



Code : 3788

**Q 2 2022**

**Financial Results Briefing Slides**

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# 1. Q2 2022 Financial Results and Topics

# Progress Made as Planned Year on Year Increase in Revenues and Profits

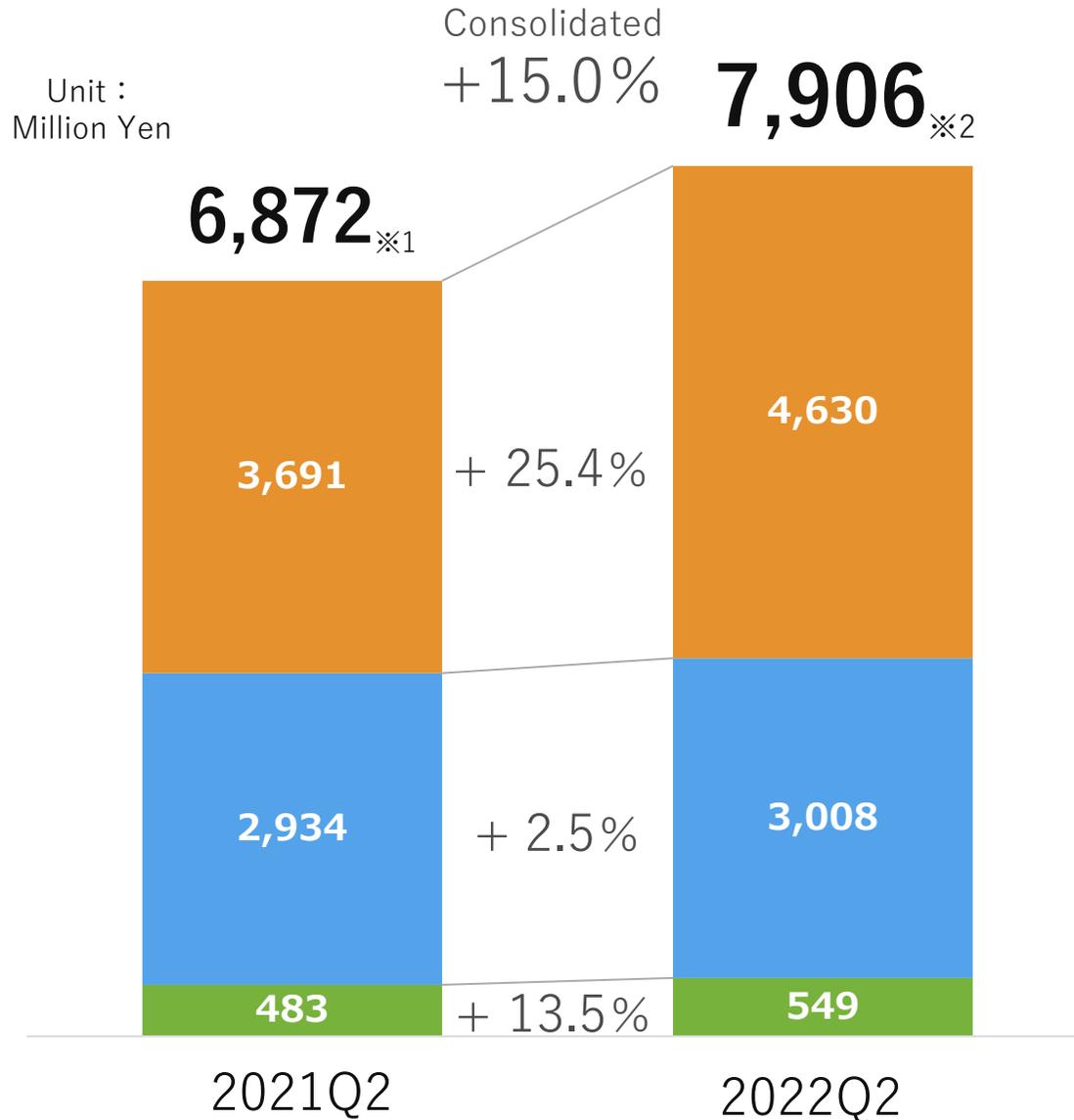
- Sales progressed well in the electronic authentication and seal businesses, leading to increase in revenues and profits
- Selling, general, and administrative (SG&A) expenses increased due to strategic investment in GMO Sign
- We will continue to strengthen our investment in GMO Sign aimed at further growth

# FY2022 Q2 Consolidated Sales and Profit

- Full-year results forecasts left unchanged in consideration of continued investment in GMO Sign

	FY2021	<b>FY2022</b>	YoY	FY2022 (Forecast)	<b>Achievement Ratio</b>
Unit : Million Yen					
Sales	6,872	<b>7,906</b>	+15.0%	15,187	<b>52.1%</b>
Operating Profit	503	<b>899</b>	+78.6%	1,524	<b>59.1%</b>
Ordinary Profit	490	<b>985</b>	+100.9%	1,521	<b>64.8%</b>
Profit Attributable to Owners of Parent	403	<b>698</b>	+72.8%	900	<b>76.9%</b>

# FY2022 Q2 Consolidated Sales and Profit



## Digital Certificate and eSignature Segment

- SSL sales have performed well in Asia
- Resolved the negative impact of shorter SSL validity periods

## Cloud Infrastructure Segment

- Sales for CloudCREW have performed well  
Year on year increase of +50% in revenues

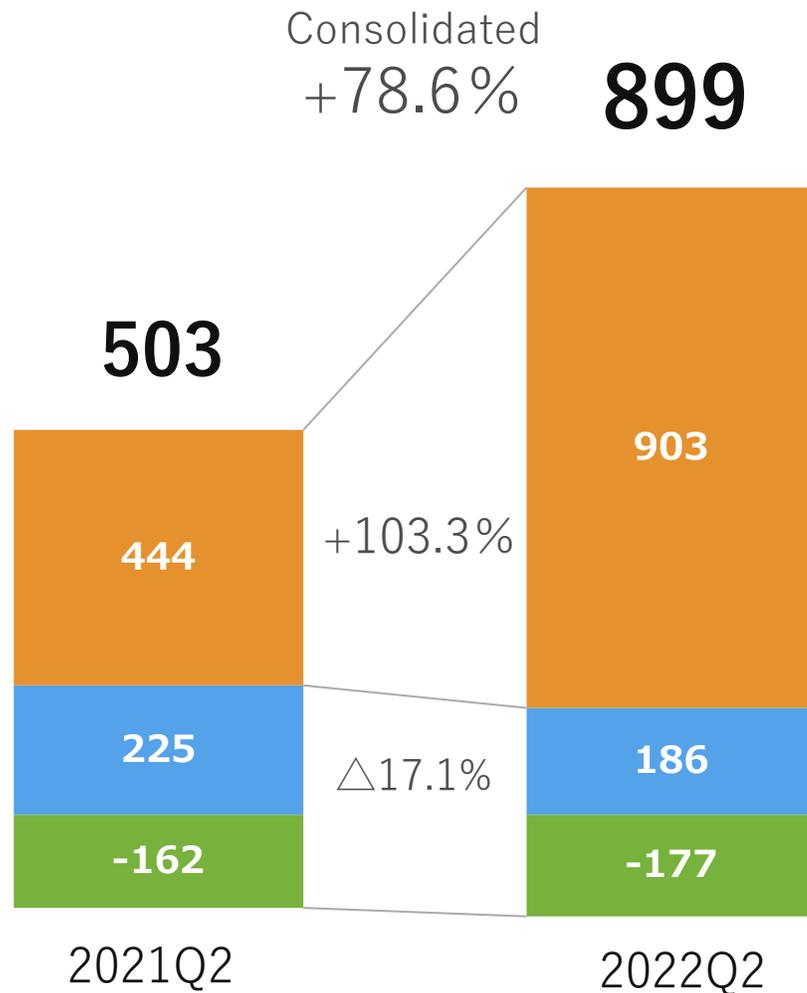
## DX Segment

- Sales of GMO Omise App have performed steadily

※1 Internal Transaction 237M

※2 Internal Transaction 281M

# FY2022 Q2 Consolidated Sales and Profit



## Digital Certificate and eSignature Segment

- Profit has increased as a result of an increase in sales volume, despite the increase in SG&A expenses due to investment in GMO Sign

## Cloud Infrastructure Segment

- Profit has decreased as a result of an increase in server and recruitment costs

## DX Segment

- Profit has decreased as a result of an increase in outsourcing costs due to development of LINKDrive

# FY2022 Quarterly Comparison

- Revenue has increased compared to Q1
- Profit has decreased due to cost investments that will contribute to the next phase of growth, such as promotion of GMO Sign and strengthening of recruitment

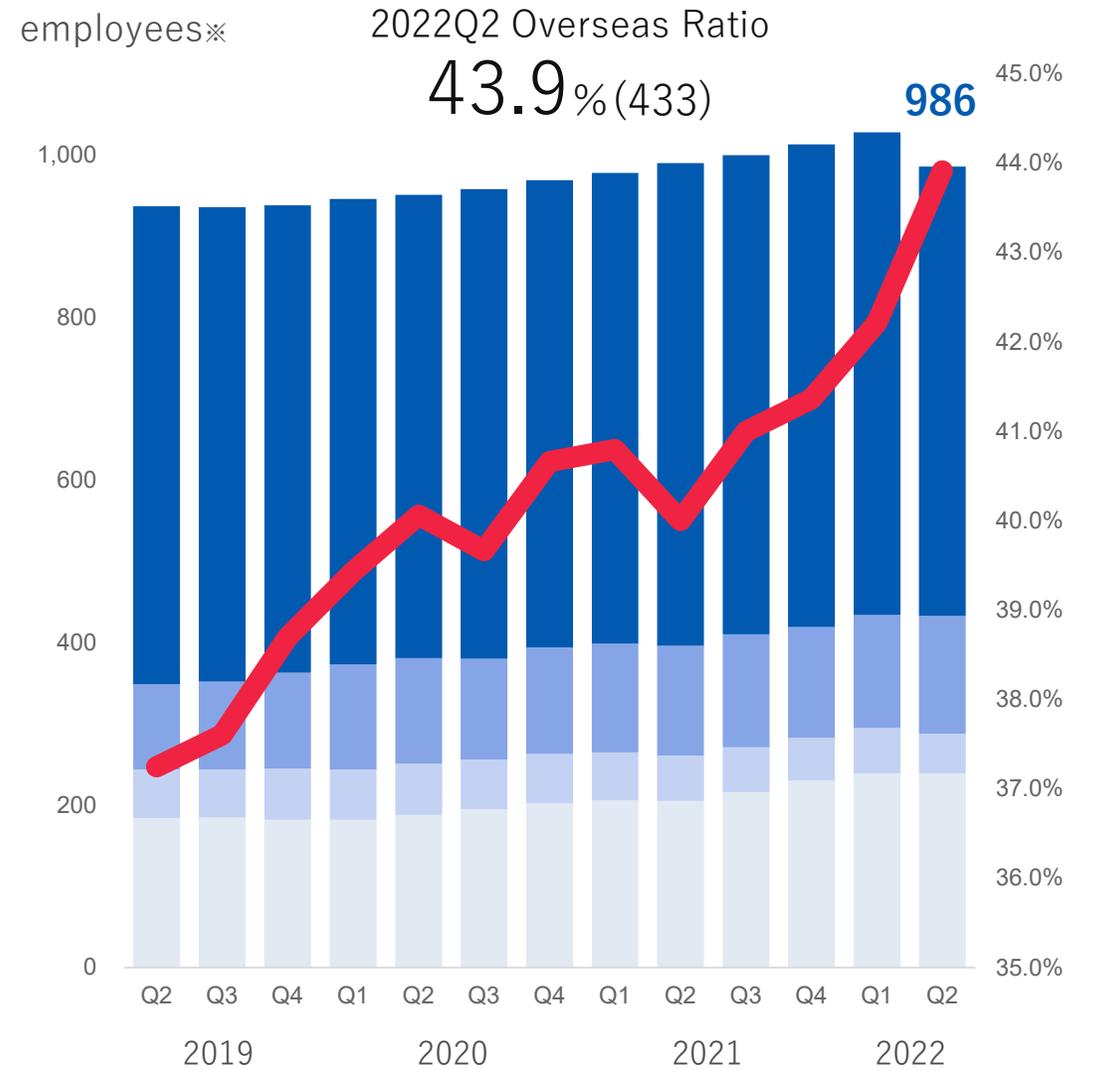
Unit : Million Yen	FY2021 2Q	FY2021 3Q	FY2021 4Q	FY2022 1Q	<b>FY2022 2Q</b>	QoQ
<b>Sales</b>	3,455	3,364	3,808	3,929	<b>3,977</b>	+1.2%
<b>Operating Profit</b>	195	171	497	517	<b>381</b>	△26.4%
<b>Ordinary Profit</b>	196	230	479	558	<b>426</b>	△23.6%
<b>Profit Attributable to Owners of Parent</b>	174	102	△ 23	403	<b>294</b>	△26.9%

# By Region

Sales  
(Million Yen)



Number of employees※



※ Number of employees of the Company and 16 subsidiaries (including non-consolidated subsidiaries)

■ Japan ■ Europe ■ North America ■ Asia and others ■ Overseas ratio

## 2. Business Overview

# Topics

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## 電子印鑑なら GMOサイン

- Formed a business partnership with Recruit Co., Ltd. Providing full support for real estate transactions
  - GMO Sign and GMO-Z.com jointly developed and began offering “Electronic Seal GMO Sign” services in Thai, Vietnamese, and Burmese
  - In anticipation of growing telework, the town of Yuasa in Wakayama prefecture began demonstration experiments combining “Electronic Seal GMO Sign” and the GMO TrustLogin single sign-on service
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- Formed a business partnership with Nexway Co., Ltd. and linked “GMO Face Authentication eKYC” and “Identity Verification BPO Service”
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# Digital Certificate and eSignature Segment

# Digital Certificate and eSignature Segment

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

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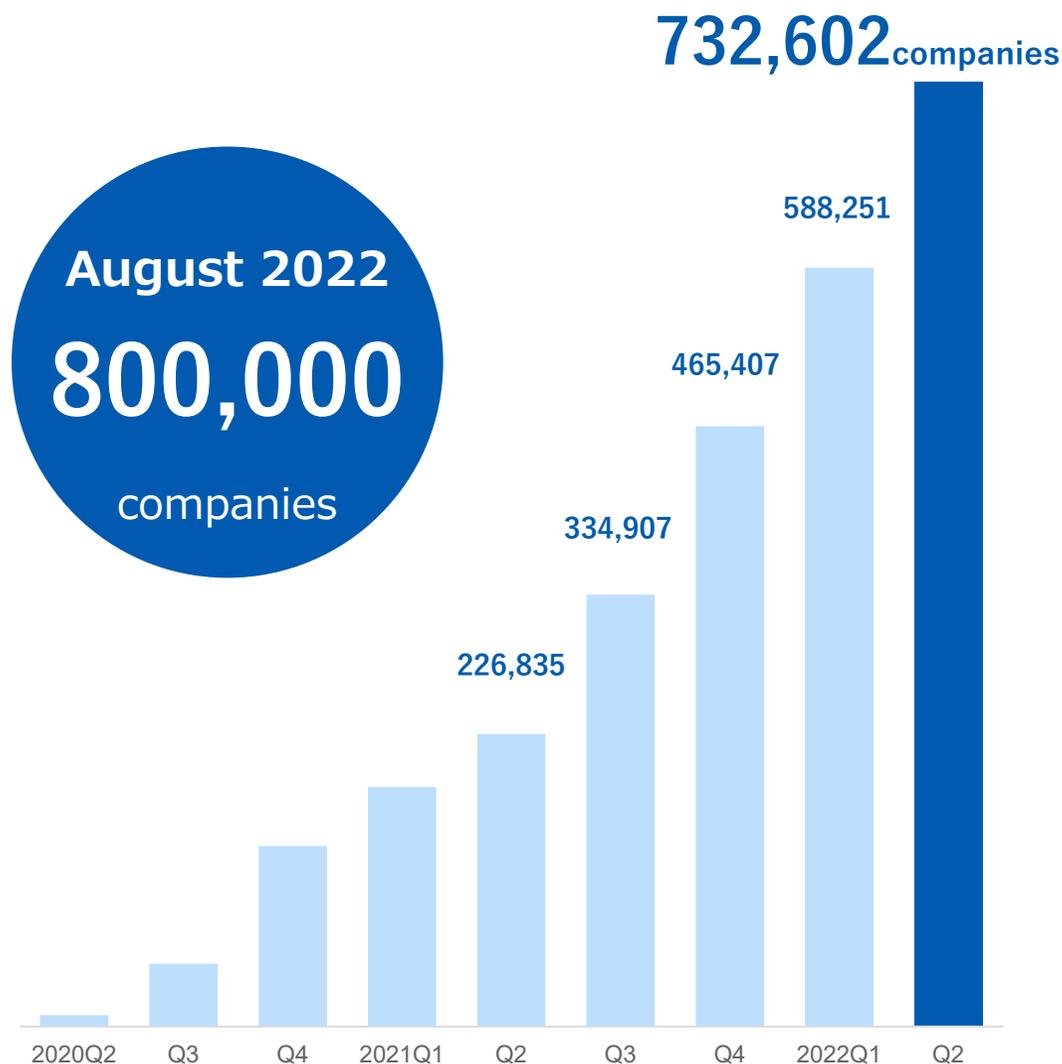
Domestic Certificate Authority operated in-house  
SSL market share: **No. 1** in Japan, No. 3 worldwide

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

# Number of User Companies



Domestic market share

**No.1**

Increased

**2.7-fold**

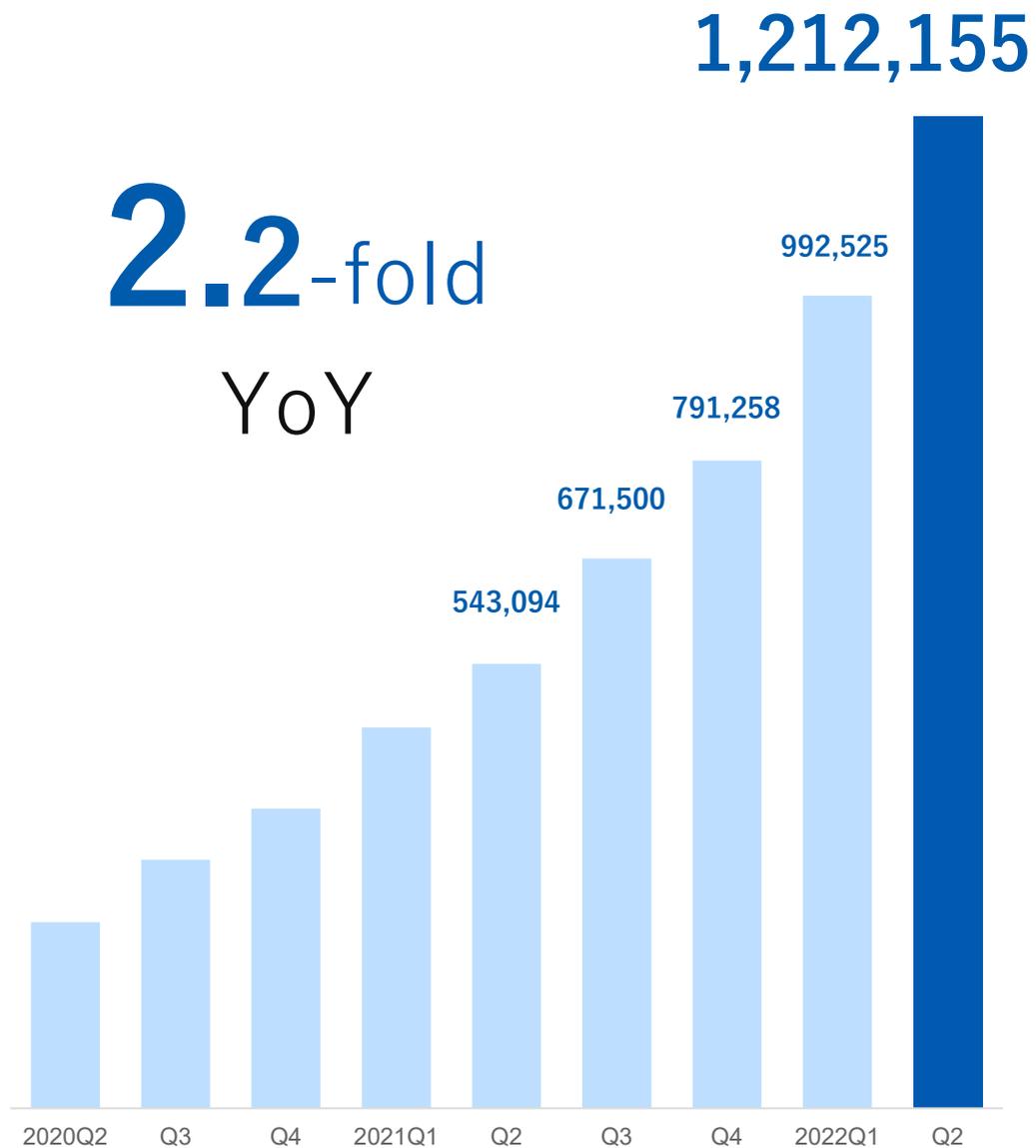
YoY

Usage in the real estate industry accelerated  
Usage by major corporations increased steadily  
Number of user companies surpassed 1.4 million

a n d D i g i t a l C u r t i f i c a t e S e g m e n t

# Number of Contract Transmissions

and digital certificate



- Z HOLDINGS
- YAHOO! JAPAN
- よろこびがつなく世界へ KIRIN
- 三井住友トラスト不動産
- kikkoman
- 大和証券 Daiwa Securities
- 神戸物産 KOBE BUSSAN CO., LTD.
- Mazda
- OPEN HOUSE
- 東急リバブル
- ADEKA Add Goodness
- Menicon
- freee
- アイフル
- H.U.GROUP
- SEPTENI
- 北陸電力
- 株式会社 サカイ引越センター
- Mizuno
- PASONA
- 東建 CORPORATION
- UNITED ARROWS LTD.
- WOWOW
- ARUHI
- 足利銀行
- Lancers
- MORI TRUST
- TIPRESS フィットネスクラブ ティップネス
- 三菱総研グループ Mitsubishi Research Institute Group
- ANA ANA Business Solutions Co., Ltd.
- H 株式会社 フォージャス リビングサービス
- Daiwa Logistics
- ダドリワーク
- ANDPAD
- freebit 毎日、発明する会社
- SILVER LIFE
- hottolink
- JEXER FITNESS CLUB
- Francfranc
- NICE
- coconala
- LIVE
- NIPPON STEEL 日鉄物流株式会社
- Makuake
- SEAMBA
- 遠州鉄道株式会社
- TRANSIT GENERAL OFFICE INC.
- E-Guardian We Guard All
- PLUS HT HEALTHCARE TECHNOLOGIES



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

**August 2022**  
**Adoption Confirmed**  
**by 18 Local Governments**  
**and Organizations**

- ✓ **Work together with industry leaders to pioneer electronic real estate contracts**

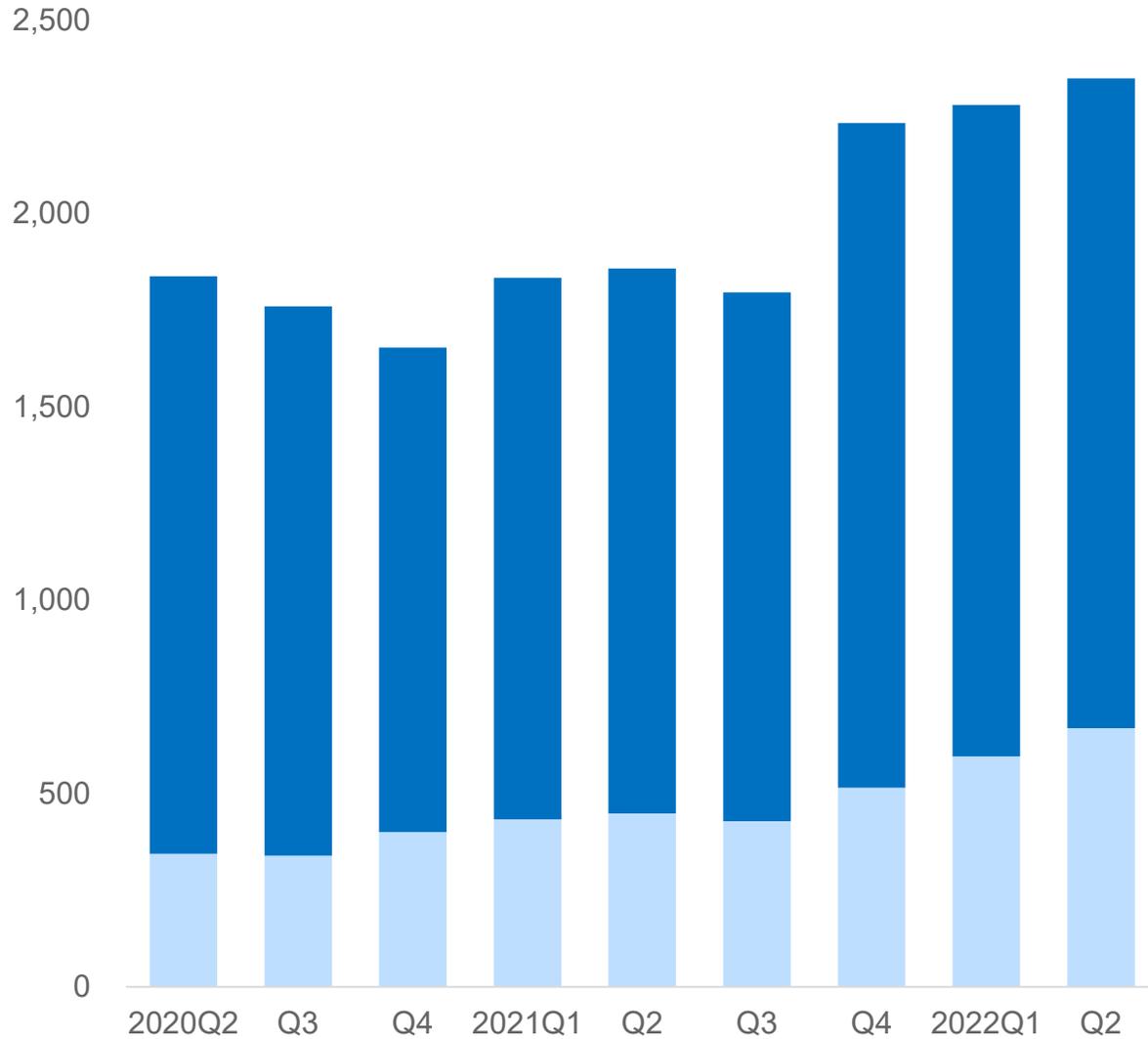


- ✓ **Further simplify the contract process through contract life cycle automation**  
**Centralized management from contract creation to execution and management**



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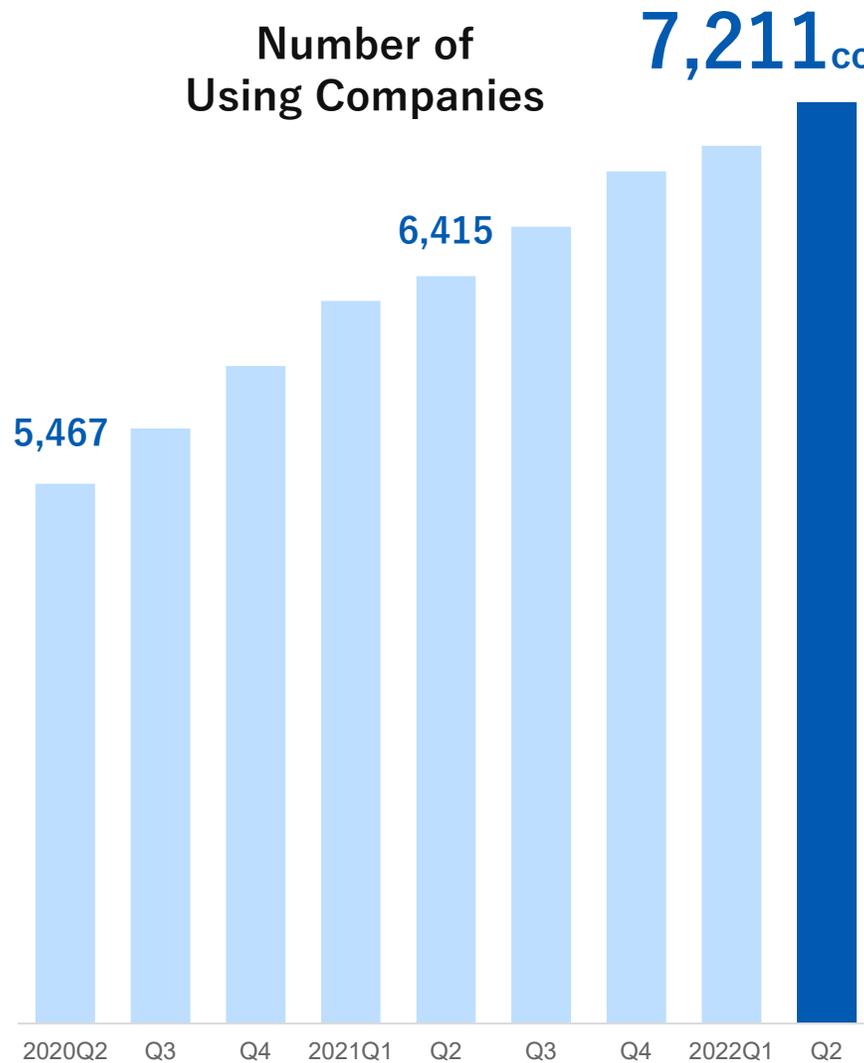
# Changes in Sales by Product



**Use of certification for e-documents has increased**

Unit : Million Yen  
■ SSL    ■ e-signatures, other

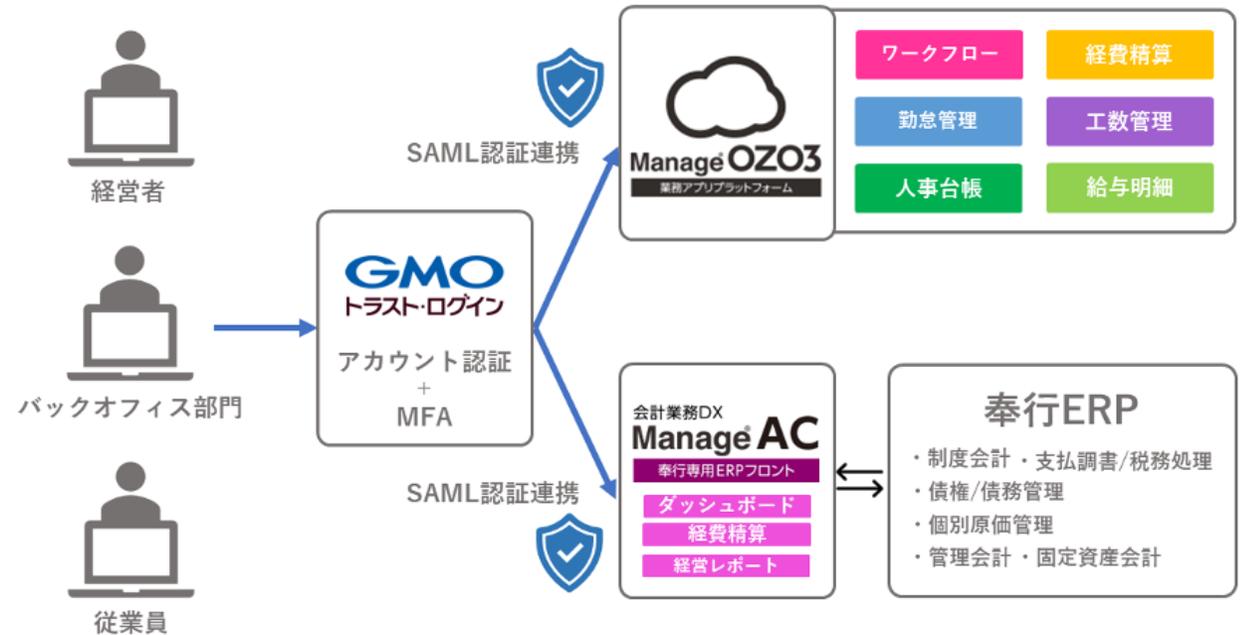
Digital Certificate Segments



7,211 companies※

## Advanced strengthening of external partnerships and partner strategy

ワークフロー・会計業務をセキュアかつシームレスに

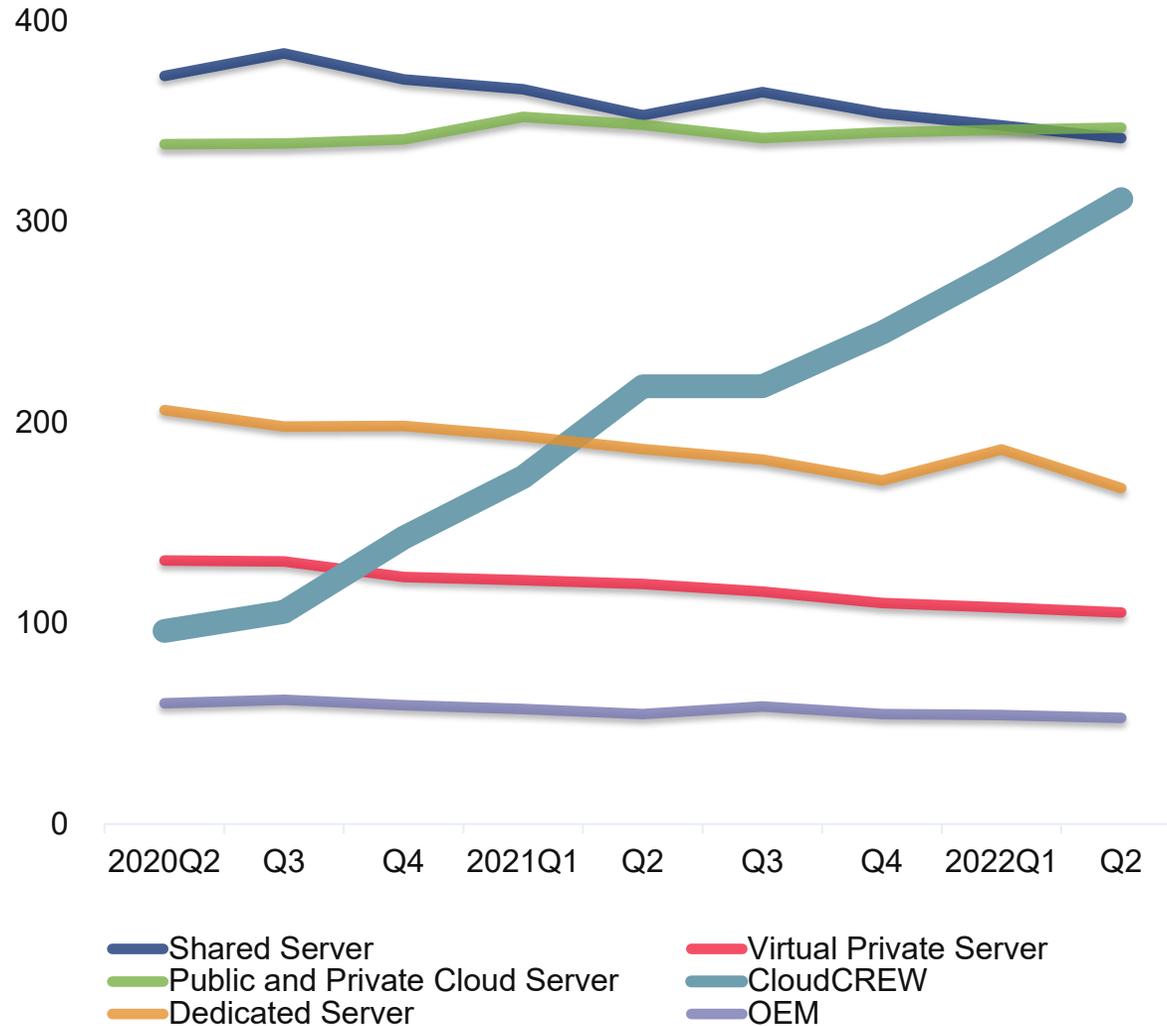


※ Number of enterprises using TrustLogin by GMO. One account per business operator (enterprise or individual). If multiple accounts are used, the duplicates are eliminated.

# Cloud Infrastructure Segment

# Product Sales

Unit :  
Million Yen



**Sales good due to expanded cloud demand**

**Aim for sustained growth with entry into Google Cloud**

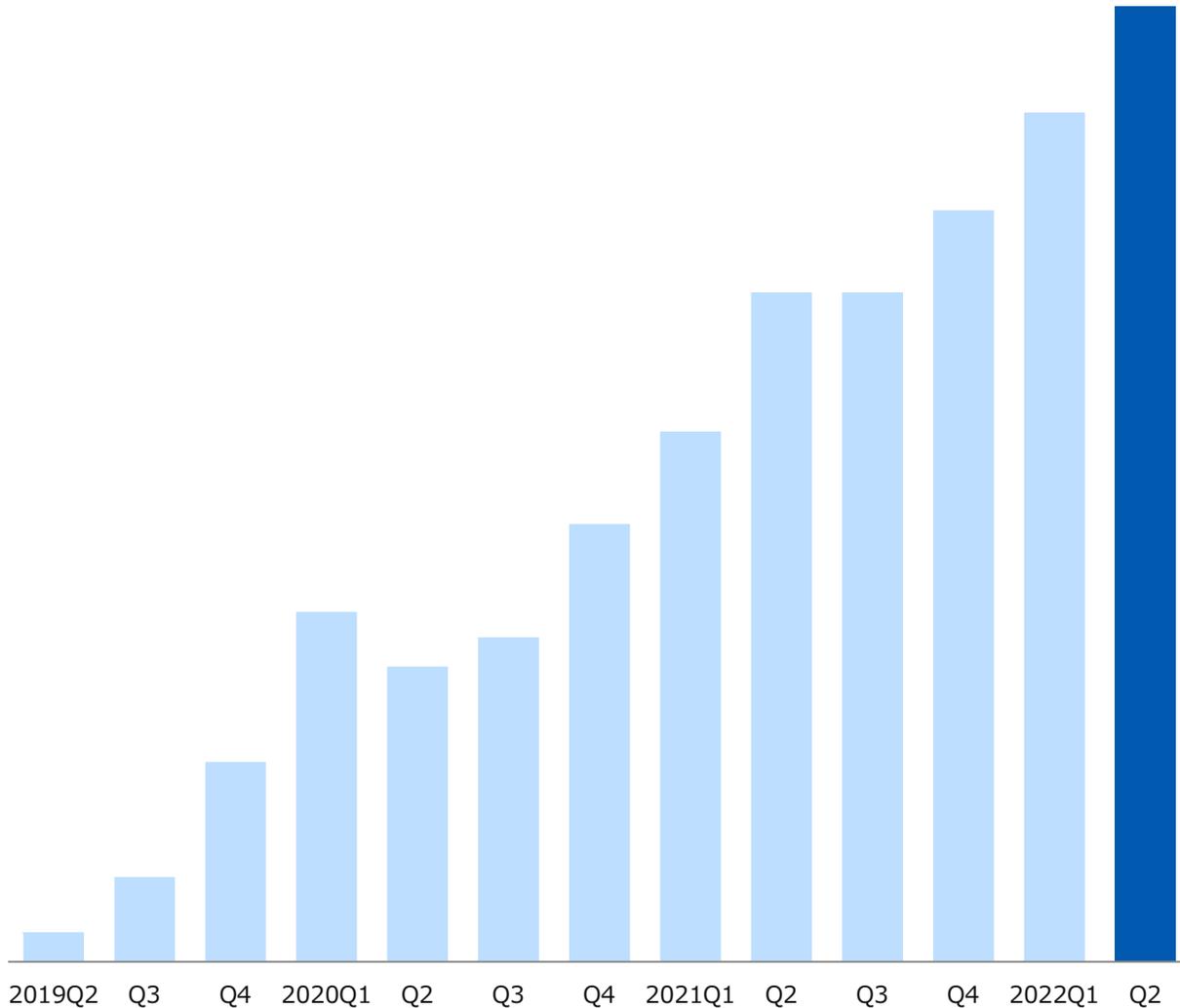
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FY2022 Q2 Consolidated

Sales : **587M**

YoY: **+50.4%**



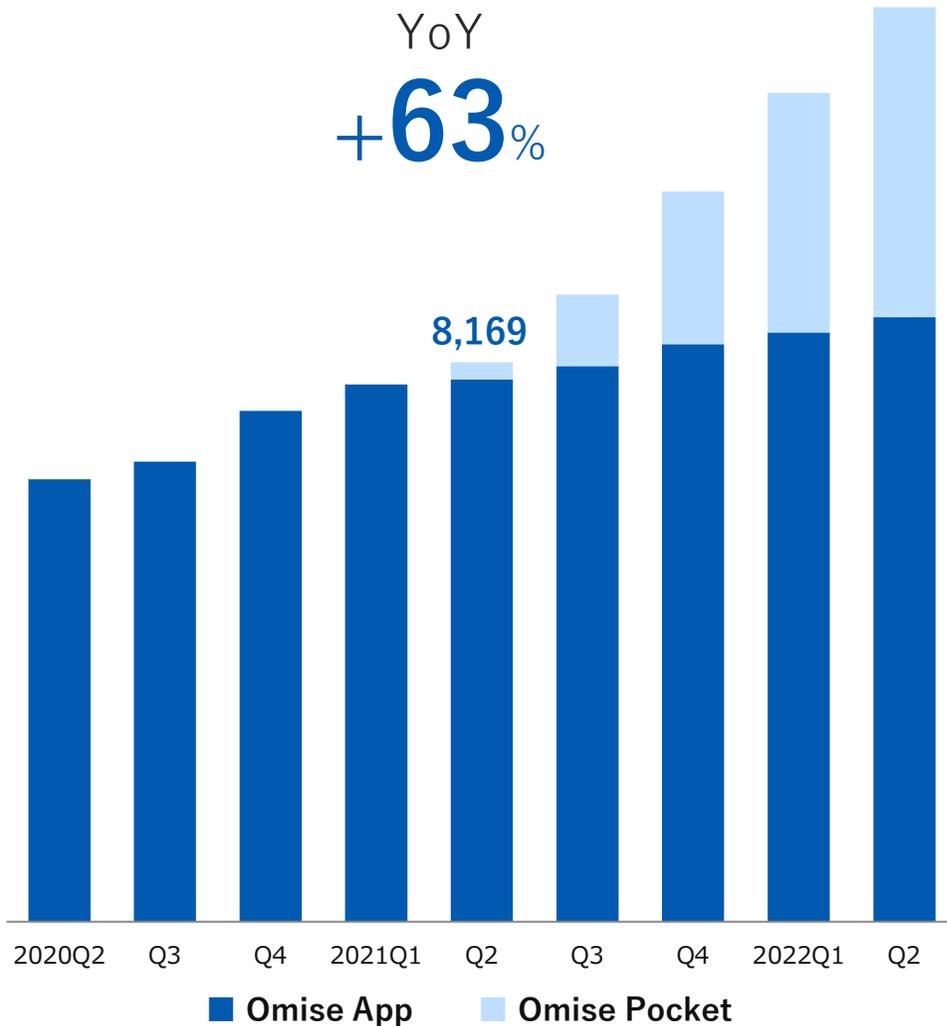
# DX Segment

Number of Shops Using App

13,352

Number of local governments using app increased through collaboration

YoY  
+63%



モバイル商品券プラットフォーム by GMO

Takatsuki (Osaka)



スクラム高槻  
地元のお店応援券

Sapporo (Hokkaido)



さっぽろ〇得クーポン

DX Segment

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

**GMO** GlobalSign HD  
● **GlobalSign**