



# TEMAIRAZU

---

**FY 2024 (Jul 2023-Jun 2024) 1Q  
Financial Result**



# Contents

**Summary of the Results for FY2024 1Q** **p.2**

**Business report of FY2024 1Q  
and future business development** **p.10**

# 1 Summary of the Results

---

# 1 Summary of the Result for FY 2024 1Q

## 1 Outline of the financial results

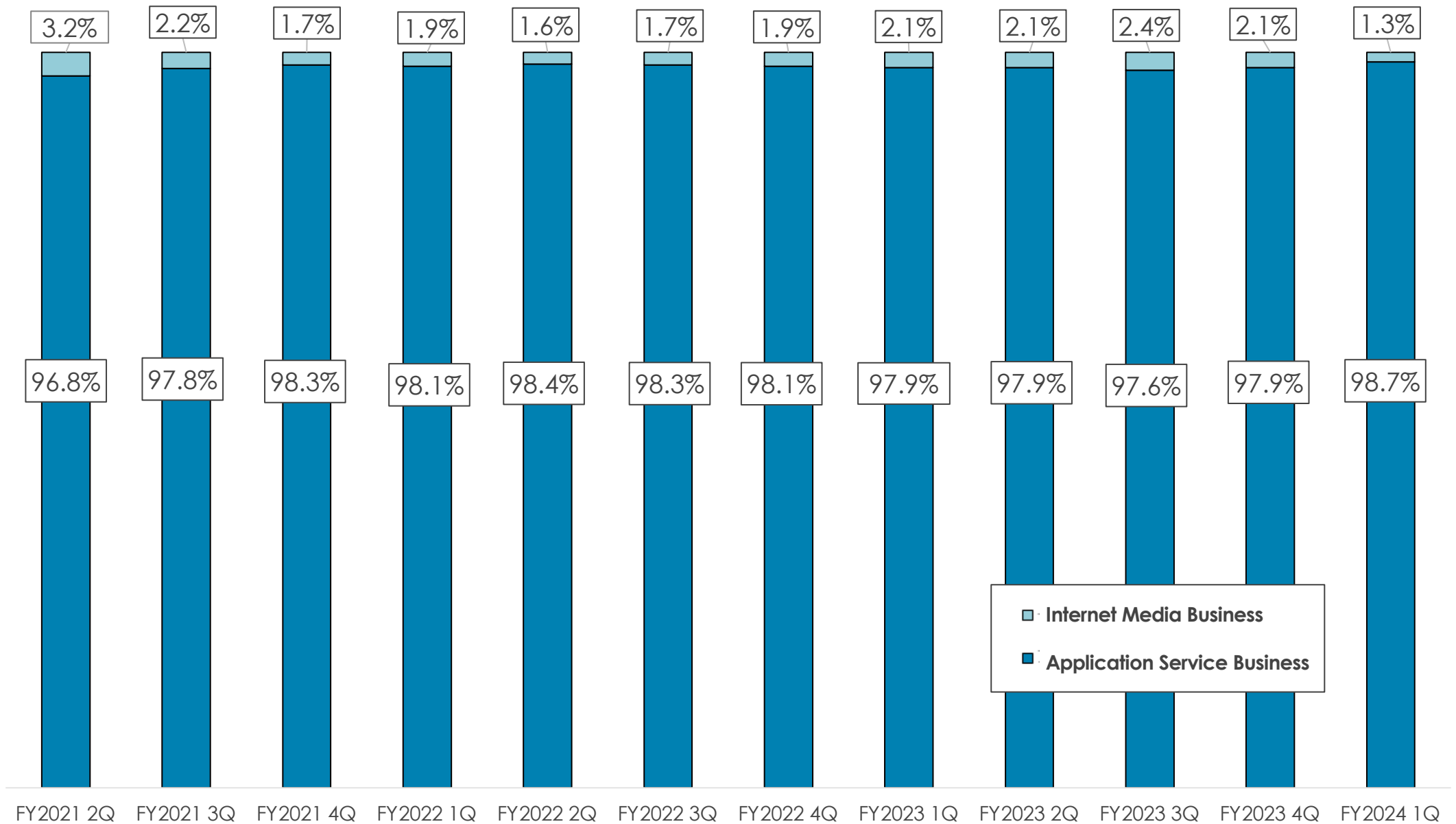
Net Sales : **12.3% up** YoY

Operating Income : **13.4% up** YoY

	FY2024 1Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 487,160 K	—	JPY 433,949 K	JPY 53,210 K	<b>12.3%</b>
Operating Income	JPY 361,337 K	<b>74.2%</b>	JPY 318,659 K	JPY 42,678 K	<b>13.4%</b>
Ordinary Income	JPY 361,747 K	<b>74.3%</b>	JPY 319,126 K	JPY 42,620 K	<b>13.4%</b>
Net Income	JPY 241,682 K	<b>49.6%</b>	JPY 213,536 K	JPY 28,145 K	<b>13.2%</b>
Net earnings per share	JPY 37.30	—	JPY 32.96	—	—

# 1 Summary of the Result for FY 2024 1Q

## 2 Sales composition ratio



- 1 Summary of the Result for FY 2024 1Q
- 3 Sales and profit per segment

### Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 74.5%

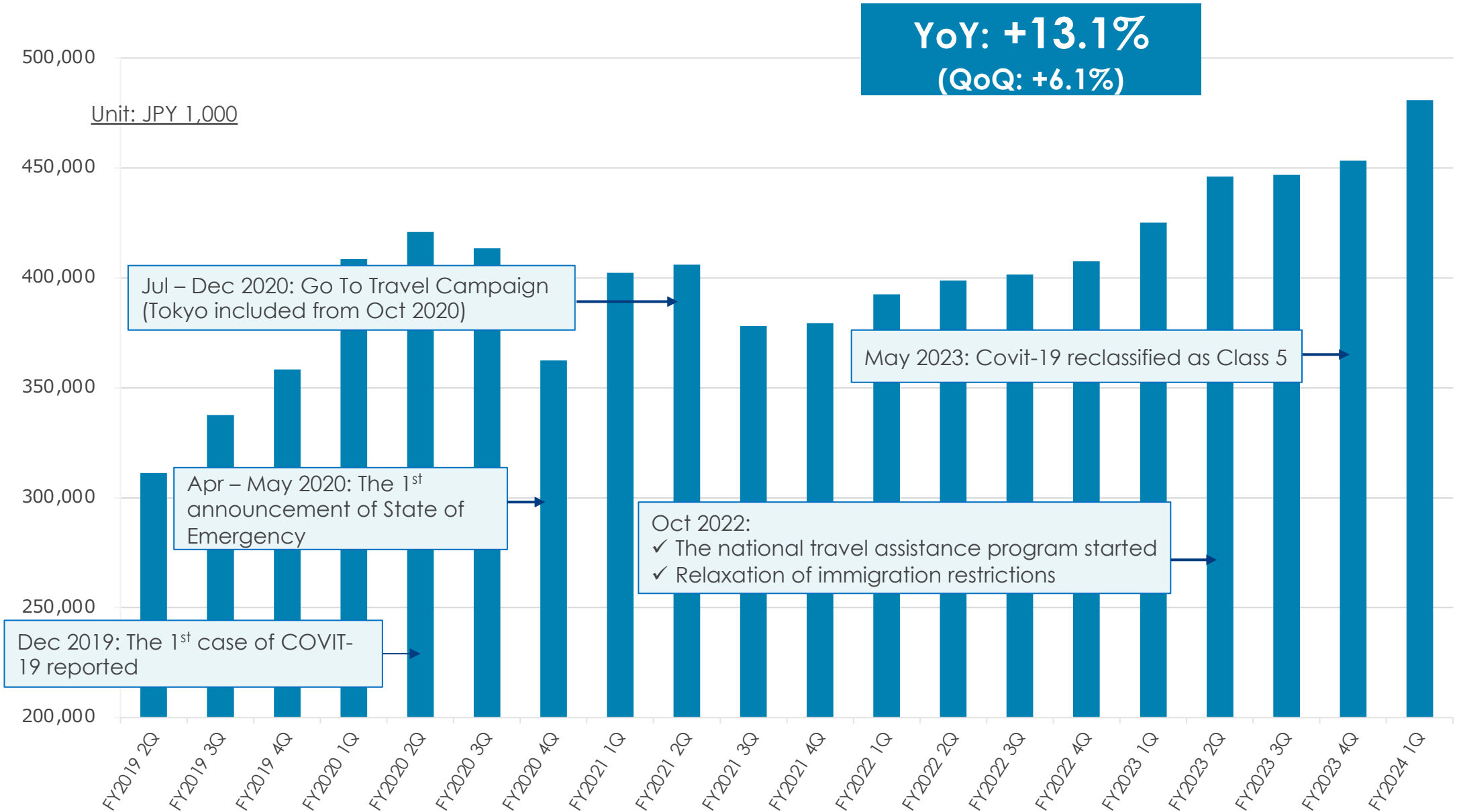
### Internet Media Segment:

Sales and profits decreased and profit margin margin after cost allocation was 50.4%

	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	JPY 480,815 K	JPY 396,903 K (JPY 358,137 K)	82.5% (74.5%)
Internet Media Business	JPY 6,344 K	JPY 3,797 K (JPY 3,200 K)	59.9% (50.4%)
Adjustment	-	- JPY 39,363 K	-
<b>TOTAL</b>	<b>JPY 487,160 K</b>	<b>JPY 361,337 K</b>	<b>74.2%</b>

# 1 Summary of the Result for FY 2024 1Q

## 4 Sales trend of Application Service segment(Temairazu)

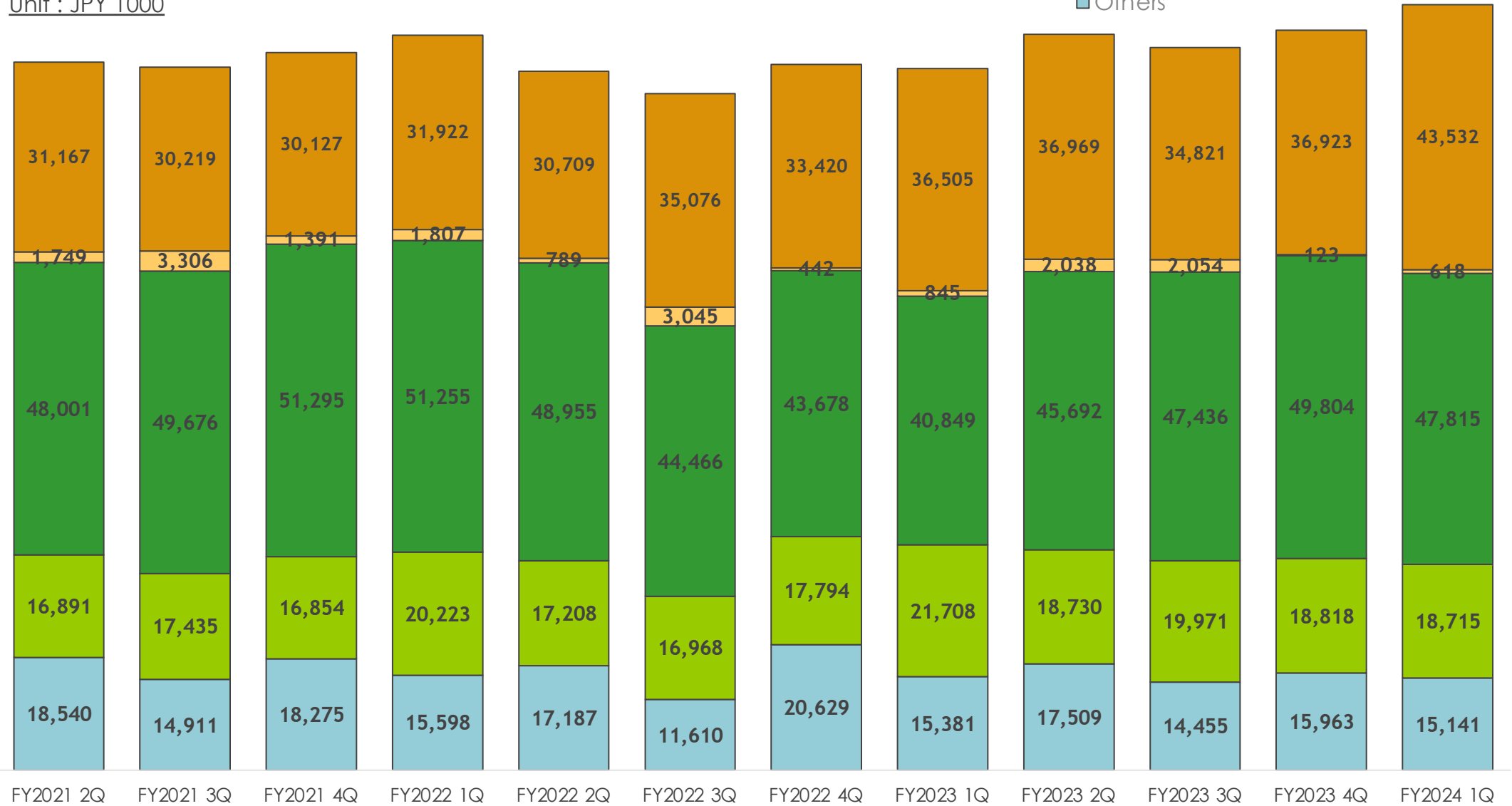


# 1 Summary of the Result for FY 2024 1Q

## 5 Breakdown of sales cost and SG&A



Unit : JPY 1000





# 1 Summary of the Result for FY 2024 1Q

## 6 Progress rate against full-year forecast

	FY2024 1Q	FY2024 Forecast	Progress Rate
Net Sales	JPY 487,160 K	JPY 1,928,116 K	<b>25.3%</b>
Operating Income	JPY 361,337 K	JPY 1,297,105 K	<b>27.9%</b>
Ordinary Income	JPY 361,747 K	JPY 1,302,023 K	<b>27.8%</b>
Net Income	JPY 241,682 K	JPY 831,888 K	<b>29.1%</b>
Net earnings per share	JPY 37.30	JPY 128.39	-

# 1 Summary of the Result for FY 2024 1Q

## 7 Balance Sheet

	End of FY2023	End of FY2024 1Q	Key factors of change	
Cash	JPY 5,826,084 K	JPY 5,807,125 K		- JPY18,958 K
Other current assets	JPY 290,803 K	JPY 310,673 K		
Fixed assets	JPY 64,621 K	JPY 58,881 K	Deferred tax assets	- JPY 4,291 K
<b>Total Assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,176,679 K</b>		-
Liabilities	JPY 397,108 K	JPY 263,986 K	Income taxes payable	- JPY 159,479 K
Capital stock	JPY 5,784,400 K	JPY 5,912,693 K	Recording of net income	+ JPY 241,682 K
			Dividend of surplus	- JPY 113,389 K
<b>Total liabilities / net assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,176,679 K</b>		-
Equity ratio	93.6%	95.7%		-

# **2 Business report and future business development**

---

- 2 Business report and future business development
- 1 Business Summary of each segment

## Application Service Business



**TEMAIRAZU**

### Development & provision of channel manager “TEMAIRAZU” series

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

## Internet Media Business



### 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.

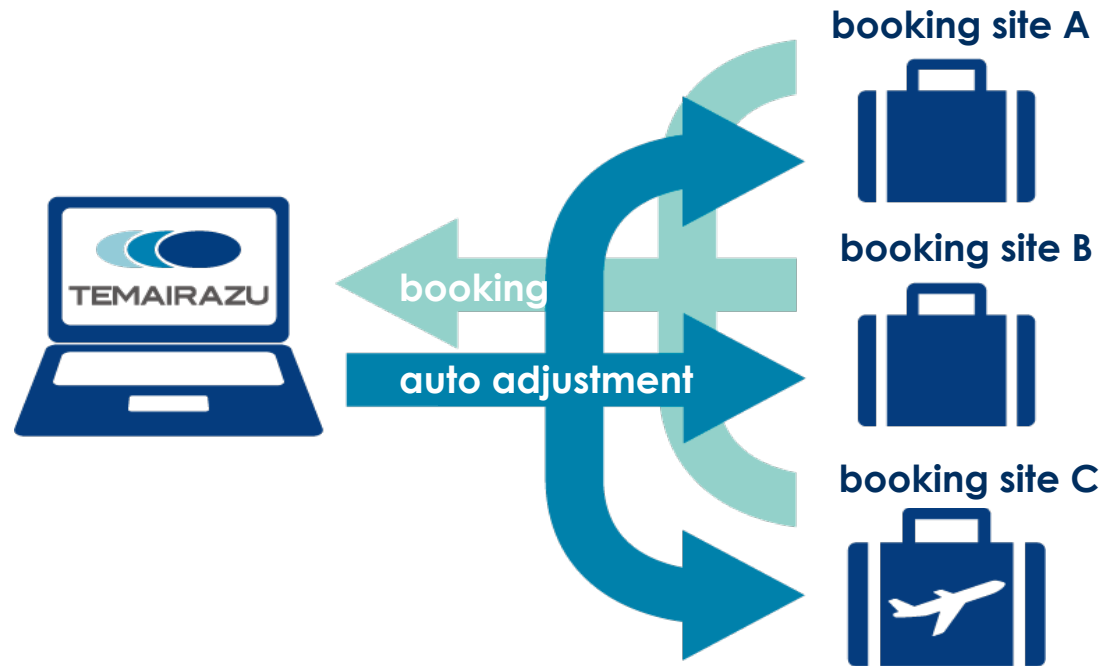
#### Ads

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

## 2 Business report and future business development

### 2-1 Application Service Business (Temairazu)

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 and future business development

### 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** **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 Application Service Business (Temairazu)

### New system connectivity for improving operational efficiency and convenience

- Use of PalaceLink Inc.'s "TOMARO+" to provide support for short-staffed accommodation facilities, mainly for check-in processes, and enable efficient on-site operations

### Sales channel expansion to accommodation facilities: Cooperation with accommodation booking sites, etc.

- Use of the "Hoterea" on-line service of HOTELSKIP Co., Ltd., which provides real-time bookings at the cheapest rates at more than 150,000 hotels globally

### Enhancement of features of "TEMAIRAZU" series

- Release of optional features to contribute to automation and labor-saving processes for cancellation waitlists

## 2 Business report and future business development

### 2-4 Temairazu segment (Application service segment)

#### 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 is on decreasing trend.
  - ✓ New inquiries are on increase.
- Monthly variable income
  - ✓ The variable income is on increase due to increasing demand for accommodation industry.

#### Result in FY2024 1Q :

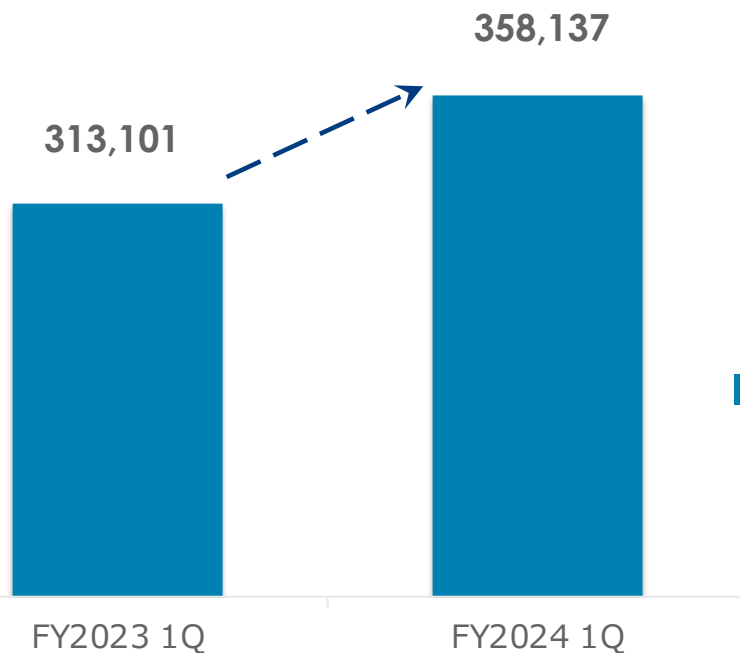
■ Fixed Monthly Income:	JPY368 million	76.7%	(YoY +6.6%)
■ Monthly Variable Income :	JPY 104 million	21.8%	(YoY +42.9%)
■ Other Income :	JPY 7.2 million	1.5%	



- 2 Business report and future business development
- 2-5 Report on Application Service Business (Temairazu)

## Segment profit (after cost allocation)

YoY +14.4% (QoQ +7.3%)



Unit: JPY 1,000

### < Topics >

- Increase in number of accommodation bookings
  - ✓ As a result of summer holiday breaks not impacted by activity restrictions and border entry restrictions, both domestic and inbound tourism increased
- Although there was a certain number of cancellations mainly of small-scale accommodations due to closure etc., the churn rate is on decreasing trend.

## 2 Business report and future business development

### 2-6 Future business development of Application Service Business (Temairazu)

- Responding to returning demand.
- Aiming for products that will contribute to further sales expansion and operational efficiency, which will help secure the revenues of accommodation properties.

**Connecting with sales channels**

**Connecting with various systems**

**Strengthening sales and development capabilities**

**Strengthening Temairazu functions**

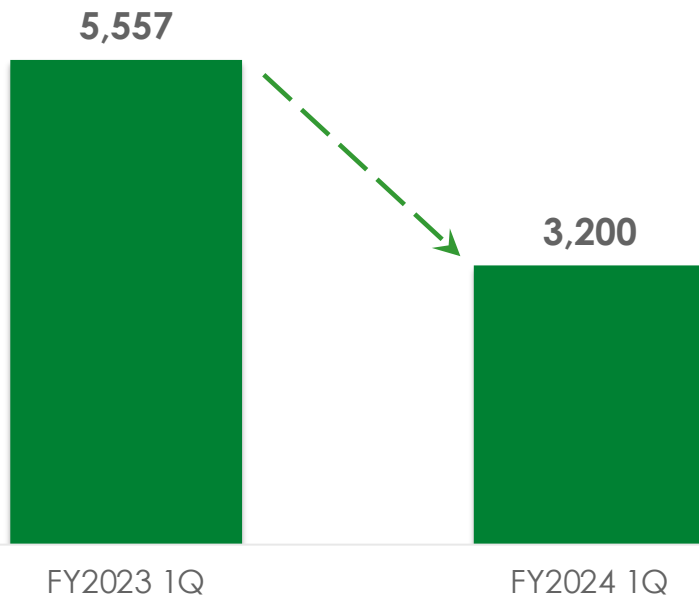
- 2 Business report and future business development
- 3 Report on Hikaku.com segment (Internet Media segment)

## Segment profit (after cost allocation)



YoY -42.4%  
(QoQ 2.4%)

Unit: JPY 1,000



### < Topics >

- Due to effect from search engine algorithms, site traffic declined
- Continuous implementation of the following measures
  - Search Engine Optimization
  - User interface improvements
  - Mobile usability improvements

# Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,041,935 (As of Jun 30, 2023)	
Number of shares issued	6,479,834 (As of Jun 30, 2023)	
Share trading unit	100 (As of Jun 30, 2023)	
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	
Websites	“HP” “TEMAIRAZU” “Hikaku.com”	<a href="https://www.temairazu.co.jp/">https://www.temairazu.co.jp/</a> <a href="https://www.temairazu.com/">https://www.temairazu.com/</a> <a href="https://www.hikaku.com/">https://www.hikaku.com/</a>

# Notes on this Financial Result document

This material is intended to provide information on the performance of the financial results of the 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 June 2023. 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.

## IR Contact

Temairazu, Inc. Corporate Planning Division

Tel: +81 (0)3-5447-6690 email: [ir@temairazu.com](mailto:ir@temairazu.com)

## IR Information

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

## Press Release

<https://www.temairazu.co.jp/press>