

## 2Q FY12/2021 Business Results Briefing Questions and Answers [Summary]

### **What are the factors behind the growth in the number of clients using automotive software?**

Firstly, the Company's services are not a mere provision of software that play a partial role in clients' business operations. Instead, they play essential roles in the management of the whole company, like ERP. This is not only because the Company diversifies the optional functions of the software, but also because it comprehensively provides services including CRM tools and groupware.

Secondly, expectations for the new software “.c Series” \* are rising. The new software is provided on the Company's platform, so it is highly scalable. This makes it easier to connect with other companies' systems and perform integrated management of multiple stores. Therefore, inquiries are increasing mainly from major companies which are not the Company's clients.

\*The company plans to begin providing the new software to general clients from 4Q FY12/2021.

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