



FY2026 Q1
Financial Results
tripla Co., Ltd.
March 2026

Agenda

Business Resilience to the External Environment

Overview of FY2026 Q1 Financial Results

Company Overview

tripla's Management Strategy

FY2026 Financial Targets (Re-posted)

Appendix

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✦ **Business Resilience to the External Environment**

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Business Resilience to the External Environment

While recent stock prices may be influenced by macro environments such as Japan-China relations and Middle East situations, our business is structured to be less directly affected by these external factors.

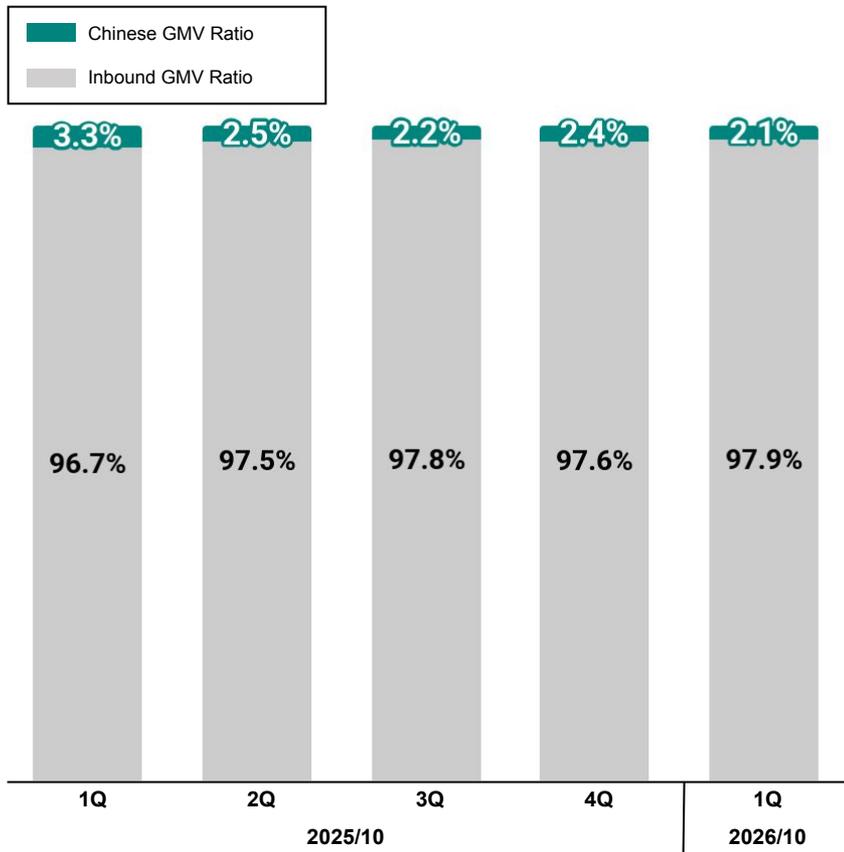
→ Although the stock price fluctuates due to macro factors, the impact on our business performance is limited, and key KPIs are progressing steadily.

Item	Market Environment & Concerns	Our View
External Environment	Caution tends to precede travel-related stocks amid geopolitical risks and uncertainty in international relations.	<ul style="list-style-type: none"> • Not directly linked to travel demand from China and the Middle East. • Can be partially offset by increased travelers from other regions. • No significant impact observed at this time.
AI Competitive Environment	Concerns rise that generative AI tools could replace existing SaaS, driven by changes in the competitive environment including the "Anthropic Shock."	<ul style="list-style-type: none"> • We provide Vertical SaaS specialized for the travel and hospitality sector, unlike generic AI tools or Horizontal SaaS. As integration with multiple systems is required, the basis of competition differs. • However, as the competitive environment may change, we continue to adapt.
Stock Price vs. Reality	Recent stock prices are susceptible to macro sentiment.	<ul style="list-style-type: none"> • Business progress is on track with our plans, and there is no change to our mid- to long-term growth strategy. • Key KPIs are progressing steadily.

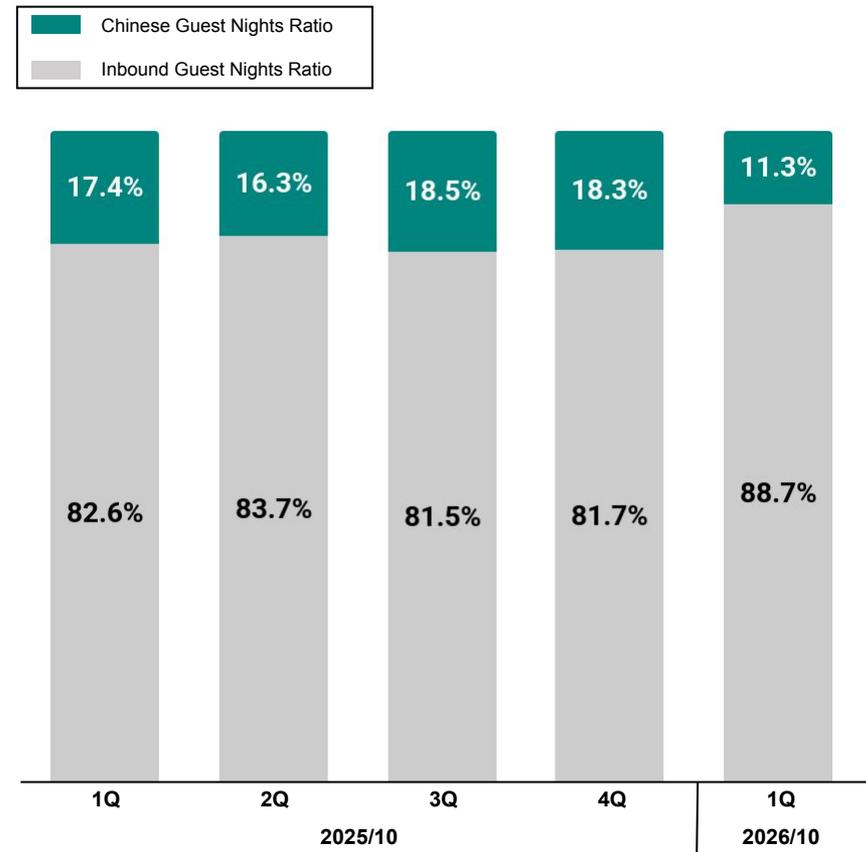
Changes in the External Environment and Our Current Status

- The impact of fluctuations in Chinese demand on our overall performance is limited.

Breakdown of Our Overseas GMV



Breakdown of Inbound Guest Nights (Entire Market / Source: Japan Tourism Agency *1)



*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.

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Business Resilience to the External Environment

▶ **Overview of FY2026 Q1 Financial Results**

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Financial Overview

- Op. Revenue: **813 mil JPY**, YoY **+26.6%**
- Op. Profit: **215 mil JPY**, YoY **+73.0%**
→ Growth driven by tripla Book

Key KPIs

- No. of Book facilities: 4,038 facilities, QoQ +198 facilities
- Book GMV (Domestic): 50.6 bil JPY, YoY +32.4%
- Take rate: Achieved record high of 1.42%
→ Growth driven by MCP (Payment function)

Business Environment / Others

- tripla Book performing well. Impact of China-Japanese relations and Middle East situations is very limited.
- tripla (Thailand) decided to acquire the booking engine business from TPM in Thailand.
- Decided to establish a subsidiary in Australia.

FY2026 Q1 - Consolidated / YoY

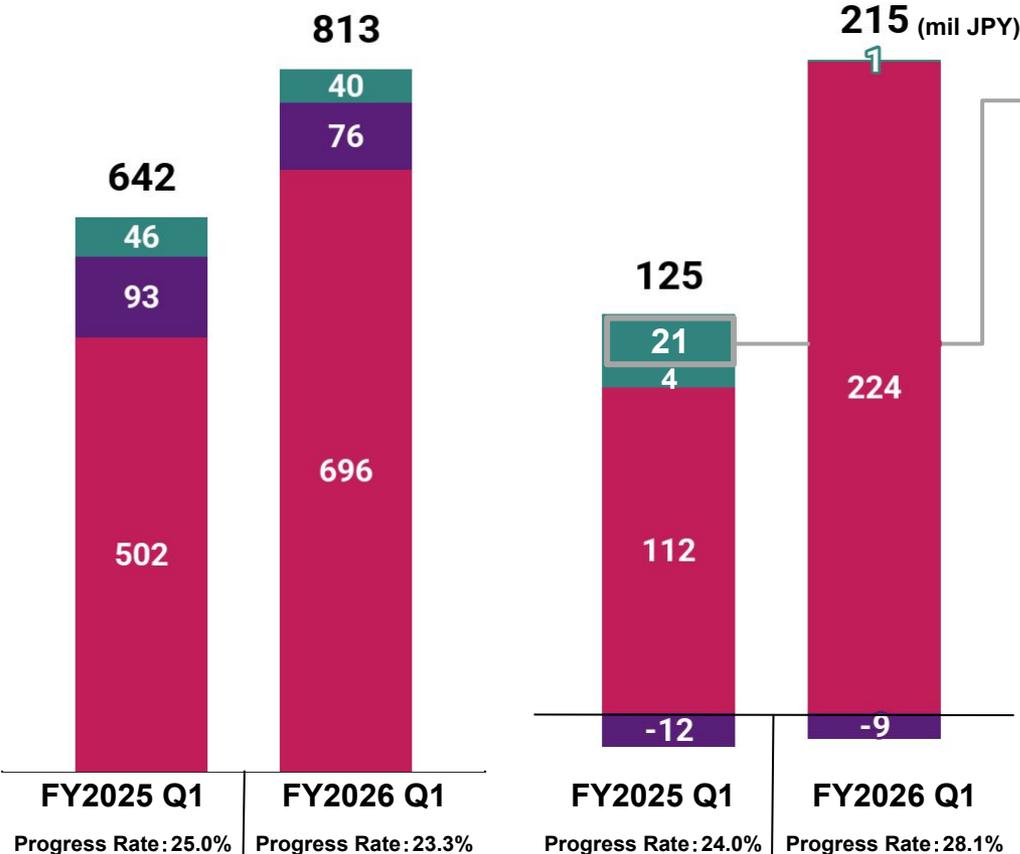
- Op. Revenue: 813 mil JPY, YoY +26.6%
- Op. Profit: 215 mil JPY, YoY +73.0%

Op. Revenue

Op. Profit



Temporary decrease in expenses of 21 million yen in FY2025Q1
 → Due to the settlement of outsourced development costs for the entire group, etc.



Op. Revenue	FY2025 Q1	FY2026 Q1	Progress Rate	YoY
Japan	502	696	23.5%	+39.9%
Southeast Asia	46	40	20.9%	▲14.1%
East Asia	93	76	22.7%	▲18.2%
Total	642	813	23.3%	+26.6%

Op. Profit	FY2025 Q1	FY2026 Q1	Progress Rate	YoY
Japan	112	224	29.8%	+99.3%
Southeast Asia	25	1	6.1%	▲97.9%
East Asia	▲12	▲9	-	-*4
Total	125	215	28.1%	+73.0%

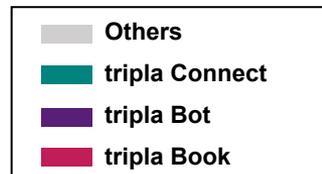
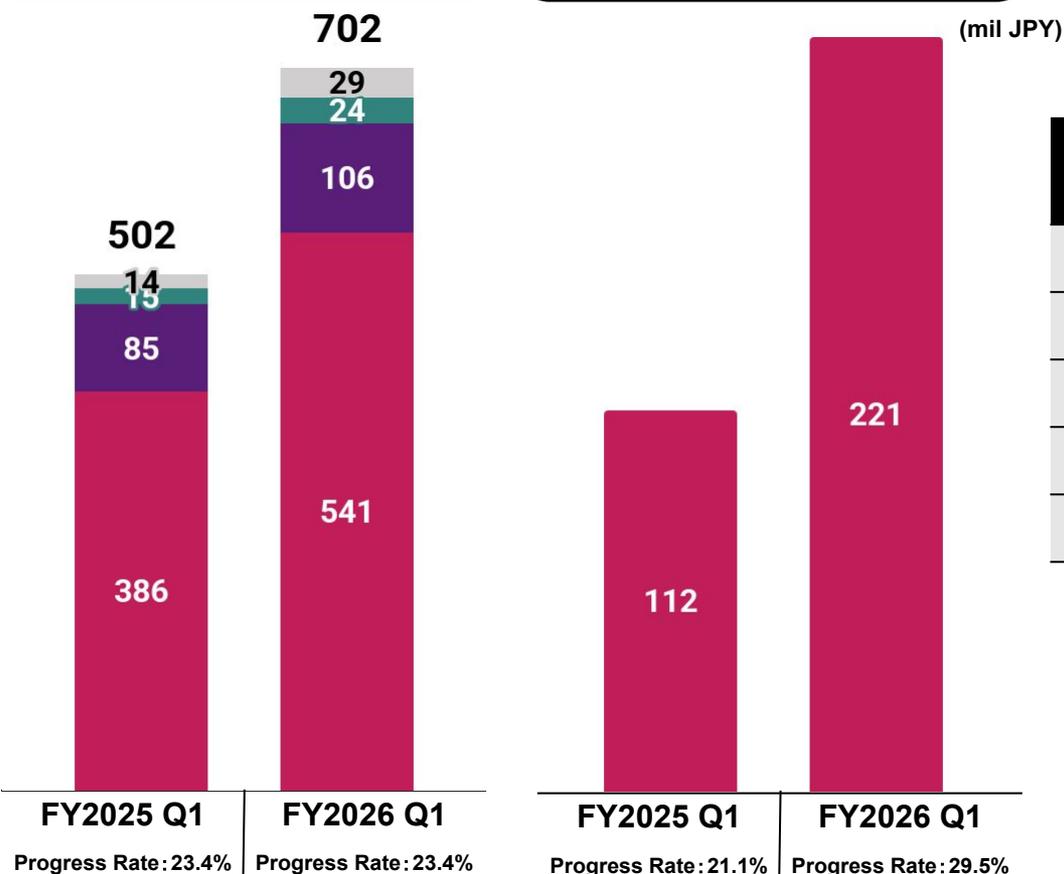
*1: Results for Japan only, excluding the Korean branch from non-consolidated results.
 *2: Results of tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
 *3: Results of tripla Taiwan Co., Ltd., Surehigh International Technology Inc., JASON FAMILY TRAVEL SERVICE CO., LTD., and the Korean branch.
 *4: YoY comparison is hidden as the previous period was negative.

FY2026 Q1 Results - Standalone / YoY

- Op. Revenue: 702 mil JPY, YoY +39.9%
- Op. Profit: 221 mil JPY, YoY +96.6%

Op. Revenue

Op. Profit



Op. Revenue	FY2025 Q1	FY2026 Q1	Progress Rate	YoY
tripla Book	386	541	22.9%	+39.9%
tripla Bot	85	106	26.3%	+24.8%
tripla Connect	15	24	20.4%	+59.9%
Others	14	29	27.2%	+109.3%
Total	502	702	23.4%	+39.9%

Information for tripla Book

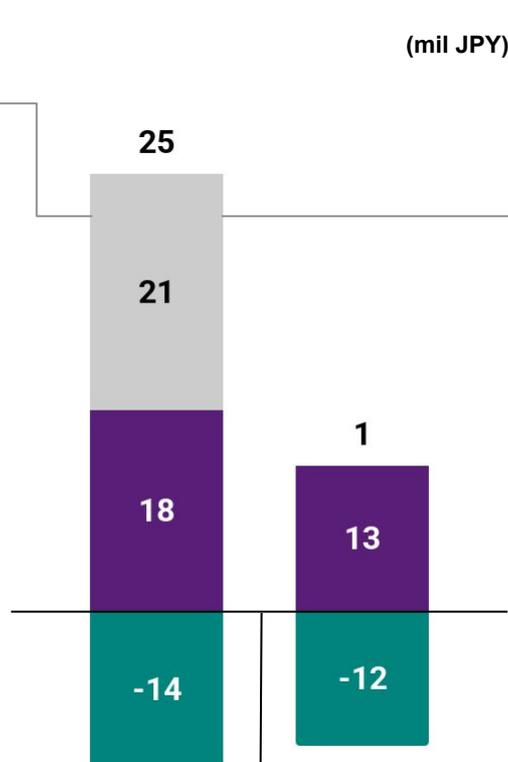
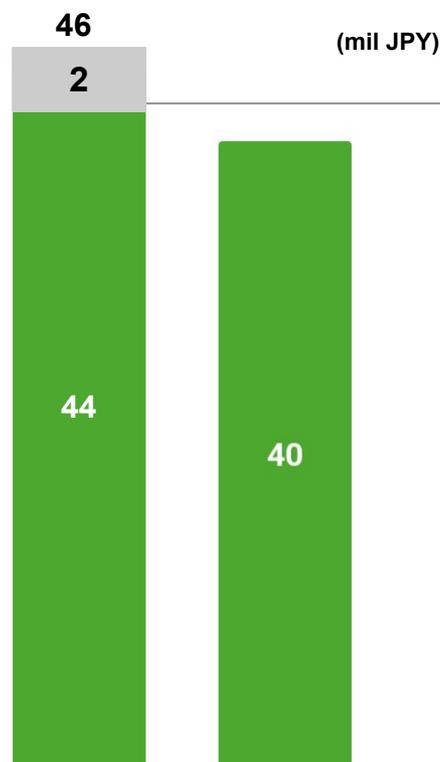
- Fixed Revenue: 117 mil JPY
YoY: +18.3%
- P4P Revenue: 423 mil JPY
YoY: +47.3%

FY2026 Q1 Results - Southeast Asia (Indonesia, Thailand, Philippines) / YoY

- Op. Revenue: 40 mil JPY, Op. Profit: 1 mil JPY

Op. Revenue *1

Op. Profit



Op. Profit (Before Goodwill Amortization)
Goodwill Amortization *2

Temporary decrease in expenses of 21 million yen in FY2025Q1
→ Due to the settlement of outsourced development costs for the entire group, etc.

	FY2025 Q1	FY2026 Q1	Progress Rate	YoY
営業収益	46	40	20.9%	▲ 14.1%
営業利益	25	1	-	▲ 96.6%

Upfront investments in the Philippines subsidiary established in FY2025
Number of Properties: 3,371

FY2025 Q1 Progress Rate: 28.9%
FY2026 Q1 Progress Rate: 20.9%

FY2025 Q1 Progress Rate: -
FY2026 Q1 Progress Rate: -

*1: Results of tripla Singapore PTE. Ltd., tripla BookandLink Indonesia (the subsidiary managing the Indonesian business), and tripla Philippines Technologies Inc.

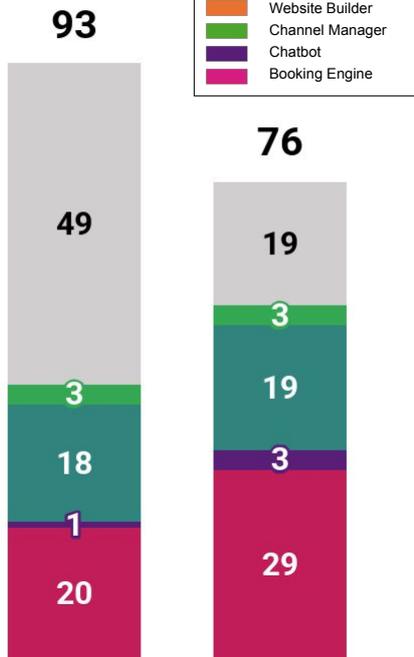
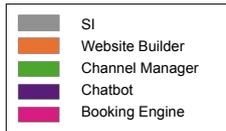
*2: Goodwill amortization fluctuated due to impairment of goodwill and intangible fixed assets at tripla Singapore (formerly Endurance).

FY2026 Q1 Results - East Asia (Taiwan, Korea) / YoY

- Op. Revenue: 76 mil JPY, Op. Profit: -9 mil JPY

Op. Revenue

(mil JPY)



FY2025 Q1

Progress Rate:35.9%

FY2026 Q1

Progress Rate:22.7%

Op. Profit

(mil JPY)



FY2025 Q1

Progress Rate:-

FY2026 Q1

Progress Rate:-

Temporary revenue generated from multiple SI development projects in FY2025 Q1

	FY2025 Q1	FY2026 Q1	Progress Rate	YoY
営業収益	93	76	22.7%	▲18.2%
営業利益	▲12	▲9	-	-

Revenue from core services increased YoY
Number of Properties: 1,724

*1: Results of Surehigh International Technology Inc., JASON FAMILY TRAVEL SERVICE CO., LTD., and the Korean branch.

*2: YoY is hidden as the previous year's result was negative.

*3: Temporary operating revenue from System Integration.

*4: Goodwill amortization fluctuated due to additional consideration (earnout) contingent upon Surehigh's performance reaching a certain level.

FY2026 Q1 Results (Consolidated)

- Op. Revenue: 813 mil JPY, YoY +26.6%
- Op. Profit: 215 mil JPY, YoY +73.0%

(Thousand JYP)

	FY25 Q1 Actual	FY25 Full-year Actual	FY25 Q1 Progress	FY26 Q1 Actual	FY25 Full-year Target	FY26 Q1 Progress	YoY
Op. Revenue	642,643	2,573,543	25.0%	813,696	3,493,224	23.3%	+26.6%
Japan**1	502,187	2,150,330	23.4%	696,868	2,963,491	23.5%	+39.9%
SoutheastAsia**2	46,938	162,398	28.9%	40,319	193,160	22.7%	▲14.1%
EastAsia**3	93,517	260,509	35.9%	76,509	336,572	20.9%	▲18.2%
Growth Rate	+86.6%	+37.8%	-	+26.6%	+35.7%	-	-
Op. Expenses	517,365	2,053,702	-	598,110	2,737,503	-	-
Op. Profit	124,641	519,841	24.0%	215,586	755,721	28.1%	+73.0%
Op. Profit Margin	19.4%	20.2%	-	26.5%	21.6%	-	-
Ordinary Profit	150,243	583,993	25.7%	238,323	813,948	29.3%	+58.6%
Net Income	120,535	505,441	23.8%	162,467	515,368	31.5%	+34.8%
Net Income Attributable to Owners of Parent	119,242	501,815	23.8%	161,842	510,312	31.7%	+35.7%

*1: Results for the Japan area, excluding Korea from tripla standalone.

*2: Results of tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia (the subsidiary managing the Indonesian business), and tripla Philippines Technologies Inc.

*3: Results of tripla Taiwan Co., Ltd., Surehigh International Technology Inc., JASON FAMILY TRAVEL SERVICE CO., LTD., and the Korean branch.

FY2026 Q1 Results (Standalone)

- Op. Revenue: 702 mil JPY, YoY +39.9%
- Op. Profit: 221 mil JPY, YoY +96.6%

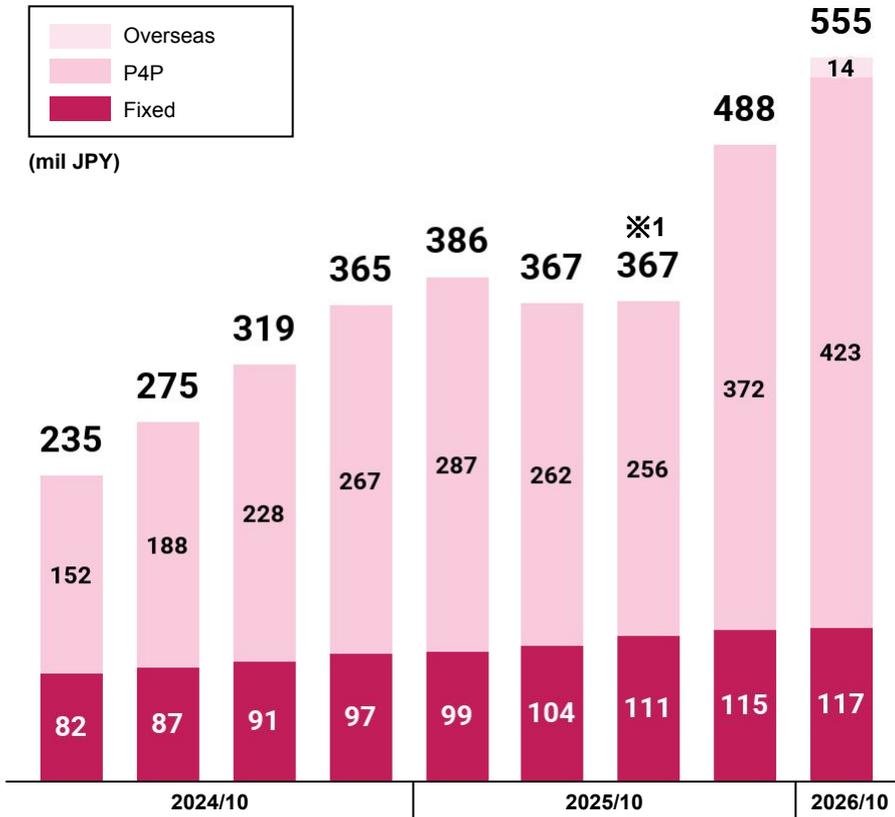
(Thousand JYP)

	FY25 Q1 Actual	FY25 Full-year Actual	FY25 Q1 Progress	FY26 Q1 Actual	FY25 Full-year Target	FY26 Q1 Progress	YoY
Op. Revenue	502,187	2,150,330	23.4%	702,513	2,998,820	23.4%	+39.9%
tripla Book	386,868	1,609,780	24.0%	541,092	2,361,326	22.9%	+39.9%
tripla Bot	85,667	403,727	21.2%	106,925	407,219	26.3%	+24.8%
tripla Connect	15,335	76,262	20.1%	24,527	120,205	20.4%	+59.9%
Others	14,315	60,559	23.6%	29,806	110,068	27.2%	+108.2%
Growth Rate	+45.5%	+31.1%	-	+39.9%	+40.0%	-	-
Churn Rate_Book ※1	0.3%	0.3%	-	0.8%	0.3%	-	-
Churn Rate_Bot ※1	0.6%	0.4%	-	0.4%	0.6%	-	-
Op. Expenses	389,650	1,616,387	-	481,265	2,256,570	-	-
Op. Profit	112,536	533,942	21.1%	221,248	742,250	29.5%	+96.6%
Op. Profit Margin	22.4%	24.8%	-	31.5%	24.8%	-	-
Ordinary Profit	107,809	555,908	19.4%	240,409	786,300	30.3%	+123.0%
Net Income	84,480	473,024	17.9%	168,178	524,190	31.7%	+99.1%

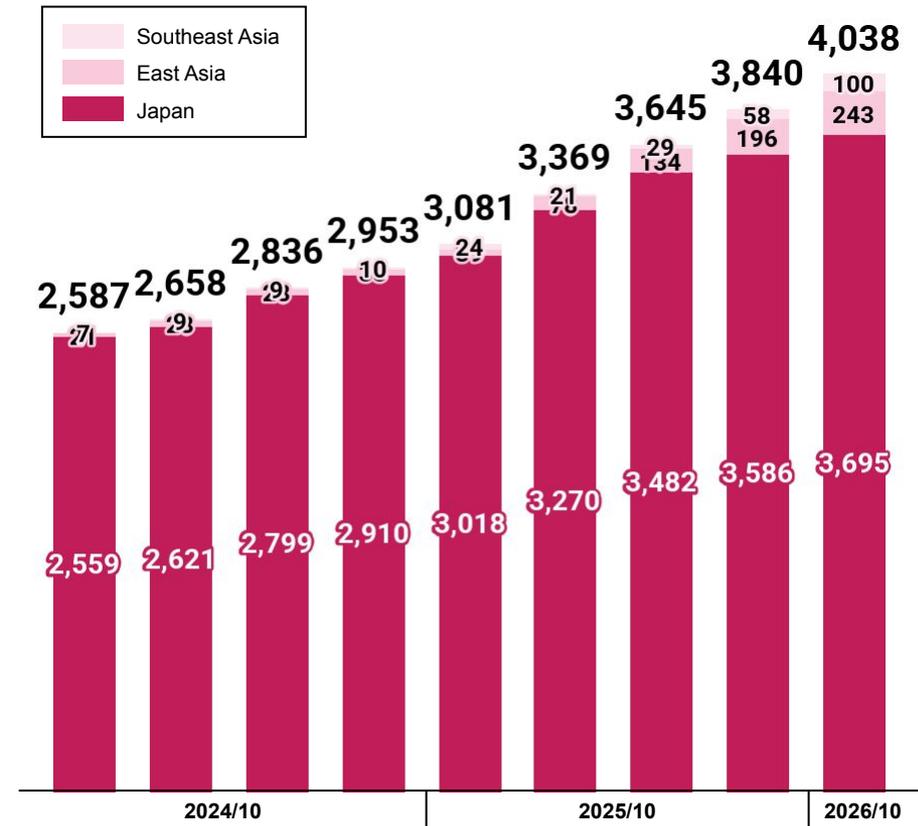
Key KPIs - By Segment (tripla Book 1/3)

- Op. Revenue: YoY +39.9%
- Driven significantly by P4P Revenue (YoY +47.3%)

Book Op. Revenue *2



Number of Properties *3



*1: P4P revenue in FY2025 Q3 was affected by a temporary impact from MCP revenue (approx. -64 mil JPY).

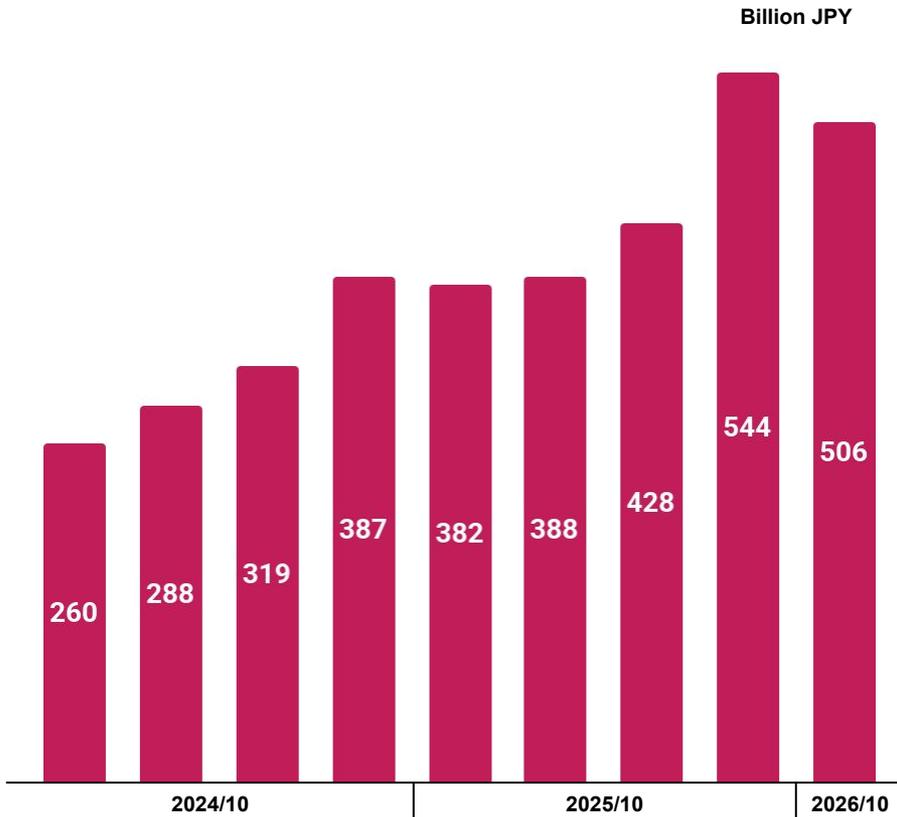
*2: Overseas revenue includes consolidated revenue, so it does not match the breakdown of standalone operating revenue.

*3: The breakdown for FY2026 Q1 is 3,695 properties in Japan, 243 properties in East Asia (Taiwan, Korea), and 100 properties in Southeast Asia (Indonesia, Philippines, Thailand, etc.).

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

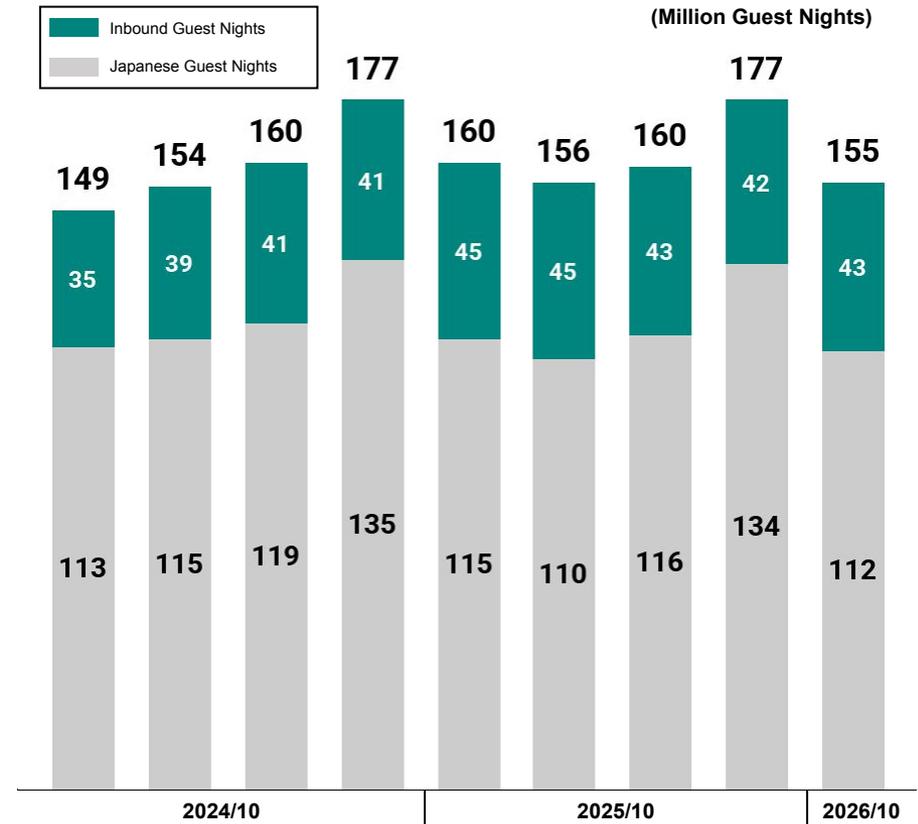
- Total guest nights decreased slightly YoY due to macro factors
- Meanwhile, domestic Gross Merchandise Value (GMV) reached 50.6 billion JPY

Domestic GMV



Total Guest Nights

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



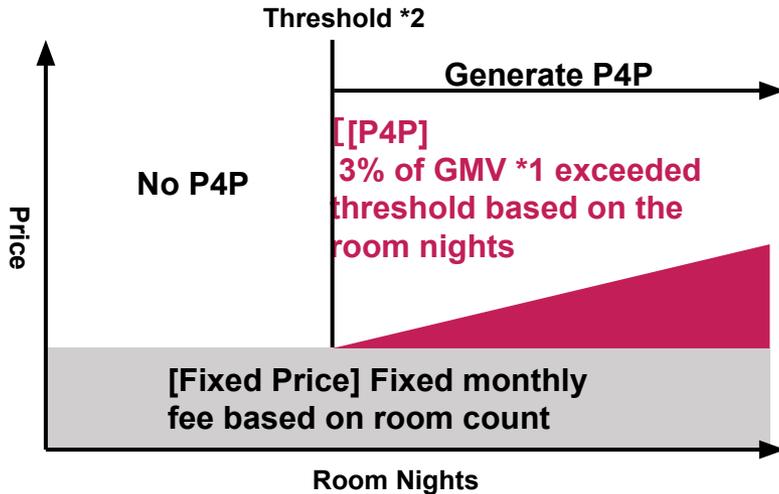
*1: For the Japan Tourism Agency statistics, the most recent data is based on the first preliminary figures, which are later updated to final figures, resulting in changes from figures in past presentation materials.

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

- **Take rate: Achieved a record high of 1.42%**
- **Take rate rose significantly due to the development of the MCP function in the previous period.**

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.

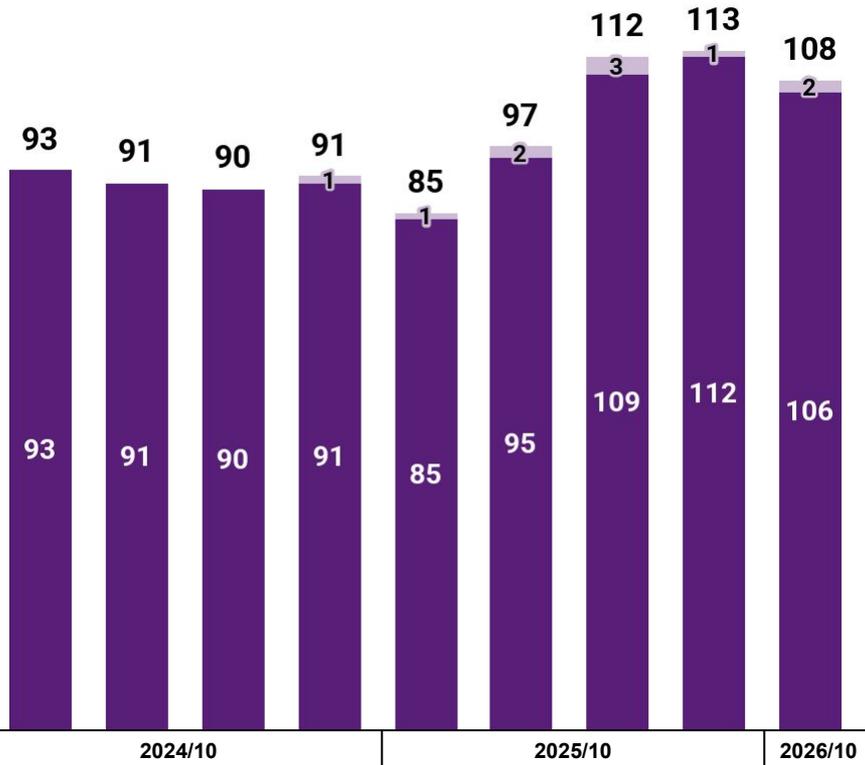
*4: GMV that does not generate Op. Revenue from "P4P Room Night" due to special contract conditions for certain major clients. Op. Revenue from "P4P Payment" is generated.

Key KPIs - By Segment (tripla Bot)

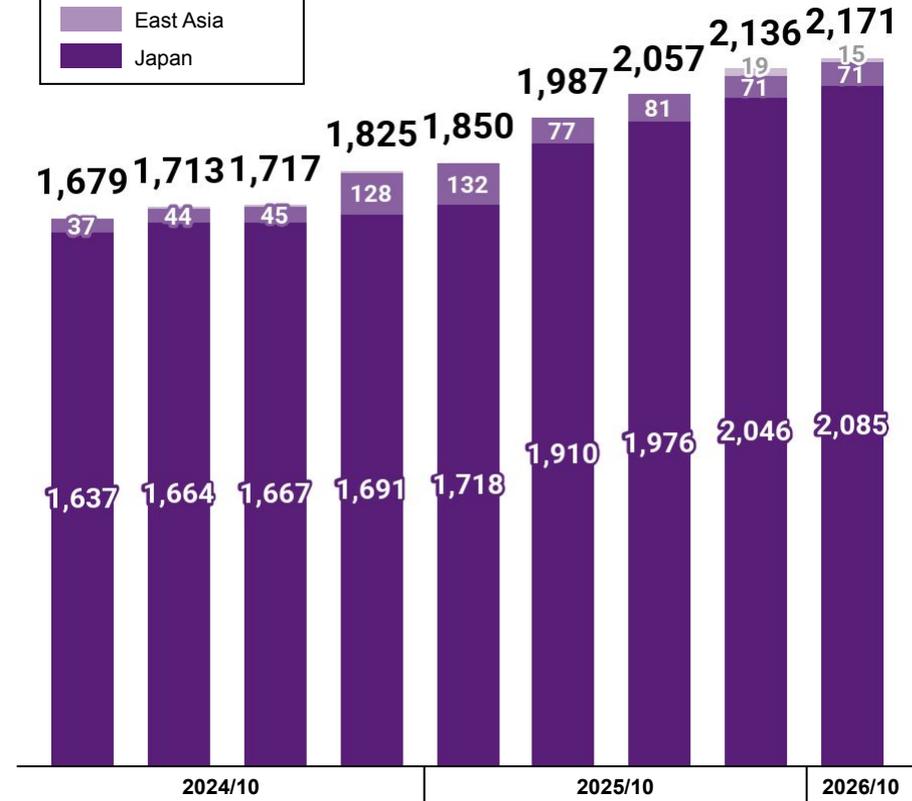
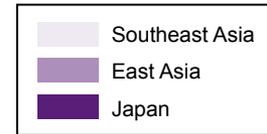
- Q1 Op. Revenue: 108 mil JPY, YoY: +24.5%

Bot Op. Revenue *1

(mil JPY)



Number of Properties *2



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

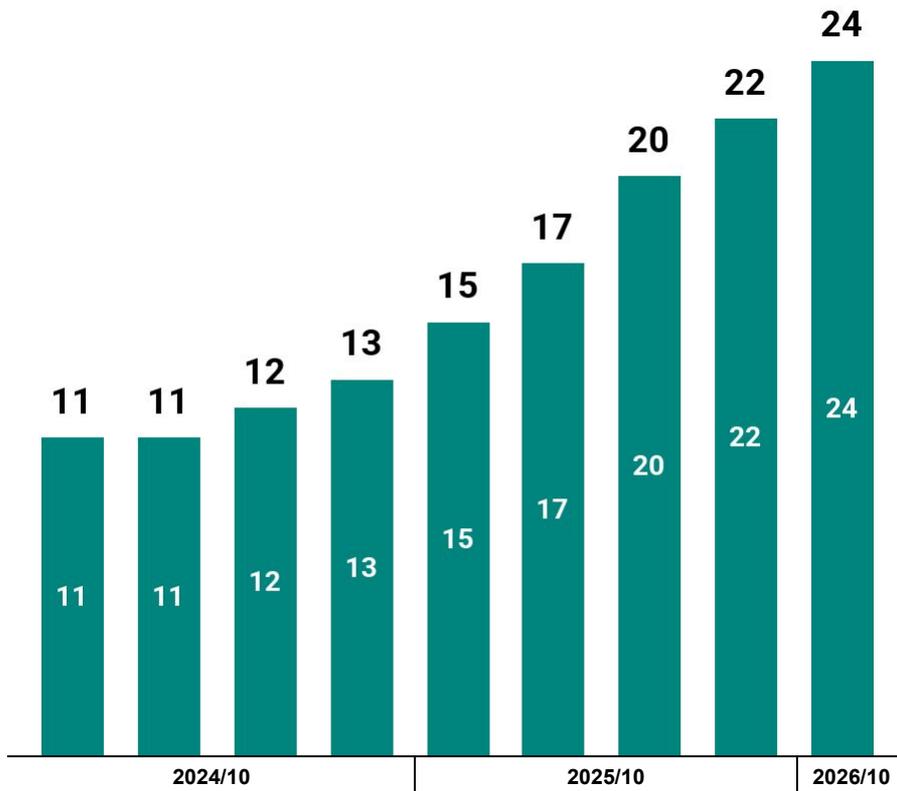
*2: The breakdown for FY2026 Q1 is 2,085 properties in Japan, 40 properties in Taiwan, 31 properties in Korea, and 14 properties in Southeast Asia.

Key KPIs - By Segment (tripla Connect)

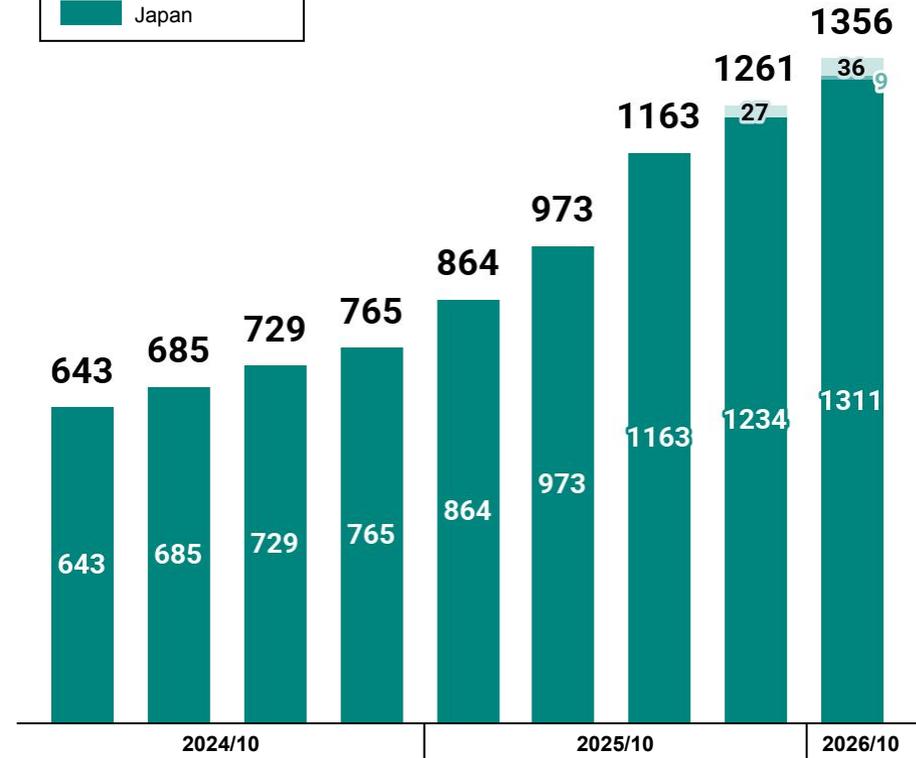
- Both Op. Revenue and number of properties grew steadily.
- Implemented in Korea, in addition to Thailand and the Philippines.

Connect Op. Revenue

(mil JPY)



Number of Properties *1

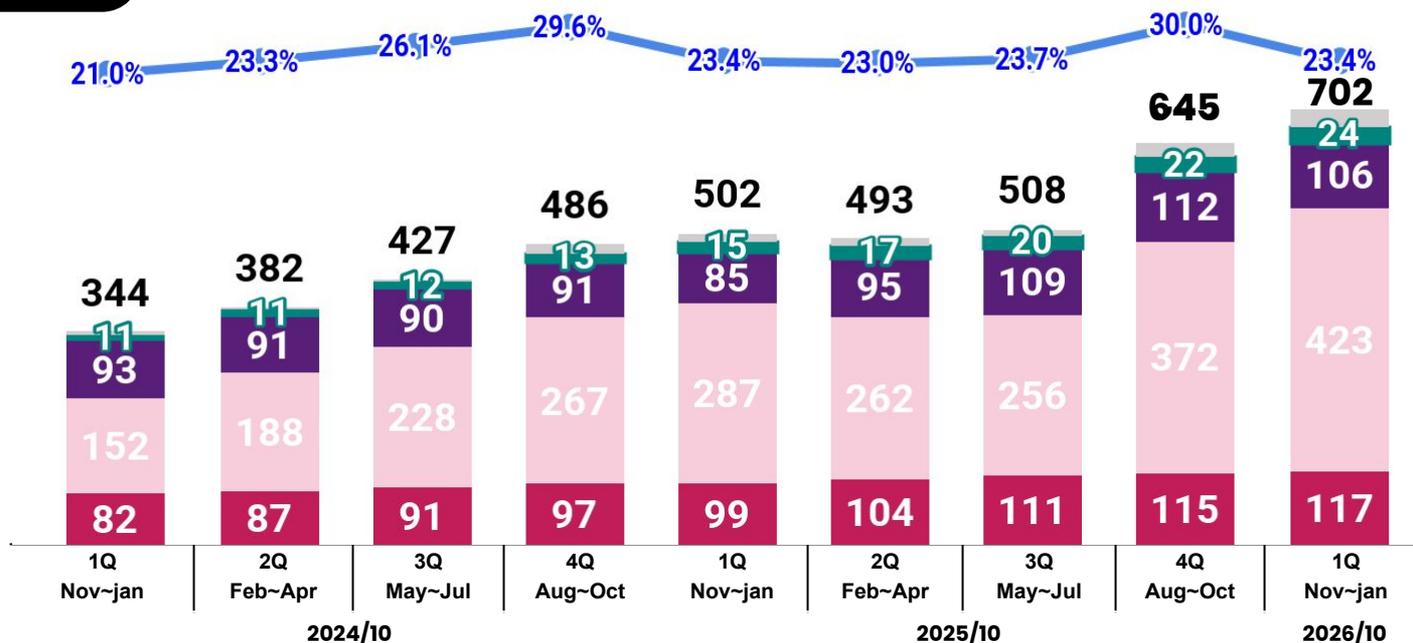
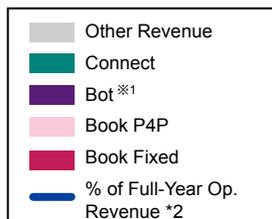


Quarterly Op. Revenue Distribution (Standalone)

- Backloaded revenue structure, peaking in the second half as travel demand increases.

Op.Revenue

(Mil JPUY)



Book fixed revenue increases along with the rise in the number of tripla Book facilities.

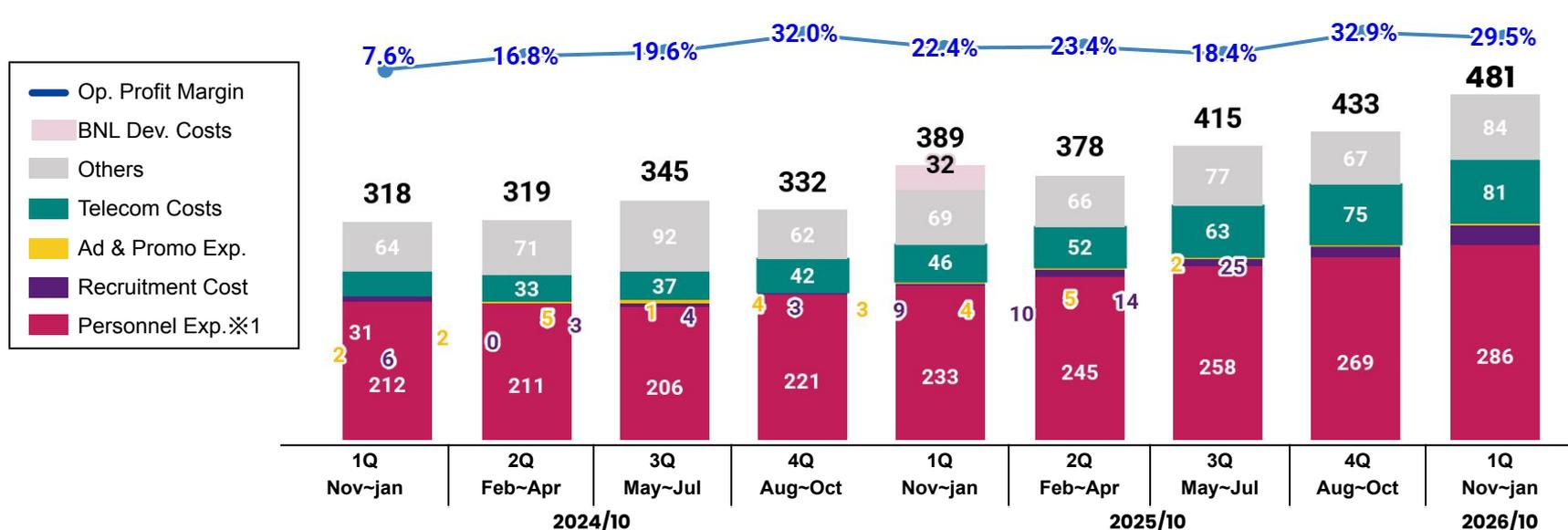
Book P4P revenue has seasonality and tends to be stronger in Q4, which includes August.

Bot includes both fixed and variable revenue, and is influenced by the increase in facilities and seasonality. *1

*1: While tripla Bot has both fixed-revenue-only plans and plans combining fixed and variable revenue (which have seasonality), we are promoting a shift to fixed-revenue plans, which will change the breakdown.

*2: For FY2024, the ratio of quarterly operating revenue to full-year operating revenue (standalone P/L) of 1,639 million JPY. For FY2025, to 2,150 million JPY. For FY2026, to the full-year planned operating revenue (standalone P/L) of 2,998 million JPY.

Quarterly Op. Expenses Trend (Standalone)



	2024/10				2025/10				2026/10
Employees (Non-consol.) ※2 (Engineers, etc.) ※3	93 (44)	89 (42)	91 (43)	92 (43)	90 (40)	97 (44)	102 (45)	95 (40)	98 (42)
Employees (Consolidated) ※2 (Engineers, etc.) ※3	—	—	—	158 (60)	162 (60)	173 (65)	182 (67)	190 (70)	199 (78)

- **Personnel Costs:** The decrease from 1Q to 3Q of FY2024 (October) was mainly due to a reduction in standalone headcount caused by mid-year resignations. Meanwhile, overseas subsidiaries expanded, resulting in overall group-level cost optimization. Headcount remained stable in FY2025 (October).
- **Communication Costs:** Include server-related expenses and tend to increase as the number of customers grows, though not in direct proportion.
- **Overall Operating Expenses:** Unlike Op. Revenue, the Company's operating expenses do not exhibit seasonality.
- **BNL Dev Costs:** In 1Q of FY2025, a temporary increase occurred due to one-off outsourcing payments to overseas subsidiary BookandLink. There was no impact at the group level.

*1: Personnel expenses include salaries, statutory welfare expenses, as well as welfare benefits, outsourcing expenses, and stock-based compensation.

*2: The number of employees excludes temporary staff. Since FY2024, seconded employees from subsidiaries have been accepted; the headcount excludes the number of seconded employees.

*3: The number of engineers, etc., includes product-related members such as product managers, designers, and QA testers.

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Company Overview

Company Name tripla Co., Ltd.

Rep.Directors Kazuhisa Takahashi / Kaku Toriu

Business Internet Services & Travel Agency

Capitals ¥872.40M

Website <https://tripla.io>

Established April 15th, 2015

Employees Standalone: 98
Consolidated: 199 *as of 2026/10 Jan.

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

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

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

199 ※1

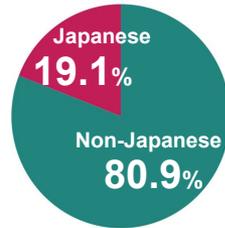
• Nationalities

19 ※1

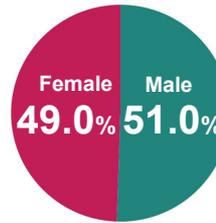
• Average Age

35.9

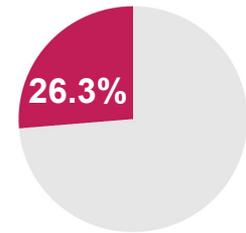
• Diversity Ratio※1※1



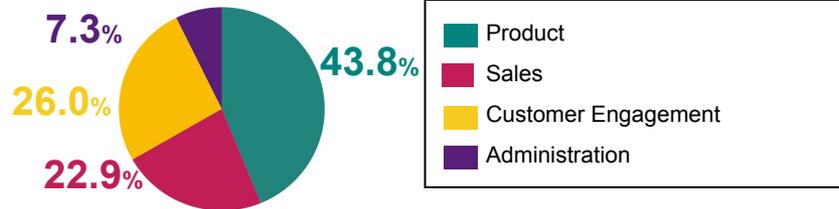
• Gender Ratio



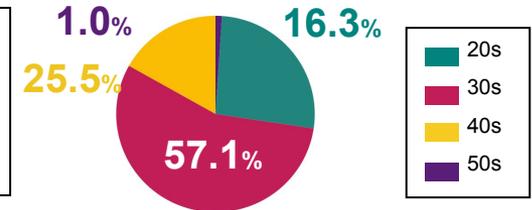
• % of Female Managers



• % by Team



• % by Age Group

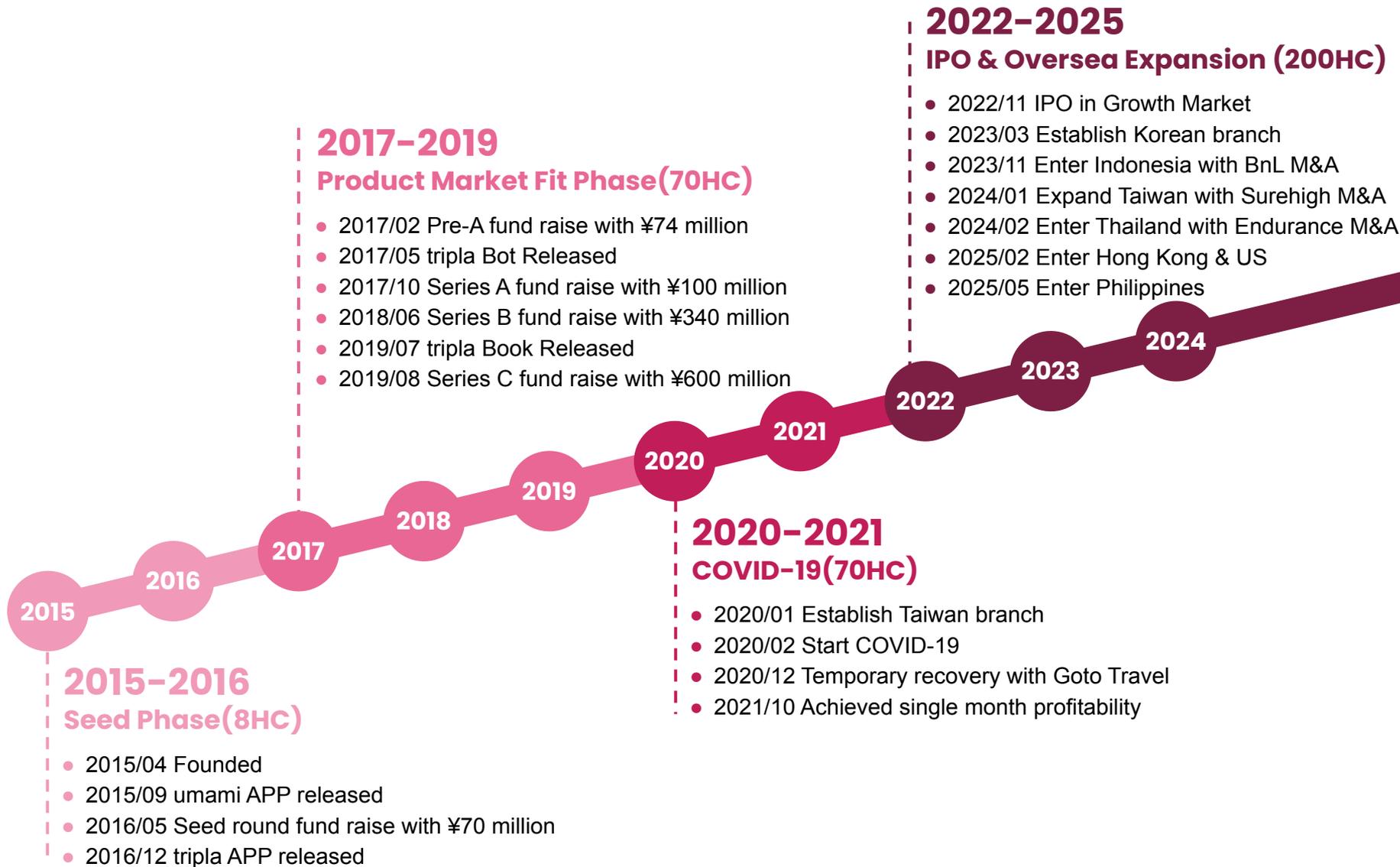


• Employees by Nationality



■ Japan ■ Taiwan ■ China ■ Korea ■ US ■ France ■ India ■ Indonesia ■ Kazakhstan ■ UK ■ Australia
■ Ethiopia ■ Estonia ■ Germany ■ Lebanon ■ Morocco ■ the Netherlands ■ Russia ■ Vietnam

※1: Includes subsidiaries



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



Executive Officer, CFO

Hiroki Tanaka

Career:

Education: Keio University, Keio Business School MBA



Executive Officer, Business Development

Masahiro Okubayashi

Career:

Education: Kobe University



Executive Officer, Customer Engagement

Koutatsu Kawamoto

Career:

Education: Keio University



Executive Officer, CTO

Hakim Mouslih

Career:

Education: Université d'Angers



Executive Officer, Product Management

Aude Moras

Career:

Education: IAE de Poitiers



Executive Officer, Overseas Partnership

Philippe Raunet

Career:

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



Full-time Auditor

Chikami Yamazoe

Career:

Education: Rikkyo University

Qualifications: CPA

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

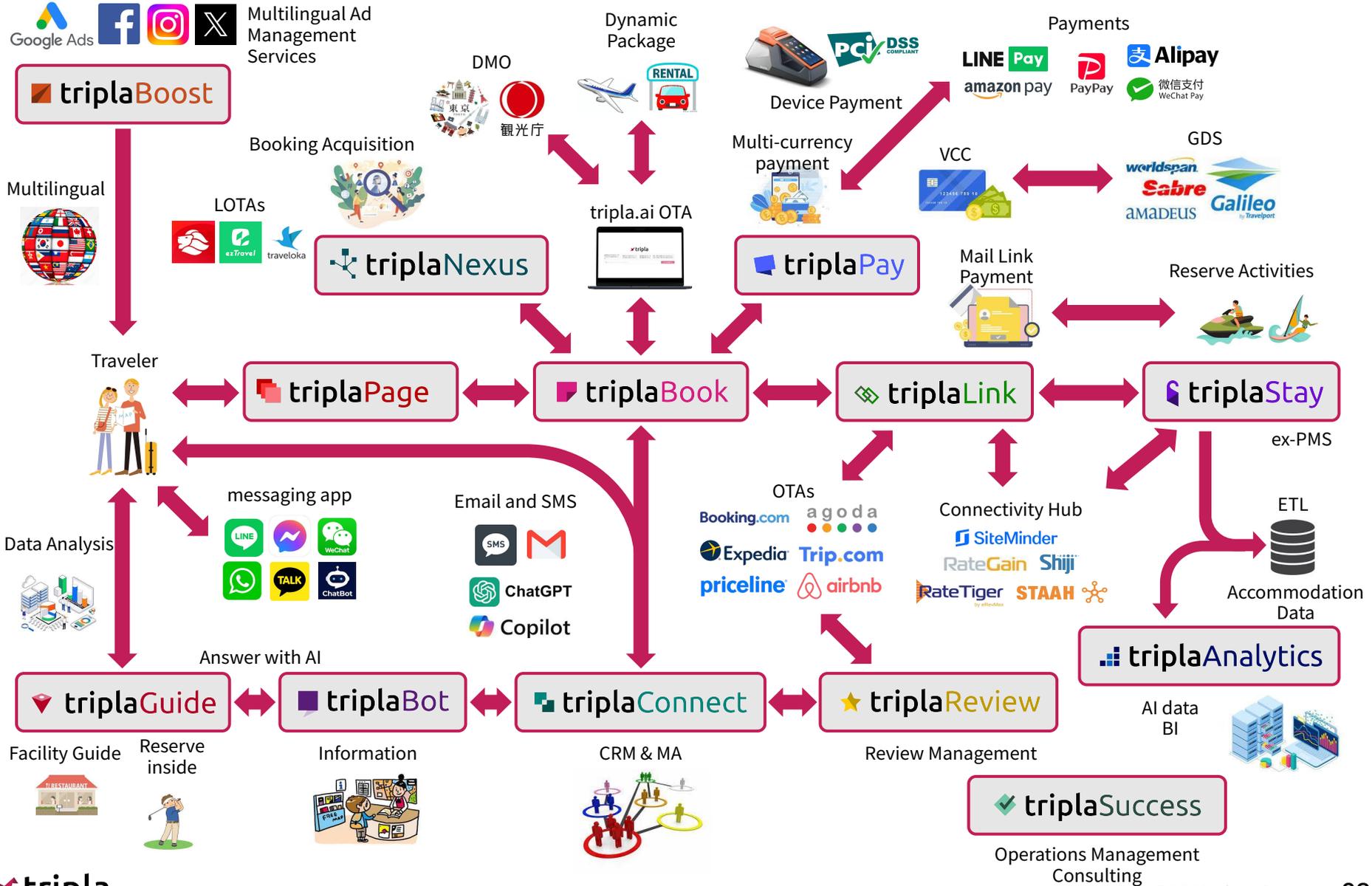
デジタルソリューションを提供し、旅行業界を革新する。

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
- Challenge for Innovation
- Stretch the Team & Yourself
- 生産性の追求
- 謙虚、尊敬、信頼
- More with Less
- Humility, Respect & Trust

Service MAP of tripla



Agenda

Business Resilience to the External Environment

Overview of FY2026 Q1 Financial Results

Company Overview

▶ **tripla's Management Strategy**

FY2026 Financial Targets (Re-posted)

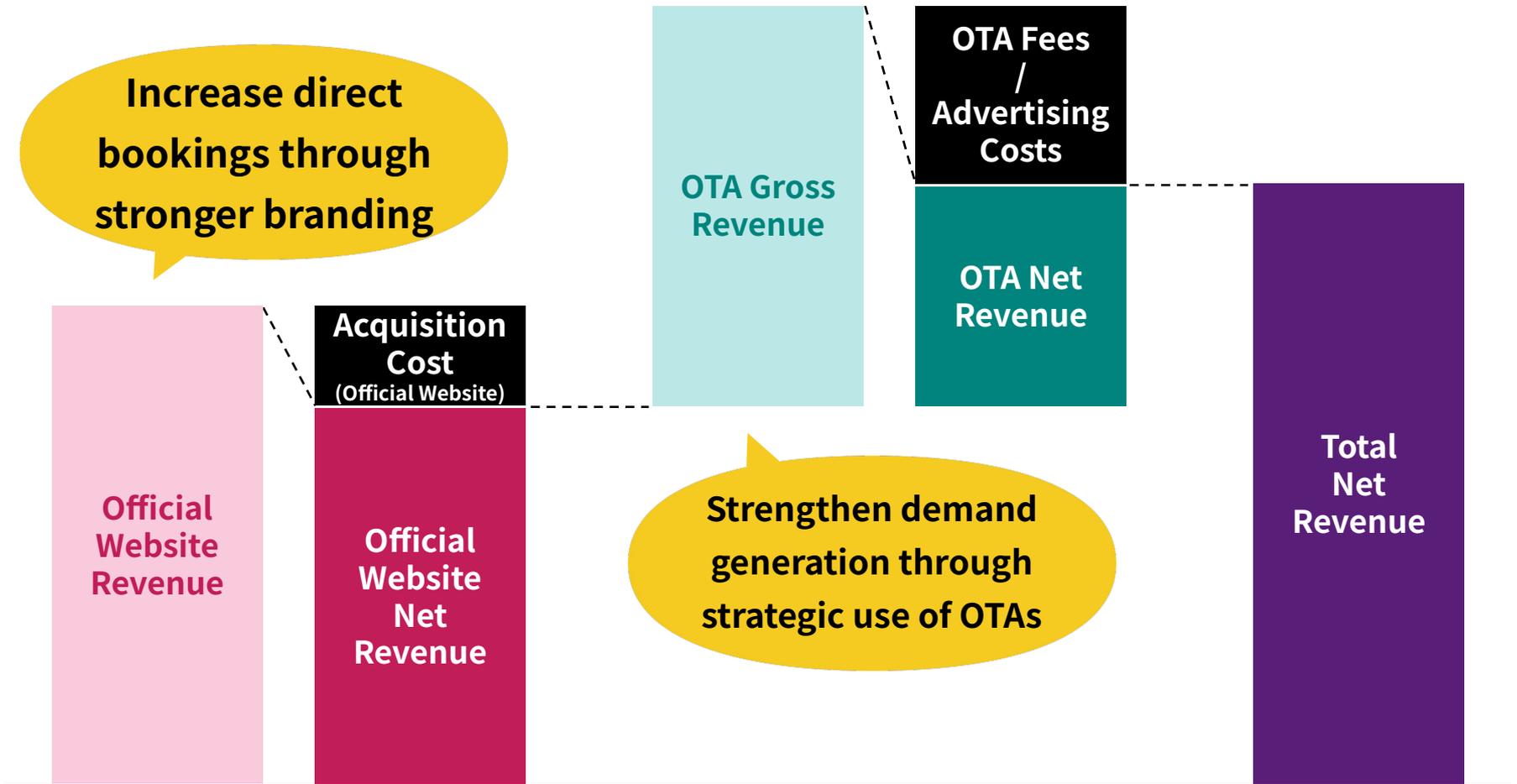
Appendix

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



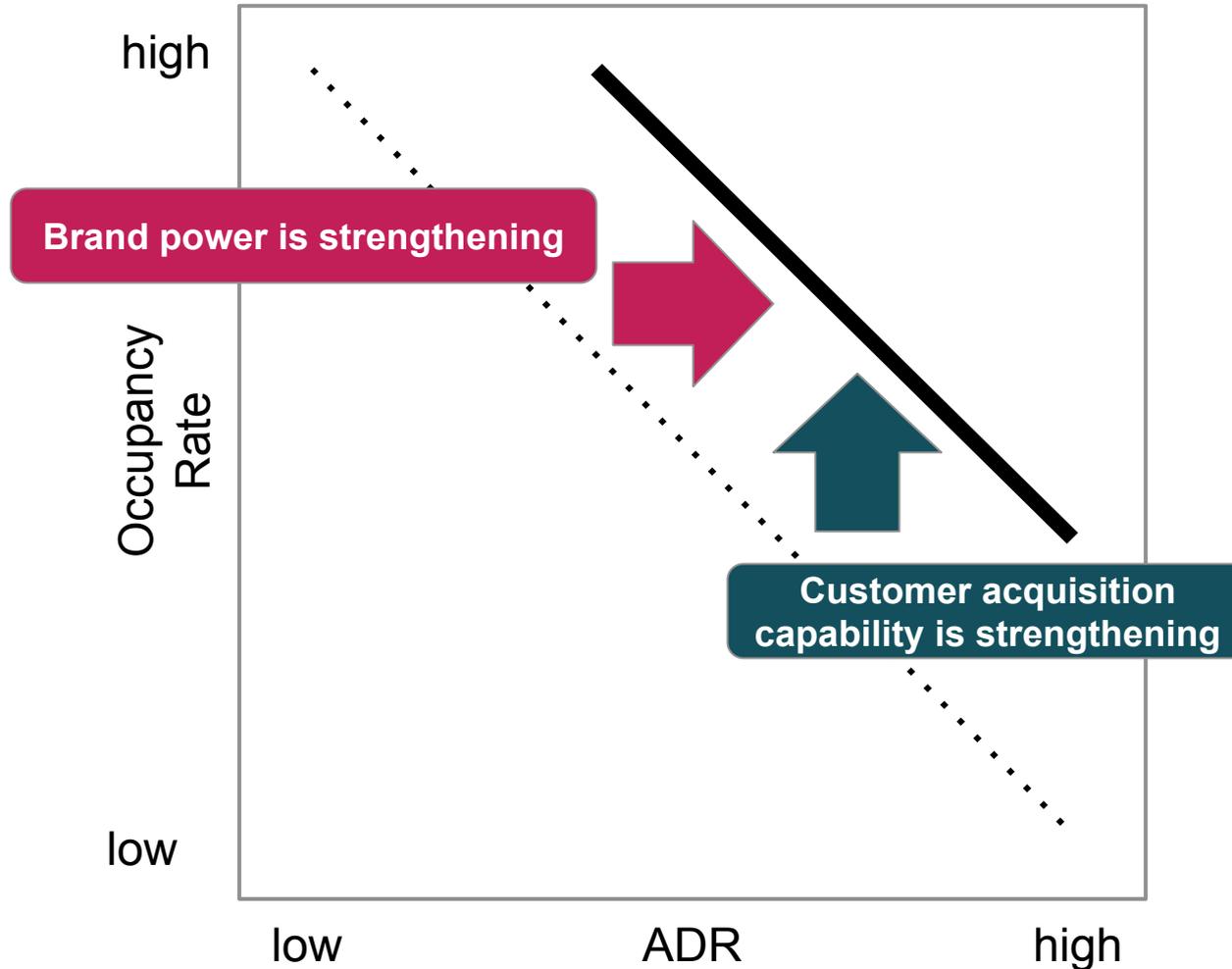


Mechanism to Maximize Profitability in the Hospitality Industry



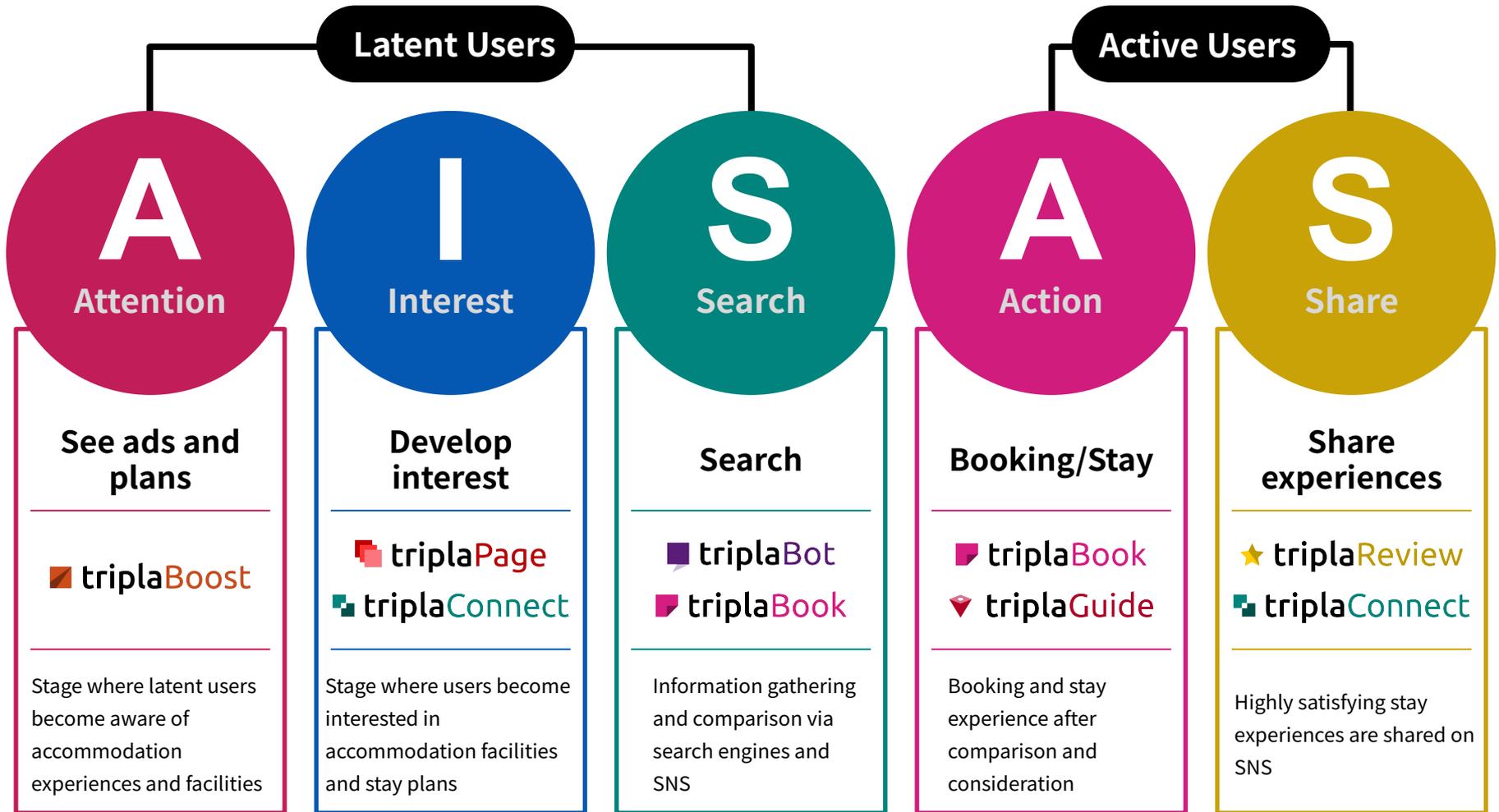


Stronger brand power drives higher ADR, while stronger demand generation improves occupancy rates.





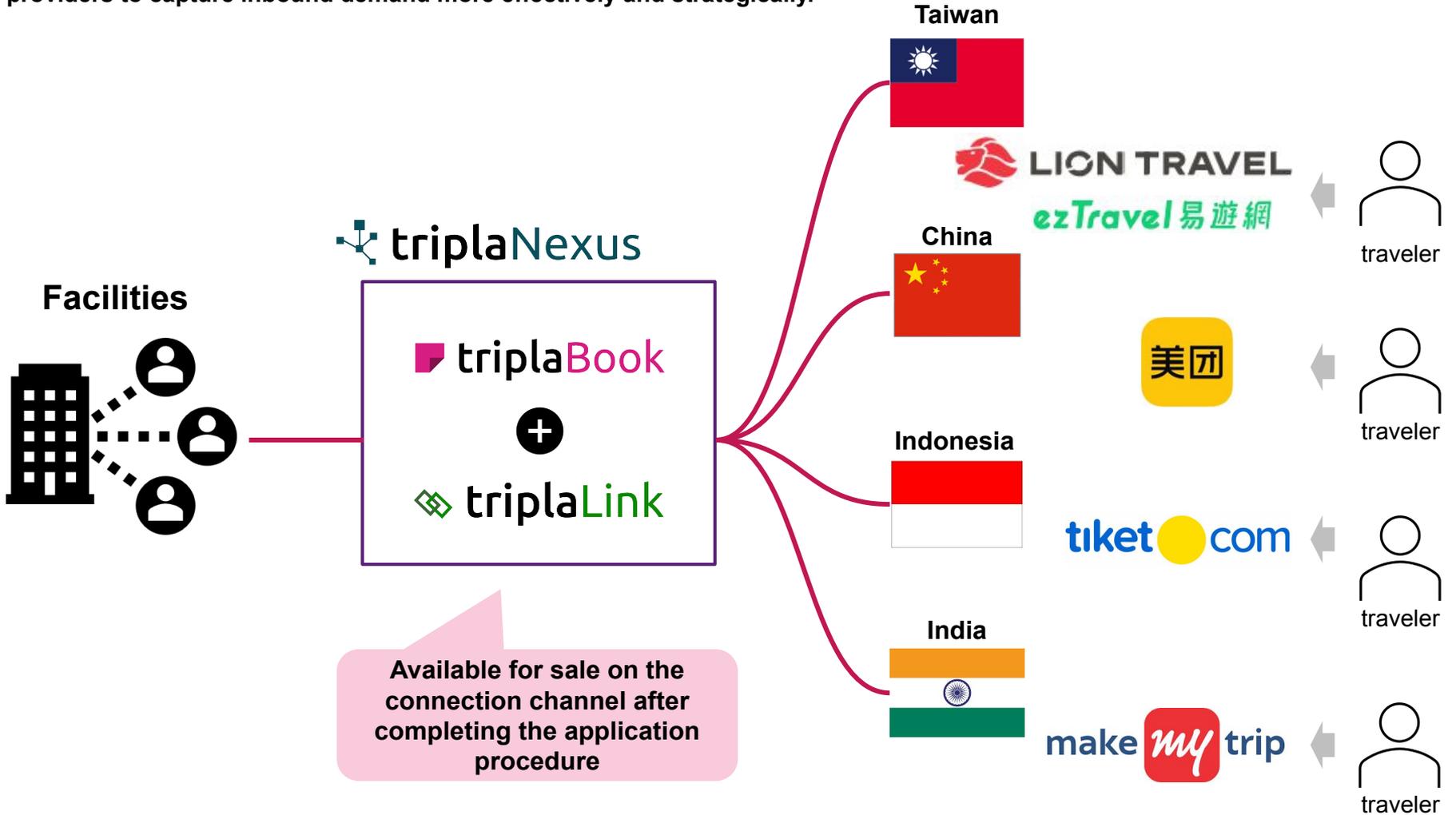
Brand Contribution Map of tripla Services Based on the AISAS Model





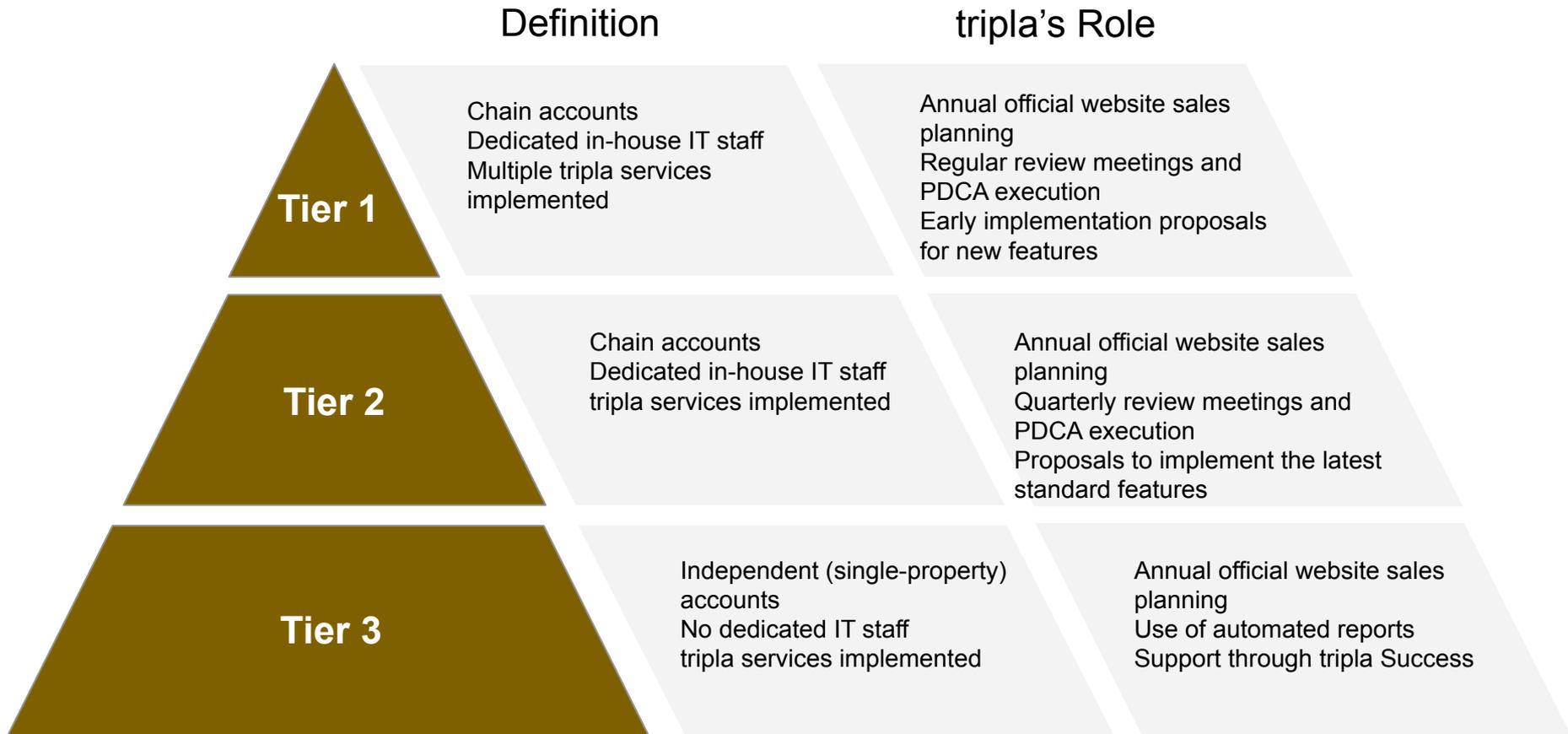
Enabling Strategic Inbound Bookings through System Integration with Local OTAs

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.

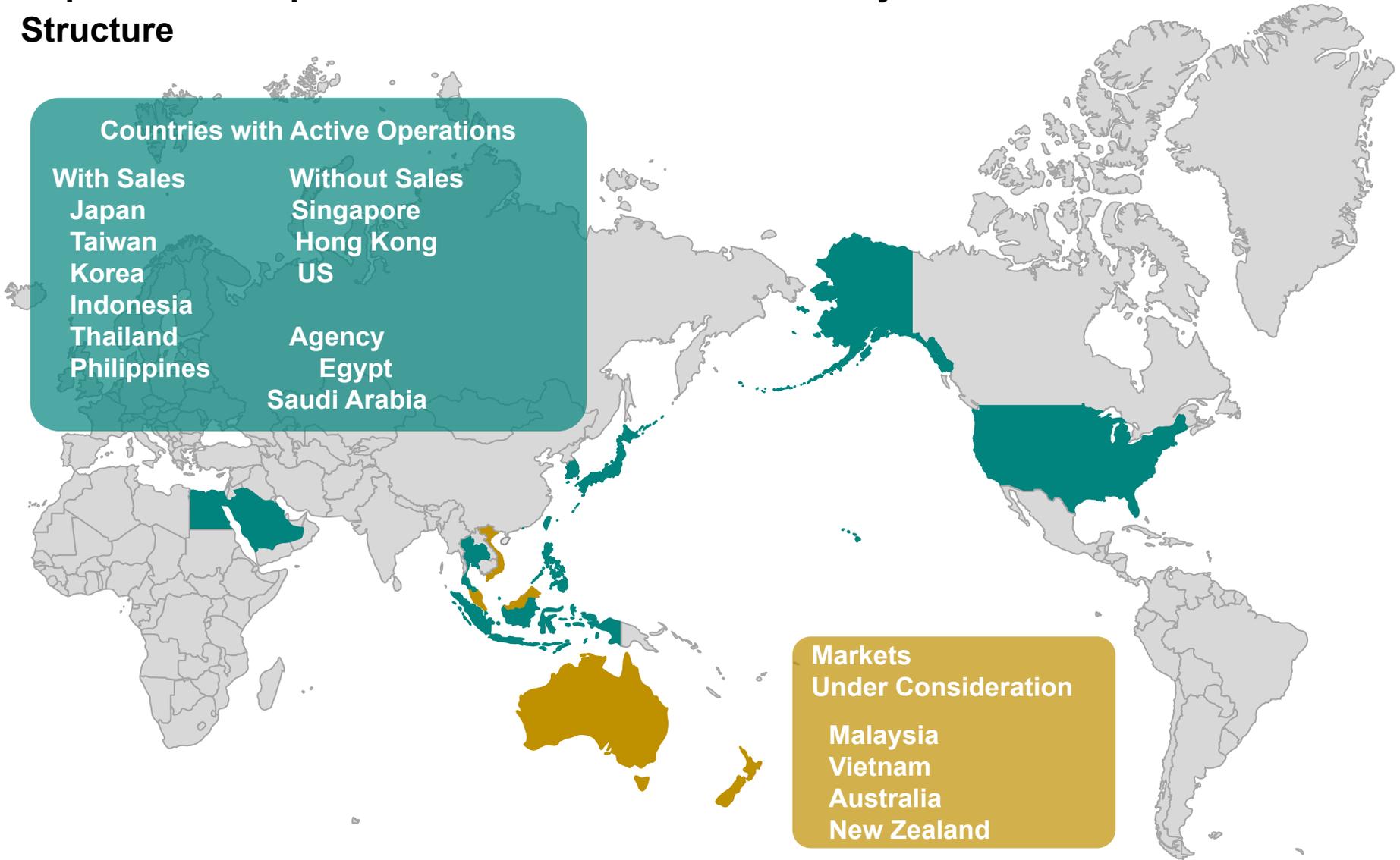




Implement tier-specific actions, from high-touch sales to operational support (tripla Success)



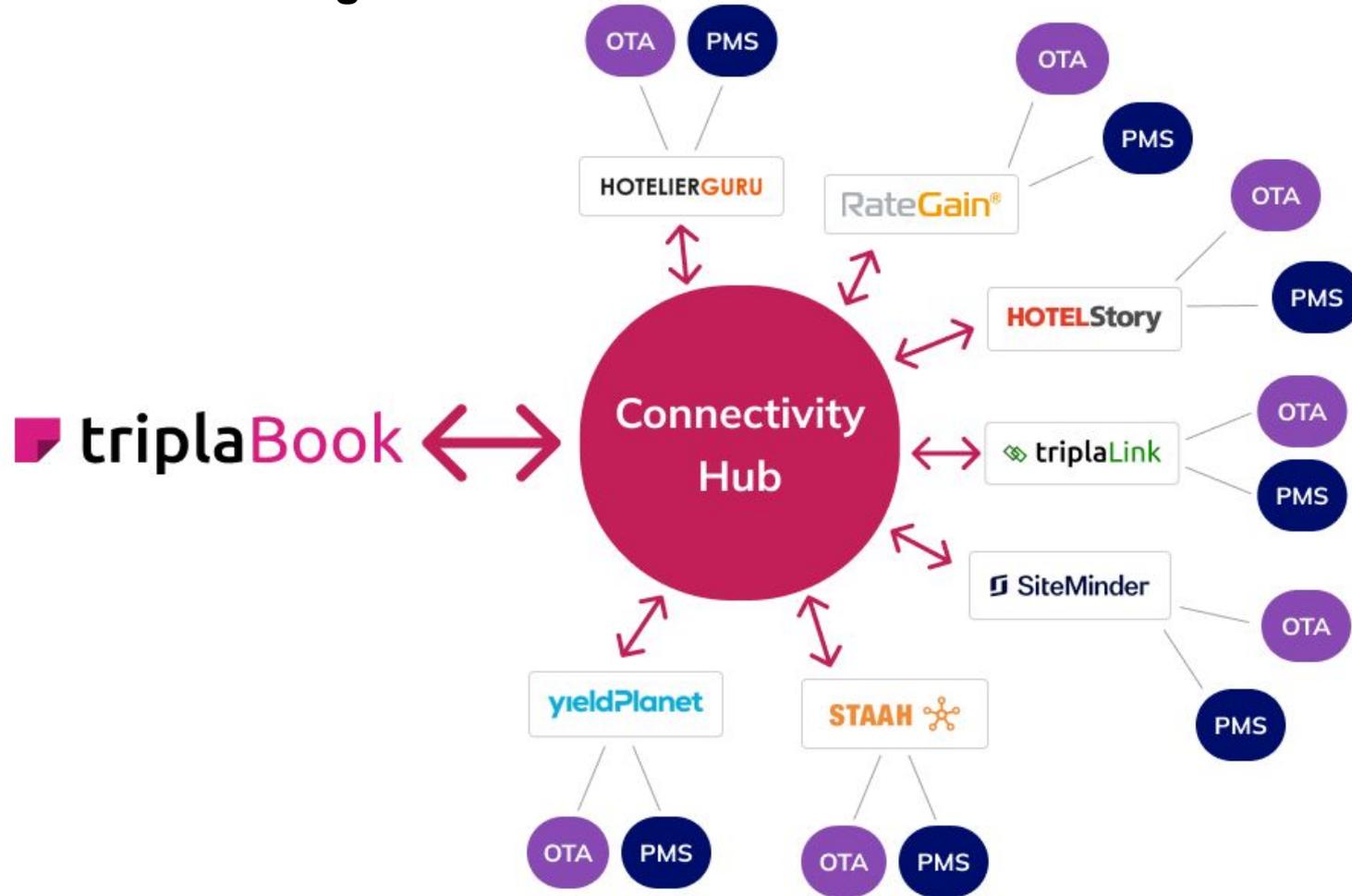
Rapid Market Expansion and Localization Enabled by a Multinational Team Structure





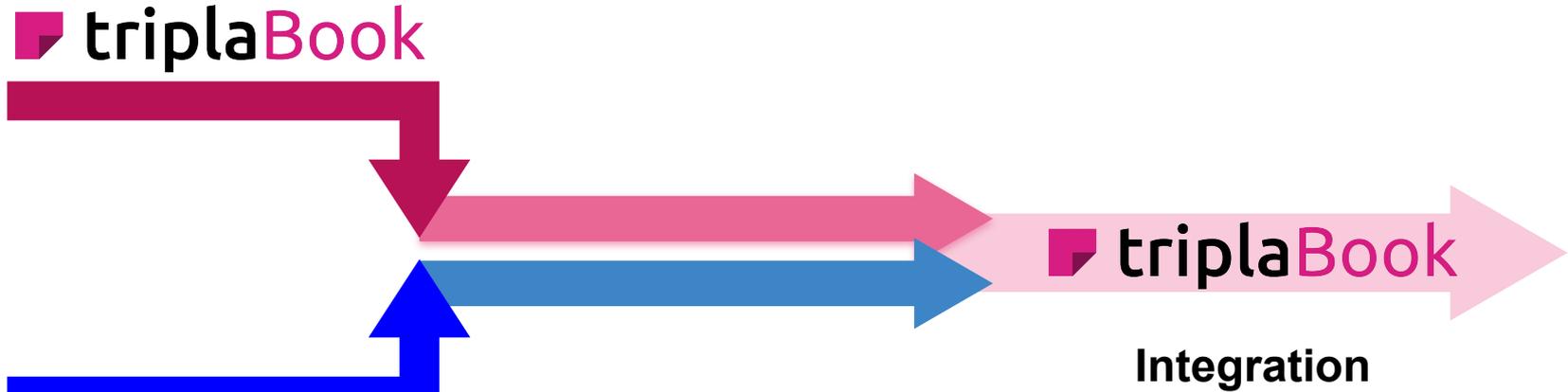
Key Achievements in FY2025 – Connectivity Hub

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





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



Alignment Toward Service Integration
Ongoing discussions and coordination with acquired services

Closing Functional Gaps and Integration
Bridging feature gaps to enable smooth unification

Service Consolidation and Cost Optimization
Full integration into tripla Book to optimize operating costs and efficiency

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
列車のクエリ条件を入力してください

2 選ぶ
予約した

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

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

検索結果: 7 件



【数】 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りません。

豪華
プラン
「自然
趣の異
う景色
<ご宿
★併設
※当日
※通常

One Bedroom Forest Villa (84 Sqm)



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

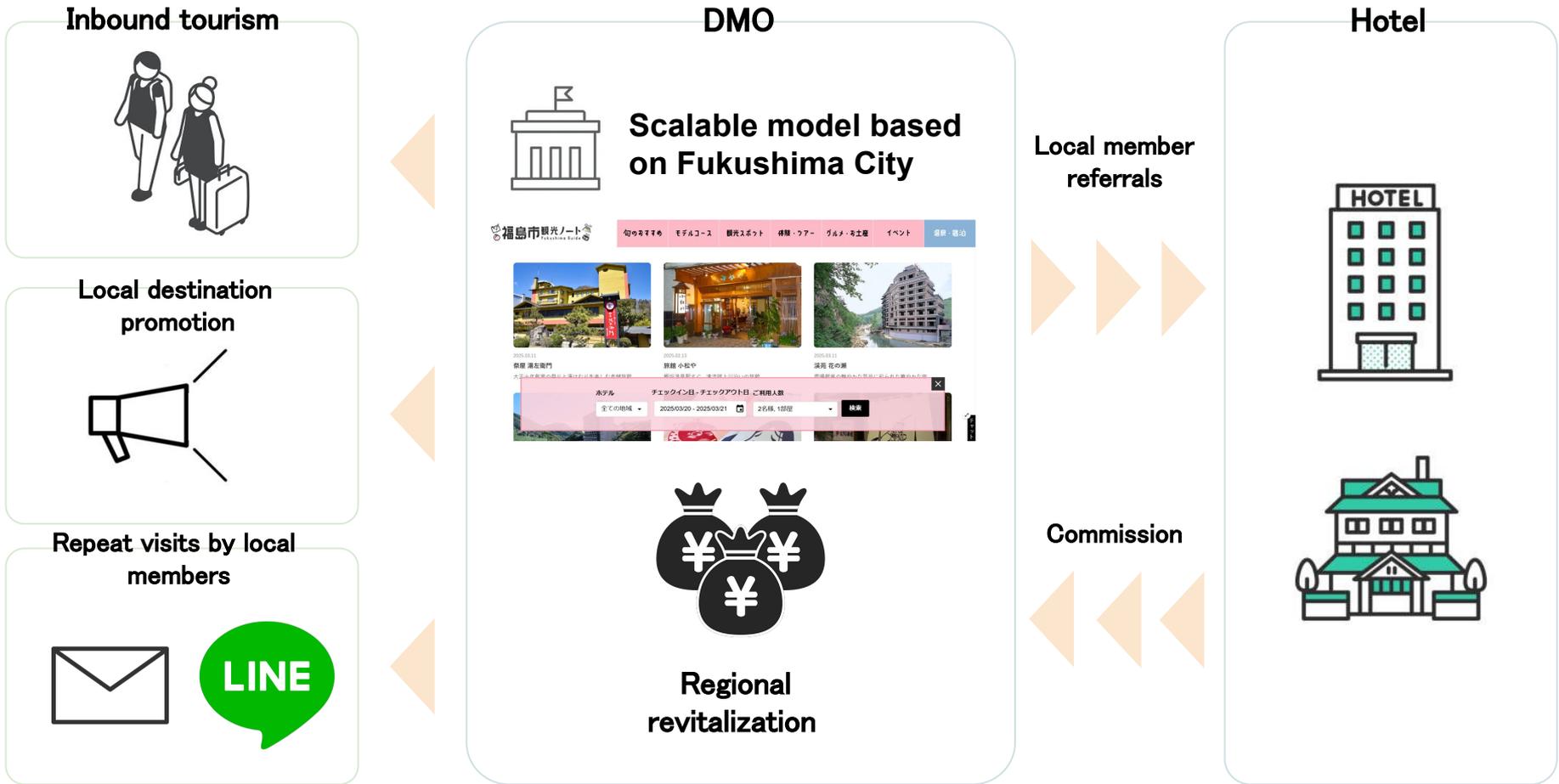
Bali's Nyepi





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.





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

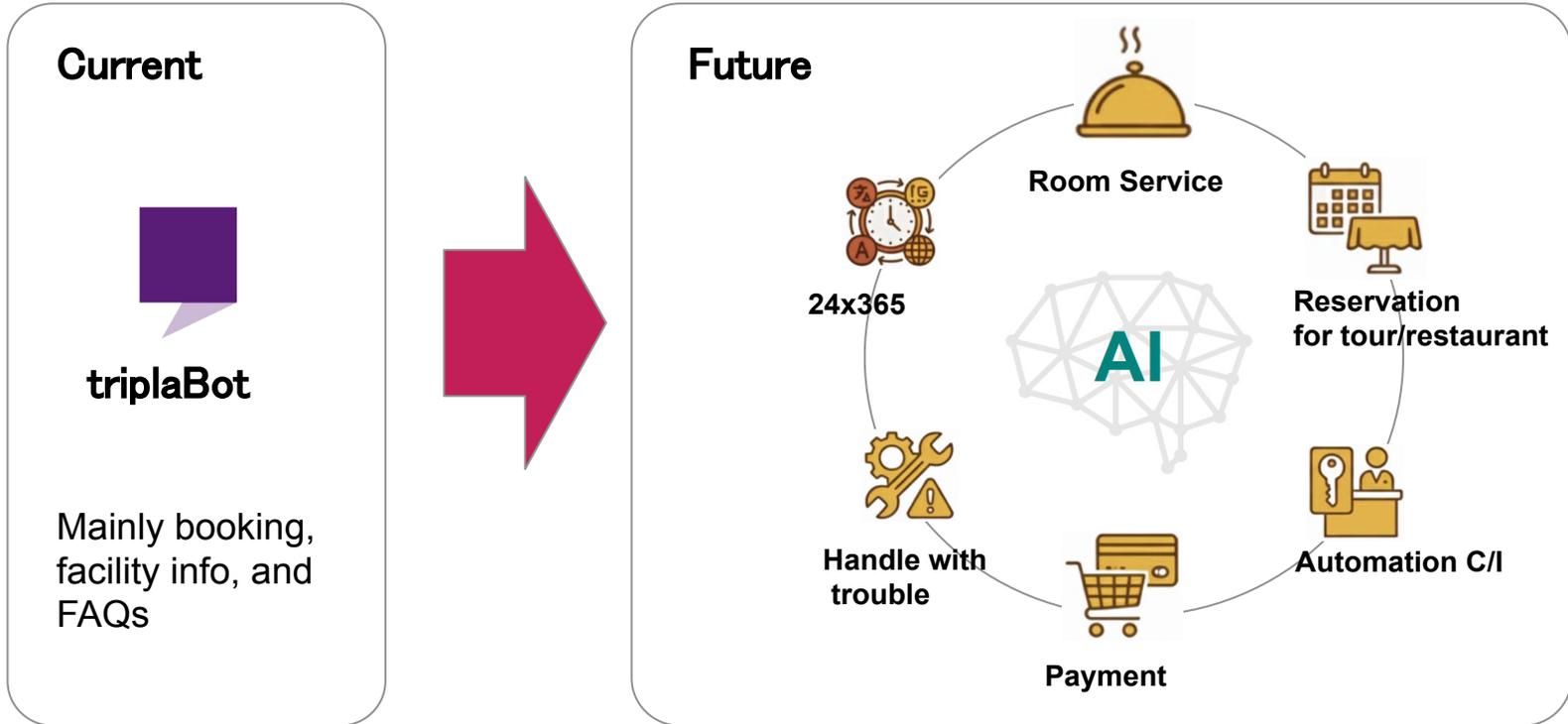
Deploying plugins that connect to the tripla platform and allow reservations via tools like ChatGPT and Gemini.

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

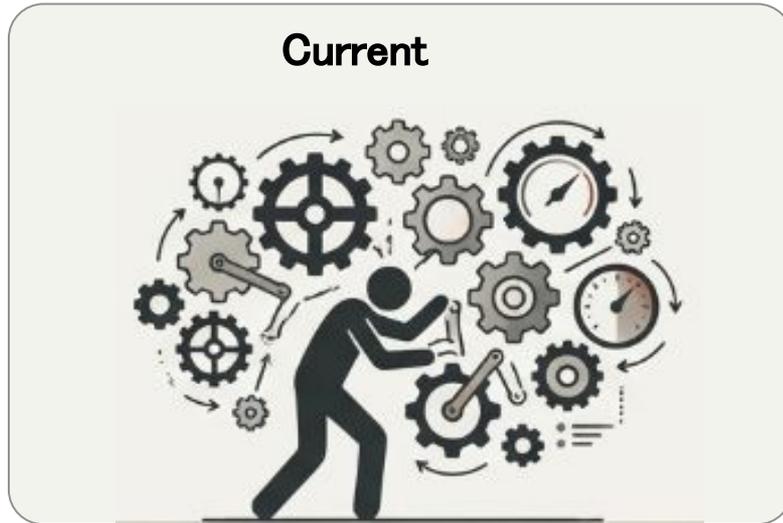


Improve CX and reduce labor at the same time

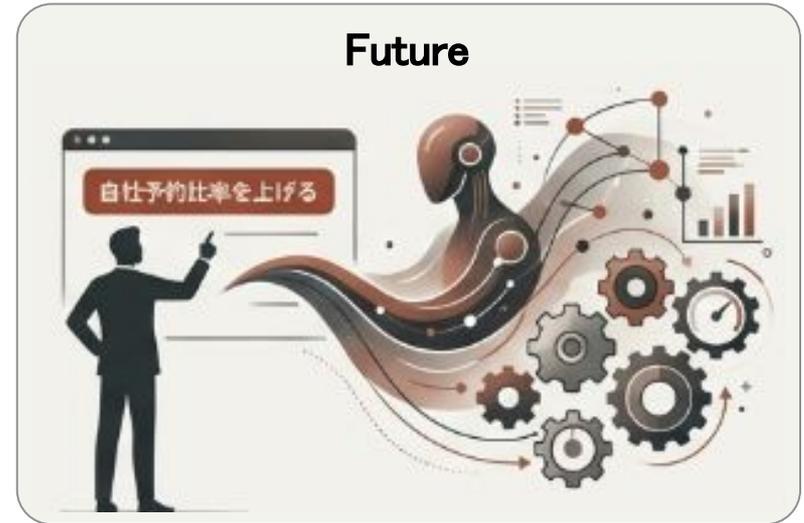
※ LLM (Large Language Model): AI that understands and generates natural language based on large-scale data, interpreting the user's abstract intent and presenting the optimal choices. In the travel sector, it has the potential to drastically change the way people search and book, such as by understanding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



Autonomous Agent to Maximize Revenue



Manual operations depend on staff experience



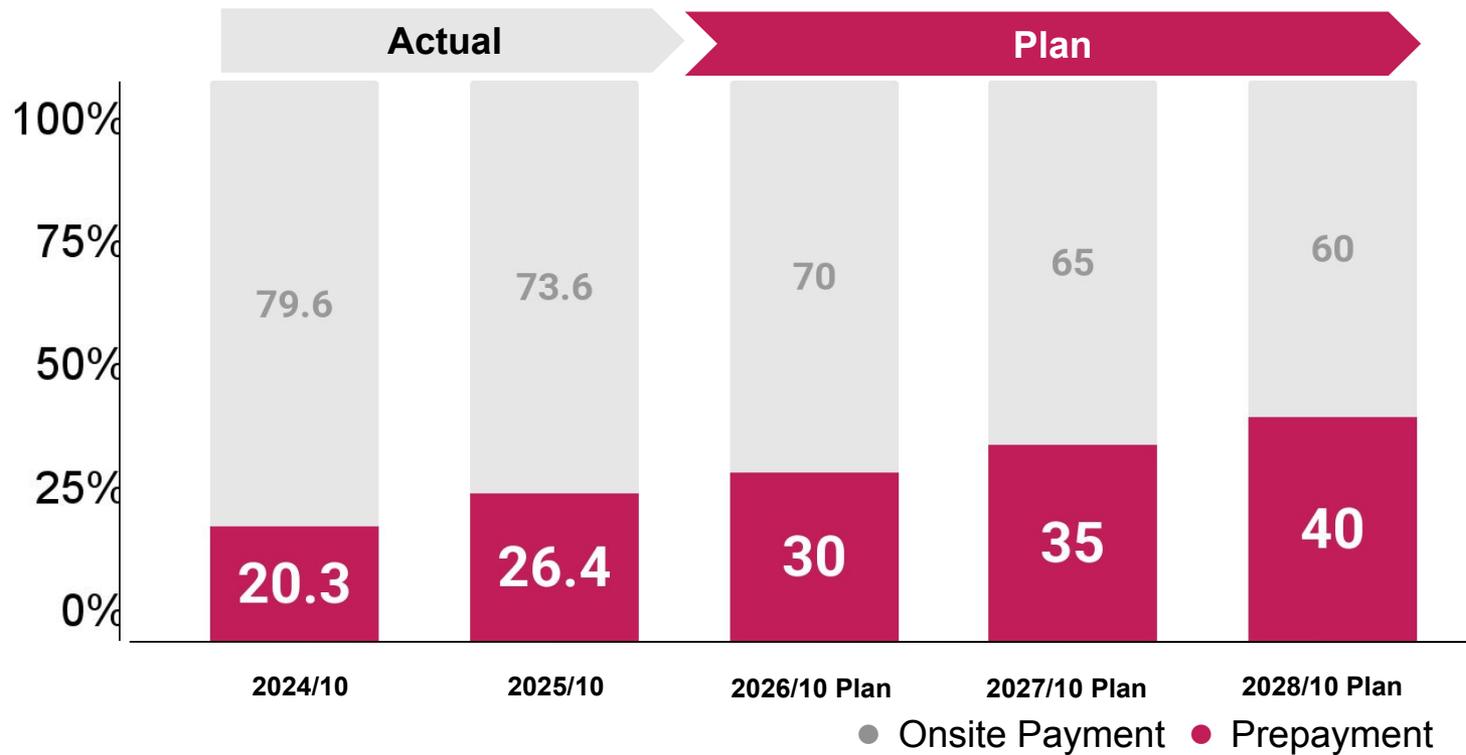
AI plans and executes by goal only

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



for China



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.



Diversify payment methods by country

Expand services to support multiple payment methods

Bank Transfer



Digital Wallet



Credit Card



Convenience Store Payment



QR Payment



Korean Credit Card

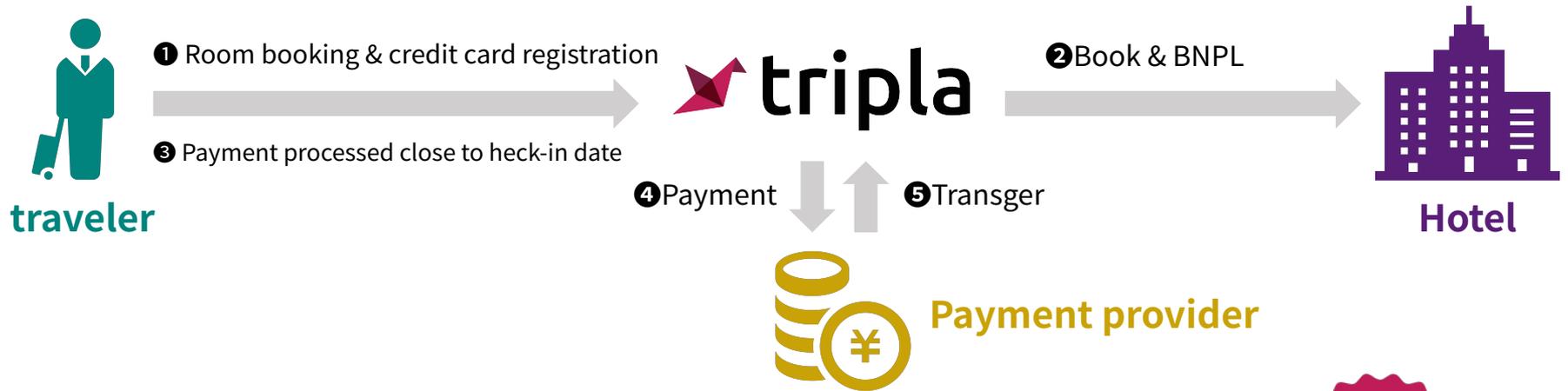


Local Payment Each Country

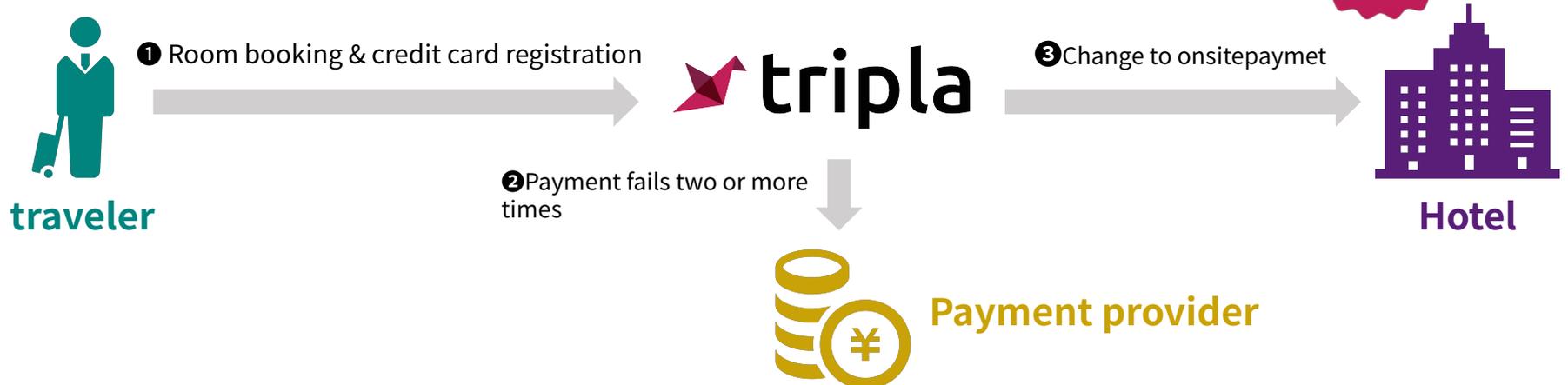




BNPL (Book Now, Pay Later) option



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



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tripla's Management Strategy

▶ FY2026 Financial Targets (Re-posted)

Appendix

Target JPY 10bn in revenue by FY2030



Expand overseas portfolio through M&A



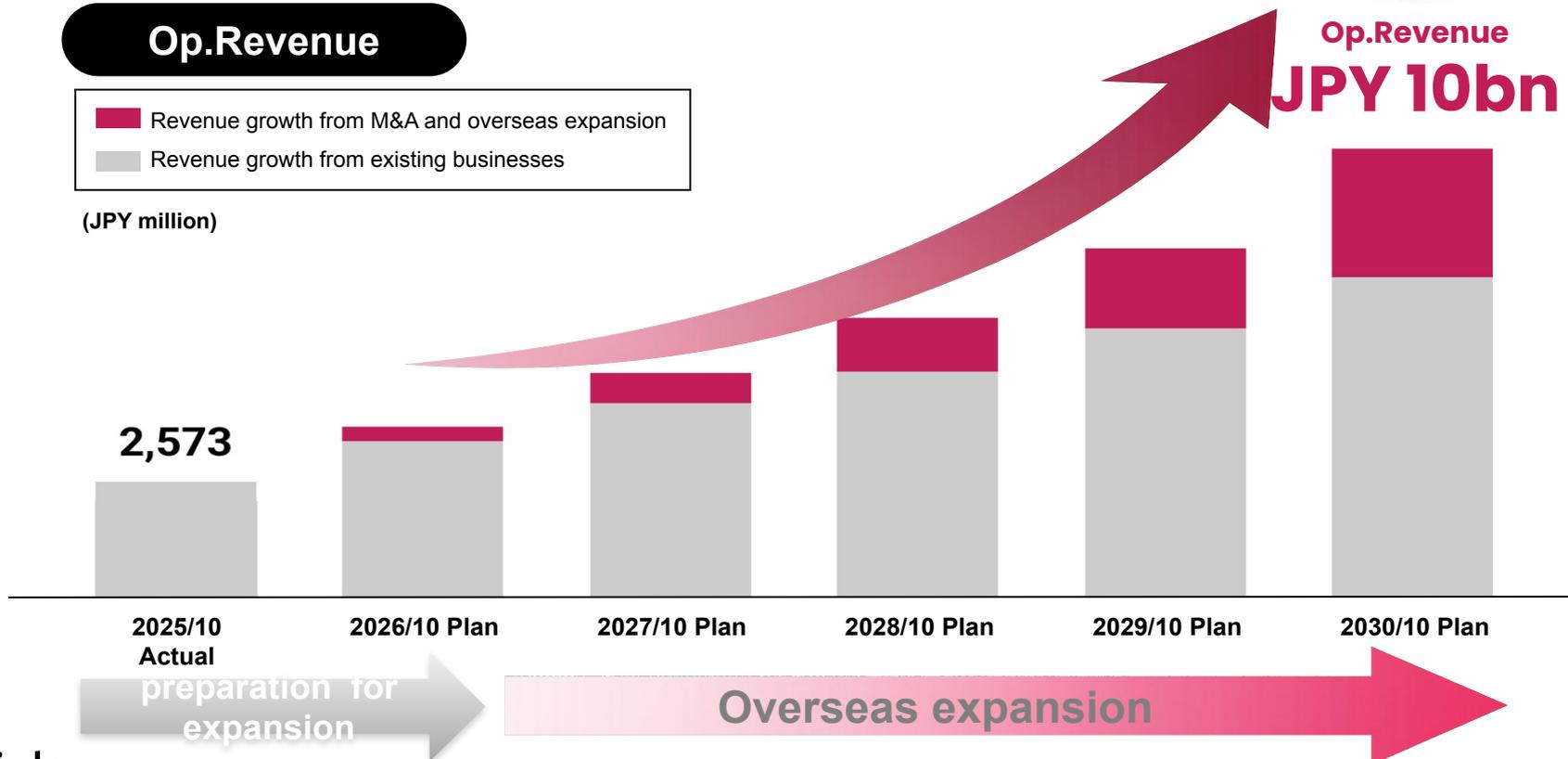
Expand service coverage to Europe, the US, and the Middle East



Op.Revenue

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

(JPY million)

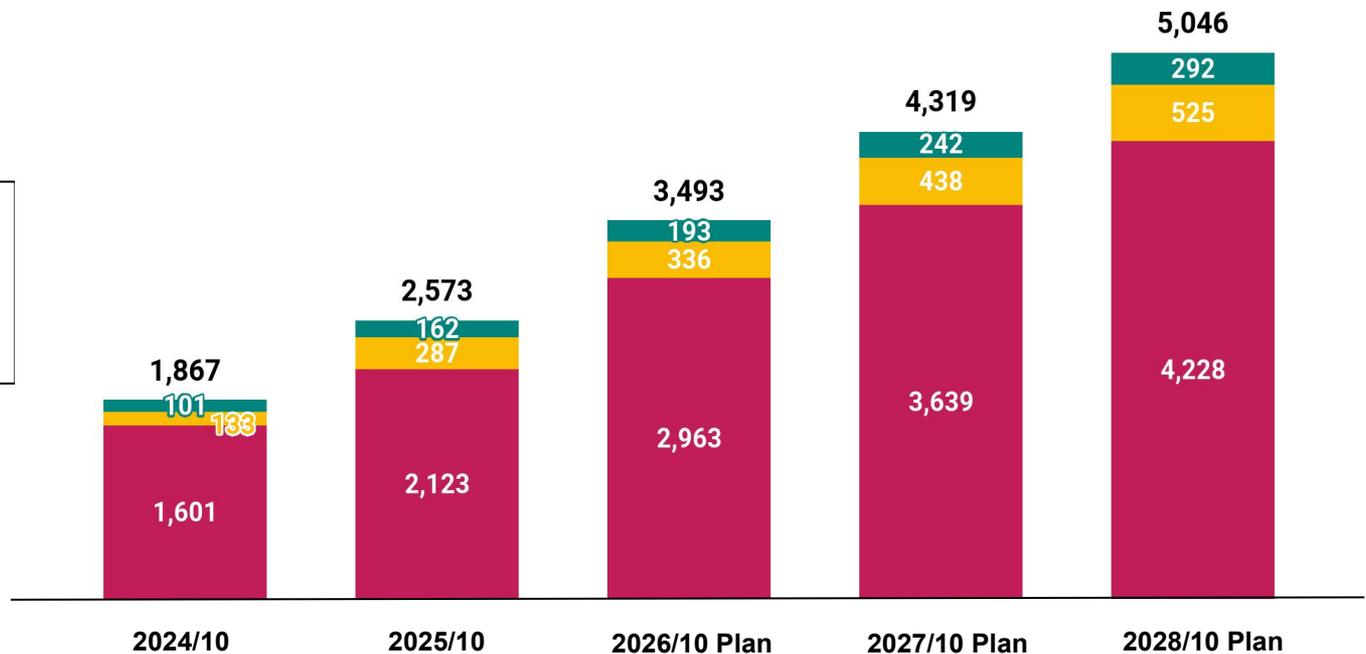


Plan to exceed JPY 5.0bn Op.Revenue in FY2028/10

- 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.

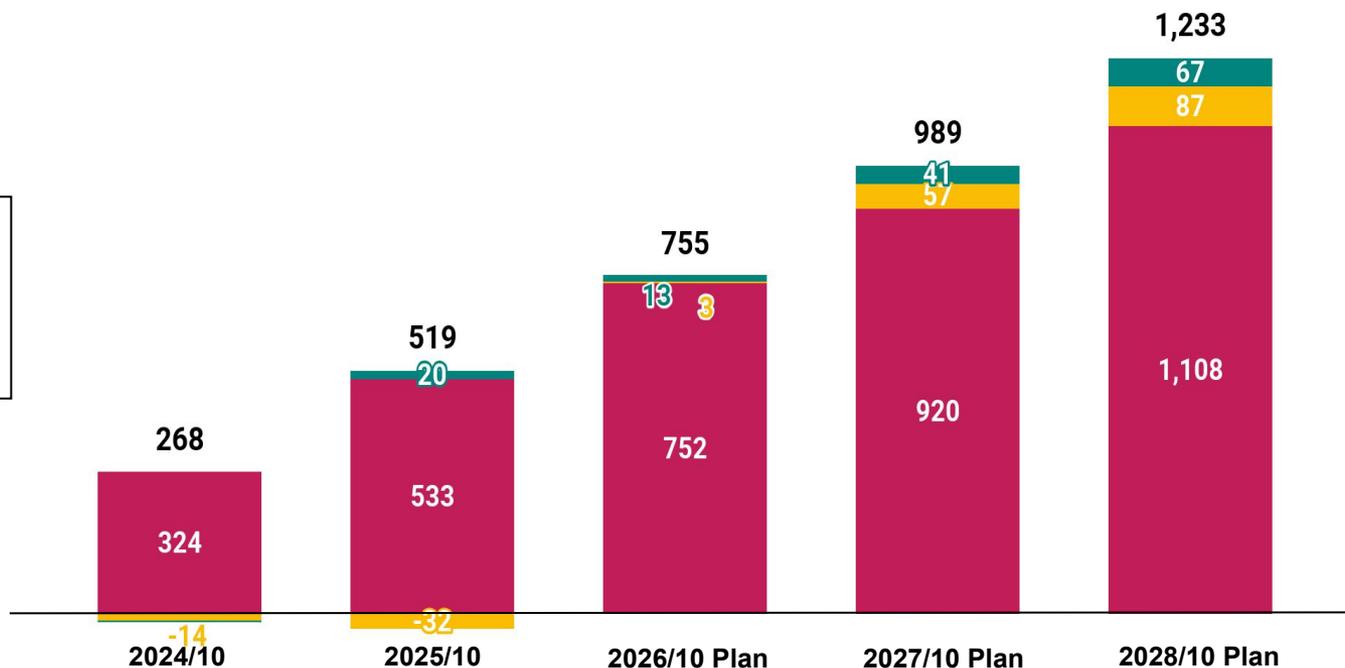
Op.Profit exceeding ¥1.2 billion for FY2028.

- 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.

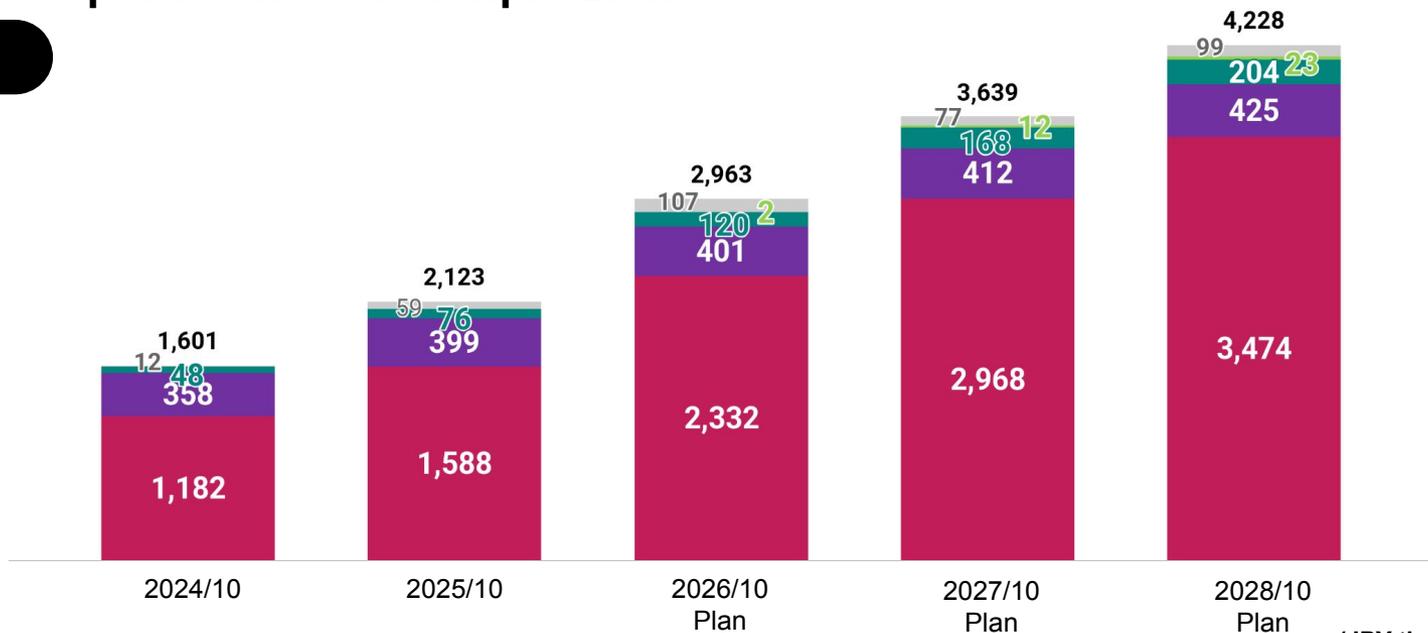
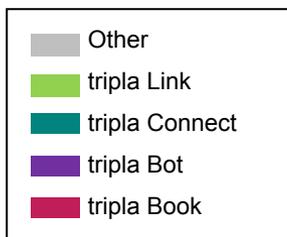
Operating Revenue – Japan

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)

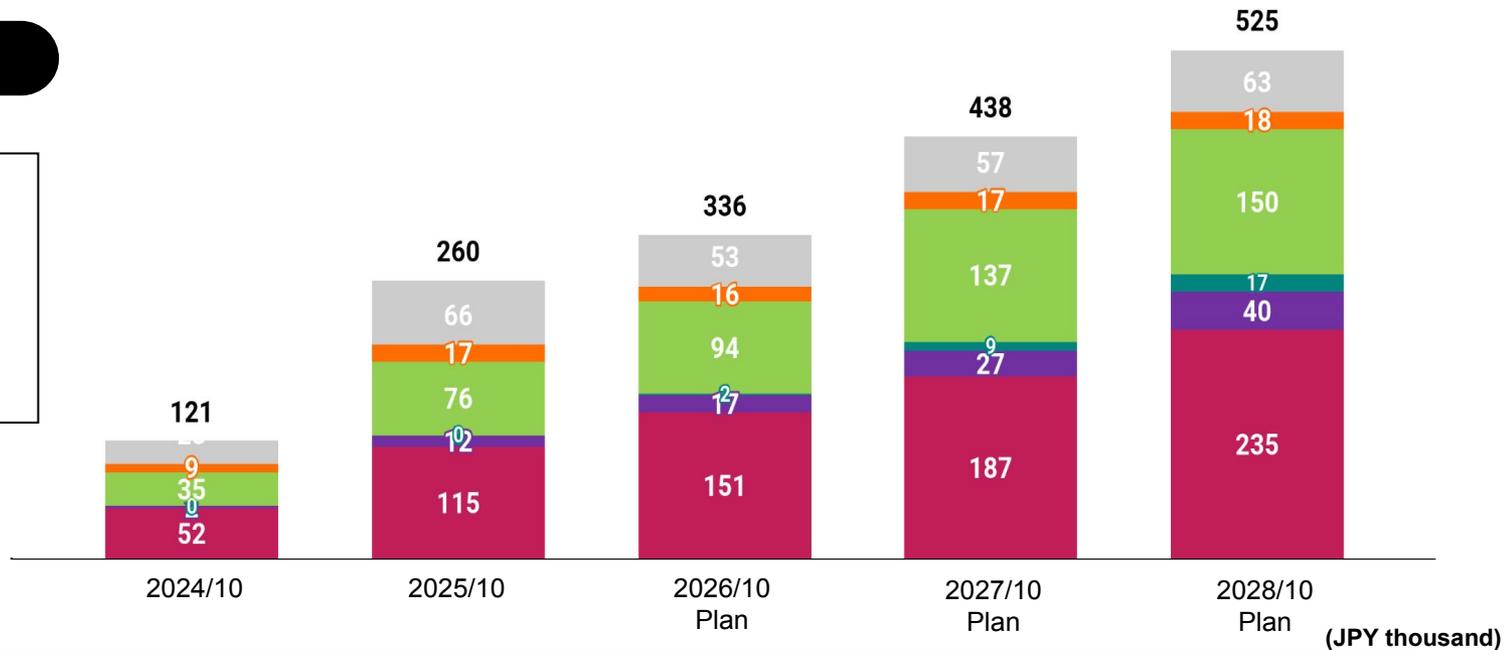
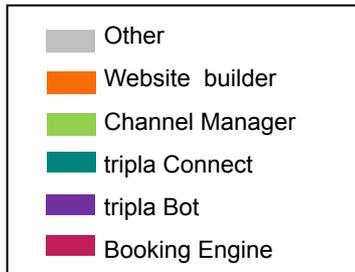


	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan
tripla Book	1,182,596	1,588,090	2,332,087	2,968,928	3,474,568
tripla Bot	358,037	399,042	401,129	412,706	425,222
tripla Connect	48,551	76,482	120,205	168,059	204,947
tripla Link	-	-	2,311	12,595	23,417
Other	28,734	59,952	107,757	77,022	99,938
Total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

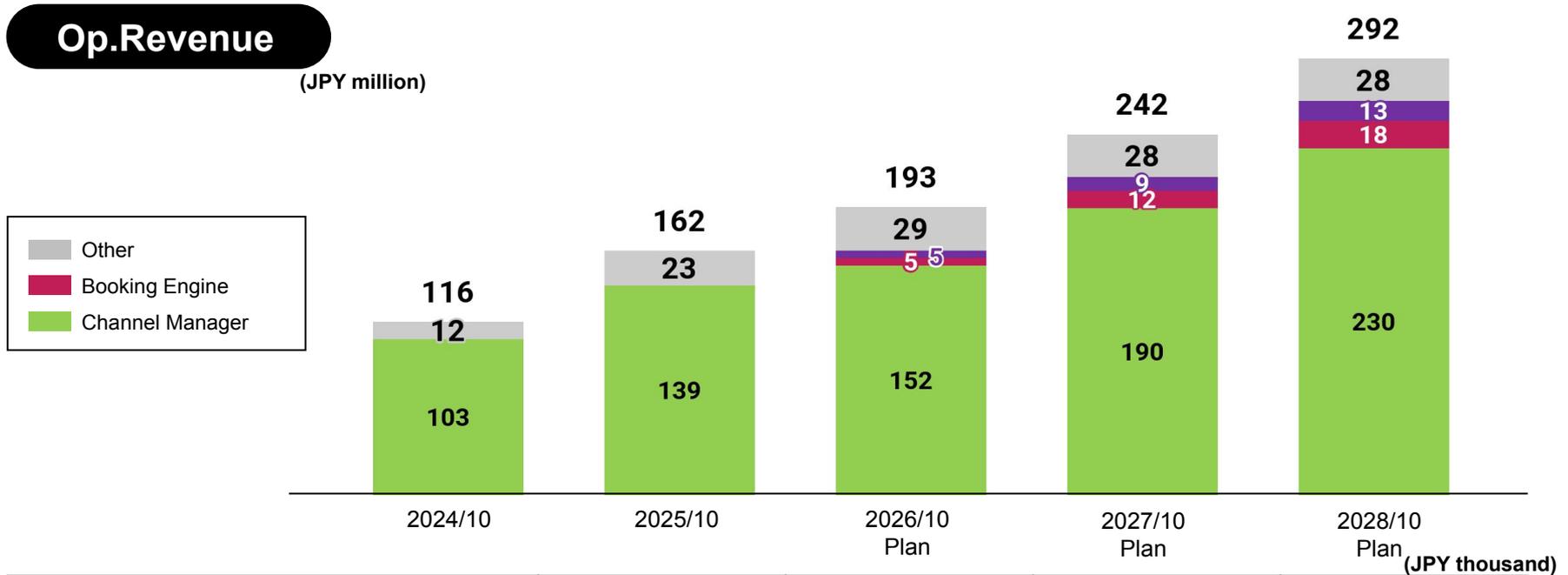
Op.Revenue



	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan	(JPY thousand)
Booking Engine	50,257	107,243	151,586	187,377	235,706	
tripla Bot	951	11,011	17,914	27,882	40,112	
tripla Connect	-	-	2,892	9,826	17,014	
Channel Manager	35,021	80,172	94,413	137,988	150,720	
Website builder	9,054	18,113	16,432	17,442	18,810	
Other	23,978	69,345	53,332	57,615	63,216	
Total	121,256	260,509	336,572	438,131	525,579	

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

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



	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

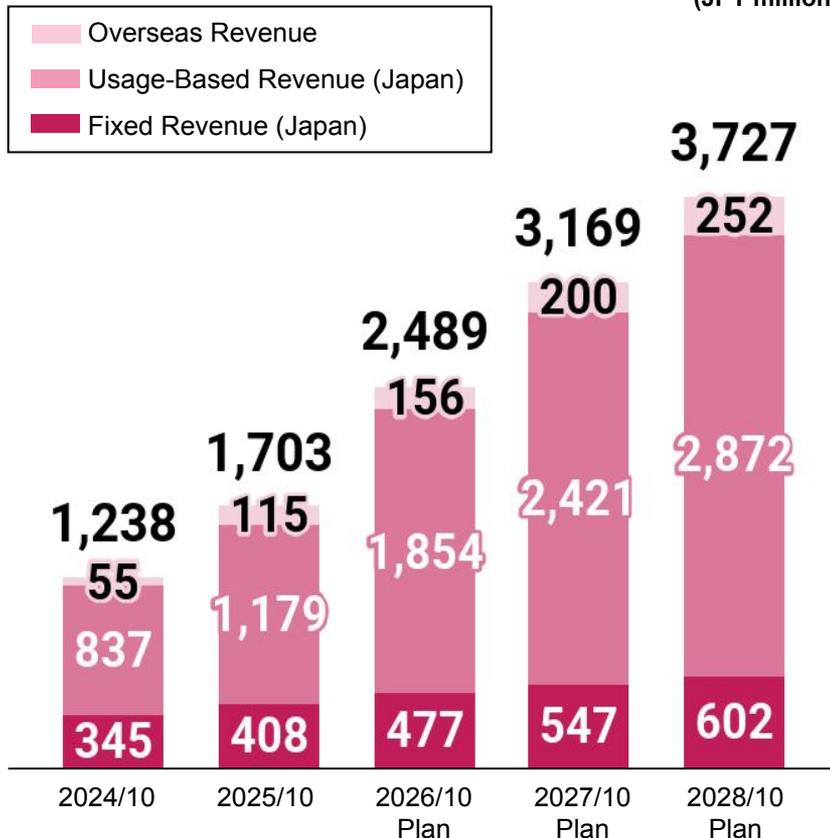
(JPY thousand)

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.

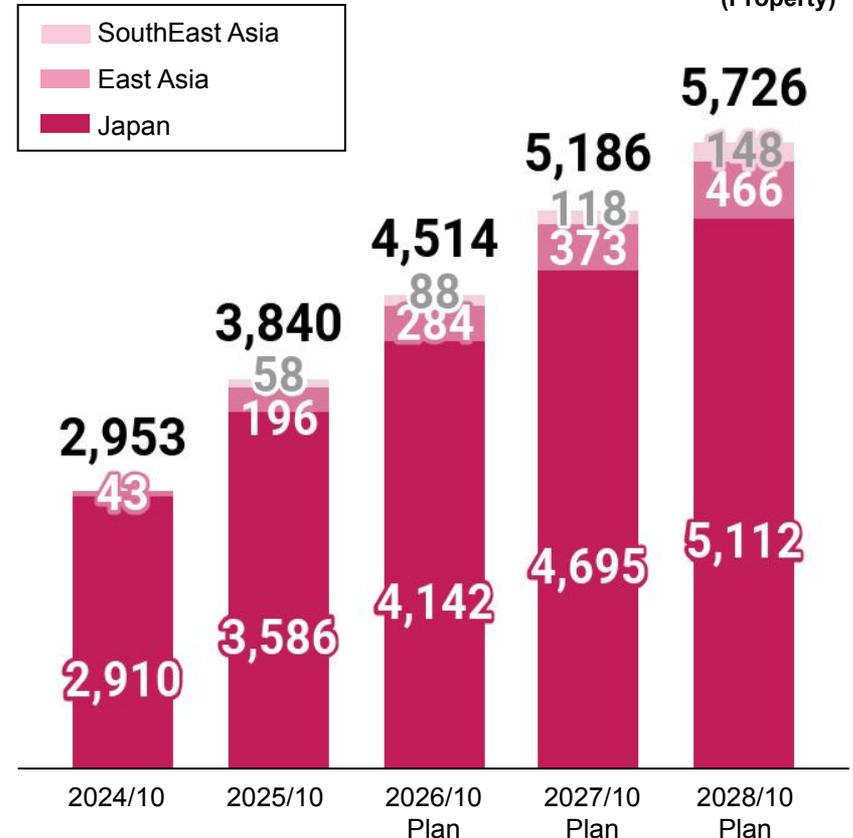
Op.Revenue

(JPY million)



Number of Properties

(Property)



※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.

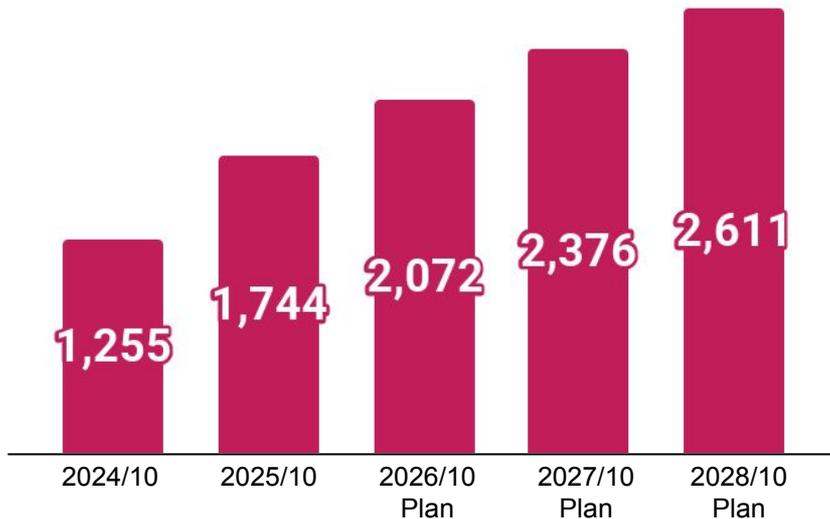
※3Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

Key KPIs – tripla Book

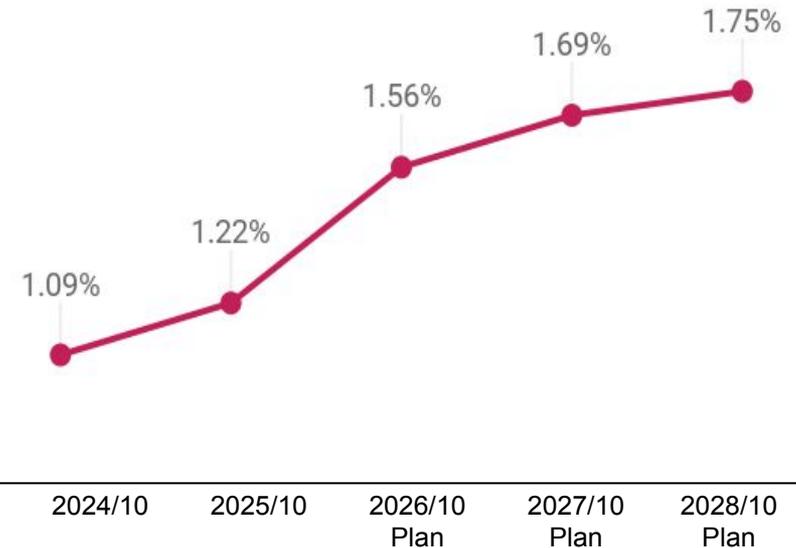
FY2025 take rate settled at 1.22% due to a temporary payment development issue. From FY2026 onward, performance is planned to return to the original growth trend. Further take rate improvement through enhanced payment solutions.

GMV

(JPY billion)



Take Rate Trend of P4P



Take rate on Net GMV =

(Accommodation-based revenue + Payment-based revenue) ÷ (GMV - GMV not subject to accommodation-based fees ※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.

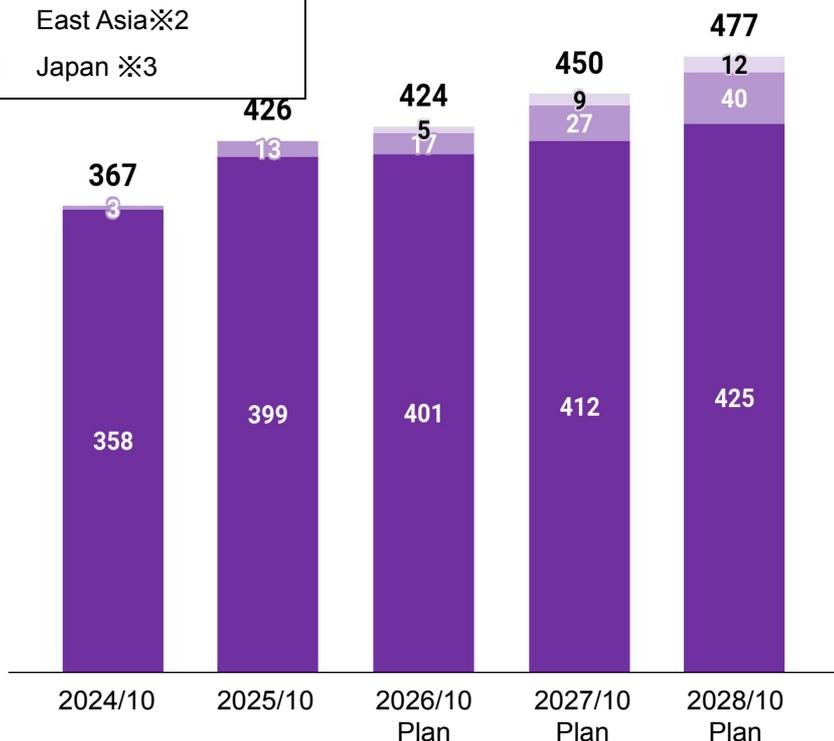
Operating Revenue by Segment (tripla Bot)

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

Op.Revenue

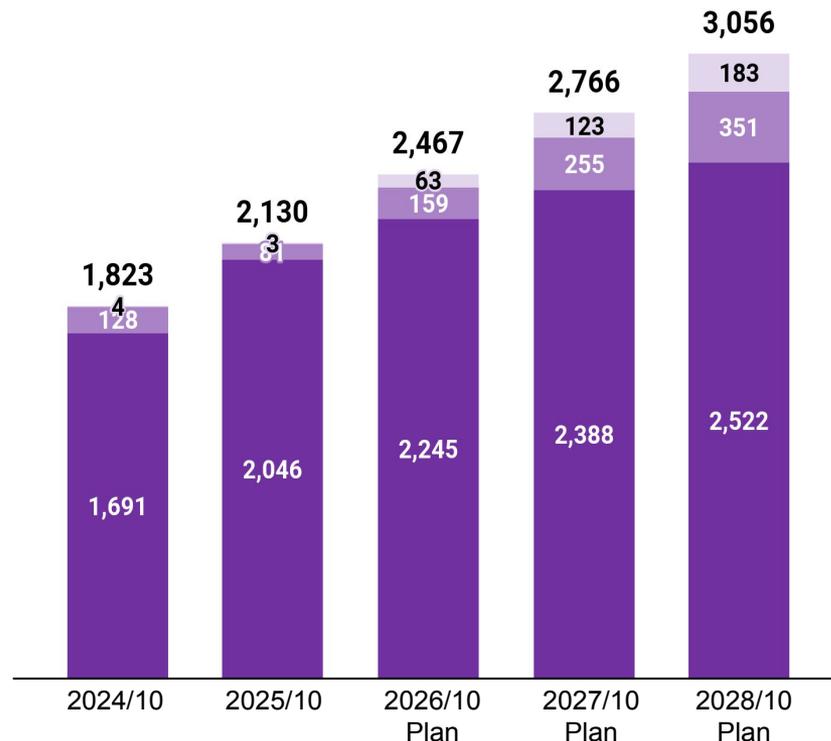
(JPY million)

- SouthEast Asia※1
- East Asia※2
- Japan ※3



Number of Properties

(Property)



※1 Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.

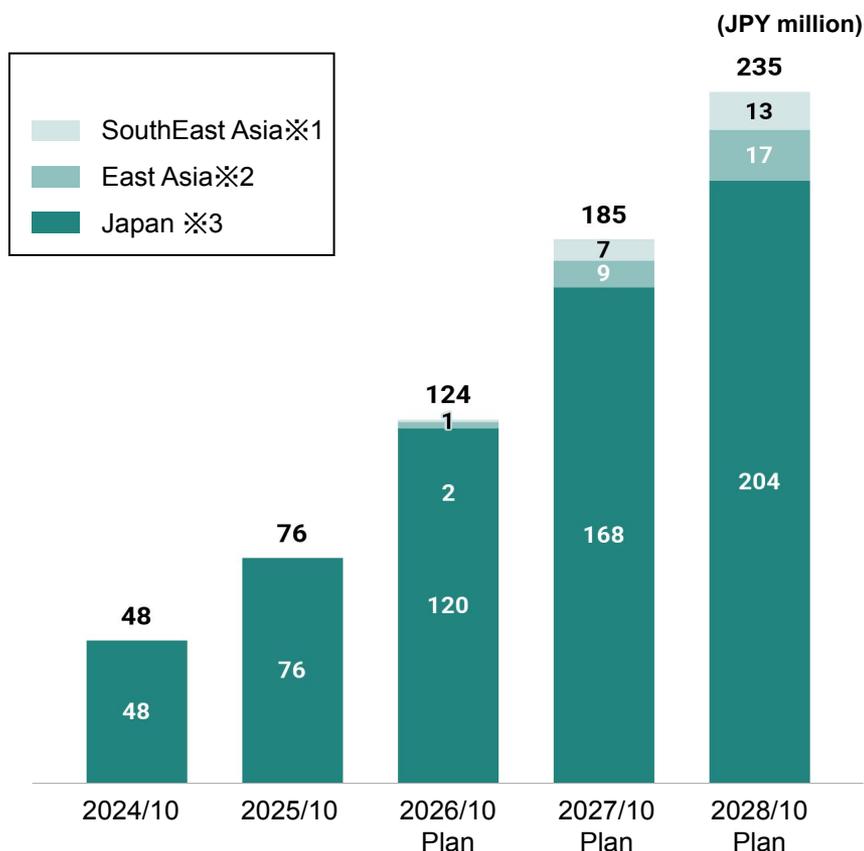
※2 Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.

※3 Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

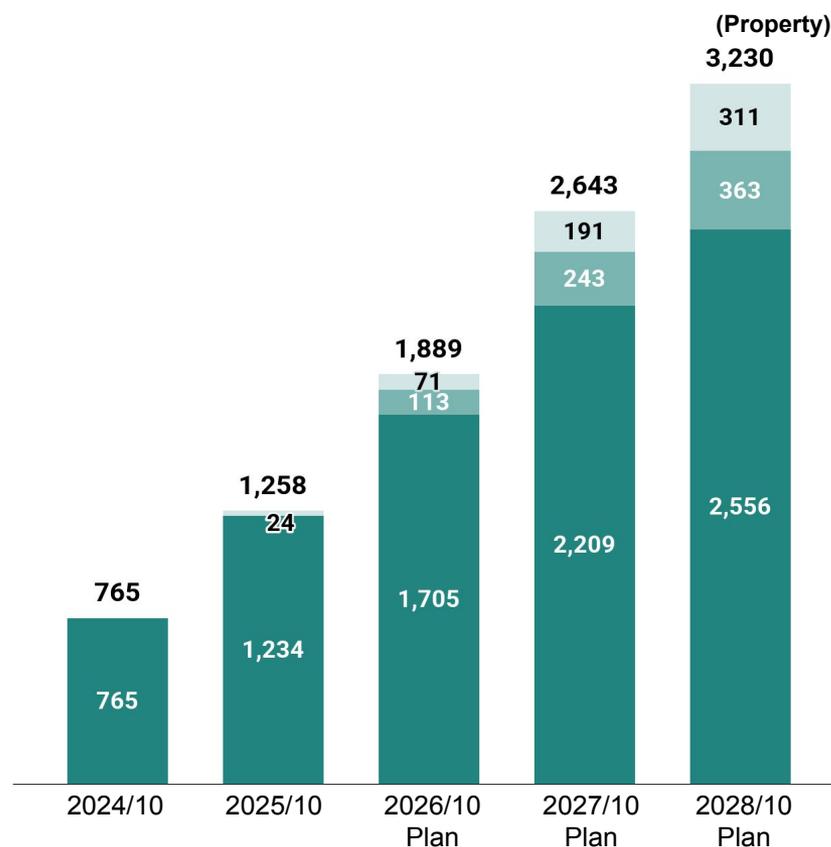
Operating Revenue by Segment (tripla Connect)

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

Op.Revenue



Number of Properties



※1 Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.

※2 Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.

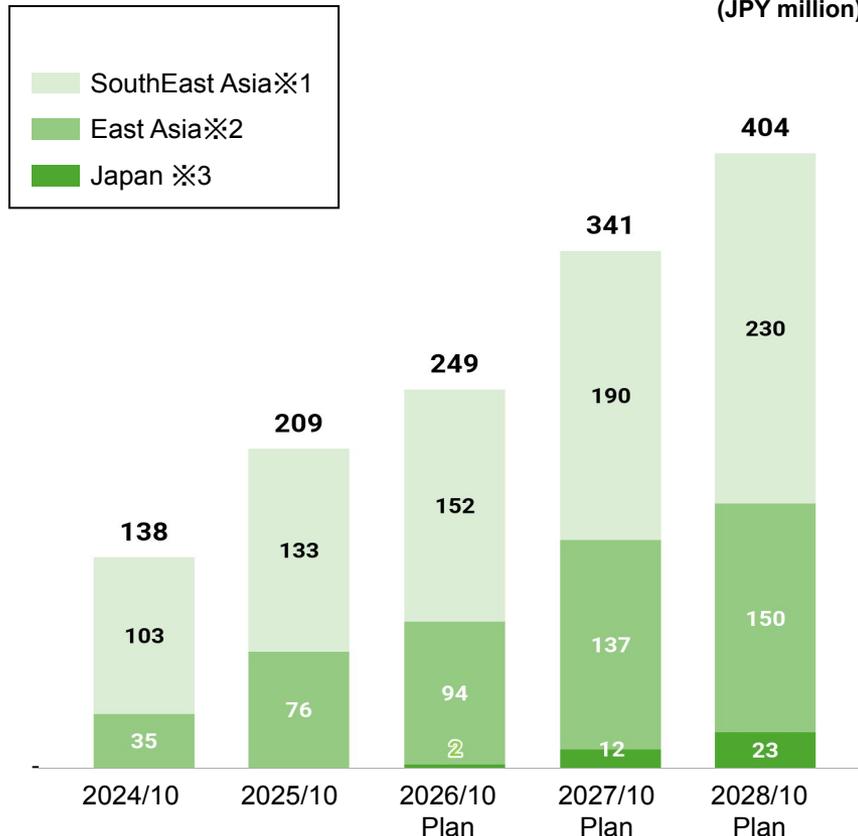
※3 Excludes Taiwan and Korea branch revenue from standalone P/L operating revenue.

Operating Revenue by Segment (tripla Link & Nexus)

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

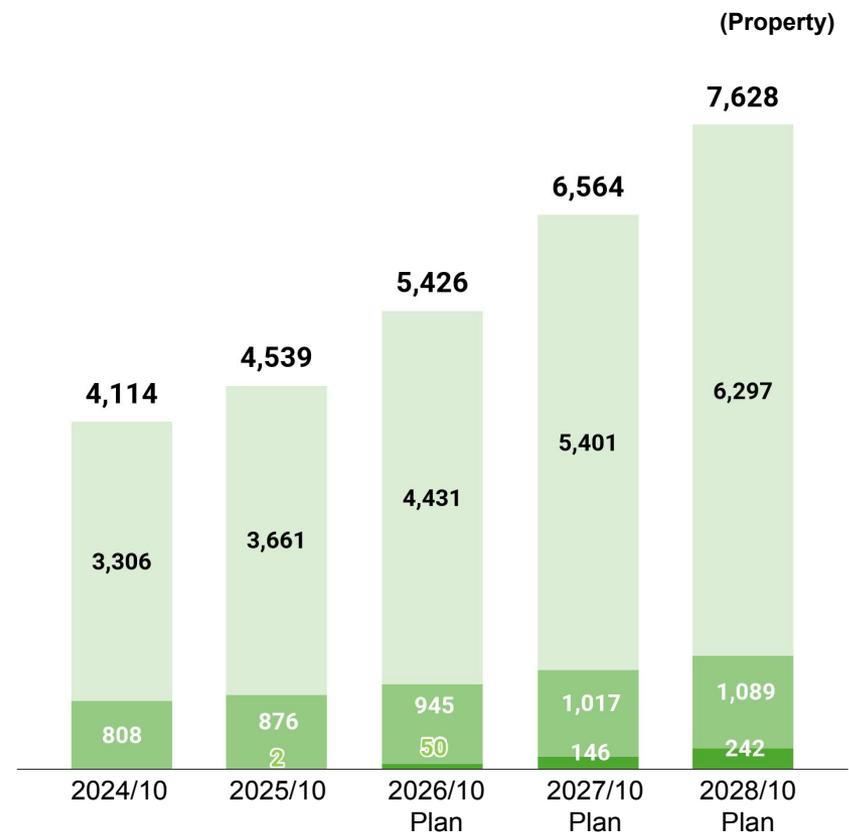
Op.Revenue

(JPY million)



Number of Properties

(Property)



※1ARPA by segment: Southeast Asia JPY 3k, East Asia JPY 9k, Japan JPY 4k

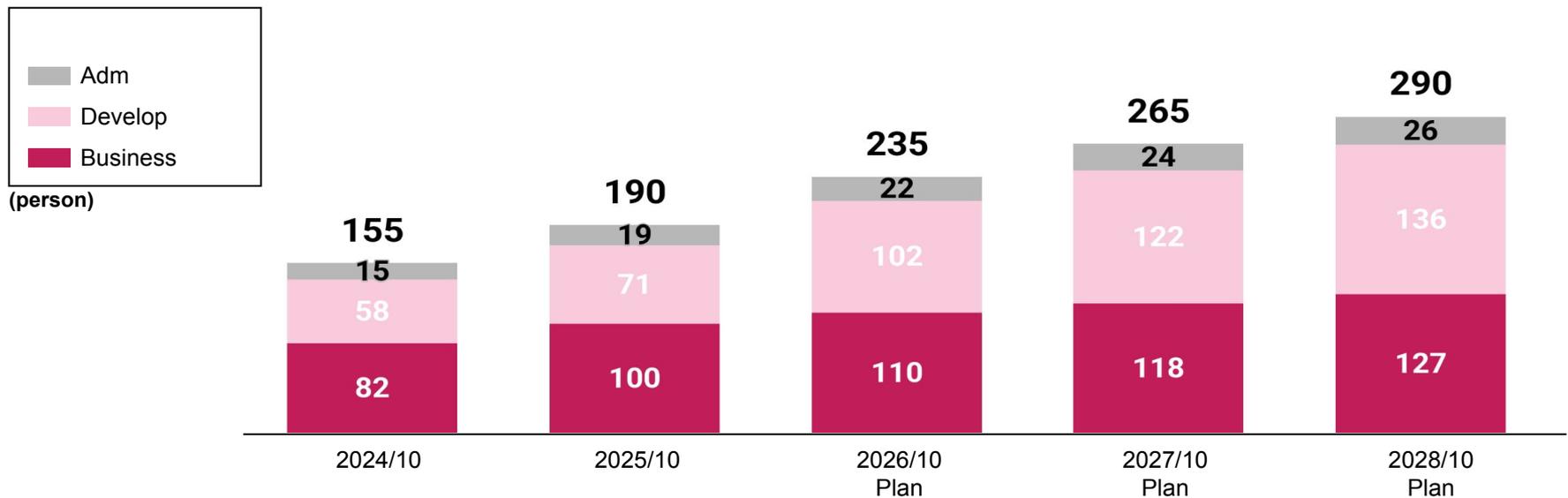
※2Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.

※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



Business	82	100	110	118	127
Develop	58	71	102	122	136
Adm	15	19	22	24	26
Total	155	190	235	265	290

※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

Business Resilience to the External Environment

Overview of FY2026 Q1 Financial Results

Company Overview

tripla's Management Strategy

FY2026 Financial Targets (Re-posted)

➤ Appendix

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.