



# Q2 2023 Financial Results Briefing Slides

GMO GlobalSign • Holdings K.K.

Code : 3788

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# 01. Q2 2023 Financial Results and Topics

# Strong Growth in Invested Areas



Sales up **1.58** times / Number of contracts up **2** times /  
Number of transmissions up **2** times

- Achievement ratio of the consolidated results forecast: net sales at 49.9% and ordinary profit at 45.2%
- Net sales in the Digital Certificate and eSignature segment increased by 14.0% year on year (consolidated +7.8%)
- Net sales of eSignature GMO Sign increased by 58.3% year on year
- Saw increase of approximately 550 million yen year on year on a consolidated basis due to strategic investment in GMO Sign and increase in personnel expenses at GlobalSign's overseas offices

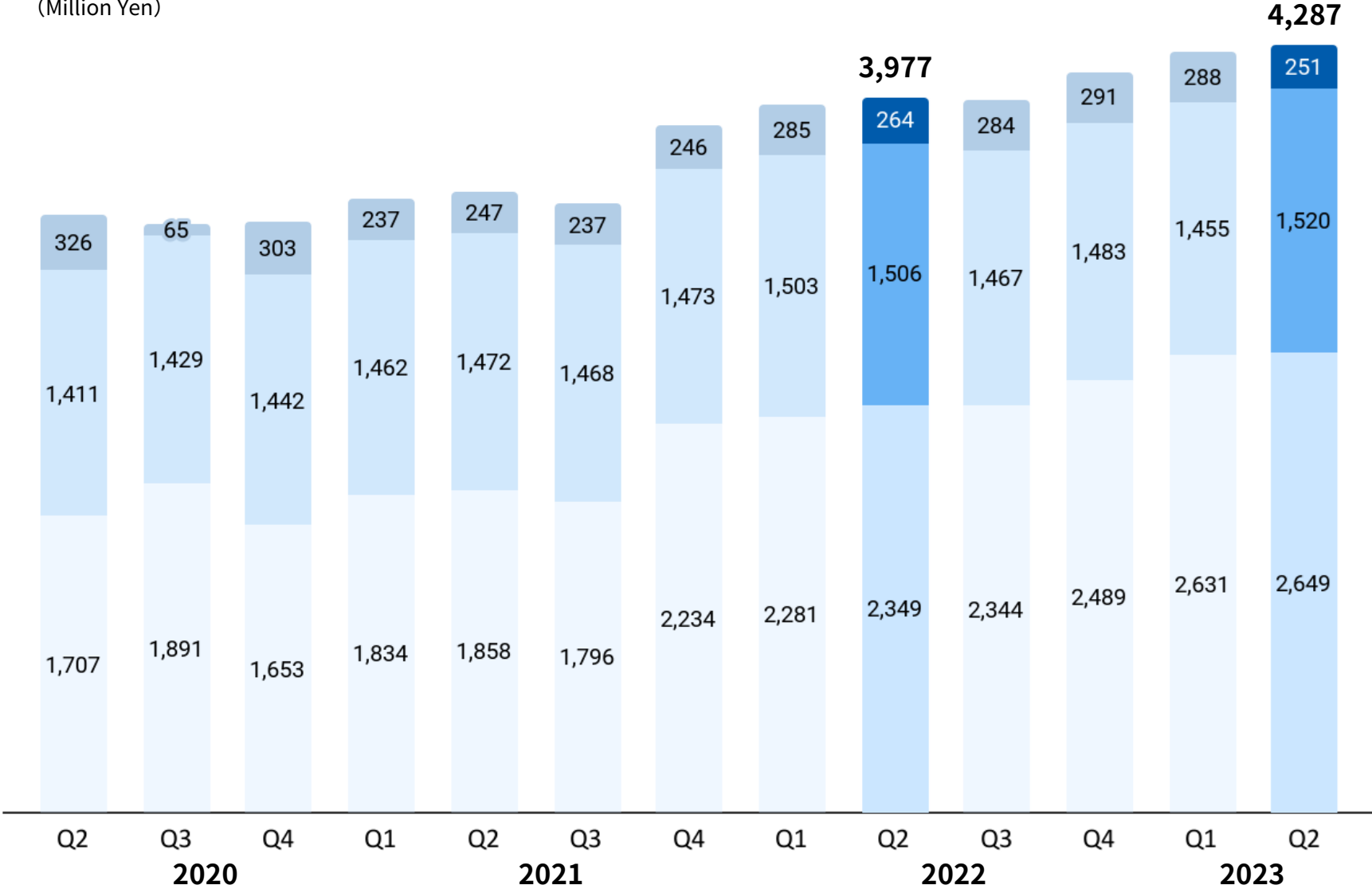
# FY2023 Q2 Consolidated Sales and Profit

	FY2022	FY2023	YoY	FY2023 (Forecast)	Achievem ent Ratio
Unit : Million Yen					
Sales	7,906	<b>8,519</b>	+7.8%	17,080	<b>49.9%</b>
Operating Profit	899	<b>611</b>	△32.0%	1,506	<b>40.6%</b>
Ordinary Profit	985	<b>679</b>	△31.0%	1,504	<b>45.2%</b>
ProfitAttribut able to Owners of Parent	698	<b>410</b>	△41.1%	886	<b>46.4%</b>

# Quarterly Trend in Net Sales

Revenue increased year on year due to continued growth of GlobalSign’s overseas businesses and GMO Sign

(Million Yen)

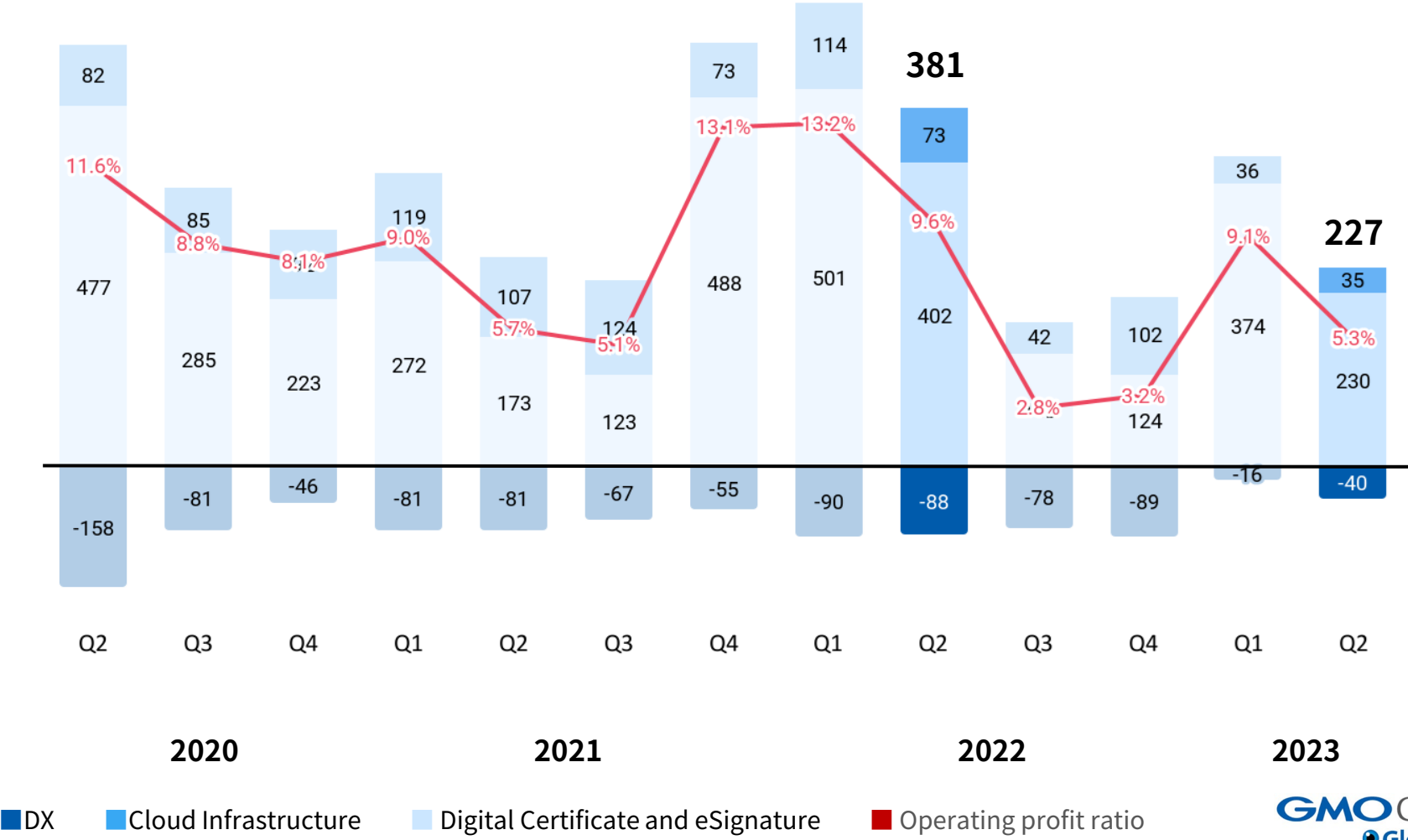


■ DX ■ Cloud Infrastructure ■ Digital Certificate and eSignature

# Quarterly Trend in Operating Profit

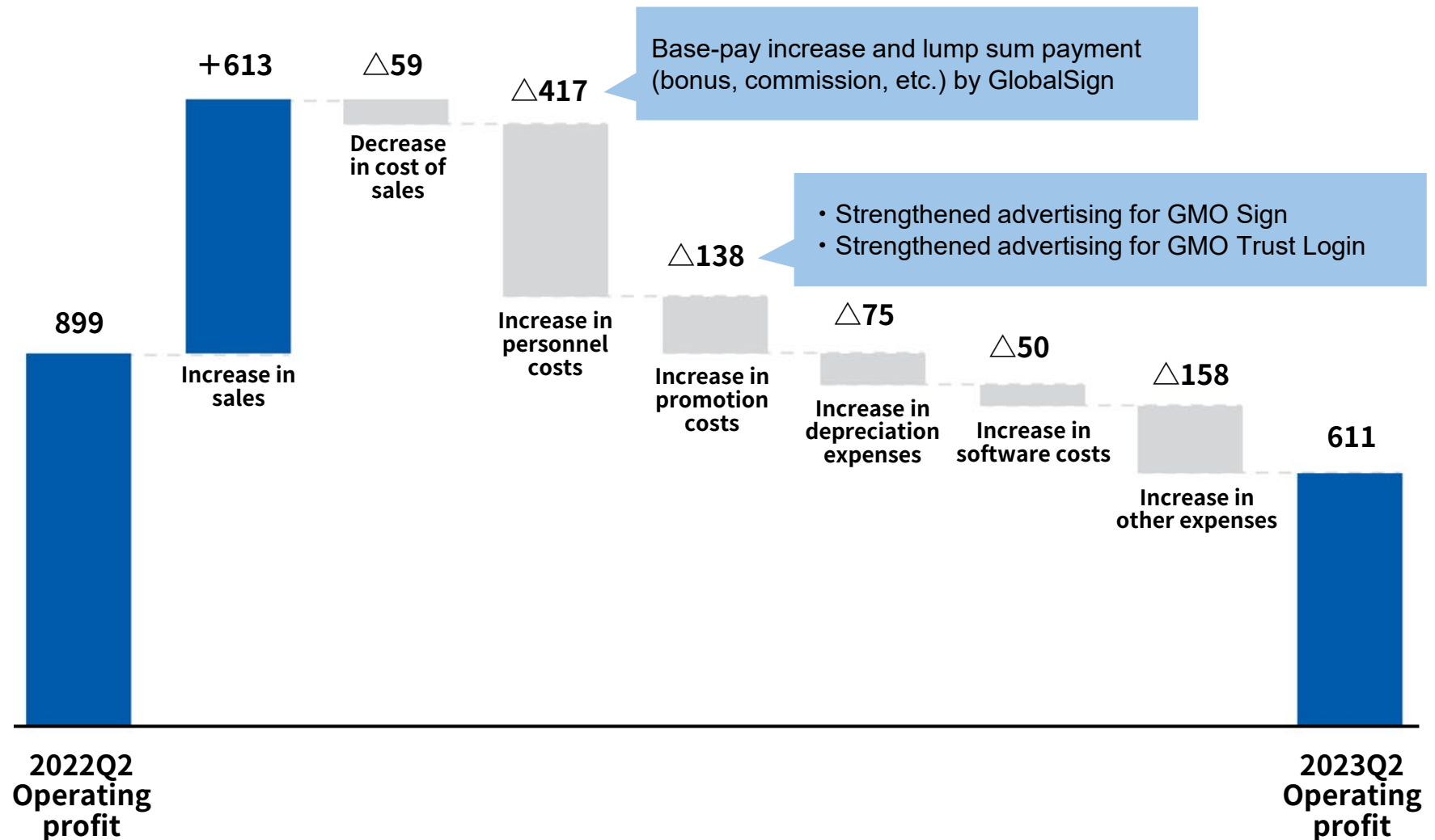
Advertising expenses increased due to strategic investment in GMO Sign and GlobalSign’s personnel expenses increased temporarily

(Million Yen)



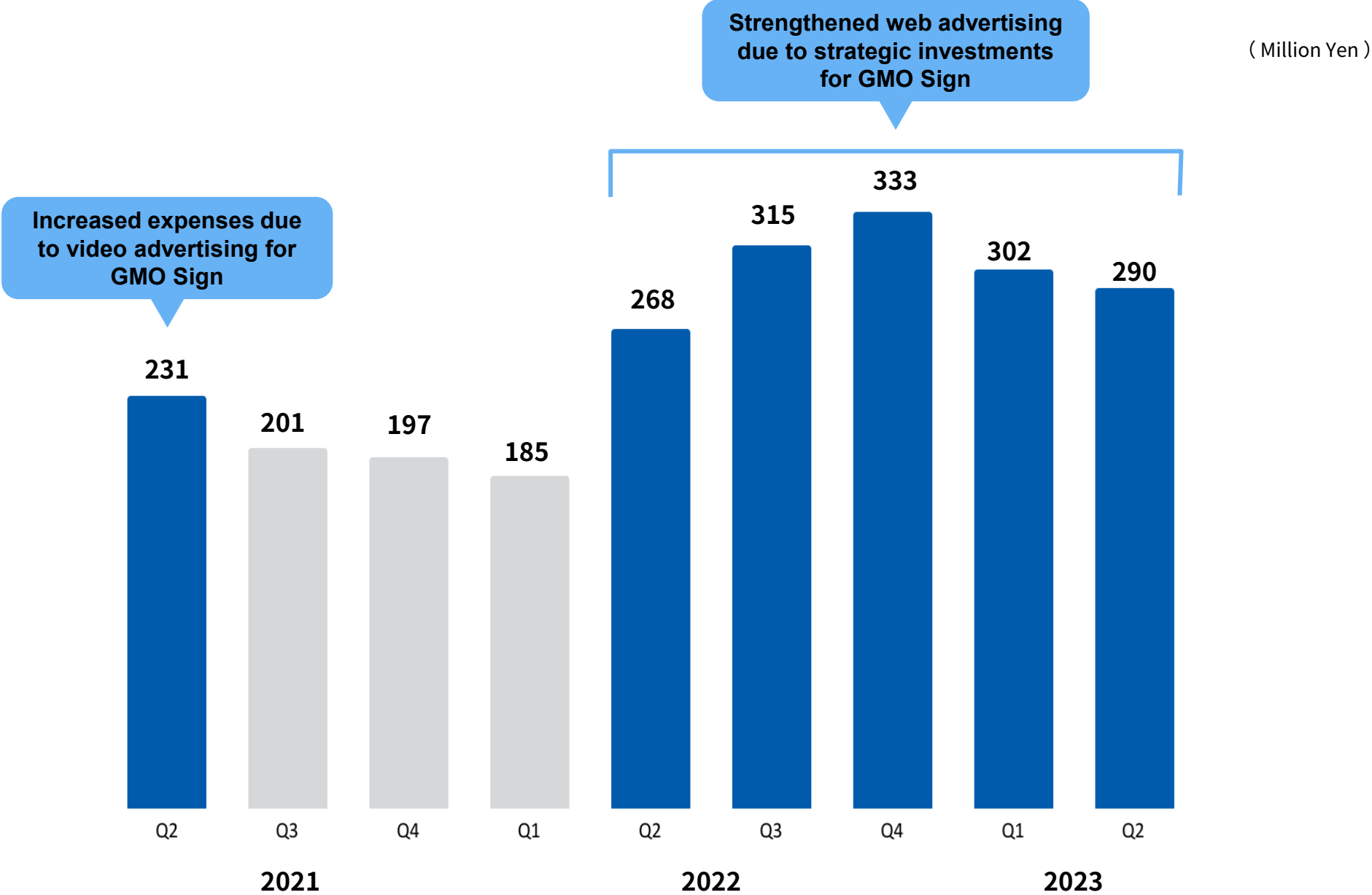
# Analysis of Fluctuations in Operating Profit

(Million Yen)





# Trends in promotion expenses

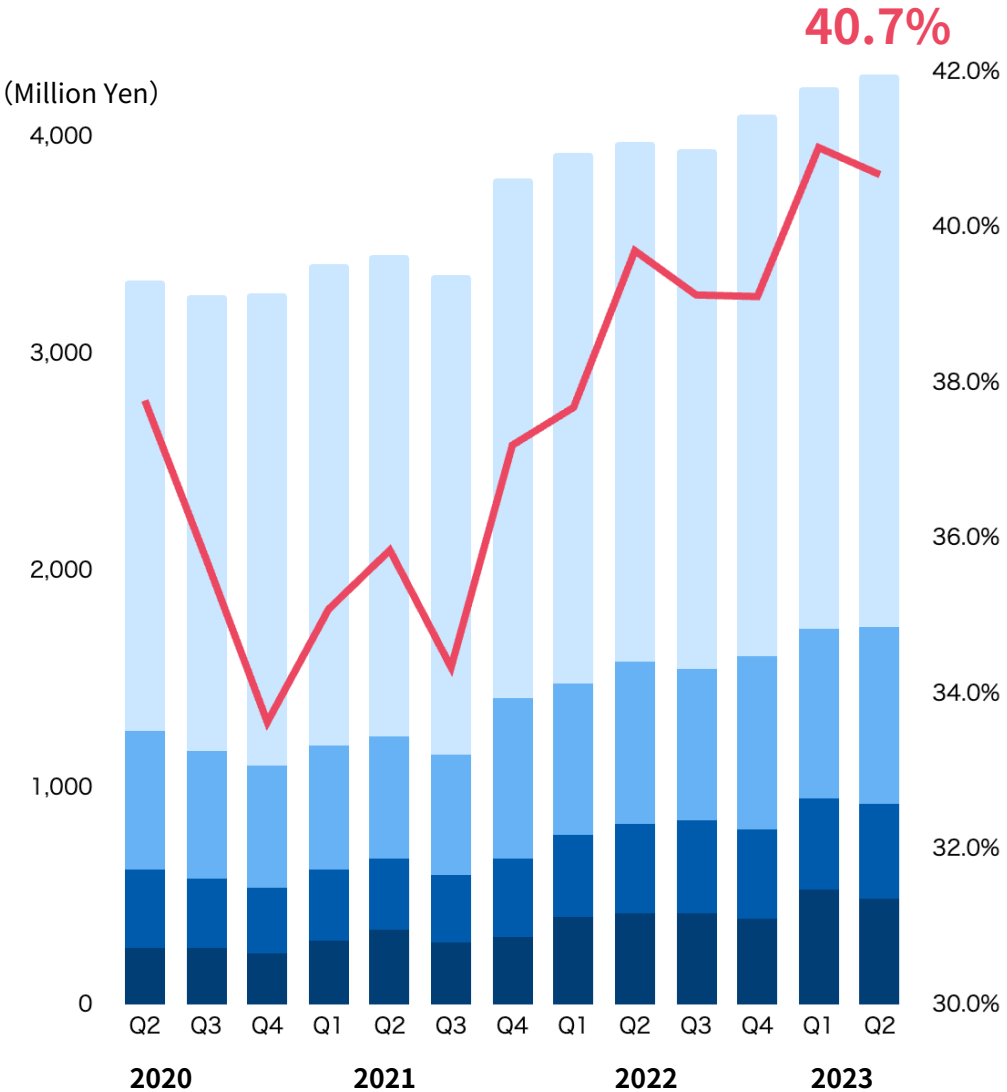


# FY2023 2Q Quarterly Comparison by Segment

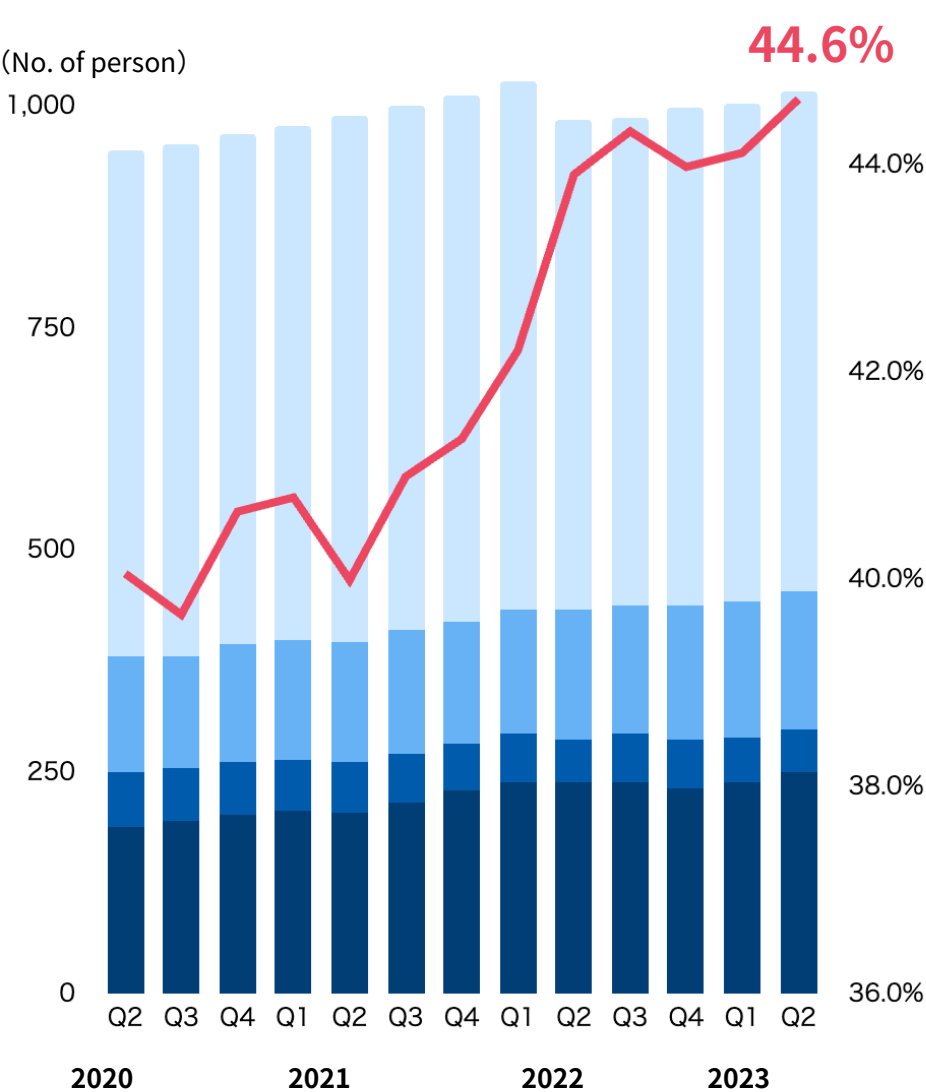
Sales				Operating Profit			
Unit: Million Yen	FY2022 (Actual)	<b>FY2023 (Forecast)</b>	Forecast against Actual	Unit: Million Yen	FY2022 (Actual)	<b>FY2023 (Forecast)</b>	Forecast against Actual
Digital Certificate & eSignature	4,630	<b>5,279</b>	+14.0%	Digital Certificate & eSignature	903	<b>604</b>	△33.1%
Cloud Infrastructure	3,008	<b>2,974</b>	△1.1%	Cloud Infrastructure	186	<b>71</b>	△61.6%
D X	549	<b>539</b>	△1.7%	D X	△177	<b>△55</b>	—
Internal Transaction	281	<b>273</b>	—	Internal Transaction	13	<b>8</b>	—
<b>Total</b>	7,906	<b>8,519</b>	+7.8%	<b>Total</b>	899	<b>611</b>	△32.0%

# By Region (FY2023 2Q Overseas Ratio)

**Net sales overseas ratio**



**Partners (employees) overseas ratio\***



Japan Europe North America Asia and others Overseas ratio

\* 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

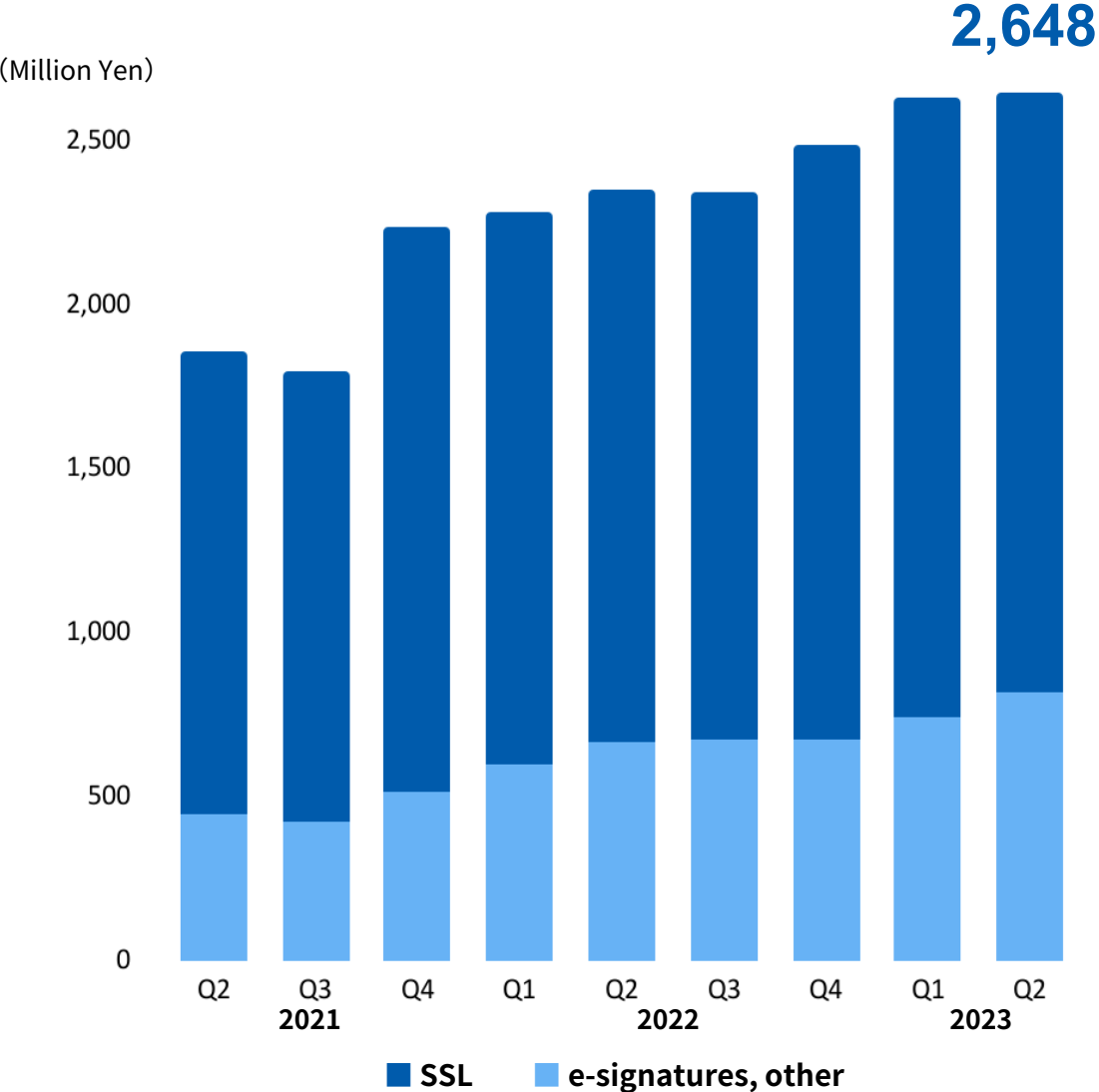


Provide all signatures (witness type/contract party type)  
No.1 in Japan for number of companies  
adopting our e-contract service



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

# Changes in Sales by Product

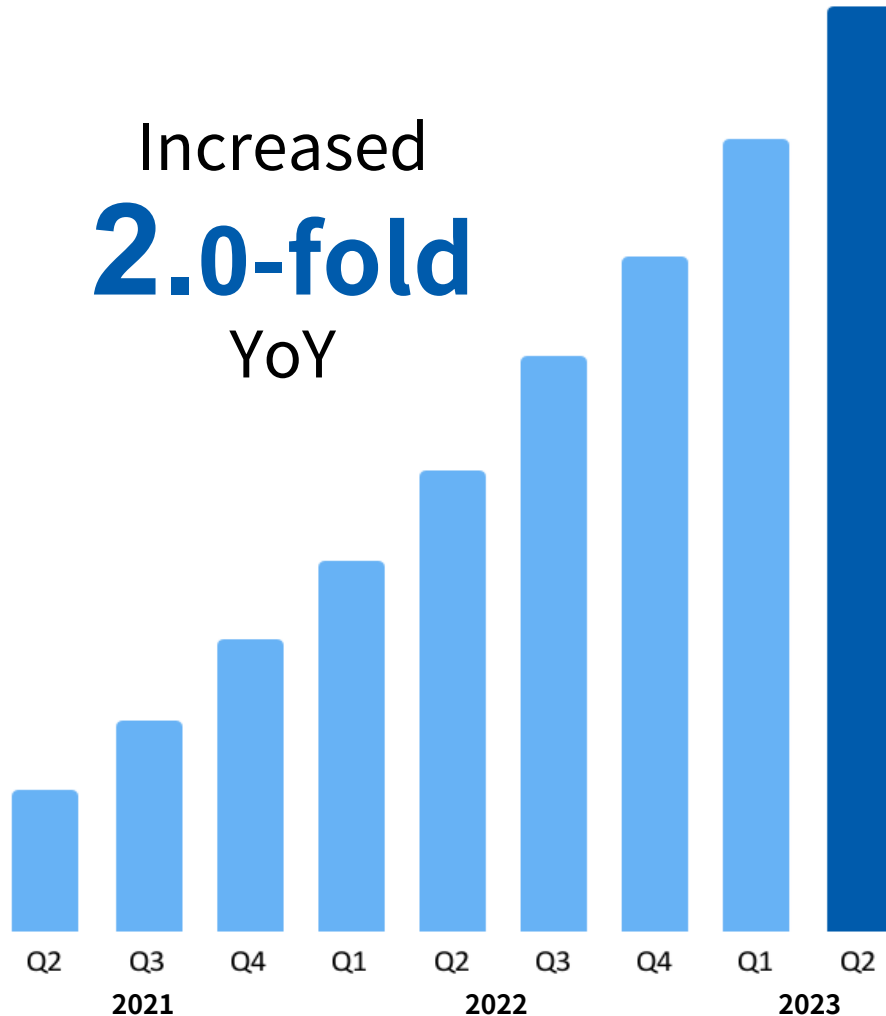


**Sales of GMO Sign and GMO Trust Login increased steadily**

# Number of User Companies

1,467,631 companies

Increased  
**2.0-fold**  
YoY



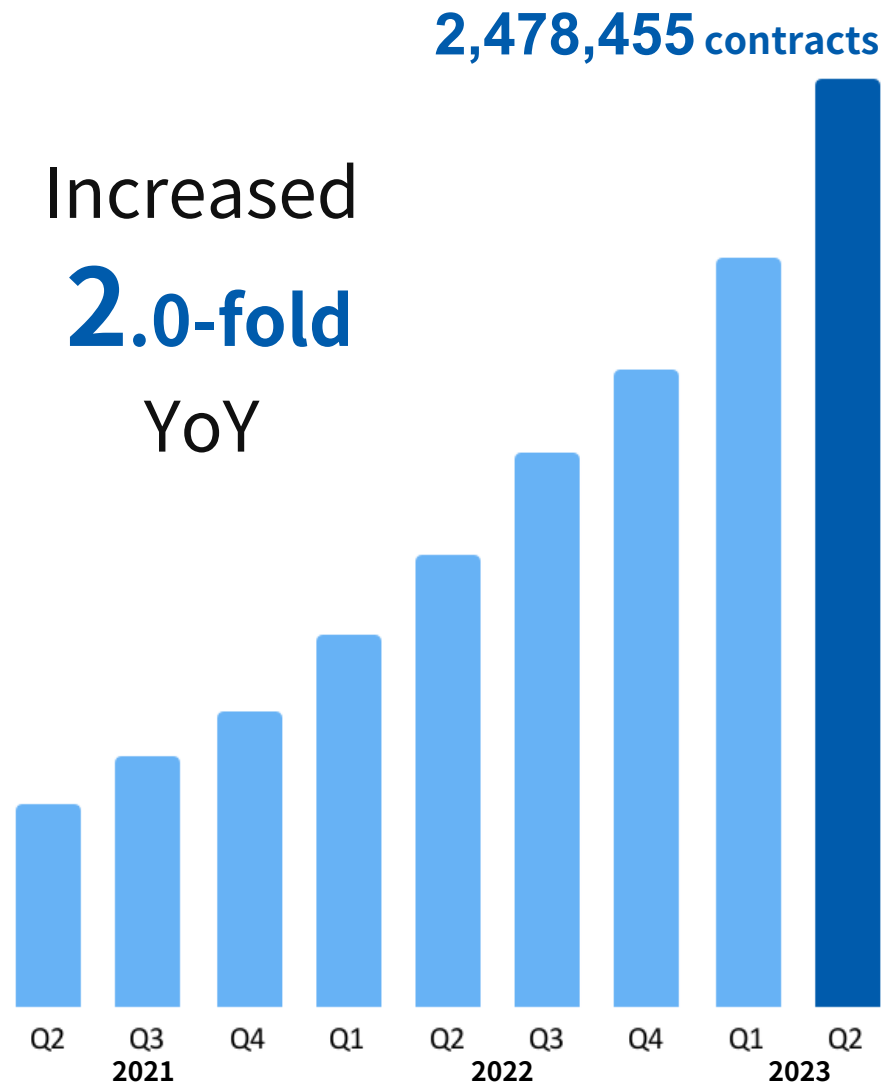
Domestic market share **No.1**

Companies that have introduced GMOsign





# Number of Contract Transmissions



E-contract service market

Number of Contract  
Transmissions

**No.1**

Number of transmissions by companies with paid subscriptions grew steadily and drove sales growth

# Digital Government

GMO Sign to be introduced  
at **60** public organizations



Used by Japan's hometown tax payment  
management system

Number of services provided to local  
governments totals

**1,120**

 Local governments that have introduced GMOsign

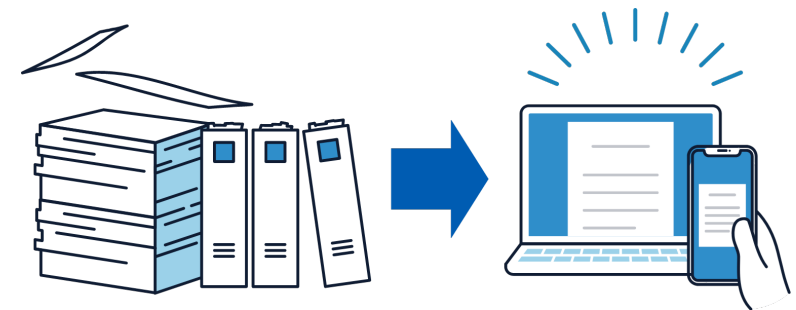
Tokyo Prefecture	Gunma Prefecture	Yamaguchi Prefecture	Oita Prefecture
Sibuya Ward, Tokyo Prefecture	Adachi Ward, Tokyo Prefecture	Fukuoka City, Fukuoka Prefecture	
Toyota City, Aichi Prefecture	Kawasaki City, Kanagawa Prefecture	Yokosuka City, Kanagawa Prefecture	
Higashiosaka City, Osaka Prefecture	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	

# 2023 Initiative

Began offering **GMO Sign E-notification** for national and local governments

Safely digitizes notifications previously issued by paper

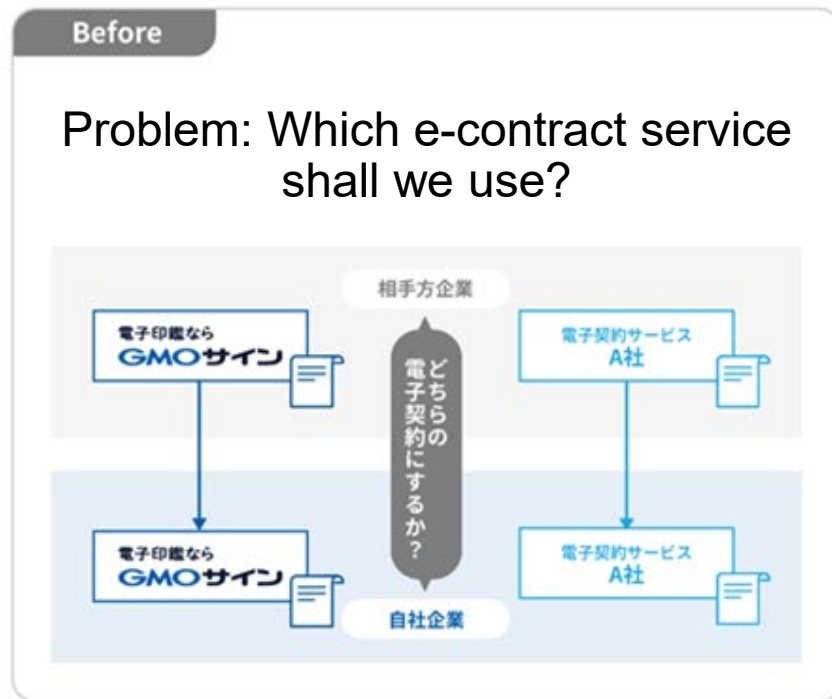
The screenshot shows the top navigation bar of the GMO Sign website with links for '販売・連携パートナー募集', 'お知らせ', 'ヘルプセンター', 'ログイン', 'オンライン商談', 'お問い合わせ', and a phone number '03-6415-7444 (平日10時~18時)'. Below the navigation is a header with '電子印鑑なら GMOサイン' and 'おかげさまで 8周年' anniversary text. A main banner features the headline: 「電子交付」で自治体DXを実現へ GMOサイン電子交付. Below the headline is a white box with the text: サービス詳細や料金をご案内します / お問い合わせ. At the bottom of the banner, it says: 紙で交付していた通知書を安全に電子化！ 紙資源やコストを削減しながら業務効率化を実現し、自治体や地域の事業者さまの「DX推進」と「SDGs貢献」をサポートします。



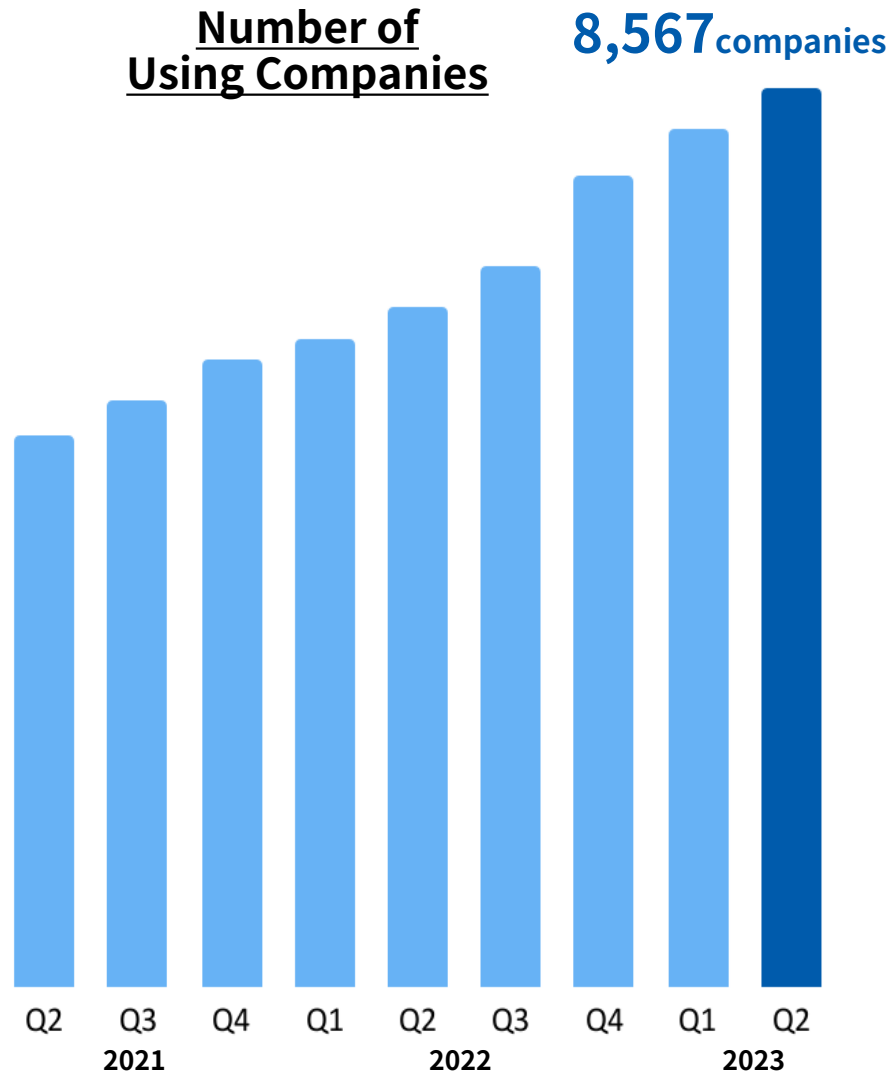
# 2023 Initiative

Began offering the **industry's first signature compatibility feature**

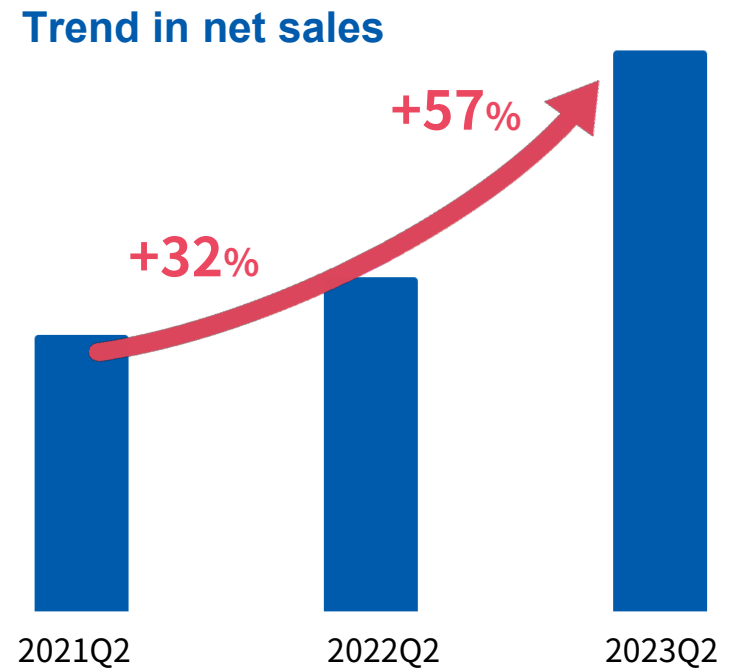
Documents signed through other e-contract services can be centrally managed together



# Single Sign On service



**Sales grew steadily due to strengthening of products and promotion**

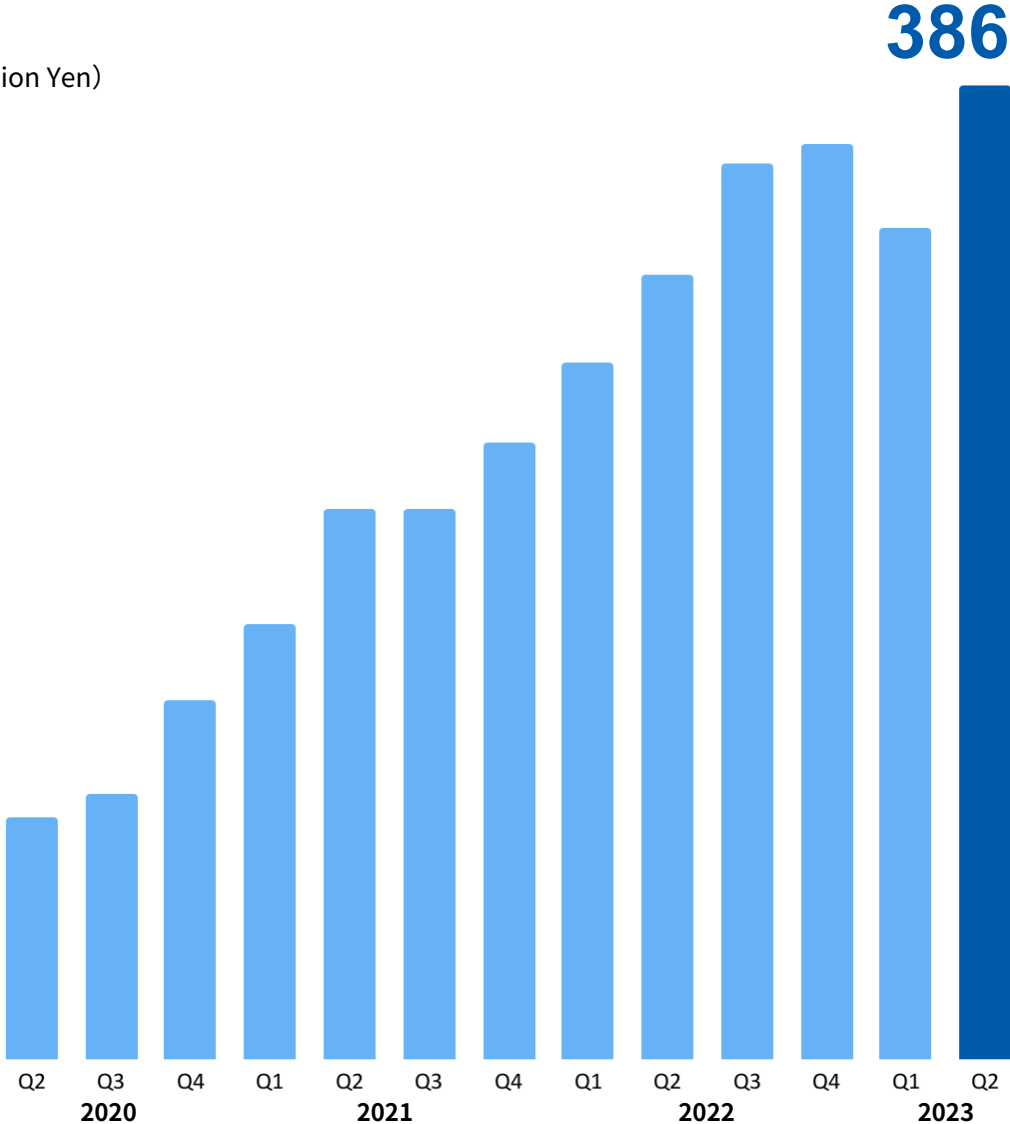




# Cloud Infrastructure Segment

# Managed Cloud Service Sales

(Million Yen)

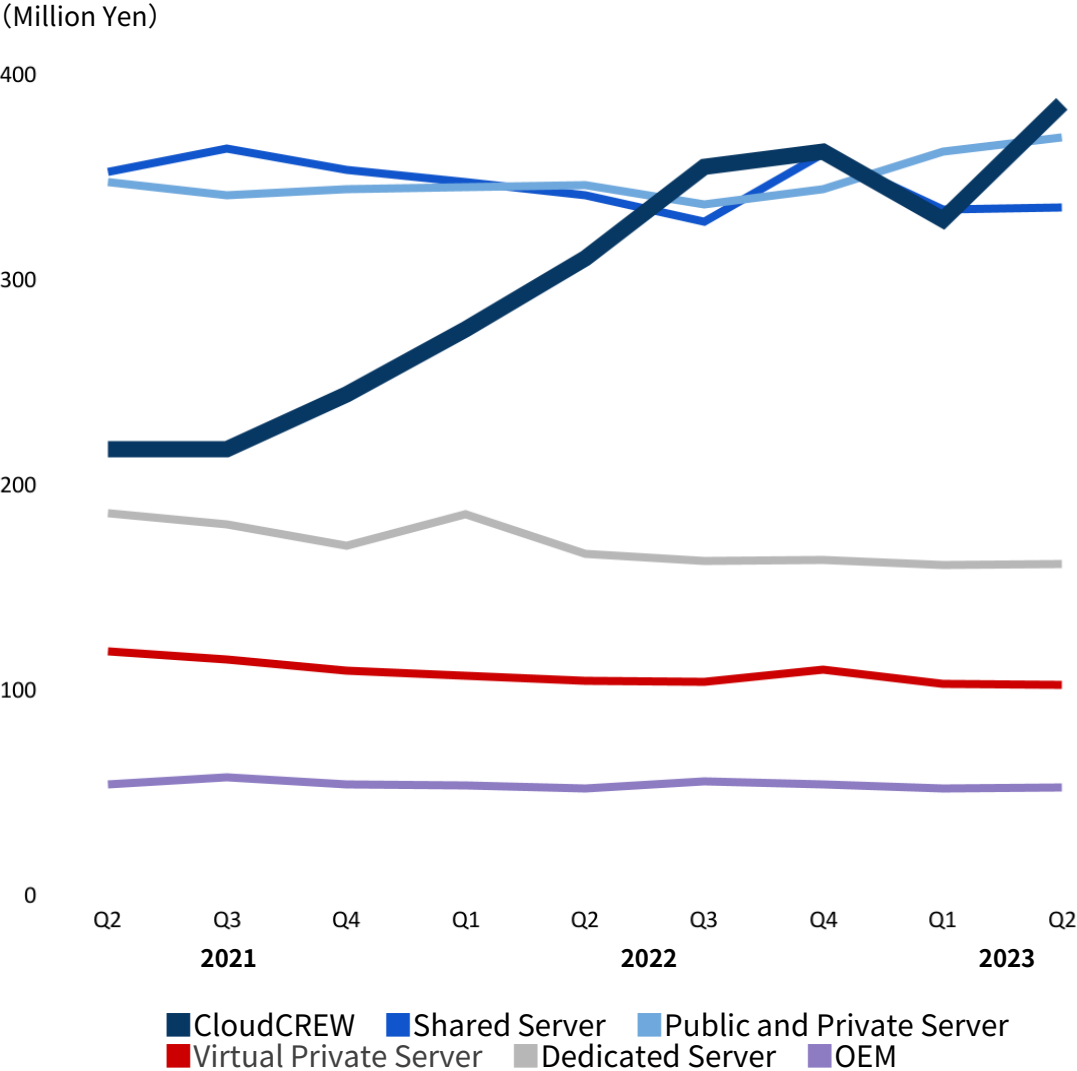


FY2023 Consolidated

Sales : **716M**

YoY : **+21.8%**

# Product Sales



**Began offering the post-payment option, a billing agency service, by group synergy**

**Expand its implementation by startup companies and future growth companies**



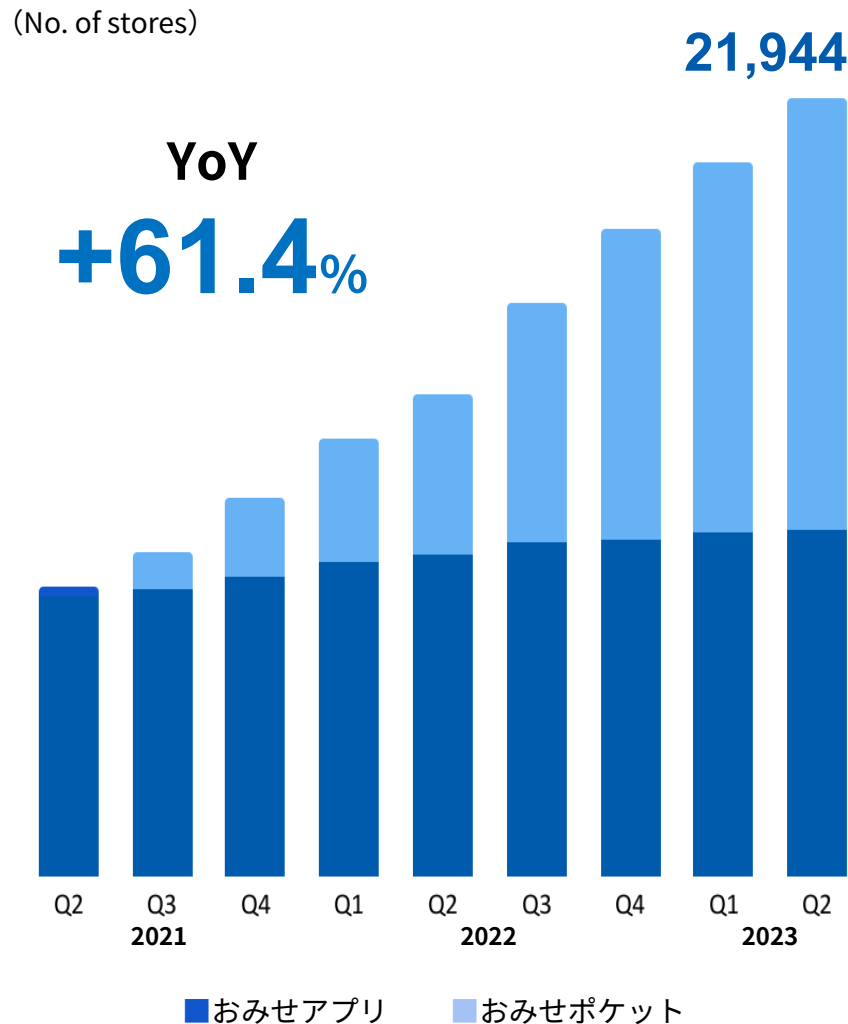




# DX Segment

# Web solution O2O

## Number of Shops Using App



## モバイル商品券 プラットフォーム by GMO

**Steadily expanded implementation by local governments due to strengthening of products and group synergy**

Pay-easy compatible



Can top up and give approval without a smartphone



Introduction Achievements in Local Governments

JTB/JTB Business Innovators

TOYOTA Finance

Kyoto City,  
Kyoto Prefecture

Hiroshima City,  
Hiroshima Prefecture

Yamaguchi City,  
Yamaguchi Prefecture

Sapporo City,  
Hokkaido Prefecture

Yoro Town,  
Gifu Prefecture

Ikeda City,  
Gifu Prefecture