TEMAIRAZU

FY 2027 (Jul 2026-Jun 2027) 1Q
Financial Results

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1 Financial Results

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1 Outline of the Financial Results

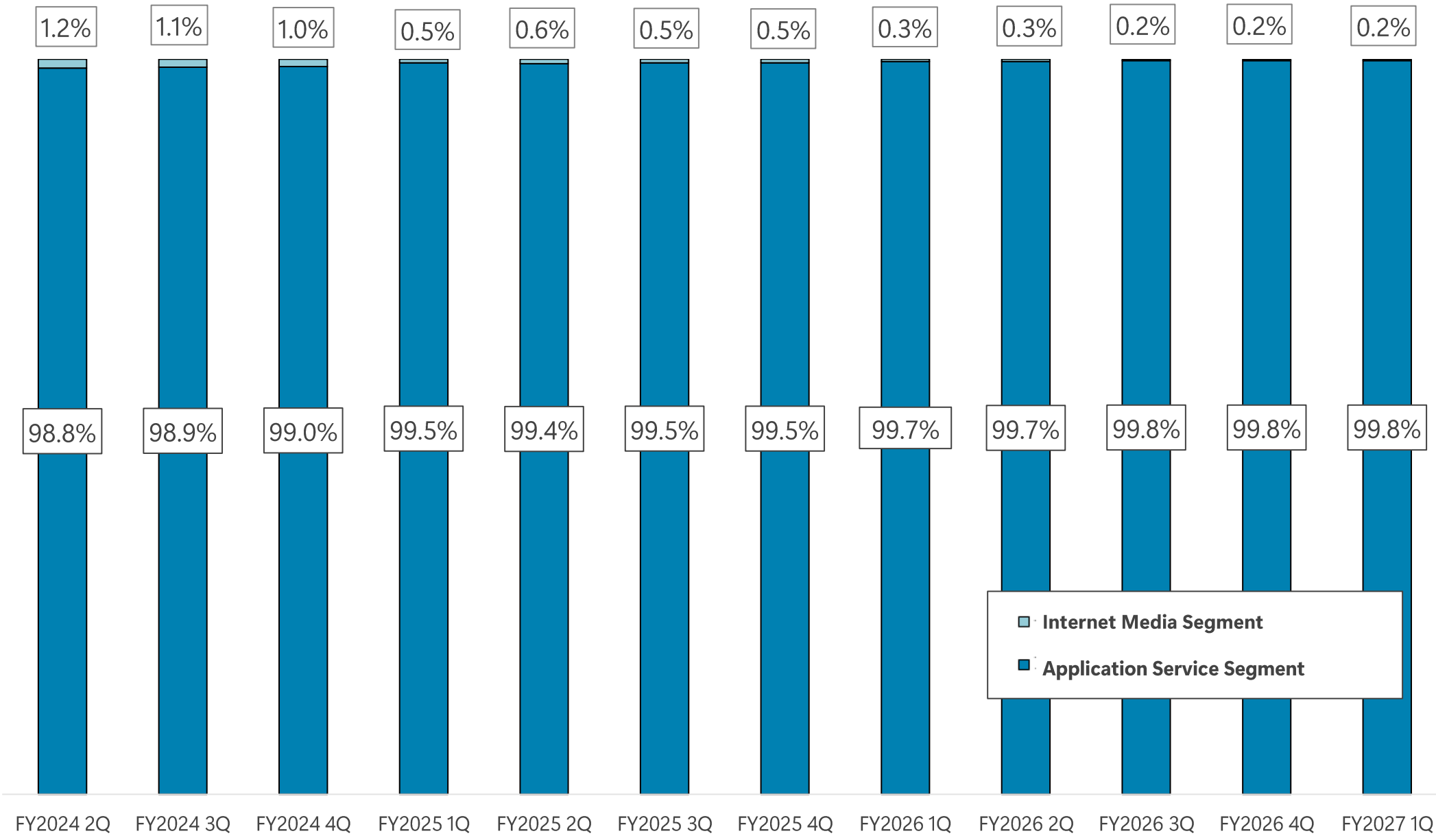
YoY Revenue Growth: 11.4%　　YoY Operating Profit Growth: 18.1%

(Unit: JPY'000)

	FY2027 1Q Results	FY2027 1Q Profit Margin %	FY2026 1Q (Comparison)	Difference (Amount)	Difference (percentage)
Net Sales	646,078	–	580,099	+ 65,979	**+11.4%**
Operating Profit	467,374	**72.3%**	395,722	+ 71,652	**+18.1%**
Ordinary Profit	479,135	**72.4%**	401,355	+ 77,780	**19.4%**
Net Income	325,566	**50.4%**	267,096	+ 58,470	**+21.9%**
Net earnings per share (Unit:1 JPY)	55.42	–	42.85	–	–

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2 Revenue Composition by Segment



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3 Revenue and Profit per Segment

Application Service Segment:
Sales and profits increased and profit margin after cost allocation was 72.6%

Internet Media Segment:
Sales decreased and operating loss after cost allocation was ▲73.5%

(Unit: JPY'000)

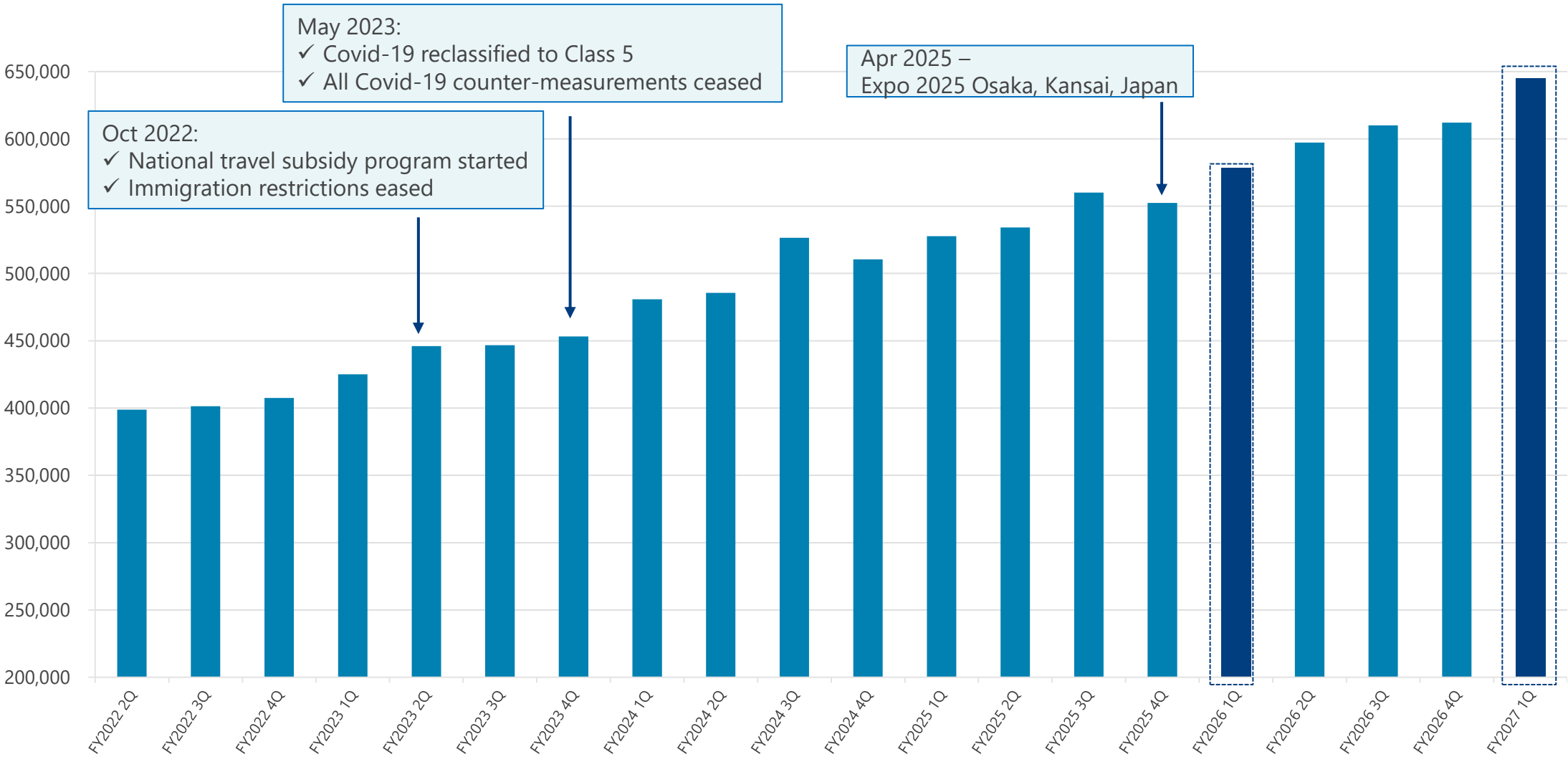
Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	644,913	514,393 (468,231)	79.8% (72.6%)
Internet Media Business	1,165	-583 (-856)	-50.0% (-73.5%)
Adjustment	-	-46,435	-
Total	646,078	467,374	72.3%

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4 Revenue Trend of Application Service Segment(Temairazu)

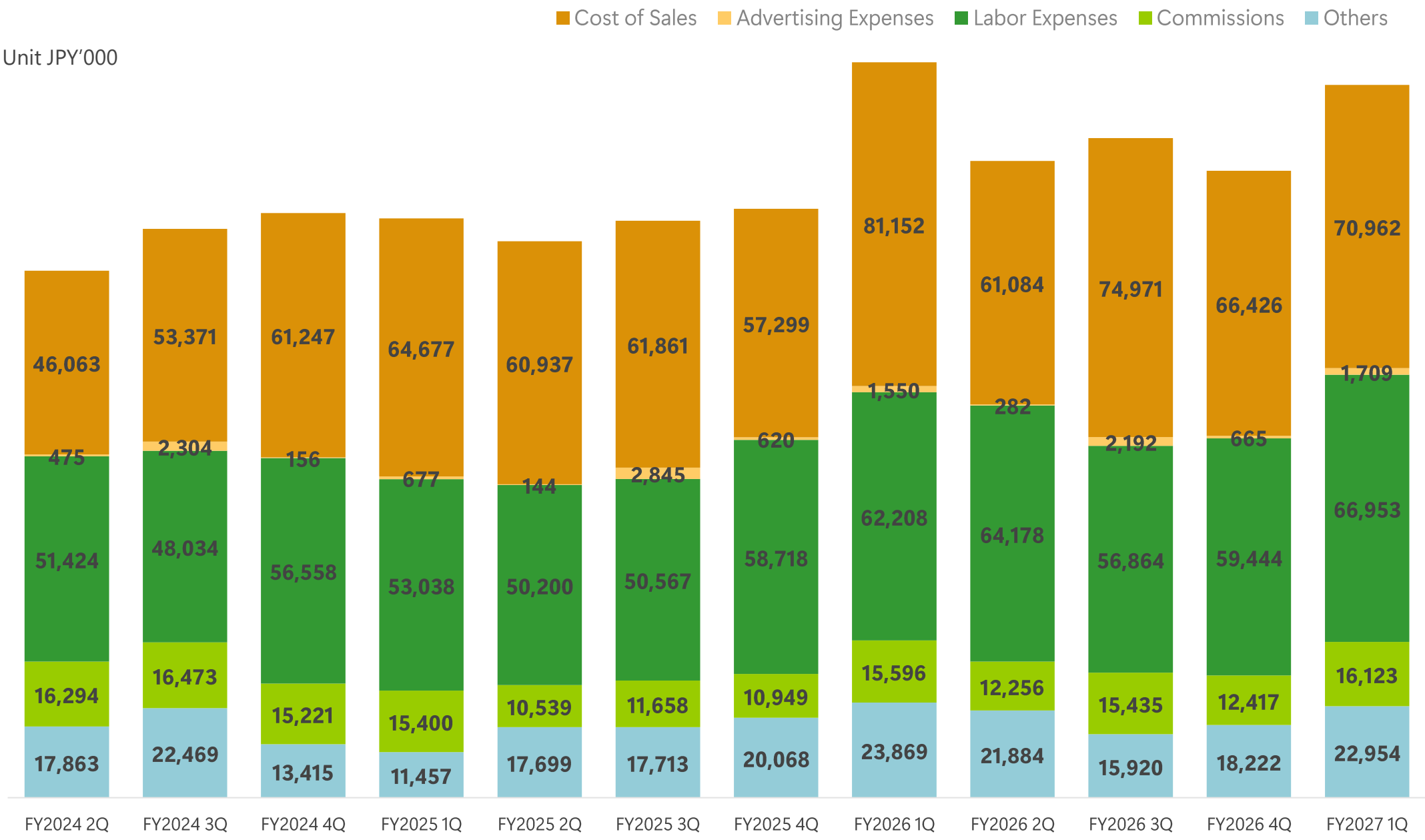
YoY: +11.5%

(Unit: JPY'000)



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5 Breakdown of Cost of Sales/SG&A



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6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2027 1st Quarter Result	FY2027 Full Year Forecast	Progress %
Revenue	646,078	2,713,670	**23.8%**
Operating Profit	467,374	1,979,628	**23.6%**
Ordinary Profit	479,135	2,023,708	**23.7%**
Net Income	325,566	1,335,647	**24.4%**
Net earnings per share (Unit: 1 JPY)	55.42	225.27	-

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7 Balance Sheet

(Unit:JPY'000)

	End of FY2026	End of FY2027 1Q	Remarks	
Cash	6,410,138	6,386,976		-23,162
Other Current Assets	650,045	455,386	-	
Fixed Assets	85,102	76,104	-	
Total Assets	**7,145,287**	**6,918,467**	-	
Liabilities	486,568	316,992	Income Taxes Paid	-198,440
Net Assets	6,658,718	6,601,474	Profit for the Qtr. Cash Dividend Purchase of Treasury Shares	325,566 -168,978 -213,832
Total Liabilities and Net Assets	**7,145,287**	**6,918,467**	-	
Equity Ratio	93.2%	95.4%	-	

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2 Business Report and Future Business Prospects

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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

HIKAKU.COM 比較.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.

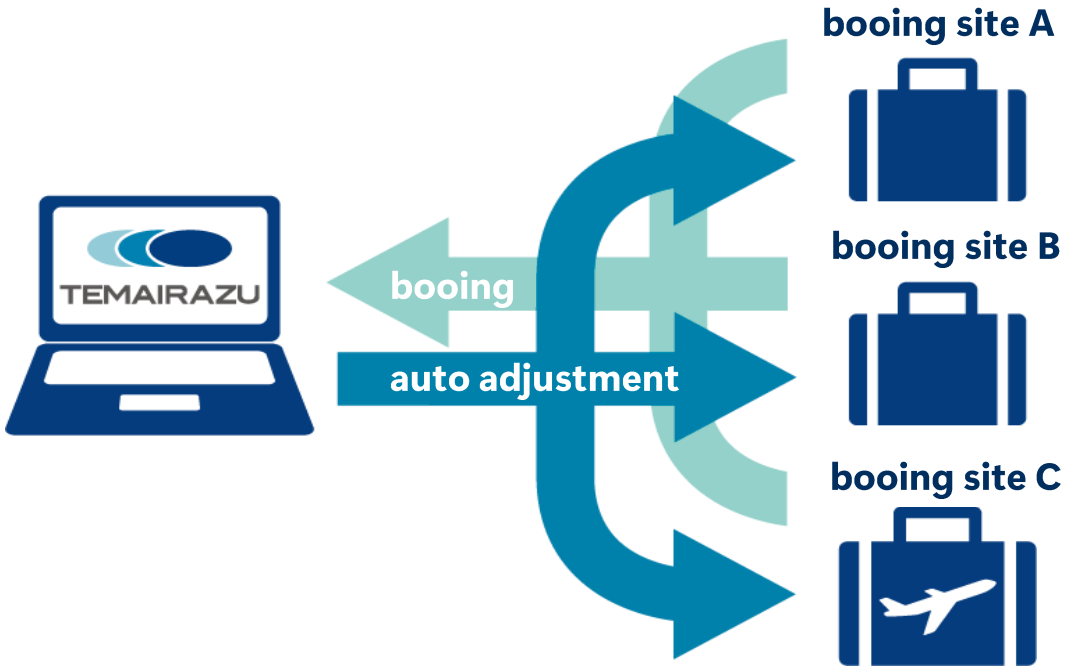
Advertisements

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

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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.

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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!

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"

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) TEMAIRAZU

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 YIELD

手間いらず.NET(ドットネット) 2 TEMAIRAZU

手間いらず 自動

手間いらずmini

"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.

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Expanding Distribution Channels: Integration withAccommodation Booking Sites

“BookLogic” (BookLogic)
An integrated hospitality platform with offices in Germany,Dubai and Turkey that supports global distribution throughGDS, IDS and B2B networks, as well as online marketplacesand metasearch platforms.

“Musashino Tourism Booking Site” (Musashino Co., Ltd.)
A B2B platform that leverages a network of overseas travelagencies in Taiwan, Southeast Asia, the United States andother markets to support travel arrangements for inboundgroups and independent travelers (FITs).

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2-3 Application Service Business (Temairazu)

System collaboration for improving operating efficiency and convenience

“Shiji Cambridge PMS” (Shiji Group)
A cloud-based property management system for independenthotels, regional hotel chains and individual properties thatcentralizes room inventory and reservation information toimprove operational efficiency and expand distribution.

“BA+” (Advanced Booking Analytics)
A booking analytics feature that provides visibility intoreservation trends and supports the entire process, fromdata collection and analysis to sales decisions, rateadjustments, automated operations and performance review.

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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.

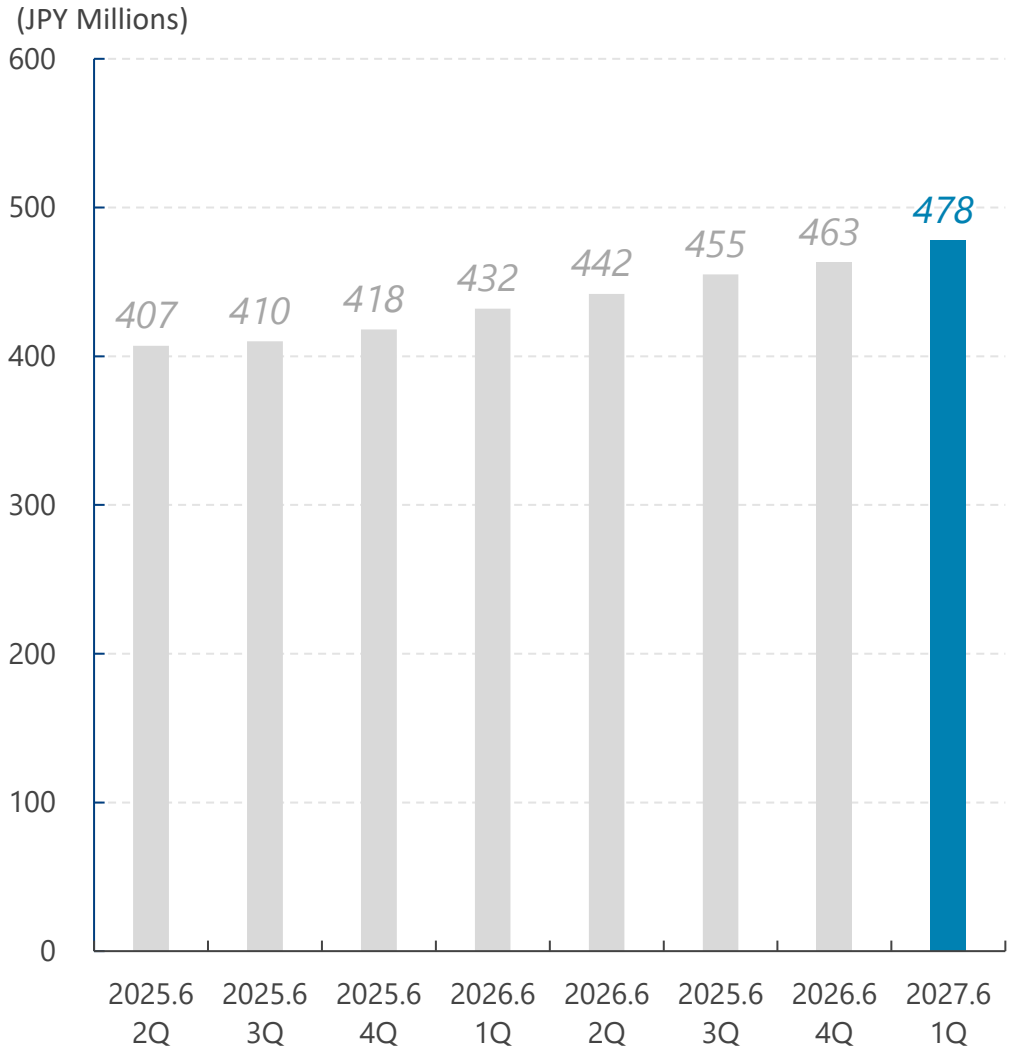
Result in FY2027 1Q：

- Fixed Monthly Income: 478.5JPY million 74.2 %（YoY +10.8 %）
- Monthly Variable Income : 151.8 JPY million 23.5 %（YoY +13.2%）
- Other Income : 14.6 JPY million 2.3 %（YoY +16.1%）

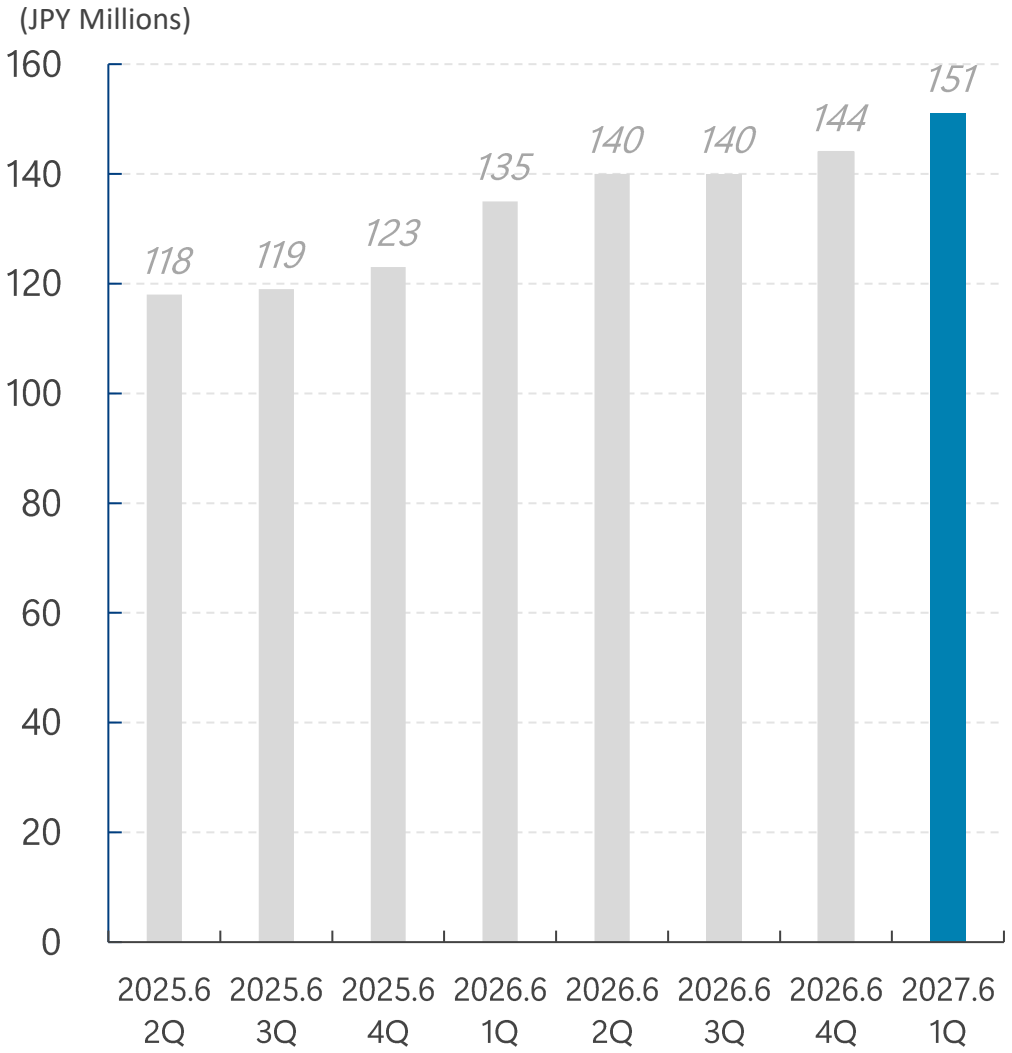
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2-5 Application Service Business (Temairazu)

Fixed Monthly Income



Monthly variable income



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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

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 night stay plans → Limit consecutive night stays to several nights from a specified date

LOS and hurdle rate

1 2

手間いらず 自動

3 4

● 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

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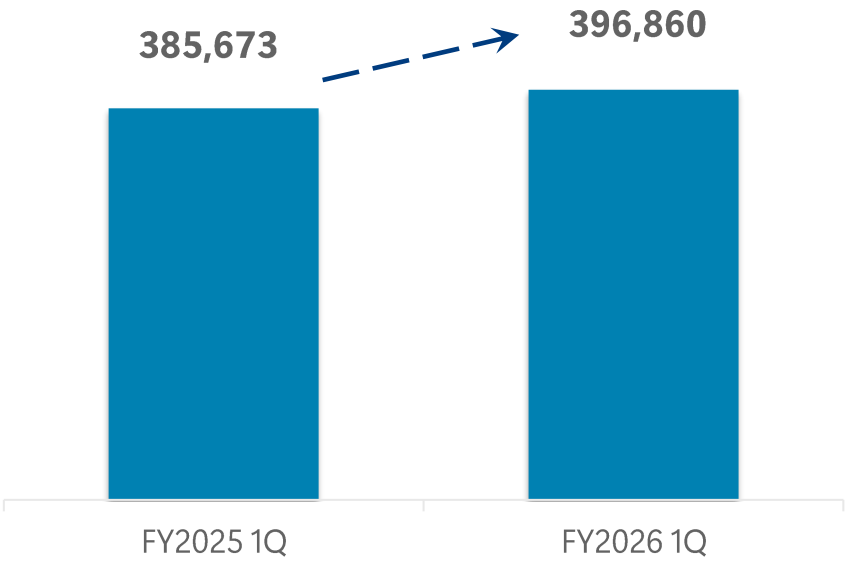
2-7 Report on Application Service Business (Temairazu)

Segment profit（after cost allocation）

TEMAIRAZU

YoY +18.0%

Unit: JPY'000



< Topics >

- **Revenue and profit increased, supported by strong accommodation demand.**
  - ✓ **Revenue: JPY 644,913 thousand (+11.5% YoY)**
- **Segment profit margin after cost allocation reached 72.6%.**
  - ✓ **Up 4.0 percentage points from 68.6% in the same period of the previous year.**

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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

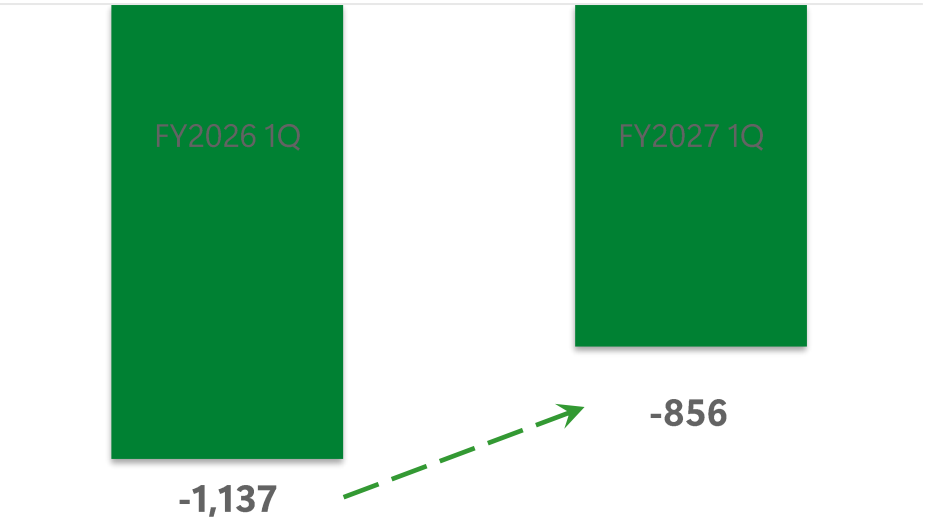
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Segment profit（after cost allocation）

HIKAKU.COM 比較.com

Loss narrowed by 24.7% YoY

Unit: JPY'000



< Topics >

- **Segment loss after cost allocation narrowed by 24.7% YoY.**
- **Ongoing initiatives to improve website traffic**
  - ✓ **Search engine optimization**
  - ✓ **User interface improvements**
  - ✓ **Mobile usability improvements**

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Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Fiscal Year Ending Month	June	
Capital fund	717,858 kJPY (As of September 30, 2026)	
Number of Shares Issued	6,480,396 (As of September 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 “TEMAIRAZU” “Temanashi Marketing” “Hikaku.com”	https://www.temairazu.co.jp/ https://www.temairazu.com/ https://mrk-srv.temanasi.jp/ https://www.hikaku.com/

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Notes on this Financial Result Document

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Press Release

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