



## **GMO GlobalSign Holdings K.K.**

Financial Results Briefing for the Fiscal Year Ended December 2021

February 10, 2022

## Event Summary

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<b>[Company Name]</b>	GMO GlobalSign Holdings K.K.	
<b>[Company ID]</b>	3788-QCODE	
<b>[Event Language]</b>	JPN	
<b>[Event Type]</b>	Earnings Announcement	
<b>[Event Name]</b>	Financial Results Briefing for the Fiscal Year Ended December 2021	
<b>[Fiscal Period]</b>	FY2021 Annual	
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<b>[Venue]</b>	Webcast	
<b>[Venue Size]</b>		
<b>[Participants]</b>		
<b>[Number of Speakers]</b>	1	
	Mitsuru Aoyama	President and CEO

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## Presentation

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**Moderator:** Thank you very much for participating in our financial results briefing today. Today's briefing will be presented by President and CEO Mitsuru Aoyama.

There will be time for questions and answers after the presentation. We're scheduled to wrap up at around 18:00.

So let's begin. President Aoyama, please.

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  1. Digital Certificate and eSignature Segment
  2. Cloud Infrastructure Segment
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**Aoyama:** This is Aoyama. Thank you very much for joining us today. I would like to report on our financial results for the full year of 2021.

This is our agenda for today's presentation. First, I will talk about our business performance, and then I will explain the status of each of our business segments.

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## Full-year Operating Profit Targets Achieved

- Profits in electronic authentication and seal business grew in Q4, and full-year operating profit targets achieved
- Failed to achieve DX business sales targets due to effects of extending LINK Drive project
- Increased sales and decreased profits compared to FY2020 due to continued strategic investments in GMO Sign

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Here are the key points regarding our yearly performance.

For the full year of the fiscal year ending December 31, 2021, net sales did not reach the target due to the prolongation of the LINKDrive project, but the operating profit target for the full year was met due to the steady growth of CloudCREW, a managed cloud service, and the growth in profits of the electronic authentication and seal business in Q4.

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## FY2021 Q4 Consolidated Sales and Profit

Financial and Topical Results	FY2020	FY2021	YoY	FY2021 (Forecast)	Achievement Ratio
	Unit : Million Yen				
Sales	13,332	<b>14,046</b>	+5.4%	14,229	<b>98.7%</b>
Operating Profit	1,357	<b>1,171</b>	△13.7%	1,008	<b>116.2%</b>
Ordinary Profit	1,394	<b>1,199</b>	△13.9%	1,050	<b>114.3%</b>
Profit Attributable to Owners of Parent	1,170	<b>483</b>	△58.7%	775	<b>62.4%</b>

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What you see now are the cumulative results.

With net sales of JPY14.046 billion, operating profit of JPY1.171 billion, and ordinary profit of JPY1.199 billion, we did not reach our sales target, but operating profit and ordinary profit exceeded our forecast.

This was mainly due to the fact that we mitigated of the shortened expiration date of SSL server certificates in the electronic authentication and seal business in Q4, and also due to strong new sales of SSL and other electronic certificates to major customers globally, resulting in higher profits.

In addition, sales of CloudCREW in the cloud infrastructure business continued to be strong.

As disclosed today, income attributable to the parent company fell short of the target due to the recording of an extraordinary loss in the DX business.

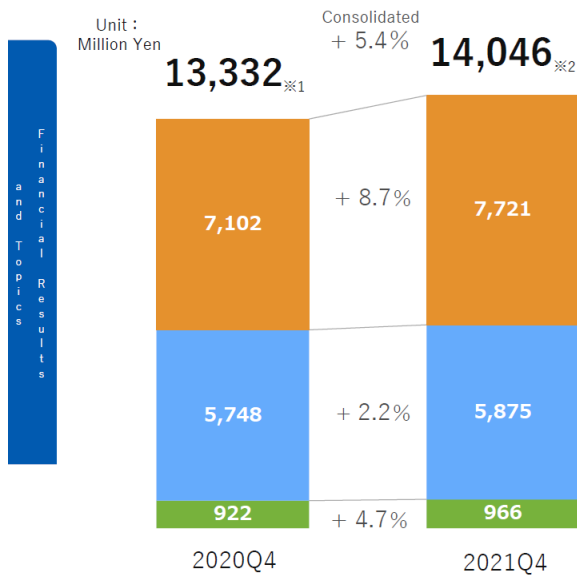
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## FY2021 Q4 Consolidated Sales and Profit



### Digital Certificate and eSignature Segment

- Increased sales due to mitigating the negative impact of shortened SSL expiration dates, and to growth of new sales

### Cloud Infrastructure Segment

- Increased sales (+71% YoY) due to strong sales of CloudCREW

### DX Segment

- Increased sales due to strong sales of GMO Omise App

※1 Internal Transaction 440M  
 ※2 Internal Transaction 517M

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Next, I would like to explain our business results by segment.

Net sales in the electronic authentication and seal business increased by 8.7% YoY to JPY7.721 billion. In the current quarter, the impact of the shortened SSL expiration date was resolved and sales to major customers expanded. Sales of GMO Sign and TrustLogin also boosted the top line.

Net sales for the cloud infrastructure business increased by 2.2% YoY to JPY5.875 billion. Sales of CloudCREW increased by 71% YoY to JPY244 million due to growing demand.

Net sales in the DX business increased by 4.7% YoY to JPY966 million. Sales increased due to higher sales of the GMO Omise application and the adoption of hakaru.ai by major customers.

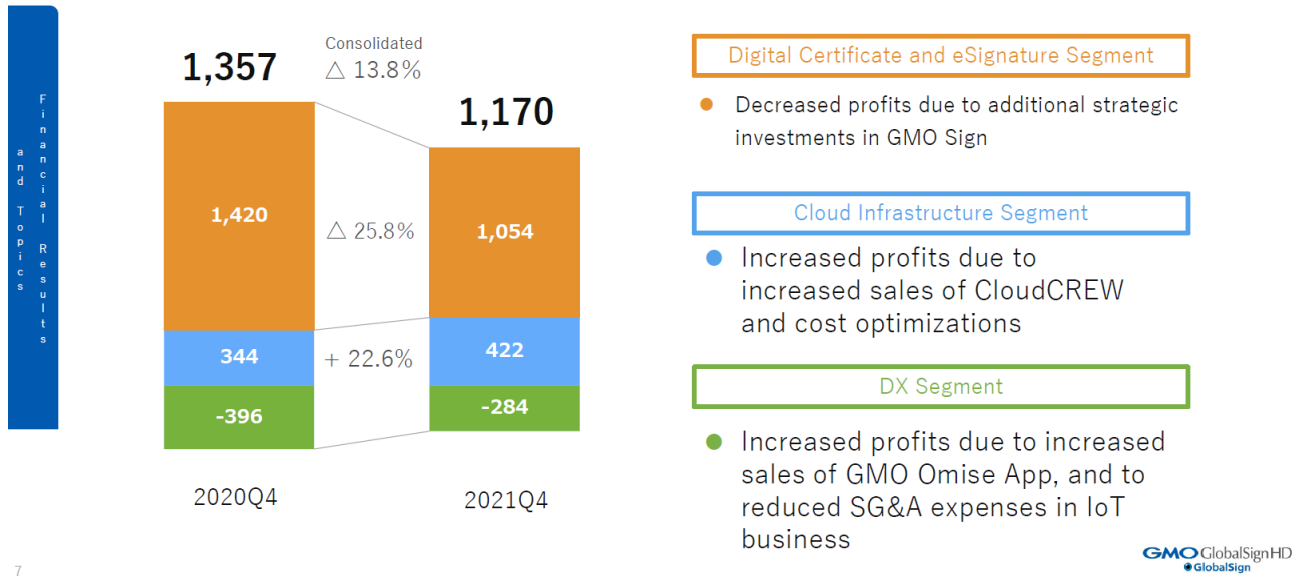
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## FY2021 Q4 Consolidated Sales and Profit



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Let's now move on to operating profit by segment.

Operating income in the electronic authentication and seal business decreased by 25.8% YoY to JPY1.054 billion. The reason for the decrease was the same as the previous year: the shortening of the expiration date of SSL server certificates.

Sales promotion and recruitment costs resulting from strategic investments in GMO Sign have also increased by 118% YoY and have recovered to levels comparable to those before the expiration date was shortened.

Operating profit in the cloud infrastructure business increased by 22.6% YoY to JPY422 million, due to CloudCREW becoming profitable and cost reductions in existing products.

In the DX business, operating profit increased by JPY121 million due to a YoY increase in sales of the GMO Omise application.

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## FY2021 Quarterly Comparison

- Increased sales due to mitigating the negative impact of shortened SSL expiration dates
- Decreased profits attributable to the parent due to impairment losses in DX business

Unit : Million Yen	FY2020 4Q	FY2021 1Q	FY2021 2Q	FY2021 3Q	<b>FY2021 4Q</b>	QoQ
<b>Sales</b>	3,279	3,417	3,455	3,364	<b>3,808</b>	+16.1%
<b>Operating Profit</b>	267	308	195	171	<b>497</b>	+86.0%
<b>Ordinary Profit</b>	214	293	196	230	<b>479</b>	+123.8%
Profit Attributable to Owners of Parent	285	229	174	102	△ <b>23</b>	—

Next, I'd like to explain our quarterly results.

Both sales and profits increased here as well, mainly due to a recovery in sales in the electronic authentication and seal business. As I mentioned earlier, income attributable to the parent company decreased due to the extraordinary loss in the DX business.

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## FY2022 Annual Forecast

- Continued strategic investment in GMO Sign, with the goal of leading the market in the number of contract transmissions
- Effects of shortened SSL expiration dates eliminated, with expected increase in sales and profits

Unit : Million Yen	FY2021 (Actual)	<b>FY2022 (Forecast)</b>	Forecast against Actual
<b>Sales</b>	14,046	<b>15,187</b>	+ 8.1%
<b>Operating Profit</b>	1,171	<b>1,524</b>	+ 30.1%
<b>Ordinary Profit</b>	1,199	<b>1,521</b>	+ 26.8%
<b>Profit to Owners of parent</b>	483	<b>900</b>	+ 86.1%
<b>Net Earnings per Share(Yen)</b>	41.98	<b>78.13</b>	-

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Next, I would like to explain the forecast for FY2022.

Our financial forecasts are for net sales of JPY15.187 billion, operating profit of JPY1.524 billion, and ordinary profit of JPY1.521 billion.

We will continue to invest aggressively to make GMO Sign the domestic leader in terms of the number of contract transmissions, and we plan to increase sales and profits by eliminating the impact of shortened SSL expiration dates and expanding new sales in the electronic authentication and seal business.

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## FY2022 Annual Forecast (Segment)

### Sales

Unit: Million Yen	FY2021 (Actual)	FY2022 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	7,721	<b>8,638</b>	+11.9%
Cloud Infrastructure	5,875	<b>5,901</b>	+0.4%
DX	966	<b>1,232</b>	+27.5%
Internal Transaction	△517	△584	—
<b>Total</b>	<b>14,046</b>	<b>15,187</b>	<b>+8.1%</b>

### Operating Profit

Unit: Million Yen	FY2021 (Actual)	FY2022 (Forecast)	Forecast against Actual
Digital Certificate & eSignature	1,054	<b>1,402</b>	+32.9%
Cloud Infrastructure	422	<b>423</b>	+0.2%
DX	△284	△274	—
Internal Transaction	△20	△27	—
<b>Total</b>	<b>1,171</b>	<b>1,524</b>	<b>+30.3%</b>

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With regard to the forecast by segment, we hope to increase both sales and profit with the electronic authentication and seal business driving our overall performance.

## Topics

### 電子印鑑なら GMOサイン

- Chigasaki City, Kanagawa Prefecture, confirms the adoption of “Electronic Seal GMO Sign for Administrative Reform DX”
- Secure and convenient batch processing of large volumes of employment contracts! Launch of new “Electronic Seal GMO Sign for Human Resources DX” plan
- A Japan-first! GMO Global Sign Holdings and TOKYU LIVABLE commence practical implementation of electronic signatures in real estate sales contracts using My Number Card authentication
- Launch of Japan’s first LGWAN-compatible electronic contract service “Electronic Seal GMO Sign”
- FC Ryukyu J-League soccer team adopts “Electronic Seal GMO Sign”

### 簡単最速のSSO/アクセス制御 トラスト・ログイン by GMO

- “Trust Login by GMO” receives the highest-rank Leader Badge in the SSO and ID Management categories at the ITreview Grid Award 2022 Winter for a seventh consecutive year

### CloudCREW<sub>byGMO</sub>

- Launch of Google Cloud business with “CloudCREW by GMO”

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Let me now zoom in on each segment. Let’s start with some recent topics of interest.

GMO Sign has released GMO Sign for HR DX, an industry-specific plan for electronic seals. In addition, in order to promote the spread of electronic contracting services to local governments, we are the first in Japan to start providing LGWAN-compatible services, which is a dedicated network for public administrations with a high-security environment.

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In addition, FC Ryukyu, a J.League team, has decided to adopt GMO Sign. Because FC Ryukyu is located on a remote island, mailing sponsorship contracts takes longer and costs more, so digitization allows for a reduction of these costs and less reliance on paper.

Other major topics will be discussed by segment.

## Digital Certificate and eSignature Segment

a n d D i g i t a l C e r t i f i c a t e S e g m e n t	 <p>電子印鑑なら <b>GMOサイン</b></p>	<p>Provide all signatures (witness type/contract party type) <b>No.1</b> in Japan for number of companies adopting our e-contract service</p>
	 <p><b>GlobalSign</b> by <b>GMO</b></p>	<p>Domestic Certificate Authority operated in-house SSL market share: <b>No. 1</b> in Japan, No. 3 worldwide</p>
	 <p>簡単最速のSSO/アクセス制限 <b>トラスト・ログイン</b> by <b>GMO</b></p>	<p><b>No. 1</b> in Japan for number of companies adopting our single sign-on service</p>

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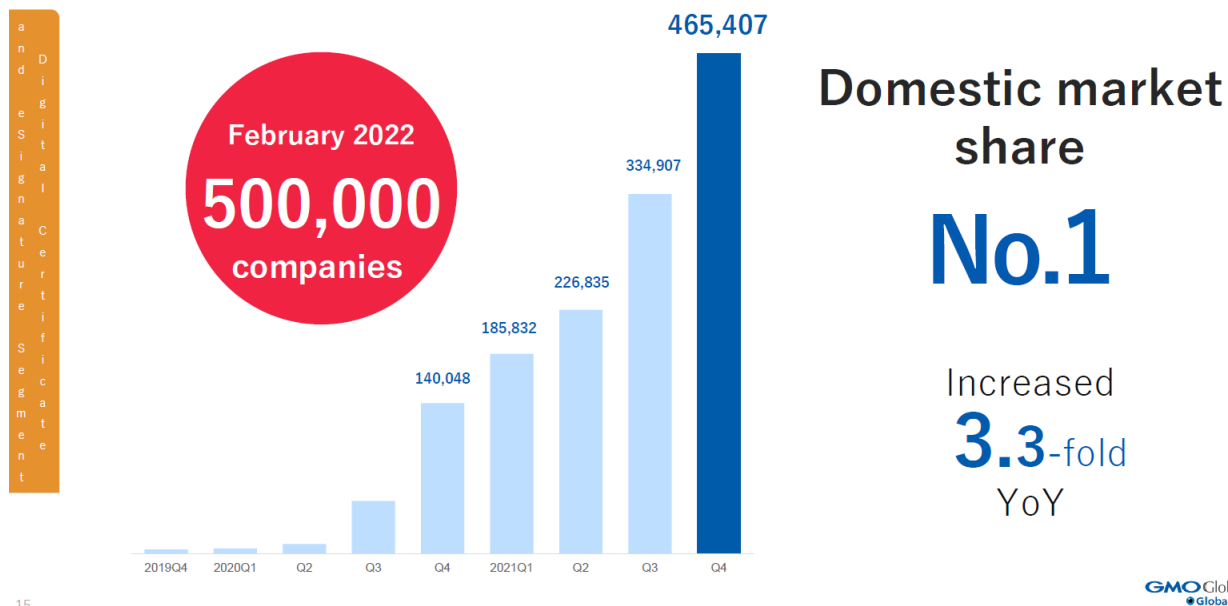
First, the electronic authentication and seal business.

As you can see in the overview of the segment, the three services we offer all have the largest market share in Japan.

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## Number of User Companies



Here you can see the evolution of the KPI for GMO Sign.

During this fiscal year, we have strengthened the business by expanding linked services and launching partner programs.

As a result, the number of companies using GMO Sign has been growing steadily. It reached 465,000 as of the end of December, and has surpassed 500,000 as of this February.

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and Digital Certificate



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The number of contract transmissions grew by 2.2 YoY to reach 791,000. This represents an increase of 18% from the previous quarter.

In addition to the actual utilization of the system by the companies that introduced it last year, the number of transmissions is growing steadily as major customers are adopting it as well.

In the current fiscal year, we are aiming to become the number one company in Japan in terms of the number of contract transmissions by reliably understanding the needs of companies and expanding sales of industry-specific plans targeting, for example, HR DX and electronic real estate contracts, for which future demand is expected.

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## 98 local governments participate in pilot tests\*

~Promote improved operational efficiency through “GMO Sign for Administrative Reform DX”~



※ 98 local governments, including 47 local governments that already announced their participation, are participating in pilot tests using “GMO Sign for Administrative Reform through Digital Transformation” (February 11<sup>th</sup>, 2022)

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As for the status of digital government, 98 local governments are participating in the proof-of-concept, including the 47 that have already been announced.

## February 2022



**Adoption Confirmed  
by Seven Local Governments  
and Organizations**

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In February of this year, Chigasaki City in Kanagawa Prefecture decided to adopt GMO Sign. As a result, the system has been introduced to seven local governments and independent administrative agencies.

Currently, we are promoting a sales strategy to introduce the system to local governments nationwide while taking advantage of the GMO Internet Group network.

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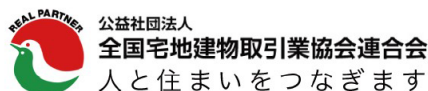


With regard to digital government, we are determined to steadily build up a track record of implementation in line with our objective of long-term growth.

a n d D i g i t a l S e s t i m a n t C e n t e r f o r S e c a m e n t

- ✓ Work together with industry leaders to pioneer electronic real estate contracts

~Promote real estate DX through product development and awareness-raising activities~



- ✓ Establish "GMO Sign for Human Resources DX" as the standard for HR contracts

~Collaborate with HIKARI TSUSHIN Group to expand sales~



Regarding GMO Sign’s future initiatives, we have started a business alliance with Tokyu Livable in preparation for the implementation of electronic real estate contracts, which will be revealed in May this year.

By developing a service that utilizes our My Number card authentication for individual numbers, I believe we can reduce all types of costs and efforts for sellers, buyers, and intermediaries while ensuring the reliability of transactions.

In addition, we have formed a partnership with the National Federation of Real Estate Transaction Associations. We plan to further promote the development of telework and online contracts in the real estate industry.

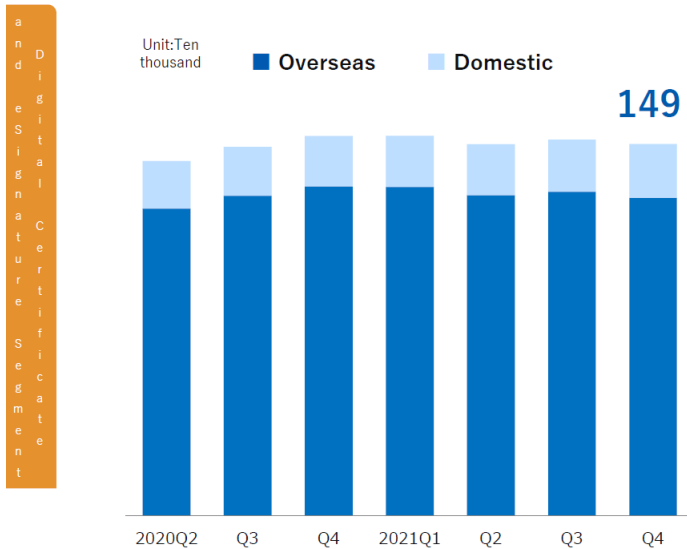
There is also an increasing demand for part-time employment plans, where a large number of contracts are signed at once. To meet these needs, we have released GMO Sign for HR DX, a plan that offers HR options at a more affordable price.

To ensure that we can meet this need, we have formed an alliance with Hikari Tsushin Inc., which has a wide range of business partners and strong sales capabilities, to accelerate market development and establish our position as the standard in HR contracts.

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**Strong global sales**  
**Number of certificate issues**  
**remains flat**

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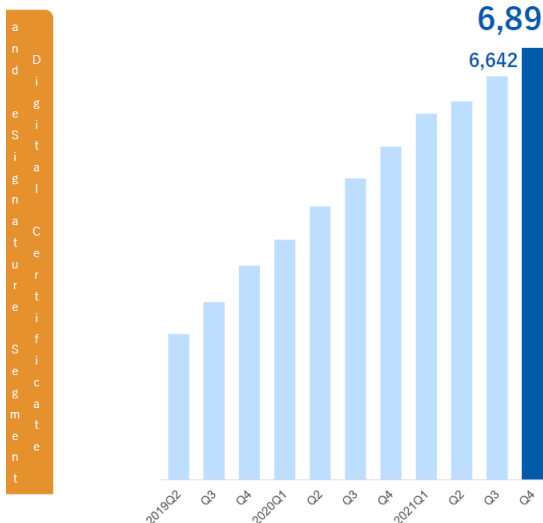
\* Number of valid certificates issued refers to the number of active electronic certificates that have not expired and are in use

Next, the number of SSL server certificates issued.

Although the growth in the number of certificates issued has slowed down, the negative impact of the change in the expiration date has been resolved. Sales of high-priced products, such as OV SSL and EV SSL, as well as of non-SSL products, such as client certificates to major customers both in Japan and overseas, have been steady.



Single Sign On service



**Expand service collaborations**  
**Strengthen sales competitiveness**



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\* Number of enterprises using TrustLogin by GMO. One account per business operator (enterprise or individual). If multiple accounts are used, the duplicates are eliminated. As a result of a duplicate account check, the 2021 Q2 figure has been corrected from 6,737 companies to 6,437 companies.

Finally, for the electronic authentication and seal business, I'd like to say more about Trust Login, our single sign-on service. The number of companies using it continues to grow steadily, and sales have been strong.

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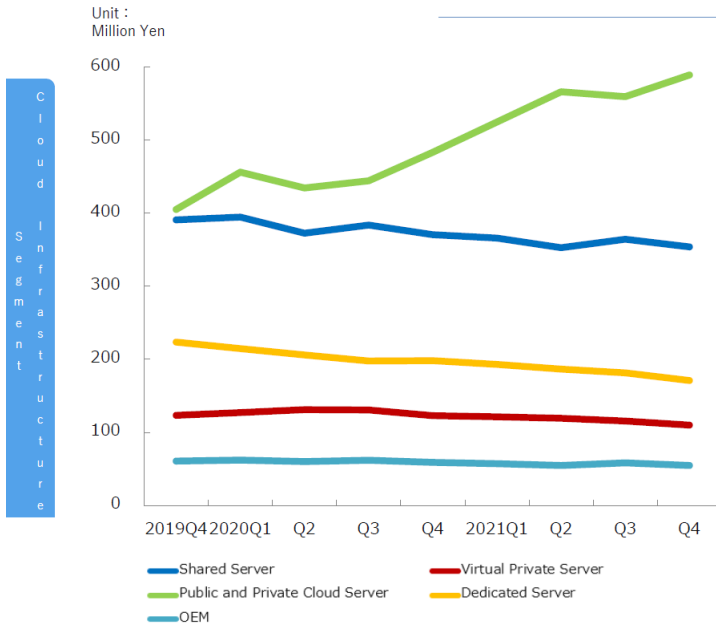




In Q4, we've continued to strengthen ties with external services.

In the current fiscal year, we will keep strengthening our services by increasing our number of partnerships, which is one of our strengths against domestic competitors, and further expanding our business by aggressively marketing and promoting intermediary sales.

### Product Sales



Steady increase in sales  
Growth remains strong

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Next is the cloud infrastructure business.

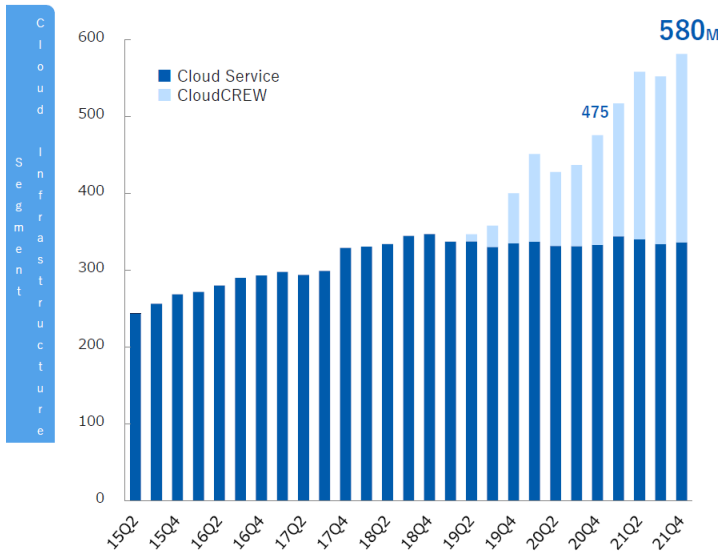
This is the sales trend for the categories on which we are currently focused. Sales of CloudCREW in particular continued to be strong and boosted sales in the segment.

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FY2021 Q4

Sales : **580M**

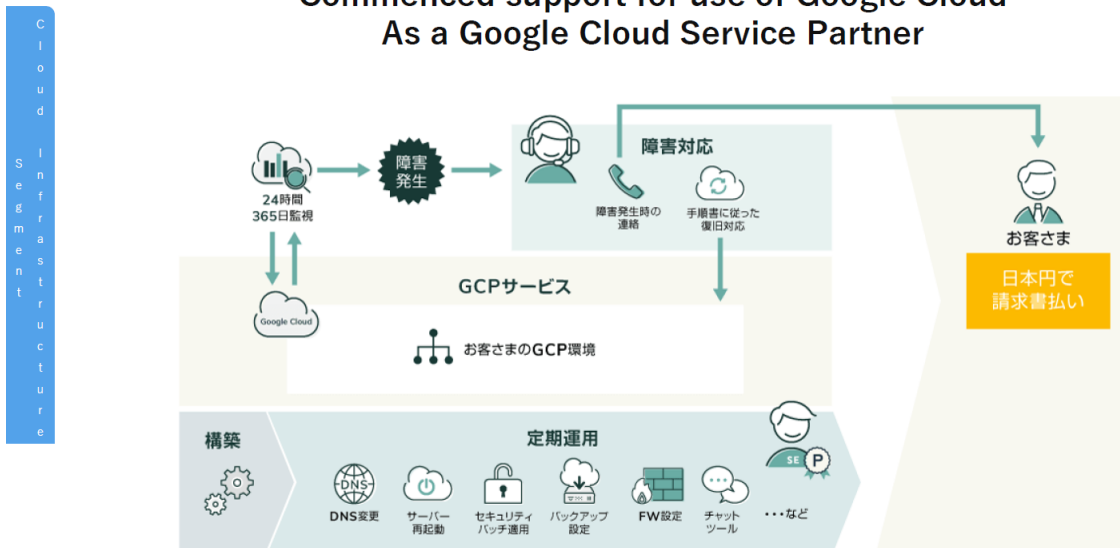
YoY: **+22.2%**

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Overall, sales for cloud service increased by 22.2% to JPY580 million.

CloudCREW's stand-alone sales were steady, growing by 71% YoY to reach JPY244 million.

Commenced support for use of Google Cloud As a Google Cloud Service Partner



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In January of this year, we also started providing Google Cloud, as part of our role as partners of Google Cloud Service.

The number of companies considering public cloud computing continues to increase due to multiple factors, including the popularization of cloud services and the changes in work styles thanks to DX.

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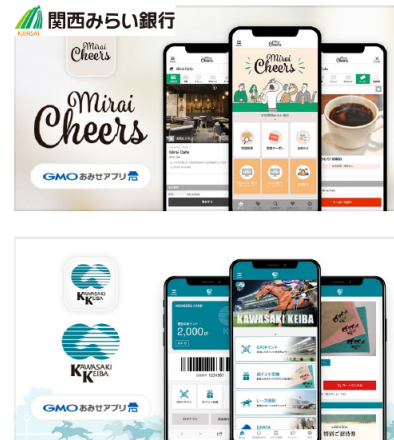
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We will continue to expand our business by adding Google Cloud to our service lineup in addition to our existing AWS use cases, so that customers can choose a cloud that meets a wider range of applications.

Number of Shops Using App



Promote resolution of various industry issues



And now for the last business segment, let's move on to DX.

The number of stores using the GMO Omise application increased by 43% YoY to 10,660 thanks to the steady growth in the use of collaborative services Omise Pocket and stera pack.

In addition, the Mobile Gift Certificate Platform byGMO, a collaborative service, is being introduced to financial institutions and local governments.

In the current fiscal year, we will work to upgrade our products and accelerate the speed of service delivery in order to expand sales.

This is the end of my presentation. The handout includes more detailed figures and explanations of our services, so please take a look at that as well.

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Thank you for your continued support of GMO GlobalSign Holdings, the Company that uses IT to change things. Thank you for your attention.

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## Question & Answer

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**Moderator [M]:** Let's now move on to the question and answer session. We will be taking questions from all webinar attendees. Any questions?

Since there are no questions, I would like to conclude the briefing.

Thank you very much for joining us today.

**Aoyama [M]:** Thank you for your time.

[END]

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