FY2026 Q2
Financial Report

GMO GlobalSign Holdings K.K.
Ticker: 3788 (TSE Prime)

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Executive Summary

Results

H1 YoY: Sales +11.5%

Operating Profit -1.5% / Ordinary Profit +9.4% / Net Income Attributable to Owners of the Parent +18.6%

Business

GMO Trust Login, GMO Sign and CloudCREW byGMO continued to deliver strong growth

Strategy

Execute the AI-driven circular growth model amid rising AI demand

Conduct a disciplined review of the business portfolio

Business Portfolio & AI Strategy

Business Portfolio | Capital Allocation Discipline

Regularly review the business portfolio, reallocate capital to higher-growth areas, and rotate businesses

[Divestiture] GMO Digital Lab Co., Ltd.
Although the business has growth potential as an AI-native sales-promotion service, we determined it was non-core to our strategic portfolio and divested our entire shareholding.

[Investment] GMO AI Connect Co., Ltd.
Invest in a secure AI-data integration platform within our “Designing Trust” domain.
Results will be consolidated from Q3 FY2026.

Improve both capital efficiency and business growth through disciplined selection and focus

Synergies from GMO AI Connect Joining Our Group

Existing Assets

- Authentication & eSignatures
- Existing services including GMO Sign
- Enterprise & public-sector customer base

Strength: Trust Infrastructure

+

GMO AI Connect

- AI agent integration
- MCP development
- 120+ connectors

Strength: AI & Data Integration

Authentication & Security × AI & Data Integration

Accelerate safe enterprise AI adoption and drive cross-selling, recurring revenue and corporate value

Enhance Existing Services

Evolve into AI-agent-ready services

Expand Customer Value

Enable secure workflow automation
and cross-system integration

Enter Growth Markets

Create new revenue opportunities
in AI agent / MCP markets

Create Trust with Authentication × AI

Build trust infrastructure through "Trust" × "AI & Data Integration"

SaaS Becomes AI-Agent-Ready, Deepening Usage and Opening New Channels

GMO Trust Login and GMO Sign add MCP support, becoming SaaS services that can be used directly by AI agents

GMO Trust Login (launched Apr. 2026; first among Japan-based IDaaS providers)

AI gains cross-service visibility of IDs and SaaS usage, automating offboarding access control and access reviews. Offered on higher-tier plans, it also creates upsell opportunities.

GMO Sign (MCP server planned for fall 2026)

AI agents will be able to execute contract workflows directly through MCP. This gives GMO Sign a new entry point into the rapidly growing AI agent market ($7.9bn in 2025 → $294.7bn in 2035; Precedence Research) and broadens touchpoints with new customers.

Direct AI–SaaS connectivity creates new value.
Deepen usage by existing customers while acquiring new customers.

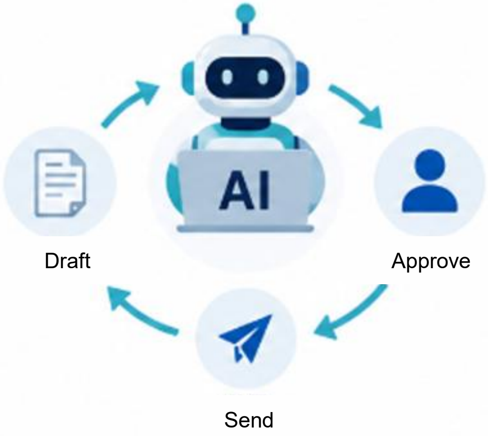
Three Ways GMO Sign MCP & AI Integration Creates Value

1

Contracts Become
AI-Ready Assets

2

AI Agents Automate
Contract Workflows



3

Contract Data Connects
with Business SaaS

About GMO AI Connect

Turn AI into practical capabilities across the enterprise

Connect AI and SaaS

JOINT Ai Flow by GMO

Build AI-data integration environments without code

- Build AI Agents
- Connect to Existing Systems & SaaS
- For SaaS Providers: Embed AI into Services for Customers

120+ SaaS connectors, with no-code MCP integration

Money Forward Cloud / freee / box / Collaboflow /
SmartHR / Microsoft Teams / Google, etc.

×

Improve Work Efficiency with SaaS

ORACLE NetSuite Alliance Partner

Centered on cloud ERP Oracle NetSuite, we provide end-to-end SaaS implementation support—from requirements definition and go-live through customization and maintenance.

- Consultant Support
- From Development to Implementation
- Supports Companies of All Sizes & Industries

FY2026 Q2 Results

GMO GlobalSign HD
GlobalSign

FY2026 Q2 Financial Highlights

Key Growth Products and CloudCREW Continue Strong Growth
Q2 Operating Profit Impacted by Temporary Revenue Timing Shift in Overseas Digital Certificates

Sales (Cumulative)	Operating Profit (Cumulative)	Ordinary Profit (Cumulative)
¥11,091 million	¥585 million	¥632 million
YoY +11.5%	YoY -1.5%	YoY +9.4%

Key Growth Product Sales

GMO Trust Login +31.1%

GMO Sign +30.6%

*YoY (cumulative)

FY2026 Q2 Financial Highlights

Sales & Profit

(JPY million)	FY2025 Q2 YTD	**FY2026 Q2 YTD**	YoY basis	Full-year forecast	**Achievement rate**
Sales	9,944	**11,091**	11.5%	22,286	**49.8%**
Operating Profit	593	**585**	(1.5%)	1,622	**36.0%**
Ordinary Profit	577	**632**	9.4%	1,589	**39.7%**
Net Income Attributable to Owners of the Parent	413	**490**	18.6%	1,052	**46.6%**
EBITDA	1,425	**1,503**	5.4%	-	**-**

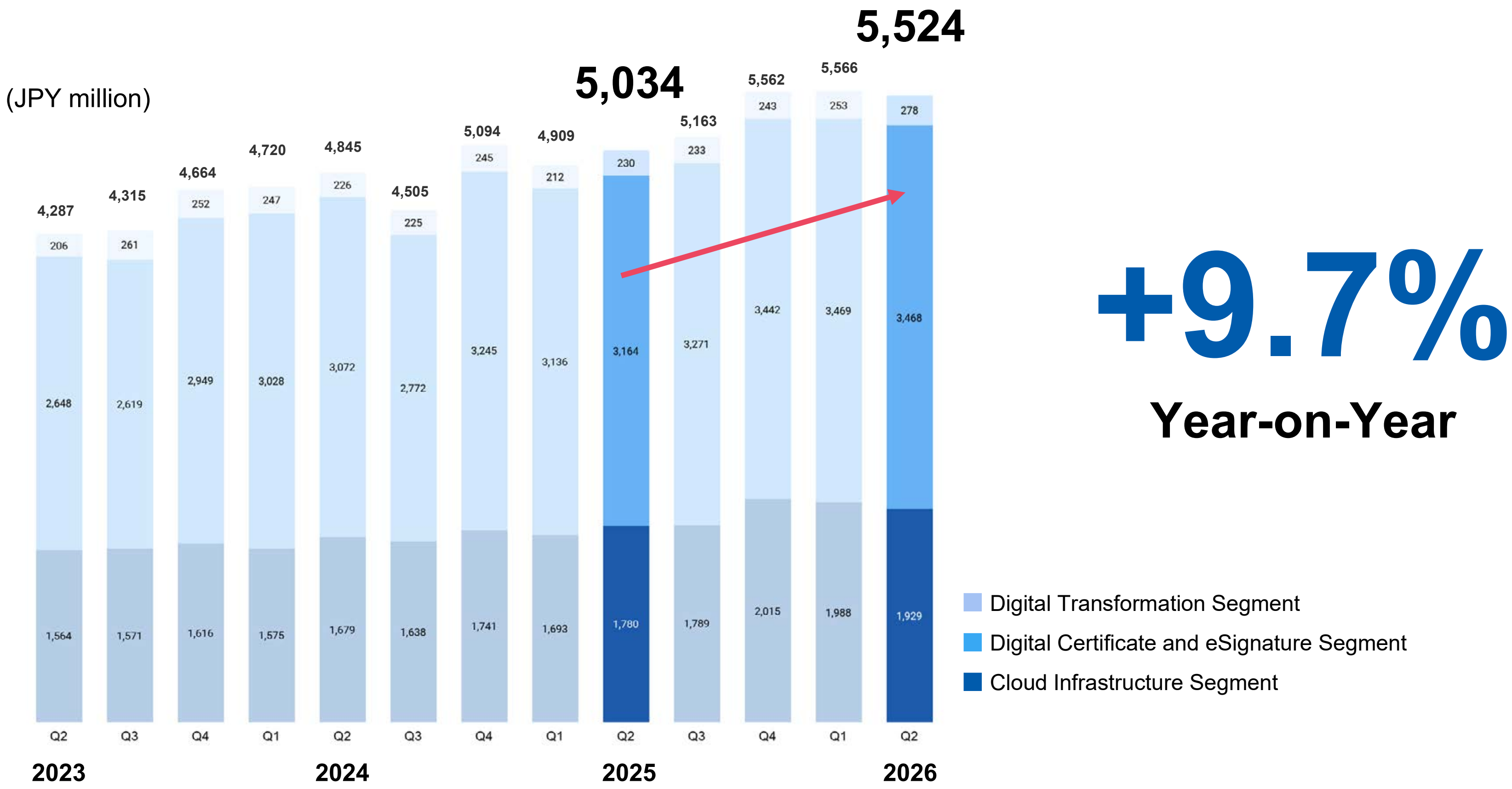
*EBITDA is calculated as operating profit plus depreciation and amortization. Beginning in FY2026, depreciation and amortization included in cost of sales is also included in the calculation. Accordingly, the FY2025 Q2 figure has been revised for comparability.

FY2026 Q2 Financial Highlights

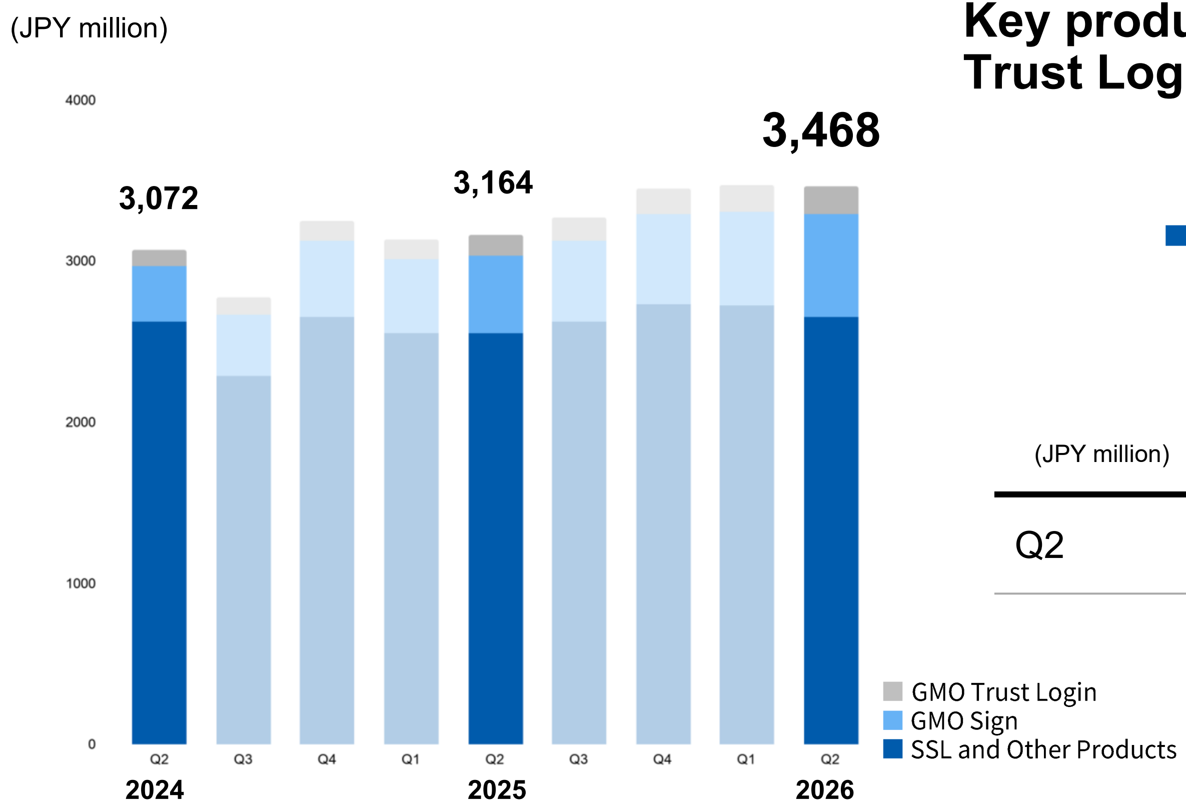
Sales & Profit by Segment (Cumulative)

	Sales			Operating income		
(JPY million)	H1 FY2025	H1 FY2026	YoY	H1 FY2025	H1 FY2026	YoY
Digital Certificate and eSignature Segment	6,301	6,937	+10.1%	534	428	(19.9%)
Cloud Infrastructure Segment	3,474	3,917	+12.8%	107	144	+34.9%
Digital Transformation Segment	443	532	+20.1%	(58)	(4)	–
Corporate/Eliminations	(274)	(296)	–	11	16	–
Consolidated	9,944	11,091	+11.5%	593	585	(1.5%)

Quarterly Sales Trends



Quarterly Sales Trends by Product



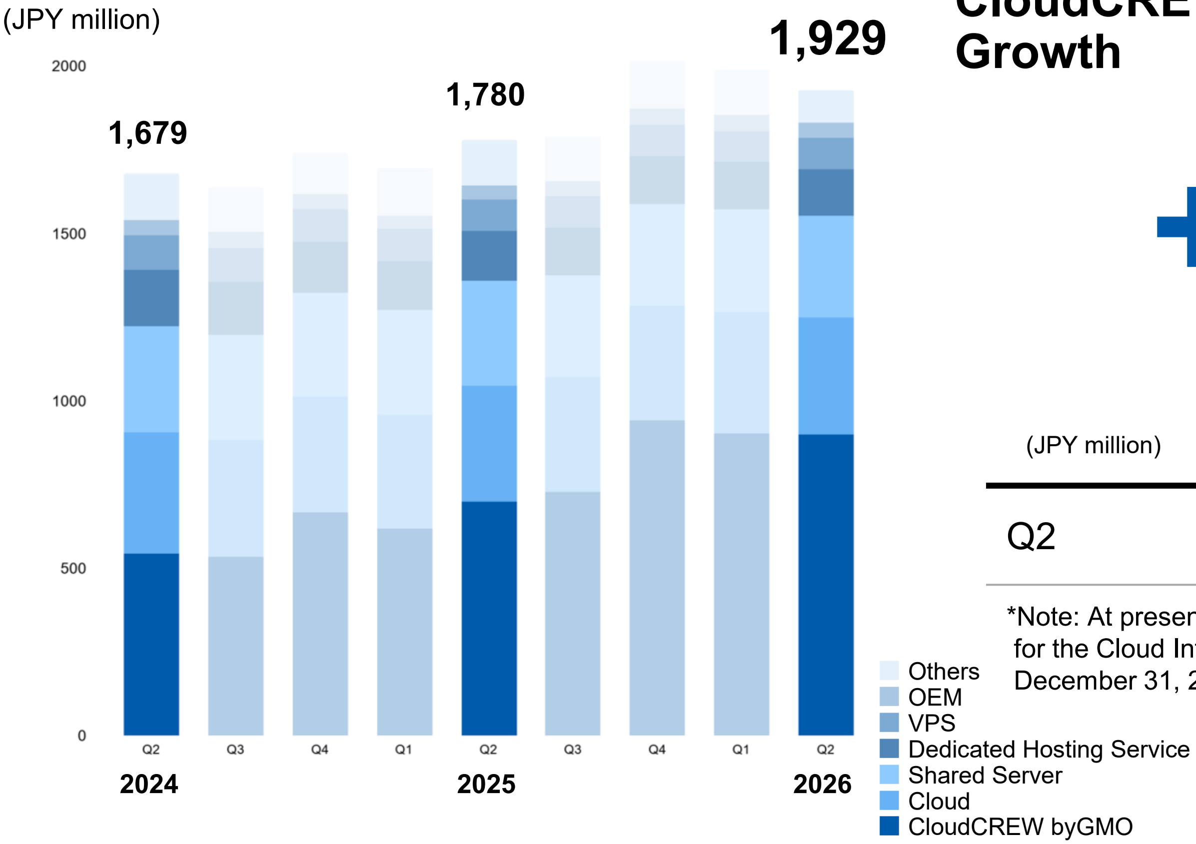
Key products (GMO Sign and GMO Trust Login) continued strong growth

+9.6%

Year-on-Year

(JPY million)	2025	2026	YoY Change
Q2	3,164	3,468	+9.6%

Quarterly Sales Trends by Product



CloudCREW byGMO Maintains Strong Growth

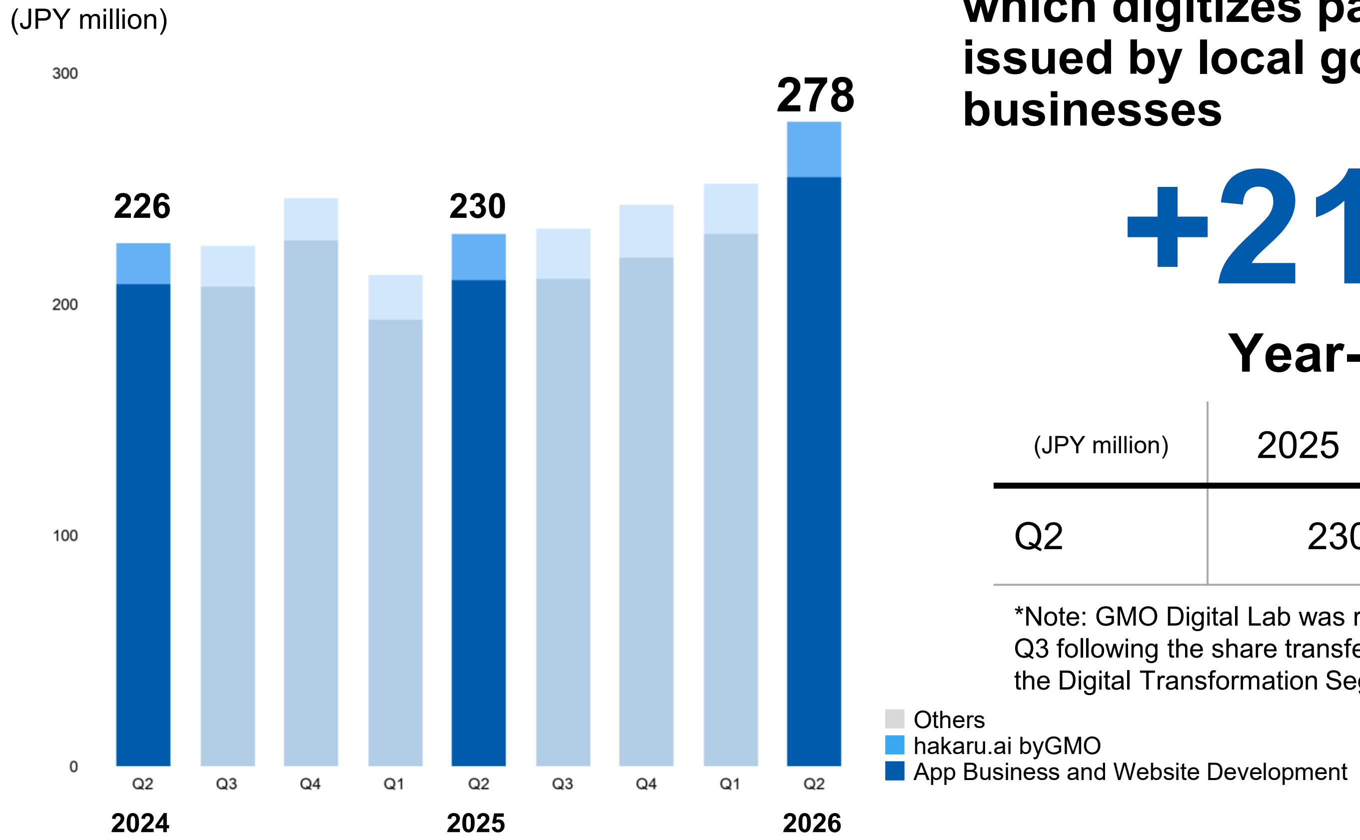
+8.4%

Year-on-Year

(JPY million)	2025	2026	YoY Change
Q2	1,780	**1,929**	+8.4%

*Note: At present, there are no plans to revise the full-year forecast for the Cloud Infrastructure Segment for the fiscal year ending December 31, 2026.

Quarterly Sales Trends



Sales remained strong, driven by growing demand for GMO Digital Pay, which digitizes paper gift certificates issued by local governments and businesses

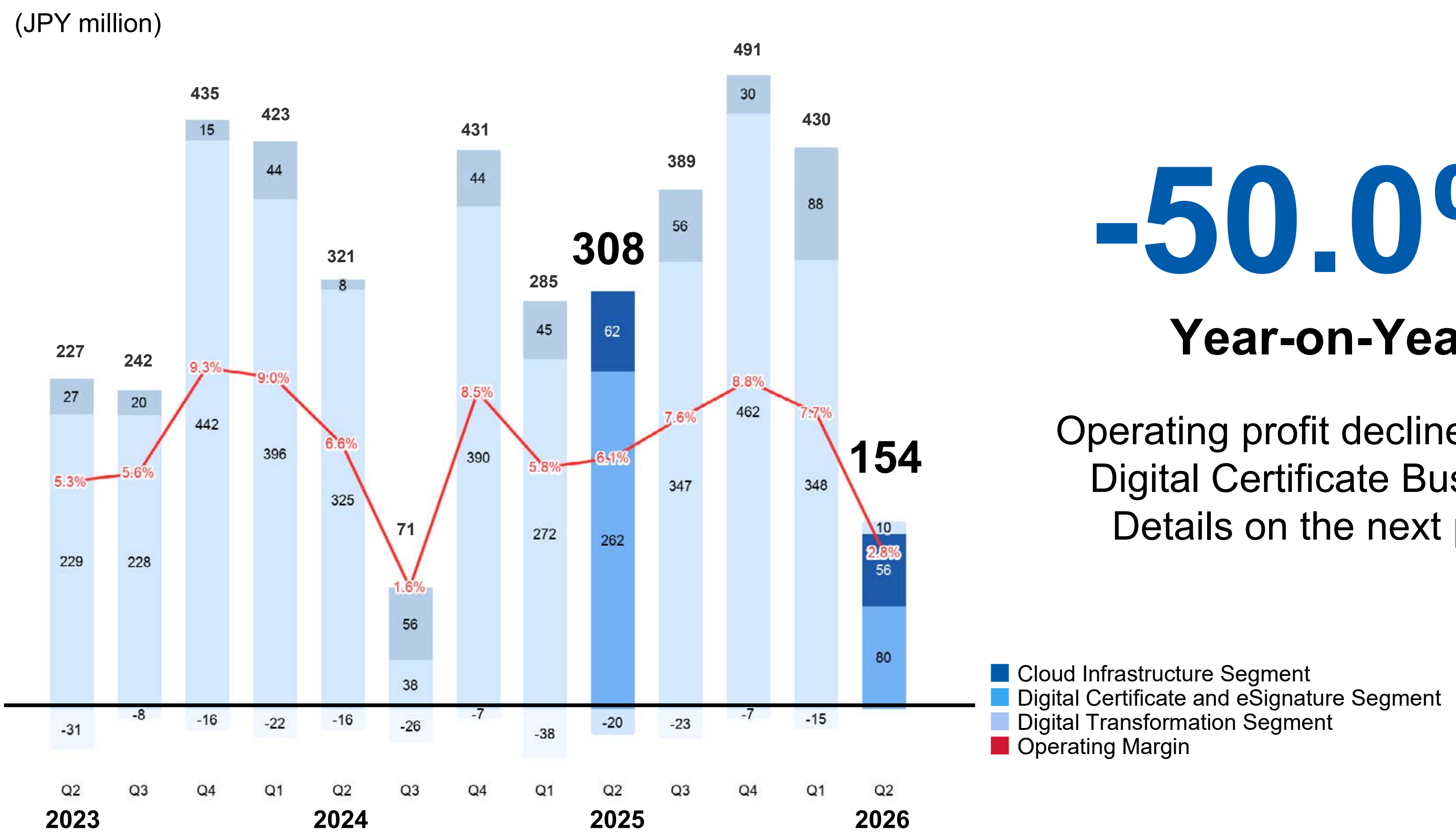
+21.1%

Year-on-Year

(JPY million)	2025	2026	YoY Change
Q2	230	278	+21.1%

*Note: GMO Digital Lab was removed from consolidation from Q3 following the share transfer. GMO AI Connect was added to the Digital Transformation Segment.

Quarterly Operating Profit Trends



-50.0%

Year-on-Year

Operating profit declined in the Digital Certificate Business
Details on the next page

Digital Certificate Business | Q2 Supplement

Sales

- Q1/Q2 trend: Q1 saw pull-forward demand ahead of shorter certificate validity periods. As a result, Q2 sales were lower than Q1.
- Revenue Timing Shift: Certain overseas customers switched from purchasing 12-month certificates in Q2 to purchasing six-month certificates in Q2 and Q4. Because revenue is recognized at the time of purchase, a portion of revenue shifted from Q2 to Q4, with no impact on full-year revenue.

Costs

- System development investment for cost reduction and new services, including certificate lifecycle management, was concentrated in Q2, temporarily increasing expenses.
- Investment concentrated in Q2 is largely complete; costs are expected to return to normal levels from Q3.

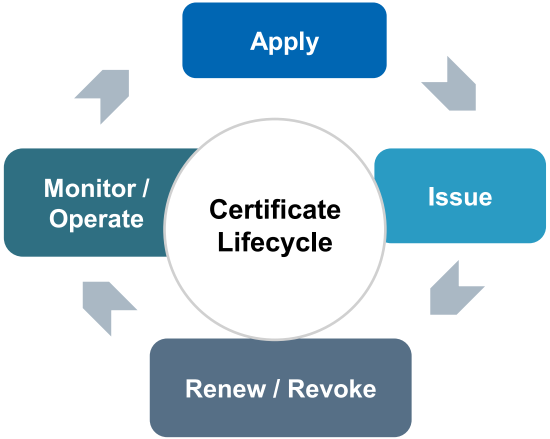
Price increases for selected services and new enterprise customer wins remain on track; full-year forecast unchanged.

Status of Focus Products

Digital Certificate Business, SSL, Client Authentication

GlobalSign® by GMO

Certificate Lifecycle Management Strategy



Period	Maximum Certificate Validity
Through Mar. 14, 2026	398 days
From Mar. 15, 2026	200 days
From Mar. 15, 2027	100 days
From Mar. 15, 2029	47 days

Background

International industry bodies have decided to shorten the maximum validity period of SSL/TLS server certificates to 47 days by 2029.

→ Certificate renewal workload will increase by approx. 10-fold.

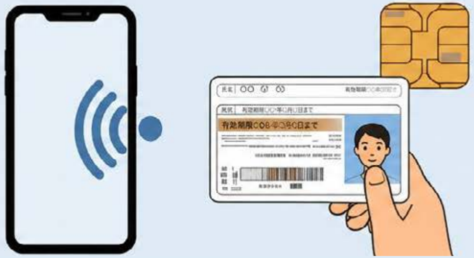
Keep critical infrastructure running with end-to-end certificate lifecycle management

Provide certificate lifecycle management in three formats based on customer needs (Windows software / SaaS / certificate visibility & management service)

Offer subscription licenses allowing unlimited certificate issuance during the contract term

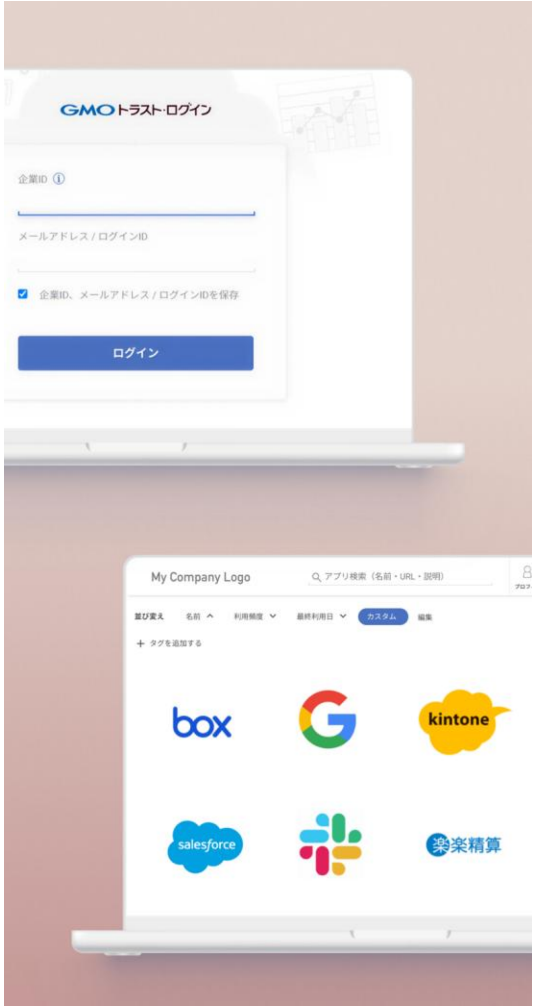
GMO Face Authentication eKYC Supports IC Chip-Based Identity Verification

Conventional ID Image Capture	New IC Chip Reading
1 Capture ID document with smartphone	1 Read the ID document's IC chip via app
2 Take a selfie with smartphone	2 Take a selfie via the app
3 Match the two face images	3 Match the two face images



DSS byGMO Integrates with TechSign

- Expand indirect sales channels by embedding DSS byGMO into partner SaaS “TechSign”
- Launched at an annual scale of approx. 150,000 documents, creating potential for growth in usage-based API revenue
- Track record of meeting stringent accreditation requirements such as ISO/IEC 17025 supports expansion into regulated industries



Login Authentication Service

GMOトラスト·ログイン

GMO Trust Login

Expanding Security Across the Supply Chain and Group

Topic 1

Supply Chain ID Protect Plan (launched Apr. 2026)

Manage IDs for external users—including business partners, franchisees and sales agents—without custom development. Address rising demand for supply-chain-wide security as the SCS Evaluation System takes shape.

Topic 2

Inter-Organization Linking (launched Aug. 2026; first among Japan-based IDaaS providers)

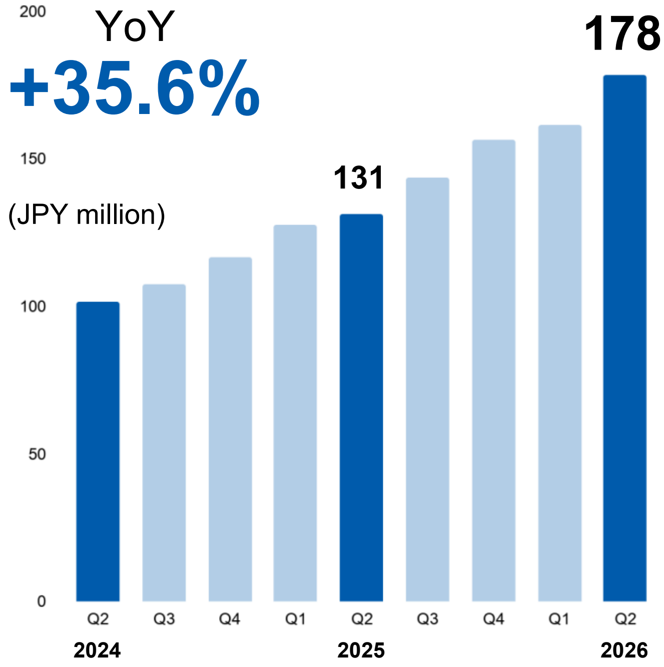
Extend parent-company authentication settings directly to subsidiaries, eliminating the weakest link across the group while reducing SaaS costs.

Expanding protection from the company itself to partners and group companies increases contract scope. Broader ID management coverage drives growth in customers and paid IDs.

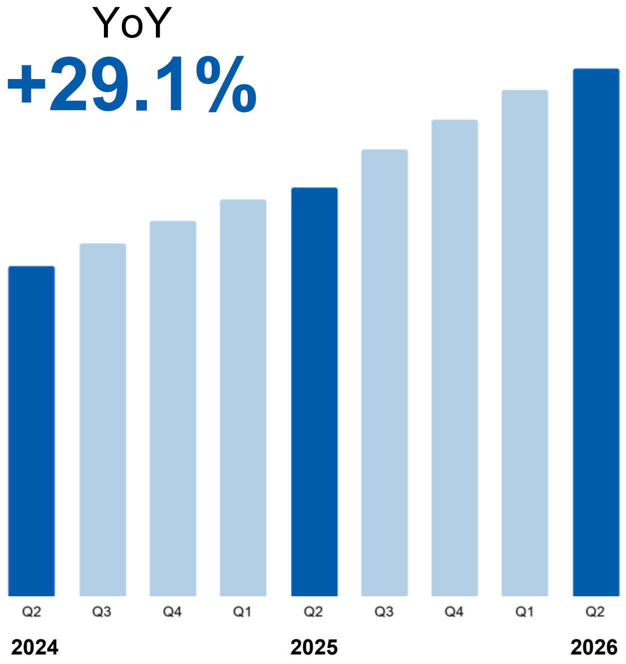
KPI Trends for GMO Trust Login

- Strong growth continues, supported by steady customer acquisition among large enterprises.

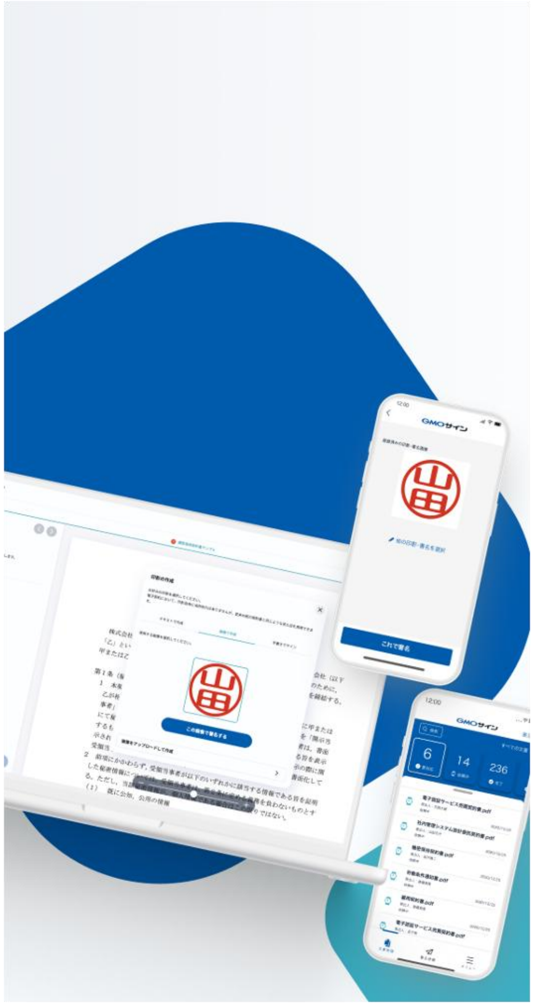
Sales



Number of Paid IDs



Selected Customers



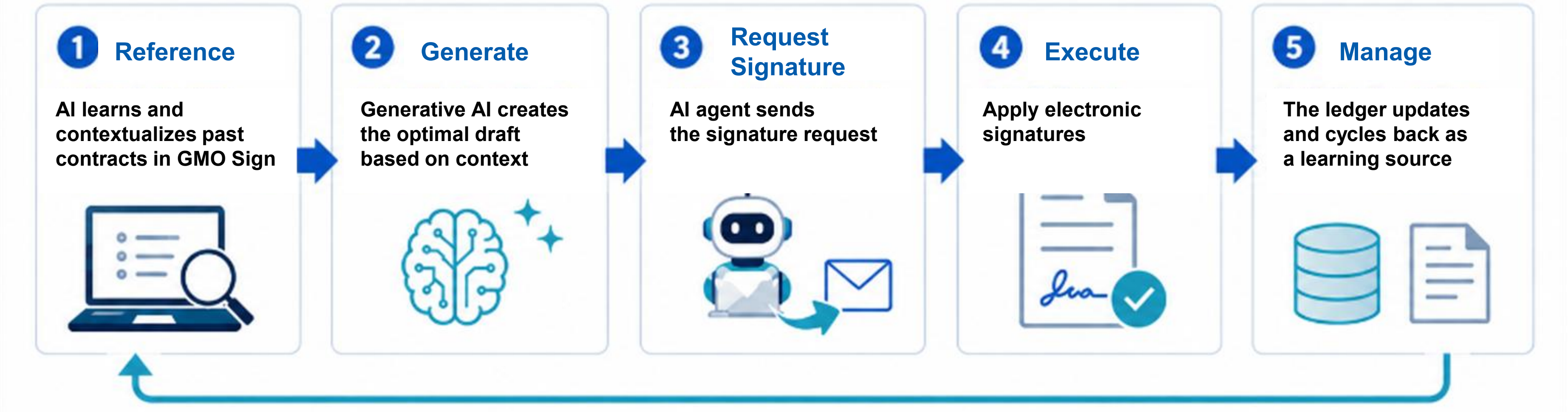
Electronic Contract Service

電子印鑑なら GMOサイン

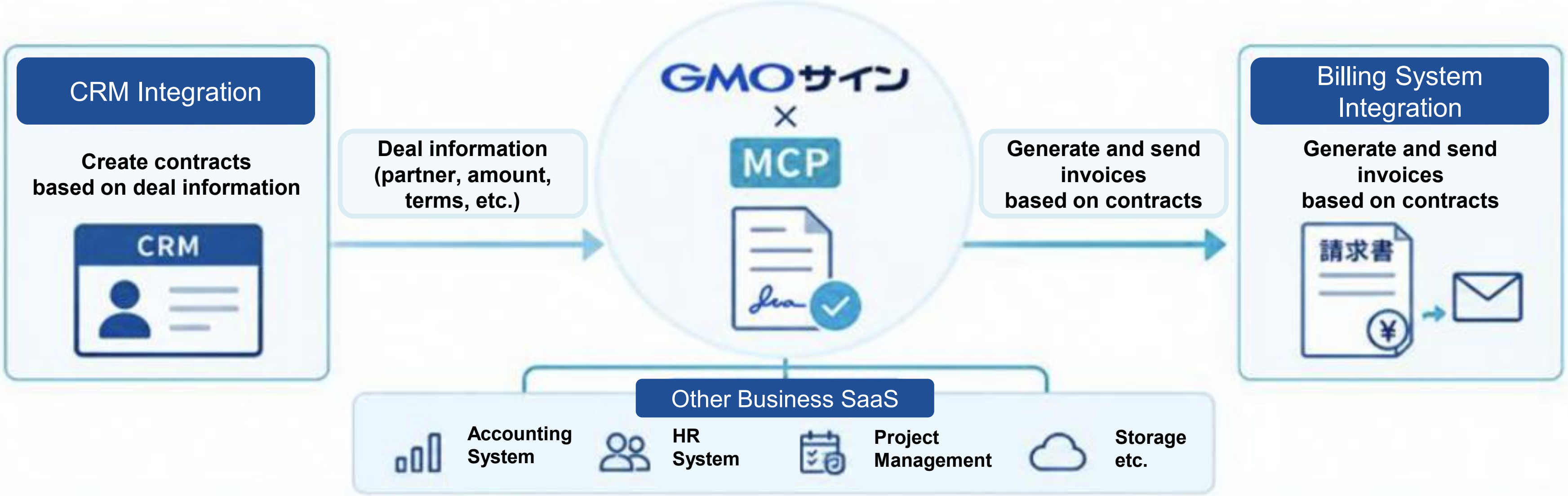
GMO Sign

Automation Enabled by Sign MCP

Turn past contract documents into assets.
AI agents draft new documents based on past contracts and automate contract workflows.



Connecting Business Data and Contract Data for AI-Powered eSignatures



Automating End-to-End Back-Office Workflows with eSignatures as the Hub

Expanding Local Government Adoption and Strengthening Our Public-Sector Presence

Approx. 40% of local governments that have adopted e-contracts use GMO Sign. Adoption is expanding from contract workflows to signatures by governors and mayors, positioning GMO Sign as public-sector infrastructure.

1 Ibaraki Prefecture / Fukui Prefecture (Digitalization of ordinance promulgation)

Ordinances are promulgated using electronic signatures with digital certificates specifying the governor's official role. Ibaraki Prefecture, which advocated for the relevant legal amendment, has also established a BCP framework enabling rapid promulgation during disasters.

2 Miyakonojo City (Digitalization of administrative disposition notices)

The entire process from application to receipt of the disposition notice is completed online.

3 Ota Ward, Tokyo (First hybrid signature model among Tokyo's 23 wards)

Strict party-type signatures for the local government and simpler witness-type signatures for businesses balance governance and usability.

4 Kariya City and others (Integration with FAST financial accounting)

Contract award information is transferred automatically, improving the efficiency of local-government contract operations.

Quarterly Sales and ARR Trends

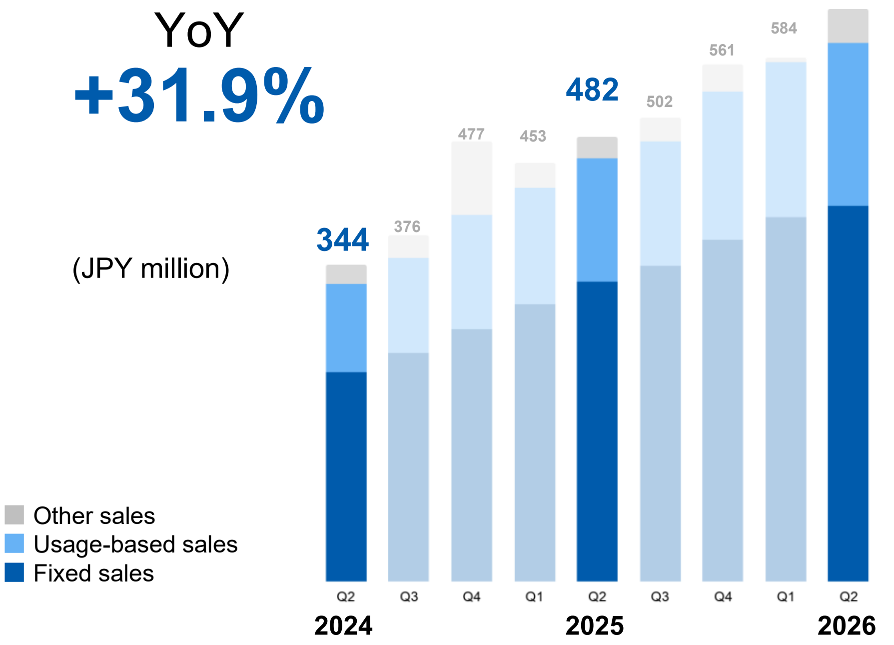
● Sales and ARR continue to post strong growth, further expanding our recurring revenue base.

Sales

YoY

+31.9%

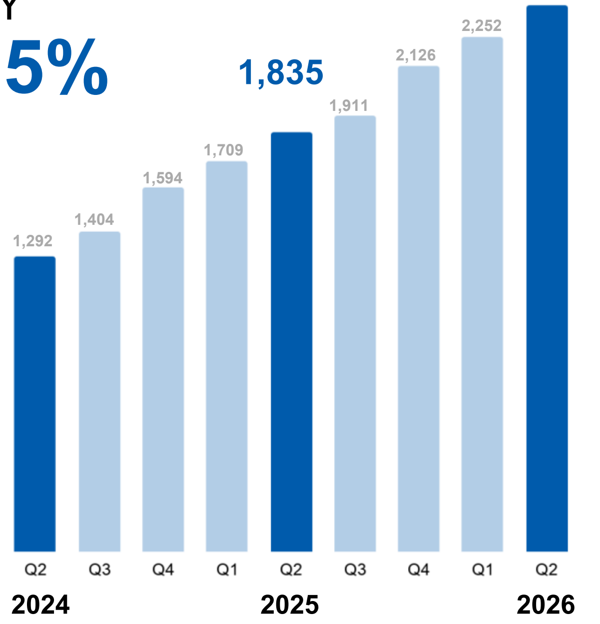
(JPY million)



ARR*

YoY

+30.5%



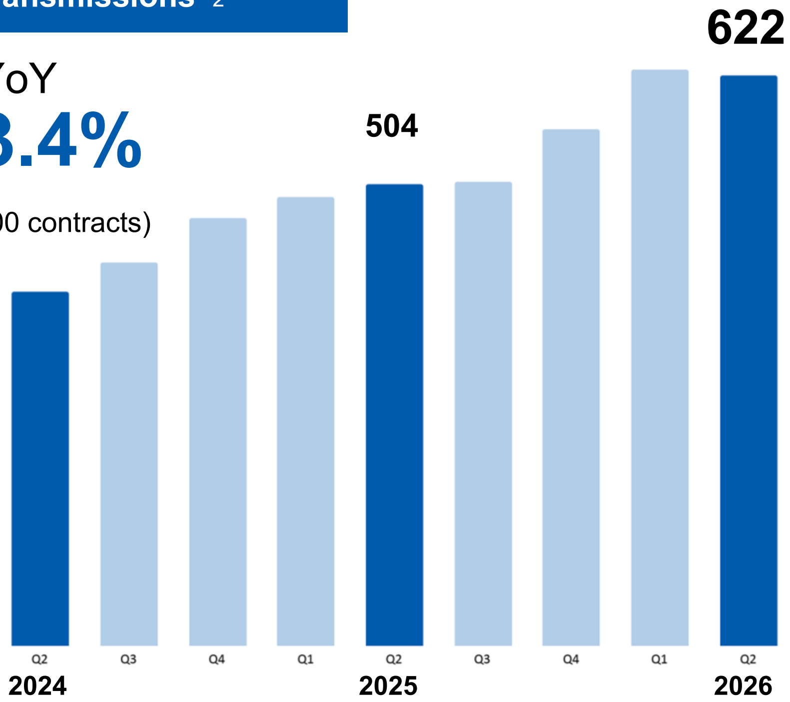
*ARR (Annual Recurring Revenue): Calculated by multiplying the average monthly revenue for each quarter, excluding one-time revenue, by 12.

KPI Trends for GMO Sign

Quarterly Contract Transmissions *2

YoY
+23.4%

(Unit: 10,000 contracts)



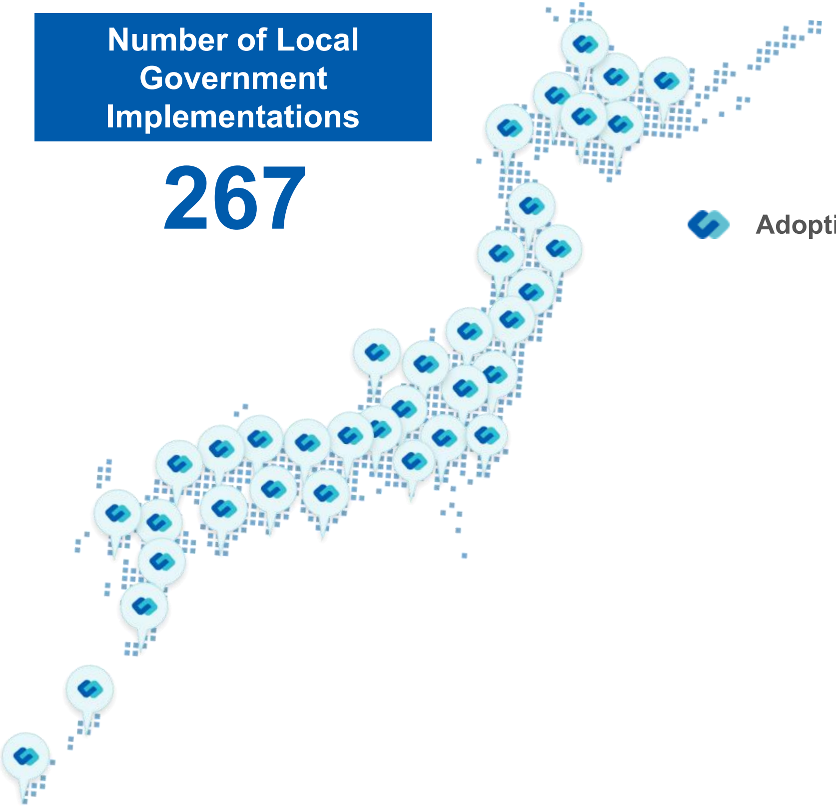
Approximately 82% of listed companies in Japan use GMO Sign.

*1 Quarterly contract transmission counts. Excludes a large volume of free test transmissions in Q1 2025.
*2 Calculated based on 3,204 companies using GMO Sign and 3,897 listed companies in Japan as of June 30, 2026, based on data published on the official JPX website.

Local Government Adoption

Number of Local Government Implementations

267



Adopting local governments.

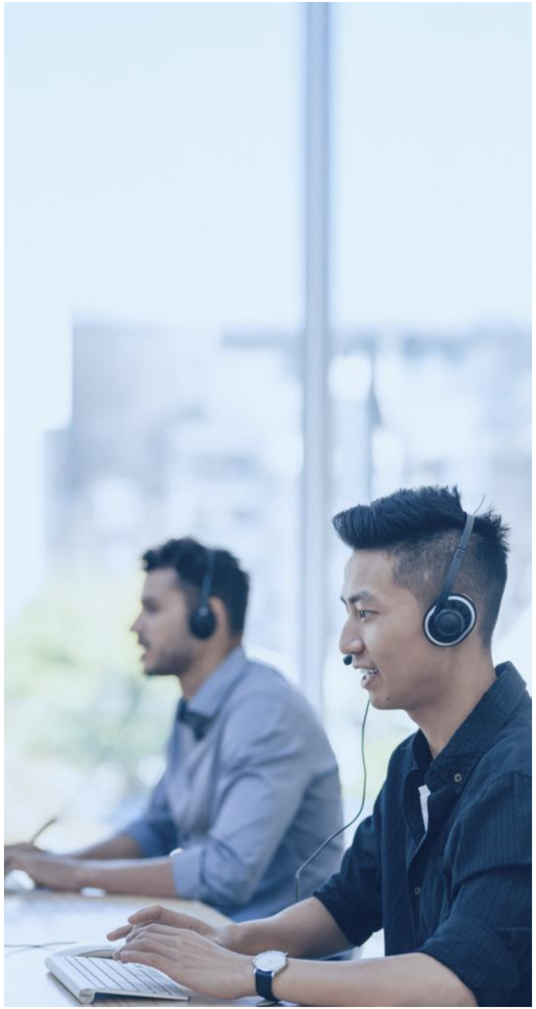
We aim to become **No. 1** in local government implementations, supported by **our electronic official seal service and robust security credentials.**

Security Certifications and Assurances:

- ISO/IEC 27001 Certification
- ISO/IEC 27017 Certification
- ISMAP Registration
- SOC 2 Type 2 Assurance Report
- JIIMA Certification

*As of June 30, 2026. Public-sector entities with a paid contract for either GMO Sign or GMO Sign Electronic Official Seal.

Selected Customers



Managed Cloud Services

Strategic Collaboration Agreement (SCA) with AWS to Accelerate DX for Small and Medium-Sized Businesses (SMBs)

Deepening our relationship with AWS through an SCA, building on our track record as a recognized partner, including the AWS SMB Competency

Value Created Through Collaboration with AWS

1 Support Safe Adoption and Use of Generative AI

Provide not only tool implementation, but also governance design covering data controls and usage guidelines.

2 Support Cloud Migration from Planning Through Operations

Leverage AWS migration programs and assessment tools to support the full process from planning to operating-model design.

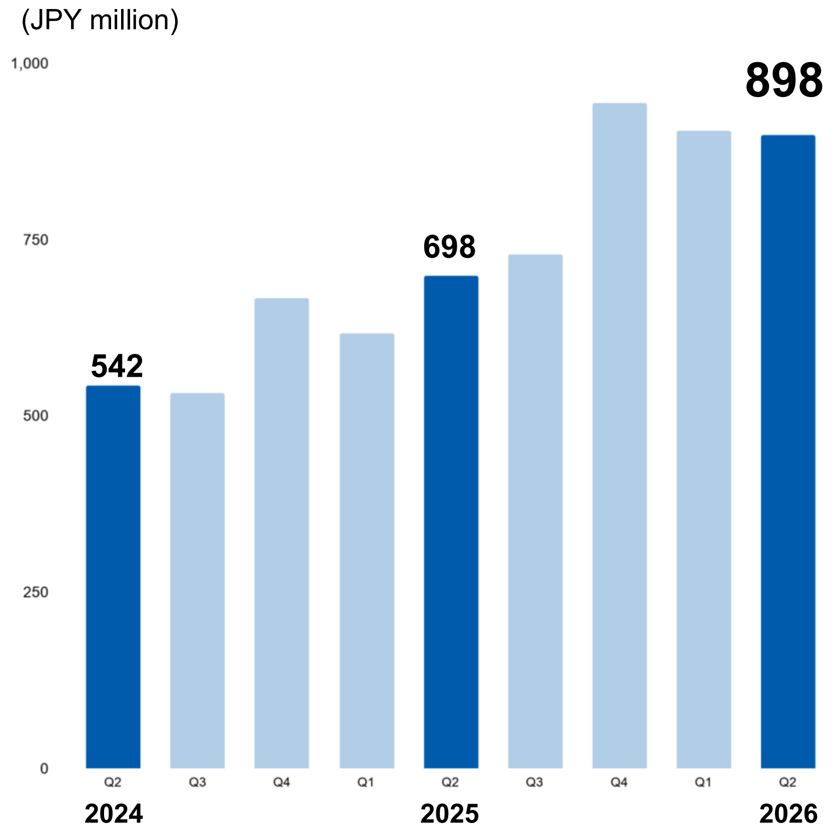
3 Strengthen Security and Operations with Managed Services

Maintain secure cloud environments 24/7 even for customers with limited internal resources.

Stronger access to joint sales channels expands lead-generation opportunities, creating a new growth driver for the Cloud Infrastructure Segment.

Cloud Infrastructure Segment CloudCREW by GMO

Quarterly Sales Trends



Growth momentum remains strong, driven by continued expansion of managed services.

+28.6%

Year-on-Year

(JPY million)	2025	2026	YoY Change
Q2	698	898	+28.6%

FY2026 Q2 Financial Highlights

Key Growth Products and CloudCREW Continue Strong Growth
Q2 Operating Profit Impacted by Temporary Revenue Timing Shift in Overseas Digital Certificates

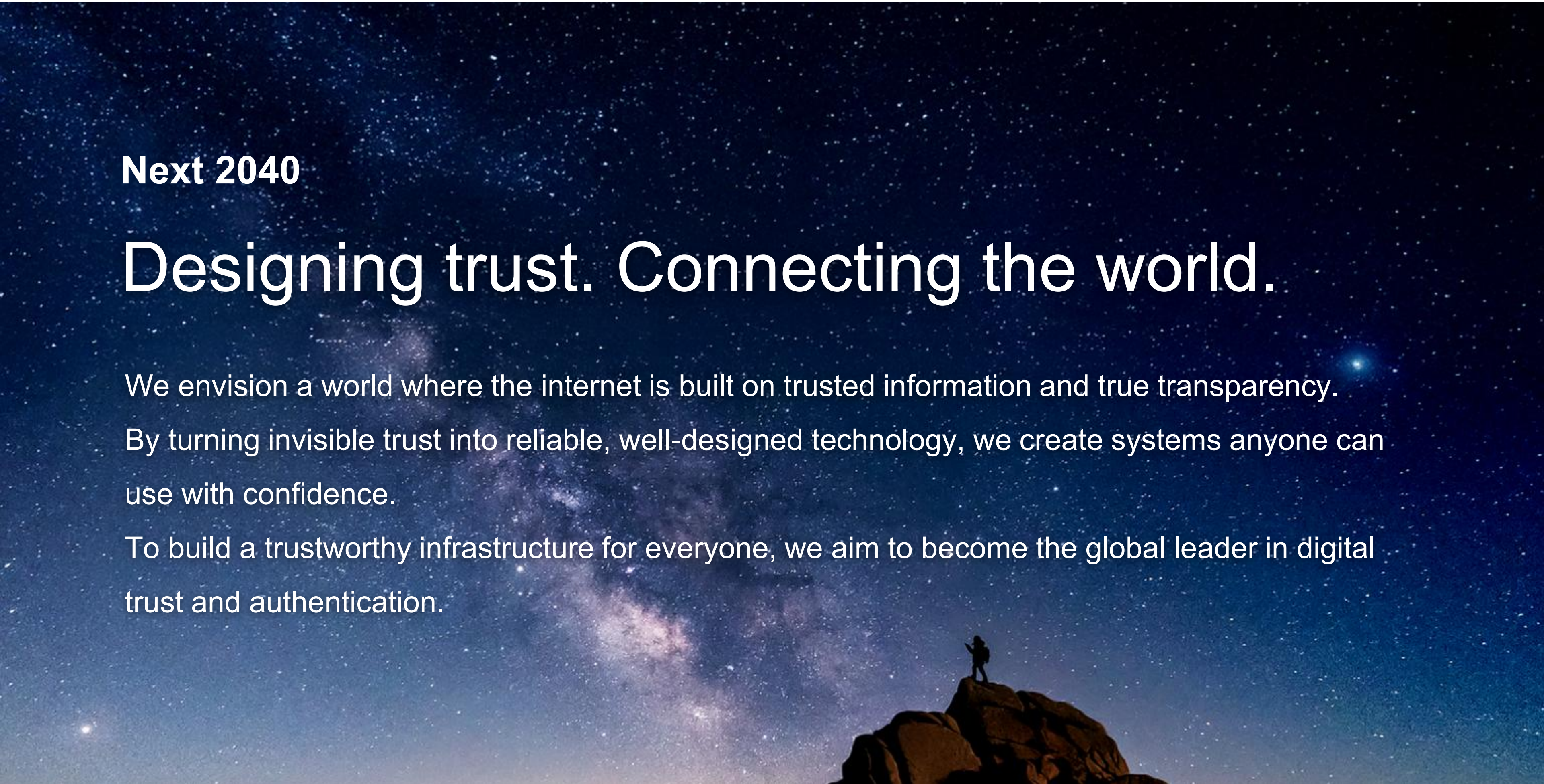
Sales (Cumulative)	Operating Profit (Cumulative)	Ordinary Profit (Cumulative)
¥11,091 million	¥585 million	¥632 million
YoY +11.5%	YoY -1.5%	YoY +9.4%

Key Growth Product Sales

GMO Trust Login	GMO Sign
+31.1%	+30.6%

*YoY (cumulative)

Vision 2040: To Be the Trusted Infrastructure Provider



Next 2040

Designing trust. Connecting the world.

We envision a world where the internet is built on trusted information and true transparency.

By turning invisible trust into reliable, well-designed technology, we create systems anyone can use with confidence.

To build a trustworthy infrastructure for everyone, we aim to become the global leader in digital trust and authentication.

We Change Experience with IT

Reference materials

Corporate Outline

Corporate Philosophy

We Change Experience with IT

Transforming everything that happens around us through IT technology. Expanding a convenient and prosperous society filled with smiles. This is our long-term mission.

Company Name	GMO GlobalSign Holdings K.K.
Stock Code	Tokyo Stock Exchange : Prime 3788
Established	May, 1997
Business Overview	Digital Certificate and eSignature Segment Cloud Infrastructure Segment Digital Transformation Segment
Parent Company	GMO Internet Group, Inc.(Tokyo Stock Exchange : Prime 9499)
Subsidiaries	15 companies; 12 consolidated (5 domestic, 7 overseas), 3 unconsolidated (as of the end of June 2026)
Number of Employees	1,026 employees (as of the end of June 2026), including unconsolidated subsidiaries.

Business Domain

Digital Certificate and eSignature Segment

Digital Certification and ID Management

GlobalSign by GMO

電子印鑑なら GMOサイン

GMOトラスト・ログイン

Cloud Infrastructure Segment

Provision of Secure Cloud Infrastructure

CloudCREW by GMO

GMO CLOUD

Digital Transformation Segment

Provision of More Convenient and User-Friendly AI and Cloud Services

JOINT Ai Flow by GMO

hakaru.ai by GMO

Infrastructure Company Supporting Trust and Security in the Digital Society

We offer services that underpin the digitalization of society, including digital certificates, cloud computing, rental servers, Digital Transformation (DX), and e-signatures.

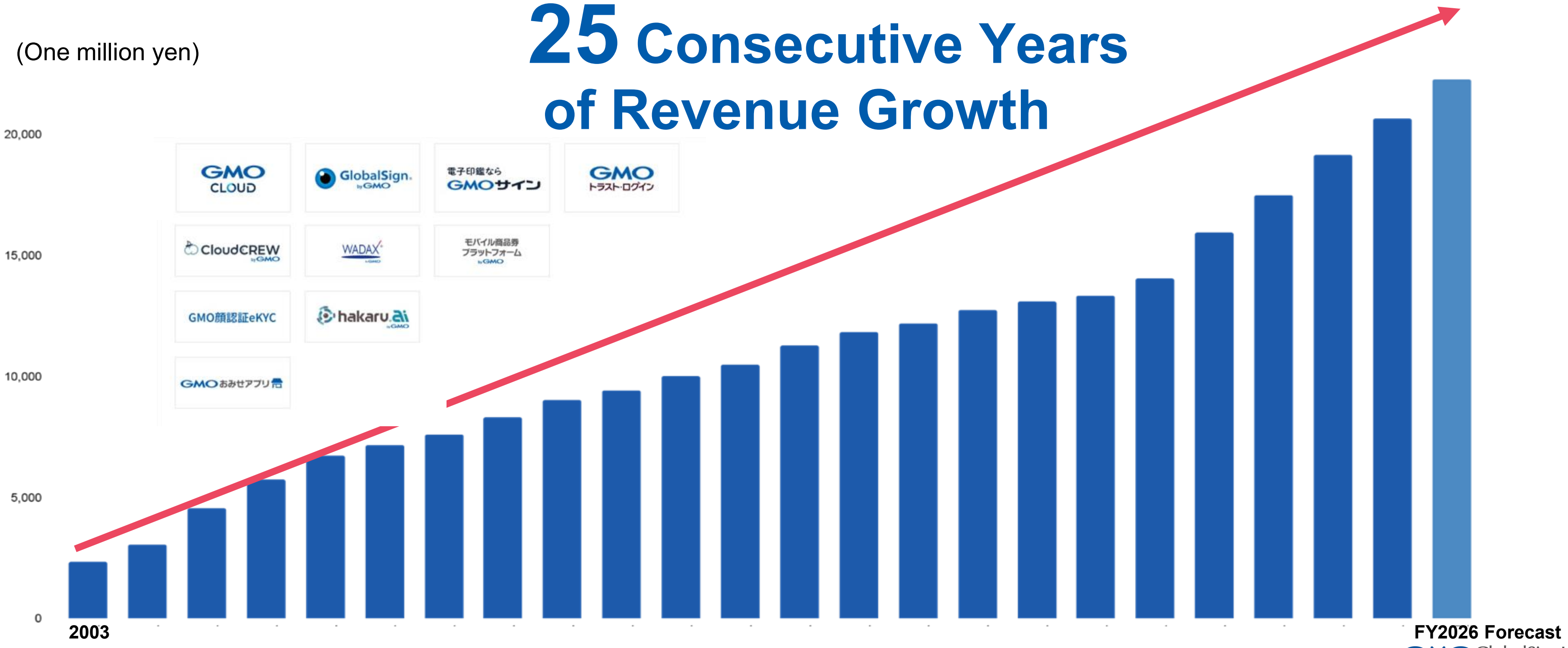
Leveraging our technical expertise to "engineer trust out of sight," we contribute to realizing a safe and transparent internet society.

Our Strengths Driving Value Growth

1. Operating a Globally Trusted **Digital Certificate Authority** with the No.1 Domestic Market Share.
2. Our 21 services operate on **a recurring revenue model**, driving sustainable growth.
3. Implementation Track Record in Over 230 Countries and Regions, and **a Global Infrastructure.**

Our Strengths Driving Value Growth | 2. Recurring Revenue Model

Our 21 services operate on a recurring revenue model, driving sustainable growth.



Our Strengths Driving Value Growth | 2. Recurring Revenue Model

As of December 31, 2025

A solid financial foundation and strong cash generation capacity to support continued growth.

Equity ratio
54.6%

Net cash
¥6.3 billion

Operating cash flow
¥2.8 billion

Our Strengths Driving Value Growth | 3. Global Expansion

Global Presence in 18 Locations

We have deployed our services in more than 230 countries and regions.

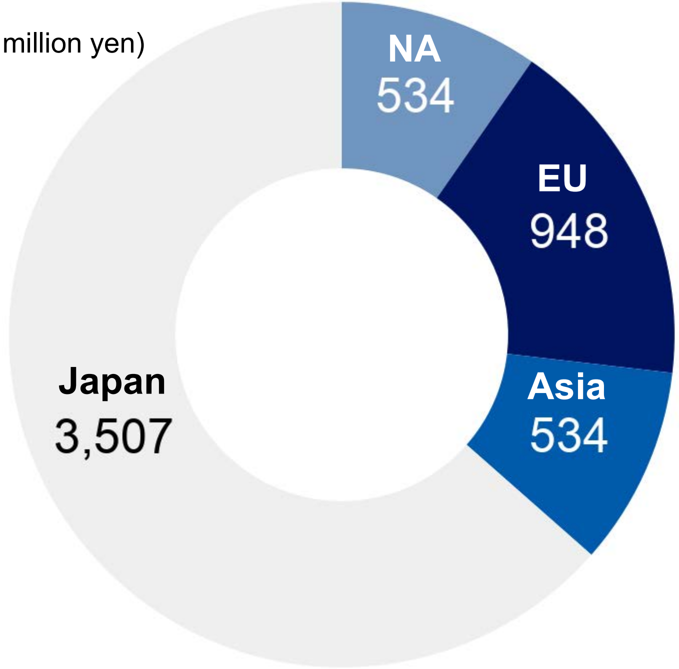
Our Strengths Driving Value Growth | 3. Global Expansion

Leveraging our Global Infrastructure for the Next Stage of Growth

Net Sales

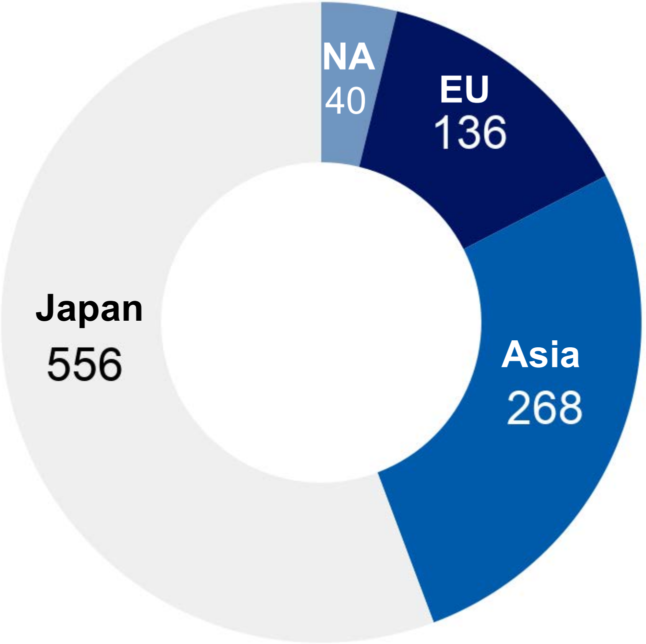
overseas ratio:36.5%

(One million yen)



Number of Employees

overseas ratio:44.3%



Consolidated Balance Sheet

(JPY million)	End of December 2025	End of June 2026	Increase/decrease rate
Current assets	12,901	12,864	(0.3%)
（Cash and Deposits）	8,936	9,269	3.7%
（Trade accounts receivable）	2,894	2,574	(11.1%)
Non-current assets	6,061	6,675	10.1%
（Software）	4,275	4,421	3.4%
（Investment securities）	306	358	17.0%
Total assets	18,963	19,540	3.0%

Liabilities	8,612	9,175	6.5%
（Advances by customers）	2,922	3,310	13.3%
（Borrowings and Lease liabilities）	2,695	2,886	7.1%
Net assets	10,350	10,364	0.1%
（Shareholders’ equity）	8,227	8,037	(2.3%)
（Other comprehensive income）	2,100	2,299	9.5%
（Non-controlling interests）	22	27	22.7%
Total liabilities and net assets	18,963	19,540	3.0%

Consolidated Income Statement

(JPY million)	End of June 2025	End of June 2026	Increase/decrease rate
Sales	9,944	11,091	11.5%
Cost of Sales	4,073	4,786	17.5%
Gross profit	5,870	6,304	7.4%
Selling, general and administrative expenses	5,276	5,719	8.4%
（Personnel expenses）	2,997	3,160	5.4%
（Advertising expense）	660	761	15.3%
（Depreciation expense）	390	370	(5.2%)
Operating income	593	585	(1.5%)
（Operating income margin）	6.0%	5.3%	-
Ordinary income	577	632	9.4%
Income before income taxes	577	614	6.3%
Income taxes - deferred	162	120	(25.9%)
Net Income Attributable to Owners of the Parent	413	490	18.6%

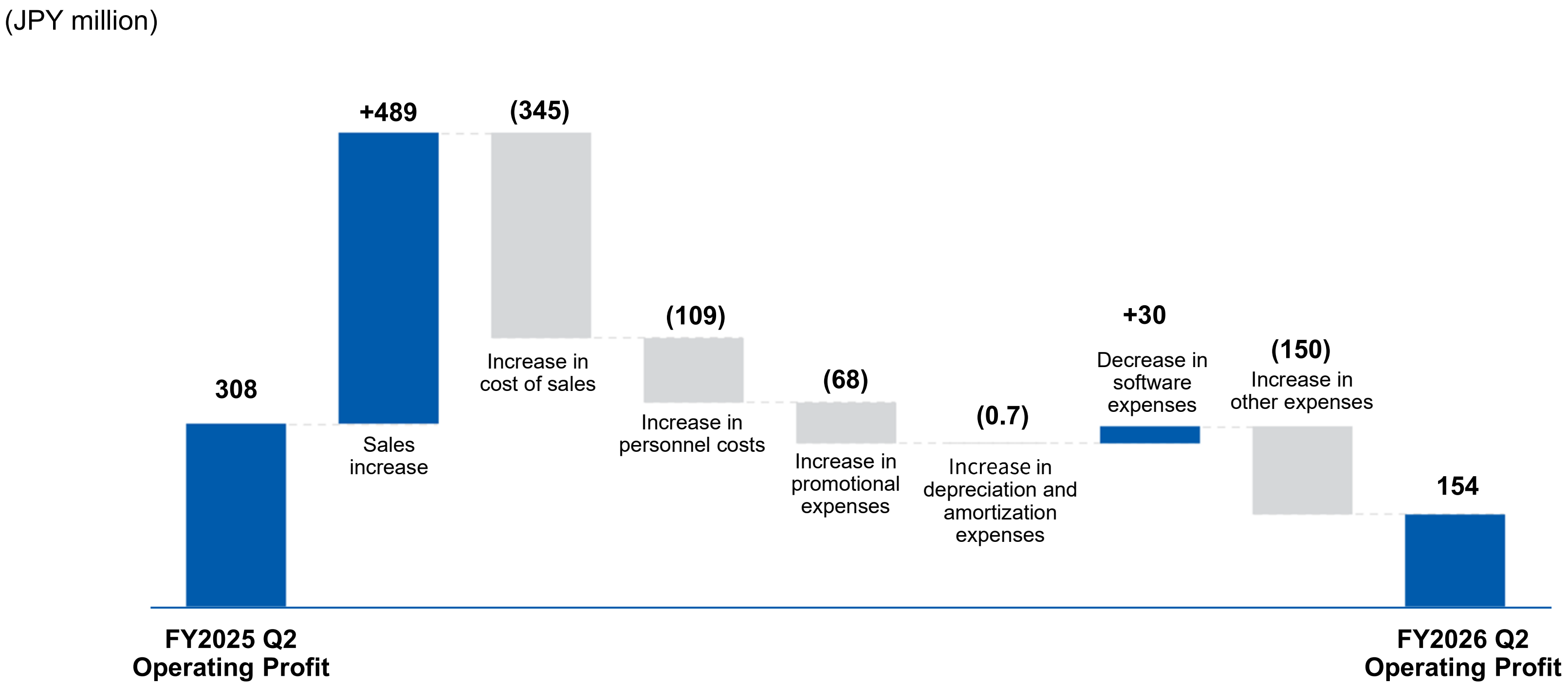
Full-Year Earnings Forecast for FY 2026

(JPY million)	FY2025 (Actual)	FY2026 (Forecast)	YoY Change
Sales	20,670	**22,286**	+ 7.8%
Operating Profit	1,475	**1,622**	+ 10.0%
Ordinary Profit	1,435	**1,589**	+ 10.7%
Net income Attributable to Owners of the Parent	1,005	**1,052**	+ 4.7%
Earnings Per Share (JPY)	87.55	**91.79**	-

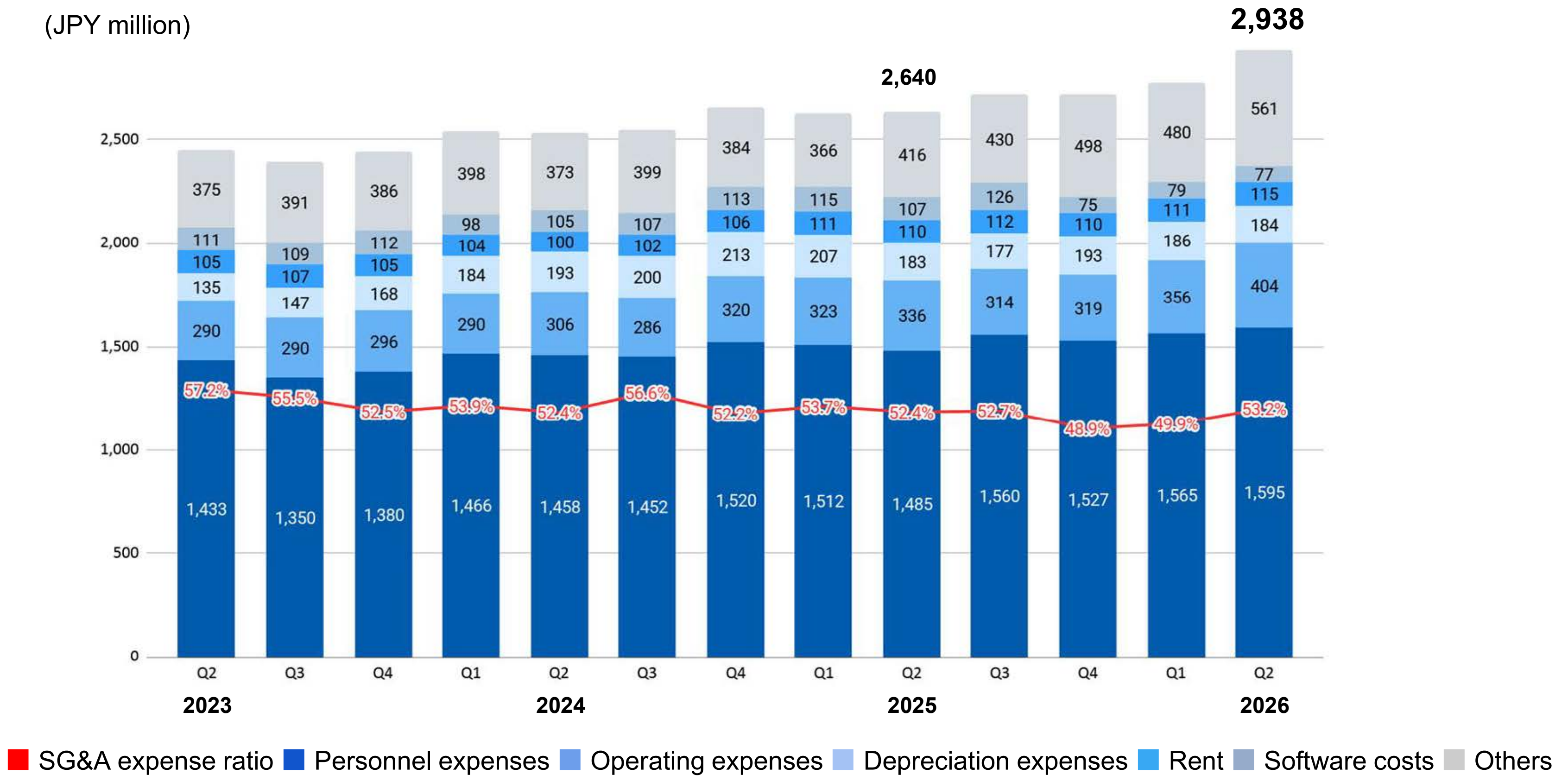
Full-Year Earnings Forecast for FY 2026 [By Segment]

(JPY million)	Sales FY2025 (Actual)	Sales FY2026 (Forecast)	Sales YoY Change	Operating income FY2025 (Actual)	Operating income FY2026 (Forecast)	Operating income YoY Change
Digital Certificate and eSignature Segment	13,016	**14,353**	+10.3%	1,343	**1,612**	+20.0%
Cloud Infrastructure Segment	7,279	**7,482**	+2.8%	194	**0**	(100.0%)
Digital Transformation Segment	919	**1,046**	+13.8%	(89)	**(48)**	–
Corporate/Eliminations	(543)	**(704)**	–	26	**58**	–
Consolidated	20,670	**22,286**	+7.8%	1,475	**1,622**	+10.0%

Analysis of Operating Profit



Quarterly Trends in SG&A



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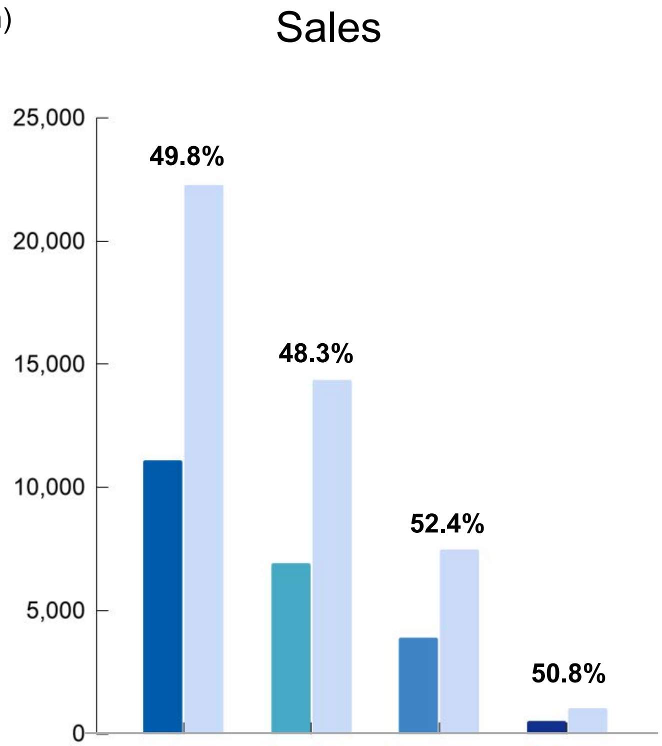
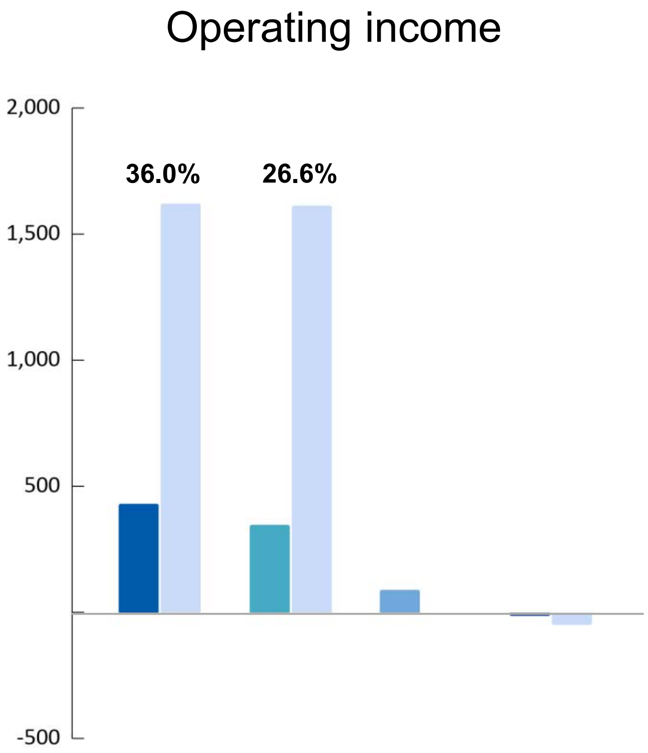
Comparison of Forecasts by Business Segment (Q2 FY2026)

(JPY million)





Consolidated / Digital Certificate and eSignature Segment / Cloud infrastructure Segment / Digital Transformation Segment / Full-year forecast

"Invisible Defenders: How Certification Authorities Keep the Internet Safe"

https://www.gmogshd.com/english/overview/certification-authority

Certification authorities are indispensable organizations for ensuring the security of electronic transactions and communications.

Our strength lies in being the only domestically developed certification authority, "GlobalSign," among the top four global companies with significant international market share.

We provide clear and accessible explanations of digital certification authorities, which support a safer and more secure internet environment that is close to our daily lives.

Moving forward, we will continue to strive to realize an even safer and more reliable digital society.

As a trusted cybersecurity brand chosen by customers, we are committed to further improving our services to deliver greater peace of mind and security.

- The content of this document is based on the economic, social, and other conditions generally acknowledged at the time of preparation, and on certain assumptions considered reasonable by the company. However, it is subject to change without notice due to changes in the business environment and other factors.

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