



August 4, 2025

Company name IBJ, Inc
Representative Shigeru Ishizaka, CEO
Securities code:6071 Tokyo Stock Exchange Prime Market
Contact us General Manager,Corporate Planning Office Ibuki Takane
(Telephone : 080-7027-0983)

【Supplementary Materials】 IBJ Corporation (Marriage Agency Business) KPI Report for July 2025

In connection with the disclosure on August 1, 2025, titled
“IBJ, Inc. (Marriage Agency Business) – July 2025 Monthly KPI Report,”
we have received inquiries from investors regarding the factors driving the increase in IBJ Paying Members, specifically the impact of
dormant (suspended) members.We hereby provide the following supplementary information.

	June 2025 (A)	July 2025 (B) (preliminary)	Change(B)-(A)	Change(B)/(A)
Number of IBJ Paying Members	62,999	93,599	+ 30,600	+ 48.6%
Number of IBJ Paying Members (excluding dormant members)	62,999	83,379	+20,380	+ 32.3%
Dormant members	—	10,220	—	—

The number of IBJ Paying Members in July 2025 increased significantly by 30,600 from the previous month.
This growth was driven not only by an increase in new member enrollments, but also by the effect of initiating billing for dormant
(suspended) members, as had been planned.
As a result, IBJ Paying Members showed a notable increase compared to typical months.

Based on historical trends, the proportion of dormant (suspended) members within total IBJ Paying Members is expected to remain
around 10% going forward.

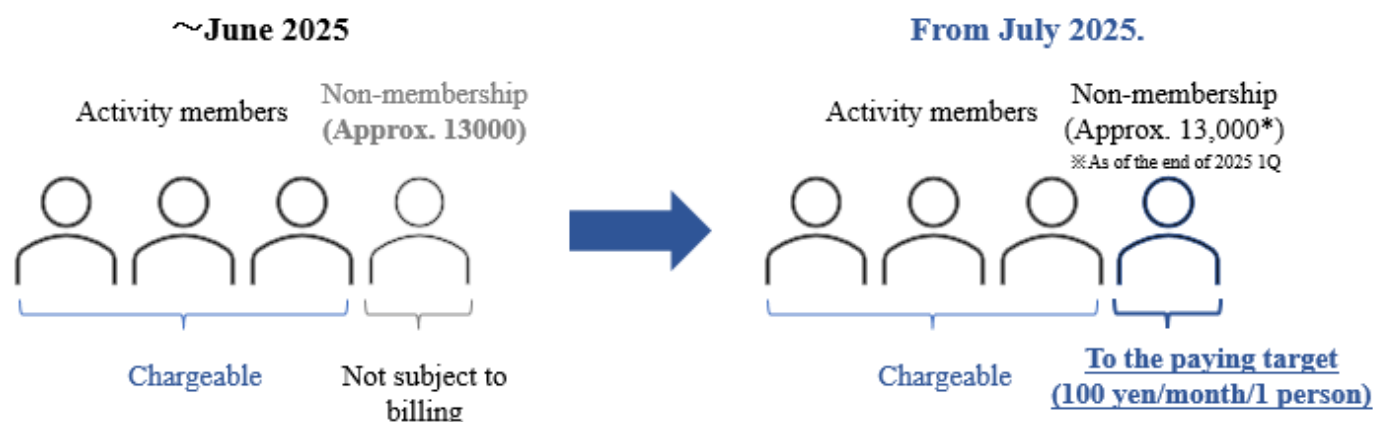
Accordingly, even as the overall membership base expands, a certain number of dormant members is anticipated. Should there be any material change in this trend, we will promptly provide updates through our disclosure materials. In addition, the average revenue per IBJ Paying Members is ¥750, of which dormant (suspended) members are accounted for at ¥100 per member.

As of the first quarter of 2025, there were approximately 13,000 dormant (suspended) members. Following the streamlining of long-term dormant members (those with no activity for over two years), the number of dormant members stood at 10,220 as of the end of July.

Planning to be implemented in Affiliate Business

② Affiliate Business Growth-Strategy

Optimize the membership mix by making the membership of the membership also chargeable.



Background to the target of the billing

Due to "members who are not already willing to engage in activities (long-term holidays, etc.)," which should be eliminated, To eliminate unnecessary server burdens and unhealthy member bases