



# TEMAIRAZU

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**FY 2025 (Jul 2024-Jun 2025) 1Q  
Financial Results**



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and Future Business Prospects ... 10**

# 1 Financial Results

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# 1 Financial Result for FY 2025 1Q

## 1 Outline of the Financial Results

YoY Revenue Growth: **8.9%**

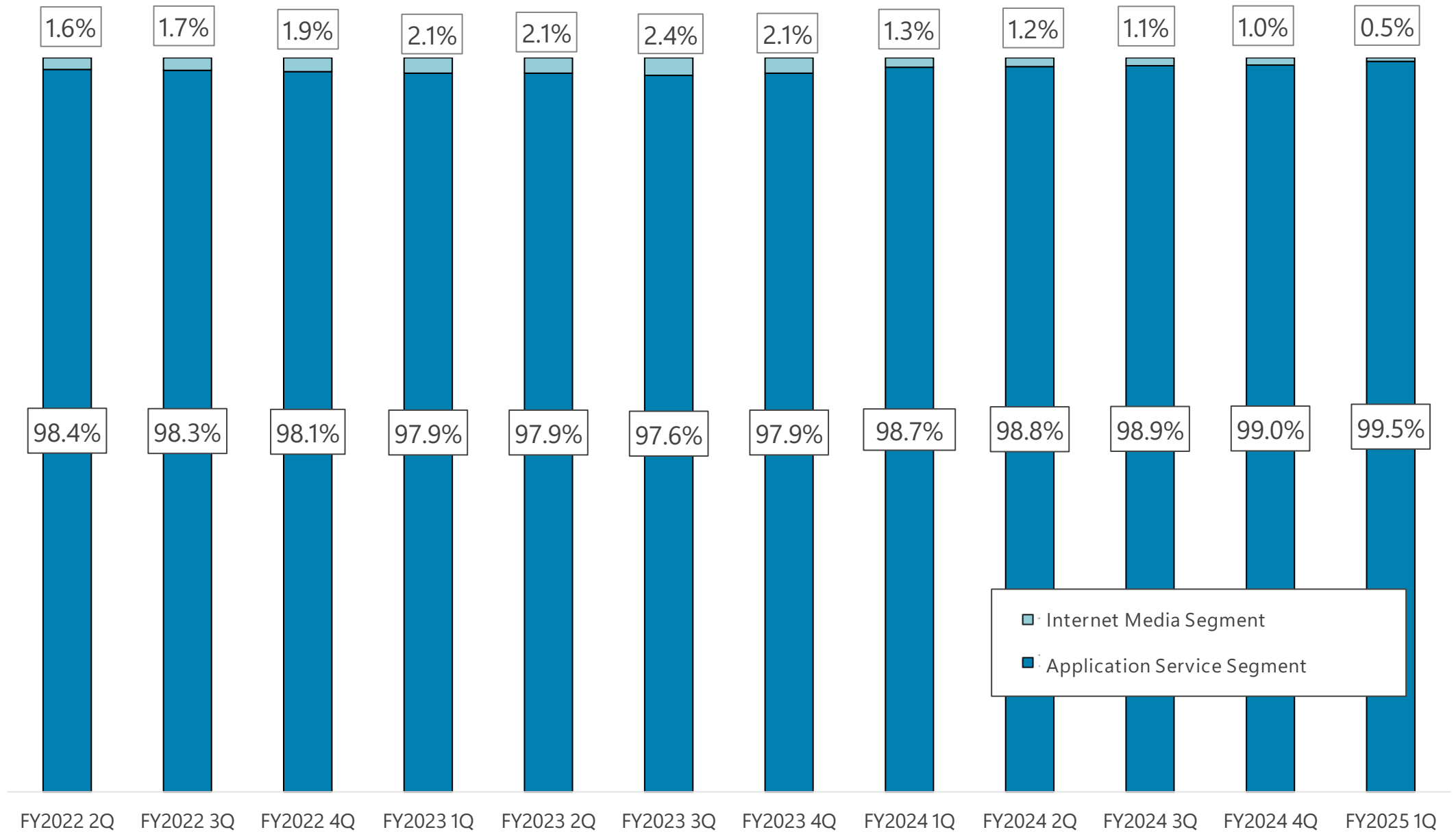
YoY Operating Profit Growth: **6.6%**

(Unit: JPY'000)

	FY2025 1Q		FY2024 1Q (Comparison)	Difference (Amount)	Difference (percentage)
	Results	Profit Margin %			
Net Sales	530,597	—	487,160	+43,437	<b>+8.9%</b>
Operating Profit	385,346	<b>72.6%</b>	361,337	+24,008	<b>+6.6%</b>
Ordinary Profit	386,235	<b>72.8%</b>	361,747	+24,487	<b>+6.8%</b>
Net Income	265,772	<b>50.1%</b>	241,682	+24,090	<b>+10.0%</b>
Net earnings per share (Unit:1 JPY)	41.02	—	37.30	—	—

## 1 Financial Result for FY 2025 1Q

## 2 Revenue Composition by Segment



## 1 Financial Result for FY 2025 1Q

### 3 Revenue and Profit per Segment

#### Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 73.1%

#### Internet Media Segment:

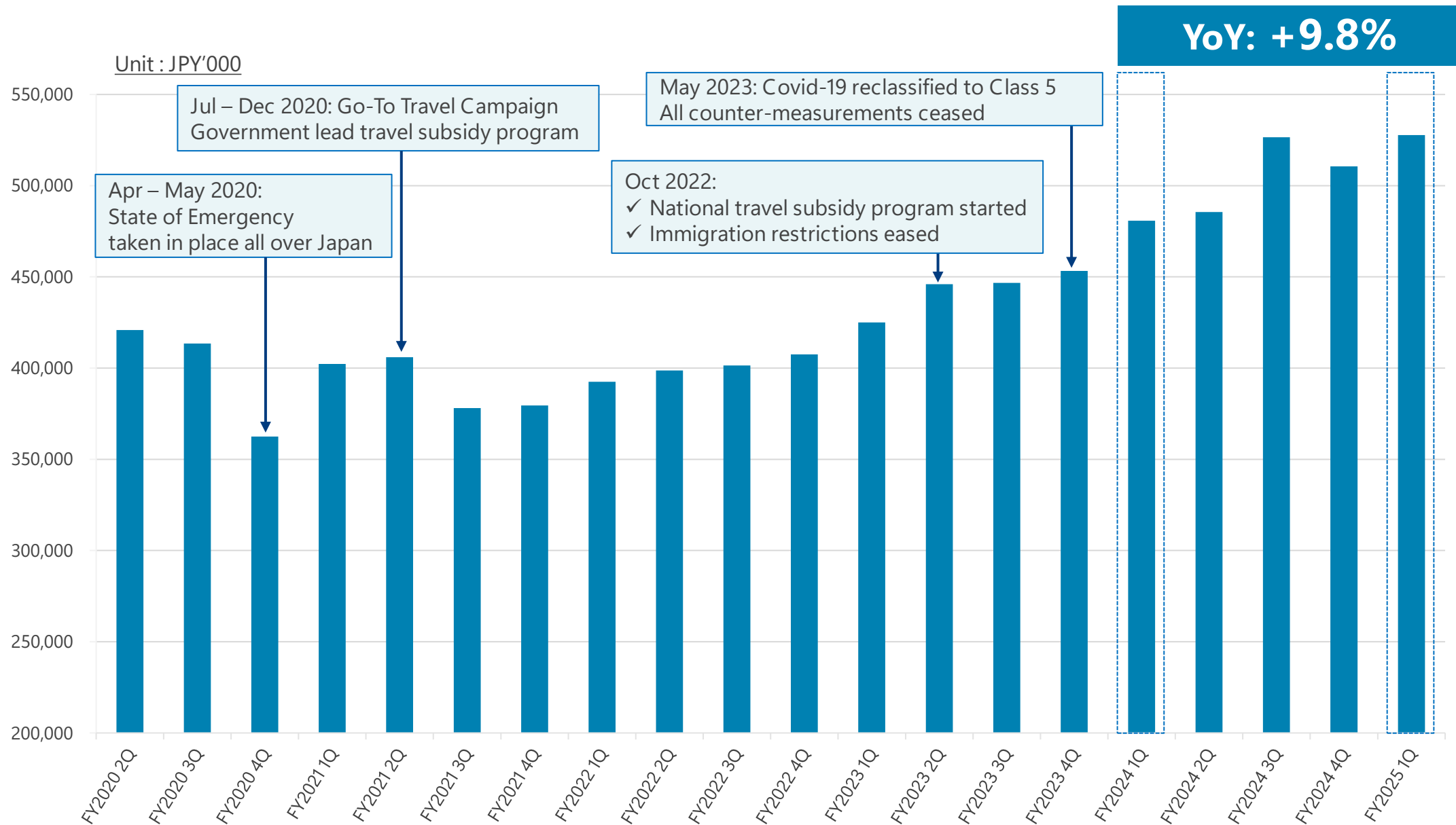
Sales decreased and operating loss after cost allocation was 11.3%

(Unit: JPY'000)

Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	527,720	427,792 (385,673)	81.1% (73.1%)
Internet Media Business	2,876	206 (-326)	7.2% (-11.3%)
Adjustment	-	-42,652	-
Total	530,597	385,346	72.6%

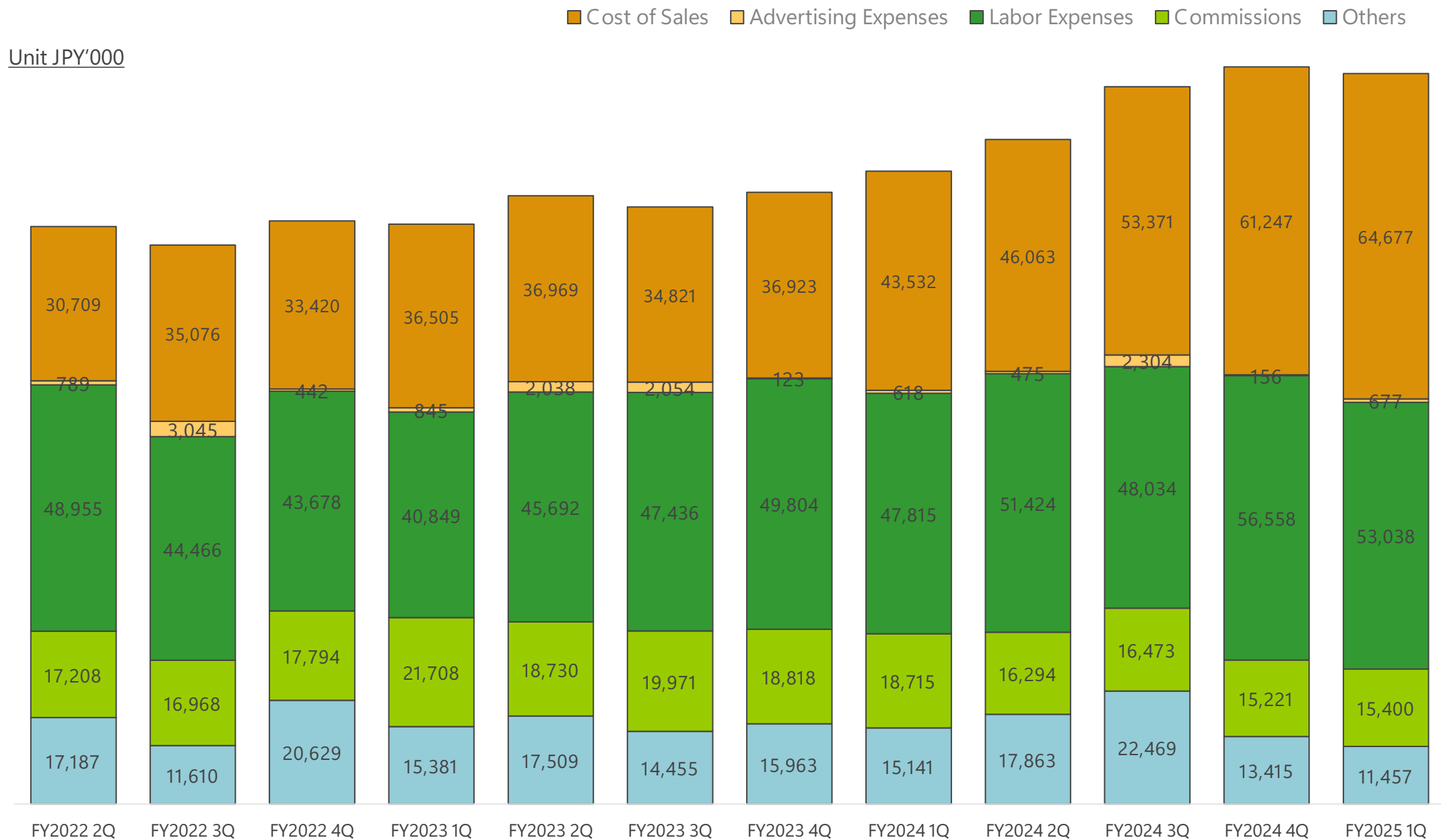
# 1 Financial Result for FY 2025 1Q

## 4 Revenue Trend of Application Service Segment(Temairazu)



# 1 Financial Result for FY 2025 1Q

## 5 Breakdown of Cost of Sales/SG&A





# 1 Financial Result for FY 2025 1Q

## 6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2025 1st Quarter Result	FY2025 Full Year Forecast	Progress %
Revenue	530,597	2,227,264	<b>23.8%</b>
Operating Profit	385,346	1,499,979	<b>25.7%</b>
Ordinary Profit	386,235	1,500,978	<b>25.7%</b>
Net Income	265,772	996,768	<b>26.7%</b>
Net earnings per share (Unit: 1 JPY)	41.02	153.83	-

# 1 Financial Result for FY 2025 1Q

## 7 Balance Sheet

(Unit:JPY'000)

	End of FY2024	End of FY2025 1Q	Remarks
Cash	6,565,274	6,548,642	-16,631
Other Current Assets	334,145	331,813	-
Fixed Assets	78,084	63,838	Deferred Tax Assets -10,435
<b>Total Assets</b>	<b>6,977,504</b>	<b>6,944,293</b>	-
Liabilities	419,833	250,447	Income Taxes Paid -178,121
Net Assets	6,557,671	6,693,846	Profit for the Qtr. Cash Dividend +265,772 -129,597
<b>Total Liabilities and Net Assets</b>	<b>6,977,504</b>	<b>6,944,293</b>	-
Equity Ratio	94.0%	96.4%	-

## 2 Business Report and Future Business Prospects

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- 2 Business Report and Future Business Prospects
- 1 Outline of Our Reporting Segments

## Application Service Business



**TEMAIRAZU**

Market leading channel manager  
"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



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.

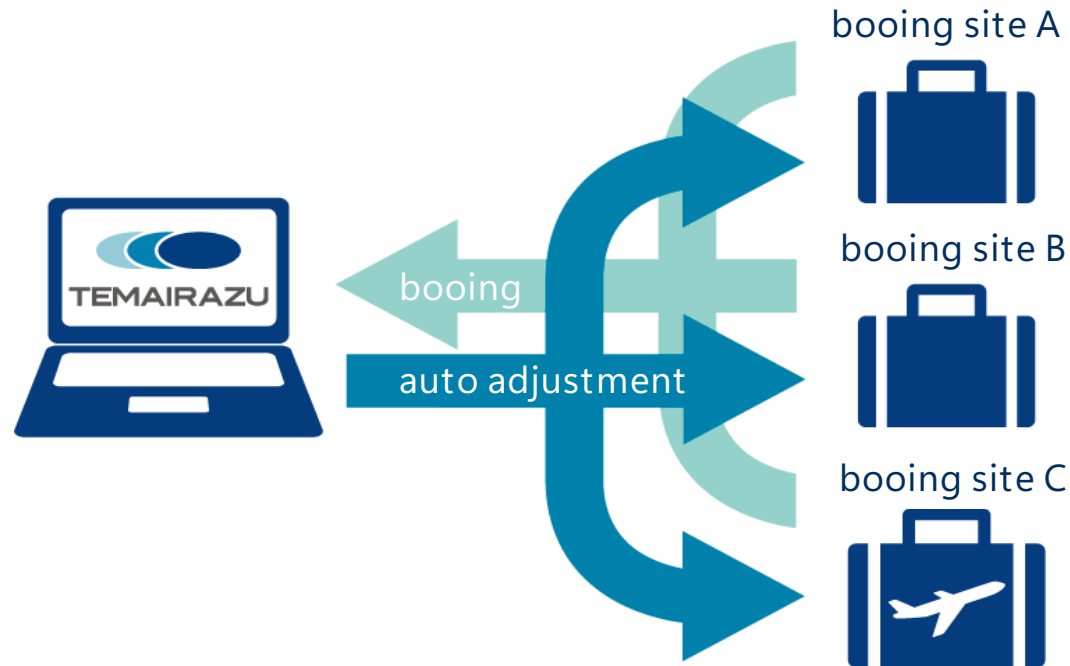
Advertisements

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

## 2 Business Report 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.

## 2 Business Report and Future Business Prospects

### 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**  
ドットネット  
T E M A I R A Z U

**手間いらず mini**

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.

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" 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.

- 2 Business Report and Future Business Prospects
- 2-3 Application Service Business (Temairazu)

## New connectivity with OTAs

### “unito” (Unito Co., Ltd.)

Temairazu has released the new connectivity with “unito”, an online service apartment platform, which will help our customers improving the occupancy rate their properties.

### “AEON Compass Travel Mall” (AEON Compass Co., Ltd.)

Temairazu has released the new connectivity with “AEON Compass Travel Mall”, which will expand our customers’ sales channels to their travel packages and AEON CARD members and the benefit program with WAON Point.

## New service in “Temairazu” series

We have launched “Temanashi Marketing”, marketing automation for customers in the hotel industry. The features assist hotels and lodging facilities to reach out to their customers and the data is synchronized from “Temairazu” Channel Manager.

## 2 Business Report and Future Business Prospects

### 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 (Communication charges according to the number of reservations)

#### Status:

- Fixed Monthly Income
  - ✓ The churn rate keeps steady low.
  - ✓ New inquiries are increasing.
- Monthly variable income
  - ✓ The variable income has grown due to vigorous demand for accommodations.

#### Result in FY2025 1Q:

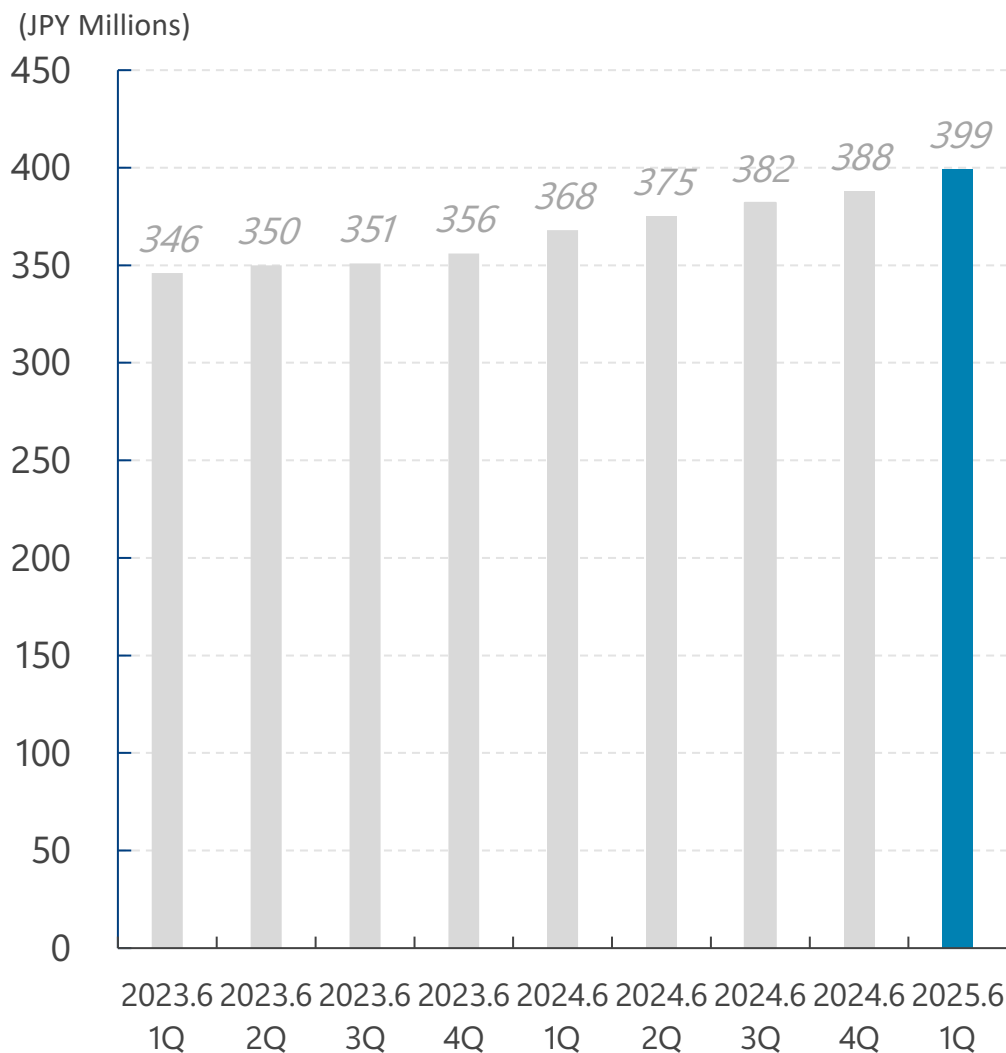
- |                             |                   |                   |
|-----------------------------|-------------------|-------------------|
| ■ Fixed Monthly Income:     | JPY 399.0 million | 75.6% (YoY +8.2%) |
| ■ Monthly Variable Income : | JPY 114.7 million | 21.7% (YoY +9.5%) |
| ■ Other Income :            | JPY 13.8 million  | 2.6%              |



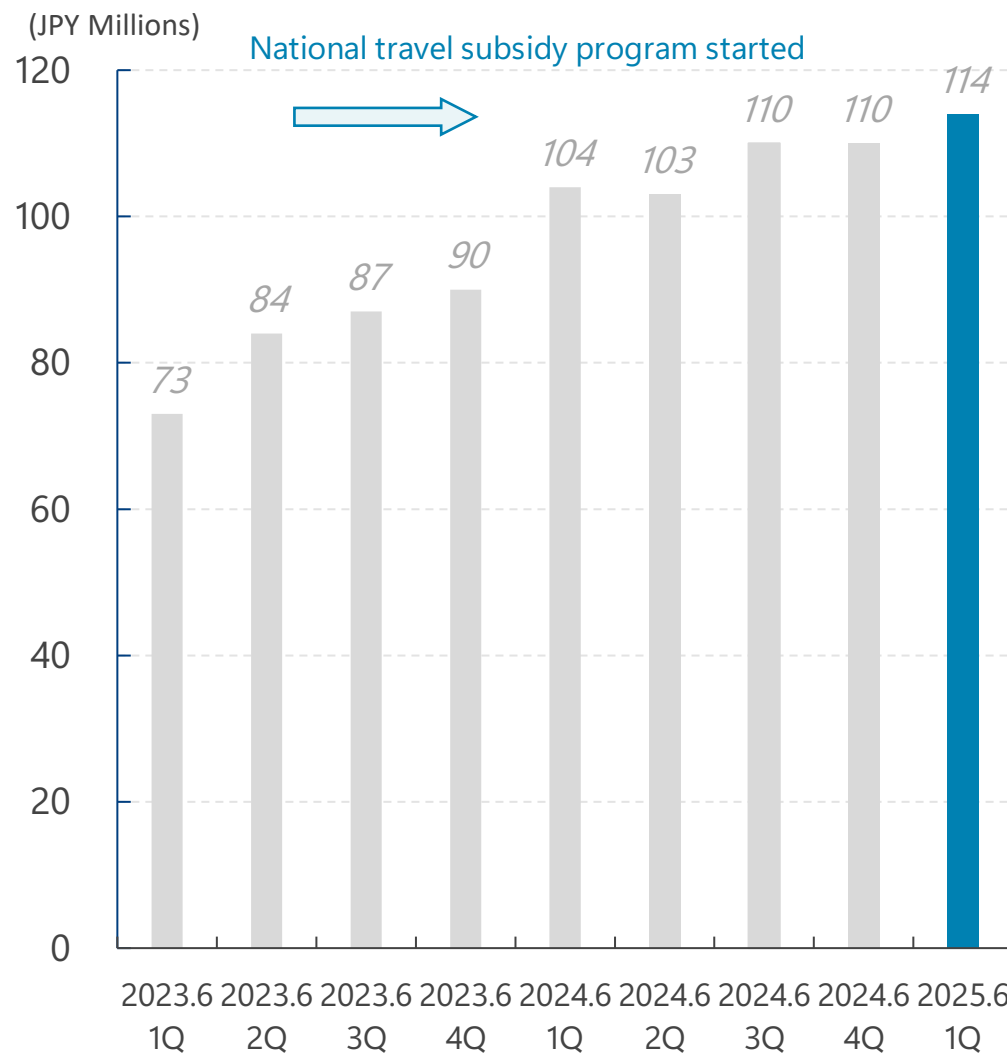
## 2 Business Report and Future Business Prospects

### 2-5 Application Service Business (Temairazu)

#### Fixed Monthly Income



#### Monthly variable income



## 2 Business Report and Future Business Prospects

### 2-6 Application Service Business (Temairazu)

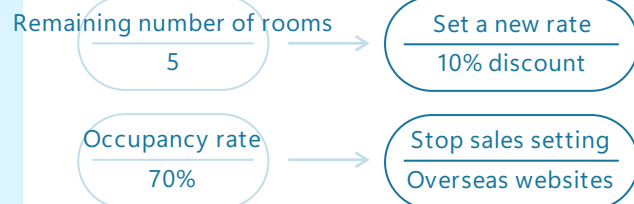
In Feb. 2024 we released “TEMAIRAZU JIDO” to resolve labor shortage in the accommodation industry by automating revenue management operations and maximize accommodation facility profits by streamlining operations and reducing costs.

#### Automation of...

#### ● Rate Update

##### Rule-based automatic price update

##### Example

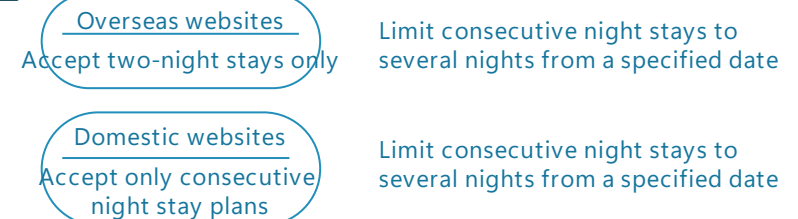


Target price      Automatic rate update

#### ● Consecutive Stay Control

##### Revenue optimization

##### Example



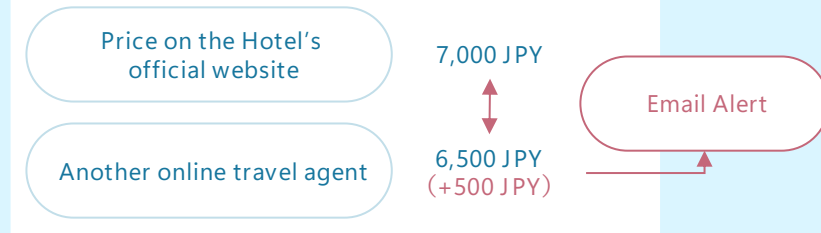
LOS and hurdle rate

1 2  
手間いらず 自動  
3 4

#### ● Lowest Price Monitoring

##### Best rate guarantee

##### Example



Best rate checker      Rate survey

#### ● Reporting

##### Report generation

##### Example



Report generation

Booking analytics

## 2 Business Report and Future Business Prospects

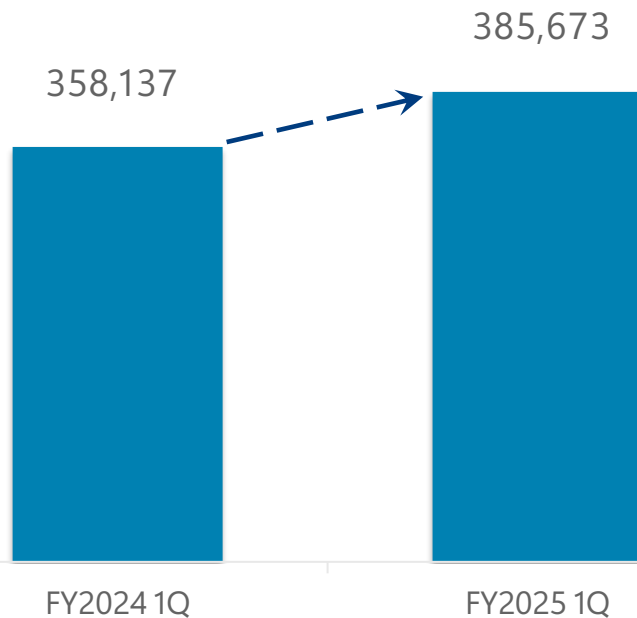
### 2-7 Report on Application Service Business (Temairazu)

#### Segment profit (after cost allocation)



YoY +7.7%

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.

## 2 Business Report and Future Business Prospects

### 2-8 Future business development of Application Service Business (Temairazu)

- Responding to steady accommodation demands
- Enhancing our products for supporting our customers' revenue management in both sales channel expansion and operational efficiency

Connecting with sales  
channels

Connecting with various  
systems

Strengthening sales and  
development capabilities

Strengthening Temairazu  
functions

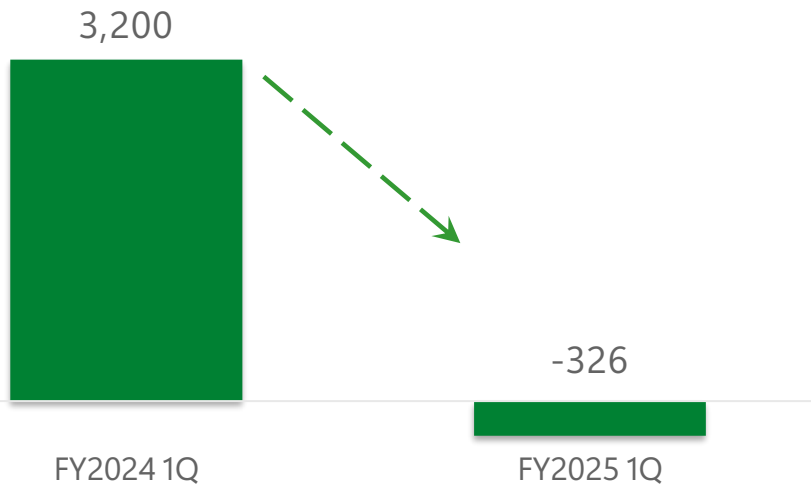
- 2 Business Report and Future Business Prospects
- 3 Report on Hikaku.com segment (Internet Media Segment)

## Segment profit (after cost allocation)



YoY -110.2%

Unit: JPY'000



### < Topics >

- Website traffic dropped due to search engine algorithms, revenue decreased
- Continuous updates to increase website traffic
  - ✓ Search engine optimization
  - ✓ User interface improvements
  - ✓ Mobile usability improvements

# Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Fiscal Year Ending Month	June	
Capital fund	717,642 kJPY (As of September 30, 2024)	
Number of Shares Issued	6,480,396 (As of September 30, 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"	<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://mrk-srv.temanasi.jp/">https://mrk-srv.temanasi.jp/</a> <a href="https://www.hikaku.com/">https://www.hikaku.com/</a>

# Notes on this Financial Result Document

This presentation contains “forward-looking statements” about Temairazu, Inc. that are not historical facts. These forward-looking statements are subject to a number of risks and uncertainties which may cause the Company’s actual results, performance, achievements or financial position to differ materially from the information presented here. Any forward-looking statements in this presentation are based on the current assumptions and beliefs in light of information currently available to the management at the time of publication. The Company undertakes no obligation to update or correct any of the forward-looking statements. This presentation is not intended to solicit, offer, sell or market securities, and should not be the sole basis for making investment and other decisions.

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## IR Information

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

## Press Release

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