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Company name IBJ, Inc
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Securities code:6071 Tokyo Stock Exchange Prime Market
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IBJ Corporation (Marriage Agency Business) KPI Report for April 2025

	April 2024 (A)	April 2025 (B) (preliminary results)	Change(B)-(A)	Change(B)/(A)
Number of Marriage Agencies	4,260	4,528	+268	+6.3%
Number of IBJ Registered Members	87,874	97,749	+9,875	+11.2%
Number of IBJ Paying Members	59,249	75,056	+15,807	+26.7%
Number of New Members	4,767	6,403	+1,636	+34.3%
Number of Marriage Meetings	71,695	85,469	+13,774	+19.2%
Number of Couples (confirmation base)	1,248 (634)	1,697 (735)	+449 (+101)	+36.0% (+15.9%)

According to preliminary figures for April 2025, the number of marriage agencies increased steadily to 4,528 (+6.3% year-on-year) and the number of IBJ registered members increased to 97,749 (+11.2%), with the overall scale of the platform steadily growing.

In particular, the number of new members increased significantly to 6,403 (+34.3%), and the number of marriage meetings (+19.2%) and the number of Couples (+36.0%) remained at high levels. The increase in the number of new members has promoted membership, leading to an increase in overall business activity and profitability.

We will continue to aim for continuous business growth by improving the UX of active members and strengthening measures to support member agencies.

<Monthly KPI Trends>

(Fiscal Year Ending December 2024)	January	February	March	April	May	June	July	August	September	October	November	December
Number of Marriage Agencies	4,195	4,194	4,211	4,260	4,274	4,317	4,361	4,376	4,428	4,449	4,484	4,502
Number of IBJ Registered Members	86,450	87,144	87,297	87,874	89,620	91,318	92,825	94,022	94,763	94,614	95,736	94,167
Number of IBJ Paying Members	57,142	57,375	58,681	59,249	60,466	61,695	62,999	64,542	66,476	67,808	69,343	70,697
Number of New Members	4,616	4,418	4,605	4,767	5,607	5,906	5,577	5,767	5,817	5,693	5,812	5,720
Number of Marriage Meetings	65,225	68,393	72,088	71,695	73,753	74,709	75,082	76,872	78,127	79,332	78,724	73,970
Number of Couples (confirmation base)	1,288 (627)	1,237 (580)	1,316 (627)	1,248 (634)	1,315 (635)	1,231 (596)	1,396 (726)	1,368 (634)	1,447 (672)	1,480 (692)	1,317 (651)	1,755 (839)

(Fiscal Year Ending December 2025)	January	February	March	April	May	June	July	August	September	October	November	December
Number of Marriage Agencies	4,523	4,520	4,541	4,528								
Number of IBJ Registered Members	94,275	95,586	96,449	97,749								
Number of IBJ Paying Members	70,959	72,126	74,088	75,056								
Number of New Members	6,062	5,992	6,242	6,403								
Number of Marriage Meetings	77,141	79,323	87,150	85,469								
Number of Couples (confirmation base)	1,637 (741)	1,561 (726)	1,763 (780)	1,697 (735)								

2025 compared to last year	January	February	March	April	May	June	July	August	September	October	November	December
Number of Marriage Agencies	+ 7.8%	+ 7.8%	+7.8%	+6.3%								
Number of IBJ Registered Members	+ 9.1%	+ 9.7%	+10.5%	+11.2%								
Number of IBJ Paying Members	+ 24.2%	+ 25.7%	+26.3%	+26.7%								
Number of New Members	+ 31.3%	+ 35.6%	+35.5%	+34.3%								
Number of Marriage Meetings	+ 18.3%	+ 16.0%	+20.9%	+19.2%								
Number of Couples (confirmation base)	+ 27.1% + 18.2%	+ 26.2% + 25.2%	+ 34.0% + 24.4%	+ 36.0% + 15.9%								

※Monthly data are preliminary figures and may differ from those at the time of financial results announcement

※The number of IBJ registered members includes those registered on the IBJ platform from both franchise and company-owned stores. The number of IBJ paying members refers to those from whom IBJ earns revenue through system usage fees from franchise stores.

※The number of new members and matchmaking meetings includes the total of members active on the IBJ platform and independent members of the direct group brands ZWEI and Sunmarie.

※The number of marriages includes the total of confirmed marriages within the IBJ platform and between Sunmarie independent members, as well as the total of engagement proposals from marriages within the IBJ platform, through other services or friend introductions, and between ZWEI independent members, with all figures rounded down to the nearest whole number.

※Starting with the February monthly disclosure, the “number of new members” and “number of successful marriages and withdrawals” will include the figures for independent members of ZWEI and Sunmarie (non-users of the IBJ platform), and will be adjusted to the figures disclosed in the financial results report. (All historical figures on the next page are calculated retroactively.)