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May 10, 2024

## Consolidated Financial Results for the First Three Months Ended March 31, 2024 (Under Japanese GAAP)

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 Listing: Tokyo Stock Exchange  
 Securities code: 6071  
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 Scheduled date of filing quarterly report: May 15, 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 three months of the fiscal year ending December 31, 2024 (from January 1, 2024 to March 31, 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	%
Three months ended								
March 31, 2024	4,254	10.1	663	24.2	662	20.9	481	31.7
March 31, 2023	3,864	5.9	534	26.1	547	29.0	365	1.2

Note: Comprehensive income For the three months ended March 31, 2024: ¥495 million [31.4%]  
 For the three months ended March 31, 2023: ¥377 million [6.0%]

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
March 31, 2024	12.54	–
March 31, 2023	9.09	–

#### (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
March 31, 2024	16,305	7,617	43.5	187.88
December 31, 2023	18,120	8,023	41.1	192.02

Reference: Equity  
 As of March 31, 2024: ¥7,099 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	–				
Fiscal year ending December 31, 2024 (Forecast)		–	–	–	–

Note: Revision to the forecast for dividends announced most recently: None

The Company's Articles of Incorporation stipulate the last day of the second quarter and the end of the fiscal year as the record date for dividends. At present, however, the dividend forecast as of the record date 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
Second quarter (cumulative)	8,557	10.8	1,072	11.2	1,062	5.8	744	-7.6	20.78
Full year	18,200	3.1	2,323	4.2	2,303	0.5	1,529	-6.2	42.02

Note: Revision to the forecast for dividends announced most recently: None

**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

Newly included: – companies (–)

Excluded: – companies (–)

(2) Accounting methods adopted particularly for the preparation of quarterly 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 March 31, 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 March 31, 2024	4,210,706 shares
As of December 31, 2023	3,217,506 shares

(iii) Average number of shares during the period

Three months ended March 31, 2024	38,380,505 shares
Three months ended March 31, 2023	40,232,894 shares

\* The quarterly 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 of the 1st quarter of the fiscal year ending December 31, 2024, (3) Overview of consolidated financial results forecast and other forward-looking information” on page 6 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, May 14, 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 1st quarter of the fiscal year ending December 31, 2024

## (1) Operating results

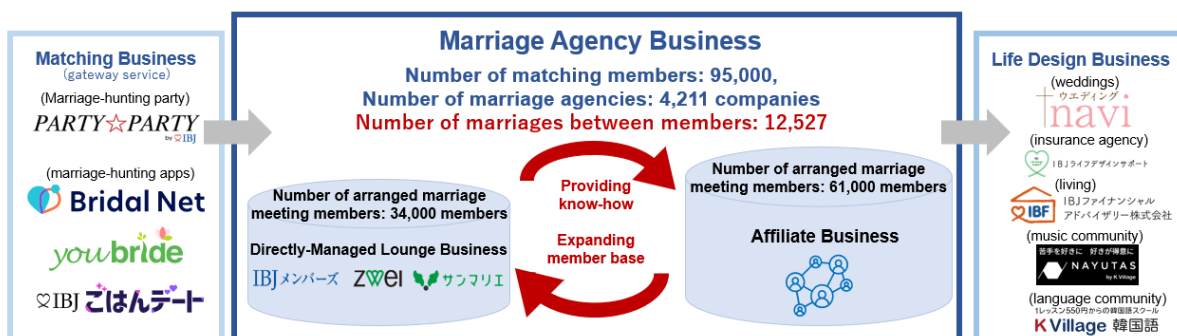
In the first three months of the fiscal year under review, the Japanese economy showed a modest recovery trend against the background of improving corporate revenue, personal consumption and inbound demand. Meanwhile, in overseas economies, the outlook continued to be uncertain due to the prospect of prolonged financial tightening in the U.S. and European countries, along with geopolitical risk caused by the uncertain international situation and concerns over China’s economic slowdown.

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 three months of the fiscal year under review came to 4,254,722 thousand yen (up 10.1% year on year), operating profit was 663,877 thousand yen (up 24.2% year on year), ordinary profit was 662,097 thousand yen (up 20.9% year on year), and profit attributable to owners of parent was 481,323 thousand yen (up 31.7% year on year).

## Our Unique Business Model (2) Summary by Business

### 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, we introduced the Company’s unique “Branch System” to strengthen cooperation with affiliates and worked towards increasing the number of marriages and the number of affiliates. The “Branch System” is a mandatory enrollment for all affiliates and focuses on the penetration of IBJ’s unique know-how as well as the maintenance and improvement of service quality. It contributes to increasing new membership, arranged marriage meetings, and marriages, as well as reducing the number of affiliates that suspend or cancel the affiliation. Additionally, the incentive program for obtaining the “Marriage-hunting Counselor qualification,” which is certified by Japan Lifedesign Counselors’ Association, for matchmakers aims not only to contribute to IBJ’s sales but also to enhance matchmakers’ skills and professional status, standardize the quality of matchmakers in local areas, and address unique local issues such as the lack of marriage-hunting support know-how.

As a result, during the first three months of the fiscal year under review, the segment net sales amounted to 834,240 thousand yen (up 6.9% year on year) and divisional profit was 583,135 thousand yen (up 28.3%

year on year).

#### <Directly-Managed Lounge Business>

As for the Directly-Managed Lounge Business, during the first three months of the year under review, the number of new members reached 13,639 (up 11.5% year on year) and the number of arranged marriage meetings reached 205,706 (up 15.4% year on year), both achieving record highs. The main factor behind these increases is a synergy effect of focusing on sales staff development leading to an increase in new membership and expanding the membership base through business acquisition resulting in an increase in members for arranged marriage meetings as well as arranged marriage meetings.

As a result, segment net sales amounted to 2,138,981 thousand yen (up 4.3% year on year) and divisional profit was 469,660 thousand yen (up 7.8% year on year).

#### <Matching Business>

In the Matching Business, as a strategy to attract potential customers with a strong desire for marriage, which leads to an increase in new membership in the Directly-Managed Lounge Business, we have clarified the concept of events to provide services tailored to the participants' attributes and to provide further added value to customers seeking high-quality connections. We have implemented "Entertainment Parties" for casual encounters and "Marriage-hunting Parties" for finding a marriage partner, as well as events where the number of participants is limited, allowing each person to have longer conversations. As a result, while the divisional profit in this segment remained robust, these initiatives significantly contributed to the increase in new membership in the Directly-Managed Lounge Business.

During the first three months of the fiscal year under review, segment net sales amounted to 413,763 thousand yen (down 8.6% year on year) and divisional profit was 60,532 thousand yen (up 53.0% year on year).

#### <Life Design Business>

In the Life Design Business, by realizing a consistent service line until after marriage provided by matchmakers in the marriage-hunting domain and planners in the life design domain, we achieved a successful contract rate (the number of successful contracts / the number of consultations) of 64.5% in the insurance domain and 75.6% in the wedding domain during the first three months of the fiscal year under review.

In addition, in the hobby and community business, K Village Inc. (former K Village Tokyo Co., Ltd.), which operates Korean language schools and voice training and dance schools, has steadily increased the number of students by capturing the demand for voice training and dance originating from the K-POP boom: the number of students of Korean language schools increased to 13,374 (up 19.8% year on year) and those of voice training and dance increased to 2,535 (up 116.5% year on year). The cumulative total of downloads in the Korean information media business increased to 40,026 (up 52.3% year on year), and the potential customer base of those interested in Korean culture has been rapidly expanding.

As a result, segment net sales amounted to 867,737 thousand yen (up 49.6 % year on year) and divisional profit was 159,782 thousand yen (up 20.2% year on year).

## Net sales and Divisional Profit by Business

(Million yen)		2023					2024	YoY (Change)	YoY (Pct. change)
		Q1	Q2	Q3	Q4	Full-year	Q1		
Affiliate business	Net sales	780	711	755	726	2,973	834	+53	+6.9%
	Agency Opening Support Business	420	362	379	336	1,499	419	△1	△0.3%
	Affiliate Business	359	348	375	390	1,473	414	+55	+15.3%
	Divisional profit	454	396	496	479	1,827	583	+128	+28.3%
	Agency Opening Support Business	218	171	217	195	802	269	+50	+23.1%
	Affiliate Business	235	225	279	284	1,024	313	+78	+33.2%
Directly-Managed Lounge Business	Net sales	2,051	2,106	2,118	2,103	8,379	2,138	+87	+4.3%
	Divisional profit	435	455	486	473	1,850	469	+33	+7.8%
Matching Business <small>*Sales and divisional profit changed retroactively due to the reclassification of IBJ Gohan Date (formerly known as: Rush) from Party Business to App Business.</small>	Net sales	452	464	470	450	1,838	413	△39	△8.6%
	Party Business	270	280	274	260	1,085	230	△39	△14.7%
	App Business	182	183	196	190	752	182	+0	+0.4%
	Divisional profit	39	63	116	115	335	60	+20	+53.0%
	Party Business	0	28	52	57	139	22	+21	+2,489.2%
	App Business	38	35	64	57	196	37	△0	△2.0%
Life Design Business <small>*Includes contribution of business performance from M&amp;A since FY2023 Q1.</small>	Net sales	579	579	2,485	812	4,457	867	+287	+49.6%
	Divisional profit	132	93	250	33	509	159	+26	+20.2%

\*Divisional profit = Operating profit + Depreciation and amortization + Amortization of goodwill + Amortization of long-term prepaid expenses, adjusted for internal transactions

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## KPI by Business (Marriage Agency Business)

(1) Financial Results Summary

By period		2023					2024	YoY (Amount)	YoY (Percentage)	
		Q1	Q2	Q3	Q4	Full-year	Q1			
Marriage agency Business (Affiliate Business + Directly-Managed Lounge Business)	Number of marriage agencies*	3,803	3,883	4,050	4,125	—	4,211	+408	+10.7%	
	Number of new memberships	12,225	13,087	13,496	12,554	51,362	13,639	+1,414	+11.6%	
	Number of arranged marriage meeting members*	91,410	93,370	94,508	94,035	—	95,432	+4,022	+4.4%	
	Number of arranged marriage meetings	178,172	192,070	197,754	196,819	764,815	205,706	+27,534	+15.5%	
	Affiliate Business	Number of new business openings*	268	220	239	217	944	225	△43	△16.0%
		Number of new memberships	7,317	7,910	8,526	8,208	31,961	8,624	+1,307	+17.9%
		Number of arranged marriage meeting members*	58,461	59,633	60,524	60,581	—	60,915	+2,454	+4.2%
	Directly-Managed Lounge Business	Number of arranged marriage meetings	108,110	118,079	120,472	122,527	469,188	125,561	+17,451	+16.1%
		Number of new memberships	4,908	5,177	4,970	4,346	19,401	5,015	+107	+2.2%
		Number of arranged marriage meeting members*	32,949	33,737	33,984	33,454	—	34,517	+1,568	+4.8%
	Number of arranged marriage meetings	70,062	73,991	77,282	74,292	295,627	80,145	+10,083	+14.4%	

\*As of the end of each quarter

\*The number of new business openings includes the number of marriages outside the business division for supporting the opening of new businesses

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## KPI by Business (Matching Business and Life Design Business)

By period		2023					2024	YoY (fluctuation)	YoY (Percentage)
		Q1	Q2	Q3	Q4	Full-year	Q1		
Matching Business	Number of party participants	95,715	91,375	82,731	75,946	345,767	70,610	△25,105	△26.2%
	Number of parties held	8,284	7,787	7,477	7,208	30,756	6,956	△1,328	△16.0%
	Number of matches (apps) ※	289,162	313,518	312,258	279,486	1,194,424	312,308	+23,146	+8.0%

\*The number of people matched retroactively changed due to the reclassification of IBJ Gohan Dating (formerly Rush) from the Party business to the App business.

By period		2023					2024	YoY (fluctuation)	YoY (Percentage)
		Q1	Q2	Q3	Q4	Full-year	Q1		
Life Design Business	Number of interviews (insurance & wedding)	564	631	801	660	2,656	622	+58	+10.3%
	The number of Selfit arranged marriage meeting photos taken	930	1,229	1,340	1,198	4,697	1,403	+473	+50.9%
	K village Number of students (Korean & voice training)	12,450	13,118	14,010	14,696	—	15,909	+3,459	+27.8%

\*As of the end of each quarter



## (2) Overview of financial position

### (Assets)

Current assets as of March 31, 2024 amounted to 6,170,565 thousand yen, down 1,920,559 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 1,299,594 thousand yen in cash and deposits and 951,302 thousand yen in deposits paid, despite an increase of 515,613 thousand yen in operational investment securities.

Non-current assets were 10,134,526 thousand yen, up 105,333 thousand yen from the end of the previous fiscal year. This was mainly due to increases of 33,111 thousand yen in buildings and 179,700 thousand yen in investment securities, despite decreases of 41,358 thousand yen in goodwill and 87,576 thousand yen in deferred tax assets.

Consequently, total assets came to 16,305,092 thousand yen, down 1,815,225 thousand yen from the end of the previous fiscal year.

### (Liabilities)

Current liabilities as of March 31, 2024 amounted to 5,426,645 thousand yen, down 1,761,161 thousand yen from the end of the previous fiscal year. This was mainly due to decreases of 302,164 thousand yen in accounts payable – trade, 816,817 thousand yen in short-term borrowings, 196,319 thousand yen in accounts payable – other, 249,866 thousand yen in accrued expenses, and 419,230 thousand yen in income taxes payable, despite increases of 59,568 thousand yen in advances received and 134,696 thousand yen in provision for bonuses.

Non-current liabilities were 3,261,331 thousand yen, up 352,694 thousand yen from the end of the previous fiscal year. This was mainly due to increases of 332,964 thousand yen in long-term borrowings and 16,226 thousand yen in asset retirement obligations.

Consequently, total liabilities came to 8,687,977 thousand yen, down 1,408,467 thousand yen from the end of the previous fiscal year.

### (Net assets)

Net assets as of March 31, 2024 stood at 7,617,114 thousand yen, down 406,758 thousand yen from the end of the previous fiscal year. This was mainly due to a decrease of 76,042 thousand yen in share acquisition rights, despite increases of 247,270 thousand yen in retained earnings, 593,032 thousand yen in treasury shares, and 16,461 thousand yen in non-controlling interests.

Consequently, the equity-to-asset ratio was 43.5% (compared to 41.1% at the end of the previous fiscal year).

## (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. Quarterly consolidated financial statements and major notes

### (1) Quarterly consolidated balance sheet

(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2023)	IQ FY2024 (March 31, 2024)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	3,789,025	2,489,431
Accounts receivable – trade	1,627,407	1,640,109
Operational investment securities	939,562	1,455,176
Merchandise and finished goods	10,610	9,578
Raw materials and supplies	3,105	2,637
Advance payments to suppliers	2,664	9,239
Prepaid expenses	354,718	405,982
Current portion of long-term loans receivable	1,999	1,999
Deposits paid	1,026,918	75,616
Other	349,043	92,762
Allowance for doubtful accounts	-13,931	-11,969
<b>Total current assets</b>	<b>8,091,124</b>	<b>6,170,565</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings	2,292,612	2,369,371
Accumulated depreciation	-931,064	-974,712
Buildings, net	1,361,547	1,394,658
Vehicles	10,880	10,880
Accumulated depreciation	-7,133	-7,421
Vehicles, net	3,746	3,459
Tools, furniture and fixtures	592,398	599,791
Accumulated depreciation	-509,522	-528,559
Tools, furniture and fixtures, net	82,876	71,231
Land	1,538,479	1,538,479
Leased assets	37,494	43,229
Accumulated depreciation	-23,718	-25,386
Leased assets, net	13,775	17,843
<b>Total property, plant and equipment</b>	<b>3,000,425</b>	<b>3,025,672</b>
<b>Intangible assets</b>		
Goodwill	1,527,097	1,485,738
Software	1,070,148	1,054,344
Software in progress	10,201	27,205
Other	-	134
<b>Total intangible assets</b>	<b>2,607,446</b>	<b>2,567,424</b>
<b>Investments and other assets</b>		
Investment securities	1,961,057	2,140,757
Long-term prepaid expenses	220,459	204,502
Long-term loans receivable	2,833	2,499
Deferred tax assets	708,791	621,215
Insurance funds	266,015	266,015
Guarantee deposits	1,256,874	1,301,148
Other	5,290	5,290
<b>Total investments and other assets</b>	<b>4,421,320</b>	<b>4,541,429</b>
<b>Total non-current assets</b>	<b>10,029,193</b>	<b>10,134,526</b>
<b>Total assets</b>	<b>18,120,318</b>	<b>16,305,092</b>

(Unit: thousands of yen)

	Previous consolidated fiscal year (December 31, 2023)	1Q FY2024 (March 31, 2024)
<b>Liabilities</b>		
Current liabilities		
Accounts payable – trade	487,216	185,052
Short-term borrowings	3,216,817	2,400,000
Current portion of long-term borrowings	280,684	292,439
Account payable – other	859,885	663,566
Accrued expenses	707,960	458,094
Income taxes payable	594,328	175,097
Accrued consumption taxes	140,125	217,978
Advances received	583,167	642,736
Lease obligations	6,675	6,770
Provision for bonuses	-	134,696
Other	310,946	250,215
Total current liabilities	7,187,807	5,426,645
Non-current liabilities		
Long-term borrowings	2,220,592	2,553,556
Lease obligations	6,947	10,468
Asset retirement obligations	671,070	687,297
Other	10,028	10,010
Total non-current liabilities	2,908,637	3,261,331
Total liabilities	10,096,445	8,687,977
Net assets		
Shareholders' equity		
Share capital	699,585	699,585
Capital surplus	929,640	930,229
Retained earnings	7,981,454	8,228,725
Treasury shares	-1,843,347	-2,436,380
Total shareholders' equity	7,767,333	7,422,159
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	-320,172	-322,176
Total accumulated other comprehensive income	-320,172	-322,176
Share acquisition rights	100,693	24,650
Non-controlling interests	476,019	492,481
Total net assets	8,023,873	7,617,114
Total liabilities and net assets	18,120,318	16,305,092

## (2) Quarterly consolidated statements of income and comprehensive income

## Quarterly consolidated statement of income

First consolidated three months (cumulative)

(Unit: thousands of yen)

	1Q FY2023 (from January 1, 2023 to March 31, 2023)	1Q FY2024 (from January 1, 2024 to March 31, 2024)
Net sales	3,864,358	4,254,722
Cost of sales	156,576	294,997
Gross profit	3,707,782	3,959,724
Selling, general and administrative expenses	3,173,223	3,295,847
Operating profit	534,559	663,877
Non-operating income		
Interest income	57	38
Dividend income	9,023	-
Foreign exchange gains	-	2,547
Subsidy income	5,474	284
Miscellaneous income	2,410	1,049
Total non-operating income	16,965	3,919
Non-operating expenses		
Interest expenses	3,021	3,802
Loss on investments in investment partnerships	256	117
Commission expenses	-	1,779
Miscellaneous losses	652	0
Total non-operating expenses	3,931	5,699
Ordinary profit	547,594	662,097
Extraordinary income		
Gain on sale of non-current assets	2,286	-
Gain on sale of investment securities	66,848	-
Gain on reversal of share acquisition rights	-	82,210
Total extraordinary income	69,135	82,210
Extraordinary losses		
Loss on store closings	918	-
Total extraordinary losses	918	-
Profit before income taxes	615,810	744,307
Income taxes – current	148,798	157,967
Income taxes – deferred	83,989	88,554
Total income taxes	232,787	246,522
Profit	383,023	497,784
Profit attributable to non-controlling interests	17,460	16,461
Profit attributable to owners of parent	365,562	481,323

Quarterly consolidated statement of comprehensive income  
 First consolidated three months (cumulative)

(Unit: thousands of yen)

	1Q FY2023 (from January 1, 2023 to March 31, 2023)	1Q FY2024 (from January 1, 2024 to March 31, 2024)
Profit	383,023	497,784
Other comprehensive income		
Valuation difference on available-for-sale securities	-5,697	-2,007
Total other comprehensive income	-5,697	-2,007
Comprehensive income	377,325	495,777
Comprehensive income attributable to:		
Owners of parent	359,864	479,315
Non-controlling interests	17,460	16,461

(3) Notes to quarterly 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)

Not applicable

(Segment information)

Segment Information

I First consolidated three months ended March 31, 2023 (from January 1, 2023 to March 31, 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	502,201	661,238	276,377	194,289	1,634,107	—	1,634,107
Services transferred over time	278,204	1,389,887	176,471	328,804	2,173,367	—	2,173,367
Revenue from contracts with customers	780,406	2,051,125	452,848	523,093	3,807,474	—	3,807,474
Other revenues	—	—	—	56,884	56,884	—	56,884
Revenues from external customers	780,406	2,051,125	452,848	579,978	3,864,358	—	3,864,358
Transactions with other segments	29,037	8,876	10,785	—	48,699	-48,699	—
Total	809,444	2,060,002	463,633	579,978	3,913,058	-48,699	3,864,358
Segment profit (loss)	446,528	339,437	18,169	111,883	916,019	-381,459	534,559

- Notes:
1. Adjustments to segment profit (loss) of -381,459 thousand yen include elimination of inter-segment transactions of 865 thousand yen and corporate expenses of -382,325 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.
  2. Segment profit (loss) is adjusted with the operating profit in the quarterly consolidated statement of income.
  3. "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 consolidated three months ended March 31, 2024 (from January 1, 2024 to March 31, 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	528,166	717,753	241,300	358,499	1,845,720	—	1,845,720
Services transferred over time	306,073	1,421,228	172,463	461,684	2,361,448	—	2,361,448
Revenue from contracts with customers	834,240	2,138,981	413,763	820,183	4,207,168	—	4,207,168
Other revenues	—	—	—	47,553	47,553	—	47,553
Revenues from external customers	834,240	2,138,981	413,763	867,737	4,254,722	—	4,254,722
Transactions with other segments	36,491	13,007	12,200	—	61,699	-61,699	—
Total	870,731	2,151,989	425,963	867,737	4,316,421	-61,699	4,254,722
Segment profit (loss)	572,203	392,407	40,206	126,974	1,131,792	-467,914	663,877

- Notes:
- Adjustments to segment profit (loss) of -467,914 thousand yen include elimination of inter-segment transactions of 150 thousand yen and corporate expenses of -468,064 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 quarterly 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).”