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## DG Financial Technology and QAL Startups Form a Business Partnership in the Online Payment Business for Veterinary Clinics

### ~Launching “VETSHIP ITSUDEMO PAY,” an Online Payment Service for Veterinary Clinics and Pet Salons~

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DG Financial Technology, Inc. (HQ: Tokyo; Representative Director, President, Co-COO: Hiroshi Shino; DGFT), a payment service provider and a subsidiary of Digital Garage, Inc. (TSE first section: 4819; HQ: Tokyo; Representative Director, President Executive Officer and Group CEO: Kaoru Hayashi; DG) and QAL startups Co., Ltd. (HQ: Tokyo; Representative Director: Yasumichi Namatame; QAL), which provides business support in the veterinary and pet markets, agree on a business partnership for an online payment service in the veterinary clinic and pet salon fields.

Based on the [“VeriTrans4G” credit card payment service](#) provided by DGFT, the online payment service “VETSHIP ITSUDEMO PAY” is launched to improve operations at veterinary medicine-related facilities. After the partnership, various online payment services will be developed with “VETSHIP” as the service brand and online payment services as the core.



#### ■ Background

There are roughly 16,000 veterinary clinics in Japan (as of 2021), which increases by about 200 every year. As a result, veterinarians and nurses are kept extremely busy with medical examinations and clinic operations. More staff members and DX could enable operational improvements that would allow them to focus on their medical tasks, but it is challenging to find sufficient human resources in this field, and online efforts have been delayed throughout the industry. Many clinics have been unable to make drastic operational improvements for these reasons.

To resolve these issues, QAL launches [“VETSHIP ITSUDEMO PAY,”](#) an online payment service for veterinary clinics and pet salons that is founded on DGFT’s strengths: its operational structure and payment platform with high-level availability, functionality, and stability. “VETSHIP ITSUDEMO PAY” is Japan’s first payment service exclusively for veterinary clinics and pet salons. With the online payment app, pet owners can register a credit card in advance to pay at veterinary clinics and salons anywhere, at any time. The pet’s owner no longer has to wait while paying at the clinic by completing the payment in advance. This service also reduces the risk that veterinary clinics will not receive charges for pet-related items, such as food on layaway. Furthermore, it enables reliable, safe, and pleasant payments because it is based on “VeriTrans4G,” a secure payment platform from DGFT, a comprehensive payment service provider.

#### ■ Overview of “VETSHIP ITSUDEMO PAY”

##### ① Payment functions

- Advance payment

Pet owners can pay in advance for pet food, supplements, medicines, and other products to pick up later. They

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do not have to pay at the counter, which reduces their time spent waiting and improves efficiency at the veterinary clinic on the day when the products are picked up.

- Post-settlement payment

The pet owner can leave immediately after the medical exam without waiting at the clinic and pay when they get home. The staff members at the veterinary clinic do not have to be concerned about how long it takes to dispense medicines or ring up purchases. They can handle payment and invoice processing during their free time, which improves efficiency.

- ② Service release: January 20, 2022

- ③ Price

Basic Plan: Free registration and monthly fee, settlement fee 6%

Pro Plan: Free registration fee, monthly fee 5,500 yen (tax included), settlement fee 3.5%

- ④ Promotional campaign for new Pro Plan users (for veterinary clinics)

- Application period: Pro Plan service launch (scheduled for February 2022) – June 30, 2022

- Promotional campaign period: Registration – June 30, 2023

- Details: The Pro Plan monthly fee is reduced to 3,850 yen (tax included)

- How to apply: Visit the QAL service site. [https://vets.vetship.jp/landing\\_page](https://vets.vetship.jp/landing_page)

### ■ Message from a veterinarian who expects “VETSHIP ITSUDEMO PAY”

[Kannai Animal Clinic Ltd. Clinic Director Takahiro Ushigusa]

In the past few short years, cashless-based services have rapidly penetrated our daily lives. At first, there was some confusion, but ironically it was COVID-19 that strongly encouraged the penetration of the service. Unfortunately, veterinary clinics are still more than 3 steps behind other industries. However, this trend is undoubtedly a predetermined course of action, and pet owners are becoming more sensitive. In such a situation, now is the time to introduce “VETSHIP ITSUDEMO PAY,” which requires almost no initial cost and provides owners with an advanced settlement service. Please take this opportunity to consider introducing this service.

### ■ About “VETSHIP”

“VETSHIP” combines the words “vet” and “ship.” QAL startups’ philosophy is, “A new normal for the lives of animals and people, who are family members.” Based on this, “VETSHIP” expresses the idea of being a “ship,” which is a tool for sailing forward in partnership with veterinarians on the “ocean” of family life with pets.

“VETSHIP” is a platform for developing and deploying various online services, and QAL is planning to develop an application system focusing on payment services.

### ■ About “VeriTrans4G” credit card payment service

“VeriTrans4G” is a next-generation comprehensive payment solution compatible with the most significant number of payment methods in the industry, including not only basic payment methods using credit cards, convenience stores, and banks, but also e-money, carrier payments, various ID-based payment methods such as PayPay, and international payment methods such as UnionPay and Alipay. Based on a system with Japan’s highest level of security

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and fully compatible with the non-retention of card information, “VeriTrans4G” includes essential functions such as recurring billing and card information update functions. It also comes standard with various security options to prevent fraudulent use.

### ■ About DG Financial Technology

With an annual payment transaction amount of over three trillion yen, DGFT is a comprehensive payment service provider offering payment services to online business operators, including e-commerce, as well as stores, and other face-to-face business operators. VeriTrans Inc. was renamed “DG Financial Technology, Inc. (DGFT)” in April 2021. Focusing on “DG FinTech Shift”—a Group strategy to integrate payments and data—DGFT provides support in the payment and financial fields for cashless payments and DX by business operators. DGFT will continue contributing to the sustainable growth of society through its infrastructure businesses that are useful to society, by providing highly convenient functions and services to participating merchants and consumers (who are the end users), as well as reliable, safe, and pleasant payment experiences.

### ■ Company overview

- Name: DG Financial Technology, Inc.
- Established: April 24, 1997
- Capital Stock: 1.068 billion yen
- Address: 3-5-7 Ebisu Minami, Shibuya-ku, Tokyo
- Representatives: Representative Director, Chairman and CEO Kaoru Hayashi  
Representative Director, President and Co-COO Keizo Odori  
Representative Director, President, Co-COO, and SEVP Hiroshi Shino
- Business profile:
  - ① Payment information processing service
  - ② Payment agency service
- Corporate site URL: <https://www.dgft.jp/>

### ■ About QAL startups

QAL startups is established by quantum, a startup studio, and professional veterinary companies based on the concept of “Quality of Animal Life” (QAL). It helps improve relationships between veterinary medicine providers and pet owners and continuously creates products and services to help boost QAL.

### ■ Company overview

- Name: QAL startups Inc.
- Established: July 2020
- Capital stock: 50 million yen
- Address: 1-16-3 Nakamachi, Machida-shi, Tokyo
- Executives: Representative Director Yasumichi Namatame  
President Satoru Kuno  
Director Naoyuki Asanuma
- Business profile:
  - ① Co-creation/collaboration business support in the veterinary medicine and pet markets
  - ② Research and consulting

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- ③ Operational support for veterinary clinics and pet salons
- Corporate site: URL: <https://qalstartups.co.jp/>
- Main corporate partners:
  - ① Mirai Nihon Ventures Co.,Ltd. (HQ: Tokyo; President: Mitsuru Takamatsu)
  - ② quantum Inc. (HQ: Tokyo; President and CEO: Mitsuru Takamatsu)
  - ③ EDUWARD Press Publishing Co., Ltd. (HQ: Tokyo; President: Yoshihiro Sakamoto)
  - ④ QIX Corporation (HQ: Tokyo; President: Yasumichi Namatame)
  - ⑤ VCL Inc. (HQ: Tokyo; President: Tokio Igarashi)

### ■ **Inquiries about this matter**

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