



Q3 2023 Financial Results Briefing Slides

GMO GlobalSign • Holdings K.K.

Code : 3788

Contents

1. Q3 2023 Financial Results and Topics	3
2. Appendix	12
1. Digital Certificate and eSignature Segment	13
2. Cloud Infrastructure Segment	21
3. DX Segment	24



01. Q2 2023 Financial Results and Topics

Strong Growth in Core Businesses

電子印鑑なら
GMOサイン

- Sales **1.50**times
- Number of contracts **1.82**times
- Number of transmissions **1.91**times

GMO トラスト・ログイン

- Sales **1.56**times
- Number of contracts **1.34**times
- Number of Paid IDs **1.64**times

- Consolidated net sales increased by 8.3% year on year
- Net sales in the Digital Certificate and eSignature Segment increased by 13.3% year on year
- Achievement ratio of the consolidated results forecast: net sales at 75.1% and ordinary profit at 61.7%

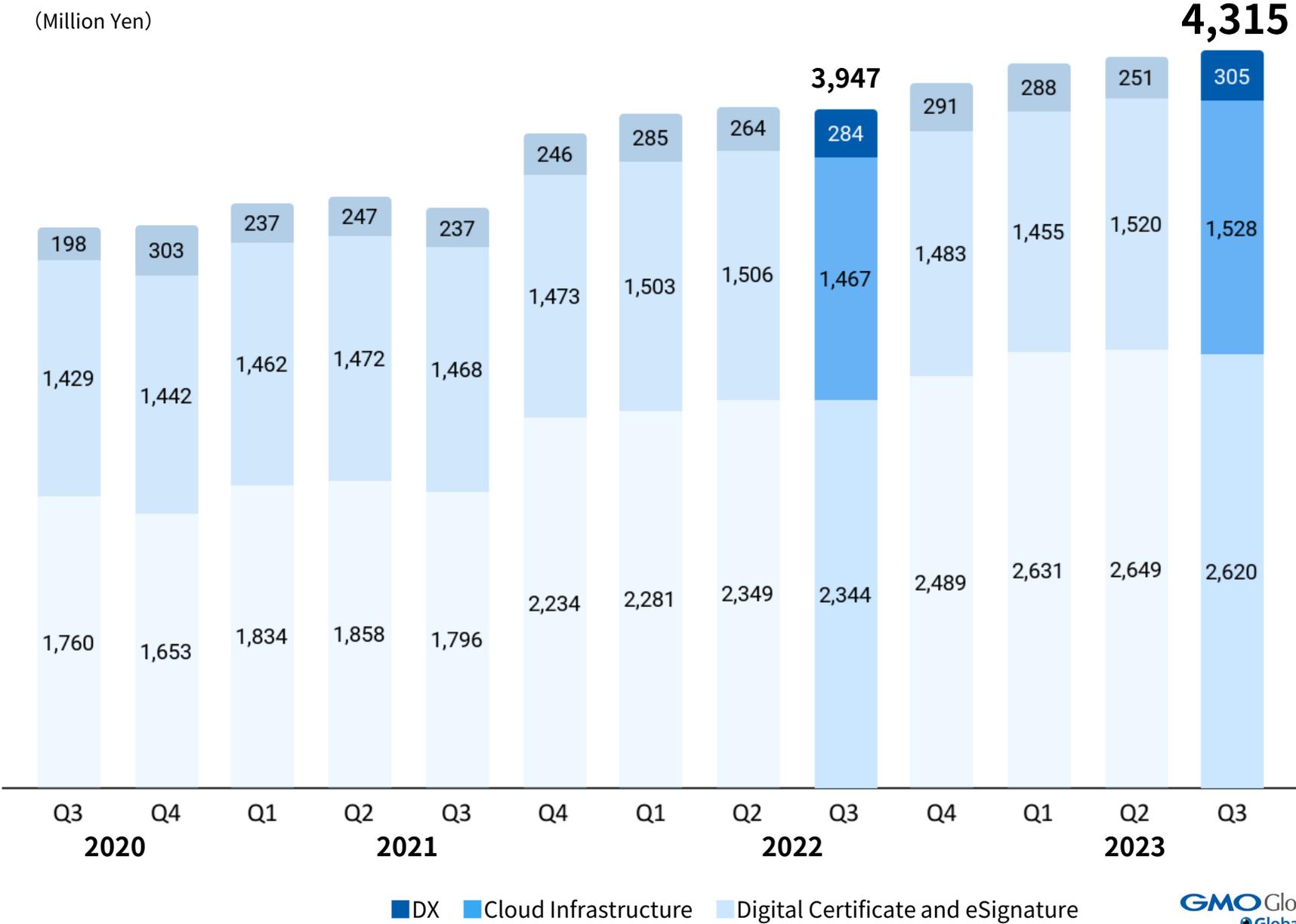
FY2023 Q3 Consolidated Sales and Profit

	FY2022	FY2023	YoY	FY2023 (Forecast)	Achievem ent Ratio
Unit : Million Yen					
Sales	11,853	12,835	+8.3%	17,080	75.1%
Operating Profit	1,008	854	△15.3%	1,506	56.7%
Ordinary Profit	1,170	927	△20.7%	1,504	61.7%
ProfitAttribut able to Owners of Parent	799	578	△27.7%	886	65.3%

Quarterly Trend in Net Sales

Increased net sales year on year due to continuous growth of GlobalSign and GMO Sign

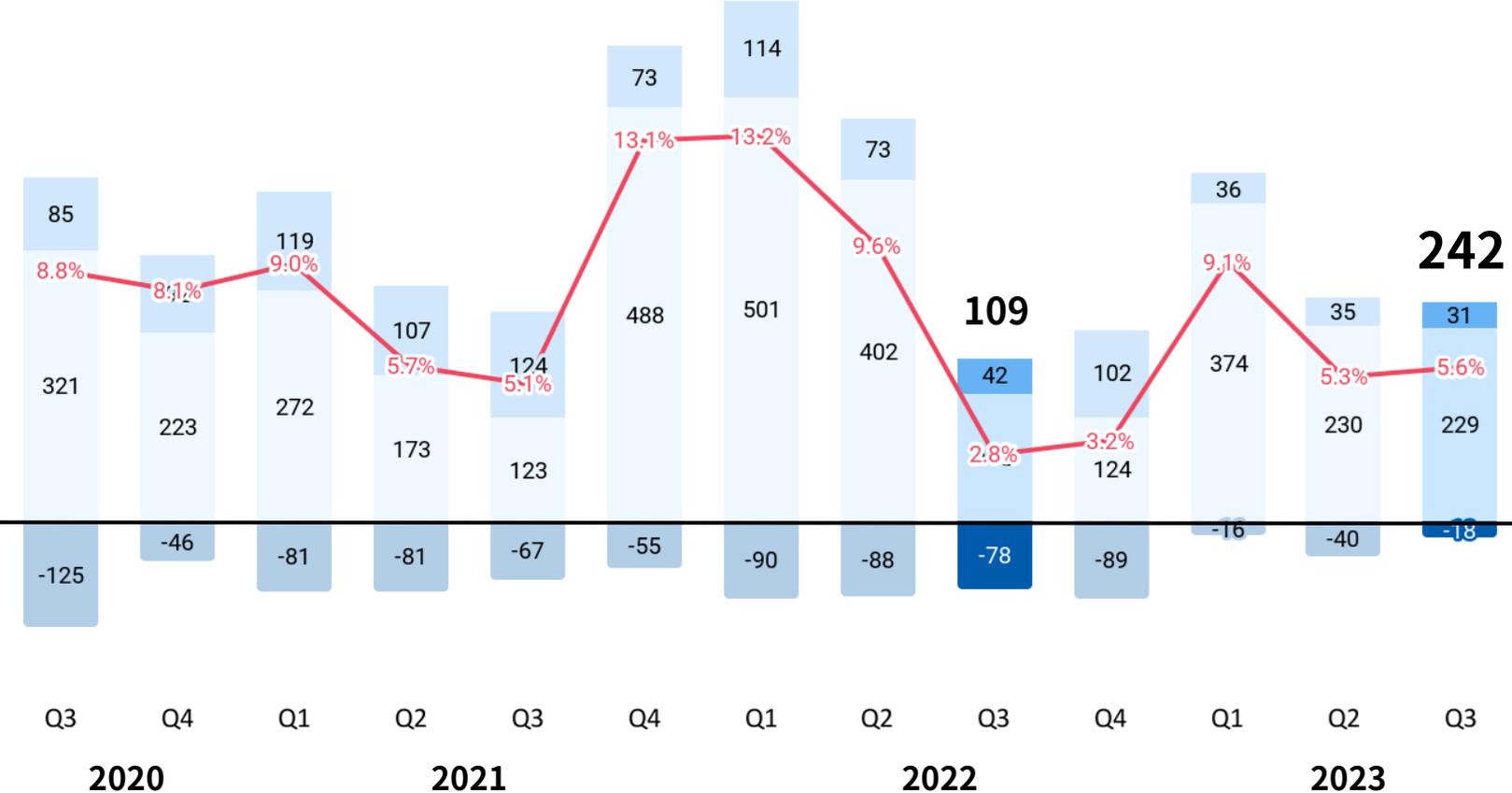
(Million Yen)



Quarterly Trend in Operating Profit

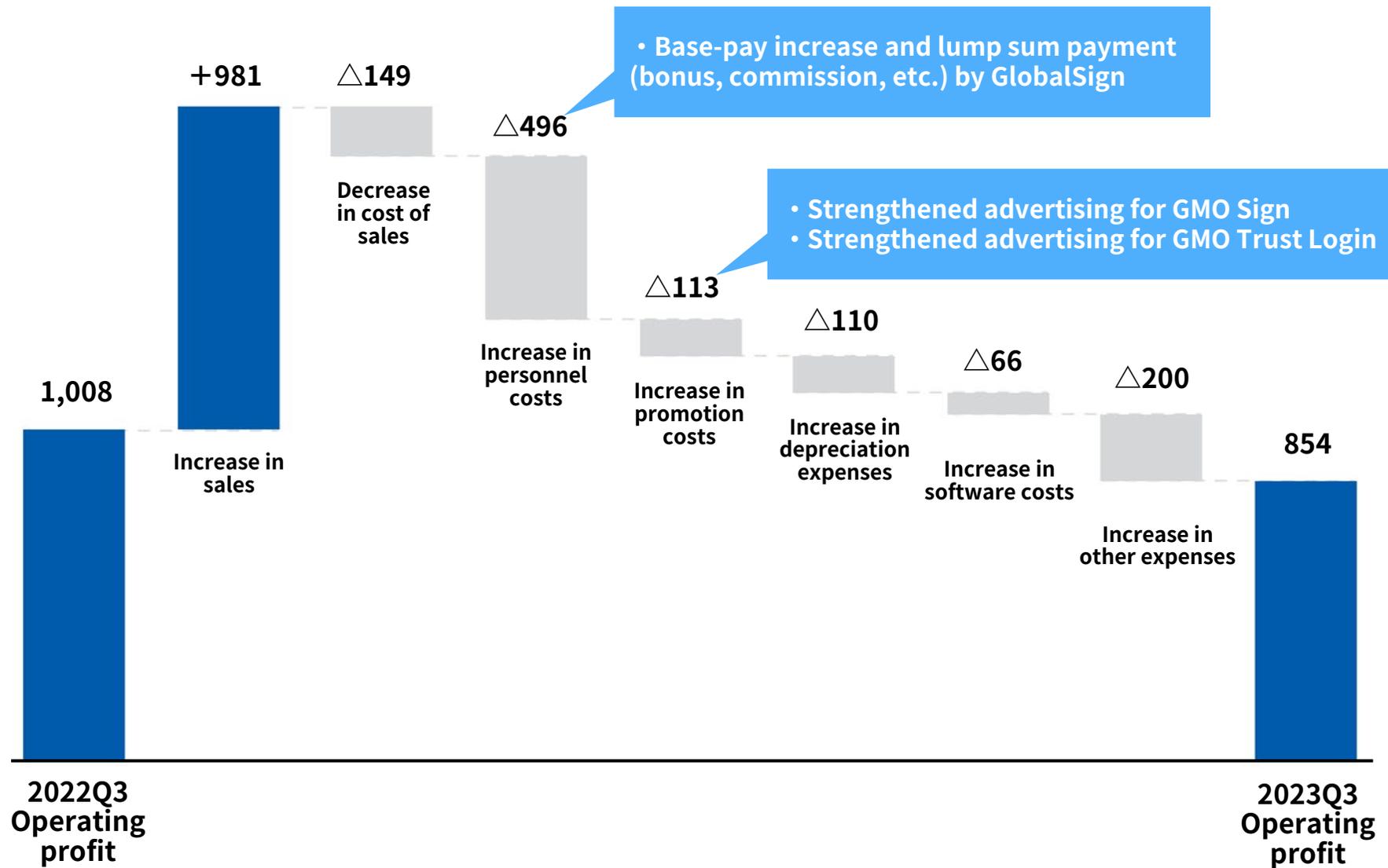
Increased operating profit year on year due to sales growth and optimized advertisement expenses for GMO Sign, despite increase in personnel expenses and depreciation and amortization for GlobalSign as well as increase in server transfer costs in cloud infrastructure business

(Million Yen)



Analysis of Fluctuations in Operating Profit

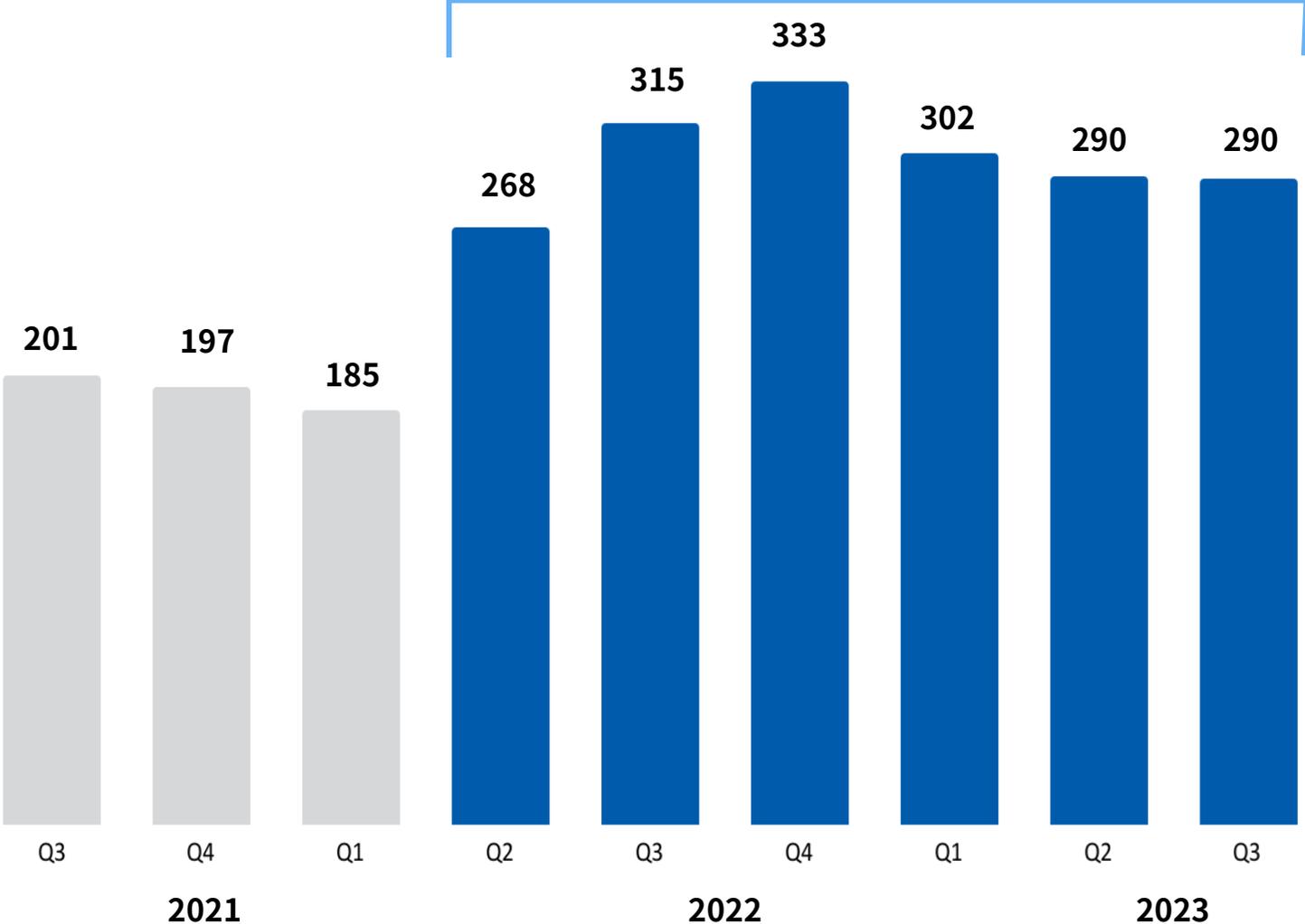
(Million Yen)



Trends in promotion expenses

(Million Yen)

Strengthened web advertising due to strategic investments for GMO Sign

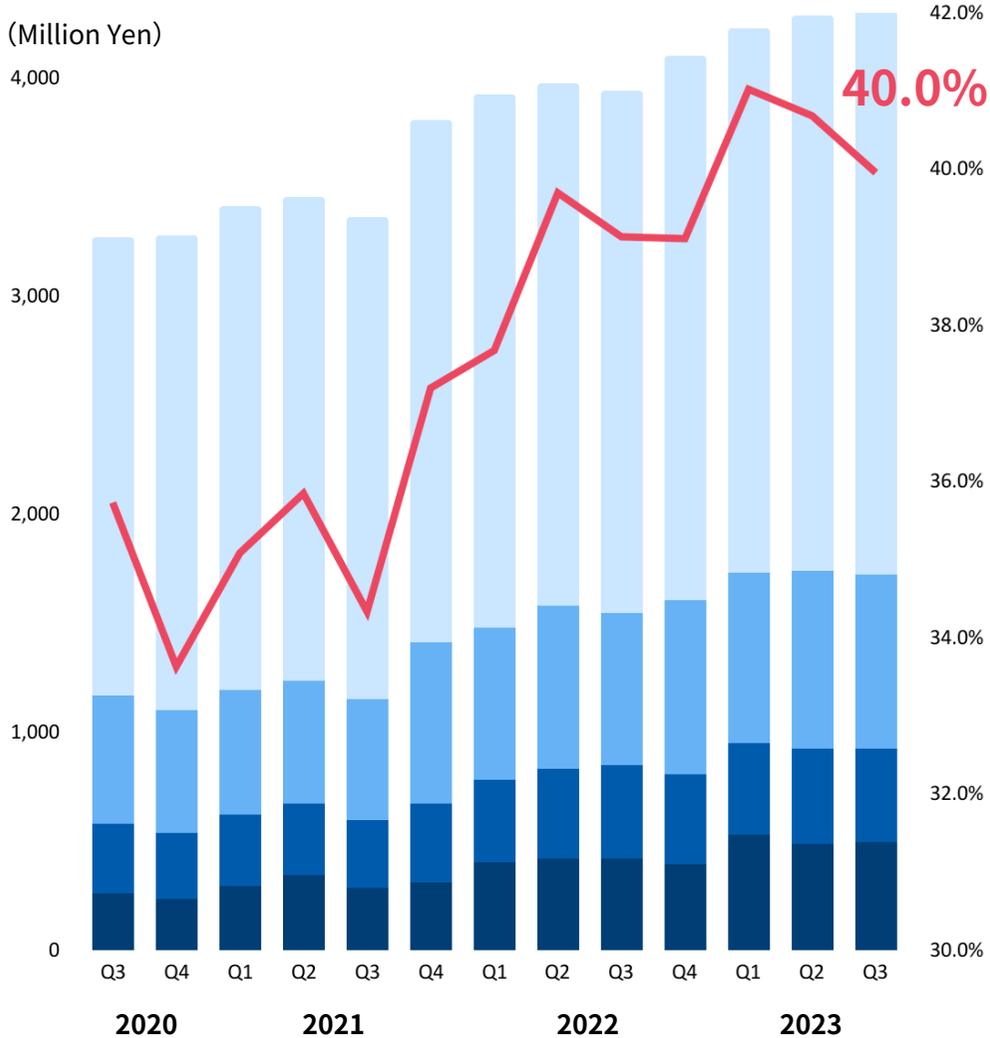


FY2023 3Q Quarterly Comparison by Segment

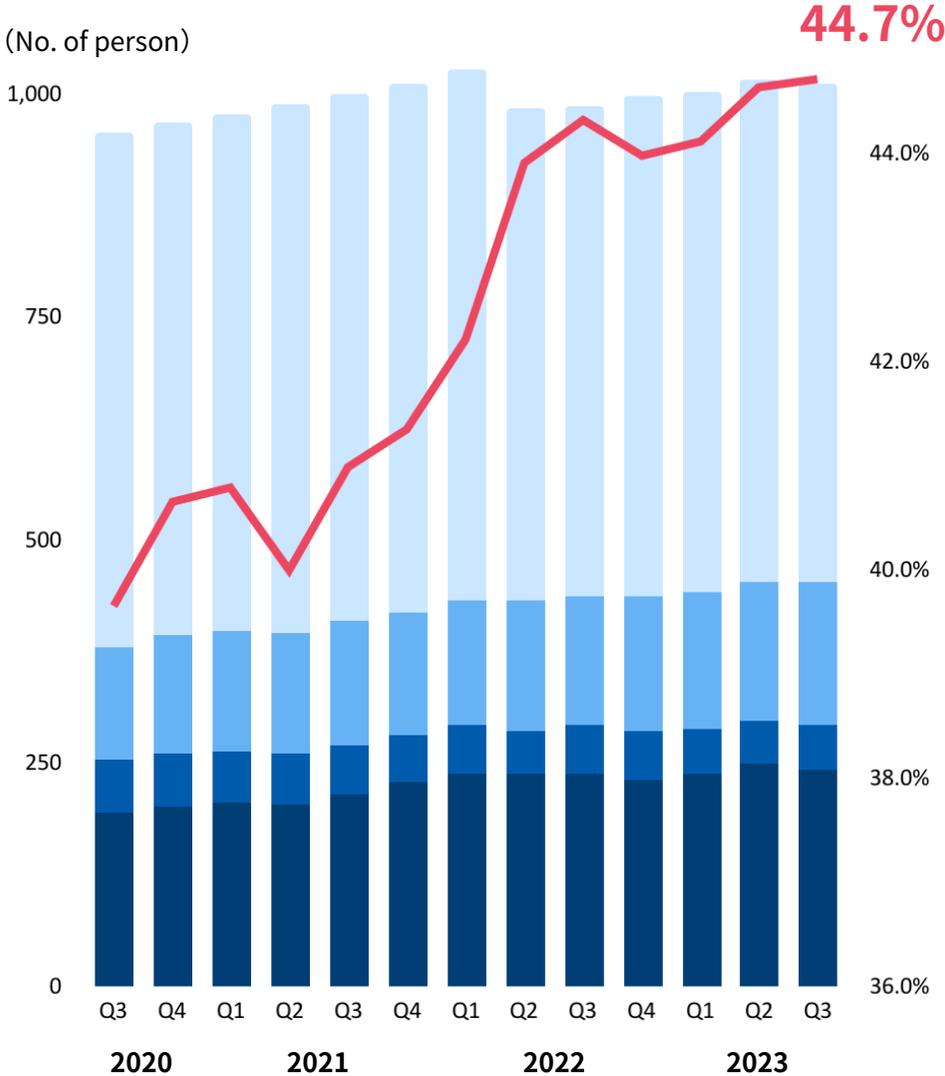
Sales				Operating Profit			
Unit: Million Yen	FY2022 (Actual)	FY2023 (Forecast)	Forecast against Actual	Unit: Million Yen	FY2022 (Actual)	FY2023 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	6,974	7,899	+13.3%	Digital Certificate & eSignature	1,055	832	△21.1%
Cloud Infrastructure	4,475	4,502	+0.6%	Cloud Infrastructure	228	102	△55.2%
D X	832	844	+1.4%	D X	△255	△74	—
Internal Transaction	428	411	—	Internal Transaction	19	7	—
Total	11,853	12,835	+8.3%	Total	1,008	861	△15.3%

By Region (FY2023 3Q Overseas Ratio)

Net sales overseas ratio



Partners (employees) overseas ratio※



Legend: Japan (light blue), Europe (medium blue), North America (dark blue), Asia and others (darkest blue), Overseas ratio (red line)

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



02. Business Overview



Digital Certificate and eSignature Segment

Overview of Digital Certificate and eSignature Segment services

Services utilizing the technology and expertise of a digital certificate authority



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

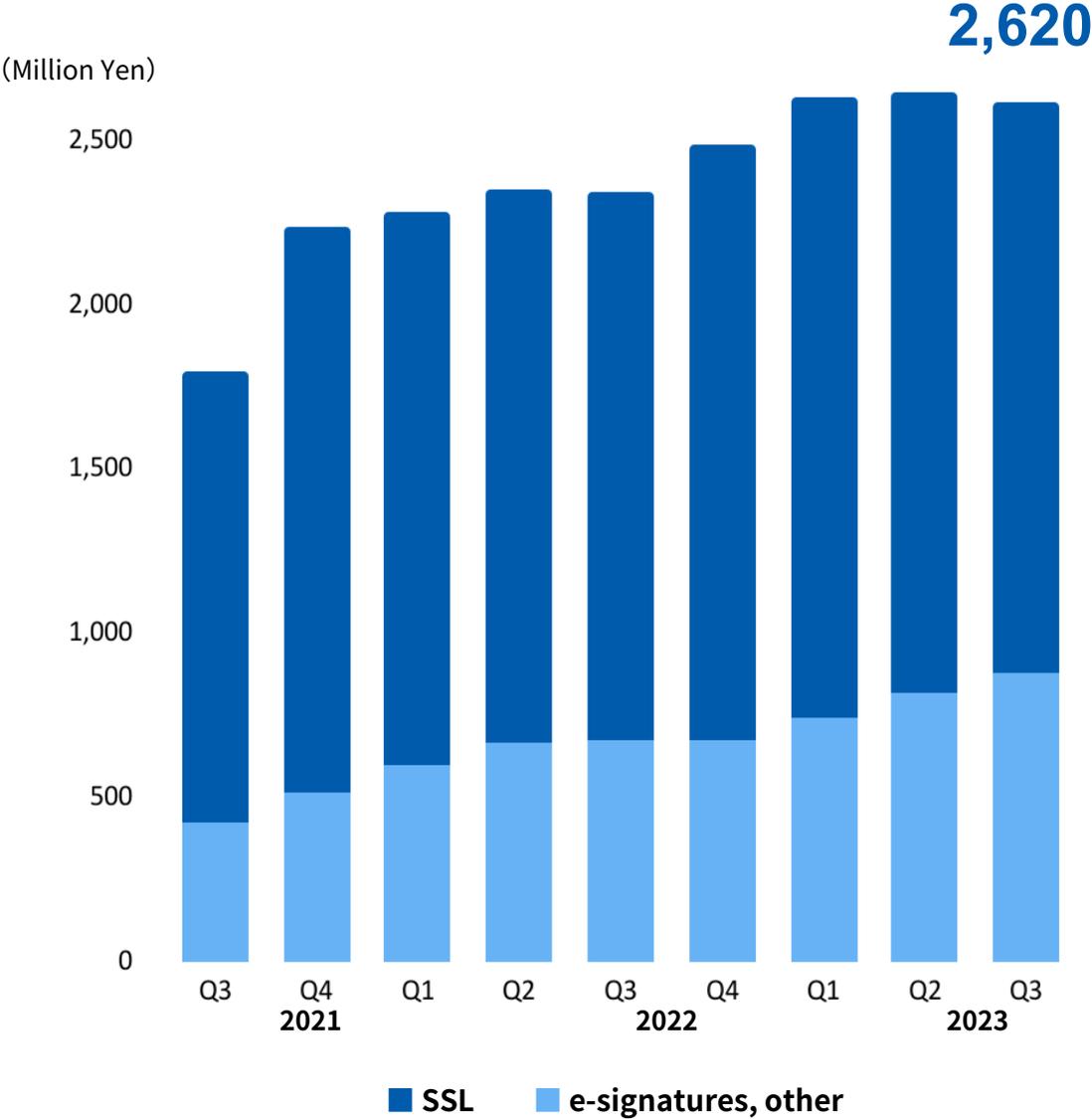


Provide all signatures (witness type/contract party type)
No.1 in Japan for number of companies
adopting our e-contract service



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

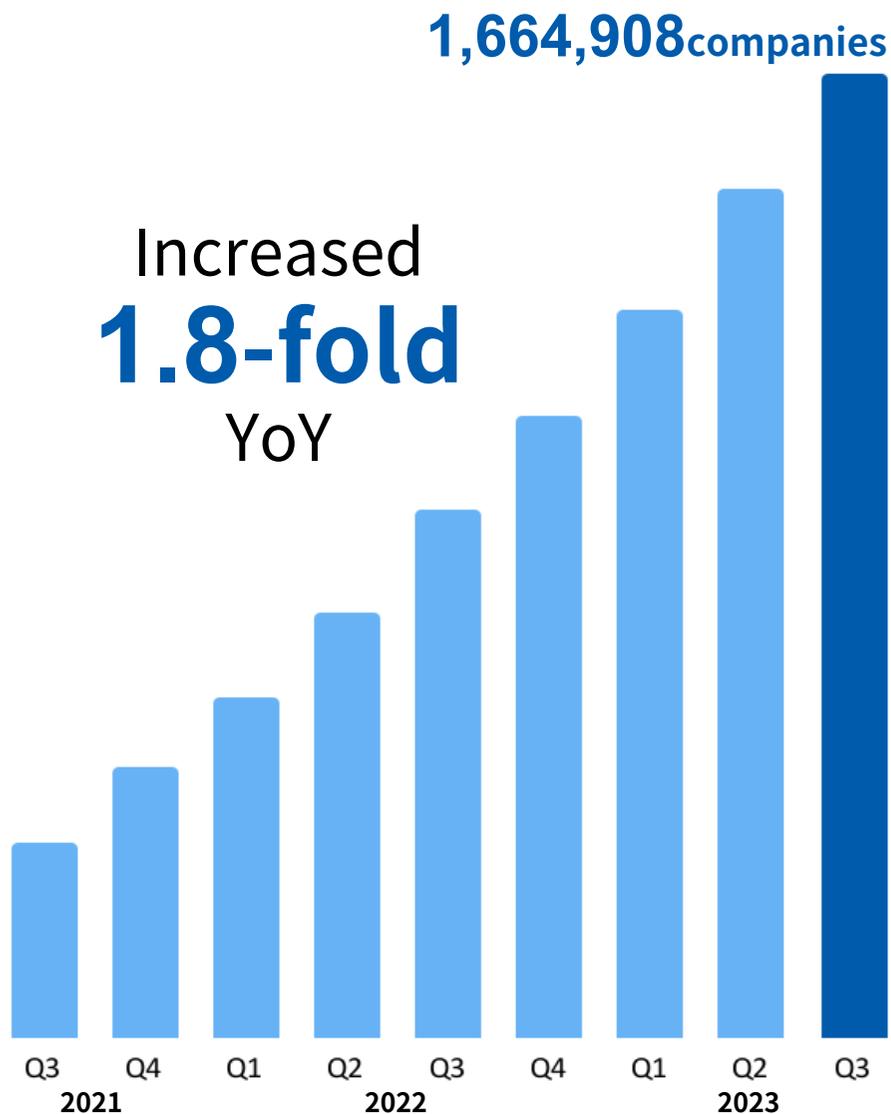
Changes in Sales by Product



Strong growth in GMO Sign and GMO Trust Login

Sluggish growth of SSL due to U.S. and European economic factors, etc.

Number of User Companies



Domestic market share **No.1**

Companies that have introduced GMOsign

MIZUHO みずほ銀行 大和証券 Daiwa Securities MUFG 三菱UFJ銀行

よろこびがつなく世界へ KIRIN BMW GROUP LINEヤフー kikkoman

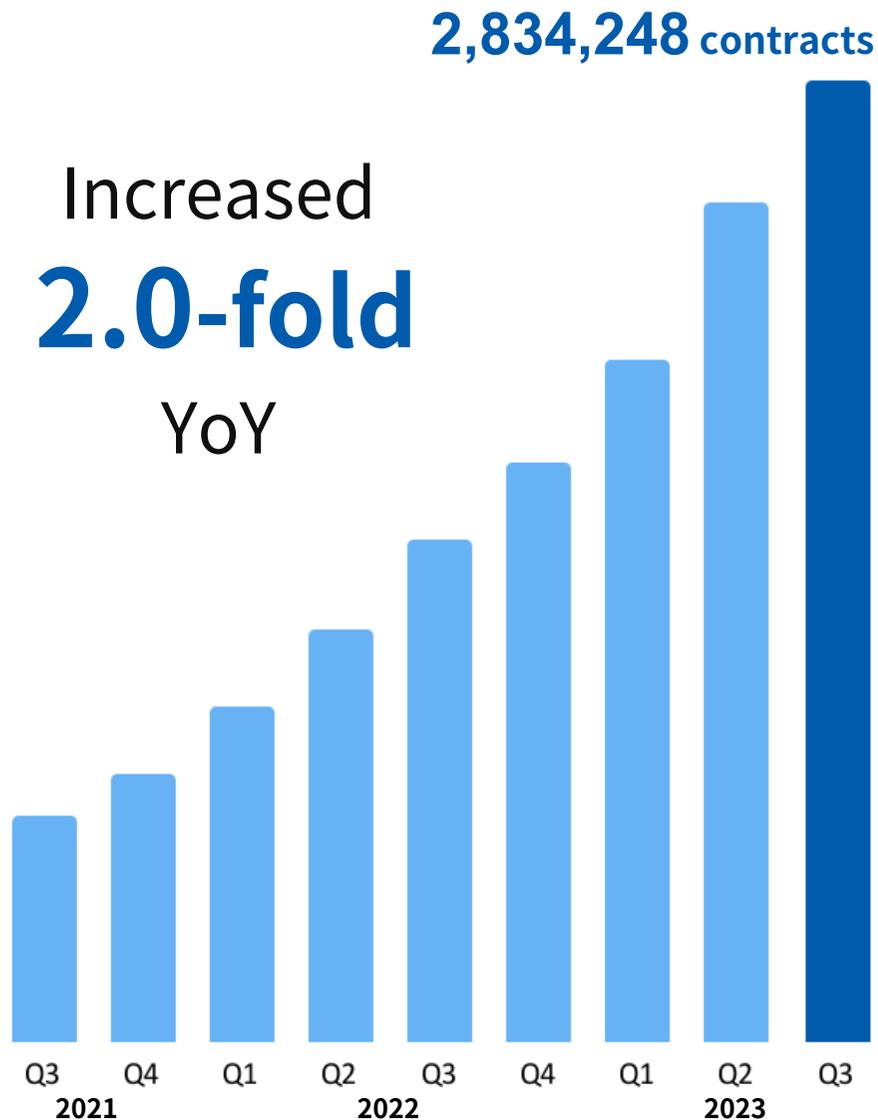
東急リバブル ORIX オリックス生命 MIZUNO MAZDA

TIPNESS フィットネスクラブ ティップネス UNITED ARROWS LTD. HIS PASONA

Francfranc Menicon NEDO

OPEN HOUSE 三井住友信託銀行グループ 三井住友トラスト不動産 H₂O RETAILING

Number of Contract Transmissions



E-contract service market

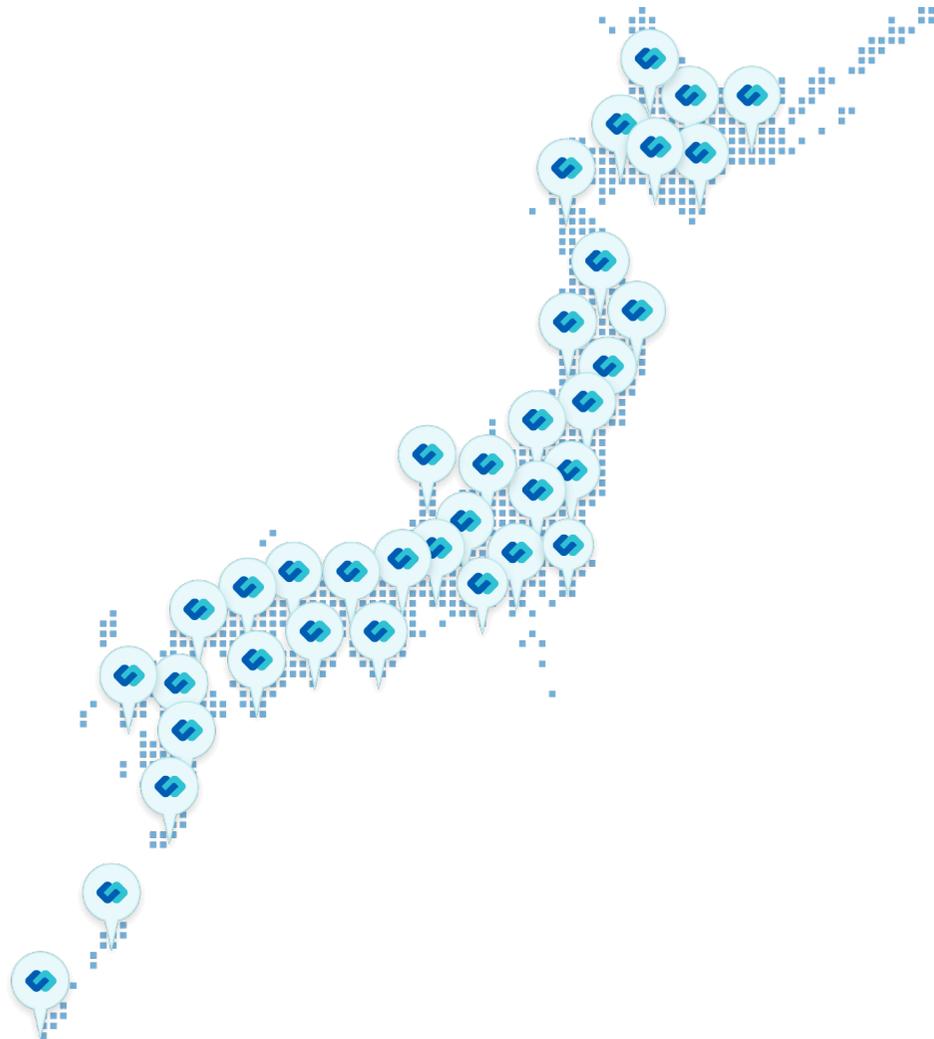
Number of Contract
Transmissions

No.1

Strong increase in number of contract transmissions in all direct-sale, resale and OEM channels, contributing to sales growth

※ 電子署名法が定める要件を満たす電子署名およびタイムスタンプが付された契約の送信件数 (2022年10月自社調べ・国内主要電子契約サービスを比較)

For digital government, introduction of GMO Sign electronic delivery is promoted by leveraging our status as a certificate authority



GMO Sign to be introduced at 65 public organizations

Local governments that have introduced GMOsign

Tokyo Prefecture	Kanagawa Prefecture	Sjizuoka Prefecture	Gunma Prefecture	Yamaguchi Prefecture	Oita Prefecture
Sibuya Ward, Tokyo Prefecture		Adachi 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	
Hirakata City, Osaka Prefecture		Shijonawate City, Osaka Prefecture		Neyagawa City, Osaka Prefecture	

※ 「電子印鑑GMOサイン」または「GMOサイン電子交付」を有償契約している公共団体

2023 Initiative

Adoption by the Mizuho Group
has been determined

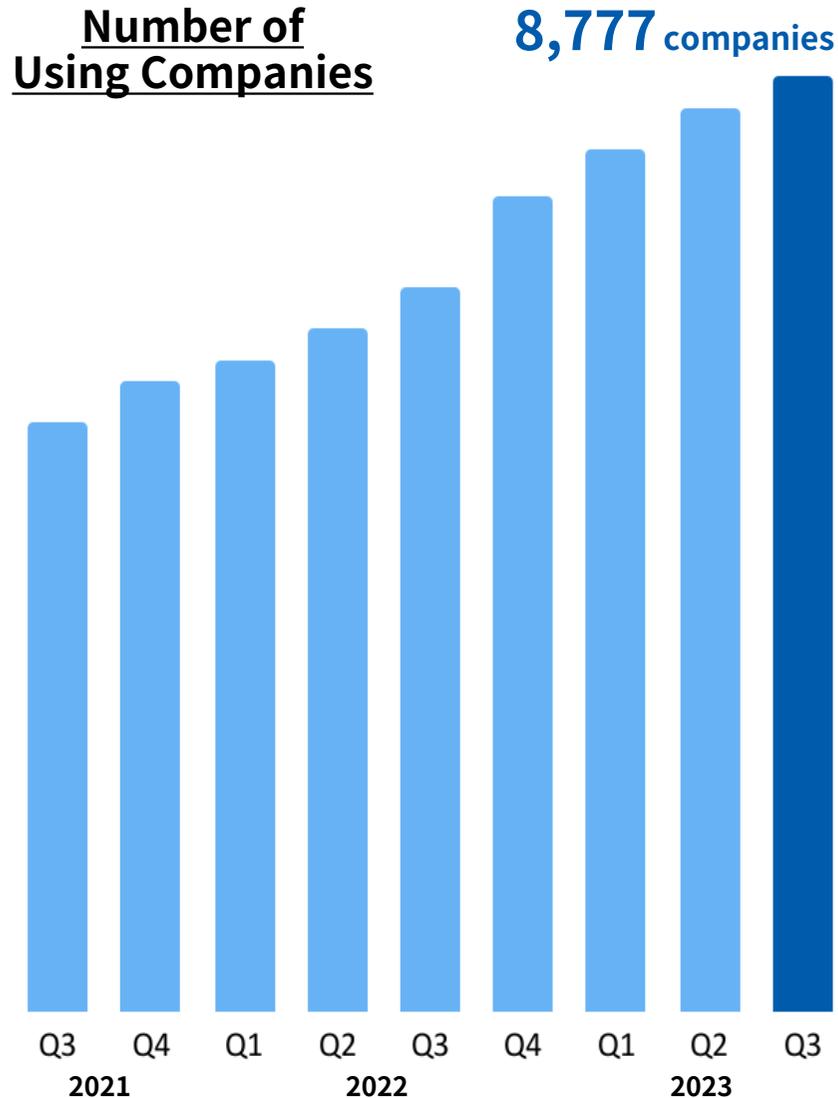
Promotes DX in the financial industry by further strengthening partnerships

MIZUHO みずほフィナンシャルグループ

MIZUHO みずほ銀行

MIZUHO みずほ信託銀行

Single Sign On service



Topic

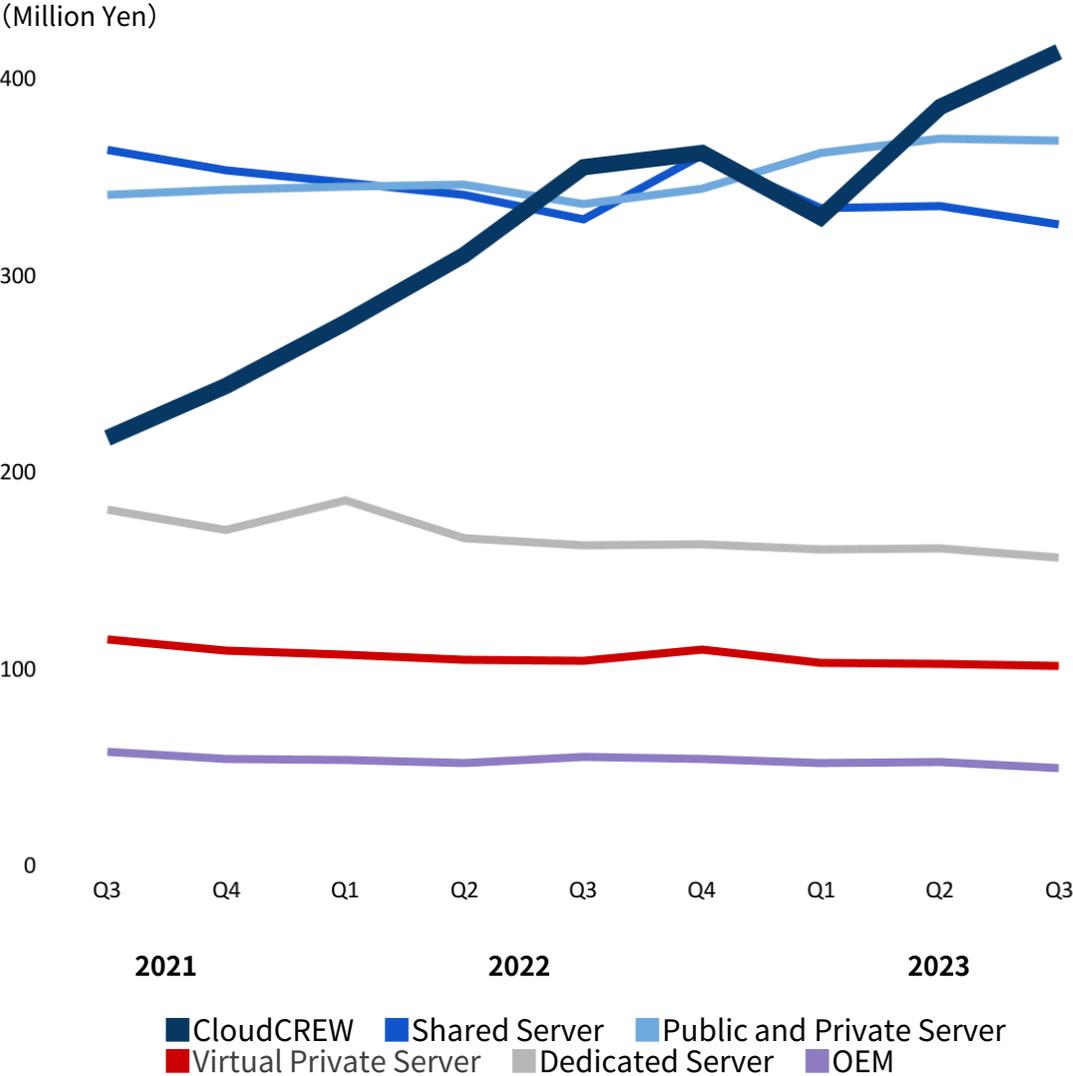
Centrally manageable apps with GMO Trust Login exceed 7,000 in number

Number of linked apps
No.1 in Japan



Cloud Infrastructure Segment

Product Sales



Topic

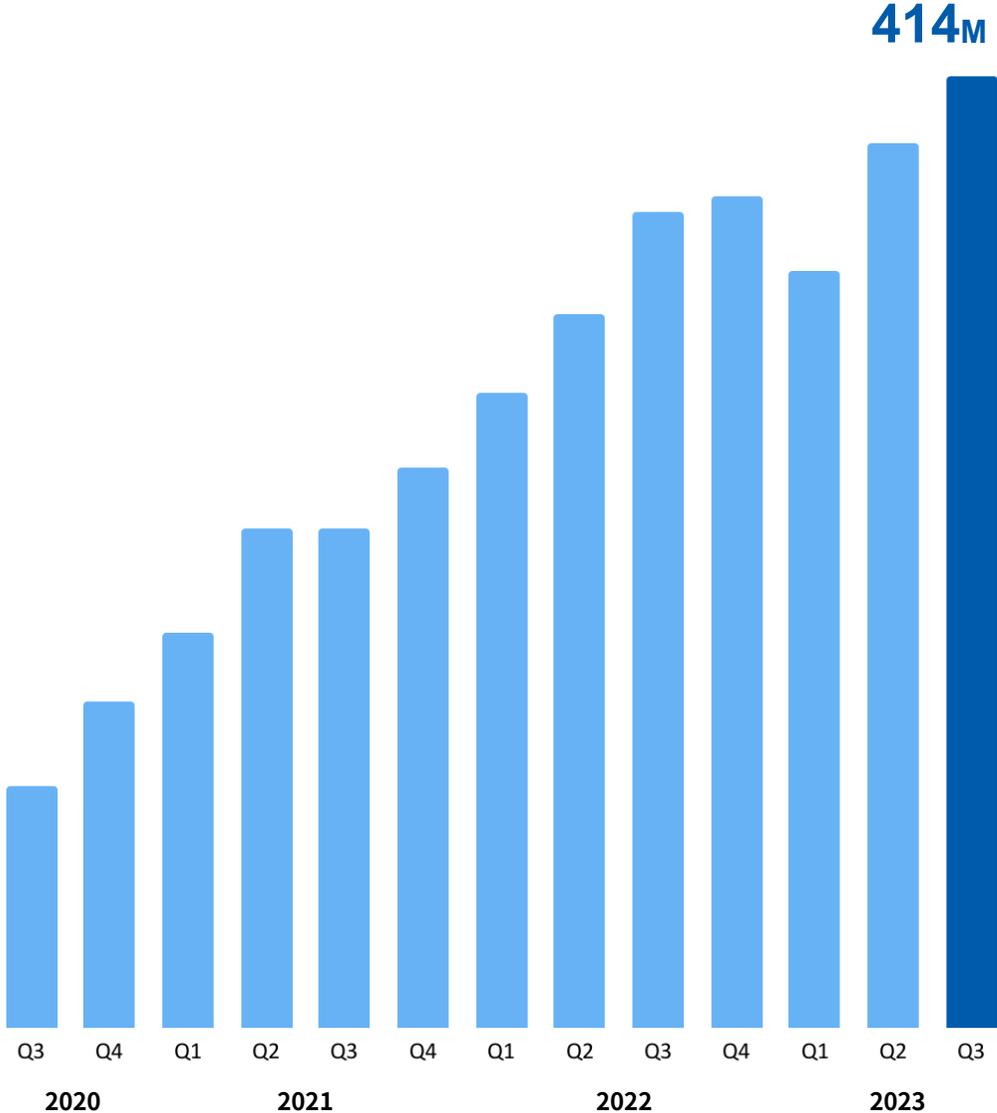


Acquired AWS MSP program certification, currently granted only to 19 companies* in Japan



Introduction expanded to major companies by leveraging our high technical expertise and achievements

Managed Cloud Service Sales



FY2023 Consolidated

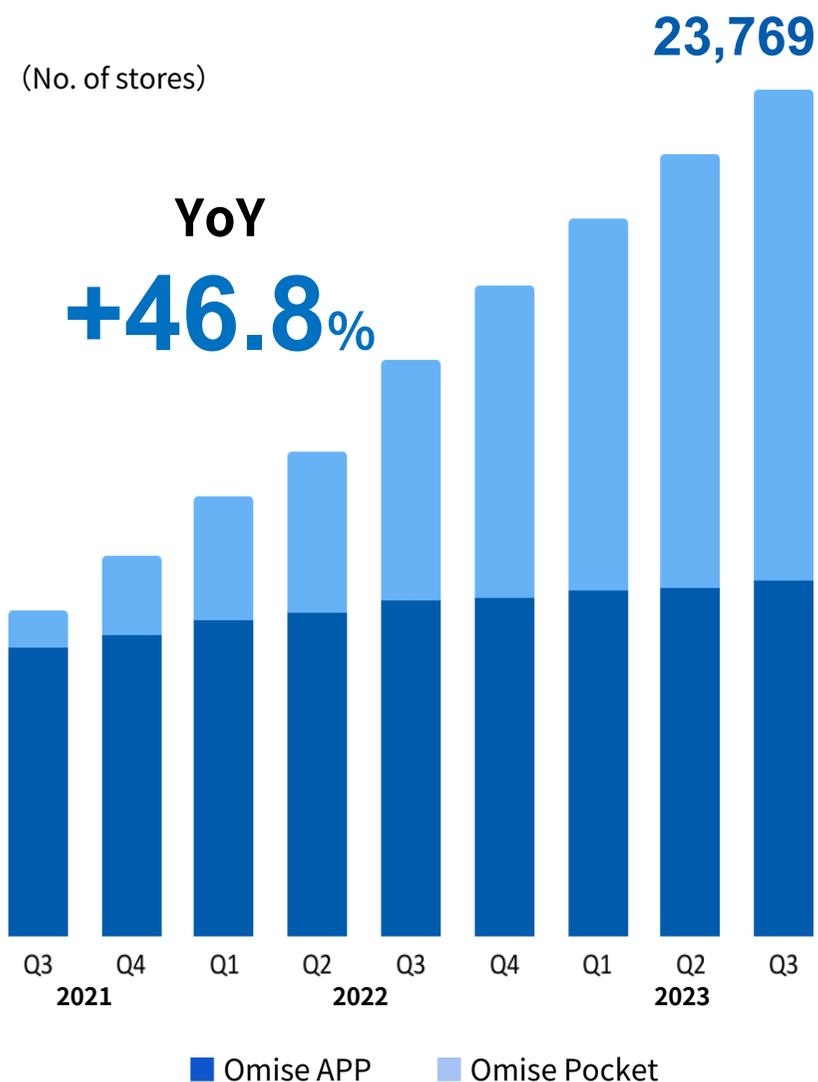
Sales : **1,130M**

YoY : **+19.8%**



DX Segment

Web solution O2O



Topic

Digitization of credit cards
by group synergy

GMO DIGITAL Lab

GMO PAYMENT GATEWAY

● Orico Code 決済



Cardless digital
transaction service



Orico credit card member stores
The service to be launched at
800,000 stores nationwide

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

GMO GlobalSign HD
● **GlobalSign**