Earnings Presentation for the First Quarter of the Fiscal Year Ending March 31, 2018

August 9, 2017

RIZAP GROUP, Inc.

Takeshi Seto, President & CEO

(Sapporo Securities Exchange, Ambitious market; Securities Code: 2928)

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Performance Highlights

1. Strengthened investment for further growth of the RIZAP Group

- Achieved a record high for RIZAP-related businesses' net sales (128% YoY)
- Toward the continued major growth of the RIZAP-related businesses and the significant improvement in the profitability of Group companies from 2Q onwards, conducted upfront concentrated investment in 1Q (¥3 billion), and profits are set to increase greatly from 2Q onwards

2. Major progress made in the rebuilding of the Group companies

- IDEA INTERNATIONAL Achieved record-high profits (FY6/17 full year)
- MARUKO Achieved operating income for the first time ever in 1Q
- DREAM VISION Achieved operating income for the first time ever in 1Q
- PASSPORT Achieved operating income in 1Q for the first time in 9 fiscal periods

3. Strengthening the financial base through fund raising by the Group companies

- Strengthening the financial base and accelerating the growth strategy by raising funds of ¥10 billion

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Today's Presentation

1. Overview of Consolidated Performance

2. Growth Strategies in RIZAP-related Businesses

3. Management Status of Group Companies

4. Toward Further Growth

*Note Concerning Consolidated Financial Figures

Figures based on International Financial Reporting Standards (IFRS) are shown for the year ended March 31, 2017. For the year ended March 31, 2016 and prior years, figures are based on Japanese accounting standards as before.

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Consolidated Statements of Income

8th consecutive period of higher sales and continued major growth

（IFRS）

(¥ billion)

	FY2016 1Q	FY2017 1Q	Change	Rate of change
Revenue	19.8	28.6	8.8	+44.5%
Operating income	3.7	2.7	(1.0)	-27.4%
Operating margin	18.8%	9.6%	-	-
Profit before income taxes	3.6	2.5	(1.1)	-29.3%
Profit	2.7	2.4	(0.2)	-8.5%
Profit attributable to owners of parent	2.6	2.1	(0.4)	-18.7%

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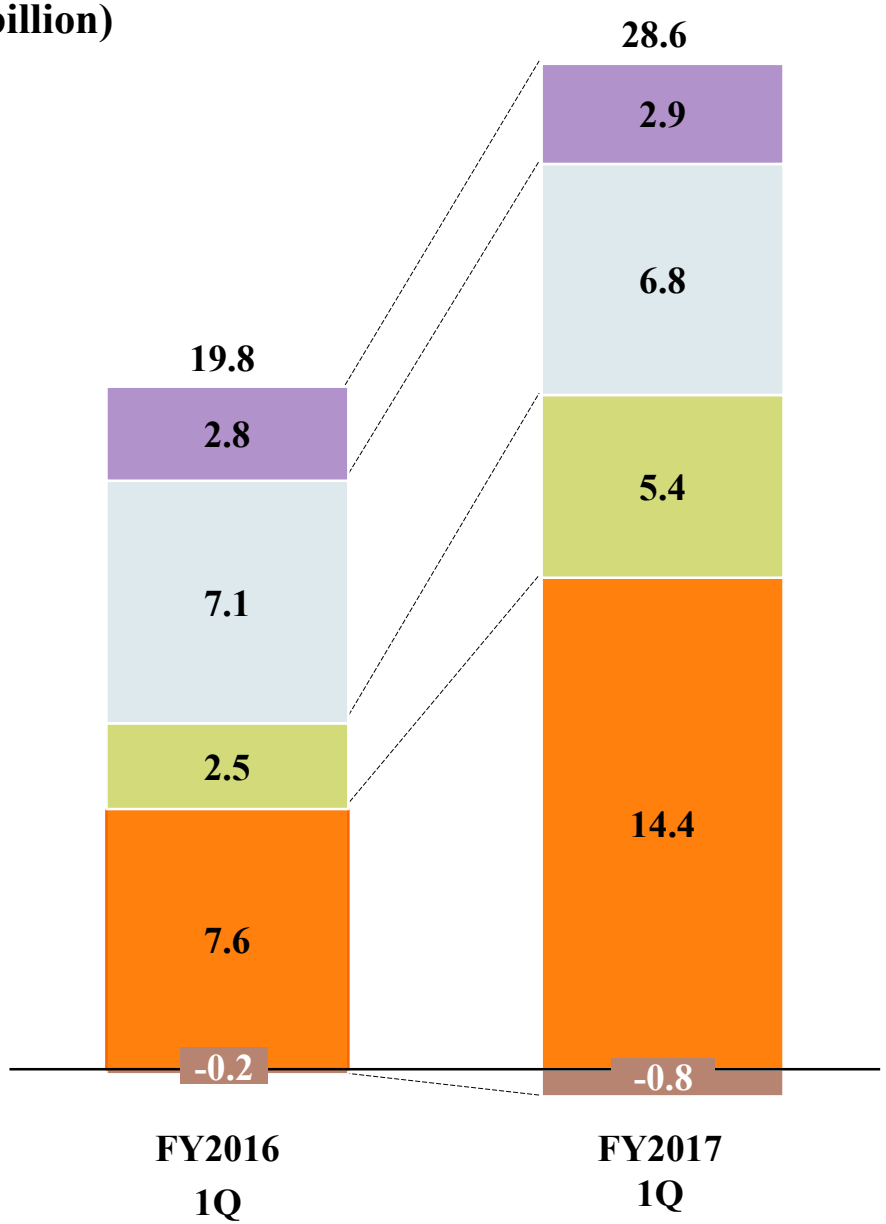
Segment Revenue

(¥ billion)



Continuing major growth trend (144% YoY)

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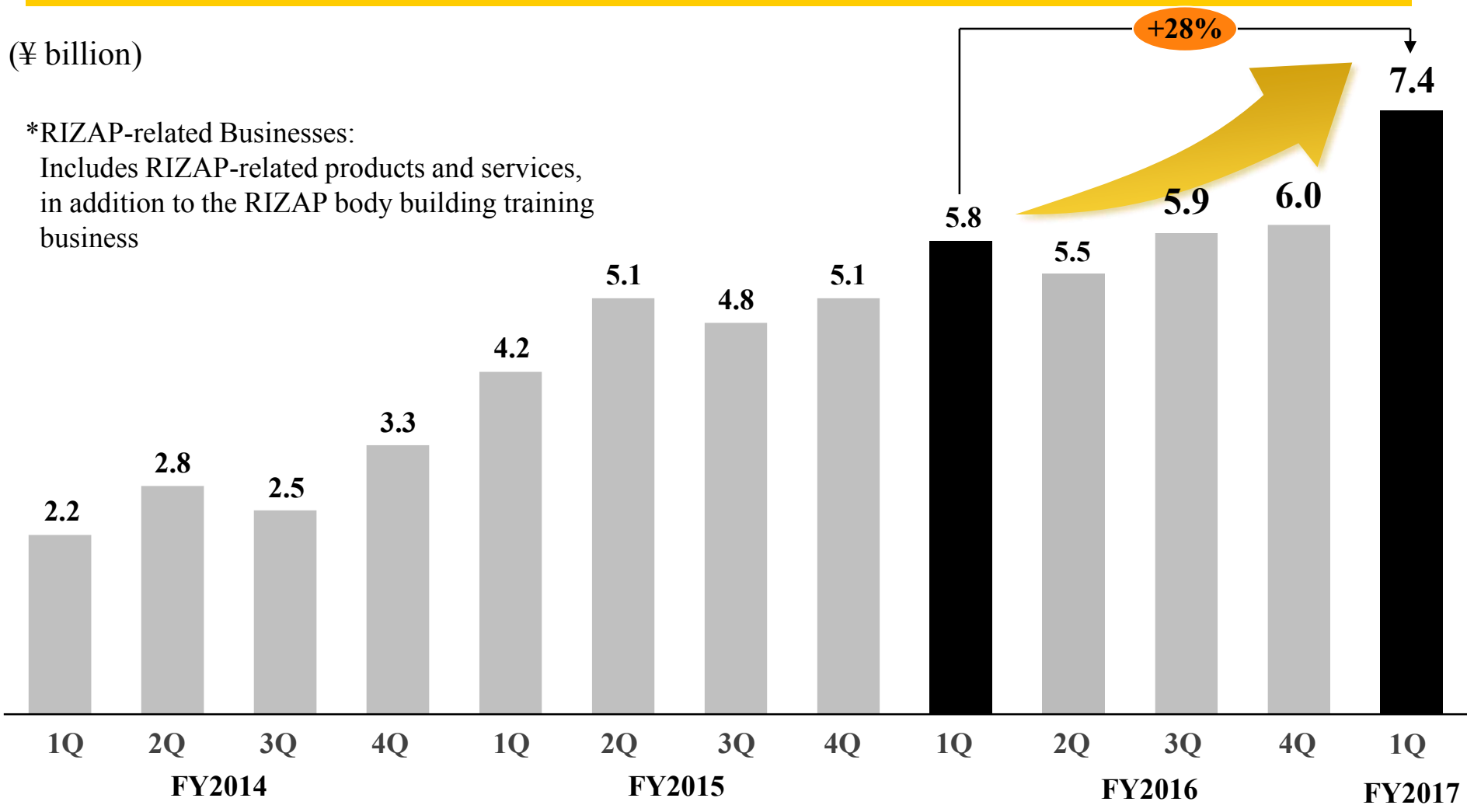
Sales Trend in the RIZAP-related Businesses

Continuing to achieve record-high sales growth

(¥ billion)

*RIZAP-related Businesses:
Includes RIZAP-related products and services, in addition to the RIZAP body building training business



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Breakdown of the upfront investment, etc. (1Q)

Implemented concentrated upfront investment in 1Q toward major growth in this fiscal period (¥3.01 billion in total)

1. Upfront investment in RIZAP-related businesses

	Breakdown	Amount
1	Increases in marketing costs (advertising costs and sales-promotions costs)	¥1.13 billion
2	Operating losses in RIZAP GOLF, ENGLISH, KIDS, and COOK	¥0.64 billion
3	Store development and systems investment	¥0.34 billion
4	Investing in human resources to strengthen RIZAP for seniors	¥0.2 billion
5	Others (operating losses at RIZAP Apparel, overseas RIZAP, etc.)	¥0.32 billion
	Total	**¥2.63 billion**

2. Decrease in profits at Group companies undergoing structural reforms, etc.

	Breakdown	Amount
1	Operating loss at Pado	¥0.11 billion
2	Operating loss at Jeans Mate (April to June)	¥0.7 billion
3	Decrease in profits at Tatsumi Planning※	¥0.2 billion
	Total	**¥0.38 billion**

*Decrease in profits due postponement of a large-scale project in the photovoltaic power generation business (order expected to be received by September)

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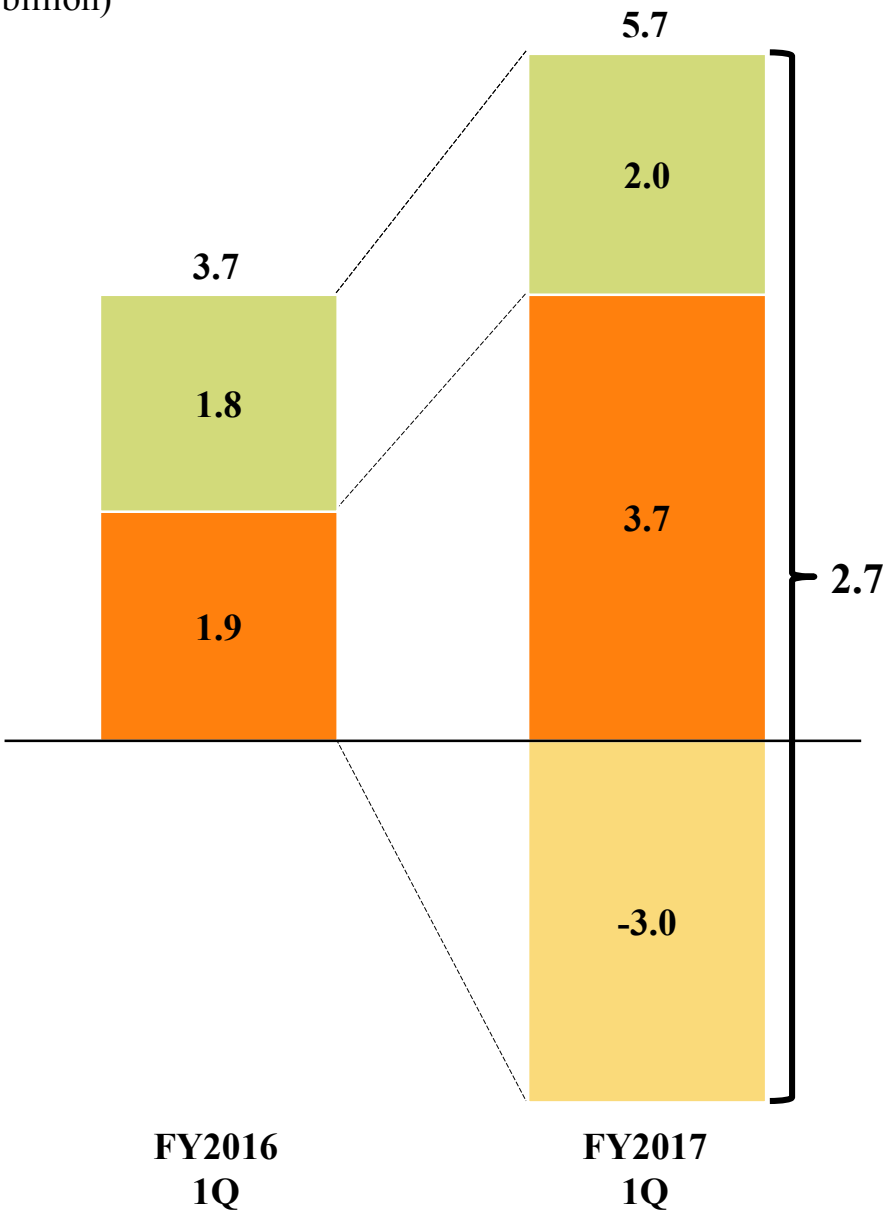
Breakdown of Operating Income (1Q)

(¥ billion)



Major growth in operating income in the existing businesses (195% YoY)

Implemented upfront concentrated investment toward major growth from 2Q onwards

- Gain on bargain purchase through M&As
- Operating income from existing businesses
- Upfront investments, etc.

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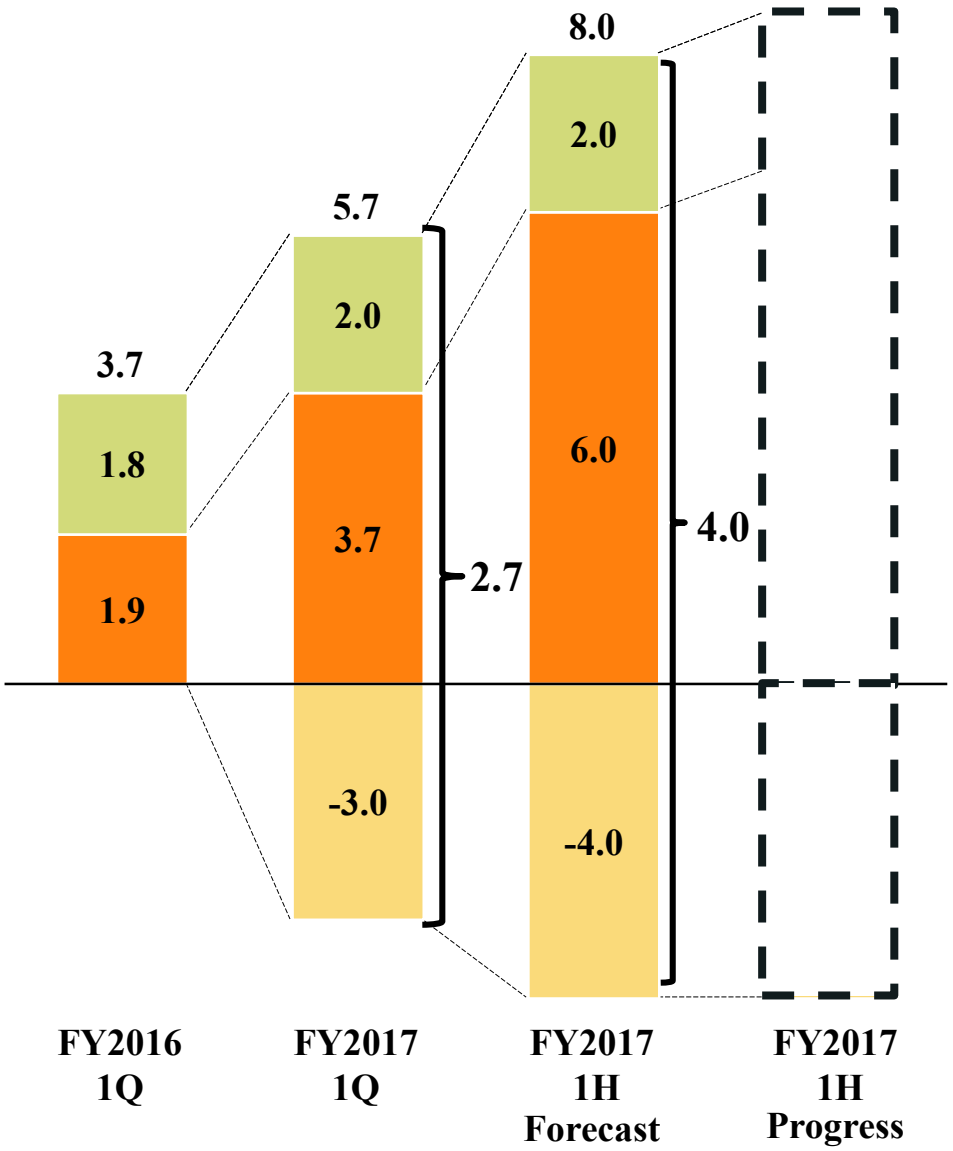
Outlook for operating income (2Q)

(¥ billion)



The 1Q result was above the in-Company forecast and progress exceeded expectations

The active investment will continue in 2Q, but operating income is still trending at a rate above the forecast

- Gain on bargain purchase through M&As
- Operating income from existing businesses
- Upfront investments, etc.

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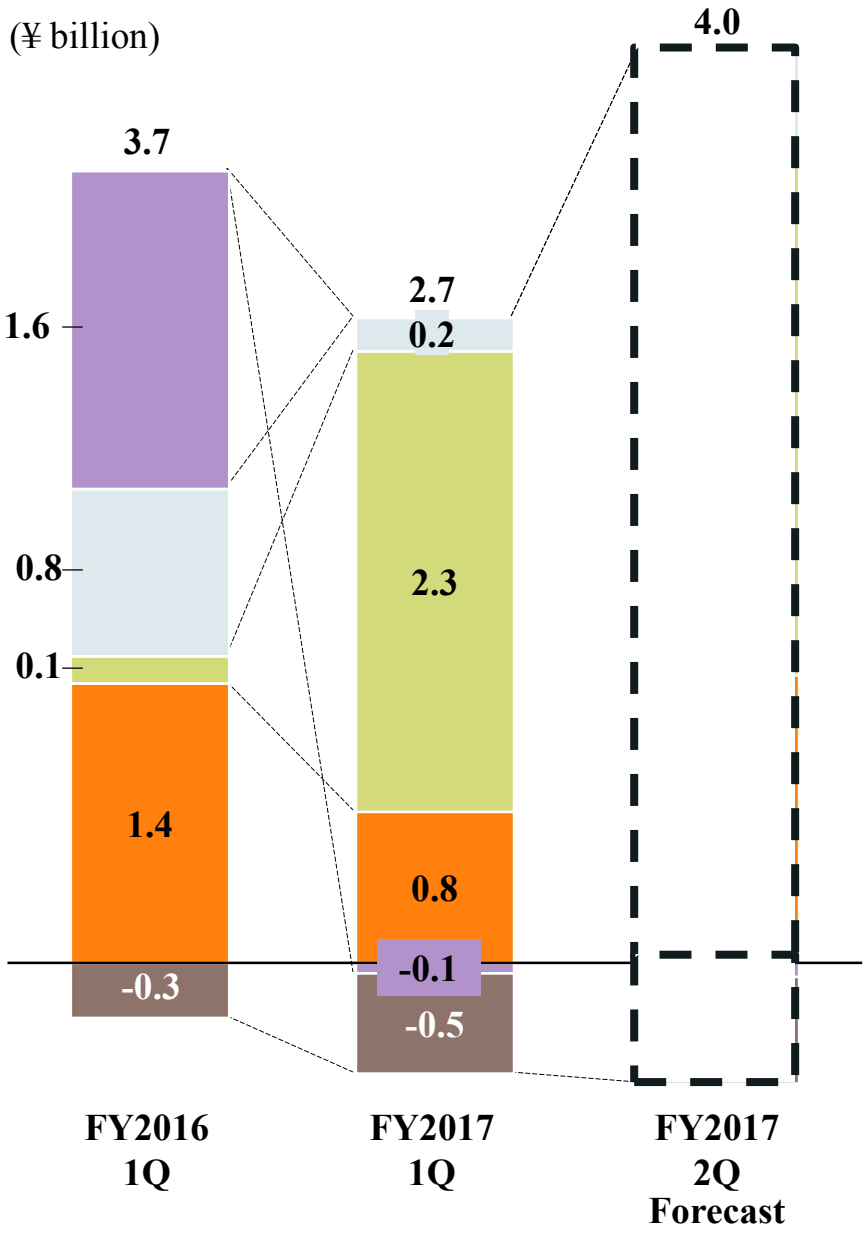
Segment Operating Income



The active investment will continue in 2Q, but operating income is still trending at a rate above the forecast

- Entertainment
- Housing and lifestyle
- Apparel-related
- Beauty and health-related
- Adjustment

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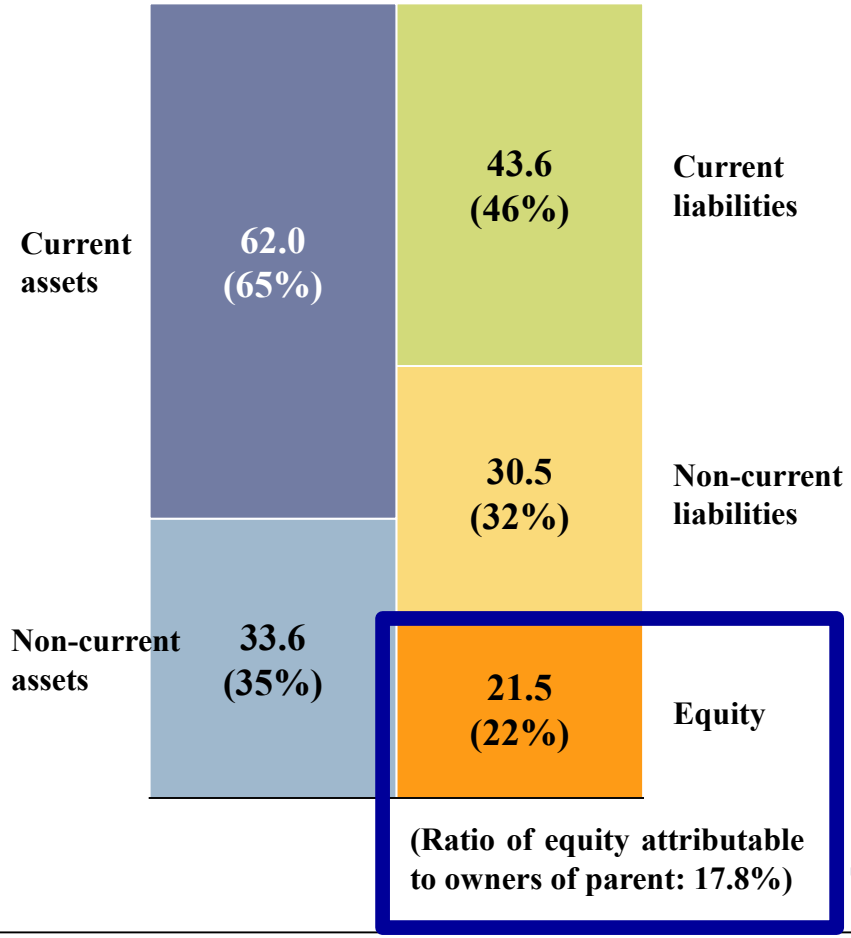
Consolidated Balance Sheets

Actively conducting M&A while maintaining financial soundness

FY2016 (Total assets: ¥95.6 billion)

(¥ billion)

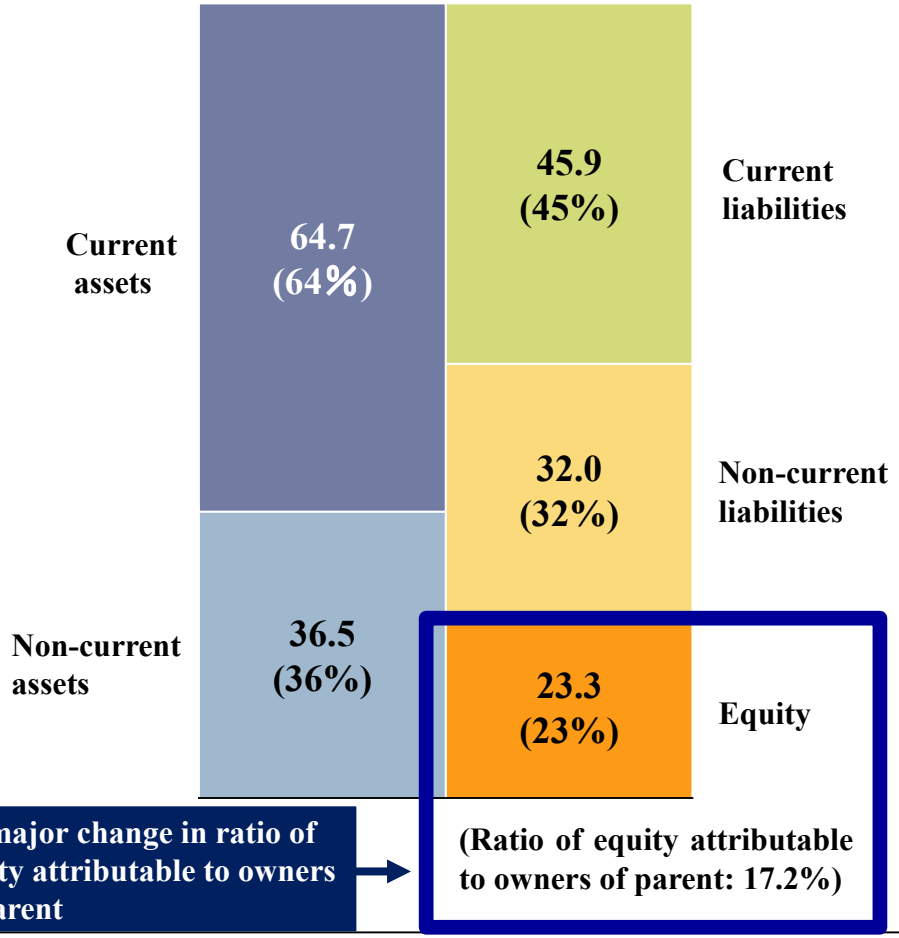
(IFRS)



(Ratio of equity attributable to owners of parent: 17.8%)

FY2017 1Q (Total assets: ¥101.2 billion)

(IFRS)



(Ratio of equity attributable to owners of parent: 17.2%)

No major change in ratio of equity attributable to owners of parent

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Consolidated Operating Cash Flow

Despite conducting upfront concentrated investment in 1Q, the operating cash flow greatly improved YoY and is expected to improve further in 2Q

	FY2016 1Q	FY2017 1Q	YoY change
Consolidated operating cash flow	(1,184)	(285)	899

The main special factors, etc.

① Changes in inventories	265	(992)	(1,257)
② Changes in trade and other payables	(2,348)	810	3,158

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1. Overview of Consolidated Performance

2. Growth Strategies in RIZAP-related Businesses

3. Management Status of Group Companies

4. Toward Further Growth

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RIZAP Related Business

“Commitment to results” in various fields, including in the body-shaper business

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Body building training business

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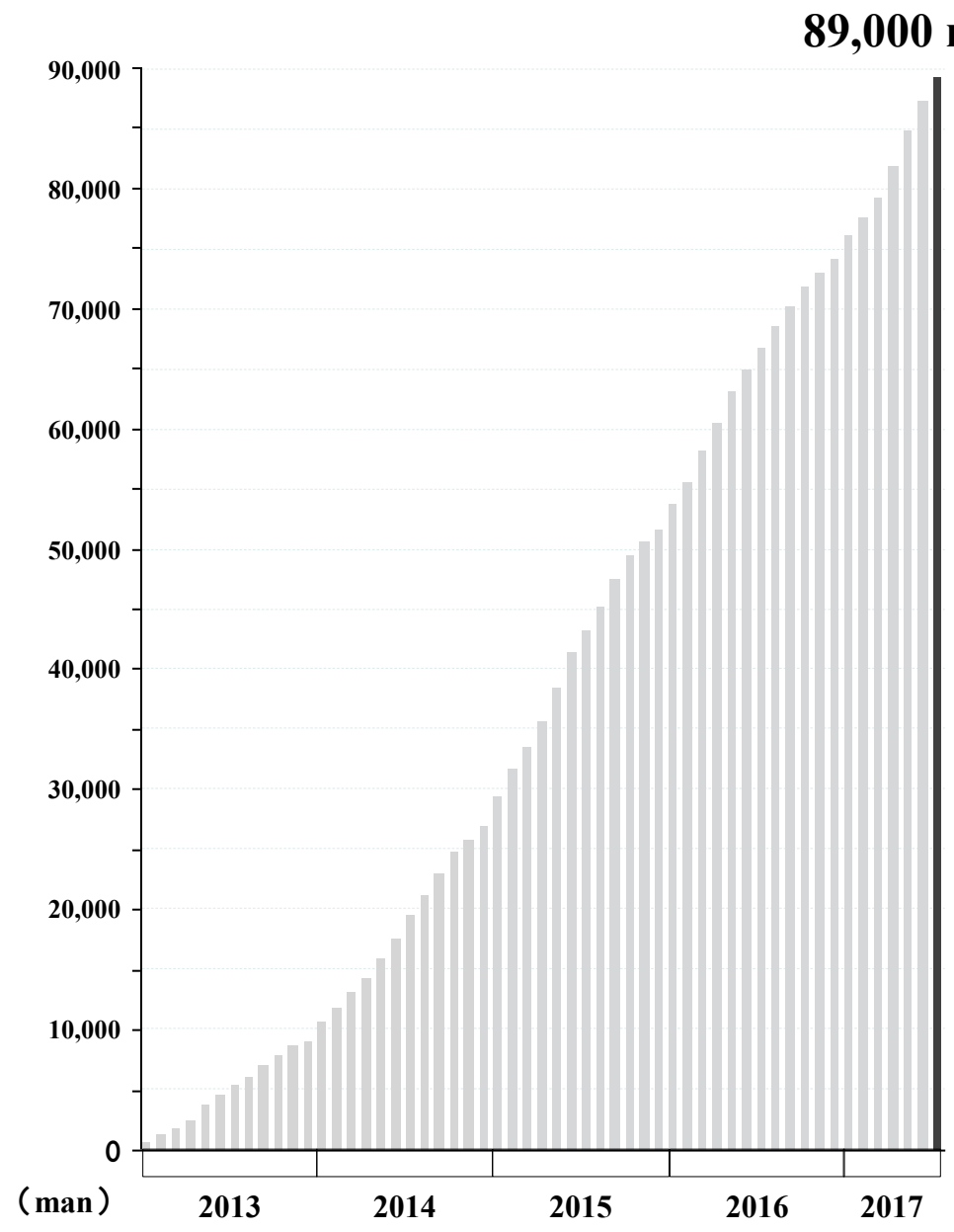
Trend in the Number of RIZAP Members (New Contracts)



Total membership continues to grow

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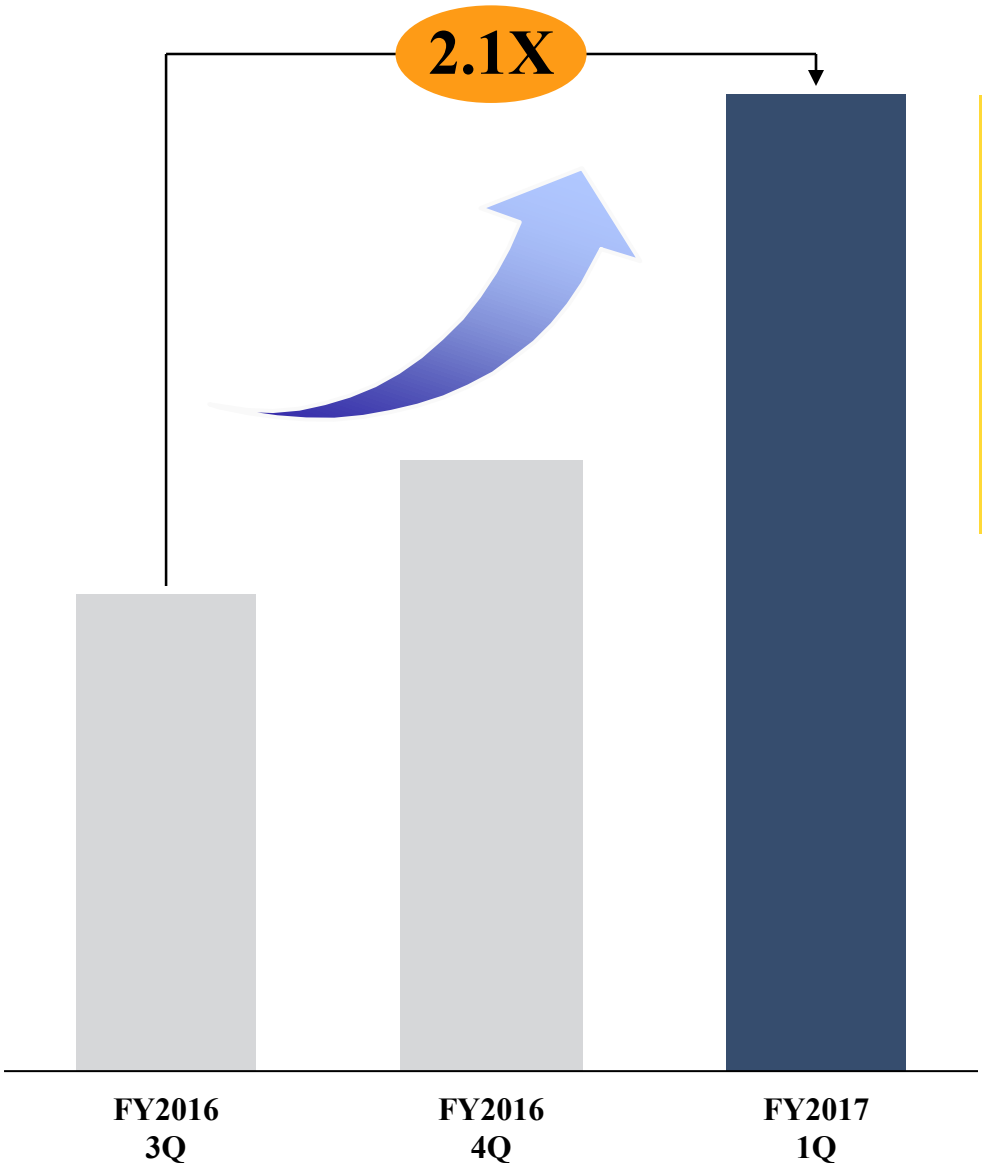
Trend in the Number of RIZAP Members (New Contracts)



Major increase in new members thanks to the active advertising in 1Q

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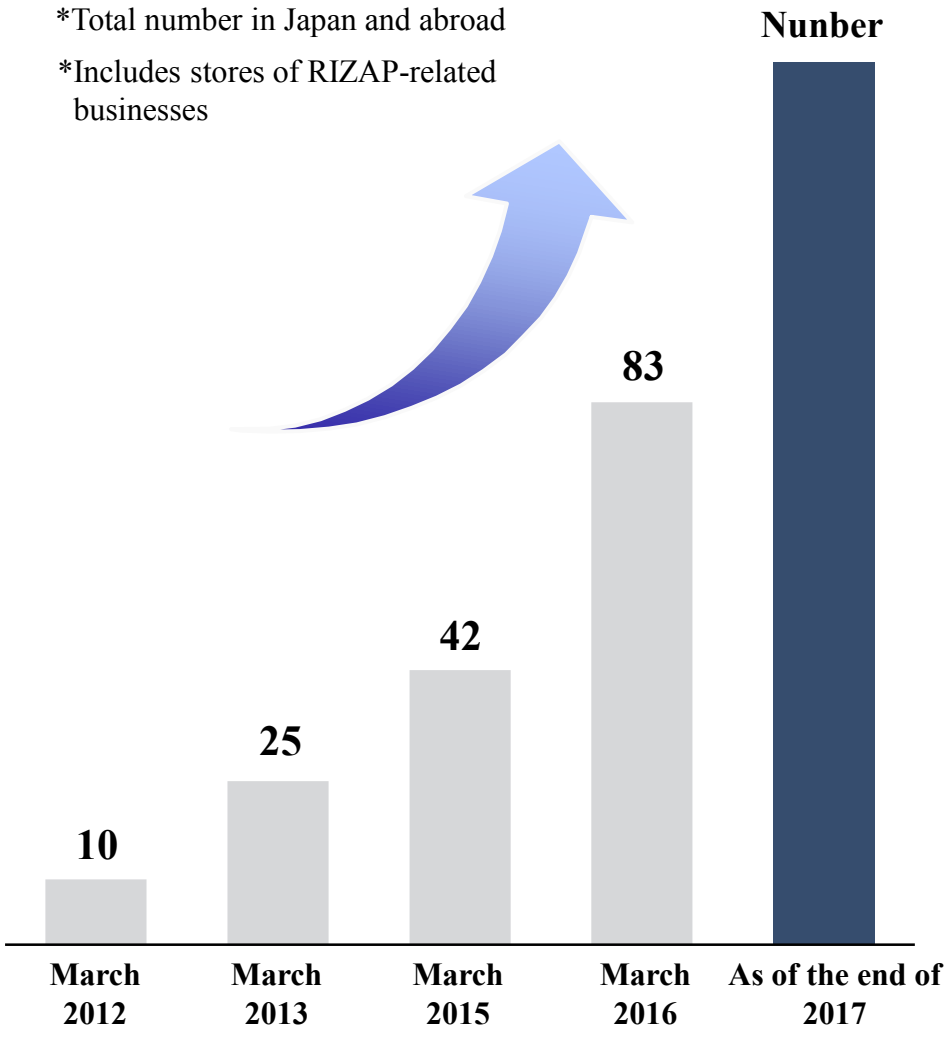
RIZAP Store Openings

Trend in the number of RIZAP stores

*Total number in Japan and abroad

*Includes stores of RIZAP-related businesses



Major increase in the number of stores, including in new businesses

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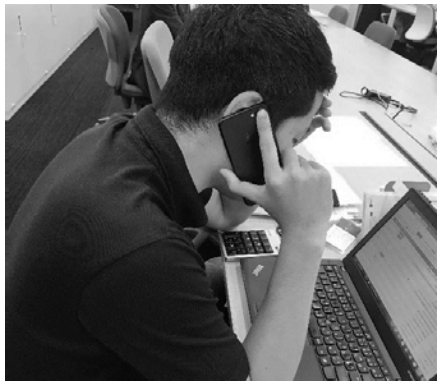
Upgraded the “reservation management system” at stores to improve productivity

Up to the present time

Guests have reserved in person at the stores or by phone



New reservation management system

Guests have reserved in person at the stores or by phone

Moreover, additional reservations on that day are also possible

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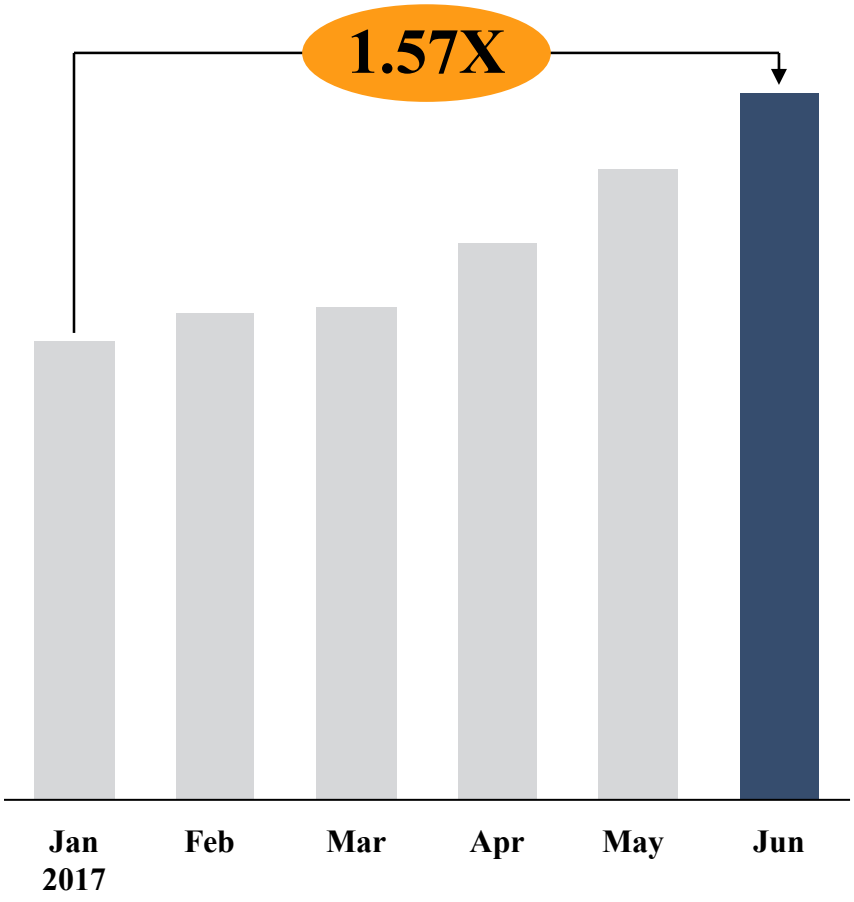
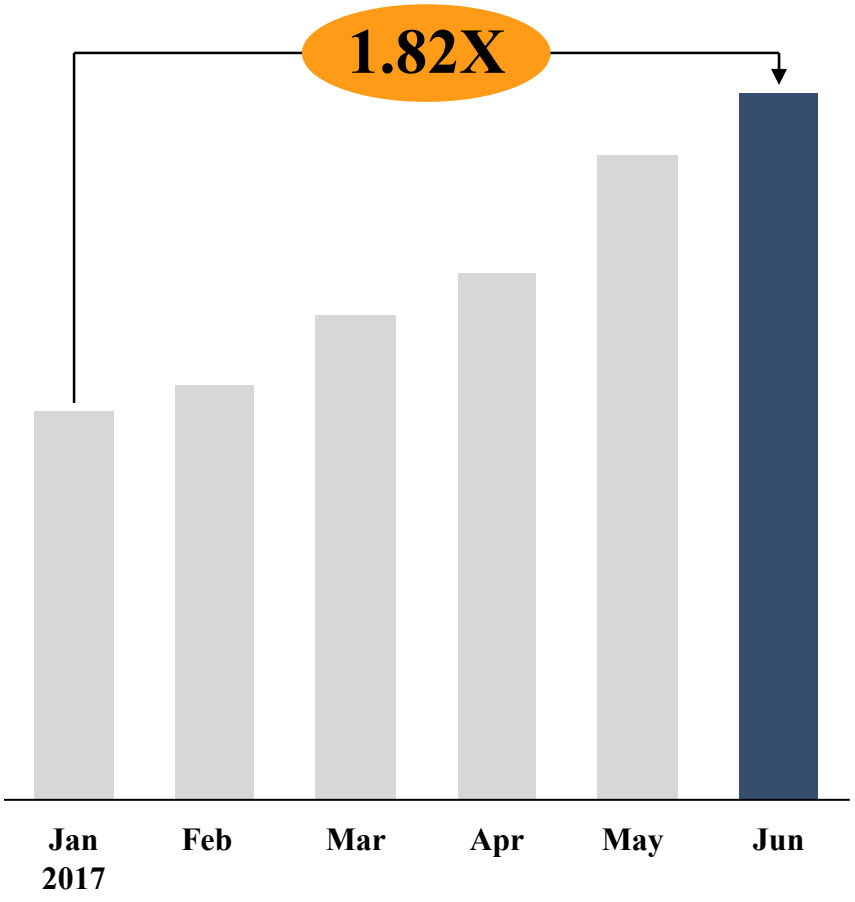
Improved productivity per booth

Trend in the booth utilization rate



Net sales per booth



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To become a lifelong partner for guests with services attuned to their lives

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To Become a Lifelong Partner for Guests
with Services Attuned to Their Lives

Body management program

1 Planning reflecting the guest's needs at that time through twice-monthly planning sessions

Provision of feedback on daily exercise and meals based on the record sheets, and provision of a plan until the next store visit

2 Guests can use the specialist app to receive guidance on meals and exercise without having to visit a store

Dietary guidance from a national registered dietician

Video content of training that can be done anywhere and at anytime

Become a service easy to continue using unwaveringly mainly through support provided when customers are not visiting stores

3 Enhanced, dedicated training support that does not end

All-you-can-use multi-machines

Twice monthly one-to-one training

4 Rebound insurance to cover any concerns

Based on the weight at the time of enrollment and the BMP registration, the body-building training standard course is provided free of charge if the guest's body returns to its former shape

In large-scale stores, state-of-the-art machine rooms are installed for guests to use

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Please watch the video of the commercial.

Takuro Morinaga
recommends the
rebound insurance

Shifting from a short-term model to a lifelong, continuous model to realize stable growth

RIZAP up until now

Committed to results in 2 months

Future RIZAP

To lifelong services attuned to guests' lives

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Making All Trainers and Counselors Full-time Employees

Will make approximately 1,000 trainers full-time employees to improve the quality of the "lifelong services attuned to guests' lives"

Implementation date: October 1, 2017

All of the approximately 1,000 trainers and counselors working in the body shaper stores will be made full-time employees

Securing excellent employees through lifetime employment
Raising the professionalism and quality of trainers to shift to a system of lifelong services attuned to guests' lives

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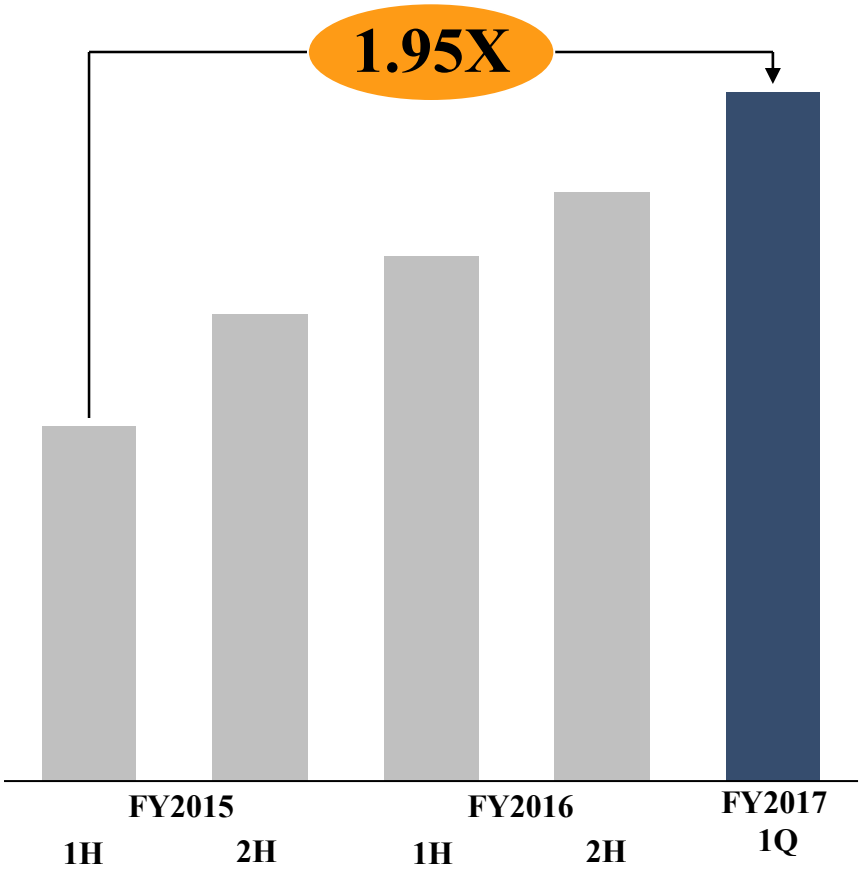
Trend in the Guests' Service Continuation Rate

Currently reforms are being steadily implemented to shift to a system of lifelong services attuned to guests' lives

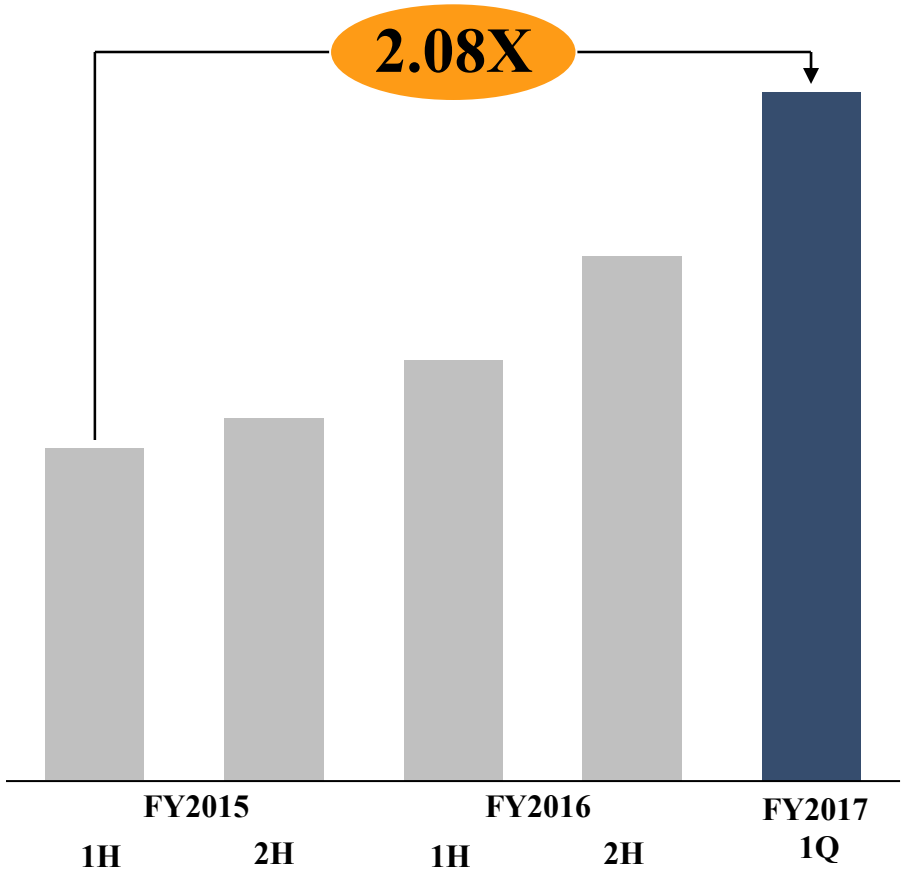
Trend in the contract-renewal rate

(percentage of guests renewing their contracts after completing a course)



Trend in the retention rate

(percentage of guests retained as members 1 year after joining)



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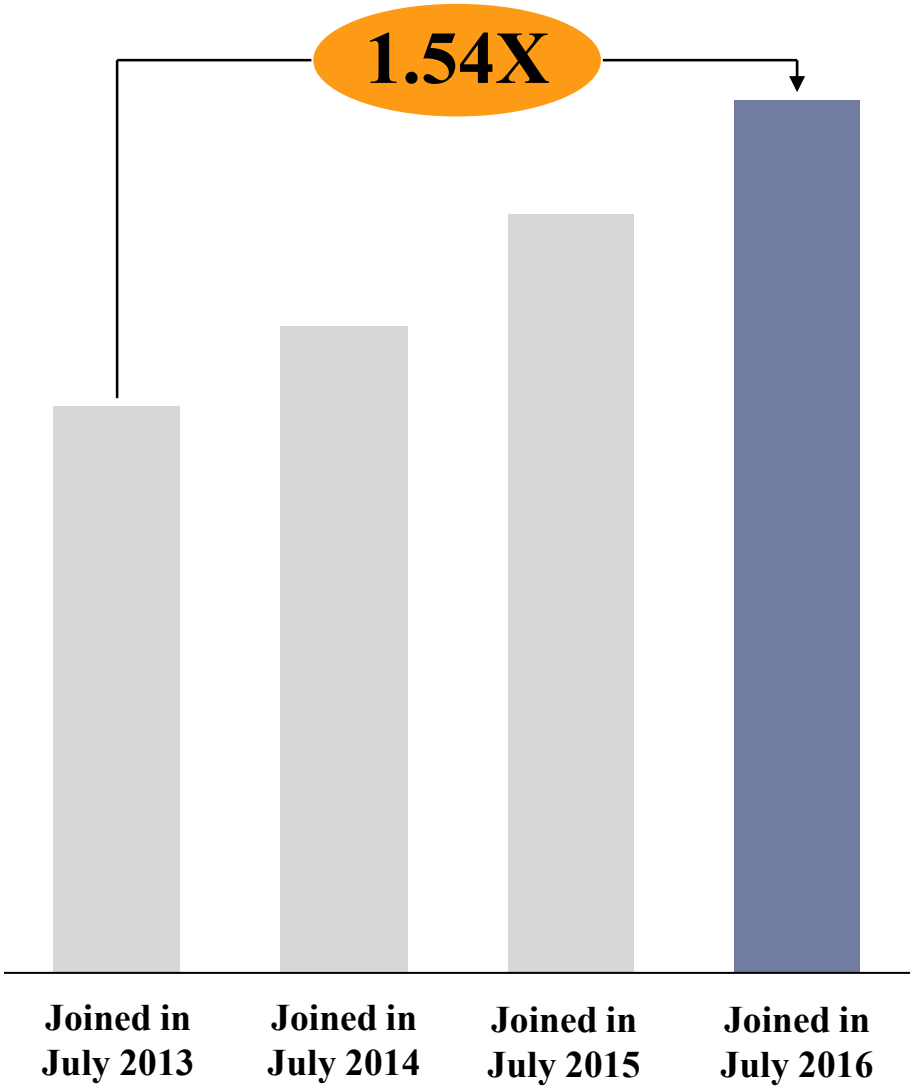
Trend in the Guests' Annual Usage Amount

Trend in the average usage amount
(12 months after joining)



The annual usage amount is currently continuing to increase

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August 2017
RIZAP is Evolving to a New Stage

The RIZAP Method

is based on data on 89,000 people and on scientific evidence

Training

to produce results in a short period of time

Meal management

to eat well and lose weight

Mental support

to prevent frustration

Please watch the video of the commercial.

- **Harumi Edo recommends the RIZAP Method**

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Announced 8/7

For even more people to utilize the RIZAP Method

① Evolution of the method (from body shaper to health)

② Evolution of the business model (from 1:1 to 1:N)

To advance into the health field

Promote joint research with universities and medical institutions

RIZAP ×

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April 2017

The University of Tokyo's Faculty of Medicine and RIZAP open the Social Cooperation Course*

"Obesity Metabolic Care"

April 1, 2017, to March 31, 2020 (planned)

*Jointly established by the University of Tokyo's Faculty of Medicine, Sosai Kosei Kai Social Medical Corporation, Kawakita Medical Foundation Kawakita General Hospital, and RIZAP

*The Social Cooperation Course is for education and research in undergraduate departments and graduate schools that utilize funding received from private organizations for common issues with high public interest. It is positioned within graduate school organizations, etc.

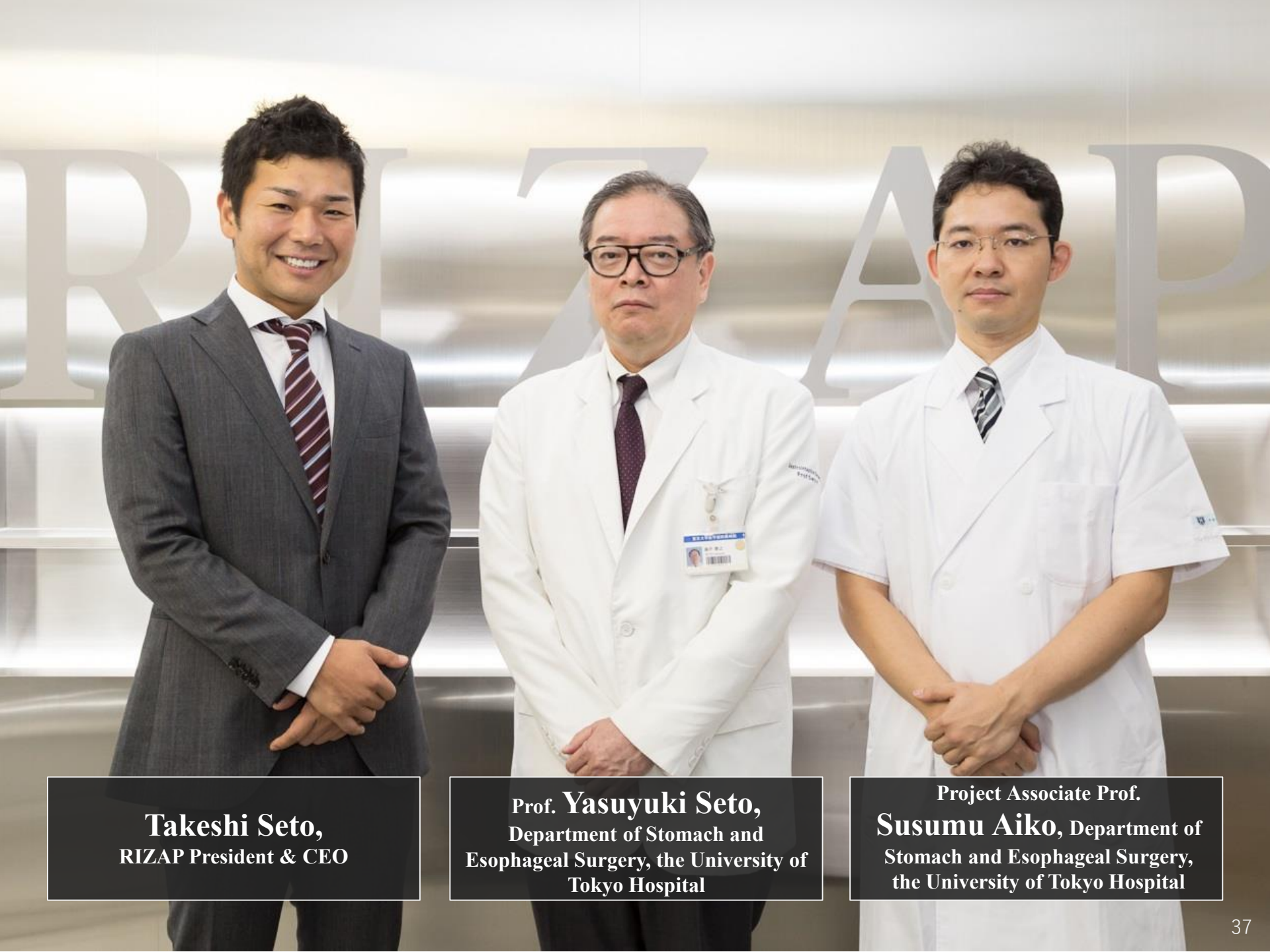
University of Tokyo × RIZAP

Announced 8/7

August 2017-

The University of Tokyo's Faculty of Medicine and RIZAP have built a joint research laboratory training environment and have started joint clinical research

Within the 22nd Century Medical and Research Center in the University of Tokyo Hospital



Takeshi Seto,
RIZAP President & CEO

Prof. Yasuyuki Seto,
Department of Stomach and Esophageal Surgery, the University of Tokyo Hospital

Project Associate Prof.
Susumu Aiko, Department of Stomach and Esophageal Surgery, the University of Tokyo Hospital

Joint research on methods to effectively prevent and improve sarcopenia (muscle loss)

Study name	Randomized comparative study on the prevention of sarcopenia by exercise and nutritional interventions during the gastric cancer surgical period
Study subjects	・Stomach-cancer patients (pre- and post-operative) ・Aged 65 to 80 years *The average age of the stomach-cancer patients is 65
Description of the study	・Amount of protein and carbohydrates necessary to strengthen and maintain muscle strength ・Training methods to improve muscle strength, etc.

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Please watch a video of an interview.

- **Prof. Yasuyuki Seto**
  Project Associate Prof. Susumu Aiko,
  Department of Stomach and Esophageal Surgery,
  the University of Tokyo Hospital

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List of Joint Research Studies with RIZAP (Summary)

In conducting joint research with many universities and medical institutions

Name of university / medical institution	Joint research partners	Theme	Period
University of Tokyo	Susumu Aiko, Department of Gastrointestinal Surgery, Graduate School of Medicine and Faculty of Medicine, Project Associate Professor, Department of Stomach and Esophageal Surgery, the University of Tokyo Hospital	Social Cooperation Course “Obesity Metabolic Care” Elucidate the mechanisms of metabolic diseases, such as obesity and sarcopenia, and develop treatment methods	2017-
University of Tokyo	Prof. Shinya Kuroda, Department of Biological Sciences, Graduate School of Science	Study on changes in blood metabolites and hormone concentration from a low carbohydrate diet and resistance exercise	2016-
University of Tsukuba	Prof. Katsuyoshi Mizukami, Graduate School of Comprehensive Human Sciences	Psychological changes in RIZAP program participants	2016-
THF Co., Ltd. (the company applying the findings of research initiated by the University of Tsukuba)	Kiyoji Tanaka, President and Representative Director *Professor at Graduate School of Comprehensive Human Sciences, University of Tsukuba	Creation of the RIZAP Physical Fitness Age Estimation Formula	2016-
Tokyo University of Social Welfare	Takashi Kamimura, Full-time Lecturer, School of Social Welfare	Changes in the body composition of the diet-program participants from a low carbohydrate diet and resistance training	2016-
Tokai University	Prof. Taro Takahara, School of Engineering	Study on the short-term improvements in fatty liver from a low sugar diet and resistance exercise	2016-
The Institute for Adult Diseases, Asahi Life Foundation	Dr. Takako Kikuchi	Study of changes in parameters due to low carbohydrate diets over a short period	2017-

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Announced 8/7

For even more people to utilize the RIZAP Method

① Evolution of the method (from body shaper to health)

② Evolution of the business model (from 1:1 to 1:N)

numerous

Fully fledged launches of 2 programs from August 2017

① Corporate Program

② Municipalities Program

The Corporate Program of RIZAP, which is committed to health management

Practical Health Seminar

A practical seminar in which lifestyle changes are made from the next day

On-site Obesity Alleviation Program

The trainer visits the company and carries out the RIZAP program

Healthy Boxed-Lunch Delivery Service

Delivery of delicious special boxed lunches that are low in sugar and nutritious

① RIZAP Corporate Program - Practical Health

Already more than 6,000 people from 125 companies have taken part in the RIZAP Practical Health Seminar

<Some of the participating companies>

(Honorific titles omitted, in no particular order)

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Announced 8/7

Collaboration with Benefit One Inc. to expand the development of the health-promotion program to companies

A major corporate welfare services provider

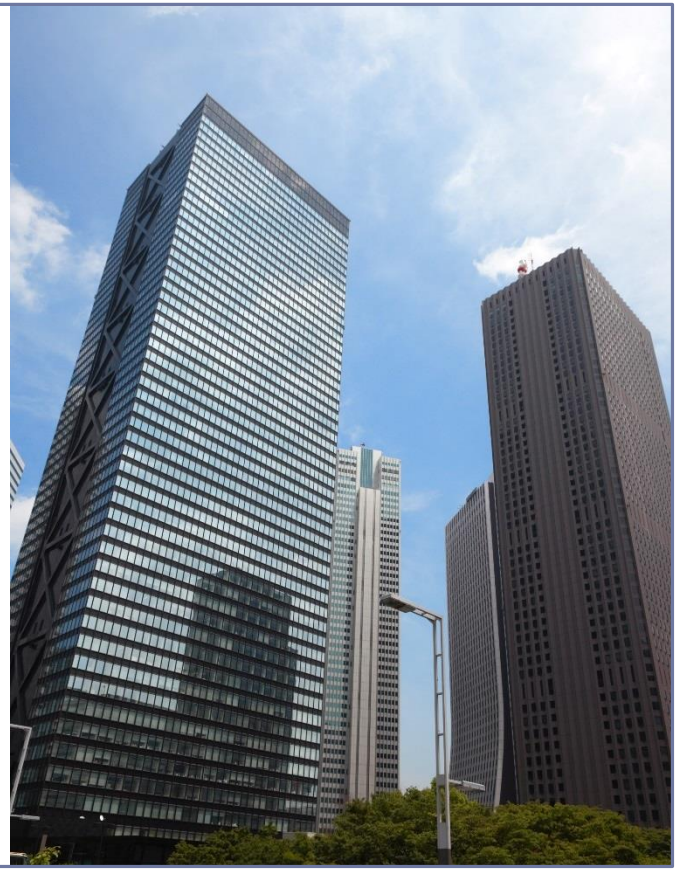
(no. of member organizations: 7,170 companies)

Benefit one

×

Realizing body shaping for 89,000 people

RIZAP



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The Healthy Life Extension Program

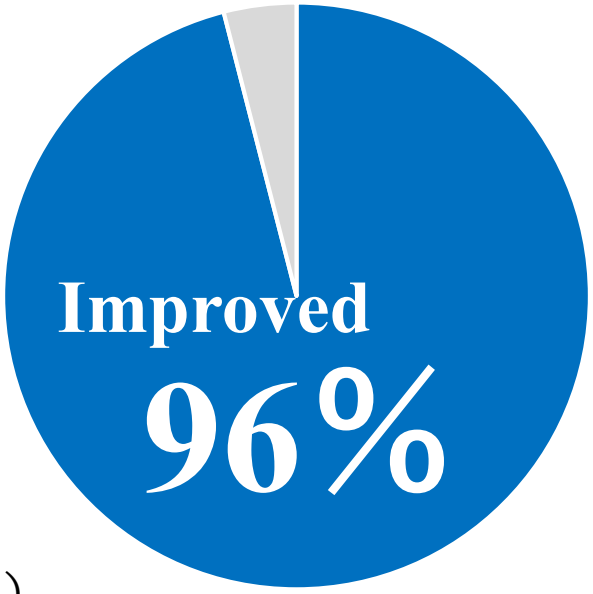
to regain the physical fitness when young

Announced 8/2

In Makinohara City, Shizuoka Prefecture, the physical fitness age of 96% of participants improved

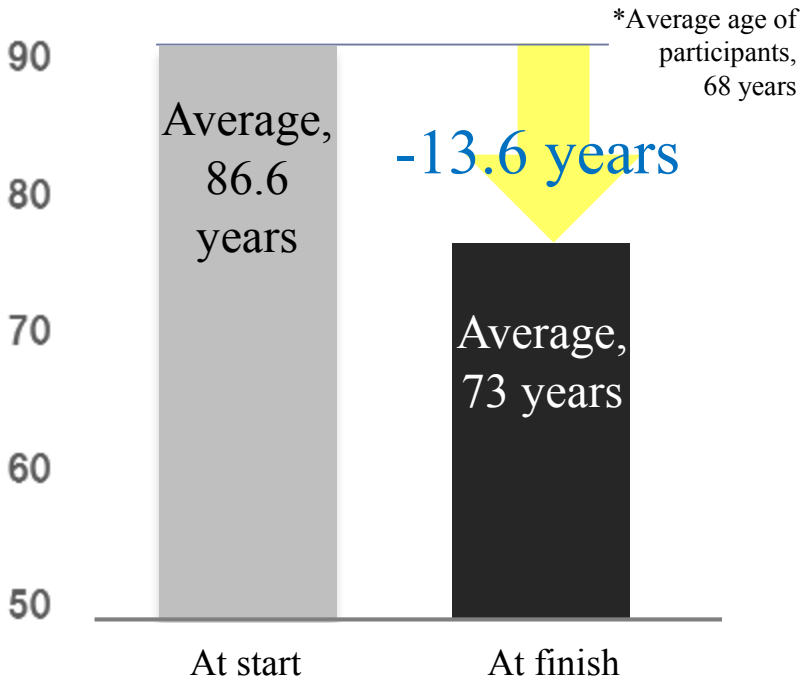
Results of implementing the Health Promotion Program (3 months / 4 times)

<Percentage of people with an improved physical fitness age>



(N：23)

<Average physical fitness age>



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Please watch a video of interviews

- Shigeki Nishihara, Mayor of Makinohara City, Shizuoka Prefecture
- Kiyoji Tanaka, President and Representative Director, THF Co., Ltd.
  (the company applying the findings of research initiated by the University of Tsukuba)

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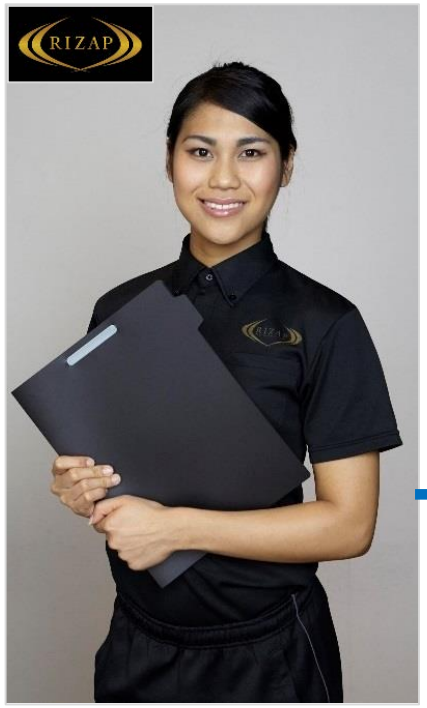
Cultivating local "energy leaders" and supporting health-promotion activities by local residents



RIZAP trainers

Collaboration

Municipalities

Certifying energy leaders

Cultivating energy leaders

Local residents
(active seniors)

Providing a health program

Local residents

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Announcing New Challenges

Declarations by celebrities Tomio Umezawa and Kunihiro Matsumura

“to regain their healthy bodies when in their 20s”

Tomio Umezawa (aged 66)

Decided to take on the challenge!

Kunihiro Matsumura (aged 49)

Currently taking on the challenge!

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Body Shaper Business - Summary

- **Body Management Program toward lifelong partners with services attuned to lives**
- **Start of joint research with the University of Tokyo**
- **Development of new business models (1:N)**
  - **Corporate Program**
  - **Municipalities Program**

Body Shaper Business - Overseas Development

Singapore

Profitable in 1Q

Improved advertising efficiency and reduced the acquisition cost per customer by 76%*. Achieved operating income for four consecutive months.

*Compared to result in 1Q of previous fiscal year

Taiwan

Profitable in July

Improved the store management structure and reduced the acquisition cost per customer by 41%. Improved extent of loss by 72%

*Compared to result in 1Q of previous fiscal year

Strengthening the independent management structure of overseas bases
Accelerated the improvement to profitability through higher advertising efficiency

Hong Kong

Expect to achieve profitability in this fiscal year

Focused on corporate sales and reduced the strategic acquisition cost per customer by 95%. Also improved extent of loss by 70%

*Compared to result in 1Q of previous fiscal year

Shanghai

Expect to achieve profitability in this fiscal year

Reviewed the customer-attraction and cost structure and reduced the acquisition cost per customer by 67%. Improved extent of loss by 32%

* Compared to July result in the previous fiscal year

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Other RIZAP-related Businesses

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Toward Dramatic Growth in the RIZAP-related Businesses

The aim is to recover the upfront investment in the RIZAP-related businesses in this fiscal period to generate a significant return

Conditions for the dramatic growth of the RIZAP-related businesses

1. **Expansion of the market with enormous potential**
   (scale of the self-investment industry, ¥7 trillion)
2. **Overwhelming competitiveness of RIZAP that is "committed to results"**
3. **Only RIZAP is able to provide diverse services in an integrated and timely manner in the self-investment industry**

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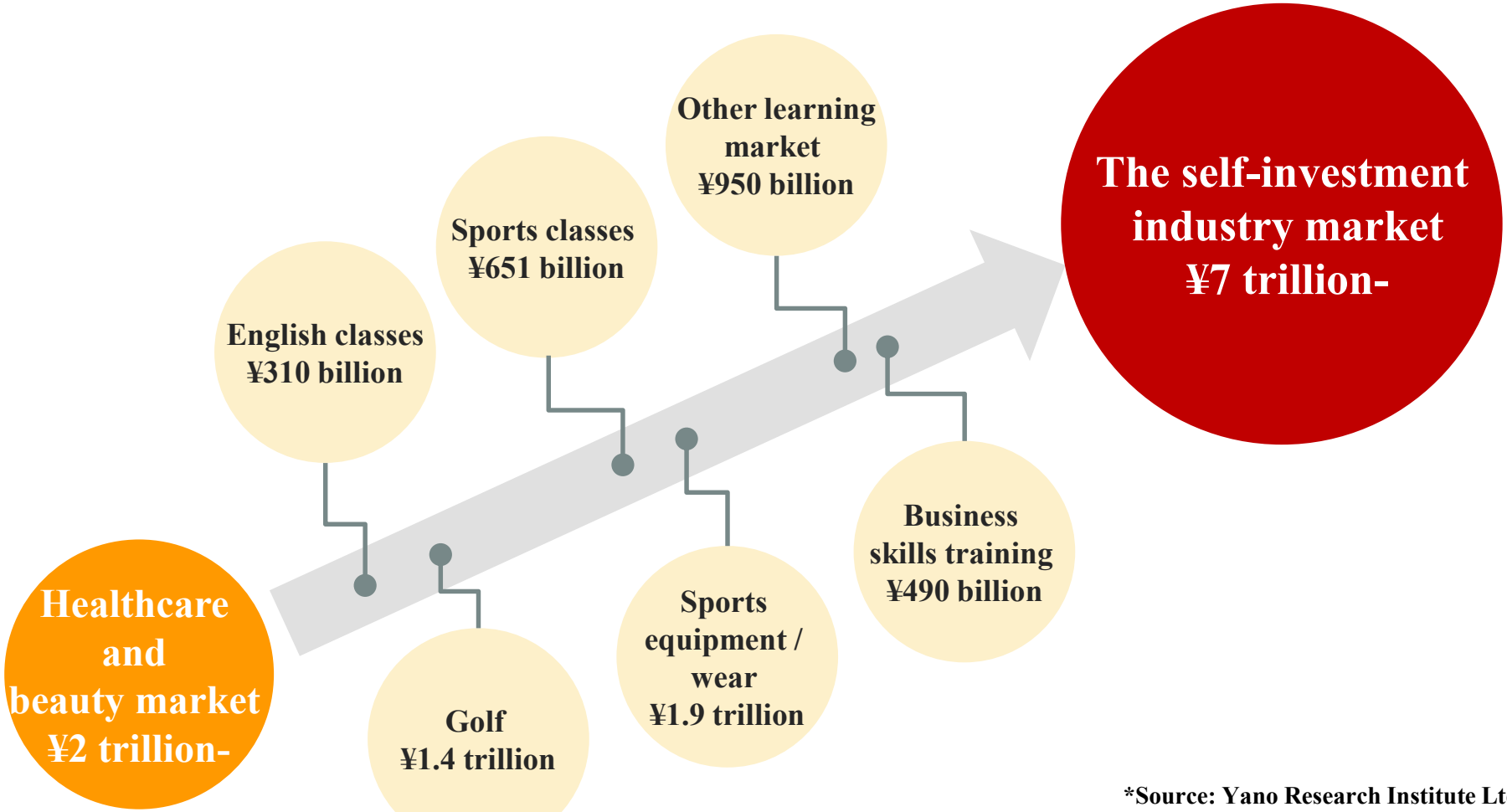
The Market Potential of the RIZAP-related Businesses

Return from the investment in the RIZAP-related businesses will be maximized in the enormous self-investment industry worth in excess of ¥7 trillion



*Source: Yano Research Institute Ltd.

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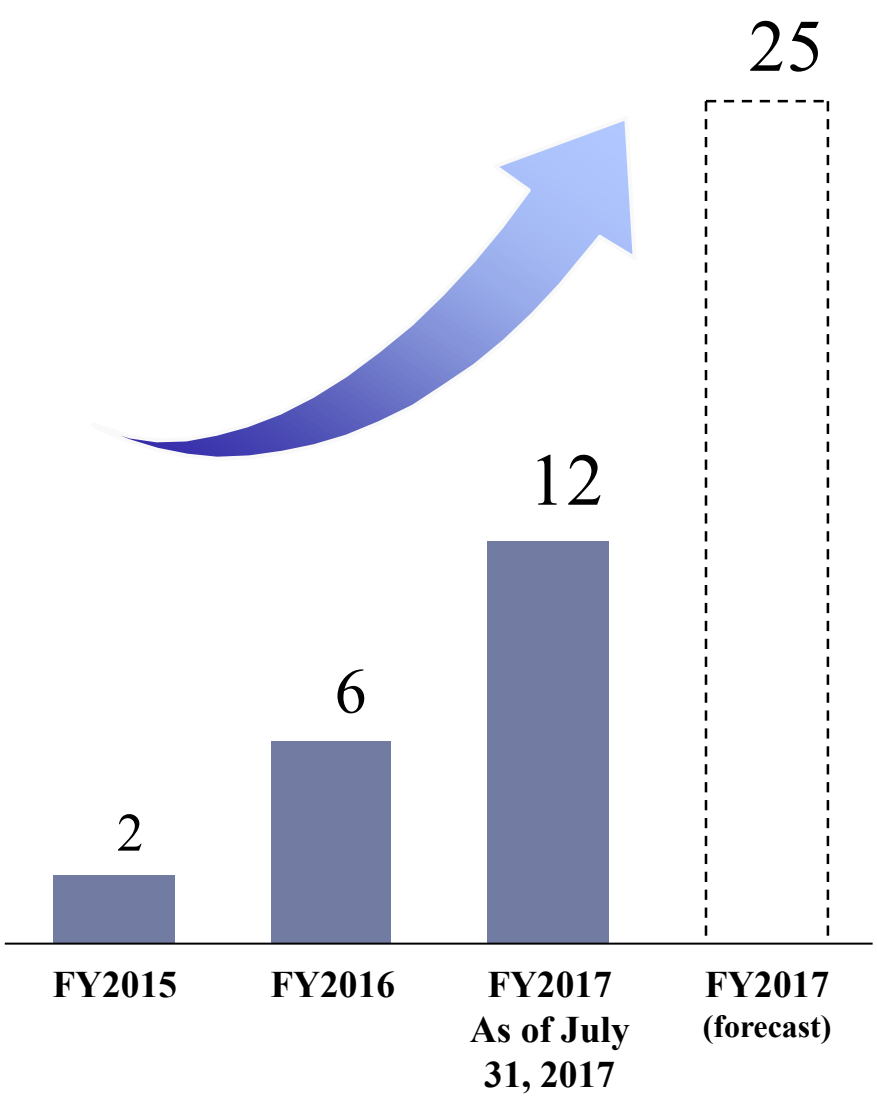
Major Upfront Investment for the Growth of RIZAP GOLF

RIZAP GOLF ① Active Store Development

Number of RIZAP GOLF stores



No. of RIZAP GOLF stores is currently steadily increasing

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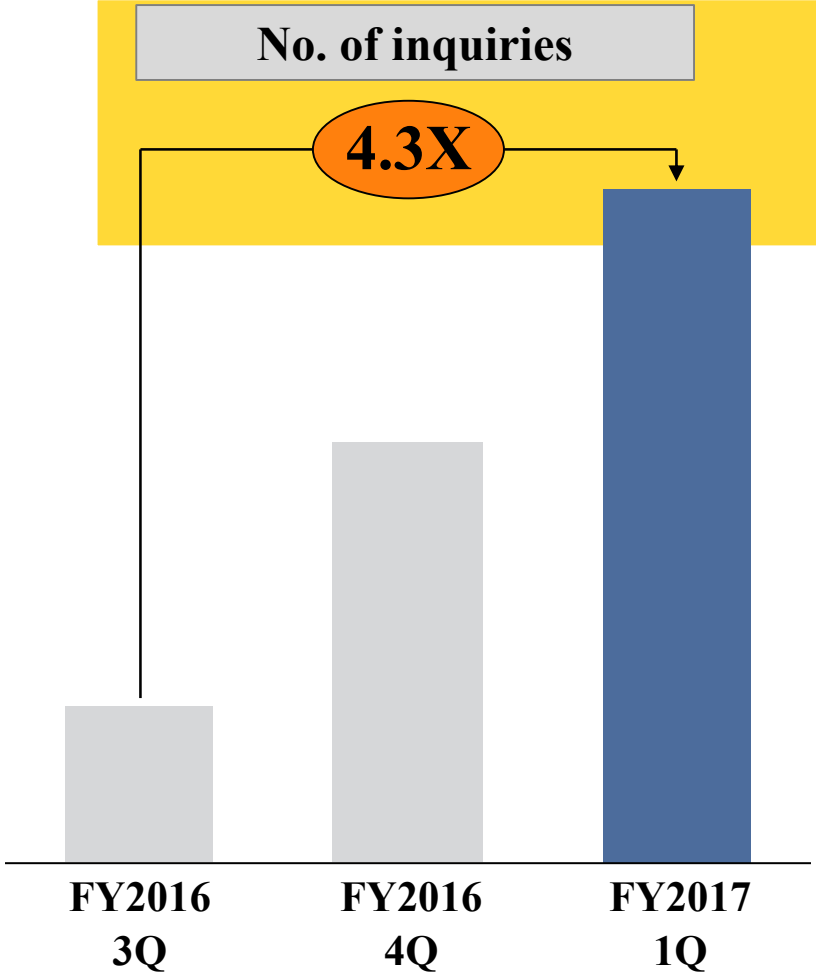
RIZAP GOLF ② Proactive Rollout of Advertising

Sharp increase in the number of inquiries following the active development of advertising campaigns utilizing top athletes



Professional golfer Ryo Ishikawa

Professional golfer Haruka Morita

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RIZAP GOLF ② Proactive Rollout of Advertising

Start of a new commercial this fall
starring Katsunori Takahashi

RIZAP GOLF x Katsunori Takahashi

Take on the challenge of breaking 100!?

Efficient approach for customers who rate golf highly among their interests

■Broadcasting ads during four major golf tournaments

The 2017 U.S. Open Championship
The 2017 British Open Championship
The 2017 U.S. PGA Championship
The 2017 BMW PGA Championship

■Broadcasting ads on dedicated golf channels / golf programs

■Direct appeal on long programs

GAORA SPORTS　GOLF NETWORK

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Start of training guidance utilizing the RIZAP Method for top athletes

Professional golfer Haruka Morita

- Realized increased muscle strength / weight gain
- After the training, she won her first tournament!

Professional boxer Ryota Murata

- Is currently regularly training at RIZAP

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Development of an original product brand overseen by RIZAP GOLF trainers

The one and only golf gear created from golf sessions more than 50,000 hours per year

LEXIM

More and more products are appearing!

RIZAP will hold its own golf tournaments

Tournament summary

Sponsored by: RIZAP Innovations

Qualification: mixture of pros and amateurs

To be held: 7/2,25
8/1,8,18,22,28
9/1,12,15,25,28

30 tournaments to be held over half a year

Recruiting excellent trainers from the participants (six-month target, 200 people)

RIZAP KBCオーガスタゴルフトーナメント2017

RIZAP GROUP

8.24 THU ▸ 27 SUN

芥屋ゴルフ倶楽部

福岡県糸島市志摩芥屋1-1

RIZAP has a sponsor contract for 3 consecutive years

ファンファン！オーガスタ もっと、選手が身近に!!

ネームボールプレゼント！

ファミリー限定!ロープ内観戦ツアー

チャリティパターコンテスト

チャリティジュニアレッスン会

アプローチコンテスト

チャリティ写真撮影会

モグモグ！オーガスタ 無料!お祭りグルメ食べ放題!

HKT48スペシャルステージ

Overturning the commonly held view about watching golf and building an environment in which anyone can enjoy it

The song chosen by the player at the time of entrance excites spectators

The song is also played at the food area near the 18th hole, like at a festival site

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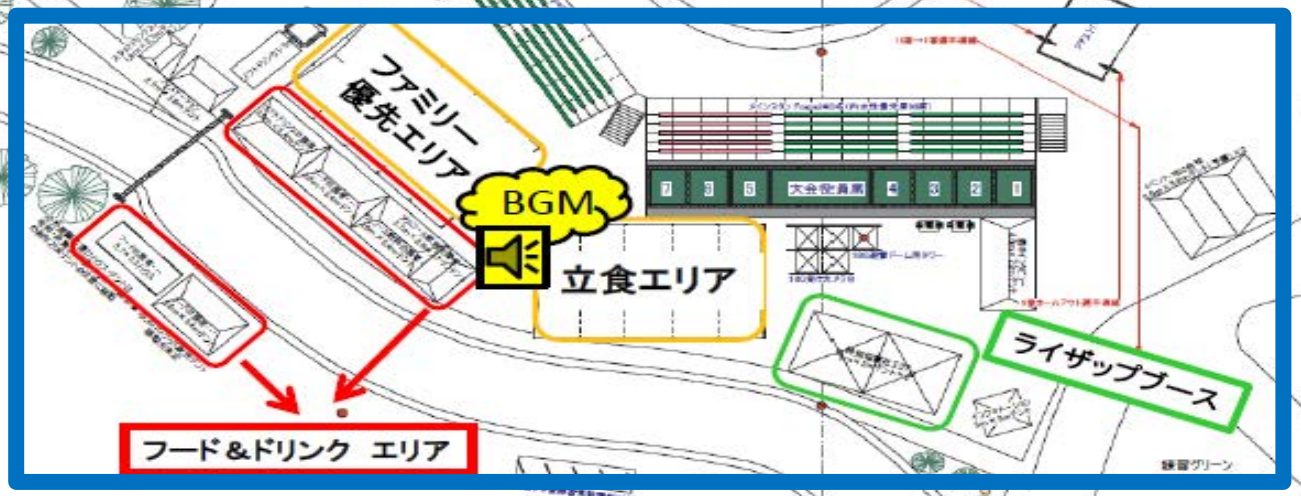
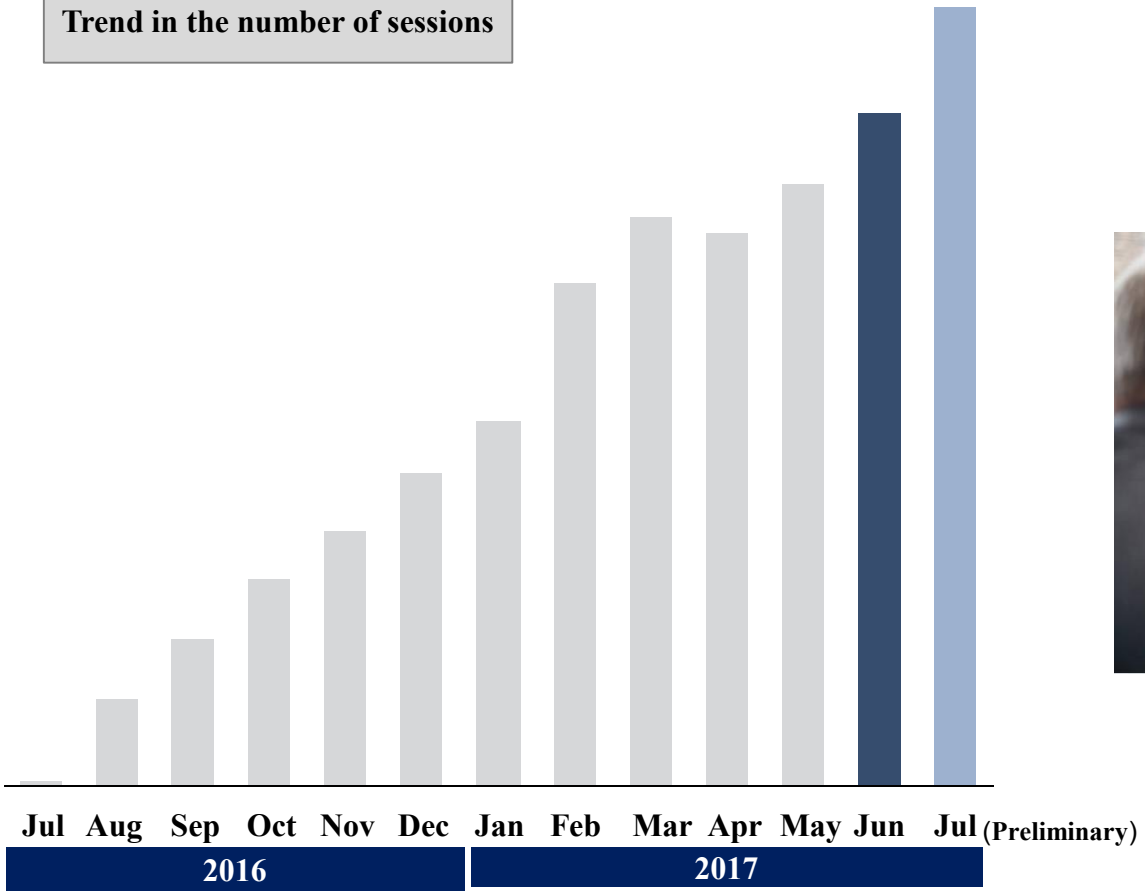
In the spectator areas other than at the holes, the BGM is played throughout the entire venue creating enjoyable spaces!

Advance ticket sales have already exceeded last year



From August 1, has newly established a speaking course and also increased the number of sessions

Trend in the number of sessions



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From R-COOK to RIZAP COOK

New stores are under construction

Ikebukuro store
(scheduled to open on August 17, 2017)

Kichijoji store
(Scheduled to open on September 7, 2017)

Ginza store
(Scheduled to open at the end of September 2017)

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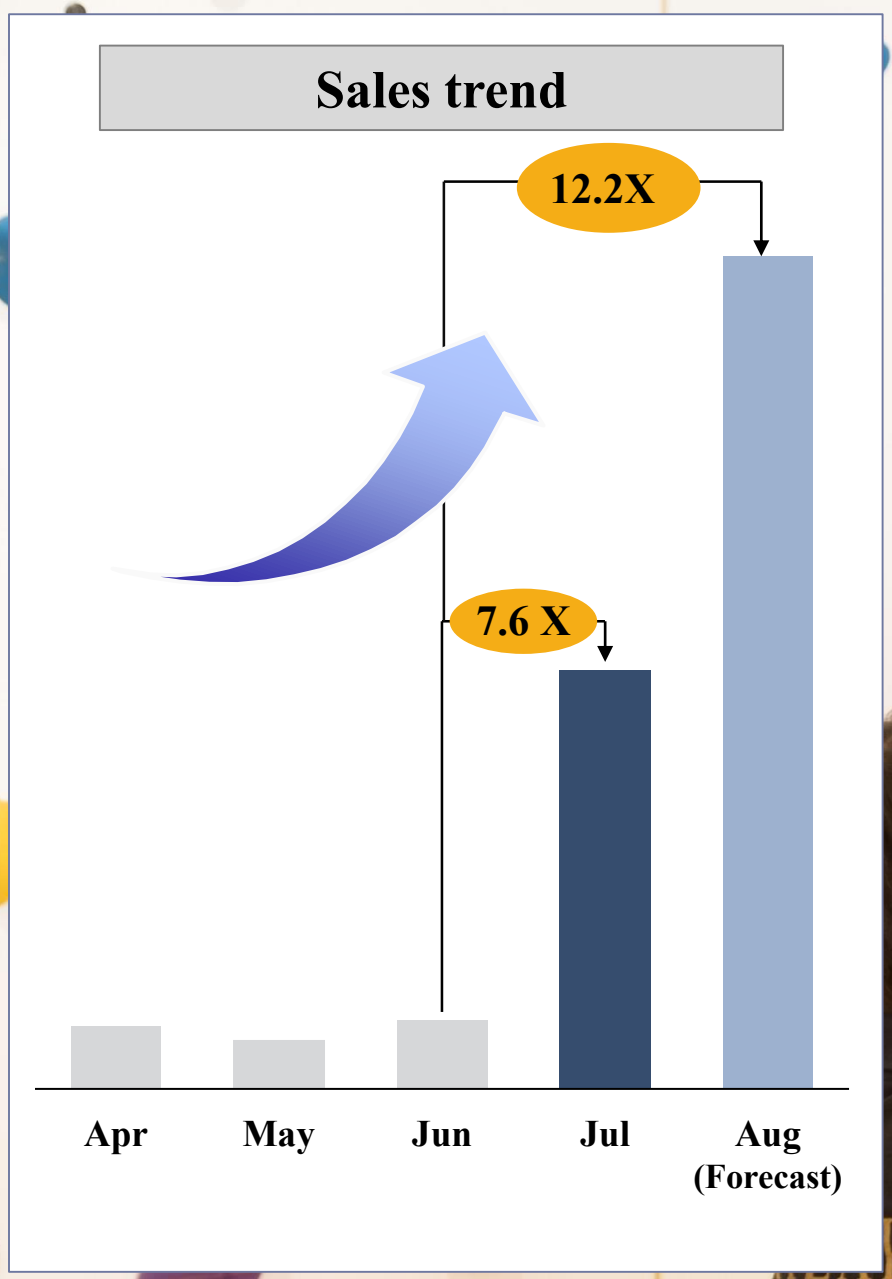
RIZAP KIDS



Sales greatly increase from the upfront investment

Decided the number of stores to increase

2 stores to open in October and November 2017

Established a special booth toward the opening of a real store in the fall / winter Continuing to rank 1st in sales results

***Hankyu Umeda Main Store (4/9, 4/10) Hankyu International (6/25)**

Sales results by brand at Hankyu International

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Alliance with FamilyMart

FamilyMart × RIZAP 7th stage & 8th stage!

From ice cream and Japanese confectionary to the long-awaited salad chicken

Start on July 18

RIZAP cheese ice bar

RIZAP chocolate chip scone

RIZAP Dorayaki

RIZAP soy sauce and tonkotsu ramen noodles

Start on August 8

RIZAP salad chicken bar

RIZAP spicy sesame seed ramen and meat salad

RIZAP thick caramel pudding

RIZAP × FamilyMart

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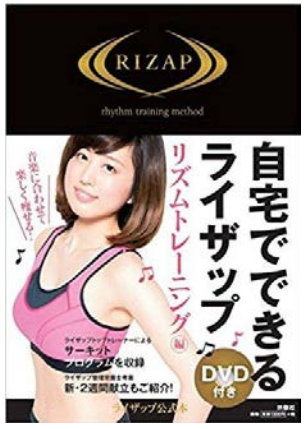
RIZAP-related Books

Sold more than 700,000 copies in 1 year from the launch of the extremely popular “RIZAP you can do at home” series,etc.

(Released July 28)



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A New Commitment in the RIZAP Business

The RIZAP 10 million people health declaration

By FY2020, RIZAP will provide support for more than 10 million people to experience the RIZAP Method and enjoy bright, healthy lives

The RIZAP 10 million people health declaration

*RIZAP-related businesses: RIZAP Body Shaper, GOLF, ENGLISH, COOK, KIDS, and other new businesses

RIZAP is committed to improving health in Japan

NIPPON

Today's Presentation

1. Overview of Consolidated Performance

2. Growth Strategies in RIZAP-related Businesses

3. Management Status of Group Companies

4. Toward Further Growth

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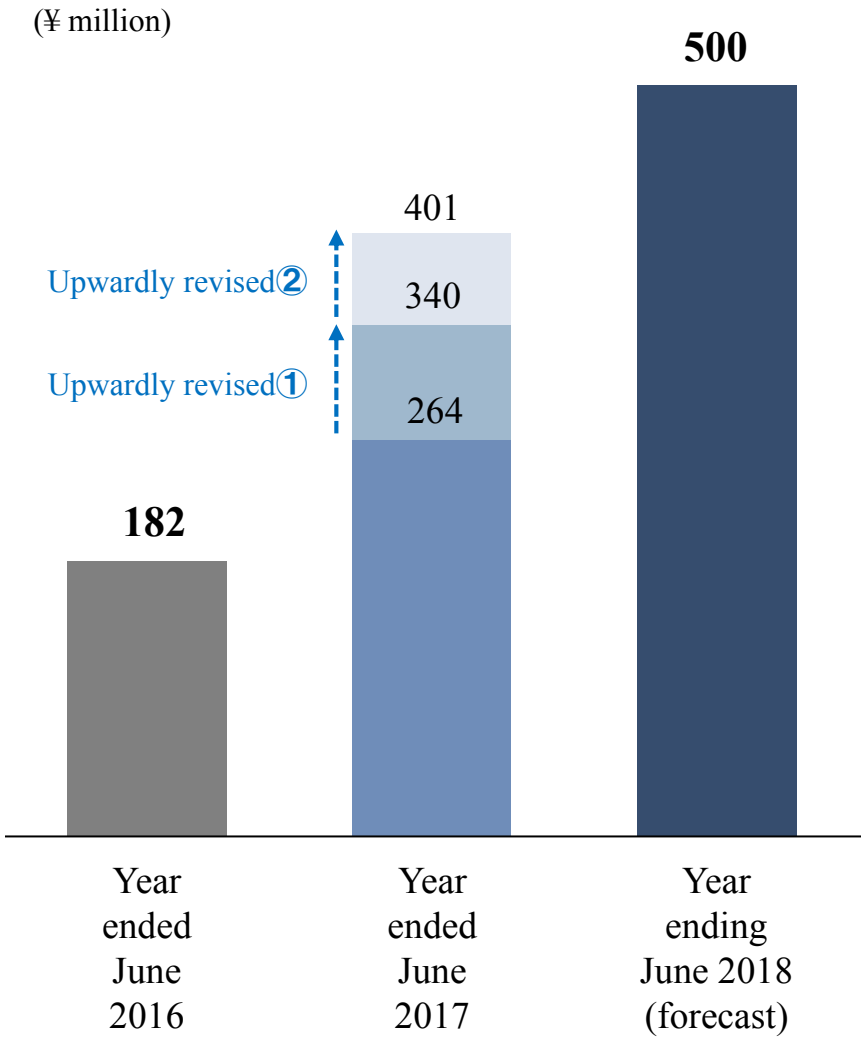
Operating income (full year)



I.D.E.A international

Achieved record high profits following two upward revisions

- Selection and concentration of highly profitable products and sales channels
- The BRUNO kitchen miscellaneous goods are driving the favorable results (kitchen miscellaneous goods wholesales, 173% YoY)

Current period operating income forecast to achieve highest-ever profits of ¥500 million

- Accelerating the growth strategy through a ¥2.8 billion* capital
- Improving nationwide brand recognition and expanding sales opportunities through synergies with RIZAP

*Amount paid for the issue of new shares from the public offering (on August 2, 2017)

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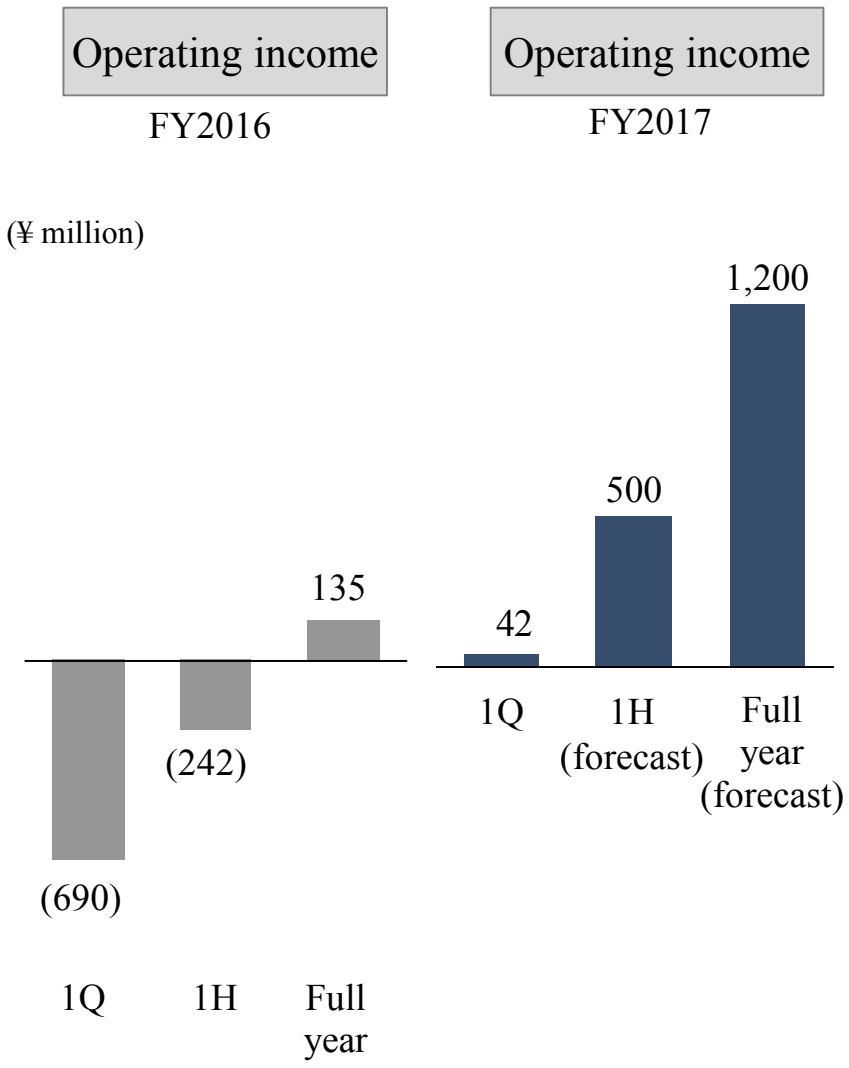
Maruko Corporation (joined the Group on July 5, 2016)



MARUKO

Achieved profitability for the first time in 9 periods as a 1Q

- Introduction of Marco Credit (in-company installment payments) (June net sales, 175% YoY)
- Net sales per store rose significantly from improving the sales force and productivity (132% YoY)

Forecast achieving profitability for the first time in 4 periods due to a major increase in profits in the 1H

- Accelerating the growth strategy through large-scale fund raising
- Strengthening synergies with each RIZAP Group company

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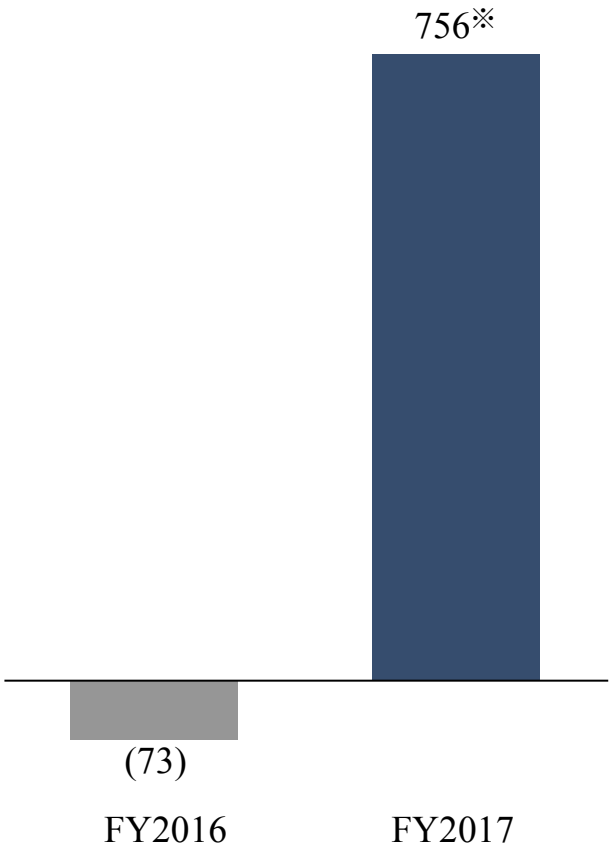
DREAM VISION CO., LTD. (joined the Group on March 31, 2015)

Operating income (1Q)

(¥ million)

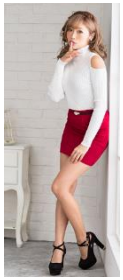


*Includes gain on the occurrence of negative goodwill at TRECENTI (jewelry business)

夢展望

1Q operating income Achieved profitability for the first time

- Major increase in profits from existing businesses (apparel EC, etc.) from strengthening the product planning structure and the sales force
- Supporting the construction of EC infrastructure at each RIZAP Group company
- The jewelry business, which joined the Group in April of this year, achieved profitability on a single month basis (June and July)
- As of the end of 1Q, had eliminated the state of excessive consolidated debt



DREAM VISION website (for people in their 20s)

Rakuten (for people in their 30s)

MD tailored to customer characteristics in each channel (changes how the same skirt is shown)

TRECENTI Ginza store

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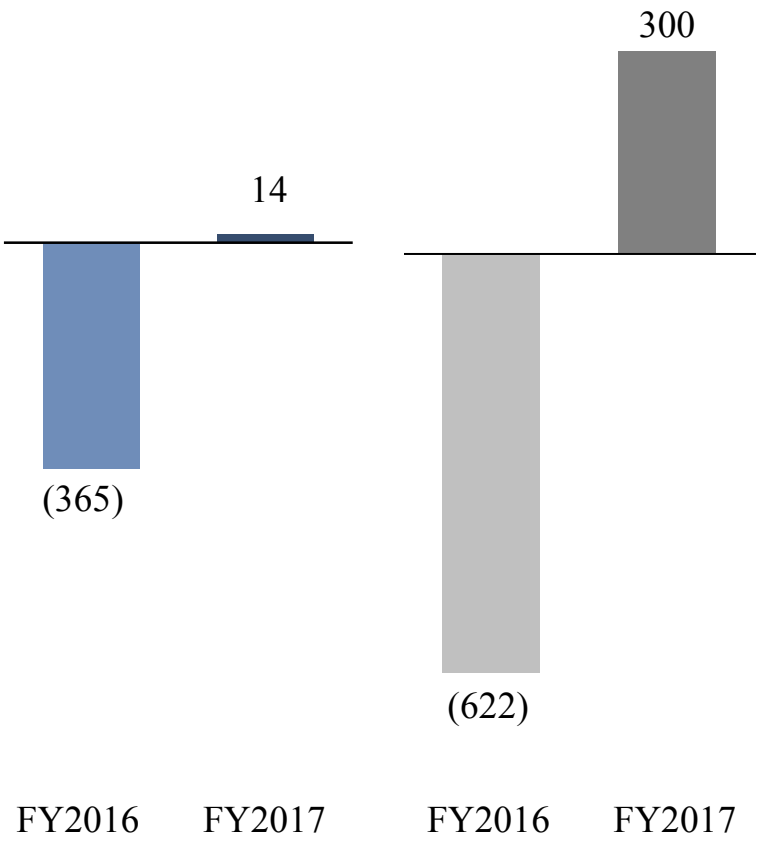
PASSPORT Co., Ltd. (joined the Group on May 27, 2016)

Operating income
1Q

Operating income
Full year

(¥ million)



PASSPORT

1Q operating income Achieved profitability

- Strong performance at the 11 new concept shops* (compared to before transition, net sales 110%, customer numbers 122%)

*Comparison of net sales / no. of customers for 1 week from before and after the transition to the new concept shops (converted 11 shops in June and July)

Making steady progress toward achieving the operating income target for this fiscal period

- Have decided to convert all shops (130 shops) to new concept shops in the future
- Strengthening new category products to bolster profitability

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PASSPORT Co., Ltd. (joined the Group on May 27, 2016)

PASSPORT

New concept shops

Shapo Moto-Yawata

Categories to be strengthened

Mini furniture

Socks

Accessories

Beauty-related

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Other Listed Subsidiaries

	1Q operating income (¥ million)		Performance Highlights
	FY2016	FY2017	
SD スガイディノス	(9)	(68)	• Conducted upfront investment in 1Q to realize growth • Steady progress expected from 2Q onwards toward achieving the full-year earnings targets (operating income ¥450 million)
JEANS Mate *As this period was an irregular fiscal period, 1Q was from Feb. 21 to May 20	(149)	(218)	• Conducted upfront investment in structural reforms in 1Q toward achieving the earnings targets in this period (operating income ¥300 million) • Existing store net sales (YoY): July 99.6%, August 105.0% (forecast)
ぱど	(133)	(113)	• Extent of loss reduced from the review of the cost structure that was continued from last year • Target is to achieve profitability for the full fiscal year from the growth strategy actions from 2Q onwards
堀田丸正	29	(8)	• This fiscal year has been positioned as “a year to build the foundations on which to promote the growth strategy ” and business infrastructure is being established • Aiming to recover results from 2Q onwards through implementing structural reforms based on the 100-day plan after consolidation

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Recruitment

Recruiting skilled human resources from inside and outside the Group and accelerating the management reconstruction

Akihisa Fujita, Pado vice president

April 1991	Joined Dentsu Inc.
July 1996	Director, cyber communications inc. (CCI)
June 2000	President & CEO, D2C Inc.
June 2010	Director and Senior Managing Executive Officer, Dentsu Digital Holdings (DDH)
June 2014	Executive Vice President, Gurunavi, Inc.

Strengthening the Group's digital marketing, centered on Pado

Keisuke Tsuge, the new PASSPORT president

April 1998	Joined PASSPORT
July 2016	Head of the Product Division
May 2017	Head of Sales Head Office
June 2017	Representative Director and President

Achieve profitability in 1Q, set to continue to rebuild management

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Expanding Group synergies in various areas other than marketing

Joint development of new products

Mutually sending customers between Group companies

Development of a new sales channel for “m_fit”

Improving customer satisfaction (CRM)

Group sales collaboration

Data-analysis support

Website creation support

Joint purchase of media

Call center collaboration

Cost optimization

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Strengthening Group Synergies (IDEA ✕ RIZAP)

Nationwide expansion of design / product development that can be applied globally through RIZAP-type marketing

I.D.E.A international

Global level product development

BRUNO
(Home interior products)

MILESTO
(Travel products)

Terracuore
(Cosmetics brand)

✕

RIZAP

Marketing expertise

Advertising

EC

CRM

Cost optimization

Development of new sales channels

Wholesales at Group companies

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Initiatives for CRM

To sequentially introduce the CRM platform from September in collaboration with Salesforce.com

Main initiatives

- **Analysis and utilization of big data and services from AI**
- **Customer-centric team customer relations**

Aiming to build stronger relations of trust with customers and realizing customers' ideal futures and continuous life support throughout their lifetimes

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1. Overview of Consolidated Performance

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RIZAP Group Corporate Philosophy

Prove that People Can Really Change

Self-investment industry
= RIZAP Group's business domain

Living essentials industry
= Outside of the RIZAP Group's business domain

Maslow's five-stage model of human needs (hierarchy of needs)

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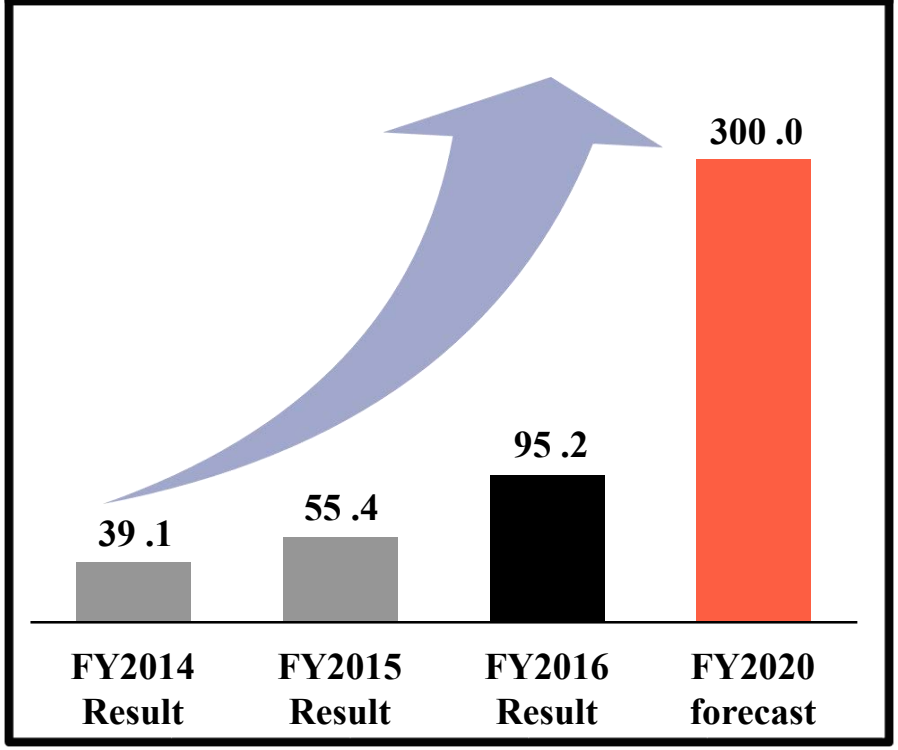
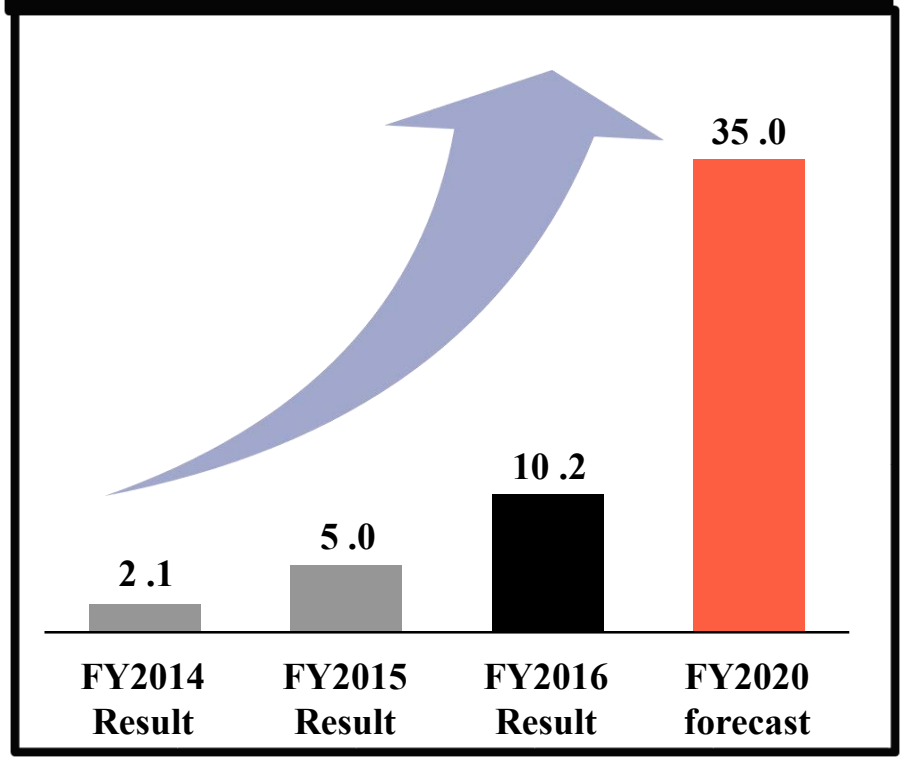
Steady progress toward achieving the plan's commitments

(¥ billion)

Consolidated net sales



Consolidated operating income



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Strengthening the Financial Base to Accelerate the Growth Strategy

Strengthening the financial base through fund raising by Group companies to accelerate the growth strategy

	Amount of funds raised	Usages of funds raised
I.D.E.A international	※1 **¥2.86 billion**	Investment in new store development, investment in advertising to improve brand awareness, investment in new product development, investment in systems development, repayment of borrowing to reduce the purchase costs of new products and to reduce loan-procurement costs
MARUKO	※2 **¥7.97 billion**	Investment in the development of new directly-managed stores, investment in marketing and advertising, investment in systems development, investment in new business development, investment in recruiting and training human resources, Marco Credit funds
Total	**¥10.83 billion**	

*1: Total amount of the payment for the issue of new shares from the public offering of IDEA INTERNATIONAL CO., LTD. (disclosed on July 25, 2017)
*2: Upper limit of the approximate total proceeds amount from the issue of new shares, disposal of treasury shares, and sales of treasury shares by Maruko Corporation (includes upper limits of the approximate proceeds amount from the capital increase from a third party allocation / disclosed on July 31, 2017)

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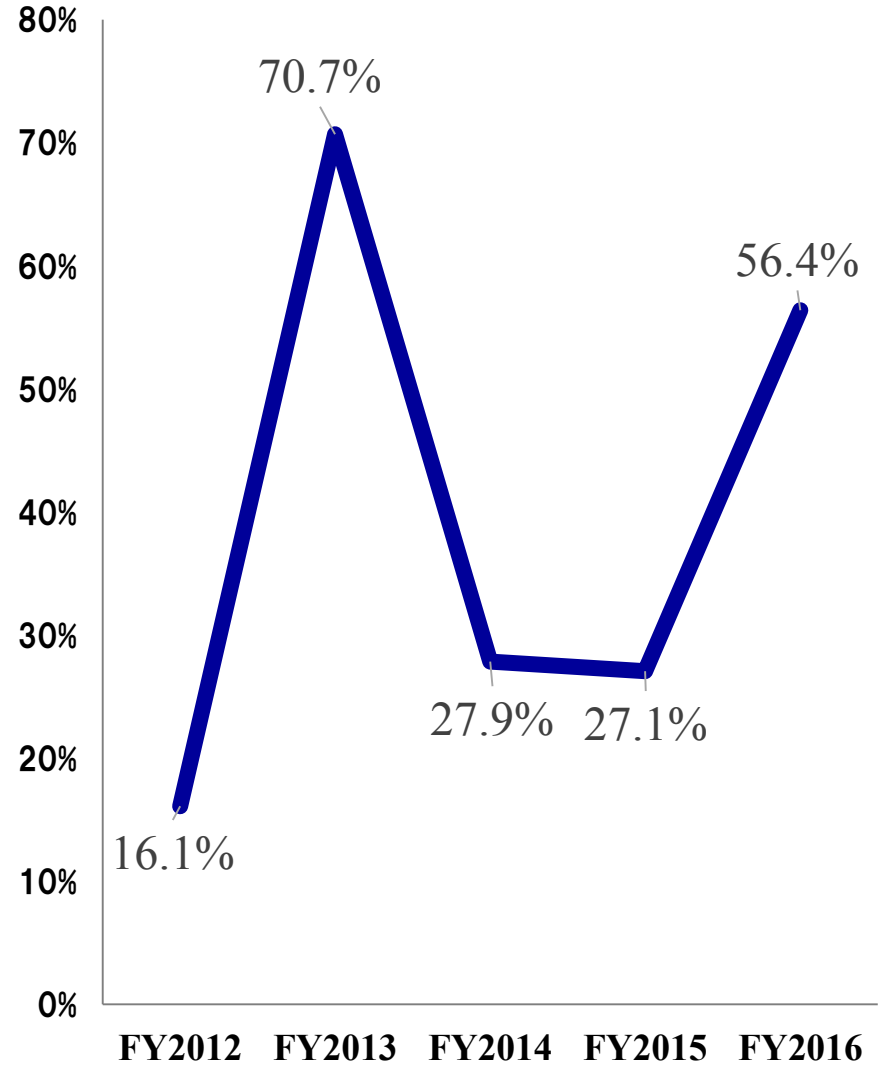
Toward Management Prioritizing ROE

Trends in ROE



Continuing highly efficient management prioritizing ROE

- **Average ROE for the past 5 years 39.6%**

*Before FY2015: ROE
*FY2016: Net profit over equity attributable to owners of parent

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About the Share Split

Implementing a share split (2 for 1) with the aim of expanding the investor groups and improving share liquidity

- **Split rate: 2 for 1 of the Company's common shares**
- **Reference date: September 30, 2017**

Conceive a purchase-price reduction of minimum unit for no. of shares (100 shares)

Before the split		After the split
About ¥170,000 to ¥190,000	2 for 1 split →	About ¥85,000 to ¥95,000

*Calculated based on the recent trend in the Company's share price (trended in a range of ¥1,700 to ¥1,900)

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Further Expanding Shareholder Incentives

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Extract from the Shareholder Incentives Catalogue (current)

1,000 POINT / 2,000 POINT / 3,000 POINT / 4,000 POINT / 5,000 POINT / 6,000 POINT / 7,000 POINT / 8,000 POINT / 10,000 POINT / 12,000 POINT / 14,000 POINT / 16,000 POINT / 18,000 POINT / 20,000 POINT / 24,000 POINT / 30,000 POINT / 36,000 POINT

ボディメイク / キッチン雑貨 / 美容・スキンケア / 健康食品 / 日用雑貨 / アパレル・雑貨 / 書籍 / チケット

ボディメイク　そのダイエットをしっかり応援

オリジナル雑炊風４食セット

1,000 POINT

商品番号	カテゴリ
1105	ボディメイク

ご飯のような歯ごたえと出汁の効いた満足感のある雑炊風。

鮭・キムチ各2食ずつ計4食セット

提供:RIZAP 株式会社

	糖質（1食当り）	カロリー（1食当り）
鮭	5.8g	36 kcal
キムチ	5.9g	34 kcal

こんにゃくをご飯に見立てた、低糖質でありながら満足感のある雑炊風。

※お届けする商品は予告なく切り替わることがございます。
※パッケージが変更する場合がございます。

コーンスープ（6包入）

3,000 POINT

商品番号	カテゴリ
1106	ボディメイク

お湯で溶かすだけ。水で溶かして冷製スープでも。

25g(粉末)×6食入

提供:RIZAP 株式会社

糖質（1食当り）	カロリー（1食当り）
5.0g	86 kcal

低糖質で高タンパク。まろやかでやさしい甘みのポタージュ。

※お届けする商品は予告なく切り替わることがございます。
※パッケージが変更する場合がございます。

大山山麓で採水された天然水。
「水溶性シリカ」が豊富な、のど越しの良い、美味しい軟水です。

たっぷり24本セット！

RIZAP ウォーター 24本セット

3,000 POINT

商品番号	カテゴリ
1102	ボディメイク

糖質を控えることで、食材から水分を摂ることが少なくなります。女性は、1日2リットル、男性は1日3リットルが摂取目安です。

内容量：500ml ペットボトル×24本
成分：※100ml あたり
エネルギー：0Kcal、たんぱく質：0g、脂質：0g、炭水化物：0g、ナトリウム：1.26mg、カリウム：0.25mg、カルシウム：0.90mg、マグネシウム：0.61mg
備考：二酸化ケイ素（シリカ）（1L あたり）：82mg、硬度（1L あたり）：48mg、PH値：7.3

提供:RIZAP 株式会社

※パッケージが変更する場合がございます。

「もっとおいしく、もっと高品質に」をテーマに、原材料や食感にこだわったアイテム。

QUICK PRO BAR(プレーン)

4,000 POINT

商品番号	カテゴリ
1108	ボディメイク

ショートニング、マーガリン不使用。バターの濃厚で香ばしい香りが鼻をくすぐり、美味しさを際立たせます。

30g×14本入

提供:RIZAP 株式会社

糖質（1食当り）
6.6g

※エリスリトールを除く(推定値)

※お届けする商品は予告なく切り替わることがございます。
※パッケージが変更する場合がございます。

優待お申込みサイト
http://rizapgroup.sr-s.co.jp/

7

具沢山のスープ３種のセットと本格派パスタソース２種のセット

具沢山スープ３種・パスタソース２種セット

4,000 POINT

商品番号	カテゴリ
1103	ボディメイク

具沢山で満足感のある保存に便利なレトルトスープ３種類と、肉や魚、野菜のドレッシングとしても使える便利なパスタソース２種類のセット

具沢山スープ：150g×6包
パスタソース(瓶)：しょうゆガーリック395g(内容量：165g)／ペペロンチーノ375g(内容量：145g)

提供:RIZAP 株式会社

ミネストローネ、チャウダー、豚汁　ペペロンチーノ　しょうゆガーリック

	糖質（1食当り）	カロリー（1食当り）
ミネストローネ	4.4g	43 kcal
チャウダー	4.5g	101 kcal
豚汁	4.4g	85 kcal

	糖質（1食当り）	カロリー（1食当り）
ペペロンチーノ	1.3g	156 kcal
しょうゆガーリック	2.6g	75.6 kcal

※お届けする商品は予告なく切り替わることがございます。

濃厚でスパイシーな中辛カレーとコクのある本格シチューのセット

ビーフカレー＆シチューセット

4,000 POINT

商品番号	カテゴリ
1104	ボディメイク

牛肉、野菜がたっぷり、濃厚でスパイシーな中辛カレーと、トロトロの牛肉たっぷり、赤ワインで煮込んだコクのある本格派シチュー

カレー：180g×5食セット／シチュー：180g×5食セット

提供:RIZAP 株式会社

	糖質（1食当り）	カロリー（1食当り）
ビーフカレー	6.4g	83 kcal
ビーフシチュー	8.2g	208 kcal

ビーフカレー　ビーフシチュー

※お届けする商品は予告なく切り替わることがございます。
※パッケージが変更する場合がございます。

必須アミノ酸（9種）パウダー 短時間で吸収 ボディメイクをサポート

EAA－SHOT

12,000 POINT

商品番号	カテゴリ
1109	ボディメイク

体づくりの材料であるアミノ酸をバランス良く摂ることでボディメイクをサポート。味の素の独自成分「Amino L40」を3g配合。

7g(粉末)×30本入／アセロラ味

提供:RIZAP 株式会社

必須アミノ酸９種
- フェニルアラニン
- ロイシン
- リジン
- バリン
- イソロイシン
- ヒスチジン
- トリプトファン
- メチオニン
- スレオニン

※粉末を400~500mL程度の水に溶かしてお召し上がり下さい

SHOT + RIZAPウォーター ＝ アミノドリンク

糖質（1本当り）	カロリー（1本当り）
3.2g	23.7 kcal

RIZAPのメソッドをあますことなく凝縮したDVD。

スタイルバンド付き

RIZAP STYLE SECRET DVD ＋スタイルバンド

16,000 POINT

商品番号	カテゴリ
2130	ボディメイク

筋肉の育つ仕組みや構造をもとに、美しいカラダを手に入れられるプログラムを作成。ライザップメソッドを、自宅でも体感できるように1枚のDVDに収録しました。週4回、1回15分から完了するメソッドなので、忙しい人も手軽に効率的にはじめていただけます。

専用バンド付／約150分収録

提供:健康コーポレーション株式会社

※お届けする商品のデザインは予告なく変更することがございます。

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Extract from the Shareholder Incentives Catalogue (current)

ポジティブなメッセージが心を励ます 真空保温・保冷ステンレスボトル

3,000 POINT

メッセージボトル 柄が選べる

商品番号	カテゴリ
1306	キッチン雑貨

スリムなホワイトのボディにはポジティブな4種類のメッセージとラフタッチのイラストをプリント。

サイズ：φ62×H200mm
重量：230g
材質：本体：ステンレス鋼／フタ、中せん：ポリプロピレン／パッキン：シリコーンゴム
保温：6時間以上（6時間）保冷：5℃以下（6時間）
柄：GREAT／RELAX／STEP／GO
提供：株式会社イデアインターナショナル

GREAT　RELAX　STEP　GO

食材の保存や下ごしらえに！ おうちで簡単 真空マシン

3,000 POINT 色が選べる

ハンディフードシーラー＋フードシーラーバッグL 10枚パック

商品番号	カテゴリ
1307	キッチン雑貨

専用バッグに食材を入れて、用途によって使い分けることで、食材を賢く保存できます。

本体サイズ：W220×H60×D82mm
本体重量：210g
材質：ABS/MS
カラー：ホワイト／イエロー
提供：株式会社イデアインターナショナル

ホワイト　イエロー

4種のデザインを愉しむ デザートプレートセット

4,000 POINT 色が選べる

セラミックプレートセット

商品番号	カテゴリ
1310	キッチン雑貨

蚤の市で1枚1枚を見つけてきたような、趣の異なる4種のデザインを愉しめるデザートプレートのセット。

サイズ：W170×H17×D170mm（1枚あたり）
重量：約245g（1枚あたり）/約980g（4枚セット）
材質：陶磁器
カラー：ホワイト／グリーン
提供：株式会社イデアインターナショナル

ホワイト　グリーン

本格ドリップコーヒーを 愉しむ電気ケトル

7,000 POINT

ダークブラウン

ドリップケトル 色が選べる

商品番号	カテゴリ
1318	キッチン雑貨

コーヒーのハンドリップに最適な電気ケトル。細い注ぎ口で湯量を調節しながら、なめらかに注ぐことができます。

サイズ：W304×H197×D160mm
重量：760g
材質：本体：ステンレス／ハンドル、つまみ、蓋ベース：PP／電源スイッチ：PC
カラー：ダークブラウン／アイボリー
提供：株式会社イデアインターナショナル

アイボリー

料理の色彩を引き立てる、 天然石のサービングプレート

7,000 POINT

マルチスレート レギュラー ラウンド スクエア セット

商品番号	カテゴリ
1331	キッチン雑貨

使い込んでいくほどに表情の変化を愉しめる天然石のサービングプレートは、料理や食材を無造作に乗せるだけで、いつもの食卓が華やかに。

セット内容：本体、チョーク、磁硬カルシウム、クッション足、オリジナルピック
材質：本体：スレート／チョーク：磁硬カルシウム／クッション足：EVA樹脂／オリジナルピック：天然木（ビーチ材）
提供：株式会社イデアインターナショナル

レギュラー
サイズ：W300×H8×D200mm

スクエア
サイズ：W170×H6×D170mm（2枚入り）

ラウンド
サイズ：W250×H6×D250mm

優待お申込みサイト
http://rizapgroup.sr-s.co.jp/

毎日の食卓を彩る テーブルウェアの新定番

2枚のプレート付き！
・平面プレート
・たこ焼きプレート

レッド

8,000 POINT 色が選べる

コンパクトホットプレート

商品番号	カテゴリ
1335	キッチン雑貨

大人気のコンパクトホットプレート、A4サイズのコンパクトなホットプレートは、毎日の食卓から特別なパーティーシーンまで、幅広く活躍します。

サイズ：W375×H140×D235mm
重量：約2.3kg
材質：本体：スチール、フェノール樹脂／プレート：アルミダイキャスト
カラー：レッド／ホワイト／ブラウン
提供：株式会社イデアインターナショナル

ホワイト

ブラウン

煮る・焼く・蒸す・揚げるをマルチにこなす ホーローライクな多機能鍋

ホワイト

レッド

12,000 POINT

グリルポッド 色が選べる

商品番号	カテゴリ
1339	キッチン雑貨

食卓を華やかに彩るホーロー風の鍋は、電源ベースから取り外して直火でもOK。内側はセラミックコートが施され、揚げ物カバー、蒸し網も付属しています。

サイズ：W307×H211×D248mm
重量：約2.2kg
材質：本体：スチール、アルミニウム合金、ABS樹脂／鍋：アルミニウム合金、スチール、フェノール樹脂、ステンレススチール／揚げ物カバー：蒸し網：スチール
カラー：ホワイト／レッド
提供：株式会社イデアインターナショナル

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HIGH QUALITY UNDERWEAR

ソフトな着け心地なのに
しっかりバストをホールド

よせ魅せメイクブラジャー

3Dサーキュラーワイヤーがバストラインにフィット。ボディメイク対応で、背中や脇のお肉をしっかりカップに集めて逃がさない。

サイズ：B～D-65～75
カップ肌側：綿100%
提供：マルコ株式会社

&

広がるヒップを中心へ寄せる
包みこんでしっかりサポート

あげ魅せメイクボトム

ボディメイク対応で、パワーネットがポッコリお腹をサポートし、ヒップをヒップ中央にホールドする。直履きでも、つつ魅せショーツと併せて履いても、どちらでも使える優秀アイテム。

サイズ名(ウエスト／ヒップ)
S(65～61／79～89)　M(61～67／83～93)
L(67～73／86～96)
提供：マルコ株式会社

&

ヒップを優しく包みこむ
柔らかな履き心地

つつ魅せショーツ２枚セット

ウエスト、股頭部はくい込まないように生地を折り返した仕様。しっかりヒップを包み込む、深履きタイプのショーツ。

サイズ：S(82～90)　M(87～95)　L(92～100)
提供：マルコ株式会社

20,000 POINT
サイズの選べる

m_fit　よせ魅せメイクブラジャー、あげ魅せメイクボトム、つつ魅せショーツ２枚セット

カラー	商品番号	カテゴリ
アクアブルー	1501	アパレル・雑貨
ライラックシルバー	1502	
ネールピンク	1503	

優待お申込みサイト
http://rizapgroup.sr-s.co.jp/

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MATERNITY WEAR

ママのためのノンストレス骨盤ショーツガードル

1,000 POINT

商品番号	カテゴリ
1406	アパレル・雑貨

ショーツガードルなのに骨盤部分をしっかりケア。程よいサポート力でヒップアップしたキレイなシルエットをキープしつつ、若心地も抜群です。

カラー：ネイビー／ピンク
サイズ：M(87～95)　L(92～100)
素材：綿95%／ポリウレタン5%
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

ママのためのノンストレス骨盤底筋ショーツガードル

1,000 POINT

商品番号	カテゴリ
1407	アパレル・雑貨

婦人科医師と共同開発した、エンジェリーベオリジナルアイテム。骨盤底筋を刺激する機能をプラスしたショーツガードルです。

カラー：ネイビー／ピンク
サイズ：M(87～95)　L(92～100)
素材：綿95%／ポリウレタン5%
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

P・パンツ ストレッチデニムスキニー

5,000 POINT

商品番号	カテゴリ
1404	アパレル・雑貨

シルエットの美しさと、はき心地の良さに定評のあるPパンツ1番人気のデニムスキニーです。

カラー：ユーズドブルー／インディゴ／ダークブルー
サイズ名(腹囲／腰ヨ／ヒップ／わたり／股up)
7号(68～92／68／82～92／25.5／13)
9号(76～100／73／87～97／26.5／14)
11号(84～108／75／92～102／27.5／15)
13号(92～116／78／97～107／29／16)
素材：綿97%／ポリウレタン3%／
お腹部分(ベアリブニット)＝綿95%／ポリウレタン5%
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

産後リフォームショーツ２枚セット

1,000 POINT

商品番号	カテゴリ
1409	アパレル・雑貨

ソフトなサポート力で産後のボディリフォームをサポートするショーツ。コットンベースの伸縮性に優れたやわらかくて気持ちのよいベア天竺素材を使用。

カラー：ブラック／杢グレー／ボーダー(ブラック×オフホワイト)
サイズ：M(87～95)　L(92～100)
素材：綿95%／ポリウレタン5%
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

ワイヤレスモールドブラジャー

2,000 POINT

商品番号	カテゴリ
1408	アパレル・雑貨

伸縮性・通気性に優れた軽量ソフトモールドカップが身体の動きにフィットするブラジャーです。

カラー：ブラック／ベージュ
サイズ名(ウエスト／ヒップ)
M(86～94／70～76)　L(93～101／75～80)
LL(100～108／90～85)
素材：ナイロン／綿／ポリエステル／その他
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

ライザップ監修骨盤ケア・トレーニングガードル

12,000 POINT

商品番号	カテゴリ
1405	アパレル・雑貨

エンジェリーベとライザップのノウハウを詰め込んだ骨盤ガードルです。

カラー：ブラック／ベージュ
サイズ名(ウエスト／ヒップ)
S(55～61／79～89)　M(61～67／83～93)
L(67～73／86～96)　LL(73～79／89～99)
素材：ナイロン／ポリウレタン／
その他　クロッチ裏＝綿100%
提供：株式会社エンジェリーベ

色が選べる　サイズの選べる

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In response to customer requests, the incentives to RIZAP Group shareholders have been further expanded

1. Doubled shareholder incentive items
   (157 items → more than 300 items)
2. Doubled the incentive yield through the share split
3. Added ranks to shares eligible for incentive
4. Added high-value products
5. Added products in popular categories

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The RIZAP Group Shareholder Incentive Catalogue

Proven Hugely Popular, Production of Next Year's Edition Has Begun

(We now show images of the catalogue under production)

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Image of the Next Shareholder Incentives Catalogue

*Conceived image of listed products (may differ to the actual catalogue)

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低糖質フード　そのダイエットをしっかり応援

2017 ランキング

2017年 1位

オリジナル雑炊風 4食セット
0000　低糖質フード　1,000 POINT

ご飯のような歯ごたえと出汁の効いた満足感のある雑炊風。

こんにゃくをご飯に見立てた、低糖質でありながら満足感のある雑炊風。

2017年 2位

ビーフカレー&シチューセット
0000　低糖質フード　4,000 POINT

牛肉、野菜がたっぷり、濃厚でスパイシーな中辛カレーと、トロトロの牛肉たっぷり、赤ワインで煮込んだコクのある本格派シチュー
カレー：180g×5食セット／シチュー：180g×5食セット
提供：RIZAP株式会社

濃厚でスパイシーな中辛カレーとコクのある本格シチューのセット

2017年 3位

具沢山スープ3種・パスタソース2種セット
0000　低糖質フード　4,000 POINT

具沢山で満足感のある保存に便利なレトルトスープ3種類と、肉や魚、野菜のドレッシングとしても使え

2017年 4位

コーンスープ（6包入）
0000　低糖質フード　3,000 POINT

お湯で溶かすだけ。水で溶かして冷製スープでも。
26g（粉末）×6食入
提供：RIZAP株式会社

2018 新商品

「もっとおいしく、もっと高品質に」をテーマに、原材料や食感にこだわったアイテム。

低糖質10食アソートセット
0000　低糖質フード　4,000 POINT

エビチリの素（2袋入）
0000　低糖質フード　700 POINT

トマトスープ（9包入）
0000　低糖質フード　3,000 POINT

タンドリーチキン風惣菜セット
0000　低糖質フード　600 POINT

ベイクドチーズケーキ（4ピース）
0000　低糖質フード　2,000 POINT

ガトーショコラ（4ピース）
0000　低糖質フード　2,000 POINT

ブランワッフル（チョコ 5個入）
0000　低糖質フード　1,000 POINT

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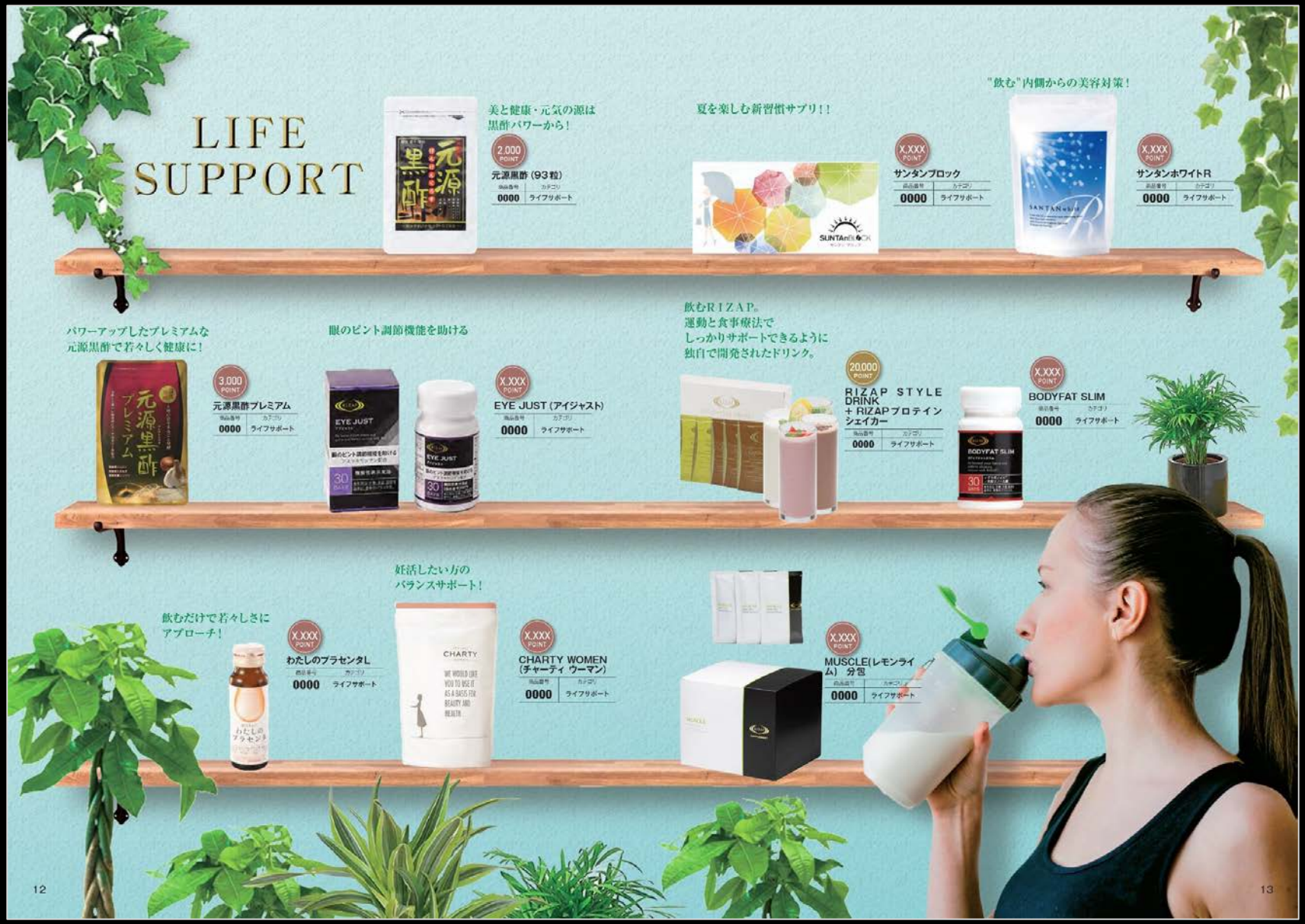
Image of the Next Shareholder Incentives Catalogue

*Conceived image of listed products (may differ to the actual catalogue)



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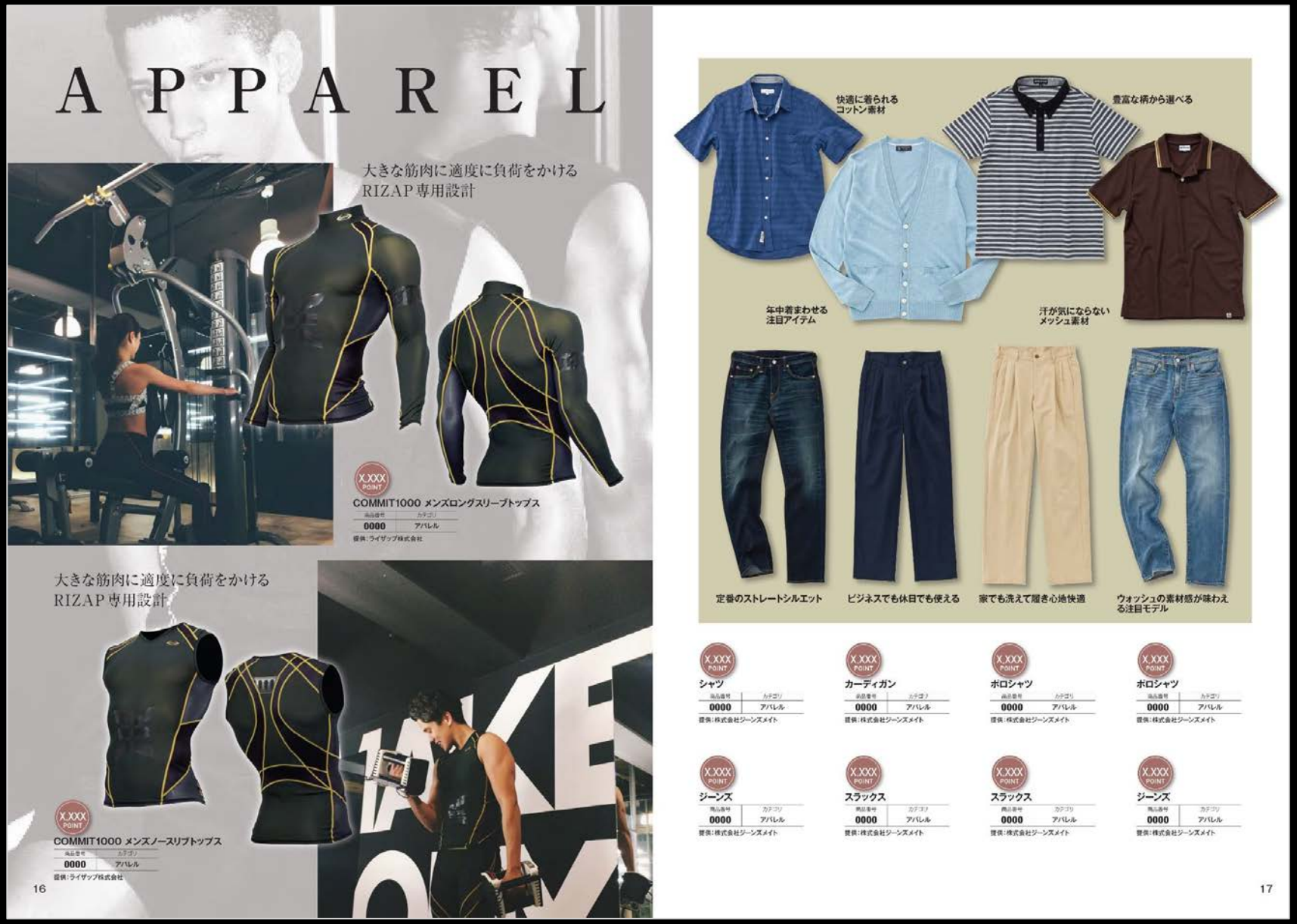

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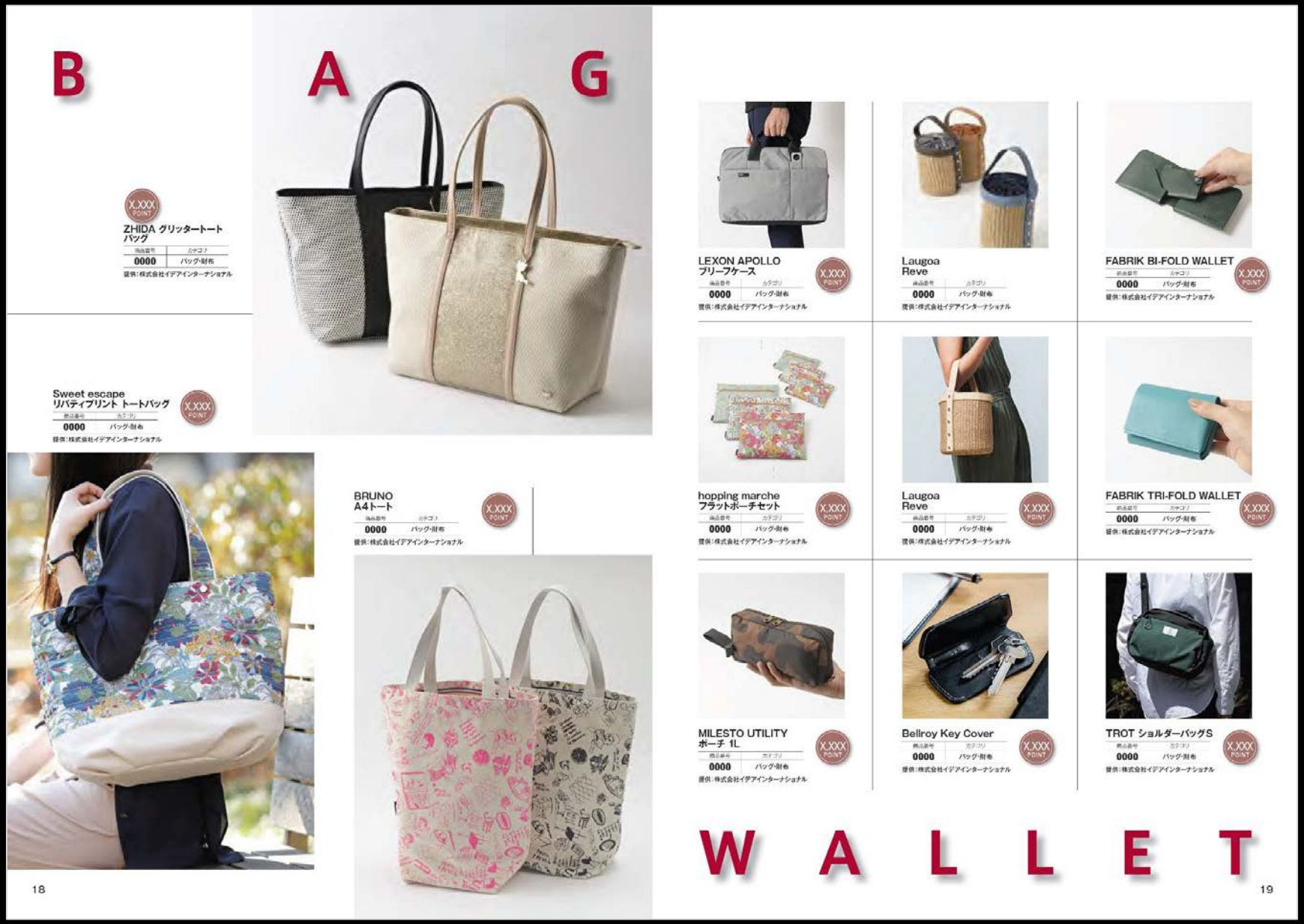

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Image of the Next Shareholder Incentives Catalogue

*Image of listed products (may differ to the actual catalogue)

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FY2017 Business Forecasts

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FY2017 Business Forecasts

The full year results forecasts are unchanged
The major growth trend will continue

(¥ billion)

	FY2016	FY2017 (Target)	Change	Rate of change
Revenue	95.2	150.2	+55.0	1.6 times
Operating income	10.2	13.0	+2.8	1.3 times
Profit attributable to owners of parent	7.6	8.0	+0.4	+4.3%

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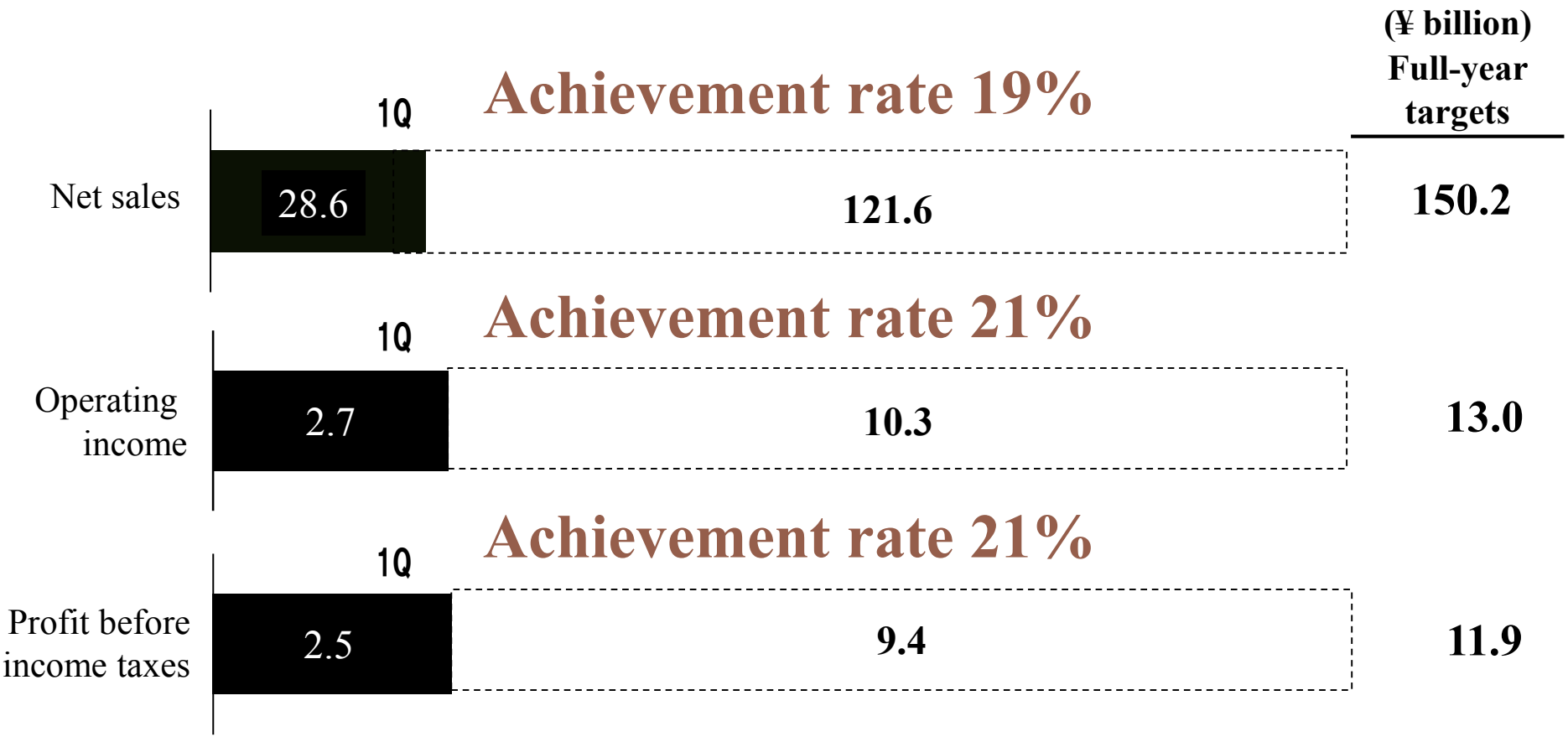
Steady progress toward achieving the targets



Note: Achievement rate = 1Q result ÷ Full-year forecast

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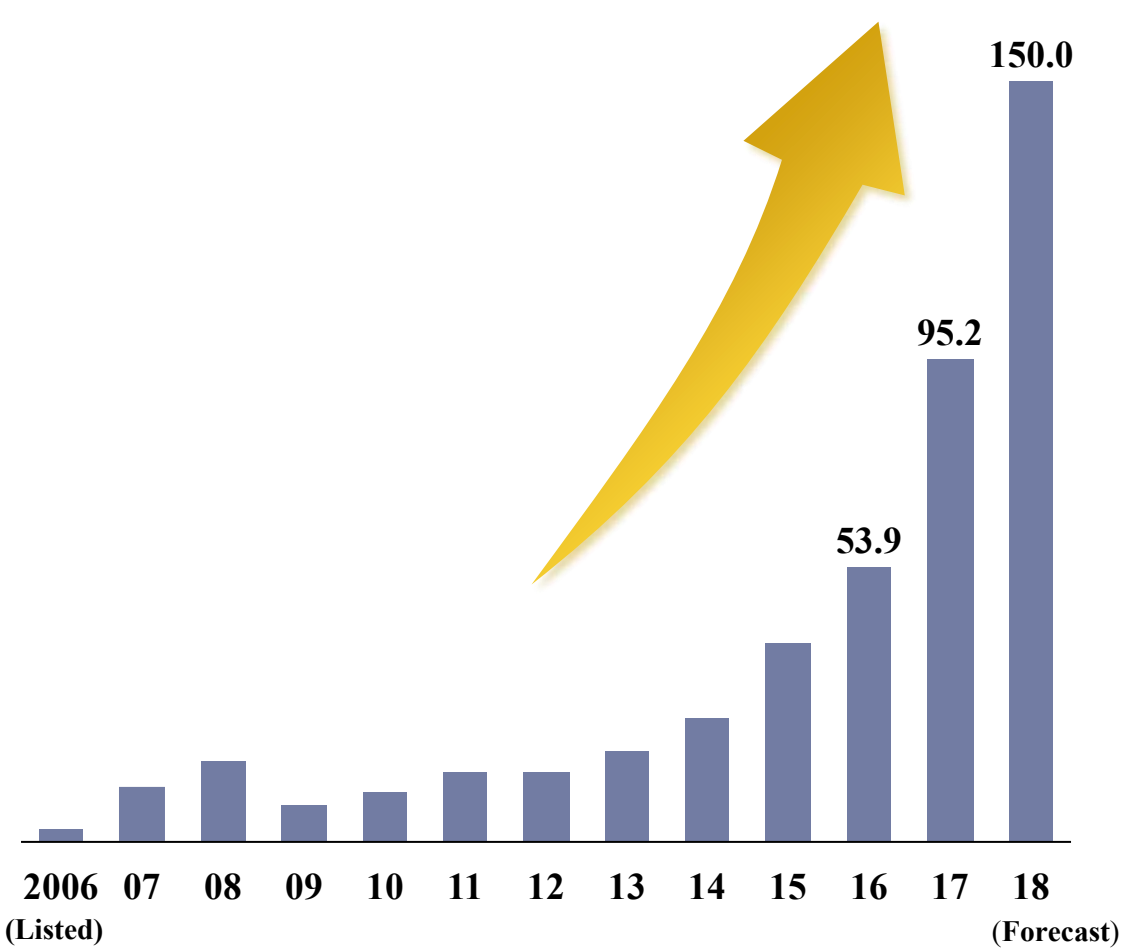
FY2020 Net Sales of ¥300 billion

Trend in Consolidated Net Sales



FY2020 Net Sales of ¥300 billion

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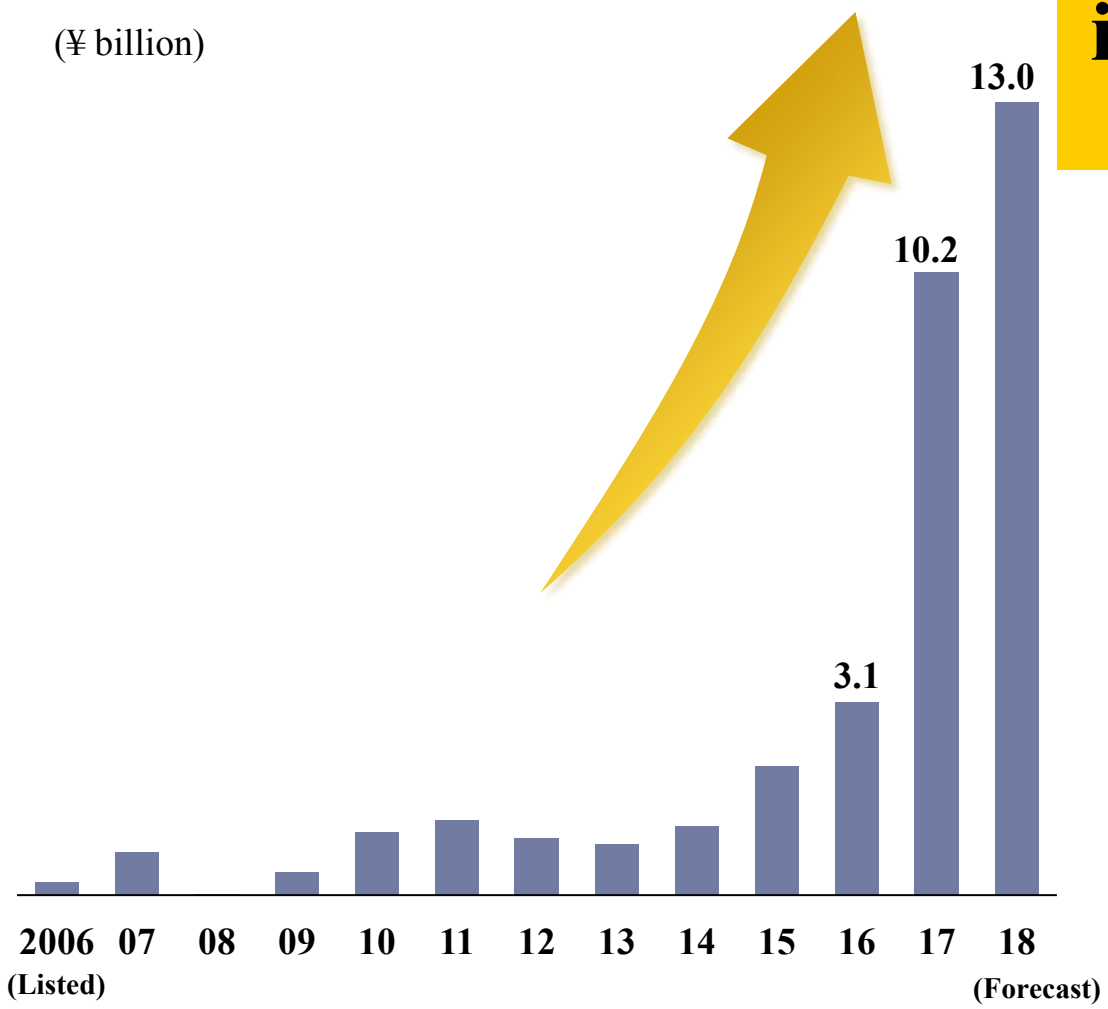
FY2020 Operating Income of ¥35 billion

Trend in Consolidated Operating Income



FY2020 operating income of ¥35 billion

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To realize a world where all people can live while recognizing their own value

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