



FY2025.8 Full-Year Financial Results

coconala Inc. (TSE Growth Market: 4176)

October 14, 2025

A woman with short brown hair, wearing a white button-down shirt and a gold watch, is sitting at a desk. She is looking down at a pink pen she is holding. On the desk, there is a laptop and a color palette. The background is blurred, showing a modern office environment.

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

**Company-Wide
Summary****Sales, gross profit, and EBITDA^{*1} all reached record highs**

- Full-year sales of 9,410 million yen, full-year gross profit of 6,123 million yen, and full-year EBITDA of 649 million yen
- Formulated growth policies that provide a concrete path toward establishing a comprehensive service platform covering all customer needs

Marketplace**Sales reached a record high, with continued focus on maximizing GMV**

- Full-year sales of 5,720 million yen, full-year gross profit of 5,477 million yen
- GMV continued to grow, up 4.6% YoY. Take rate remained high at 29.1%
- Multiple new services/functions were launched, steadily expanding the matching methods of the Marketplace

Agent**coconala Tech has bottomed out and is on the rebound. coconala Assist has further expanded its sales scale**

- Full-year sales of 3,690 million yen, full-year gross profit of 646 million yen
- Progress in developing the sales infrastructure for future growth through aggressive recruitment
- Launched a sales agency service to provide end-to-end support from sales channel design to operations at coconala Assist

^{*1}: EBITDA (non-GAAP) = operating profit + depreciation + goodwill amortization + share-based payments + expenses of Crest Skill Partners (formerly coconala Skill Partners), a former subsidiary.

Contents

01. Earnings Report

02. Growth Policies

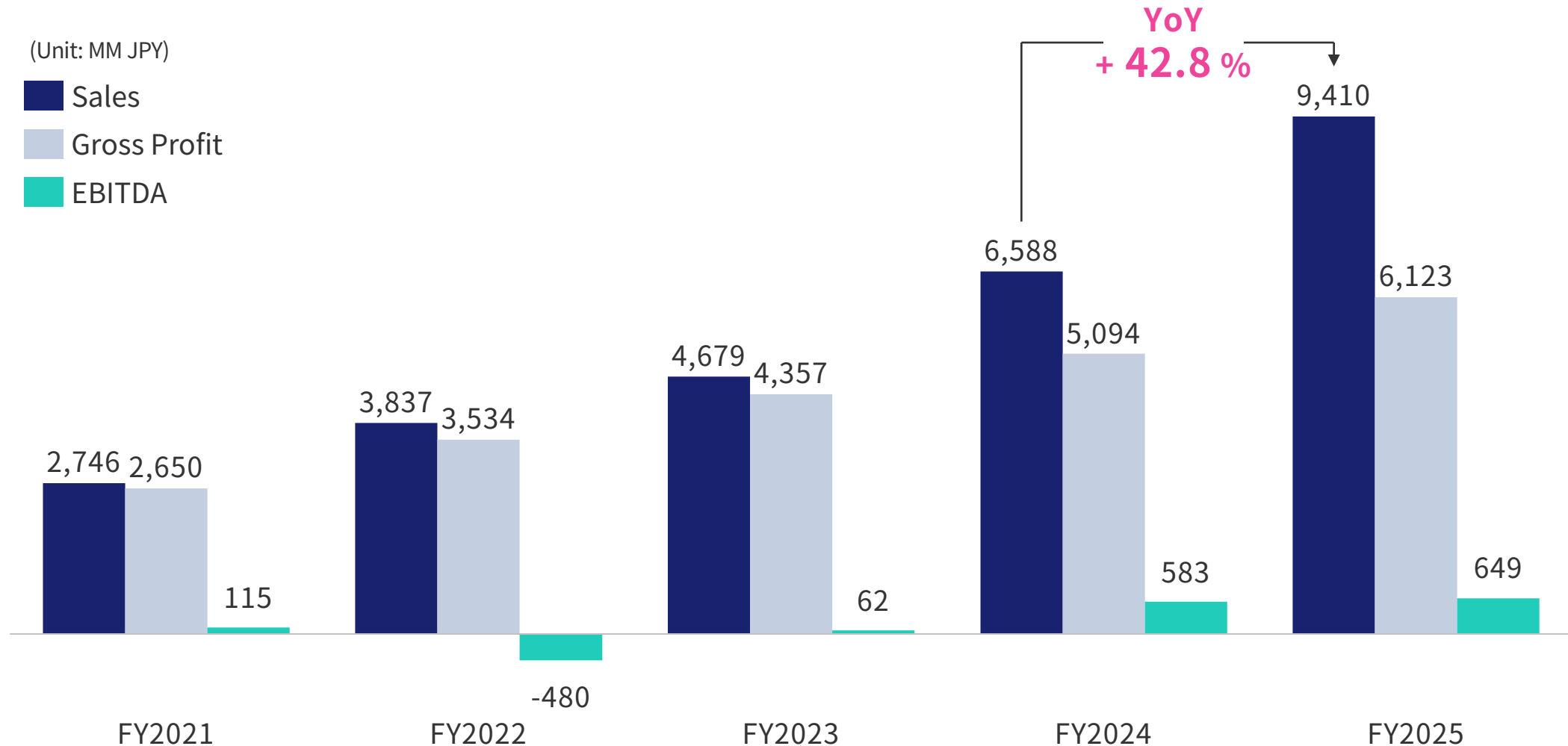
03. Appendix

1. Earnings Report

- Results
 - Consolidated Financial Results
 - Segment Performance (Marketplace)
 - Segment Performance (Agent)
- FY2026.8 Full-Year Consolidated Earnings Forecast

(Unit: MM JPY)	Q4 Result			Full-Year				
	FY2024 (Jun. - Aug.)	FY2025 (Jun. - Aug.)	YoY	FY2024 Result	Revised Earnings Forecast	FY2025 Result	YoY	Revised Earnings Forecast Achievement Rate
Sales	2,360	2,349	-0.5%	6,588	9,500	9,410	+42.8%	99.1%
Marketplace	1,343	1,471	+9.5%	5,052	-	5,720	+13.2%	-
Agent	1,016	878	-13.6%	1,534	-	3,690	+140.5%	-
Gross profit	1,469	1,556	+5.9%	5,094	-	6,123	+20.2%	-
Marketplace	1,286	1,374	+6.8%	4,818	-	5,477	+13.7%	-
Agent	183	181	-1.1%	261	-	646	+147.5%	-
EBITDA	106	70	-34.0%	583	-	649	+11.3%	-
Operating profit	4	-40	-	304	240	256	-16.0%	106.7%
Ordinary profit	11	-40	-	225	230	227	+0.7%	98.8%
Profit attributable to owners of parent	-10	-1	-	243	280	306	+25.9%	109.6%

Sales, gross profit, and EBITDA all reached record highs, with growth of over 40% YoY, driven by the group integration of coconala Tech and the successful launch of new businesses

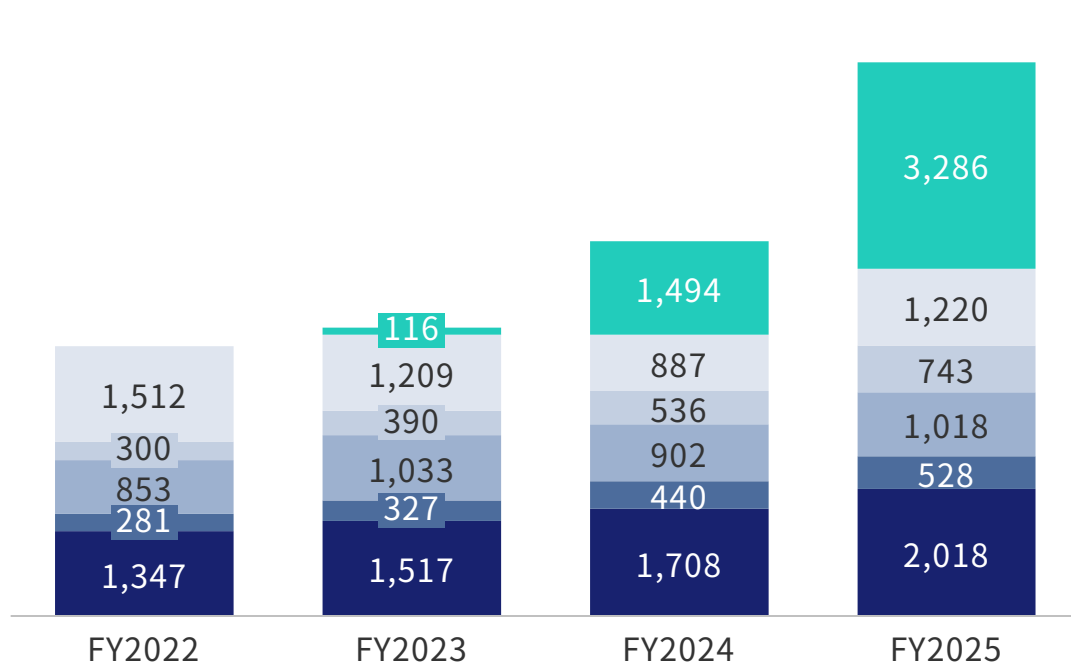


Cost of sales and operating expenses increased with business expansion, but we were able to generate profit while maintaining a sound cost structure in line with sales growth

Cost of sales + Operating expenses^{*1}

(Unit: MM JPY)

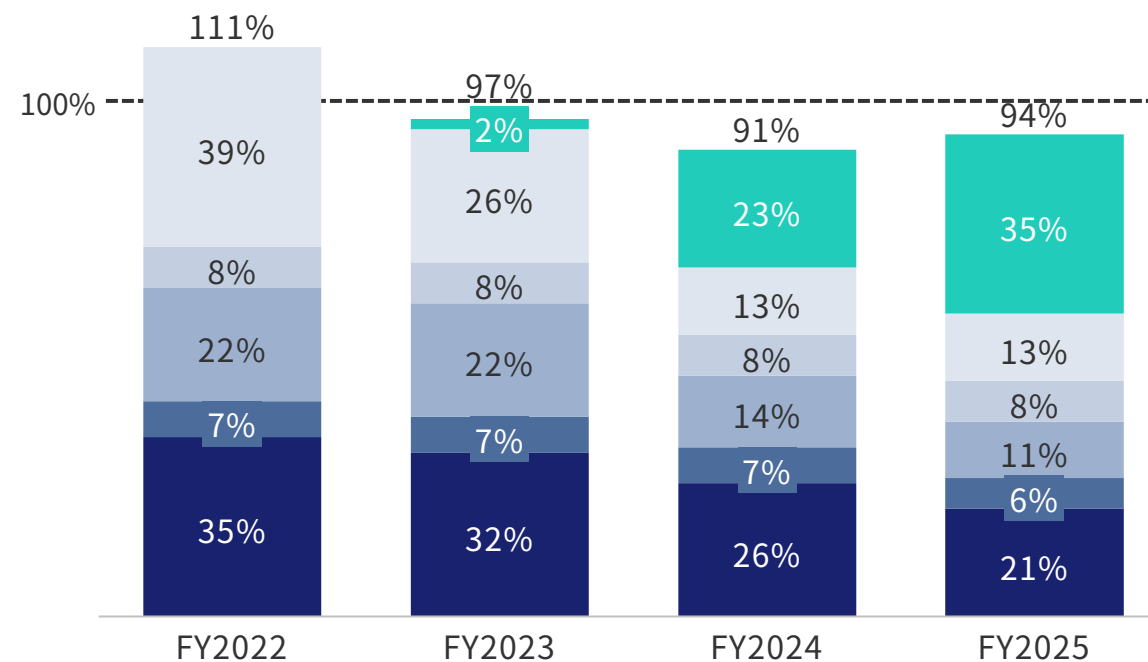
Cost of sales Advertising Others Commission / system
Outsourcing Personnel / recruitment



Relative to Sales

(Unit: %)

Cost of sales Advertising Others Commission / system
Outsourcing Personnel / recruitment

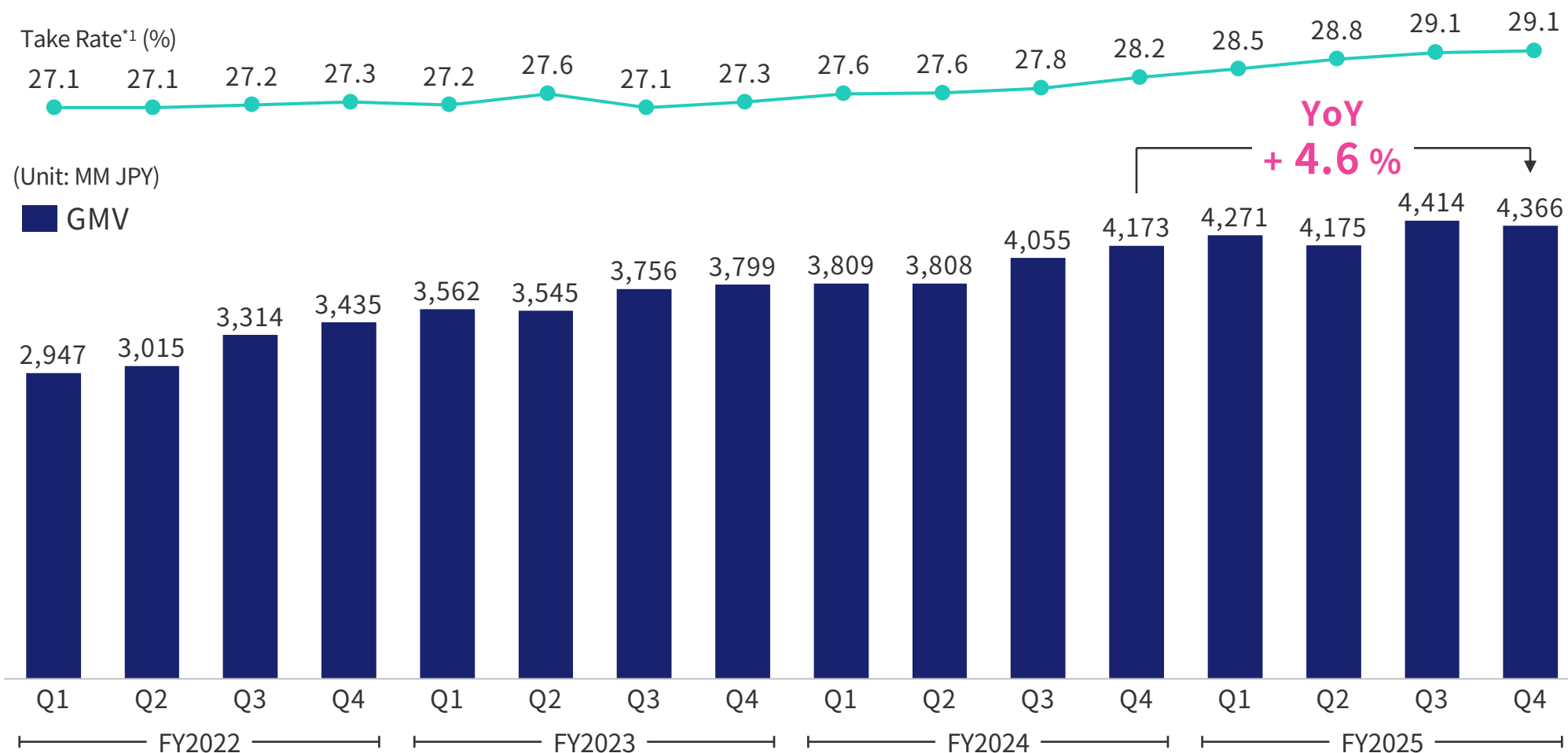


*1: Excludes share-based payment expenses, expenses of Crest Skill Partners (formerly coconala Skill Partners), a former subsidiary, depreciation, and goodwill amortization

1. Earnings Report

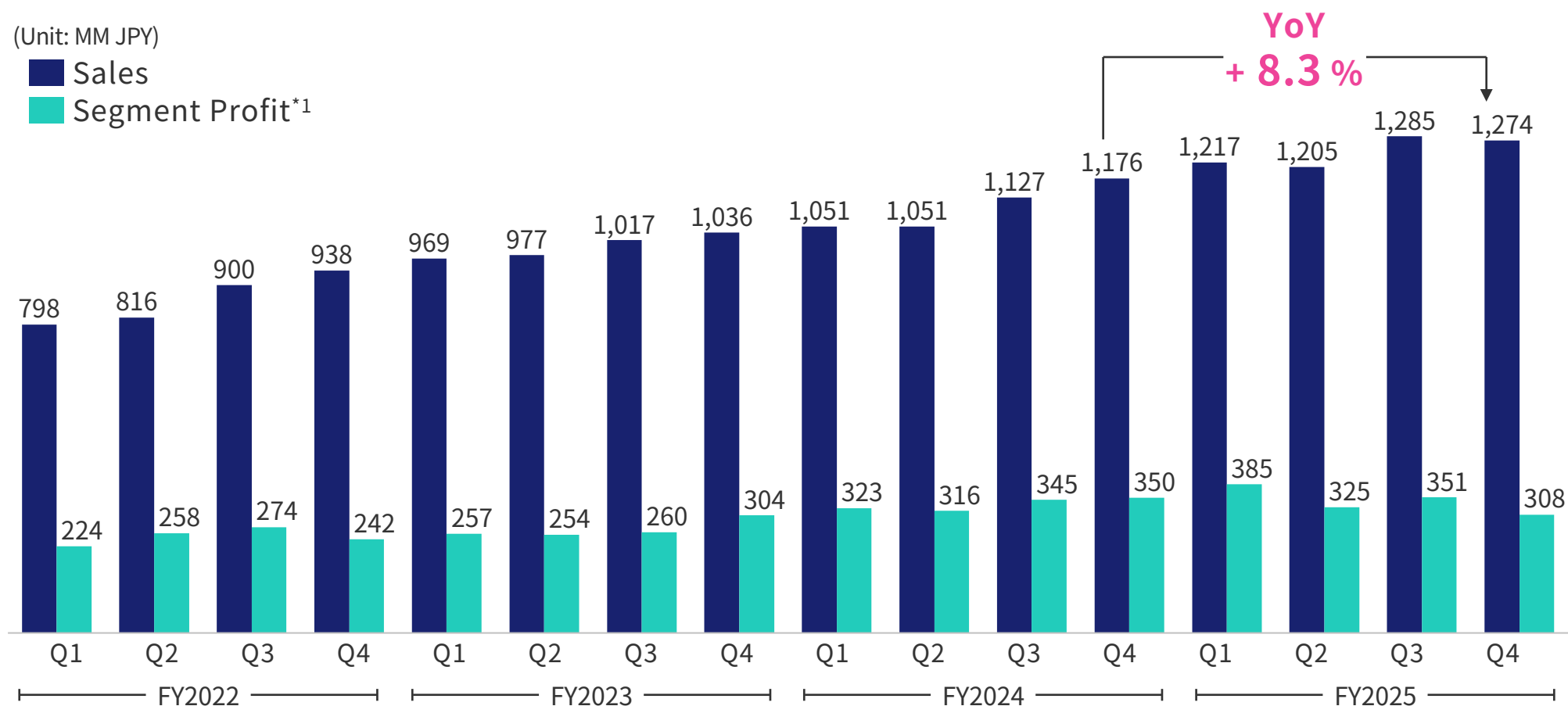
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GMV continued to grow, up 4.6% YoY. Take rate also continues to trend upward at 29.1%



*1: Take rate = Sales ÷ GMV

Sales grew by 8.3% YoY. Segment profit decreased YoY due to one-time increases in advertising and other expenses.

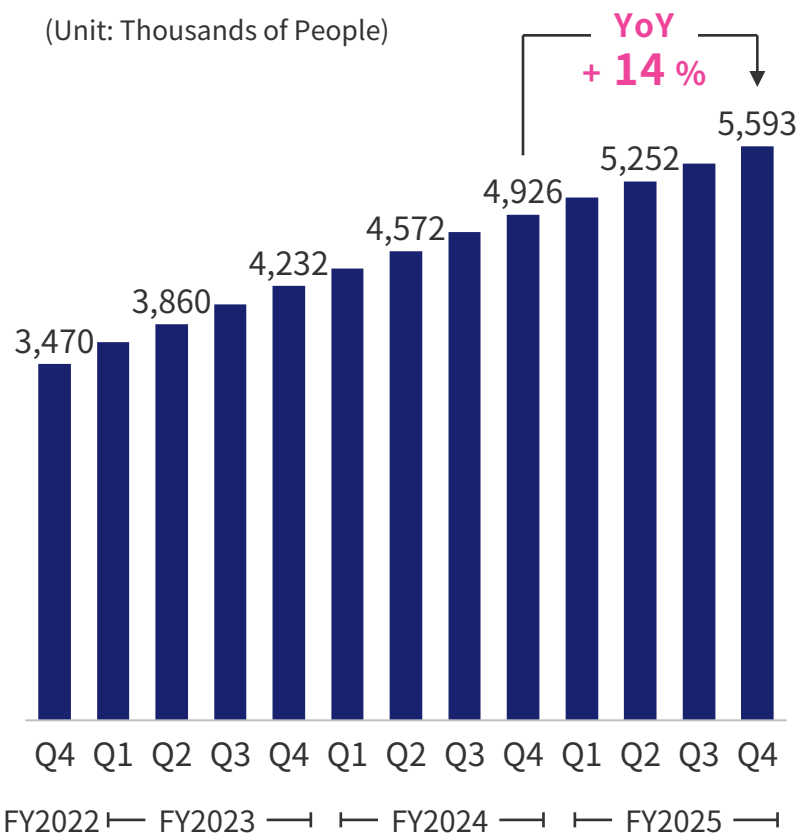


*1: Segment profit is calculated as segment revenue minus cost of sales and selling, general, and administrative expenses (excluding corporate expenses), plus depreciation and goodwill amortization. From FY2025, the allocation basis for corporate expenses has been changed. Figures prior to Q1 FY2025 have been retroactively adjusted to the new basis and may differ from previously disclosed figures

The number of registered users has surpassed 5.5 million. The number of service listings and skill registrants are also increasing steadily

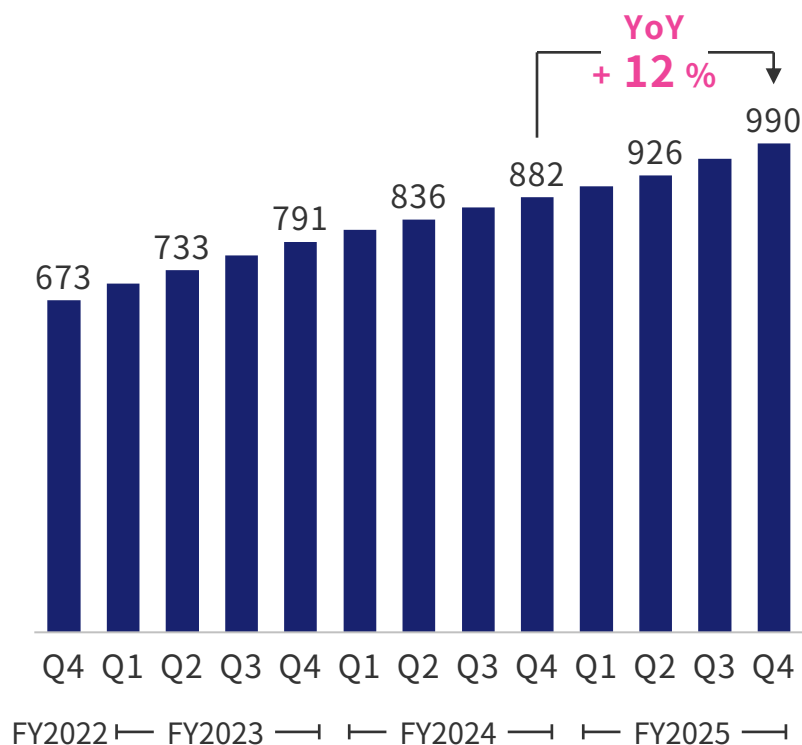
Registered Users

(Unit: Thousands of People)



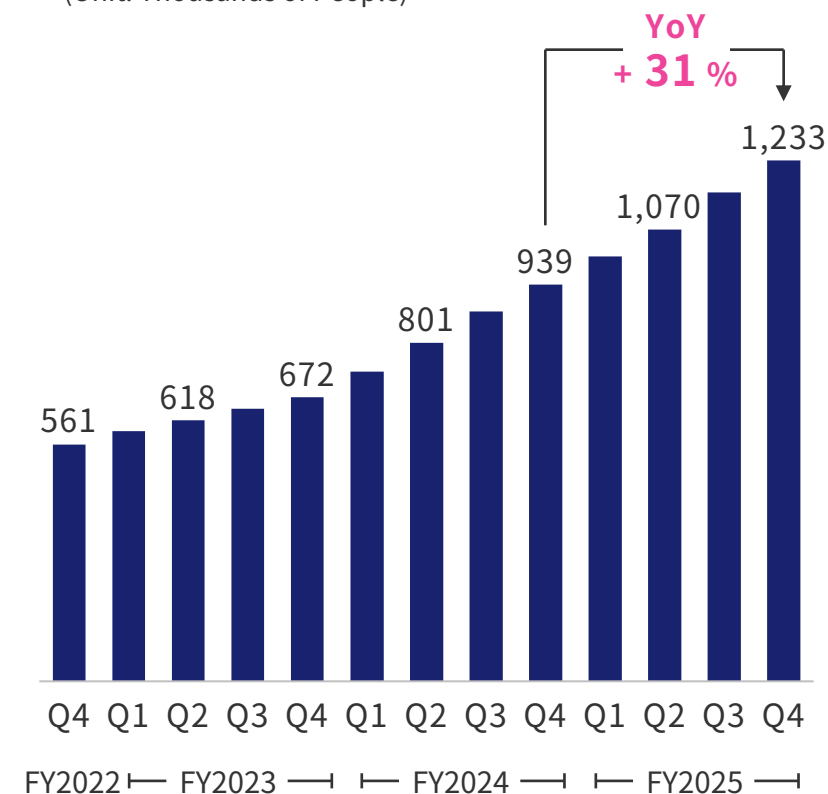
Number of Service Listings

(Unit: Thousands)



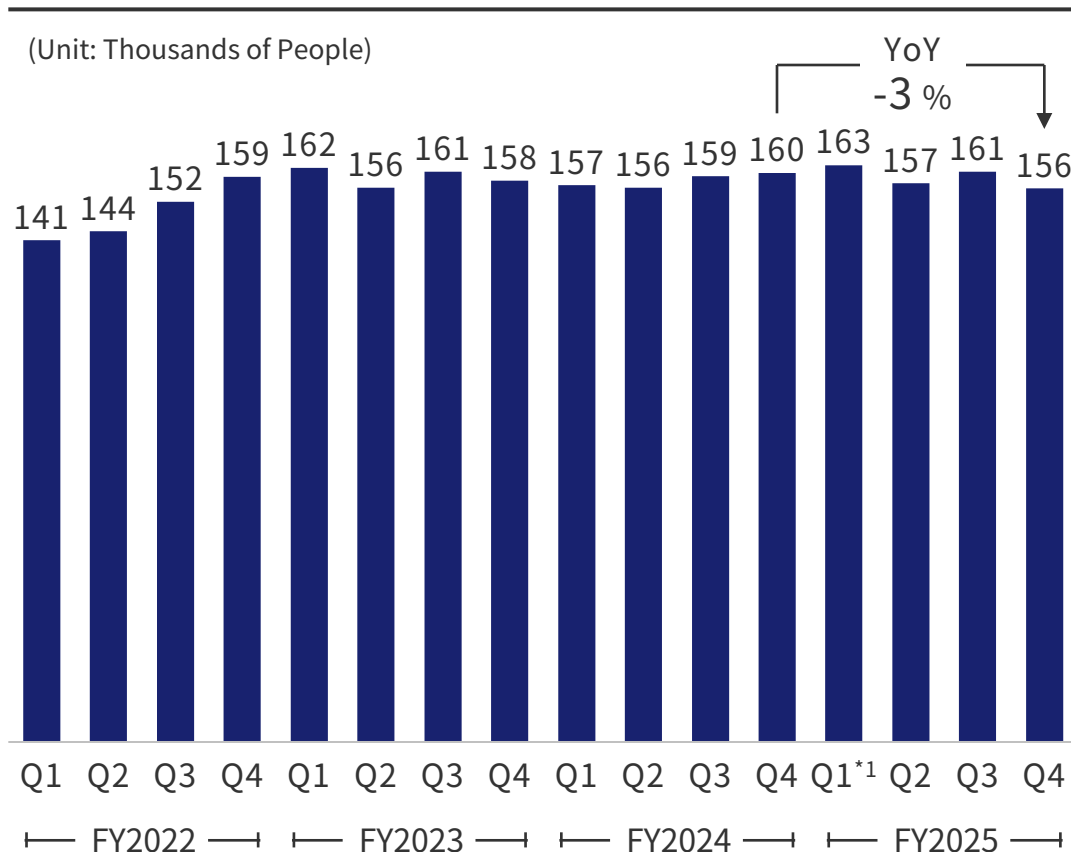
Number of Skill Registrants

(Unit: Thousands of People)

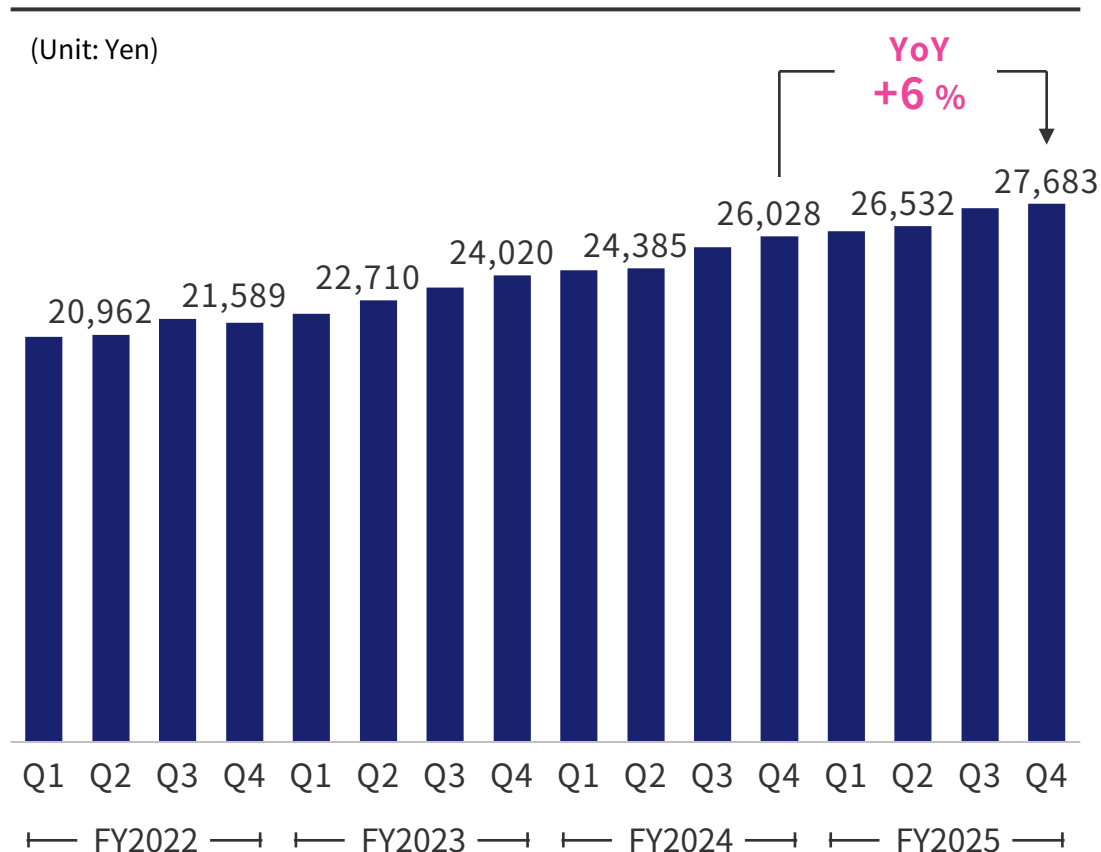


While the number of unique buyers decreased slightly, the average purchase amount per buyer continued to grow by +6%

Unique buyers

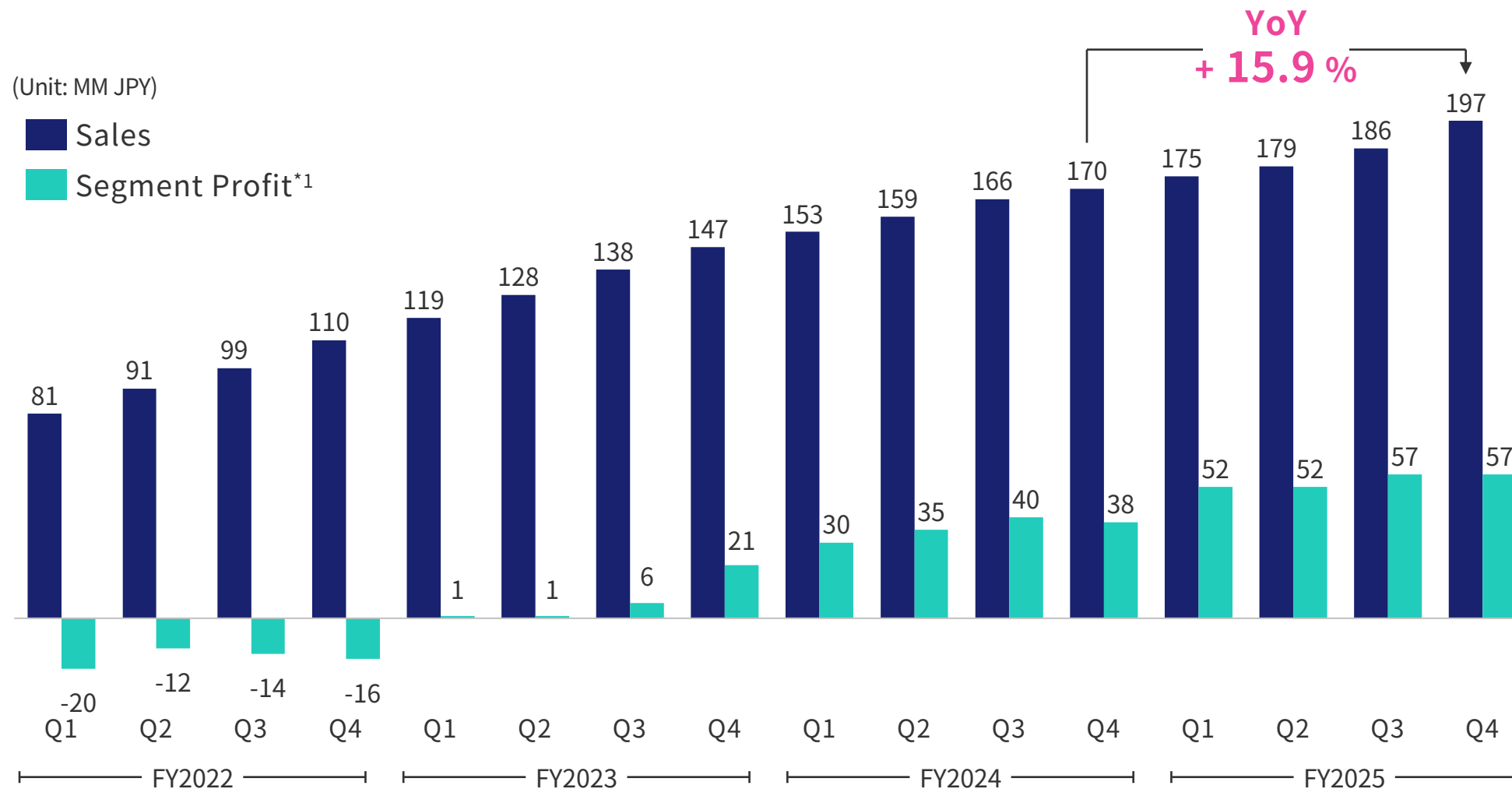


Purchase Amount Per Buyer



*1: In Q1 FY2025.8, temporary large-volume transactions by some sellers caused a distortion in the aggregation, so the impact has been excluded.

Sales reached a record high, continuing to grow by +15.9% YoY

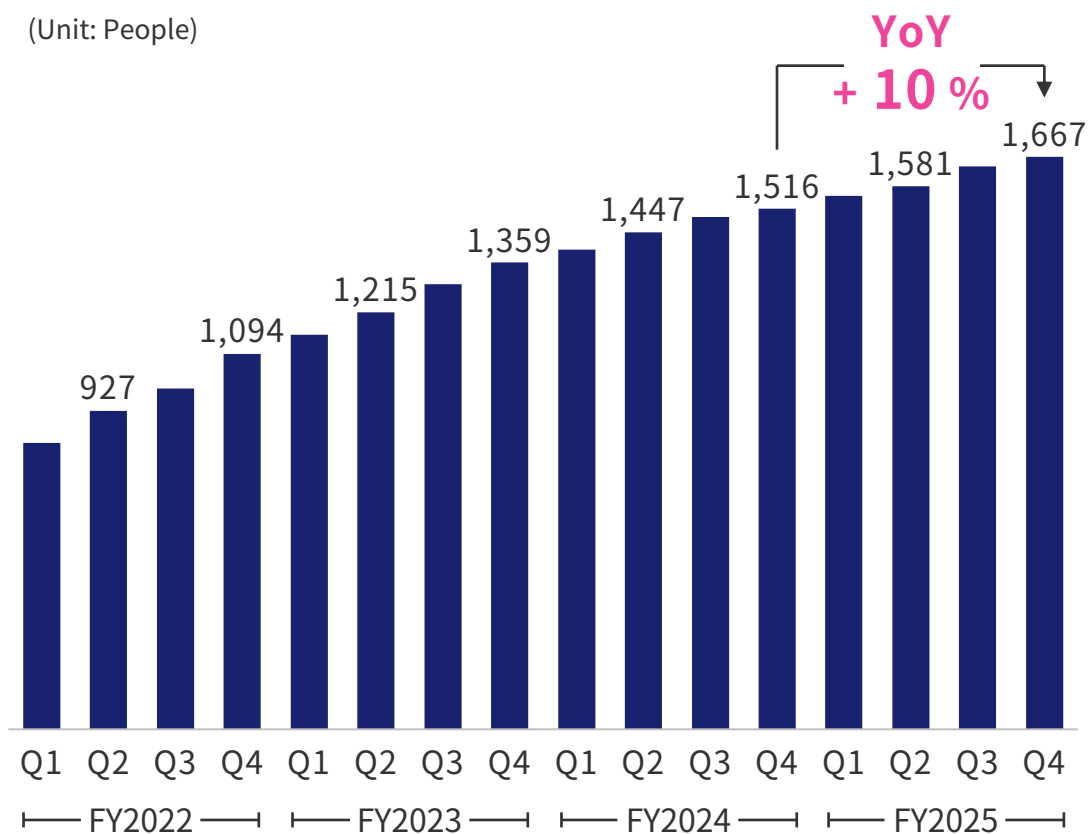


*1: Segment profit is calculated as segment revenue minus cost of sales and selling, general, and administrative expenses (excluding corporate expenses), plus depreciation and goodwill amortization. From FY2025, the allocation basis for corporate expenses has been changed. Figures prior to Q1 FY2025 have been retroactively adjusted to the new basis and may differ from previously disclosed figures

The number of paid registered lawyers grew by +10% YoY, and ARPU*¹ also improved by +4% YoY

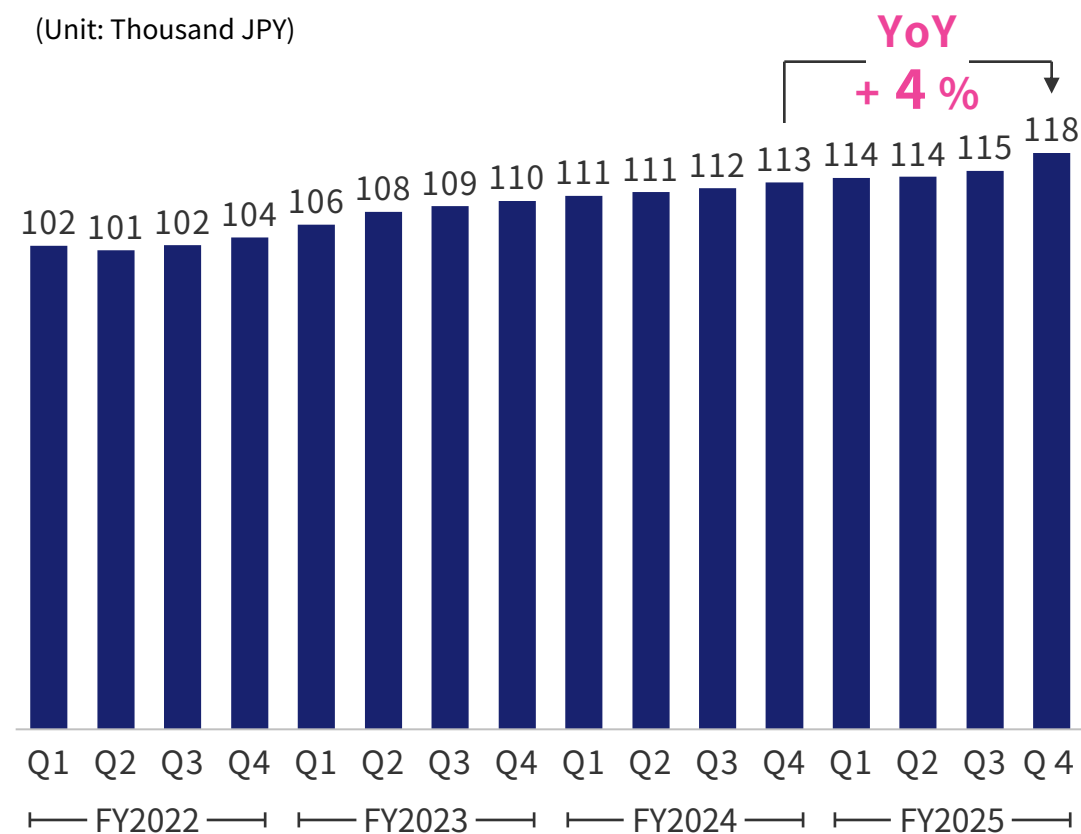
Number of Registered Lawyers

(Unit: People)



ARPU

(Unit: Thousand JPY)



*1: ARPU: Average Revenue Per User

Multiple new services/functions were launched, steadily expanding the matching methods of the Marketplace

Subscription Function (December 2024)



A plan that allows users to automatically and repeatedly purchase the same listed service every month.

Develops the transaction environment for categories where ongoing transactions occur, such as online lessons and consulting.

coconala Scout (April 2025)



A scout function that allows companies to search for and approach the most suitable talent themselves.

Expands to a matching infrastructure that can respond to diverse corporate needs, based on a talent database of over 1 million people.

coconala Content Market (April 2025)



A new service where articles, images, and illustrations can be sold without the need for customer acquisition.

With over 100 sellable categories, it expands the value provided and contributes to the gross merchandise volume.

Seller Support (July 2025)



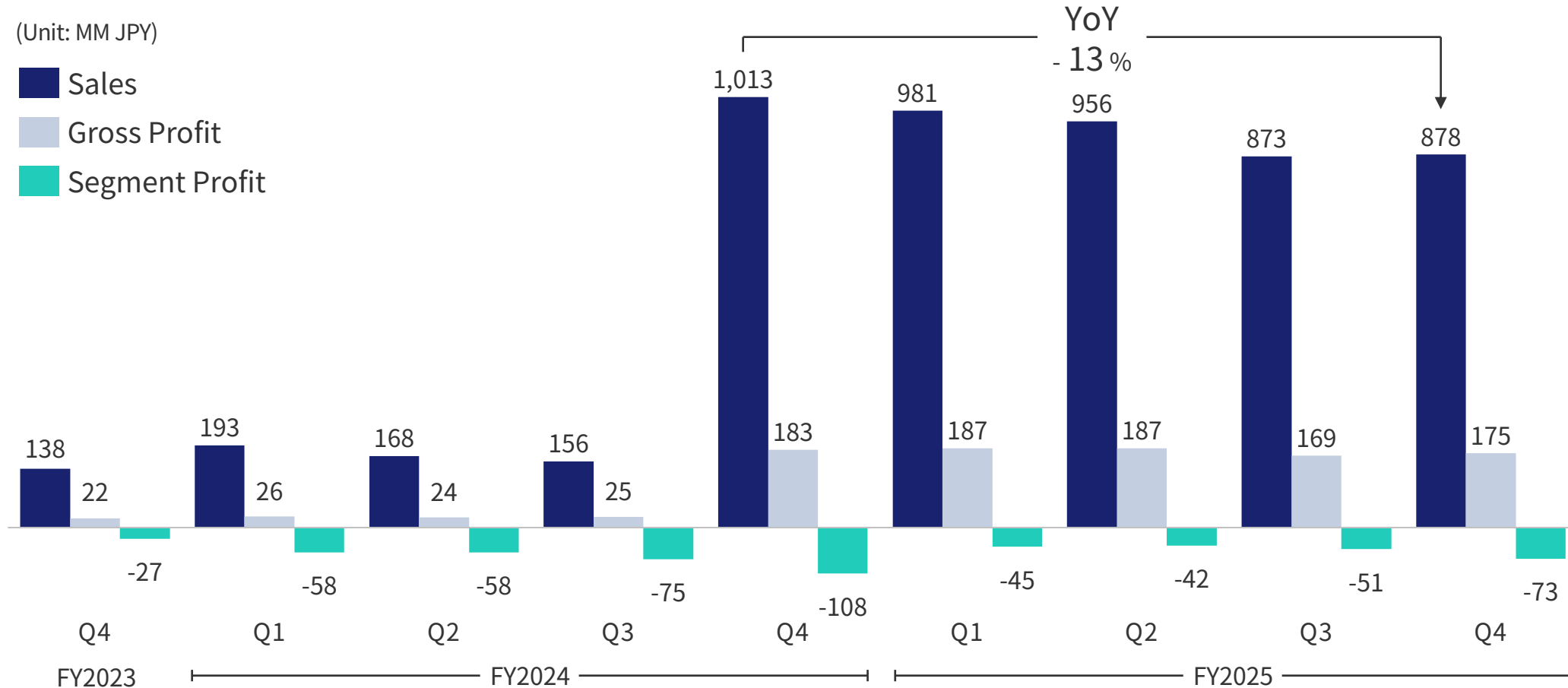
A monthly all-in-one seller support service aimed at helping sellers 'sell more'.

Helps sellers boost their sales through analytics tools and promotional support.

1. Earnings Report

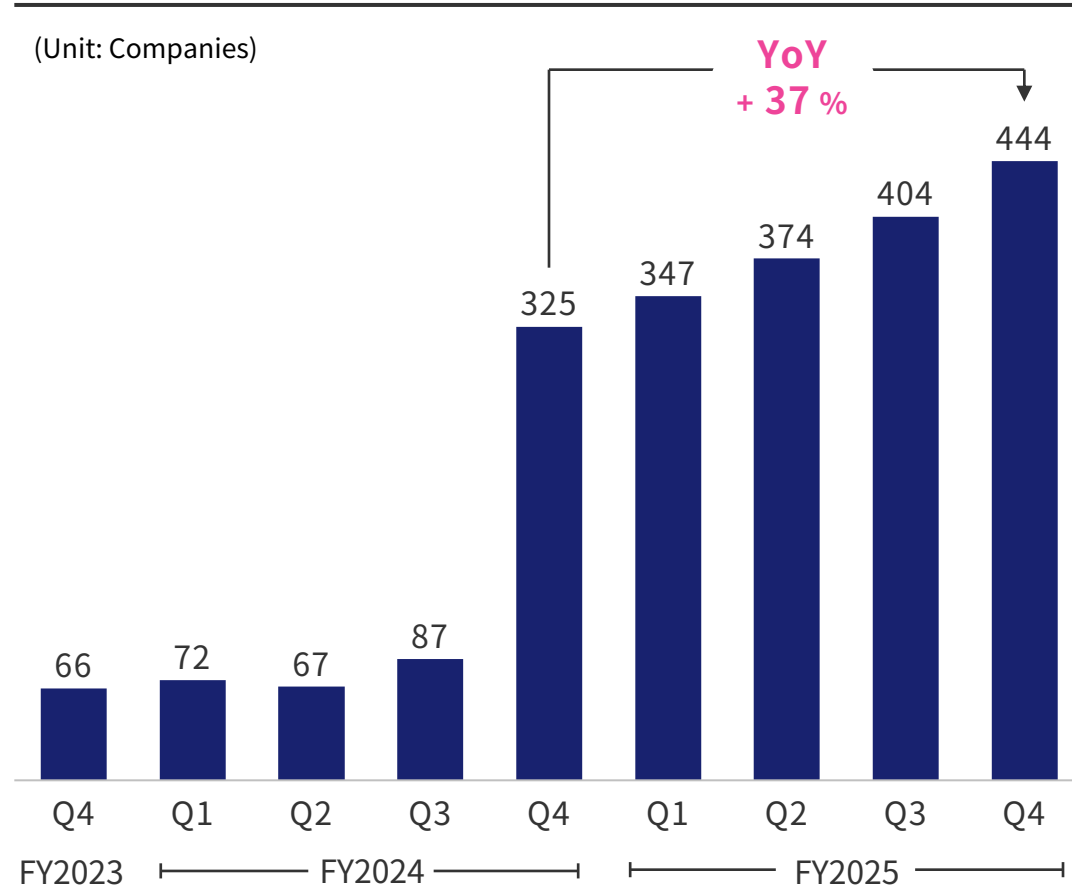
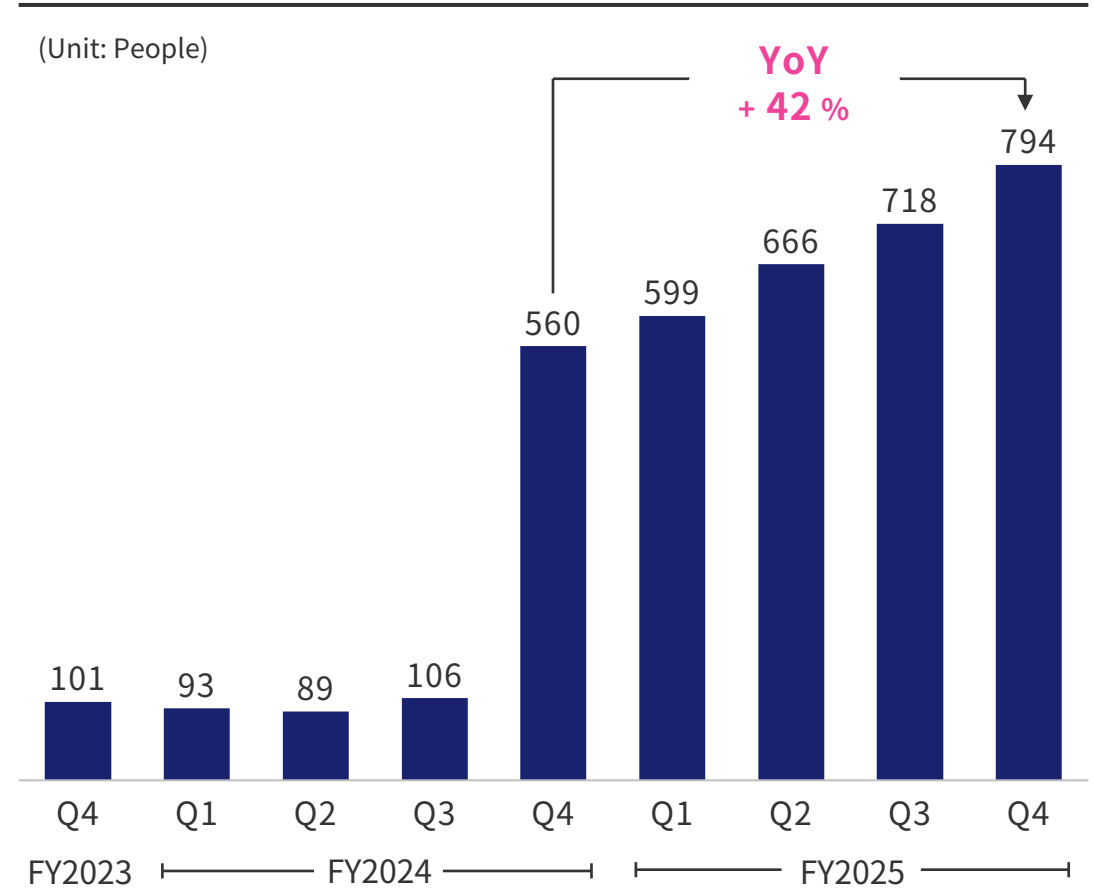
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Sales bottomed out in Q3 and rebounded in Q4. The segment losses temporarily widened in Q4 due to aggressive hiring. With a strengthened sales foundation, a significant increase in sales and improvement in segment profit are expected going forward



*1: Segment disclosure began in Q4 of the fiscal year ending August 2023. The performance of the Agent segment includes the results of coconala Tech, coconala Assist, coconala Pro, and coconala Consulting.

Due to the rapid growth of coconala Assist, both the number of clients and active workers have reached new all-time highs. Going forward, coconala Assist will become a key growth driver for the entire company

Agent Clients^{*1}Agent Active Workers^{*2}

*1: The total number of contracted companies in each agent business as of the end of each quarter.

*2: The total number of active workers in each agent business as of the end of each quarter.

We carefully select professional sales talent from our pool of 1 million skill registrants to address corporate sales challenges. We form a dedicated sales team and respond flexibly to customer requests

New Service Release



Professional Sales Agency Service

Features of the service



Carefully
selected
professionals at
work



Support in team
units



Flexible
response
for each phase

営業活動を一気通貫で支援！



We have decided to appoint model and actress Meru Nukumi as the image character for coconala Inc. Starting from September 2025, we will carry out various promotions, including web video campaigns, promotions across our service sites, and social media advertising



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In FY2026.8, in addition to the recovery trend of coconala Tech in the Agent business, coconala Assist is expected to make a meaningful contribution to sales and profit as a new growth driver. We will also focus on revitalizing the Marketplace through the use of AI

(Unit: MM JPY)	FY2025	FY2026.8	
	Result	Full-Year	YoY
Sales	9,410	11,000	+16.9%
EBITDA	649	800	+23.2%
Operating profit	256	450	+75.7%
Ordinary profit	227	450	+98.0%
Profit attributable to owners of parent	306	360	+17.3%

2. Growth Policies

Until now, coconala Inc. has actively invested in new businesses and promoted diversification to maximize corporate value in the medium to long term. From FY2026 onward, our second and third business pillars will be contributing to profits. coconala Inc. aims for further growth by utilizing generated cash and M&As



Amid rapid environmental changes, coconala Inc. will leverage its unique database to sustainably provide value by matching optimal talent and skills. While using AI to streamline existing operations, coconala Inc. will further strengthen the provision of skilled talent for high-value-added domains

Opportunities

Deepening labor shortage due to declining working population

As it becomes more difficult for companies to secure a workforce, possessing a rich talent database itself becomes a competitive advantage.

Trends in Japan's working population ^{*1}

Year	Total population (10K)	Working population (10K)
2010	13,103	8,103
2030	12,076	7,076
2050	10,540	5,540

Legend: Total population (10K) (light blue), Working population (10K) (dark blue)



Leveraging the talent database, coconala Inc. will provide a wide range of services, from one-time to ongoing projects, to all customers facing labor shortages.

Threats

With the spread of generative AI, simple, routine tasks and one-time engagements are being rapidly replaced.

On the other hand, in areas where creativity, expertise, and interpersonal skills are required, the demand for talent is relatively increasing.

Japan's labor supply-demand balance ^{*2}

Year	Administrative talent (10K)	Skilled talent (10K)
2015	0.2	0.1
2020	0.1	0.2
2030	1.2	1.7

Legend: Administrative talent (light blue), Skilled talent (dark blue)



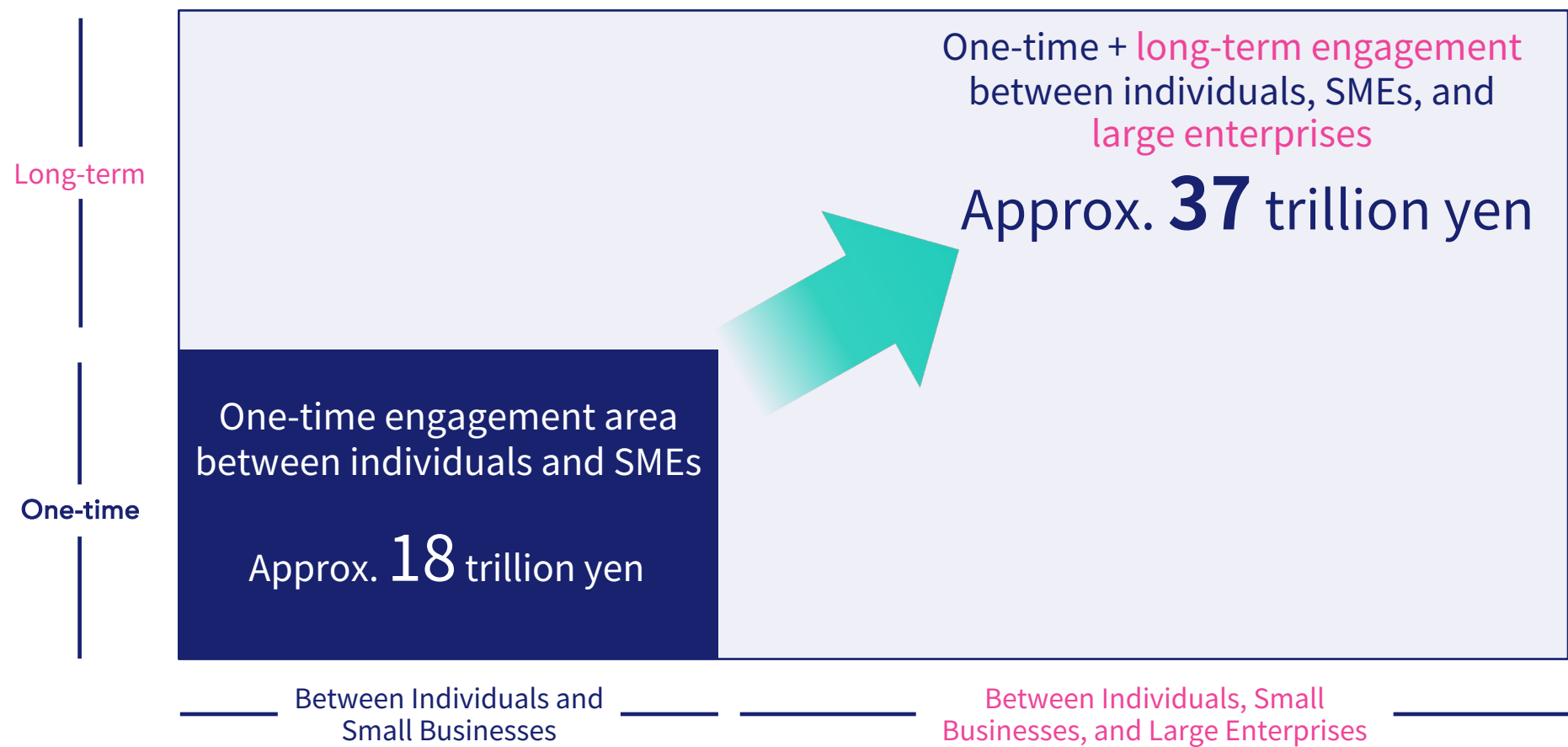
By utilizing AI to enhance the product experience, coconala Inc. will further strengthen the provision of skilled talent capable of handling high-value-added domains that should be handled by humans.

^{*1}: Cabinet Office, "2025 White Paper on Aging Society" (June 2025) ^{*2}: Created by coconala Inc. based on Mitsubishi Research Institute's "Monthly Review June 2021 Issue, Special Feature 1: Human Capital Strategy to Enhance Human Capital."

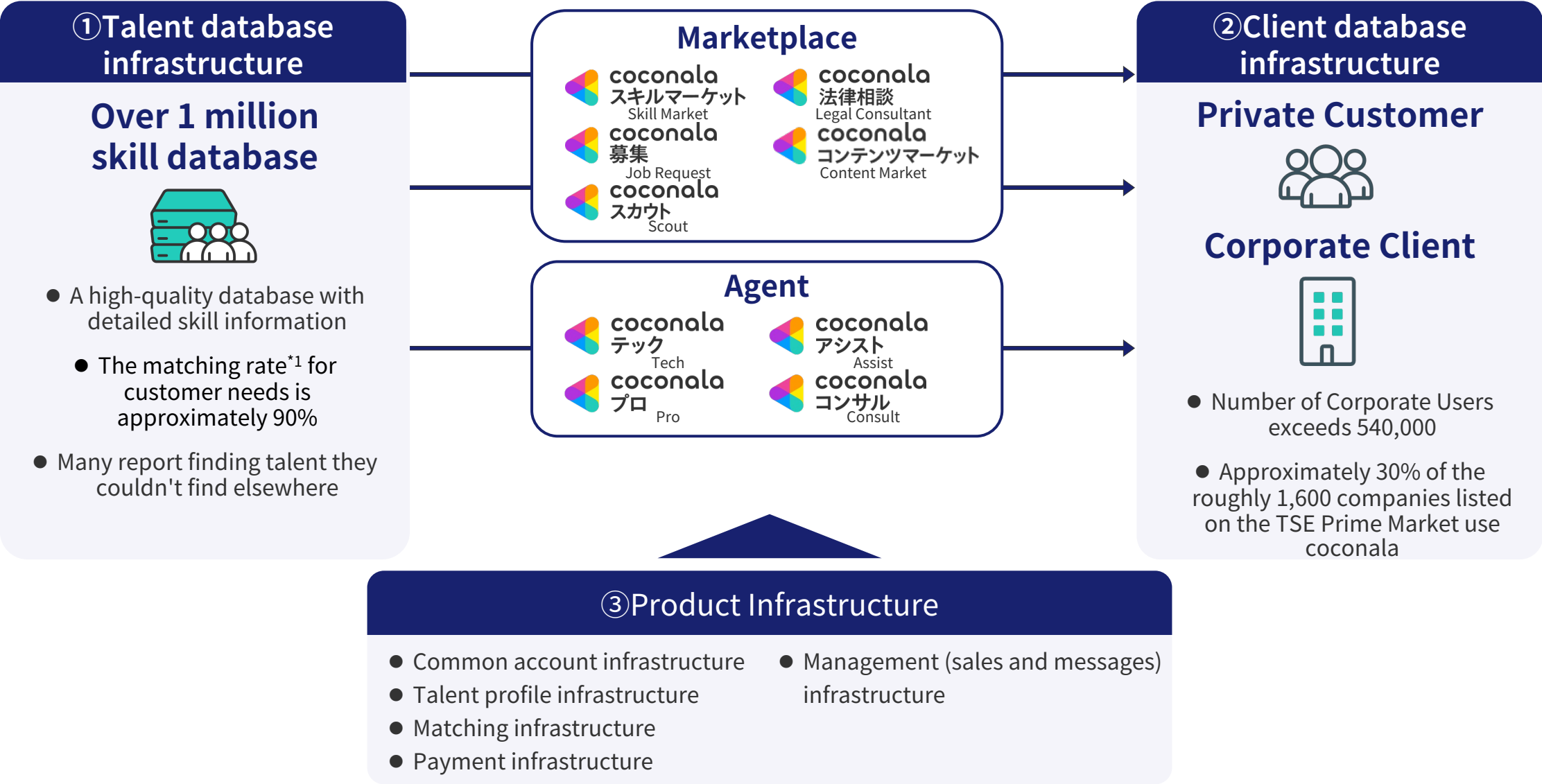
Image of the Size of the Market Targeted by coconala (TAM)

In addition to the one-time engagement areas that coconala Inc. has targeted so far, coconala Inc. aims to accelerate growth by adding the long-term engagement area to its targets, leveraging its existing databases and product assets

■ Size of Market for Online Matching Between Individuals and Businesses*1



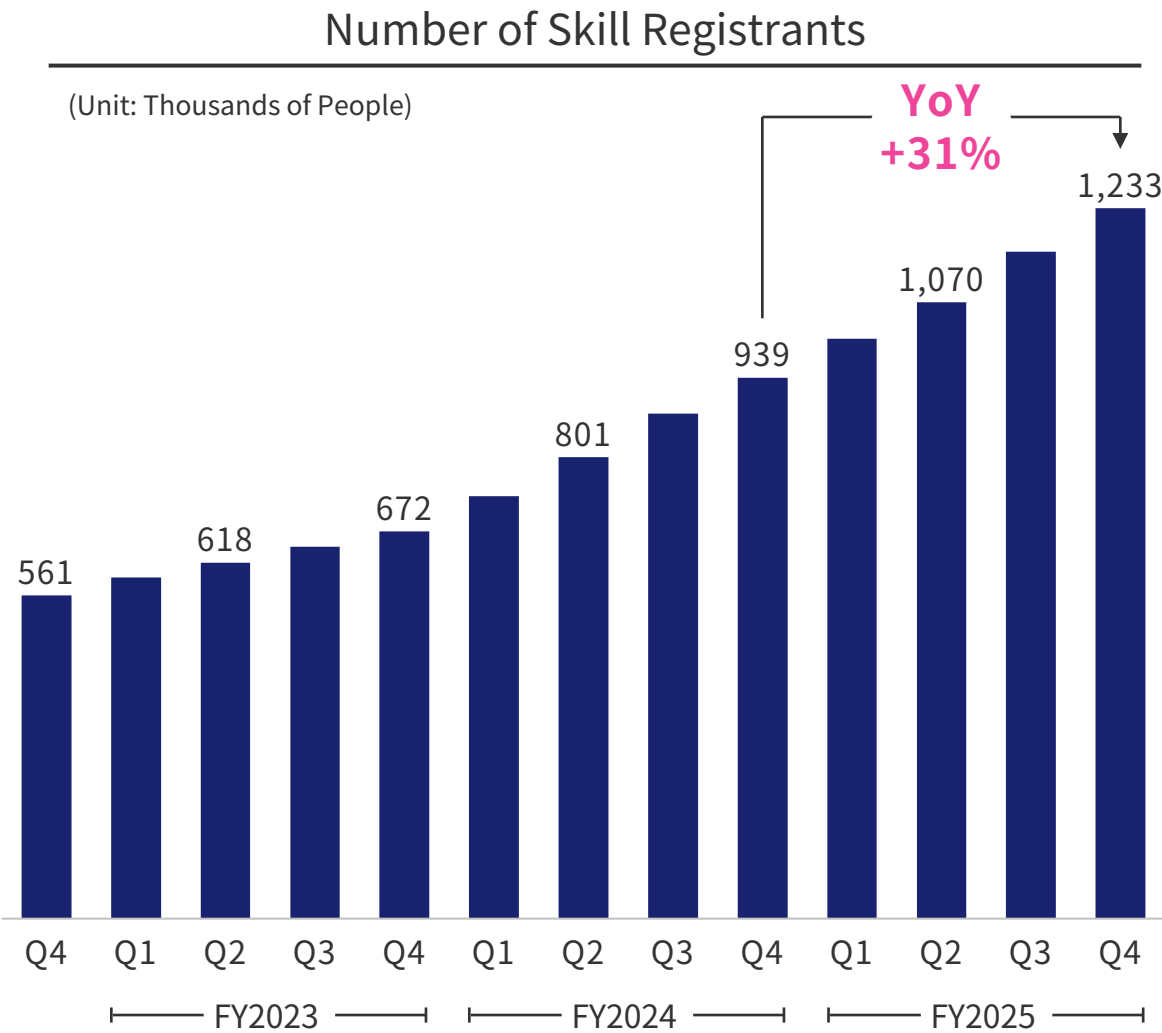
*1: The total revenue for industries classified as capable of providing services through online matching, calculated from the Economic Census. This was commissioned by us to the Japan Research Institute, which prepared the market size for online matching services in August 2024.



*1: Matching rate: The percentage of cases where coconala Inc. was able to introduce talent that met the client's needs in the agent business.


Asset ①: Talent Database

The number of skill registrants is steadily increasing, exceeding 1.2 million. By leveraging this abundant talent pool, coconala Inc. can propose the right talent for any customer need with a high probability of success. Due to high recognition, talent flows in, resulting in almost no acquisition costs




Listing-related data


Number of Skill Registrants

 **120** million


Number of service categories

 **740** types or more

Number of services listed

 **100** 10K

Number of registered qualifications

 **762** types

Asset ②: Client database

coconala Inc. has abundant contact points with companies by acquiring corporate members through inflows into the Skill Market and leveraging Mizuho Bank's corporate network. With the launch of sales approaches to the corporate list, coconala Inc. will achieve an overwhelming number of project acquisitions

Existing registered pool in Marketplace



- Over 5 million registered users
- Over 540,000 corporate users
- Approximately 30% of the approximately 1,600 companies listed on the TSE Prime Market use coconala Inc.

Mizuho coconala



- Reach extending to Mizuho Bank's hundreds of thousands of corporate accounts

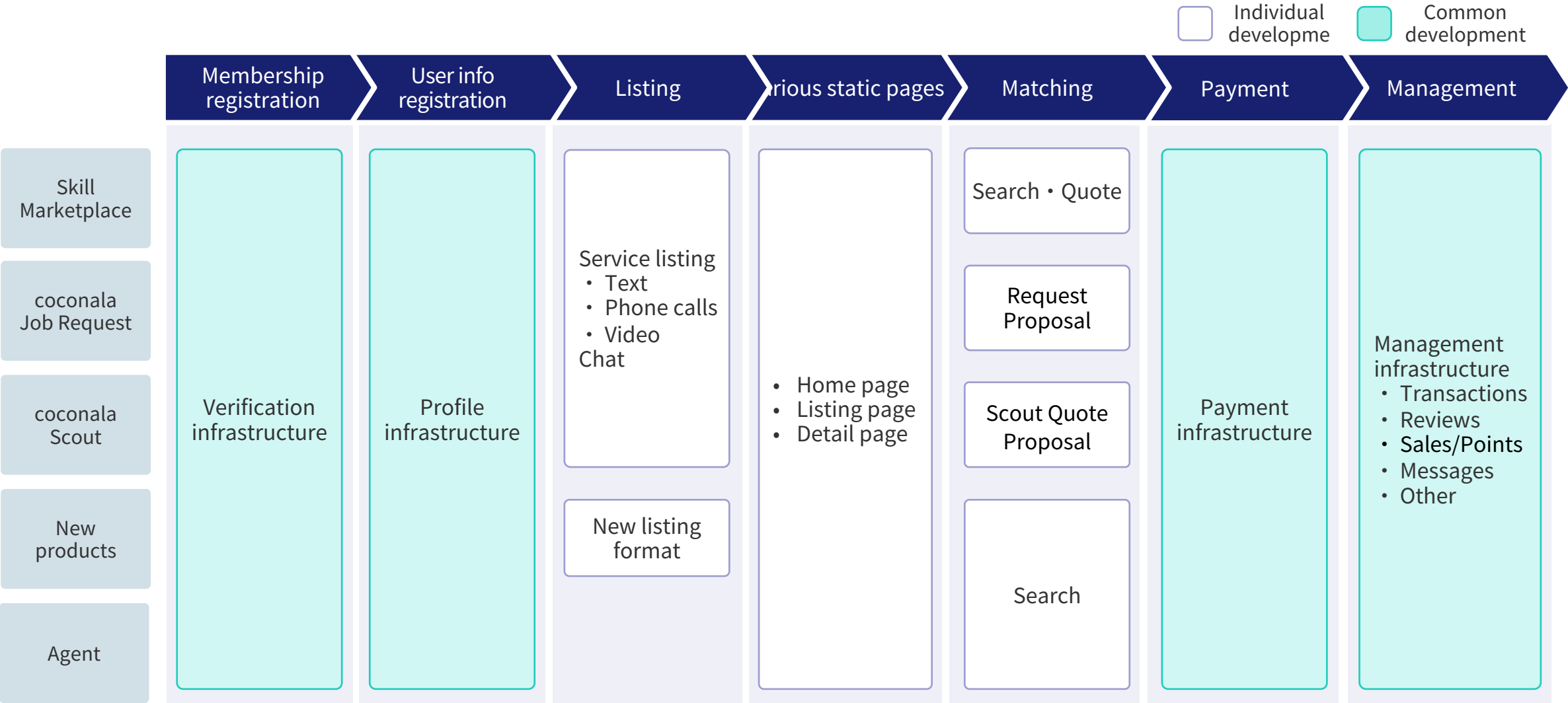
Marketing and Sales Infrastructure



- High awareness rate (general: 50%; business: 75%) driving traffic from branded keywords
- New acquisition team centered on Agent

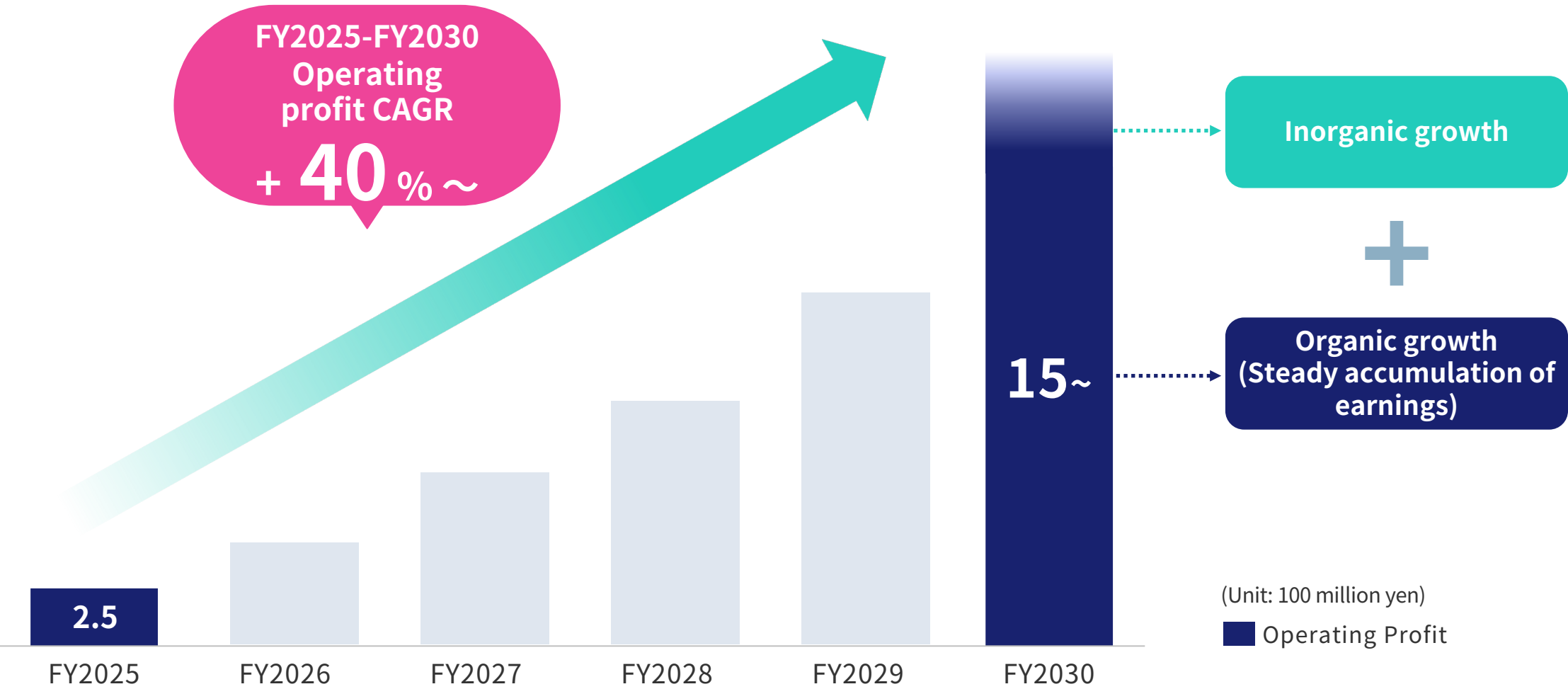
Asset ③: Product Infrastructure

By making most of the functions common, heavy functional development can be simplified when developing new products. It is possible to release products speedily by individually refining the parts related to the user interface



Future Quantitative Targets

Aiming for rapid growth at a scale exceeding a CAGR of 40% over the next five years, with the goal of achieving over 1.5 billion yen in organic operating profit in FY2030.8. At the same time, further growth will be realized through inorganic means



Growth Policies: Establish a comprehensive service platform covering all customer needs



① Marketplace

Steady growth through new feature expansion and the launch of new matching methods

- Skill Market/Legal Consultation: Strengthening matching functions with AI, bolstering customer acquisition measures
- Job Request/Scout: Further automation of the matching process, increasing the number of projects through sales activities
- Content Market: Increasing SKUs, developing new features to create matching opportunities



② Agent

Making Agent the "second pillar of growth" centered on coconala Assist

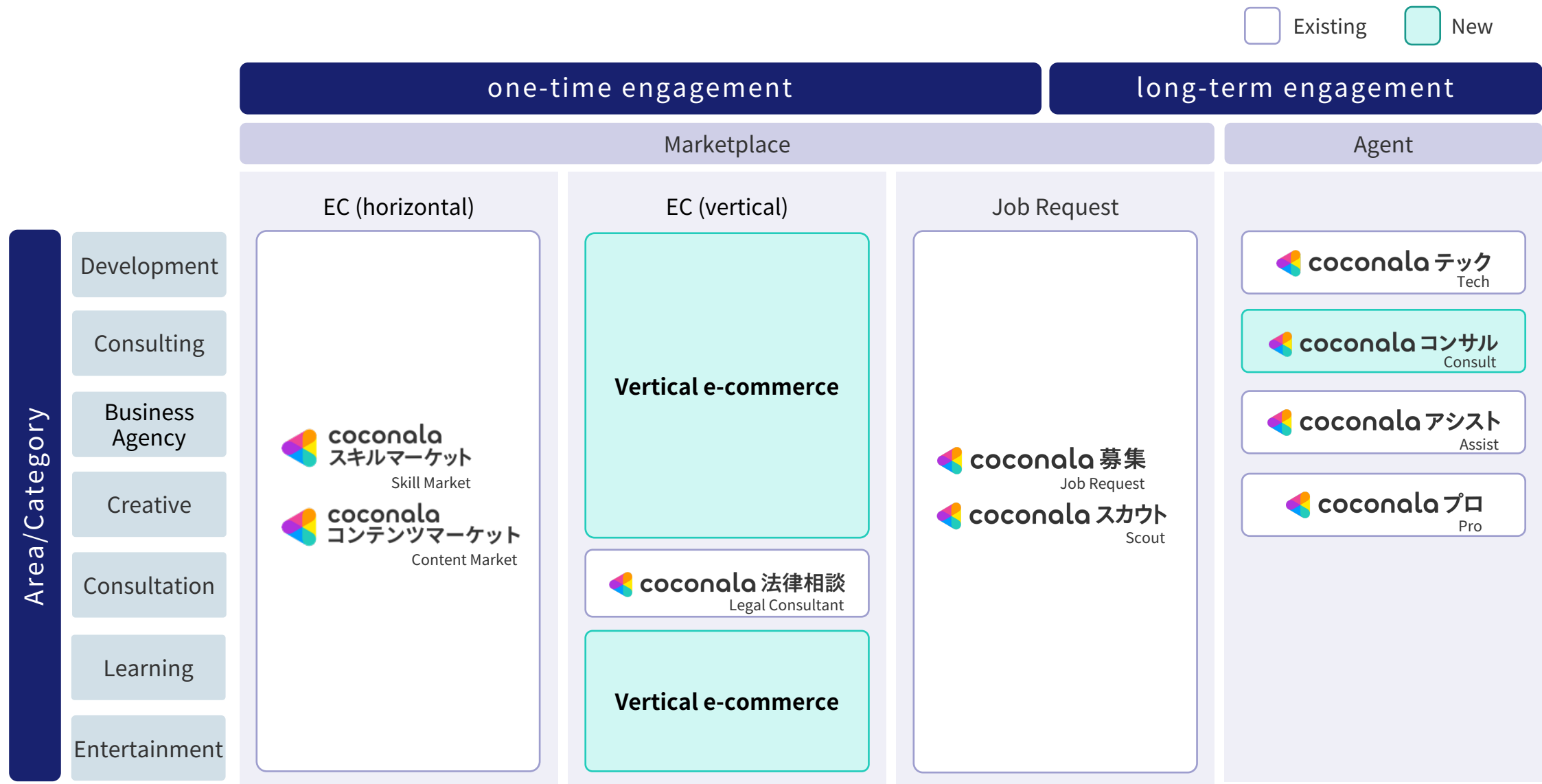
- coconala Tech: Improving quality and expanding project size by utilizing full-time engineers
- coconala Assist: Significant expansion of sales personnel to expand the success model, full-scale entry into the BPO business
- coconala Consulting: Vertically launching an in-house consulting organization that addresses management issues



③ Utilization of AI

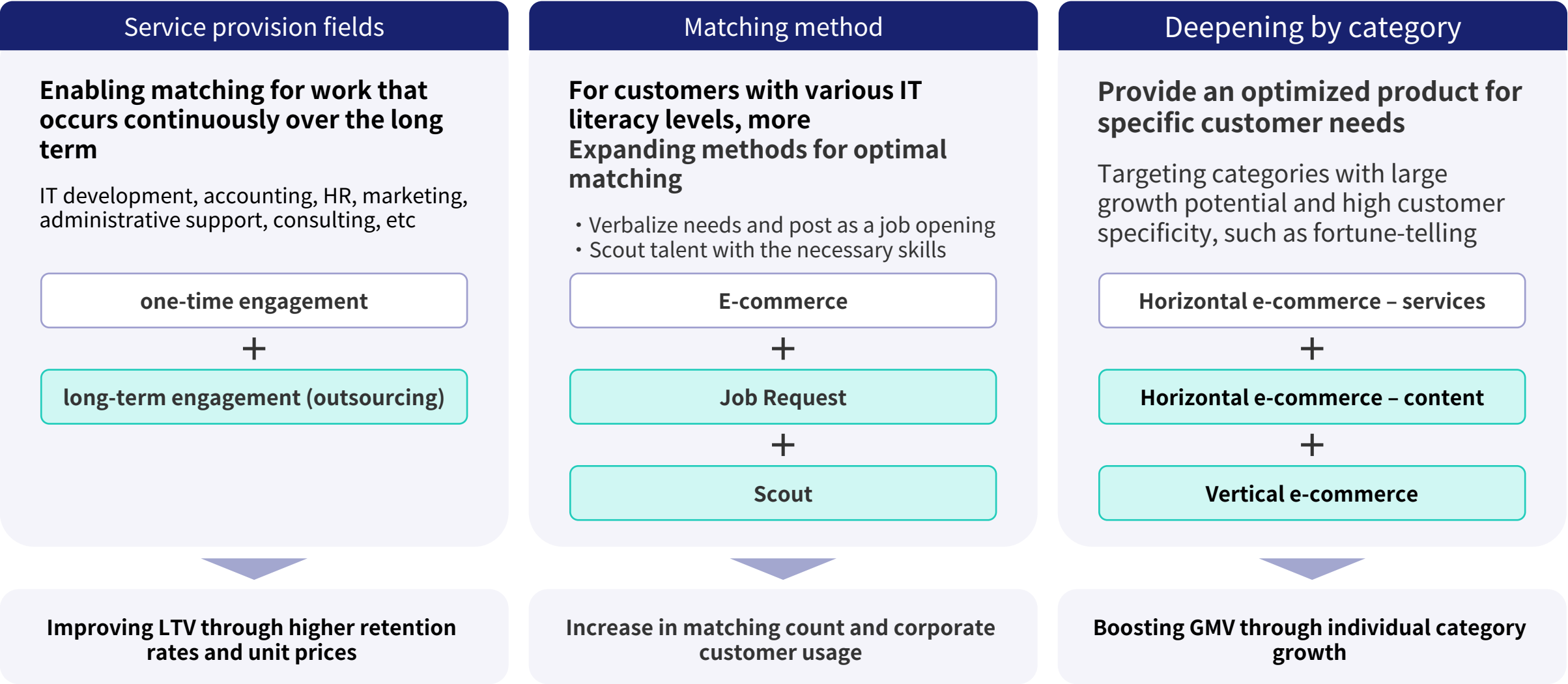
Achieving discontinuous evolution through the development and introduction of AI agents

- In-house development of a wide range of functional AI agents
- Connecting developed AI agents to internal products and external platforms
- Optimizing and advancing internal job-specific workflows with AI



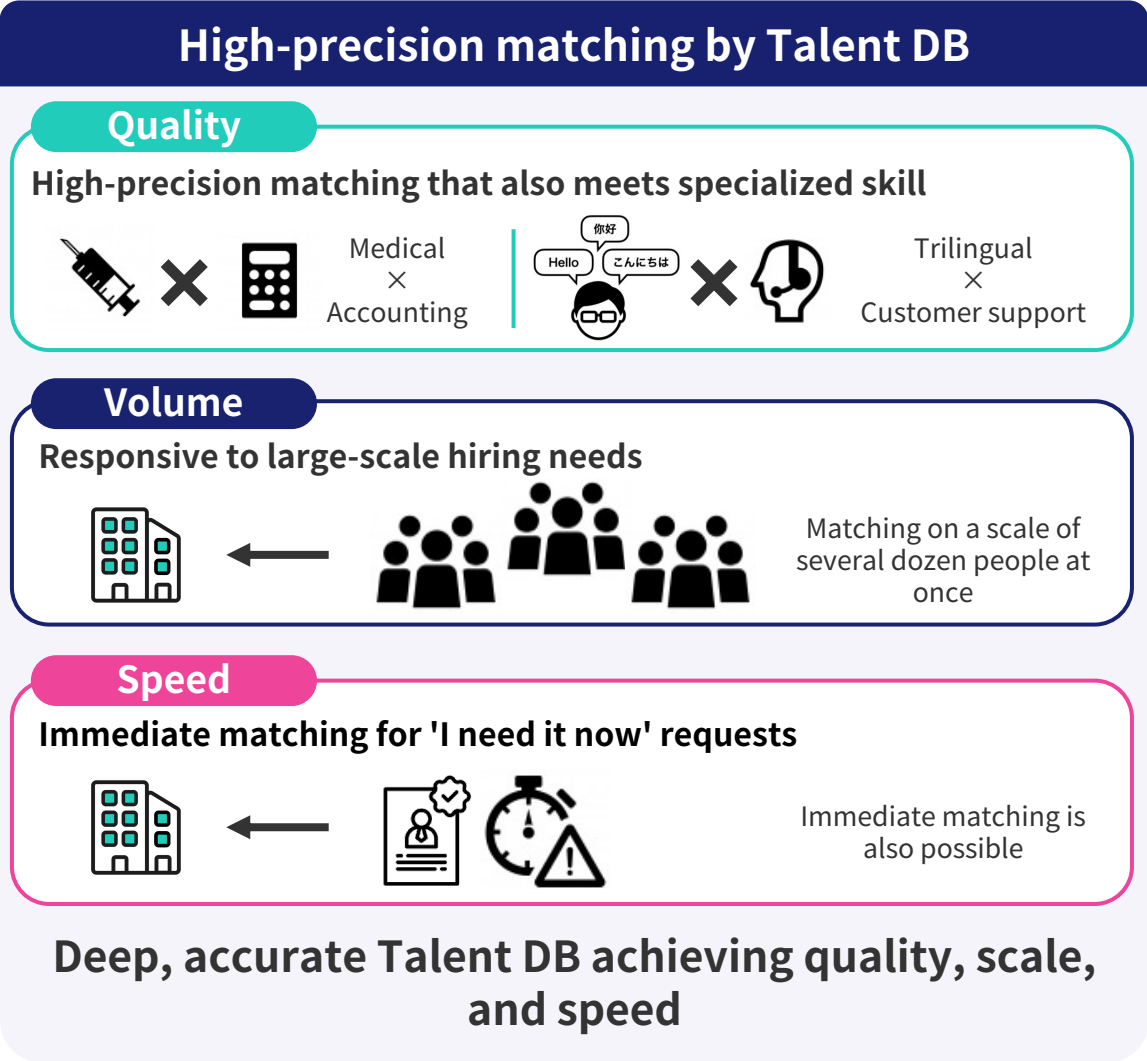
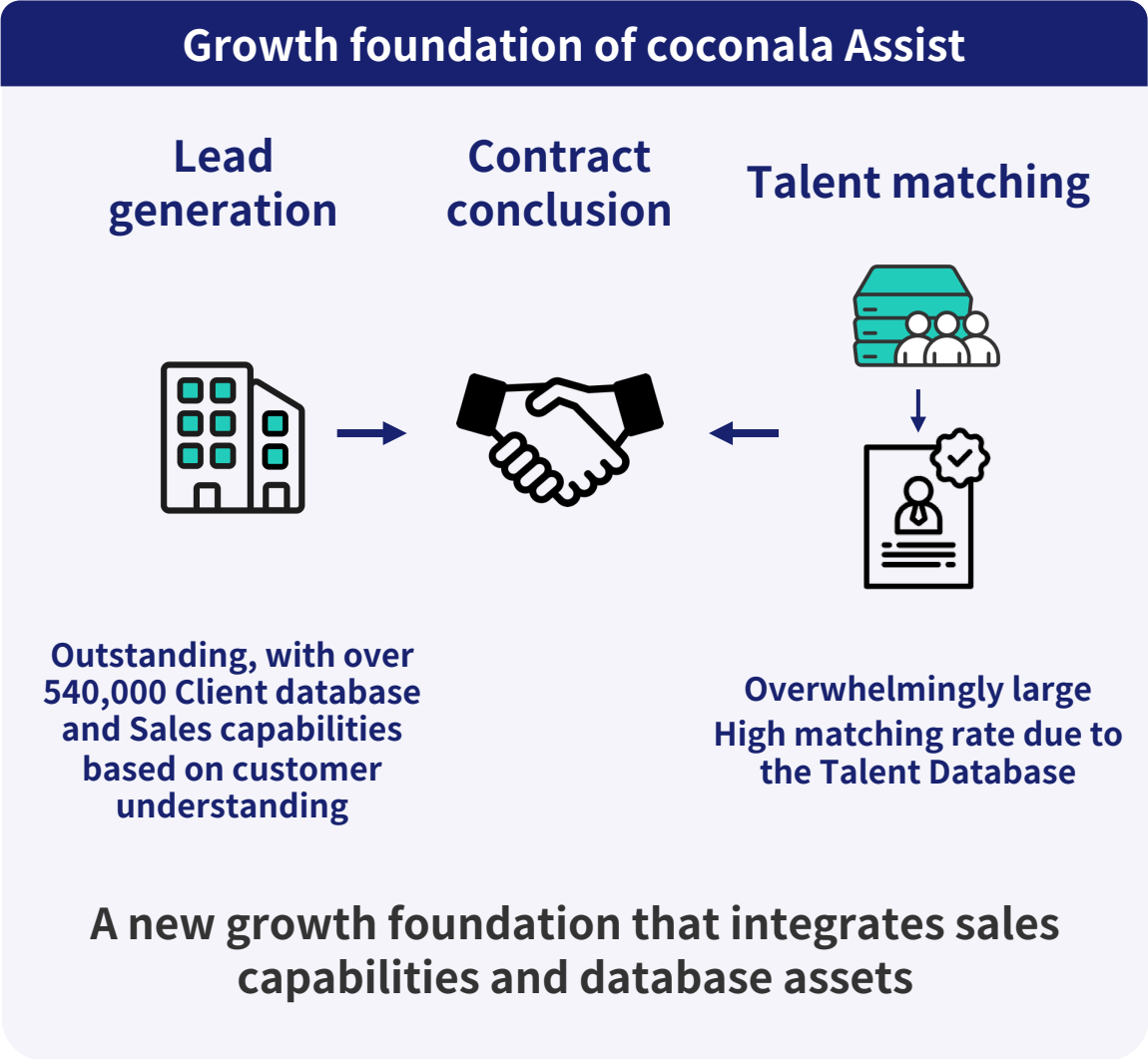
Growth Policy ①: Marketplace Matching Expansion

By rapidly expanding Marketplace functions while utilizing the Product Infrastructure, we will respond to the needs of a diverse range of individual/corporate customers and achieve matching



Growth Policy ②: High-precision matching by the dual drivers

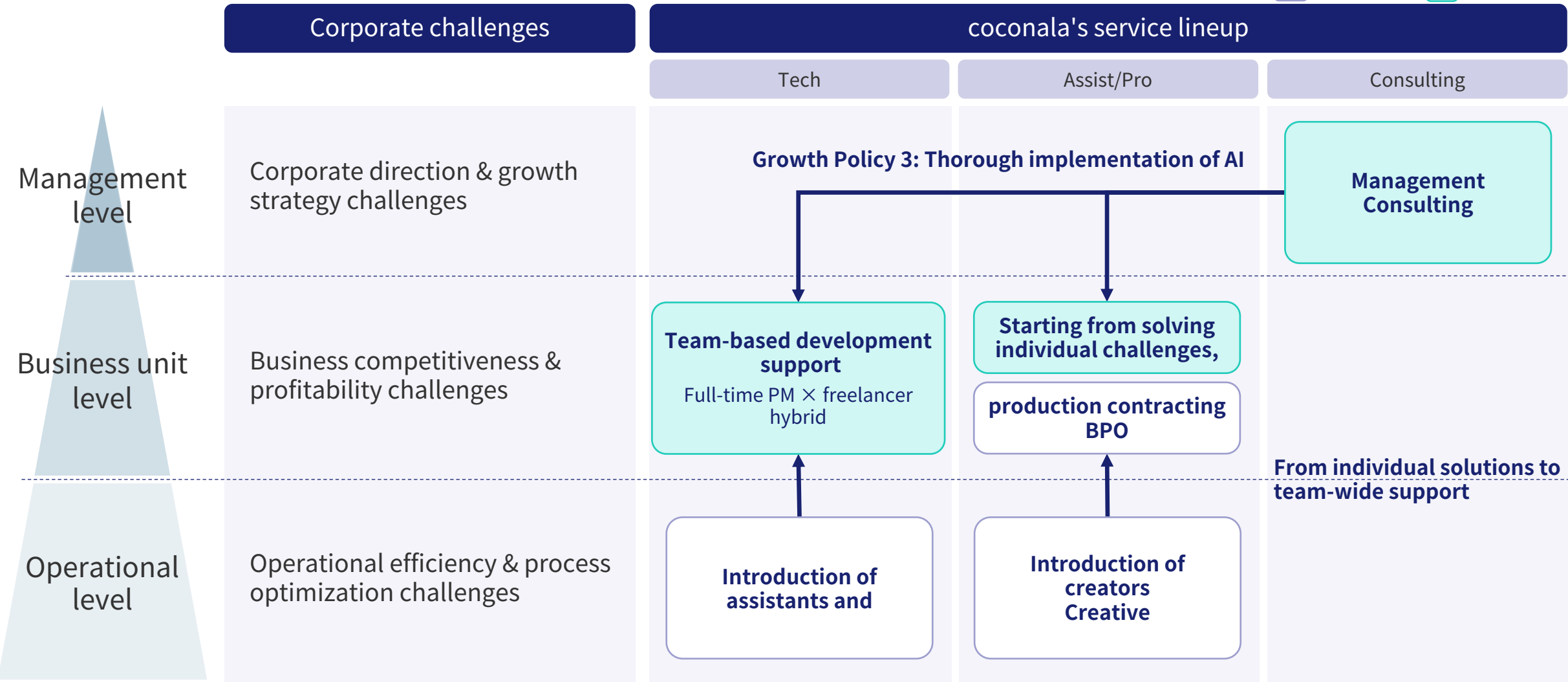
In FY2025.8, coconala will build a new growth foundation by integrating its sales capabilities and data assets, then rapidly scale its team and projects to accelerate revenue growth



Growth Policy ②: Launch and expansion of Agent businesses

By expanding our lineup to include management consulting, team-based development support, and BPO, we will provide value across the board, from operational to management levels, to address corporate challenges

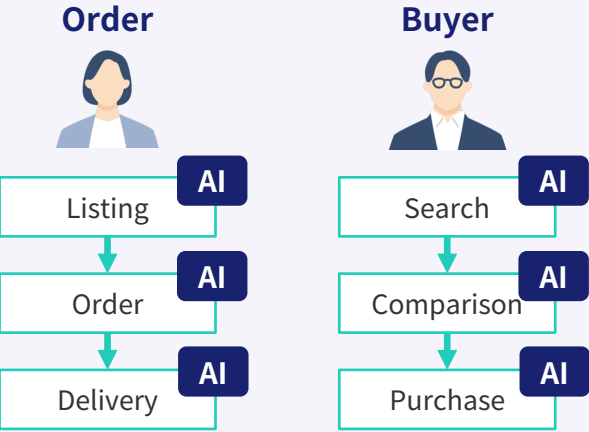
Existing New



Automating all workflows for both sellers and buyers with generative AI

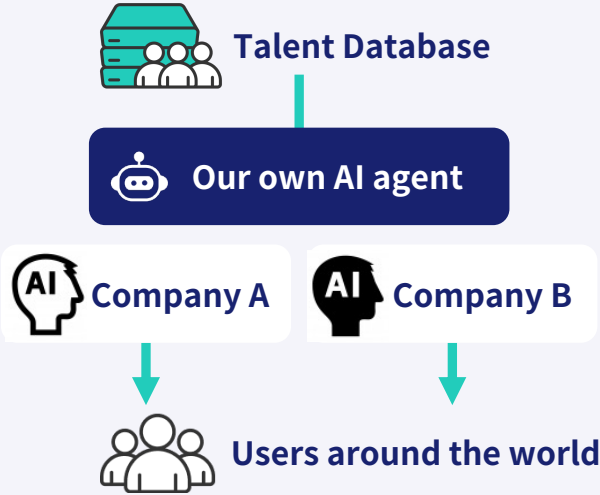
Internal utilization

Customer-facing utilization



Automation of listing and purchasing flows

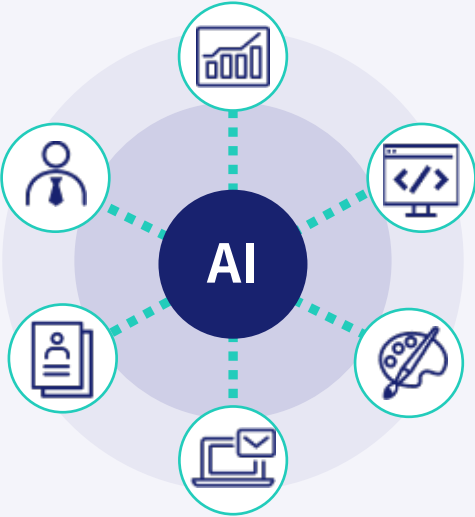
New market development through in-house AI agent launch



Entering new markets by launching our own AI agent

In-house use

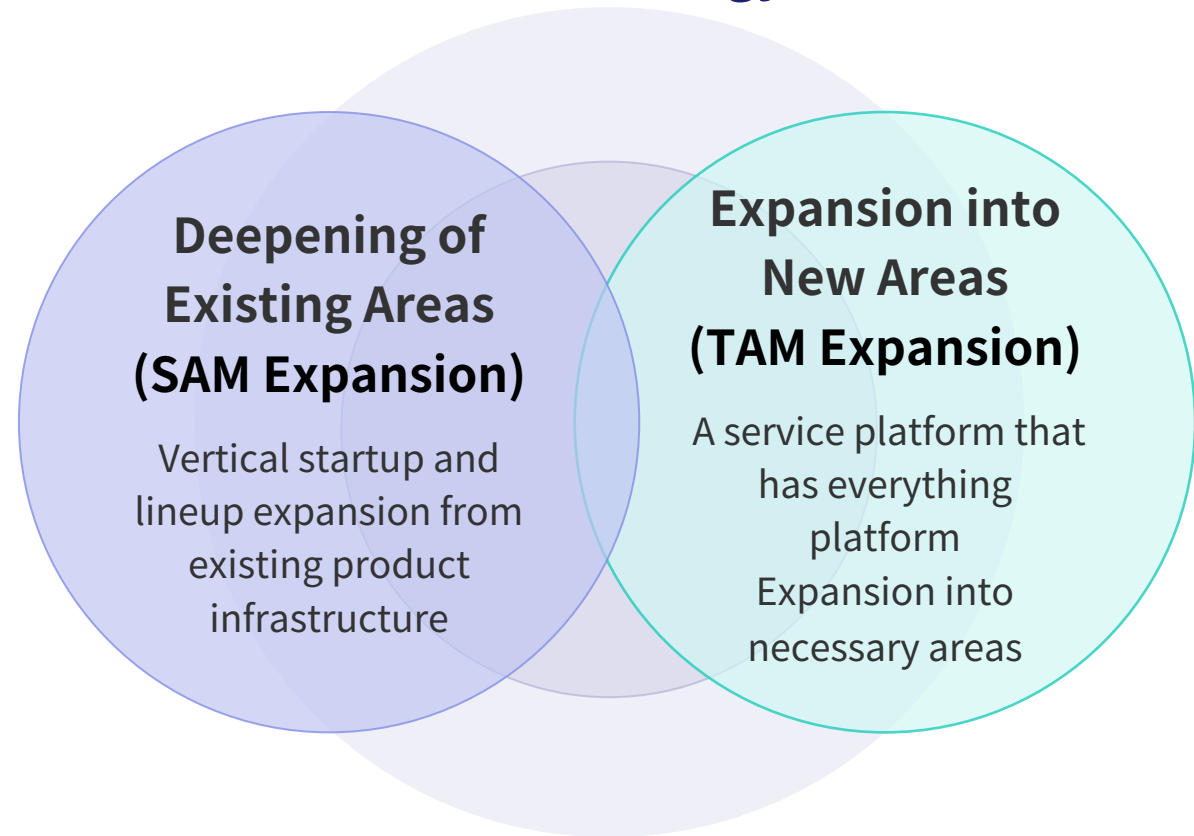
AI integration into job-specific workflows



Introduction of AI into job-specific workflows

With the deepening of existing areas and expansion into new areas as two wheels, in addition to organic growth, we will execute a disciplined M&A strategy as a means to accelerate growth speed. We will promote the expansion of the ecosystem in a non-continuous manner

Overall Picture of M&A Strategy



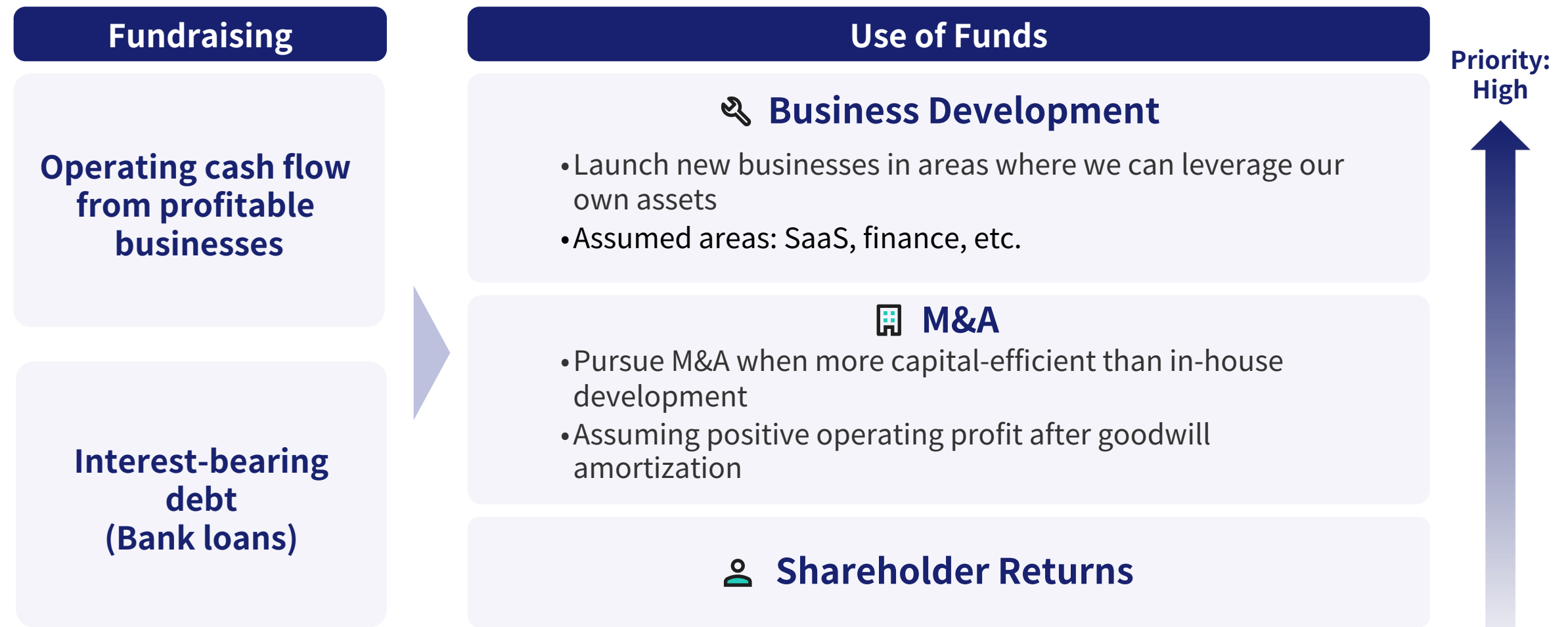
Valuation Discipline

- Premised on operating profit after amortization of goodwill being in the black
- Conduct disciplined valuations that do not rely on assumed PMI effects

PMI Policy

- Utilize coconala's talent and client databases to achieve early collaboration
- Foster a sense of unity as coconala's Ecosystem

On the premise of achieving the target profit level, we will continue to make aggressive investments for further medium-to long-term growth. In making investments, our policy is to prioritize business development (organic startup) while also actively pursuing M&As

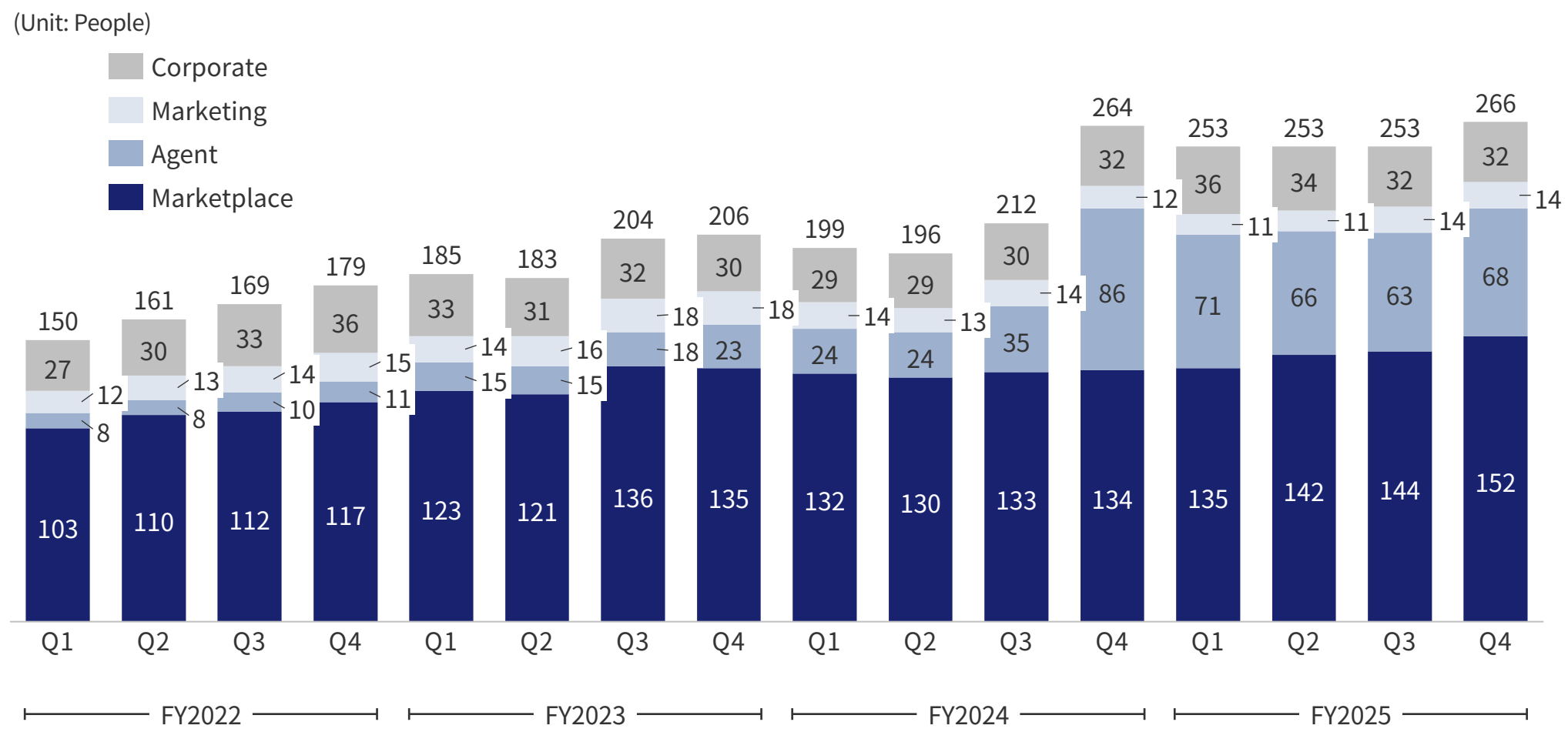


3. Appendix

- Supplementary Materials
- Service Introduction Materials

Number of Employees by Business*1

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



*1: Starting from the fiscal year ending August 2025, the aggregation definition has been revised due to a reorganization of the structure. Figures for the fiscal year ending August 2024 and earlier have been retroactively adjusted to reflect the new aggregation definition, which may differ from previously disclosed figures

Total assets decreased from the previous fiscal year-end due to the exclusion of coconala Skill Partners from consolidation following its transfer. This is an accounting impact from the change in consolidation scope, with no material effect on the financial base or operating scale of the core business

Aug. 2024 (Consolidated)

(Unit: MM JPY)	
Cash and deposits 3,905	Advances received 639
	Deposits received 1,061
	Other liabilities 2,769
Other assets 4,349	Other net assets 1,583
	Shareholders' equity 2,202

Aug. 2025 (Consolidated)

(Unit: MM JPY)	
Cash and deposits 2,936	Advances received 722
	Deposits received 882
	Other liabilities 2,304
Other assets 3,389	Other net assets 406
	Shareholders' equity 2,011

Cash and capital levels remain sufficient, maintaining a healthy financial base

(Unit :million yen)	Aug. 2024 (Consolidated)	Aug. 2025 (Consolidated)
Cash flow from operating activities	618	255
Cash flow from investing activities	-1,336	-481
Cash flow from financial activities	1,629	-742
Net change in cash and cash equivalents	911	-969
Cash and cash equivalents at end of period	3,905	2,936

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coconala スキルマーケット

Skill Market

Japan's largest skill market where “knowledge, skills and experience” can be sold and bought



Easy and speedy transactions with e-commerce model

- Skill purchases as seamless as shopping on an e-commerce site
- Access to over 900,000 listed services
- Fully online transactions—anytime, anywhere

Horizontal expansion

- A horizontal platform where services of more than 740 different categories are listed
- Solves various issues whether for business or for private use

Can be used in various matching forms

- Various matching forms are available depending on the needs of users including not only direct purchase but also estimate consultation
- Compatible with both PCs and smartphones. Approximately half of the transactions are made via smartphone apps

coconala Skill Market boasts the No. 1 share of the skill-sharing platform services industry in terms of GMV

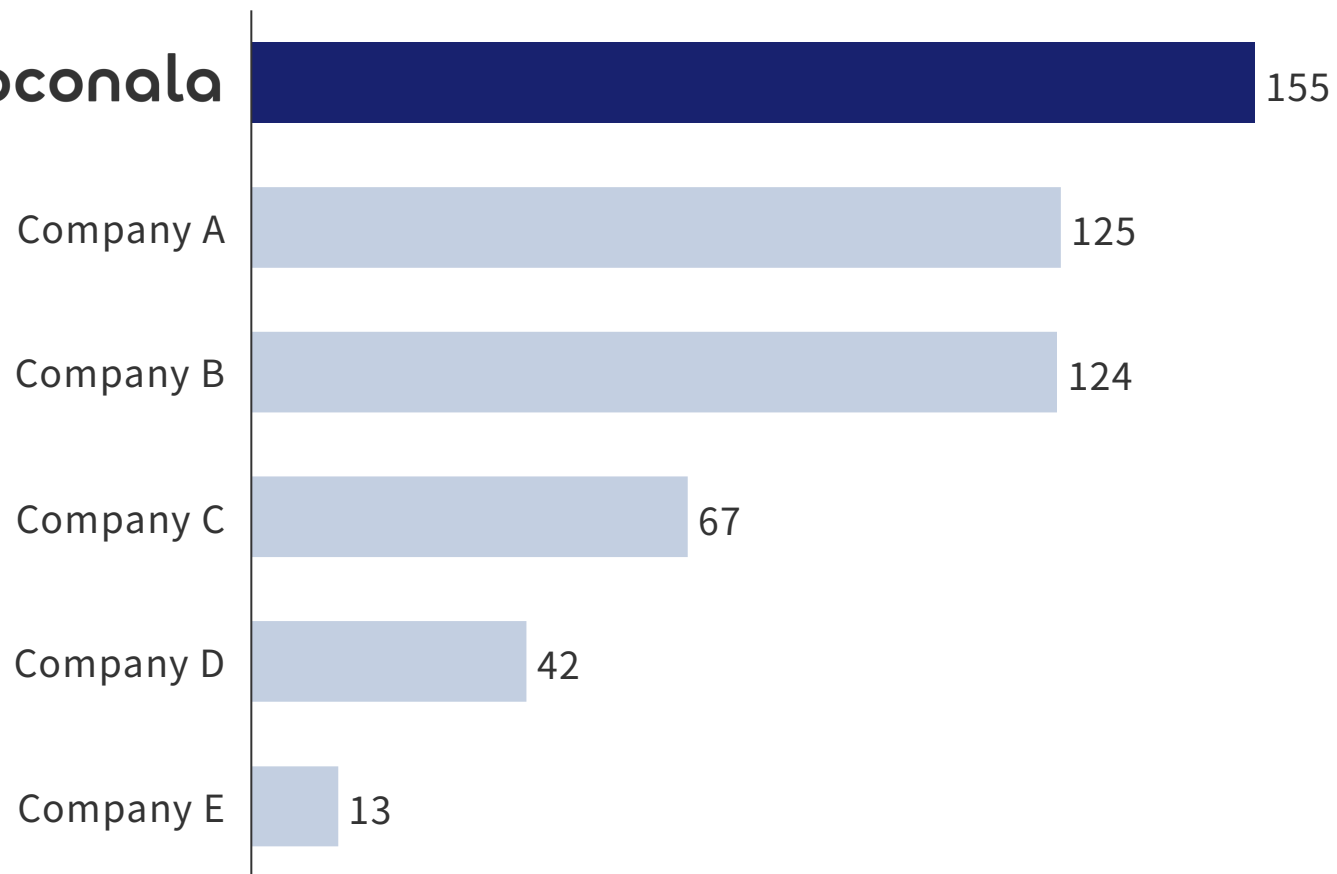


According to market research on skill matching platforms
(Trending Future Research's No. 1 Verification Research)
* As of September 26, 2024



coconala

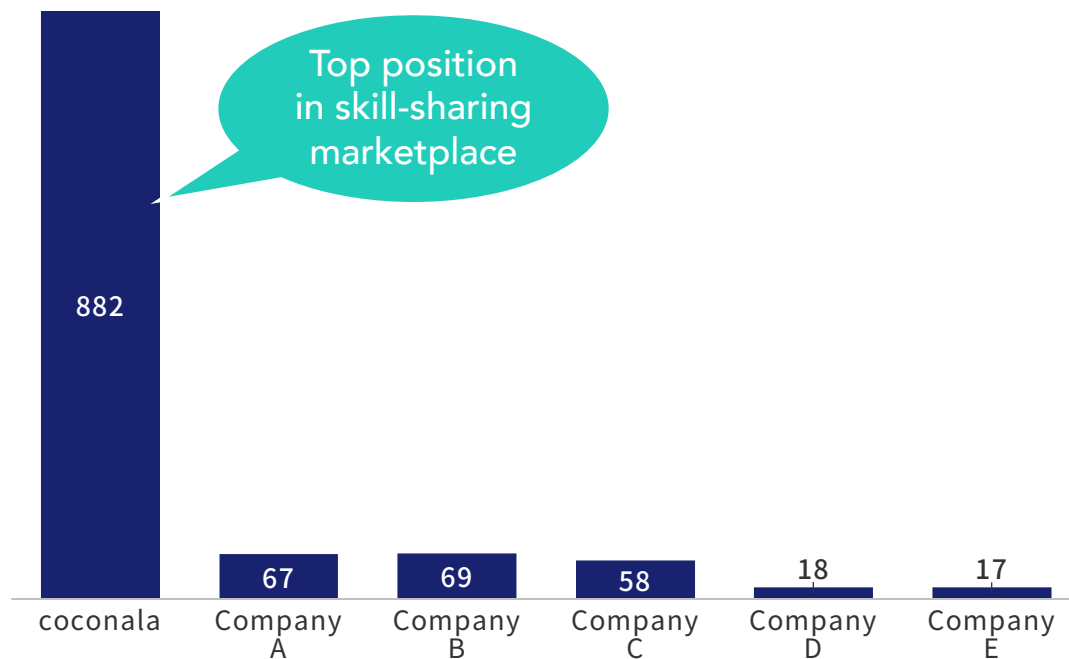
(Unit: 100 million yen)



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

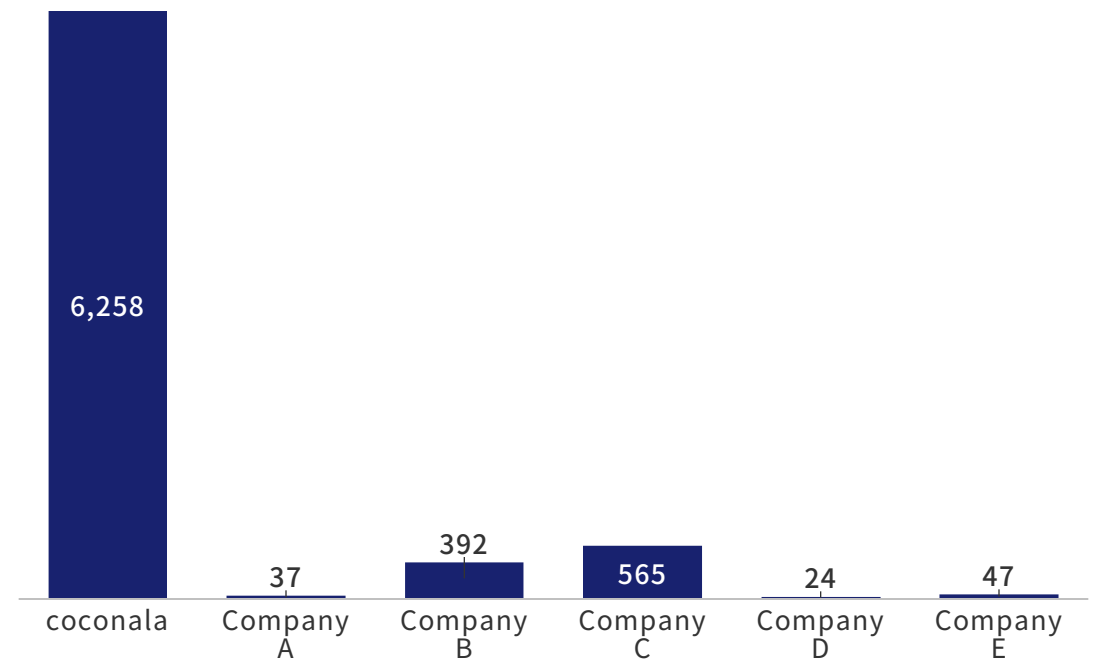
Number of Services on Offer*¹

(Unit: thousand services)



Number of Reviews*²

(Unit: thousand reviews)



*1 Data as of. August 2024(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.

*2 Data as of October 2024.

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.

coconala Skill Market is used by a wide range of clients from large companies to self-employed people

NIJIYA Cafe & Dining



What they ordered

- Logo creation
- Creation of shop's perspective drawings
- Creation of shop cards and business cards
- Creation of shift rosters

PERSOL CAREER Co., Ltd.



What they ordered

- Brushing up company/work brochures

Kenmin Foods Co., Ltd.



What they ordered

- Logo creation
- Brushing up documents
- Designing recipe cards

SHIMIZU CORPORATION



What they ordered

- English translation of technical matters
- Overseas business research
- Designing food posters

The take rate for coconala Skill Market is 25% for regular transactions and about 50% for phone consultations. The rate rose in Q3 due to increased phone service usage and the April 2025 revision of the video chat service. It is expected to rise further with the planned launch of optional seller services

Previous take rate (excl. tax)				New take rate (excl. tax)				
	Seller	Buyer	Total		Seller	Buyer	Total	
Regular transactions	20 %	5 %	25 %	New	Regular transactions	20 %	5 %	25 %
					Video chat	25 %	5 %	30 %
Phone consultations	Approx. 50 %	0 %	Approx. 50 %		Phone consultations	Approx. 50 %	0 %	Approx. 50 %



coconala 募集

Job Request

A bidding type service that receives applications from a large number of professionals by just posting job openings



Seamless matching by posting a project

- Matching is completed simply by posting a project and selecting from the applications received
- Project posting takes just 5 minutes
- Selection is based on detailed profiles, including skills, portfolios, and past performance and ratings on Coconala

High cost-effectiveness

- No initial costs and fee for sending scouts are charged
- No closing cost
- Pay-per-use model charging only for actual work

Operations can begin as early as the next day

- After matching, online interviews can be conducted
- For ongoing projects, contract procedures are handled by an agent, eliminating the need for complex paperwork

Request for one time



- ✓ Can request one-time jobs
- ✓ Pay for delivered product

Job categories to order

Design / Web production / Illustration

Web development

Video / Music

Marketing

Writing

Consulting

Business agency

..., etc.

How to use



1. Post job you want to request

Enter budget and deadline by filling out the form. You can post the job you want to request that easily.



2. Select proposal to order

Just wait and you will receive proposals from professionals. You can immediately order any request you like.



3. Receive delivery

Transaction will become complete upon your approval after confirming the content of the delivery.

Request for long term (outsourcing)



- ✓ Can request long-term jobs
- ✓ Pay for time worked

Job categories to contract

Sales

Marketers

Business development

Engineers

Designers

Customer support

Corporate

Consultants

..., etc.

How to use



1. Job posting

Post job by providing job details, and terms and conditions



2. Document screening

Screen documents based on the content of the applications received



3. Three-way interview

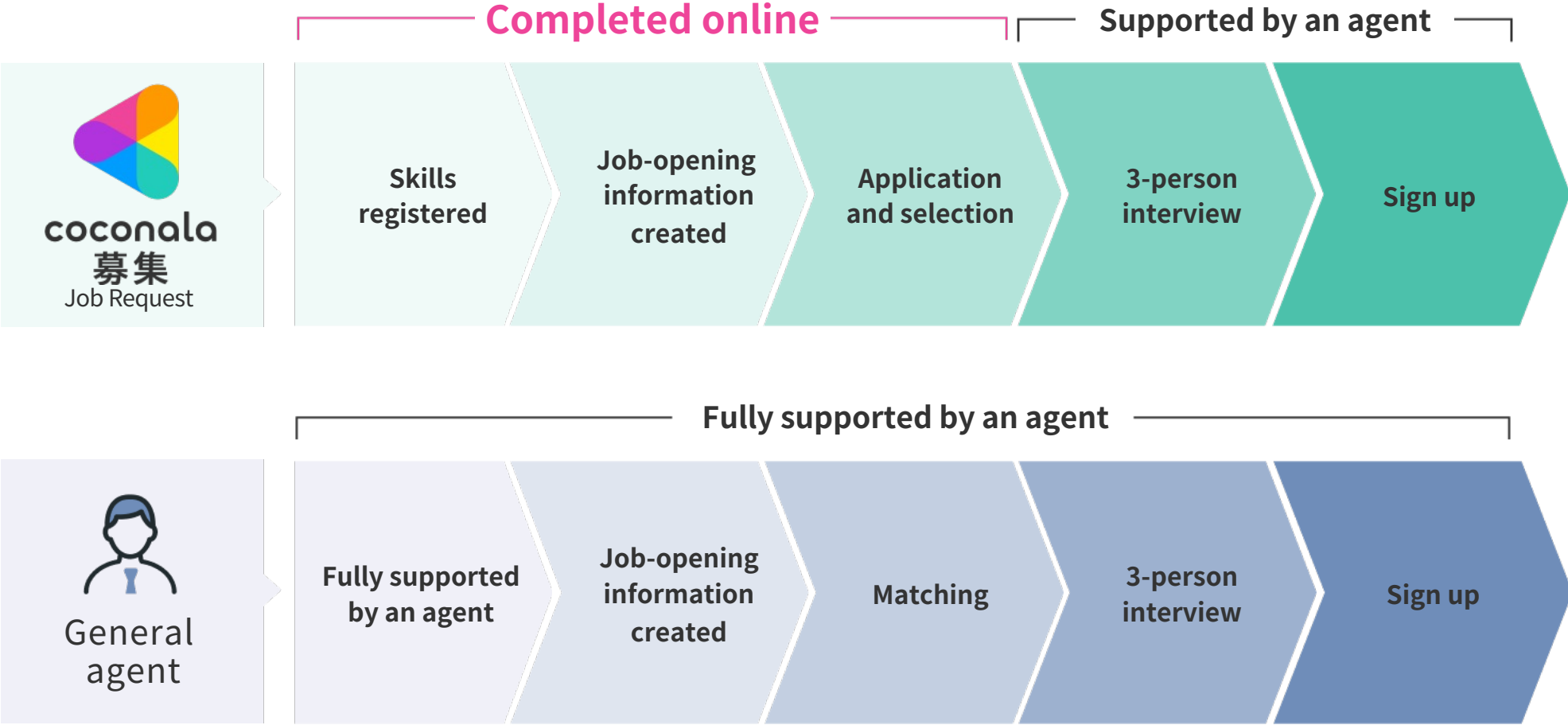
Conduct three-way interview with candidate and coconala operating staff



4. Contract and work commencement

Work commences after terms and conditions are finalized, intermediated by coconala operating staff

In the case of continuing services, matching is possible with far fewer man-hours of sales staff than the case of the agent business. An agent attends from an interview to provide support until the conclusion of a contract; this provides the sense of security for the company and simplifies procedures. Rolling out successful cases of matching in the agent business provides top-line growth more efficiently



Can also meet the needs that could not be met by using a new matching method

WORK HERO Inc.



Needs and troubles

Provides BPO services of back offices, and had struggled to recruit operators who actually does the work

What they ordered

Recruitment of back office staff for accounting, labor and taxation

Reason why they have chosen coconala Job Requests

Wanted to use a medium that may be able to recruit multiple experienced workers all together at the desired hourly wage, while struggling to recruit operators

Feedback on usage

Want to use it in the sales area as well since we recently plan to focus more on such area

Sai Co., Ltd.



Needs and troubles

Wanted to renew the design of the corporate website, and sought ways to make requests by easily comparing the request destination

What they ordered

Design of home page of corporate website

Reason why they have chosen coconala Job Requests

We had a feeling of satisfaction as we were able to choose from multiple proposals

Feedback on usage

Very satisfied with the high quality



A leading media platform for legal consultation in Japan to which more than 1 in 10 domestic lawyers are registered. A recurring-revenue business model that collects a monthly charge from lawyers subscribing to a subscription plan.



Achieved user acquisition in the intended domain

- Lawyers can choose from 15 major and ~400 subcategories (e.g., divorce, inheritance)
- Over 20,000 monthly inquiries to listed lawyers
- Consultations from both individuals and businesses

Professionally crafted pages by specialized staff

- Expert team with 1,500+ lawyer ad projects provides hands-on support
- Interview content produced by professionals, including research and photography

Accessible pricing and strong client satisfaction

- Lower entry threshold than most platforms
- From 30,000 yen/month with 6-month contract
- 98%+ retention rate indicates high satisfaction

It has accumulated results steadily since the start of its services in 2016 and become Japan's top-class*¹ platform in the area of legal consultation



*1: Market research on legal consultation platforms (search for No. 1), by Trending Future Research Institute inc. (as of September 26, 2024)

Strong support for law offices to attract customers online

Sadanaga Law Office



貞永法律事務所
Sadanaga Law Office



Area of expertise

Corporate legal work with close attention to an actual situation, by taking advantage of working experience as an employee at an automobile company and a game company

What they ordered

We were struggling to implement SEO measures in the early years after launching the office.

We considered it superior as a tool to provide office information instantly.

Effect of services

Accepted four cases in one month after published for a charge

Habataki Law Office



はばたき法律事務所
HABATAKI LAW OFFICE



Area of expertise

Addressing various needs from familiar legal troubles to corporate legal work as a local counselor entrenched in Gunma Prefecture

What they ordered

We thought that a portal site would allow us to reach customers extensively as a means in the early stage of attracting customers online.

Effect of services

We received more online inquiries including through our website.



Agent service that matches IT freelancers with various “skills, knowledge and experience” with companies



Solving the problems of companies regarding IT/DX

- Introducing IT talent in high demand as freelancers, especially IT engineers, project managers/PMOs, and designers
- Flexible requests can be made according to the skills and work hours required based on the project or proposal

Flexibly responding to sudden demand

- Proposing multiple candidates as soon as possible after talent requirements are shared
- Possible for candidates to quickly join project in as little as three days, including interview, signing of contract, etc

Introducing talent with diverse skills

- Able to propose talent with diverse skills from both registered users of services and coconala Skill Market's database

The service is used by a wide range of clients from large companies to self-employed people

Uzabase, Inc.

The logo for Uzabase, Inc. consists of the word "UZABASE" in a bold, black, sans-serif font.

Needs and troubles

With our development team expanding rapidly along with business growth, we needed to secure engineers that fit our organization in order to maintain and expand the team without impairing our development culture.

What they ordered

Full-stack software engineers

Feedback on usage

All persons who joined us hone their skills every day with an interest in technology and a desire for self-improvement; we want them to work for a long period of time.

BRYCEN Co.,Ltd



Needs and troubles

For a project collecting driving data via drive recorders for AI model development, we were looking for talent with both driving skills and IT knowledge.

What they ordered

Talent with both driving skills and IT knowledge

Reason why they have chosen coconala Tech

- Accurate proposals of candidates matching our needs
- The flexibility to use the service according to our needs at any given time



coconala アシスト

Assist

Agent business that matches full remote assistants who fit the job type, level and experience with companies



Referring talent suitable for the needs of companies

- Referring a diverse array of talent by utilizing the database of 1 million people
- Referrals range widely from administrative, secretarial, and other assistants to HR, accounting, creative, and other skilled talent

Placing requests is easy, starting from 40 hours a month

- Requests do not necessarily have to be full time but can also be cases like “when needed during busy season” or “only during the morning every day”

Zero recruitment cost, starting from 80,000 yen per month

- No additional costs such as recruitment fees or referral fees
- As we introduce professionals with relevant work experience, no training costs are required

Introducing persons who just match various needs of clients

Sato Special Oil Co., Ltd.



Needs and troubles

Along with business expansion, they decided to hire new graduates for the first time in five years. However, there was no person with knowledge in the company.

What they ordered

Advice and support regarding all aspects of new-graduate employment

Reason why they have chosen coconala Assist

We were able to ask a person with knowledge on the spot.

Feedback on usage

We received an introduction to a perfectly fitting person; it was very helpful. For other areas such as marketing, we want to consider making a request too.

Nippon Care Communications Co.,Ltd.



Needs and troubles

Along with employee's leave of absence, they considered outsourcing some business in his charge.

What they ordered

Creation and operation of a corporate website

Reason why they have chosen coconala Assist

We were able to ask for work on a one-to-one basis. It carefully helped us define personnel requirements.

Feedback on usage

We felt that business opportunities with external resources with deep knowledge also lead to improvement of internal staff's skills.



Top creators perform production tasks with the reconsignment by coconala with contracts (contracting) made via coconala
coconala is in charge of the assignment of the right talent and project management



Contract is with coconala

- coconala provides fine-tuned support for operations to proceed smoothly as the go-between with the creators, catering to the needs of corporate clients that cannot place orders directly with individuals

Performed by top creators in their real names

- Dedicated persons in charge refer top creators in their real names optimal to the client

High cost performance

- Realizing high cost performance as there is no going through production companies or agencies

Provide high-quality services mainly to major companies and major company groups

TOHKnet Co., Inc.



Needs and troubles

- There was a need to quickly produce flyers, sales materials, white papers, etc., within limited time and human resources
- It was necessary to create each piece of material with a marketing perspective to drive website traffic and support inside sales activities

What they ordered

Creation of various materials

Reason why they have chosen coconala Pro

- Based on the basic contract with Coconala, I was able to easily introduce multiple skilled professionals who met my needs with a simple procedure
- I was introduced to creators with the required knowledge and excellent skills in crafting catchy content, allowing for smooth production with just one meeting and material sharing

Mizuho Pochette Co., Ltd.



Needs and troubles

Finding a company that can provide high-quality output without failure within a limited time was an issue

What they ordered

Creation of logo and company brochure

Reason why they have chosen coconala Pro

They have a good understanding of businesses, and introduced the right expert More time can be spent on the main business as they promptly responded to the requests

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”