

Term September 2024, 3Q

Financial Results

AirTrip Corp.

Tokyo Stock Exchange Prime: 6191

2024/8/14

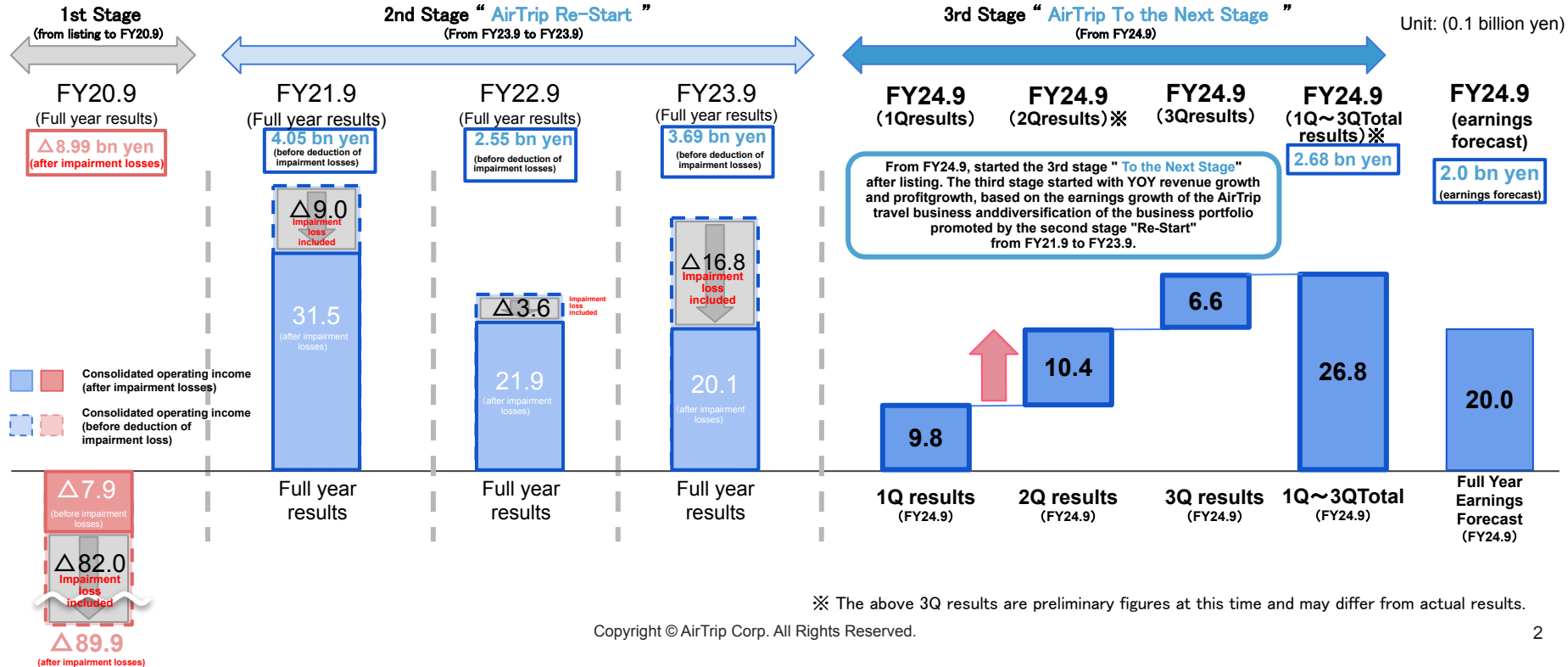
AirTrip

"To the Next Stage"

- Beginning of the third stage after listing -
- AirTrip Group will restart -

Started the third stage after listing from FY24.9, due to the implementation of the growth strategy "AirTrip 2024" Continued strong performance with operating income of 2.68 billion yen in 3Q!

~AirTrip travel business continued to drive the overall business portfolio with profit growth YoY~.



Promote diversified business development and strategically strengthen the AirTrip economic zone

Hybrid Technologies Co., Ltd
(Listed on December 23, 2021)

Evoluable Asia Co., Ltd

Wur Inc.
docodoor Co., Ltd.

AirTrip Corp.
(Listed on March 31, 2016)

AirTrip Premium Club Corp.

BestReserve Co., Ltd.

AirTrip Hawaii

Inbound Platform Corp
(Listed on August 29, 2023)

Hybrid Technologies (TSE Growth Listing: 4280) provides hybrid DX support combining upstream design capabilities with extensive offshore development capabilities. Has three IT offshore development bases in Vietnam through the subsidiary Evolvable Asia. In addition, Wur Inc., a subsidiary of Hybrid Technologies, develops web systems and applications, and docodoor Co., Ltd., also a subsidiary of Hybrid Technologies, provides DX support to small and medium-sized enterprises, aiming to grow together with clients by expanding its business areas.

In the domestic travel domain, we aim to significantly expand earnings through strategic marketing investments in response to the increase in domestic travel demand triggered by nationwide travel support. In the overseas travel domain, we aim to achieve the fastest business growth in the travel industry by enhancing products and promoting optimal UI/UX improvement of the website through strengthened cooperation with airlines and major global hotel suppliers in preparation for the recovery of overseas travel demand due to the relaxation of waterfront measures in various countries around the world.

Inbound Platform (TSE Growth Listing: 5587) will play a central role in promoting the development of various services that make the most of Japan's attractive cultural and tourist resources to meet the diverse needs of foreign visitors and residents in Japan, aiming to create new value in the foreign visitor and resident market.

Magmag Inc. (Listed on September 24, 2020)

Aim to become the No.1 creator-first platform through synergy-generating business growth between the platform business, including "Magmag! Live" by Magmag (TSE Standard Listing: 4059), and advertising businesses in four web media.

KANXASHI Corporation
※Preparing for listing

N's ENTERPRISE

KANXASHI and N's Enterprise will play a central role in developing solutions based on "tourism tech" and "HR tech" to solve social issues such as the lack of population in rural areas, aiming to increase the number of people interacting with each other and revitalize the local economy.

KANXASHI Corporation
※Preparing for listing

KANXASHI will play a central role in developing cloud services to improve operational efficiency in the lodging industry, aiming for a more convenient world by consolidating expanded channels and scattered data.



AirTrip Economic Zone

Promote business portfolio building by leveraging the AirTrip Group's assets, including its strengths in business growth, marketing, system development, brand, financing, customer base, and management team

PIKAPAKA AGENT Corp.
※Preparing for listing

PIKAPAKA AGENT will become the core of the company, providing system engineering services, recruitment, and employment support services, and aiming to become a recruitment agency that connects Japan with the rest of the world.

エアトリCXOサロン

Large-scale venture event for 1,000 people once a year, and "AirTrip CXO Salon" (a completely invitation-only executive community), which regularly holds executive exchange meetings to connect corporate "relationship (enn)", with over 20 sales representatives, aiming to create a community of 1,000 people.

GROWTH

GROWTH Co., Ltd.

GROWTH plays a central role, aiming to solve the shortage of human resources in companies and to become the best job-matching platform for freelancers and side-track personnel.

エアトリCVC

Investment Business (AirTrip CVC)

As an investment business (AirTrip GVC), aim to strategically expand and strengthen the AirTrip economic zone by actively investing in growth areas with a high probability of IPO, utilizing our investment knowledge and experience that have realized the IPOs of 16 companies so far.

ピカパカ

PikaPaka Corp. ※Preparing for listing

Pikapaka, in which we have invested, will play a core role, developing DX support services for medical institutions, planning and operation services for PCR testing centers, and cloud-based corporate travel support services as a welfare services business, aiming to become a content platform that connects people and society in the medical/healthcare/welfare domains.

northshore

Northshore Inc.

Northshore also play a core role, operating the creator platform "Grshore" and other services, aiming to DX operations in the advertising industry by solving customers' issues through creativity.

Gathering associates to expand and strengthen the Airtree economic zone. Seven mergers and acquisitions have been carried out in FY24.9.

~We plan to continue to actively invest in growth and attract allies through mergers and acquisitions.~

Human Resource Solution Business *New!*

Airtrie Agent Inc. becomes a wholly owned subsidiary.
※Oct 2023.

※Preparing for listing

AirTrip Travel Business

Best Reserve Co Ltd becomes a subsidiary.
※Dec 2023.

Creative Solution & DX Business *New!*

North Shore Inc. joins the group.
※Jan 2024.

Human Resource Solution Business *New!*

From the investee United Will Inc. SES business transfer.
※Mar 2024.

※Preparing for listing

Matching Platform Business *New!*

GROWTH Co.,Ltd. becomes a subsidiary.
※Apr 2024.

IT Offshore Development Business

Wur Inc. becomes a subsidiary of Hibrid Technologies.
※Apr 2024.

IT Offshore Development Business

docodoor Co.,Ltd. becomes a subsidiary of Hibrid Technologies.
※Jul 2024.

Consolidated results for FY24.9: **87.1 billion yen in transaction volume (120% YoY)**, **18.5 billion yen in sales**, and **2.68 billion yen in operating income**. Our company has positioned this fiscal year as **the start of the third stage after its listing**, and announced **an upward revision to its full-year forecast (full-year operating income of 2 billion yen)** based on its medium- to long-term growth strategy "AirTrip 5000" and FY24.9 growth strategy "AirTrip 2024".

AirTrip "moved to the next stage" with strong business revenue growth in each of its business portfolios, centered on the AirTrip travel business, with transaction volume and revenue up from the previous year, and operating income at the same level as the previous year, despite investments for growth.

In the AirTrip Travel Business, the recognition gained during the "advertising investment phase" up to FY19.9, continued strategic marketing investment in line with increases and decreases in travel demand, improved convenience through UI/UX improvements and expansion of the AirTrip Point system, and various promotions have resulted in the business becoming a pillar of revenue, **mainly from existing products, such as domestic and overseas "airline tickets" and "airline tickets + hotel (AirTrip Plus)", and driving the overall business portfolio.**

Also, investments were made to expand **"hotels, bullet trains, express buses, and rental cars."** which are **the new focus products for this fiscal year**, and to focus on expanding the product lineup of **"AirTrip," a comprehensive travel platform** that handles a **multitude** of travel content in addition to airline tickets for all kinds of travel.

AirTrip began airing **a new TV commercial** and **held a presentation on August 1 to announce the completion of the new commercial.**

Under the keyword **"Anything AirTrip,"** the company continues to make new marketing investments to expand brand awareness with a new creative featuring Ms. IKKO.

Existing business areas other than travel business [IT Offshore Development Business, Inbound Travel Agency and Wi-Fi Rental Business, Media Business, Investment Business (AirTrip CVC), Regional Revitalizing Business, and Cloud Business] generally performed well and steadily.

Proactively conduct M&A to achieve "AirTrip 5000" as early as possible, and **gather comrades** to expand and strengthen the AirTrip Economic Zone.

In the third quarter, we **newly acquired GROWTH Co., Ltd. as a subsidiary** and **started "Matching Platform Business".**

Wur Inc., which excels in web system and application development, and docodoor Co., Ltd., which provides DX support to small and medium-sized enterprises, as subsidiaries of Hybrid Technologies, a group company, further expanding the areas of business handled by the company. **Already executed 7 M&A deals in this fiscal year,** and plans to continue to actively invest in growth and gather comrades through M&A.

Launched the "CXO Community Business" as the 12th new business in the AirTrip Economic Zone, and **held the "AirTrip Asteeda Fes 2024 Tokyo" on August 1 with nearly 2,000 people.**

In addition to holding this kind of large-scale venture event once a year, our company aims to create new innovations by expanding the **"AirTrip CXO Salon" (a completely invitation-only management community)** to a community of 1,000 people, with over 20 sales representatives.

Going forward, the AirTrip Group will promote the strategic construction of its business portfolio by **launching at least one new business each year**, achieve the medium- to long-term growth strategy "AirTrip 5000" and expand **operating income to 5 billion yen and 10 billion yen**, thereby **aiming for endless growth.**