



TEMAIRAZU

Financial Results for the Fiscal Year 2025
(July 2024 - June 2025)



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1 Financial Results

1 Financial Result for FY 2025

1 Outline of the Financial Results

YoY Revenue Growth: 8.0%

YoY Operating Profit Growth: 8.9%

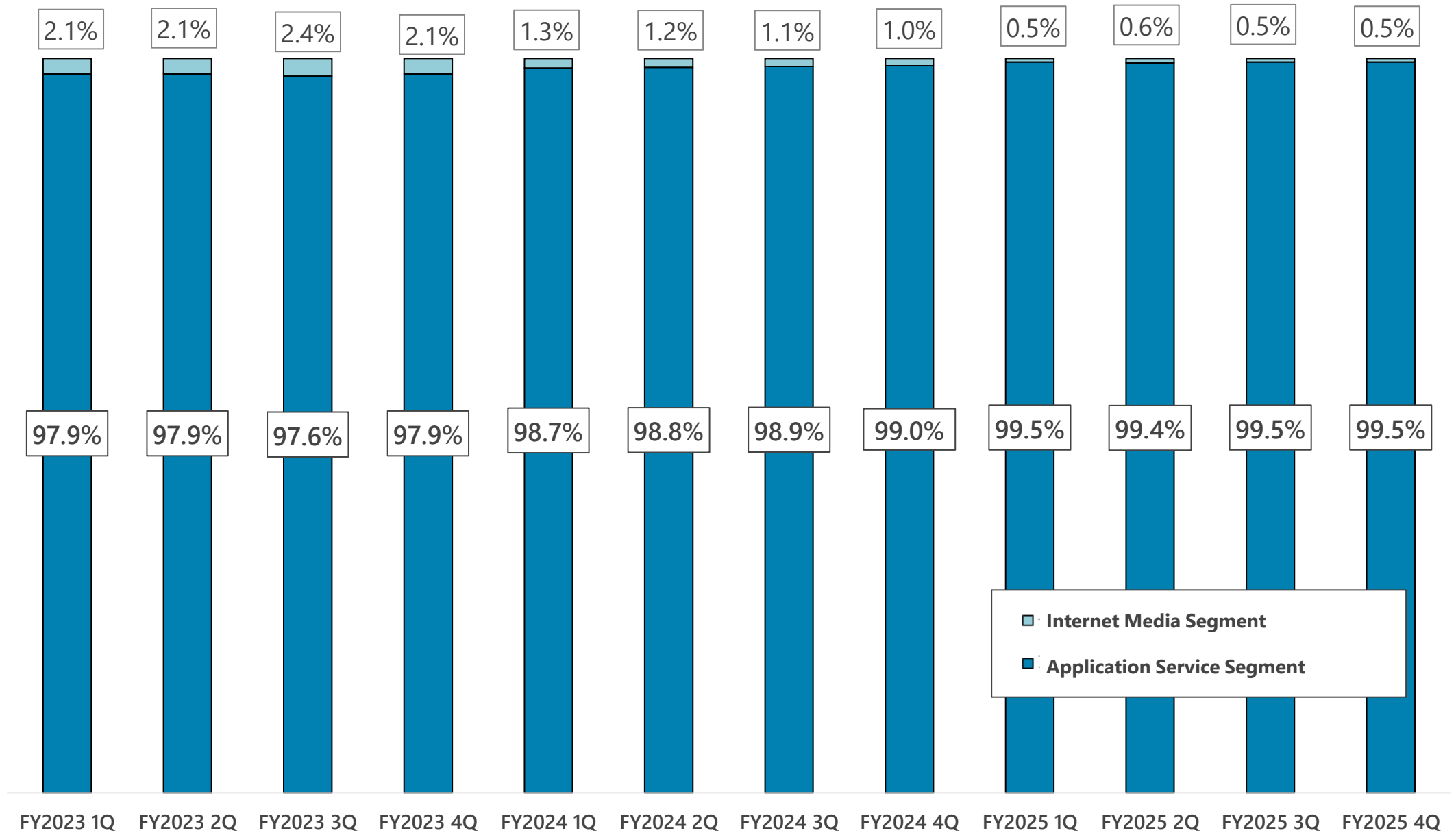
	FY 2025*		FY2024*	Difference	
	Results	Profit Margin %	(Comparison)	(Amount)	Difference (percentage)
Net Sales	2,185,279	—	2,023,900	161,289	+8.0%
Operating Profit	1,608,943	73.7%	1,476,791	132,151	+8.9%
Ordinary Profit	1,620,995	74.1%	1,479,139	141,856	+9.6%
Net Income	1,067,422	48.8%	976,459	90,962	+9.3%
Net earnings per share (Unit:1 JPY)	165.73	—	150.69	15.03	+9.9%

(Unit: JPY'000)

* Cumulative basis for the fiscal year

1 Financial Result for FY 2025

2 Revenue Composition by Segment



1 Financial Result for FY 2025

3 Revenue and Profit per Segment

Application Service Segment

Sales and profits increased and profit margin was 74.0% after cost allocation

Internet Media Segment

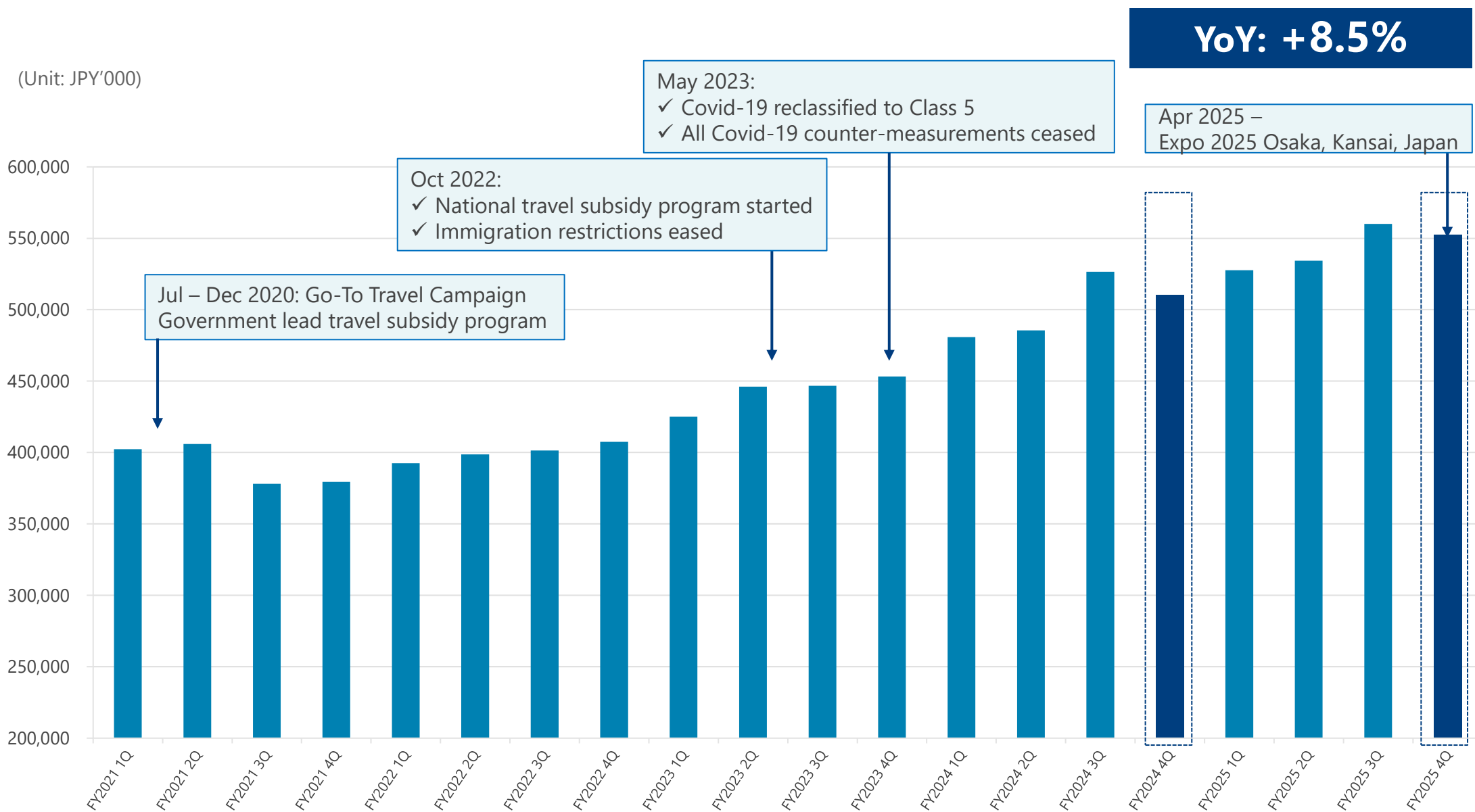
Sales and profits decreased and operating profit was -4.6% after cost allocation

(Unit: JPY'000)

Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	2,174,465	1,771,720 (1,609,448)	81.4% (74.0%)
Internet Media Business	10,813	1,485 (-505)	13.7% (-4.6%)
Adjustment	-	-164,263	-
Total	2,185,279	1,608,943	73.6%

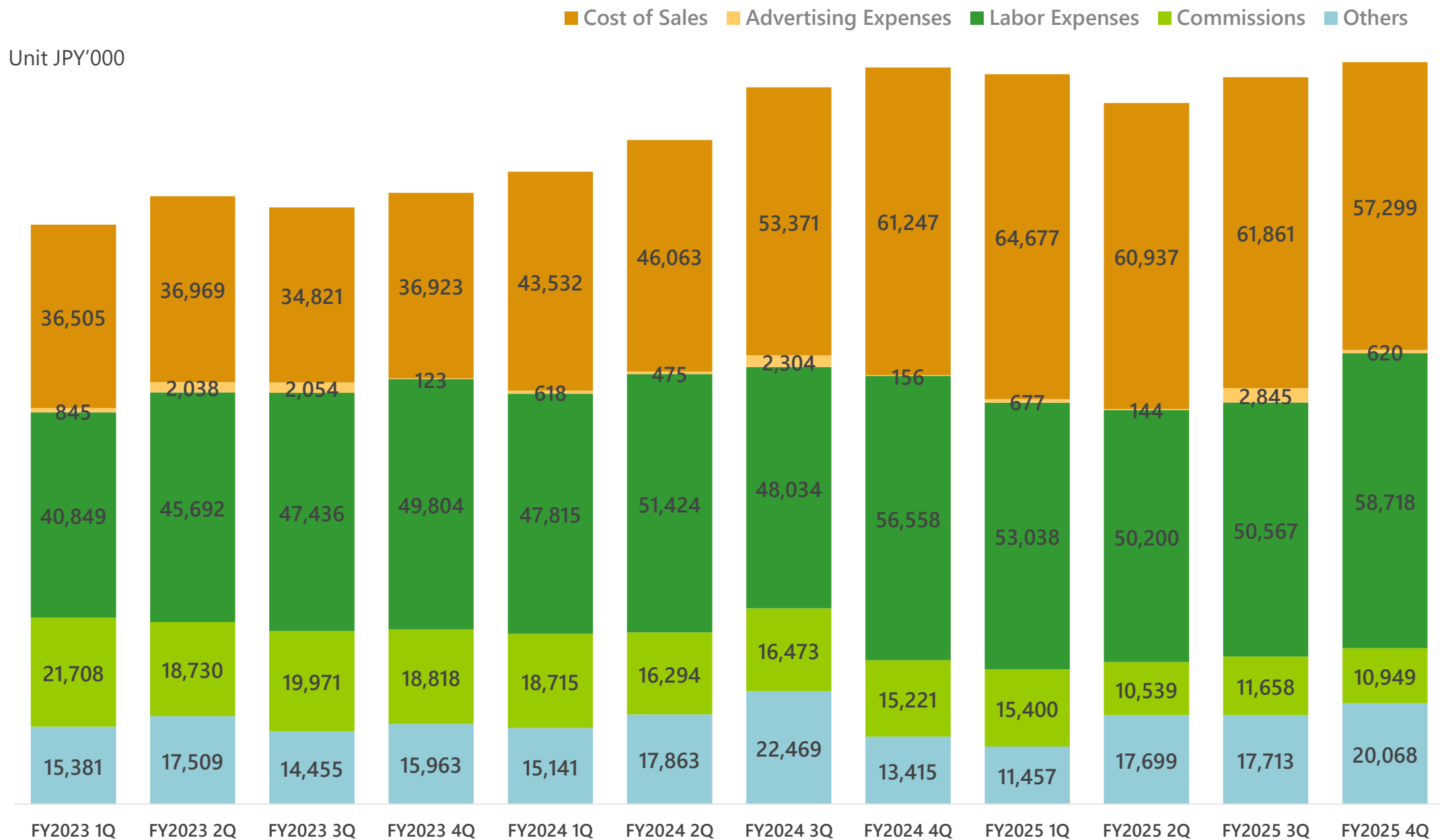
1 Financial Result for FY 2025

4 Revenue Trend of Application Service Segment(Temairazu)



1 Financial Result for FY 2025

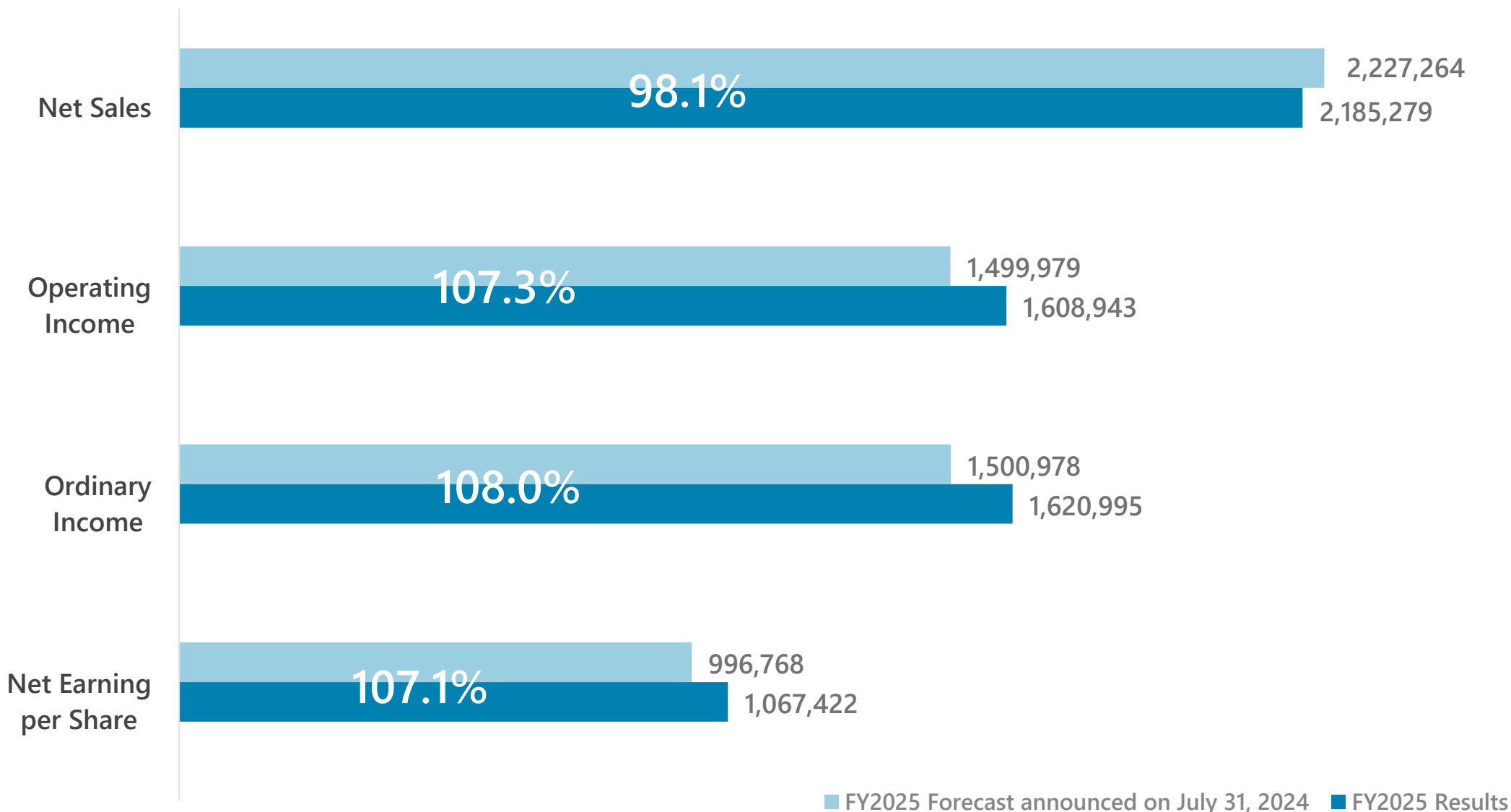
5 Breakdown of Cost of Sales/SG&A



1 Financial Result for FY 2025

6 Earning Results

(Unit: JPY'000)



* Cumulative basis for the fiscal year

1 Financial Result for FY 2025

7 Balance Sheet

(Unit:JPY'000)

	End of FY2024	End of FY2025	Remarks on Changes	
Cash	6,565,274	6,588,033	-	-22,759
Other Current Assets	334,145	556,429	Deposit	175,599
			Prepaid Expenses	24,781
Fixed Assets	78,084	73,609	Fixed Assets	-1,650
			Deferred Tax Assets	-2,979
Total Assets	6,977,504	7,218,071	-	
Liabilities	419,833	449,668	Accrued Income Taxes	20,384
			Contractual Liabilities	11,148
Net Assets	6,557,671	6,768,403	Profit for the Term	1,067,422
			Treasury Stock Purchase	-631,762
			Cash Dividend	-226,803
Total Liabilities and Net Assets	6,977,504	7,218,071	-	
Equity Ratio	94.0%	93.8%	-	

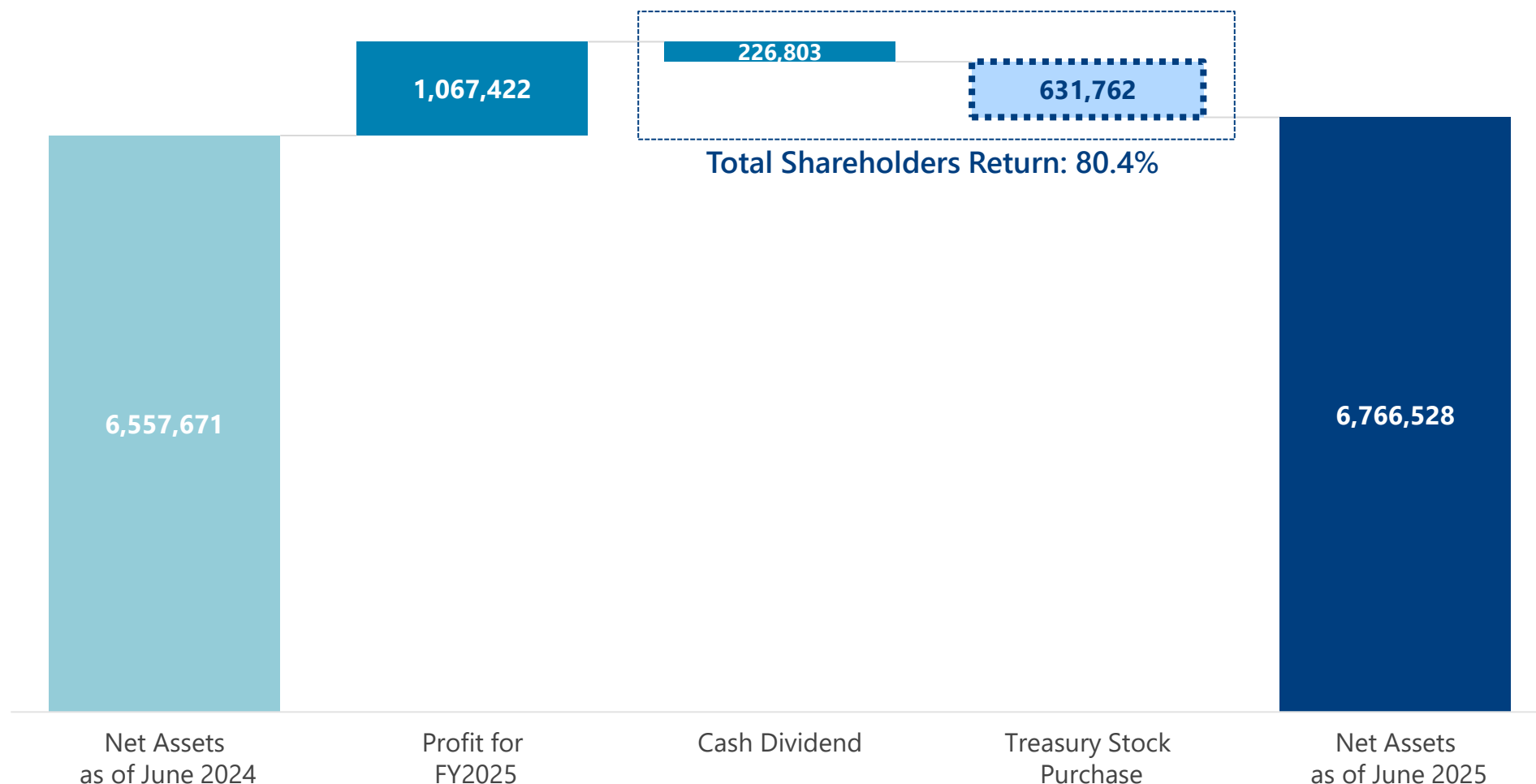
1 Financial Result for FY 2025

8 Shareholders Return - Treasury Stock Purchase

(Unit:JPY'000)

Treasury Stock Purchase in FY2025

On February 20th, 2025, the company announced to buy back its stock at a maximum of 260,000 shares or JPY 800 million. As of the end of June 2025, the progress was JPY 631 million and it has subsequently reached to JPY 800 million as of August 1st, 2025.



2 Business Report for FY2025

2 Business Report of FY2025

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



**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.

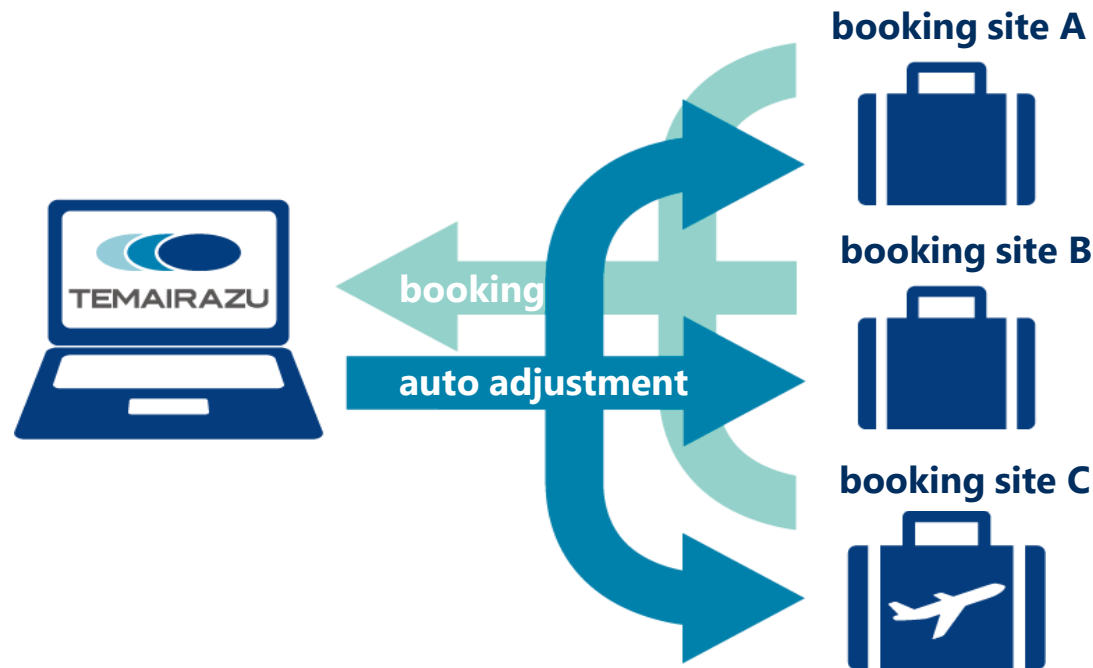
Advertisements

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

2 Business Report of FY2025

2 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 of FY2025

3 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
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

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.

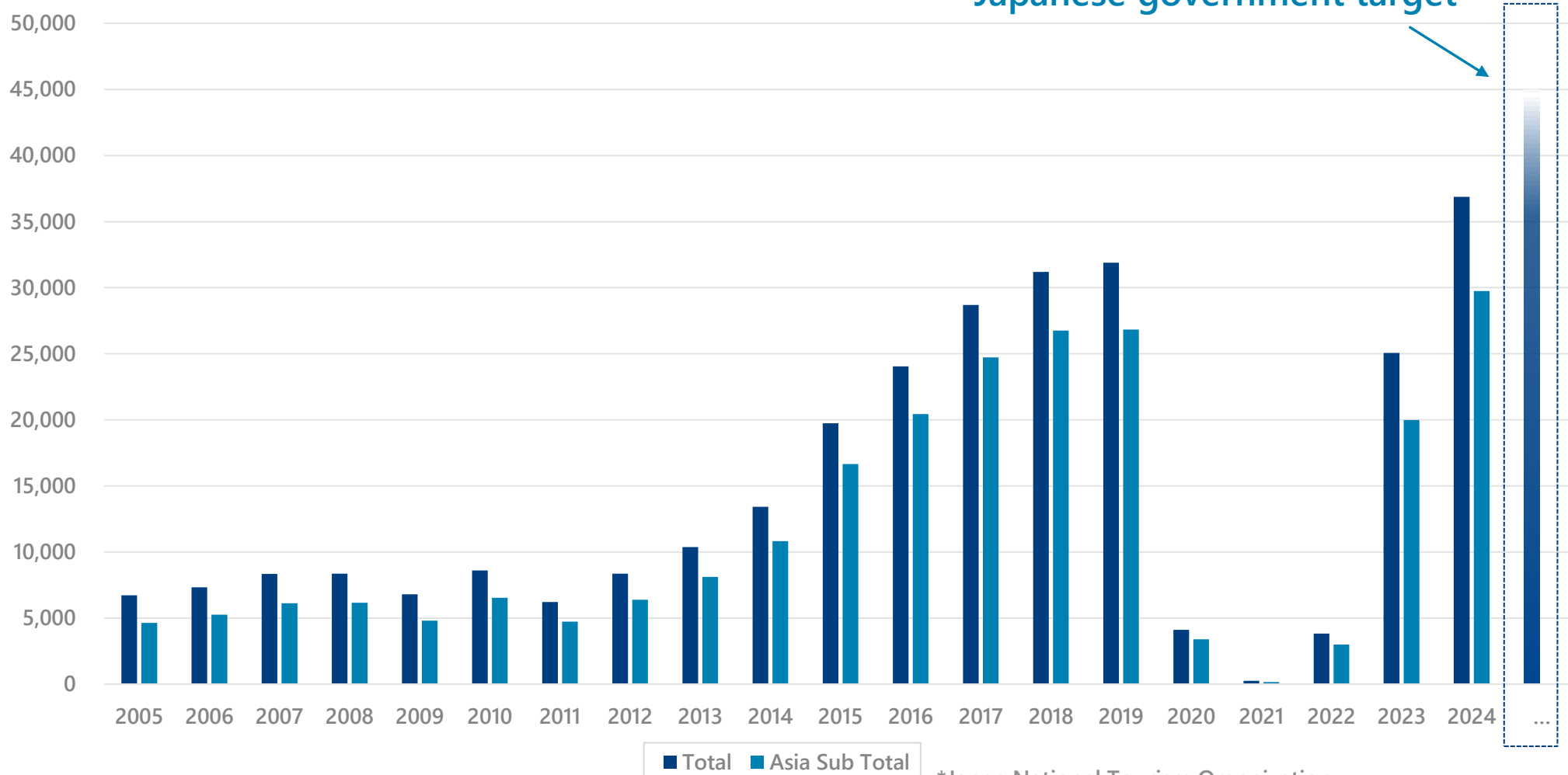
2 Business Report of FY2025

4 Application Service Business (Temairazu)

Trends in the Number of Foreign Visitors to Japan (2005-) JNTO*

(Unit: Thousand)

Foreign Visitors expected to grow up to 60 Million in 2030 as the Japanese government target**



2 Business Report of FY2025

5 Application Service Business (Temairazu)

“TEMAIRAZU JIDO” is the latest version since February 2024, resolving labor shortage by automating revenue management operations and maximize our customers’ 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

● 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

Reservation status by day
Comparison to previous year and two-years ago

Plan ranking

Lead time

Booking curve

Report generation

Booking analytics

手間いらず 自動

New connectivity with OTAs (1/3)

“unito”

Online service apartment platform that will help our customers improving the occupancy rate their properties.

“AEON Compass Travel Mall”

OTA platform which offers a wide range of travel packages including package tours for AEON CARD members and WAON Point benefits

“TIDESQUARE”

Major travel agency in Korea, known as the platform “Tourvis” which provides worldwide travel products and “PRIVIA”, a premium travel service for Hyundai Card members.

“Klook”

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

New connectivity with OTAs (2/3)

“Seisin World Tour Master”

Leading South Korean wholesaler that attracting travelers through both OTAs and real-agents in major travel agencies in South Korea.

“Nuitee”

Travel technology platform which enables APIs connecting to a wide range of distribution channel to overseas market.

“Hopper Platform”

Hopper Inc. (Headquarters: Canada) offers a global travel platform with strengths in both consumer and B2B partner services.

“Tabirai”

The community-based travel media website providing a wide ranges of tourist information and reservation platform for package tours, bus tours, accommodations, rental cars, activities, and more.

New connectivity with OTAs (3/3)

“Yogiote”

South Korean comprehensive leisure service platform by Yogote Japan, which is particularly popular among app users in their 20s and 30s.

New integration with RMS

IDeaS “G3 RMS”

“G3 RMS” is globally recognized RMS software/service provided by IDeaS Revenue Solutions, an U.S. based SAS Company. Temairazu introduced the first integration among channel managers in Japan.

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

7 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

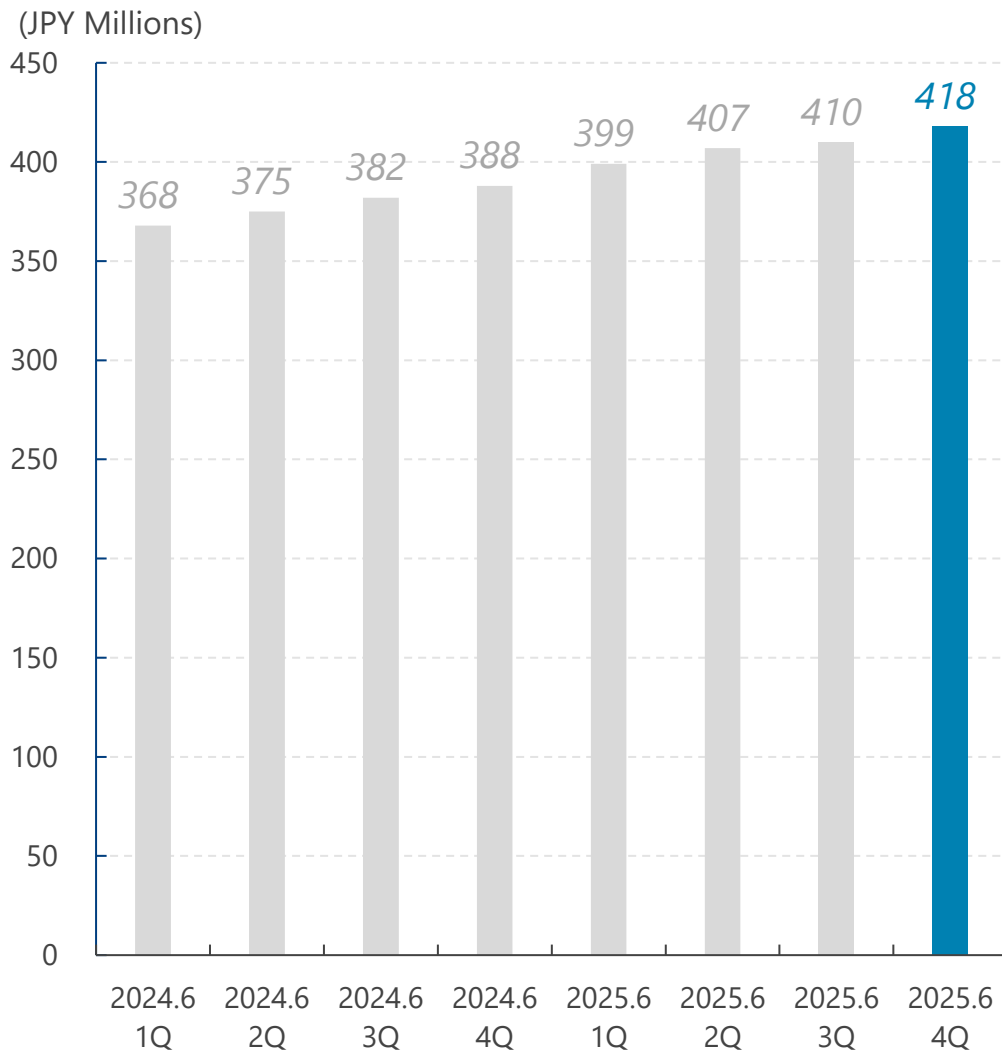
Cumulative Result in FY2025 Full Year

■ Fixed Monthly Income:	JPY 1,634 million	75.2% (YoY +7.8%)
■ Monthly Variable Income :	JPY 474 million	21.8% (YoY +10.8%)
■ Other Income :	JPY 65 million	3.0%

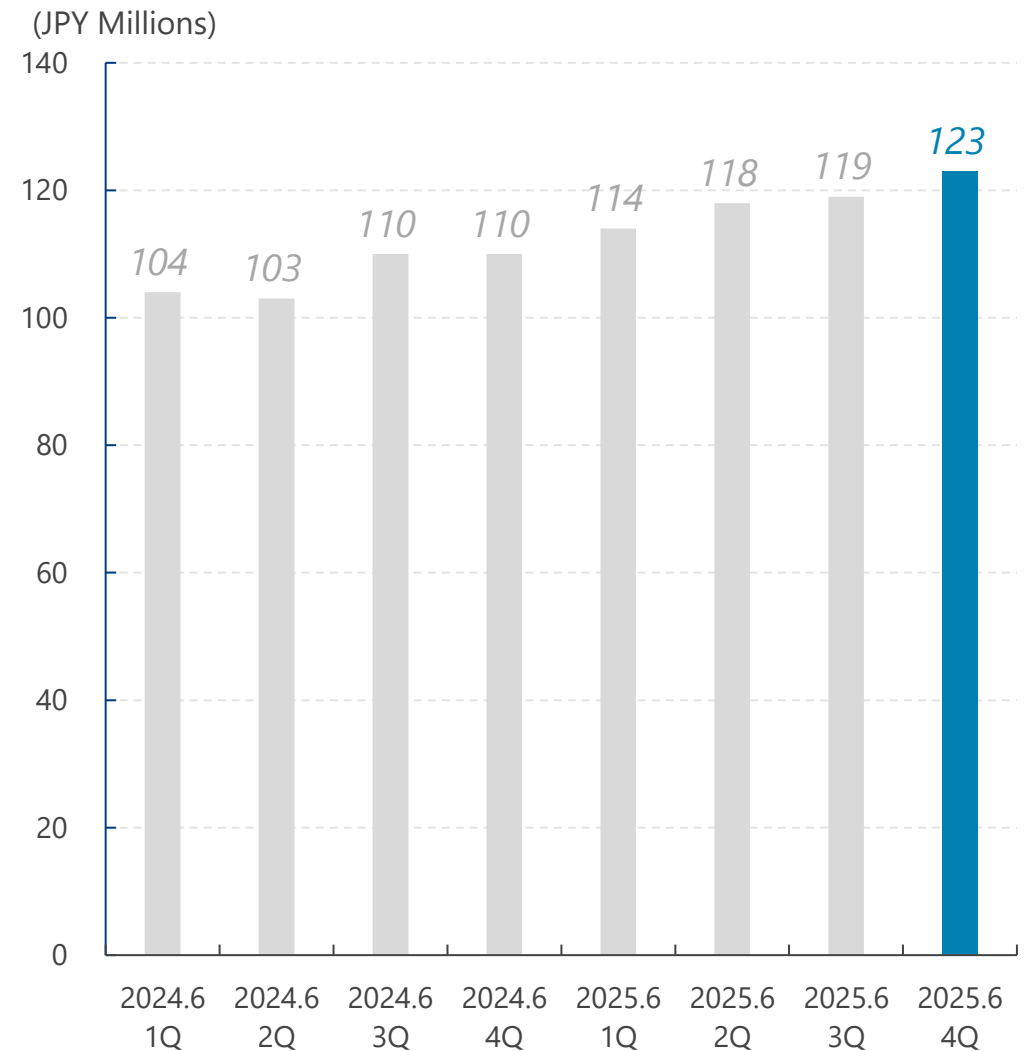
2 Business Report of FY2025

8 Application Service Business (Temairazu)

Fixed Monthly Income



Monthly Variable Income

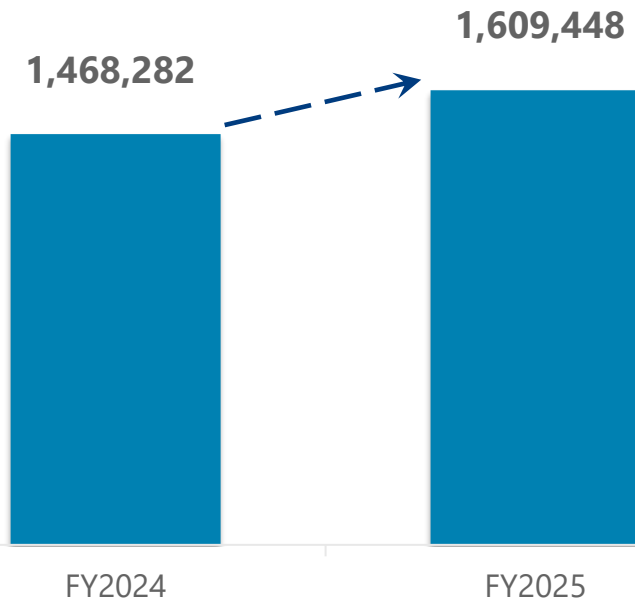


Segment Profit (after cost allocation)



YoY +9.6%

Unit: JPY'000



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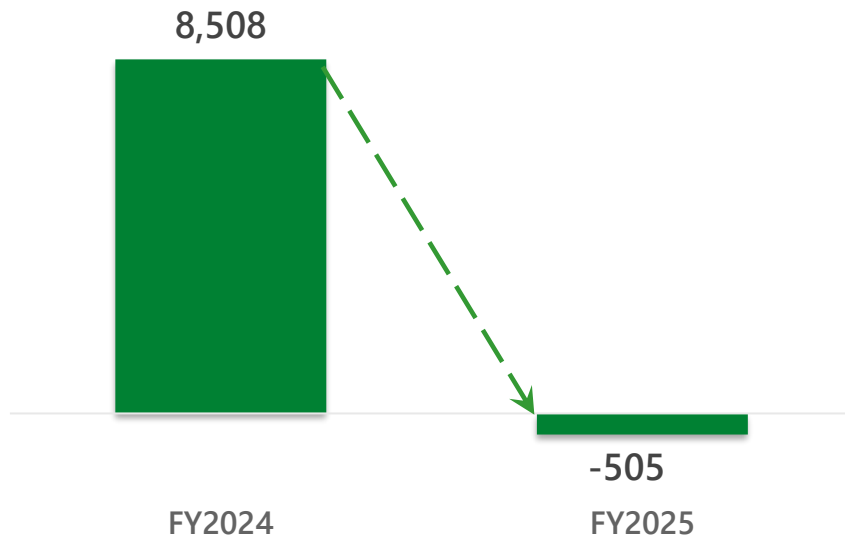
- Increase in number of accommodation bookings
 - ✓ The total cumulative number of room nights has grown from the previous year, led by significant expansion of inbound tourism.
- The churn rate is kept steadily low.

Segment profit (after cost allocation)



YoY -105.9%

Unit: JPY'000



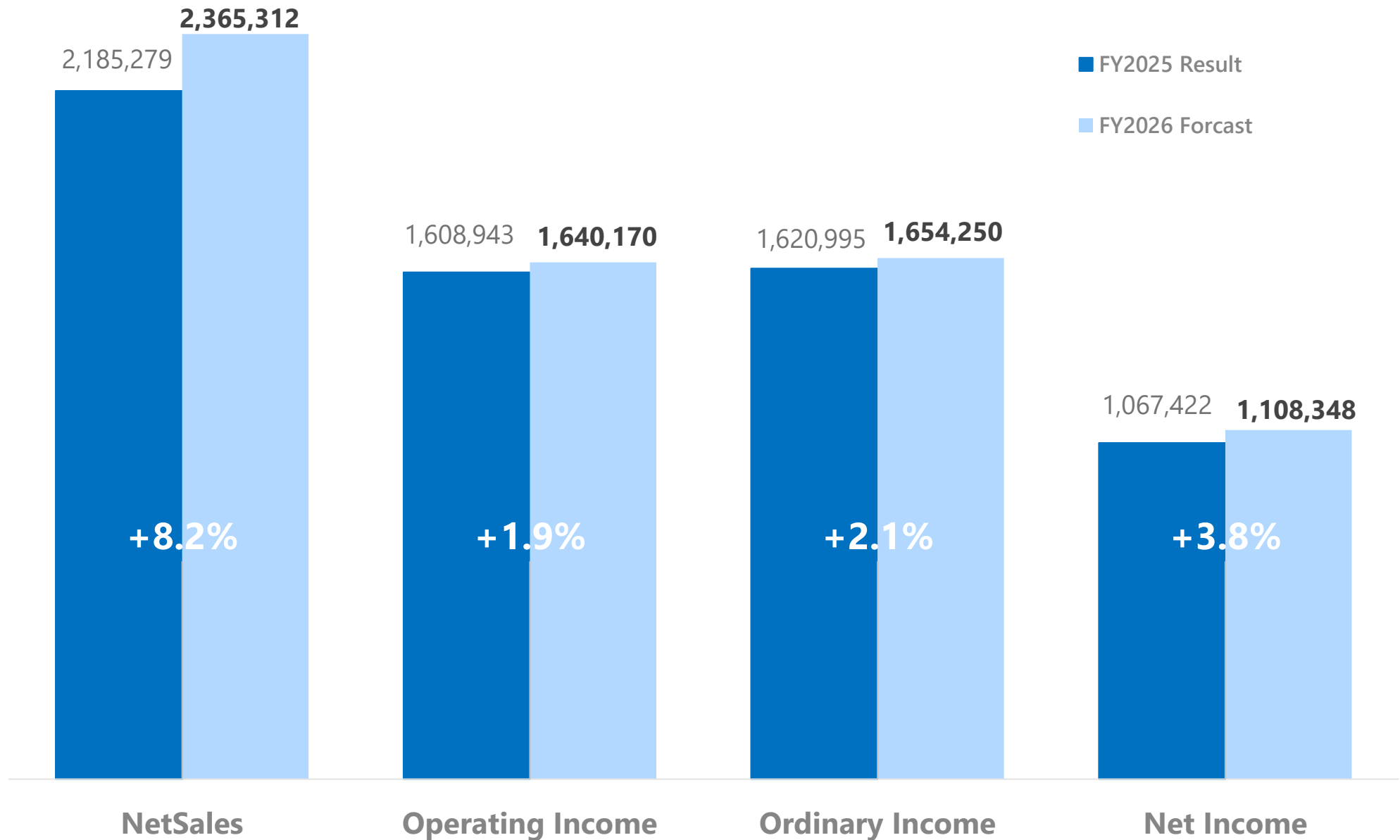
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- Website traffic dropped due to search engine algorithms resulted in revenue decrease
- Continuous updates to increase website traffic
 - ✓ Search engine optimization
 - ✓ User interface improvements
 - ✓ Mobile usability improvements

3 FY2026 Forecasts and Future Business Prospects

3 FY2026 Forecasts and Future Business Prospects

1 Earning Forecast



3 FY2026 Forecasts and Future Business Prospects

2 Business Forecast for Application Service Segment

(Assumptions used in the Forecast)

- ▣ Continuing steady demand for accommodation following in FY 2025
- ▣ Various risk factors in the economy, such as rising prices, interest rates, and foreign exchange rates
- ▣ New construction plans for accommodation facilities remain at a certain level.
 - ✓ Labor shortages at accommodation operators
 - ✓ Increased development costs for new facilities, etc.
- ▣ The company will continue investment in human capital to strengthen organizational structure, system investment including security measures, and development investment to enhance functionality, etc.

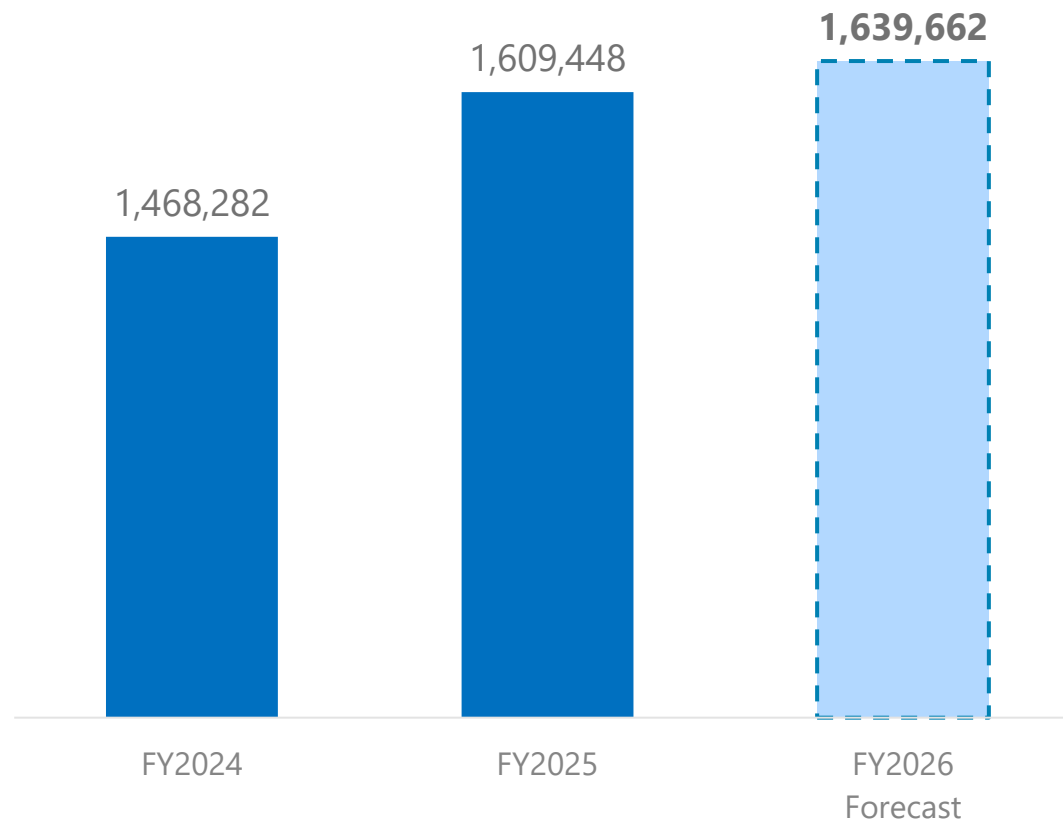
As above factors, we anticipate that demand for accommodation will remain strong in FY2026, despite certain risks, and we expect the accommodation industry to be revitalized. We have made our earning forecasts based on this assumptions.

3 FY2026 Forecasts and Future Business Prospects

3 Profit forecast on Application Service Business (Temairazu)

Segment Profit (after cost allocation)

Unit: JPY'000



Forecast:
+1.8%
YoY

3 FY2026 Forecasts and Future Business Prospects

4 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**

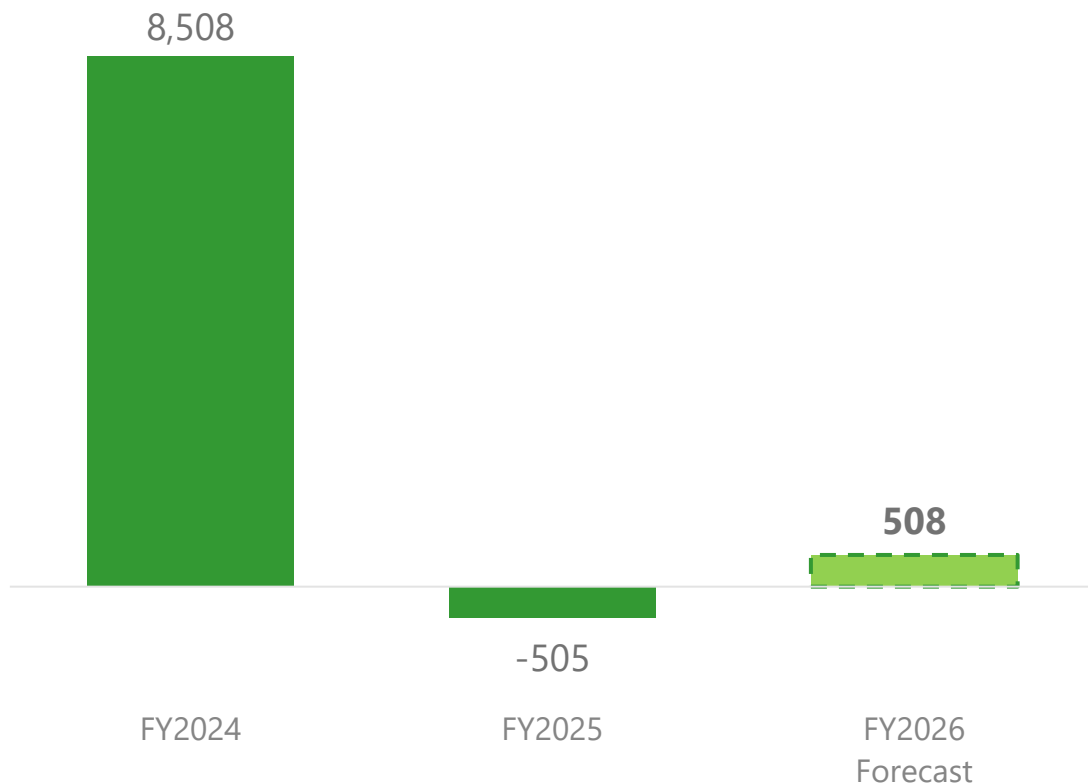
**Strengthening Temairazu
functions**

3 FY2026 Forecasts and Future Business Prospects

5 Profit forecast on Internet Media Business(Hikaku.com)

Segment Profit (after cost allocation)

Unit: JPY'000



Forecast: Return to Profitability

Continuous updates to increase website traffic

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

3 FY2026 Forecasts and Future Business Prospects

6 Key Investment Areas

Continue

- Responding to the returning demand for accommodation (Application Service Business)

Increase employee portfolio in Sales and Development to strengthen organizational structure.

- Acquire more new contracts and provide solid customer support
- Developing new functionalities, various enhancements

Investment in development for acquiring new customers

- Capability enhancement in preparation of growing number of reservations, security enhancement
- Satisfying new requirement for mid-to long-term initiatives

New

- New initiatives (new services, new businesses) for mid-to long-term growth
- Utilize our strength of "centralized information management" and engage in new and interesting things
- Create a new business portfolio

★ Plans to invest JPY100-200 million over the next few years

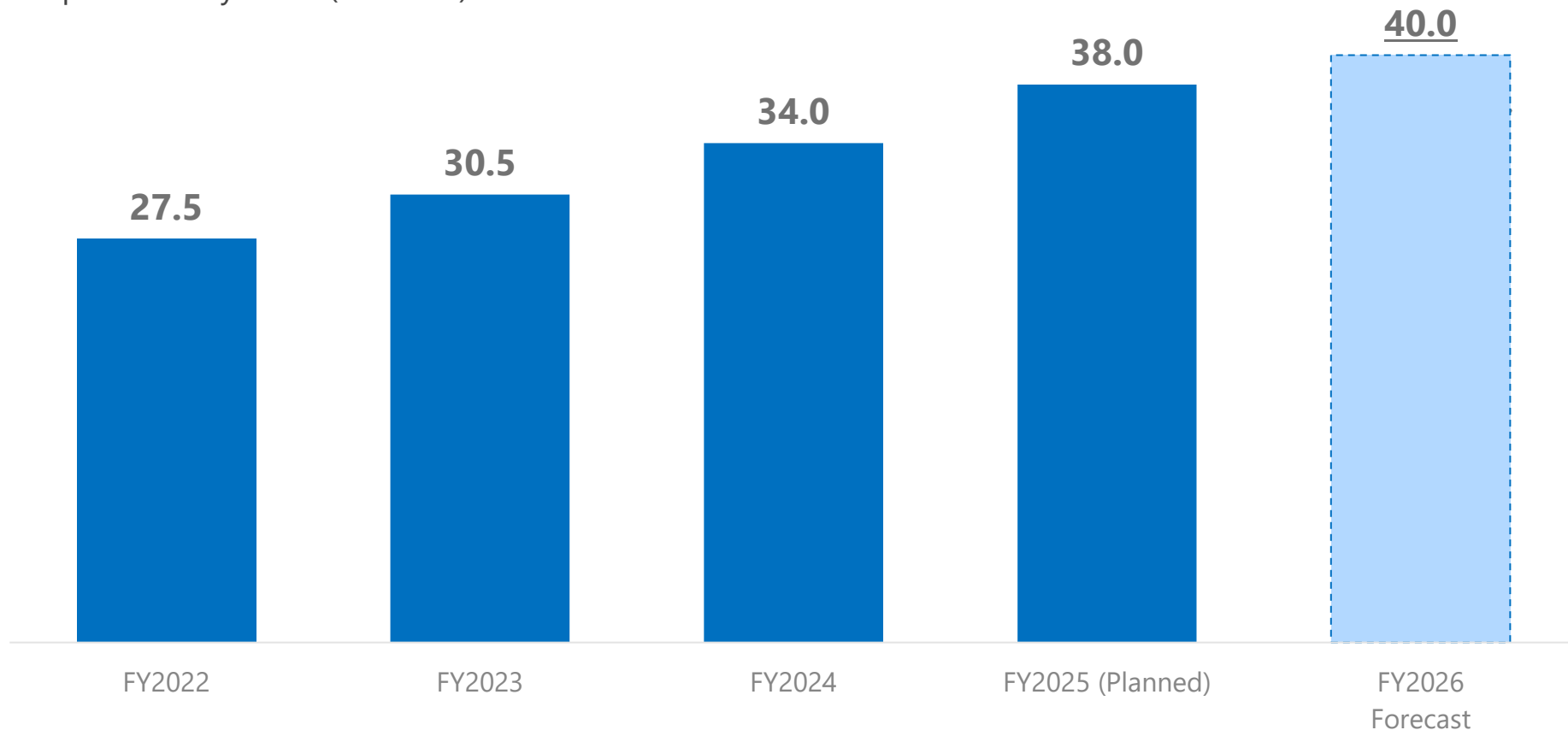
3 FY2026 Forecasts and Future Business Prospects

7 Dividend Forecast

Continue 22.5% dividend payout ratio

Annual dividend forecast : JPY 40.0 for FY2026

dividend per ordinary share (Unit: JPY)



Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Fiscal Year Ending Month	June	
Capital fund	718,580 kJPY (As of June 30, 2025)	
Number of Shares Issued	6,480,961 (As of June 30, 2025)	
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/

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

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