



Code : 3788

Q 1 2022

Financial Results Briefing Slides

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1. Q1 2022 Financial Results and Topics

Year on Year Increase in Revenues and Profits

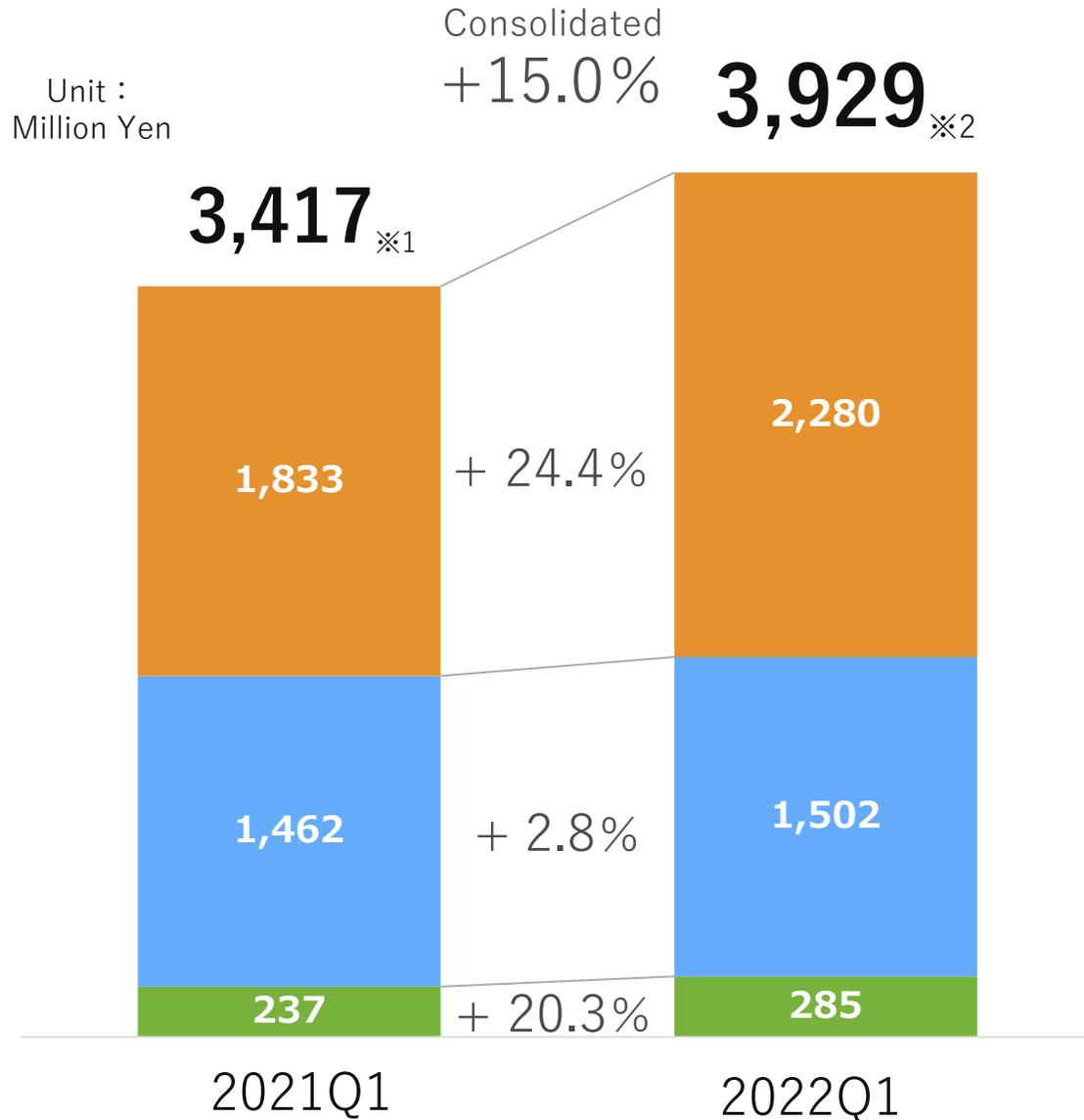
Progress made as planned with regard to year-long projections

- Sales performed well in the electronic authentication and seal businesses, leading to increase in revenues and profits
- We will continue to strategically invest in GMO Sign and aim for the No. 1 spot in the number of contracts set

FY2022 Q1 Consolidated Sales and Profit

| | FY2021 | FY2022 | YoY | FY2022 (Forecast) | Achievement Ratio |
|---|--------|---------------|--------|----------------------|--------------------------|
| Unit : Million Yen | | | | | |
| Sales | 3,417 | 3,929 | +15.0% | 15,187 | 25.9% |
| Operating Profit | 308 | 517 | +68.2% | 1,524 | 34.0% |
| Ordinary Profit | 293 | 558 | +90.0% | 1,521 | 36.7% |
| Profit Attributable to Owners of Parent | 229 | 403 | +75.7% | 900 | 44.8% |

FY2022 Q1 Consolidated Sales and Profit



Digital Certificate and eSignature Segment

- Sales of GMO Sign have performed well
- Resolved the negative impact of shorter SSL validity periods

Cloud Infrastructure Segment

- Sales for CloudCREW have performed well
- Year on year increase of + 61% in revenues

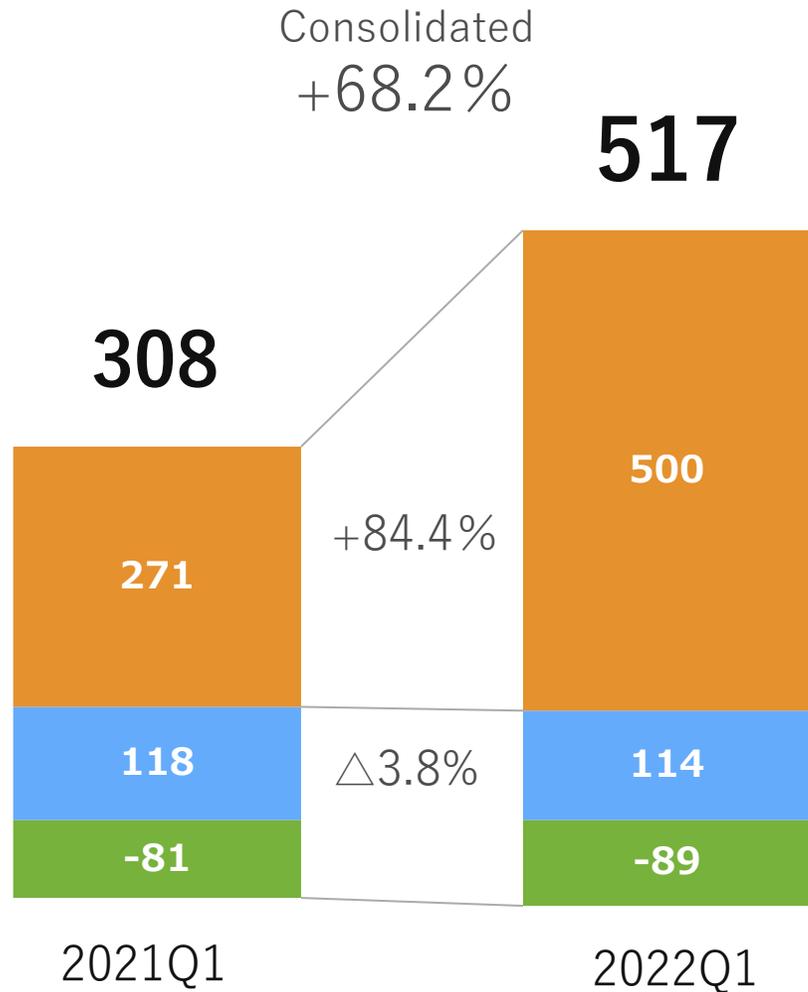
DX Segment

- Sales of Omise App have performed steadily

※1 Internal Transaction 115M

※2 Internal Transaction 139M

FY2022 Q1 Consolidated Sales and Profit



Digital Certificate and eSignature Segment

- Gross profit has increased as a result of an increase in sales volume

Cloud Infrastructure Segment

- Gross profit has decreased as a result of an increase in server costs

DX Segment

- Gross profit has decreased as a result of an increase in development personnel costs for LINKDrive

FY2022 Quarterly Comparison

Sales in the electronic authentication and seal businesses in the Asian region were good, resulting in an increase in revenues and profits compared to 4Q of the previous year

| Unit : Million Yen | FY2021 1Q | FY2021 2Q | FY2021 3Q | FY2021 4Q | FY2022 1Q | QoQ |
|--|--------------|--------------|--------------|--------------|----------------------|--------|
| Sales | 3,417 | 3,455 | 3,364 | 3,808 | 3,929 | +3.2% |
| Operating Profit | 308 | 195 | 171 | 497 | 517 | +4.2% |
| Ordinary Profit | 293 | 196 | 230 | 479 | 558 | +16.5% |
| Profit Attributable to Owners of Parent | 229 | 174 | 102 | △ 23 | 403 | — |

2. Business Overview

Topics

電子印鑑なら

GMOサイン

- GMO GlobalSign Holdings entered into a comprehensive business matching agreement with Mizuho Bank
- Ahead of the full lifting of the ban on electronic agreements with the revision to the Real Estate Brokerage Act, we began offering an industry specialized package called “Electronic Seal GMO Sign for Real Estate DX”



- GMO GlobalSign K.K. is cooperating with SKYCOM and CAM in the areas of electronic bills and e-seals.
- With a view to the practical application of the “Japanese version of e-seals,” Teikoku Databank has begun using qualified e-seals issued by GMO GlobalSign K.K.
- GMO GlobalSign K.K. and DOCTORS partner. Began providing a medical electronic certificate and electronic authentication service called “Doctors DX Security.”

GMO トラスト・ログイン

- The name of the ID management and single sign on service for corporations “Trust Login by GMO” has been changed to “GMO Trust Login.”



- GMO GlobalSign Holdings, CCC Marketing, and Tpoint Japan have entered into a basic agreement for a strategic business partnership in the area of mobility marketing.

Digital Certificate and eSignature Segment

Digital Certificate and eSignature Segment



Provide all signatures (witness type/contract party type)
No.1 in Japan for number of companies
adopting our e-contract service

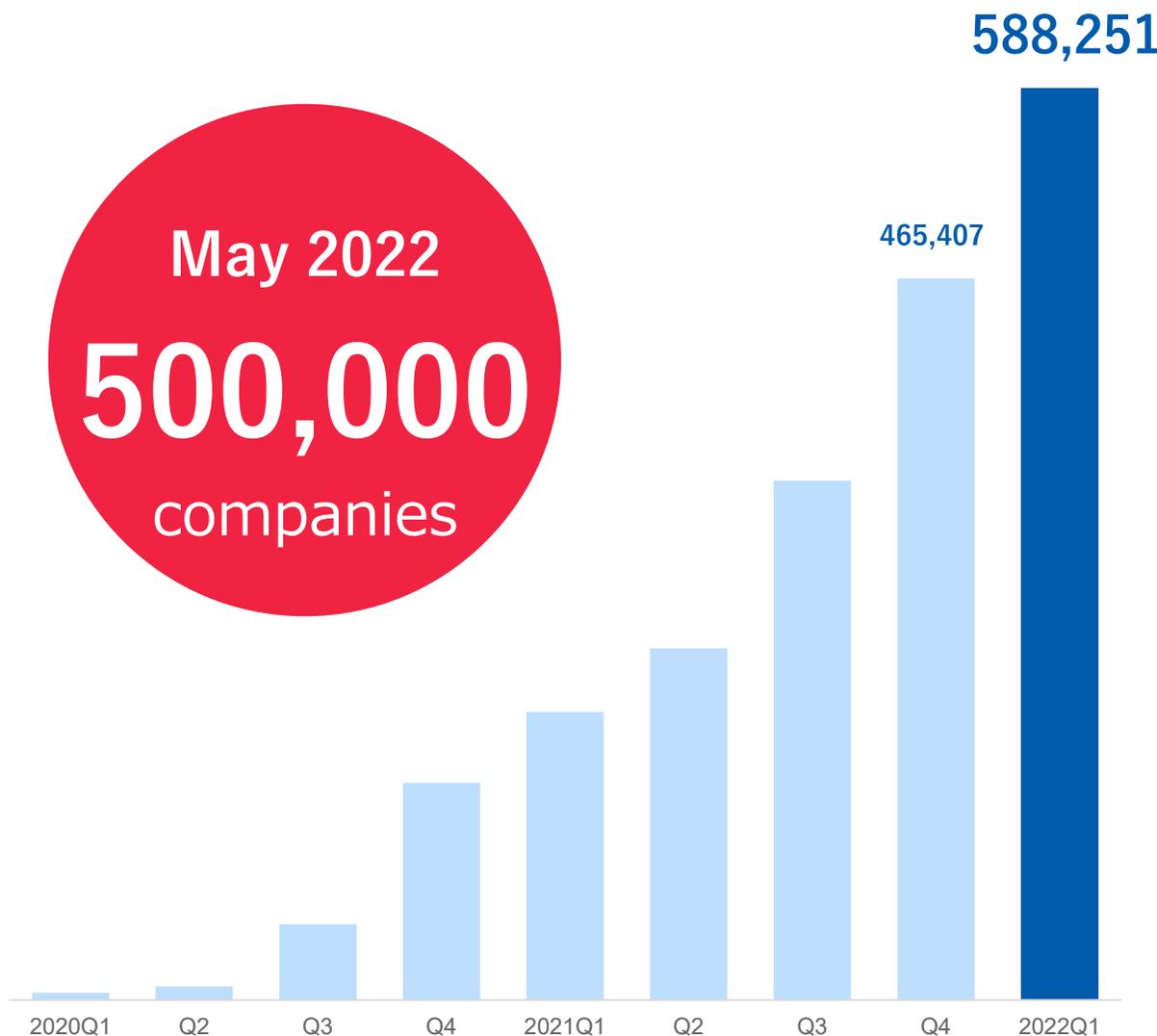


Domestic Certificate Authority operated in-house
SSL market share: **No. 1** in Japan, No. 3 worldwide



No. 1 in Japan for number of companies
adopting our single sign-on service

Number of User Companies



Domestic market share

No.1

Increased
3.2-fold
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Number of Contract Transmissions





May 2022



茅ヶ崎市
CHIGASAKI CITY



**Adoption Confirmed
by Twelve Local Governments
and Organizations**



新エネルギー・産業技術総合開発機構
New Energy and Industrial Technology Development Organization

- ✓ With a view to the lifting of the ban on e-contracts in real estate, we are releasing an industry specialized package

NEW

Electronic Seal GMO Sign for Real Estate DX

- ✓ Promote the spread of electronic contract services utilizing Mizuho Bank's foundations

GMO GlobalSign HD
● GlobalSign

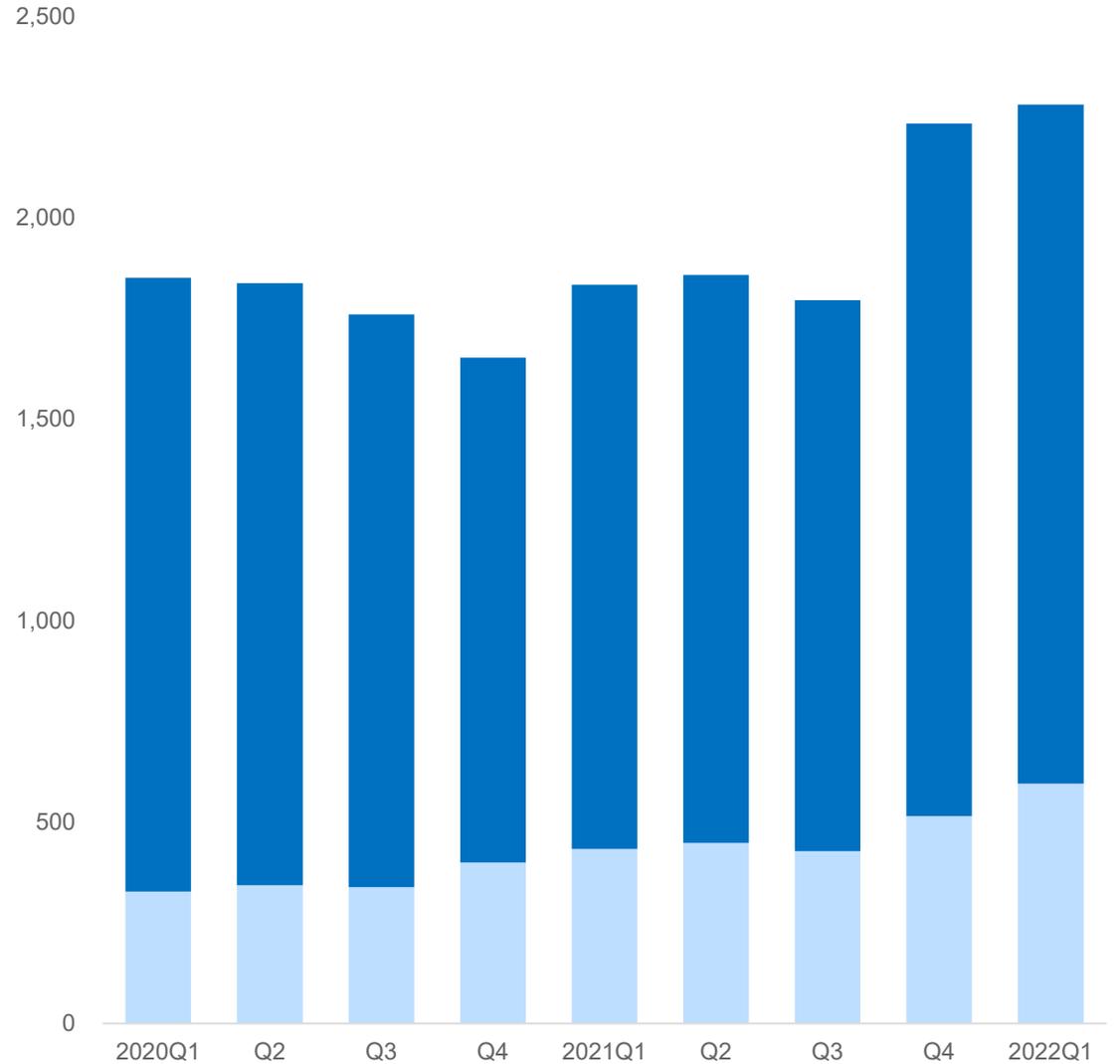


MIZUHO

Changes in Sales by Product

and Digital Certificate Segments

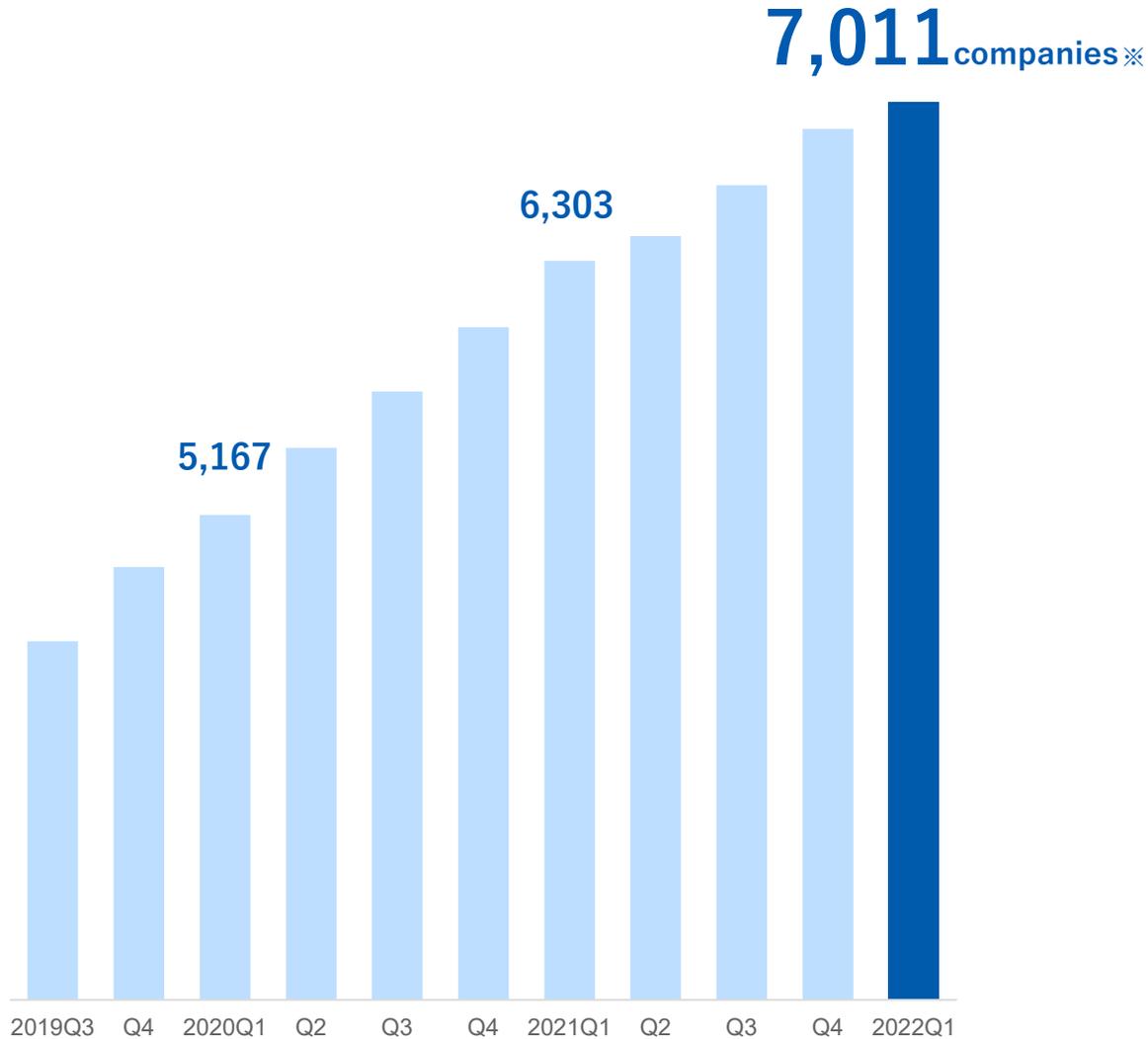
In addition to Web authentication, expand business to devices and documents



Unit :
Million Yen

■ SSL ■ e-signatures, other

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Name changed
Toward a standard in DX security

GMO トラスト・ログイン



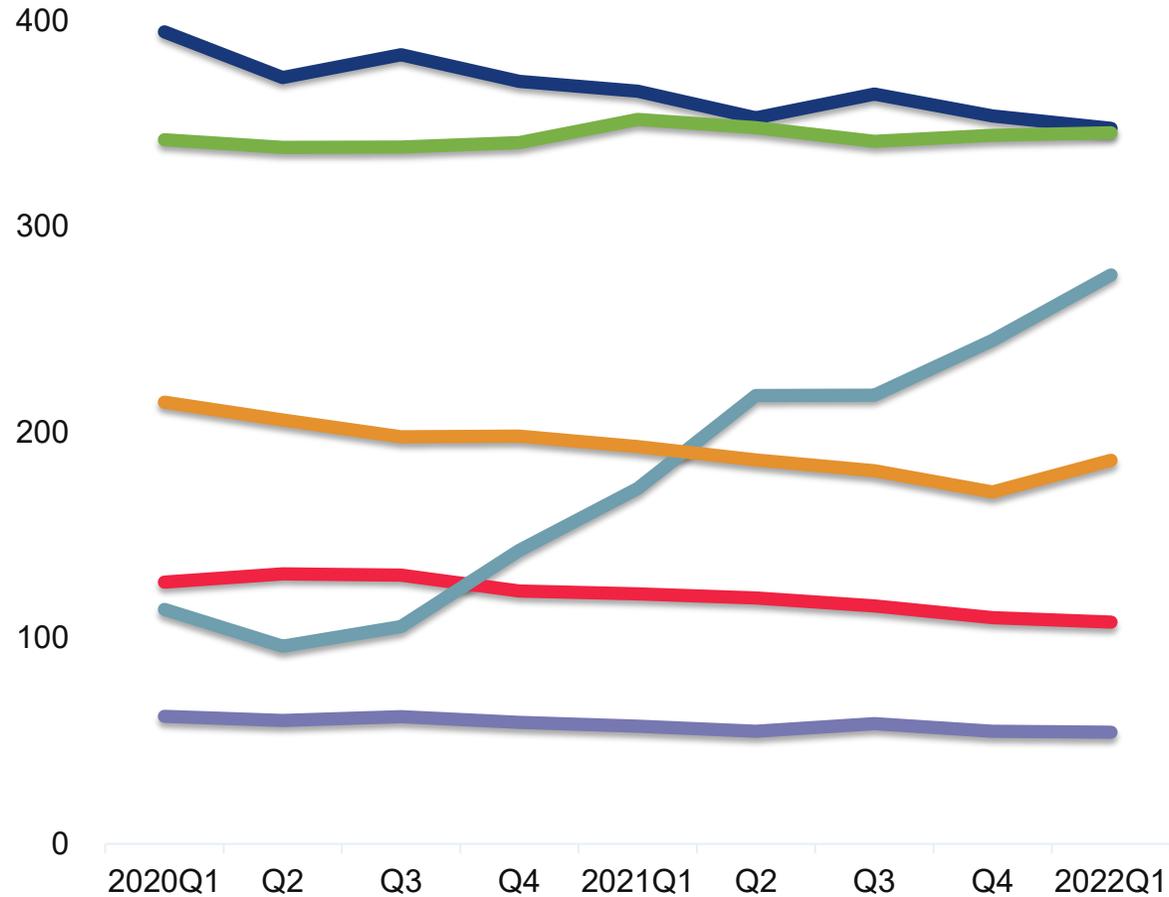
トラスト・ログイン
by **GMO**

※ Number of enterprises using TrustLogin by GMO. One account per business operator (enterprise or individual). If multiple accounts are used, the duplicates are eliminated.

Cloud Infrastructure Segment

Product Sales

Unit :
Million Yen



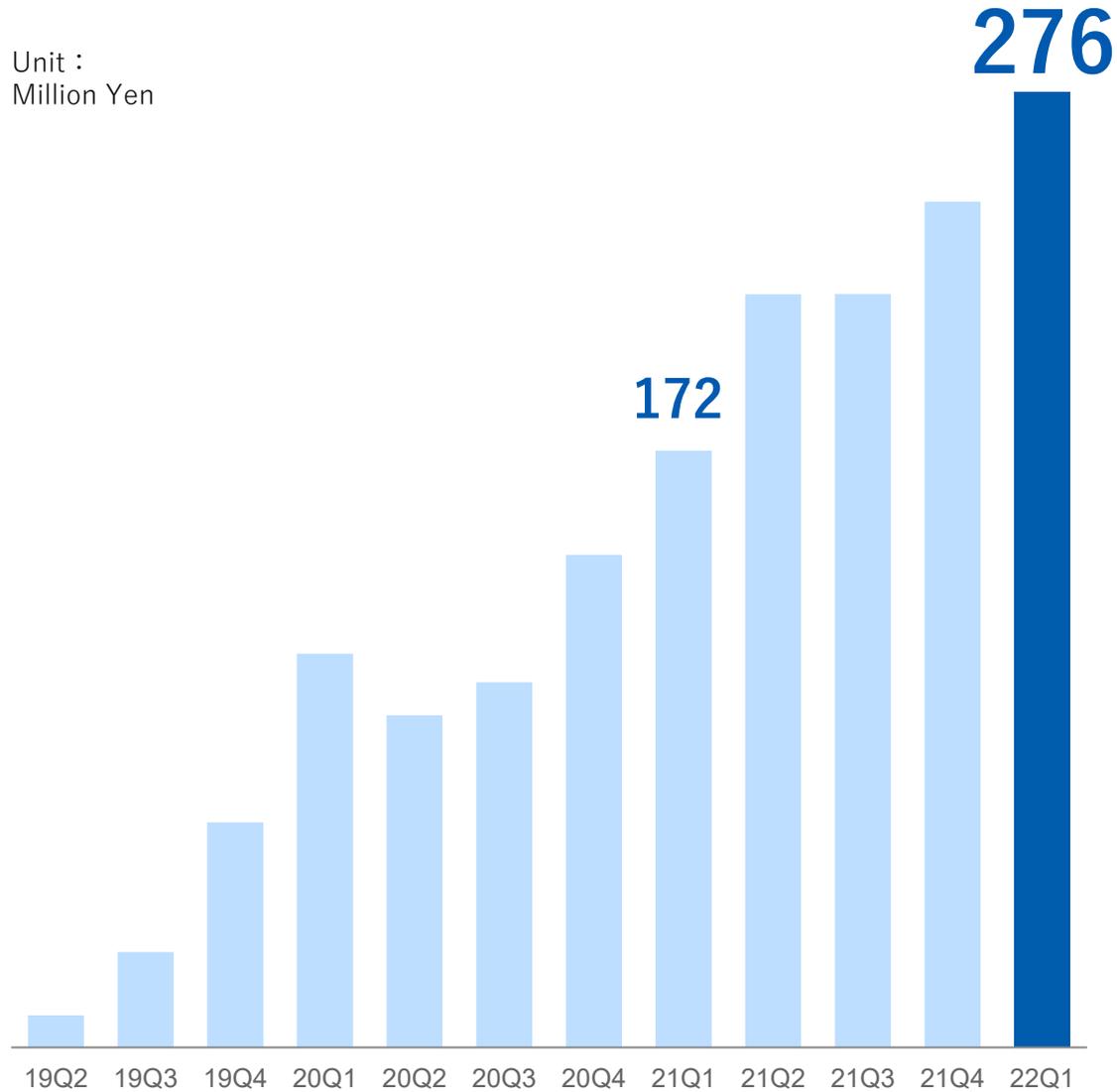
Sales good due to expanded cloud demand

Aim for sustained growth with entry into Google Cloud

- Shared Server
- Public and Private Cloud Server
- Dedicated Server
- Virtual Private Server
- CloudCREW
- OEM

Managed Cloud Service Sales

Unit :
Million Yen



FY2022 Q1

Sales : **276M**

YoY: **+60.1%**

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Acquire AWS migration competency



Only **14** companies domestically
With a high degree of
specialization and record of
performance, accelerate
implementation to major
corporations

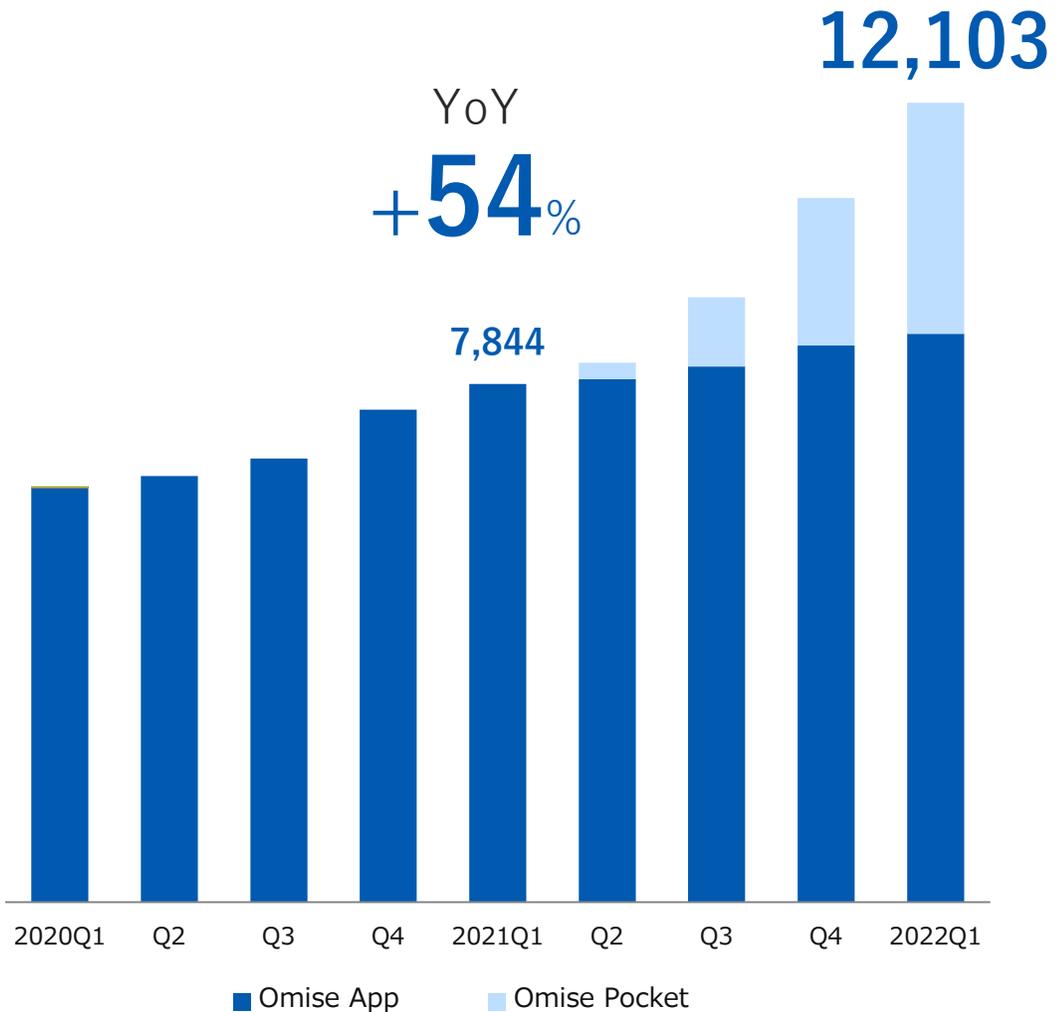
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DX Segment

Number of Shops Using App



Support regional revitalization and the streamlining of work

JTB-VCN
×
モバイル商品券
プラットフォーム
by GMO

バーチャルクレジットカードとデジタル商品券が連携

店舗への振込
作業が不要

地域経済の
活性化に
貢献

導入時の
開発不要

感動のそばに、いつも。 **JTB**
JBI JTB BUSINESS INNOVATORS



3. Growth Strategies

Surrounding Environment

Changes to society and living environments that may occur in the future

**Spread of digital
IDs
My Number**

**Changes in work
styles due to the
COVID-19 crisis**

**Evolution of
communications
environment
5G**

**Rise of giant
platformers**

Promotion of DX

**Changes to social
technologies**

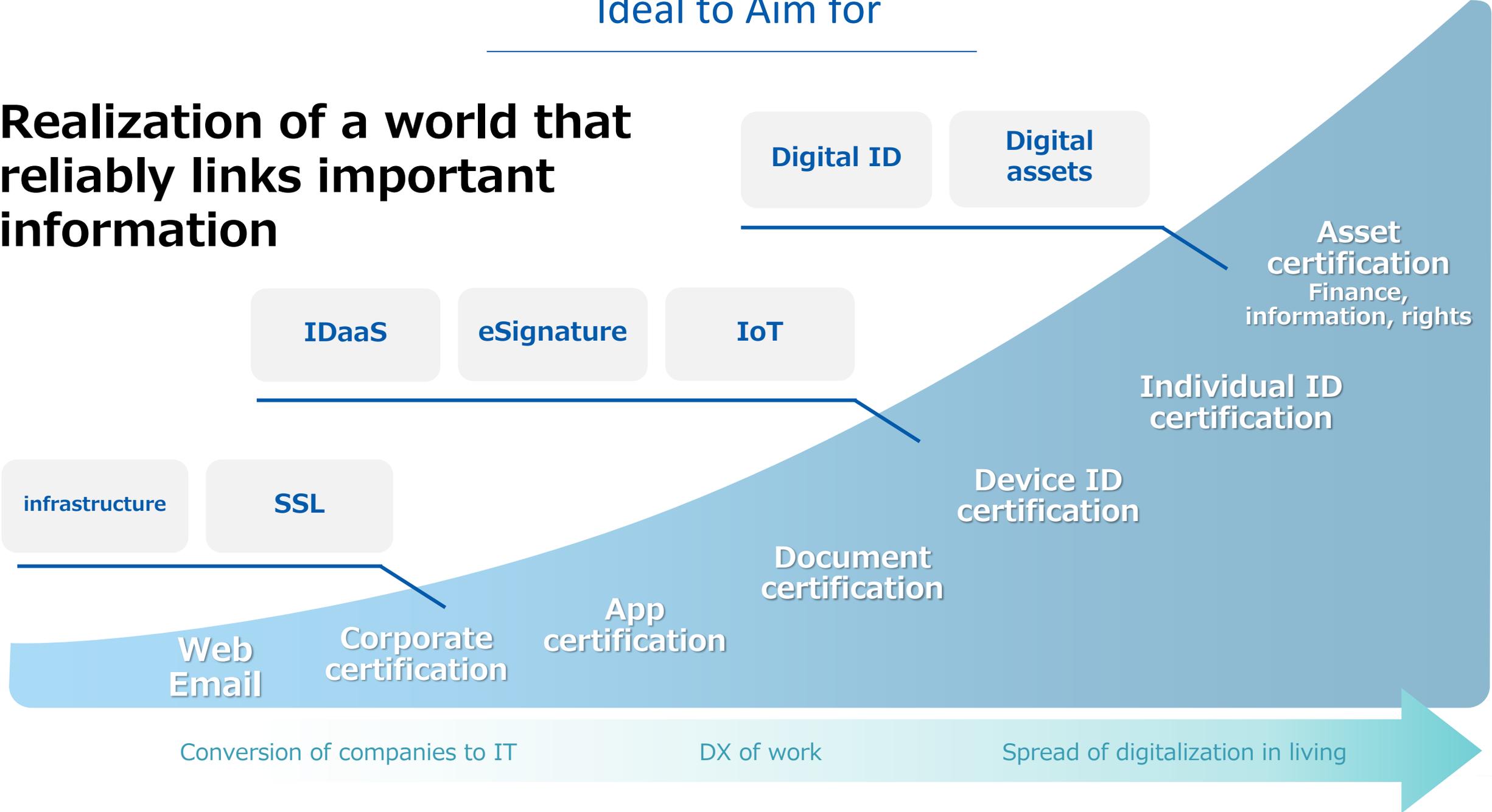
**Digitalization of
laws and
regulations**

**Digital assets
become full-fledged**

Provide and build structural foundations for services that can respond to future changes

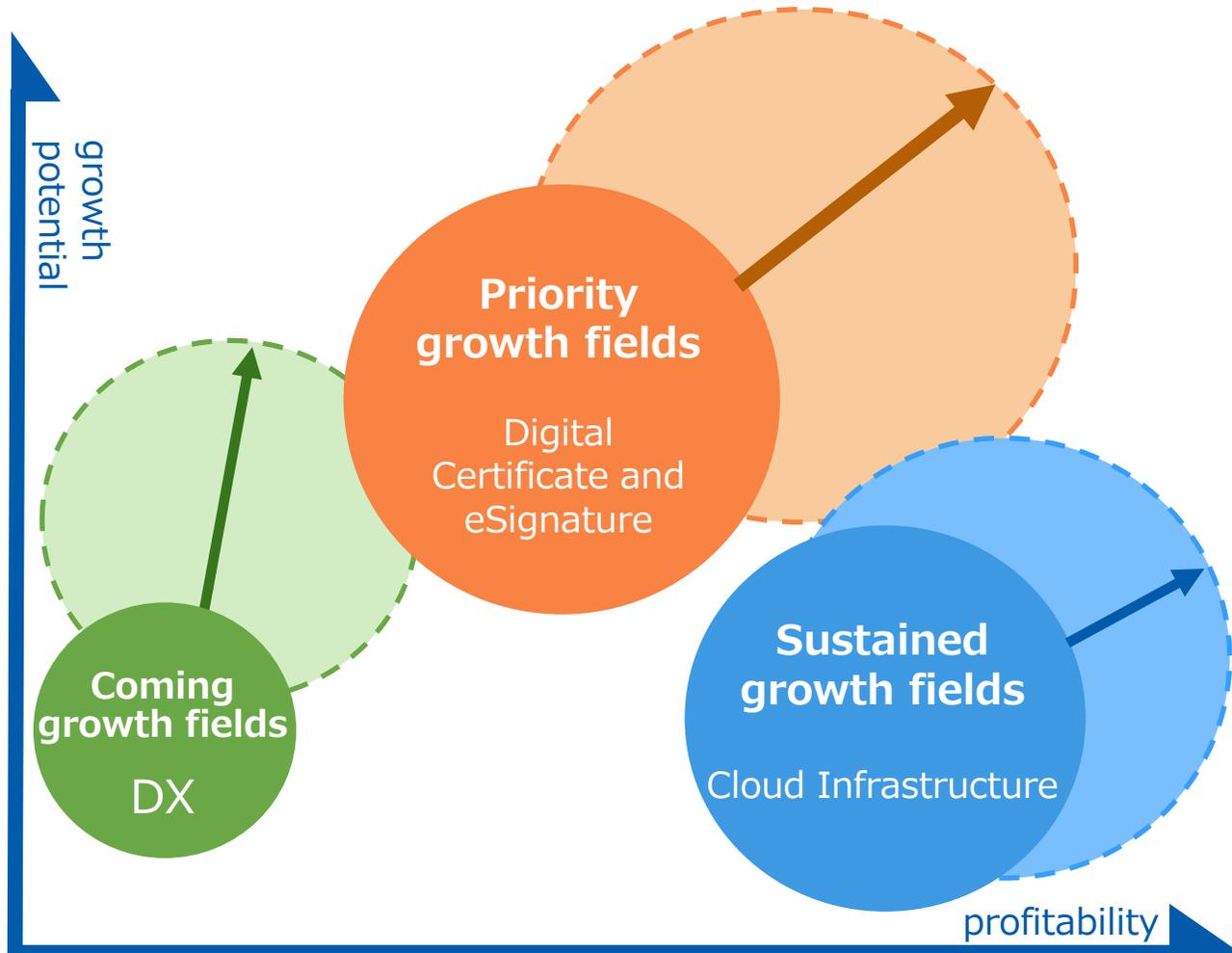
Ideal to Aim for

Realization of a world that reliably links important information



Business Portfolio for Enhancing Corporate Value

Priority investment in people and things to achieve sustained growth



Priority growth fields (Digital Certificate and eSignature)

GMO Sign, GlobalSign

Aggressively expand sales and improve of profitability

Sustained growth fields (Cloud Infrastructure)

Managed Cloud, Infrastructure

Expand sales and improve profitability as important, stable sources of profits

Coming growth fields (DX)

O2O, IoT, MaaS

Continue to build foundations as future growth businesses

Six Priority Strategies

Economic value

Strategy①
Priority distribution of management resources

GMO Sign/Global growth

Strategy②
Further growth in sustained growth areas

CloudCREW/Review existing products

Strategy③
Development in new business fields

Omise App/New business development

Strategy④
Strengthening of structural foundations by reforming profit structure

Workflow improvement

Social value

Strategy⑤ **Strengthening of corporate culture**

Strategy⑥ **Efforts at the social environment**

Change things with IT

Toward a company that people cannot do without

C h a n g e t h i n g s w i t h I T

GMO GlobalSign HD
● **GlobalSign**