

Term September 2024, 4Q
**Financial
Results**

AirTrip Corp.
Tokyo Stock Exchange Prime: 6191
2024/11/14

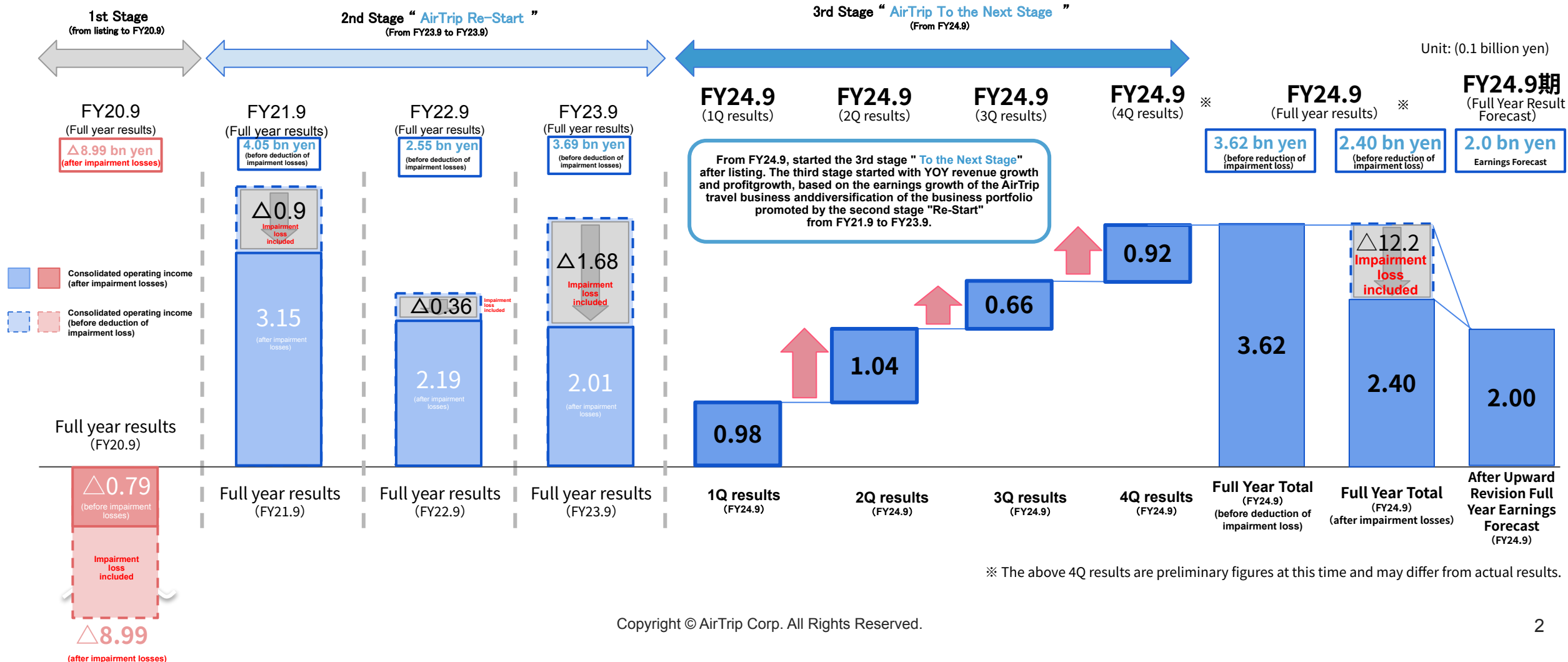
AirTrip

“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” FY24.9 4Q full-year operating income of 3.62 billion yen (before impairment deductions)
Although there is a slowdown in growth in the AirTrip Online Travel Business, we also invested in growth and secured business profit!

~AirTrip Online Travel Business continued to drive the overall business portfolio with profit growth YoY~.



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

Evolable Asia Co., Ltd

Wur Inc.
docodoor Co., Ltd.

AirTrip Corp.
Listed on March 31, 2016)

AirTrip Premium Club Corp.

Best Reserve Co., Ltd.

エアトリ Hawaii

Operates “AirTrip,” a comprehensive travel platform offering domestic and international airline tickets and lodging reservations.

Supported the development of IT engineers at the Vietnam base for large-scale projects.

MAGMAG Inc.
(Listed on September 24, 2020)

KANXASHI Corporation
※Preparing for listing

N's ENTERPRISE

Revitalize the region with tourism tech and HR tech.

Provides digital services for inns and hotels to help improve operational efficiency.

KANXASHI Corporation
※Preparing for listing

Support networking through events and networking events for management-level.

AirTrip CXO Salon Corp.
※Preparing for listing

Offering experiences of “stay”, “eat”, and “play” centered on the machiya, a traditional Japanese townhouse.

AJ InterBridge Inc.
※Focus at portfolio companies

Contributing to the development of infrastructure to welcome foreign visitors to Japan through foreign currency exchange machines developed by the company.

CERA inc.
※Focus at portfolio companies

AirTrip Economic Zone

Total 16 businesses

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

IT Off-shore Development Business

AirTrip Online Travel Business

Inbound Travel Agency / Wi-Fi Rental Business



Inbound Platform Corp.
(Listed on August 29, 2023)

Provides travel support and Wi-Fi rental services for foreign visitors to Japan.

Media Business

Investment Business (AirTrip CVC)

エアトリCVC

Supporting business expansion through investment in growing companies and M&A.

Regional Revitalizing Business

Creative Solution & DX Business

northshore
Northshore Inc.

Supporting the digital transformation and creative of advertising operations.

Cloud Business

Corporate DX Promotion Business・Healthcare Business

ピカパカ
PikaPika Corp.
※Preparing for listing
※Focus at portfolio companies

Support for DX and management support for the organization.

CXO Community Business

Human Resource Solution Business

ピカパカ エージェント
PIKAPAKA AGENT Corp.
※Preparing for listing
※Focus at portfolio companies

Provides systems engineering and professional staffing services.

Machiya Accommodation・Japanese Cultural Experience Business

Matching Platform Business

GROWTH
GROWTH Co., Ltd.

Introduces and assists in matching corporate marketing human resources.

Foreign Exchange Machines Businesses

AI Robots Business

donut robotics
Donut Robotics Co., Ltd
※Focus at portfolio companies

Increase connections between high-performance AI and people through AI robots.

GOLF LIFE
GOLF LIFE Inc.
※Focus at portfolio companies

Each service specializing in the golf industry.



エアトリ

AirTrip Corp.
(Listed on March 31, 2016)

エアトリ Premium Club

AirTrip Premium Club Corp.



BestReserve Co., Ltd.

エアトリ Hawaii

[AirTrip Online Travel Business] In the domestic travel domain, we aim to achieve the fastest business growth in the travel industry by significantly expanding earnings through the expansion of new products and strategic marketing investments, and in the overseas travel domain, by enhancing products and promoting optimal UI/UX improvements of the website through strengthened cooperation with various airlines and major global hotel suppliers in order to achieve a recovery in overseas travel demand.



Hybrid Technologies

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



Evolable Asia Co., Ltd

Wur

Wur Inc.

docodoor

docodoor Co., Ltd.

[IT Off-shore Development Business] Hybrid Technologies Co., Ltd (TSE Growth Listing: 4260) provides hybrid DX support combining upstream design capabilities with extensive offshore development capabilities. Evolvable Asia, a subsidiary of Hybrid Technologies, has an IT offshore development base in Vietnam. 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 with clients by expanding its business domain.



Inbound Platform

Inbound Platform Corp.
(Listed on August 29, 2023)

[Inbound Travel Agency & Wi-Fi Rental Business] Inbound Platform Corp. (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 market for foreign visitors and residents in Japan.



MAGMAG

Magmag Inc.
(Listed on September 24, 2020)

[Media Business] Magmag Inc. (TSE Standard Listing: 4059), the 'Magmag!' and other platform businesses and the advertising business in four web media, aiming to become the No.1 creator-first platform through business growth that creates synergy effects.

エアトリCVC

[Investment Business (AirTrip CVC)] Strategically expand and strengthen the AirTrip economic zone by actively investing in growth areas with an emphasis on the high probability of an IPO, using the investment knowledge and experience gained from a cumulative total of 20 IPOs to date.



KANXASHI Corporation
※Preparing for listing

[Cloud Business] KANXASHI Corporation plays a central role, focusing on cloud services to improve operational efficiency in the accommodation industry, aiming for a more convenient world by consolidating spread channels and scattered data.



KANXASHI Corporation
※Preparing for listing



N's ENTERPRISE Inc.
※Preparing for listing

[Regional Revitalization Business] KANXASHI Corporation and N's ENTERPRISE Inc. play a central role in developing solutions based on 'tourism tech' x 'HR tech' to solve social problems such as the lack of population in rural areas, with the aim of increasing the number of people interacting with the local economy.



Northshore Inc.

[Creative Solutions&DX Business] Northshore Inc., the investment company, plays a central role in the operation of the creator platform Clishore and other platforms, and aims to DX operations in the advertising industry by solving customers' problems through creativity.

GROWTH

GROWTH Co.,Ltd.

[Matching Platform Business] GROWTH Co.,Ltd. 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CXOサロン

AirTrip CXO Salon Corp.
※Preparing for listing

[CXO Community Business] With AirTrip CXO Salon Corp. at its core, the AirTrip CXO Salon aims to create one of the largest communities with over 20 sales representatives by organising annual large-scale venture events for 2000 people and regular management exchange meetings, events, etc. at the AirTrip CXO Salon (a fully invitation-only management community).

ピカパカ

PIKAPAKA Corp. ※Preparing for listing
※Focus at portfolio companies

[Corporate DX Promotion Business・Healthcare Business] Investment company Pikapaka Corp. plays a central role in developing cloud-based corporate travel support services and digital sales systems, aiming to become a content platform that connects people and society in the area of corporate DX/healthcare

ピカパカエージェント

PIKAPAKA AGENT Corp. ※Preparing for listing
※Focus at portfolio companies

[Human Resources Solution Business] With investment partner Pikapaka Agent Corp. at its core, the company provides system engineering services, recruitment support services, and aims to become a recruitment agency that connects Japan with the rest of the world.



Donut Robotics Co., Ltd
※Focus at portfolio companies

[AI Robots Business] Donut Robotics Co., Ltd, in which we have invested, will play a central role in the development, manufacture and marketing of the ChatGPT-equipped home-use guardian robot Cinnamon and other products, aiming to become the world's first AI robot to be widely used.



GOLF LIFE Inc.
※Focus at portfolio companies

[Golf Life Support Business] GOLF LIFE Inc., the investment company, will play a central role in the development of various services specialising in the golf industry, with the aim of promoting scrambled golf.

CERA

CERA inc. ※Focus at portfolio companies

[Foreign Exchange Machines Businesses] The investment company, CERA inc., will play a central role in the creation of a system to exchange means of payment from all over the world into means that can be used immediately in Japan.

AJ InterBridge Inc.

AJ InterBridge Inc. ※Focus at portfolio companies

[Machiya Accommodation・Japanese Cultural Experience Business] AJ InterBridge Inc., the investment company, plays a central role in solving social problems such as depopulation in rural areas and the increase in the number of vacant houses.

Gathering companions to expand and strengthen the AirTrip economic zone

Seven mergers and acquisitions have been carried out in FY24.9

~We plan to continue to actively invest in growth and gather aliens through M&A in the future.~

~We look forward to introduce and discussing deals with you!~

<p>Human Resource Solution Business ^{New}</p> <p>Airtrip Agent Inc. becomes a wholly owned subsidiary. ※Oct 2023.</p> <p>エアトリエージェント ※上場準備中</p>	<p>AirTrip Travel Business</p> <p>Best Reserve Co., Ltd. becomes a subsidiary. ※Dec 2023.</p> <p>best Reserve •あなたにベストリザーブ•</p>	<p>Creative Solution & DX Business ^{New}</p> <p>North Shore Inc. joins the group. ※Jan 2024.</p> <p> northshore</p>	
<p>Human Resource Solution Business ^{New}</p> <p>From the investee United Will Inc. SES business transfer. ※Mar 2024.</p> <p>エアトリエージェント ※Preparing for listing</p>	<p>Matching Platform Business ^{New}</p> <p>GROWTH Co., Ltd. becomes a subsidiary. ※2024年4月</p> <p>GROWTH</p>	<p>IT Off-shore Development Business</p> <p>Wur Inc. becomes a subsidiary of Hybrid Technologies. ※Apr 2024.</p> <p>Wur</p>	<p>IT Off-shore Development Business</p> <p>docodoor Co.,Ltd. becomes a subsidiary of Hibrid Technologies. ※Jul 2024.</p> <p> docodoor</p>

Consolidated results for FY24.9 are as follows: **Transaction volume: 123.5 billion yen (118% YoY)**, **Net sales: 26.6 billion yen**, **Operating income (before impairment losses): 3.62 billion yen**, **Operating income (after impairment losses): 2.40 billion yen**

From this fiscal year, we positioned this as **the start of the third stage after listing**, and under the medium- to long-term growth strategy “AirTrip 5000” and FY24.9 growth strategy “AirTrip 2024”, **we accumulated business earnings in each business portfolio, mainly in the AirTrip Travel business, and achieved year-on-year increases in transaction volume, revenue, gross profit and operating income.**

Despite a slowdown in growth in the AirTrip Online Travel Business, AirTrip secured business profits while investing in new AirTri products, other focused businesses, and growth in new businesses, and AirTrip is “moving to the next stage”.

In the AirTrip Online 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.

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

Aiming of New **TV Commercial for AirTrip Begins**, and **a New Commercial Completion Presentation Held on August 1.**

New marketing investment to expand brand awareness with new creative featuring Ms. IKKO, continuing with the keyword **“Anything AirTrip”**.

Other focused businesses (IT Off-shoreDevelopment Business, Inbound Travel Agency /Wi-Fi Rental Business, Media Business, Investment Business (AirTrip CVC), Regional Revitalizing Business, and Cloud Business) other than the AirTrip Online Travel Business generally performed well and steadily.

In addition, **the CXO Community Business was launched as a new business**, and **“AirTrip ASTEEDA Fest 2024 Tokyo” was held on August 1 with nearly 2,000 people in attendance.**

AirTrip CXO Salon Corp. was established and the number of participating companies **reached 1,000** in six months. **“Continuity is strength”**, and we will continue to strive for further expansion of the community.

Aiming to become one of the largest management **communities with a “high level of satisfaction”** that no other company can imitate through the assets of our group and **“polite” management!**

In new businesses, actively conduct M&A to achieve “AirTrip 5000” as early as possible and **gather companions** to expand and strengthen the AirTrip Economic Zone.

In FY24.9, made **North Shore Inc.** a group company and started **“Creative Solution & DX Business”**, made **GROWTH Co., Ltd.** a subsidiary and started **“Matching Platform Business”**.

Including the two M&As conducted by Hybrid Technologies, a group company, **a total of seven M&As were executed in this fiscal year**, and the company plans to **continue to aggressively pursue M&As to gather companions.**

Transaction volume and sales revenue increased in FY25.9, and we continue to invest in growth in new “AirTrip” merchandise, other focused businesses, and new businesses to create businesses to follow existing businesses with slowing growth

AirTrip Group aims for never-ending growth by **establishing and strengthening the “AirTrip Economic Zone”** business portfolio strategy by **launching new businesses every year**, achieving the medium- to long-term growth strategy “AirTrip 5000”, and expanding **operating income to 5 billion yen and 10 billion yen**, respectively.

AirTrip

- This document also contains forward-looking statements regarding the Company's industry trends and business activities based on the Company's current plans, estimates, forecasts, and projections.
- These forward-looking statements involve various risks and uncertainties. Known or unknown risks, uncertainties, and other factors may cause our actual results to differ materially from those contained in forward-looking statements.
- Actual future business operations and results may differ materially from those discussed in the forward-looking statements.
- Any forward-looking statements in this document are made by us based on available information and we do not intend to update or alter any forward-looking statements to reflect future events or circumstances.