



**FY12/26 1Q**

**Company materials**

IBJ, Inc.  
(TSE Prime 6071)

**Disclaimer**

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# FY12/26 1Q Financial Highlights

Net Sales

**7.42 billion yen**

YoY+54.1%

Operating profit

**1.58 billion yen**

YoY+56.9%

Number of marriage  
agencies

**4,783 companies**

YoY+ 5.3%

Number of IBJ  
Registered Members

**107,597 members**

YoY+ 11.6%

Number of weddings

**5,659 couples**

YoY+ 14.0 %

# FY12/26 1Q Executive Summary

## **Number of weddings: 5,659 couples (YoY+14.0%)**

- Number of IBJ Registered Members at 107,597 (YoY+11.6%) and number of arranged marriage meetings at 280,025 (YoY+14.9%) remained steady

The virtuous cycle of related KPIs generated the number of weddings, with March alone exceeding 2,000 couples.

## **Consolidated net sales: 7,421 million yen (YoY+54.1%)**

- Strong performance driven by rapid growth in ZWEI new memberships
- Decollte Holdings, which became a consolidated subsidiary on December 25, 2025, contributed to earnings from 1Q

## **Consolidated operating income: 1,580 million yen (YoY+56.9%)**

- SG&A was 4,527 million yen (YoY+34.1%) due to the impact of new consolidation and increased advertising and other expenses
- Strong results driven by Decollte's peak season contribution, IBJ Platform Business, ZWEI, and K Village

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# Summary of Financial Results

# FY12/26 1Q Consolidated Results

**In addition to growth in existing businesses, M&A also contributed to significant profit growth across all profit levels**

(Millions of yen)	FY2025 1Q	FY2026 1Q	Change (YoY)	% change (YoY)
<b>Net Sales</b>	<b>4,815</b>	<b>7,421</b>	<b>+2,606</b>	<b>+54.1%</b>
<b>Operating profit</b>	<b>1,006</b>	<b>1,580</b>	<b>+573</b>	<b>+56.9%</b>
<b>Ordinary profit</b>	<b>999</b>	<b>1,552</b>	<b>+552</b>	<b>+55.3%</b>
Net income attributable to shareholders of parent company <b>Net income</b>	<b>614</b>	<b>1,029</b>	<b>+414</b>	<b>+67.5%</b>

# FY12/26 1Q Business Segment Performance Overview (Past 3 Years)

Net sales ( million)	FY2024 1Q	FY2025 1Q	FY2026 1Q	Change (YoY)	% change (YoY)
IBJ Platform Business	834	912	1,002	+89	+9.8%
Directly-Managed Lounge Business	2,138	2,305	2,499	+194	+8.4%
Matching Business	413	371	405	+34	+9.3%
Life Design Business	87	260	376	+116	+44.5%
K Village Business	625	792	958	+166	+20.9%
Wedding & Photo Business	154	172	2,178	+2,005	+1,161.7%
Divisional profit (million yen)	FY2024 1Q	FY2025 1Q	FY2026 1Q	Change (YoY)	% change (YoY)
IBJ Platform Business	583	601	713	+112	+18.7%
Directly-Managed Lounge Business	469	581	685	+103	+17.8%
Matching Business	60	90	90	▲0	▲0.7%
Life Design Business	35	126	137	+10	+8.5%
K Village Business	71	126	143	+16	+12.9%
Wedding & Photo Business	53	50	736	+686	+1,363.2%

\*Net sales and divisional profit for the Wedding & Photo Business include consolidated contribution from Decolte Holdings from 1Q FY2026

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

# FY12/26 1Q Progress on Earnings

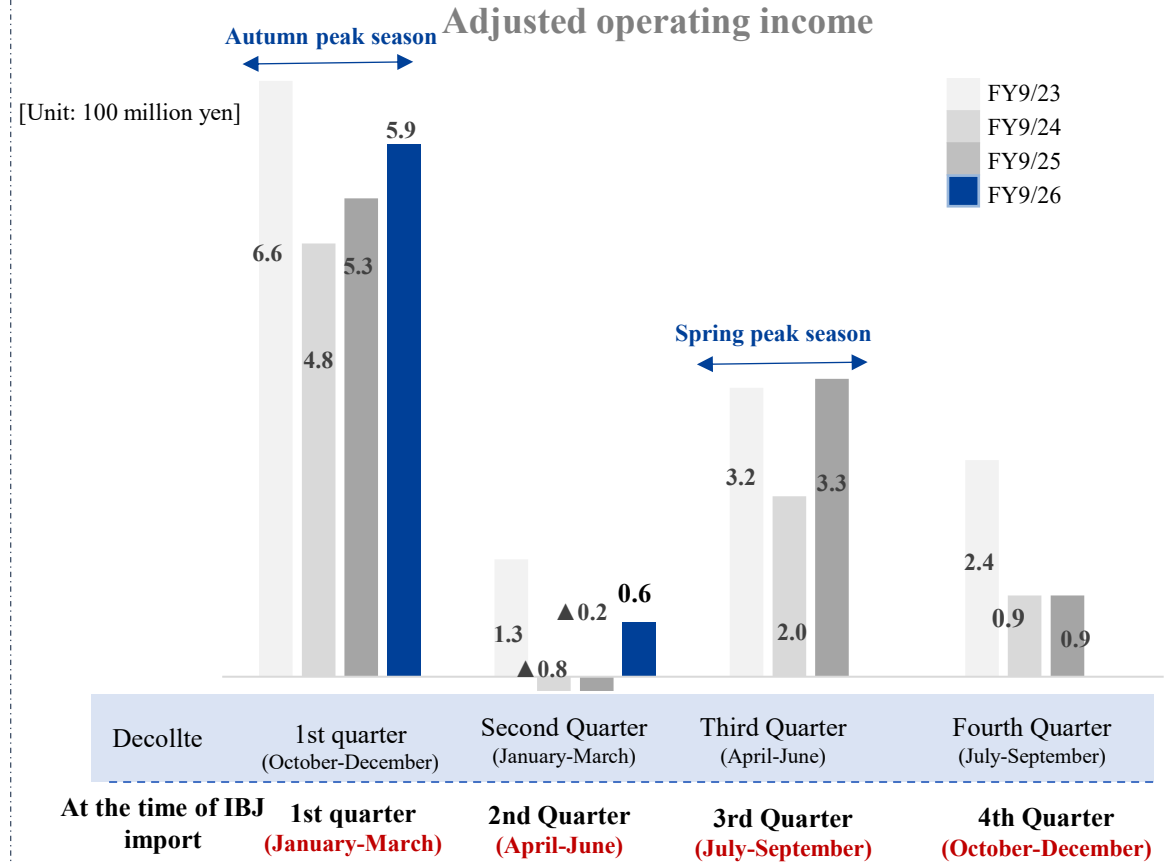
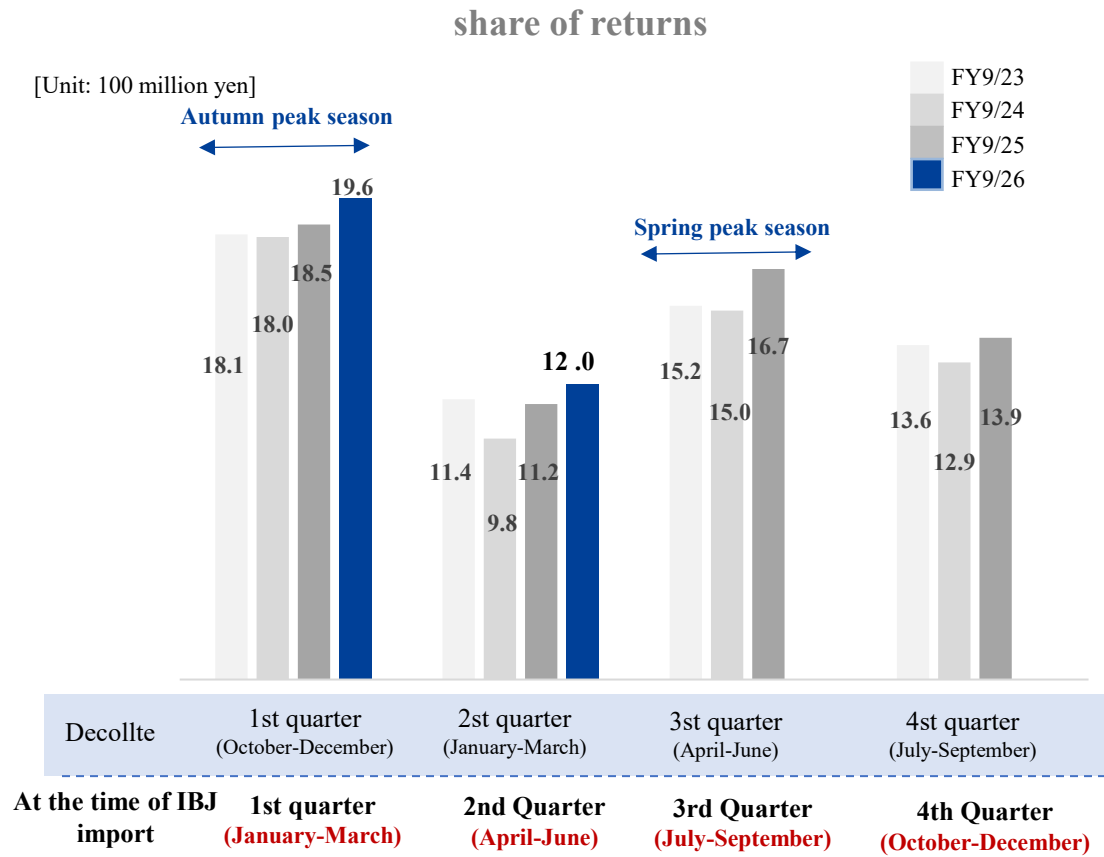
In addition to strong performance in existing businesses, Decollte's peak season (October-December) contributed to earnings

Upward Revision of business performance forecast will be determined based on trends from 2Q onwards

(Millions of yen)	FY2026 Results (1Q)	FY2026 Full-year Forecasts	Rate of progress
Net Sales	7,421	28,803	25.8%
Operating profit	1,580	4,048	39.0%
Ordinary profit	1,552	3,922	39.6%
Net income attributable to shareholders of parent company	1,029	2,335	44.1%
Net income			

# Seasonal Factors of Decollte Holdings under IBJ Consolidation

Wedding photography has peak seasons in autumn and spring, resulting in significant earnings contribution to the 1st and 3rd quarters under IBJ consolidation



\*"Sales revenue" and "Adjusted operating income" are calculated based on International Financial Reporting Standards (IFRS)

\*Adjusted operating income = Operating income + Head office expenses + (Other expenses - Other income) / Head office expenses are costs related to head office functions such as finance and administration departments

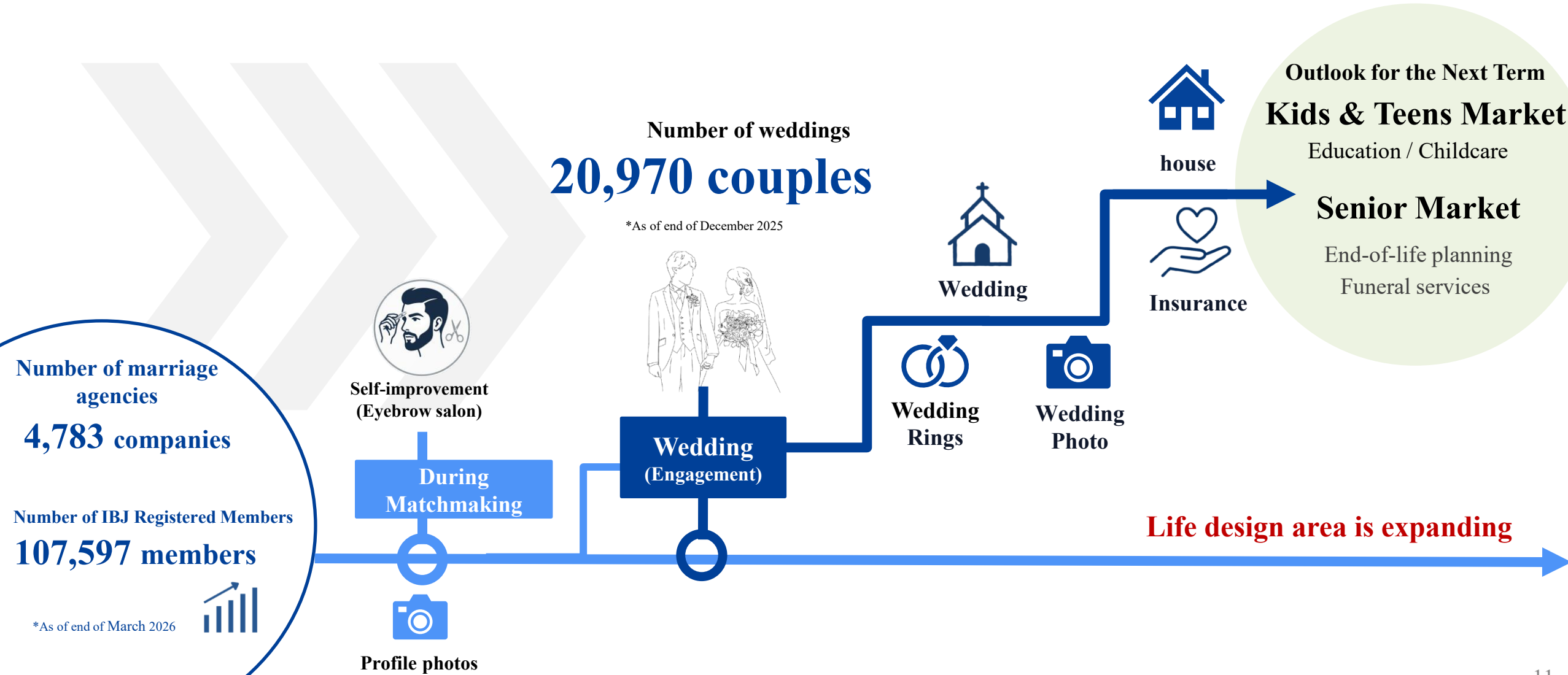


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## **Growth Strategy**

# Continuous value provision aligned with life stage changes

Expansion in the number of marriage agencies and members increases weddings, leading to utilization of life design services



\*As of end of March 2026



# Maximizing customer value through the intertwining of two domains

## Matchmaking domain

A sustainable growth model that generates customer outcomes through a scale-driven "multiplier effect"

**Maximizing the number of weddings**

## Life design domain

Anticipating life events after marriage, developing services that serve as a sustainable profit base

**Maximizing LTV**

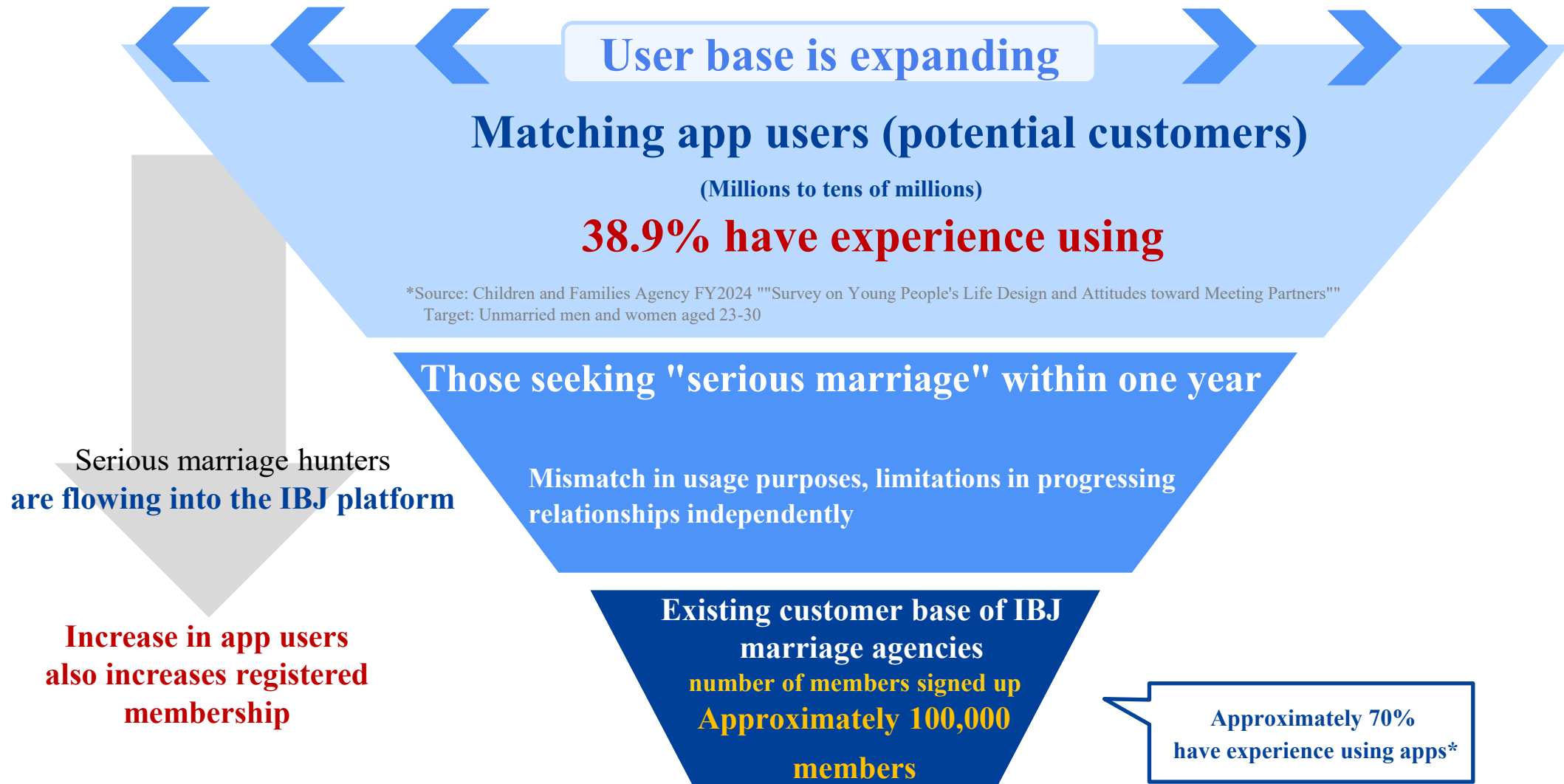


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# **Matchmaking domain**

# Matchmaking Domain: Expanding Potential Customer Base and IBJ's Growth Potential

Compared to the millions of matching app users (potential customers), there is significant room for growth in IBJ's registered membership

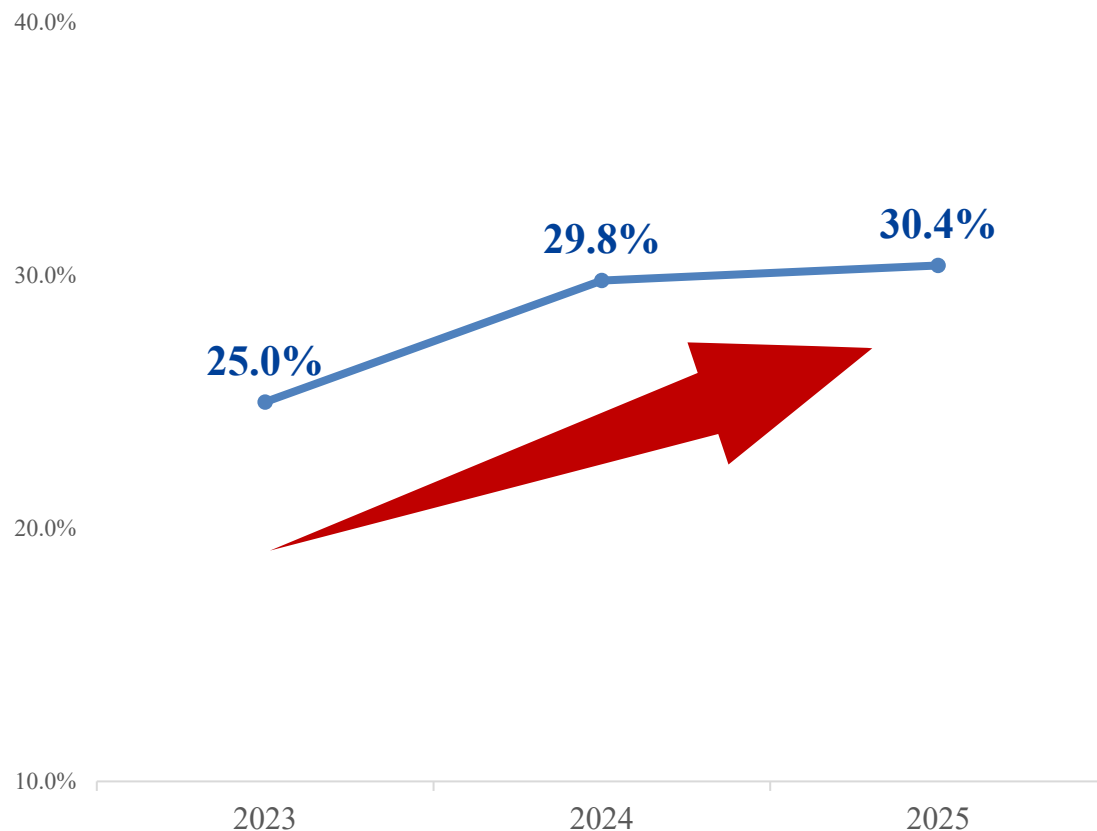


# Matchmaking Domain: IBJ New Member Numbers Are Trending Upward

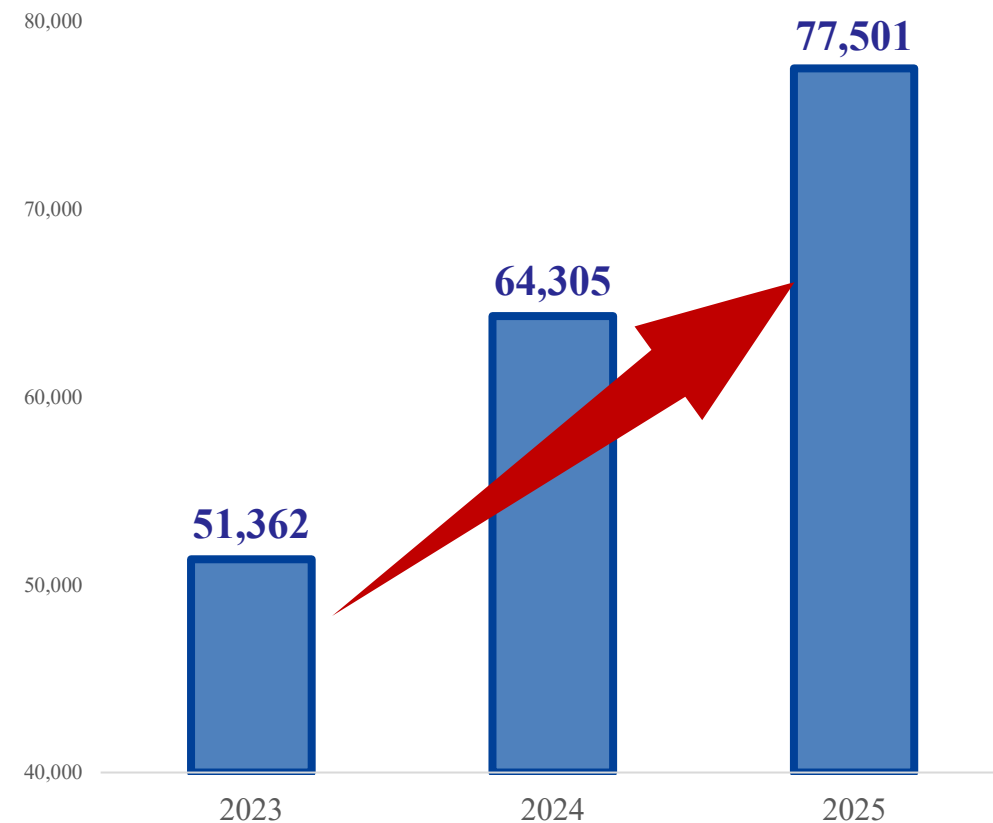
Matchmaking services have become mainstream as a means to marriage

IBJ new member numbers are increasing year by year while steadily capturing matching app users

Percentage who married using matching apps



Changes in the number of IBJ new members



\*Source: Meiji Yasuda Life Insurance ""Survey on Good Couple Day""  
Target: Couples who married within the past year

# Matchmaking Domain: Why "IBJ" Is Chosen

Scale generates customer outcomes, leading to further word of mouth (awareness)

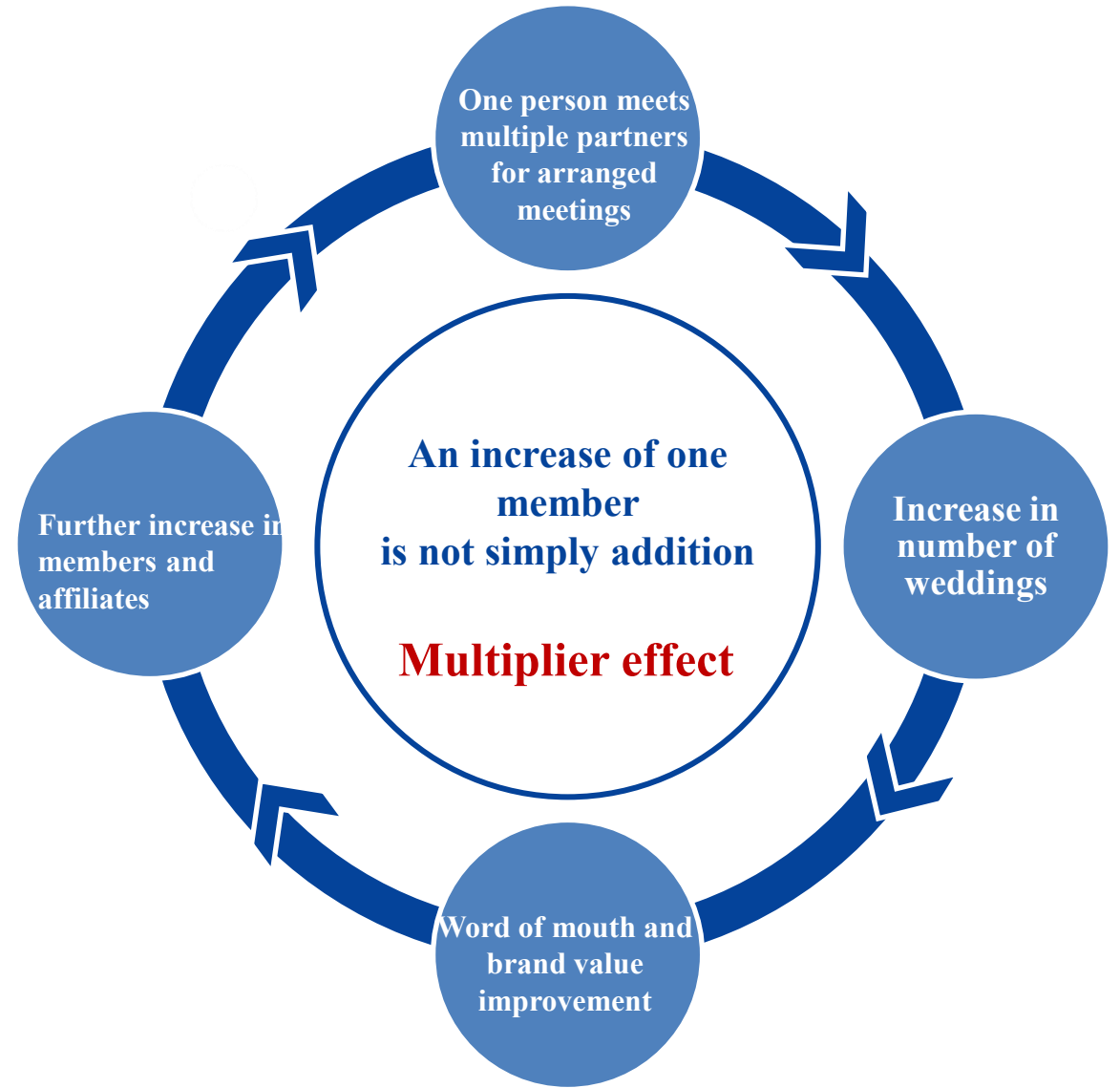
Established a model that generates sustainable growth independent of external environment

## Strength 1: Certainty of arranged meetings

One of Japan's largest registered membership bases  
(approximately 100,000 members)

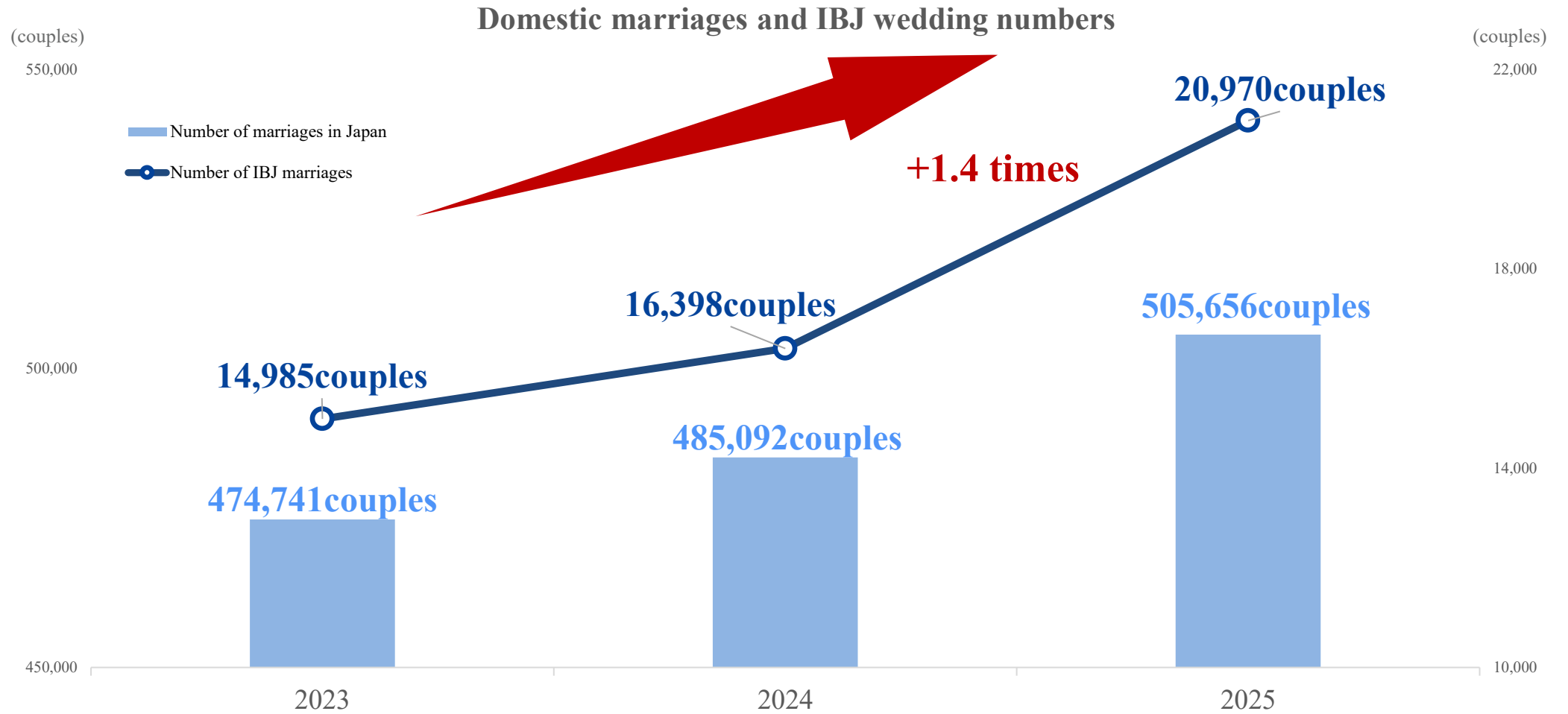
## Strength 2: Matchmakers' commitment to marriage-focused approach

Nationwide network of approximately 4,700 marriage agencies



# Matchmaking Segment: Net Increase in IBJ Marriages Supports Domestic Marriage Numbers

While cultivating potential customers in the Matchmaking market, IBJ marriages grew approximately 1.4 times over the past 3 years  
IBJ's growth contributes to domestic measures against declining birthrate



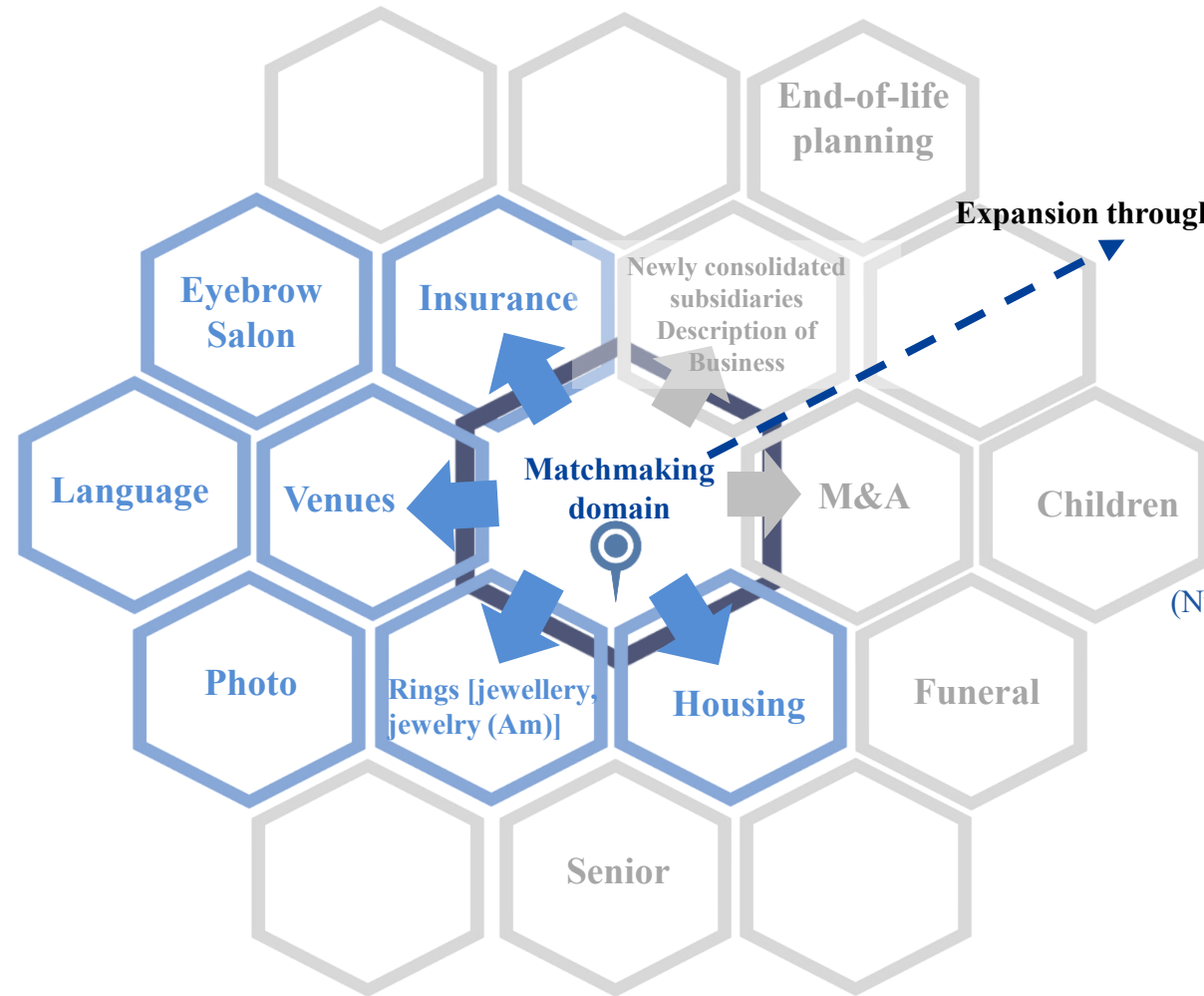


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## Life design domain

# Life Design Business: Maximizing LTV by Increasing Cross-Selling from Matchmaking Segment

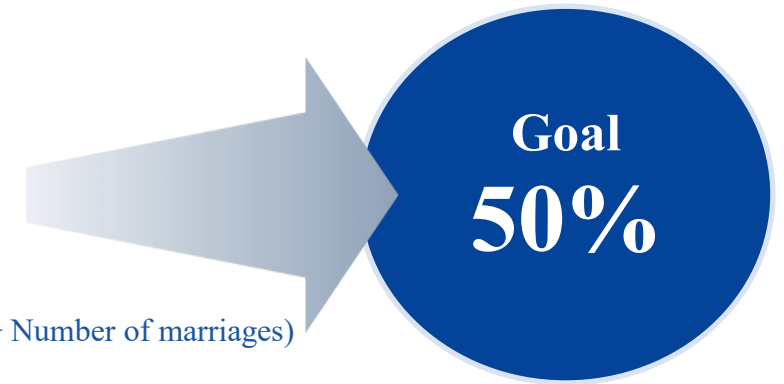
Each marriage is the starting point of "new household consumption"



Cross Selling  
17.3%

(Number of wedding/insurance contracts ÷ Number of marriages)

\*As of end of December 2025

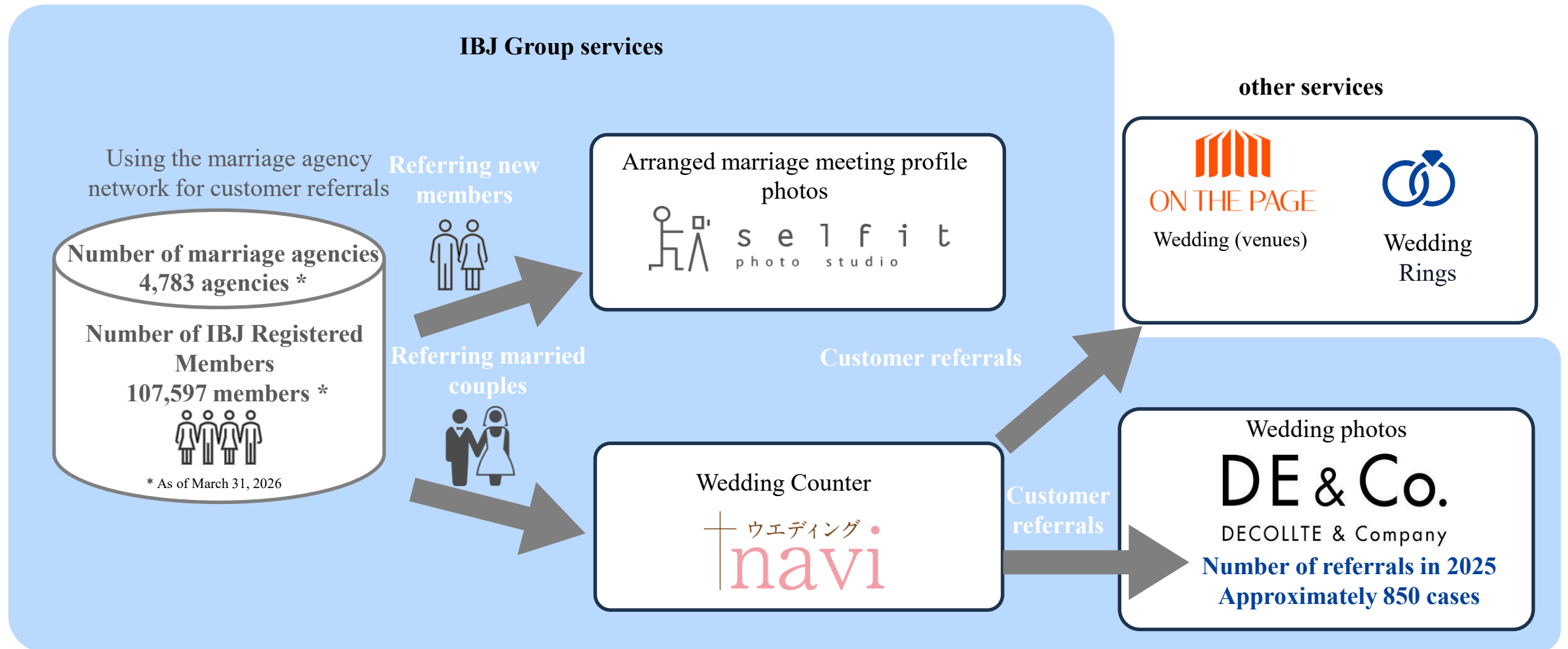


**Creating continuous customer touchpoints without treating ""marriage"" as the goal**

Promoting cross-selling to the Life Design Business

# Life Design Business: Development of Wedding & Photo Business

Expanding revenue by capturing demand from new members and married couples, and referring customers within and outside the IBJ Group





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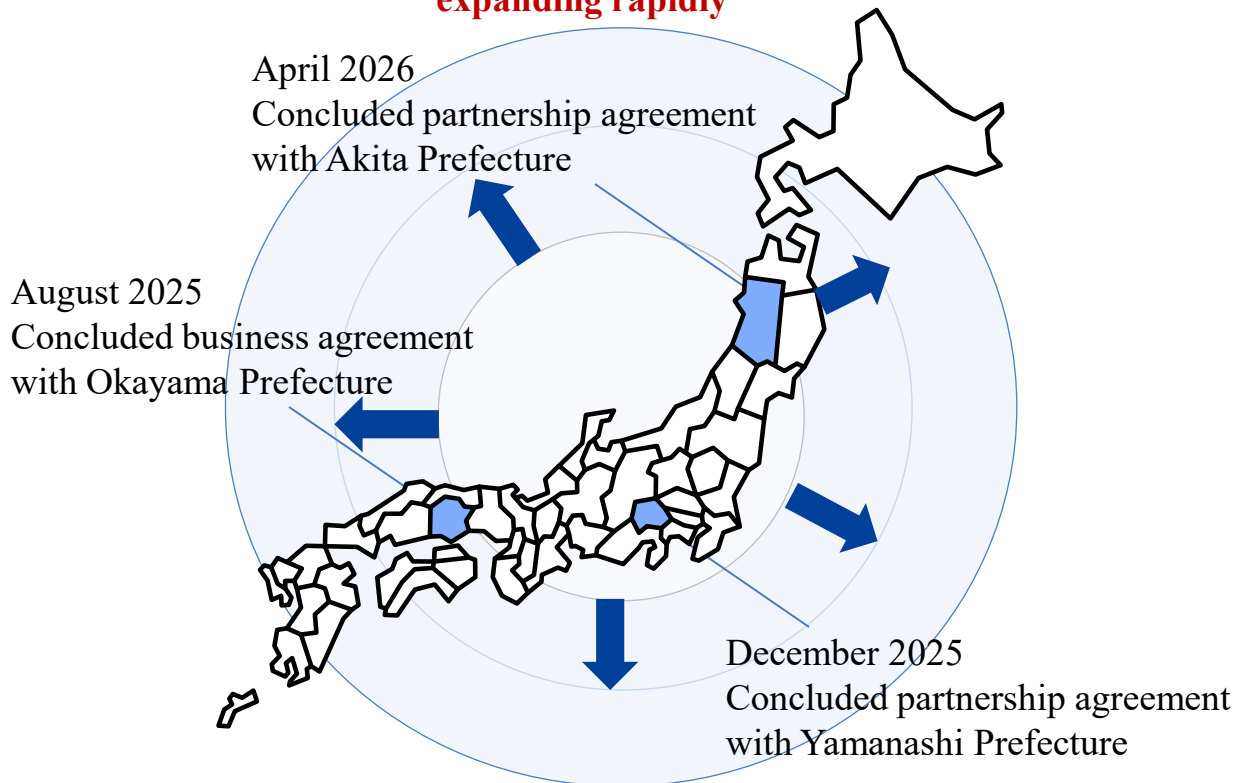
## **Regional Revitalization Initiatives**

# Expansion of Partnership Agreements with Local Governments

## Newly concluded partnership agreement with Akita Prefecture

Following partnerships with Okayama and Yamanashi Prefectures, nationwide expansion accelerates

### Local marriage support by local governments expanding rapidly

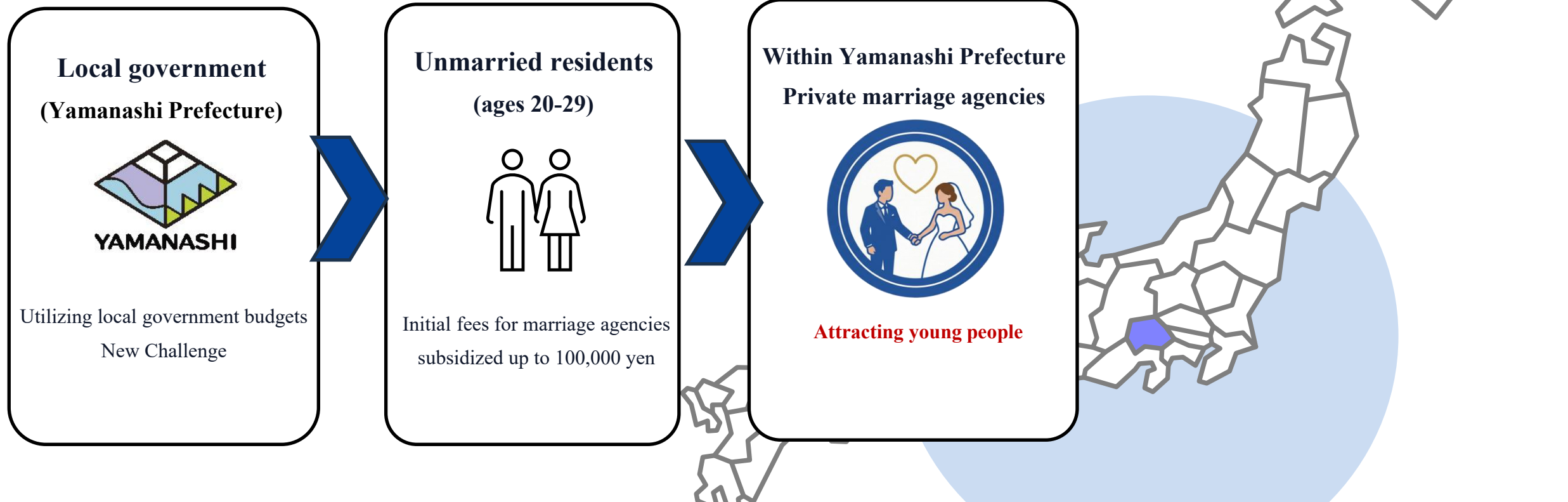


Left: Kenta Suzuki, Governor of Akita Prefecture  
Right: Shigeru Ishizaka, Chairman and Representative Director of IBJ, Inc.

# IBJ fully supports Yamanashi Prefecture's new marriage support

## Overview of Yamanashi Prefecture Subsidy Program

With the aim of supporting marriages for single people in their 20s living/working in the prefecture  
Subsidizing up to 100,000 yen for initial fees at private marriage agencies



Aiming to maximize marriages, expanding the "Yamanashi Prefecture × IBJ Model" nationwide



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## Capital strategy

# Raising corporate value through management with the cost of capital in mind

Through improving cash flow and optimization of cost of capital,  
We aim to establish a solid earnings base, achieve proactive shareholder returns, and enhance sustainable corporate value

## Corporate value goal

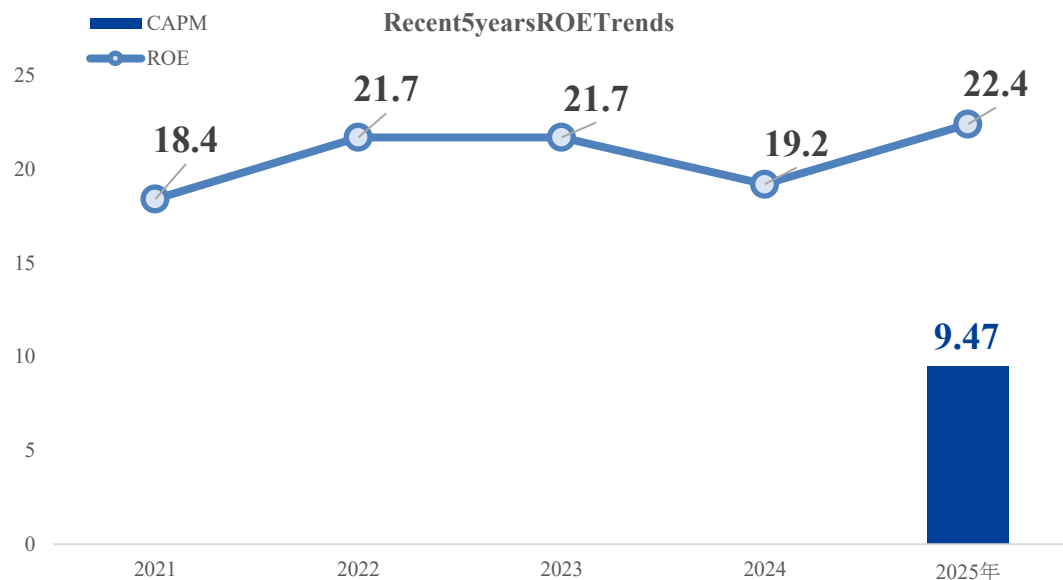
Raising corporate value  
**Market capitalization target of 50 billion yen**

To increase returns to shareholders  
Target dividend payout ratio of 30%

- Increase in share price
- Increase in dividends

## Cost of capital goal

ROE exceeds cost of capital  
ROE target range around 20%  
\*Cost of equity  
**Estimated at approximately 9% (CAPM method)**



## Action plan

- Improving cash flow

- Improving asset efficiency  
Through strengthening our portfolio  
Steady profit growth and cost reduction

- Optimization of cost of capital  
Low-cost financing and financial leverage control

- Utilization of treasury shares



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## **Business Segment Results**

# Overview of IBJ Platform Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	912	1,002	+89	+9.8%
Divisional profit	601	713	+112	+18.7%
Income margin	65.9%	71.2%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

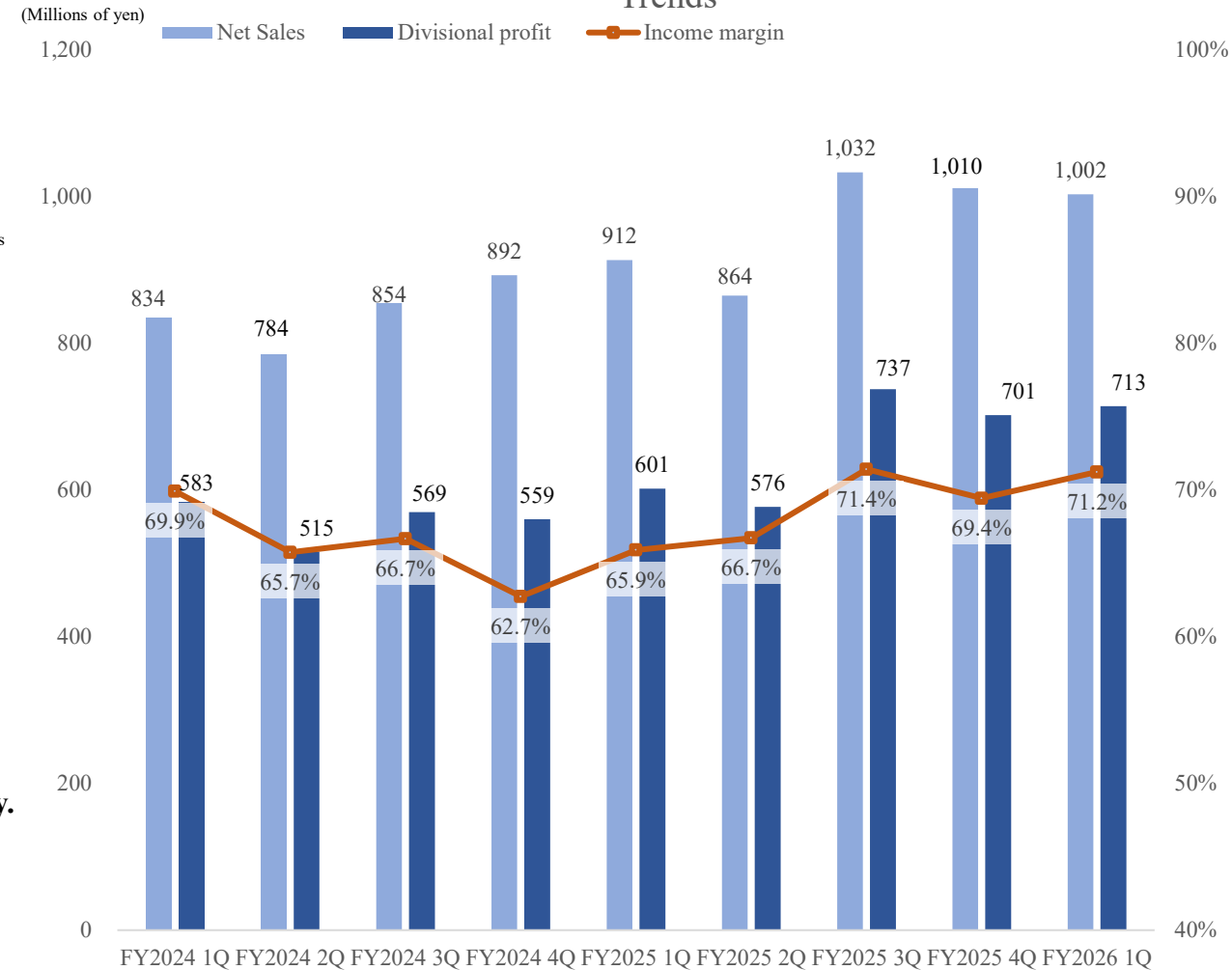
## Affiliate Business

The number of arranged marriage meetings in March reached a record high. Q1 arranged marriage meetings reached 187,613 (up 18.8% year-on-year), and member activity within the platform increased. In collaboration with Microsoft Japan Co., Ltd., we are developing AI-powered Matchmaking support and expanding/optimizing services.

## Agency Opening Support Business

Through strengthening outbound sales, the number of meetings in Q1 increased significantly. The number of new agency openings also continued steady expansion at 217 (up 5.3% year-on-year). We conduct AI-based meeting analysis and feedback to continuously improve contract rates.

### IBJ Platform Business Quarterly Net Sales and Divisional Profit Trends



# Overview of Directly-Managed Lounge Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	2,305	2,499	+194	+8.4%
Divisional profit	581	685	+112	+17.8%
Income margin	25.2%	27.4%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

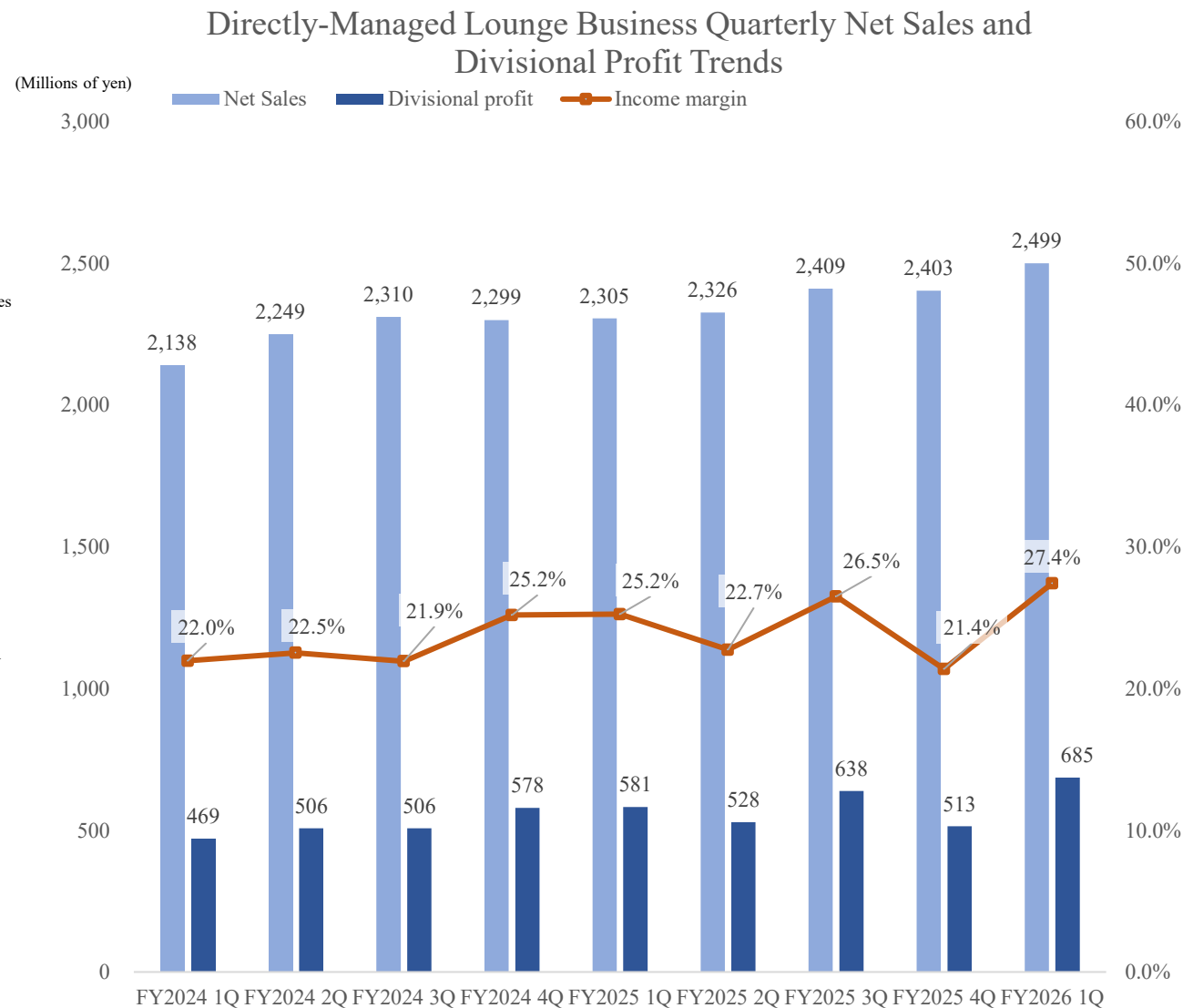
## Overview of 3 brands

**IBJ Members continues to strengthen collaboration with IBJ Matching (Matchmaking parties) and promote new memberships.**

**At ZWEI, marketing measures proved successful, significantly increasing new memberships and member numbers.**

**The number of new memberships across all 3 brands increased to 6,709 in Q1 (up 18.9% year-on-year).**

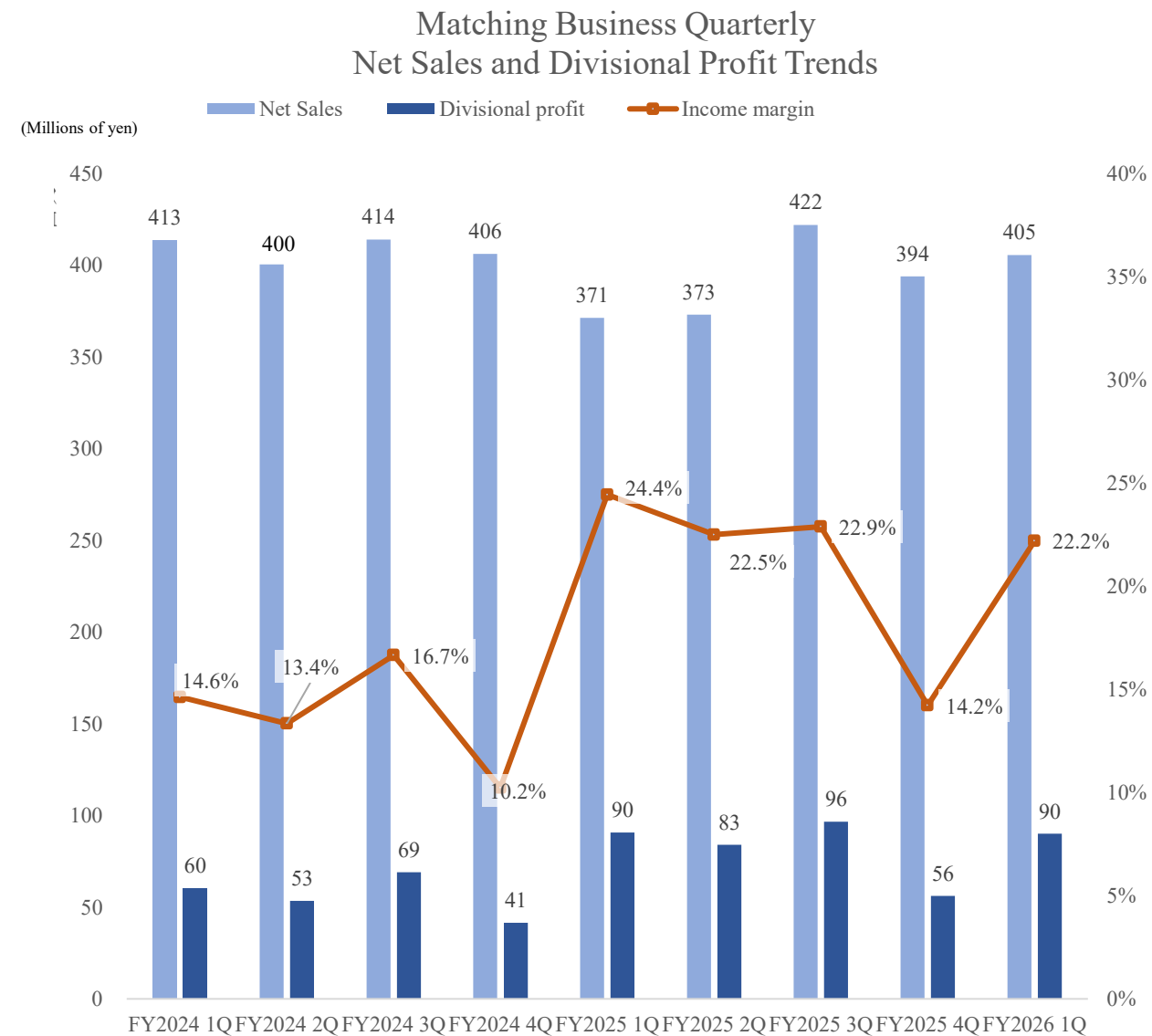
**The number of arranged marriage meetings across all 3 brands remained solid at 92,412 in Q1 (up 7.9% year-on-year).**



# Overview of Matching Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	371	405	+34	+9.3%
Divisional profit	90	90	▲0	▲0.7%
Income margin	24.4%	22.2%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses



## Party Business

**Profitability improved and returned to growth trajectory.**  
**Actively creating inter-business synergies through party events in collaboration with ZWEI.**  
**Furthermore, promotional activities in collaboration with media are progressing, driving continuous growth.**

## App Business

**IBJ online, released in October 2025, exceeded 30,000 members. \***  
**Steadily acquiring new members and expanding the platform.**  
**We will continue to improve awareness and expand functionality to accelerate further growth in membership.**

\* As of April 23, 2026

# Overview of Life Design Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	260	376	+116	+44.5%
Divisional profit	126	137	+10	+8.5%
Income margin	48.5%	36.4%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

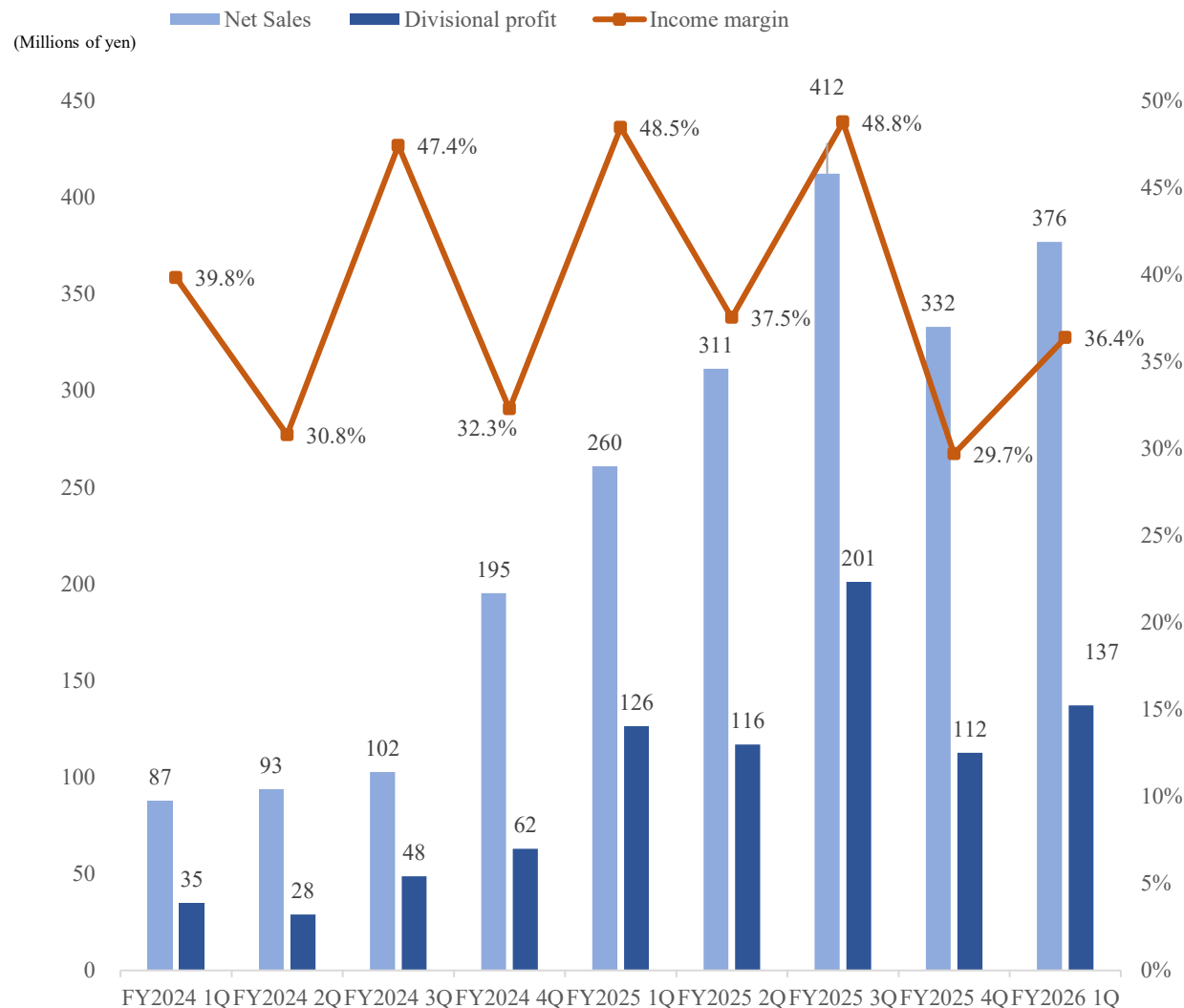
## Insurance/Housing

The number of insurance contracts significantly increased to 528 (up 21.4% year-on-year), contributing to business expansion. While total meetings steadily increased, we partnered with a major asset management company to launch a new IFA business. We will increase customer unit prices through diversified financial and insurance proposals, strengthening life design support.

## GROWBING (eyebrow salon)

Full-scale customer referrals from 3 directly-managed brands commenced. Additionally, customer referrals from major external marriage agencies such as Tameny and O-net newly commenced. Building a referral network both within and outside the group to achieve further revenue expansion.

### Life Design Business Quarterly Net Sales and Divisional Profit Trends



# Overview of K Village Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	792	958	+166	+20.9%
Divisional profit	126	143	+16	+12.9%
Income margin	16.0%	14.9%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

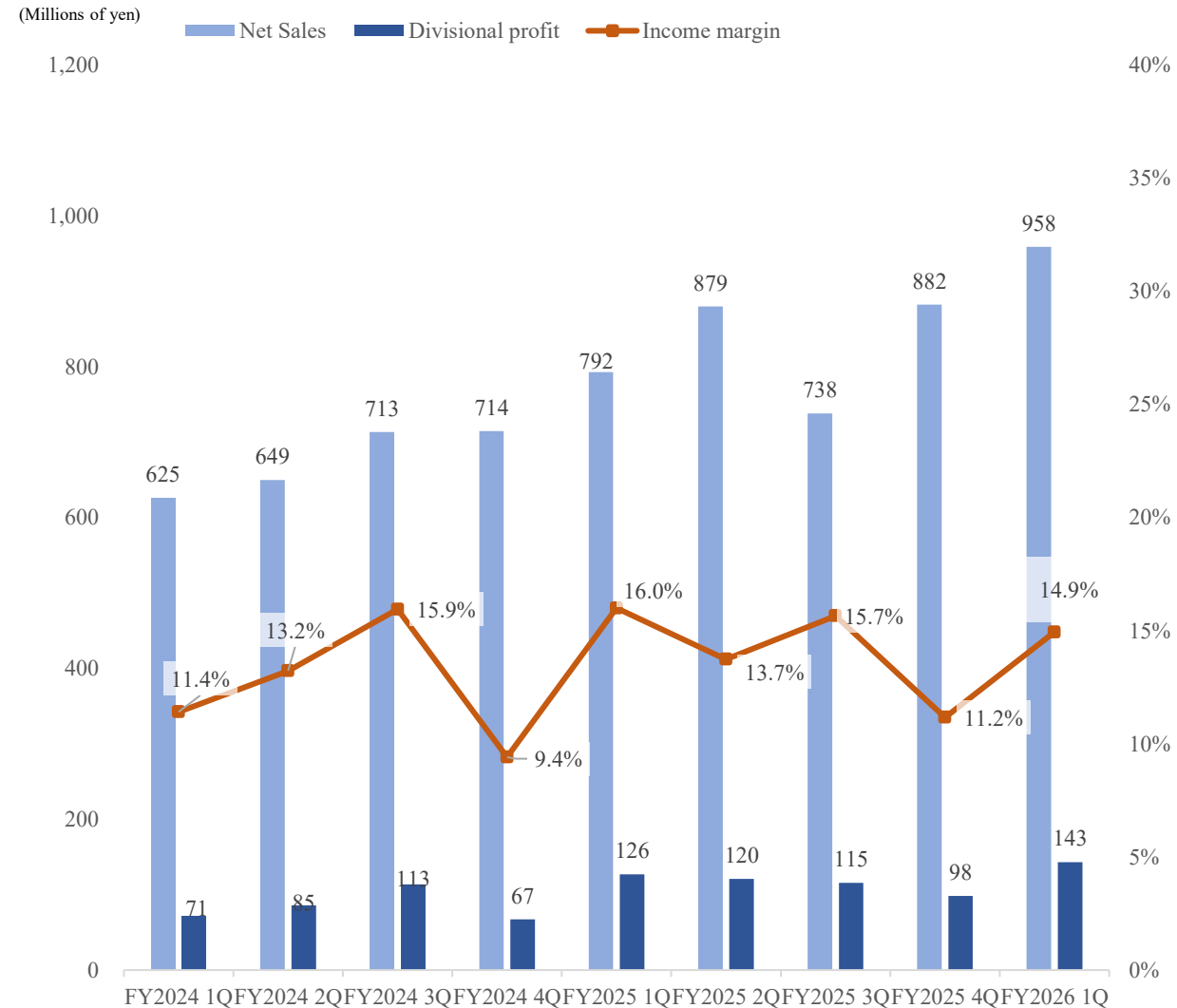
## Korean Business

**Newly launched franchise expansion in Korean language schools.**  
**Aim to expand as an additional revenue source.**  
**The number of Korean language school students remained solid at 16,804 (+8.7% YoY).**

## Entertainment Business

**The number of NAYUTAS (voice training) schools remained solid at 106 (+47.2% YoY).**  
**With the increase in franchise schools, the number of NAYUTAS students also exceeded 10,000, reaching 10,960 (+70.6% YoY).**  
**Achieved expansion of service scale.**

KVillageQuarterly Business  
 Net Sales and Divisional Profit Trends



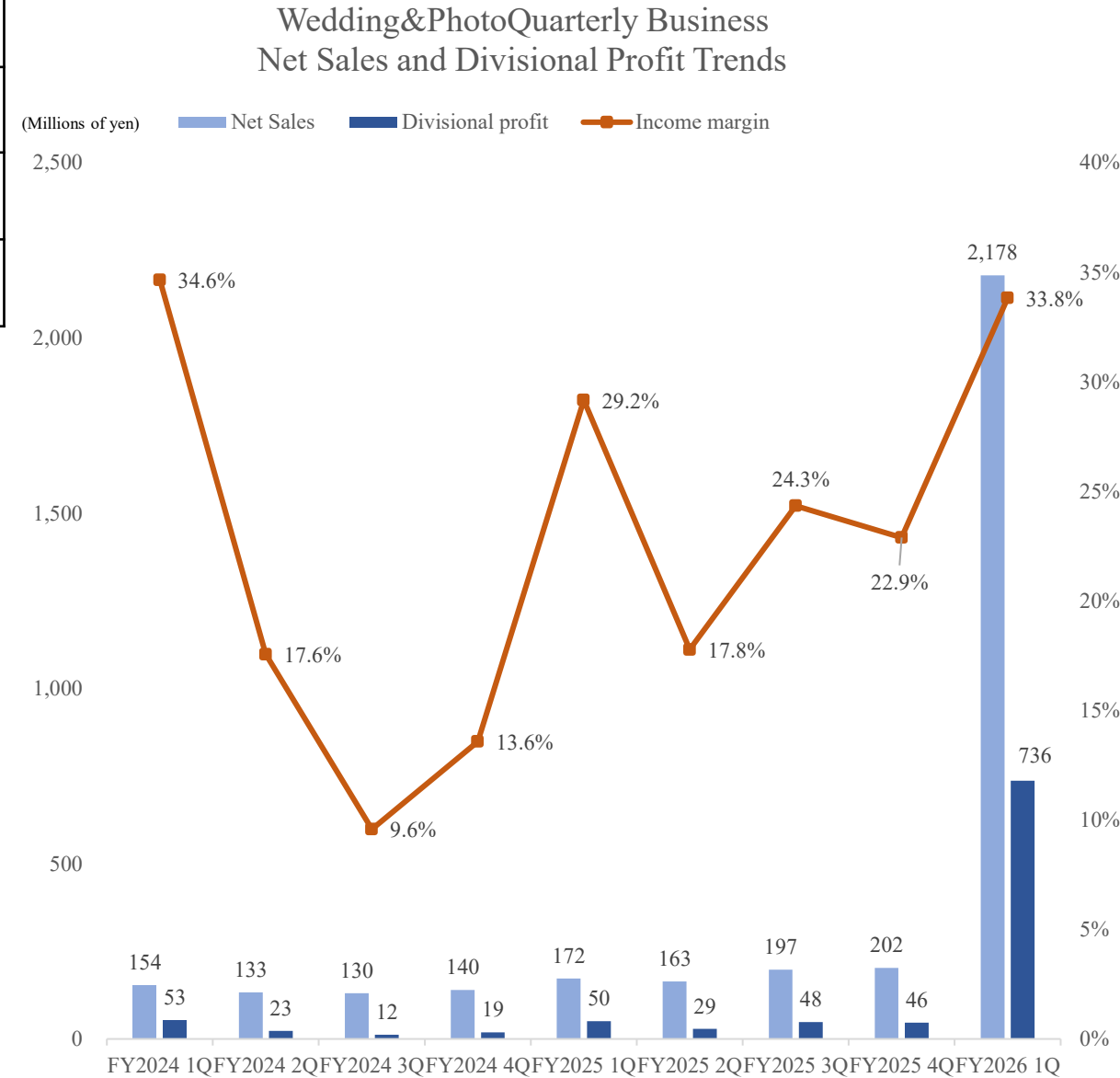
# Overview of Wedding & Photo Business

(Millions of yen)	FY2025 1Q	FY2026 1Q	increased/decreased amount	growth rate
Net Sales	172	2,178	+2,005	+1,161.7%
Divisional profit	50	736	+686	+1,363.2%
Income margin	29.2%	33.8%	-	-

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

## Wedding & Photo Business

Newly separated as a segment from Life Design Business starting this fiscal year. With the consolidation of Decollte Holdings, which became a subsidiary at the end of December 25, 2025. net sales were ¥2,178 million, up ¥2,005 million YoY. As the number of marriages increases in the matchmaking sector, we are expanding referrals from wedding counters to wedding venues and photo wedding services.



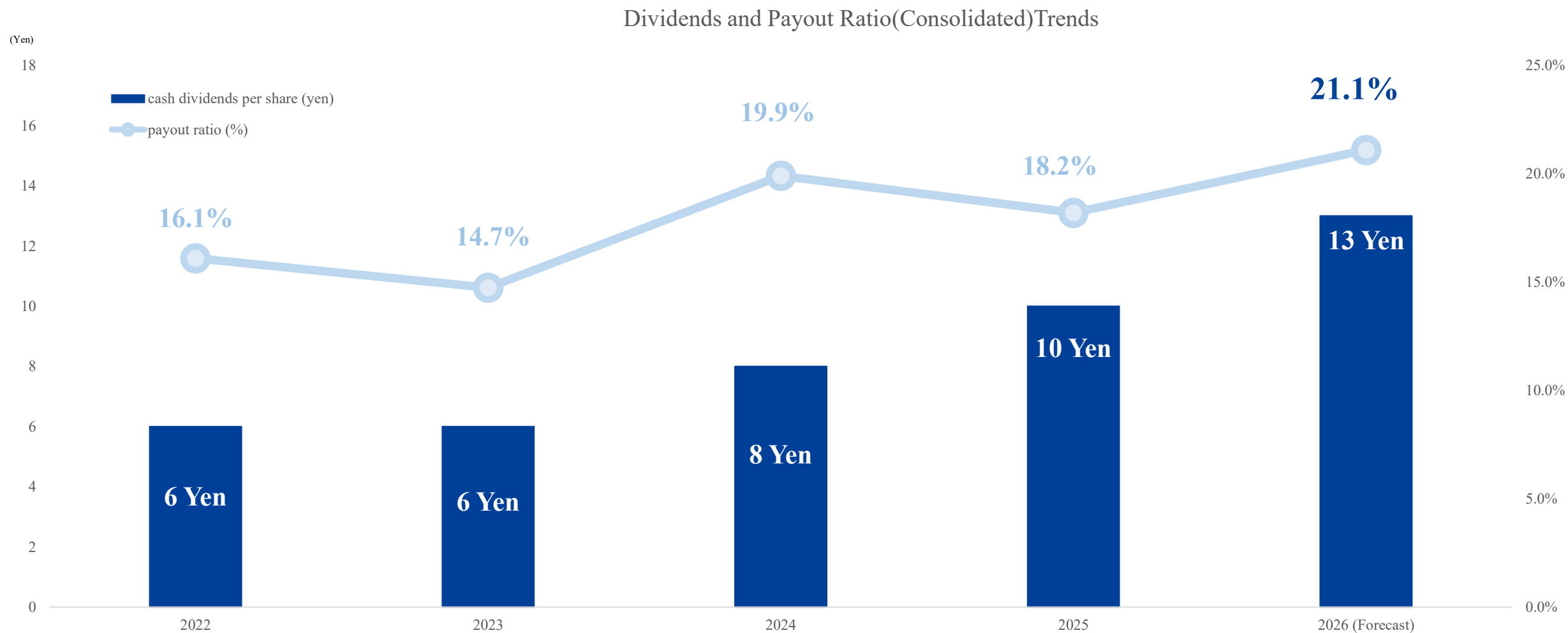


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**Reference material**

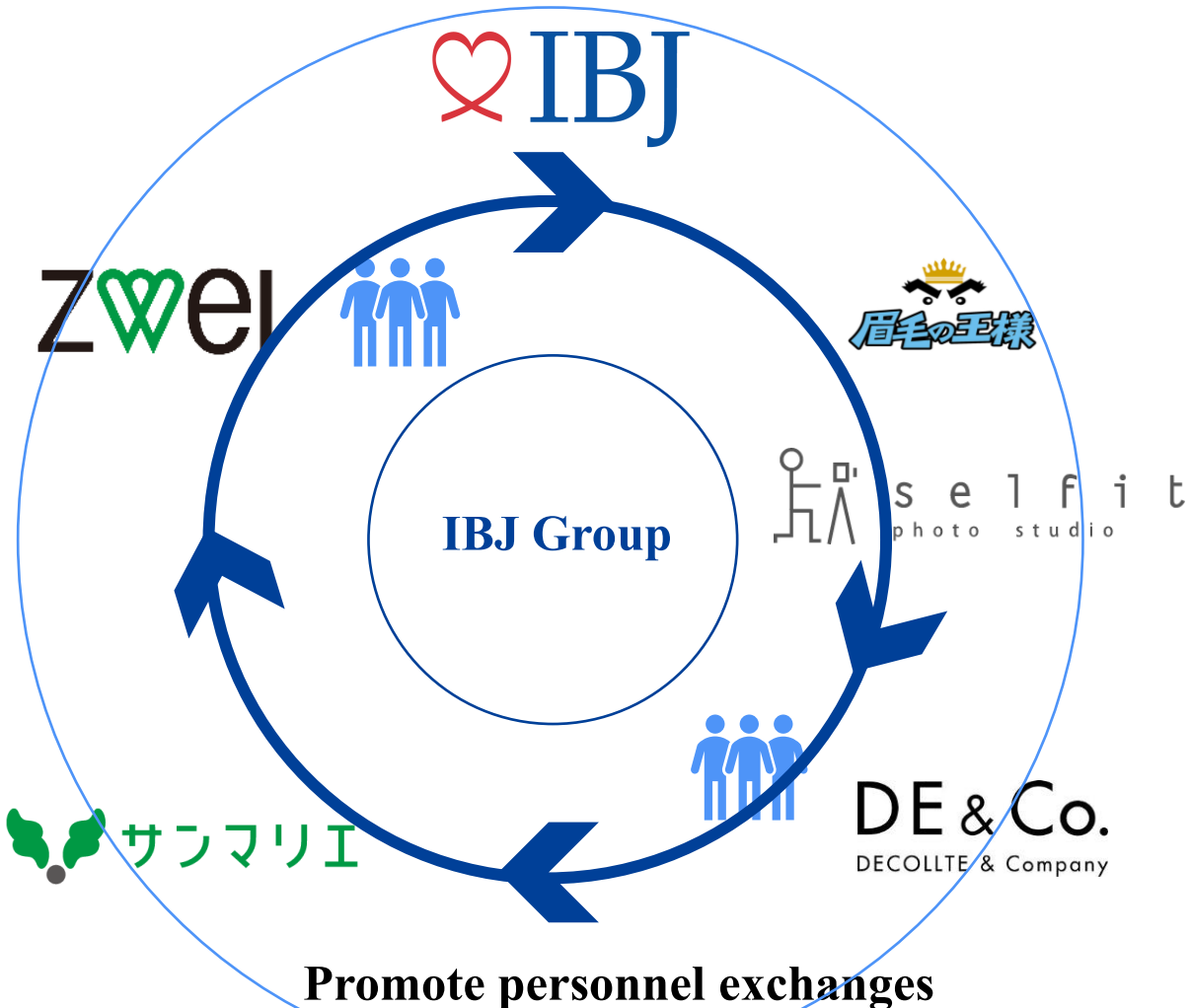
## Return to shareholders

**For investments toward business growth and continuous enhancement of shareholder returns, the year-end dividend for 2026 is planned at 13yen, an increase of 3yen from last year.**



# Development of Human Capital

**Through agile personnel exchanges within the IBJ Group,  
developing next-generation management.**



## Objectives

- **Human resource development and career development**

Through experiences in diverse business environments and inter-group exchanges, we provide a wide range of career options and opportunities to promote growth.

- **Strengthening organizational capabilities/synergies**

Leveraging personnel exchanges to share know-how and success stories across the group. Creating solid group collaboration and new synergies.

# Began collaboration with Tameny on marriage support related to government and local authorities.

Sharing knowledge and know-how with capital and business alliance partner Tameny to increase members and marriages nationwide.

Tameny has been entrusted with operating the Kyoto Prefecture Marriage Support Center.



\*Contract period is from April 1, 2026 to March 31, 2027.

Phase 1: Dispatching seminar instructors from IBJ (IBJ method for creating marriages)



**Trust backed by numerous contract achievements**

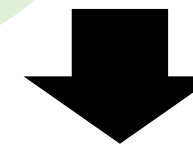
- Numerous marriage support contracts
- Introduction of AI matching system



**Know-how for creating marriages**

- Creating 4% of marriages in Japan \*
- Fostering momentum for marriage (Life Design)

\* As of December 31, 2025



**Accelerating marriage creation in regional areas through solid collaboration.**

# Profit and Loss Statement (P/L)

(Unit: ¥mn)	2025					2026					YoY	YoY
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	(Amount of change)	(% change)
Net Sales	4,815	4,918	5,212	5,226	20,172	7,421	-	-	-	-	+2,606	+54.1%
Cost of sales	432	436	279	363	1,511	1,314	-	-	-	-	+882	+204.1%
Gross profit	4,383	4,482	4,932	4,862	18,661	6,107	-	-	-	-	+1,724	+39.3%
Selling, general and administrative expenses	3,376	3,695	3,746	4,234	15,052	4,527	-	-	-	-	+1,150	+34.1%
Operating profit	1,006	786	1,186	628	3,608	1,580	-	-	-	-	+573	+56.9%
Total non-operating income	3	70	25	△77	22	19	-	-	-	-	+16	+441.0%
Total non-operating expenses	10	76	12	60	159	47	-	-	-	-	+36	+341.5%
Ordinary profit	999	781	1,200	490	3,471	1,552	-	-	-	-	+552	+55.3%
Total extraordinary income	-	0	-	243	244	222	-	-	-	-	+222	+100.0%
Total extraordinary losses	12	4	3	409	430	4	-	-	-	-	▲7	▲63.6%
Net income attributable to shareholders of parent company Net income	614	482	762	217	2,077	1,029	-	-	-	-	+414	+67.5%

# Balance Sheet (B/S)

(Unit: ¥mn)	Q4 2025	Q1 2026	increased/decreased amount (vs. previous full year)	Rate of change (vs. previous full year)
Current assets	12,782	12,212	▲570	▲4.5%
Cash and deposits	4,935	4,549	▲385	▲7.8%
Non-current assets	19,742	19,310	▲431	▲2.2%
Total assets	32,524	31,522	▲1,001	▲3.1%
Current liabilities	11,596	10,204	▲1,391	▲12.0%
Non-current liabilities	9,005	8,619	▲385	▲4.3%
Total liabilities	20,601	18,824	▲1,776	▲8.6%
Total net assets	11,923	12,698	+775	+6.5%
Total liabilities and net assets	32,524	31,522	▲1,001	▲3.1%
Equity-to-asset ratio	31.3%	34.3%	-	-

# Net sales and Divisional Profit by Business

\*Divisional profit is operating income plus internal transaction adjustments, plus depreciation + amortization of goodwill + amortization of long-term prepaid expenses

(Unit: ¥mn)		2025					2026					YoY (Amount of change)	YoY (% change)
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year		
IBJ Platform Business	Net sales	912	864	1,032	1,010	3,820	1,002	-	-	-	-	+89	+9.8%
	L Agency Opening Support Business	370	322	470	437	1,599	414	-	-	-	-	+44	+12.0%
	L IBJ Platform Business	542	542	562	573	2,220	587	-	-	-	-	+44	+8.3%
	Divisional profit	601	576	737	701	2,616	713	-	-	-	-	+112	+18.7%
	L Agency Opening Support Business	187	149	280	244	860	215	-	-	-	-	+28	+15.4%
	L IBJ Platform Business	414	427	456	457	1,755	497	-	-	-	-	+83	+20.1%
Directly-Managed Lounge Business	Net sales	2,305	2,326	2,409	2,403	9,444	2,499	-	-	-	-	+194	+8.4%
	Divisional profit	581	528	638	513	2,262	685	-	-	-	-	+103	+17.8%
Matching Business	Net sales	371	373	422	394	1,560	405	-	-	-	-	+34	+9.3%
	L Party Business	215	224	274	251	965	269	-	-	-	-	+53	+24.6%
	L App Business	155	149	147	142	594	136	-	-	-	-	△18	△12.0%
	Divisional profit	90	83	96	56	327	90	-	-	-	-	△0	△0.7%
	L Party Business	48	47	60	19	176	57	-	-	-	-	+9	+18.8%
	L App Business	42	36	35	36	150	32	-	-	-	-	△9	△23.1%
Life Design Business	Net sales	260	311	412	332	1,317	376	-	-	-	-	+116	+44.5%
	Divisional profit	126	116	201	112	556	137	-	-	-	-	+10	+8.5%
K Village Business	Net sales	792	879	738	882	3,292	958	-	-	-	-	+166	+20.9%
	Divisional profit	126	120	115	98	461	143	-	-	-	-	+16	+12.9%
Wedding & Photo Business	Net sales	172	163	197	202	737	2,178	-	-	-	-	+2,005	+1,161.7%
	Divisional profit	50	29	48	46	174	736	-	-	-	-	+686	+1,363.2%

# KPI by Business (Marriage Agency Business)

(By fiscal period)		2025					2026					YoY (Change)	YoY (% change)
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year		
Marriage Agency Business (IBJ Platform Business + Directly-Managed Lounge Business)	Number of marriage agencies*1	4,541	4,541	4,682	4,766	4,766	4,783	-	-	-	-	+242	+5.3%
	Number of new business openings	206	177	253	238	874	217	-	-	-	-	+11	+5.3%
	Number of new memberships	18,296	19,310	20,279	19,616	77,501	19,956	-	-	-	-	+1,660	+9.1%
	↳IBJ Platform Business	12,653	13,354	13,853	14,046	53,906	13,247	-	-	-	-	+594	+4.7%
	↳Directly-Managed Lounge Business	5,643	5,956	6,426	5,570	23,595	6,709	-	-	-	-	+1,066	+18.9%
	Number of IBJ Registered Members*1	96,449	97,857	102,302	104,859	104,859	107,597	-	-	-	-	+11,148	+11.6%
	↳IBJ Platform Business	68,029	69,871	73,226	75,845	75,845	77,248	-	-	-	-	+9,219	+13.6%
	↳Directly-Managed Lounge Business	28,420	27,986	29,076	29,014	29,014	30,349	-	-	-	-	+1,929	+6.8%
	Number of IBJ Paying members*1	74,088	77,900	96,235	99,120	99,120	101,884	-	-	-	-	+27,796	+37.5%
	↳IBJ Platform Business	49,599	52,745	68,323	70,864	70,864	72,770	-	-	-	-	+23,171	+46.7%
	↳Directly-Managed Lounge Business	24,489	25,155	27,912	28,256	28,256	29,114	-	-	-	-	+4,625	+18.9%
	Number of arranged marriage meetings	243,614	259,818	272,530	268,786	1,044,748	280,025	-	-	-	-	+36,411	+14.9%
	↳IBJ Platform Business	157,954	172,671	182,237	182,394	695,256	187,613	-	-	-	-	+29,659	+18.8%
	↳Directly-Managed Lounge Business	85,660	87,147	90,293	86,392	349,492	92,412	-	-	-	-	+6,752	+7.9%
Number of marriages (Of which confirmed)*2	4,962 (2,249)	5,094 (2,265)	5,136 (2,411)	5,778 <sup>※3</sup> (3,128)	20,970 (10,054)	5,659 (2,894)	-	-	-	-	+697 (+645)	+14.0% (+28.7%)	

\*1 Number of marriage agencies and members as of the end of each quarter

\*2 ""Confirmed"" weddings refers to the number of weddings where both parties have been confirmed as married through IBJ Group's internal system

\*3 For the 2025 ""confirmed"" figures, 496 weddings between ZWEI's own members that had originally been confirmed were added to 4Q due to system modifications

# KPI by Business (Matching Business, Life Design Business, K Village Business, Wedding & Photo Business)

(By fiscal period)		2025					2026					YoY	YoY
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	(Change)	(% change)
Matching Business	Number of party participants	68,980	74,818	91,179	78,791	313,770	79,983	-	-	-	-	+11,003	+16.0%
	Number of parties held	5,695	6,038	6,792	6,045	24,570	6,139	-	-	-	-	+444	+7.8%
	Number of matches (App)*1	166,708	158,236	154,444	146,790	626,178	136,544	-	-	-	-	▲30,164	▲18.1%

(By fiscal period)		2025					2026					YoY	YoY
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	(Change)	(% change)
Life Design Business	Number of insurance contracts	435	495	631	592	2,153	528	-	-	-	-	+93	+21.4%

(By fiscal period)		2025					2026					YoY	YoY
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	(Change)	(% change)
K Village Business	K Village (Korean) Number of students*2	15,453	16,217	16,612	16,601	16,601	16,804	-	-	-	-	+1,351	+8.7%
	K Village (Korean) Number of FC schools	1	1	1	2	2	4	-	-	-	-	+3	+300.0%
	NAYUTAS (Voice training) Number of students	6,426	7,532	8,817	9,563	9,563	10,960	-	-	-	-	+4,534	+70.6%
	NAYUTAS (Voice training) Number of FC schools	72	79	94	98	98	106	-	-	-	-	+34	+47.2%

(By fiscal period)		2025					2026					YoY	YoY
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	(Change)	(% change)
Wedding & Photo Business	Number of wedding deals closed	348	301	421	401	1,471	438	-	-	-	-	+90	+25.9%
	selfit Total number of arranged marriage photo sessions	2,350	2,644	3,091	2,995	11,380	3,301	-	-	-	-	+951	+40.5%

\*1 From this fiscal year, youbride changed its aggregation criteria and conducted member data cleanup. 2025 figures have also been retroactively revised and restated based on the new criteria

\*2 Starting in FY2026, the number of franchise students is included in the total. FY2025 figures have been retroactively restated based on the same standard.

\*Number of students in K Village Business as of the end of each quarter 41

## Company Profile

Company Name: IBJ,Inc.

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Established: February 2006

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Address: 1-23-7 Nishi-Shinjuku, Shinjuku-ku, Tokyo  
Shinjuku First West 12F & 17F

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Number of Employees: 1,452 (March 2026)  
\*Full-time employees only

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Directors: Chairman and Representative Director: Shigeru Ishizaka  
Representative Director, President: Kenjiro Tsuchiya  
Managing Director: Yasuyuki Yokogawa  
Outside Director: Kohzoh Umezu  
Outside Director: Megumu Murakami  
Outside Director: Mai Satou  
Full-Time Auditor: Yuki Futatsuya  
Auditor: Koichiro Yoneda  
Auditor: Naoya Haraikawa

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Stock Exchange: TSE Prime Market (6071)

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## TSE Prime Market (Securities Code: 6071)

IBJ,Inc.

〒160-0023

1-23-7 Nishi-Shinjuku, Shinjuku-ku, Tokyo

Shinjuku First West 12F & 17F

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This document was prepared by the Company to help investors understand the current state of the Company. The content of this document has been prepared based on the economic and social conditions generally recognized as of the end of March 2026 and certain assumptions that the Company has reasonably determined; however, it may be subject to change without notice due to changes in the business environment or other factors.

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