



November 1, 2024

Everyone

Company name IBJ, Inc
(Securities code:6071 Tokyo Stock Exchange Prime Market)
Representative Shigeru Ishizaka, CEO
Contact us Corporate Planning Department Ryota Utsumi
(Telephone : 080-7027-0983)

IBJ Corporation (Marriage Agency Business) KPI Report for October 2024

	October 2023(A)	October 2024(B)	Change(B)/(A)
Number of marriage agencies	4,080	4,449	+109.0%
Number of new membership	4,291	5,602	+130.6%
Number of marriage meetings	63,050	72,728	+115.3%
Number of Marriages per Month	1,071	1,356	+126.6%
Number of Arranged marriage Meeting member	86,403	94,614	+109.5%

*The number of registered members is the number of members registered on the IBJ's matchmaking system out of the number of matchmaking members at member agencies and directly managed agencies *The number of successful marriages is the number of successful marriages only within IBJ (excluding those at federations other than IBJ, introductions by friends, etc.)

KPIs in the IBJ Marriage Agency Business continue to perform well. Among them, the number of marriage meetings was particularly strong in October, exceeding 70,000 cases in a single month for the first time.

The reasons for the strong number of marriage meetings are, of course, the increase in the number of registered members, but also the revitalization of existing registered members due to the increase in the number of new members, and the fact that the prefectural branch system, which has been in operation for 10 months, is encouraging exchanges among the local agencies. Due to the increase in the number of marriage meetings, a leading indicator of the number of marriages, and the rush of marriages due to Christmas demand, we expect a significant increase in the number of marriages from the end of the year through next year and beyond.

IBJ, which currently creates 1 in 40 of Japan's annual marriages, is expanding its market size through approaches from both directly managed and member agencies, and as the business continues to grow, we believe that 1 in 20 couples will become IBJ couples in the future.

In parallel with expanding its market share, IBJ will achieve business performance and increase its corporate value by strengthening public-private partnerships with local governments and

public administration (central government), and by taking a proactive approach to the national issue of declining birthrates.