



Financial Results Briefing

Second Quarter of the Fiscal Year Ending March 2023

November 10, 2022
RIZAP Group, Inc.

(Ambitious Market of Sapporo Securities Exchange; Securities Code: 2928)

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Today's Topics

- | | |
|---|------------|
| 1. Highlight | P 3 |
| 2. Consolidated Results for Q2 FY 3/23 | P 4 |
| 3. chocozap Business Overview | P13 |
| 4. Existing Businesses Overview | P25 |

Highlight

We posted an operating profit in the first half of the term despite the investment in chocozap, the coronavirus pandemic, and the skyrocketing of raw material prices.

1. An operating profit of 230 million yen in the first half

- Operating profit from the existing businesses, excluding RIZAP-related business: 1.9 billion yen
- Operating loss from RIZAP-related business: 1.7 billion yen (Investment in chocozap, etc.)

2. The new business “chocozap” performs well. The number of members exceeded 100,000.

- The number of chocozap members exceeded 100,000.
- As this business attracted customers favorably, we opened gyms earlier than scheduled (planning to open 204 gyms by the end of November).

3. The existing businesses have been healthy.

- The sales of the main retail businesses in September grew year on year.

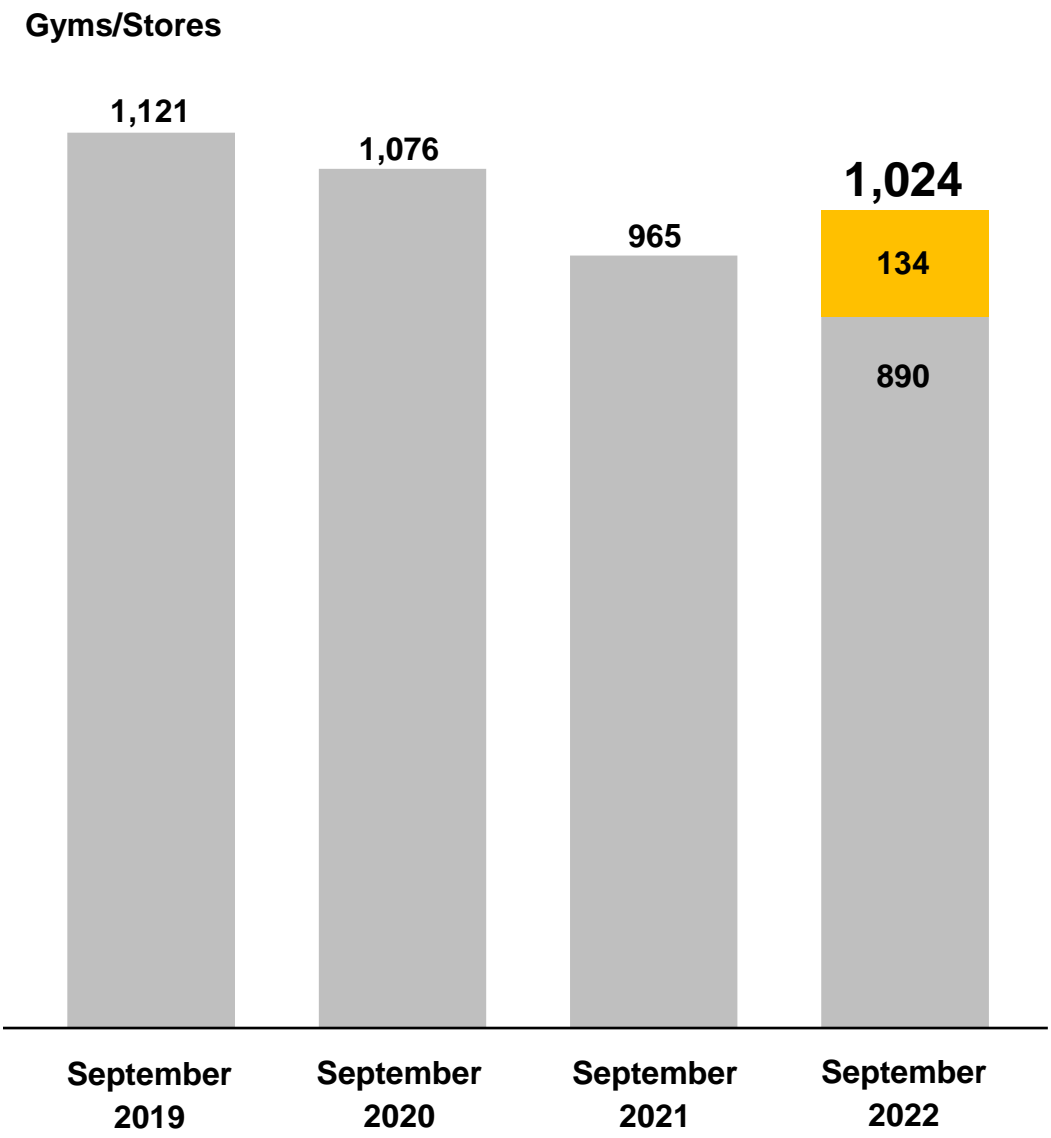
Consolidated Results for Q2 FY 3/23

Summary of the Consolidated Profit-and-Loss Statement (IFRS)

[million yen]	Q2 of FY 3/22 (April to September)	Q2 of FY 3/23 (April to September)	Change	% Change
Net sales	78,502	76,940	-1,562	98.0%
Cost of sales	41,281	42,589	+1,308	103.2%
SG&A	35,259	34,815	-443	98.7%
Other revenues/expenses	549	695	+145	126.5%
Operating profit	2,511	230	-2,280	9.2%
Profit before income taxes	1,844	-714	-2,559	-
Profit from continuing operations	1,195	-1,059	-2,254	-
Profit from discontinued operations	-127	-133	-6	-
Profit	1,068	-1,193	-2,261	-
Profit attributable to owners of the parent	643	-1,750	-2,394	-

Note: In FY 3/23, the business of B&D Co., Ltd. is categorized into discontinued operations.

Variation in the Number of Gyms/Stores in Our Corporate Group

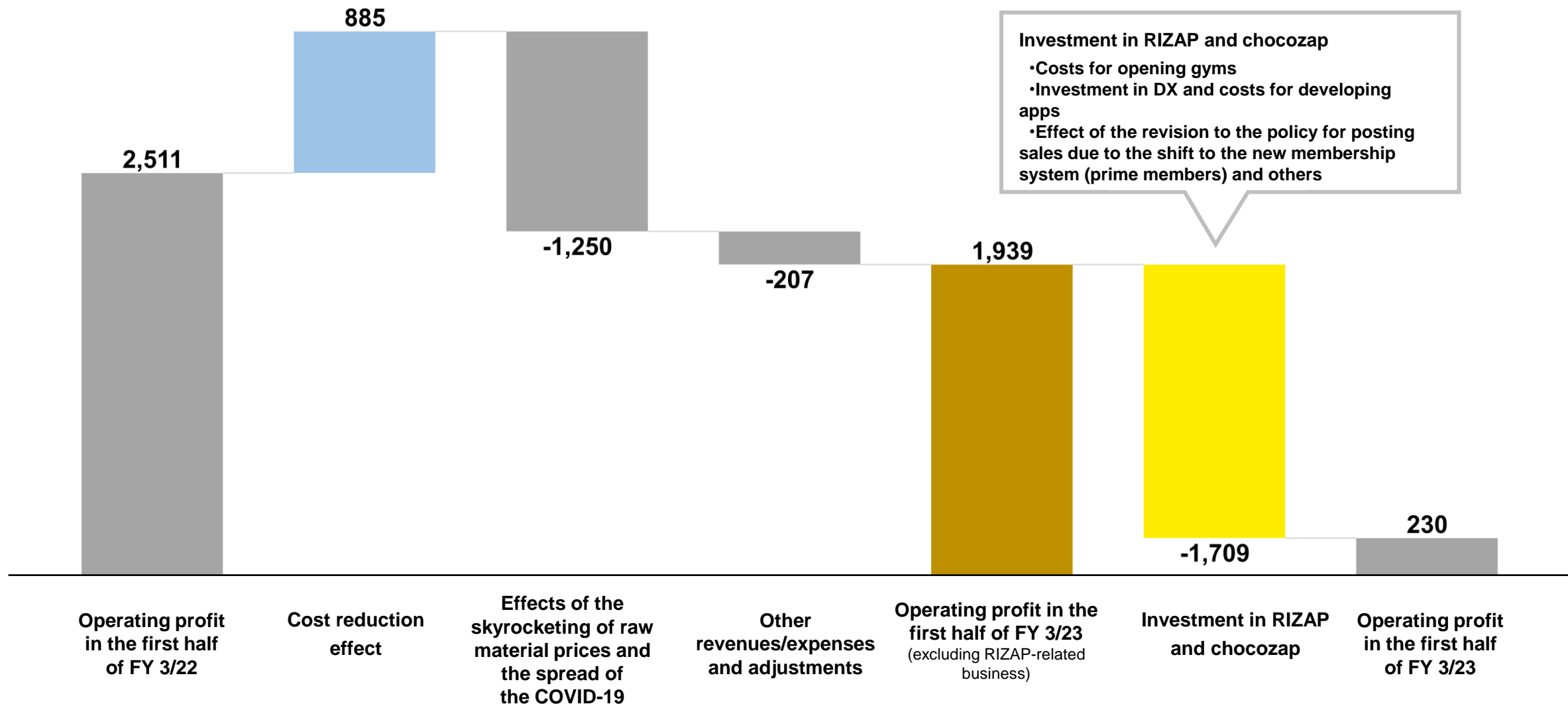


In the new business “chocozap,” we are opening gyms steadily.

In the existing businesses, we are integrating or closing unprofitable gyms/stores.

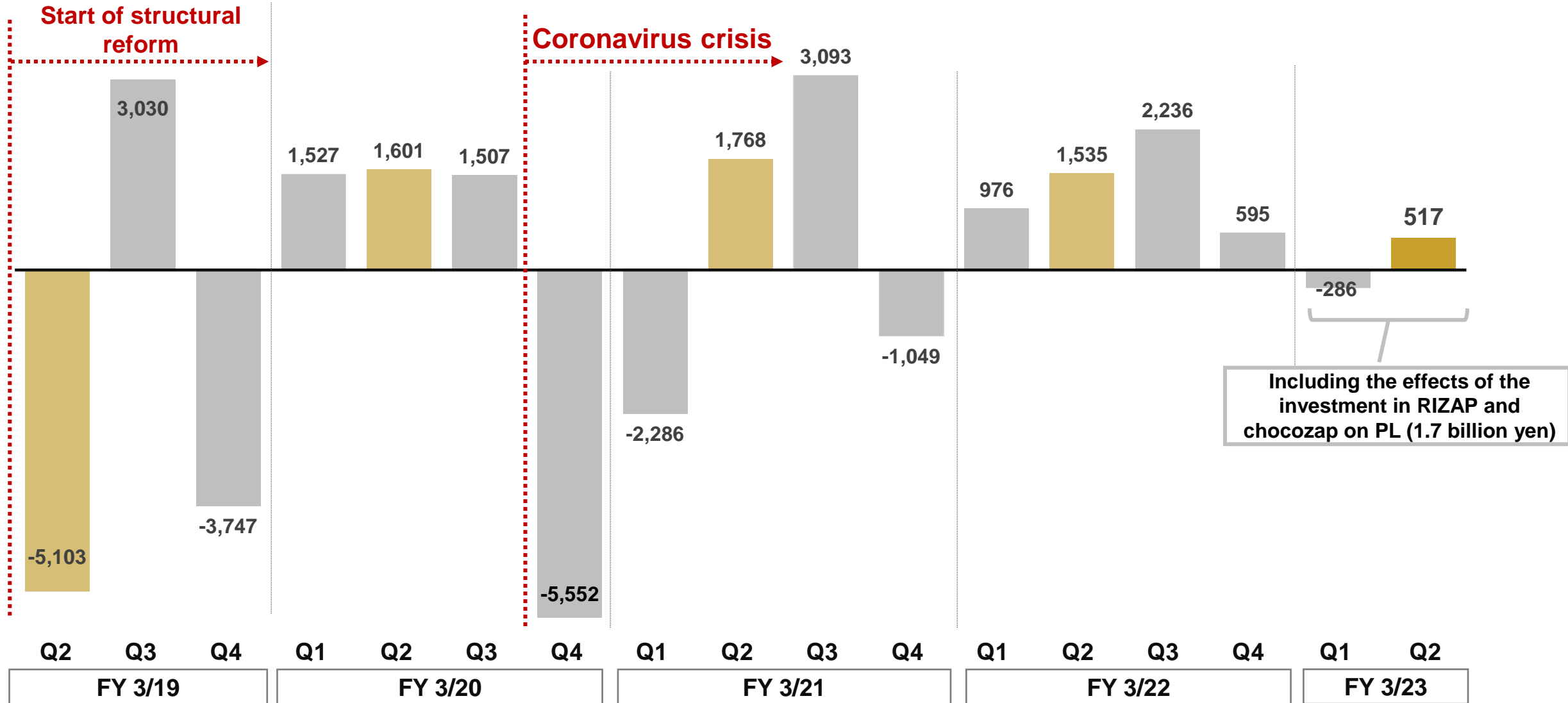
Variation in Consolidated Operating Profit/Loss in the Cumulative 2Q (April to September)

[million yen]



Variation in Quarterly Operating Profit/Loss (IFRS)

[million yen]



Summary of the Consolidated Statement of Financial Position (IFRS)

[million yen]	End of March 2022	End of September 2022	Change	Notes	
Current assets	73,498	68,561	-4,936	Cash and cash equivalents	-7,124
				Operating and other receivables	+446
				Inventories	+1,187
Non-current assets	66,289	74,293	+8,003	Property, plant and equipment	+2,506
				Right-of-use assets	+4,596
Total assets	139,788	142,855	+3,066		
Current liabilities	62,662	64,168	+1,506	Interest-bearing liabilities	+4,114
				Operating and other payables	-1,653
Non-current liabilities	41,064	43,614	+2,549	Interest-bearing liabilities	+2,556
				*Mainly the increase in long-term lease obligations	
Total liabilities	103,726	107,782	+4,055		
Total equity	36,061	35,072	-989		
Total equity and liabilities	139,788	142,855	+3,066		

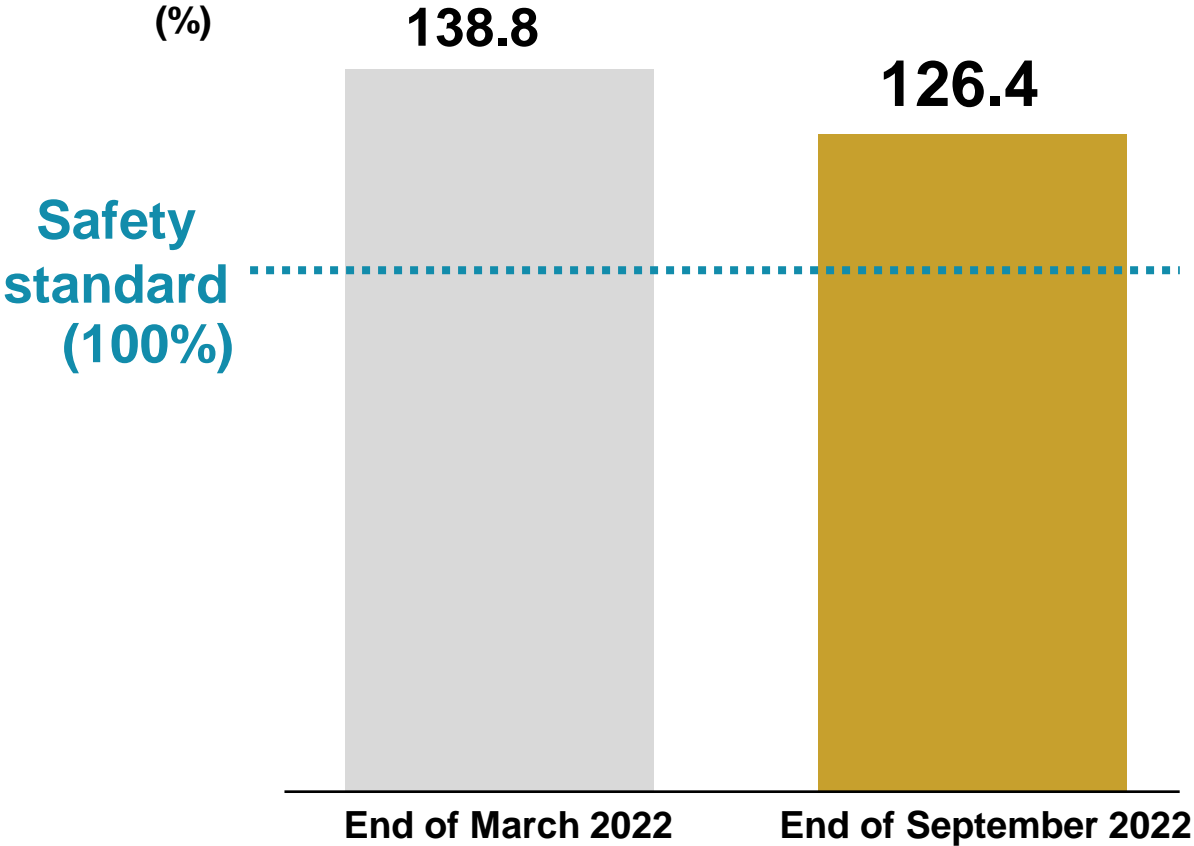
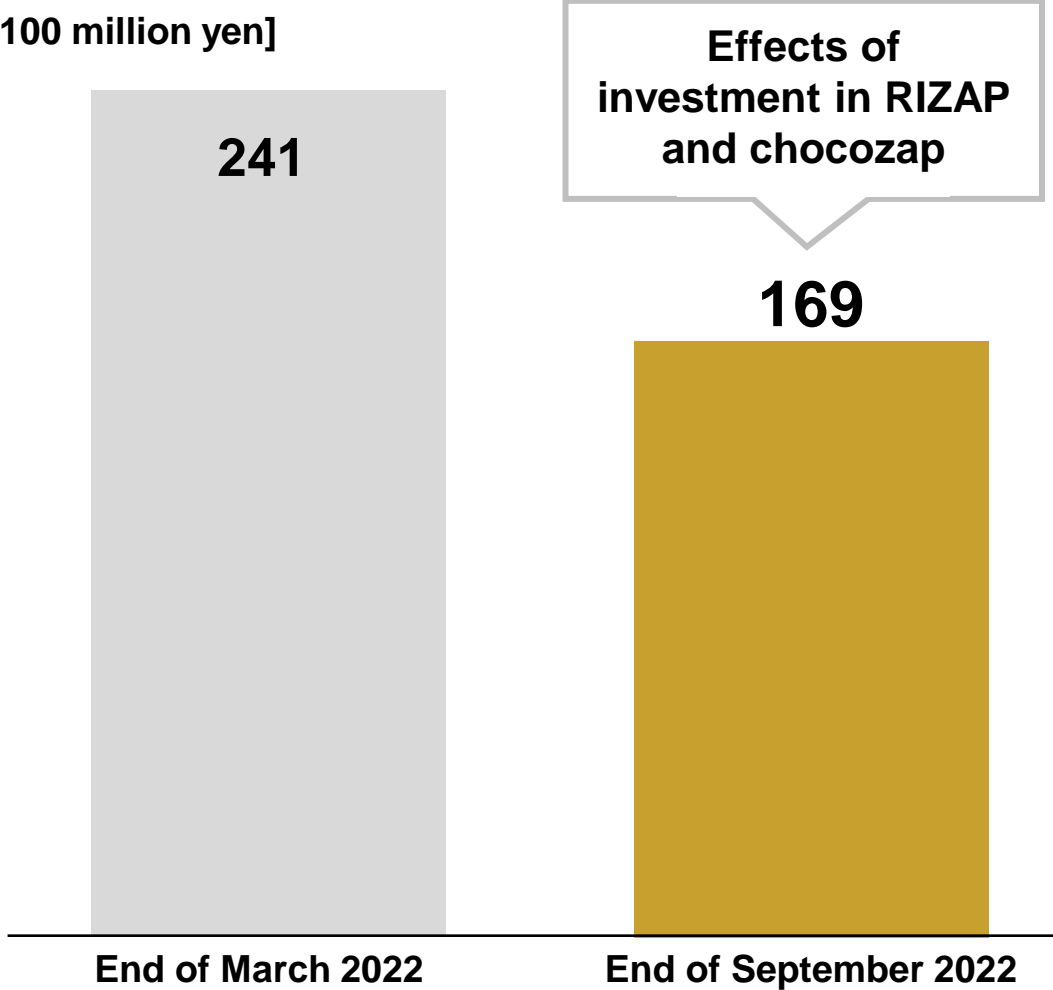
Variations in Financial Indicators (1)

Cash and cash equivalents

Current ratio

[100 million yen]

*Current ratio = Current assets/Current liabilities x 100
 *Excluding the effects of IFRS 16



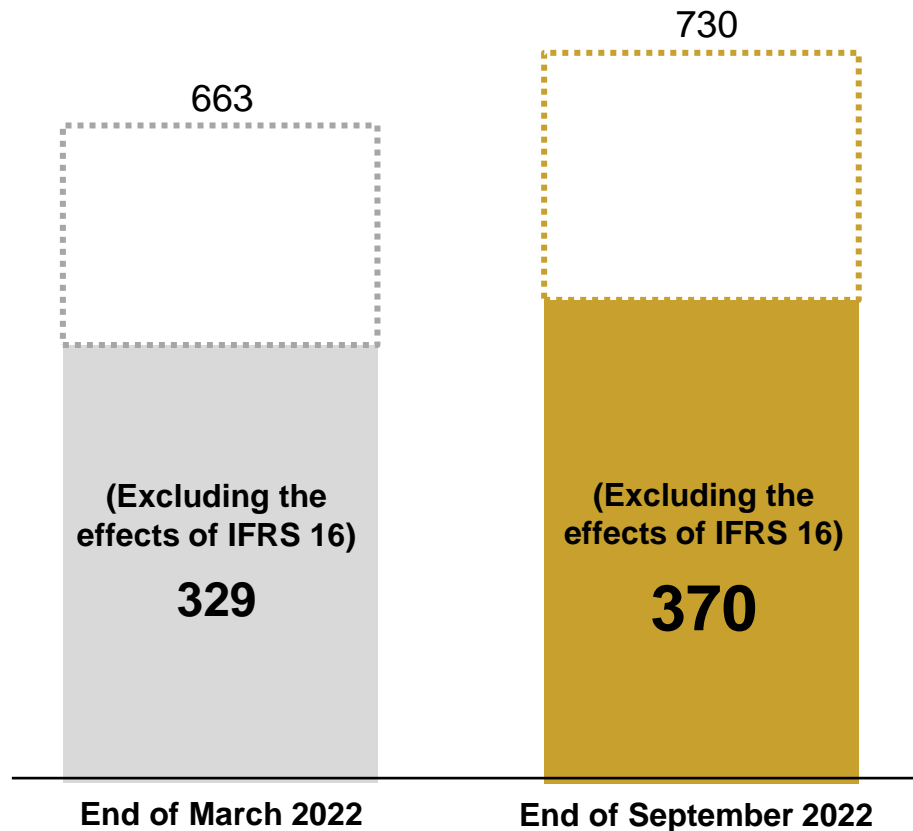
Variations in Financial Indicators (2)

Interest-bearing liabilities

*Excluding the effects of IFRS 16

[100 million yen]

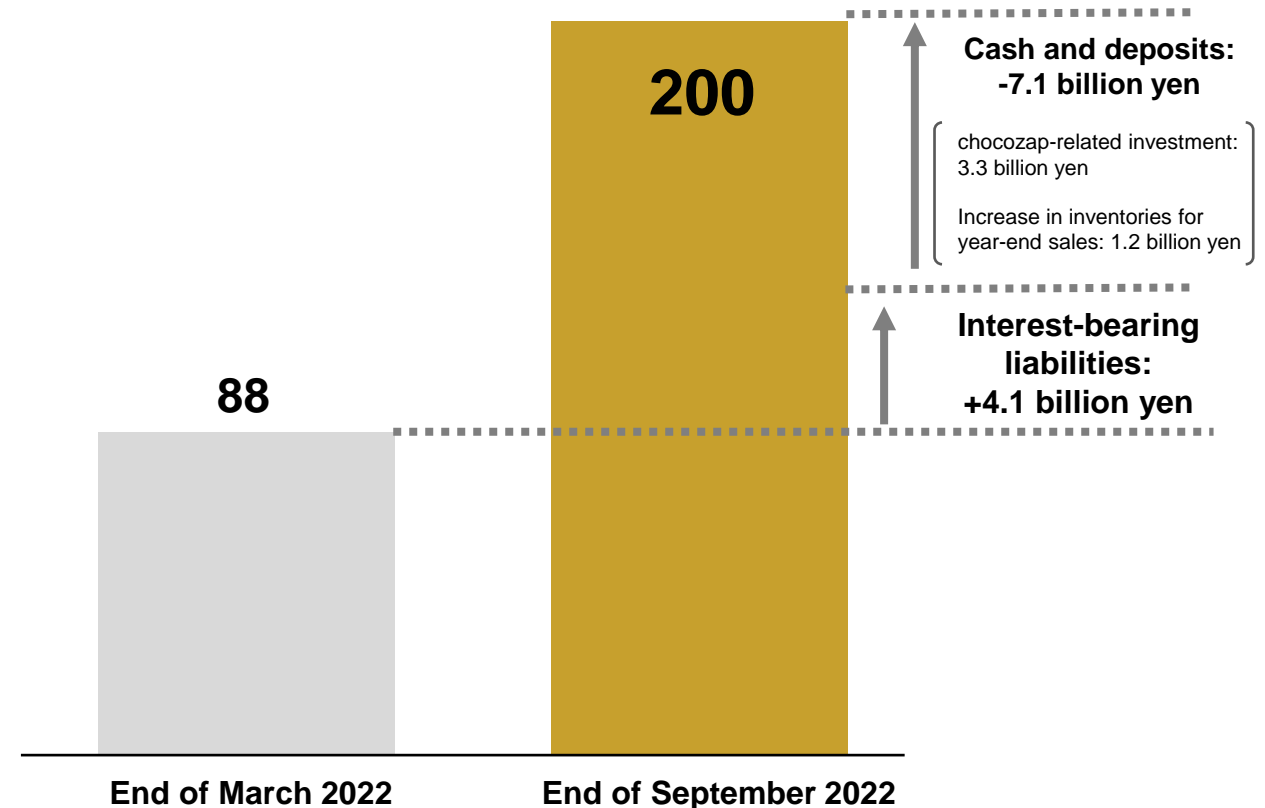
Increase of interest-bearing liabilities through the investment in the chocozap business



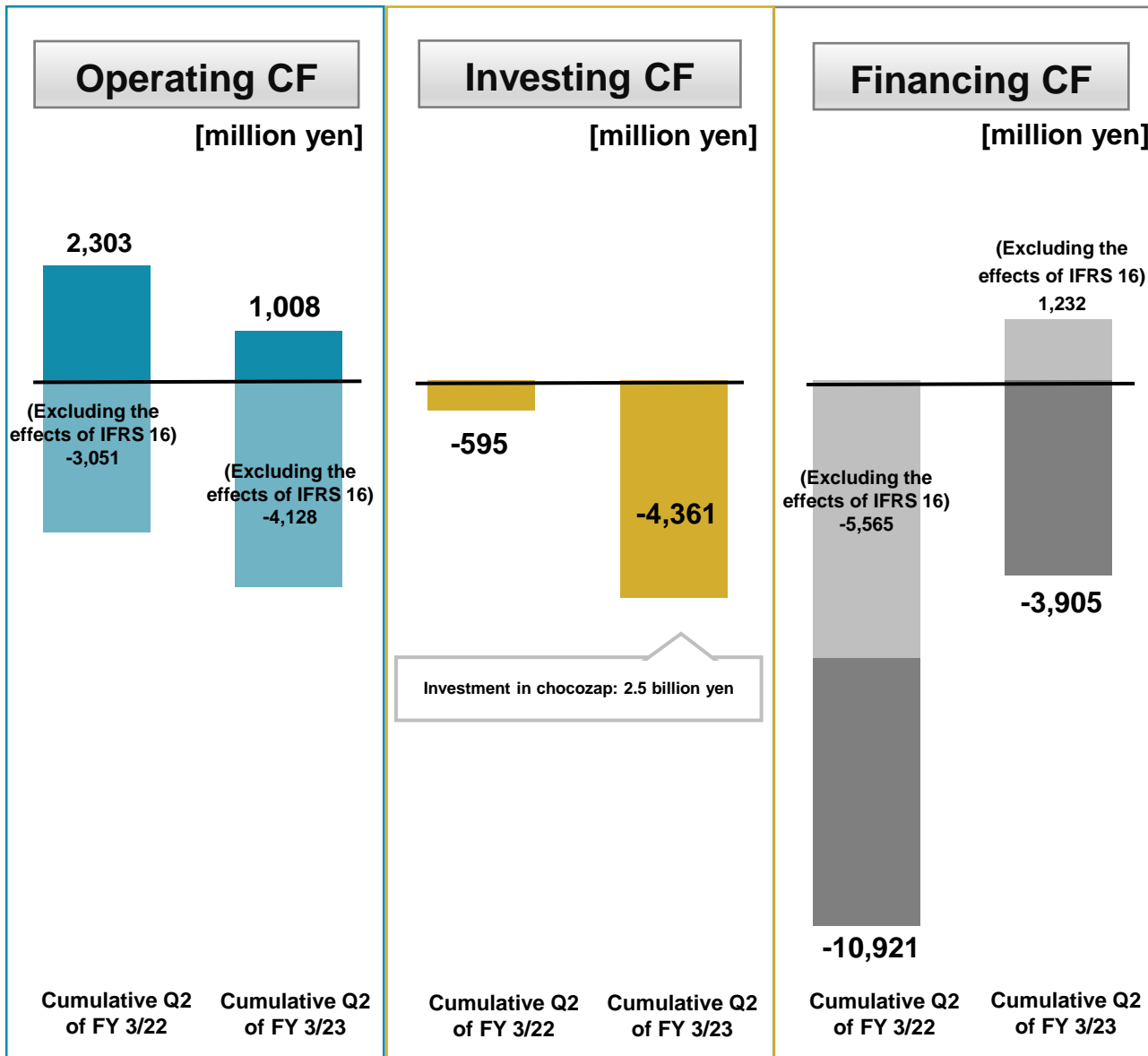
Net interest-bearing liabilities (Net Debt)

*Excluding the effects of IFRS 16

[100 million yen]



Cash Flows Overview



Operating cash flow: 1,008 million yen (-1,294 from the previous term)

•Profit before income taxes	-714 million yen (-2,558)
•Adjustment of depreciation (non-asset item)	5,595 million yen (+84)
•Effect of the increase in inventories for year-end sales	-1,153 million yen (+672)
•Payment of interest and income taxes	-1,408 million yen (+596)

Investing cash flow: -4,361 million yen (-3,766 from the previous term)

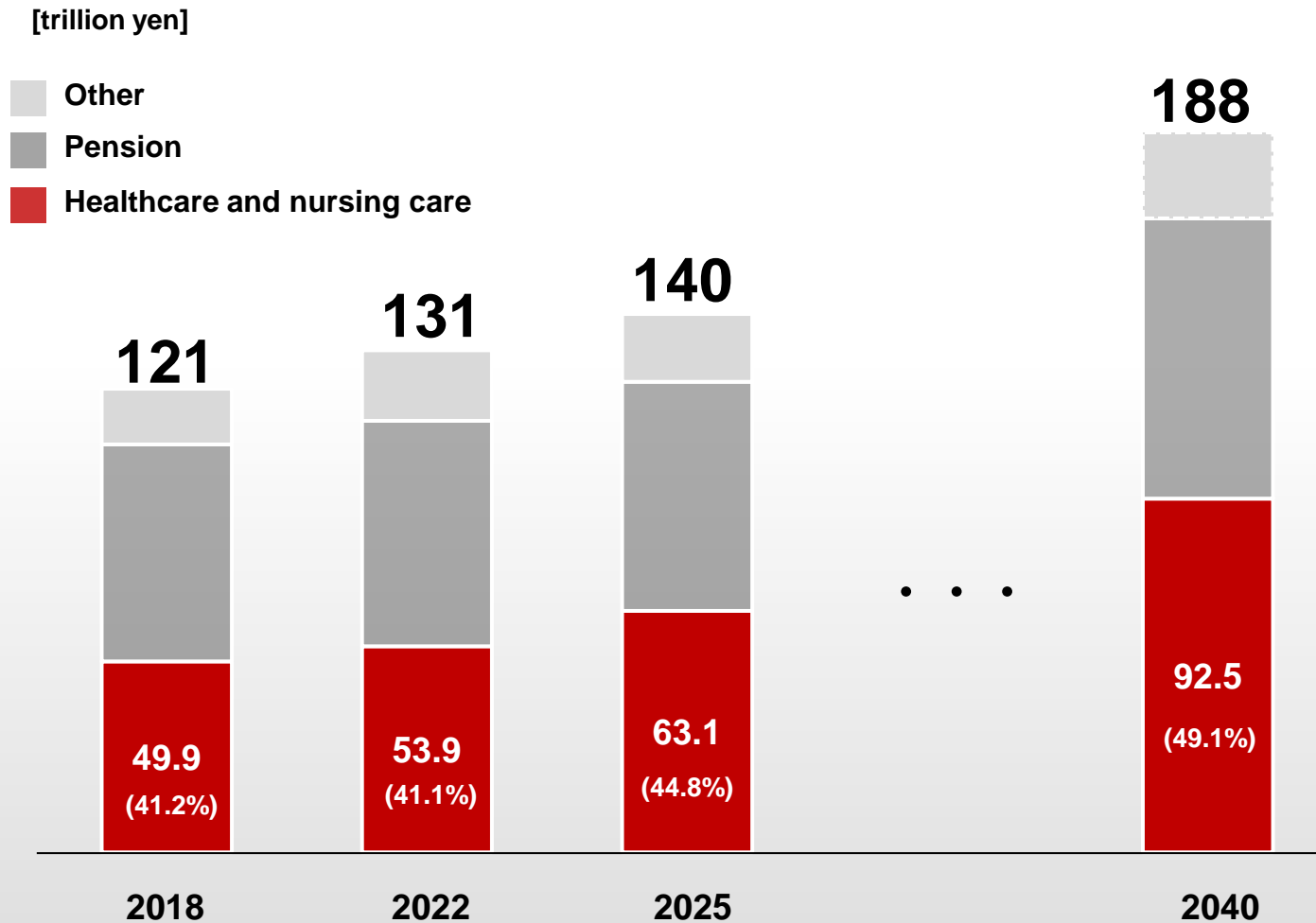
•Purchase of property, plant and equipment	-3,226 million yen (-2,091)
•Payment of security and guarantee deposits	-753 million yen (-652)

Financing cash flow: -3,905 million yen (+7,015 from the previous term)

•Repayment of lease obligations	-5,371 million yen (+353)
•Repayment of interest-bearing liabilities	-2,912 million yen (+704)
•Augmentation of interest-bearing liabilities	6,795 million yen (+8,085)

chocozap Business Overview

Trends in Social Security Benefits



Healthcare and nursing-care expenses are increasing year by year.

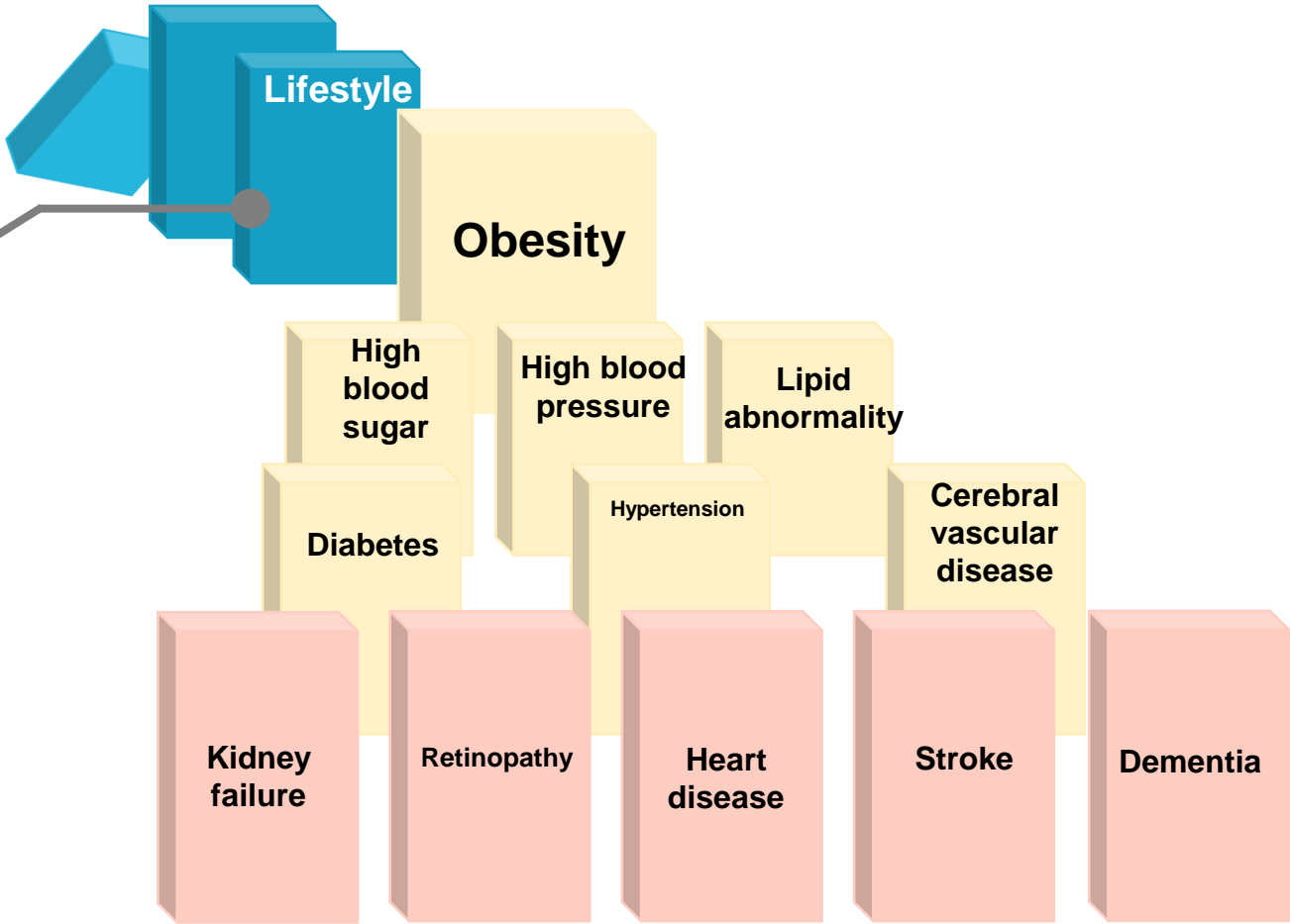
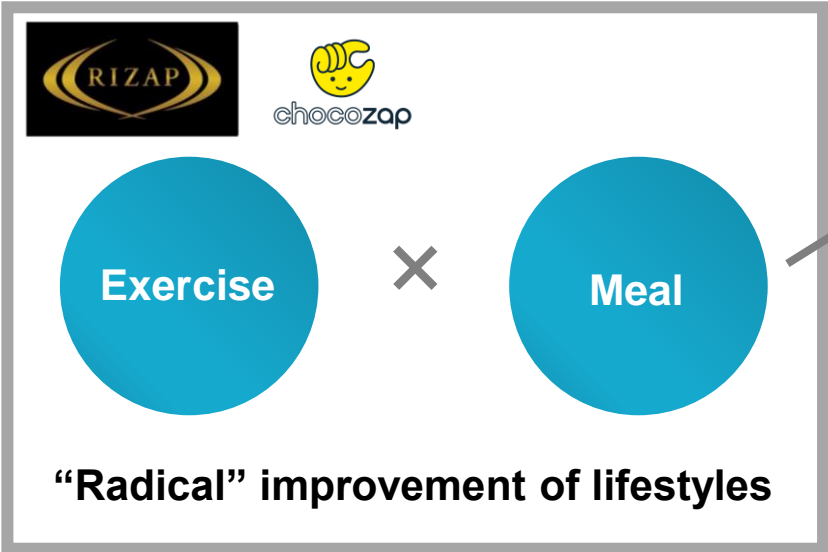


A factor of increasing financial burden

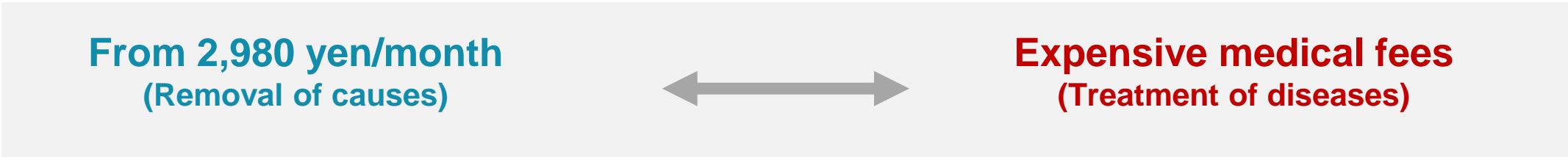
*Ministry of Health, Labour and Welfare, "Trends in Social Security Benefits"

*Cabinet Secretariat, "Collection of basic documents of the secretariat of the division for developing social security for all generations"

Contribute to the Health Promotion by Improving Lifestyles



To remove the causes of various diseases with the RIZAP method






Participation of
senior citizens in
the workforce



To prolong
healthy lifespan



To solve the
shortage of medical
personnel

Development of a “healthy” and sustainable society



Increase in
revenues from
taxes and social
insurance
premiums



Optimization of
nursing-care
expenses



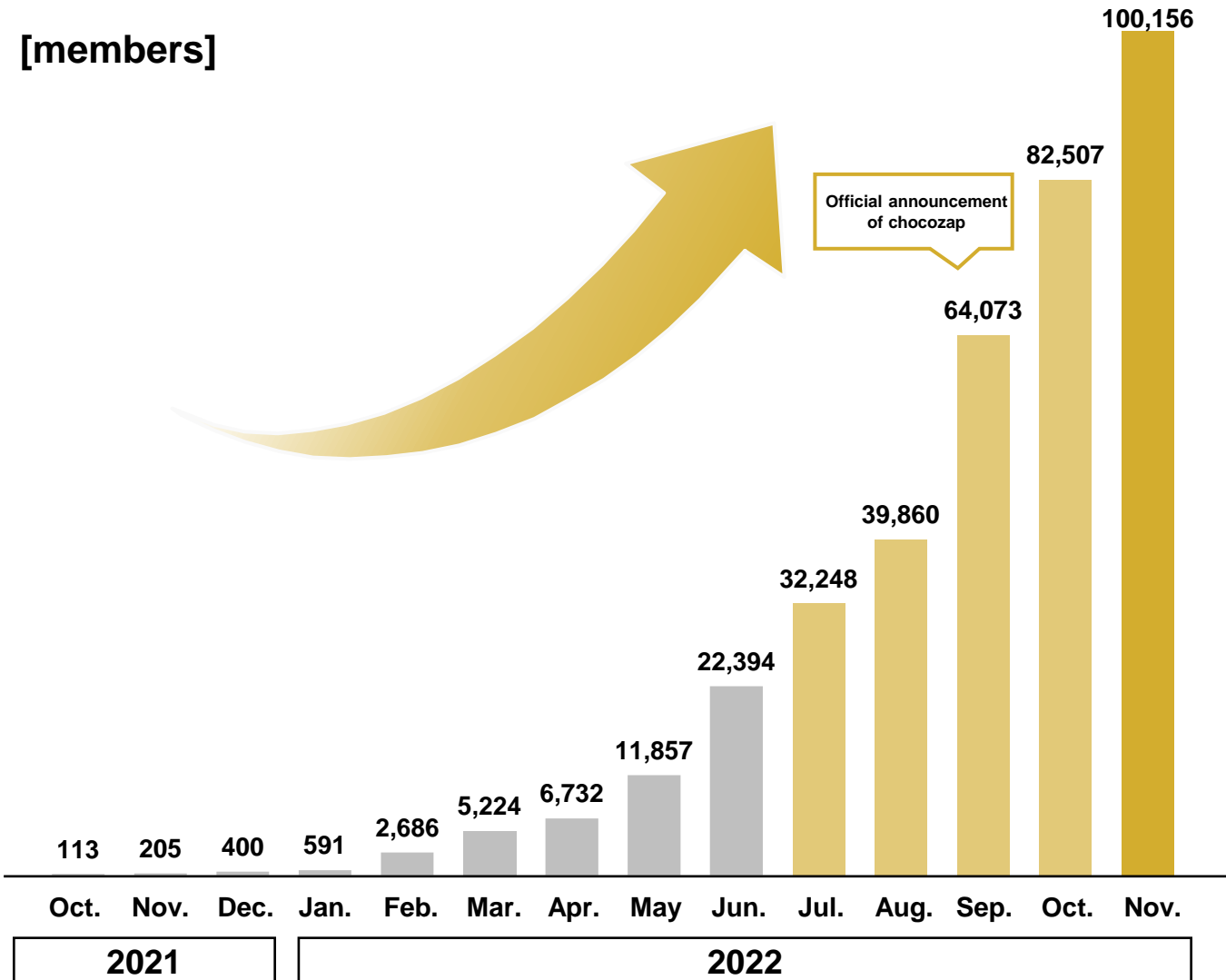
Optimization of
medical expenses

Number of Members



As of November 9

[members]

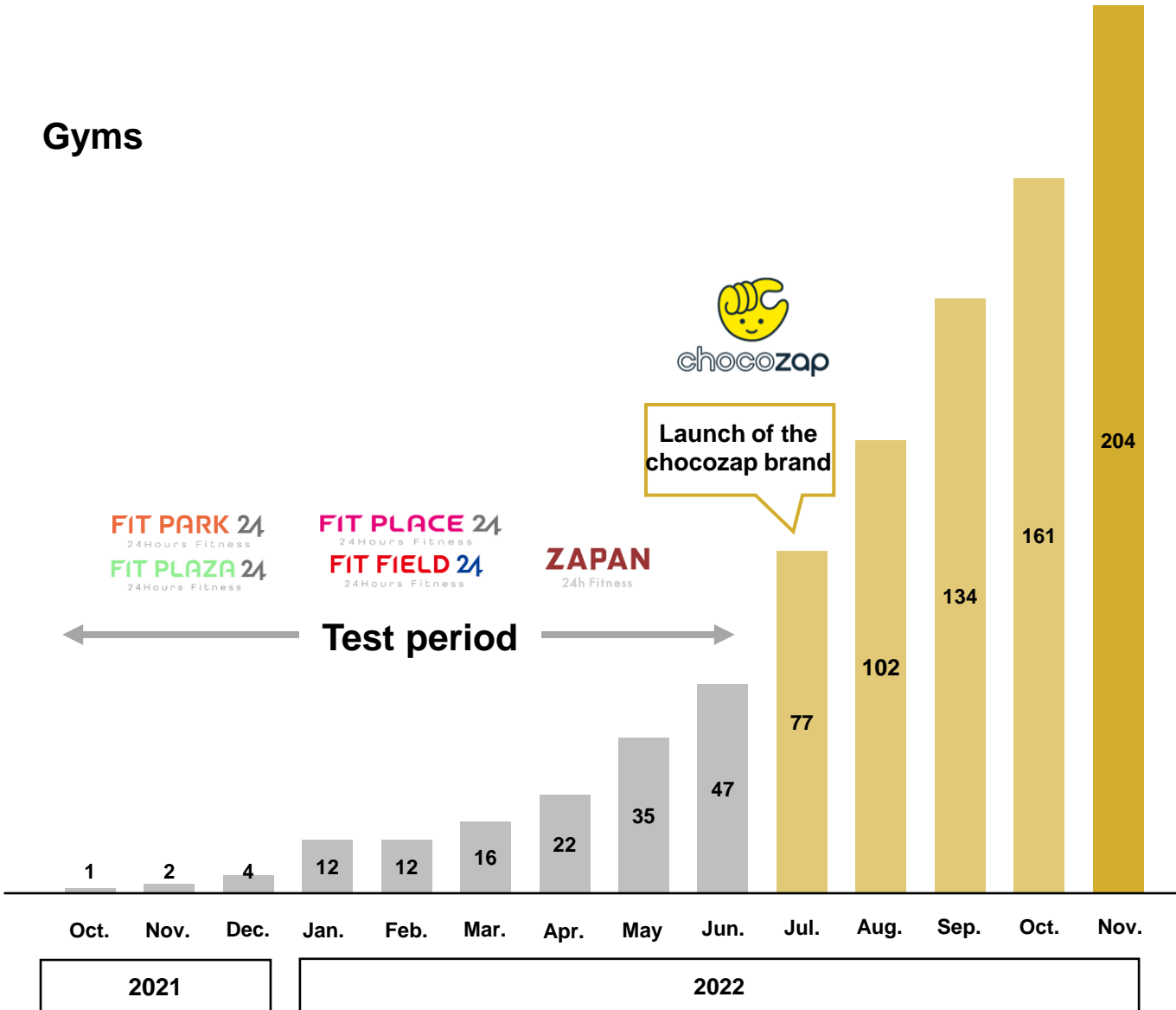


The number of members exceeded 100,000.

Nearly 20,000 people have signed up in the past 9 days.

Number of Gyms

Gyms



We plan to open 204 gyms by the end of November.

Achieved the plan to be completed by the end of December earlier than scheduled.



*No. of gyms in November: No. of gyms we plan to open as of the end of November

**Please watch the video.
(The commercial of chocozap aired since
October 17)**



100 products/services expected to become a hit in 2023 by Nikkei Trendy

No.1: **Convenience Gym**



The new business “chocozap” is featured as a convenience gym.

A Convenience Gym is Now Part of Daily Life.



Unnecessary to change shoes



Exercise in casual clothes



Exercise in a business suit



5 min.

Training

Normal gym

Travel



Changing clothes



Training



Shower



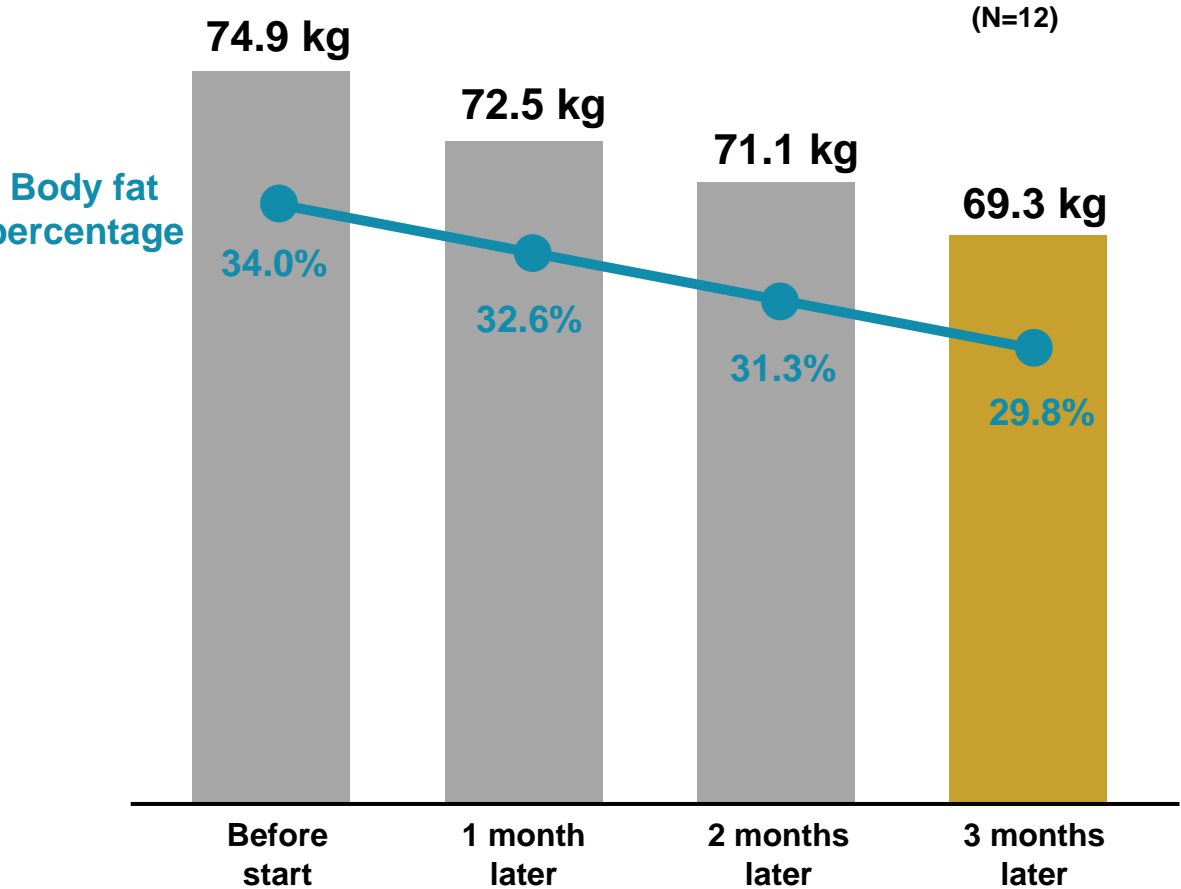
Changing clothes and going home



Effect of “Exercising for 5 Min./Day”

We have been proving the effect of “Exercising for 5 min./day,” which was developed by RIZAP.

Variations in body weight and body fat percentage*



Body weight: Down 5.6 kg
Body fat percentage: Down 4.2%*1

*This slide shows the results of the test for demonstrating the effects of this program as of November 10, 2022. The actual advertisement of this business may be different from the contents of this slide.

*1 Statistical results of 12 subjects (aged 38-63 years) who underwent chocozap's programs for fat-burning, beauty, and functional improvement

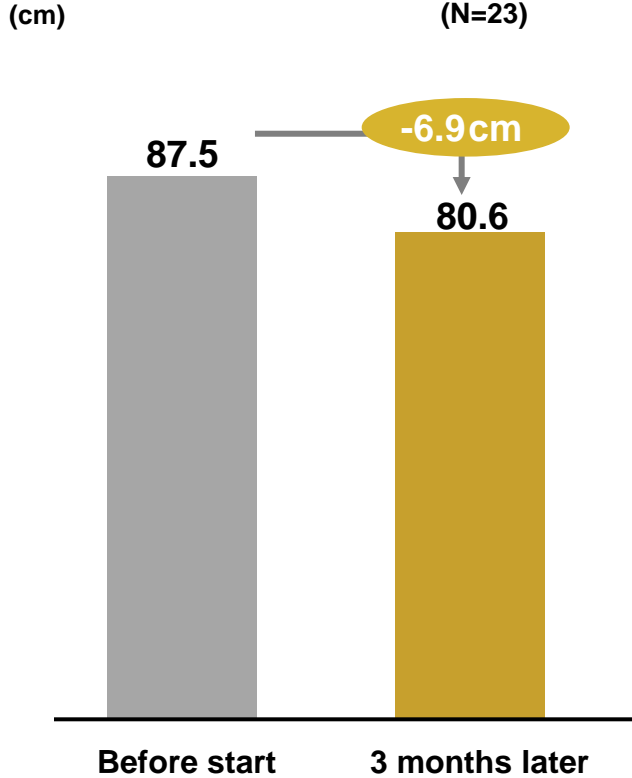
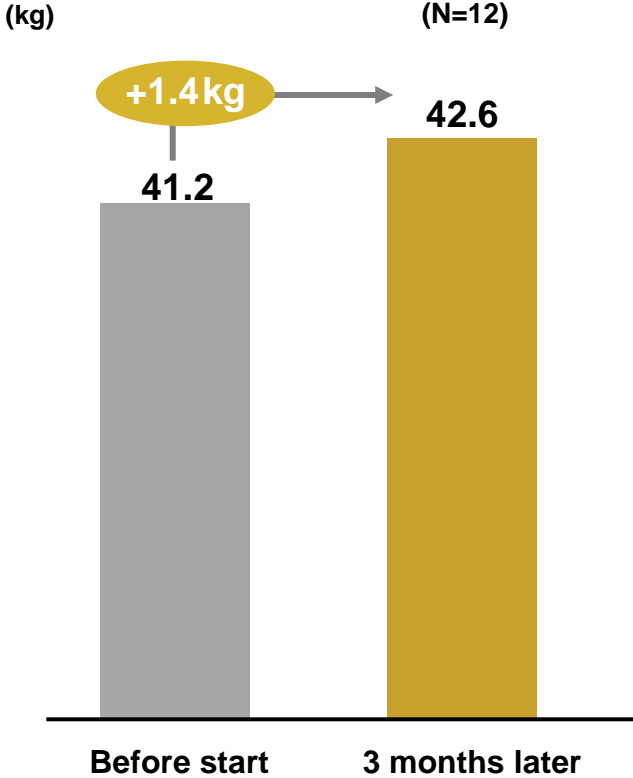
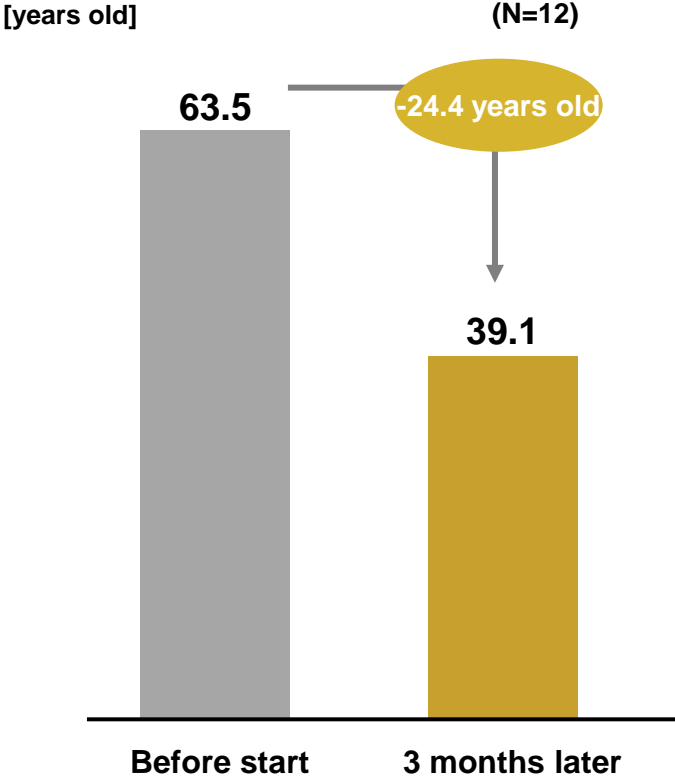
Effect of “Exercising for 5 Min./Day”

We have been examining the effect of “exercising for 5 min./day” from all aspects.

Change in physical age*1

Change in muscle mass*1

Change in waist circumference*2

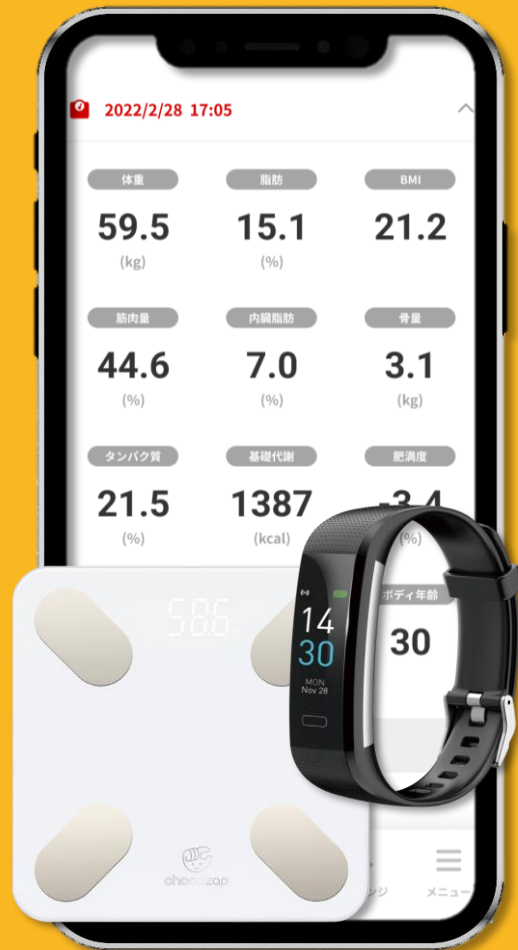


*This slide shows the results of the test for demonstrating the effects of this program as of November 10, 2022. The actual advertisement of this business may be different from the contents of this slide.

*1 Statistical results of 12 subjects (aged 38-63 years) who underwent chocozap’s programs for fat-burning, beauty, and functional improvement

*2 Statistical results of 23 subjects (aged 38-75 years) who underwent chocozap’s programs for fat-burning, beauty, and functional improvement and those for improving physical and muscular strengths and facilitating functional improvement

chocozap App was Launched on October 5.

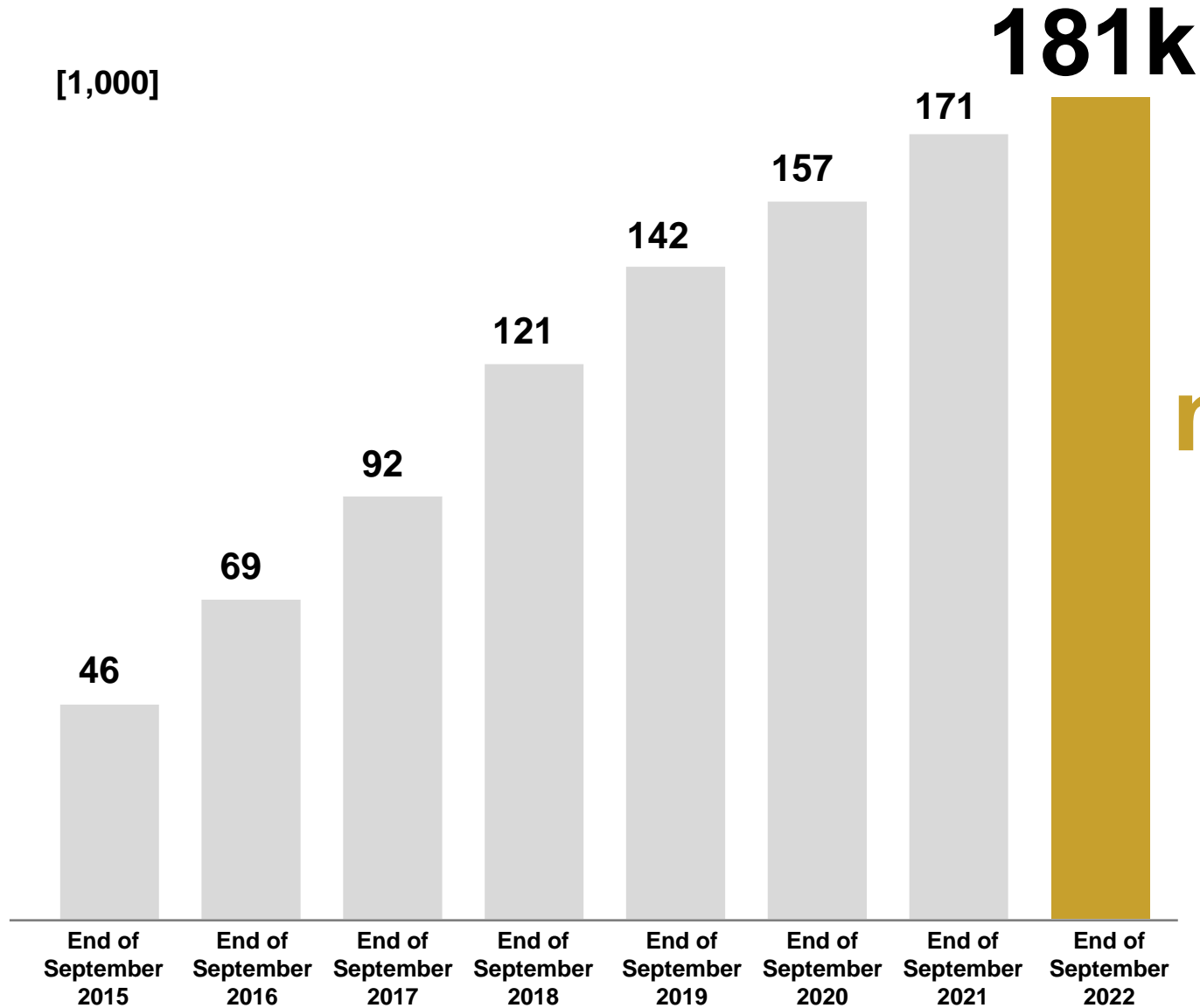


Further improvement in UI and UX

Existing Businesses Overview

RIZAP Business Overview

Cumulative Number of RIZAP Members (Body Transformation)

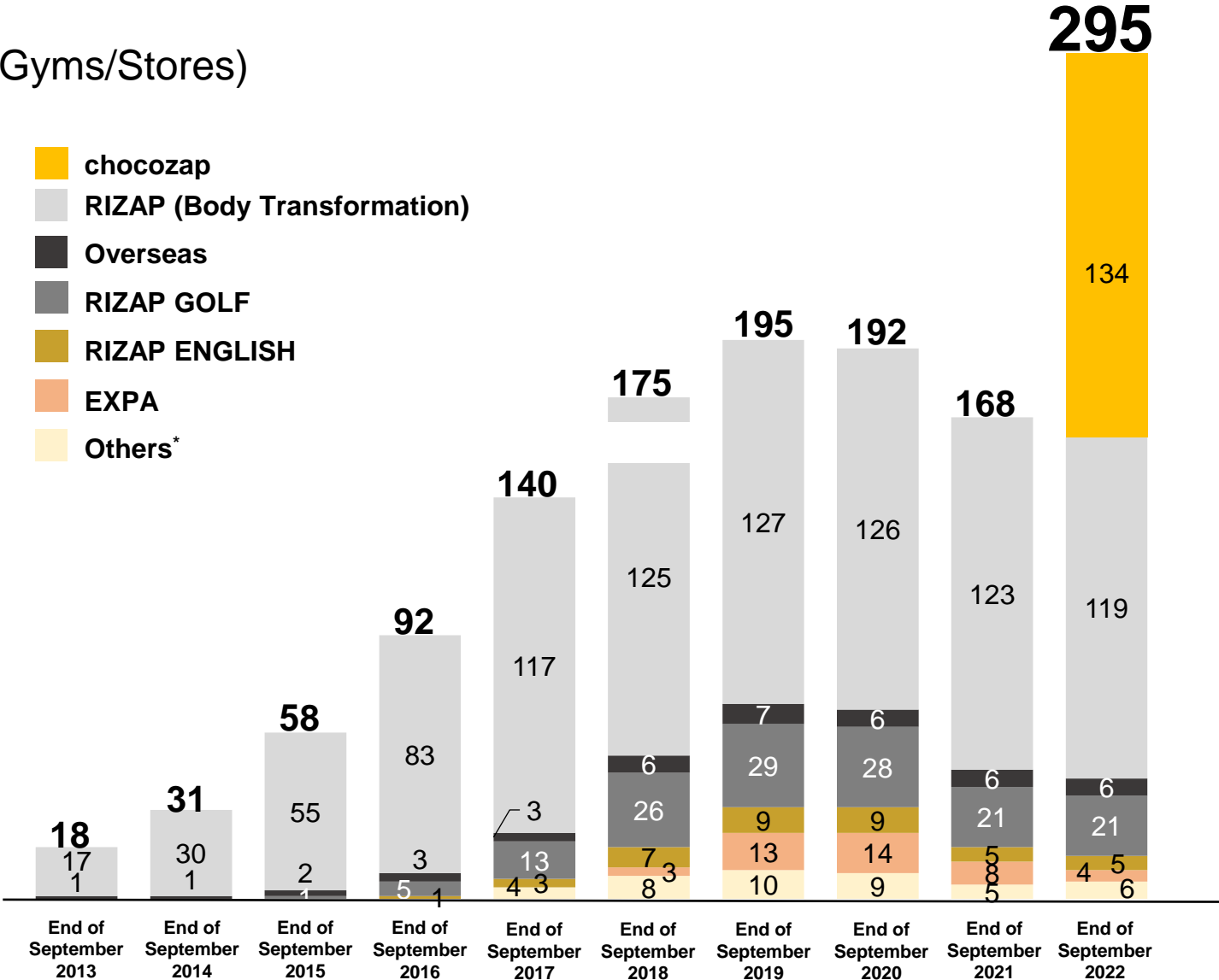


The cumulative number of members exceeded 180,000.

Number of Gyms/Stores

(Gyms/Stores)

- chocozap
- RIZAP (Body Transformation)
- Overseas
- RIZAP GOLF
- RIZAP ENGLISH
- EXPA
- Others*



Change from the end of September 2021

chocozap	+134 gyms
RIZAP	-4 gyms
<p>(We are planning to relocate or integrate small-sized gyms (mainly one-room ones) into large-sized gyms or open them in the vicinity of chocozap gyms.)</p>	
Overseas	0 gyms
RIZAP GOLF	0 stores
RIZAP ENGLISH	0 stores
EXPA	-4 gyms
Others	+1 stores

*Other: LIPTY, RIZAP COOK, RIZAP KIDS, RIZAP WOMAN, Quolive, and SOUGYM (excluding the new businesses other than the above mentioned ones)

Growth Strategy of RIZAP

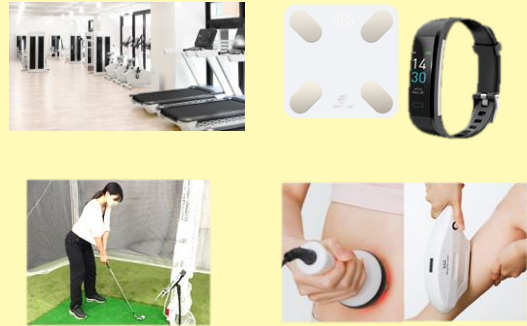
Improvement in LTV



Shift to lifelong services



Enhancement of the healthcare field
(Increase of senior members)



Improvement in value through the use of chocozap
Creation of an entry-level model



Increase of fitness club members



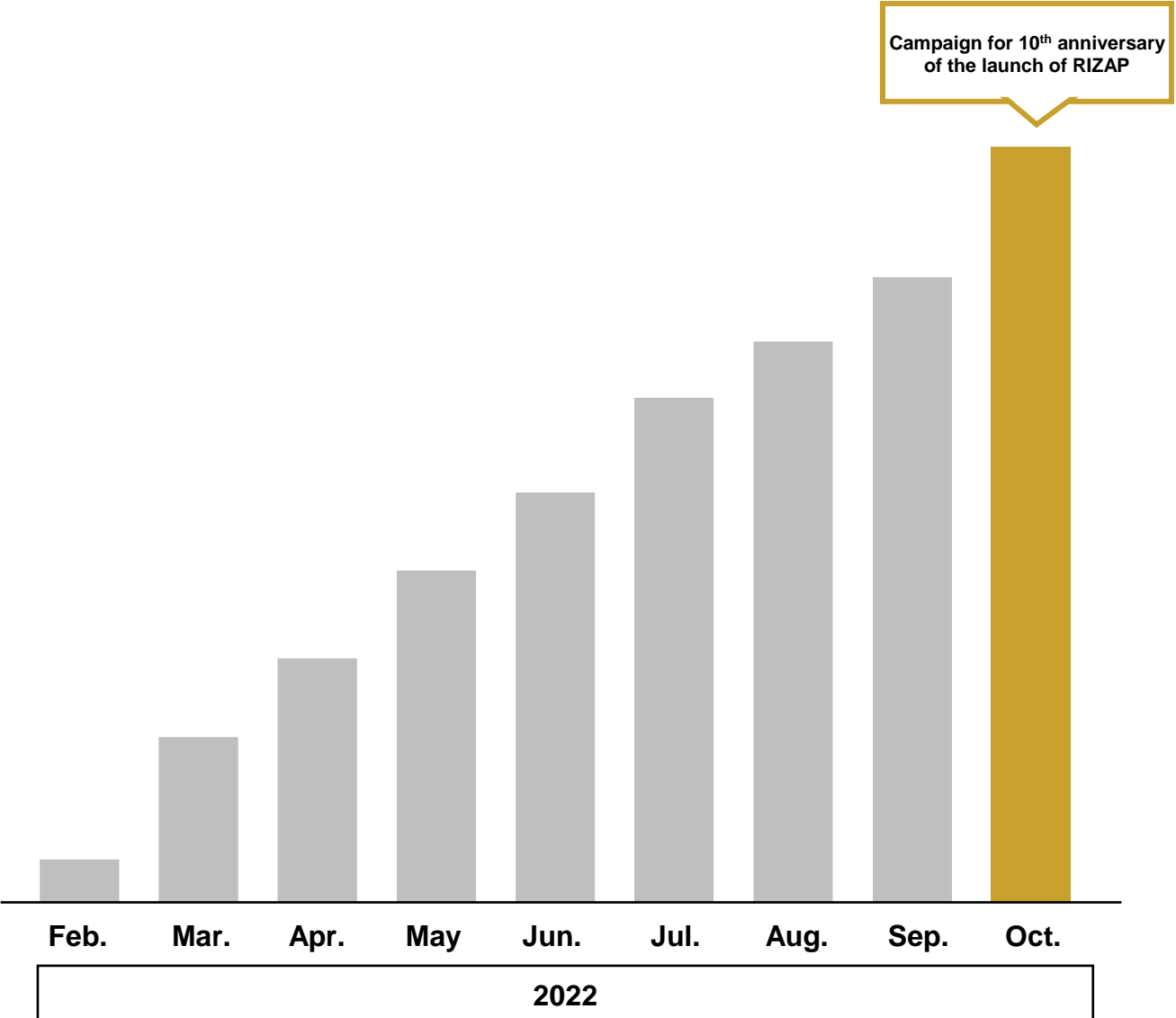
Direct marketing targeted at chocozap members



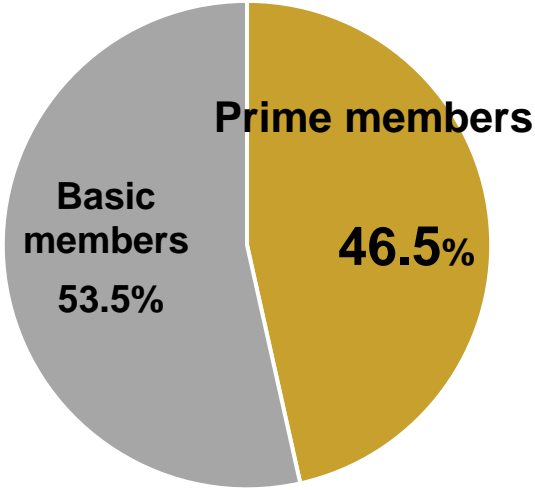
“Programs exclusively for beginners” for chocozap members

To increase new customers
(Expansion of the customer base)

Number of Prime Members



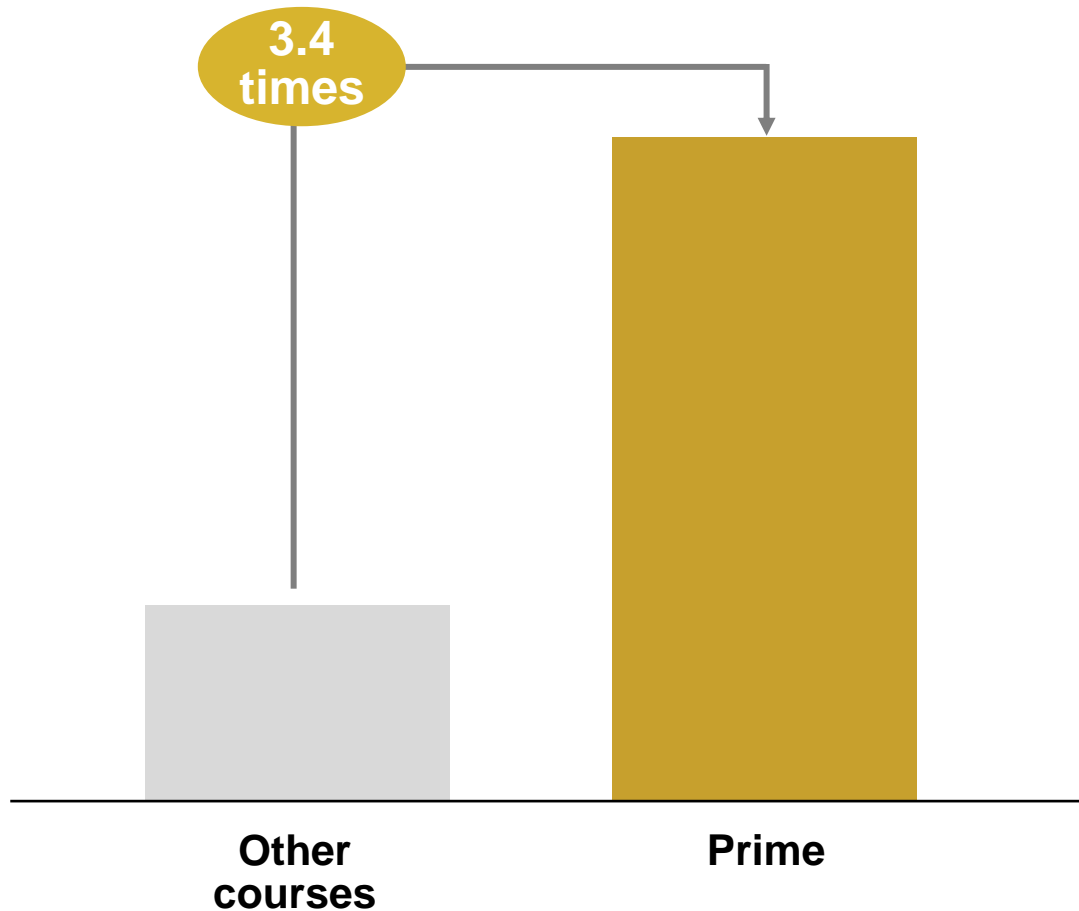
The number of prime members have increased steadily.



Ratio of prime members (as of the end of October)

To “Lifelong” Services Where We Will Support Customers for the Rest of Their Lives

Retention rate half a year later



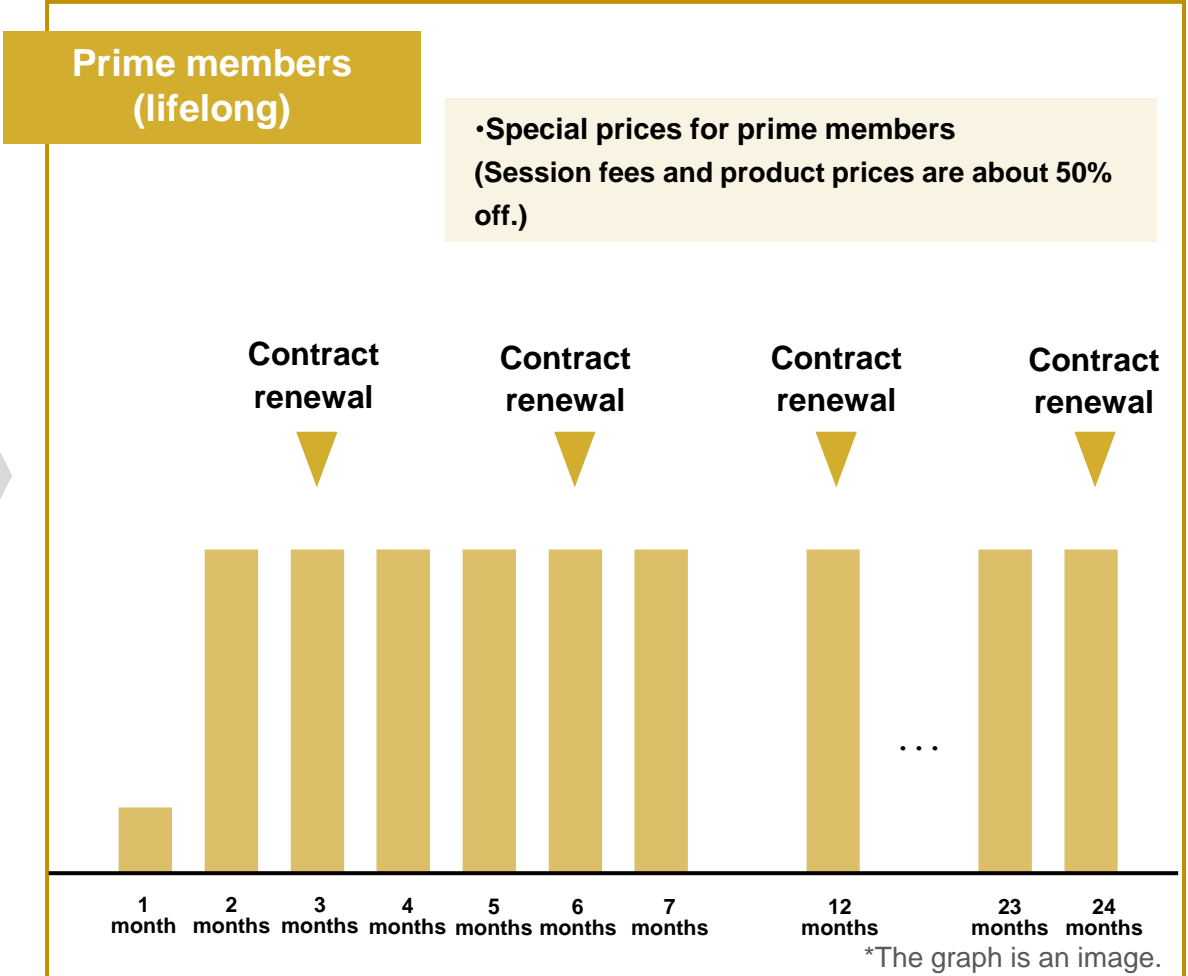
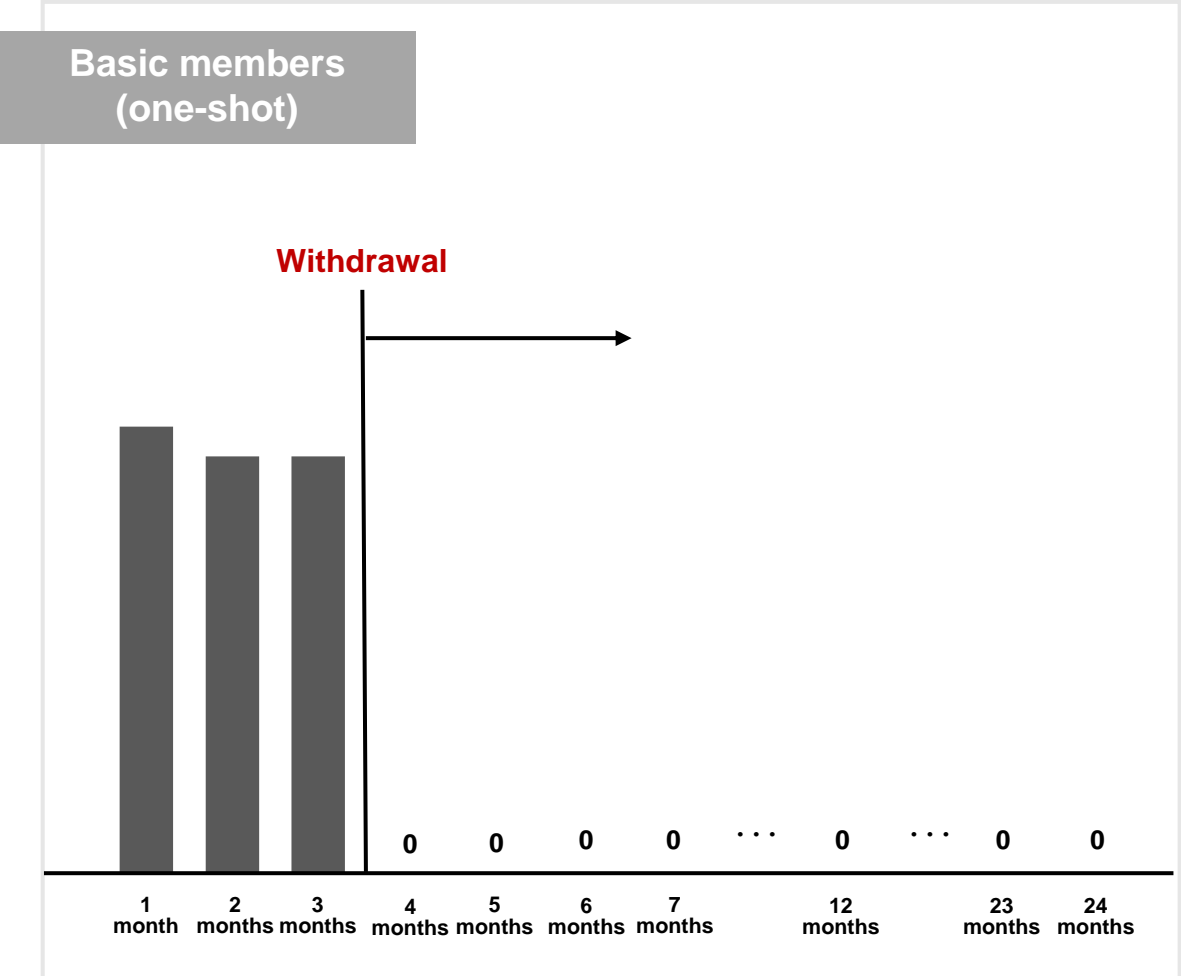
The retention rate half a year later is 3.4 times higher than that of other courses.



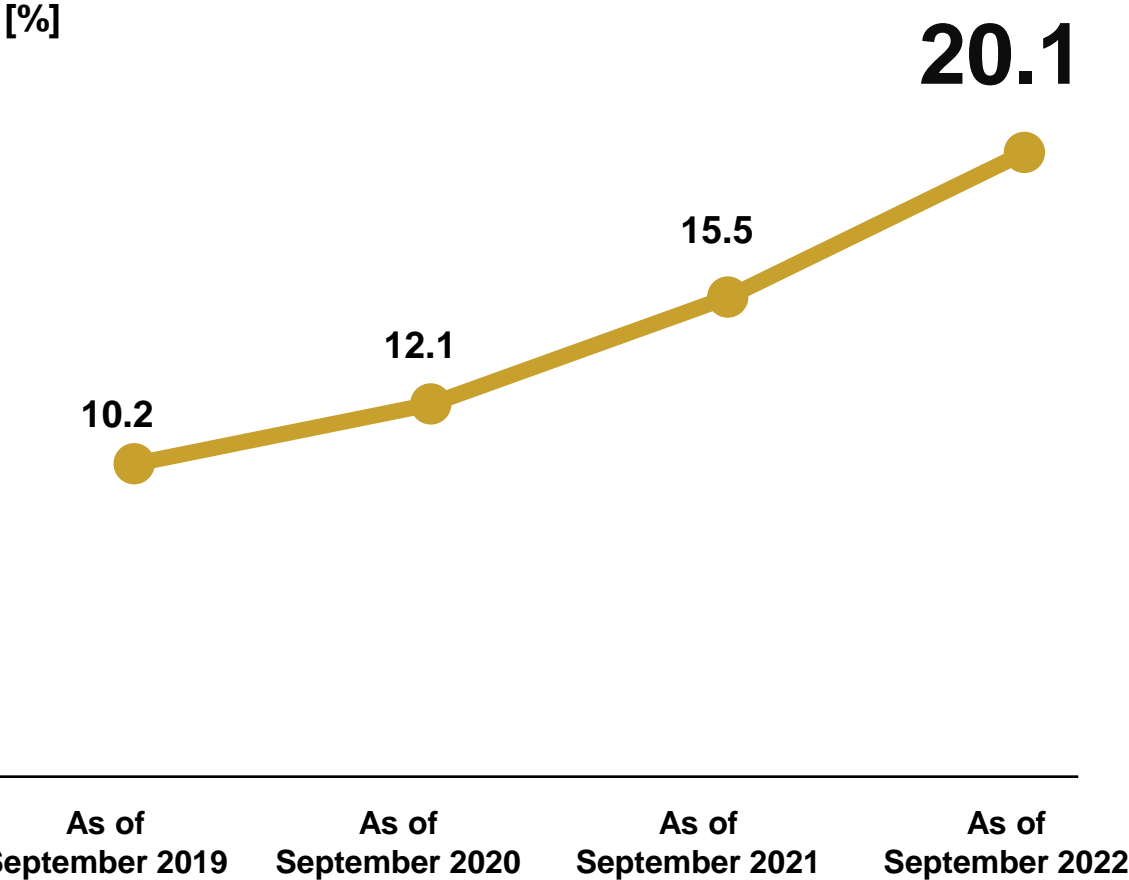
From one-shot services to “lifelong” services

Shift to Lifelong Services (RIZAP Business for Body Transformation)

Revision to the sales posting policy following the shift to the RIZAP prime membership system (from one-shot to lifelong services)



Ratio of Senior Members



We succeeded in improving the retention rate of senior members. The ratio of senior members exceeded 20% for the first time.



*Senior members = Members aged 60 years or older
*Ratio of senior members = No. of senior members ÷ No. of all members

Introducing chocozap Members to RIZAP Services

RIZAP trainers provide chocozap members with the a “program exclusively for beginners” for supporting workout beginners.



- 4 times a month
- Personal
- From 19,800 yen



ライザップ
トレーナーが

あなたの目的・目標に合った効果的 マシントレーニングを 直接指導!



気になる部位へのアプローチ法、マシンの重さ調整、フォーム、
個々に合った回数や頻度をトレーナーがマンツーマン指導!

例えば!



椅子の高さのコツ

チェストプレス

左右の胸を大きく使っている筋肉
(大胸筋)を鍛えてカッコいい胸筋
やバストアップのために!



正しい
椅子の高さ
のコツ!

椅子の高さ・グリップを握る位置は重要
なポイント!正しいフォームと回数をご
指導します!

レッグプレス

お尻から足ももを構成して
いる下半身の筋肉をしっかり
鍛えましょう!



正しい
足の位置
のコツ!

注意点はシートとの位置!膝の角度が
90度になるように調節したり、適切な
回数などを教えます。

エアロバイク

有酸素運動となり、脂肪燃焼
効果が得られます!初心者
の方は、負荷は少し軽めに調節



手軽にできるエアロバイクですが、苦痛運動もしに
いきなりペダルを漕ぎ始めるのは、膝を傷めるなど怪
傷の原因になるため、適切なストレッチを教えます。



プラン組み立てから直接指導まで!
トレーニングの質がワンランク上がる!

まずは初回カウンセリングで、あなたに合ったトレ
ーニングプランを組み立てます。その後、実際に店舗に
あるマシンを使って、適切な使用方法、さらに効果ア
ップのトレーニング法、回数、頻度など、トレーナーが
直接指導。1ヶ月のレッスンを終えた後も、学んだ内
容を活かしてトレーニングができるから、効果実感が見
えるほど変わります。



食事メニュー

個々の目標、生活習慣に合った適切な
食事メニュー、コントロール法など教
けていくためのコツが身につきます。



習慣化のコツ

完全寄り添いサポートで運動、食事な
どを習慣化するコツをアドバイス、プラン
終了以降も自分で続けていきます。

RIZAPパーソナルプランで、 ちょこざっぷをさらに充実!

「効果のあるダイエット」、「運動習慣
のやり方がわからない」を解決する
ことで、やり方がわかり、結果に繋げ
るための習慣が身につくようになります!

家トレも効果的に!
健康測定が楽しみに!



後日、マシン動画で
使い方のおさらいも!



選べる2プラン

【トレーニングメニュー例】
●1ヶ月×全4回コース: 1ヶ月×全4回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●2ヶ月×全8回コース: 2ヶ月×全8回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●3ヶ月×全12回コース: 3ヶ月×全12回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●4ヶ月×全16回コース: 4ヶ月×全16回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●5ヶ月×全20回コース: 5ヶ月×全20回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●6ヶ月×全24回コース: 6ヶ月×全24回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●7ヶ月×全28回コース: 7ヶ月×全28回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●8ヶ月×全32回コース: 8ヶ月×全32回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●9ヶ月×全36回コース: 9ヶ月×全36回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●10ヶ月×全40回コース: 10ヶ月×全40回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●11ヶ月×全44回コース: 11ヶ月×全44回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●12ヶ月×全48回コース: 12ヶ月×全48回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●13ヶ月×全52回コース: 13ヶ月×全52回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●14ヶ月×全56回コース: 14ヶ月×全56回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●15ヶ月×全60回コース: 15ヶ月×全60回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●16ヶ月×全64回コース: 16ヶ月×全64回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●17ヶ月×全68回コース: 17ヶ月×全68回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●18ヶ月×全72回コース: 18ヶ月×全72回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●19ヶ月×全76回コース: 19ヶ月×全76回のパーソナルトレーニング。食事、生活習慣、運動習慣の指導。●20ヶ月×全80回コース: 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1ヶ月×全4回
50分/1回
35,000円
税込38,500円

1ヶ月×全4回
20分/1回
18,000円
税込19,800円

運動初心者向けに開発したプログラムだから
効果のあるダイエット、運動方法がわからないを解決できます!

お申し込み・お問い合わせこちらから!
0120-941-648

受付時間9:00~21:00(土日祝含む)

お問い合わせ
番号
JB3339



We Restart Collaborations with Local Governments

Four parties signed an agreement for comprehensive collaboration in “initiatives for revitalizing local communities.”

(October 13, 2022)



Chairperson of the Chamber of Commerce & Industry in Tokushima Prefecture

Governor of Tokushima Prefecture

Director of RIZAP Co. Ltd.

Managing executive officer of Tokio Marine & Nichido Fire Insurance Co., Ltd.

To improve the diabetes mortality, which is one of the worst death causes in Japan

Measure 1

Provision of a course committed to producing good results for reducing the number of people who may suffer from the metabolic syndrome

Measure 2

Holding of health seminars for the purpose of introducing health-oriented business administration to the enterprises that have joined the Chamber of Commerce & Industry

Examples of Corporate Users of RIZAP Programs

1,700 companies have adopted our program, and over 250,000 people have joined our program.



*As of the end of September 2022



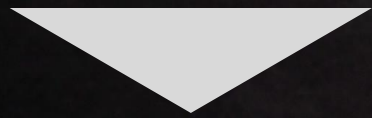
RIZAP program for specific health guidance

Start of a new plan that guarantees good outcomes with outstanding cost-effectiveness

To be started in July 2023

What is specific health guidance?

To conduct health checkups for insured people and non-working dependents aged 40 to 74 years to prevent the metabolic syndrome, and select the subjects for specific health guidance



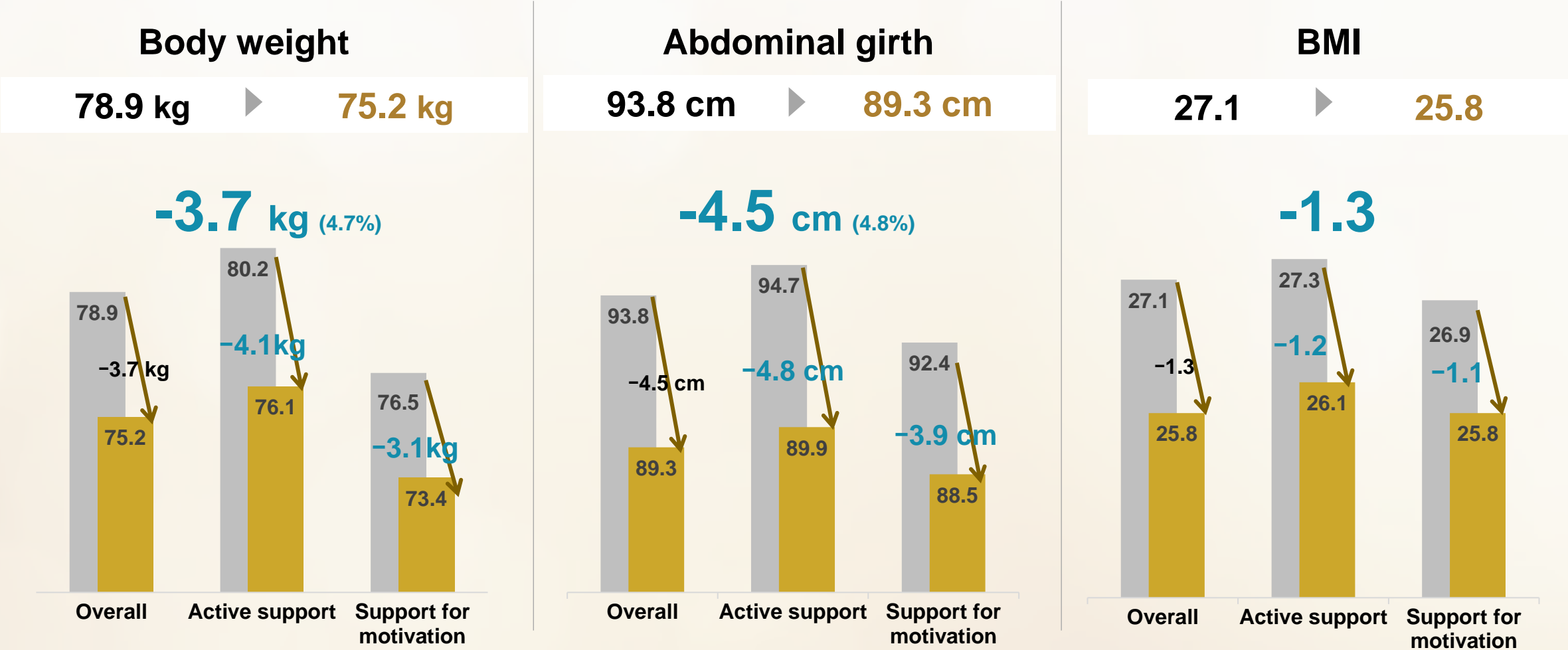
Giving instructions on specific health guidance



Results of RIZAP Program for Specific Health Guidance

(Over 100 companies have adopted this program)

The measurements exceeded the evaluation standards set by the Ministry of Health, Labor and Welfare (body weight: -2.0 kg, abdominal girth: -2.0 cm) considerably.

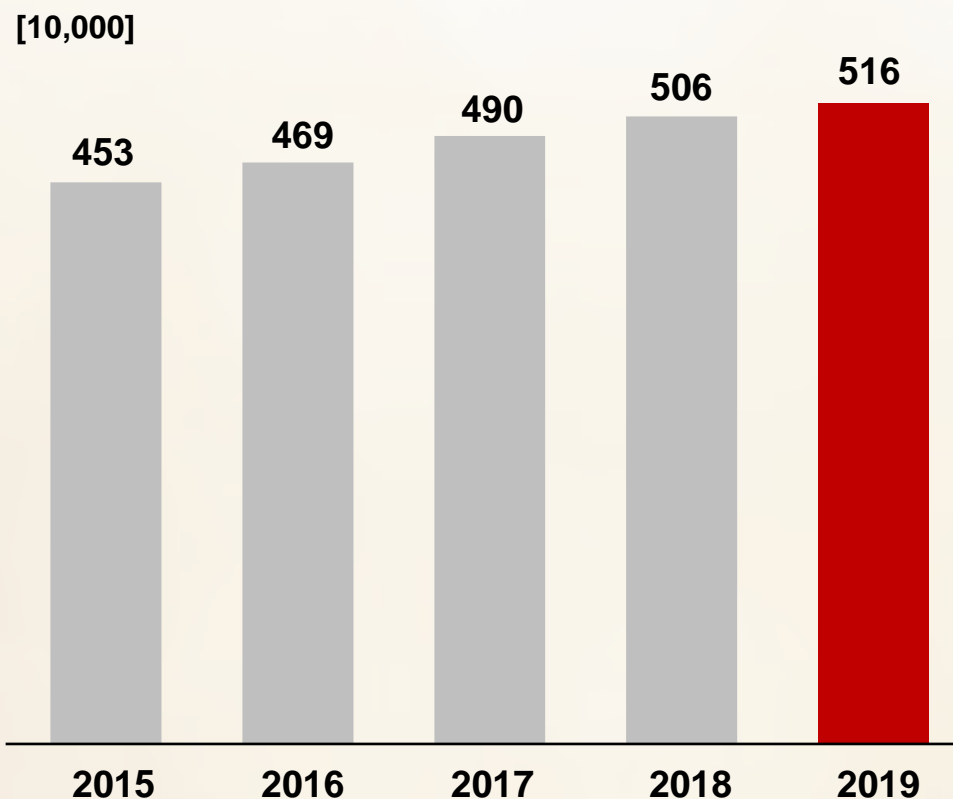


*Survey period: April 2021 to August 2022, N = 2239 (Active support: N = 1448, support for motivation: N = 791)

Contributing to the Health-oriented Business Administration of Enterprises with Our New Plan

RIZAP approaches the increasing people subject to the specific health guidance.

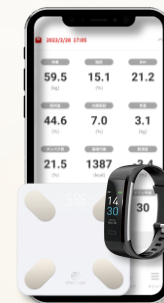
Change in the number of people subject to specific health guidance



*Taken from "Data on the Implementation Status of Specific Health Examination and Specific Health Guidance" of the Ministry of Health, Labour and Welfare



Exercise at chocozap



Management of meals and health with an app



Health guidance by national registered dietitians

Active support course: 29,800 yen (tax included)

10,000 yen will be refunded if the target body weight or abdominal girth is not achieved.

Support for motivation course: 19,800 yen (tax included)

5,000 yen will be refunded if the target body weight or abdominal girth is not achieved.

(Current prices)

Active support course: 49,900 yen (tax included)

Support for motivation course: 33,900 yen (tax included)

“Diet Support Chips” received a special award

Received a special award at “Food and Health Award 2022.”^{※1}



Diet Support Chips
Rich Consomme



“Snack that should be eaten while you are on a diet” with a protein content of 15 g, a dietary fiber content of 6.2 g and a sugar content of 6.2 g was highly evaluated.^{*2}

^{*1} Food and Health Award
 ·Held by the Japan Association of Chain Drug Stores (currently having 122 member companies)
 ·Held since 2018 as “Award for products that contribute to the creation and expansion of the healthcare market for the purpose of maintaining the health of people and prolonging healthy lifespan”
 ·A total of 152 products submitted/1 Grand Prize/3 Second Prizes/3 Special Prizes/45 Excellent Prizes

^{*2} Per 1 bag of this product (39 g)

Premium Alcohol-free Beer Developed under the Supervision of RIZAP

(released on Tuesday, September 27, 2022)

For health-conscious people who like beer after training or for rewarding themselves

Collaborative product with Mitsubishi Shokuhin Co., Ltd.

It is available at convenience stores, drugstores, etc.
It made a good start with its shipment volume exceeding the forecast.



“ビール通”ごのみの
ノンアルコールビールテイスト飲料

大麦麦芽 100% × 無添加 香料・甘味料 × 低カロリー^{※1}

「結果にコミットする[®]」でおなじみの RIZAP 監修

VEGAN CERTIFIED BY VEGETARIAN SOCIETY OF JAPAN

ビーガン認証取得^{※2} ビールに比べカロリー 70%カット!!

*2 Acquired vegan certification from VegeProject Japan
This is a product which contains no animal-derived raw materials such as meat, seafood, eggs, dairy products, and honey.

*1 Low-calorie and free of flavoring agents and sweeteners. 12 kcal and a sugar content of 2.8 g per 100 ml



REXT Business Overview

Management reform was completed, and we have entered the new growth phase.

Reform amid the COVID-19 pandemic (March 2020 to March 2022)

New growth phase (From April 2022)

<Measures in this term>

	FY 3/20	FY 3/22
Closure of unprofitable stores	518 stores	388 stores (closed 130 stores)
Reduction of SG&A	29.8 billion yen	22.2 billion yen (curtailed 7.6 billion yen)
Improvement of break-even point	100%	79%
Corporate reorganization		With going private (March 2022)

Completion of urgent management reform measures
Enhancement of investment for growth

To develop new business



New business “it 300”
Shop of lifestyle goods priced at 300 yen
To open 30 stores by the end of this term

DX



Self-checkout stands will be installed in all stores by the end of December 2022.
Optimal staffing in stores

To redefine our brands

JEANS *mate*
Casual wear for adults

HAPiNS
Cute goods for adults



To develop new business




To redefine our brands



Realization of **RETAIL NEXT**

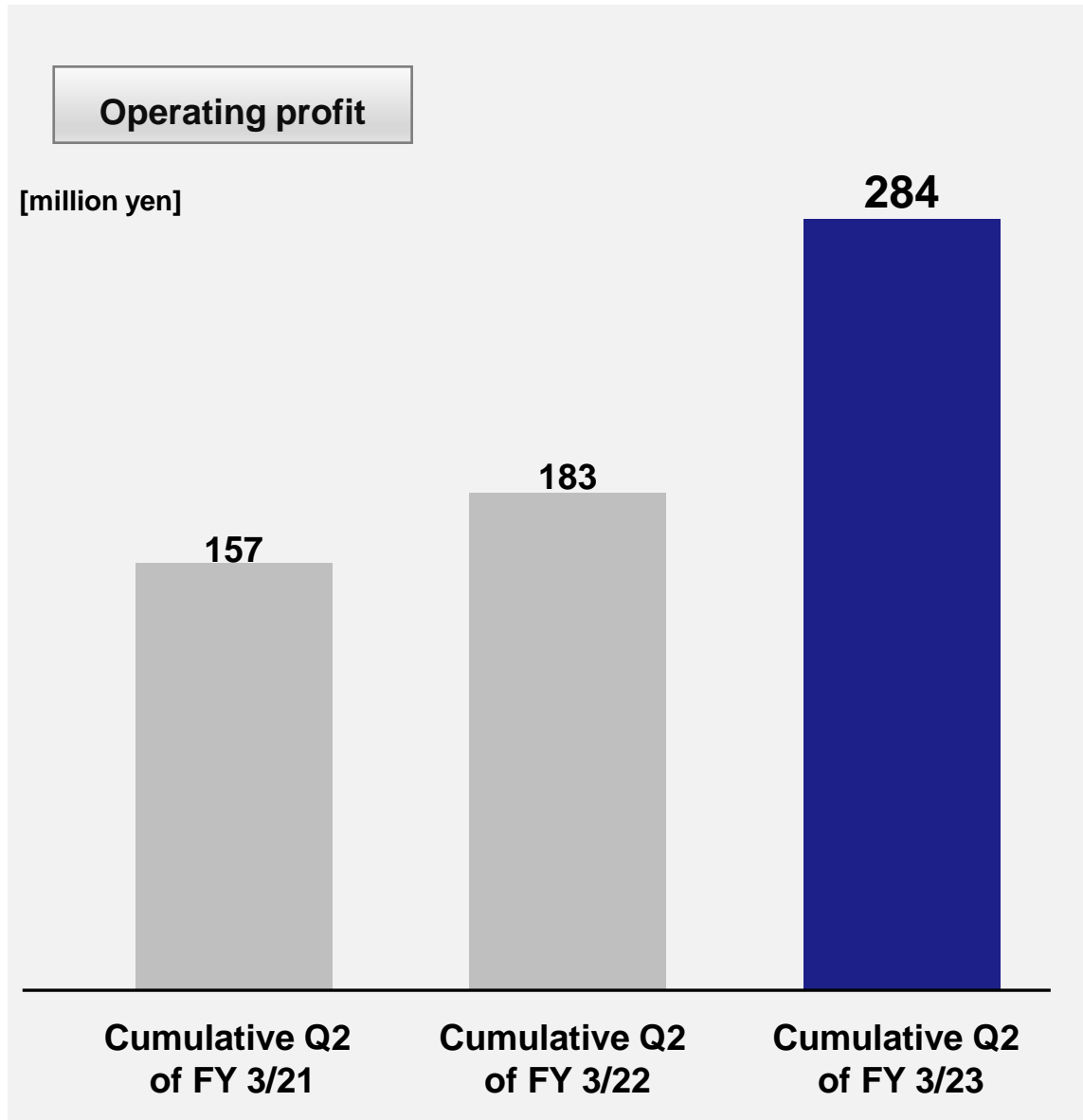


DX of retail
(retail technology)



To develop private brands
with high added value

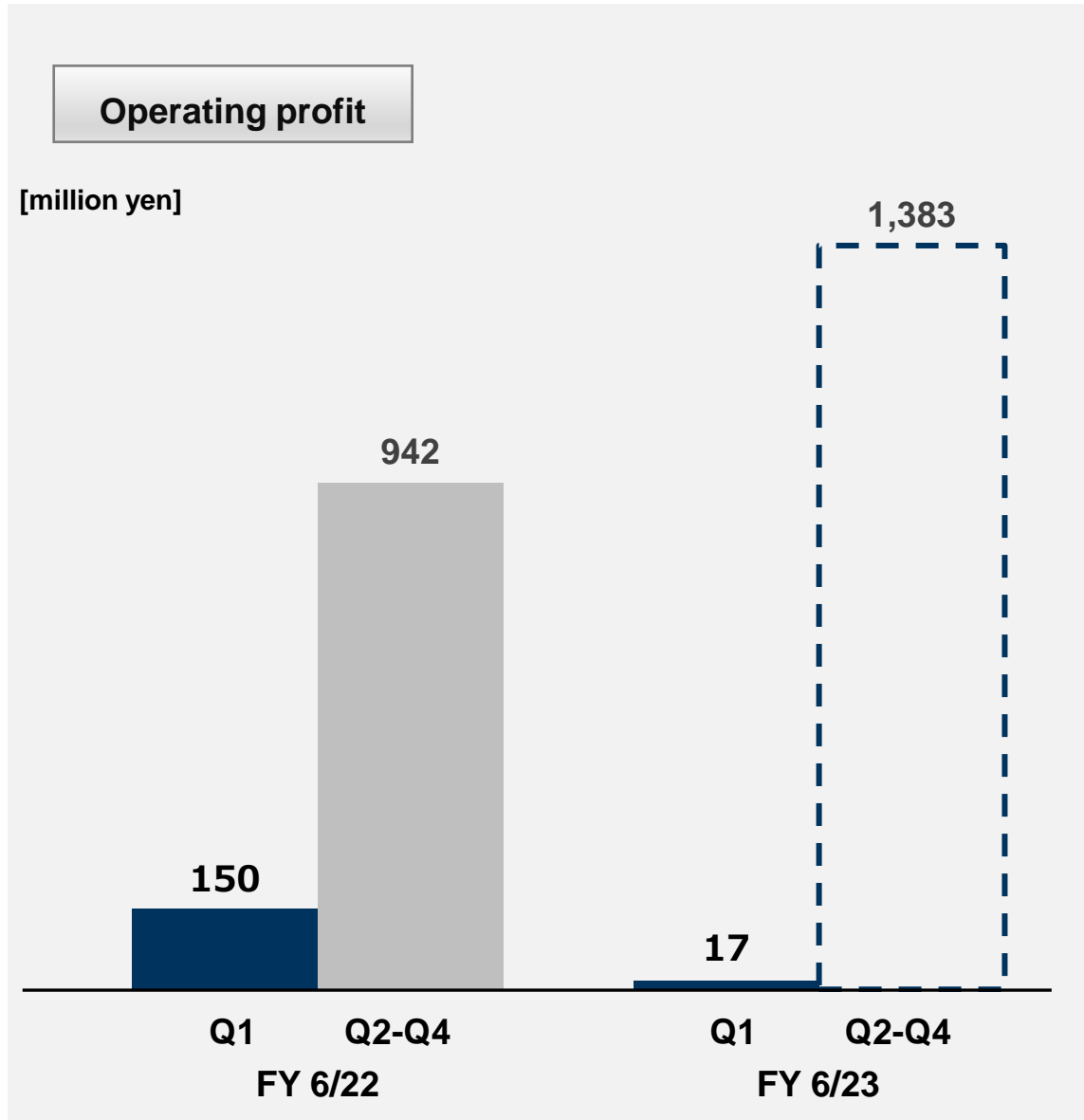
MRK Holdings Inc. (J-GAAP)



Sales and profit grew year on year, as the new TV commercial and online sales promotion were effective.

- **Women's underwear and related businesses**
 - The number of new bookings increased 21.5% from the previous term.
 - The average spending per customer in the first half grew 16.4% from the previous term.
- **Wedding and feast-related business**
 - The number of bridal shows, inquiries, and previews increased steadily.



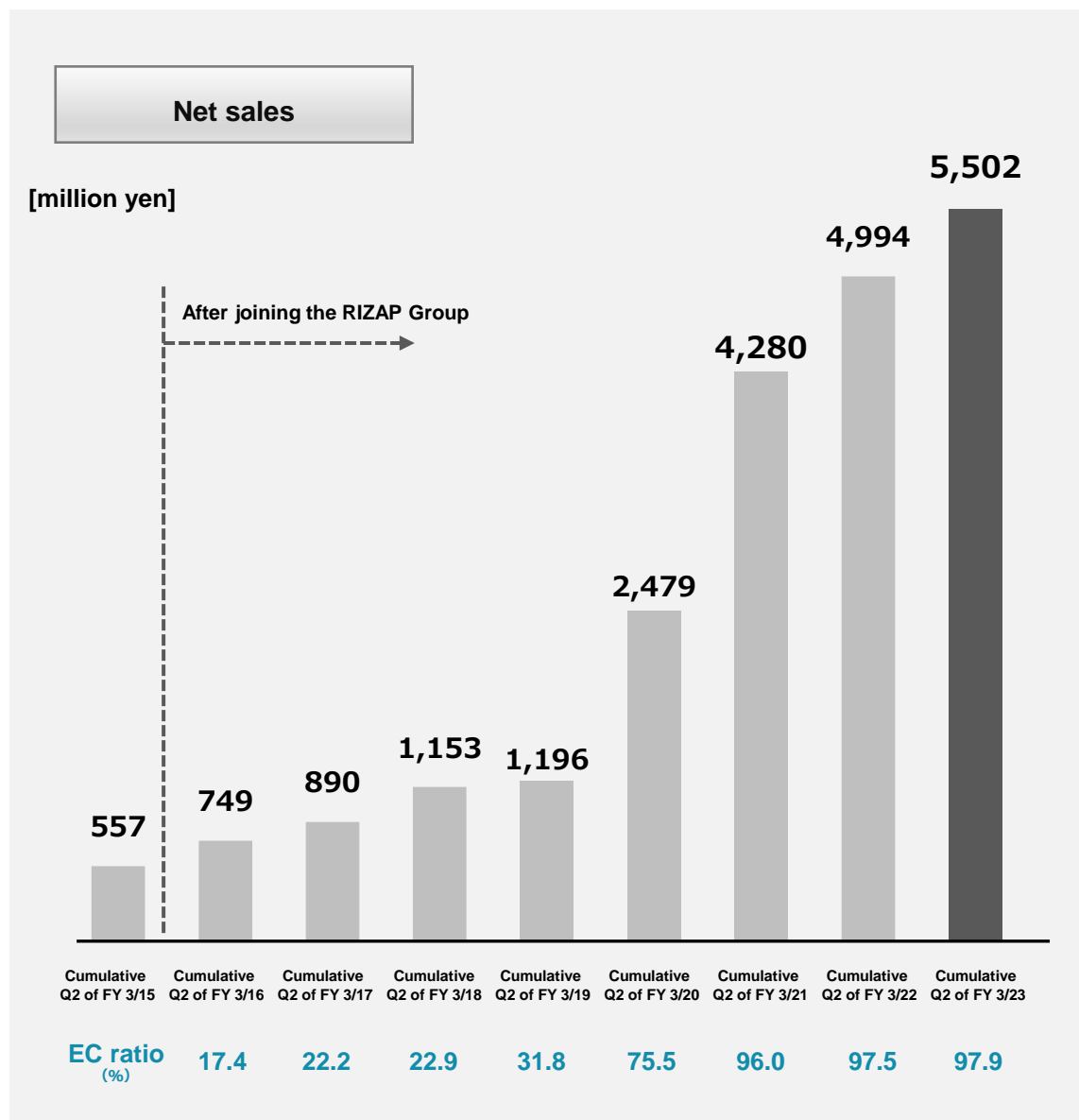


We posted a profit, amid the depreciation of the yen and the skyrocketing of raw material prices

- We plan to hold many events for commemorating the 10th anniversary of the launch of the BRUNO brand.
- Thanks to the recovery of demand for travel, the sales of the travel goods brand “MILESTO” grew 133%.
- From Q2, gross profit margin improved thanks to the price revision.

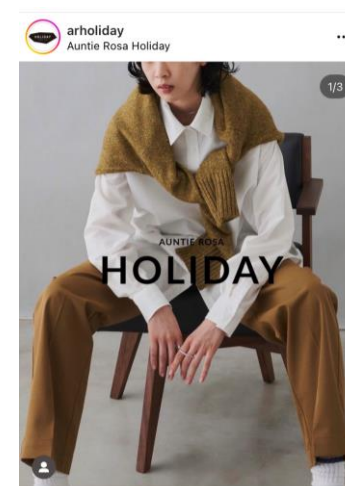


Auntie Rosa (J-GAAP)

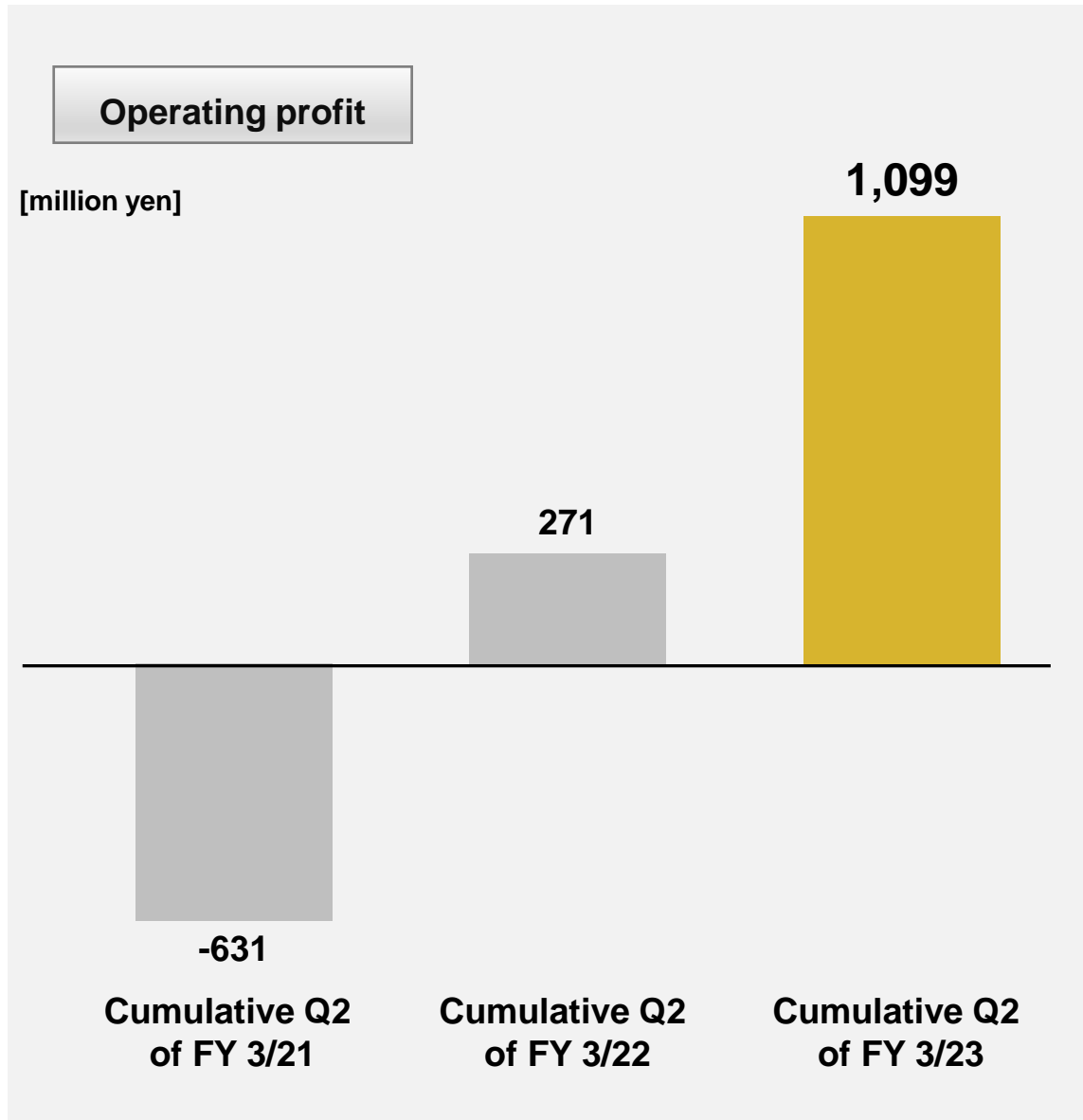


Achieved record-high EC sales. The performance of existing stores is steadily recovering.

- The delivery of products was delayed due to the lockdown in China, but EC sales hit a record high, thanks to appropriate sales measures.
- The sales of the existing real stores, too, recovered steadily. In all months of the first half, the sales of the existing stores increased from the previous year.
- Profit grows considerably thanks to the further growth of EC.



Investment Segment



A significant profit was posted thanks to the management reform.

夢展望

- Improvement in profit margin through the increase of the ratio of sales of regular products
- The apparel business, which is the mainstay, posted profit.

SD エンターテイメント

- In the childcare and nursing-care domain, the ratio of nursery school children to the quota has been healthy, so sales grew year on year.

㊦ 堀田丸正

- Through management reform, break-point sales increased 63.6% from Q2 of FY 3/21.





Major Retail Businesses Overview

In the first half of the term, we struggled amid the COVID-19 pandemic, but the performance has been recovering steadily recently.

	REXT		BRUNO		夢展望		Auntie Rosa	
	Net sales	YoY	Net sales	YoY	Net sales	YoY	Net sales	YoY
	million yen	%	million yen	%	million yen	%	million yen	%
First half	24,192	94.9%	3,843	100.8%	2,616	111.7%	5,502	110.2%
September	4,154	104.6%	1,461	105.1%	535	141.0%	963	118.7%

Actions by retail companies in the Second Half (Price Revisions Overview)

In response to the continued rise in raw material prices and yen depreciation, we continued to revise prices, to secure more profit from the second half.

	Target products	Price revision rate	Reason for revision	Scheduled date of revision
	PB apparel for the winter season Lounge wear Jewelry	Up 5 to 20%	Rise in raw material prices and the yen depreciation	August to October 2022
	Home appliances Lifestyle goods	Up 10 to 16%	Yen depreciation, the rise in raw material prices, and the skyrocketing of distribution costs	December 2022
	Controlling undergarments Supplements	Up 2 to 8%	Rise in raw material prices and the yen depreciation	September to October 2022
	Apparel and women's clothing (products for autumn and winter in 2022)	Up 5 to 20%	Rise in raw material prices, the yen depreciation, and the skyrocketing of distribution costs	From August 2022

Actions by retail companies in the Second Half

(Meet the Demand from Foreign Visitors to Japan and Expensive Products)

Purchase of expensive products



Full renovation of the watch salon in Matsuzakaya in Nagoya (completed on October 12)
The ratio of sales in the first half to the forecast was as healthy as 135%.



In the second half, we currently plan to hold three large-scale events.

Foreign visitors to Japan

Removal of the upper limit of the number of visitors to Japan

The consumption by foreign visitors in Japan could reach 5.7 trillion yen per year.*



Auntie Rosa

JEANS *mate*



TRECENTI
jewelry for happiness

NARACAMICIE



夢展望

REXT

Many group companies are preparing for meeting the demand from foreign visitors.

Summary

1. An operating profit of 230 million yen in the first half

- Operating profit from the existing businesses, excluding RIZAP-related business: 1.9 billion yen
- Operating loss from RIZAP-related business: 1.7 billion yen (Investment in chocozap, etc.)

2. Acceleration of the strategic growth investment in the thriving chocozap business

- The number of members exceeded 100,000.
- Ranked first based on convenience gyms in “100 products/services expected to become a hit in 2023” by Nikkei Trendy.
- We developed our original method for “producing good results with a 5-min. workout” based on the knowledge accumulated in 10 years of history of RIZAP.

3. Healthy performance of existing businesses

- RIZAP is shifting to a lifelong business model (prime membership system) smoothly.
- In the RIZAP business for body transformation, the ratio of senior members reached 20.1%, hitting a record high.
- In the major retail businesses, the sales in September grew from the previous term.

Enrichment of Shareholders' Benefits

Offering of “special benefits for commemorating the launch of chocozap” at the end of this December

To present a coupon for using chocozap for 3 months as much as shareholders want.

The coupon will be effective at all gyms around Japan.



Requirements for use

- For new members
- Can be used by family members of shareholders (within the second degree of kinship)
- Body composition analyzers and health watches will be sent to members from the fourth month, from which they will start paying fees.

*Shareholders as of the end of December 2022



We are here so that everyone can lead a life to realize his/her own value.

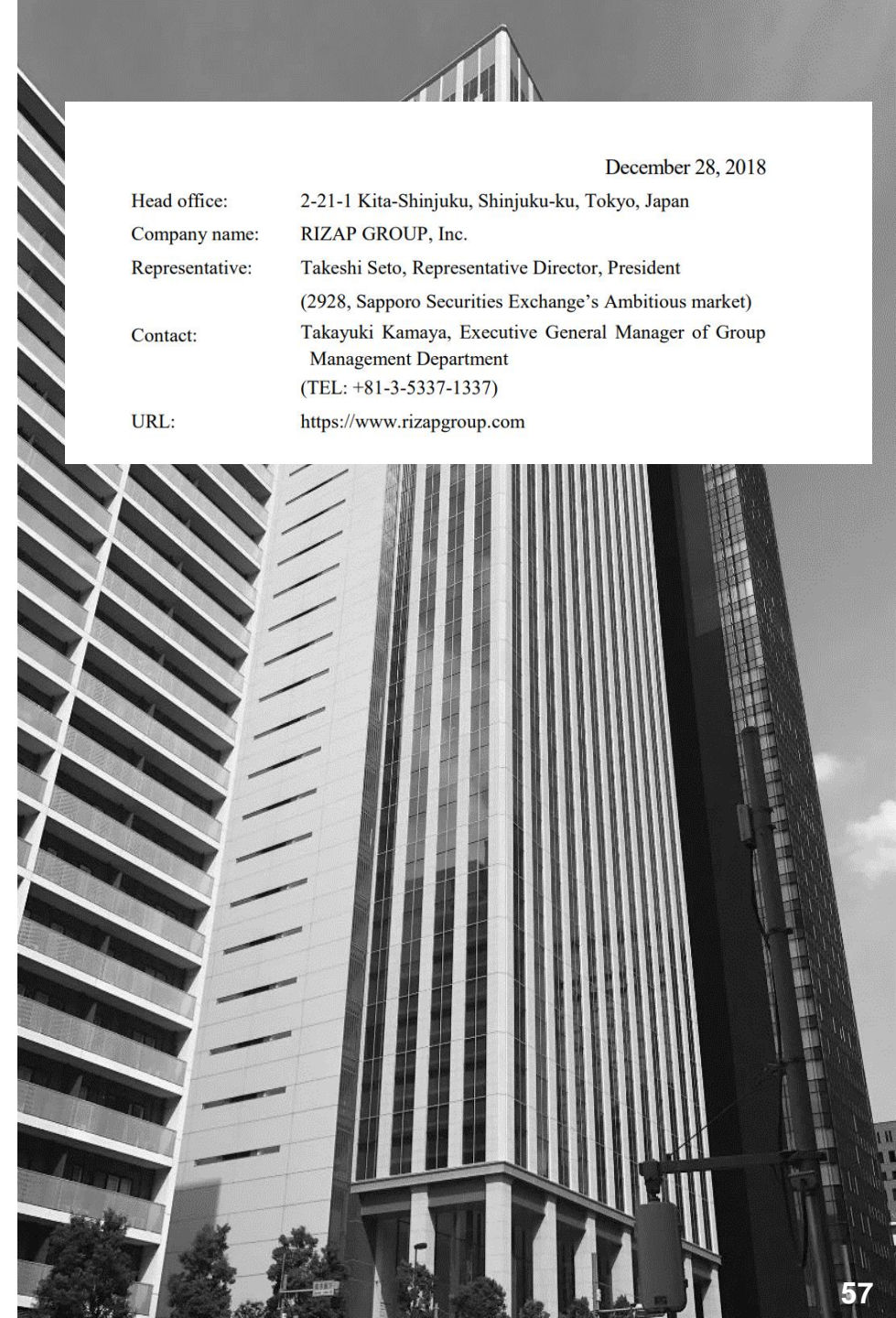


Corporate Profile (As of the End of March 2022)

Corporate name	RIZAP Group, Inc.
Securities code	2928 (Ambitious Market of Sapporo Securities Exchange)
Established	April 2003
Representative	Takeshi Seto, Founder / CEO
Capital	19,200,440,000 yen
No. of outstanding shares	556,218,400 shares
No. of consolidated employees	5,034 (excluding temporary staff)

December 28, 2018

Head office: 2-21-1 Kita-Shinjuku, Shinjuku-ku, Tokyo, Japan
Company name: RIZAP GROUP, Inc.
Representative: Takeshi Seto, Representative Director, President
(2928, Sapporo Securities Exchange's Ambitious market)
Contact: Takayuki Kamaya, Executive General Manager of Group Management Department
(TEL: +81-3-5337-1337)
URL: <https://www.rizapgroup.com>



Q & A