

FY2025 Q3

Financial Report

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

FY2025 Q3 Executive Summary

- We achieved strong growth this quarter making solid progress toward our full-year plan. We maintain a firm growth trajectory.
- Sales expansion was significantly driven by the rapid recovery of our core product, SSL server certificates, particularly in overseas markets.
- Our key product, "GMO Sign," continued to perform strongly. We implemented a plan revision, which is expected to further enhance profitability.

Table of Contents

01	Q3 FY2025 Results	04
02	Security Topic	10
03	Our Strengths Driving Value Growth	17
04	Business Overview	25
	Digital Certificate and eSignature Segment	26
	Cloud Infrastructure Segment	37
	Digital Transformation Segment	43



02. Q3 FY2025 Results

FY2025 Q3 Financial Highlights

Sales

- **Overseas Sales Growth Drives the Digital Certificate and eSignature Segment**

Sales increased by 7.4% quarter-on-quarter (QoQ) to 15,108 million yen, driven by higher sales of overseas SSL server certificates and Key products.

Operating Profit

- **Profit Increase Driven by Performance Recovery in the Digital Certificate and eSignature Segment**

Performance recovered due to strong results in the Digital Certificate Business and Key products. Operating profit increased by 20.6% quarter-on-quarter (QoQ) to 983 million yen.

Key Products

- **Sustaining High Growth Rates**

GMO Sign: +33.9%

GMO TrustLogin: +33.8% *Compared to the same period last year in sales.

FY2025 Q3 Financial Summary: Comparison of Cumulative Results

- Operating profit increased by +20.6% and Net profit increased by +33.1% quarter-on-quarter (QoQ).
- We are making solid progress as of Q3.

(One million yen)	FY2024 Q3	FY2025 Q3	YoY basis	Full-year forecast for	Achievement rate
Sales	14,071	15,108	7.4%	20,397	74.1%
Operating Profit	815	983	20.6%	1,434	68.6%
Ordinary Profit	842	957	13.6%	1,422	67.3%
Net profit Attributable to Owners of the Parent	528	703	33.1%	880	79.9%
EBITDA	1,392	1,551	11.4%	-	-

Segmented performance for Q2 2025

- The Digital Certificate and eSignature Segment saw a recovery in overseas Sales.
- The Cloud Infrastructure Segment achieved higher sales and profit due to Sales growth of CloudCREW byGMO and cost control.

Sales

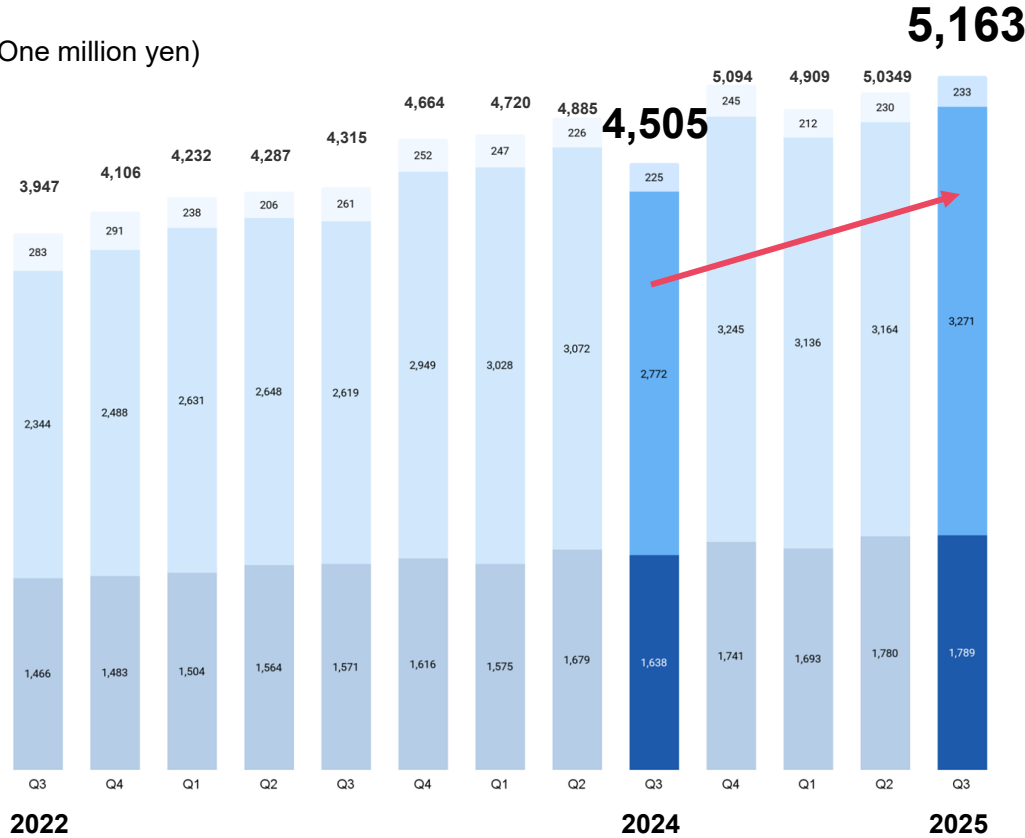
Unit: million yen	FY2024 Q3	FY2025 Q3	Increase/ decrease rate
Digital Certificate and eSignature Segment	8,874	9,573	7.9%
Cloud Infrastructure Segment	4,892	5,263	7.6%
Digital Transformation Segment	698	676	(3.2%)
Corporate/Consolidation	(394)	(404)	-
Consolidated	14,071	15,108	7.4%

Operating income

FY2024 Q3	FY2025 Q3	Increase/ decrease rate
760	881	15.9%
109	164	49.4%
(65)	(82)	-
10	19	-
815	983	20.6%

Quarterly Sales Trends

(One million yen)

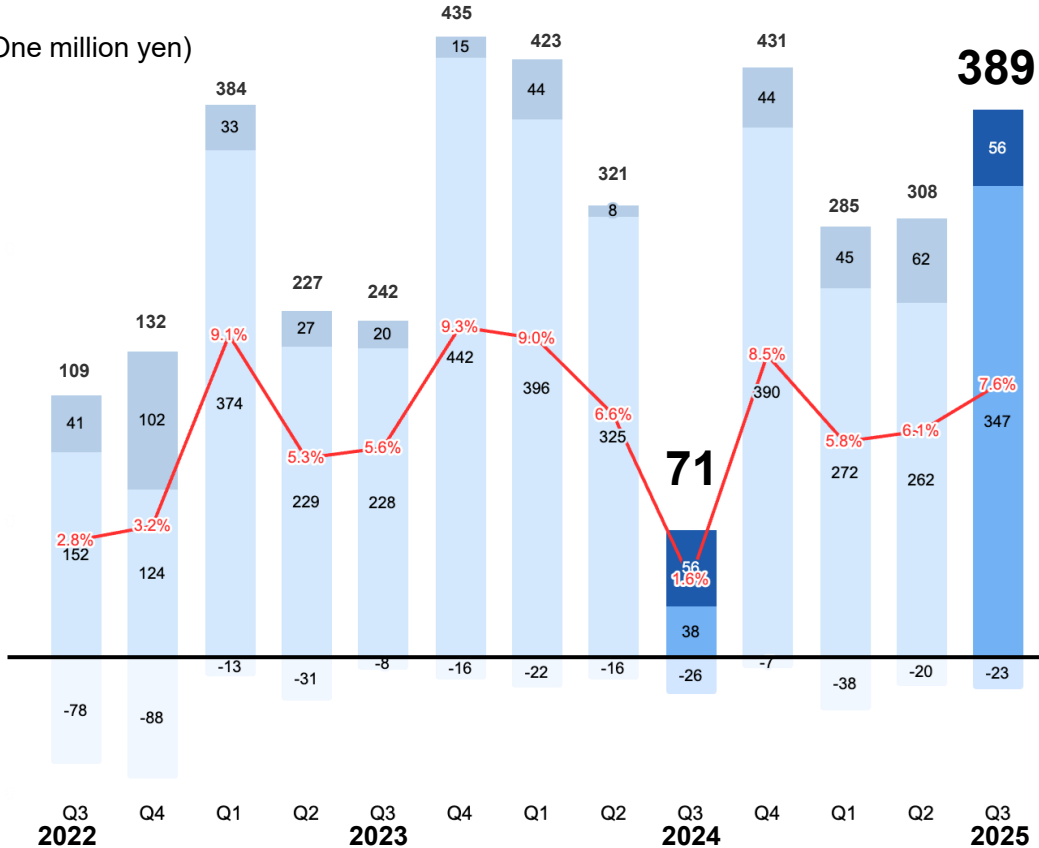


+15%
Year-on-Year

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

Quarterly Operating Profit Trends

(One million yen)



+449%

Year-on-Year

+26%

Quarter-on-Quarter



Building a Trusted Social Infrastructure.

02. Security Topic

Internet **Security** for Everyone



A Safe Future for Everyone.

**Protection against
eavesdropping, tampering,
impersonation.**
(Cryptographic Security)



**Countermeasures against
cyberattacks.**
(Cyber security)



**Monitoring and Takedown
Support for Impersonation.**
(Brand security)



Solving Current Societal Challenges

1

Information assets are being held hostage by malicious "spoofed emails," such as ransomware and phishing scams.

2

The growing risks of cost duplication and information leakage caused by the use of numerous unmanaged applications within companies.

3

Risk of website outages due to unexpected "key expiration."

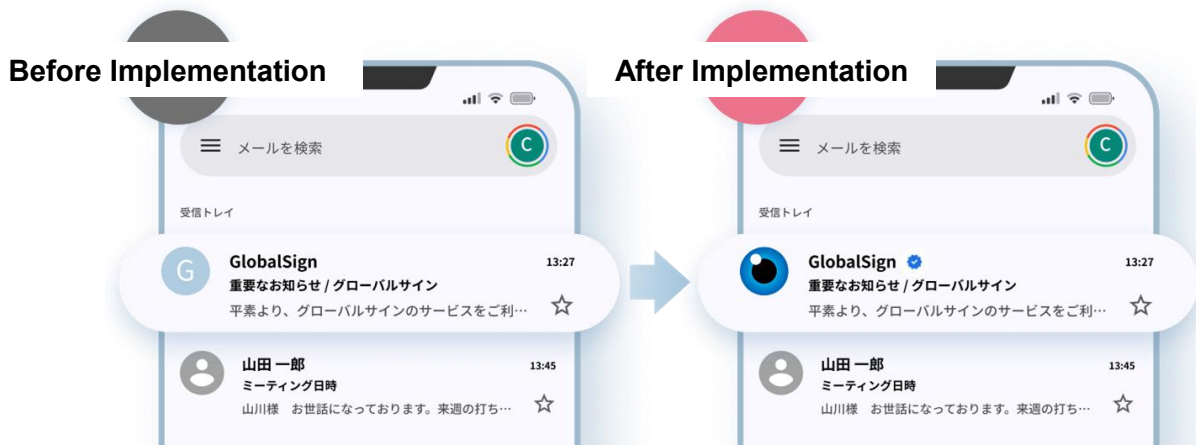
Information Assets Held Hostage by Malicious Spoofed Emails

Threats targeting corporate emails, such as ransomware and phishing scams, are escalating.

Information leakage and loss of trust caused by realistic "spoofed emails" are becoming serious issues.

VMC (Verified Mark Certificate) achieves the mechanism of proving the email's authenticity with a "certified mark" that validates the company logo's credibility.

By enabling recipients to instantly recognize an email as coming from a legitimate company, **VMC protects corporate trust** against malicious spoofed emails.



Information Assets Held Hostage by Malicious Spoofed Emails

Contributing to a Trusted Social Infrastructure through the Promotion of **BIMI/VMC**.

NEW

September 16 Release



なりすましメール
対策支援サービス

**Anti-Spoofing Email
Support Service**

This service simplifies the process by handling the delegation of VMC acquisition and email server setup, requiring no specialized expertise.

NEW

October 29 Release



VMC byGMO:
**Plan for Government
Agencies and Local
Governments**



We contribute to digital promotion while protecting local security by validating the authenticity of local governments' logos.

NEW

September 1 Release

GMO INTERNET GROUP

なりすまし・フィッシング対策を
視覚的に強化

BIMI / VMC

(企業ロゴ付きメール) (企業ロゴ所有証明書)



The GMO Internet Group has implemented BIMI/VMC across all of its companies.

The Challenge of Increasing Cost Duplication and Information Leakage Risks

The growing use of unmanaged SaaS (Software as a Service) applications within the company is **making cost optimization and security governance challenging.**

1. Account Management Silos

Account management relies on specific personnel, creating an environment susceptible to overlooked settings during employee onboarding and offboarding.

2. Lack of Cost Transparency

Insufficient visibility into usage leads to expenditures on redundant contracts and inactive accounts.

3. Security Risks

The use of unauthorized SaaS (Shadow IT) and neglected accounts creates a latent danger of external breaches and information leakage.

NEW

August 1 Release

GMO トラスト・ログイン



GMO Trust Login simultaneously achieves a significant reduction in operational burden, enhanced security, and cost optimization, all within a single framework, through the visualization of SaaS usage and the automation of account management.

Risk of Sudden Website Outages

From a security enhancement perspective, the CA/B Forum has decided that the maximum validity period for **SSL server certificates** will be progressively reduced to 47 days between 2026 and 2029.

有効期間47日になった場合

SSLサブスクリプションプラン

契約期間内なら、更新のために証明書を何度発行しても同一料金



従来のプラン

更新時に都度手続きが発生

NEW

August 5 Release



http^s://www

The ability to add, change, or delete multiple domain names registered on the SSL server certificate is available for unlimited use at the same price. (Note: Flexible certificate management is enabled by the SAN feature.)

A decorative graphic on the left side of the slide, consisting of several overlapping, curved, wavy shapes in various shades of blue, ranging from a deep navy blue to a bright sky blue.

03.

Our Strengths Driving Value Growth

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 22 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 | 1. Trusted Certificate Authority



Domestic
Market
Share

No. 1 ※1

Japan-Based Certificate Authority
Trusted Globally

Operating
History

29 Years

High Trust from Web Browsers

Root Certificate
Inclusion Rate

99.8%



Google

Microsoft

Mozilla |³

Number of Digital Signatures Using GlobalSign Certificates:

5M per
Month

電子印鑑なら
GMOサイン

docusign
Bringing Agreements to Life

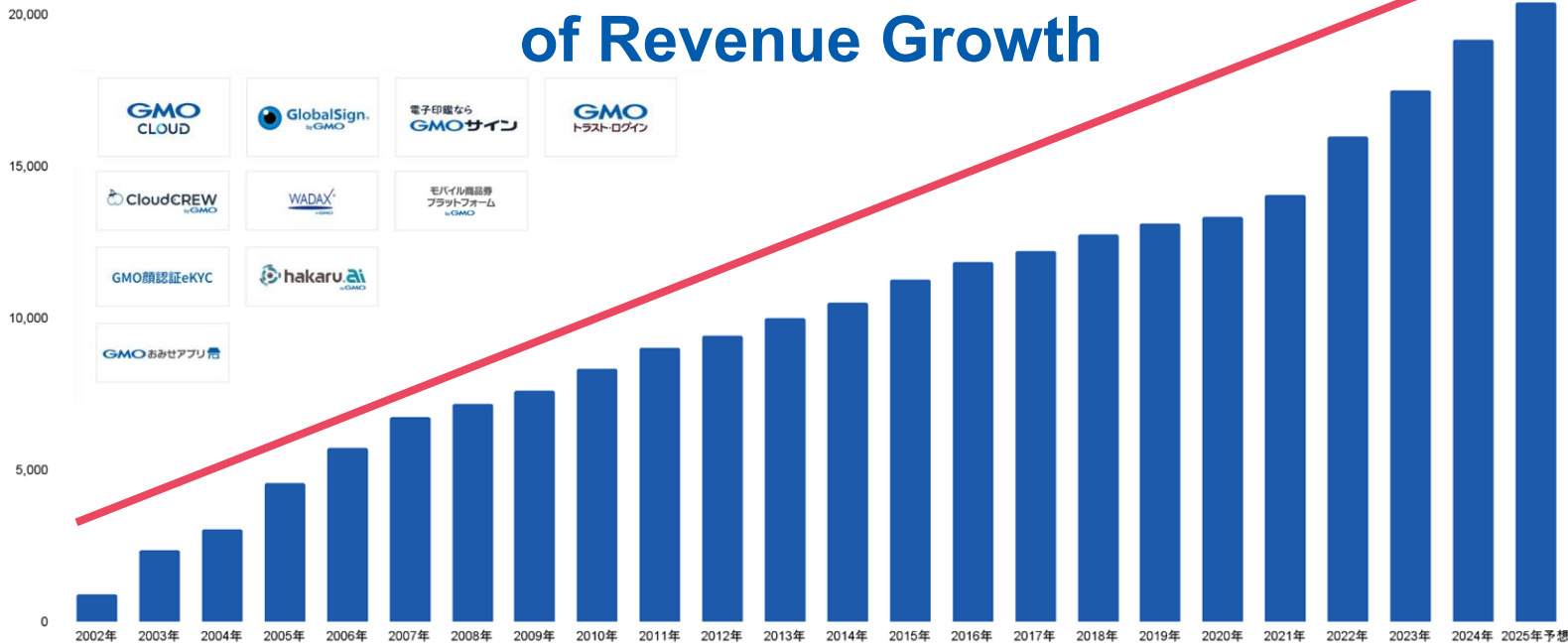
Adobe Acrobat Sign

Our Strengths Driving Value Growth | 2. Recurring Revenue Model

Our 22 services operate on a recurring revenue model, driving sustainable growth.

25 Consecutive Years of Revenue Growth

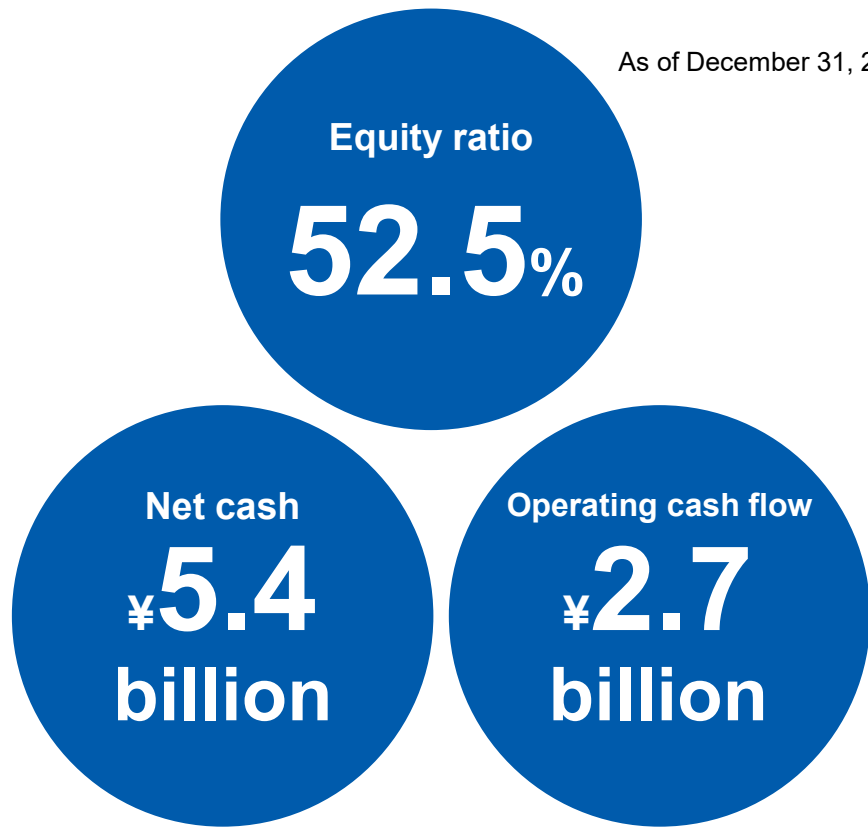
(One million yen)



Our Strengths Driving Value Growth | 2. Recurring Revenue Model

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

As of December 31, 2024



Our Strengths Driving Value Growth | 3. Global Expansion



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

Google



Microsoft



yahoo!

Adobe



AT&T



BBC



pwc

Honeywell



Constant
Contact

AIR CANADA



Alibaba.com

SGX

Singtel

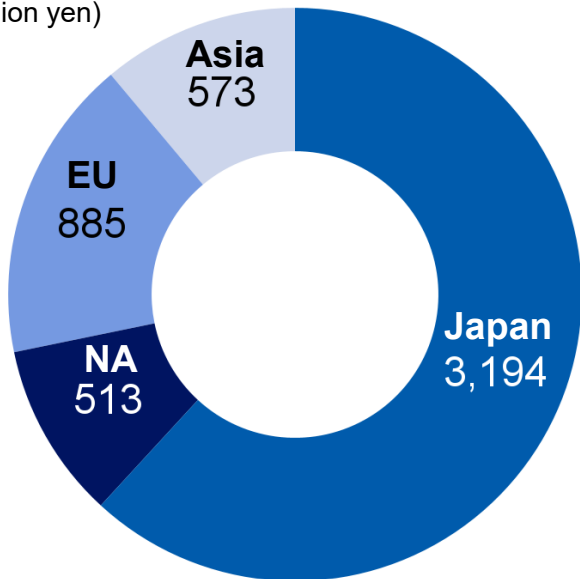
Our Strengths Driving Value Growth | 3. Global Expansion

Leveraging our Global Infrastructure for the Next Stage of Growth

Net Sales

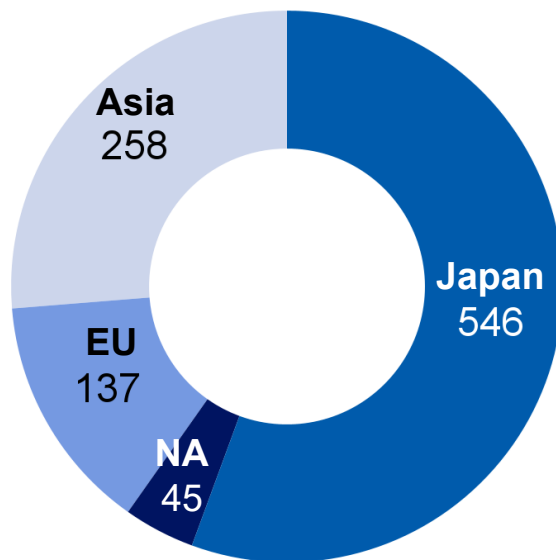
overseas ratio:38.2%
(¥1,971 million)

(One million yen)



Number of Employees

overseas ratio:44.4%
(436 people)





04.Business Overview



Secure your communications and transactions with electronic authentication.

Digital Certificate and eSignature Segment

Digital Certificate and eSignature Segment: Q3 2025 Summary



- Sales growth was driven by increased orders from Europe, North America, and China.
- Sales also increased due to the acquisition of a large-scale project in Japan.



GMO Trust Login

- Accelerated acquisition of major customers, driven by the strengthening of our sales channel strategy, is propelling growth.
- Expansion of feature development is contributing to an increase in unit price.

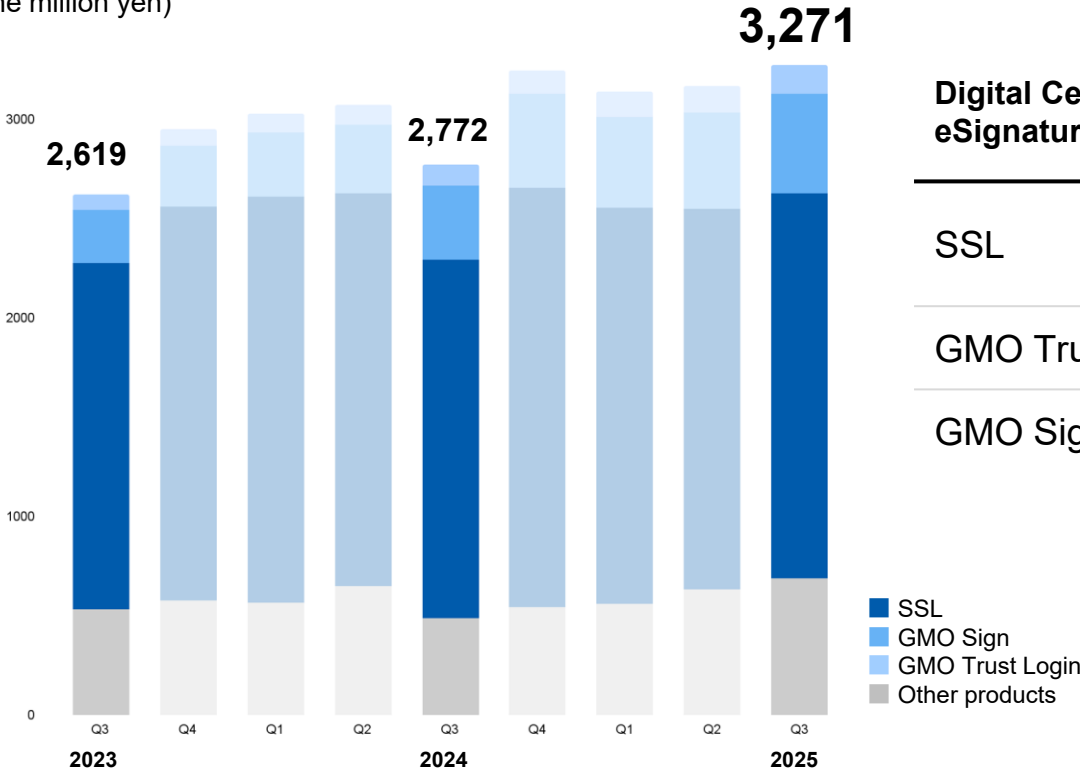


GMO Sign

- Sustained operating profit due to high growth of over 30% in both Sales and ARR (Annual Recurring Revenue).
- Expansion of new customer acquisition via the web is driving growth.

Quarterly Sales Trends by Product

4000
(One million yen)



Digital Certificate and
eSignature Segment

3,271 million yen
(YoY: +499 million yen, +18.0%)

SSL

1,934 million yen
(YoY: +134 million yen, +7.5%)

GMO Trust Login

(YoY:+33.8%)

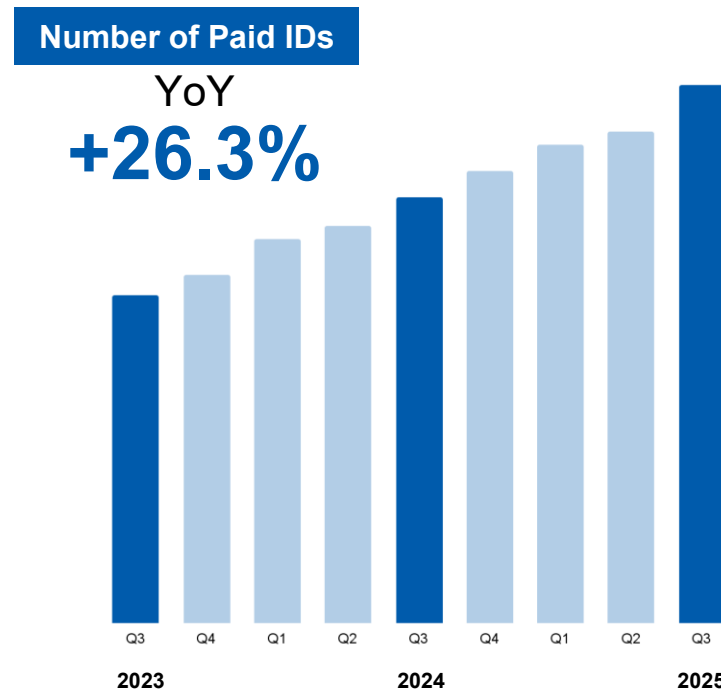
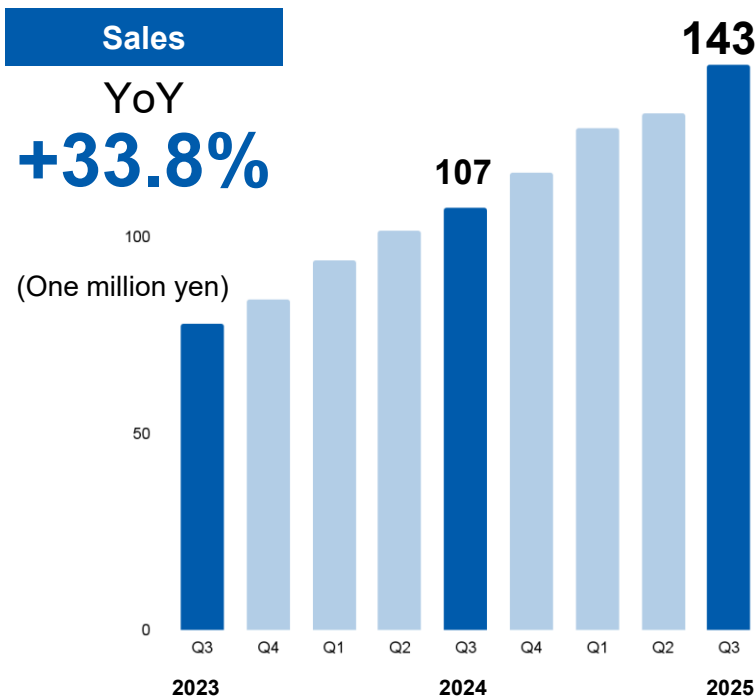
GMO Sign

(YoY:+33.9%)

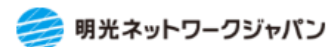
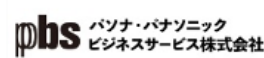
- SSL
- GMO Sign
- GMO Trust Login
- Other products

KPI Trends for GMO Trust Login

- Sustained high growth rate achieved by increased acquisition of major customers, driven by the strengthening of our organizational structure.

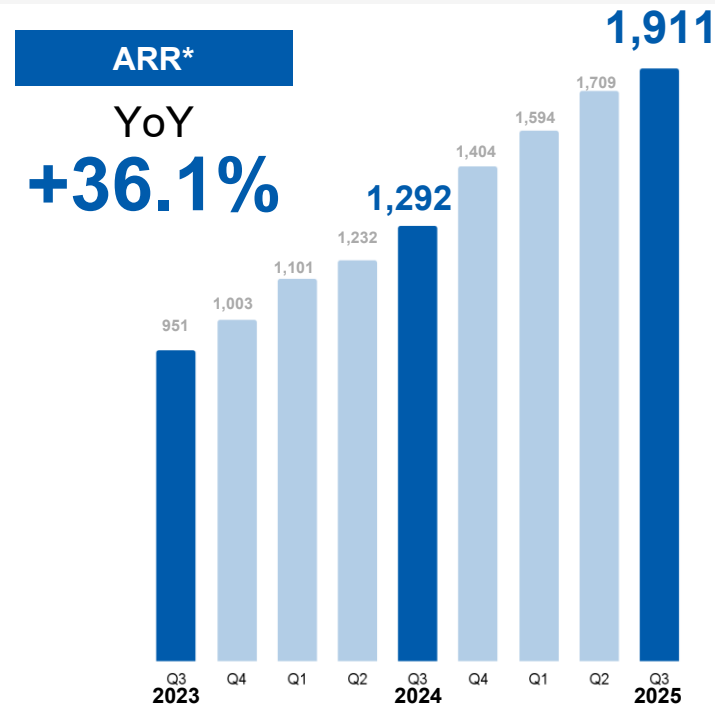
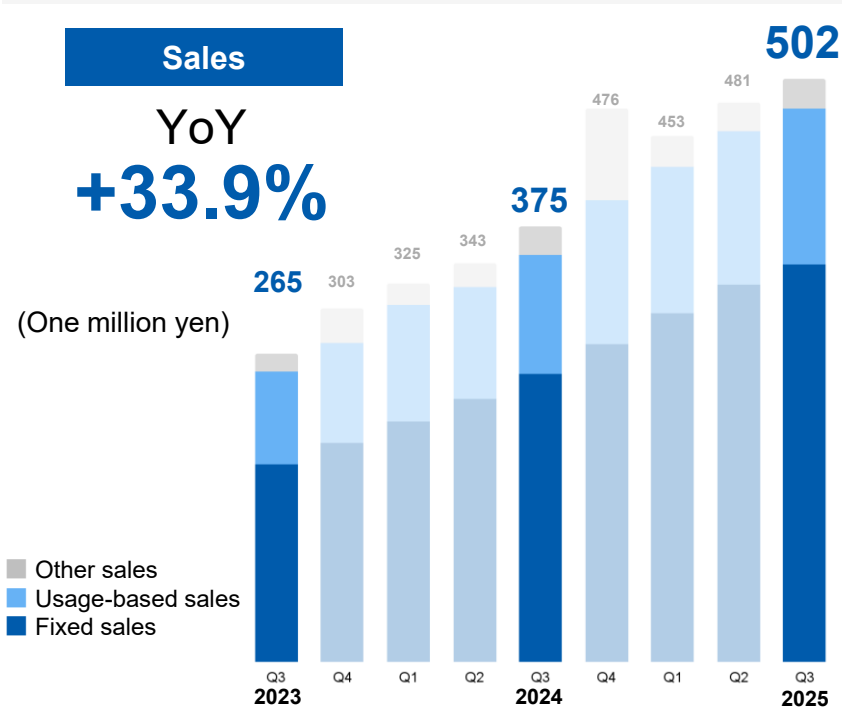


Contracted Companies (partial list)



Quarterly Sales Trends / Transition of ARR

- While fixed revenue (recurring revenue) currently exceeds usage-based revenue (contract sending), the number of sent items shows a tendency to sharply increase starting from the third year of use. Therefore, the growth rate of usage-based revenue is projected to accelerate going forward.



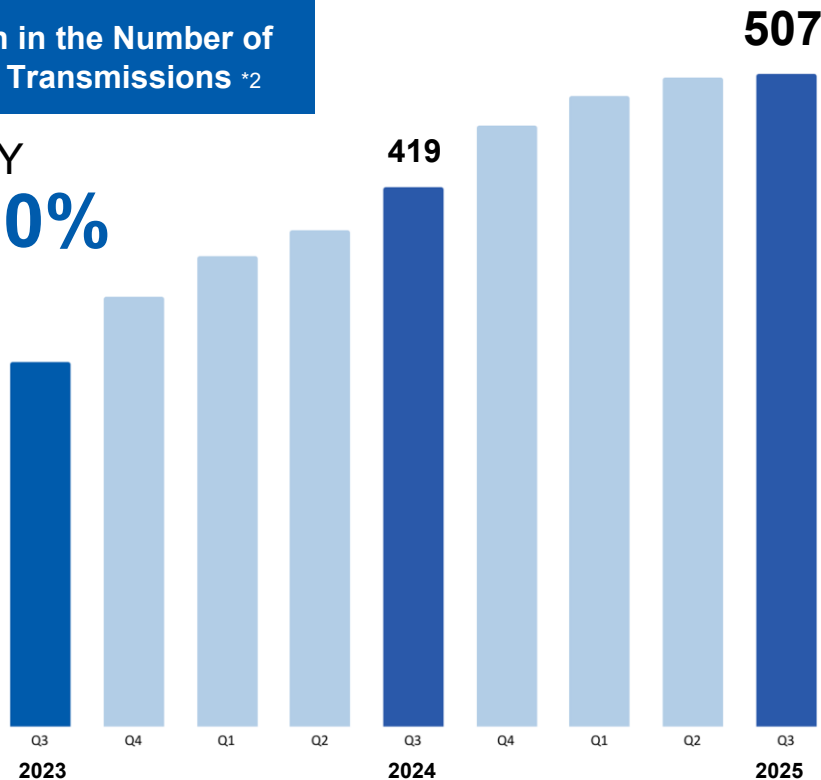
*ARR (Annual Recurring Revenue): Refers to sales revenue recorded from continuous transactions over a period of one year. Annual recurring revenue. MRR (Monthly Recurring Revenue): Calculated by multiplying monthly recurring revenue by 12.

KPI Trends for GMO Sign

Transition in the Number of Contract Transmissions *2

YoY
+21.0%

(in 10K)



Approximately **75%** of listed companies in Japan are currently using our services.

累計 **5,000** 万件 送信達成

契約
送信件数 **No.1**

*1 Number of contracted companies with "GMO Sign electronic seal" accounts. One account per business (company or individual). If you use multiple accounts, duplicates will be eliminated.

*2 Aggregated data on the number of contract transmissions per quarter.

Implementation Track Record with Local Governments

Number of Local
Government
Implementations

185



Adopting local governments.

We aim for the No.1 market share in local government implementations, supported by our **electronic official seals** service and the acquisition of **numerous security certifications**.

List of obtained certifications:

- ISO/IEC 27001 (Information Security)
- ISO/IEC 27017 (Cloud Service Security)
- Registered with ISMAP
- SOC2 Type 2 Assurance Report received
- JIIMA Certification

* Public organizations that have a paid contract for 'GMO-Sign' or 'GMO-Sign Electronic Official Seal' as of October 1st.

Contracted Companies (partial list)

MIZUHO みずほ銀行

大和証券
Daiwa Securities

MUFG 三菱UFJ銀行

よろこびがつなぐ世界へ
KIRIN

BMW GROUP
MINI

LINEヤフー

kikkoman

Menicon

横浜銀行

東急リバブル

ORIX オリックス生命

MIZUNO

TIPNESS
フィットネスクラブ
ティップネス

in 鹿島
KAJIMA CORPORATION

ヤマト運輸

Francfranc

UNITED ARROWS LTD.

「心躍る」を
解き放つ HIS

PASONA

G
移動で人を幸せに。

毎日コムネット

OPEN
HOUSE

NEDO

三井住友トラスト不動産

DAISO
ダイソー

CURRY HOUSE
CoCo壱番屋

MISAWA ミサワホーム

KEIO 京王電鉄

CAINZ

YAMADA HOMES

YKK
ap

H₂O
RETAILING

Plan Revision Implemented Starting November 2025

現在のプラン

お試しフリープラン

月額基本料金 **0** 円

契約印 & 実印プラン
(立会人型 & 当事者型)

月額基本料金 **8,800** 円



変更なし

新プラン

お試しフリー

GMOサインの
お試し利用に。

基本料金・送付料
0 円

ライト

単一部門向けプラン

年間契約

8,800 円/月

単月契約

9,500 円/月

スタンダード

複数部門向け
標準プラン

年間契約

24,000 円/月

単月契約

26,000 円/月

ビジネス

内部統制・セキュリ
ティ強化プラン

お問い合わせ
ください

エンタープライズ

グループ企業利用
向けプラン

お問い合わせ
ください

"GMO Sign" will
celebrate its 10th
anniversary in November
2025.

We have implemented a
plan revision to further
enhance the service's
value and better meet
customer needs.

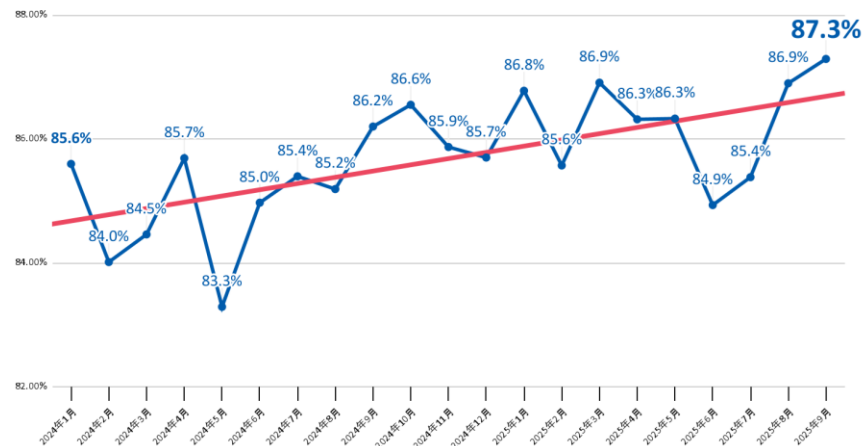
Strengthening Sales Resources Through AI-Driven Customer Support Automation

We are promoting the automation of customer support operations using AI to significantly improve response efficiency.

Going forward, we will accelerate revenue opportunities and Sales growth by reallocating the created personnel to sales activities.

Achieving sales growth through improved customer support efficiency via AI and the reallocation of personnel to sales activities.

SSL Server Certificate Renewal Rate Trend (Japan)



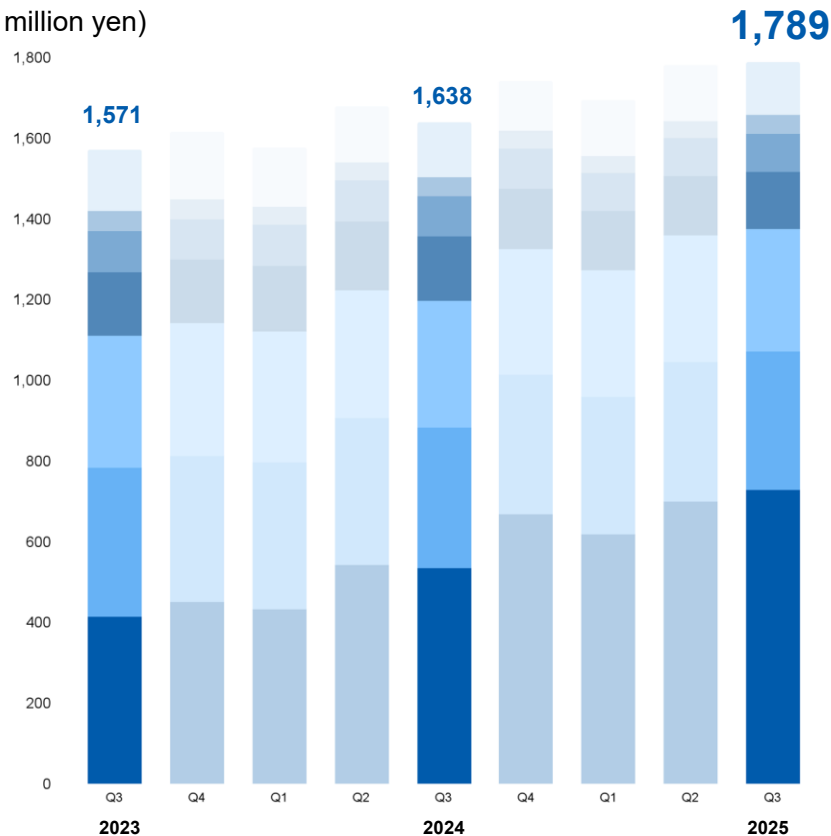


Providing a secure cloud infrastructure.

Cloud Infrastructure Segment

Quarterly Sales Trends by Product

(One million yen)



Cloud Infrastructure
Segment

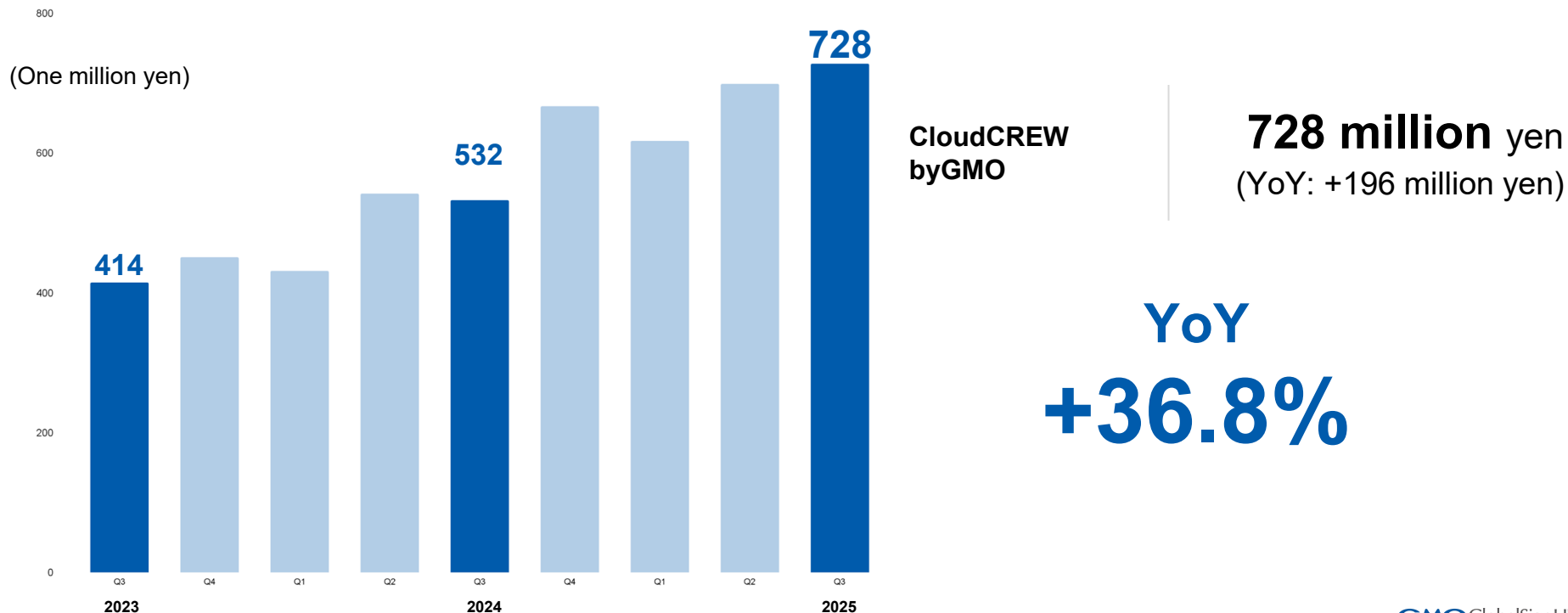
1,789 million yen
(YoY: +151 million yen)

YoY
+9.2%

- We have strengthened our security measures portfolio.
- We plan to further expand our business by newly releasing two services.

Quarterly Sales Trends

- Performance continues to be strong due to an increase in large-scale referral projects driven by group synergy.



Launch of the Security Solution Service

We have consolidated cloud-related security products to meet rising demand.

セキュリティソリューション

サーバーのセキュリティに関するご相談

サービス一覧 サポート

貴社のWebサイトからメール・ID管理まで
信頼のセキュリティサービスで守ります

GMO
なりすましメール
対策支援サービス

なりすましメール対策設定から企業ロゴの表示まで、すべてワンストップで支援します。

なりすましメール対策の詳細を見る

脆弱性対応のための
設定代行サービス

サーバー設定のプロが最新のセキュリティ対策を迅速に代行！ビジネスを万全にサポートします。

設定代行の詳細を見る

GMO サイバー攻撃ネットワーク診断ASM
運用代行サービス

ASMで組織全体のサイバースリクを徹底的に可視化し、リスクの発見・対処まで、まるごとお任せ。

運用代行サービスの詳細を見る

Extensive Security Measures for AWS and Google Cloud



Cloud Server



Web Application



Mobile App

In collaboration with GMO Cybersecurity by Ierae, Inc., we provide one-stop support, from cloud diagnostics to improvement measures.



- Solution Provider
- Managed Service Provider
- Public Sector Solution Provider
- Well-Architected Partner Program

- Small and Medium Business Services Competency
- Migration and Modernization Services Competency



Google Cloud
Partner

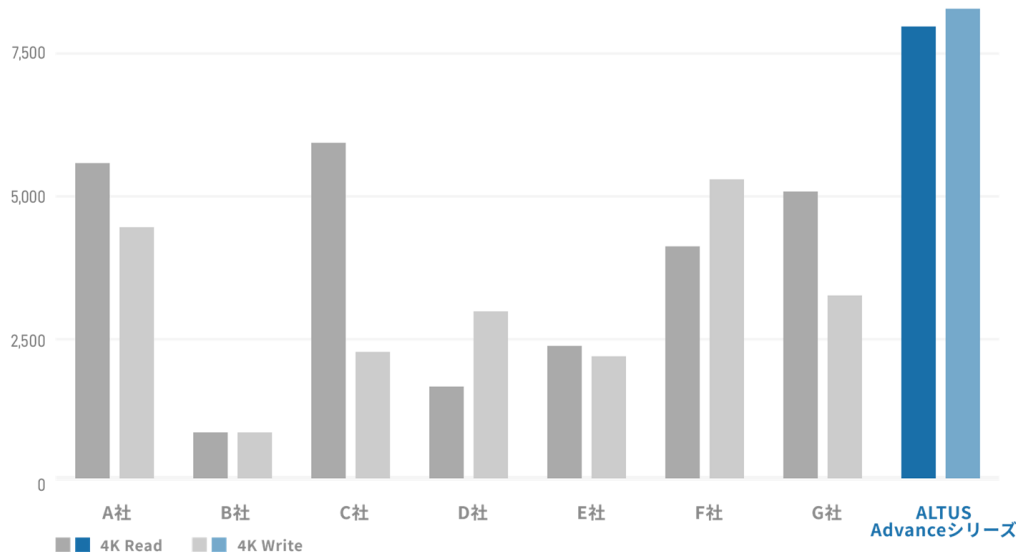
CloudCREW by GMO is an authorized partner of AWS and Google Cloud.

New Series Launch Drives Further Business Expansion

NEW

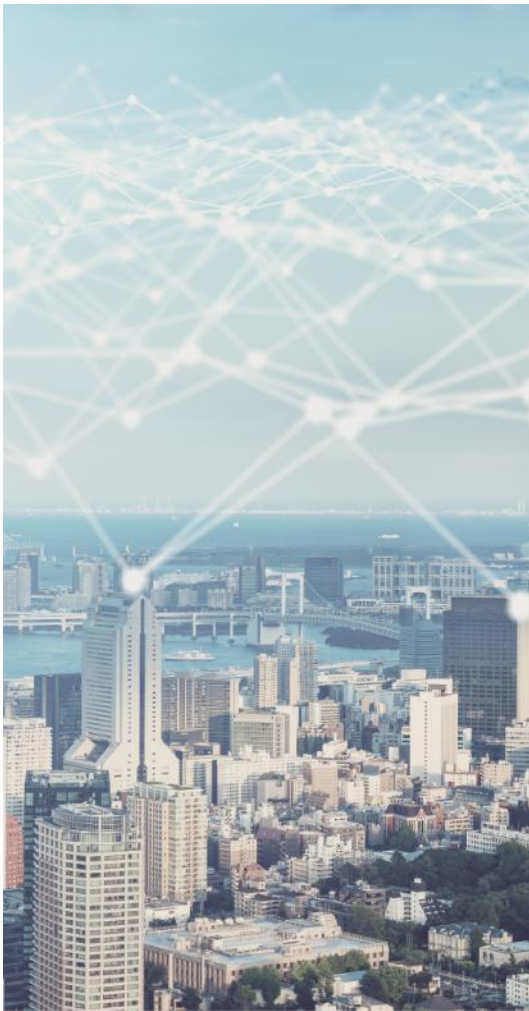
September 30 Release

Compared storage performance with seven major domestic IaaS cloud providers.

GMO CLOUD
ALTUS

Advance

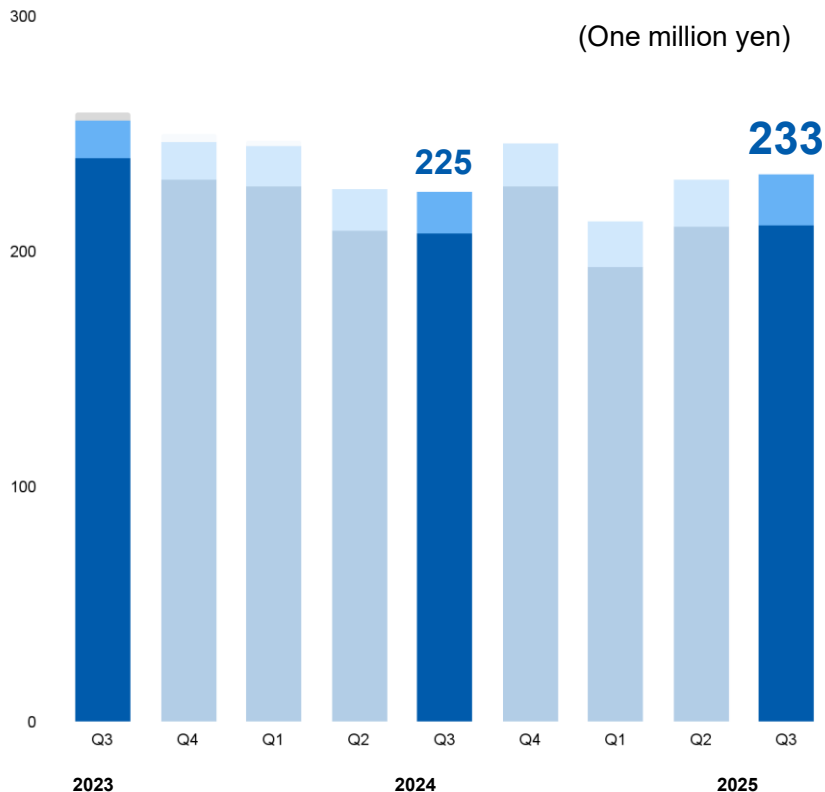
Top-Tier,
Ultra-High-
Speed
Storage



Supporting the resolution of corporate challenges.

Digital Transformation Segment

Quarterly Sales Trends



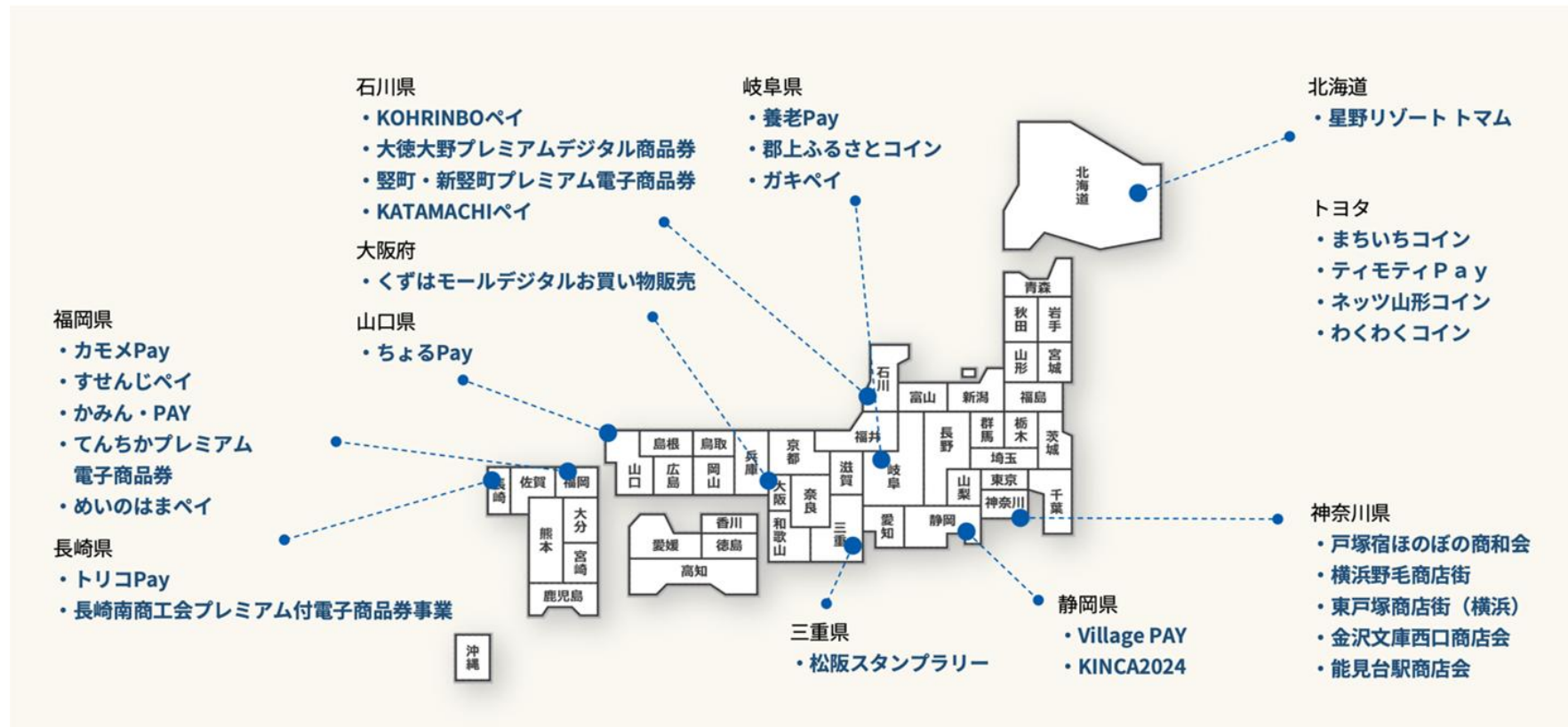
Digital Transformation
Segment

233 million yen
(YoY: +8 million yen)

YoY
+3.4%

- Cumulative Sales for Q3 decreased due to the delayed progress of projects for local governments within the O2O App Segment.
- "haku.ai by GMO" saw strong new customer acquisition, resulting in a 16% increase year-on-year.

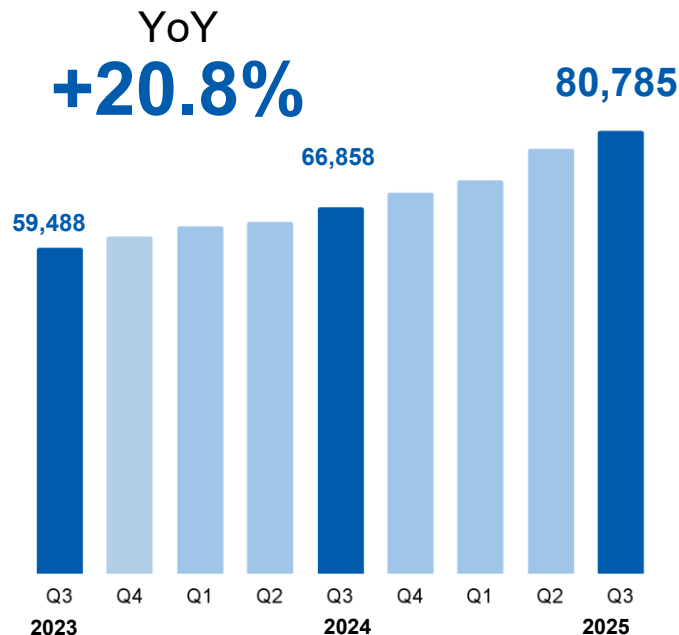
Contributing to Local Economic Revitalization: Implementation Track Record with Local Governments



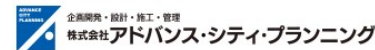
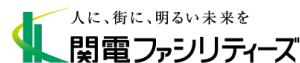
Record of Introduction

- Sales remain solid, driven by the expanding use of "physical augmentation technology" in inspection sites, amidst a backdrop of personnel shortages caused by an aging population.

Number of registered meters



契約企業（一部抜粋）



We Change Experience with IT



A decorative graphic on the left side of the slide, consisting of several overlapping, curved, semi-transparent blue shapes in various shades of blue, creating a layered, wave-like effect.

Reference materials

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	December, 1993
Business Overview	Digital Certificate and eSignature Segment Cloud Infrastructure Segment Digital Transformation Segment
Parent Company	GMO Internet Group, Inc.(Tokyo Stock Exchange : Prime 9499) Ownership Ratio 51.97%
Subsidiaries	15 companies; 12 consolidated (5 domestic, 7 overseas), 3 unconsolidated (as of the end of September 2025)
Number of Employees	983 employees (as of the end of September 2025), including unconsolidated subsidiaries.

Business Domain

Digital Certificate and eSignature Segment

Digital Certification and ID Management



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



GMO CLOUD

Digital Transformation Segment

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

GMO おみせアプリ 

GMO
デジタルPay



Consolidated Balance Sheet

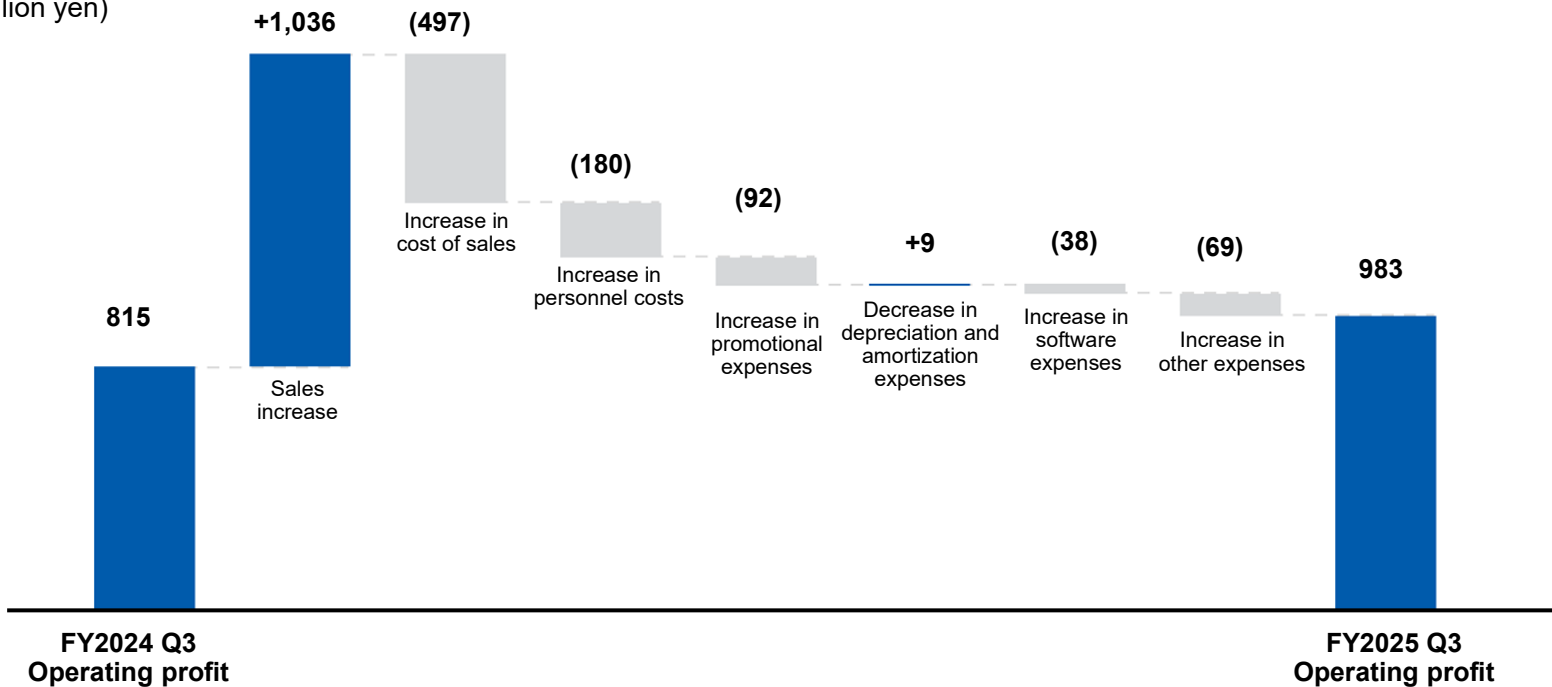
Unit: million yen	End of December 2024	End of September 2025	Increase/decrease rate
Current assets	11,948	12,179	1.9%
(Cash and Deposits)	8,459	8,523	0.9%
(Trade accounts receivable)	2,647	2,585	(2.2%)
Non-current assets	6,078	6,020	(1.0%)
(Software)	4,056	4,117	1.5%
(Investment securities)	302	301	(0.3%)
Total assets	18,027	18,199	(1.0%)
Liabilities	8,539	8,494	(0.5%)
(Advances by customers)	1,880	2,792	1.4%
(Borrowings and Lease liabilities)	3,016	2,927	(2.9%)
Net assets	9,487	9,705	2.3%
(Shareholders' equity)	7,649	7,925	3.6%
(Other comprehensive income)	1,811	1,760	(2.8%)
(Non-controlling interests)	26	19	(28.4%)
Total liabilities and net assets	18,027	18,199	(1.0%)

Consolidated Income Statement

Unit: million yen	End of September 2024	End of September 2025	Increase/decrease rate
Sales	14,071	15,108	7.4%
Cost of Sales	5,626	6,124	8.8%
Gross profit	8,444	8,983	6.4%
Selling, general and administrative expenses	7,629	7,999	4.9%
(Personnel expenses)	4,377	4,557	4.1%
(Advertising expense)	882	975	10.5%
(Depreciation expense)	577	567	(1.6%)
Operating income	815	983	20.6%
(Operating income margin)	5.8%	6.5%	-
Ordinary income	842	983	13.6%
Income before income taxes	775	577	(25.5%)
Income taxes - deferred	275	244	(11.1%)
Net Income Attributable to Owners of the Parent	528	703	33.1%

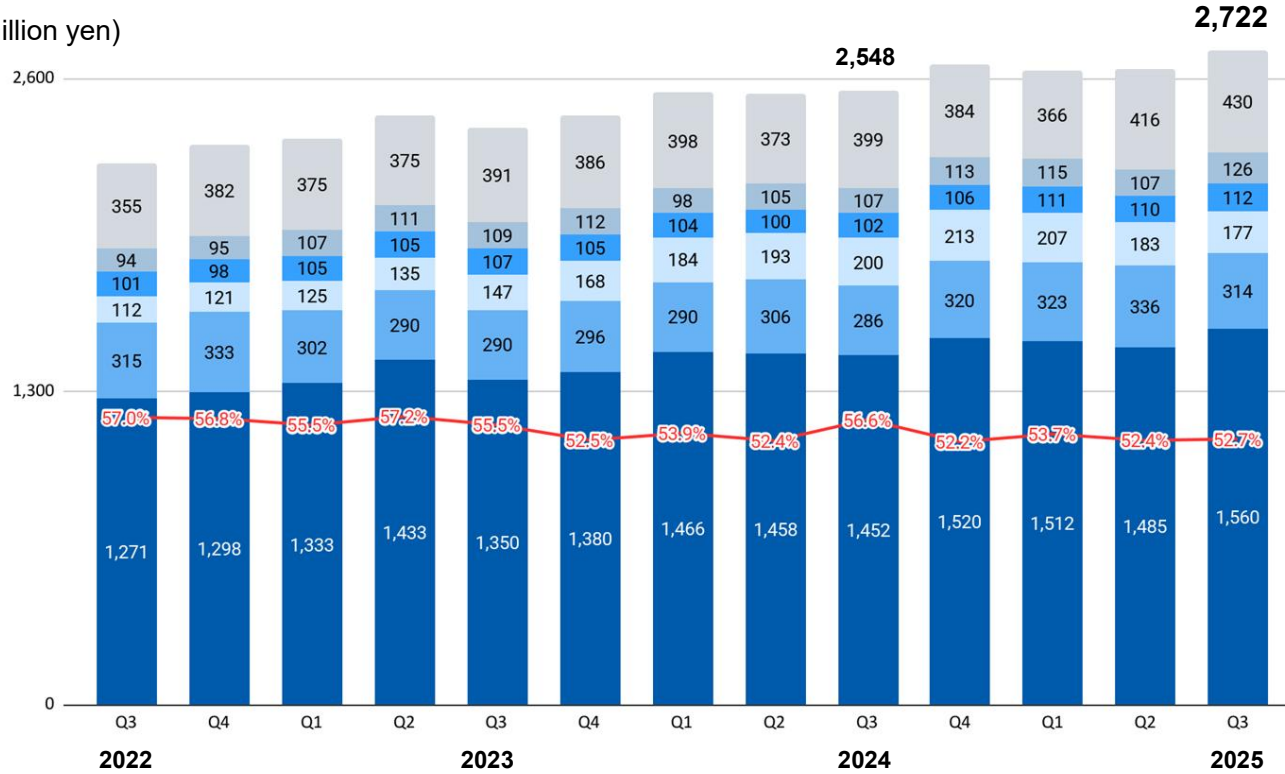
Analysis of Operating Profit

(One million yen)



Quarterly Trends in SG&A

(One million yen)

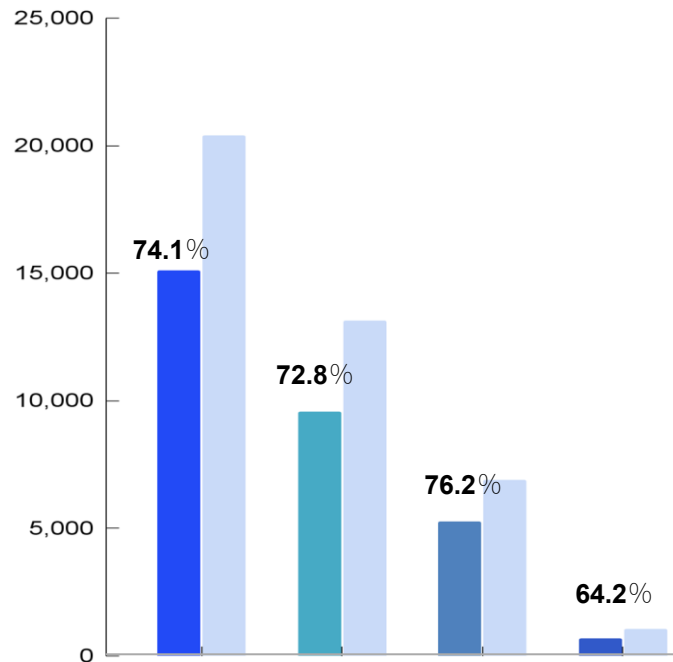


■ SG&A expense ratio ■ Personnel expenses ■ Operating expenses ■ Depreciation expenses ■ Rent ■ Software costs ■ Others

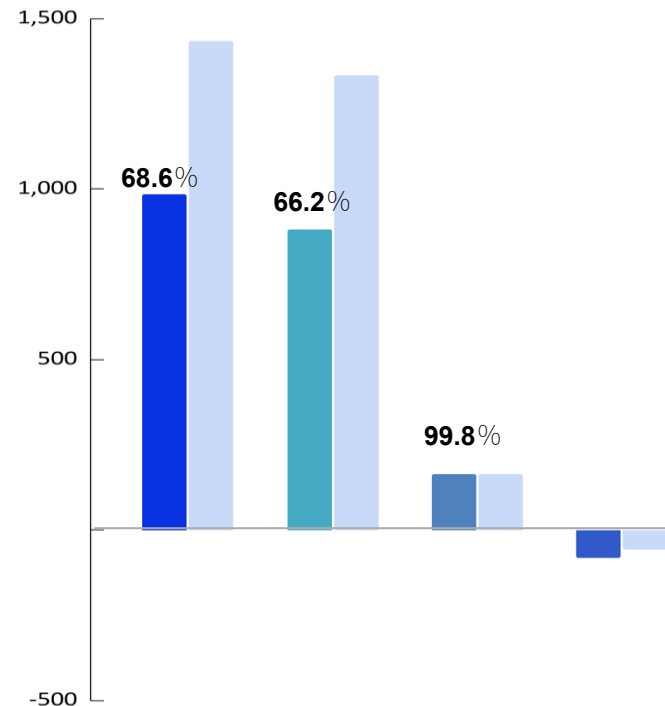
Comparison of Forecasts by Business Segment (Q3 FY2025)

(One million yen)

Sales



Operating income



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

Full-Year Earnings Forecast for FY 2025

- Focusing on the "Security Segment," we aim for growth and expansion across all segments, with a particular emphasis on key products.

(One million yen)	FY2024 (Actual)	FY2025 (Forecast)	Increase/decrease rate
Sales	19,166	20,397	+ 6.4%
Operating Profit	1,246	1,434	+ 15.1%
Ordinary Profit	1,297	1,422	+ 9.6%
Net profit Attributable to Owners of the Parent	854	880	+ 3.0%
Earnings Per Share (JPY)	73.08	75.27	-

Full-Year Earnings Forecast for FY 2025 [By Segment]

- An increase in both sales and profits is projected across all business segments.
- We anticipate a contribution to profits from GMO Sign achieving full-year profitability.

Sales				Operating income			
Unit: million yen	FY2024 (Actual)	FY2025 (Forecast)	Increase/ decrease rate	FY2024 (Actual)	FY2025 (Forecast)	Increase/ decrease rate	
Digital Certificate and eSignature Segment	12,120	13,142	+8.4%	1,151	1,332	+15.7%	
Cloud Infrastructure Segment	6,634	6,906	+4.1%	154	164	+6.4%	
Digital Transformation Segment	944	1,054	+11.6%	(72)	(56)	—	
Corporate/Consolidation	533	(704)	—	13	(5)	—	
Consolidated	19,166	20,397	+6.4%	1,246	1,434	+15.1%	

"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.

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