



# **Presentation materials for the Three months Ended December 31, 2025**

LINKBAL INC.

February 13, 2026

(Stock Code: 6046)

## Disclaimer

- 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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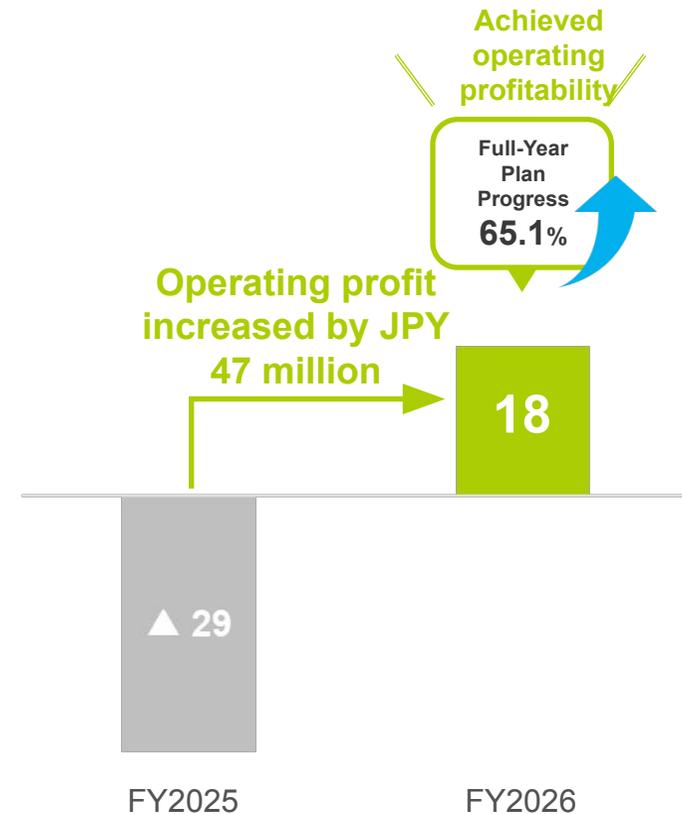
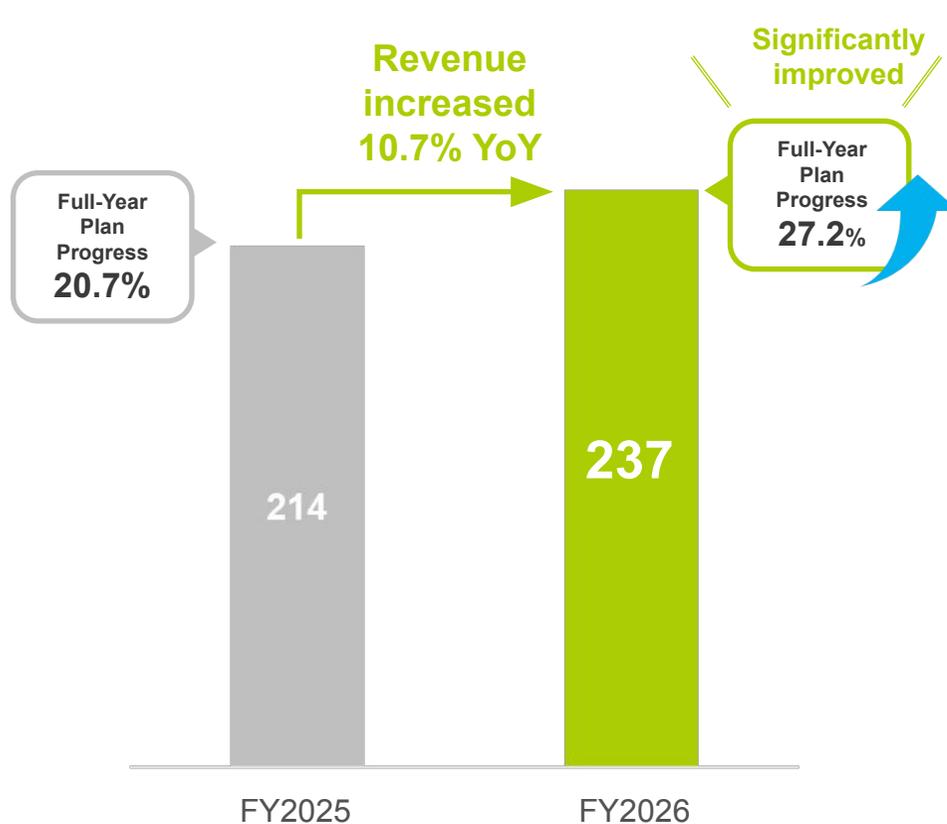
# 1 FY2026 Q1 Executive Summary

## FY2026 Q1 Executive Summary(NON-CONSOLIDATED)

Our ecosystem-driven growth strategy, centered on large-scale proprietary events, significantly exceeded expectations and strongly drove first-quarter performance beyond plan.

● Non-consolidated Revenue (JPY million)

● Non-consolidated Operating Profit (JPY million)

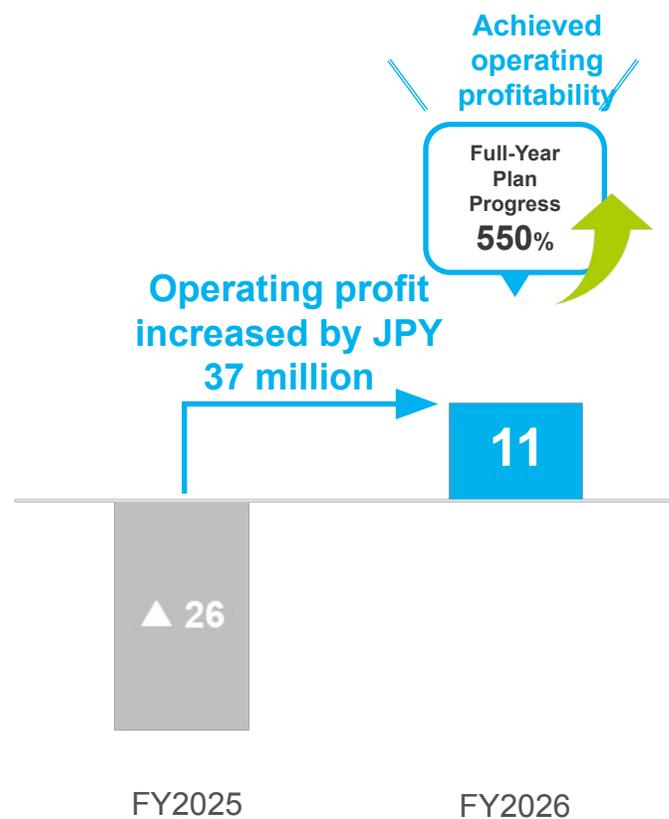
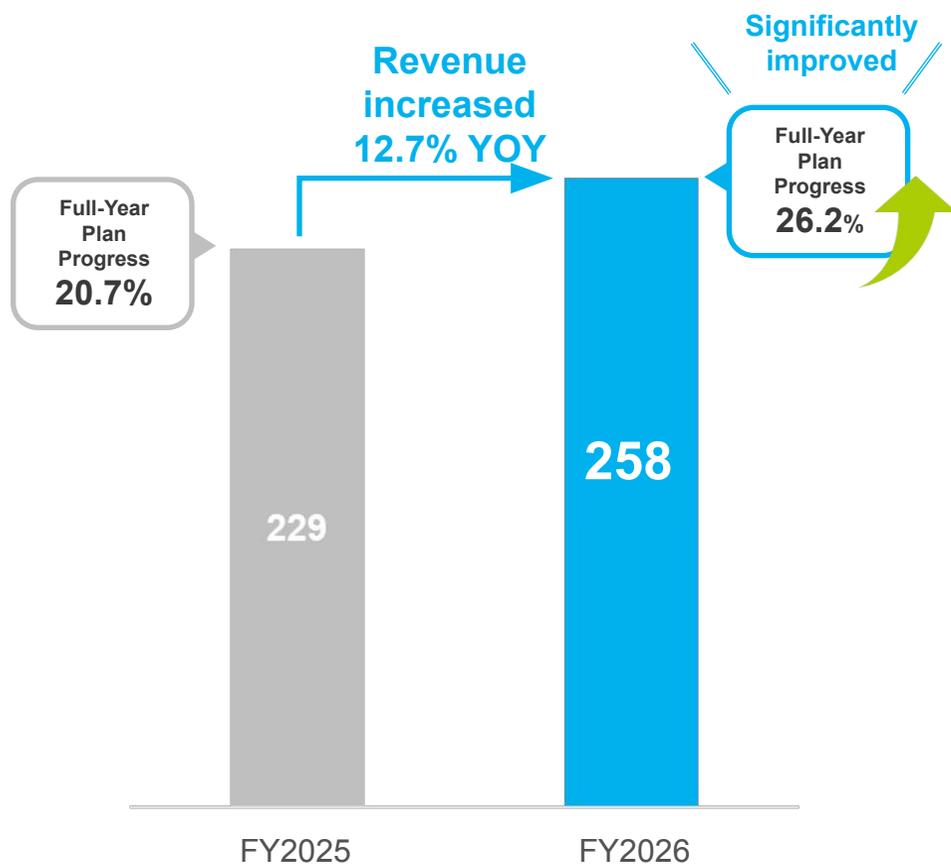


## FY2026 Q1 Executive Summary(CONSOLIDATED)

As our ecosystem strategy gained traction across the Group, we continued investment in AI-related businesses while achieving stronger-than-planned progress and returning to a growth trajectory.

● Consolidated Revenue (JPY million)

● Consolidated Operating Profit (JPY million)



## Successful execution of large-scale proprietary events with over 1,000 participants.

Under our ecosystem strategy, we held multiple large-scale proprietary events with over 1,000 participants each. All events sold out and achieved customer turnout beyond expectations.

By combining highly distinctive, non-everyday venues with our expertise in customer acquisition and event operations, these initiatives successfully enabled a seamless flow from new customer acquisition to cross-service engagement within our platform. They represent flagship success cases demonstrating both the scalability and effectiveness of our ecosystem strategy.

### Track Record



Up to 1,200 participants connect at a nighttime aquarium event

“Uminaka Night” – A Full-Aquarium Social Experience



Up to 1,000 participants connect at a night aquarium event

“Enokoi Night” – A Full-Aquarium Social Experience

## 2 Introduction of Shareholder Benefit Program

## Introduction of Shareholder Benefit Program

Introduction of a shareholder benefit program starting from the interim record date of the fiscal year ending September 2026



Shareholders will receive Digital Gift® benefits totaling JPY 10,000 annually.

### Interim Shareholders Benefit



Shareholders holding 1,000 shares (10 trading units) or more continuously for at least six months

**Digital Gift® worth JPY 5,000**

### Year-End Shareholder Benefit



Shareholders holding 1,000 shares (10 trading units) or more continuously for at least six months

**Digital Gift® worth JPY 5,000**

The continuous holding requirement will not apply to the initial interim record date for the fiscal year ending September 2026.

## 3 FY2026 Q1 Financial Overview

## Q1 results exceeded the initial plan

- Our large-scale proprietary events, which form the foundation of our growth strategy, were widely embraced and drove a greater-than-expected increase in new customer acquisition.
- Progress against the full-year plan exceeded expectations and is tracking with high visibility toward full-year target achievement.

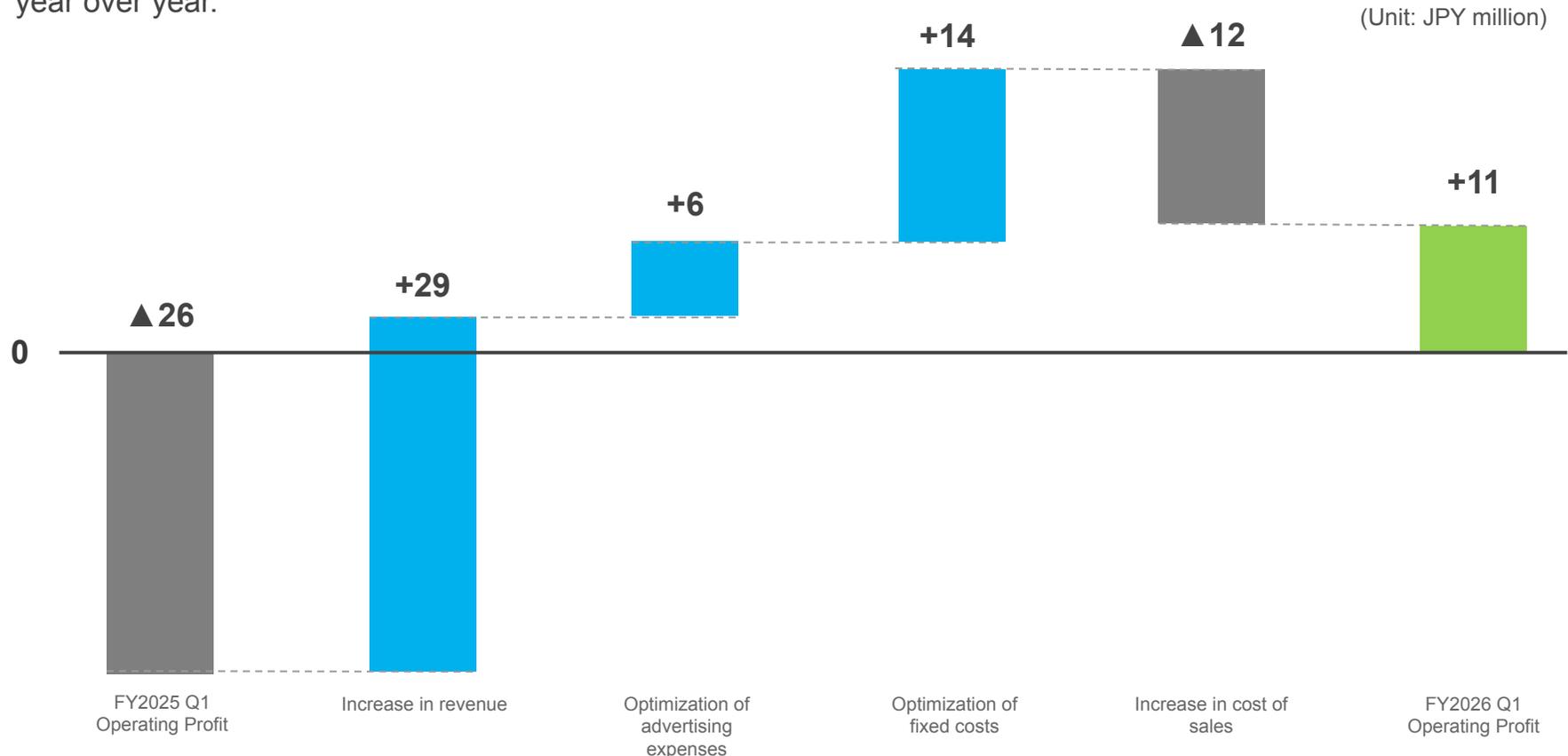
(Unit: JPY million)

	FY2025 Q1				FY2026 Q1			
	Actual	Plan	Progress	Change	Actual	Plan	Progress	Change
Revenue	<b>229</b>	<b>1.106</b>	<b>20.7%</b>	<b>▲ 12</b>	<b>258</b>	<b>971</b>	<b>26.6%</b>	<b>+ 29</b>
Cost of sales and SG&A	256	1,090	23.5%	▲ 41	247	969	25.5%	▲ 8
Operating profit	<b>▲ 26</b>	<b>16</b>	-	<b>+ 28</b>	<b>11</b>	<b>2</b>	<b>550%</b>	<b>+ 37</b>
Ordinary profit	▲ 26	16	-	+ 28	11	2	550%	+ 37
Net profit	▲ 28	10	-	+ 28	10	1	1,000%	+ 39

## Factors Affecting Changes in Q1 Operating Profit

### Achieved both revenue and profit growth year over year, with operating profit increasing by JPY 37 million.

- The success of newly launched events resulted in a JPY 29 million increase in revenue year over year.
- Ongoing optimization of fixed costs and advertising expenses led to a JPY 8 million reduction in cost of sales and SG&A year over year.



## Service segments reorganized in line with the expansion of the AI business domain.

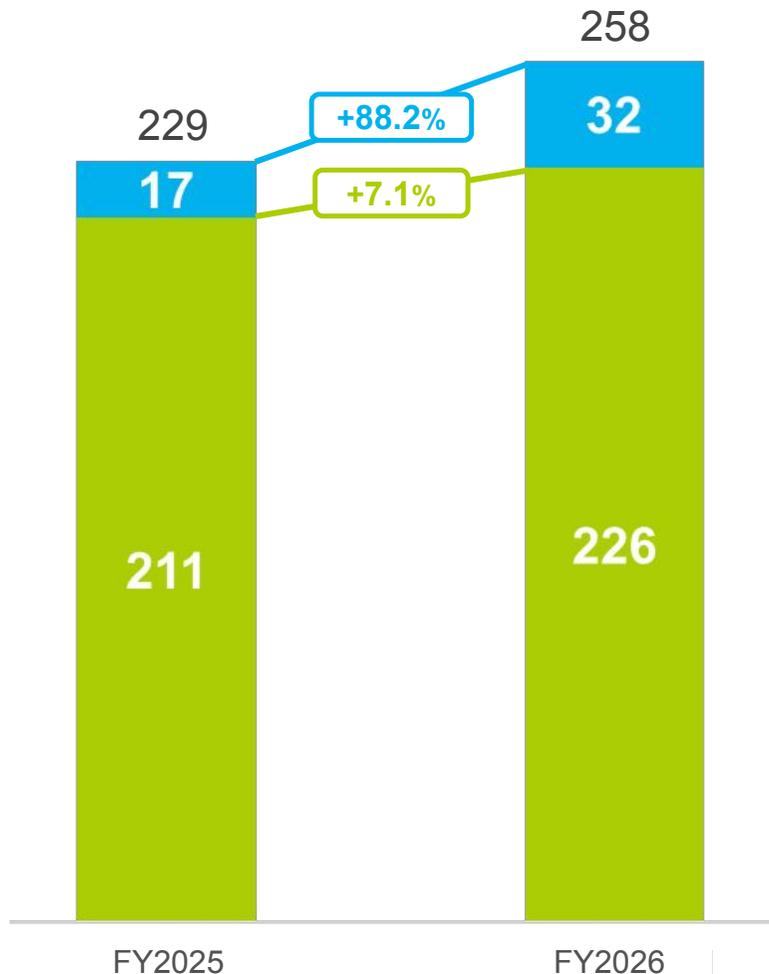
In addition to the continued growth of our core matching services, the Group aims to expand medium- to long-term revenue opportunities by growing its solutions business centered on AI-driven technologies.

Under this strategy, we have reorganized our service segments starting from the first quarter to more clearly reflect our business structure and the value we provide.

FY2025		FY2026	
<b>Event EC Services</b>	<ul style="list-style-type: none"><li>● machison JAPAN</li><li>● 1on1 for Singles</li></ul>	<b>Matching Services</b>	<ul style="list-style-type: none"><li>● machison JAPAN</li><li>● 1on1 for Singles</li><li>● CoupLink</li><li>● KOUGAKU</li></ul>
<b>Web Services</b>	<ul style="list-style-type: none"><li>● CoupLink</li><li>● KOIGAKU</li><li>● AI consulting</li><li>● Custom AI development</li><li>● AI product development and external sales</li></ul>	<b>AI Solutions Services</b>	<ul style="list-style-type: none"><li>● AI consulting</li><li>● Custom AI development</li><li>● AI product development and external sales</li><li>● Custom system solution development</li></ul>

# FY2026 Q1 Revenue Breakdown by Service Segment

(Unit: JPY million)



## AI Solutions Services

Composition ratio **12.5%** (YoY+4.9pt)

Leveraging the data utilization expertise and development capabilities cultivated in our matching domain, we are advancing AI-centered solution offerings and expanding revenue opportunities through development and technical support tailored to client needs.

## Matching Services

Composition ratio **87.5%** (YoY▲4.9pt)

We are advancing our ecosystem strategy centered on machicon JAPAN, expanding the number of proprietary events to simultaneously drive new customer acquisition and enhance customer satisfaction.

AI-driven improvements in safety and operational efficiency support the ecosystem by strengthening fraud prevention and streamlining operations. This enables both a secure and reliable user environment and improved profitability, contributing to overall Group performance growth.

## FY2026 Q1 Balance Sheet Summary

- As of the end of the first quarter, the Group held JPY 916 million in cash and cash equivalents.
- The equity ratio increased to 73.6%, up 1.3 percentage points from the end of the previous fiscal year, with ample working capital maintained.

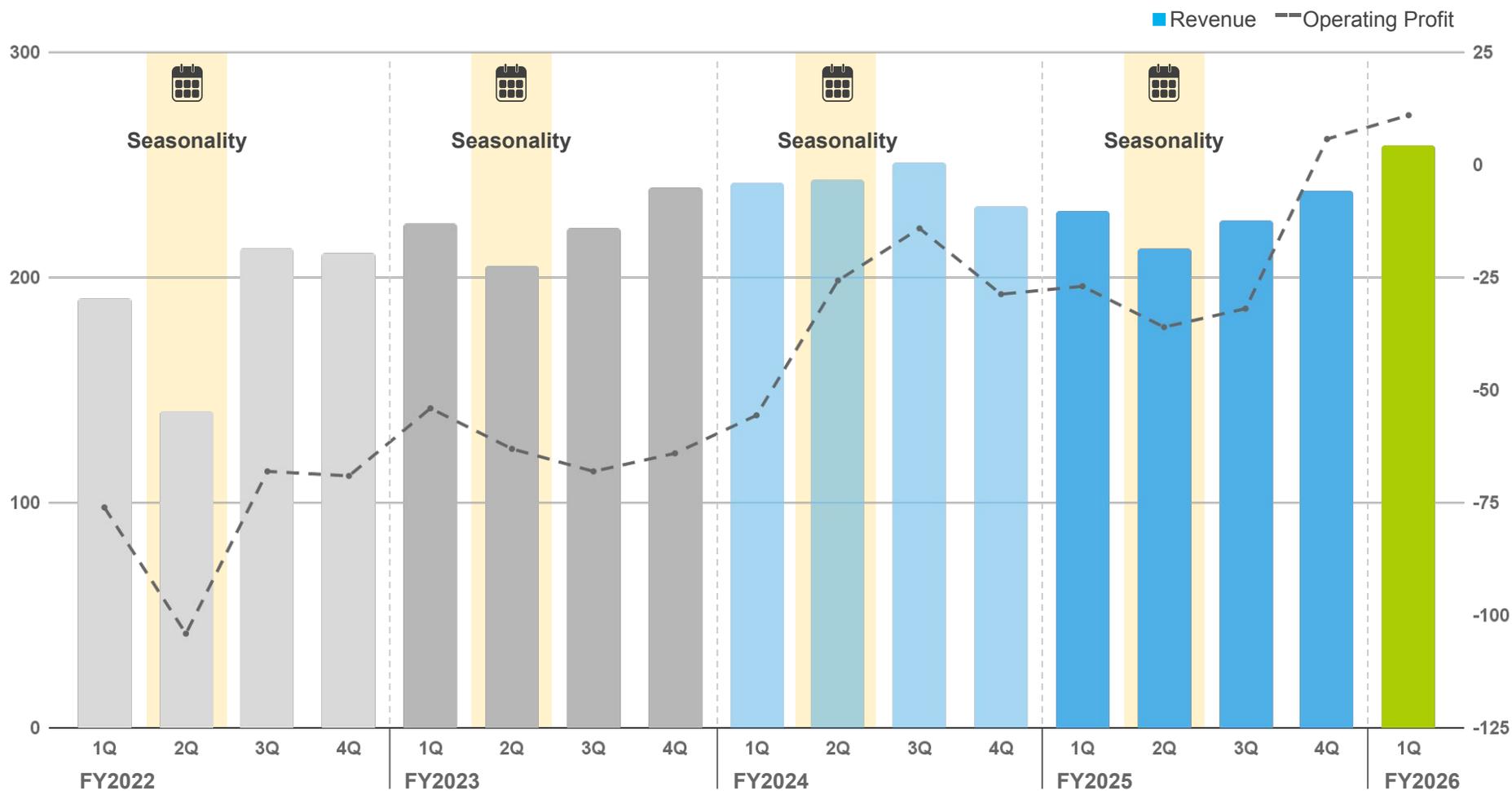
(Unit: JPY million)

		As of the end of FY2025	FY2026 Q1	Change
	Current assets	1,077	1,073	▲4
	Cash and deposits	914	916	+2
	Non-current assets	43	43	0
Total assets		1,120	1,116	▲4
	Current liabilities	174	164	▲10
	Non-current liabilities	136	130	▲6
Total liabilities		310	294	▲16
Total net assets		810	821	+11
Total liabilities and net assets		1,120	1,116	▲4
Equity ratio		72.3%	73.6%	+1.3%

## 4 Quarterly Revenue and Operating Profit Trends

# Quarterly Revenue and Operating Profit Trends

Revenue from our core matching services exhibits seasonality depending on the number of holidays and long vacation periods. As a result, revenue tends to moderate temporarily in the second quarter, followed by stronger growth in the third and fourth quarters, reflecting a second-half-weighted revenue structure.



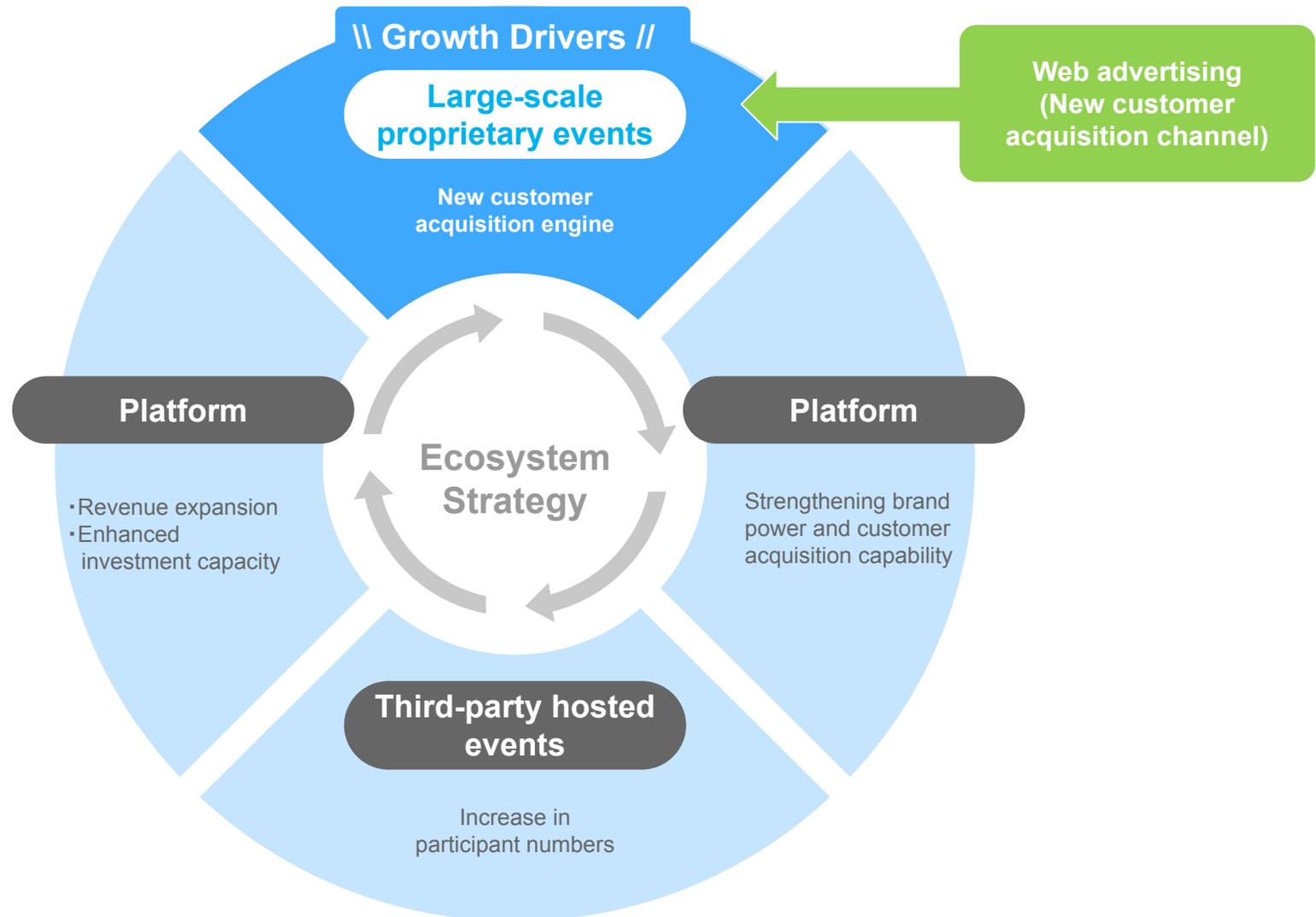
(Unit: JPY million)

FY2024 Q4: Impact from changes to Google's algorithm

## 5 Growth Strategy

# Growth Strategy ①: Renewed Growth through a New Ecosystem Strategy for machicon JAPAN

We optimize the ecosystem cycle through a fully integrated structure that manages event development, customer acquisition, and operations under a market-driven approach.



## Growth Strategy ①: Results of Large-Scale Proprietary Events (Recap)

### Successful execution of large-scale proprietary events with over 1,000 participants.

Under our ecosystem strategy, we held multiple large-scale proprietary events with over 1,000 participants each. All events sold out and achieved customer turnout beyond expectations.

By combining highly distinctive, non-everyday venues with our expertise in customer acquisition and event operations, these initiatives successfully enabled a seamless flow from new customer acquisition to cross-service engagement within our platform. They represent flagship success cases demonstrating both the scalability and effectiveness of our ecosystem strategy.

#### Track Record



Up to 1,200 participants connect at a nighttime aquarium event

“Uminaka Night” – A Full-Aquarium Social Experience



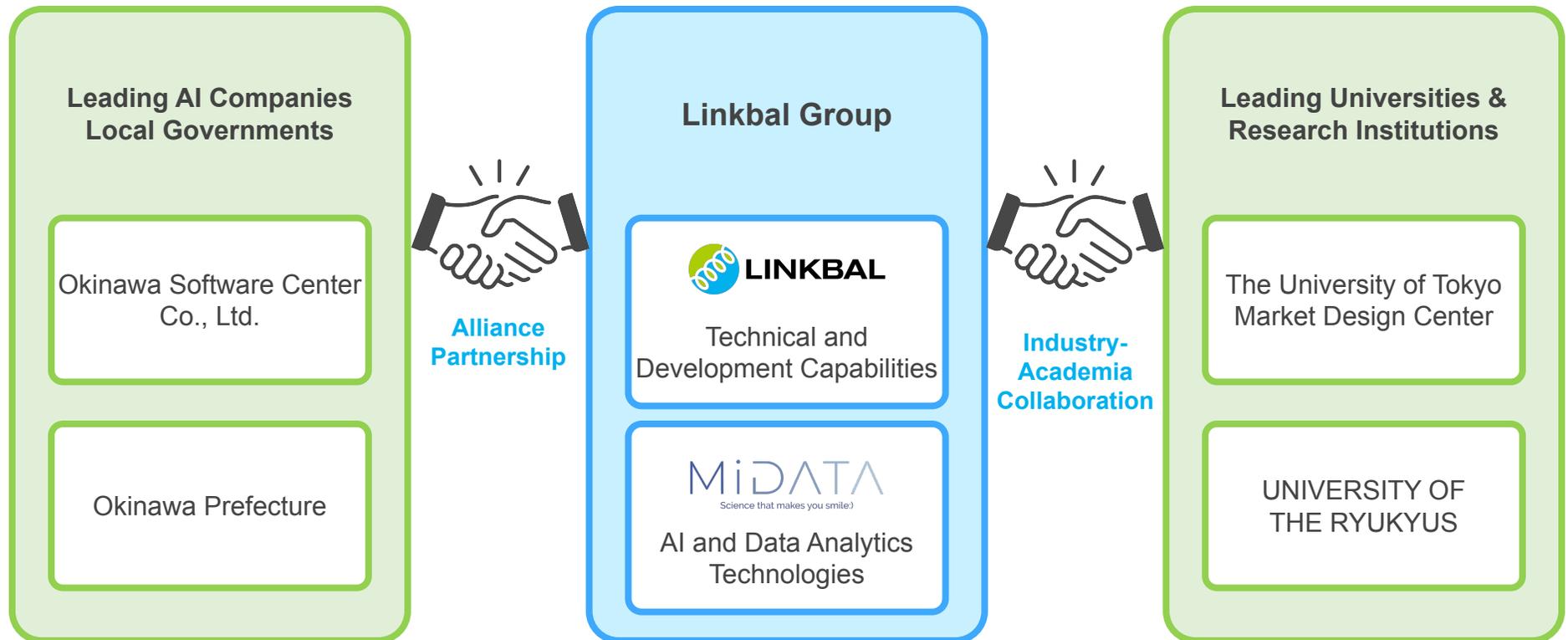
Up to 1,000 participants connect at a night aquarium event

“Enokoi Night” – A Full-Aquarium Social Experience

## Growth Strategy ②: Strengthen Growth Investment in the AI Domain to Expand Market Share in a Rapidly Growing Market

We position market share expansion in the AI domain as our top strategic priority. Leveraging the Group's AI implementation and development capabilities, we aim to establish a leading position in the AI market.

- Through collaboration with leading AI companies, local governments, and research institutions, we aim to accelerate growth.
- By leveraging our implementation capabilities and speed, we target market share expansion and aim to establish the AI business as a core revenue pillar.



Leveraging our AI implementation capabilities, we are promoting a new model that simultaneously addresses regional challenges and revitalizes local industries.

### Establishment of the Okinawa Base and Promotion of Regional Problem-Solving through AI Implementation

MiDATA upholds the vision of “A world where everyone can benefit from AI.” By implementing AI in real-world settings, the company supports the resolution of challenges faced by local communities and businesses. In May 2025, MiDATA established a new base in Naha City to accelerate AI talent development and provide technical support to regional industries.

Additionally, through a business partnership with the Okinawa Software Center (OSC), MiDATA has built a system to develop and deploy AI solutions across both Tokyo and Okinawa locations.

- Business Partnership between MiDATA and OSC – AI Solution Strategy Advancing Across Okinawa and Tokyo  
<https://prtimes.jp/main/html/rd/p/000000011.000139343.html>
- MiDATA Establishes New Base in Okinawa Prefecture to Strengthen AI Activities in the Region  
<https://prtimes.jp/main/html/rd/p/000000007.000139343.html>

By implementing research outcomes as practical, usable AI in society, we drive value creation through integrated industry-academia collaboration.

### 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>

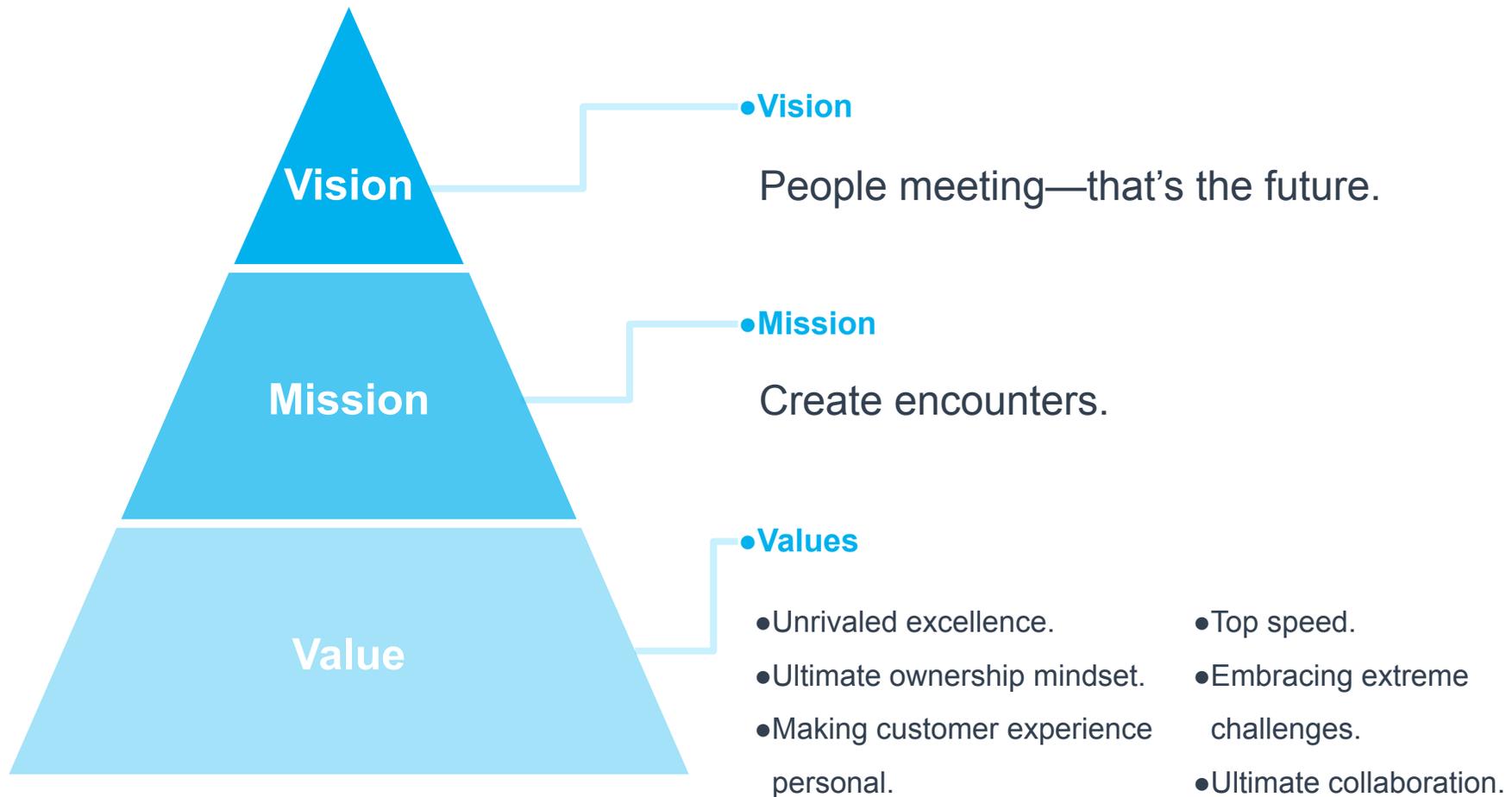
## 6 LINKBAL Group Overview

# Corporate Profile

<b>Company name</b>	LINKBAL INC.		
<b>Established</b>	December 2011		
<b>Capital</b>	50,000,000 yen		
<b>Shares listed on</b>	Tokyo Stock Exchange Growth board (securities code: 6046)		
<b>Locations</b>	Head Office 6F, Tsukiji River Front, 7-14 Akashicho, Chuo-ku, Tokyo, Japan		
<b>Management</b>	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
<b>Employees</b>	59 (as of December 31, 2025)		
<b>Lines of business</b>	Operation of event e-commerce sites and other websites; provision of related apps		

# LINKBAL INC. Vision, Mission and Values

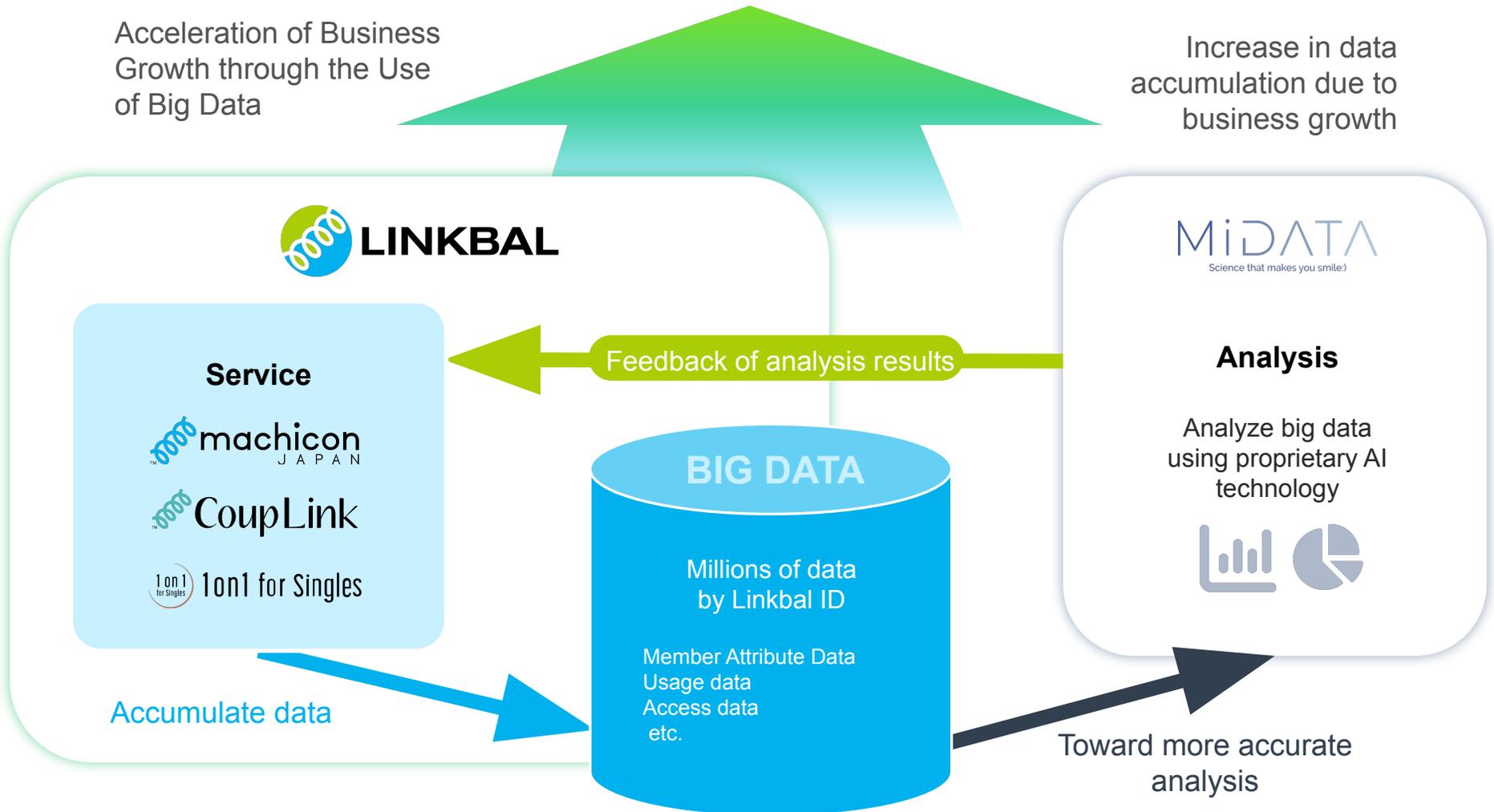
- **New VMV from the fiscal year ending September 30, 2024**  
Simplifying and clarifying the ideal state and further enhancing the driving force of the business.



# Towards an Exponential Growth Curve

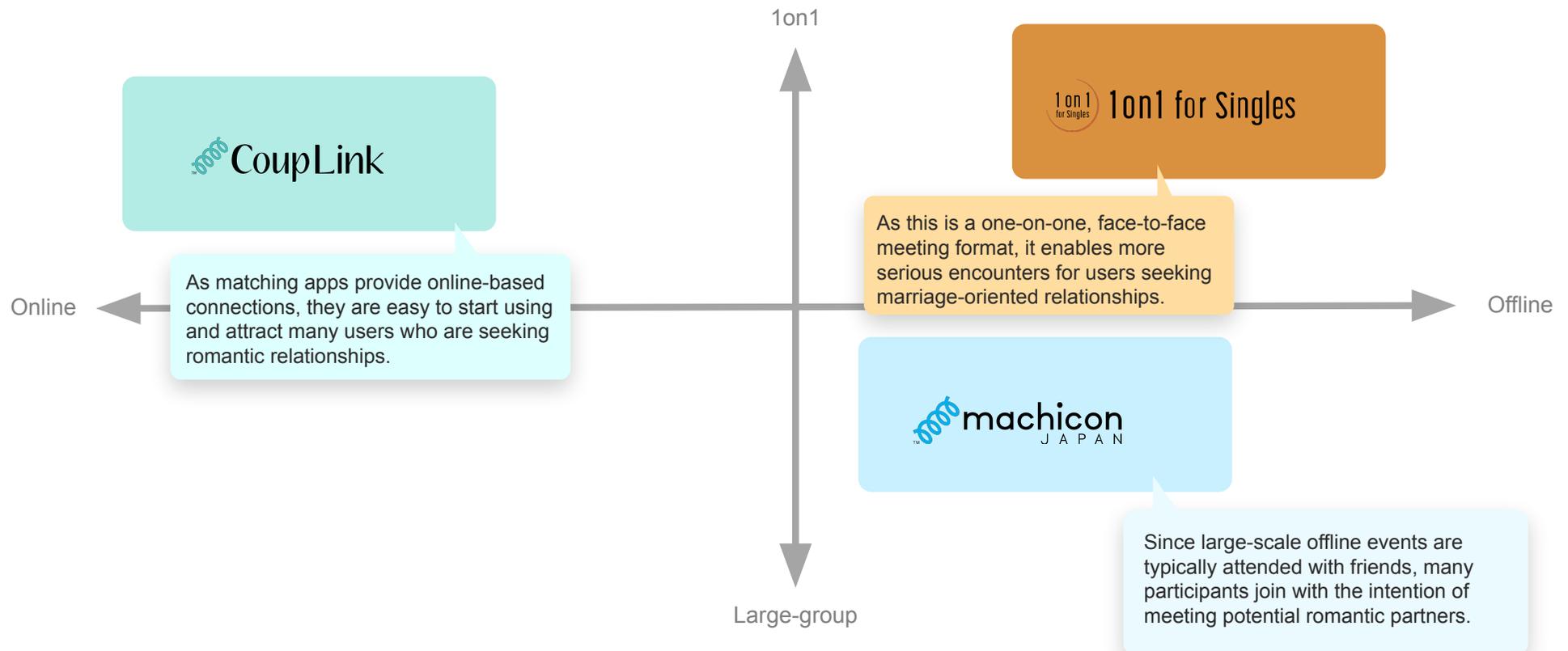
Acceleration of Business Growth through the Use of Big Data

Increase in data accumulation due to business growth



# Hybrid business model integrating offline and online channels

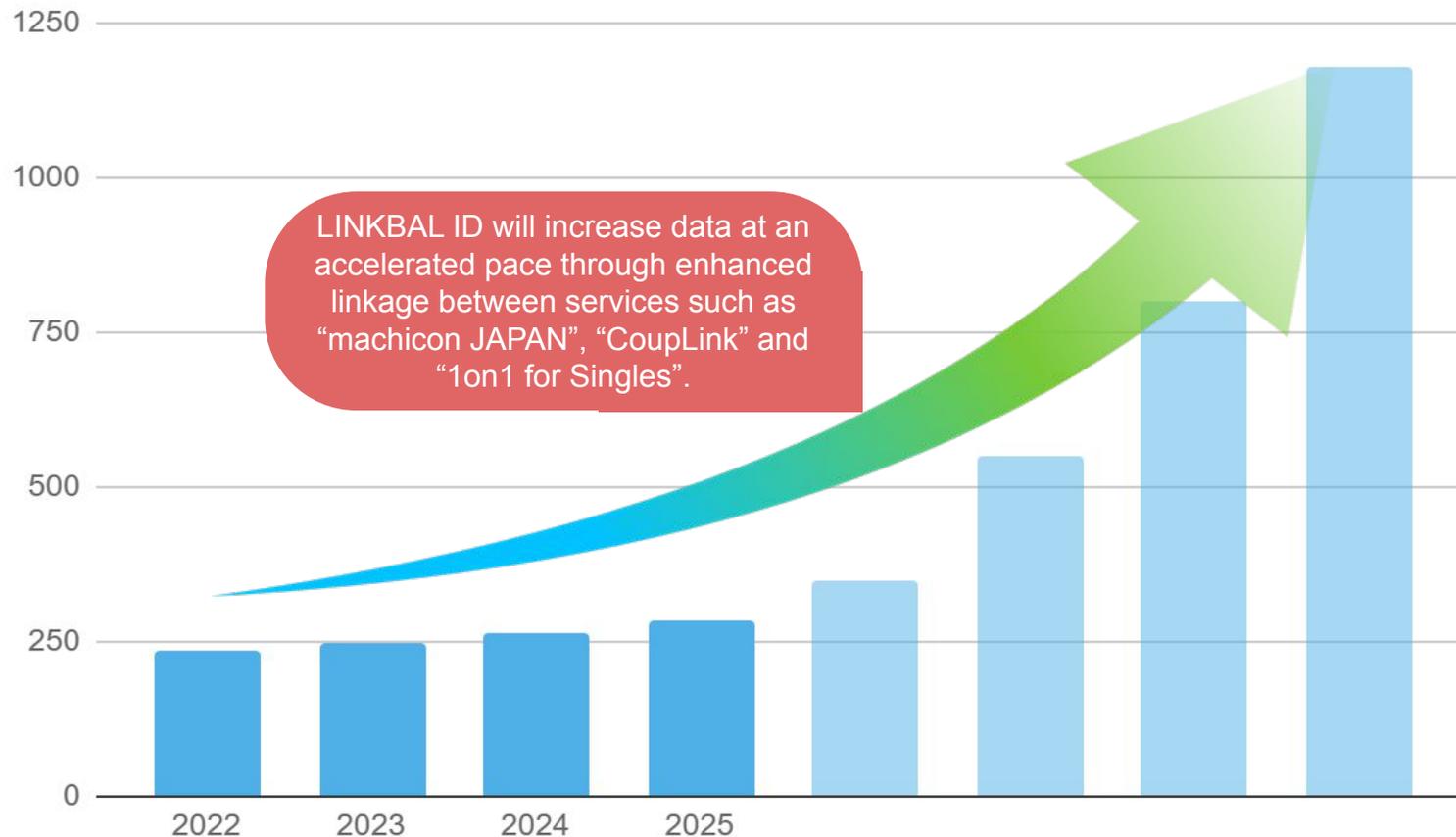
- Comprehensive business coverage addressing a wide range of dating and matchmaking needs to strengthen customer retention
- Capturing customer needs through enhanced collaboration across services



# Utilization of “Big Data x AI”

## Utilize LINKBAL ID's big data.

Through all-round business development in the marriage activity business domain, we will combine big data such as member data, access data, and diverse consumer purchase data accumulated from various fields with MiDATA's AI technology, leading to business growth. We will accelerate business growth by utilizing data, and as business growth accelerates, we will realize a spiral of further data accumulation.



# Event E-commerce Website Management Service

With 2.87 million members and a large selection of event listings, machicon JAPAN is one of Japan's largest matching event e-commerce websites. The website features a wide range of content for users in search of new experiences, new friends or love.

Experiential consumption e-commerce website “machicon JAPAN”



Dating and marriage

Making friends

Professional networking

Face-to-face meetings

Self-improvement

Experiences

, etc.

[Outline and features]

- One of largest websites of its kind in Japan that features information about hosted events nationwide
- Members (holders of LINKBAL IDs\*1) are primarily in their 20s and 30s
- A rich and ever-growing range of contents

\*1: LINKBAL ID is a user ID that can be used on “machicon JAPAN” and “CoupLink.”

# Event E-commerce Website Management Service

**“1on1 for Singles” is a cafe lounge where you can meet one-on-one.  
We realize one-on-one encounters for all “singles”.**

1on1 for Singles, a cafe lounge  
where you can meet one-on-one



[Outline and features]

- Provides a place for one-on-one interaction
- Introduce membership system and evaluation system among users
- Opened the first store in Shinjuku in July 2023.
- Opened Ebisu branch in September 2023
- Opened Ueno branch in December 2024

# Website Management Service

By collaborating with “machicon JAPAN,” Japan’s first matching app that collaborates with matching events, we have a customer attracting channel that is especially ours and different from other companies.

## Matching app “CoupLink”



### [Outline and features]

- Provides an online matchmaking service for users
- Event participants can exchange messages via the app
- Free membership registration (LINKBAL ID\*1)
- Subscription-based model
- App is used by event participants, giving users a greater sense of safety and peace of mind
- App has many registered users who are very engaged in looking for love and participates in events

\*1: LINKBAL ID is a user ID that can be used on “machicon JAPAN” and “CoupLink.”

# Website Management Service

Through the referral of customers between our website management service and “machicon Japan,” we are tapping into potential customers and building a revenue base in domains surrounding our existing services.

## Dedicated app for couples “Pairsty”



App for couples to use to share plans and memories



- Provides online information sharing service for couples
- Free membership registration
- Adopts an advertising revenue model

## Information site to learn about love「KOIGAKU」



- Provides a variety of content, including column articles on love
- Free to browse content
- Adopts an advertising revenue model

**LINKBAL INC. and MiDATA INC. to independently develop advanced AI technology**  
**Providing technology to external companies by utilizing technology and know-how cultivated through services such as "machicon JAPAN" and "CoupLink".**

- Pursuit of improvement of the matching rate for each service
- Elimination of impersonators and users who do not intend to meet

## Example of development results

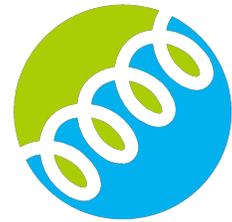
### AI Matching Engine

In the matching application "CoupLink", Developed a unique AI matching engine. The number of matches increased 3.8 times compared to the previous version. Also for "machicon JAPAN," the number of matches has increased by 3.8 times compared to the previous version. Recommendation of appropriate events based on users' needs, and matching with events based on users' needs.

### Break Away from Search Dependency and Create New Matching Opportunities

Identifying opportunity loss from reliance on traditional "search" methods as a key issue, we collaborated with MiDATA to implement an AI recommendation feature. Using an interpretability-focused LDA model, recruitment and application logs, along with industry-specific keywords, were machine-learned. Within six months of implementation, matches generated through recommendations accounted for 3% of total platform matches, demonstrating measurable results.

**many other engines have been developed**



**LINKBAL**