



# TEMAIRAZU

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**Financial Results  
for the Fiscal Year 2024  
(July 2023 – June 2024)**

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# 1 Summary of the Results

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# 1 Summary of the Result for FY 2024

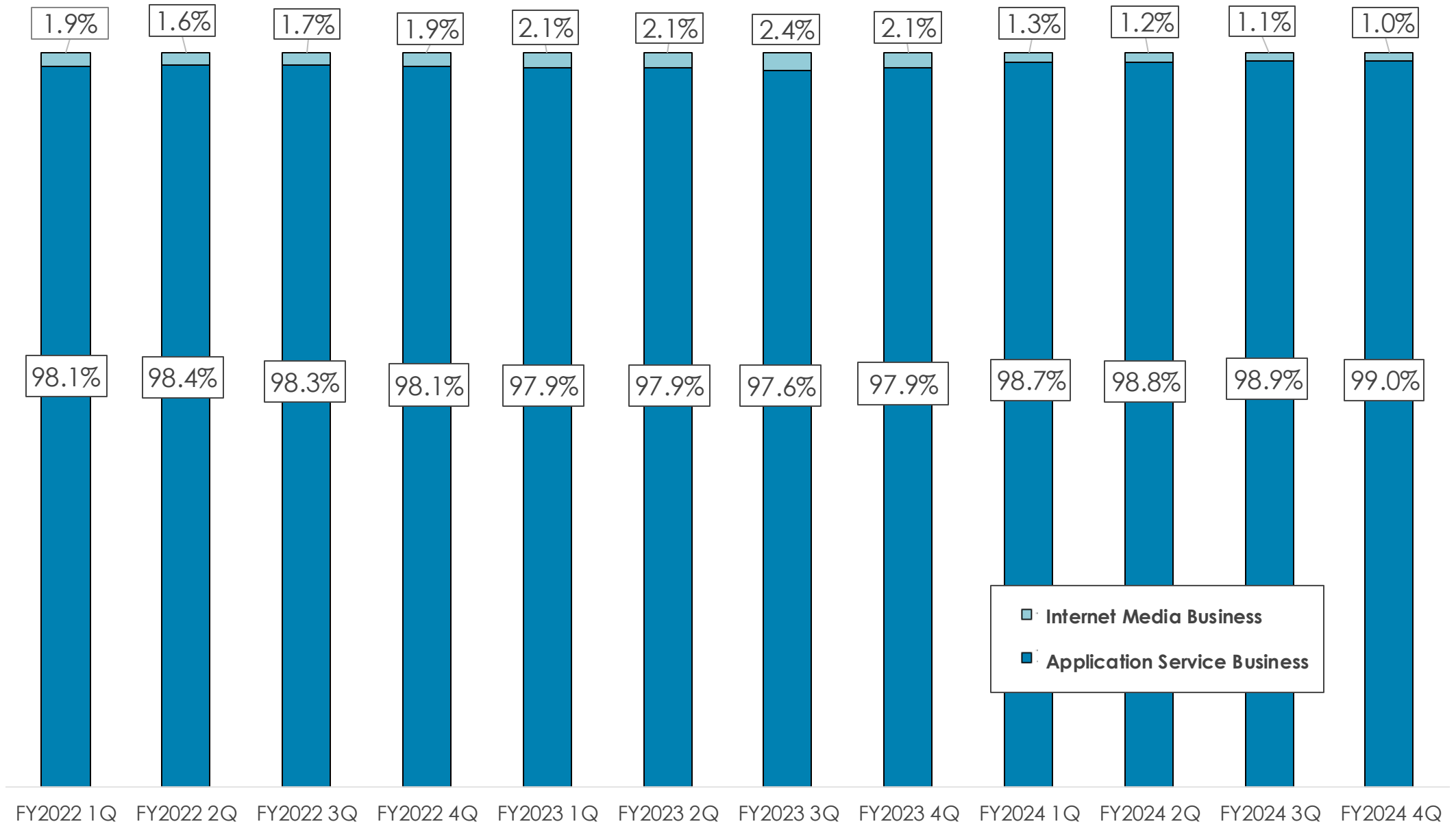
## 1 Outline of the financial results

Net Sales: **11.9% increase YoY**    Operating Income: **10.9% increase YoY**

	FY 2024 total		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 2,023,990 K	—	JPY 1,809,499 K	JPY 214,490 K	<b>11.9%</b>
Operating Income	JPY 1,476,791 K	<b>73.0%</b>	JPY 1,331,929 K	JPY 144,861 K	<b>10.9%</b>
Ordinary Income	JPY 1,479,139 K	<b>73.1%</b>	JPY 1,333,546 K	JPY 145,592 K	<b>10.9%</b>
Net Income	JPY 976,459 K	<b>48.2%</b>	JPY 873,814 K	JPY 102,644 K	<b>11.7%</b>
Net earnings per share	JPY 150.69	—	JPY 134.86	—	—

# 1 Summary of the Result for FY 2024

## 2 Sales composition ratio



# 1 Summary of the Result for FY 2024

## 3 Sales and profit per segment

### Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 73.3%

### Internet Media Segment:

Sales and profits decreased and profit margin margin after cost allocation was 41.5%

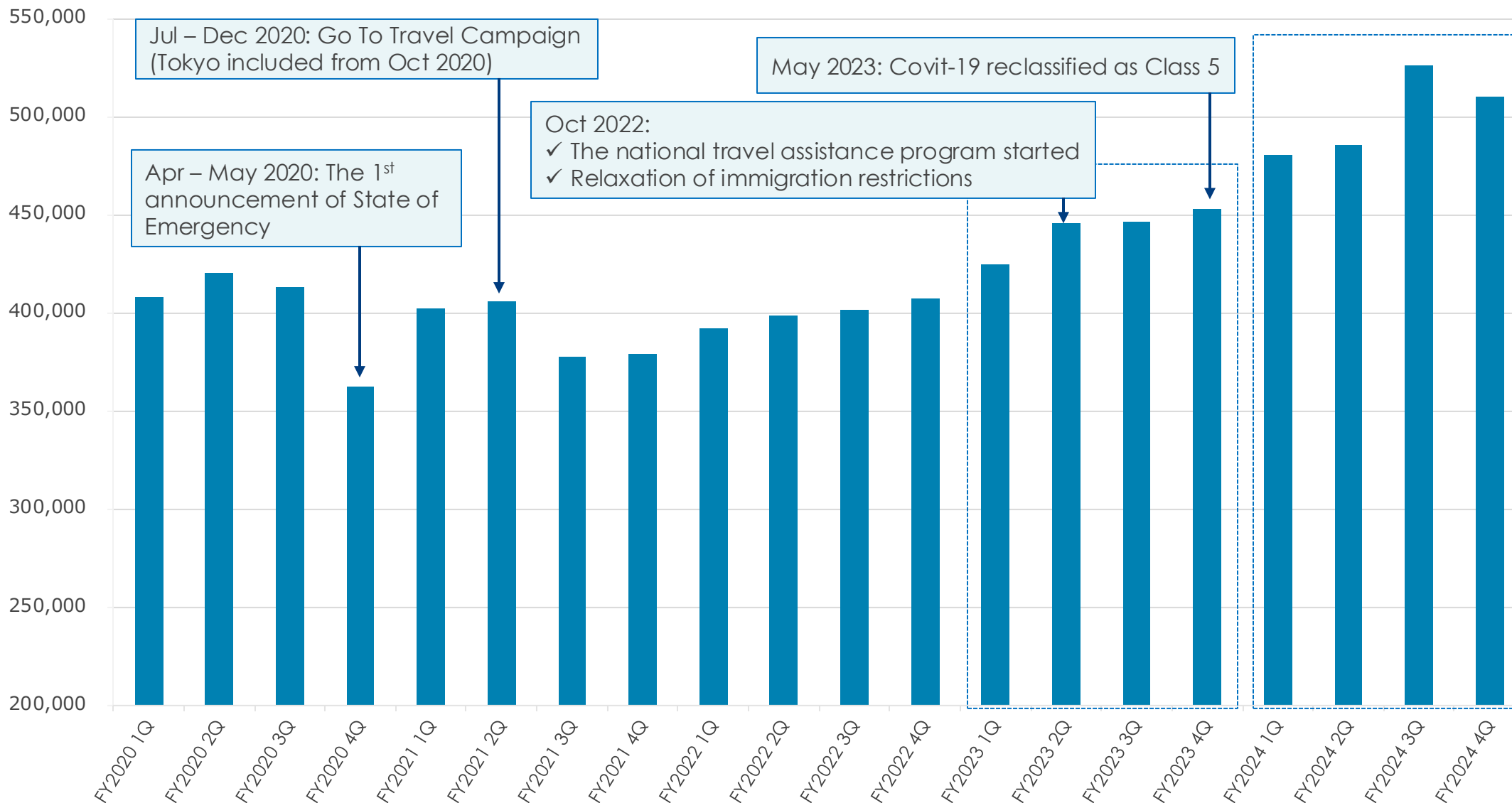
	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service	JPY 2,003,466 K	JPY 1,611,640 K (JPY 1,468,282 K)	80.4% (73.3%)
Hikaku.com	JPY 20,523 K	JPY 10,278 K (JPY 8,508 K)	50.1% (41.5%)
Adjustment	-	-JPY 145,127 K	-
TOTAL	JPY 2,023,990 K	JPY 1,476,791 K	73.0%

# 1 Summary of the Result for FY 2024

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

Unit: JPY 1,000

YoY: +13.1%



# 1 Summary of the Result for FY 2024

## 5 Breakdown of sales cost and SG&A



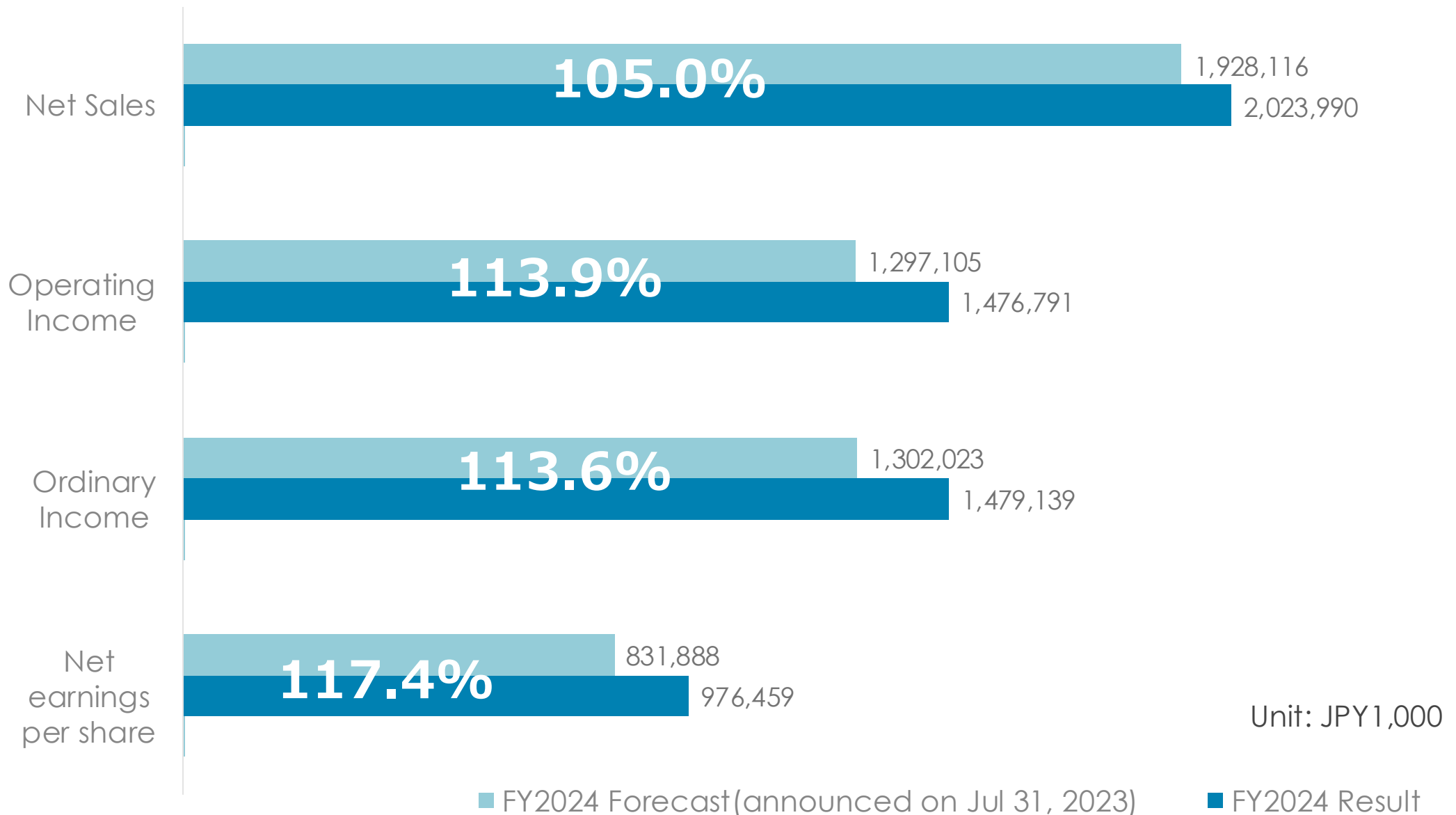
Unit : JPY 1000





1 Summary of the Result for FY 2024

6 Progress rate against full-year forecast



# 1 Summary of the Result for FY 2024

## 7 Balance Sheet

	End of FY 2023	End of FY 2024	Key factors of change	
Cash	JPY 5,826,084 K	JPY 6,565,274 K		+ JPY 739,190 K
Other current assets	JPY 290,803 K	JPY 334,145 K	Accounts receivable	+ JPY 36,609 K
Fixed assets	JPY 64,621 K	JPY 78,084 K	Deferred tax assets	+ JPY 6,213 K
<b>Total Assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,977,504 K</b>		-
Liabilities	JPY 397,108 K	JPY 419,833 K	Income taxes payable	+ JPY 13,218 K
Capital stock	JPY 5,784,400 K	JPY 6,557,671 K	Net Income Dividend of surplus	+ JPY 976,459 K - JPY 204,108 K
<b>Total liabilities / net assets</b>	<b>JPY 6,181,509 K</b>	<b>JPY 6,977,504 K</b>		-
Equity ratio	93.6%	94.0%		-
ROE	16.1%	15.8%		
ROA	23.1%	22.5%		

# 1 Summary of the Result for FY 2024

## 8 Statements of Cash Flows

	End of FY 2024	Variable Factors	
Operating CF	JPY 949,471 K	Net income before income tax Income taxes payment	JPY 1,479,139 K - JPY 497,086 K
Investing CF	- JPY 6,235 K	Acquisition of fixed assets	- JPY 6,235 K
Financial CF	- JPY 204,046 K	Dividend payments	- JPY 203,764 K
<b>Changes in CF</b>	<b>JPY 739,190 K</b>		-
CF balance at beginning of FY	JPY 5,826,084 K		-
CF balance at end of FY	JPY 6,565,274 K		-
<b>Free Cash Flow</b>	<b>JPY 943,236 K</b>		-

\*Free Cash Flow is calculated by adding Operating CF and Investing CF

# 2 Business report

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## 2 Business report

### 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.

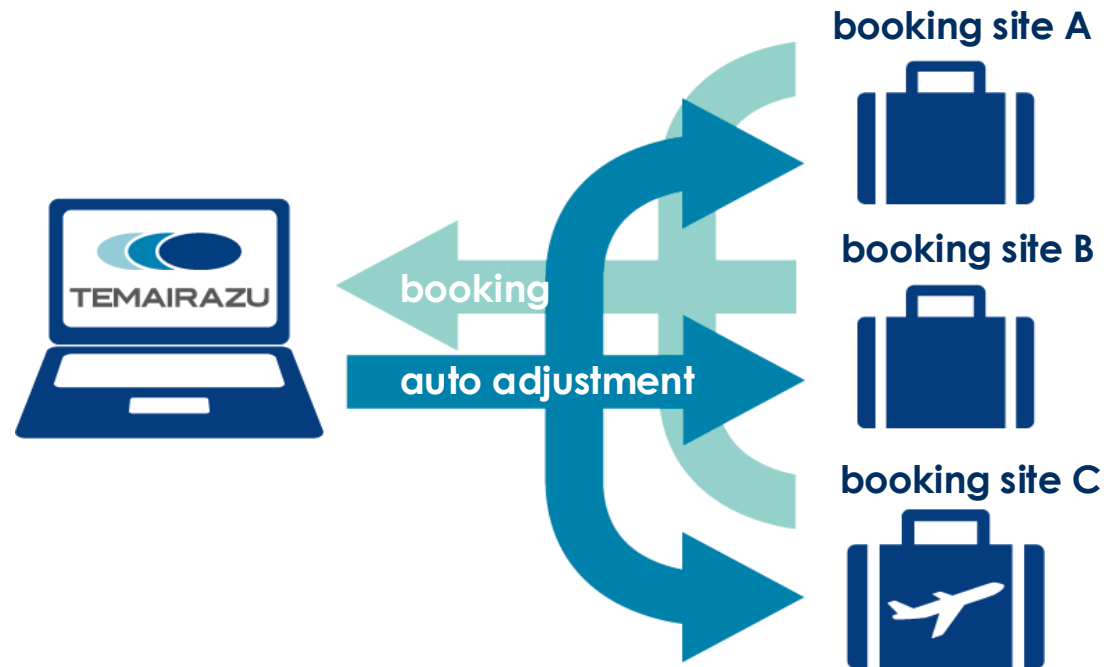
##### Ads

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

## 2 Business report

### 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

### 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**  
**手間いらず mini**

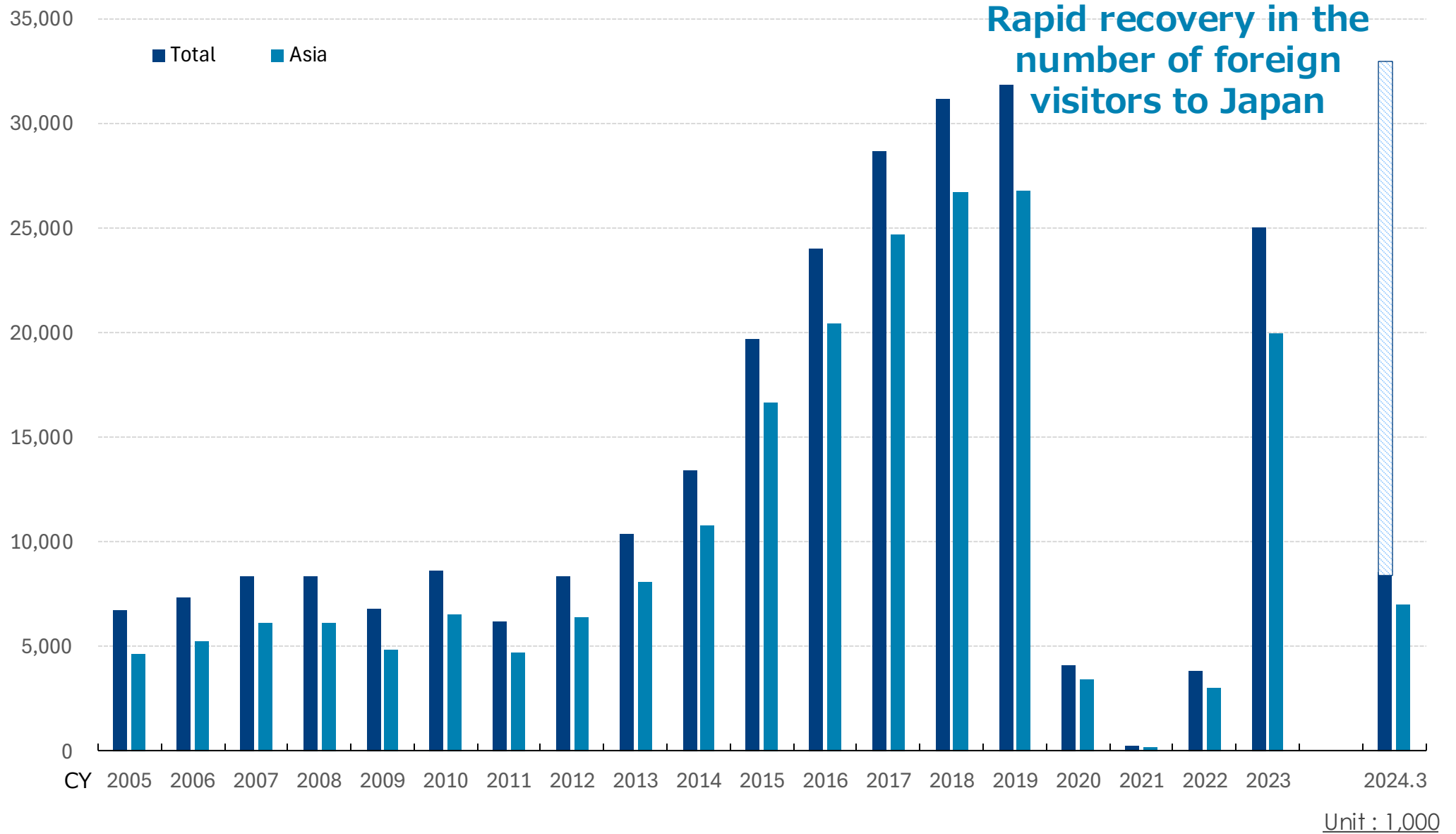
Soon after online hotel booking sites appeared and people started to make bookings online, installed application “TEMAIRAZU!”, the channel manager was born. This system enabling centralized management of multiple distribution channels have been used by many accommodation properties.

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. We launched new versions, “TEMAIRAZU mini” in Mar. 2020, and “TEMAIRAZU JIDO ” in Feb. 2024. We will always listen to voices of customers and “TEMAIRAZU” will keep advancing.

## 2-3 Application Service Business (Temairazu)

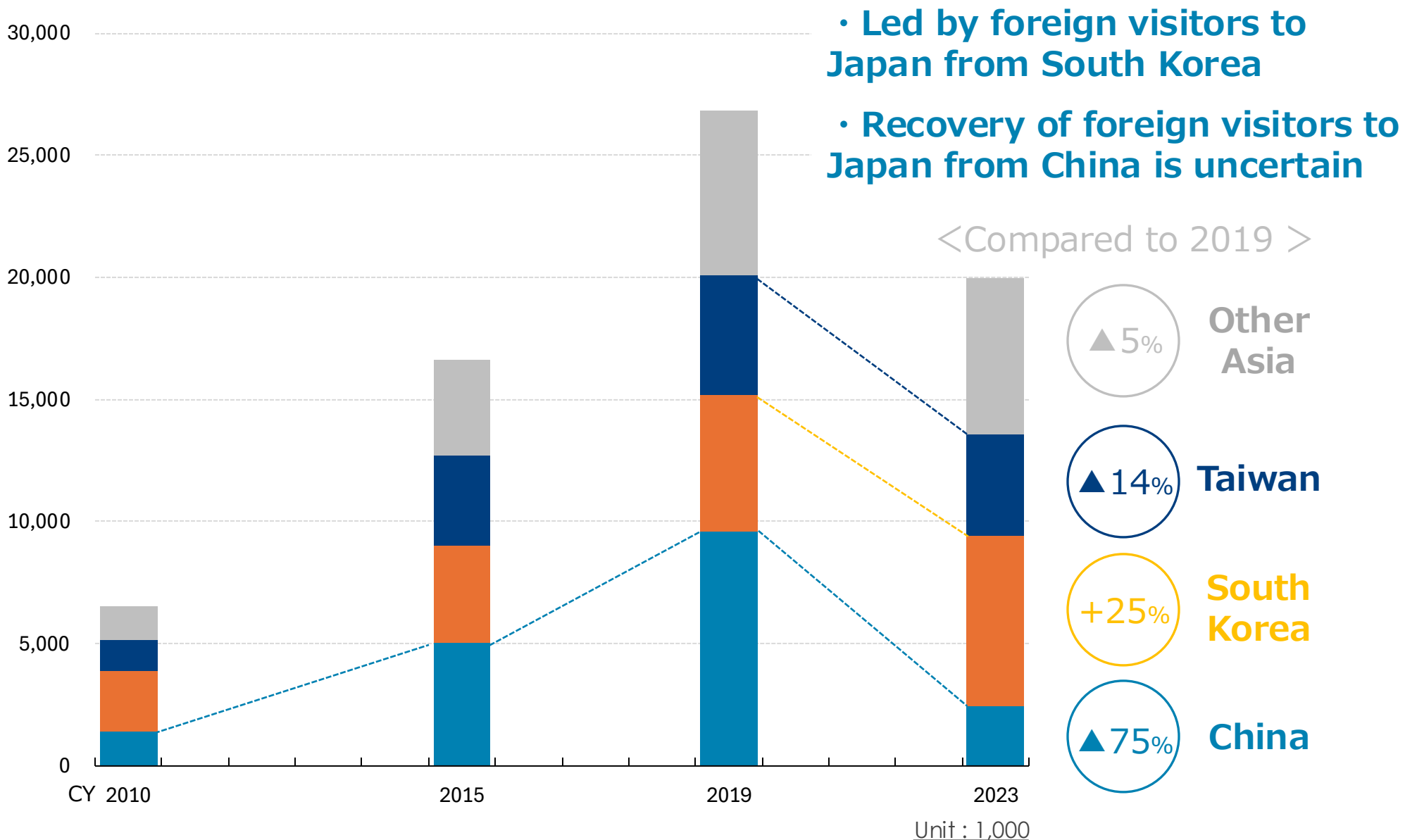
Numbers of foreign visitors to Japan (since 2005) announced by JNTO





## 2-4 Application Service Business (Temairazu)

Numbers of foreign visitors to Japan from Asia (since 2010) announced by JNTO



## 2-5 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)

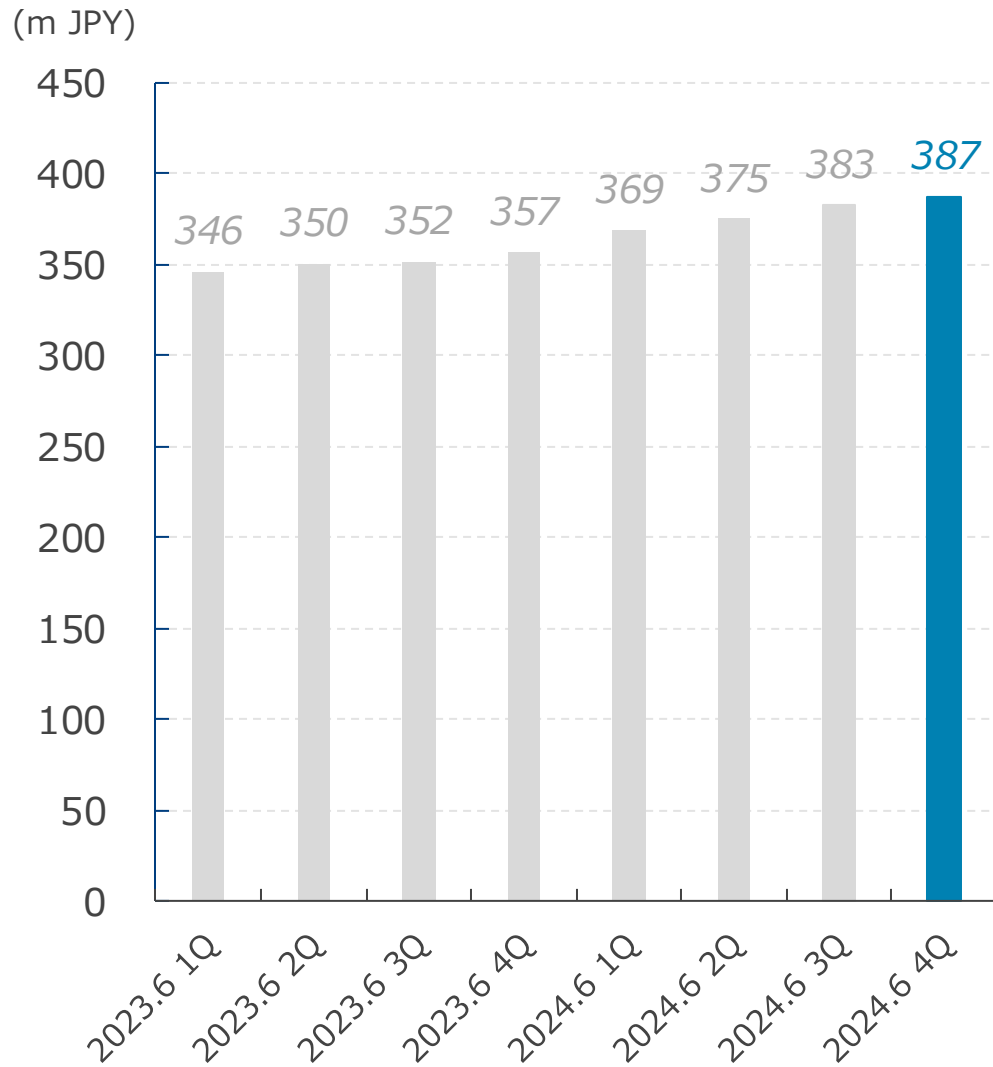
### Status :

- Fixed Monthly Income
  - ✓ Maintained low churn rate
  - ✓ New inquiries are on increase.
- Monthly variable income
  - ✓ The variable income is on increase due to increasing demand for accommodation industry.

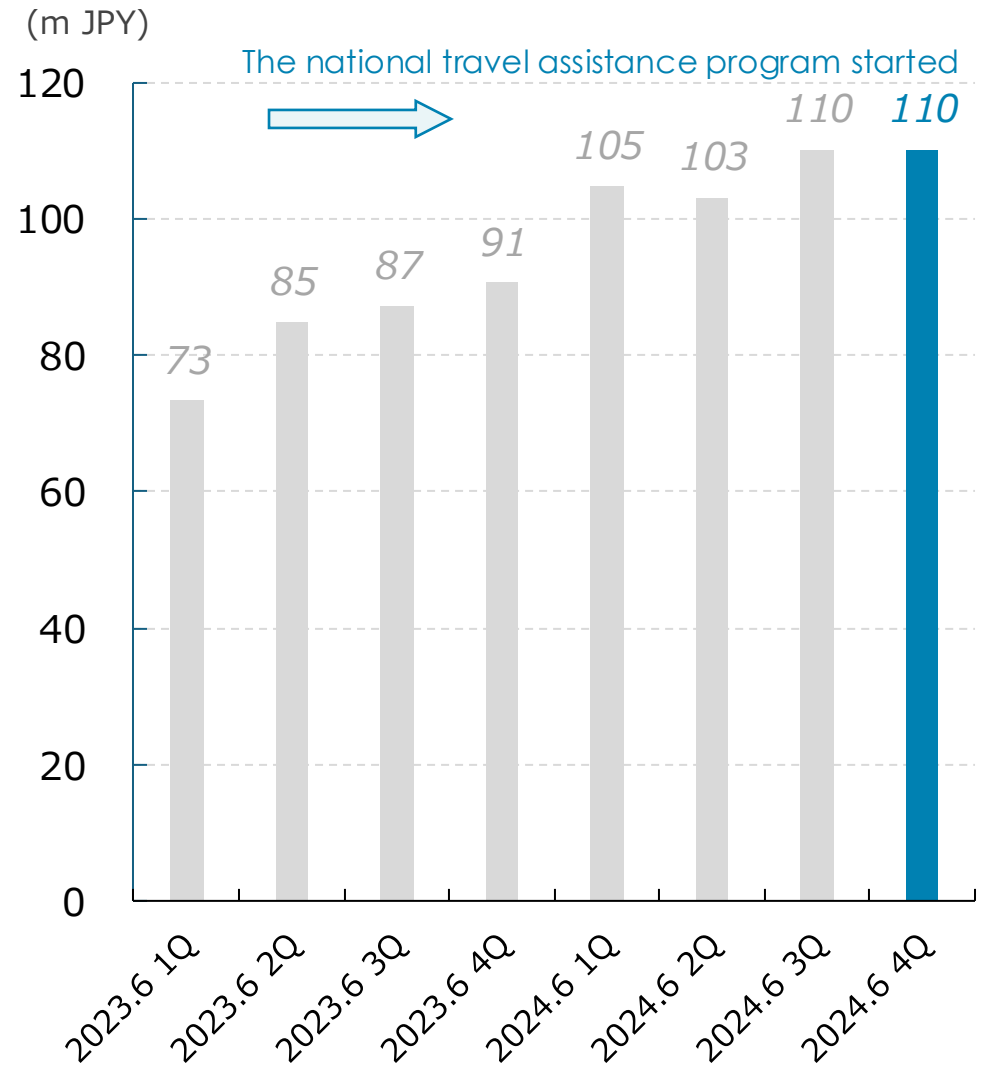
### Result in FY2024 :

■ Fixed Monthly Income:	JPY 1,515 million	75.6%	(YoY +7.9%)
■ Monthly Variable Income :	JPY 428 million	21.4%	(YoY +27.5%)
■ Other Income :	JPY 59 million	3.0%	

### Fixed Monthly Income



### Monthly variable income



## 2 Business report

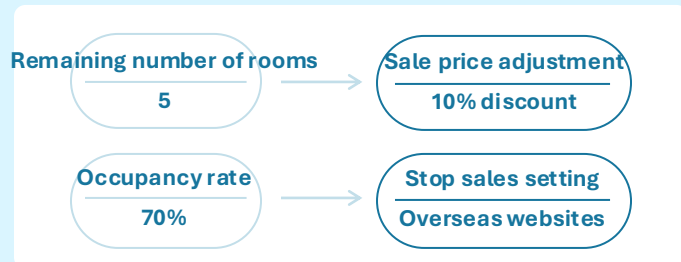
### 2-7 Application Service Business (Temairazu)

In Feb. 2024 we released “TEMAIRAZU JIDO” to resolve the issue of labor shortages in the accommodation industry by automating revenue management operations and to maximize accommodation facility profits by streamlining operations and reducing costs.

#### Automation of . . .

##### ● fee adjustment

###### Automatic application by rule setting



Target price

Automatic sales channel adjustment

##### ● consecutive night stay limits

###### Optimal revenue analysis



LOS and hurdle rate

1 2  
手間いらず 自動

##### ● lowest price check

###### Best rate guarantee

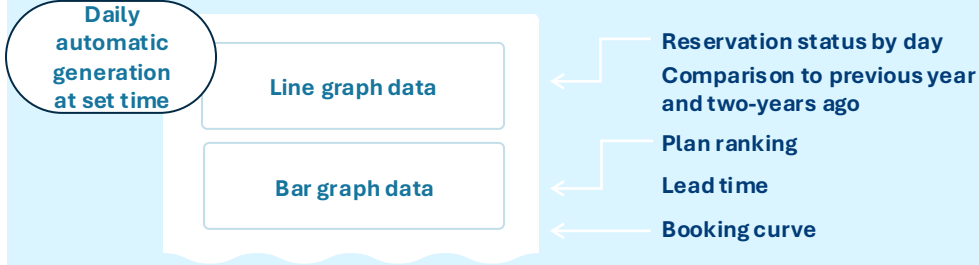


Best rate checker

Rate survey

##### ● reporting operations

###### Proprietary reports



Proprietary reports

Booking analytics

## New system connectivity for improving operational efficiency and convenience

### 『TOMARO+』 : PalaceLink Inc.

A service that provides support for short-staffed accommodation facilities, mainly for check-in processes, and enables efficient on-site operations

### 『Shiji Enterprise Platform』 : Shiji Japan Co., Ltd

A cloud-based mission-critical hotel operations system for the hospitality industry

### 『WASIMIL』 : AZOO Inc.

An all-in-one tool that integrates all management tools essential for operating an accommodation business including bookings, inventory, accommodation operations administration, customer management, marketing, accounting, business analysis and more

## 2 Business report

### 2-9 Application Service Business (Temairazu)

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

##### **『TravelBar』 : BEENOS Travel Inc.**

A distinctive service for gathering information and creating plans for Japan travel for Taiwanese visitors, offering accommodation and restaurant bookings on the website

##### **『STAYFOLIO』 : STAYFOLIO G.K.**

With strengths in a well-designed site structure and rich content giving diverse introductions to accommodation facilities, the reservation site is continuing to grow, with approximately 300,000 members in South Korea and around 260,000 followers on Instagram

##### **『Fliggy』 : Fliggy Travel Japan Co. Ltd. which is under the control of Alibaba Group**

A comprehensive travel service platform focused on providing Chinese travelers with a flexible and comfortable travel experience, including air and train tickets, accommodations, restaurants, car rentals, package tours, and local attractions

## 2 Business report

### 2-10 Application Service Business (Temairazu)

#### 『EASY STAY』 : Japan Holiday Travel CO.,LTD

A B2B business platform that provides travel products for visiting Japan to more than 500 travel companies in East and Southeast Asia, in addition to China, a number that is ever-increasing.

#### 『Hoterea』 : HOTELSKIP Co., Ltd.,

Online service which provides real-time bookings at the cheapest rates for more than 150,000 hotels globally

#### 『Odakyu Travel booking site』 : Odakyu Electric Railway Co., Ltd.

A travel booking site that allows travelers to freely create their own custom travel plans

#### 『TsugiTsugi』 : TOKYU CORPORATION

A subscription service that allows members to choose their preferred hotel or lodging based of their mood at the time from more than 140 accommodation facilities across Japan and pay a set price

#### 『WOW+』 : H.I.S. Co., Ltd.

A website specializing in unique accommodation facilities: glamping facilities, vacation rentals such as cottages for rent, traditional houses for rent, rural accommodation facilities offering farm experiences, and temple accommodation facilities where guests can stay in temple lodgings

## 2 Business report

### 2-11 Application Service Business (Temairazu)

#### 『ranrantour』 : OKINAWA TOURIST SERVICE INC.

Tour site with special offers such as entrance tickets to tourist sites, reservation support tailored to travelers' travel plans, and tours with rental cars directly managed by OKINAWA TOURIST SERVICE

#### 『YUNOKUNI YUNOTABI BEPPUONSEN』

#### : Beppu City Industrial Collaboration and Collaboration Platform B-biz LINK

The official Beppu City accommodation booking site, jointly operated by Beppu City, which offers a comprehensive selection of inns and hotels in the Beppu hot spring area

#### 『Neut』 : Pictors & Company ,Inc

A blockchain-based platform to search for and buy digital memberships to jointly own a third place to enrich one's life, such as a hotel or villa



## 2 Business report

### 2-12 Application Service Business (Temairazu)

#### **Increasing direct booking for accommodations: new connectivity with booking engines etc.**

##### **『Kakaku.com Travel』 : Kakaku.com, Inc.**

A service offering collection and one-stop search of accommodation plans posted on official websites of 12 travel companies as well as accommodation facilities

##### **『STAYNAVI BOOKING』 : PEERTO Co., Ltd**

Booking engine used by accommodation facilities to accept reservations through their own official websites

#### **System connectivity for expanding connectivity among travel companies, etc.**

##### **『web CONNECT』 : FORCIA, Inc.**

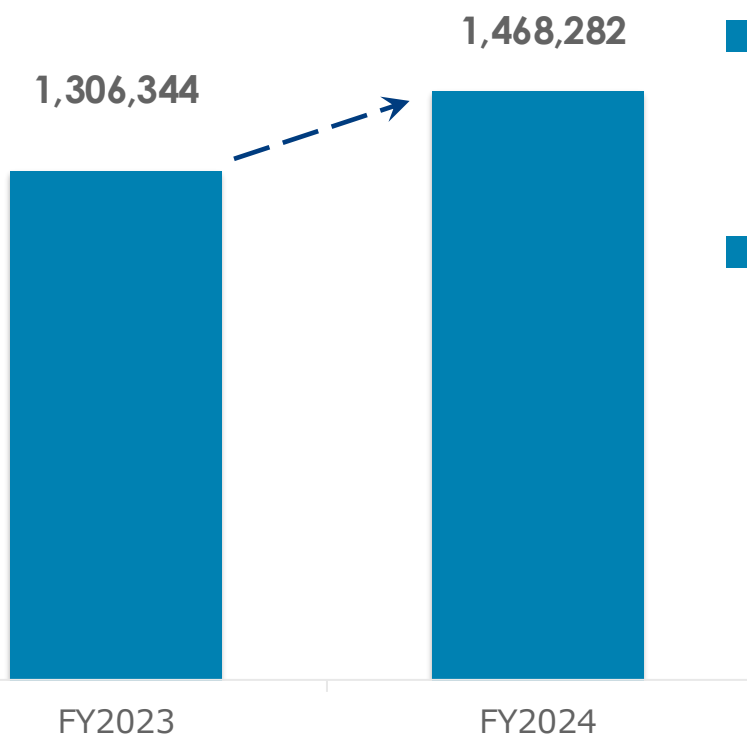
A SaaS-type product sales platform for travel and tourism industry

## Segment profit (after cost allocation)



YoY +12.4%

Unit: JPY 1,000



### < Topics >

- Increase in number of accommodation bookings
  - ✓ Strong demand for accommodations by visitors to Japan as inbound demand recovers
- Maintained low churn rate

2 Business report

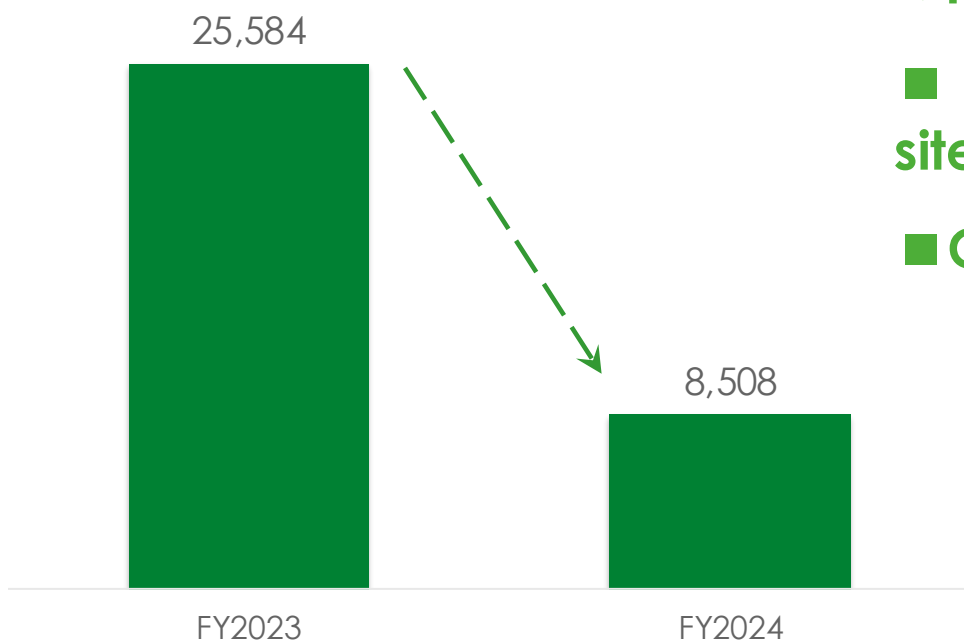
3 Report on Internet Media Business (Hikaku.com)

## Segment profit (after cost allocation)



YoY -66.7%

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

# 3

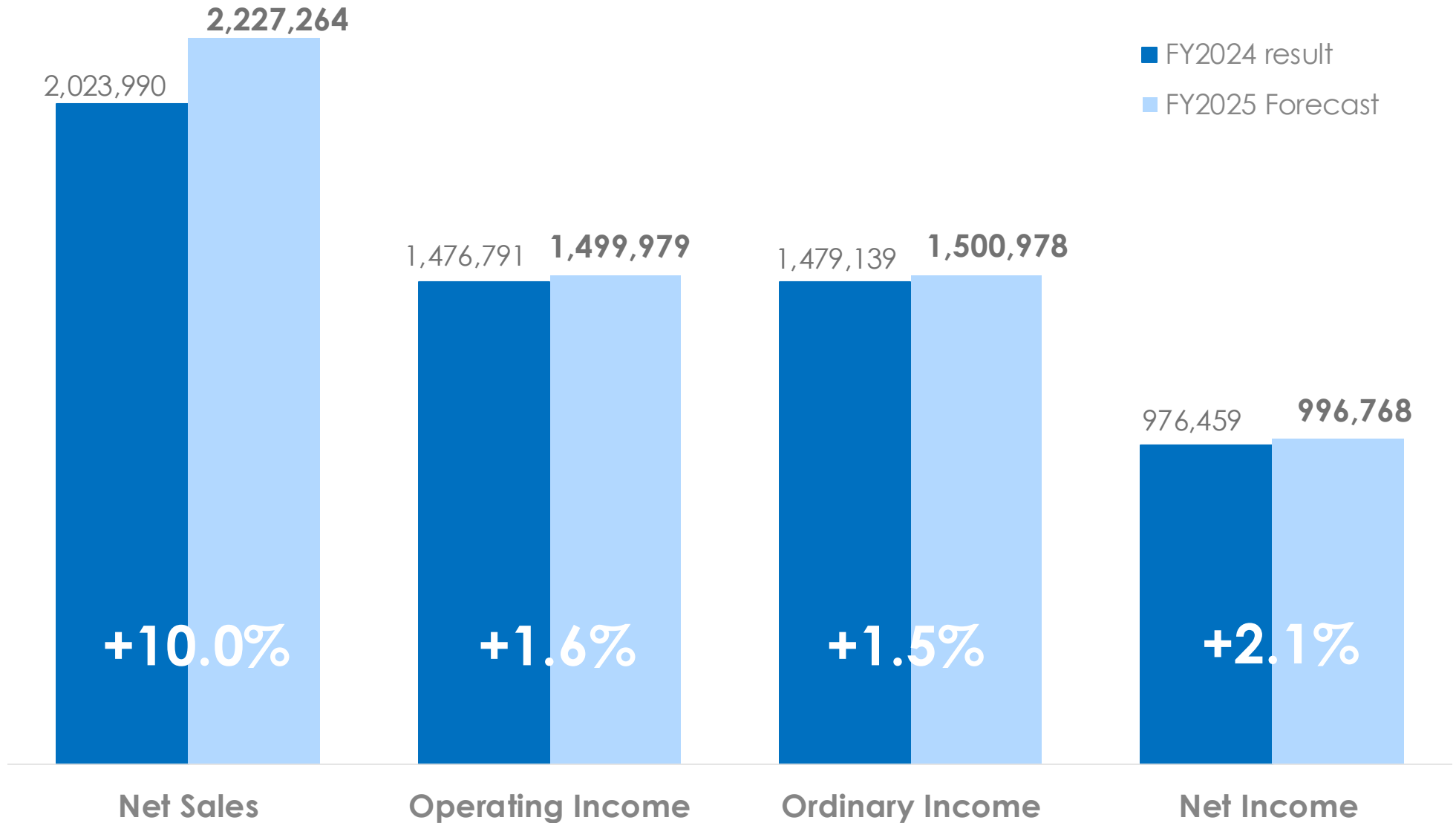
## Forecast and future business development

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### 3 FY2025 Forecast and future business development

#### 1 Business Forecast

Unit: JPY 1,000



### 3 FY2025 Forecast and future business development

## 2-1 Business Forecast for Application Service Segment

### The assumptions used in forecast

- ❑ Assumption that demand for accommodation will remain as strong as in the fiscal year 2024 .
- ❑ Downside economic risks such as energy price hikes, price increases, exchange rates, etc.
- ❑ Uncertain outlook for Chinese travelers to Japan, which had accounted for much of the inbound business
- ❑ Plans for new accommodation properties remain at a certain level
  - ✓ Lack of staffing for accommodations
  - ✓ Increase in new facility development costs, etc.
- ❑ Continue to invest in human capital and systems to strengthen organizational structure

The accommodations industry is expected to be revitalized in the fiscal year 2025, with demand for accommodations remaining strong due to various factors despite certain risks.

Net sales and operating income are projected based on these assumptions.

### 3 FY2025 Forecast and future business development

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

- Responding to strong demand for accommodations .
- 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**

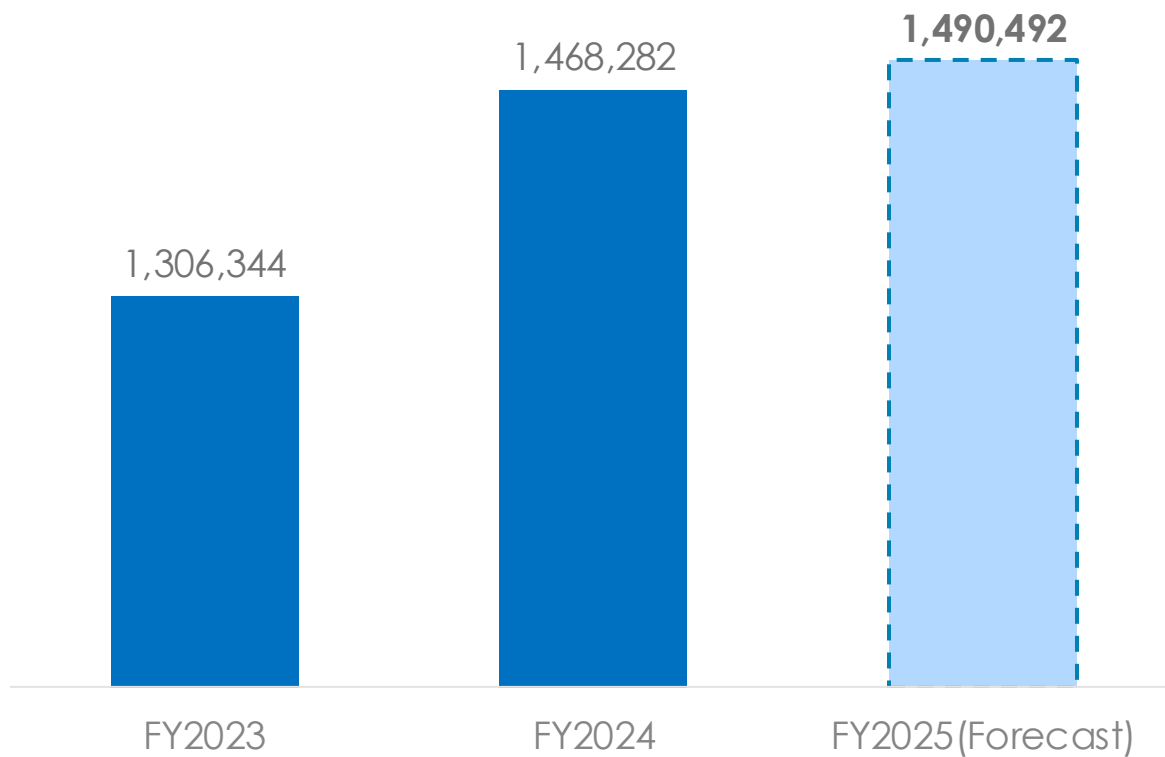
**Strengthening Temairazu functions**

### 3 FY2025 Forecast and future business development

## 2-3 Profit forecast on Application Service Business (Temairazu)

# Segment profit (after cost allocation)

Unit: JPY 1,000



**Predicting  
+1.5% increase  
YoY**

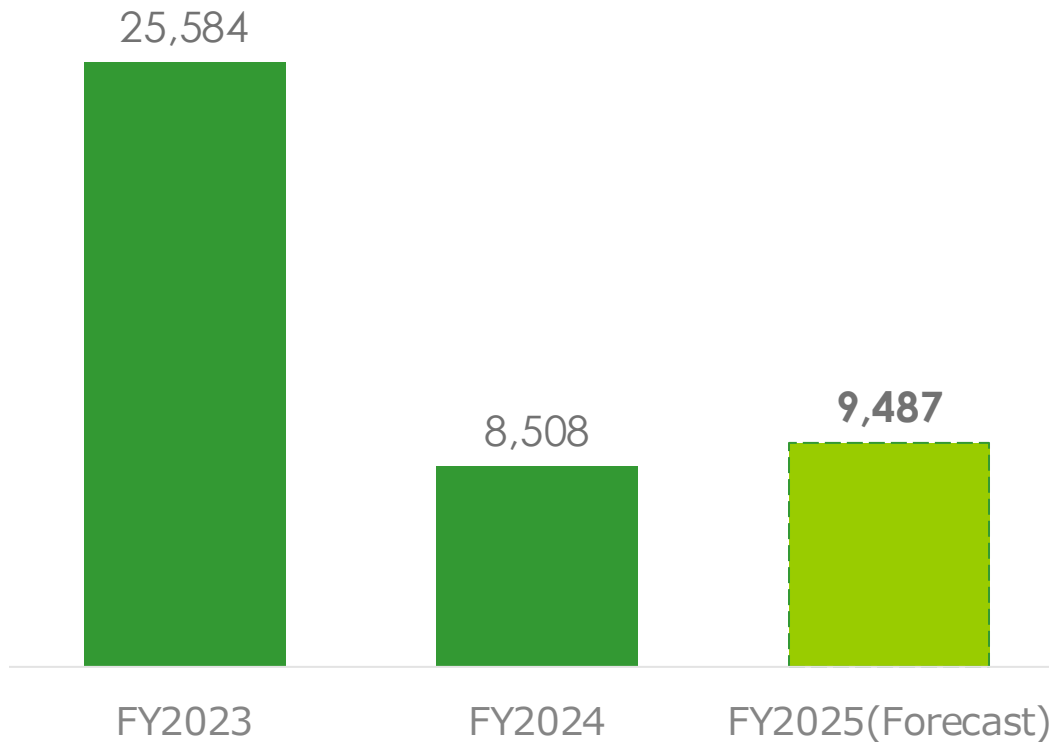


3 FY2025 Forecast and future business development

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

## Segment profit (after cost allocation)

Unit: JPY 1,000



**Predicting  
+11.5% increase YoY**

- Search Engine Optimization
- User interface improvements
- Improve mobile usability
- Expansion of contents

### 3 FY2025 Forecast and future business development

#### 4 Key Investment Areas

##### Existing

- Responding to the returning demand for accommodation (Application Service Business)  
Increase sales and development personnel to strengthen organizational structure. Help our customers to take in the returning demands.
  - acquire new contracts and provide solid support to customers
  - System enhancements in anticipation of further increases in the number of accommodation reservations
  - strengthen product capabilities by developing new functions and improving usability through enhancements (value-added improvement of products)

##### New

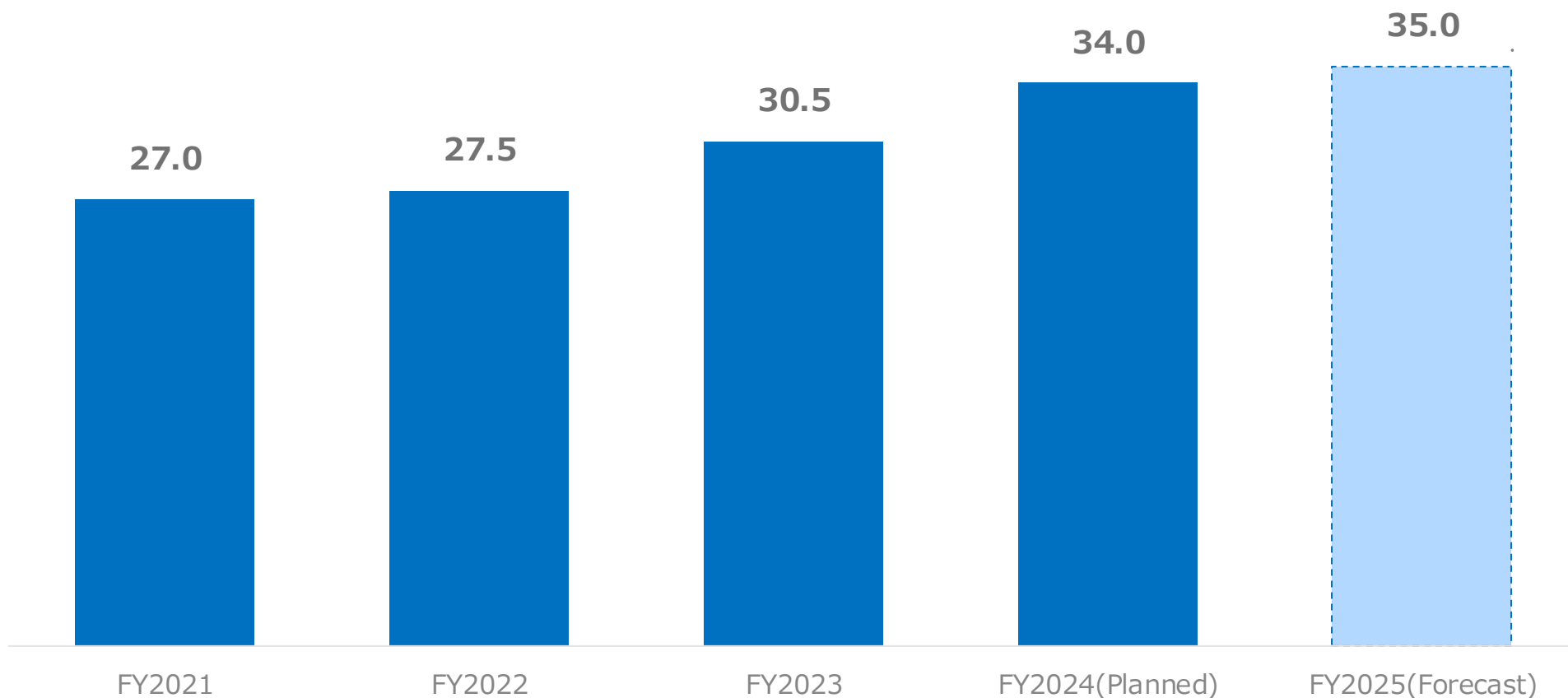
- New initiatives (new services, new businesses) for mid- to long-term growth
  - Utilize our strength of "centralized information management" and engage in new and interesting things
  - Create a new business portfolio

★ Plans to invest JPY100-200 million over the next few years

- 3 FY2025 Forecast and future business development
- 5 Dividend (forecast)

**Continued target of 22.5% dividend payout ratio**  
**Annual dividend for the year ending June 2025**  
**is expected to be total JPY 35.0**

Trend of dividend per ordinary share (Unit: JPY)



# Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,642,713 (As of Jun 30, 2024)	
Number of shares issued	6,480,396 (As of Jun 30, 2024)	
Share trading unit	100 (As of Jun 30, 2024)	
Address	7F Ebisu NR Bld, 1-21-3 Ebisu, Shibuya-ku, Tokyo JAPAN	
Securities code	2477 (Standard 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.

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## IR Information

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

## Press Release

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