



**Full-year for the Fiscal Year Ended  
December 31, 2022**

# Financial Report

IBJ,Inc.

TSE Prime Market: 6071



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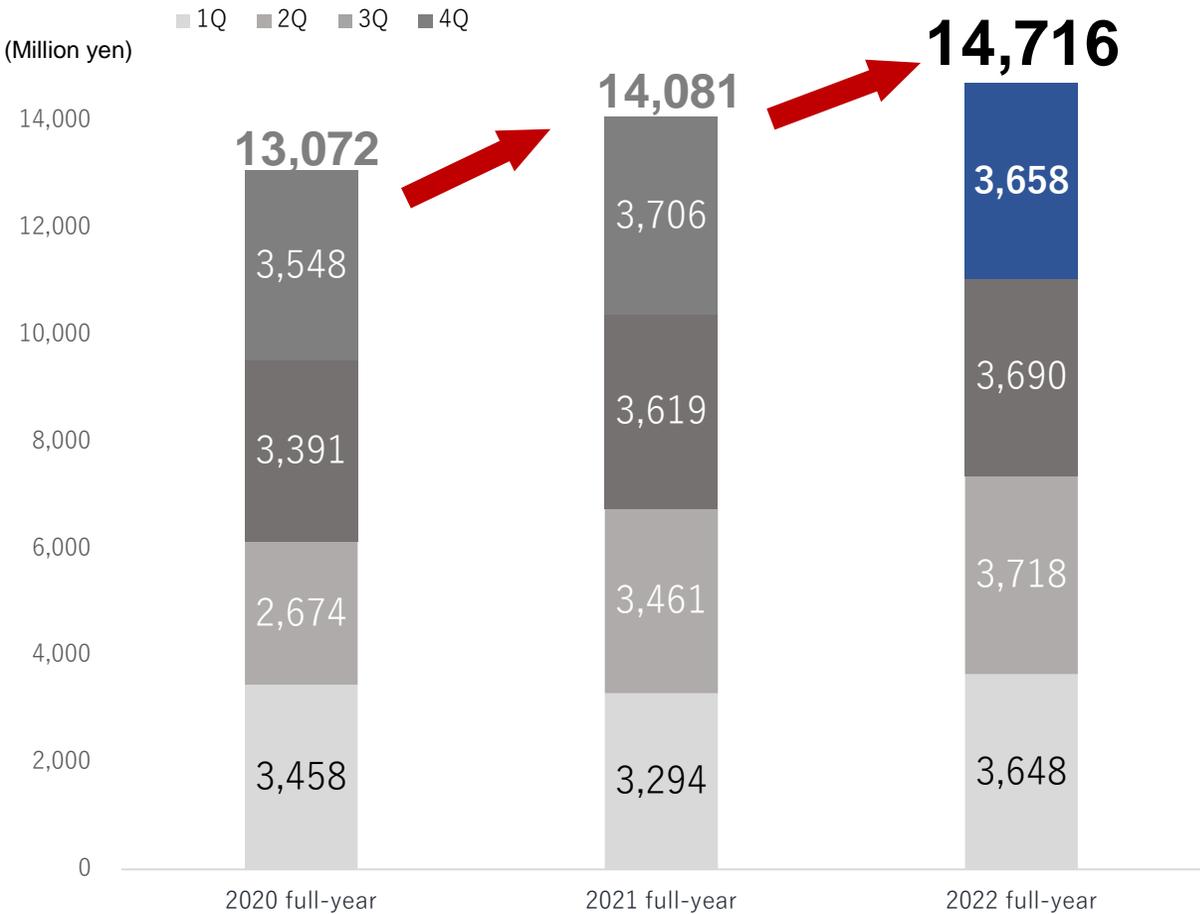
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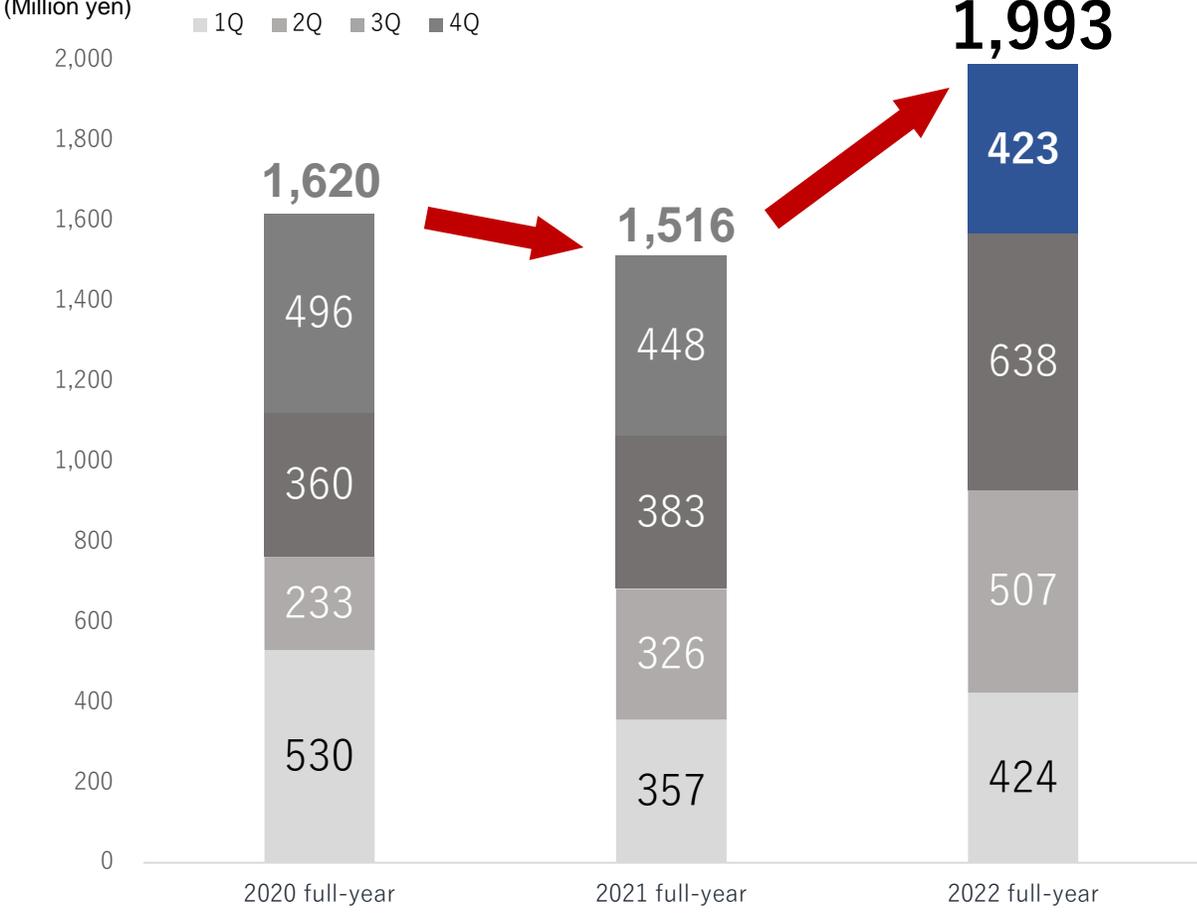
# Changes in Consolidated Net Sales/Consolidated Operating Income

Consolidated results for the previous year, net sales were 14,716 million yen (YoY+4.5%) and operating income was 1,993 million yen (YoY+31.5%).

## Consolidated net sales



## Consolidated operating income



## Compared to full-year consolidated earnings forecast for the fiscal year ending December 2022

Sales and Operating Income Surpassed Expectations due to an increase in the number of new openings in the Affiliate Business and an increase in the number of new members in the Directly-Managed Lounge Business.

(Million yen)	FY12/22 Forecast	FY12/22 Actual results	Amount	Achievement rate
<b>Net sales</b>	<b>14,694</b>	<b>14,716</b>	<b>+22</b>	<b>100.2%</b>
<b>Operating income</b>	<b>1,920</b>	<b>1,993</b>	<b>+72</b>	<b>103.8%</b>
<b>Ordinary income</b>	<b>1,950</b>	<b>2,051</b>	<b>+100</b>	<b>105.1%</b>
Net income attributable to owners of parent	<b>1,658</b>	<b>1,493</b>	<b>△165</b>	<b>90.0%</b>

# Profit and Loss Statement (P/L)

(Million yen)	2021				2022				YoY (Amount)	YoY (Percentage)
	Q1 total	Q2 total	Q3 total	Full year	Q1 total	Q2 total	Q3 total	Full year		
Net sales	3,294	6,775	10,375	14,081	3,648	7,366	11,057	14,716	+635	+4.5%
Cost of sales	104	208	339	496	119	243	370	538	+41	+8.4%
Gross profit	3,189	6,546	10,035	13,584	3,528	7,123	6,161	14,178	+593	+4.4%
SG&A	2,831	5,857	8,953	12,052	3,104	6,191	9,117	12,185	+132	+1.1%
Operating income	357	684	1,068	1,516	424	931	1,569	1,993	+477	+31.5%
Total non-operating income	9	16	35	55	3	51	61	69	+14	+25.5%
Total non-operating expenses	36	80	109	144	3	4	5	11	△133	△92.0%
Ordinary income	330	619	993	1,426	424	978	1,626	2,051	+624	+43.8%
Total extraordinary income	71	108	172	186	0	7	7	7	△179	△96.1%
Total extraordinary loss	47	82	108	199	3	11	13	44	△154	△77.7%
Income before income taxes	354	645	1,058	1,413	421	975	1,619	2,013	+600	+42.4%
Income taxes – current	118	290	402	396	105	378	540	705	+308	+77.9%
Income taxes – deferred	△19	△56	△37	△138	3	△99	△54	△155	△17	△12.4%
Net income	254	410	693	1,155	312	696	1,133	1,464	+308	+26.7%
Net income attributable to non-controlling interests	2	43	57	101	△48	△46	△35	△29	△131	△128.9%
Net income attributable to owners of parent	252	367	636	1,054	361	743	1,168	1,493	+439	+41.7%

# Balance Sheet (B/S)

(Million yen)	2021				2022				YoY (Amount)	YoY (Percentage)
	Q1 total	Q2 total	Q3 total	Full year	Q1 total	Q2 total	Q3 total	Full year		
<b>Current assets</b>	8,119	7,245	7,165	7,440	7,598	7,315	7,477	7,420	△20	△0.3%
Cash and deposits	5,082	4,023	4,077	4,361	4,442	3,826	3,819	3,298	△1,062	△24.4%
<b>Non-current assets</b>	5,344	5,329	5,608	5,873	5,947	5,930	6,390	6,400	+526	+9.0%
Tangible and intangible assets	3,253	3,227	3,261	3,399	3,436	3,314	3,651	3,565	+165	+4.9%
Investments and other assets	2,090	2,101	2,346	2,473	2,510	2,616	2,738	2,835	+361	+14.6%
<b>Total assets</b>	13,464	12,575	12,774	13,314	13,545	13,245	13,868	13,820	+506	+3.8%
<b>Current liabilities</b>	6,710	4,218	4,177	4,363	4,181	3,927	4,117	3,868	△494	△11.3%
<b>Non-current liabilities</b>	1,122	2,549	2,425	2,327	2,625	2,180	2,086	1,988	△339	△14.6%
<b>Total liabilities</b>	7,832	6,767	6,602	6,691	6,806	6,107	6,203	5,856	△834	△12.5%
<b>Capital stock and capital surplus</b>	1,476	1,484	1,502	1,502	1,502	1,554	1,554	1,554	+52	+3.5%
<b>Retained earnings</b>	4,673	4,787	5,056	5,474	5,595	5,842	6,268	6,593	+1,118	+20.4%
<b>Treasury shares</b>	△1,007	△999	△999	△999	△999	△901	△901	△901	+97	△9.8%
<b>Valuation and translation adjustments</b>	147	152	171	193	236	263	352	321	+127	+66.1%
<b>Non-controlling interests</b>	340	381	439	451	403	378	389	395	△55	△12.4%
<b>Total net assets</b>	5,631	5,807	6,171	6,623	6,739	7,138	7,664	7,964	+1,340	+20.2%
<b>Total net assets</b>	13,464	12,575	12,774	13,314	13,545	13,245	13,868	13,820	+506	+3.8%

# Cash Flow Statement (C/F)

(Million yen)	End-Dec. 2021	End-Dec. 2022	Change
Cash flow from operating activities	1,055	2,140	+ 1,084
Cash flow from investment activities	△ 896	△ 1,935	△ 1,039
Cash flow from financing activities	△ 1,750	△ 731	+ 1,019
Closing balance of cash and cash equivalents	4,361	3,840	△ 521

# Consolidated Business Forecasts for FY12/23

Matching Business and Affiliate Business will drive overall growth,  
Both sales and profit are expected to grow by more than 10%

(Million yen)	FY12/22 Results	FY12/23 Forecasts	YoY (Amount)	YoY (Percentage)
<b>Net sales</b>	<b>14,716</b>	<b>16,340</b>	<b>+1,624</b>	<b>+11.0%</b>
<b>Operating income</b>	<b>1,993</b>	<b>2,218</b>	<b>+225</b>	<b>+11.3%</b>
<b>Ordinary income</b>	<b>2,051</b>	<b>2,304</b>	<b>+253</b>	<b>+12.4%</b>
<b>Net income attributable to owners of parent</b>	<b>1,493</b>	<b>1,494</b>	<b>+ 0.5</b>	<b>+0%</b>

※FY12/23 Forecasts does not include Income taxes – deferred.

The logo for IBJ Contents, featuring a stylized heart symbol to the left of the text "IBJ" and "Contents" stacked vertically. The text is white and set against a dark blue circular background.

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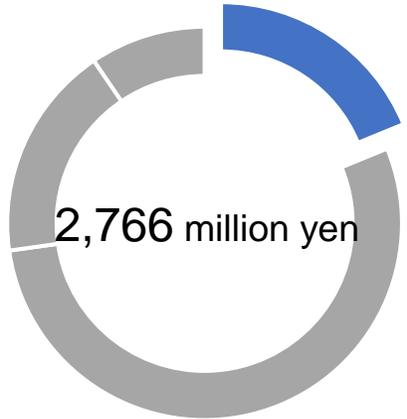
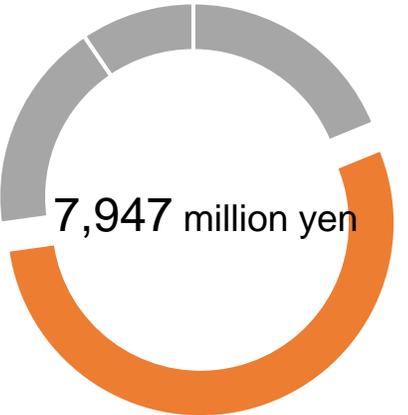
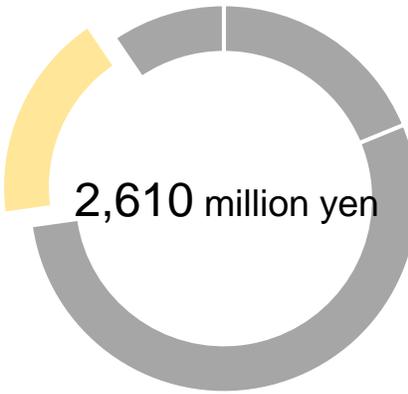
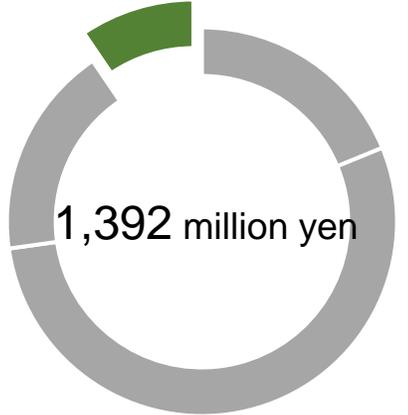
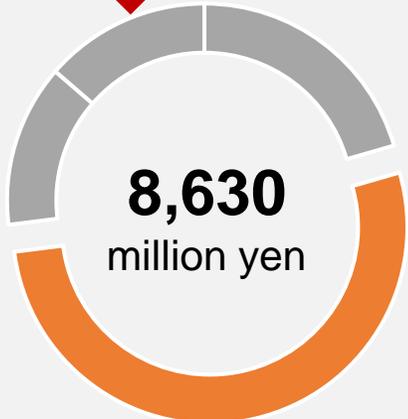
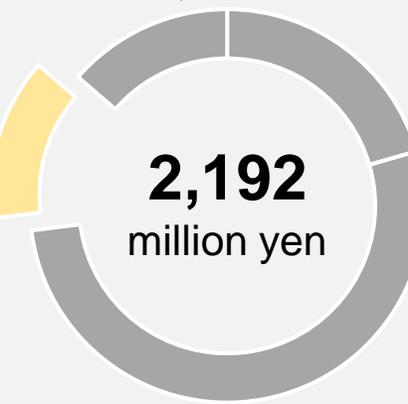
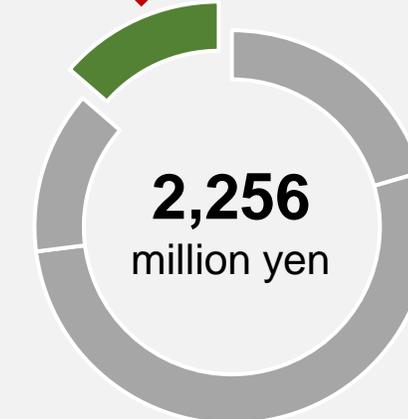
# Summary by Business Division

(Million yen)		2021					2022					YoY (Amount)	YoY (Percentage)
		Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year		
Affiliate Business	Net sales	525	513	481	489	2,010	560	719	770	715	2,766	+755	+37.6%
	Lounge Opening Support Business	270	258	206	216	951	258	408	437	381	1,486	+534	+56.1%
	Affiliate Business	254	255	275	273	1,058	302	310	333	333	1,280	+221	+20.9%
	Divisional profit	349	330	287	291	1,259	323	453	484	417	1,678	+419	+33.3%
	Lounge Opening Support Business	175	162	107	114	559	116	233	242	197	790	+230	+41.2%
	LAffiliate Business	174	168	180	176	699	206	219	241	220	887	+188	+26.9%
Directly-Managed Lounge Business	Net sales	1,557	1,702	1,743	1,815	6,818	1,907	1,995	2,005	2,039	7,947	+1,128	+16.6%
	Divisional profit	278	349	358	439	1,425	463	481	491	499	1,935	+509	+35.7%
Matching Business <small>*Diverse excluded from scope of consolidation from May 1, 2022</small>	Net sales	920	959	1,006	1,023	3,909	861	678	539	530	2,610	△1,298	△33.2%
	Party Business	233	291	297	361	1,185	268	347	343	352	1,312	+127	+10.7%
	App Business	686	667	708	661	2,723	593	331	195	177	1,298	△1,425	△52.3%
	Divisional profit	89	48	94	97	330	49	82	66	58	256	△74	△22.6%
	Party Business	△25	△10	3	57	23	8	31	15	18	73	+49	+207.3%
	App Business	115	58	91	40	306	41	51	51	39	182	△124	△40.4%
Life Design Business	Net sales	290	286	388	377	1,343	317	325	375	374	1,392	+49	+3.7%
	Divisional profit	21	△9	54	25	92	47	26	69	△1	141	+49	+53.5%

\*Divisional profit=Operating income + Depreciation + Amortization of goodwill + Amortization of long-term prepaid expenses, adjusted for internal transactions

\*Partial correction to the above figures for the Directly-Managed Lounge Business in FY12/22 Q2 in line with the disclosure dated November 10 of "(Correction) Partial Correction to "Financial Results for the Second Quarter of the Fiscal Year Ending December 2022 [Japanese GAAP] (Consolidated)".

# 2023 Sales Forecasts by Business

	Affiliate Business	Directly-Managed Lounge Business	Matching Business	Life Design Business
2022 Consolidated net sales	 <p>2,766 million yen</p>	 <p>7,947 million yen</p>	 <p>2,610 million yen</p>	 <p>1,392 million yen</p>
2023 Consolidated net sales (forecasts)	 <p>3,275 million yen</p> <p>+18.4%</p>	 <p>8,630 million yen</p> <p>+8.6%</p>	 <p>2,192 million yen</p> <p>△16.0%</p>	 <p>2,256 million yen</p> <p>+62.0%</p>
Major revenues	Membership fees and monthly system usage fees	Subscription fees, annual membership fee, and marriage fees	Party participation fee and application monthly membership fee	Admission fees for language schools, sales commissions for ceremony hall visits, real estate, and insurance

# KPI by Business

(by period)		2021					2022					YoY	YoY
		Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	(Amount)	(Percentage)
Affiliate Business	Number of new openings	176	164	154	220	714	260	277	286	241	1,064	+350	+49.0%
	Number of sales appointments	834	849	802	722	3,207	1,180	1,377	1,454	1,182	5,193	+1,986	+61.9%
	Number of franchised lounges (as of the end of each quarter)	2,732	2,832	2,895	3,039	—	3,181	3,362	3,530	3,653	—	+614	+20.2%
	Number of memberships	6,182	8,002	6,927	7,368	28,479	7,149	7,808	7,787	7,548	30,292	+1,813	+6.4%
	Number of arranged marriage meeting members (as of the end of each quarter)	53,334	54,792	55,751	56,200	—	56,897	58,044	58,996	58,803	—	+2,603	+4.6%
	Number of arranged marriage meetings	88,804	96,598	97,803	101,324	384,529	102,207	110,490	112,400	109,013	434,110	+49,581	+12.9%
Directly-Managed Lounge Business	Number of memberships	3,746	4,349	4,441	4,315	16,851	4,500	5,070	4,793	4,359	18,722	+1,871	+11.1%
	Number of arranged marriage meeting members (as of the end of each quarter)	29,938	30,533	31,241	31,380	—	31,556	32,440	32,887	32,690	—	+1,310	+4.2%
	Number of arranged marriage meetings	45,049	54,202	61,182	56,894	217,327	59,771	64,871	71,364	56,013	252,019	+34,692	+16.0%
Matching Business	Number of party participants	91,386	111,108	116,475	136,818	455,787	96,039	125,677	123,122	121,942	466,780	+10,993	+2.4%
	Number of parties held	8,883	9,280	10,361	11,772	40,296	8,654	11,033	10,853	10,561	41,101	+805	+2.0%
	Number of matches (apps)	180,239	177,121	179,454	182,808	719,622	194,347	193,342	185,881	166,643	740,213	+20,591	+2.9%

## Earnings structure

One-time-fee revenue

+

Recurring revenue

= Franchise fee (1.6 million yen for individuals and 3.2 million yen for corporations\*) × number of new openings

\*For companies with less than 30 employees, the franchise fee is 1.9 million yen as a small company.

→ New openings monthly average: 88.7 in 2022

= Basic system usage fee (15 thousand yen) × Number of affiliates  
Registration fee × number of admissions and Membership activity fee × number of registered members

→ Unit price is expected to improve due to an increase in the number of affiliated stores and members

## Superiority

**1**

**Industry's largest network**

Number of members

**81,000 persons**

\*Members registered on the IBJ Matching System out of the total number of members of arranged marriage meetings at affiliated lounges and directly managed lounges (as of end-December 2022).

**2**

**High matching rate**

Number of arranged marriage meetings

**Average: 52,000 per month**

\*Number of arranged marriage meetings by the Federation of Japanese Wedding Consulting Offices (monthly averages January - December 2022)

**3**

**Support system for franchised lounges**

Number of franchised lounges

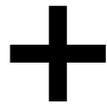
**3,653 companies**

\*As of the end of December 2022

Changes in the organizational structure and stronger marketing have led to a significant increase in the number of new openings and their leading indicators.

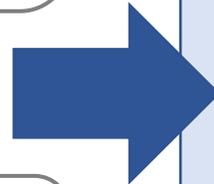
## Organizational reforms

- Increasing the number of salespeople and building a training curriculum.
- Organization of the corporate sales force



## Marketing

Strengthen marketing, such as transit advertising and promotions (media appearances)



Number of sales appointments

2021  
**3,207**



**+1,986**

2022  
**5,193**

Number of new openings  
(monthly average)

2021  
**59.5**



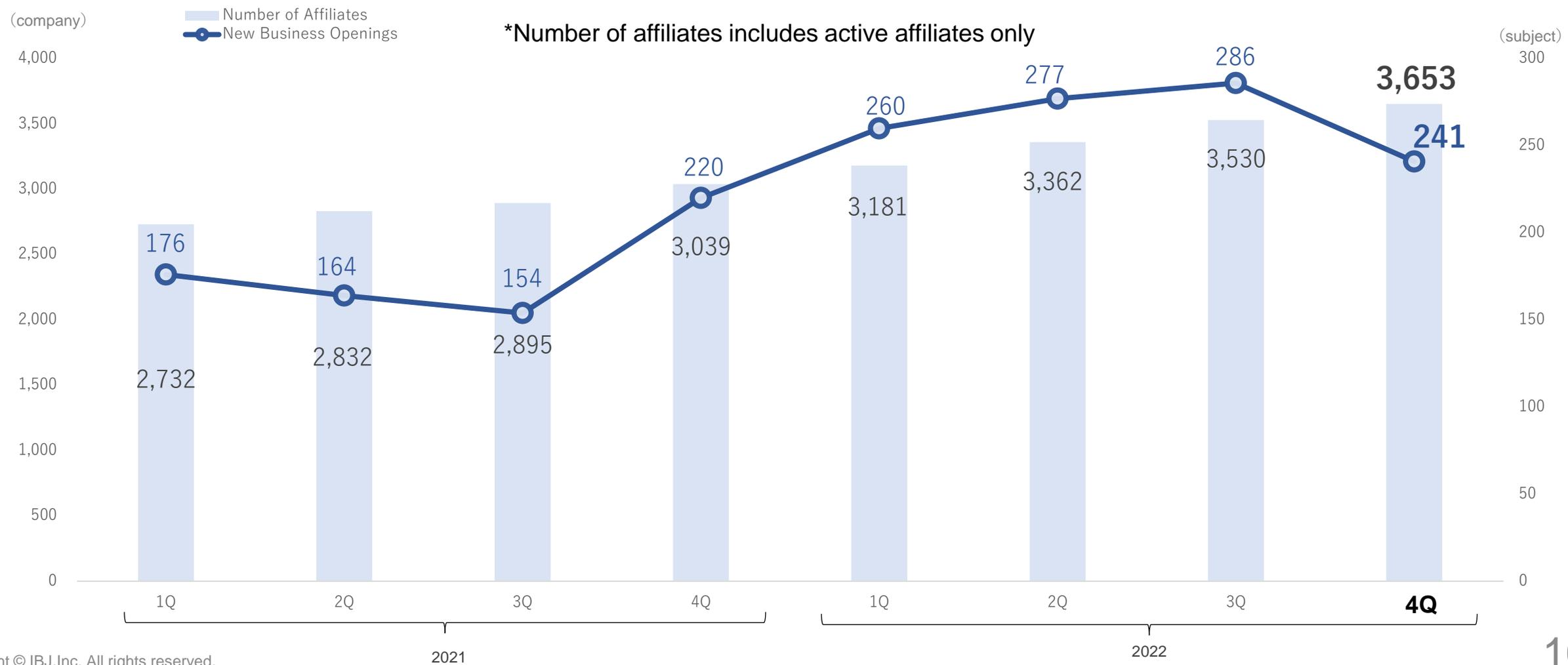
**+29.2**

2022  
**88.7**

# Changes in Number of Affiliates and New Business Openings

The number of new openings in 2022 exceeded 200 on a quarterly basis. Steady increase in the number of franchised lounges to 3,653.

## Change in Number of Affiliates and New Business Openings



# Process from Contract to Opening

## ▪ Flow to contract

- **Briefing for lounge openings**  
1-on-1 briefings held every day
- **Seminars**  
Joint briefing sessions

- **Individuals (franchise fee: 1.6 million yen)**  
Major attributes: side businesses, senior citizens
- **Corporation (franchise fee: 3.2 million yen)**  
Example: Hotel New Otani, Tsukiji Hongan-ji, Take and Give Needs



- Screening for anti-social forces
- Credit check
- **Checking the suitability and personality of the matchmaker**

## ▪ Flow to Opening



Basic training to acquire knowledge as a matchmaker

**Training and support according to each step**

"Opening," "Operation," and "Attracting customers": training support according to each step

Training Name	Content
<b>Basic Course I-II</b>	Gain basic knowledge of marriage matching lounges
<b>Word-of-mouth customer attraction training</b>	Training to prepare for the word-of-mouth customer attraction
<b>Method school</b>	Sharing IBJ's unique know-how From customer attraction to management
<b>Regular meetings and exchange meetings</b>	Information provided by the secretariat Meetings to exchange opinions between the secretariat and franchisees
<b>Senior matchmaker training</b>	Share experiences of senior matchmakers
<b>Ambassador Club</b>	Matchmaker-led club activities, including case study sharing
<b>e-learning</b>	Participation in a variety of training courses using videos

Initial training

## Method school curriculum



### Method I: Attracting Customers and Marketing

How to attract customers through referrals from married couples, events, web, etc.

### Method II: Promote entry (face-to-face sales)

Interviews with customers about their marriage matching and how to propose solutions

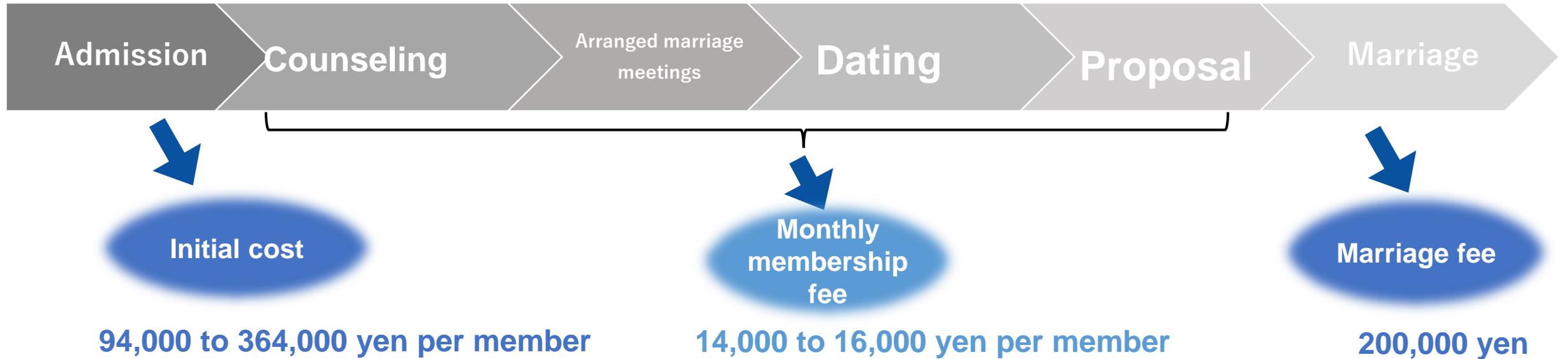
### Method III: First Counseling

How to set goals and specific activity schedules until marriage

### Method IV: Marriage Support

Supporting methods by stage from arranged marriage meetings to entertainment to marriage

## The process from admission to marriage and profit points



**Number of members**  
**18,000 per year**

**Number of arranged marriage meeting members**  
**32,000 per month**

**Leading Indicators of marriage**  
**Number of arranged marriage meetings**  
**21,000 per month**

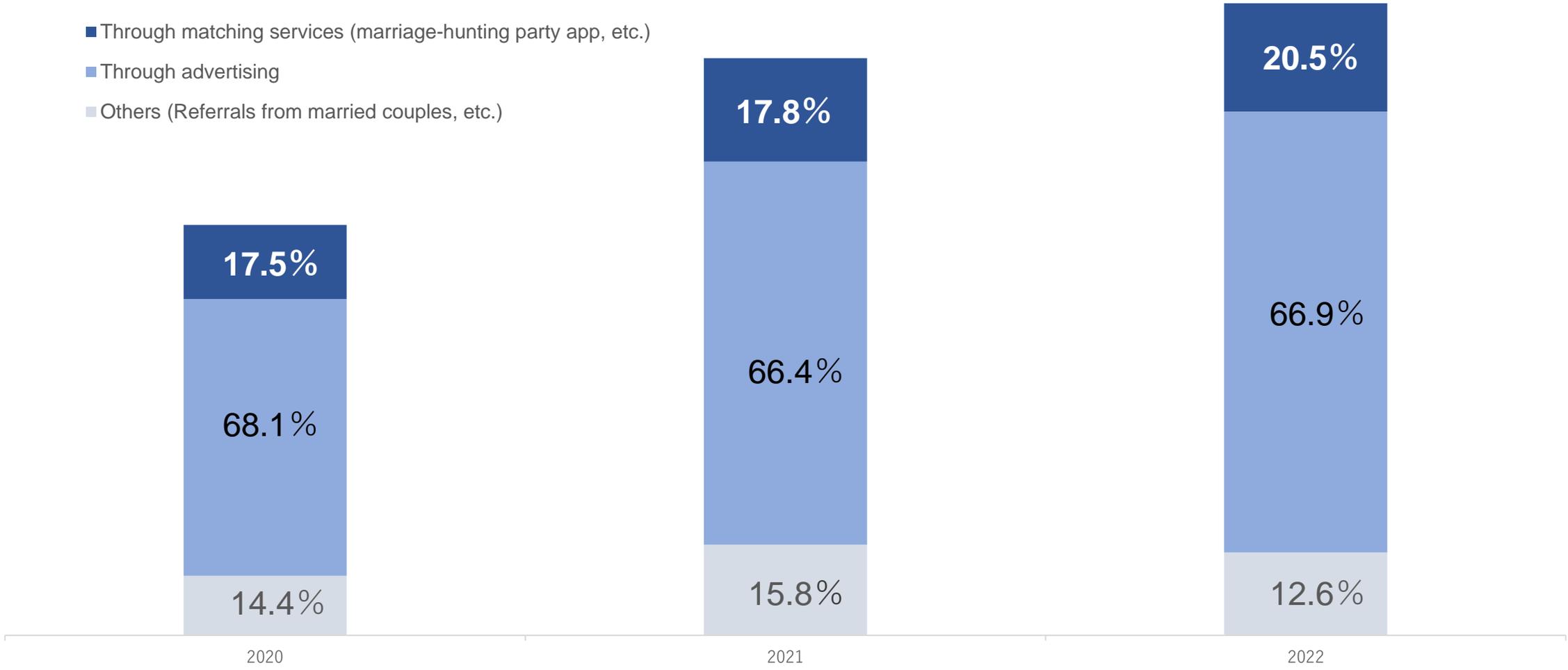
\*Number of arranged marriage meeting members by Directly-Managed Lounge Business (monthly averages January - December 2022)

\*Number of arranged marriage meetings by Directly-Managed Lounge Business (monthly averages January - December 2022)

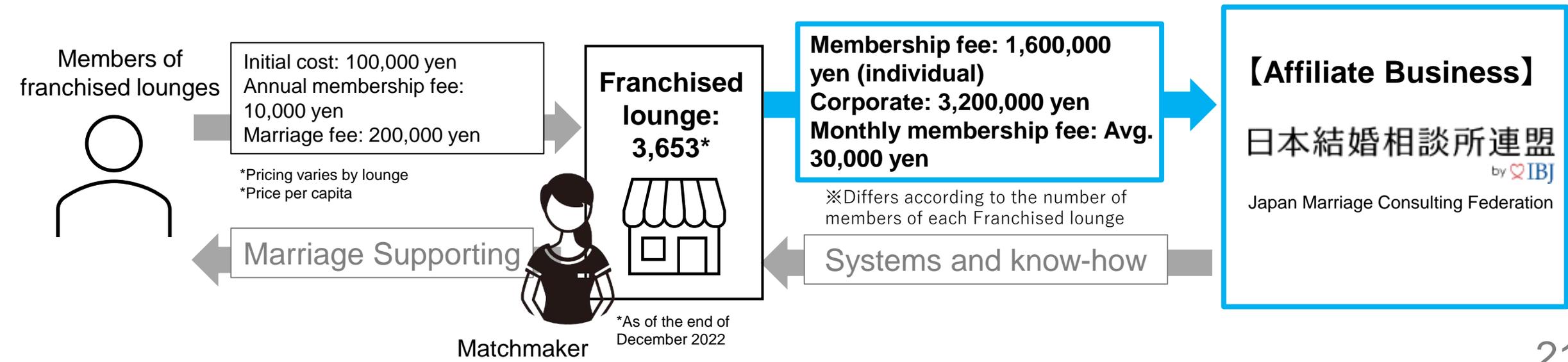
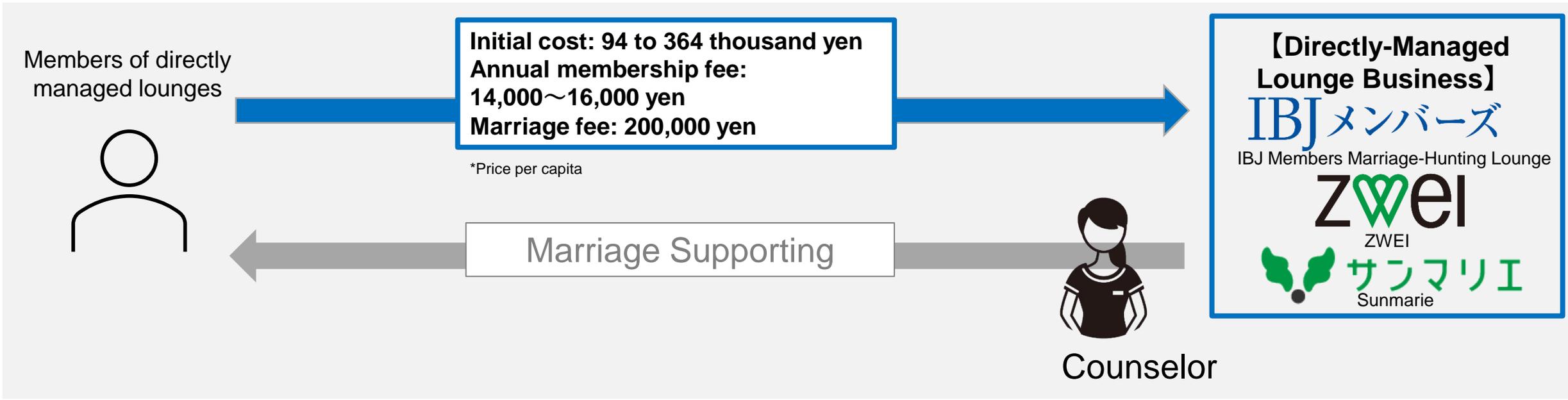
Membership from matching services (marriage parties and apps) and through advertising is on the rise due to strengthened branding.

Breakdown of enrollment channels (annual average)

- Through matching services (marriage-hunting party app, etc.)
- Through advertising
- Others (Referrals from married couples, etc.)



# Differences in Revenue Points Among the Affiliate Business and the Directly-managed Lounge Business

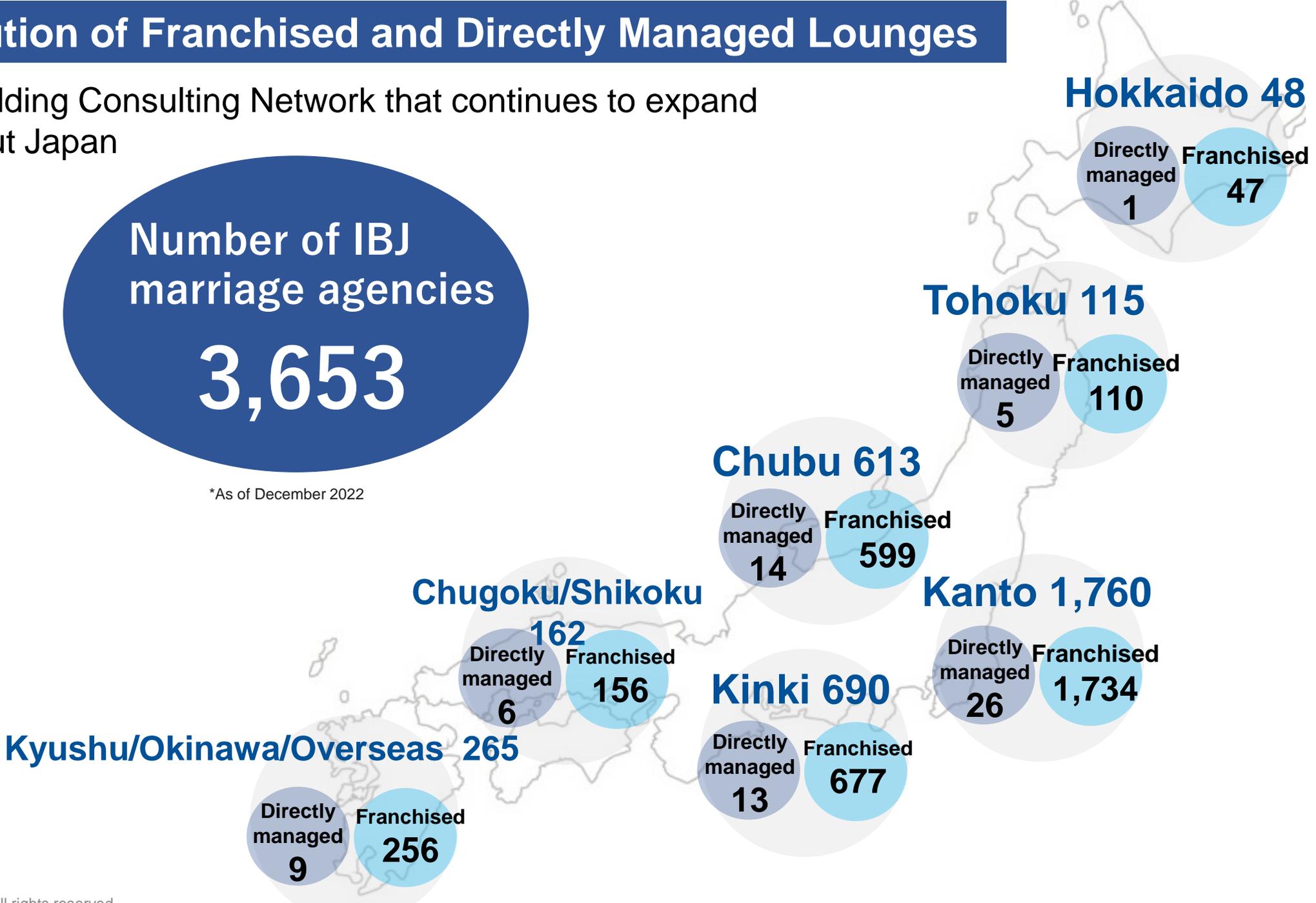


# Distribution of Franchised and Directly Managed Lounges

IBJ's Wedding Consulting Network that continues to expand throughout Japan

Number of IBJ marriage agencies  
**3,653**

\*As of December 2022





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# Roadmap for the New Medium-Term Management Plan (2021-2027)

## Phase 1: Major KPI

2021-2024

Number of married couples  
15,000 couples

3% of all marriages in Japan

Number of franchised lounges  
5,000 companies

## Phase 2: Major KPI

2025-2027

Married couples  
25,000 couples

5% of all marriages in Japan

Number of franchised lounges  
10,000 companies

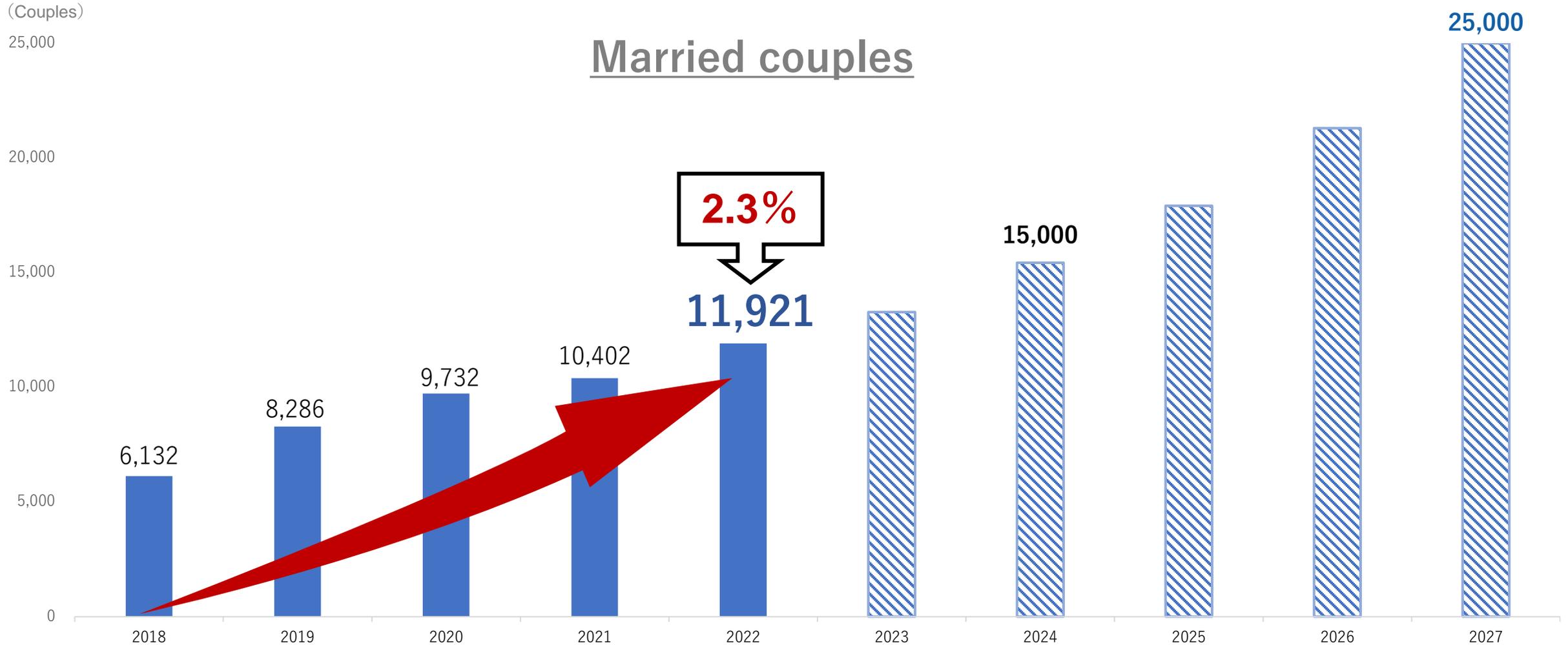
	End-2022	End-2024	End-2027
Number of marriages between members	11,921	15,000	25,000
Number of affiliates	3,653	5,000	10,000
Number of arranged marriage meeting members ※1	91 thousand	132 thousand	200 thousand
Number of matching members ※2	161 thousand	195 thousand	250 thousand

\*1 "Number of arranged marriage meeting members" refers to the number of members registered at marriage matching lounges of the Japan Wedding Consulting Center Federation, IBJ Members, San Marie, and ZWEI.

\*2 "Number of matching members" refers to the number of members who have a log-in history within 1 year of the number of registered members in PARTY☆PARTY, Rush + Bridal Net, and the number of paying members of youbride at the end of the fiscal year (Diverse was deconsolidated in April 2022.)

# Number of Married Couples

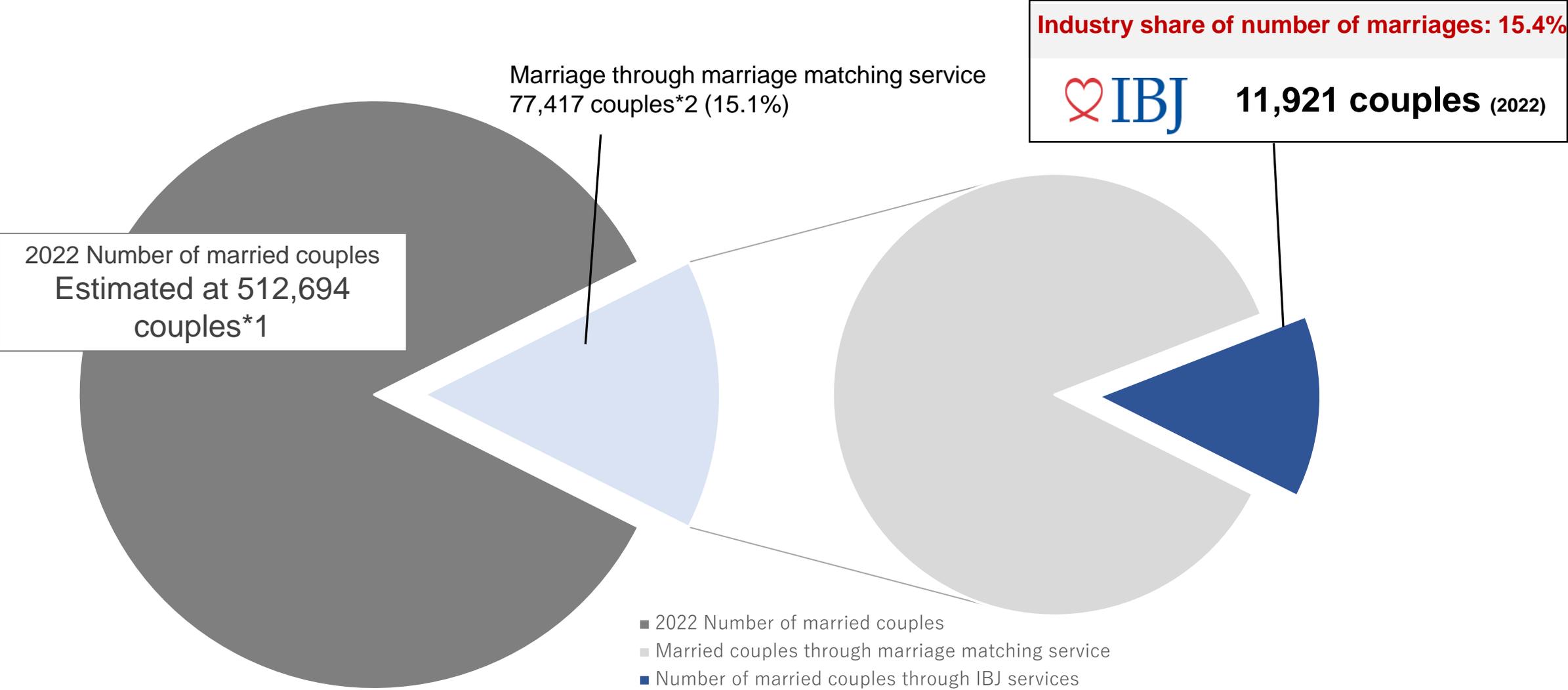
The number of married couples through IBJ services increased steadily to 11,921 in 2022. 2.3% of the 512,694\* (estimated) annual number of marriages in Japan.



\*The number of marriages in 2022 was calculated independently by converting 341,796 marriages between January and August 2022 from the Ministry of Health, Labour and Welfare's Monthly Report of Vital Statistics (approximate figures) for August 2022 into an annual figure (512,694 marriages).

# Industry share of number of marriages 2022

One of the industry's leading shares of the number of marriages in the marriage matching industry at 15.4%.

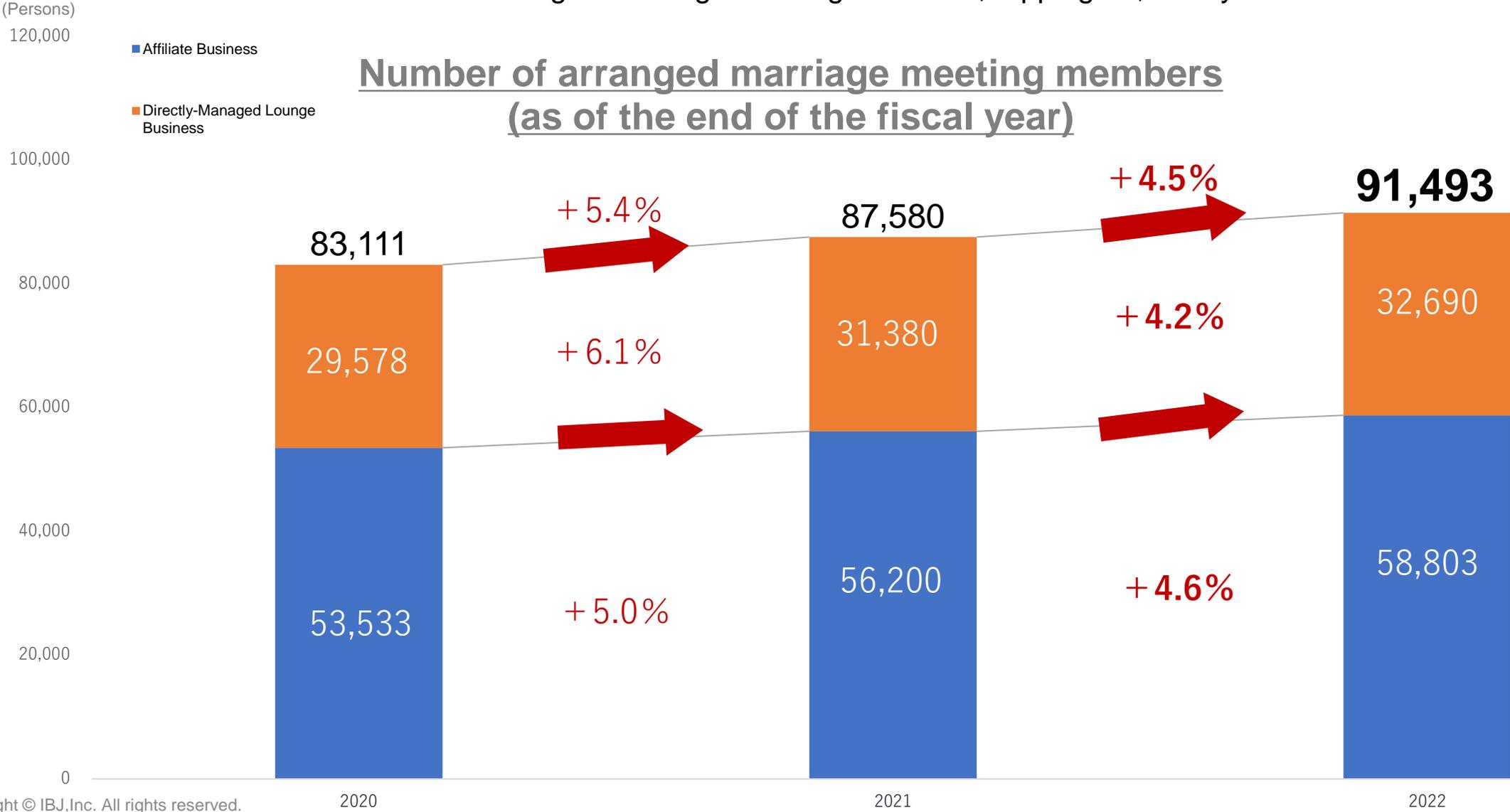


\*1 The number of marriages in 2022 was calculated independently by converting 341,796 marriages between January and August 2022 from the Ministry of Health, Labour and Welfare's Monthly Vital Statistics Report (approximate figures) for August 2022 into an annual figure (512,694 couples).

\*2 Calculated and prepared based on the percentage of marriage activity service use in the "Marriage Activity Survey 2022 (Recruit Bridal Research Institute)".

# Changes in the number of arranged marriage meeting members

Affiliate Business and Directly-Managed Lounge Business each steadily increase the number of arranged marriage meeting members, topping 90,000 by 2022.



# Medium- to long-term sales growth image

## Life Design Business

[Upselling business]  
Develop business from marriage matching to the life design field after marriage

## Affiliate Business

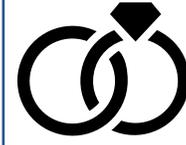
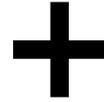
[Income Driver Business]  
Expansion of the Japan Association of Marriage Agencies by increasing the number of new members and support for existing members

## Directly-Managed Lounge Business

[Core Business]  
Aim to increase the number of married couples by improving the IBJ method and sharing know-how with member stores

## Matching Business

[Gateway Business]  
Customer referrals to the Affiliate Business and the Directly-Managed Lounge Business, which are growth drivers

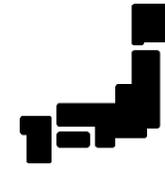


Marriage matching

M & A



Life Design

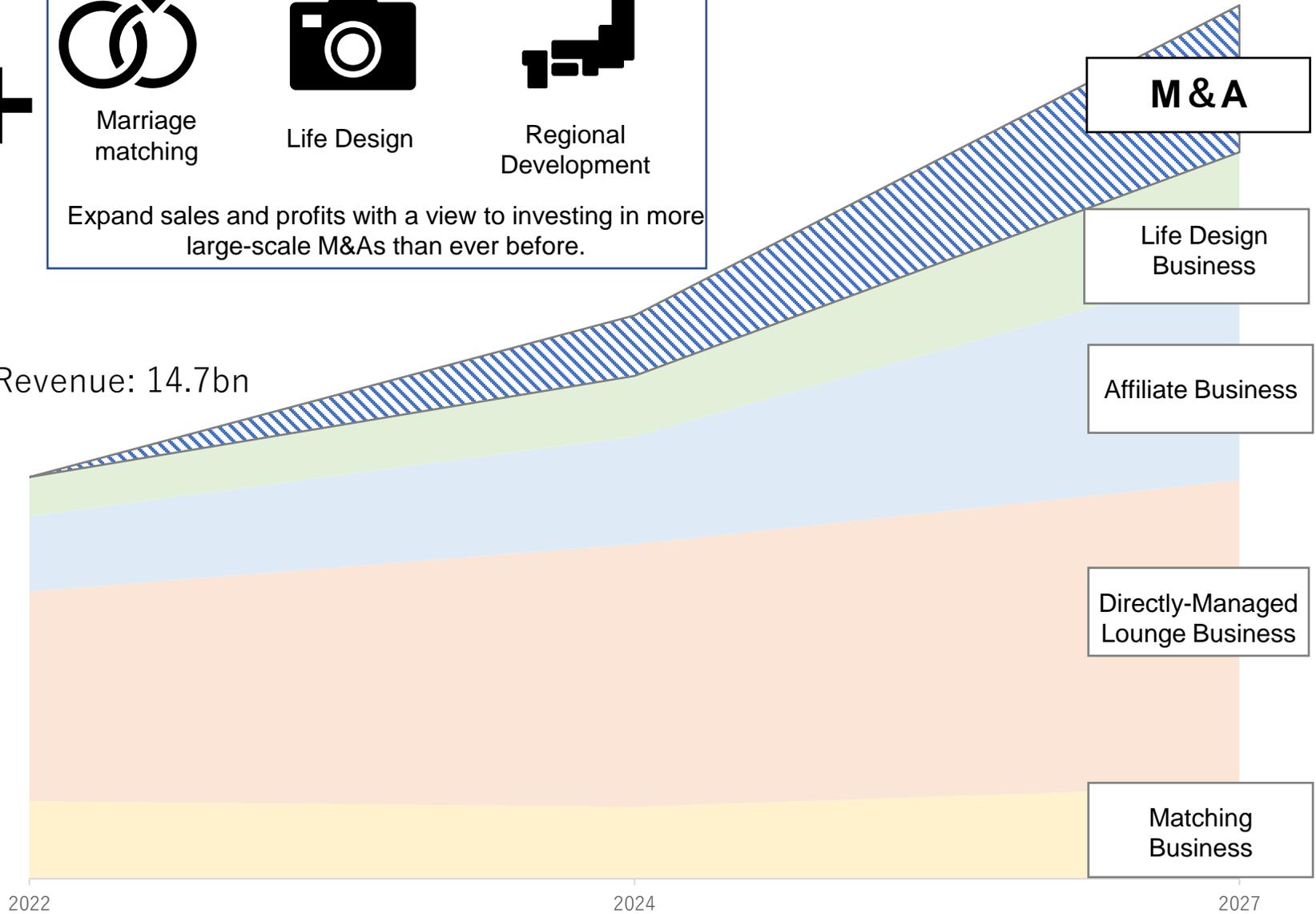


Regional Development

Expand sales and profits with a view to investing in more large-scale M&As than ever before.

Sales: 30bn +  $\alpha$

Revenue: 14.7bn



M & A

Life Design Business

Affiliate Business

Directly-Managed Lounge Business

Matching Business

# Expansion of Life Design Domain

Aiming for further business expansion in the photo studio business through M&A and business alliances

*Incorporate business areas that have synergies with marriage matching activities*

## Existing Life Design Domain

### Real estate



IBJファイナンシャル  
アドバイザー株式会社  
IBJ Financial Advisory

### Insurance



IBJライフデザインサポート  
IBJ Life Design Support

### Wedding/Engagement Hobbies and communities



ウエディング・  
**navi**



日韓最大のコミュニティを創る  
**K Village Tokyo**



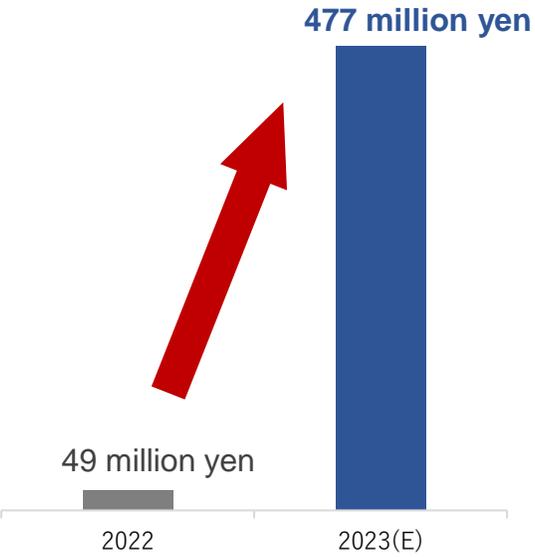
## Photo studio



**Taking photos for arranged marriage meetings and photo weddings**

- Affiliated photo studios: 38
- Group company: 1
- Business alliance: 1

### Photo studio sales





# Contents

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**Appendix**

# Corporate Branding

Strengthen IBJ's corporate branding by appointing Yosuke Asari, a talented actor who has appeared in many films, as our image character.

The concept is "There is a short way to wedding." TV commercial airing in January 2023.



## Transit advertising and station signage



▲ JR Yamanote Line, Yokosuka Line, Sobu Line Rapid Service  
\*Cumulative number of traffic advertising contacts in 2021: Approx. 300 million

▲ Osaka Station



## Broadcast on large screens for year-end and New Year's visitors



▲ Fushimi Inari-taisha shrine: 2,079,000 people  
\*Measurement period: January 1 to 3

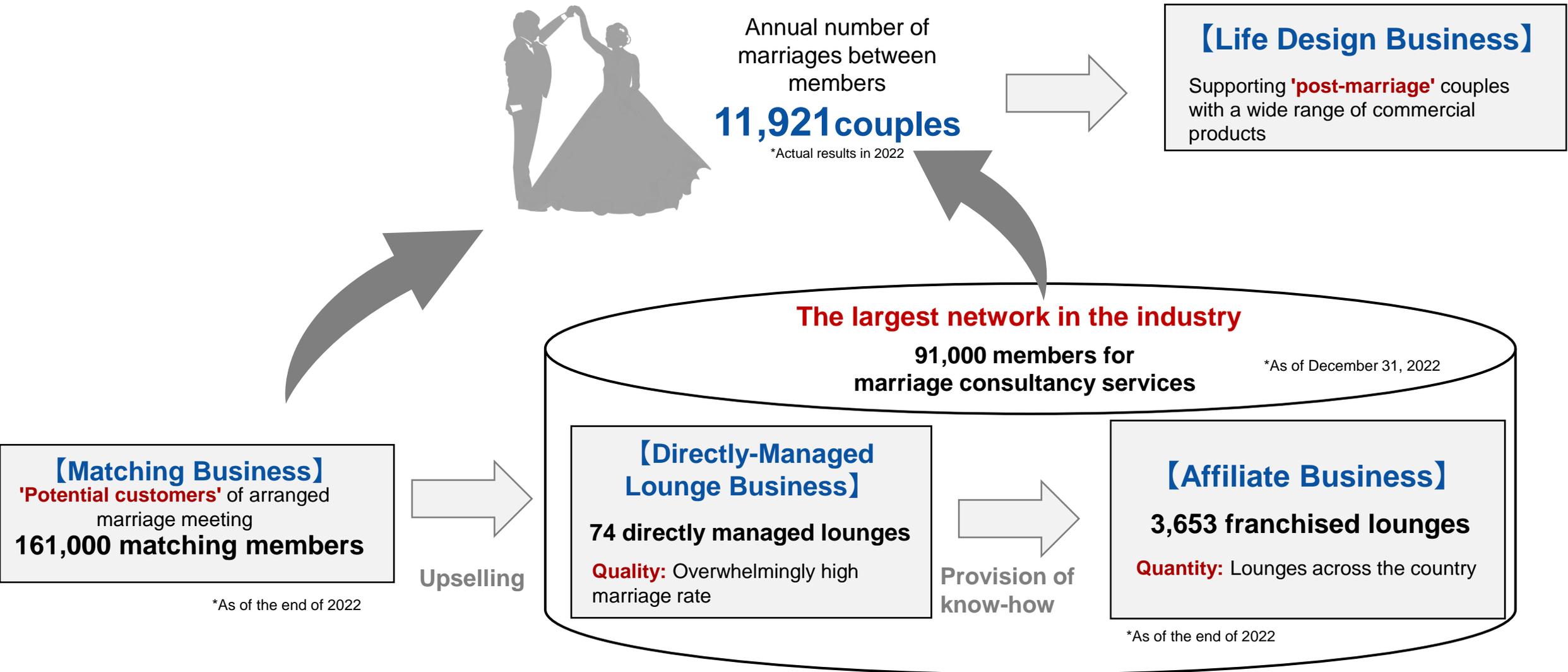
▲ Meiji Shrine: 2,840,000 people  
\*Measurement period: January 1 to 4

※1 Video Research's Survey Indicators in Traffic Advertising

※2 Estimated based on Cross Locations, Inc.'s own survey and the number of worshippers announced by the Palace in 2020.

# Our Business Model

Create married couples by utilizing the IBJ Group network and knowhow of the largest scale in the industry



\*1 "Number of arranged marriage meeting members" refers to the number of members registered at marriage matching lounges of the Japan Wedding Consulting Center Federation, IBJ Members, San Marie, and ZWEI.\*2 "Number of matching members" refers to the number of members who have a log-in history within 1 year of the number of registered members in PARTY☆PARTY, Rush + Bridal Net, and the number of paying members of youbride at the end of the fiscal year

## Digital transformation and hands-on human support differentiate us from peers



### System



### Human Support

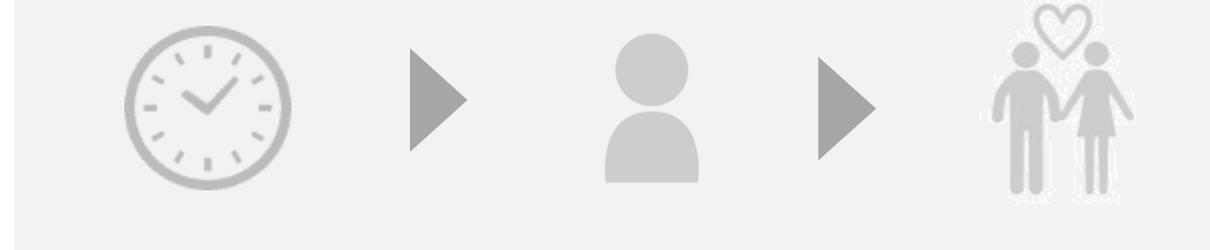
#### Our platform drives DX of the marriage matchmaking industry

- Integrated management of members' activities**
- AI-based high accuracy matching**
- Database of the largest number of members in Japan**



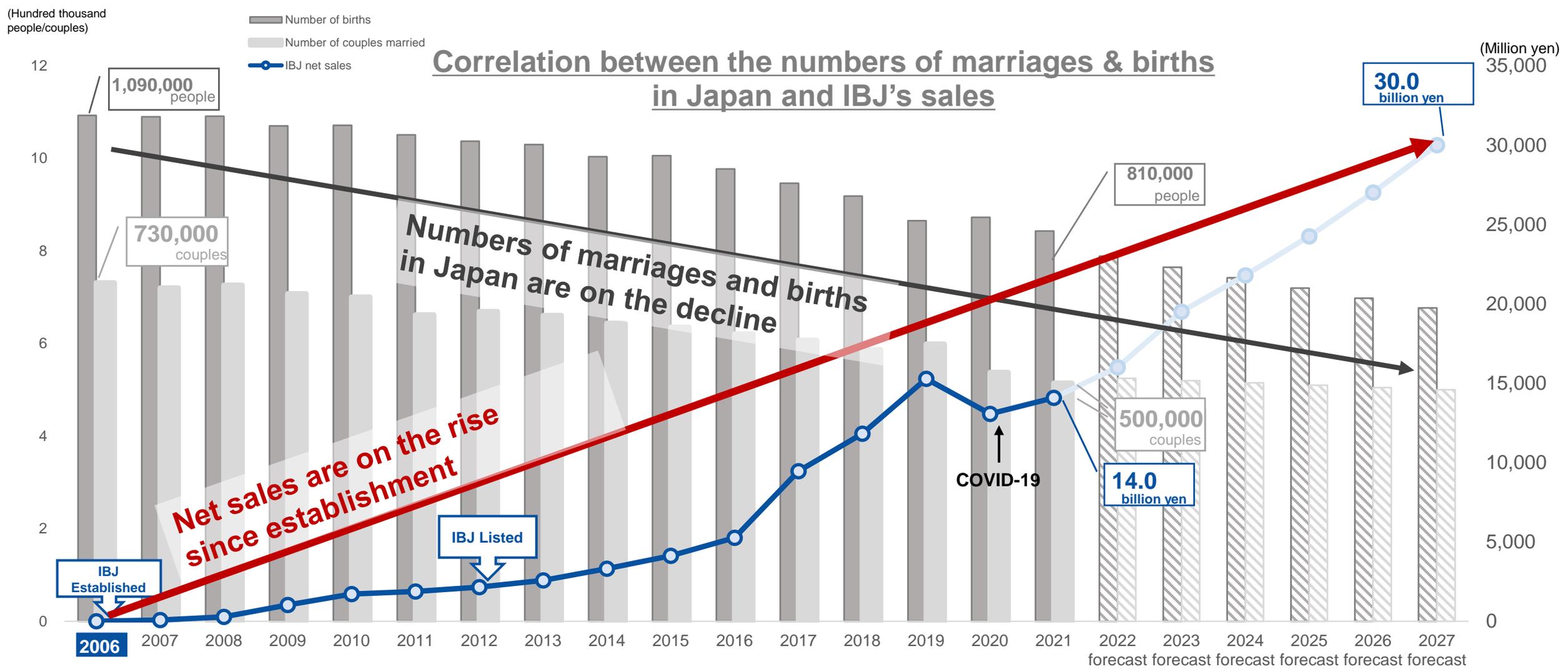
#### IBJ's method for thorough and trustworthy marriage support

- Support 1 Planning**  
(Marriage matchmaking plan)
- Support 2 Supporting arranged marriage meetings**  
(From a meeting to a relationship)
- Support 3 Supporting relationships**  
(From a relationship to marriage)



# Changes in Social Climate and IBJ's Performance

IBJ's performance is on the rise while the numbers of marriages and births in Japan are declining

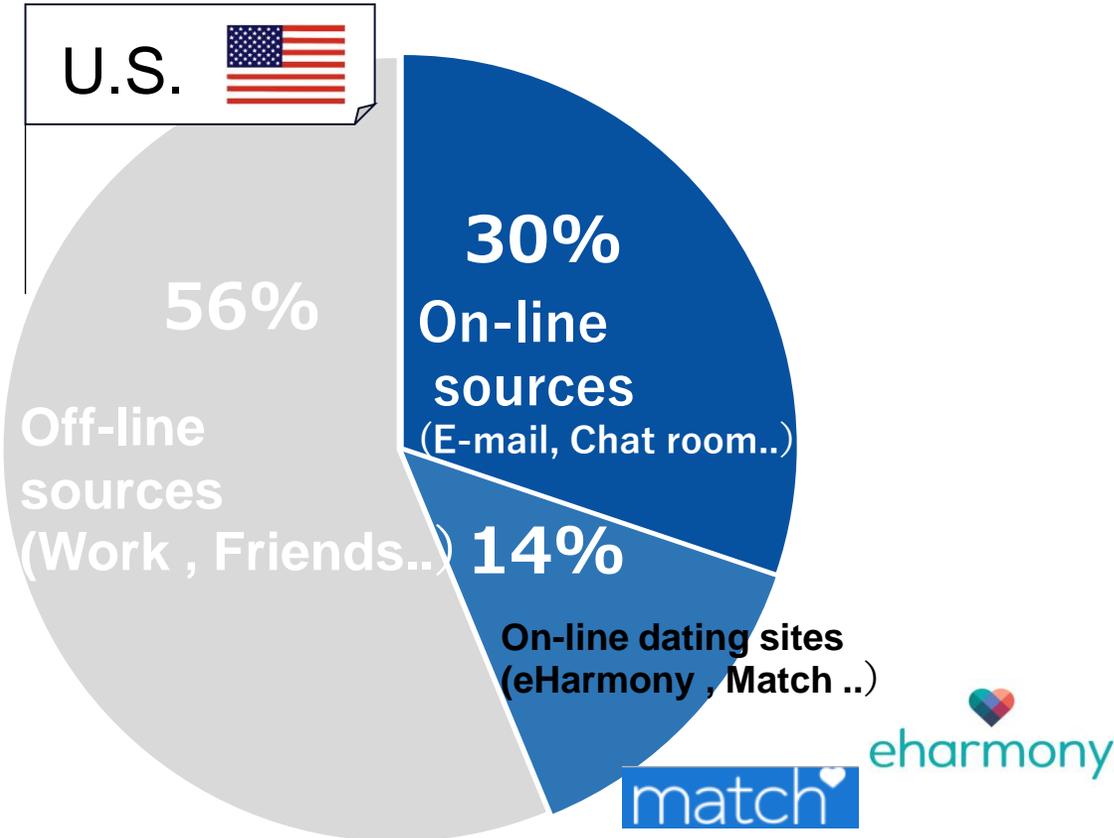


\*Source: Prepared based on "Summary of 2020 Vital Statistics (final data)" (1947-2021) and "Annual number of couples married in December 2021 (Monthly Report on Vital Statistics – Annual Total [approximate figures])" published by the Ministry of Health, Labour and Welfare (MHLW)

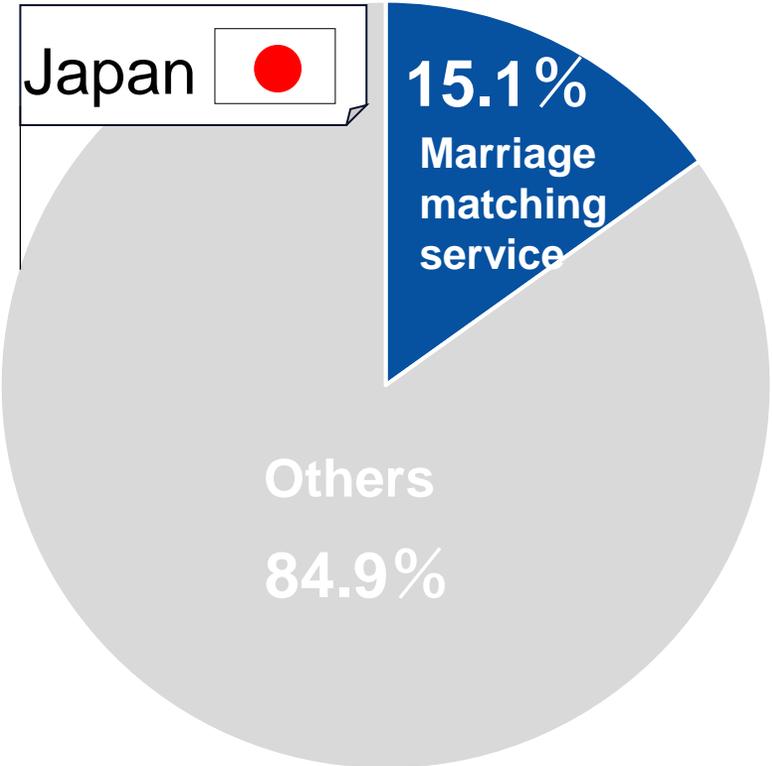
# The size of Japan's marriage matching market vs U.S

Japan' Potential for Market Growth Is about 2.9 Times Higher than U.S.

## Rate of couples married using marriage matching services in Japan and the U.S.



Target: 20,343 people who got married between 2005 and 2013  
Source: U.S. Bureau of Labor Statistics (2013)

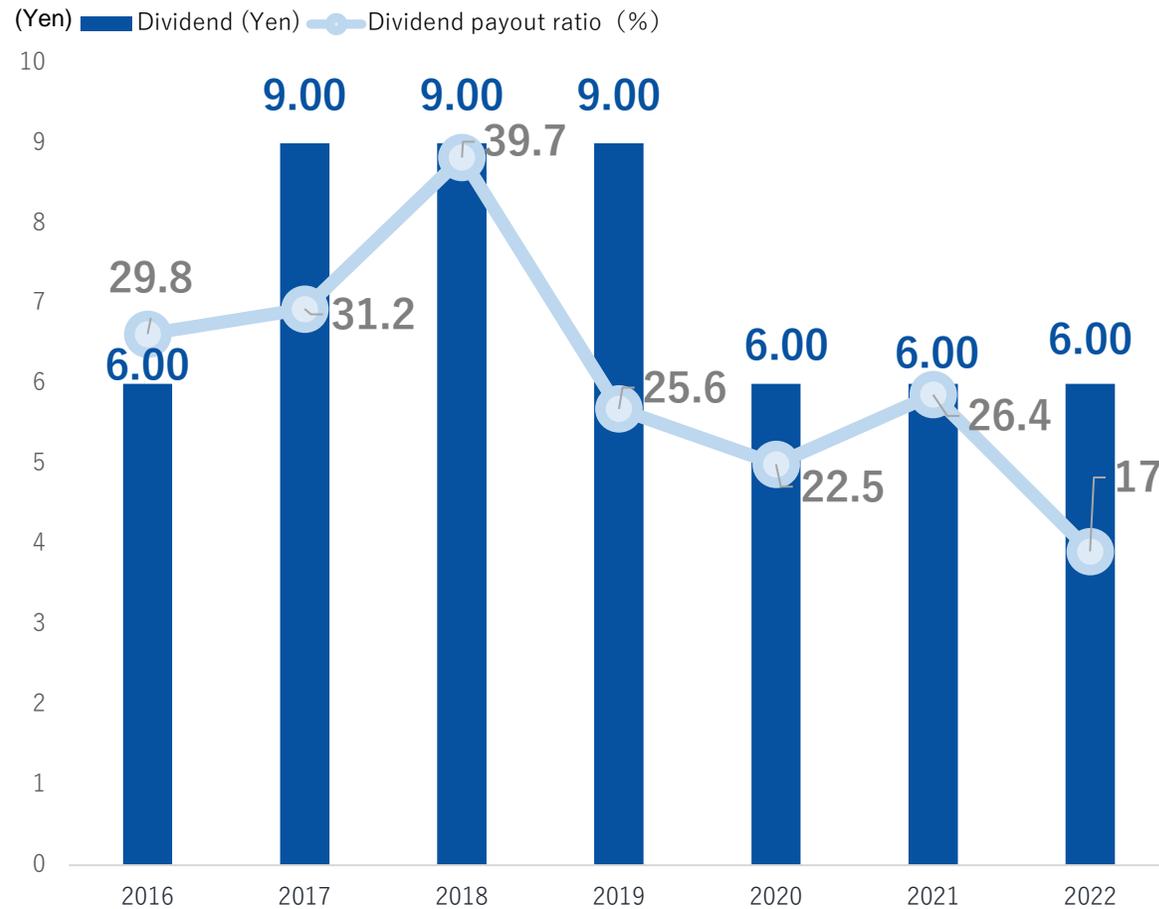


\*Target: 50,000 men and women aged 20-49 nationwide \*Marriage hunting services: marriage consulting agencies, marriage-hunting websites/apps, datinghunting websites/apps, marriage-hunting parties/events \*The percentage of the respondents who used one of marriage hunting services and were able to get married through that service \*Married persons: Both first marriage and second marriage are included, Source: 2022 Survey on Actual Conditions of Marriage Hunting (Bridal Souken by Recruit)

# Stable Shareholder Return

Maintain stable shareholder returns with a strong financial base while investing for growth

## Dividend/Payout ratio



## Transition of ROE/EPS



# Company Profile

Company name: IBJ, Inc.

Date of Establishment February 2006

Location: Shinjuku First West 12 and 17F, 1-23-7 Nishi-Shinjuku, Shinjuku-ku, Tokyo

Number of Employees: 1,019 (Dec. 2022)

## Directors:

President and Representative Director: Shigeru Ishizaka

Director and Executive Officer: Yasuyuki Yokogawa

Outside Director: Kohzoh Umezu

Outside Director: Masahide Kamachi

Full-time Auditor: Tetsushi Kawaguchi

Corporate Auditor: Nobuyuki Teramura

Corporate Auditor: Kaori Yagi

Listing Market: Tokyo Stock Exchange Prime Market (6071)



# Company History

**2006**

- IBJ Inc. is established and the Japan Association of Marriage Agencies business is launched
- Took over the BridalNet and PARTY☆PARTY businesses from the predecessor company

**2012**

- Listed on the Osaka Stock Exchange JASDAQ Market (currently the Tokyo Stock Exchange)

**2014**

- Changed to the Second Section of the Tokyo Stock Exchange

**2015**

- **Listed on the First Section of the Tokyo Stock Exchange**

**2018**

- Selected as one of "Asia's 200 Best Under A Billion" by Forbes Asia
- Established IBJ Financial Advisory Co., Ltd. to operate real estate business

**2019**

- Made Sunmarie Co., Ltd. and K Village Tokyo Co., Ltd. subsidiaries

**2020**

- Made ZWEI Co., Ltd. subsidiaries

**2022**

- **Transitioned to the Tokyo Stock Exchange Prime Market**
- Partnerships with regional financial institutions, 16th case
- 11,921 marriages created (2.3% of all marriages in Japan)

## IBJ, Inc

12<sup>th</sup> & 17<sup>th</sup> floor, Shinjuku First West 1-23-7 Nishi Shinjuku,  
Shinjuku ku, Tokyo 160-0023

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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 February 2023 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.



人と人をつなぐのは、人だと思ふ。

An Interpersonal encounter is arranged only by a human.