



# TEMAIRAZU

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**FY 2024 (Jul 2023-Jun 2024) 3Q  
Financial Result**



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**Business report of FY2024 3Q  
and future business development** **p.10**

# 1 Summary of the Results

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- 1 Summary of the Result for FY 2024 3Q
- 1 Outline of the financial results

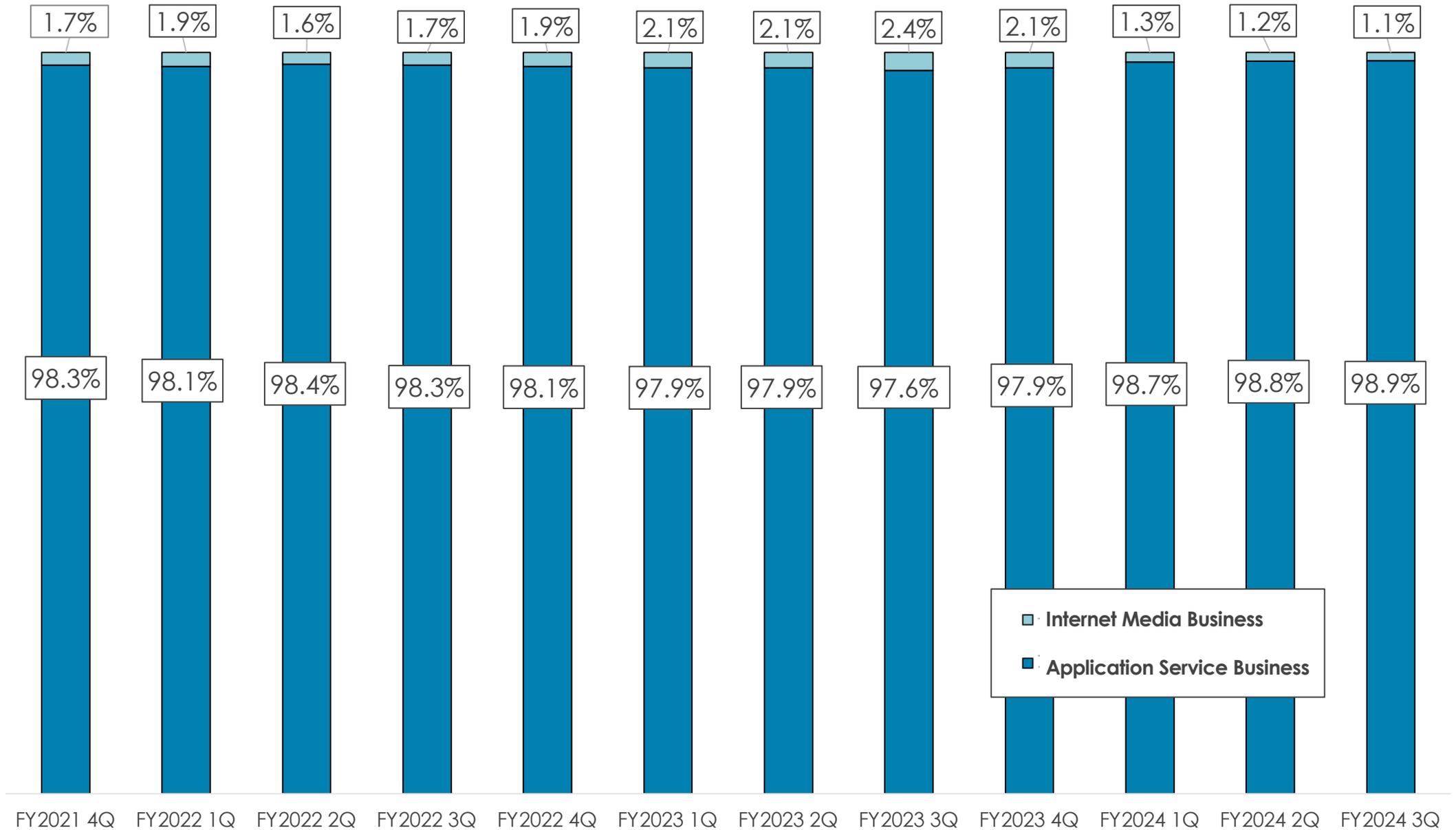
Net Sales : **11.8% up** YoY

Operating Income : **11.4% up** YoY

	FY2024 3Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 1,509,524 K	—	JPY 1,350,121 K	JPY 159,402 K	<b>11.8%</b>
Operating Income	JPY 1,108,926 K	<b>73.5%</b>	JPY 995,151 K	JPY 113,774 K	<b>11.4%</b>
Ordinary Income	JPY 1,109,848 K	<b>73.5%</b>	JPY 996,600 K	JPY 113,247 K	<b>11.4%</b>
Net Income	JPY 715,784 K	<b>47.4%</b>	JPY 644,173 K	JPY 71,611 K	<b>11.1%</b>
Net earnings per share	JPY 110.47	—	JPY 99.42	—	—

# 1 Summary of the Result for FY 2024 3Q

## 2 Sales composition ratio



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

### Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 73.8%

### Internet Media Segment:

Sales and profits decreased and profit margin margin after cost allocation was 45.5%

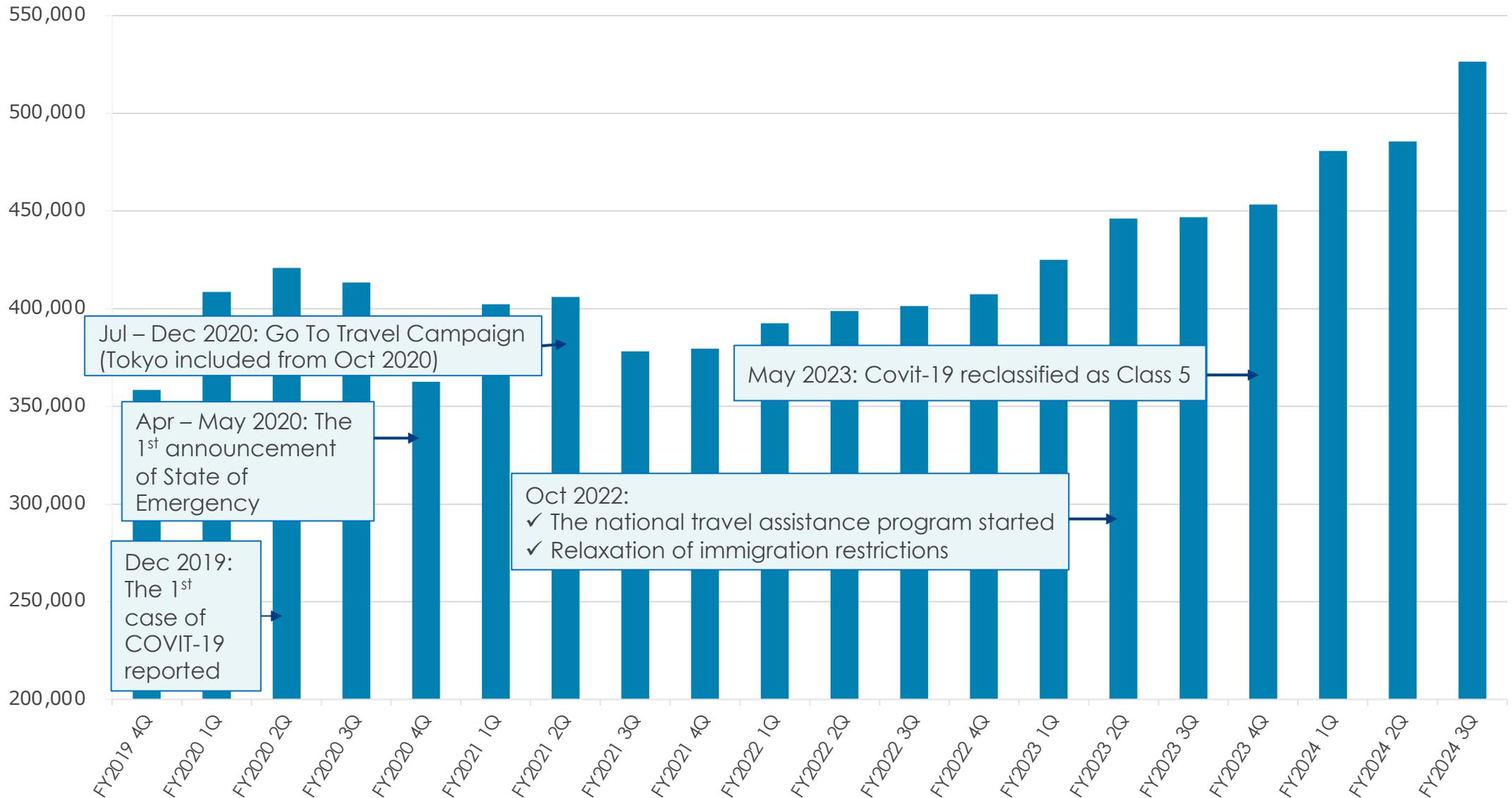
	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	JPY 1,492,924 K	JPY 1,208,378 K (JPY 1,101,376 K)	80.9% (73.8%)
Internet Media Business	JPY 16,600 K	JPY 8,904 K (JPY 7,550 K)	53.6% (45.5%)
Adjustment	-	- JPY 108,356 K	-
TOTAL	JPY 1,509,524 K	JPY 1,108,926 K	73.5%

# 1 Summary of the Result for FY 2024 3Q

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

YoY: +17.9%

Unit: JPY 1,000

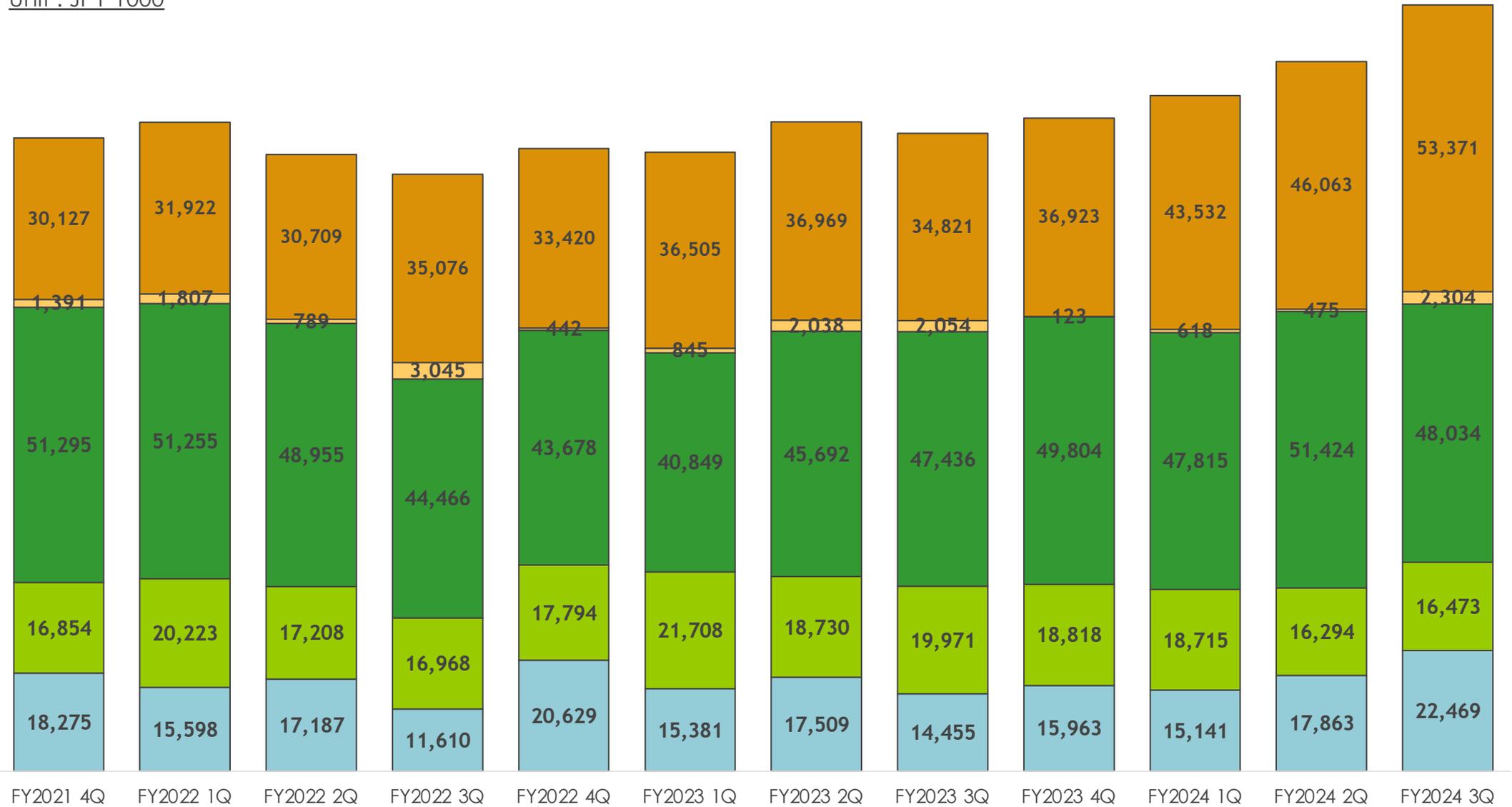


# 1 Summary of the Result for FY 2024 3Q

## 5 Breakdown of sales cost and SG&A



Unit : JPY 1000



# 1 Summary of the Result for FY 2024 3Q

## 6 Progress rate against full-year forecast

	FY2024 3Q	FY2024 Forecast	Progress Rate
Net Sales	JPY 1,509,524 K	JPY 1,928,116 K	<b>78.3%</b>
Operating Income	JPY 1,108,926 K	JPY 1,297,105 K	<b>85.5%</b>
Ordinary Income	JPY 1,109,848 K	JPY 1,302,023 K	<b>85.2%</b>
Net Income	JPY 715,784 K	JPY 831,888 K	<b>86.0%</b>
Net earnings per share	JPY 110.47	JPY 128.39	-

# 1 Summary of the Result for FY 2024 3Q

## 7 Balance Sheet

	End of FY2023	End of FY2024 3Q	Key factors of change	
Cash	JPY 5,826,084 K	JPY 6,189,354 K		
Other current assets	JPY 290,803 K	JPY 327,074 K		
Fixed assets	JPY 64,621 K	JPY 75,881 K	Long-term prepaid expense	+ JPY 6,330 K
<b>Total Assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,592,310 K</b>	-	
Liabilities	JPY 397,108 K	JPY 295,175 K	Income taxes payable	- JPY 109,387 K
Capital stock	JPY 5,784,400 K	JPY 6,297,134 K	Recording of net income	+ JPY 715,784K
			Dividend of surplus	- JPY 204,108 K
<b>Total liabilities / net assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,592,310 K</b>	-	
Equity ratio	93.6%	95.5%	-	

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

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

## Application Service Business



**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.

## 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.

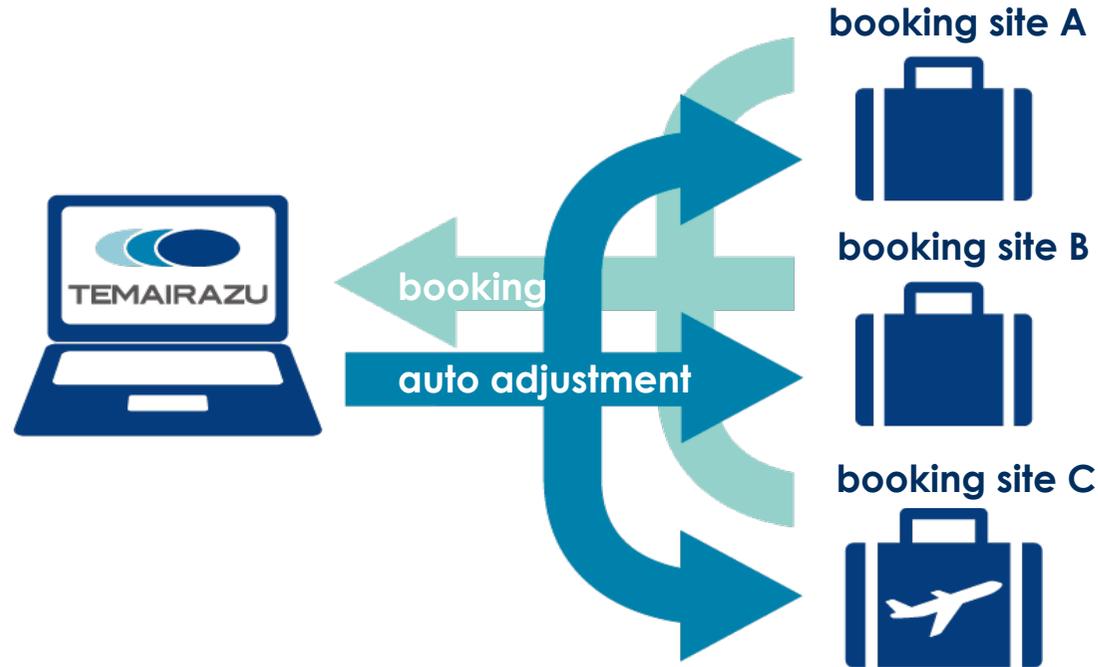
#### Ads

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**  
**YIELD**  
**手間いらず 自動**   **手間いらず.NET 2**  
T E M A I R A Z U  
**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. We launched new versions, “TEMAIRAZU mini” in Mar. 2020, and “TEMAIRAZU JIDO ” in Feb. 2024. 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)

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

#### Automation of . . .

##### ● fee adjustment

###### Automatic application by rule setting

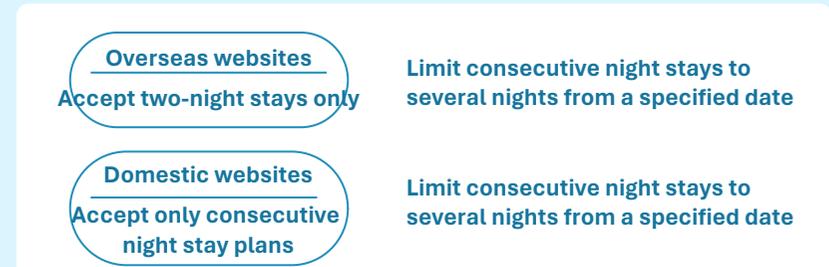


Target price

Automatic sales channel adjustment

##### ● consecutive night stay limits

###### Optimal revenue analysis



LOS and hurdle rate

##### ● lowest price check

###### Best rate guarantee



Best rate checker

Rate survey

##### ● reporting operations

###### Proprietary reports



Proprietary reports

Booking analytics

1 2  
3 4  
手間いらず 自動

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.**

**『TravelBar』 : BEENOS Travel Inc.**

A distinctive service for gathering information and creating plans for Japan travel for Taiwanese visitors, offering accommodation and restaurant bookings on the website.

**『WOW+』 : H.I.S. Co., Ltd.**

A website specializing in unique accommodation facilities: glamping facilities, vacation rentals such as cottages for rent, traditional houses for rent, rural accommodation facilities offering farm experiences, and temple accommodation facilities where guests can stay in temple lodgings.

**『Kakaku.com Travel』 : Kakaku.com, Inc.**

A service offering collection and one-stop search of accommodation plans posted on official websites of 12 travel companies as well as accommodation facilities

## 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
  - ✓ Maintained low churn rate
  - ✓ New inquiries are on increase.
- Monthly variable income
  - ✓ The variable income is on increase due to increasing demand for accommodation industry.

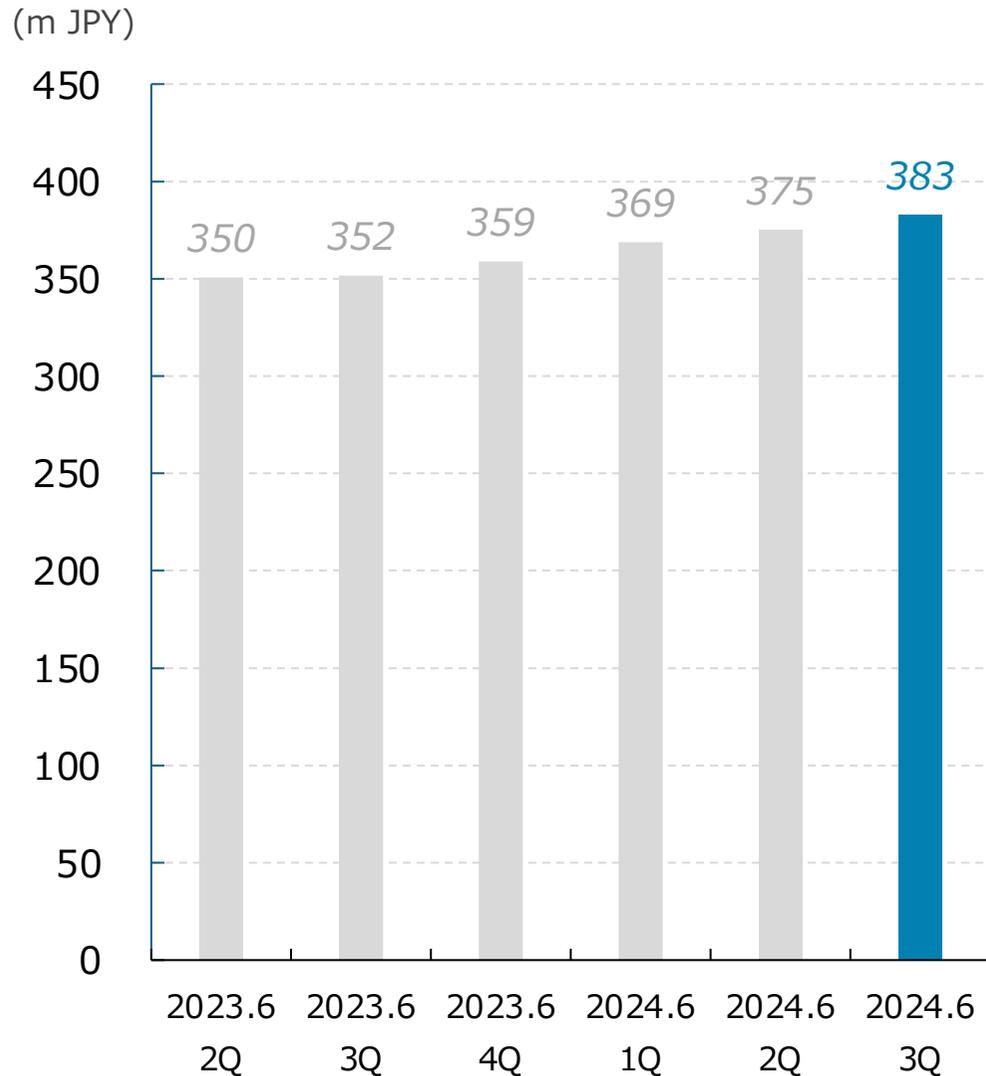
#### Result in FY2024 3Q :

■ Fixed Monthly Income:	JPY 1,126 million	75.5%	(YoY +7.5%)
■ Monthly Variable Income :	JPY 318 million	21.3%	(YoY +29.6%)
■ Other Income :	JPY 48 million	3.2%	

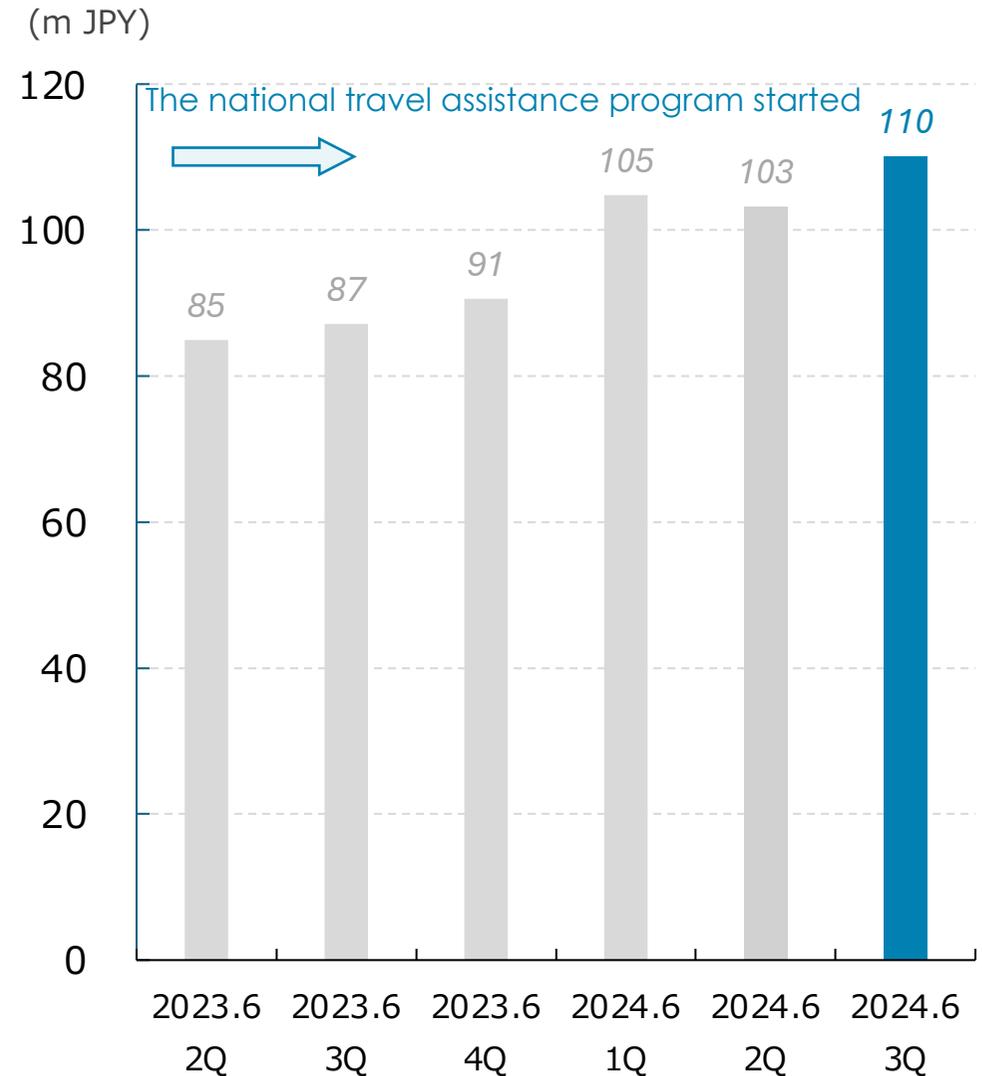
## 2 Business report and future business development

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

#### Fixed Monthly Income



#### Monthly variable income



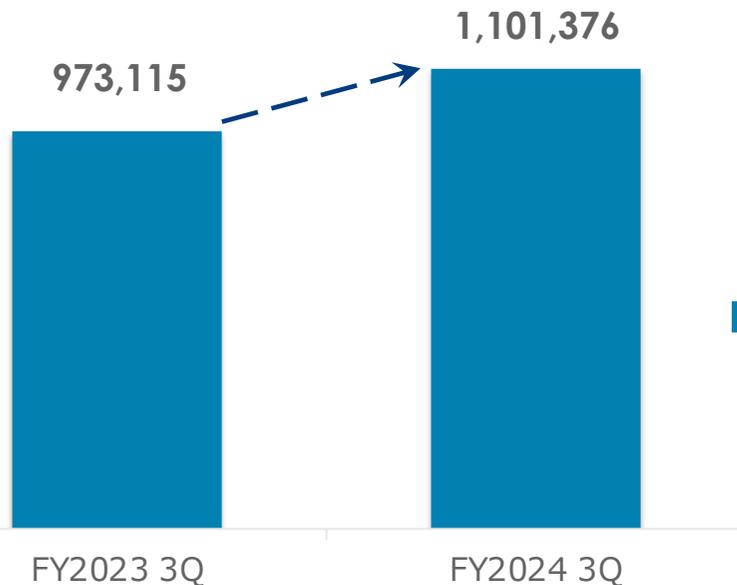
- 2 Business report and future business development
- 2-5 Report on Application Service Business (Temairazu)

## Segment profit (after cost allocation)

YoY +13.2%



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
- Maintained low churn rate

## 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**

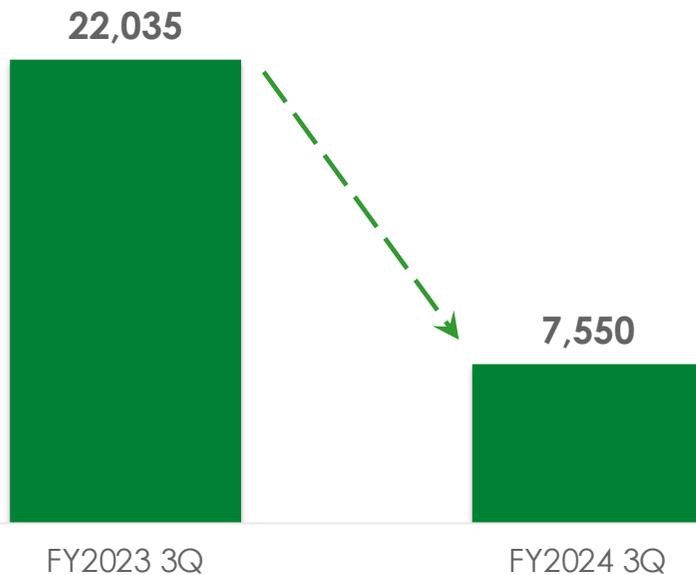
- 2 Business report and future business development
- 3 Report on Hikaku.com segment (Internet Media segment)

## Segment profit (after cost allocation)



YoY -65.7%

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”	<a href="https://www.temairazu.co.jp/">https://www.temairazu.co.jp/</a> <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 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.

## IR Contact

Temairazu, Inc. Corporate Planning Division

Tel: +81 (0)3-5447-6690 email: [ir@temairazu.com](mailto:ir@temairazu.com)

## IR Information

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

## Press Release

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