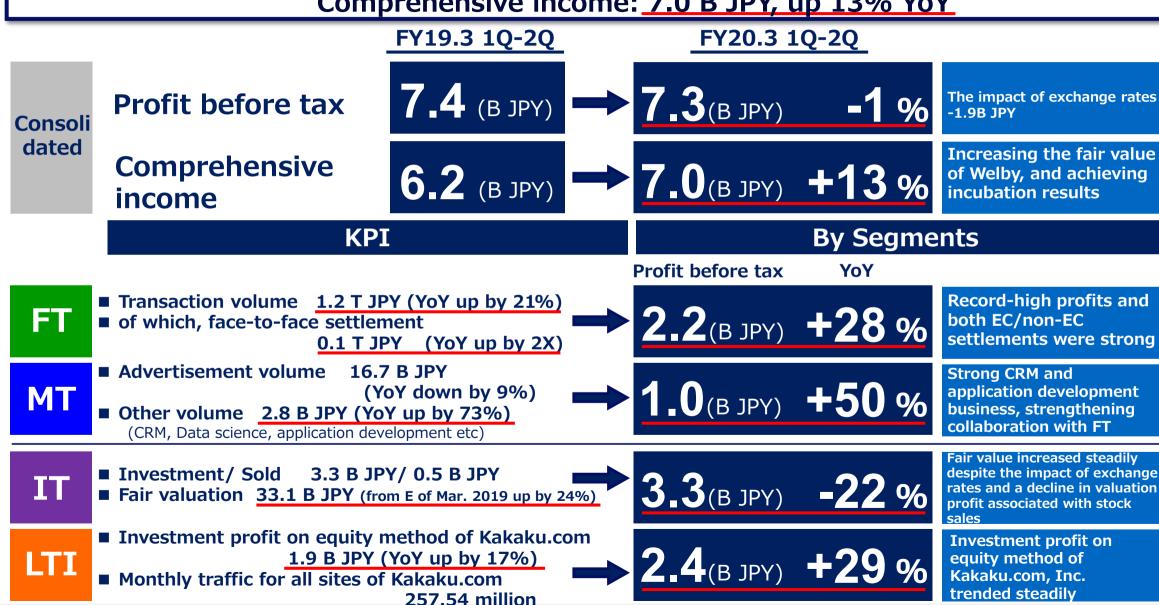




Financial Results Highlights



FY20.3 1Q-2Q Profit before tax: 7.3 B JPY, down 1% YoY Comprehensive income: 7.0 B JPY, up 13% YoY





FY20.3 1Q-2Q Consolidated P/L, C/I Summary (IFRS)



Revenue increased by 8% YoY to 19.6 B JPY, profit before tax decreased by 1% YoY to 7.3 B JPY, and comprehensive income increased by 13% to 7.0 B JPY

 \sim Revenue in recurring business grew by 16% YoY, revenue in operational investment securities decreased by 14% \sim

		FY19.3			FY20.3		Y	oY
JPY in Millions	1Q	2Q	1Q-2Q	1Q	2Q	1Q-2Q	(%)	(Amount)
Revenue	8,548	9,677	18,225	8,217	11,379	19,596	+ <i>7.5</i>	+1,371
Revenue in recurring business	5,323	5,722	11,045	6,138	6,718	12,856	+16.4	+1,810
Revenue in operational investment securities	1,732	2,677	4,409	459	3,332	3,790	-14.0	-618
Other income	664	206	870	817	422	1,239	+ <i>42.3</i>	+368
Finance income	104	125	229	1	16	17	-92.4	-212
Share of profit of investments accounted for using equity method	725	946	1,672	803	891	1,694	+1.4	+23
Expenses	5,154	5,671	10,825	5,999	6,271	12,270	+13.4	+1,445
Cost of sales	2,463	2,629	5,092	2,740	2,976	5,716	+12.2	+624
Selling, general and administrative expenses	2,582	2,914	5,497	2,951	3,138	6,089	+10.8	+592
Other expenses	72	76	149	78	86	164	+10.4	+15
Finance costs	37	51	87	230	71	301	3.4 X	+214
Profit before tax	3,394	4,006	7,400	2,218	5,108	7,326	-1.0	-74
Profit attributable to owners of parent	3,113	2,612	5,725	1,624	3,647	5,271	-7.9	-454
Profit	2 125	2.640	E 77E	1 617	2 622	F 240	-9.3	ESE
	3,135	2,640	5,775	1,617	3,623	5,240		-535
Other comprehensive income	549	-109	439	2,972	-1,184	1,787	4.1 X	+1,348
Net change in fair value of equity instruments designated as measured at fair value through other comprehensive income	376	-265	110	3,107	-1,186	1,921	17.4 X	+1,810
Comprehensive income	3,684	2,530	6,215	4,589	2,439	7,028	+13.1	+813

NOTE: The above Revenue, Expenses, and Profit before tax refers to the continuing operations excluding discontinued operations





FY20.3 1Q-2Q Consolidated Segment P/L Summary (IFRS)



Double-digit growth in revenue and profit in FT, MT and LTI

 \sim Fair value of investee companies increased steadily in IT, but profit decreased due to the impact of foreign exchange rates and a decline in valuation profit associated with stock sales \sim

IDV in Millions		FY19.3			FY20.3	YoY		
JPY in Millions	1Q	2Q	1Q-2Q	1Q	2Q	1Q-2Q	(%)	(Amount)
Revenue	8,548	9,677	18,225	8,217	11,379	19,596	+7.5	+1,371
FT Financial Technology	1,763	1,812	3,575	2,083	2,204	4,287	+19.9	+712
MT Marketing Technology	3,053	3,390	6,443	3,376	3,984	7,360	+14.2	+917
IT Incubation Technology	1,898	2,890	4,789	507	3,462	3,969	-17.1	-820
LTI Long Term Incubation	1,740	1,506	3,246	2,232	1,696	3,928	+21.0	+682
Profit before tax	3,394	4,006	7,400	2,218	5,108	7,326	-1.0	-74
FT Financial Technology	849	856	1,705	1,061	1,112	2,173	+27.5	+468
MT Marketing Technology	266	402	668	327	676	1,004	+50.2	+335
IT Incubation Technology	1,634	2,573	4,206	146	3,138	3,284	-21.9	-922
LTI Long Term Incubation	1,050	825	1,875	1,493	932	2,426	+29.4	+551

NOTE: Revenue here shows revenue from external customers. Segment profit before tax are before elimination of intersegment transaction and corporate revenue and expenses.



Changes in Profit before Tax and Comprehensive Income



Profit before tax and comprehensive income

TDV 1 - MILL	FY19.3	FY20.3	YoY		
JPY in Millions	1Q-2Q	1Q-2Q	(%)	(Amount)	
Profit before tax	7,400	7,326	-1.0	-74 .	
Profit attributable to owners of parent	5,725	5,271	-7.9	-454	
Comprehensive income	6,215	7,028	+13.1	+813	

■ FT / MT / LTI segment	+ 1.4 B JPY
■ IT segment	- 0.9 B JPY
→ Impact of exchange rates Valuation profit associated with sales of stocks	- 1.6 B JPY ✓ - 1.5 B JPY
Gain on fair value valuation HO	+ 2.3 B JPY - 0.5 B JPY
→ Increased in SG&A expenses due	•
business expansion Impact of exchange rates	- 0.28 B JPY - 0.24 B JPY ✓
Decrease of profit before tax	- 0.1 B JPY



FY20.3 2Q Consolidated P/L, C/I Summary (IFRS)



		<u> </u>		
JPY in Million	End of FY19.3	End of FY20.3 2Q	Difference	Reason for change / Remarks
Current assets	99,186	92,990	-6,196	
Cash and cash equivalents	48,154	36,665	-11,489	New investment, Relating to FT business, payment of income taxes and dividends etc
Trade and other receivables	23,254	21,924	-1,330	Relating to FT business etc
Operational investment securities	26,695	33,114	+6,419	New investments and increase in fair value of investee companies
Non-current assets	47,704	54,269	+6,565	
Goodwill	6,575	7,689	+1,114	New acquisition
Investments accounted for using equity method	19,139	20,584	+1,445	Increased investment profit on equity method
Other financial assets	6,662	10,161	+3,499	New investments and increase in market value of listed shares
Total assets	146,890	147,259	+369	
Current liabilities	52,420	45,981	-6,439	
Borrowings	2,211	3,140	+930	
Trade and other payables	45,799	38,679	-7,119	Relating to FT business etc
Non-current liabilities	47,125	47,904	+779	
Bonds and borrowings	35,959	34,469	-1,490	
Deferred tax liabilities	4,744	6,859	+2,115	Estimated taxes related to unrealized gains on securities
Total liabilities	99,545	93,885	-5,659	
Total equity	47,345	53,374	+6,029	
Total equity attributable to owners of parent	46,609	52,634	+6,025	
Share capital	7,504	7,547	+43	
Capital surplus	4,235	4,431	+196	
Treasury shares	-5,026	-5,012	+14	
Other components of equity	1,303	3,090	+1,787	Increase in fair value of investee companies (Other comprehensive income)
Retained earnings	38,593	42,578	+3,985	Increased profit
Non-controlling interests	736	740	+4	
Total liabilities and equity	146,890	147,259	+369	

Segment Performance Review



Business Highlights



< Major highlights of 4 segments >



EC Payment

Non-EC / Alliances

- Continued high growth exceeding EC market. Substantial increase in profits. Transaction volume in data processing payment expanded
- Face-to-face settlement volume doubled YoY amid growing momentum for cashless settlement
- Established a JV, TD Payment, with TOSHIBA TEC CORPORATION, which has the largest share of the POS market in Japan, and provide multi-payment services. Responding to growing demand for payment from inbound tourists by developing Face-to-Face Payment (mPOS) through ANA Digital Gate



Digital marketing

Data science

- Promote cross-segment growth strategy in cooperation with the FT segment. Following the offering the CRM and payment platforms of the JR Kyushu Group, construction of an EC mall for members of the JR East Group's VIEW Card
- CyberBuzz, Inc., which DG is the largest outside shareholder, was listed on the TSE's Mothers section in September 2019
- <u>Strengthen data science business</u> utilizing proprietary data across the group. As the secretariat of the Japan Premium Media Consortium, promoting a variety of demonstration experiments linking national clients with high-quality media.



Investment(DGI)

- Promoting < Global Incubation Stream > linking the United States, Japan, Asia, and Europe
- Steady increase in fair value of investments in Asia (India, Indonesia, Vietnam) where growth is remarkable
- Incubation(ONL)
- Launched "Open Network Lab FUKUOKA". Conducted test ride sessions in Fukuoka and Sapporo with Lime, our investee and a major shared electric scooter services in the US



Kakaku.com, Inc.

Healthy growth in "Tabelog" and "New Media", in addition to "Kakaku.com"

New business

In Crypto Garage, tests for the commercialization of Atomic Swap (Simultaneous Exchange Transactions) for crypto assets in blockchains progressed steadily. Full-scale service will be launched within next year.

FT Segment



Ι	Financial Technology Segment
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		Revenue	Profit before tax
FY19.3	1Q-2Q	3,575 M JPY	1,705 M JPY
FY20.3	1Q-2Q	4,287 M JPY	2,173 M JPY

econtext ASIA Ltd.

Payment corporation to expand e-commerce platforms globally



➤ econtext, Inc.

Integrates online and offline business as the convenience store payment pioneer



➤ VeriTrans Inc.

Provides leading e-commerce payment solutions



NaviPlus Co., Ltd.
Subsidiary of VeriTrans Inc. Offers website support tools including personalized recommendation engines



➤ ANA Digital Gate, Inc. (49% stake/equity method)

Develops and offers the new payment solution by FinTech



➤ SCORE Co., Ltd (49% stake/equity method)
Development of post-settlement payment business and various financial businesses utilizing settlement data



SCORE Payment Service

➤ TD Payment Corporation (49% stake/equity method)
Offers multiple payment solutions for POS systems



NOTE: Revenue here shows revenue from external customers. Profit before tax are before elimination of intersegment transaction.

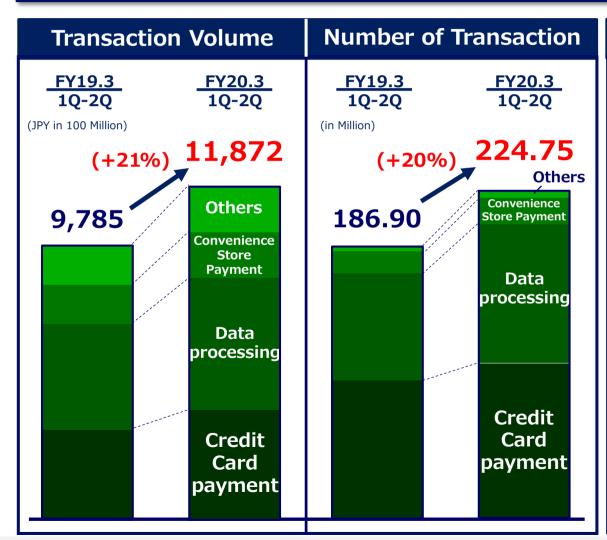


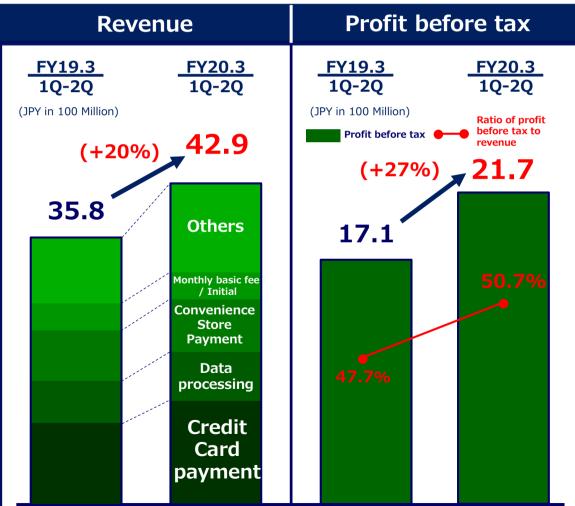
FT Segment - Highlights



Transaction volume marked approx. 1.2 Trillion, +21% YoY, number of transaction surpassed 220 million, +20% YoY

~ Revenue rose 20% YoY, Profit before tax marked 2.17B JPY, +27% YoY, record-high earnings∼







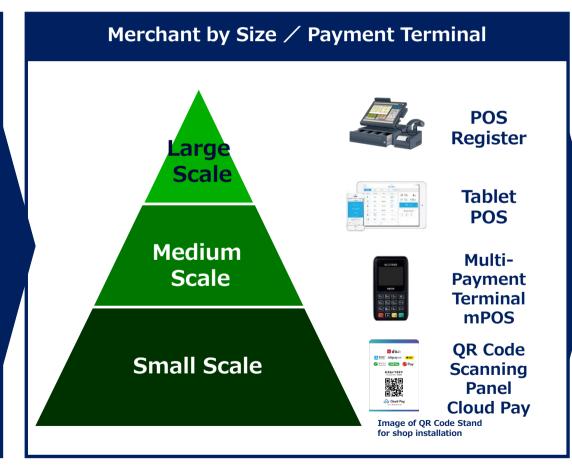
FT Segment - Face-to-face settlement initiatives



Alliances with business partners to cover large businesses and small and medium-sized retail stores

 \sim Providing payment solutions for face-to-face retailers in response to a cashless society \sim

Alliance strategy JV with Toshiba TEC, the top share company in Japan Providing multi-payment solution JV with ANA group **Providing multi-payment** DIGITAL GATE terminals for airports, duty-free shops, face-toface retailers, etc **Partnering with NTT** Cloud Pau DOCOMO, INC. and leading players in Japan and overseas 表対策 Alipayнк । for MPM settlement of common QR 微信支付 LINE Pay Pav Pav codes



Transaction volume of Face-to face settlement [FY 20.3 1Q-2Q] 106.8 **Billion JPY** [YoY] FY19.3 1Q-2Q 54.2 B JPY

Note) MPM (Merchant Presented Mode): Method in which consumers scan QR codes displayed at stores with their smartphones to make payments



MT Segment



п	Marketing Technology Segment		
		Revenue	Profit before tax
FY19	.3 1Q-2Q	6,443 M JPY	668 M JPY
FY20	1Q-2Q	7,360 M JPY	1,004 M JPY

➤ Marketing Technology Company



Supports client's business through performance-based ads, Online to Offline strategy and web marketing

(Marketing Technology Company)

▶ DG Communications Co., Ltd.

Provides solutions that make people's lives more comfortable, mainly through the real estate advertising business



▶ BI.Garage, Inc.

Develops and provides ad products incorporating data science, social marketing, and cutting edge ad technology



➤ CyberBuzz, Inc. (22.5% stake/equity method)

Provides the social media marketing platform structured with influencers as its center part



➤ DG MARKETING DESIGN, Inc. (20% stake/equity method)
Established on June 25th, 2018 and its predecessor is Business Design Company

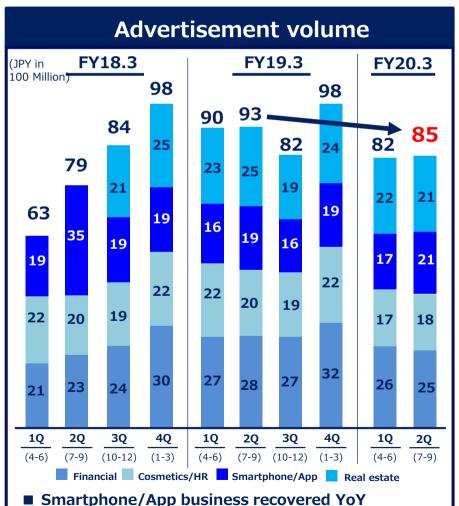


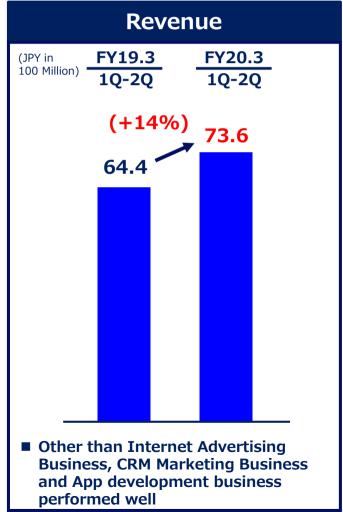


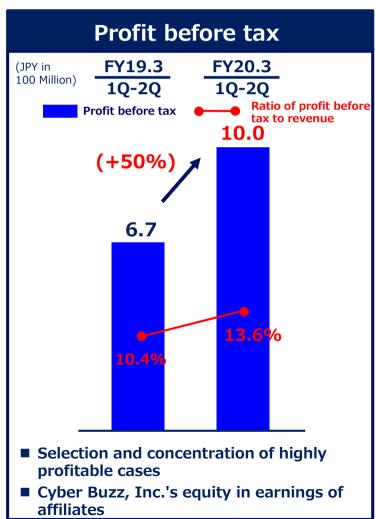




Revenue marked 7.36B JPY, +14% YoY, and profit before tax increased to 1.0B JPY, +50% YoY \sim Aiming to secure high profitability through selection and concentration of highly profitable cases \sim









MT Segment - Highlights



Responding to Changes in the Business Environment



<Marketing Technology Company> MT / FT collaboration

Promoting growth strategies across segments, including FT

- Establishment of the JR Kyushu Group's CRM and payment platform
- Promote OMO customer transfer by building e-commerce malls for VIEW card members

Revenues from CRM and app development, etc. increased 2.4 times YoY



<DG Communications Co., Ltd.> Real estate / Collaborate with ONL

"Open Network Lab Resi-Tech" for the real estate developer industry 1st Batch ended In 2nd Batch, will collaborate with the government and area partner companies of major Japan to conduct tests in line with urban plans with startups





<CyberBuzz, Inc.> **Social Media Marketing**

Develop proprietary platforms for influencer marketing utilizing SNS such as Instagram and Facebook

Listed on the TSE's Mothers section in September 2019. Generate future marketing group synergies



Leading data scientists in Japan



Next-generation data technology





National Client

< Media Consortium Planning Office > Formed a Digital Value Study Group with 39 leading Japanese content media companies and conducted test marketing of high-value digital advertisements to major clients. Promote activities for joint commercialization. Entered **Final phase for joint commercialization**

< Strengthen data science business across FT / MT / LTI >

BI. Garage transaction volume

YoY +63%

Increased advertising business from national clients by menu developed mainly by DG and Kakaku.com

Racing Property Digital Garage Kakaku.com

Number of clients

FY19.3 1-20 FY20.3 1-20





IT Segment



III Incu	bation Technology Segment		
		Revenue	Profit before tax
FY19.3	1Q-2Q	4,789 M JPY	4,206 M JPY
FY20.3	1Q-2Q	3,969 M JPY	3,284 M JPY
	Incubation, Inc. ts in and incubates cutting-edge internet startup	s	DG INCUBATION
-	n Network Lab, Inc. Accelerator Program in progress in the 20 th term	n	pen Network Lab
	Daiwa Ventures, Inc. (50% stake/equi		G Daiwa Ventures
	tal Garage US, Inc. S-based global strategy headquarters	717	
	Garage, Inc. ges "Open Network Lab HOKKAIDO" for the star	tups in Hokkaido	02 GARAGE
➤ DK (Gate, Inc.	DK	Cato

DK Gate

NOTE: Revenue here shows revenue from external customers. Profit before tax are before elimination of intersegment transaction.

a global scale with Kodansha Ltd.

Researches and develops of next-generation content business companies in



IT Segment - Highlights (B/S)

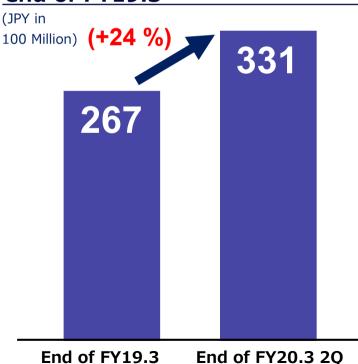


The balance of operational investment securities as of the end of September 2019 was 33.1 B JPY, up 24% from the end of FY19.3

 \sim Increase in fair value despite the impact of yen appreciation \sim

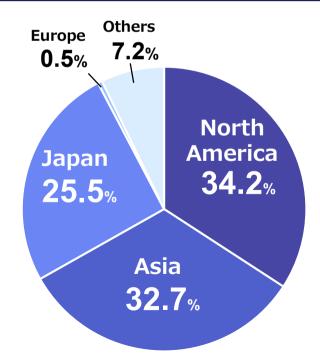
Operational investment securities

The fair value of operational investment securities increased substantially by 24% from the end of FY19.3



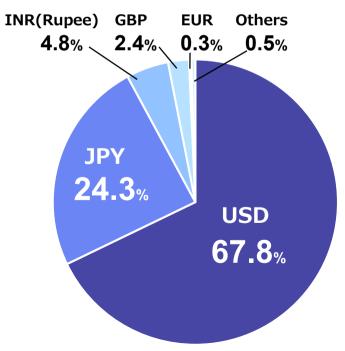
Portfolio by regions

Building a balanced investment portfolio centered on Global Incubation Stream



Portfolio by currencies

Due to aggressive investment overseas, USD based investment accounts for two-thirds of total investment



Note) Shows the share of operating investment securities outstanding by region and currency



IT Segment - Highlights (P/L)

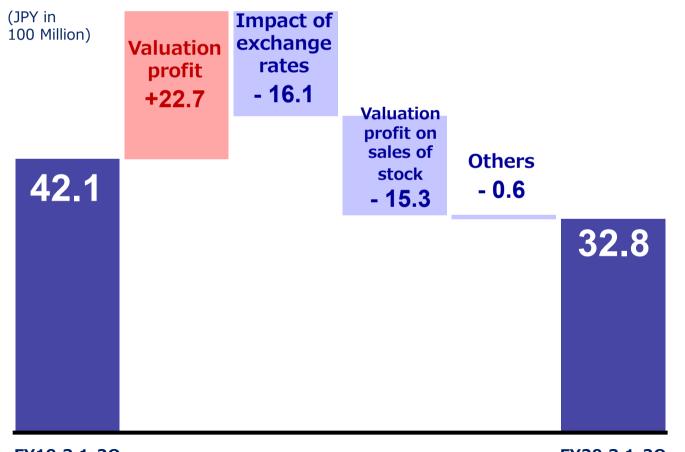


Significant growth in valuation profit on fair values excluding the impact of foreign currency fluctuations

~ On the other hand, profits declined due to a decrease in valuation losses by appreciation of the

 \sim On the other hand, profits declined due to a decrease in valuation losses by appreciation of the yen and decline in valuation profit associated with stock sales \sim





- Gain on valuation of fair value, excluding the impact of foreign exchange, increased 2.2 times from 1.8 B JPY in FY19.3 2Q to 4.1 B JPY in FY20.3 2Q
- Impact of 1.61 B JPY YoY decrease in valuation gains (losses) on fair value due to the appreciation of the yen
- Due to large-scale sales in FY19.3, valuation profit associated with stock sales decreased by 1.53 B JPY YoY

FY19.3 1-2Q FY20.3 1-2Q



IT Segment - Examples of Investment



Increase in fair value mainly of investments in Asian countries

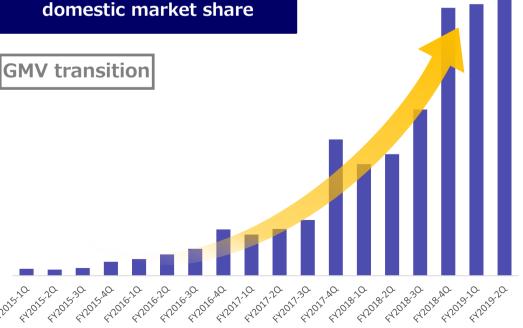
 \sim Strengthen the support system and aim to increase investment value \sim

Sen Do Technology [Vietnam]

C2C and B2C in Vietnam, and provides electronic wallet services







Examples of Investment

QD Laser [Japan] * QD LASER

Develop and provide new semiconductor laser solutions in the telecommunications, industrial, medical, and consumer sectors as a pioneer in the commercialization of quantum dot laser technology

NOIN [Japan]

Operates cosmetics e-commerce app "NOIN" which is cosme EC platform where manufactures open up a shop directly, and operates cosmetics video Instagram "noin.tv"

NOBROKER.COMT

NoBroker Technologies Solutions [India]

Operates India's peer-to-peer property marketplace. Using this service, people can rent/buy houses online without brokers

Expedient Healthcare Marketing [India]

Operates "Healthians.com", a healthcare webbased service that provides reservations for examinations at clinics and related information from doctors and specialists

GrubMarket [US]

Develop a leading marketplace platform specializing in fresh organic foods

GrubMarket

Neutron Holdings [US]

Ride-sharing service for electric scooters focusing on last mile solutions

ThredUp [US]

Secondhand Clothes. Firsthand Fur

The world's largest fashion resale platform, inspiring a new generation to think secondhand first. Specializing in women's and children's clothing

Droom [India]



A leading online marketplace for new and second-hand automobiles in India



LTI Segment



IV Long-Term Incubation Segment

		Revenue	Profit before tax
FY19.3	1Q-2Q	3,246 M JPY	1,875 M JPY
FY20.3	1Q-2Q	3,928 M JPY	2,426 M JPY

➤ Kakaku.com, Inc. (20% stake / equity method)
Operates purchase support service Kakaku.com, restaurant review and restaurant service tabelog, and New Media and Solutions

KaKaKu.com

➤ Crypto Garage, Inc.

Promoting development of advanced financial services utilizing blockchain technology and cryptography technology with Tokyo Tanshi Co., Ltd.



➤ ACADEMIE DU VIN

Operates wine schools and wholesaling wine.



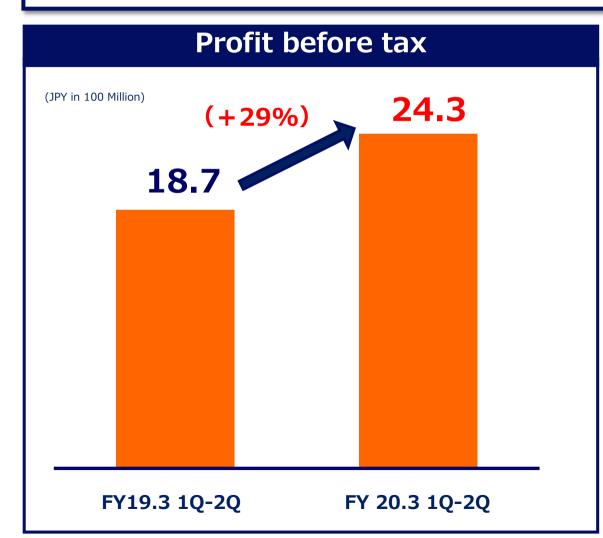


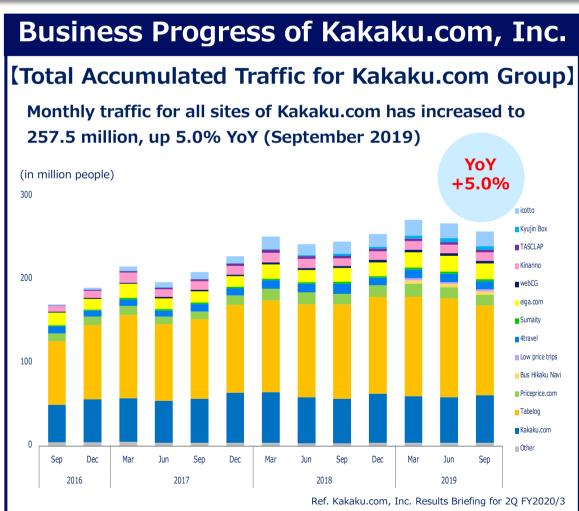
LTI Segment - Highlights



Profit before tax marked 2.43B JPY, +29% YoY. Investment profit on equity method of Kakaku.com, Inc. remains robust

~ "Kakaku.com", "Tabelog" and "New Media" going well ~







LTI segment – Promote Blockchain Financial Business



Asset trading is underway in the regulated sandbox with participation in the domestic exchange

~ Develop SETTLENET globally in the first half of 2020 and further promote P2P derivatives R&D ~

For video of Crypto Garage/SETTLENET/P2P, click HERE

Commercialization R&D SETTLENET P2P derivotives Simultaneous exchange of P2P using real assets on the Signed and executed P2P smart contract **Expand** blockchain is underway under the regulated sandbox. transactions in Bitcoin linked to Standard & Poor's → Launched POC linking four leading crypto currency business as a 500 Index with Skew in UK, and completed exchange companies in Japan P2P financial technical verification. settlement Commercial versions are scheduled for global launch platform in the first half of 2020. By eliminating credit risk between parties to Planning to provide settlement services between transactions and reducing contract costs, aims to domestic exchanges and OTC operators* around the avoid price fluctuation risk of crypto assets and world. contribute to the formation of a sound market in [Image] which more businesses participate in transactions. **OTC** operators Exchange in overseas in Japan **CRYPTO GARAGE** Simultaneous CRYPTO GARAGE settlement Business: Provision of leading-edge financial services in the crypto asset on blockchain

The CoinDesk, one of the world's largest media in the area of blockchain and crypto currencies, publishes articles here

^{*}Over the counter. Firm that specializes in large-scale transactions outside the exchange

Appendix





♦ Financial Results: Consolidated PL (IFRS)



TRACTO ACTUAL	FY2018.3	FY2019.3
JPY in Millions	(Result)	(Result)
Continuing operations		
Revenue	25,503	35,687
Revenue in recurring business	18,141	22,713
Revenue in operational investment	1,007	6,090
Other income	2,111	1,933
Finance income	764	117
Share of profit of investments accounted for using equity method	3,481	4,835
Expenses	17,127	22,264
Cost of sales	7,187	10,401
Selling, general and administrative expenses	9,095	11,296
Other expenses	542	332
Finance costs	303	235
Profit before tax	8,376	13,424
Income tax expense	1,857	4,088
Profit from continuing operations	6,518	9,336
Discontinued operations		
Revenue	3,260	1,261
Expenses	3,403	1,655
Profit (loss) before tax from discontinued operations	-143	-394
Income tax expense	38	-225
Loss (gain) on sales on discontinued operations	-	898
Income tax expense from sale of discontinued operations	-	275
Profit (loss) from discontinued operations	-181	454
Profit	6,337	9,790
Profit attributable to		
Owners of parent	6,412	9,771
Non-controlling interests	-75	19



Financial Results: Consolidated PL by Segments (IFRS)



JPY in	Millions	FY18.3 (Result)	FY19.3 (Result)
Reve	nue	25,503	35,687
FT	Financial Technology	5,929	6,693
MT	Marketing Technology	9,939	13,676
IT	Incubation Technology	2,553	8,022
LTI	Long Term Incubation	6,301	7,133
Profit before tax		8,376	13,424
FT	Financial Technology	2,809	3,174
MT	Marketing Technology	1,856	1,390
IT	Incubation Technology	1,321	6,889
LTI	Long Term Incubation	3,621	4,378

NOTE: Revenue here shows revenue from external customers. Segment profit before tax are before elimination of intersegment transaction and corporate revenue and expenses.



Press Releases



Date		Title
2019.10.24	Rigital Garage	Digital Garage Group's "Cloud Pay", a Multi-QR Code Payment Solution, Supports Alipay, AlipayHK, and Kakaopay
2019.10.23	🧞 Digital Garage	7 Companies Established the Japan Digital Therapeutics Consortium and Launch Activities
2019.10.4	DG LAB only parcontrol	DG Lab to Host THE NEW CONTEXT CONFERENCE 2019 SAN FRANCISCO
2019.9.17	O veritrans	VeriTrans Provides Post-Settlement Payment Service "VeriTrans Atobarai" for UNIQUEST's "Small Funeral"
2019.9.12	& Digital Garage	Digital Garage and KDDI Conduct a Digital Transformation (DX) Proof of Concept Using AR and VPS Technology
2019.8.30	& Digital Garage	Digital Garage and Daiwa Securities Group Establish DG Lab Fund II for Global Startups with Next-generation Technologies
2019.8.16	Cyber Buzz	Digital Garage's Equity Method Affiliate, CyberBuzz is Approved for Listing on the TSE's Mothers Section
2019.8.2	🗞 Digital Garage	Digital Garage Supports Joint PoC Projects by 7 Major Companies and 5 Startups through "Open Network Lab Resi- Tech"
2019.7.25	🗞 Digital Garage	Digital Garage Joins MIT Media Lab's "Space Exploration Initiative"
2019.5.31	& Digital Garage	Digital Garage, Fukuoka D.C., and Fukuoka Growth Next Launch the Smart City Incubation Program, "Open Network Lab FUKUOKA"
2019.5.16	🧞 Digital Garage	Digital Garage Group Launches "Cloud Pay", a Merchant-presented mode Multi-QR Code Payment Solution
2019.5.13	🗞 Digital Garage	Digital Garage and Welby Launch a Proof of Concept Project for PHR Lifestyle Disease Prevention Program in Fukuoka City to Build a Personal Health Record Platform
2019.5.9	DG LAB of a monation	DG Lab to Host THE NEW CONTEXT CONFERENCE 2019 TOKYO on the Theme of "How to Build a Data Ecosystem"
2019.4.19	S CRYPTO GARAGE	Crypto Garage Developed and Executed the Contract of a P2P Protocol Based Crypto Asset Derivative Settled in Bitcoin
2019.4.12	OG INCUBATION	DG Incubation Co-leads Investment in Food E-Commerce Service GrubMarket
2019.4.1	Overitrans	VeriTrans Launches Credit Card Payment Services for Patent and Other Fee Payments to the Japan Patent Office



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