



Q1 FY26/7

Results Presentation for First Quarter (Q1) of Fiscal Year Ending July 2026 (FY26/7)

INTLOOP Inc.

| Securities Code:9556 TSE Growth Market

December 12, 2025

1. Executive Summary
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1. Executive Summary

1 Q1 FY26/7 Results

- Net sales reached ¥9,631 million (up 21.0% YoY), and operating profit amounted to ¥697 million (up 37.8% YoY), both setting a new quarterly record high.
- Following the previous fiscal year, we focused on acquiring high-margin projects under our mid-to-long-term management plan, “INTLOOP VISION2030,” resulting in strong orders of projects for leading SIers. Accordingly, gross profit margin rose to 29.4%, improving to a level that surpassed the previous quarter and year-earlier results.
- DICS Holdings, a consolidated subsidiary, performed steadily backed by strong DX demand, contributing to the increase in consolidated revenue and profit.

2 Enhancing Human Capital

- Following the previous fiscal year, steady progress was made in securing high-level talent to serve as the core of our business.
- In addition to managing director/director-level consultants, we successfully acquired executive sales staff to accelerate business expansion (see page 9).
- Mid-career recruitment also progressed well, mainly for consultants and engineers, with a focus on PMO services. Over 100 job offers for new graduates were secured as well, scheduled to join the Company in April 2026.
- In light of the growing number of employees, we decided to lease an additional office space near our current Tokyo head office. The planned move-in date is June 2026, with no impact on the current fiscal year's performance.

3 M&A / Organizational Restructuring

- In September 2025, we acquired all shares of COMTEC CO., LTD., a company engaged in telecommunication infrastructure construction, as a subsidiary of DICS Holdings. By integrating the businesses of Nihon DICS (conducting IT infrastructure design and operation) and COMTEC (providing comprehensive telecommunication infrastructure work, from design to installation and maintenance), we have strengthened our structure to capture demand in high-growth areas such as data center construction and next-generation telecommunication infrastructure projects.

4 Capital Policy

- We conducted a stock split (at a ratio of two shares for every one share) effective September 1, which contributed to improved liquidity after the split.
- The share price marked a new all-time high of ¥4,875 (on September 26, 2025) following the announcement of the previous financial results.

5-1 Outlook for Q2 and beyond

- The full-year forecast for the current fiscal year projects net sales of ¥43.8 billion and operating profit of ¥3.1 billion (remaining unchanged from the previous forecast; see page 18).

5-2 Outlook for Q2 and beyond

- Continuing from FY25/7, we will promote business by prioritizing the acquisition of high-margin projects. We aim to further improve the gross profit margin and achieve the above-stated forecast for net sales, operating profit, and other metrics.
- As mentioned previously, mid-career recruitment is progressing smoothly. As these new hires become fully operational, they are expected to accelerate future sales growth and significantly contribute to expanding results from Q2 through 2H and achieving the full-year forecast.
- We remain actively engaged in M&A and, on November 13, acquired the “Techpit” programming learning platform business (with approx. 19,000 cumulative registered users and over 140 courses) operated by Techpit, Inc., via a business transfer. Through this business transfer, we aim to expand our database of freelance talent and strengthen our service offering capabilities.

Following the previous fiscal year, we are aggressively working to hire high-level talent in the current fiscal year.



INTLOOP Inc.

Q1: hired 3 persons in total

	Delivery	Other	Total
(Ref.) FY25/7 total	6	7	13
Q1	0	3	3



INTLOOP Strategy Inc.

Q1: hired 7 persons in total

	Managing Director	Director	Total
(Ref.) FY25/ 7 total	4	4	8
Q1	4	3	7



INTLOOP Project Management Inc.

Q1: hired 7 persons in total

	Managing Director /Director	シニア マネジャー	Total
(Ref.) FY25/7 total	—	—	—
Q1	0	7	7

In September 2025, DICS Holdings Corporation acquired all the shares of COMTEC CO., LTD., a company engaged in the telecommunication facility business and the construction design work for information and communication system-related facilities.

【Company overview】

Company name	COMTEC CO., LTD.
Location	5F Takenotsuka Building, 3-10-1 Takenotsuka, Adachi-ku, Tokyo
Representative	Teruhiko Naoi, Representative Director
Established	April 2002
Business scope	Telecommunication facility business, IT-related business, and services ranging from cable laying for communication circuits to the installation and maintenance of exchange and terminal equipment. Design, implementation, and management of construction work for information and communication system-related facilities. Design, installation, and management of network systems. Sales, design, installation, and maintenance of communication system equipment.
No. of employees	27

【Purpose of share acquisition】

1. Comprehensive DX support bridging IT and telecommunications
2. Accelerated growth through the integration of customer bases
3. Social contribution by strengthening the DX infrastructure

【Features/strengths】

1. High construction and installation management capability and wide-ranging execution capacity
 - Provides end-to-end services, with a focus on telephone, LAN, and electrical work, extending to the installation of security cameras and OA equipment installation.
 - Achieves high-quality execution by leveraging a nationwide network of partner companies.
2. Technical reliability based on diverse qualifications and legal permissions
 - Covers the fields of communication, electricity, and security comprehensively with its own in-house technical experts.
3. Comprehensive service provision capability covering diverse technical areas
 - Enables the completion of telecommunication infrastructure development by placing orders solely with the company, instead of relying on vendors.
 - Achieves high operational efficiency and cost performance through an integrated work system.

[Reference] INTLOOP Group's Service Areas

We comprehensively cover the support offerings, from strategy and project management, upstream consulting services, and downstream processes like system development and operations/maintenance to AI, digital marketing, and human resources areas, thereby providing end-to-end support to our clients.

Business areas		Clients								Business areas
		intloop Strategy	Public services	Manufacturing	Finance /insurance	Information /communications	Services	Retail/logistics /trading houses	Other	
Consulting	Strategic consulting		pm intloop Project Management							
System planning /implementation	PMO consulting									
	IT consulting									
System development /maintenance (Technology solutions)	Apps					intloop イントロループ				
	Infrastructure									
	Offshore development			kozocom						
	Facility									
Digital marketing	Project support					comtec communication & technology				Professional talent placement
	Marketing support					intloop イントロループ				
Human resource development	Training/OD/management					N-Stage Corporation				
New Business Development	cutting-edge technology									
	Open innovation									
	Fund		intloop Strategy							

2. Earnings Highlights

Net sales, operating profit, and profit attributable to owners of parent all showed significant YoY increases.

	Net sales		Operating profit		Profit attributable to owners of parent	
Q1 FY26/7	9,631 million yen		697 million yen		373 million yen	
YoY	+1,669million yen (FY25Q1:7,962million yen)	+21.0%	+191million yen (FY25Q1:506million yen)	+37.8%	+133million yen (FY25Q1:240million yen)	+55.7%

Progress has been made in expanding high-margin projects under the “Strengthening Freelance Business/Expanding Consulting Areas” initiative, a key measure of the mid-to-long-term management plan “INTLOOP VISION2030”.

Earnings Highlights (2) (Consolidated/Q4)

Gross profit margin continued to improve, driven by the successful acquisition of high-margin projects. Profits increased strongly, successfully absorbing aggressive investments in human resources.

(Millions of yen)

	Q1 FY26/7	Year-earlier period (Q1 FY25/7)		Previous quarter (Q4 FY25/7)		Earnings forecast (FY26/7 full year)	Progress rate (FY26/7 full year)
		Actual	Change rate	Actual	Change rate		
Net sales	9,631	7,962	21.0%	8,764	9.9%	43,800	22.0%
Gross profit	2,831	2,146	31.9%	2,459	15.1%	11,700	24.2%
Gross profit margin	29.4%	27.0%	+2.4pts	28.1%	+1.3pts	-	-
Operating profit	697	506	37.8%	671	3.9%	3,100	22.5%
Operating margin	7.2%	6.4%	+0.8pts	7.7%	(0.5pts)	-	-
Ordinary profit	694	503	37.8%	665	4.3%	3,200	21.7%
Profit before income taxes	694	458	51.5%	689	0.7%	-	-
Profit attributable to owners of parent	373	240	55.7%	514	-27.4%	2,100	17.8%

Earnings Highlights (3) (Non-Consolidated/Q4)

Non-consolidated gross profit margin also showed steady improvement.
Improved profitability helped accelerate human resource investment for future growth.

(Millions of yen)

	Q1 FY26/7	Year-earlier period (Q1 FY25/7)		Previous quarter (Q4 FY25/7)	
		Actual	Change rate	Actual	Change rate
Net sales	7,176	5,982	20.0%	6,840	4.9%
Gross profit	2,177	1,662	31.0%	2,046	6.4%
Gross profit margin	30.3%	27.8%	+2.5pts	29.9%	+0.4pts
Operating profit	469	365	28.3%	543	-13.7%
Operating margin	6.5%	6.1%	+0.4pts	7.9%	(1.4pts)
Ordinary profit	465	366	27.2%	539	-13.7%
Profit before income taxes	465	320	45.3%	563	-17.3%
Profit attributable to owners of parent	304	198	53.1%	457	-33.4%

(1) Net sales

- Continued marketing activities focused on securing high-margin projects with key customers and through acquiring team-based projects.

(2) Gross profit margin

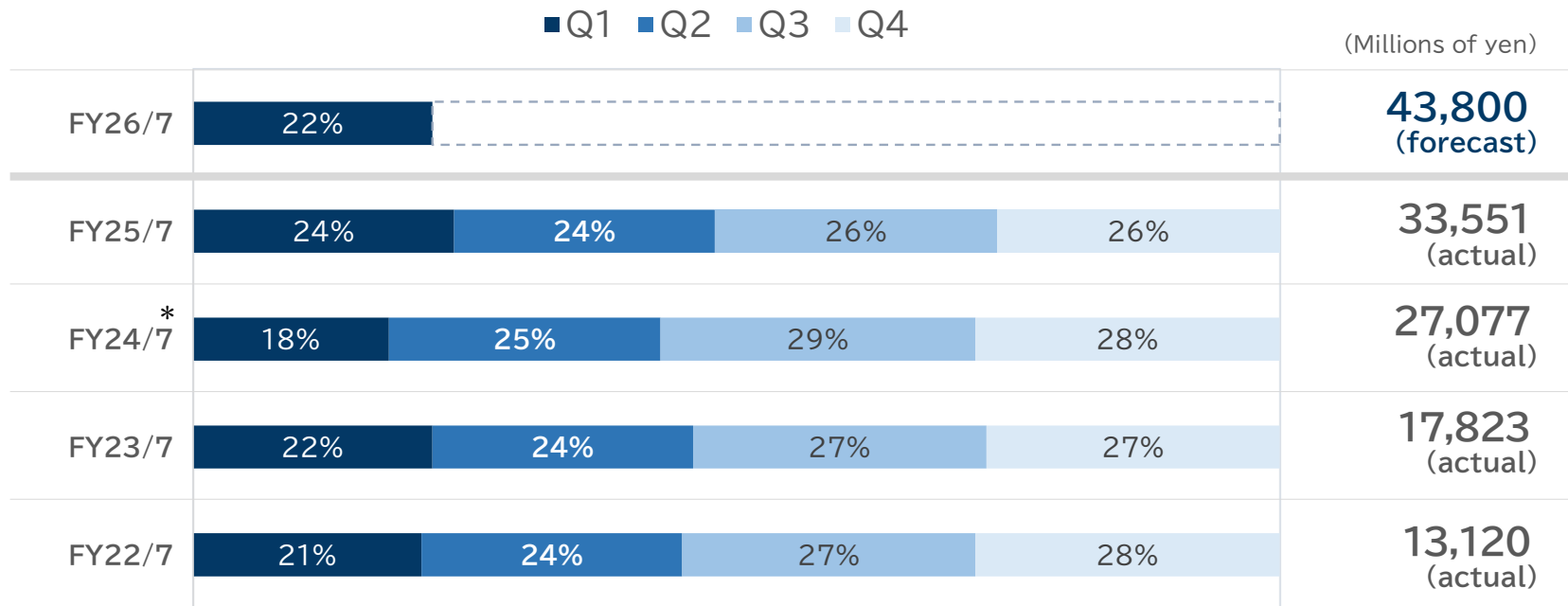
- The gross profit margin continued to improve, following the previous and year-earlier quarters, due to the acquisition of high-margin projects.

(3) Operating profit

- Proactively executed mid-career hiring as a human resource investment. As a result, the number of delivery employees increased by 28 from the end of FY25/7, which is expected to contribute to sales from 2H and beyond.
- Secured the necessary resources for implementing cutting-edge technologies, such as business DX and AI, and recorded a portion of the costs as outsourcing expenses.
- Efficiency improvements in advertising expenses have continued since Q4 FY24/7, with a focus on cost-effectiveness.

Progress toward Full-Year Consolidated Forecast (Net Sales)

The acquisition of high-margin projects led to a strong start toward achieving the full-year forecast.



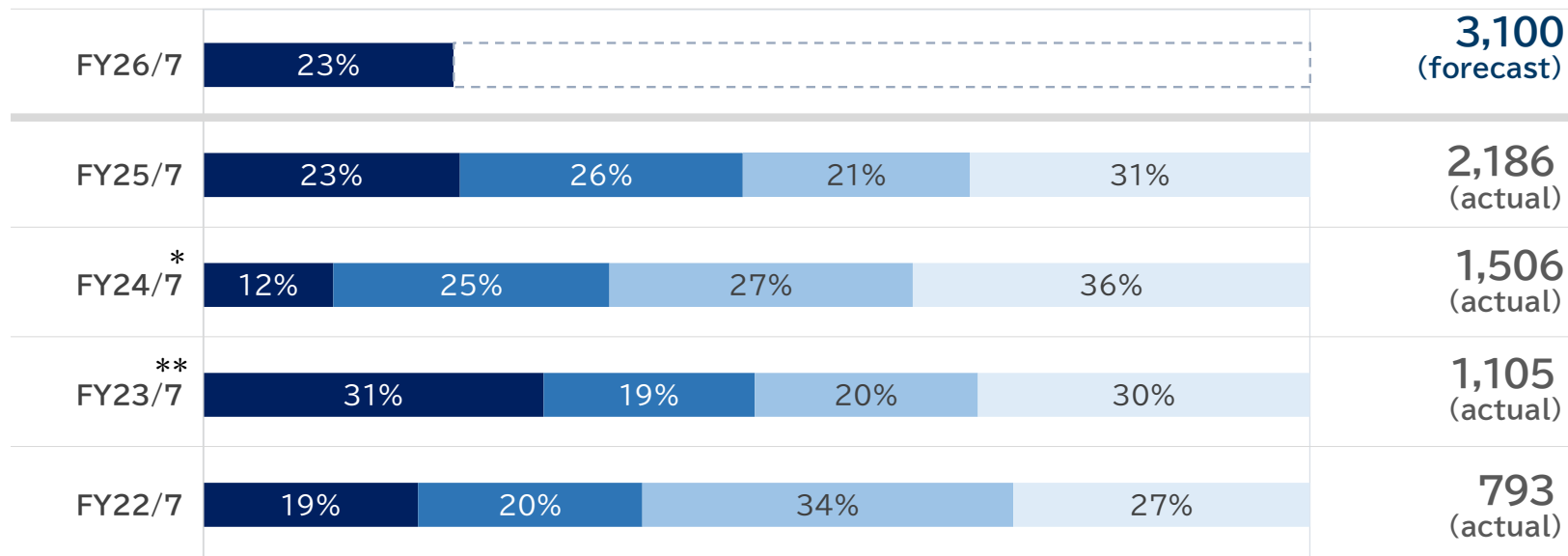
* The DICS Group became consolidated starting from Q2 FY24/7.

Progress toward Full-Year Consolidated Forecast (Operating Profit)

Operating profit progressed solidly, as we successfully secured profits while making aggressive investments in human resources.

■ Q1 ■ Q2 ■ Q3 ■ Q4

(Millions of yen)



* The DICS Group became consolidated starting from Q2 FY24/7.

** Operating profit was temporarily elevated in Q1 FY23/7 due to a change in the salary system, resulting in no provision for bonuses recorded.

(Millions of yen)

	FY25/7 (actual)	FY26/7 (forecast)	Change rate
Net sales	33,551	43,800	+30.5%
Gross profit	9,184	11,700	+27.4%
Operating profit	2,186	3,100	+41.8%
Ordinary profit	2,217	3,200	+44.3%
Profit attributable to owners of parent	1,367	2,100	+53.5%

3. APPENDIX

1 Company Profile

Company Name	INTLOOP Inc.
Representative Director	Hirofumi Hayashi
Headquarters	AKASAKA GREEN CROSS 27F, 2-4-6, Akasaka, Minato-ku, Tokyo, Japan
Foundation	February 25, 2005
Capital	2,012 million yen (including capital surplus)
Fiscal Year	From August 1 to July 31
Consolidated Net Sales	33,551million yen (FY25/7)
No. of Employees (Consolidated Basis)	1,425 (as of October 31, 2025)

Lines of Business	<ul style="list-style-type: none"> • Business Strategy and BPR consulting • IT Consulting • Project Management Support • Professional Consultant Staffing and Placement • New Business Development and Sales Promotion Support
Group Companies	<p>DICS HOLDINGS*</p> <p>Nihon DICS*</p> <p>iT Partners*</p> <p>N-Stage*</p> <p>COMTEC CO., LTD.*</p> <p>KOZOCOM, Inc.</p> <p>KOZOCOM Vietnam Company Limited</p> <p>INTLOOP Strategy Inc.(unconsolidated)</p> <p>INTLOOP Project Management Inc.(unconsolidated)</p> <p>*DICS Holdings is a pure holding company of NIHON DICS, iT Partners, N-Stage, and COMTEC, a group of IT service companies mainly engaged in SI, IT infrastructure, BPO, and facilities as their core businesses.</p>

2 Management Structure



Representative Director

Hirofumi Hayashi

Apr 1996 Joined Andersen Consulting (currently Accenture Japan Ltd.)
In charge of consulting for the manufacturing industry
Corporate planning at a venture company

Feb 2005 Established INTLOOP Inc. and assumed post of Representative
Director (to present)



Director

Chikara Uchino

Apr 1996 Joined Andersen Consulting (currently Accenture Japan Ltd.)
General Manager in several operating companies
Mar 2017 Joined INTLOOP Inc. as General Manager
Jan 2019 Director and General Manager of INTLOOP Inc. (to present)



Director

Mitsuo Tobe

Apr 1985 Joined Ushio Tokushu Setsubi Co., Ltd.
Feb 2019 Established DICS Holdings Corporation, Inc. and assumed the post
of Representative Director and CEO (to present)
Oct 2025 Director of INTLOOP Inc. (to present)



Outside Director (ACM)

Akio Kawabata

Apr 1967 Joined Tokyo Shibaura Electric Co., Ltd.
(currently Toshiba Corporation)
Sep 2016 Joined INTLOOP Inc.; as Corporate Auditor
Oct 2021 Appointed Outside Director (ACM) of INTLOOP Inc. (to present)



Outside Director (ACM)

Fumio Koyama

Apr 1979 Joined Arthur Andersen (currently Accenture Japan Ltd.)
Oct 2021 Appointed Outside Director (ACM) of INTLOOP Inc. (to present)



Outside Director (ACM)

Koji Shimoinaba

Apr 1977 Joined Sumitomo Bank (currently Sumitomo Mitsui Banking Corporation)
Oct 2021 Appointed Outside Director (ACM) of INTLOOP Inc. (to present)

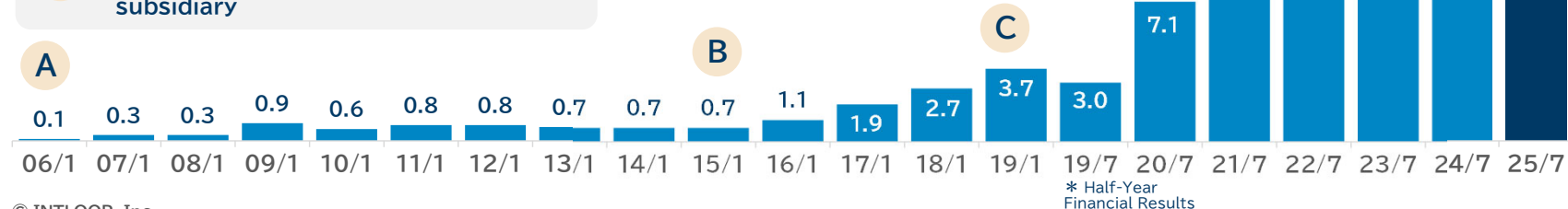
3 Sales Since Inception

CAGR of 47.2% in the last 10 fiscal years

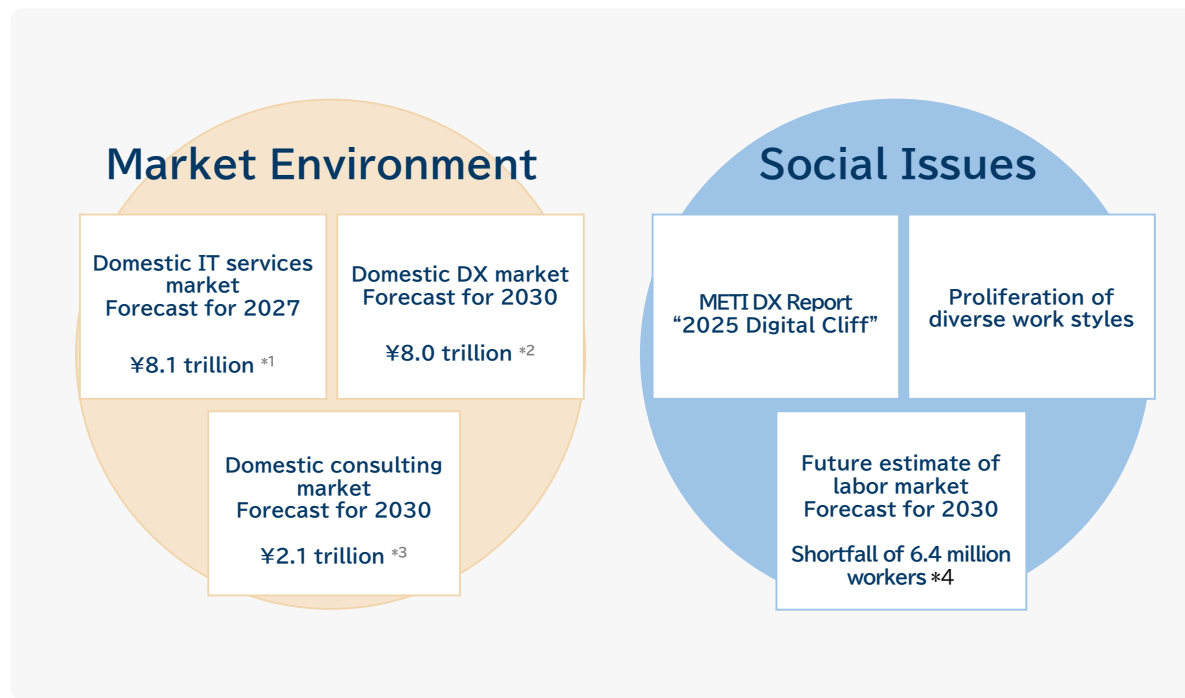
Steps to Growth

- A Started consulting services for the manufacturing Industry
- B Major renewal of the matching website for freelance consultants
- C Began considering going public due to capital needs resulting from business expansion
- D Listed on the TSE Growth Market on July 8, 22
- E DICS Group became consolidated subsidiary
- F KOZOCOM, Inc. became a consolidated subsidiary

Last 10 fiscal years:
CAGR 47.2%



Continued growth expected in IT services and digital transformation (DX) markets



Market Environment

The domestic consulting, DX and IT services markets in which we operate are expected to continue to grow.

Social Issues

There is an urgent need to provide human resources, regardless of the form of employment, due to the shortage of workers, especially highly skilled workers mainly in the IT field, and the proliferation of diverse work styles.

^{*1} IDC Japan, 2024

^{*2} Fuji Chimera Research Institute, Inc., 2024

^{*3} Codawari Business Consulting Inc., 2024

^{*4} PERSOL RESEARCH AND CONSULTING Co., Ltd./Chuo University, 2018

5 Business Model (INTLOOP Inc., Non-Consolidated)

Our strength lies in supplying highly professional human resources and consulting services provided by our employees



Characteristics of our business model

- We introduce projects and provide matching services to freelancers we attract through web marketing.
- We stand between clients and freelancers, making proposals for projects of various sizes, from one person to teams.
- With a human resources database of approx. 53,000 people, we can help solve a wide variety of problems.
- We provide job change support and welfare services to freelancers.

Why client companies choose INTLOOP

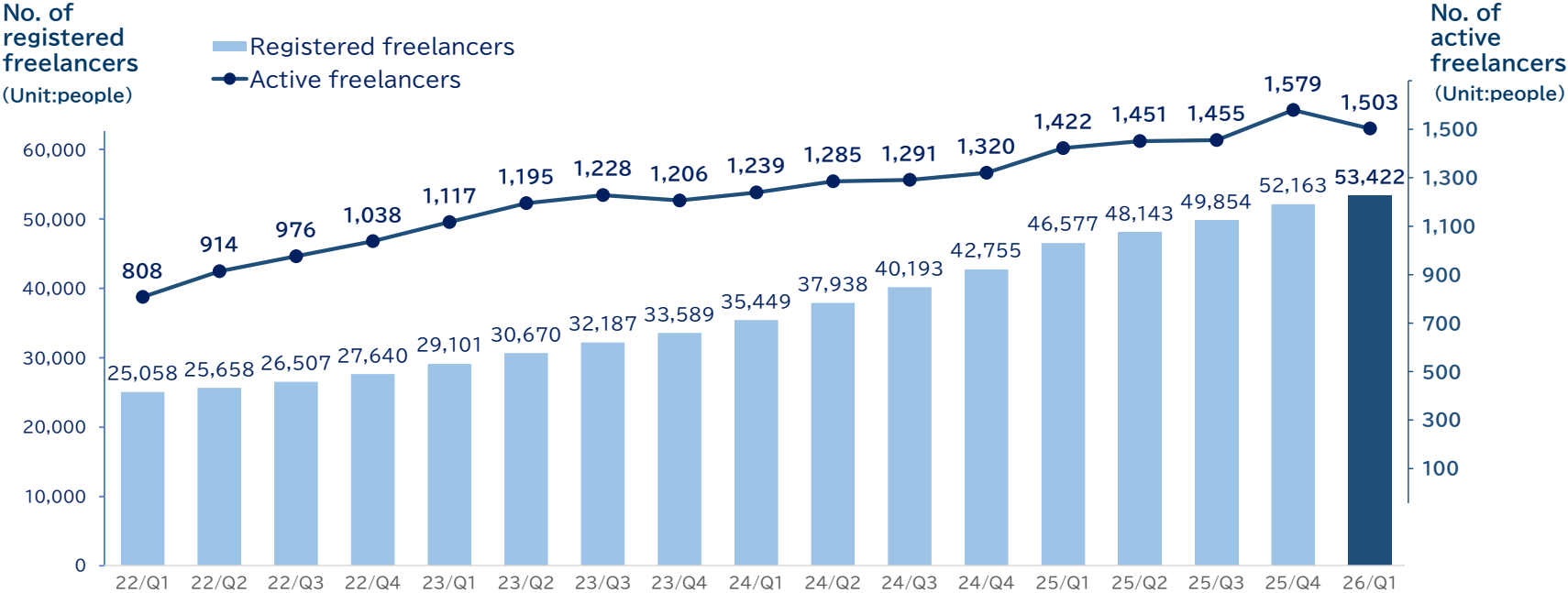
- We help recruit, improve work performance and reduce fixed costs for companies that are struggling to find competent employees due to diversifying work styles and a shrinking workforce.
- We ensure a stable supply of highly skilled human resources through our ability to attract freelance human resources and support them in sales and welfare management after we acquire them.
- We offer high-quality services through hybrid teams comprising employees and freelancers.

* As of the end of April 2025

6 Number of Registered Freelancers and Active Freelancers (INTLOOP Inc., Non-Consolidated)



The number of registered freelancers has steadily expanded, even as we work to optimize advertising expenses. Although the number of active freelancers faced a temporary adjustment, the increasing trend continues.



Number of
Delivery Employees

426 Q1/26



Consulting services

- Strategy consulting (New Business Development / M&A / PMI)
- IT consulting (System Implementations / Pre-sales Support)
- Business consulting (SCM / CRM / ERP / BPR / BPM / RPA)



Technology solutions

- System Development / Implementation Support (SE / PG)
- SES Support
- Support for advanced technology implementation (AI / IoT / Big Data)
- Nearshore / Lab Development



PMO services

- Individual PMO/Divisional PMO/Companywide PMO/User PMO Support
- PMO x Industry Knowledge (financial, manufacturing, chemical, etc.)
- PMO x Designation of company of origin (e.g., major consulting firm)
- PMO x Package Knowledge (SAP, SFDC, etc.)
- PMO x Development Methodology Knowledge (Agile, etc.)
- PMO x Tech Knowledge (DX, Cloud, etc.)

Number of
Non-Delivery Employees

319 Q1/26



Web services

- Digital Strategy
- Digital Marketing
- Data Utilization
- New businesses / services utilizing digital technology, etc.



Professional human resources utilization services

- Professional Consultants (Freelancers)
- Professional Engineers (Freelancers)
- Professional Marketers (Freelancers)



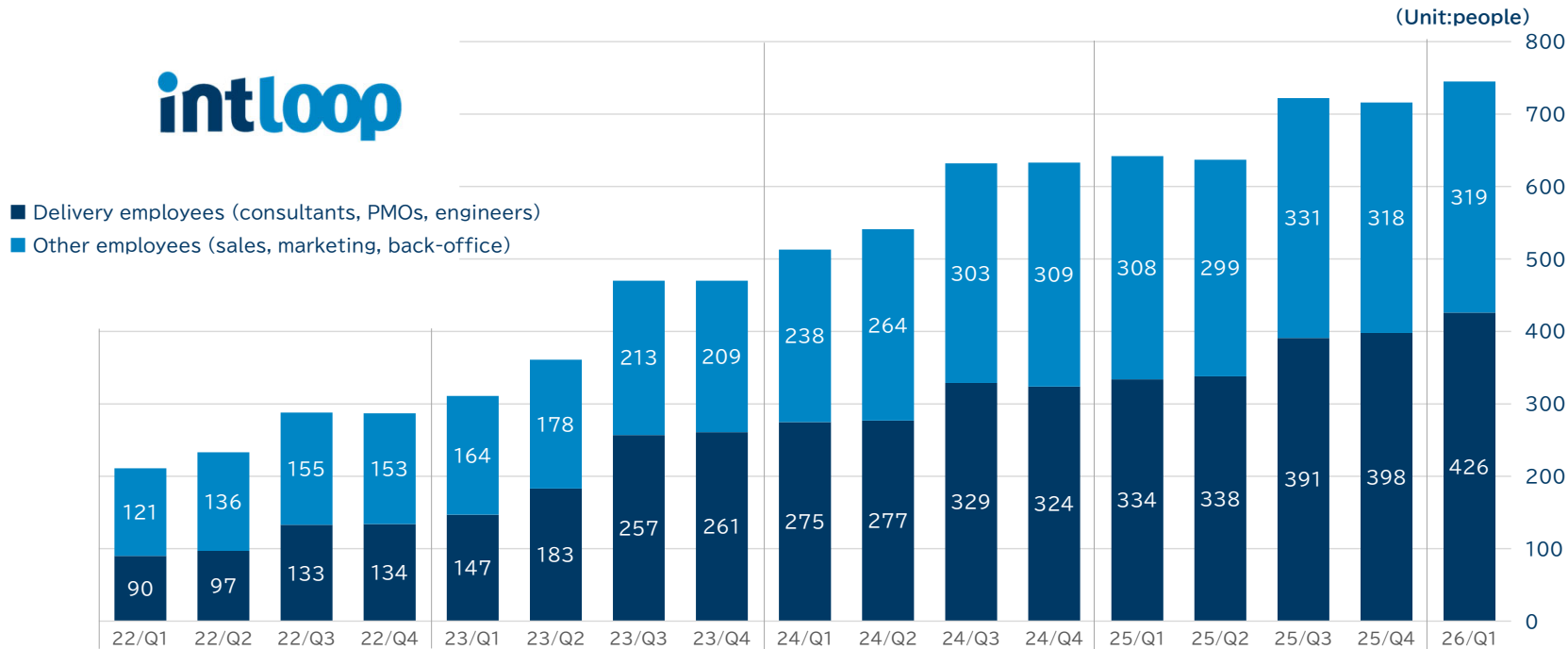
Professional human resources job change support services

- Human Resource Agents
- Headhunting

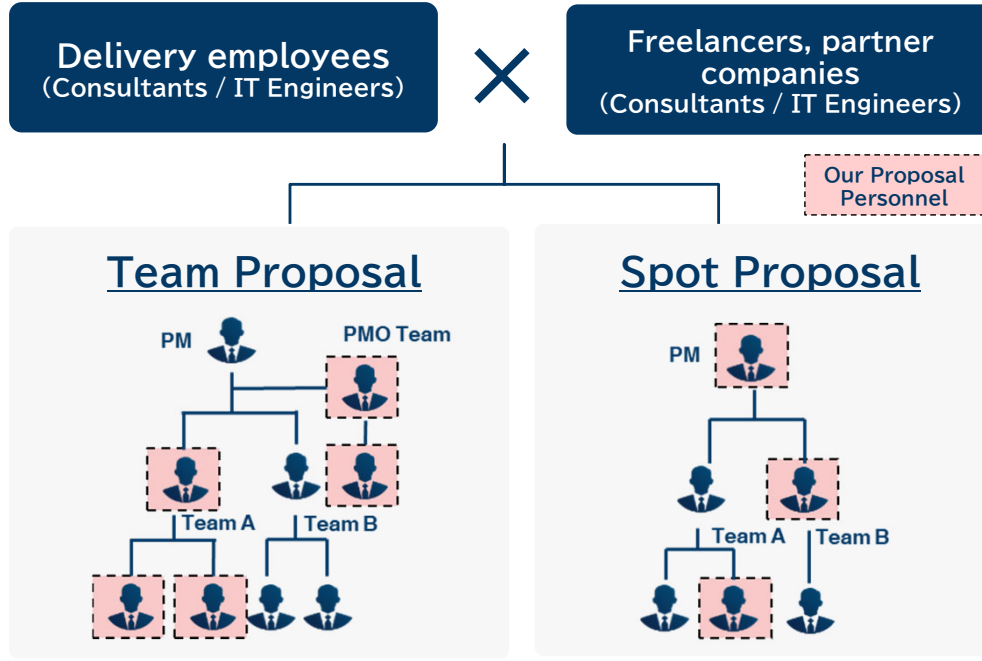


8 Number of Employees (INTLOOP Inc., Non-Consolidated)

The number of employees was 745 in Q1 FY26/7, increasing as planned and mainly with delivery employees.



Hybrid Team



Our features

Hybrid teams with freelancers, led by our employees.

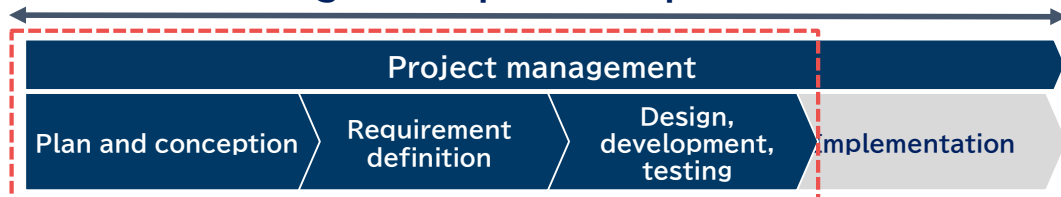
Able to support resources in different positions by recognizing risks from the inside through resource management support.

Team Proposals

Sub-projects of larger projects.

Highly specialized cross-functional areas.

Strength in upstream processes



➔ We not only participate in upstream processes leveraging our consulting expertise, but also cover downstream processes.

Unit price of projects, gross profit margin	Number of client companies, sales ratio by client
<p>■ Enterprise:</p> <p>Project unit price Man month (avg.) 1.4 to 3 million yen</p> <p>Gross profit margin 40%~70%</p>	<p>No. of client companies More than 500</p>
<p>■ SIers and consulting firms:</p> <p>Project unit price Man month (avg.) 1.2 to 1.4 million yen</p> <p>Gross profit margin 20%~30%</p>	<p>Sales ratio by client</p> <p>Enterprise SIers Consulting firms</p> <p>2 : 5 : 3</p>

Characteristics

- Our strengths are in our participation from upstream processes and especially in DX projects, such as implementing core systems.
- Enterprise clientele is not biased toward certain sectors and is broad-based.
- We are currently reforming our sales system with a particular focus on winning high-margin projects.

FY30/7 Target: Net sales ¥100 billion, operating profit ¥15 billion

We have established INTLOOP “VISION 2030,” in which we aim to achieve net sales of ¥100 billion and operating profit of ¥15 billion between FY25/7 and FY30/7.

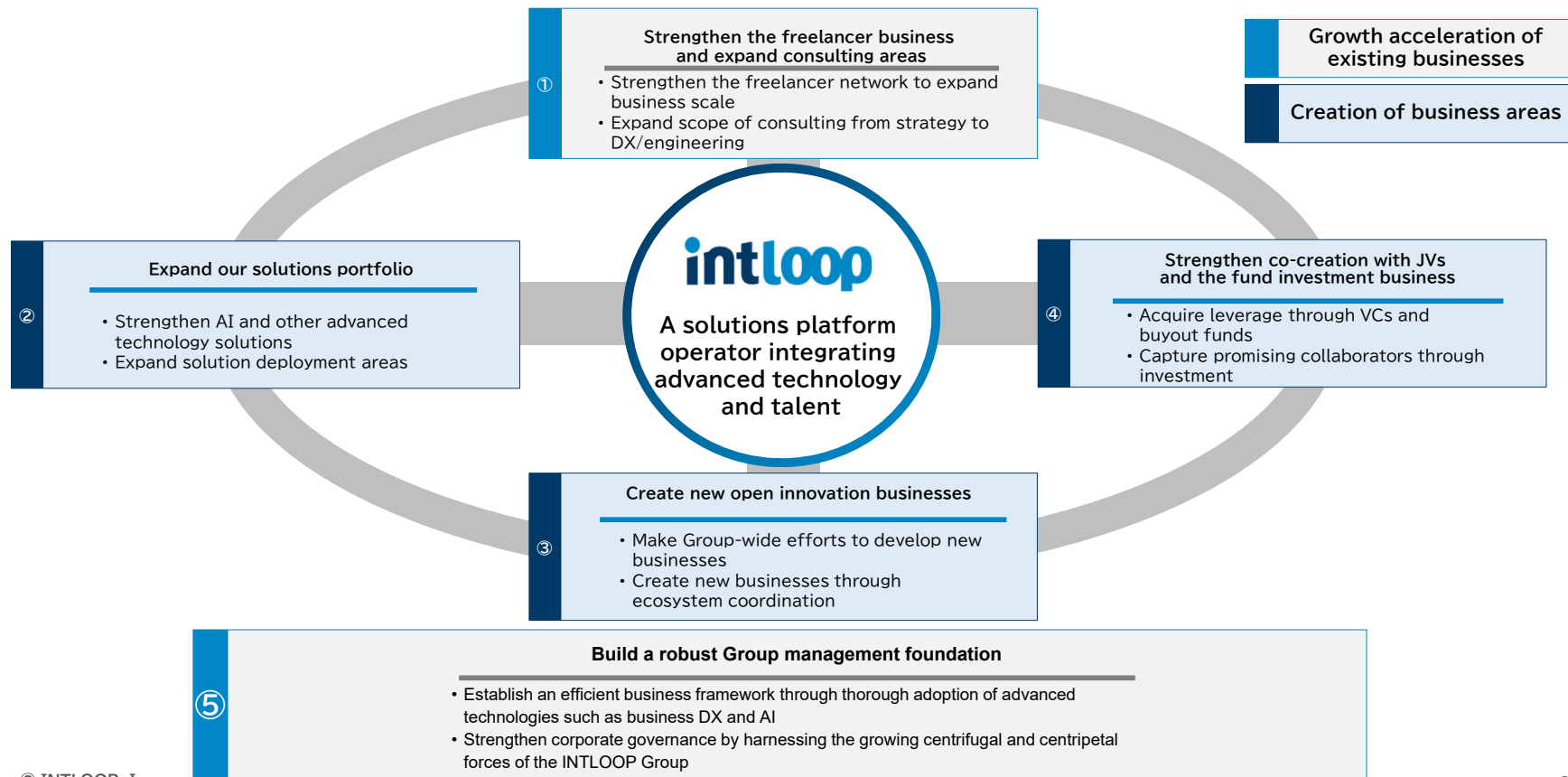
To achieve our target, we will focus on the following activities for “growth acceleration of existing businesses” and “creation of business areas.”

[Key Strategy]

1. Strengthen the existing freelancer business and expand consulting business areas
2. Expand our solutions portfolio, especially in the DX domain that includes edge AI
3. Promote new open innovation through startup collaboration and investment, etc.
4. Strengthen M&As, investments in VCs, and the fund investment business based on co-creation with JVs
5. Build a robust Group management foundation to achieve 1 through 4 above

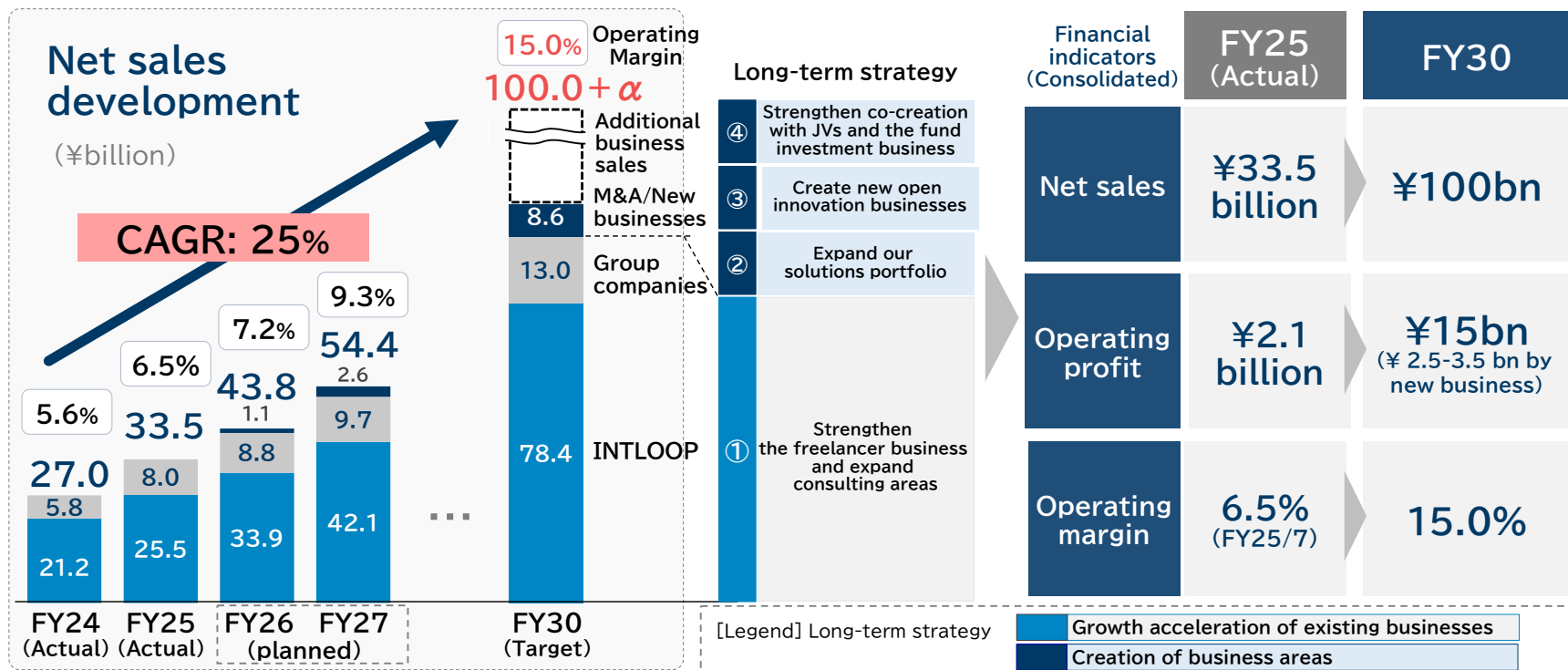
11 Mid-to-Long Term Management Plan

INTLOOP “VISION2030”(2) -Key Strategy-



11 Mid-to-Long Term Management Plan INTLOOP “VISION2030”(3) –Financial Indicators-

Gradually improve profitability of existing businesses in FY25-27 and achieve higher profitability through new businesses toward FY30



Upcoming calendar

Q2 FY26/7 financial results
announcement and briefing

Friday, March 13, 2026

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