

FINANCIAL FACT BOOK

フィナンシャル ファクトブック



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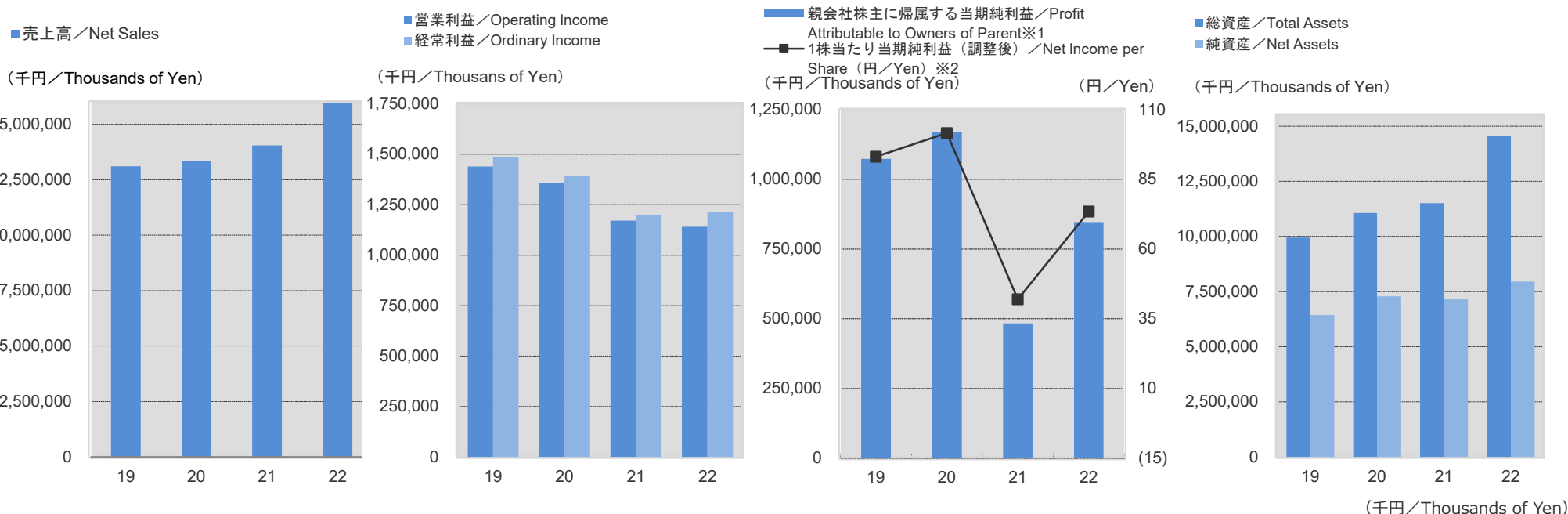
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連結財務ハイライト／Consolidated Financial Highlights



会計年度／Fiscal Year

| | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|---|------------|-------------|-------------|-------------|
| 売上高／Net Sales | 13,109,578 | 13,332,684 | 14,046,171 | 15,960,064 |
| 売上総利益／Gross Profit | 8,112,242 | 7,953,227 | 8,442,322 | 9,683,600 |
| 営業利益／Operating Income | 1,439,433 | 1,357,154 | 1,171,710 | 1,141,059 |
| 経常利益／Ordinary Income | 1,485,724 | 1,394,007 | 1,199,868 | 1,215,406 |
| 親会社株主に帰属する当期純利益／Profit Attributable to Owners of Parent※1 | 1,073,365 | 1,170,543 | 483,618 | 846,756 |
| 1株当たり当期純利益（調整後）／Net Income per Share (円/Yen) ※2 | 93.18 | 101.62 | 41.98 | 73.51 |
| 総資産／Total Assets | 9,954,513 | 11,063,178 | 11,512,704 | 14,574,304 |
| 純資産／Net Assets | 6,434,792 | 7,288,881 | 7,152,554 | 7,956,100 |
| 営業活動によるキャッシュ・フロー／Cash Flows from Operating Activities | 1,693,763 | 1,902,717 | 1,564,832 | 1,564,832 |
| 投資活動によるキャッシュ・フロー／Cash Flows from Investing Activities | (891,275) | (1,158,500) | (1,191,625) | (1,191,625) |
| 財務活動によるキャッシュ・フロー／Cash Flows from Financing Activities | (671,132) | (64,609) | (822,038) | (822,038) |

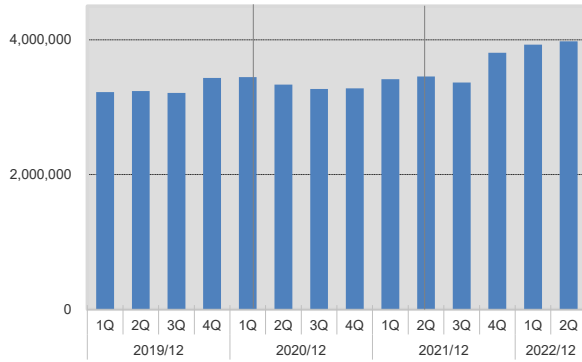
※1 2016年12月期より、「当期純利益」を「親会社に帰属する当期純利益」と記載しています。／Until FY2015, "Net Income" is documented.

※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.

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

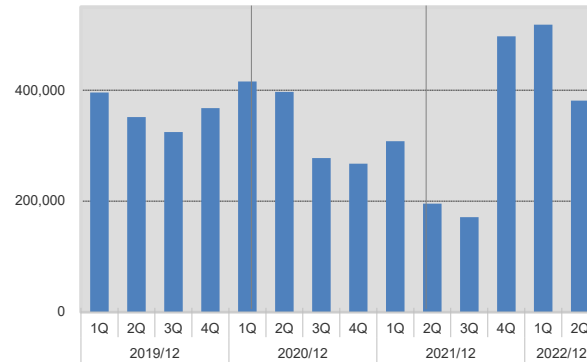
売上高／Net Sales

(千円／Thousands of Yen)



営業利益／Operating Income

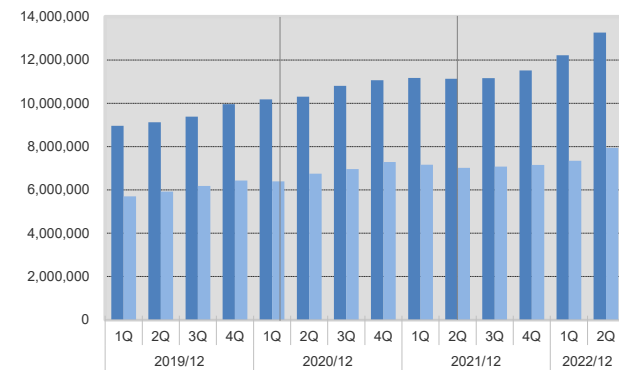
(千円／Thousands of Yen)



■総資産／Total Assets

■純資産／Net Assets

(千円／Thousands of Yen)

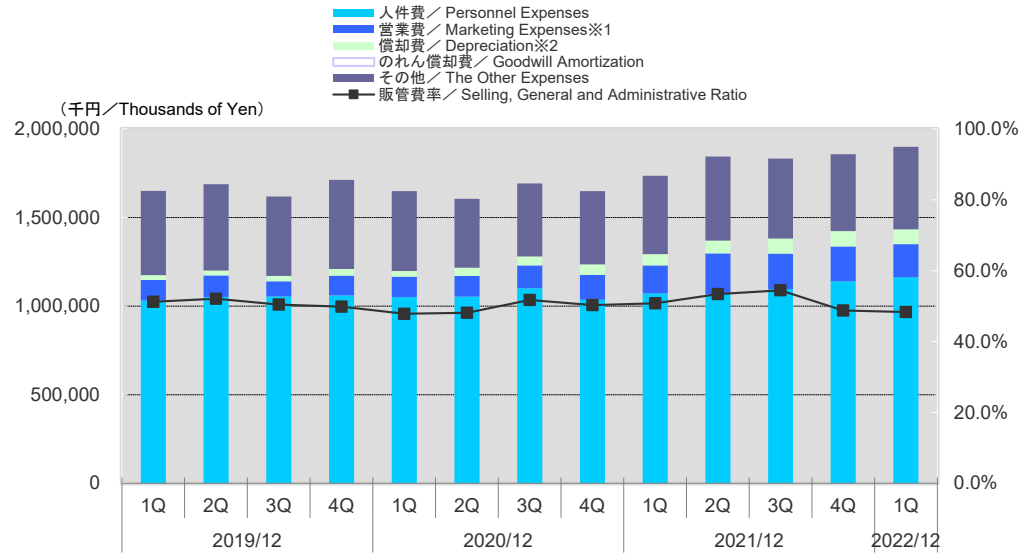
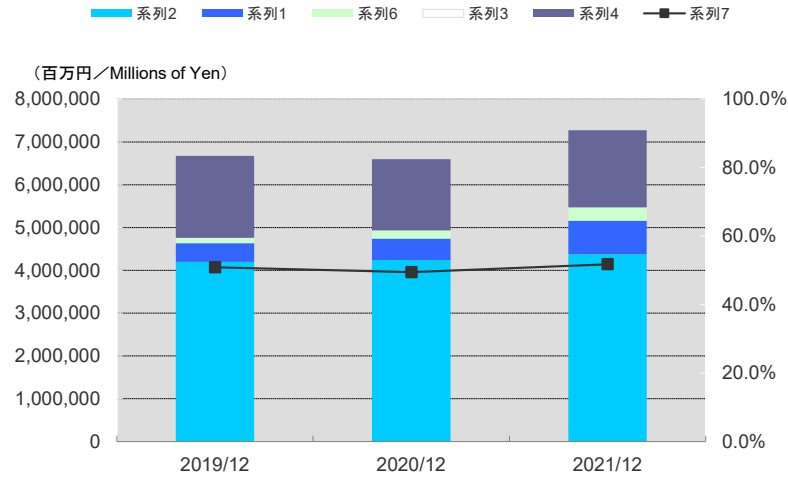


| 会計年度／Fiscal Year (千円／Thousands of Yen) | 2019/12 | | | | 2020/12 | | | | 2021/12 | | | | 2022/12 | | | |
|--|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 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 | 3,977,426 | 3,947,380 | 4,106,218 |
| 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 | 1,535,807 | 1,586,690 | 1,642,620 |
| 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 | 2,441,618 | 2,360,689 | 2,463,597 |
| 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 | 482,144 | 222,128 | 254,045 |
| 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 | 100,727 | 112,125 | 121,658 |
| のれん償却費／ Goodwill amortization | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 249 | 249 | 249 | 250 |
| 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 | 381,168 | 109,754 | 132,137 |
| 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 | 426,682 | 184,950 | 45,288 |
| 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 | 294,895 | 101,217 | 47,317 |
| 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 | 13,265,606 | 14,754,026 | 14,574,304 |
| 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 | 7,945,729 | 8,107,691 | 7,956,100 |

※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/ Fiscal Year | (千円/Thousands of Yen) | | | |
|---|-----------------------|------------|------------|------------|
| | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
| 販売費及び一般管理費/ Selling, General and Administrative Expenses | 6,672,808 | 6,596,073 | 7,270,612 | 8,542,541 |
| 人件費/ Personnel Expenses | 4,199,711 | 4,239,980 | 4,373,984 | 4,920,110 |
| 営業費/ Marketing Expenses※1 | 433,346 | 503,042 | 786,958 | 1,103,772 |
| 償却費/ Depreciation※2 | 124,775 | 188,606 | 308,988 | 418,783 |
| のれん償却費/ Goodwill Amortization | 0 | 0 | 250 | 1,000 |
| その他/ The Other Expenses | 1,914,974 | 1,664,443 | 1,800,430 | 2,098,875 |
| | (%) | (%) | (%) | (%) |
| 販管費率/ Selling, General and Administrative Ratio | 50.9% | 49.5% | 51.8% | 53.5% |
| 売上高/ Net Sales | 13,109,578 | 13,332,684 | 14,046,171 | 15,960,064 |

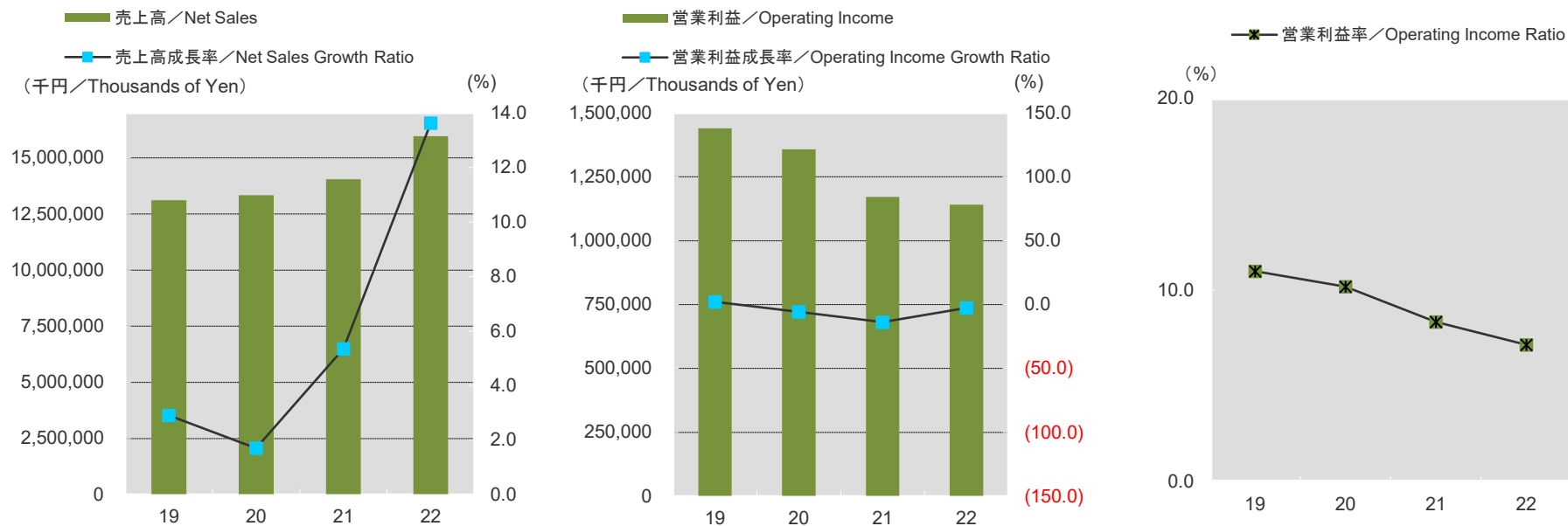
| 会計年度/ Fiscal Year | 2019/12 | | | | 2020/12 | | | | 2021/12 | | | | 2022/12 | | | |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| 販売費及び一般管理費/ 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 | 2,060,450 | 2,250,934 | 2,331,460 |
| 人件費/ 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 | 1,185,612 | 1,271,774 | 1,298,965 |
| 営業費/ 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 | 268,475 | 315,315 | 333,996 |
| 償却費/ 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 | 100,727 | 112,125 | 121,658 |
| のれん償却費/ Goodwill Amortization | - | - | - | - | - | - | - | - | - | - | - | - | 249 | 249 | 249 | 250 |
| その他/ 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 | 505,384 | 551,468 | 576,590 |
| | (%) | | | | (%) | | | | (%) | | | | (%) | | | |
| 販管費率/ 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% | 51.8% | 57.0% | 56.8% |
| 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 | 3,977,426 | 3,947,380 | 4,106,218 |

※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

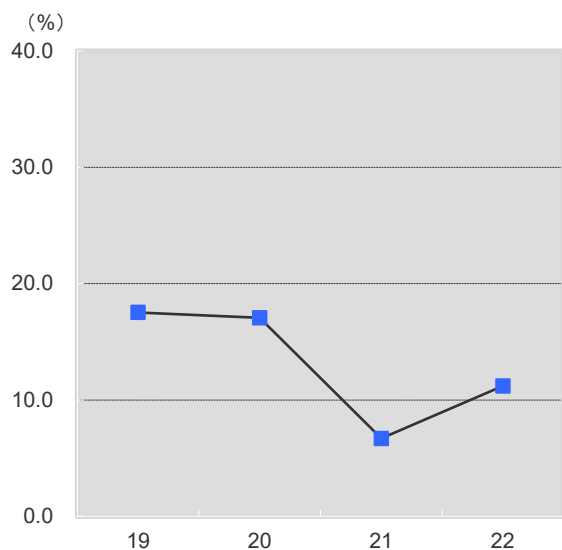
| | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|---|---------|---------|---------|---------|
| 売上高成長率 / Net Sales Growth Ratio | 2.9 | 1.7 | 5.4 | 13.6 |
| 営業利益成長率 / Operating Income Growth Ratio | 2.2 | (5.7) | (13.7) | (2.6) |
| 売上原価率 / Cost of Sales Ratio | 38.1 | 40.3 | 39.9 | 39.3 |
| 売上総利益率 / Gross Profit Ratio | 61.9 | 59.7 | 60.1 | 60.7 |
| 営業費率 / Marketing Expenses Ratio | 50.9 | 49.5 | 51.8 | 53.5 |
| 営業利益率 / Operating Income Ratio | 11.0 | 10.2 | 8.3 | 7.1 |

| | | | | |
|---|------------|------------|------------|------------|
| 売上高 / Net Sales | 13,109,578 | 13,332,684 | 14,046,171 | 15,960,064 |
| 売上原価 / Cost of Sales | 4,997,336 | 5,379,457 | 5,603,849 | 6,276,464 |
| 売上総利益 / Gross Profit | 8,112,242 | 7,953,227 | 8,442,322 | 9,683,600 |
| 販売費及び一般管理費 / Selling, General and Administrative Expenses | 6,672,808 | 6,596,073 | 7,270,612 | 8,542,541 |
| 営業費 / Marketing Expenses | 433,346 | 503,042 | 786,958 | 1,103,772 |
| のれん償却費 / Goodwill amortization | - | - | - | - |
| 営業利益 / Operating Income | 1,439,433 | 1,357,154 | 1,171,710 | 1,141,059 |

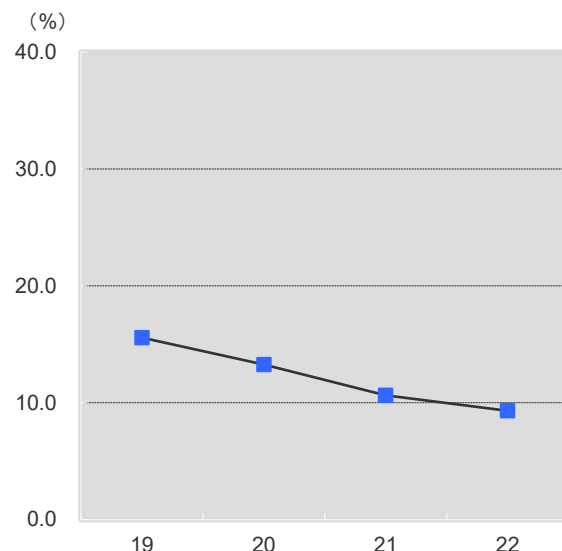
営業費 = 広告宣伝費 + 販売手数料 + 販売促進費 / Marketing Expenses = Advertising Expenses + Sales Commission + Sales Promotion Expenses

効率性/Efficiency

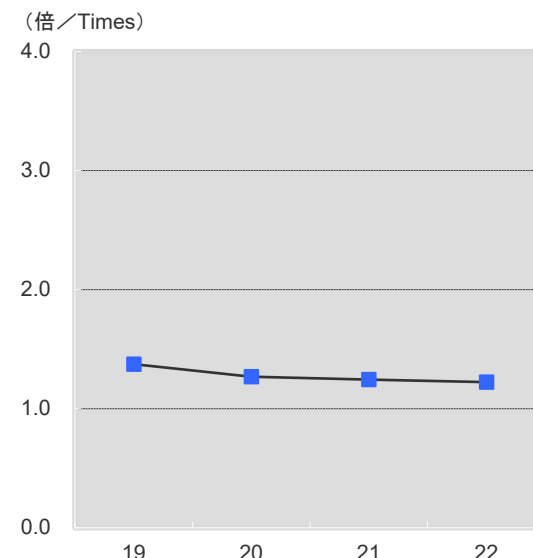
自己資本当期利益率/Return on Equity (ROE)



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

| | | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|-----------------------------------|-----------|---------|---------|---------|---------|
| 自己資本当期純利益率/Return on Equity (ROE) | (%) | 17.5 | 17.1 | 6.7 | 11.2 |
| 総資産経常利益率/Return on Asset (ROA) | (%) | 15.6 | 13.3 | 10.6 | 9.3 |
| 総資産回転率/Asset Turnover | (倍/Times) | 1.4 | 1.3 | 1.2 | 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

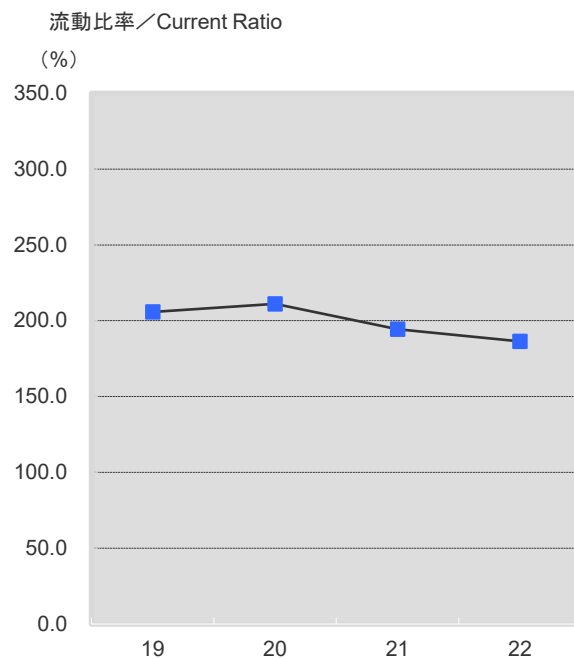
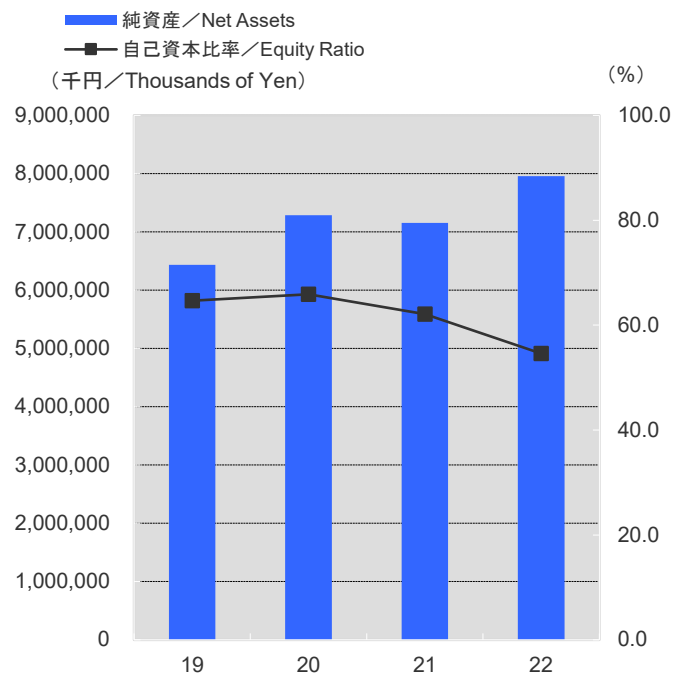
ROA = (経常利益 ÷ (期首総資産 + 期末総資産) / 2) × 100 / ROA = (Ordinary Income / Average of Beginning and Ending Total Assets) × 100

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 | 13,109,578 | 13,332,684 | 14,046,171 | 15,960,064 |
| 経常利益/Ordinary Income | 1,485,724 | 1,394,007 | 1,199,868 | 1,215,406 |
| 親会社株主に帰属する当期純利益/Profit Attributable to Owners of Parent | 1,073,365 | 1,170,543 | 483,618 | 846,756 |
| 純資産/Net Assets | 6,434,792 | 7,288,881 | 7,152,554 | 7,956,100 |
| 総資産/Total Assets | 9,954,513 | 11,063,178 | 11,512,704 | 14,574,304 |

安定性/Stability



| 会計年度/Fiscal Year | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|--------------------------------|-----------------------|------------|------------|------------|
| 自己資本比率/Equity Ratio | 64.6 | 65.9 | 62.1 | 54.6 |
| 流動比率/Current Ratio | 205.7 | 211.1 | 194.3 | 186.4 |
| | (千円/Thousands of Yen) | | | |
| 純資産/Net Assets | 6,434,792 | 7,288,881 | 7,152,554 | 7,956,100 |
| 総資産/Total Assets | 9,954,513 | 11,063,178 | 11,512,704 | 14,574,304 |
| 現金及び預金/Cash and Deposit | 4,433,619 | 4,670,417 | 4,590,164 | 6,679,517 |
| リース債務/Lease Obligations | 284,079 | 224,696 | 193,475 | 213,003 |
| 受取利息/Interest Income | 9,207 | 3,775 | 2,886 | 4,694 |
| 受取配当金/Dividend Income | 4,428 | 3,610 | 18,151 | 16,048 |
| 支払利息/Interest Expense | 4,523 | 3,541 | 3,997 | 7,300 |
| 流動資産/Total Current Assets | 6,864,534 | 7,390,326 | 7,584,439 | 9,886,590 |
| 流動負債/Total Current Liabilities | 3,336,472 | 3,500,592 | 3,903,187 | 5,305,059 |

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 (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 | 2,349,349 | 2,344,088 | 2,488,774 |
| 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 | 512,184 | 567,839 | 661,214 |
| 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 | 1,837,165 | 1,776,248 | 1,827,560 |
| 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 | 1,294,025 | 1,434,673 | 1,624,016 | 1,703,401 |
| 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 | 492,520 | 252,296 | 235,529 |
| 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 | 89,780 | 99,816 | 111,121 |
| のれん償却費 / Goodwill amortization | - | - | - | - | - | - | - | - | - | - | - | 250 | 249 | 249 | 249 | 250 |
| 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 | 787,882 | 860,942 | 889,801 |
| 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 | 402,491 | 152,231 | 124,158 |
| 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% | 17.1% | 6.5% | 5.0% |
| 従業員数 / Number of Employees Quarterly Average | 438 | 460 | 458 | 469 | 479 | 486 | 486 | 500 | 501 | 504 | 513 | 513 | 529 | 524 | 524 | 526 |

※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% | 29.7% | 30.7% | 31.8% |
| 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% | 70.3% | 69.3% | 68.2% |

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 | 132,876 | 114,832 | 105,054 | 104,862 |
| 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 | 132,070 | 151,351 | 122,114 | 106,844 |
| 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 | 264,946 | 266,183 | 227,168 | 211,706 |

※監査後の数値、大量発行分含

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 | 218,865 | 215,329 | 214,828 |
| 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 | 1,227,330 | 1,198,451 | 1,226,016 |
| 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 | 1,446,195 | 1,413,780 | 1,440,844 |

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 (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 | 1,505,745 | 1,466,907 | 1,483,302 |
| 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 | 971,697 | 986,856 | 925,923 |
| 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 | 534,048 | 480,051 | 557,378 |
| 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 | 461,447 | 438,402 | 455,204 |
| 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 | 82,052 | 52,745 | 111,455 |
| 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 | 9,451 | 11,097 | 9,281 |
| 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 | 257,588 | 255,459 | 258,073 |
| 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 | 72,601 | 41,648 | 102,174 |
| 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% | 4.8% | 2.8% | 6.9% |
| 従業員数 / Number of Employees Quarterly Average | 406 | 412 | 402 | 391 | 385 | 383 | 389 | 386 | 392 | 400 | 404 | 407 | 407 | 366 | 364 | 364 |

※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) | 2019/12 | | | | 2020/12 | | | | 2021/12 | | | | 2022/12 | | | |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 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 | 341,559 | 329,008 | 361,813 |
| 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 | 105,259 | 104,933 | 110,797 |
| 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 | 167,263 | 163,592 | 164,105 |
| 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 | 2,685 | 11,584 | 28,634 |
| 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 | 346,858 | 337,056 | 344,611 |
| マネージドクラウド (CloudCREW) / Managed Cloud Service | | 9,243 | 27,634 | 65,147 | 113,982 | 96,110 | 105,666 | 142,628 | 172,744 | 218,031 | 218,067 | 244,792 | 276,622 | 311,188 | 355,750 | 362,969 |
| 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 | 52,807 | 56,152 | 54,787 |

商材別会員数 / Subscribers by Products

| (利用プラン数 / Number of Active Plans) | 2019/12 | | | | 2020/12 | | | | 2021/12 | | | | 2022/12 | | | |
|------------------------------------|---------|--------|--------|--------|---------|--------|--------|--------|---------|--------|--------|--------|---------|--------|--------|--------|
| 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 | 55,643 | 55,078 | 54,496 |
| 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 | 8,704 | 8,658 | 8,302 |
| 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 | 1,754 | 1,723 | 1,699 |
| 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 | 3,565 | 3,568 | 3,511 |
| 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 | 13,280 | 13,145 | 13,026 |

※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_DX事業/Key Indicators_Digital Transformation Segment

DX事業/DX Segment ※1

| 会計年度/Fiscal Year (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 | 263,953 | 283,632 | 291,131 |
| 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 | 143,463 | 129,025 | 159,942 |
| 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 | 120,490 | 154,606 | 131,189 |
| 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 | 208,304 | 232,997 | 219,571 |
| 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) | (86,317) | (77,179) | (87,126) |
| 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 | 1,496 | 1,211 | 1,255 |
| 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 | 140,141 | 155,372 | 151,090 |
| 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 | 13,471 | 15,260 | 13,249 |
| 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 | ▲ 87,813 | ▲ 78,390 | ▲ 88,381 |
| 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% | -33.3% | -27.6% | -30.4% |
| 従業員数 / Number of Employees Quarterly Average | 69 | 67 | 71 | 72 | 76 | 76 | 77 | 77 | 75 | 83 | 75 | 76 | 75 | 78 | 79 | 84 |

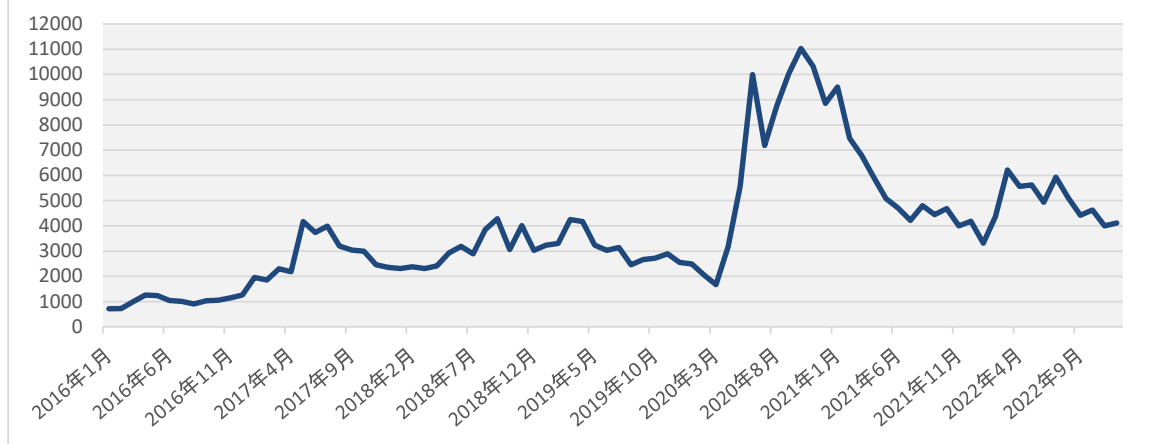
※1 2021年12月期第1四半期より報告セグメントを変更 / FY2021, change in reporting segments

※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

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 | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|------------------------------------|------------|-------------|------------|------------|
| 高値 / High | 4,585 | 14,210 | 10,550 | 6,560 |
| 安値 / Low | 2,322 | 1,381 | 3,685 | 3,065 |
| 終値 / Closing Price | 2,546 | 8,850 | 4,185 | 4,115 |
| 年間売買高 (株) / Yearly Volume (shares) | 17,921,500 | 100,422,400 | 35,711,200 | 21,469,200 |

(円 / Yen)

発行済株式数 / Number of Shares Outstanding

| 会計年度 / Fiscal Year | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|--|------------|------------|------------|------------|
| 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 |

(株 / Shares)

1株当たり情報 / Per Share Data

| 会計年度 / Fiscal Year | 2019/12 | 2020/12 | 2021/12 | 2022/12 |
|--|---------|---------|---------|---------|
| 1株当たり純資産 / Net Assets per Share | 556.31 | 632.75 | 619.25 | 690.67 |
| 1株当たり当期純利益 / Net Income (Loss) per Share | 93.18 | 101.62 | 41.98 | 76.91 |
| 1株当たり配当金 / Cash Dividends per Share | 46.59 | 50.81 | 33.64 | 39.06 |

(円 / Yen)

*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

(2022年12月31日現在 / As of December 31, 2022)

| 株主名 / Name of Shareholder | 持株数 / Shares | 議決権比率 / Controlling Share |
|---|--------------|---------------------------|
| GMO インターネットグループ / GMO Internet Group, Inc. | 5,966,900 | 51.80% |
| 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) | 842,400 | 7.31% |
| 株式会社あおやま / Aoyama, Inc. | 510,000 | 4.43% |
| 株式会社日本カストディ銀行 (信託口) / Custody Bank of Japan, Ltd. (Trust account) | 283,900 | 2.46% |
| BBH (LUX) FOR FIDELITY FUNDS PACIFIC FUND | 243,700 | 2.12% |
| 青山 満 / Mitsuru Aoyama | 196,000 | 1.70% |
| 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. | 173,637 | - |
| THE BANK OF NEW YORK 133595 | 60,000 | 0.52% |
| CLEARSTREAM BANKING S. A. | 58,700 | 0.51% |
| STATE STREET BANK WEST CLIENT - TREATY 505234 | 57,800 | 0.50% |

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 | 1,234,800 | 10.56% |
| 金融商品取引業者 / Securities Companies | 216,374 | 1.85% |
| その他法人 / Other Corporations | 6,542,175 | 55.95% |
| *1 外国法人等 / Foreign Corporations | 911,346 | 7.79% |
| *1 個人・その他 / Individuals and Other | 2,614,668 | 22.36% |
| *1 自己名義株式 / Treasury Stock | 173,637 | 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 | 2018/12 | 2019/12 | 2020/12 | 2021/12 | 2021/12 |
|---|---------|---------|---------|---------|---------|
| *1 連結配当性向 / Payout Ratio | 50.0 | 50.0 | 50.0 | 80.1 | 53.1 |
| *1 連結総還元性向 / Return to Shareholders Ratio | 50.0 | 50.0 | 50.0 | 80.1 | 53.1 |

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12月31日現在 / As of December 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 974 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） 7,898 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 974

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 7,898
Stock Transaction Unit 100 share

Stock Listing TOKYO STOCK EXCHANGE, PRIME
Stock Code 3788