



# TEMAIRAZU

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**FY 2023 (Jul 2022-Jun 2023) 1Q  
Financial Result**



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# 1 Summary of the Results

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# 1 Summary of the Result for FY 2023 1Q

## 1 Outline of the financial results

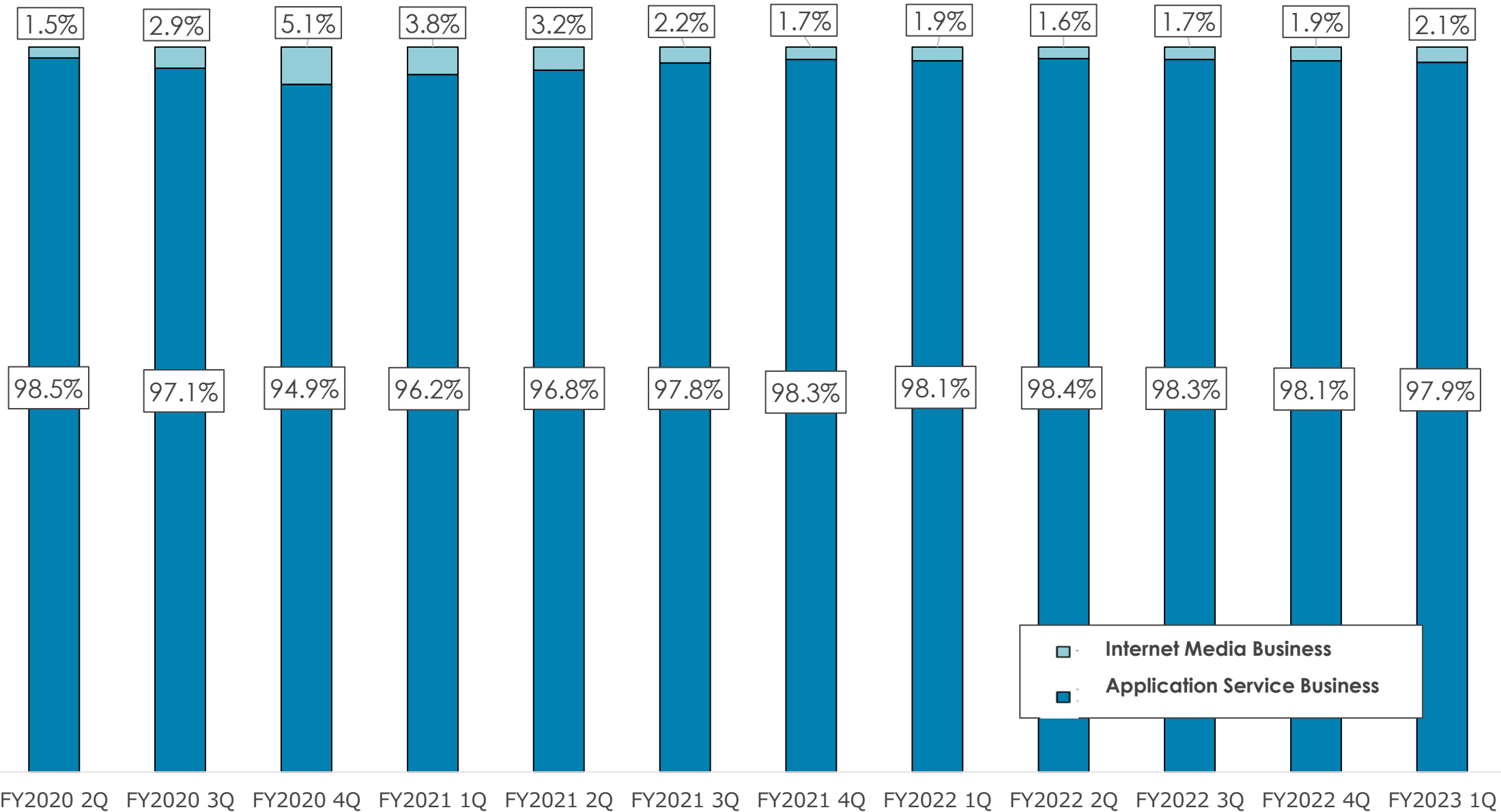
Net Sales : **8.5% up** YoY

Operating Income : **14.2% up** YoY

	FY2023 1Q		Result of same period last year	Difference (amount)	Difference (percentage)
	Results	Profit margin on sales			
Net Sales	JPY 433,949 K	—	JPY 399,869 K	JPY 34,080 K	<b>8.5%</b>
Operating Income	JPY 318,659 K	<b>73.4%</b>	JPY 279,061 K	JPY 39,598 K	<b>14.2%</b>
Ordinary Income	JPY 319,126 K	<b>73.5%</b>	JPY 282,338 K	JPY 36,788 K	<b>13.0%</b>
Net Income	JPY 213,536 K	<b>49.2%</b>	JPY 190,187 K	JPY 23,349 K	<b>12.3%</b>
Net earnings per share	JPY 32.96	—	JPY 29.35	—	—

# 1 Summary of the Result for FY 2023 1Q

## 2 Sales composition ratio



- 1 Summary of the Result for FY 2023 1Q
- 3 Sales and profit per segment

### Application Service Segment:

Sales and profits increased and profit margin after cost allocation was 73.7%

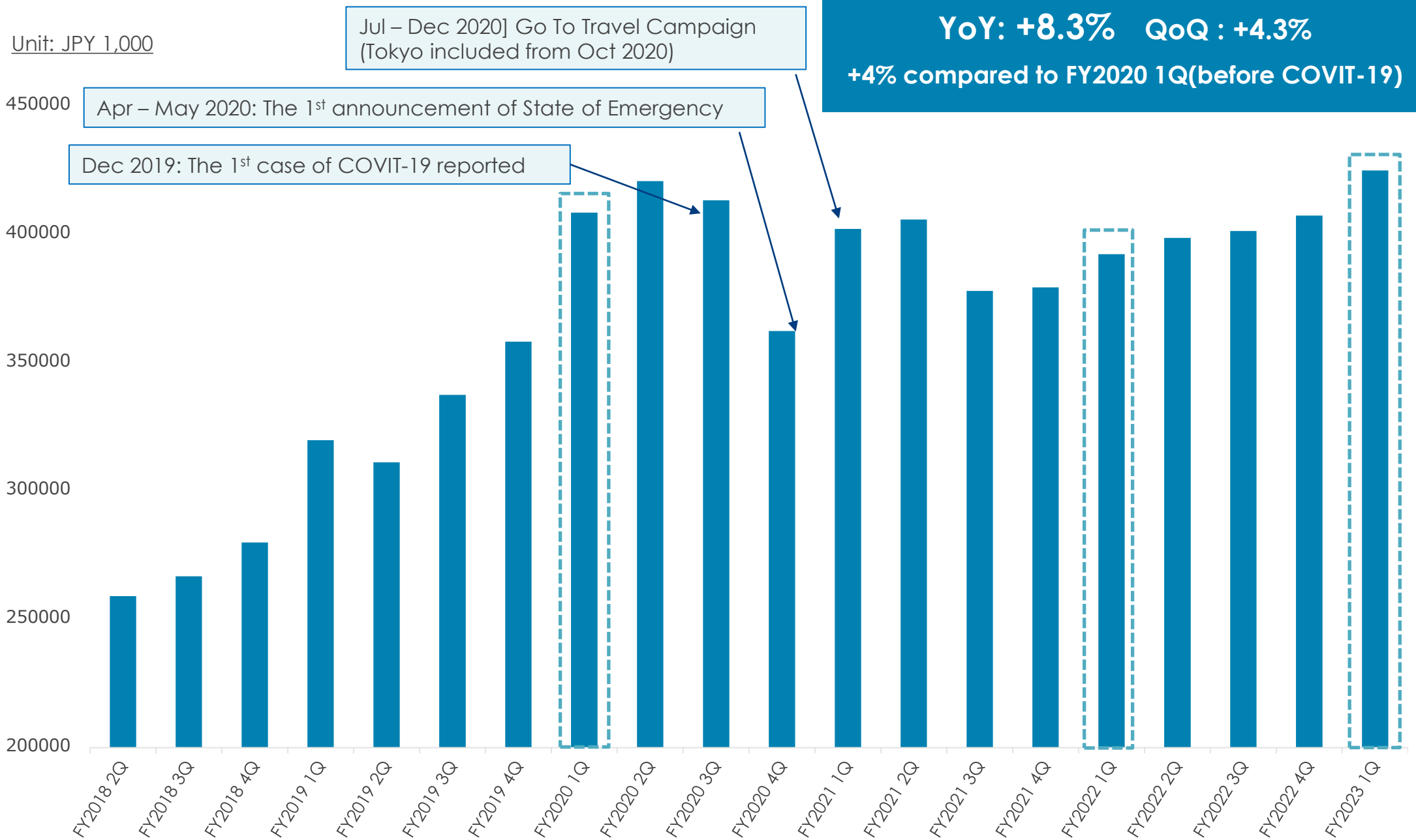
### Internet Media Segment:

Sales and profits increased and profit margin margin after cost allocation was 62.5%

	Segment Sales	Segment Profit (After cost allocation)	Profit margin on sales (After cost allocation)
Application Service Business	JPY 425,052 K	JPY 347,715 K (JPY 313,101 K)	81.8% (73.7%)
Internet Media Business	JPY 8,896 K	JPY 6,210 K (JPY 5,557 K)	69.8% (62.5%)
Adjustment	-	- JPY 35,266 K	-
<b>TOTAL</b>	<b>JPY 433,949 K</b>	<b>JPY 318,659 K</b>	<b>73.4%</b>

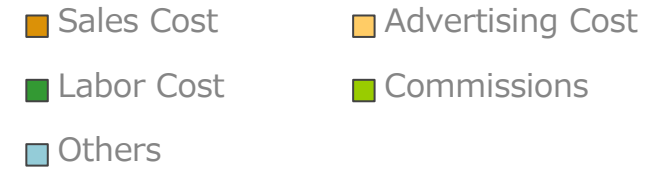
# 1 Summary of the Result for FY 2023 1Q

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

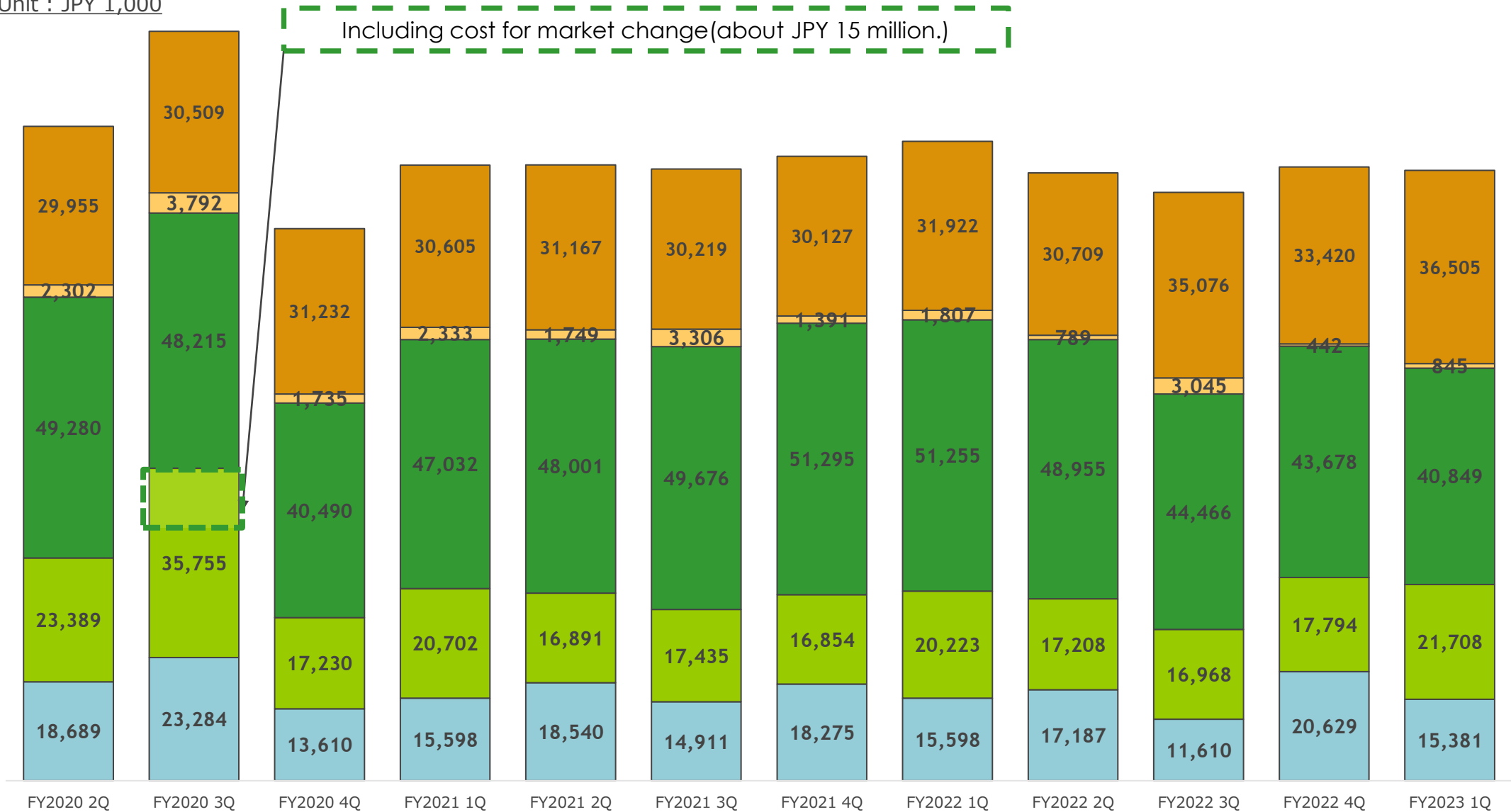


# 1 Summary of the Result for FY 2023 1Q

## 5 Breakdown of sales cost and SG&A



Unit : JPY 1,000





# 1 Summary of the Result for FY 2023 1Q

## 6 Progress rate against full-year forecast

	FY2023 1Q	FY2022 Forecast	Progress Rate
Net Sales	JPY 433,949 K	JPY 1,710,759 K	<b>25.4%</b>
Operating Income	JPY 318,659 K	JPY 1,134,682 K	<b>28.1%</b>
Ordinary Income	JPY 319,126 K	JPY 1,135,985 K	<b>28.1%</b>
Net Income	JPY 213,536 K	JPY 749,936 K	<b>28.5%</b>
Net earnings per share	JPY 32.96	JPY 115.74	-

# 1 Summary of the Result for FY 2023 1Q

## 7 Balance Sheet

	End of FY2022	End of FY2023 1Q	Key factors of change	
Cash	JPY 5,047,336 K	JPY 5,090,563 K		JPY 43,226 K
Other current assets	JPY 275,309 K	JPY 269,591 K		
Fixed assets	JPY 55,674 K	JPY 53,508 K	Deferred tax assets	- JPY 705 K
<b>Total Assets</b>	<b>JPY 5,378,320 K</b>	<b>JPY 5,413,662 K</b>		-
Liabilities	JPY 289,120 K	JPY 208,110 K	Income taxes payable	- JPY 99,488 K
Capital stock	JPY 5,089,200 K	JPY 5,205,552 K	Recording of net income	+ JPY 213,536 K
			Dividend of surplus	- JPY 97,184 K
<b>Total liabilities / net assets</b>	<b>JPY 5,378,320 K</b>	<b>JPY 5,413,662 K</b>		-
Equity ratio	94.6%	96.2%		-

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

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

## Application Service Business



**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.

## 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.

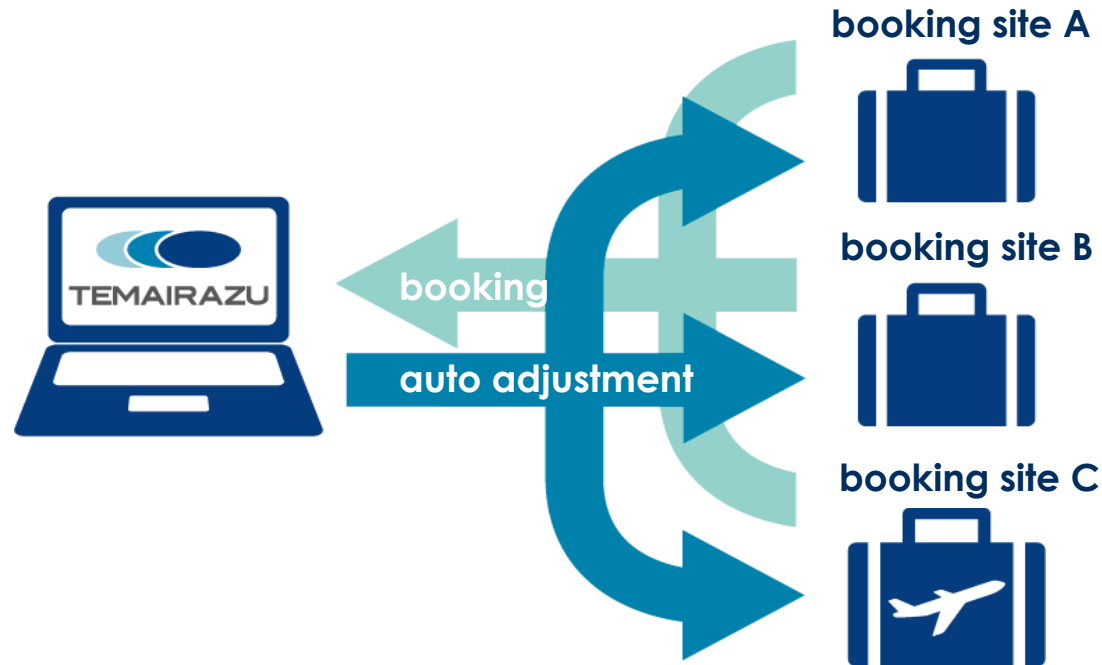
#### Ads

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)

**System connectivity for reducing labor shortages**

**and better operational efficiency at properties**

**“RemoteLock”, the smart lock provided by KOZO KEIKAKU ENGINEERING Inc.**

**System connectivity aiming for properties’ increase of profit by direct booking**

**“TabiChat Engine”, the booking engine provided by NinNin, Inc.**

**Preparing for increasing inbound demand**

**“NHSHUB”, the booking system provided by Hong Kong based Harvest Elite International Ltd.**

2 Business report and future business development

2-4 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 is down.
- Monthly variable income  
→ Increased number of reservations due to increased activities of people, including the first summer vacation in three years with no activities restrictions.

Result in FY2022 1Q :

■ Fixed Monthly Income:	JPY 346 million	81.4%
■ Monthly variable Income :	JPY 73 million	17.3%
■ Other Income :	JPY 5.6 million	1.3%



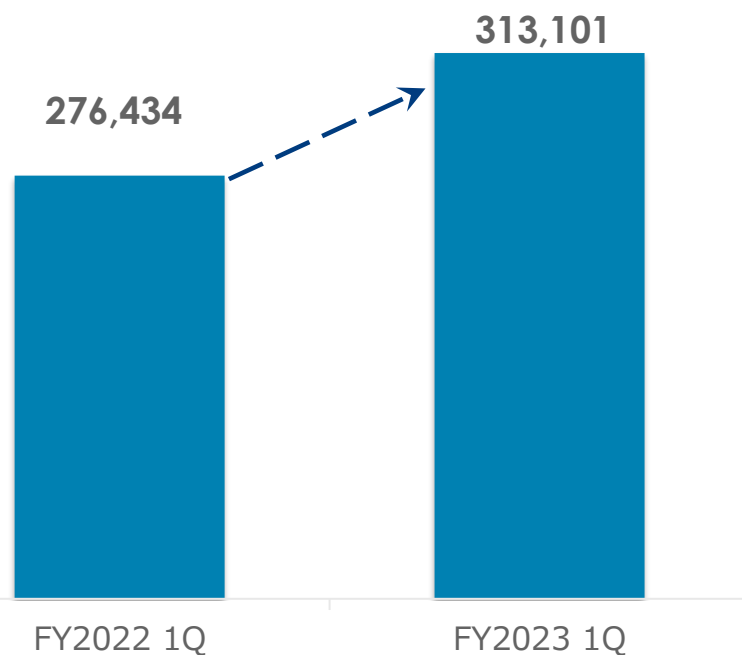
- 2 Business report and future business development
- 2-5 Report on Application Service Business (Temairazu)

## Segment profit (after cost allocation)

YoY +13.3% (QoQ +6.2%)



TEMAIRAZU



Unit: JPY 1,000

### Impact of COVID-19

- Cancellation due to closure etc. of mainly small-scale properties is still occurring, but the number is decreasing.
- Despite of occurrence of 7th wave of COVID-19 spread, no activities restriction was laid. People became more active and number of reservations increased resulting in increase of variable income.

## 2 Business report and future business development

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

- Responding to returning demand of accommodation which had been low due to the COVID-19.
- 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  
functions**

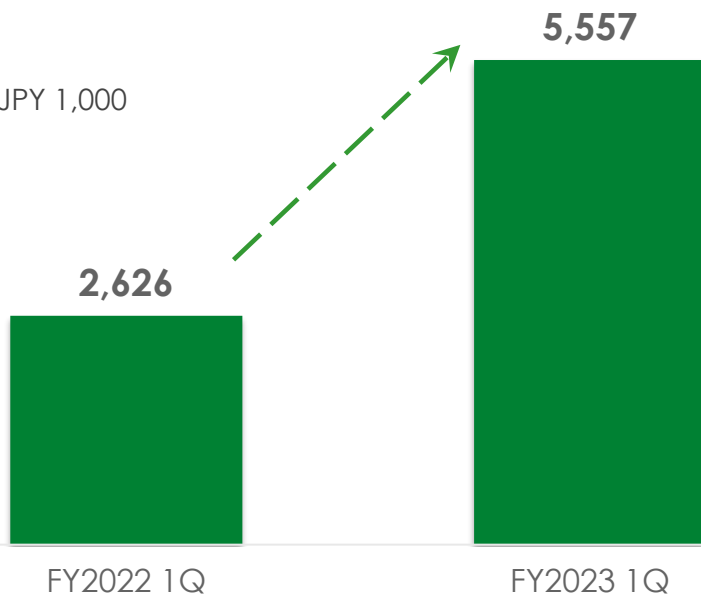
- 2 Business report and future business development
- 3 Report on Hikaku.com segment (Internet Media segment)

## Segment profit (after cost allocation)

**YoY +111.6%**  
**(QoQ -14.7%)**



Unit: JPY 1,000



- Continuous implementation of the following measures
  - Review of ad placement
  - Search Engine Optimization
  - User interface improvements
  - Improved mobile usability
- Although lower than peak demand for online shopping due to staying at home decreased, sales increased YoY and also compared to 1Q before corona outbreak. The effects of the continued measures so far are beginning to emerge.

# Company Profile

Trade Name	Temairazu, Inc.	
Establishment	August 4, 2003	
Account closing month	June	
Capital fund	JPY 717,041,935 (As of Jun 30, 2022)	
Number of shares issued	6,479,834 (As of Jun 30, 2022)	
Share trading unit	100 (As of Jun 30, 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”	<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 1<sup>st</sup> 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 Sep 2021. 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.com/ir/news>

## Press Release

<https://www.temairazu.com/press>