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Securities code:6071 Tokyo Stock Exchange Prime Market
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IBJ Corporation (Marriage Agency Business) KPI Report for October 2026

	October 2025 (A)	October 2026 (B) (preliminary)	Change(B)-(A)	Change(B)/(A)
①Number of Couples	1,799	1,820	+21	+1.2%
②Number of Marriage Agencies	4,711	4,898	+187	+4.0%
③Number of IBJ Registered Members	103,492	111,572	+8,080	+7.8%
④Number of New Members	6,557	6,184	▲403	▲6.1%
⑤Number of Marriage Meetings	94,815	101,547	+6,732	+7.1%

※Monthly data are preliminary figures and may differ from those at the time of financial results announcement.
※The "Number of Couples" is the total of 985 couples (+18.7% year-on-year) whose pairing has been confirmed within the IBJ service, and the number of marriages from members who submitted a notification of marriage withdrawal but whose pairing remains unconfirmed.
※Regarding the Number of IBJ Registered Members, all members have been subject to billing since July 2026.

Regarding the major KPIs for October 2026, they continued to show steady progress.
As a new customer acquisition measure this month, we held IBJ's first large-scale matchmaking event. We received over 2,000 applications for a capacity of 1,000, demonstrating the high potential demand for marriage hunting. The creation of new customer touchpoints through such large-scale events will contribute to future increases in enrollments at our directly-managed and affiliated agencies. To create even more customer touchpoints, we are planning to hold these events regularly in major cities next fiscal year.

Regarding the Number of New Members, although enrollments from O-net, our capital and business alliance partner, decreased by approximately 600 year-on-year, enrollments at affiliated agencies nationwide continued to show a stable trend. In addition, our directly-managed stores—ZWEI, IBJ Members, and Sunmarie—have maintained strong performance as their brand-specific strategies steadily proved successful.

The Number of Couples continues to maintain an upward trend. As the Number of Marriage Meetings, a leading indicator, has exceeded 100,000 every month since July, we expect further growth in the Number of Couples during the year-end sales season, which is the time of year when the most marriages are finalized.

An increase in the Number of Marriage Meetings leads to an expansion in the Number of Couples, creating a virtuous cycle of attracting new members through word-of-mouth and other channels, which directly contributes to the enhancement of our platform's value. Furthermore, we aim to maximize Customer Lifetime Value (LTV) by using these marriages as a starting point for cross-selling in the after-marriage domain (e.g., wedding photography, insurance).

<Monthly KPI Trends>





