



Code : 3788

Q4 2022

Financial Results Briefing Slides

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1. Q4 2022 Financial Results and Topics

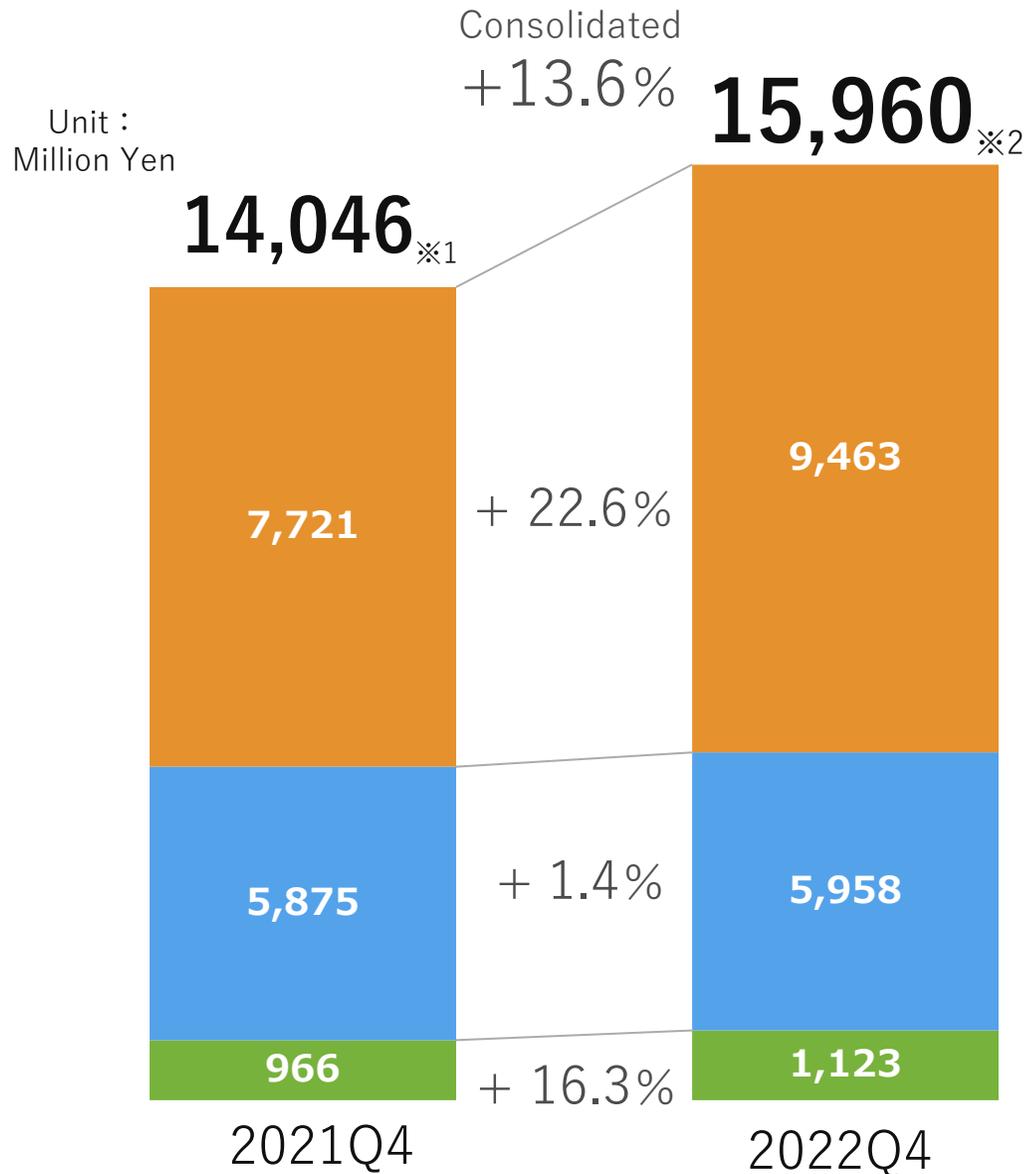
Year on Year Increase in Revenues and Decrease in Profits for the Entire Year Due to Expanded Investment in the Seal Business

- Increase in revenues due to steady growth in the Digital Certificate and eSignature Segment
- SG&A expenses increased due to strategic investment in GMO Sign, leading to a decrease in profits
- Selection and concentration in core businesses through the transfer of LINKDrive

FY2022 Q4 Consolidated Sales and Profit

	FY2021	FY2022	YoY	FY2022 (Forecast)	Achievement Ratio
Unit : Million Yen					
Sales	14,046	15,960	+13.6%	15,187	105.1%
Operating Profit	1,171	1,141	△ 2.6%	1,524	74.9%
Ordinary Profit	1,199	1,215	+1.3%	1,521	79.9%
Profit Attributable to Owners of Parent	483	846	+75.1%	900	94.1%

FY2022 Q4 Consolidated Sales and Profit



Digital Certificate and eSignature Segment

- Increase in revenues due to a steady growth in sales of GlobalSign and an increase in GMO Sign stock

Cloud Infrastructure Segment

- Increase in revenues due to the growth of CloudCREW despite reduced sales in the hosting business

DX Segment

- Increase in revenues due to a growth in sales of GMO Omise App

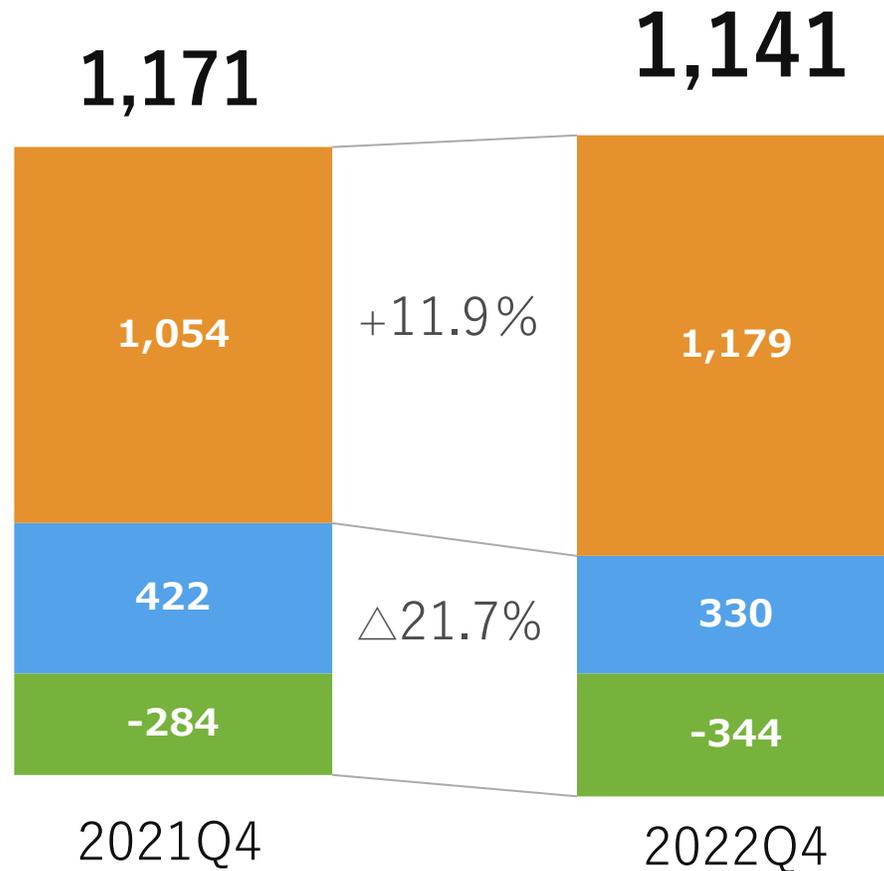
※1 Internal Transaction 517M

※2 Internal Transaction 585M

FY2022 Q4 Consolidated Sales and Profit

Unit :
Million Yen

Consolidated
△2.6%



電子認証・印鑑事業

- Increase in profits due to increased sales despite an increase in advertising and personnel expenses for GMO Sign

クラウドインフラ事業

- Decrease in profits due to reduced sales in the hosting business and increased data center costs

DX事業

- Decrease in profits due to an increase in LINKDrive costs

FY2022 Quarterly Comparison

- Sales and operating profit saw an increase in revenues and profits compared to Q3
- Ordinary profit saw a decrease in profits compared to Q3 due to the impact of currency fluctuation

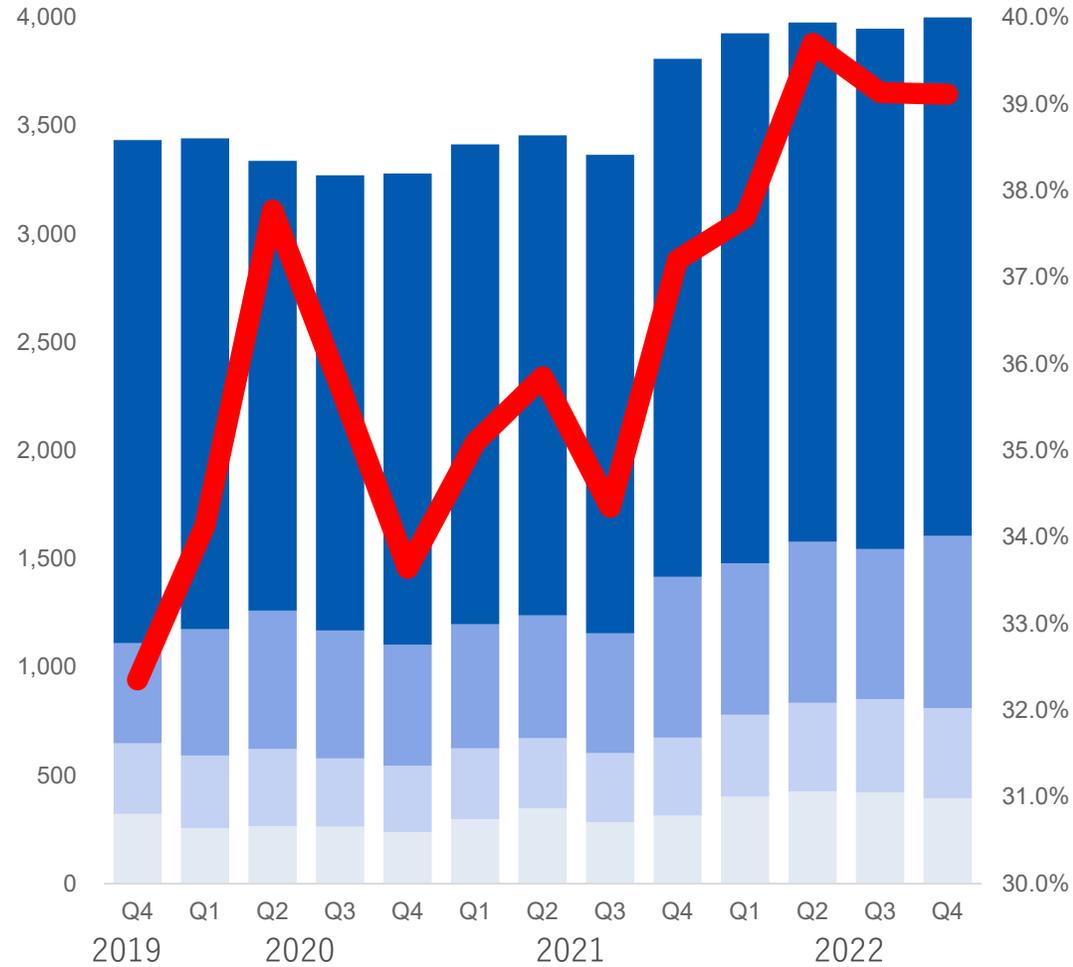
Unit : Million Yen	FY2021 4Q	FY2022 1Q	FY2022 2Q	FY2022 3Q	FY2022 4Q	QoQ
Sales	3,808	3,929	3,977	3,947	4,106	+4.0%
Operating Profit	497	517	381	109	132	+20.4%
Ordinary Profit	479	558	426	184	45	△75.5%
Profit Attributable to Owners of Parent	△ 23	403	294	101	47	△53.3%

By Region

Sales
(Million Yen)

2022Q4 Overseas Ratio
39.1% (1,606M)

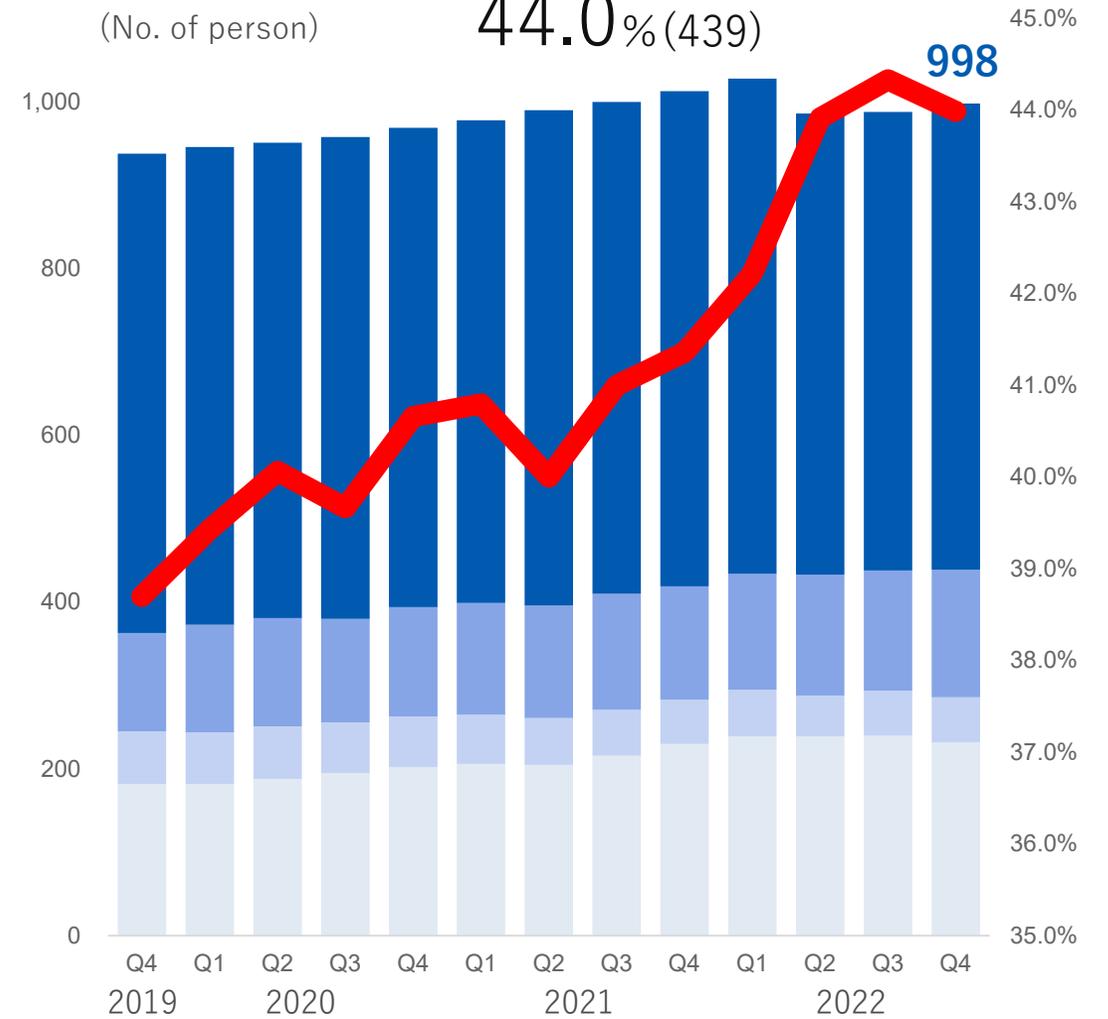
4,106



Number of employees*
(No. of person)

2022Q4 Overseas Ratio
44.0% (439)

998



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

FY2023 Annual Forecast

- Continuing strategic investment in GMO Sign aiming at medium to long-term business expansion
- Planning increase in revenues and profits due to growth in the Digital Certificate and eSignature Segment

Unit : Million Yen	FY2022 (Actual)	FY2023 (Forecast)	Forecast against Actual
Sales	15,960	17,080	+ 7.0%
Operating Profit	1,141	1,506	+ 32.0%
Ordinary Profit	1,215	1,504	+ 23.7%
Profit to Owners of parent	846	886	+ 4.6%
Net Earnings per Share(Yen)	41.98	76.91	-

FY2023 Annual Forecast〔Segment〕

- The Cloud Infrastructure Segment will see a decrease in profits due to appropriating data center relocation costs resulting from enhancing BCP measures

Sales

Unit: Million Yen	FY2021 (Actual)	FY2022 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	9,463	10,440	+10.3%
Cloud Infrastructure	5,958	6,037	+1.3%
DX	1,123	1,125	+0.2%
Internal Transaction	△584	△ 522	—
Total	15,960	17,080	+7.0%

Operating Profit

Unit: Million Yen	FY2021 (Actual)	FY2022 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	1,179	1,491	+26.5%
Cloud Infrastructure	330	197	△40.3%
DX	△344	△ 167	—
Internal Transaction	△24	△ 15	—
Total	1,141	1,506	+32.0%

2. Business Overview

Digital Certificate and eSignature Segment

Digital Certificate and eSignature Segment



GMO Sign

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



GlobalSign
by **GMO**

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



GMO TrustLogin

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

Increased
2.7-fold
YoY



Domestic market share **No.1**

 Companies that have introduced GMOsign

Digital Signature Segment and

Increased
2.2-fold
YoY



E-contract service market
Number of Contract
Transmissions

No.1

GMO Sign to be introduced at 30 public organizations



Aiming for a triple achievement by becoming **No.1** in the number of local governments using GMO Sign

 Local governments that have introduced GMOsign

Tokyo Prefecture	Gunma Prefecture	Yamaguchi Prefecture	Oita Prefecture
Fukuoka City, Fukuoka Prefecture	Toyota City, Aichi Prefecture	Kawasaki City, Kanagawa Prefecture	
Yokosuka City, Kanagawa Prefecture	Higashiosaka City, Osaka Prefecture	Toyonaka City, Osaka Prefecture	
Chigasaki City, Kanagawa Prefecture	Tatsuno City, Hyogo Prefecture	Amami City, Kagoshima Prefecture	
Inabe City, Mie Prefecture	Sanjo City, Niigata Prefecture	Sakai City, Fukui Prefecture	
Shiso City, Hyogo Prefecture	Nagahama City, Shiga Prefecture		

Expand the number of contracted companies with paid subscriptions through the promotion of specialized DX

Audit Trail Management DX

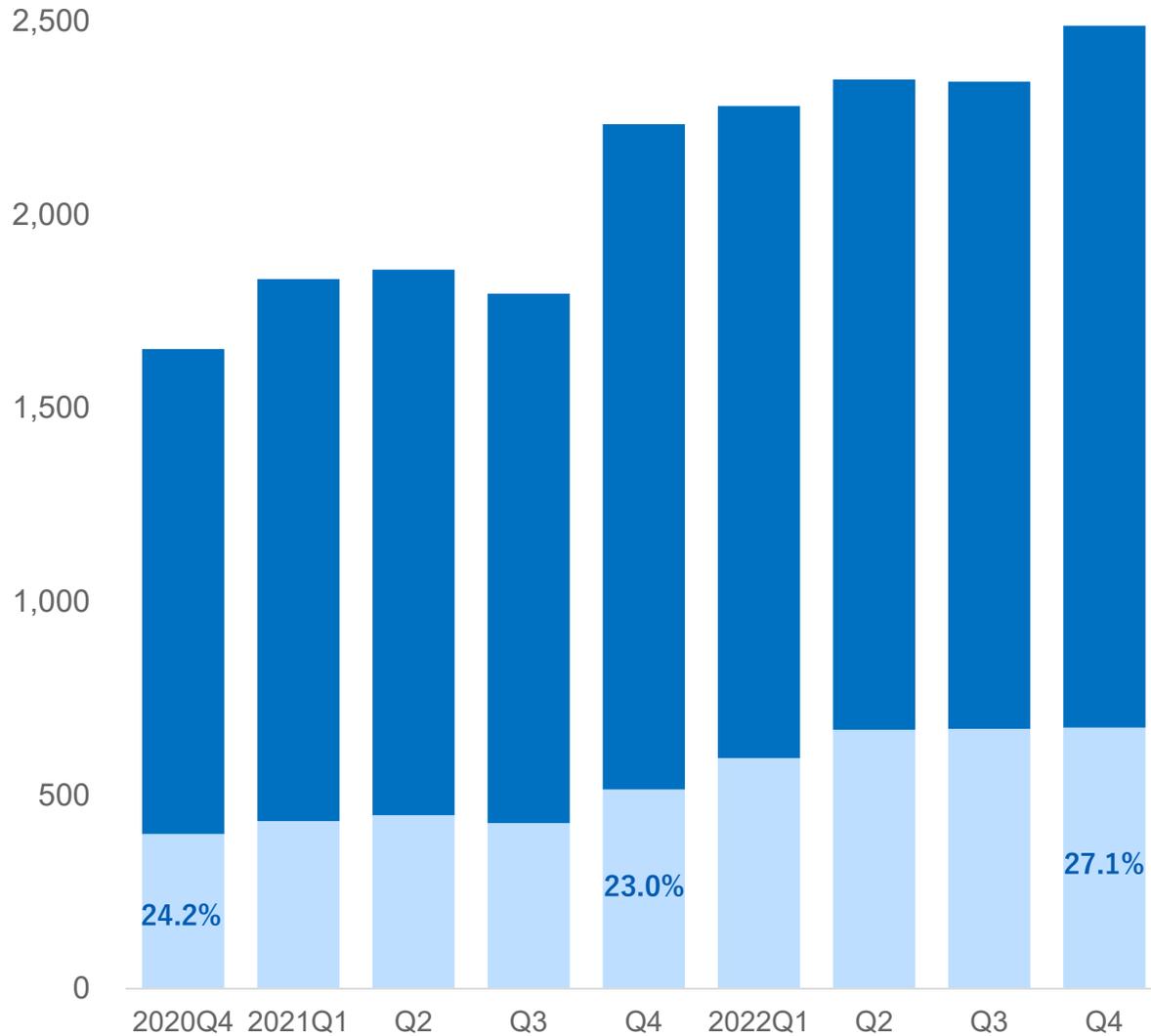
Manages quality control documentation for the pharmaceutical, medical device, and food industries in one place

品質マネジメントシステム
GxPの管理文書を電子化



Changes in Sales by Product

Digital Signature Segment and



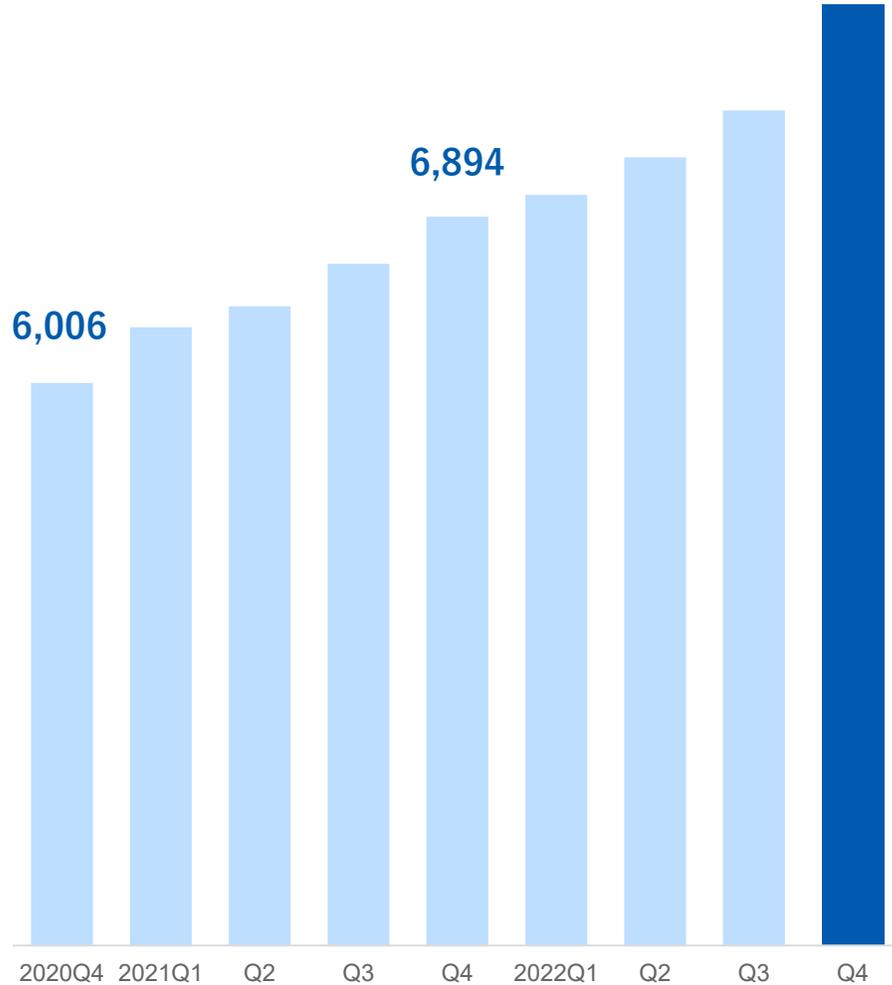
SSL sales increased in Europe and Asia

Unit :
Million Yen

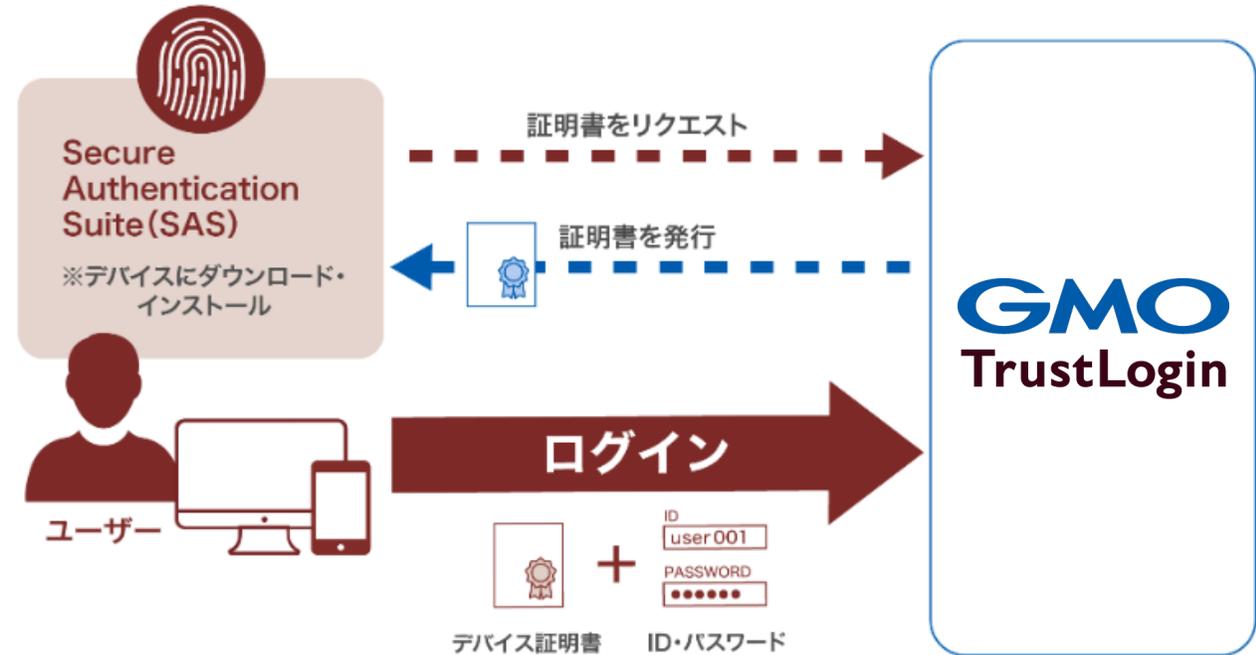
■ SSL ■ e-signatures, other

Number of Using Companies

8,028 companies*



Released function to restrict devices

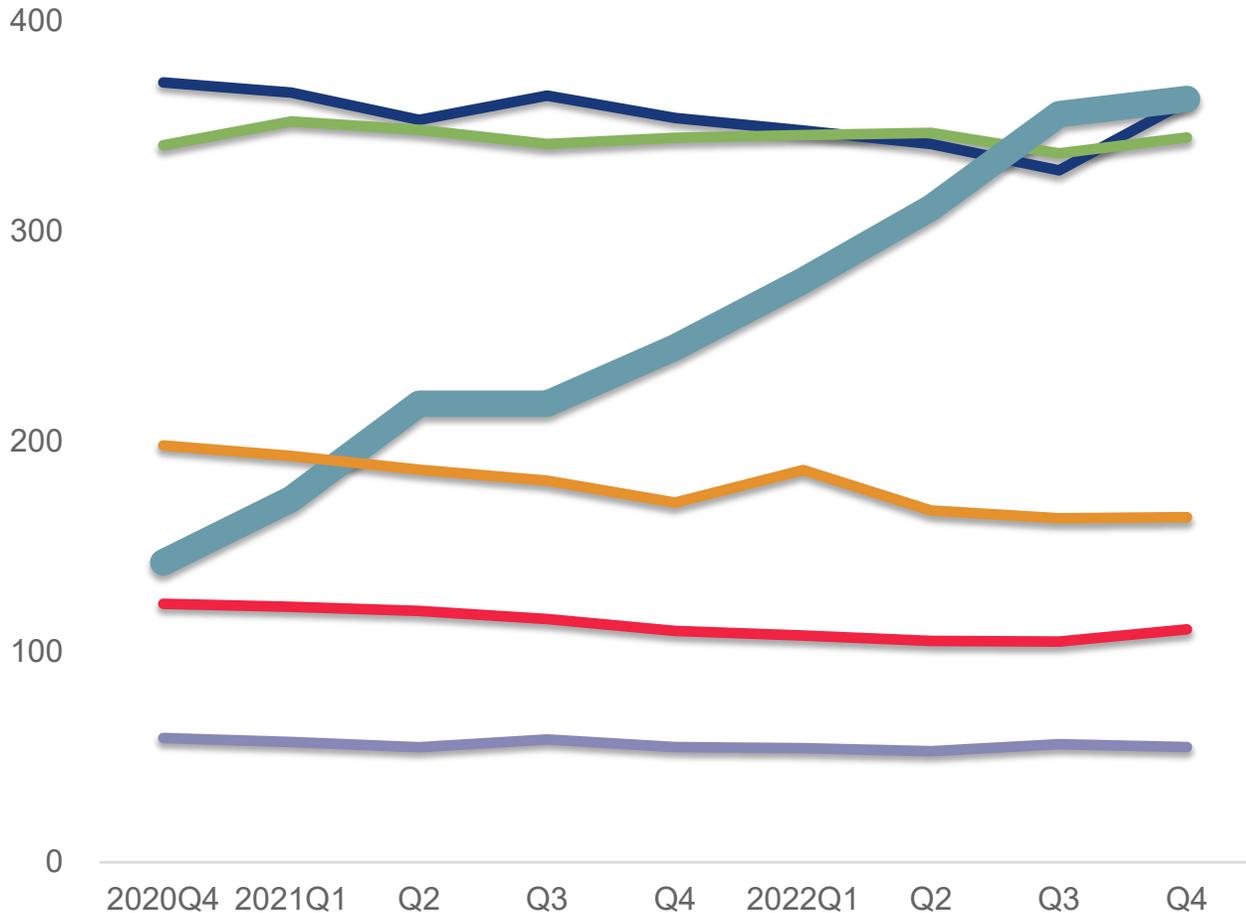


* Number of enterprises using TrustLogin by GMO. One account per business operator (enterprise or individual). If multiple accounts are used, the duplicates are eliminated.

Cloud Infrastructure Segment

Product Sales

Unit :
Million Yen



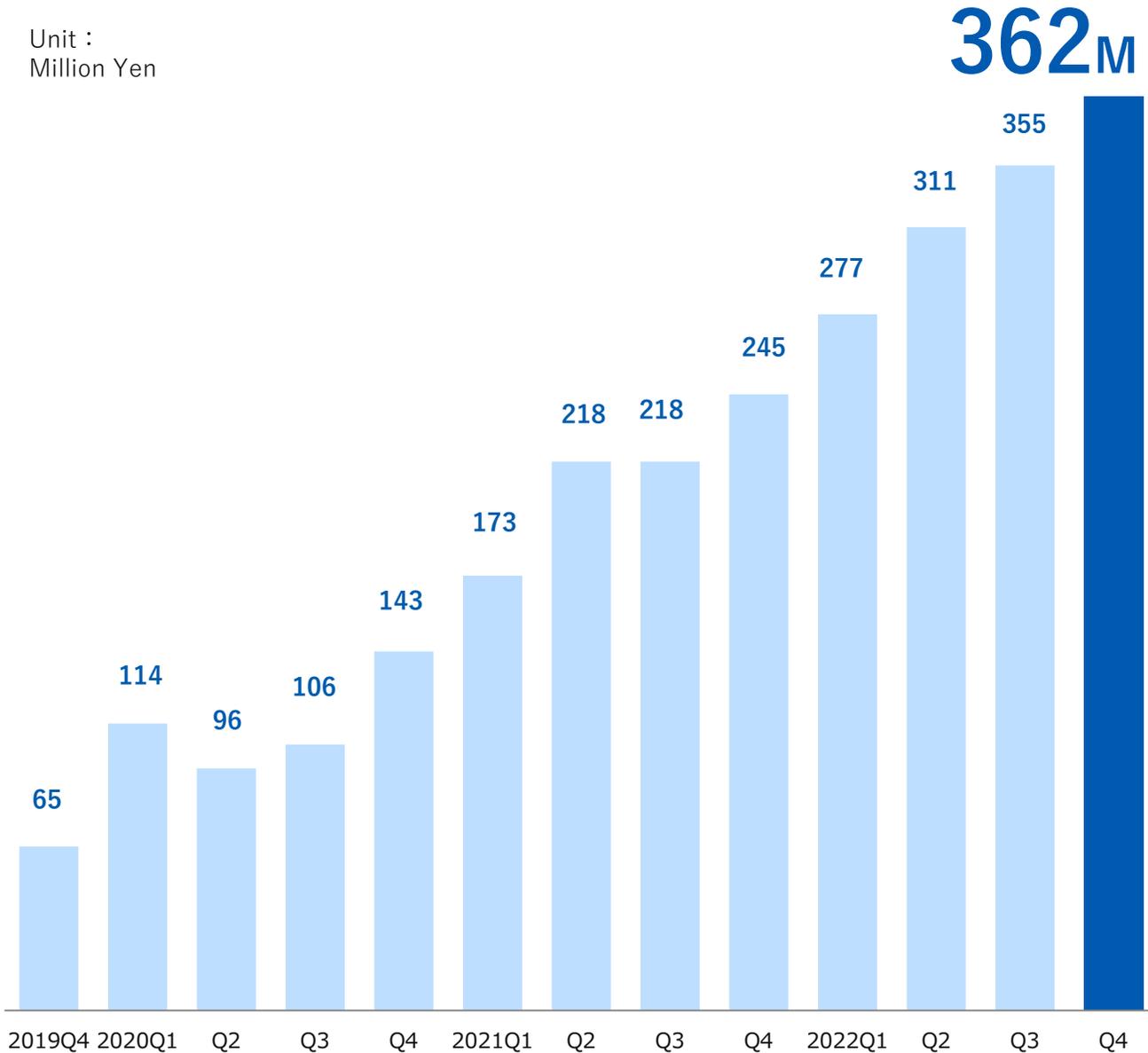
Leveraged our strengths in the security sector to promote service enhancement

- ✓ Began offering AWS Managed Security Enhanced 24/7 security monitoring and operations
- ✓ Revised service contents and enhanced security measures

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

Unit :
Million Yen

Cloud Infrastructure Segment



FY2022 Consolidated

Sales : **1,305**百万円

YoY : **+53.1%**



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

DX Segment

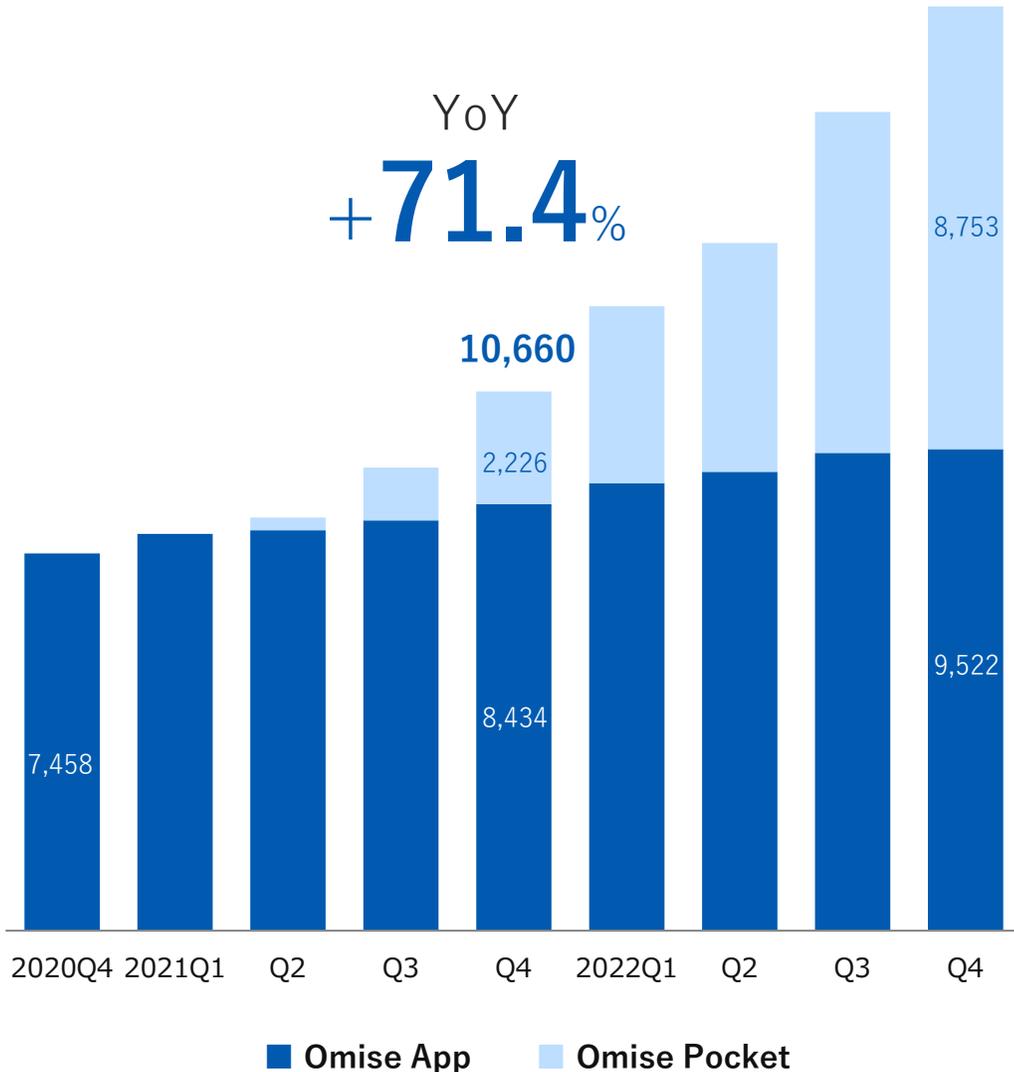
Number of Shops Using App **18,275**

**モバイル商品券
プラットフォーム**
by **GMO**

Linking with the Individual Number Card and linking with bank accounts via eKYC implemented with the aim of horizontal expansion across local governments nationwide

Digitization of premium gift certificates issued by local governments

YoY
+71.4%



	広島マチナカで使える モバイルプレミアム商品券「タウペイ」		スクラム高槻 地元のお店応援券
	さっぽろ〇得クーポン		養老町商工会の加盟店舗で利用できる電子マネー「養老Payアプリ」
	岐阜県池田町 「池田町まちを明るくする商品券 第4弾」		岐阜県郡上市 電子商品券「郡上市ふるさとコイン」

DX Segment

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

GMO GlobalSign HD
● **GlobalSign**