TEMAIRAZU

FY 2025 (Jul 2024-Jun 2025) 2Q
Financial Results

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1 Financial Results

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1 Financial Result for FY 2025 2Q

1 Outline of the Financial Results

YoY Revenue Growth: 9.2%　　YoY Operating Profit Growth: 8.8%

(Unit: JPY'000)

	FY2025 2Q*		FY2024 2Q* (Comparison)	Difference (Amount)	Difference (percentage)
	Results	Profit Margin %			
Net Sales	1,068,453	–	978,191	+90,262	**+9.2%**
Operating Profit	783,680	**73.3%**	720,246	+63,434	**+8.8%**
Ordinary Profit	786,876	**73.6%**	720,833	+66,043	**+9.2%**
Net Income	513,195	**48.0%**	473,670	+39,524	**+8.3%**
Net earnings per share (Unit:1 JPY)	79.20	–	73.10	–	–

* Cumulative basis for the fiscal year

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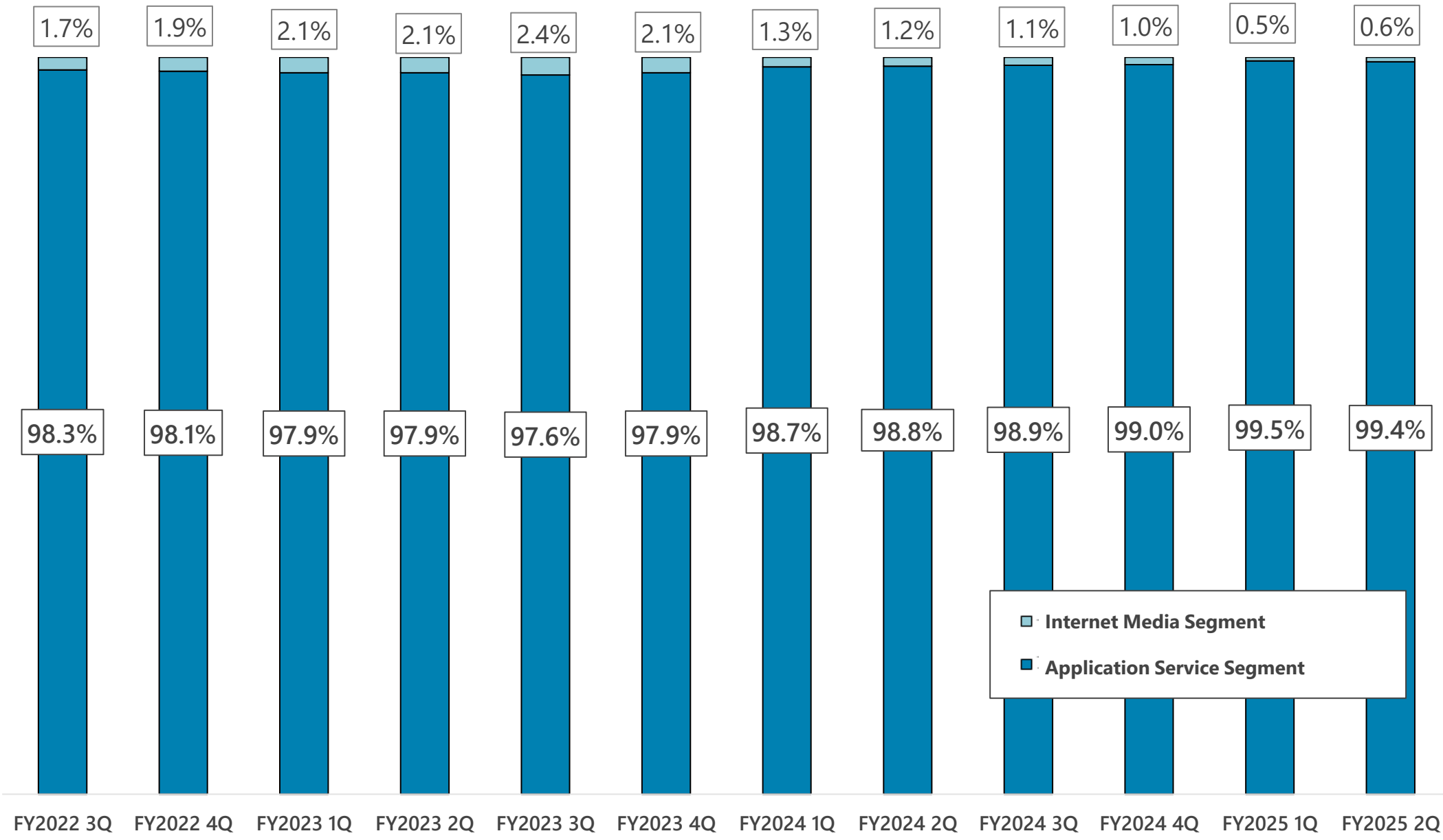
2 Revenue Composition by Segment



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3 Revenue and Profit per Segment

Application Service Segment
Sales and profits increased and profit margin after cost allocation was 73.7%

Internet Media Segment:
Sales and profits decreased and operating loss after cost allocation was 13.6%

(Unit: JPY'000)

Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	1,061,970	861,489 (782,799)	81.1% (73.7%)
Internet Media Business	6,483	1,818 (-881)	28.0% (13.6%)
Adjustment	-	-79,626	-
Total	1,068,453	783,680	73.3%

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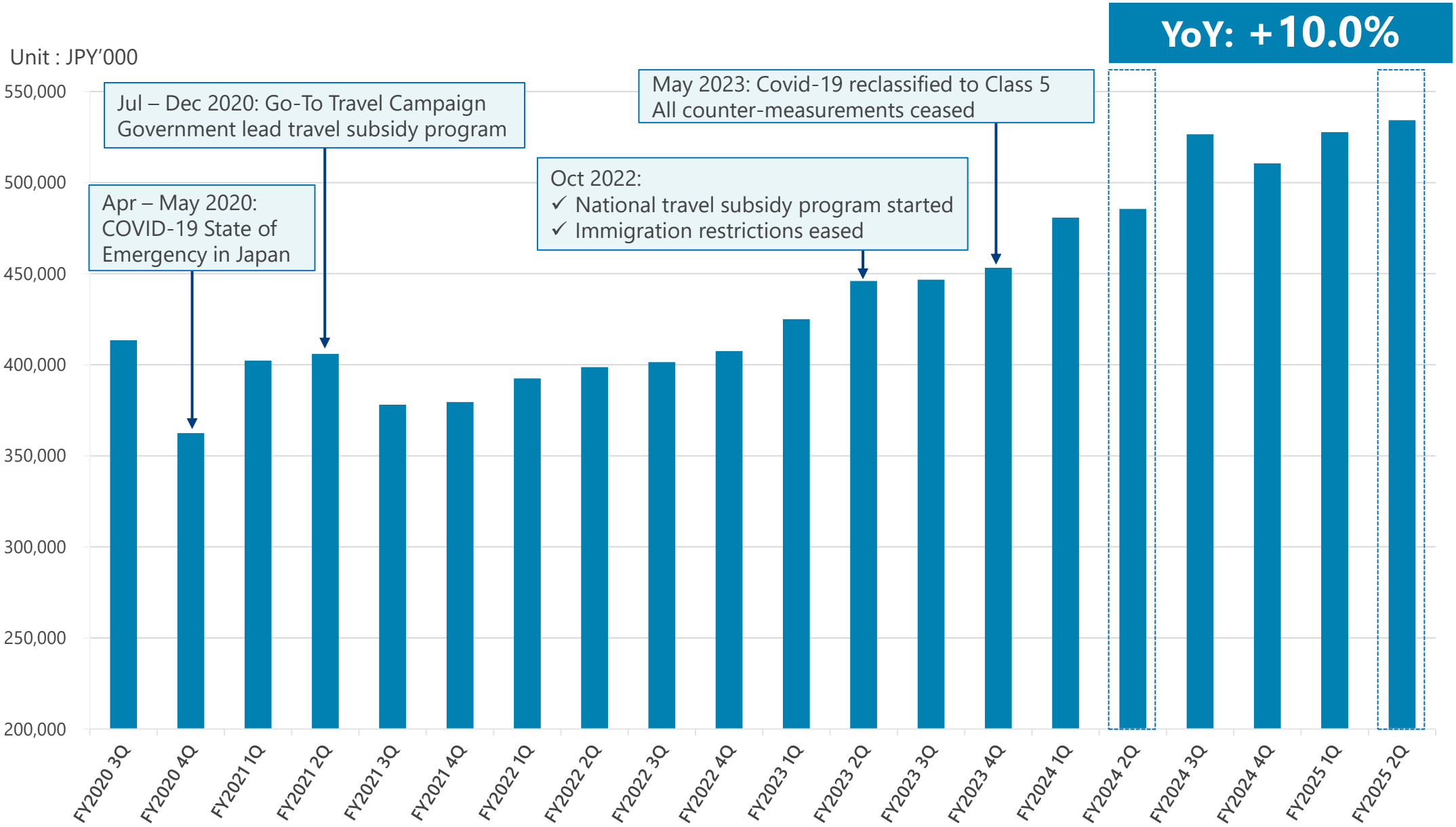
4 Revenue Trend of Application Service Segment(Temairazu)



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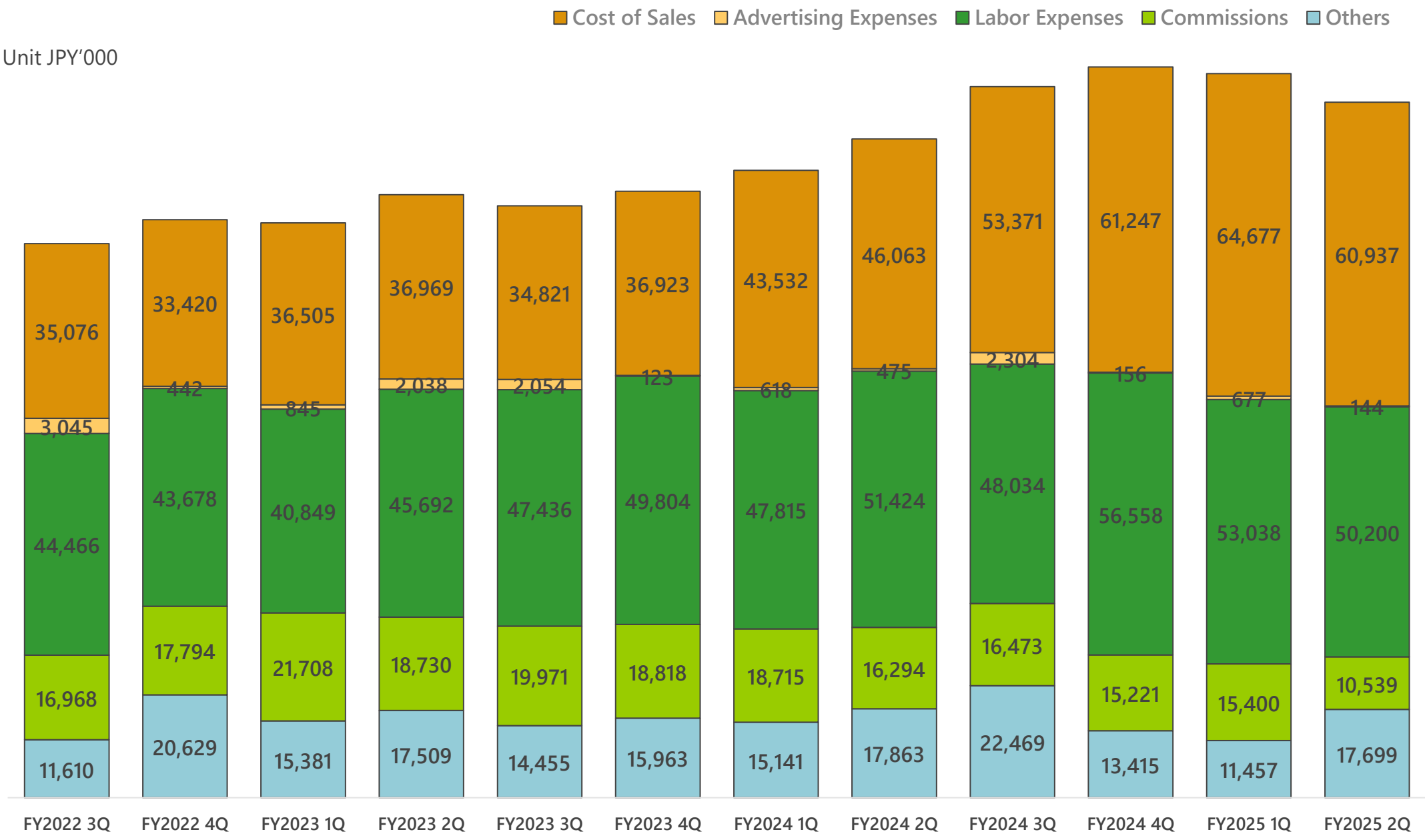
5 Breakdown of Cost of Sales/SG&A



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6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2025 2nd Quarter Result*	FY2025 Full Year Forecast	Progress %
Revenue	1,068,453	2,227,264	48.0%
Operating Profit	783,680	1,499,979	52.2%
Ordinary Profit	786,876	1,500,978	52.4%
Net Income	513,195	996,768	51.5%
Net earnings per share (Unit: 1 JPY)	79.20	153.83	-

* Cumulative basis for the fiscal year

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7 Balance Sheet

(Unit:JPY'000)

	End of FY2024	End of FY2025 2Q	Remarks	
Cash	6,565,274	6,938,333		-373,059
Other Current Assets	334,145	340,950	-	
Fixed Assets	78,084	71,211	Long-term Prepaid Expenses	-4,158
Total Assets	**6,977,504**	**7,350,495**	-	
Liabilities	419,833	407,350	Income Taxes Paid	-7,878
Net Assets	6,557,671	6,943,145	Profit for the Term Cash Dividend	+513,195 -129,597
Total Liabilities and Net Assets	**6,977,504**	**7,350,495**	-	
Equity Ratio	94.0%	94.5%	-	

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2 Business Report of FY2025 and Future Business Prospects

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1 Outline of Our Reporting Segments

Application Service Business

TEMAIRAZU

Market leading channel manger “Temairazu” series in the hotel industry

Develop and provide “Temairazu”, the channel manager platform to the hotel industry in Japan, enabling them to maximize their business opportunity by managing distribution channels.

Internet Media Business

HIKAKU.COM 比較.com

Meta search website “Hikaku.com”

Customer Affiliate Program

Refer our website visitors to the advertiser's website and earn commissions.

Information Aggregator

Help customers find the best products/services and in such area as insurance providers and relocation services and gain commissions.

Advertisements

Earn advertising income from banners, texts, articles and content on our website.

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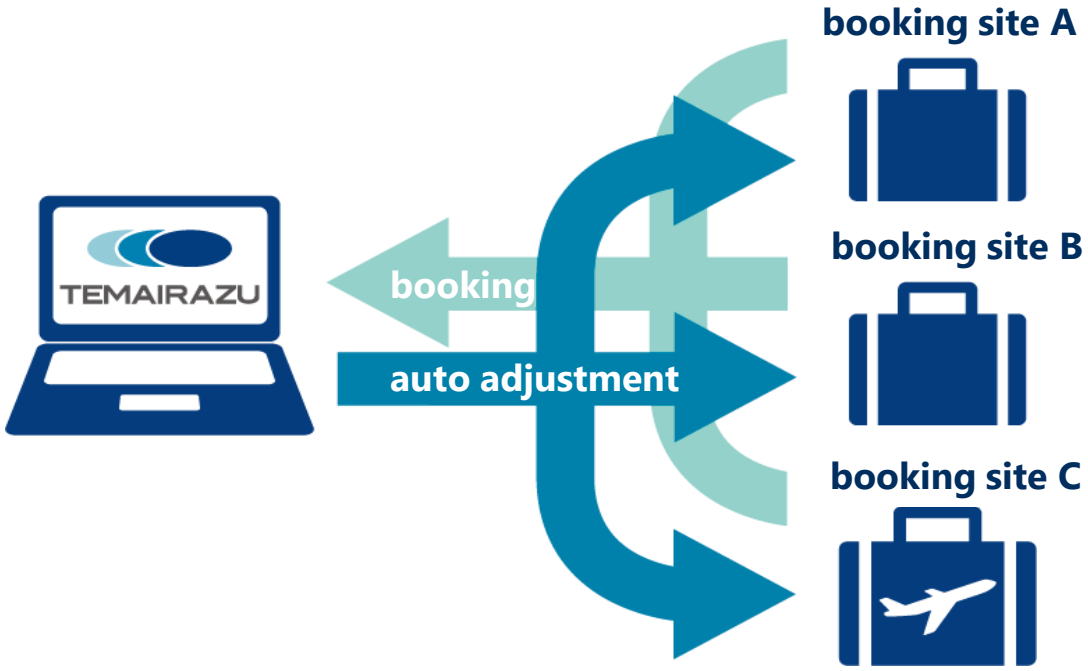
2 Business Report of FY2025 and Future Business Prospects

2-1 Application Service Business (Temairazu)

We provide the Channel Manager “Temairazu” for the hotel industry to enable them to manage their distribution channels in a single platform. Our customers can expand their sales capacity, improve facility utilization and save operation costs.



Manage multiple channels in a single platform

“Temairazu” centralizes room rate and inventory management among multiple online travel agents (OTAs), frees staff from manual updates site-by-site, and reduces operation costs.

Avoid overbooking by fast & auto update

“Temairazu” acquires the latest inventory at short intervals and synchronizes availability among other booking sites. This can avoid overbooking and maximize facility utilization.

Accessible from anywhere with internet connection

“Temairazu” server operates on the internet and users can manage either from their facility or offices, without worries about sudden PC replacement.

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2-2 Application Service Business (Temairazu)

Beginning of “TEMAIRAZU” service

予約サイトコントローラ 手間いらず!

In 2002, the first “TEMAIRAZU!” went to the market as the emergence of online hotel booking. A large number of companies from both internet industry and conventional travel agents opened web sites and attracted people to book online. “TEMAIRAZU!” was the solution for many hotels and Japanese style lodge to manage their reservation records centrally to avoid over-booking from multiple distribution channels.

New model channel manager
”TEMAIRAZU.NET”

新型予約サイトコントローラ 手間いらず.NET TEMAIRAZU

In 2010, the we have launched “TEMAIRAZU.NET”, the web-based version. The improved user experience helped customers to manage their booking records anywhere on the internet. We rapidly expanded interface among online travel agents inside and outside Japan, whole-sellers and PMS/CRS and various systems in the industry.

“TEMAIRAZU” became efficient for channel management along with the expansion of inbound tourism.

“TEMAIRAZU”,
advanced and will keep advancing

TEMAIRAZU YIELD

手間いらず.NET 2 TEMAIRAZU

手間いらず 自動

手間いらずmini

“TEMAIRAZU” has been expanding with valuable feedback from customers. “TEMAIRAZU YIELD”(2016) offered customers yield management to maximize their business. “TEMAIRAZU mini”(2020) aims to manage multiple small-scale facilities to cover a wider range of the industry. The newest version “TEMAIRAZU JIDO”(automatic) offers customer the single platform to manage their distribution channel for revenue management and reporting functionality.

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2-3 Application Service Business (Temairazu)

New connectivity with OTAs

"TIDESQUARE"
Major travel agency in Korea, known as the platform "Tourvis" which provides worldwide travel products and "PRIVIA" which is a premium travel service based on partnership with Hyundai Card.

"Klook"
With over 70 million monthly visits from more than 180 countries, "Klook" provides their platform for a wide range of travel and leisure products. Since 2017, Klook expanded into Japan as growing number of tourist visiting Japan, and widen the products for also Japanese travelers.

New Joint Project with ANA "Universal MaaS"

"Universal MaaS* - Toward the realization of universal and seamless mobility"
Temairazu has started the joint initiative with All Nippon Airways Co., Ltd. (ANA), and is going to provide accessibility friendly accommodation booking engine connected with "Universal MaaS"; aiming for the society for everyone to enjoy to travel.

*MaaS: Mobility as a Service

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2-4 Application Service Business (Temairazu)

Composition of Sales in Application Services Business:

- Fixed Monthly Income (Basic monthly charges and option charges)
- Monthly Variable Income (Charges per number of reservation)

Status:

- Fixed Monthly Income
  - ✓ The churn rate keeps steady low
  - ✓ New opportunities keep steady as new hotel openings
- Monthly Variable Income
  - ✓ The variable income has grown due to vigorous demand for accommodations

Cumulative Result in FY2025 2Q*:

■ Fixed Monthly Income:	JPY 806.0 million	75.9% (YoY +8.4%)
■ Monthly Variable Income :	JPY 232.7 million	21.9% (YoY +11.9%)
■ Other Income :	JPY 23.0 million	2.2%

* Cumulative basis for the fiscal year

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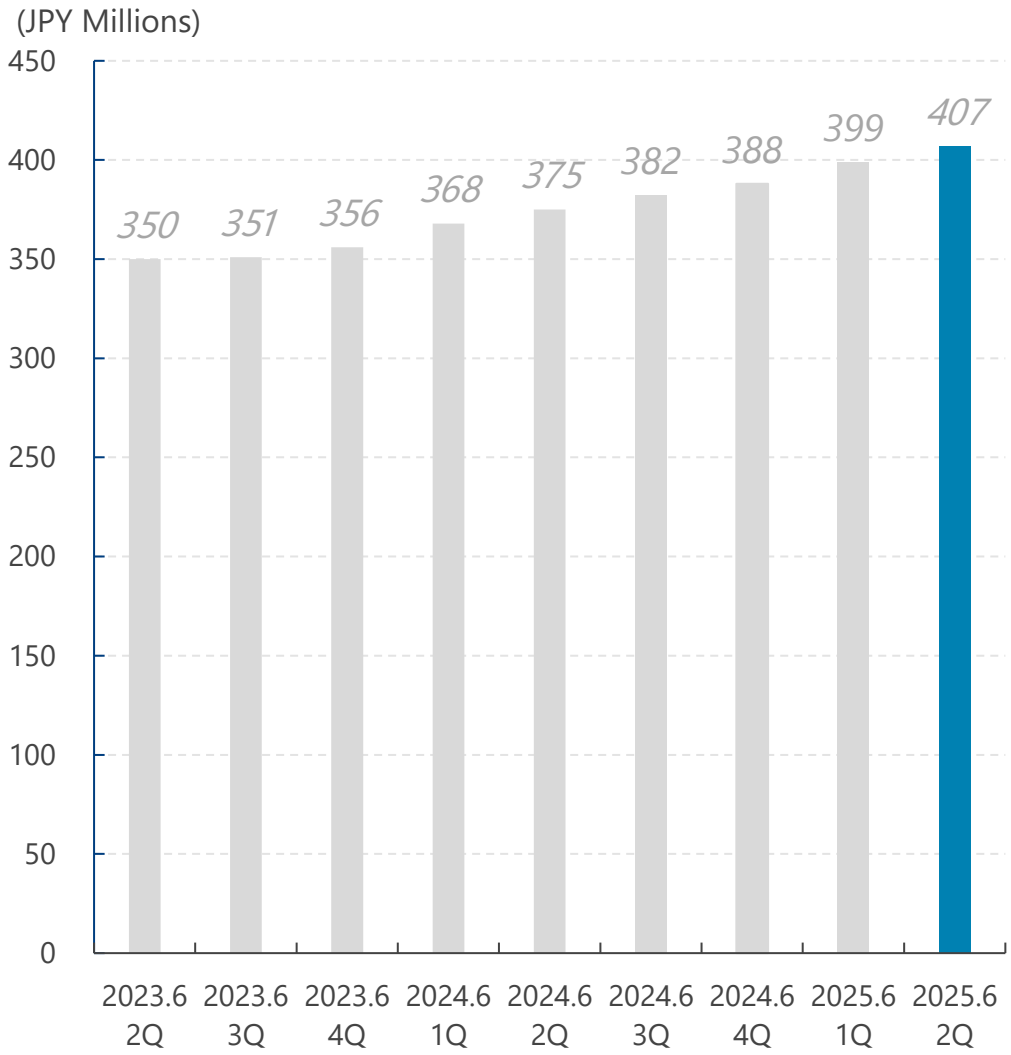
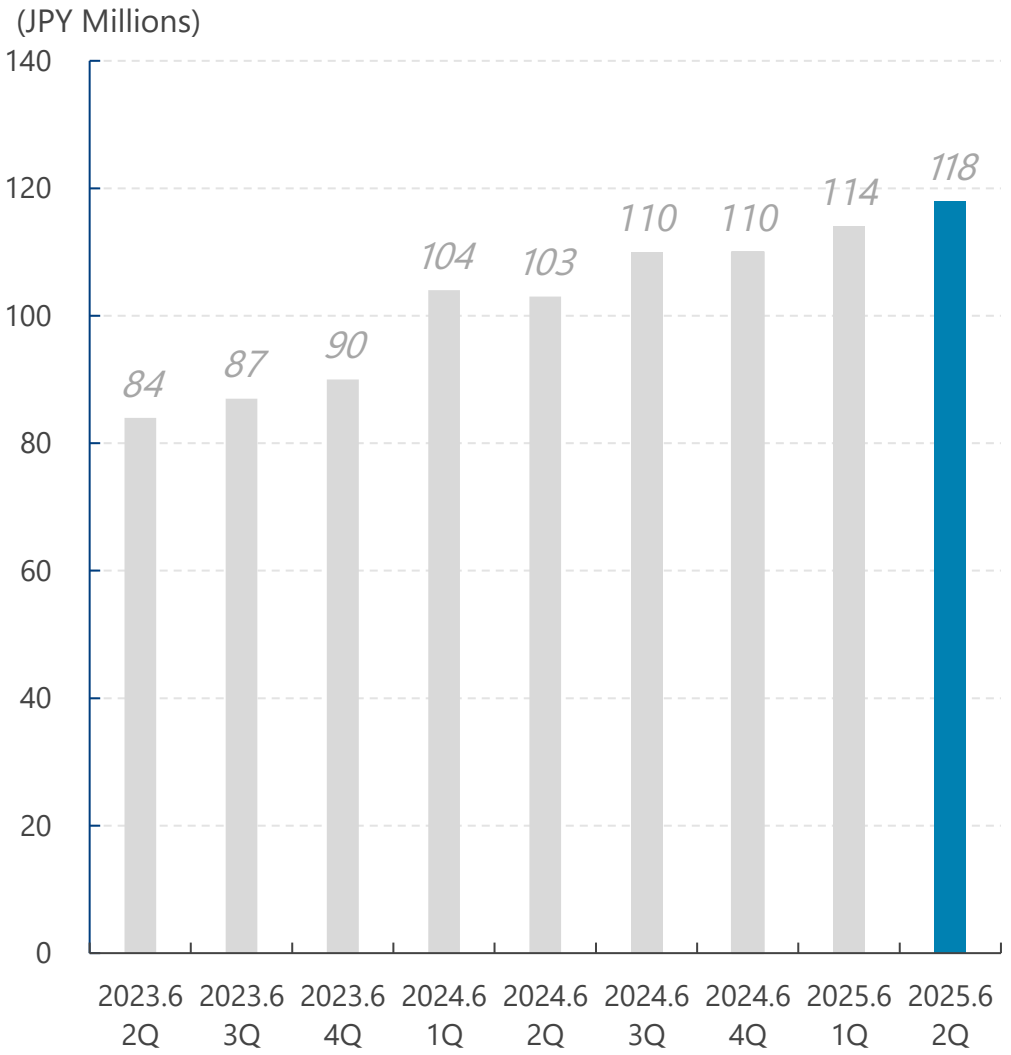
2-5 Application Service Business (Temairazu)

Fixed Monthly Income



Monthly Variable Income



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2-6 Application Service Business (Temairazu)

In Feb. 2024 we released “TEMAIRAZU JIDO” to resolve labor shortage in the accommodation industry by automating revenue management operations and maximize accommodation facility profits by streamlining operations and reducing costs.

Automation of…

● Rate Update

Rule-based automatic price update

Example

Remaining number of rooms: 5 → Set a new rate: 10% discount

Occupancy rate: 70% → Stop sales setting: Overseas websites

Target price | Automatic rate update

● Consecutive Stay Control

Revenue optimization

Example

Overseas websites: Accept two-night stays only → Limit consecutive night stays to several nights from a specified date

Domestic websites: Accept only consecutive nights stay plans → Limit consecutive night stays to several nights from a specified date

LOS and hurdle rate

1 2

手間いらず 自動

3 4

● Lowest Price Monitoring

Best rate guarantee

Example

Price on the Hotel’s official website: 7,000 JPY

Another online travel agent: 6,500 JPY (+500 JPY)

Email Alert

Best rate checker | Rate survey

● Reporting

Report generation

Example

Daily automatic generation → Line charts / Bar charts

Line charts: Reservation status by day; Comparison to previous year and two-years ago

Bar charts: Plan ranking; Lead time; Booking curve

Report generation | Booking analytics

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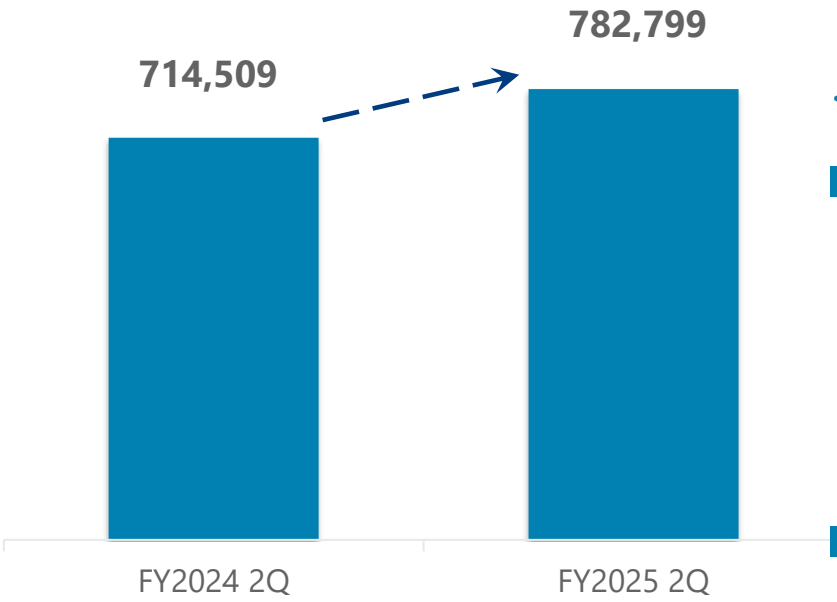
2-7 Report on Application Service Business (Temairazu)

Segment Profit（after cost allocation）

YoY +9.6%

Unit: JPY'000



< Topics >

- Increase in number of accommodation bookings
  - ✓ The total cumulative number of room nights has grown from the previous year, led by significant expansion of inbound tourism.
- The churn rate is kept steadily low.

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2-8 Future Business Development of Application Service Business (Temairazu)

- Responding to steady accommodation demands
- Enhancing “Temairazu Jido” and “Temairazu” family products
- Expanding OTA connectivity for customers’ sales channel expansion
- Strengthen integrations with various hospitality solutions to boost customers’ productivity

Connecting with sales channels

Connecting with various systems

Strengthening sales and development capabilities

Strengthening Temairazu functions

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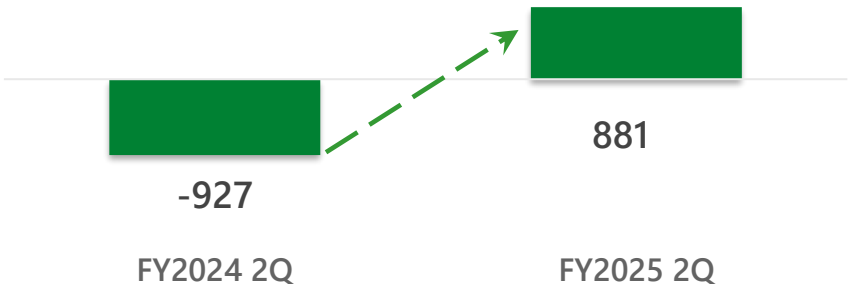
3 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)

比較.com HIKAKU.COM

YoY -84.6%

Unit: JPY'000



< Topics >

■ Website traffic dropped due to search engine algorithms resulted in revenue decrease

■ Continuous updates to increase website traffic

- ✓ Search engine optimization
- ✓ User interface improvements
- ✓ Mobile usability improvements

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Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Fiscal Year Ending Month	June	
Capital fund	718,586 kJPY (As of December 31, 2024)	
Number of Shares Issued	6,480,961 (As of December 31, 2024)	
Share Trading Unit	100	
Address	7F Ebisu NR Building, 1-21-3 Ebisu, Shibuya-ku, Tokyo JAPAN	
Securities code	2477 Tokyo Stock Exchange Standard Market	
Independent Auditor	Deloitte Touche Tohmatsu LLC	
Websites	Corporate Website “TEMAIRAZU” “Temanashi Marketing” “Hikaku.com”	https://www.temairazu.co.jp/ https://www.temairazu.com/ https://mrk-srv.temanasi.jp/ https://www.hikaku.com/

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Notes on this Financial Result Document

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Press Release

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