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## IBJ Corporation (Marriage Agency Business) KPI Report for January 2026

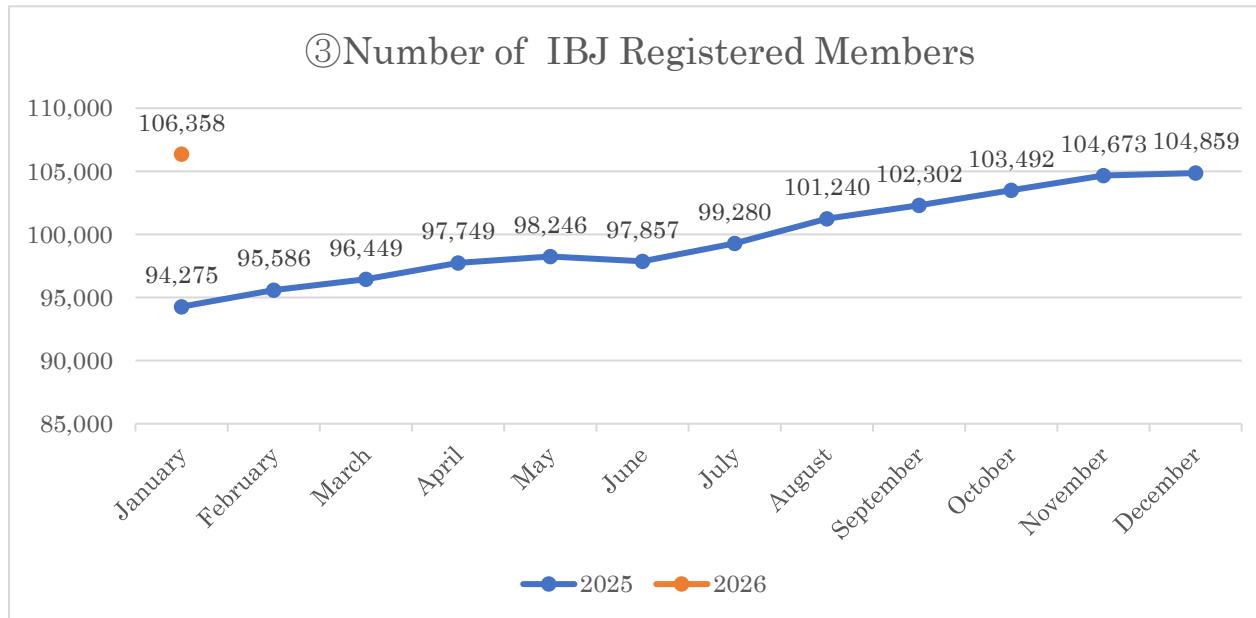
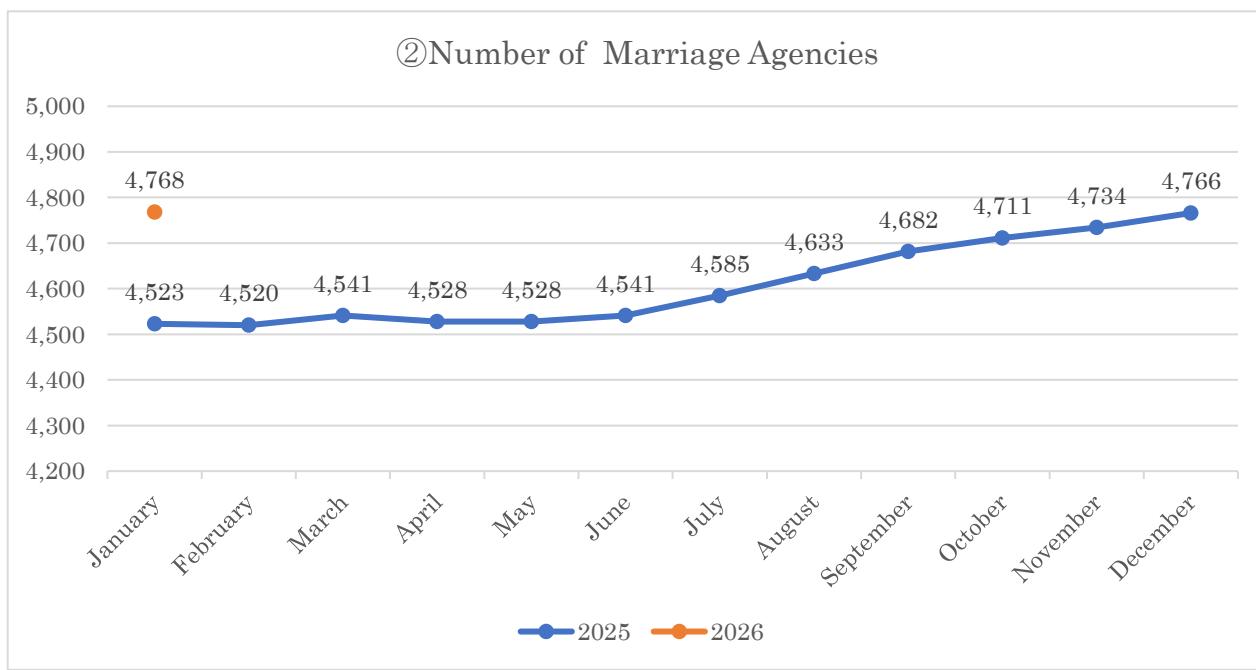
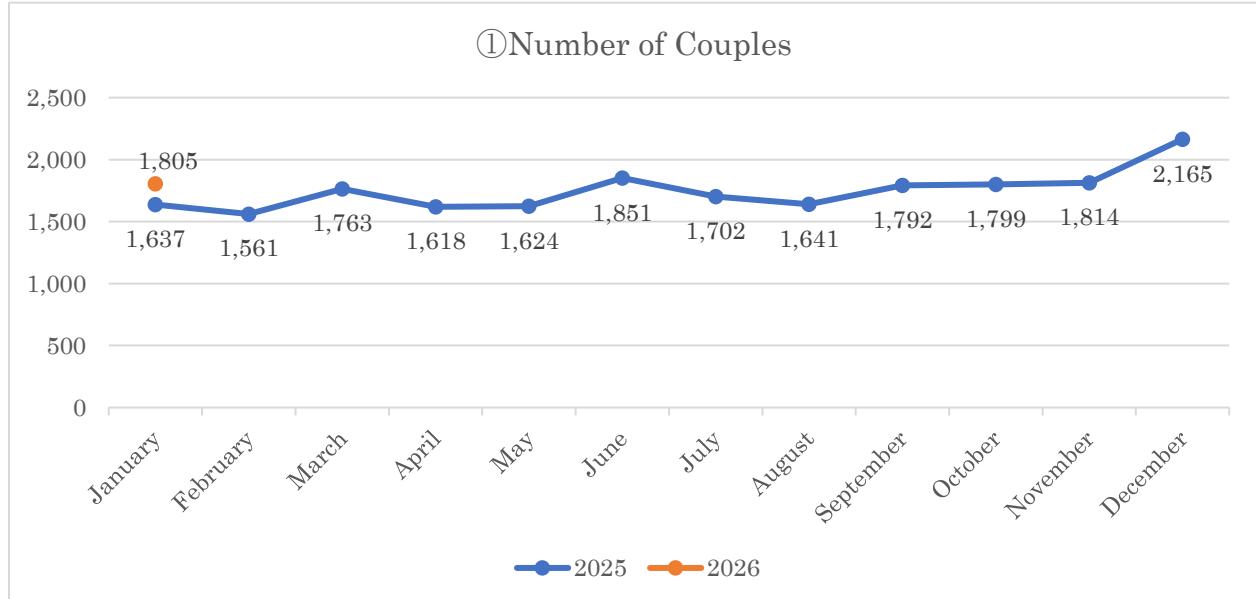
	January 2025 (A)	January 2026 (B) (preliminary)	Change(B)-(A)	Change(B)/(A)
①Number of Couples (confirmation base)	1,637 742	1,805 888	+168 +146	+ 10.3% + 19.7%
②Number of Marriage Agencies	4,523	4,768	+245	+ 5.4%
③Number of IBJ Registered Members ( Number of IBJ Paying Members)	94,275 70,959	106,358 99,325	+12,083 +28,366	+ 12.8% +40.0%
④Number of New Members	6,062	7,115	+1,053	+17.4%
⑤Number of Marriage Meetings	77,141	89,103	+11,962	+15.5%

According to the preliminary figures for January 2026, the Number of IBJ Registered Members reached a record high of 106,358, an increase of 12.8% year-on-year.

In addition, the Number of IBJ Paying Members reached 99,325 (+40.0% year-on-year), and the Number of Marriage Meetings continued to show steady progress. This virtuous cycle of increasing members and meetings contributed to the growth in the Number of Couples, which totaled 1,805 (+10.3% year-on-year), with 888 on a confirmation base.

With the expansion of both registered and paying member bases, all major KPIs exceeded the levels of the same month last year. Going forward, we aim to achieve sustainable growth by maximizing marriage opportunities and improving profitability through the expansion of our member base and the enhancement of service value.

## <Monthly KPI Trends>



※ 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 number of marriage meetings include the total of members active on the IBJ platform and independent members of the direct group brands ZWEI and Sunmarie.

※ The "Number of Couples" is the total of the confirmation base and the engagement proposal base.

※ The confirmation base refers to the total number of marriages within the IBJ platform, marriages between Sunmarie independent members, and marriages between ZWEI independent members (rounded down to the nearest whole number).

※ The engagement proposal base refers to the total number of marriages of IBJ platform members resulting from other services or friend introductions, and marriages of ZWEI independent members (specifically those where both members are unconfirmed, or marriages resulting from other services or friend introductions).

※ Starting with the February 2025 monthly disclosure, the "Number of New Members" and "Number of Marriage Meetings" include figures for independent members of ZWEI and Sunmarie (non-users of the IBJ platform) and have been calculated retroactively to align with the figures disclosed in the financial results report.

※ The unit revenue per IBJ paying member is ¥ 750, while inactive members are accounted for at ¥ 100 per member under the Marriage Agency Business.

※ The difference between the number of IBJ registered members and the number of IBJ paying members represents those who have registered in the database but have not yet started activities due to preparation periods or other reasons.