

Term September 2024, 2Q

Financial Results

AirTrip Corp.
Tokyo Stock Exchange Prime: 6191
2024/5/15

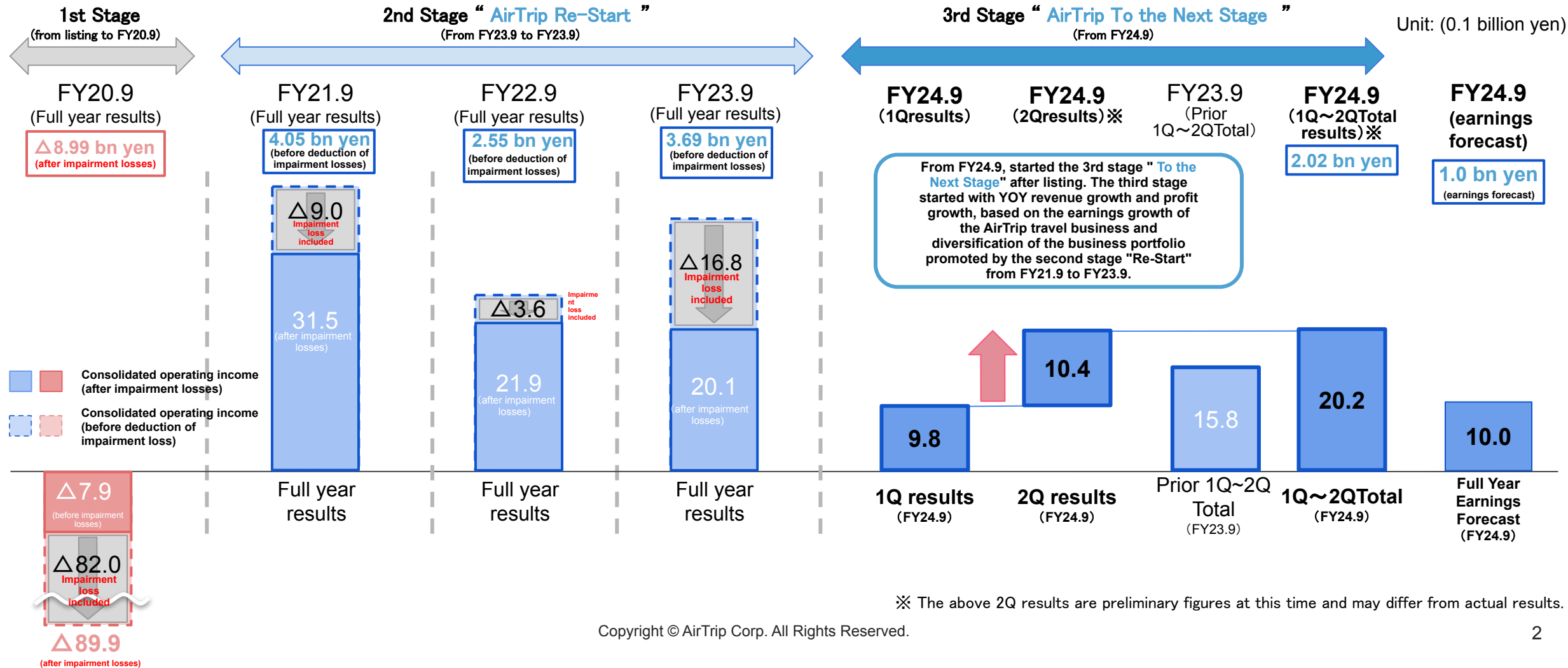
AirTrip

"To the Next Stage"

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

Started the third stage after listing from FY24.9, by the implementation of the "AirTrip 2024" growth strategy, we achieved a significant increase in profit YoY to 2.02 billion yen in operating income for 2Q!

~AirTrip travel business also continued to increase profit YoY~



Aim to achieve the mid- to long-term growth strategy "AirTrip 5000" and expand operating income to 5 billion yen and 10 billion yen, respectively, by launching one business each year
~Strategically strengthen the AirTrip Economic Zone by promoting diversified business development~



Hybrid Technologies (TSE Growth listing: 4260) provides hybridDX support combining upstream design capabilities with extensive offshore development capabilities. Has three IT offshore development bases in Vietnam through the subsidiary Evolvable Asia



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.



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



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

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.

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

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.

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

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

<div><div>New</div><div>Human Resource Solution Business</div><div>Airtrie Agent Inc. becomes a wholly owned subsidiary.</div></div> <div><div>エアトリエージェント</div><div>※Preparing for listing</div><div>It provides the most suitable personnel with the necessary skills in a wide range of industries and supports the promotion of projects not only in the IT industry, but also in diverse companies in the medical, nursing and tourism industries. The Human Resource Solutions business, our ninth business, is newly launched.</div></div>	<div><div>AirTrip</div><div>Travel Business</div><div>Best Reserve Co Ltd becomes a subsidiary.</div></div> <div><div>best Reserve</div><div>※Preparing for listing</div><div>Operates the hotel booking website Best Reserve/Yado Plaza, which has a total of approximately 1.8 million members. There are approximately 7,200 facilities with sales contracts with hotels and inns nationwide (including joint contracts with Nippon Travel Agency), and the domestic hotel domain is being strengthened.</div></div>	<div><div>New</div><div>Creative Solution & DX Business</div><div>North Shore Inc. joins the group.</div></div> <div><div>northshore</div><div>※Preparing for listing</div><div>North Shore, a provider of creative solutions and DX services, is join the Group, and a new Creative Solutions & DX business is launched, our tenth business.</div></div>	<div><div>New</div><div>Human Resource Solution Business</div><div>From the investee United Will Inc. SES business transfer .</div></div> <div><div>エアトリエージェント</div><div>※Preparing for listing</div><div>Our subsidiary Airtrie Agent Inc. takes over the SES business from its investor United Will Inc. The business will be expanded by recruiting partner companies and increasing the workforce through active recruitment.</div></div>	<div><div>New</div><div>Matching Platform Business</div><div>GROWTH Co.,Ltd. becomes a subsidiary.</div></div> <div><div>GROWTH</div><div>※Preparing for listing</div><div>Developed 'JOB DESIGN', a job-matching platform specialising in the marketing domain that connects freelance and sideline personnel with companies. Launched a new 'Matching Platform Business', the 11th business of the company.</div></div>
--	---	---	---	---

※Oct 2023.

※Dec 2023.

※Jan 2024.

※Mar 2024.

※Apr 2024.

FY24.9 2Q consolidated business results: transaction volume 55 billion yen, net sales 12.4 billion yen, **operating income 2 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 the FY24.9 growth strategy "AirTrip 2024", **we achieved a significant increase in revenue and profit from the previous fiscal year by building up business earnings in each business portfolio, and the third stage got off to a good start. AirTrip is now moving "To the Next Stage."**

The AirTrip Travel Business continues to capture domestic travel demand and **drive the company's overall business portfolio as a pillar of earnings**, continuing the strong performance of the previous fiscal year by gaining recognition during the "advertising investment phase" up to FY19.9 and continuing strategic marketing investment in line with increases and decreases in travel demand, as well as by improving convenience through UI/UX improvements and the results of various promotions.

- Existing business areas other than travel business [IT offshore development business, travel to Japan and Wi-Fi rental business, media business, investment business (AirTrip CVC), regional revitalizing business, and cloud business] are generally performing well, and we will **promote further business portfolio building to strategically build and strengthen the "AirTrip Economic Zone"**.

In particular, in the investment business (AirTrip CVC), our portfolio company, **Cocolive Inc. (Securities code: 137A) are listed on the TSE Growth Market during 2Q, making this the 17th IPO for our portfolio companies.**

- We achieved **the third IPO following two of our portfolio companies, Japan M&A Solution Corporation (Securities code: 9236) and Value Creation Corporation (Securities code: 9238), and accumulated investment business profit steadily.**

Under the FY24.9 growth strategy "AirTrip 2024", aggressively invest in order to achieve "AirTrip 5000" as early as possible

- Following **making Best Reserve a subsidiary, making AirTrip Agent a wholly owned subsidiary as well as starting of a new human resource solutions business, and making North Shore a group company as well as starting of Creative Solution & DX Service business** during 1Q, also, we **made Growth a subsidiary** and started 11th business, **"Matching Platform Business"**.

- Publication of the **"AirTrip Group's Promise"**, a basic policy to be followed by the AirTrip Group, to promote work style reform and strengthen compliance.

- 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**.