

# FINANCIAL FACT BOOK

フィナンシャル ファクトブック



## 目次

## Contents

|    |               |  |
|----|---------------|--|
| 1  | 連結財務ハイライト     | Consolidated Financial Highlights            |
| 2  | 四半期推移（連結）     | Quarter by Trend (Consolidated)              |
| 3  | 販売費及び一般管理費内訳  | Selling, General and Administrative Expenses |
| 4  | 成長性・収益性       | Growth & Profitability                       |
| 5  | 効率性           | Efficiency                                   |
| 6  | 安定性           | Stability                                    |
| 7  | クラウド・ホスティング事業 | Cloud Hosting Segment                        |
| 8  | セキュリティ事業      | Internet Security Segment                    |
| 9  | ソリューション事業     | Solution Segment                             |
| 10 | 株式情報          | Stock Information                            |
| 11 | 会社概要          | Corporate Profile                            |

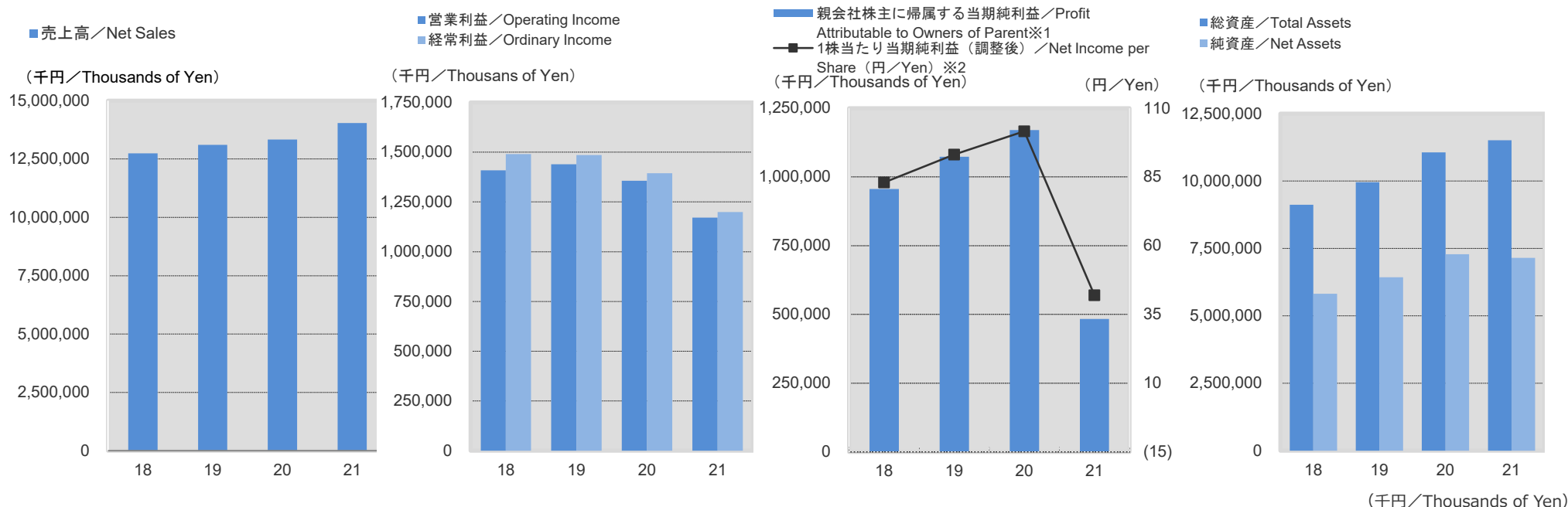
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# 連結財務ハイライト／Consolidated Financial Highlights



会計年度／Fiscal Year

|   | 2018/12    | 2019/12    | 2020/12     | 2021/12     |
|---|------------|------------|-------------|-------------|
| 売上高／Net Sales   | 12,738,877 | 13,109,578 | 13,332,684  | 14,046,171  |
| 売上総利益／Gross Profit  | 7,850,886  | 8,112,242  | 7,953,227   | 8,442,322   |
| 営業利益／Operating Income                                     | 1,408,535  | 1,439,433  | 1,357,154   | 1,171,710   |
| 経常利益／Ordinary Income                                      | 1,490,502  | 1,485,724  | 1,394,007   | 1,199,868   |
| 親会社株主に帰属する当期純利益／Profit Attributable to Owners of Parent※1 | 956,562    | 1,073,365  | 1,170,543   | 483,618     |
| 1株当たり当期純利益（調整後）／Net Income per Share (円/Yen) ※2           | 83.04      | 93.18      | 101.62      | 41.98       |
| 総資産／Total Assets  | 9,123,183  | 9,954,513  | 11,063,178  | 11,512,704  |
| 純資産／Net Assets  | 5,819,058  | 6,434,792  | 7,288,881   | 7,152,554   |
| 営業活動によるキャッシュ・フロー／Cash Flows from Operating Activities     | 1,878,400  | 1,693,763  | 1,902,717   | 1,564,832   |
| 投資活動によるキャッシュ・フロー／Cash Flows from Investing Activities     | (361,699)  | (891,275)  | (1,158,500) | (1,191,625) |
| 財務活動によるキャッシュ・フロー／Cash Flows from Financing Activities     | (547,349)  | (671,132)  | (64,609)    | (822,038)   |

※1 2016年12月期より、「当期純利益」を「親会社に帰属する当期純利益」と記載しています。／Until FY2015, "Net Income" is documented.

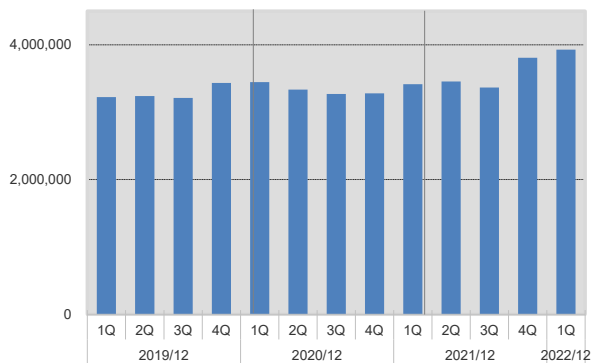
※2 当社は2014年4月1日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。／We conducted a 100-for-1 share split which became effective as of April 1, 2014.

1株当たり当期純利益は当該株式分割後の数値を記載しています。／Net income per share is based on the number of shares after the stock splits.

## 四半期推移（連結）／Quarter by Trend（Consolidated）

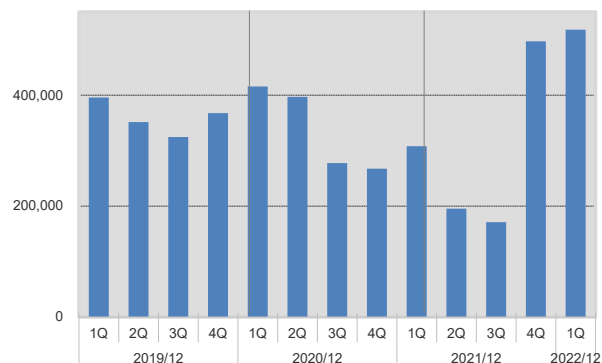
売上高／Net Sales

(千円／Thousands of Yen)



営業利益／Operating Income

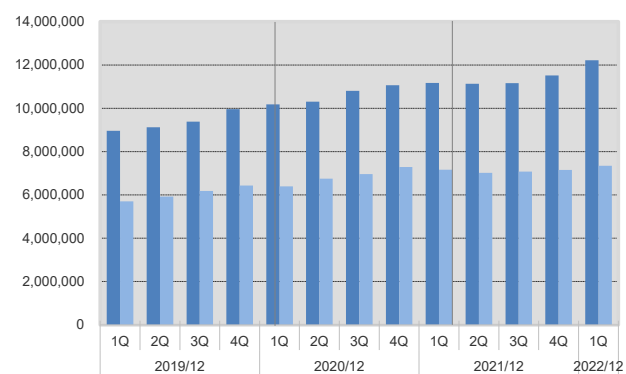
(千円／Thousands of Yen)



■総資産／Total Assets

■純資産／Net Assets

(千円／Thousands of Yen)



会計年度／Fiscal Year

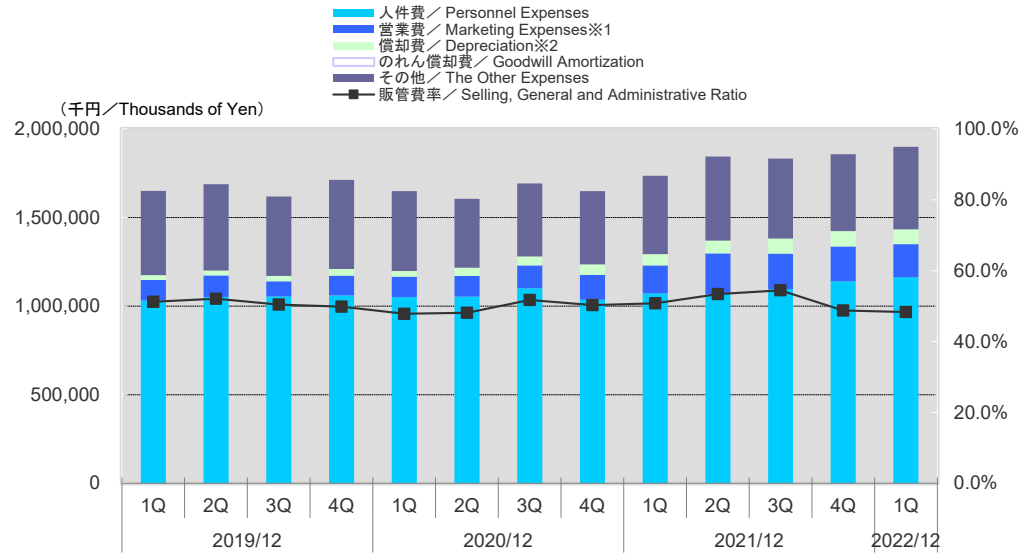
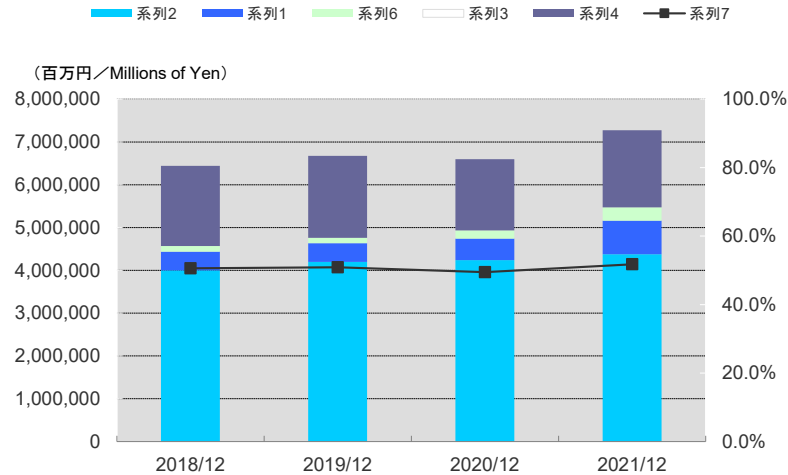
(千円／Thousands of Yen)

|  | 2019/12   |           |           |           | 2020/12    |            |            |            | 2021/12    |            |            |            | 2022/12    |    |    |    |
|--|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|----|----|----|
|  | 1Q        | 2Q        | 3Q        | 4Q        | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q         | 3Q         | 4Q         | 1Q         | 2Q | 3Q | 4Q |
| 売上高／Net Sales  | 3,222,879 | 3,239,801 | 3,212,545 | 3,434,352 | 3,445,235  | 3,336,696  | 3,271,062  | 3,279,690  | 3,417,130  | 3,455,327  | 3,364,963  | 3,808,749  | 3,929,040  |    |    |    |
| 売上原価／Cost of Sales                                       | 1,175,918 | 1,199,675 | 1,268,595 | 1,353,147 | 1,381,051  | 1,333,589  | 1,301,254  | 1,363,561  | 1,373,152  | 1,414,941  | 1,361,451  | 1,454,304  | 1,511,345  |    |    |    |
| 売上総利益／Gross Profit                                       | 2,046,961 | 2,040,126 | 1,943,950 | 2,081,205 | 2,064,184  | 2,003,106  | 1,969,807  | 1,916,128  | 2,043,978  | 2,040,385  | 2,003,512  | 2,354,445  | 2,417,694  |    |    |    |
| EBITDA   | 423,597   | 379,214   | 355,089   | 406,307   | 447,368    | 442,857    | 328,284    | 327,248    | 372,211    | 267,417    | 256,865    | 584,202    | 602,518    | 0  | 0  | 0  |
| 償却費／ Depreciation and amortization※1                     | 27,805    | 27,842    | 30,646    | 38,481    | 31,765     | 46,064     | 50,862     | 59,914     | 64,162     | 72,034     | 85,773     | 87,019     | 84,271     |    |    |    |
| のれん償却費／ Goodwill amortization                            | 0         | 0         | 0         | 0         | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 249        |    |    |    |
| 営業利益／Operating Income                                    | 395,791   | 351,372   | 324,443   | 367,826   | 415,603    | 396,793    | 277,422    | 267,334    | 308,049    | 195,383    | 171,092    | 497,183    | 517,998    |    |    |    |
| 経常利益／Ordinary Income                                     | 396,433   | 357,454   | 338,789   | 393,048   | 493,010    | 428,994    | 257,809    | 214,193    | 293,980    | 196,288    | 230,192    | 479,407    | 558,485    |    |    |    |
| 親会社株主に帰属する当期純利益／Profit Attributable to Owners of Parent※ | 326,358   | 306,409   | 287,399   | 153,197   | 359,895    | 338,710    | 186,625    | 285,311    | 229,593    | 174,361    | 102,732    | (23,069)   | 403,325    |    |    |    |
| 総資産／Total Assets   | 8,958,423 | 9,125,950 | 9,382,290 | 9,954,513 | 10,184,249 | 10,305,992 | 10,807,180 | 11,063,178 | 11,170,899 | 11,128,808 | 11,159,859 | 11,512,704 | 12,216,680 |    |    |    |
| 純資産／Net Assets   | 5,700,377 | 5,928,769 | 6,182,936 | 6,434,792 | 6,397,693  | 6,754,000  | 6,964,627  | 7,288,881  | 7,160,818  | 7,015,305  | 7,081,110  | 7,152,554  | 7,342,101  |    |    |    |

※1 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却／Depreciation=Amortization of Tangible and Intangible Assets+Softwear Amortization+R&D Expenses+Amortization of Trademarks and Patents

※2 2016年12月期より、「当期純利益」を「親会社に帰属する当期純利益」と記載しています。／Until FY2015, "Net Income" is documented.

# 販売費及び一般管理費内訳/Selling, General and Administrative Expenses



| 会計年度/<br>Fiscal Year  | (千円/Thousands of Yen) |            |            |            |
|---|-----------------------|------------|------------|------------|
|   | 2018/12               | 2019/12    | 2020/12    | 2021/12    |
| 販売費及び一般管理費/<br>Selling, General and Administrative Expenses | 6,442,351             | 6,672,808  | 6,596,073  | 7,270,612  |
| 人件費/<br>Personnel Expenses                                  | 3,997,748             | 4,199,711  | 4,239,980  | 4,373,984  |
| 営業費/<br>Marketing Expenses※1                                | 441,300               | 433,346    | 503,042    | 786,958    |
| 償却費/<br>Depreciation※2                                      | 129,565               | 124,775    | 188,606    | 308,988    |
| のれん償却費/<br>Goodwill Amortization                            | 0                     | 0          | 0          | 250        |
| その他/<br>The Other Expenses                                  | 1,873,736             | 1,914,974  | 1,664,443  | 1,800,430  |
|   | (%)                   | (%)        | (%)        | (%)        |
| 販管費率/<br>Selling, General and Administrative Ratio          | 50.6%                 | 50.9%      | 49.5%      | 51.8%      |
| 売上高/<br>Net Sales   | 12,738,877            | 13,109,578 | 13,332,684 | 14,046,171 |

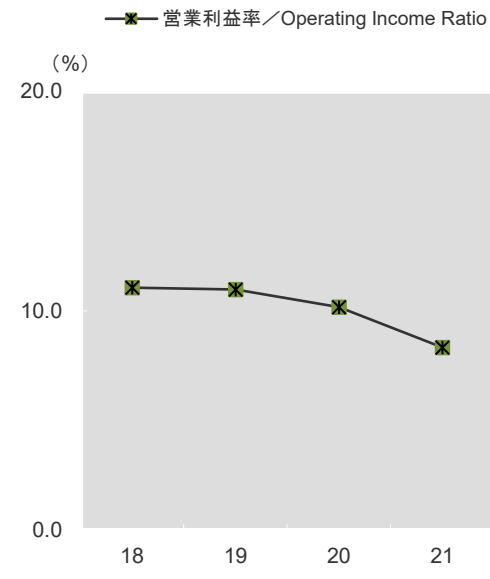
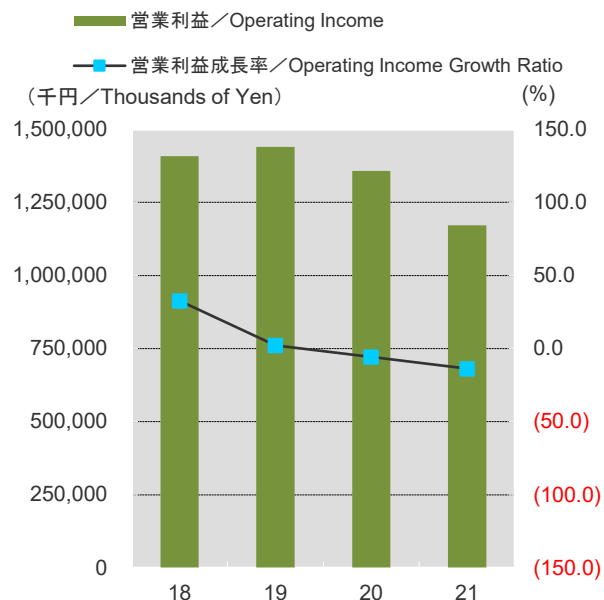
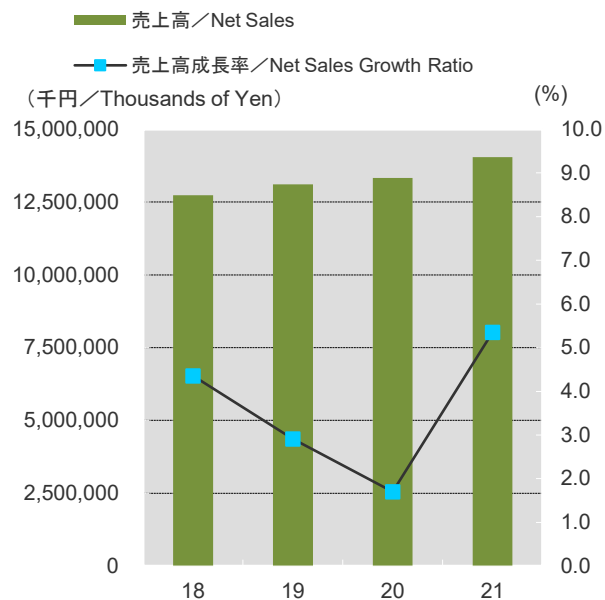
| 会計年度/<br>Fiscal Year  | 2019/12   |           |           |           | 2020/12   |           |           |           | 2021/12   |           |           |           | 2022/12   |         |         |         |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|
|   | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q      | 3Q      | 4Q      |
| 販売費及び一般管理費/<br>Selling, General and Administrative Expenses | 1,651,169 | 1,688,753 | 1,619,507 | 1,713,378 | 1,648,580 | 1,606,312 | 1,692,385 | 1,648,794 | 1,735,928 | 1,845,001 | 1,832,419 | 1,857,261 | 1,899,696 |         |         |         |
| 人件費/<br>Personnel Expenses                                  | 1,032,445 | 1,052,274 | 1,054,306 | 1,060,685 | 1,050,723 | 1,053,133 | 1,100,544 | 1,035,579 | 1,072,749 | 1,066,586 | 1,094,797 | 1,139,852 | 1,163,757 |         |         |         |
| 営業費/<br>Marketing Expenses※1                                | 115,349   | 121,359   | 85,840    | 110,797   | 115,573   | 117,939   | 129,369   | 140,160   | 156,848   | 231,344   | 201,724   | 197,040   | 185,984   |         |         |         |
| 償却費/<br>Depreciation※2                                      | 27,805    | 27,842    | 30,646    | 38,481    | 31,765    | 46,064    | 50,862    | 59,914    | 64,162    | 72,034    | 85,773    | 87,019    | 84,271    |         |         |         |
| のれん償却費/<br>Goodwill Amortization                            | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | 249     |         |         |
| その他/<br>The Other Expenses                                  | 475,569   | 487,277   | 448,713   | 503,414   | 450,518   | 389,175   | 411,608   | 413,140   | 442,168   | 475,036   | 450,125   | 433,100   | 465,432   |         |         |         |
|   |           |           |           | (%)       |           |           |           | (%)       |           |           |           |           | (%)       |         |         |         |
| 販管費率/<br>Selling, General and Administrative Ratio          | 51.2%     | 52.1%     | 50.4%     | 49.9%     | 47.9%     | 48.1%     | 51.7%     | 50.3%     | 50.8%     | 53.4%     | 54.5%     | 48.8%     | 48.4%     | #DIV/0! | #DIV/0! | #DIV/0! |
| 売上高/<br>Net Sales   | 3,222,879 | 3,239,801 | 3,212,545 | 3,434,352 | 3,445,235 | 3,336,696 | 3,271,062 | 3,279,690 | 3,417,130 | 3,455,327 | 3,364,963 | 3,808,749 | 3,929,040 |         |         |         |

※1 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却/

Depreciation=Amortization of Tangible and Intangible Assets+ Software Amortization + R&D Expenses+ Amortization of Trademarks and Patents

※2 営業費=広告宣伝費+販売手数料+販売促進費/ Marketing Expenses= Advertising Expenses+ Sales Commission + Sales Promotion Expenses

## 成長性・収益性 / Growth & Profitability



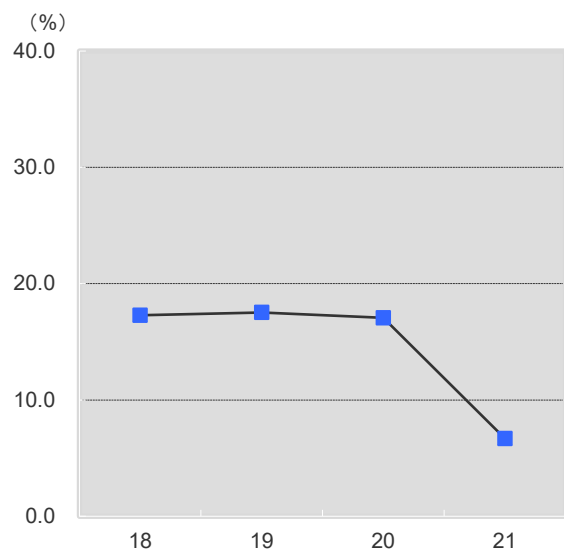
| 会計年度 / Fiscal Year                      | 2018/12 | 2019/12 | 2020/12 | 2021/12 |
|---|---------|---------|---------|---------|
| 売上高成長率 / Net Sales Growth Ratio         | 4.4     | 2.9     | 1.7     | 5.4     |
| 営業利益成長率 / Operating Income Growth Ratio | 32.7    | 2.2     | (5.7)   | (13.7)  |
| 売上原価率 / Cost of Sales Ratio             | 38.4    | 38.1    | 40.3    | 39.9    |
| 売上総利益率 / Gross Profit Ratio             | 61.6    | 61.9    | 59.7    | 60.1    |
| 営業費率 / Marketing Expenses Ratio         | 50.6    | 50.9    | 49.5    | 51.8    |
| 営業利益率 / Operating Income Ratio          | 11.1    | 11.0    | 10.2    | 8.3     |

|   |            |            |            |            |
|---|------------|------------|------------|------------|
| 売上高 / Net Sales   | 12,738,877 | 13,109,578 | 13,332,684 | 14,046,171 |
| 売上原価 / Cost of Sales                                      | 4,887,991  | 4,997,336  | 5,379,457  | 5,603,849  |
| 売上総利益 / Gross Profit                                      | 7,850,886  | 8,112,242  | 7,953,227  | 8,442,322  |
| 販売費及び一般管理費 / Selling, General and Administrative Expenses | 6,442,351  | 6,672,808  | 6,596,073  | 7,270,612  |
| 営業費 / Marketing Expenses                                  | 441,300    | 433,346    | 503,042    | 786,958    |
| のれん償却費 / Goodwill amortization                            | -          | -          | -          | -          |
| 営業利益 / Operating Income                                   | 1,408,535  | 1,439,433  | 1,357,154  | 1,171,710  |

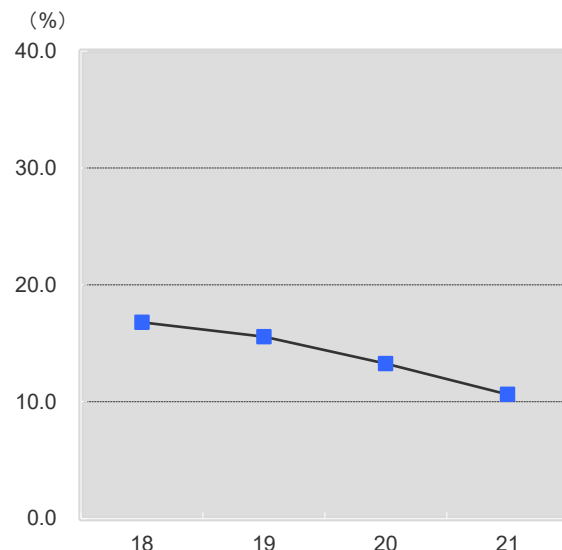
営業費 = 広告宣伝費 + 販売手数料 + 販売促進費 / Marketing Expenses = Advertising Expenses + Sales Commission + Sales Promotion Expenses

## 効率性/Efficiency

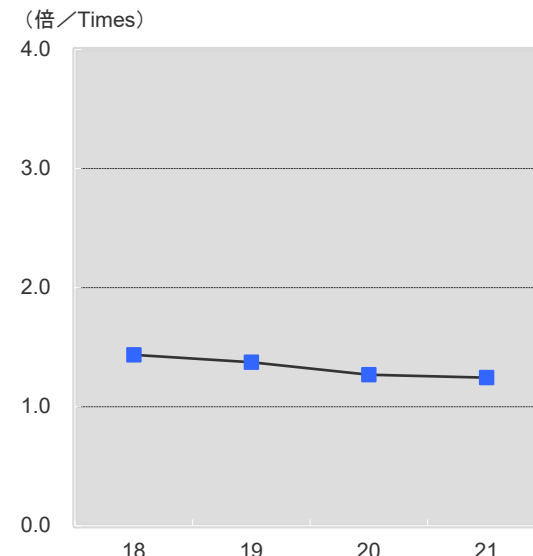
自己資本当期利益率/Return on Equity (ROE)



総資産経常利益率/Return on Asset (ROA)



総資産回転率/Asset Turnover



会計年度/Fiscal Year

|                                   |           | 2018/12 | 2019/12 | 2020/12 | 2021/12 |
|-----------------------------------|-----------|---------|---------|---------|---------|
| 自己資本当期純利益率/Return on Equity (ROE) | (%)       | 17.3    | 17.5    | 17.1    | 6.7     |
| 総資産経常利益率/Return on Asset (ROA)    | (%)       | 16.8    | 15.6    | 13.3    | 10.6    |
| 総資産回転率/Asset Turnover             | (倍/Times) | 1.4     | 1.4     | 1.3     | 1.2     |

ROE = (当期純利益 ÷ 期首自己資本 + 期末自己資本) / 2 × 100 / ROE = (Net Income / Average of Beginning and Ending Shareholders' Equity) × 100

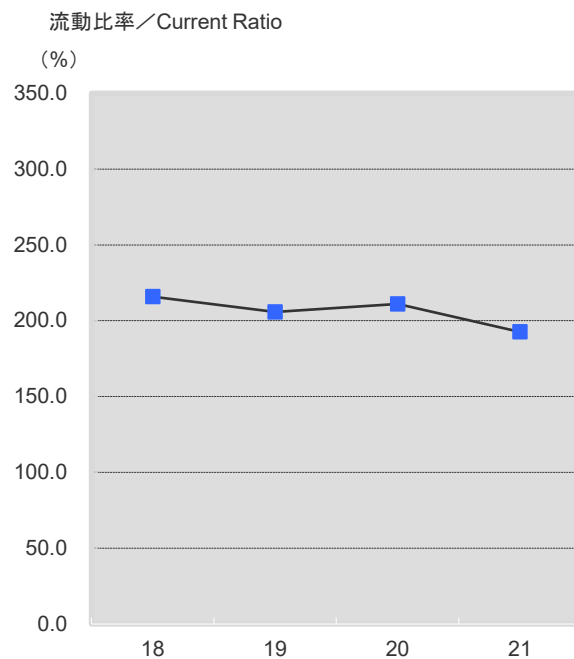
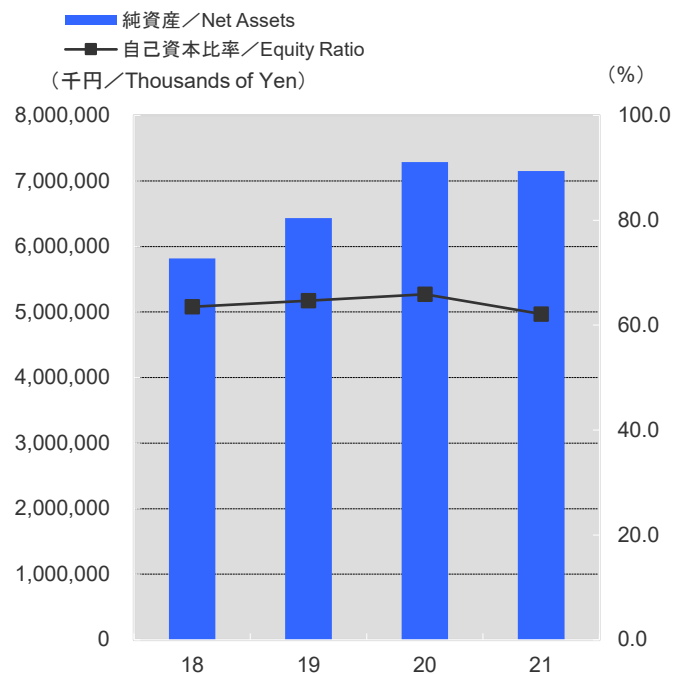
ROA = (経常利益 ÷ (期首総資産 + 期末総資産) / 2) × 100 / ROA = (Ordinary Income / Average of Beginning and Ending Total Assets) × 100

注) 上記数値については、簡略に計算しているため実際の開示資料と誤差があります。

(千円/Thousands of Yen)

|   |            |            |            |            |
|---|------------|------------|------------|------------|
| 売上高/Net Sales   | 12,738,877 | 13,109,578 | 13,332,684 | 14,046,171 |
| 経常利益/Ordinary Income                                    | 1,490,502  | 1,485,724  | 1,394,007  | 1,199,868  |
| 親会社株主に帰属する当期純利益/Profit Attributable to Owners of Parent | 956,562    | 1,073,365  | 1,170,543  | 483,618    |
| 純資産/Net Assets  | 5,819,058  | 6,434,792  | 7,288,881  | 7,152,554  |
| 総資産/Total Assets  | 9,123,183  | 9,954,513  | 11,063,178 | 11,512,704 |

## 安定性 / Stability



| 会計年度 / Fiscal Year               | 2018/12                 | 2019/12         | 2020/12         | 2021/12         |
|----------------------------------|-------------------------|-----------------|-----------------|-----------------|
| 自己資本比率 / Equity Ratio            | 63.5                    | 64.6            | 65.9            | 62.1            |
| 流動比率 / Current Ratio             | 215.8                   | 205.7           | 211.1           | 192.6           |
|                                  | (千円 / Thousands of Yen) | ousands of Yen) | ousands of Yen) | ousands of Yen) |
| 純資産 / Net Assets                 | 5,819,058               | 6,434,792       | 7,288,881       | 7,152,554       |
| 総資産 / Total Assets               | 9,123,183               | 9,954,513       | 11,063,178      | 11,512,704      |
| 現金及び預金 / Cash and Deposit        | 4,356,680               | 4,433,619       | 4,670,417       | 4,590,164       |
| リース債務 / Lease Obligations        | 385,562                 | 284,079         | 224,696         | 193,475         |
| 受取利息 / Interest Income           | 11,430                  | 9,207           | 3,775           | 2,886           |
| 受取配当金 / Dividend Income          | 8,317                   | 4,428           | 3,610           | 18,151          |
| 支払利息 / Interest Expense          | 8,128                   | 4,523           | 3,541           | 3,997           |
| 流動資産 / Total Current Assets      | 6,579,492               | 6,864,534       | 7,390,326       | 7,517,205       |
| 流動負債 / Total Current Liabilities | 3,048,367               | 3,336,472       | 3,500,592       | 3,903,187       |

事業関連情報\_電子認証・印鑑事業/Key Indicators\_Digital Certificate and eSignature Segment

電子認証・印鑑事業/Digital Certificate and eSignature Segment ※1

| 会計年度 / Fiscal Year<br>(千円 / Thousands of Yen)              | 2019/12   |           |           |           | 2020/12※2 |           |           |           | 2021/12   |           |           |           | 2022/12   |         |         |         |  |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|--|
|  | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q      | 3Q      | 4Q      |  |
| 売上高 (内取含) / Net Sales                                      | 1,698,211 | 1,685,715 | 1,658,089 | 1,842,836 | 1,851,303 | 1,837,670 | 1,760,084 | 1,653,039 | 1,833,502 | 1,858,122 | 1,795,893 | 2,234,181 | 2,280,906 |         |         |         |  |
| 売上原価 / Cost of Sales                                       | 329,711   | 328,773   | 375,654   | 411,473   | 398,818   | 419,169   | 366,440   | 406,084   | 444,847   | 447,000   | 428,664   | 476,248   | 486,063   |         |         |         |  |
| 売上総利益 / Gross Profit                                       | 1,368,499 | 1,356,942 | 1,282,435 | 1,431,363 | 1,452,484 | 1,418,501 | 1,393,643 | 1,246,954 | 1,388,654 | 1,411,121 | 1,367,229 | 1,757,933 | 1,794,842 |         |         |         |  |
| 販売費及び一般管理費 / Selling, General and Administrative Expense   | 942,326   | 941,898   | 900,807   | 976,906   | 1,009,463 | 984,740   | 1,072,694 | 1,023,725 | 1,117,099 | 1,238,419 | 1,244,721 | 1,270,114 | 1,117,099 |         |         |         |  |
| EBITDA   | 440,072   | 429,129   | 396,811   | 473,027   | 461,808   | 466,485   | 359,000   | 266,922   | 321,659   | 231,779   | 195,523   | 561,985   | 577,060   |         |         |         |  |
| 償却費 (のれん除く) / Depreciation and Amortization ext Goodwill ※ | 13,900    | 14,086    | 15,184    | 18,571    | 18,787    | 32,724    | 38,052    | 43,693    | 50,105    | 59,078    | 73,016    | 73,916    | 75,994    |         |         |         |  |
| のれん償却費 / Goodwill amortization                             | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | 250       | 249       | -       |         |         |  |
| 人件費 / Personnel Expenses                                   | 563,877   | 570,117   | 571,717   | 581,067   | 609,074   | 621,011   | 671,356   | 597,282   | 657,239   | 675,107   | 711,113   | 762,639   | 765,909   |         |         |         |  |
| 営業利益 / Operating Income                                    | 426,172   | 415,043   | 381,627   | 454,456   | 443,021   | 433,761   | 320,948   | 223,229   | 271,554   | 172,701   | 122,507   | 487,819   | 500,817   |         |         |         |  |
| 営業利益率 / Operating Income Divided by Net Sales              | 25.1%     | 24.6%     | 23.0%     | 24.7%     | 23.9%     | 23.6%     | 18.2%     | 13.5%     | 14.8%     | 9.3%      | 6.8%      | 21.8%     | 22.0%     | #DIV/0! | #DIV/0! | #DIV/0! |  |
| 従業員数 / Number of Employees Quarterly Average               | 438       | 460       | 458       | 469       | 479       | 486       | 486       | 500       | 501       | 504       | 513       | 513       | 529       |         |         |         |  |

※1 2021年12月期第1四半期より報告セグメントを変更 / FY2021, change in reporting segments

※2 変更後のセグメント区分に基づき数値を組み替えております / Reclassified accounting figures due to changes in reporting segments

※3 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 /

Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

国内外別売上高 (大量発行分含) / Sales by Product

| (千円 / Thousands of Yen)         |       |       |       |       |       |       |       |       |       |       |       |       |       |  |  |  |  |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|--|--|--|
| 国内売上割合 / Rate of Domestic Sales | 32.3% | 33.0% | 34.7% | 33.2% | 35.6% | 34.3% | 33.7% | 33.7% | 35.6% | 31.5% | 35.5% | 35.1% | 32.3% |  |  |  |  |
| 海外売上割合 / Rate of Oversea Sales  | 67.7% | 67.0% | 65.3% | 66.8% | 64.4% | 65.8% | 66.3% | 66.3% | 64.4% | 68.5% | 64.5% | 64.9% | 67.7% |  |  |  |  |

電子証明書発行枚数 (大量発行分含) / Number of SSLs Issued ※

| (枚 / Sheet)                        |         |         |         |         |         |         |         |         |         |         |         |         |         |  |  |  |  |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|--|--|--|
| 国内発行枚数 / Number of Domestic Issues | 107,645 | 113,845 | 120,766 | 119,359 | 119,770 | 123,528 | 130,195 | 132,499 | 132,782 | 134,849 | 138,852 | 144,288 | 132,782 |  |  |  |  |
| 海外発行枚数 / Number of Oversea Issues  | 204,775 | 151,376 | 121,449 | 127,851 | 161,657 | 146,177 | 146,919 | 141,210 | 140,253 | 136,869 | 132,099 | 155,151 | 140,253 |  |  |  |  |
| 合計 / Total                         | 312,420 | 265,221 | 242,215 | 247,210 | 281,427 | 269,705 | 277,114 | 273,709 | 273,035 | 271,718 | 270,951 | 299,439 | 273,035 |  |  |  |  |

※監査後の数値、大量発行含む

電子証明書有効発行枚数 / Number of SSLs validly Issued

| (枚 / Sheet)                                  |           |           |           |           |           |           |           |           |           |           |           |           |           |  |  |  |  |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|--|--|--|
| 国内有効発行枚数 / Number of Domestic validly Issues | 170,201   | 174,511   | 178,549   | 187,016   | 186,872   | 190,997   | 196,512   | 201,455   | 204,563   | 203,992   | 208,118   | 214,855   | 221,775   |  |  |  |  |
| 海外有効発行枚数 / Number of Oversea validly Issues  | 1,062,005 | 1,083,959 | 1,110,042 | 1,140,929 | 1,198,076 | 1,228,850 | 1,280,112 | 1,318,403 | 1,315,857 | 1,283,057 | 1,296,696 | 1,272,819 | 1,263,266 |  |  |  |  |
| 合計 / Total                                   | 1,232,206 | 1,258,470 | 1,288,591 | 1,327,945 | 1,384,948 | 1,419,847 | 1,476,624 | 1,519,858 | 1,520,420 | 1,487,049 | 1,504,814 | 1,487,674 | 1,485,041 |  |  |  |  |



## 事業関連情報\_クラウドインフラ事業/Key Indicators\_Cloud Infrastructure Segment

### クラウドインフラ事業/Cloud Infrastructure Segment ※1

| 会計年度 / Fiscal Year<br>(千円 / Thousands of Yen)              | 2019/12   |           |           |           | 2020/12   |           |           |           | 2021/12   |           |           |           | 2022/12   |         |         |         |  |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|--|
|  | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q      | 3Q      | 4Q      |  |
| 売上高 (内取含) / Net Sales                                      | 1,369,947 | 1,392,602 | 1,403,782 | 1,445,201 | 1,465,331 | 1,411,306 | 1,429,367 | 1,442,355 | 1,462,464 | 1,472,333 | 1,467,889 | 1,472,799 | 1,502,723 |         |         |         |  |
| 売上原価 / Cost of Sales                                       | 811,477   | 847,186   | 868,075   | 941,855   | 929,681   | 891,761   | 905,912   | 907,933   | 897,714   | 921,295   | 912,874   | 968,174   | 946,094   |         |         |         |  |
| 売上総利益 / Gross Profit                                       | 558,470   | 545,416   | 535,707   | 503,345   | 535,649   | 519,544   | 523,455   | 534,421   | 564,750   | 551,038   | 555,014   | 504,624   | 556,628   |         |         |         |  |
| 販売費及び一般管理費 / Selling, General and Administrative Expenses  | 457,299   | 472,693   | 457,561   | 463,830   | 450,294   | 437,429   | 438,855   | 442,352   | 445,991   | 444,531   | 430,961   | 431,865   | 442,386   |         |         |         |  |
| EBITDA   | 109,738   | 80,855    | 87,996    | 53,472    | 95,139    | 91,926    | 93,704    | 104,385   | 129,263   | 115,977   | 133,210   | 82,425    | 121,329   | 0       | 0       | 0       |  |
| 償却費 (のれん除く) / Depreciation and Amortization ext Goodwill ※ | 8,568     | 8,133     | 9,851     | 13,957    | 9,785     | 9,811     | 9,105     | 12,316    | 10,505    | 9,470     | 9,158     | 9,667     | 7,087     |         |         |         |  |
| のれん償却費 / Goodwill Amortization                             | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         |         |         |         |  |
| 人件費 / Personnel Expenses                                   | 274,855   | 278,621   | 281,453   | 268,874   | 270,584   | 258,594   | 256,727   | 263,080   | 266,050   | 253,893   | 249,257   | 246,449   | 256,334   |         |         |         |  |
| 営業利益 / Operating Income                                    | 101,170   | 72,722    | 78,145    | 39,515    | 85,354    | 82,115    | 84,599    | 92,069    | 118,758   | 106,507   | 124,052   | 72,758    | 114,242   |         |         |         |  |
| 営業利益率 / Operating Income Divided by Net Sales              | 7.4%      | 5.2%      | 5.6%      | 2.7%      | 5.8%      | 5.8%      | 5.9%      | 6.4%      | 8.1%      | 7.2%      | 8.5%      | 4.9%      | 7.6%      | #DIV/0! | #DIV/0! | #DIV/0! |  |
| 従業員数 / Number of Employees Quarterly Average               | 406       | 412       | 402       | 391       | 385       | 383       | 389       | 386       | 392       | 400       | 404       | 407       | 407       |         |         |         |  |

※1 2021年12月期第1四半期より報告セグメントを変更 / FY2021, change in reporting segments

※2 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 /

Depreciation=Amortization of Tangible and Intangible Assets + Software Amortization + R&D Expenses + Amortization of Trademarks and Patents

### 商材別売上高 / Sales by Product

| (千円 / Thousands of Yen)                       |         |         |         |         |         |         |         |         |         |         |         |         |         |  |  |  |  |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|--|--|--|
| 共用 / Shared Server                            | 377,211 | 377,411 | 406,542 | 390,959 | 394,742 | 372,648 | 383,761 | 370,784 | 365,972 | 352,989 | 364,520 | 353,919 | 347,979 |  |  |  |  |
| VPS / Virtual Private Server                  | 135,489 | 135,351 | 130,408 | 123,506 | 127,243 | 131,296 | 130,708 | 122,953 | 121,484 | 119,494 | 115,682 | 110,030 | 107,813 |  |  |  |  |
| 専用 / Dedicated Server                         | 204,711 | 199,052 | 195,545 | 190,203 | 188,039 | 186,208 | 179,215 | 180,058 | 178,238 | 173,036 | 168,524 | 163,521 | 168,517 |  |  |  |  |
| マネージド / Managed Dedicated Server              | 46,124  | 39,250  | 35,273  | 33,400  | 26,688  | 19,866  | 18,698  | 18,156  | 14,958  | 13,645  | 12,920  | 7,542   | 17,963  |  |  |  |  |
| クラウド / Public and Private Cloud Server        | 342,736 | 342,969 | 334,659 | 340,084 | 342,393 | 338,621 | 338,857 | 340,931 | 352,241 | 348,238 | 341,545 | 344,485 | 345,751 |  |  |  |  |
| マネージドクラウド / Managed Cloud Service (CloudCREW) |         | 9,243   | 27,634  | 65,147  | 113,982 | 96,110  | 105,666 | 142,628 | 172,744 | 218,031 | 218,067 | 244,792 | 276,622 |  |  |  |  |
| OEM   | 68,912  | 69,190  | 69,731  | 60,788  | 62,047  | 60,050  | 61,864  | 59,108  | 57,209  | 54,711  | 58,448  | 54,787  | 54,244  |  |  |  |  |

### 商材別会員数 / Subscribers by Products

| (利用プラン数 / Number of Active Plans)  |        |        |        |        |        |        |        |        |        |        |        |        |        |  |  |  |  |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--|--|--|--|
| 共用 / Shared Server                 | 63,686 | 61,839 | 60,393 | 60,516 | 60,803 | 59,806 | 59,065 | 58,784 | 57,948 | 58,446 | 57,780 | 57,179 | 56,594 |  |  |  |  |
| VPS / Virtual Private Server       | 11,166 | 10,824 | 10,492 | 10,208 | 10,005 | 9,577  | 9,400  | 9,173  | 8,979  | 8,712  | 9,771  | 9,588  | 9,128  |  |  |  |  |
| 専用 / Dedicated Server              | 2,197  | 2,148  | 2,098  | 2,070  | 2,109  | 2,020  | 1,964  | 1,940  | 1,900  | 1,869  | 1,838  | 1,804  | 1,795  |  |  |  |  |
| パブリッククラウド / Public Cloud Server ※3 | 3,863  | 3,824  | 3,726  | 3,758  | 3,994  | 3,775  | 3,715  | 3,695  | 3,657  | 3,614  | 3,591  | 3,578  | 3,623  |  |  |  |  |
| OEM                                | 16,916 | 16,579 | 15,524 | 15,296 | 15,085 | 14,883 | 14,658 | 14,261 | 14,140 | 13,966 | 13,786 | 13,594 | 13,453 |  |  |  |  |

※3 パブリッククラウドのみ利用件数を別から転記

## 事業関連情報\_ソリューション事業/Key Indicators\_Digital Transformation Segment

### DX事業/DX Segment ※1

| 会計年度/Fiscal Year<br>(千円/Thousands of Yen)                   | 2019/12   |           |           |           | 2020/12※2 |           |           |          | 2021/12  |          |          |          | 2022/12  |         |         |         |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|----------|---------|---------|---------|
|   | 1Q        | 2Q        | 3Q        | 4Q        | 1Q        | 2Q        | 3Q        | 4Q       | 1Q       | 2Q       | 3Q       | 4Q       | 1Q       | 2Q      | 3Q      | 4Q      |
| 売上高(内取含)/Net Sales  | 247,972   | 253,436   | 237,586   | 274,668   | 228,945   | 192,682   | 198,005   | 303,029  | 237,126  | 246,563  | 236,645  | 245,749  | 285,164  |         |         |         |
| 売上原価/Cost of Sales  | 79,375    | 65,682    | 63,459    | 79,372    | 101,543   | 81,048    | 92,576    | 115,686  | 99,663   | 116,419  | 101,966  | 99,309   | 166,147  |         |         |         |
| 売上総利益/Gross Profit  | 168,597   | 187,754   | 174,127   | 195,295   | 127,401   | 111,633   | 105,428   | 187,343  | 137,343  | 116,419  | 134,679  | 146,439  | 119,017  |         |         |         |
| 販売費及び一般管理費/Selling, General and Administrative Expenses     | 299,388   | 324,693   | 309,315   | 322,455   | 236,063   | 228,443   | 229,968   | 233,375  | 218,636  | 211,150  | 202,143  | 201,207  | 208,712  |         |         |         |
| EBITDA  | (125,455) | (131,318) | (129,577) |           | (105,469) | (113,282) | (120,835) | (42,129) | (77,623) | (77,520) | (63,867) | (51,333) | (88,506) | 0       | 0       | 0       |
| 償却費(のれん除く)/Depreciation and Amortization excluding Goodwill | 5,336     | 5,621     | 5,610     | 5,951     | 3,192     | 3,528     | 3,704     | 3,903    | 3,550    | 3,486    | 3,597    | 3,434    | 1,189    |         |         |         |
| のれん償却費/Goodwill Amortization                                | -         | -         | -         | -         | -         | -         | -         | -        | -        | -        | -        | -        | -        | -       | -       | -       |
| 人件費/Personnel Expenses                                      | 193,711   | 203,534   | 201,135   | 210,744   | 171,064   | 173,528   | 172,461   | 175,216  | 149,458  | 137,584  | 134,426  | 130,762  | 141,514  |         |         |         |
| 営業費/Marketing Expenses                                      | 13,597    | 23,986    | 17,636    | 14,762    | 12,125    | 8,628     | 8,283     | 10,063   | 8,835    | 10,362   | 9,944    | 11,372   | 14,494   |         |         |         |
| 営業利益/Operating Income                                       | ▲ 130,791 | ▲ 136,939 | ▲ 135,187 | ▲ 127,160 | ▲ 108,661 | ▲ 116,810 | ▲ 124,539 | ▲ 46,032 | ▲ 81,173 | ▲ 81,006 | ▲ 67,464 | ▲ 54,767 | ▲ 89,695 |         |         |         |
| 営業利益率/Operating Income Divided by Net Sales                 | -52.7%    | -54.0%    | -56.9%    | -46.3%    | -47.5%    | -60.6%    | -62.9%    | -15.2%   | -34.2%   | -32.9%   | -28.5%   | -22.3%   | -31.5%   | #DIV/0! | #DIV/0! | #DIV/0! |
| 従業員数/Number of Employees Quarterly Average                  | 69        | 67        | 71        | 72        | 76        | 76        | 77        | 77       | 75       | 83       | 75       | 76       | 75       |         |         |         |

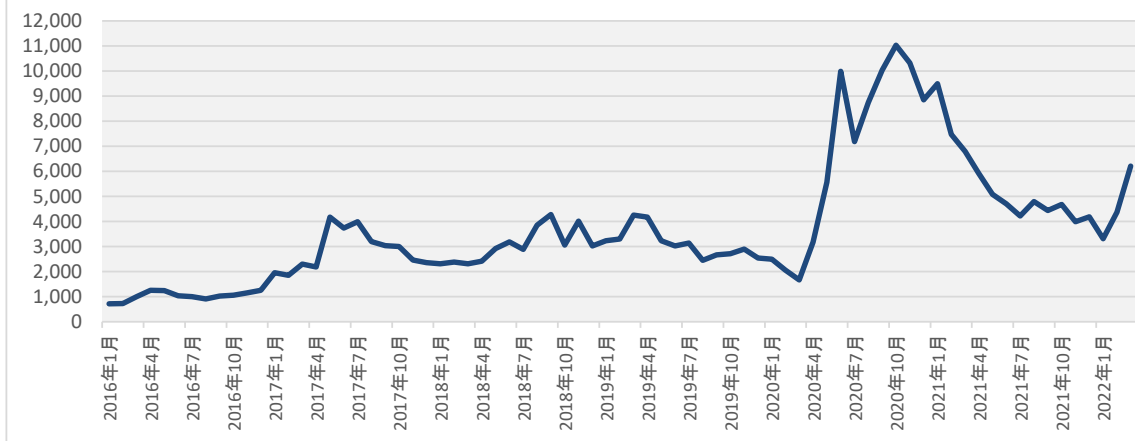
※1 2021年12月期第1四半期より報告セグメントを変更 / FY2021, change in reporting segments

※2 変更後のセグメント区分に基づき数値を組み替えています / Reclassified accounting figures due to changes in reporting segments

※3 償却費=減価償却費+ソフトウェア減価償却費+研究開発費+商標権償却+特許権償却 /

Depreciation=Amortization of Tangible and Intangible Assets+Software Amortization+R&D Expenses+Amortization of Trademarks and Patents

株価の推移 / Stock Price Trend



終値ベース / Closing price at TOKYO STOCK EXCHANGE

株価推移 / Stock Price Trend

| 会計年度 / Fiscal Year                 | 2018/12    | 2019/12    | 2020/12     | 2021/12    | (円 / Yen) |
|------------------------------------|------------|------------|-------------|------------|-----------|
| 高値 / High                          | 4,400      | 4,585      | 14,210      | 10,550     |           |
| 安値 / Low                           | 1,862      | 2,322      | 1,381       | 3,685      |           |
| 終値 / Closing Price                 | 3,025      | 2,546      | 8,850       | 4,185      |           |
| 年間売買高 (株) / Yearly Volume (shares) | 20,156,000 | 17,921,500 | 100,422,400 | 35,711,200 |           |

発行済株式数 / Number of Shares Outstanding

| 会計年度 / Fiscal Year   | 2018/12    | 2019/12    | 2020/12    | 2021/12    | (株 / Shares) |
|--|------------|------------|------------|------------|--------------|
| 期末発行済株式数 / Number of Shares Outstanding at Fiscal Year End | 11,693,000 | 11,693,000 | 11,693,000 | 11,693,000 |              |

1株当たり情報 / Per Share Data

| 会計年度 / Fiscal Year                       | 2018/12 | 2019/12 | 2020/12 | 2021/12 | (円 / Yen) |
|--|---------|---------|---------|---------|-----------|
| 1株当たり純資産 / Net Assets per Share          | 502.75  | 556.31  | 632.75  | 619.25  |           |
| 1株当たり当期純利益 / Net Income (Loss) per Share | 83.04   | 93.18   | 101.62  | 41.98   |           |
| 1株当たり配当金 / Cash Dividends per Share      | 41.52   | 46.59   | 50.81   | 33.64   |           |

\*1 株式情報は以下の株式分割を考慮した数値を記載しています。 / Stock information is based on the number of shares after the stock splits.

当社は2014年4月27日を効力発生日として普通株式1株につき100株の割合で株式分割を行っています。 / We conducted a 100-for-1 share split which became effective as of April 27th, 2014.

大株主 (上位10名) / Major Shareholders

(2021年12月31日現在 / As of December 31, 2021)

| 株主名 / Name of Shareholder   | 持株数 / Shares | 議決権比率 / Controlling Share |
|---|--------------|---------------------------|
| GMO インターネット / GMO Internet, Inc.  | 5,966,900    | 51.80%                    |
| 株式会社あおやま / Aoyama, Inc.   | 590,000      | 5.12%                     |
| 日本マスタートラスト信託銀行株式会社 (信託口) / The Master Trust Bank of Japan, Ltd. (Trust account) | 406,400      | 3.53%                     |
| BBH (LUX) FOR FIDELITY FUNDS PACIFIC FUND                                       | 215,200      | 1.87%                     |
| 青山 満 / Mitsuru Aoyama   | 197,531      | 1.71%                     |
| 株式会社日本カストディ銀行 (信託口) / Custody Bank of Japan, Ltd. (Trust account)               | 179,500      | 1.56%                     |
| NOMURA PB NOMINEES LIMITED OMNIBUS - MARGIN (CASHPB)                            | 176,000      | 1.53%                     |
| GMOグローバルサイン・ホールディングス株式会社 / GMO GlobalSign Holdings K.K.                         | 173,616      | -                         |
| 水谷 量材 / Ryoza Mizutani  | 113,700      | 0.99%                     |
| TOKAI TOKYO SECURITIES (ASIA) LIMITED   | 86,000       | 0.75%                     |

所有者別分布状況 / Composition of Shareholders by Category

| 所有者別分布状況 / Composition of Shareholders by Category | 株式数 / Shares | 構成比 / (%) |
|--|--------------|-----------|
| 金融機関 / Financial Institutions                      | 713,000      | 6.10%     |
| 金融商品取引業者 / Securities Companies                    | 283,533      | 2.42%     |
| その他法人 / Other Corporations                         | 6,549,066    | 56.01%    |
| *1 外国法人等 / Foreign Corporations                    | 1,157,740    | 9.90%     |
| *1 個人・その他 / Individuals and Other                  | 2,816,045    | 24.08%    |
| *1 自己名義株式 / Treasury Stock                         | 173,616      | 1.48%     |
| *1 合計 / Total                                      | 11,693,000   | 100.00%   |

株主還元指標 / Shareholder Return Data

| 会計年度 / Fiscal Year                        | 2017/12 | 2018/12 | 2019/12 | 2020/12 | 2021/12 | (%)  |
|---|---------|---------|---------|---------|---------|------|
| *1 連結配当性向 / Payout Ratio                  | 50.0    | 50.0    | 50.0    | 50.0    | 50.0    | 80.1 |
| *1 連結総還元性向 / Return to Shareholders Ratio | 50.0    | 50.0    | 50.0    | 50.0    | 50.0    | 80.1 |

配当性向 = 1株当たり配当金 ÷ 1株当たり当期純利益 × 100

\*1 Payout Ratio = Cash Dividends per Share ÷ Net Income per Share × 100

\*1 総還元性向 = (配当金総額 + 自社株式取得総額) ÷ 当期純利益 × 100

\*1 Return to Shareholders Ratio = (Cash Dividends + Share Buybacks) ÷ Net Income × 100

## 会社概要 / Corporate Profile

2022年3月31日現在 / As of March 31, 2022

**社名** GMOグローバルサイン・ホールディングス株式会社

**所在地** 〒150-8512 東京都渋谷区桜丘町26番1号  
セルリアンタワー10F  
03-6415-6100

**設立** 1993年12月

**従業員数** 1,011 名

**資本金** 916 百万円

**決算期** 12月31日

**株式の総数等** 34,360,000 株  
**発行済株式総数** 11,693,000 株  
**株主数（自己株式含む）** 7,865 名  
**単元株式数** 100 株

**上場市場** 東京証券取引所 プライム市場  
**証券コード** 3788

**Corporate Name** GMO GlobalSign Holdings K.K.

**Head Office** 10F Cerulean Tower, 26-1, Sakuragaoka-cho,  
Shibuya-ku, Tokyo 150-8512, Japan  
+81-3-6415-6100

**Founded** December, 1993

**Number of Employees** 1,011

**Paid in Capital** 916 million

**Fiscal Year End** December 31st

**Number of Shares Authorized** 34,360,000 shares  
**Number of Shares Outstanding** 11,693,000 shares  
**Number of Shareholders** 7,865  
**Stock Transaction Unit** 100 share

**Stock Listing** TOKYO STOCK EXCHANGE, PRIME  
**Stock Code** 3788