2026 / 11 / 12

GROWTH 415A

Fiscal Year Ending December 31, 2026

Q3 Financial Results Briefing

GMO TECH Holdings, Inc.

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Unauthorized Access Incident at GMO Internet, Inc.

We sincerely apologize for the concern caused by the unauthorized access incident involving Onamae.com Desktop Cloud, provided by GMO Internet, Inc. (Securities Code: 4784), a company within the same corporate group as us.

- **Impact on Our Systems**

Our systems are built and operated in an environment independent of Onamae.com Desktop Cloud. We also design and operate our own security measures. As of today, we have not identified any unauthorized access to our services or information leakage resulting from this incident.

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Unauthorized Access Incident at GMO Internet, Inc.

- **Recent Customer Trends**

Since the incident, our businesses have experienced an increase in cancellations by existing customers and a decline in new customer acquisitions compared with the period before the incident.

- **Impact on Our Results from Q4 Onward**

We will continue to monitor and assess customer trends following the incident, including cancellations and new customer acquisitions. If we determine that the incident will materially affect our results, we will disclose this promptly.

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Contents

01 Cybersecurity Measures

02 Conclusion and Summary

03 Q3 FY2026 Financial Results

04 Performance Overview by Service

05 Shareholder Returns

06 Overall Summary

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01

Cybersecurity Measures

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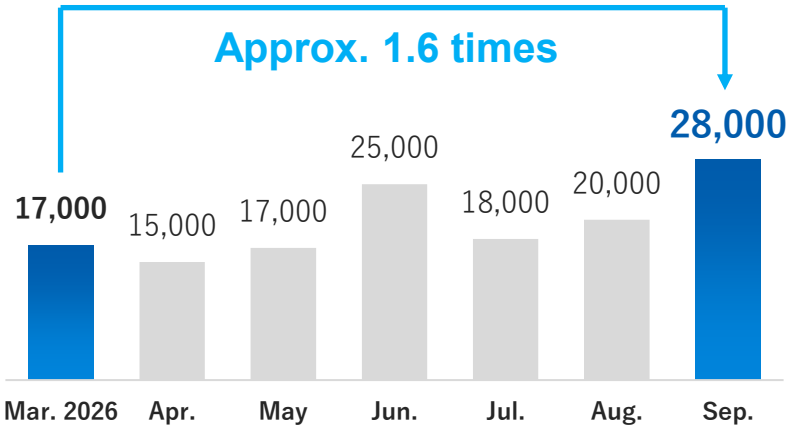
The Current Cyberattack Threat

Misuse of generative AI is increasing the cyberattack threat
Attacks per website rose approximately 1.6 times to 28,000 in six months

Number of Cyberattacks

Cyberattacks per website



Source: Cyber Security Cloud

Current Developments

- Generative AI enables attack programs to be created and modified without specialist knowledge
- **Breaches involving over 1 million records:** 10 incidents already this year*
- AI misuse will make attacks faster and larger in scale

* Tokyo Shoko Research, data leaks and losses at listed companies (October 2026)

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Cybersecurity Measures

We address cyberattacks through two sets of measures:
initiatives across GMO Internet Group and our own security measures.

GMO Internet Group Measures

Comprehensive security reviews led by GMO Cybersecurity by Ierae, Inc. and GMO Flatt Security Inc.

- Assess vulnerabilities in publicly available services, with support from AI
- Conduct vulnerability assessment tests
- Launch security checks using advanced AI

Our Own Measures

Our Systems Division leads measures across the GMO TECH Holdings Consolidated Group

- Establish a special security task force bringing together all product leaders
- Focus development resources on strengthening security

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02

Conclusion and Summary

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Consolidated Financial Highlights

Revenue increased significantly following integration with GMO DesignOne, Inc. and GMO Tryhatch, Inc. Operating profit also rose significantly as the AI SaaS business grew steadily

JPY million	FY2025 Nine months ended September 30 ※	FY2026 Nine months ended September 30	YoY change
Revenue	4,695	**6,398**	+1,703
Operating profit	385	**574**	+188
Ordinary profit	347	**598**	+250
Profit attributable to owners of parent	268	**374**	+105

* Figures for the nine months ended September 30, 2025 cover only the GMO TECH Consolidated Group.

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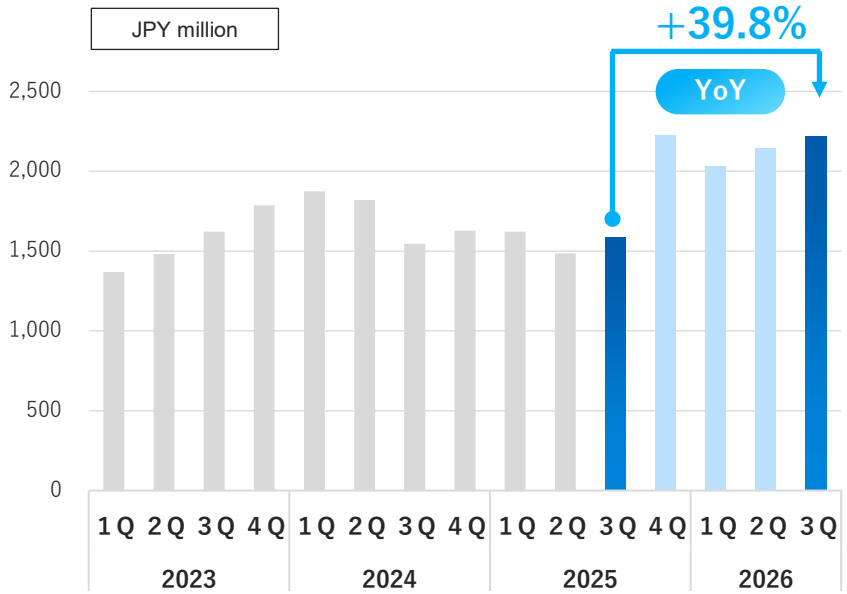
Consolidated Revenue and Operating Profit

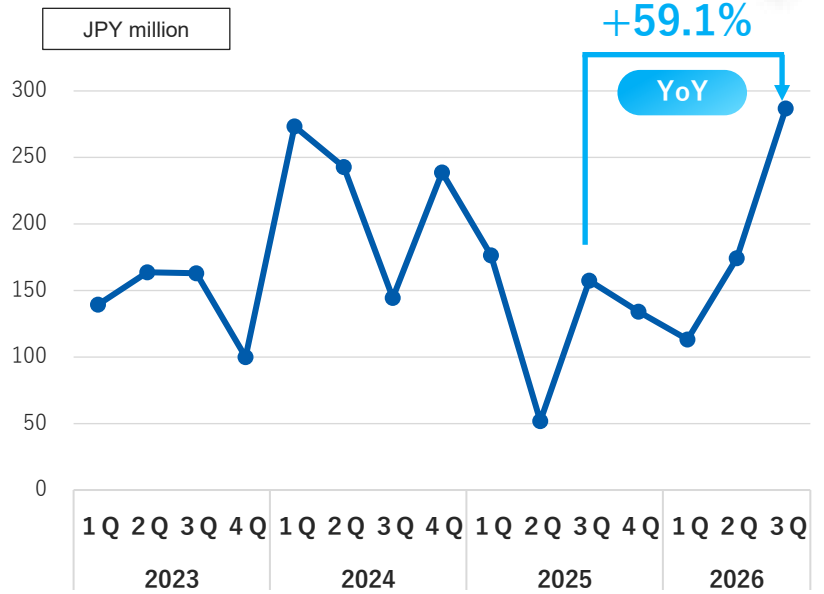
Quarterly revenue rose significantly following integration with GMO DesignOne, Inc. and GMO Tryhatch, Inc. Quarterly operating profit reached a record high as the AI SaaS business grew steadily

Quarterly Revenue



Quarterly Operating Profit

Record high



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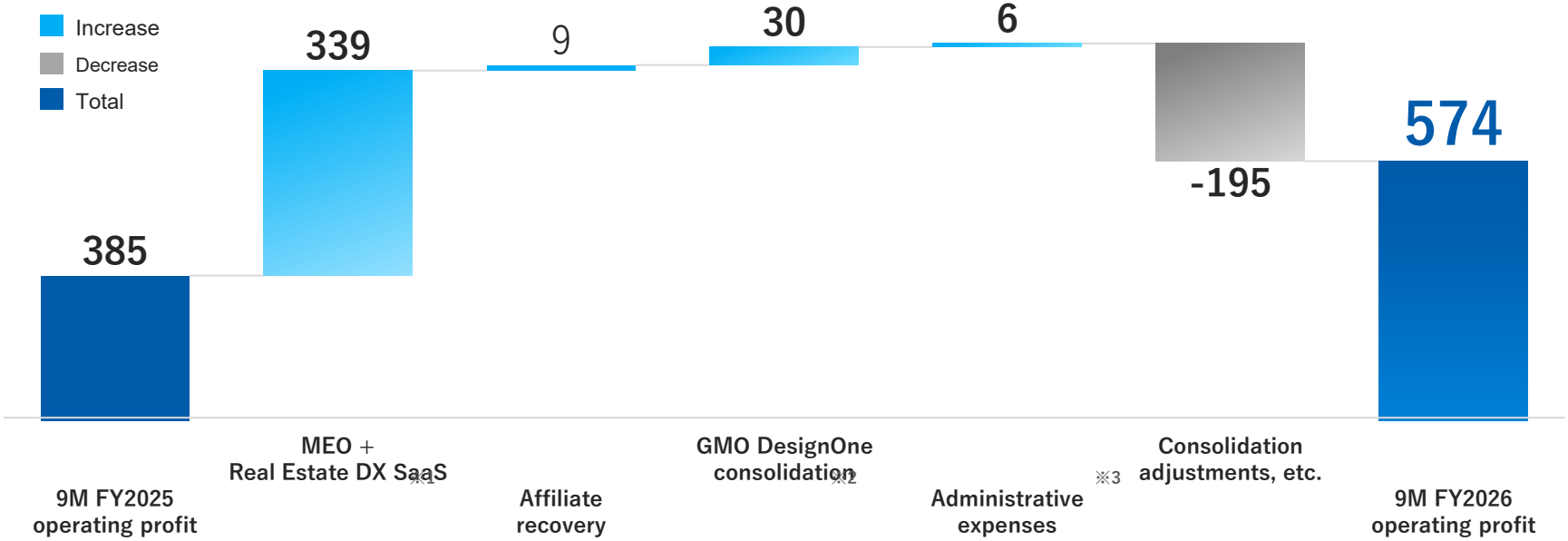
Changes in Consolidated Operating Profit

Growth in MEO and Real Estate DX SaaS increased operating profit for the first nine months

Operating Profit Bridge



*1 MEO includes GMO Tryhatch, Inc. *2 GMO DesignOne, Inc. contribution includes only business profit. *3 Administrative expenses cover only the GMO TECH Consolidated Group.

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03

Q3 FY2026 Financial Results

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Q3 FY2026 Consolidated Balance Sheet Summary

JPY million	December 31, 2025	September 30, 2026	Change (%)
Current assets	**4,585**	**4,312**	**▲6.0%**
Cash and deposits	2,765	2,445	▲11.6%
Non-current assets	**1,139**	**1,818**	**＋59.7%**
Total assets	**5,725**	**6,131**	**＋7.1%**
Current liabilities	1,592	1,965	＋23.4%
Non-current liabilities	133	141	**＋6.0%**
Total liabilities	**1,725**	**2,106**	**＋22.1%**
Net assets	**3,999**	**4,024**	**＋0.6%**
Shareholders' equity	3,941	3,925	▲0.4%
Total liabilities and net assets	**5,725**	**6,131**	**＋7.1%**

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Q3 FY2026 Consolidated Income Statement Summary

JPY million	Nine months ended September 30, 2025 ※	Nine months ended September 30, 2026	YoY change
Revenue	**4,695**	**6,398**	**＋1,703**
Cost of sales	2,542	2,939	-
Gross profit	2,153	3,458	-
SG&A expenses	1,768	2,884	-
Operating profit	**385**	**574**	**＋188**
Operating profit margin	8.2%	9.0%	-
Non-operating income	7	34	-
Non-operating expenses	45	11	-
Ordinary profit	**347**	**598**	**＋250**
Extraordinary income (loss)	–	5	-
Income taxes	79	230	-
Profit attributable to owners of parent	**268**	**374**	**＋105**

* Figures for the nine months ended September 30, 2025 cover only the GMO TECH Consolidated Group.

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Performance Overview by Service

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AI SaaS Business
Recurring Revenue Model

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AI SaaS Business Categories

Marketing SaaS

MEO

地図検索エンジン対策 MEO Dash! by GMO

地図検索エンジン対策 MEO HATCH by GMO

Google/AI Optimization

検索エンジン対策 SEO Dash! by GMO

生成AI検索・引用対策 GEO Dash! by GMO ※

Reservations

国内最大級のオンライン商店街 エキテン by GMO

LINE

L-SCORE by GMO

Swipe-based LPs

SwipeKit by GMO

Real Estate DX SaaS

GMO 賃貸DX

GMO Rental Property DX

- Owner App/Web
- Resident App/Web
- Owner CRM

* Formerly LLMO Dash! byGMO

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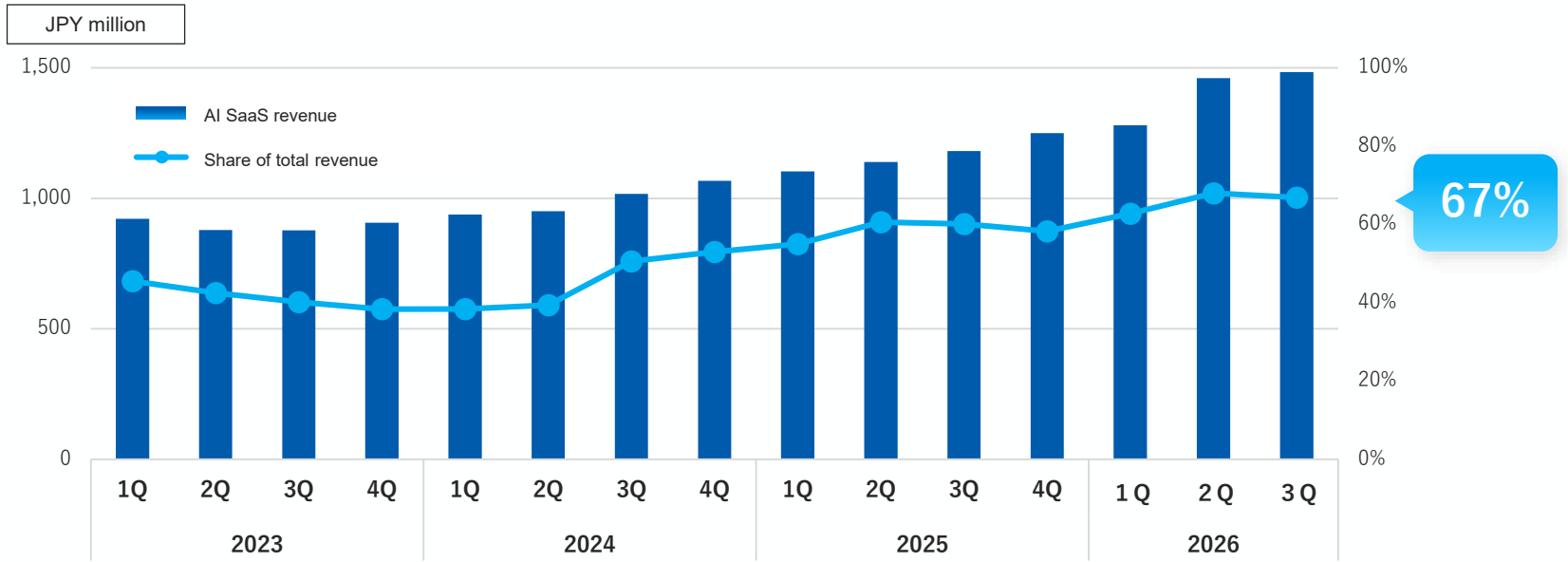
AI SaaS Share of Revenue

Revenue from the AI SaaS business continues to grow steadily

AI SaaS Share of Revenue



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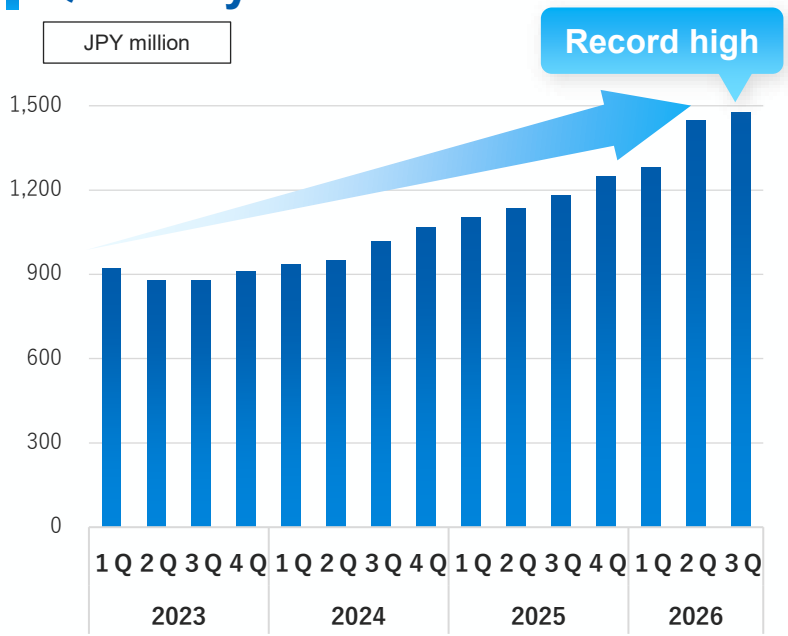
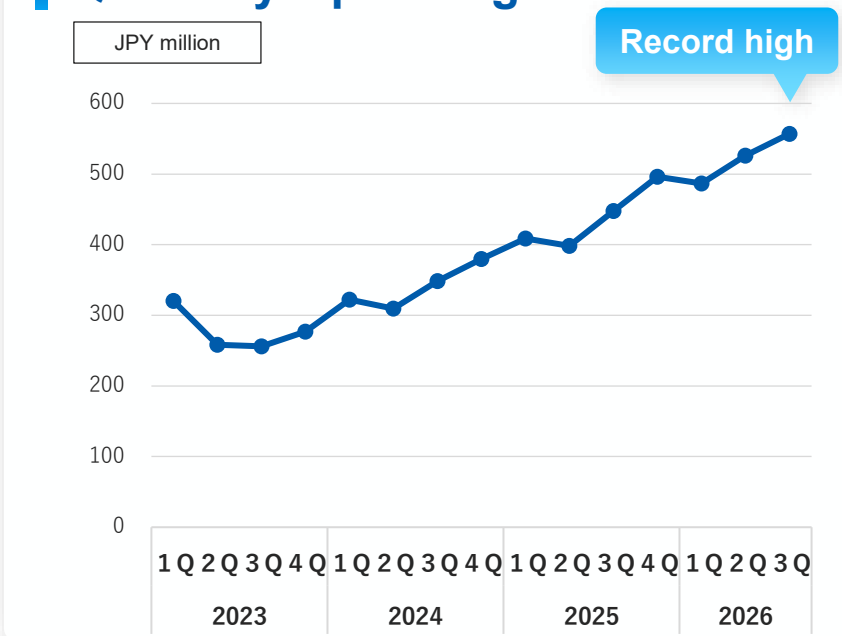
AI SaaS Revenue and Operating Profit

Record highs in both revenue and operating profit

Quarterly Revenue



Quarterly Operating Profit ※



* Figures are before allocation of corporate expenses.

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AI SaaS Business
Marketing SaaS
Recurring Revenue Model

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Rationale for the Mergers with GMO DesignOne, Inc. and GMO Tryhatch, Inc.

GMO TRYHATCH

MEO business with strengths in chain stores

MEO CHEKI by GMO

GMO DesignOne

Media business with 6 million users

エキテン by GMO

October 1, 2026
Merger completed

GMO TECH

Merger Synergies

January 1, 2027
Merger scheduled

Clear No. 1 products	Support stores with AI and data from 200,000 locations
Maximize customer lifetime value	Cover the entire store marketing process, from discovery to repeat visits
Faster development	Bring previously dispersed resources together in one company

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How the Mergers Create Synergies

The mergers cover the full store marketing funnel
Increase products used per store and maximize customer lifetime value

Discovery	Comparison	Visits and Use	Repeat Visits
SEO＋GEO	MEO	Reservations and Orders	CRM and Promotions
SEO Dash! by GMO	MEO Dash! by GMO	MEO Dashboard by GMO	GMO店舗AIエージェント
GEO Dash! by GMO	Local GEO Dash! by GMO	GMO店舗AIエージェント	Encourage reviews
MEO consulting	MEO CHEKI by GMO	**Ekiten Reservations (in development)**	**Building partnerships**
	SwipeKit by GMO / エキテン by GMO		

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The Store Marketing Market

Four business categories cover the entire store marketing funnel
Estimated TAM: JPY 6.8 trillion. Estimated SAM: JPY 230 billion

Discovery	Comparison	Visits and Use	Repeat Visits
SEO＋GEO Search or ask AI	**MEO** Choose via maps and reviews	**Reservations and Orders** Accept bookings and orders	**CRM and Promotions** Encourage repeat visits

TAM (Total Addressable Market)
Approx. JPY 6.8 trillion
If all store-based establishments adopt services

SAM (Serviceable Available Market)
Approx. JPY 230 billion
Reflects expected adoption around 2028–2030

* TAM assumes all approximately 1.94 million store-based establishments in Japan adopt services at our annual pricing level. SAM reflects expected adoption around 2028–2030. Company estimates, high scenario.
Sources: MIC/METI, 2021 Economic Census for Business Activity; MHLW, Report on Public Health Administration and Services and Survey of Medical Institutions; Yano Research Institute, MEO Market Survey (2025).

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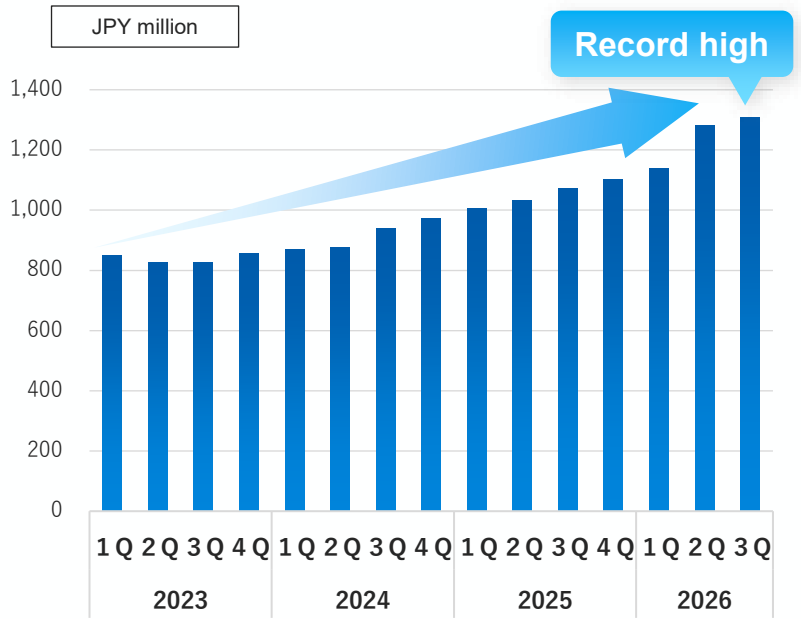
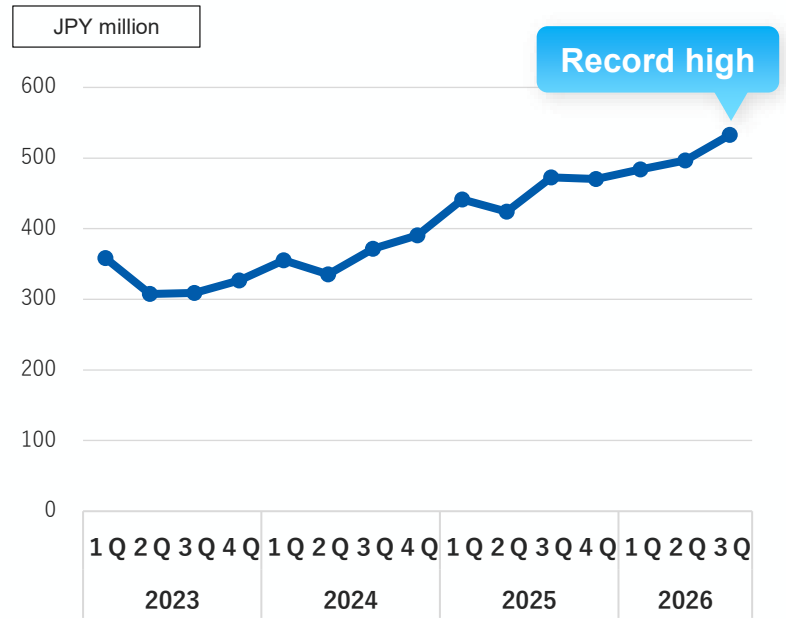
Marketing SaaS Revenue and Operating Profit

Record highs in both revenue and operating profit

Quarterly Revenue



Quarterly Operating Profit ※



* Figures are before allocation of corporate expenses.

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Marketing SaaS: MEO Overview

SaaS to improve rankings in Google Maps searches

Products

MEO Dash! by GMO　　MEO CHEKI by GMO

Improve Google Maps search rankings

MEO Dashboard by GMO　　MEO CHEKI for 複数店舗 by GMO

Management tools for multiple locations

Key Features



- Manage multiple locations centrally
- Respond to reviews in bulk
- Track rankings across locations
- Automated competitor analysis

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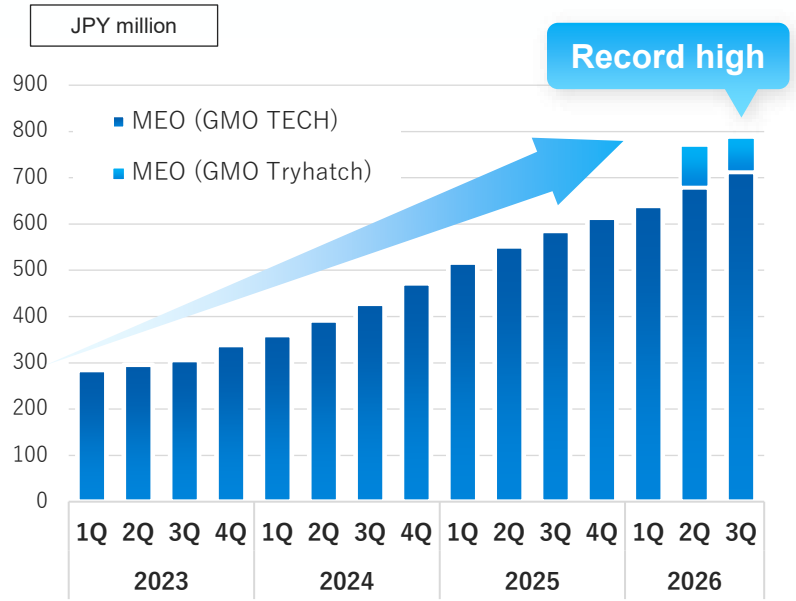
Marketing SaaS: MEO Revenue

Continued steady growth, including revenue from GMO Tryhatch, Inc.

Quarterly Revenue



Quarterly Service Highlights

YoY revenue growth

+35%

- Accelerate development of AI features
- Expand the sales team and training programs
- Increase cross-selling of our products

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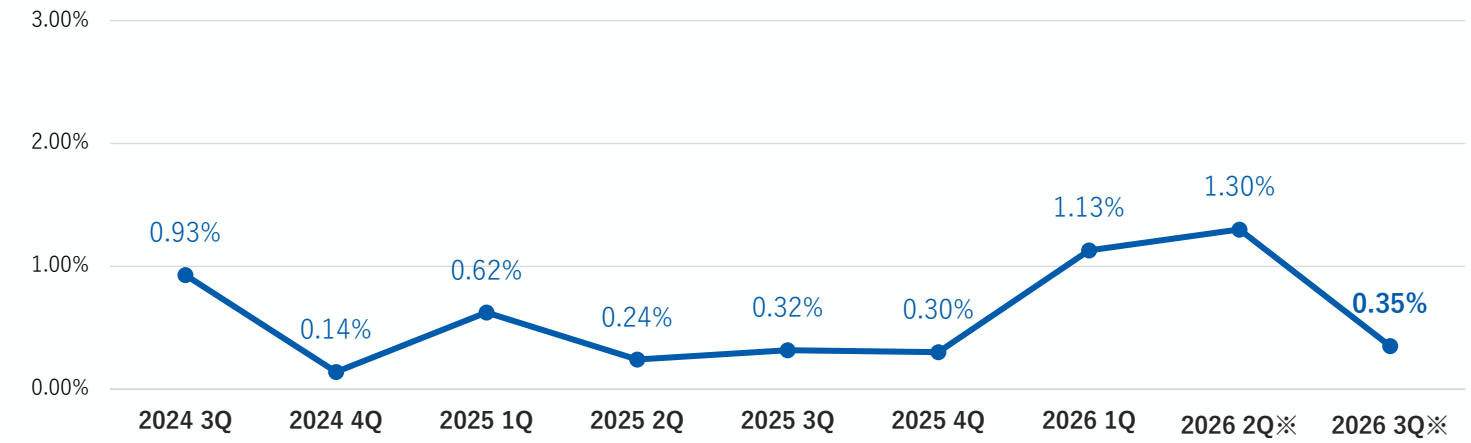
Marketing SaaS: MEO Churn Rate

Churn remains very low at around 1%
Products with high customer satisfaction establish a stable, continuing revenue base

MEO SaaS Churn Rate



* Customer churn rate: average monthly churn for each quarter. GMO Tryhatch, Inc. is included from Q2 FY2026.

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AI SaaS Business
Real Estate DX SaaS
Recurring Revenue Model

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Real Estate DX SaaS Overview

SaaS for digital transformation and greater efficiency in property management
Offering Owner App/Web, Owner CRM and Resident App/Web



Owner App/Web

Streamline owner-related operations

Owner CRM

Tools for managing property owner information

Resident App/Web

Streamline resident-related operations

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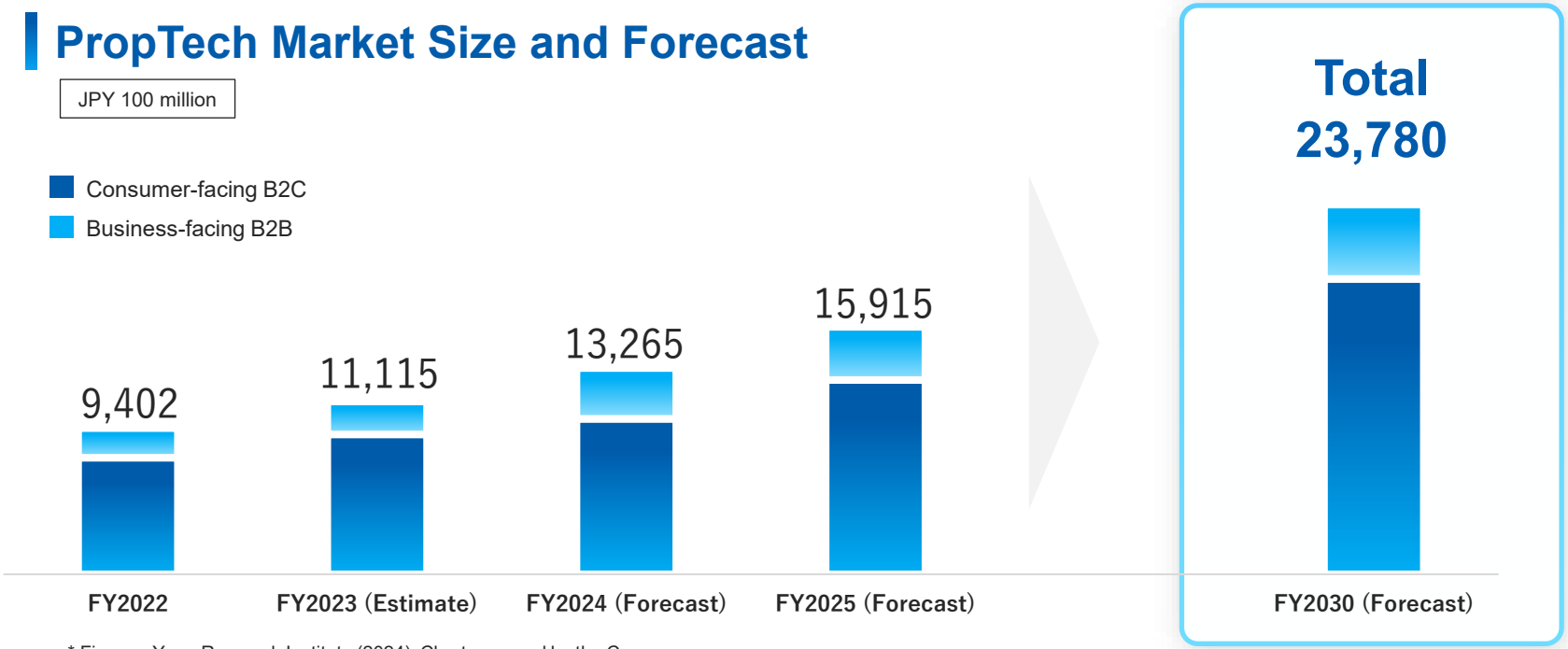
Real Estate DX SaaS: PropTech Market Size (1)

A growing market estimated at JPY 1.5 trillion in 2025 and expected to exceed JPY 2.3 trillion in 2030

PropTech Market Size and Forecast

JPY 100 million



* Figures: Yano Research Institute (2024). Chart prepared by the Company.

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Real Estate DX SaaS: PropTech Market Size (2)

Expand into larger markets, with property management apps at the core



1 **Property management apps market size**

2 **Property management apps and related services market**

3 **Future target market**

*1 Estimated from our apps' ARR (annual recurring revenue) and the number of target property management companies.
*2 Adds to market 1 the market estimated from the ARR of our related services and the number of target property management companies.
*3 Capture growth in the PropTech market through our Real Estate DX business.

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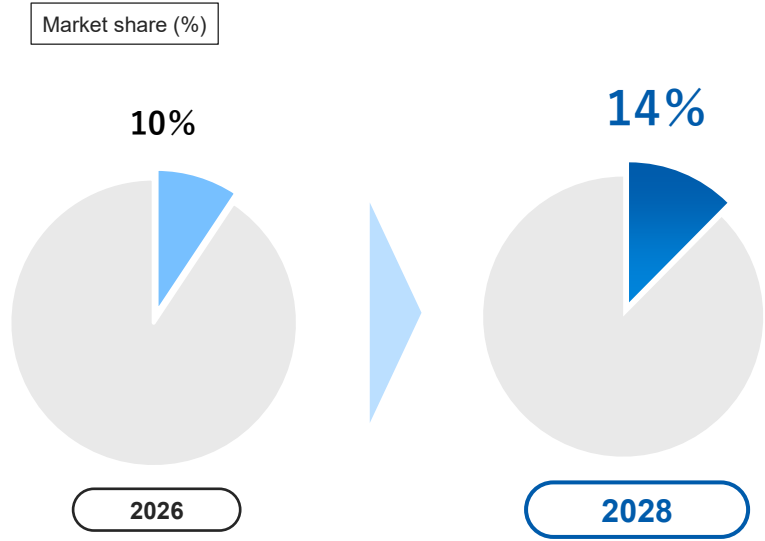
Real Estate DX SaaS: Market Share

More than 390,000 property owners
Steadily expand our share of the property management app market

Property Owners by Quarter



Property Management App Market Share



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Real Estate DX SaaS: Competitive Strengths

	GMO Rental Property DX	Company A	Company B
Service scope	• Owner App • Resident App • Owner CRM	Owner App only	Resident App Related resident services
Adoption	Over 240 companies (since December 2020)	Approx. 160 companies, including past cancellations (since August 2017)	Approx. 120 companies
Property owners using services	390,000 (as of September 2026)	130,000 (as of January 2026)	-
Data integration with management software	• Extensive API integration experience • Extensive integrations with major vendors and proprietary systems • The Resident App shares the same database, so one data integration serves both apps	• API integration with selected vendors available • No Resident App offered, so separate data integration is required	• API integration with selected vendors available • No Owner App offered, so separate data integration is required

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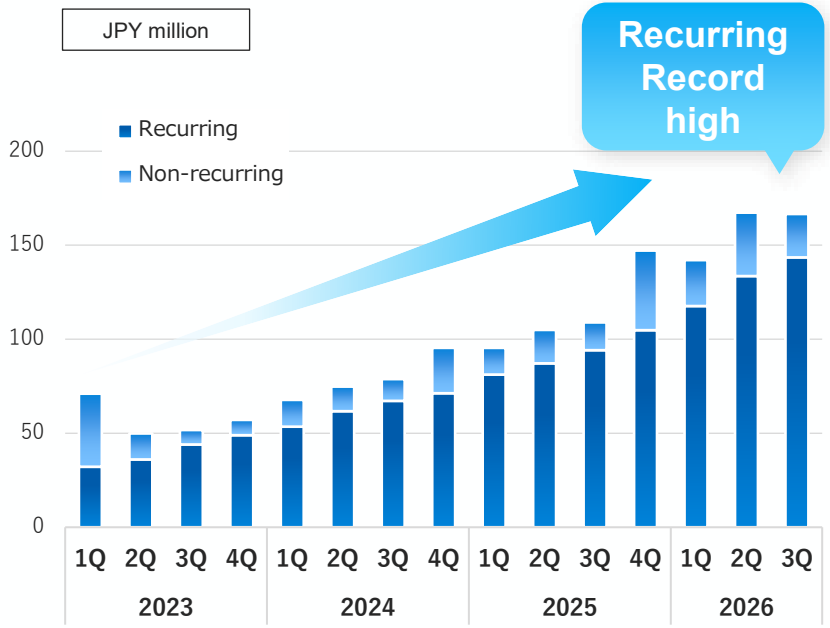
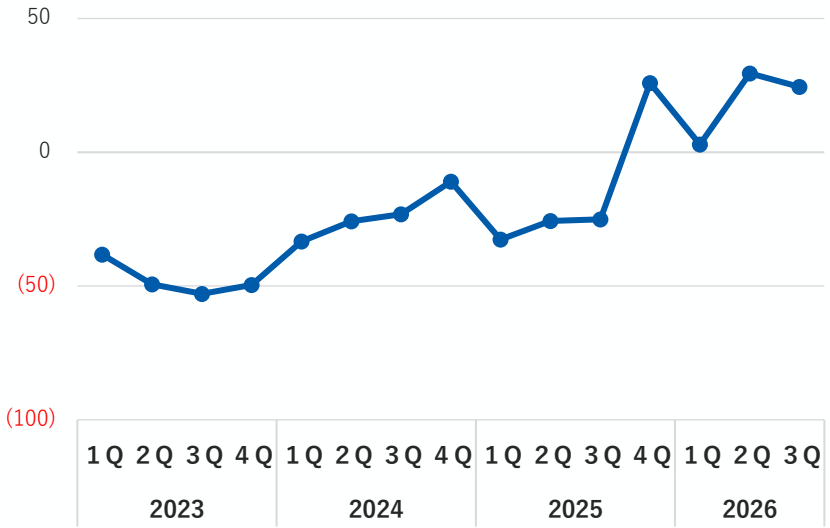
Real Estate DX SaaS Revenue and Operating Profit

Continued steady growth

Quarterly Revenue



Quarterly Operating Profit ※



* Figures are before allocation of corporate expenses.

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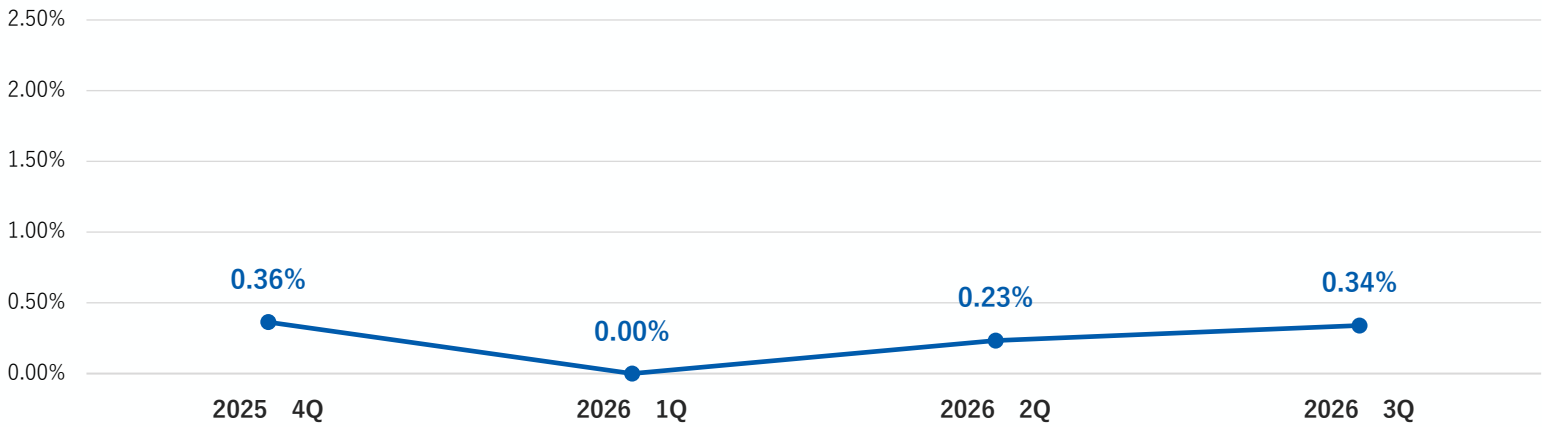
Real Estate DX SaaS: Churn Rate

Property management apps become part of daily operations, making cancellation less likely after adoption. The latest churn rate remains very low at 0.34%

Service Churn Rate



* Gross revenue churn rate: the average of monthly churn rates for each quarter.

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AI SaaS Action Plan

Security Measures

- Comprehensive security reviews led by GMO Cybersecurity by Ierae, Inc. and GMO Flatt Security Inc.
- Security checks using advanced AI

Develop clear No. 1 products

- Monthly product updates incorporating AI
- Expand our product lineup
- Improve productivity through active use of AI and RPA

Expand Customers and Revenue

- Expand the sales team and training programs
- Define more specialized sales roles by product
- Strengthen and review our partner network

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Other Businesses Outside AI SaaS

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Other Businesses Outside AI SaaS

Affiliate Advertising Services for Apps

GMO SmaAD Adnetwork	Affiliate advertising that encourages use of your services through users' voluntary actions
GMO SmaAD Reward	Affiliate ads that reward users to encourage use of your services
GMO アプリ外課金	Sell digital content on websites outside apps to reduce payment fees and increase revenue

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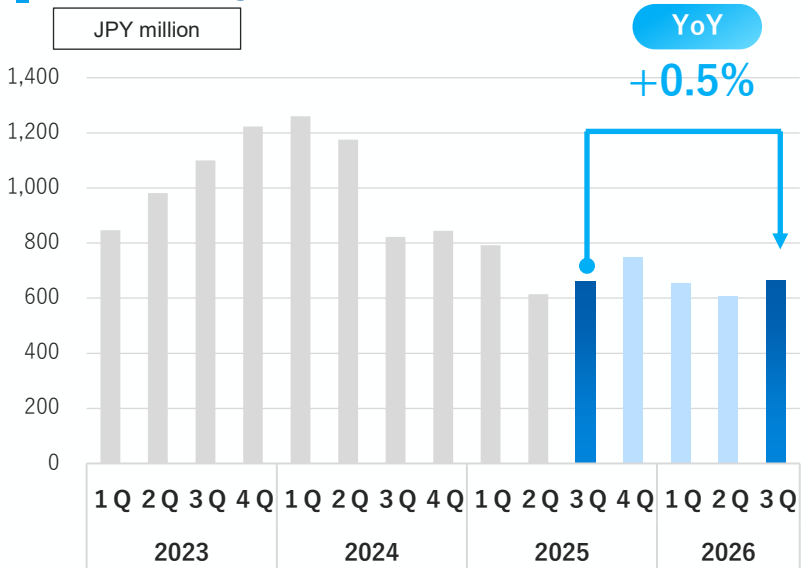
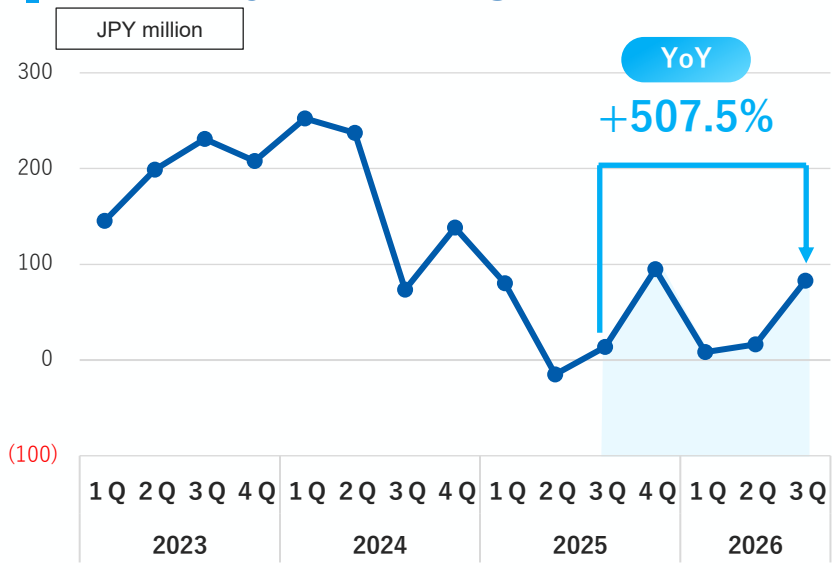
Other Businesses: Revenue and Operating Profit

Revenue is recovering, with a significant rebound in operating profit

Quarterly Revenue



Quarterly Operating Profit ※



* Figures are before allocation of corporate expenses.

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Other Businesses: Action Plan

Security Measures	• Comprehensive security reviews led by GMO Cybersecurity by Ierae, Inc. and GMO Flatt Security Inc. • Security checks using advanced AI
Increase New Orders (Ongoing)	• Expand overseas sales teams (+34% YoY) • Increase event participation and exhibits (3 times YoY) • Increase seminars held (8 times YoY)
Expand Publishers and Advertisers	• Introduce offerwalls on major Japanese publishers' platforms • Maximize ad delivery through major Korean publishers • Strengthen sales to major Japanese game companies and increase transaction value • Expand ad delivery formats with mid-sized and larger overseas game companies

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Shareholder Return Policy

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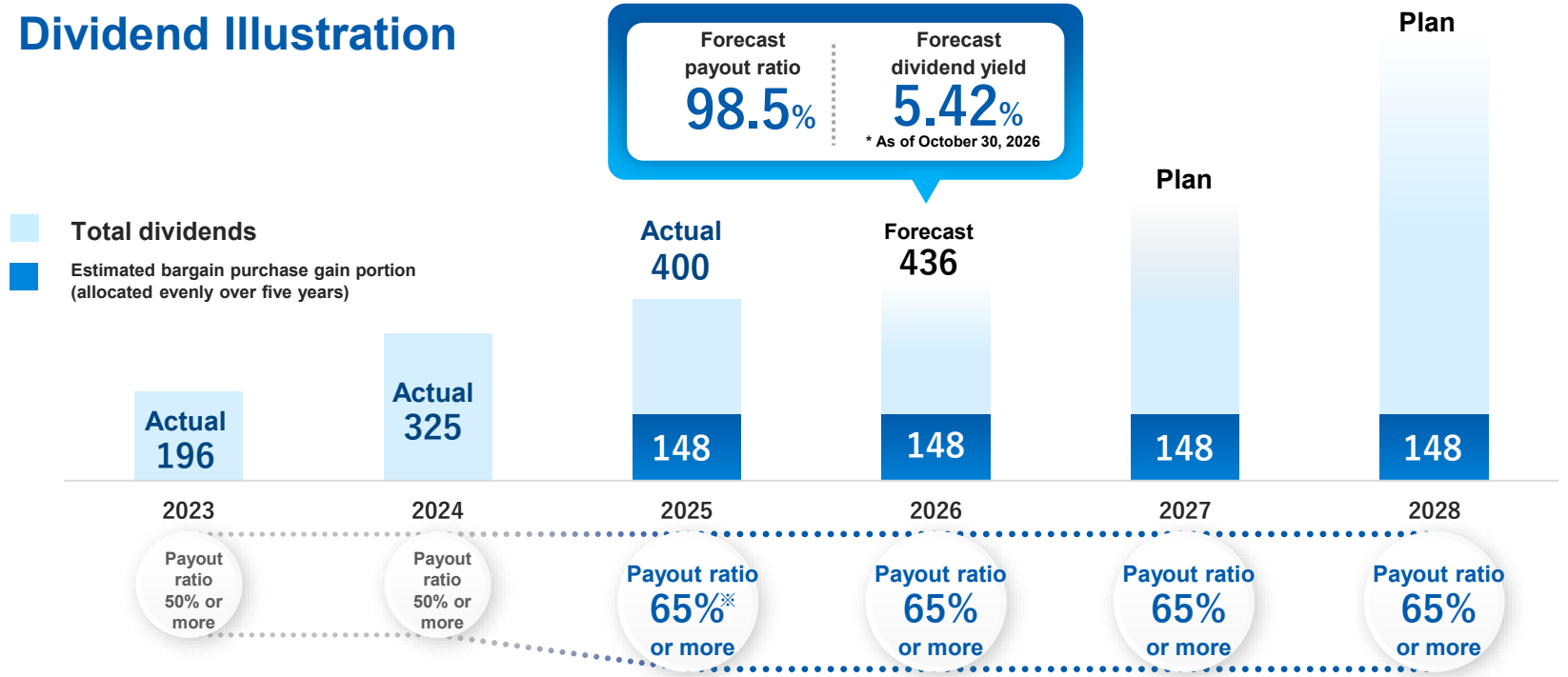
Shareholder Return Policy

Forecast payout ratio: 98.5% (65% payout ratio plus the bargain purchase gain allocated evenly over 5 years for dividends)

Dividend Illustration



* From FY2025, the bargain purchase gain is allocated evenly over five years for dividends at a 65% payout ratio.

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Introduction of DOE

Pay the higher dividend amount based on a payout ratio of at least 65% or DOE of at least 3%

Change to Shareholder Return Policy

Previous Policy

Payout ratio of at least 65%
as the basis for dividends

Revised Policy

Payout ratio ≥65% or **DOE ≥3%** (New)

Pay the higher of the two dividend amounts

* DOE = Total annual dividends ÷ (Shareholders' equity + Accumulated other comprehensive income)

Bargain Purchase Gain (Existing Policy Continues)

JPY 1,141 million
Recorded in FY2025

▶

Allocated evenly for dividends over 5 years
FY2025–FY2029

Effective From

FY2026
dividends

Next year-end dividend record date:
December 31, 2026

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Overall Summary

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Security Summary

Q3 Review

- Continue AI security checks on products
- Maintain a rapid response framework for vulnerabilities

Q4 and Beyond

- Continue comprehensive security reviews led by GMO Cybersecurity by Ierae, Inc. and GMO Flatt Security Inc.
- Security checks using advanced AI

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Business Summary

Q3 Review

- Record revenue and operating profit in AI SaaS
- Record revenue and operating profit in Marketing SaaS
- Record recurring revenue in Real Estate DX SaaS
- Other businesses are recovering after the Q2 low

Q4 and Beyond

- Aim to be No. 1 in store marketing SaaS
- Further expand Real Estate DX SaaS revenue and operating profit
- Continue the recovery in other businesses

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Appendix

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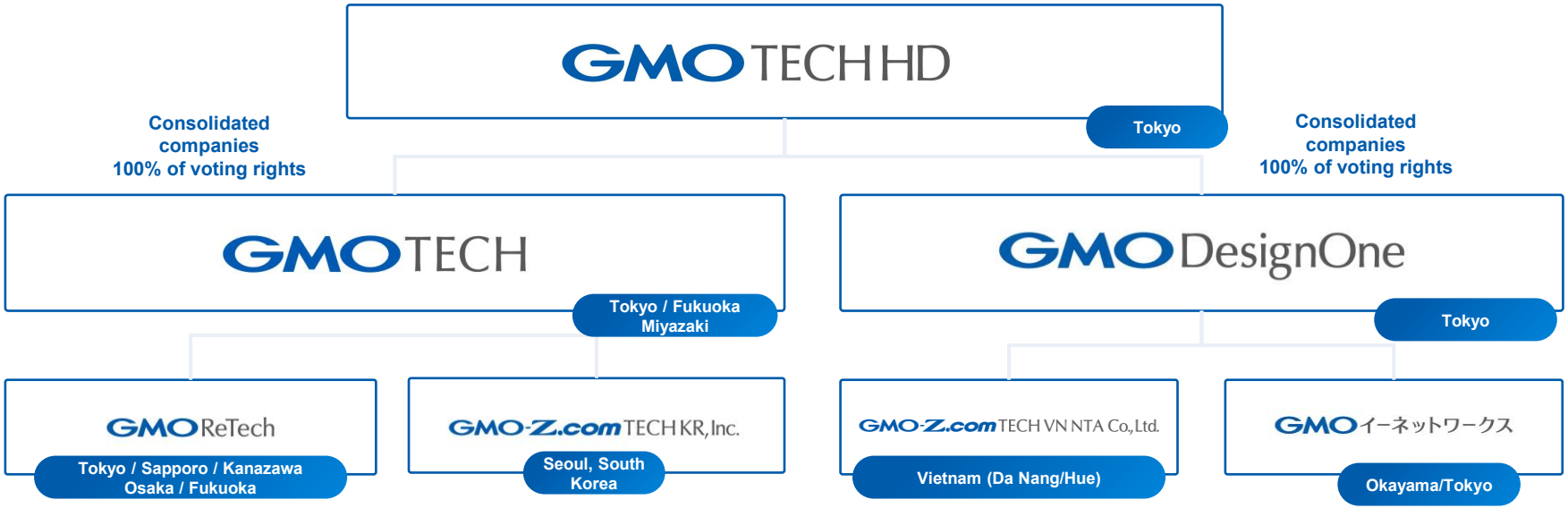
Group Overview



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Corporate Profile

Company name	GMO TECH Holdings, Inc.
Address	26-1 Sakuragaoka-cho, Shibuya-ku, Tokyo Cerulean Tower
Representative	President and CEO: Akito Suzuki
Established	October 1, 2025
Capital	JPY 100 million
Team members	476 consolidated (as of February 2026)
Major shareholders	GMO Internet Group, Inc. Akito Suzuki

VISION

Making Corporate Growth

Sustainable with AI and SaaS

MISSION

Providing products that create a systematic framework for generating revenue

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Marketing SaaS: Google/AI Optimization

SaaS to improve visibility in Google searches and LLMs (large language models)

Products

SEO Dash! by GMO

Improve Google search rankings

GEO Dash! by GMO

Improve visibility in LLM responses

Services



- End-to-end support from strategy to implementation
- Content creation support
- Use of the Lumar analytics tool

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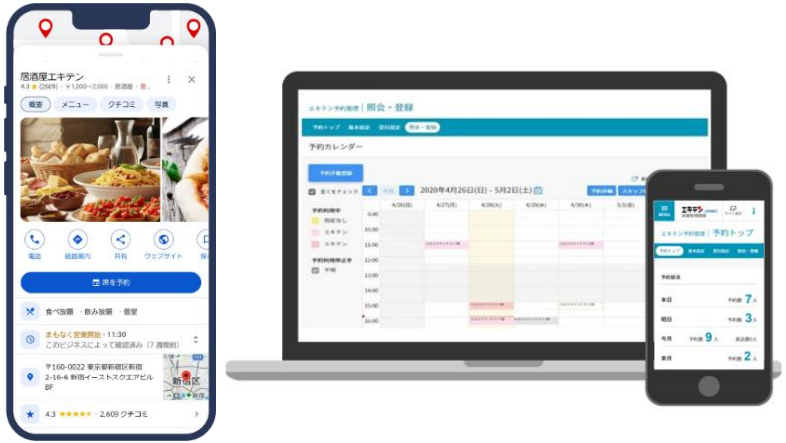
Marketing SaaS: Store Reservations

SaaS for attracting visitors and managing store reservations
Ekiten byGMO provides a reservation system integrated with Reserve with Google

Ekiten byGMO Reservation System



Supports Reserve with Google



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Marketing SaaS: LINE

SaaS for measuring LINE friend-add conversions and analyzing effectiveness
Use data to visualize marketing cost effectiveness and maximize results

Product View

L-SCORE by GMO



Key Features

Comprehensive measurement and analysis with CRM features

- Measure completed friend additions
- Accurate measurement by channel
- Analyze blocks and block rates
- Track behavior after friend additions
- Collect and manage friend information

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Marketing SaaS: Swipe-based Landing Pages

No-code SaaS for websites with vertical and horizontal swiping
Build social media-style websites and analyze their performance

Product View

SwipeKit by GMO



特許 第7692123号 取得済
Patent granted

導入企業 280社
Used by 280 companies

Key Features

Create pages simply by uploading images or videos
made with Canva or other tools

- Add social media and call buttons
- Add product links
- Measure results by creative
- Run A/B tests by creative
- Set custom domains

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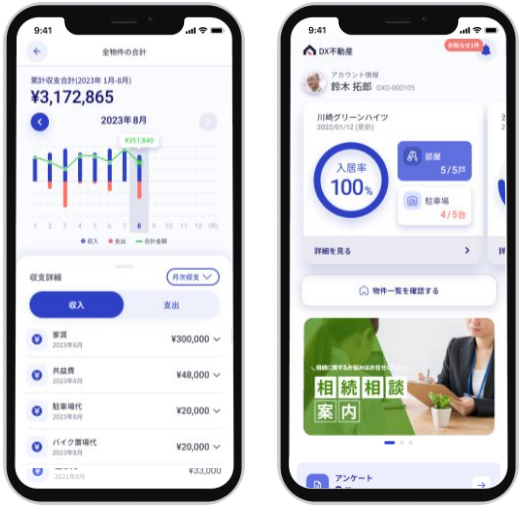
Real Estate DX SaaS: Owner App/Web

A SaaS platform connecting property management companies and property owners

Product View

Owner App/Web



Key Features

Go paperless and strengthen relationships with property owners

- Income and expense reports
- Occupancy reports
- Chat
- Ad delivery
- Electronic contracts
- Services for high-net-worth individuals

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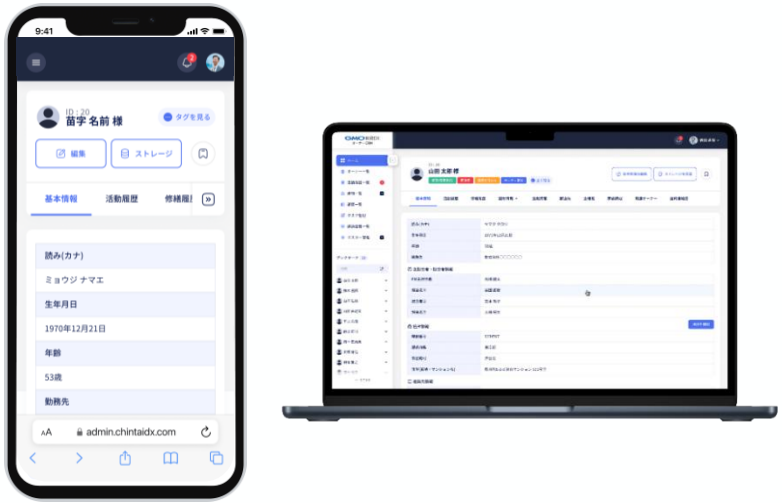
Real Estate DX SaaS: Owner CRM

SaaS for property management companies to manage contracted owners' information

Product View

Owner CRM



Key Features

Deepen owner relationships
and increase customer lifetime value

- Owner information management
- Activity histories
- Dashboard
- Family tree feature
- Task management
- Owner asset management

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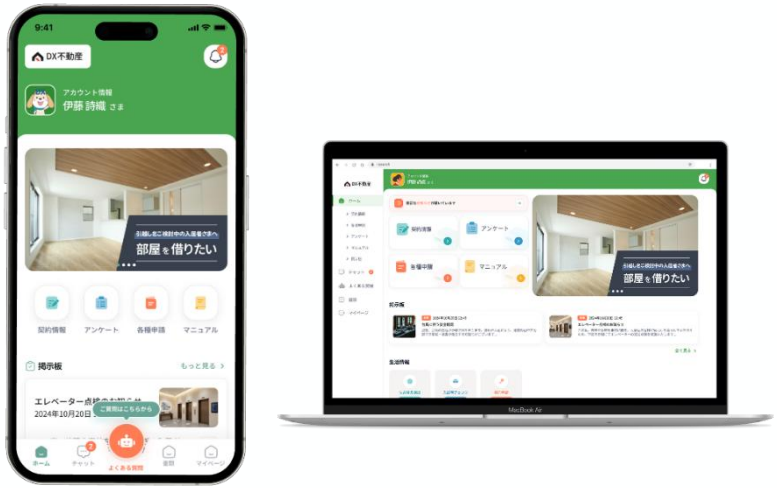
Real Estate DX SaaS: Resident App/Web

A SaaS platform connecting property management companies and residents

Product View

Resident App/Web



Key Features

Streamline communication with residents

- FAQ
- Chat
- Bulletin board
- Move-in inspections
- Equipment manuals
- Lease termination requests
- Move-out settlements

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News: Marketing SaaS / MEO

MEO Dashboard byGMO wins the highest MEO rating, Leader, at the ITreview Grid Award 2026 Fall for a record 22 consecutive quarters

Also receives its 16th Leader award in Social Media Management



2026.10.15

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News: Marketing SaaS / MEO

MEO CHEKI byGMO receives the High Performer award at the ITreview Grid Award 2026 Fall

Users praise centralized multi-location management, search ranking analysis and operational support



2026.10.15

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News: Marketing SaaS / MEO

GMO TECH, Inc. ranks No. 1 in AI search for MEO/local SEO support, with GMO Tryhatch, Inc. at No. 2

High rankings for both domain citations and brand mentions.
The October 1 merger brings together both companies' expertise



2026.10.2

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News: Marketing SaaS / MEO

GMO TECH, Inc. launches the beta version of GMO Store AI Agent, supporting store operations through conversations with AI

Starts with MEO posts, review responses and data analysis, with social media, reservations and phone support to follow



2026.9.1

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News: Marketing SaaS / Reservations

Ekiten byGMO enables store searches and reservations entirely within AI tools

Launching Ekiten Reservations MCP Server

No additional setup or fees for stores already using online reservations



2026.9.8

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News: Real Estate DX SaaS

GMO Rental Property DX MCP Server becomes the first rental management DX service in Japan listed in Claude's connector directory

No connection URL registration required. Use AI to view and analyze rental management data more easily



2026.10.16

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News: Real Estate DX SaaS

GMO ReTech, Inc. forms a business alliance with Vanguard Smith Corporation
Support for residents' neighborhood disputes aims to reduce property management companies' workload

Integrating GMO Rental Property DX Resident App/Web with mamorocca



2026.8.28

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