

For Immediate Release

April 21, 2025

INTLOOP Inc.

**Transcripts of the Financial Results Briefing and Q&A session for  
Institutional Investors  
for the Second Quarter of the Fiscal Year Ending July 31, 2025**

The financial results briefing and Q&A session for the second quarter of the fiscal year ending July 31, 2025 (for institutional investors) was held on March 14, 2025. For details, please see below.

- Date and time of the event: Friday, March 14, 2025, 16:00-17:00
- Contact for inquiries regarding this matter: INTLOOP Inc., IR Team
- Email: [ir@intloop.com](mailto:ir@intloop.com)
- Website contact: <https://www.intloop.com/ir/inquiry/>  
(Japanese only)

«Reference materials»

The video recording of the briefing is available at the link below.  
(Japanese only)

<https://www.youtube.com/watch?v=yyhT9PqgSJY>

Results Presentation for FY25/7 Q2 (Announced on March 14, 2025)

<https://contents.xj-storage.jp/xcontents/AS04982/78e3370c/08fc/4244/8e82/c2e7234e3f0f/140120250313593556.pdf>

The Mid-to-Long Term Management Plan, INTLOOP “VISION2030”  
(Announced on September 13, 2024)

English follows Japanese.

<https://contents.xj-storage.jp/xcontents/AS04982/0c6cc689/db36/49e0/9db1/ab803bcc41c8/20240910104616108s.pdf>

## 1. Transcription of the financial results briefing

Greetings (on the occasion of the 20th anniversary of the company's founding)

Hirofumi Hayashi ("Hayashi"): I am Hayashi, Representative Director of INTLOOP Inc. I will now present the financial results for the second quarter of the fiscal year ending July 31, 2025. I will explain the executive summary and performance highlights.

Thanks to all of you, on February 25, 2025, we celebrated our 20th anniversary. We have launched a special anniversary website to continue to embody "Introduction" plus "Loop," which is the origin of our company name, and to "Pay it forward" to the many stakeholders who have supported our growth to date.

We look forward to your continued support as we strive to be more and more diligent in our efforts.

### Executive Summary (1)

First-half results show a 36.1% year-on-year increase in net sales to over ¥16.0 billion and a 92.7% year-on-year increase in operating profit to over ¥1.0 billion. Here, the operating margin is a little higher because the first quarter of the previous fiscal year did not include the DICS Group's results.

The reason for the increase in operating profit was that the gross profit margin improved as a result of a certain degree of selection and steady progress in high-profit projects, which is one of our 'INTLOOP "VISION2030"' initiatives of our mid-to-long-term management plan announced on September 13, 2024, namely, strengthening freelancer business and expanding consulting area.

### Executive Summary (2)

As described in the top of the slide as "Expansion of New Business Area," orders received through the capital and business alliance with ITOCHU Corporation increased and contributed to sales in the first half of the year. As part of our efforts to expand new business areas, we have established

a joint venture with Asahi Shokin Co., Ltd. and have begun development of a logistics DX system with the cooperation of Sony Semiconductor Solutions Corporation and MITSUI-SOKO Supply Chain Solutions, Inc. In the second half of the fiscal year, we plan to continue to aggressively expand into new business areas.

As for the outlook for the second half of the fiscal year, we will continue on our growth path we did in the first half. We will continue to transform our sales structure and focus on increasing high-profit projects in the future. In addition, we will continue to focus on mid-career hiring, mainly of high-level talent, as we did in the first half, but we have already factored in expenses into “VISION2030.”

#### Executive Summary (3) - Progress of Alliances-

Here is the progress of our alliance. On January 30, 2025, we established a joint venture company, Food Co-creation Partners Inc with Asahi Shukhi Co., Ltd. We intend to create a slightly unique company, a buyout fund specializing in the food industry.

On March 13, 2025, we started developing a DX system for logistics jointly with Sony Semiconductor Solutions Corporation (SSS) and MITSUI-SOKO Supply Chain Solutions, Inc. (MITSUI-SOKO SCS). As for this one, we are implementing functions using SSS’s technology and MITSUI-SOKO SCS’s knowledge.

As we have received several inquiries at this point, we expect to begin sales as soon as this development is completed.

#### Executive Summary (4) -Progress of INTLOOP “VISION2030”-

I would like to report on the progress of “VISION2030” semiannually.

I will report only a summary this time. In “strengthening freelancer business/expanding consulting areas,” the capital and business alliance with ITOCHU Corporation is progressing well, and business with the ITOCHU Group is increasing. We are transforming our sales structure and gradually shifting to a system that acquires high-profit projects by

revising prices.

In the area of "Expanding our solutions portfolio," after forming a capital and business alliance with Ideen Inc., we have already started sales and have received several inquiries. Regarding our business partnership with alt Inc., we are currently developing services in sequence. In addition to this, we are also working on the development of a logistics DX system, which I mentioned earlier, and we would like to continue to focus on AI-related areas.

In "Creating new open innovation businesses," we have launched the "INTLOOP Ventures Accelerator" and are gradually starting events and other activities involving venture companies in the next month or so. We would like to support the growth of venture businesses by applying our up-sell strategy and data program and connecting them to venture capital (VC).

Regarding "JV Co-Creation/Strengthening Fund Investment Business," the establishment of the joint venture with Asahi Shokuhin Co., Ltd. that I explained earlier has been completed.

In "Building a robust Group Management foundation," the core system replacement is in progress in preparation for operation in the next fiscal year, and part of the system is already in operation. In addition, we are continuing to hire high-level talent and intend to continue strengthening the group management structure.

#### 1 Earnings Highlights (1) (Consolidated, Year to Date)

As I mentioned, we have made good progress in the first half of the year, with sales, operating profit, and interim net income attributable to shareholders of the parent company increasing significantly over the same period last year. Here, in YoY, net sales increased 36.1%, operating profit increased 92.7%, and net profit increased by 105%.

#### 1 Earnings Highlights (1) (Consolidated, Year to Date)

The slide shows that we are shifting more and more to highly profitable

projects as I explained earlier. The gross profit margin for the first half was up 2.8 points from the same period last year, which is a considerable improvement from last year. However, there are some projects for which we are negotiating price revisions, so we intend to continue striving to expand our profit structure.

#### 1 Earnings Highlights (2) (Consolidated, Q2)

The slide shows the second quarter results. Regarding the year-on-year improvement rate of the gross profit margin, you can see that it was up 2.8 points in the first half of the year, but in the second quarter it was up 3.1 points, which also shows an improvement trend.

#### 1 Earnings Highlights (3) (INTLOOP non-consolidated, Q2/Reference)

INTLOOP non-consolidated earnings highlights. Today, we announced its financial results in the middle of the market. We have been watching the stock price movement today, and we believe that perhaps the biggest concern (for investors) is INTLOOP's non-consolidated sales.

Sales have progressed by 3.7% from the first to the second quarter of this term, but we are focusing on acquiring high-profit projects from this term and are screening projects. I think that the selection of this project was a factor in the fact that sales growth was limited to 3.7%. Instead, the gross profit margin improved by 4.4 points over the same period last year. By gradually shifting to high-profit projects in a manner similar to Othello, we expect to be able to return sales growth to its previous trend.

In addition, the operating margin has improved to 7.3%, which is due to our efforts to reduce advertising costs and improve efficiency, and we will continue to do so in the future. However, we intend to continue hiring high-level talent. As for whether or not we will be able to achieve the operating profit margin of 7.3% for the full year, we will maintain our earnings forecast for now.

#### 2 Progress toward consolidated full-year forecast (net sales)

The full-year consolidated forecast is based on the expectation that sales will increase in the third and fourth quarters, and sales in the first half of the year are 46% of the full-year plan. As in the past, we believe that

sales are progressing smoothly at this point.

### 3 Progress toward consolidated full-year forecast (operating profit)

Operating profit is higher than planned, but we also plan to invest in the future, such as in hiring costs. At present, we do not plan to change our earnings forecast, and we believe that we are generally progressing as planned.

### 4 INTLOOP's non-consolidated number of employees

This is about the growth in the number of employees. I think this is also a matter of concern for some investors. The graph on the right of the slide shows the structure and number of employees after the recruitment of new graduates in April 2025. As in the past, the number of employees increases in the third quarter when new graduates join the company, and then increases or decreases slightly.

With respect to the second quarter, it may appear that the increase in headcount has stayed at a bit of a standstill. There have been a few temporary retirements. However, if you look only at the number of delivery employees shown in the graph, the past trend has not changed much and is steady.

Other employees, on the other hand, are in the back office or sales positions. This is a system that allows us to efficiently manage the company without replacing employees who have left, in order to measure our muscular management structure. With regard to personnel, our policy is to increase the number of staff gradually while strengthening retention, and to operate the organization efficiently.

### 5 Number of registered freelancers and active freelancers (INTLOOP Inc., non-consolidated)

The number of registered freelancers is increasing steadily, with 48,143 registrations and 1,451 active freelancers. We are also working to increase the number of registered freelancers and the number of active freelancers by pursuing quality rather than simply increasing the number of freelancers, including by making advertising more efficient.

We will continue to improve both the number of registrations and the number of active freelancers while increasing efficiency.

[Reference] FY25/7 Consolidated Full-Year Forecast (Recap)

We are targeting net sales of 34,550 million yen, unchanged from the previous forecast. Gross profit is 8,742 million yen, operating profit is 1,969 million yen, and ordinary profit is 2,000 million yen.

As I mentioned earlier, operating profit is slightly ahead of plan, but there are some hiring expenses planned for the second half of the year. At this point, we are maintaining our performance forecasts for both net sales and operating profit.

This concludes the briefing on the financial results for the second quarter of the fiscal year ending July 2025. Thank you for your attention.

## 2. Transcription of Q&A session

Q&A: Hiring High-Level Talent

Moderator: The question is, “Is the hiring of high-level talent going smoothly?”

Hayashi: We have made steady progress in hiring up to the second quarter, but some positions are struggling. Therefore, I would say that our progress is about 70 or 80 points on a scale, and we are considering various ways to improve the situation. However, we are not in a situation where we are having trouble filling positions at this point.

Q&A: Roles and aims in “Logistics DX

Moderator: The question is, “What is the role and aim of INTLOOP in the logistics DX that was announced in a press release yesterday (March 13, 2025, ‘[INTLOOP develops a berth reservation management system that accelerates logistics DX](#)’ (Japanese only))?”

Hayashi: About two years ago, we formed a business alliance with MITSUI-

SOKO Supply Chain Solutions, Inc. (MITSUI-SOKO SCS). Although our company and MITSUI-SOKO SCS had many connections for small projects, it was difficult for us to create a large-scale project.

Also, MITSUI-SOKO SCS was originally a logistics subsidiary of Sony. I was a close friend of a board member of that logistics subsidiary, and we were talking about how we would like to create a more proper, large-scale project, when he introduced me to the Sony Semiconductor Solutions Group.

And while we were talking about “let’s develop something together”, the issue of logistics in 2024 came to the fore. This was because each logistics company had the issue of “logistics digital technology not being fully developed yet,” so we talked about “let’s create solutions one by one to solve this issue.”

First, we are working on a solution for a berth reservation management system (a system that optimizes the arrival and departure of trucks at distribution centers). We plan to continue creating solutions while narrowing down several themes. Creating solutions is a difficult job that involves interviewing people on the front line and then summarizing their requirements. However, it is precisely this kind of work that makes the most of consulting knowledge, and we are thinking of taking on this role.

#### Q&A: Aim of replacing the core system

Moderator: This is a question asking, “Please tell us about the aim of replacing the core system.”

Hayashi: We had continued to manage our business management mainly in Excel, but the said work was quite time-consuming. Currently, we are using AI for some of our operations to improve efficiency, and with the replacement of our core system, we will further improve the efficiency of our business management and sales operations.

#### Q&A: Selection of projects for the second half of the year and beyond

Moderator: This is a question asking, “Will you continue to select highly



profitable projects in the second half of the year and beyond?”

Hayashi: As you mentioned, we would like to proceed with our policy of selecting high-profitability projects and not accepting low-profitability projects. Our prices are still slightly lower than in the market. Therefore, our focus on switching to high-profit projects when a project is finished has not changed.

#### Q&A: About Highly Profitable Projects

Moderator: The question is, “Does the term ‘high-profit projects’ refer to upstream projects for business companies?”

Hayashi: There are high-profit projects not only for upstream projects for business companies, but also for downstream engineering projects. In addition, we are currently receiving inquiries from client companies about fairly large projects, so how we can organize our structure will be the key to our future success.

Until now, our theme has been to take on work with teams of 20 to 30 people, but now we are also receiving inquiries from client companies asking if we can put together teams of 50 to 100 people.

How we will organize a team of 50 to 100 people is a challenge for the future. We will continue to acquire high-profit projects while considering this issue.

#### Q&A: Effects of the capital and business alliance with ITOCHU Corporation

Moderator: This is a question asking for a more detailed explanation of the effects of the capital and business alliance with ITOCHU Corporation.

Hayashi: As I explained in our last financial results presentation (for the first quarter of the fiscal year ending July 31, 2025), our relationship with ITOCHU Techno-Solutions Corporation (CTC) has been particularly strong after the alliance last October. Since the alliance, the amount of transactions with the ITOCHU Group has increased by about 300% in the second quarter compared to the same quarter of the previous year before

the alliance.

#### Q&A: Full Year Earnings Forecasts Related to Expenses

Moderator: The question is, “You have left the full-year earnings forecast unchanged, but are there any other costs that are likely to increase other than the cost of hiring high-level personnel?”

Hayashi: Currently, we do not anticipate any increase in expenses other than for hiring high-level talent. We consider the cost of hiring high-level talent to be an investment for future growth. In particular, we would like to hire a certain number of upper-level consultants.

We also believe that the DX-related consulting division and PMO division still need to hire.

In addition, we intend to hire human resources more and more aggressively, not only management personnel but also delivery personnel. Based on the above, we leave our earnings forecast unchanged.

#### Q&A: Challenges in forming teams of 50+ people

Moderator: The question is, “What are the challenges of forming a team of 50 or more people?”

Hayashi: We have about 48,000 freelancers, so it is not so difficult to organize a team of 50 to 100 freelancers. On the other hand, we do not yet have enough people to organize such teams. The reason for this is that we are currently assigning members to multiple projects, including relatively small-scale projects, so it is difficult to include members at the senior manager level and above, who have a high utilization rate, in new projects.

In this regard, we are in the process of preparing to sequentially assign such senior manager or above employees to large projects at the time each project is completed.

Q&A: Progress in profits for the next fiscal year

Moderator: This is a question asking, “What is the current outlook for profits in the next fiscal year?”

Hayashi: We believe that hiring costs will be the biggest bottleneck in terms of profits for the next fiscal year. In the past, we have outsourced some of our recruitment needs to make up for a lack of staff, but we will now be implementing a more detailed in-house analysis of what kind of staff we need to hire for each position and level, and will use this as the basis for our hiring strategy. As a result, we believe we will be able to make further improvements to our hiring activities.

In addition, we would like to shift employees who are highly active as consultants to team management work, while also increasing the number of people who can do this work. We think that shifting the main role of delivery employees to team management is a challenge for the future.

Q&A: Progress of Food Co-creation Partners' Business

Moderator: The question is, “How is the joint venture company ‘Food Co-creation Partners Inc.’ progressing?”

Hayashi: We are making very good progress. We are currently in the process of identifying categories for future investments and are in the process of analyzing which categories are likely to grow the most. As soon as that is done, we will move on to the next step.

As for the first and second investments, we have decided to invest in a way that ensures a 100% success rate. For this reason, we are currently in the process of carefully selecting categories and discussing them.

Note: This document is a translation of the original Press Release in Japanese. It is provided for your reference and convenience only, without any warranty as to its accuracy or otherwise. In the event of any discrepancy, the original Press Release in Japanese shall prevail.