



TEMAIRAZU

**FY 2023 (Jul 2022-Jun 2023) 2Q
Financial Result**



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1 Summary of the Results

1 Summary of the Result for FY 2023 2Q

1 Outline of the financial results

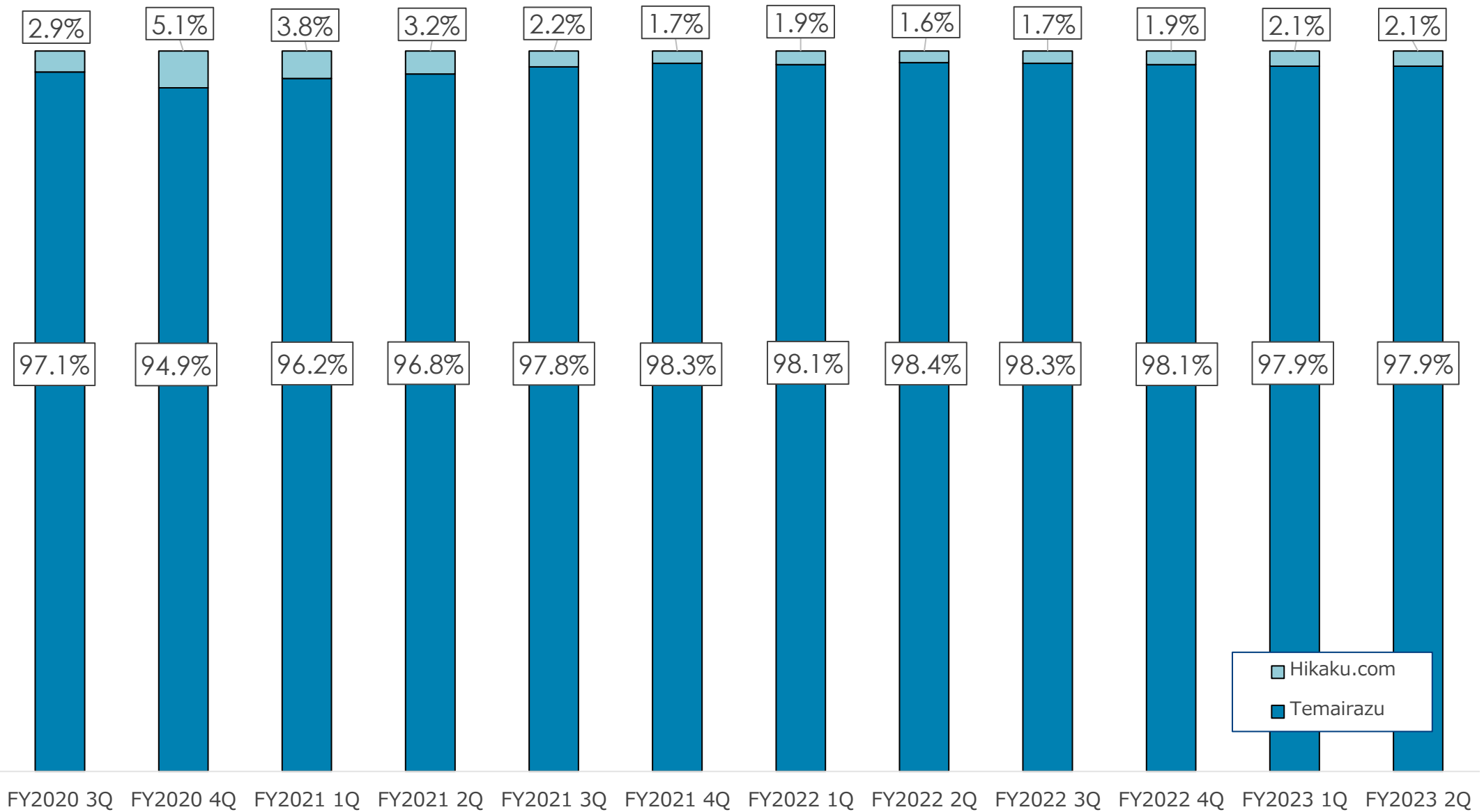
Net Sales : **10.7% up** YoY

Operating Income : **15.0% up** YoY

	FY2023 2Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 889,373 K	—	JPY 803,767 K	JPY 85,606 K	10.7%
Operating Income	JPY 653,142 K	73.4%	JPY 568,108 K	JPY 85,033 K	15.0%
Ordinary Income	JPY 654,214 K	73.6%	JPY 572,504 K	JPY 81,709 K	14.3%
Net Income	JPY 425,336 K	47.8%	JPY 382,079 K	JPY 43,257 K	11.3%
Net earnings per share	JPY 65.65	—	JPY 58.97	—	—

1 Summary of the Result for FY 2023 2Q

2 Sales composition ratio



1 Summary of the Result for FY 2023 2Q

3 Sales and profit per segment

In Temairazu segment, sales and profits increased and profit margin was 81.9%

In Hikaku.com segment, sales and profits increased and profit margin was 70.0%

	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Temairazu	JPY 871,109 K	JPY 713,716 K (JPY 641,816 K)	81.9% (73.7%)
Hikaku.com	JPY 18,263 K	JPY 12,792 K (JPY 11,325 K)	70.0% (62.0%)
Adjustment	-	-JPY 73,367 K	-
TOTAL	JPY 889,373 K	JPY 653,142 K	73.4%

1 Summary of the Result for FY 2023 2Q

4 Sales trend of Application Service segment(Temairazu)

Unit: JPY 1,000

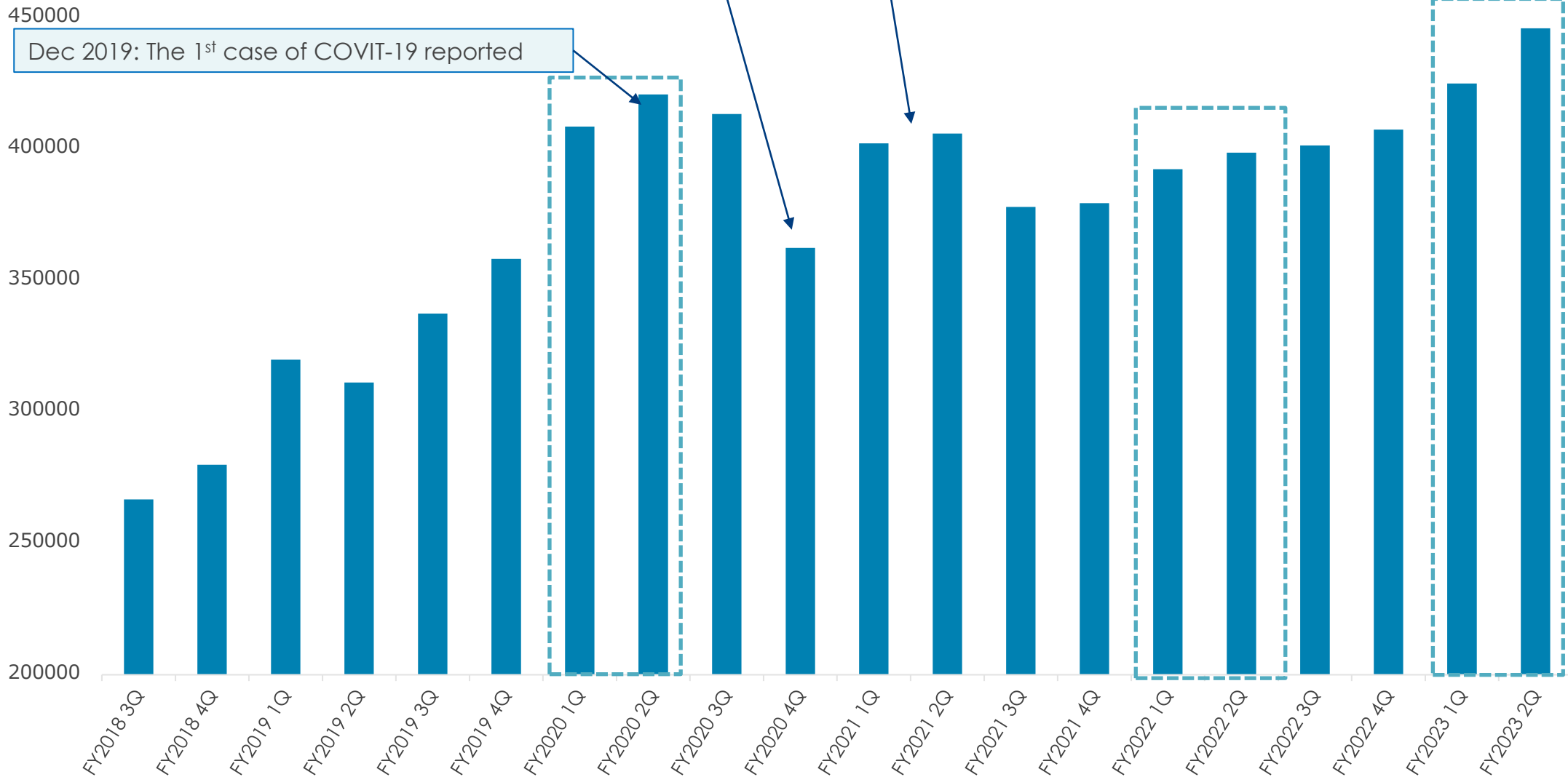
Jul – Dec 2020] Go To Travel Campaign
(Tokyo included from Oct 2020)

YoY: +10.1% QoQ : +4.9%

+5% compared to FY2020 2Q(before COVIT-19)

Apr – May 2020: The 1st announcement of State of Emergency

Dec 2019: The 1st case of COVIT-19 reported



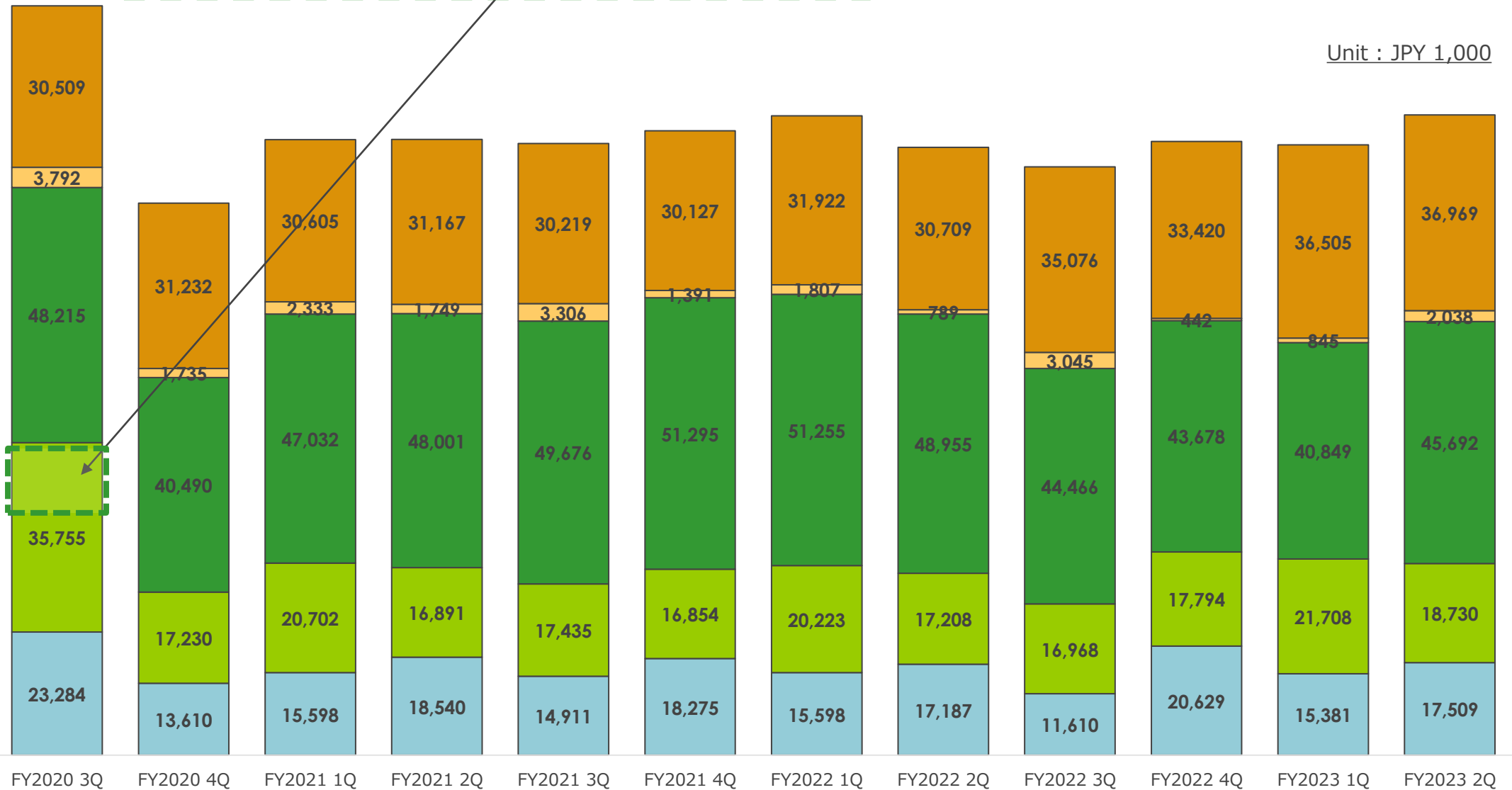
1 Summary of the Result for FY 2023 2Q

5 Breakdown of sales cost and SG&A



Including cost for market change (about JPY 15 million.)

Unit : JPY 1,000



1 Summary of the Result for FY 2023 2Q

6 Progress rate against full-year forecast

	FY2023 2Q	FY2023 Forecast	Progress Rate
Net Sales	JPY 889,373 K	JPY 1,710,759 K	52.0%
Operating Income	JPY 653,142 K	JPY 1,134,682 K	57.6%
Ordinary Income	JPY 654,214 K	JPY 1,135,985 K	57.6%
Net Income	JPY 425,336 K	JPY 749,936 K	56.7%
Net earnings per share	JPY 65.65	JPY 115.74	-

1 Summary of the Result for FY 2023 2Q

7 Balance Sheet

	End of FY2022	End of FY2023 2Q	Key factors of change	
Cash	JPY 5,047,336 K	JPY 5,398,076 K		JPY 350,739 K
Other current assets	JPY 275,309 K	JPY 260,675 K		
Fixed assets	JPY 55,674 K	JPY 66,034 K	Deferred tax assets	JPY 1,036 K
Total Assets	JPY 5,378,320 K	JPY 5,761,583 K	-	
Liabilities	JPY 289,120 K	JPY 341,032 K	Income taxes payable	JPY 32,674 K
Capital stock	JPY 5,089,200 K	JPY 5,420,551 K	Recording of net income	JPY 425,336 K
			Dividend of surplus	- JPY 97,184 K
Total liabilities / net assets	JPY 5,378,320 K	JPY 5,761,583 K	-	
Equity ratio	94.6%	94.1%	-	

2 Business report and future business development

- 2 Business report
- 1 Business Summary of each segment

Temairazu segment



TEMAIRAZU

Development & provision of channel manger “TEMAIRAZU” series

Develop and offer “Temairazu”, the channel manager system to accommodation properties in Japan, enabling them to manage their distribution channels centrally.

Hikaku.com segment



Operation of meta search site “Hikaku.com”

Customer derivation service

Direct users to the advertiser's website and earn commission income according to the number of contracts.

Information provision service

Earn fee income according to the number of quotation and materials requested for insurances and moving etc.

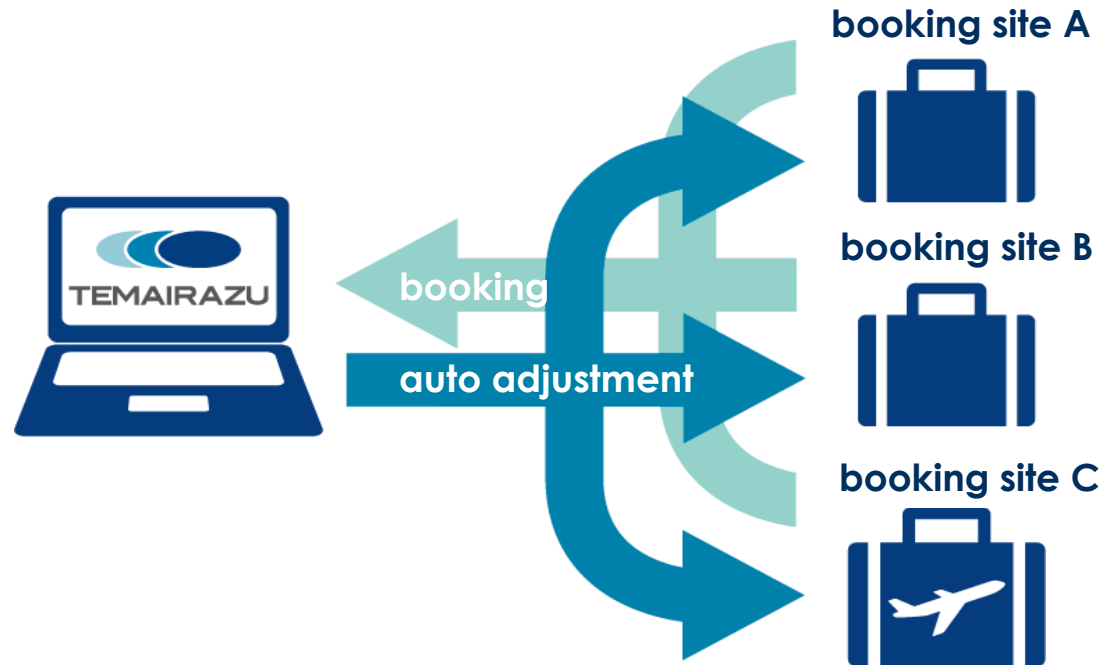
Ads

Sell advertisements such as banner, text, article content etc.

2 Business report

2-1 Temairazu segment (Application service segment)

Our Channel Manager is a system for accommodation properties to manage their distribution channels in effective and efficient way, resulting in increasing the sales ability and reducing the operation cost.



Manage multiple channels easily with only one operation

Manage rate & inventory at once and be free from troublesome operation tasks. Reducing operation cost by simplifying channel management workflow.

Avoid overbooking by fast & auto update

Short interval between acquiring bookings and able to adjust the inventory quickly. Possible to close the sale on each channel all at once even if many bookings comes in suddenly.

Accessible from anywhere with internet connection

Access Temairazu from the any places where internet connection is available. Same account can be used from different computers as data is stored in dedicated server.

2 Business report

2-2 Temairazu segment (Application service segment)

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 **手間いらず.NET 2**
T E M A I R A Z U

TEMAIRAZU
YIELD **手間いらずmini**

Soon after online hotel booking sites appeared and people started to make bookings online, installed application “TEMAIRAZU!”, the channel manager was born. This system enabling centralized management of multiple distribution channels have been used by many accommodation properties.

In 2010, new ASP model channel manager “TEMAIRAZU.NET” was launched. The ability to be used anywhere by connecting to internet had much improved convenience and efficiency of this system. Connected to not only domestic channels but also overseas/global channels and travel agents. Also, became able to connect with CRS, being efficient system for getting bookings of inbound travelers.

With valuable feedbacks from users, new “TEMAIRAZU” with various additional features was launched in 2015. In July 2016, advanced version “TEMAIRAZU YIELD” was launched. And in Mar 2020, new version “TEMAIRAZU mini” was launched. We will always listen to voices of customers and “TEMAIRAZU” will keep advancing.

2 Business report and future business development

2-3 Report on Temairazu segment (Application service segment)

Segment profit (after cost allocation)



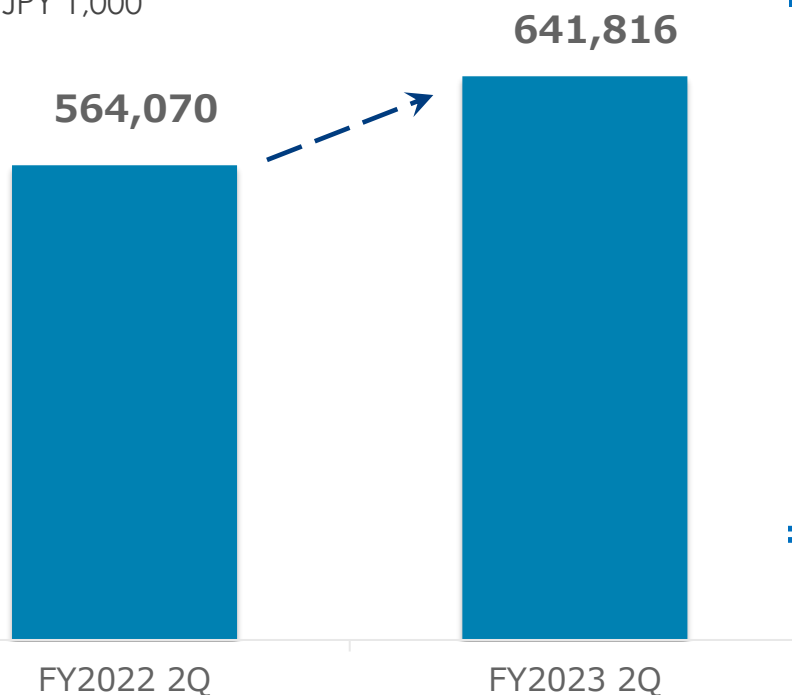
YoY +13.8% (QoQ +4.9%)

Impact of COVID-19

- Despite of occurrence of 8th wave of COVID-19 spread, no activities restriction was laid.
- Japan National Travel Support campaign and easing of Entry Restrictions into Japan began on October 11, 2022

⇒ Monthly variable income increased mainly due to increased demand for travel

Unit: JPY 1,000



2 Business report and future business development

2-4 Temairazu segment (Application service segment)

Measures to increase the direct bookings for properties

■ Supporting Google's Free Booking links

Accommodation properties using TEMAIRAZU in combination with a compatible booking engine for their official website can automatically display the rates and availability of their official website in real-time when users search for hotels on Google's various services. This can be expected to increase the flow of visitors to the official website and increase the number of direct bookings, leading to the acquisition of repeat customers and maximization of revenue.

Improving convenience and operational efficiency

■ "TEMANASHI NEXT" the booking engine offered as an optional function of TEMAIRAZU has connected to "JTB Book&Pay" the Reservation and Settlement System offered by JTB Business Innovators Corp.

■ Renovated the User Interface of TEMAIRAZU

Updated with the design that even first-time users can operate the system intuitively, improving user operability and visibility to enhance business efficiency.

2 Business report and future business development

2-5 Temairazu segment (Application service segment)

Impact of COVID-19

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)

Impact :

- Fixed Monthly Income
→ Cancellations mainly of small-scale properties are still occurring but the number continue to decrease.
- Monthly variable income
→ Increase of monthly variable income due to the recovery of the accommodation demands.

Result in FY2023 2Q :

■ Fixed Monthly Income:	JPY 696 million	80.0%
■ Monthly variable Income :	JPY 158 million	18.2%
■ Other Income :	JPY 16 million	1.9%

2 Business report and future business development

2-6 Future business development of Temairazu segment



- Responding to recovering demand of accommodation both with our product and customer support.
- Aiming for products that will contribute to further sales expansion and operational efficiency, which will help secure the revenues of accommodation properties

Connecting with
distribution channels

Connecting with various
systems

Strengthening sales and
customer support forces

Strengthening TEMAIRAZU
functionalities

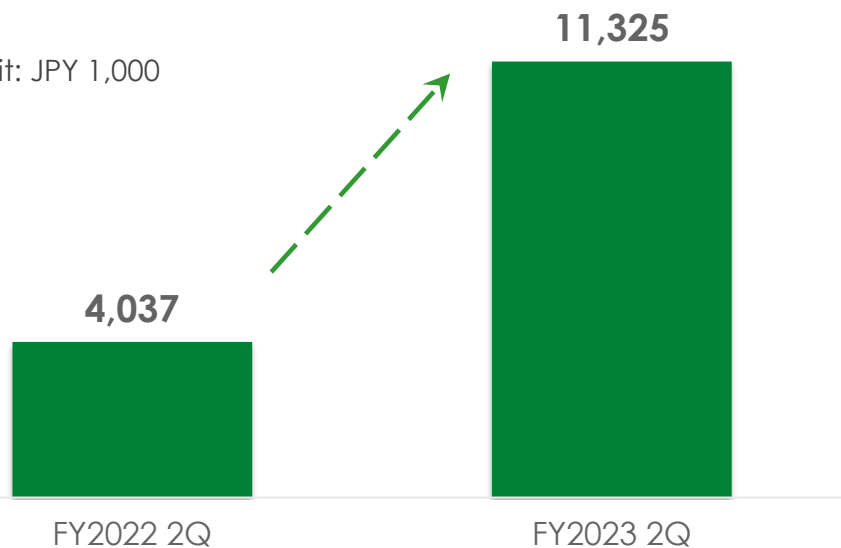
- 2 Business report and future business development
- 6 Report on Hikaku.com segment (Internet Media segment)

Segment profit (after cost allocation)



YoY +180.5%

Unit: JPY 1,000



- Continuous implementation of the following measures
 - Review of ads placement
 - Search Engine Optimization
 - User interface improvements
 - Improving mobile usability
- Although lower than peak demand for online shopping due to staying at home decreased, sales increased YoY and also compared to 2Q before corona outbreak.

Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,041,935 (As of Dec 31, 2022)	
Number of shares issued	6,479,834 (As of Dec 31, 2022)	
Share trading unit	100 (As of Dec 31, 2022)	
Address	7F Ebisu NR Bld, 1-21-3 Ebisu, Shibuya-ku, Tokyo JAPAN	
Securities code	2477 (Prime Market of the Tokyo Stock Exchange)	
Auditing firm	Deloitte Touche Tohmatsu LLC	
Website	“TEMAIRAZU” “Hikaku.com”	https://www.temairazu.com/ https://www.hikaku.com/

Notes on this Financial Result document

This material is intended to provide information on the performance of the financial results of the 2nd quarter of fiscal year ending June 2023. In no way is the information intended to solicit an investment in securities issued by the Company. The information is prepared based on data as of the end of Dec 31, 2022. Accordingly, the opinions or forecasts on this presentation are dependent on the judgment of the Company at the time of the preparation, and do not guarantee nor pledge accuracy or integrity of the information. In addition, such opinions or forecasts may be changed without notice.

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IR Information

<https://www.temairazu.co.jp/ir/news>

Press Release

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