



Financial Results Briefing

Fiscal Year Ending March 2026

May 14, 2026

RIZAP Group, Inc.

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

English translation from the original Japanese-language document

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Highlights



**Achieved operating profit of 11.1 billion yen,
6x that of the same period last year, by establishing a revenue base.
Accelerate growth with a view to record profits next fiscal year**

1 Proved the establishment of a robust revenue base

Consolidated operating profit increased 9.2 billion yen (6x) YoY to 11.1 billion yen

Structural reforms bore fruit, and four major companies, including RIZAP Inc., posted record profits. Consolidated profitability dramatically improved with the establishment of chocoZAP's profitability. The company's financial soundness also made a leap forward with higher net assets, establishing a solid management foundation that balances aggressive investment and stable returns. This is evidence of the transition to a re-growth phase.

2 Financial forecast for the next fiscal year

Operating profit for FY2027 expected to be in the 12-16 billion yen range, on track for record profits

Record-high profits are on track, centered on the consolidation of chocoZAP's earnings and profit growth at major subsidiaries, including RIZAP Inc. on a non-consolidated basis. Formulate range forecasts that reflect agile gym openings and investment scenarios, and unite as a group to achieve sustainable profit growth and maximize corporate value.

3 chocoZAP new growth strategy

Market expansion and LTV maximization by evolving chocoZAP Chapter 2 and strengthening overseas development

Expand untapped markets at once, centered on renewal of all gyms through gym redefinition. In addition to the full-scale launch of women-only gyms and the complete renewal of machines, services, and space, AI transformation (AX) will be promoted in earnest to accelerate LTV maximization by establishing a next-generation autonomous gym model. At the same time, we will strengthen our overseas operations, mainly in Hong Kong and Taiwan, to expand our global membership base.

Consolidated Results for FY3/26

01

Operating profit increased **Six-fold** yoy to **11.1** billion yen
 due to a strategic shift in emphasis to profitability.
 Recurring revenue was stabilized to establish a robust management foundation
 with a highly reliable earnings outlook at a record-high level.

Sales

171.1 billion yen **167.2** billion yen

Strategic shift
to focus on
profitability

FY 3/25

FY 3/26

Completed the transition to a
robust management foundation

Operating profit

11.1 billion yen

+9.2 billion yen
(**6** times)

1.9 billion yen

FY 3/25

FY 3/26

Significant progress in improving
profitability
Establishment of strong
management foundations

Final profit

1.44 billion yen*

6 times

0.26 billion yen

FY 3/25

FY 3/26

Improved profitability led to a
sharp increase in final profit. The
Group is in a phase of sustained
profit generation.

* After excluding the one-off extraordinary expenses of 5.9 billion yen, which is a special factor of debt forgiveness recorded in Q1, adjusted final profit is 7.3 billion yen.

RIZAP Inc. and four other major group subsidiaries achieved record profit (operating profit) chocoZAP business (RIZAP Inc.) grew rapidly to over 50% of the Group's operating profit.

RIZAP Inc. posts record profits for the first time in eight fiscal years

RIZAP Inc.: Operating profit YoY: **18x** Operating profit of RIZAP Inc. including chocoZAP

Over 50% share of operating profit

- RIZAP Inc., including the chocoZAP business, generates the majority of the Group's consolidated operating profit.
- Growing into a significant core business



Establishing a revenue base

- Completed building the foundation for re-growth by limiting gym openings for approximately 1.5 years

chocoZAP moves into Chapter 2 (re-growth phase)

- Based on this solid business foundation, expand the market and evolve into a Social Infrastructure in Healthcare model.

Three other subsidiaries also achieved record profits

REXT

- Operating profit YoY: **453%**
- Trading card and reuse businesses made great strides
- Profit growth due to control of SGA expenses

GORIN Packing

- Operating profit YoY: **157%**
- Growth in actual demand combined with the impact of foreign exchange rates resulted in strong sales of high-margin products at overseas subsidiaries

ISSHIN WATCH

- Operating profit YoY: **119%**
- Strong sales of luxury brand watches backed by strengthened sales network and customer base

Summary of Business Performance (IFRS)

(million yen)	End of (2025)	End of (2026)	YoY change	YoY (%)
Revenue	171,090	167,257	-3,833	97.8%
RIZAP-related business	49,728	46,608	-3,119	93.7%
Other business	124,160	120,360	-3,800	96.9%
Adjustment(such as internal transactions)	-2,798	288	+3,086	
Operating profit	1,882	11,086	+9,203	588.9%
RIZAP-related business	309	5,565	+5,255	1,796.1%
Other businesses	2,129	3,552	+1,423	166.9%
Adjustment(such as internal transactions)	-556	1,968	+2,525	
EBITDA^{※1}	24,355	33,373	+9,018	137.0%
Net profit^{※2}	264	1,440^{※3}	+1,176	545.5%

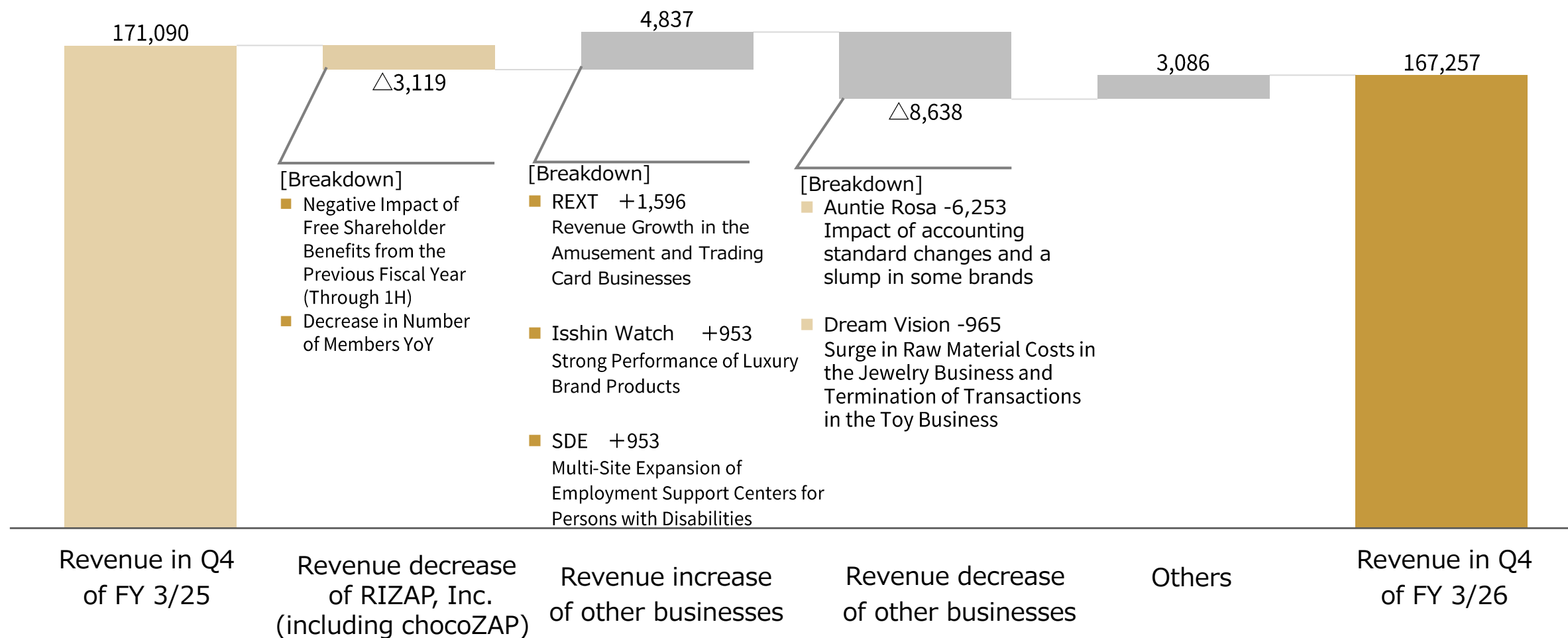
**Operating profit
YoY change
+ 9.2 billion yen
(6times)**

※1 : EBITDA is the sum of operating profit and "depreciation and amortization" disclosed in the consolidated statement of cash flows

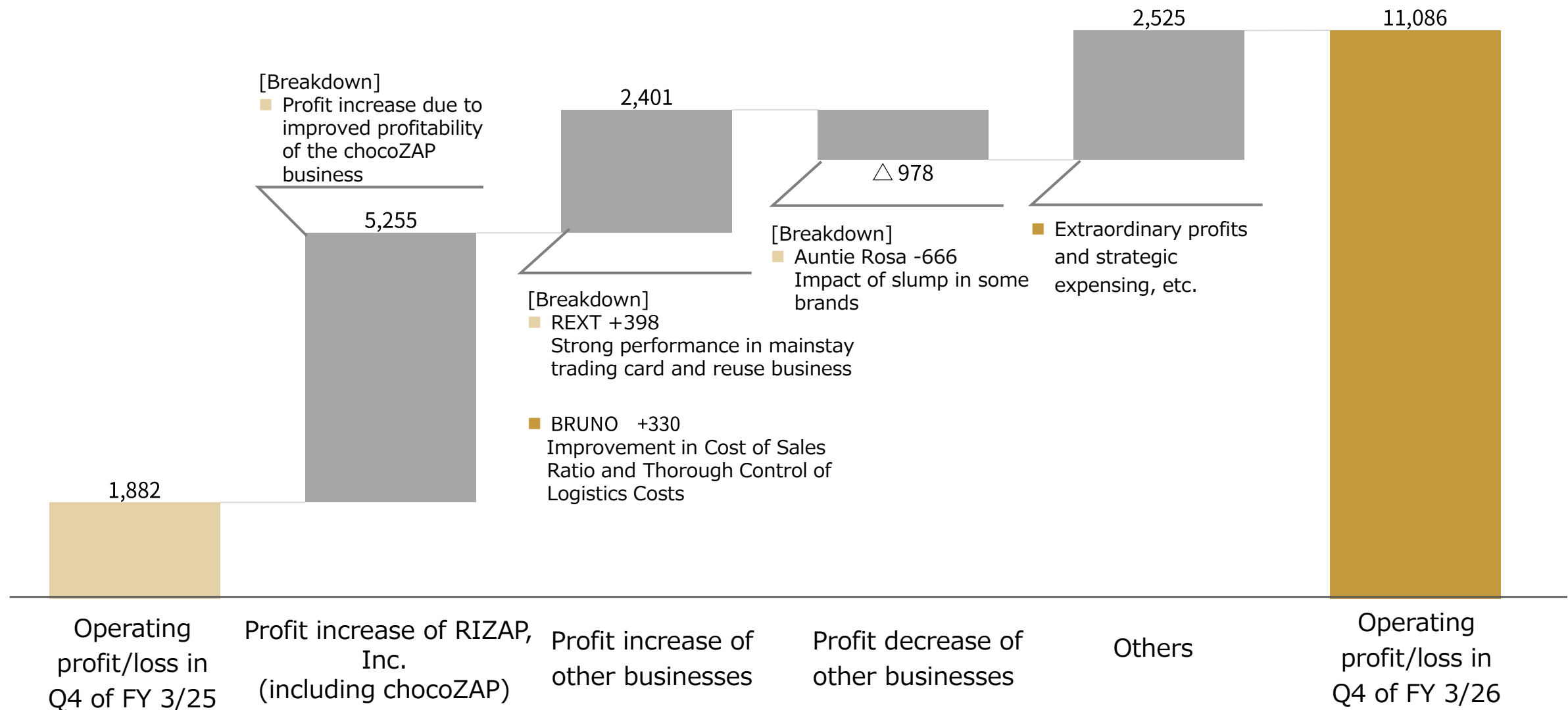
※2 : "Net profit" is profit attributable to owners of the parent

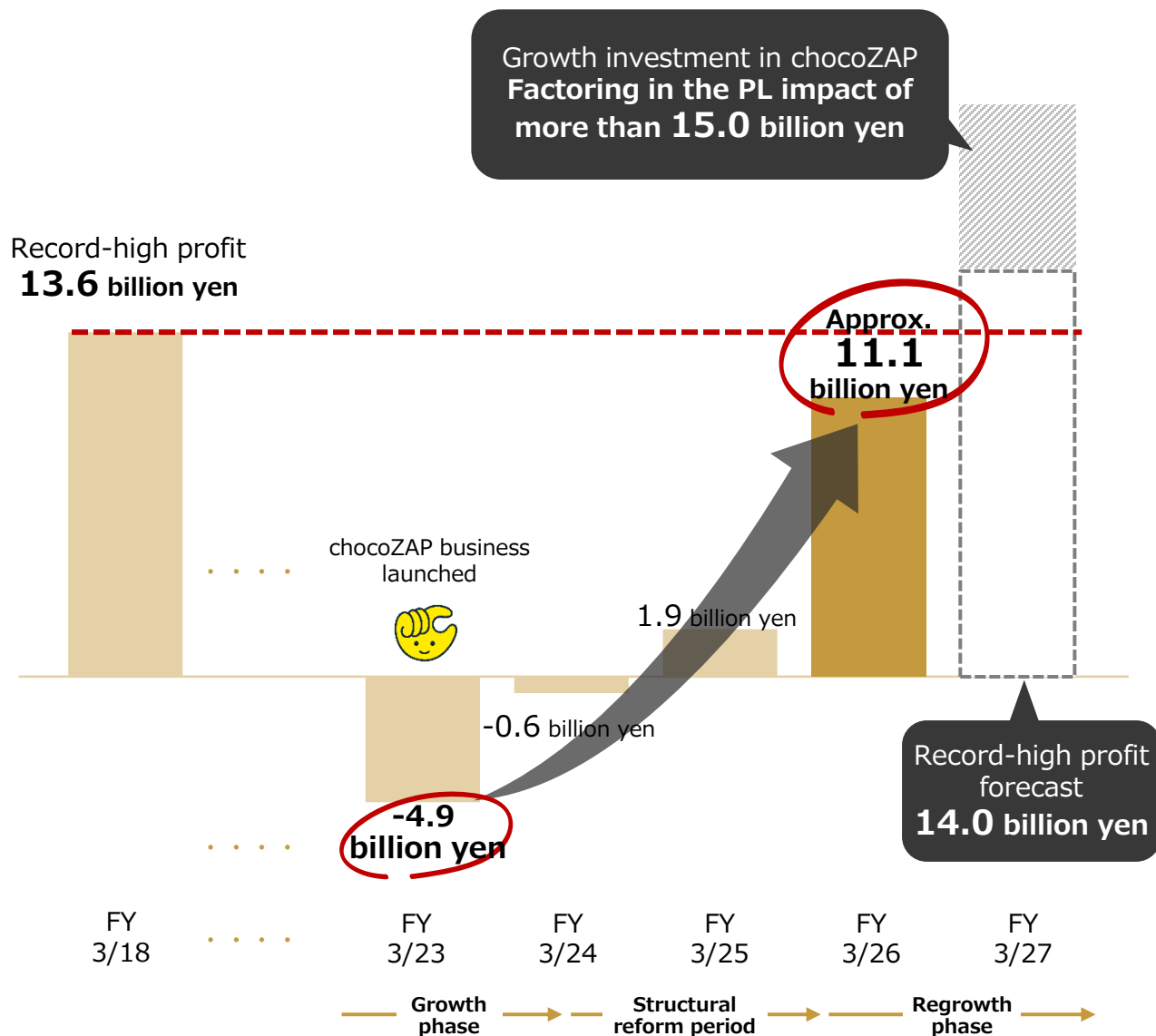
※3 : 4.1 billion yen in income taxes - deferred and 1.7 billion yen in gain/loss attributable to non-controlling interests, totaling 5.9 billion yen, which are associated with the debt waiver for RIZAP, Inc. announced on May 15

(million yen)



(million yen)





Through growth and structural reforms, consolidated operating profit achieved dramatic growth

Re-growth stage with record-high profits while making continuous investments of over 15 billion yen

(million yen)		Cumulative FY 3/25	Cumulative FY 3/26	前年差	YoY change
	Net sales	44,191	45,787	+1,596	■ In the Entertainment business, trading card and amusement business recorded large increases in sales and profit ■ Reuse Business recorded record profits due to thorough training to standardize customer service techniques
	Operating profit	452	1,120	+668	
	Net sales	21,152	21,230	+78	■ Steady increase in average customer spend and repeat purchases in corrective underwear and related businesses ■ Profit increased due to cost structure reforms, including optimization of advertising expenses and revision of store strategy
	Operating profit	395	580	+185	
	Net sales※ ¹	11,314	10,321	-993	■ Sales decreased due to the hot plate, our main product, moving into the mature phase and difficulty in capturing travel demand ■ Profitability improved due to an improved cost structure and cost containment in logistics and other areas.
	Operating profit	399	506	+107	
Y U M E T E N B O	Net sales※ ²	4,499	3,534	-965	■ Inventory turnover and cash flow improved significantly due to inventory reduction and closure of unprofitable stores in the apparel business ■ Opportunity losses in the second half of the period due to supply chain disruptions that resulted in shortages in procurement.
	Operating profit	-277	-385	-108	
	Net sales	4,201	5,155	+954	■ Accelerate multiple store openings of Revive, B-type business establishment for providing disabled people with employment opportunities ■ Sales and profits were solid due to growth in the number of users of Star Pilates, a fitness machine Pilates studio.
	Operating profit	98	71	-27	

*1 For BRUNO, where the fiscal year ends in June, figures for the Q3 of the fiscal year ending June 30, 2026 are listed

*2 Figures for Dream Vision are based on International Financial Reporting Standards (IFRS), while figures for the other five companies are based on Japanese GAAP

(million yen)	End of Mar.2025	End of Mar.2026	YoY change	Details	
Current assets	72,092	73,914	+1,822	Cash and cash equivalents	+9,009
				Inventories	- 4,140
				Assets held for sale	- 3,288
Non-current assets	97,434	89,565	- 7,868	Right-of-use assets	- 3,527
				Deferred tax assets	- 2,663
				Property, plant and equipment	- 2,123
Total assets	169,526	163,480	- 6,045		
Current liabilities	66,484	60,439	- 6,044	Increase(decrease) in trade and other payables	+588
				Interest-bearing liabilities	- 4,987
				Liabilities directly associated with assets held for sale	- 1,666
Non-current liabilities	40,618	38,481	- 2,137	Interest-bearing liabilities	- 2,546
				Other Financial Liabilities	- 297
				Provisions	+796
Total liabilities	107,103	98,921	- 8,181		
Total equity	62,422	64,559	+2,136		
Total equity and liabilities	169,526	163,480	- 6,045		

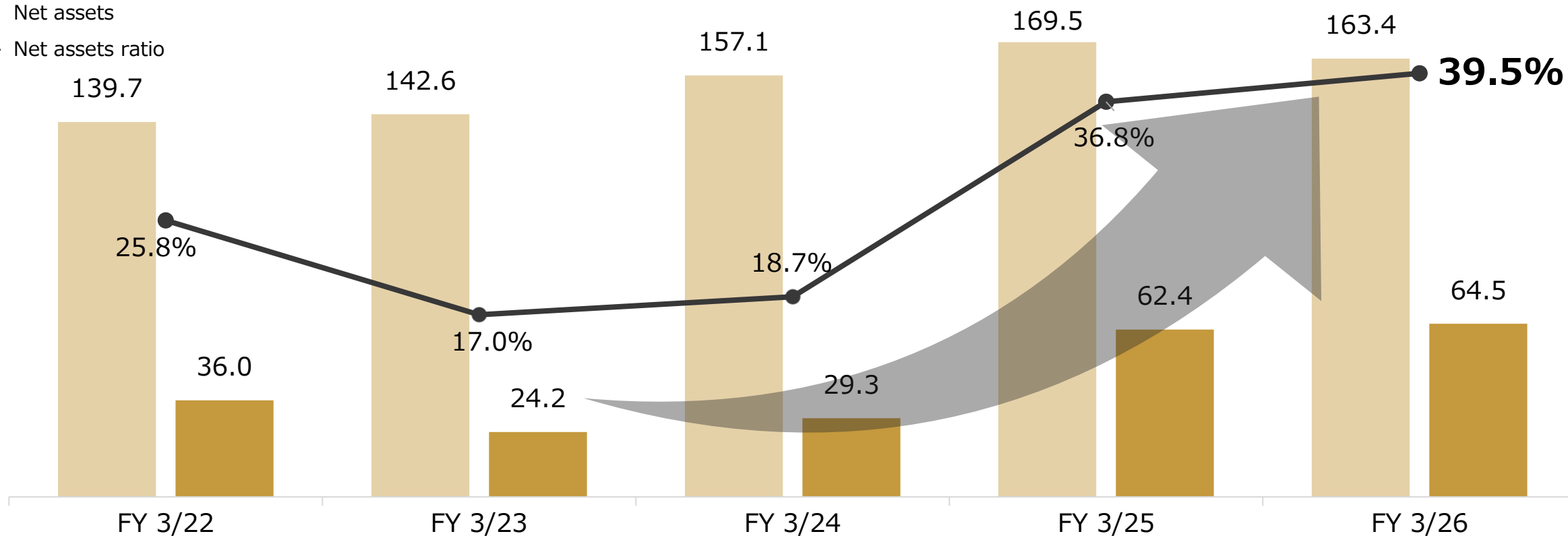
Net asset ratio reached a record high of 39.5%.
Dramatic improvement in financial soundness due to stronger profitability

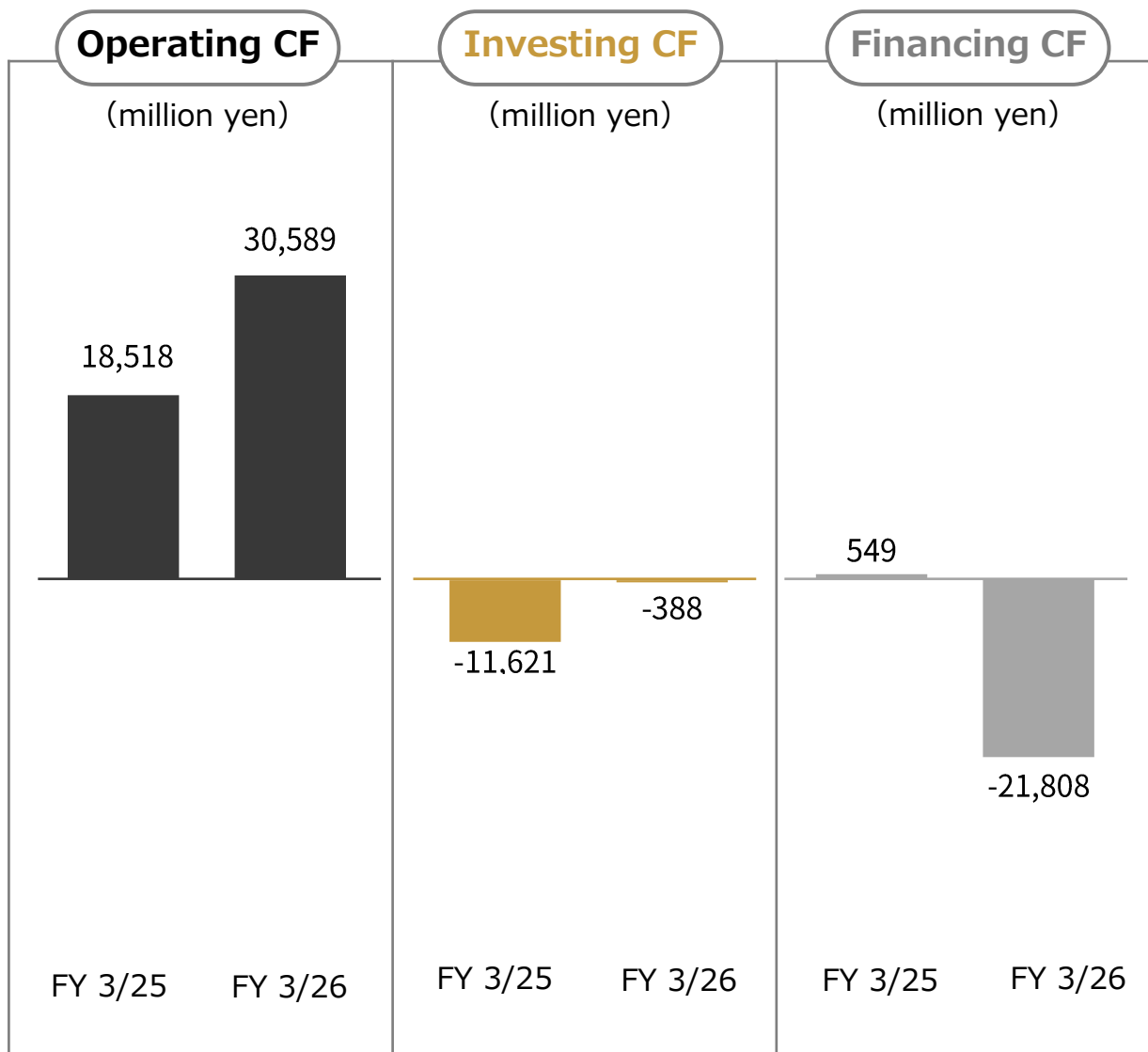
(Unit: billion yen)

■ Total assets

■ Net assets

● Net assets ratio





Operating cash flow: 30,589 million yen (+12,071 from the previous term)

- Depreciation and amortization +22,287million yen (-185)
- Profit Before Tax +8,128million yen (+9,624)
- Decrease (increase) in inventories +5,281million yen (+6,146)
- Decrease (increase) in trade and other receivables - 487million yen (- 419)

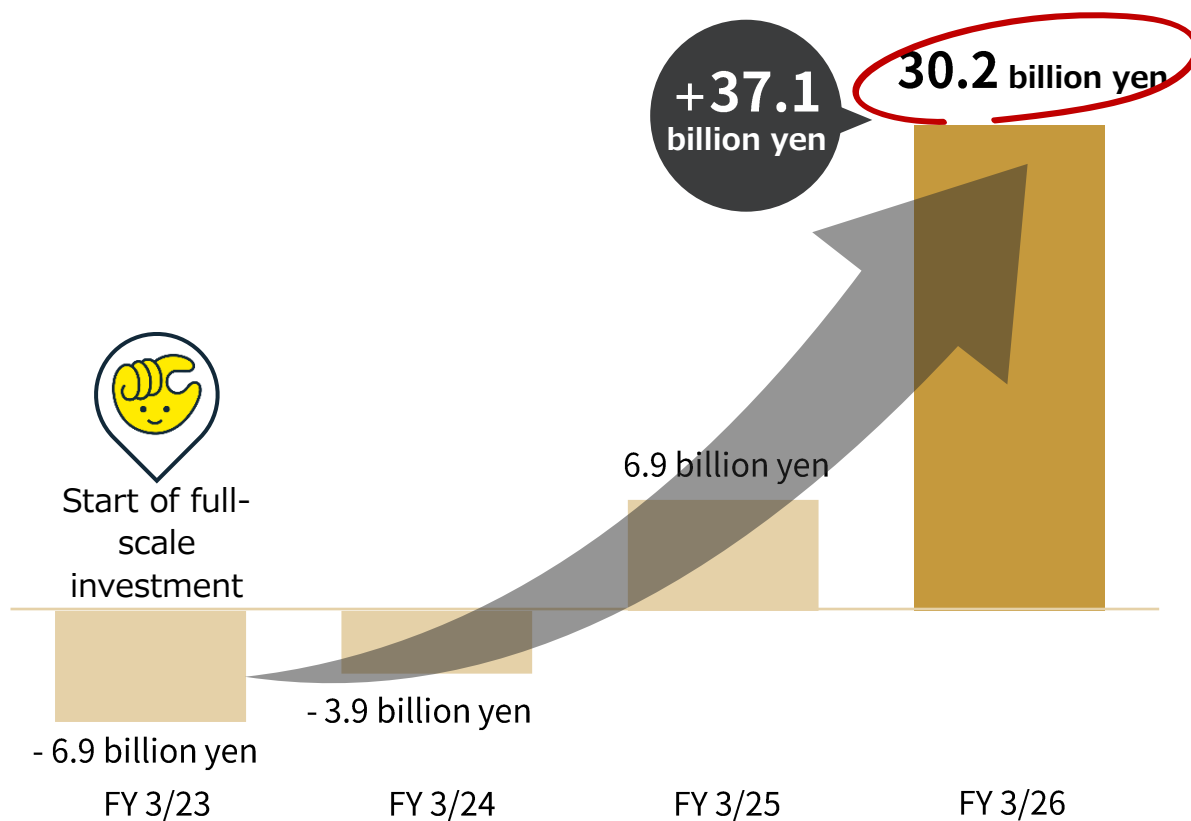
Investing cash flow: - 388 million yen (+11,233 from the previous term)

- Purchase of property, plant and equipment - 3,478million yen (+6,198)
- Payments for Leasehold Deposits and Guarantee Deposits - 660million yen (+97)
- Sale of investment securities +2,463million yen (+2,463)
- Proceeds from sale of shares of subsidiaries resulting in change in scope of consolidation +1,474million yen (+1,474)

Financing cash flow: -21,808 million yen (-22,357 from the previous term)

- Repayments of lease liabilities - 15,559million yen (+556)
- Repayments of long-term borrowings - 11,190million yen (- 1,650)
- Proceeds from long-term borrowings +8,331million yen (+251)

Consolidated FCF improved dramatically by **37.1** billion yen in three years.
 Achieved excess FCF of **26.3** billion yen.
 Maximize cash generation to achieve next growth with a solid financial base



Dramatic improvement in consolidated FCF

37.1 billion yen
 in 3 years

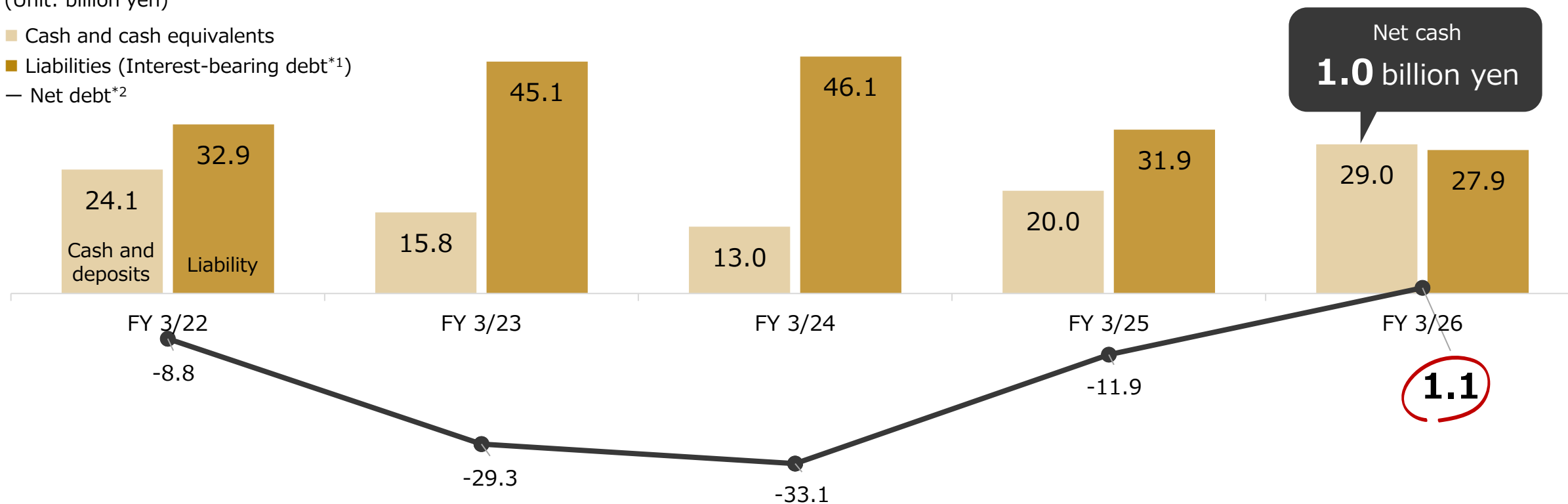
Achieved a total of
26.3 billion yen
 since the start of chocoZAP business

* Net FCF since FY 3/23, which is the sum of positive FCF (37.1 billion yen) for FY 3/25 and FY 3/26 minus the sum of negative FCF (10.8 billion yen) for FY 3/23 and FY 3/24

Achieved virtually debt-free management

(Unit: billion yen)

- Cash and cash equivalents
- Liabilities (Interest-bearing debt*¹)
- Net debt*²



*1: Interest-bearing debt is the amount of interest-bearing debt in the consolidated balance sheet less the impact of IFRS 16 in consolidated journal entries (IFRS 16 impact is included for certain subsidiaries that have adopted IFRS in their individual accounts). *2: Net debt is shown as a negative value. Positive value is net cash position.

Consolidated Forecasts For FY3/27

02

Responding to the changing external environment and ensuring profitable growth through a flexible gym opening strategy. Aiming for record profits while investing in new gym openings for chocoZAP and renovations of all existing gyms.

Operating profit and final profit may vary due to changes in the number of new gym openings and the amount of investment associated with the renewal of all gyms.

(100 million yen)		(100 million yen)	
FY 3/26		FY 3/27	change
Revenue	1,672	1,800	+128
Operating profit	111	120~160	+9~49
Net profit※	14	40~60	+26~46

Accelerate selection and concentration
Invest in growth areas and consider streamlining by
selling businesses in low-growth and low-profit areas

Overseas



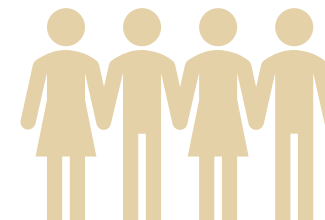
- Acceleration of chocoZAP's overseas expansion
- Strengthening overseas expansion such as BRUNO/GORIN Packing

New business



- Investments related to the launch of RIZAP Build, Inc.
- Pursue synergies and strategic M&A, including business acquisitions and divestitures

Productivity and cost



- Productivity improvement and optimal resource allocation through the use of AI

Focus on growth investment in chocoZAP Chapter 2

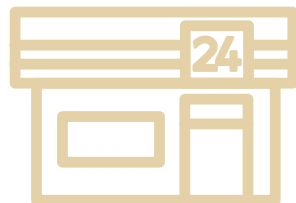
Promote concentrated investment in growth areas, centered on the chocoZAP business, building on the proved earnings base in FY3/26

Scale of growth investment



Over **15.0**
billion yen

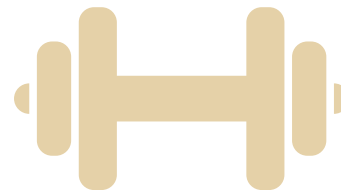
Investment in opening new gyms



Up to **800** gyms

- Domestic 650
- Overseas 150

Capital investment



Renewal of all existing gyms

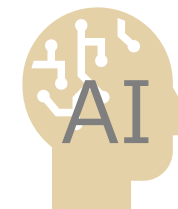
- Major expansion of machines and services
- Pursuit of comfort in interior design

Women-only gyms are now in full swing.

- Up to 300 new gyms to be opened this fiscal year*.

* The number of gyms will be determined based on the results of test marketing.

Investment in AX



AI gym manager

Realization of fully autonomous gyms

* AX: Abbreviation for AI transformation
Transforming business through the use of artificial intelligence (AI).

chocoZAP Business Status

03



KPI Trends

Membership also on an upward trend due to full-scale resumption of investment in gym openings (directly managed and franchise) and highly efficient investment in advertising and publicity

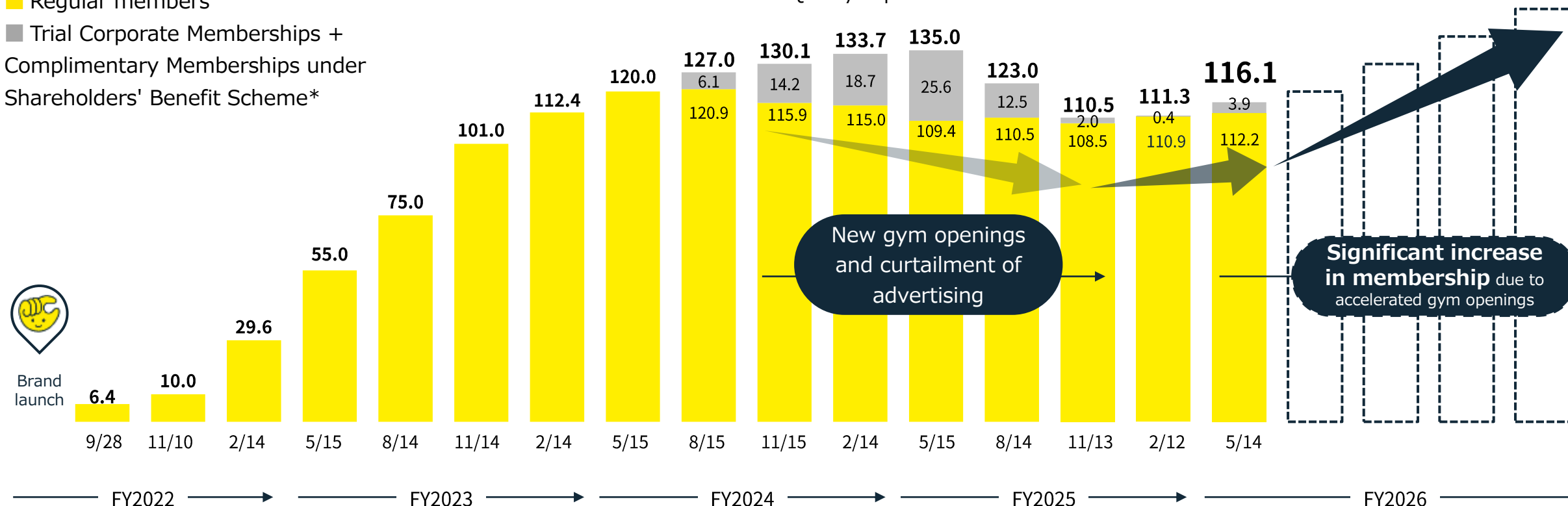
(Unit: million)

■ Regular members

■ Trial Corporate Memberships + Complimentary Memberships under Shareholders' Benefit Scheme*

Future policies [Strengthening retention by increasing satisfaction]

- Intensive implementation of increased machines and gym quality improvement
- Quality improvement drives the retention of new members

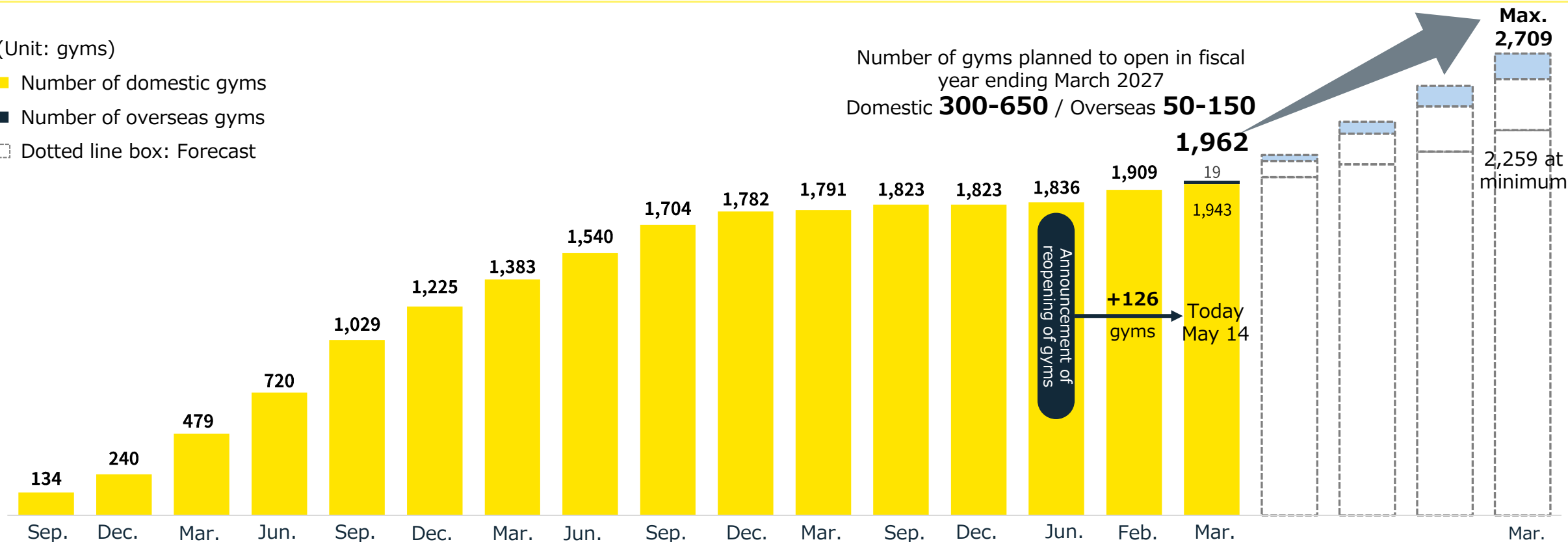


*: Complimentary Memberships under Shareholders' Benefit Scheme are based on the shareholder benefits as of March 31, 2024. There will be no free benefit members after January 2026 due to changes in the shareholders' benefit scheme as of March 31, 2025.

Re-accelerating gym openings with a dual model of direct management + franchise to achieve 8,000 domestic gyms
Expanding gym openings overseas, especially in Hong Kong and Taiwan, which are also performing well

(Unit: gyms)

- Number of domestic gyms
- Number of overseas gyms
- Dotted line box: Forecast



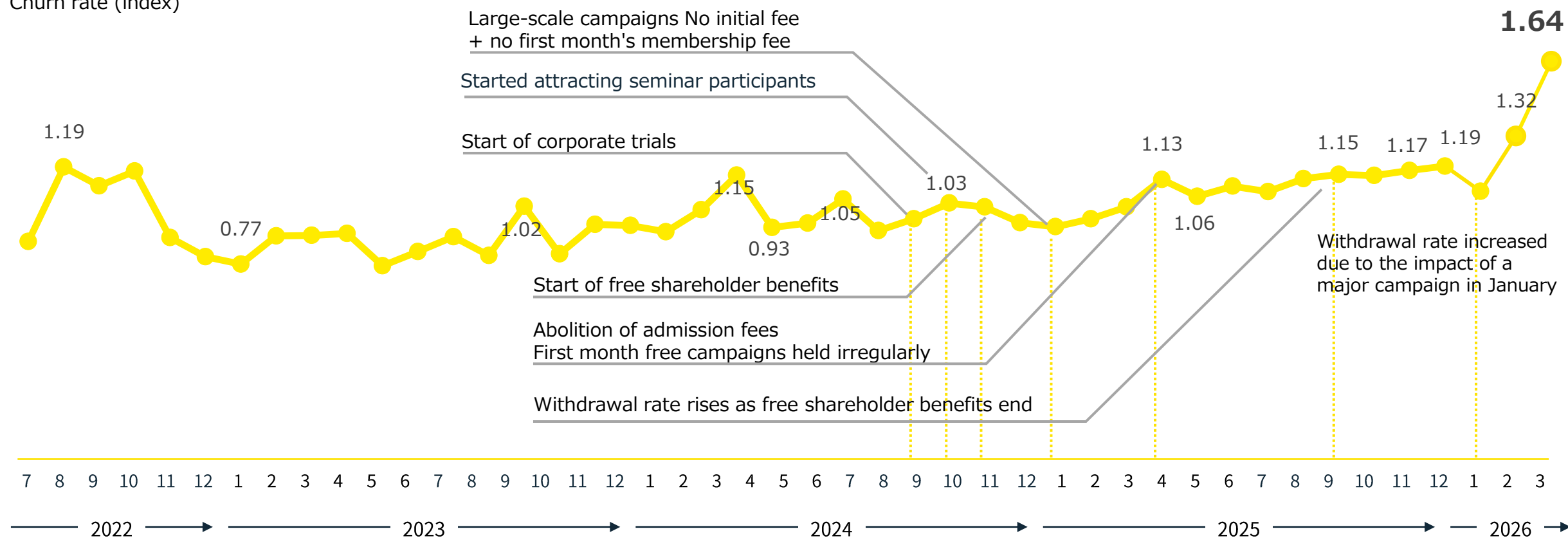
— FY2022 —→ — FY2023 —→ — FY2024 —→ — FY2025 —→ — FY2026 —→ —

* Prior to Jun. 2023, we count the gyms with the former gym names other than chocoZAP among the total number of chocoZAP gyms

*: Gym closures in Q2 of the fiscal year ending March 2026: 1 gym (due to owner's reasons)

Campaign implementation achieved record efficiency in attracting customers
A temporary increase in churn rate due to the rebound is expected.
Further improvement of business efficiency by increasing gym value

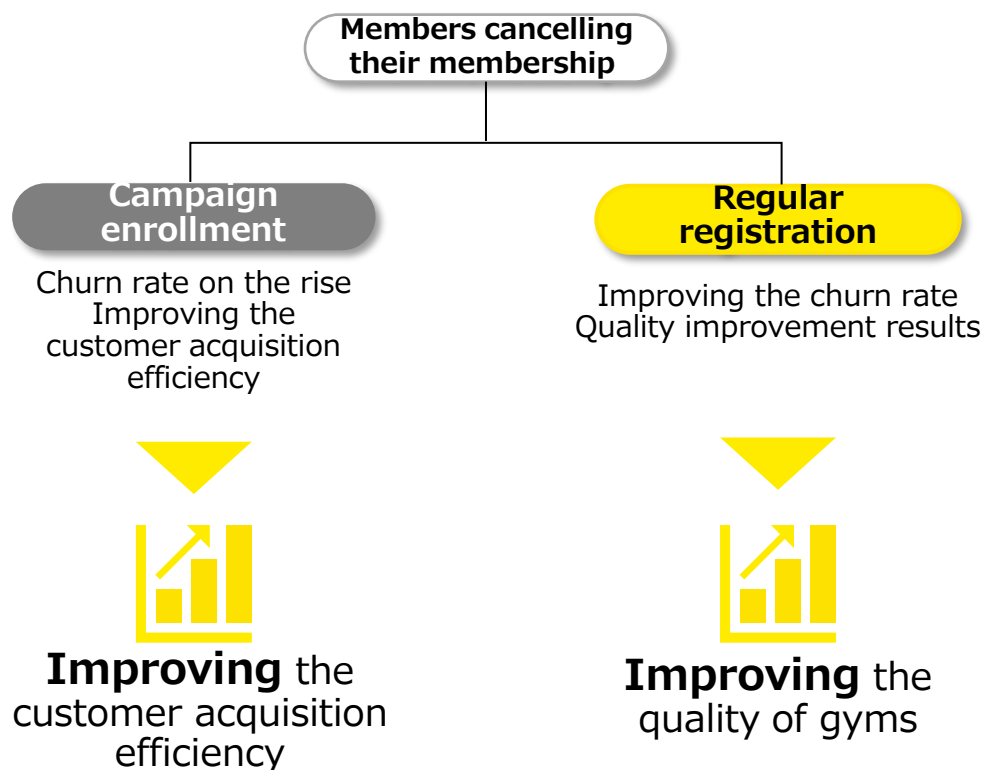
Churn rate (index)



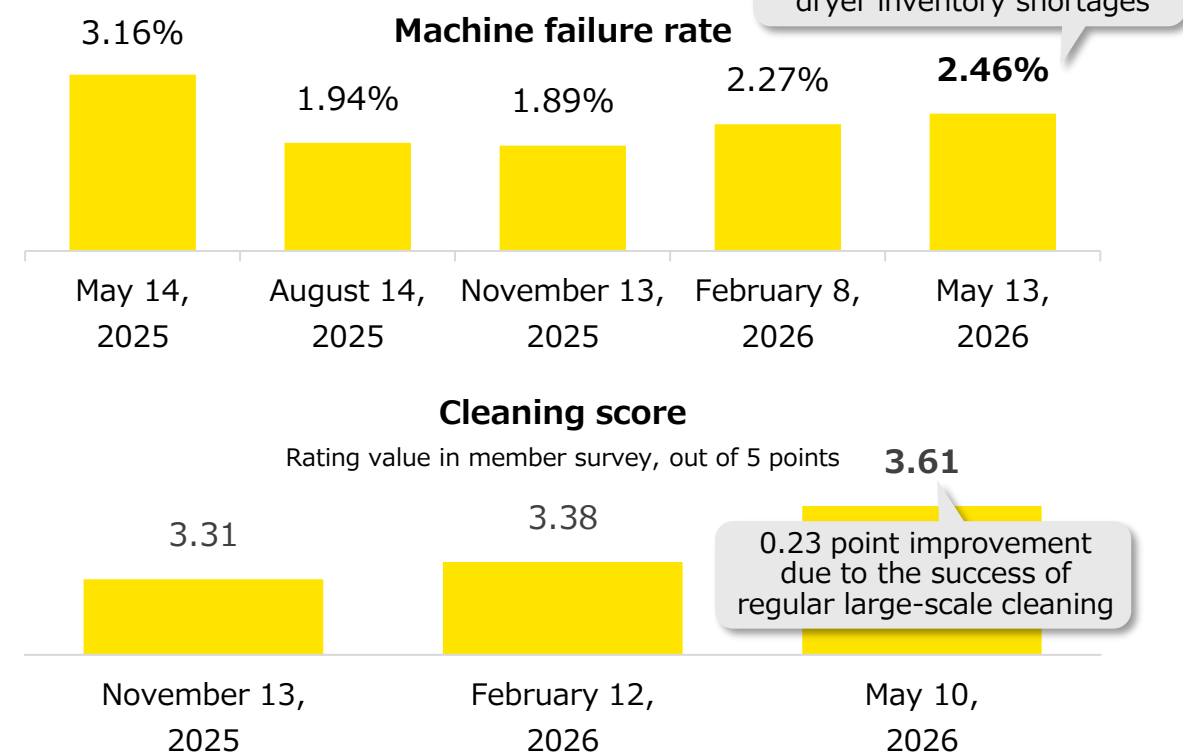
* Value determined by dividing the number of members cancelling their membership each month (including members with paused memberships) in each month by the number of active members as of the last day of the previous month (including members with paused memberships). Figures are expressed as changes from July 2022, which is indexed to 1.00

Although a certain amount of membership withdrawals will occur at the end of the free period, this will be outweighed by the profit boost from increased advertising cost efficiency.
Prioritize quality (profit) over quantity (number)

Churn Rate Structure and Breakdown



Quality indicators

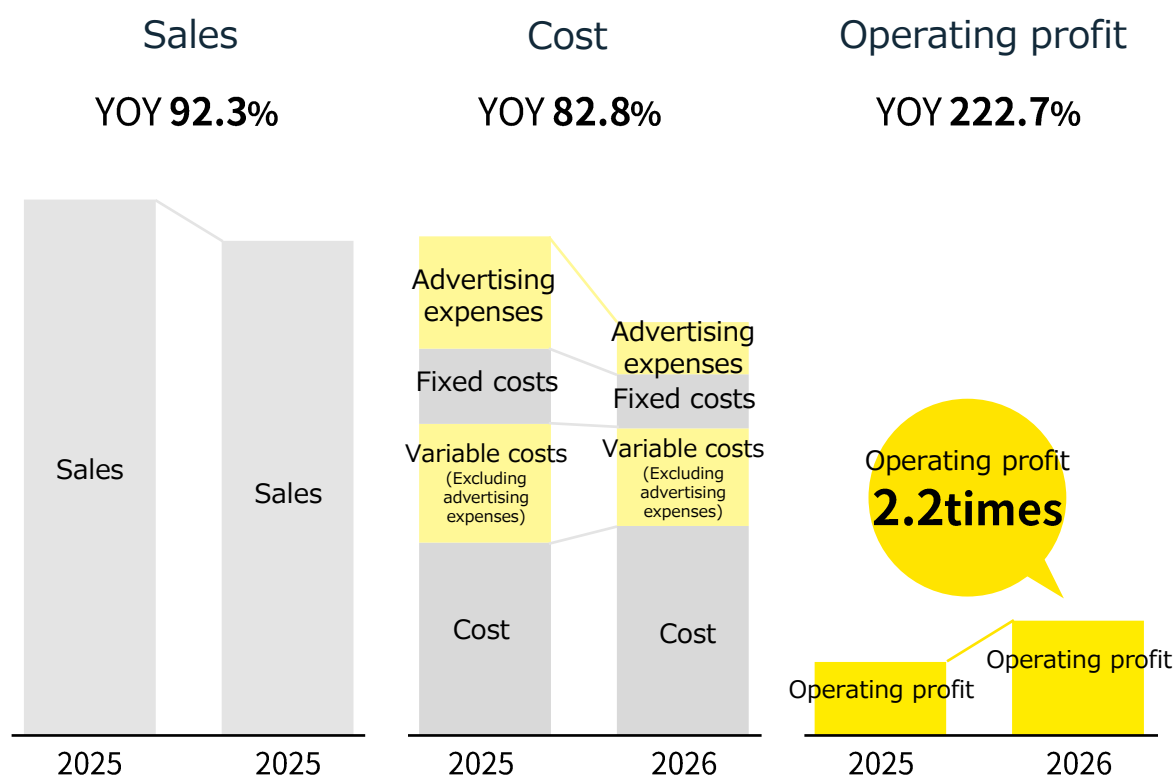


* Machine failure rate is the failure rate for the total number of fitness machines. This differs from the failure rate in the Gym Health & Hygiene Tracker!

* This is an average of all chocoZAP gyms in Japan and failure conditions vary from gym to gym.

After a year and a half of rebuilding the revenue base, a highly efficient model was established that significantly lowered the break-even point. Going forward, we will both accelerate gym openings and aggressively invest in machines and services, and enter a stage of profitable re-growth.

Full-year Earnings structure of chocoZAP-related businesses for FY3/26 (YoY)



YoY

Advertising expenses
46.2%
(53.8% reduction)

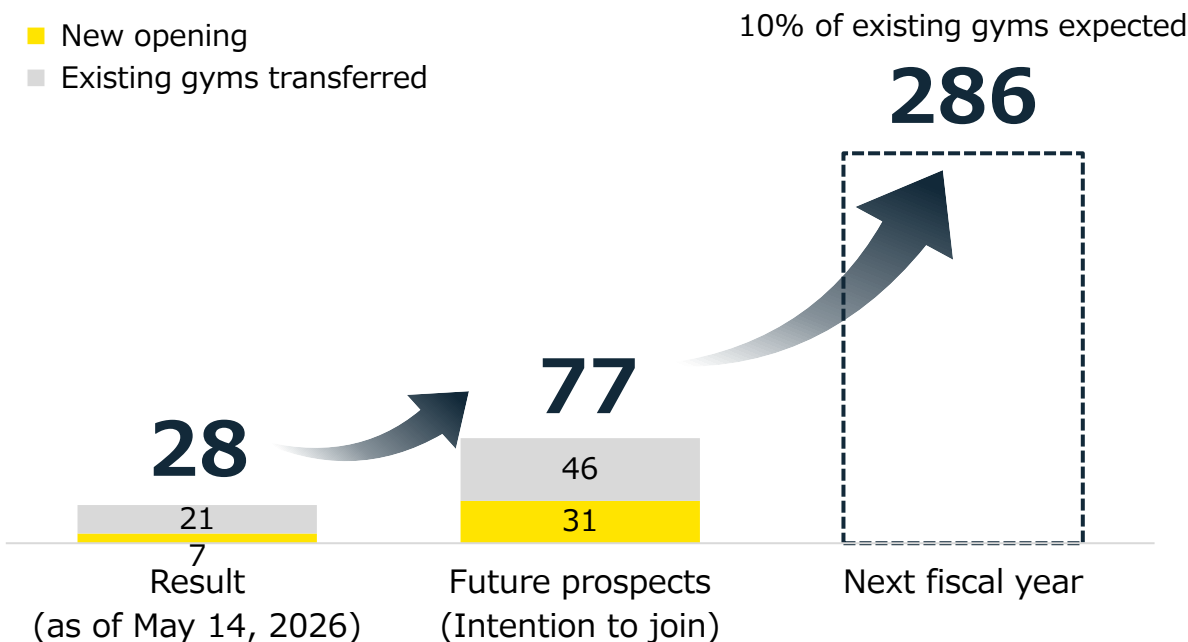
Fixed costs
72.0%
(28.0% reduction)

Variable costs
(Excluding advertising expenses)
82.3%
(17.7% reduction)

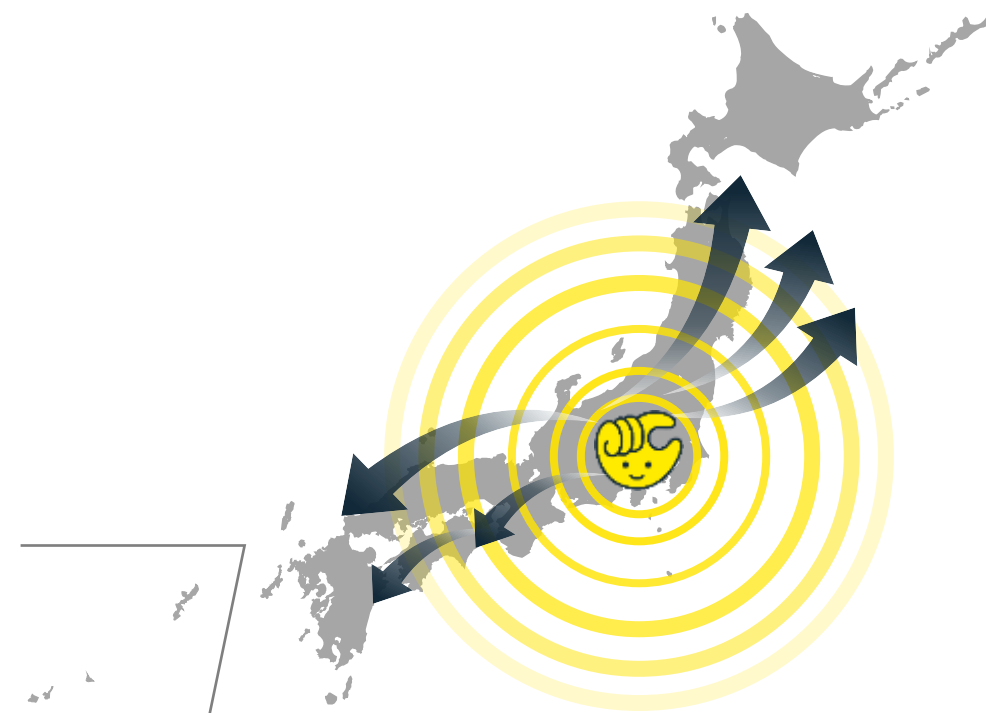
News

- Maximize acquisition efficiency by controlling admission hurdles as targets shift from the apparent to the latent segment.
- Continued to make a positive contribution to PL by realizing cost improvements that are more than enough to absorb discount losses and increased membership withdrawals
- Significant efficiency improvements in fixed costs as a result of systemization (labor / packing freight / head office expenses, etc.)
Going forward, common costs (head office personnel expenses, advertising expenses, etc.) per gym will decline as the number of gyms expands
- Transition to a gym operating model that combines in-house production, AI utilization, and cost efficiency (supplies expenses / subcontracting costs, etc.)

With overwhelming franchise demand, new gym openings as well as transfers are on the rise. From a localized development, the Company entered into a full-scale expansion phase that rapidly spread to all of Japan.



Rapid increase in the ratio of new gym openings and establishment of an organic growth cycle

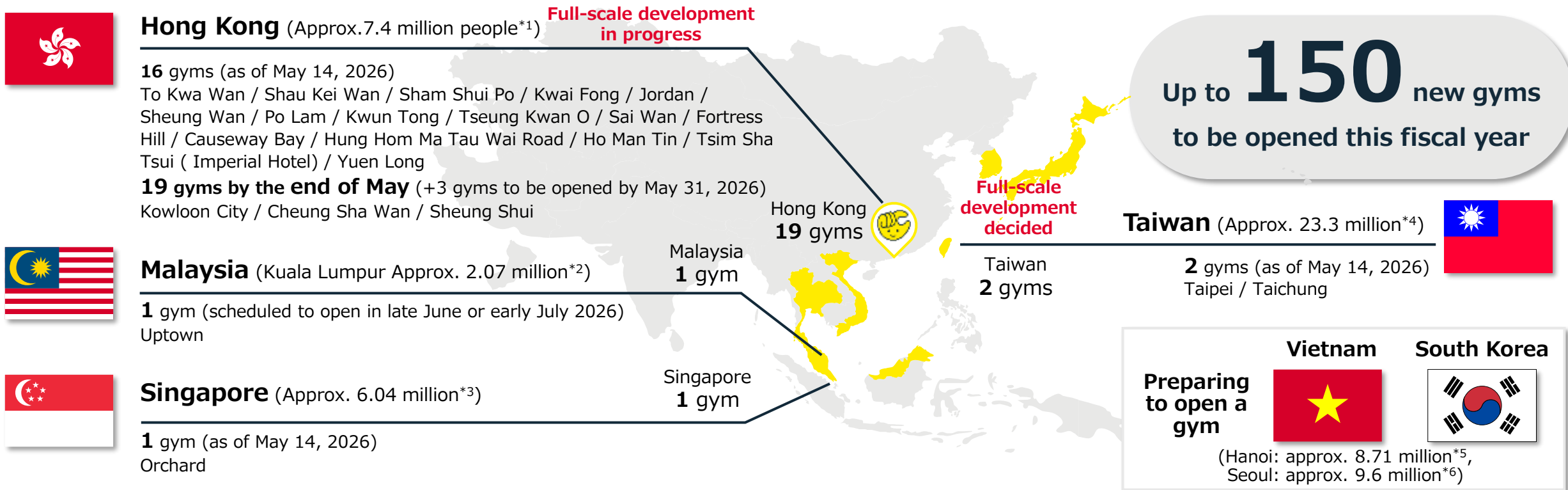


- From demonstration in a specific area (point) to nationwide coverage (area)
- Hybrid development of directly managed + franchise rapidly spreading from major cities nationwide to local commercial areas

Overseas



Expanding the winning pattern in Hong Kong throughout Asia
In addition to Hong Kong, where we are in full-scale development,
we will open up to 150 new gyms this fiscal year, mainly in Taiwan, which is performing well.



*1: Ministry of Foreign Affairs, 2021<https://www.mofa.go.jp/mofaj/area/hongkong/data.html>

*2: JETRO, 2024https://www.jetro.go.jp/world/asia/my/basic_01.html

*3: Ministry of Foreign Affairs, 2024<https://www.mofa.go.jp/mofaj/area/singapore/data.html>

*4: Japan-Taiwan Exchange Association, 2025<https://www.koryu.or.jp/publications/knowledge/>

*5: JETRO, 2024https://www.jetro.go.jp/world/asia/vn/basic_01.html

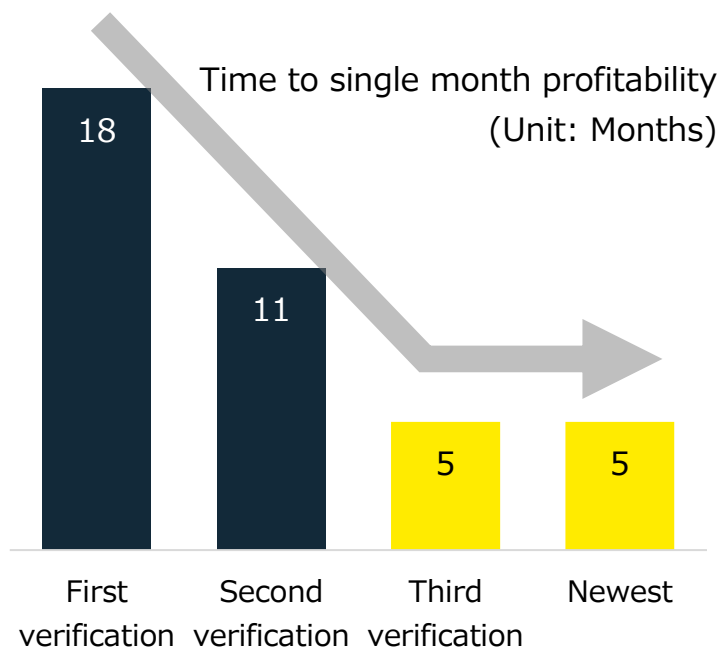
*6: SEOUL METROPOLITAN GOVERNMENT, 2025

<https://japanese.seoul.go.kr/%E3%82%BD%E3%82%A6%E3%83%AB%E3%81%AB%E3%81%A4%E3%81%84%E3%81%A6/%E3%82%BD%E3%82%A6%E3%83%AB%E3%81%AE%E6%84%8F%E5%91%B3/4-%E4%BA%BA%E5%8F%A3/> (All data above was last confirmed on May 14, 2026.)

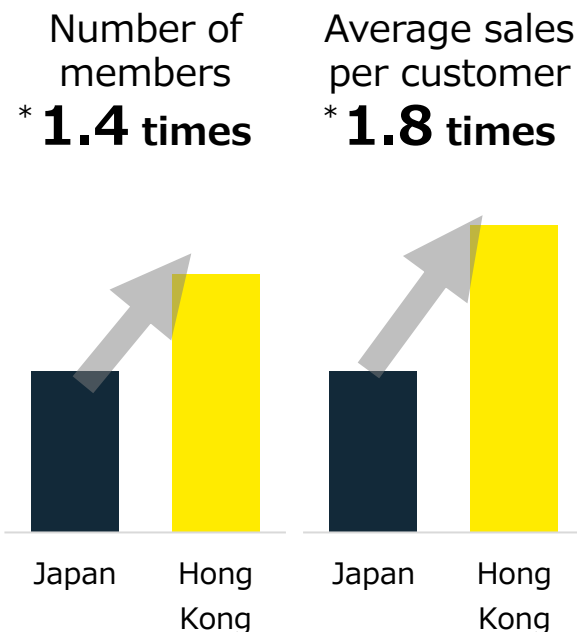


**Lifestyle-based all-inclusive model has been successful,
achieving **2.5** times more profitability than in Japan.
Full-scale launch immediately to solidify the foundation to become Asia's No. 1 chain**

**Third verification gyms
Achieved single month
profitability in 5 months**



**Hong Kong success model completed
2.5 times more
profitable than Japan**

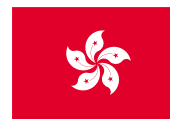


**Hong Kong
Accelerate full-scale
development**

**Hong Kong to open up to
100 gyms this fiscal
year**

**Full-scale start
immediately**

* Figures calculated by comparing the average performance of two gyms opened after the monthly membership fee price revision in Hong Kong (after September 2025) with the performance of four gyms opened in July 2025 in Japan after six months.

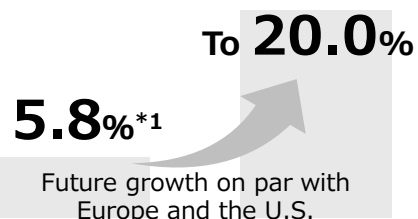


Sweep the high-unit-price Hong Kong market with low-priced, multifunctional models Dramatically increase fitness participation rates and tap the potential of 500,000 people

Hong Kong's market and growth potential

Estimated at 50% fitness share in Hong Kong

Fitness participation rate



Potential for gym openings

More than
500 gyms^{*2}

Potential for members

500,000 people^{*3}
or more

*1: 2020 IHRSA Global Report THE STATE OF HEALTH CLUB INDUSTRY
(Last confirmed on May 14, 2026) <https://runrepeat.com/gym-industry-statistics>

*2: Approximately 1,000 members per gym in Hong Kong chocoZAP.
Number of gyms calculated by dividing 1 million of *3 by 1,000

*3: The number of participants when the fitness participation rate in Hong Kong reaches 20% minus the current number of participants.

Strong background specific to Hong Kong

Extreme narrow living environment

Highest housing costs in the world. The number of young adults and singles who cannot afford a study, laundry, or relaxation space has increased dramatically.

High degree of external dependence

Because of the small size of the houses, the cultural necessity to outsource living functions (use of third places) is stronger than in Japan.

Highly efficient dominant

The population is super dense in a small area. Extremely high efficiency in attracting customers per gym, and easy to accelerate the development of dominance.

chocoZAP, an all-inclusive subscriber gym

Creating a potential market with overwhelming cost performance

Monthly market price of each service in Hong Kong^{*4} vs. chocoZAP monthly

Total amount of individual services

Over 72,000 yen

Fitness gym (12,000-20,000 yen)

Massage (6,000-10,000 yen)

Workspace (30,000-60,000 yen)

Laundry (8,000-12,000 yen)

Esthetics (16,000-30,000 yen)

VS

chocoZAP Hong Kong

1 / 14

Monthly amount

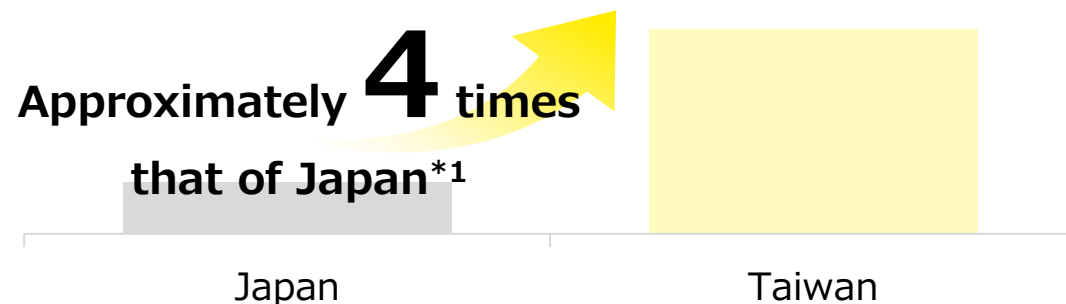
**Less than
5,000 yen**

*4: Calculated based on publicly available prices for each specialty chain (Anytime Fitness, WeWork, Red MR, etc.) in downtown Hong Kong and consumer spending data from the Hong Kong Government's Statistics Department (C&SD), converted to a monthly basis based on standard usage of about once a week. Calculated at 1HKD=19.3 yen.



Taiwan: Full-scale development is decided Unparalleled initial response and a huge untapped market

Average number of members
after 1 month of opening



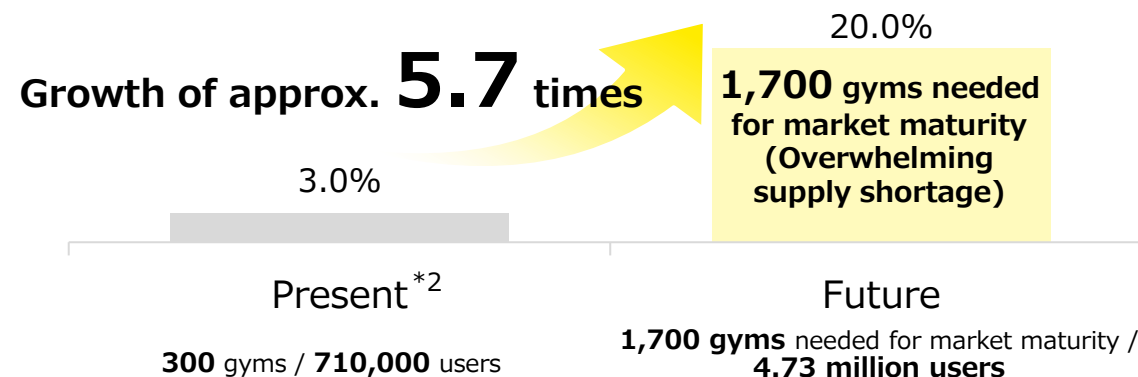
*1: Comparison of the number of members between Japanese and Taiwanese gyms that have been open for more than 6 months

About twice as much space as in Japan

Popular services such as karaoke, massage chairs,
and esthetic salons are in high demand.



Expansion of fitness participation
rate in Taiwanese market



*2: 2020 IHRSA Global Report THE STATE OF HEALTH CLUB INDUSTRY (Last confirmed on May 14, 2026)
<https://runrepeat.com/gym-industry-statistics>

Growth potential of chocoZAP

Estimated fitness market share at 50% in Taiwan

More than
1,000
gyms

More than
2.36
million people

Plans to open
10 gyms in
central city in
the near future

Growth Strategy for chocoZAP Business

04

Giving more freedom to exercise. Making health more accessible

We are committed to taking these everyday expectations from Japan to the world



Ciao! Nuovo fitness!

Bonjour! nouveau fitness!



Hola! nuevo fitness!

你好！新健身！



chocoZAP
JAPAN



Hello! new fitness!

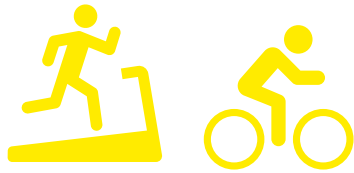


Xin chào! Thể dục mới!



※Tests are performed at affiliated medical institutions. chocoZAP does not provide any medical treatment.

From Fitness Gym to Social Infrastructure in Healthcare Industry, chocoZAP's CSV Strategy evolves beyond mere health promotion to an infrastructure that solves social issues (medical expenses, regional decline)



Phase 1 Fitness Gym

Contributing to the establishment of exercise habits

- Launching chocoZAP
- Reaching out beyond the traditional fitness gym to a segment of the population that has never exercised before
- Established as a CSV business model through the maintenance and improvement of mental and physical health



Phase 2 Wellness Platform

Preventive medicine & Regional revitalization

Contribution to society as a platform

- Eliminating vacant zones through franchise and municipal partnerships
- Optimizing medical expenses by aiming for good health
- Increased number of gyms will increase the number of consumers in each region and support members, thereby expanding the stakeholders.



Phase 3 Social Infrastructure OS

Penetrating part of the social system

- Unstaffed operating ecosystem × Regional co-creation model permeates
- Revitalizing depopulated and idle land into health hubs
- Connecting medical care and the community, chocoZAP will become a health infrastructure that supports society as a whole.

chocoZAP as Social Infrastructure

—Generating 2 Trillion in Annual Economic Value via 8,000 Stores & 4 Million Members Supporting the Japanese Economy through Both Medical Cost Optimization and Productivity Enhancement

Current issues

Nursing care expenses **12** trillion yen* ※1

Medical expenses **49** trillion yen* ※2

Economic losses due to mental illness **7.6** trillion yen* ※3

Effects of exercise

Effect (1) Nursing care ratio - **20**%※4

Effect (2) Annual medical expenses per head - **58,000** yen*5

Effect (3) Number of days of mental illness - **4.8**%※6

chocoZAP's economic impact

Economic effects of exercise **2** trillion yen per year

Approx. **2** trillion yen per year

(1) Effect of curbing nursing care costs: Approx. 1.6 trillion yen per year*7 *8

(2) Reduction in medical expenses: Approx. 232.0 billion yen per year*9

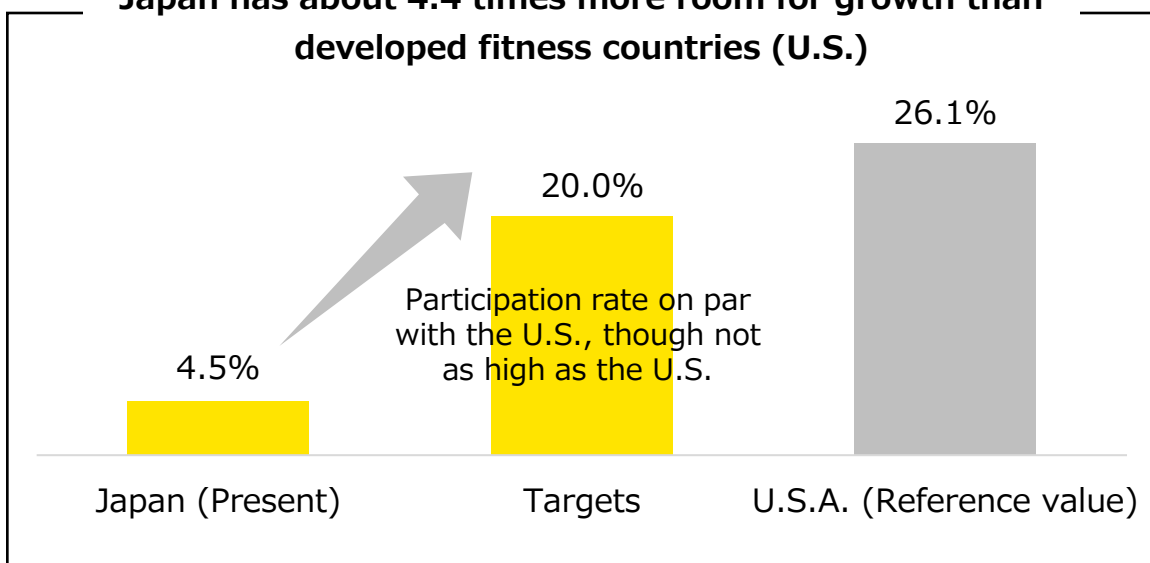
(3) Economic effect of productivity improvement: Approx. 147.8 billion yen per year*10

*1: Ministry of Health, Labour and Welfare, "Overview of 2024 Statistics About Nursing Care Benefits, etc." <https://www.mhlw.go.jp/toukei/saikin/hw/kaigo/kyufu/24/dl/03.pdf> *2: Ministry of Health, Labour and Welfare, "Overview of National Healthcare Expenditure FY2023" <https://www.mhlw.go.jp/toukei/saikin/hw/k-iryohi/23/dl/R05kekka.pdf> *3: Joint research by Yokohama City University, University of Occupational and Environmental Health, Japan, and others, "Effects of Mental Illness: 7.6 trillion yen in annual productivity loss - estimated to be equivalent to 1.1% of GDP," June 13, 2025. <https://www.Yokohama-cu.ac.jp/news/2025/20250611hara.html> *4: Chiba University, "The effect of frequency of social participation by type on care prevention!?" https://www.jages.net/project/industry-government/opera/?action=common_download_main&upload_id=18182 *5: Ministry of Land, Infrastructure, Transport and Tourism, "Relationship between Healthy Longevity and Exercise/Sports," February 9, 2017. https://www.mlit.go.jp/pri/kouenkai/syousai/pdf/b-170308_1.pdf (P4) Calculated the average difference in annual medical expenses between those who took less than 5,000 steps and those who took more than 9,000 steps for each age group from 55 to 75 years old. *6: Chekroud SR, et al. "Association between physical exercise and mental health in 1·2 million individuals in the USA between 2011 and 2015", The Lancet Psychiatry, 2018 [https://www.thelancet.com/journals/lanpsy/article/PIIS2215-0366\(18\)30227-X/abstract](https://www.thelancet.com/journals/lanpsy/article/PIIS2215-0366(18)30227-X/abstract) *7: The average total cost of nursing care is approximately 5 million yen per person (Reference: Asahi Mutual Life Insurance Company, "What is the average cost of nursing care and the average length of nursing care?" <https://anshinkaigo.asahi-life.co.jp/activity/kaigo/column10/01/>). Based on *4, the preventable amount per person is approximately 5 million yen x 20% = approx. 1 million yen. Assuming that 40% of chocoZAP members are 40 years old or older and targeting this group, the effect of reducing nursing care costs would be 1.6 million people (4 million members x 40%) x 1 million yen = approx. 1.6 trillion yen. *8: This refers to the total lifetime cost of nursing care. *9: Estimated annual effect of reducing medical expenses by multiplying 58,000 yen in *5 by 4 million people (approx. 232 billion yen). *10: Economic effect of increased productivity: 192,000 people (4 million people x 4.8%) x 770,000 yen = total annual amount of approximately 147.8 billion yen. Regarding the percentage of 4.8%: January 15, 2025, Ministry of Health, Labour and Welfare, Study Group Materials on Promotion of Future Measures for Mental Health and Medical Welfare (P2) The total number of patients with illnesses was about 6,030,000. If the total population of that year (2023) which was 124,352,000 is used as the denominator, the illness rate was 4.8%. This figure is multiplied by 4 million people, and then the loss amount in *3 is applied to obtain the estimate. Reference | Current State of Mental Health, Medical Care, and Welfare: <https://www.mhlw.go.jp/content/11121000/001374464.pdf> e-Stat, Portal Site of Official Statistics of Japan: <https://www.stat.go.jp/data/jinsui/2023np/index.html>

chocoZAP Chapter 2 — Dramatic Market Expansion

Fitness participation rate from 4.5% to 20.0%, one of Japan's largest social infrastructure initiatives

Japan has about 4.4 times more room for growth than
developed fitness countries (U.S.)



- Target fitness population: **24.9 million**^{*1}
- chocoZAP membership target: **4 million**
(to an overwhelming No. 1 market share of 16%)
- Number of chocoZAP gyms in Japan: **8,000 gyms**^{*2}
(Gym opening potential + 6,057 gyms)

**With the slogan, “Giving more freedom to exercise. Making health more accessible.
We are committed to taking these everyday expectations from Japan to the world,”
chocoZAP aims to increase Japan’s fitness participation rate to 20%.**

Source of fitness participation rate (Japan) Health & Fitness Association. (September 16, 2024). Global Health and Fitness Industry Poised for Further Expansion. <https://www.healthandfitness.org/global-health-and-fitness-industry-poised-for-further-expansion/> (U.S.) Fitness participation rate: Health & Fitness Association. (April 9, 2026). 81 Million Americans Were Members of a Fitness Facility in 2025, New HFA Report Finds <https://www.healthandfitness.org/81-million-americans-were-members-of-a-fitness-facility-in-2025-new-hfa-report-finds/> (Last confirmed date for both is May 14, 2026.)

*1: Estimated based on the Japanese population as the fitness participating population when the fitness participation rate in Japan grows 4.44 times from 4.5% to 20.0%

*2: Subject to change depending on future external environment and financial conditions

Accelerate gym opening strategy to support chocoZAP's growth

Up to 350 gyms to be opened in white spaces, including underpopulated areas,
and up to 300 women-only gyms, for a total of up to 650 gyms in Japan

Expanding the potential for new gym openings from the initial projection of

Population density Unit: person/Km² **5,000** persons/km² to **50** persons/km², pushing the boundaries of growth

Toshima Ward 22,762

Initial standard assumption 5,000

Population density less than 5,000

Inuyama City

948

Steady

Kisosaki Town

373

Success

Azumino City

289

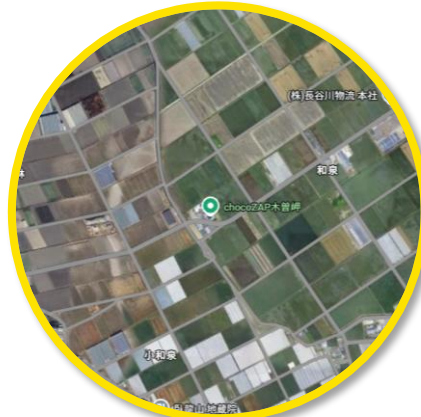
Success

Yabu City

48

Success

←Defying conventional wisdom: Successfully achieved profitability in an area with a population density of 50



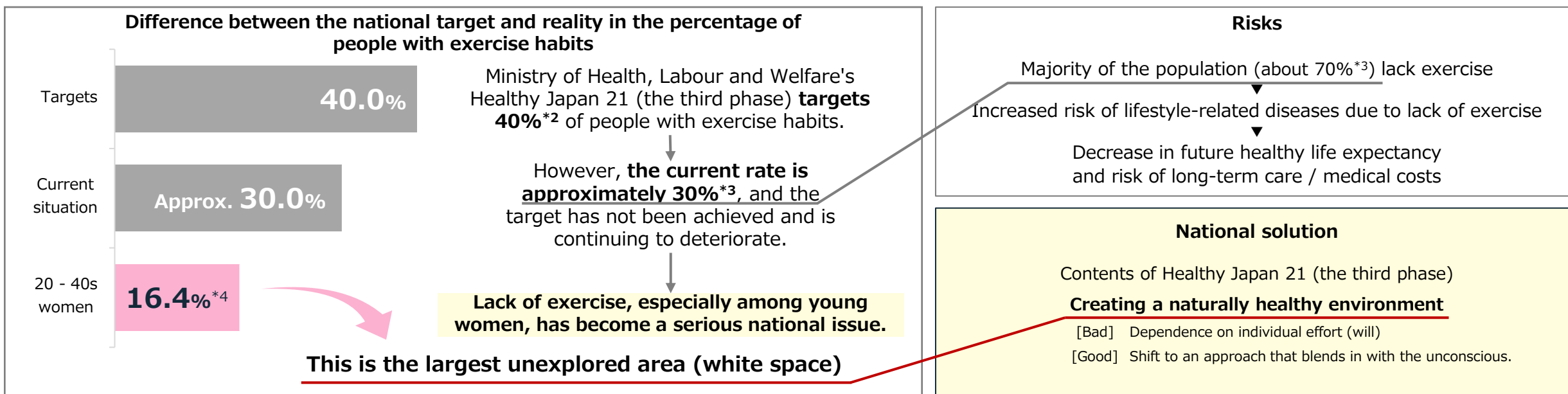
chocoZAP Kisosaki
View of the area within
a 500 meter radius



chocoZAP YabuY Town

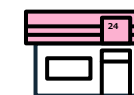
Source: All area figures are from the Geographical Survey Institute, Ministry of Land, Infrastructure, Transport and Tourism, "October 2025 National Area Survey by Prefecture, City, Town and Village" <https://www.gsi.go.jp/KOKUJYOHO/MENCHO/backnumber/GSI-menseki20251001.pdf> Toshima Ward Population: Registered residents as of January 1, 2026 (based on the Basic Resident Ledger) <https://www.city.toshima.lg.jp/070/kuse/gaiyo/jinko/index.html> Nakano Ward Population | Population List by Basic Resident Ledger in 2026, January <https://www.city.tokyo-nakano.lg.jp/kusei/toukei-cyousa/jinkou/nenreibetsu/jinkou2026.html> Inuyama City Population | Inuyama City Official Website | Details as of December 31, 2025 (number of households, population by district, and population by sex) <https://www.city.inuyama.aichi.jp/shisei/toukei/1001279.html> Population of Azumino City | Population and Households Registered by Month 2025 <https://www.city.azumino.nagano.jp/site/toukei/123333.html> Population of Kisomizaki Town | November 2025 Kisomizaki Official Website | Population List by District and Age Group [November 2025(csv_6.06KB) <https://www.town.kisosaki.lg.jp/0000001467.html> Population of Yabu City | As of the end of December 2025 Yabu City Website | Population and Households in Yabu City <https://www.city.yabu.hyogo.jp/index.html> Aerial photo citation: Google Maps and Google Maps are trademarks or registered trademarks of Google Inc. * All data above was last confirmed on January 30, 2026.

Structural issues that have not been met even under the Ministry of Health, Labour and Welfare's Healthy Japan 21 (the third phase)*¹ Toward the establishment of exercise habits in the majority of the population in the largest white space



Decided to open up to 300 Women-only chocoZAP gyms*⁵

Capture untapped markets and provide an overwhelming sense of security



Sequential expansion of women-only gyms



Helping women make exercise habit



An environment that is easy to access and continue

*1: Healthy Japan 21 is a national health promotion campaign that has been promoted by the Ministry of Health, Labour and Welfare since 2000 to realize a vibrant society in the 21st century in which all people can live healthy and enriched lives. The period from FY2024 to FY2035 is positioned as the third phase, and various initiatives are being promoted. https://www.mhlw.go.jp/stf/seisakunitsuite/bunya/kenkou_iryuu/kenkou/kenkounippon21_00006.html

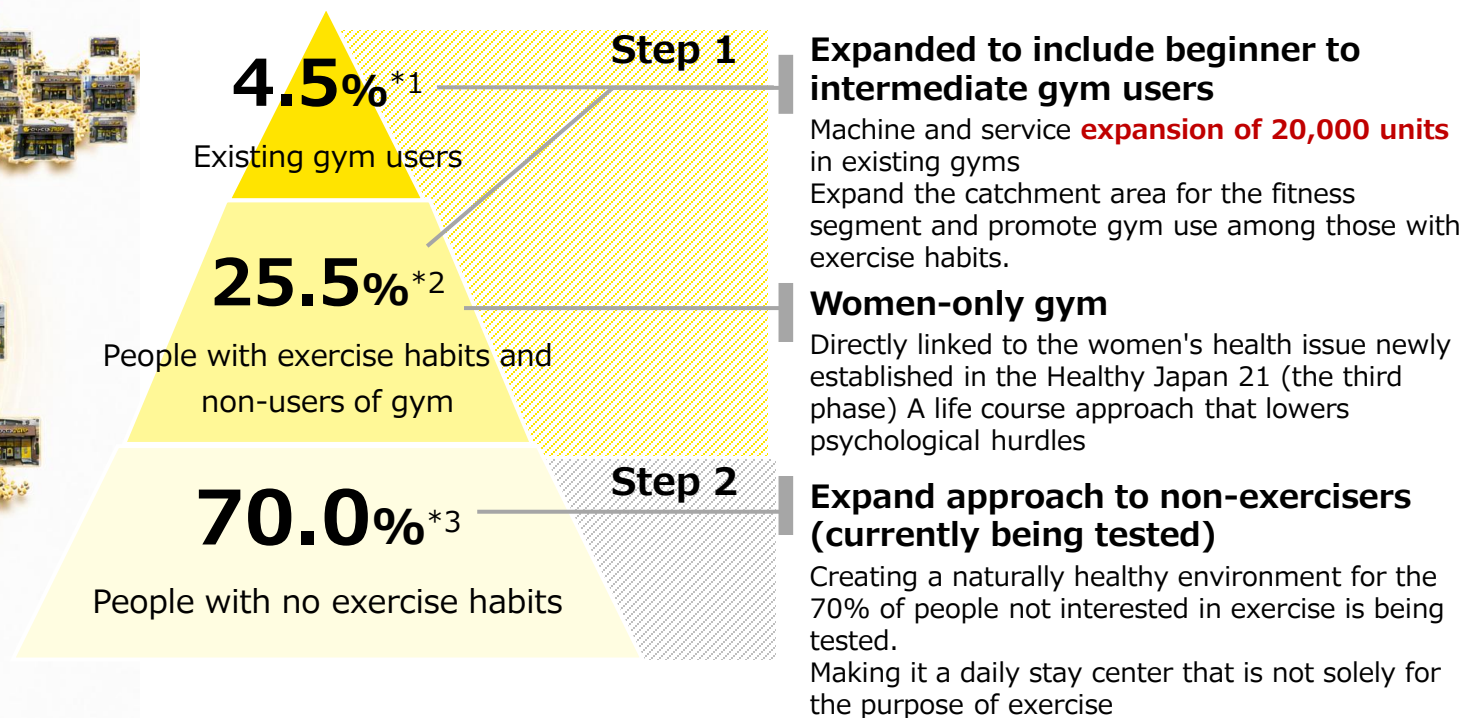
*2 FY2023 Conference of parties related to the promotion of regional and occupational collaboration document 1: Healthy Japan 21 (the third phase) (p. 9), Ministry of Health, Labour and Welfare, October 13, 2023

*3: Summary of results of the 2023 national health and nutrition survey (p. 18), Ministry of Health, Labour and Welfare, November 25, 2024, the percentage of those who have an exercise habit is 36.2% of men and 28.6% of women, which is assumed to be approximately 30%. <https://www.mhlw.go.jp/content/10900000/001338334.pdf>

*4: Average percentage of people in their 20s, 30s, and 40s who are regular exercisers as shown in Figure 24 in Summary of results of the 2023 national health and nutrition survey (p. 18), Ministry of Health, Labour and Welfare, November 25, 2024

*5: The number of gyms will be determined based on the results of test marketing. As of May 14, 2026

Expand untapped markets with one stroke, centered on renewal of all gyms
Completely revamped machines, services, and space to expand the target audience from existing gym users to those who have no interest in exercising.



*1: Fitness participation rate in JapanHealth & Fitness Association. (September 16, 2024). Global Health and Fitness Industry Poised for Further Expansion. <https://www.healthandfitness.org/global-health-and-fitness-industry-poised-for-further-expansion/> (Last confirmed on May 14, 2026) *2: Summary of results of the 2023 national health and nutrition survey (p. 18), Ministry of Health, Labour and Welfare, November 25, 2024, the percentage of people with exercise habit is stated as "36.2% of men and 28.6% of women." Therefore, approximately 30% are considered to have an exercise habit, and the difference with *1 is calculated as 25.5% of those who do not use gyms. <https://www.mhlw.go.jp/content/10900000/001338334.pdf> (Last confirmed on May 14, 2026) *3: Since approximately 30% of the respondents in *2 are habitual exercisers, the other 70.0% are defined as those who are not habitual exercisers.

Renovation has started in all gyms.

Before



- Limited machine and services
- Uniform interior and facilities
- Marginal use of space
- Some services not yet introduced

All gyms nationwide **to be renewed**

Significant enhancement of machines,
services, and space

After



- The latest machines are installed in all gyms! Significantly strengthened lineup*¹
- Expanded beauty and care services! Relaxation space is also enhanced*¹
- Interior, conduit, and space design were renewed! Comfort is greatly improved*¹
- New workspace and café space to expand usage*¹

Significantly expanded machine lineup with all gym renovations

30% expansion of machines
compared to existing gyms

Total **20,000** units

Up to **1,900**
existing gyms*² + α

Introduced to
800 new gyms

All gyms have been renovated to make the gym experience more comfortable and easier for everyone to continue.

*1: Only for some gyms *2: Renewals will be carried out sequentially, taking into consideration the timing of gym openings, service content, and other individual factors.

Nationwide deployment of state-of-the-art machines in conjunction with all gym renovations

The gym evolves with the next generation lineup resulting in a more comfortable, higher quality experience.

EMS tightening machine

Inner muscle

Combustion support



Invoke the gluteal muscles

Beautiful buttocks



Pelvic floor muscle training

For care of pelvic area

Postnatal Care



Professional-grade self-care

Slim waist

Abs



Streamlining the whole body workout

Body trunk

Muscle balance



Vibrancy like rowing a boat

Posture

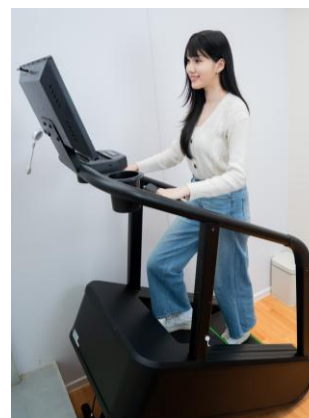
Combustion support



Like a stairway to the sky

Hip-up

Combustion support

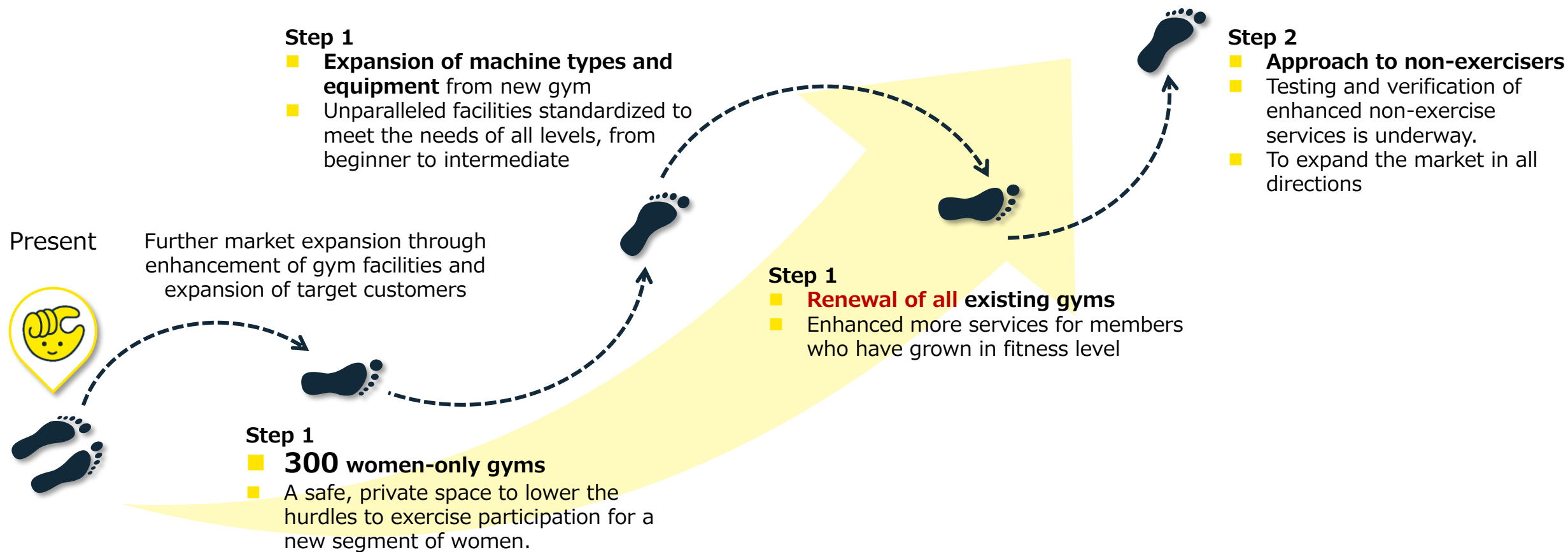


Stimulates muscles from all directions

Full body makeover



All-round strategy launched in phases
Accelerate the development of women, intermediate level customers,
and non-exercisers by renewing all gyms,
and expand the potential market to 20% fitness participation rate.



Conclusion: 8,000 gyms and 20% fitness participation rate is the sure future. Unmanned operations ecosystem to complete Japan's largest health infrastructure

1. Unique unmanned operation ecosystem

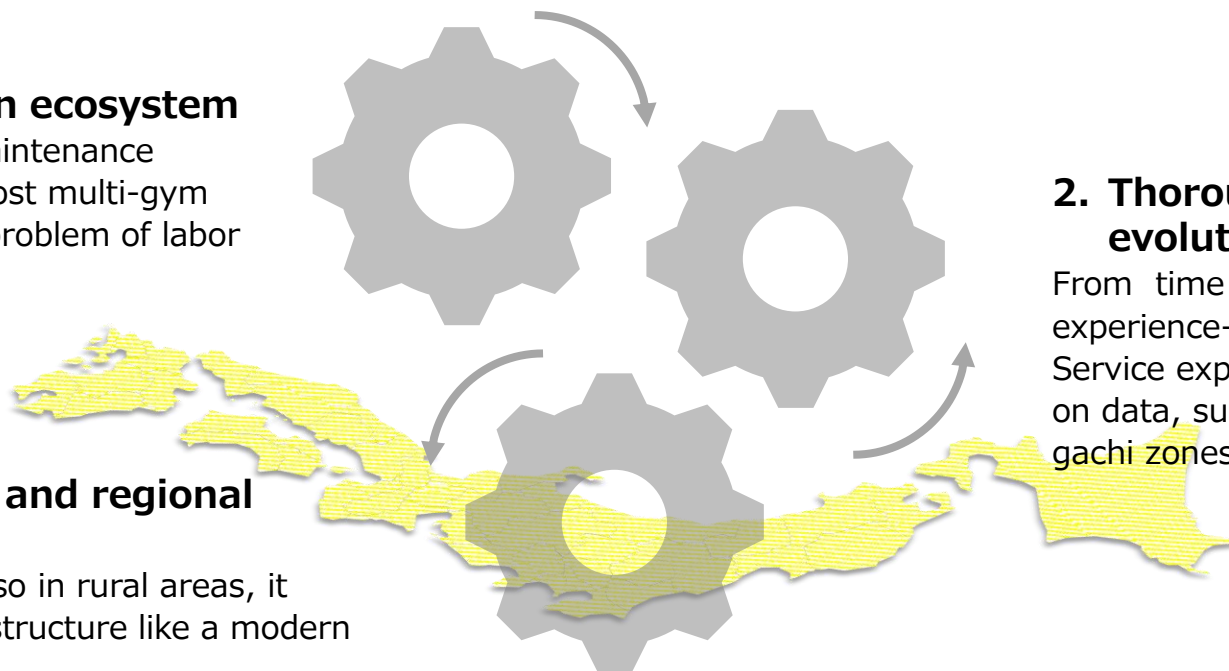
Self-cleaning through cleaning and maintenance activities by support members. Low-cost multi-gym development while solving the social problem of labor shortages.

3. Penetration into local and regional communities

Not only in urban areas, but also in rural areas, it functions as a third place infrastructure like a modern version of a community center.

2. Thorough customer-driven service evolution

From time performance-based services to experience-based services
Service expansion through ultra-fast PDCA based on data, such as women-only gyms and chokogachi zones



chocoZAP is more than just a fitness gym.

On the strength of an unmanned operation ecosystem that fits a society in need of manpower, it will be Japan's largest health infrastructure that will move the untapped 70% of the population's hearts and drive Japan to become a country with a fitness participation rate of 20%.

**We own all the software, hardware, AI, and data in-house.
Transforming from DX to AX in the unique environment of
unmanned operation of 1,942 gyms^{*1}**

RIZAP technologies history

2021 Establishment and start-up

Starting with 0 DX personnel
Outsourcing/SaaS for early start-up

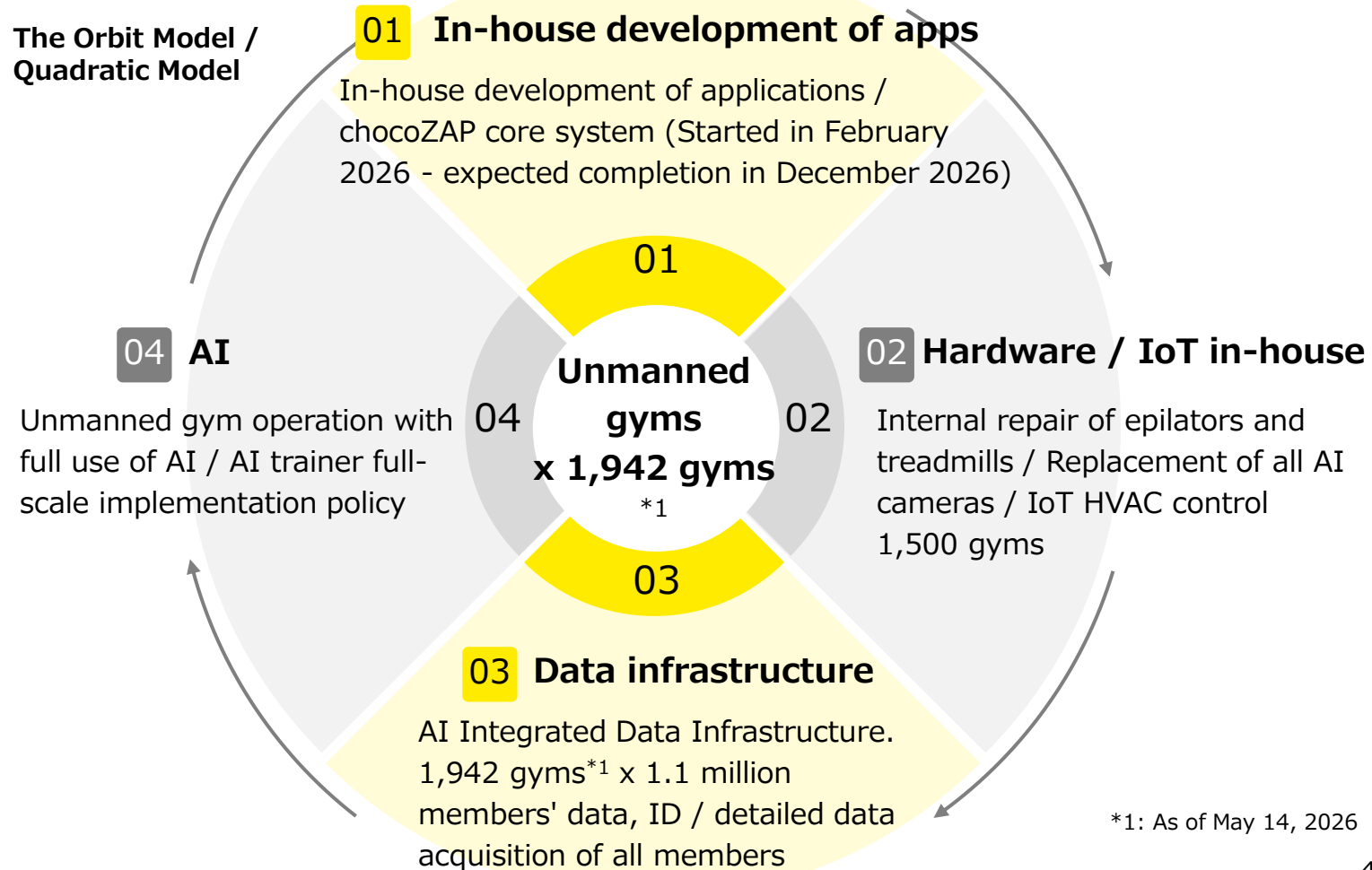
2022-2025 Rapid expansion and in-house production

chocoZAP rapidly expanding
In-house system development and organizational reinforcement

2026- DX to AX

Entering a new phase of transformation premised on AI

The Orbit Model / Quadratic Model



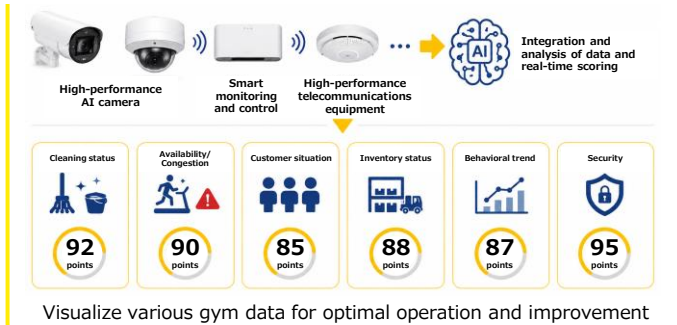
^{*1}: As of May 14, 2026

Integrating AI, IoT, and app data to ensure a high-quality customer experience even in unmanned gyms

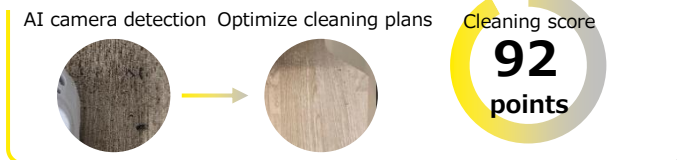
AI acquires in-gym information in real time

Contents of initiatives	Status of progress	Contents of initiatives	Status of progress
Smart air conditioning control system	Completed installation in 2025	Automated exercise logging	Considering introduction in 2026
Smoke detector system	Completed installation in 2025	Gacha / Reward DX	Considering introduction in 2026
High-performance AI camera system	Installation to be completed in 2026-2027	Unattended detection system	Considering introduction in 2026

AI scoring of data from various IoT devices



Example: AI scoring of cleaning conditions



Staff and Friendly Members move under the direction of the AI gym manager to deliver an optimal gym space.



AI Trainer

(Machine tablet)



- Exercise history
- Goals and achievements
- Behavioral data
- Physical fitness and body composition data

* Currently under planning and verification, to be implemented in the future

App for members (Data linking)

Exercise records and results can be checked anytime via the app

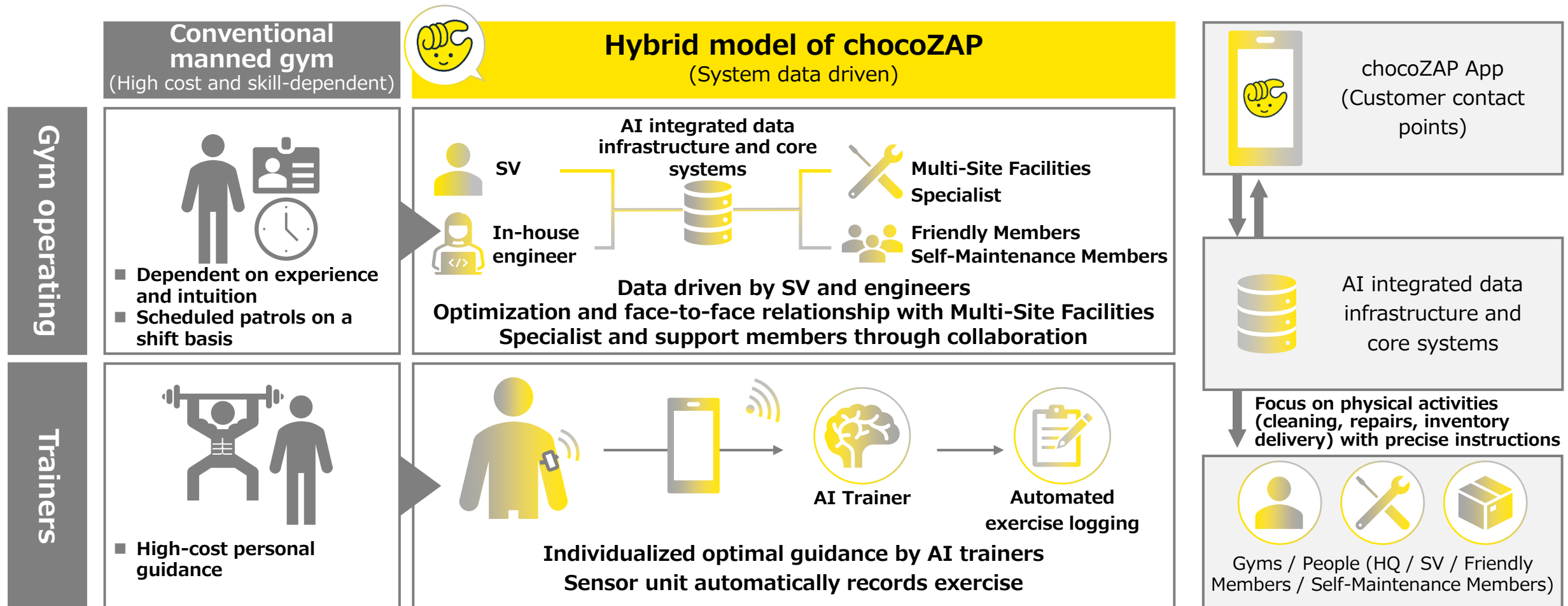
- Exercise history
- Calories consumed
- Training frequency
- Body weight and body composition
- Goals and achievements

All data is automatically linked to the customer database

* AI manager is an image.

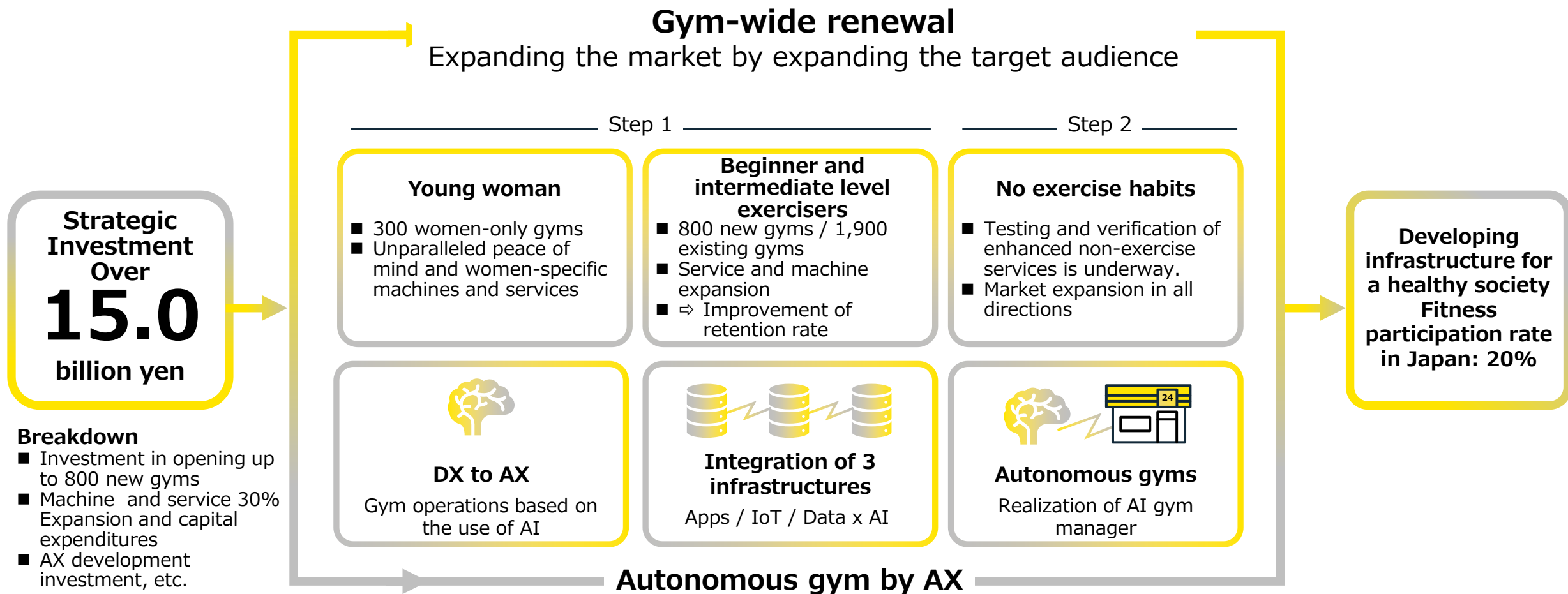
* Some functions and services are not yet implemented or under verification.

Unmanned does not mean no people — new staffing (AI x people) enhanced by systems and data will create an experience and retention rate that exceeds that of a manned gym.



Roadmap for chocoZAP Chapter 2

Driven by 15 billion yen of growth investment, break through the 20% fitness participation rate barrier through both market expansion by renewing all gyms and autonomous gyms by AX





chocoZAP's Growth Strategy

After a year and a half of preparation, we have established a revenue base and an unmanned operations ecosystem.

Everything is ready.

Our next mission is not simply to expand the gym.

It is to confront social issues* in Japan and around the world as a private business.

With an approach that blends into the unconscious, we create a daily life with exercise for every day in Japan.

chocoZAP will then become a social infrastructure that supports the future of Japan.

Chapter 2 of chocoZAP. A new challenge begins.

* The Ministry of Health, Labor and Welfare's Healthy Japan 21 clearly states the National Health Promotion Campaign that the Ministry has been promoting since 2000 to realize a vibrant society in the 21st century in which all people can live healthy and enriched lives. The period from FY2024 to FY2035 is positioned as the third phase, and various initiatives are being promoted. (Last confirmed on May 14, 2026)

https://www.mhlw.go.jp/stf/seisakunitsuite/bunya/kenkou_iryuu/kenkou/kenkounippon21_00006.html

Shareholder Returns

05

Taking shareholder returns to the next level with the challenge to reach record profits

Three Pillars of Shareholder Return

1. Dividends

Completed resumption of dividends for the first time in eight fiscal years

We will maintain our dividend policy of 0.67 yen per share based on strong operating cash flow.

2. Acquisition of treasury shares

Optimize capital efficiency

The Company has established a share repurchase limit of up to 2.6 billion yen (11 million shares) and is committed to increasing its corporate value over the medium to long term.

3. Shareholder benefits

Three special offers including chocoZAP

We offer a full lineup of products that accompany you in your daily life, including chocoZAP benefits and point redemption.

**Dividends resumed as planned for the first time in eight fiscal years.
We will adhere to our dividend policy of 0.67 yen per share.**

Dividends per share

0.67 yen

Dividend payout ratio

27.7%

Background of dividend payment and forecast for this fiscal year

Although there is a slight difference from the plan at the beginning of the fiscal year, operating cash flow, which indicates the earning power of the core business, has been steadily improving, and we have a sufficient foundation to pay a stable dividend. As a token of our appreciation to our shareholders, we plan to resume dividend payments as scheduled.

The Group has positioned the current fiscal year as a year of challenge to achieve record profits and will strive to maximize profitability. In line with this profit growth, we will raise our shareholder return structure by one step.

Based on our basic policy of a **20% dividend payout ratio**, we will further strengthen the return of profits to shareholders by expanding the source of returns through the evolution to a more muscular management structure.

**Accelerate capital efficiency and shareholder returns
through share buybacks at undervalued levels
Established a share repurchase limit*¹
to optimize capital efficiency in parallel with investment for sustainable growth**

**Total acquisition price of shares
(maximum)**

2.6 billion yen

**Total number of shares that may be
acquired (maximum)**

11 million shares*²

Background of share repurchase

As the chocoZAP business moves from the monetization phase to the re-growth phase, the Company will conduct this share buyback in order to optimize capital efficiency in parallel with investments for sustainable growth.

We have determined that the current stock price level is undervalued relative to the Company's future growth potential and that a flexible acquisition of treasury shares will contribute to improving the Company's corporate value and ROE (return on equity) over the medium to long term.

Acquisition period: From May 15, 2026 to May 14, 2027

Method of acquisition: Market purchase in the auction market based on a discretionary transaction agreement

*1: For details of the share repurchase, please refer to the "Notice of Determination of Matters Concerning Repurchase of Own Shares (Repurchase of Own Shares in accordance with the Articles of Incorporation pursuant to Article 165, Paragraph 2 of the Companies Act)" of the same date.

*2: 1.84% of the total number of outstanding shares (excluding treasury shares)

Shareholder benefit program finally begins

Vesting at the end of March 2026

— Can choose, can be a member, and amazing returns

chocoZAP Special Benefit



Minimum holding of **100** shares
Half-priced membership fees for up to one year

Point Rewards



Redeem points for products
A wide variety of popular products from group companies

RIZAP Group Digital Gift Certificates



Gold certificates redeemable at each group company's e-commerce site

Information and application schedule

June 30, 2026

Pamphlets and notices sent out in due course

Will be sent out sequentially after the General Meeting of Shareholders
Please check the information document you will receive.

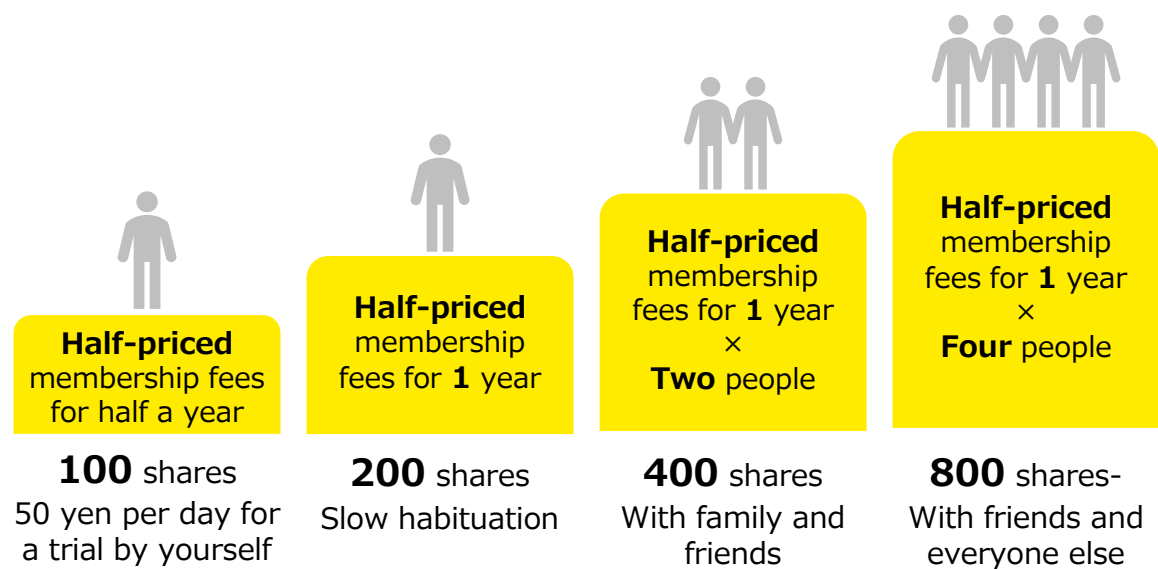
Benefit applications will be accepted from July 2026

Details on application deadlines and start dates for each benefit will be available on the dedicated website.

Shareholder benefits that give the gift of health to you and your special someone



From "One" to "All"
400 shares or more to start a healthy habit with family and friends



**Save up to 19,668 yen (including tax)
per person per year!**



Smoother application process

How to apply

1

Log in to the
shareholder
benefit site

2

Access to chocoZAP
special benefit
application form

3

Fill out the form and
application
completed^{*1}



3 easy steps

Application schedule

Conditions	Date and time of start ^{*2}	Date and time of end
More than 6 years of holding period	10:00, Thursday, July 9, 2026	18:00, Friday, October 2, 2026
Holding period of 2 years or more	10:00, Thursday, July 16, 2026	18:00, Friday, October 2, 2026
Holding period less than 2 years	10:00, Thursday, July 23, 2026	18:00, Friday, October 2, 2026

^{*1}: Please refer to the brochure and the shareholder special benefit website for detailed application procedures.

^{*2}: Not on a first-come, first-served basis. If you apply during this period, the discount is always applied.

We will further enhance shareholder returns and deliver them to you!

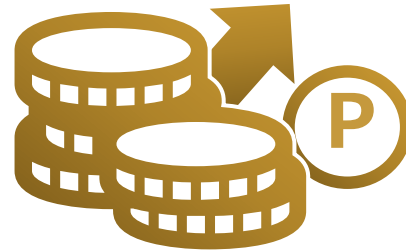
Please look forward to this term's special benefit.

*fitness
gym*



1. chocoZAP special benefit

Point



2. Point Rewards

Digital Gift



**3. RIZAP Group Digital
Gift Certificate**

Proof of full transition to re-growth phase

**Achieved consolidated operating profit of 11.1 billion yen
(6 times that of the previous year)**

Building on our proven sustainable, robust management foundation,
we will achieve record profits and achieve extraordinary growth beyond that.

chocoZAP enters Chapter 2: Becoming Social Infrastructure

— Giving more freedom to exercise. Making health more accessible.
We are committed to taking these everyday expectations from Japan to the world —

Corporate Profile

(As of the End of March 2026)

Corporate name	RIZAP Group, Inc
Securities code	2928 (Ambitious Market of Sapporo Securities Exchange)
Established	April 2003
Representative	Takeshi Seto, Founder/CEO
Capital	0.1billion yen
No. of outstanding shares	596,664,367 shares
Consolidated number of employees	4,645 (excluding temporary employees)



Disclaimer

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