



TEMAIRAZU

**FY 2025 (Jul 2024-Jun 2025) 3Q
Financial Results**



Contents

Financial Results for FY2025 3Q ... 2

Business Report of FY2025
and Future Business Prospects ... 10

1 Financial Results

1 Financial Result for FY 2025 3Q

1 Outline of the Financial Results

YoY Revenue Growth: **8.0%**

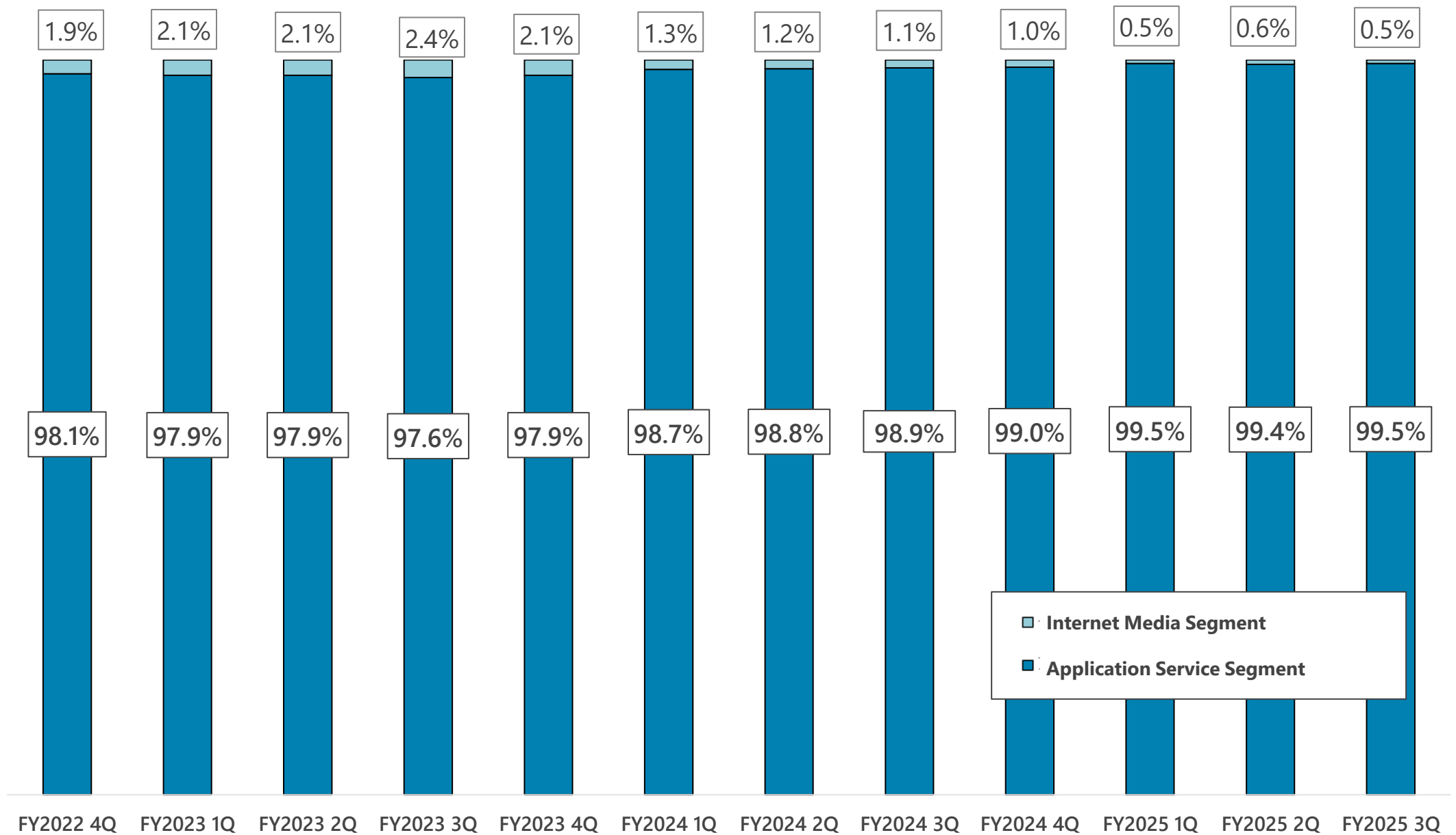
YoY Operating Profit Growth: **8.4%**

	FY2025 3Q*		FY2024 3Q*	(Unit: JPY'000)	
	Results	Profit Margin %	(Comparison)	Difference (Amount)	Difference (percentage)
Net Sales	1,630,968	—	1,509,524	121,443	+8.0%
Operating Profit	1,201,548	73.7%	1,108,926	+92,622	+8.4%
Ordinary Profit	1,208,513	74.1%	1,109,848	+98,655	+8.9%
Net Income	808,647	49.6%	715,784	+92,863	+13.0%
Net earnings per share (Unit:1 JPY)	124.89	—	110.47	—	—

* Cumulative basis for the fiscal year

1 Financial Result for FY 2025 3Q

2 Revenue Composition by Segment



1 Financial Result for FY 2025 3Q

3 Revenue and Profit per Segment

Application Service Segment

Sales and profits increased and profit margin was 74.0% after cost allocation

Internet Media Segment

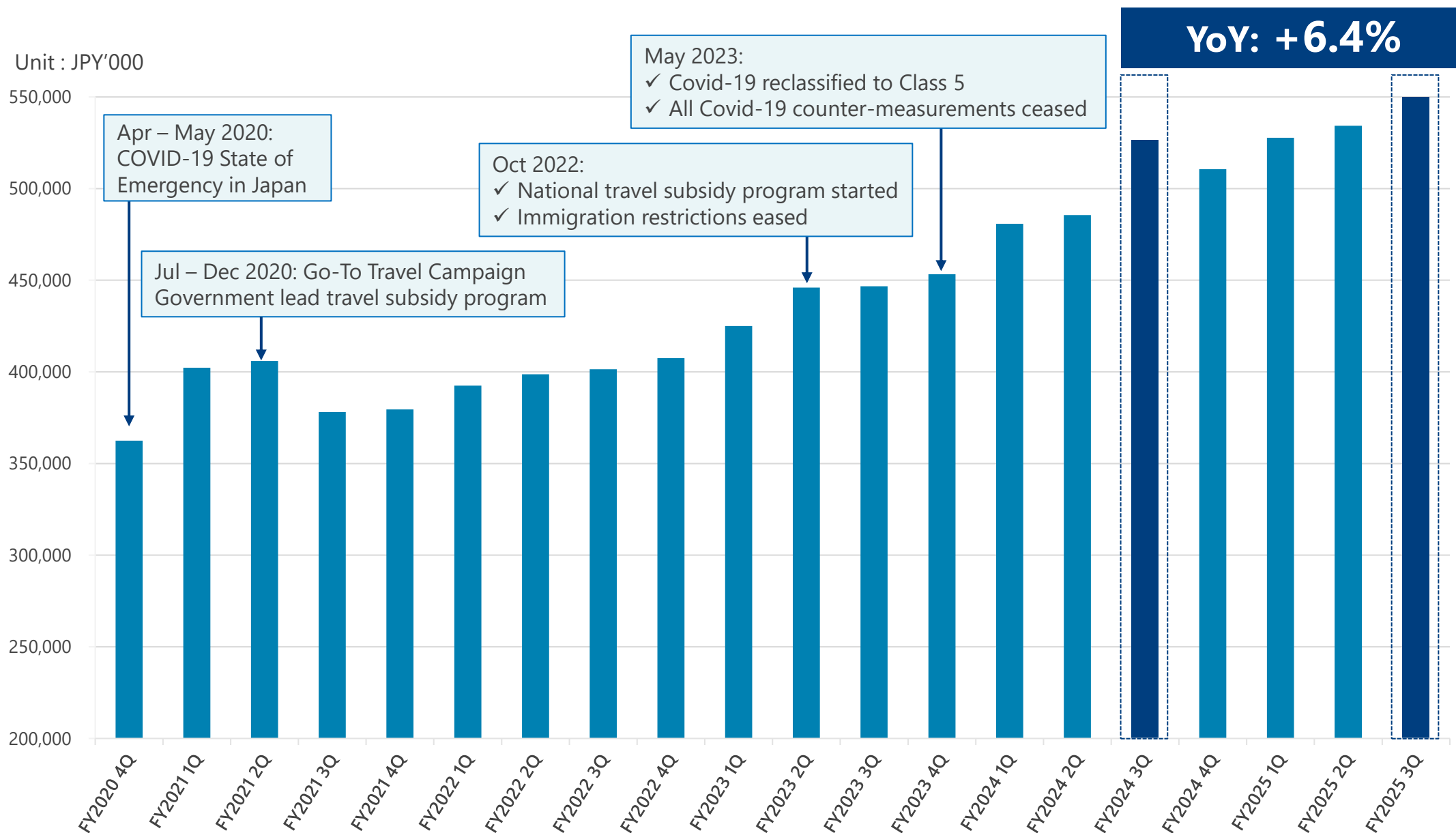
Sales and profits decreased and operating profit was 5.4% after cost allocation

(Unit: JPY'000)

Segment	Segment Revenue	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	1,622,108	1,319,765 (1,201,069)	81.4% (74.0%)
Internet Media Business	8,859	1,934 (-478)	21.8% (5.4%)
Adjustment	-	-120,151	-
Total	1,630,968	1,201,548	73.7%

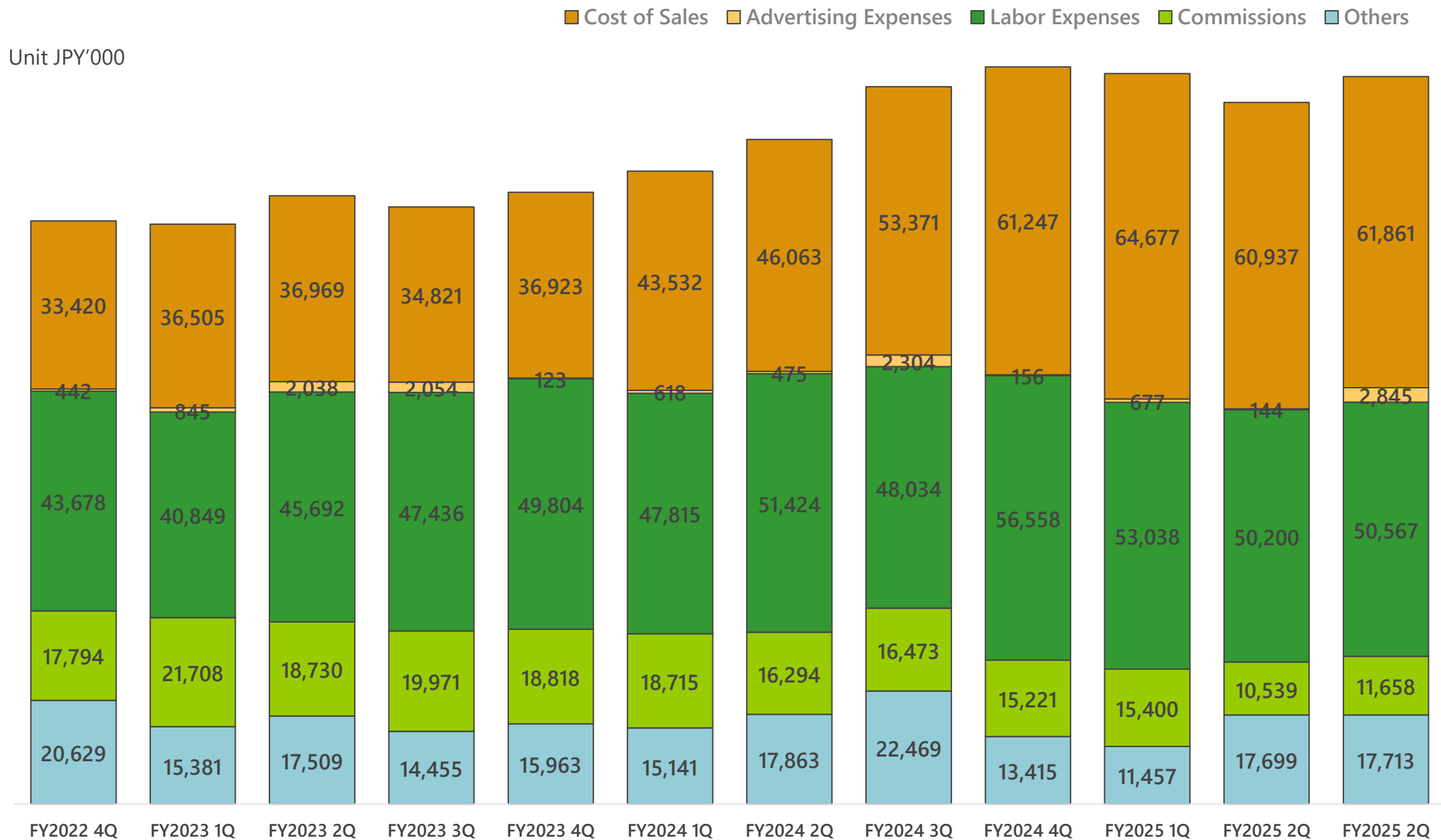
1 Financial Result for FY 2025 3Q

4 Revenue Trend of Application Service Segment(Temairazu)



1 Financial Result for FY 2025 3Q

5 Breakdown of Cost of Sales/SG&A



1 Financial Result for FY 2025 3Q

6 Earning Forecast and Progress

(Unit: JPY'000)

	FY2025 3 rd Quarter Result*	FY2025 Full Year Forecast	Progress %
Revenue	1,630,968	2,227,264	73.2%
Operating Profit	1,201,548	1,499,979	80.1%
Ordinary Profit	1,201,513	1,500,978	80.5%
Net Income	808,647	996,768	81.1%
Net earnings per share (Unit: 1 JPY)	124.89	153.83	-

* Cumulative basis for the fiscal year

1 Financial Result for FY 2025 3Q

7 Balance Sheet

(Unit:JPY'000)

	End of FY2024	End of FY2025 3Q	Remarks on Changes	
Cash	6,565,274	6,202,792	-	-362,481
Other Current Assets	334,145	960,216	Deposit	624,484
Fixed Assets	78,084	62,757	Deferred Tax Asset	-6,839
			Long-term Prepaid Expenses	-6,095
Total Assets	6,977,504	7,225,766	-	
Liabilities	419,833	269,107	Income Taxes Paid	-149,172
Net Assets	6,557,671	6,956,659	Profit for the Term	808,647
			Cash Dividend	-226,804
			Treasury Stock Purchase	-184,731
Total Liabilities and Net Assets	6,977,504	7,225,766	-	
Equity Ratio	94.0%	96.3%	-	

2 Business Report of FY2025 and Future Business Prospects

2 Business Report of FY2025 and Future Business Prospects

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



**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.

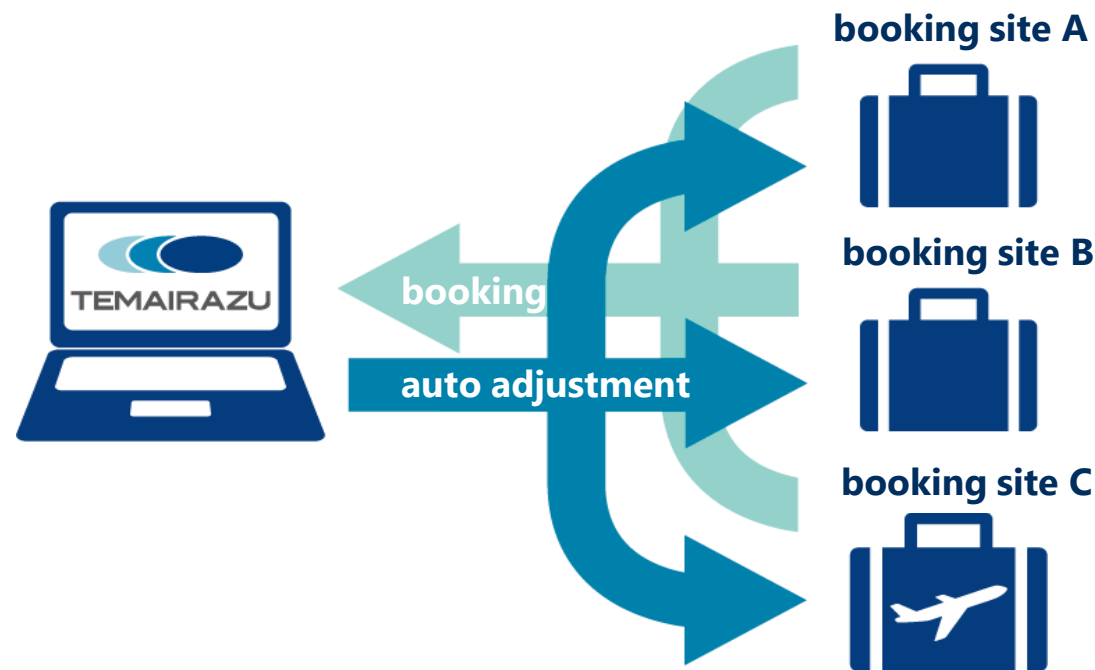
Advertisements

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

2 Business Report of FY2025 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 of FY2025 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.

New connectivity with OTAs

“Seisin World Tour Master”

“Seisin World Tour Master” is a leading South Korean wholesaler that attracting travelers through both OTAs and real-agents in major travel agencies in South Korea. It is expected to expand distribution channel to South Korean market which consists the largest portion in Japan’s in-bound travel population.

“Nuitee”

“Nuitee” is a travel technology company that provides APIs connecting to a wide range of distribution channel to overseas market.

New integration with RMS

IDeaS “G3 RMS”

“G3 RMS” is globally recognized RMS software/service provided by IDeaS Revenue Solutions, an U.S. based SAS Company. Temairazu introduced the first integration among channel managers in Japan.

2 Business Report of FY2025 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 (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 FY2025 3Q*

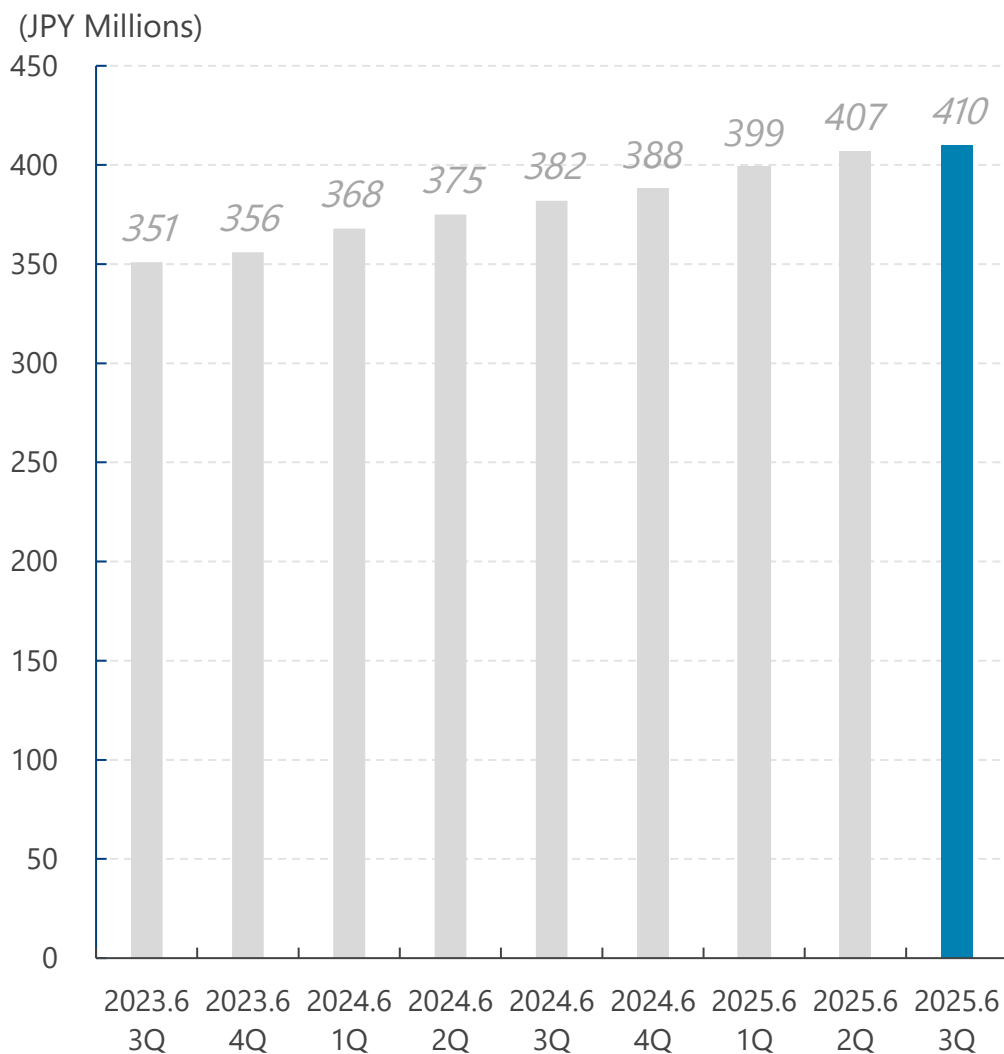
■ Fixed Monthly Income:	JPY 1,216 million	75.0% (YoY +8.0%)
■ Monthly Variable Income :	JPY 352 million	21.9% (YoY +10.8%)
■ Other Income :	JPY 52 million	3.3%

* Cumulative basis for the fiscal year

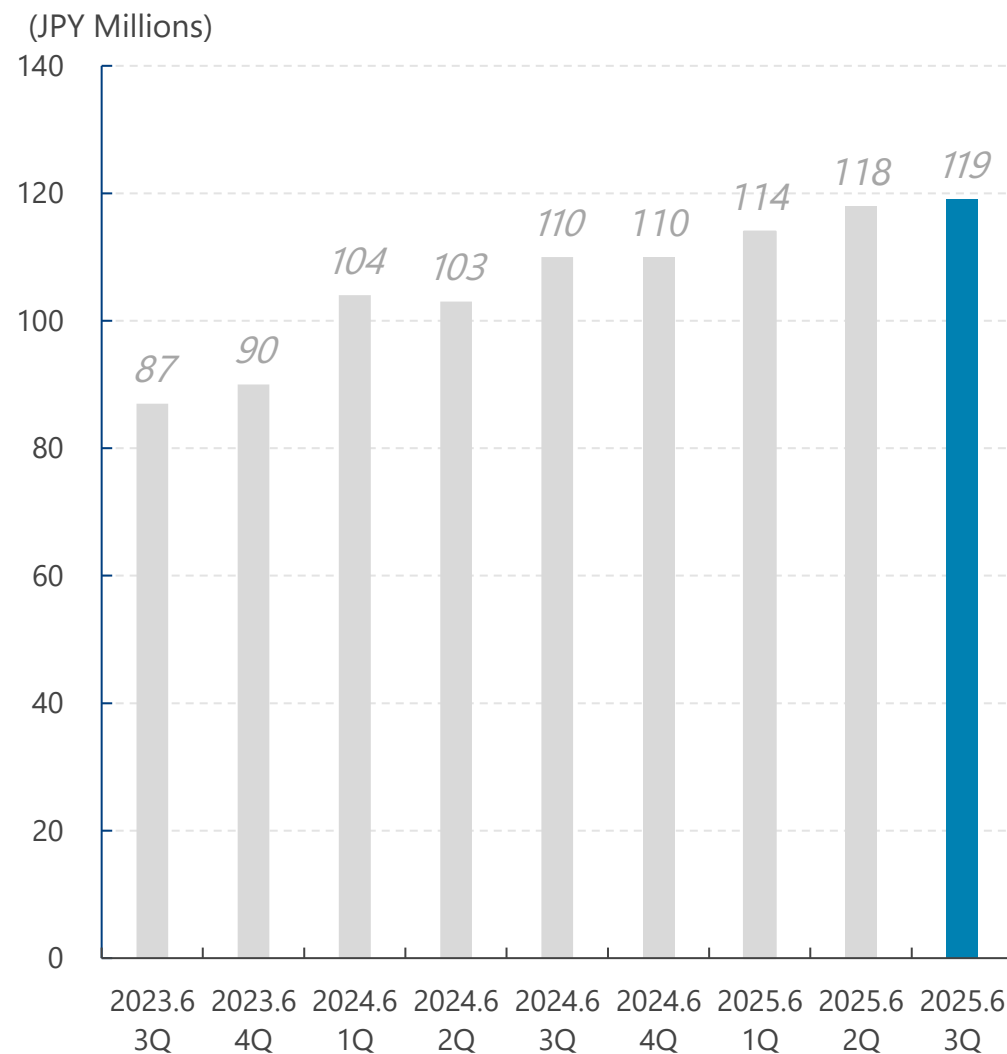
2 Business Report of FY2025 and Future Business Prospects

2-5 Application Service Business (Temairazu)

Fixed Monthly Income



Monthly Variable Income



2 Business Report of FY2025 and Future Business Prospects

2-6 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...

● 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 nights 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

2 Business Report of FY2025 and Future Business Prospects

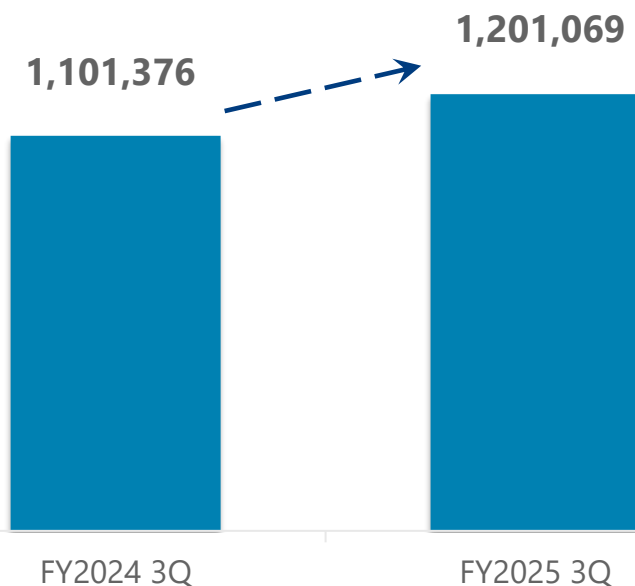
2-7 Report on Application Service Business (Temairazu)

Segment Profit (after cost allocation)



YoY +9.1%

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.

2-8 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**

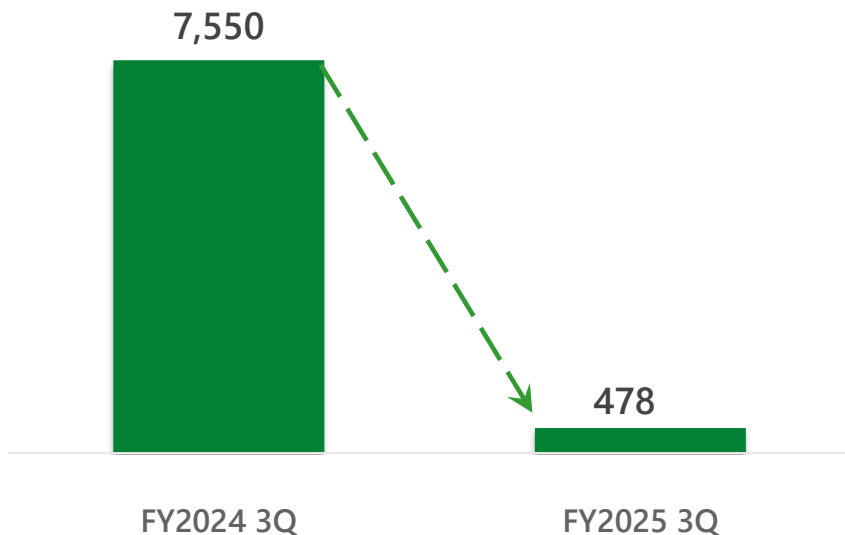
- 2 Business Report of FY2025 and Future Business Prospects
- 3 Report on Hikaku.com segment (Internet Media Segment)

Segment profit (after cost allocation)



YoY -93.7%

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

Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Fiscal Year Ending Month	June	
Capital fund	718,580 kJPY (As of March 31, 2025)	
Number of Shares Issued	6,480,961 (As of March 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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Press Release

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