



FY2026/10 Q2 Financial Results

tripla Co., Ltd.
June 2026

Agenda

FY2026/10 Q2 Financial Results Overview

FY2026/10 Guidance Revision

Key KPI Progress

Company Overview

Appendix

tripla Management Strategy (Recap)

FY2026/10 Financial Plan (Recap)

Agenda

- **FY2026/10 Q2 Financial Results Overview**
- FY2026/10 Guidance Revision**
- Key KPI Progress**
- Company Overview**
- Appendix**
 - tripla Management Strategy (Recap)**
 - FY2026/10 Financial Plan (Recap)**

Guidance Revision

- **FY2026/10 guidance revised upward**
→ driven by cost reductions and FX gains (p.11)

Financial Overview

All profit items exceeded H1 plan

- **Op. Revenue: JPY 1,662M / vs. H1 Plan: +0.5%**
- **Op. Profit: JPY 467M / vs. H1 Plan: +22.0%**
- **Ordinary Profit: JPY 537M / vs. H1 Plan: +32.4%**
- **Net Income Attributable to Owners of Parent: JPY 357M / vs. H1 Plan: +43.6%**

Q2 Key KPIs

tripla Book KPIs:

- **Take rate: Record high of 1.57% — driven by MCP and prepayment ratio improvement**
- **No. of properties: 4,210 / QoQ +172**
- **GMV (Domestic): JPY 49.6B / YoY +27.8%**

FY2026/10 Q2 – Consolidated, YoY

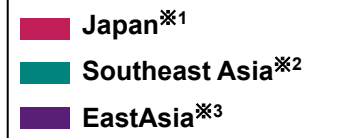
- Op. Revenue and Op. Profit both exceeded H1 plan
- Japan drives overall growth

Op. Revenue

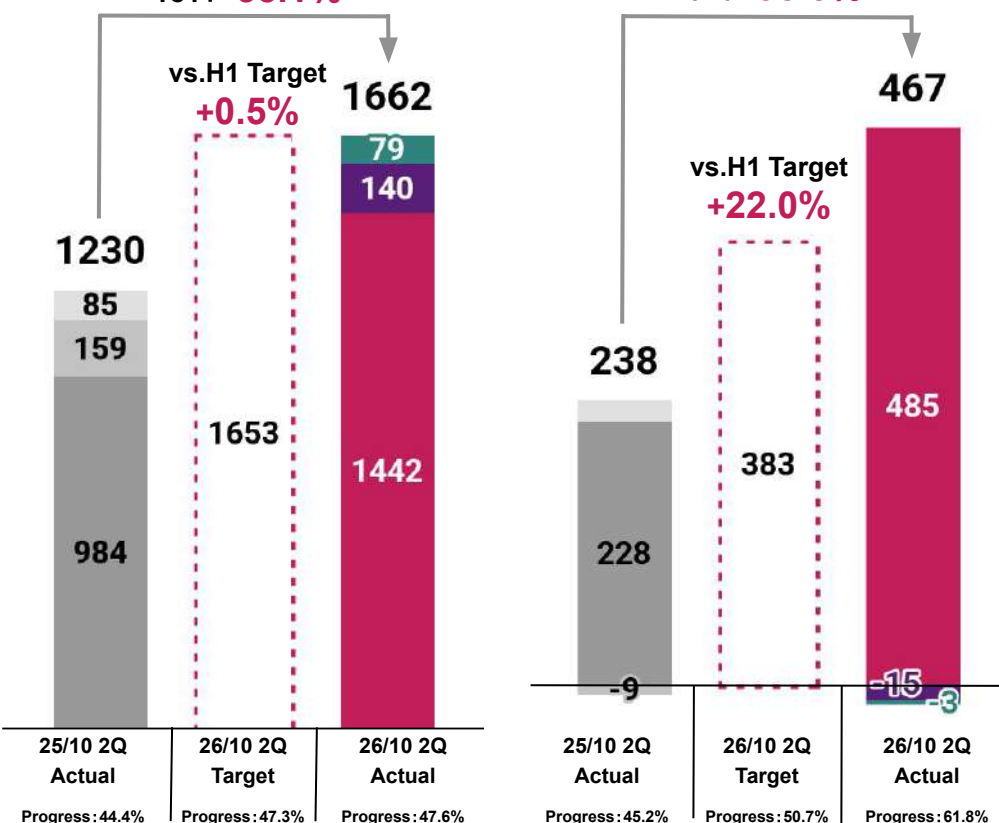
YoY: **+35.1%**

Op. Profit

YoY: **+95.6%** (JPY million)



(JPY million)



Op. Revenue	25/10 2Q	26/10 2Q	YoY	Full-Year Progress
Japan	996	1,442	+44.8%	48.7%
Southeast Asia	85	79	▲7.1%	41.2%
EastAsia	148	140	▲5.3%	41.8%
Total	1,230	1,662	+35.1%	47.6%

Op. Profit	25/10 2Q	26/10 2Q	YoY	Full-Year Progress
Japan	228	485	+112.9%	64.5%
Southeast Asia	19	▲3	-	-
EastAsia	▲9	▲15	-	-
Total	238	467	+95.6%	61.8%

FY2026/10 Q2 – Standalone, YoY

- Op. Revenue: JPY 1,454M / Op. Profit: JPY 480M / No. of properties: 4,175

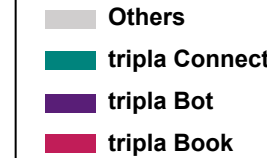
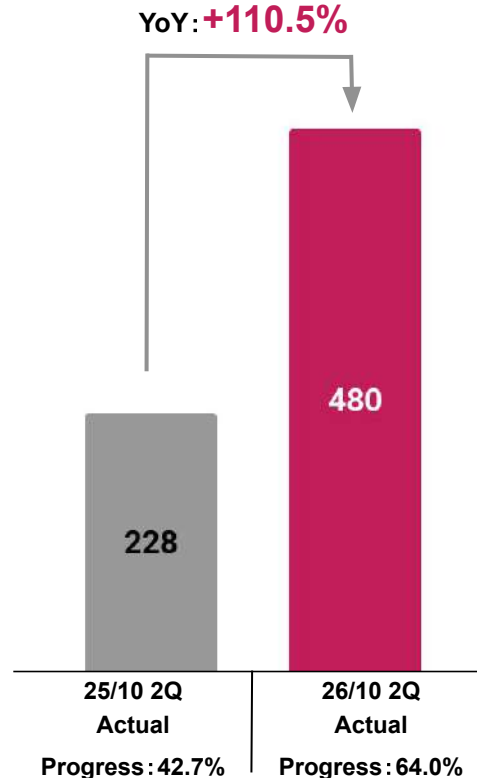
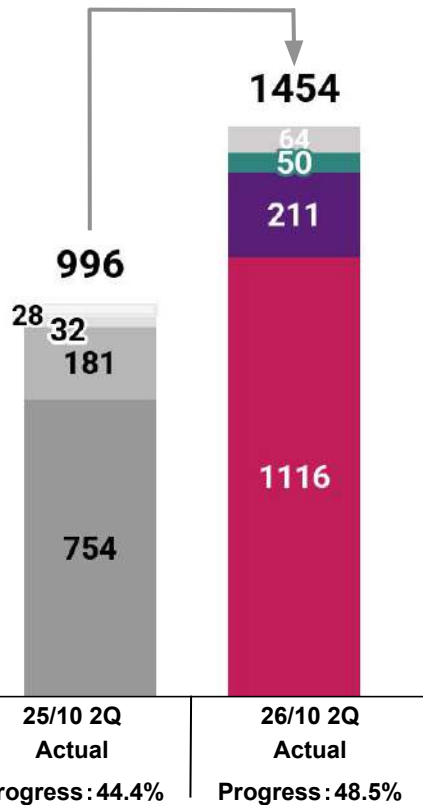
Op. Revenue

Op. Profit

(JPY million)

YoY: **+46.0%**

YoY: **+110.5%**



Op. Revenue	25/10 2Q	26/10 2Q	YoY	Full-Year Progress
tripla Book	754	1,123	+49.0%	47.6%
tripla Bot	181	214	+18.3%	52.6%
tripla Connect	32	50	+54.4%	42.3%
Others	28	65	+132.3%	59.2%
Total	996	1454	+46.0%	48.5%

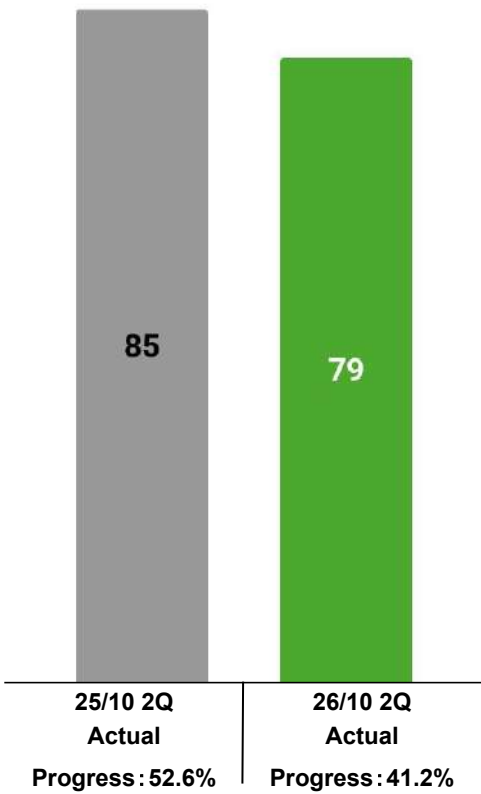
tripla Book Supplemental

- Fixed Revenue: JPY 237M / YoY +16.7%
- P4P Revenue: JPY 886M / YoY +61.0%

- Op. Revenue: JPY 79M / Op. Profit: ▲JPY 3M / No. of properties: 3,669

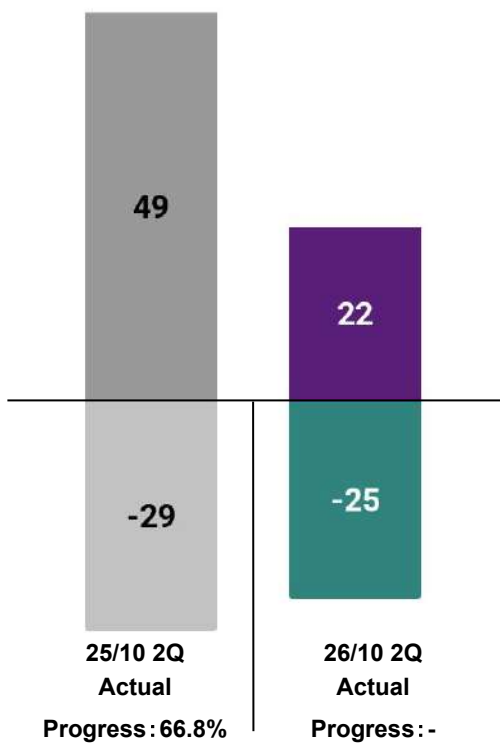
Op. Revenue※1

(JPY million)



Op. Profit

(JPY million)



Op. Profit(Before Goodwill)
Goodwill※2

	25/10 2Q	26/10 2Q	YoY	Full-Year Progress
Op. Revenue	85	79	▲7.1%	41.2%
Op. Profit	20	▲3	-	-

※1: tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, tripla Philippines Technologies Inc.
※2: Goodwill amortization fluctuates due to impairment of goodwill and intangible assets at tripla Singapore (formerly Endurance).

FY2026/10 Q2 – East Asia (Taiwan / Korea), YoY

- Op. Revenue: JPY 140M / Op. Profit: ▲JPY 15M / No. of properties: 1,187

Op. Revenue

(JPY million)

159



25/10 2Q
Actual

Progress: 56.7%

Op. Profit

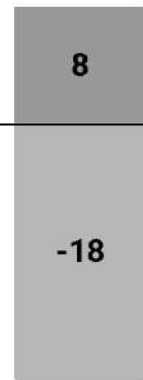
(JPY million)

140



26/10 2Q
Actual

Progress: 41.8%



25/10 2Q
Actual

Progress: -



26/10 2Q
Actual

Progress: -

Op. Profit(Before Goodwill)

Goodwill^{※2}

SI

Website Builder

Channel Manager

Chatbot

Booking Engine

	25/10 2Q	26/10 2Q	YoY	Full-Year Progress
Op. Revenue	159	140	▲5.3%	41.8%
Op. Profit	▲9	▲15	-	-

※1: Surehigh international Technology Inc., JASON FAMILY TRAVEL SERVICE CO., LTD., and Korea branch.

※2: YoY not shown as prior-year actual was negative.

※3: Temporary Op. Revenue from System Integration.

※4: Goodwill amortization fluctuates due to earn-out consideration contingent on Surehigh achieving certain performance thresholds.

FY2026/10 Q2 Financial Results (Consolidated)

- Op. Revenue: JPY 1,662M / YoY +35.1%
- Op. Profit: JPY 467M / YoY +95.6%

(JPY thousand)

	25/10 Q2 Actual	25/10 Full-Year Actual	25/10 Full-Year Progress	26/10 Q2 Actual	26/10 Full-Year Plan	26/10 vs. H1 Plan	26/10 Full-Year Progress	YoY
Op. Revenue	1,230,273	2,573,543	44.4%	1,662,464	3,493,224	+0.5%	47.6%	+35.1%
Japan ^{※1}	996,151	2,150,330	43.5%	1,442,258	2,963,491	+2.5%	48.7%	+44.8%
SE Asia ^{※2}	85,604	162,398	43.3%	79,494	193,160	▲9.1%	41.2%	▲7.1%
East Asia ^{※3}	148,517	260,509	52.7%	140,711	336,572	▲11.3%	41.8%	▲5.3%
Op. Revenue Growth	+61.7%	+37.8%	-	+35.1%	+35.7%	-	-	-
Op. Expenses	991,332	2,053,702	-	1,195,118	2,737,503	-	-	-
Op. Profit	238,940	519,841	45.2%	467,345	755,721	+22.0%	61.8%	+95.6%
Op. Profit Margin	19.4%	20.2%	-	28.1%	21.6%	-	-	-
Ordinary Profit	269,870	583,993	51.1%	537,081	813,948	+32.4%	66.0%	+99.0%
Net Income	234,628	505,441	57.8%	359,204	515,368	+42.9%	69.7%	+53.1%
Net Income Attrib. to Owners of Parent	232,272	501,815	57.6%	357,859	510,312	+43.6%	70.4%	+54.1%

※1: Japan standalone excluding Korea branch.

※2: tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, tripla Philippines Technologies Inc.

※3: tripla Taiwan Co., Ltd., Surehigh International Technology Inc., JASON FAMILY TRAVEL SERVICE CO., LTD., and Korea branch.

FY2026/10 Q2 Financial Results (Standalone)

- Op. Revenue: JPY 1,454M / YoY +46.0%
- Op. Profit: JPY 480M / YoY +110.5%

(JPY thousand)

	25/10 Q2 Actual	25/10 Full-Year Actual	25/10 Full-Year Progress	26/10 Q2 Actual	26/10 Full-Year Plan	26/10 Full-Year Progress	YoY
Op. Revenue	996,151	2,150,330	46.3%	1,454,094	2,998,820	48.5%	+46.0%
tripla Book	754,025	1,609,780	42.0%	1,123,753	2,361,326	47.6%	+49.0%
tripla Bot	181,116	403,727	50.3%	214,307	407,219	52.6%	+18.3%
tripla Connect	32,962	76,262	45.7%	50,882	120,205	41.7%	+54.4%
Others	28,046	60,559	43.2%	65,151	110,068	58.8%	+132.3%
Op. RevenueGrowth	+36.7%	+31.1%	-	45.9%	-	-	-
Churnrate_Book ※1	0.3%	0.3%	-	0.8%	-	-	-
Churnrate_Bot ※1	0.7%	0.4%	-	0.6%	-	-	-
Op.Expense	768,016	1,616,387	-	958,532	2,220,904	-	-
Op. Profit	228,134	533,942	42.7%	494,441	750,637	<u>64.0%</u>	<u>+110.5%</u>
Op. Profit Margin	22.9%	24.8%	-	34.0%	28.1%	-	-
Ordinary Profit	224,046	555,908	40.3%	540,199	794,537	<u>68.0%</u>	<u>+141.1%</u>
Net Income	195,896	473,024	41.4%	370,536	529,905	<u>69.9%</u>	<u>+89.1</u>

Agenda

FY2026/10 Q2 Financial Results Overview



FY2026/10 Guidance Revision

Key KPI Progress

Company Overview

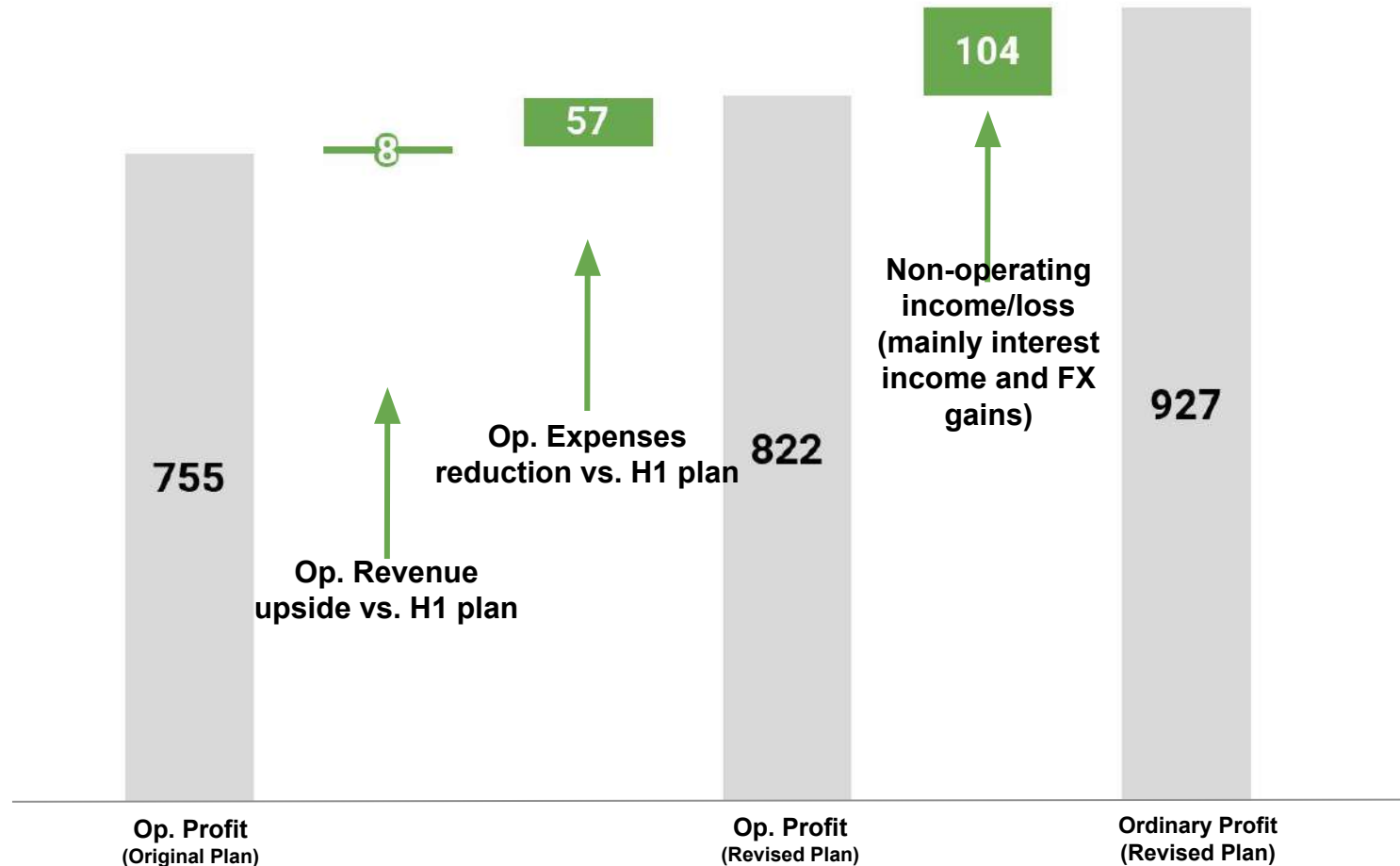
Appendix

tripla Management Strategy (Recap)

FY2026/10 Financial Plan (Recap)

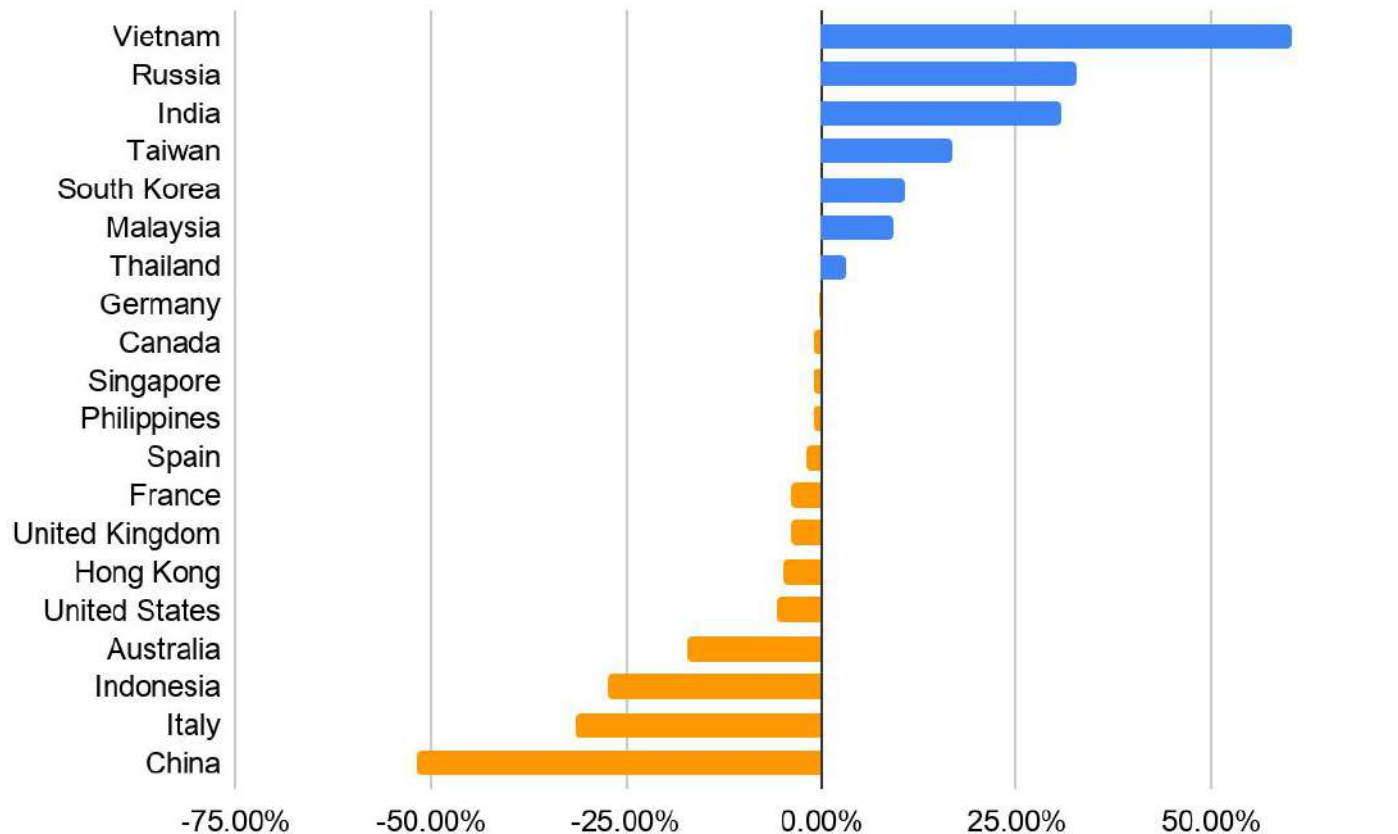
Guidance Revision Overview

- Significant increase in interest income from escrowed funds, driven by higher GMV and prepayment ratio for tripla Book.



Assumptions

- April foreign overnight stays grew steadily from neighboring countries (Taiwan, Korea, etc.)
- However, China-Japan relations and prolonged Middle East tensions are reducing high-spend European visitors※1
- No material impact on current performance, but H2 budget designed assuming this trend continues



※1: Tourism Agency statistics — latest data uses preliminary figures.

FY2026/10 Guidance Revision

(JPY thousand)

	26/10(Original)			26/10(Revised)	vs. Previous Plan
	H1 Plan	H2 Plan	Full-Yaer Plan	Full-Yaer Plan	Full-Yaer Plan
Op. Revenue	1,653,845	1,839,379	3,493,224	3,501,843	+8,618 (+0.2%)
Op. Revenue Growth	-	-	+35.7%	+36.1%	-
Op. Expense	1,270,648	1,466,855	2,737,503	2,679,554	▲ 57,948 (▲ 2.1%)
Op. Profit	383,197	372,523	755,721	822,288	+66,567 (+8.8%)
Ordinary Profit	405,753	408,194	813,948	927,173	+113,225 (+13.9%)
Net Income	251,435	263,933	515,368	605,984	+90,615 (+17.6%)
Net Income Attrib. to Owners of Parent	249,215	261,097	510,312	601,903	+91,590 (+17.9%)

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FY2026/10 Guidance Revision

✦ **Key KPI Progress**

Company Overview

Appendix

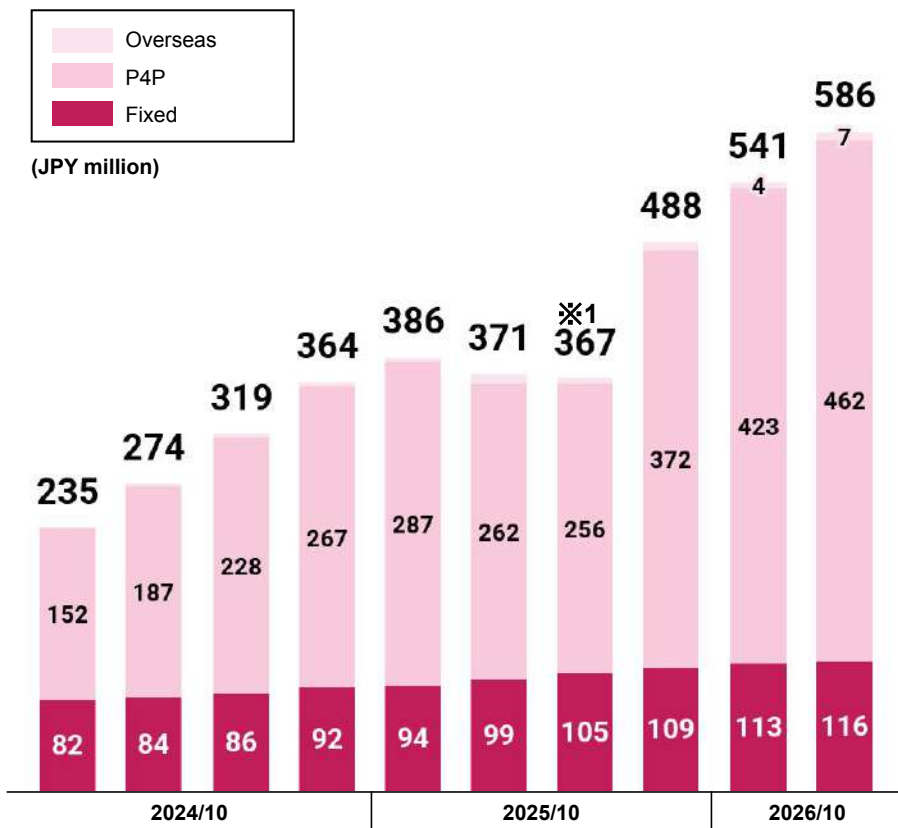
tripla Management Strategy (Recap)

FY2026/10 Financial Plan (Recap)

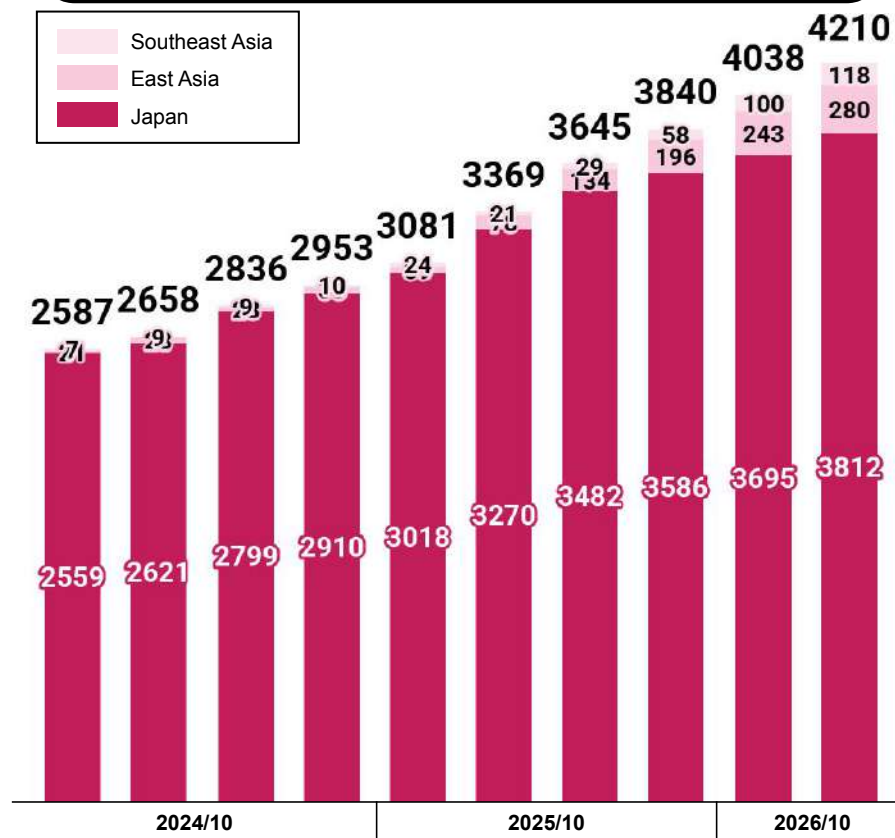
Key KPIs – By Segment (tripla Book 1/3)

- Book Op. Revenue: JPY 586M / Q2 YoY +49.0%
- P4P Revenue strongly driven by MCP (prepayment), continuing Q1 trend

BookOp. Revenue ※2



Number of Properties



※1: FY2025/10 Q3 P4P Revenue includes a temporary MCP impact of approx. ▲JPY 64M.

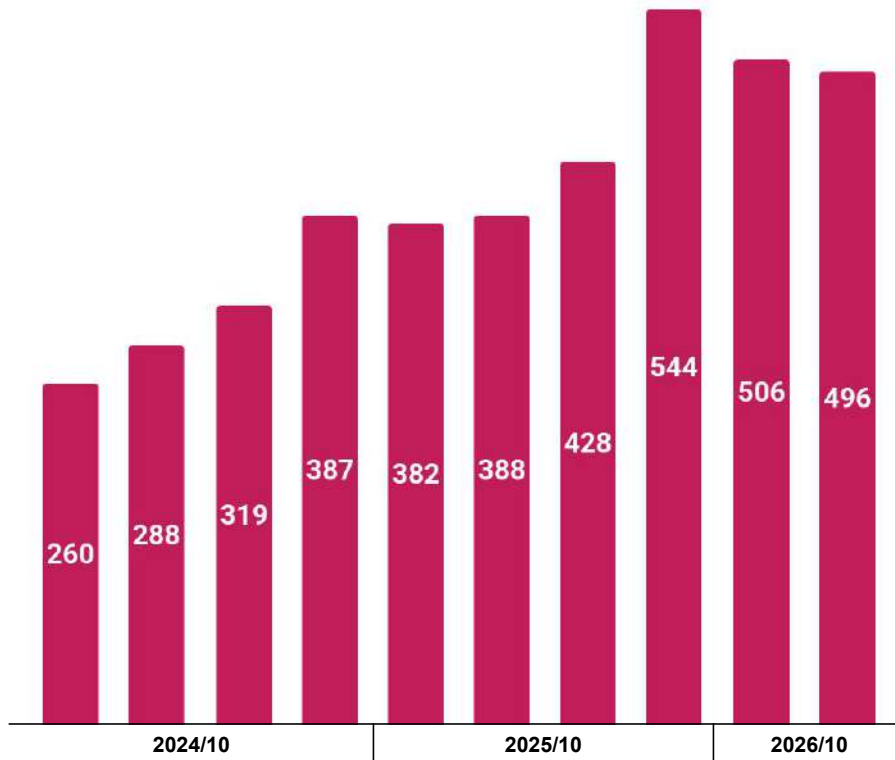
※2: Overseas revenue includes consolidated revenue and does not match standalone Op. Revenue breakdown.

Key KPIs – By Segment (tripla Book 2/3)

- Chinese travelers halved due to China-Japan tensions; limited impact on our business
- European travelers declining due to Middle East situation

Domestic GMV

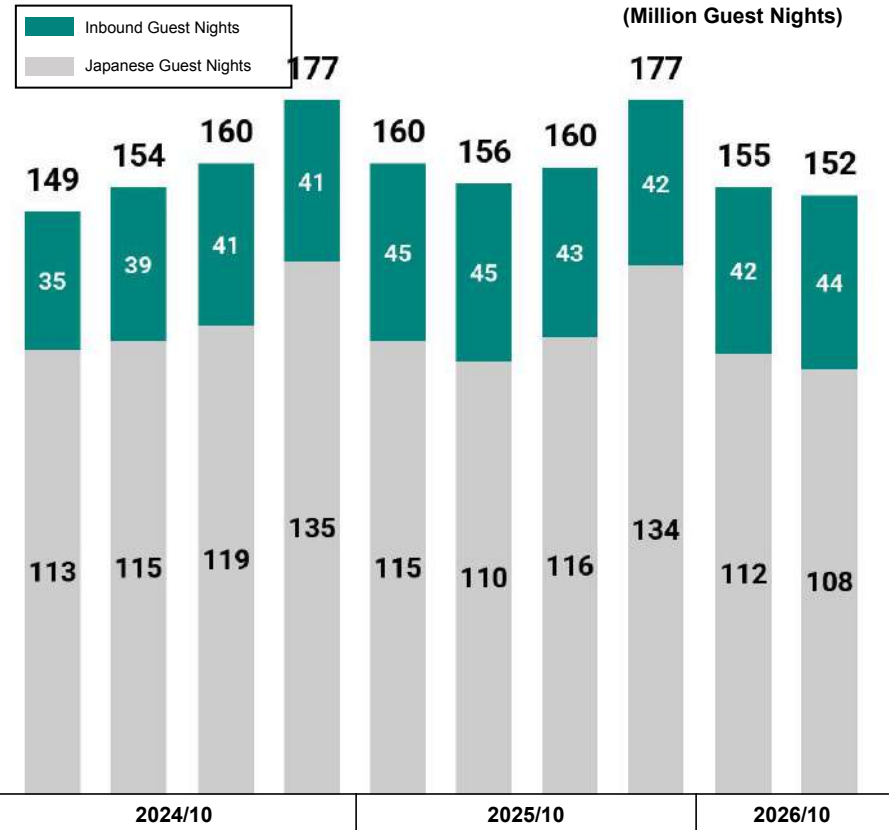
Billion JPY



Total Guest Nights

(Entire Market / Source: Japan Tourism Agency *1)

(Million Guest Nights)



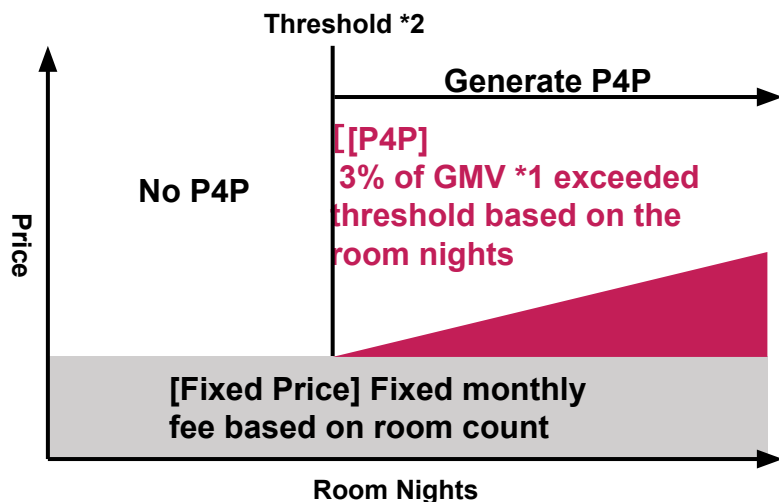
*1: For the Japan Tourism Agency statistics, the most recent data is based on the first preliminary figures, which are later updated to final figures, resulting in changes from figures in past presentation materials.

Key KPIs - By Segment (tripla Book 3/3)

- Take rate: Record high for second consecutive quarter — 1.57%

tripla Book Revenue Structure

P4P Room Night



P4P Payment

Charge according to the set fee rate

P4P Take Rate Trend



Take rate for Net GMV = (Revenue from P4P stay + Revenue from P4P payment) ÷ (GMV - GMV not subject to P4P stay *4)

*1: Abbreviation for Gross Merchandise Value.

*2: In principle, based on the past year's actual monthly stays via the previous official booking engine used by each property before contracting with tripla Book. During the COVID-19 pandemic, this period was excluded from calculations. Determined at the time of contract and not changed subsequently.

*3: Impact of delays in planned MCP payment development and exchange rate (TTS, TTB) setting errors during development.

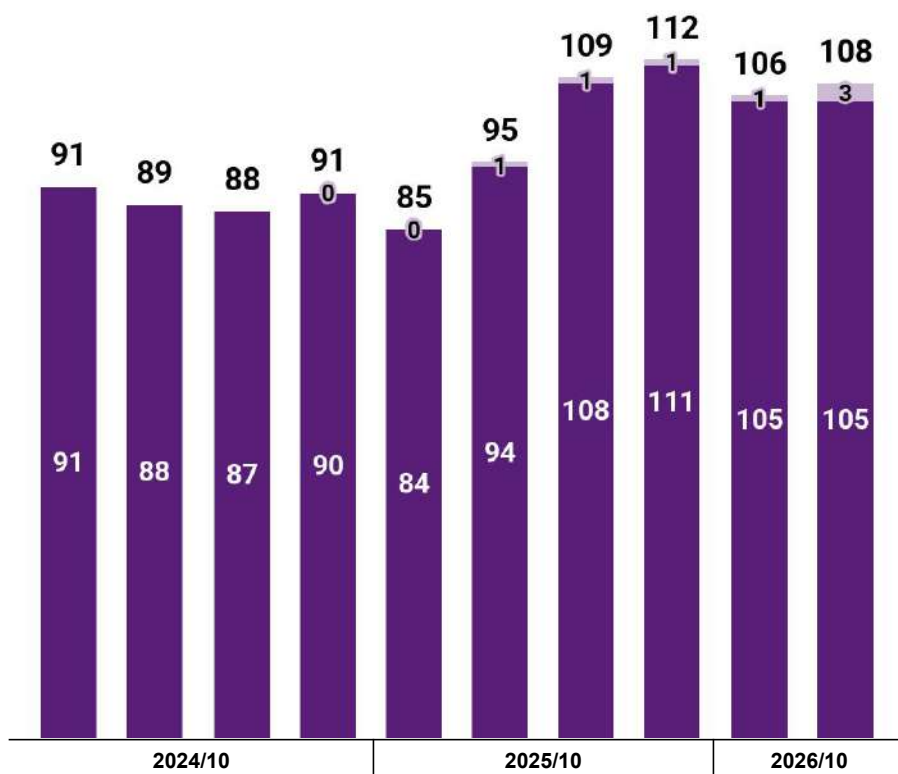
*4: GMV that does not generate Op. Revenue from "P4P Room Night" due to special contract conditions for certain major clients. Op. Revenue from "P4P Payment" is generated.

Key KPIs – By Segment (tripla Bot)

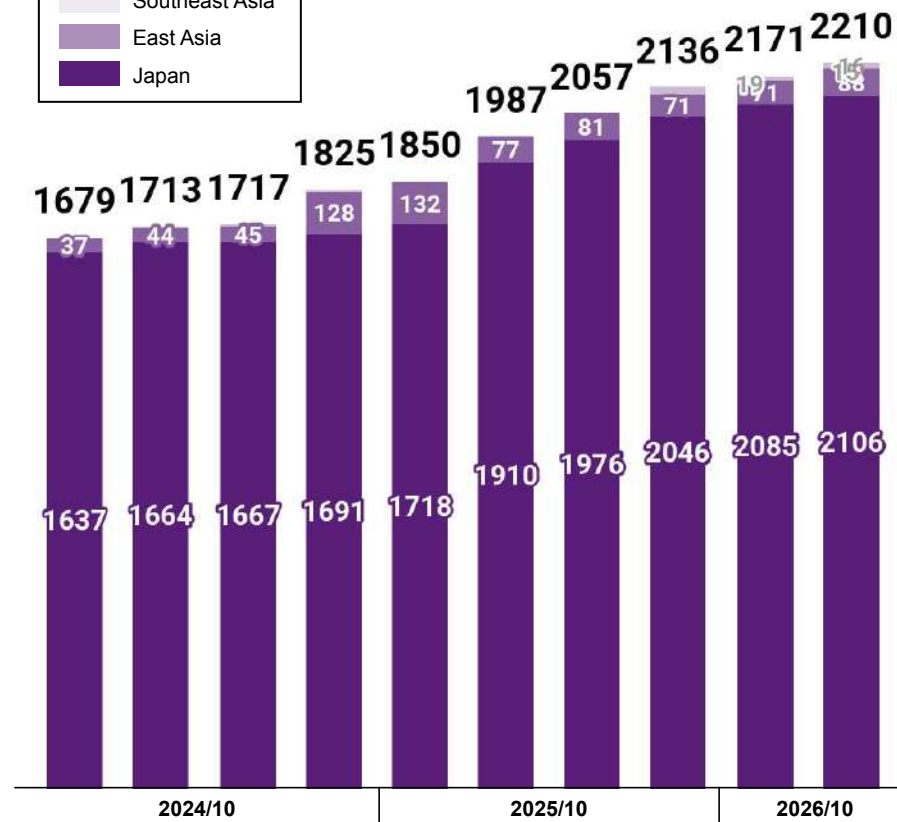
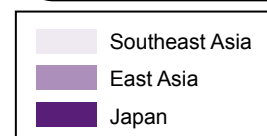
- Bot Op. Revenue: JPY 214M in Q2
- vs. H1 Plan: +6.4% / YoY: +18.3%

BotOp. Revenue ※1

(JPY million)



Number of Properties *2



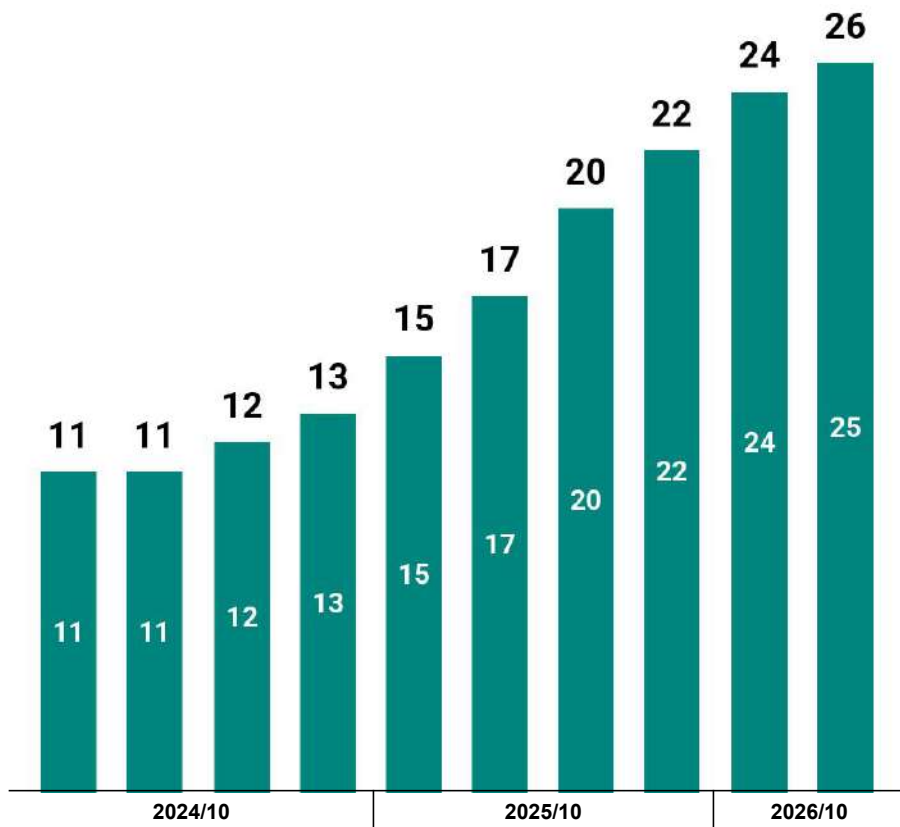
*1: Overseas revenue includes consolidated revenue, so it does not match the breakdown of standalone operating revenue.

Key KPIs – By Segment (tripla Connect)

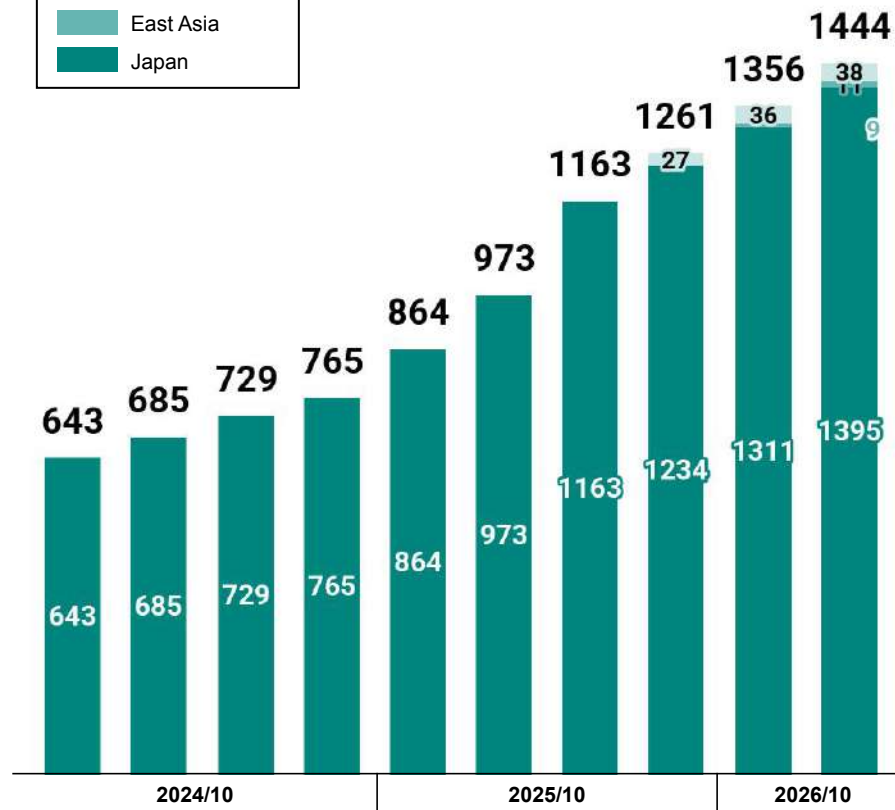
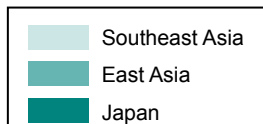
- Connect Op. Revenue: JPY 50M in Q2 / YoY: +52.2%

Connect Op. Revenue

(JPY million)



Number of Properties *1

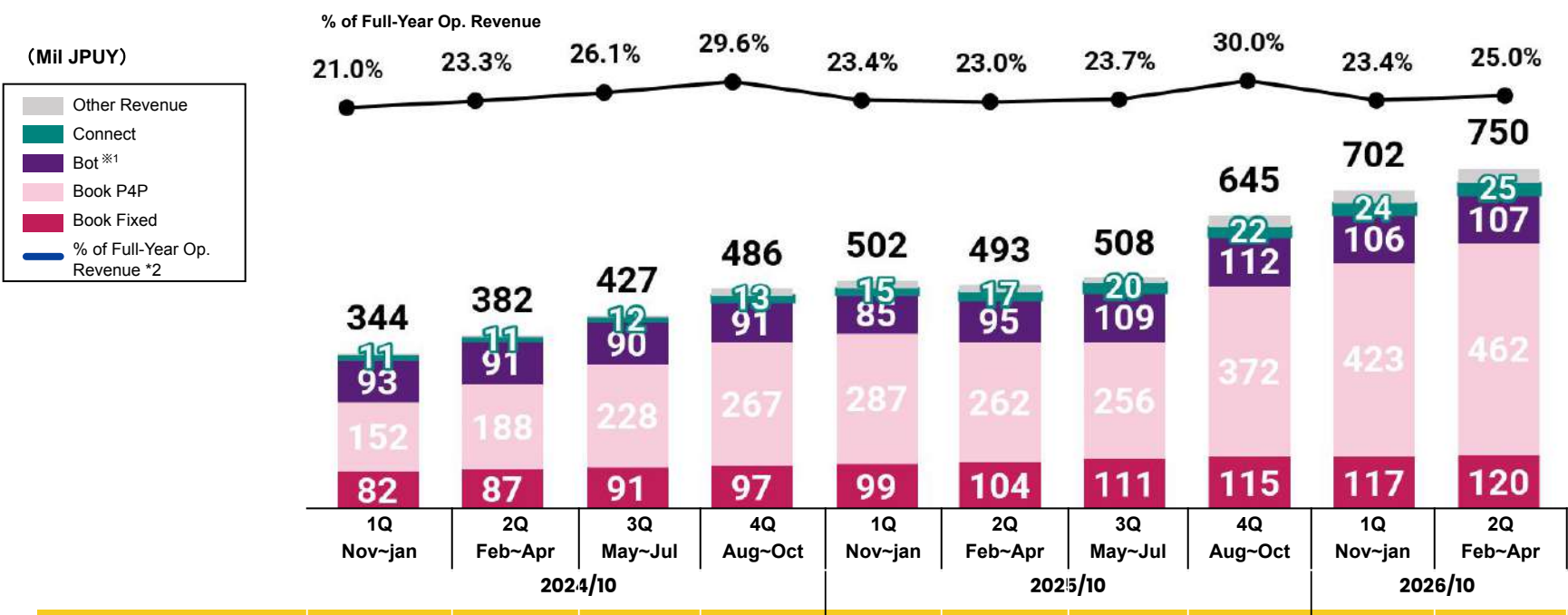


※1: Overseas revenue includes consolidated revenue and does not match standalone Op. Revenue breakdown.

Quarterly Op. Expenses Trend (Standalone)

- H2-weighted revenue structure reflecting seasonal travel demand

Op. Revenue



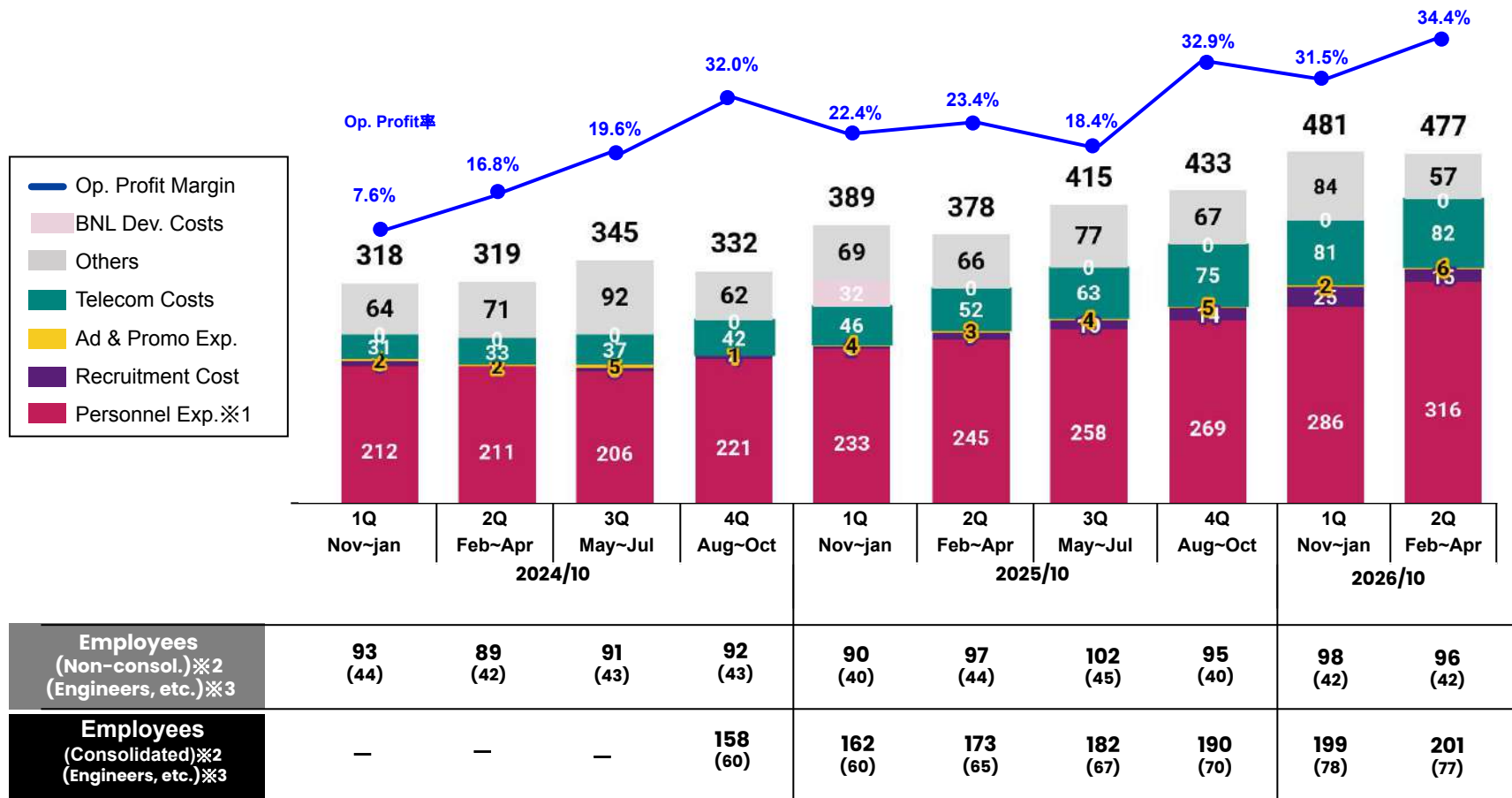
Book Fixed Revenue grows with increased no. of tripla Book properties

Book P4P Revenue is seasonal — Q4 (including August) tends to be strongest

Bot has both fixed and variable revenue; impacted by property growth and seasonality※1

※1: tripla Bot offers both fixed-only and fixed+variable plans with seasonality; shifting toward fixed plans, which changes the breakdown.

Quarterly Op. Expenses Trend (Standalone)



- **Personnel costs:** Increased Q1→Q2 FY2026/10 due to higher-cost engineer hires
- **Communications:** Includes server costs; tends to increase with customer growth (non-linear)
- **Advertising:** As a Vertical SaaS, marketing spend is kept low — different from typical SaaS companies
- **Total Op. Expenses:** No tripla-specific seasonality (unlike Op. Revenue)

※1: Personnel costs include salaries, statutory welfare, benefits, outsourcing fees, and stock-based compensation.
 ※2: Excludes temporary employees; includes secondees from subsidiaries (from FY2024/10 onward, shown net of secondees).
 ※3: Includes product managers, designers, QA testers, and other product-related members.
 ※4: FY2025/10 Q2 includes a one-time outsourcing payment to BookandLink; no group-level impact.

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Key KPI Progress

✧ **Company Overview**

Appendix

tripla Management Strategy (Recap)

FY2026/10 Financial Plan (Recap)

Company Overview

Company Name tripla Co., Ltd.

Rep.Directors Kazuhisa Takahashi / Kaku Toriu

Business Internet Services & Travel Agency

Capitals ¥875.38M

Website <https://tripla.io>

Established April 15th, 2015

Employees Standalone: 96
Consolidated: 201 *as of 2026/4

Head Office 4-15-3 Nishi-Shinjuku, Shinjuku-ku, Tokyo

Location Japan, Taiwan, Hong Kong, Korea, the United States, Singapore, Indonesia, Thailand, Philippine

Travel Agency Governor of Tokyo #2-7240

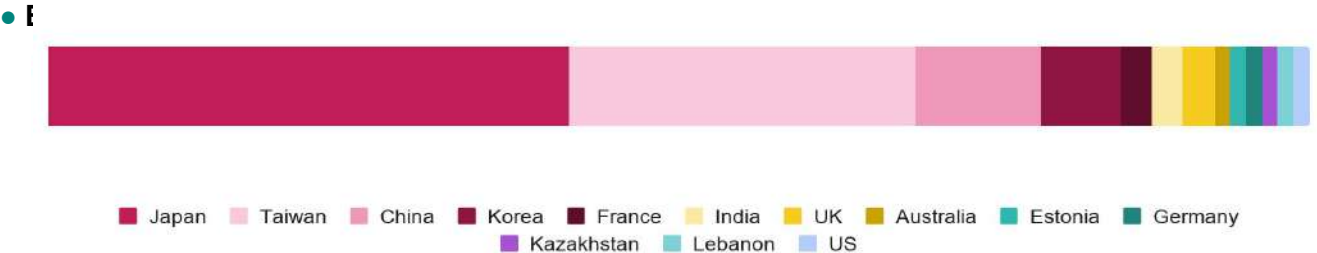
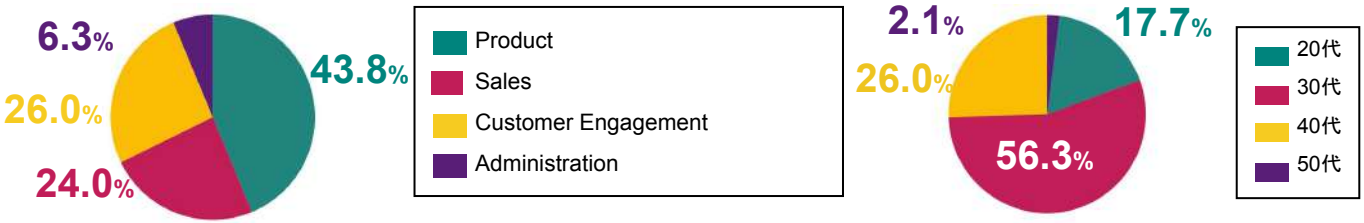
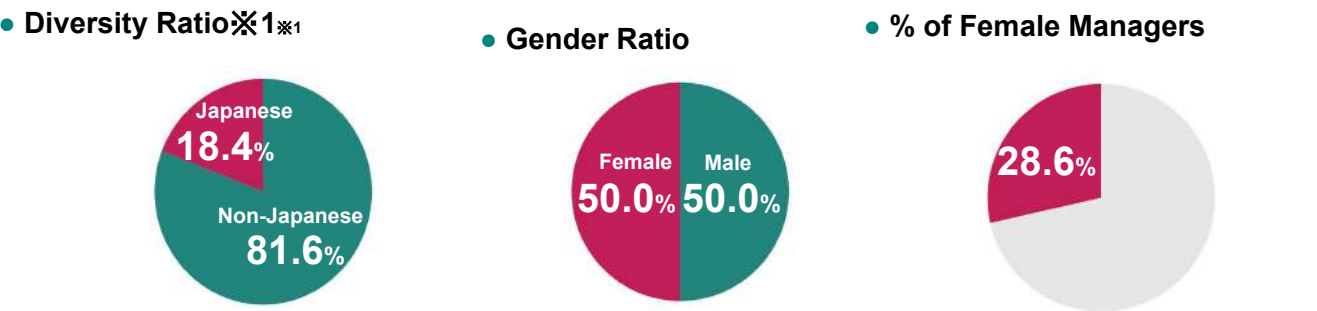
Look tripla with Numbers

triplaBusiness※1

- Established
2015
- Locations
9 Countries
- Property Count ※2
10,093
- Service Count
12 Services

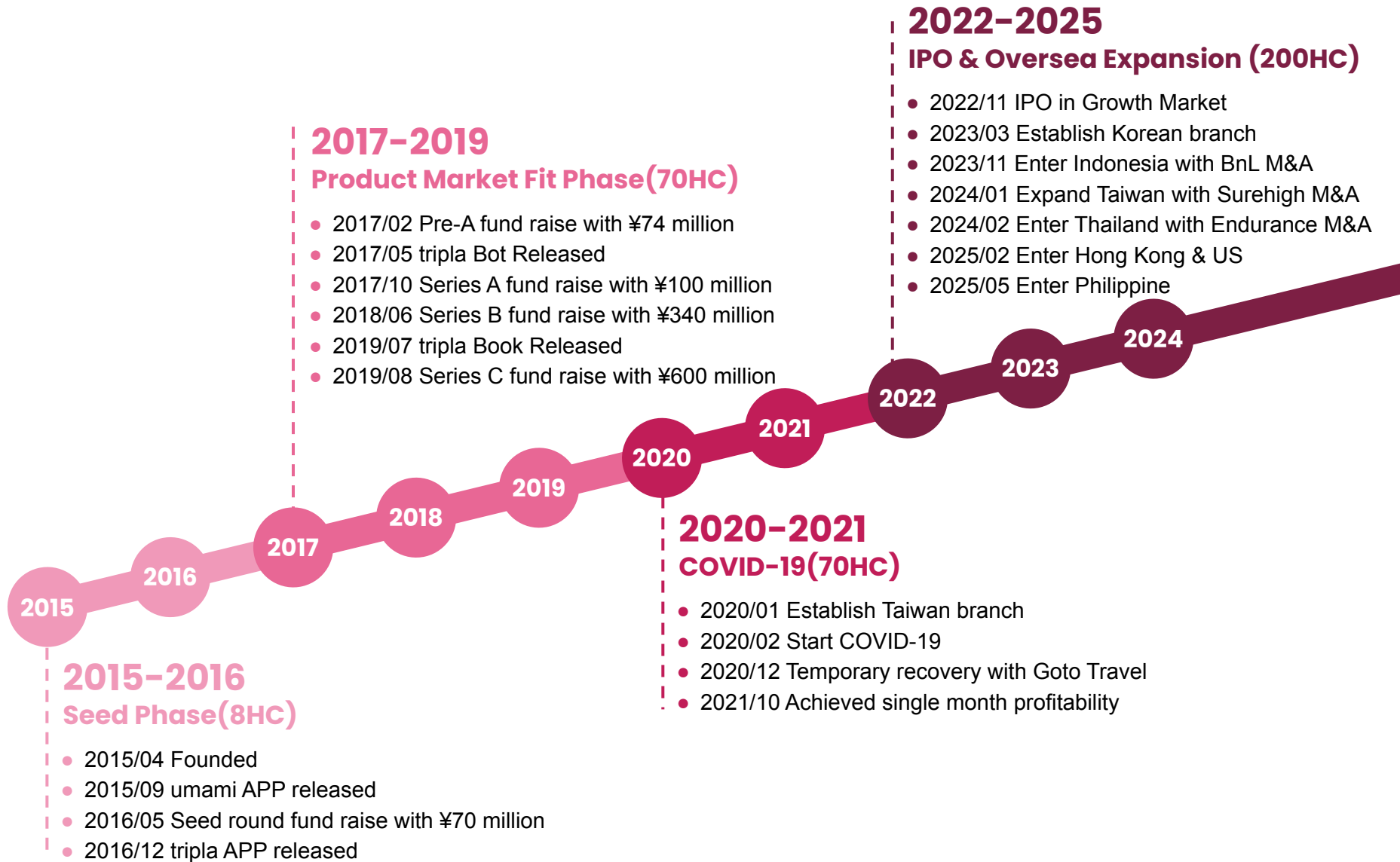
tripla Human Resources

- Employees
201
- Nationalities
18
- Average Age
35.8



※1: Includes subsidiaries

History of tripla



Introduction of Management Team



Rep. Director, CEO

Kazuhisa Takahashi

Career:

Education: Hokkaido University
Wake Forest University MBA



Rep. Director, CPO

Kaku Toriu

Career:

Education: New York University
Business Breakthrough University MBA



Director, CFO

Hiroki Tanaka

経歴:

学歴: Keio University



Executive Officer, Business Development

Masahiro Okubayasi

経歴:

学歴: Kobe University



Executive Officer, Customer Engagement
Koutatsu Kawamoto

Career:

Education: Keio University



Executive Officer, CTO

Hakim Mouslih

Career:

Education: Université d'Angers



Full-time Auditor

Chikami Yamazoe

Career:

Education: Rikkyo University

Qualifications: CPA



Executive Officer, Overseas Partnership
Philippe Raunet

Career:

Education: Université de Versailles Saint-Quentin-en-Yvelines

Purpos

**最高の旅行ソリューションを通じて、
宿泊施設の持続可能な成長と、
世界中の地域社会の発展を支援する。**

Drive the sustainable growth of accommodations and the development of communities around the world with the best travel solutions.

-
- Promote sustainable development of the local tourism industry by maximizing the profits of accommodations and supporting investments in facility improvements, environmental initiatives, and hospitality enhancement.
 - Promote initiatives to strengthen collaboration between accommodations and local communities, supporting regional revitalization.
 - Support accommodations in meeting diverse needs and providing inclusive, sustainable tourism experiences.

Vision

顧客体験の向上と省人化を実現する

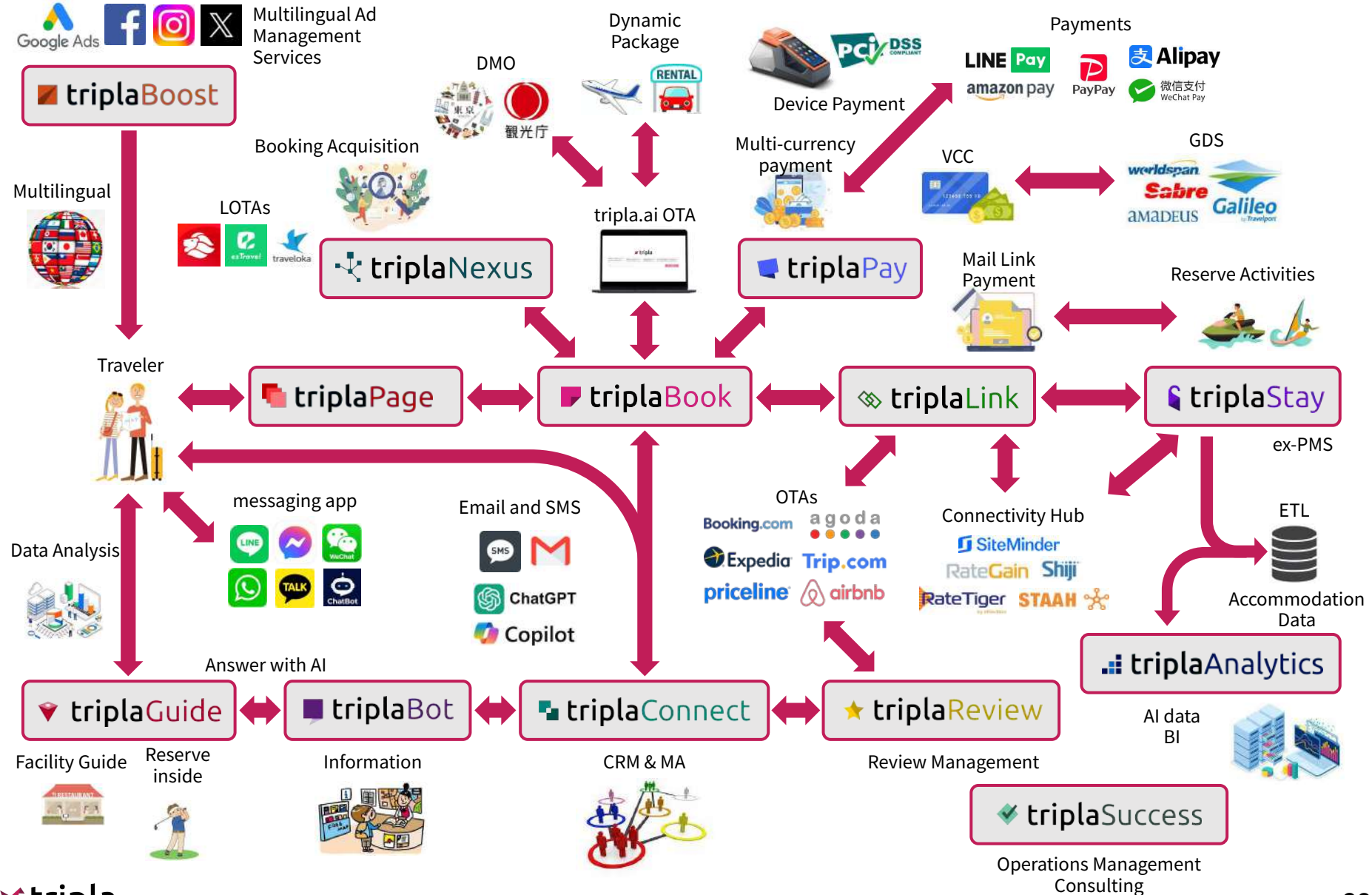
デジタルソリューションを提供し、旅行業界を革新する。

To revolutionize the hospitality industry by providing digital solutions that drive excellence in customer experience and operational efficiency.

Core Values

- 顧客満足実現へのマーケットイン
- オーナーシップ
- 結果に拘るアクション
- Market-In for Customer Satisfaction
- Ownership
- Action with Results
- イノベーションへの挑戦
- チームと自身の成長
- 生産性の追求
- 謙虚、尊敬、信頼
- Challenge for Innovation
- Stretch the Team & Yourself
- More with Less
- Humility, Respect & Trust

Service MAP of tripla



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Key KPI Progress

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tripla Management Strategy (Recap)

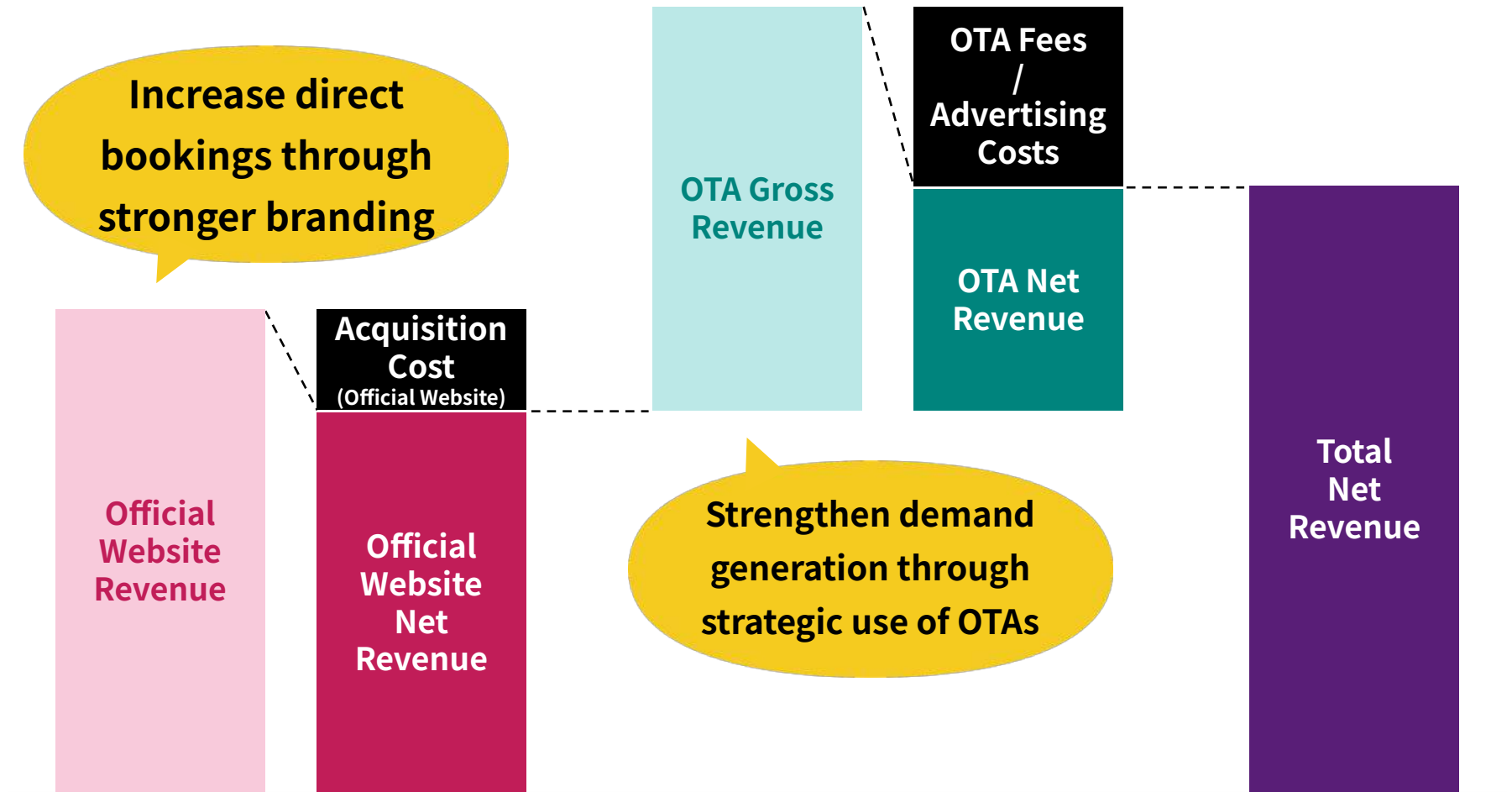
FY2026/10 Financial Plan (Recap)

By responding to the evolution of AI-powered search, we aim to expand our addressable market and maximize revenue for accommodation facilities.





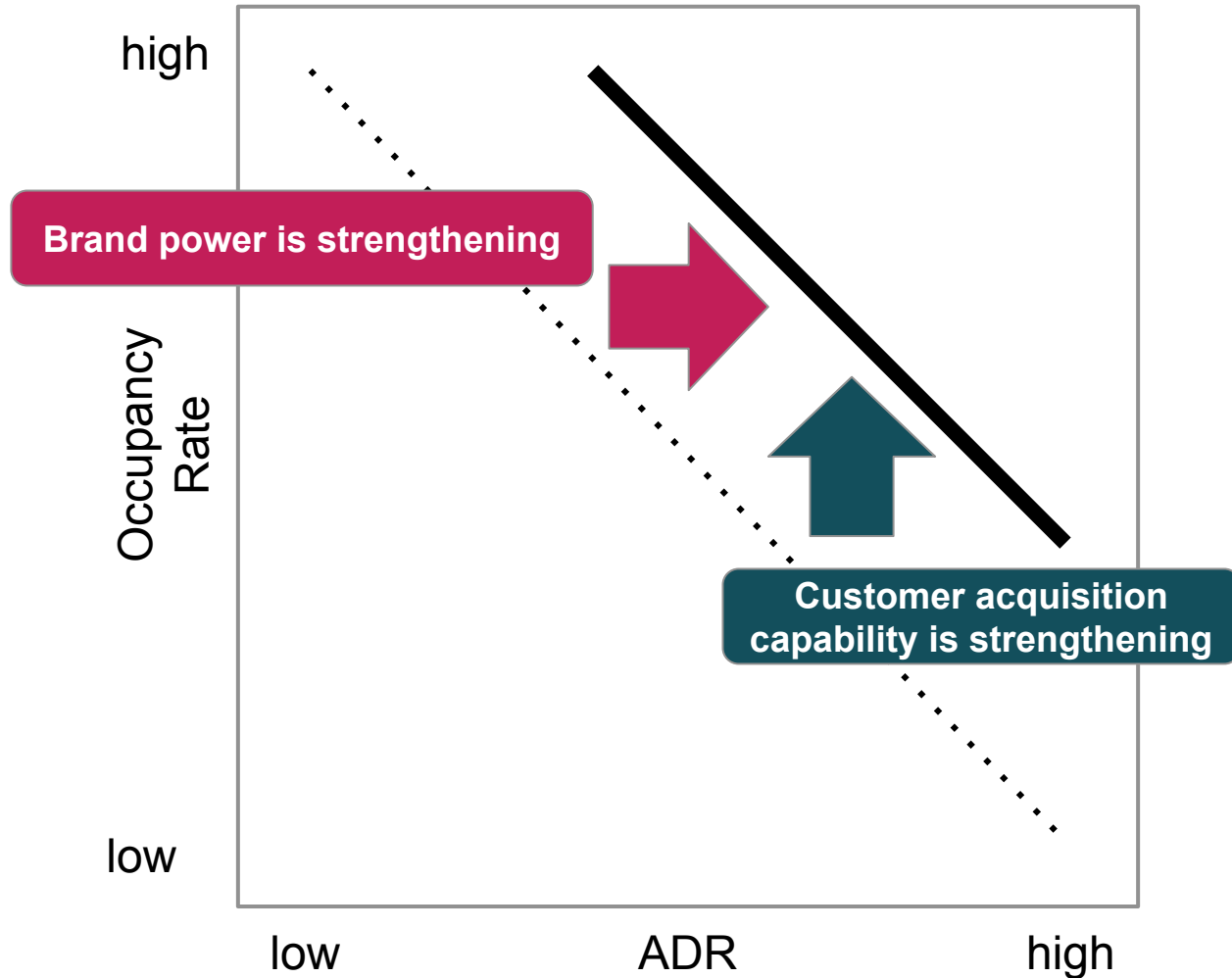
Mechanism to Maximize Profitability in the Hospitality Industry



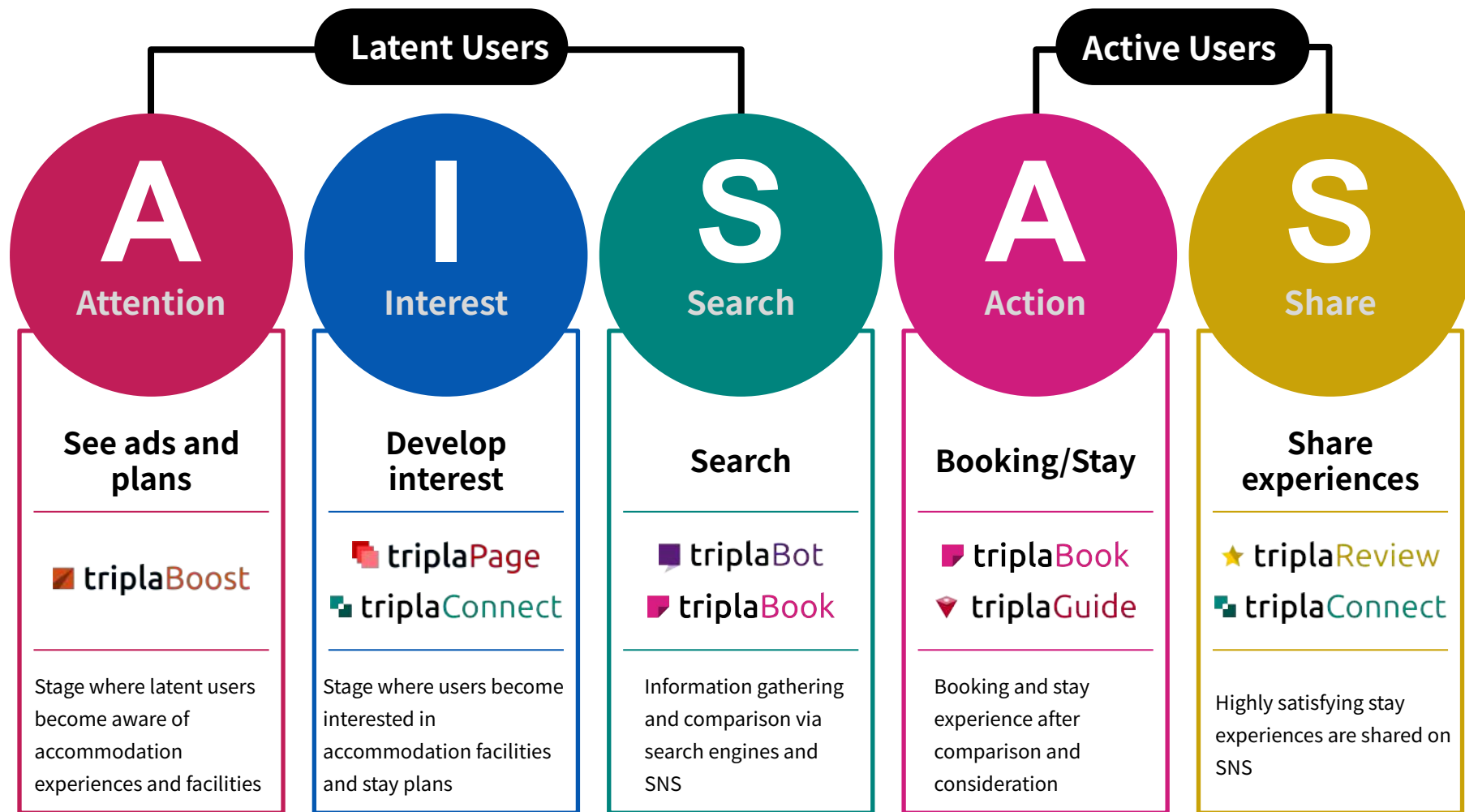


Enhance Brand Power and Demand Generation for Facilities

Stronger brand power drives higher ADR, while stronger demand generation improves occupancy rates.



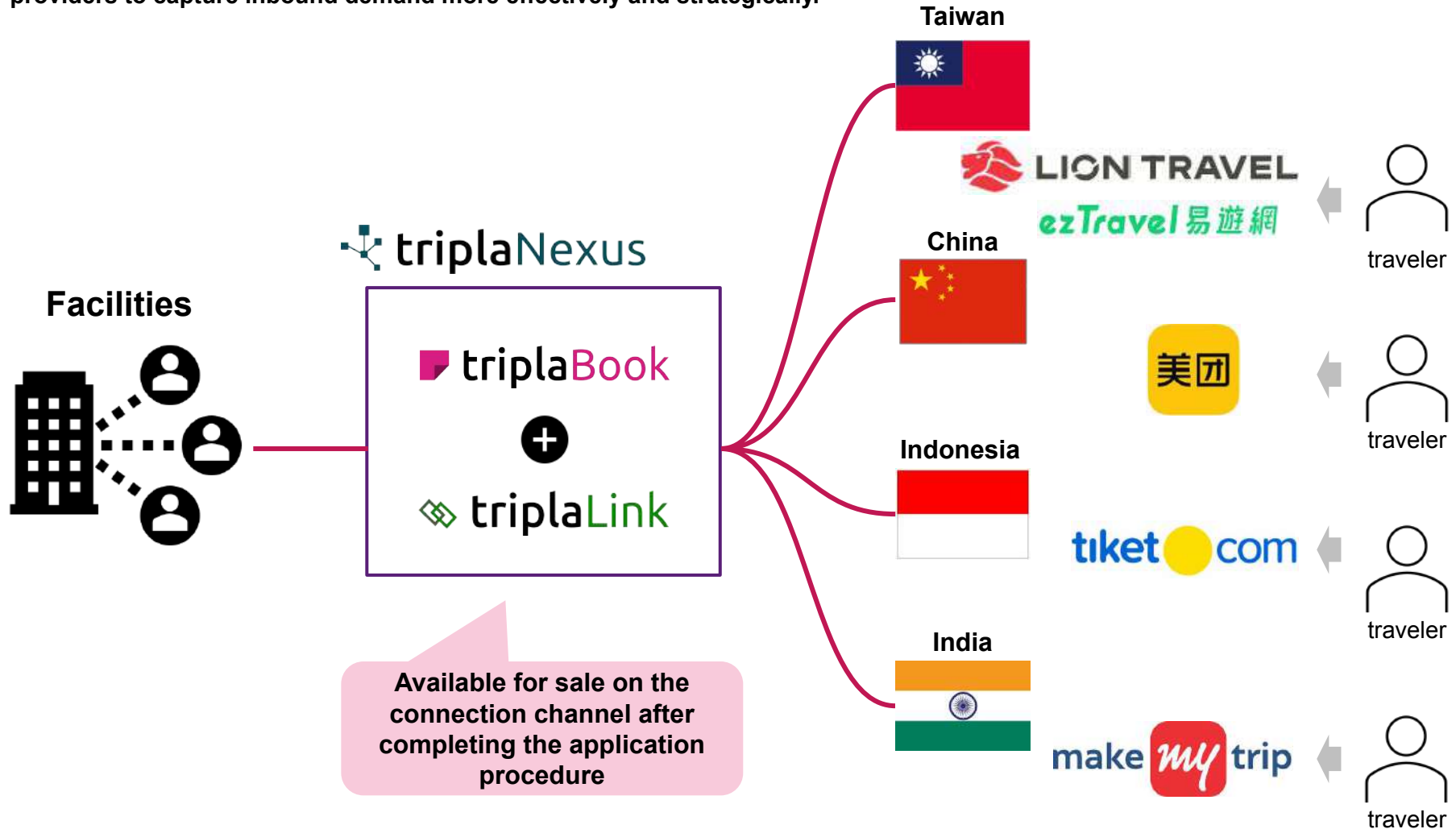
Brand Contribution Map of tripla Services Based on the AISAS Model





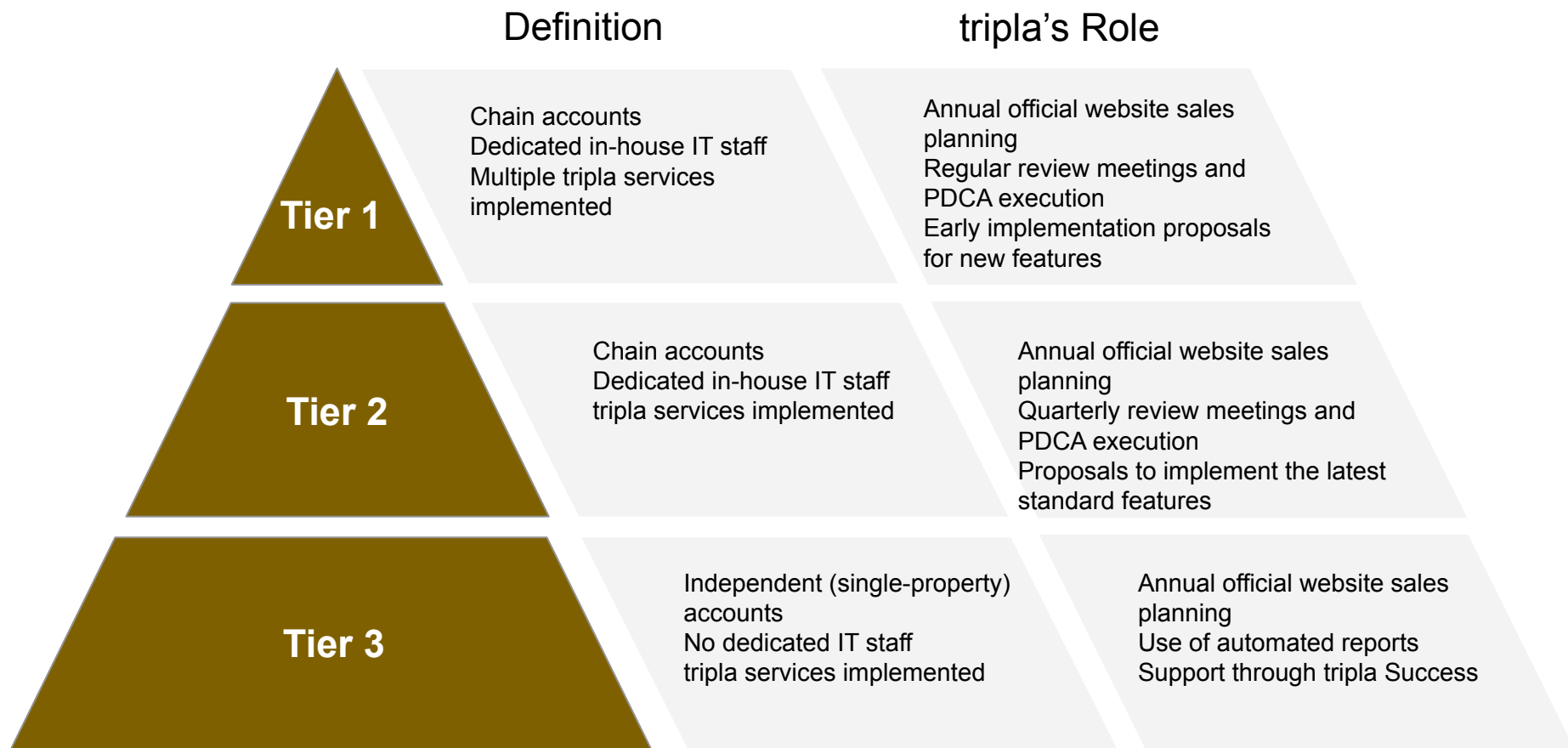
Enabling Strategic Inbound Bookings through System Integration with Local OTAs

By integrating with local OTAs in Taiwan, Indonesia, India, South Korea, and other regions, tripla enables accommodation providers to capture inbound demand more effectively and strategically.





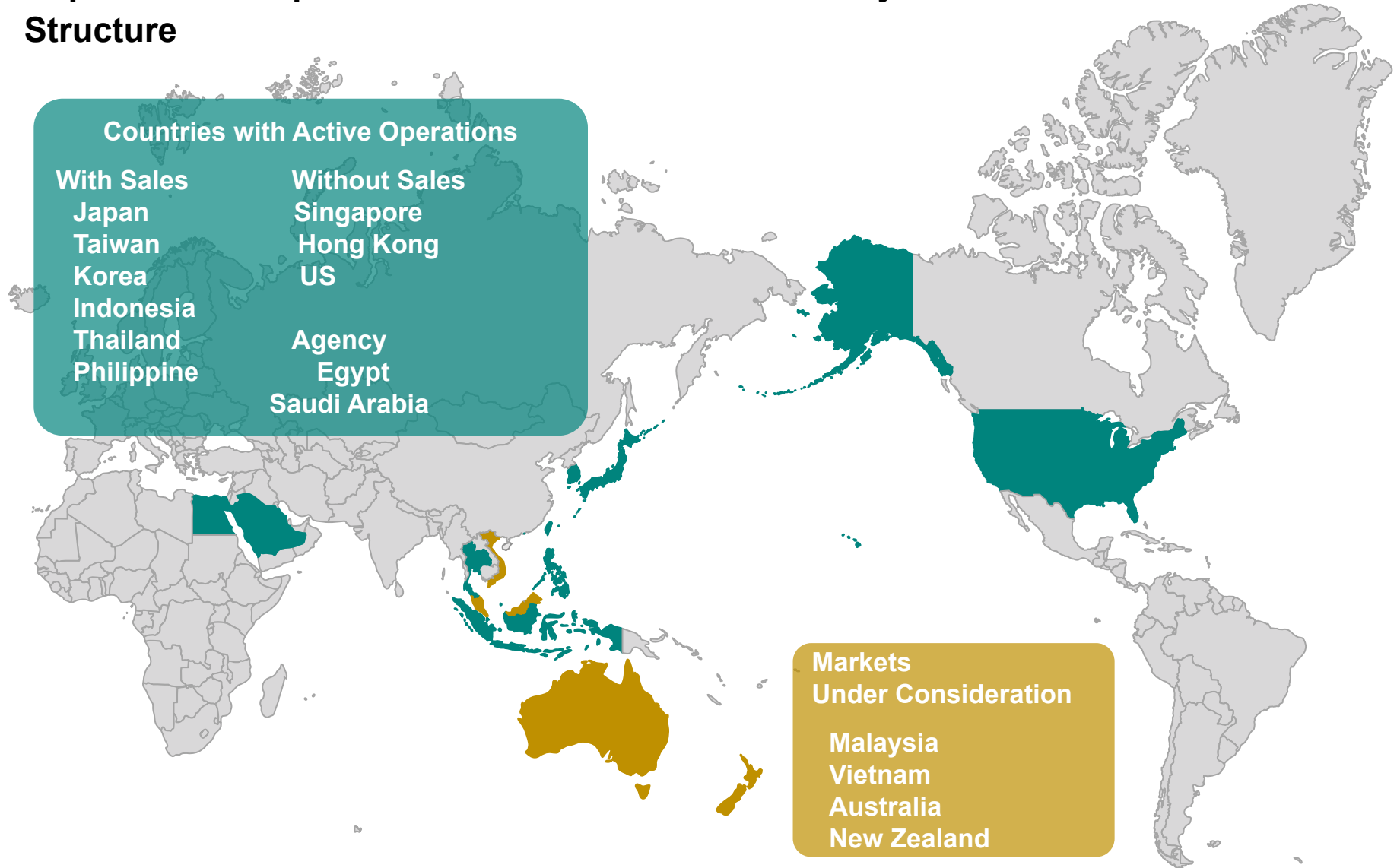
Implement tier-specific actions, from high-touch sales to operational support (tripla Success)





Expanding Target Markets and Driving Localization

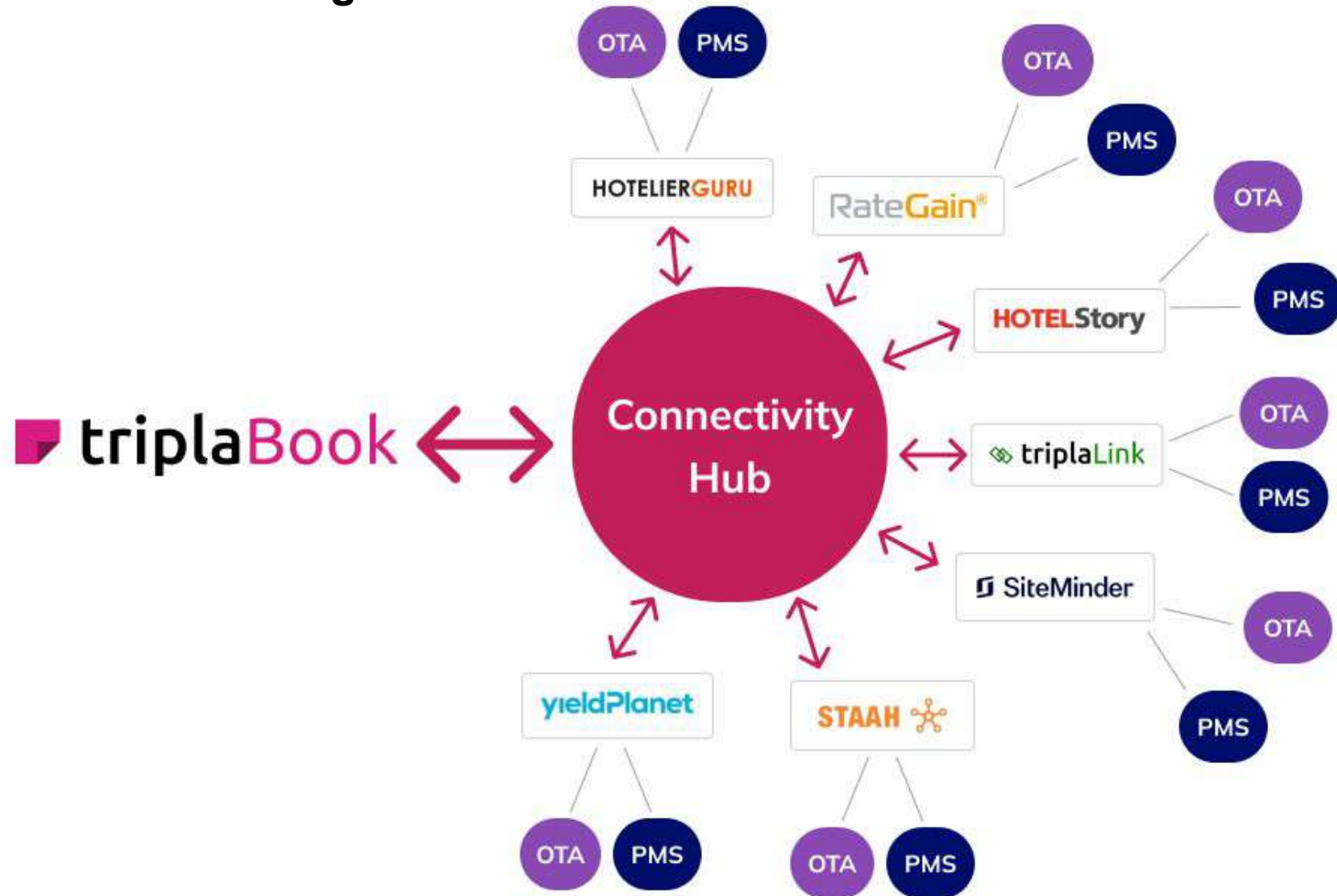
Rapid Market Expansion and Localization Enabled by a Multinational Team Structure





Key Achievements in FY2025 – Connectivity Hub

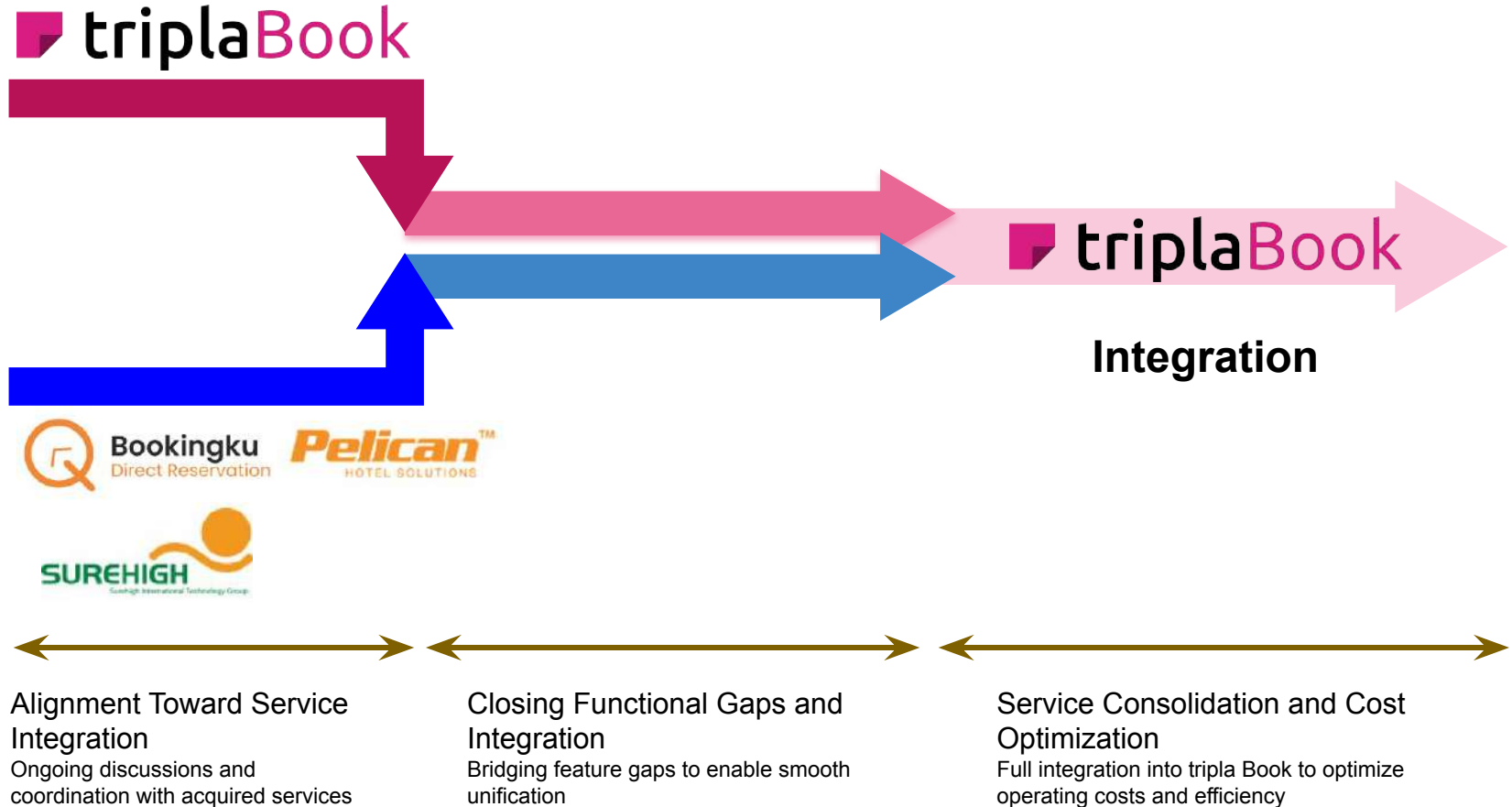
Expanding tripla Book's Distribution Network Through Integration with Major Global Channel Managers





Integrating Services Acquired Through M&A

Consolidating Reservation Engines Used by Over 2,000 Properties into tripla Book



Enabling Broader Global Deployment Through Standardized Localization

割引高速鉄道チケットを購入する

Taiwan High Speed Rail

往路航空券を予約する 往復航空券を予約する

1 クエリ 2 選ぶ

列車のクエリ条件を入力してください

ご購入希望のチケットの詳細は以下の通りです。合計0円ですので、ご確認ください。

往復航空券 標準

2025年10月9 列車番号: 1210
日
台中09:08 ▶ 台北09:54
全会一致の1票 0円

確認する 前のステップに戻る



Kid's tier & with meal in Japan

空室のみ表示

検索結果: 7 件

小学生 0 0 +
幼児 3-6才 0 0 +
食事・布団あり
幼児 0-2才 0 0 +
食事・布団なし

選択する

このプランには以下のものが含まれます

- WiFi: 無料
- 現地決済
- 食事: 朝食、夕食
- 2025/10/16 23:59まで(現地時間) はキャンセル料がかかります。

プラン 「自然の風景」



One Bedroom Forest Villa (84 Sqm)

Room Details	Rate Type	Average/Night	Conditions
	Member Advance Purchase		Prepaid Non Refundable Breakfast included Terms & Conditions
	Advance Purchase	IDR 3,037,500++	Prepaid Non Refundable Breakfast included Terms & Conditions
	Flexible Rate	IDR 4,050,000++	Pay Later Breakfast included Terms & Conditions

Early Bird Discount

Bali's Nyepi





Travelers plan and book trips via AI, not OTAs

Three Actions by tripla

AEO (AI Engine Optimization)

Optimize information with structured data that is easy for AI to understand, enabling AI-driven recommendations.

Best Rate & Direct Booking API

Direct sales and best rate reservations in real-time from major AI platforms.

AI Plugins for ChatGPT / Gemini

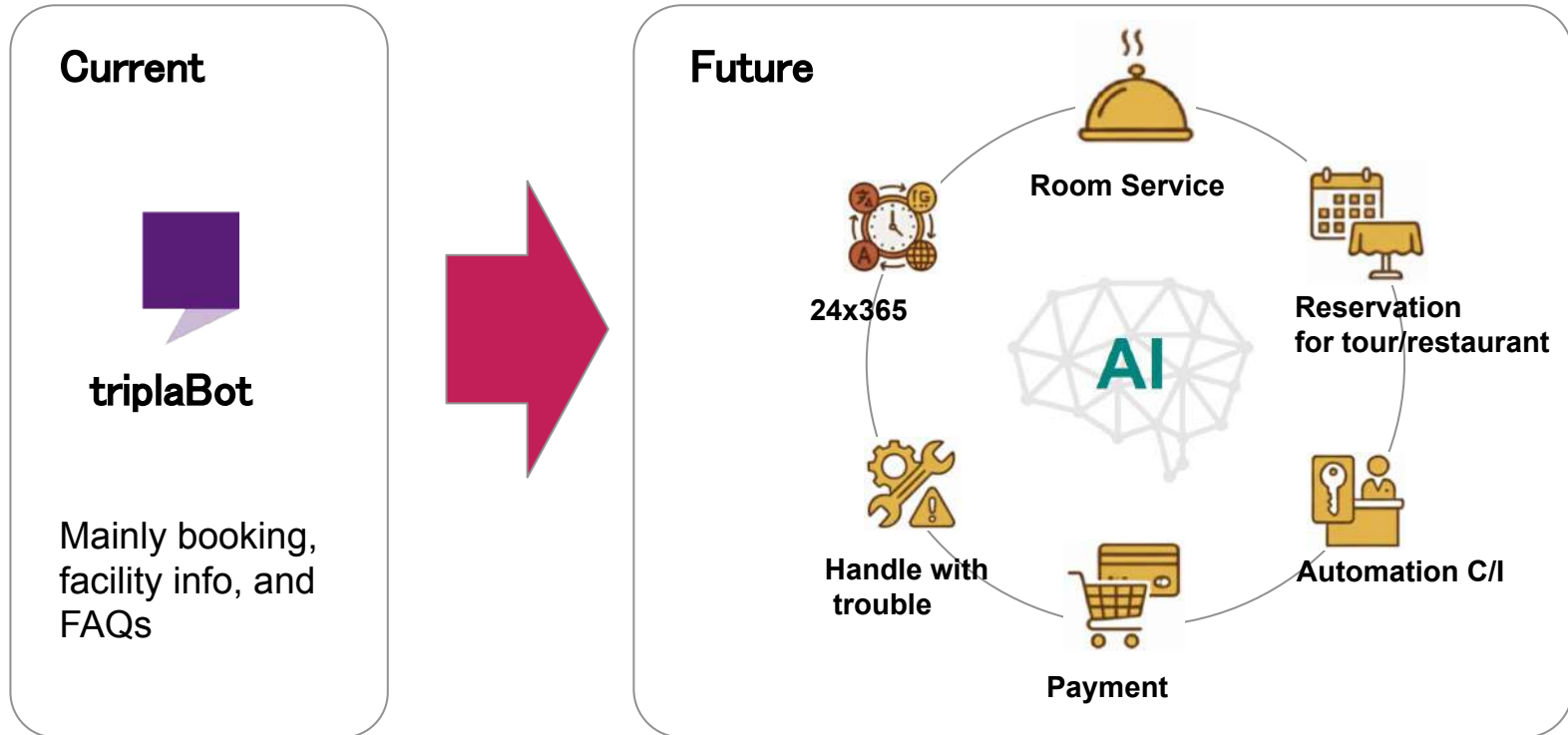
Deploying plugins that connect to the tripla platform and allow reservations via tools like ChatGPT and Gemini.

Lead the market with AI-era SEO and conversion optimization

※ LLM (Large Language Model): AI that understands and generates natural language based on large-scale data, interpreting the user's abstract intent and presenting the optimal choices. In the travel sector, it has the potential to drastically change the way people search and book, such as by understanding travelers' preferences and conditions to propose itineraries and accommodations.



24/7 Multi-Agent AI Concierge



Improve CX and reduce labor at the same time

※ LLM (Large Language Model): AI that understands and generates natural language based on large-scale data, interpreting the user's abstract intent and presenting the optimal choices. In the travel sector, it has the potential to drastically change the way people search and book, such as by understanding travelers' preferences and conditions to propose itineraries and accommodations.



Autonomous Agent to Maximize Revenue

Current



Manual operations depend on staff experience

Future



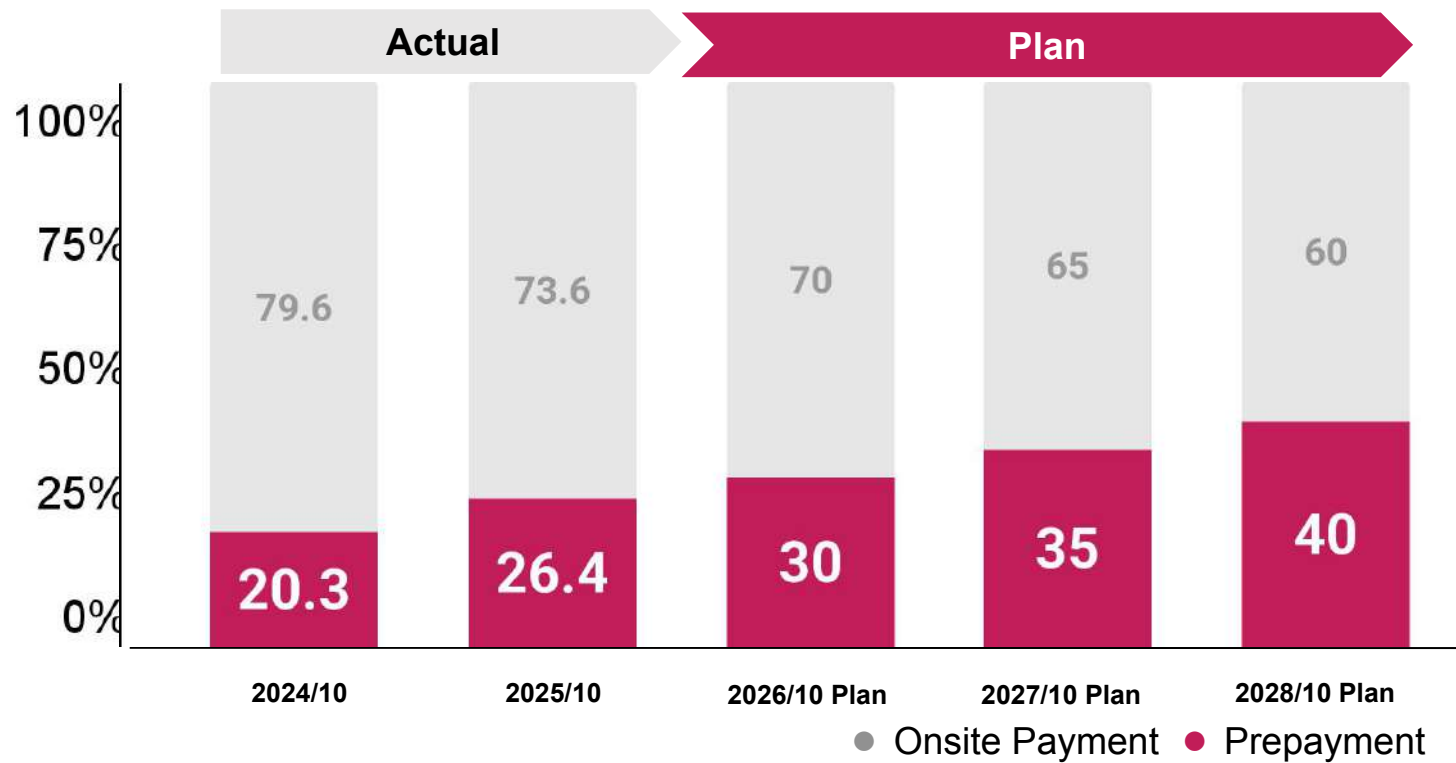
AI plans and executes by goal only

No specialists required
Focus on “What”, not “How”

※ LLM (Large Language Model): AI that understands and generates natural language based on large-scale data, interpreting the user's abstract intent and presenting the optimal choices. In the travel sector, it has the potential to drastically change the way people search and book, such as by understanding travelers' preferences and conditions to propose itineraries and accommodations.



26.4% prepayment ratio achieved in FY2025



Benefits

- Hotels: better cash flow and fee collection
- tripla: higher payment revenue



Diversifying Payment Methods & Scenes

Cash alternatives

More Payment Options

Diversification

Bank transfer

Prepayment available even for non-credit card holders



Convenience store payments



PayPay
for Japan

LINE Pay
for Taiwan



Alipay



微信支付
WeChat Pay

for China

amazon pay

Reserve

Diversification of Payment Scenarios

Check out

From Reservation to Check-in

Official Website

For guests who booked with local payment, request payment completion before check-in via email or SMS.

OTA

For guests who selected on-site payment during OTA booking, request advance payment via tripla Pay using email links or SMS.

From Check-in to Check-out

Complete payments for spa, room service, and other post-check-in charges using tripla Guide. Integrate with PMS to synchronize data, send settlement amounts via email/SMS, and enable payment completion through tripla Guide or tripla Pay, contributing to express checkout.



Revitalizing Local Communities with tripla Services for DMOs

DMOs can plan and execute regional revitalization by managing the entire process—from attraction to conversion and repeat visits.





Payment enhancements improved conversion rate and payment revenue

Launched Amazon Pay (June 2025)

支払い方法

- ☒ クレジットカードで事前決済 
予約成立時に旅行代理店（[tripla株式会社](#)）によって決済されます。
- ☐  
予約成立時に旅行代理店（[tripla株式会社](#)）によって決済されます。

More payment options
improved user convenience

Enabled credit card payments in
Korea, Thailand, Indonesia,
Philippines, and Hong Kong

NICE PAYMENTS

worldpay

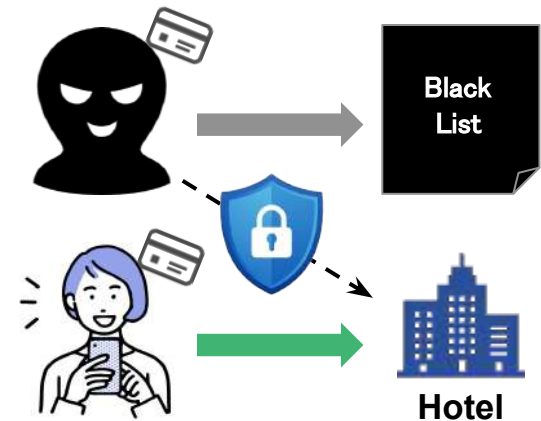
 triplaBook

maya

 xendit

Prepayment reduces
no-show risk

Implemented fraud prevention framework



Improved card payment
success rate



Diversify payment methods by country

Expand services to support multiple payment methods

Bank Transfer



Digital Wallet



Credit Card



Convenience Store Payment



QR Payment



Local Payment Each Country

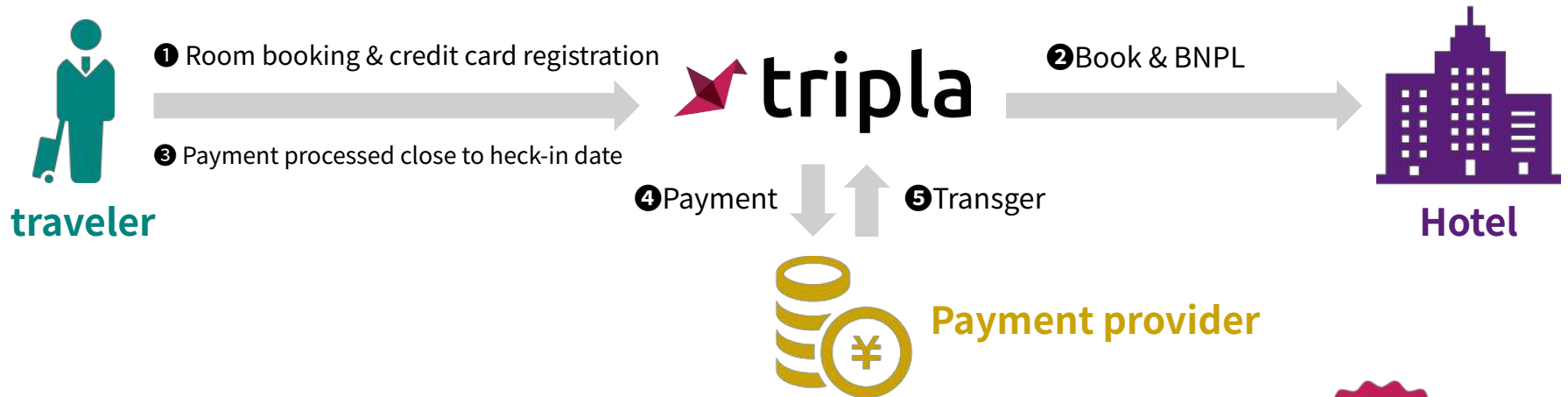


Korean Credit Card

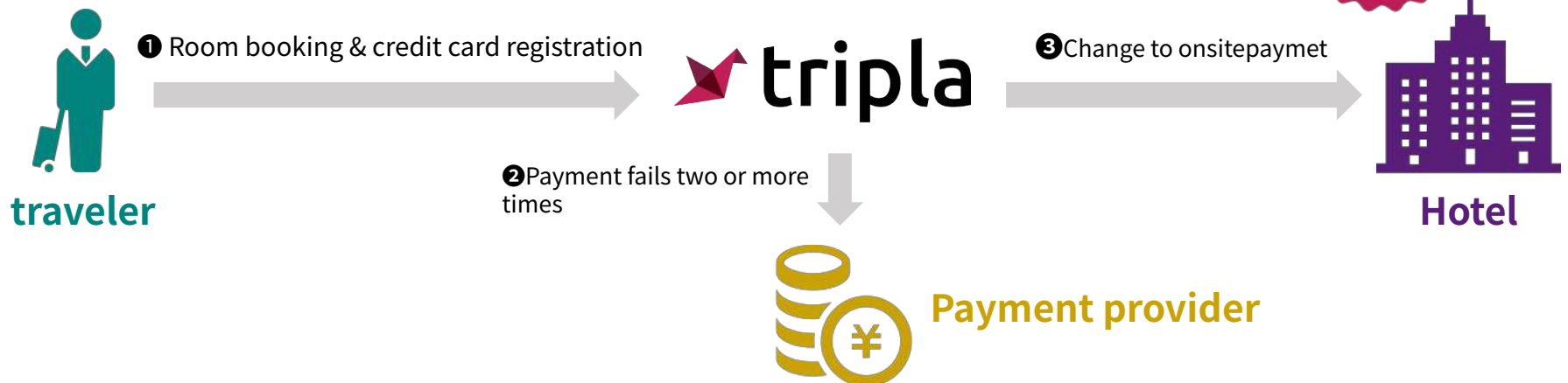




BNPL (Book Now, Pay Later) option

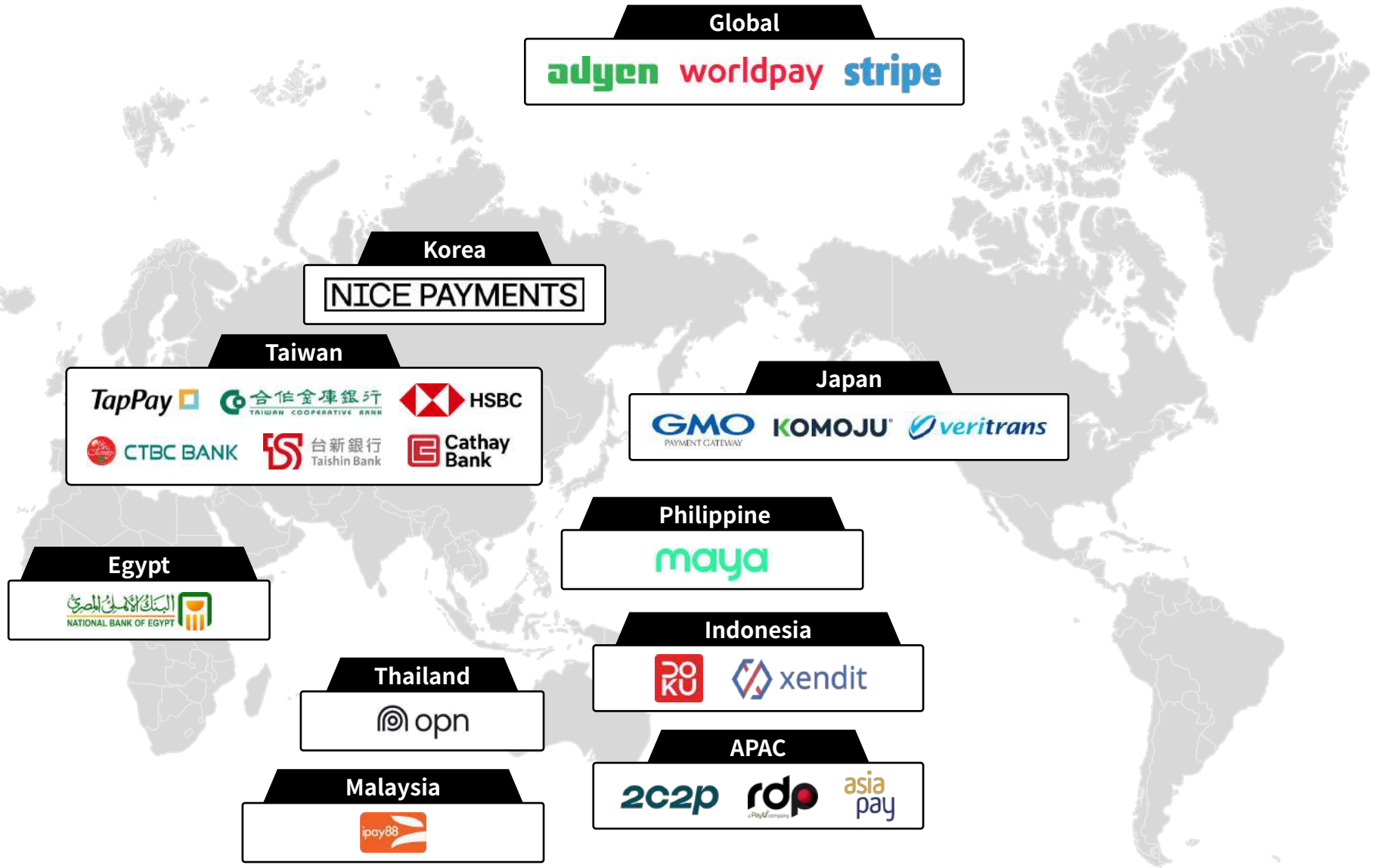


Switch to on-site payment only if credit card payment fails





Optimize payment costs by expanding partner network



Agenda

FY2026/10 Q2 Financial Results Overview

FY2026/10 Guidance Revision

Key KPI Progress

Company Overview

Appendix

tripla Management Strategy (Recap)

 **FY2026/10 Financial Plan (Recap)**

Target JPY 10bn in revenue by FY2030



Expand overseas portfolio through M&A



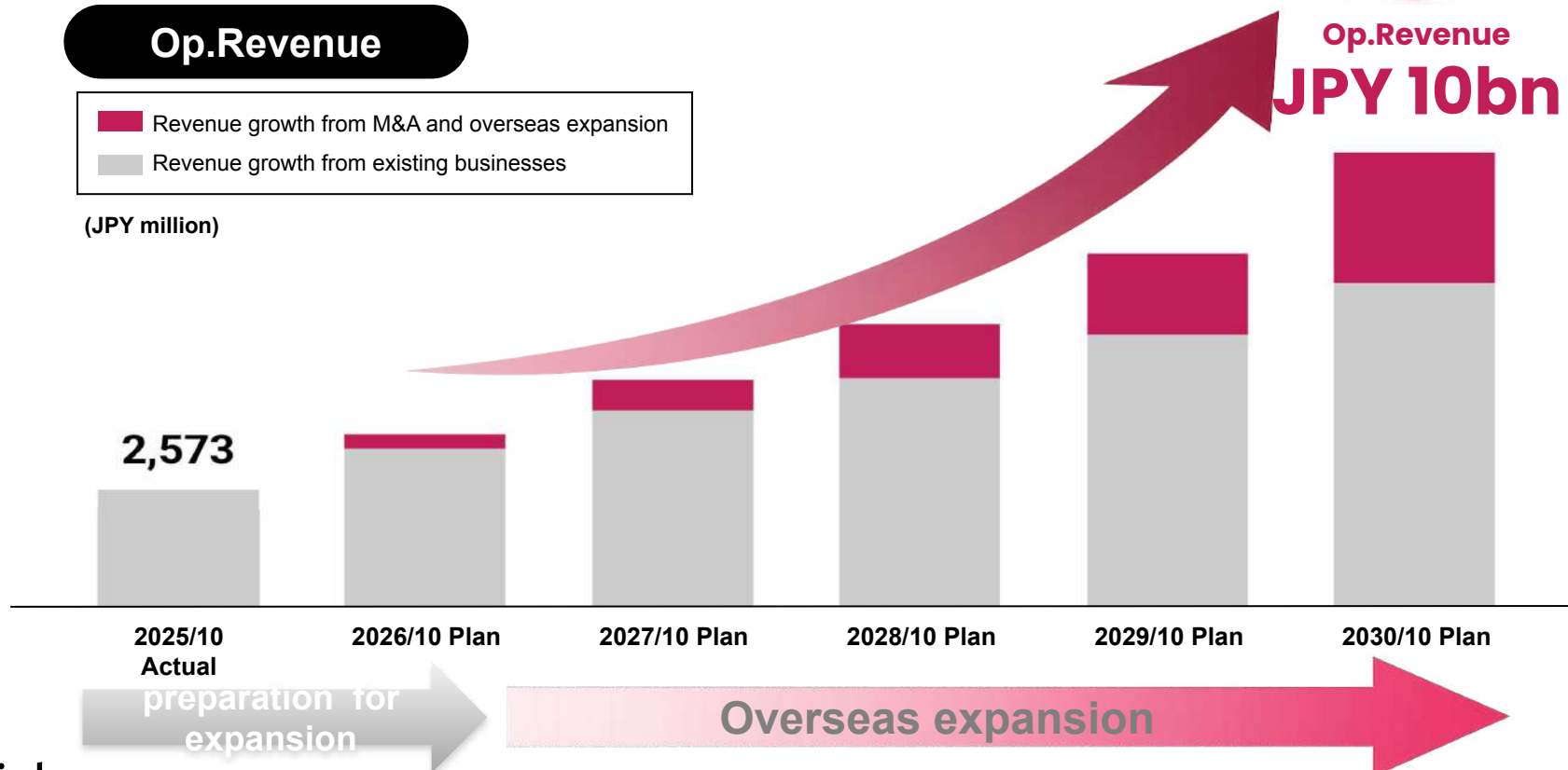
Expand service coverage to Europe, the US, and the Middle East



Op.Revenue

- Revenue growth from M&A and overseas expansion
- Revenue growth from existing businesses

(JPY million)

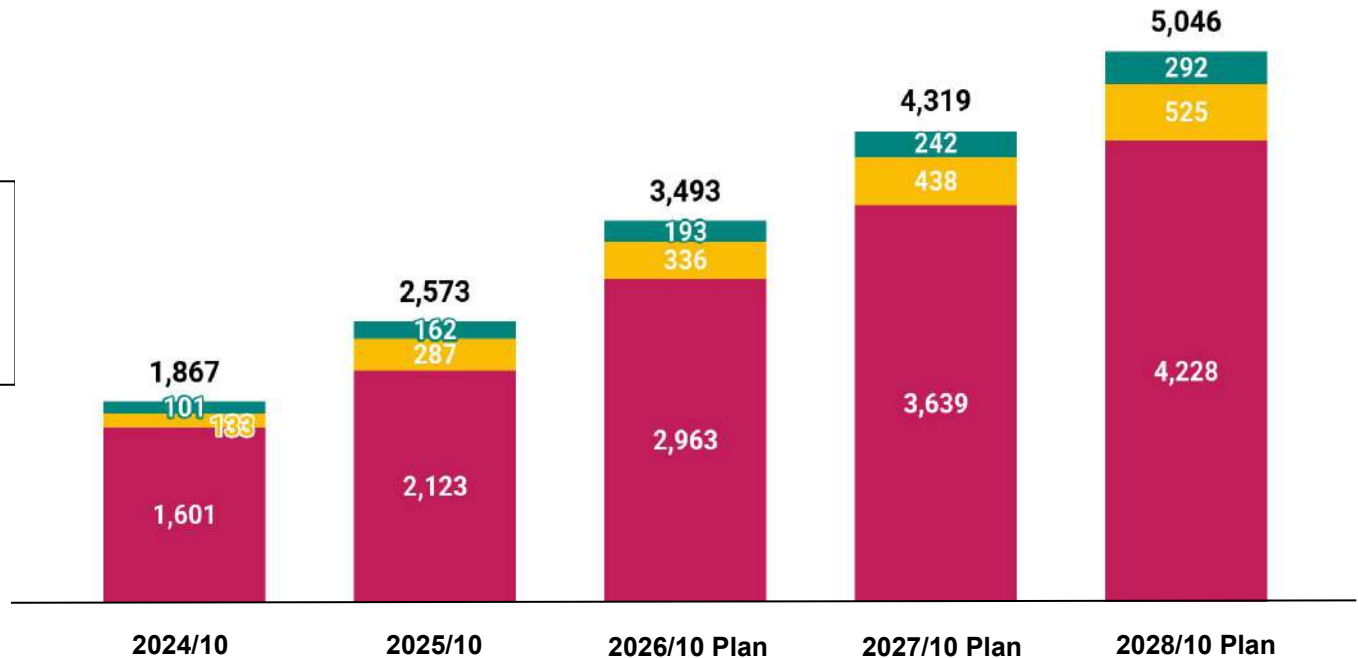


Plan to exceed JPY 5.0bn Op.Revenue in FY2028/10

- Japan continues to be driven by tripla Book in FY2026/10
- Continue single-product integration and replacement globally
- Improve profitability through optimal resource allocation
- Assumption: East Asia and Southeast Asia profits are shown after goodwill amortization

Op.Revenue※1

(JPY million)



※1: Does not include revenue growth from M&A or expansion into new countries.

※2: Figures for the Korea Branch, tripla Taiwan Co., Ltd. (環普拉台灣股份有限公司), Surehigh International Technology Inc. (旭海國際科技股份有限公司), and JASON FAMILY TRAVEL SERVICE.

※3: Figures for tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia (subsidiary responsible for Indonesia operations), and tripla Philippines Technologies Inc.

※4: Excludes operating figures for the Taiwan Branch and Korea Branch from standalone P/L operating revenue.

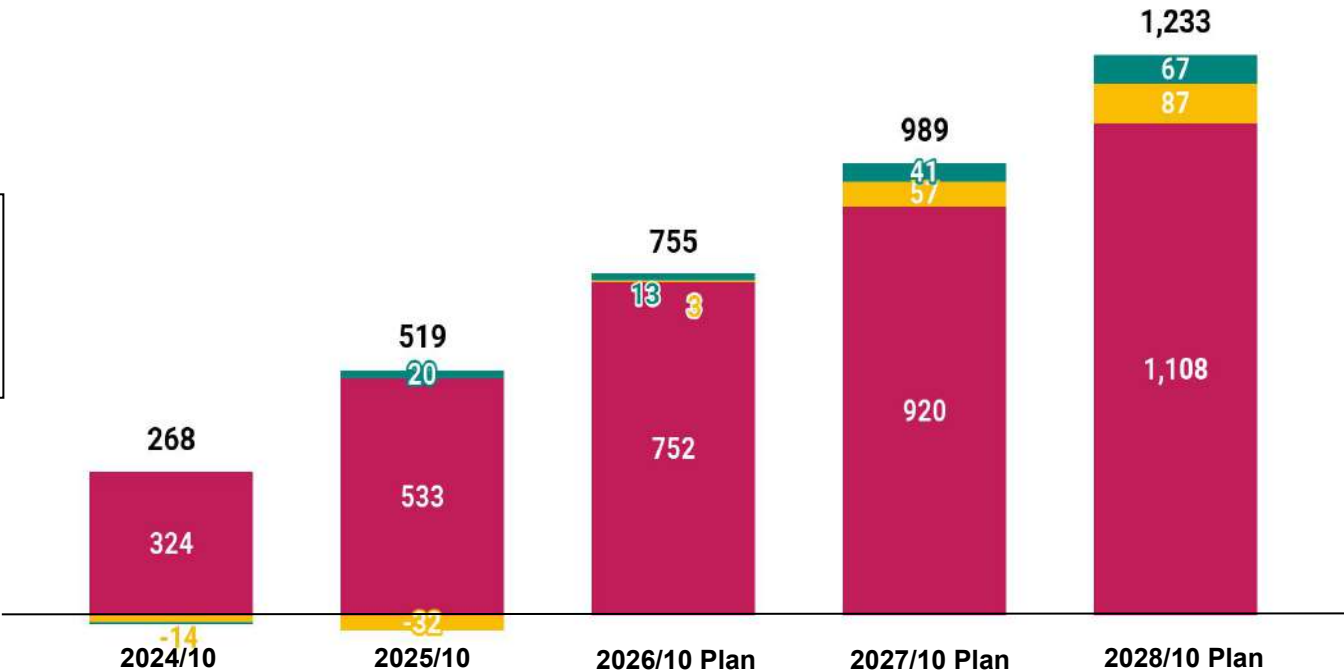
Op.Profit exceeding ¥1.2 billion for FY2028.

- The Japanese market will continue to lead growth in the fiscal year ending October 2026, centered on tripla Book.
- In the global market, we will continue product consolidation and replacements to achieve cost optimization and improved profitability through optimal staffing.

[Prerequisites] Operating profit for East Asia and Southeast Asia is the amount after deducting goodwill amortization.

Op.Profit

(JPY million)



※1: Figures for the Korea Branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※2: Figures for tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia (subsidiary handling Indonesia operations), and tripla Philippines Technologies Inc.
※3: Excludes operating figures from the Taiwan Branch and Korea Branch from standalone P/L operating revenue.
※4: The total operating profit figure includes M&A-related one-time expenses (due diligence fees, valuation report preparation costs, etc.) recorded in the consolidated P/L.
It does not match the figure obtained by simply summing the individual items in the table.

Mid- to Long-term Profit Plan

The mid- to long-term profit growth strategy remains unchanged.

For FY2027/10, the operating profit plan was revised to reflect higher personnel costs and changes in the external environment.

	FY2024 Actual	FY2025 Actual	FY2026 Plan	FY2027 Plan	FY2028 Plan		FY2026 Gap of BeforePlan	FY2027 Gap of BeforePlan
Op. Revenue	1,867,358	2,573,543	3,493,224	4,319,916	5,046,121		+39,831 (+1.2%)	+22,770 (+0.5%)
Japan ※1	1,639,787	2,150,330	2,963,491	3,639,312	4,228,094		+189,254 (+6.8%)	+278,885 (+8.3%)
East Asia ※2	111,511	260,509	336,572	438,131	525,579		▲89,295 (▲21.0%)	▲172,208 (▲28.2%)
South East Asia ※3	116,060	162,398	193,160	242,472	292,447		▲60,127 (▲23.7%)	▲83,906 (▲25.7%)
Op. Revenue Growth Rate	+58.8%	+37.8%	+35.7%	+23.7%	+16.8%		-	-
Op. Profit※4	268,497	519,841	755,721	989,460	1,233,685		▲2,609 (▲0.3%)	▲214,030 (▲17.8%)
Japan ※1	324,426	533,942	752,623	920,959	1,108,265		+128,076 (+20.5%)	+110,053 (+13.6%)
East Asia ※2	▲7,940	▲32,199	3,398	57,075	87,702		▲108,551 (▲97.0%)	▲228,055 (▲80.0%)
South East Asia ※3	▲23,463	20,370	13,839	41,426	67,717		▲57,994 (▲80.7%)	▲94,465 (▲69.5%)
Op. Profit Margin	14.5%	20.2%	21.6%	22.9%	24.2%		-	-
Op. Profit Margin (Japan)	20.1%	24.8%	25.4%	25.3%	26.2%		-	-
Ordinary Profit	244,591	583,993	813,948	1,067,555	1,314,220		+95,564 (+13.3%)	▲97,802 (▲8.4%)
Net Income	209,389	505,441	515,368	695,633	875,641		▲12,336 (▲2.3%)	▲198,943 (▲22.2%)
Net Income Attributable to Owners of Parent	209,389	501,815	510,312	687,116	862,609		▲12,332 (▲2.4%)	▲196,787 (▲22.3%)

※1: For FY2024/10 and FY2025/10, operating figures of the Taiwan and Korea branches are included in Japan due to their relatively small size.

※2: Figures include tripla Taiwan Co., Ltd., Surehigh International Technology Inc., JASON FAMILY TRAVEL SERVICE, and the Korea branch. Operating profit is shown after goodwill amortization.

※3: Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc. Operating profit is shown after goodwill amortization.

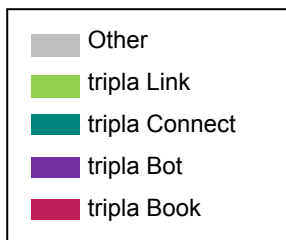
※4: Consolidated operating profit includes temporary M&A-related costs (e.g., due diligence and valuation fees). Therefore, it does not equal the simple sum of operating profit by region.

Operating Revenue – Japan

Following FY2025, tripla Book continues to drive growth.
In the mid to long term, revenue expansion is expected through cross-selling of services such as tripla Connect and tripla Link.

Op.Revenue

(JPY million)

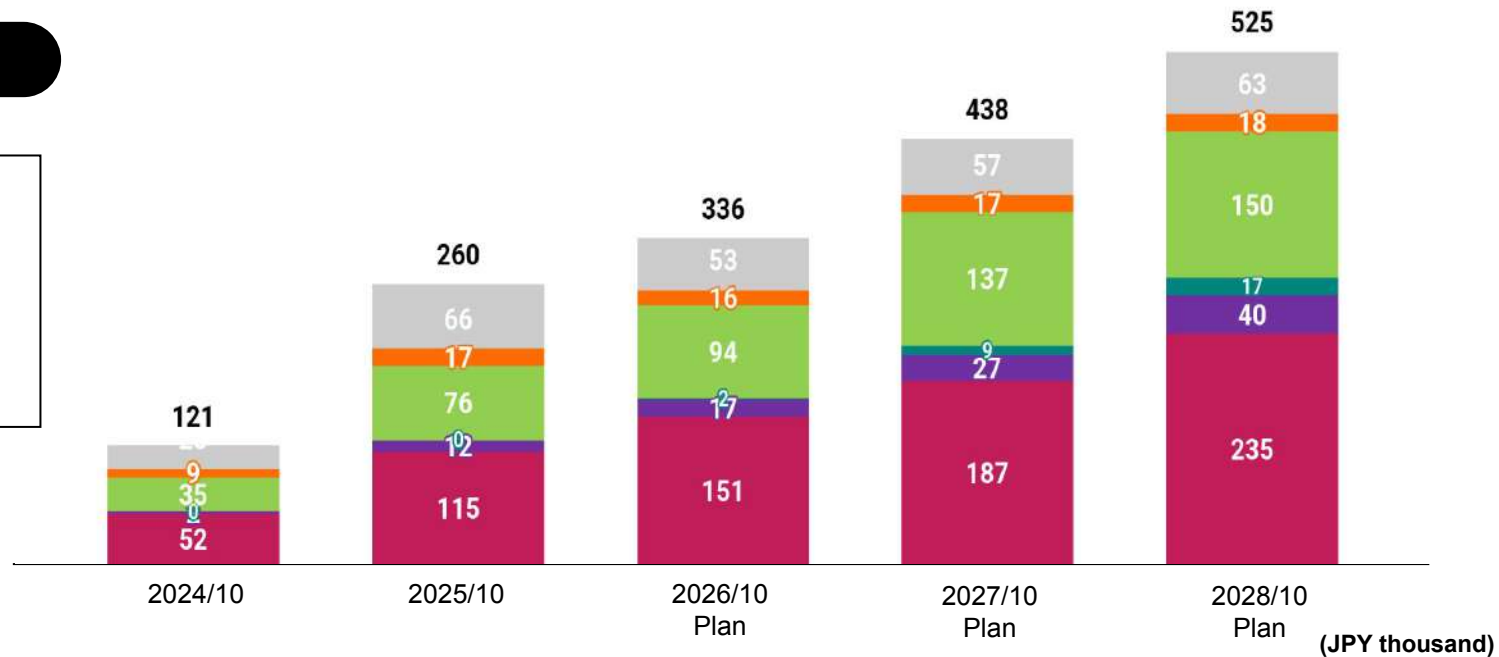
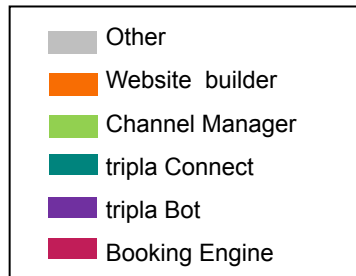


	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan	(JPY thousand)
tripla Book	1,182,596	1,588,090	2,332,087	2,968,928	3,474,568	
tripla Bot	358,037	399,042	401,129	412,706	425,222	
tripla Connect	48,551	76,482	120,205	168,059	204,947	
tripla Link	-	-	2,311	12,595	23,417	
Other	28,734	59,952	107,757	77,022	99,938	
Total	1,617,919	2,123,684	2,963,491	3,639,312	4,228,094	

Operating Revenue – East Asia (Taiwan, Korea)

Expansion driven by improved profitability through product integration and the rollout of Japan-developed products in East Asia.

Op.Revenue

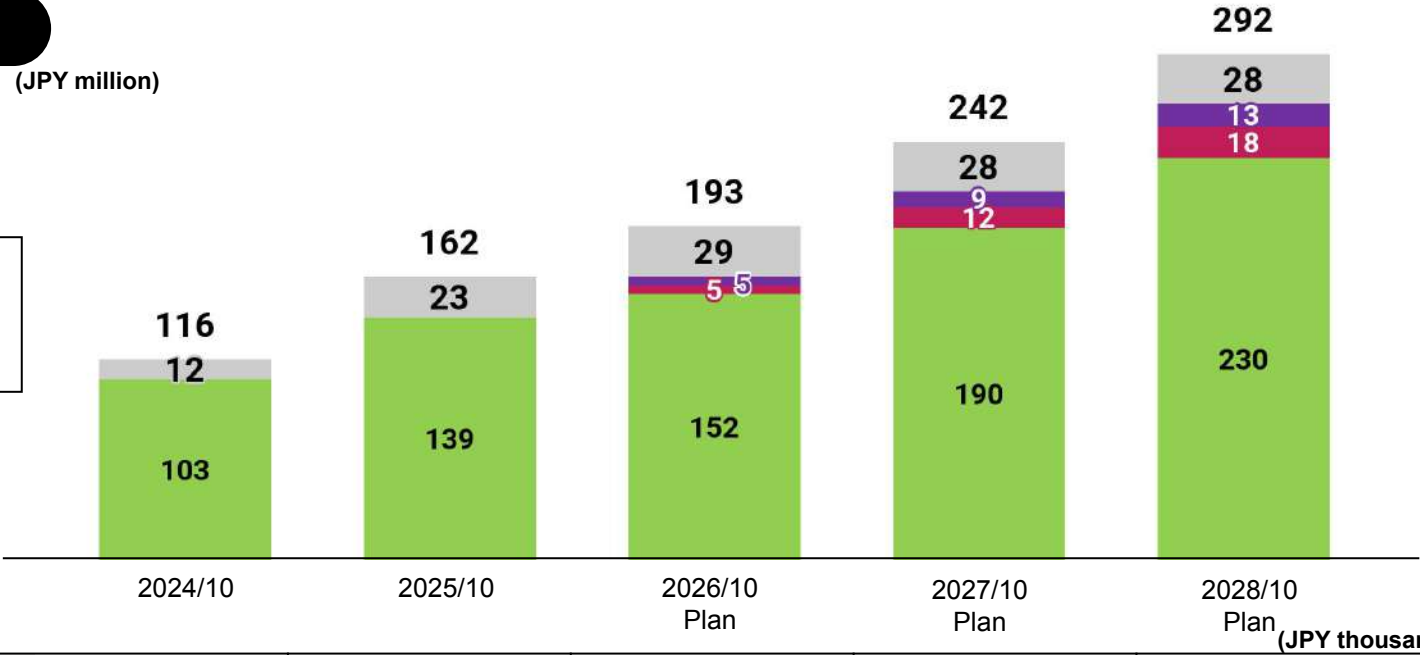
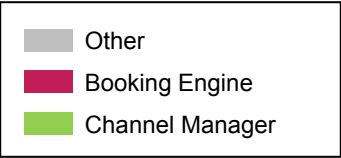


Operating Revenue – Southeast Asia (Indonesia, Thailand, Philippines)

Expansion driven by channel managers, while accelerating market rollout of tripla Book in parall

Op.Revenue

(JPY million)

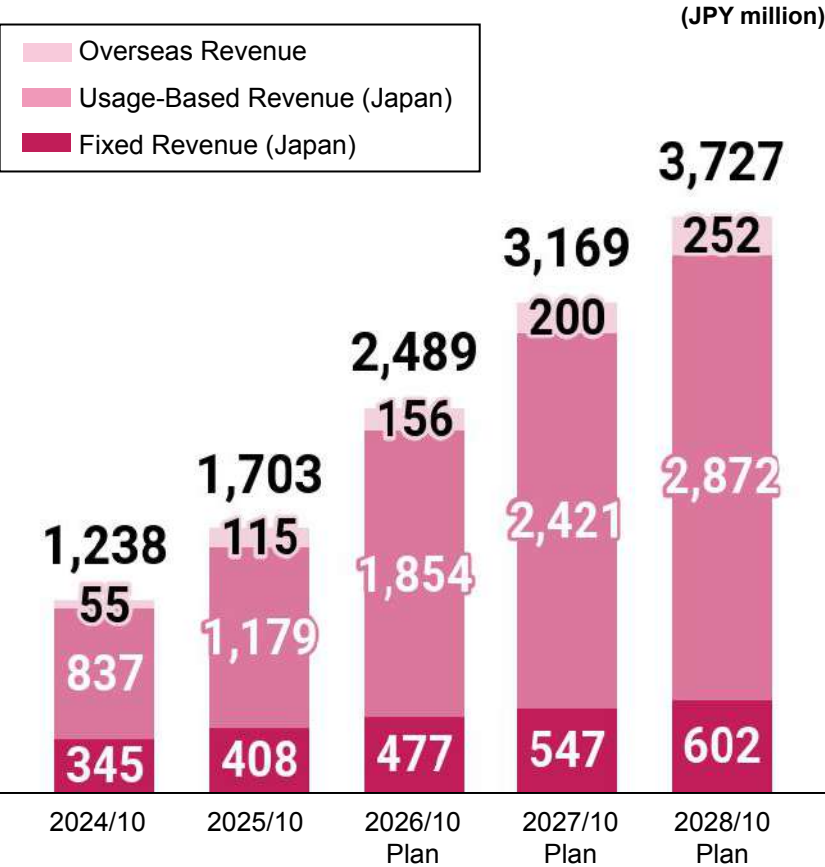


	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan
Booking Engine	-	-	5,810	12,957	18,915
tripla Bot	-	-	5,220	9,957	13,915
Channel Manager	103,550	139,711	152,789	190,575	230,790
Other	12,510	34,726	29,550	28,981	28,827
Total	116,060	162,398	193,160	242,472	292,447

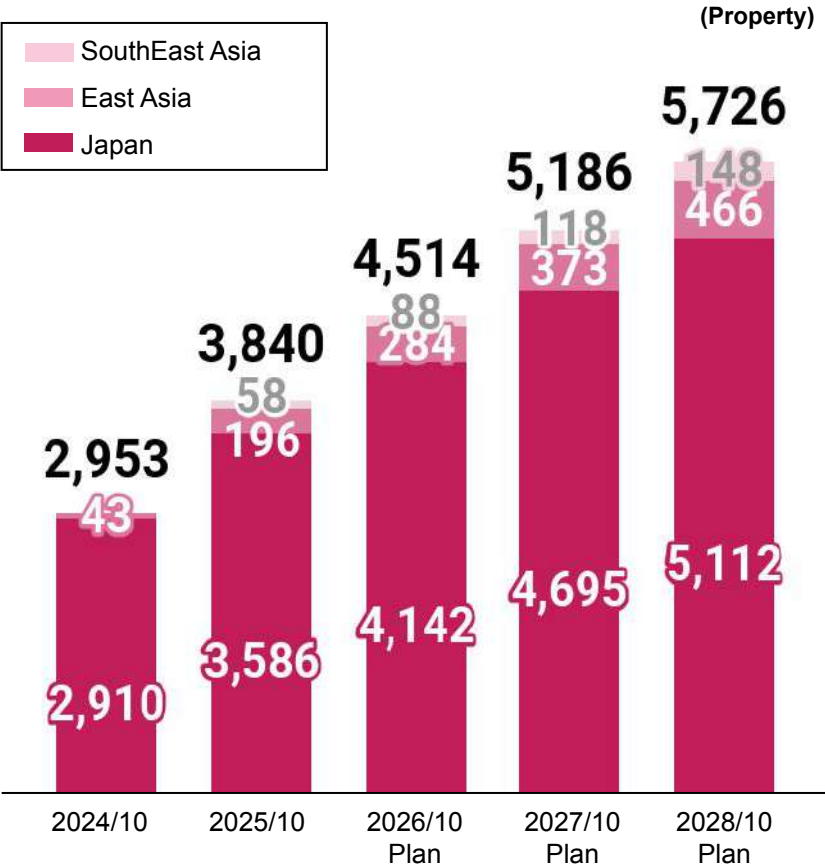
Operating Revenue – By Segment (tripla Book)

Facility count is planned to expand steadily, regardless of hotel size or chain affiliation.
Usage-based revenue is expected to grow, driven by increased payment revenue.

Op.Revenue



Number of Properties



※1Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※2Figures include the Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※3Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

Key KPIs – tripla Book

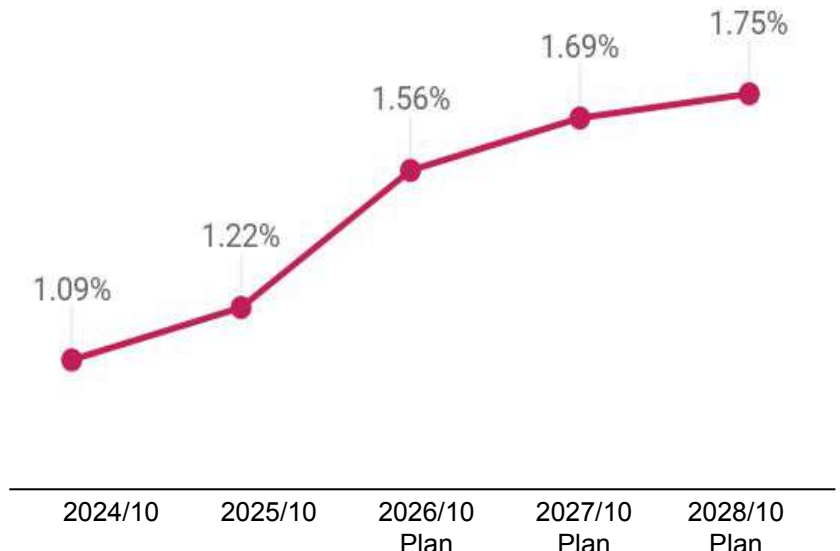
FY2025 take rate settled at 1.22% due to a temporary payment development issue. From FY2026 onward, performance is planned to return to the original growth trend. Further take rate improvement through enhanced payment solutions.

GMV

(JPY billion)



Take Rate Trend of P4P



Take rate on Net GMV =

$$\frac{(\text{Accommodation-based revenue} + \text{Payment-based revenue})}{(\text{GMV} - \text{GMV not subject to accommodation-based fees} \times 3)}$$

※1:GMV stands for Gross Merchandise Value.

※2Based on the past 12 months of monthly booking results using the previous booking engine before contract.

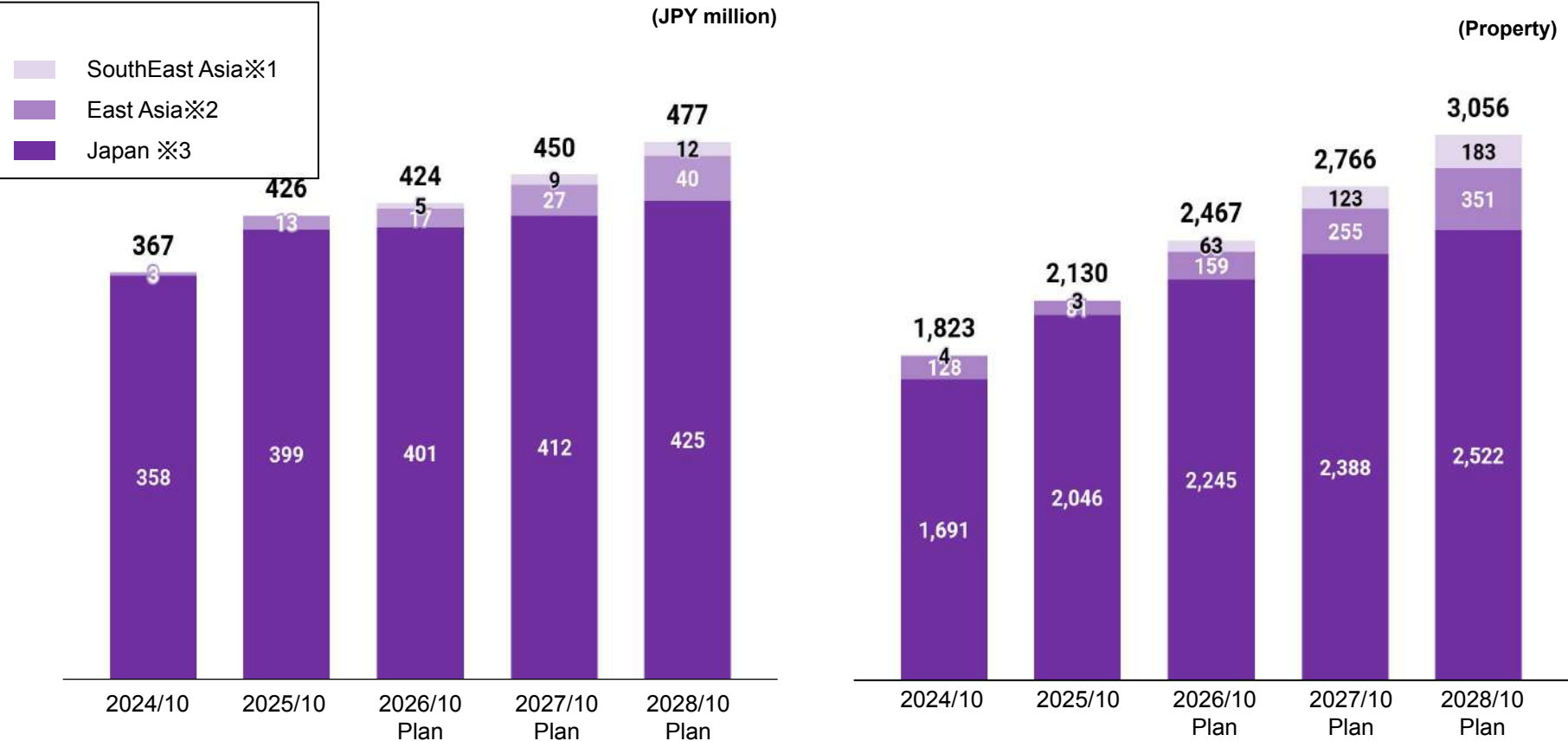
※3GMV not subject to accommodation-based fees under special contracts for certain large clients.

Operating Revenue by Segment (tripla Bot)

FY2025 revenue increased due to higher adoption of the full-service plan.
Facility count increased through cross-selling with tripla Book.

Op.Revenue

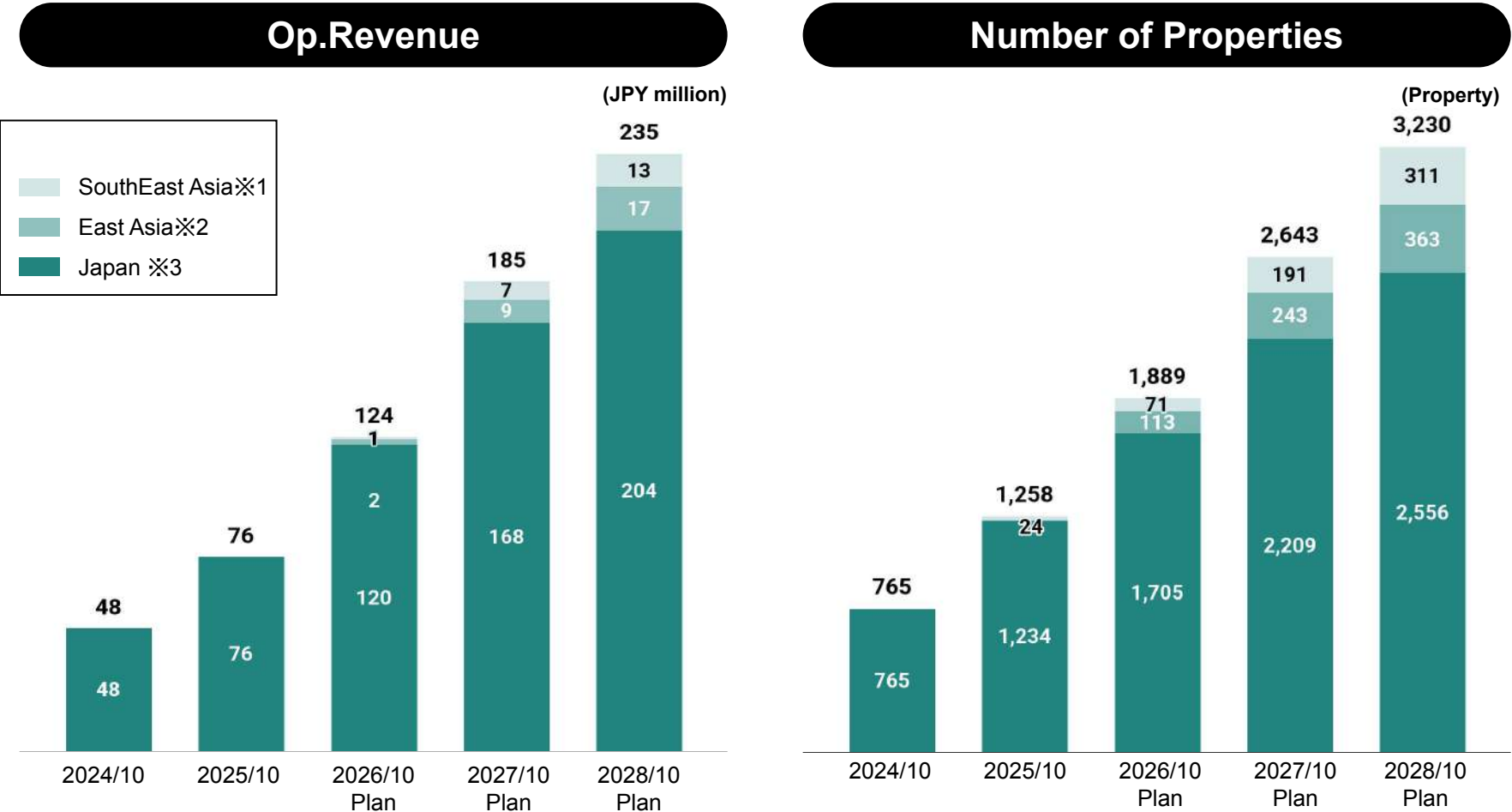
Number of Properties



※1Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※2Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※3Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

Operating Revenue by Segment (tripla Connect)

Net increase of 471 facilities since the end of the previous period.
Revenue growth driven by cross-selling with tripla Book.

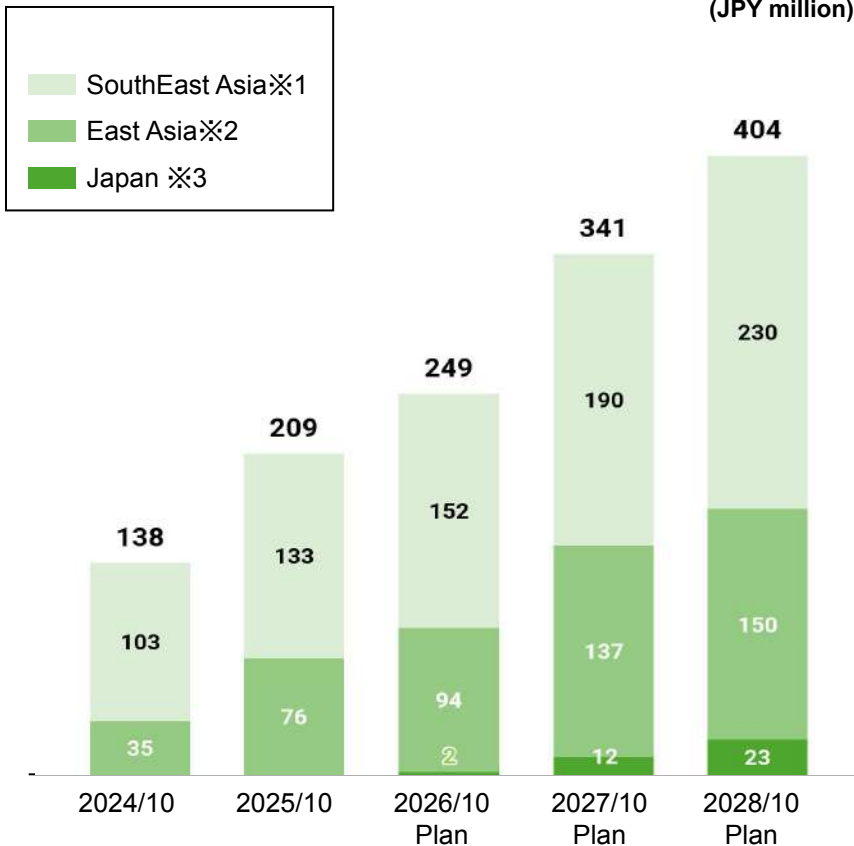


※1Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※2Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※3Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

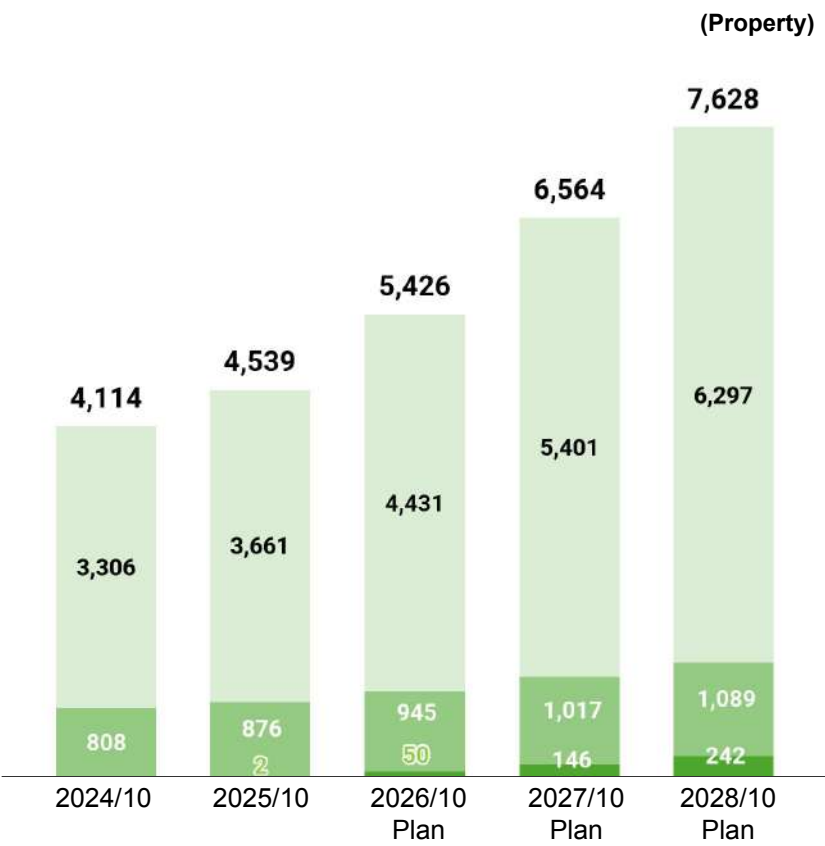
Operating Revenue by Segment (tripla Link & Nexus)

Target figures for tripla Link & Nexus disclosed from FY2026/10
Expanding primarily in overseas markets

Op.Revenue



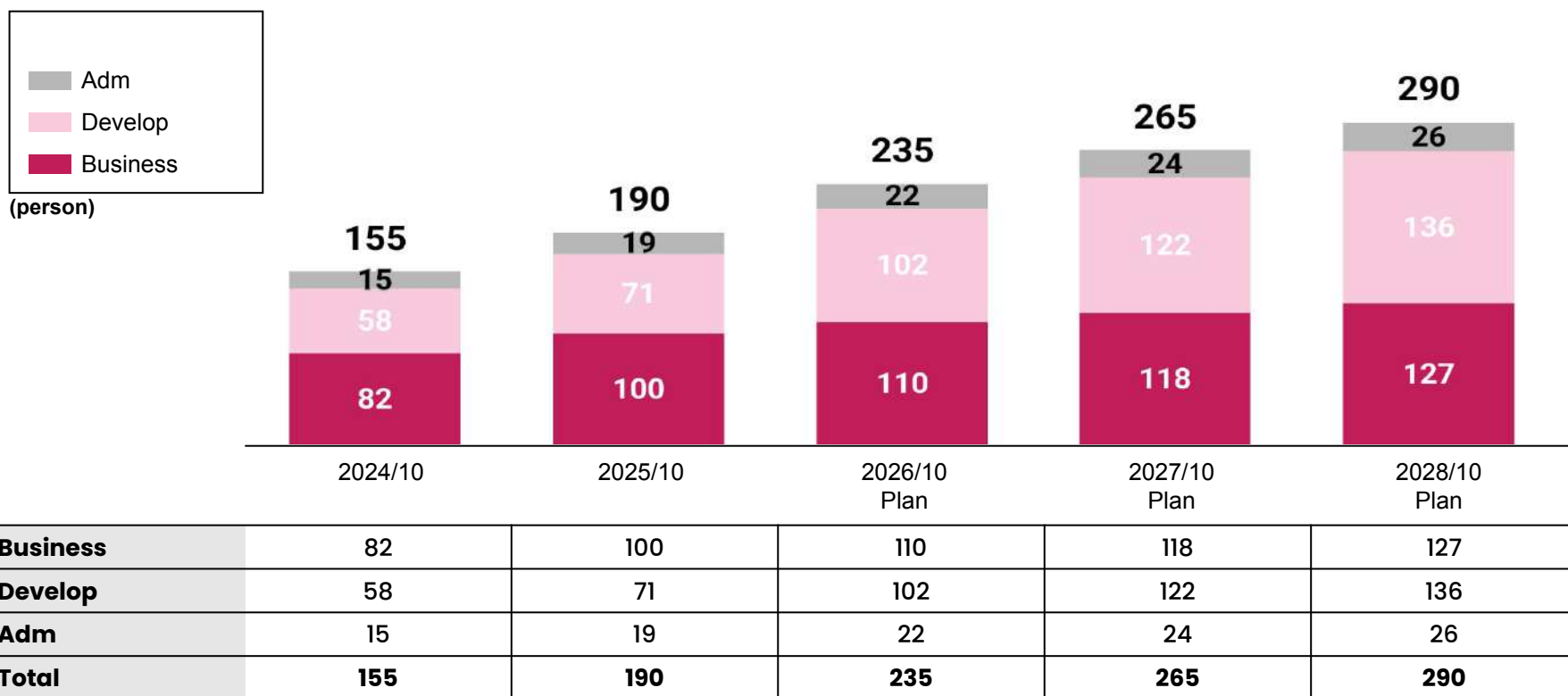
Number of Properties



※1ARPA by segment: Southeast Asia JPY 3k, East Asia JPY 9k, Japan JPY 4k
※2Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※3Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE
※4Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue

Number of Employees in the tripla Group

- Continuing engineer hiring to expand overseas markets and unify products
- Engineer hiring focused on Indonesia for cost efficiency
- Promoting PMI to unify into one product and one brand
- Optimizing headcount and costs



※1: For example, in the case of a reservation engine, there are currently multiple similar products besides Japan's "tripla Book" that are operated by the acquired company, such as "EZ hotel," "Booking Ku," and "Pelican Hotel Solution." By consolidating these into tripla Book and eliminating redundant development per product, we aim to optimize costs.

※2: Includes product-related members such as product managers, designers, and QA testers.

※3: Employee counts exclude temporary workers and contractors.

Agenda

2026年10月期 2Q 決算概要

2026年10月期計画の修正

主要KPIの進捗

会社概要

✦ Appendix

triplaの経営戦略(再掲)

2026年10月期 業績計画(再掲)

Appendix - APac Accommodation Market Size & # of Facilities

Status	Country	# of Facilities	Market Size
Launched	Japan	60,000	JPY 5 T
	Korea	50,000	JPY 1 T
	Taiwan	30,000	JPY 0.8 T
	Indonesia	40,000	JPY 1 T
	Thailand	50,000	JPY 2 T
	Philippine	40,000	JPY 0.3 T
Under Consideration	Vietnam	50,000	JPY 1.6 T
	Malaysia	40,000	JPY 0.8 T
	Singapore	600	JPY 0.45 T
	Australia	50,000	JPY 2 T

<https://www.statista.com> :日本、シンガポール、豪州、台湾<https://www.mots.go.th> :タイ

<https://www.cbre.com> :マレーシア

<https://www.ihra.or.id> :インドネシア

<https://phoa.ph> :フィリピン

<https://www.ibisworld.com> :ベトナム

※ ここで言う市場規模は、宿泊自体の市場規模であり、当社が対象としているITサービスとは異なります。

Appendix - Handling of This Document

This document contains forward-looking statements. These statements are based on information available at the time of their creation and include our business plans, market size, competitive landscape, industry information, and growth potential. Therefore, they do not guarantee future results and involve risks and uncertainties. Please note that actual results may differ significantly from these forward-looking statements due to changes in the environment and other factors.

Factors that could affect the actual results include, but are not limited to, domestic and international economic conditions and trends in industries relevant to the Company.

Information contained herein regarding parties other than our company is sourced from publicly available information. We have not verified the accuracy or appropriateness of such information and make no representations or warranties regarding it.

Going forward, “Matters Concerning Business Plans and Growth Potential” will be disclosed upon the announcement of our year-end financial results. The next update is scheduled for December 2026.