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August 9, 2024

## Consolidated Financial Results for the First Six Months Ended June 30, 2024 (Under Japanese GAAP)

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 Listing: Tokyo Stock Exchange  
 Securities code: 6071  
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 Scheduled date of filing semi-annual report: August 14, 2024  
 Scheduled date of commencing dividend payments: –  
 Preparation of supplementary material on financial results: Yes  
 Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Consolidated quarterly financial results for the first six months of the fiscal year ending December 31, 2024 (from January 1, 2024 to June 30, 2024)

#### (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ended								
June 30, 2024	8,566	10.9	1,270	31.7	1,268	26.3	866	7.5
June 30, 2023	7,725	4.9	964	3.6	1,004	2.6	805	8.5

Note: Comprehensive income For the six months ended June 30, 2024: ¥900 million [96.7%]  
 For the six months ended June 30, 2023: ¥458 million [-40.2%]

	Basic earnings per share	Diluted earnings per share
Six months ended	Yen	Yen
June 30, 2024	22.75	–
June 30, 2023	19.97	–

#### (2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
June 30, 2024	17,277	8,027	43.3	197.98
December 31, 2023	18,120	8,023	41.1	192.02

Reference: Equity  
 As of June 30, 2024: ¥7,481 million  
 As of December 31, 2023: ¥7,447 million

## 2. Dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended December 31, 2023	Yen –	Yen 0.00	Yen –	Yen 6.00	Yen 6.00
Fiscal year ending December 31, 2024	–	0.00			
Fiscal year ending December 31, 2024 (Forecast)			–	–	–

Note: Revision to the forecast for dividends announced most recently: None  
The dividend forecast as of the last day of the period has not been determined.

## 3. Consolidated financial results forecast for the fiscal year ending December 31, 2024 (January 1, 2024 to December 31, 2024)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	18,200	3.1	2,323	4.2	2,303	0.5	1,529	-6.2	42.02

Note: Revision to the financial results forecast announced most recently: None

**\* Notes**

- (1) Significant changes in the scope of consolidation during the period: None  
Newly included: – companies (–)  
Excluded: – companies (–)
- (2) Accounting methods adopted particularly for the preparation of semi-annual consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - (ii) Changes in accounting policies due to other reasons: None
  - (iii) Changes in accounting estimates: None
  - (iv) Restatement: None

(4) Number of issued shares (ordinary shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2024	42,000,000 shares
As of December 31, 2023	42,000,000 shares

- (ii) Number of treasury shares at the end of the period

As of June 30, 2024	4,211,306 shares
As of December 31, 2023	3,217,506 shares

- (iii) Average number of shares during the period (semi-annual)

Six months ended June 30, 2024	38,084,729 shares
Six months ended June 30, 2023	40,354,769 shares

\* The semi-annual financial results reports are exempt from review by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

(Notes regarding forward-looking statements, etc.)

Financial results forecasts and other forward-looking statements provided in these materials are based on information available to the Company and certain other assumptions deemed reasonable as of the date of publication of this document, and do not represent any guarantee that the Company will achieve these results. Actual financial results and other aspects of business performance may differ significantly from these forecasts owing to various factors.

Please refer to “1. Qualitative information for the first half of the fiscal year ending December 31, 2024, (3) Overview of consolidated financial results forecast and other forward-looking information” on page 4 of this financial results report (attached materials) for conditions forming the basis for financial results forecasts, notes regarding the use of financial results forecasts, and other information.

(How to obtain the supplementary material on financial results and the contents of the financial results briefing)

The Company plans to hold a financial results briefing for institutional investors and analysts on Tuesday, August 13, 2024. A video of the meeting will be posted on the Company’s website as soon as possible after the meeting. Supplementary materials for the financial results will be posted on the Company’s website today.

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# 1. Qualitative information for the first half of the fiscal year ending December 31, 2024

## (1) Operating results

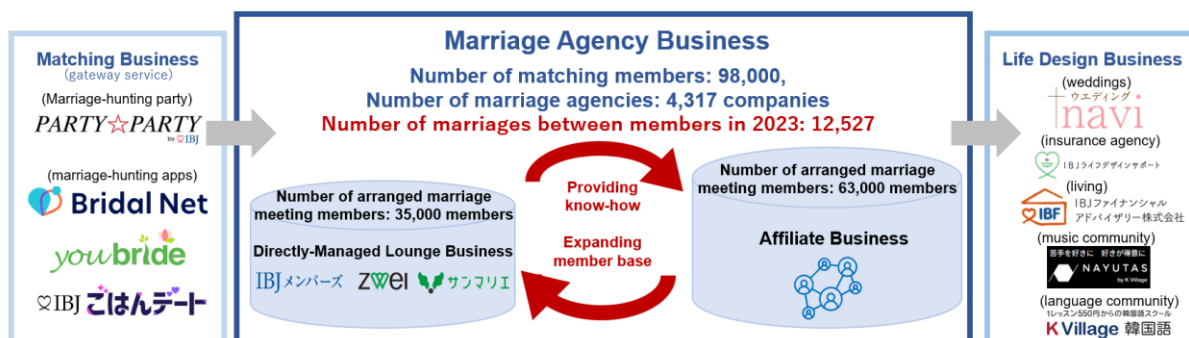
In the first half of the fiscal year under review, both the global economy and the Japanese economy saw inflationary pressures ease due to the effects of financial tightening in the U.S. and European countries, with robust demand and supply being maintained worldwide. On the other hand, there remained uncertainty about the future due to factors such as the slowdown in the Chinese economy, ongoing geopolitical risks, the occurrence of climate change and natural disasters, and price increases caused by higher import costs due to yen depreciation.

Under such a situation, despite an impact in no small way from economic activities in and outside of Japan, the Group continues to strive to expand our business in order to realize the aims of the Mid-Term Management Plan (January 2021 to December 2027): “20,000 marriages,” “7,000 affiliated consultation offices,” “173,000 members for arranged marriage meetings,” and “250,000 matching members.”

Consolidated net sales in the first half of the fiscal year under review came to 8,566,169 thousand yen (up 10.9% year on year), operating profit was 1,270,177 thousand yen (up 31.7% year on year), ordinary profit was 1,268,307 thousand yen (up 26.3% year on year), and profit attributable to owners of parent was 866,605 thousand yen (up 7.5% year on year).

### Our Unique Business Model

#### Operating the largest marriage-hunting platform in Japan with directly managed lounges and franchisees.



The matching business is the gateway service for our marriage agency business, and our life design business primarily targets the growing number of marriages between members

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\*The number of married couples is the cumulative total from January to December 2023.  
\*Number of matchmaking members and marriage agencies as of March 31, 2024

Net sales and divisional profit by each segment are shown below.

Divisional profit is defined as operating income + depreciation + amortization of goodwill + amortization of long-term prepaid expenses (after adjusting internal transactions).

#### <Affiliate Business>

In the Affiliate Business, during the first half of the fiscal year under review, the Agency Opening Support Business, through continued organizational restructuring, has increased the number of new openings per sales staff member, maintaining strong figures. Additionally, the number of registered members in the Affiliate Business has surpassed 90,000, and the KPI increase cycle has been functioning well. With the full-scale operation of O-net and stable sales contract rates, both the number of new openings and the number of affiliate consultation offices have been steadily increasing.

As a result, the segment net sales amounted to 1,618,615 thousand yen (up 8.5% year on year) and divisional profit was 1,098,730 thousand yen (up 29.1% year on year).

#### <Directly-Managed Lounge Business>

As for the Directly-Managed Lounge Business, during the first half of the fiscal year under review, the number of new members reached 10,646 (up 5.6% year on year) and the number of arranged marriage meetings reached 164,590 (up 14.3% year on year). The main factors behind these increases are changes in the internal structure of the three directly-managed brands, improvement in the level of sales staff, implementation of efficient marketing strategies, a review of membership plans, and the expansion of optional products.

As a result, segment net sales amounted to 4,388,955 thousand yen (up 5.6% year on year) and divisional profit was 976,382 thousand yen (up 9.6% year on year).

#### <Matching Business>

In the Matching Business, during the first half of the fiscal year under review, the Party Business implemented a campaign aimed at acquiring customers, which led to a temporary decrease in sales per customer due to discounts. However, the number of participants and events improved. Additionally, in-house marketing has successfully reduced advertising costs. In the App Business, both net sales and profit have remained steady, and we have been advancing initiatives to enhance customers' user experience, such as hosting in-person parties exclusively for app members.

As a result, segment net sales amounted to 814,325 thousand yen (down 11.2% year on year) and divisional profit was 114,019 thousand yen (up 10.2% year on year).

#### <Life Design Business>

In the Life Design Business, growth in the insurance and wedding domains, which are related to marriage hunting, has been proportional to the growth of the marriage consulting business. We have achieved growth by strengthening collaboration with affiliates and reviewing the customer referral lines. During the first half of the fiscal year under review, the number of successful contracts reached 1,178 cases (up 46.9% year on year).

In addition, in the hobby and community business, K Village Inc., which operates Korean language schools and voice training and dance schools, has performed strongly by continuing to capture the demand for voice training and dance originating from the K-POP boom.

As a result, segment net sales amounted to 1,744,273 thousand yen (up 50.5 % year on year) and divisional profit was 297,938 thousand yen (up 31.9 % year on year).

## (2) Overview of financial position

### (Assets)

Current assets as of June 30, 2024 amounted to 7,035,259 thousand yen, down 1,055,865 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 47,271 thousand yen in accounts receivable – trade and 966,525 thousand yen in deposits paid.

Non-current assets were 10,242,593 thousand yen, up 213,400 thousand yen from the end of the previous fiscal year. This was mainly due to increases of 200,334 thousand yen in investment securities and 77,428 thousand yen in leasehold and guarantee deposits, despite decreases of 36,150 thousand yen in long-term prepaid expenses and 13,705 thousand yen in deferred tax assets.

Consequently, total assets came to 17,277,853 thousand yen, down 842,464 thousand yen from the end of the previous fiscal year.

### (Liabilities)

Current liabilities as of June 30, 2024 amounted to 5,126,200 thousand yen, down 2,061,606 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 1,656,817 thousand yen in short-term borrowings, 302,245 thousand yen in accounts payable – other, and 152,843 thousand yen in income taxes payable.

Non-current liabilities were 4,124,004 thousand yen, up 1,215,367 thousand yen from the end of the previous fiscal year. This was mainly due to an increase of 1,176,181 thousand yen in long-term borrowings.

Consequently, total liabilities came to 9,250,205 thousand yen, down 846,239 thousand yen from the end of the previous fiscal year.

(Net assets)

Net assets as of June 30, 2024 stood at 8,027,647 thousand yen, up 3,774 thousand yen from the end of the previous fiscal year. This was mainly due to increases of 633,910 thousand yen in retained earnings, 593,032 thousand yen in treasury shares, and 40,875 thousand yen in non-controlling interests, despite decreases of 6,577 thousand yen in valuation difference on available-for-sale securities and 71,400 thousand yen in share acquisition rights.

Consequently, the equity-to-asset ratio was 43.3% (compared to 41.1% at the end of the previous fiscal year).

(ii) Cash Flows

Cash and cash equivalents (hereinafter referred to as “Funds”) in the first half of the fiscal year under review amounted to 2,876,461 thousand yen, down 1,928,744 thousand yen from the end of the previous fiscal year. The status of each cash flow and their main factors in the first half ended June 30, 2024 are as follows.

(Cash flows from operating activities)

Funds used in operating activities in the first half of the fiscal year under review amounted to 104,423 thousand yen (Funds provided in the same period of the previous year amounted to 534,402 thousand yen). The main factors of the increase were 1,328,560 thousand yen in profit before income taxes, 275,898 thousand yen in depreciation, 82,717 thousand yen in amortization of goodwill, and such. The main factors of the decrease were 1,046,085 thousand yen of increase in inventories, 288,720 thousand yen of decrease in accounts payable – other, and accrued expenses, 603,280 thousand yen in income taxes paid, and such.

(Cash flows from investing activities)

Funds used in investing activities in the first half of the fiscal year under review amounted to 625,906 thousand yen (Funds used in the same period of the previous year amounted to 2,102,338 thousand yen). The main factors of the increase were 17,748 thousand yen in proceeds from refund of leasehold and guarantee deposits, and such. The main factors of the decrease were 122,211 thousand yen in purchase of property, plant and equipment, 177,182 thousand yen in purchase of intangible assets, 248,219 thousand yen in purchase of investment securities, and such.

(Cash flows from financing activities)

Funds used in financing activities in the first half of the fiscal year under review amounted to 1,203,769 thousand yen (Funds provided in the same period of the previous year amounted to 1,316,565 thousand yen). The main factors of the increase were 1,130,000 thousand yen in proceeds from short-term borrowings, 1,460,000 thousand yen in proceeds from long-term borrowings, and such. The main factors of the decrease were 2,786,817 thousand yen in repayments of short-term borrowings, 177,071 thousand yen in repayments of long-term borrowings, 232,445 thousand yen in dividends paid, 593,032 thousand yen in purchase of treasury shares, and such.

(3) Overview of consolidated financial results forecast and other forward-looking information

There has been no change from the consolidated financial results forecast for the fiscal year ending December 31, 2024 announced in the “Consolidated Financial Results for the Fiscal Year Ended December 31, 2023” on February 9, 2024.

## 2. Semi-annual consolidated financial statements and major notes

### (1) Semi-annual consolidated balance sheet

(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2023)	First half of FY2024 (June 30, 2024)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	3,789,025	2,830,392
Accounts receivable – trade	1,627,407	1,580,135
Operational investment securities	939,562	1,997,791
Merchandise and finished goods	10,610	12,153
Raw materials and supplies	3,105	3,235
Advance payments to suppliers	2,664	2,502
Prepaid expenses	354,718	364,293
Current portion of long-term loans receivable	1,999	1,999
Deposits paid	1,026,918	60,392
Other	349,043	202,211
Allowance for doubtful accounts	-13,931	-19,849
<b>Total current assets</b>	<b>8,091,124</b>	<b>7,035,259</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings	2,292,612	2,423,824
Accumulated depreciation	-931,064	-1,031,795
Buildings, net	1,361,547	1,392,029
Vehicles	10,880	24,612
Accumulated depreciation	-7,133	-5,060
Vehicles, net	3,746	19,551
Tools, furniture and fixtures	592,398	605,527
Accumulated depreciation	-509,522	-535,542
Tools, furniture and fixtures, net	82,876	69,984
Land	1,538,479	1,538,479
Leased assets	37,494	43,229
Accumulated depreciation	-23,718	-27,244
Leased assets, net	13,775	15,985
<b>Total property, plant and equipment</b>	<b>3,000,425</b>	<b>3,036,030</b>
<b>Intangible assets</b>		
Goodwill	1,527,097	1,444,379
Software	1,070,148	1,067,880
Software in progress	10,201	22,657
Other	-	23,417
<b>Total intangible assets</b>	<b>2,607,446</b>	<b>2,558,334</b>
<b>Investments and other assets</b>		
Investment securities	1,961,057	2,161,392
Long-term prepaid expenses	220,459	184,309
Long-term loans receivable	2,833	1,833
Deferred tax assets	708,791	695,085
Insurance funds	266,015	266,015
Guarantee deposits	1,256,874	1,334,302
Other	5,290	5,290
<b>Total investments and other assets</b>	<b>4,421,320</b>	<b>4,648,228</b>
<b>Total non-current assets</b>	<b>10,029,193</b>	<b>10,242,593</b>
<b>Total assets</b>	<b>18,120,318</b>	<b>17,277,853</b>



(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2023)	First half of FY2024 (June 30, 2024)
<b>Liabilities</b>		
Current liabilities		
Accounts payable – trade	487,216	303,555
Short-term borrowings	3,216,817	1,560,000
Current portion of long-term borrowings	280,684	387,432
Account payable – other	859,885	557,639
Accrued expenses	707,960	721,485
Income taxes payable	594,328	441,484
Accrued consumption taxes	140,125	208,758
Advances received	583,167	594,914
Lease obligations	6,675	6,821
Other	310,946	344,109
<b>Total current liabilities</b>	<b>7,187,807</b>	<b>5,126,200</b>
Non-current liabilities		
Long-term borrowings	2,220,592	3,396,773
Lease obligations	6,947	8,494
Asset retirement obligations	671,070	709,788
Other	10,028	8,948
<b>Total non-current liabilities</b>	<b>2,908,637</b>	<b>4,124,004</b>
<b>Total liabilities</b>	<b>10,096,445</b>	<b>9,250,205</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	699,585	699,585
Capital surplus	929,640	929,640
Retained earnings	7,981,454	8,615,365
Treasury shares	-1,843,347	-2,436,380
<b>Total shareholders' equity</b>	<b>7,767,333</b>	<b>7,808,210</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	-320,172	-326,749
<b>Total accumulated other comprehensive income</b>	<b>-320,172</b>	<b>-326,749</b>
Share acquisition rights	100,693	29,292
Non-controlling interests	476,019	516,894
<b>Total net assets</b>	<b>8,023,873</b>	<b>8,027,647</b>
<b>Total liabilities and net assets</b>	<b>18,120,318</b>	<b>17,277,853</b>

(2) Semi-annual consolidated statements of income and comprehensive income  
Semi-annual consolidated statement of income

(Unit: thousands of yen)

	First half of FY2023 (from January 1, 2023 to June 30, 2023)	First half of FY2024 (from January 1, 2024 to June 30, 2024)
Net sales	7,725,423	8,566,169
Cost of sales	315,426	591,767
Gross profit	7,409,997	7,974,401
Selling, general and administrative expenses	6,445,370	6,704,224
Operating profit	964,626	1,270,177
Non-operating income		
Interest income	89	69
Dividend income	12,692	-
Foreign exchange gains	3,290	5,355
Subsidy income	13,820	312
Surrender value of insurance policies	16,000	-
Other	2,890	3,448
Total non-operating income	48,783	9,186
Non-operating expenses		
Interest expenses	5,669	9,152
Loss on investments in investment partnerships	256	117
Commission expenses	-	1,779
Other	3,008	7
Total non-operating expenses	8,935	11,056
Ordinary profit	1,004,475	1,268,307
Extraordinary income		
Gain on sale of non-current assets	2,286	1,591
Gain on sale of investment securities	310,745	-
Gain on reversal of share acquisition rights	-	82,210
Other	4,454	-
Total extraordinary income	317,486	83,801
Extraordinary losses		
Loss on retirement of non-current assets	20,848	-
Loss on sale of investment securities	-	23,548
Loss on store closings	918	-
Other	10,915	-
Total extraordinary losses	32,682	23,548
Profit before income taxes	1,289,279	1,328,560
Income taxes – current	420,403	405,050
Income taxes – deferred	31,140	16,029
Total income taxes	451,544	421,080
Profit	837,734	907,480
Profit attributable to non-controlling interests	31,898	40,875
Profit attributable to owners of parent	805,835	866,605

## Semi-annual consolidated statement of comprehensive income

(Unit: thousands of yen)

	First half of FY2023 (from January 1, 2023 to June 30, 2023)	First half of FY2024 (from January 1, 2024 to June 30, 2024)
Profit	837,734	907,480
Other comprehensive income		
Valuation difference on available-for-sale securities	-379,697	-6,577
Total other comprehensive income	-379,697	-6,577
Comprehensive income	458,037	900,903
Comprehensive income attributable to:		
Owners of parent	426,138	860,028
Non-controlling interests	31,898	40,875

## (3) Semi-annual consolidated cash flow statement

(Unit: thousands of yen)

	First half of FY2023 (from January 1, 2023 to June 30, 2023)	First half of FY2024 (from January 1, 2024 to June 30, 2024)
Cash flows from operating activities		
Profit before income taxes	1,289,279	1,328,560
Depreciation	181,812	275,898
Amortization of goodwill	128,493	82,717
Amortization of long-term prepaid expenses	617	1,412
Increase (decrease) in allowance for doubtful accounts	9,169	5,918
Increase (decrease) in provision for bonuses	40,692	15,705
Interest and dividend income	-12,781	-69
Interest expenses	5,669	9,152
Loss (gain) on sale of investment securities	-310,745	23,548
Loss on retirement of non-current assets	18,286	-
Loss (gain) on investments in investment partnerships	256	117
Gain on reversal of share acquisition rights	-	-82,210
Decrease (increase) in trade receivable	195,448	22,225
Decrease (increase) in advance payments to suppliers	-12,055	162
Decrease (increase) in deposits paid	-12,385	-3,586
Decrease (increase) in inventories	-321,715	-1,046,085
Increase (decrease) in trade payables	2,671	-183,661
Increase (decrease) in advances received	-32,248	35,954
Increase (decrease) in accounts payable – other, and accrued expenses	-283,562	-288,720
Other	19,831	310,441
Subtotal	906,735	507,483
Interest and dividends received	12,781	69
Interest paid	-5,940	-8,696
Income taxes paid	-379,173	-603,280
Net cash provided by (used in) operating activities	534,402	-104,423

(Unit: thousands of yen)

	First half of FY2023 (from January 1, 2023 to June 30, 2023)	First half of FY2024 (from January 1, 2024 to June 30, 2024)
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	-1,452,192	-122,211
Purchase of intangible assets	-78,782	-177,182
Purchase of investment securities	-767,921	-248,219
Proceeds from sale of investment securities	338,852	-
Loan advances	-4,856	-
Proceeds from collection of loans receivable	999	999
Payments of leasehold and guarantee deposits	-35,072	-97,085
Proceeds from refund of leasehold and guarantee deposits	6,807	17,748
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-112,104	-
Other	1,931	42
Net cash provided by (used in) investing activities	-2,102,338	-625,906
<b>Cash flows from financing activities</b>		
Proceeds from short-term borrowings	600,000	1,130,000
Repayments of short-term borrowings	-	-2,786,817
Proceeds from long-term borrowings	1,067,701	1,460,000
Repayments of long-term borrowings	-183,497	-177,071
Dividends paid	-241,394	-232,445
Purchase of treasury shares	-	-593,032
Other	73,756	-4,402
Net cash provided by (used in) financing activities	1,316,565	-1,203,769
Effect of exchange rate change on cash and cash equivalents	3,230	5,355
Net increase (decrease) in cash and cash equivalents	-248,139	-1,928,744
Opening balance of cash and cash equivalents	3,840,365	4,805,205
Ending balance of cash and cash equivalents	3,592,226	2,876,461

(4) Notes to semi-annual consolidated financial statements

(Note on entity's ability to continue as going concern)

Not applicable

(Notes in the event of substantial changes in shareholders' equity)

Based on the resolution at the Board of Directors meeting held on February 9, 2024, the Company acquired 992,800 treasury shares during the first half of the fiscal year under review. As a result, the amount of treasury shares increased by 593,032 thousand yen, bringing the amount of treasury shares to 2,436,380 thousand yen as of June 30, 2024.

(Segment information)

Segment Information

I First half ended June 30, 2023 (from January 1, 2023 to June 30, 2023)

1. Disclosure of sales, profit (loss), and breakdown of revenue for each reportable segment

(Unit: thousands of yen)

	Reportable segment					Adjustments	Per consolidated financial statements
	Affiliate Business	Directly-Managed Lounge Business	Matching Business	Life Design Business	Total		
Sales							
Services at transferred at a point in time	938,016	1,354,142	564,579	380,381	3,237,120	—	3,237,120
Services transferred over time	553,472	2,803,584	352,408	690,442	4,399,907	—	4,399,907
Revenue from contracts with customers	1,491,488	4,157,726	916,987	1,070,824	7,637,027	—	7,637,027
Other revenues	—	—	—	88,395	88,395	—	88,395
Revenues from external customers	1,491,488	4,157,726	916,987	1,159,220	7,725,423	—	7,725,423
Transactions with other segments	59,483	17,832	19,200	—	96,515	-96,515	—
Total	1,550,972	4,175,558	936,187	1,159,220	7,821,938	-96,515	7,725,423
Segment profit (loss)	835,337	697,097	67,083	178,334	1,777,852	-813,226	964,626

- Notes:
- Adjustments to segment profit (loss) of -813,226 thousand yen include elimination of inter-segment transactions of 731 thousand yen and corporate expenses of -813,957 thousand yen that are not allocated to each reportable segment. Corporate expenses mainly consist of general and administrative expenses that do not belong to any reportable segment.
  - Segment profit (loss) is adjusted with the operating profit in the semi-annual consolidated statement of income.
  - "Other revenues" are transactions related to financial instruments based on the "Accounting Standard for Financial Instruments" (ASBJ Statement No. 10, July 4, 2019) and real estate rental income, etc. based on the "Accounting Standard for Lease Transactions" (ASBJ Statement No. 13, March 30, 2007).

2. Disclosure of impairment losses of non-current assets and goodwill, etc., for each reportable segment

(Significant impairment losses regards to non-current assets)

Not applicable

(Significant changes in the amount of goodwill)

Not applicable

II First half ended June 30, 2024 (from January 1, 2024 to June 30, 2024)

1. Disclosure of sales, profit (loss), and breakdown of revenue for each reportable segment

(Unit: thousands of yen)

	Reportable segment					Adjustments	Per consolidated financial statements
	Affiliate Business	Directly-Managed Lounge Business	Matching Business	Life Design Business	Total		
Sales							
Services at transferred at a point in time	989,746	1,499,496	468,001	683,438	3,640,681	—	3,640,681
Services transferred over time	628,869	2,889,458	346,324	970,250	4,834,903	—	4,834,903
Revenue from contracts with customers	1,618,615	4,388,955	814,325	1,653,689	8,475,585	—	8,475,585
Other revenues	—	—	—	90,583	90,583	—	90,583
Revenues from external customers	1,618,615	4,388,955	814,325	1,744,273	8,566,169	—	8,566,169
Transactions with other segments	71,452	25,143	37,581	338	134,515	-134,515	—
Total	1,690,067	4,414,098	851,906	1,744,611	8,700,684	-134,515	8,566,169
Segment profit (loss)	1,075,883	820,174	72,000	230,504	2,198,563	-928,386	1,270,177

- Notes:
- Adjustments to segment profit (loss) are corporate expenses that are not allocated to each reportable segment and consist of general and administrative expenses.
  - Segment profit (loss) is adjusted with the operating profit in the semi-annual consolidated statement of income.
  - “Other revenues” are transactions related to financial instruments based on the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019) and real estate rental income, etc. based on the “Accounting Standard for Lease Transactions” (ASBJ Statement No. 13, March 30, 2007).

2. Disclosure of impairment losses of non-current assets and goodwill, etc., for each reportable segment

(Significant impairment losses regards to non-current assets)

Not applicable

(Significant changes in the amount of goodwill)

Not applicable

(Revenue recognition)

Breakdown information for revenue from contracts with the Group’s customers are as shown in “Notes (Segment information).”