

FY2024.8 First Quarter Financial Results

coconala Inc. (TSE Growth Market: 4176)

January 15, 2024

01

Company Overview



Marketplace



Skills marketplace for buying and selling services online



Media



Matching of legal advice seekers and lawyers. through media for searching for lawyers

Agent



Referral of engineers and designers for outsourcing projects in IT development



Referral of people to assist in business on an as-needed and time charge basis



Referral of high-class creators in their real names with contracts made via coconala



Referral of high-class consultants for outsourcing projects (in preparation)





Our Vision and Mission

Vision

Create a world where each person lives their “own story.”

Mission

Provide a platform to empower individuals by making their knowledge, skills and experience visible and connecting them to those who need them

01 Opportunity for Everyone

- For Business / For Private
- Individual / Corporation
- Buyers / Sellers
- Amateurs / Professionals



02 Free from Constraints

- Time
- Place
- Environment
- Age



03 Fair Trade

- Visualization of information
- Optimization of matching



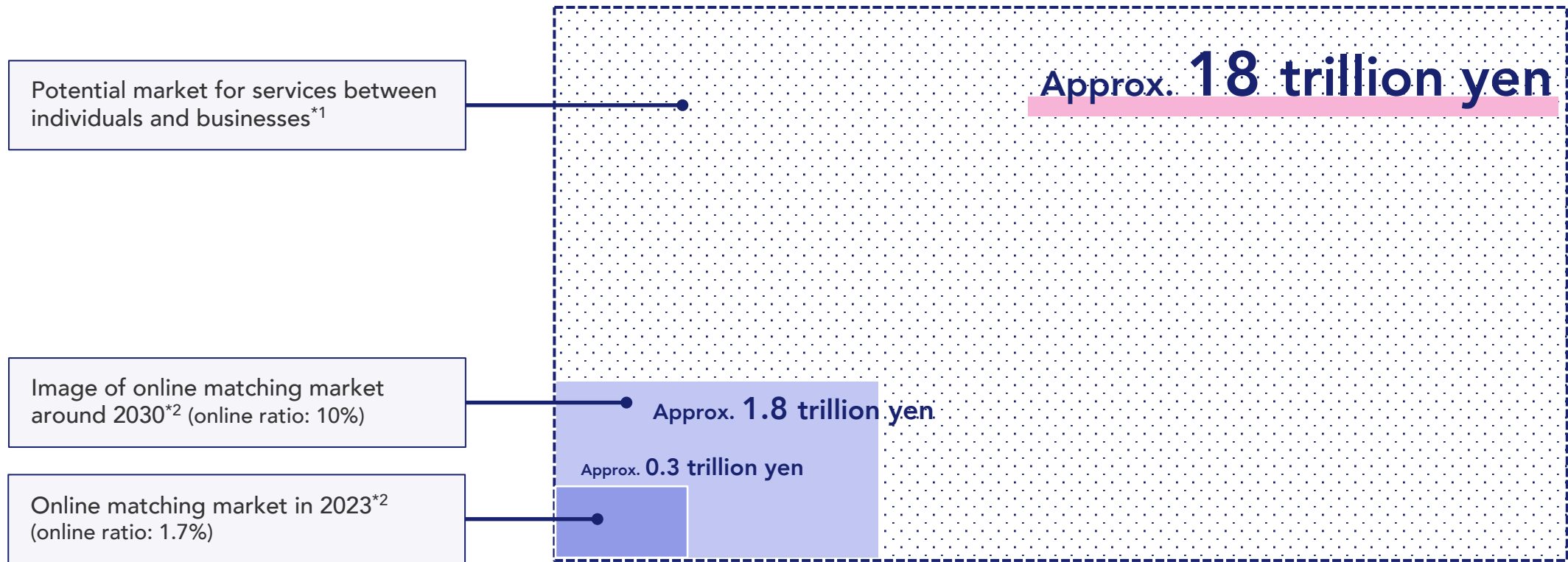
Akiyuki Design
★★★★★ 5.0(120)

Designer for 10 years

Image of the Size of the Market Targeted by coconala

With business expansion, the size of the targeted market is also expanding. The market has high social importance given the arrival of 100-year lifespans and significant changes in lifestyles under work-style reform.

■ Size of Market for Online Matching Between Individuals and Businesses



*1: Market size of non-face-to-face services transaction between individuals/SMB and individuals/SMB that could be potentially shifted to e-commerce.

Forecast of e-commerce market size for non-face-to-face skill-sharing services surveyed and created by InfoCom Research Inc. in Sep. 2021.

*2: Regardless of who the skill-provider is, such as a company, sole proprietor, or individual, it is assumed that the content and quality of the service can now be determined by looking at reviews on a single website or smartphone application, or that issues such as lack of recognition and concerns about safety regarding services provided by individuals have been resolved.

02

Results





Segment Change

With the launch of new businesses, segments were changed to the three segments “Marketplace,” “Agent,” and “Media.”

Up to FY2023 Q3

Segment	Service
coconala	coconala Skill Market coconala Tech Agent
coconala Legal Consultation	coconala Legal Consultation



FY2023 Q4

Segment	Service
Skill Market	coconala Skill Market
Tech Agent	coconala Tech Agent
Legal Consultation	coconala Legal Consultation



From FY2024 Q1

Segment	Service
Marketplace	coconala Skill Market
Agent	coconala Tech coconala Assist coconala Pro coconala Consult
Media	coconala Legal Consultation



FY2024 First Quarter Financial Highlights

Consolidated

- Consolidated sales increased by 28% YoY to 1.3 billion yen
- Consolidated operating profit was in the black

Marketplace (Skill Market)

- GMV grew by 7% YoY and sales by 8% YoY
- Commenced service provision to overseas by offering in different languages and overseas payment options in taking the initial step to expand to overseas markets

Media (Legal Consultation)

- With the number of paid subscribing lawyers increasing, sales grew by 29% YoY
- ARPPU increased by 6% YoY and the churn rate remains stable at 1.2%

Agent

- Sales increased, due to the grouping of PORT ENGINEERING INC.

Topics

- coconala Assist, coconala Pro, and coconala Consult were launched in October 2023. Matching of clients and workers commenced



FY2024 First Quarter Financial Results

(Unit: MM JPY)	FY2024 Q1 (Sep. - Nov.)	FY2023 Q1 (Sep. - Nov.)	YoY
Sales ^{*1}	1,398	1,089	+28.4%
Marketplace (Skill Market)	1,051	969	+8.4%
Media (Legal Consultation)	153	119	+29.1%
Agent	193	-	-
Gross profit	1,178	-	-
Operating profit ^{*2}	97	(220)	-
Marketplace (Skill Market)	130	(224)	-
Media (Legal Consultation)	28	11	+143.0%
Agent	-50	-	-
EBITDA ^{*3}	157	(191)	-
Ordinary profit	100	(267)	-
Profit attributable to owners of parent	84	(191)	-

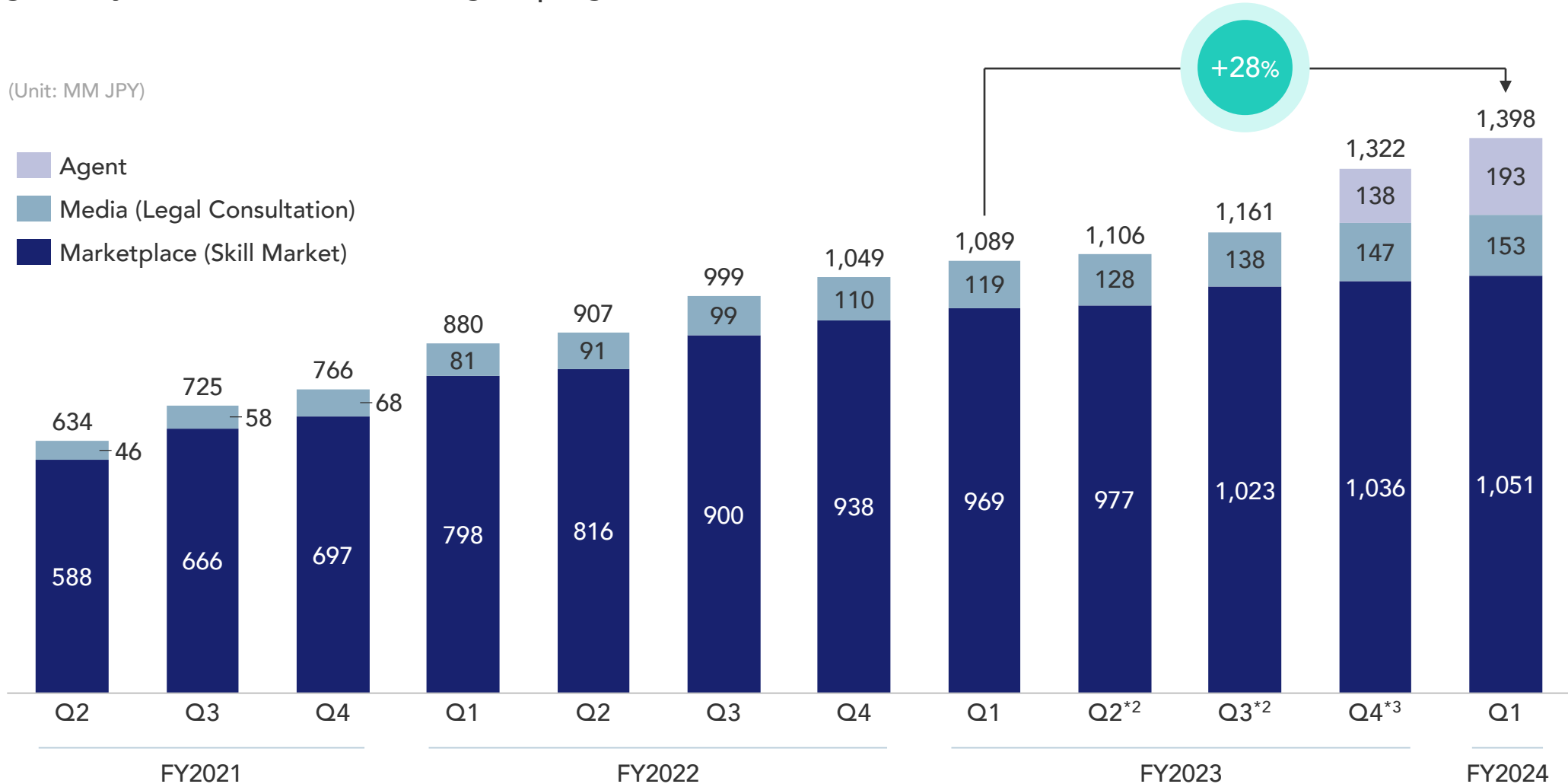
*1: The figures for FY2023 Q1 show operating revenue.

*2: Consolidated figures include the subsidiary coconala Skill Partners, and therefore do not match the sum of Marketplace (Skill Market), Media (Legal Consultation), and Agent.

*3: EBITDA = operating profit + share-based payment expenses + coconala Skill Partners expenses + depreciation + amortization of goodwill



Sales*¹ grew by 28% YoY, due to the grouping of PORT ENGINEERING INC.



*1: The figures up to FY2023 Q3 show operating revenue. On this page of the financial result presentation, the new revenue recognition standard has been applied retroactively to FY2021 for purposes of comparison, and the figures therefore differ from the disclosure figures in the financial statements.

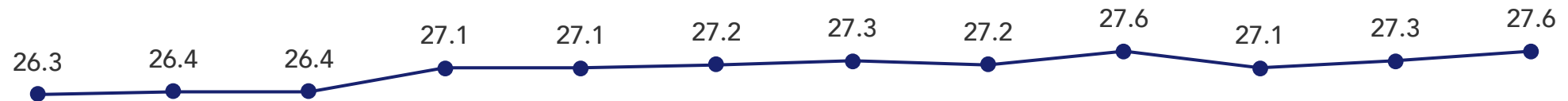
*2: For FY2023 Q2 and Q3, Agent sales are included in Marketplace (Skill Market).

*3: For FY2023 Q4, Tech Agent sales include only PORT ENGINEERING INC.'s sales for two months.

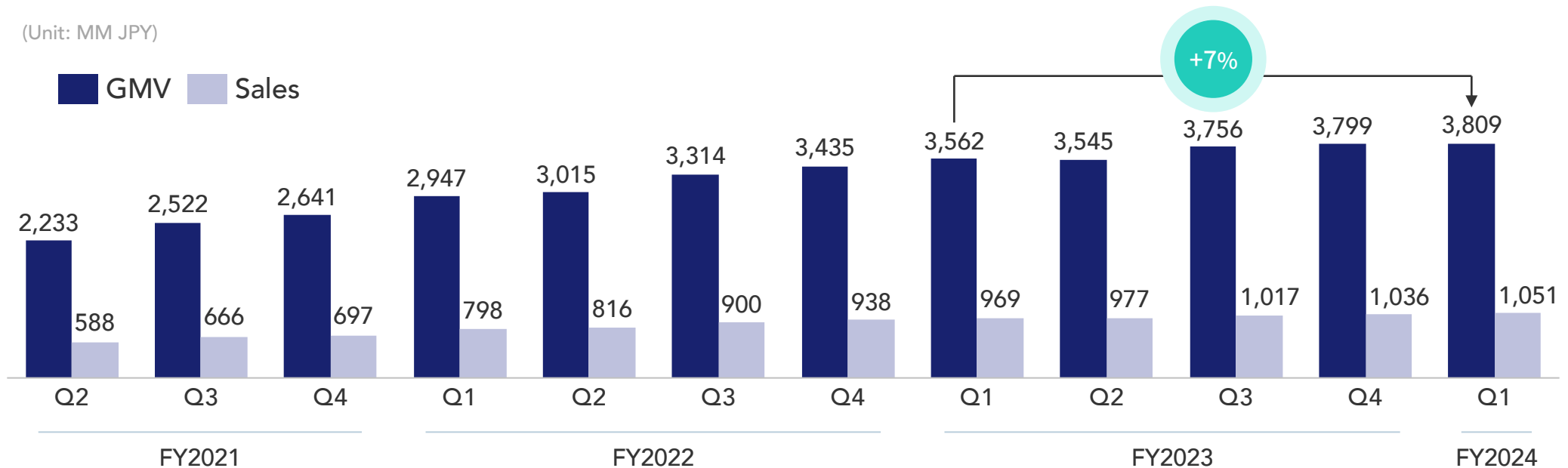
Marketplace: GMV, Sales, and Take Rate

GMV*¹ grew 7% YoY, and Sales*² grew 8% YoY.

Take Rate*³ (%)



(Unit: MM JPY)



*1: Including coconala Blog

*2: The figures up to FY2023 Q3 show operating revenue. On this page of the financial result presentation, the new revenue recognition standard has been applied retroactively to FY2021 for purposes of comparison, and the figures therefore differ from the disclosure figures in the financial statements.

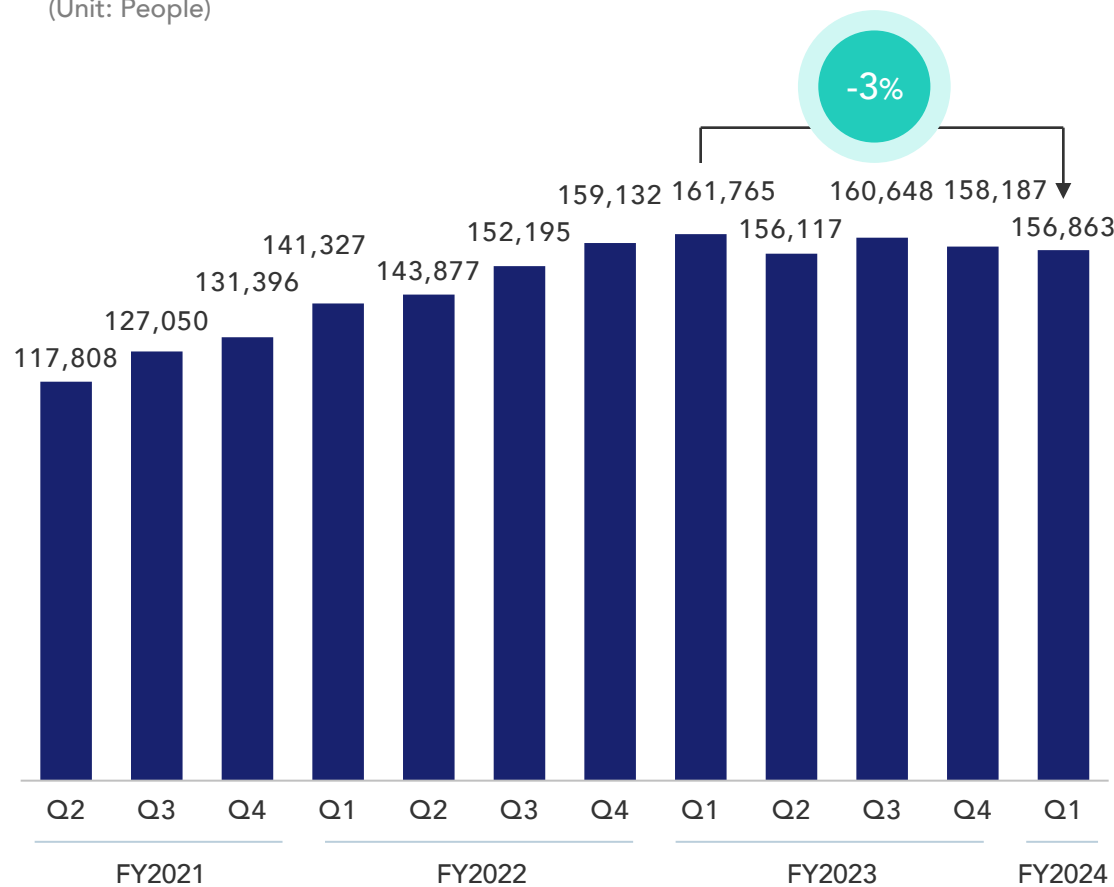
*3: Take rate = operating revenue ÷ GMV

Marketplace: Buyer-Side KPIs

As a result of discontinuing TV commercials, unique buyers decreased YoY while purchase amount per buyer grew by 10% YoY.

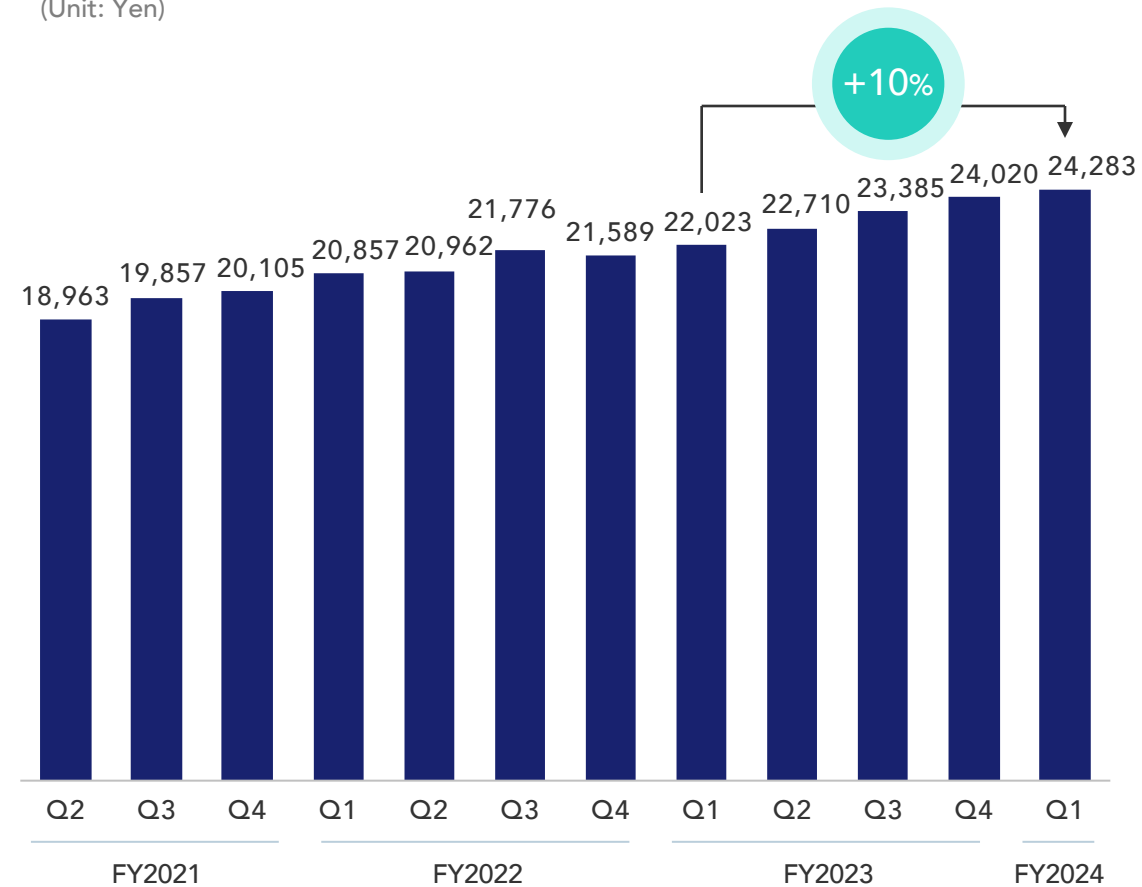
Unique Buyers

(Unit: People)



Purchase Amount Per Buyer

(Unit: Yen)



Marketplace: Start of Offering in Different Languages

Researching potential by the start of service provision to individuals overseas by first offering in different languages and overseas payment support as the initial step to expand to overseas markets of large market size

The screenshot shows the Coconala marketplace homepage. At the top, there's a search bar and navigation links for 'Log In' and 'Sign Up'. Below the search bar, there are filters for 'Search by Category', 'Search by Purpose', 'Find Sellers', 'Find Blogs', 'Job Requests', and 'Find Jobs'. A prominent orange banner offers a '300 JPY discount coupon' for signing up. The main content area is titled 'Design' and features a sidebar with various design categories like Logo Design, Flyer Design, and Business Card Design. The central part displays 'Popular Categories' with images and titles for Logo Design, Flyer Design, Architecture & Interior Design, Business Card Design, Brochure & Catalog Design, Package & Label Design, Poster & Signboard Design, and Retouch of Design Data. Below this is a 'Service Ranking' section for the period 10/3-10/9, showing several service listings with their respective prices and ratings. At the bottom, there's a 'Recommended Services' section with more design-related offerings.

The screenshot shows a detailed service listing for logo design. The title is 'Our professionals will create a simple and sophisticated logo.' Below the title, it specifies '[Professional certified designer] [Rating 5.0] [Unlimited revisions]'. The listing includes a star rating of 5.0 (326 reviews), 377 total orders, and 3 orders currently in progress. There are buttons for 'About service', 'Request for purchase', 'FAQs', 'Reviews', and 'Favorites'. A price tag of 55,000 JPY is shown, along with a 'Quotation & Customization' button. The main image displays several logo designs, including 'BELLRIAS' and 'BOURGLON'. To the right, there's a 'Seller profile' section for 'sgmr design', a male logo designer with 394 completed orders and a 5.0 rating. The profile includes a 'Schedule' section stating they operate on weekdays, Saturdays, Sundays, and holidays. At the bottom, there's a table of service details:

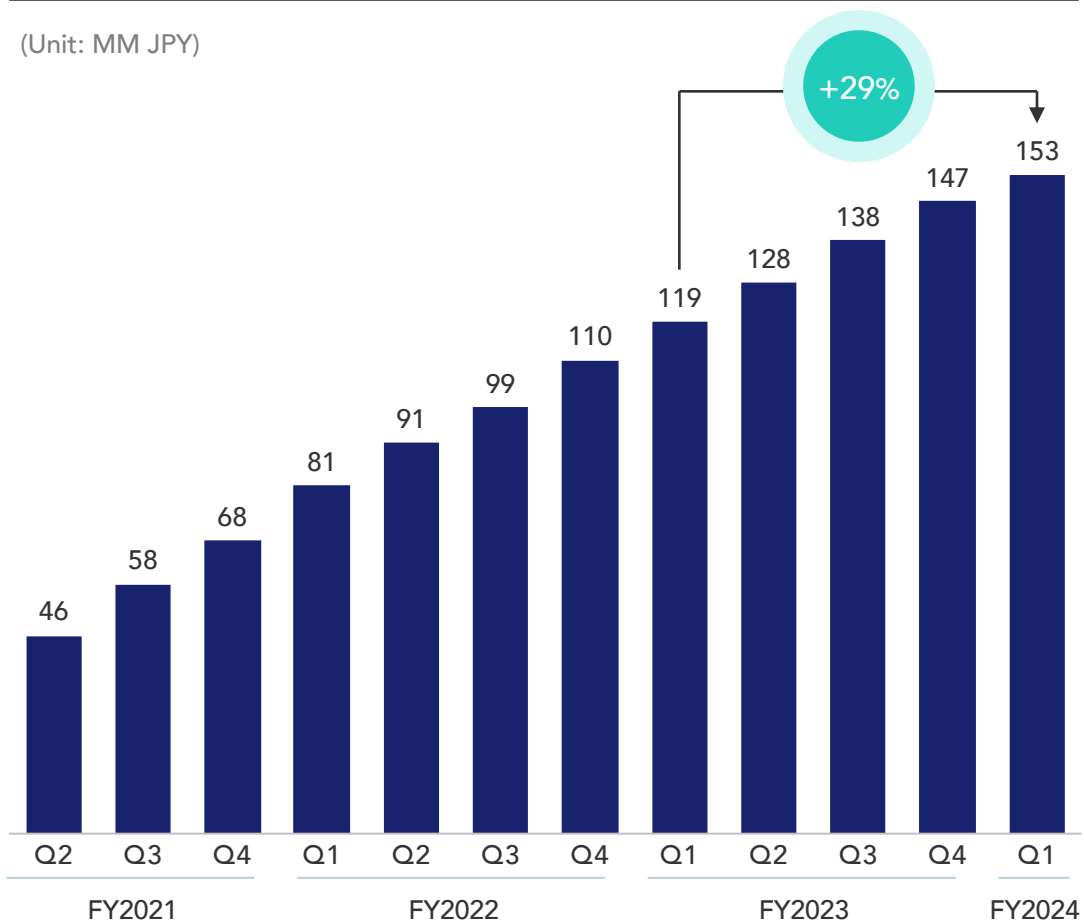
Commercial use	✓
Copyright transfer	✓
Create business cards / stationery / goods	—
3D mock-up	—
VI Guidelines Creation	—

Media (Legal Consultation): Sales and Number of Registered Lawyers

Sales*¹ maintained a high growth rate of 29% YoY due to an increase in the number of paid subscribing lawyers (+21% YoY).

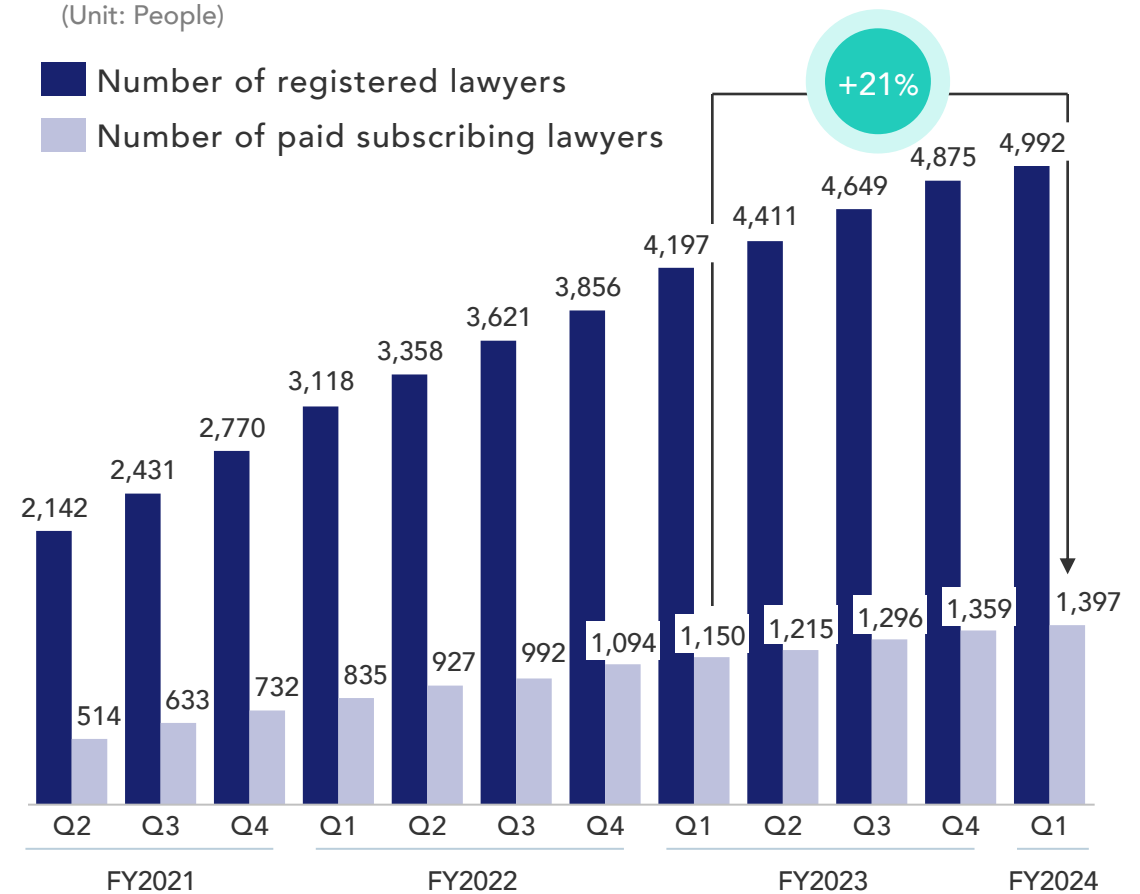
Sales

(Unit: MM JPY)



Number of Registered Lawyers

(Unit: People)

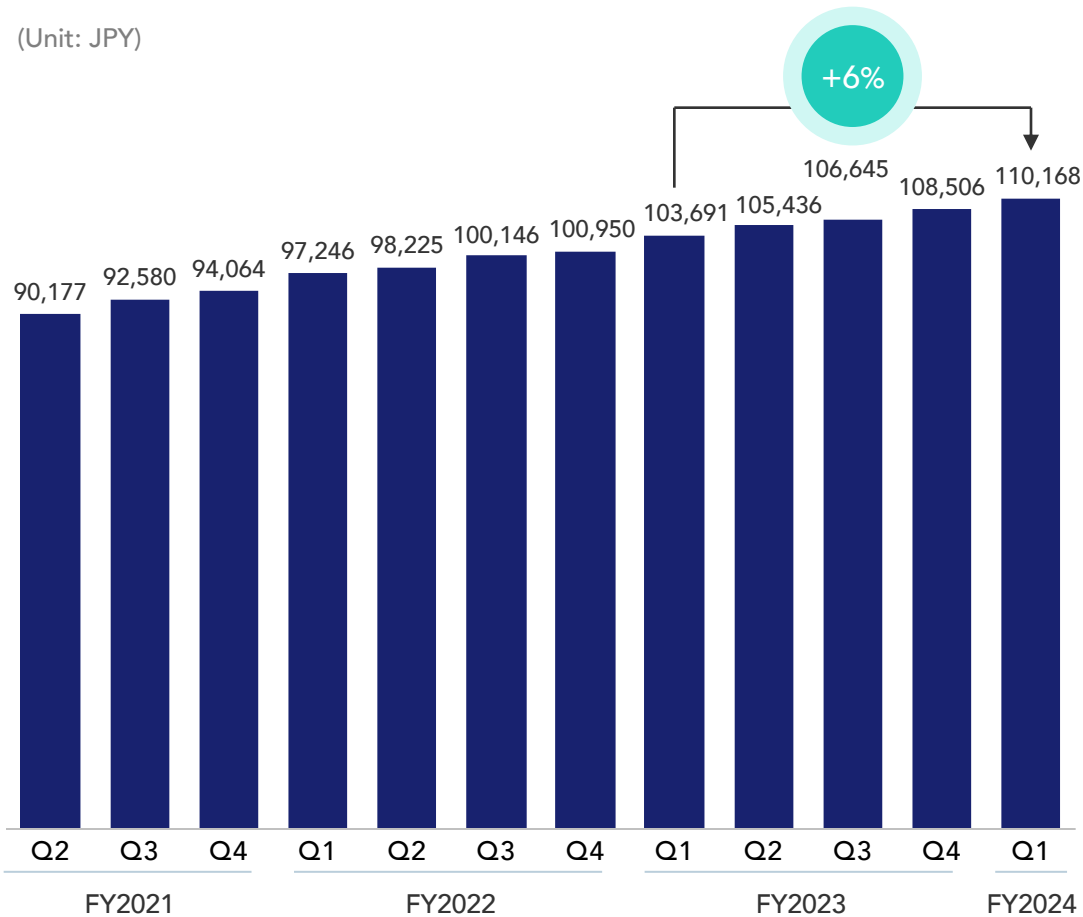


Media (Legal Consultation): ARPPU, Churn Rate

ARPPU*¹ increased by 6% YoY. The churn rate*² remains stable at 1.2%.

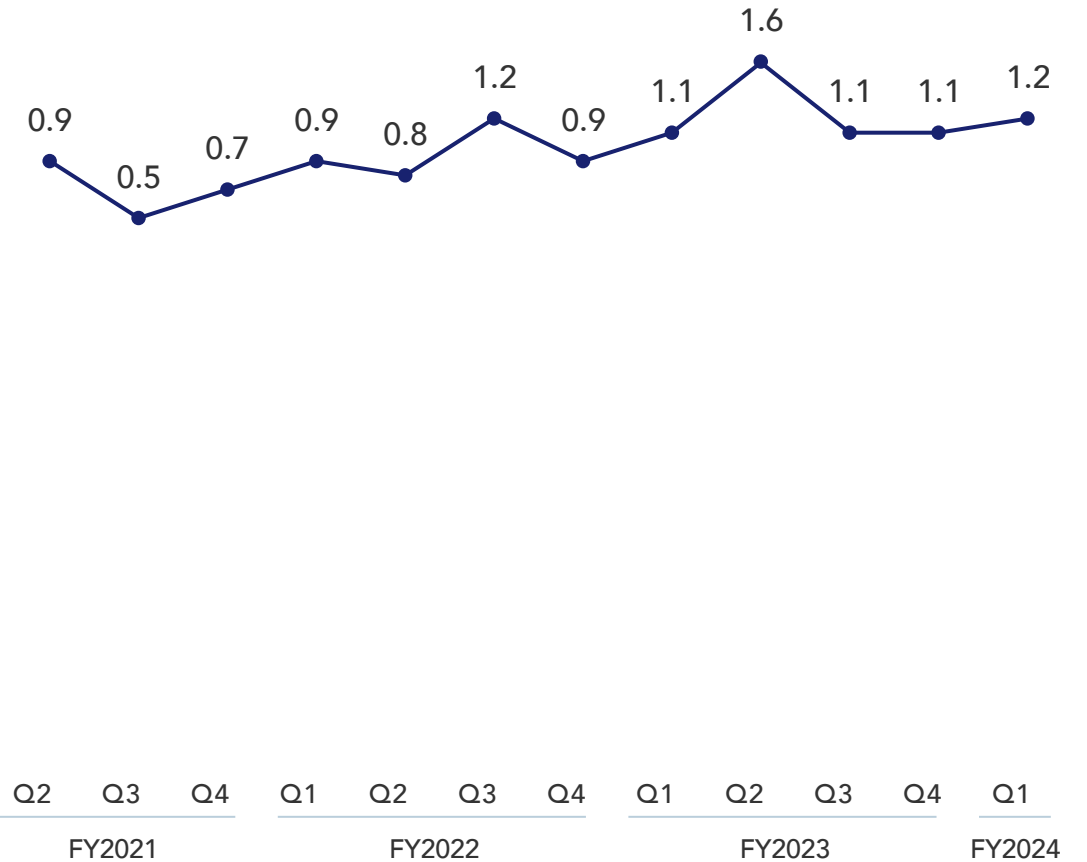
ARPPU

(Unit: JPY)



Churn Rate

(Unit: %)



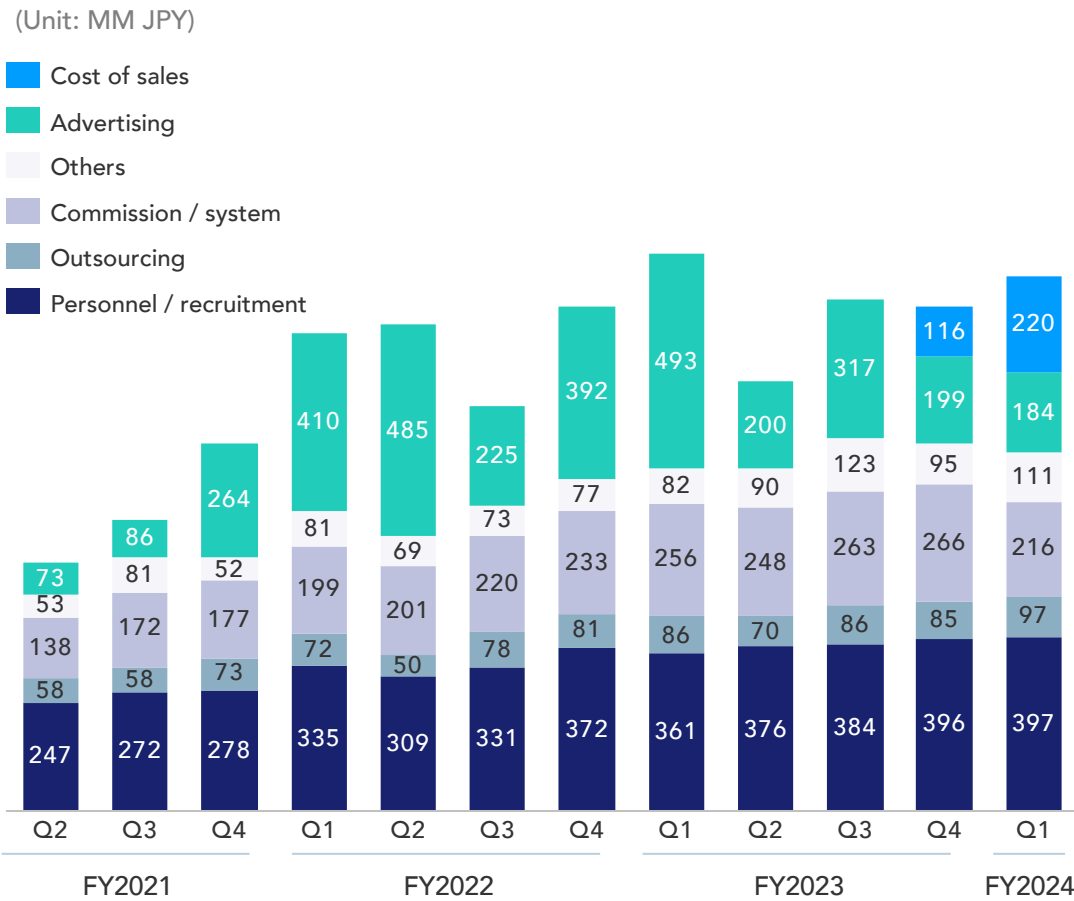
*1: ARPPU = average revenue per paid user.

*2: Churn rate = quarterly average of monthly churn rate (number of cancellations in a given month ÷ number of paid subscribing lawyers at the end of the previous month).

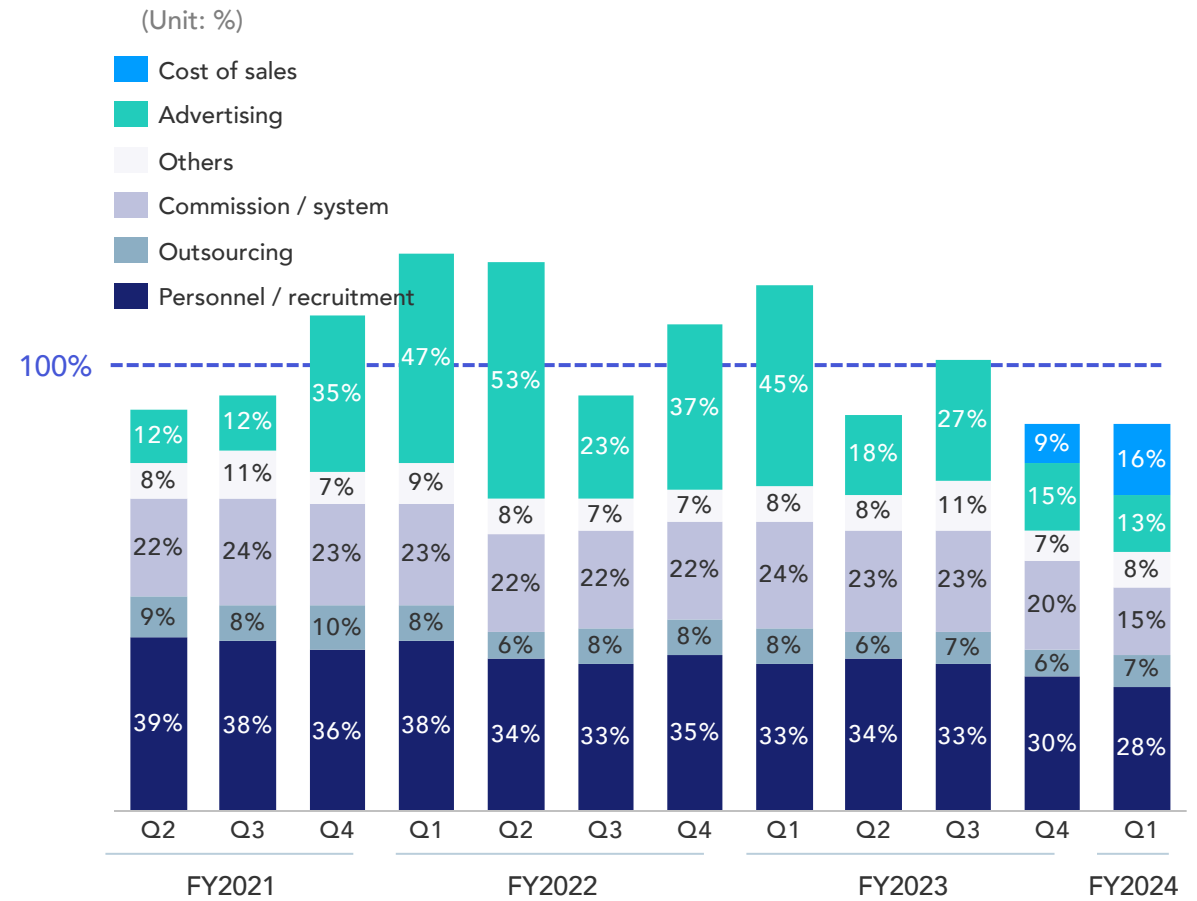
Cost of sales + Operating expenses

From this fiscal year, the company-wide cost management system was revised, and in addition to agency costs, a portion of system costs, communication costs, etc., were included in cost of sales.

Cost of sales + Operating expenses*1



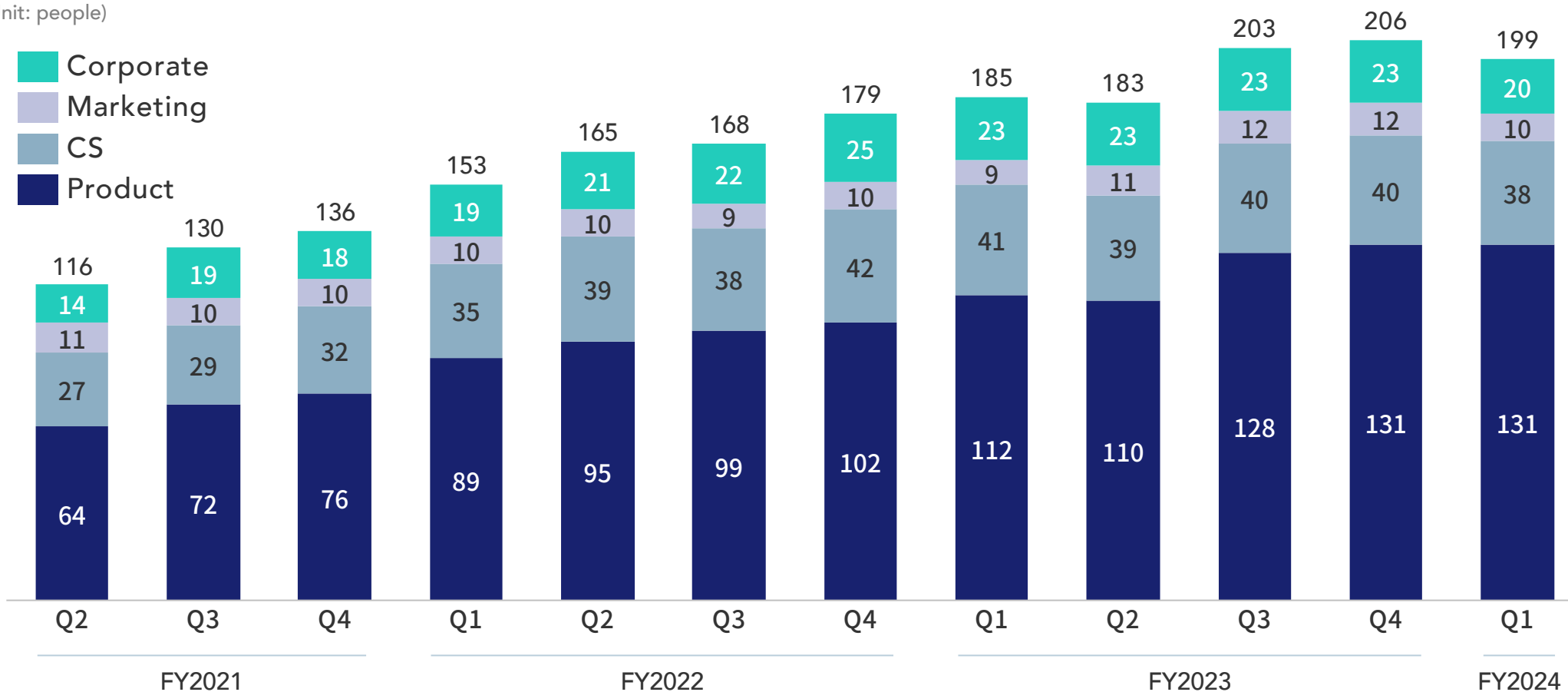
Relative to Sales



Number of Employees by Job Category

Continue investing in new businesses, while investing in appropriate personnel based on the market environment.

(Unit: people)

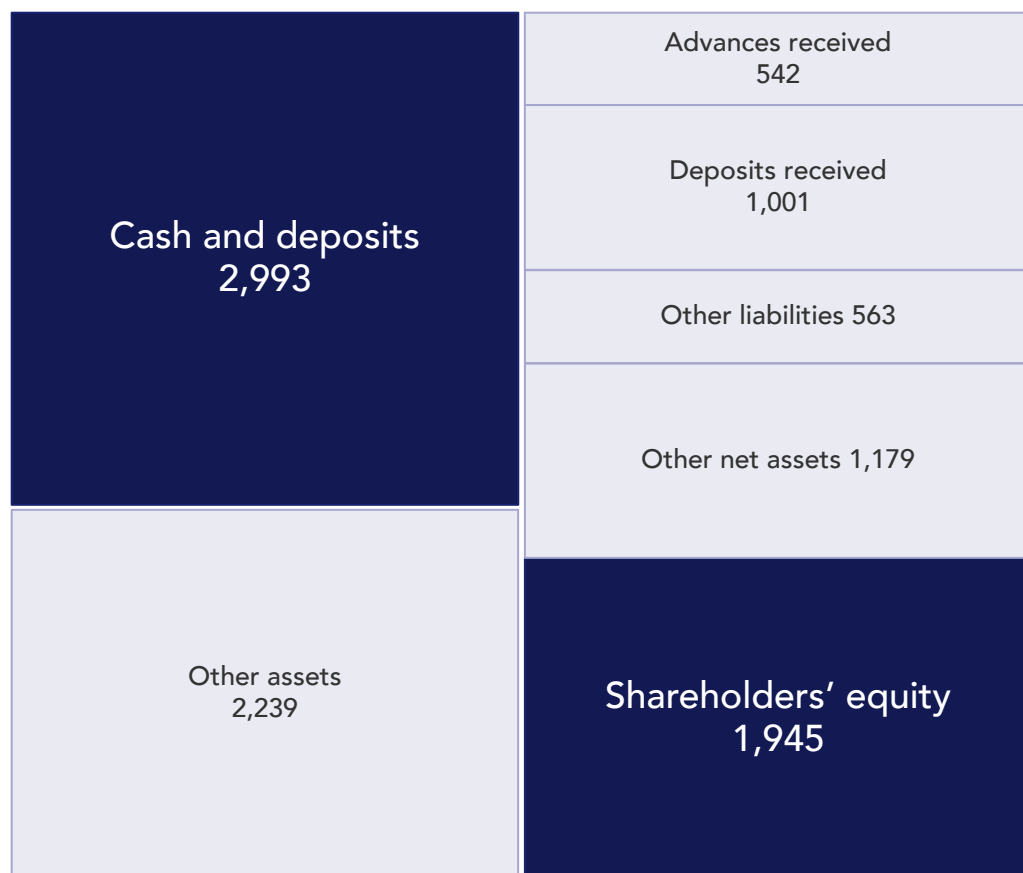




We are maintaining a sound financial base with sufficient cash and capital levels.

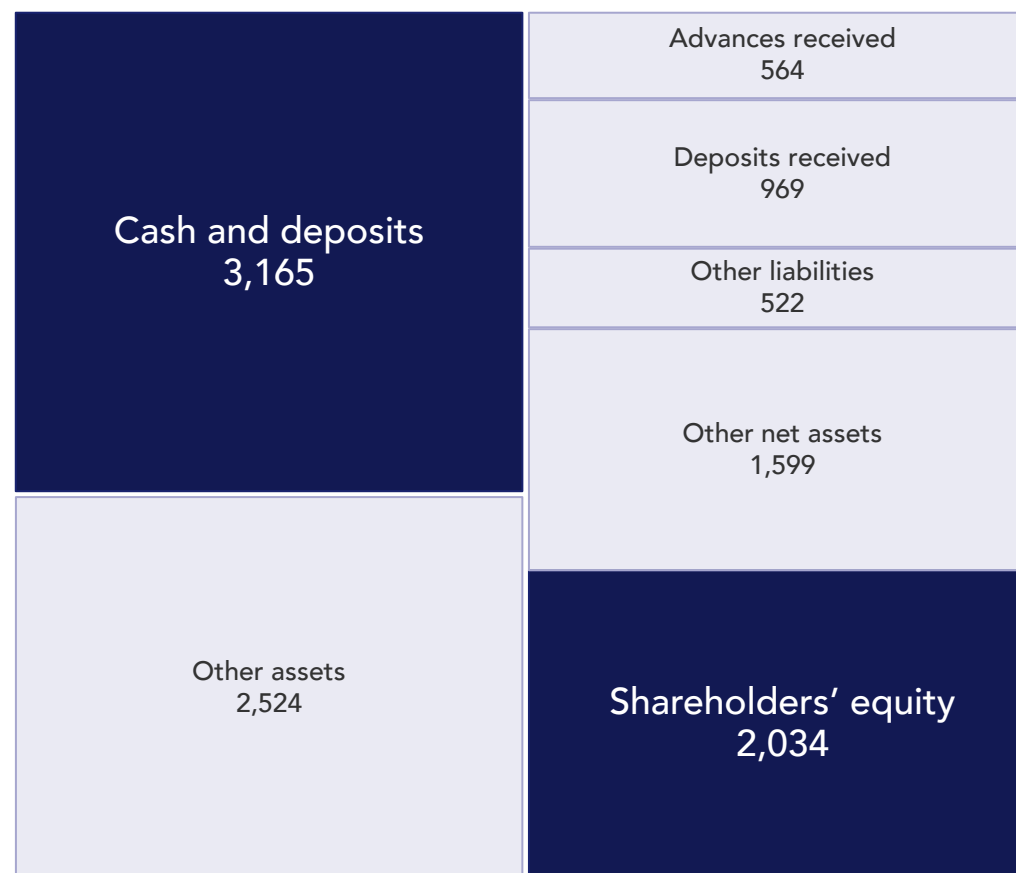
Aug. 2023 (Consolidated)

(Unit: MM JPY)



Nov. 2023 (Consolidated)

(Unit: MM JPY)



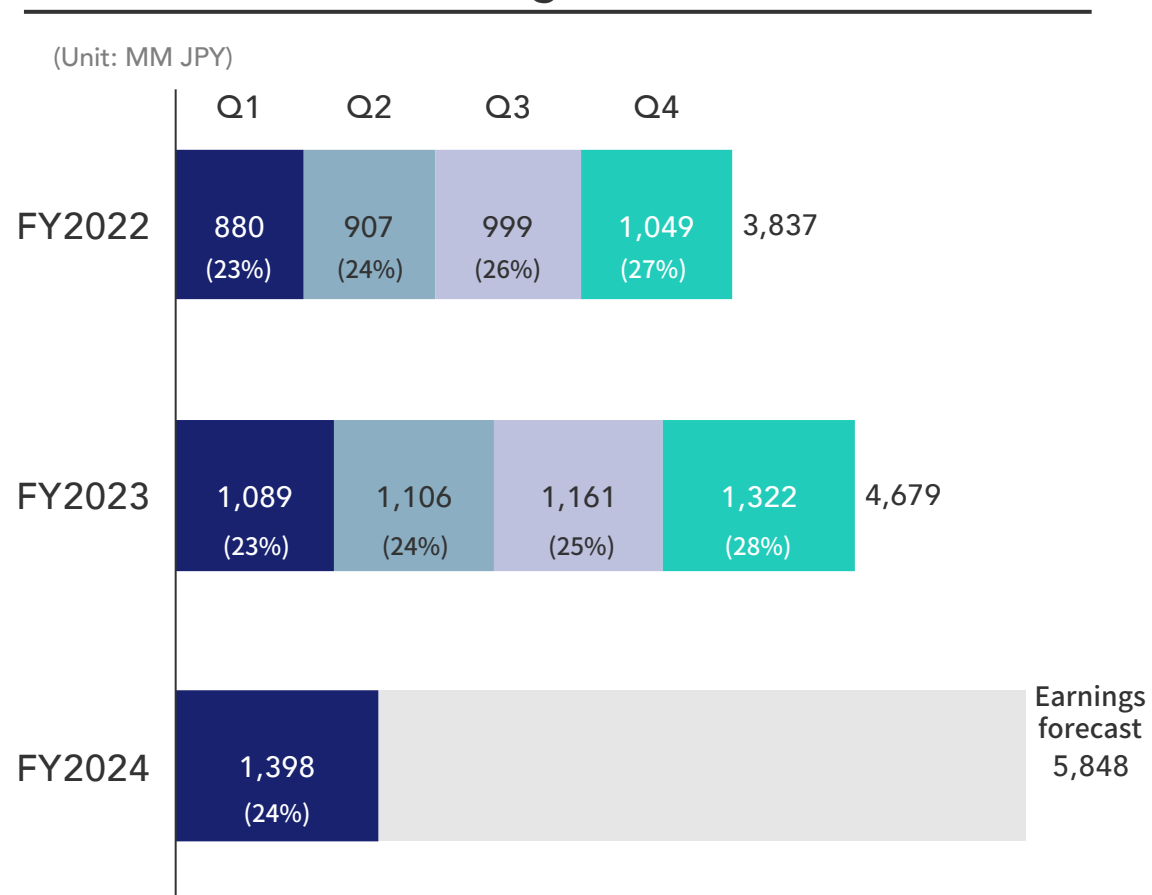
Progress Rate Against the Full-Year Earnings Forecast

The progress rate against the full-year earnings forecast for sales is better than in FY2022 and FY2023.

Full-Year Earnings Forecast (no change from the initial forecast)

(Unit: MM JPY)	FY2023 Results	FY2024 Forecast	YoY
Sales	4,679	5,848	+25.0%
EBITDA* ¹	70	280	+300.0%
Operating profit	(126)	10	to turn profitable
Ordinary profit	(168)	24	to turn profitable
Profit attributable to owners of parent	(75)	1	to turn profitable

Status of Progress in Sales*²



*1: EBITDA = operating profit + share-based payment expenses + coconala Skill Partners expenses + depreciation + amortization of goodwill

*2: The figures in parentheses indicate the progress rate against the full-year earnings results or the full-year earnings forecast.

03

Topics



September: Major Renewal of the Home Page and the Registration Form —Entrance to coconala's Ecosystem—

Conducted major renewal of the home page and the registration form, enabling obtaining of information best matching individual user attributes and guidance of services and recommendations suited to diverse user needs



Matching Commenced in New Services

coconala Assist, coconala Pro, and coconala Consult were launched in October 2023. Matching of clients and workers commenced

coconala アシスト coconala Assist

<https://assist.coconala.com/enterprise>

coconala プロ coconala Pro

<https://professional.coconala.com/>

coconala コンサル coconala Consult

<https://consul.coconala.com/>

04

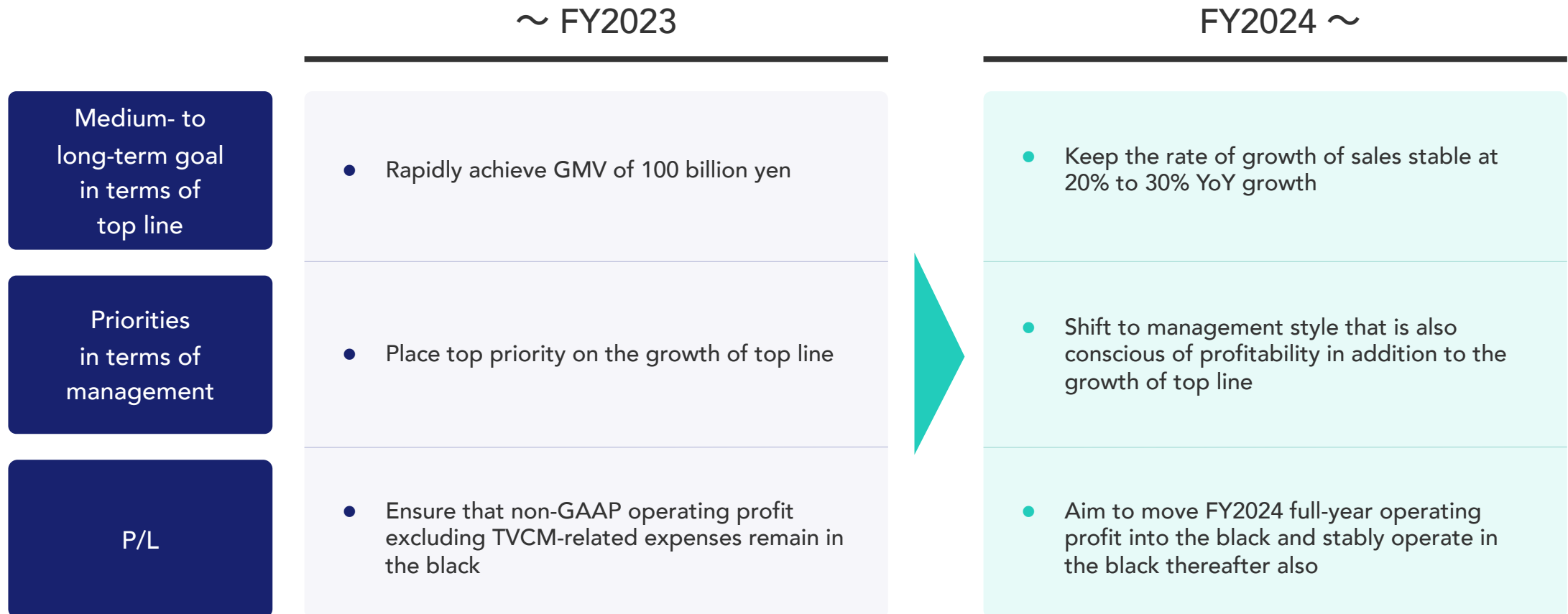
Future Policy



Financial Policies

In addition to top-line growth, the Company has shifted to a management conscious of profitability.

Aiming to return to profitability on an operating income basis in FY2024, based on the achievement of full-year profitability on a Non-GAAP operating income basis ahead of schedule.





coconala's mid-term strategic direction

1. Construction of coconala's Ecosystem and promotion of corporate use

- Building Ecosystem functions (top page, common registration form) and a common database to meet all needs
- Development of corporate accounts using Mizuho coconala's team

2. Regrowth of Skill Market

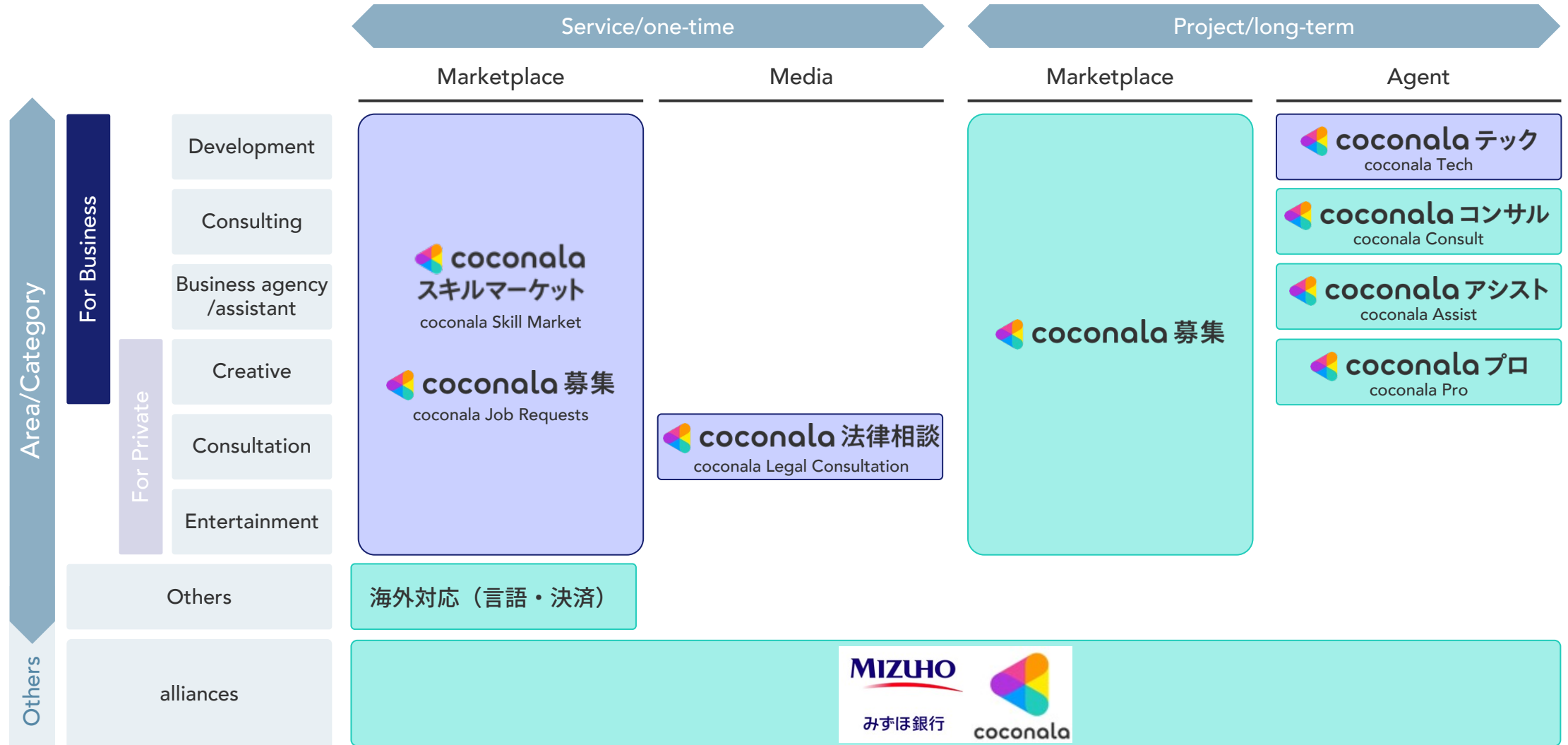
- Capture overseas demand by supporting foreign languages and payments
- Develop functions that facilitate the generation of high unit price and repeat business
- Enhancement of job requests function

3. New business development for project-based matching

- Expansion of coconala Tech (including M&A)
- Launched agent-type matching business in the areas of the high unit-price creative, high-class consulting and business agency/assistant
- Development of new matching methods using technology








coconala's Ecosystem

Existing New

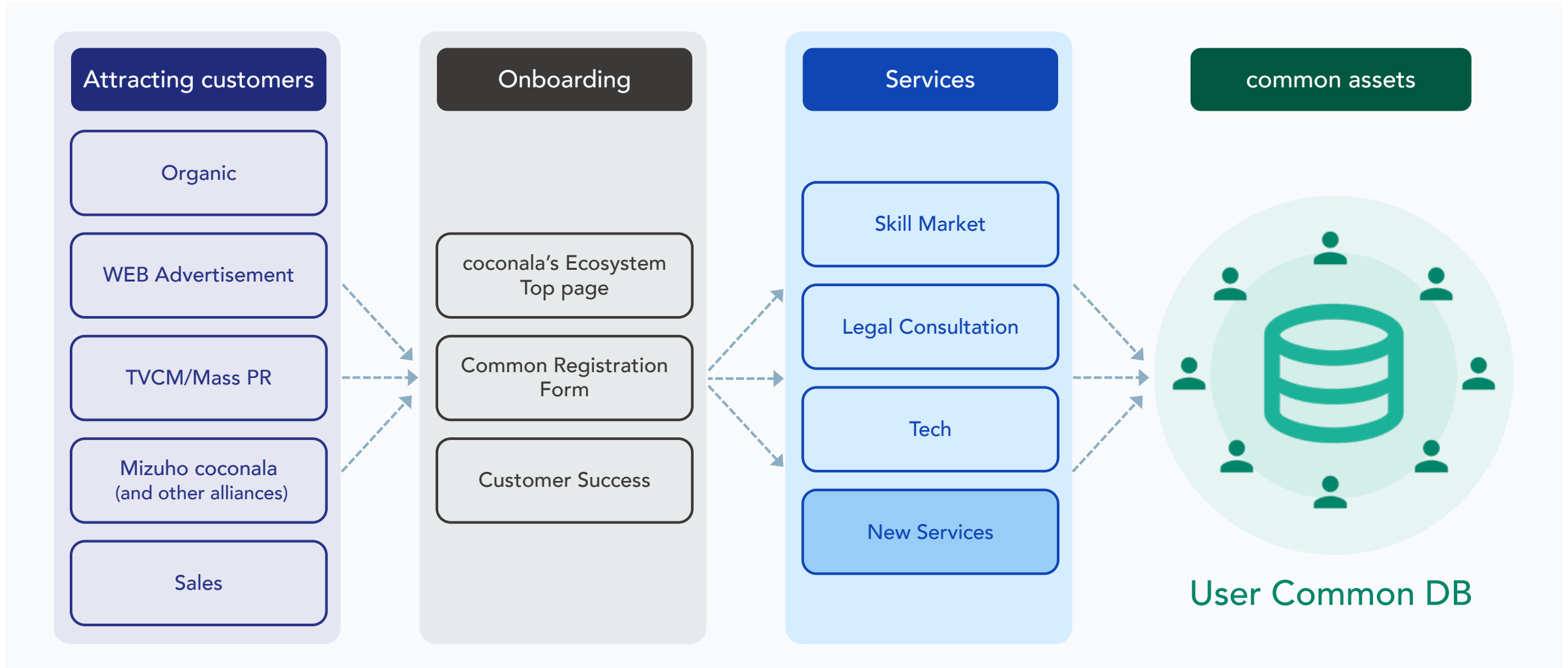




Service Lineup

Service	Overview	Category	Matching Method	billing model
 coconala スキルマーケット coconala Skill Market	Skills marketplace for buying and selling services online	Creative / Consulting / Consultation / Entertainment	Direct order	Spot
 coconala 募集 coconala Job Requests	Posting of open invitations for proposals to requests (future plan is to support not only spot but also time charge)	Creative / Consulting	Direct order	Spot/Time charge
 coconala 法律相談 coconala Legal Consultation	Matching of legal advice seekers and lawyers through media for searching for lawyers	Legal Consultation	Direct order	Advertising revenue
 coconala テック coconala Tech	Referral of engineers and designers for outsourcing projects in IT development	IT Development	Intermediated by coconala	Time charge
 coconala アシスト coconala Assist	Referral of people to assist in business on an as-needed and time charge basis	Administrative and Secretarial / Accounting / Human Resources / Customer Support	Intermediated by coconala	Time charge
 coconala コンサル coconala Consult	Referral of high-class consultants for outsourcing projects	Management / Business Development / Marketing	Intermediated by coconala	Time charge
 coconala プロ coconala Pro	Referral of high-class creators in their real names with contracts made via coconala	Creative	Intermediated by coconala	Spot

coconala's Ecosystem Concept for Medium- and Long-term Growth



04

Appendix





Basic agreement with Mizuho Bank to establish a joint venture company, Mizuho coconala





Management Team



Ayumu Suzuki / CEO

Graduated from Waseda University. Gained experience in product planning and sales as well as new business development in Ad-technology at Recruit Co., Ltd. Later worked in the overseas business planning division at Recruit Holdings Co., Ltd. and joined coconala Inc. in May 2016.



Akiyuki Minami / Company director

Graduated from Keio University and Saïd Business School (MBA) at Oxford University. Worked as an analyst at Sumitomo Banking Corporation (current Sumitomo Mitsui Banking Corporation), then oversaw corporate buyout at Advantage Partners Inc. Founded WelSelf Inc. (current coconala Inc.) in January 2012.



Atsushi Akaike / Outside Director

A partner of CVC, one of the world's largest private equity investment firms with 26 offices around the world, and CEO of CVC Asia Pacific Japan K.K. Director of our company since August 2018.



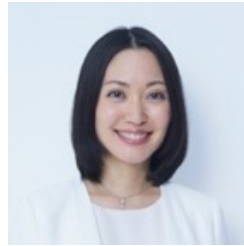
Kentaro Yadomi / Outside Director (Audit and Supervisory Committee Member)

Certified Public Accountant. After joining KPMG AZSA (now KPMG AZSA LLC), he was engaged in accounting audits based on Japanese GAAP, U.S. GAAP, and IFRS, as well as financial due diligence work related to domestic and international M&A and business restructuring support. Auditor of our company since March 2017.



Yuki Sato / Outside Director (Audit and Supervisory Committee Member)

A partner of So & Sato Law Offices from January 2019, after working at the Tokyo office of a global law firm as a partner. Experienced various support in finance, fund and Artificial Intelligence industries. Director of our company since November 2021.



Yuka Hattori / Outside Director (Audit and Supervisory Committee Member)

After working at Recruit Co., Ltd. in human resources and business development, established Inclusion Japan Inc. which provides incubation services and became its representative director. Auditor of our company since August 2015.

Marketplace: Features

A matching platform that commercializes knowledge, skills and experience and enables users to sell and buy them similar to “e-commerce”.

Point 1

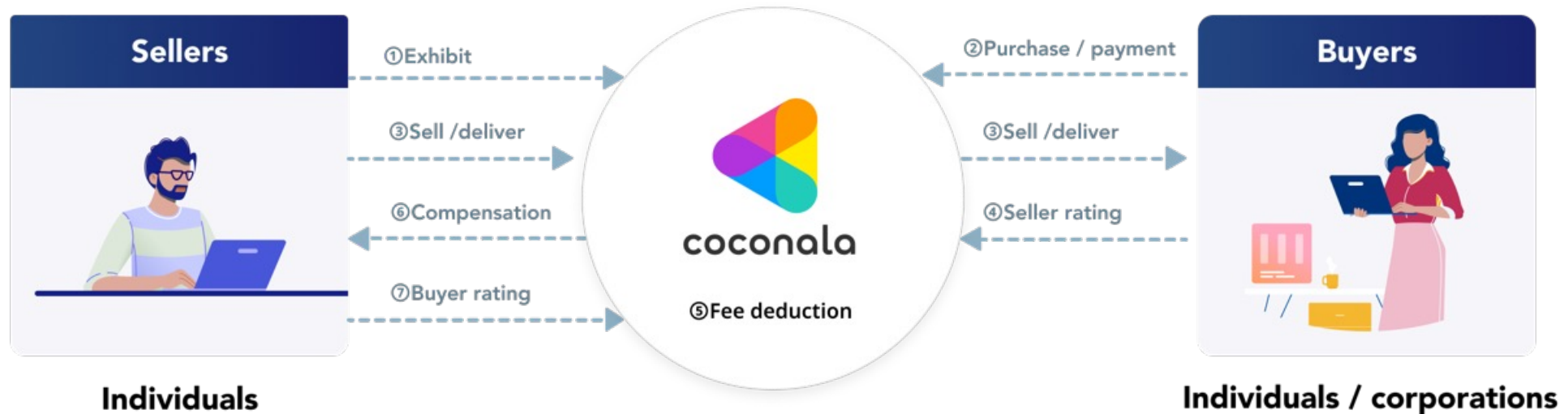
Easy purchase/sale with e-commerce model

Point 2

Complete online

Point 3

With range of categories





Marketplace: Added Value of E-commerce Shift of the Skill-Sharing Market

coconala aims to become a one-of-a-kind service e-commerce platform by replacing daily offline transactions on the web and make them more convenient.

	Until Now (Legacy Transactions)	coconala's Added Value	What Can Be Achieved
Matching Scope	Only reaches people in the know, or a handful of people online	A database of 400,000 experts	Easily reach sellers who can solve a variety of problems
Time & Place	Need to coordinate schedule with seller Only active in large trading areas	Comprehensive communication methods allow you to complete the entire flow online	Speedy communication regardless of time/place
Information	No way to know the quality of the seller beforehand	Visual representation of seller's skills (track record, reviews, portfolio, response speed)	Able to compare different sellers so it's more reassuring than face-to-face transactions
Price	Cost includes store rent, organization maintenance fees and subcontractor margins, etc.	Directly matches you with experts online	Cheaper than the market rate, with the same quality

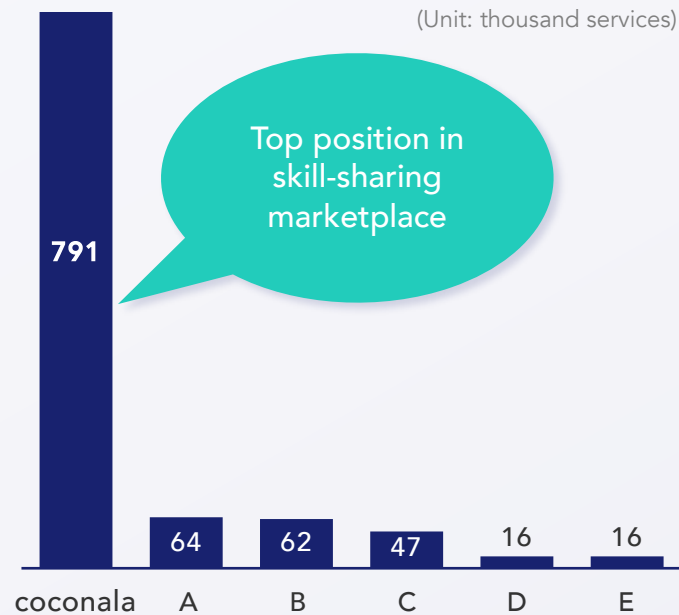


Marketplace: Strengths

Provision of an attractive platform due to having the most services on offer, a strong capacity to organically attract customers, and UI/UX cultivated by providing online service matching.

No. 1 in number of services on offer

- The overwhelming number of services on offer and reviews*1 forms a high barrier to entry



Strong capacity to organically attract customers

- The abundance of highly original seller pages enables us to be prominently displayed by search engines and acquire users in a highly predictable way
- There is also a synergistic effect with brand visibility obtained from TV commercials run in the past; as a result, many new buyers reach us via organic searches



UI/UX cultivated by providing online service matching

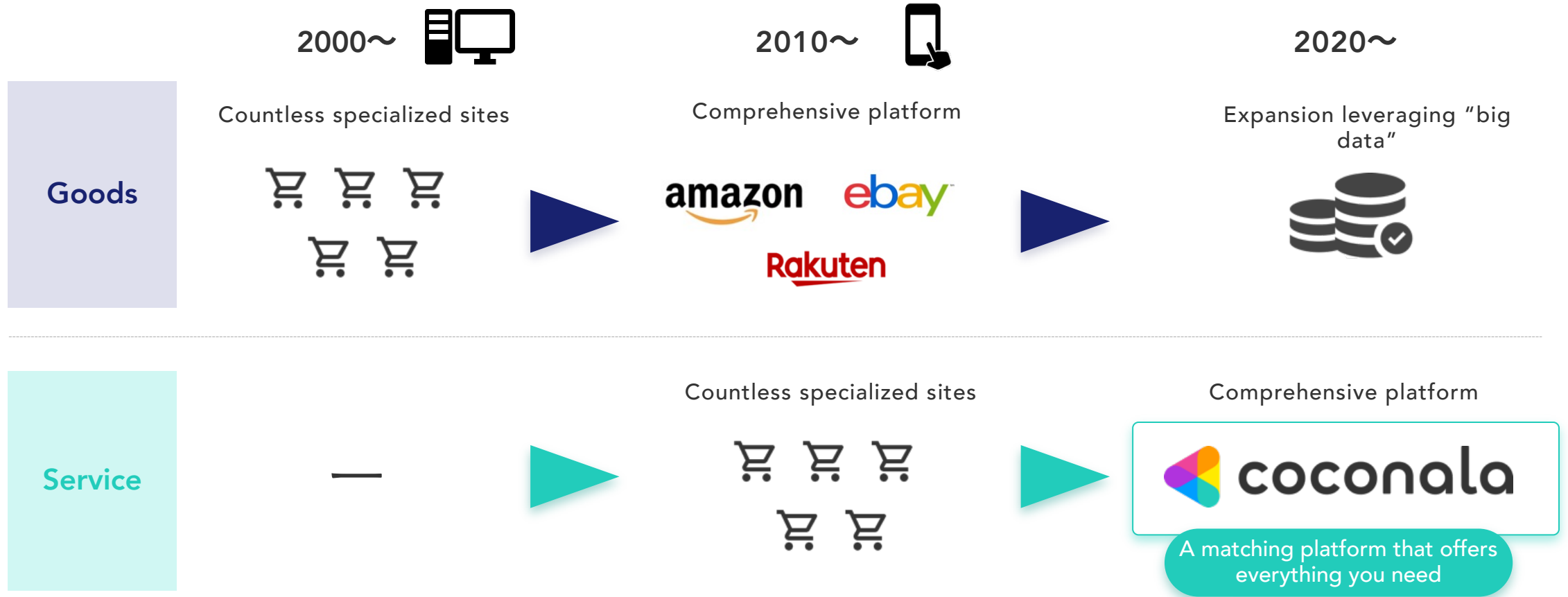
- Since we handle services, which are intangible, we have accumulated the know-how to match users with appropriate expectations by the visualization of information
- We are constantly improving our products based on user requests collected at user events and through the opinion box (More than 300 measures were implemented in FY2023)



*1 Data as of. August 2023(coconala), October 2023(other companies). Source: For data related to other companies, we refer to their service pages. Aggregation method (coconala): The number of listing services on the service website. The number of our listing services does not include proposals from sellers to public or private requests from buyers to sellers. (Unlike the listing services on the service sites of each company, this is not a pre-listed EC-type service.) Aggregation method (other companies): The number of services displayed on the service search screen in the service site.

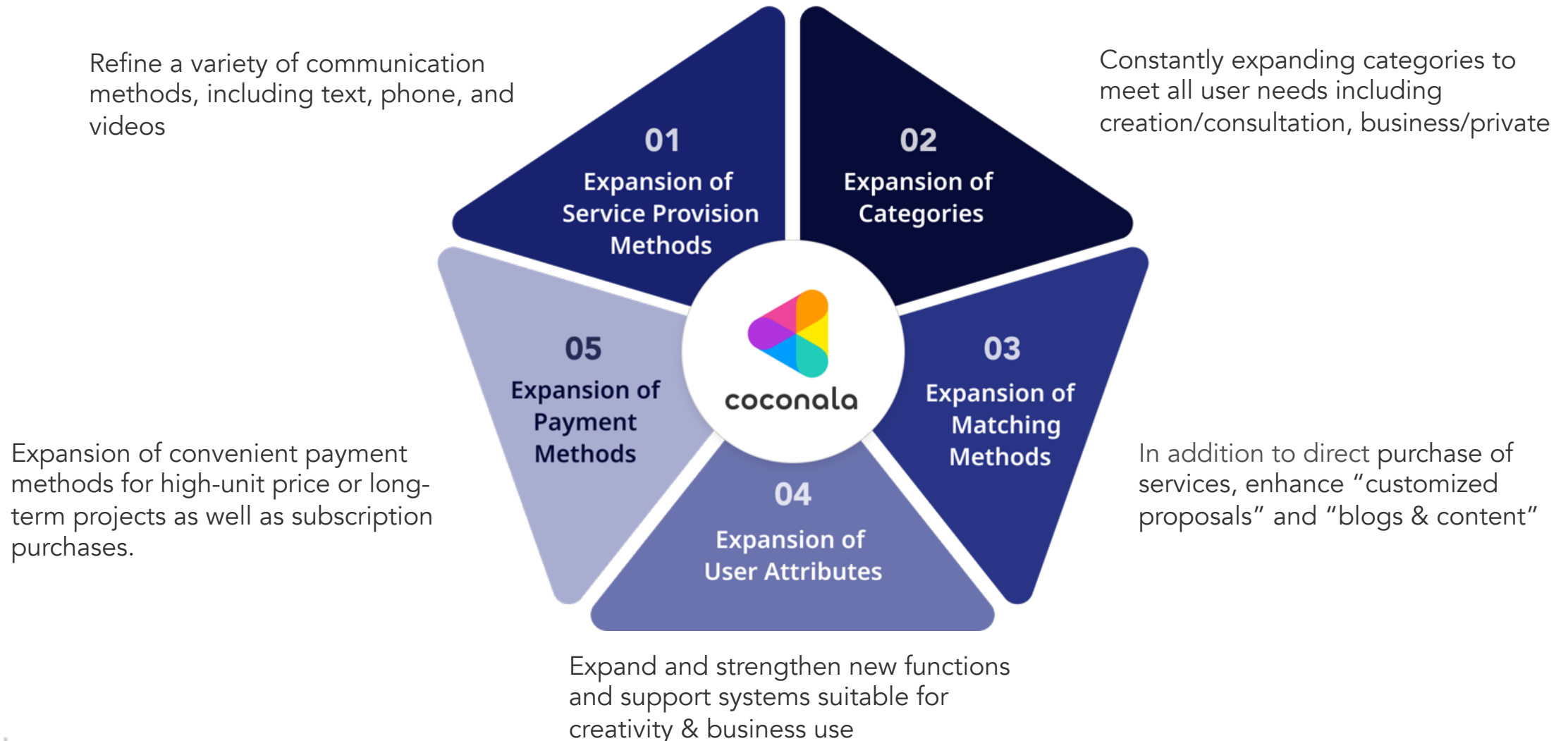
Marketplace: Strategic Concept

The service e-commerce industry is 10-20 years behind the goods e-commerce industry. coconala aims to be a comprehensive "service e-commerce" platform.



Marketplace: Expansion of the Product

Further updating the user experience by expanding products in five directions to encourage use.

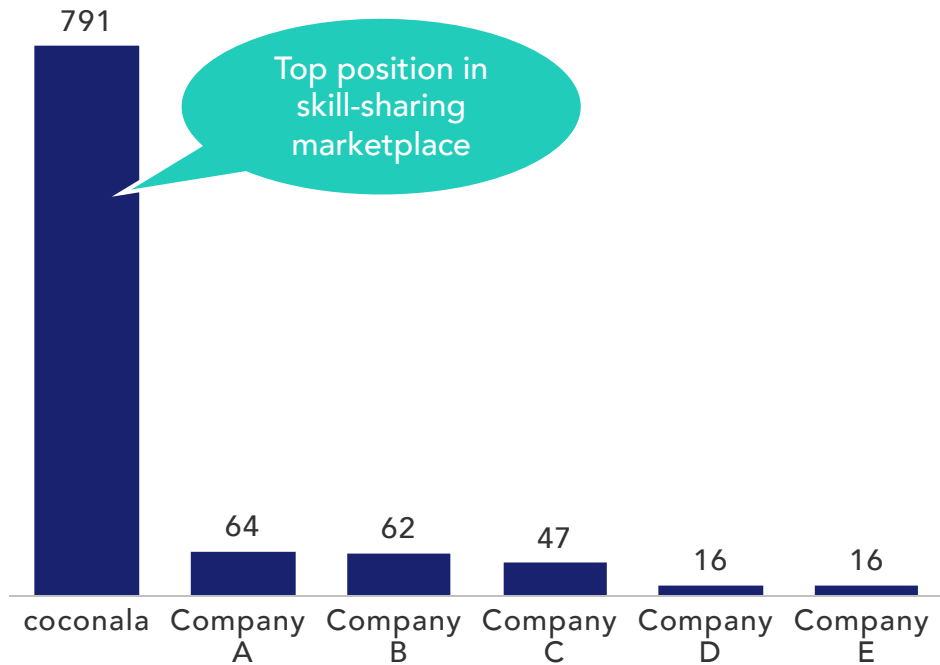


Marketplace: Large Number of Services on Offer and Reviews

A market-leading platform providing an abundance of inventories and reviews

Number of Services on Offer*1

(Unit: thousand services)



*1 Data as of. August 2023(coconala), October 2023(other companies).

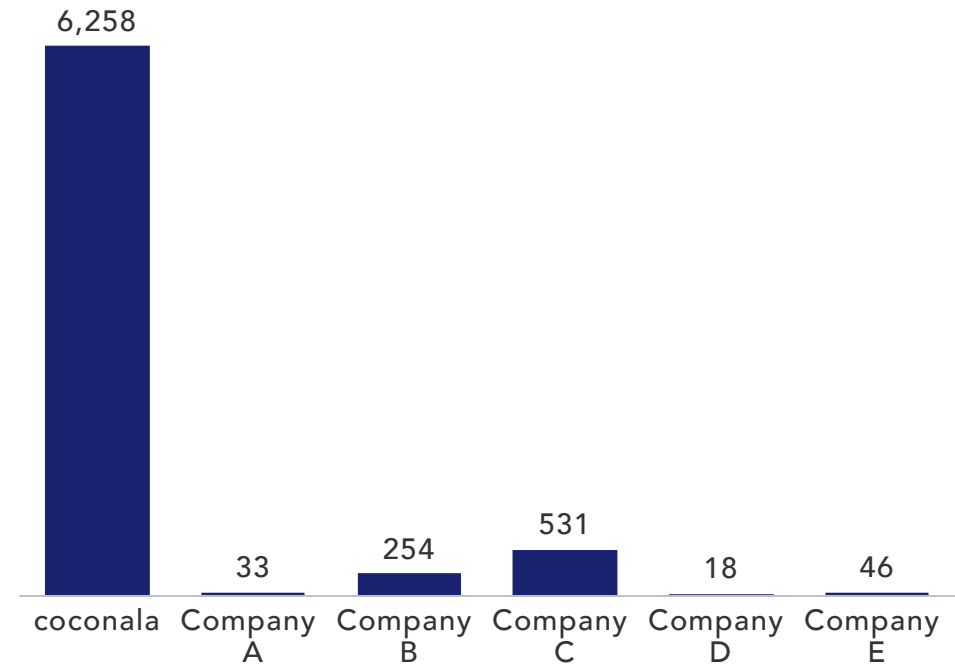
Source: For data related to other companies, we refer to their service pages.

Aggregation method (coconala): The number of listing services on the service website. The number of our listing services does not include proposals from sellers to public or private requests from buyers to sellers. (Unlike the listing services on the service sites of each company, this is not a pre-listed EC-type service.)

Aggregation method (other companies): The number of services displayed on the service search screen in the service site.

Number of Reviews*2

(Unit: thousand reviews)



*2 Data as of October 2023.

Source: For data related to other companies, we refer to their service pages.

Aggregation method (coconala): The number of on-offer service reviews on the service website.

Aggregation method (other companies): The number of on-offer service reviews from buyers and sellers displayed on the service/seller search page on the service website. As each company has its own review system, review systems of buyers may be different.

Marketplace: Category List

coconala can handle various issues and concerns of users with 15 main categories and more than 450 subcategories.

 Creative & Business

 Consultation & Private



Design

Logo creation, flyer creation/design, brochure/catalogue design, etc.



Film / Animation / Photography

Film editing, film shooting, animation, photo processing/correction, etc.



Web Marketing / Customer Acquisition

SNS marketing, SEO measures, EC marketing, website analytics, etc.



Housing / Beauty / Lifestyle / Entertainment

Housing, lifestyle, beauty and fashion consultation, contents sales, hobbies, games, etc.



Illustration / Cartoon

Illustration, portrait creation, cartoon/comic production, character creation, character modeling, etc.



Business Agency / Consultation / Professional Consultation

Creation/support for documents and proposals, EC consulting/operation agency, preparation of contracts/various documents, legal consultation, etc.



Fortune-telling

Romance fortune-telling, marriage fortune-telling, life/spirituality, fortune-telling method/advice, etc.



Online Lessons / Advice

Language lessons / advice, music / instrument lessons / advice, exercise lessons, etc.



Website Creation / Website Design

Website creation, EC site creation, LP creation, application design, etc.



IT / Programming / Development

Programming, Excel/VBA creation, web system development/site construction, IT support/consultation, etc.



Consultation / Love Counseling / Conversation

Conversation partner, air one's grievances, love counseling/advice, family and nursing care counseling, etc.



Money / Side Job / Affiliate Ad

Consultations on FX, consultations on stocks/various investments, methods of side jobs/earning, etc.



Music / Narration

Composition/arrangement, narration/reading, demo/session singing, mix/mastering, etc.



Writing / Translation

Articles/web content creation, novels, proofreading, catchphrases, translation, etc.



Career / Job Hunting / Qualifications / Studying

Learning method consultation, job change/career/study abroad consultation, qualification consultation, etc.



Marketplace: Examples of Major Services by User

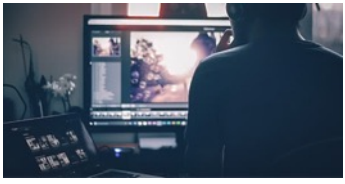
For Business

Creative

Logo Creation



Movie Editing



Business Agency

Presentation Materials



Data Analysis



Consulting /Consultation

SNS Marketing



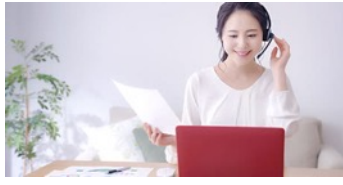
SEO Measures



For Private

Learning /Know-how

Foreign Language Lessons



Career Consultation

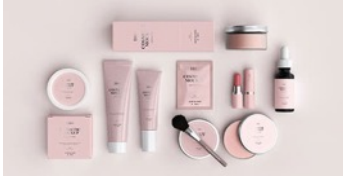


Fortune-Telling /Entertainment

Fortune-Telling

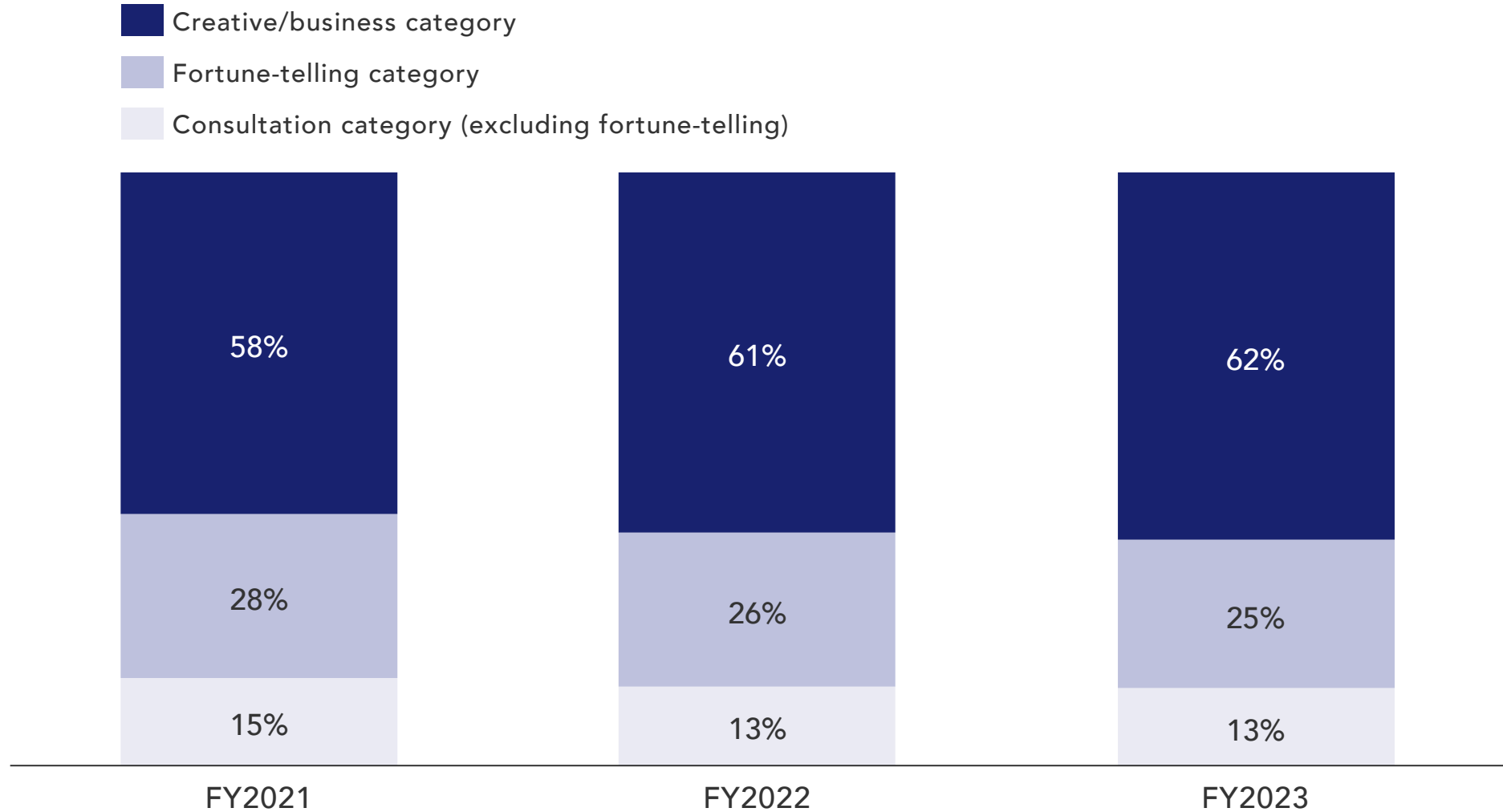


Beauty Consultation



Marketplace: Changes in GMV Composition

GMV grew in the creative/business category, resulting in a decrease in the composition ratio of the fortune-telling category.



Marketplace: Buyer-side and Seller-side KPIs

On both the buyer and seller sides, all major KPIs grew steadily.

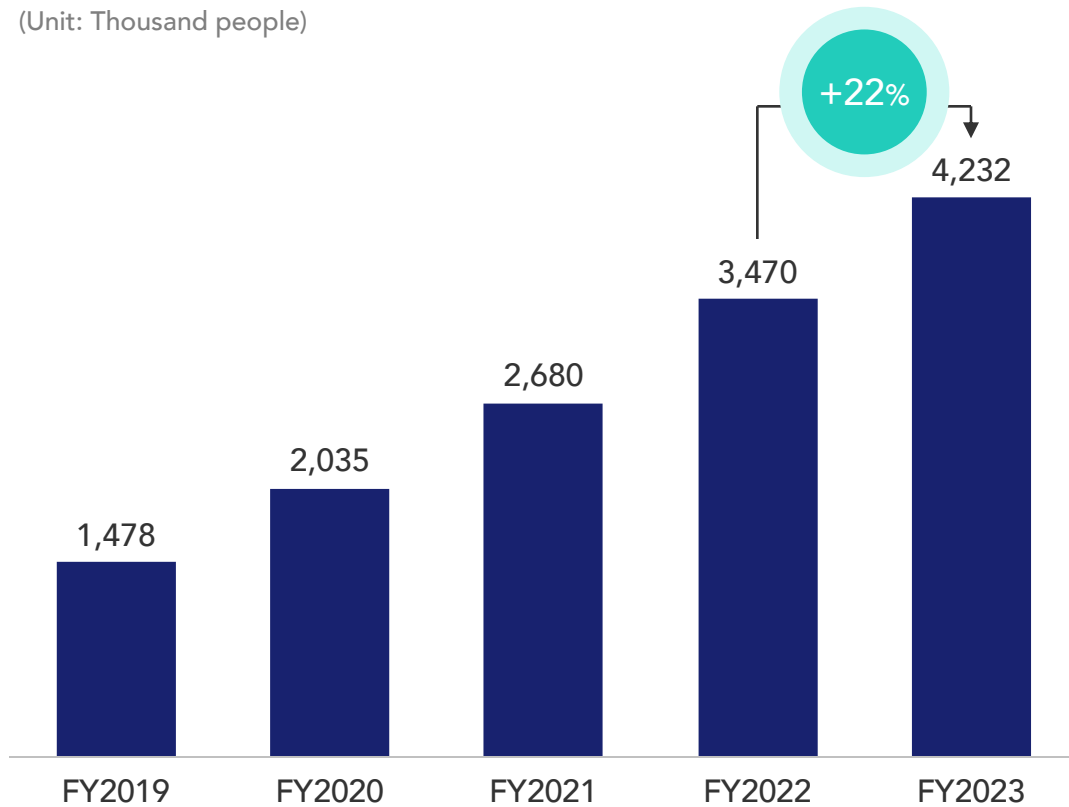


Marketplace: Registered Users, Annual Unique Buyers

There was steady growth in each KPI

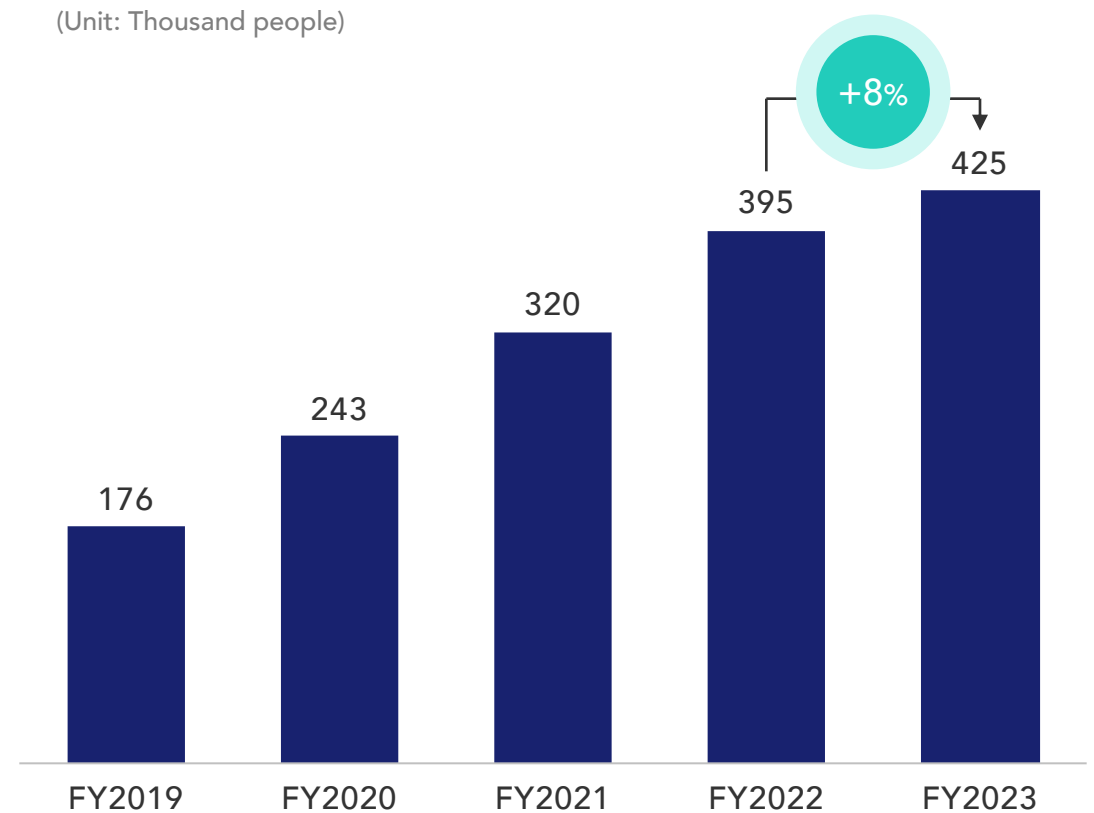
Registered Users*¹(End of Each Fiscal Year)

(Unit: Thousand people)



Annual Unique Buyers

(Unit: Thousand people)

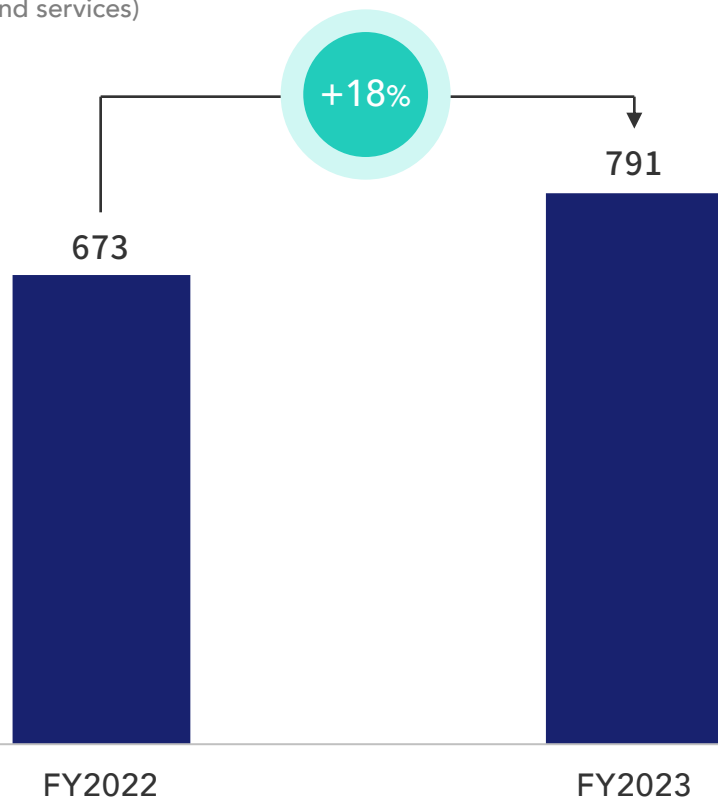


Marketplace: Number of Services on Offer, Number of Sellers

There was steady growth in each KPI

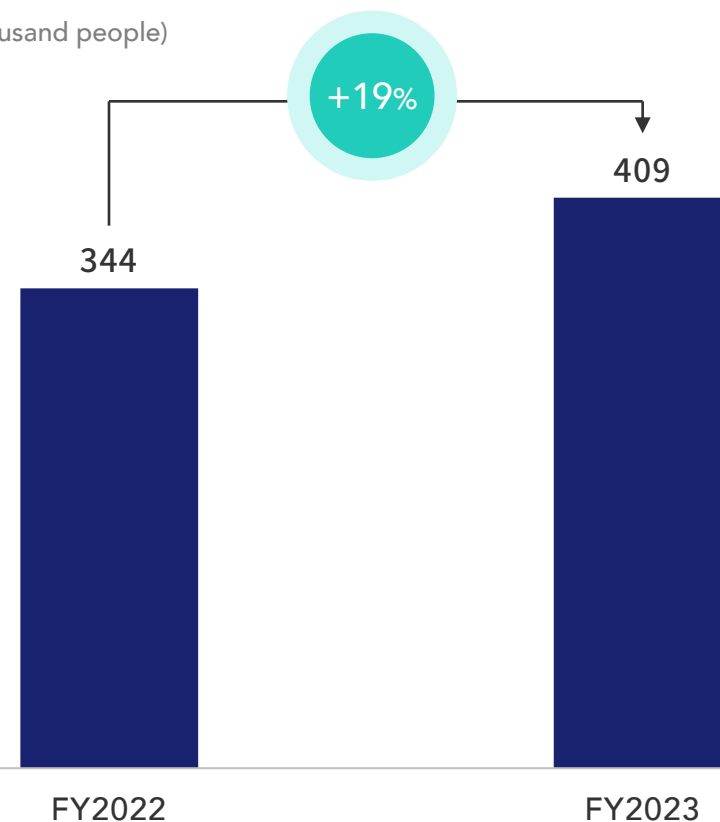
Number of Services on Offer*¹ (End of Each Fiscal Year)

(Unit: thousand services)



Number of Sellers*¹ (End of Each Fiscal Year)

(Unit: Thousand people)





Marketplace: Thoughts Behind Preventing Disintermediation

Product

- Users will try to avoid the risk of their account being halted and no longer being able to generate sales.
- Users will try to avoid the risk of payment/delivery issues that might occur with external transactions.
- Users expect to be able to accumulate a track record, such as number of transactions and reviews.

Operation

- Using machine learning and other tools have created a system to detect communications that show an intention to cut out the intermediary.
- If detected, send a warning to the relevant individuals. We have a dedicated team for suspending the accounts of repeat offenders.



Marketplace: Thoughts Behind Barrier to Entry

Japanese Major Companies

- With a track record of over 10 years, we have an overwhelming number of services and reviews compared with competitors.
- Buyers tend to buy from businesses offering more services, so even if competitors run offers like “no service charge,” it will probably do little to attract buyers.
- Since sellers cannot transfer their own reviews to other platforms, it’s likely that they have little reason to move to a new platform.

Overseas Competitors

- Since few Japanese users can use services in a full English environment, it’s possible that they’ll find that using overseas services will be cumbersome unless competitors are localized properly.
- Different cultures have different expectations towards service quality, so it’s possible that Japanese users will not want to buy overseas services in the same way.



Marketplace: Thoughts Behind the Take Rate

Thoughts Behind the Take Rate

- The take rate is unlikely to be impacted as there are no major competitors.
- Competitors exist for phone-based consultations, but coconala's fee (approx. 50%) is lower than theirs.
- Until now, we've never carried out any marketing to attract sellers, and seller retention rate is high, meaning that the take rate is probably not an issue.

Potential Measures to Raise the Take Rate Further

- Increase revenue in ways other than service charge by offering fee-based services to sellers, such as an in-site ad.
- We will continue to develop the product to provide more value to both sellers and buyers.



Marketplace: Our Marketing Operation

Our Marketing Operation

- Marketing considering unit economics
- Strictly control the payback period by considering ROI from CAC at the time of acquisition based on the historical LTV.
- For web ads, we have organized an in-house marketing team for meticulous ad management.
- For TVCM, we visualize the effects and implement a weekly PDCA cycle to reduce CAC.

Payback Period of Our Marketing Investment

- Because we acquire the vast majority of users organically (unpaid), the payback period ^{*1} for new user acquisition is one month; the payback period ^{*1} for web ad alone (excl. organic) is about one year.
- TVCM can also be paid back in a few years^{*1} (incl. indirect effects^{*2}).

*1: A period needed to achieve a positive ROI.

*2: "Direct effect" refers to the revenue earned from users acquired during the TV ads period that exceed the user acquisition level immediately prior to the TV ads period, and "indirect effect" refers to the revenue earned from users acquired after the TV ads period that exceed the user acquisition level that takes into account the growth trend prior to the TV ads period (the estimated value after disregarding the effect of TV ads, the effect of advertisements other than TV ads, such as web advertising, and other factors in FY2019 and FY2020).



Marketplace: Measures Taken for Safety and Reliability of Marketplace

KYC of Sellers



Identification of sellers to increase credibility by buyers

Monitoring System



Round-the-clock monitoring of services and corresponding inquiries carried out by full-time staff

Publicizing prohibited services and conduct defined in the guideline

Escrow Settlement



Purchase payments to be escrowed until delivery of services

User Mutual Review System



Mutual review system for sellers and buyers that is open to the public

Sharing Economy Trust Mark



Obtained certification by fulfilling compliance standard defined by Cabinet Secretariat IT General Strategy Office

Enhanced IT System



Investment in and daily monitoring of IT system for stable and robust operation



Media : Features of coconala Legal Consultation

A platform connecting “people seeking advice on legal concerns” and lawyers that is based on a business model of generating advertising revenue from lawyers



- **Strong in attracting customers through organic searches**

People seeking advice can post and browse legal Q&As at no charge. The number of legal Q&As posted exceeds 30,000 cases and much of the traffic is from organic searches.

- **Attracting also sole proprietors and SMEs**

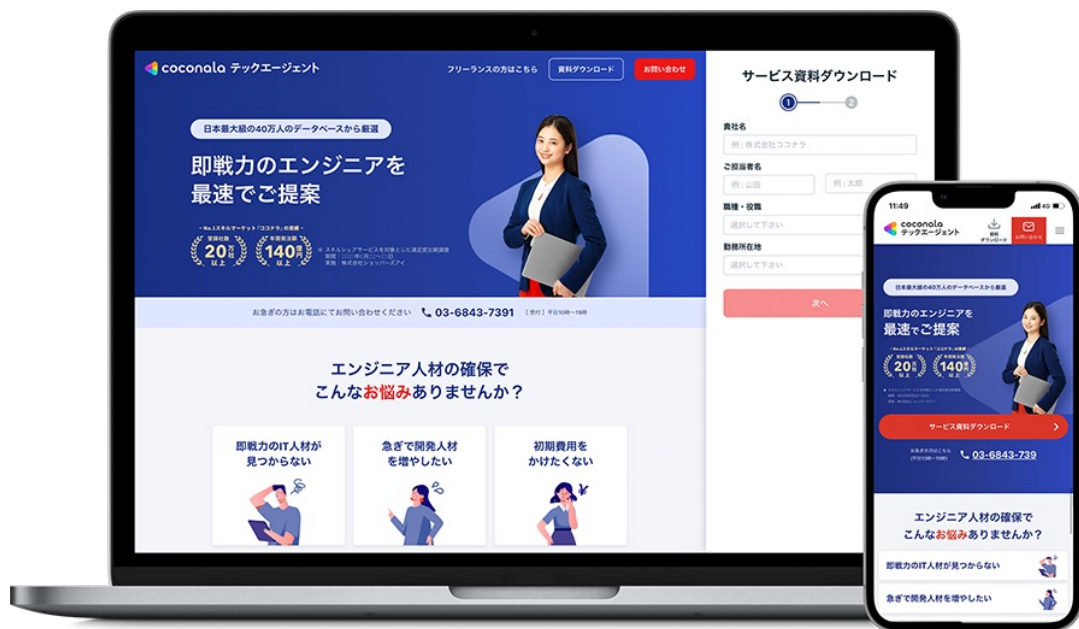
Can expect advice to be sought by also “coconala Skill Market”-using freelancers, sole proprietors and SMEs

- **Reassuring framework of follow-up after paid ad placement**

Persons in charge of follow-up are assigned to periodically monitor view count and number of inquiries after paid ad placement. Also flexibly responding to requests from lawyers.

Agent: Features of coconala Tech

A business outsourcing agent type service for IT freelancers of a monthly retainer type with growth companies and large companies mainly in the IT industry as main targets



● Specializing in IT freelance

Specializing in IT-related jobs with high corporate demand for freelance work, centering on IT engineers and designers

● Attracting talent by linking with coconala Skill Market

Referring a diverse array of highly skilled talent by utilizing the database of 400,000 people. Future plan is to link and utilize the evaluation data at the two services.

● Assigning at fastest response from matching to start of work

Able to engage in projects as quickly as "3 days at the earliest," the contracting, interviewing, etc. included



Agent: Acquisition of Port Engineering, Inc

Company Overview

Company Name	Port Engineering, Inc
Establishment	April 2023 (Port split off this business)
Business	Freelance engineer agent business (Brand Name: Futurizm)
Financials	Revenues: Approx. 650 million yen (Fiscal year ending March 31, 2023)
Number of registrants	3,500 IT freelance engineers

Deal Summary

- Closing date: July 3, 2023
- Acquisition cost: 254 million yen
- Finance: Cash on hand
- To be incorporated into the consolidated financial statement from July 2023

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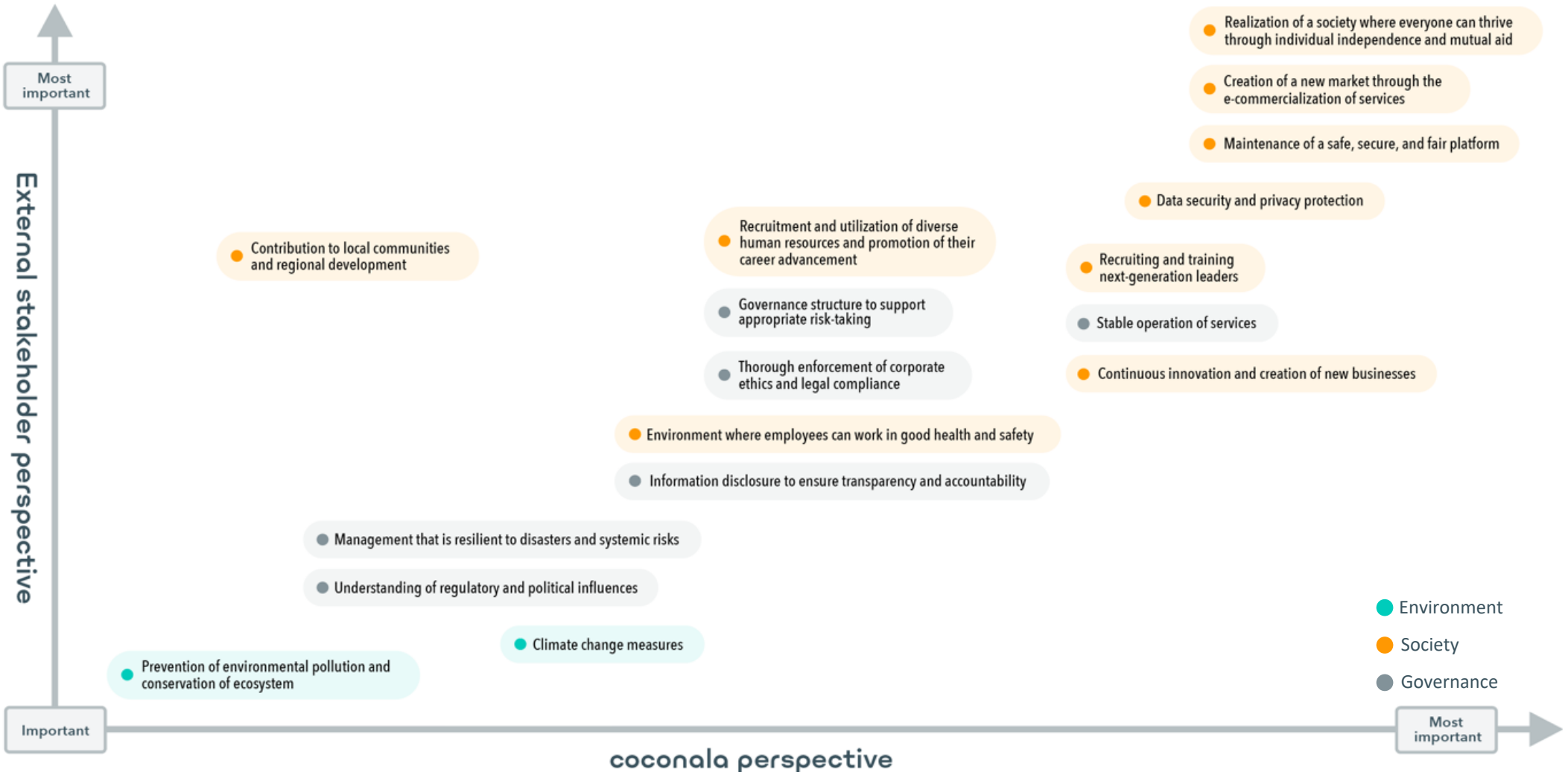
ITエンジニア案件を最適マッチング
 フリーランスの安定的な稼働を実現。

**ご希望条件にマッチした
 案件をご提案します。**

おすすめキーワード: 渋谷 Ruby Java リモート

ESG Materiality Map

Formulated materiality map based on discussions with internal and external stakeholders. coconala places particular importance on social issues.





Disclaimer

This material includes forward-looking statements.

Such statements do not guarantee the realization of such outlook and includes risks and uncertainties.

Please note that the actual performance may differ from the future outlook due to environmental changes, etc.

In addition, the information on companies other than coconala in this material are cited from the disclosed information, etc., and coconala does not verify nor guarantee the accuracy and adequacy of such information.



Create a world where each person lives their "own story."