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May 15, 2026

Consolidated Financial Results for the First Three Months Ended March 31, 2026 (Under Japanese GAAP)

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 Listing: Tokyo Stock Exchange
 Securities code: 6071
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 Scheduled date of commencing dividend payments: –
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated quarterly financial results for the first three months ended March 31, 2026 (from January 1, 2026 to March 31, 2026)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended								
March 31, 2026	7,421	54.1	1,580	56.9	1,552	55.3	1,029	67.5
March 31, 2025	4,815	13.2	1,006	51.7	999	51.0	614	27.7

Note: Comprehensive income For the three months ended March 31, 2026: ¥1,131 million [66.9%]
 For the three months ended March 31, 2025: ¥678 million [36.8%]

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
March 31, 2026	27.18	–
March 31, 2025	16.26	–

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2026	31,522	12,698	34.3	285.69
December 31, 2025	32,524	11,923	31.3	268.79

Reference: Equity
 As of March 31, 2026: ¥10,818 million
 As of December 31, 2025: ¥10,179 million

2. Dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended December 31, 2025	Yen –	Yen 0.00	Yen –	Yen 10.00	Yen 10.00
Fiscal year ending December 31, 2026	–				
Fiscal year ending December 31, 2026 (Forecast)		0.00	–	13.00	13.00

Note: Revision to the forecast for dividends announced most recently: None

3. Consolidated financial results forecast for the fiscal year ending December 31, 2026 (January 1, 2026 to December 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Second quarter (cumulative)	13,941	43.2	1,889	5.3	1,820	2.2	1,051	-4.1	27.76
Full year	28,803	42.8	4,048	12.2	3,922	13.0	2,335	12.4	61.68

Note: Revision to the financial results forecast announced most recently: None

*** Notes**

- (1) Significant changes in the scope of consolidation during the period: None
Newly included: – companies (–)
Excluded: – companies (–)
- (2) Accounting methods adopted particularly for the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None
- (4) Number of issued shares (ordinary shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2026	42,000,000 shares
As of December 31, 2025	42,000,000 shares

- (ii) Number of treasury shares at the end of the period

As of March 31, 2026	4,131,706 shares
As of December 31, 2025	4,128,406 shares

- (iii) Average number of shares during the period (quarterly cumulative)

Three months ended March 31, 2026	37,869,190 shares
Three months ended March 31, 2025	37,787,524 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Proper use of earnings forecasts, and other special matters

(Notes regarding forward-looking statements, etc.)

Financial results forecasts and other forward-looking statements provided in these materials are based on information available to the Company and certain other assumptions deemed reasonable as of the date of publication of this document, and do not represent any guarantee that the Company will achieve these results. Actual financial results and other aspects of business performance may differ significantly from these forecasts owing to various factors.

Please refer to “1. Qualitative information for the 1st quarter of the fiscal year ending December 31, 2026, (3) Overview of consolidated financial results forecast and other forward-looking information” on page 4 of this financial results report (attached materials) for conditions forming the basis for financial results forecasts, notes regarding the use of financial results forecasts, and other information.

(How to obtain the supplementary material on financial results and the contents of the financial results briefing)

The Company plans to hold a financial results briefing for institutional investors and analysts on Monday, May 18, 2026. A video of the meeting will be posted on the Company’s website as soon as possible after the meeting. Supplementary materials for the financial results will be posted on the Company’s website today.

○ Table of contents of the attached materials

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1. Qualitative information for the 1st quarter of the fiscal year ending December 31, 2026

(1) Operating results

In the first three months of the fiscal year under review, the Japanese economy remained on a recovery track mainly on domestic demand, as personal consumption was supported by corporate earnings and wage increases despite ongoing pressure from rising prices. Meanwhile, we continued to face persistent serious social issues such as a structural labor shortage and the downward trend in the number of marriages in Japan, both driven by declining birthrate and aging population.

In the kon-katsu (marriage-hunting) market, while the use of marriage-matching applications is continuously expanding, due to safety concerns, demand is rising for high-trust matchmaking services through marriage consulting agencies and fine-tuned support by counselors. Consequently, these high-trust services and counselor support are being reevaluated.

Under such circumstances, the Group has been focusing on enhancing brand awareness and providing services that address social issues toward realizing aims of the Mid-Term Management Plan.

As a result, consolidated net sales in the first three months of the fiscal year under review came to 7,421,980 thousand yen (up 54.1% year on year), operating profit was 1,580,060 thousand yen (up 56.9% year on year), ordinary profit was 1,552,227 thousand yen (up 55.3% year on year), and profit attributable to owners of parent was 1,029,288 thousand yen (up 67.5% year on year).

Net sales and divisional profit by each segment are shown below.

As the Decollte Holdings Corporation became a consolidated subsidiary, the Group reviewed the segmentation due to the increased significance of the photo business, which was previously included in the Life Design Business. As a result, from the first quarter of the fiscal year under review, the Group newly added “Wedding & Photo Business” as a reportable segment, by separating the wedding business and photo business from the Life Design Business.

Through the establishment of the new segment, the Group aims to streamline customer referral flow from marriage consulting agencies to photo and wedding services and bolster organizational strengths. This will allow us to accelerate our growth strategy as a life design support company, by moving from one-time support at the “point” of marriage to continuously capturing demand for photography, etc. at various key life stages such as marriage, thereby maximizing group synergies. For year-on-year comparisons below, figures for the first three months of the previous fiscal year have been recalculated based on the revised segment classification. For details, please refer to “2. Quarterly consolidated financial statements and major notes, (3) Notes to quarterly consolidated financial statements, (Segment information).”

Divisional profit is defined as operating income + depreciation + amortization of goodwill + amortization of long-term prepaid expenses (after adjusting internal transactions).

<Affiliate Business>

In the Affiliate Business, during the first quarter of the fiscal year under review, the number of new openings was 217 (up 5.3% year on year), reflecting steady improvements in the capabilities of sales personnel in acquiring new affiliate consultation offices thanks to AI-powered role-playing for sales meetings as part of business development using AI. Additionally, owing to revitalized member activity within the platform, the number of arranged marriage meetings excluding those of directly-managed lounges significantly increased to 187,613 (up 18.8% year on year). Going forward, we plan to introduce a rehearsal function for arranged marriage meetings using AI for members of marriage consulting agencies, which is expected to contribute to raising the marriage success rate of arranged marriage meetings.

As a result, for the first three months of the fiscal year under review, the segment net sales amounted to 1,002,206 thousand yen (up 9.8% year on year) and divisional profit was 713,624 thousand yen (up 18.7% year on year).

<Directly-Managed Lounge Business>

As for the Directly-Managed Lounge Business, during the first quarter of the fiscal year under review, the number of new members substantially increased to 6,709 (up 18.9% year on year). IBJ Members strengthened cooperation with IBJ Matching (marriage-hunting party), to promote new membership efficiently. ZWEI contributed to the significant increase in new members, due to successful marketing measures.

As a result, for the first three months of the fiscal year under review, segment net sales amounted to 2,499,655 thousand yen (up 8.4% year on year) and divisional profit was 685,400 thousand yen (up 17.8% year on year).

<Matching Business>

In the Matching Business, during the first quarter of the fiscal year under review, various KPIs progressed favorably. At IBJ online, members steadily grew and we are accelerating our efforts to capture casual marriage-seekers. Bridal Net has shown strong performance in both the number of conversions from free to paid members and the conversion rate, supported by improvements in marketing measures.

As a result, for the first three months of the fiscal year under review, segment net sales amounted to 405,874 thousand yen (up 9.3% year on year) and divisional profit was 90,169 thousand yen (down 0.7% year on year).

<Life Design Business>

In the Life Design Business, during the first quarter of the fiscal year under review, we increased the number of sales personnel and strengthened asset management proposals in the Insurance Business by launching a new initiative as an independent financial advisor (IFA) through a partnership with a major asset management firm. This successfully boosted the average revenue per customer, and the number of insurance contracts increased as well, reaching 528 (up 21.4% year on year). In the regional revitalization area, we are expanding marriage-hunting support in regional cities through the partnership with Yamanashi Prefecture and Akita Prefecture. In GROWBING, our beauty business, we are enhancing customer referrals from the IBJ platform nationwide to achieve further business growth.

As a result of the above, for the first three months of the fiscal year under review, segment net sales amounted to 376,935 thousand yen (up 44.5% year on year) and divisional profit was 137,089 thousand yen (up 8.5% year on year).

<K Village Business>

In the K Village Business, during the first quarter of the fiscal year under review, growth was driven by FC expansion in Korean language schools (K Village Korean) and voice training schools (NAYUTAS). The number of franchise schools increased to 106 for NAYUTAS (up 47.2% year on year) and to 4 for Korean language school.

As a result, for the first three months of the fiscal year under review, segment net sales amounted to 958,803 thousand yen (up 20.9% year on year) and divisional profit was 143,172 thousand yen (up 12.9% year on year).

<Wedding & Photo Business (newly established segment)>

During the first quarter of the fiscal year under review, in the Wedding & Photo Business, which became a separate reportable segment from this first quarter, we enhanced customer referrals to photography and wedding for those who decided to marry. This resulted in significant increases in the total number of arranged marriage photo shoots in selfit to 3,301 (up 40.5% year on year) and in the number of successful wedding contracts to 438 (up 25.9% year on year). At Decollte Holdings, efforts have been made to capture demand for photoshoots according to life stages, in addition to carrying out a new M&A deal.

As a result, for the first three months of the fiscal year under review, segment net sales amounted to 2,178,505 thousand yen (up 1,161.7% year on year) and divisional profit was 736,786 thousand yen (up 1,363.2% year on year).

(2) Overview of financial position

(Assets)

Current assets as of March 31, 2026 amounted to 12,212,242 thousand yen, down 570,089 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 385,894 thousand yen in cash and deposits, 153,634 thousand yen in accounts receivable – trade, and 85,684 thousand yen in deposits paid, despite an increase of 55,370 thousand yen in prepaid expenses.

Non-current assets were 19,310,752 thousand yen, down 431,597 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 165,768 thousand yen in right-of-use assets, 171,736 thousand yen in goodwill, and 139,033 thousand yen in deferred tax assets, despite an increase of 62,261 thousand yen in buildings.

Consequently, total assets came to 31,522,994 thousand yen, down 1,001,687 thousand yen from the end of the previous fiscal year.

(Liabilities)

Current liabilities as of March 31, 2026 amounted to 10,204,948 thousand yen, down 1,391,231 thousand yen from the end of the previous fiscal year.

This was mainly due to decreases of 516,864 thousand yen in current portion of long-term borrowings, 434,778 thousand yen in accrued expenses, 232,379 thousand yen in account payable – other, and 219,478 thousand yen in deposits received.

Non-current liabilities were 8,619,685 thousand yen, down 385,486 thousand yen from the end of the previous fiscal year. This was mainly due to decreases in 243,169 thousand yen in long-term borrowings and 146,357 thousand yen in lease obligations.

Consequently, total liabilities came to 18,824,634 thousand yen, down 1,776,718 thousand yen from the end of the previous fiscal year.

(Net assets)

Net assets as of March 31, 2026 stood at 12,698,359 thousand yen, up 775,030 thousand yen from the end of the previous fiscal year. This was mainly due to increases of 650,498 thousand yen in retained earnings and 132,648 thousand yen in non-controlling interests.

Consequently, the equity-to-asset ratio was 34.3% (compared to 31.3% at the end of the previous fiscal year).

(3) Overview of consolidated financial results forecast and other forward-looking information

There has been no change from the full-year consolidated financial results forecast for the fiscal year ending December 31, 2026 announced on February 13, 2026.

2. Quarterly consolidated financial statements and major notes

(1) Quarterly consolidated balance sheet

(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2025)	1Q FY2026 (March 31, 2026)
Assets		
Current assets		
Cash and deposits	4,935,131	4,549,237
Accounts receivable – trade	2,761,120	2,607,485
Operational investment securities	4,281,168	4,321,003
Merchandise and finished goods	16,182	20,204
Work in process	93,779	64,284
Raw materials and supplies	6,907	6,960
Advance payments to suppliers	7,313	1,246
Prepaid expenses	517,638	573,008
Current portion of long-term loans receivable	4,333	3,833
Deposits paid	148,236	62,551
Other	39,227	31,894
Allowance for doubtful accounts	-28,704	-29,468
Total current assets	12,782,332	12,212,242
Non-current assets		
Property, plant and equipment		
Buildings	4,005,962	4,127,289
Accumulated depreciation	-1,819,249	-1,878,314
Buildings, net	2,186,713	2,248,975
Vehicles	52,281	49,865
Accumulated depreciation	-28,694	-29,076
Vehicles, net	23,587	20,789
Tools, furniture and fixtures	1,172,346	1,186,087
Accumulated depreciation	-824,173	-847,282
Tools, furniture and fixtures, net	348,173	338,805
Land	1,703,883	1,711,597
Leased assets	43,967	43,967
Accumulated depreciation	-36,962	-38,644
Leased assets, net	7,005	5,323
Right-of-use assets	5,523,500	5,501,404
Accumulated depreciation	-1,580,476	-1,724,148
Right-of-use assets, net	3,943,023	3,777,255
Total property, plant and equipment	8,212,386	8,102,745
Intangible assets		
Goodwill	4,895,462	4,723,726
Software	563,979	579,860
Software in progress	6,235	6,827
Other	47	35
Total intangible assets	5,465,724	5,310,450
Investments and other assets		
Investment securities	2,064,166	2,028,208
Long-term prepaid expenses	140,237	117,118
Long-term loans receivable	41,500	41,500
Deferred tax assets	944,613	805,579
Insurance funds	292,602	292,602
Guarantee deposits	2,574,368	2,605,797
Other	6,750	6,750
Total investments and other assets	6,064,239	5,897,556
Total non-current assets	19,742,349	19,310,752
Total assets	32,524,682	31,522,994

(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2025)	1Q FY2026 (March 31, 2026)
Liabilities		
Current liabilities		
Accounts payable – trade	528,059	501,213
Short-term borrowings	2,460,000	2,760,000
Current portion of long-term borrowings	1,817,116	1,300,252
Account payable – other	1,099,000	866,621
Accrued expenses	1,083,969	649,190
Income taxes payable	982,554	489,413
Accrued consumption taxes	373,802	414,223
Advances received	1,018,284	1,036,034
Deposits received	1,449,338	1,229,860
Lease obligations	617,137	601,035
Asset retirement obligations	36,973	34,077
Provision for paid annual leave	68,305	69,638
Provision for bonuses	–	157,976
Other	61,637	95,410
Total current liabilities	11,596,180	10,204,948
Non-current liabilities		
Long-term borrowings	4,727,622	4,484,453
Lease obligations	3,102,600	2,956,243
Asset retirement obligations	1,167,213	1,168,086
Other	7,736	10,902
Total non-current liabilities	9,005,172	8,619,685
Total liabilities	20,601,352	18,824,634
Net assets		
Shareholders' equity		
Share capital	699,585	699,585
Capital surplus	937,276	938,524
Retained earnings	11,047,313	11,697,812
Treasury shares	-2,384,213	-2,384,213
Total shareholders' equity	10,299,961	10,951,708
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	-120,380	-133,007
Total accumulated other comprehensive income	-120,380	-133,007
Share acquisition rights	51,304	54,566
Non-controlling interests	1,692,443	1,825,092
Total net assets	11,923,329	12,698,359
Total liabilities and net assets	32,524,682	31,522,994

(2) Quarterly consolidated statements of income and comprehensive income

Quarterly consolidated statement of income

First consolidated three months (cumulative)

(Unit: thousands of yen)

	1Q FY2025 (from January 1, 2025 to March 31, 2025)	1Q FY2026 (from January 1, 2026 to March 31, 2026)
Net sales	4,815,524	7,421,980
Cost of sales	432,296	1,314,603
Gross profit	4,383,228	6,107,376
Selling, general and administrative expenses	3,376,369	4,527,316
Operating profit	1,006,858	1,580,060
Non-operating income		
Interest income	1,646	10,774
Subsidy income	1,155	5,200
Miscellaneous income	835	1,484
Other	–	2,220
Total non-operating income	3,637	19,680
Non-operating expenses		
Interest expenses	7,715	42,492
Loss on investments in investment partnerships	439	–
Foreign exchange losses	2,607	1,681
Miscellaneous losses	0	6
Other	–	3,333
Total non-operating expenses	10,762	47,513
Ordinary profit	999,734	1,552,227
Extraordinary income		
Gain on sale of investment securities	–	221,999
Other	–	10
Total extraordinary income	–	222,010
Extraordinary losses		
Loss on retirement of non-current assets	12,222	1,013
Loss on store closings	–	3,440
Total extraordinary losses	12,222	4,453
Profit before income taxes	987,511	1,769,784
Income taxes – current	215,869	465,484
Income taxes – deferred	119,403	142,362
Total income taxes	335,272	607,846
Profit	652,238	1,161,937
Profit attributable to non-controlling interests	37,654	132,648
Profit attributable to owners of parent	614,584	1,029,288

Quarterly consolidated statement of comprehensive income
 First consolidated three months (cumulative)

(Unit: thousands of yen)

	1Q FY2025 (from January 1, 2025 to March 31, 2025)	1Q FY2026 (from January 1, 2026 to March 31, 2026)
Profit	652,238	1,161,937
Other comprehensive income		
Valuation difference on available-for-sale securities	25,793	-30,105
Total other comprehensive income	25,793	-30,105
Comprehensive income	678,031	1,131,832
Comprehensive income attributable to:		
Owners of parent	640,377	999,183
Non-controlling interests	37,654	132,648

(3) Notes to quarterly consolidated financial statements

(Note on entity's ability to continue as going concern)

Not applicable

(Notes in the event of substantial changes in shareholders' equity)

Not applicable

(Changes in accounting policies)

Not applicable

(Notes on the cash flow statement)

The Company has not prepared a quarterly consolidated cash flow statement for the first three months ended March 31, 2026. Depreciation (including amortization related to intangible assets excluding goodwill) and amortization of goodwill for the first three months ended March 31, 2025 and 2026 are as follows.

(Unit: thousands of yen)

	1Q FY2025 (from January 1, 2025 to March 31, 2025)	1Q FY2026 (from January 1, 2026 to March 31, 2026)
Depreciation	143,830	333,127
Amortization of goodwill	38,177	171,736

(Segment information)

Segment information

I First three months ended March 31, 2025 (from January 1, 2025 to March 31, 2025)

1. Disclosure of sales, profit (loss), and breakdown of revenue for each reportable segment

(Unit: thousands of yen)

	Reportable segment							Adjustments	Per consolidated financial statements
	Affiliate Business	Directly-Managed Lounge Business	Matching Business	Life Design Business	K Village Business	Wedding & Photo Business	Total		
Sales									
Services transferred at a point in time	486,997	763,651	217,183	68,142	249,324	172,665	1,957,964	–	1,957,964
Services transferred over time	425,831	1,541,440	154,180	47,876	543,449	–	2,712,778	–	2,712,778
Revenue from contracts with customers	912,828	2,305,091	371,363	116,019	792,774	172,665	4,670,743	–	4,670,743
Other revenues	–	–	–	144,781	–	–	144,781	–	144,781
Revenues from external customers	912,828	2,305,091	371,363	260,801	792,774	172,665	4,815,524	–	4,815,524
Transactions with other segments	39,841	15,033	28,280	–	–	–	83,154	-83,154	–
Total	952,670	2,320,125	399,643	260,801	792,774	172,665	4,898,679	-83,154	4,815,524
Segment profit (loss)	588,097	501,931	70,630	120,265	109,934	42,054	1,432,913	-426,054	1,006,858

- Notes:
1. Adjustments to segment profit (loss) are corporate expenses that are not allocated to each reportable segment and consist of general and administrative expenses.
 2. Segment profit (loss) is adjusted with the operating profit in the quarterly consolidated financial statements.
 3. “Other revenues” are transactions related to financial instruments based on the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019) and real estate rental income, etc. based on the “Accounting Standard for Lease Transactions” (ASBJ Statement No. 13, March 30, 2007).

2. Disclosure of impairment losses of non-current assets and goodwill, etc., for each reportable segment

(Significant impairment losses regards to non-current assets)

Not applicable

(Significant changes in the amount of goodwill)

Not applicable

II First three months ended March 31, 2026 (from January 1, 2026 to March 31, 2026)

1. Disclosure of sales, profit (loss), and breakdown of revenue for each reportable segment

(Unit: thousands of yen)

	Reportable segment							Adjustments	Per consolidated financial statements
	Affiliate Business	Directly-Managed Lounge Business	Matching Business	Life Design Business	K Village Business	Wedding & Photo Business	Total		
Sales									
Services transferred at a point in time	508,682	837,828	265,009	219,096	305,907	2,178,505	4,315,030	–	4,315,030
Services transferred over time	493,523	1,661,826	140,864	35,628	652,895	–	2,984,737	–	2,984,737
Revenue from contracts with customers	1,002,206	2,499,655	405,874	254,724	958,803	2,178,505	7,299,768	–	7,299,768
Other revenues	–	–	–	122,211	–	–	122,211	–	122,211
Revenues from external customers	1,002,206	2,499,655	405,874	376,935	958,803	2,178,505	7,421,980	–	7,421,980
Transactions with other segments	55,296	16,201	23,200	6,512	–	6,366	107,576	-107,576	–
Total	1,057,502	2,515,857	429,074	383,447	958,803	2,184,871	7,529,556	-107,576	7,421,980
Segment profit (loss)	697,732	611,755	63,477	106,939	117,619	407,399	2,004,922	-424,861	1,580,060

- Notes:
- Adjustments to segment profit (loss) are corporate expenses that are not allocated to each reportable segment and consist of general and administrative expenses.
 - Segment profit (loss) is adjusted with the operating profit in the quarterly consolidated financial statements.
 - “Other revenues” are transactions related to financial instruments based on the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019) and real estate rental income, etc. based on the “Accounting Standard for Lease Transactions” (ASBJ Statement No. 13, March 30, 2007).

2. Disclosure of impairment losses of non-current assets and goodwill, etc., for each reportable segment

(Significant impairment losses regards to non-current assets)

Not applicable

(Significant changes in the amount of goodwill)

Not applicable

3. Items related to changes in reportable segments

As Decollte Holdings Corporation became a consolidated subsidiary, the Group reviewed the segmentation due to the increased significance of the photo business, which was previously included in the Life Design Business. As a result, from the first quarter of the fiscal year under review, the Group newly added “Wedding & Photo Business” as a reportable segment, by separating the wedding business and photo business from the Life Design Business. Segment information for the first three months of the previous fiscal year has been prepared and presented in accordance with the revised segment classification.

(Revenue recognition)

Breakdown information for revenue from contracts with the Group’s customers are as shown in “Notes (Segment information).”