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For Immediate Release

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Answers to Questions Expected at the FY2025 Q3 Results Announcement

Thank you for your interest in INTLOOP. We would like to disclose below our answers to the questions that are expected at the time of the announcement of our FY2025 Q3 results.

The purpose of this disclosure is to strengthen our information dissemination to investors and to ensure fair disclosure. Although there may be some discrepancies in our responses due to the difference in time, these are our most recent policies and responses.

Our responses to other questions can be found on our website below (Japanese only).

"Investor Questions" URL: https://www.intloop.com/ir/question/

[FY2025 Q3 results]

1. Management environment

≪Question ①≫

What is the latest state of your business environment and future outlook?

≪Answer≫

While we continue to monitor the impact of U.S. tariff measures and other policies on business management, we do not expect a significant impact at this point. This is because we expect corporate IT investment to continue due to the extremely strong demand for digital transformation (DX) to solve the various challenges facing Japanese society, such as labor shortages and productivity improvement.

In particular, the use of cutting-edge technology that is generative AI is indispensable for companies to implement DX. We provide consulting services that use this technology in collaboration with other companies, including our alliance partner, Idein Inc.

≪Question ②≫

How are you performing compared to your full-year earnings forecast? Also, what is your outlook for the current fiscal year?

≪Answer≫

In the first nine months of FY25/7, net sales amounted to 24,787 million yen (up 26.5% year on year), and operating profit reached 1,514 million yen (up 56.8% year on year). These results are due to sales activities focusing on acquiring high-margin projects. While net sales for the first nine months remained at 71.7% of the

full-year forecast, operating profit progressed to 76.9% of the forecast and is expected to exceed the full-year forecast. Both net sales and operating profit reached record highs for a nine-month period. We will continue to implement the same sales strategy in Q4.
If it becomes necessary to revise our earnings forecast, we will announce the change promptly.

≪Question ③≫
Please reiterate your numerical plan for next year (FY26/7).
≪Answer≫
As outlined in our mid-to long-term management plan INTLOOP "VISION2030," we are planning net sales of 43.8 billion yen (up 27.0% from our FY25/7 plan) and operating profit of 3.1 billion yen (up 60.2% from our FY25/7 plan).
On a non-consolidated basis, at INTLOOP, we will continue to implement measures to strengthen the freelance business and expand the consulting area. Specifically, we will shift toward acquiring high-margin projects by reforming our sales structure and revise prices to improve profitability further.
Our net sales plan is mainly based on the growth in INTLOOP's and subsidiary DICS Group's existing businesses, with 33.9 billion yen planned for the former and 8.8 billion yen planned for the latter. We expect 1.1 billion yen of net sales to be generated from M&A and new businesses.
We will provide further details at our FY25/7 full-year results announcement and presentation scheduled on September 12.

2. Human resources (employees, freelancers)
≪Question ①≫
Why did the number of active freelancers at the end of Q3 increase only slightly?
≪Answer≫
The number of active freelancers increased moderately in Q3 since we prioritized acquiring projects with emphasis on profitability. We will continue to make efforts to further increase the utilization of freelancers.

3. Hiring
≪Question ①≫
Please explain the situation of acquiring high-level human resources.
≪Answer≫
We recruit high-level personnel to acquire personnel who will contribute to future growth in the medium to long term.
We have been strengthening our recruitment of high-level human resources since last fiscal year and have to hired 10 people at INTLOOP and 5 people at INTLOOP Strategy (three managing directors and two directors) between Q1 and Q3, in line with our plan for this year.
We will continue our recruiting activities for high-level personnel in Q4.

4. Progress of alliances
≪Question ①≫
Please tell us the progress of your capital and business alliance with ITOCHU Corporation[i], which was announced in October 2024.
≪Answer≫
ITOCHU Corporation has formed a "digital business group," led by ITOCHU Techno-Solutions Corporation ("CTC") and others, as a function required for the IT and digital utilization of companies, and provides optimal services according to various customer requests. As a member of the digital business group, we continue to strengthen our collaboration with the ITOCHU Group. Our business with the ITOCHU Group, especially CTC, has been expanding since this fiscal year, with transaction values increasing by approximately 200% year on

year in the first nine months of this year.
We will continue to help companies achieve DX by providing higher-quality IT services.

≪Question ②≫
Please tell us the details about the INTLOOP Ventures Innovation Community[ii] that launched in April of this year.
≪Answer≫
INTLOOP Ventures Innovation Community (IVIC) was launched as a community where INTLOOP Strategy, our group company that provides strategic consulting and promotes innovation, helps match startups with companies that provide human resources, funding, and other management resources.
Specifically, the community helps build robust, two-way networks between participating startups and investors and supporting companies through startup pitches to investors and regular events, such as study sessions led by experts.
This initiative is part of VISION2030's key strategy to expand our solution portfolio. However, the impact on our earnings is currently minimal. We will promptly disclose any matter that should be disclosed in the future.

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[i] *Notice Concerning Capital and Business Alliance with ITOCHU Corporation* (Press release dated October 24, 2024)
https://contents.xj-storage.jp/xcontents/AS04982/ef98692d/03e2/439d/924c/b3c1da560657/140120241024502204.pdf

[ii] *Launch of INTLOOP Ventures Innovation Community, a Community that Supports Matching Business Resources of People, Goods, and Funds* (Dated April 9, 2025 (Japanese only))
https://www.intloop.com/news/20250409/