



TEMAIRAZU

**FY 2024 (Jul 2023-Jun 2024) 2Q
Financial Result**



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**Business report of FY2024 2Q
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1 Summary of the Results

- 1 Summary of the Result for FY 2024 2Q
- 1 Outline of the financial results

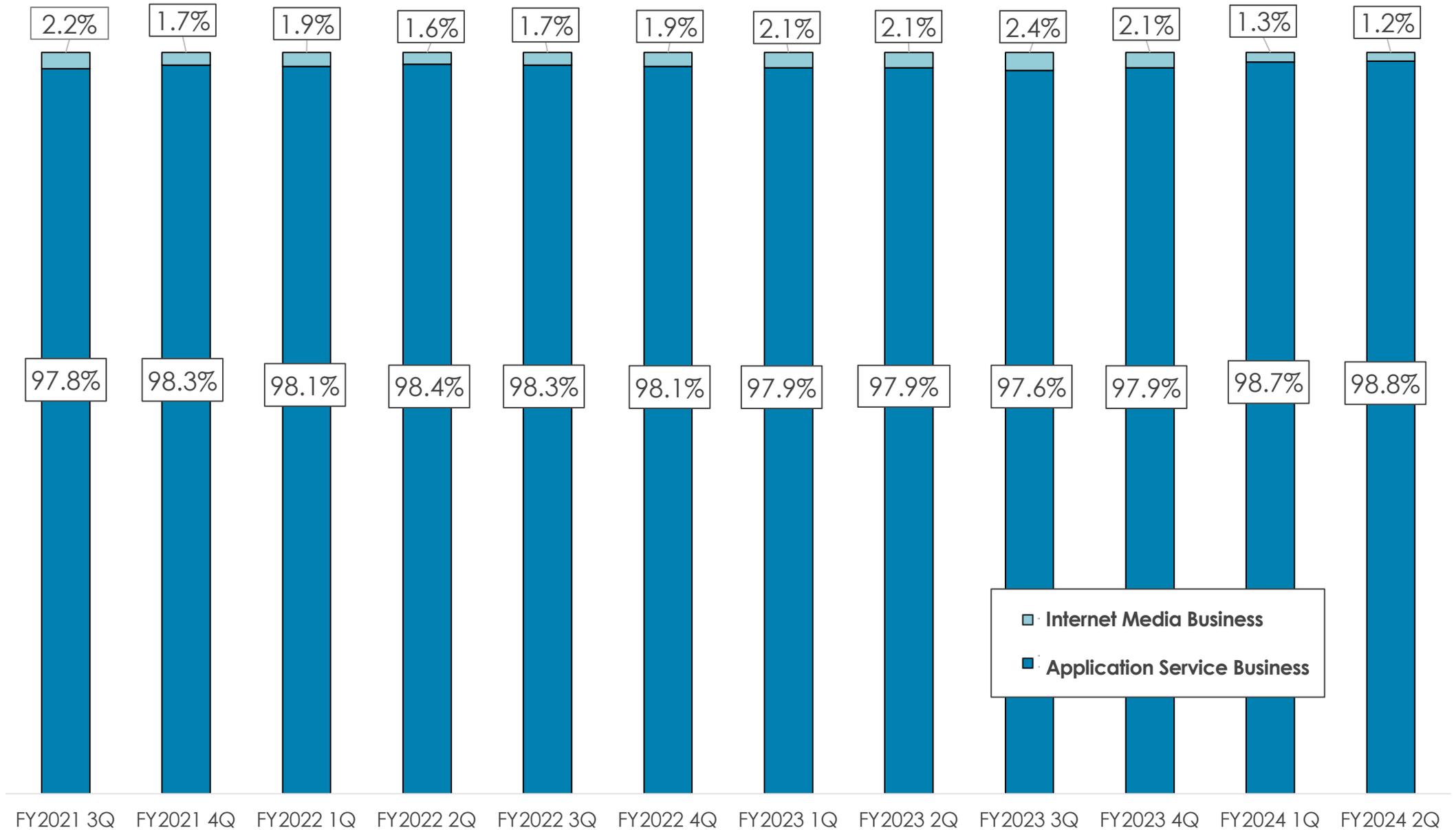
Net Sales : **10.0% up** YoY

Operating Income : **10.3% up** YoY

	FY2024 2Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 978,191 K	—	JPY 889,373 K	JPY 88,818 K	10.0%
Operating Income	JPY 720,246 K	73.6%	JPY 653,142 K	JPY 67,104 K	10.3%
Ordinary Income	JPY 720,833 K	73.7%	JPY 654,214 K	JPY 66,619 K	10.2%
Net Income	JPY 473,670 K	48.4%	JPY 425,336 K	JPY 48,334 K	11.4%
Net earnings per share	JPY 73.10	—	JPY 65.65	—	—

1 Summary of the Result for FY 2024 2Q

2 Sales composition ratio



- 1 Summary of the Result for FY 2024 2Q
- 3 Sales and profit per segment

Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 73.9%

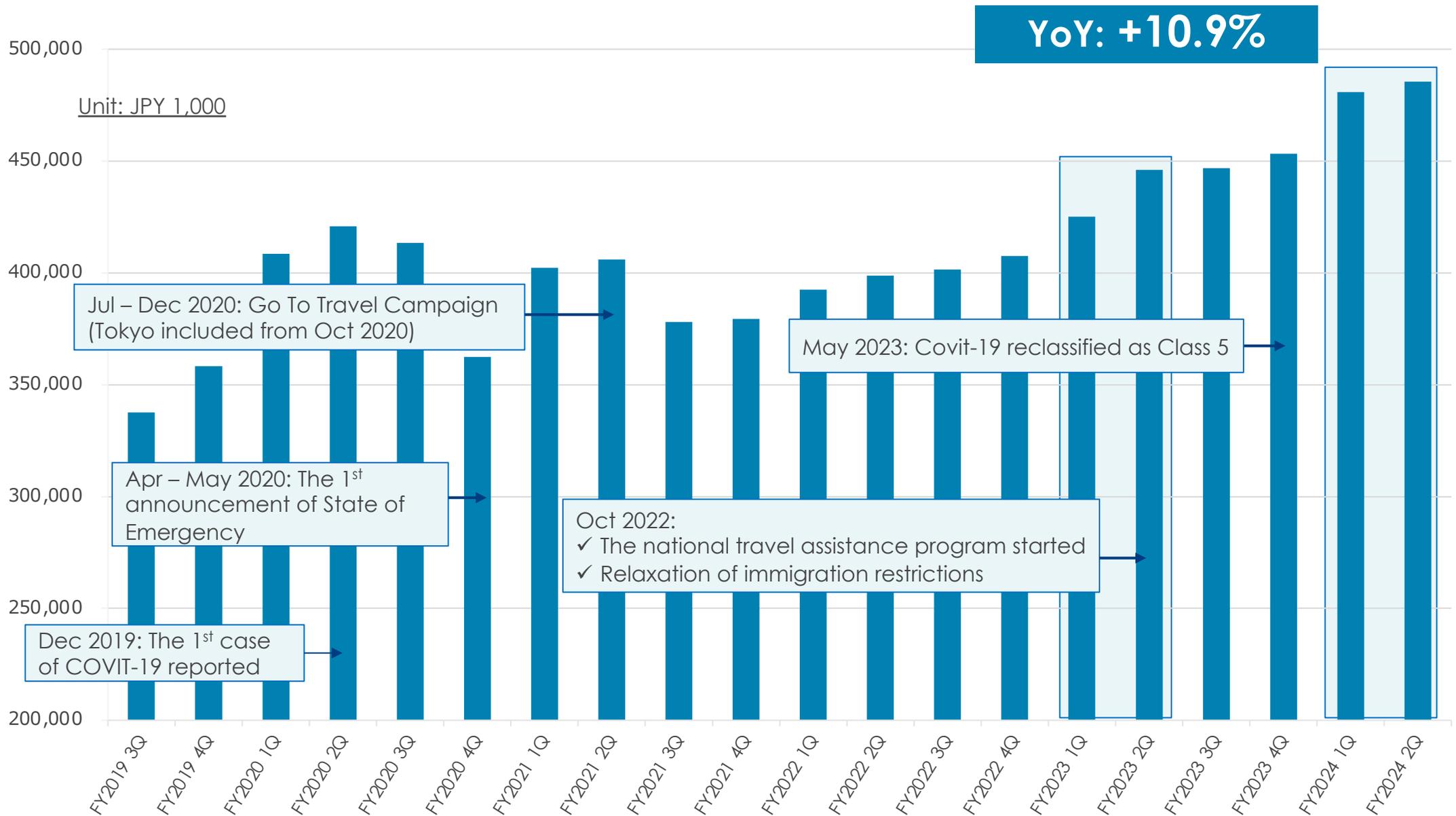
Internet Media Segment:

Sales and profits decreased and profit margin margin after cost allocation was 48.6%

	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	JPY 966,396 K	JPY 787,806 K (JPY 714,509 K)	81.5% (73.9%)
Internet Media Business	JPY 11,794 K	JPY 6,664 K (JPY 5,736 K)	56.5% (48.6%)
Adjustment	-	- JPY 74,224 K	-
TOTAL	JPY 978,191 K	JPY 720,246 K	73.6%

1 Summary of the Result for FY 2024 2Q

4 Sales trend of Application Service segment(Temairazu)

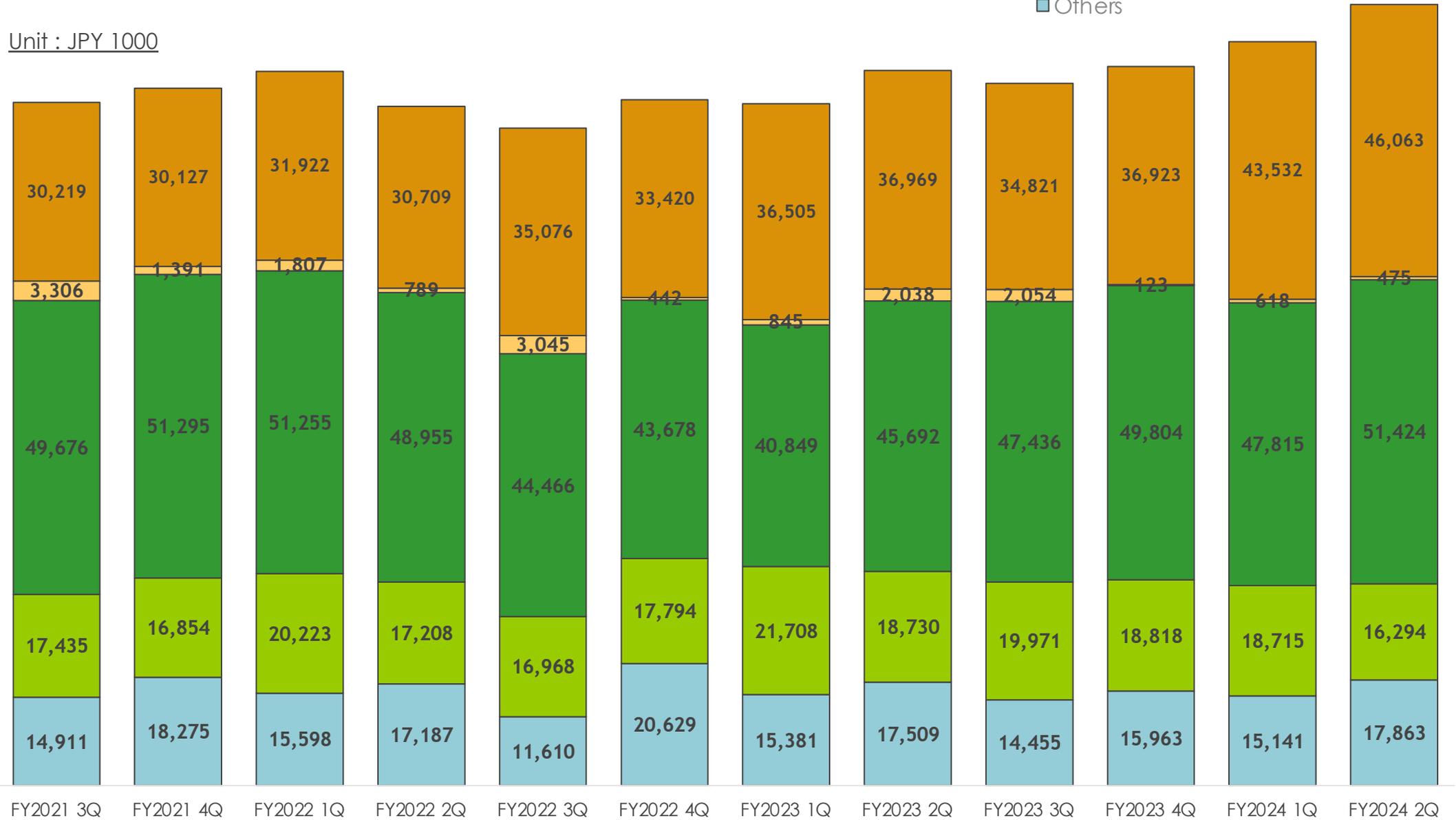


1 Summary of the Result for FY 2024 2Q

5 Breakdown of sales cost and SG&A



Unit : JPY 1000



1 Summary of the Result for FY 2024 2Q

6 Progress rate against full-year forecast

	FY2024 2Q	FY2024 Forecast	Progress Rate
Net Sales	JPY 978,191 K	JPY 1,928,116 K	50.7%
Operating Income	JPY 720,246 K	JPY 1,297,105 K	55.5%
Ordinary Income	JPY 720,833 K	JPY 1,302,023 K	55.4%
Net Income	JPY 473,670 K	JPY 831,888 K	56.9%
Net earnings per share	JPY 73.10	JPY 128.39	-

1 Summary of the Result for FY 2024 2Q

7 Balance Sheet

	End of FY2023	End of FY2024 2Q	Key factors of change	
Cash	JPY 5,826,084 K	JPY 6,124,345 K		
Other current assets	JPY 290,803 K	JPY 323,868 K		
Fixed assets	JPY 64,621 K	JPY 79,723 K	Deferred tax assets	+ JPY 3,831 K
Total Assets	JPY 6,181,509 K	JPY 6,527,936 K		-
Liabilities	JPY 397,108 K	JPY 382,196 K	Income taxes payable	- JPY 16,680 K
Capital stock	JPY 5,784,400 K	JPY 6,145,740 K	Recording of net income	+ JPY 473,670K
			Dividend of surplus	- JPY 113,389 K
Total liabilities / net assets	JPY 6,181,509 K	JPY 6,527,936 K		-
Equity ratio	93.6%	94.1%		-

2 Business report and future business development

- 2 Business report and future business development
- 1 Business Summary of each segment

Application Service Business



TEMAIRAZU

Development & provision of channel manager “TEMAIRAZU” series

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

Internet Media Business



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.

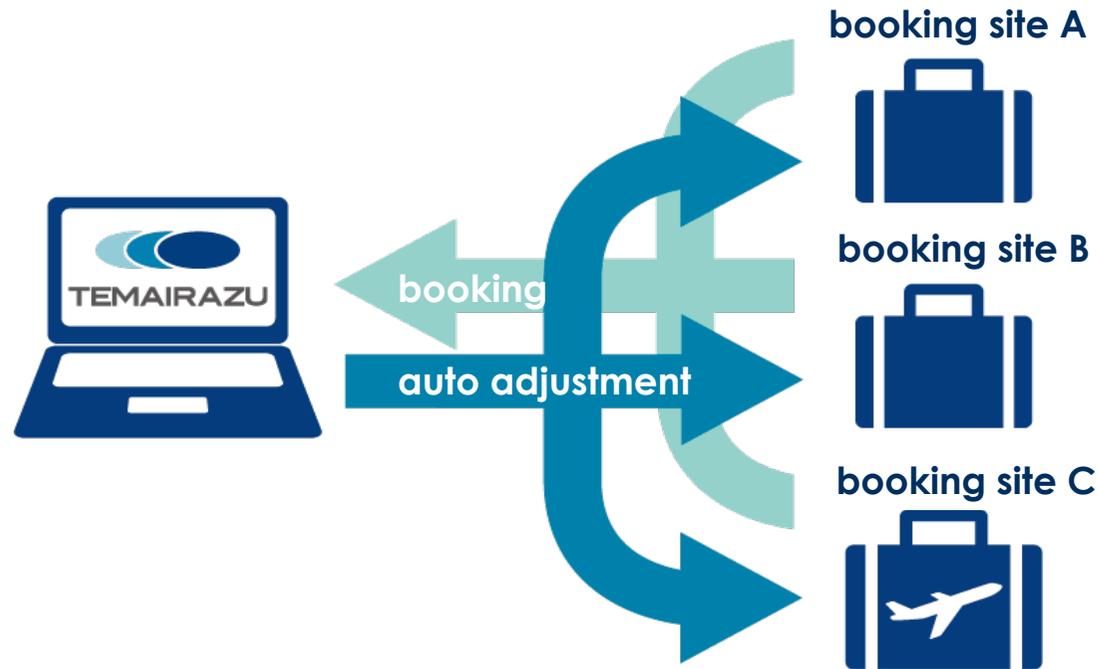
Ads

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

2 Business report and future business development

2-1 Application Service Business (Temairazu)

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 and future business development

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!



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 and future business development

2-3 Report on Application Service Business (Temairazu)

New system connectivity for improving operational efficiency and convenience

『Shiji Enterprise Platform』

A cloud-based mission-critical hotel operations system for the hospitality industry provided by Shiji Japan.

『WASIMIL』

An all-in-one tool that integrates all management tools essential for operating an accommodation business including bookings, inventory, accommodation operations administration, customer management, marketing, accounting, business analysis plus more.

System connectivity for expanding connectivity among travel companies, etc.

『web CONNECT』

A SaaS-type product sales platform for travel and tourism industry provided by FORCIA, Inc.

2 Business report and future business development

2-3 Report on Application Service Business (Temairazu)

**Sales channel expansion to accommodation facilities:
Cooperation with accommodation booking sites, etc.**

『Odakyu Travel booking site』

A travel booking site provided by Odakyu Electric Railway Co., Ltd. that allows travelers to freely create their own custom travel plan.

『TsugiTsugi』

A subscription service provided by TOKYU CORPORATION that allows members to choose their preferred hotel or lodging based of their mood at the time from more than 140 accommodation facilities across Japan and pay a set price.

『YUNOKUNI YUNOTABI BEPPUONSEN』

The official Beppu City accommodation booking site provided by Beppu City Industrial Collaboration and Collaboration Platform B-biz LINK, jointly operated by Beppu City. The site allows users to book accommodation from a comprehensive selection of inns and hotels in the Beppu hot spring area.

2 Business report and future business development

2-4 Temairazu segment (Application service segment)

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)

Status :

- Fixed Monthly Income
 - ✓ The churn rate is on decreasing trend.
 - ✓ New inquiries are on increase.
- Monthly variable income
 - ✓ The variable income is on increase due to increasing demand for accommodation industry.

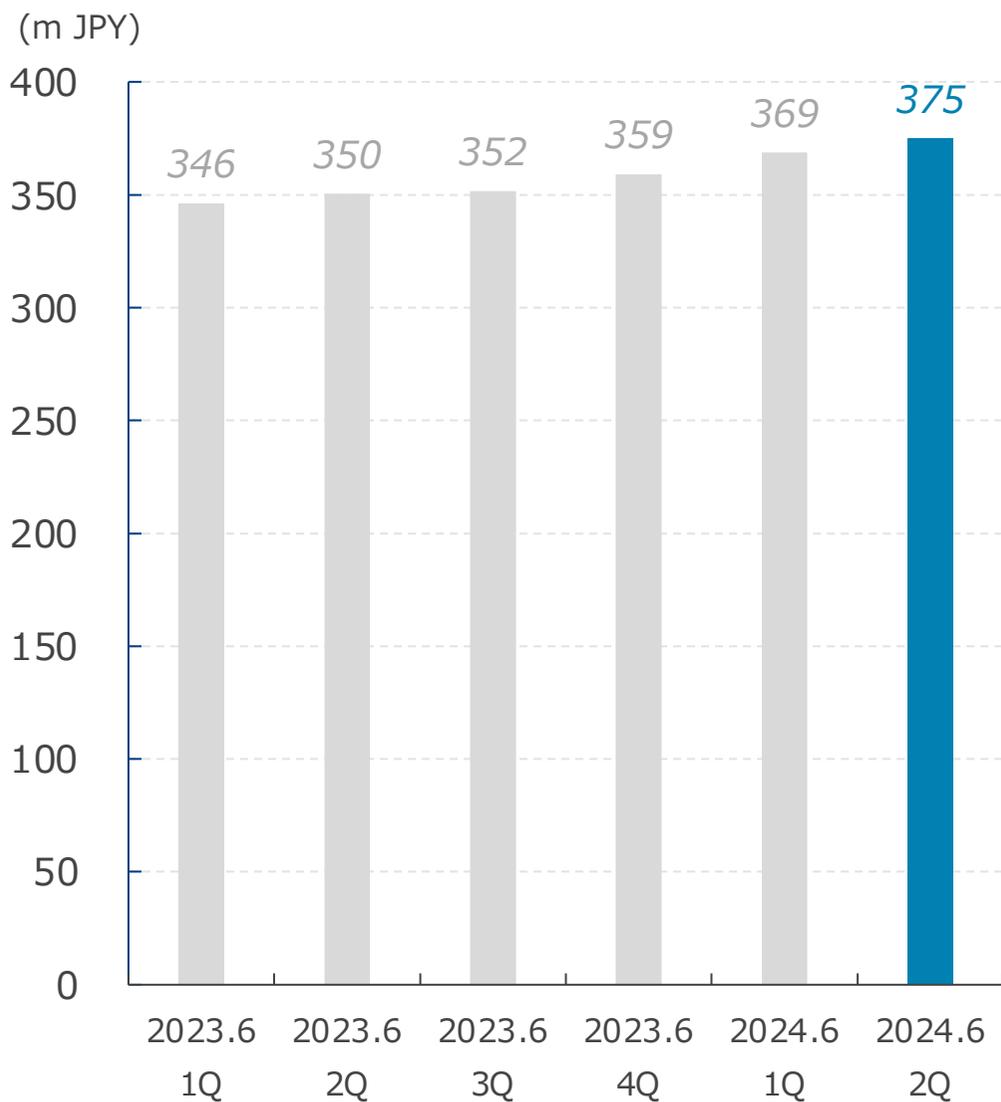
Result in FY2024 2Q :

■ Fixed Monthly Income:	JPY 743 million	77.0%	(YoY +6.8%)
■ Monthly Variable Income :	JPY 207 million	21.5%	(YoY +31.4%)
■ Other Income :	JPY 14 million	1.5%	

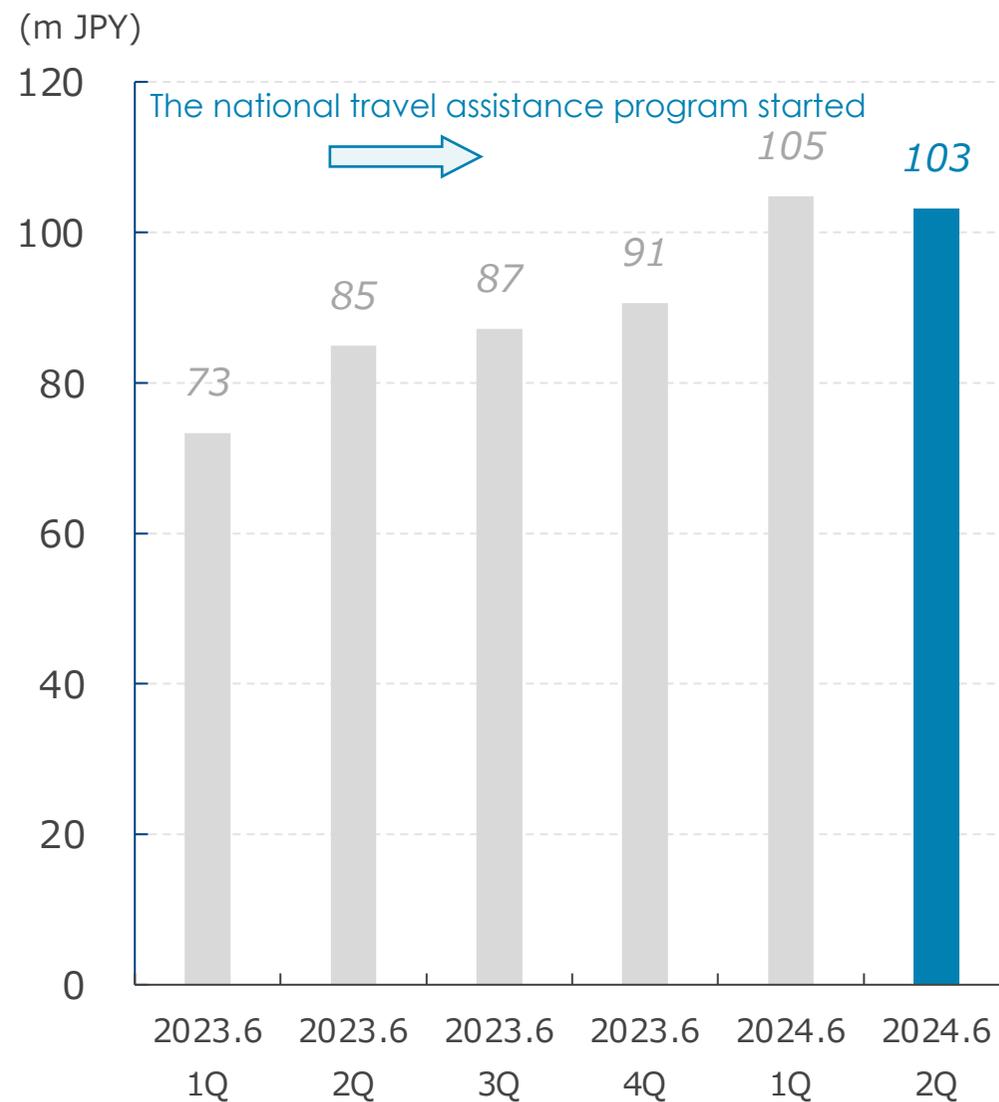
2 Business report and future business development

2-4 Temairazu segment (Application service segment)

Fixed Monthly Income



Monthly variable income



- 2 Business report and future business development
- 2-5 Report on Application Service Business (Temairazu)

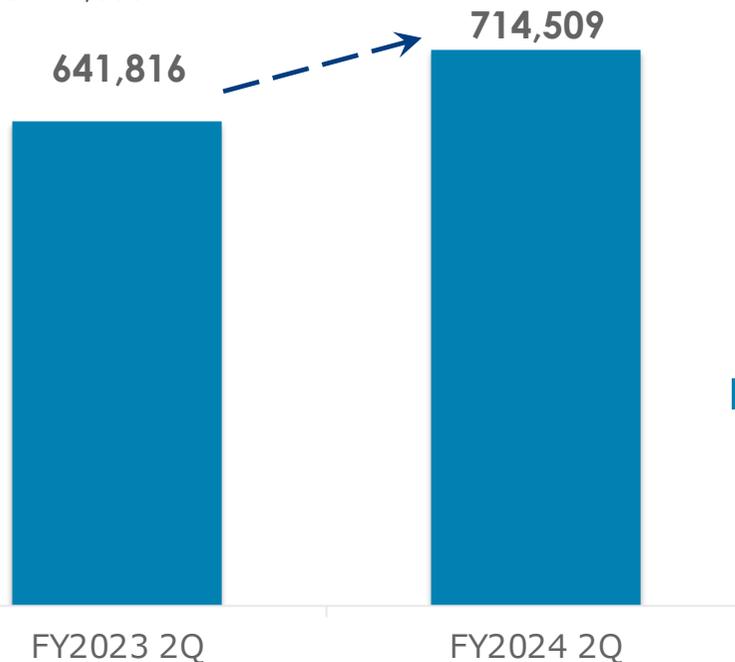
Segment profit (after cost allocation)

YoY +11.3%



TEMAIRAZU

Unit: JPY 1,000



< Topics >

- Increase in number of accommodation bookings
 - ✓ Demand for accommodation was robust from both domestic and inbound tourism now that there is no impact of activity restrictions and border entry restrictions
- Although there was a certain number of cancellations mainly of small-scale accommodations due to closure etc., the churn rate is on decreasing trend.

2 Business report and future business development

2-6 Future business development of Application Service Business (Temairazu)

- Responding to returning demand.
- Aiming for products that will contribute to further sales expansion and operational efficiency, which will help secure the revenues of accommodation properties.

Connecting with sales channels

Connecting with various systems

Strengthening sales and development capabilities

Strengthening Temairazu functions

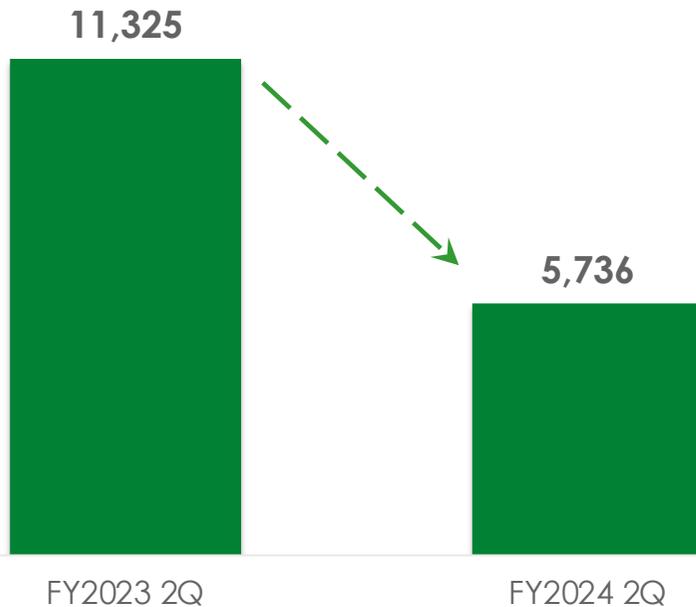
- 2 Business report and future business development
- 3 Report on Hikaku.com segment (Internet Media segment)

Segment profit (after cost allocation)



YoY -49.3%

Unit: JPY 1,000



< Topics >

- Due to effect from search engine algorithms, site traffic declined
- Continuous implementation of the following measures
 - Search Engine Optimization
 - User interface improvements
 - Mobile usability improvements

Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,642,713 (As of Dec 31, 2023)	
Number of shares issued	6,480,396 (As of Dec 31, 2023)	
Share trading unit	100 (As of Jun 30, 2023)	
Address	7F Ebisu NR Bld, 1-21-3 Ebisu, Shibuya-ku, Tokyo JAPAN	
Securities code	2477 (Standard Market of the Tokyo Stock Exchange)	
Auditing firm	Deloitte Touche Tohmatsu LLC	
Websites	“HP” “TEMAIRAZU” “Hikaku.com”	https://www.temairazu.co.jp/ https://www.temairazu.com/ https://www.hikaku.com/

Notes on this Financial Result document

This material is intended to provide information on the performance of the financial results of the 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 June 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

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Press Release

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