



Business Plan & Matters Concerning Growth Potential

March 2022

YMIRLINK, Inc.

(Security identifier code: 4372)

The origin of our name


“Ymir” is the first giant in Norse mythology and a symbol of creation.

“Link” represents connection.

As the origin of the company name suggests,
YMIRLINK is a company that **creates connections.**

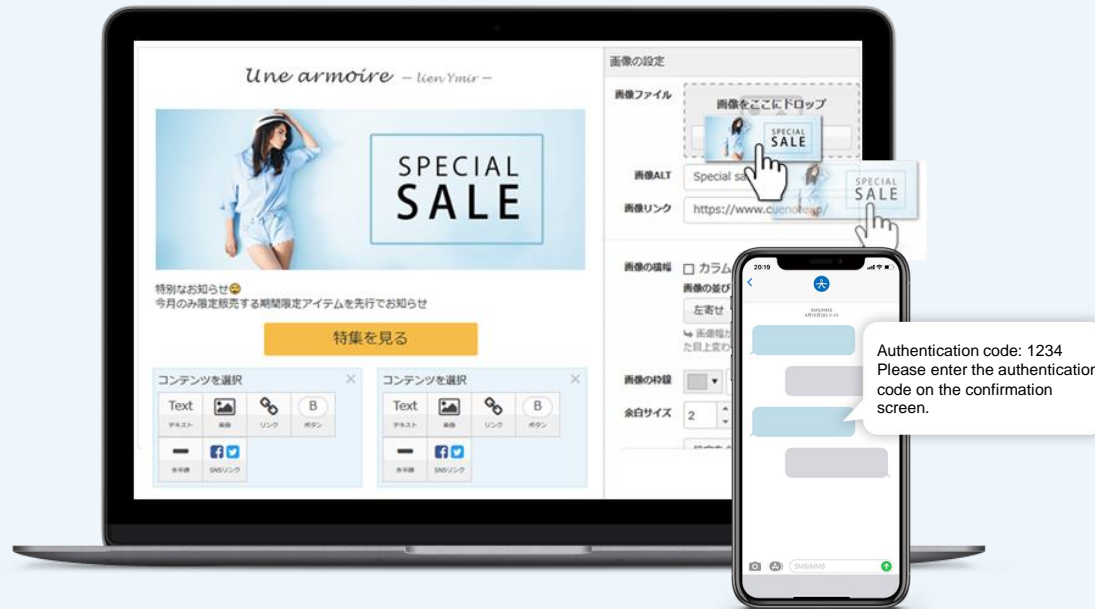


Corporate history

- 
- 1999** Established by students who met through the Internet as a limited liability company that undertook production work for corporate websites and web systems
 - 2000** Reorganized as a stock company, subcontracted to undertake system development for online communities (such as bulletin board and online chat), and software development for email delivery system
 - 2002** Capital participation of CyberAgent as the largest stockholder. Engaged in development and operation of advertisement management system and campaign system of the group
 - 2003** Independently developed high-speed email delivery engine, launched email delivery ASP service, and gradually expanded clients
 - 2005** Cybozu became the largest stockholder
Business transition from contracted system development to a service-based model, including messaging solution business
 - 2006** Formed business partnership with Itec Hanshin (currently Itec Hankyu Hanshin)
 - 2007** Terminated some services to concentrate management resources
 - 2009** Unified products under **Cuenote[®]** brand
 - 2011** Itec Hankyu Hanshin became the largest stockholder, Osaka Branch Office opened for business expansion
 - 2013** Launched Cuenote Survey, SaaS-type survey service
 - 2016** Opened Okinawa Office as a development base
 - 2018** Opened offices in Fukuoka and Sapporo as development bases
Launched Cuenote SMS
 - 2019** Launched Cuenote safety confirmation service
 - 2020** Relocated Osaka Branch Office for business expansion
 - 2021** Listed on the Tokyo Stock Exchange Mothers Index

What is Cuenote?

SaaS/software series that supports corporate marketing and communication activities.



A messaging solution with the aim of improving engagement with consumers and employees through email, SMS, and other communication methods

A cloud service (SaaS) that is safe, reliable, convenient, and economical

Email delivery system

Cuenote[®] FC

SMS delivery service

Cuenote[®] SMS

Email relay server

Cuenote[®] SR-S

Survey and form system
Cuenote[®] Survey

Safety confirmation
安否確認サービス
Cuenote[®]

YMIRLINK results in numbers

Churn rate
(*1)

0.38%

Churn rate across all series *2
January 2021 to December 2021 monthly average

NRR*3
(Net retention rate)

110.6%

(Mail:101.2% / SMS:237.1%)

December 2020 to December 2021

ARR*4
(Annual recurring revenue)

2.11 billion yen

As of December 2021

Recurring fee sales ratio

97.5%

Cumulative total for January to December 2021

Cuenote Series contracts

Over **1,900** contracts

As of December 2021

Engineer ratio

51.8%

As of December 2021

*1 Churn rate: Revenue churn rate

This is the average value of the monthly churn rate in the total amount basis for January to December 2021 and calculated by the following formula. Monthly churn rate (%) = Amount of churn in current month ÷ Amount recorded at beginning of month × 100

*2 The full-series churn rate is the monthly churn rate for the total of all series in the Cuenote series (FC, SRS, SMS, Survey, Safety Confirmation, etc.).

*3 NRR: An abbreviation of Net Revenue Retention.

This is the net revenue retention at the end of December 2021 for clients with contracts at the end of December 2020, calculated by means of the following formula.

$$([MRR \text{ at end of December 2020}] + [\text{Increase/decrease of MRR due to plan changes during applicable period}] - [\text{Amount of MRR decrease due to churn during applicable period}]) \div [MRR \text{ at end of December 2020}] \times 100$$

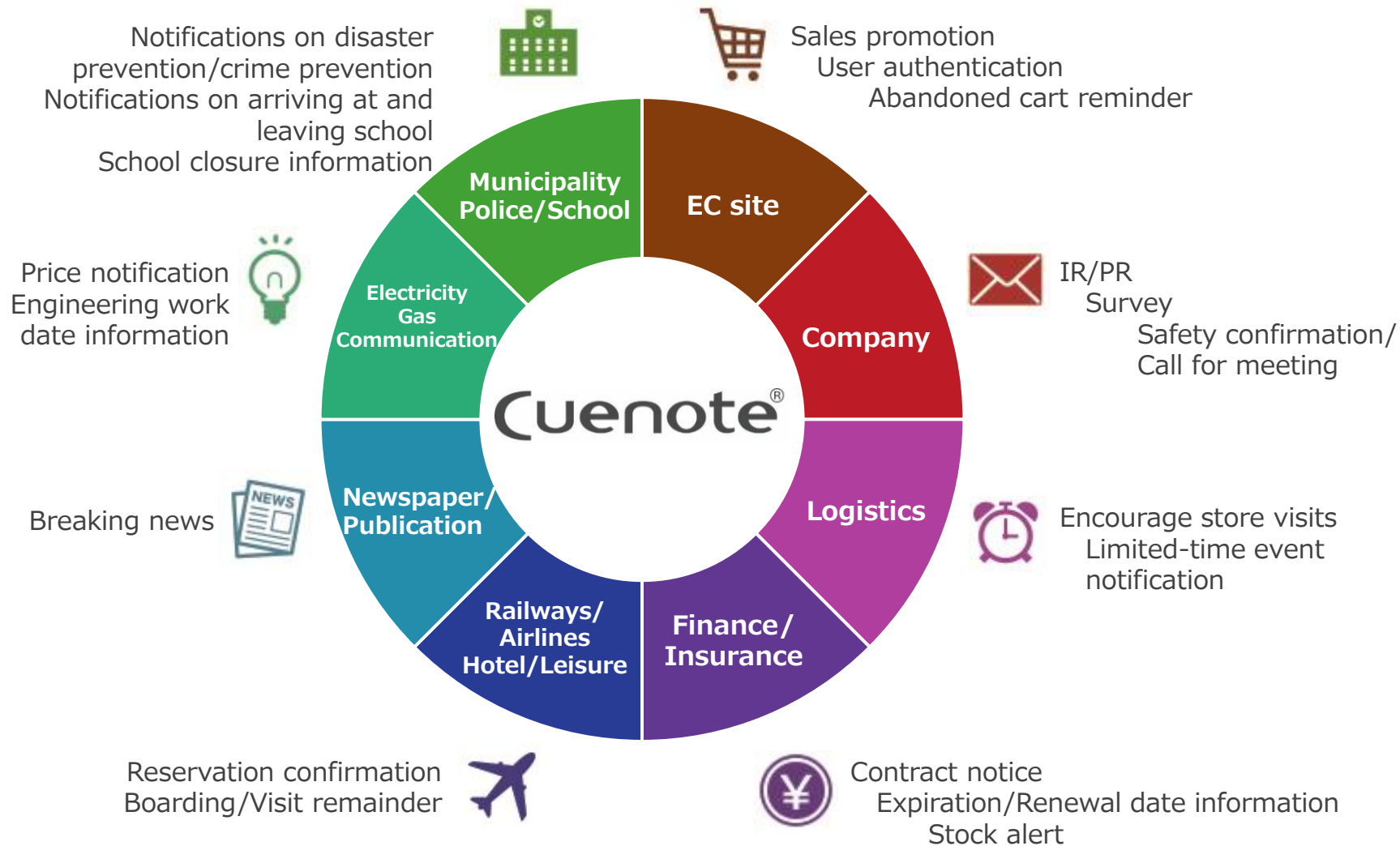
The above-mentioned applicable period refers to the period from the end of December 2020 until the end of December 2021. The amount of increase of MRR resulting from new orders received during the applicable period is not included.

*4 ARR: An abbreviation of Annual Recurring Revenue.

This is calculated by multiplying Monthly Recurring Revenue (MRR: highly continuous revenue such as monthly subscription revenue, etc.) by 12.

Where is Cuenote used?

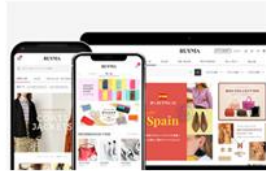
In addition to promotional use, it is used for a variety of purposes and industries



Companies using Cuenote

enigma

Email-based sales in the billion yen range, making it the biggest sales channel



SAPPORO

Timely and swift email delivery enables strategies that grab users' attention



CA CyberAgent.

Stable mass mailing and reduction in time required for creation



イーデザイン損保
東京海上グループ

Create contact points with customers with 120 types of email per day



CA CyberAgent.



Canon
キヤノンマーケティングジャパン株式会社

紀伊國屋書店

PARCO

kinko's
On Demand Solutions



松竹

朝日新聞
DIGITAL

cookpad

朝日新聞
DIGITAL

LIXIL

@cosme

iPROS

EZニュースEX

日本旅行
NIPPON TRAVEL AGENCY

Ponto
©Fonta

TOKYU HANDS

DTI
dream.jp

セイバン

peach

SEGA NETWORKS

Tabio
tradition in motion

FuRyu

しずぽん

enigma

ASAHI

イーデザイン損保
東京海上グループ

HIBIYA-KADAN

ITSCOM
人・物・金・情報・つながる。ITプラットフォーム

マイナビニュース

NTTif

サンケイリビング新聞社

I-O DATA

JAPAN PHILHARMONIC ORCHESTRA

HYS証券
エイチ・エス証券株式会社

FINANTEC

uhb 北海道文化放送

LIVESENSE

神奈川県

文部科学省

岩手県警察

福島県警察

日本流通産業新聞

パーソルワークスデザイン

One of the highest message numbers in Japan

In a month

6 billion messages^{*1}

Cuenote[®]



20 - 59 y/o^{*2}

61,520,000 people



Daily



No. of mails

Delivered by us per person

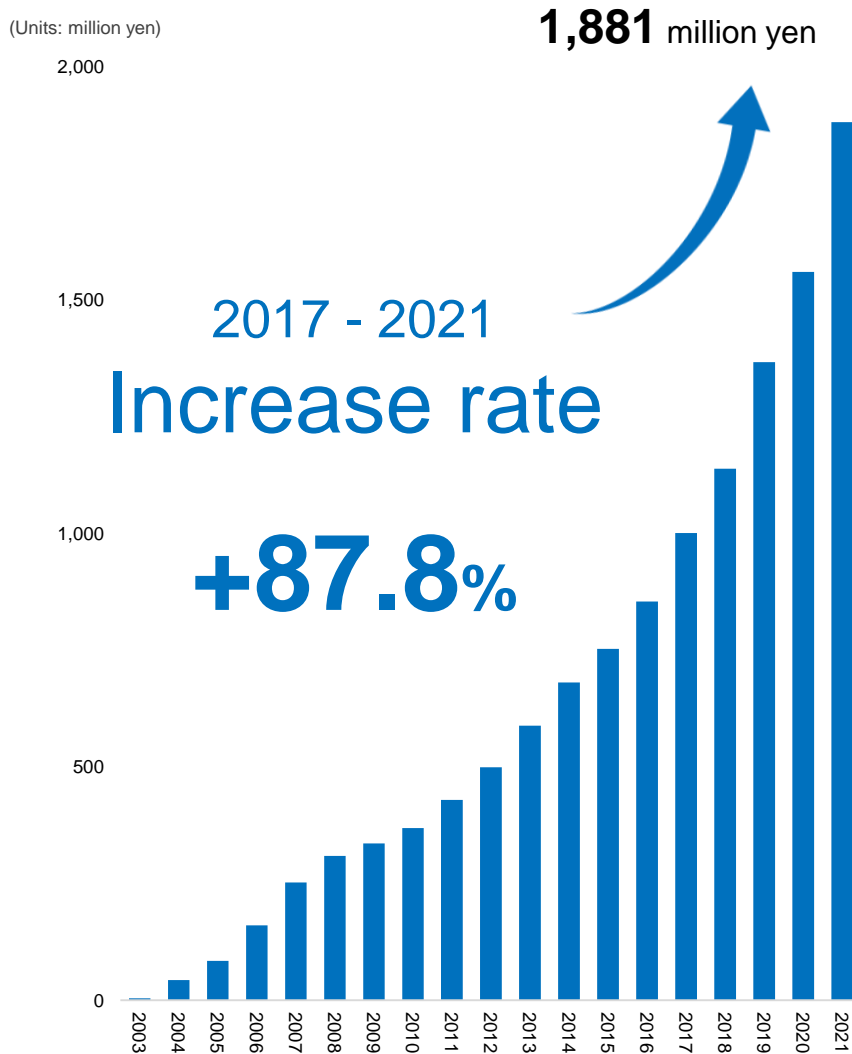
3.1 messages

^{*1} Performance in December 2021

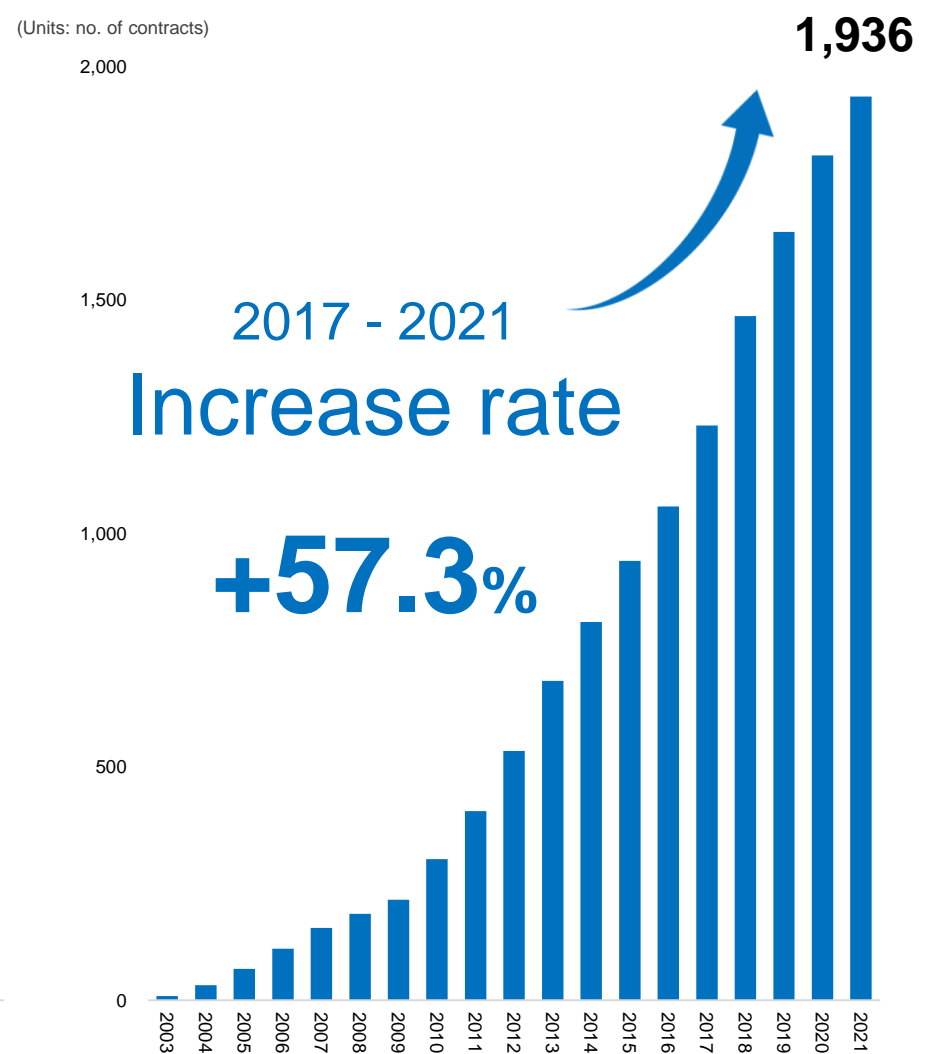
^{*2} "Population Projection - December 2021 Report" Statistics Bureau, Ministry of Internal Affairs and Communications

Recurring fee sales/contracts

Recurring fee sales

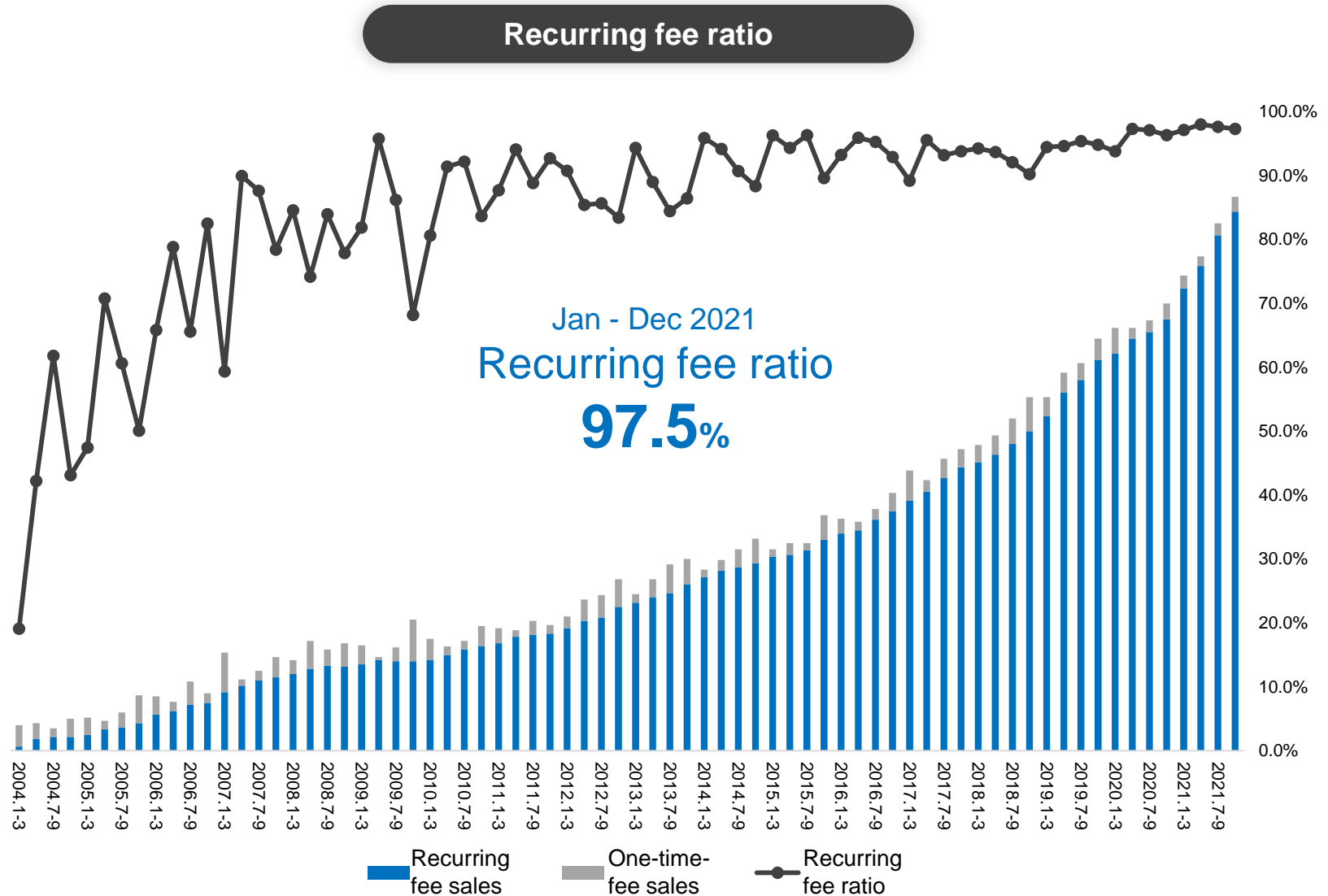


Contracts



Recurring fee revenue structure

Keeps a high ratio for recurring fee sales



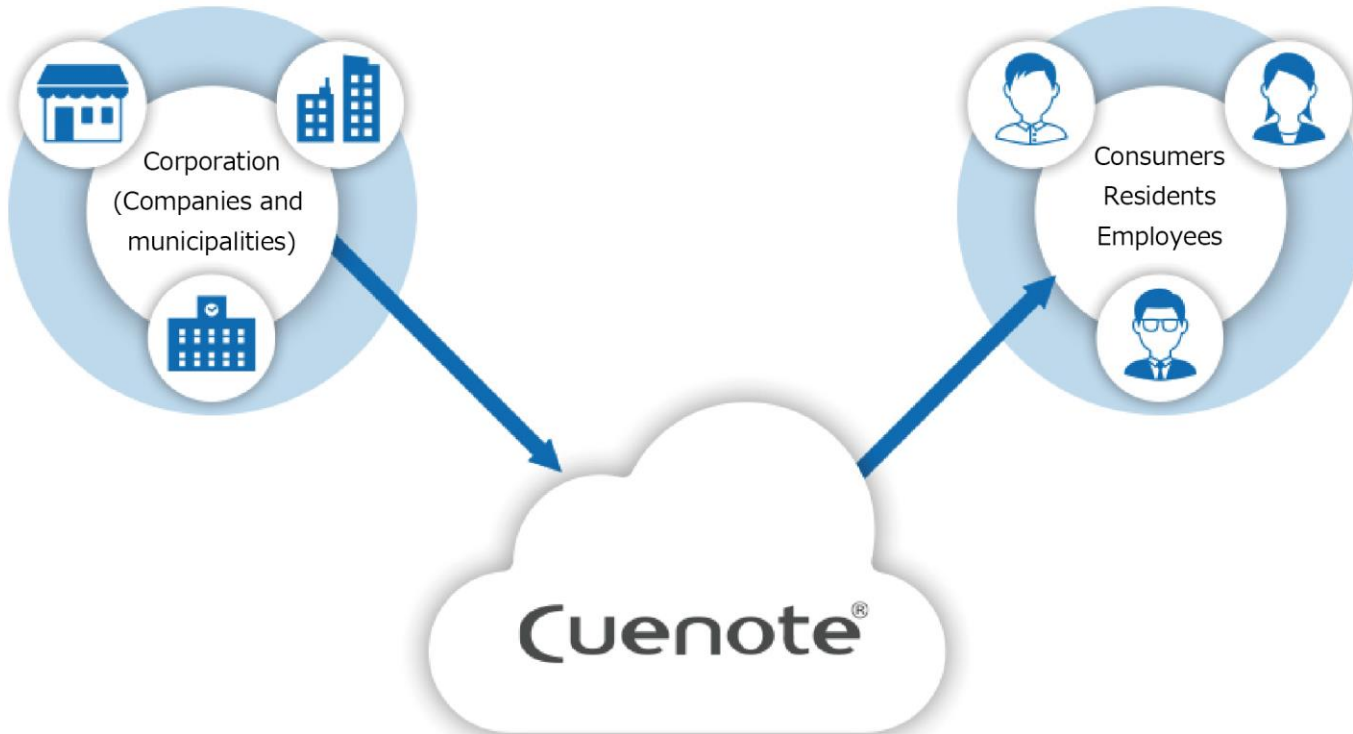
| | | |
|---|-------------------------------------|---------|
| 1 | Business details | Page 12 |
| 2 | Market environment and our position | Page 17 |
| 3 | Our features and strengths | Page 24 |
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1. Business details



Messaging solution (Cuenote) business

Provides cloud services to support marketing and communication such as transmission, collection and analysis of information utilizing the Internet (web, email, applications, etc.)



Cuenote Series

Email delivery system

Cuenote® FC



Equipped with large-scale, high-speed delivery performance and extensive marketing functions

Email relay server

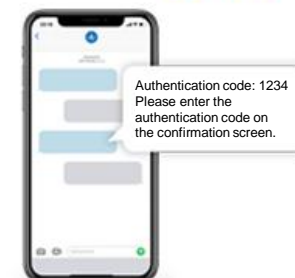
Cuenote® SR-S



Relays SMTP through DNS settings. Includes delivery error reason analysis function that solves email delivery delay and non-delivery

SMS delivery service

Cuenote® SMS



Direct carrier access-type SMS delivery service. Supports IVR and two-way communication for sending from API and screen

Survey and form system

Cuenote® Survey



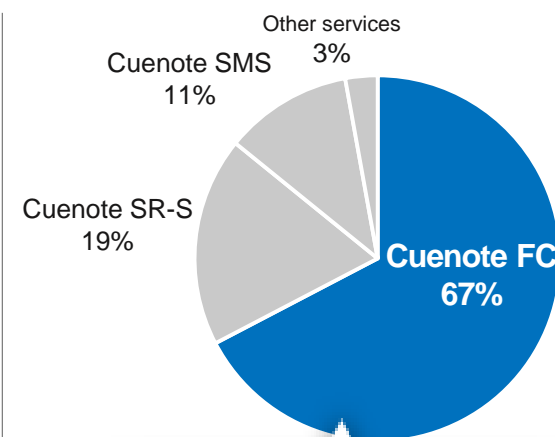
Creates advanced surveys and secure forms using a web browser. Supports flexible design and multiple languages

Safety confirmation

安否確認サービス
Cuenote®



Linked with weather information, in the event of disaster it automatically confirms safety status of the employees in the affected area



Cuenote FC is a flagship product that made up **67%** of our sales (2021 full year)

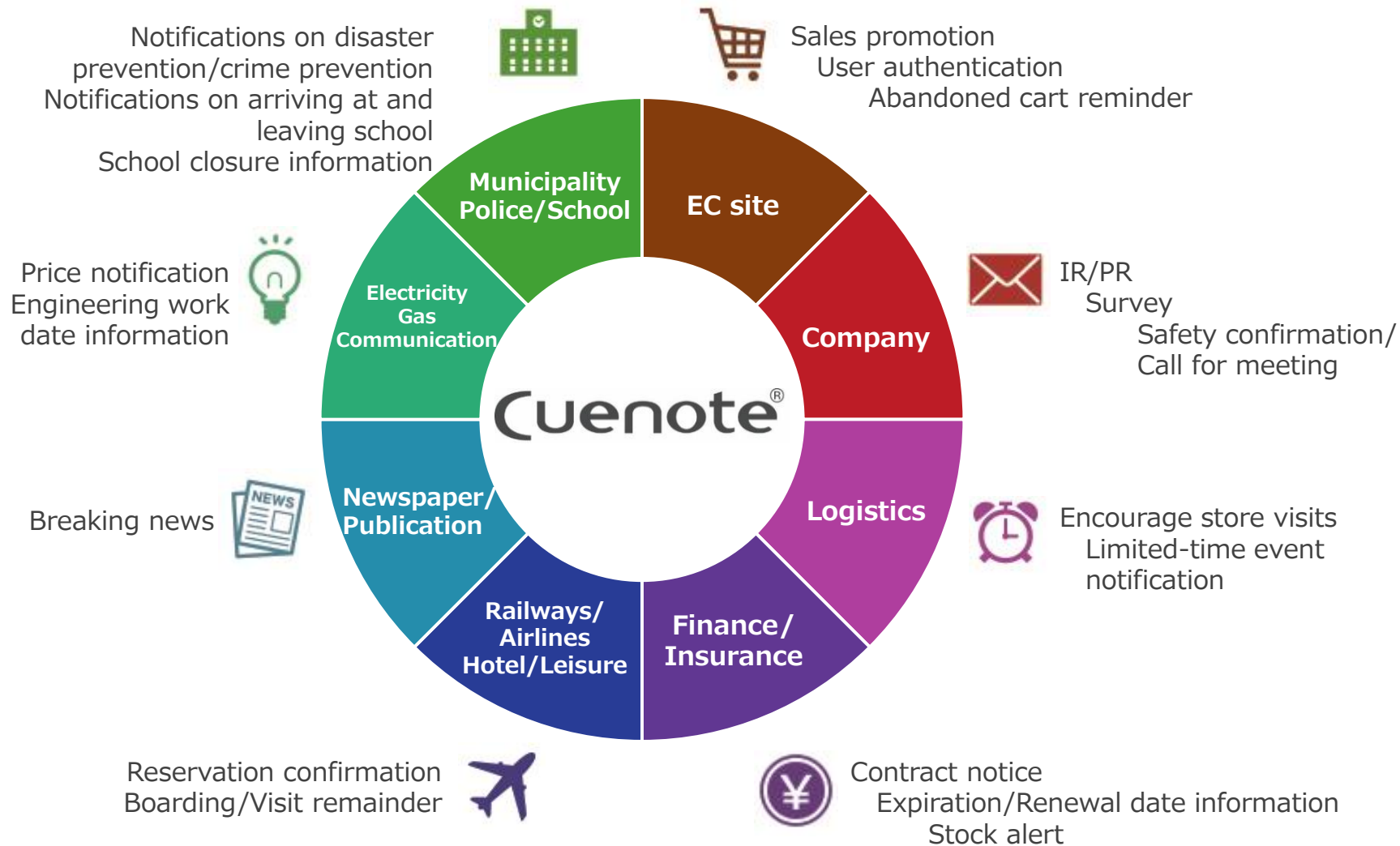
*The Cuenote FC revenue structure is comprised mainly of flat-rate and pay-as-you-go revenue.

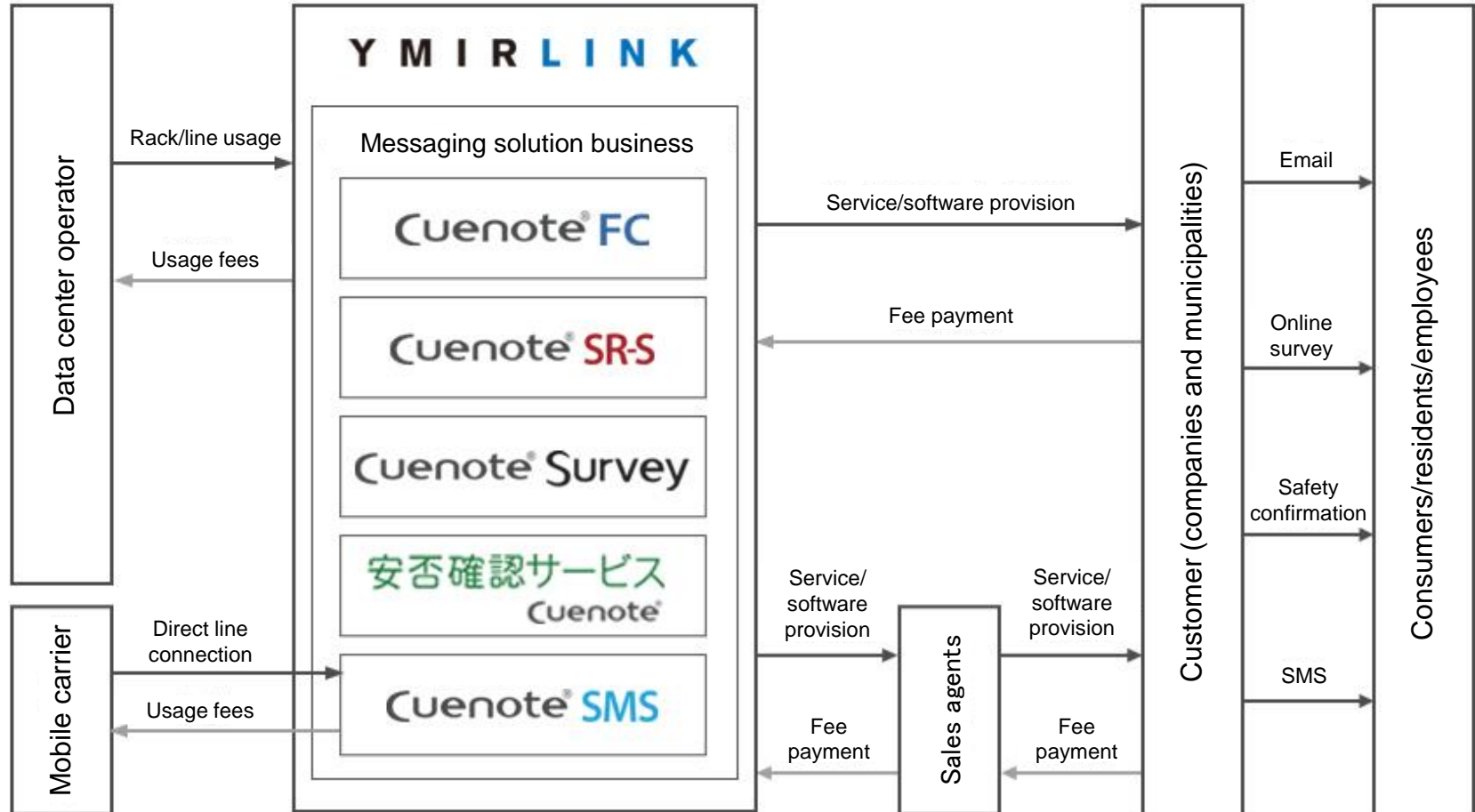
*The Cuenote SR-S revenue structure is flat-rate.

*The Cuenote SMS, Survey, and safety confirmation service revenue structure is pay-as-you-go.

Where is Cuenote used?

In addition to promotional use, it is used for a variety of purposes and industries





2. Market environment and our position

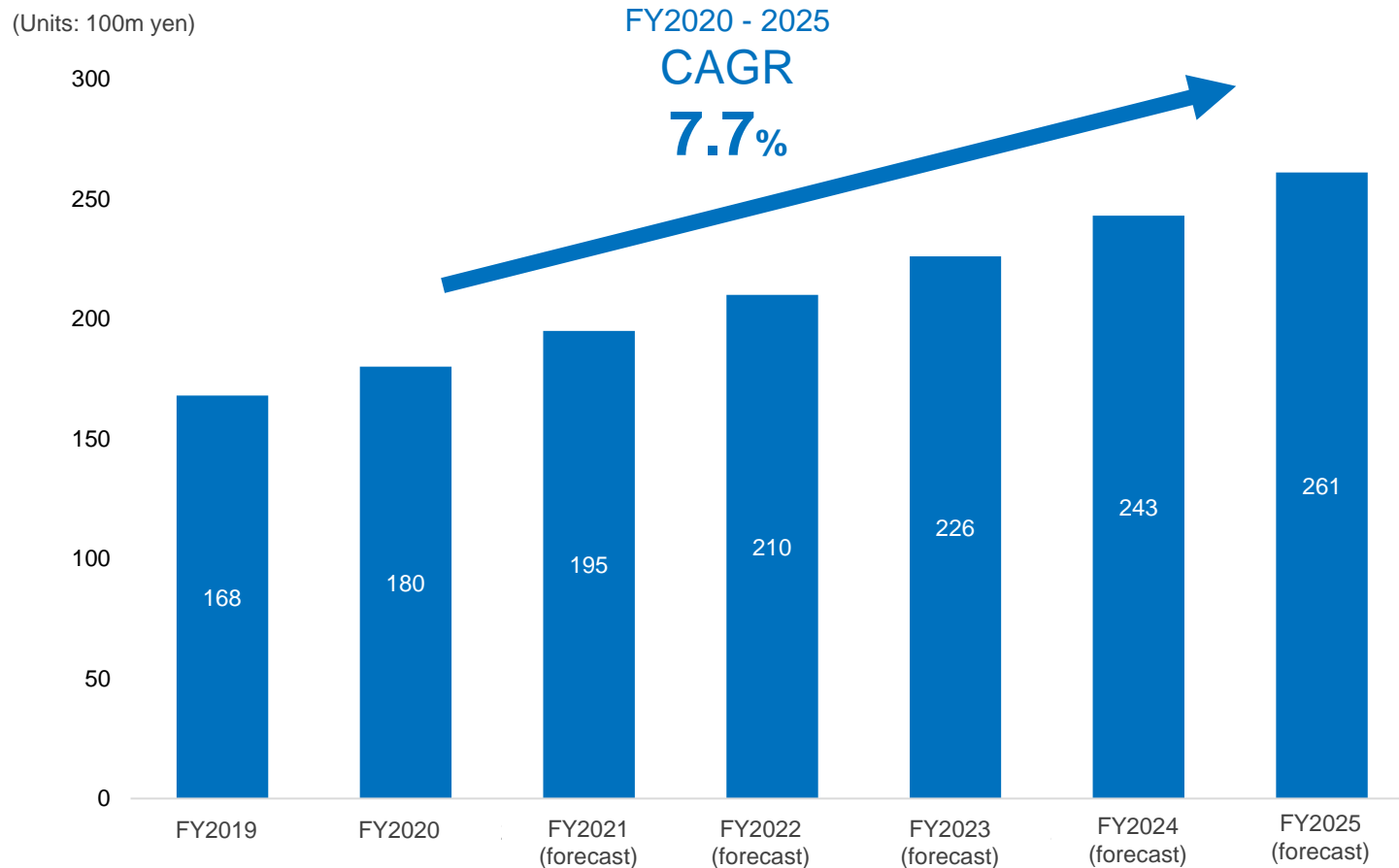


Messaging market (email)

The email delivery market is forecast to grow with a steady CAGR of 7.7% (FY2020-2025)



Positive prospects for email delivery



Source: ITR Corporation "ITR Market View: Email/Web marketing markets 2022"

Created by YMIRLINK, Inc. based on Email delivery market scale transition and forecast (FY2019 - 2025/sales)

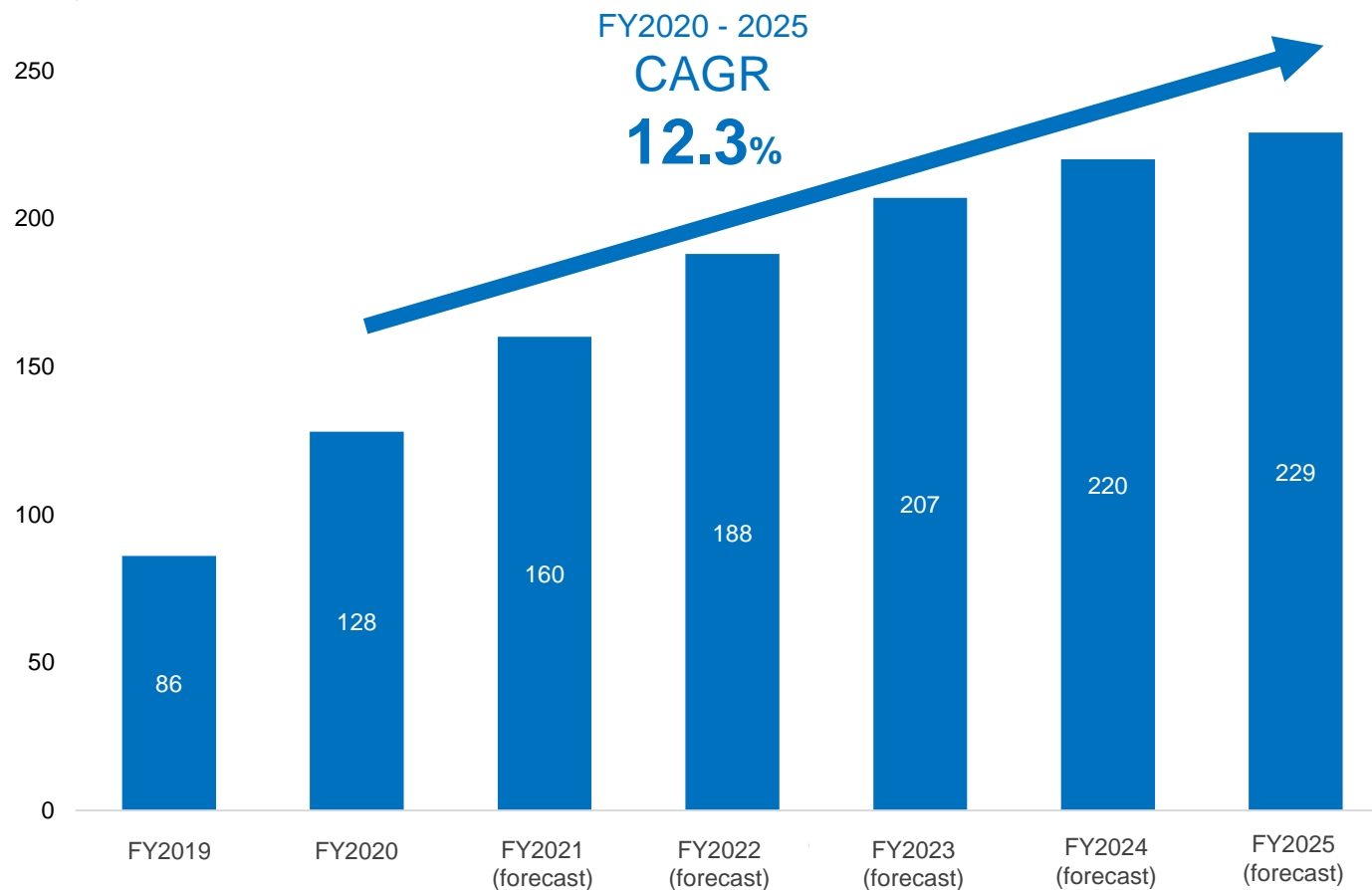
Messaging market (SMS)

The SMS delivery service market is forecast to grow with a CAGR of 12.3% (FY2020-2025)



Positive prospects for SMS

(Units: 100m yen)

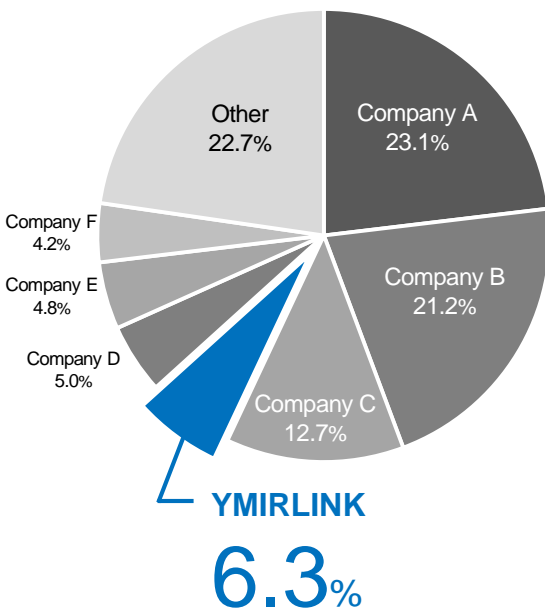


Source: ITR Corporation "ITR Market View: EC site construction/CMS/SMS delivery service/E-contract service markets 2021"
Created by YMIRLINK, Inc. based on SMS delivery service market scale transition and forecast (FY2019 - 2025/sales)

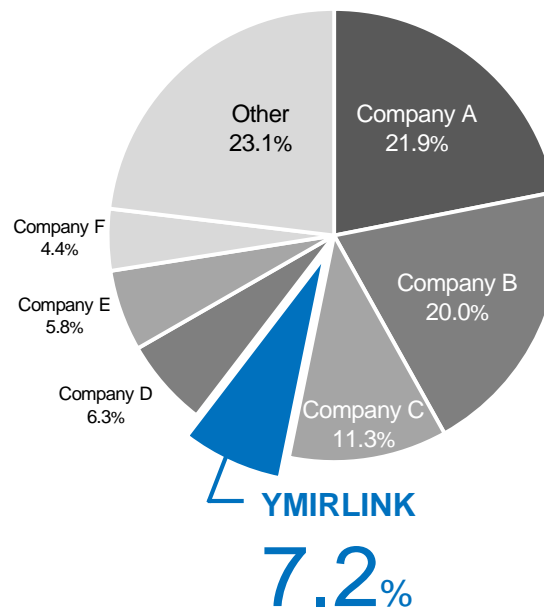
Our positioning

Cuenote is steadily expanding its share of the email delivery market

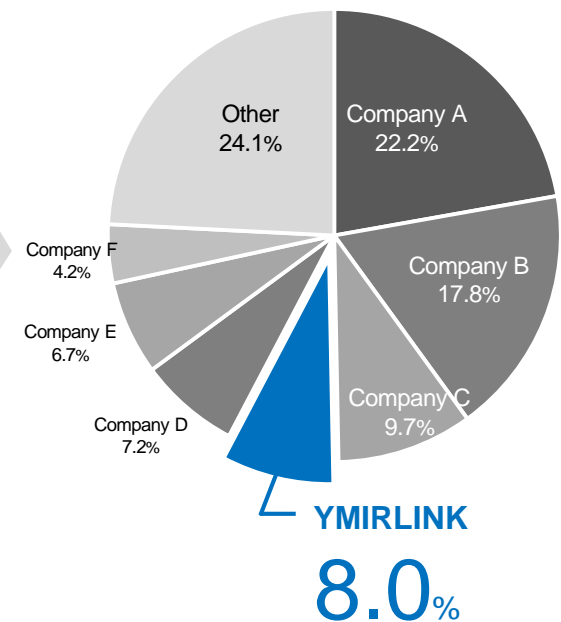
Main vendor FY2016 share



Main vendor FY2018 share



Main vendor FY2020 share

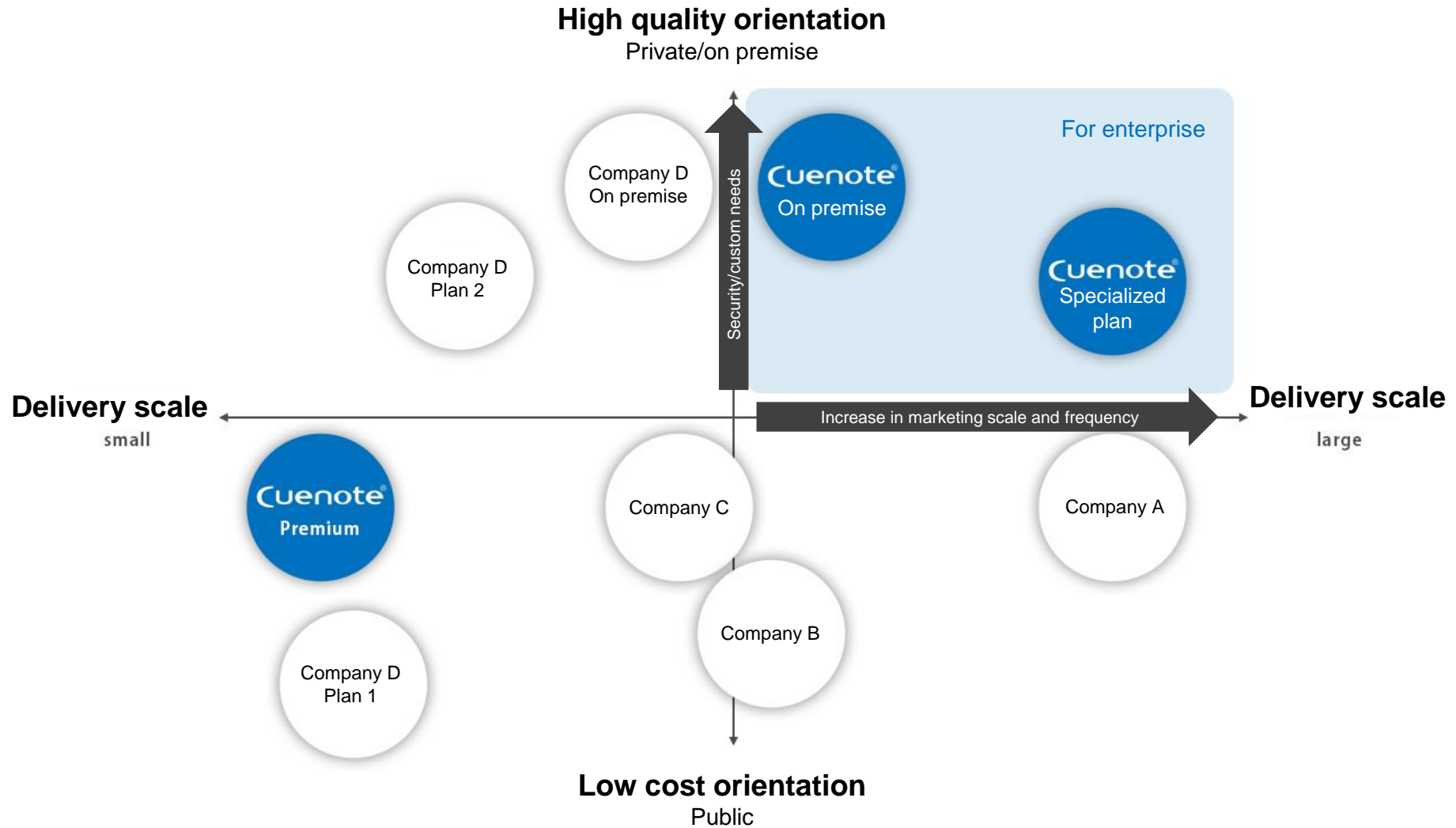


Source: ITR Corporation
 "ITR Market View: Email/Web marketing markets 2018"
 Email delivery market: Share of sales by vendor

Source: ITR Corporation
 "ITR Market View: Email/Web marketing markets 2020"
 Email delivery market: Share of sales by vendor

Source: ITR Corporation
 "ITR Market View: Email/Web marketing markets 2022"
 Email delivery market: Share of sales by vendor

Our product/service position



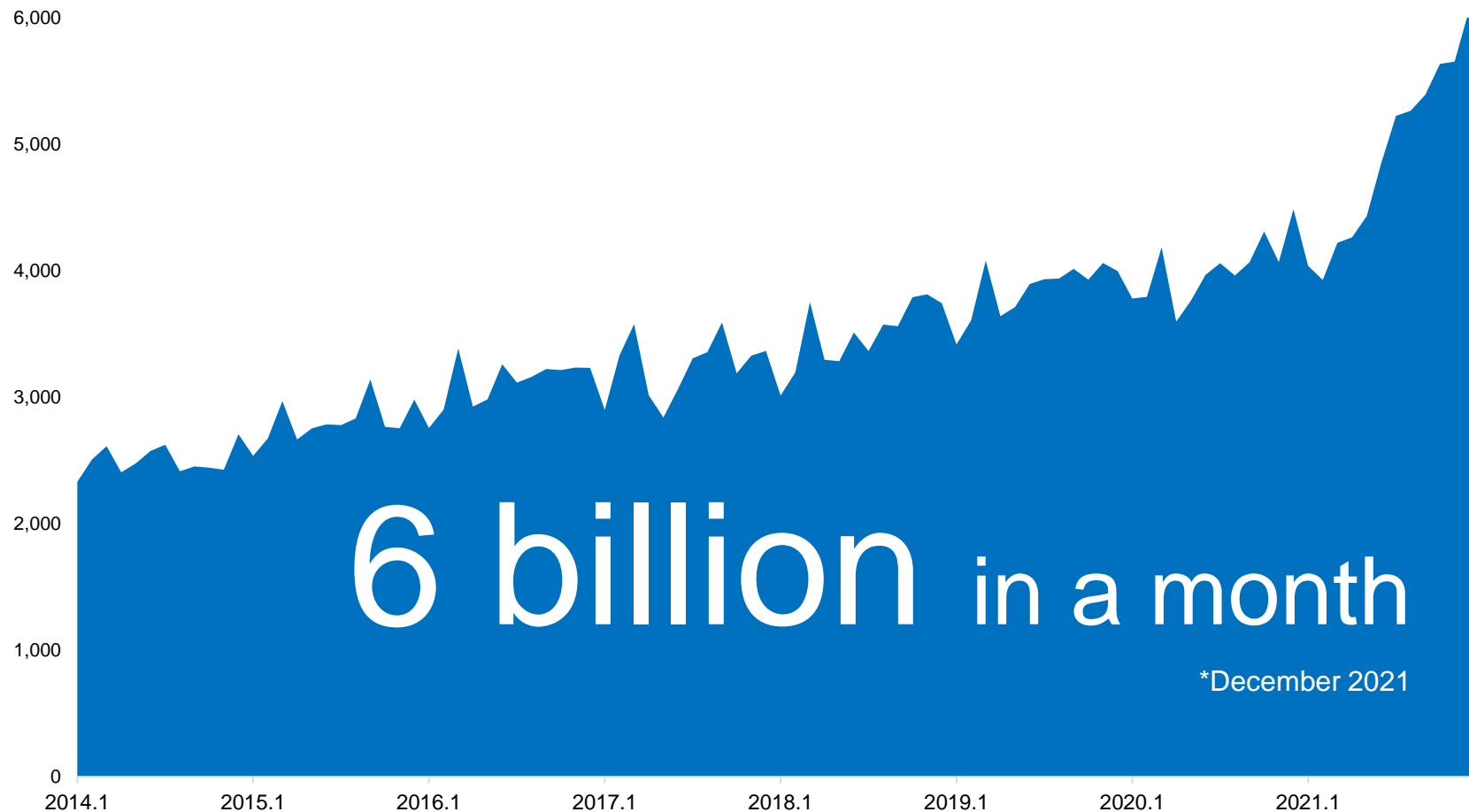
Service provision that meets customer needs

| | Public | Private | On premise |
|---|---|---|---|
| Cost | Server, IP address, and other resources are shared, enabling low-cost use | Server, IP address, and other resources are not shared, meaning the usage cost tends to be higher than public | Equipment must be acquired so tends to be high cost, and system operations staff is also needed |
| Quality (processing performance, arrival rate) | May be suffer lower processing performance and arrival rate due to usage of other users | Almost no impact from other users | No impact |
| Scalability | Standard service is provided | Can meet unique scaling needs | Can meet unique scaling needs |
| Security | Standard security is provided | Unique security requirements can be applied | Unique security requirements can be applied |
| Company size | SME | Large company | Large company |

Number of users and messages both increasing

More than 6 billion emails and SMS messages delivered in a month

(Units: millions)

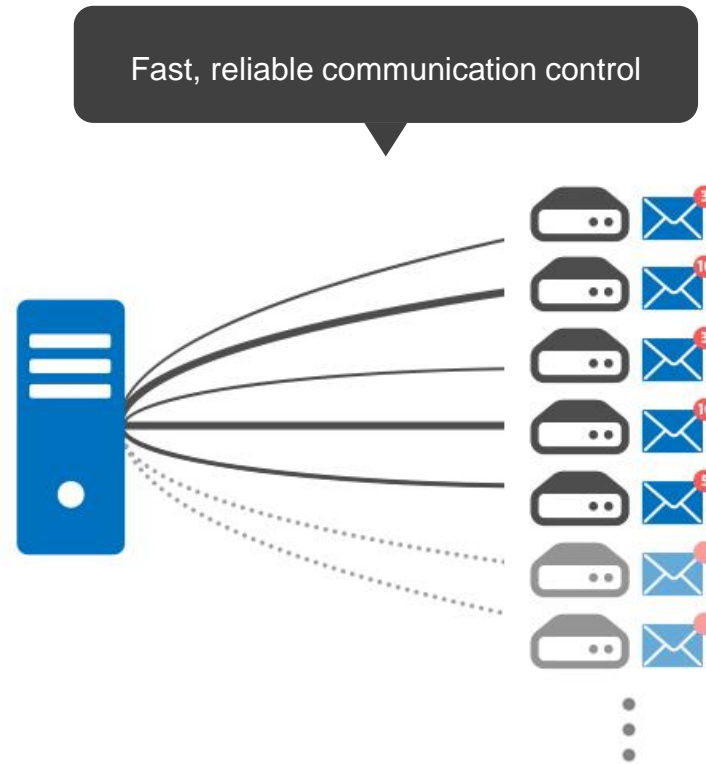


3. Our features and strengths



POINT 1

Development and technological capabilities



We developed all of our delivery programs for email, SMS, and other messaging services.

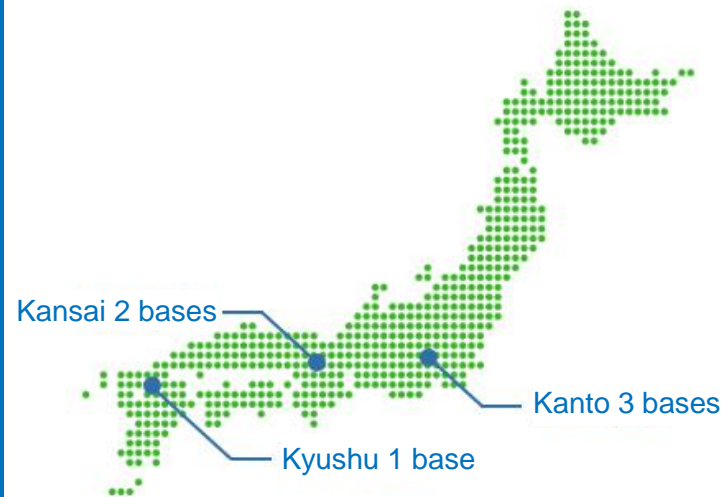
Fast, reliable messaging achieved through specialized design to improve processing performance and efficiency and parallel processing-oriented languages.

Performance improvement with software enables equipment investment to be held down, and low-cost provision.

POINT 2

Distributed service bases and high availability

Availability of at least 99.99%*1



Service infrastructure and equipment set up in six data centers in three areas in Japan, using lines offering throughput of up to 50 Gbps*2.

Provision of DR (disaster recovery) plan envisaging natural and man-made disasters*3.

*1 Email service availability from January - December 2021

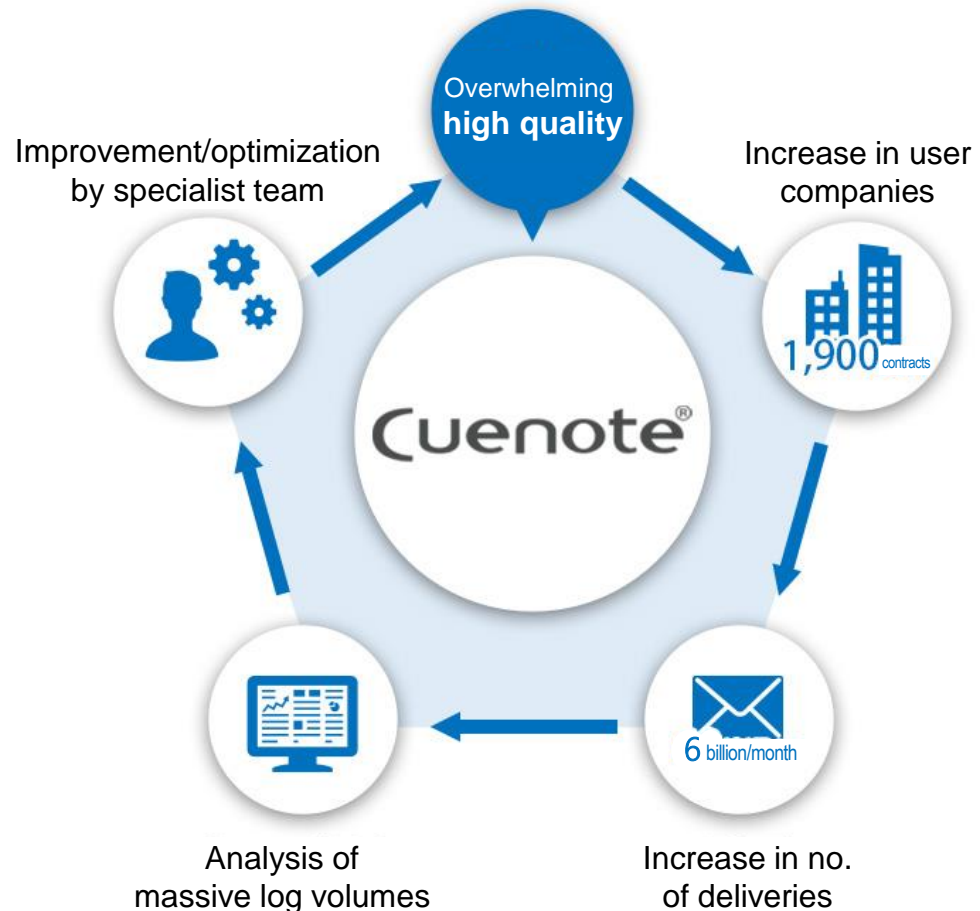
*2 Data centers in which service infrastructure and equipment are set up, data center racks, and internet connection lines are provided by data center operators.

*3 Service plan in which systems deployed at multiple locations can be used in times of large-scale disaster and other emergencies.

There is a choice between a global server load balance system that switches domain information when an abnormality is detected, and a global IP routing system that assigns the same IP address to a system at another location.

POINT3

Highly specialized service operation



A specialist team analyzes communications records for more than six billion* messages a month and uses the optimum values obtained through the analysis as parameters in automatic delivery to improve arrival rate and delivery efficiency.

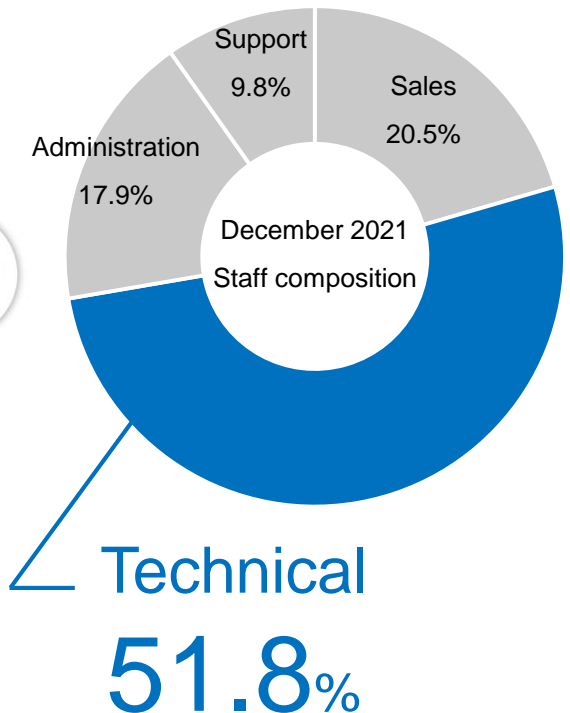
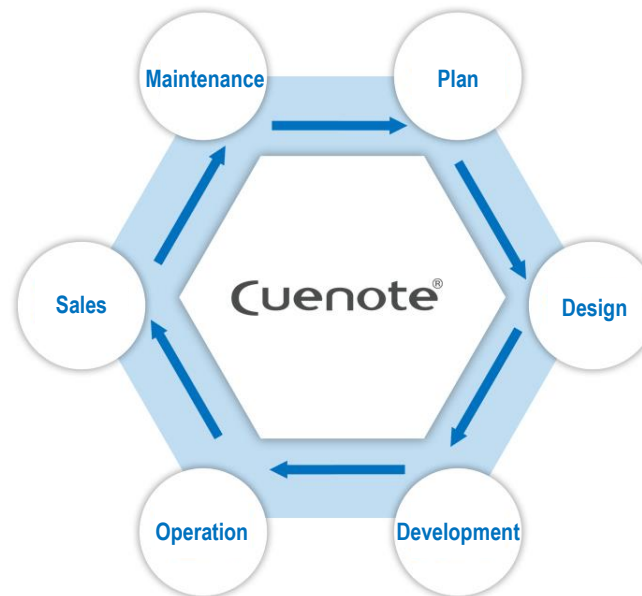
*Performance in December 2021

POINT 4

All-round and technology capabilities to provide comprehensive product support

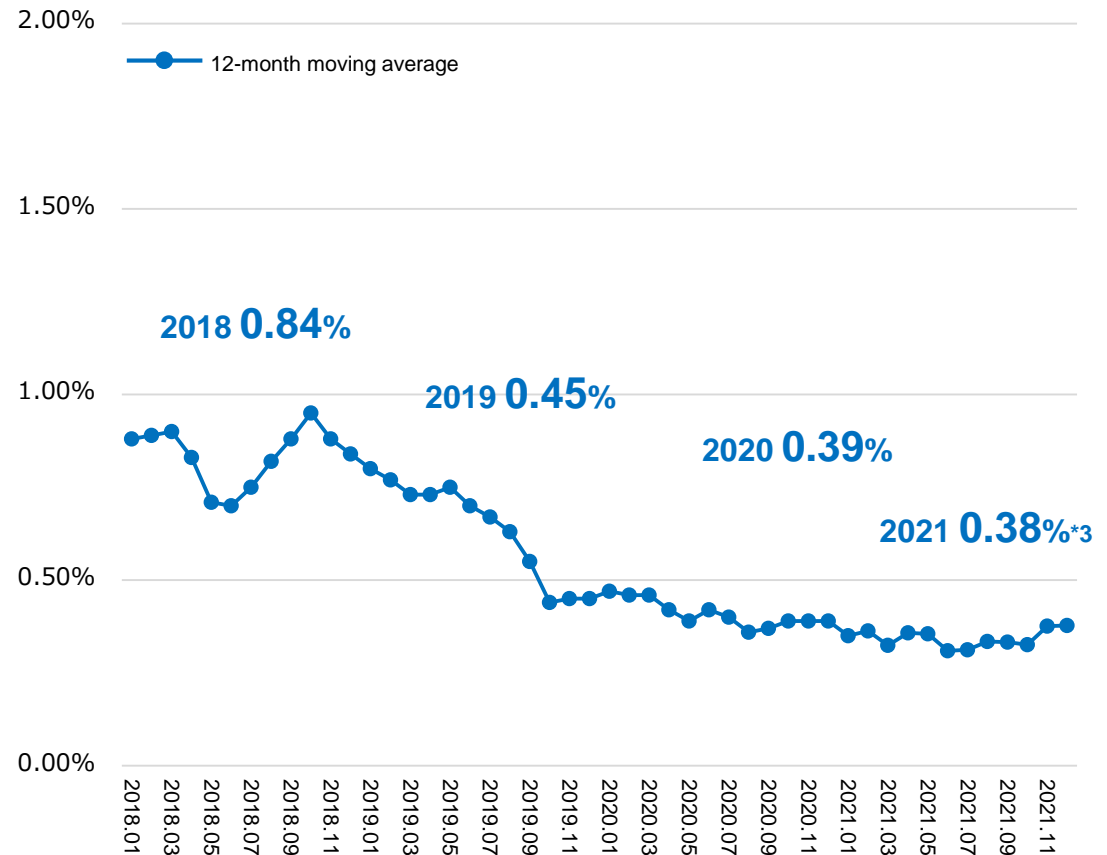
Vertically integrated SaaS deployment

High ratio of technical staff members



Vertical integration of planning, design, development, sales, and operation, swift handling of customer service and support needs.

Revenue churn rate

Email services*₁ that keep the average monthly churn rate low*₂

*₁ Email services cover the Cuenote Series excluding Cuenote SMS, Cuenote Survey, and the Cuenote Safety Confirmation Service.

*₂ Gross revenue churn: Amount of churn in current month ÷ Amount recorded at beginning of month

*₃ Average monthly churn rate from January to December 2021

Email services
that keep the
churn rate low

POINT 5

Good customer
base

Cuenote usage rate by TOPIX new index

Features High usage rate among large companies

Usage rate tends to be high among big companies, who demand high standards for security, availability, performance, scalability, reliability, etc.

As of end of October, 2021

POINT 5

Good customer base

Y M I R L I N K

Listed companies that use Cuenote

213*

Listed



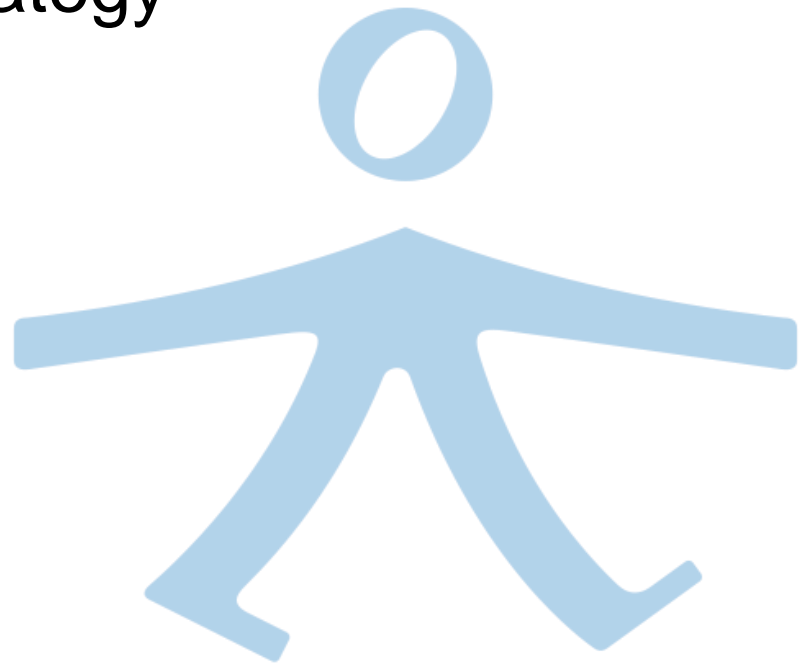
Unlisted



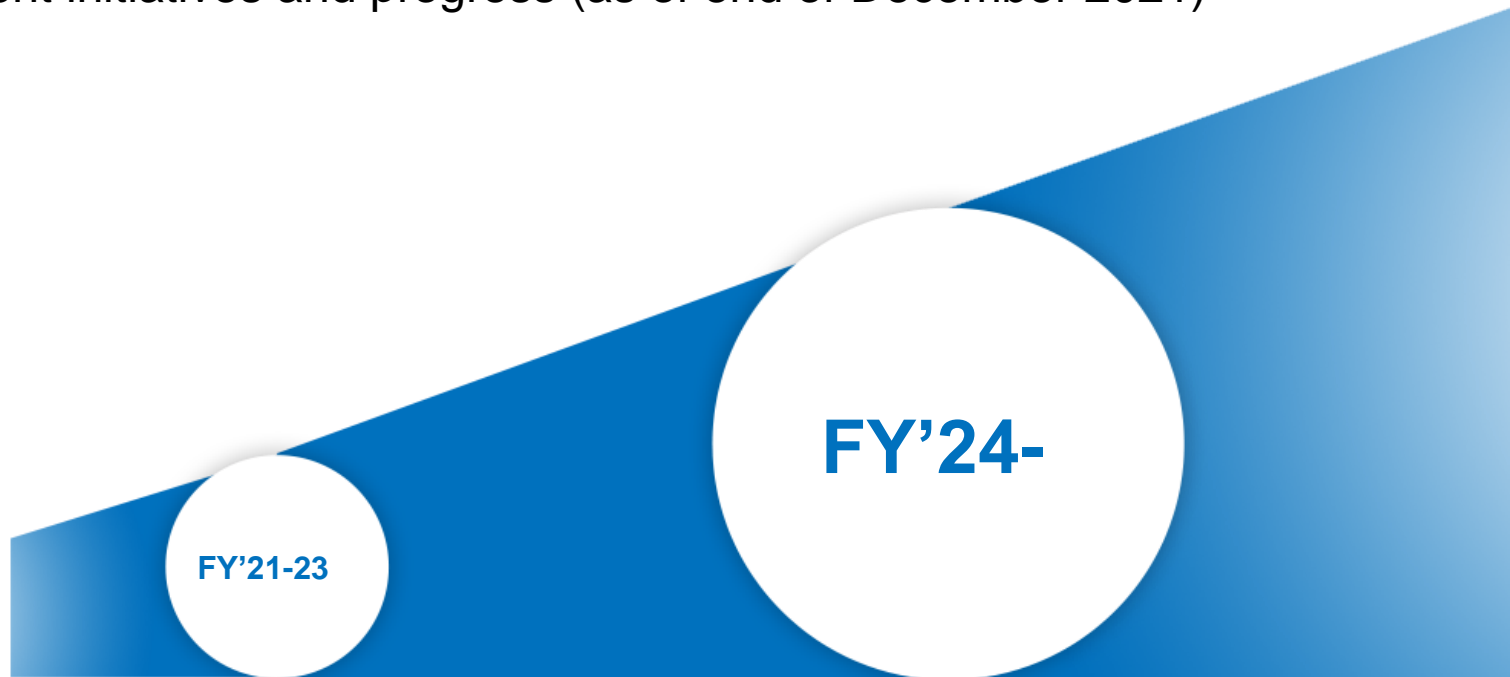
Since its launch, Cuenote has gained popularity with many clients. Over 1,900 contracts

*According to our research in December 2021. All logos used with permission.

4. Growth strategy



Current initiatives and progress (as of end of December 2021)

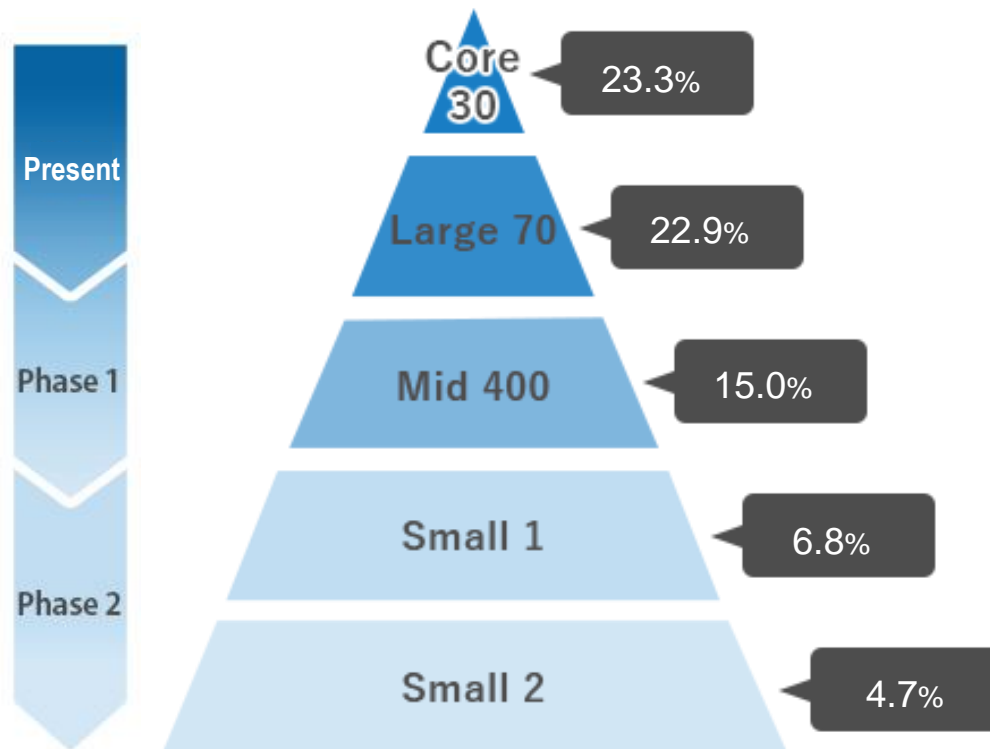


- Grow market share for popular email services
Progress: 11.2% increase in recurring revenue for 2021
- Acquire a share of the SMS market, which has high growth potential
Progress: 230.9% increase in recurring revenue for 2021
- Increase and enhance messaging channels through increased engineers
Progress: Recruitment activities to increase staff numbers underway
Development of a new service planned for launch in 2022 started
- Increase revenue through new channels
- Increase and enhance management functions on messaging platforms

Targets/potential

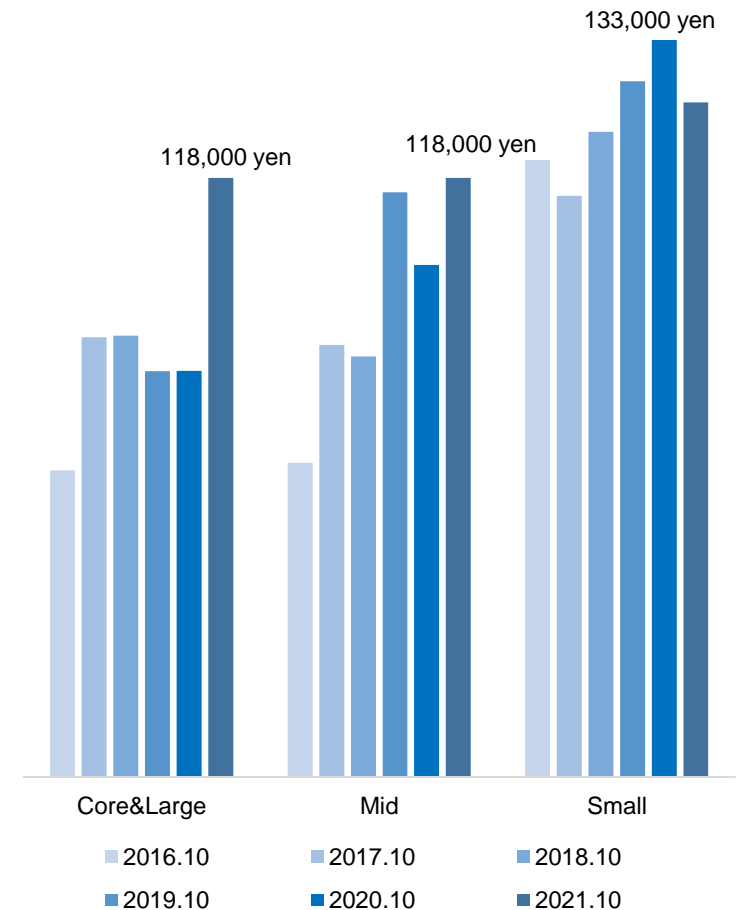
Focus on further growing sales for highly popular Cuenote FC and growing sales for Cuenote SMS.

Increase the number of leads (queries) by strengthening advertising and promotion (mainly online advertisements) of quality and services popular with Core30 companies, and expand to small and medium business clients by increasing the number of sales staff



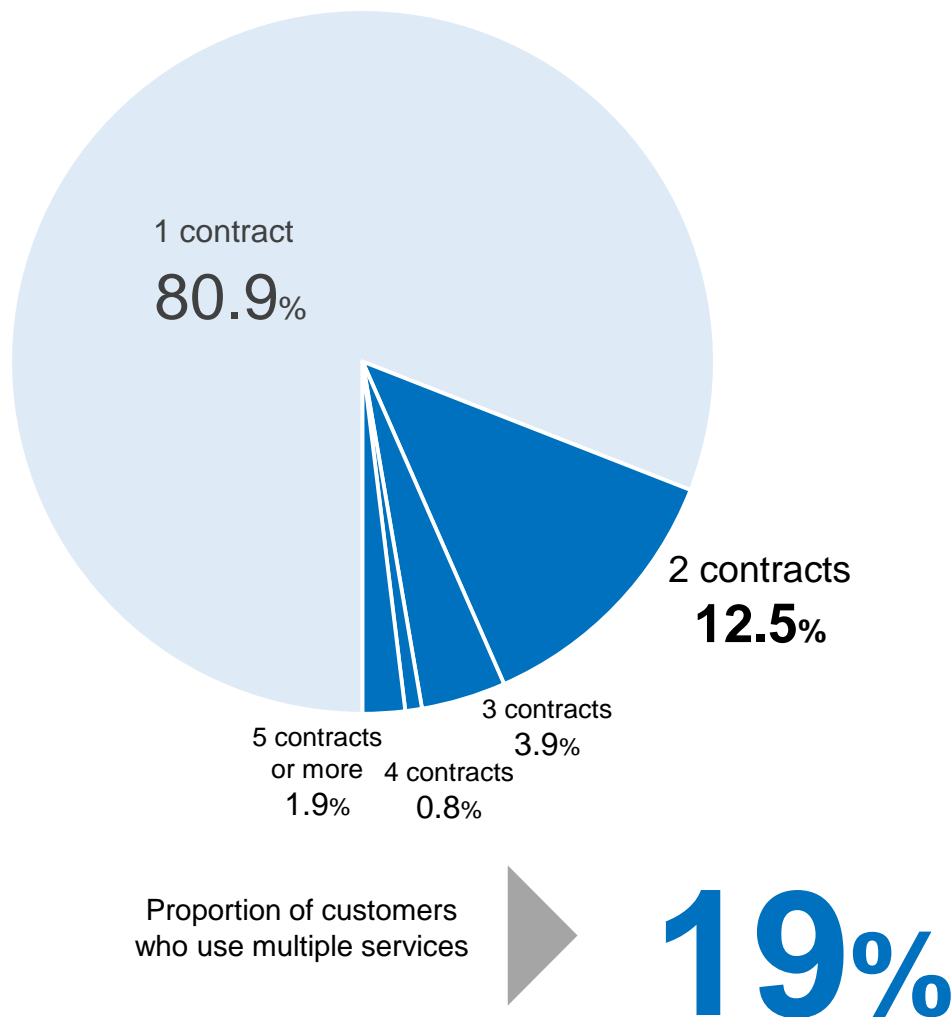
Cuenote usage rate by TOPIX new index

Average contract unit price



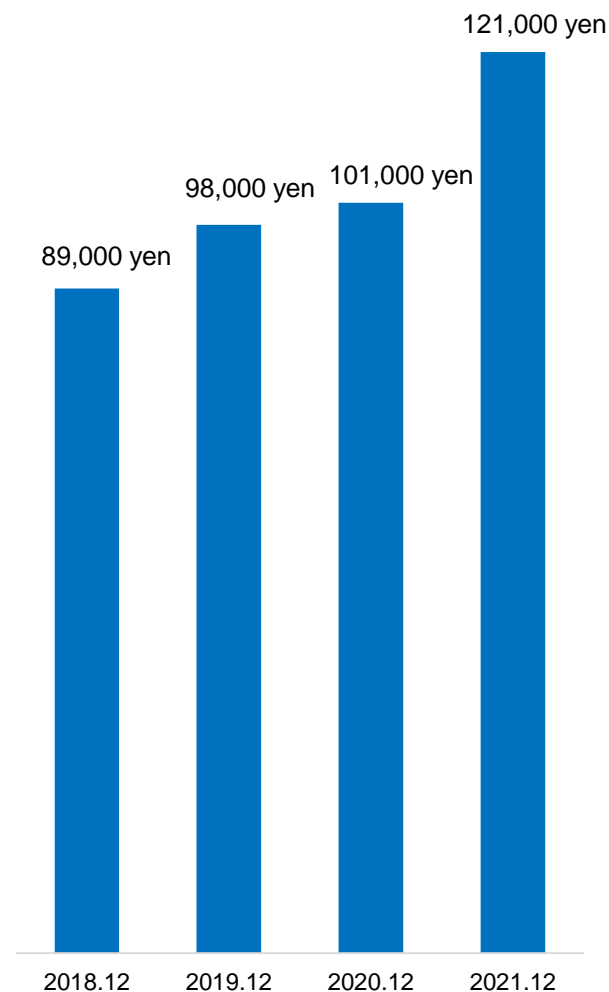
Customer usage of our services

Average contract price increasing through cross selling of services



*According to our research in December 2021

Average contract price per end user



By further promoting “messaging technology” and
“commercialization of software service,” and through
expansion of the SaaS business area,
we will improve our corporate value and shareholder value



Messaging platform

Diversification

As communication tools become more diverse, so do the means of communication between companies and consumers

Improvement of operational efficiency

Platform for integral management of multiple communication channels is effective in improving marketing effectiveness and operational efficiency, and is now essential

Messaging platform

With measure automation and expansion of analysis function, we will establish Cuenote as a messaging platform

Cuenote[®]

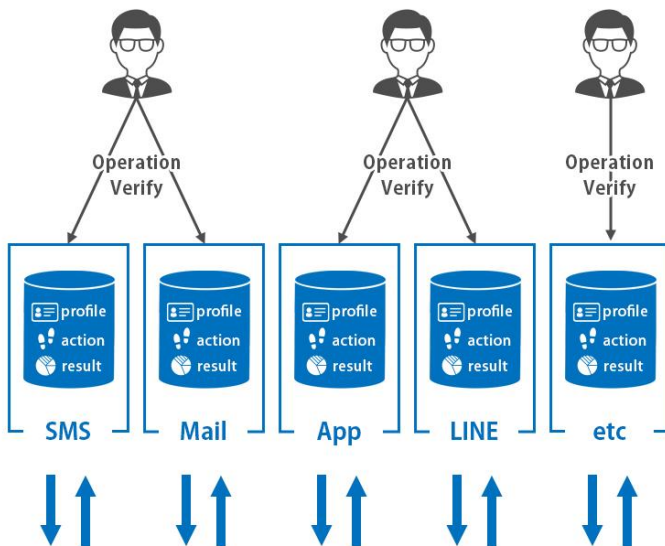
Role of a messaging platform

Background

Diversification of communication methods as a result of the evolution of consumers' lifestyles, and IT tools and technologies

Company

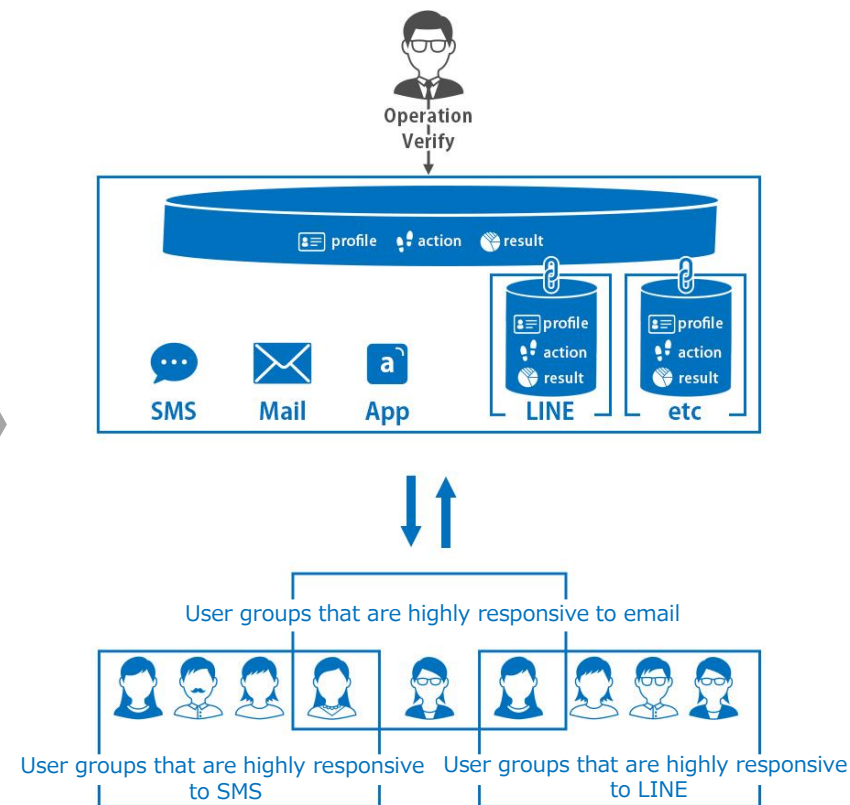
Marketing measures for each communication channel
More complex marketing activities, increased costs



Consumer

Increase in frequency and similarity of received information
Decline in loyalty, departure of customers

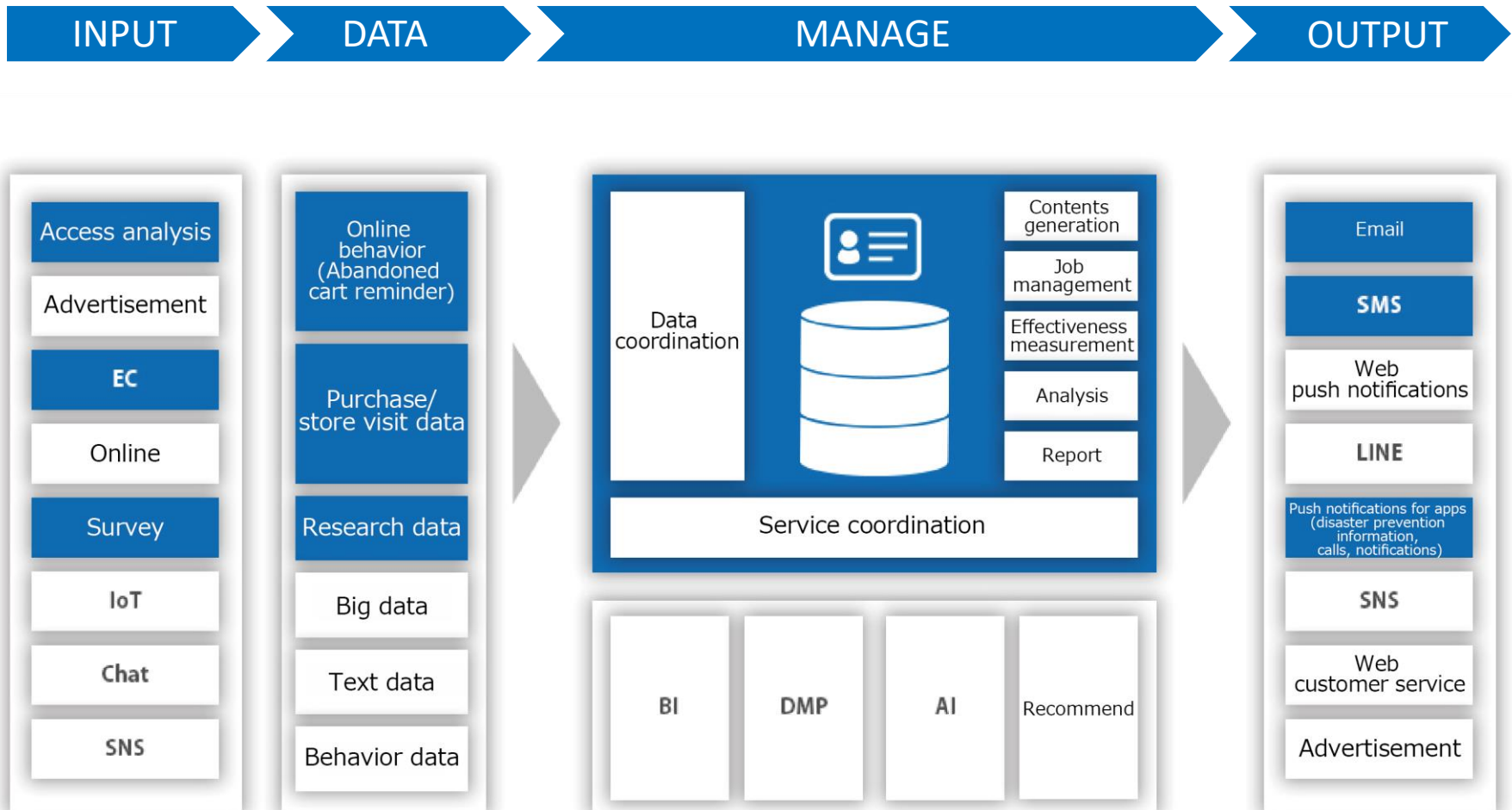
Improvement of the efficiency and sophistication of marketing activities
Realization of consistent or seamless communication
Improvement of effectiveness through user profile and behavior analysis



Receiving information with optimized frequency,
amount and timing

Messaging platform conceptual diagram

Expand the areas to be covered through selection and concentration



Vision for future growth

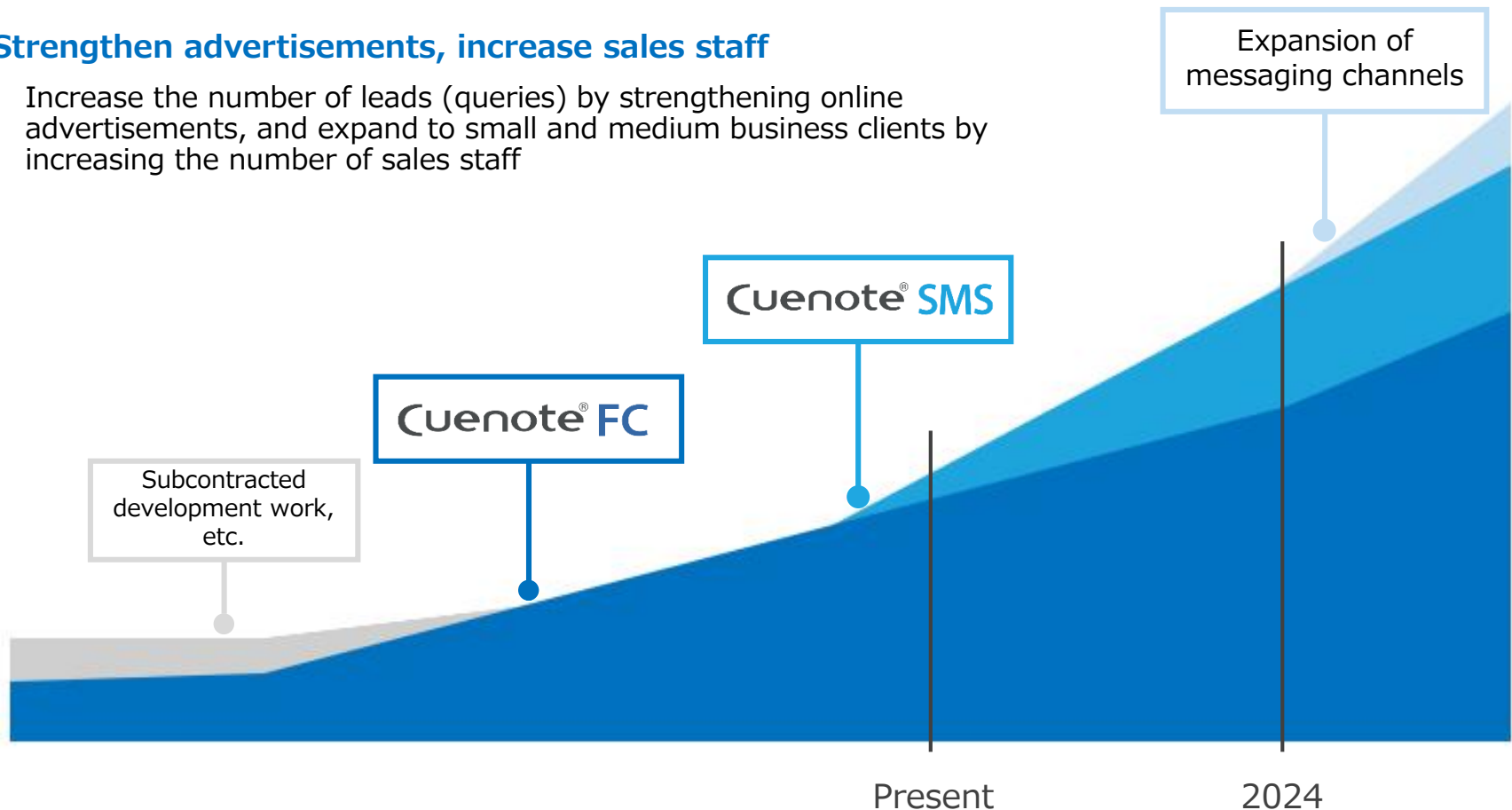
Continue to demonstrate excellent growth by expanding messaging channels (LINE, Web push, etc.) while continuing to strengthen growing email service

Increase of engineers

Strengthen by increasing the number of engineers in 2022-2023
Work on the development of a new messaging channel in 2023

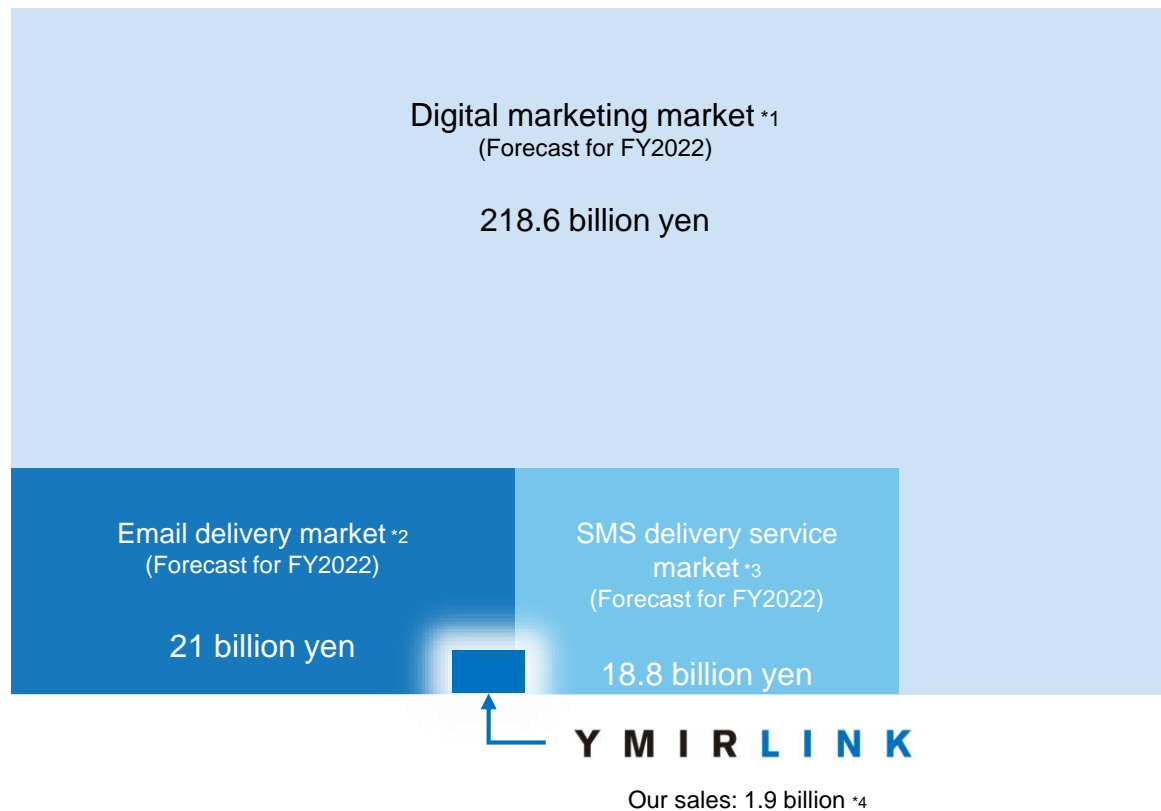
Strengthen advertisements, increase sales staff

Increase the number of leads (queries) by strengthening online advertisements, and expand to small and medium business clients by increasing the number of sales staff



Our markets and related markets

We believe that the shift in communication with consumers, from physical to digital, will further progress, and the market that we belong to has a lot of room for growth



*1 Source: Fuji Chimera Research Institute "Software New Market 2021 Edition" Digital marketing market (Forecast for FY2022)

*2 Source: ITR Corporation "ITR Market View: Email/Web marketing markets 2022" Email delivery market (Forecast for FY2022)

*3 Source: ITR Corporation "ITR Market View: EC site construction/CMS/SMS delivery service/CLM/E-contract service markets 2021" SMS delivery service market (Forecast for FY2022)

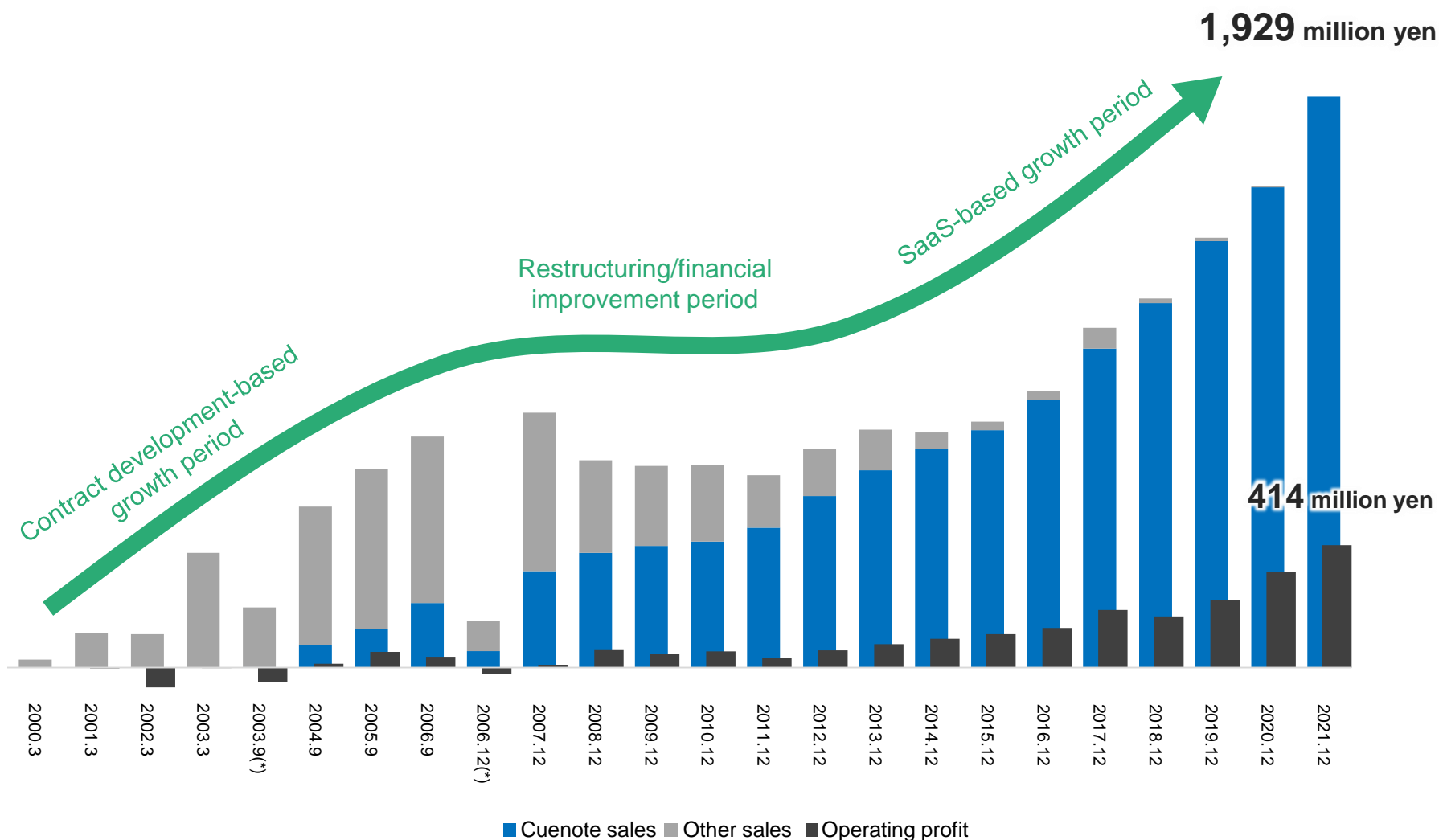
*4 Sales for fiscal year ended December 31, 2021

5. Business conditions



Business results development

Cuenote messaging solution growing smoothly



*Irregular accounting is used for the fiscal years ended September 30, 2003 and December 31, 2006.

Financial status

Drastic improvement in equity ratio due to SaaS (Cuenote) growth

PL (profit/loss)

FY ended December 31, 2021

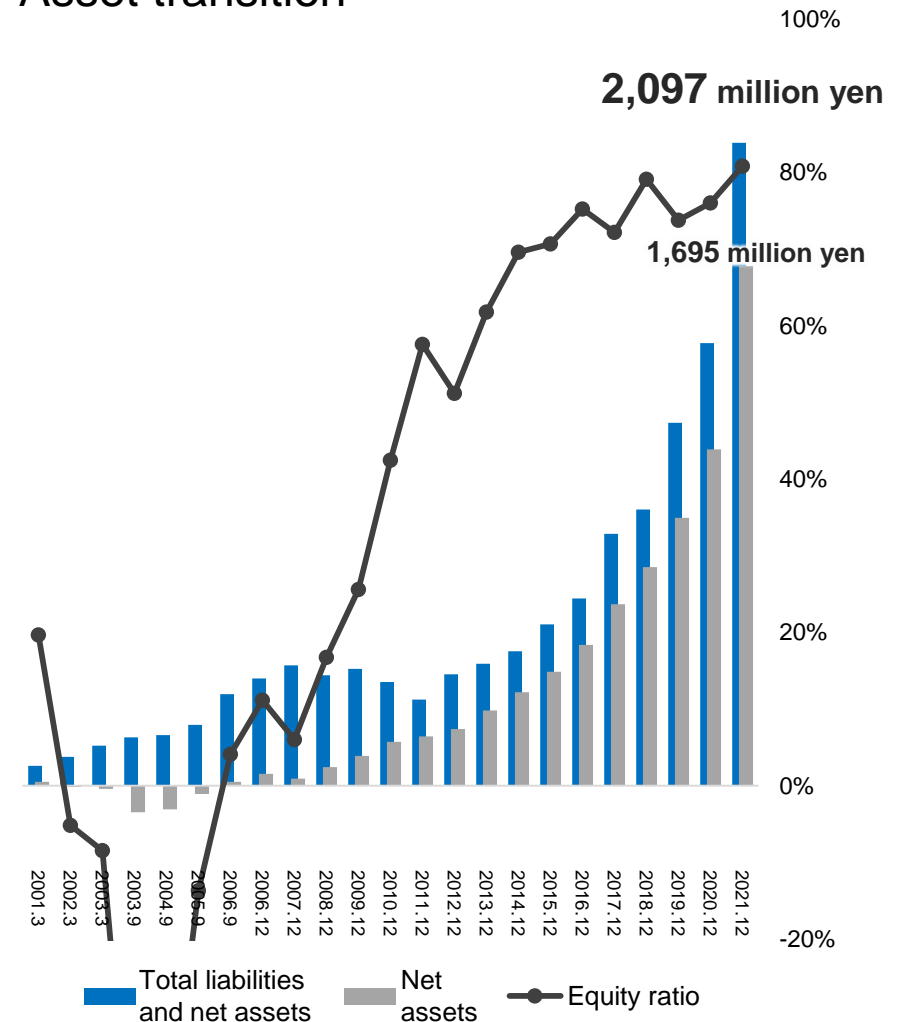
| Category | Amount (¥1m) | % |
|--------------------|--------------|-------|
| Net sales | 1,929 | 100% |
| Operating profit | 414 | 21.5% |
| Current net profit | 286 | 14.9% |

BS (assets and liabilities)

FY ended December 31, 2021

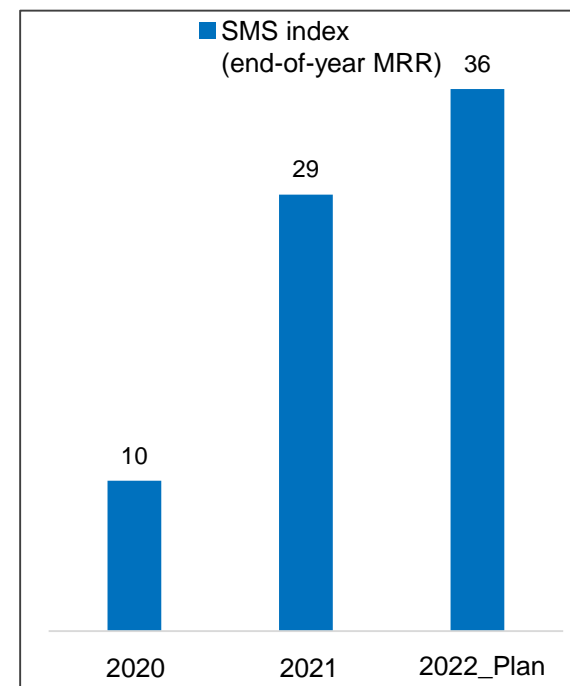
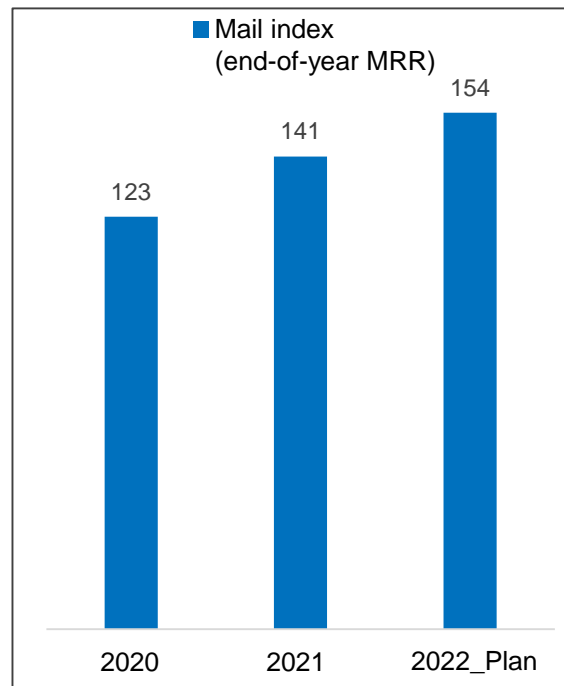
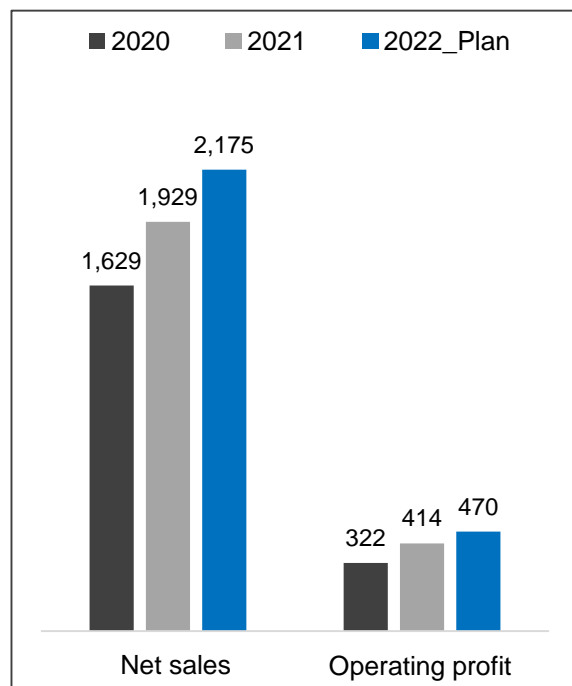
| | Category | Amount (¥1m) |
|-------------|---------------------|--------------|
| Assets | Current assets | 1,820 |
| | Fixed assets | 276 |
| | Total assets | 2,097 |
| Liabilities | Current liabilities | 402 |
| | Fixed liabilities | - |
| | Total liabilities | 402 |
| | Net assets | 1,695 |
| | Total assets | 2,097 |
| | Equity ratio | 80.8% |

Asset transition



Management indexes

To achieve sustainable growth and increase corporate value, we focus on year-end MRR (monthly recurring revenue) and churn rate as key management indexes, in addition to sales, operating profit, and operating profit ratio.



| Objective indexes | FY ended December 31, 2020 | FY ended December 31, 2021 | FY ended December 31, 2022_plan | Year-on-year change |
|--------------------------------|----------------------------|----------------------------|---------------------------------|---------------------|
| Sales (million yen) | 1,629 | 1,929 | 2,175 | 12.7% |
| Operating profit (million yen) | 322 | 414 | 470 | 13.4% |
| Operating profit ratio (%) | 19.8% | 21.5% | 21.6% | 0.13pts |

| | | | | | |
|--------------------------------|--------------|-------|-------|-------|---------|
| End-of-year MRR (million yen) | Mail service | 123 | 141 | 154 | 9.2% |
| | SMS service | 10 | 29 | 36 | 24.3% |
| Average monthly churn rate (%) | Mail service | 0.39% | 0.38% | 0.41% | 0.03Pts |
| | SMS service | 1.32% | 0.15% | 0.32% | 0.18Pts |

Management indexes -- Causes of differences with plan disclosed in September 2021

| | FY ended December 31, 2020 | FY ended December 31, 2021 | | Difference with initial plan | |
|--------------------------------|----------------------------|----------------------------|--------|------------------------------|---|
| | Result | Initial plan | Result | Increase/decrease | |
| Sales (million yen) | 1,629 | 1,750 | 1,929 | 179 | ③ |
| Operating profit (million yen) | 322 | 350 | 414 | 64 | ④ |
| Operating profit ratio (%) | 19.8% | 20.0% | 21.5% | +1.5pts | |

| | | FY ended December 31, 2020 | FY ended December 31, 2021 | | Difference with initial plan | |
|--------------------------------|--------------|----------------------------|----------------------------|--------|------------------------------|---|
| | | Result | Initial plan | Result | Increase/decrease | |
| End-of-year MRR (million yen) | Mail service | 123 | 135 | 141 | 5 | ① |
| | SMS service | 10 | 9 | 29 | 20 | |
| Average monthly churn rate (%) | Mail service | 0.39% | 0.47% | 0.38% | -0.1pts | ② |
| | SMS service | 1.32% | 0.66% | 0.15% | -0.5pts | |

(1) MRR

Orders for both email and SMS services were robust for high-priced plans, and the number of messages sent increased against a backdrop of “with covid-19”, leading to growth in average customer usage amount. At the same time, churn remained low and MRR for both email and SMS services during the period exceeded the plan, with email and SMS services reaching five million yen and 20 million yen more than the plan, respectively, by the end of the year.

(2) Churn rate

An increase in online tool utilization needs against a backdrop of “with covid-19” led to increased customer retention rate for our services.

(3) Sales

Given that MRR throughout the year was more than planned as per (1) above, recurring fee sales for email and SMS were 55 million yen and 125 million yen greater than planned, respectively.

(4) Operating profit

Despite increased communications costs due to an increase in the number of SMS messages sent and an increase in bonuses driven by higher profits, operating profit increased to 64 million yen more than planned due to increased revenue, and the operating profit rate increased by 1.5pts.

Investment plan

Use of capital procured through IPO (2022 - 2024)

Personnel/recruitment expenses

30 million yen

Increased mid-career recruitment focusing on engineers

Equipment investment

230 million yen

Service infrastructure and equipment addition/upgrade, etc.

Advertising and promotion costs

30 million yen

Advertising and promotion costs for expansion of customer base

Equipment investment overview

Service infrastructure and equipment

Expected amount: 121,500,000 yen

Implementation timing: January 2022 - November 2023

Equipment overview: Infrastructure and equipment for new services
(network and server equipment, virtualization software, etc.)

Service equipment (addition/upgrade)

Expected amount: 108,000,000 yen

Implementation timing: January 2022 - July 2023

Equipment overview: Addition and upgrade of existing equipment
(Network/server equipment)

Business risks, etc.

| | | |
|---|---|---|
| Dependence on a specific product | Likelihood: Possible within two years Timing: Any time Impact: Medium | Net sales of the main product, email delivery system “Cuenote FC,” accounts for the majority of our total sales. We are a service provider for messaging solutions, but if the sales of “Cuenote FC” falls significantly due to intensifying competition with competing products and change in market environment, our performance may be significantly compromised. |
| | Measures | Our policy to continue expanding sales of “Cuenote FC” does not change, but we are working to reduce this risk by striving to expand sales of the “Cuenote SMS” delivery service. |
| Information management system | Likelihood: Possible within two years Timing: Any time Impact: Medium - large | Services we provide may include the registration of personal and confidential information held by client companies. In the event that important information assets are leaked to the outside, our business development, performance, and financial position may be affected by damage to the corporate image, loss of public trust, and claims for damages. |
| | Measures | In order to protect these information assets, we established a personal information protection policy and information handling rules to manage and protect information assets appropriately following these policy and rules. In addition, we promote multi-layered reinforcement of information security measures by implementing management process through the acquisition of ISO/ISMS certificates as well as systematic measures such as firewall and countermeasure devices. |
| Recruitment and training of human resources | Likelihood: Possible within two years Timing: Any time Impact: Low - medium | We recognize the importance of securing human resources with expertise in various specialized technologies for sustainable and long-term business development, and we are actively recruiting human resources. However, the circumstances are such that securing necessary human resources continuously is becoming more and more challenging due to the decrease in the working population and changes in industrial structure caused by the declining birthrate and aging population in Japan. Recruitment and personnel costs for securing human resources are rising at the same time. If the securing of necessary human resources does not proceed as planned, if personnel costs continue to rise, or if there is a mass exodus of existing engineers due to intensifying competition in the future, our business development, performance, and financial position may be compromised. |
| | Measures | We strive to reduce this risk by actively recruiting and training human resources through a variety of media and methods. |

Please refer to the securities registration statement “Business risks, etc.” for other risk information.

6. Appendix



Company overview

Provider of a SaaS format messaging solution “Cuenote”

| | |
|---------------------------------|--|
| Company name | YMIRLINK, Inc. |
| Security identifier code | 4372 (Tokyo Stock Exchange Mothers) |
| Date of establishment | July 1999 |
| Representative | Wataru Shimizu, President and CEO |
| Address | Tokyo (Head Office): Odakyu Southern Tower 12F, 2-2-1, Yoyogi, Shibuya-ku, Tokyo Osaka (Branch Office): Pacific Marks Nishi-Umeda 7F, 2-6-20, Umeda, Kita-ku, Osaka-shi, Osaka Other offices (development bases) in Hokkaido, Fukuoka, and Okinawa |
| Capital | 273 million yen |
| Number of employees | 112 (Full-time employees: 112, temporary employees: 0) *As of December 2021 |
| Business | Messaging solution business |



A Leading Japanese SaaS



Wataru Shimizu, President and CEO

Corporate Philosophy

We aim to be a company that contributes to society through the creation and provision of high-value information services, and a company from which great things are anticipated.

Company Policy

We will create services to provide enjoyment and satisfaction to customers through technology and passion.

We shall respect the individuality of each employee, and support the growth of our employees.

About products

Email delivery system

Cuenote[®] FC



SaaS

Software

This is an email delivery system that is equipped with large-scale, high-speed delivery performance and extensive marketing functions thanks to a unique delivery engine (MTA) developed by us.

This system aims to improve the arrival rate by analyzing more than 6 billion communications per month, thanks to which it can fast and reliable delivery even for large-scale email delivery in which the number of recipients is in excess of tens or hundreds of millions.

About products

Email relay server

Cuenote[®] SR-S



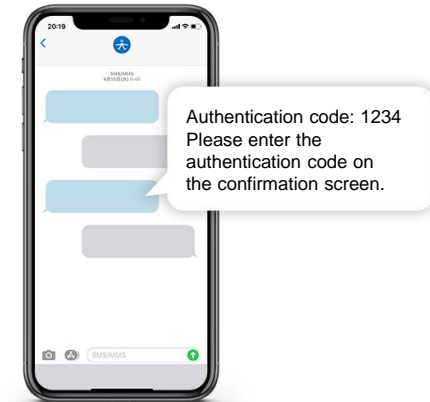
SaaS

Software

It is an email relay server that relays SMTP through DNS settings to eliminate email delivery delay and non-delivery. It includes a delivery error reason analysis function and supports API-based document creation and delivery.

SMS delivery service

Cuenote[®] SMS



SaaS

This is a direct carrier access-type SMS delivery service. It supports IVR and two-way communication for sending from API and screen. It can be used for purposes such as identity verification, important notifications and guidance, demands, promotions, the optimization of call business, etc.

About products

Online survey and form system

Cuenote[®] Survey



SaaS

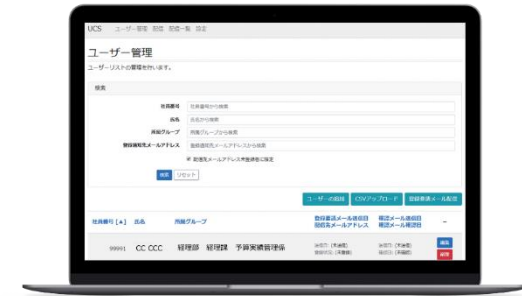
This is a web survey form system provided in SaaS that enables the creation of advanced surveys and secure forms using a web browser (without code).

It supports responsive design, multiple languages, and integrated landing page (LP) forms for use in various situations.

Safety confirmation service

安否確認サービス

Cuenote[®]



SaaS

This is a safety confirmation service that is linked with weather information, and in the event of disaster, it can automatically confirm the safety status of the employees in the affected area.

The Cuenote safety confirmation service provides disaster and emergency support through excellent operability that enables quick notification creation with fast and reliable delivery performance even in times of emergency, allowing you to quickly confirm the safety of members and summon an emergency meeting.

About this document

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Except where otherwise noted, monetary amounts in this document are rounded down where the amount is less than one of the indicated units, and rates (percentages and multiples) are rounded off to the nearest whole number.

Differences and rates (percentages and multiples) are calculated based on actual figures and may differ from figures calculated based on the stated figures in this document.

This document includes forward-looking statements. These forward-looking statements are prepared based on the information as of the date hereof. These statements provide no guarantee regarding future results and performance. Such forward-looking statements necessarily include known and unknown risks and uncertainties, and as a result, actual performance and financial status in the future may differ significantly from the future performance and results expressed or implied in the forward-looking statements.

Factors that could cause results to diverge from those described in these statements include but are not limited to changes in domestic and international economic conditions and trends in the industry in which we operate.

Additionally, information regarding matters and organizations other than YMIRLINK is based on publicly available information, and we have not verified and do not guarantee the accuracy and appropriateness of such publicly available information.

This document has been prepared for an informational purpose only. The purpose of this document is not solicitation of sales or purchase of securities in Japan, the U.S. or other regions.

Going forward, we plan to disclose this Business Plan & Matters Concerning Growth Potential after the disclosure of our financial results.

The next update is planned for March 2023.

Y M I R L I N K