

Contents



. FY2019 Financial Highlights		II. FY2020 Consolidated Forecast	
FY2019 Consolidated Overview	3	Summary of the FY2020 Forecast	20
FY2019 Consolidated Financial Highlights	4	FY2020 Consolidated Forecast	21
Net Sales	5	Consolidated Forecast: Net Sales, Operating Profit and	22
Quarterly Net Sales	6	Ordinary Profit	
Wedding Operations	7	Outlook of New Branch Openings, Number of Weddings, Capital Expenditures and Depreciation	23
Quarterly Trends in Number of Weddings	8	Dividend Plan	24
Quarterly Trends in Orders for Weddings	9		
Quarterly Trends in Operating Profit	10	III. Initiatives for FY2020	
Trends in Gross Profit and SG&A	11		
Trends in Operating Profit and Ordinary Profit	12	Plan to open a new branch in Koto-ku, Tokyo	27
Consolidated Balance Sheet	13	Renovations to improve the quality of existing locations	28
Financial Position	14	Start a food business and begin the planning and development of new products	29
Consolidated Cash Flows	15	In overseas operations (Indonesia), open the second location	30
Operating Highlights of FY2019	16	Reference: Company Profile, Business Activities an Industry Overview	
		Company Profile and Business Activities	32
		Industry Trends	55

I. FY2019 Consolidated Financial Highlights





FY2019 Consolidated Overview

Eighth consecutive year of sales growth due to new branches and overseas operations performed well, while there was the declining number of weddings at some existing locations

Record high

Net sales: \(\frac{\text{20,189}}{\text{million}}\) (+0.9% YoY, +0.9% vs. plan)

The total number of weddings increased from one year earlier as there were contributions from the new Osaka Branch and Kobe Branch and the number of weddings were higher at overseas operations, while weddings declined at some existing locations.

Average sales per wedding continued to increase to ¥4,009 thousand.

Operating profit: ¥1,931 million (-6.6% YoY, +1.1% vs. plan)

Operating profit was down from one year earlier due to up-front expenses for opening the Kobe Branch and the Tokyo Branch (about ¥260 million), but it was higher than the initial plan.

Profit attributable to owners of parent: ¥1,350 million (-1.1% YoY; +8.0% vs. plan)

Gain on sales of shares of ¥69 million in association with transfer of stock of I CEREMONY Inc. (Funeral business)

Record high

Order backlog (at the end of October 2019): 4,168 weddings (+12.1% YoY)

Orders remained strong at existing and new locations.



FY2019 Consolidated Financial Highlights

(Millions of yen)

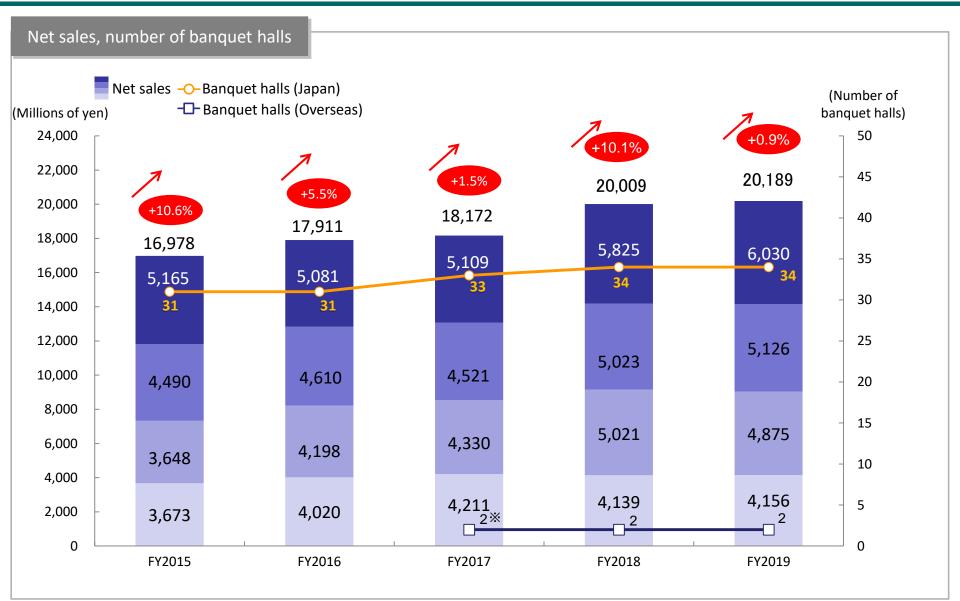
	FY2	018	FY2019						
	Amount	Amount % to sales Plan		Amount	Amount % to sales	YoY change		Vs. forecast	
	Amount	70 to sales	Flaii	Amount	70 to sales	Amount	%	%	
Net sales	20,009	100.0	20,010	20,189	100.0	180	0.9	179	0.9
Wedding operations	19,219	96.1	_	19,393	96.1	174	0.9	_	_
Funeral operations	296	1.5	_	287	1.4	(9)	(3.2)	_	_
Nursing-care operations	500	2.5	_	515	2.6	15	3.1	_	_
Gross profit	10,987	54.9	10,955	11,211	55.5	224	2.0	256	2.3
SG&A expenses	8,920	44.6	9,045	9,280	46.0	360	4.0	235	2.6
Operating profit	2,067	10.3	1,910	1,931	9.6	(136)	(6.6)	21	1.1
Ordinary profit	2,094	10.5	1,920	1,955	9.7	(139)	(6.6)	35	1.9
Profit attributable to owners of parent	1,365	6.8	1,250	1,350	6.7	(14)	(1.1)	100	8.0
Net income per share (Yen)	46.28	_	42.11	45.48	_	_	_	_	_

^{*}On October 1, 2019 (FY2019), IKK sold 95% of the stock of I CEREMONY Inc., which operates the funeral business.





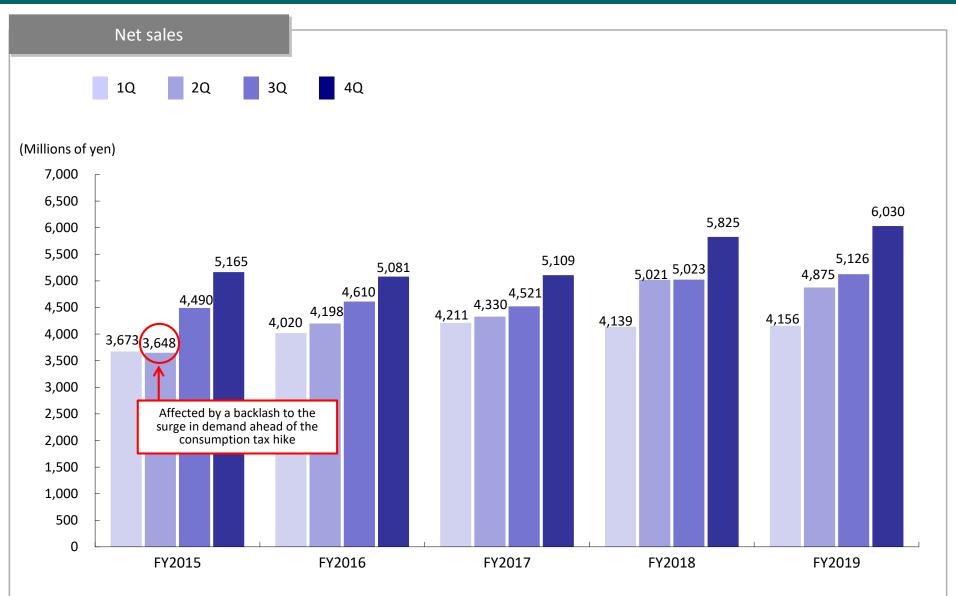
Net Sales



^{*}Overseas wedding operations started in FY2017. However, overseas results have not been consolidated for FY2017.



Quarterly Net Sales



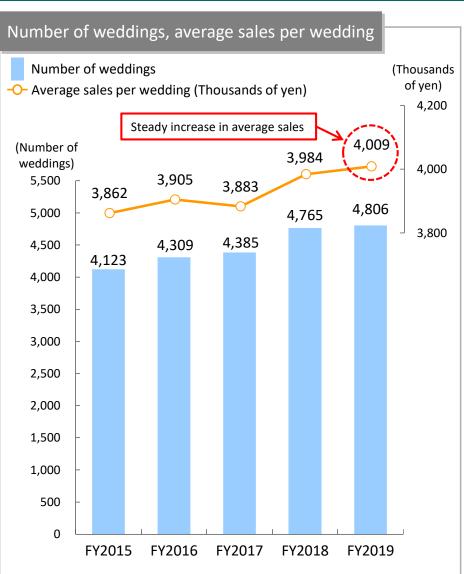


Wedding Operations

	FY2018		FY2019	YoY change		
		results	results	Amount	%	
	t sales ns of yen)	19,219	19,393	174	0.9	
	mber of es in Japan	18	18	0	-	
	mber of es overseas	1	1	0	-	
	nber of ddings	4,765	4,806	41	0.9	
	Japan	4,674	4,667	(7)	(0.1)	
	Overseas	91	139	48	52.7	
	lers for dings*1	4,787	5,255	468	9.8	
Order	backlog*1	3,719	4,168	449	12.1	
wed	e sales per Iding*2 nds of yen)	3,984	4,009	25	0.6	

^{*1} Orders for weddings and order backlog do not include overseas wedding operations.

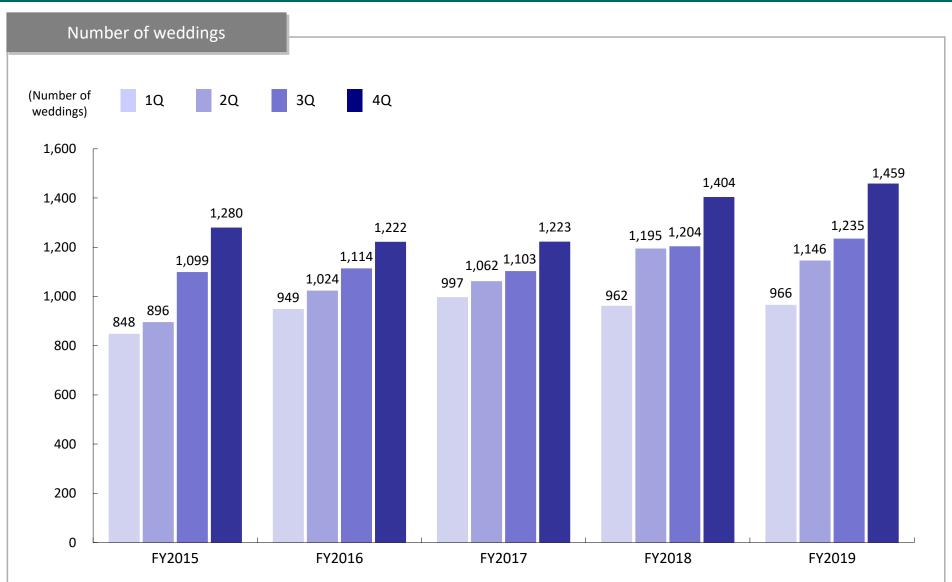
^{*2} The average sales per wedding does not include ordinary banquets, cancellation fees and overseas wedding operations.



^{*} Number of weddings include results of overseas operations. However, overseas results have not been consolidated for FY2017.



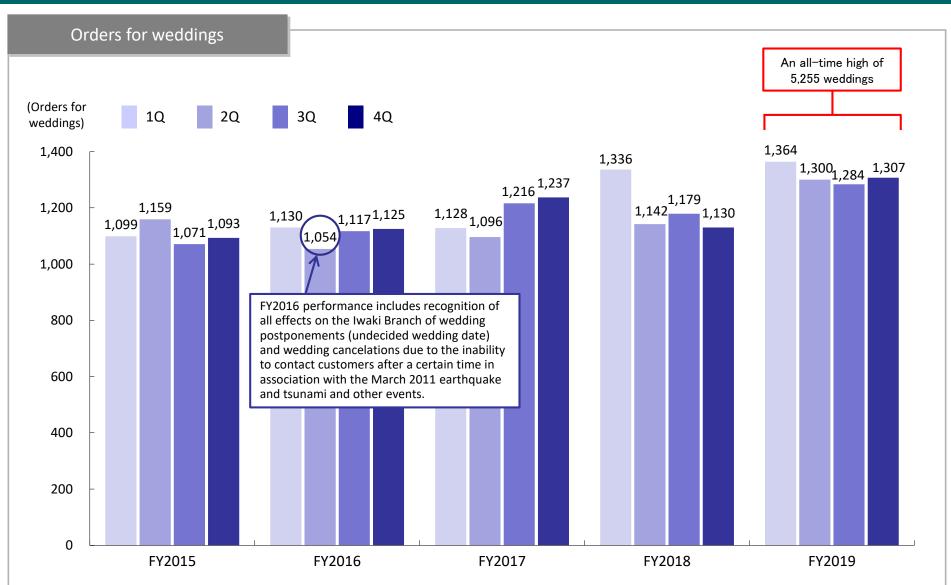
Quarterly Trends in Number of Weddings



^{*} Number of weddings include results of overseas operations. However, overseas results have not been consolidated for FY2017.



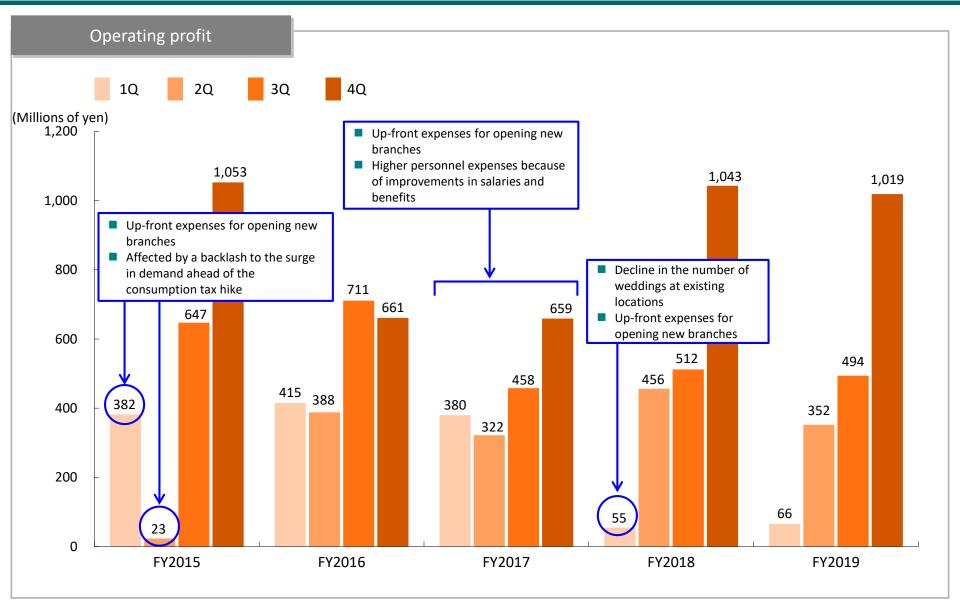
Quarterly Trends in Orders for Weddings



^{*} Orders for weddings include results of overseas operations.

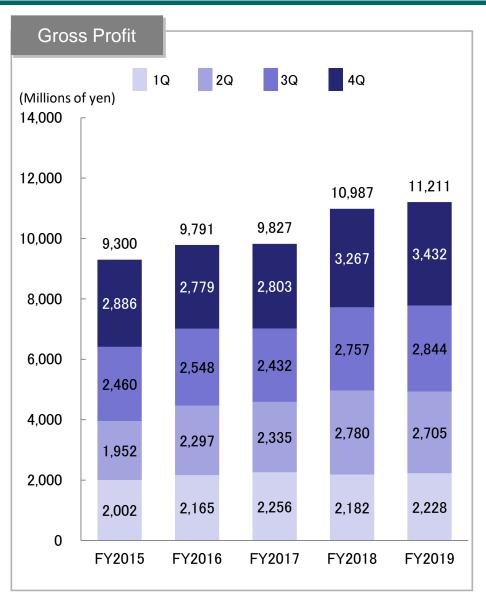


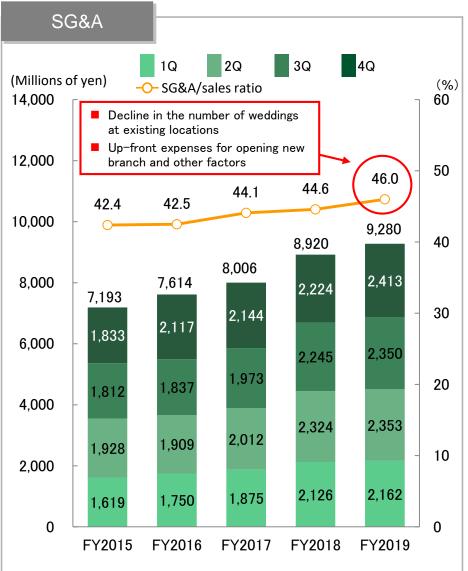
Quarterly Trends in Operating Profit





Trends in Gross Profit and SG&A

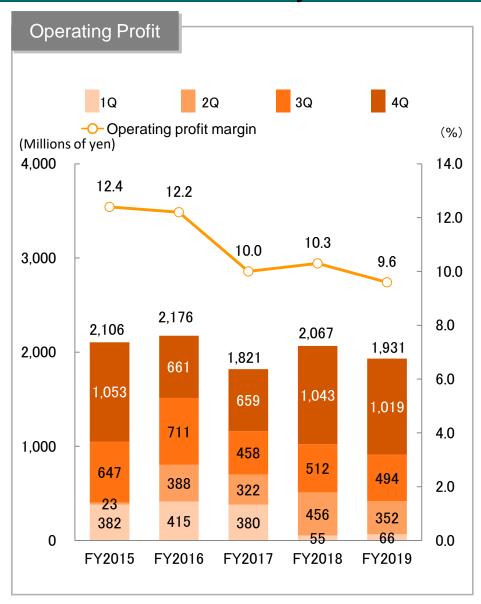


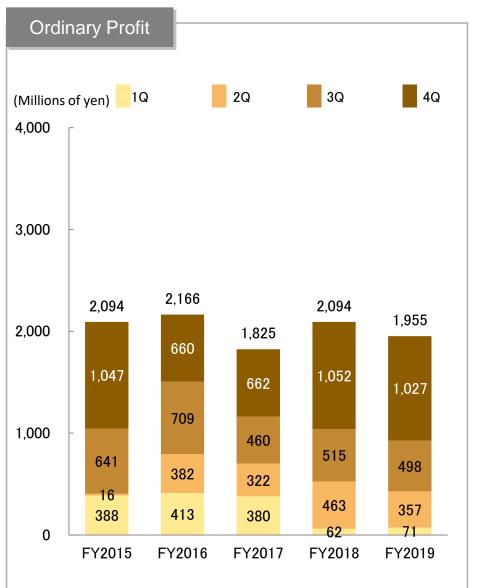






Trends in Operating Profit and Ordinary Profit







Consolidated Balance Sheet

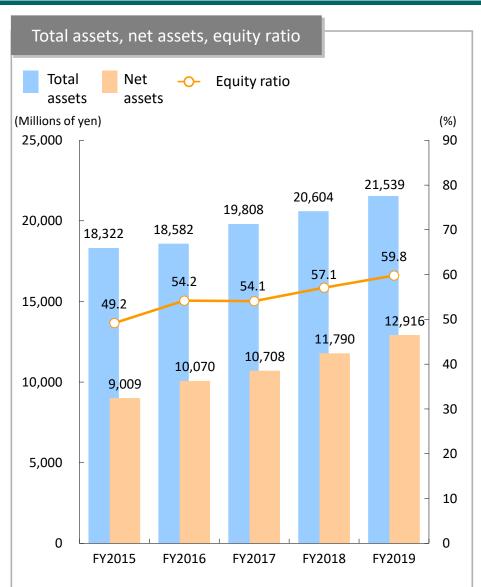
(Millions of yen)

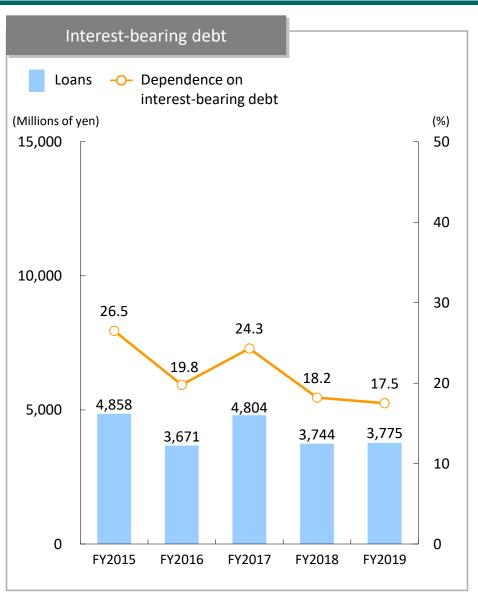
						(ivillions of yen)	
	Oct. 31	., 2018	Oct. 31, 2019				
	Amount	Comp. (%)	Amount	Comp. (%)	YoY change	Main factors	
Current assets	6,083	29.5	6,014	27.9	(68)	Cash and deposits (131) Raw materials and supplies 47	
(Cash and deposits)	5,277	25.6	5,145	23.9	(131)		
(Accounts receivable-trade)	314	1.5	303	1.4	(10)		
Non-current assets	14,520	70.5	15,525	72.1	1,004		
(Property, plant and equipment)	12,019	58.3	12,094	56.1	74		
Total assets	20,604	100.0	21,539	100.0	935		
Current liabilities	4,579	22.2	4,394	20.4	(184)	Income taxes payable (238) Other-CL(258) Advances received 232	
(Accounts payable-trade)	911	4.4	936	4.3	25		
(Income taxes payable)	570	2.8	332	1.5	(238)		
Non-current liabilities	4,235	20.6	4,228	19.6	(6)		
Total liabilities	8,814	42.8	8,622	40.0	(191)		
(Interest-bearing debt)	3,744	18.2	3,775	17.5	31		
Total net assets	11,790	57.2	12,916	60.0	1,126	Profit attributable to owners of parent 1,350 Proceeds from sales of treasury shares 130 Dividends of surplus(359)	
Total liabilities and net assets	20,604	100.0	21,539	100.0	935		

^{*} Effective from the beginning of the first quarter of the current fiscal year, IKK has adopted the "Partial Amendments to Accounting Standard for Tax Effect Accounting" and other related pronouncements. Prior-year figures have been adjusted retroactively.



Financial Position





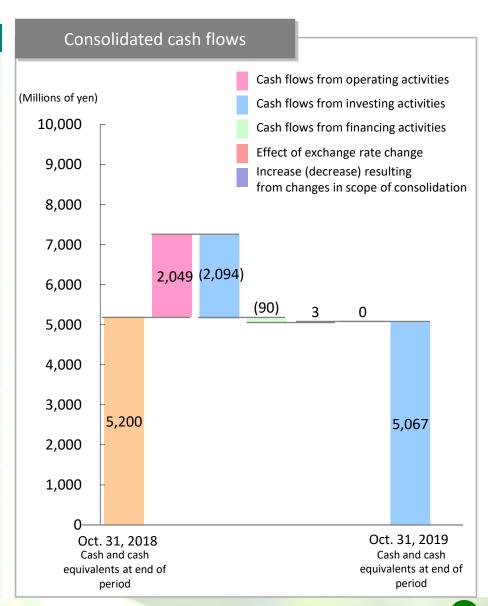
^{*}Dependence on interest-bearing debt = Interest-bearing debt / Total assets



Consolidated Cash Flows

(Millions of yen)

	FY2018	FY2019
Cash flows from operating activities	3,624	2,049
Profit before income taxes	2,086	2,013
Depreciation	1,179	1,129
Decrease (increase) in notes and accounts receivable-trade	137	6
Increase (decrease) in notes and accounts payable-trade	26	43
Other, net	453	(85)
Income taxes paid	(407)	(940)
Cash flows from investing activities	(1,185)	(2,094)
Purchase of property, plant and equipment	(926)	(1,244)
Cash flows from financing activities	(1,278)	(90)
Effect of exchange rate change on cash and cash equivalents	(23)	3
Cash and cash equivalents at beginning of period	3,731	5,200
Increase (decrease) in cash and cash equivalents resulting from changes in scope of consolidation	331	-
Cash and cash equivalents at end of period	5,200	5,067

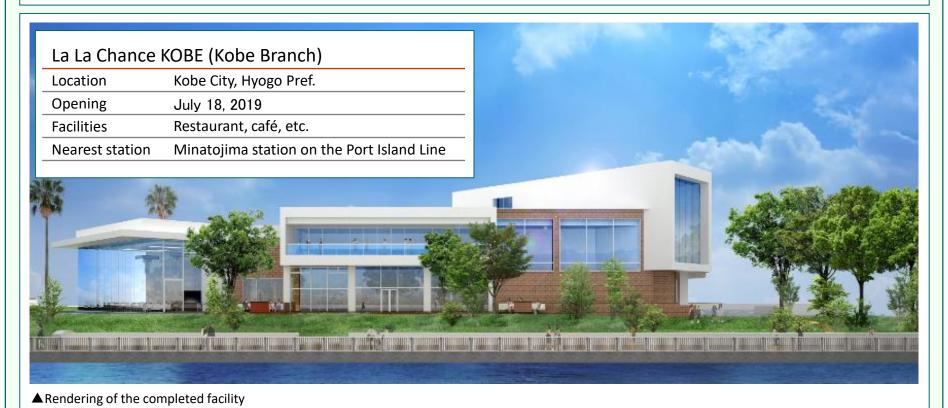




Initiatives for FY2019 (1)

Opened a new branch in Kobe City, Hyogo Prefecture

- IKK won the bid to open a restaurant within the premises of the Po-ai Shiosai park in Kobe City, Hyogo Prefecture.
- IKK opened a restaurant and café designed to hold weddings also in the premises of the Po-ai Shiosai park





Initiatives for FY2019 (2)

Renovations to upgrade the quality of existing locations

La La Chance Taiyo no Oka (Kanazawa Branch)

Location	Kanazawa City, Ishikawa Pref.		
Completion of renovations	March 23, 2019		
Renovations	Major remodeling of the chapel		







▲ After remodeling

La La Chance Bel Ami (Morioka Branch)

Location	Morioka City, Iwate Pref.
Completion of renovations	June 14, 2019
Renovations	Major remodeling of the garden



▲ Before remodeling



▲ After remodeling

Other locations will be renovated based on our investment plan



Initiatives for FY2019 (3)

Overseas operations (Indonesia) are expected to become profitable in FY2019

- Recorded a profit in FY2019 and a total of 139 weddings
- Taking actions to improve customer satisfaction and collecting information about potential sites for expansion



Function Hall

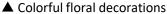
Floor	9th
Total floor	1,035 ㎡ (hall)
area	418 m ² (terrace)
Canacity	Maximum 1,500
Capacity	persons



Function Hall

Floor	10th
Total	1,360 ന ໍ (hall)
floor area	466 m (terrace)
Capacity	Maximum 2,000
Capacity	persons







▲ A traditional dance by the bride



▲ A party with a buffet

II. FY2020 Consolidated Forecast





Summary of the FY2020 Forecast

Forecast record-high sales and earnings due to more weddings at existing locations and the large number of orders at new locations

Forecast double-digit earnings growth as the strong performances of existing and new locations offset up-front expenditures

Net sales: 421,680 million (up 7.4% YoY)

- The first full-year operations at the Kobe Branch and start of operations at the Tokyo Branch in June
- In the wedding operations in Japan, the forecast is an increase of 483 in the number of weddings to 5,150 and average sales per wedding of ¥3,997 thousand

Operating profit: ¥2,200 million (up 13.9% YoY)

 Forecast double-digit earnings growth as more weddings at existing locations and the first full year of operations at the Kobe Branch offset expected up-front expenses of about ¥240 million for opening the Tokyo Branch.

Profit attributable to owners of parent: $\pm 1,430$ million (up 5.9% YoY)

FY2020 Consolidated Forecast

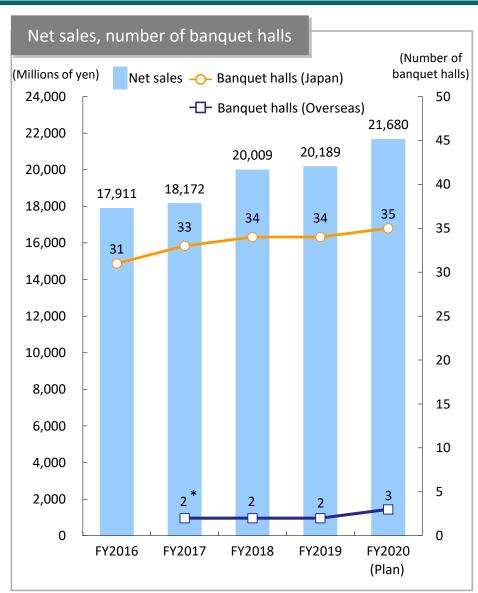
(Millions of yen)

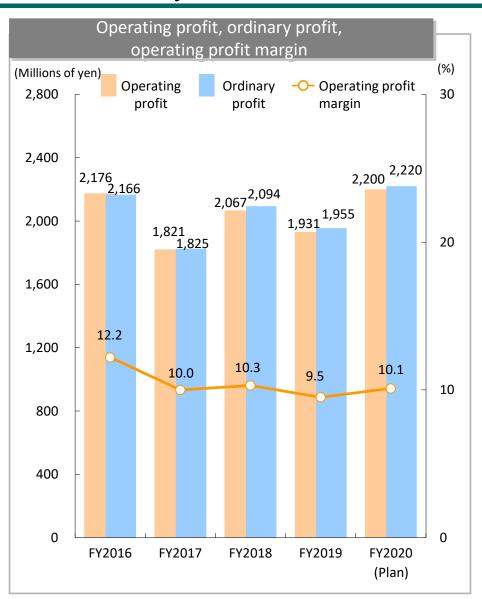
	FY201	9	FY2020				
	Amount	% to sales	Full-year plan	% to sales	YoY cha	nange	
	Amount	70 to saics	run year plan	70 to sales	Amount	%	
Net sales	20,189	100.0	21,680	100.0	1,490	7.4	
Gross profit	11,211	55.5	12,040	55.5	828	7.4	
SG&A expenses	9,280	46.0	9,840	45.4	559	6.0	
Operating profit	1,931	9.6	2,200	10.1	268	13.9	
Ordinary profit	1,955	9.7	2,220	10.2	264	13.5	
Profit attributable to owners of parent	1,350	6.7	1,430	6.6	79	5.9	
Net income per share (Yen)	45.48	_	48.20	_	_	_	



Consolidated Forecast: Net Sales, Operating Income and Ordinary Income

II. FY2020 forecast





^{*}Overseas wedding operations started in FY2017. However, overseas results have not been consolidated for FY2017.



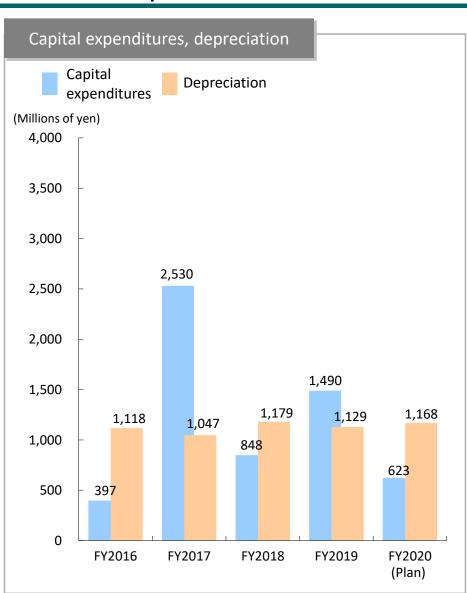
Outlook of New Branch Openings, Number of Weddings, Capital Expenditures and Depreciation

II. FY2020 forecast

	FY2019 Results	FY2020 Plan	Change
Number of branches at end of period (Japan)	18	19	1
Wedding facility: 4 banquet halls	1	1	-
Wedding facility: 3 banquet halls	5	5	-
Wedding facility: 2 banquet halls	3	3	-
Wedding facility: 1 banquet hall	6	6	-
Restaurant: 1 banquet hall	3	4	1
Number of branches at end of period (Overseas)	1	2	1
Wedding facility: 2 banquet halls	1	1	-
Wedding facility: 1 banquet halls	0	1	1
Number of banquet halls	36	38	2
Number of weddings	4,806	5,302	496
Japan	4,667	5,150	483
Overseas	139	152	13

(Millions of yen)

	FY2019 Results	FY2020 Plan	Change
Capital expenditures	1,490	623	(867)
Depreciation	1,129	1,168	39

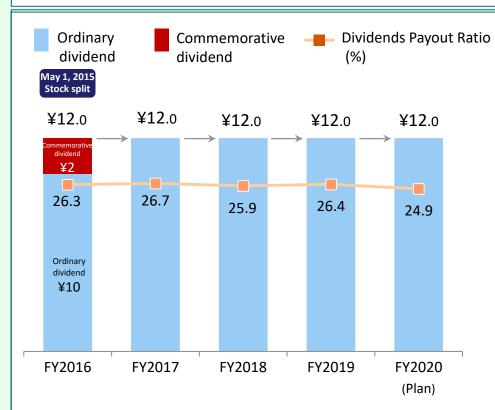




Dividend Plan

Plan to pay the FY2020 ordinary dividend of ¥12

- Our policy is to pay dividends that reflect operating results while retaining earnings needed for achieving the medium to long-term business plan and strengthening our operations
- Established basic policy of steady and sustained ordinary dividend growth



	Dividends	Dividends payout ratio
FY2016	¥12.0 (Commemorative dividend: ¥2)	26.3%
FY2017	¥12.0	26.7%
FY2018	¥12.0	25.9%
FY2019	¥12.0	26.4%
FY2020 (Plan)	¥12.0	24.9%

III. Initiatives for FY2020





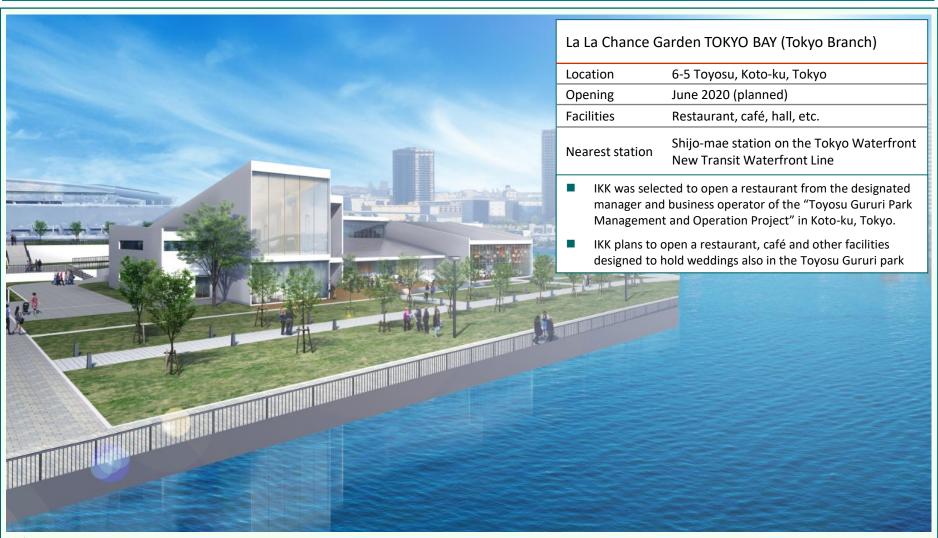
1 Plan to open a new branch in Koto-ku, Tokyo

- **?** Renovations to improve the quality of existing locations
- 3 Start a food business and begin the planning and development of new products
- In overseas operations (Indonesia), open the second location



Initiatives for FY2020 (1)

Plan to open a new branch in Koto-ku, Tokyo



▲ Rendering of the completed facility



Initiatives for FY2020 (2)

Renovations to upgrade the quality of existing locations

La La Chance Bel Ami (Fukui Branch)

Location	Fukui city, Fukui Pref.
Completion of renovations	January 2020
Renovations	Major remodeling of the banquet



▲ Before remodeling



▲ After remodeling

Canal Side La La Chance (Toyama Branch)

Location	Toyama city, Toyama Pref.
Completion of renovations	February 2020
Renovations	Major remodeling of the chapel



▲ Before remodeling



▲ After remodeling

Other locations will be renovated based on our investment plan



Initiatives for FY2020 (3)

Start a food business dept. and begin the planning and development of new products

- Use the resources our cuisine section of the wedding operations to produce food products
- In summer 2020, plan to start selling food products for use as gifts for wedding guests
- We will produce "touch our customers' hearts" for our wedding guests and other new customer by products

The mission of the food business dept.

- 1. Safety first.
- 2. Produce helpful products to make user happy.
- 3. Produce delicious, amazing experiences to user by products.





▲ Products will be produced by our highly skilled cuisine staff



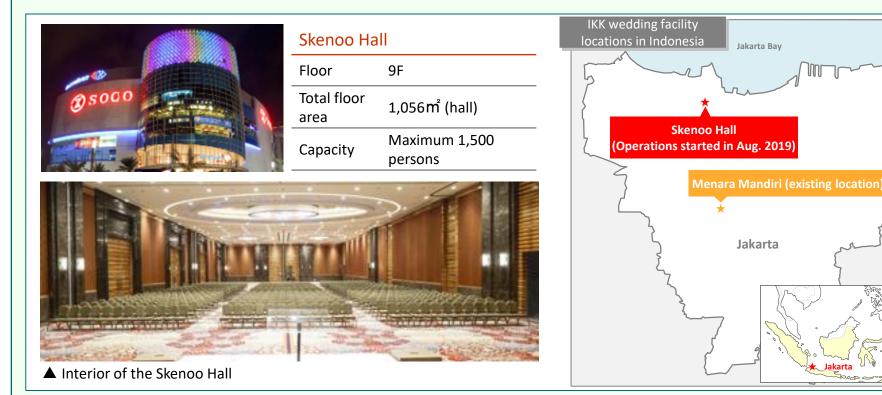
▲ Example of an item that may be part of the food lineup



Initiatives for FY2020 (4)

Operations started at new wedding facility location, the second in Jakarta, Indonesia

- IKK contracted to operate the "Skenoo Hall" on the 9th floor of the Emporium Pluit Mall (shopping mall)
- Operation began on August 6, 2019 and business is scheduled to commence in February 2020





Reference:

Company Profile, Business Activities and Industry Overview





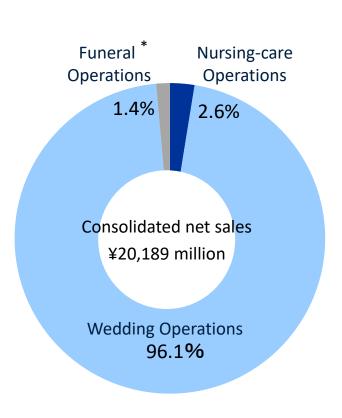


Company Profile

Company profile (as of Oct. 31, 2019)

Sales ratio by business segments (FY2019)

Company name	IKK Inc.
Head office	722-5 Shintencho, Imari, Saga
Business activities	Provision of wedding and reception planning and coordination services
Representative	Katsushi Kaneko, President and Representative Director
Established	November 1, 1995
Fiscal year end	October 31
Stock listing	First Section of the Tokyo Stock Exchange (Securities code: 2198)
Capital	351 million yen
Consolidated subsidiaries	PT. INTERNATIONAL KANSHA KANDOU INDONESIA Provision of wedding and reception planning and coordination services in INDONESIA I Care Inc. Operation of private nursing homes and provision of nursing care and other services
Number of employees	826 (consolidated)
Number of shareholders	20,919 (as of Oct. 31, 2019)

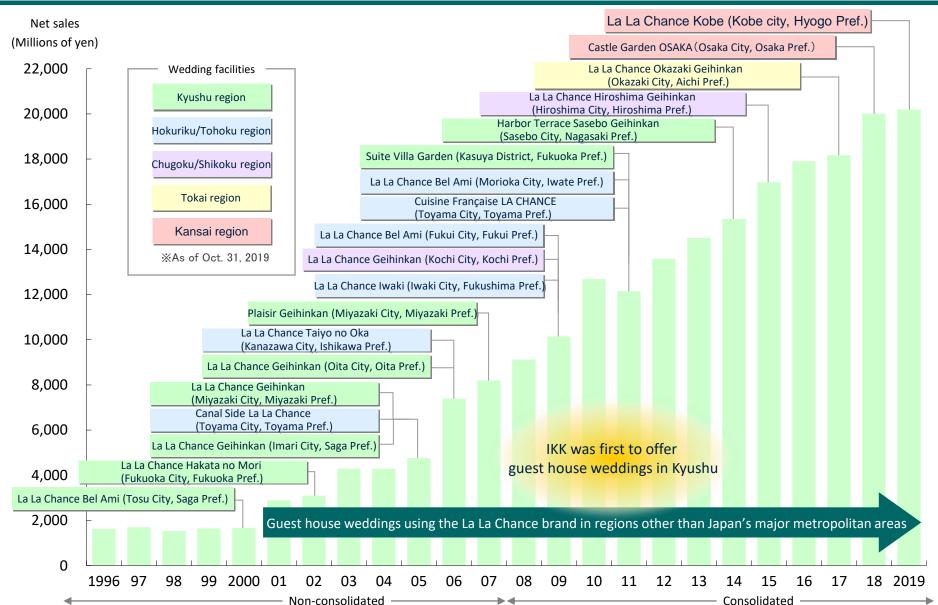


^{*}IKK sold 95% of the stock of I CEREMONY Inc., which operates the funeral business, on October 1, 2019. As a result, there are two segments (Wedding Operations and Nursing-care

Operations) beginning in FY2020.



The History of IKK





Our Wedding Facilities

Using an innovative wedding facility design concept for growth from the core Kyushu region to all areas of Japan

- Currently operating 18 wedding locations in 16 cities in Japan featuring a distinctive design concept that is in harmony with natural surroundings
- Overseas operations consist of two wedding facilities in Jakarta, Indonesia

Wedding facilities in Japan

Tohoku area 2 locations

- •La La Chance Iwaki (Iwaki City, Fukushima Pref.)
- La La Chance Bel Ami (Morioka City, Iwate Pref.)

Kanto area (to be opened) 1 location

To be opened in June 2020

•La La Chance Garden Tokyo Bay (Toyosu, Koto-ku, Tokyo)

Tokai area 1 location

La La Chance Okazaki Geihinkan (Okazaki City, Aichi Pref.)

Chugoku/Shikoku area 2 locations

- La La Chance Hiroshima Geihinkan (Hiroshima City, Hiroshima Pref.)
- · La La Chance Geihinkan (Kochi City, Kochi Pref.)

Overseas locations

2 locations Jakarta, Indonesia

- Menara Mandiri (Jakarta)
- Skenoo Hall (Jakarta)



2 locations Kansai area

- Castle Garden OSAKA (Osaka City, Osaka Pref.)
- La La Chance Kobe (Kobe City, Hyogo Pref.)

Hokuriku area 4 locations

- Canal Side La La Chance (Tovama City, Tovama Pref.)
- · Cuisine Française LA CHANCE (Toyama City, Toyama Pref.)
- •La La Chance Taiyo no Oka (Kanazawa City, Ishikawa Pref.)
- ·La La Chance Bel Ami (Fukui City, Fukui Pref.)

Kyushu area

- · La La Chance Geihinkan/Imari Geihinkan (Imari City, Saga Pref.)
- La La Chance Bel Ami (Tosu City, Saga Pref.)
- La La Chance Hakata no Mori (Fukuoka City, Fukuoka Pref.)
- La La Chance Geihinkan (Oita City, Oita Pref.)
- La La Chance Geihinkan (Miyazaki City, Miyazaki Pref.)
- · Plaisir Geihinkan (Miyazaki City, Miyazaki Pref.)
- Harbor Terrace Sasebo Geihinkan (Sasebo City, Nagasaki Pref.)





IKK Group's Management Philosophy

Mission

Contributing to Society by Touching Our Customers' Hearts

Management Philosophy

Credo: For happiness and deep impression

- Sincerity, Trust, Reliance
- To touch our customers' hearts, we will create personalized weddings that warm people's hearts
- To touch our customers' hearts, we will do our best immediately in a sincere spirit of collaboration
- To touch our customers' hearts, we will be the talented personnel regardless of its nationality, religion, gender, age or experience and will challenge to create the wonderful future

Vision 2035

Create a "new world" company where everyone takes on new challenges as leaders in many fields

Vision 2033

Become a company that creates emotion by earning the gratitude of everyone

Vision 2023

Become a leader in Japan in the creation of emotion and aim for growth in other countries

Strategy

Vision

Specific measures for achieving these visions (Medium-term management plan)

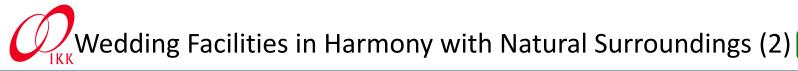
Unlike operators of chains of wedding halls with identical designs, IKK uses a different design concept for each location

Couples can hold wedding receptions at elegant mansions with abundant sunlight and greenery and large sites with an average area of about 9,000m²









Our goal is creating the best wedding facilities that can succeed for 20 years by featuring expansive buildings in harmony with nature and their surroundings along with services that incorporate the distinctive elements of the local culture

Exclusive use of an entire mansion-style room for a highly unusual private atmosphere

A garden filled with greenery is the perfect place for weddings with a homey atmosphere

The flexibility to include events that reflect the desires and characteristics of each couple















Mainly Carefully Chosen Regional Cities Based on a Long-term Perspective (1)

The facilities best suited for each market location from a long perspective that looks ahead two decades

Miyazaki

One banquet hall



(Miyazaki City: 403 thousand people) Miyazaki



(Miyazaki City: 403 thousand people) Oita



La La Chance Geihinkan (Oita City: 479 thousand people)

Tokyo



(Koto-ku: 518 thousand people)

Kochi



La La Chance Geihinkan (Kochi City: 330 thousand people) Toyama



Cuisine Française LA CHANCE (Tovama City: 417 thousand people) Morioka



La La Chance Bel Ami (Morioka City: 290 thousand people)

Sasebo



Harbor Terrace Sasebo Geihinkan (Sasebo City: 252 thousand people) Osaka



(Osaka City: 2,714 thousand people) Kobe



(Kobe City: 1,538 thousand people)

Two banquet halls

Iwaki



La La Chance Iwaki (Iwaki City: 324 thousand people) Fukui



(Fukui City: 264 thousand people) Okazaki



(Okazaki City: 387 thousand people)

Three banquet halls or more

Tosu



La La Chance Bel Ami (Tosu City: 73 thousand people) Imari



(Imari City: 55 thousand people) Hiroshima



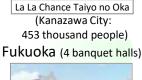
(Hiroshima City: 1,196 thousand people)

Toyama



Canalside La La Chance (Toyama City: 417 thousand people) Kanazawa







La La Chance Hakata no Mori (Fukuoka City: 1,540 thousand people)

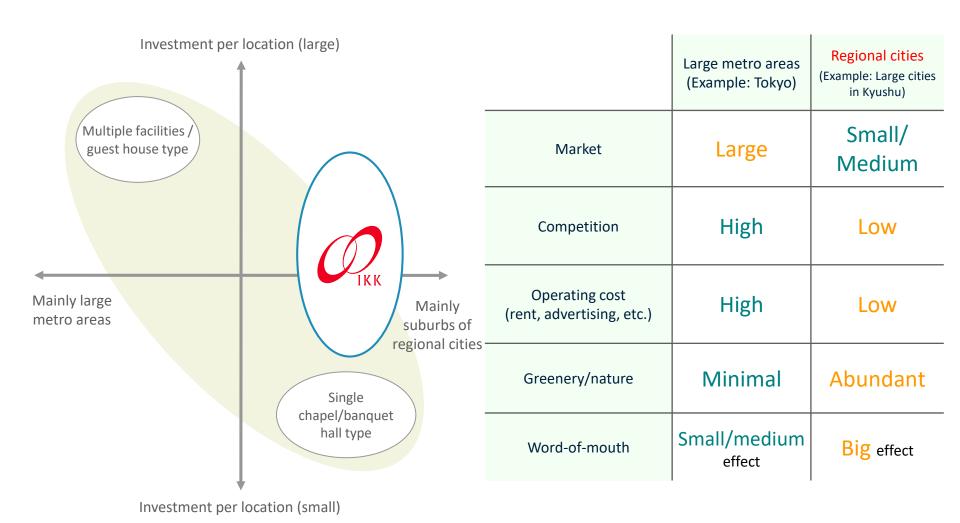
All locations except those in Fukuoka, Hiroshima, Osaka, Kobe and Koto-ku, Tokyo are in regional cities with populations under 500,000

> The figures in parentheses show the populations of cities where IKK's branches are located Source: Japan Geographic Data Center "Basic Resident Register 2019"



Mainly Carefully Chosen Regional Cities Based on a Long-term Perspective (2)

Targeting regional cities by using expertise (location, marketing, operations, etc.) and experience gained from operations in small markets

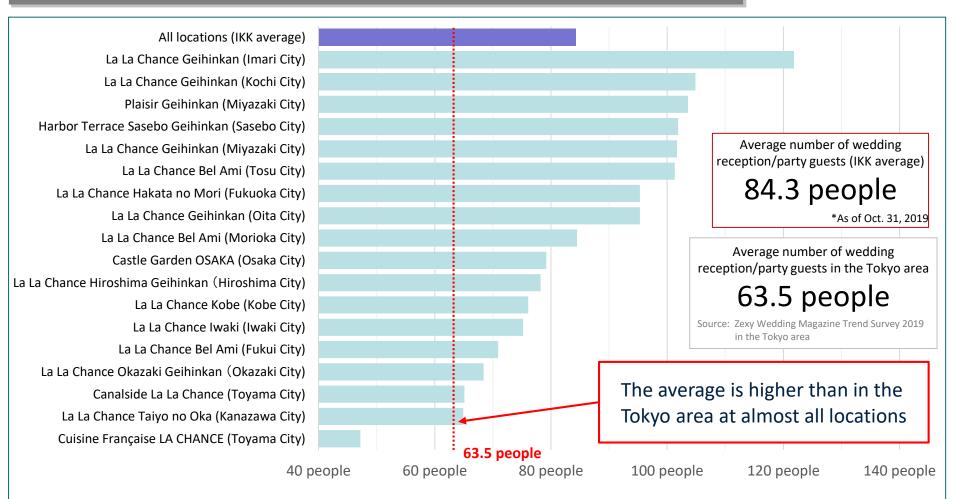




Mainly Carefully Chosen Regional Cities Based on a Long-term Perspective (3)

Regional city markets are small but wedding receptions and parties are very large events

Average number of people attending a reception/party for all locations and individual locations







A Brand with Deep Local Roots and Strong Ties with Local Residents (1)

Creating strong emotions produces a virtuous cycle where satisfied customers attract more customers

A local reputation for serving outstanding food



Weddings and receptions (Grooms, brides and guests)

Wedding reception contracts

Attract potential customers

(Excitement) The

cycle

word-of-mouth

Friends Family

Attend event at IKK facility Services with warmth and sincerity



The kitchen staff includes several people who have won medals at international cooking contests







An extraordinary wedding/reception location full of natural beauty for this once-in-a-lifetime event



A Brand with Deep Local Roots and Strong Ties with Local Residents (2)

Reference

Two of our restaurants listed in Michelin Guides with one-starred restaurant designations

Cuisine Française LA CHANCE (Toyama City, Toyama Pref.)

Listed as one of 10 starred restaurants in Toyama

TV "French Ironman" Hiroyuki Sakai supervises the cuisine at "Cuisine Française LA CHANCE"



©MICHELIN

▲The MICHELIN Guide Toyama-Ishikawa (Kanazawa) 2016 Special Edition*

Harbor Terrace Sasebo Geihinkan (Sasebo City, Nagasaki Pref.)

- Listed as the only starred restaurant in Sasebo City
- Located in the "Sasebo Gobangai" commercial facilities complex, just one minute's walk from Sasebo Station



©MICHELIN

▲The MICHELIN Guide Fukuoka-Saga-Nagasaki 2019 Special Edition*

^{*} Nippon Michelin Co., Ltd. conducts a process of gastronomic assessment based on an evaluation method conducted anonymously by Michelin investigators who have been selected to have expertise in the hotel and restaurant industries and compiles the results in a ranking system that "expresses the deliciousness of the cuisine by the number of stars awarded." There are five evaluation criteria: "quality of ingredients, high degree of culinary skill, originality, price commensurate with value, and uniform and consistency in the quality of all of the food served." Three stars, two stars, and one star are assigned in descending order on the basis of these criteria.



A Brand with Deep Local Roots and Strong Ties with Local Residents (3)

Memorable meals using the expertise of a famous pastry chef and French cuisine chef

The famous pastry chef Hironobu Tsujiguchi

We have worked with pastry chef Hironobu Tsujiguchi to create a new selection of dessert items that are available at every IKK wedding location.



- Represented Japan at the Coupe de Monde and many other international events, receiving numerous firstplace awards
- Achieved the highest ranking every year from 2013 to 2019 at the Salon du Chocolat in Paris
- Sells merchandise using the Mont St. Clair brand and 13 other brands, each of which has a distinct concept





The "French Iron Chef" Hiroyuki Sakai

Hiroyuki Sakai provides supervision for the meals at the Cuisine Française LA CHANCE restaurant at the Toyama Branch.



- After studying cooking in Japan and other countries, Mr. Sakai opened French cuisine restaurants in Tokyo and other areas of Japan
- He became popular as the French Iron Chef by appearing in the Iron Chef TV program in 1994
- He currently operates a cooking school to pass on his knowledge to the next generation









A Brand with Deep Local Roots and Strong Ties with Local Residents (4)

Many winning entries from IKK locations in wedding photo contests in Japan

First Prize, 18th Zexy Wedding Photo Contest



The bride and groom greet their parents immediately prior to the ceremony. The expressions on the parents' faces show their immense joy at seeing for the first time their children dressed for their wedding.

Title: When parents' dreams come true

First Prize, 17th Zexy Wedding Photo Contest



Title: Friendship

The groom and other band members from junior high school days performed together for the first time in many years, bringing tears to their eyes with a treasured memory. The photo shows the moment when everyone once again realizes the importance of friends.

Prize-winning photos

2014

14th Zexy Wedding Photo Contest, selected for award judging (3 people) Japan Wedding Photo Grand Prix, Art Category, 7th place Wedding Photo Awards, Gold Prize (1 person)

2015

15th Zexy Wedding Photo Contest, First Prize, other prizes (2 people) Wedding Photo Awards, Gold Prize (2 people), Home Town Wedding Special Prize (2 people)

2016

16th Zexy Wedding Photo Contest, First Prize, other prizes (3 people) Japan Wedding Photo Grand Prix, 19th place Wedding Photo Awards, Gold Prize (2 people)

2017

17th Zexy Wedding Photo Contest, First Prize, other prizes (3 people) Japan Wedding Photo Grand Prix, 5th place, other prizes (4 people) Wedding Photo Awards, Gold Prize (2 people)

2018

18th Zexy Wedding Photo Contest, First Prize, other prizes (5 people) Japan Wedding Photo Grand Prix, 8th place, other prizes (3 people) Wedding Photo Awards, Gold Prize (1 people)

2019

Wedding Portrait Photographers International 2019, selected for award judging(4 works)

19th Zexy Wedding Photo Contest, selected for award judging (3 people) Wedding Photo Awards, Gold Prize (6 people), Home Town Wedding Special Prize (1 people)

AsiaWPA2019 International Photography & Videography Competition 1st half First Place(1 people), Excellence Award (3people)



A Brand with Deep Local Roots and Strong Ties with Local Residents (5)

Wedding planning skills backed by training programs based on a sound concept

Creative Award at Good Wedding Awards 2015





The bride wants to be an illustrator who produces picture books. The wedding was planned to take place in the world of a wedding picture book that contained stories of gratitude with guests' overwhelming impressions.

Wedding theme: Journey - An invitation from the picture book world

Second Prize at Good Wedding Awards 2014







of Tim Burton. Using this concept, the wedding was structured to build strong ties between the bride and groom and their families.

The couple wanted to

create the worldview

Wedding theme: A little world in the mind

Wedding planner awards

2011

Good Wedding Awards 2011, Soul Prize Good Wedding Awards 2011, selected as one of 8 finalists 2013

2nd Home Town Wedding Contest, honorable mention **2014**

Good Wedding Awards 2014, Second Prize Good Wedding Awards 2014, Creative Award 2015

Good Wedding Awards 2015, Creative Award

2016

5th Home Town Wedding Contest, Bridal Industry Newspaper Prize

2017

6th Home Town Wedding Contest, Bridal Industry Newspaper Prize

2018

7th Home Town Wedding Contest, Bridal Industry Newspaper Prize

2019

Good Wedding Awards 2019, Soul Prize



Measures to Firmly Establish the IKK Corporate Philosophy (1)

Benefits of recruiting outstanding human resources and providing extensive training

- First place for the second consecutive year in the 2020 Mynavi and Nikkei New Graduate Company Popularity Ranking for Kyushu/Okinawa
- First place for the second consecutive year in the Job-hunting Popularity for Individual Industries for the Wedding, Funeral and Other Services Sector
- Placed 35th overall for humanities college graduates in the Job-hunting Popularity for Individual Industries

Rank	Company name	Votes	Rank in 2018
1	IKK Inc.	437	1
2	JR Kyushu Railway Company	290	2
3	ANA FUKUOKA AIRPORT CO.,LTD.	284	5
4	TOTO LTD.	272	-
5	Kubara Honke Group	202	15
6	LEVEL-5 Inc.	176	9
7	SOGO MEDICAL CO., LTD.	163	3
8	Fukuoka Financial Group	158	10
9	KYUSHU ELECTRIC POWER CO., INC.	154	6
9	SAIBU GAS CO.,LTD.	154	12
9	Nishi-Nippon Railroad Co., Ltd.	154	4

■ The survey covers third-year university students and first-year graduate school students in Japan planning to graduate in March 2020.

■ The survey took place from December 1, 2018 to March 21, 2019.

■ There were 4.559 responses.

Recruiting information meetings have the same excitement as weddings and receptions

Based on the IKK corporate philosophy of "touching our customers' hearts," recruiting information meetings are held mainly by young employees and centered on the theme of emotion.



[■] Sources of survey data are 1) input forms on the Mynavi 2020 job hunting site, 2) questionnaires in the Mynavi job hunting magazine that were submitted by postal mail, and 3) questionnaires received at the Mynavi Job Hunting Expo and other events. *Individuals entered their five favorite companies. *Two reasons were selected as the reasons for choosing each company.



Measures to Firmly Establish the IKK Corporate Philosophy (2)

Benefits of recruiting outstanding human resources and providing extensive training

■ IKK ranked the top 4 companies and 1st place in the surveys of Vorkers, a company that operates a job market platform for job hunting and job changing

Service Sector Employee Satisfaction Ranking (Employee Satisfaction leads to Customer Satisfaction)

Rank	Company	Total scores
1	Plan Do See Inc.	9.90
2	Recruit Zexy Navi Co., Ltd.	9.57
3	Oriental Land Co.,Ltd.	9.50
4	IKK Inc.	9.43
5	Starbucks Coffee Japan, Ltd.	9.39
6	MITSUKOSHI U.S.A., INC.	9.10
7	ANNIVERSAIRE Inc.	9.06
8	DOCOMO CS, Inc.	8.93
9	MARUI CO., LTD.	8.89
10	Bell-Park Co.,Ltd.	8.86

[■] To prepare the above ranking, employees who were at their respective companies for at least one year were polled. Employees were asked to write a minimum 500-word essay on the subject of their choice and answer questions on eight evaluation parameters.

Companies outside Japan's major urban areas with pleasant and stimulating workplaces – Companies offering new challenges

Still dating workplaces companies offering new chancinges			
Rank	Company	Total scores	
1	IKK Inc.	16.20	
2	Seirei Social Welfare Community	15.00	
3	Heisei Corporation	14.78	
4	BC Ings Co., Ltd.	14.71	
5	Japanet Communications Co., Ltd.	14.28	
6	RF Co., Ltd.	14.22	
7	SAN-A CO.,LTD.	14.15	
8	The Shikoku Bank, Ltd.	14.10	
9	HOKUYAKU TAKEYAMA Holdings,Inc.	14.01	
10	Nippon Electric Glass Co., Ltd.	13.83	

[■]Includes data in evaluation reports submitted to Vorkers for 840 companies with head offices in locations other than the Tokyo, Nagoya and Osaka regions (Tokyo, Osaka, Aichi, Kanagawa, Saitama, Chiba, Hyogo and Kyoto). Amount of overtime and paid vacation utilization rates are each scored by using a scale of five. (Data was collected between January 2015 and August 2017.)

[■] Only companies that produced more than 25 responses were included in evaluation reports of service sector companies. (Data was collected between July 2007 and May 2018.)

[■] Rankings are the total scores for the following indicators of the ability of young people to grow at a company and the workplace atmosphere: (a) an open environment that welcomes new ideas; (b) an environment where people in their 20s can develop their skills and advance; (c) teamwork; and (d) employee morale

^{*}Ranking scores, the number of comments and other numbers are as of the time the information was collected. As a result, these numbers may not match the numbers on the company pages of Vorkers.



Measures to Firmly Establish the IKK Corporate Philosophy (3)

Main reasons that IKK was chosen as a "great place to work"

- IKK has placed in the 2019 Best Workplaces Lists by the Great Place to Work® Institute Japan for the past seven consecutive years
- Input from annual employee questionnaires is used to maintain workplaces that are pleasant and rewarding



Employees are entrusted with responsible work at this company

90% (avg. for all companies* is 86%)

 Executives and managers clearly define a vision and how to accomplish that vision 85% (avg. for all companies* is 78%)



■ I am proud of the business operations of the company

87% (avg. for all companies* is 80%)

I believe the company is contributing to communities and society

88% (avg. for all companies* is 76%)



The company holds celebrations whenever there is a special occasion

88% (avg. for all companies* is 84%)

The company creates a mood of solidarity and teamwork

77% (avg. for all companies* is 72%)

^{*}Average for companies in the 2018 Best Workplaces Lists



Measures to Firmly Establish the IKK Corporate Philosophy (4)

Dedicated to maintaining an environment for fully using the skills of women

- A commitment to a workplace environment where women can realize their full potential
- Demonstrating progress with measures for women, IKK was the first company in the wedding industry to receive a Development Bank of Japan loan under this bank's DBJ Employees' Health Management Rated Loan Program
- Promotions are based on performance, in accordance with consistent standards, to recognize the best people; 36.4% of officers and 33.3% of supervisors are women
- Employees are encouraged to use paid vacation time and can use up to 16 days consecutively
- Mental health support program; periodic distribution of questionnaires with unrestricted responses to hear the thoughts and suggestions of employees
- Regular health check-ups as well as blood tests and assistance for gynecology examinations

The DBJ Employees' Health Management Rated Loan Program

The Development Bank of Japan uses its own evaluation system to identify companies with outstanding measures for keeping their employees healthy. These evaluations are used for the world's first financing menu that incorporates employee health management ratings.









Measures to Firmly Establish the IKK Corporate Philosophy (5)

Japan's first hotel/wedding company to earn ISO22000:2005 certification for food safety management

Food safety is one of our highest priorities and we are always improving safety and hygiene measures

We have established a Sanitation Standard Operating Procedure (SSOP) Manual that complies with Food Hygiene
Management Standards (Prerequisite Program) and follow these procedures to fulfill our corporate responsibility of
preventing food problems and rigorously supervising all activities involving food

Established the Food Safety Management System that covers food preparation and services

- Suppliers of food must submit product specifications to ensure the safety of all ingredients and finished products
- Food preparation processes are thoroughly supervised and constantly recorded to ensure the safety of all food served to guests
- All personnel must strictly comply with the Food Safety Management System standards
- The three La La Chance Hakata no Mori locations have ISO22000:2005 certification (August 2009)
 *When this certification was renewed in August 2015, certification was expanded to four La La Chance Hakata locations: Villa Foret, Chez la Foret, Grand Vent-Vert and the Hakata no Mori Geihinkan
- All other food operations at IKK also comply with the standards of the Food Safety Management System.











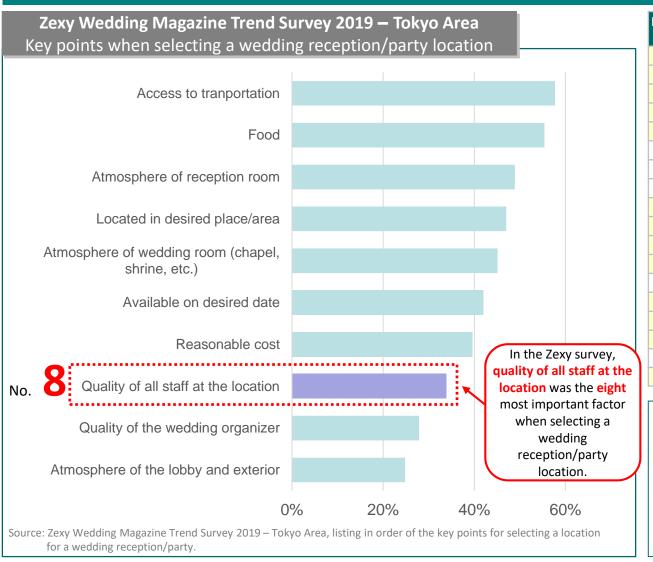
FSMS:548713 / ISO22000:2005

ISSO22000 is an international standard for food safety management systems. This standard combines HACCP food hygiene management methods with the quality management methods of the ISO9001 standard for quality management systems.



Measures to Firmly Establish the IKK Corporate Philosophy (6)

Many of our customers give high ratings to the wedding organizer who served them



Rank of customer service in reasons for selecting an IKK location	Rank
Imari Branch	1
Tosu Branch	1
Fukuoka Branch	1
Toyama Branch	1
Miyazaki Branch	1
Oita Branch	2
Kanazawa Branch	2
Miyazaki Branch #2	2
Iwaki Branch	1
Kochi Branch	1
Fukui Branch	1
Morioka Branch	1
Toyama Restaurant Branch	3
Sasebo Branch	1
Hiroshima Branch	1
Okazaki Branch	1
Osaka Branch	2
Kobe Branch	1
Source: IKK stud	y (Oct. 31, 2019)

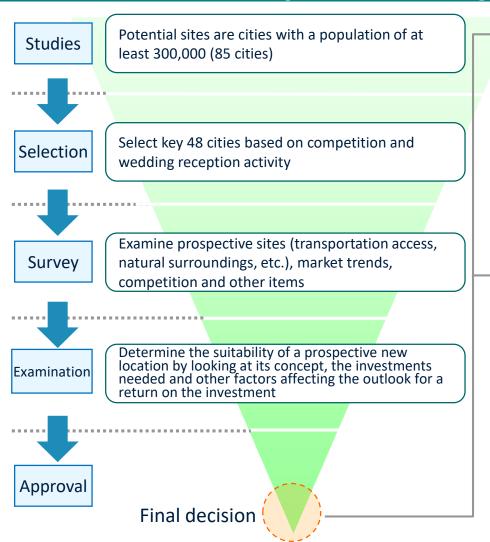
- Thanks to extensive training programs, the dedication of our people to excellence in customer service is the most important reason that people select an IKK wedding facility
- Customer service is the main reason that people select IKK at more than half of all locations



Long-term Strategy: Sustained Growth of Wedding Operations in Japan (1)

Extremely thorough site selection process to create branches that can succeed for 20 years

— Building a base for stable, long-term operation of branches



Prime locations in regional cities
 Build wedding facilities in locations with natural

IKK's small-market sales expertise is a key strength



beauty



Use sales expertise acquired in small markets for

opening new locations in major metro areas, too

Also establish a scheme that leverages IKK's strengths for opening locations in major metropolitan areas

Also opening locations in Japan's three big metro areas





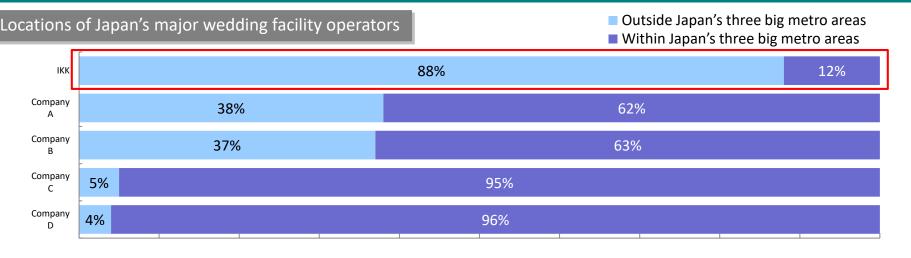
Kobe Branch



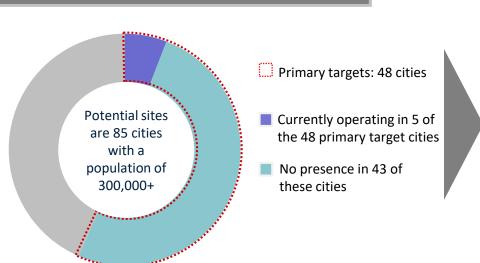
Long-term Strategy: Sustained Growth of Wedding Operations in Japan (2)

Reference

Much potential for new locations in places with little competition, both outside Japan's three big metro areas as well as within these areas



IKK wedding facility locations



Plan on opening one to two locations every year, using the significant potential for expanding the wedding network for steady medium to long-term growth

Source: Prepared by IKK based on the data disclosed by each company



Long-term Strategy: Expand Overseas Operations to Many Locations

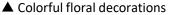
The Indonesia wedding business is the first step of the overseas growth strategy

- Use wedding business expertise in Japan for growth in other countries
- Weddings and other services that reflect the needs and customs of customers in other countries
- Constantly conducting market surveys to identify attractive opportunities



Company name	PT INTERNATIONAL KANSHA KANDOU INDONESIA		
Location	Jakarta, Indonesia	Establishment	January 2017
Capital	50 billion rupiah	Start of operations	February 2017







▲ A traditional dance by the bride

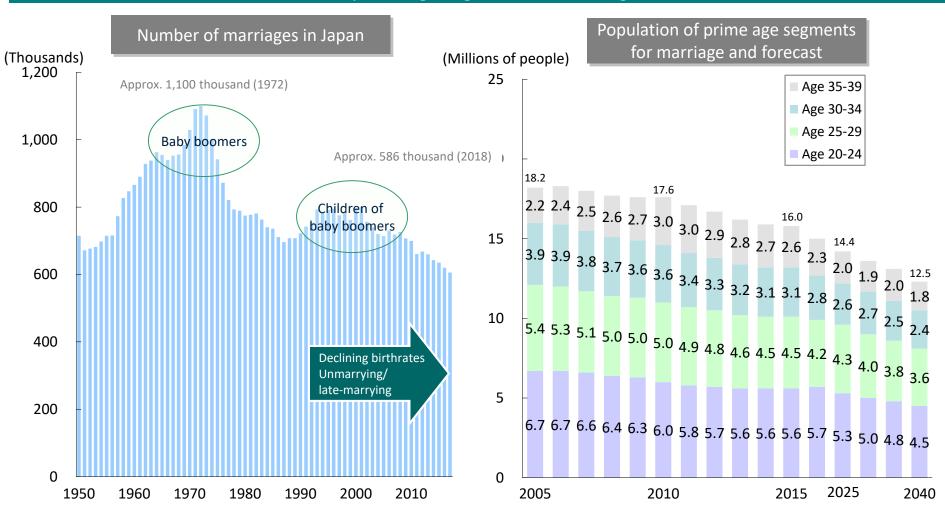


▲ A party with a buffet



Wedding Market Trends (1)

Weddings and receptions in Japan continue to decline along with the numbers of children and people in the prime age segments for marriage



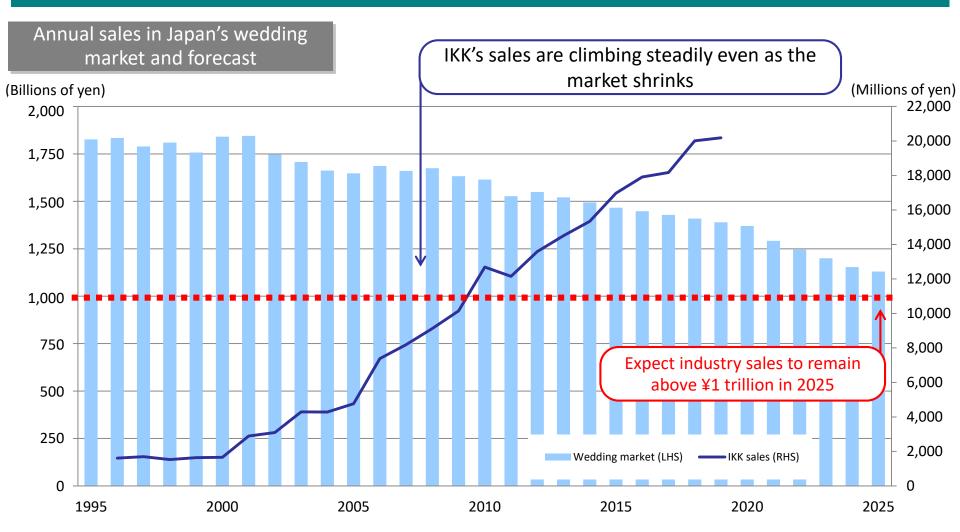
Source: Ministry of Health, Labour and Welfare, "Vital Statistics 2018" (Vital Statistics, Final Figures)

Source: National Institute of Population and Social Security Research, "Household Projections for Japan" (January 2018) Population by sex, five-year age group, and marital status



Wedding Market Trends (2)

Forecast annual wedding industry sales of ¥1 trillion in 2025 despite Japan's declining population

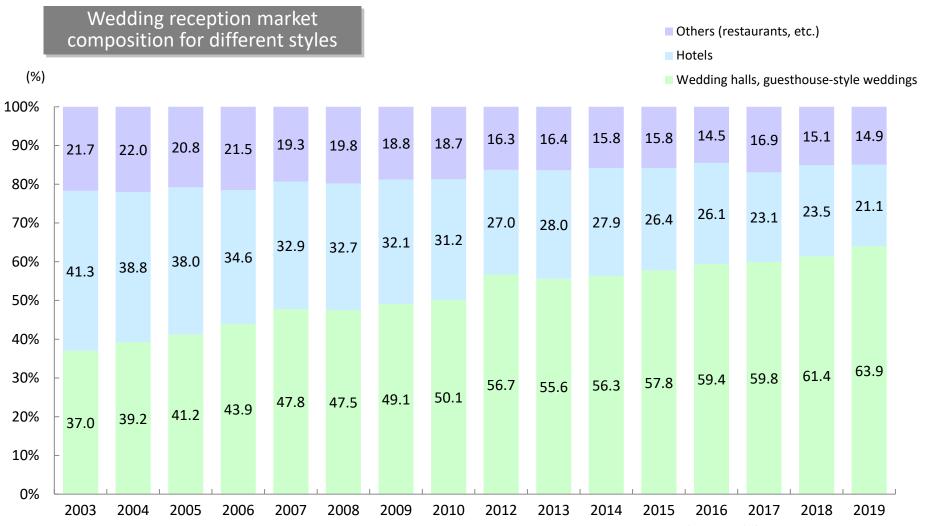


Source: IKK estimates



Wedding Market Trends (3)

The guest house market share is rising as more couples in Japan want original weddings/receptions not restricted by traditions and formalities



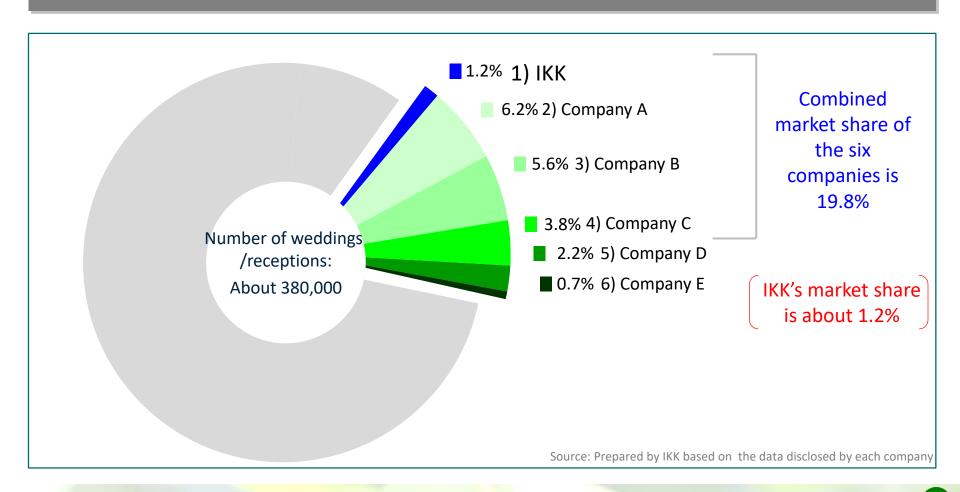
Source: Zexy Wedding Magazine Trend Survey 2019 Nationwide(Estimates), facilities that host wedding receptions



Wedding Market Trends (4)

Japan's wedding market is still highly fragmented, leaving significant potential for IKK to capture market share

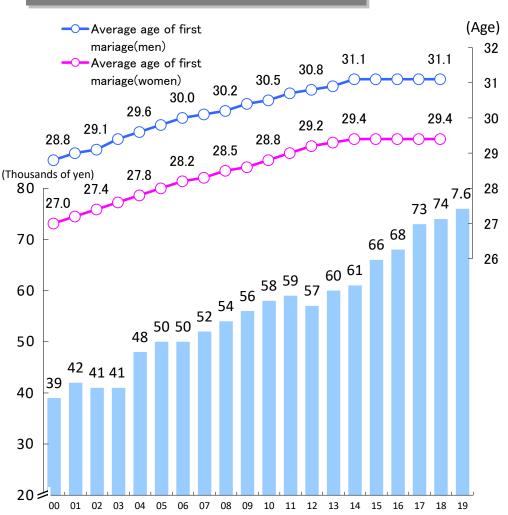
Market share of the six listed wedding companies (based on number of weddings/receptions)





Wedding Market Trends (5)

Average age of first marriage and money spent per wedding reception guest



Couples continue to spend more on weddings despite deflation in Japan

Primary causes

- Couples want a once-in-a-lifetime event that people will remember for a long time
- 2. As the age of first marriages rises, more couples want better food and entertainment for guests and activities that incorporate each couple's personal preferences
- More young people who do not care about luxury in their everyday lives want to spend money to make a wedding a memorable experience

Consistent growth in the amount spent per wedding guest

(now about 90% higher than in 2000)

Source: Zexy Wedding Magazine Trend Survey 2019 – Tokyo Area, total per-guest cost for wedding ceremony and reception/party, Ministry of Health, Labour and Welfare, "Vital Statistics 2018"



Precautions about this presentation

- This presentation includes forecasts and other forward-looking statements about the performance, strategies, business plans and other subjects concerning IKK.
- These forward-looking statements, which are not historical facts, reflect the outlook of IKK based on information that was available when this announcement was made.
- Forward-looking statements incorporate uncertainties about the economy, competition from other companies and many other potential sources of risk.
 - Consequently, actual performance, business activities and/or the financial position may differ significantly from the forward-looking statements in this presentation due to upcoming changes in the economy, competition in the industry, market demand, other economic, social and political events, and many other factors.



IR Contact:

Management Dpt. (info-ir@ikk-grp.jp)

URL https://www.ikk-grp.jp/





