



TEMAIRAZU

FY 2026 (Jul 2025-Jun 2026) 2Q
Financial Results

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1 Financial Results

1 Financial Result for FY 2026 2Q

1 Outline of the Financial Results

YoY Revenue Growth: 10.3%

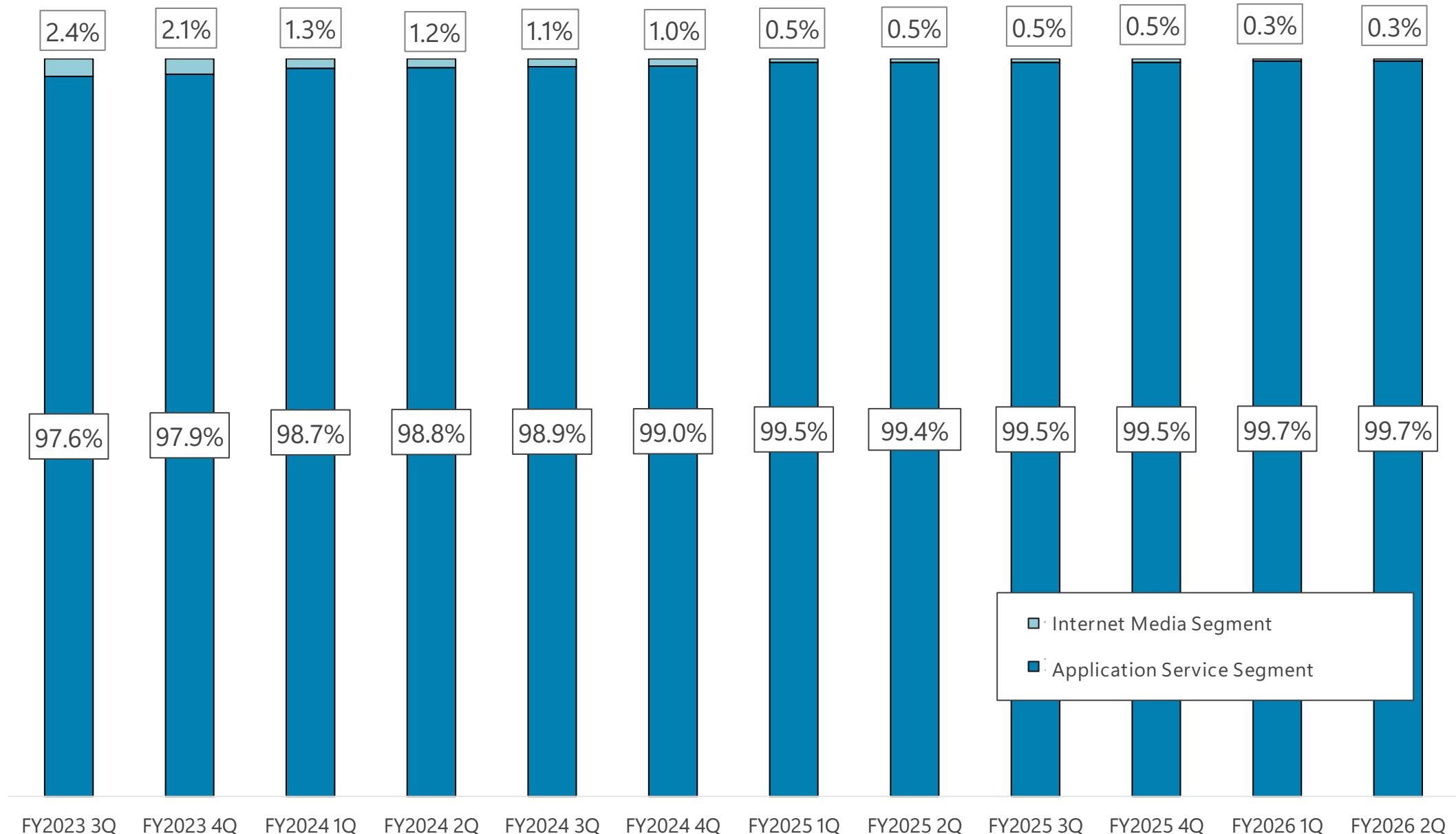
YoY Operating Profit Growth: 6.5%

(Unit: JPY'000)

	FY2026 2Q		FY2025 2Q (Comparison)	Difference (Amount)	Difference (percentage)
	Results	Profit Margin %			
Net Sales	1,178,955	—	1,068,453	+ 110,501	+10.3%
Operating Profit	834,891	70.8%	783,680	+ 51,210	+6.5%
Ordinary Profit	840,538	71.3%	786,876	+ 53,661	6.8%
Net Income	546,475	46.4%	513,195	+ 33,280	+6.5%
Net earnings per share (Unit:1 JPY)	88.26	—	79.20	—	—

1 Financial Result for FY 2026 2Q

2 Revenue Composition by Segment



1 Financial Result for FY 2026 2Q

3 Revenue and Profit per Segment

Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 71.2%

Internet Media Segment:

Sales decreased and operating loss after cost allocation was ▲61.8%

(Unit: JPY'000)

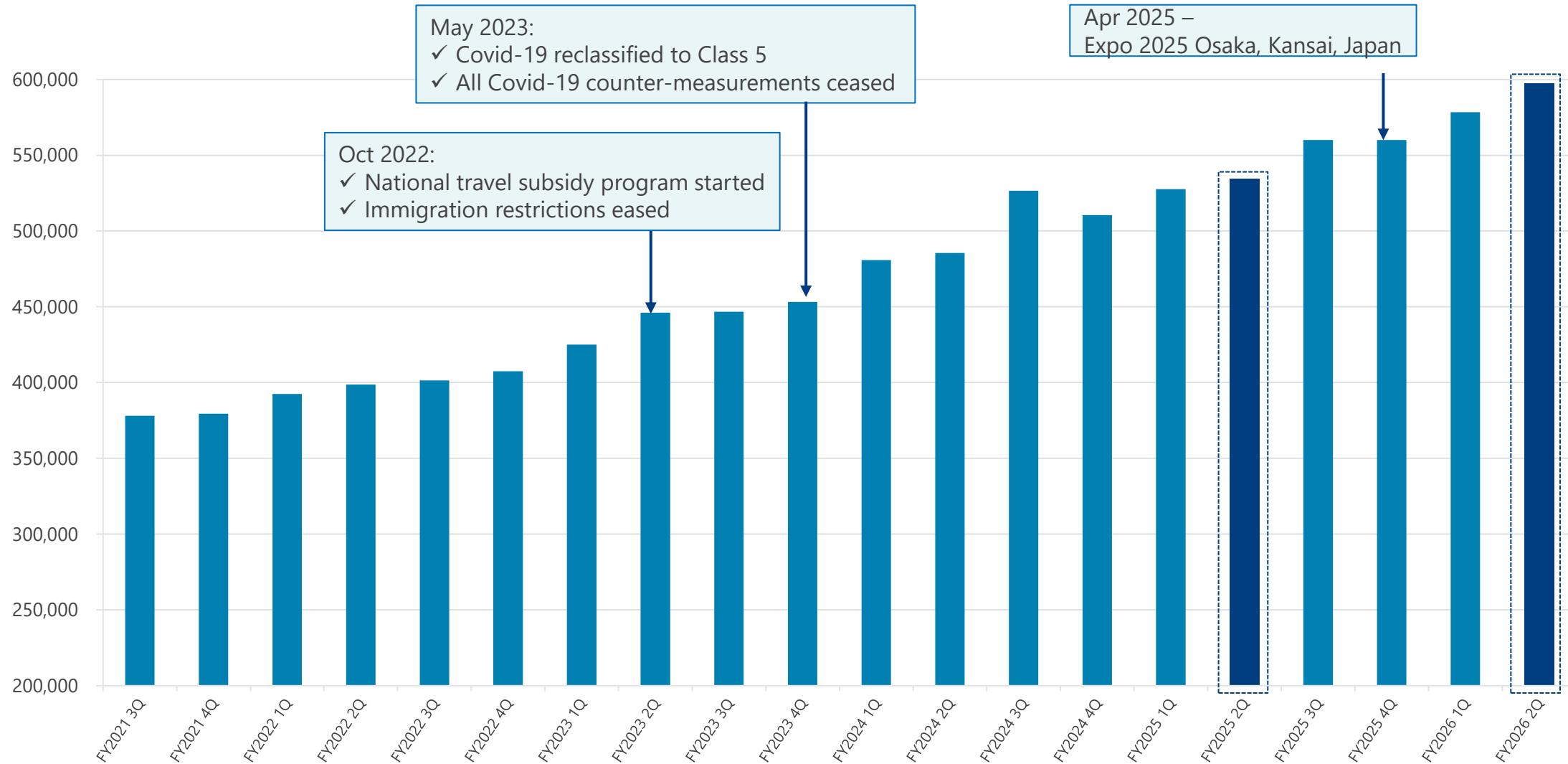
Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	1,175,638	923,929 (836,941)	78.6% (71.2%)
Internet Media Business	3,316	-982 (-2,049)	-29.6% (-61.8%)
Adjustment	-	-88,055	-
Total	1,178,955	834,891	70.8%

1 Financial Result for FY 2026 2Q

4 Revenue Trend of Application Service Segment(Temairazu)

YoY: +10.7%

(Unit: JPY'000)

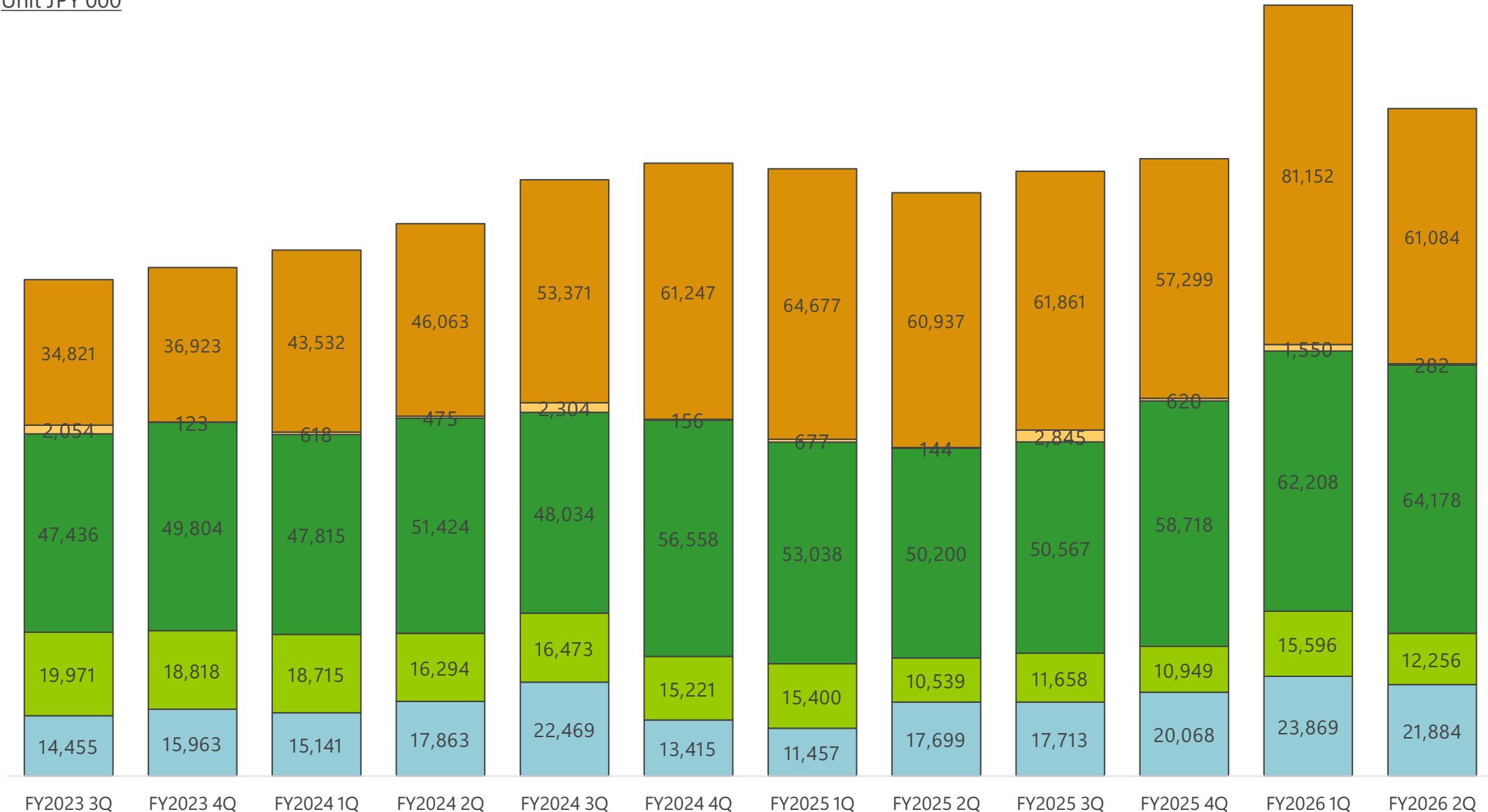


1 Financial Result for FY 2026 2Q

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 2Q

6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2026 2 nd Quarter Result	FY2026 Full Year Forecast	Progress %
Revenue	1,178,955	2,365,312	49.8%
Operating Profit	834,891	1,640,170	50.9%
Ordinary Profit	840,538	1,654,250	50.8%
Net Income	546,475	1,108,348	49.3%
Net earnings per share (Unit: 1 JPY)	88.26	176.51	-

1 Financial Result for FY 2026 2Q

7 Balance Sheet

(Unit:JPY'000)

	End of FY2025	End of FY2026 2Q	Remarks
Cash	6,588,033	6,378,758	-209,275
Other Current Assets	556,429	635,166	Accounts receivable Deposits
Fixed Assets	73,609	85,337	Deferred Tax Assets
Total Assets	7,218,071	7,099,261	-
Liabilities	449,668	471,918	Income Taxes Paid
Net Assets	6,768,403	6,627,343	Profit for the Qtr. Cash Dividend Treasury stock
Total Liabilities and Net Assets	7,218,071	7,099,261	-
Equity Ratio	93.8%	93.4%	-

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.

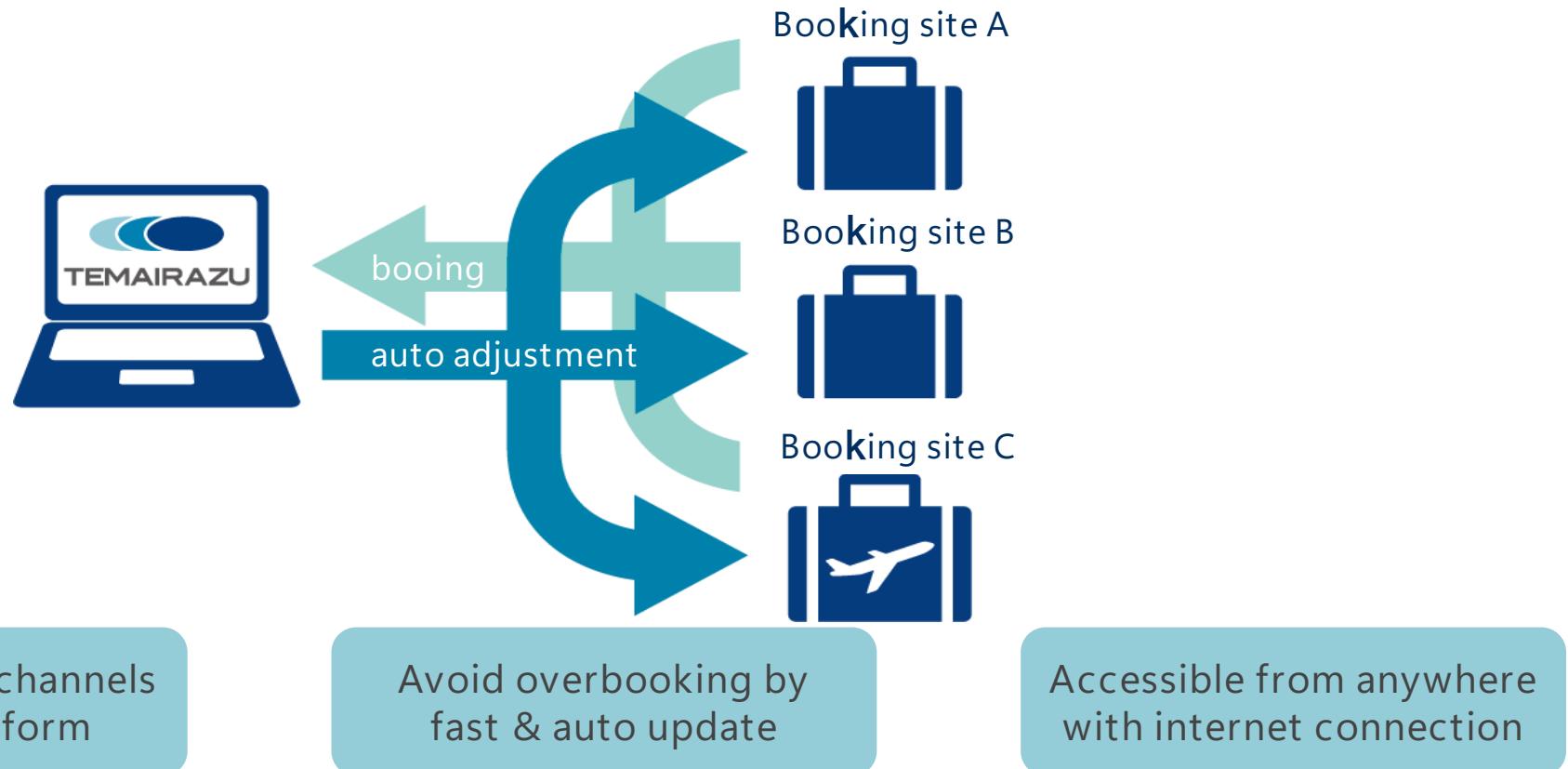
Advertisements

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.



“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.

“Temairazu” acquires the latest inventory at short intervals and synchronizes availability among other booking sites. This can avoid overbooking and maximize facility utilization.

“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



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.

New model channel manager
"TEMAIRAZU.NET"



In 2010, 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",
advanced and will keep advancing



"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

"Be." (10pct, Inc.)

System integration has commenced with "Be.," a reservation engine provided by 10pct. Co., Ltd. for the official hotel websites. This enables accommodation facilities to strengthen direct bookings, design sales plans that reflect their own branding, and thereby diversify sales channels and improve profitability.

"Tabiiro" (Tabiiro Travel Co., Ltd.)

System integration has commenced with the accommodation reservation service of "Tabiiro," an online travel magazine operated by Tabiiro Travel Inc. By creating a natural booking pathway from editorial articles and featured content to accommodation reservations, this enhances appeal to customer segments that place importance on thematic and story-driven travel experiences.

"Resort Worx" (Resort Worx Inc.)

System integration has commenced with "Resort Worx," a welfare benefits service specialized in the travel and resort sector operated by Resort Worx Co., Ltd. By capturing demand for resort stays and "workations" through corporate, membership based channels, this contributes to improved occupancy rates on weekdays and during off-peak seasons.

2 Business Report and Future Business Prospects

2-3 Application Service Business (Temairazu)

System collaboration for improving operating efficiency and convenience

“DerbySoft(DerbySoft, Inc.)

System connectivity has commenced with DerbySoft, a platform capable of connecting to more than 300 online channels worldwide.

Through single-point connectivity to a broad network, including overseas online travel agencies and metasearch sites, this enables efficient inventory allocation and price appeal in global markets.

“Tiket.com” (Tiket Network Pte. Ltd.)

System connectivity has commenced with “Tiket.com,” Indonesia’s largest online travel agency. By directly capturing rapidly growing travel demand from Southeast Asia, particularly inbound travel from Indonesia to Japan, this establishes a framework that is expected to further expand inbound demand from the Asia Region.

“Oracle OPERA Cloud” (Oracle Corporation)

System integration with “Oracle OPERA Cloud,” a property management system for hotels provided by Oracle Corporation, has been launched on a phased basis.

Through integration with a cloud-based PMS, this supports operational efficiency and centralized data management for accommodation operators managing multiple properties and multiple brands.

2 Business Report and Future Business Prospects

2-3 Application Service Business (Temairazu)

System collaboration for improving operating efficiency and convenience

“D-EDGE CRS(D-EDGE Hospitality Solutions)

System integration has commenced with “D-EDGE CRS,” a cloud-based central reservation system provided by D-EDGE. Through integration with a CRS that enables centralized management of the company’s own website and various online sales channels, this allows for unified control of rates, inventory, and plan information, enabling flexible responses to increasingly complex sales strategies.

“G3 RMS” (IDeAS Revenue Solutions)

Integration functions with “G3 RMS,” a revenue management system provided by IDeAS, have been expanded and enhanced. By combining price optimization based on demand forecasting with dynamic inventory management, this advances revenue management in line with demand fluctuations and establishes a framework aimed at maximizing revenue by focusing on both room rates and occupancy levels.

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.

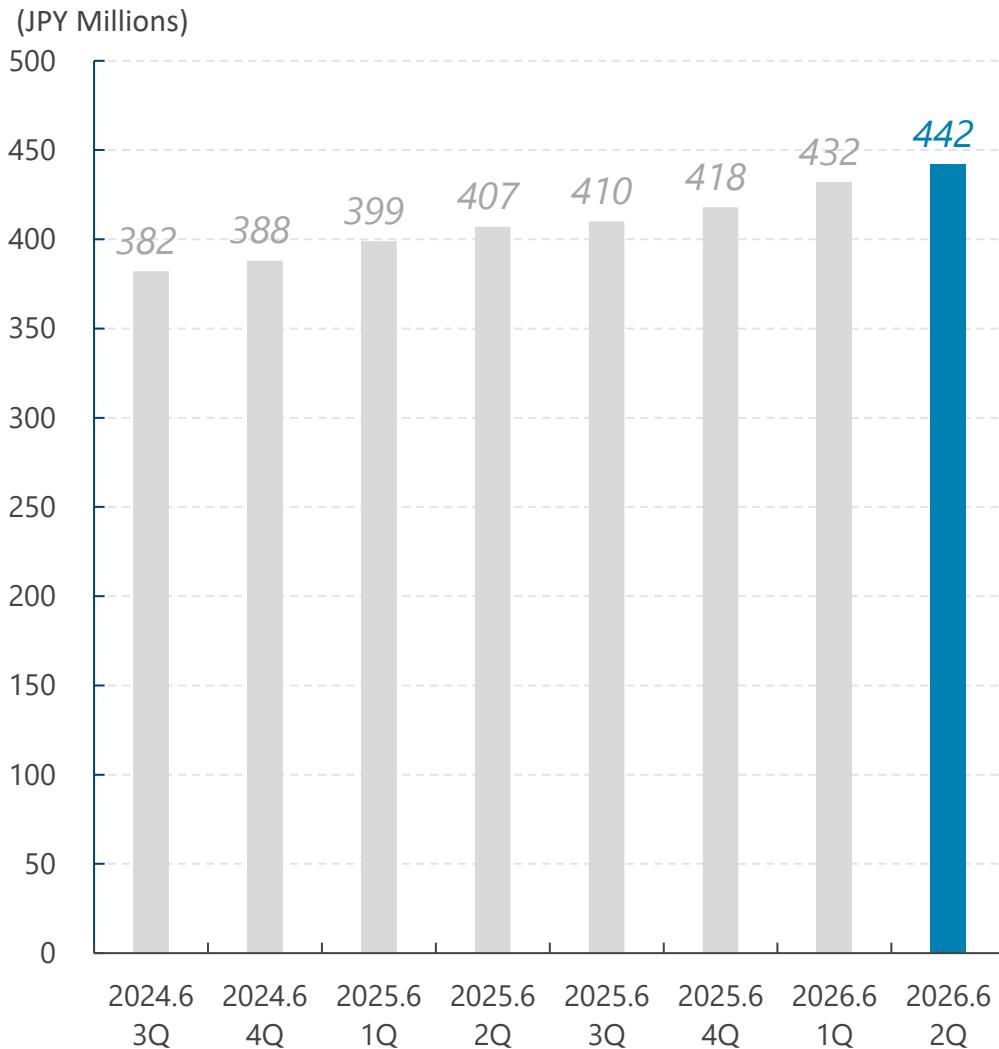
Result in FY2026 2Q:

- Fixed Monthly Income: 875.5JPY million 74.4 % (YoY +8.6 %)
- Monthly Variable Income : 275.0JPY million 23.4 % (YoY +18.6%)
- Other Income : 26.0 JPY million 2.2 %

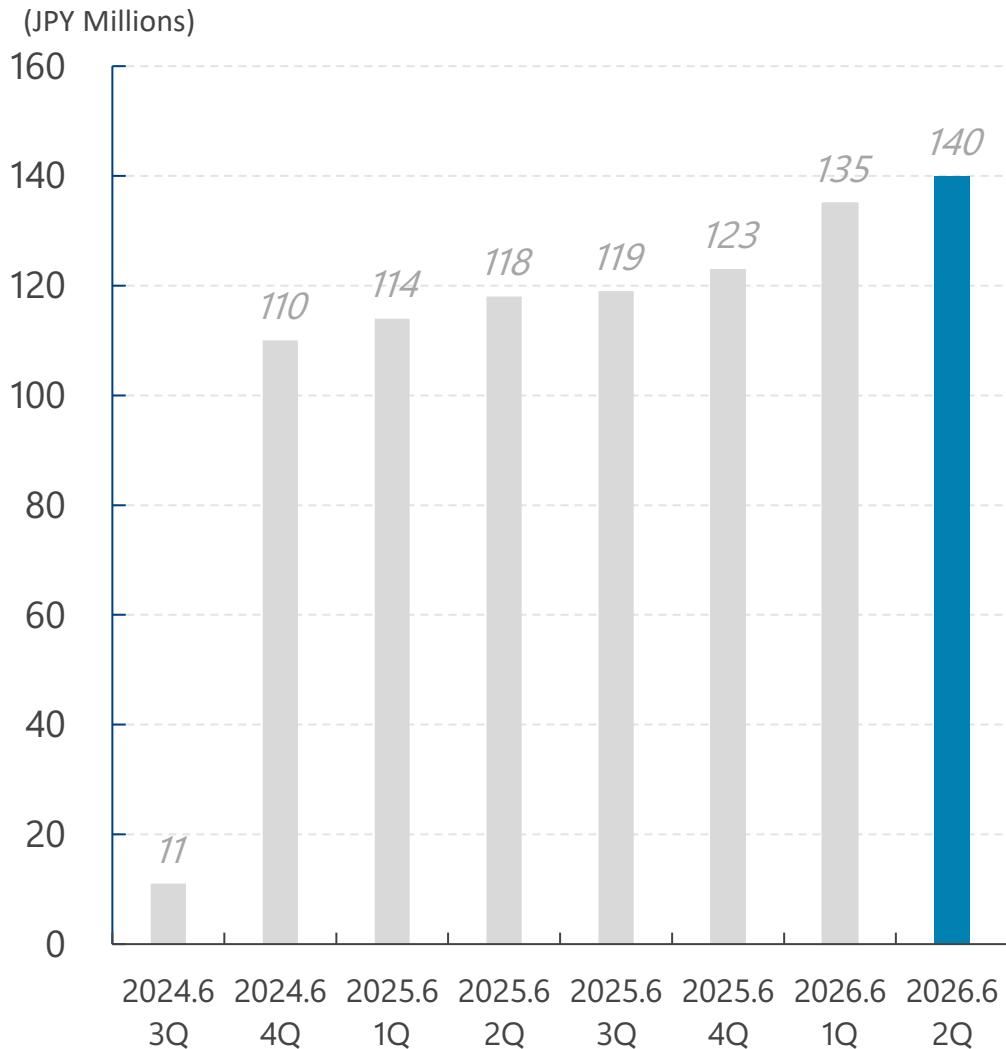
2 Business Report and Future Business Prospects

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)

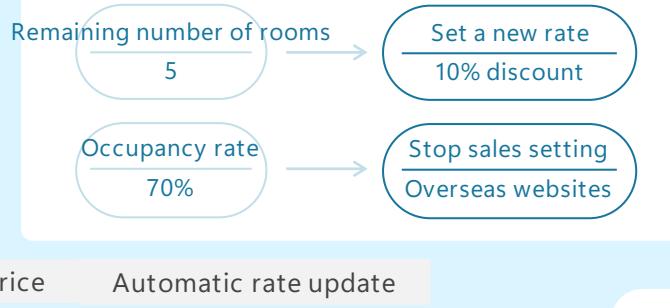
In Feb. 2024 we released "TEMAIRAZU JIDO" to resolve labor shortage in the accommodation industry by automating revenue management operations and maximize accommodation facility profits by streamlining operations and reducing costs.

Automation of...

● Rate Update

Rule-based automatic price update

Example



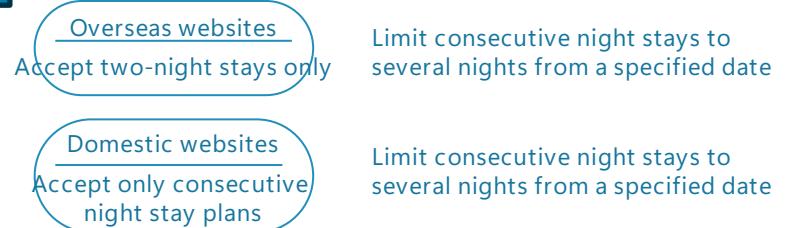
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● Consecutive Stay Control

Revenue optimization

Example



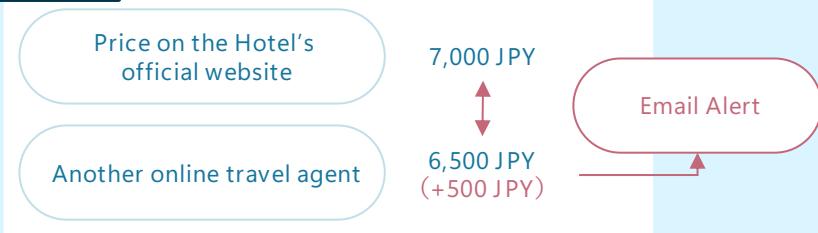
LOS and hurdle rate

手間いらすゞ自動

● Lowest Price Monitoring

Best rate guarantee

Example



Best rate checker

Rate survey

3

4

● Reporting

Report generation

Example

Daily automatic generation



Report generation

Booking analytics

Reservation status by day
Comparison to previous year and two-years ago
Plan ranking
Lead time
Booking curve

2 Business Report and Future Business Prospects

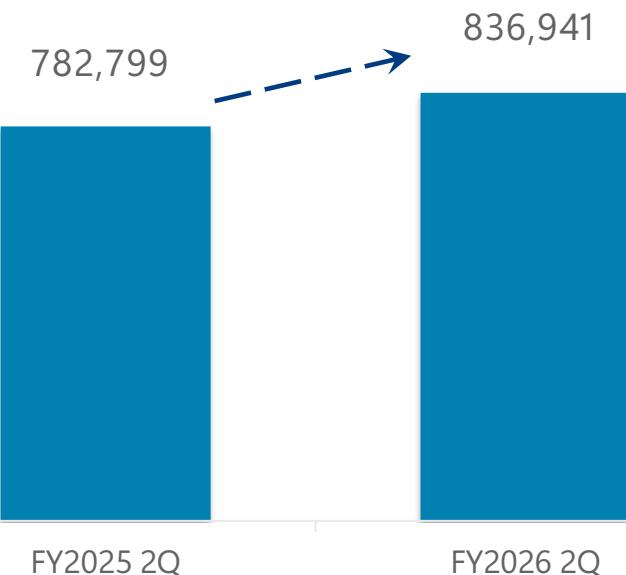
2-7 Report on Application Service Business (Temairazu)

Segment profit (after cost allocation)



YoY +6.9%

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

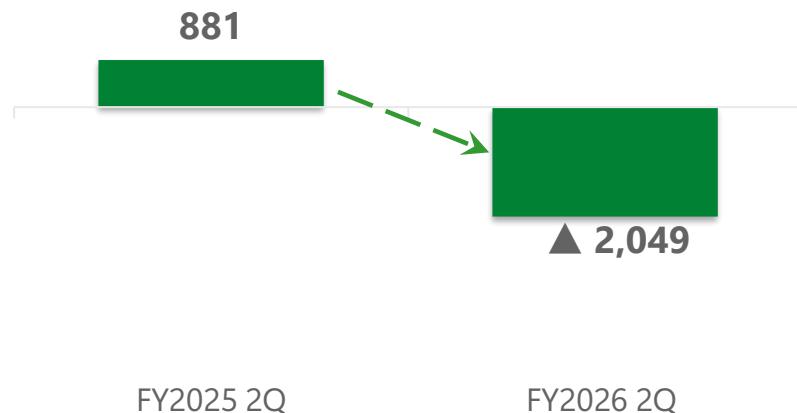
- 2 Business Report and Future Business Prospects
- 3 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)



YoY -332.5%

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	718,580 kJPY (As of December 31, 2025)		
Number of Shares Issued	6,480,961 (As of December 31, 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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