LINKBAL

Presentation materials for the Three months Ended March 31, 2026

LINKBAL INC.

Stock Code：6046

May 11, 2026

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- The plans, outlooks, strategies, and other descriptions related to the future contained in this document are based on certain assumptions that we consider reasonable and information available to us at the time of creating this document. However, there are various risks and uncertainties inherent in these statements.

- Actual performance, among other things, may differ significantly from the statements in this document due to changes in the business environment.

- In addition, the information related to our company contained in this document is sourced from publicly available information and other sources, and we do not guarantee the accuracy of such information.

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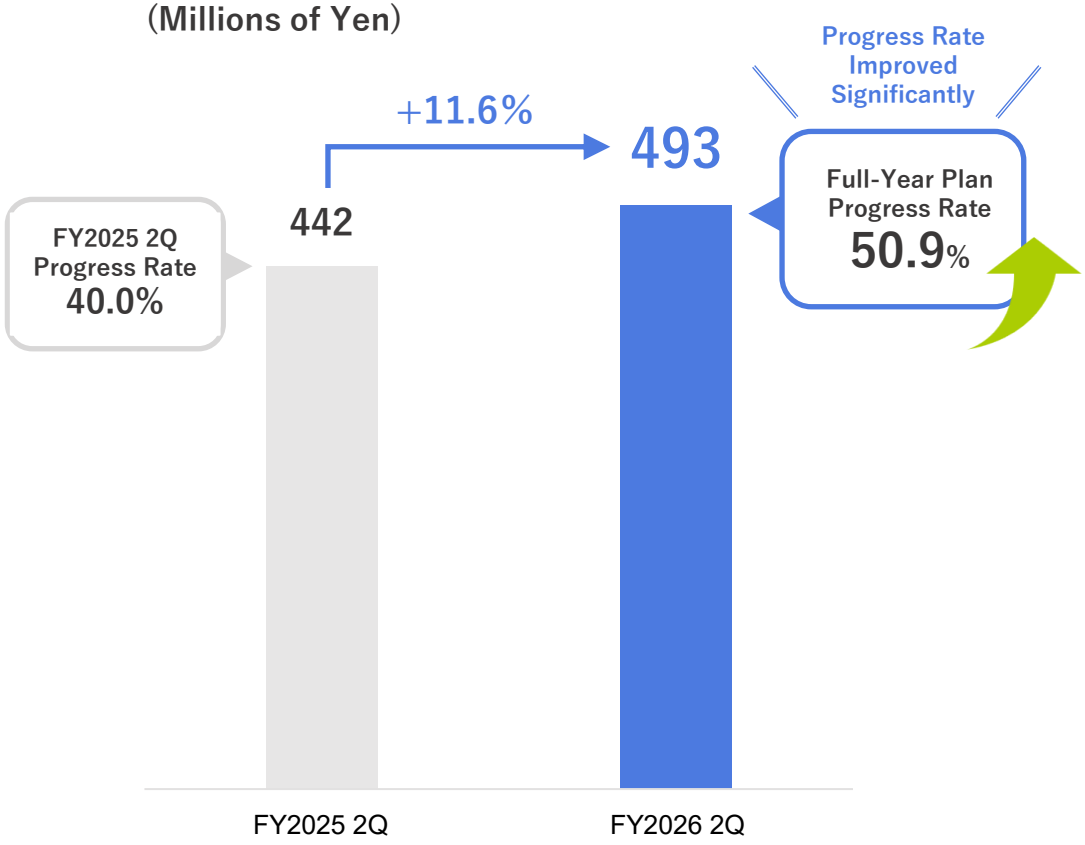
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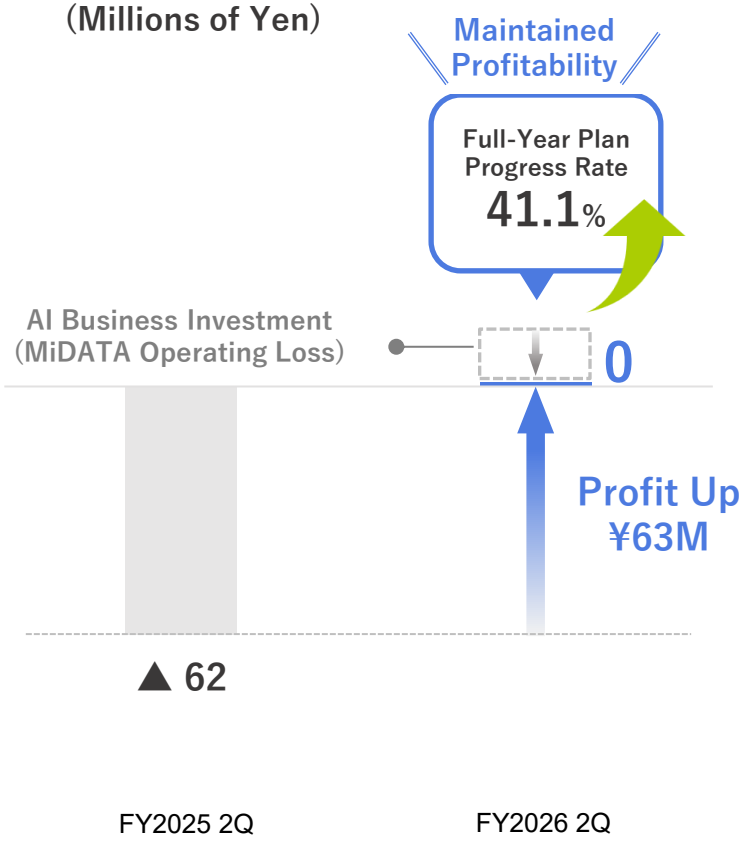
Executive Summary for the Second Quarter of the Fiscal Year Ending September 2026 (Consolidated)

Net sales and operating profit both progressed steadily. Revenue expanded in both the Matching and AI services, with the second-quarter sales progress rate exceeding 50%.
The Company maintained profitability while absorbing expenses related to the implementation of shareholder benefits, the market reclassification, and investments for the expansion of AI-related businesses.

Consolidated Net Sales (Millions of Yen)



Consolidated Operating Profit (Millions of Yen)



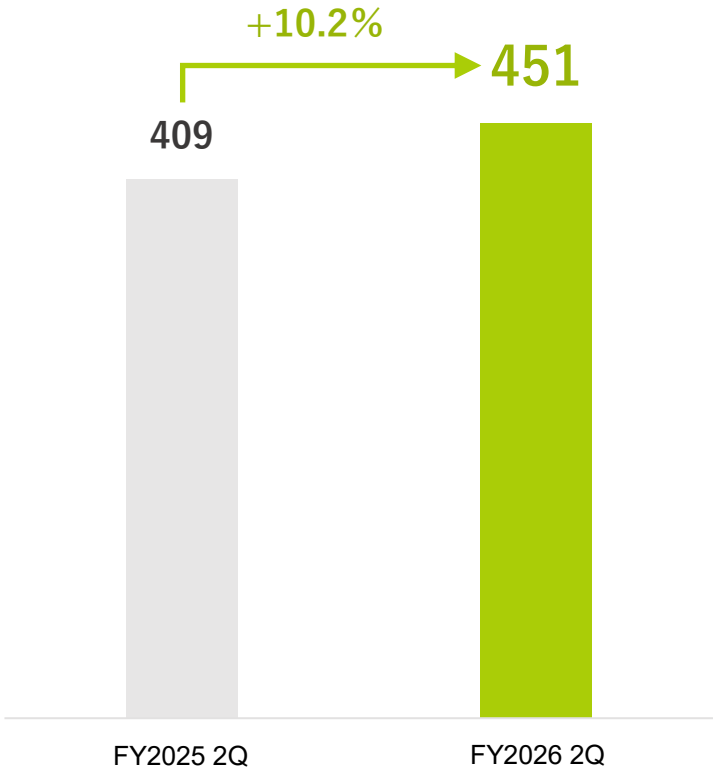
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Executive Summary for the Second Quarter of the Fiscal Year Ending September 2026 (Non-Consolidated)

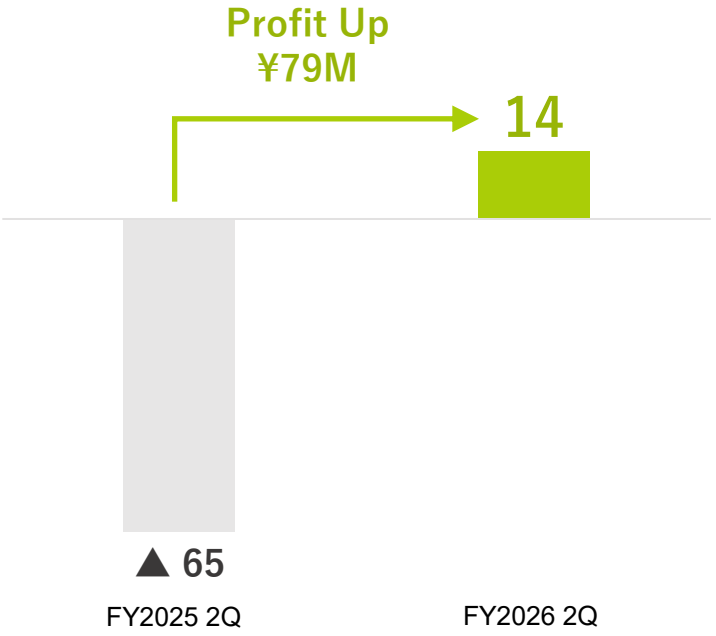
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Steady sales growth established a profit base for achieving profitability on a non-consolidated basis.

● Non-Consolidated Net Sales (Millions of Yen)



● Non-Consolidated Operating Profit (Millions of Yen)



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FY2026 2Q Financial Overview

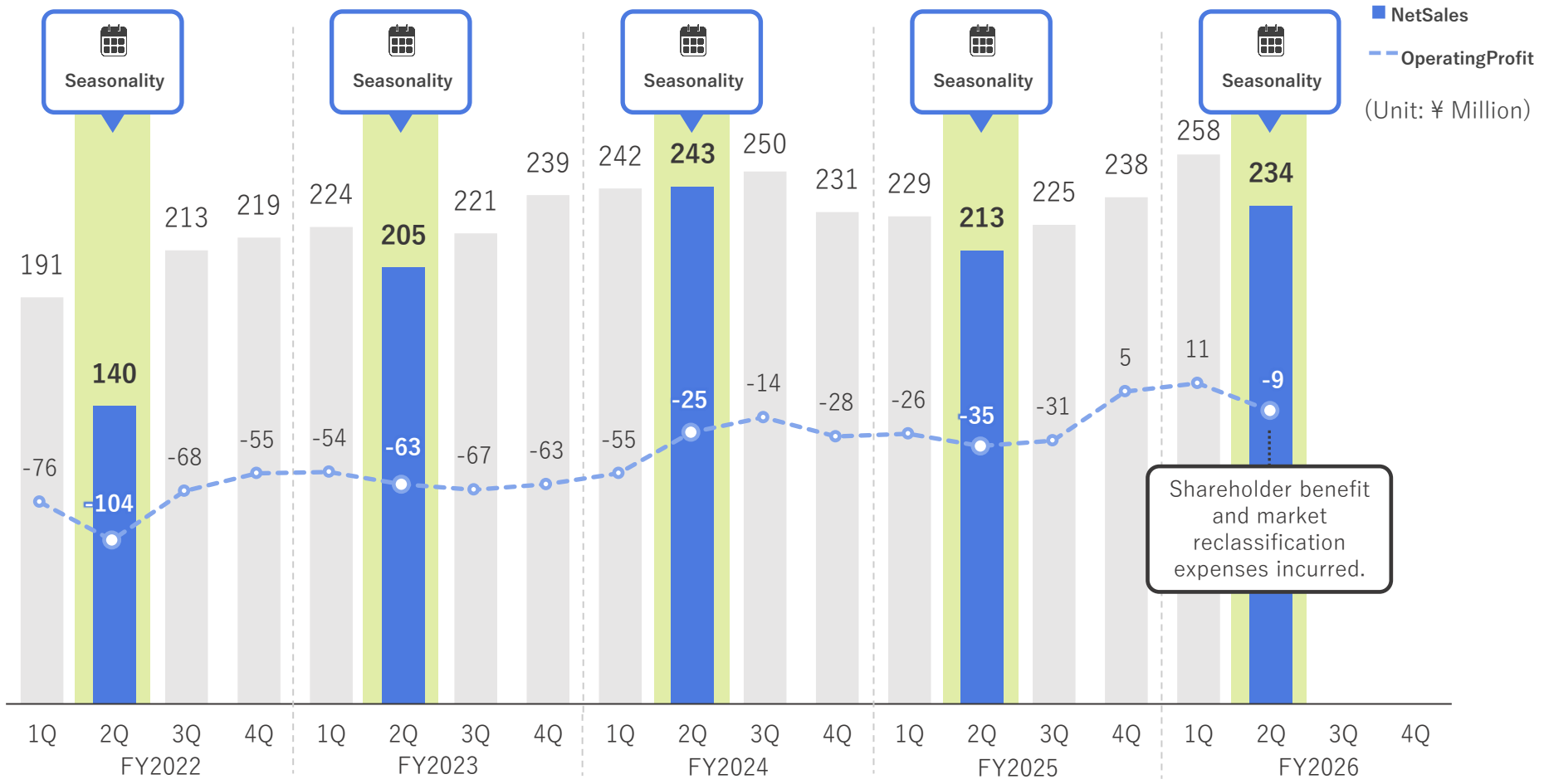
Net sales rose 11.6%. While business remained solid, profits stayed at a break-even level due to continued AI investments.

- Strong growth in new customers for large-scale matching events drove double-digit sales growth YoY.
- Expenses related to shareholder benefits and market reclassification were incurred.

(Unit: ¥ Million)	FY2025 2Q		FY2026 2Q		YOY		Vs. Plan	
	Actual	Sales Ratio	Actual	Sales Ratio	Change	% Change	Full-Year Plan	Progress Rate
Net Sales	**442**	**-**	**493**	**-**	**+51**	**+11.6%**	**971**	**50.9%**
Cost of Sales	101	23.0%	123	25.1%	+21	+21.5%	-	-
Gross Profit	340	77.0%	370	74.9%	+29	8.7%	-	-
SG&A Expenses	403	91.2%	369	74.8%	▲34	▲8.5%	-	-
Operating Profit	**▲62**	**-**	**0**	**0.2%**	**+63**	**-**	**2**	**41.1%**
Ordinary Profit	▲62	-	2	0.5%	+65	-	2	120.7%
Net Profit attributable to interim period	▲64	-	1	0.4%	+66	-	1	106.7%

FY2026 Quarterly Net Sales & Operating Profit Trends

The matching service business has seasonal fluctuations driven by holidays and long vacation periods. As a result, sales temporarily soften in 2Q, while stronger growth is typically seen in 3Q and 4Q.



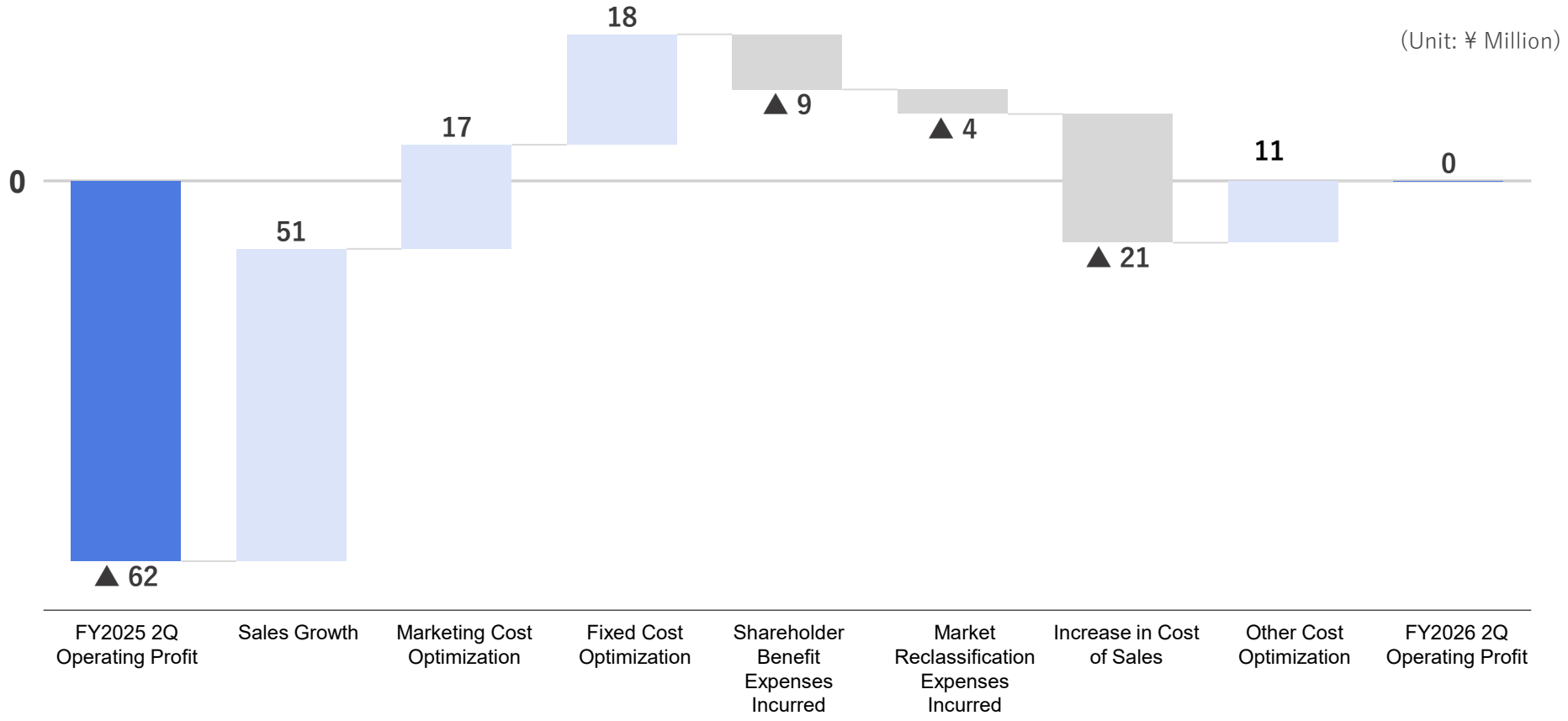
※2024年4Q：Googleのアルゴリズムアップデートの影響による

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FY2026 2Q Operating Profit Bridge (YTD)

Operating Profit Increased by ¥63M YoY

- Successful new events drove a ¥51M YoY increase in sales.
- Despite higher costs, shareholder benefit expenses, and market reclassification costs, higher sales supported profitability.



Service categories reorganized from FY2026 in line with AI business expansion.

The Group aims to expand long-term revenue opportunities by sustaining growth in its core matching services while broadening its solutions business leveraging AI-centric technologies.In line with this strategy, and to more appropriately reflect the Group's business activities and value proposition, we have reclassified our service segments from the first quarter of the current fiscal year.

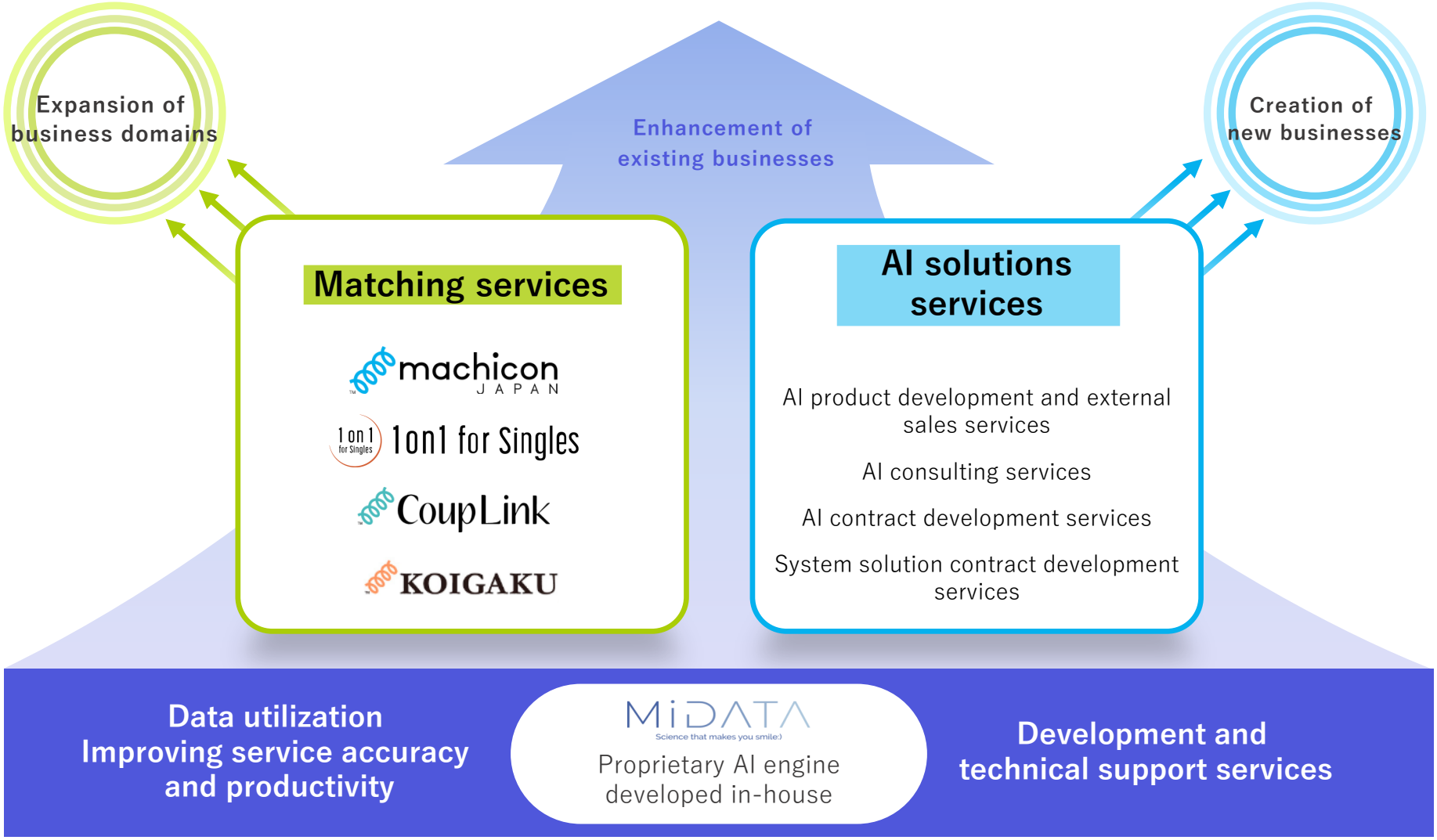
FY2025	
Event EC operations services	● machicon JAPAN ● 1on1 for Singles
Website operation services	● CoupLink ● Koigaku ● AI consulting services ● AI contract development services ● AI product development and external sales services

FY2026	
Matching services	● machison JAPAN ● 1on1 for Singles ● CoupLink ● Koigaku
AI solutions services	● AI product development and external sales services ● AI consulting services ● AI contract development services ● System solution contract development services

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Business operations of Linkbal

AI-advanced matching services and new business opportunities created through AI.

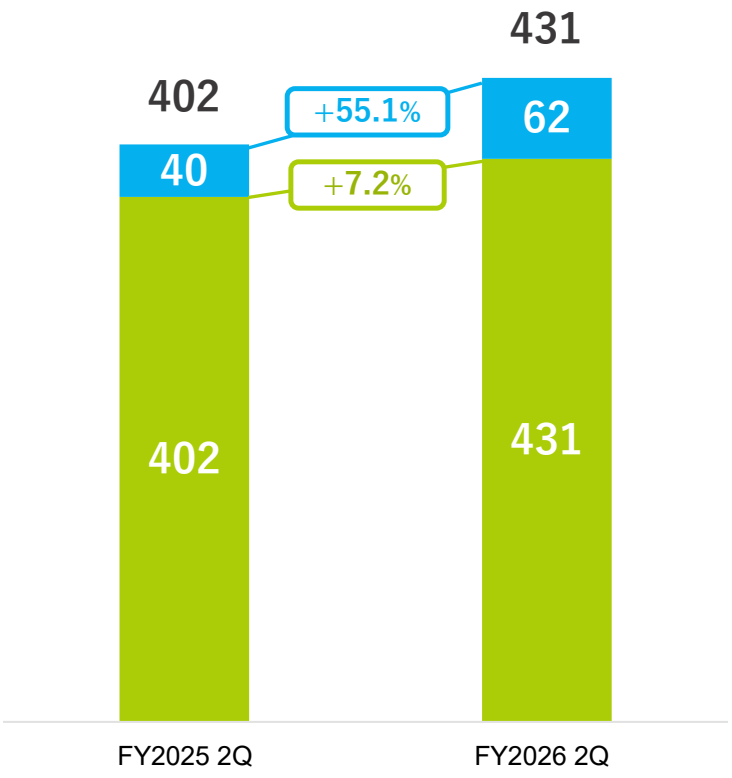


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Overview of revenue by service segment for the second quarter of the fiscal year ending September 2026.

Both service segments recorded revenue growth. The AI services segment showed particularly strong growth, with its revenue composition ratio expanding to approximately 13%.

(Unit: ¥ Million)



AI solutions services

Composition ratio 12.7% (YOY+3.5pt)

Leveraging data utilization expertise and development capabilities cultivated in the matching business, the Group promotes the provision of AI-centric solutions. Through development and technical support tailored to customer needs, we are steadily expanding revenue opportunities.

Matching services

Composition ratio 87.3% (YOY▲3.5pt)

Promoting a spiral growth strategy centered on machicon JAPAN, the Group is expanding the number of in-house planned events, achieving both new customer acquisition and improved customer satisfaction.Enhanced safety and operational efficiency enabled by AI underpin this spiral strategy. By strengthening fraud prevention and improving operational efficiency, the Group realizes a secure and reliable user environment while enhancing profitability, thereby contributing to overall performance growth of the Group.

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Overview of the balance sheet for the second quarter of the fiscal year ending September 2026.

At the end of the current consolidated period, cash and cash equivalents amounted to ¥931 million.
The equity ratio remained at over 70%, maintaining strong financial soundness.

(Unit: ¥ Million)

			FY2025	FY2026 2Q	Change
Total assets	Current assets		1,077	**1,092**	+14
		Cash and deposits	914	**931**	+17
	Non-current assets		43	**44**	+1
			1,120	**1,136**	+15
Total liabilities	Current liabilities		174	**196**	+22
	Non-current liabilities		136	**123**	▲12
			310	**320**	+9
Total net assets			810	**816**	+5
Total liabilities and net assets			1,120	**1,136**	+15
Equity ratio			72.3%	**71.8%**	▲0.4%

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Full-year earnings forecast for the fiscal year ending September 2026.

Achieving full-year profitability through revenue expansion and optimization of the cost structure.

- Growth will be driven by strengthening in-house events within the matching services and accelerating industry–government–academia collaboration in AI solutions services.
- The Group will maintain the cost structure achieved through the phased review and efficiency improvements of fixed costs, while flexibly considering increased investment in services.

(Unit: ¥ Million)	FY2025	FY2026	YOY	
			Change	% Change
Net Sales	**906**	**971**	**+64**	**+7.2%**
Operating Profit	**▲89**	**2**	**+91**	**-**
Ordinary Profit	**▲83**	**2**	**+85**	**-**
Net income attributable to owners of the parent	**▲197**	**1**	**+199**	**-**

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Shareholder Benefit Program

A shareholder benefit program will be introduced effective from the interim record date for the fiscal year ending September 2026.

To express our appreciation to our shareholders and to enhance the medium- to long-term attractiveness of our stock, we are introducing a shareholder benefit program.

We will provide a total of **¥10,000 in Digital Gift®** per year.

Interim shareholder benefit

31.Mar
Record date

Continuous holding of 1,000 shares (10 trading units) or more for at least six months.

¥5,000 in Digital Gift®

Year-end shareholder benefit

30.Sep
Record date

Continuous holding of 1,000 shares (10 trading units) or more for at least six months.

¥5,000 in Digital Gift®

Note: For the initial record date (the interim record date for the fiscal year ending September 2026), the holding period requirement will not apply.

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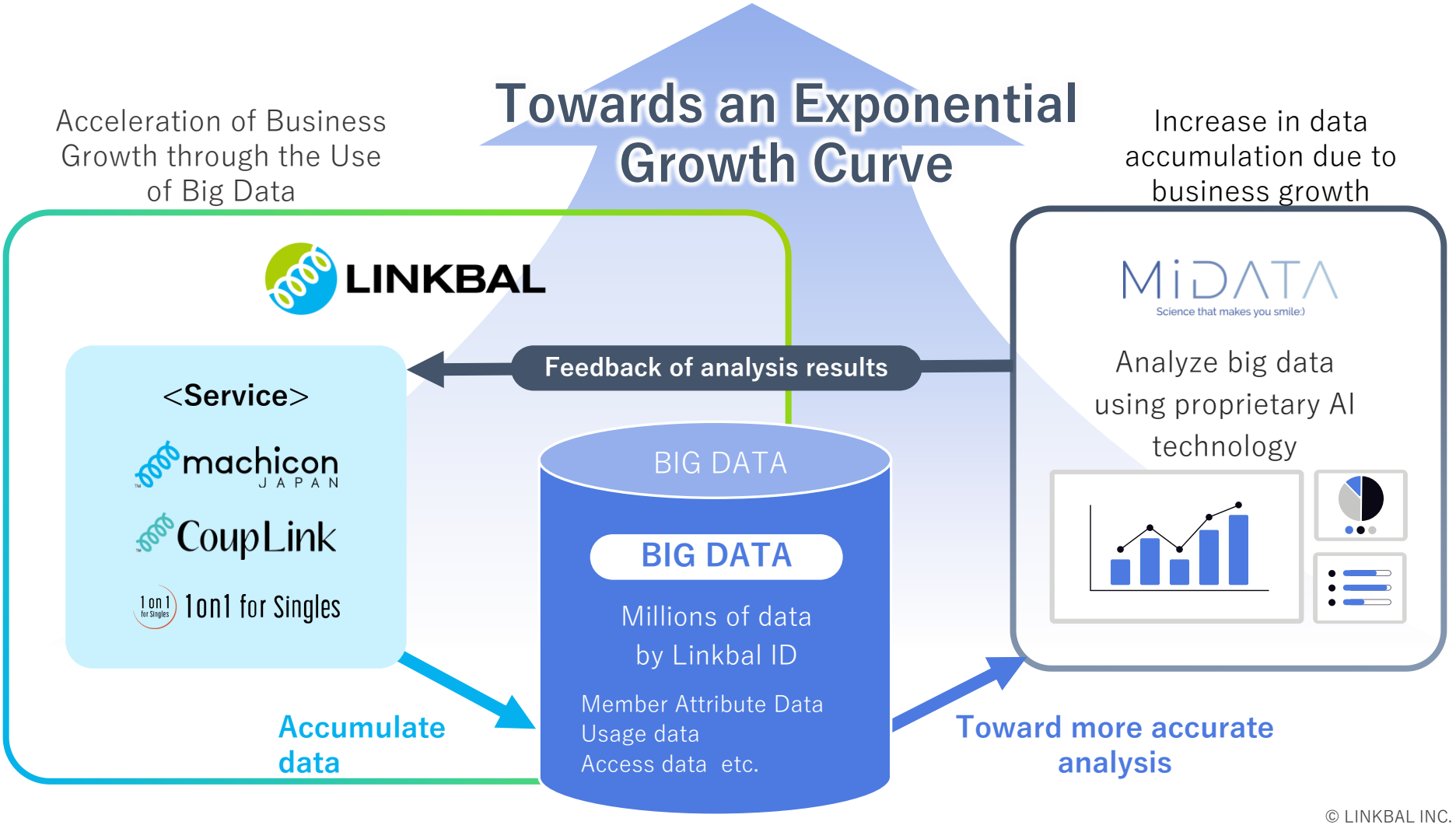
5 **Growth Strategy**

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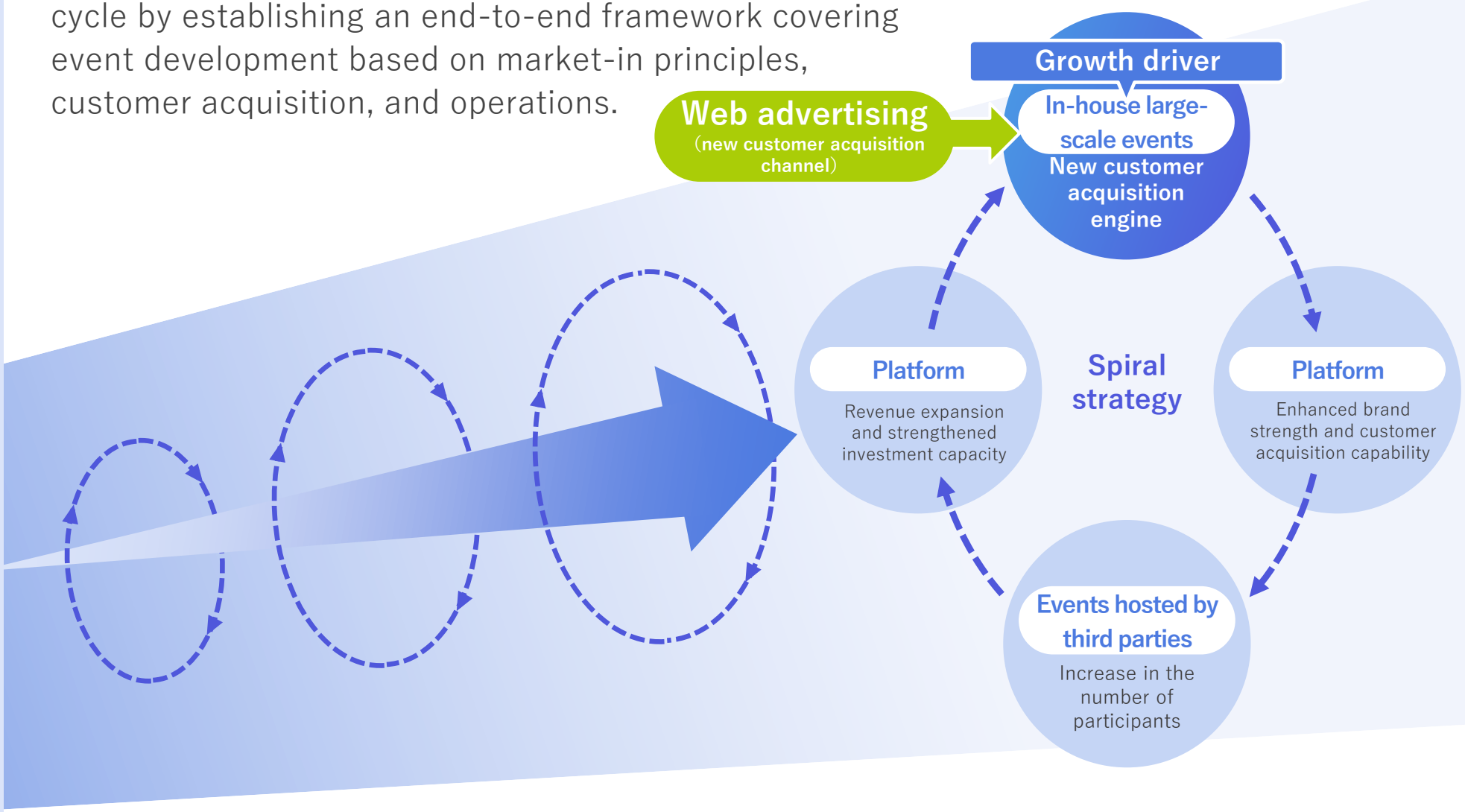
Business Model

The Group expands the business foundation of its core matching business by leveraging advanced AI technologies.By utilizing big data, it creates new, discontinuous business domains.



Growth Strategy ①: Re-acceleration of growth through a new spiral strategy centered on machicon JAPAN.

Aiming to enhance value through a continuous positive cycle by establishing an end-to-end framework covering event development based on market-in principles, customer acquisition, and operations.



Growth Strategy ①: Track record of in-house large-scale events.

Successful execution of in-house large-scale events with over 1,000 participants.

We have successfully held multiple in-house large-scale events with approximately 1,000 participants each, all of which were fully sold out, achieving strong customer acquisition.Through the accumulation of expertise in event planning, customer acquisition, and operations, we have established a framework capable of continuously creating new and attractive content.Going forward, we will accelerate overall platform growth by using large-scale events as a starting point to acquire new customers and strengthen service integration.

Track record



A “Night Aquarium” where up to 1,000 participants meet.A full aquarium after dark becomes a stage for encounters – “Eno Koi Night.”



A “Night Aquarium” where up to 1,100 participants meet.A full aquarium after dark becomes a stage for encounters – “Sea Para Night.”

Growth Strategy ②: Strengthen growth investments in the AI domain and aim to expand market share in a rapidly growing market.

The Group positions expansion of market share in the AI domain as its highest strategic priority and aims to establish a leading position in the AI market by leveraging its AI implementation and development capabilities.

- ✓ Accelerating growth through collaboration with advanced AI companies, local governments, and research institutions.
- ✓ Aiming to expand market share through strong implementation capabilities and speed, while establishing the AI business as a core earnings pillar.

Local governments
Advanced AI companies
AI utilization partners

- Okinawa Prefecture
- THE DAIDO FIRE AND MARINE INSURANCE CO., LTD.
- Okinawa Software Center Co., Ltd.

Alliance Partnership

Linkbal Group

- LINKBAL Technical and Development Capabilities
- MiDATA Science that makes you smile:) AI and Data Analytics Technologies

Industry Academia Collaboration

Leading Universities & Research Institutions

- The University of Tokyo Market Design Center
- UNIVERSITY OF THE RYUKYUS

Growth Strategy ②: Case Study | AI-driven DX support for Daido Fire and Marine Insurance, a core company in Okinawa Prefecture

Providing end-to-end support for AI utilization, from strategy planning to implementation and operational integration.Promoting a new model that simultaneously addresses regional challenges and revitalizes local industries.

Supporting the DX of community-based financial institutions through hands-on AI implementation support.

MiDATA has been selected as the AI-driven DX support partner for the “15th Medium-Term Management Plan” of Daido Fire and Marine Insurance, a leading non-life insurance company in Okinawa Prefecture, and has launched the project.Under the company’s management vision of “Returning to Our Roots, Creating New Value,” MiDATA will support operational transformation centered on AI and data utilization.

■ Implementation areas

- ✓ Development of a data utilization infrastructure (DWH / data mart development)
- ✓ Operational efficiency improvement through generative AI utilization (chatbot development and guideline formulation)
- ✓ AI talent development and internal adoption support

■MiDATA and OSC enter into a business alliance— Advancing an AI solutions strategy connecting Okinawa and Tokyo —
https://prtimes.jp/main/html/rd/p/000000015.000139343.html

Growth Strategy ②: Case Study | Strategic alliance partnerships.

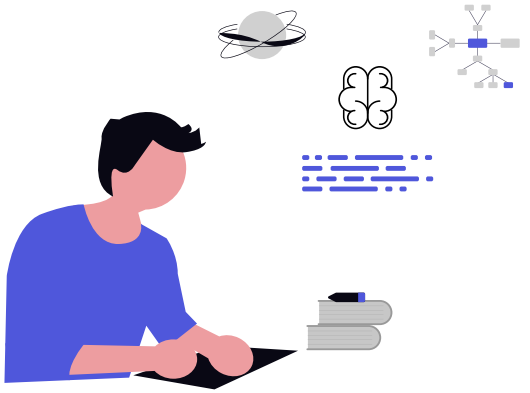
Leveraging AI implementation capabilities to promote a new model that simultaneously addresses regional challenges and revitalizes local industries.

Establishment of an Okinawa base and promotion of regional problem-solving through AI implementation.

MiDATA operates under the vision of “a world where everyone can benefit from the convenience of AI,” supporting the resolution of regional and corporate challenges through the practical implementation of AI.In May 2025, MiDATA established a new base in Naha to further strengthen AI talent development and technical support for regional industries.In addition, through a business alliance with Okinawa Software Center (OSC), MiDATA has established a framework for developing and implementing AI solutions across both Tokyo and Okinawa bases.

■MiDATA and OSC enter into a business alliance
— Advancing an AI solutions strategy connecting Okinawa and Tokyo —
https://prtimes.jp/main/html/rd/p/000000011.000139343.html

■MiDATA establishes a new base in Okinawa Prefecture
to accelerate and strengthen AI initiatives in the region.
https://prtimes.jp/main/html/rd/p/000000007.000139343.html



Growth Strategy ②: Advancing AI implementation research through industry–academia collaboration.

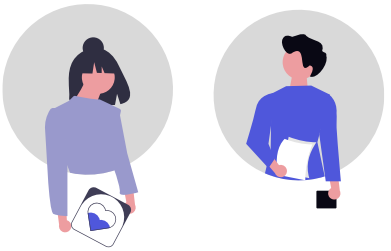
MiDATA
Science that makes you smile:)

Promoting industry–academia value creation by implementing research outcomes as “practical AI solutions” for real-world use.

Advancing AI implementation research through industry–academia collaboration.

Joint Research with the University of Tokyo Market Design Center

We are improving the “two-sided recommendation” algorithm in the romance and talent matching domains, aiming to address social issues such as declining birthrates and talent mismatches.



■Using Matching Theory to Improve Society: MiDATA and the University of Tokyo Market Design Center Launch Joint Research
https://prtimes.jp/main/html/rd/p/000000003.000139343.html

Joint Research with the UNIVERSITY OF THE RYUKYUS

We are advancing the development of sophisticated personalized recommendation AI for e-commerce sites and other platforms. By leveraging implicit data to improve recommendation accuracy, we aim to establish AI technologies that are practical for real-world deployment.

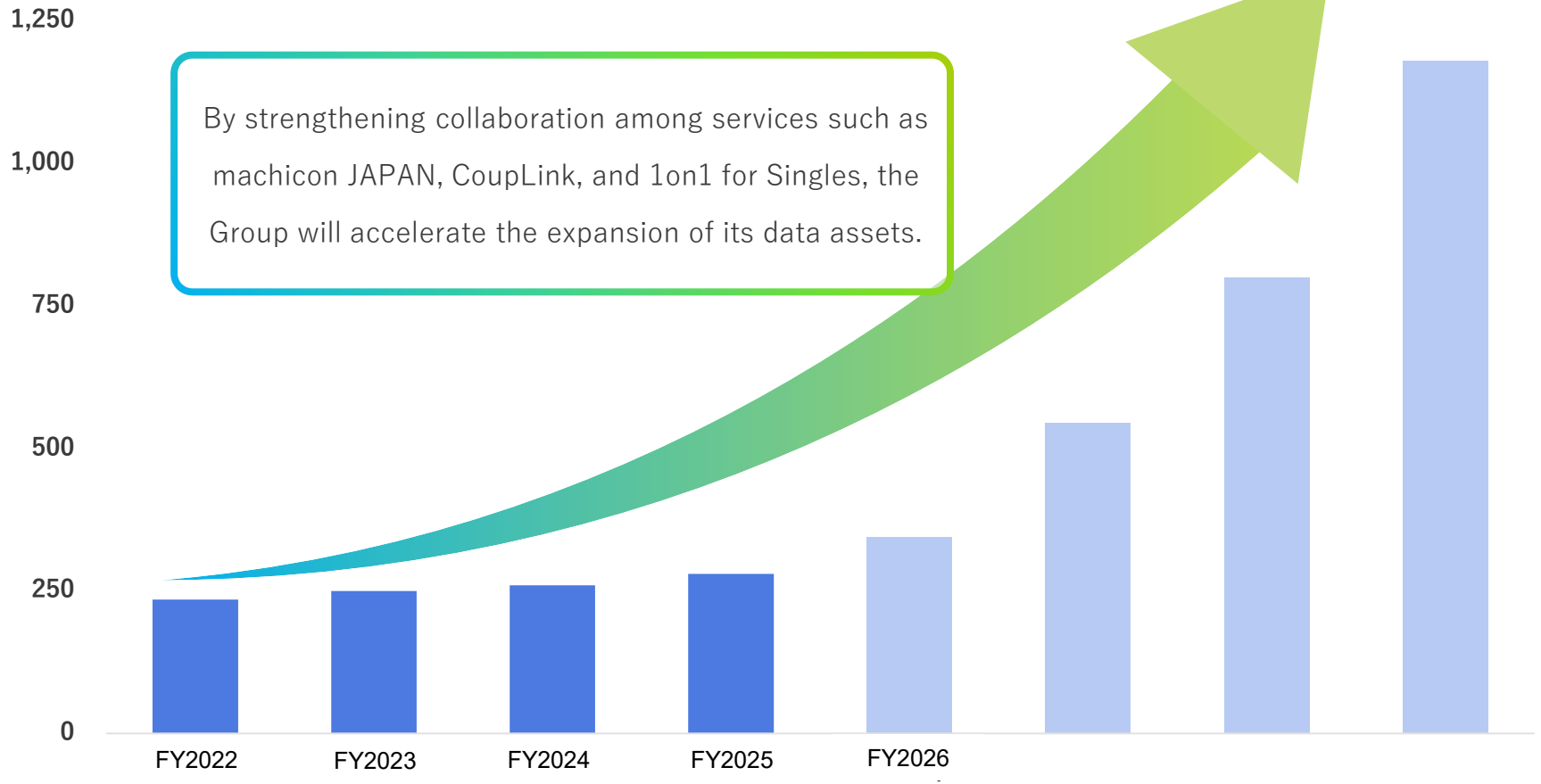


■Towards Advanced Personalized Marketing: MiDATA and the University of the Ryukyus Launch Joint Research
https://prtimes.jp/main/html/rd/p/000000004.000139343.html

Utilization of “Big Data x AI”

・Leveraging member, access, and purchasing data accumulated through Linkbal IDs in the dating and matchmaking domain.
・Driving business growth by combining big data with MiDATA’s AI technologies.
・As the business grows, data accumulation further expands, creating a growth spiral driven by data and AI.

Projected growth in the number of Linkbal IDs.



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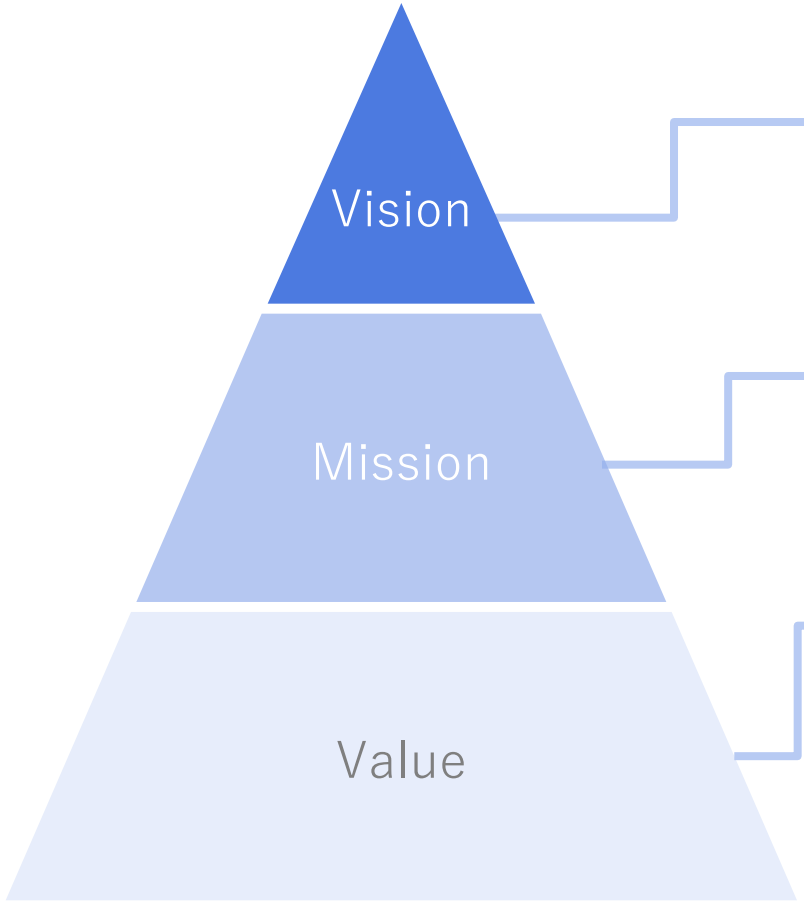
Company overview

Company name	LINKBAL INC.
Established	December 2011
Capital	50,000,000 yen
Shares listed on	Tokyo Stock Exchange Standard Market (Securities Code: 6046)
Locations	Head Office 6F, Tsukiji River Front, 7-14 Akashicho, Chuo-ku, Tokyo, Japan
Management	CEO & President　Yoshihiro Kazumasa Director　Matsuoka Daisuke Director　Takahashi Kuniomi Director　Ozaki Yosuke Director（Audit Committee Member）　Kariyasu Takaaki Director（Audit Committee Member）　Ban Naoki Director（Audit Committee Member）　Shiohata Katsunori
Employees	59 employees (consolidated) as of September 30, 2025.
Lines of business	Matching services AI solutions services Other related application operation services

LINKBAL INC. Vision, Mission and Values

Management philosophy

People meeting—that's the future.



Vision

People meeting—that's the future.

Mission

Create encounters.

Value

- Unrivaled excellence.
- Ultimate ownership mindset.
- Making customer experience personal.
- Top speed.
- Embracing extreme challenges.
- Ultimate collaboration.

Hybrid business model integrating offline and online channels

・ Comprehensive business coverage addressing a wide range of dating and matchmaking needs to strengthen customer retention
・Capturing customer needs through enhanced collaboration across services

One-on-one

CoupLink

Because matching apps provide opportunities to meet people online, they are easy to start using casually and attract many people looking for romantic partners.



1on1 for Singles

Because it involves one-on-one, face-to-face encounters, users can expect serious relationships aimed at marriage.



Online

Offline



machicon JAPAN

Because these are offline events attended by large groups and often joined with friends, many participants use them with the intention of finding a romantic partner.



Large groups

『machicon JAPAN』

With approximately 2.91 million members (*), machicon JAPAN is one of Japan's largest matching event EC platforms, featuring a wide range of events.The platform offers various types of content designed for purposes such as dating, friendship building, and marriage-oriented matchmaking.

Matching event EC platform「machicon JAPAN」



Outline and features

- Featuring event information held nationwide as one of the largest platforms in Japan
- A member base (Linkbal ID*1) primarily consisting of users in their 20s and 30s
- Expanding a wide variety of content offerings

Dating and marriage matchmaking | Friendship building | Social clubs for working adults
Offline meetups | Self-improvement | Experience-based events

.etc

※"Linkbal ID" refers to the user ID that enables access to services such as machicon JAPAN and CoupLink

『1on1 for Singles』

1on1 for Singles is a café-based one-on-one matching service that facilitates direct, face-to-face encounters.It provides one-on-one matching opportunities designed for all “solo participants” seeking meaningful connections.

One-on-one matchmaking café lounge「1on1 for Singles」



Outline and features

- Provides a space for one-on-one interactions
- Introduces a membership system and a mutual user rating system
- Opened its first store in Shinjuku in July 2023
- Opened an Ebisu store in September 2023
- Opened an Ueno store in December 2024

『CoupLink』

A matching app integrated with matching events, the first of its kind in Japan. By linking with machicon JAPAN, it leverages a unique customer acquisition channel that differentiates it from competitors.

Matching app「CoupLink」



Outline and features

- Provides matching services to users online
- Event participants can exchange messages through the app
- Free membership registration (Linkbal ID*)
- Subscription-based business model
- High level of trust and safety due to usage by event participants
- A large number of highly motivated users actively engaged in dating and matchmaking

※“Linkbal ID” refers to the user ID that enables access to services such as machicon JAPAN and CoupLink

MiDATA INC.

Through collaboration between Linkbal Inc. and MiDATA, the Group has developed proprietary high-level AI technologies.By combining statistical analysis, machine learning, and generative AI, we address complex business challenges for enterprises. We provide end-to-end support—from consulting and product delivery to implementation and adoption support—continuously refining both expertise and insight to deliver the value of AI broadly to society.

Examples of development achievements

AI matching engine

We developed a proprietary AI matching engine for the matching app CoupLink.As a result, the number of matches increased by 3.8x compared to the previous system.In machicon JAPAN, we also enable appropriate event recommendations that capture user needs, as well as matching users with suitable events.

Moving beyond search dependency to create new forms of matching.

At Tsukulink Inc., MiDATA co-developed an AI recommendation feature to reduce reliance on search-based matching.Using an interpretable LDA model trained on posting/application logs and industry keywords, the system improved matching efficiency.Within six months, recommendation-driven matches accounted for 3% of total platform activity.

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