

Q1 2023 Financial Results Briefing Slides

GMO GlobalSign • Holdings K.K.

Code : 3788

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1. Q1 2023 Financial Results and Topics

Year on Year Increase in Revenues and Decrease in Profits

Progress is mostly as expected toward the consolidated results forecast

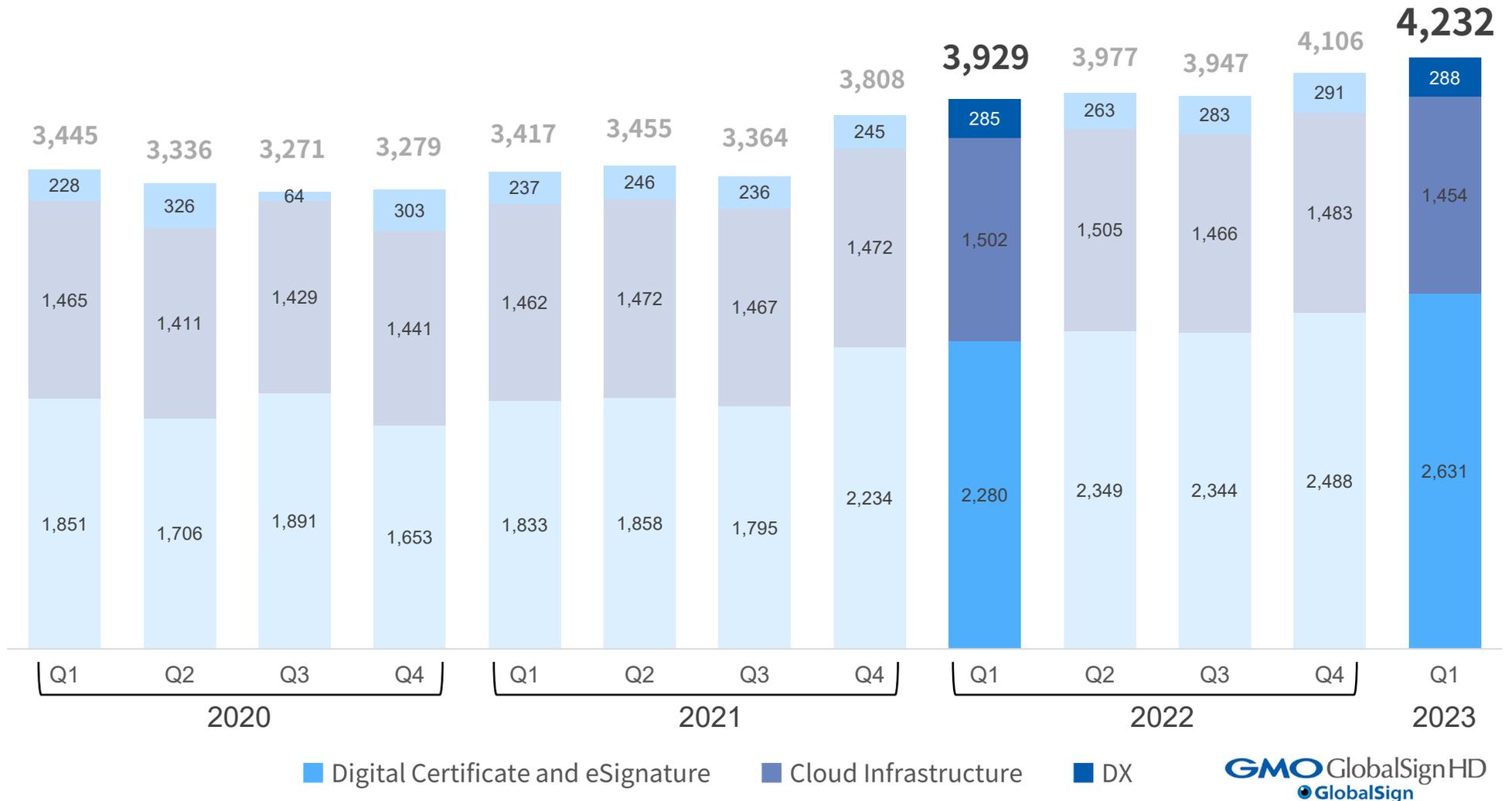
- Achievement ratio of the consolidated results forecast rose steadily with sales at 24.8% and ordinary profit at 31.1%
- Sales in the Digital Certificate and eSignature segment increased by 15.4% year on year (consolidated +7.7%)
- Advertising expenses, especially strategic investments in GMO Sign, increased by approximately 120 million yen year on year
- Personnel expenses increased by approximately 170 million yen year on year due to strengthened hiring, base-pay increase, etc.

FY2023 Q1 Consolidated Sales and Profit

	FY2022	FY2023	YoY	FY2023 (Forecast)	Achievement Ratio
Unit : Million Yen					
Sales	3,929	4,232	+7.7%	17,080	24.8%
Operating Profit	517	384	△25.9%	1,506	25.5%
Ordinary Profit	558	467	△16.3%	1,504	31.1%
Profit Attributable to Owners of Parent	403	297	△26.3%	886	33.5%

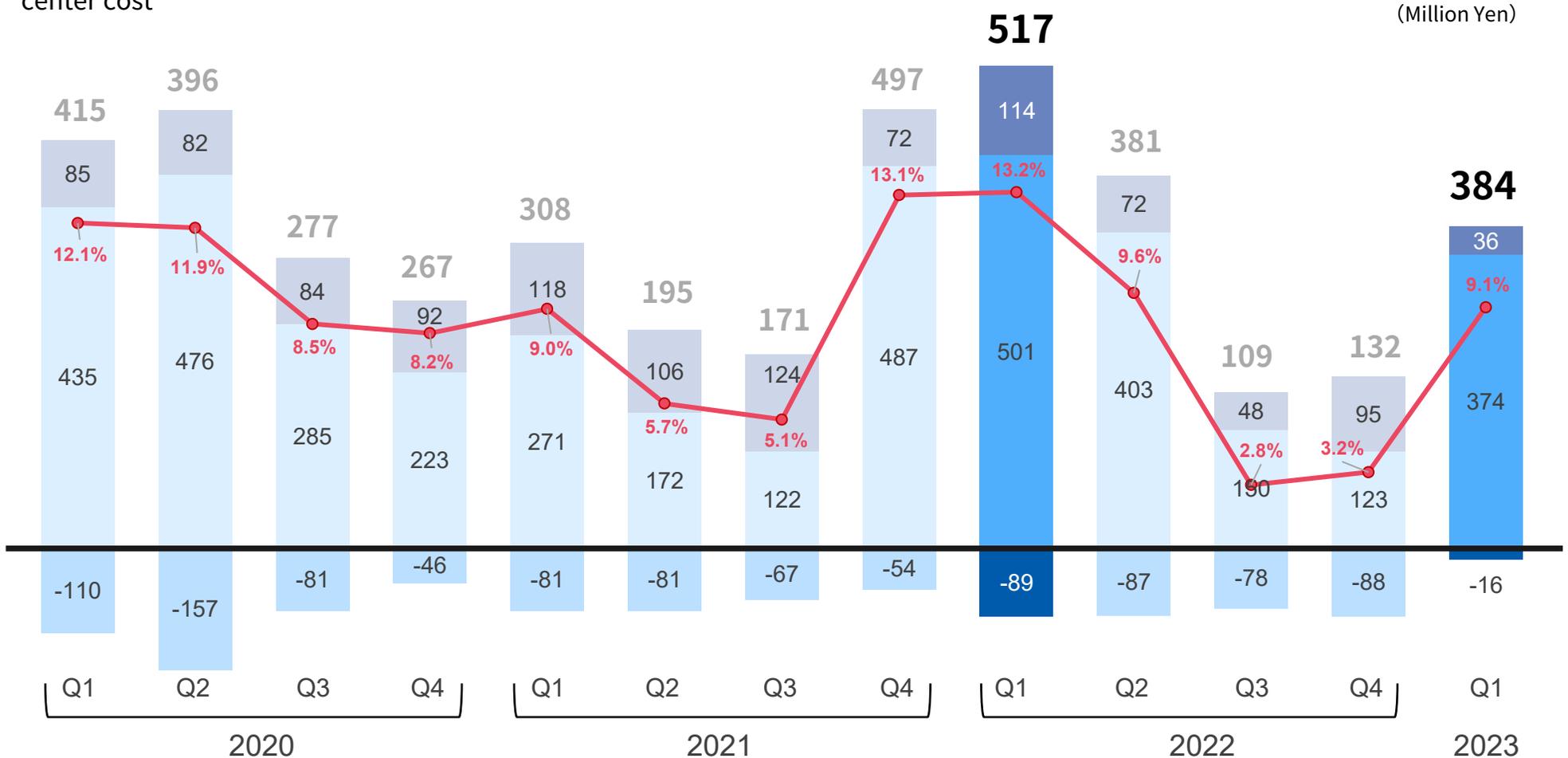
Quarterly Trend in Net Sales

Increased sales year on year due to growth of GlobalSign and GMO Sign (Million Yen)



Quarterly Trend in Operating Profit

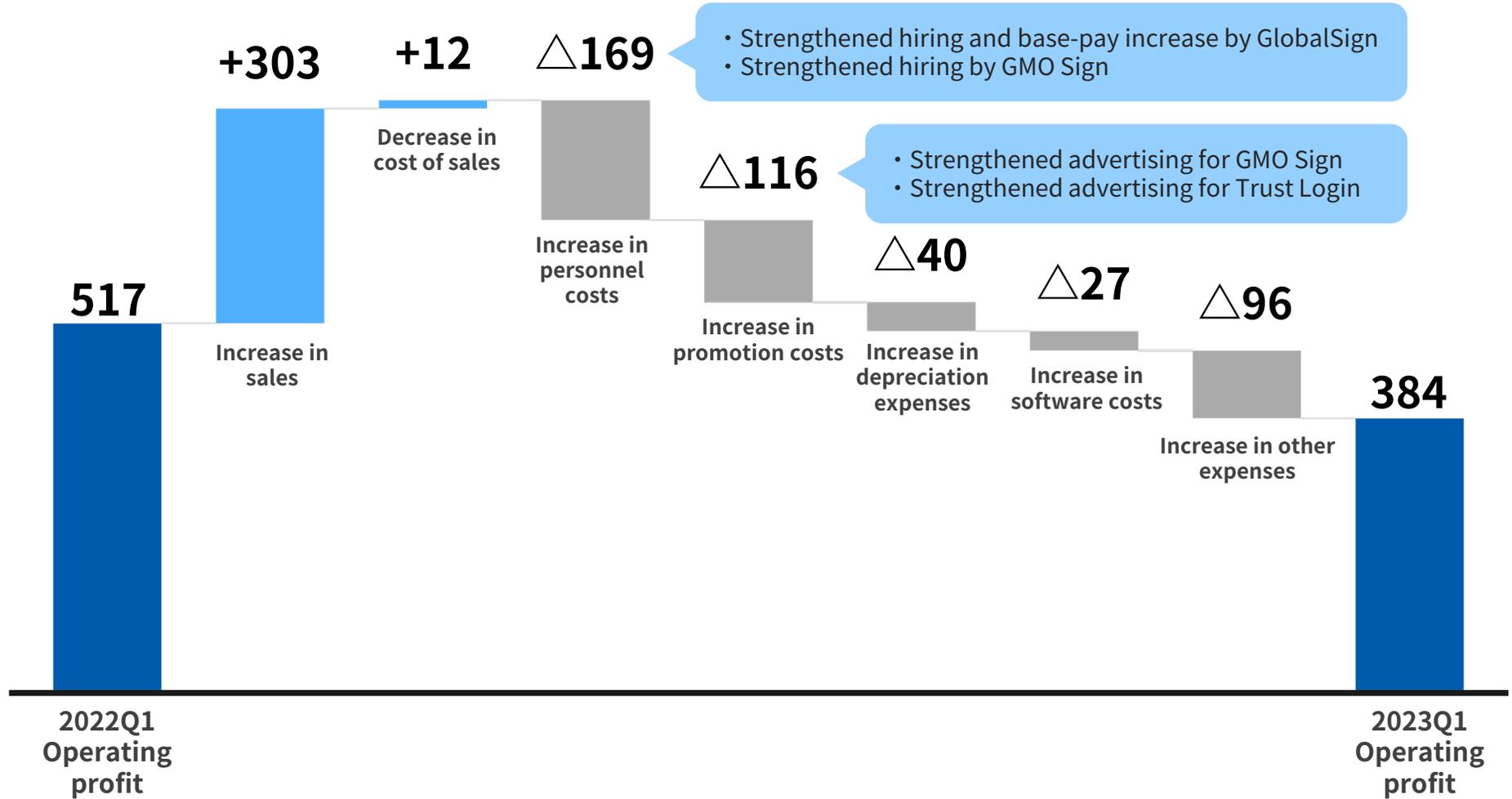
- Increased personnel expenses and advertising expenses due to strategic investments in the Digital Certificate and eSignature segment
- Increased costs of revenues due to strengthened products in the Cloud Infrastructure segment and increased data center cost



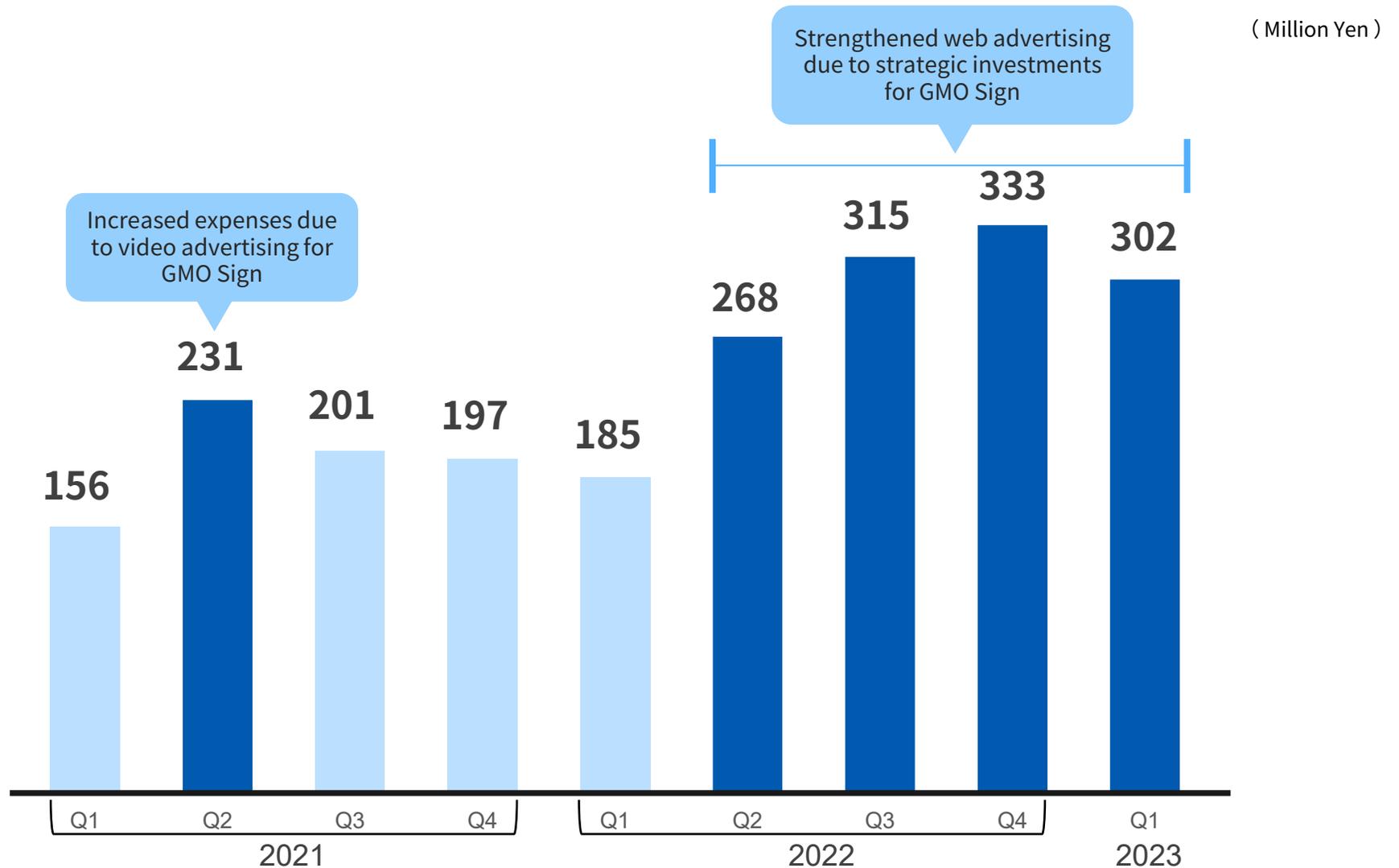
■ Digital Certificate and eSignature
 ■ Cloud Infrastructure
 ■ DX
 ■ Operating profit ratio

Analysis of Fluctuations in Operating Profit

(Million Yen)



Trends in promotion expenses



FY2023 1Q Quarterly Comparison by Segment

Sales

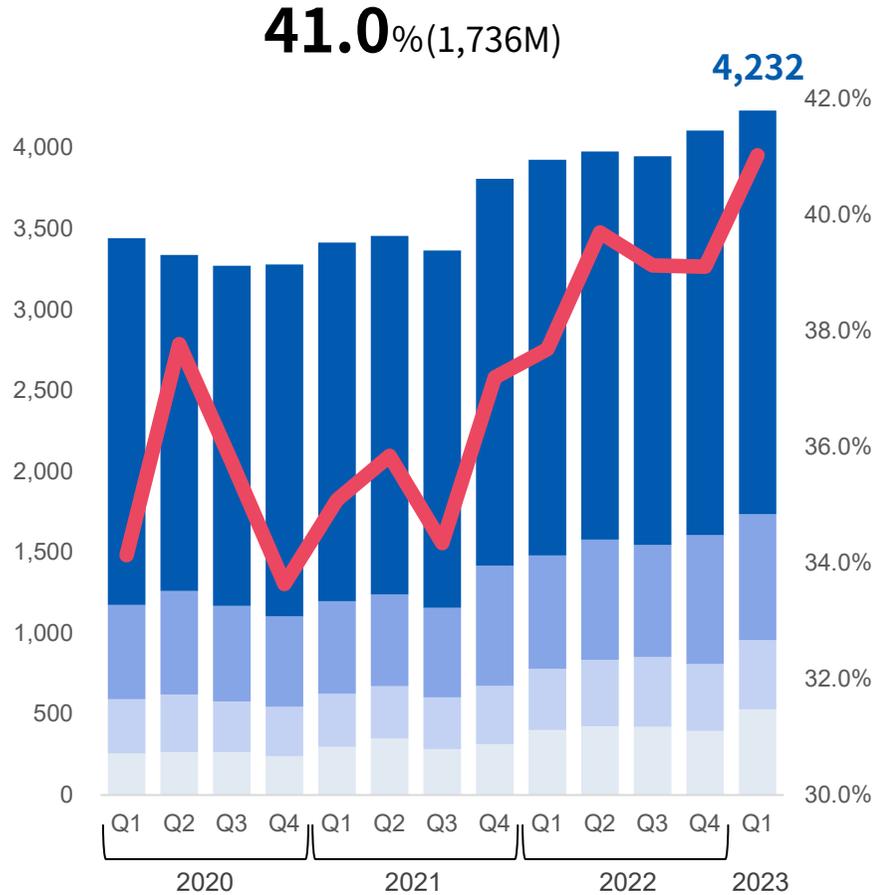
Unit: Million Yen	FY2022 (Actual)	FY2023 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	2,280	2,631	+ 15.4%
Cloud Infrastructure	1,502	1,454	△ 3.2%
D X	285	288	+ 1.0%
Internal Transaction	△139	△139	-
Total	3,929	4,232	+ 7.7%

Operating Profit

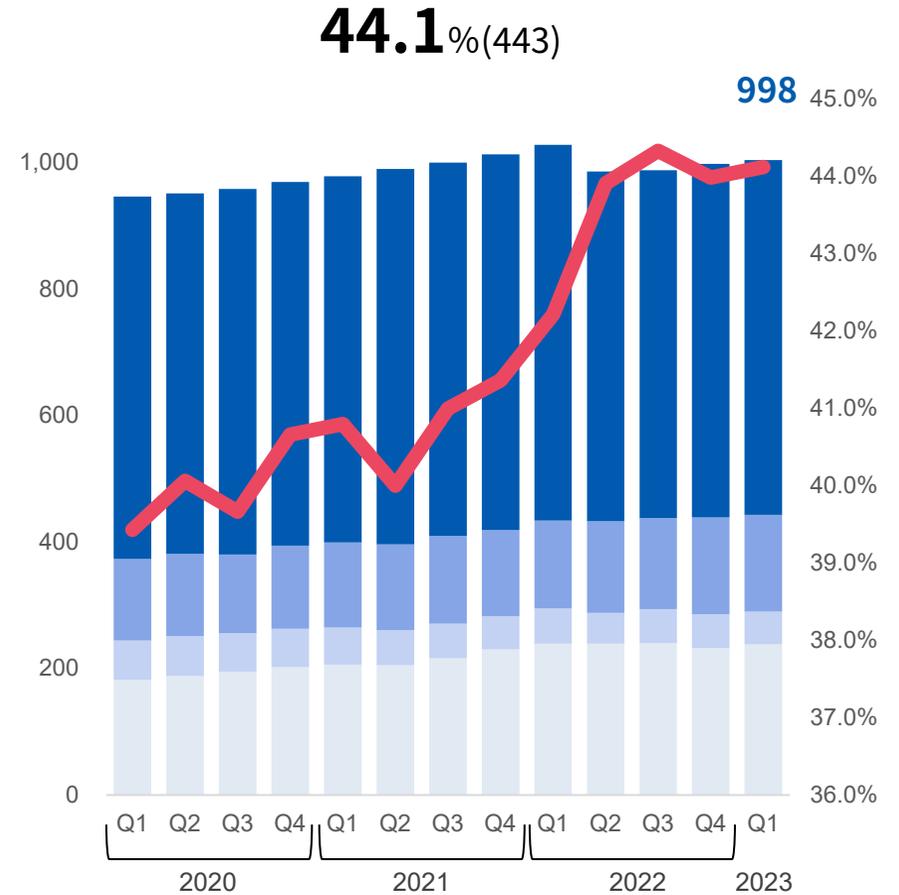
Unit: Million Yen	FY2022 (Actual)	FY2023 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	500	374	△ 25.3%
Cloud Infrastructure	114	36	△ 68.1%
D X	△89	△16	-
Internal Transaction	△7	△7	-
Total	517	384	△ 25.9%

By Region (FY2023 1Q Overseas Ratio)

Sales
(Million Yen)



Number of employees※
(No. of person)



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

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



2. Business Overview



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

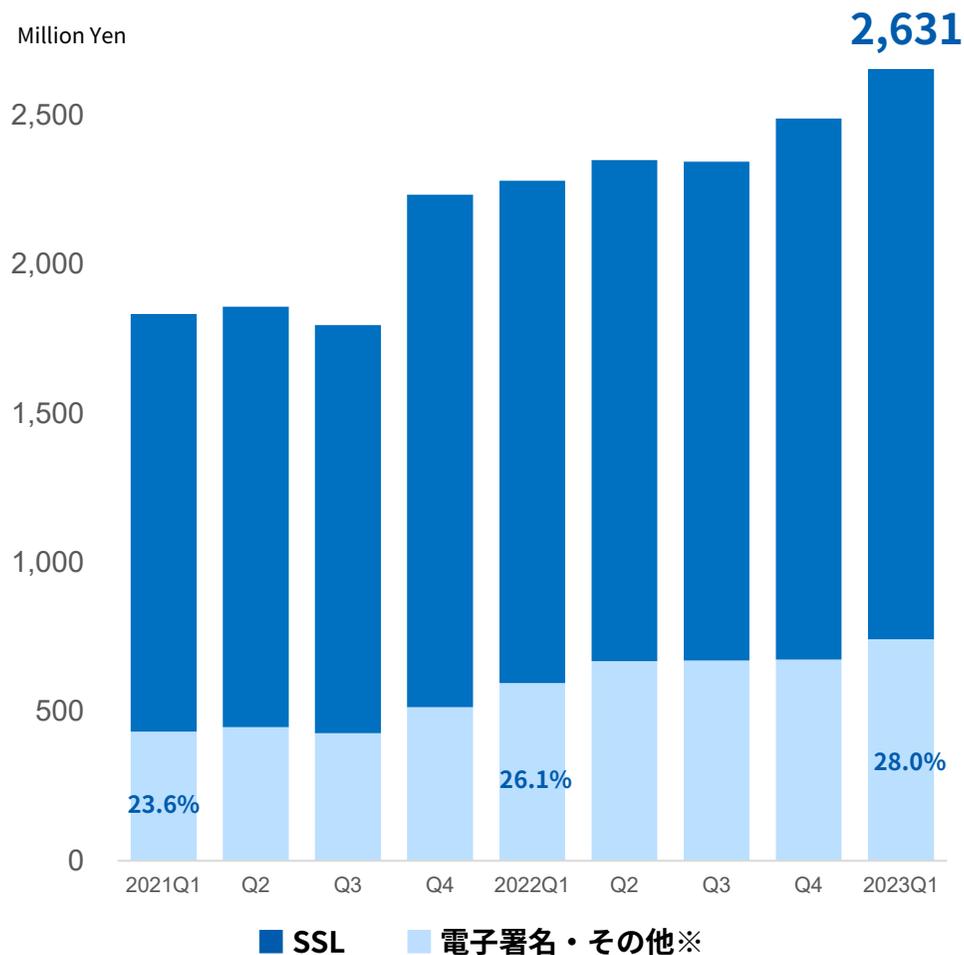
 **GlobalSign**[®]
by **GMO**

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

Changes in Sales by Product



**Increased sales of
GMO Sign and
Trust Login stocks**

※クライアント証明書、電子署名サービス、電子契約サービス、IDアクセス管理サービス等の売上高

Number of User Companies

1,256,000 companies Domestic market share **No.1**

Increased
2.1-fold
YoY



Companies that have introduced GMOsign



Number of Contract Transmissions



E-contract service market
Number of Contract
Transmissions

No.1

Digital Government

Introduced to Shibuya Ward, the first ever in Tokyo's 23 Wards

GMO Sign to be introduced at 30 public organizations



 Local governments that have introduced GMOsign

Tokyo Prefecture	Gunma Prefecture	Yamaguchi Prefecture	Oita Prefecture
Sibuya Ward, Tokyo 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
Hadano City, Kanagawa Prefecture		Sakado City, Saitama Prefecture	

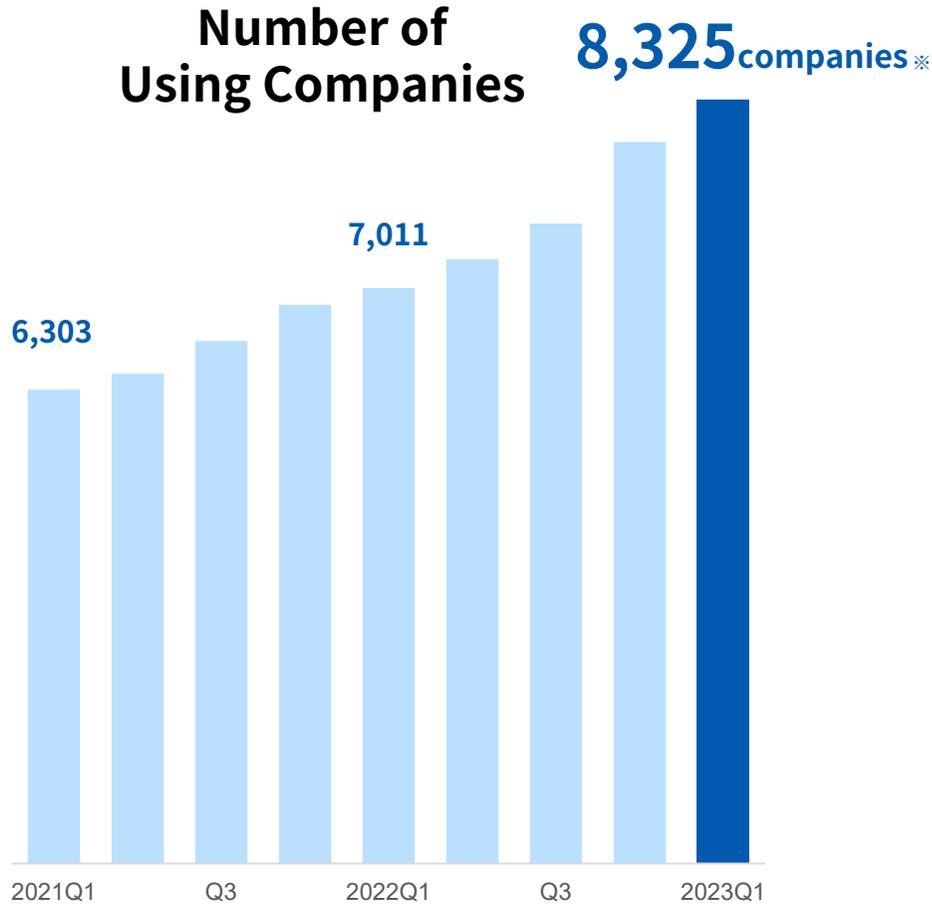
2023 Initiative

Business Partnership with MUFG Bank, Ltd.

Supports DX promotion from startup-stage to
small- and mid-sized companies



Single Sign On service



Strengthened SAML authentication collaborations

- Caught up with competitors in terms of functionality
- Sales grew well due to strengthened promotion

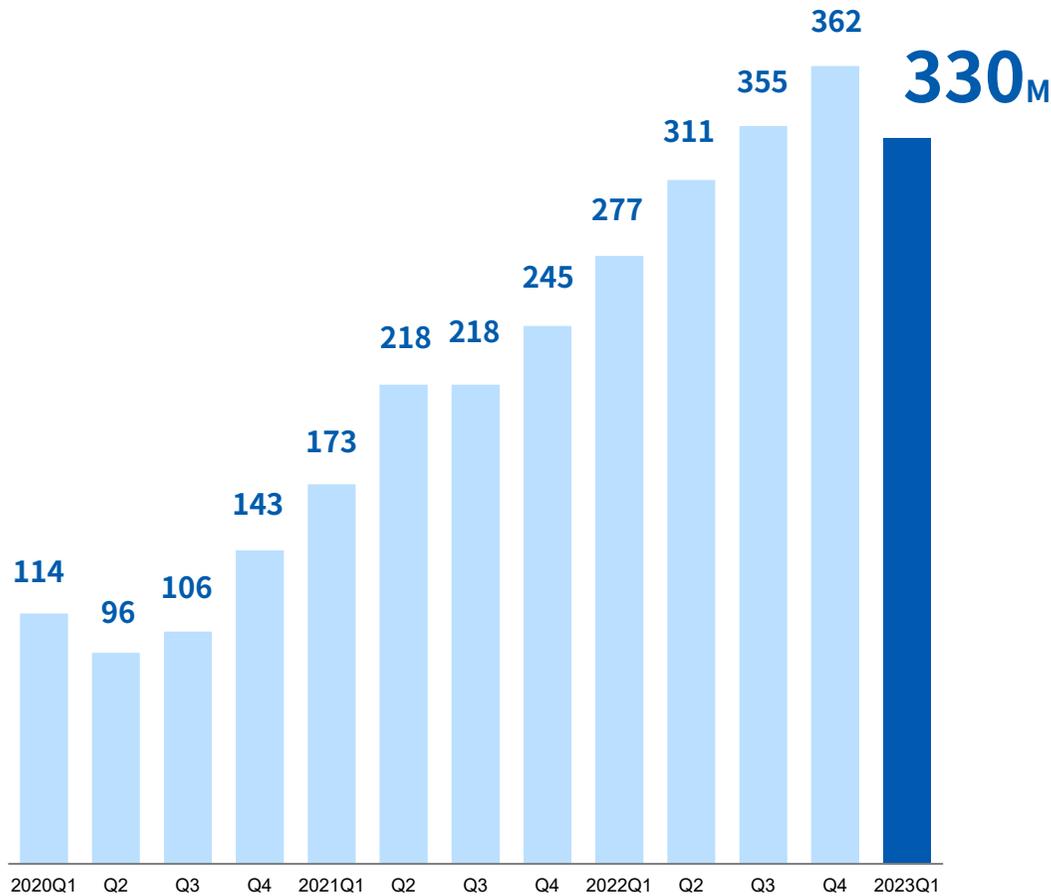


※Number of enterprises using TrustLogin by GMO. One account per business operator (enterprise or individual). If multiple accounts are used, the duplicates are eliminated.



Cloud Infrastructure Segment

Managed Cloud Service Sales



FY2023 Consolidated

Sales : **330M**

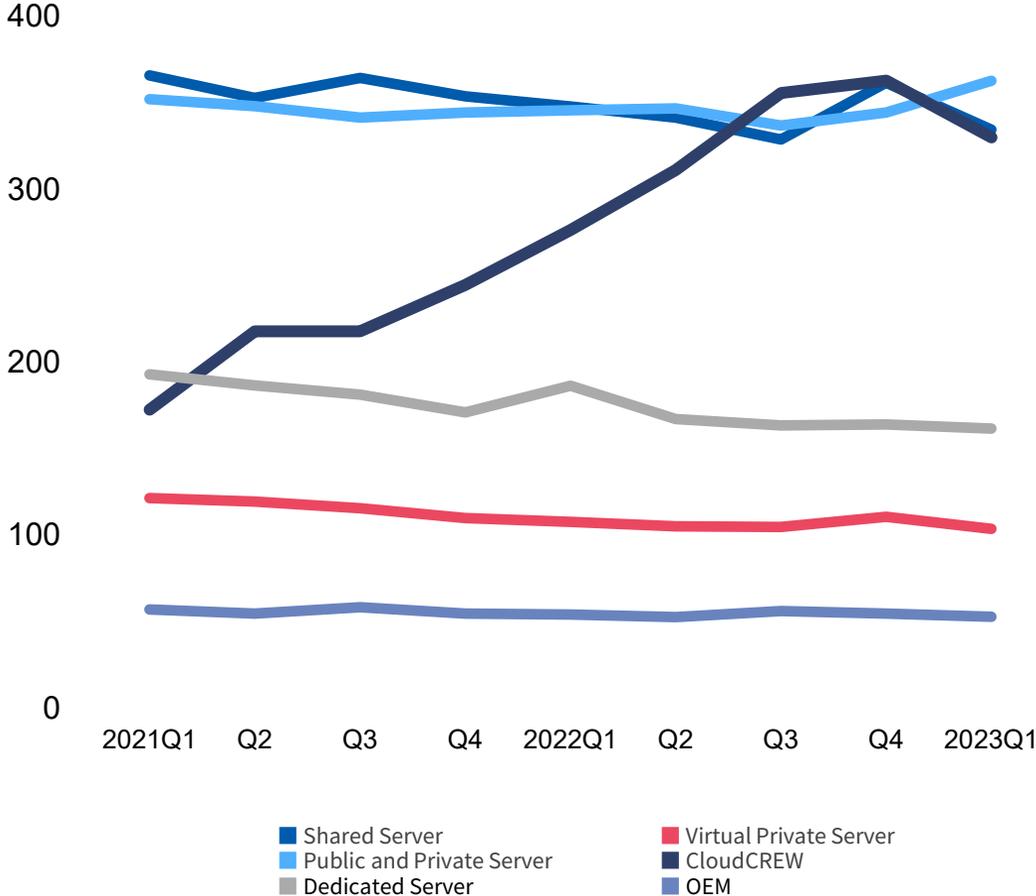
YoY : **+19.3%**



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

Product Sales

Unit :
Million Yen

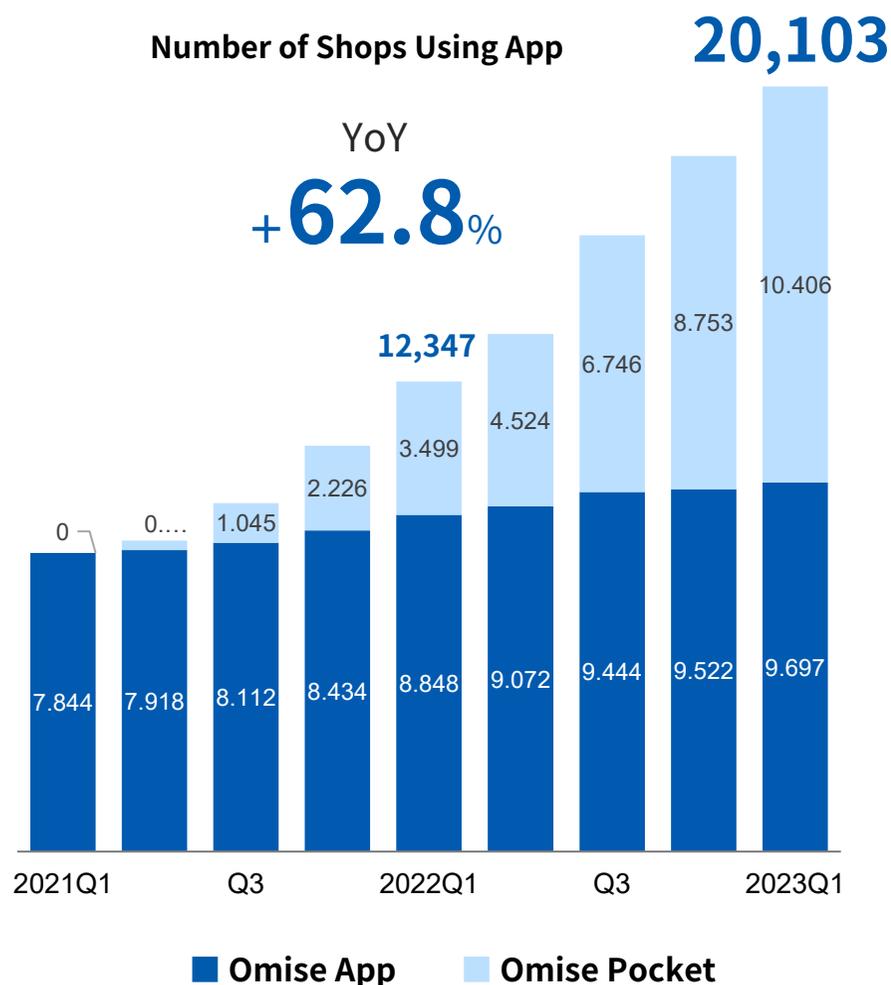


Despite a steady increase in recent orders, sales decreased due to exchange rate fluctuation and a slight decline in orders for cloud integration in the same period of the previous fiscal year



DX Segment

Web solution O2O



モバイル商品券 プラットフォーム by GMO

Orders increased steadily via JTB, TOYOTA FINANCE CORPORATION, and other agencies.

Introduction Achievements in Local Governments

Kyoto City,
Kyoto Prefecture

Yoro Town,
Gifu Prefecture

Sapporo City,
Hokkaido Prefecture

Godo Town,
Gifu Prefecture

Hiroshima City,
Hiroshima Prefecture

Ikeda City,
Gifu Prefecture

Kanazawa City,
Ishikawa Prefecture

Gujo City,
Gifu Prefecture

Change things with IT

GMO GlobalSign HD
● **GlobalSign**