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Press Release on February 28, 2025  
SAAF Holdings Co., Ltd.  
Tokyo Stock Exchange Growth Market: Ticker code 1447

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## SAAF Holdings Group

### Announcement of the starting sales agency business for the “region-specific” recruitment site “Joburu”

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Our group's I-need Co., Ltd. (Head Office: Osaka City, Osaka Prefecture, Representative Director: Masahiro Matsumoto, hereinafter referred to as “I-need”) has announced that will become a sales agent for the job information site "Jobburu" operated by Be win Co., Ltd. (Head Office: Ube City, Yamaguchi Prefecture, Representative Director: Katsunari Kawamura, hereinafter referred to as “Be Win”) with the aim of developing regionally specialized comprehensive human resources services, and will start a new recruitment advertising agency business from March 1, 2025.



I-need Co., Ltd.



Joburu began operating as “Joburu Yamaguchi” in 2015 to help Be win solve local recruitment issues. Then, in 2019, in response to customers asking “if it could be used in other prefectures”, we began operating “Joburu JAPAN”, which expanded the system of “Joburu Yamaguchi” nationwide.

I-need’s management philosophy is to create a company that can serve as a bridge between “people” and “people”, and we provide all kinds of comprehensive human resources services such as temporary staffing, recruitment, and outsourcing. In addition, in our main business, the worker dispatch business for light work for the manufacturing and logistics industries, we are focusing on a strategy to enhance our brand power by specializing in a region and expanding our share within that market, rather than simply pursuing scale by regional expansion. The newly launched recruitment advertising agency business is expected to have synergistic effects with the temporary staffing business. By having its own recruitment media, customers can not only differentiate recruitment and reduce recruitment costs, but also respond to the direct employment needs of companies, making it possible to propose solutions for all the "people" issues faced by companies.

First of all, we will start our business in Okayama Prefecture, which is close to Yamaguchi Prefecture where Be Win started its business and is one of the regions where Joburu has strengths as a recruitment advertising medium, and where the Tsuyama Sales Office is located, which boasts the top sales record in I-need.

The common concept between Joburu and I-need is the idea that a company’s management issues and “people” issues are directly connected, and that human resources are the most important asset for a company to survive. Also, one of the major human issues is recruitment. By building a network with local companies through this recruitment solution and aggregating information from various local companies, I-need aims to become a company with a wealth of information on people closely connected to the region.

■ Job information site Joburu (<https://be-win.co.jp/>)

■ For inquiries regarding this release, please contact below:

I-need Co., Ltd. (<https://i-need.co.jp/>)

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