



# TEMAIRAZU

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**FY 2023 (Jul 2022-Jun 2023) 3Q  
Financial Result**



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# 1 Summary of the Results

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# 1 Summary of the Result for FY 2023 3Q

## 1 Outline of the financial results

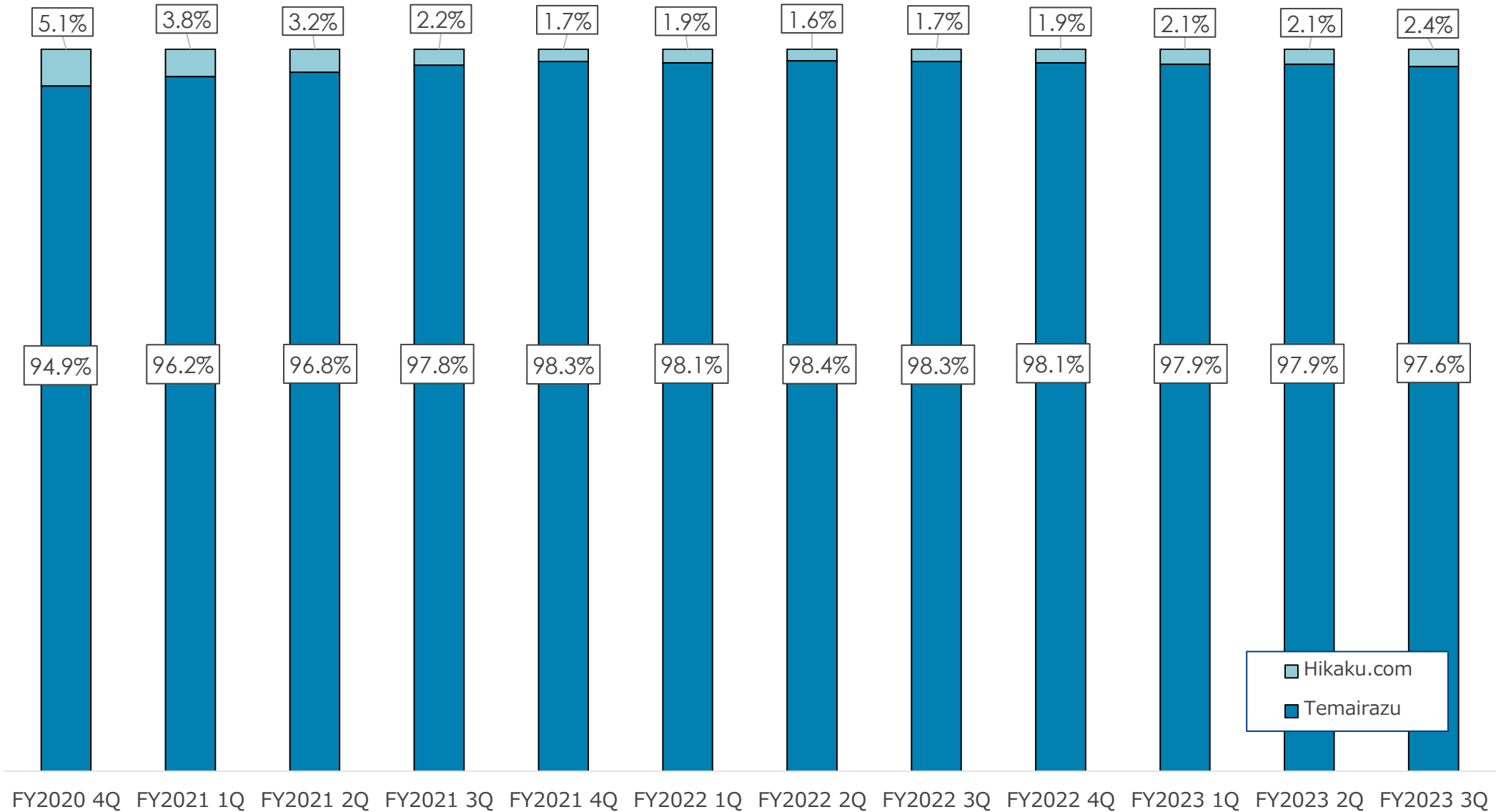
Net Sales : **11.3% up YoY**

Operating Income : **14.8% up YoY**

	FY2023 3Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 1,350,121 K	—	JPY 1,213,587 K	JPY 136,533 K	<b>11.3%</b>
Operating Income	JPY 995,151 K	<b>73.7%</b>	JPY 866,762 K	JPY 128,389 K	<b>14.8%</b>
Ordinary Income	JPY 996,600 K	<b>73.8%</b>	JPY 875,120 K	JPY 121,480 K	<b>13.9%</b>
Net Income	JPY 644,173 K	<b>47.7%</b>	JPY 567,963 K	JPY 76,209 K	<b>13.4%</b>
Net earnings per share	JPY 99.42	—	JPY 87.66	—	—

# 1 Summary of the Result for FY 2023 3Q

## 2 Sales composition ratio



# 1 Summary of the Result for FY 2023 3Q

## 3 Sales and profit per segment

In Temairazu segment, sales and profits increased and profit margin was 82.1%

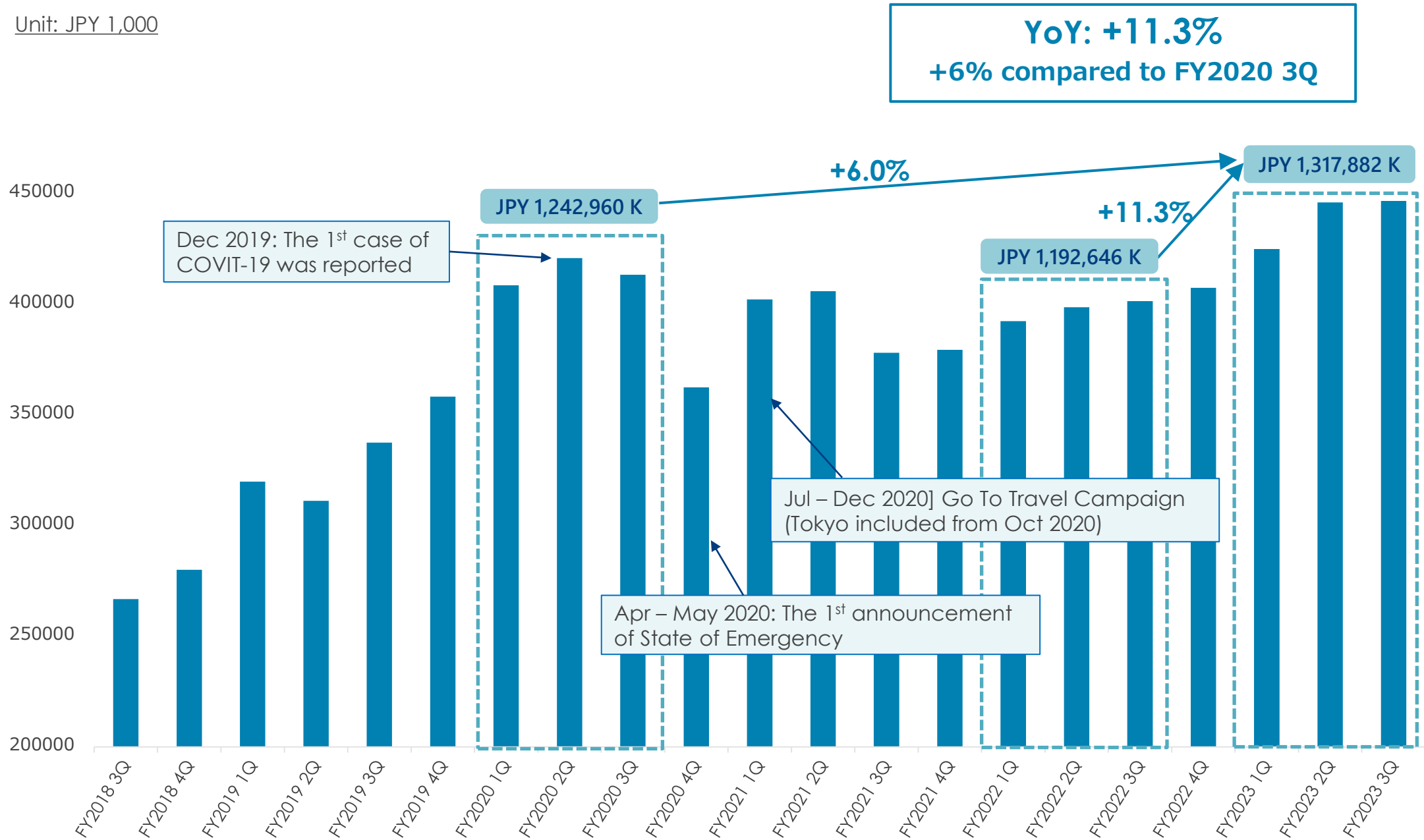
In Hikaku.com segment, sales and profits increased and profit margin was 74.8%

	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Temairazu	JPY 1,317,882 K	JPY 1,082,475 K (JPY 973,115 K)	82.1% (73.8%)
Hikaku.com	JPY 32,239 K	JPY 24,099 K (JPY 22,035 K)	74.8% (68.3%)
Adjustment	-	-JPY 111,423 K	-
TOTAL	JPY 1,350,121 K	JPY 995,151 K	73.7%

# 1 Summary of the Result for FY 2023 3Q

## 4 Sales trend of Application Service segment (Temairazu)

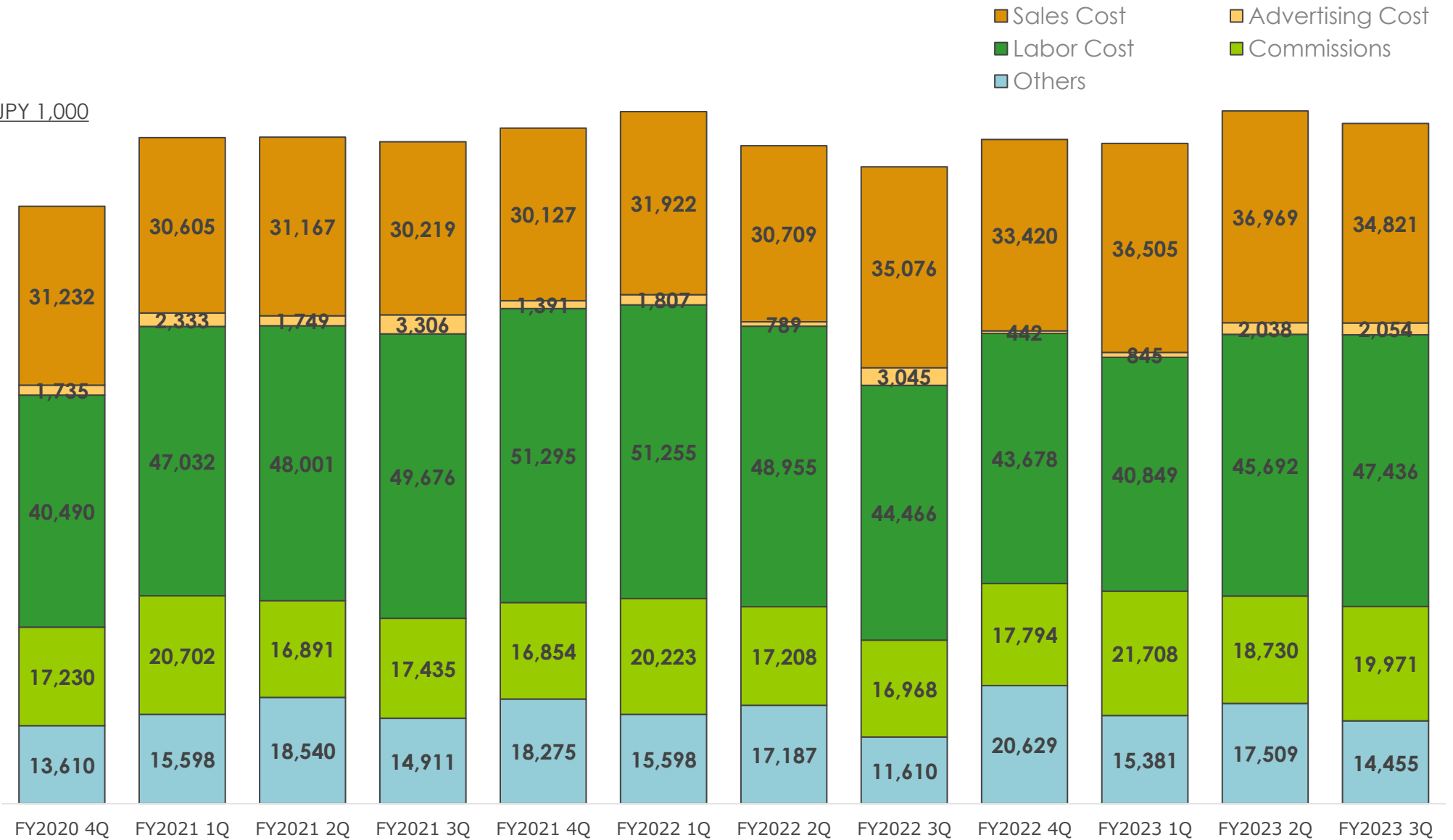
Unit: JPY 1,000



# 1 Summary of the Result for FY 2023 3Q

## 5 Breakdown of sales cost and SG&A

Unit : JPY 1,000





# 1 Summary of the Result for FY 2023 3Q

## 6 Progress rate against full-year forecast

	FY2023 3Q	FY2023 Forecast	Progress Rate
Net Sales	JPY 1,350,121 K	JPY 1,710,759 K	<b>78.9%</b>
Operating Income	JPY 995,151 K	JPY 1,134,682 K	<b>87.7%</b>
Ordinary Income	JPY 996,600 K	JPY 1,135,985 K	<b>87.7%</b>
Net Income	JPY 644,173 K	JPY 749,936 K	<b>85.9%</b>
Net earnings per share	JPY 99.42	JPY 115.74	-

# 1 Summary of the Result for FY 2023 3Q

## 7 Balance Sheet

	End of FY2022	End of FY2023 3Q	Key factors of change	
Cash	JPY 5,047,336 K	JPY 5,548,396 K	-	
Other current assets	JPY 275,309 K	JPY 214,147 K	-	
Fixed assets	JPY 55,674 K	JPY 64,377 K	Deferred tax assets	JPY 1,963 K
<b>Total Assets</b>	<b>JPY 5,378,320 K</b>	<b>JPY 5,826,922 K</b>	-	
Liabilities	JPY 289,120 K	JPY 271,951 K	Income taxes payable	- JPY 44,565 K
Capital stock	JPY 5,089,200 K	JPY 5,554,970 K	Recording of net income	JPY 644,173 K
			Dividend of surplus	- JPY 181,417 K
<b>Total liabilities / net assets</b>	<b>JPY 5,378,320 K</b>	<b>JPY 5,826,922 K</b>		
Equity ratio	94.6%	95.3%		

# **2 Business report and future business development**

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## 2 Business report

### 1 Business Summary of each segment

#### Temairazu segment



**TEMAIRAZU**

#### Development & provision of channel manger “TEMAIRAZU” series

Develop and offer “Temairazu”, the channel manager system to accommodation properties in Japan, enabling them to manage their distribution channels centrally.

#### Hikaku.com segment



#### Operation of meta search site “Hikaku.com”

##### Customer derivation service

Direct users to the advertiser's website and earn commission income according to the number of contracts.

##### Information provision service

Earn fee income according to the number of quotation and materials requested for insurances and moving etc.

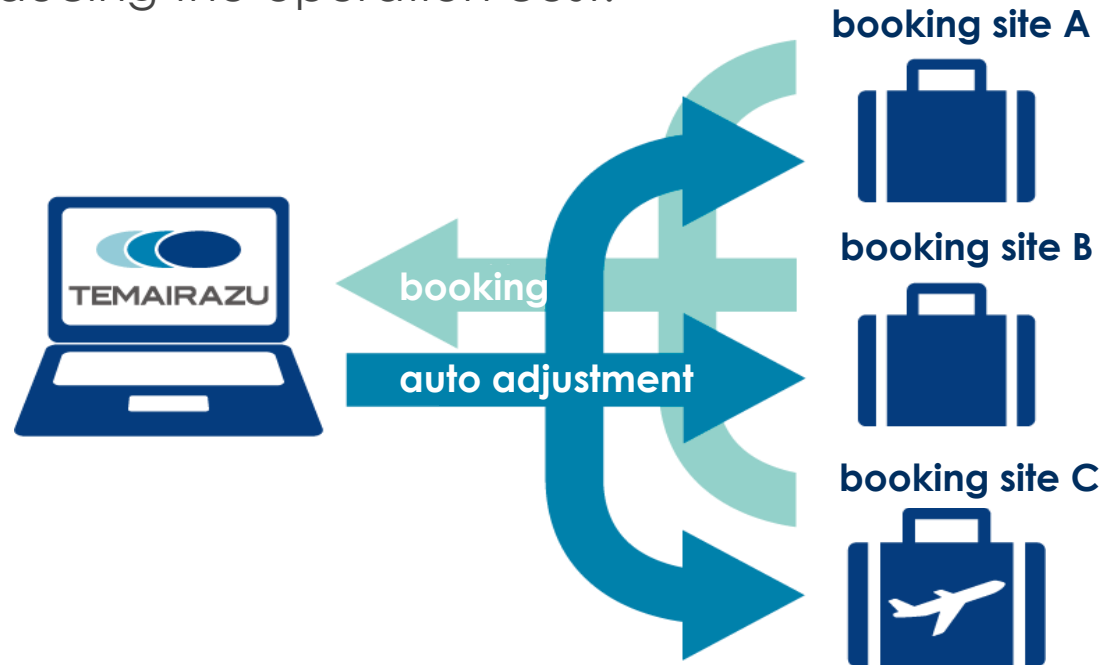
##### Ads

Sell advertisements such as banner, text, article content etc.

## 2 Business report

### 2-1 Temairazu segment (Application service segment)

Our Channel Manager is a system for accommodation properties to manage their distribution channels in effective and efficient way, resulting in increasing the sales ability and reducing the operation cost.



**Manage multiple channels easily with only one operation**

Manage rate & inventory at once and be free from troublesome operation tasks. Reducing operation cost by simplifying channel management workflow.

**Avoid overbooking by fast & auto update**

Short interval between acquiring bookings and able to adjust the inventory quickly. Possible to close the sale on each channel all at once even if many bookings comes in suddenly.

**Accessible from anywhere with internet connection**

Access Temairazu from the any places where internet connection is available. Same account can be used from different computers as data is stored in dedicated server.

## 2 Business report

### 2-2 Temairazu segment (Application service segment)

Beginning of "TEMAIRAZU" service

予約サイトコントローラ  
**手間いらず!**



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**  
ドットネット  
T E M A I R A Z U



"TEMAIRAZU",  
advanced and will keep advancing

**TEMAIRAZU** **手間いらず.NET 2**  
T E M A I R A Z U  
**TEMAIRAZU**  
**YIELD** **手間いらず mini**

Soon after online hotel booking sites appeared and people started to make bookings online, installed application "TEMAIRAZU!", the channel manager was born. This system enabling centralized management of multiple distribution channels have been used by many accommodation properties.

In 2010, new ASP model channel manager "TEMAIRAZU.NET" was launched. The ability to be used anywhere by connecting to internet had much improved convenience and efficiency of this system. Connected to not only domestic channels but also overseas/global channels and travel agents. Also, became able to connect with CRS, being efficient system for getting bookings of inbound travelers.

With valuable feedbacks from users, new "TEMAIRAZU" with various additional features was launched in 2015. In July 2016, advanced version "TEMAIRAZU YIELD" was launched. And in Mar 2020, new version "TEMAIRAZU mini" was launched. We will always listen to voices of customers and "TEMAIRAZU" will keep advancing.

## 2 Business report

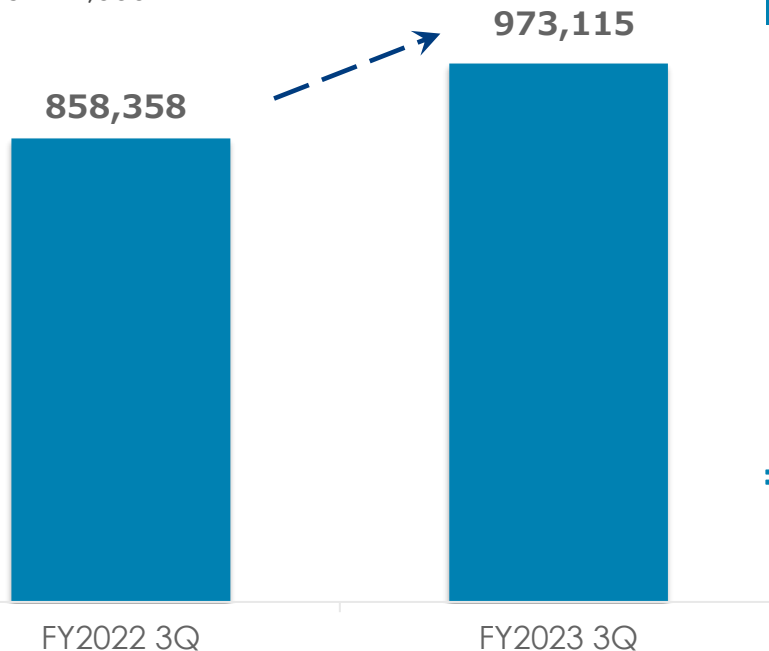
### 2-3 Report on Temairazu segment (Application service segment)

## Segment profit (after cost allocation)



YoY +13.4% (QoQ +0.8%)

Unit: JPY 1,000



### Impact of COVID-19

- Transition to 'Living with Covid-19'
  - New Year holiday and Spring Break with no restrictions on activities for the first time in 3 years
  - Recovery of accommodation demand by inbound travelers
- ⇒ Monthly variable income increased mainly due to increased demand for travel

## 2 Business report

### 2-4 Temairazu segment (Application service segment)

#### Improving convenience and operational efficiency

- Connected with “STAYNAVI,” a website specializing in direct bookings for accommodation properties, provided by Peerto. Inc. This will improve convenience for reservation holders and increase operational efficiency at accommodation properties.

#### Sales & Promotion Activities

- Exhibited at HCJ2023 (International Hotel Restaurant Show)  
Japan's largest hospitality and foodservice exhibition, held at Tokyo Big Sight from February 7 to 10, 2023. According to the organizer's announcement, the number of visitors increased significantly from 28,328\* last year to 46,457 this year. Our booth also attracted many visitors.  
(\*Including the number of visitors to other concurrent exhibitions.)



## 2 Business report

### 2-5 Temairazu segment (Application service segment)

#### Impact of COVID-19

Composition of Sales in Application Services Business:

- Fixed Monthly Income (Basic monthly charges and option charges)
- Monthly variable income (Communication charges according to the number of reservations)

Impact :

- Fixed Monthly Income
  - Continued decline in number of cancellations directly attributable to COVID-19
  - New inquiries are on the increase trend
- Monthly variable income
  - Increase of monthly variable income due to the recovery of the accommodation demands.

Result in FY2023 3Q (Cumulative total) :

■ Fixed Monthly Income:	JPY 1,048 million	79.5%
■ Monthly variable Income :	JPY 245 million	18.6%
■ Other Income :	JPY 24 million	1.8%

## 2 Business report

### 2-6 Future business development of Temairazu segment



- Responding to the growing demand for return demand due to the transition to 'Living with Covid-19'.
- Aiming to create a product that contributes to further expansion of sales channels and operational efficiency, which will lead to securing revenue for accommodation properties.

Connecting with  
distribution channels

Connecting with various  
systems

Strengthening sales and  
customer support forces

Strengthening TEM AIRAZU  
functionalities

## 2 Business report

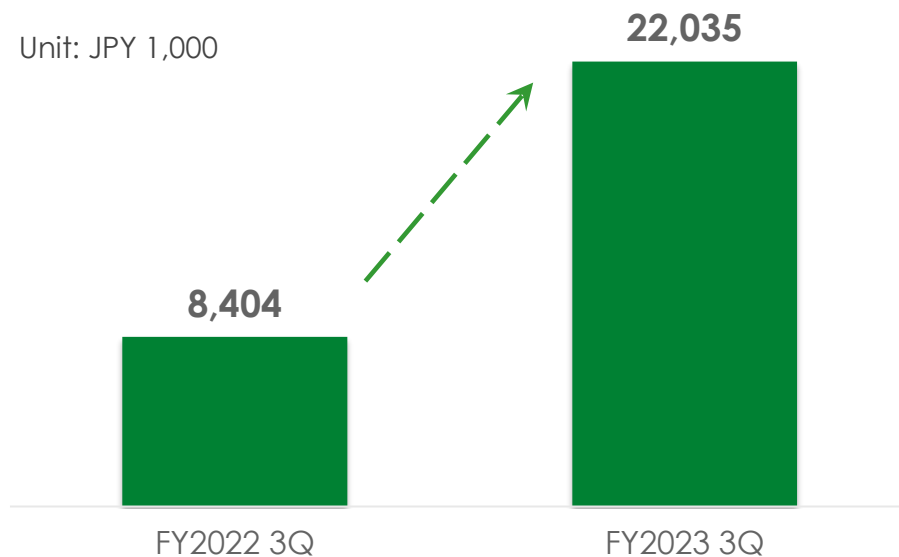
### 3 Report on Hikaku.com segment (Internet Media segment)

## Segment profit (after cost allocation)



YoY +162.2%

Unit: JPY 1,000



#### ■ Continuous implementation of the following measures

- Review of ads placement
- Search Engine Optimization
- User interface improvements
- Improving mobile usability
- Further enhancing the contents

# Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,041,935 (As of Dec 31, 2022)	
Number of shares issued	6,479,834 (As of Dec 31, 2022)	
Share trading unit	100 (As of Dec 31, 2022)	
Address	7F Ebisu NR Bld, 1-21-3 Ebisu, Shibuya-ku, Tokyo JAPAN	
Securities code	2477 (Prime Market of the Tokyo Stock Exchange)	
Auditing firm	Deloitte Touche Tohmatsu LLC	
Website	“TEMAIRAZU” “Hikaku.com”	<a href="https://www.temairazu.com/">https://www.temairazu.com/</a> <a href="https://www.hikaku.com/">https://www.hikaku.com/</a>

# Notes on this Financial Result document

This material is intended to provide information on the performance of the financial results of the 3rd quarter of fiscal year ending June 2023. In no way is the information intended to solicit an investment in securities issued by the Company. The information is prepared based on data as of the end of Mar 31, 2023. Accordingly, the opinions or forecasts on this presentation are dependent on the judgment of the Company at the time of the preparation, and do not guarantee nor pledge accuracy or integrity of the information. In addition, such opinions or forecasts may be changed without notice.

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## IR Information

<https://www.temairazu.co.jp/ir/news>

## Press Release

<https://www.temairazu.co.jp/press>