Second Quarter of the Fiscal Year Ending December 31, 2023
Summary of Financial Results

August 9, 2023

YMIRLINK, Inc.

Security identifier code: 4372

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1. Financial results for the 2nd quarter of the fiscal year ending December 31, 2023

Earnings summary: Net sales and profit both saw record highs in the first half of the year

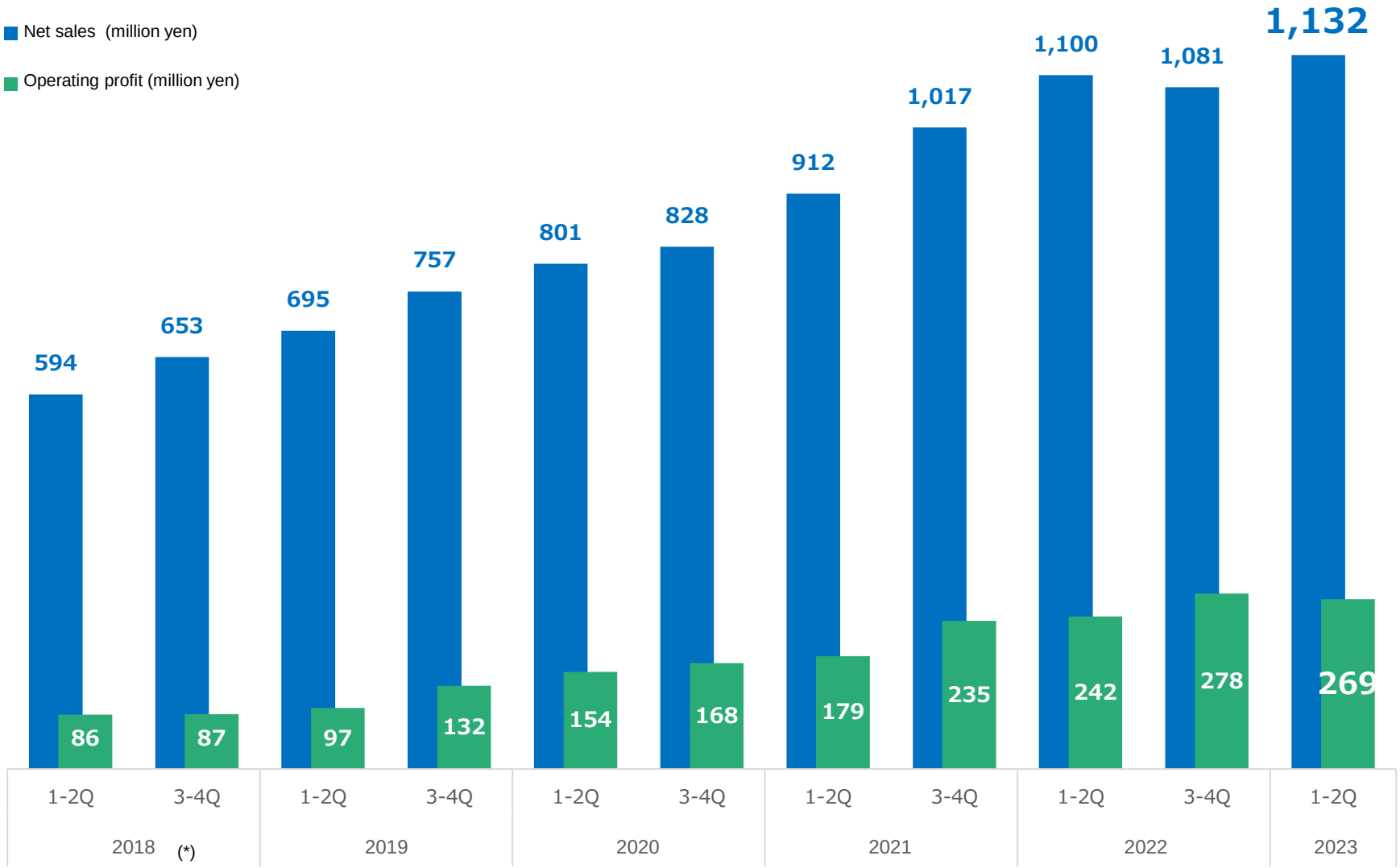
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Net sales	**1,132 million yen**	Year-on-year	**2.9% increase**
	New quarterly sales record thanks to growth in the Mail service		
Operating profit	**269 million yen**	Year-on-year	**11.4% increase**
	Record high thanks to increased profit		
Mail	**972 million yen**	Year-on-year	**9.1% increase**
	End-of-year MRR: 161 million yen / growth due to acquisition of enterprise customers		
SMS・Auth	**130 million yen**	Year-on-year	**27.7% decrease**
	End-of-year MRR: 24 million yen / MRR growth due to increase in number of contracts despite a fall-off in special procurements		
Survey and other services	**29 million yen**	Year-on-year	**3.8% increase**
	End-of-year MRR: 4 million yen / same as previous year		

(*) MRR (Monthly Recurring Revenue):
Revenue from contracts that stipulate services or use for a certain period of time, such as sales from SaaS service usage and maintenance service for purchase type software

Half-year business results development

Net sales and operating profit both saw record highs in the first half of the year

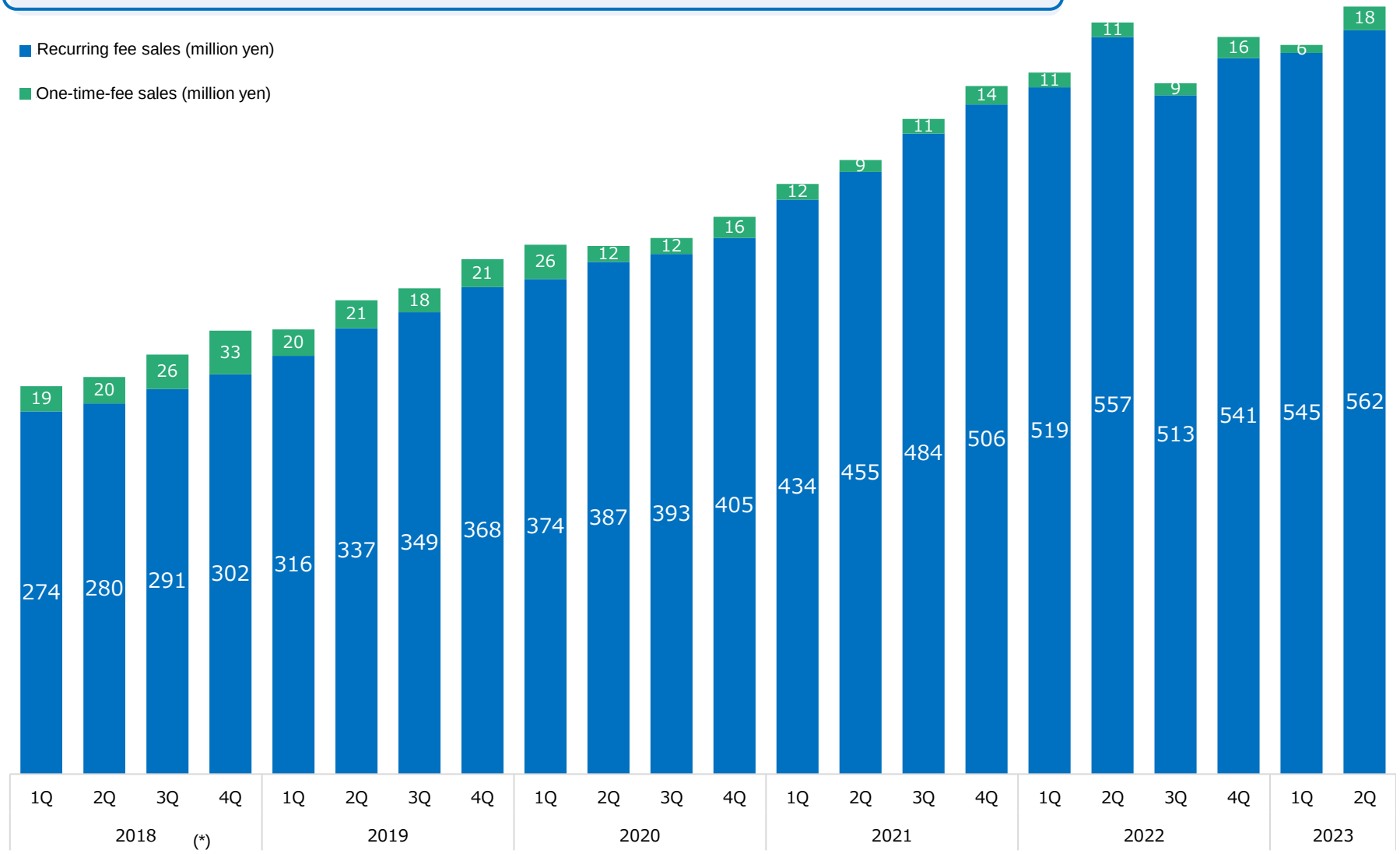


(*) Figures for the fiscal year ended December 31, 2018 are unaudited figures.

Quarterly sales development by accounting items (One-time-fee/Recurring)

Second quarter recurring fee ratio **96.9%**

Recurring fee sales ratio remained high at 96.9%

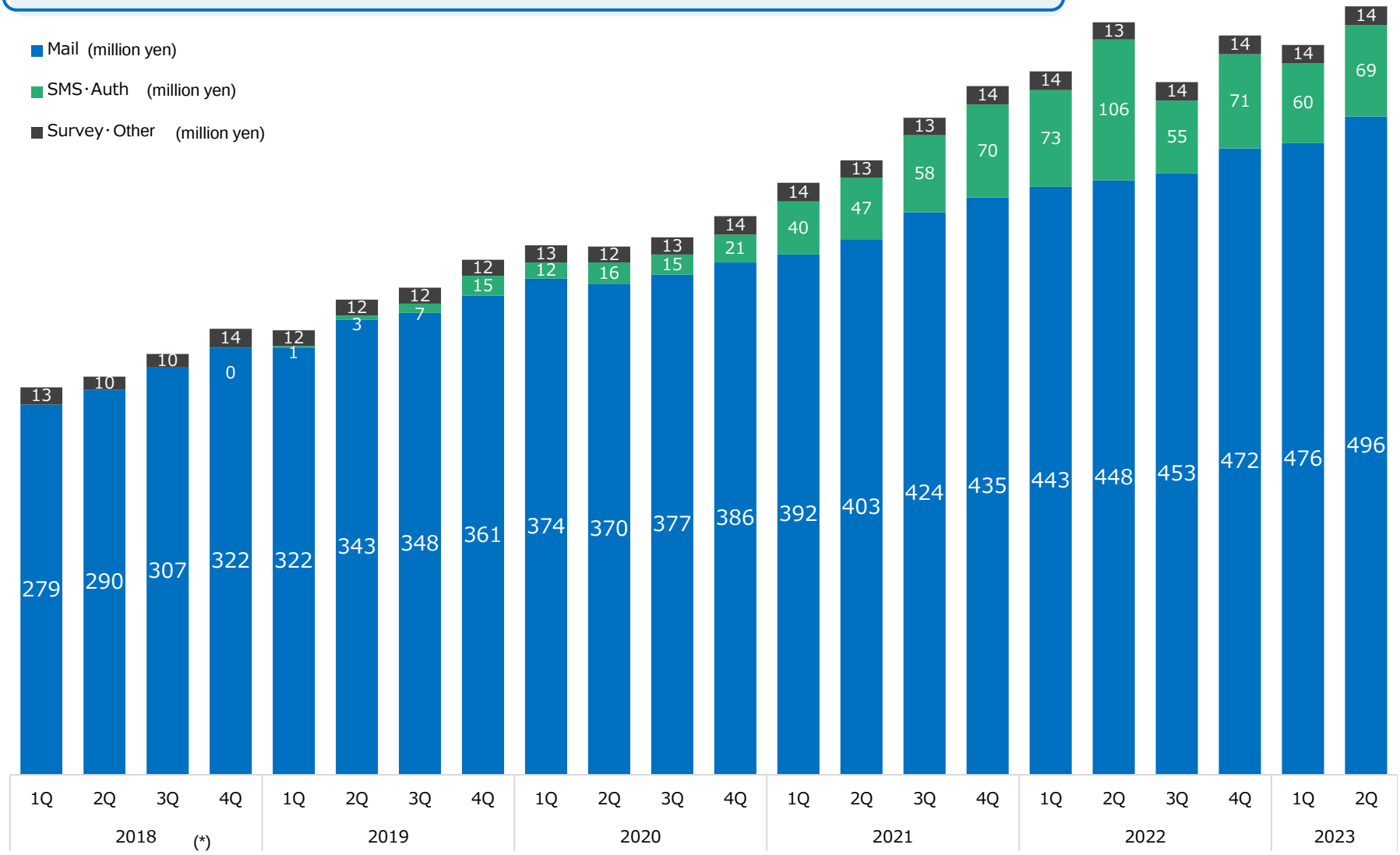


(*) Figures for the fiscal year ended December 31, 2018 are unaudited figures.

Quarterly sales development - Ratio of net sales (Mail, SMS/Auth, Survey and other services)

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Mail service favorable, driving yield increase

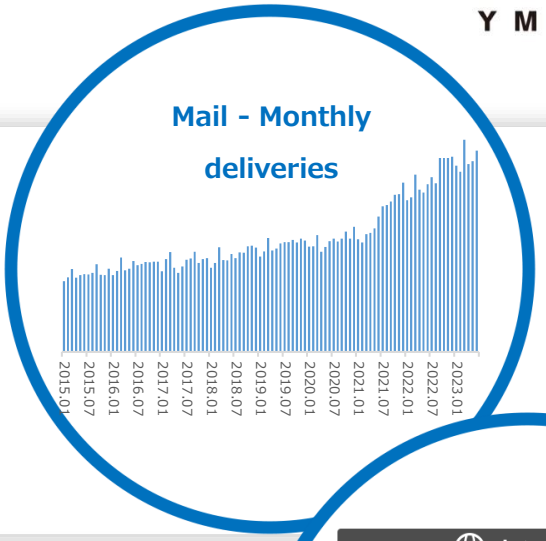


(*) Figures for the fiscal year ended December 31, 2018 are unaudited figures.

Main service highlights

Mail

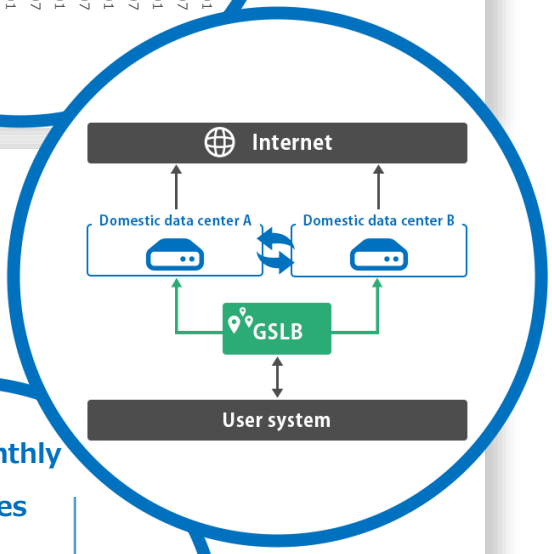
- We are making further inroads into enterprise businesses, in finance and electric power thanks to our high availability and in media and human resources thanks to our good delivery performance.
- Message deliveries continued to increase this year, with 7.6 billion in March, and 7.2 billion in June.
- The monthly churn rate for the first half (Jan - June) has remained low at 0.43%.

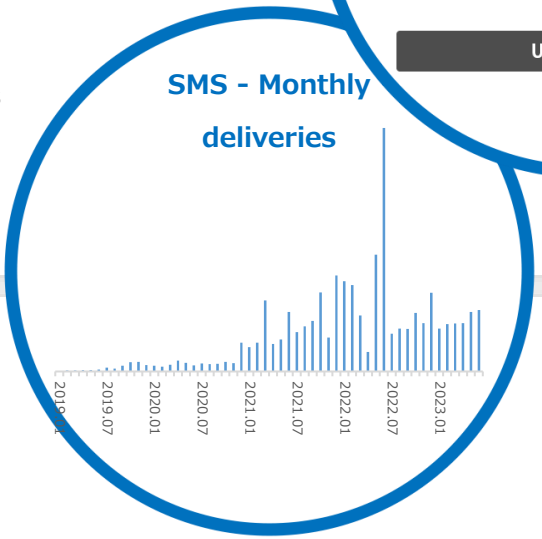


SMS・Auth

- While specific customers reduced their deliveries, use of the service for authentication in digital content companies and internet banking has led to an increase of 43% in sales among general customers.
- Released three services/functions this fiscal period

  - Cuenote SMS for LGWAN for government and local authorities
  - Version supporting common sender numbers in two-way SMS
  - Webhook functionality
- The monthly churn rate for the first half (Jan - June) has remained low at 0.11%.





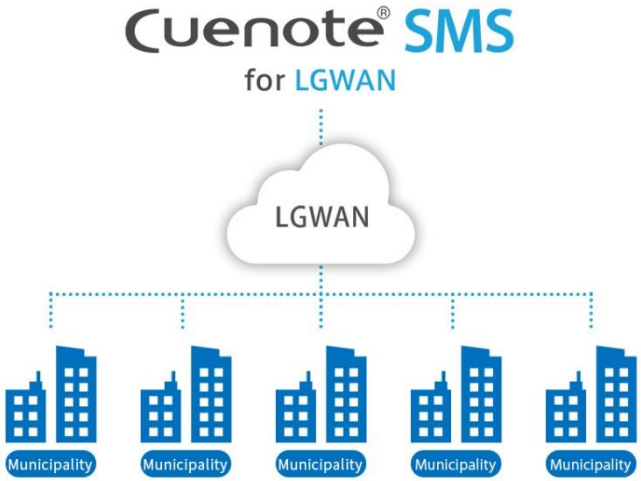
Common

- Along with an ongoing review for ISMS certification, we have newly acquired ISMS cloud security certification (ISO/IEC27017:2015).

Topics Release-related

Launch of Cuenote SMS for LGWAN that enables SMS sending across local government wide area networks

March 2023



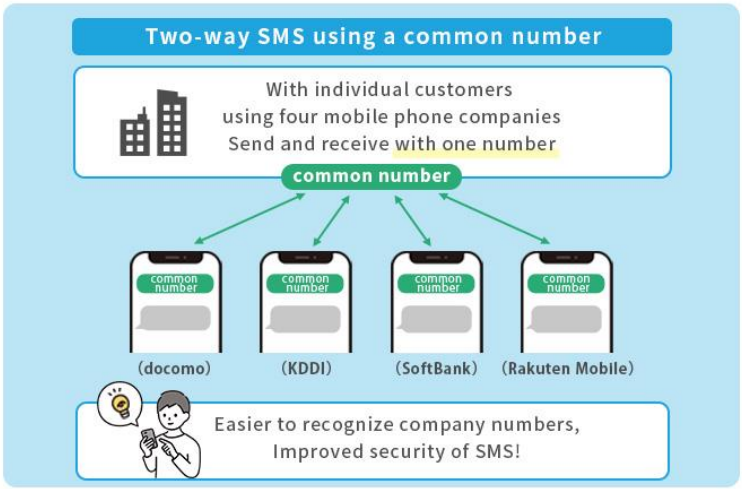
Cuenote SMS for LGWAN that connects to across local government wide area networks (LGWAN) has been launched.

Cuenote SMS for LGWAN is an SMS delivery service for government and local government that can connect to an LGWAN (*1) and send SMS messages from a secure network to residents.

(*1) LGWAN: An LGWAN is a high-security government network that is isolated from the internet and interconnects the internal networks of local governments and other such regional public bodies in order to increase communication between such bodies.

Common number support across the four mobile carriers with the two-way SMS function of Cuenote SMS

April 2023



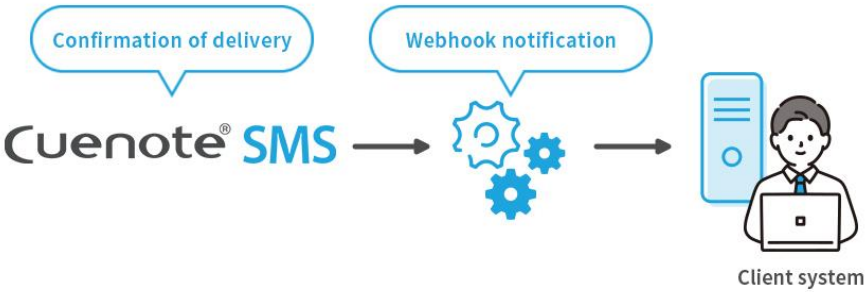
Common number (common short code) support is now provided across the four mobile companies when using the two-way SMS function of Cuenote SMS.

Until now, companies needed a different number for users of each of the four mobile carriers when companies and individuals exchanged SMS messages, but with support for a common number across the four carriers, it is possible to send SMS messages such as ID verification messages, important notifications, administrative messages, and promotions using a single number.

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Realtime coordination is now possible with Cuenote SMS and Webhook

June 2023



The Cuenote SMS delivery service started to offer delivery result callback functionality that supports Webhook.

Until now, to get the delivery results of SMS sent using APIs, it was necessary to periodically obtain the delivery results. However, using the delivery result callback function that supports Webhook (*1), it is now possible to obtain the delivery results of SMS in real time.

(*1) Webhook is a framework that allows for real time communication between applications and web services. It sends a notification to customer systems when events specified in the system occur.

Posted seven client stories

LEVYSJS

Adopted in new global pop artist business.
Efficiency and service quality has contributed to the 4-fold increase in domestic members

アイングループ

The identity verification process in the membership app has been streamlined using Cuenote SMS to only 1/6th of the time previously needed.

MORITA

Achieved zero complaints with service introductions.
Big changes in SMS operations

毎日新聞

New value offered by newspaper companies in the digital age.

KADOKAWA

As a customer contact point for Kadokawa, which has a variety of different businesses.

Kids Public

Closer care and security reinforcement in medical settings

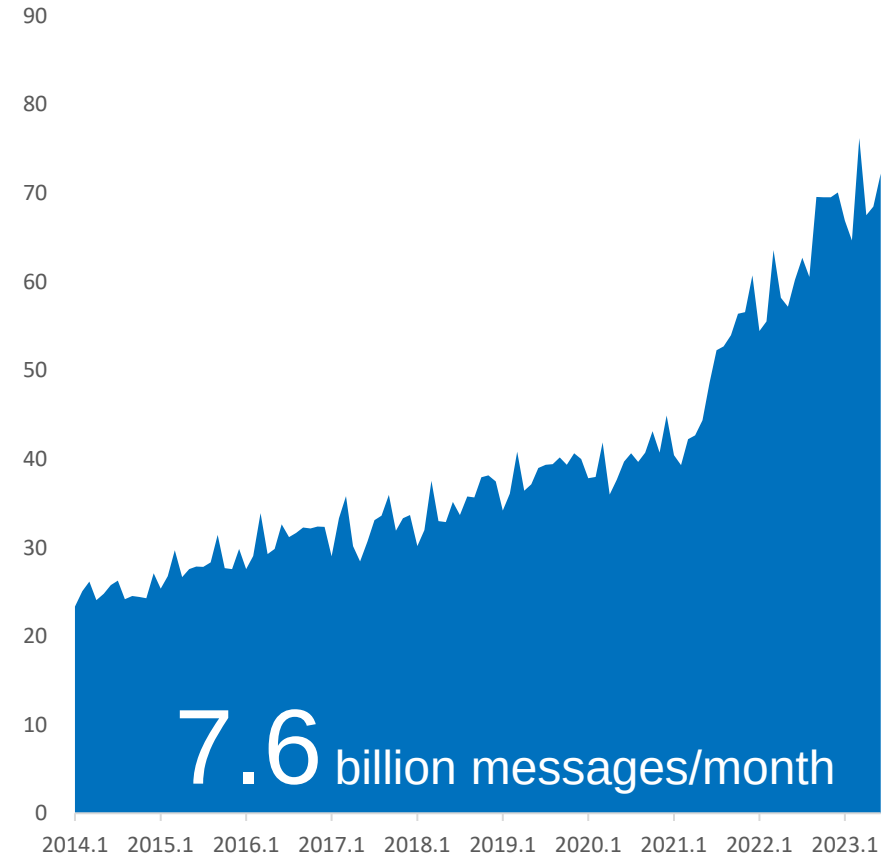
KHD

Mail delivery system introduced in a new type of business, which offers completely private rooms and private saunas.

Topics Other matters

Highest ever monthly message deliveries on the back of DX and a shift to online business

(Units: 100m messages)



ISMS cloud security authentication (ISO/IEC 27017:2015) acquired

March 2023

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Obtained ISMS cloud security certification

MSA-IS-102-CL

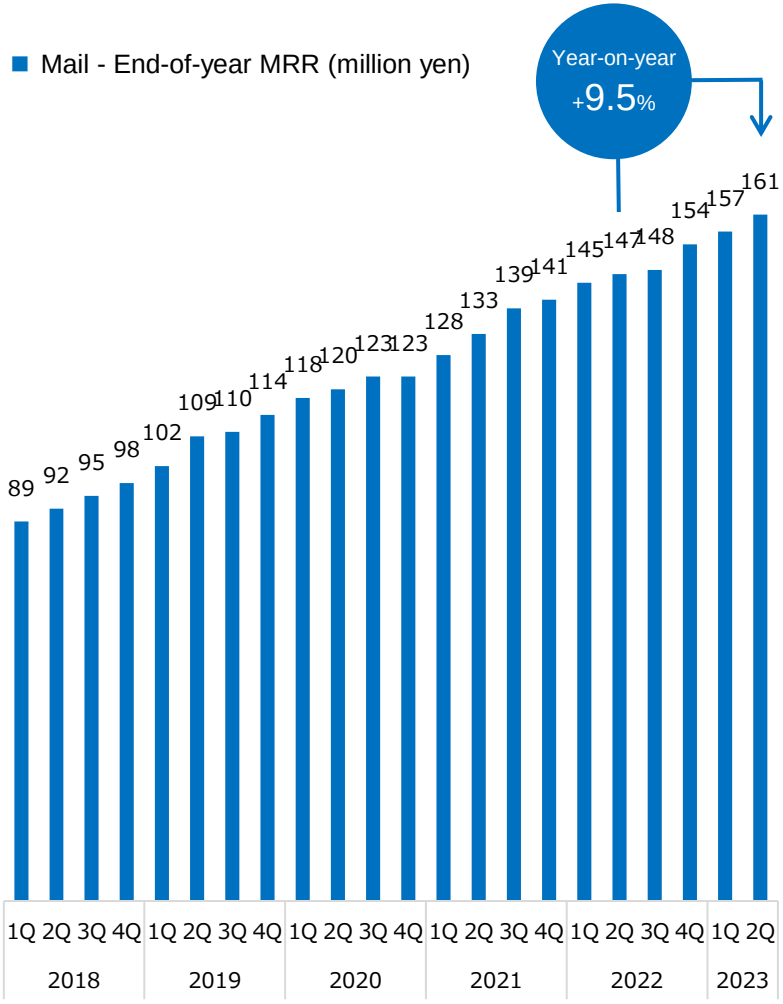
Along with an ongoing review for ISMS authentication (ISO/IEC 27001:2013), we have newly acquired ISMS cloud security authentication (ISO/IEC 27017:2015) with the aim of further increasing our security level.

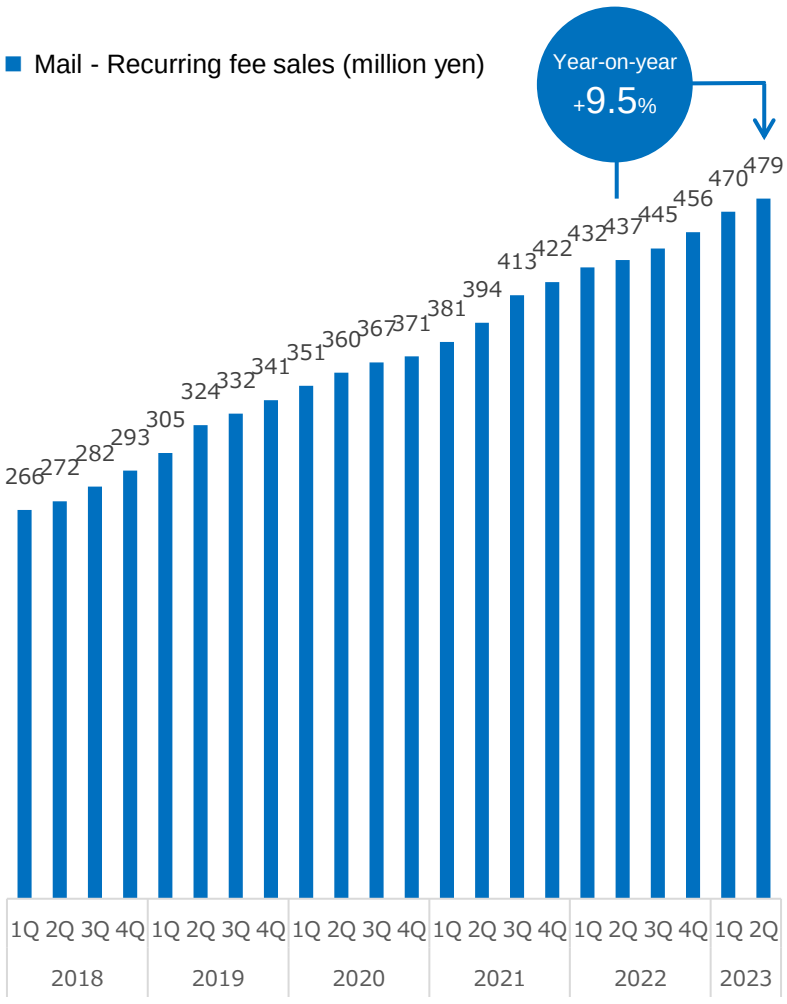
We will continue to undertake suitable information management, operation, and improvement on the basis of the ISO authentication standard that we have renewed and acquired, and shall enhance our secure cloud services (ASP/SaaS) to provide customers with peace of mind.

Mail End-of-quarter MRR (*1)/Quarterly recurring fee sales

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We made further inroads into enterprise businesses, and the end of the 2nd quarter saw MRR increase by 9.5% year-on-year to 161 million yen, and second quarter recurring fee sales saw a 9.5% increase to 479 million yen

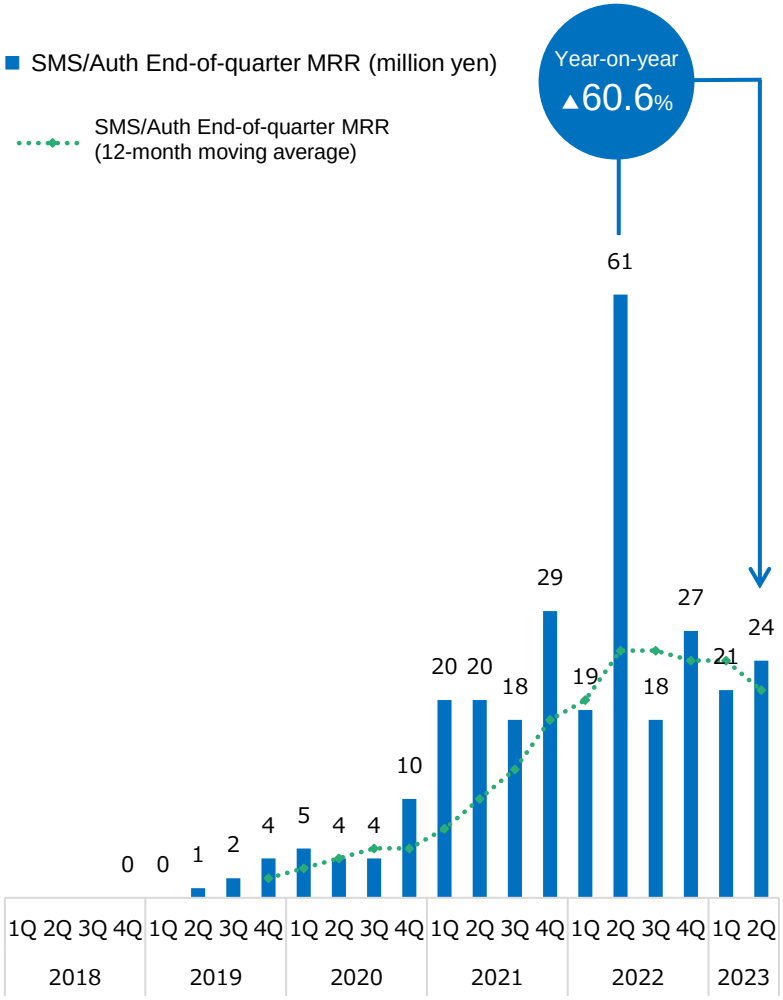


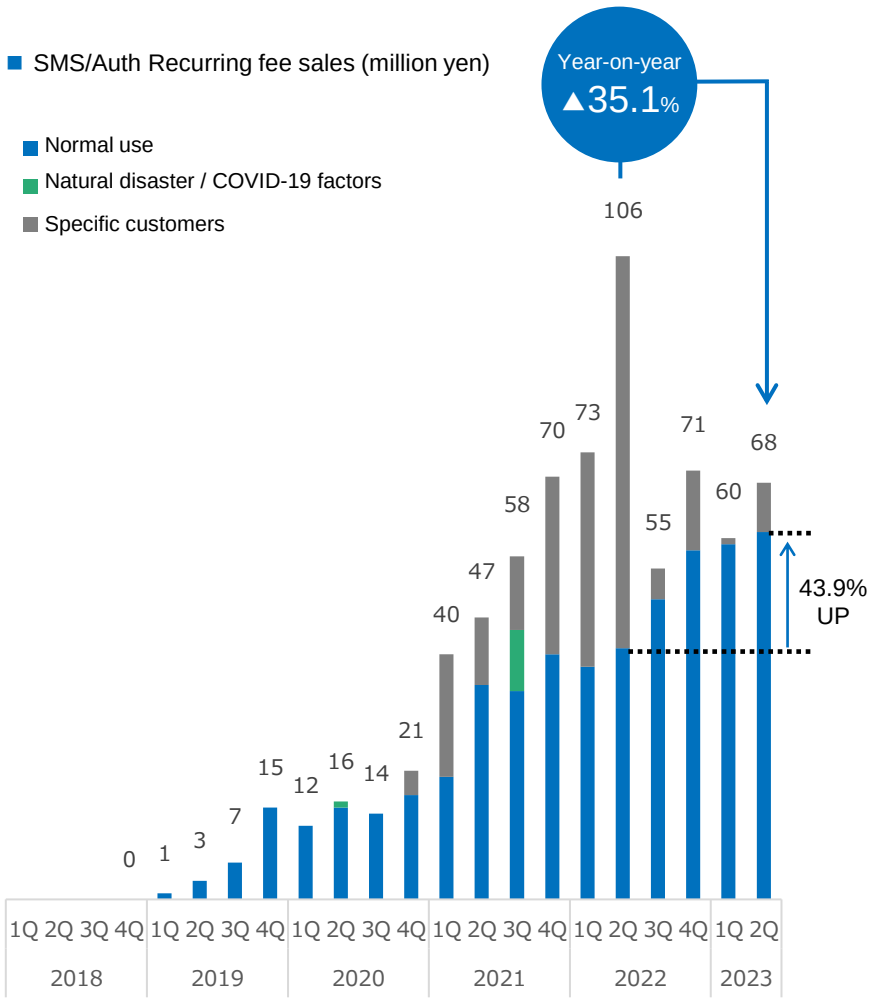


(*1) MRR (Monthly Recurring Revenue):
Revenue from contracts that stipulate services or use for a certain period of time, such as sales from SaaS service usage and maintenance service for purchase type software

SMS/Auth End-of-quarter MRR/Quarterly recurring fee sales

There was a fall-off in special procurements from specified customers of the previous year, and an increase in use of the service for authentication through digital content and intellectual property holding companies and internet banking.
Normal sales in the 2nd quarter saw a year-on-year increase of 43.9%.



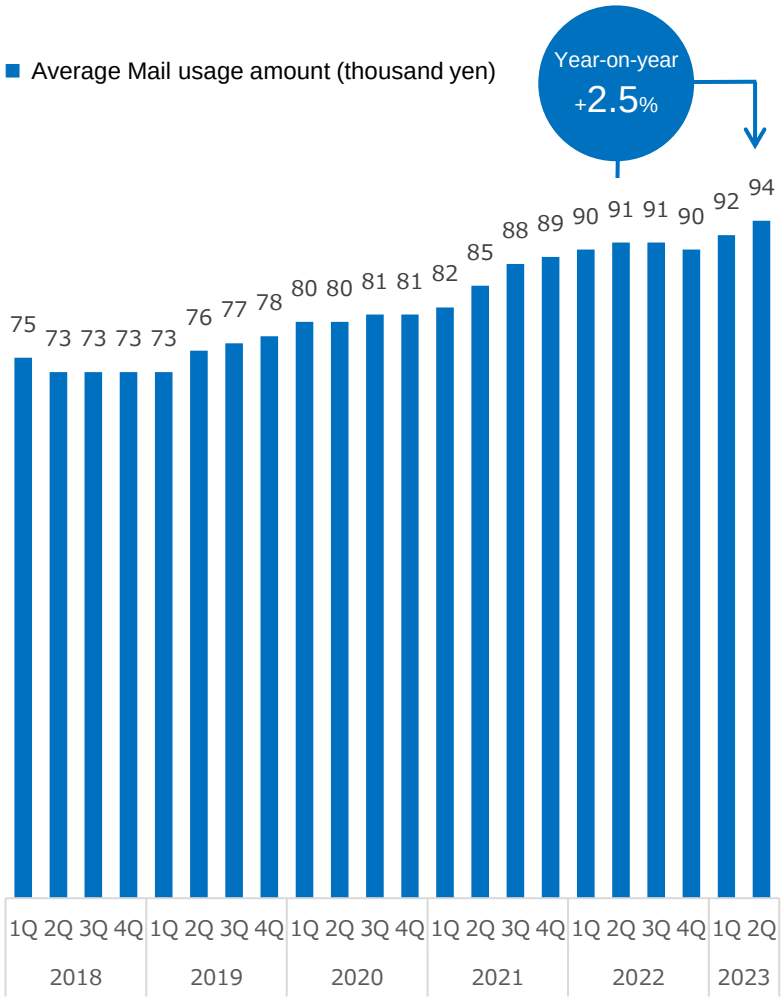


Note: Pay-per-use sales based on the number of delivery account for 74.4% of SMS service usage sales (results for January to December 2022).
The number of monthly deliveries may increase or decrease due to seasonal factors such as peak season and off-peak season or environmental factors such as climate and disasters.

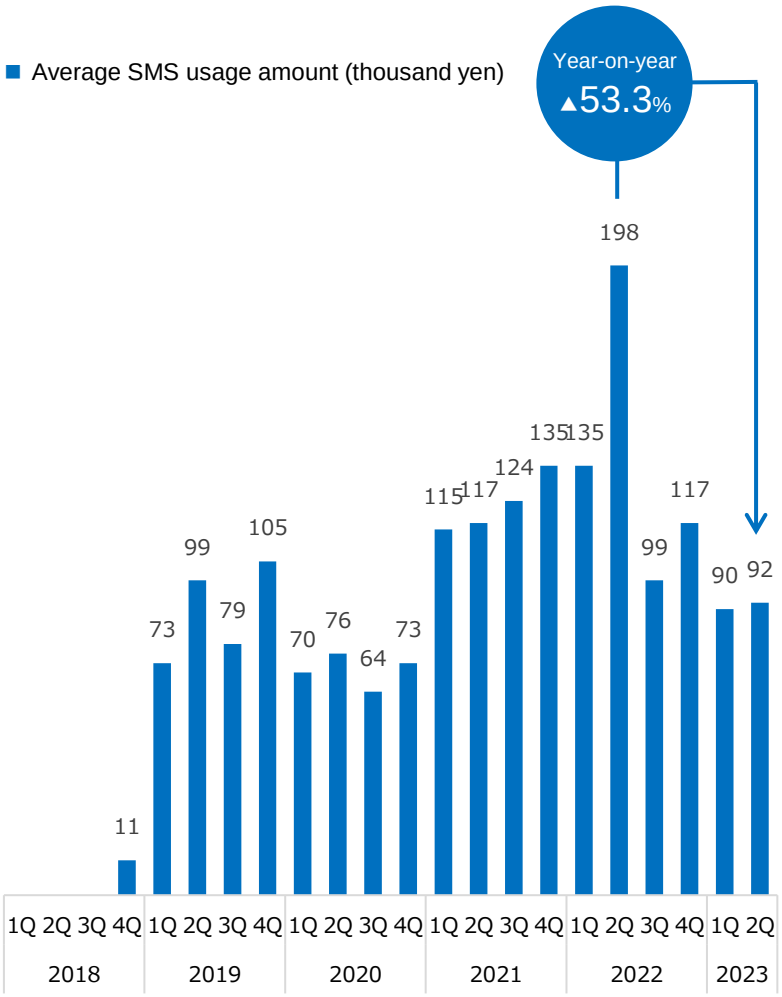
Average usage amount per contract (*1)

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Mail
Average usage amount grew by 2.5% through acquisition of enterprise and other customers



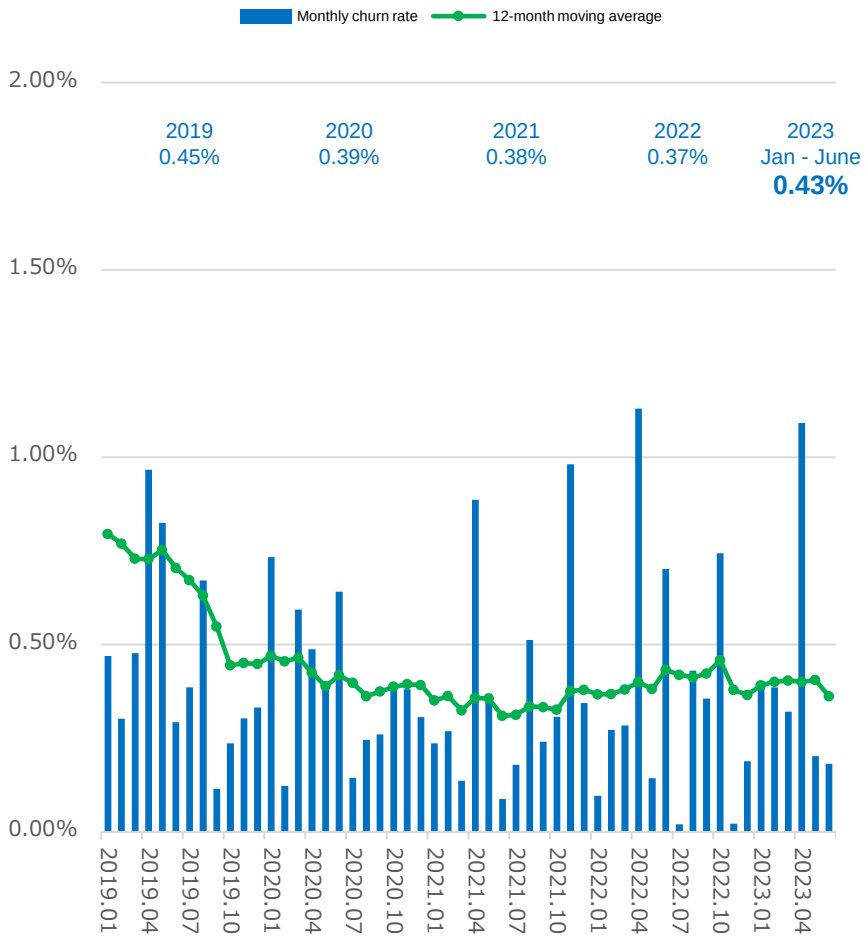
SMS
Fall-off in special procurements from specific customers led to a year-on-year decrease of 53.3%



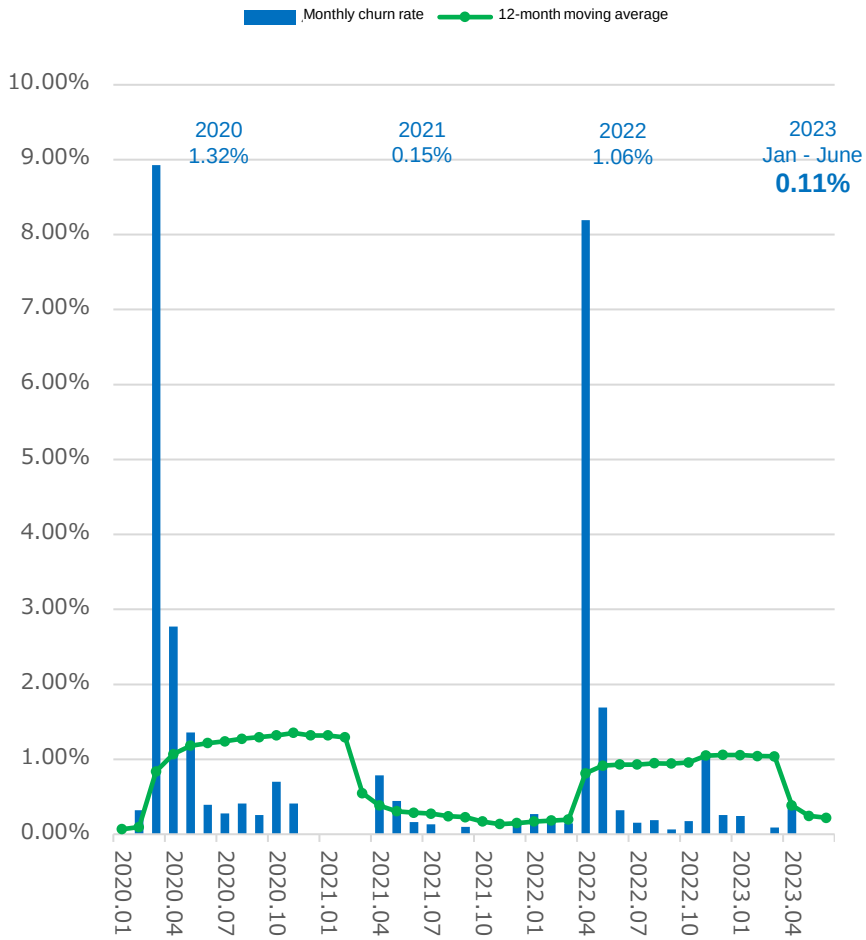
(*1) One-off sales (one-time-fee sales) such as initial setting and customization are not included in the average usage amount per contract
This is calculated by the formula: <Total quarterly recurring fee sales / Total number of quarterly contracts>

Monthly churn rate

Mail (*1)
Monthly churn rate saw a year-on-year improvement of 0.01% to 0.43%



SMS (*1)(*2)
No large-scale cancellations occurred, and monthly churn rate remained low at 0.11%



(*1) The churn rate is based on the revenue churn (amount based), and it is calculated by the formula: <Cancellation amount incurred in the month / Contract amount at the beginning of the month x 100>
(*2) Since SMS is mostly pay-per-use based on the number of deliveries and monthly usage amounts vary, the churn rate is calculated after determining the average usage amount before the clients left the service

Income statement

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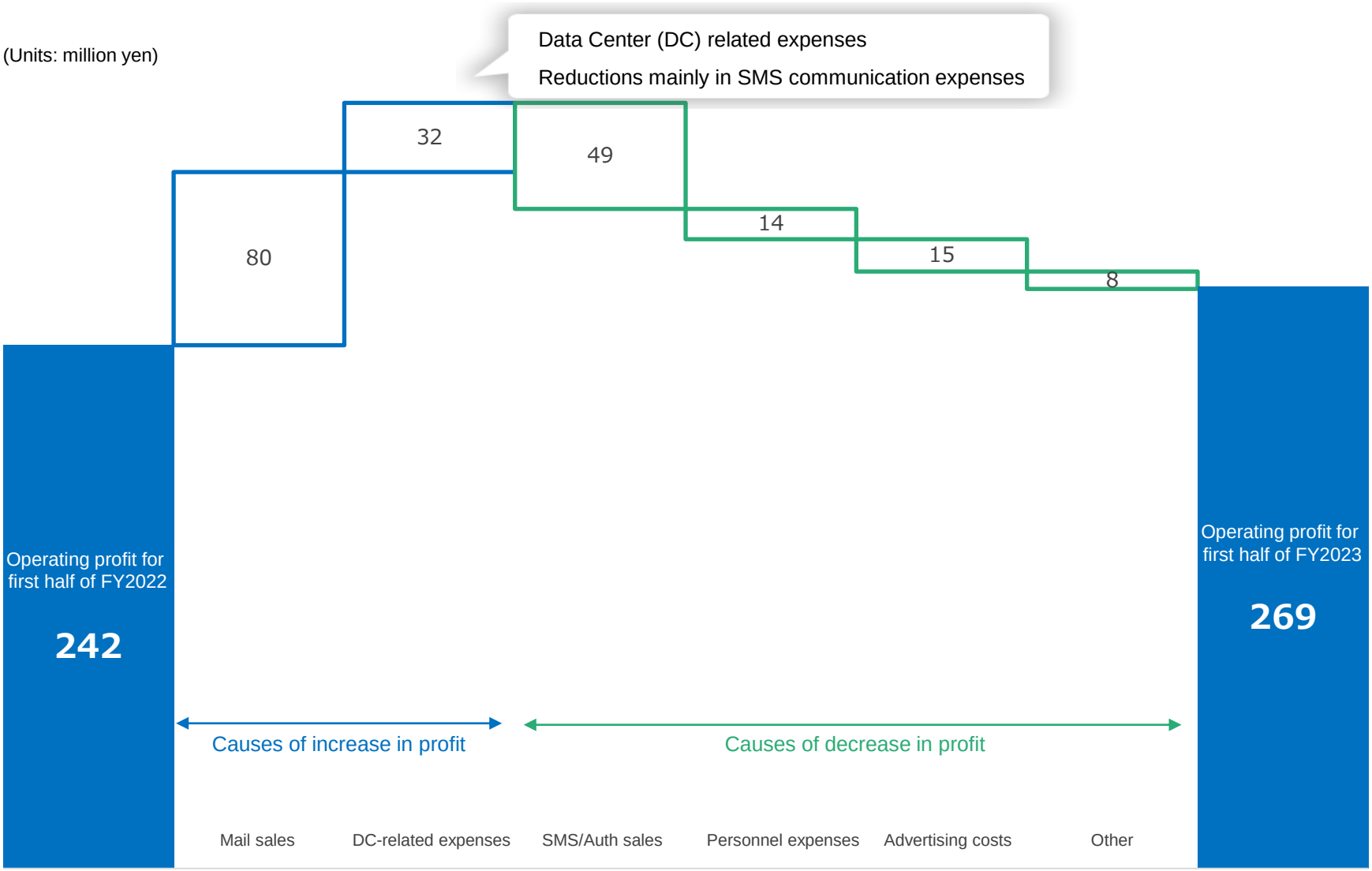
	First half of FY2022 (Jan - June)	First half of 2023 (Jan - June)	Rate of increase/decrease	Increase/ decrease
Net sales	1,100 million yen	1,132 million yen	2.9 %	32 million yen
Cost of sales	388 million yen	361 million yen	△6.9 %	△26 million yen
Gross profit	711 million yen	770 million yen	8.3 %	59 million yen
Gross profit ratio	64.7 %	68.1 %	3.4 pts.	
Sales, general and administrative expenses	469 million yen	501 million yen	6.7 %	31 million yen
Operating profit	242 million yen	269 million yen	11.4 %	27 million yen
Operating profit ratio	22.0 %	23.8 %	1.8 pts.	-
Ordinary profit	242 million yen	269 million yen	11.3 %	27 million yen
Current net profit	167 million yen	186 million yen	11.4 %	19 million yen
Current net profit ratio	15.2 %	16.4 %	1.2 pts.	-

Gross profit ratio also increased along with Mail sales ratio increase

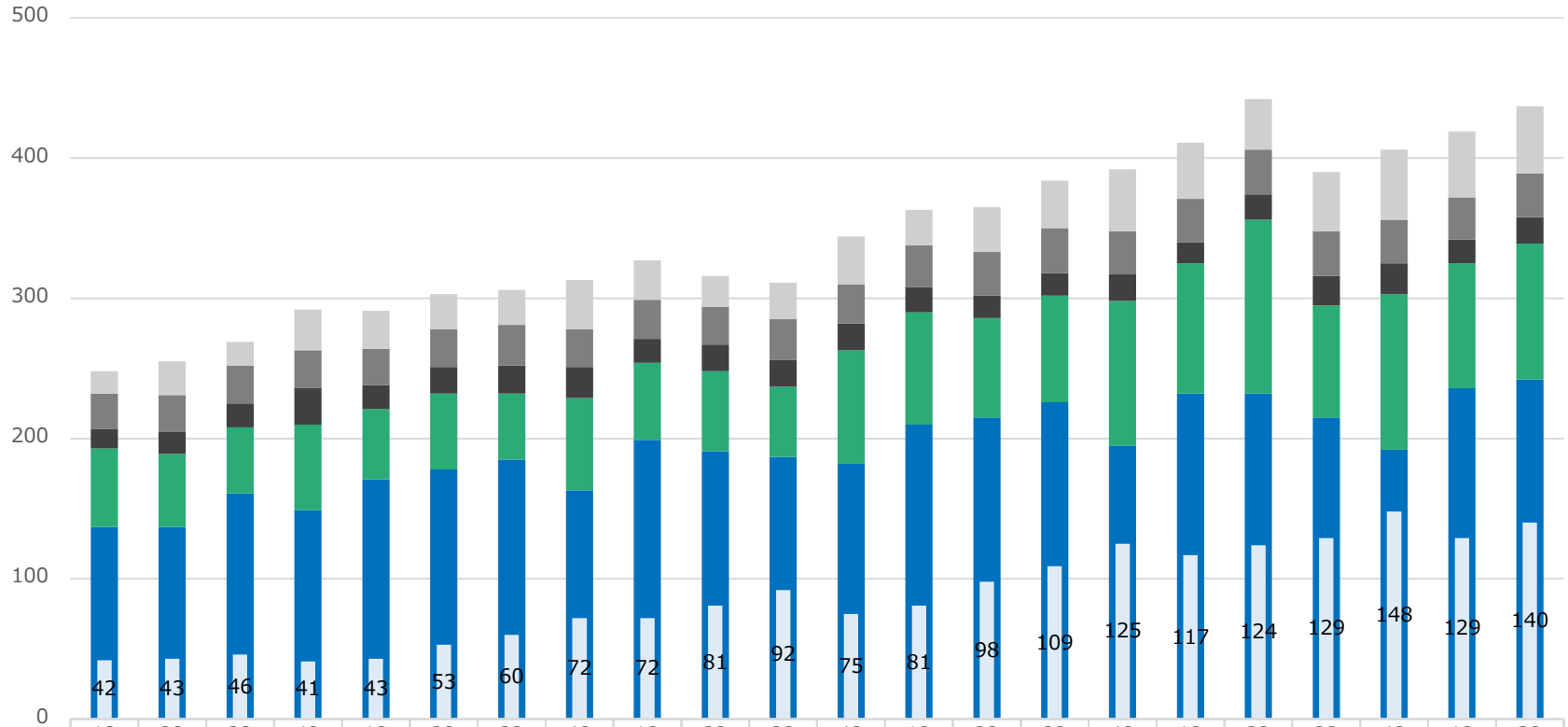
Causes of increase/decrease of operating profit

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(Units: million yen)



Growth of quarterly operating expenses and operating profit

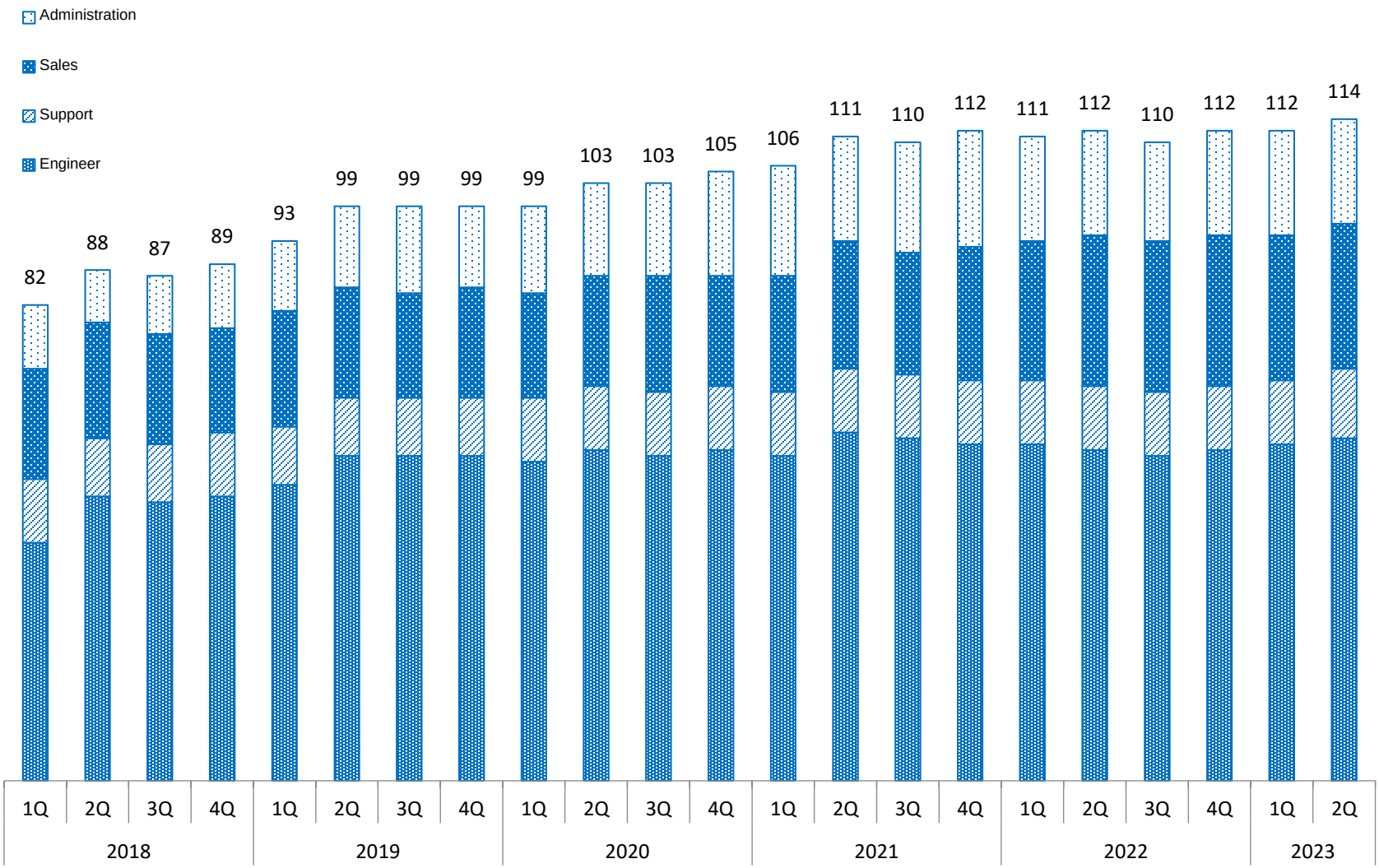


	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
	2018 (*1)				2019				2020				2021				2022				2023	
Other	16	24	17	29	27	25	25	35	28	22	26	34	25	32	34	44	40	36	42	50	47	48
Rent and utility expenses	25	26	27	27	26	27	29	27	28	27	29	28	30	31	32	31	31	32	32	31	30	31
Depreciation expenses	14	16	17	26	17	19	20	22	17	19	19	19	18	16	16	19	15	18	21	22	17	19
Server/DC, stocking, etc.	56	52	47	61	50	54	47	66	55	57	50	81 (*2)	80	71	76	103	93	124	80	111	89	97
Personnel expenses	137	137	161	149	171	178	185	163	199	191	187	182	210	215	226	195	232	232	215	192	236	242
Operating profit	42	43	46	41	43	53	60	72	72	81	92	75	81	98	109	125	117	124	129	148	129	140
Operating profit ratio	14.4%	14.6%	14.5%	12.4%	12.9%	15.0%	16.3%	18.6%	18.1%	20.4%	22.8%	17.9%	18.1%	21.1%	22.1%	24.1%	22.2%	21.8%	24.8%	26.6%	23.5%	24.2%

(*1) Figures for the fiscal year ended December 31, 2018 are unaudited figures.
(*2) Q4 of the fiscal year ended December 31, 2020 saw a temporary increase in expenses for server/DC and stocking, etc., due to demands for remote working environments (acquisition of PCs and security software, etc.).

Number of employees

Increase of 2 employees to 114 employees
(Engineer position: 2/Support position: 1/Sales position: -1) from the end of previous fiscal year



Balance sheet

	Fiscal year ending December 31, 2022		Fiscal year to June 30, 2023		Increase/decrease	
Current assets	2,070	million yen	2,219	million yen	148	million yen
Non-current assets	306	million yen	342	million yen	36	million yen
Total assets	2,376	million yen	2,561	million yen	185	million yen
Current liabilities	440	million yen	411	million yen	△ 29	million yen
Non-current liabilities	-	million yen	-	million yen	-	million yen
Total liabilities	440	million yen	411	million yen	△ 29	million yen
Total net assets	1,936	million yen	2,150	million yen	214	million yen
Equity-to-asset ratio	81.5	%	84.0	%	2.5	pts.
Book value per share	508.45	yen	561.60	yen	53.15	yen

- Sales CF +120 million yen
- Prepaid expenses (*1) +28 million yen
- Acquisition of non-current assets +48 million yen
- " -30 million yen
- Deferred tax +21 million yen

(*1) Restricted Stock Units

- Accrued expenses -100 million yen
- Accounts payable - other (-11 million yen)
- Accounts payable - trade +18 million yen
- Bonus reserve +63 million yen

2. Full-year forecast for the fiscal year ending December 31, 2023

Forecast and progress for the fiscal year ending December 31, 2023

	Fiscal year ending December 31, 2023	Cumulative results up to Q2 FY2023	Progress rate
Net sales	2,400 million yen	1,132 million yen	47.2 %
Recurring fee sales	2,351 million yen	1,107 million yen	47.1 %
One-time-fee sales	48 million yen	24 million yen	50.1 %
Operating profit	575 million yen	269 million yen	46.9 %
Operating profit ratio	24.0 %	23.8 %	△0.1 pts.
Ordinary profit	575 million yen	269 million yen	46.9 %
Current net profit	396 million yen	186 million yen	46.9 %
Current net profit ratio	16.5 %	16.4 %	△0.1 pts.

Financial forecast for the fiscal year ending December 31, 2023
Index of main services

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	Fiscal year ending December 31, 2022	Fiscal year ending December 31, 2023	Rate of increase/decrease
Mail			
Full-year recurring fee sales	1,771 million yen	1,939 million yen	9.5 %
End-of-year MRR	154 million yen	168 million yen	9.1 %
Monthly churn rate	0.37 %	0.40 %	0.03 Pts.
SMS			
Full-year recurring fee sales	306 million yen	357 million yen	16.8 %
End-of-year MRR	27 million yen	31 million yen	14.1 %
Monthly churn rate	1.06 %	0.80 %	△0.26 %

3. Growth plan

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



Vision for future growth

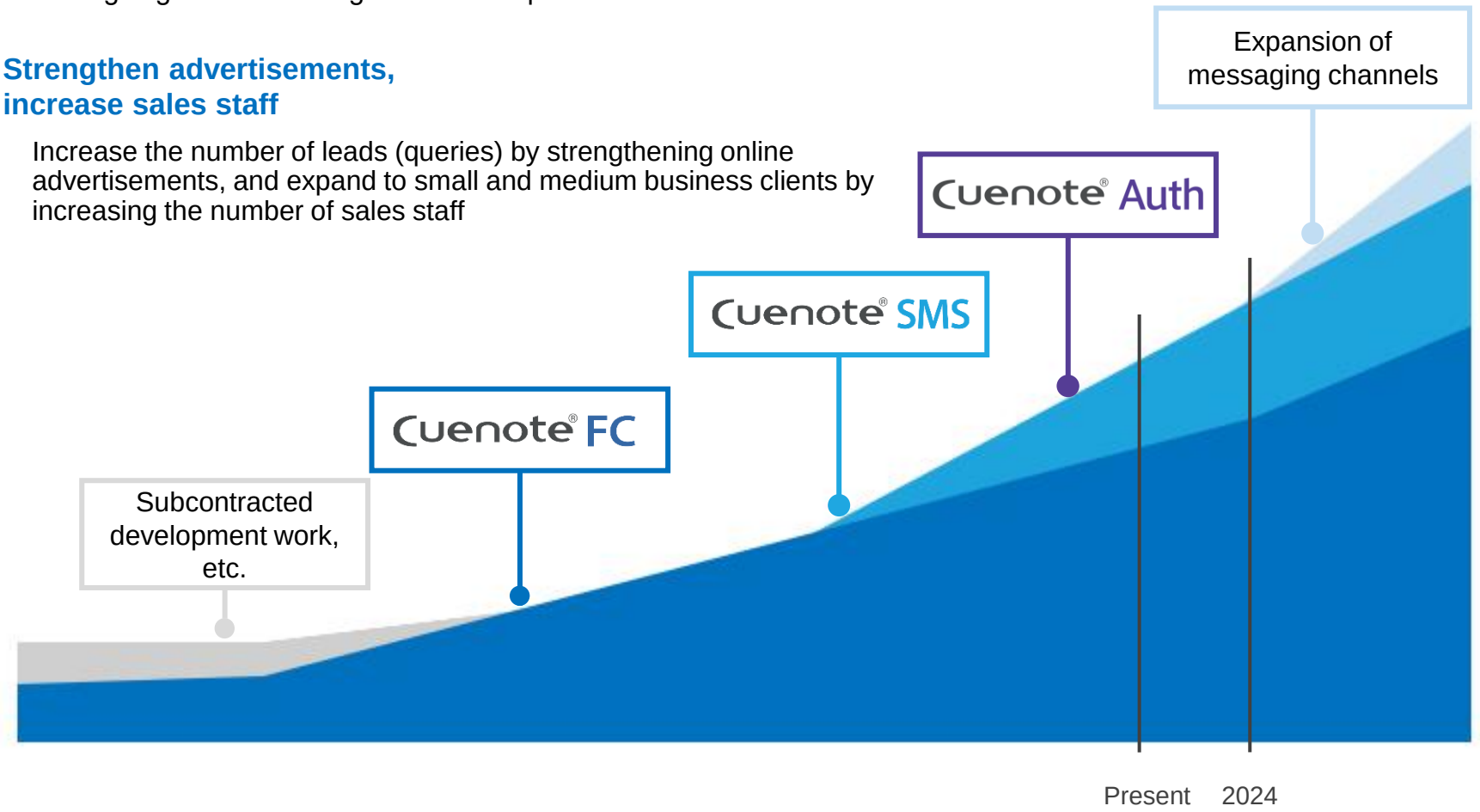
Continue to demonstrate excellent growth by expanding messaging channels (LINE, Web push, etc.) while continuing to strengthen growing email service

Increase of engineers

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

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



Role of a messaging platform

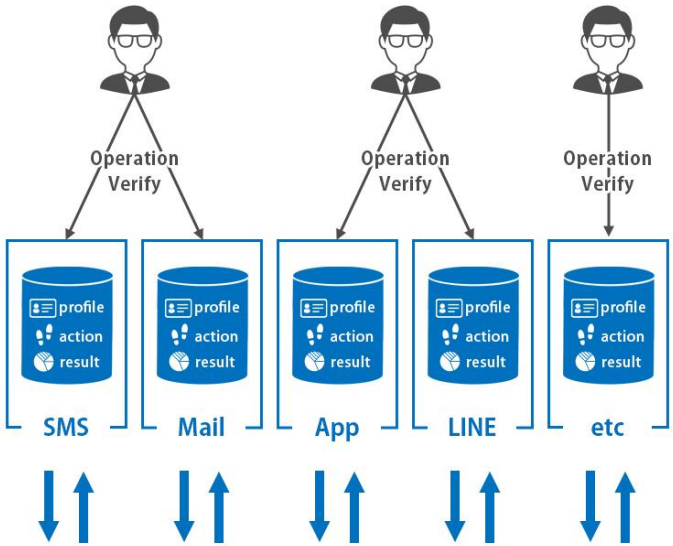
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Background

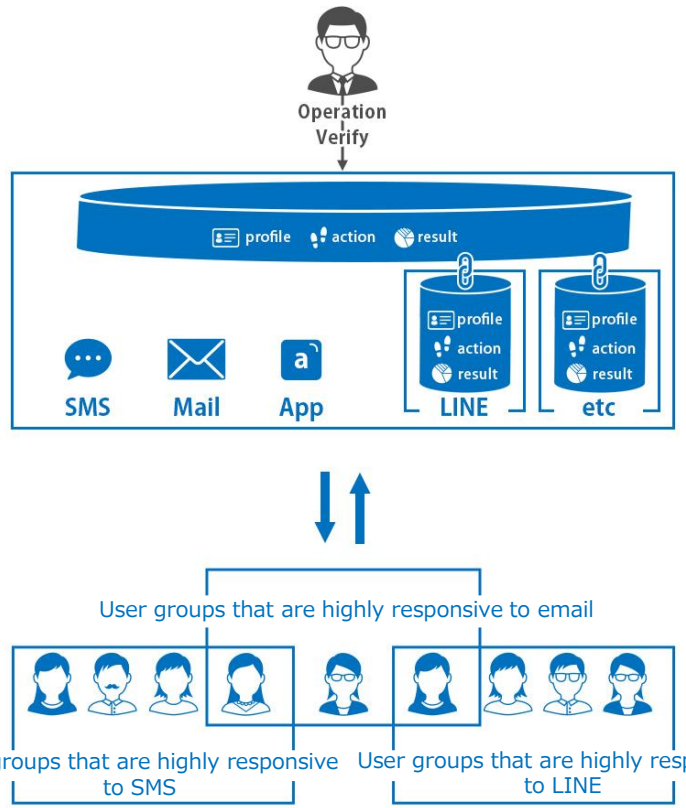
Diversification of communication methods as a result of the evolution of consumers' lifestyles, and IT tools and technologies

Company

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



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



Consumer

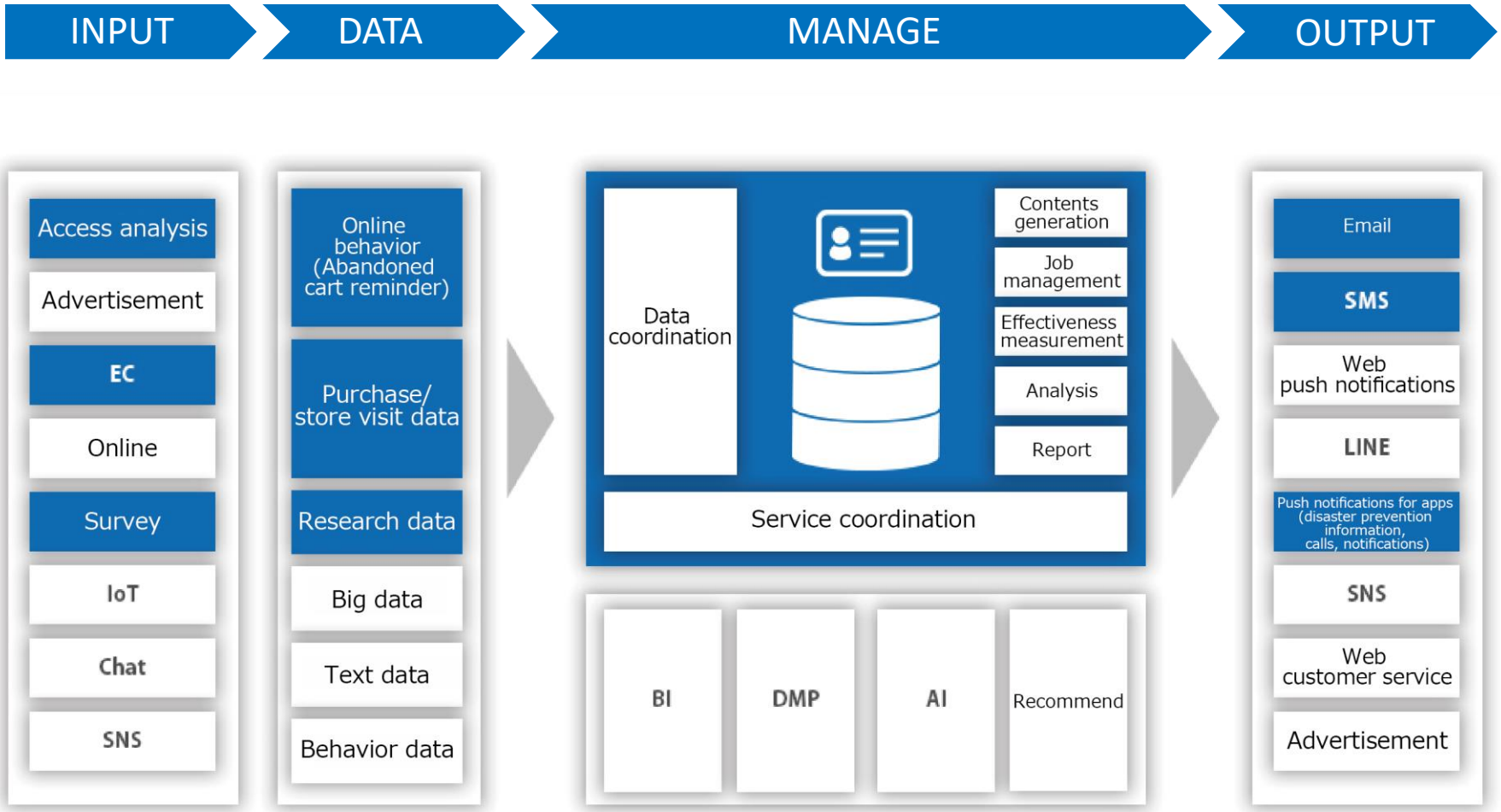
Increase in frequency and similarity of received information
Decline in loyalty, departure of customers

Receiving information with optimized frequency, amount and timing

Messaging platform conceptual diagram

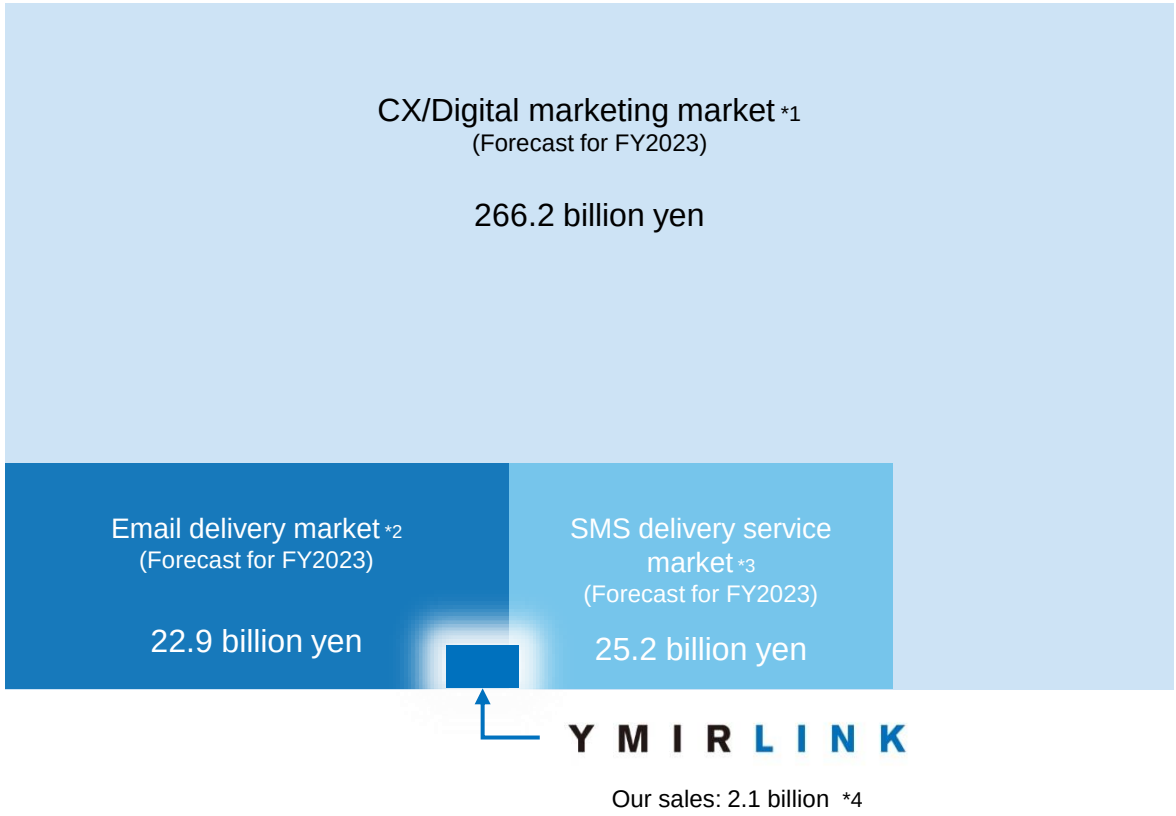
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Expand the areas to be covered through selection and concentration



Messaging platform

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



Our sales: 2.1 billion *4

*1 Source: Fuji Chimera Research Institute “Software Business New Market 2022 Edition” Digital marketing market (Forecast for FY2023)
*2 Source: ITR Corporation “ITR Market View: Email/Web marketing markets 2023” Email delivery market (Forecast for FY2023)
*3 Source: ITR Corporation “ITR Market View: EC site construction/CMS/SMS delivery service/CLM/E-contract service markets 2022" SMS delivery service market (Forecast for FY2023)
*4 Net sales for fiscal year ended December 31, 2022

4. ESG initiatives

About YMIRLINK

Corporate philosophy

We aim to contribute to society through the creation and provision of high-value information services, and to be a company that can always be relied on.

Corporate guidelines

We create services that provide enjoyment and satisfaction to clients with technology and passion.

We respect the individuality of each employee and support employee growth.

Contributing to society through our business

1. Reducing consumption of paper resources, fossil fuels, etc.

The messaging platform Cuenote will help reduce consumption of forest resources and energy by replacing the conventional communication with consumers by mail such as paper and postcards with email and SMS.





2. Contributing to client companies' work style reforms

Notification and communication to consumers and employees, which used to be done by telephone, can now be carried out regardless of time and location by using the cloud service Cuenote, thereby contributing to business efficiency and realization of diverse work styles.





E: ENVIRONMENT

Action

Server virtualization

Virtualization consolidates servers and helps reduce power usage at data centers. In addition, we give priority in selecting data centers to facilities with high energy efficiency.

Use of facilities with low environmental impact

The air conditioning of the building in which we are located is operated with hot and chilled water from a district heating and cooling operator. This contributes to the reduction of environmental impact.

Adoption of paperless systems

We are working to computerize our operations by introducing an electronic approval system and electronic invoicing. By reducing the use of paper, envelopes, and other materials, we are helping to conserve forest resources and reduce the environmental impact of transportation.

Implementing telework

By reducing employee travel for commuting, we are working to reduce CO_2 emissions associated with the use of public transportation and traffic congestion.

Topics

Establishment of web conference space

We are working to reduce our environmental impact by conserving electricity through more efficient use of offices and by reducing travel for business meetings.



S: SOCIETY

Action

Work style reforms

We are working to create a diverse work environment and work styles for all executives and employees (childcare, nursing care, telecommuting, etc.).

Regional reinvigoration by establishing development bases

We have established development bases in rural areas and are working to contribute to the revitalization of these regions and the creation of jobs.

Providing a smooth means of providing information in the event of a disaster or emergency, etc.

In light of recent extreme weather conditions and tense international situations, we are working to help minimize damage by providing a smooth means of communicating information during emergencies.

Initiatives to maintain a clean email environment

We are working to maintain a safe and secure communication environment by checking the purpose of use for e-mail and SMS beforehand and through education regarding observance of related bills.

Topics

Robocon Team support

Through sponsorship of SAKURA Tempesta, a robot contest team that mainly consists of junior high and high school students and participates in one of the world's largest robot contests, we support young people's robot creation and programming activities.



G: GOVERNANCE

Action

Governance initiatives

In addition to appropriate disclosure of corporate governance information, we are committed to the following:
• Compliance with relevant laws and regulations
• Management structure and operations based on the basic policy of establishing an internal control system
• Strengthening the supervisory function of the Board of Directors (three independent outside directors, one of whom is a female lawyer to ensure diversity and expertise)
• Conducting compliance training for executives and employees to raise awareness of compliance and publishing a compliance newsletter

Dialogue with investors through IR activities

In addition to prompt and timely disclosure in accordance with the TSE listing rules, the President and CEO takes the initiative in promoting dialogue with investors by holding financial results briefings for individual and institutional investors for the second quarter and full year. The Company holds face-to-face IR meetings with institutional investors upon request, and discloses and disseminates IR information on its website.

Healthy relationships with business partners

In order to build sound partnerships with our business partners, we will continue to comply with relevant laws and regulations.

Initiatives to improve safety and reliability

We are working to obtain ISMS, Privacy Mark, and ASP/SaaS information disclosure certification.

Topics

Financial results briefings

Each quarter, the President and CEO takes the initiative in holding financial results briefings to engage in dialogue with investors. For those who were unable to attend the briefings in real time, we distribute videos and disclose English versions of financial results presentation materials.



FY2023 Initiatives

E 

Going Paperless

Through promotion of going paperless, including a year-on-year reduction of 30% in printed matter, we will do what we can to limit deforestation and to make contributions to the prevention of global warming and air and water pollution.

→ Progress Related to FY2023 Goals

＜Reduced Paper Consumption＞
Year-on-year reduction of 50% through promotion of digitization

S 

Female Staff Ratio Improvement

We will increase the ratio of female staff to 30%, secure opportunities for female participation and fair leadership, and contribute to the achievement of the SDGs.
While we work to provide an environment where employees can work with peace of mind for a long period of time, such as by enriching support for employees returning to work from maternity/paternity or childcare leave, or for child rearing in and of itself, moving forward, we are looking to further strengthen the abilities of our organization and to further develop our company through providing even more opportunities for female staff to play an active part.

<Utilization of Female Staff
Ratio of female staff: 31%
Ratio of female staff: 13%

<Childcare Support System>
Childcare leave acquisition:
(Women) 100%, (Men) 100%
Rate of return from childcare: 100%
Reduced working hours for parents (until end of third year of elementary school)
Childcare leave, Teleworking
Child allowance payment (until age 18)

G 

Dialogue with Stakeholders

While we fulfill our responsibility towards explaining operations and maintaining their transparency, including timely and appropriate information disclosures, we are aiming to achieve ongoing improvements to our corporate value and suitable market valuation through dialogue with both shareholders and investors.

<Main 2023 Initiatives>
Enrich quarterly financial results information
・Summary of financial results (including English edition)
・Publish financial results explanatory video
Participation in investor events

5. appendix

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.**



Company Overview

Provider of a SaaS format messaging solution “Cuenote”

Company name	YMIRLINK, Inc.
Security identifier code	4372 (Tokyo Stock Exchange Growth)
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	114 (Full-time employees: 114, temporary employees: 0) *As of June 2023
Business	Messaging solution business

Corporate history

YMIRLINK

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

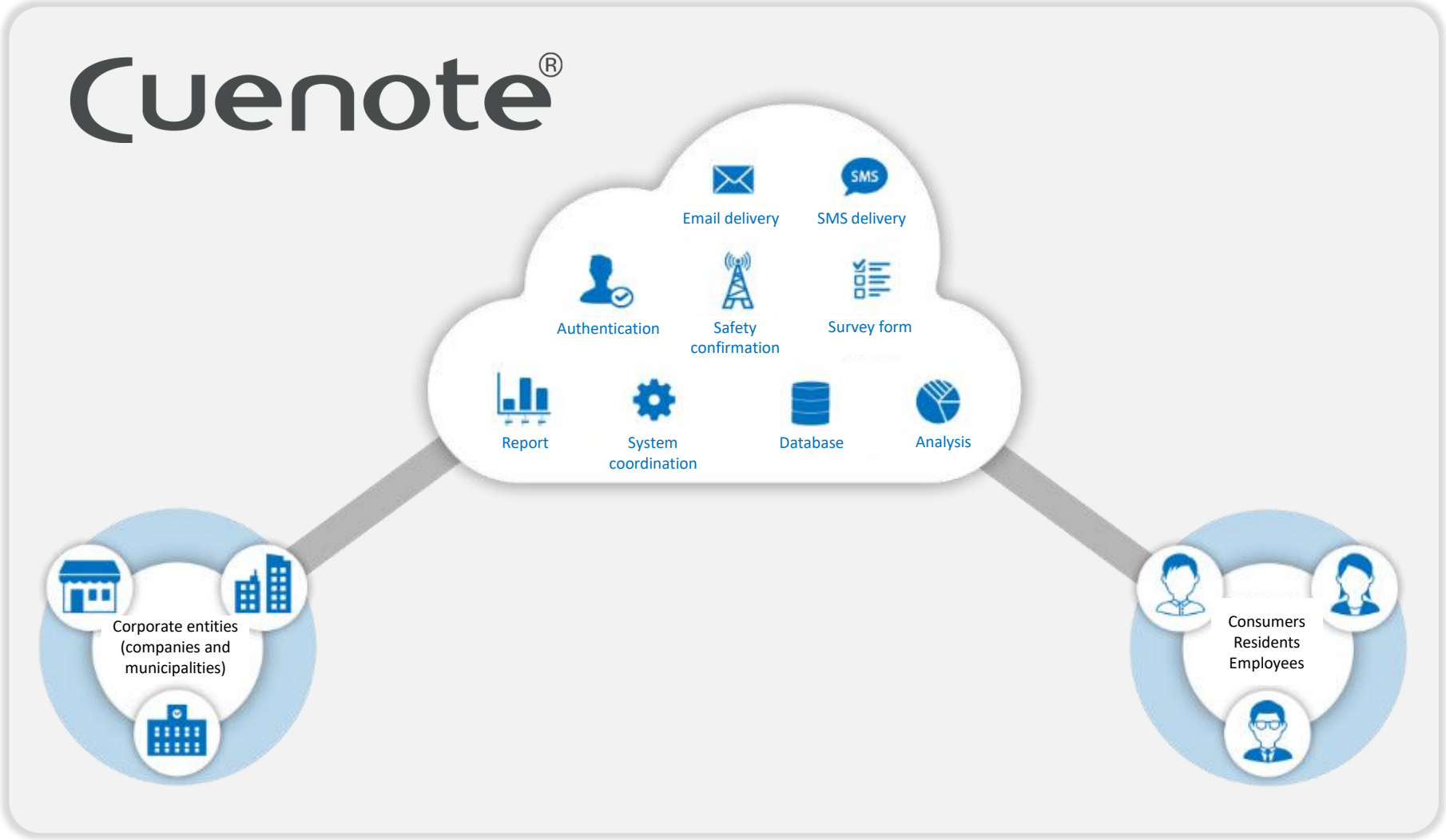
2021 Listed on the Tokyo Stock Exchange Mothers Index

2022 Launched Cuenote Auth authentication service

2023 Released Cuenote SMS for LGWAN that connects to across local government wide area networks

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

YMIRLINK

Email delivery system

Cuenote® FC



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

Sales ratio 65%

Email relay server

Cuenote® SR-S

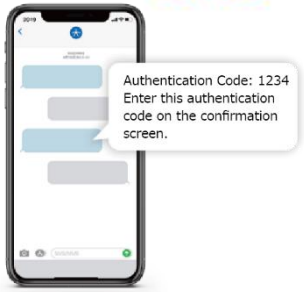


Relays SMTP through DNS settings
Solves email delivery delay and non-delivery
Includes delivery error reason analysis function

Sales ratio 18%

SMS delivery service

Cuenote® SMS



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

Sales ratio 14%

Online survey and form system

Cuenote® Survey



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

Safety confirmation service

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

Authentication service

Cuenote® Auth

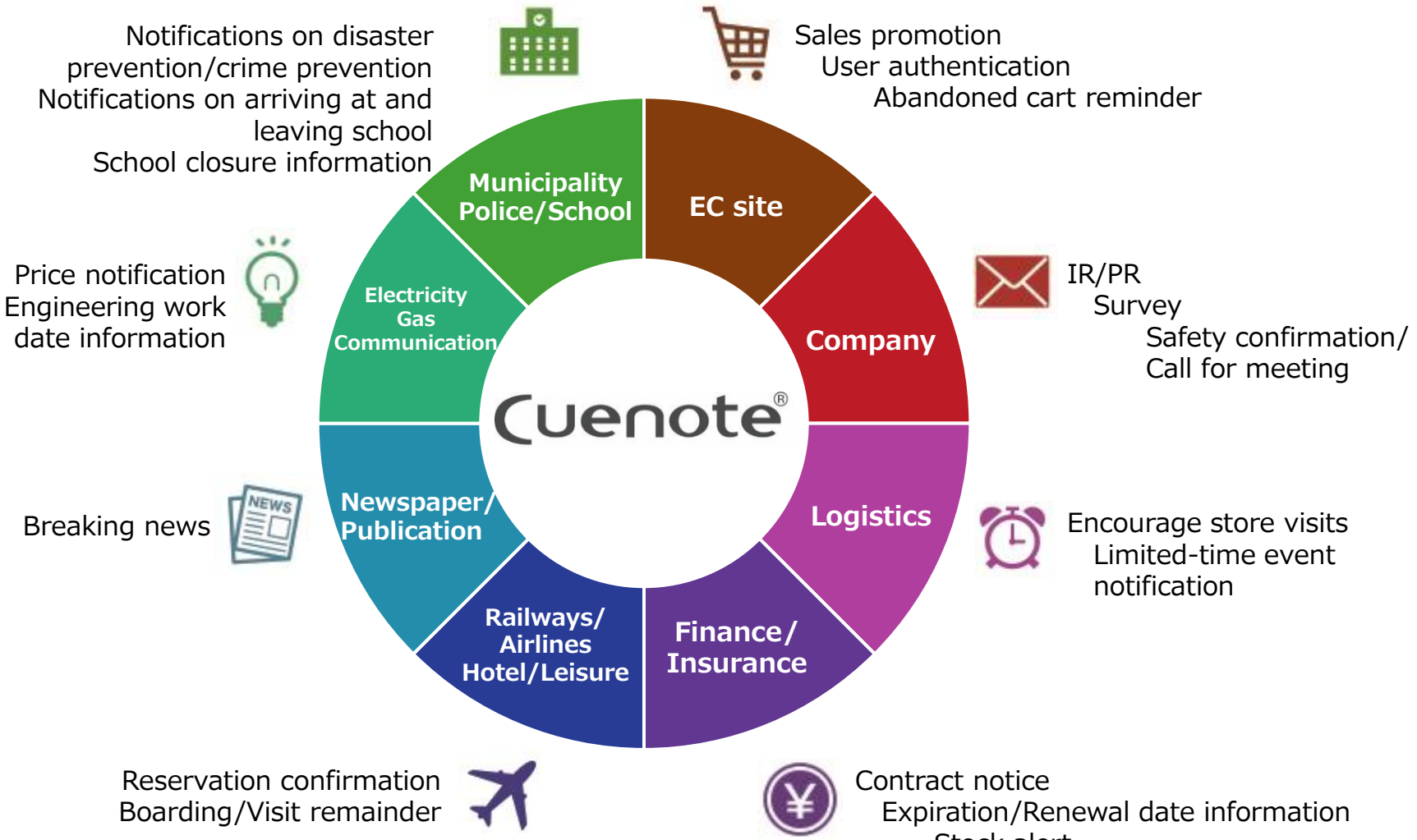


A service easily implementable with API coordination that utilizes SMS and IVR for secure multi-step authentication

(Note) The above sales composition ratios are actual results for the period from January to December 2022

Where is Cuenote used?

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



Clients of Cuenote

Since its launch, Cuenote has gained popularity with many clients.
Over 2,100 contracts

Listed companies that use Cuenote
274 companies*

Listed companies

CyberAgent. SAPPORO Canon キヤノンマーケティングジャパン株式会社 LIXIL 松竹
@cosme cookpad Tabio tradition in motion 味ひとすじ 永谷園 Quest JAPAN AIRLINES
LIVESENSE I-O DATA enigma CYCLE BASE ASAHI りそな銀行
FuRyu AINZ&TULPE DRUG AND COSMETIC Leopalace21 future shop KADOKAWA F@N COMMUNICATIONS

Unlisted companies

T-SITE CCC TSUTAYA 紀伊國屋書店 朝日新聞 DIGITAL IPROS Ponta ©Ponta FINANTEC
Sony Payment Services セイバン peach SEGA NETWORKS ECOMIRA EZニュースEX
イーデザイン損保 東京海上グループ iTSCOM サンケイリビング新聞社 JAPAN PHILHARMONIC ORCHESTRA レコチョク cake.jp
uhb 北海道文化放送 HIBIYA-KADAN 日本旅行 NIPPON TRAVEL AGENCY 毎日新聞 kinko's On Demand Solutions KONICA MINOLTA PARCO
新横浜ラーメン博物館 SHINYOKOHAMA RAUMEN MUSEUM 日本ネット経済新聞 日本流通産業新聞 Kids Public マイナビニュース docomo insurance
Naturum パーソル ワークスデザイン CHUBBYGANG TOKYO BABY ROCKERS. SaNaYoga 新学社 Peanuts Club
FACE disk union DTI dream.jp MORITA TRIBECK CX Consulting Partner LEVVEJS 日本気象協会

Government offices

文部科学省 岩手県警察 神奈川県 福島県警察

(Note) The number of core subsidiaries of pure holding companies designated by listed companies and Japan Securities Dealers Association (as of the end of June 2023, according to our research)

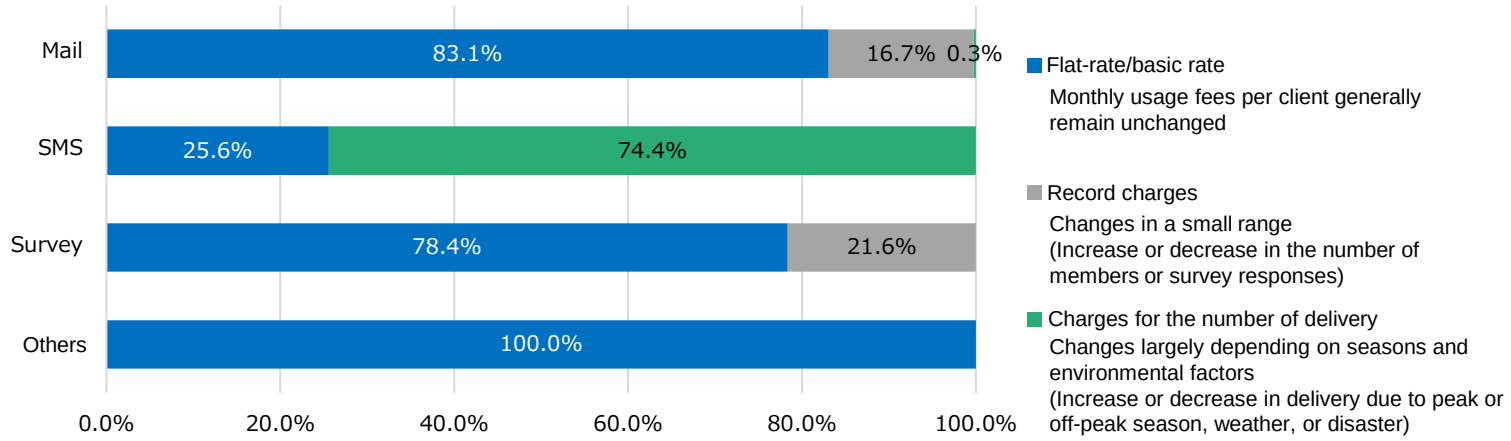
Sales classification

One-time-fee sales

One-time revenue such as initial setup sales and license sales at the time of service launch, and customization sales

Recurring fee sales

Revenue that is expected to continue, such as sales from SaaS service usage and software maintenance service
Different services and plans have different price determination factors



Recurring fee sales ratio

(Note) The above recurring fee sales composition graph shows the actual results for the period from January to December 2022

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 7.6 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.

Email delivery system

Cuenote® SR-S



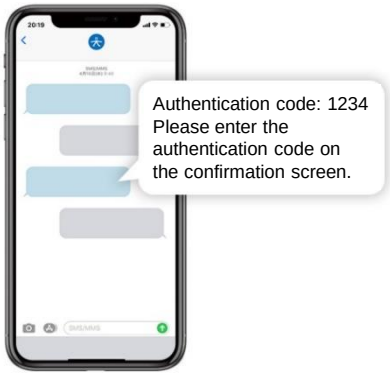
SaaS　Software

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.

About products

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.

Authentication service

Cuenote® Auth



SaaS

A secure authentication service utilizing SMS and IVR through phone numbers.
The authentication process can be easily implemented just by making a request to the API, after which an authentication code will be createdand sent.
It can be used for purposes such as identity verification, measures against resale for EC websites, unauthorized access prevention, etc.

About products

Online survey and form system

Cuenote® Survey

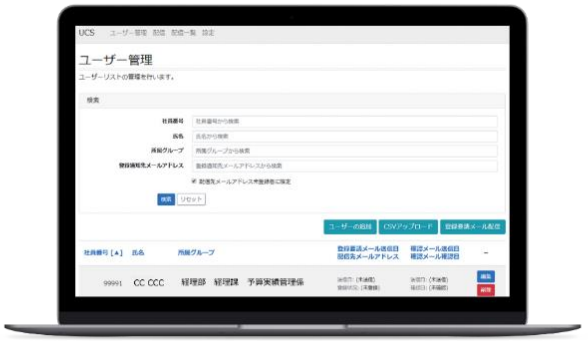


SaaS

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®



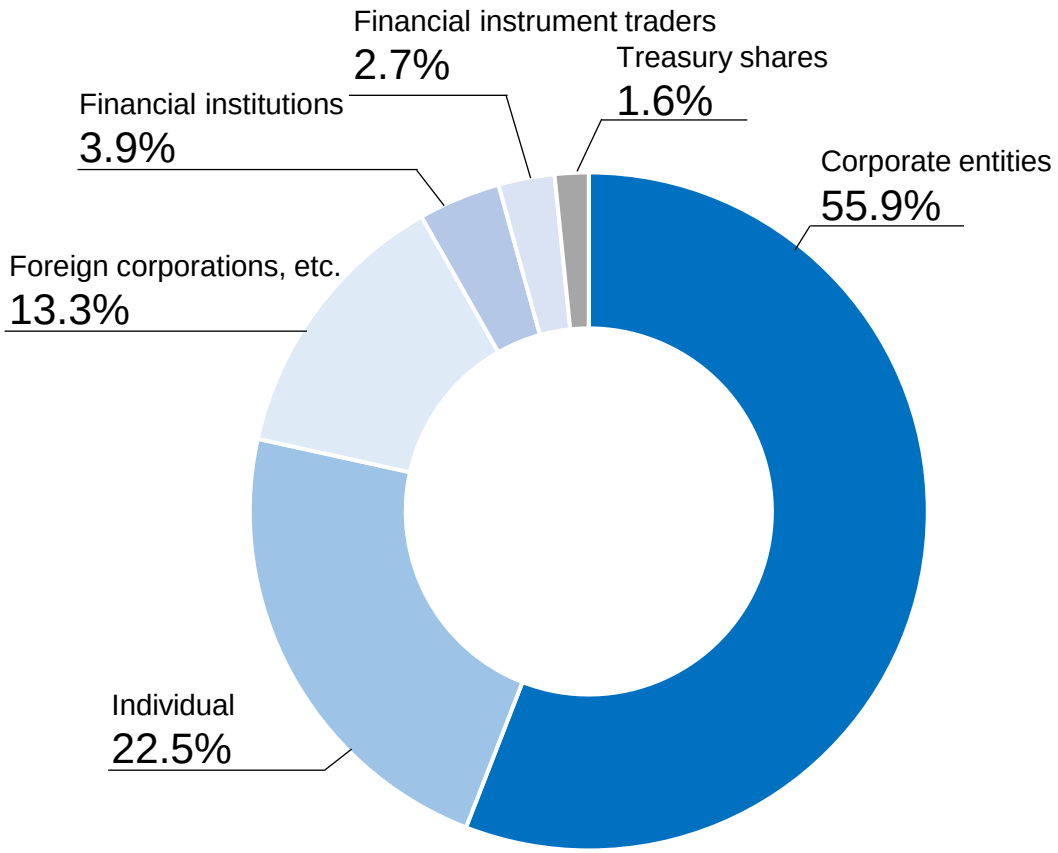
SaaS

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.

Stockholder composition (current as of end of June 2023)

YMIRLINK

Owned equity ratio



Disclaimer

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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.

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YMIRLINK