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IBJ Corporation (Marriage Agency Business) KPI Report for September 2026

	September 2025 (A)	September 2026 (B) (preliminary)	Change(B)-(A)	Change(B)/(A)
①Number of Couples	1,792	1,863	+71	+4.0%
②Number of Marriage Agencies	4,682	4,869	+187	+4.0%
③Number of IBJ Registered Members	102,302	111,160	+8,858	+8.7%
④Number of New Members	6,557	6,146	▲411	▲6.3%
⑤Number of Marriage Meetings	90,220	100,803	+10,583	+11.7%

※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 972 couples (+19.2% 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 September 2026, they continued to show steady progress.

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, excluding O-net, progressed steadily. In addition, our directly-managed stores—ZWEI, IBJ Members, and Sunmarie—performed strongly as their brand-specific strategies proved successful.

Regarding the Number of Couples, it has maintained an upward trend. Furthermore, the Number of Marriage Meetings, a leading indicator for the Number of Couples, exceeded 300,000 for the first time in Q3 (July - September) (up 13.0% year-on-year) and continues to perform strongly. As a result, we expect further increases in the Number of Couples toward the end of the year.

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 to generate a ripple effect for cross-selling in the after-marriage domain (e.g., wedding photography, insurance).

<Monthly KPI Trends>

