

**Non-Consolidated Quarterly Financial Statements for the 1st Quarter of the Fiscal Year Ends  
in December 2015**

**(Based on the Standards Generally Accepted in Japan)**

May 15, 2015

Name of registrant: IBJ, Inc.

Stock exchange on which our shares are listed: Tokyo Stock Exchange

Code number: 6071

Website: <http://www.ibjapan.jp/>

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Date of dividend payment: -

Preparation of supplementary materials: Yes

Plan of results briefing: No

(rounded down to the nearest million yen)

1. Financial Results for the 1st Quarter of the Fiscal Year Ends in December 2015(January 1, 2015 – March 31, 2015)

(1) Business Performance (Cumulative)

(%: variance from the same quarter of the previous fiscal year)

	Sales		Operating Income		Ordinary Income		Net Profit for the 1Q of Current Fiscal Year	
	million yen	%	million yen	%	million yen	%	million yen	%
1Q of FY2015	927	28.2	194	45.5	194	45.9	122	51.7
1Q of FY2014	723	-	133	-	133	-	80	-

	Net Profit per Share (1Q)	Diluted Net Profit per Share (1Q)
	yen	yen
1Q of FY2015	9.86	9.21
1Q of FY2014	9.50	6.22

(Note) We carried out the stock split: 3 shares per share (common stock) on April 1, 2014; and 2 shares per share (common stock) on January 1, 2015. Assuming that the said stock split had been carried out in beginning of the previous fiscal year, the “net profit per share (1Q)” and the “diluted net profit per share (1Q)” were calculated.

(2) Financial Position

	Total Assets	Shareholders' Equity	Equity Ratio (Ratio of Shareholders' Equity to Total Assets)	Shareholders' Equity per Share
	million yen	million yen	%	yen
1Q of FY2015	2,460	1,425	57.6	113.67
FY2014	2,735	1,453	53.0	90.31

(Reference) Shareholders' Equity 1Q of FY2015: 1,416 million yen FY 2014: 1,448 million yen

(Note) We carried out the stock split: 3 shares per share (common stock) on April 1, 2014; and 2 shares per share (common stock) on January 1, 2015. Assuming that the said stock split had been carried out in the beginning of the previous fiscal year, the "shareholders' equity per share" was calculated.

2. Dividends

	Annual Dividends Per Share				
	End of 1Q	End of 2Q	End of 3Q	Year End	Total
	yen	yen	yen	yen	yen
FY2014	-	0.00	-	25.00	25.00
FY2015	-				
FY2015 (Forecast)		-	-	-	-

(Note) Amendment of the Recently Announced Dividend Forecast: No

We carried out the stock split, which would make 2 shares per share (common stock), on January 1, 2015. In the above, the actual amounts of dividends paid before the stock split are recorded for FY2014. Please see "Retroactive Adjustment of "Dividend Payout" in the Stock Split" described later, as for the retroactive adjustment assuming that the said stock split had been carried out in the beginning of the previous fiscal year.

In the company's articles of incorporation, the dividend record dates are stipulated to be the end of the second quarter and the year end of the fiscal year. However, the dividend as of the said dividend record date is not forecasted as of the moment.

3. Forecast for the Fiscal Year Ends in December 2015 (January 1, 2015 – December 31, 2015)

(%: variance from the previous year for the full-year forecast; variance from the same quarter of the previous year for the quarterly forecast)

	Sales		Operating Income		Ordinary Income		Net Profit for the Fiscal Year		Net Profit per Share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
2Q (Cumulative)	1,775	16.3	321	11.1	316	9.8	200	15.3	16.12
Full Year	3,861	16.4	785	22.1	754	19.8	479	18.4	38.50

(Note) Amendment of the Recently Announced Dividend Forecast: No

We carried out the stock split, which would make 2 shares per share (common stock), on January 1, 2015. The “net profit per share” in the forecast was calculated based on the number of shares outstanding (excluding the treasury stock) after the stock split.

※Explanatory Notes

(1) Application of Accounting Process Specific to Preparation of Quarterly Financial Statements: No

(2) Change of Accounting Policies, Change of Forecast & Alterations

- (i) Change of accounting policies due to revision of the accounting standards: None
- (ii) Change of accounting policies due to the reasons other than (i): None
- (iii) Change of accounting estimates: None
- (iv) Alterations: None

(3) Number of Shares Outstanding (Common Stock)

- (i) Year-end number of shares outstanding (including the treasury stock)
- (ii) Year-end number of own shares
- (iii) Average number of shares outstanding

1Q of FY2015	12,450,000 shares	FY2014	12,450,000 shares
1Q of FY2015	1,028 shares	FY2014	1,028 shares
1Q of FY2015	12,448,972 shares	1Q of FY2014	12,448,972 shares

(Note) We carried out the stock split: 3 shares per share (common stock) on April 1, 2014; and 2 shares per share (common stock) on January 1, 2015. Assuming that the said stock split had been carried out in the beginning of the previous fiscal year, the “number of shares outstanding (common stock)” was calculated.

\*Implementation Status of Quarterly Review Process

This summary of the quarterly financial statements is out of the quarterly review process in accordance with Financial Instruments and Exchange Act. Thus, before this summary is disclosed, the quarterly financial statements would have been reviewed.

\*Explanation about Appropriate Use of Business Forecast & Other Special Introductions

(Precautions for Descriptions about Future Forecasts)

The future forecasts and other projections in this summary are based on the information obtained by us so far and the certain assumptions considered to be reasonable and not intended to promise the future outcomes. Due to various factors, the actuals may differ significantly from the forecasts.

Please see “1. Qualitative Analysis of Quarterly Business Performance and Financial Positions (3) Prospects of Future Business Performance” in this summary (Appendix: Page 3) as for the assumptions of the forecasts and the precautions for use of the forecasts.

(Supplementary Materials)

We will upload the materials immediately via TDnet and to our website.

#### Retroactive Adjustment of “Dividend Payout” in the Stock Split

We carried out the stock split, which would make 2 shares per share (common stock), on January 1, 2015. Assuming that the said stock split had been carried out in the beginning of the previous fiscal year, the dividend per share was calculated as follows:

	Annual Dividends Per Share				
	End of 1Q	End of 2Q	End of 3Q	Year End	Total
	yen	yen	yen	yen	yen
FY2014	-	0.00	-	12.50	12.50

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## 1. Qualitative Analysis of Quarterly Business Performance and Financial Positions

### (1) Analysis of Business Performance

We develop our unique business unprecedented domestically or internationally by providing the integrated marriage hunting services both by virtually via Internet and in the real life, based on the management philosophy “to bring happiness to all the people linked to us by fate”. The word “marriage hunting” is fully recognized and well-established in the domestic market, so far. In combination with lowering of psychological hurdle against the marriage hunting services, the consumer confidence is now rising. Triggered by entrance into the marriage hunting market by major companies, the recognition of the marriage hunting market is going up, which means that the potential market scale is on the upward trend. However, the unmarried rate is still on the rise, and the social demands toward our business are still high.

Under such circumstances, we continue to grow utilizing our original integrated marriage hunting complex business strategies, by combining the Media Division providing online solutions mainly and the Service Division providing face-to-face services through the agencies registered in our federation. Taking advantage of our uniqueness and high-quality services, we will expand our share in the marriage hunting market utilizing our edge of information technologies and develop the marriage-related services for our continued growth. In the domestic market, the marriage hunting market is entered by major companies one after another, and the people whom we could not reach are expected to be interested in the marriage hunting activities. We welcome such opportunities as our business chance to newly acquire potential members.

As the number of our members and the number of marriages produced by us are increasing steadily, we are proud to mention that we contribute to the solutions to the social problems in our country such as low marriages, delayed marriages and low birth rate.

The number of our members of our main marriage hunting services is around 340 thousand; the number of agencies registered in our federation is around 1,031 organizations. This membership platform, along with the number of our advertising promotions via Internet, is growing year by year, while the number of business alliances with advertising agencies is increasing. In this 1st quarter of the current fiscal year (cumulative), we opened Sendai Hall in the Tohoku area. Also, we see the results right away of introducing members to the marriage-related businesses such as marriage and engagement ring services and wedding ceremony services, which have enforced our business structure firmly and steadily.

Consequently, the sales of the 1st quarter of the current fiscal year ended up with 927 million yen, up by 28.2% from the same quarter of the previous fiscal year; the operating income was 194 million yen, up by 45.5% from the same quarter of the previous fiscal year; the ordinary income was 194 million yen, up by 45.9% from the same quarter of the previous fiscal year; and the quarterly net profit for 1st quarter of the current fiscal year was 122 million yen, up by 51.7% from the same

quarter of the previous fiscal year.

The business results by segment are as described in the below. The sales include those of internal transactions and transfers.

<(i) Media Division>

The Media Division consists of the affiliate business, the media service, the community business and the event business. In the affiliate business, we support launch of business of the agencies registered in our federation and consolidate systems such as “IBJ System” (the matchmaking management system) and the overall administrative functions. By this means, we now improve our profitability by steady and sound increase of our agencies registered in our federation as long as of our members. In the media business, we expand our sales by listing advertisings via Internet or in the real life. In addition, we establish a new scheme where we introduce our members into the life design support areas where we expect to acquire stronger earning power. In the community business, we expect increase of our members by acquiring the new member base by upgraded systems of marriage hunting services. In the event business, we newly opened the Sendai Hall, the first hall in the Tohoku, and increased floors for the Kobe Hall to boost the number of events that take place in our own halls. Furthermore, we challenge new-type of plans held in the halls other than our own halls and are actively engaged in the matchmaking parties and the arrangement of the events represented by such parties, for improvement of the number of events to be held. We also explore attractive restaurants and lounges for dining for enhancement of our event qualities. As a result, the sales built on the solid growth.

Consequently, the sales by segment of the 1st quarter of the current fiscal year ended up with 654 million yen, up by 38.5 % from the same quarter of the previous fiscal year; and the operating income by segment was 256 million yen, up by 51.9 % from the same quarter of the previous fiscal year.

<(ii) Service Division>

The Service Division consists of the agent business only. In this division, as one of our hardware approaches, we renovated the existing halls represented by the Ginza hall and the Yurakucho hall. As one of our software approaches, we implement the training plans of skill upgrading (to lead the members to marriage) for our marriage counselors systematically, which will lead us to increase of the number of new registrations as well as of the number of marriages and productive services of marriage hunting websites by profession. As a result, the sales built on the solid growth.

Consequently, the sales by segment of the 1st quarter of the current fiscal year ended up with 301 million yen, up by 11.0 % from the same quarter of the previous fiscal year; and the operating income by segment was 124 million yen, up by 4.7% from the same quarter of the previous fiscal



year.

## (2) Analysis of Financial Positions

### (Assets)

The current assets ended up with 1,624 million yen, down by 279 million yen from the end of the previous fiscal year. This resulted mainly from an increase in accounts receivable by 14 million yen and a decrease in cash & cash deposits by 267 million yen. The fixed assets ended up with 835 million yen, up by 4 million yen from the end of the previous fiscal year. This resulted mainly from an increase in tangible fixed assets by 10 million yen and a decrease in intangible fixed assets by 6 million yen.

Consequently, the total assets stood at 2,460 million yen, down by 275 million yen from the end of the previous fiscal year.

### (Liabilities)

The current liabilities ended up with 792 million yen, down by 237 million yen from the end of the previous fiscal year. This resulted mainly from an increase in reserve for bonuses for directors by 40 million yen, decreases in income taxes payable by 154 million yen and accrued expenses payable by 94 million yen. The fixed liabilities ended up with 243 million yen, down by 9 million yen from the end of the previous fiscal year. This resulted mainly from a decrease in long-term loans by 12 million yen.

Consequently, the total liabilities stood at 1,035 million yen, down by 246 million yen from the end of the previous fiscal year.

### (Stockholders' Equity)

The stockholders' equity ended up with 1,425 million yen, down by 28 million yen from the end of the previous fiscal year. This resulted mainly from a decrease in earned surplus by 155 million yen caused by distribution of profit and the net profit for the 1st quarter of the current fiscal year (122 million yen).

Consequently, the capital adequacy ratio was 57.5% (compared to 53.0% of the end of the previous fiscal year).

## (3) Prospects of Future Business Performance

The business performance of the 1st quarter of the fiscal year ends in December 2015 drastically exceeds the plan of the said quarter. The achievement rates of sales of the quarterly cumulative and the full-year forecast to those stated in the quarterly financial statements of the fiscal year ended in 2014 released on February 13, 2015 were 52.2% and 24.0%, respectively; the achievement rates of operating income of the quarterly cumulative and the full-year-forecast to those stated in the same summary were 60.3% and 24.8%, respectively, which proves a robust showing of our business. We

believe that this is mainly due to a substantial increase in the number of marriage hunting members against our forecast. We carefully examine the necessity of change of our earnings forecast on a continuing basis. At present, we have no plan to amend the quarterly cumulative forecast and the full-year forecast released on February 13, 2015.

However, when we judge the amendment to be necessary, we will announce it immediately.

## 2. Matters Related to Summary Information (Notes)

### (1) Application of Accounting Process Specific to Preparation of Quarterly Financial Statements

Not applicable

### (2) Change of Accounting Policies, Change of Forecast & Alterations

Not applicable

### 3. Quarterly Financial Statements

#### (1) Quarterly Balance Sheet

(Unit: thousand yen)

	Previous Fiscal Year (Ended on December 31, 2014)	1Q of Current Fiscal Year (Ends in March 31, 2015)
Assets		
Current assets		
Cash and cash deposits	1,458,529	1,191,426
Accounts receivable	356,263	370,666
Raw materials and inventories	43	50
Prepaid expense	41,652	42,268
Deferred tax assets	47,198	19,299
Other assets	1,354	1,539
Reserve for uncollectible account	(1,120)	(825)
Total current assets	1,903,921	1,624,425
Fixed assets		
Tangible fixed assets		
Buildings	231,203	242,555
Cumulative depreciation	(52,694)	(58,637)
Buildings (net)	178,509	183,918
Tools, furniture and fixtures	176,840	191,005
Cumulative depreciation	(93,231)	(102,597)
Tools, furniture and fixtures (net)	83,608	88,408
Total tangible assets	262,118	272,326
Intangible assets		
Goodwill	12,215	10,549
Software	156,675	152,337
Total intangible assets	168,890	162,887
Investments and other assets		
Investment marketable securities	10,320	11,250
Investments in affiliate companies	19,492	19,492
Long-term prepaid expense	2,905	2,510

Guarantee money paid	282,104	281,708
Other investments	85,760	85,760
Total investments and other assets	400,583	400,721
Total fixed assets	831,592	835,935
Total assets	2,735,514	2,460,361

(Unit: thousand yen)

	Previous Fiscal Year (Ended on December 31, 2014)	1Q of Current Fiscal Year (Ends in March 31, 2015)
Liabilities		
Current liabilities		
Accounts payable	23,880	21,648
Short-term loans	160,000	160,000
Long-term loans (to be payable in one year)	50,000	50,000
Other payables	108,504	85,297
Accrued expenses payable	179,002	84,900
Income taxes payable	197,290	43,108
Consumption tax payable	77,004	42,649
Advance payments received	223,239	230,608
Reserve for bonuses for directors	-	40,633
Other current liabilities	10,581	33,441
Total current liabilities	1,029,504	792,285
Fixed liabilities		
Long-term liabilities	175,000	162,500
Long-term other payables	1,432	1,329
Asset retirement obligations	66,212	68,971
Deferred tax liabilities	10,000	10,231
Total fixed liabilities	252,644	243,032
Total liabilities	1,282,148	1,035,318
Equity		
Shareholders' equity		
Capital	338,380	338,380
Capital surplus		
Capital reserve	338,380	338,380
Total capital surplus	338,380	338,380
Earned surplus		
Other earned surplus		
Retained earnings carried forward	771,746	738,825
Total earned surplus	771,746	738,825

Treasury stock	(478)	(478)
Total shareholders' equity	1,448,028	1,415,107
Gains/losses by revaluation		
Gains/losses by revaluation of investment marketable securities	656	1,255
Total gains/losses by revaluation	656	1,255
Stock warrant	4,680	8,680
Total equity	1,453,365	1,425,042
Total liabilities and equity	2,735,514	2,460,361

(2) Quarterly Income Statement

Cumulative Quarterly Income Statement for 1Q

(Unit: thousand yen)

	1Q of Previous Fiscal Year (Cumulative) (January 1, 2014 – March 31, 2014)	1Q of Current Fiscal Year (Cumulative) (January 1, 2015 – March 31, 2015)
Sales	723,197	927,380
Cost of goods sold	67,990	87,598
Gross profit on sales	655,206	839,781
Selling, general and administrative expenses	521,340	644,993
Operating income	133,866	194,787
Non-operating income		
Interests received	112	132
Other non-operating income	0	7
Total non-operating income	113	140
Non-operating expenses		
Interests paid	891	812
Total non-operating expenses	891	812
Ordinary income	133,088	194,115
Extraordinary income		
Loss from impairment	-	2,777
Total extraordinary losses	-	2,777
Pretax net profit for the 1Q of the current fiscal year	133,088	191,338
Corporation tax, residential tax and business tax	41,322	40,848
Income taxes-deferred	10,902	27,798
Total income taxes	52,224	68,647
Net profit for the 1Q of the current fiscal year	80,863	122,691

(3) Notes to Quarterly Financial Statements

(Explanatory Notes about Going Concern Assumptions)

Not applicable

(Explanatory Notes in Case of Significant Change in Shareholders' Equity)

Not applicable

(Segment and Other Information)

**【Segment Information】**

I. 1Q of Previous Fiscal Year (January 1, 2014 – March 31, 2014)

1. Information of by Segment of Sales and Profit/Loss

(Unit: thousand yen)

	Reported Business Segments			Adjustments	Amounts on Quarterly Financial Statements
	Media Division	Service Division	Total		
Sales					
General sales	453,411	269,756	723,197	-	723,197
Sales from internal transactions and transfers	18,667	1,500	20,167	(20,167)	-
Total sales	472,108	271,256	743,364	(20,167)	723,197
Profit	168,633	118,766	287,400	(153,534)	133,866

(Notes)

1. The adjustments of profit (153,534 thousand yen) includes the deleted internal transactions (20,167 thousand yen) and the overhead cost not allocated to segment (133,367 thousand yen).  
The overhead cost not allocated to segment is mostly equal to selling, general and administrative expenses not allocated to segment.
2. The profit is based on the adjusted operating income booked on the quarterly financial statements.

2. Information by Segment of Loss from Impairment of Fixed Assets and Goodwill

(Significant Loss from Impairment of Fixed Assets)

Not applicable

(Significant Change in Goodwill)



Not applicable

(Significant Gain from Negative Goodwill)

Not applicable

II. 1Q of Current Fiscal Year (January 1, 2015 – March 31, 2015)

1. Information of by Segment of Sales and Profit/Loss

(Unit: thousand yen)

	Reported Business Segments			Adjustments	Amounts on Quarterly Financial Statements
	Media Division	Service Division	Total		
Sales					
General sales	627,301	300,078	927,380	-	927,380
Sales from internal transactions and transfers	26,736	971	27,707	(27,707)	-
Total sales	654,037	301,049	955,087	(27,707)	927,380
Profit	256,114	124,329	380,443	(185,655)	194,787

(Notes)

- The adjustments of profit (185,655 thousand yen) includes the deleted internal transactions (27,707 thousand yen) and the overhead cost not allocated to segment (157,948 thousand yen). The overhead cost not allocated to segment is mostly equal to selling, general and administrative expenses not allocated to segment.
- The profit is based on the adjusted operating income booked on the quarterly financial statements.

2. Matters Related to Change in Segments Reported

(Change in Business Segments)

We changed the business segments partially in the 3rd quarter of the previous fiscal year, so some business segments were shifted from the Media Division to the Service Division. The information and data by business segment of the 1st quarter of the previous fiscal year have been adjusted to compare to those of the current fiscal year.

3. Information by Segment of Loss from Impairment of Fixed Assets and Goodwill

(Significant Loss from Impairment of Fixed Assets)

As for one hall to be renovated in the near future in the Service Division, the book value of the building (2,777 thousand yen) is entirely recorded as loss from impairment on the extraordinary loss.

(Significant Change in Goodwill)

Not applicable

(Significant Gain from Negative Goodwill)

Not applicable