FY2026 Q3

Financial Report

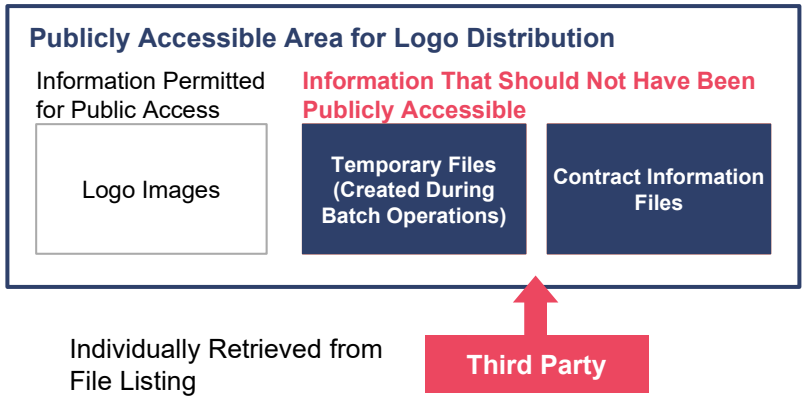
GMO GlobalSign Holdings K.K.

Ticker: 3788 (TSE Prime)

Apology, Root Cause of the Incident, & Current Status

The Company sincerely apologizes to its customers and other stakeholders for the significant inconvenience and concern this incident has caused.

Root Cause: Deficiencies in Information Asset Management



The files were externally accessible from November 2017 through September 15, 2026.

Current Status

Access Blocked — 9/15 — All external access blocked.

Investigation Completed — 10/23 — External forensic specialists confirmed that a third party had retrieved the files.

Investigation Results: Scope

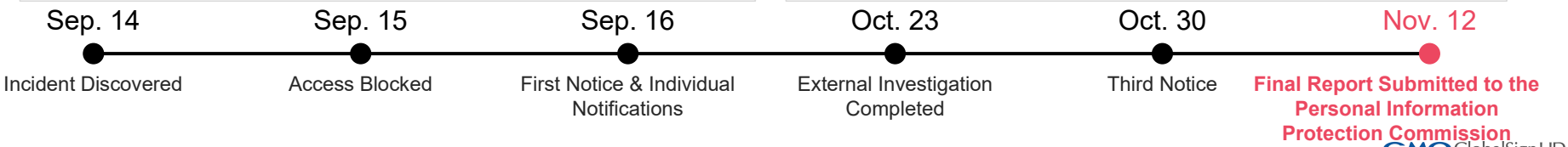
2,492 Companies 45,030 Individuals

Information Not Included

- **Login passwords**
- **Multi-factor authentication (MFA) data**
- **Payment information**

Secondary Damage

None Reported
(As of November 12)



Preventing Recurrence & Strengthening Governance for GMO Trust Login

The Company is addressing deficiencies in three management areas and extending the rigorous controls used in its Certificate Authority (CA) business to GMO Trust Login.

Additional Controls: Business Continuity, Operational Security, Monitoring, and Vulnerability Management
(Operations & Monitoring to be integrated into a shared platform starting January 2027)

Management Area	Identified Deficiencies	Completed Measures	Remaining Actions
Storage Location, Access Permissions, & Retention Management	Files containing customer information were stored in a public area and retained without deletion.	• Blocked external access • Added signatures & expiration dates to links • Deleted all remaining files • Disabled file listing across all storage locations	• Transition to a private-by-default architecture • Implement automatic deletion & encryption based on retention periods
Verification During Design & Changes	Lacked a mechanism to verify storage destinations and public access scope during the development stage.	• Conducted a comprehensive inspection of all file-handling functions	• Mandate verification during the design phase • Implement automated code checks & per-release testing • Standardize file-handling processes into shared components • Conduct design reviews by external specialists
Monitoring & Auditing	Storage was excluded from periodic security assessments, leaving the issue undetected for an extended period.	• Introduced 24/7 continuous monitoring across all storage locations • Remediated critical findings from cloud security assessments	• Implement automated checks of public areas • Conduct external assessments at least twice a year across all public assets

Risk Inspection Results Across GMO GlobalSign Holdings Consolidated Companies

The Group has inspected all systems across its consolidated companies and confirmed that they are secure as of the date of this presentation.

1 Risk Inspection of Consolidated Group Companies

Safety Confirmed

- Completed external and internal inspections across all systems of consolidated subsidiaries.
- Addressed all high-priority findings for externally accessible systems.

2 Certificate Authority Business

No Impact

- The Certificate Authority operates in a separate system environment and has not been affected by this incident; no data leaks or unauthorized access have been identified.
- No impact has been identified on the Group's other businesses either.

3 Impact on Consolidated Financial Results

Minimal

- At present, the impact of this incident on consolidated financial results is expected to be minimal.

Strengthening Security Governance Across GMO GlobalSign Holdings Consolidated Companies

Group Collaboration: Strengthen collaboration with the CISO of GMO GlobalSign Holdings K.K. to continuously oversee information asset management and the progress of recurrence prevention measures across consolidated companies.

External Oversight: Establish a highly transparent governance framework enabling monitoring and verification by Outside Directors.

Regarding the Unauthorized Access Incident at GMO Internet, Inc.

The Company sincerely apologizes for any concern this unauthorized access incident involving "Onamae.com Desktop Cloud," a service provided by GMO Internet, Inc. (Securities Code: 4784), a member of the same corporate group, may have caused.

Impact on the Company's Systems

The Company's systems operate in an environment entirely separate from "Onamae.com Desktop Cloud," and its security measures are also independently designed and operated. As of the date of this presentation, no unauthorized access or information leakage affecting the Company's services resulting from this incident has been confirmed.

Recent Customer Trends

Sales activities were temporarily affected while the Company voluntarily suspended certain advertising and promotional activities. At present, the incident is expected to have a minimal impact on the Company's financial performance from Q4 FY2026 onward.

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Executive Summary

Results

For the nine months ended September 30, 2026 (cumulative), net sales and profit increased year-on-year, and quarterly operating profit rebounded quarter-on-quarter. The Company revised its full-year dividend forecast upward to JPY 74.35 per share.

Business

The Group's core focus services—"GMO Sign," "GMO Trust Login," and "CloudCREW byGMO"—continued to perform strongly.

Strategy

Toward realizing "AI × Authentication × Infrastructure," the Group strengthened "JOINT AI Flow byGMO" and conducted joint proof-of-concept (PoC) trials.

Q3 Financial Results

GMO GlobalSign HD
GlobalSign

Financial Highlights: Nine Months Ended September 30, 2026

Net sales and operating profit exceeded the prior-year levels, while profit attributable to owners of parent for the nine-month period increased by 57.0% year-on-year.

Consolidated Net Sales

¥16,644 million

Up 10.2% YoY
Progress rate (vs. FY2026 forecast): 74.7%

Consolidated Operating Profit

¥997 million

Up 1.4% YoY
Progress rate (vs. FY2026 forecast): 61.5%

Consolidated Ordinary Profit

¥1,038 million

Up 8.5% YoY
Progress rate (vs. FY2026 forecast): 65.4%

Profit Attributable to Owners of Parent

¥1,104 million

Up 57.0% YoY
Progress rate (vs. FY2026 forecast): 84.1%

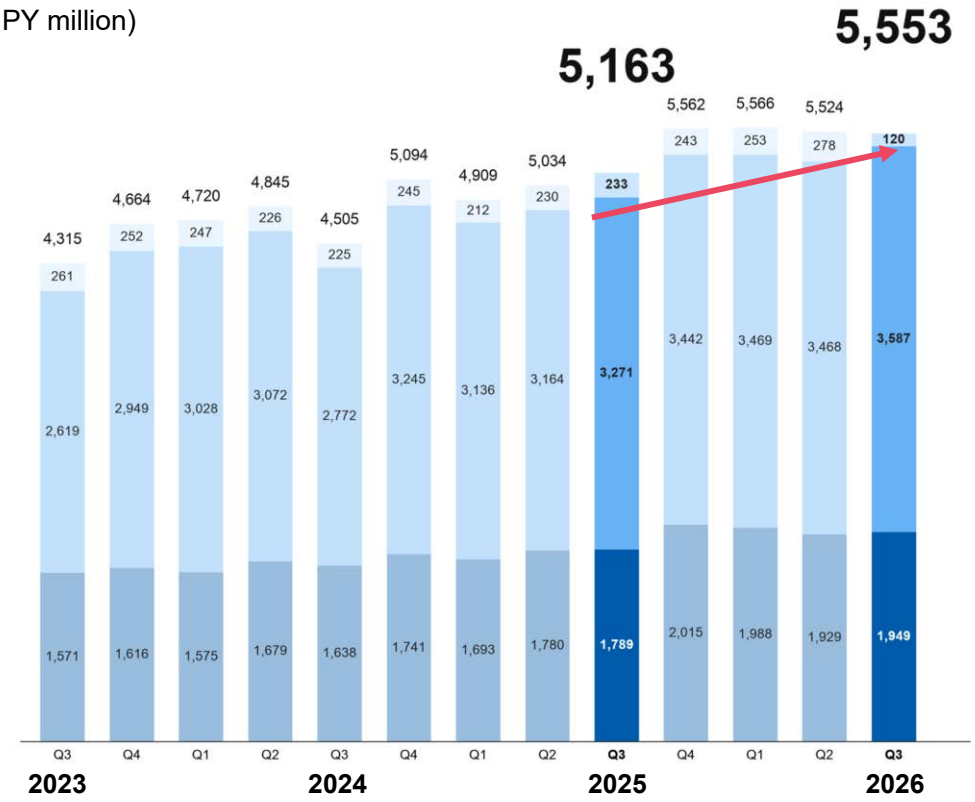
EBITDA

¥2,395 million

Up 7.4% YoY

Quarterly Net Sales Trends

(JPY million)



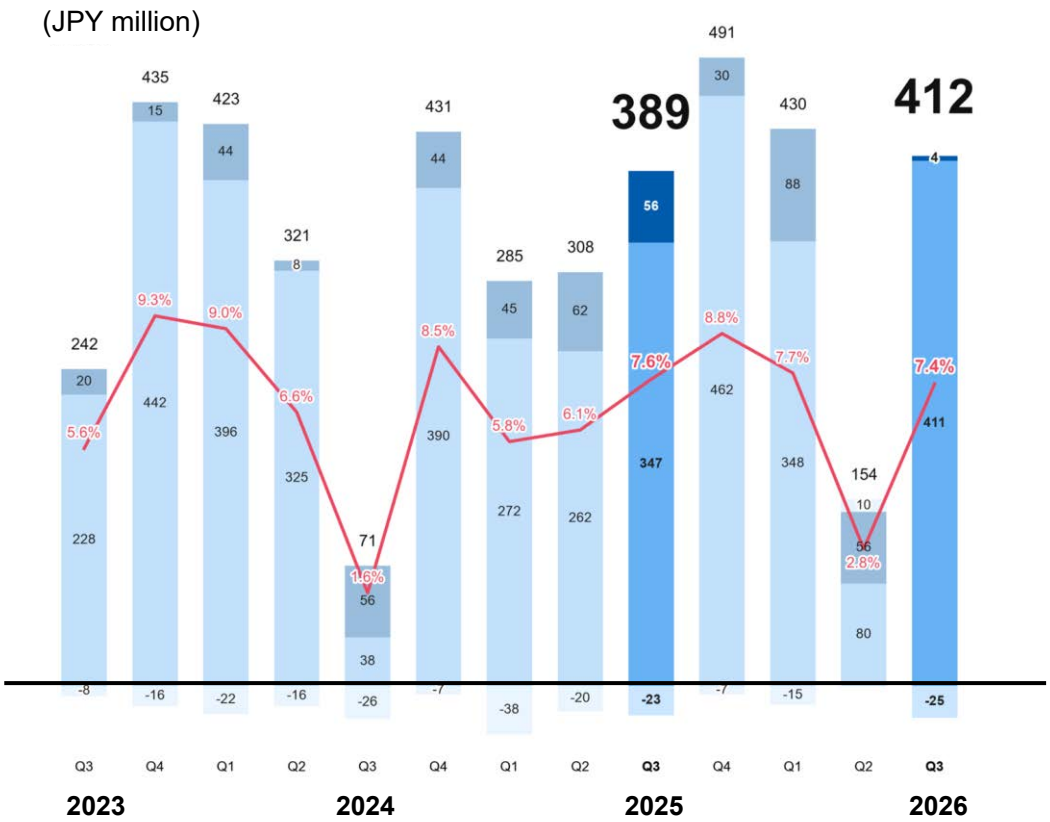
The Group's core focus services continued to perform strongly.

+7.5%

Year-on-Year

- Digital Transformation Segment
- Digital Certificate and eSignature Segment
- Cloud Infrastructure Segment

Quarterly Operating Profit Trends



The Digital Certificate and eSignature Segment recovered from the previous quarter.

+5.7%

Year-on-Year

- Cloud Infrastructure Segment
- Digital Certificate and eSignature Segment
- Digital Transformation Segment
- Operating Margin

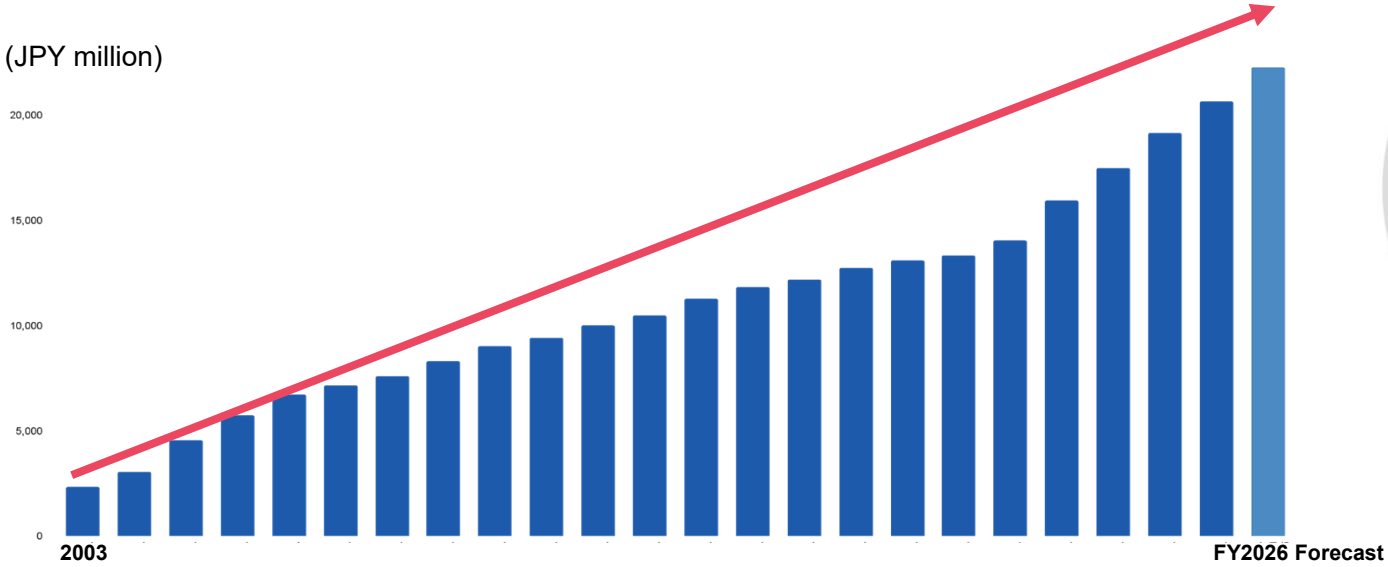
GMO GlobalSign HD
GlobalSign

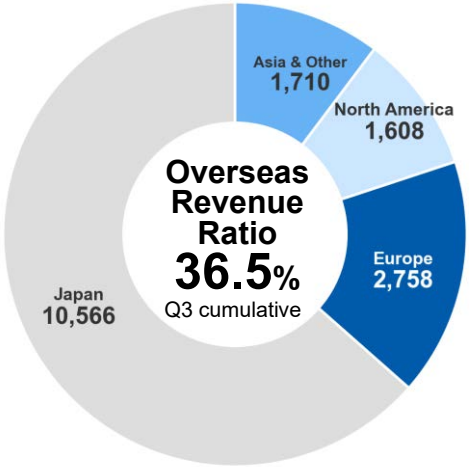
Status of Focus Services & KPIs

Consolidated KPIs

The Group strengthened its foundation for sustainable growth by accumulating recurring revenue and expanding globally.

25 Consecutive Years of Revenue Growth





(JPY million)

Leveraging Expertise in Authentication and Security to Expand into Growth Areas

GlobalSign by GMO

Technologies, Operational Track Record, and Trust Cultivated as a Certificate Authority

Operational Track Record
30 Years

Domestic SSL Market Share
No.1

Countries & Regions Served
230*

GlobalSign Root Certificate Inclusion Rate
99.9%
Google Microsoft Mozilla

Number of E-Signatures Using GlobalSign Certificates
6.0 Million
電子印鑑なら GMOサイン docusign Adobe Acrobat Sign

■ Advancing Digital Certificate-Related Services

VMC (Verified Mark Certificate)
Amid market growth of approximately 50% year-on-year, the Group expanded sales by strengthening its partner sales channels.

CLM (Certificate Lifecycle Management)
Capitalizing on shorter certificate validity periods, the Group launched its SaaS-based CLM and expanded sales.

■ Expansion into the Online Identity Verification Domain

GMO Face Recognition eKYC
The Group is expanding this service in Japan, and net sales continue to expand.

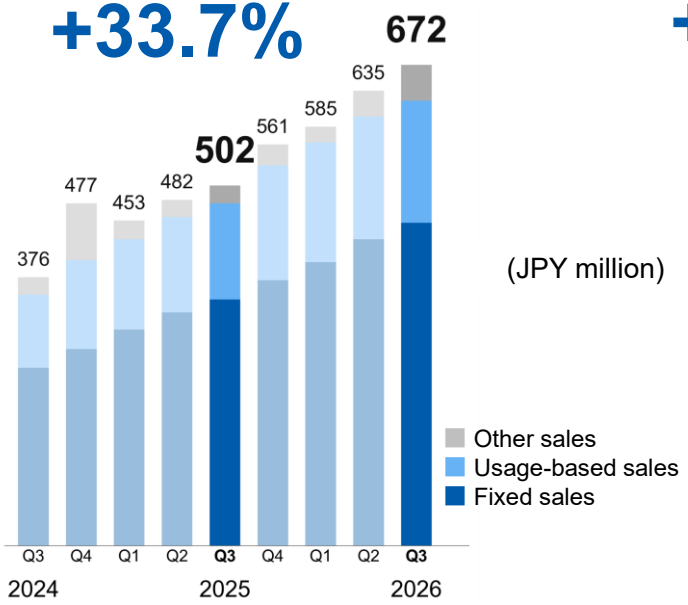
* Covers 230 countries and territories worldwide (out of 196 sovereign states recognized by the Ministry of Foreign Affairs of Japan as of 2026).

Net Sales, ARR, and Contract Transmissions

New customer acquisition, higher unit prices, and development revenue from large accounts drove growth.

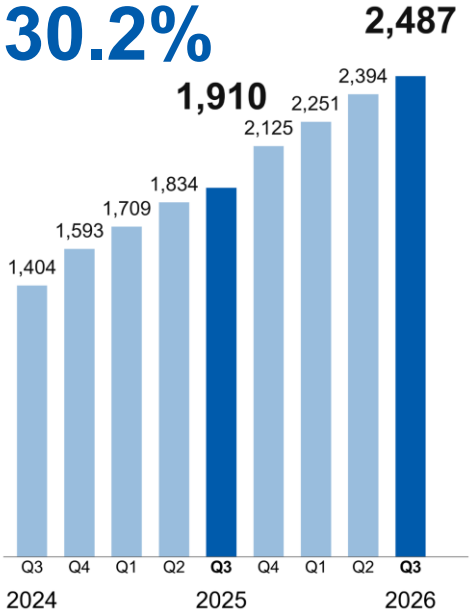
Sales

YoY
+33.7%



ARR

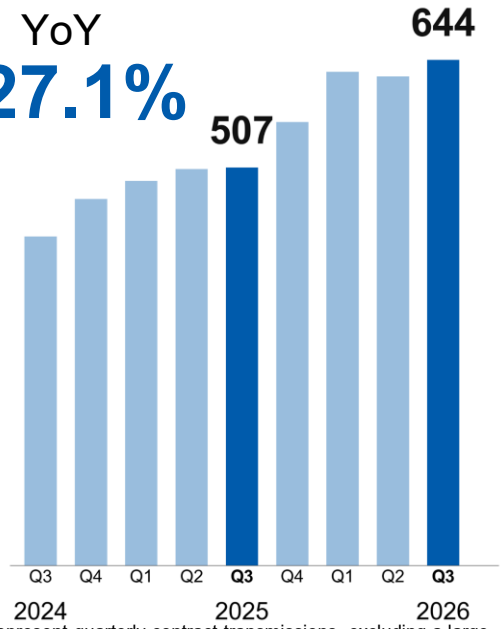
YoY
+30.2%



Quarterly Contract Transmissions *

(Unit: 10,000 contracts)

YoY
+27.1%



* Figures represent quarterly contract transmissions, excluding a large volume of free test transmissions conducted in Q1 2025.

GMO Sign: Chosen by a Wide Range of Organizations from Local Governments to Listed Companies



Local Governments Adopting the Service

283*

Used by Approx.

82% of Japanese Listed Companies

Compatible with LGWAN (Local Government Wide Area Network)

Adopted Local Governments (Excerpts)

Tokyo	Hokkaido	Osaka	Ibaraki	Gunma
Kanagawa	Yamanashi	Shizuoka	Fukui	Shiga
Nara	Okayama	Hiroshima	Yamaguchi	
Kumamoto	Oita			

Acquired Certifications

- ISO/IEC 27001 (Information Security)
- ISO/IEC 27017 (Cloud Service Security)
- ISMAP Registered
- SOC 2 Type 2 Attestation
- JIIMA Certification

* Public entities that have paid contracts for "GMO Sign" or "GMO Sign Official Electronic Seal" as of September 30, 2026.

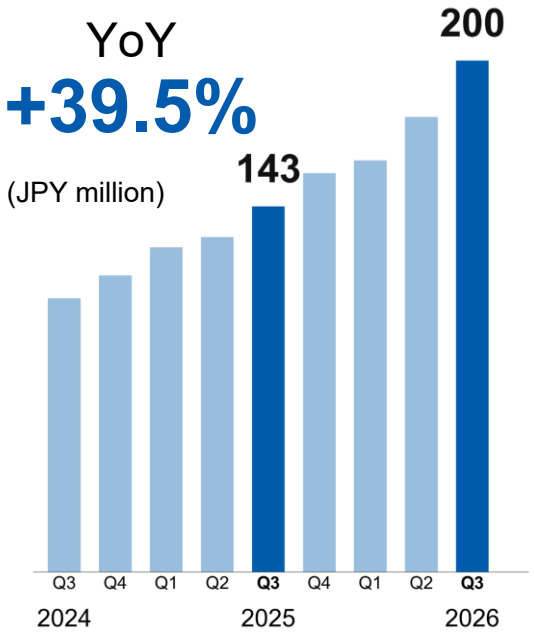
Net Sales, ARR, and Number of Paid IDs

Demand from large enterprise customers remained strong.

Sales

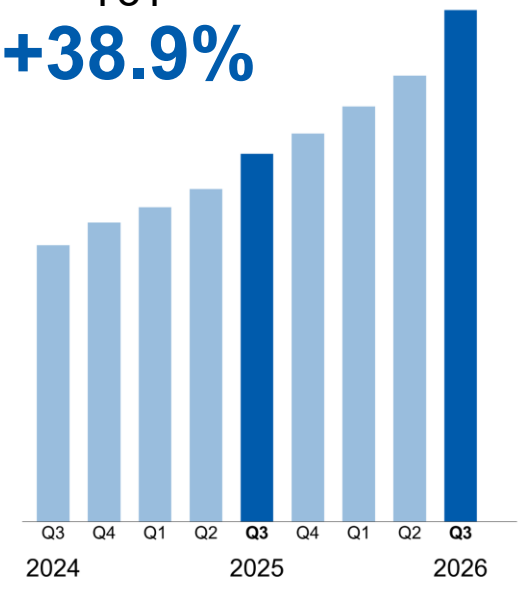
YoY
+39.5%

(JPY million)



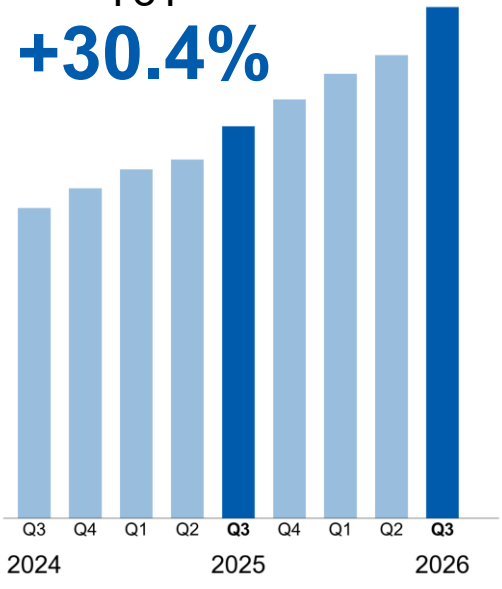
ARR

YoY
+38.9%



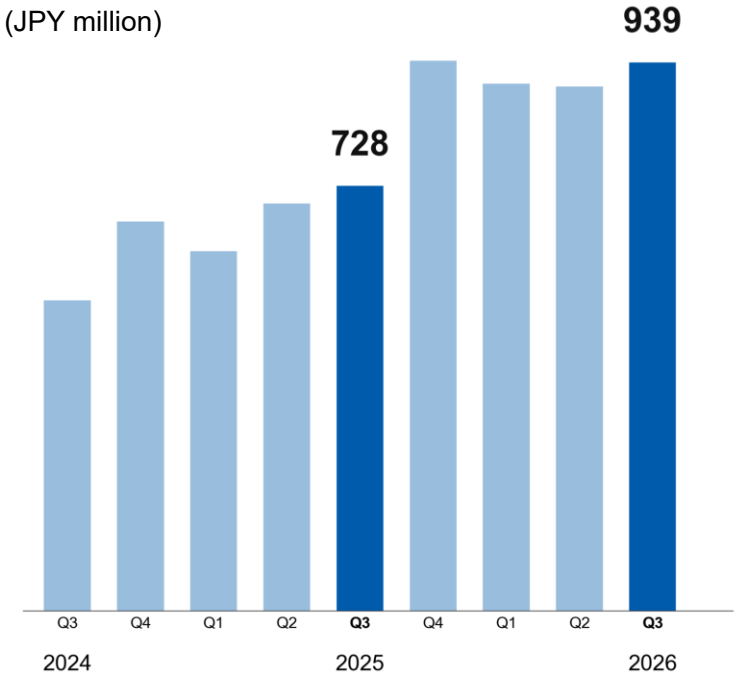
Number of Paid IDs

YoY
+30.4%



Net Sales (Growth & Revenue)

The sales pipeline expanded significantly, driven by joint sales initiatives with AWS.

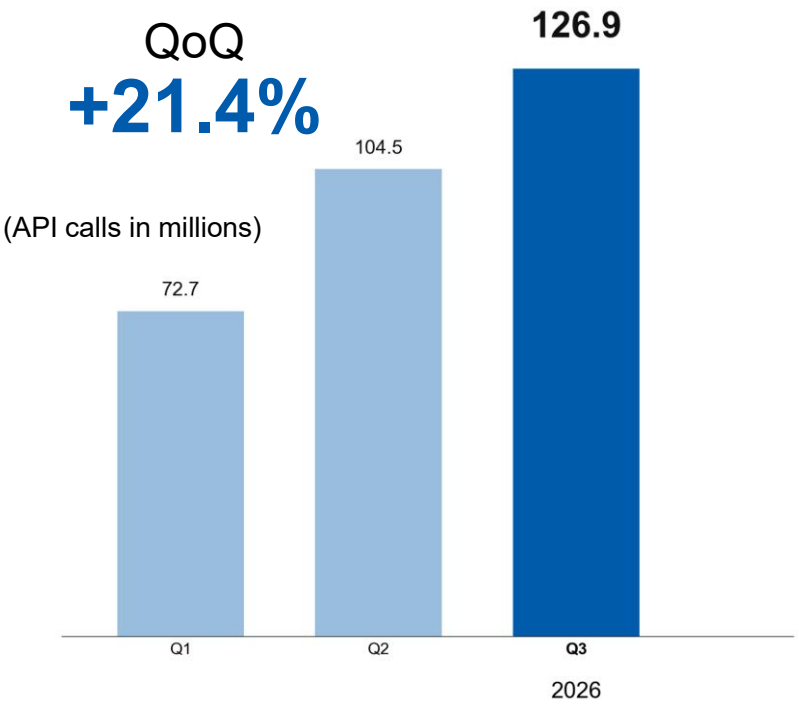


+29.1%

Year-on-Year

Number of API Calls (Usage Expansion) & Connected Services (Expansion of Integrations)

Number of API Executions



Over 120 Connectors Linking SaaS Applications with Internal Systems

AI	Sales & Marketing
HR & General Affairs	Sales & Inventory
E-Commerce	Communication
Attendance & Tasks	Healthcare
Finance & Legal	Development & Operations etc.

Connected Services (Excerpt)

kintone slack from Salesforce LINE WORKS freee 会計

Money Forward Cloud Accounting Salesforce Bakuraku
Kanjo Bugyo Cloud SmartHR PCA Accounting
Rakuraku Seisan HubSpot Google Drive Microsoft Teams

Consolidated Financial Outlook

Full-Year Consolidated Financial Forecast for FY2026

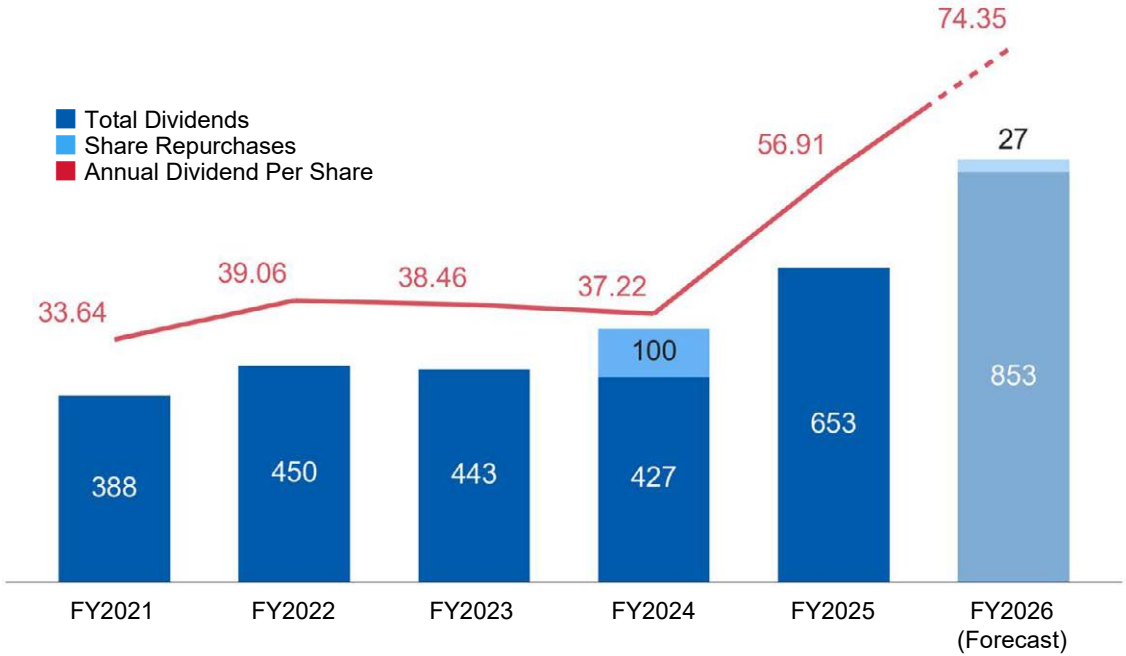
Profit Forecast Upwardly Revised; Full-Year Dividend Forecast Increased to JPY 74.35

Recorded a gain on sale of shares of subsidiaries as extraordinary income following the transfer of shares of GMO DIGITAL Lab K.K.

	Net Sales (JPY in millions)	Operating Profit (JPY in millions)	Ordinary Profit (JPY in millions)	Profit Attributable to Owners of Parent (JPY in millions)	Basic Earnings Per Share (JPY)
Previous Forecast (A)	22,286	1,622	1,589	1,052	91.79
Revised Forecast (B)	22,286	1,622	1,589	**1,312**	114.38
Change (B - A)	0	0	0	**260**	-
Change (%)	0.0%	0.0%	0.0%	**24.7%**	-
(Ref.) FY2025 Results	20,670	1,475	1,435	1,005	87.55

Enhancement of Shareholder Returns

Fiscal Year-End Dividend Increased by JPY 14.68 to JPY 74.35



Dividend Payout Ratio ≥ 65% or DOE ≥ 4%

(Whichever Is Higher)

The FY2026 share repurchase was completed in January 2026.



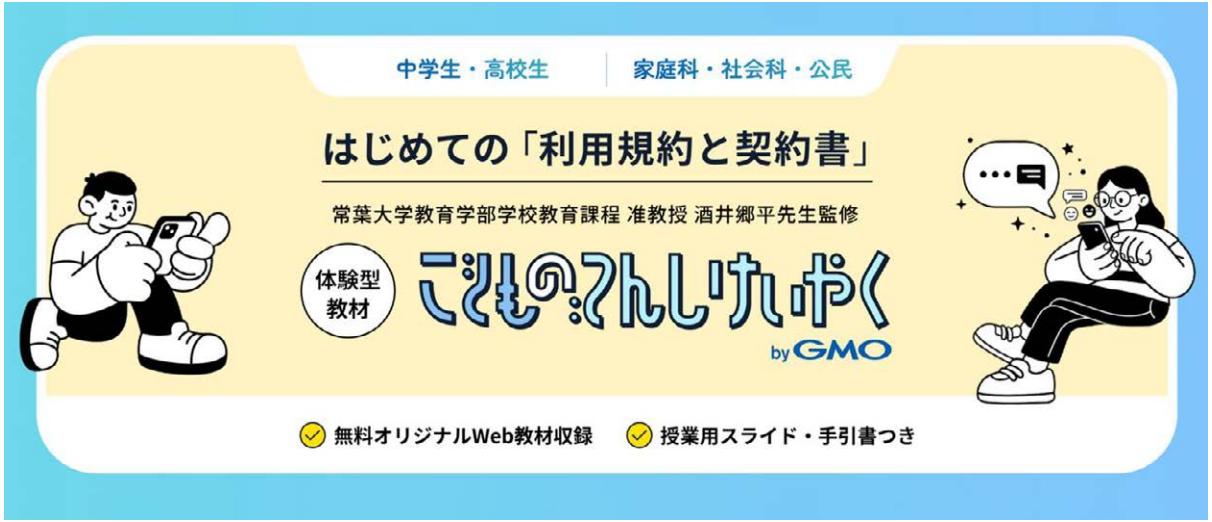
Topics

Business Topic: GMO Sign AI Flow Option (Launched Oct. 21)



- Users can access contract information in GMO Sign and invoke its functions by giving natural-language instructions to generative AI.
- The service can be used to: (1) search for necessary contracts by asking AI, (2) leverage past contract information for document creation, and (3) request signatures directly through AI.

Non-Financial Topic 1: Children's Digital Contracts ("Kodomo no Denshi Keiyaku")



- The Group is jointly developing "Kodomo no Denshi Keiyaku" (Children's Digital Contracts), an interactive learning material designed to foster contract literacy, with Associate Professor Kyohei Sakai of the Department of School Education, Faculty of Education, Tokoha University.
- The Group plans to provide this material free of charge to schools and other educational institutions.

Non-Financial Topic 2: GMO Sign Wins Good Design Award 2026



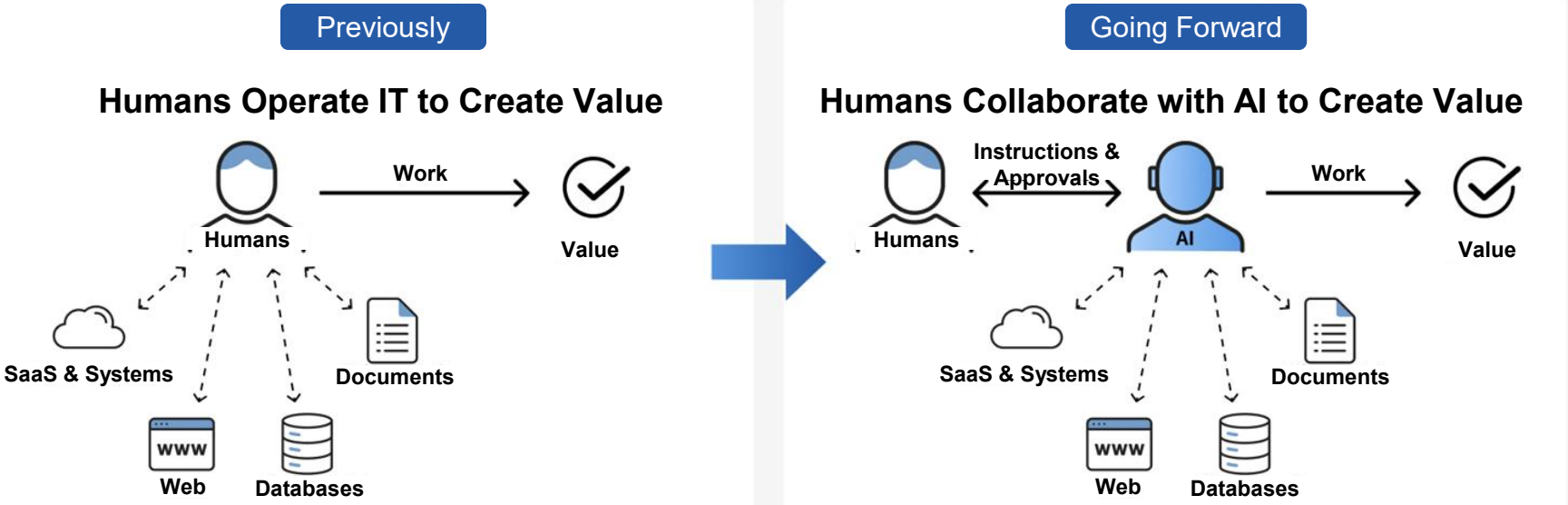
- GMO Sign received the Good Design Award 2026 for its flexible signing options across diverse use cases, accessibility initiatives, and user-friendly branding.

Toward the Next Phase of Growth

"AI × Authentication × Infrastructure"

GMO GlobalSign HD
GlobalSign

How AI Is Transforming Work and Value Creation



AI Adoption Is Inevitable, but Risks Grow as More Tasks Are Delegated to AI

More Data & Systems Connected

Data Breaches

e.g., Inputting customer data or undisclosed/confidential information into unauthorized external AI services.

Broader Scope & Greater Authority Delegated

Misjudgments & Erroneous Execution

e.g., Generating documents with inaccurate figures and sending them to business partners prior to human verification.

AI Task Execution Targeted for Attack

Cyberattacks & Unauthorized Use

e.g., Being manipulated by malicious instructions in external documents, leading to the unauthorized external transmission of internal data.

Limit AI agent permissions to the bare minimum
Jensen Huang, CEO of NVIDIA (Paraphrased)



Treat AI with the same rigor as an insider risk
Satya Nadella, CEO of Microsoft (Paraphrased)

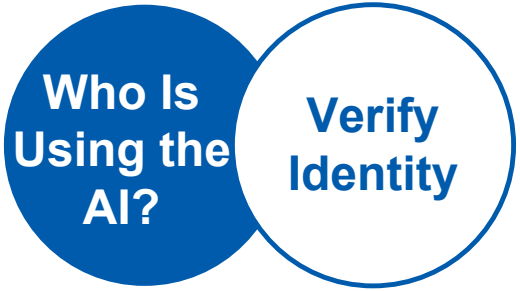


Nvidia :
https://www.linkedin.com/posts/nvidia-ai_ai-agents-need-clear-limits-on-what-they-activity-7510379266090418176-By8v
https://tech.yahoo.com/ai/articles/jensen-huang-keeping-ai-under-183031160.html?guccounter=1
MS : https://www.itmedia.co.jp/news/article/2610/12/2000002195/

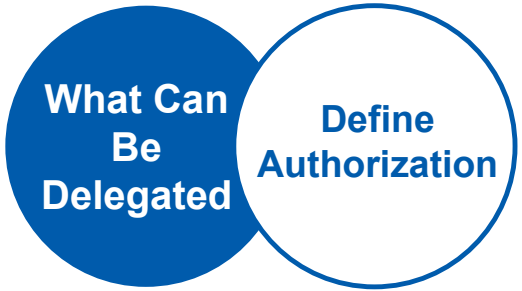
* Note: The statements and posts by both CEOs on this slide have been summarized and paraphrased by the Company to convey the gist of the original remarks.

Trust Required in the AI Agent Era

A "governance mechanism" is required to control identity, authorization, and execution.



Verify the identity, affiliation, and accountability of humans, companies, and AI.



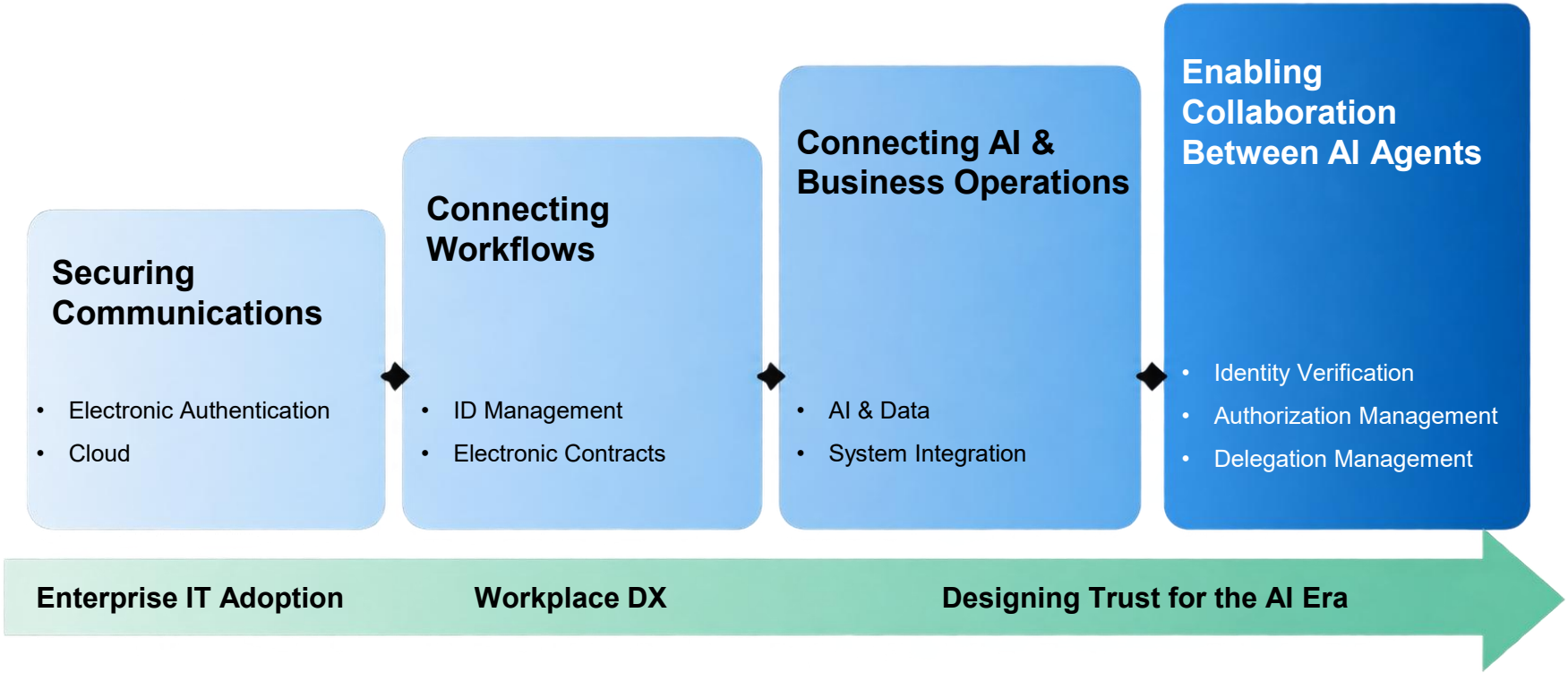
Establish operational scope, approval rules, and termination conditions.



Retain records of agreements and activity logs so they can be reviewed later.

An AI governance platform is needed to integrate AI with business systems and support reliable operations.

Toward a Society Where Work Can Be Safely Entrusted to AI

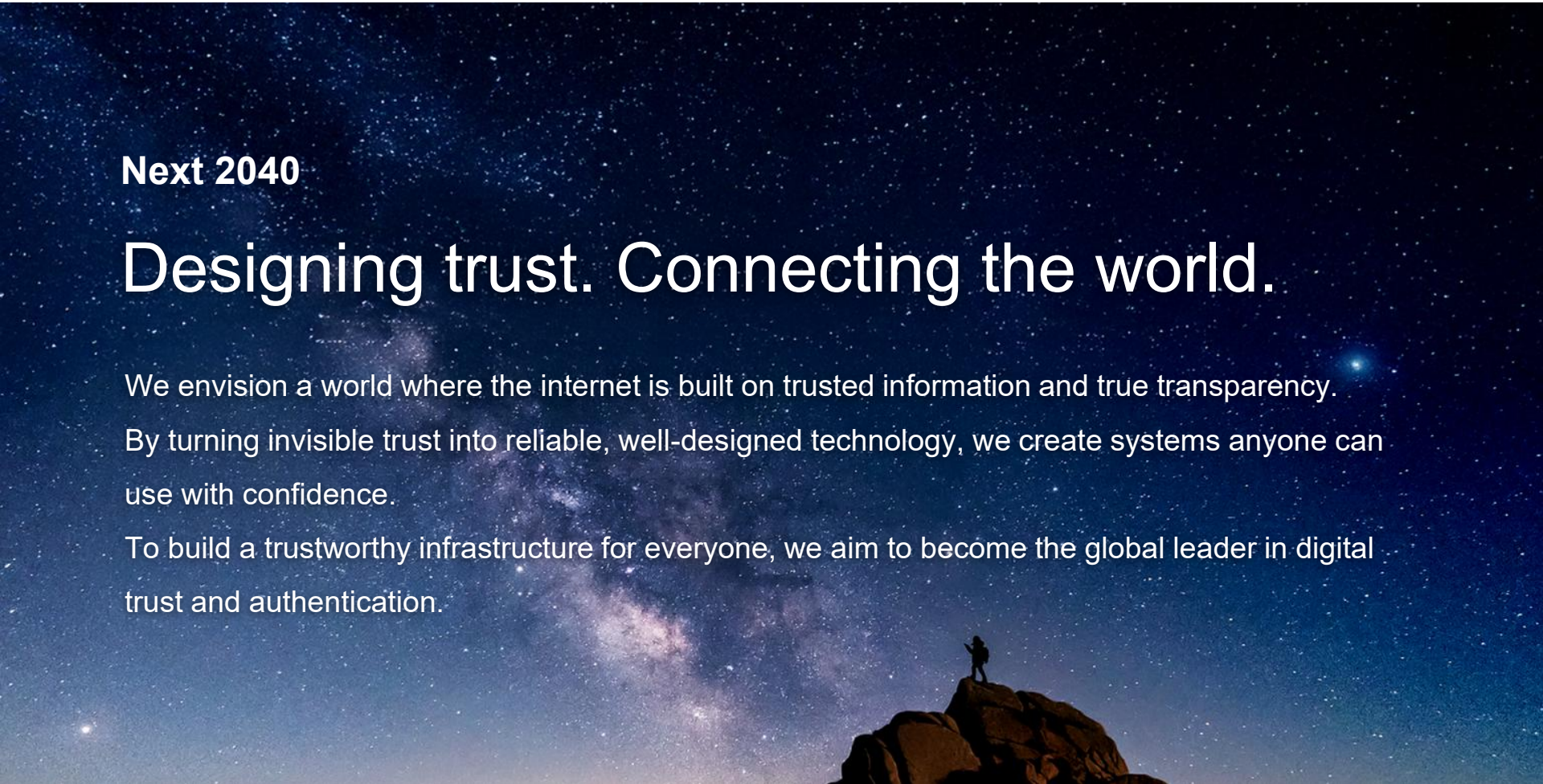


Realizing "AI × Authentication × Infrastructure"



The Group is evolving its business platform so that tasks can be safely entrusted to reliable AI agents by combining identity verification, ID management, and AI integration.

Vision 2040: To Become a Trusted Infrastructure Provider



Q3 Financial Results Summary

Results

For the nine months ended September 30, 2026 (cumulative), net sales and profit increased year-on-year, and quarterly operating profit rebounded quarter-on-quarter. The Company revised its full-year dividend forecast upward to JPY 74.35 per share.

Business

The Group's core focus services—"GMO Sign," "GMO Trust Login," and "CloudCREW byGMO"—continued to perform strongly.

Strategy

Toward realizing "AI × Authentication × Infrastructure," the Group strengthened "JOINT AI Flow byGMO" and conducted joint proof-of-concept (PoC) trials.

Medium-Term Management Strategy to Be Announced in March 2027

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 September 2026)
Number of Employees	947 employees (as of the end of September 2026), including unconsolidated subsidiaries.

One GlobalSign Way Corporate Philosophy

Mission
Our mission

We Change Experience with IT

We want to deliver our services to everyone, from every corner of this planet to the next.

No matter how outstanding an IT service is, it means little if only a limited few can use it. We want it to be more accessible and easier to understand—for each and every person—so that all people can encounter new experiential value. This has been our unwavering wish since our founding.

The power of IT transforms the things that happen around us. When that transformation becomes the norm, what kind of society will we bring into being?

We Change Experience with IT. Spreading a convenient, enriched society full of smiles.

This is our mission, now and forever.

Value
Our values

Excitement, and GMOism

Vision
Who we aim to be

One & 1st

One

Let us become one.

Beneath the vast sky of the internet, each newly born business has grown in its own way. We want to keep delivering groundbreaking value to society. If we can share the belief that we are one and create synergy, we will surely be able to do more exciting, more remarkable things.

1st

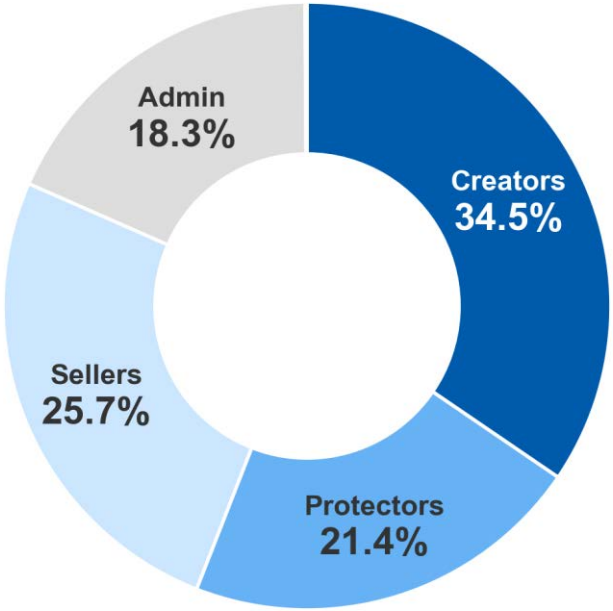
Do not fear failure.

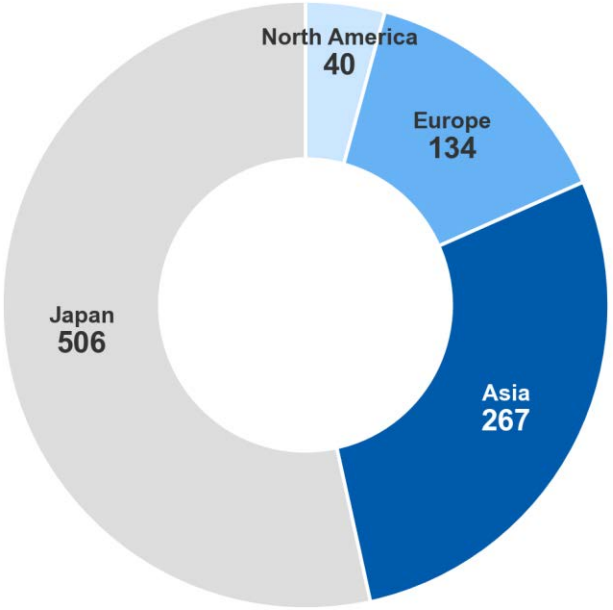
A first time is frightening for anyone. Excitement lies where no one has ventured before—in things no one has ever done, and in things no one has noticed within the familiar.

Now and in the future, we will ambitiously pursue "firsts," creating the first in Japan and the first in the world.

Partner Composition – Global workforce for development, operations, and sales

Talent assigned to each function, with about 46% based overseas
We handle everything in-house, from business planning and development to infrastructure operations





(Headcount)

Transparent Management and Governance

Promoting sound management through an independent oversight function and highly transparent decision-making

Oversight by independent outside directors

Attended all board meetings

- Independent outside directors oversee management at board meetings
- Monthly coordination with the Audit & Supervisory Committee
- Checking transactions involving a conflict of interest with the controlling shareholder

Independent nomination and compensation process

2 of 3 members are independent outside directors

- Nomination and Compensation Committee established
- Chaired by an independent outside director
- Deliberates on nomination and compensation of directors and executive officers
- Reports to the Board

Appropriate decision-making on conflict-of-interest transactions

Necessity and appropriateness of the transaction are confirmed

- Important transactions with the controlling shareholder are deliberated and decided by the Board after obtaining the opinion of the Audit & Supervisory Committee
- Considering the benefit to the Company and protection of minority shareholders
- Officers involved in the conflict of interest do not participate in the resolution

Opening up management information

Disclosed to all partners

- Minutes of the Board and other management meetings are disclosed to partners
- Open information and highly transparent organizational management

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

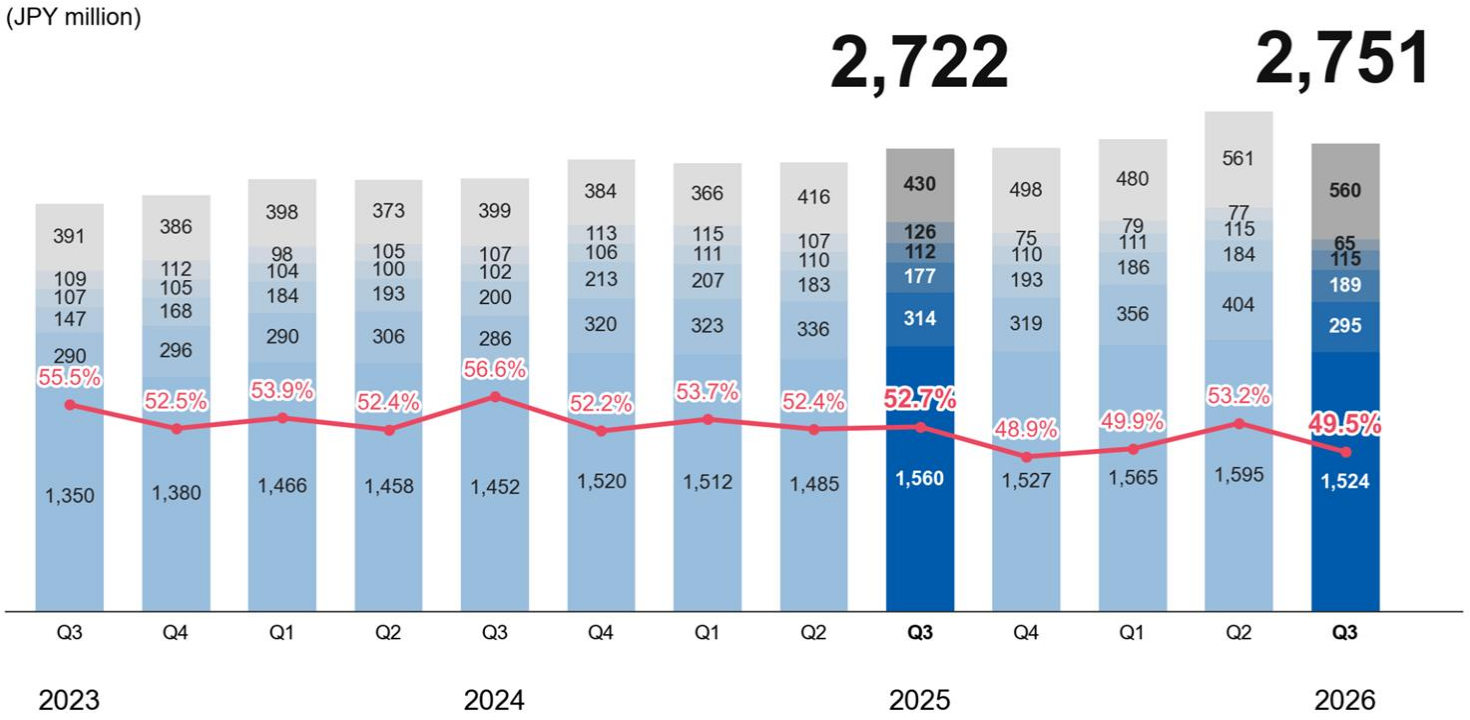
Consolidated Balance Sheet

(JPY million)	End of December 2025	End of September 2026	Increase/decrease rate
Current assets	12,901	**12,770**	(1.0%)
（Cash and Deposits）	8,936	**9,215**	3.1%
（Trade accounts receivable）	2,894	**2,418**	(16.5%)
Non-current assets	6,061	**6,635**	9.5%
（Software）	4,275	**4,180**	(2.2%)
（Investment securities）	306	**363**	18.4%
Total assets	18,963	**19,406**	2.3%
Liabilities	8,612	**8,579**	(0.4%)
（Advances by customers）	2,922	**3,112**	6.5%
（Borrowings and Lease liabilities）	2,695	**2,599**	(3.6%)
Net assets	10,350	**10,826**	4.6%
（Shareholders' equity）	8,227	**8,651**	5.2%
（Other comprehensive income）	2,100	**2,147**	2.2%
（Non-controlling interests）	22	**27**	24.2%
Total liabilities and net assets	18,963	**19,406**	2.3%

Consolidated Income Statement

(JPY million)	End of September 2025	**End of September 2026**	Increase/decrease rate
Sales	15,108	**16,644**	10.2%
Cost of Sales	6,124	**7,176**	17.2%
Gross profit	8,983	**9,467**	5.4%
Selling, general and administrative expenses	7,999	**8,470**	5.9%
（Personnel expenses）	4,557	**4,684**	2.8%
（Advertising expense）	975	**1,056**	8.3%
（Depreciation expense）	567	**549**	(3.2%)
Operating income	983	**997**	1.4%
（Operating income margin）	6.5%	**6.0%**	-
Ordinary income	957	**1,038**	8.5%
Income before income taxes	950	**1,461**	53.7%
Income taxes - deferred	244	**353**	44.3%
Net Income Attributable to Owners of the Parent	703	**1,104**	57.0%

Quarterly Trends in SG&A



Glossary

AI agent	AI that autonomously performs work on human instruction. Explained in this material as the premise of a world where work is entrusted to AI.
API	Application Programming Interface. A mechanism for linking functions and data between different software and systems.
ARR	Short for Annual Recurring Revenue. Calculated by multiplying each quarter's average revenue by 12.
CLM	Certificate Lifecycle Management. Centralized management of certificate issuance, renewal, and revocation.
DOE	Dividend on Equity. We also state DOE 4% as a guideline for our dividend policy.
DSS	Digital Signature Service. A standard service in electronic contracts and electronic signatures.
EBITDA	Operating profit plus depreciation and goodwill amortization. Used as a comparison metric of cash-generating ability.
eKYC	electronic Know Your Customer. Electronic identity verification, increasingly used by financial institutions and government.
IDaaS	Identity as a Service. Cloud-provided ID management, SSO, and access control.
MCP	Model Context Protocol. A protocol / connection standard linking AI and business systems.
VMC	Verified Mark Certificate. A digital certificate that authenticates the sender's logo so it can be displayed in emails; used to improve email trustworthiness.
Stock-type business	Business based on recurring billing such as monthly or annual fees. Less affected by economic conditions and builds stable income cumulatively.
Payout ratio	The share of net income used for dividends; an indicator of the level of shareholder returns.
Partner	At GMO Internet Group, colleagues who work together are called partners.
Creators	Engineers, creators, directors, etc., who build and improve services
Protectors	Support, administration, etc., who sustain operations, quality, and the organizational base
Sellers	Sales, marketing, PR, etc., responsible for customer acquisition and revenue growth

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



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

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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.

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