FY2026/10 Q3 Financial Results

tripla Co., Ltd.

September 2026

Agenda

FY2026/10 Q3 Financial Results Overview
FY2026/10 Guidance Revision
Key KPI Progress
Company Overview
Appendix
- tripla Management Strategy (Recap)
- FY2026/10 Financial Plan (Recap)

Agenda

Executive Summary

- Q3 YTD Op. Profit and Ordinary Profit up over 2.3x YoY on top-line growth.
- Full-year guidance revised upward for the second time this fiscal year.

Guidance Revision

- FY2026/10 guidance revised upward again, following Q2
  → driven by tripla Book-led top-line growth (p.11)
- All profit items at over 90% progress vs. full-year plan

Financial Overview

- Op. Revenue: JPY 2,613M / YoY: +43.2%
- Op. Profit: JPY 758M / YoY: +133.7%
- Ordinary Profit: JPY 874M / YoY: +139.3%
- Net Income Attrib. to Owners of Parent: JPY 574M / YoY: +86.2%

Q3 Key KPIs

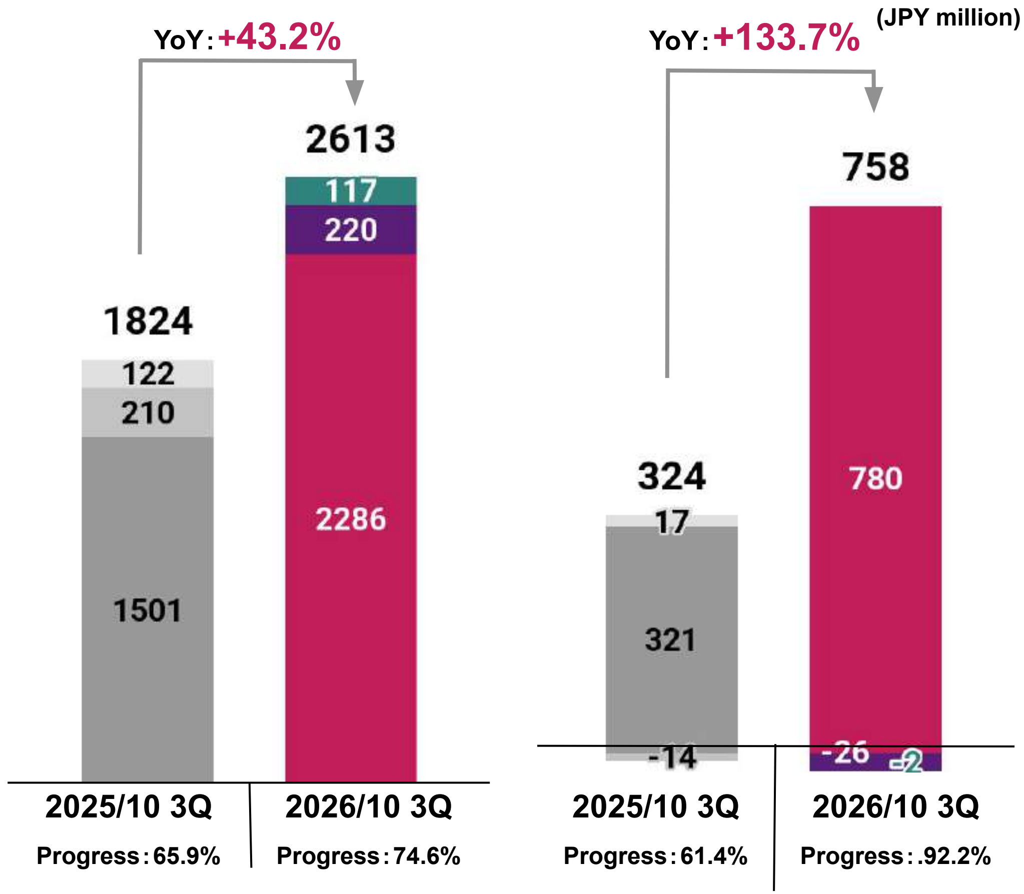
tripla Book KPIs:

- Take rate: Record high of 1.65%
- No. of properties: 4,530 / QoQ +320
- GMV (Domestic): JPY 56.0B / YoY +30.8%

FY2026/10 Q3 – Consolidated, YoY

- Japan drives group revenue and profit growth
- Op. Revenue: YoY +43.2% / Op. Profit: YoY +133.7%

Op. Revenue **Op. Profit**



Japan[※1]
Southeast Asia[※2]
East Asia[※3]

(JPY million)

Op. Revenue	25/10 3Q	26/10 3Q	YoY	Full-Year Progress
Japan	1,501	2,286	+52.3%	76.9%
Southeast Asia	122	117	▲4.3%	60.9%
East Asia	210	220	+5.1%	65.7%
Total	1,824	2,613	+43.2%	74.6%

Op. Profit	25/10 3Q	26/10 3Q	YoY	Full-Year Progress
Japan	321	780	+142.6%	95.6%
Southeast Asia	17	▲2	-	-
East Asia	▲14	▲26	-	-
Total	324	758	+133.7%	92.2%

※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.
※4: Not shown as either plan or actual was negative.

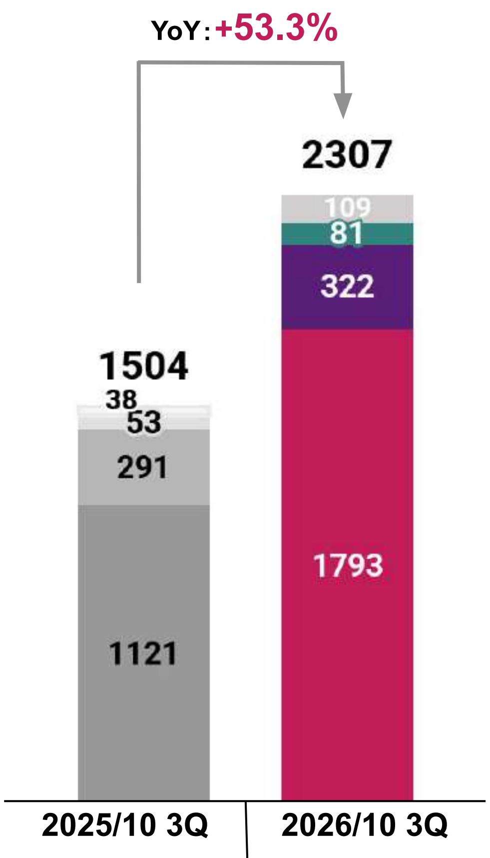
FY2026/10 Q3 – Standalone, YoY

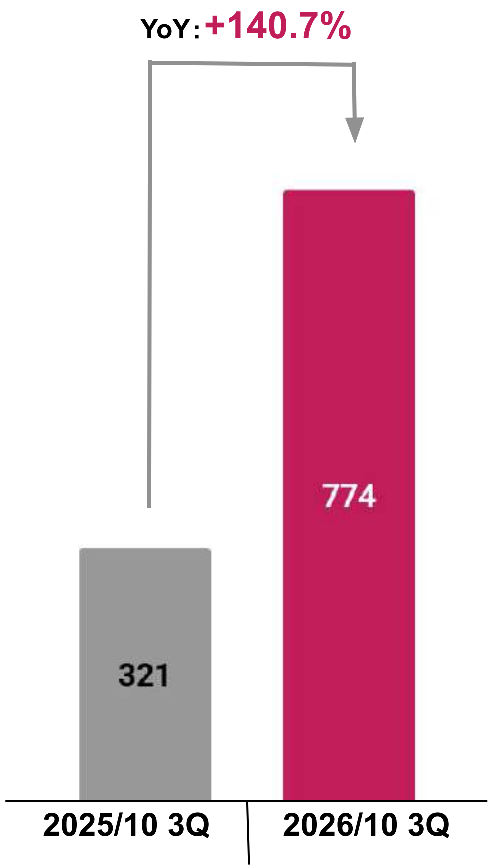
- **Op. Revenue: JPY 2,307M / Op. Profit: JPY 774M**

Op. Revenue

Op. Profit

(JPY million)





Others
tripla Connect
tripla Bot
tripla Book

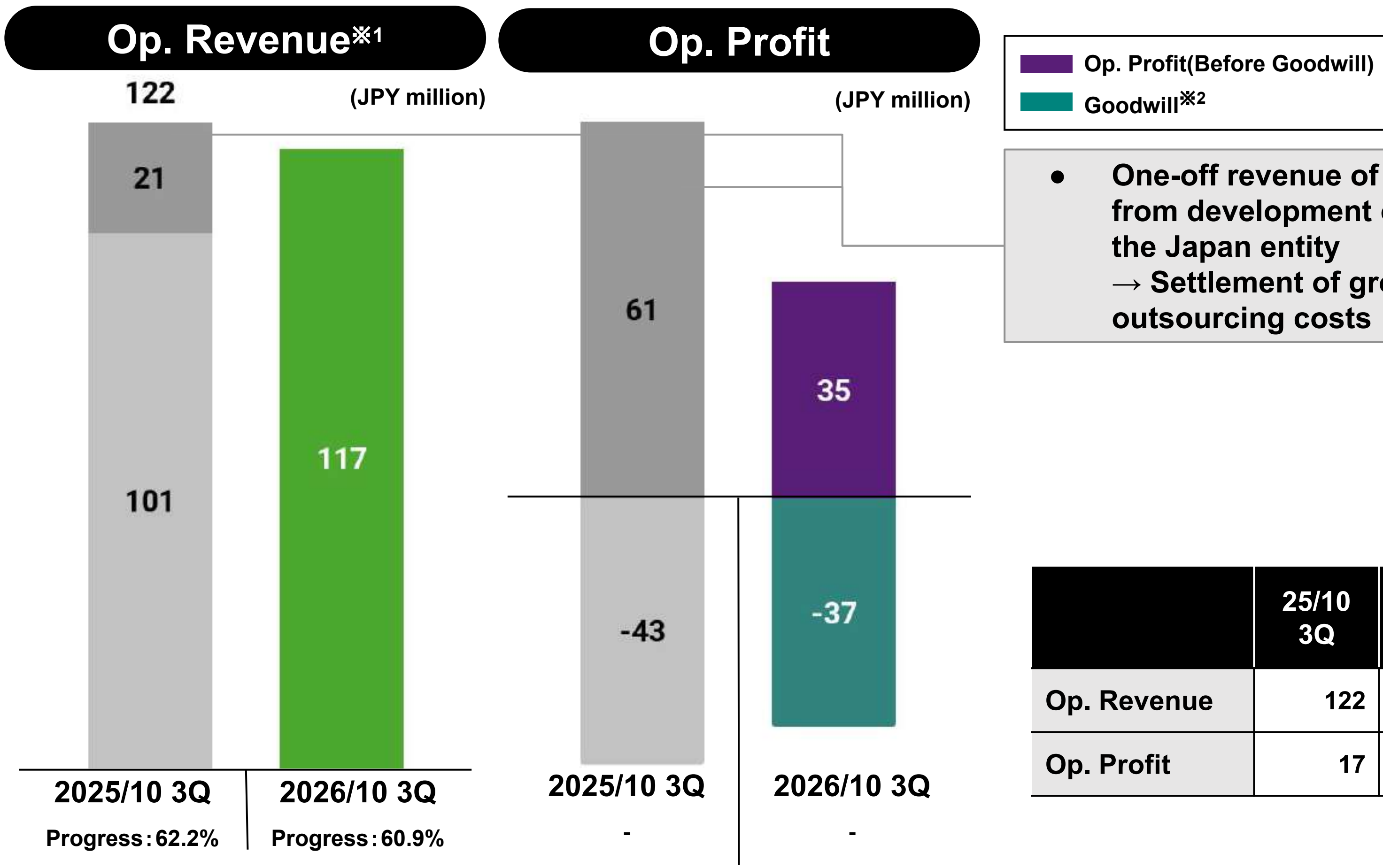
Op. Revenue	25/10 3Q	26/10 3Q	YoY	Full-Year Progress
tripla Book	1,121	1,793	+59.9%	76.0%
tripla Bot	291	322	+10.9%	79.2%
tripla Connect	53	81	+51.0%	67.6%
Others	38	109	+184.3%	99.3%
Total	1,504	2,307	+53.3%	76.9%

tripla Book Supplemental

- **Fixed Revenue: JPY 364M / YoY: +15.8%**
- **P4P Revenue: JPY 1,429M / YoY: +77.2%**

FY2026/10 Q3 – Southeast Asia (Indonesia / Philippines), YoY

- **Op. Revenue: JPY 117M / Op. Profit: ▲JPY 2M / No. of properties: 3,686**
- **Upfront investment in the Philippines, established in FY2025/10, while Indonesia alone turned profitable → Op. Profit (after goodwill): JPY 10M**



- **One-off revenue of JPY 21M in FY2025/10 Q1 from development outsourcing charged by the Japan entity → Settlement of group-wide development outsourcing costs**

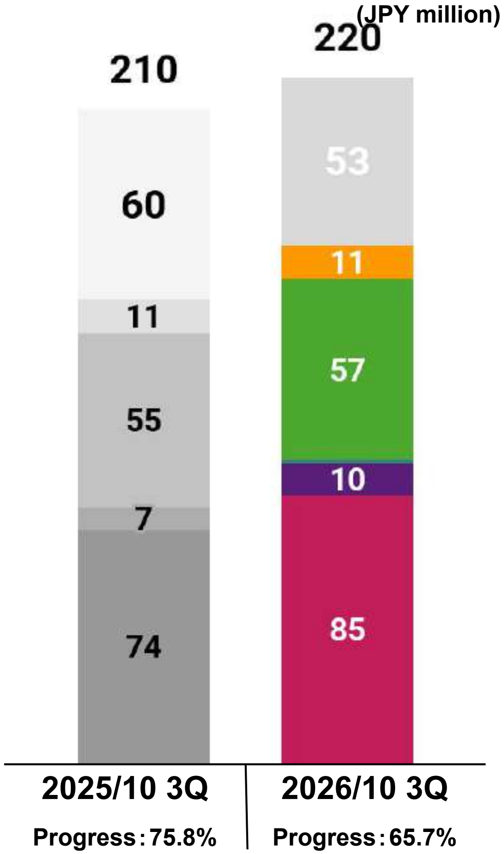
	25/10 3Q	26/10 3Q	YoY	Full-Year Progress
Op. Revenue	122	117	▲4.3%	60.9%
Op. Profit	17	▲2	-	-

※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).

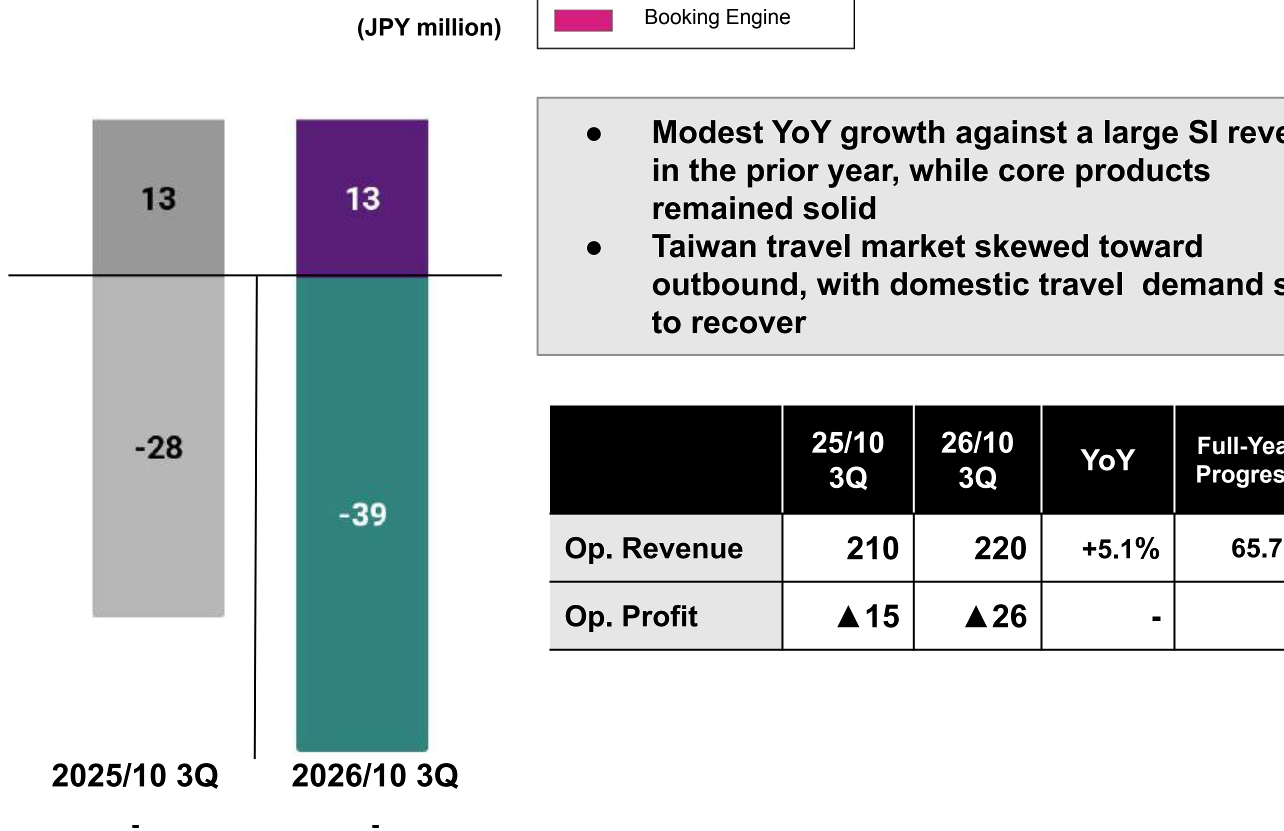
FY2026/10 Q3 – East Asia (Taiwan / Korea), YoY

- **Op. Revenue: JPY 220M / Op. Profit: ▲JPY 26M / No. of properties: 1,193**

Op. Revenue



Op. Profit



- **Modest YoY growth against a large SI revenue in the prior year, while core products remained solid**
- **Taiwan travel market skewed toward outbound, with domestic travel demand slow to recover**

	25/10 3Q	26/10 3Q	YoY	Full-Year Progress
Op. Revenue	210	220	+5.1%	65.7%
Op. Profit	▲15	▲26	-	-

※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 Q3 Financial Results (Consolidated)

- **Op. Revenue: JPY 2,613M / YoY +43.2%**
- **Op. Profit: JPY 758M / YoY +133.7%**

(JPY thousand)

	2025/10 3Q Actual	2025/10 Full-Year Actual	2025/10 Full-Year Progress	2026/10 3Q Actual	2026/10 Full-Year Plan	2026/10 Full-Year Progress	YoY
Op. Revenue	1,824,654	2,573,543	70.9%	2,613,332	3,501,843	74.6%	+43.2%
Japan※1	1,501,477	2,146,948	69.9%	2,286,891	2,972,111	76.9%	+52.3%
Southeast Asia※2	122,820	162,704	75.8%	117,555	193,160	65.7%	▲4.3%
East Asia※3	210,178	277,111	74.3%	220,977	336,572	60.9%	+5.1%
Op. Revenue Growth	+42.8%	+37.8%	-	+43.2%	+36.1%	-	-
Op. Expenses	1,500,056	2,053,702	-	1,854,818	2,544,946	-	-
Op. Profit	324,598	519,841	62.4%	758,514	822,288	92.2%	+133.7%
Op. Profit Margin	17.8%	20.2%	-	29.0%	23.5%	-	-
Ordinary Profit	365,623	583,993	62.6%	874,909	927,173	94.4%	+139.3%
Net Income	311,219	505,441	61.6%	576,171	605,984	95.1%	+85.1%
Net Income Attrib. to Owners of Parent	308,262	501,815	61.4%	574,025	601,903	95.4%	+86.2%

※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.

tripla

FY2026/10 Q3 Financial Results (Standalone)

- **Op. Revenue: JPY 2,307M / YoY +53.3%**
- **Op. Profit: JPY 774M / YoY +140.7%**

(JPY thousand)

	2025/10 3Q Actual	2025/10 Full-Year Actual	2025/10 Full-Year Progress	2026/10 3Q Actual	2026/10 Full-Year Plan	2026/10 Full-Year Progress	YoY
Op. Revenue	1,504,859	2,150,330	70.0%	2,307,018	2,998,820	76.9%	53.3%
tripla Book	1,121,557	1,609,780	62.5%	1,793,852	2,361,326	76.0%	+59.9%
tripla Bot	291,072	403,727	80.8%	322,664	407,219	79.2%	+10.9%
tripla Connect	53,793	76,262	74.6%	81,225	120,205	67.6%	+51.0%
Others	38,435	60,559	59.2.%	109,276	110,068	99.3%	+184.3%
Op. Revenue Growth	+35.0%	+31.1%	-	53.3%	-	-	-
Churn Rate_Book ※1	0.3%	0.3%	-	0.5%	-	-	-
Churn Rate_Bot ※1	0.8%	0.4%	-	0.4%	-	-	-
Op. Expenses	1,183,235	1,616,387	-	1,532,716	2,220,904	-	-
Op. Profit	321,623	533,942	60.2%	774,302	750,637	103.2%	+140.7%
Op. Profit Margin	21.4%	24.8%	-	33.6%	28.1%	-	-
Ordinary Profit	327,357	555,908	58.9%	866,073	794,537	109.0%	+164.6%
Net Income	280,504	473,024	59.3%	590,469	529,905	111.4%	+110.5%

※1: Monthly average cancellation rate

Agenda

Background of Guidance Revision

- **Q2 risk factors did not materialize; business momentum accelerating**

Previous Revision (Q2)

Revision driven by expenses and non-operating income

- Macro risks — China-Japan relations, Middle East tensions, and the declining travel trend in April — remained a potential concern, so H2 Op. Revenue budget was kept at the original plan on a conservative basis
- Improvement below the Op. Profit line was the main driver, from cost control, higher escrowed funds and rising interest rates

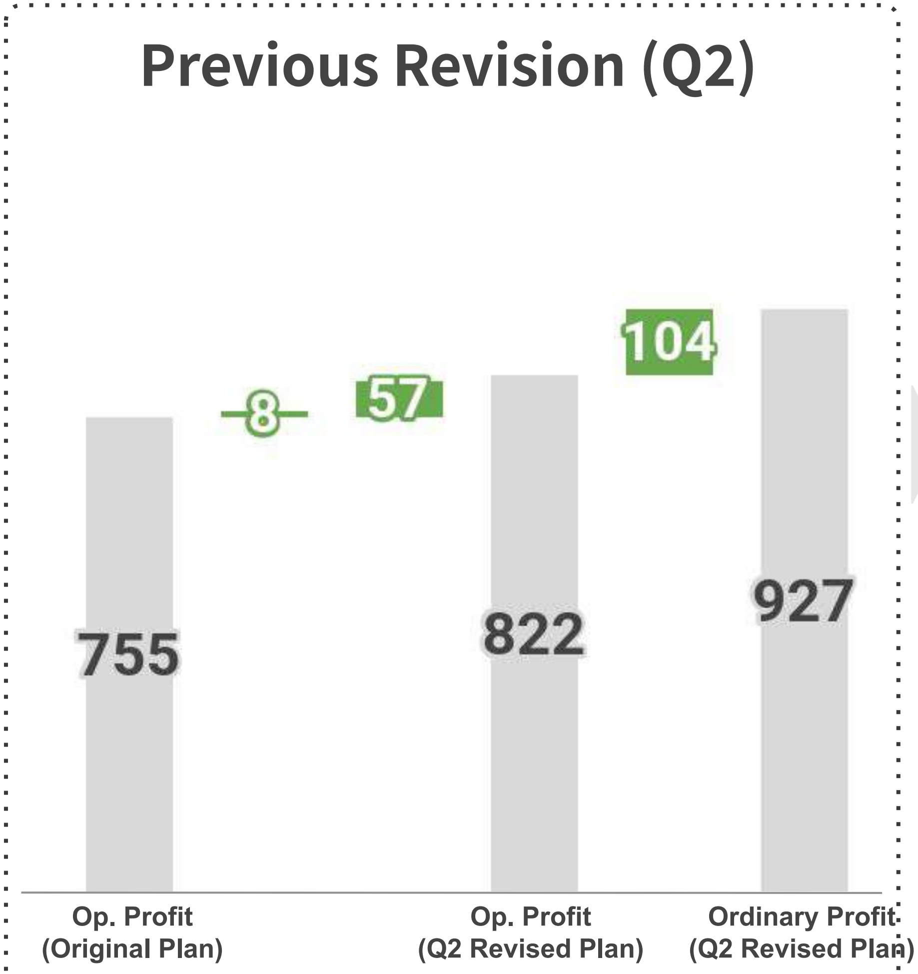
Current Revision (Q3)

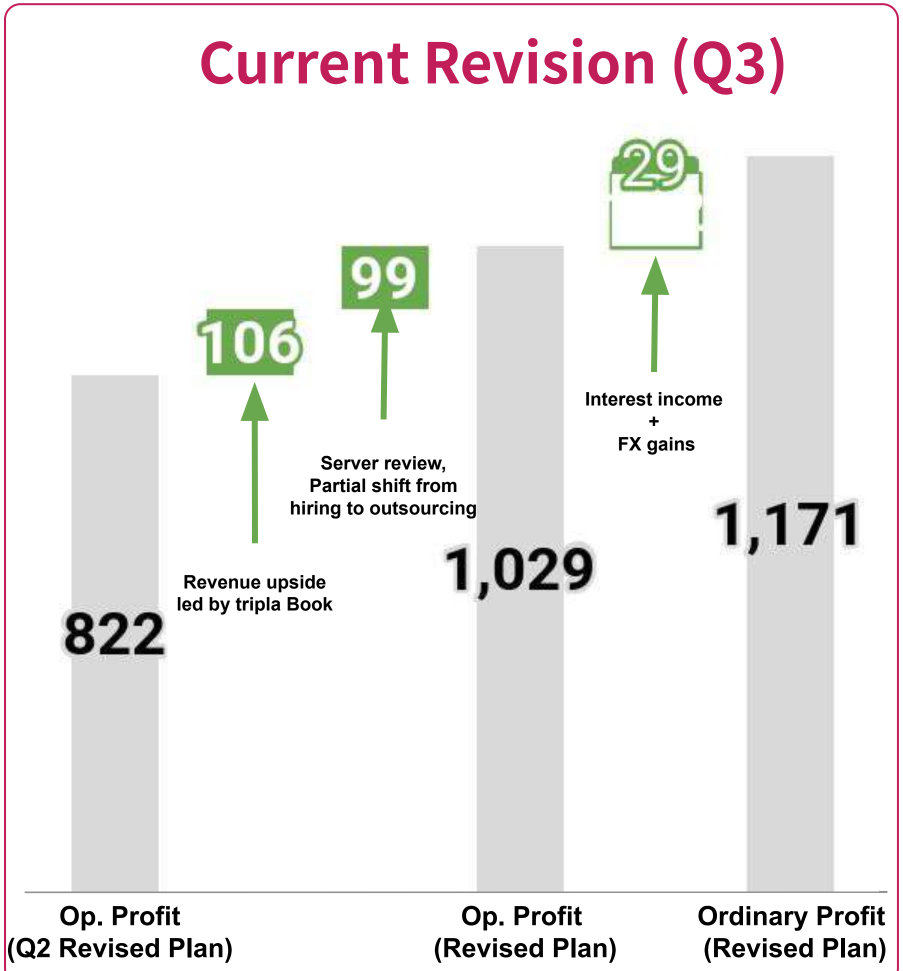
Revision driven by strong top line

- Op. Revenue grew strongly, led by tripla Book take rate of 1.65%
- H2 top line, held flat at Q2, continued to grow well above expectations
- Macro risks did not materialize; market strength further accelerated business momentum

Guidance Revision Overview

- Strong inbound FIT demand, mainly from neighboring countries, lifting GMV
- tripla Book take rate reached 1.65%, driving revenue





FY2026/10 Guidance Revision

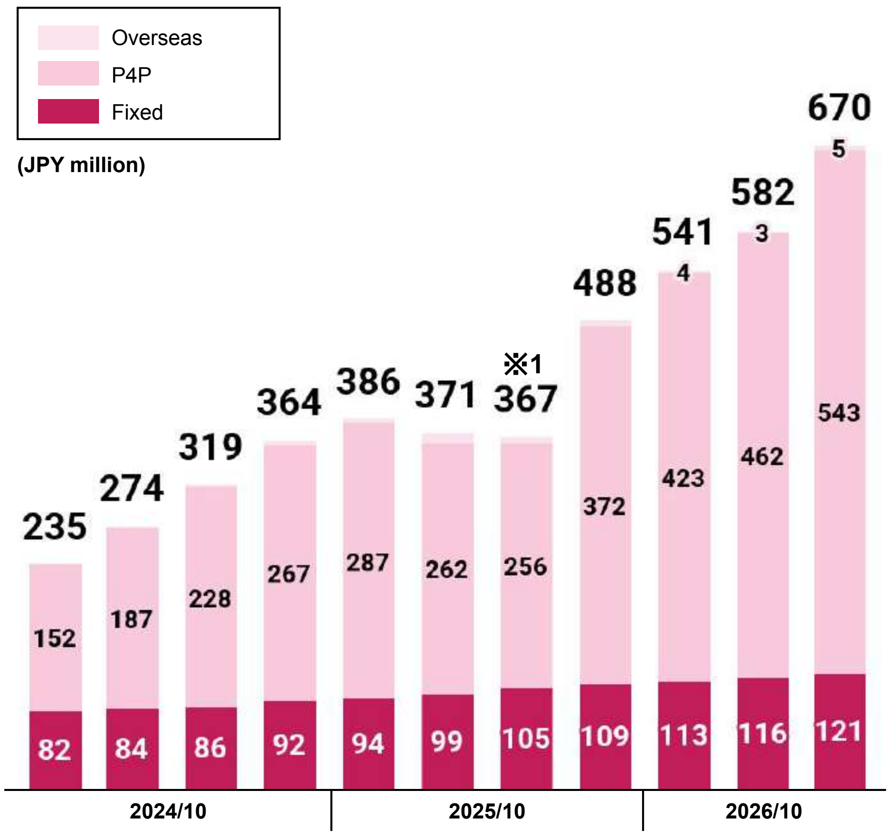
(JPY thousand)

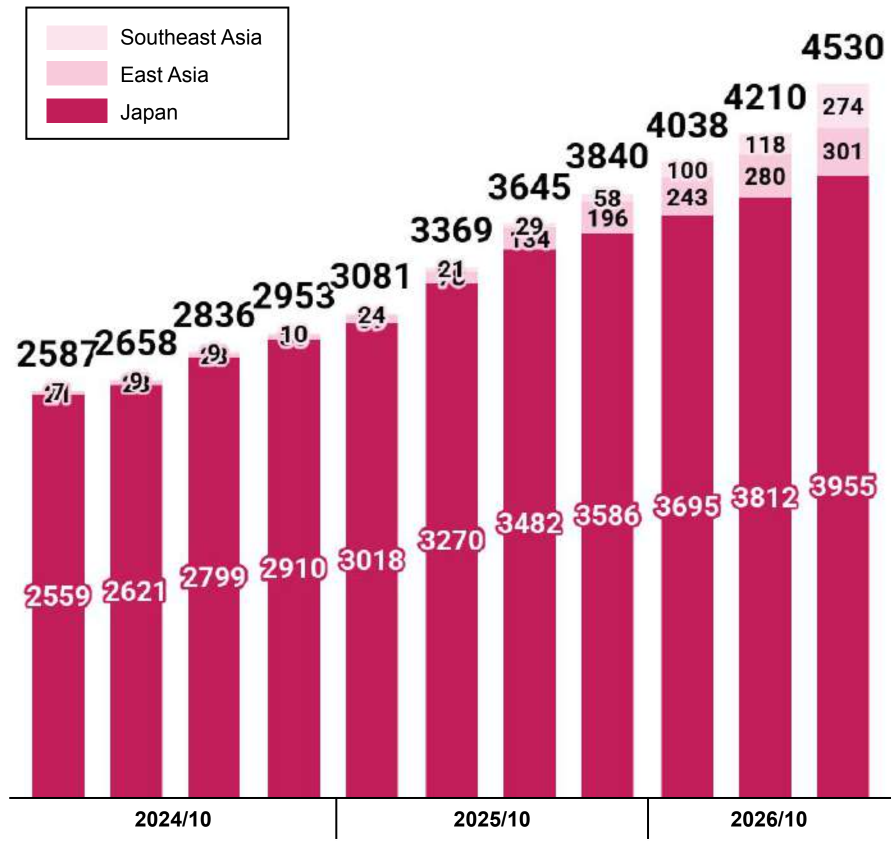
	2026/10 (Announced June 2026)	2026/10 (Revised)		vs. Previous
	Full-Year Plan	Full-Year Plan	Full-YearProgress	Full-Year Plan
Op. Revenue	3,501,843	3,608,781	72.4%	+106,938 (+3.1%)
Op. Revenue Growth	+36.1%	+40.2%	-	-
Op. Expenses	2,679,554	2,579,456	-	▲99,997 (▲3.7%)
Op. Profit	822,288	1,029,325	73.7%	+207,036 (+25.2%)
Ordinary Profit	927,173	1,171,390	74.7%	+244,216 (+26.3%)
Net Income	605,984	769,240	74.9%	+163,256 (+26.9%)
Net Income Attrib. to Owners of Parent	601,903	766,278	74.9%	+164,375 (+27.3%)

Agenda

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

- **Book Op. Revenue: JPY 670M / YoY +82.6%**
- **P4P Revenue of JPY 543M accounted for c.80% of the total, driving growth**



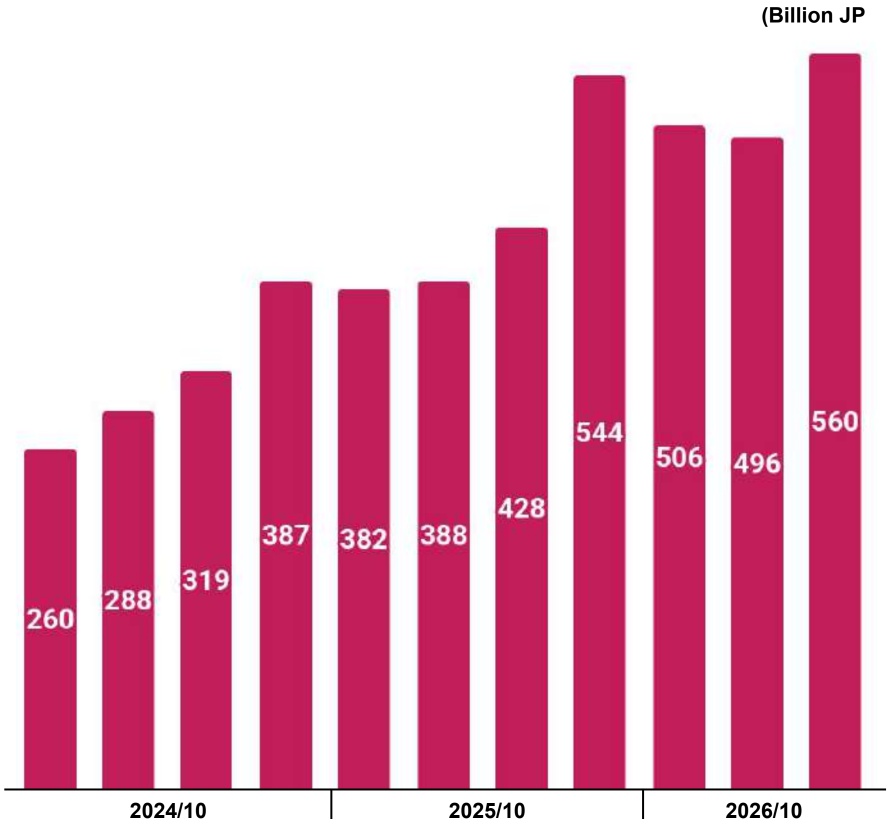


※1: FY2025/10 Q3 P4P Revenue includes a temporary MCP impact of approx. ▲JPY 64M.
※2: Overseas revenue includes consolidated revenue and does not match standalone Op. Revenue breakdown.

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

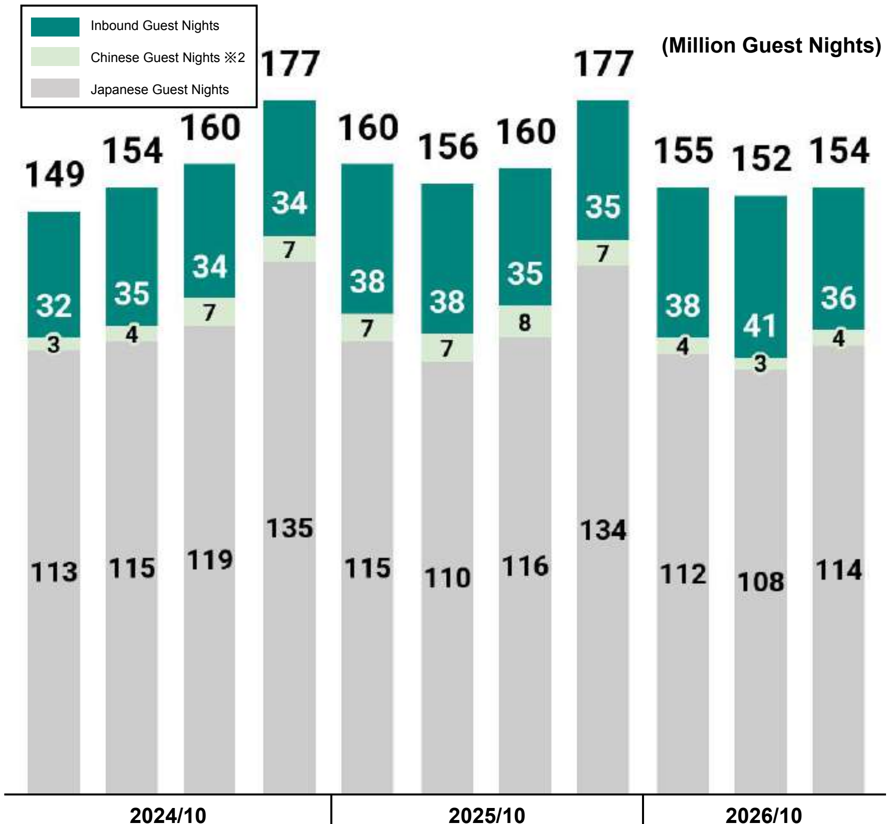
- **Guest nights declined YoY, largely driven by fewer Chinese travelers; Q3 down 4 million guest nights YoY**
- **FIT demand from other overseas markets is assumed to have held up**

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.

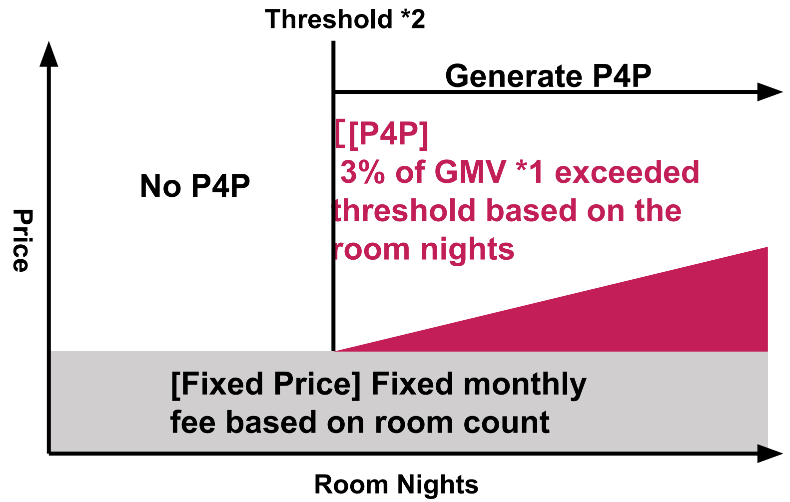
※2: Chinese guest nights are based on data for properties with 20 or more guest rooms, for which nationality breakdowns are disclosed.

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

- **Take rate: Record high of 1.65%, up again following Q2**

tripla Book Revenue Structure

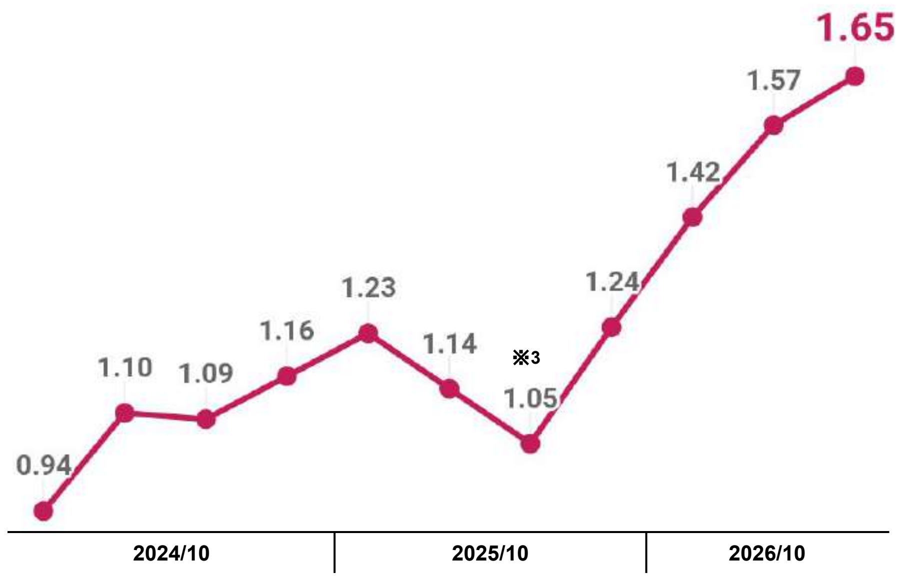
P4P Room Night



P4P Payment

Charge according to the set fee rate

P4P Take Rate Trend



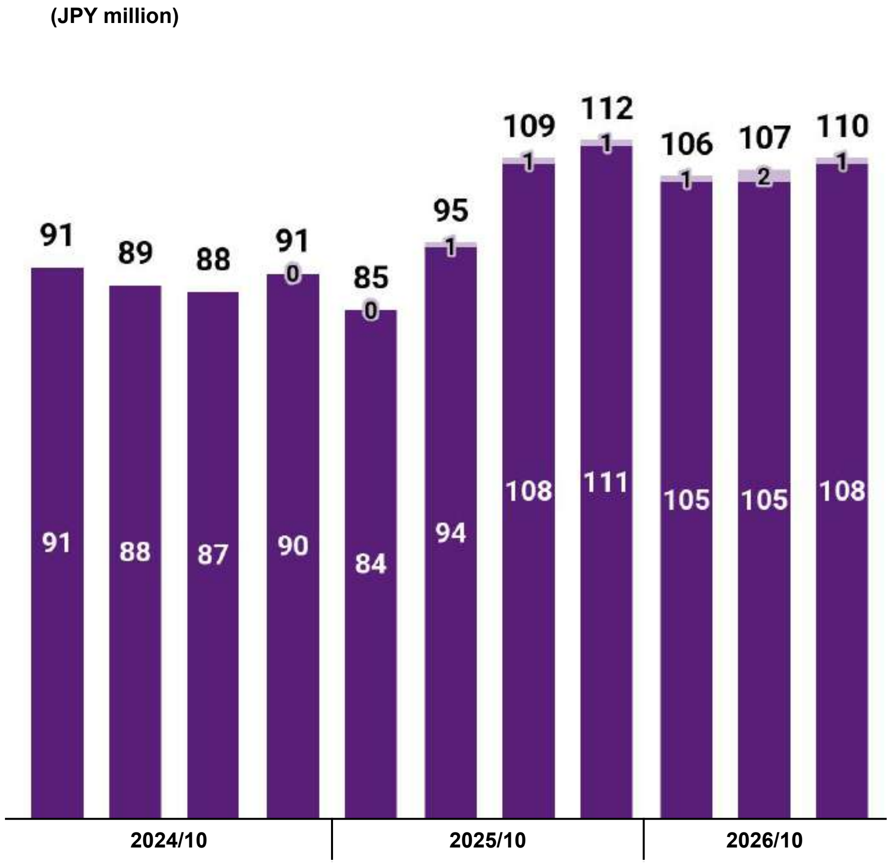
Take rate for Net GMV = (Revenue from P4P stay + Revenue from P4P payment) ÷ (GMV - GMV not subject to P4P stay *4)

*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.

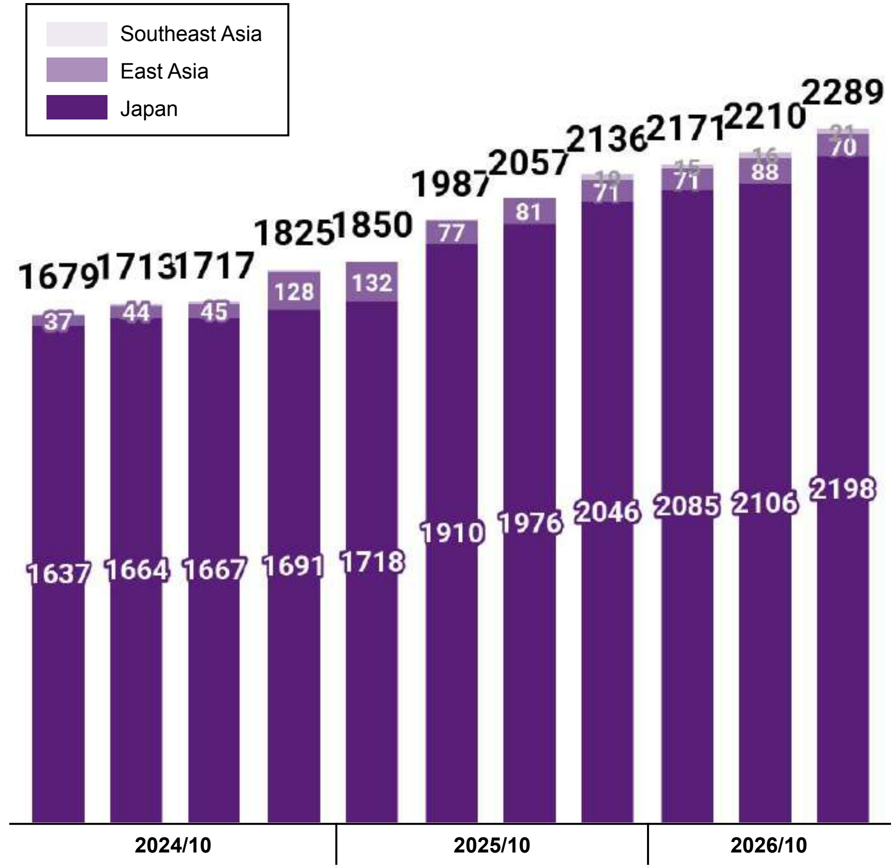
Key KPIs – By Segment (tripla Bot)

- **Op. Revenue：JPY 322M, YoY：+10.9%**

BotOp. Revenue ※1



Number of Properties *2

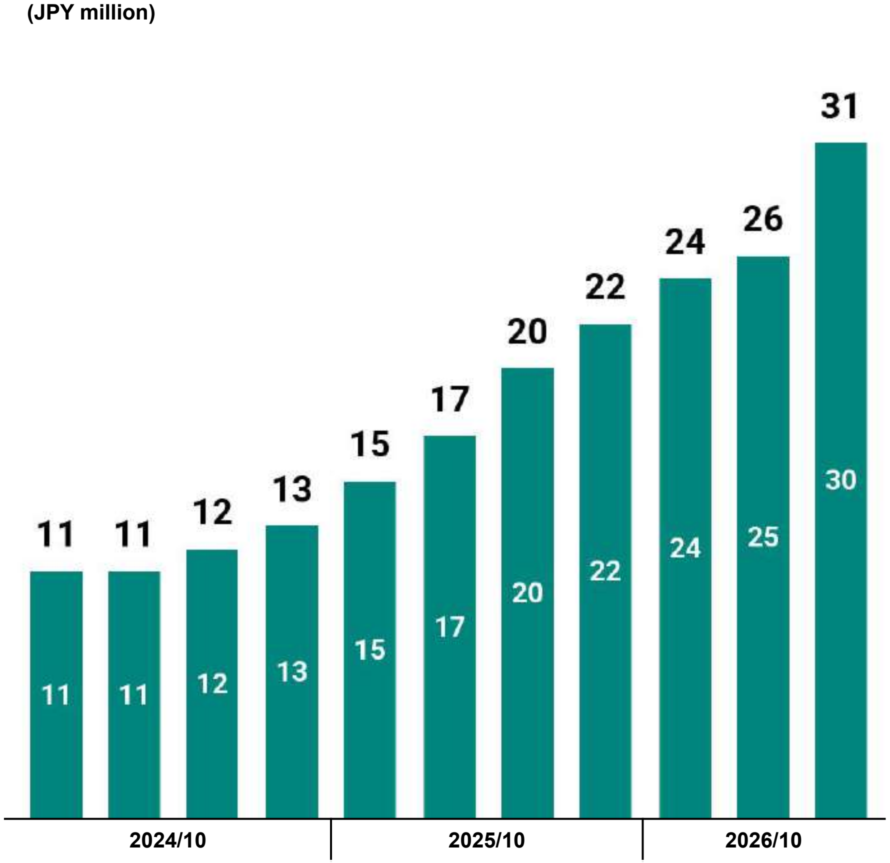


*1: Overseas revenue includes consolidated revenue, so it does not match the breakdown of standalone operating revenue.

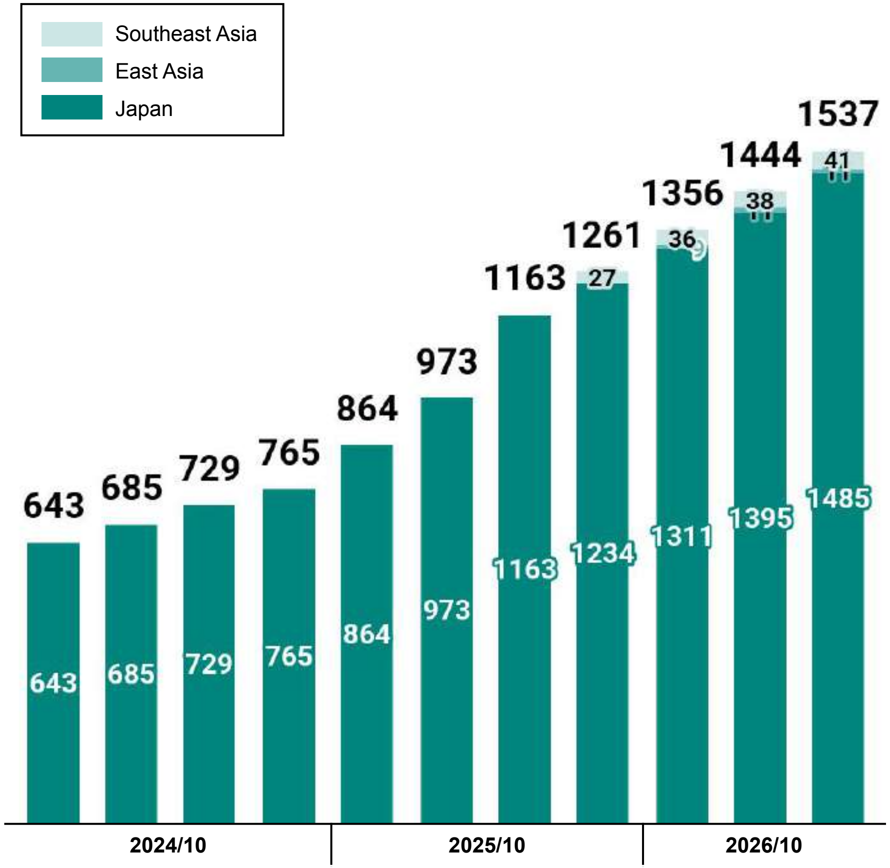
Key KPIs – By Segment (tripla Connect)

- **Op. Revenue : JPY 81M, YoY : +51.0%**
    - **ARPU is raised by tripla Connect+ for chained hotels**

Connect Op. Revenue※1



Number of Properties *1

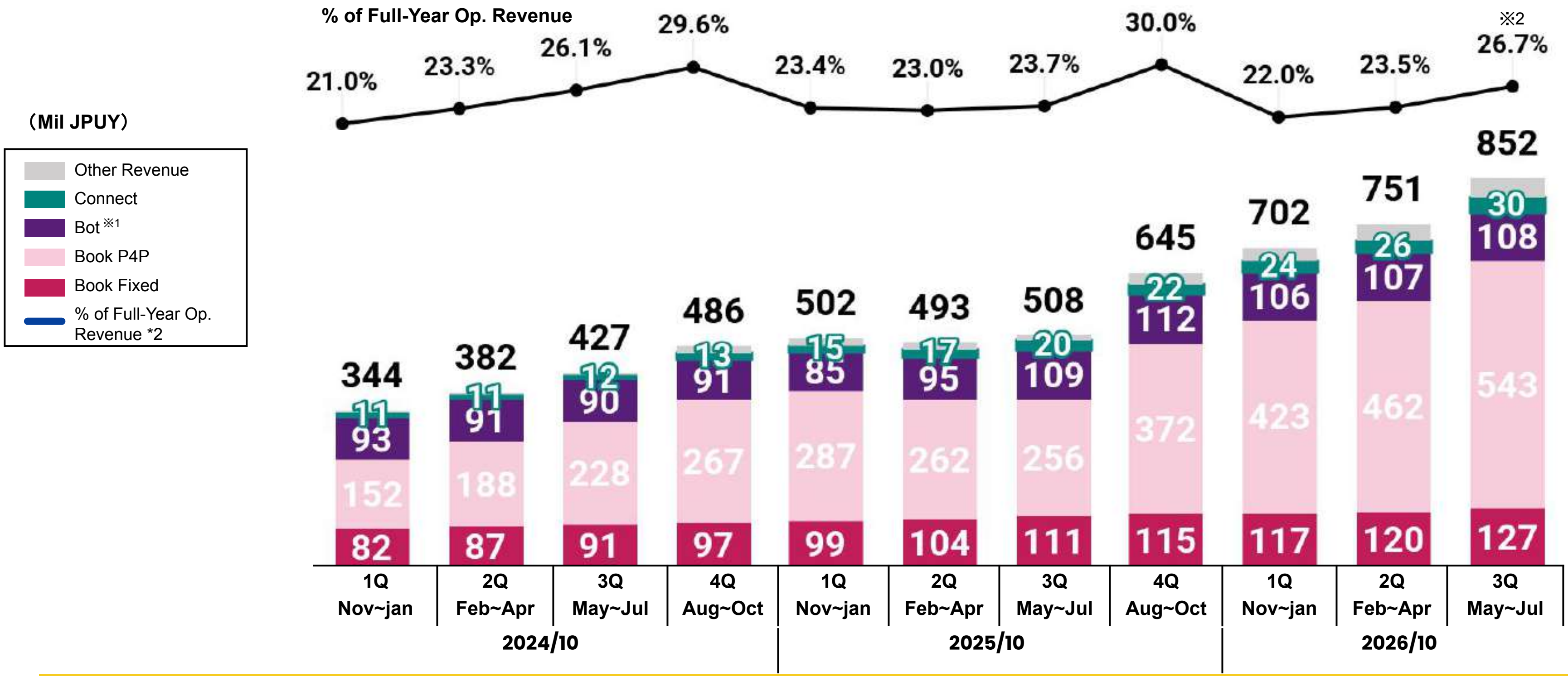


※1: Overseas revenue includes consolidated revenue and does not match standalone Op. Revenue breakdown.

Quarterly Op. Expenses Trend (Standalone)

- **H2-weighted revenue structure reflecting seasonal travel demand**

Op. Revenue



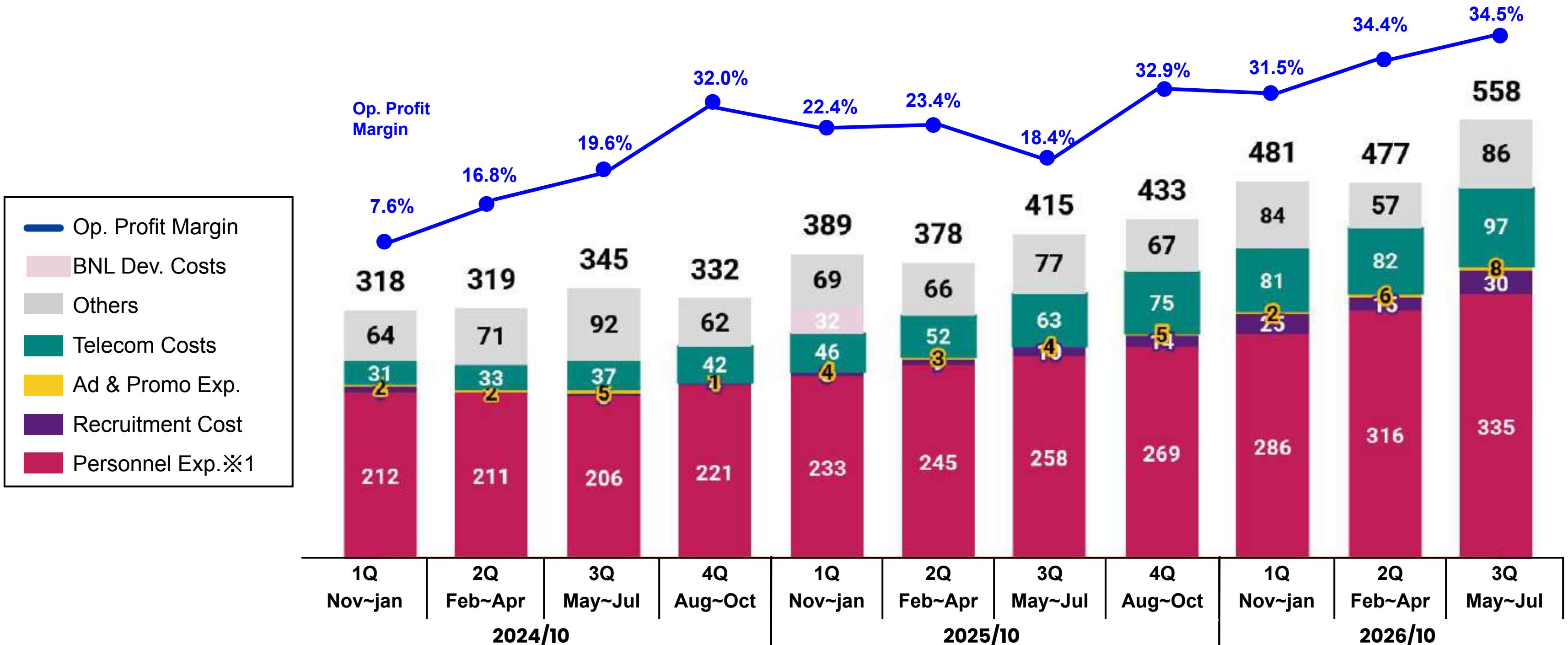
Book Fixed Revenue grows with increased no. of tripla Book properties

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)



	1Q Nov~jan 2024/10	2Q Feb~Apr 2024/10	3Q May~Jul 2024/10	4Q Aug~Oct 2024/10	1Q Nov~jan 2025/10	2Q Feb~Apr 2025/10	3Q May~Jul 2025/10	4Q Aug~Oct 2025/10	1Q Nov~jan 2026/10	2Q Feb~Apr 2026/10	3Q May~Jul 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)	96 (42)	102 (44)
Employees (Consolidated)※2 (Engineers, etc.)※3	–	–	–	158 (60)	162 (60)	173 (65)	182 (67)	190 (70)	199 (78)	201 (77)	209 (81)

- **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.

Agenda

Company Overview

Company Name	tripla Co., Ltd.
Rep.Directors	Kazuhisa Takahashi / Kaku Toriu
Business	Internet Services & Travel Agency
Capitals	¥876.67M
Website	https://tripla.io
Established	April 15th, 2015
Employees	Standalone: 102 Consolidated: 209 *as of 2026/7
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

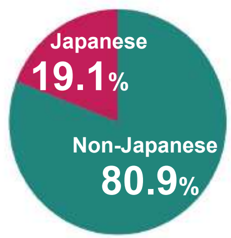
triplaBusiness※1

- **Established**
  2015
- **Locations**
  9 Countries
- **Property Count ※2**
  10,125
- **Service Count**
  12 Services

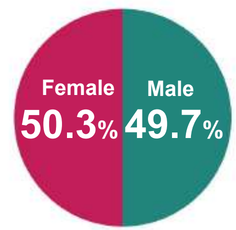
tripla Human Resources

- **Employees** **209**
- **Nationalities** **19**
- **Average Age** **35.9**

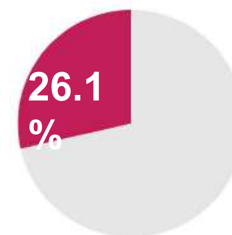
- **Diversity Ratio※1**※1

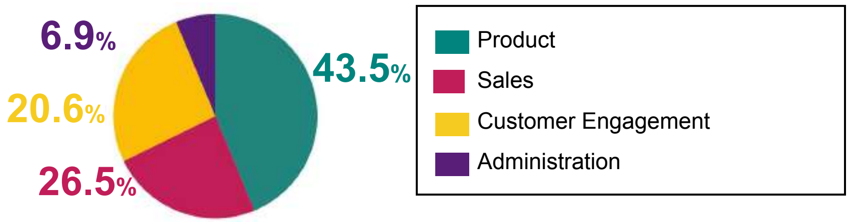


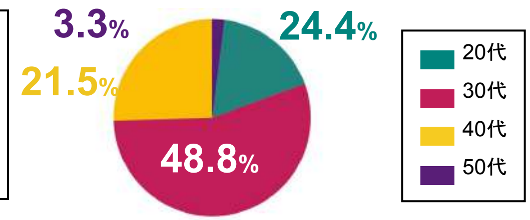
- **Gender Ratio**



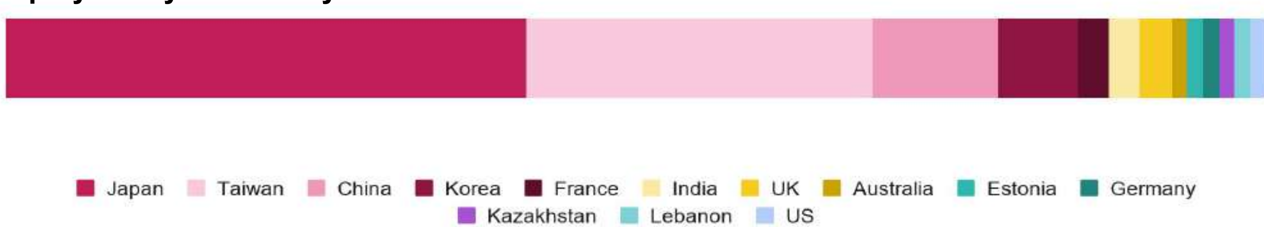
- **% of Female Managers**







- **Employees by Nationality**



※1: Includes subsidiaries

History of tripla

2015 2016 2017 2018 2019 2020 2021 2022 2023 2024

2015–2016
Seed Phase(8HC)

- 2015/04 Founded
- 2015/09 umami APP released
- 2016/05 Seed round fund raise with ¥70 million
- 2016/12 tripla APP released

2017–2019
Product Market Fit Phase(70HC)

- 2017/02 Pre-A fund raise with ¥74 million
- 2017/05 tripla Bot Released
- 2017/10 Series A fund raise with ¥100 million
- 2018/06 Series B fund raise with ¥340 million
- 2019/07 tripla Book Released
- 2019/08 Series C fund raise with ¥600 million

2020–2021
COVID-19(70HC)

- 2020/01 Establish Taiwan branch
- 2020/02 Start COVID-19
- 2020/12 Temporary recovery with Goto Travel
- 2021/10 Achieved single month profitability

2022–2025
IPO & Oversea Expansion (200HC)

- 2022/11 IPO in Growth Market
- 2023/03 Establish Korean branch
- 2023/11 Enter Indonesia with BnL M&A
- 2024/01 Expand Taiwan with Surehigh M&A
- 2024/02 Enter Thailand with Endurance M&A
- 2025/02 Enter Hong Kong & US
- 2025/05 Enter Philippine

Introduction of Management Team

Rep. Director, CEO
Kazuhisa Takahashi
Career: ATKearney PHILIP MORRIS amazon Coca-Cola
Education: Hokkaido University
Wake Forest University MBA

Rep. Director, CPO
Kaku Toriu
Career: ORACLE Coca-Cola amazon
Education: New York University
Business Breakthrough University MBA

Director, CFO
Hiroki Tanaka
経歴: MUFG List Sotheby's INTERNATIONAL REALTY
学歴: Keio University

Executive Officer, Business Development
Masahiro Okubayasi
経歴: ITOCHU LINE
学歴: Kobe University

Executive Officer, Customer Engagement
Koutatsu Kawamoto
Career: EY Deloitte. デロイト トーマツ RECRUIT amazon
Education: Keio University

Executive Officer, CTO
Hakim Mouslih
Career: paidy
Education: Université d'Angers

Full-time Auditor
Chikami Yamazoe
Career: pwc
Education: Rikkyo University
Qualifications: CPA

Executive Officer, Overseas Partnership
Philippe Raunet
Career: Mandriva
Education: Université de Versailles Saint-Quentin-en-Yvelines

Purpose

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 & Core Values

Vision

顧客体験の向上と省化を実現する

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.

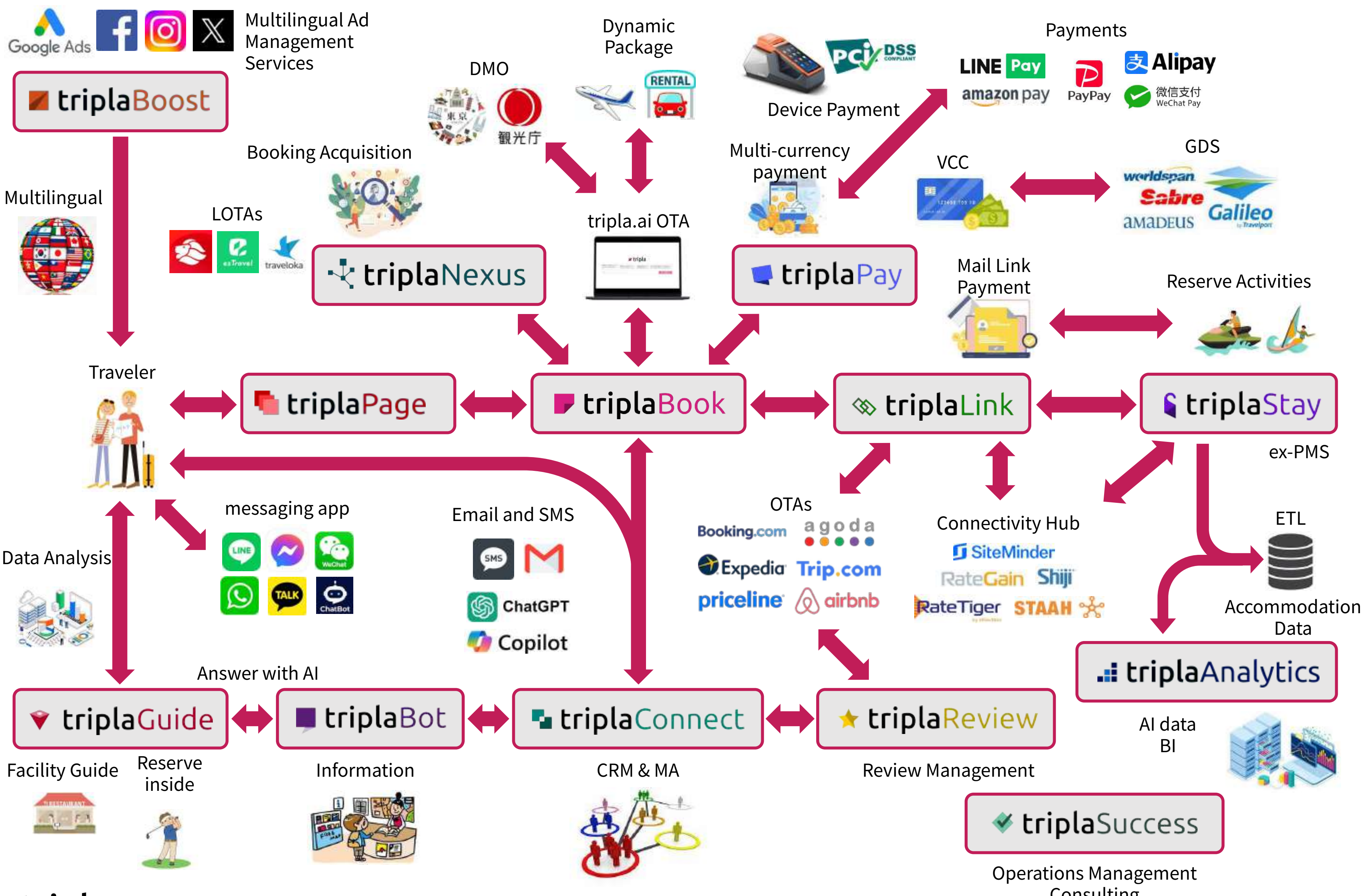
Core Values

- 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
- 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

- Market-In for Customer Satisfaction
- Ownership
- Action with Results
- Challenge for Innovation
- Stretch the Team & Yourself
- More with Less
- Humility, Respect & Trust

tripla

Service MAP of tripla



tripla

Agenda

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

Enhancing Brand Power and Customer Acquisition Capability for Accommodations

- Continuously provide IT services that meet the needs of the hospitality industry
- Support branding initiatives in line with the AISAS model
- Strengthen partnerships with overseas OTAs to drive incremental inbound demand

Expanding Target Markets and Localization

- Expand business and geographic presence across the Asia-Pacific region
- Complete PMI for acquired companies to optimize costs
- Deliver localized offerings through standardized features by understanding market and customer requirements

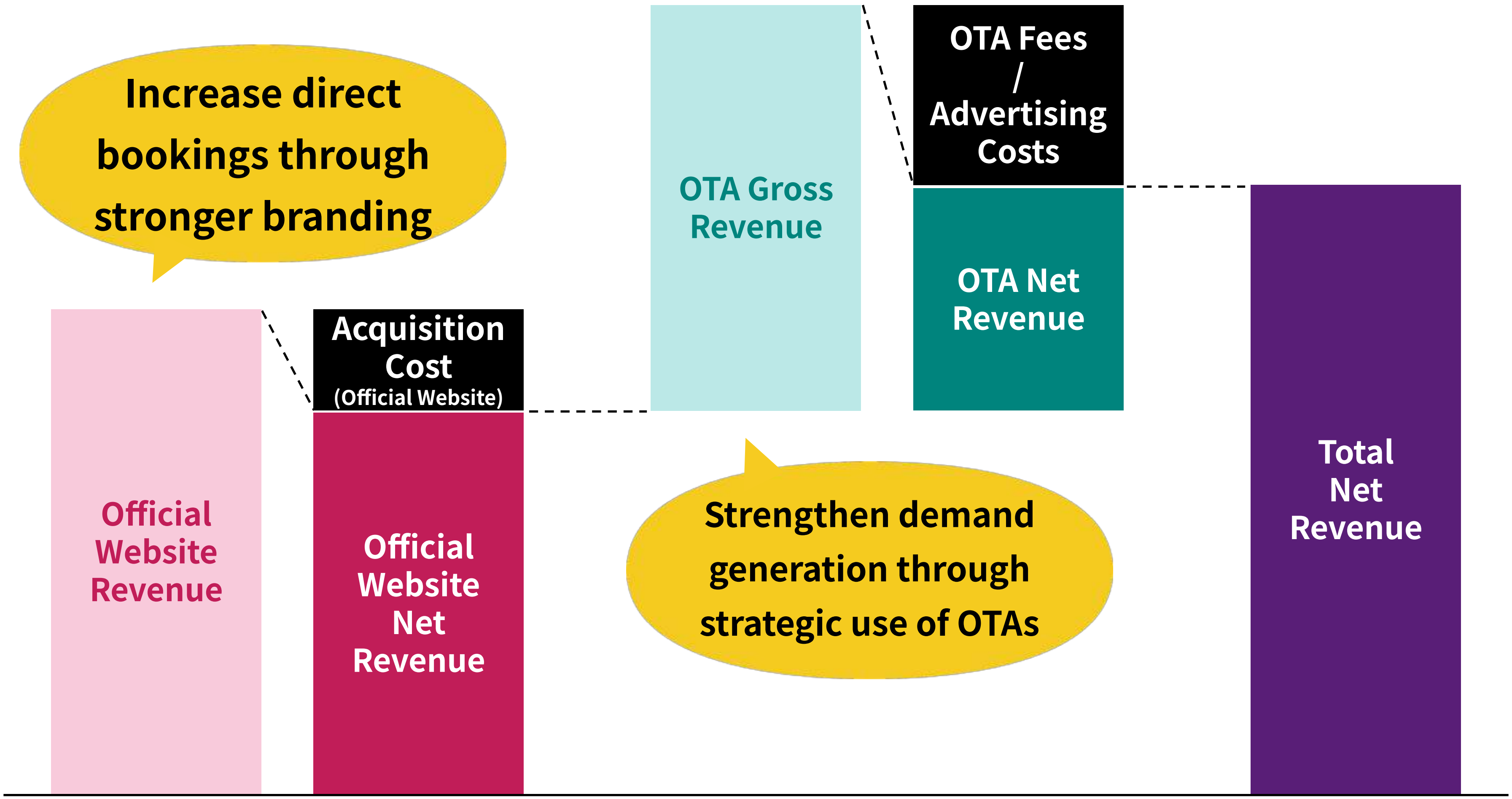
Adapting to the AI / LLM

- Address the shift toward AI-driven search environments
- Develop a multilingual AI concierge
- Deploy autonomous AI agents that support revenue maximization

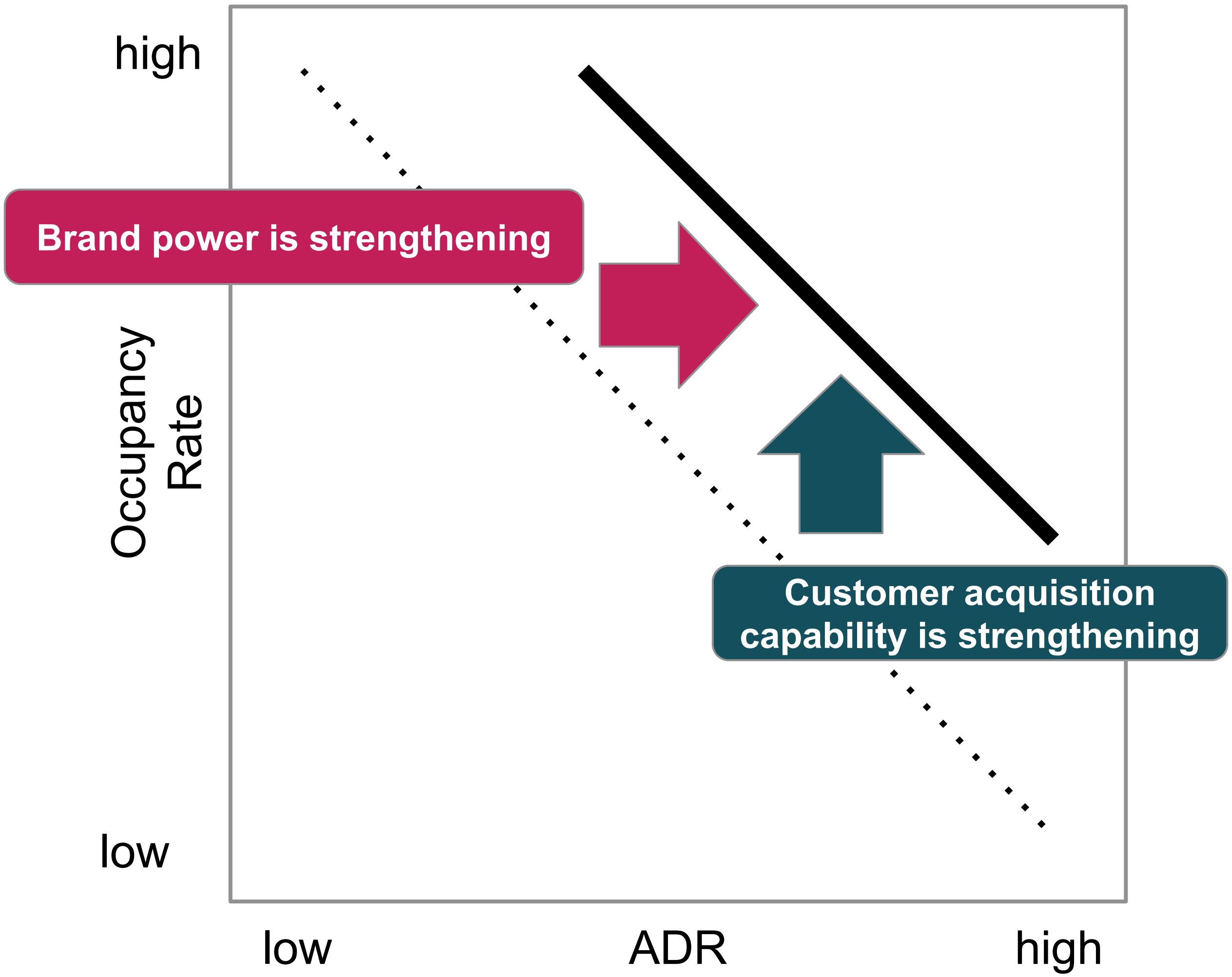
Optimizing Payment Solutions

- Enhance functionality to achieve a 35% prepayment ratio
- Expand payment partners and supported payment methods
- Improve flexibility of payment flows and payment options

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

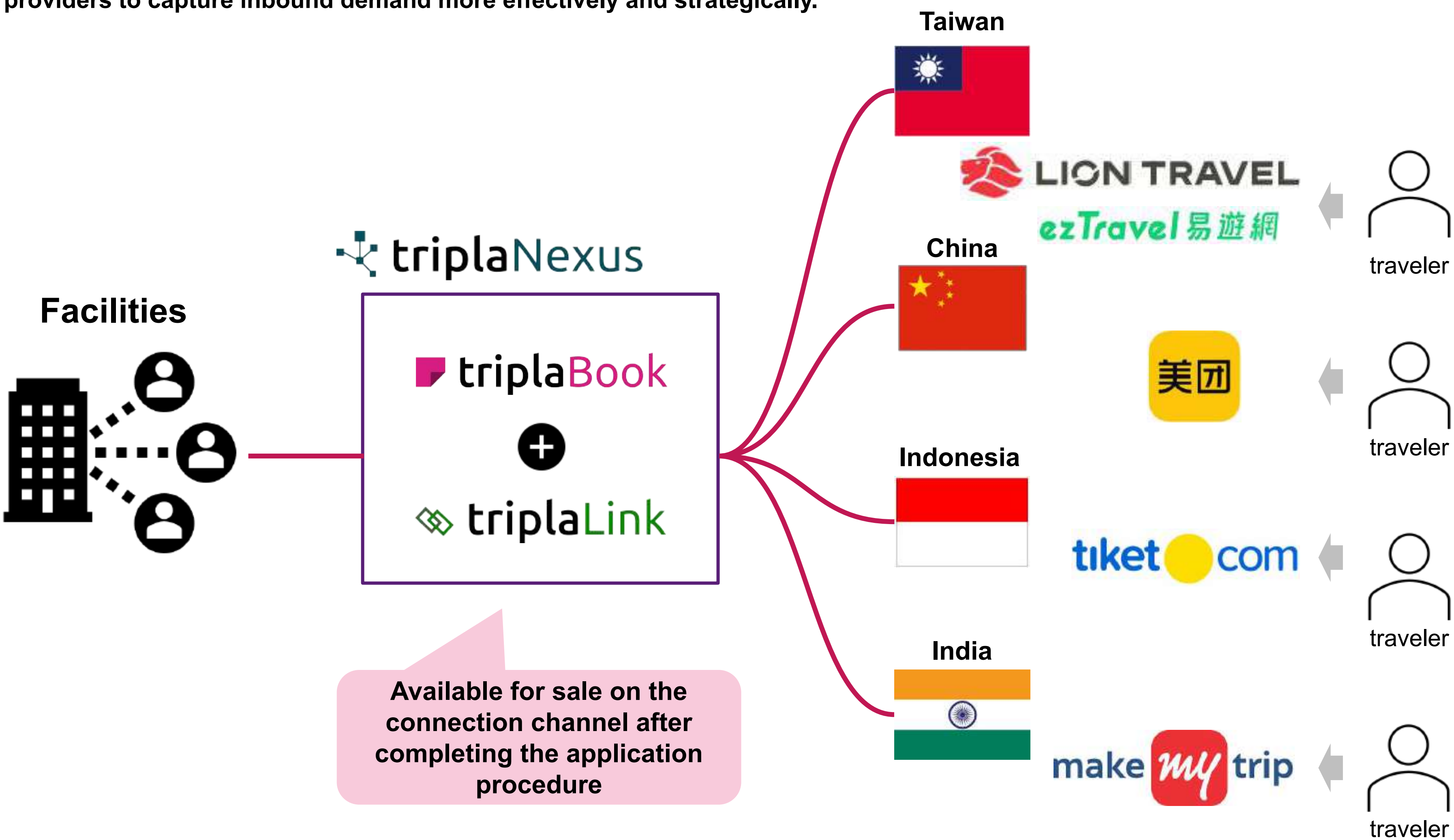
Latent Users: Attention, Interest, Search
Active Users: Action, Share

A — Attention	I — Interest	S — Search	A — Action	S — Share
See ads and plans	**Develop interest**	**Search**	**Booking/Stay**	**Share experiences**
triplaBoost	triplaPage triplaConnect	triplaBot triplaBook	triplaBook triplaGuide	triplaReview triplaConnect
Stage where latent users become aware of accommodation experiences and facilities	Stage where users become interested in accommodation facilities and stay plans	Information gathering and comparison via search engines and SNS	Booking and stay experience after comparison and consideration	Highly satisfying stay experiences are shared on SNS

Strengthening Customer Acquisition

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.

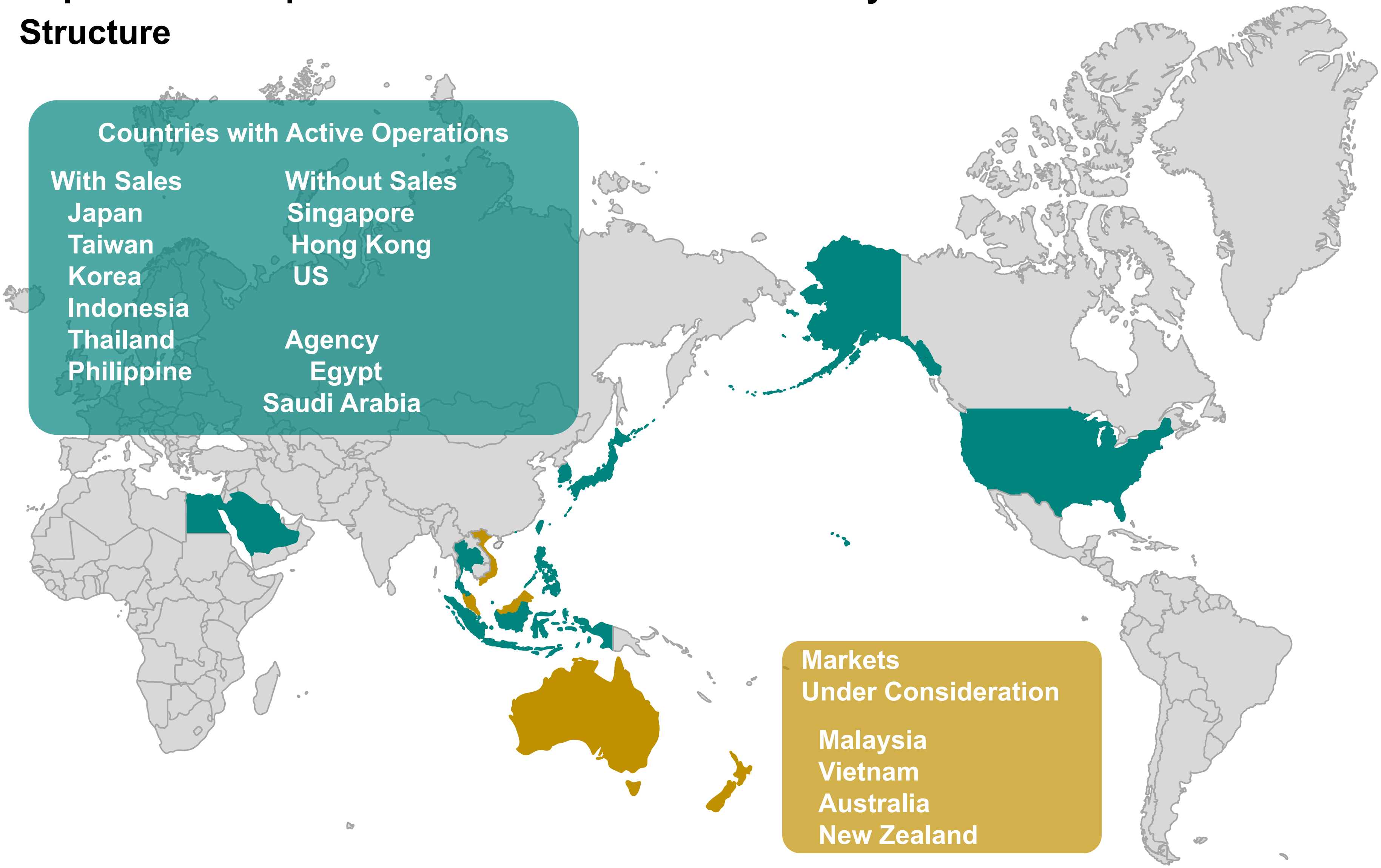


Implement tier-specific actions, from high-touch sales to operational support (tripla Success)

	Definition	tripla's Role
Tier 1	Chain accounts Dedicated in-house IT staff Multiple tripla services implemented	Annual official website sales planning Regular review meetings and PDCA execution Early implementation proposals for new features
Tier 2	Chain accounts Dedicated in-house IT staff tripla services implemented	Annual official website sales planning Quarterly review meetings and PDCA execution Proposals to implement the latest standard features
Tier 3	Independent (single-property) accounts No dedicated IT staff tripla services implemented	Annual official website sales planning Use of automated reports Support through tripla Success

Expanding Target Markets and Driving Localization

Rapid Market Expansion and Localization Enabled by a Multinational Team Structure



Countries with Active Operations

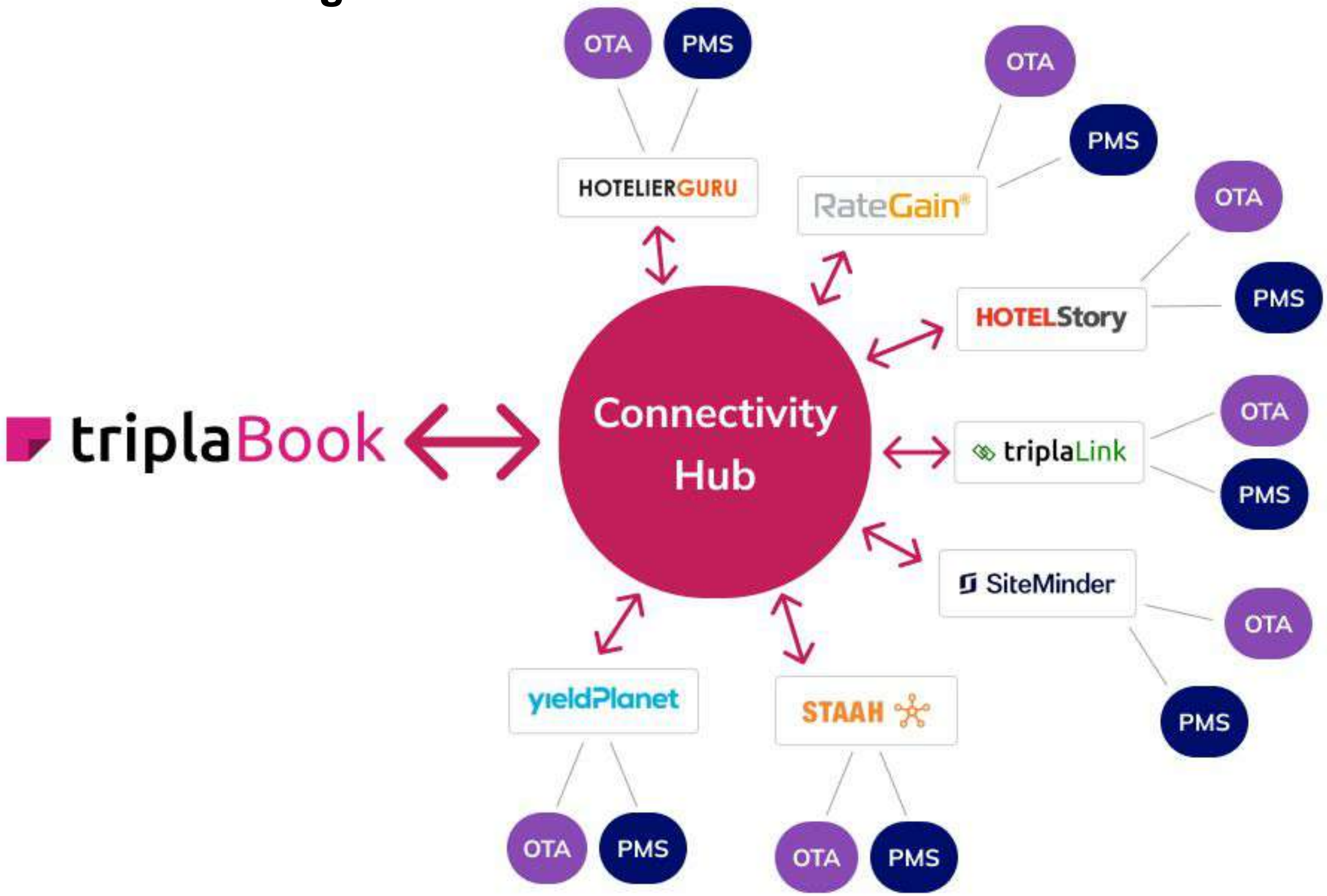
With Sales	Without Sales
Japan	Singapore
Taiwan	Hong Kong
Korea	US
Indonesia	
Thailand	Agency
Philippine	Egypt
	Saudi Arabia

Markets Under Consideration

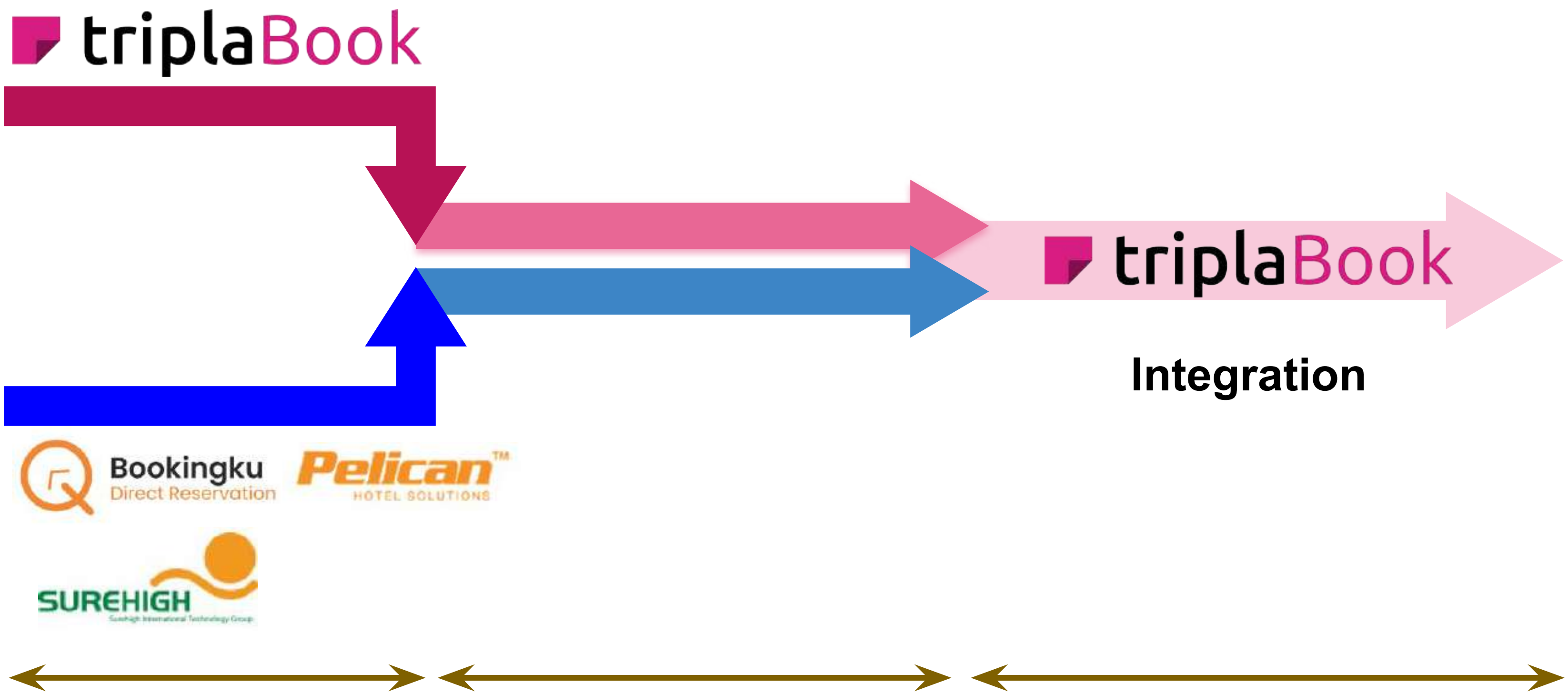
- Malaysia
- Vietnam
- Australia
- New Zealand

tripla

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

Developing Country- and Region-Specific Features

Enabling Broader Global Deployment Through Standardized Localization

Taiwan High Speed Rail

Kid's tier & with meal in Japan

Early Bird Discount

Bali's Nyepi

tripla

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.

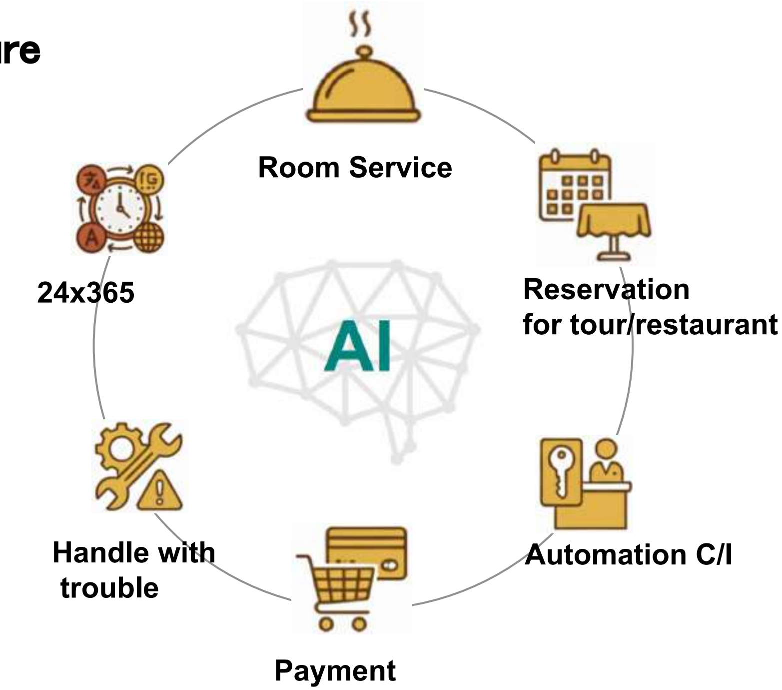
24/7 Multi-Agent AI Concierge

Current

triplaBot

Mainly booking, facility info, and FAQs

Future



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

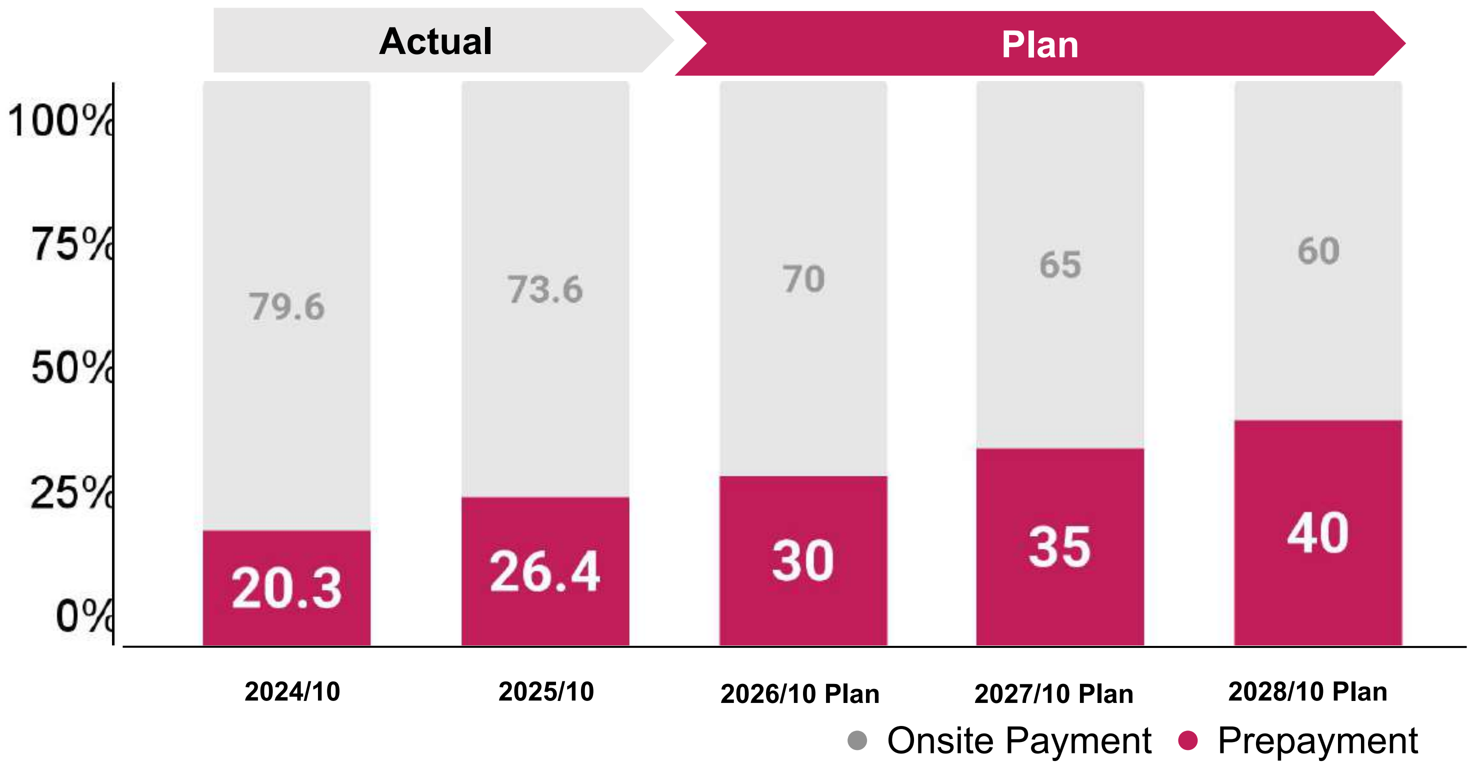
Future

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

More Payment Options

Cash alternatives — Diversification

Bank transfer
Prepayment available even for non-credit card holders

Convenience store payments
(7-Eleven, Lawson Station, FamilyMart, Ministop)

PayPay for Japan

LINE Pay for Taiwan

Alipay, **微信支付 WeChat Pay** for China

amazon pay

Diversification of Payment Scenarios

Reserve — 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.

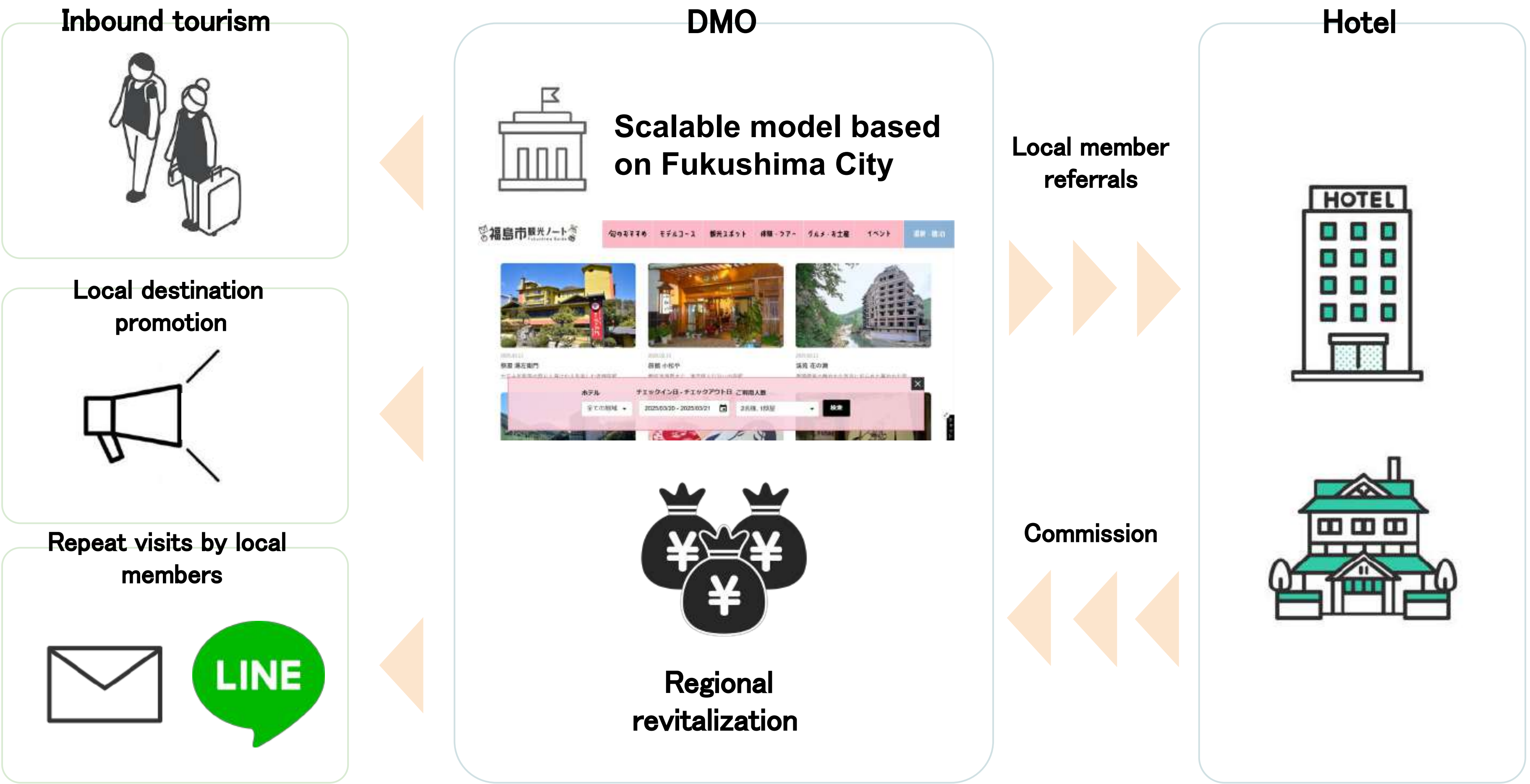
OTA
For guests who selected on-site payment during OTA booking, request advance payment via tripla Pay using email links or SMS.

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.



Key Achievements FY2025 – Payment Hub

Payment enhancements improved conversion rate and payment revenue

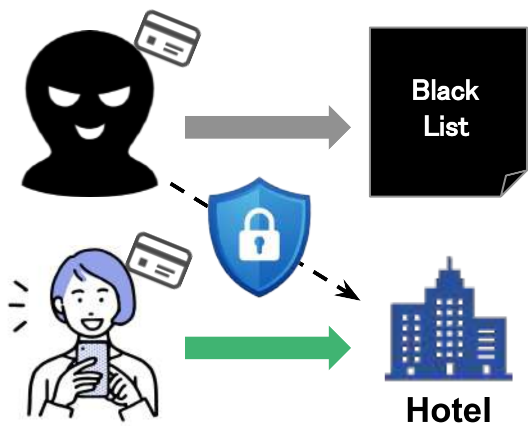
Launched Amazon Pay
(June 2025)

More payment options improved user convenience

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

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
- 銀行振込
- WISE
- SMBC 三井住友銀行
- GMO あおぞらネット銀行

Digital Wallet
- amazon pay
- Apple Pay
- Google Pay

Credit Card
- VISA
- mastercard
- AMERICAN EXPRESS
- JCB
- Diners Club INTERNATIONAL

Convenience Store Payment
- 7-ELEVEn
- LAWSON STATION
- FamilyMart
- MINI STOP
- Alfamart

QR Payment
- PayPay

for China
- Alipay
- 微信支付 WeChat Pay

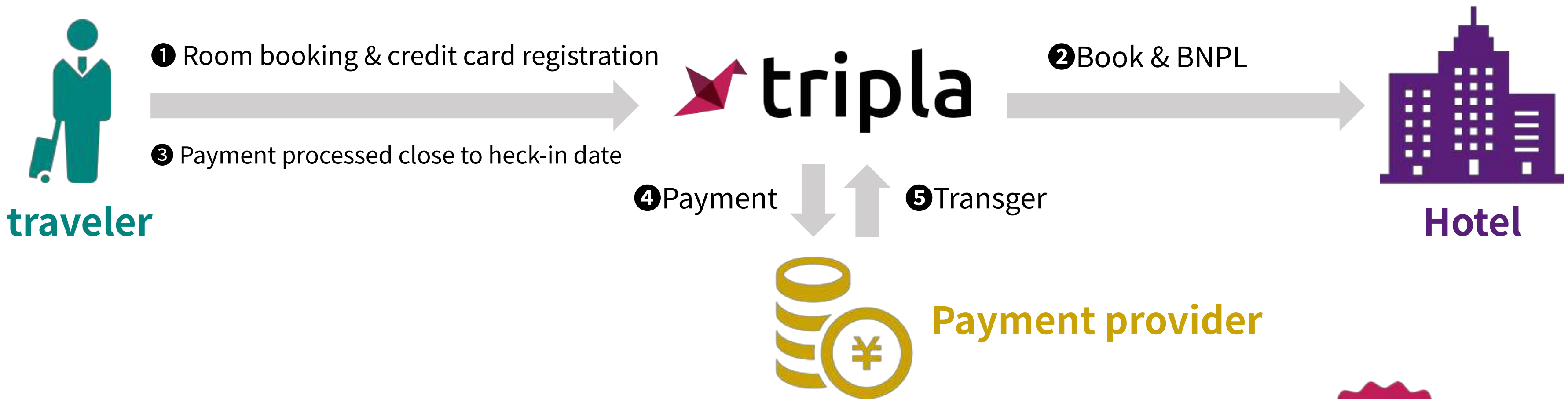
for Taiwan
- LINE Pay

for Korea
- KakaoPay

Korean Credit Card
- LOTTE CARD
- Hana Card
- SAMSUNG CARD
- Hyundai Card
- KB Kookmin Card
- Shinhan Card

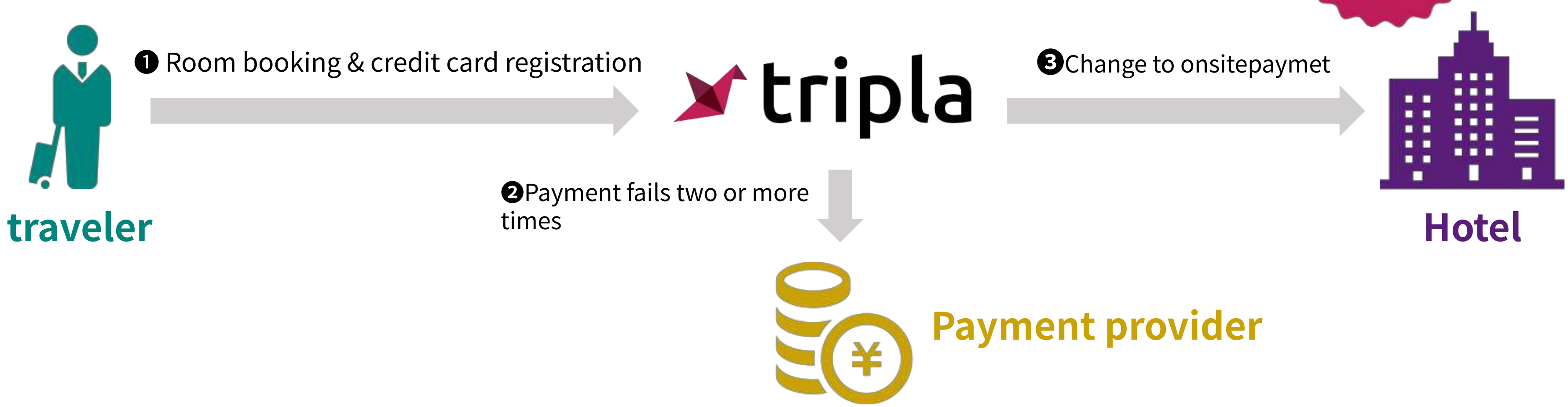
Local Payment Each Country
- モバイルSuica
- truemoney
- ezlink
- OVO
- GCash

BNPL (Book Now, Pay Later) option



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

done



Optimize payment costs by expanding partner network

Global
adyen · worldpay · stripe

Korea
NICE PAYMENTS

Taiwan
TapPay · 合作金庫銀行 TAIWAN COOPERATIVE BANK · HSBC
CTBC BANK · 台新銀行 Taishin Bank · Cathay Bank

Japan
GMO PAYMENT GATEWAY · KOMOJU · veritrans

Philippine
maya

Egypt
البنك الأهلي المصري NATIONAL BANK OF EGYPT

Indonesia
DOKU · xendit

Thailand
opn

APAC
2c2p · rdp · asia pay

Malaysia
ipay88

Agenda

FY2026/10 Q2 Financial Results Overview

FY2026/10 Guidance Revision

Key KPI Progress

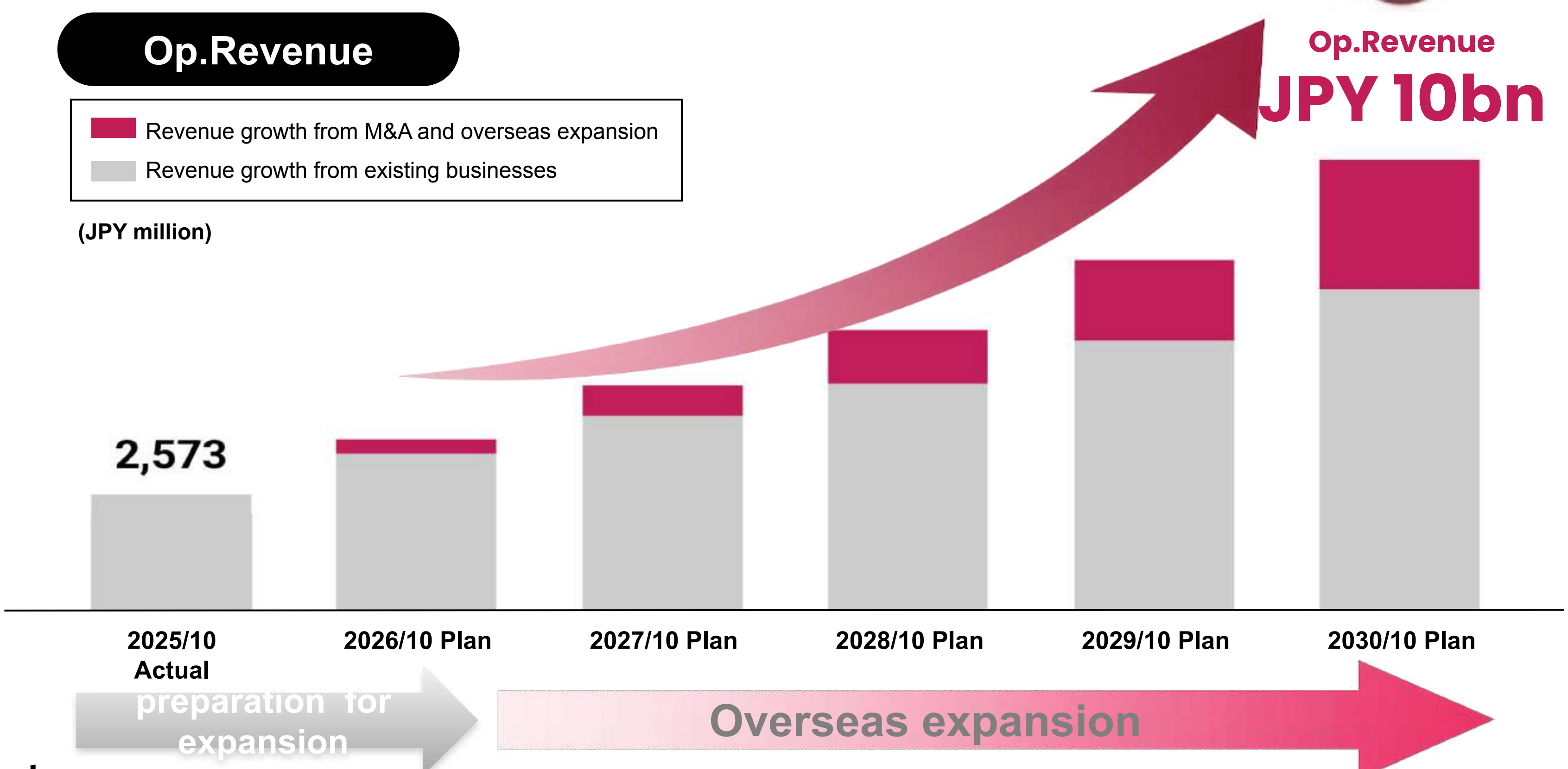
Company Overview

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

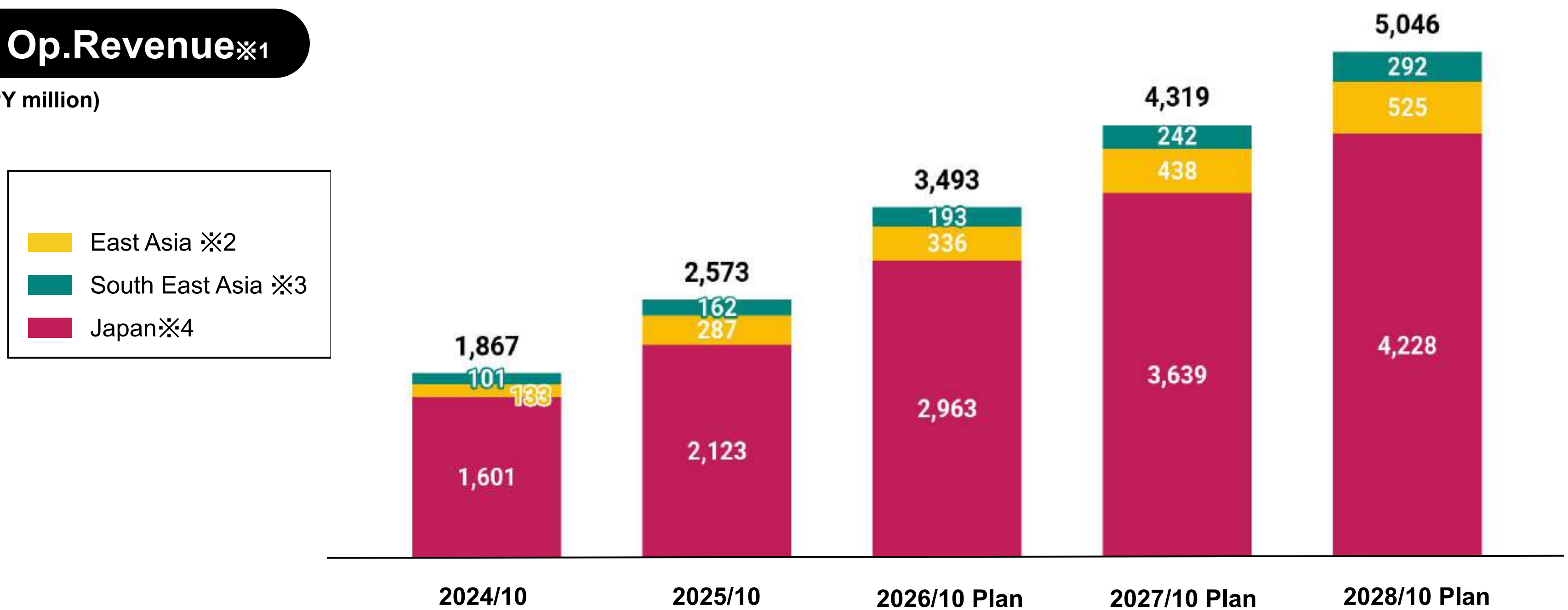


Plan to exceed JPY 5.0bn Op.Revenue in FY2028/10

- 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. (翠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.

tripla Group Operating Profit - Three-Year Plan

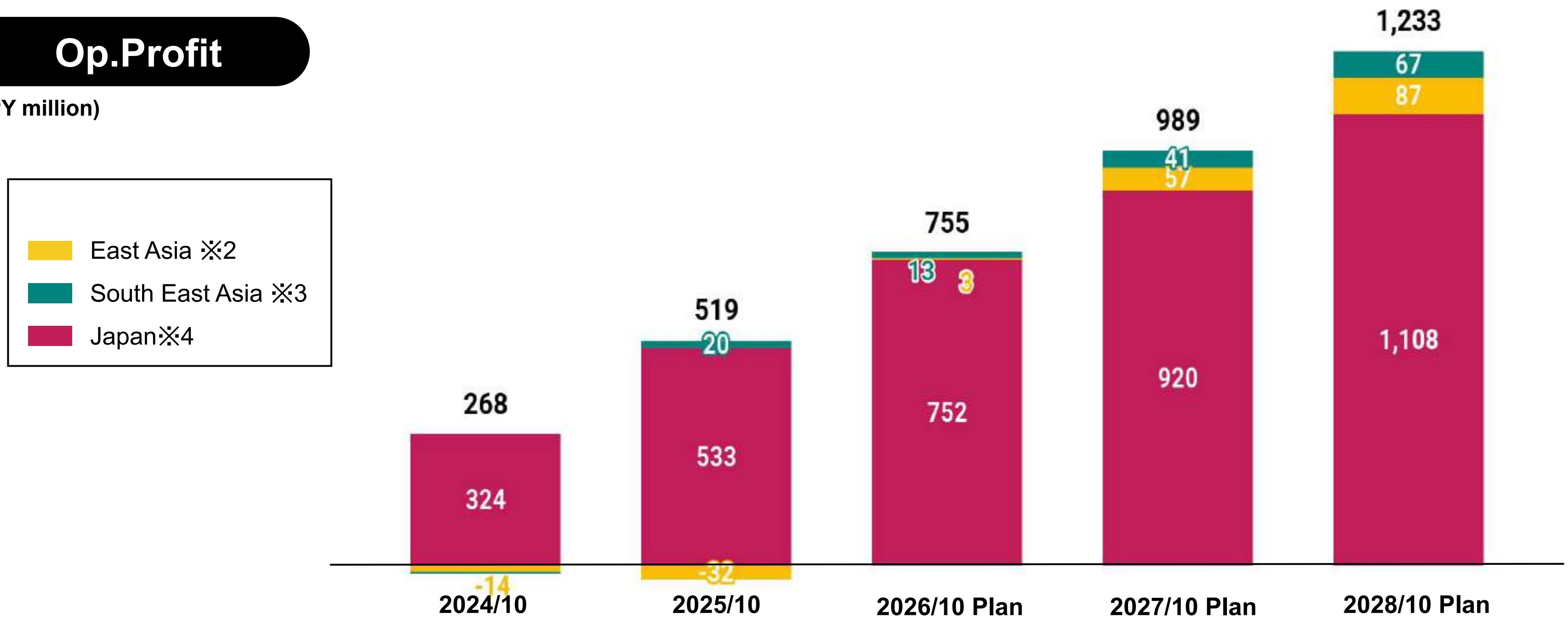
Op.Profit exceeding ¥1.2 billion for FY2028.

- 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.

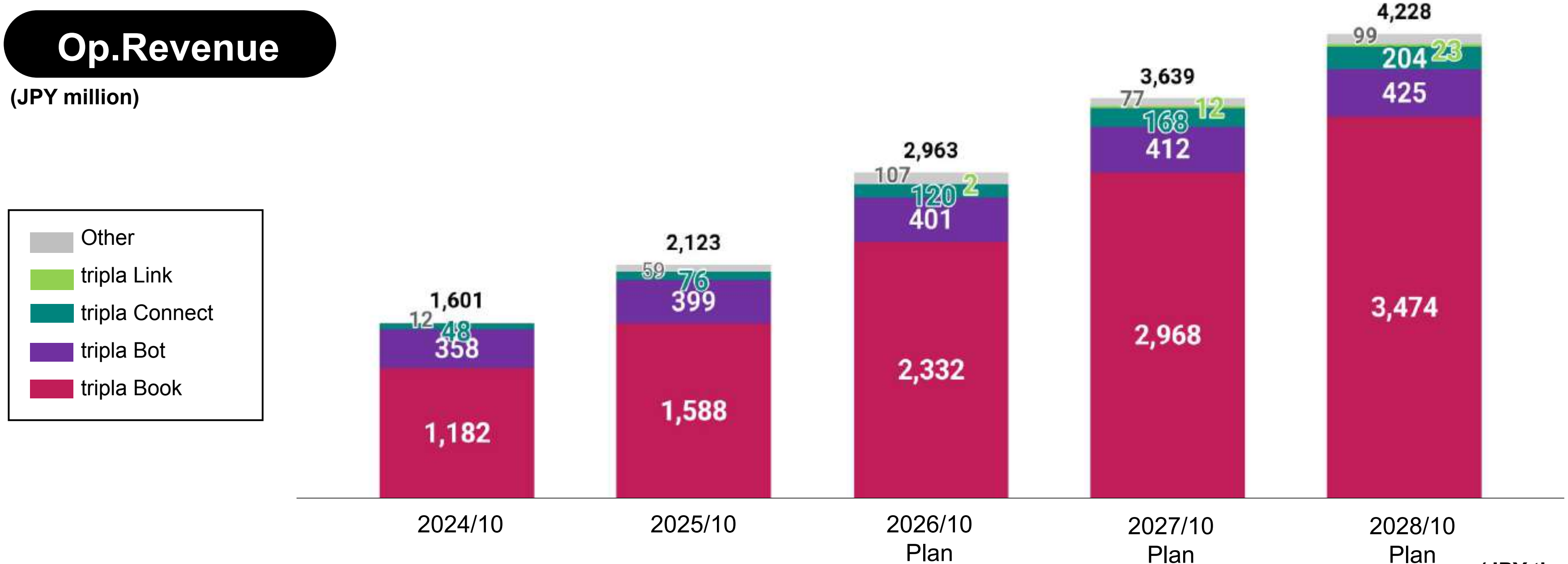
Mid- to Long-term Profit Plan

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.

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.



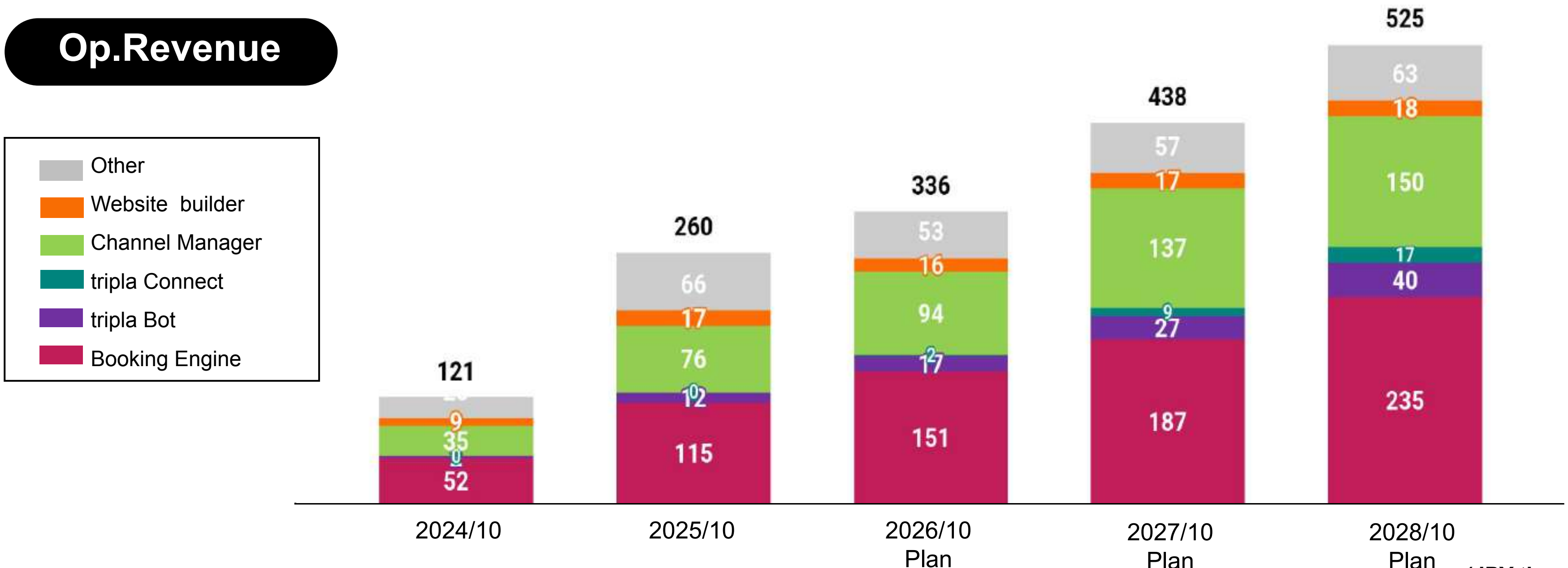
(JPY thousand)

	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**

※1
Figures exclude the Taiwan and Korea branches.

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

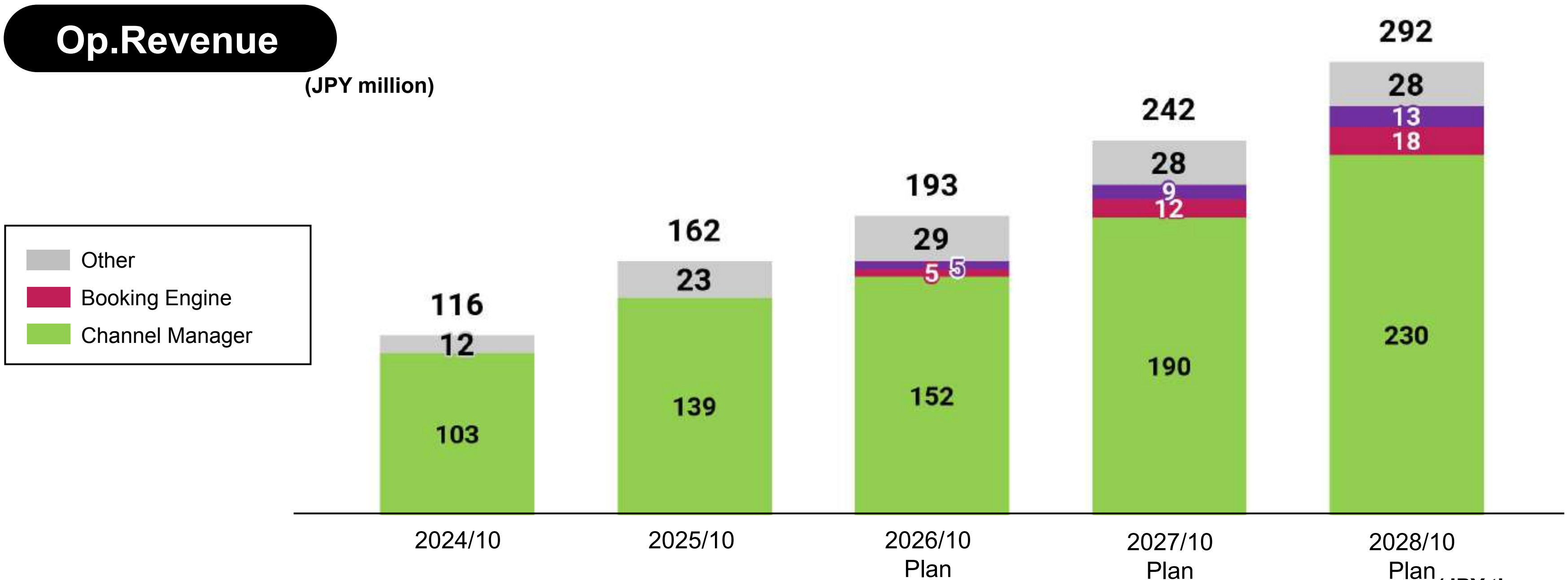
Op.Revenue



(JPY thousand)

	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan
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**

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



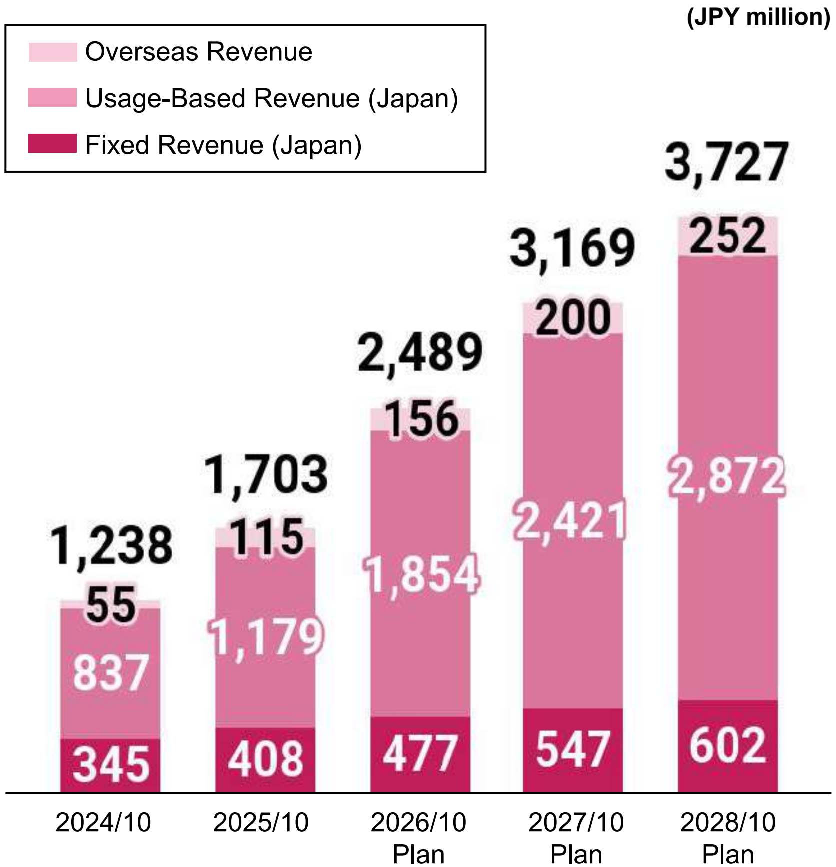
(JPY thousand)

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**

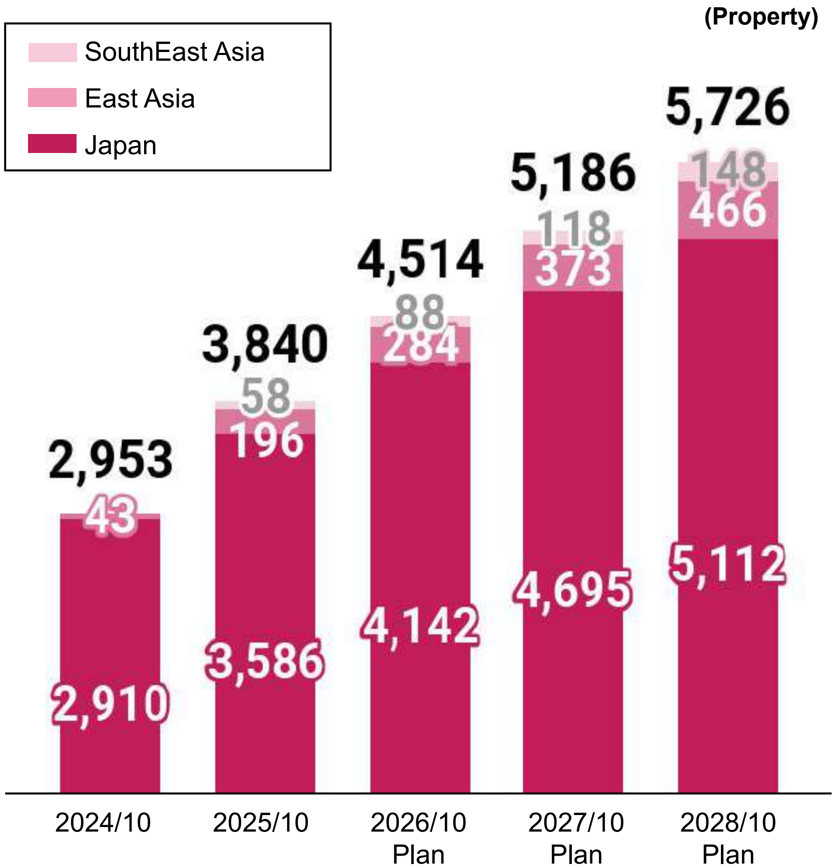
Operating Revenue – By Segment (tripla Book)

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.

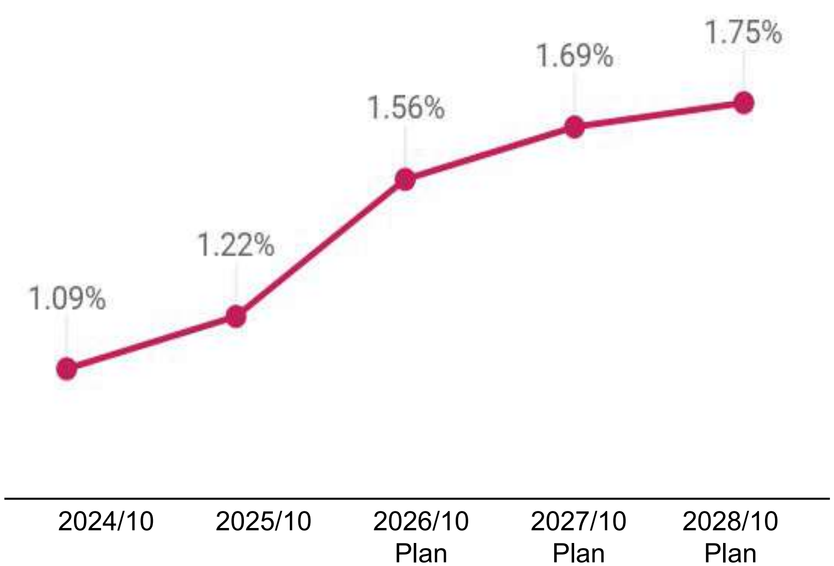
Key KPIs – tripla Book

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



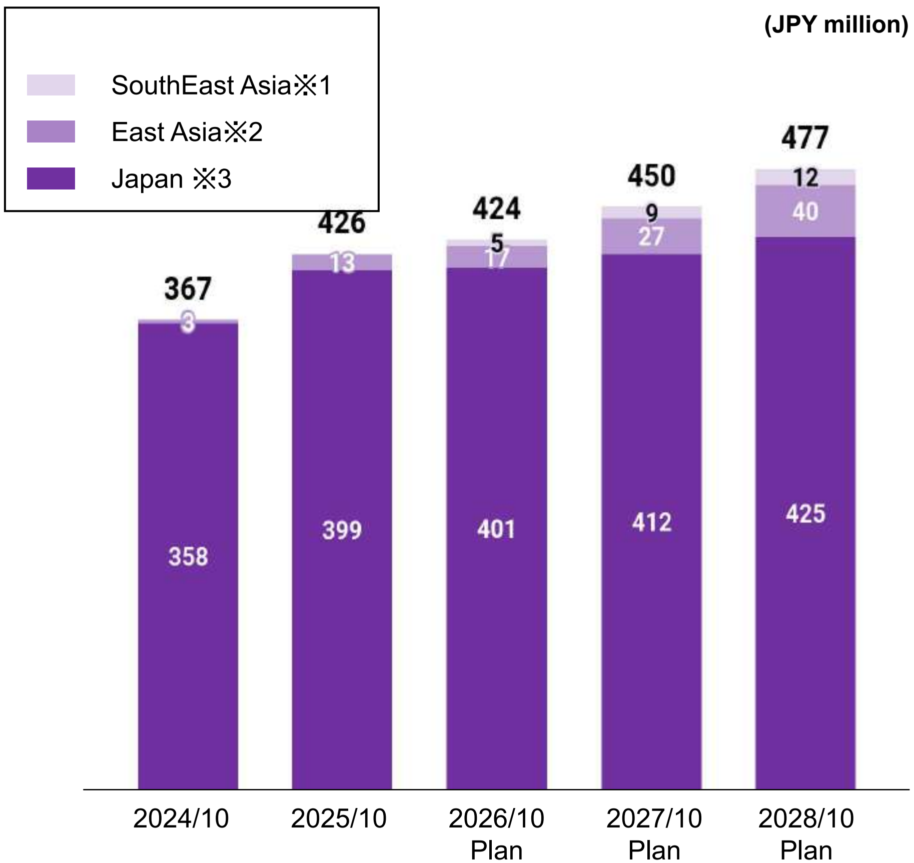
Take rate on Net GMV =
(Accommodation-based revenue + Payment-based revenue) ÷
(GMV − GMV not subject to accommodation-based fees ※3)

※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



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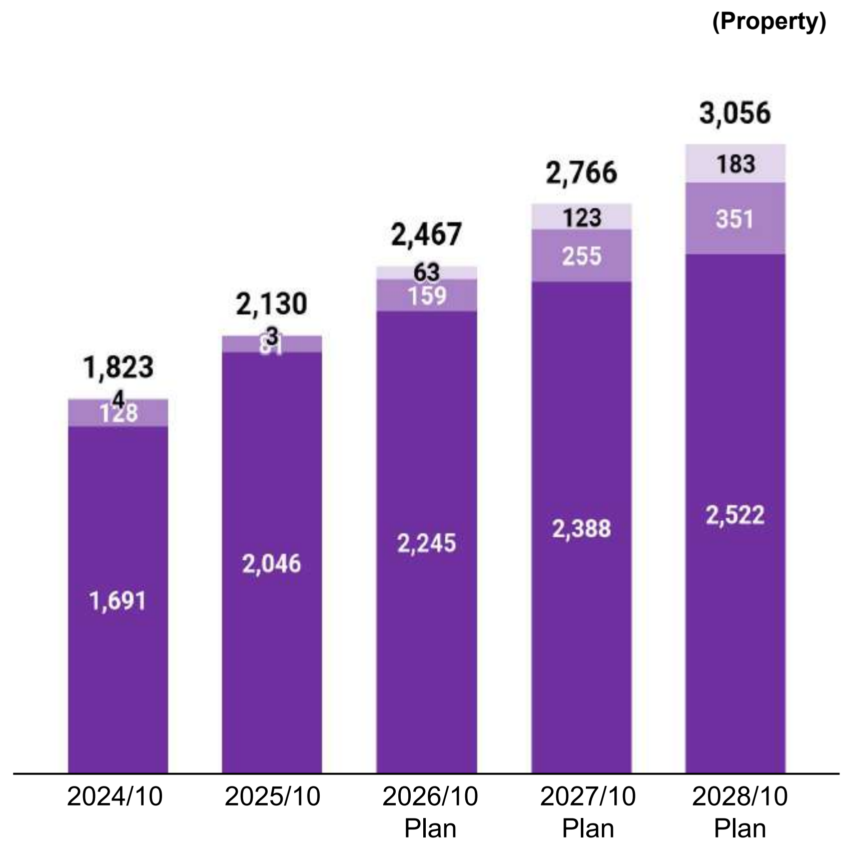
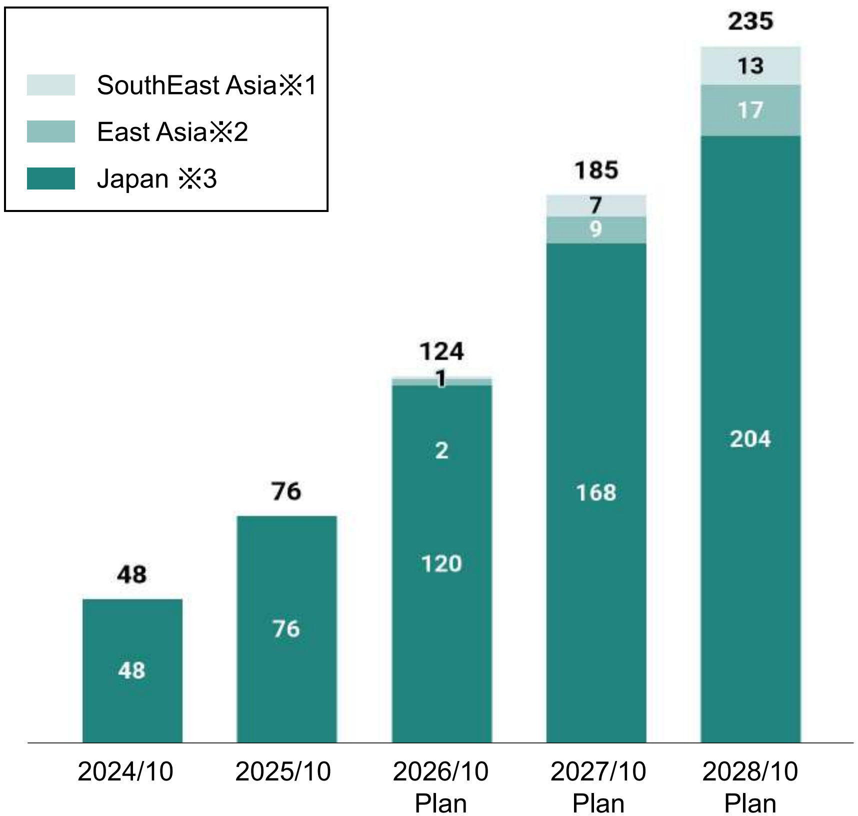


※1Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※2Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※3Excludes Taiwan and Korea branch revenue from standalone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

Op.Revenue



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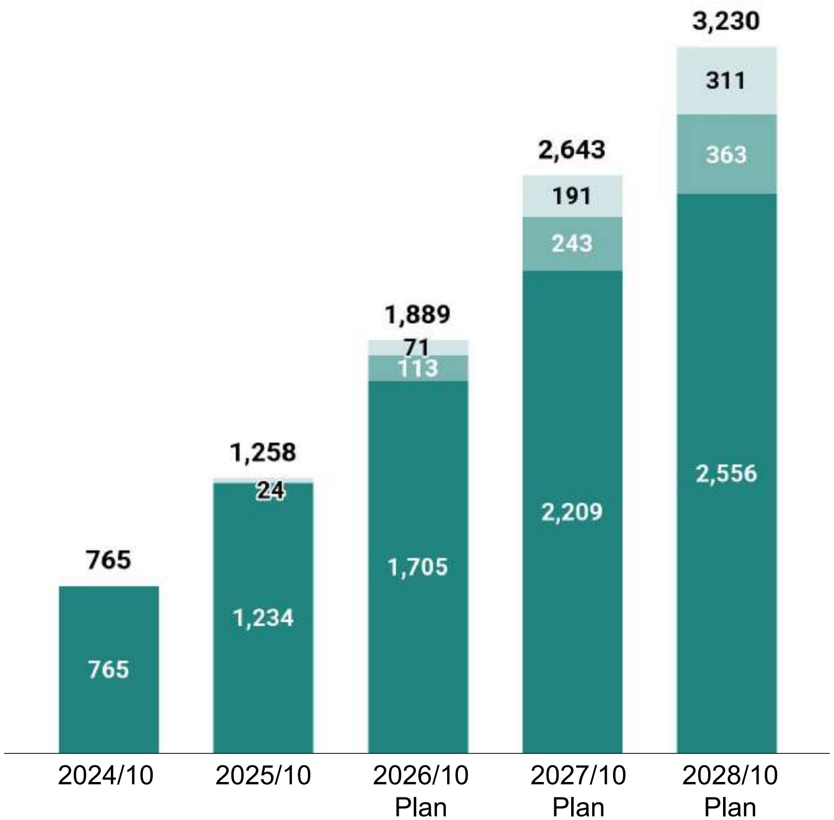
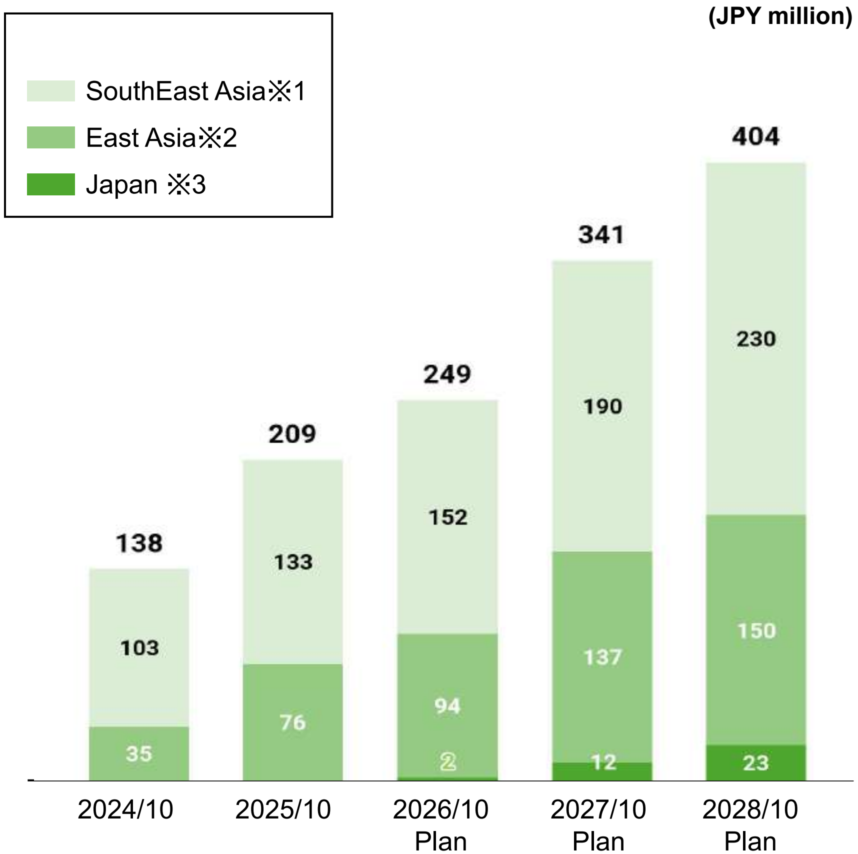


※1Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※2Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON FAMILY TRAVEL SERVICE.
※3Excludes Taiwan and Korea branch revenue from standalone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

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

Op.Revenue



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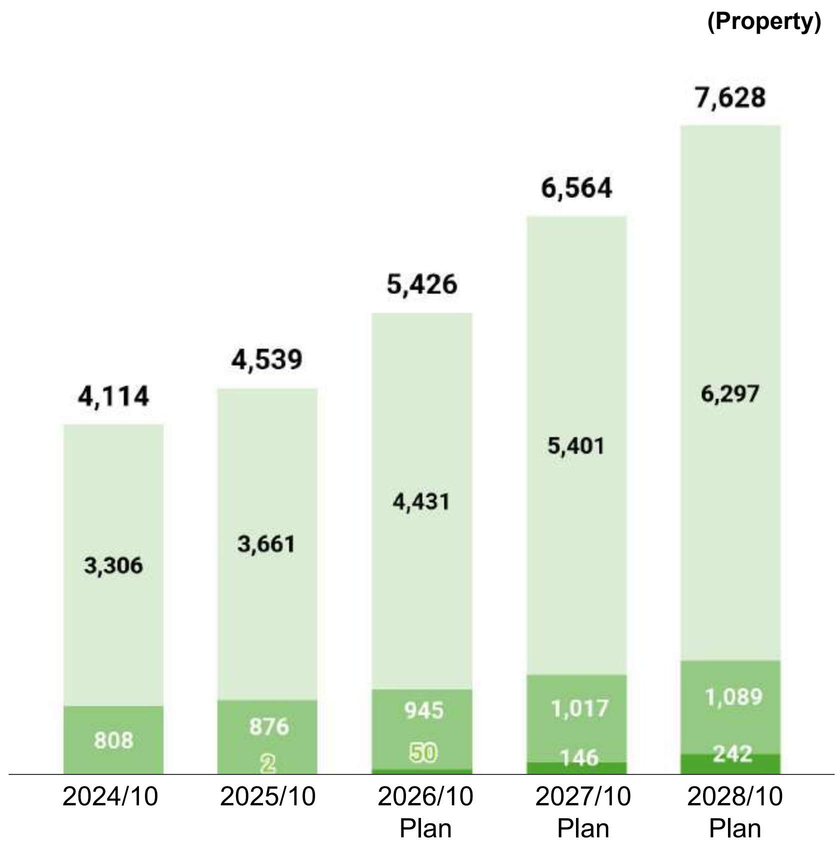
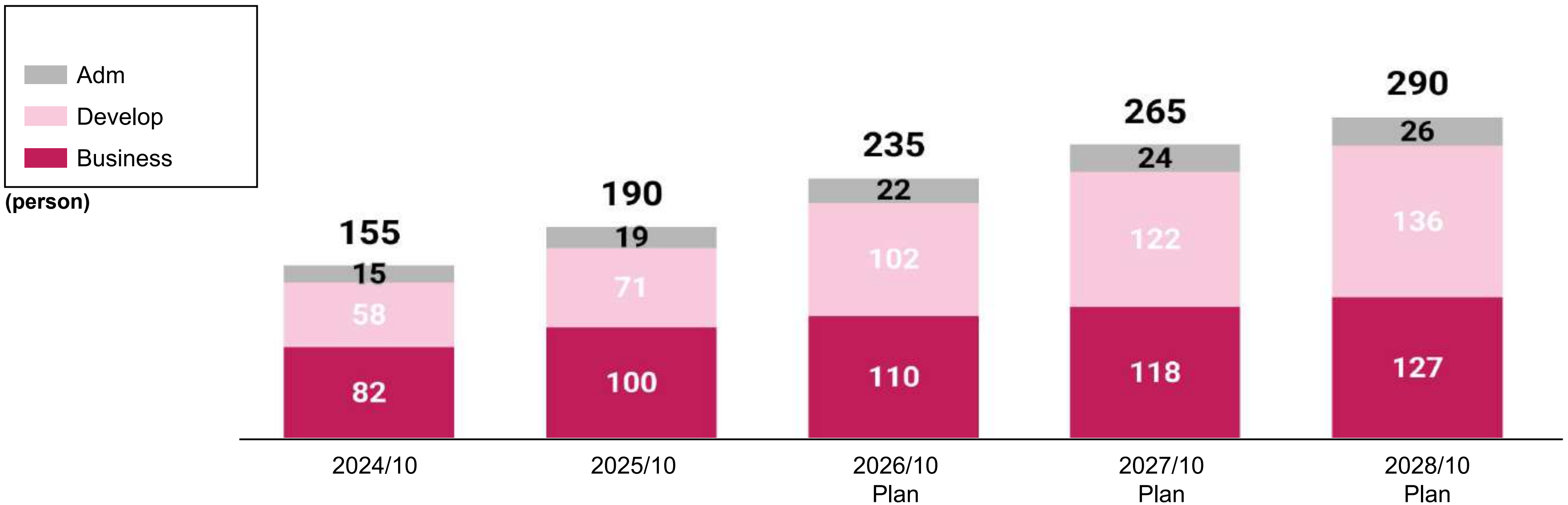


※1ARPA by segment: Southeast Asia JPY 3k, East Asia JPY 9k, Japan JPY 4k
※2Figures include tripla Singapore PTE. Ltd., PT. tripla BookandLink Indonesia, and tripla Philippines Technologies Inc.
※3Figures include Korea branch, tripla Taiwan Co., Ltd., Surehigh International Technology Inc., and JASON 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**



	2024/10	2025/10	2026/10 Plan	2027/10 Plan	2028/10 Plan
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

2026年10月期 2Q 決算概要
FY2026/10 Guidance Revision
Key KPI Progress
Company Overview
Appendix
tripla Management Strategy (Recap)
FY2026/10 Financial Plan (Recap)

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 :Japan、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.