



First Quarter of December 2025

IR Q&A

IBJ, Inc
(TSE Prime 6071)

Q

Factors contributing to the increase in operating income for 1Q

A

The increase in the number of new memberships and paying members in the marriage agency business, and the increase in users of the Life Design Business due to more successful marriages have improved profitability. Furthermore, operating income increased due to a reduction in advertising expenses from optimized marketing (YoY Δ 120 million) and spot income from the sale of investment securities (operating income +20 million).

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Will the operating profit margin for 1Q remain at this level in the future?

A

Due to optimized marketing and other factors, the operating profit margin is expected to improve compared to last year. While some businesses may see a temporary decline in profit margins due to increased costs aimed at growth in the next term, we will continue to make improvements company-wide.

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What are the factors behind the increase in the cost of sales?

A

This is due to the book value and other costs being recorded as costs of sales following the sale and market valuation of investment securities.

Q

Please share your vision for future growth in the affiliate business.

A

By enhancing support for affiliates opened by IBJ, we aim to accelerate member acquisition and improve business continuity rates, thereby enhancing long-term profitability.

Q

What are the reasons for the decline in the number of openings?

A

Contracts concentrated in December due to last-minute demand before price revisions, leading to a decline in openings. We will review organizational structures and marketing towards the end of the fiscal year and continuously develop new products to increase the number of openings.

Q

Are there any plans to hold briefings for individual investors?

A

We are currently preparing to hold them after the 2Q financial results. Details will be announced at a later date.

Questions and Inquiries

**On the official LINE account dedicated to IR,
we are distributing IR information and conducting Q&A sessions.**



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