TEMAIRAZU

Financial Results for the Fiscal Year 2026

(July 2025 - June 2026)

Contents

1 Financial Results

1 Outline of the Financial Results

YoY Revenue Growth: 10.5%　　YoY Operating Profit Growth: 8.6%

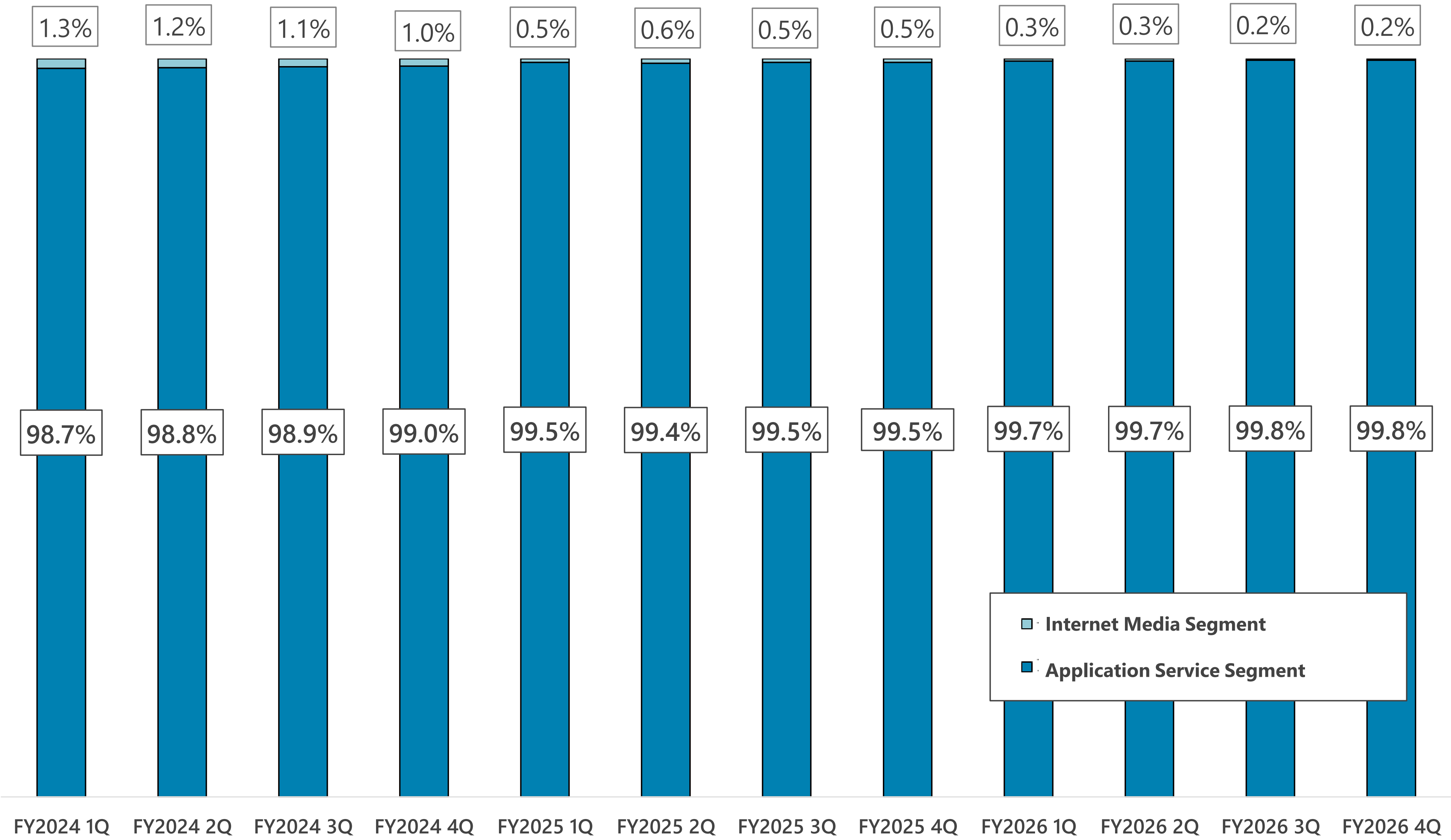
(Unit: JPY'000)

	FY 2026* Results	FY 2026* Profit Margin %	FY2025* (Comparison)	Difference (Amount)	Difference (percentage)
Net Sales	2,414,083	–	2,185,279	228,803	+10.5%
Operating Profit	1,747,457	72.4%	1,608,943	138,514	+8.6%
Ordinary Profit	1,773,744	73.5%	1,620,995	152,749	+9.4%
Net Income	1,172,193	48.6%	1,067,422	104,771	+9.8%
Net earnings per share (Unit:1 JPY)	192.25	–	165.73	26.52	+16.0%

* Cumulative basis for the fiscal year

1 Financial Result for FY 2026

2 Revenue Composition by Segment



3 Revenue and Profit per Segment

Application Service Segment

Sales and profits increased and profit margin was 72.7% after cost allocation

Internet Media Segment

Sales and profits decreased and operating profit was -77.1% after cost allocation

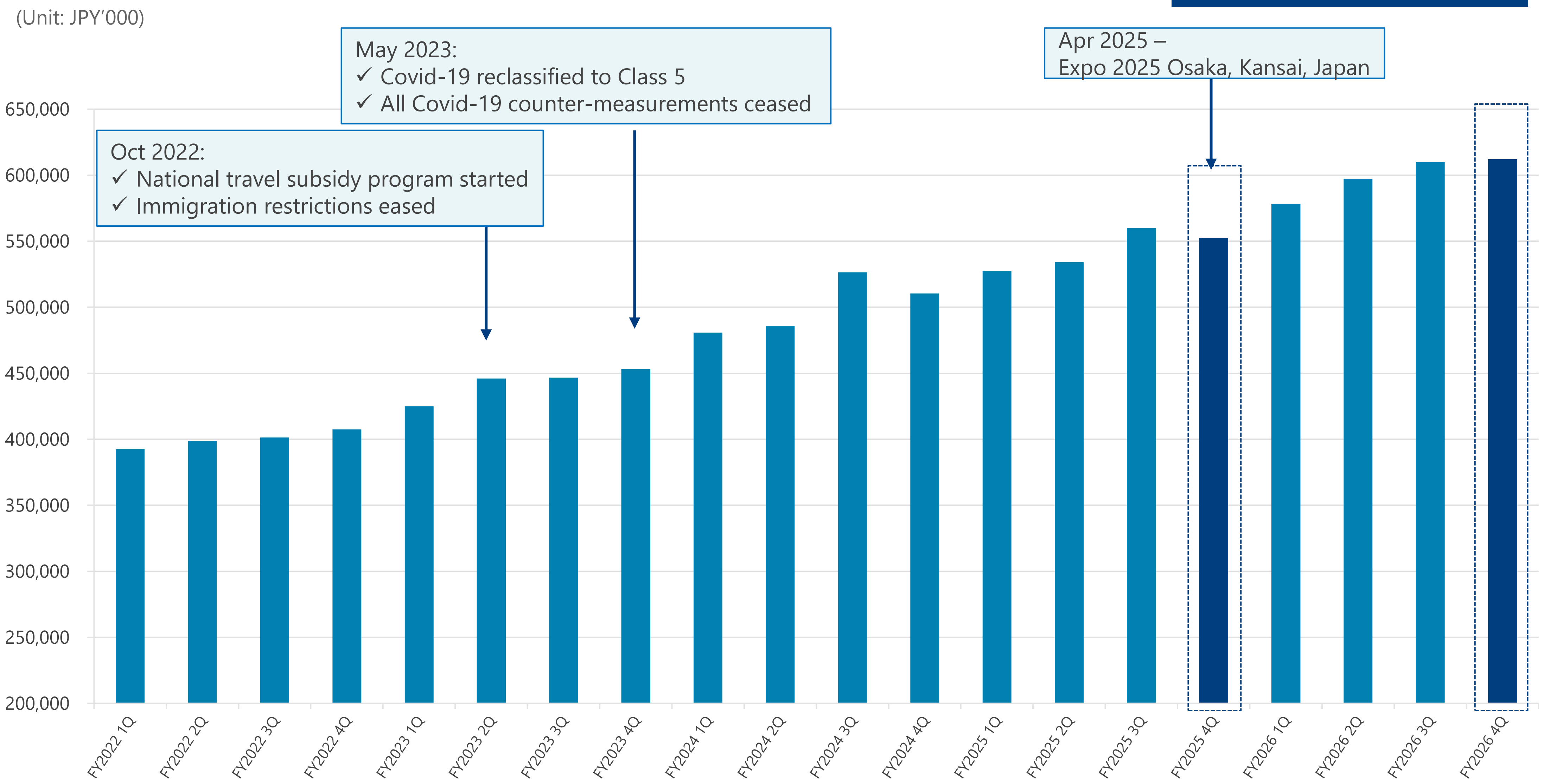
(Unit: JPY’000)

Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	2,408,545	1,915,264 (1,751,728)	79.5% (72.7%)
Internet Media Business	5,537	-2,432 (-4,207)	-43.9% (-77.1%)
Adjustment	-	-165,373	-
Total	2,414,083	1,747,457	72.4%

1 Financial Result for FY 2026

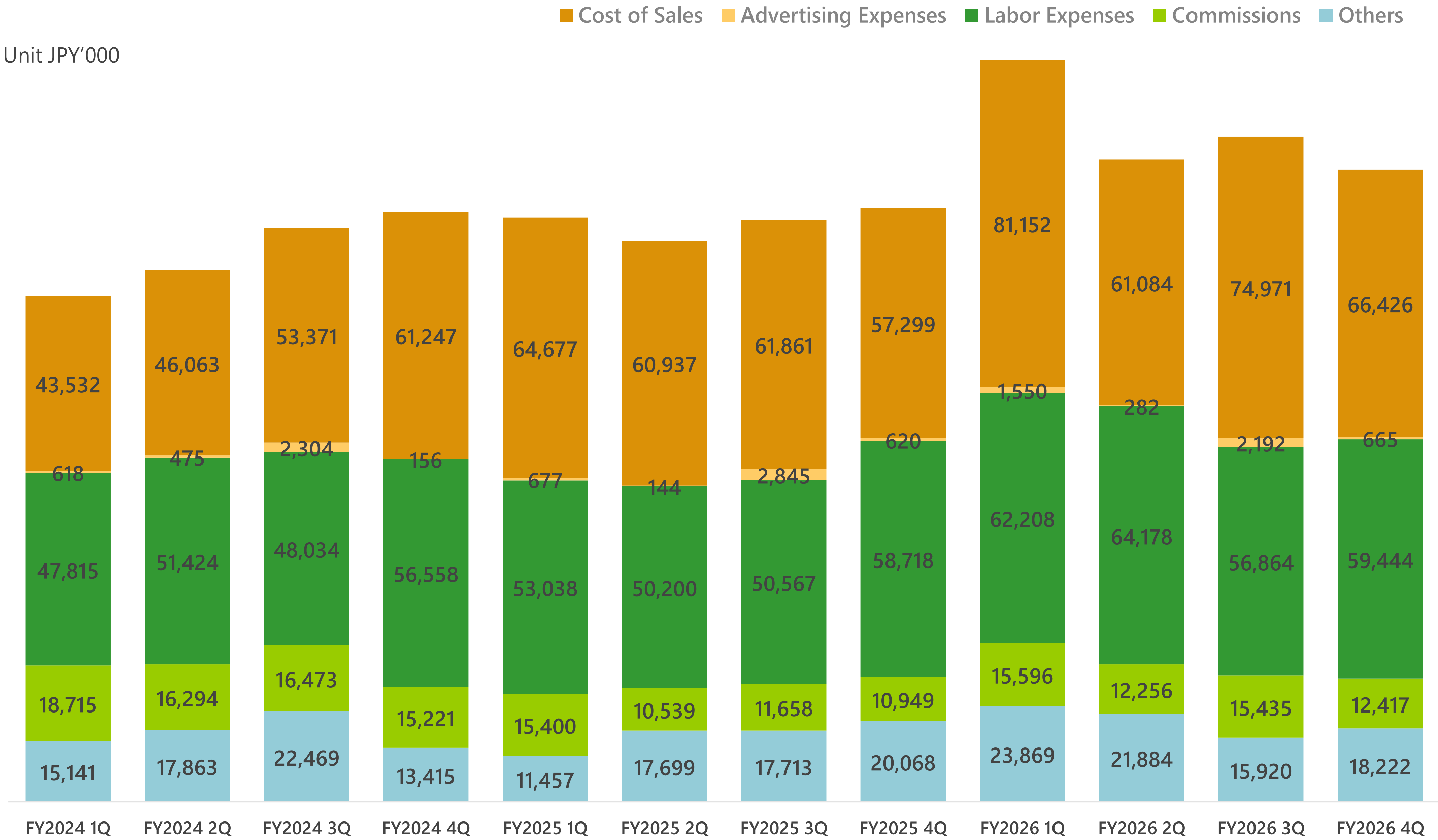
4 Revenue Trend of Application Service Segment(Temairazu)

YoY: +10.8%



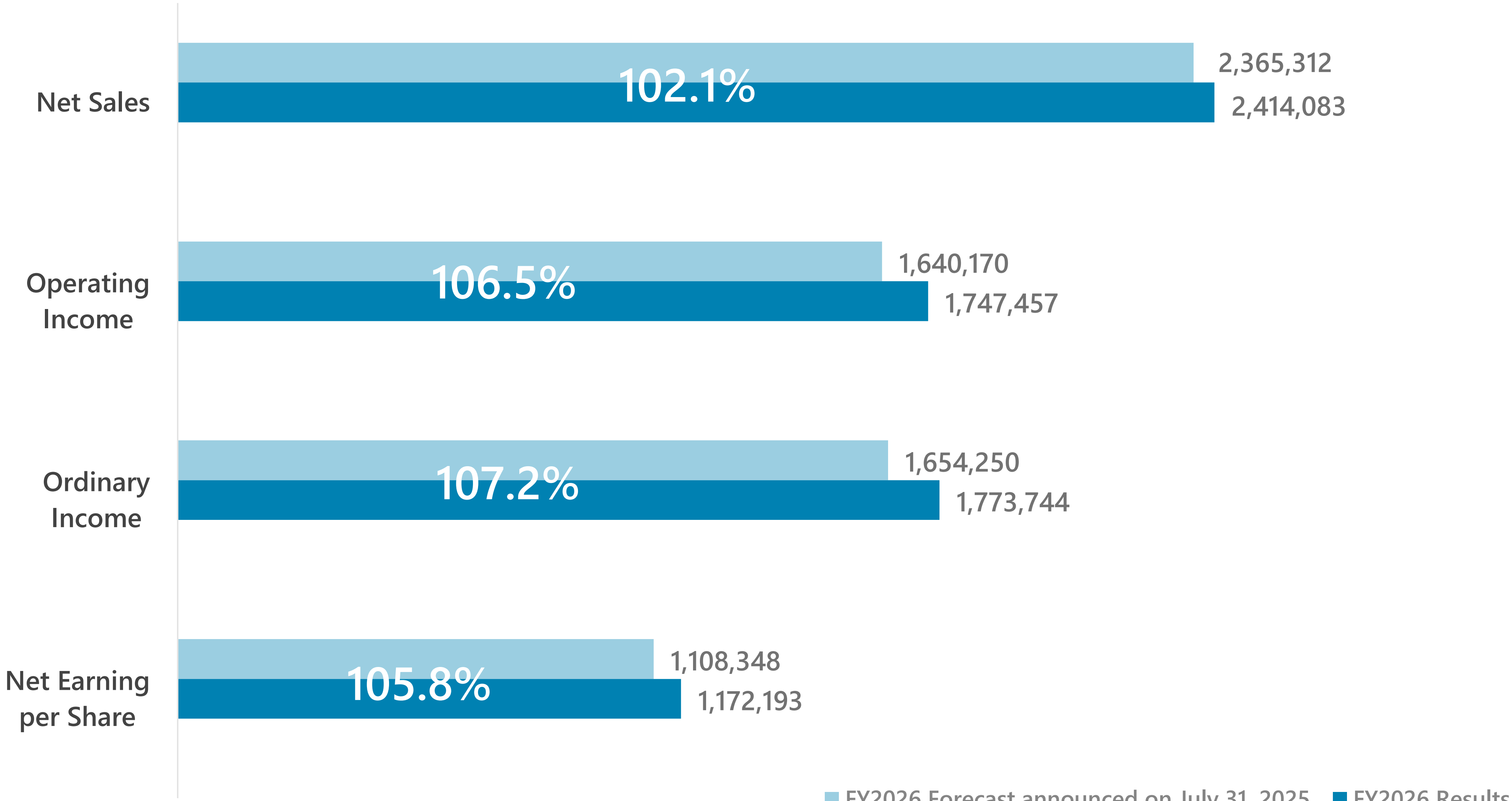
1 Financial Result for FY 2026

5 Breakdown of Cost of Sales/SG&A



1 Financial Result for FY 2026
6 Earning Results

(Unit: JPY'000)



* Cumulative basis for the fiscal year

7 Balance Sheet

(Unit:JPY’000)

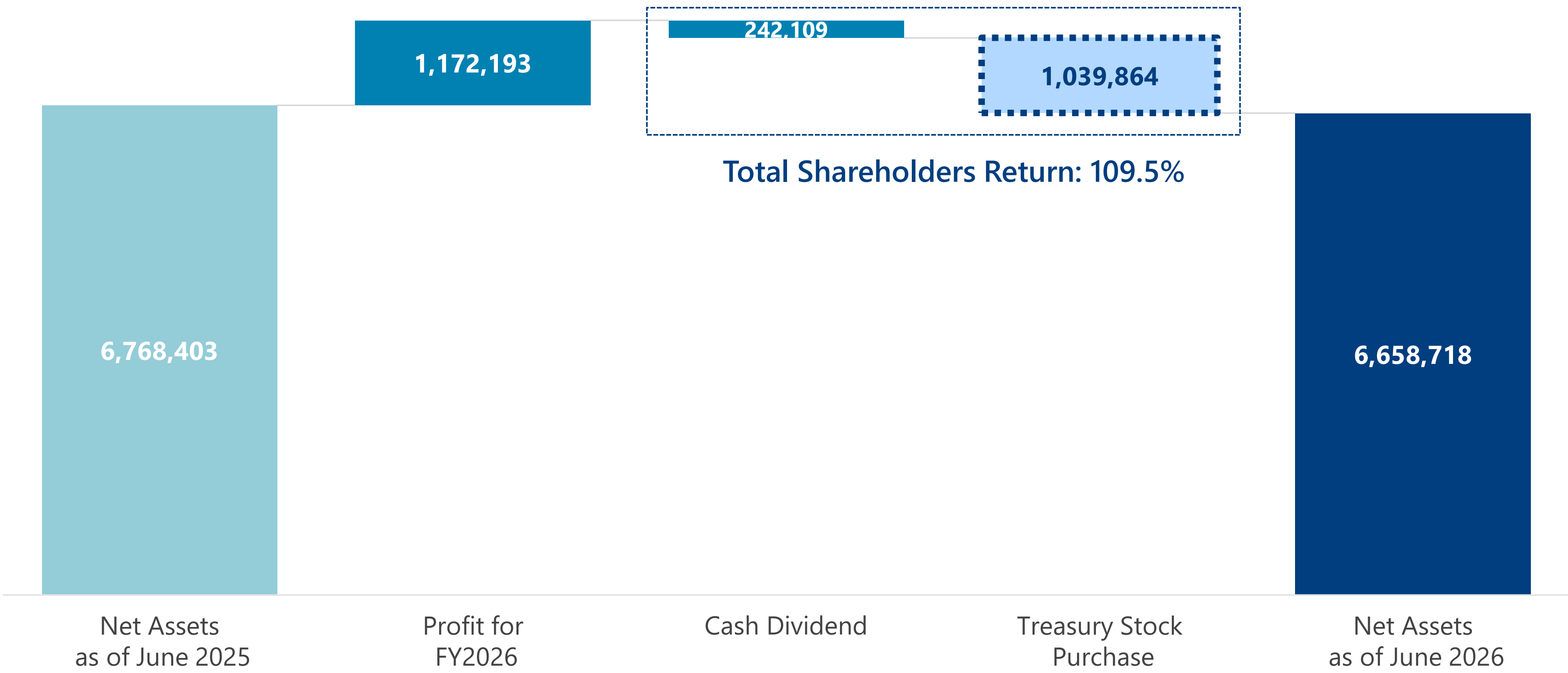
	End of FY2025	End of FY2026	Remarks on Changes	
Cash	6,588,033	6,410,138	-	-177,895
Other Current Assets	556,429	650,045	Deposit Prepaid Expenses	49,710 2,630
Fixed Assets	73,609	85,102	Fixed Assets Deferred Tax Assets	9,640 2,170
Total Assets	**7,218,071**	**7,145,287**	-	
Liabilities	449,668	486,568	Contractual Liabilities	2,505
Net Assets	6,768,403	6,658,718	Profit for the Term Treasury Stock Purchase Cash Dividend	1,172,193 -1,039,864 -242,109
Total Liabilities and Net Assets	**7,218,071**	**7,145,287**	-	
Equity Ratio	93.8%	93.2%	-	

8 Shareholders Return - Treasury Stock Purchase

Treasury Stock Purchase in FY2026

(Unit:JPY’000)

- **Resolved at the Board of Directors meeting on Feb 20, 2025, to repurchase own shares (Upper limit: 260,000 shares / 800 million yen); completed the repurchase up to the limit on Aug 1, 2025.**
- **Resolved at the Board of Directors meeting on Sep 12, 2025, to repurchase own shares (Upper limit: 260,000 shares / 800 million yen); completed the repurchase up to the limit on May 1, 2026.**
- **Resolved by a written resolution in lieu of a Board of Directors meeting on Jun 5, 2026, to repurchase own shares (Upper limit: 130,000 shares / 300 million yen).**



2 Business Report for FY2026

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

比較.com HIKAKU.COM

Meta search website “Hikaku.com”

Customer Affiliate Program

Refer our website visitors to the advertiser's website and earn commissions.

Information Aggregator

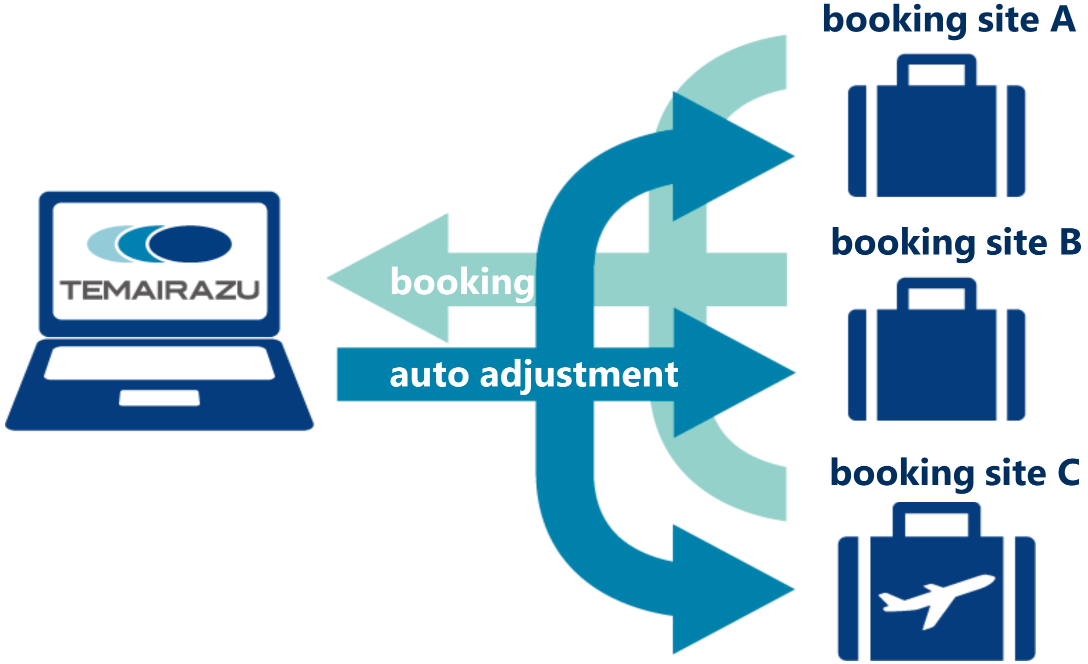
Help customers find the best products/services and in such area as insurance providers and relocation services and gain commissions.

Advertisements

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

2 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.

3 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, 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.

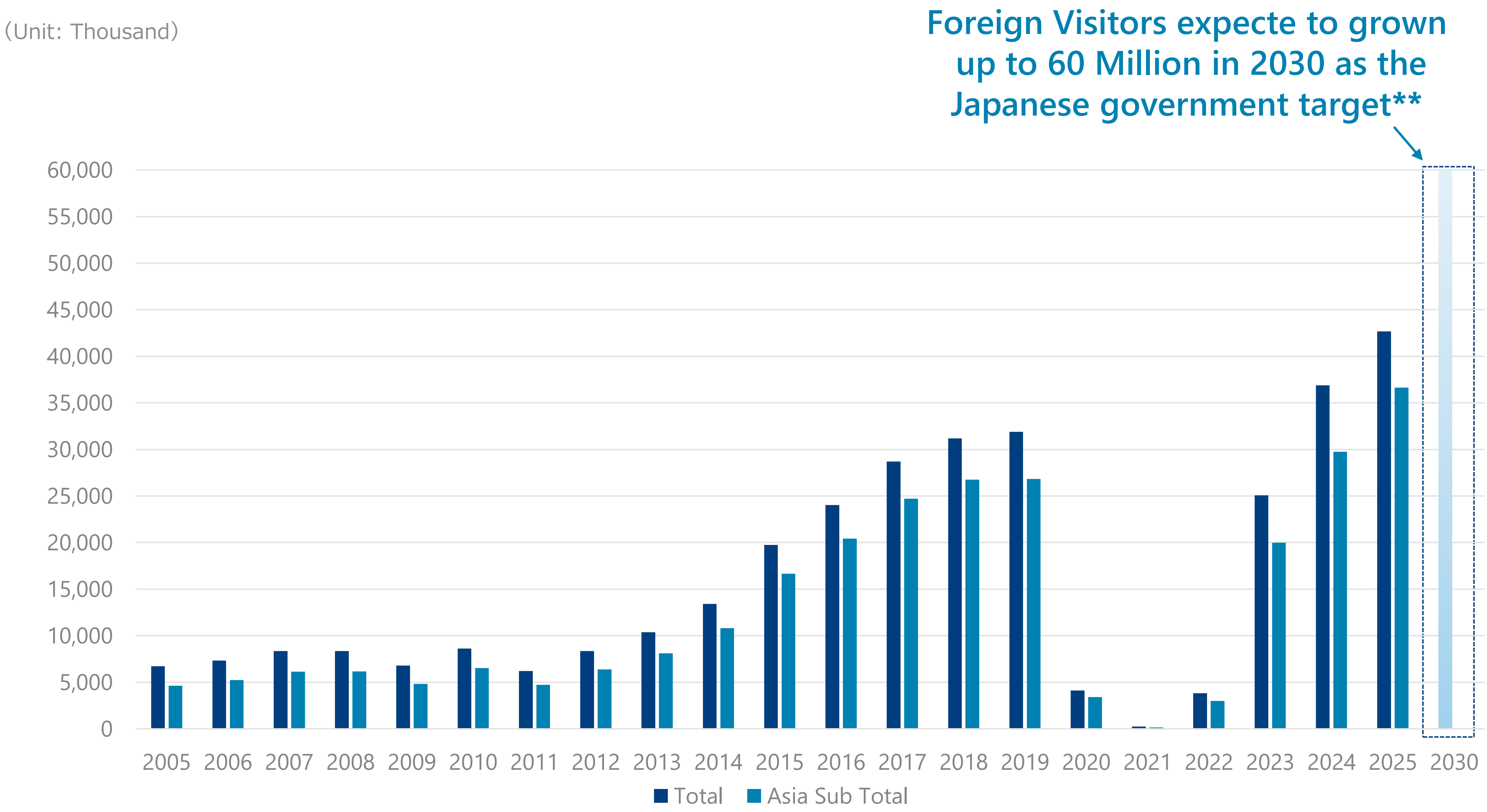
“TEMAIRAZU” became efficient for channel management along with the expansion of inbound tourism.

“TEMAIRAZU”, 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.

4 Application Service Business (Temairazu)

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



*Japan National Tourism Organization
** The Fourth Tourism Nation Promotion Basic Plan / JNTO

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...

手間いらず 自動

1 ● 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

2 ● 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

3 ● 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

4 ● Reporting

Report generation

Example

Daily automatic generation

- Line charts: Reservation status by day; Comparison to previous year and two-years ago
- Bar charts: Plan ranking; Lead time; Booking curve

Report generation | Booking analytics

6-1　Application Service Business (Temairazu)

New connectivity with OTAs (1/3)

"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.

"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 directbookings, 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 anatural booking pathway from editorial articles and featured content toaccommodation reservations, this enhances appeal to customer segments that place importance on thematic and story-driven travel experiences.

"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.

6-1 Application Service Business (Temairazu)

New connectivity with OTAs (2/3)

“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.

“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.

6-2 Application Service Business (Temairazu)

New connectivity with OTAs (3/3)

“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.

“Jcation”

Connection has commenced with “Jcation,” a single-point comparison and booking site for hotels, flights, and rental cars, operated by a global corporation, SEEC Co., Ltd

6-2 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.

“Oracle OPERA Cloud”

This is a cloud-based integrated hotel management system (PMS) for the hotel industry, provided by Oracle.

“Smart Order PMS”

This is a cloud-based, all-in-one accommodation management system provided by Smart Order Inc.

6-3 Application Service Business (Temairazu)

New integration with RMS

“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 atmaximizing revenue by focusing on both room rates and occupancy levels.

“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.

“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.

6-3 Application Service Business (Temairazu)

New integration with RMS

"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.

"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.

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：

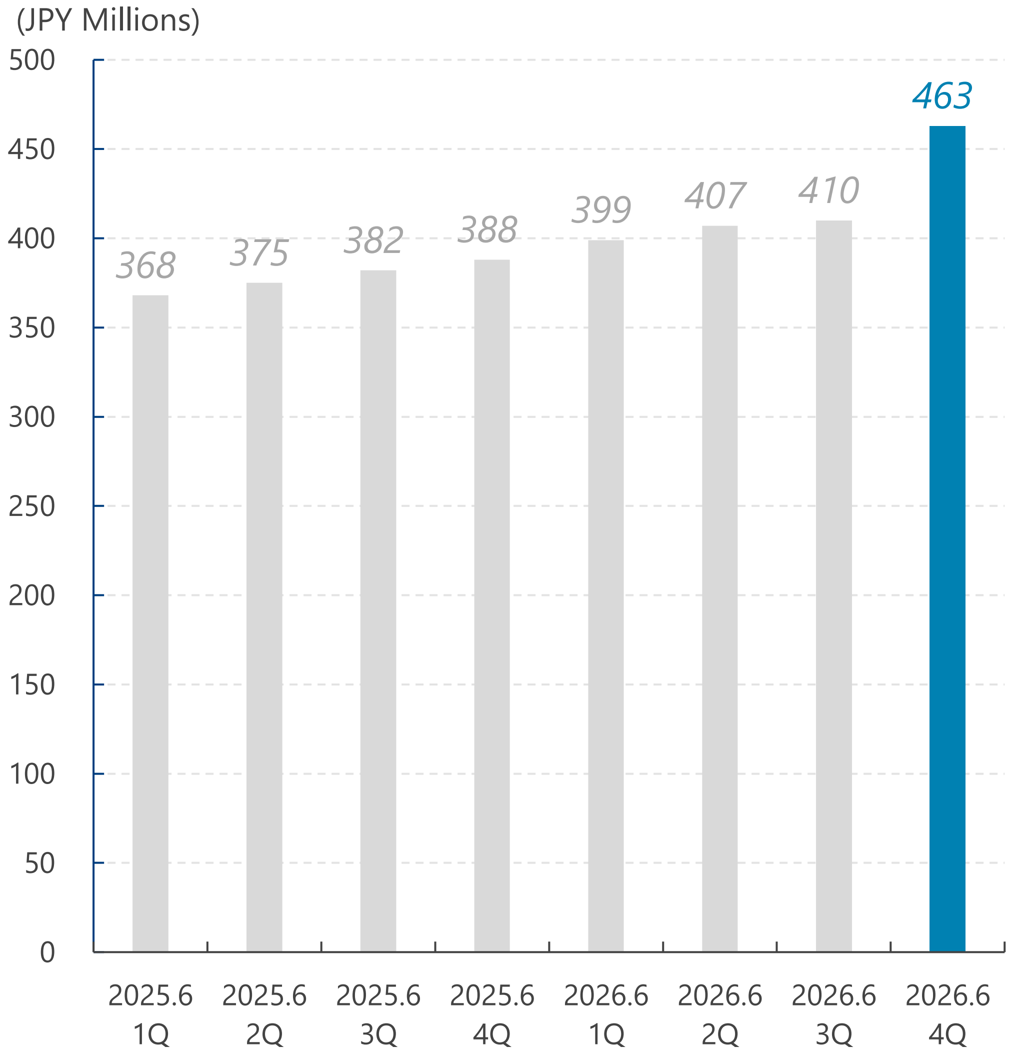
- Fixed Monthly Income
  - ✓ The churn rate keeps steady low
  - ✓ New opportunities keep steady as new hotel openings
- Monthly Variable Income
  - ✓ The variable income has grown due to vigorous demand for accommodations

Cumulative Result in FY2026 Full Year

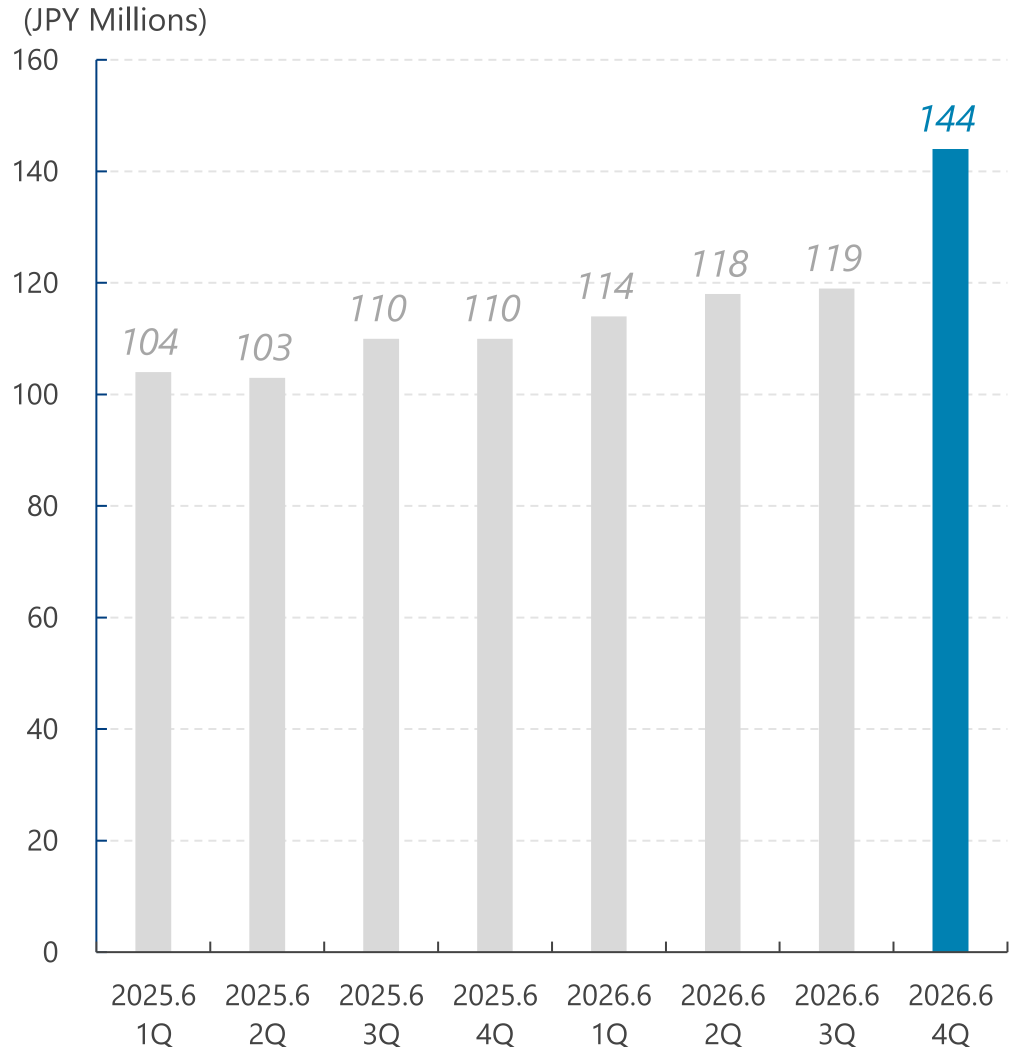
■	Fixed Monthly Income:	JPY 1,794 million	74.5%（YoY +9.8%）
■	Monthly Variable Income :	JPY 558 million	21.8%（YoY +17.7%）
■	Other Income :	JPY 55 million	2.3%

8 Application Service Business (Temairazu)

Fixed Monthly Income



Monthly Variable Income



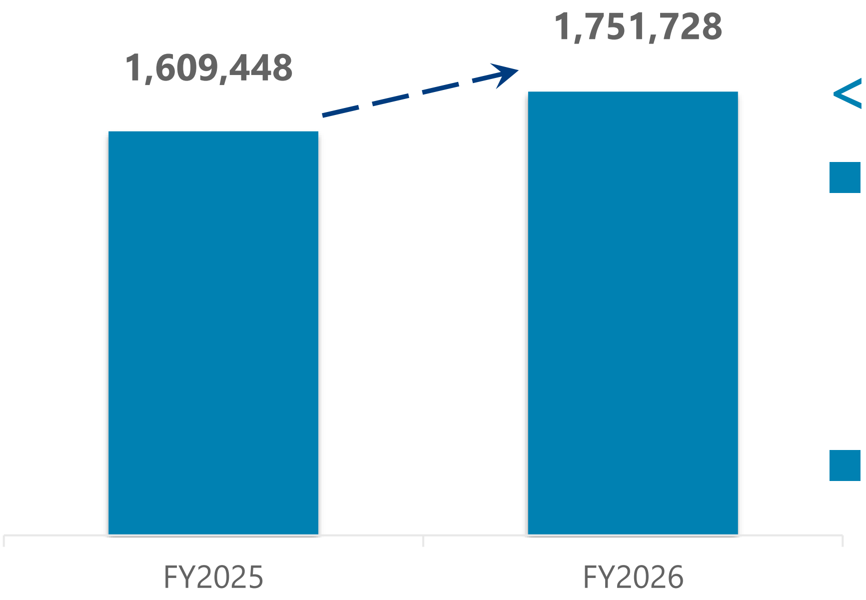
9 Report on Application Service Business (Temairazu)

Segment Profit (after cost allocation)

TEMAIRAZU

YoY +8.8%

Unit: JPY'000



< Topics >

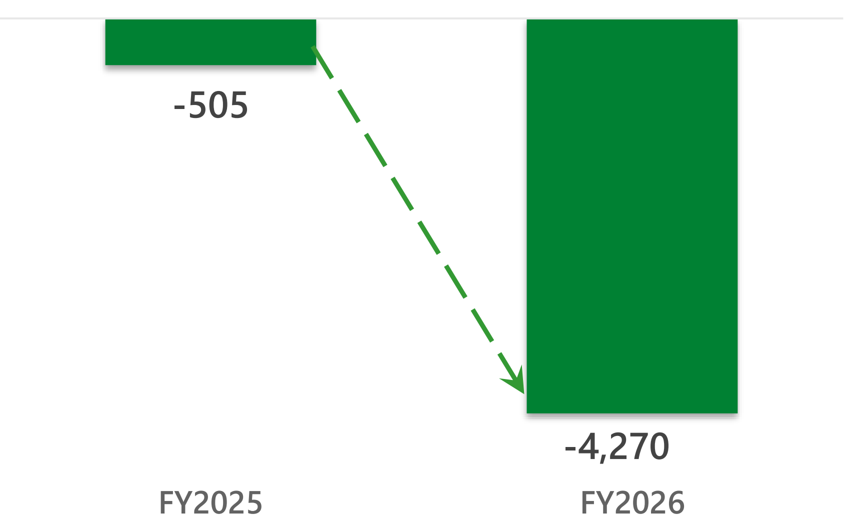
- Increase in number of accommodation bookings
  - ✓ Despite certain geopolitical impacts, the total number of guest nights in Japan remained resilient.
- The churn rate is kept steadily low.

10 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)

YoY -744.9%

Unit: JPY'000

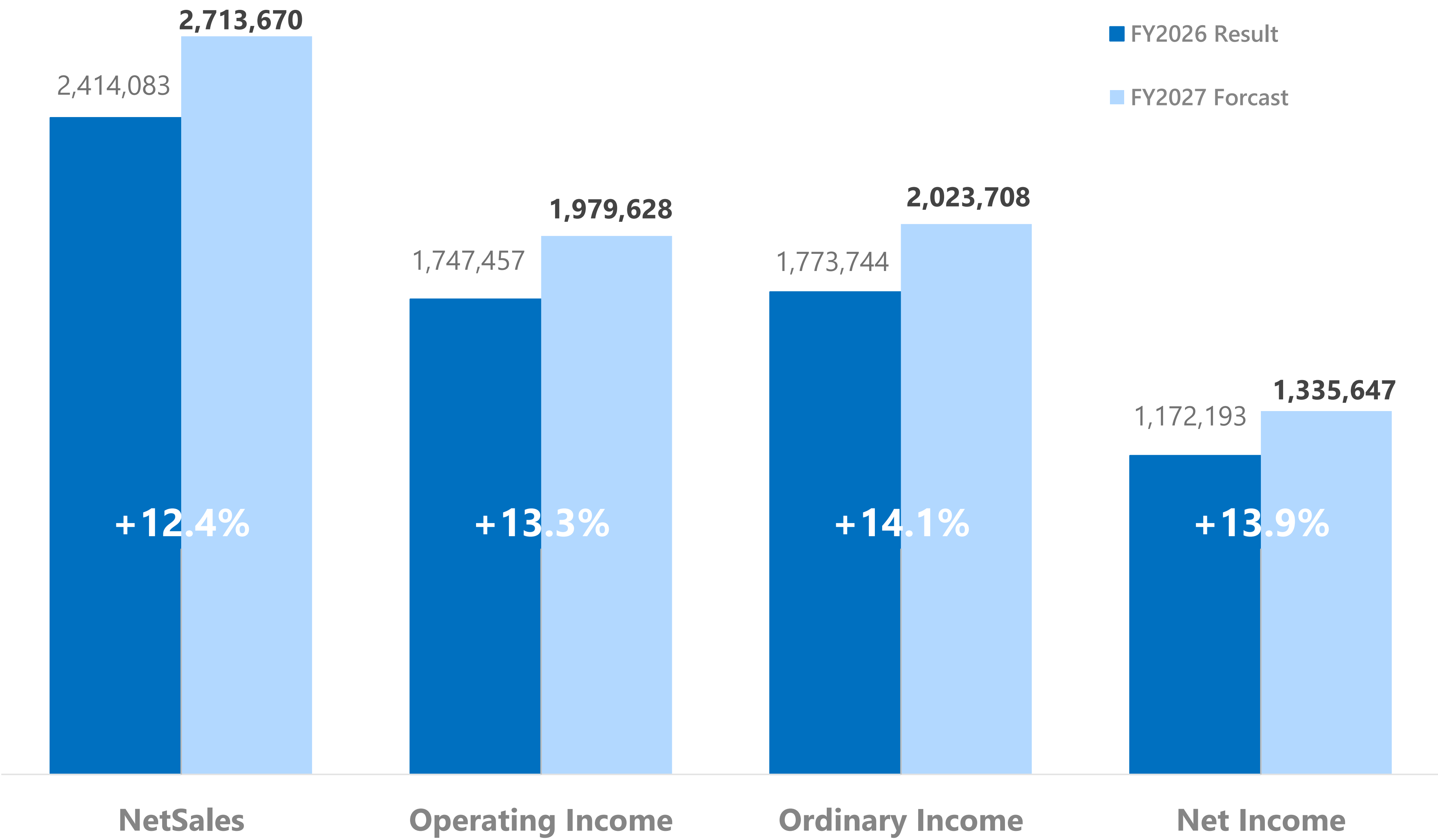


< Topics >

- 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 FY2027 Forecasts and Future Business Prospects
1 Earning Forecast



2 Business Forecast for Application Service Segment

(Assumptions used in the Forecast)

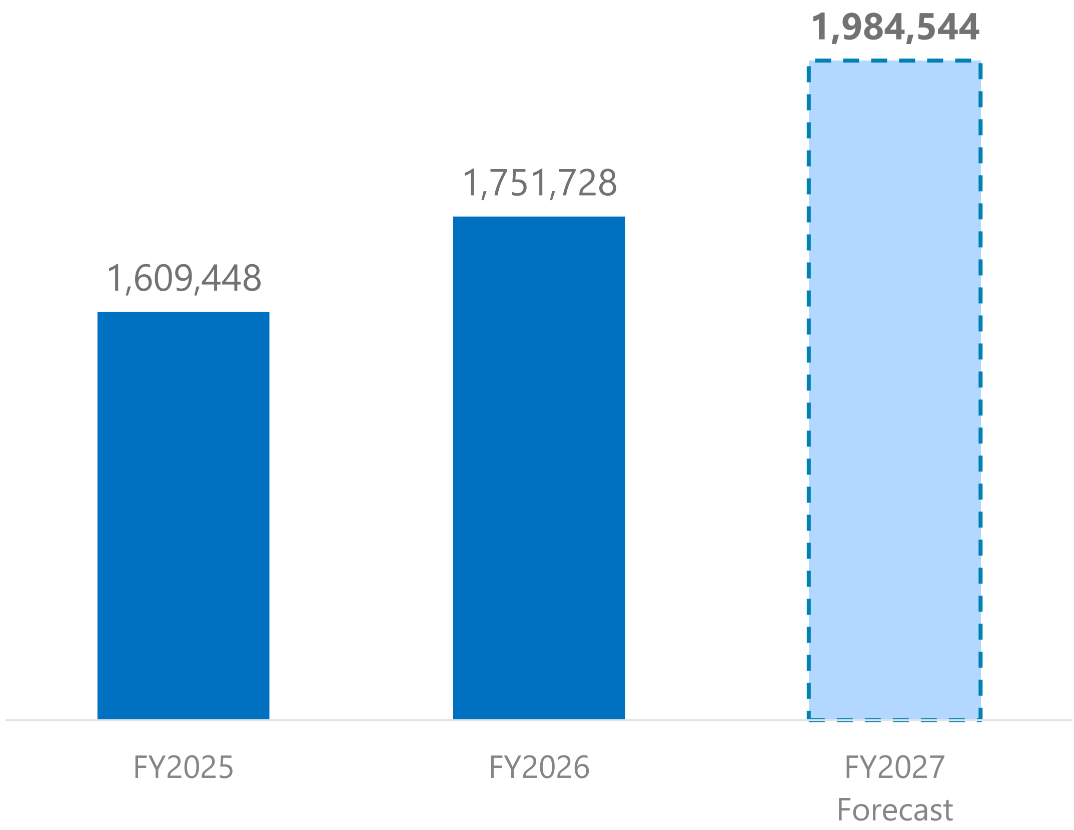
- Continuing steady demand for accommodation following in FY 2026
- Various risk factors in the economy, such as rising prices, interest rates, and foreign exchange rates
- New construction plans for accommodation facilities remain at a certain level.
  - ✓ Labor shortages at accommodation operators
  - ✓ 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 Profit forecast on Application Service Business (Temairazu)

Segment Profit (after cost allocation)

Unit: JPY’000



Forecast: +13.2% YoY

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

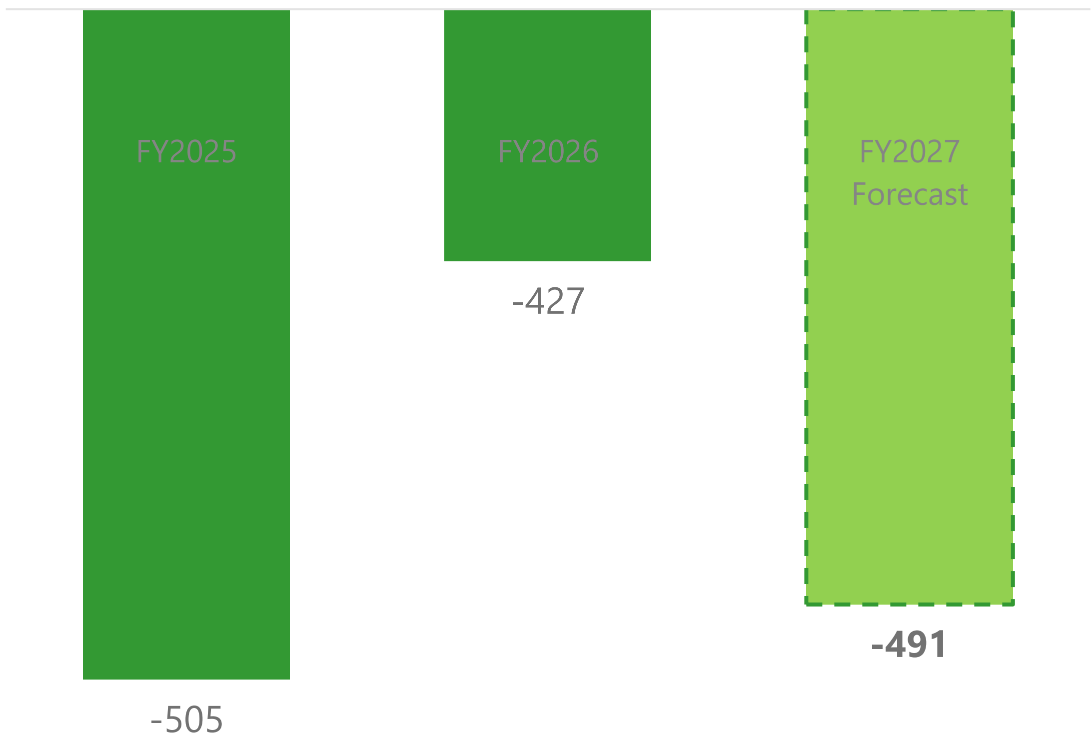
Strengthening sales and development capabilities

Strengthening Temairazu functions

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

Segment Profit (after cost allocation)

Unit: JPY'000



Forecast:
Decrease in profit

Continuous updates to increase website traffic

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

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

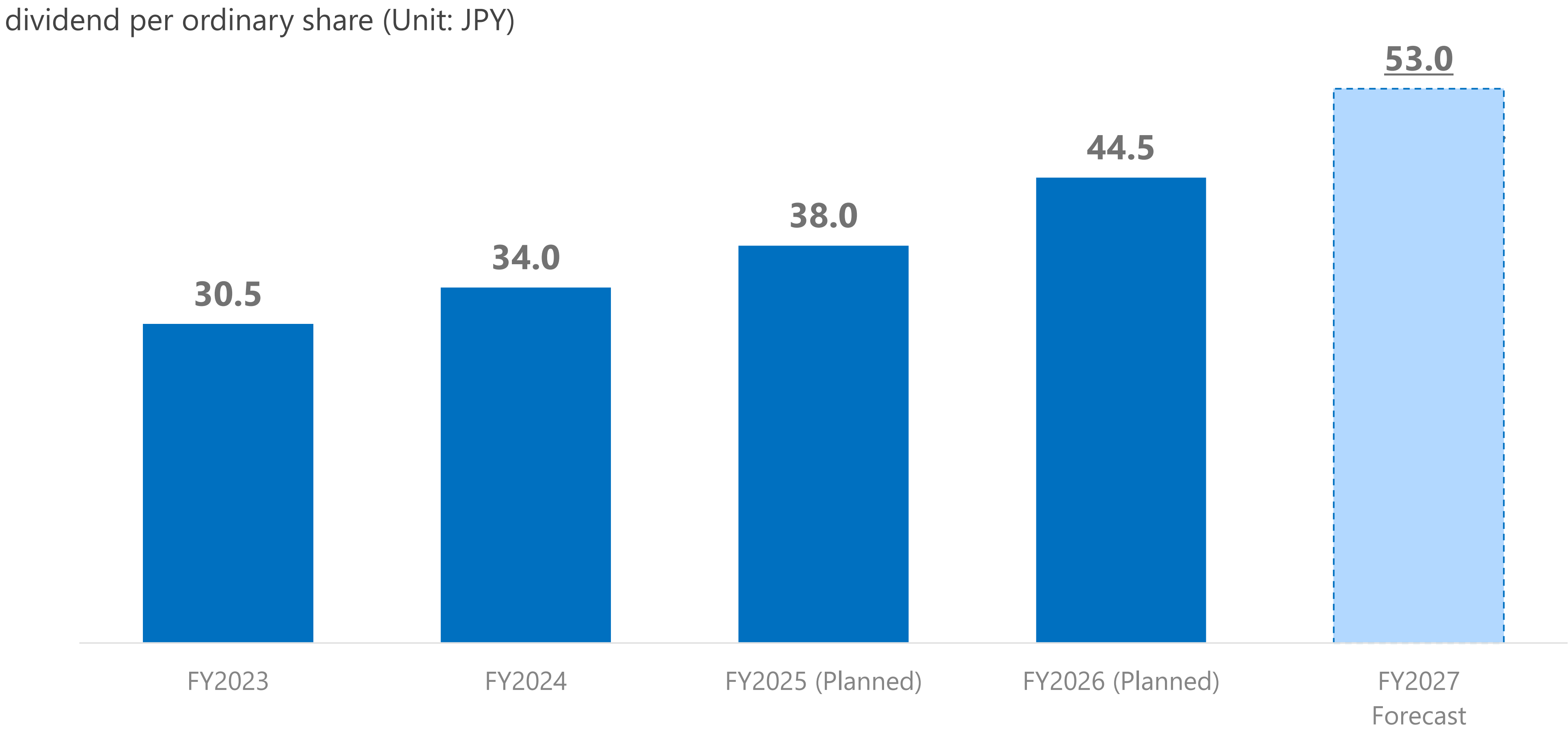
New

- 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

7 Dividend Forecast

Change **23.5%** dividend payout ratio
Annual dividend forecast : **JPY 53.0** for FY2027



Company Profile

Trade Name	Temairazu, Inc.
Establishment	August 4, 2003
Fiscal Year Ending Month	June
Capital fund	718,580 kJPY (As of June 30, 2026)
Number of Shares Issued	6,480,961 (As of June 30, 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 https://www.temairazu.co.jp/ "TEMAIRAZU" https://www.temairazu.com/ "Temanashi Marketing" https://mrk-srv.temanasi.jp/ "Hikaku.com" 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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