

人と人をつなぐのは、人だと思う。

TSE
1st Section: 6071



Financial Report

The 1st-Quarter of the
Fiscal Year Ending
December 31, 2021

May 11, 2021



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1. Financial Results Summary

1Q Consolidated Results Highlights

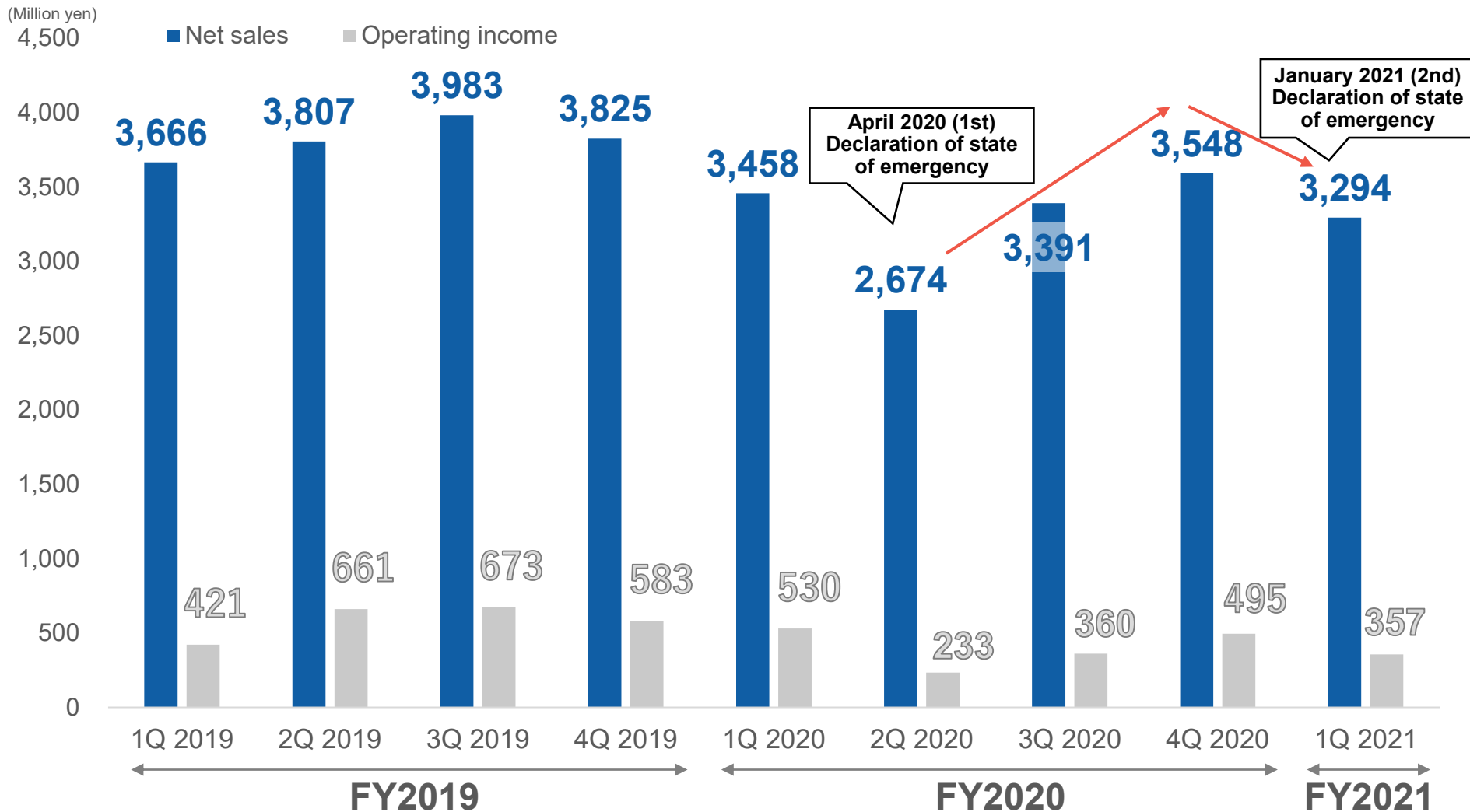
(Million yen)

	1Q 2020 Actual results	1Q 2021 Actual results	Percentage change
Net sales	3,458	3,294	- 4.8%
Operating income	530	357	- 32.6%
Ordinary income	517	330	- 36.2%
Profit attributable to owners of parent	324	252	- 22.2%

Achieved Net sales **3,294** million yen, operating income **357** million yen
(YoY: -4.8%) (YoY: -32.6%)

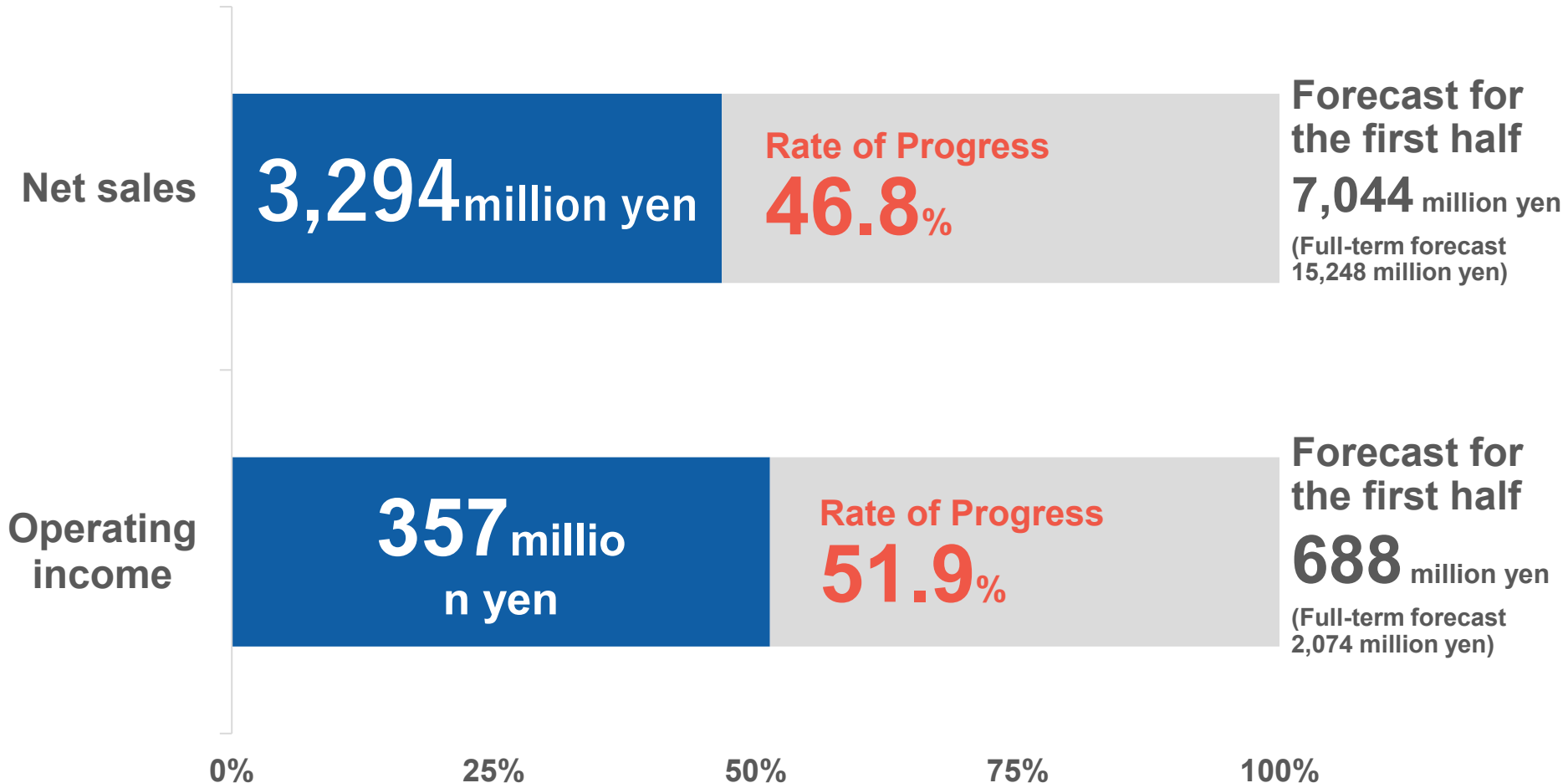
Changes in Net Sales and Operating Income

The extent of the impact was limited compared with the first declaration of a state of emergency (2020 2Q)



Progress vs. Consolidated Results Forecast for the First Half

Strong start with net sales of **3,294** million yen (Progress rate of 46.8%)
and operating income of **357** million yen (Progress rate of 51.9%)





2. Summary by Business Division

Summary by Business Division

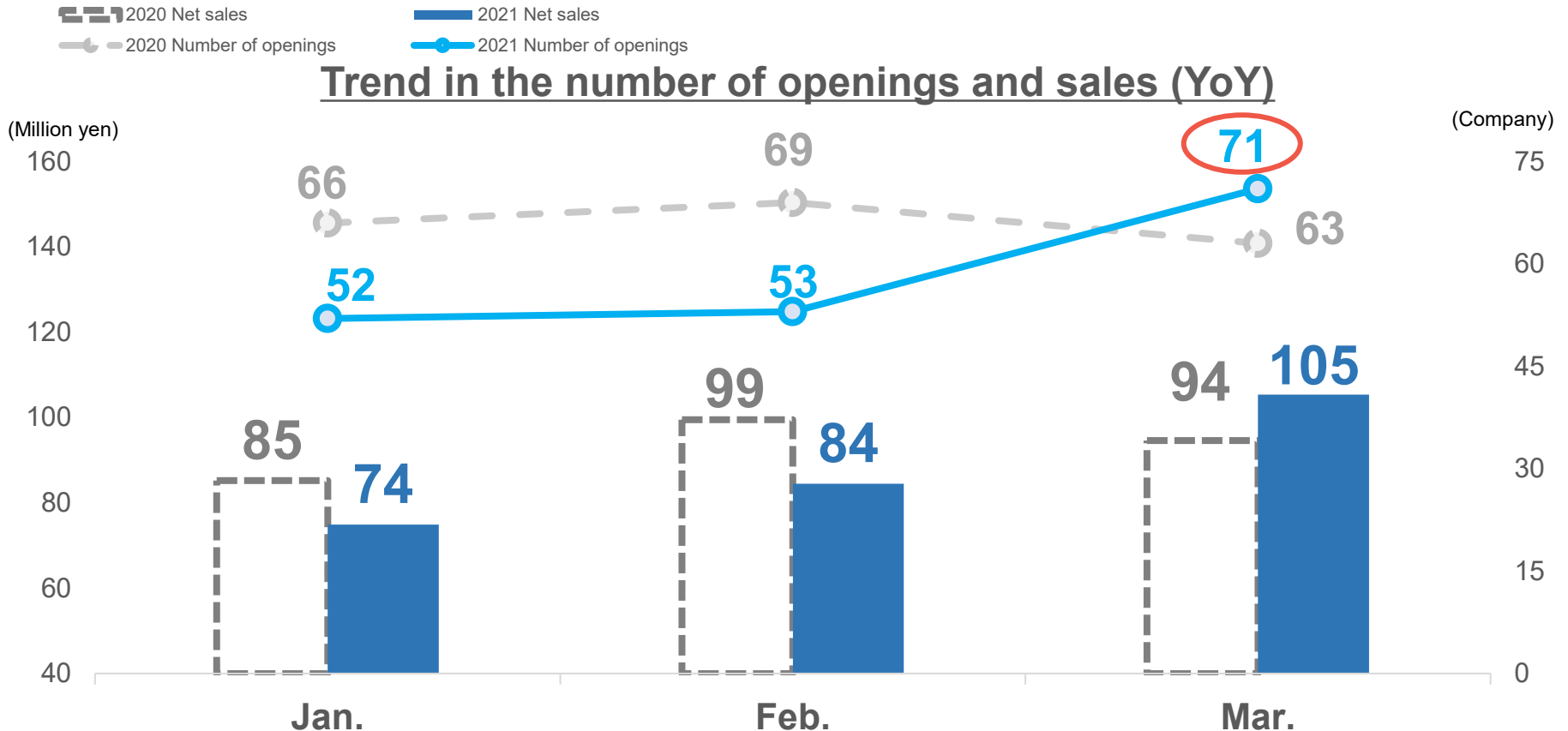
(Million yen)

		1Q 2020 Actual results	1Q 2021 Actual results	Percentage change (%)
Agency opening support business	Net sales	291	270	-7.0%
	Divisional profit	209	175	-16.1%
Affiliate Business	Net sales	220	254	+15.2%
	Divisional profit	141	164	+16.5%
Directly managed lounge business	Net sales	837	1,557	+86.0%
	Divisional profit	324	292	-9.9%
Party business	Net sales	429	233	-45.5%
	Divisional profit	78	-27	-134.6%
Apps business	Net sales	741	686	-7.4%
	Divisional profit	126	115	-8.6%
Life Design Business	Net sales	938	290	-69.0%
	Divisional profit	19	20	+5.4%

Agency Opening Support Business

* Figures in parentheses are YoY changes

**1Q Number of new openings: 176 (-11.1%); Net sales: 270 million yen (-7.0%);
Divisional profit: 175 million yen (-16.1%)**



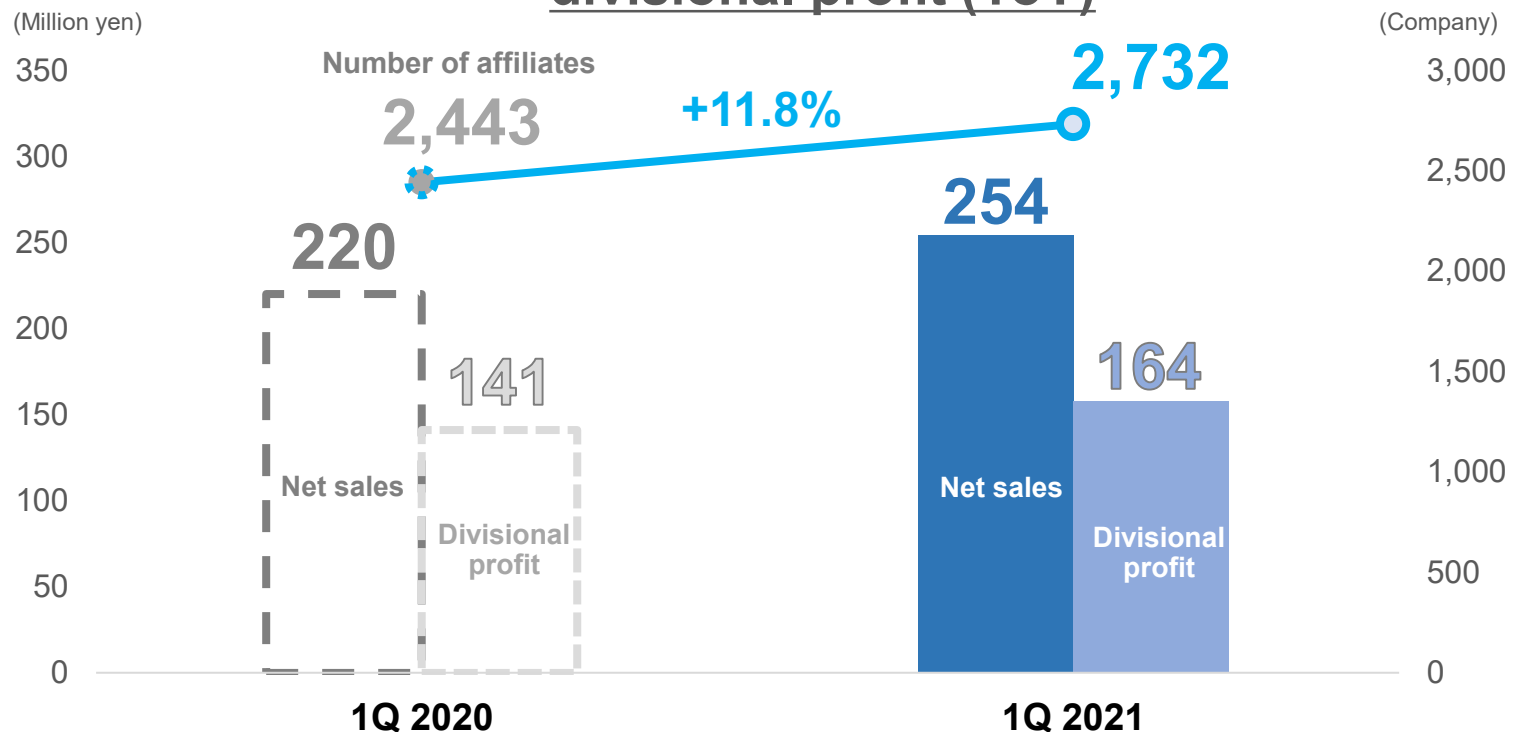
They declined in January and February from the same months of the previous year due to the declaration of a state of emergency in January

Net sales in March exceeded 100 million yen due to restructuring of sales structure, etc.

Affiliate Business

Number of affiliates: 2,732 (+11.8%); Net sales: 254 million yen (+15.2%);
Divisional profit: 164 million yen (+16.5%)

Trends in the number of affiliates, net sales, and divisional profit (YoY)

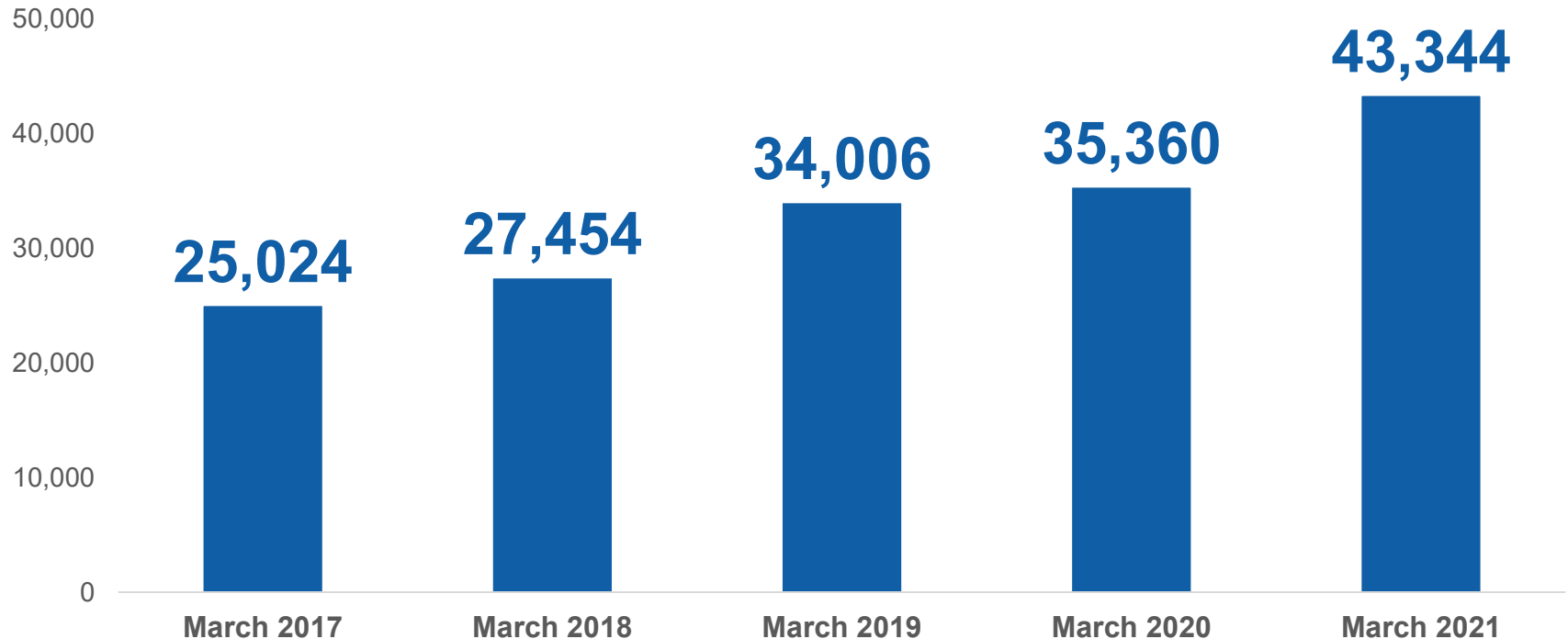


Net sales and divisional profit increased steadily thanks to the robust growth of the number of affiliates and members

The Number of Monthly Arranged Marriage Meetings Was 43,344, Reaching a Record-High

[Japan Marriage Consulting Federation]

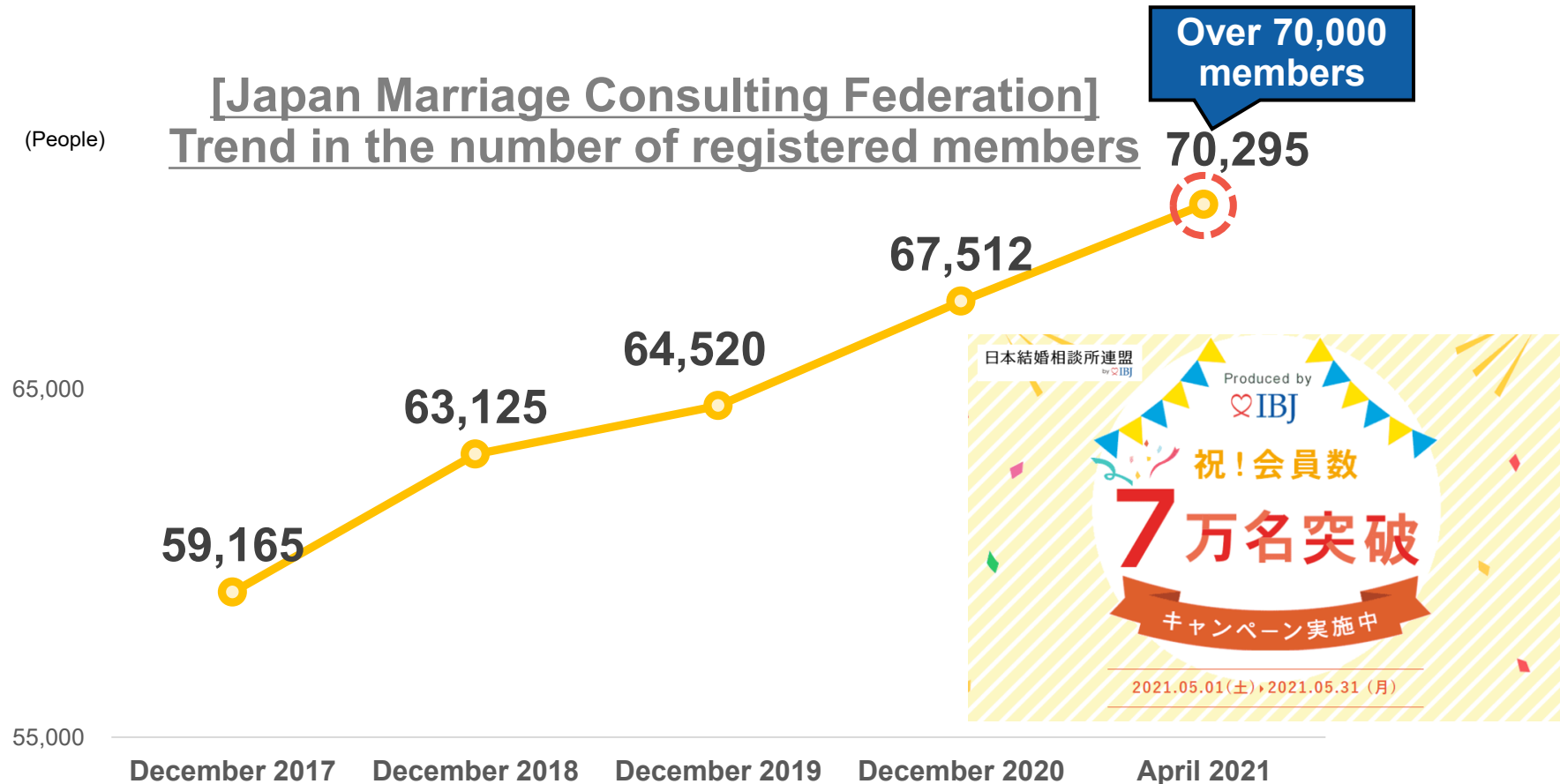
(Case) Trend in the number of monthly arranged marriage meetings



Demand for marriage hunting remains high even amid the COVID-19 pandemic, and member activities have been activated.

After the consolidation of ZWEI, the number of arranged marriage meetings rose steadily to a record-high

[Japan Marriage Consulting Federation] The Number of Registered Members Exceeded 70,000



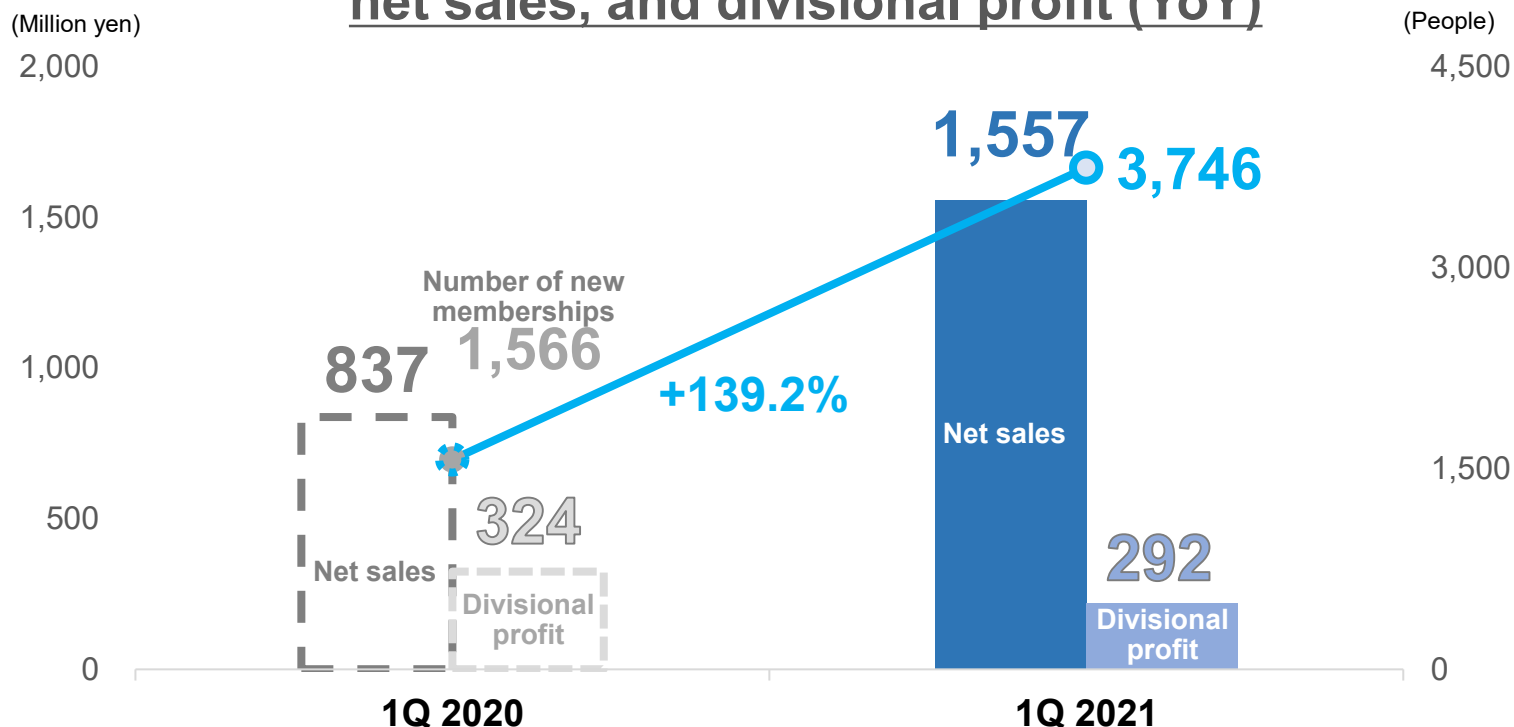
In April 2021, the number of registered members exceeded 70,000 for the first time.

Expansion of affiliates and Group companies contributed to this

Directly managed lounge business

Number of new memberships: 3,746 (+139.2%); Net sales: 1,557 million yen (+86.0%);
Divisional profit: 292 million yen (-9.9%)

Trends in the number of new memberships, net sales, and divisional profit (YoY)



The number of new memberships was 3,746, up 139.2% from the same period last year

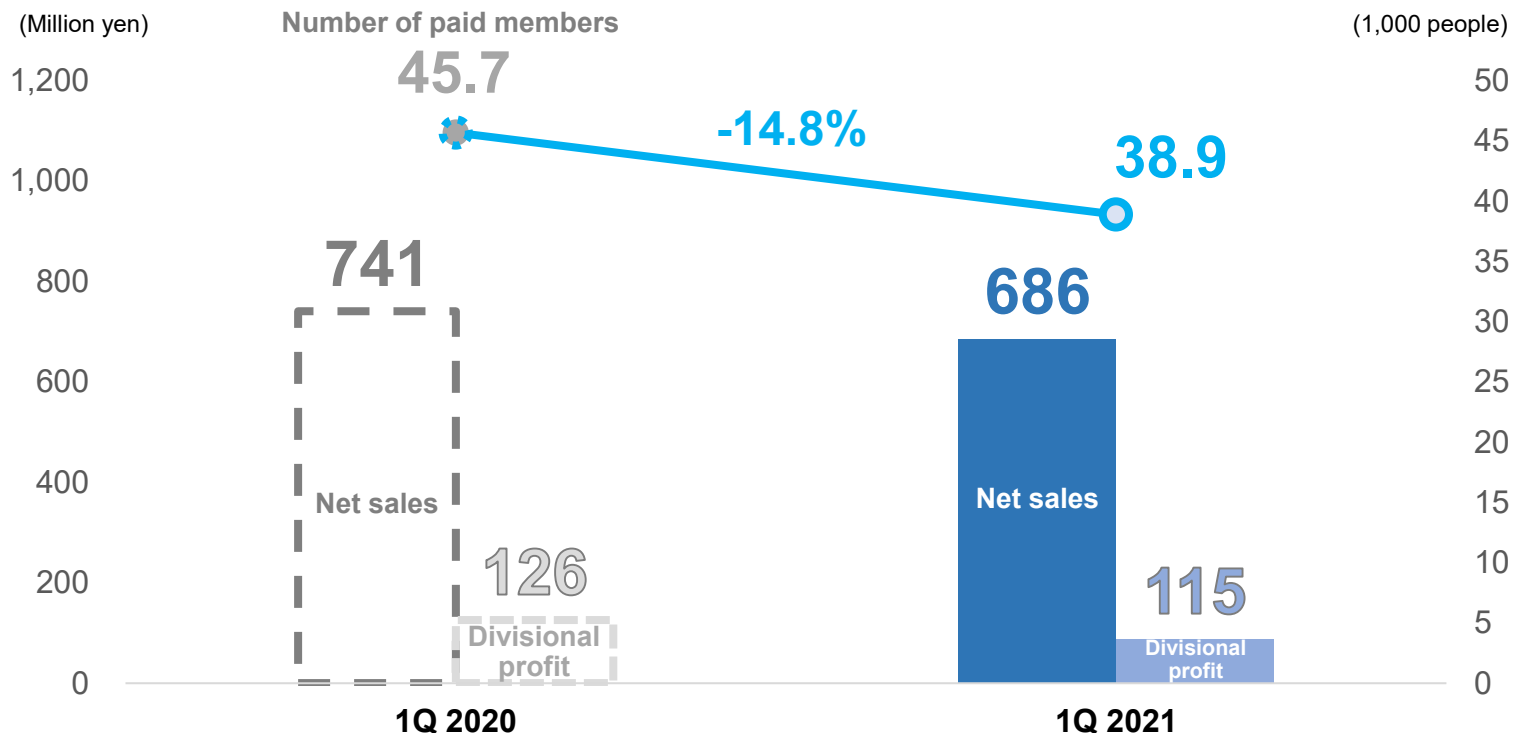
Steady performance amid the pandemic and ZWEI's recovery contributed

Apps business

* Figures in parentheses are YoY changes

**Number of paid members: 38,900 (-14.8%); Net sales: 686 million yen (-7.4%);
Divisional profit: 115 million yen (-8.6%)**

Trends in the number of paid members, net sales, and divisional profit (YoY)



The number of paid members was 38,900, down 14.8% from the same period last year, and it remains on a declining trend

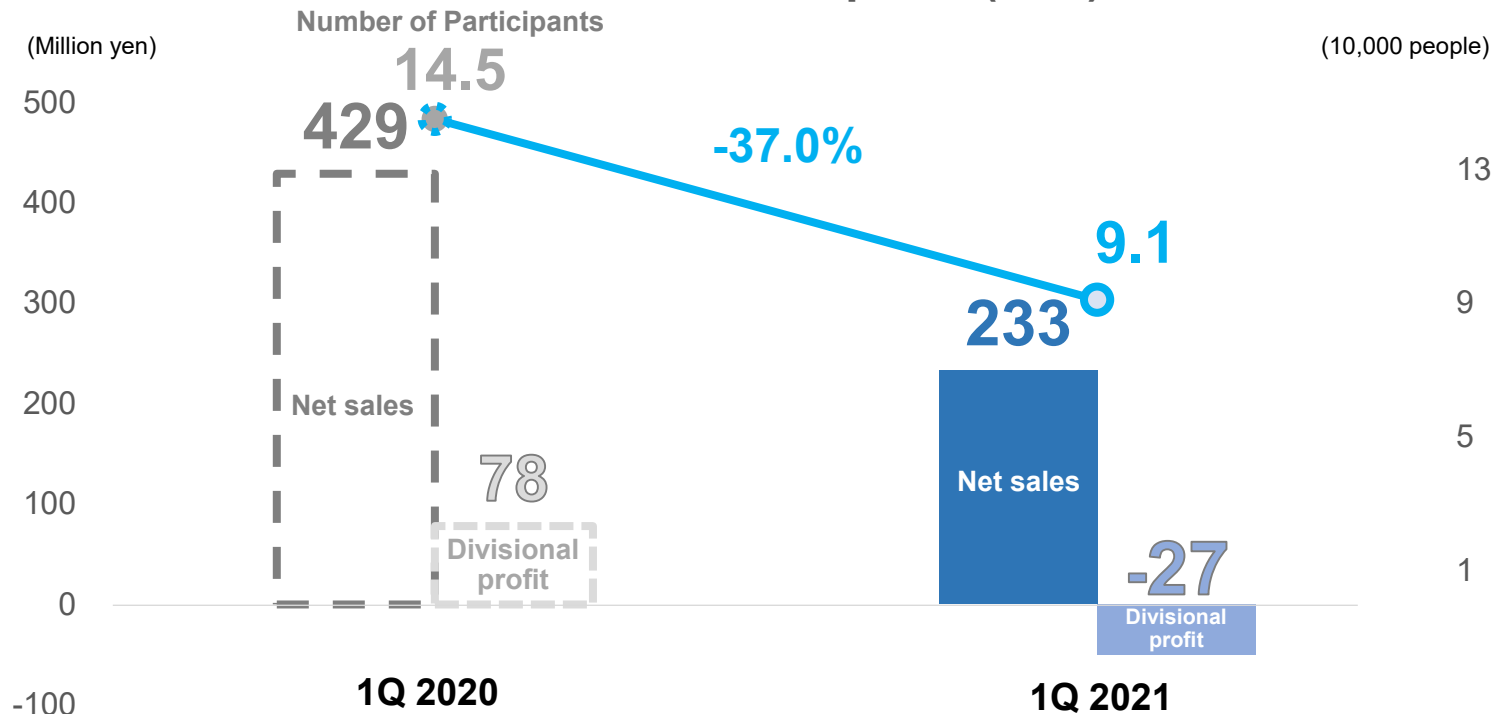
We plan to expand businesses by new development, such as live streaming services

Party Business

* Figures in parentheses are YoY changes

**Number of participants: 91,000 (-37.0%); Net sales: 233 million yen (-45.5%);
Divisional profit: 27 million yen (-134.6%)**

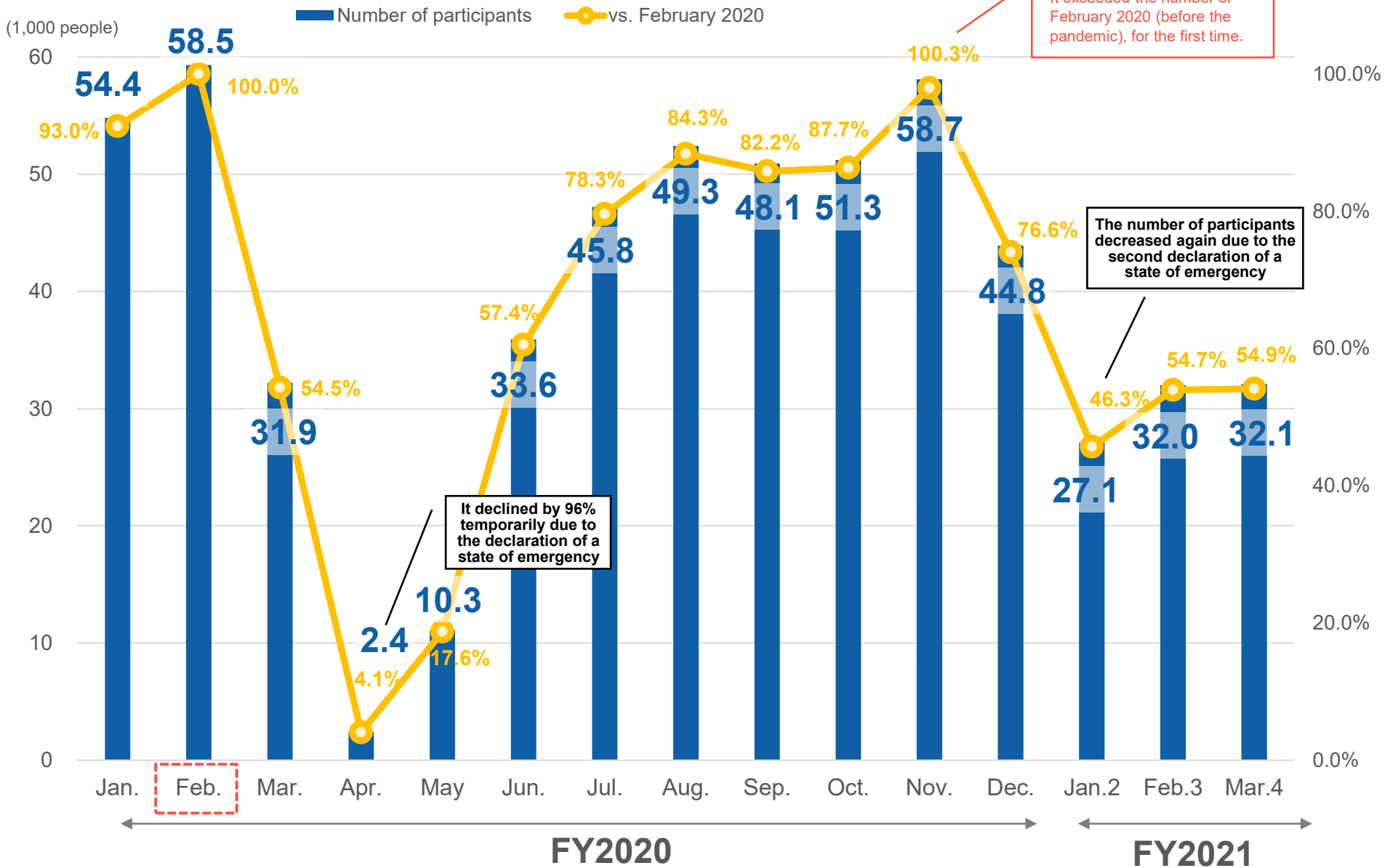
Trends in the number of participants, net sales, and divisional profit (YoY)



**The number of participants was 91,000, down 40% from 1Q 2020
(before the pandemic)**

**Profit has declined as we could not recoup costs as a result of the declaration
of a state of emergency in January**

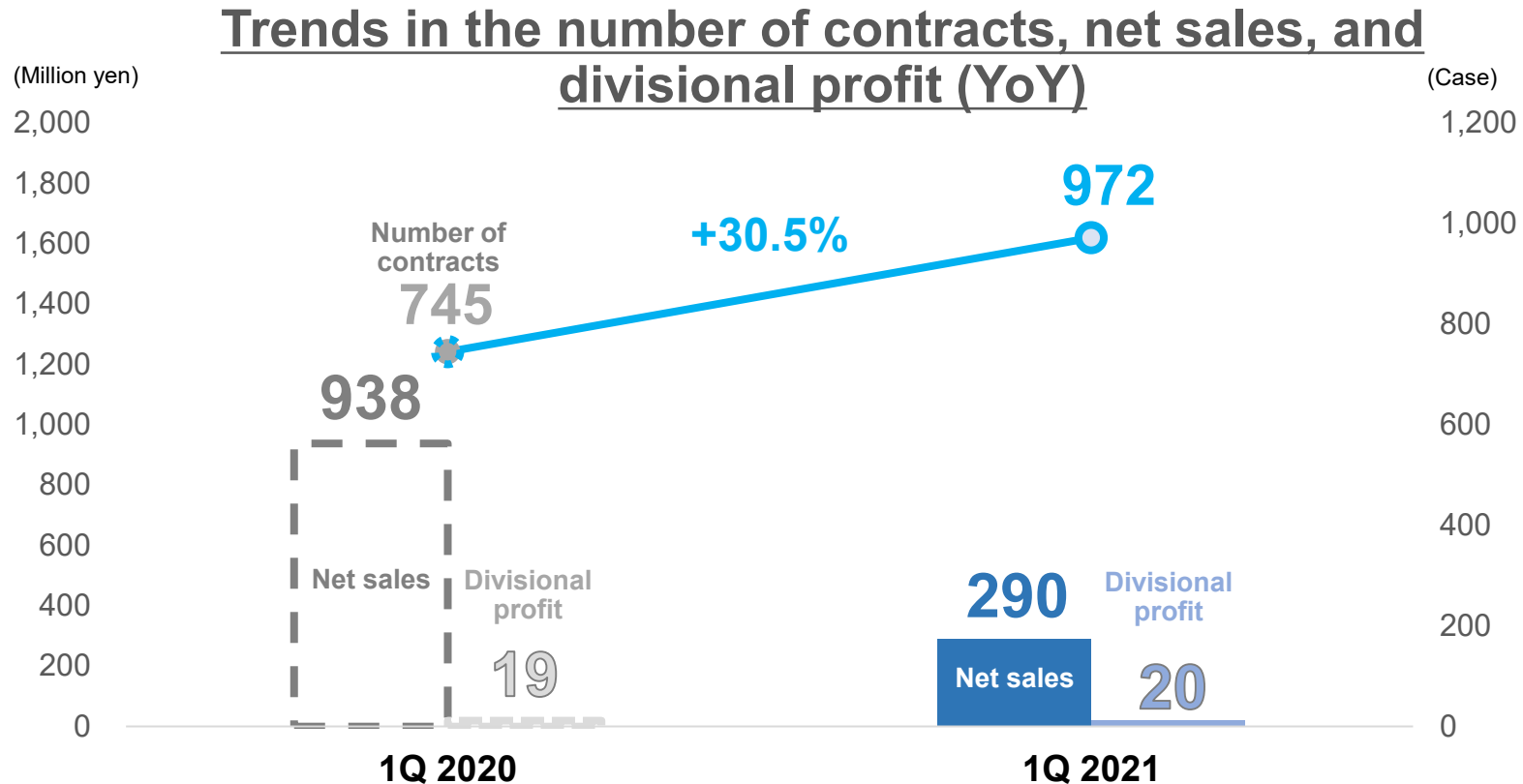
Trend in the Number of Party Participants from Pre-Pandemic



Life Design Business





* Figures in parentheses are YoY changes

**Number of contracts: 972 (+30.5%); Net sales: 290 million yen (-69.0%);
Divisional profit: 20 million yen (+5.4%)**



We are gradually succeeding in bringing in customers from the ZWEI membership base

Group Companies' Results

1Q 2021	Net sales	Divisional profit
<p>Apps business</p> 	598 million yen	75 million yen
<p>Life design business</p> 	196 million yen	24 million yen
<p>Directly managed lounge business</p> 	320 million yen	42 million yen
<p>Directly managed lounge business</p> 	735 million yen	0.3 million yen

*Figures after offsetting internal transactions



3. APPENDIX

Balance Sheet

(Million yen)

	As of December 31, 2020	As of March 31, 2021	Amount of Change
Current Assets	8,585	8,119	-466
Cash and Deposits	5,937	5,082	-854
Non-current Assets	5,302	5,344	+42
Property, Plant and Equipment/Intangible Assets	3,199	3,253	+54
Investments and Other Assets	2,102	2,090	-11
Total Assets	13,887	13,464	-423
Current Liabilities	6,864	6,710	-153
Non-current Liabilities	1,359	1,122	-236
Total Liabilities	8,223	7,832	-390
Capital Stock/Capital Surplus	1,476	1,476	±0
Retained Earnings	4,660	4,673	+12
Treasury Stock	-1,007	-1,007	±0
Valuation and Translation Adjustments	131	147	+16
Stock Acquisition Rights	0	0	±0
Non-controlling interests	403	340	-62
Total Net Assets	5,664	5,631	-33
Total Liabilities and Net Assets	13,887	13,464	-423

White Paper on Marriage as a major guide to affiliates and marriage hunting members



<https://bit.ly/2R662Uo>



All the latest information on marriage hunting is summarized here!

Excerpt from pages 4 and 5 of the White Paper on Marriage
[Support from matchmakers makes it easier to get married by being more active in marriage hunting]

Members who got married



- ◇ Number of arranged marriage meetings: 10 or more
- ◇ Membership period: less than 1 year

Members who withdrew



- ◇ Number of arranged marriage meetings: 5 or less
- ◇ Membership period: 1 year or longer

TOPICS (2) Sustainability of IBJ

Society

Contributing to the creation of a society that respects diverse values and views on marriage from a broad perspective

Economy

Maintaining and improving safe and sound meeting places to revitalize the marriage market and boost growth

Employees

Creating an organization in which individual growth leads to management results by allowing everyone to show their individuality and strengths in their own way

Organization

Building a resilient management base as an industry-leading company

Environment

Contributing to "Healthy global environment for future generations" by promoting corporate activities in harmony with the environment

—IBJ's Value Creation

Helping to solving the problem of a low marriage rate and low birthrate through the creation of married couples, and realizing business operations friendly to society, the economy, and the environment and sustainable growth that bring happiness to all the people who share a connection (stakeholders)





(IBJ, Inc.)

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These presentation materials are prepared as a reference for investors to give them an understanding of the current status of IBJ, Inc.

The information contained in this presentation is based on a generally accepted understanding of economic and social conditions as of May 2021 as well as certain assumptions considered to be rational. The information contained herein may be altered without notice due to changes in the business environment and other such reasons.