



TEMAIRAZU

**FY 2026 (Jul 2025-Jun 2026) 3Q
Financial Results**



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1 Financial Results

1 Financial Result for FY 2026 3Q

1 Outline of the Financial Results

YoY Revenue Growth: 9.8%

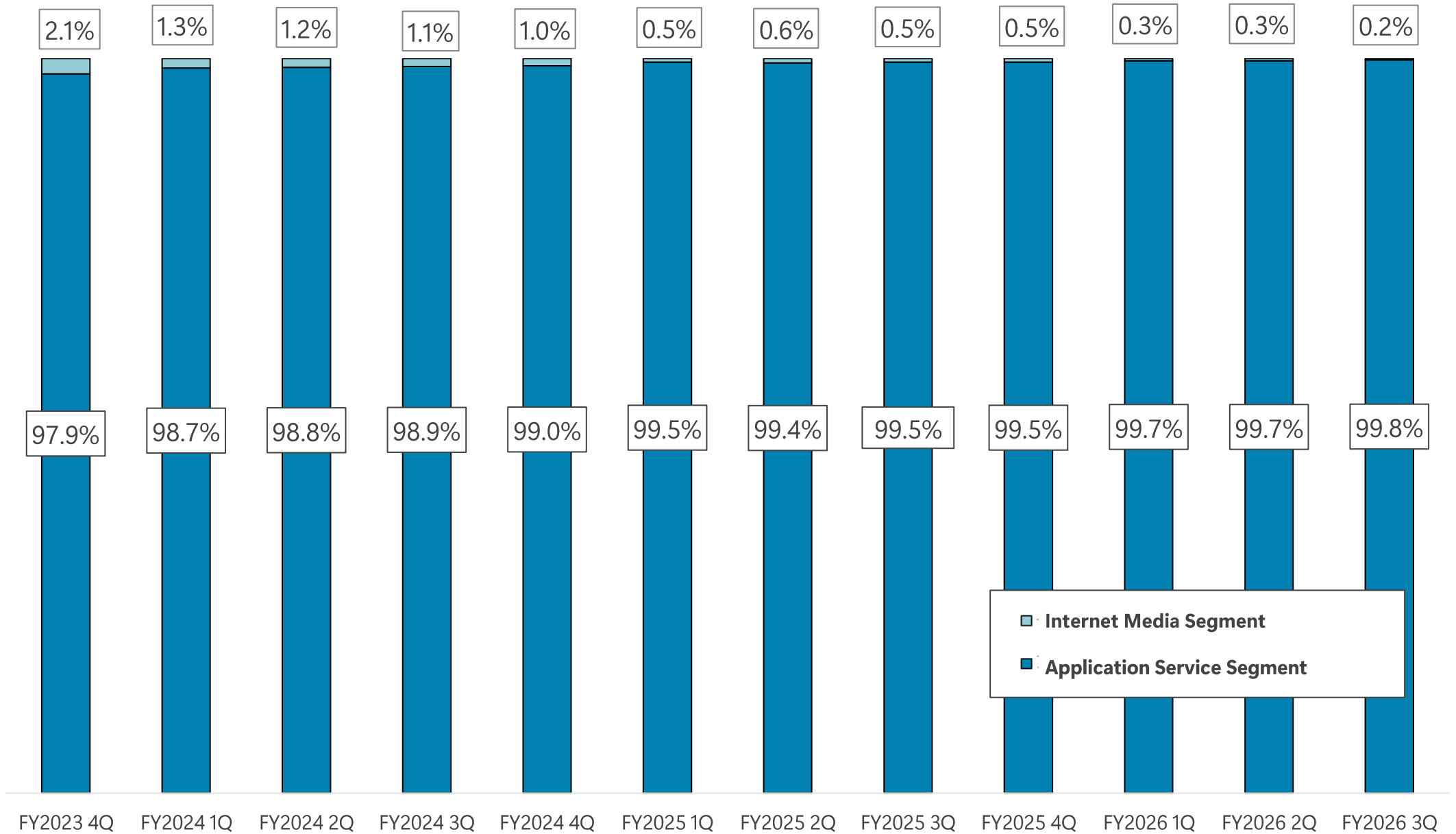
YoY Operating Profit Growth: 6.6%

(Unit: JPY'000)

	FY2026 3Q		FY2025 3Q (Comparison)	Difference (Amount)	Difference (percentage)
	Results	Profit Margin %			
Net Sales	1,790,171	—	1,630,968	+ 159,203	+9.8%
Operating Profit	1,280,722	71.5%	1,201,548	+ 79,174	+6.6%
Ordinary Profit	1,296,782	72.4%	1,208,513	+ 88,268	+7.3%
Net Income	865,801	48.4%	808,647	+ 57,154	+7.1%
Net earnings per share (Unit:1 JPY)	140.96	—	124.89	—	—

1 Financial Result for FY 2026 3Q

2 Revenue Composition by Segment



1 Financial Result for FY 2026 3Q

3 Revenue and Profit per Segment

Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 71.9%

Internet Media Segment:

Sales decreased and operating loss after cost allocation was ▲69.9%

(Unit: JPY'000)

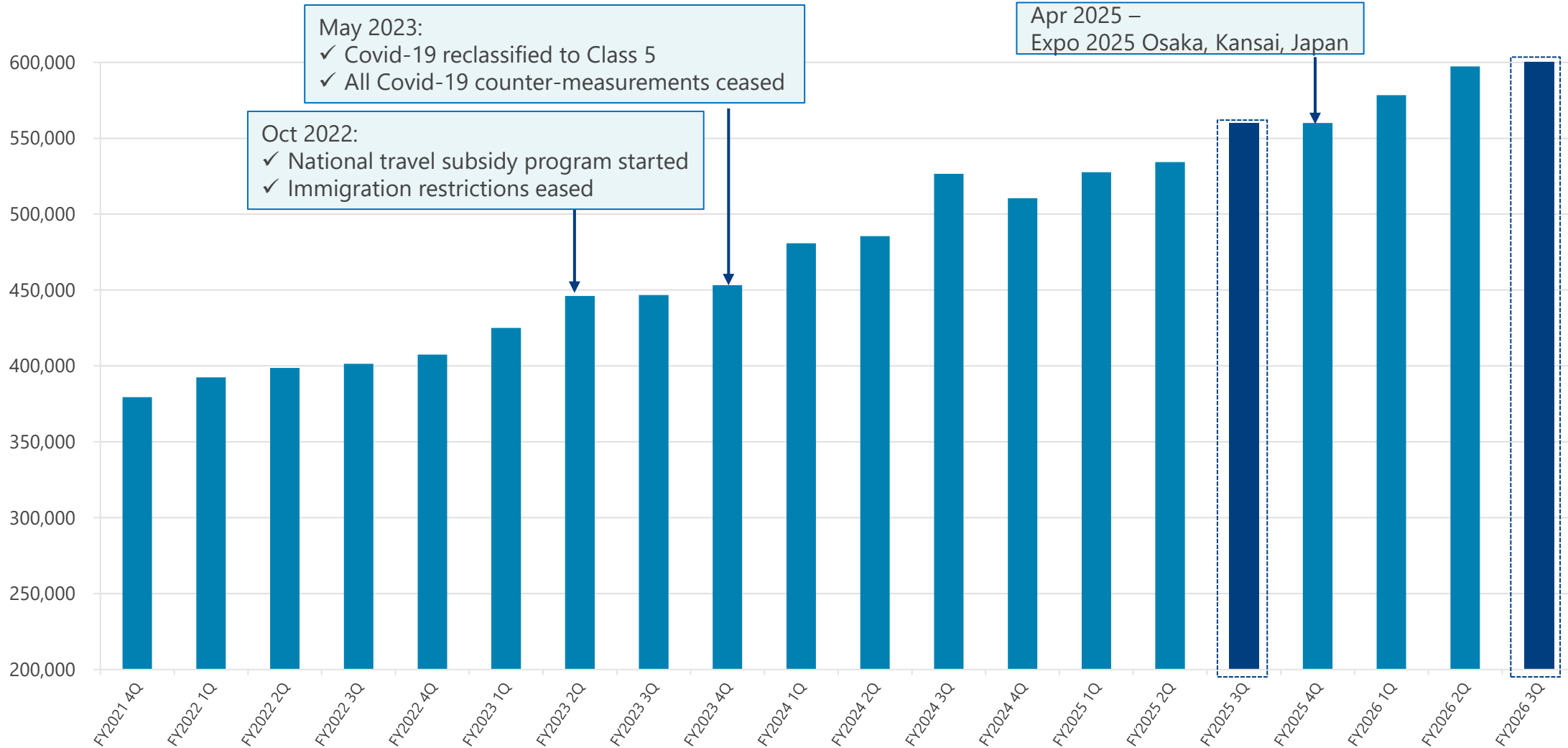
Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	1,785,721	1,411,143 (1,283,832)	79.0% (71.9%)
Internet Media Business	4,449	-1,594 (-3,109)	-35.8% (-69.9%)
Adjustment	-	-128,826	-
Total	1,790,171	1,280,722	71.5%

1 Financial Result for FY 2026 3Q

4 Revenue Trend of Application Service Segment(Temairazu)

YoY: +10.1%

(Unit: JPY'000)

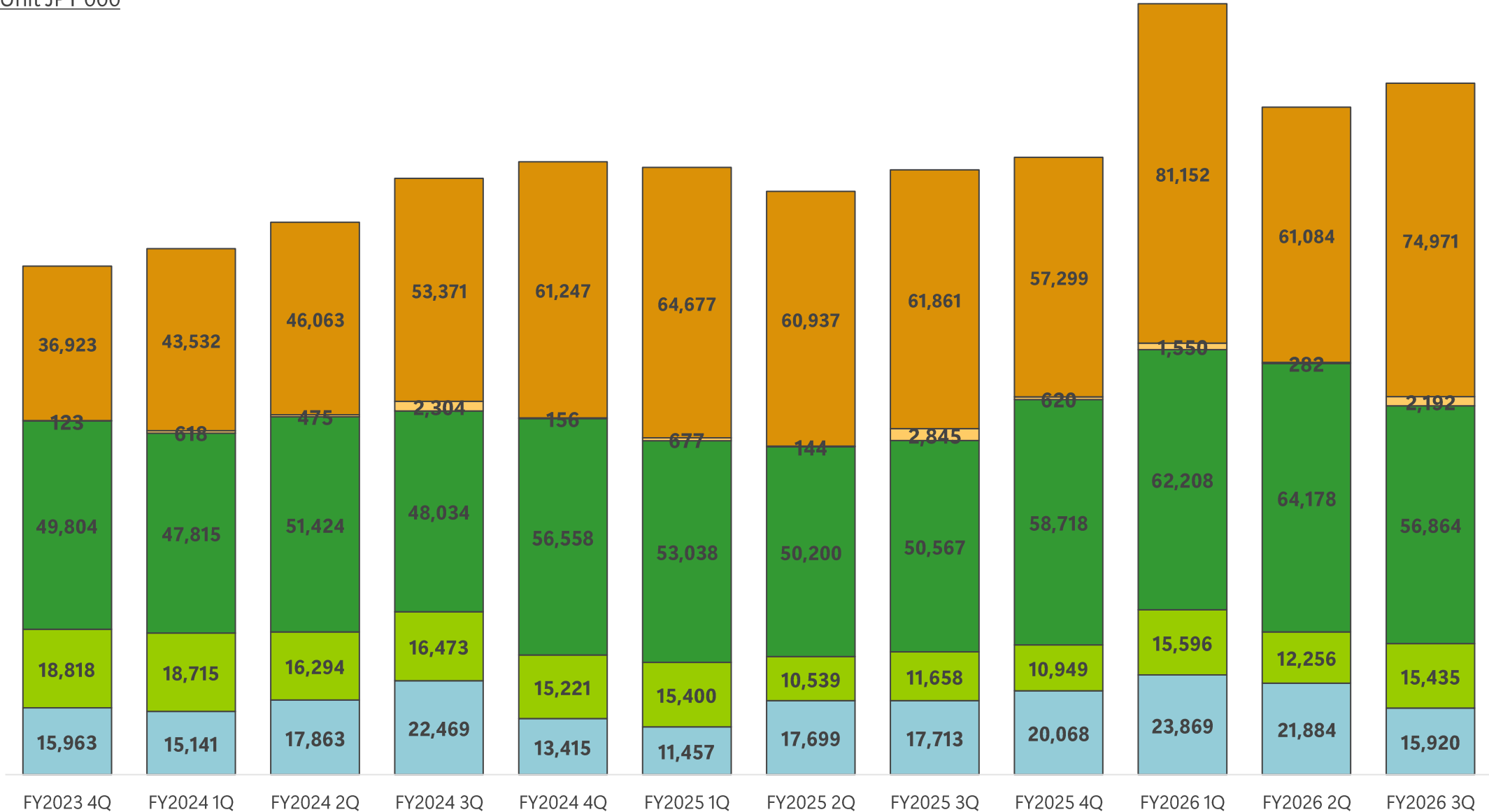


1 Financial Result for FY 2026 3Q

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 3Q

6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2026 3 rd Quarter Result	FY2026 Full Year Forecast	Progress %
Revenue	1,790,171	2,365,312	75.7%
Operating Profit	1,280,722	1,640,170	78.1%
Ordinary Profit	1,296,782	1,654,250	78.4%
Net Income	865,801	1,108,348	78.1%
Net earnings per share (Unit: 1 JPY)	140.96	176.51	-

1 Financial Result for FY 2026 3Q

7 Balance Sheet

(Unit:JPY'000)

	End of FY2025	End of FY2026 3Q	Remarks	
Cash	6,588,033	6,393,311		-194,721
Other Current Assets	556,429	368,934	Deposits Accounts receivable	81,345 85,248
Fixed Assets	73,609	81,945	Deferred Tax Assets Long-term prepaid expenses	4,472 3,416
Total Assets	7,218,071	6,844,191		-
Liabilities	449,668	330,830	Accrued corporate income taxes	-149,981
Net Assets	6,768,403	6,513,361	Profit for the Qtr. Cash Dividend Treasury stock	865,801 -242,109 -878,830
Total Liabilities and Net Assets	7,218,071	6,844,191		-
Equity Ratio	93.8%	95.2%		-

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.

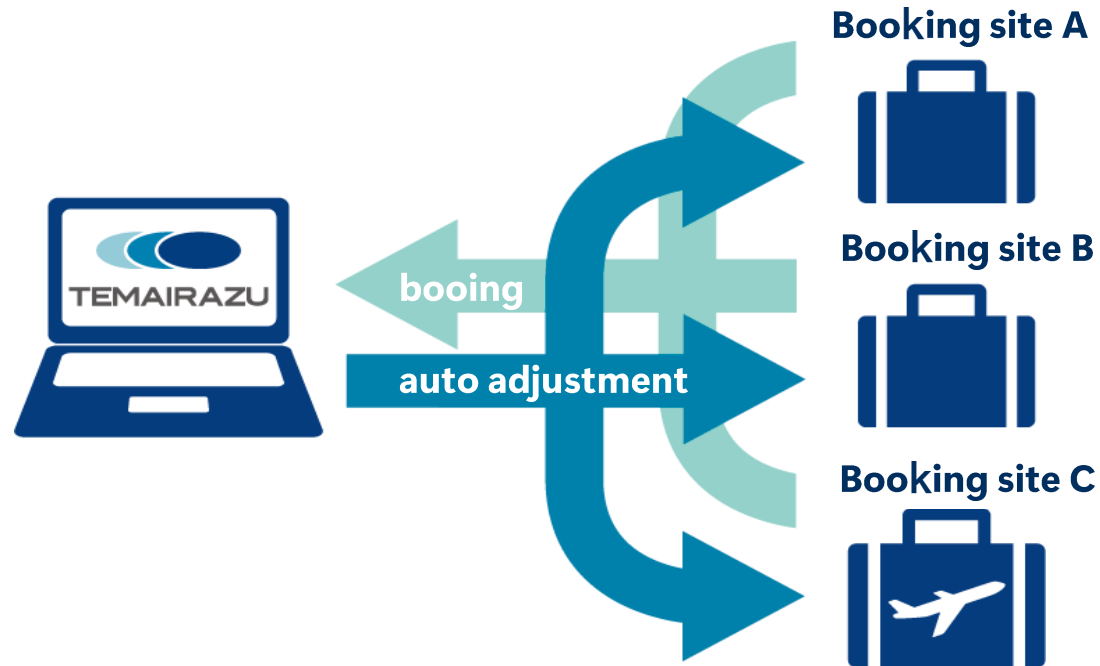
Advertisements

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

“KKday” (KKday Japan Co., Ltd.)

System connectivity has commenced with “KKday,” one of Asia’s largest travel experience reservation platforms. Utilized by travelers from Taiwan and various parts of Asia, this establishes a framework to strengthen the capture of inbound travel demand from the Asian region.

“NEWT” (Reiwa Travel Co., Ltd.)

System A travel app specialized for smartphones, operated by Reiwa Travel, Inc. The app primarily focuses on overseas travel and has a user base consisting of young and trend-sensitive individuals, and a collaboration aimed at expanding reach to new customer segments and diversifying sales channels has commenced.

“HKTV Booking” (Offbeat Technology Japan Limited.)

An accommodation reservation platform operated by HKTV Group. By leveraging its existing customer base for TV and e-commerce, the platform possesses strengths in Hong Kong and the Greater China region, and a collaboration to strengthen the capture of inbound travel has commenced.

2 Business Report and Future Business Prospects

2-3 Application Service Business (Temairazu)

Unified management of physical and online inventory

“Rakutsu with(Railway Information Systems Co., Ltd.)

An accommodation reservation and inventory management service tailored to both online and physical inventories, provided by RAILWAY INFORMATION SYSTEMS CO., LTD. By achieving unified management of allotment inventory and online inventory for travel companies, an allotment inventory collaboration aimed at maximizing sales opportunities and streamlining operations is scheduled to commence.

Streamlining operations and improving convenience: Automation of reservation and settlement processes

“Agoda Settlement Automation Service” (NTT DATA, Inc.)

Through a collaboration with Agoda, one of the world’s largest accommodation reservation websites, provision of services for accommodation facilities that automate everything from accommodation reservation to settlement has commenced. Seamlessly connects accommodation reservation website management systems with inter-company settlements, thereby greatly reducing the burden on accounting and settlement duties for accommodation facilities.

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.

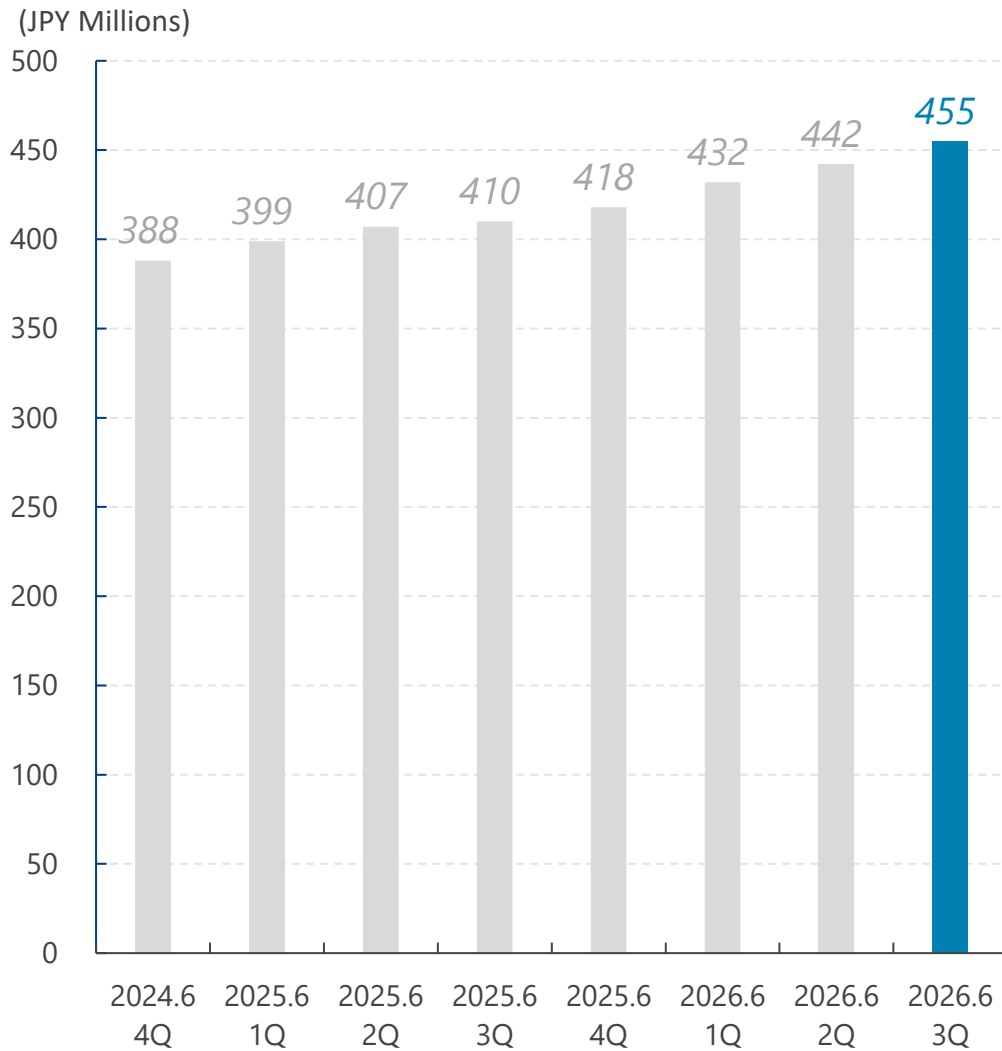
Result in FY2026 3Q:

- Fixed Monthly Income: 1,330.0JPY million 74.5 % (YoY +9.4 %)
- Monthly Variable Income : 415.0JPY million 23.2 % (YoY +17.9%)
- Other Income : 41.0 JPY million 2.3 %

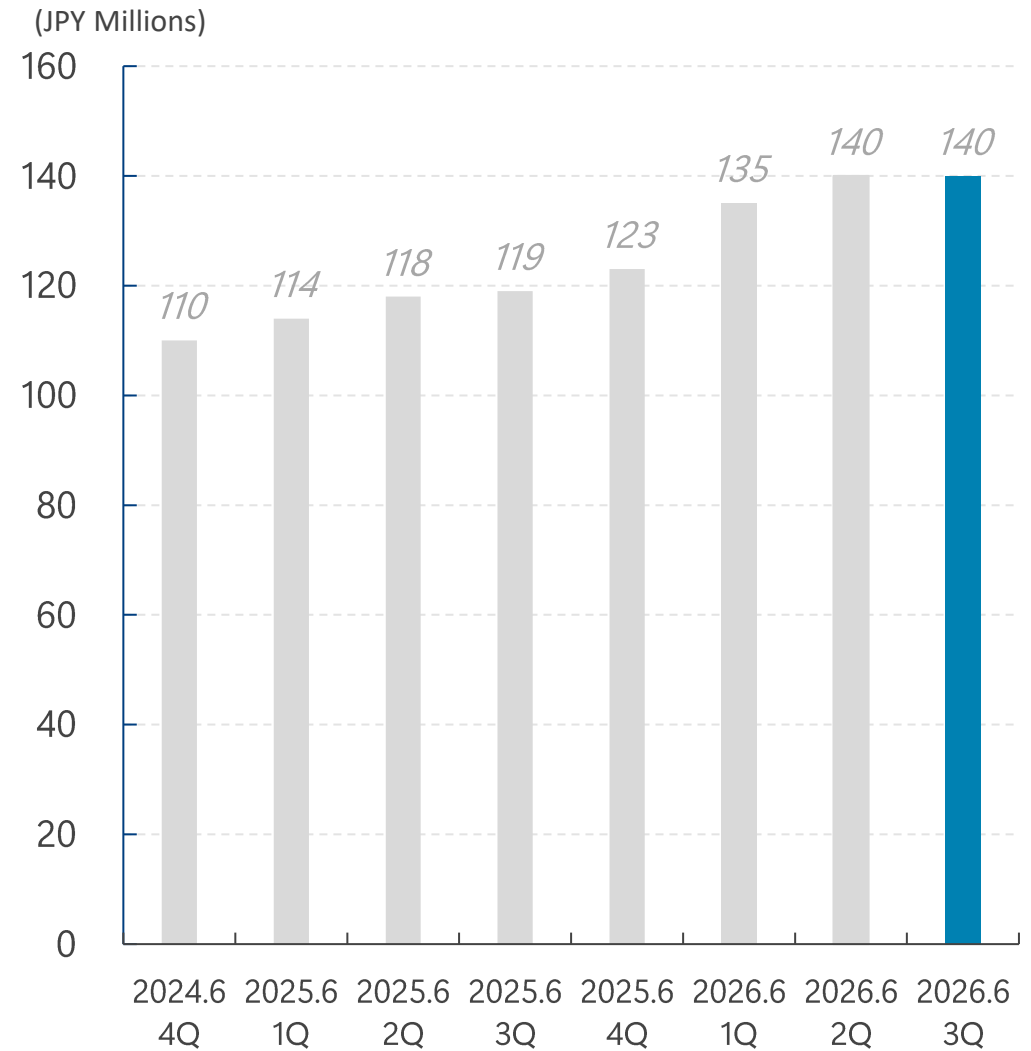
2 Business Report and Future Business Prospects

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)

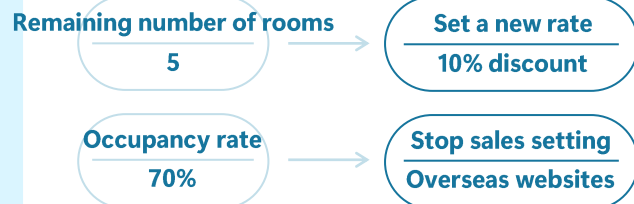
In Feb. 2024 we released "TEMAIRAZU JIDO" to resolve labor shortage in the accommodation industry by automating revenue management operations and maximize accommodation facility profits by streamlining operations and reducing costs.

Automation of...

● Rate Update

Rule-based automatic price update

Example

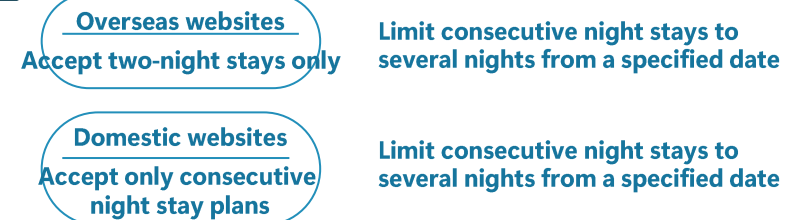


Target price Automatic rate update

● Consecutive Stay Control

Revenue optimization

Example



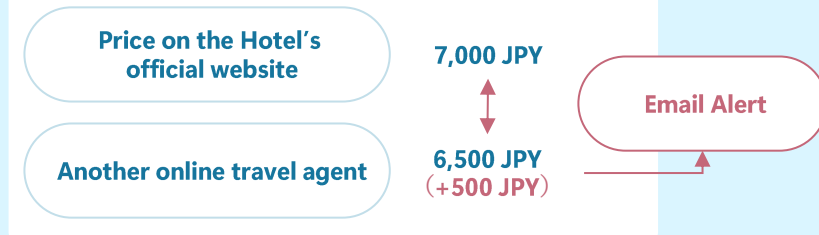
LOS and hurdle rate

1 2
手間いらず 自動
3 4

● Lowest Price Monitoring

Best rate guarantee

Example

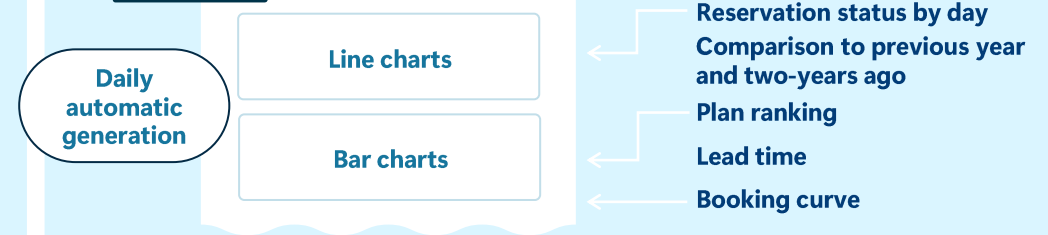


Best rate checker Rate survey

● Reporting

Report generation

Example



Report generation

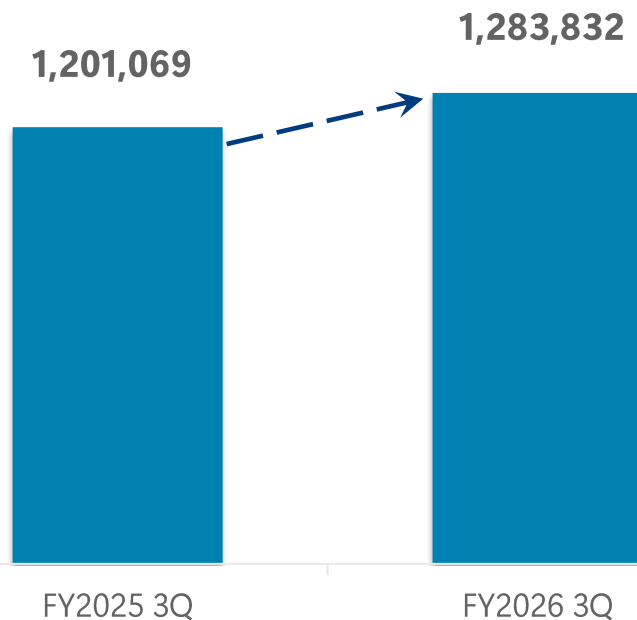
Booking analytics

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

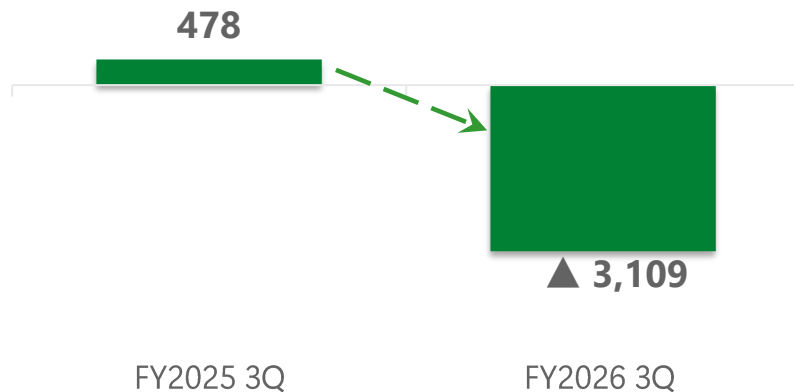
- 2 Business Report and Future Business Prospects
- 3 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)



YoY -750.4%

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 March 31, 2026)	
Number of Shares Issued	6,480,961 (As of March 31, 2026)	
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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