Code： 3788

Q３　2022
Financial Results Briefing Slides

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1. Q3 2022 Financial Results and Topics

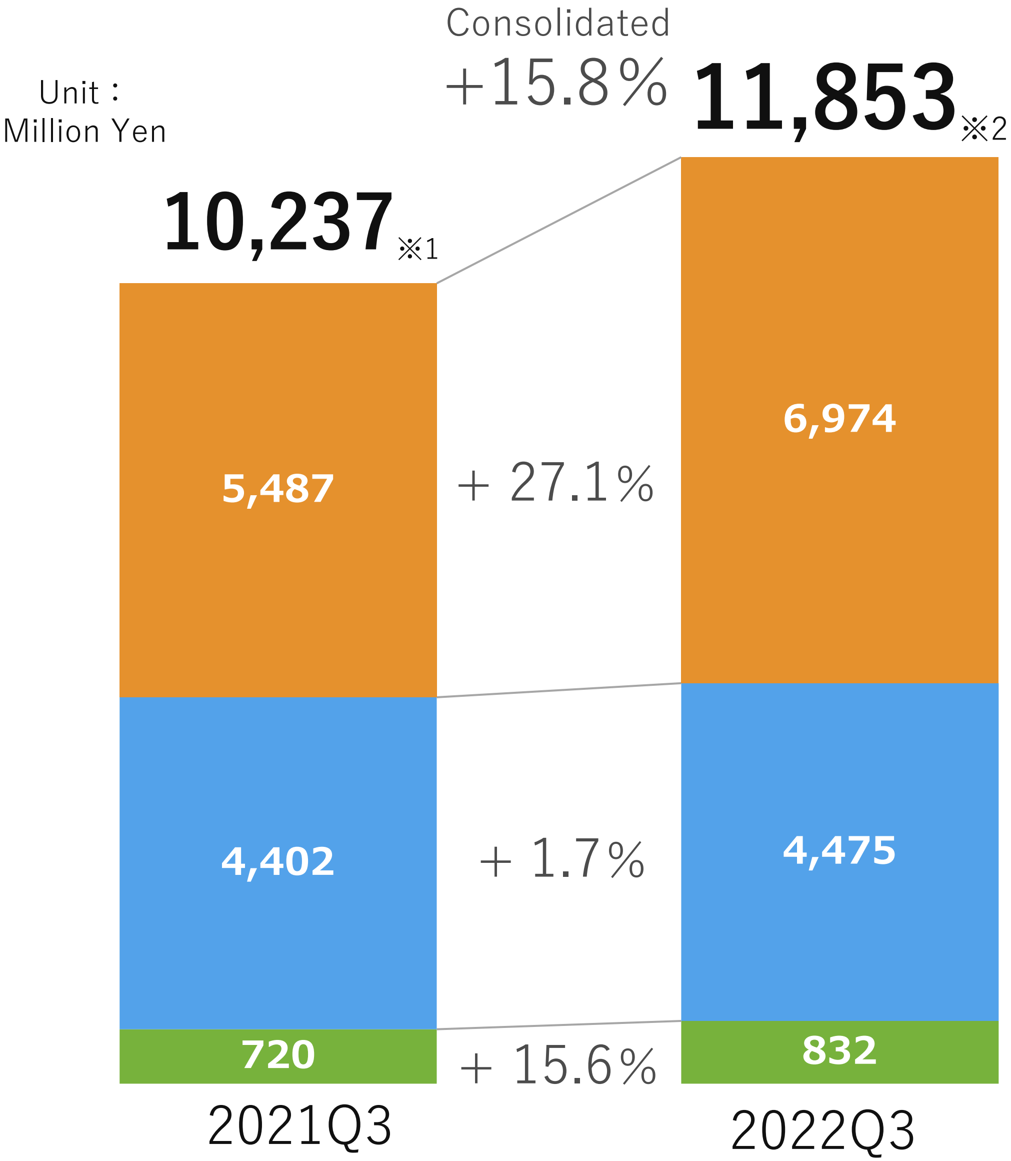
Year on Year Increase in Revenues and Profits Despite Increase in Expenses Due to Expanded Investment in Seal Business

- Sales progressed steadily in the Digital Certificate and eSignature Segment, leading to increase in revenues and profits
- Advertising expenses increased due to strategic investment in GMO Sign

FY2022 Q3 Consolidated Sales and Profit

Unit：Million Yen	FY2021	**FY2022**	YoY	FY2022 (Forecast)	**Achievement Ratio**
Sales	10,237	**11,853**	＋15.8%	15,187	**78.1%**
Operating Profit	674	**1,008**	＋49.6%	1,524	**66.2%**
Ordinary Profit	720	**1,170**	＋62.4%	1,521	**76.9%**
ProfitAttributable to Owners of Parent	506	**799**	＋57.8%	900	**88.8%**

FY2022 Q3 Consolidated Sales and Profit



Digital Certificate and eSignature Segment

- SSL sales have performed well in Asia
- Currency fluctuation has had a positive effect on the electronic authentication business

Cloud Infrastructure Segment

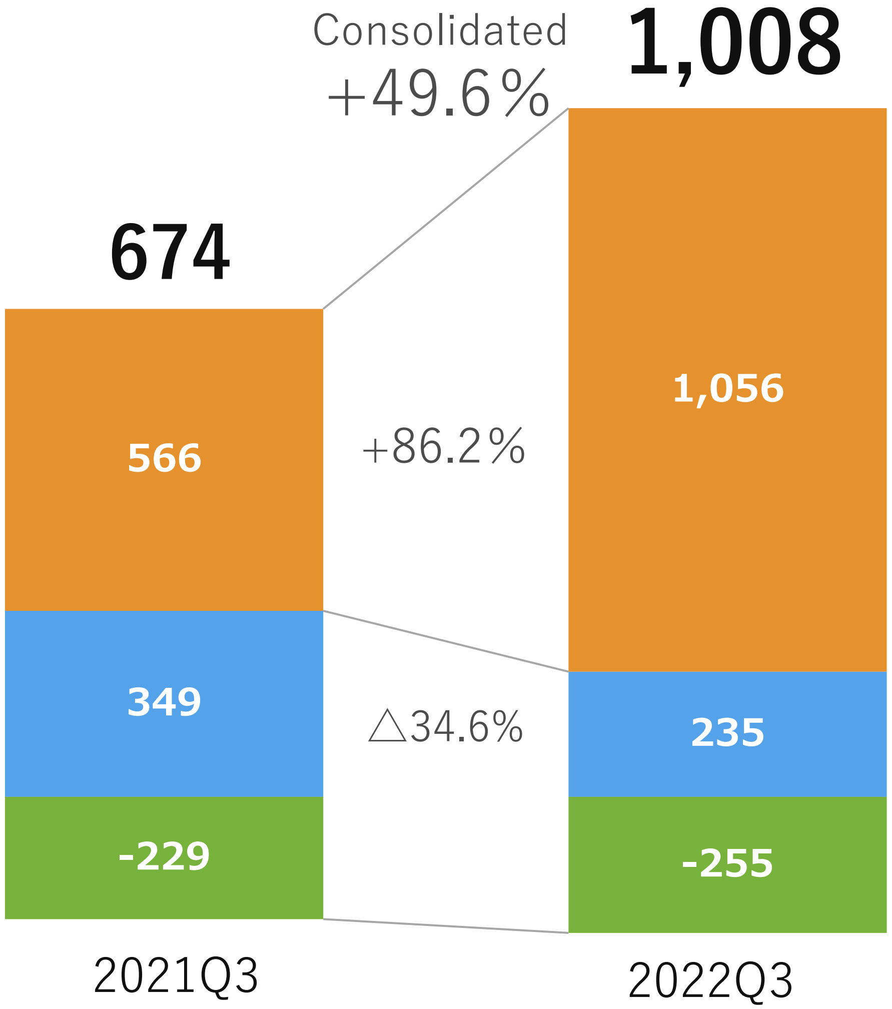
- Sales for CloudCREW have performed well
  Year on year increase of +54% in revenues

DX Segment

- Sales of GMO Omise App have performed steadily

※1 Internal Transaction	373M
※2 Internal Transaction	428M

FY2022 Q3 Consolidated Sales and Profit



Digital Certificate and eSignature Segment

- Profit has increased as a result of an increase in sales volume despite an increase in advertising expenses due to investment in GMO Sign

Cloud Infrastructure Segment

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

DX Segment

- Profit has decreased as a result of an increase in LINKDrive software costs

FY2022 Quarterly Comparison

- Sales have dropped slightly compared to 2Q
- Operating profit has decreased due to a strengthening of investments in the promotion of GMO Sign and strengthening of recruitment activities, etc.

Unit：Million Yen	FY2021 3Q	FY2021 4Q	FY2022 1Q	FY2022 2Q	**FY2022 3Q**	QoQ
Sales	3,364	3,808	3,929	3,977	**3,947**	△0.8%
Operating Profit	171	497	517	381	**109**	△71.2%
Ordinary Profit	230	479	558	426	**184**	△56.7%
Profit Attributable to Owners of Parent	102	△23	403	294	**101**	△65.7%

By Region

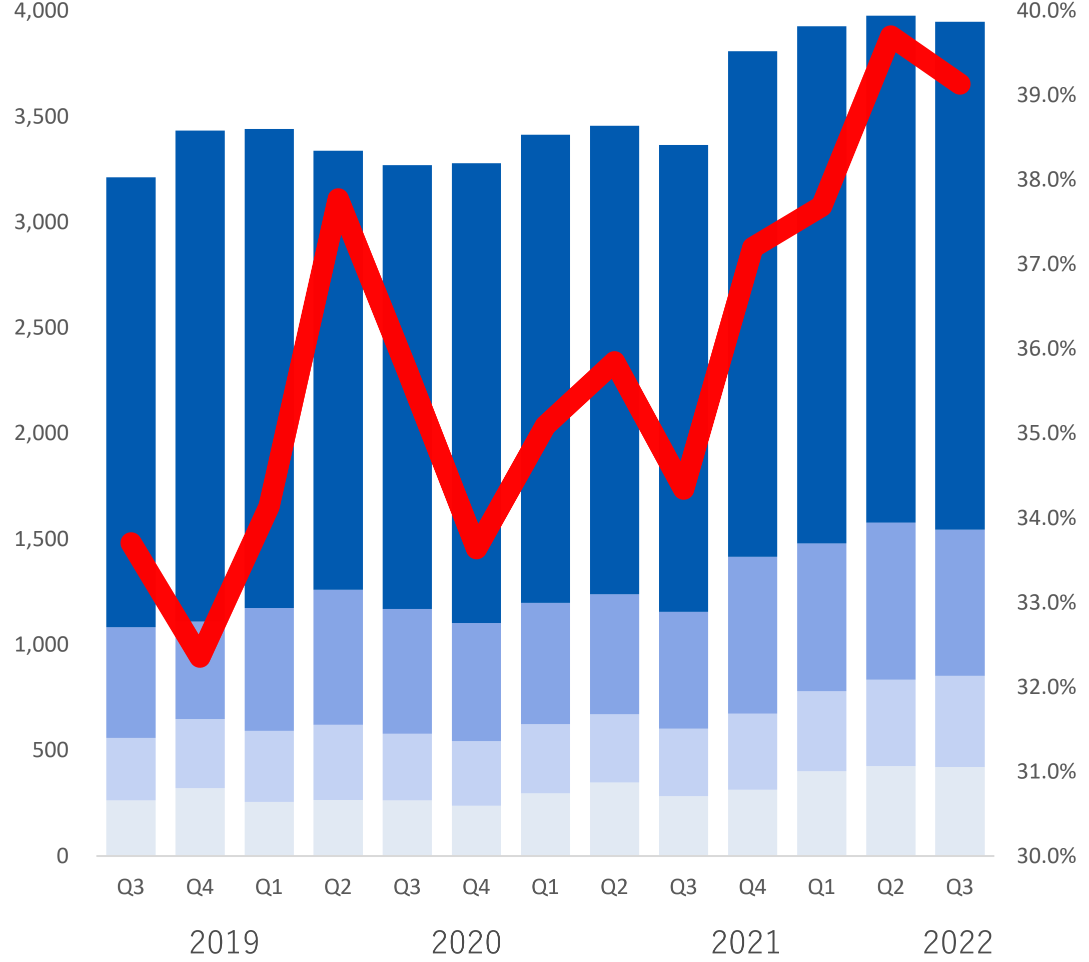
Sales

(Million Yen)

2022Q3 Overseas Ratio

39.1%(1,545M)

3,948

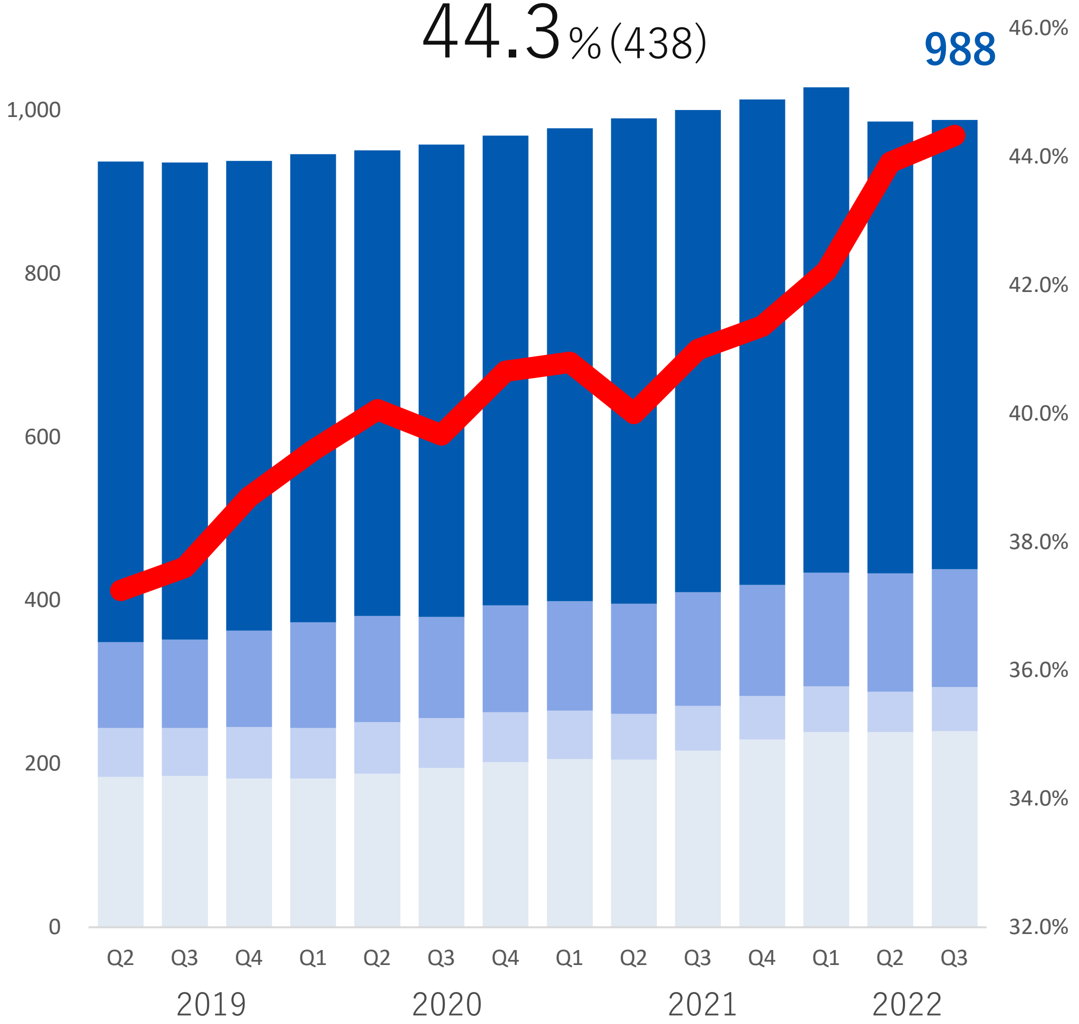


Number of employees※

2022Q3 Overseas Ratio

44.3%(438)

988



※ 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

Digital Certificate and eSignature Segment

Digital Certificate and eSignature Segment

電子印鑑なら
GMOサイン

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

Double achievement

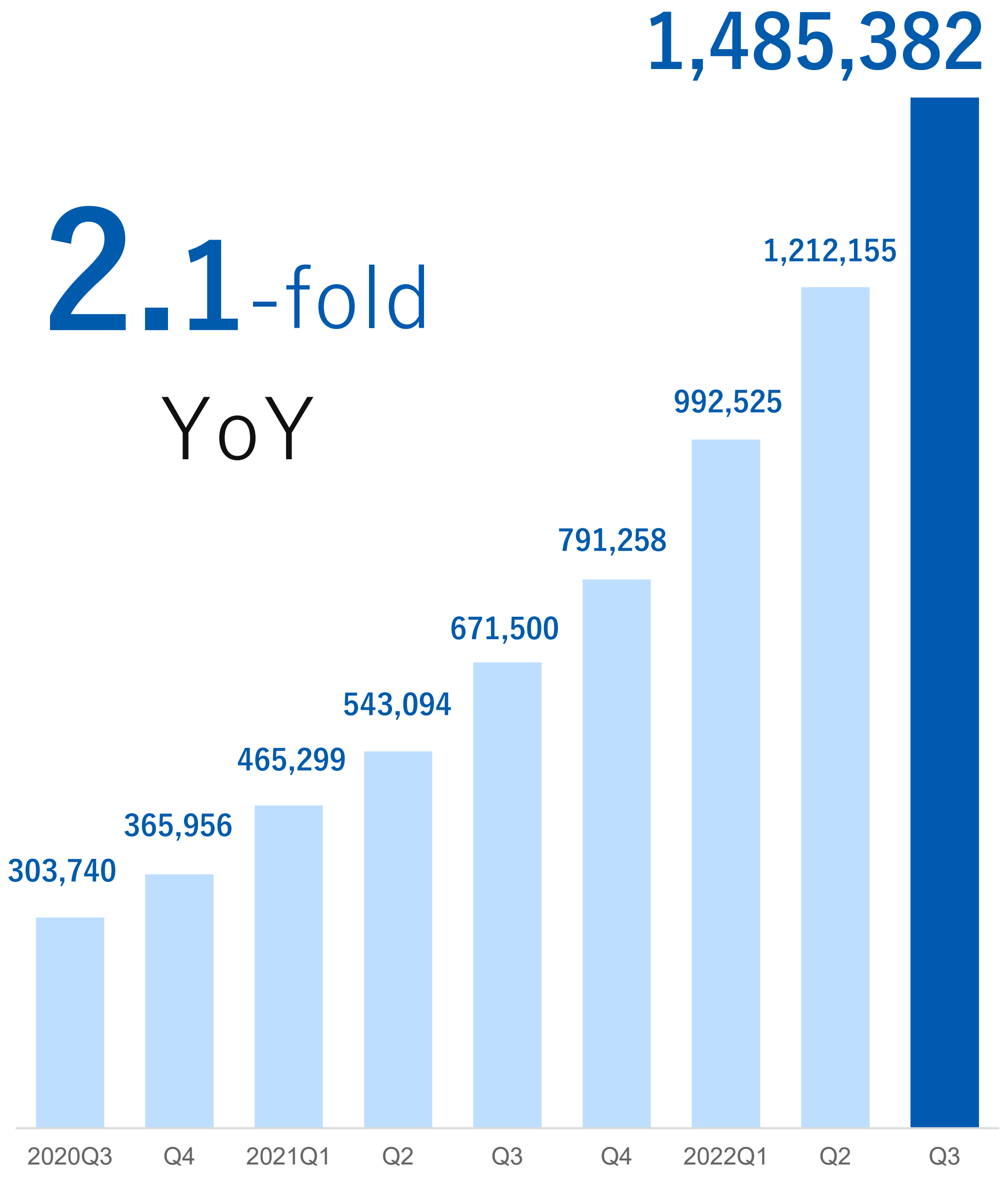
GlobalSign® by GMO

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

GMOトラスト・ログイン

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

Number of Contract Transmissions



2.1-fold

YoY

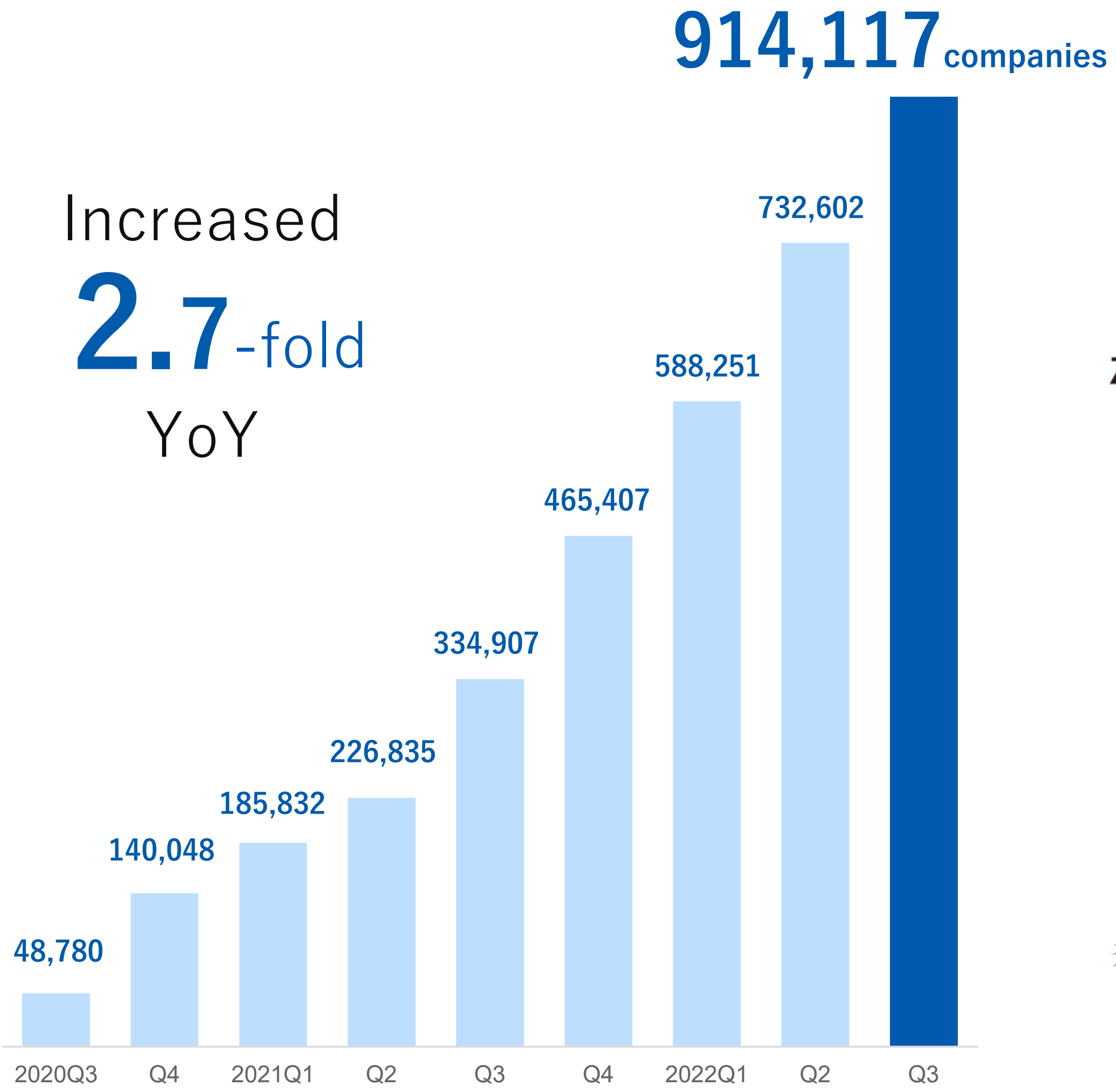
E-contract service market

Number of Contract Transmissions

No.1

Number of User Companies

Increased
2.7-fold
YoY



Domestic market share No.1

November 2022 990,000 companies

Z HOLDINGS
YAHOO! JAPAN
よろこびがつなぐ世界へ KIRIN
BMW
三井住友トラスト不動産
mazda
kikkoman
大和証券 Daiwa Securities
神戸物産 KOBE BUSSAN CO., LTD.
OPEN HOUSE
東急リバブル
ADEKA Add Goodness
Menicon
freee
アイフル
ORIX オリックス生命
大成有楽不動産販売
H.U.GROUP
SEPTENI
Mizuno
北陸電力
株式会社サカイ引越センター
TOHO HOUSE 東宝ハウスグループ
東建 CORPORATION
PASONA
UNITED ARROWS LTD.
株式会社 明和地所
WOWOW
MORI TRUST
ARUHI
足利銀行
Lancers
TIPNESS フィットネスクラブ ティップネス
PLUS
DCS 三菱総研グループ Mitsubishi Research Institute Group
ANA ANA Business Solutions Co., Ltd.
TRANSIT GENERAL OFFICE INC.
Daiwa Logistics 大和ハウスグループ
ダンドリワーク
ANDPAD
Francfranc
NICE
Makuake

2022 Initiative

福岡市

群馬県

おんせん県おおいた

横須賀市
Yokosuka City

豊中市
Toyonaka City

茅ヶ崎市
CHIGASAKI CITY

たつの市
TATSUNO CITY

奄美市

三重県
いなべ市
Inabe City

三条市
SANJO CITY

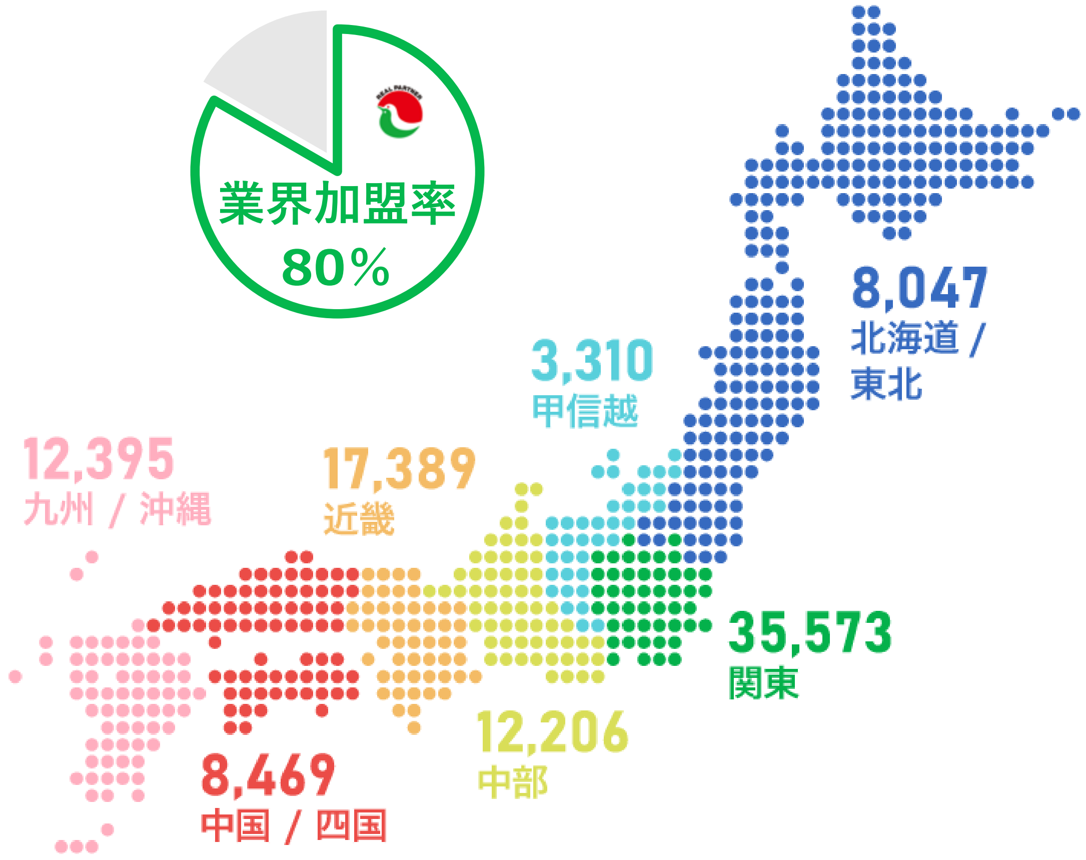
GMO Sign to be introduced at 24 public organizations across Japan

2022 Initiative

- ✓ **GMO Sign for real estate brokers has been provided to about 100,000 companies across Japan**

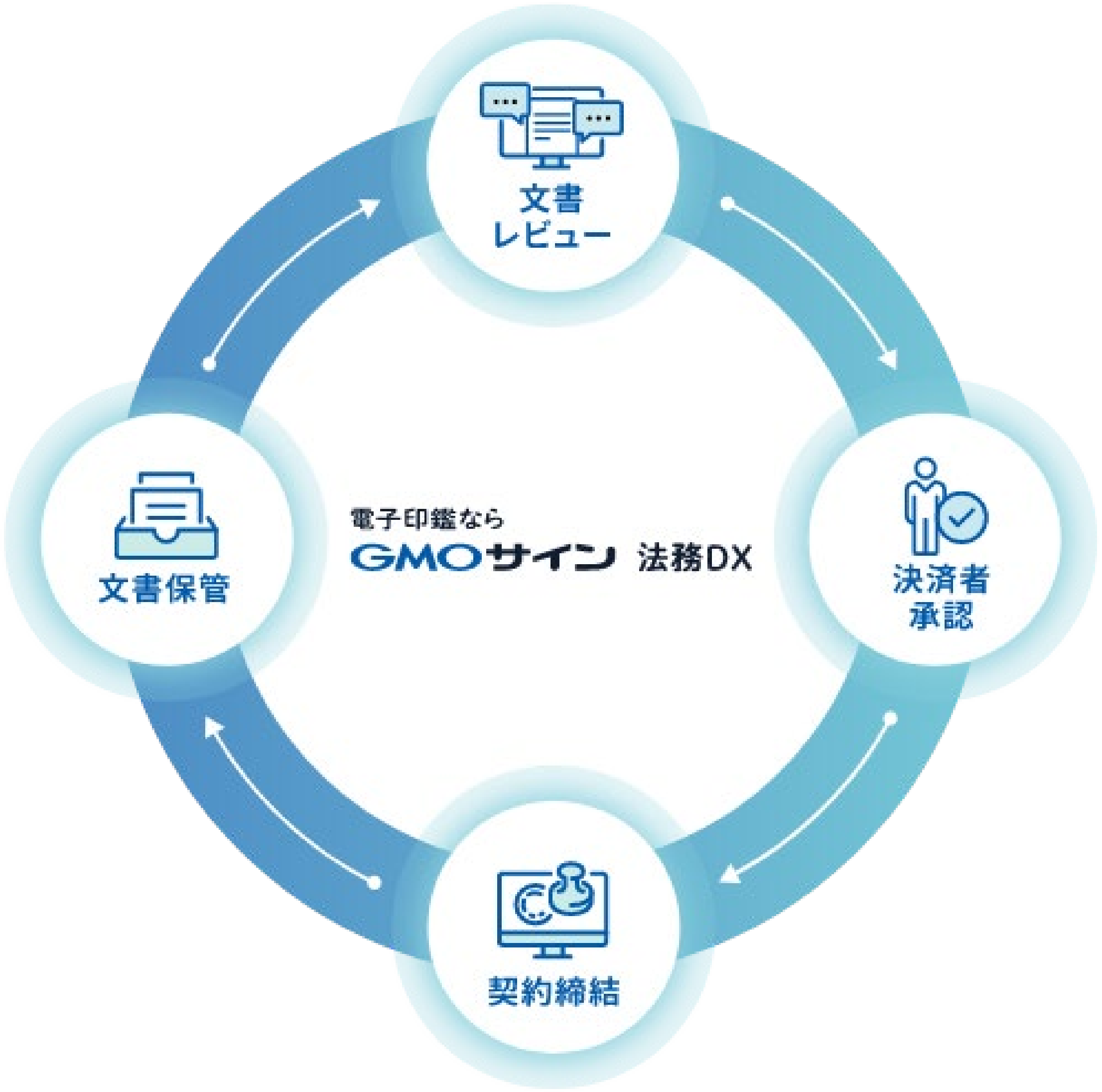
電子印鑑なら
GMOサイン

宅建協会会員業務支援サイト
REAL PARTNER ハトサポ


業界加盟率
80%
8,047
北海道 / 東北
3,310
甲信越
12,395
九州 / 沖縄
17,389
近畿
35,573
関東
12,206
中部
8,469
中国 / 四国

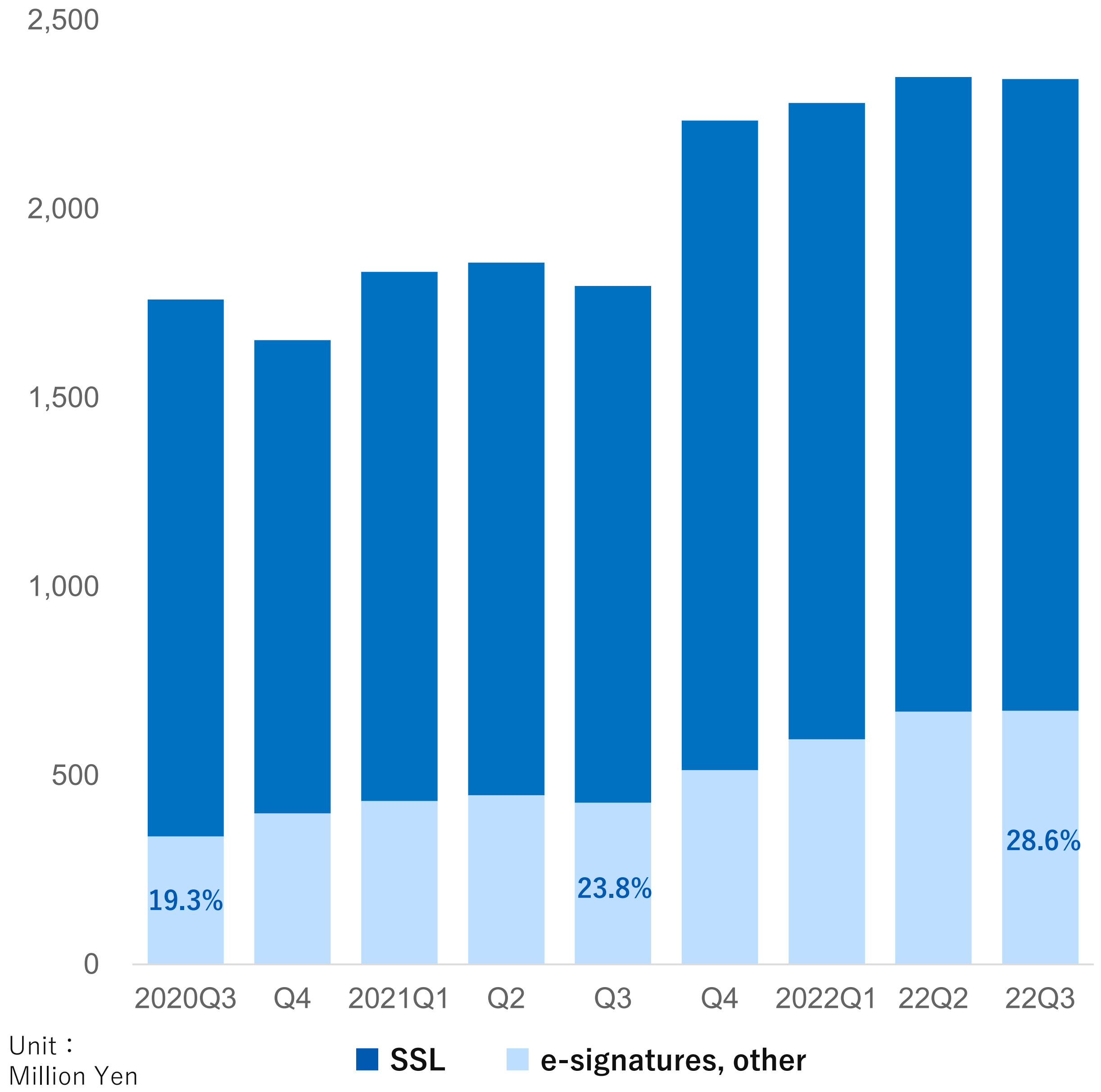
2022 Initiative

Centralized management of all contracting operations


文書
レビュー
決済者
承認
契約締結
文書保管
電子印鑑なら
GMOサイン 法務DX

Changes in Sales by Product

Digital Certificate and eSignature Segment

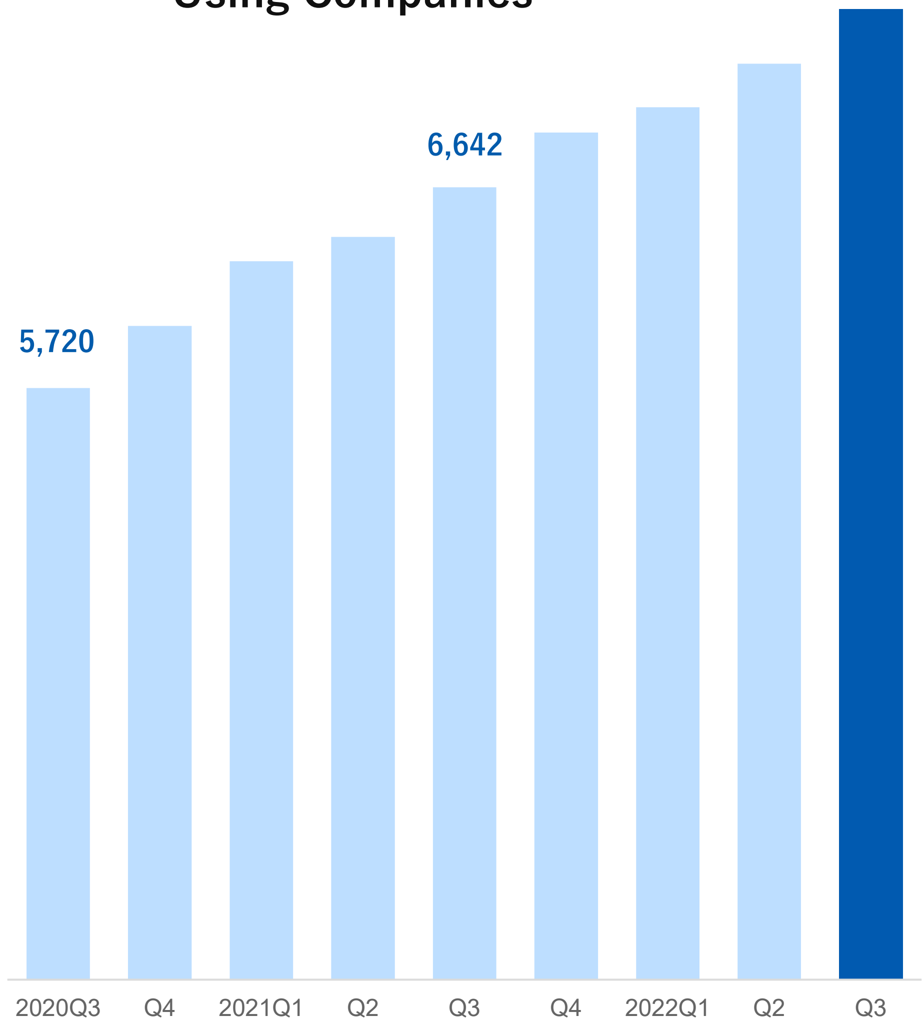


Global expansion in use of devices and e-documents

Single Sign On service

Number of Using Companies

7,461companies※



Responding to more complex customer needs through business partnerships and service linking

Began linking with ID management functions and joint sales

BUNDLE

Steady expansion of linked services

ホットプロファイル

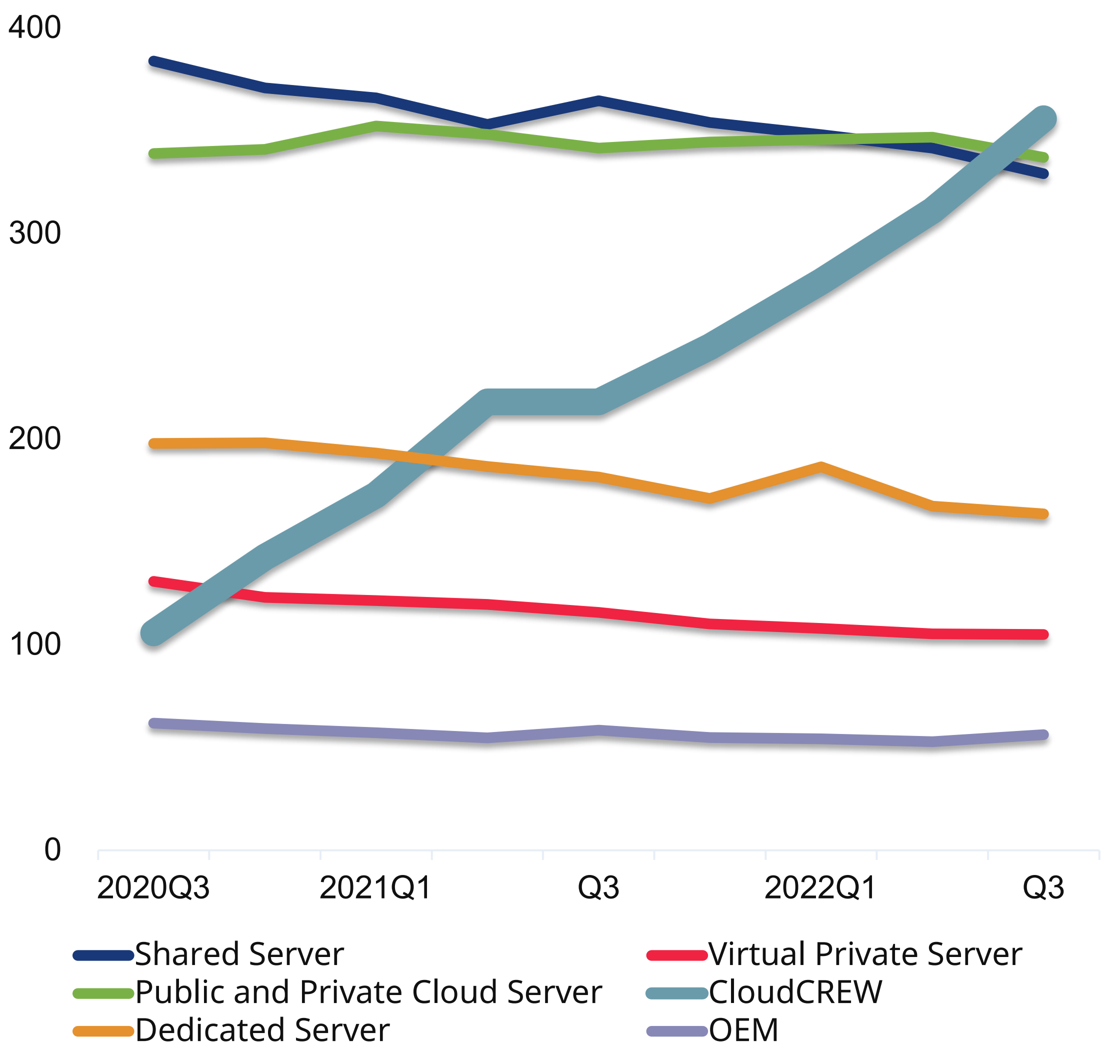
sumo logic

※ 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

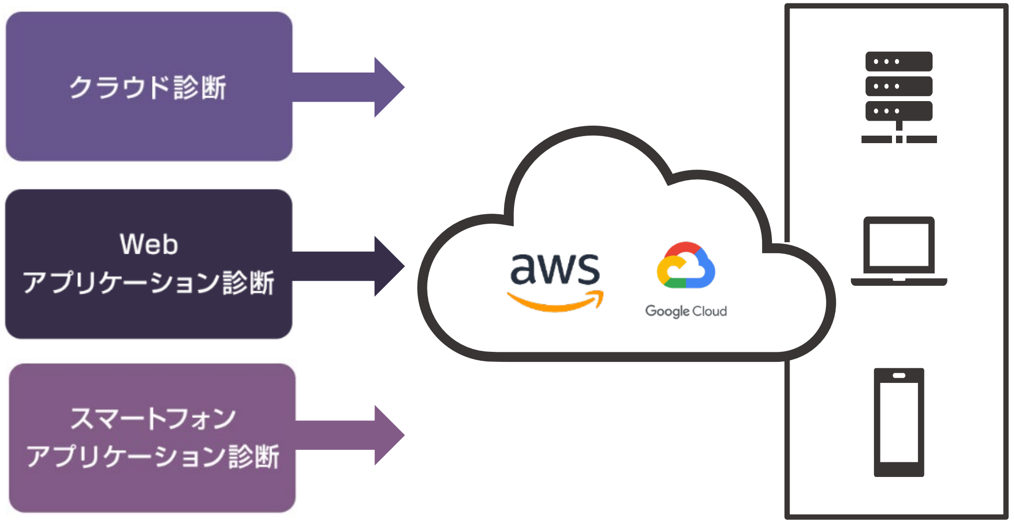
Cloud Infrastructure Segment



Promoting the introduction of CloudCREW at large corporations to strengthen cloud security

CloudCREW by GMO

GMO CYBER SECURITY IERAE



クラウド診断

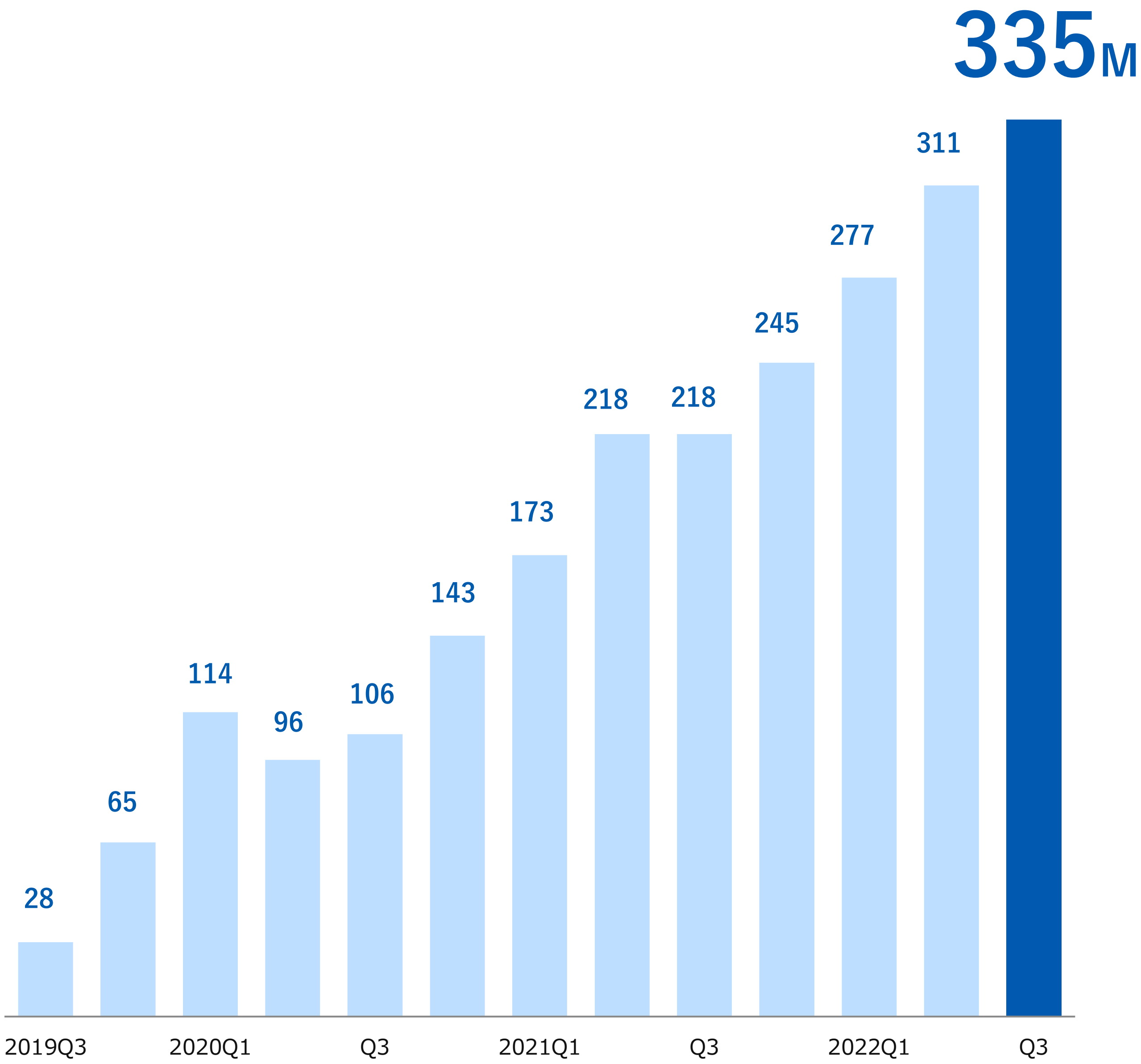
Web
アプリケーション診断

スマートフォン
アプリケーション診断

CloudCREW by GMO

Managed Cloud Service Sales

Cloud Infrastructure Segment



FY2022 Q3 Consolidated

Sales : 923百万円

YoY: +54.0%

aws
PARTNER
Advanced Tier
Services

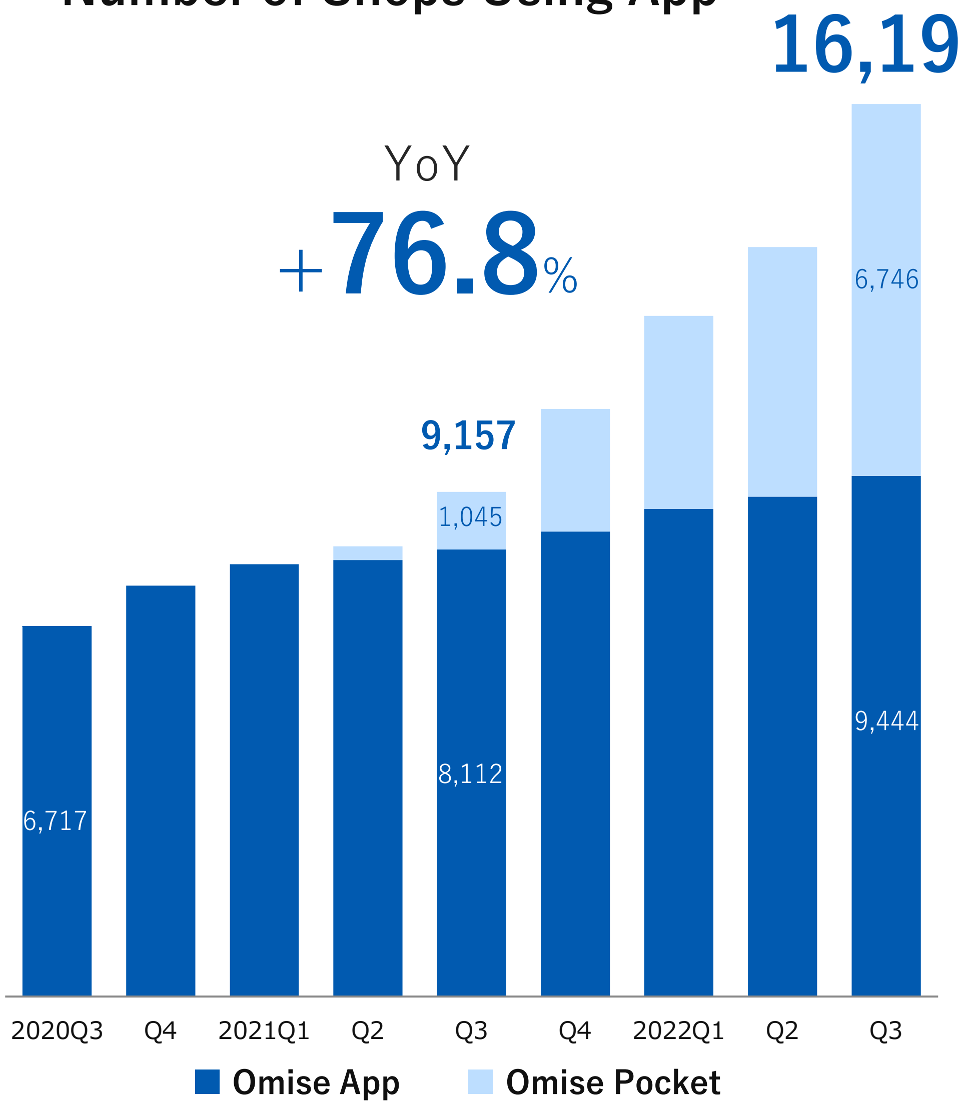
- Public Sector
- Solution Provider
- Migration Services Competency
- Public Sector Solution Provider
- Well-Architected Partner Program

GMOグローバルサイン･HD
GlobalSign

DX Segment

Web solution O2O

Number of Shops Using App


YoY +76.8%

Promoted DX at stores by group synergy

-Linking MakeShop byGMO with Smaregi-

vic2
GMOおみせアプリ
vic2 SALE

Added dashboard function

-Enables the effect of sales promotions to be measured easily-

GMOおみせアプリ
自動で販促ができる
ダッシュボードで成果も実感できる
初心者の方でも簡単に
効果の高い
アプリ施策を！
FASHION SPACE
9:41
¥1,000 OFF
SPECIAL COUPON

Change things with IT

GMO GlobalSign HD
GlobalSign