

FY2024 1Q

Financial Report

GMO GlobalSign Holdings K.K.

Ticker code (Prime: 3788)

table of contents

01	FY2024 1Q Financial Results Summary	03
02	Business Overview	12
	Digital Certificate and eSignature Segment	13
	Cloud infrastructure Segment	22
	Digital Transformation Segment	24



01.
FY2024 1Q
Financial Results Summary

We achieved an increase in sales and profits compared to the same period last year.

Our focus businesses also progressed favorably.

電子印鑑なら
GMOサイン

- Net sales **1.42** times
- Number of contracts **1.61** times
- Number of items sent **1.82** times

GMO トラスト・ログイン

- Net sales **1.51** times
- Number of contracts **1.35** times
- Number of paid IDs **1.49** times

- 11.5% consolidated net sales, 10.2% consolidated operating income increased compared to FY2023.
- Sales in the Digital Certificate and eSignature business increased by 15.1 % compared to FY2023 Q1

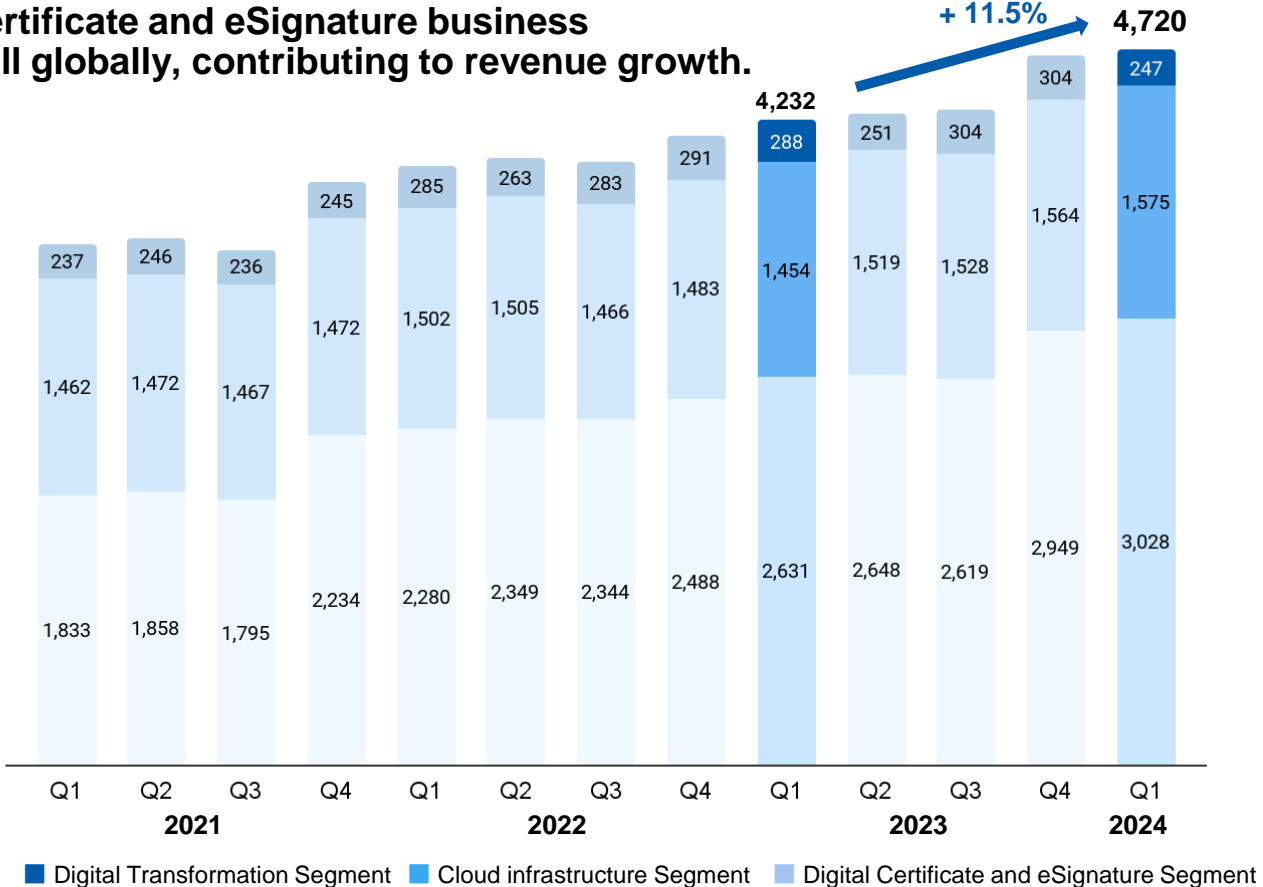
FY2024 1Q Financial Summary [Cumulative Results Comparison]

In the same period of the previous year, a gain of 78 million yen from the investment partnership was recorded under non-operating income, resulting in a 0.3% decrease in ordinary income.

	FY2023 1Q	FY2024 1Q	Year-over-year basis	Full-year forecast for	Achievement rate
(One million yen)					
Net Sales	4,232	4,720	+ 11.5%	19,250	24.5%
Operating profit	384	423	+ 10.2%	1,450	29.2%
Ordinary profit	467	465	- 0.3%	1,387	33.6%
Net profit Attributable to Owners of the Parent	297	335	+ 12.8%	840	39.9%

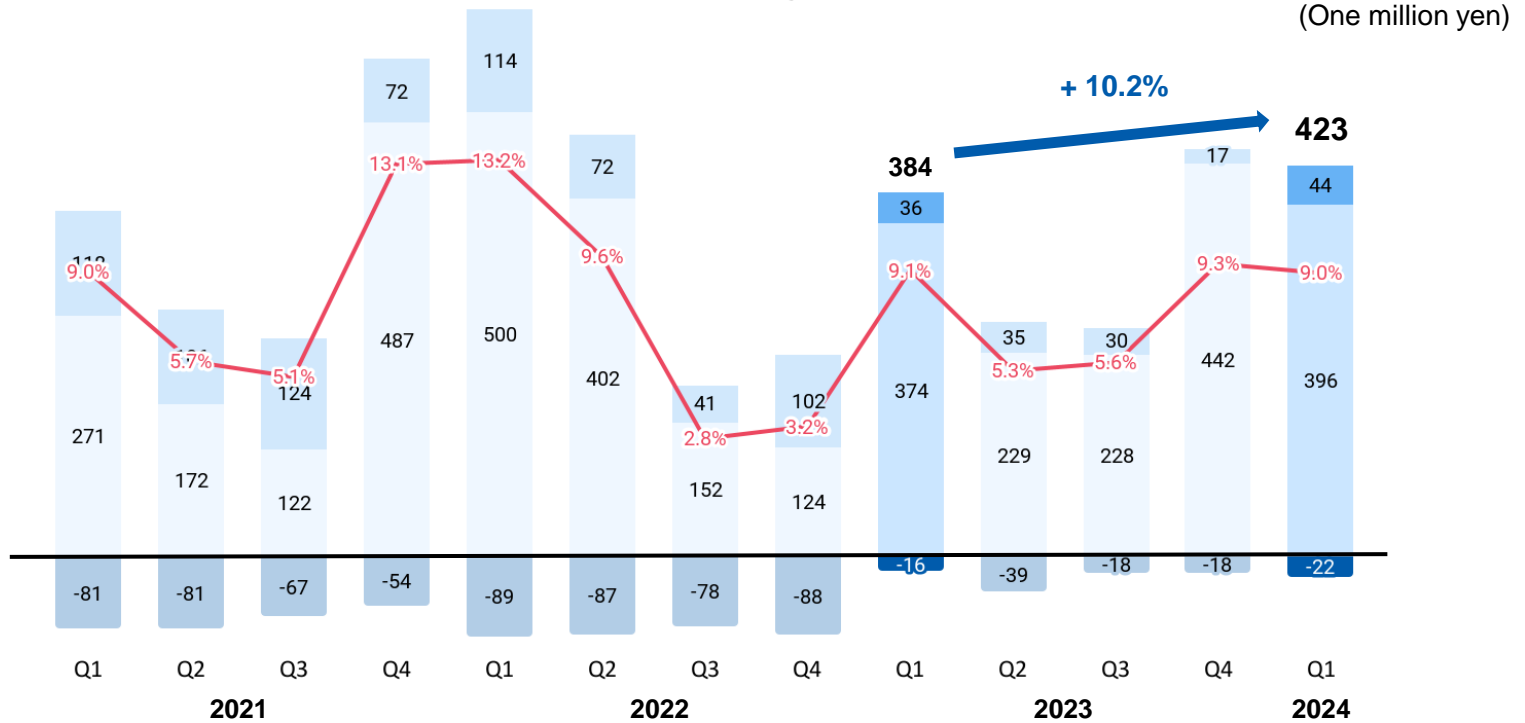
Quarterly sales trends

The Digital Certificate and eSignature business performed well globally, contributing to revenue growth.



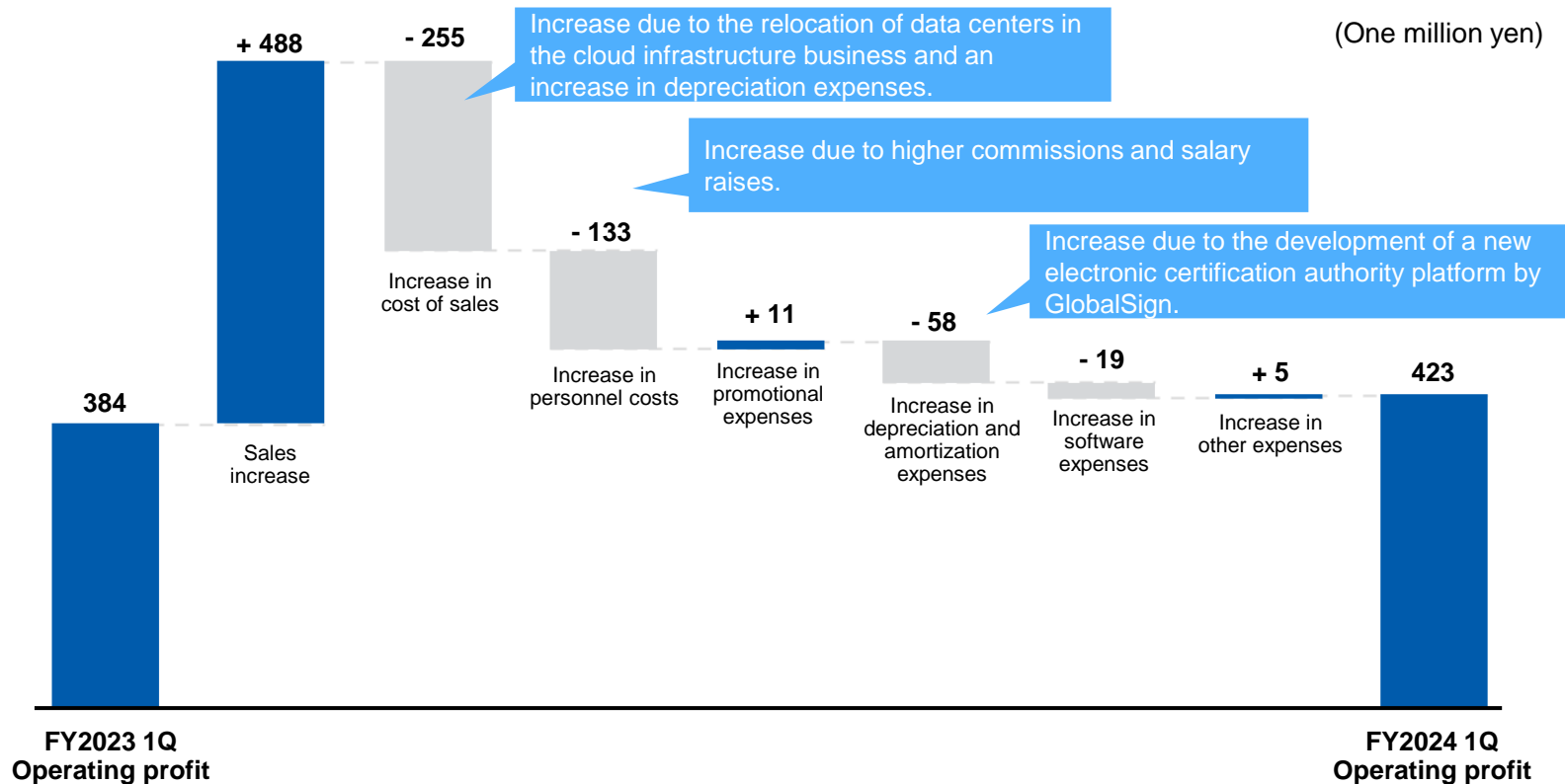
Quarterly operating profit trends

Although personnel expenses and depreciation costs increased in the Digital Certificate and eSignature business, profit increased due to revenue growth.

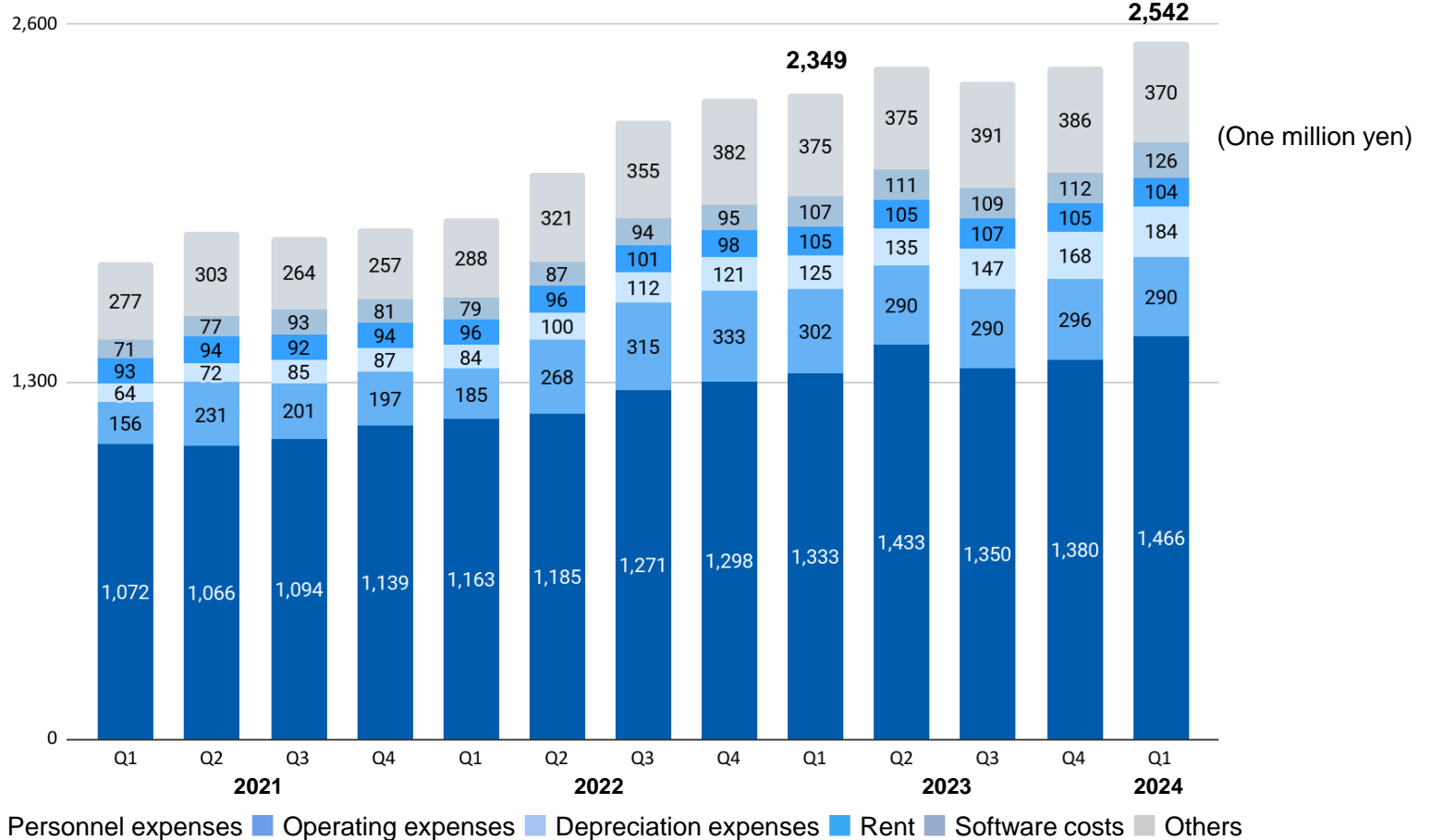


■ Digital Transformation Segment
 ■ Cloud infrastructure Segment
 ■ Digital Certificate and eSignature Segment
 ■ Operating profit margin

Analysis of the Increase or Decrease in Operating Profit



Quarterly Trends in Selling, General and Administrative Expenses

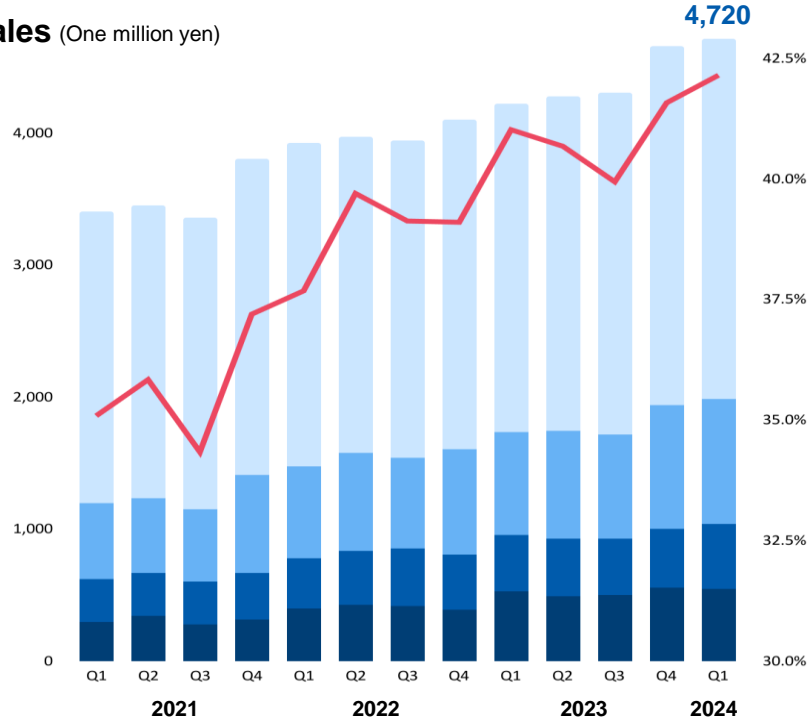


Consolidated Sales by Location and Total Employee Count

Overseas sales increased by 14.6% year-on-year due to the growth in sales of SSL server certificates in Europe and North America.

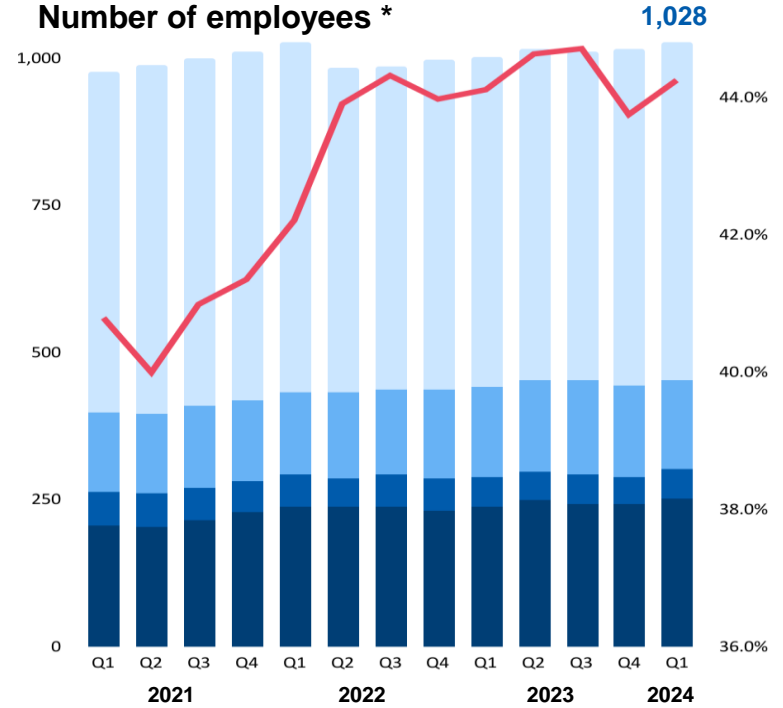
FY2024 1Q overseas ratio 42.2% (1,989 million)

Sales (One million yen)



FY2024 1Q overseas ratio 44.3% (445 people)

Number of employees *

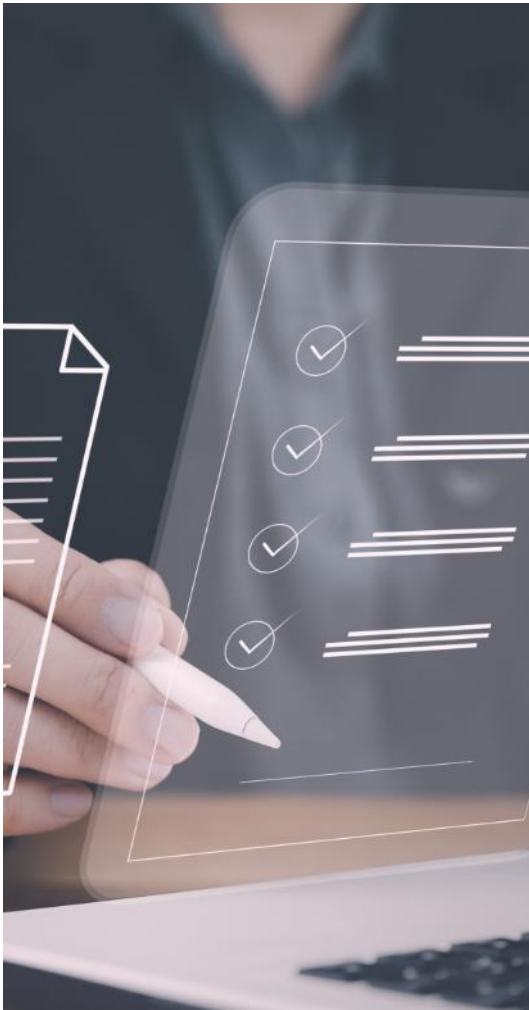


* Number of employees for our company and 15 subsidiaries (including non-consolidated subsidiaries)

Japan Europe North America Asia and others Overseas ratio



02.Business Overview



Secure your communications and transactions with electronic authentication.

Digital Certificate and eSignature Segment

A suite of services leveraging the technology and know-how of electronic certification authorities.



Operating an electronic certification authority in-house, which serves as an identity verification entity on the internet.

- **No.1 SSL share in Japan , No.3 in the world**



An electronic contract service that provides all necessary signatures.

- **No.1 in Japan** Number of adopting companies
- **No.1 in Japan** Number of contract transmissions



Single sign-on service

- **No.1 in Japan** Number of adopting companies
- **No.1 in Japan** Number of partnered applications

We received certification for 'Time Stamping Services' from the Minister for Internal Affairs and Communications.

As the first new entrant, we will begin offering the 'Certified Timestamp by GMO' service.

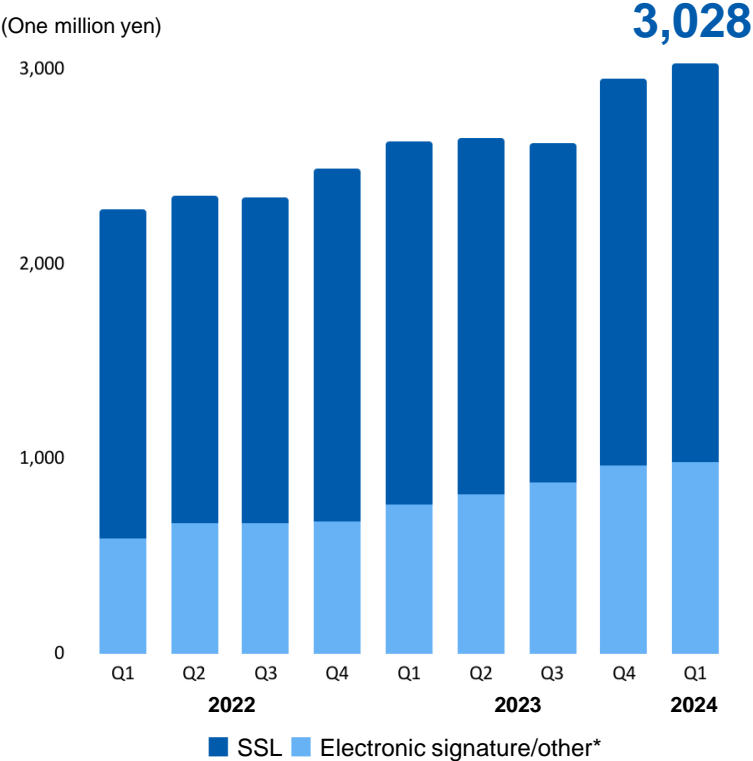


GMO Sign launches "Face-to-Face Contracting Premium" service.

- The legality of using it in construction contract agreements has been confirmed by the Ministry of Land, Infrastructure, Transport and Tourism.
- Applications made face-to-face can be completed on tablets, achieving operational efficiency in the construction and service industries.



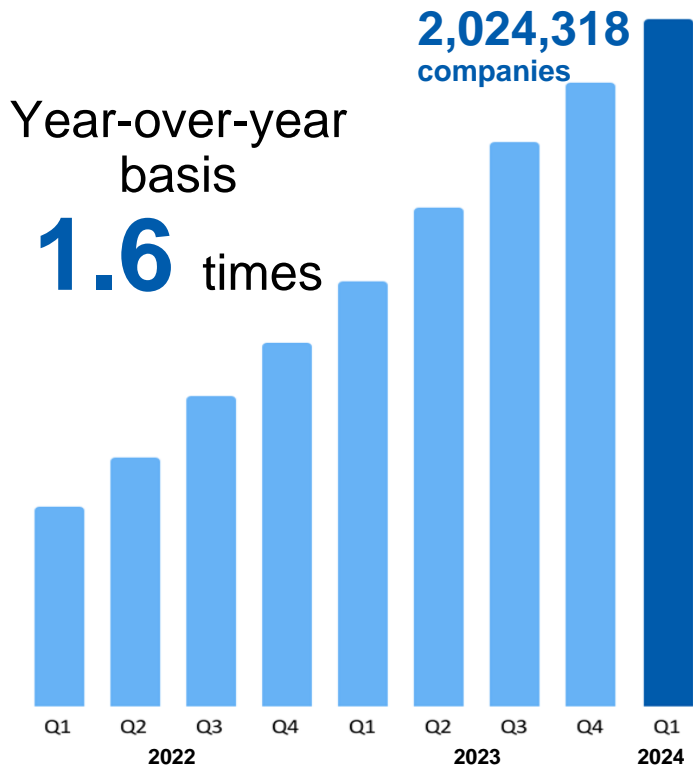
Quarterly Sales Trends by Product



- **SSL**
 - Year-over-year increase of **+9.3%**
 - Recovery in new sales in Europe and America
 - Steady progress globally
- **Electronic signature/other**
 - GMO Sign has seen a year-over-year increase of **+42.2%**, with strong progress across all sales channels.
 - GMO Trust Login has a year-over-year increase of **+51.0%**, progressing well due to an enhanced agency strategy.

*Sales of client certificates, electronic signature services, electronic contract services, ID access management services, etc.

Transition in the Number of Contracted Companies



導入企業数 **No.1** ※1
契約社数 **No.1** ※2

Contracted companies (partial list).

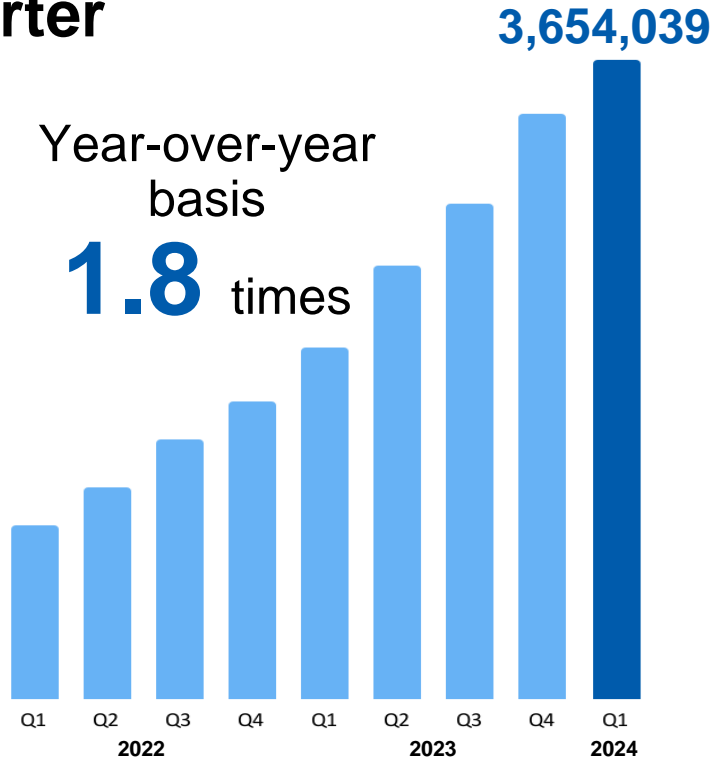


Francfranc OPEN HOUSE NEDO 三井住友銀行グループ 三井住友トラスト不動産

*1 Number of businesses (companies or individuals) using the electronic seal stamp GMO Sign (including OEM products). If multiple users within one operator use the service, it is counted as one. By the end of November 2023, the number of companies will exceed 3.5 million.

*2 Number of contracted companies with "GMO Sign electronic seal" accounts. One account per business (company or individual). If you use multiple accounts, duplicates will be eliminated.

Transition in the Number of Contract Transmissions by Quarter

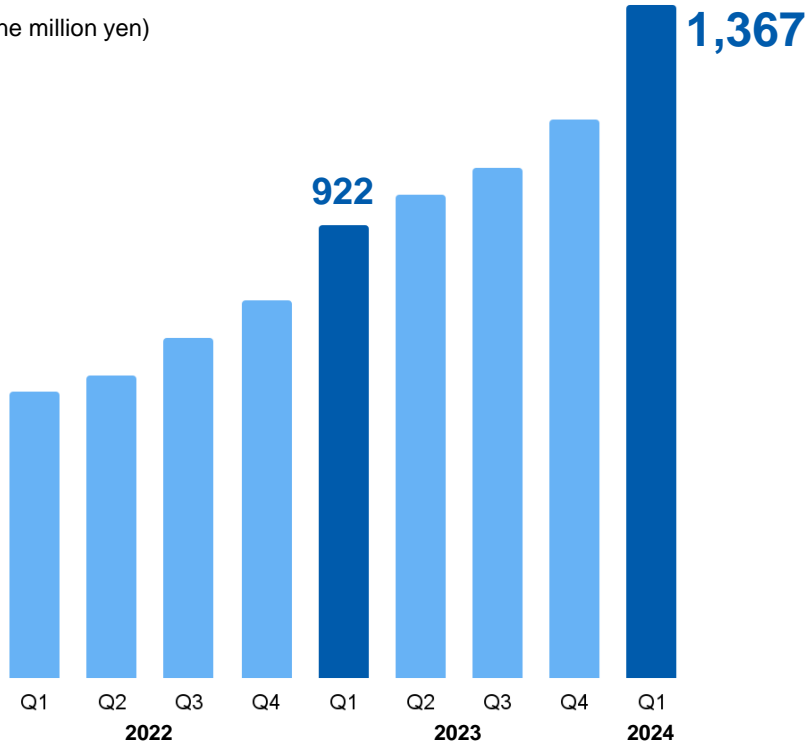


Increased number of transmissions in direct and reseller sales drives revenue growth.

*Number of contracts sent with electronic signatures and time stamps that meet the requirements stipulated by the Electronic Signature Act (in-house research, October 2022, comparison of major domestic electronic contract services)

Transition of ARR (Annual Recurring Revenue)

(One million yen)



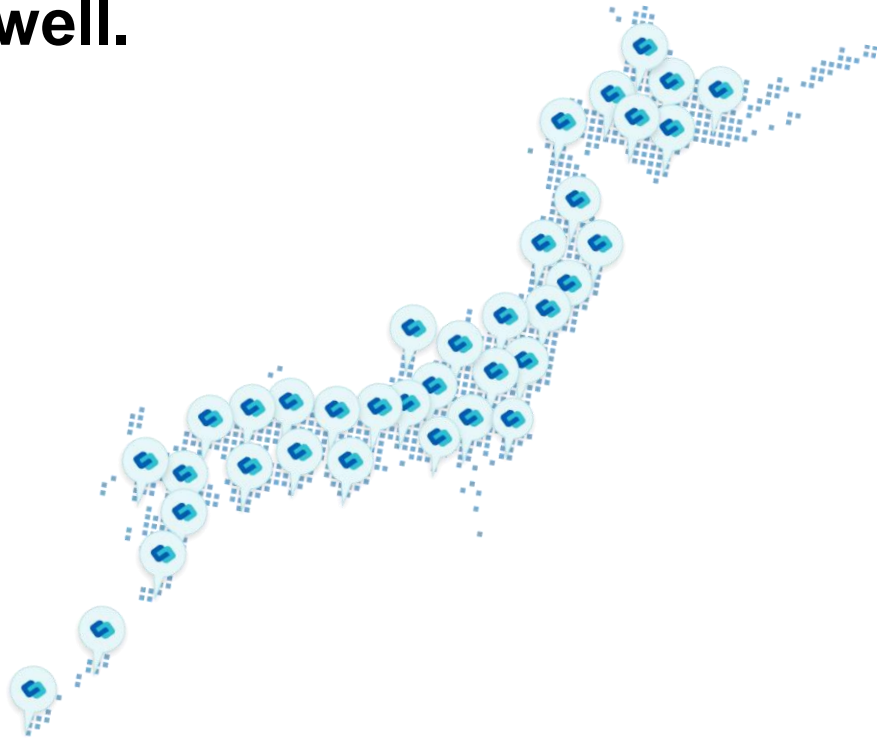
**ARR Keeps Well performance
the real estate and construction
industries boost adoption**

Year-over-year basis

+ 48.2 %

*ARR (Annual Recurring Revenue): Refers to sales revenue recorded from continuous transactions over a period of one year. Annual recurring revenue. MRR (Monthly Recurring Revenue): Calculated by multiplying monthly recurring revenue by 12.

Accelerating collaboration with partner companies to achieve No.1 status in local government implementation as well.

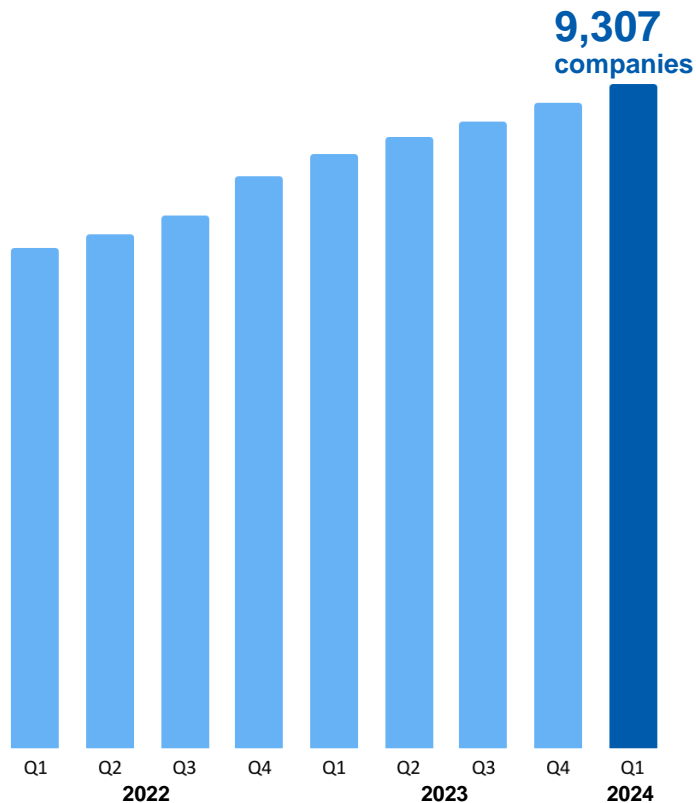


100 public authorities have adopted **GMO Sign**

 Adopting local governments (partial list).

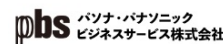
* Public organizations that have a paid contract for 'GMO Sign' or 'GMO Sign Electronic Delivery' as of May 1st

Transition in the Number of Adopting Companies



The number of paid IDs is also performing well, showing a year-over-year increase of **+ 48.7%**

Contracted companies (partial list).

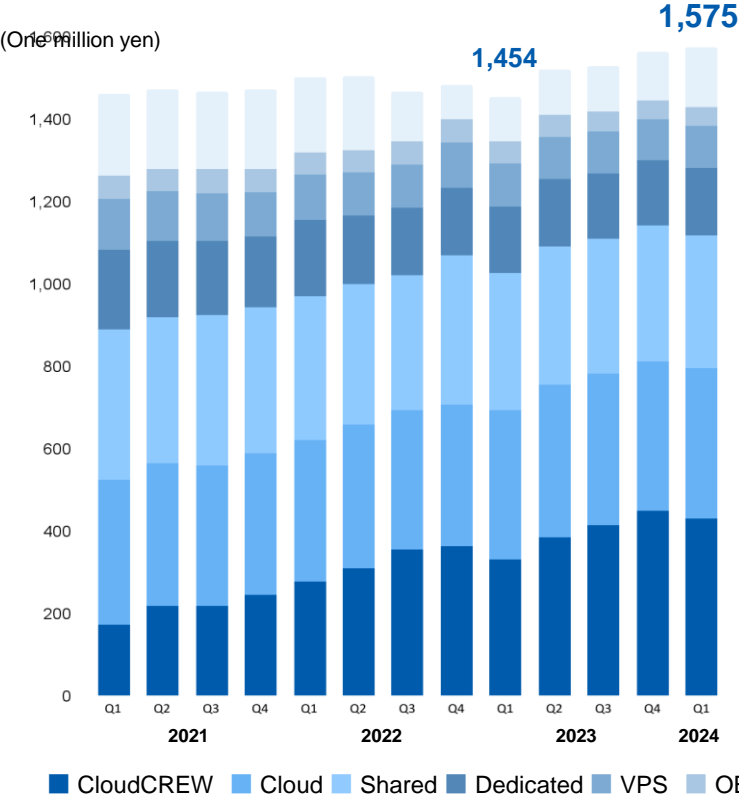




Providing a secure cloud infrastructure.

Cloud Infrastructure Segment

Quarterly Sales Transition by Product



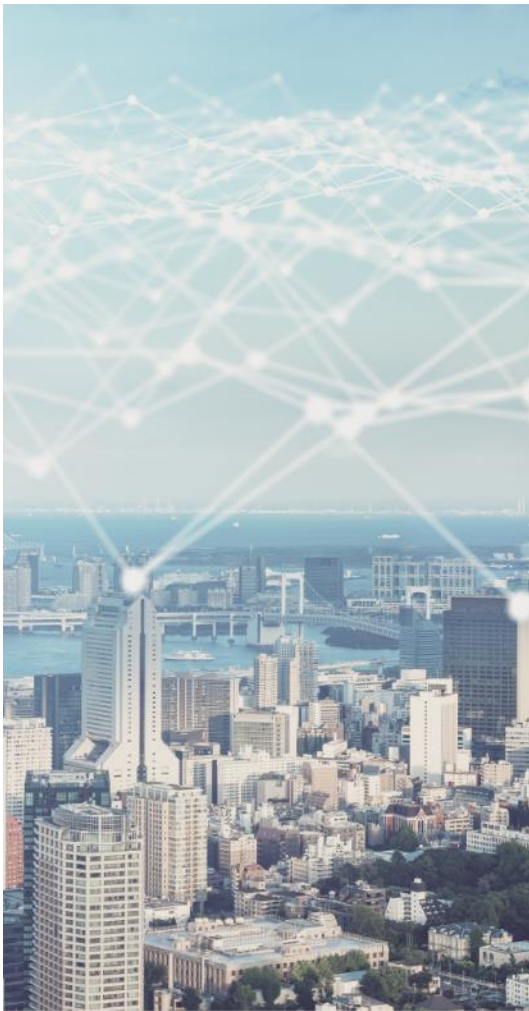
FY2024 1Q

Net Sales:

431 million yen

Year-on-year comparison:

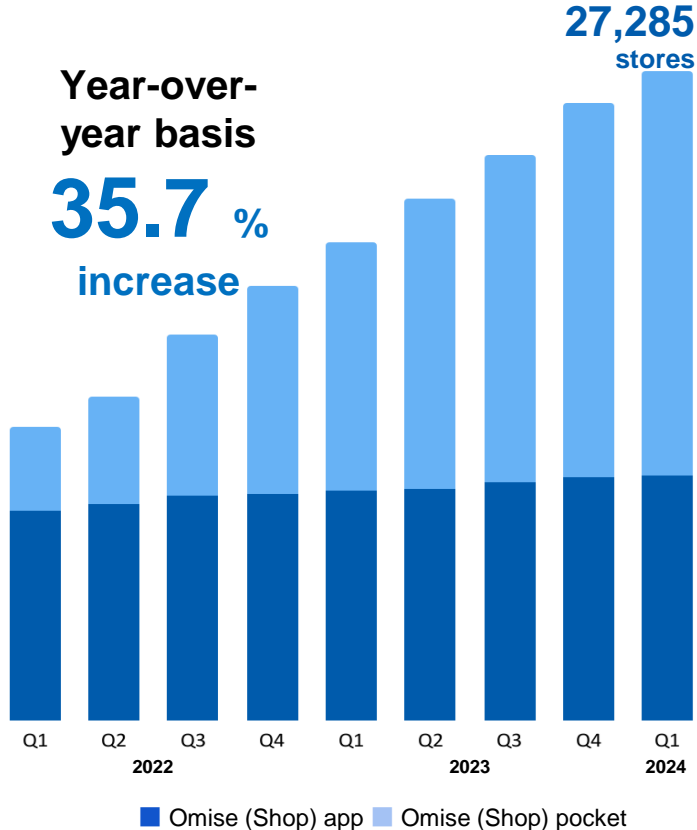
+30.1 %



Supporting the resolution of corporate challenges.

Digital Transformation Segment

Transition in the Number of Adoptions



Ticket feature has been launched as a new function of the "Mobile Coupon Platform byGMO."

It now supports electronic shareholder benefit coupons, multipass tickets, and gift certificates.



We Change Experience with IT

