



TEMAIRAZU

**FY 2026 (Jul 2025-Jun 2026) 1Q
Financial Results**



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1 Financial Results

1 Financial Result for FY 2026 1Q

1 Outline of the Financial Results

YoY Revenue Growth: %

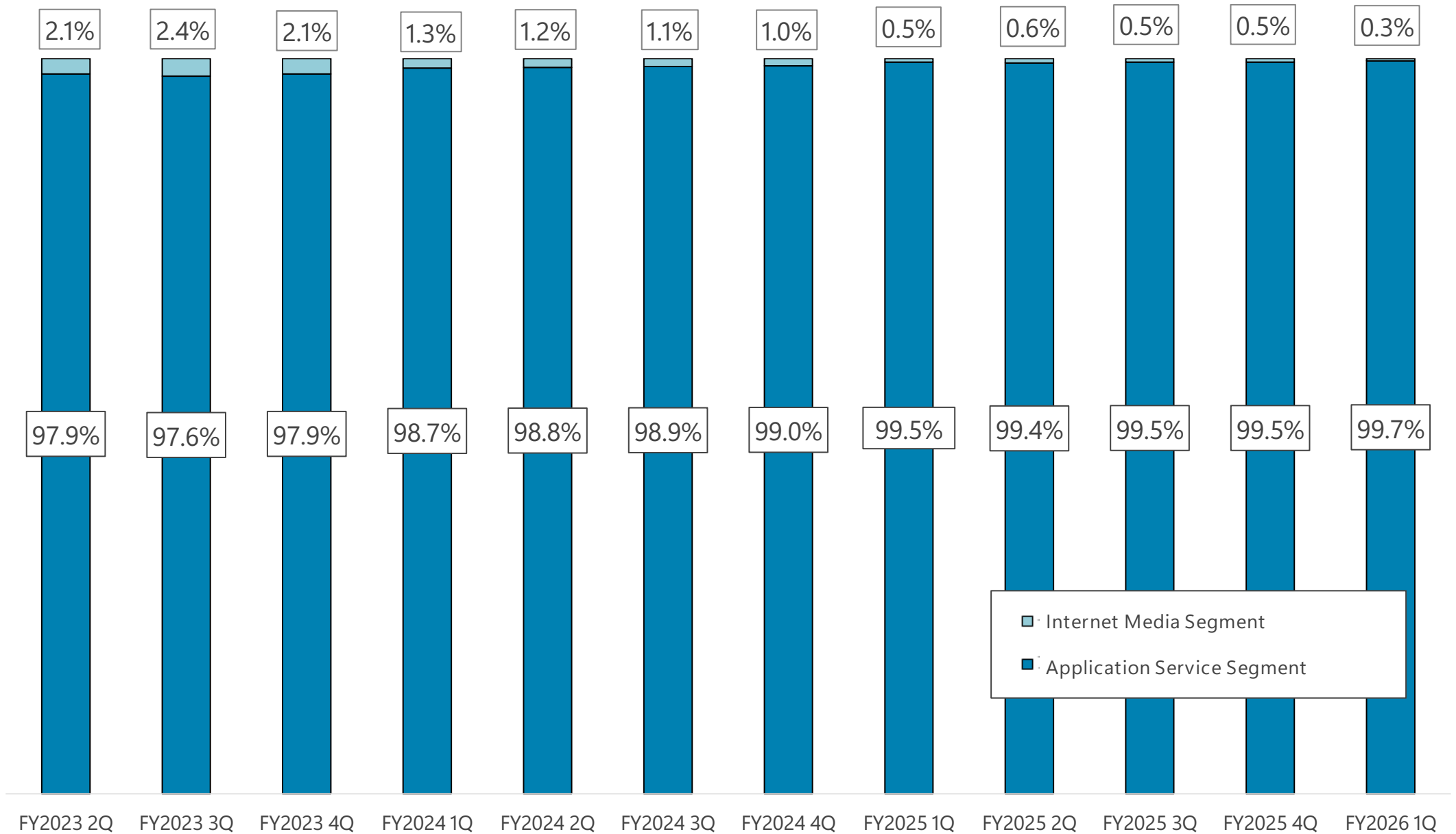
YoY Operating Profit Growth: %

(Unit: JPY'000)

	FY2026 1Q		FY2025 1Q (Comparison)	Difference (Amount)	Difference (percentage)
	Results	Profit Margin %			
Net Sales	580,099	—	530,597	+ 49,502	+9.3%
Operating Profit	395,722	68.2%	385,346	+ 10,376	+2.7%
Ordinary Profit	401,355	69.2%	386,235	+ 15,120	3.9%
Net Income	267,096	46.0%	265,772	+ 1,324	+0.5%
Net earnings per share (Unit:1 JPY)	42.85	—	41.02	—	—

1 Financial Result for FY 2026 1Q

2 Revenue Composition by Segment



1 Financial Result for FY 2026 1Q

3 Revenue and Profit per Segment

Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 68.6%

Internet Media Segment:

Sales decreased and operating loss after cost allocation was ▲64.8%

(Unit: JPY'000)

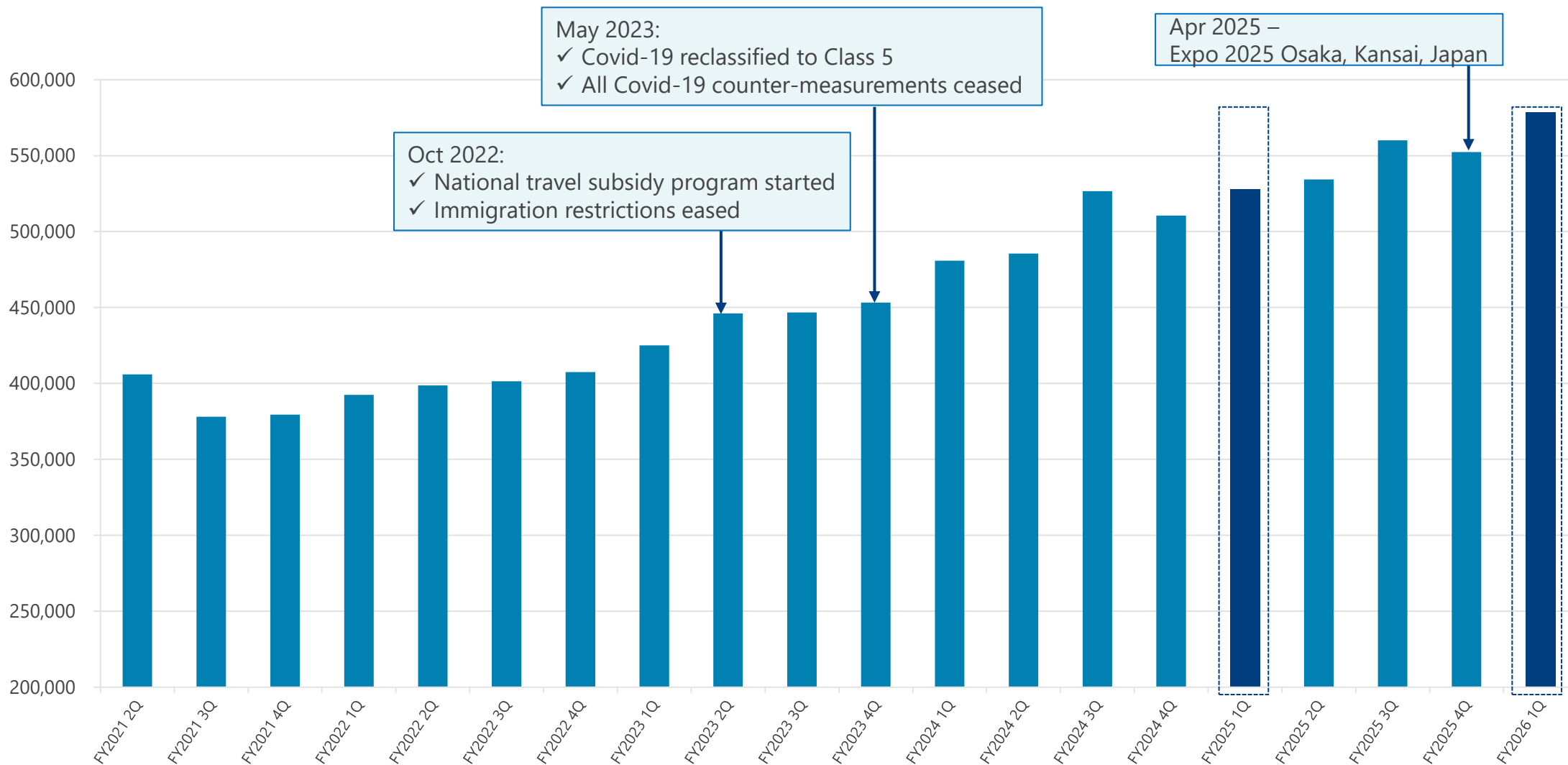
Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	578,343	440,576 (396,860)	76.2% (68.6%)
Internet Media Business	1,755	-617 (-1,137)	-35.2% (-64.8%)
Adjustment	-	-44,236	-
Total	580,099	395,722	68.2%

1 Financial Result for FY 2026 1Q

4 Revenue Trend of Application Service Segment(Temairazu)

YoY: +9.6%

(Unit: JPY'000)

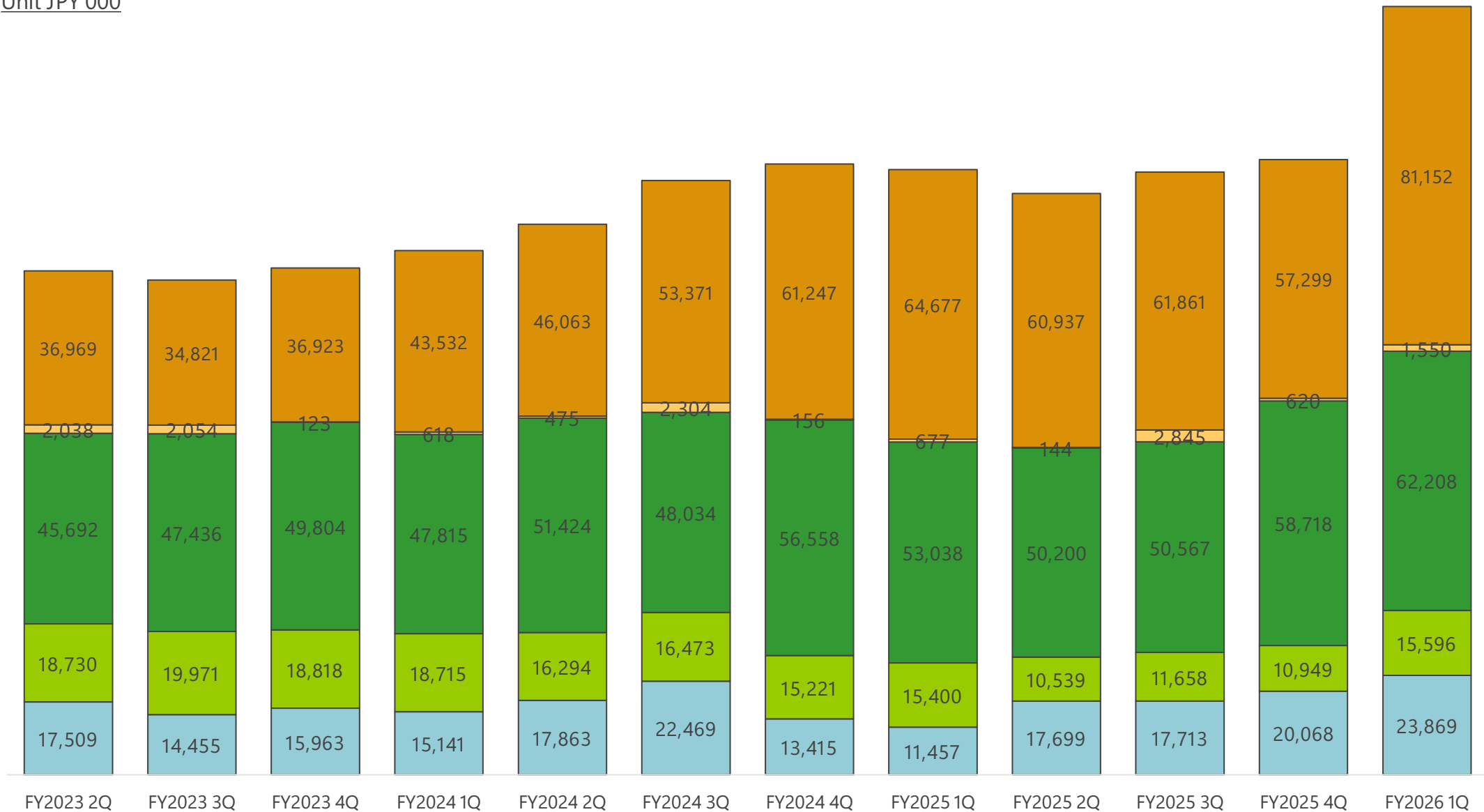


1 Financial Result for FY 2026 1Q

5 Breakdown of Cost of Sales/SG&A

■ Cost of Sales ■ Advertising Expenses ■ Labor Expenses ■ Commissions ■ Others

Unit JPY'000



1 Financial Result for FY 2026 1Q

6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2026 1st Quarter Result	FY2026 Full Year Forecast	Progress %
Revenue	580,099	2,365,312	24.5%
Operating Profit	395,722	1,640,170	24.1%
Ordinary Profit	401,355	1,654,250	24.3%
Net Income	267,096	1,108,348	24.1%
Net earnings per share (Unit: 1 JPY)	42.85	176.51	-

1 Financial Result for FY 2026 1Q

7 Balance Sheet

(Unit:JPY'000)

	End of FY2025	End of FY2026 1Q	Remarks	
Cash	6,548,642	5,965,242		-583,400
Other Current Assets	331,813	931,987	-	
Fixed Assets	63,838	65,679	Deferred Tax Assets	37,221
Total Assets	6,944,293	6,962,908	-	
Liabilities	250,447	318,829	Income Taxes Paid	-136,343
Net Assets	6,693,846	6,644, 079	Profit for the Qtr. Cash Dividend	267,096 -144,418
Total Liabilities and Net Assets	6,944,293	6,962,908	-	
Equity Ratio	96.4%	95.4%	-	

2 Business Report and Future Business Prospects

- 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.

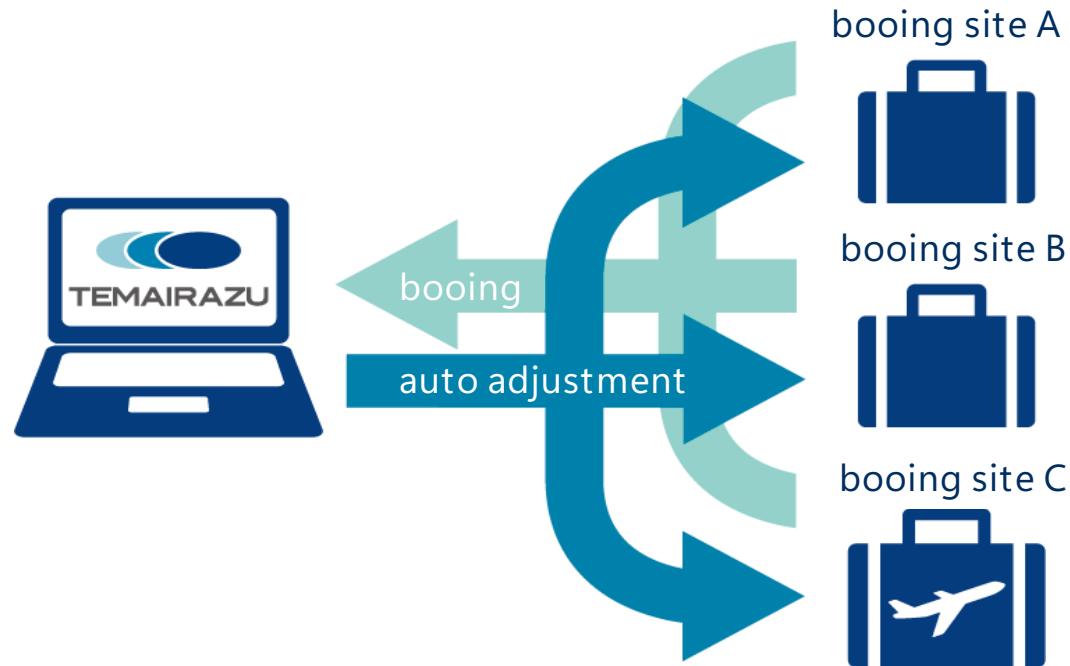
Advertisements

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

“Traveloka” (Traveloka Japan Co., Ltd.)

An online travel platform focused on Southeast Asia that provides flight, hotel, and activity bookings in a one-stop manner.

System collaboration for improving operating efficiency and convenience

“Dynamic Pricing” (Tabist Co., Ltd.)

A platform that provides accommodation management systems and AI-based dynamic pricing features specialized for Japanese lodging facilities to promote digital transformation (DX) for the tourism and accommodation industries.

“D+” (DYNAMIC PLUS CO., LTD.)

A revenue management system for hotels and lodging facilities that automatically calculates optimal accommodation fees using AI-based demand forecasting to help support price optimization and profit maximization.

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.

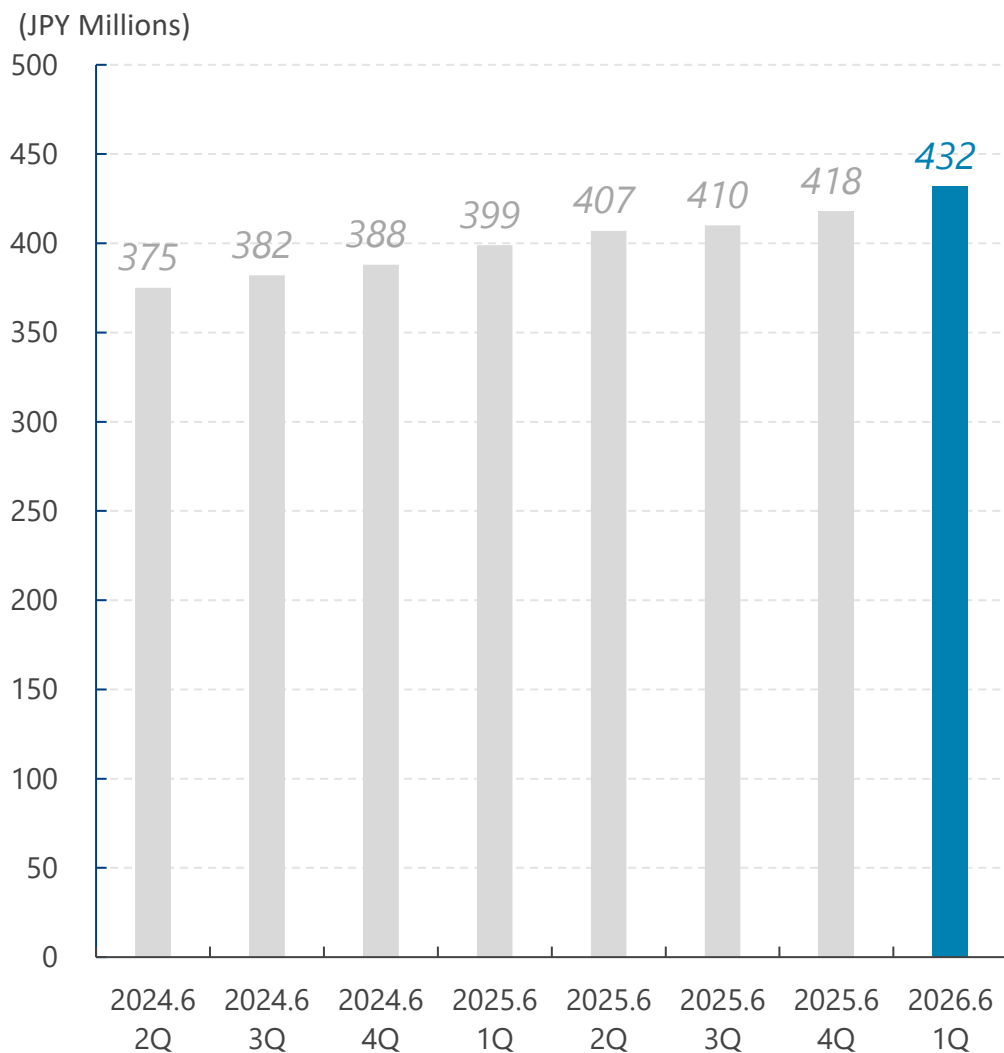
Result in FY2026 1Q:

- Fixed Monthly Income: 431.7 JPY million 74.7 % (YoY +8.2 %)
- Monthly Variable Income : 134.0JPY million 23.2 % (YoY +16.8%)
- Other Income : 12.5 JPY million 2.2 %

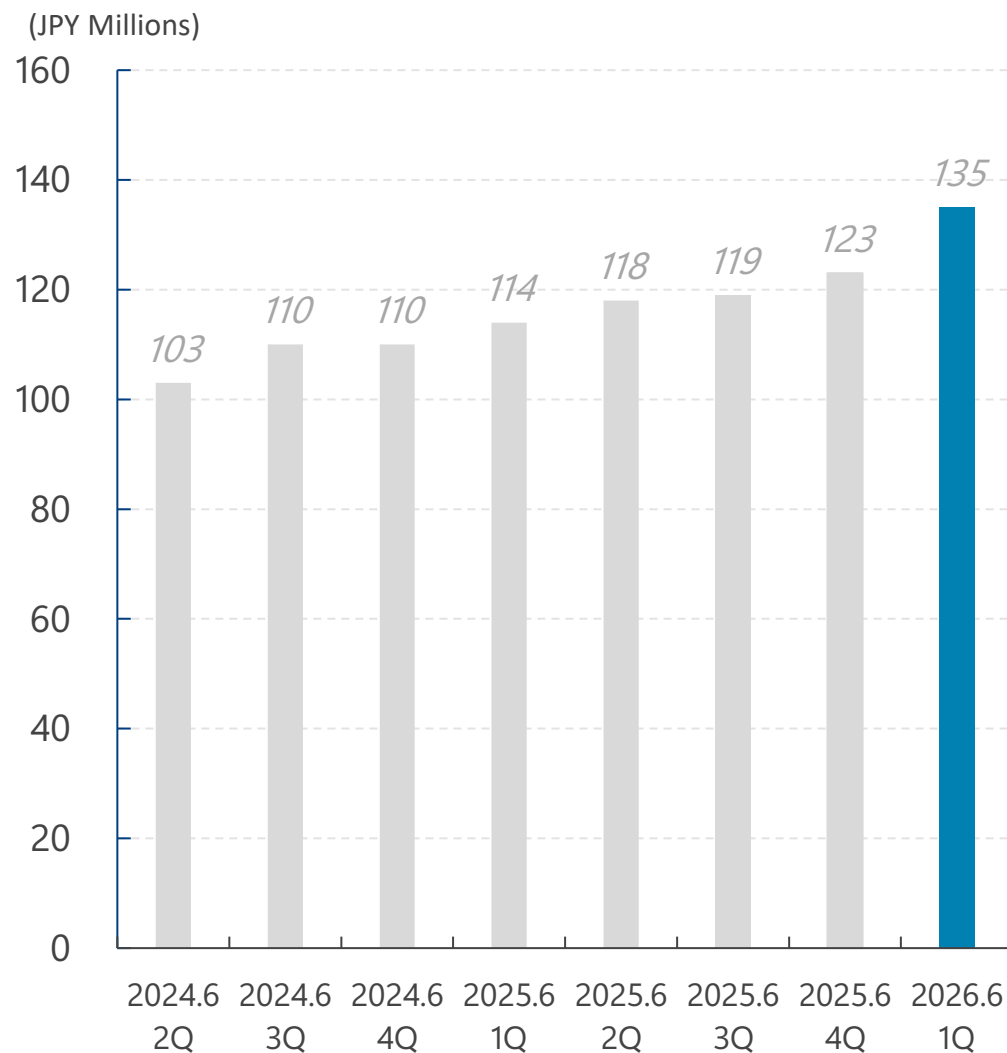
2 Business Report and Future Business Prospects

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)

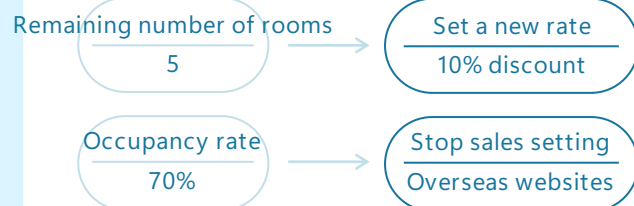
In Feb. 2024 we released “TEMAIRAZU JIDO” to resolve labor shortage in the accommodation industry by automating revenue management operations and maximize accommodation facility profits by streamlining operations and reducing costs.

Automation of...

● Rate Update

Rule-based automatic price update

Example

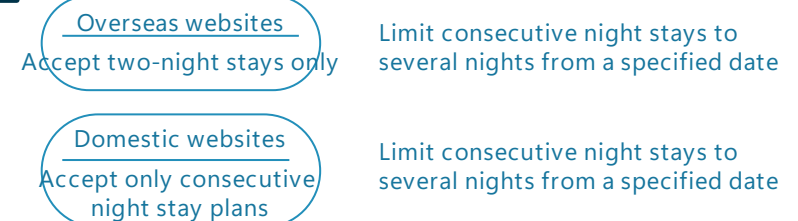


Target price Automatic rate update

● Consecutive Stay Control

Revenue optimization

Example

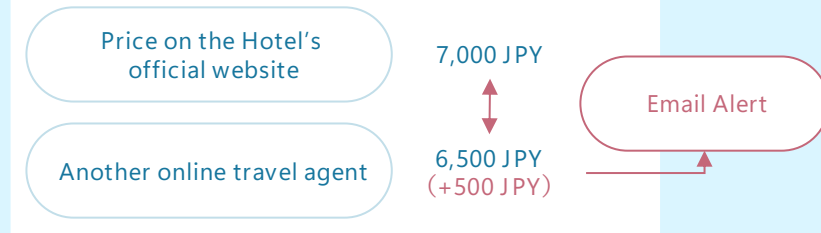


LOS and hurdle rate

● Lowest Price Monitoring

Best rate guarantee

Example

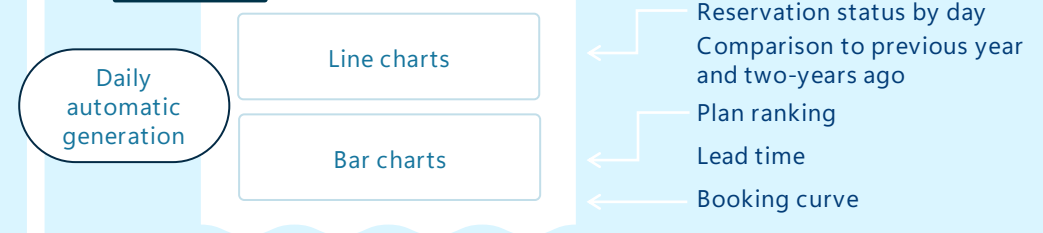


Best rate checker Rate survey

● Reporting

Report generation

Example



Report generation

Booking analytics

1 2
3 4
手間いらず 自動

2 Business Report and Future Business Prospects

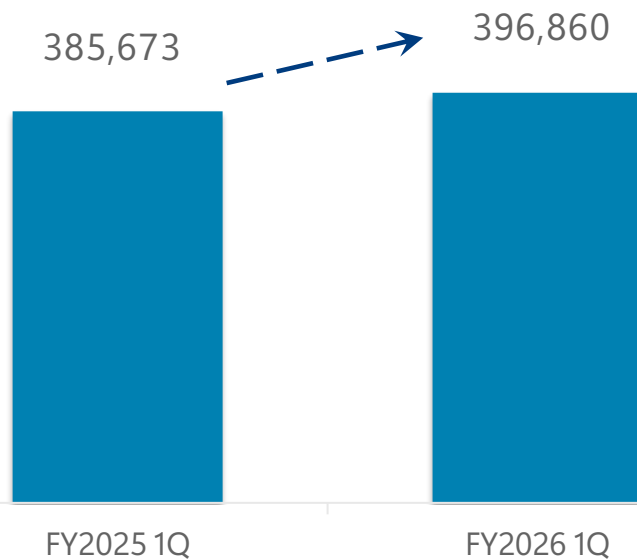
2-7 Report on Application Service Business (Temairazu)

Segment profit (after cost allocation)



YoY +3.0%

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

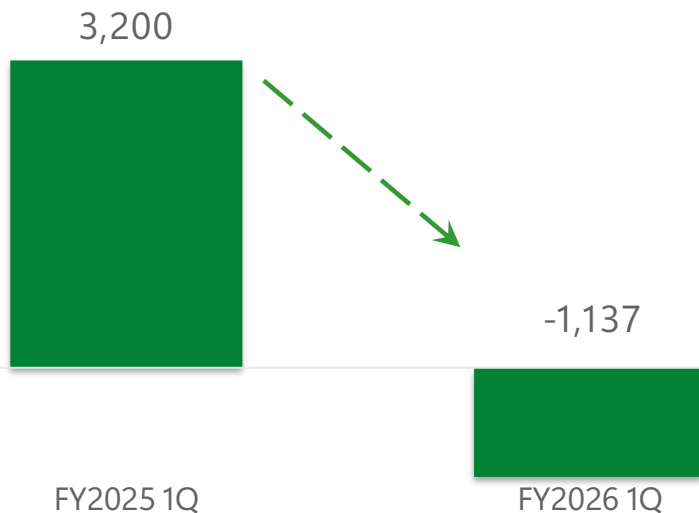
- 2 Business Report and Future Business Prospects
- 3 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)



YoY -135.5%

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	717,858 kJPY (As of September 30, 2025)	
Number of Shares Issued	6,480,396 (As of September 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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Press Release

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