



September 1, 2023

**IBJ, which connects marriage agencies nationwide in Japan, posts record numbers of "member agencies" and "new member agencies"**

As of the end of August 2023, IBJ's number of member agencies reached 4,020, surpassing the 4,000 mark, a major milestone.

IBJ member agencies will continue to spread like a net throughout Japan, creating matchmaking and successful marriages in each region, thereby contributing to solving regional issues and resolving the declining birthrate problem. The number of new franchisees in August was 128, a record high.

The strong performance can be attributed to the successful implementation of human resource development and strengthening of face-to-face sales following the reorganization of the sales force that began this fiscal year, resulting in an increase in sales capabilities.

IBJ will continue to train and augment its human resources while increasing the number of partners, such as the National Association of Temples and Shrines, which connects about 100,000 temples and shrines nationwide, and Nippon Travel Agency, Inc. which has branches in 47 prefectures to support local marriage activities and encourage regional development.

The total number of new members of the IBJ Federation grew to 4,460, of which 2,887 (113.8% of the previous year) were from member agencies other than directly managed agencies, a record high due to the influx of members from other federations as well as the strengthening of support for new member agencies.

By expanding our membership base, we will create more opportunities for encounters than ever before, and by revitalizing matchmaking and improving the support of our matchmakers, we will generate even more successful marriages.

Through its business, IBJ will make a significant contribution to solving Japan's declining birthrate and population problems, and by stimulating the marriage activity market and fostering happy relationships for many of its members, IBJ will be able to increase its corporate value and expand its business performance.

※Please note that the figures in this document are preliminary figures and may differ from the figures at the time of the announcement of financial results.