

# Financial Results for the Third Quarter of the Fiscal Year Ending March 2026



OpenDoor Inc.  
(Stock Code: 3926)

February 6, 2026

1. Highlights
2. Market Trends in Leisure Travel by Japanese Travelers
3. 3Q FY2026 March: Financial Overview
4. 3Q FY2026 March: Initiatives
5. FY2026 March: Financial Projections and Future Growth Measures
6. Reference Materials

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## ■ Market Trends in Leisure Travel by Japanese Travelers

**[Overall Leisure Travel Market Trends]** \*Refer to the figures that are published by the Japan Tourism Agency and currently available up to November 2025.

- The outbound leisure travel market remained at a level higher than the same period of the previous year, despite continued high prices for travel products due to yen depreciation and high fuel prices, as escorted tour packages with a low online sales ratio and other products drove demand.
- The domestic leisure travel market was weaker than in the same period of the previous year, as high travel prices caused by inbound demand led to sluggish growth in leisure demand.

### **[Online Travel Market Trends]**

- The total number of visits to major metasearch engines and reservation sites tracked by Similarweb from October to December remained sluggish at 86.1% compared to the previous quarter (excluding the Company's Similarweb data at 123.9%).

## ■ Results for 3Q FY2026 March

### **[Accounting period (October to December)]**

- Net sales: **581 million yen** (up 5.6% from 3Q of previous year, **down 49.7%** from 3Q of FY2020 March)
- Operating profit: **-19 million yen** (**-53 million yen** in 3Q of previous year, **630 million yen** in 3Q of FY2020 March)
- In the overall Japanese leisure travel market, while the escorted tour package market with a low online sales ratio performed well, the transport & hotel inclusive, itinerary-free package market with a high online sales ratio remained sluggish. However, net sales increased year on year, and operating profit and loss improved significantly.
- The net loss for the year under review was mainly attributable to an impairment loss on investment securities of 952 million yen. As we apply the quarterly reversal method, if the share price at the fiscal year-end remains above the impairment threshold, the recognition of this loss will be reversed in the full-year financial results.

## ■ FY2026 March: Financial Projections

- The range of fluctuations is now broad in the Japanese leisure travel market owing to macroeconomic factors such as the yen depreciation. So it is difficult to accurately predict that market. Therefore, financial projections for FY2026 March are left undecided at the present time, but we will disclose the financial projections when an accurate prediction becomes possible.

## ■ Future Growth Measures

Travelko has maintained a high competitive advantage, as evidenced by being the only service in the industry to receive the Grand Prize in the mybest Award 2025 Travel Reservation category. (\*See p. 12.) We aim to capture further demand by promoting SEO and AIO (AI-driven search optimization), in addition to optimizing promotional measures. In addition, we will accelerate the expansion of target markets, including other sectors.

- New products : We plan to launch new products such as cruises on Travelko.
- AI business : We plan to introduce AI search on Travelko and provide AI services to companies.
- Business travel : We will accelerate the introduction of the business travel system by Group company Hotel Skip to travel agencies.
- System provision : We will enhance the flight and hotel online reservation system, which has already been provided to some travel agencies, and at the same time further increase the number of users of the system.
- Crafts-related business: In addition to GALLERY JAPAN, one of Japan's largest online galleries selling mainly works by craft artists, including living national treasures, KOGEI JAPAN, which has been providing information on crafts for daily use, plans to launch a cross-border EC marketplace business.

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## ■ Overall Leisure Travel Market Trends (data from the Japan Tourism Agency)<sup>\*1,2</sup>

- The outbound leisure travel market remained at a level higher than the same period of the previous year, despite continued high prices for travel products due to yen depreciation and high fuel prices, as escorted tour packages with a low online sales ratio and other products drove demand.
- The domestic leisure travel market was weaker than in the same period of the previous year, as high travel prices caused by strong inbound demand led to sluggish growth in leisure demand.

## ■ Online Travel Market Trends (data from Similarweb)<sup>\*3,4</sup>

- The total number of visits to major metasearch engines and reservation sites tracked by Similarweb from October to December remained sluggish at 86.1% compared to the previous quarter (excluding the Company's Similarweb data at 123.9%).

\*1. Refer to the Preliminary Report (up to November 2025) on Travel Services by the Major Travel Agencies published by the Japan Tourism Agency, specifically the amount of sales of the “organized tours” section, which is highly correlated with demand in the leisure travel market.

\*2. In line with changes in the calculation method of the Japan Tourism Agency effective April 2025, the publication of pre-COVID-19 comparisons, which had been disclosed previously, will no longer be published as of the previous 4Q.

\*3. Source: Similarweb (October-December 2025). The number of site visits uses the “number of sessions” (a series of site visits by a user) from Similarweb.

\*4. Survey scope: Total of 24 major metasearch engines and reservation sites. Total number of sessions at target sites: 660,832,328.

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# 3Q FY2026 March: Financial Overview (Accounting Period)



- In the overall Japanese leisure travel market, while the escorted tour package market with a low online sales ratio performed well, the transport & hotel inclusive, itinerary-free package market with a high online sales ratio remained sluggish. However, net sales increased year on year, and operating profit and loss improved significantly.
- The net loss for the year under review was mainly attributable to an impairment loss on investment securities of 952 million yen. As we apply the quarterly reversal method, if the share price at the fiscal year-end remains above the impairment threshold, the recognition of this loss will be reversed in the full-year financial results.

Unit: millions of yen

	2025/3 Results for 3Q (Previous year)	2026/3			2020/3 Results for 3Q	2020/3 Compared to 3Q (Compared to pre- pandemic levels)
		Results for 3Q (Year under review)	Amount of change	2025/3 Compared to 3Q		
Net sales	550	581	+31	+5.6%	1,156	-49.7%
Cost of sales	229	217	-12	-5.2%	169	+28.1%
Gross profit	321	364	+43	+13.4%	987	-63.1%
Selling, general and administrative expenses	375	384	+9	+2.4%	357	+7.6%
Operating profit/loss	-53	-19	+33	—	630	—
Ordinary profit	-50	-12	+37	—	630	—
Net income	-56	-984	-928	—	395	—
Operating margin	—	—	—	—	54.5%	—

# 3Q FY2026 March: Financial Overview (Cumulative Period)



- In the overall Japanese leisure travel market, while the escorted tour package market with a low online sales ratio performed well, the transport & hotel inclusive, itinerary-free package market with a high online sales ratio remained sluggish compared with the previous period. Under these market conditions, net sales remained at the same level as the corresponding period of the previous year.
- The decrease in operating profit was attributable to a temporary increase in costs incurred during the process of optimizing advertising activities in 2Q.
- The net loss for the year under review was mainly attributable to an impairment loss on investment securities of 952 million yen. As we apply the quarterly reversal method, if the share price at the fiscal year-end remains above the impairment threshold, the recognition of this loss will be reversed in the full-year financial results.

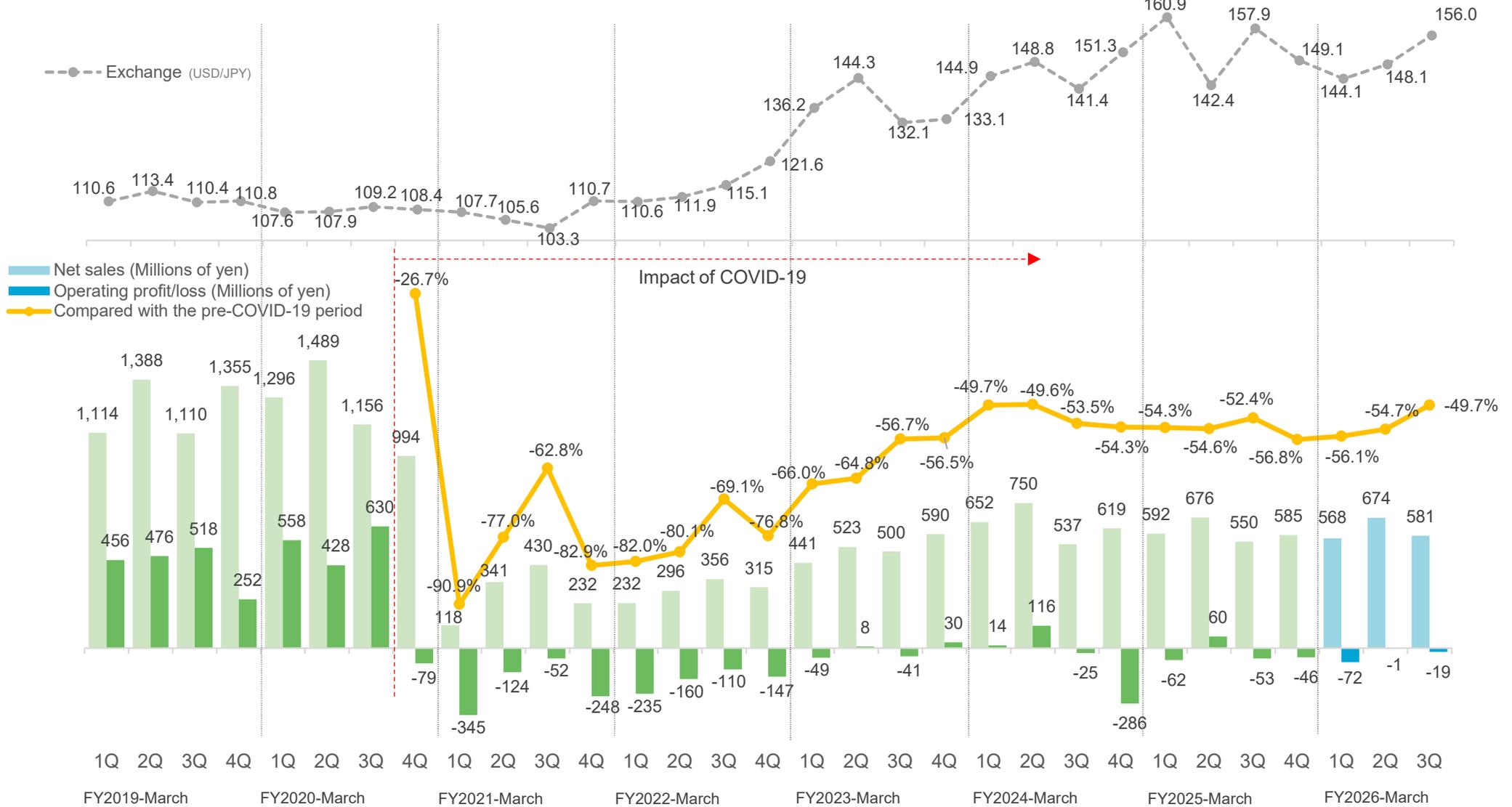
Unit: millions of yen

	2025/3 3Q (cumulative) Results (Previous year)	2026/3 3Q			2020/3 3Q (cumulative) Results	2020/3 Compared to 3Q (cumulative) (Compared to pre- pandemic levels)
		(cumulative) Results (Year under review)	Amount of change	2025/3 Compared to 3Q (cumulative)		
Net sales	1,819	1,825	+5	+0.3%	3,942	-53.7%
Cost of sales	716	702	-13	-1.9%	500	+40.6%
Gross profit	1,103	1,122	+19	+1.7%	3,442	-67.4%
Selling, general and administrative expenses	1,158	1,215	+57	+5.0%	1,824	-33.4%
Operating profit/loss	-55	-93	-38	—	1,617	—
Ordinary profit	-54	-84	-30	—	1,619	—
Net income	-68	-1,094	-1,025	—	1,010	—
Operating margin	—	—	—	—	41.0%	—

# FY2026 March: Financial Overview / Trends in Quarterly Results



- Although travel costs remained elevated mainly due to yen depreciation and the resulting stagnation in leisure travel demand persisted, net sales compared to pre-COVID levels have been on a recovery trajectory since bottoming out in the previous 4Q.



Source: Compiled by the Company based on the BOJ Time-Series Data Search site

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Released 26 development projects in 3Q, with more than 36 projects in progress

Examples of recent releases

## New affiliations

- Domestic air tickets

Traveloka

トラベルコ

東京(羽田・成田)発→福岡(福岡・北九州・佐賀)行きの国内格安航空券・LCCの予約・最安値比較

往路: 羽田・成田 → 福岡・北九州・佐賀 2026/06/17(水)  
 復路: 福岡・北九州・佐賀 → 羽田・成田 2026/06/18(木)  
 大人(12歳以上) 1名

条件変更

絞り込み 複数航空会社の組合せを含む

06/17(水) 往路便 1直行便優先&出発時間...

航空会社 座席/便変更/手荷物 予約サイト

料金・表示について? 往路最安値 / 1名総額

SKY 直行 8,716円

トラベルコ  
 羽田 福岡  
 06:20 → 08:15  
 海外サイト  
 SKY001  
 インボイス非対応

普通席 / 変更不可 / 0

他の条件の料金を見る 予約サイト8社を見る

ANA 直行 18,472円

ly.com  
 羽田 福岡  
 06:20 → 08:10  
 海外サイト / トラベル多  
 ANA239 CO2  
 インボイス非対応

普通席 / 変更不可 / 0

JAL 直行 13,397円

eDreams

- Overseas air tickets

Traveloka

トラベルコ

東京発→ジャカルタ行き 格安航空券・LCC・飛行機予約

往路 東京 → ジャカルタ  
 2026年 2026年  
 03月24日(火) - 03月27日(金)  
 大人1名 エコノミー 直行便のみ

条件変更

重複 X 予約サイト X 絞り込み

この検索条件・絞り込みで価格追跡メールを受取る

往復の組合せで見ると 往復を片道ずつ見る 航空会社別比較する 航空券+ホテル最安値比較

34件 空港コード・表示について? 総額が安い順

トラベルコ(T raveloka) 機内手荷物: 込 1名総額 270,072円  
 インボイス非 預け手荷物: 込 (燃油・諸税・手数料込)

往路 JAL日本航空  
 3/24(火) 08時間05分 直行  
 10:50 NRT → CGK 16:55  
 エコノミー

復路 JAL日本航空  
 3/27(金) 07時間15分 直行  
 08:35 CGK → NRT 15:50  
 エコノミー

この航空券+ホテルの最安値 全1サイトを見る

サブライズ インボイス対応 機内手荷物: 込 1名総額 285,290円  
 預け手荷物: 不明 (燃油・諸税・手数料込)

往路 ANA ANA全日空 CO2

- Overseas air tickets and Hotels

Kronos International

トラベルコ

プーケット行き航空券+ホテル

航空券 東京すべて(成田・羽田) → プーケット  
 往路(出発日) 復路(現地出発日)  
 2026/04/01(水) ~ 2026/04/05(日)  
 エコノミー

条件変更

プーケット(タイ)  
 大人2名 1部屋

ホテルを絞り込む 航空券を絞り込む

521件 / 表示プランについて? ホテル人気順

プーケットグレースランドリゾート アンドスパ  
 Phuket Graceland Resort And Spa  
 バトン(プーケット)  
 写真: エクスペディア 地図を見る

空港送迎 日本語スタッフ / 無料Wi-Fi  
 プール / 洗髪機 / トイレ

住所: 190 Thaweewong Road, Patong District, Amphur Kathu, Phuket 83150 THAILAND

標準チェックイン(アウト): 15:00~12:00  
 ホテルランク: 5  
 クチコミ評価: 4.1

表示料金について?

航空券とホテルをセットで予約 2名総額 300,480円  
 1名料金 150,240円  
 DOKOICO 4/01(水) から 4泊1部屋 / 燃油込・諸税込  
 インボイス対応

航空券とホテルをセットで予約 2名総額 300,880円  
 1名料金 150,440円  
 JJ tour... 4/01(水) から 4泊1部屋 / 燃油込・諸税込  
 インボイス対応

航空券とホテルをセットで予約 2名総額 305,064円  
 1名料金 152,532円  
 HIS 4/01(水) から 4泊1部屋 / 燃油込・諸税込  
 インボイス対応

### Travelko wins the Grand Prize in the Travel Reservation category at the mybest AWARD 2025

On Friday, November 28, 2025, our travel comparison site Travelko was awarded the Grand Prize in the Travel Reservation category at the mybest AWARD 2025. Travelko was the only winner in the travel industry.



AWARD 2025 Travel Reservation Category

Travel comparison site Travelko

# Grand Prize Winner

#### ■ Details of this award

mybest AWARD 2025

<https://my-best.com/awards/2025/>

#### ■ About the mybest Award

The mybest Award is an award program under which the product comparison service mybest, operated by mybest, Inc., grants and announces Grand Prizes for particularly outstanding products and services selected from among all items reviewed and tested over the course of a year. From approximately 16,000 products and services examined during the evaluation period from October 1, 2024 to November 14, 2025, expert guides nominate products and services that meet criteria such as having outstanding scores, ranking first, and being highly recommendable to a wide range of users. Following an internal screening process, 40 products and services are ultimately selected.

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## Financial Projections

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## Future Growth Measures

Travelko has maintained a high competitive advantage, as evidenced by being the only service in the industry to receive the Grand Prize in the mybest Award 2025 Travel Reservation category. (\*See p. 12.) We aim to capture further demand by promoting SEO and AIO (AI-driven search optimization), in addition to optimizing promotional measures. In addition, we will accelerate the expansion of target markets, including other sectors.

- **New products in Travelko**

We plan to launch new products such as cruises on Travelko.

- **AI business**

We plan to introduce AI search on Travelko and provide AI services to companies.

- **Business travel**

We will accelerate the introduction of the business travel system by Group company Hotel Skip to travel agencies.

- **Online reservation system for travel agency**

We will enhance the flight and hotel online reservation system which has already been provided to travel agencies and at the same time further increase the number of users of the system.

- **Cross-border EC marketplace for traditional crafts**

In addition to GALLERY JAPAN, one of Japan's largest online galleries selling mainly works by craft artists, including living national treasures, KOGEI JAPAN, which has been providing information on crafts for daily use, plans to launch a cross-border EC marketplace business.

## New products in Travelko

- Plan to release new products such as cruises on the travel comparison site Travelko
- Focus on growth opportunities in the cruise market, where demand has been recovering since the COVID-19 pandemic
- Expand the line of products of other comparison services based on demand (e.g., eSIM, vacation rentals, outdoor experiences, one day leisure activities, etc.)

**日本船 プレミアム**

ダイヤモンド号

秋の日本クルーズ4日間

2026/9/1(月)~9/4(木) 3泊

横浜~広島~横浜

合計(税込)  
**199,000円~1,862,000円**

▼ 客船概要を見る

海側ツイン 199,000円~	海側バルコニー 199,000円~	ジュニアスイート 199,000円~
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**海側ツイン**

90㎡ / ツイン / バスタブ

シャワー付トイレ / テレビ / Wi-Fi

客室特典

**トラベルA**

早期割引あり / 専属スタッフ乗船

合計(税込) **199,000円** [商品詳細](#)

問合せ

**トラベルB**

早期割引あり

合計(税込) **199,000円** [商品詳細](#)

問合せ

**トラベルC**

早期割引あり / 専属スタッフ乗船

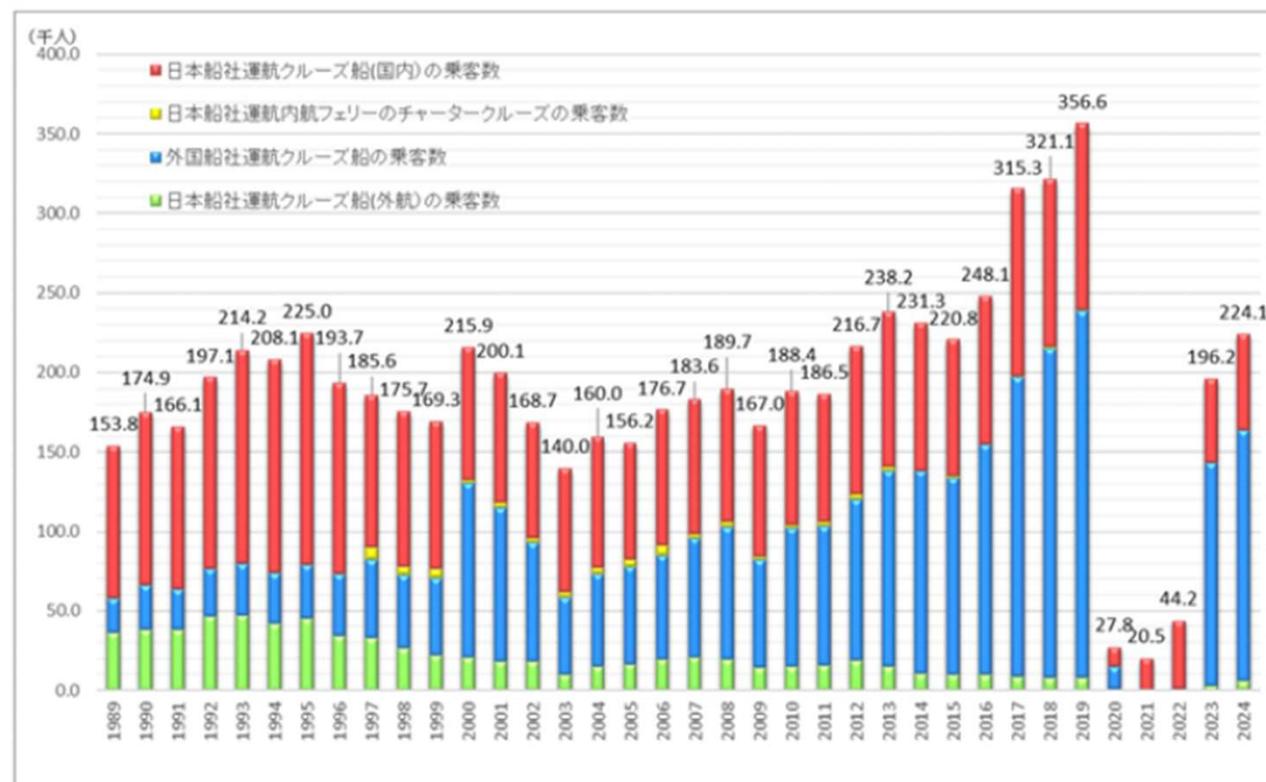
合計(税込) **199,000円** [商品詳細](#)

問合せ

↑ 閉じる

\* Image sample.

### ● Number of Japanese Passengers Taking Ocean and Domestic Cruises



Source: Ministry of Land, Infrastructure, Transport and Tourism, "Cruises in Japan in 2024"

## AI business

- Construct a natural language product retrieval system using LLM in addition to conventional retrieval
- Accelerate development in the AI field and provide know-how on AI search, AI FAQ, and other AI services built in-house to other companies

(AI search image)

### 旅行相談サービス

AIアシスタントがあなたの旅行プランをサポートします

#### 旅行相談チャット

こんにちは！旅行のご相談をお手伝いします。どのような旅行をお探しですか？  
17:37

夏休みにハワイに旅行したくて、航空券は安く抑えて、ちょっと良いホテルに泊まりたいのですが、良いプランはありますか？  
17:37

ハワイへの夏休み旅行いいですね！航空券を安く抑えたいなら、LCCを利用することで安く抑えることができます。これでホテルにもう少し予算を回せますね。  
ホテルは★4をピックアップしました。旅程保証もついて安心なパッケージツアーも参考にしてください。  
17:37

#### おすすめ旅行商品

あなたにぴったりのプランを見つけましょう

国内 海外 10万円以下 10-20万円 20万円以上 3日以内 4-5日 6日以上 文化体験 リゾート

スキー 温泉

人気



海外 リゾート 高級

**ホノルル5つ星リゾート6日間**

ワイキキビーチに面した5つ星ホテルで過ごす贅沢なハワイ旅行。大人数でも快適な広々スイートルームをご用意。

◎ ホノルル (オアフ島) 🗓️ 6日5泊

🏠 最大4名 (家族向け) ★ 4.9

料金

**¥348,000**

詳細を見る

海外



海外 リゾート ビーチ

**ワイキキプレミアムステイ5日間**

オーシャンビューの高級ホテルで極上のリラックスタイム。プライベートビーチアクセス付き。

◎ ホノルル (ワイキキ) 🗓️ 5日4泊

🏠 最大4名 ★ 4.8

料金

**¥298,000**

詳細を見る

海外



海外 周遊 高級

**ハワイ島周遊ツアー7日間**

オアフ島・ハワイ島を巡る、大自然と高級リゾートを満喫できる充実プラン。

◎ ハワイ諸島 🗓️ 7日6泊

🏠 最大6名 ★ 4.9

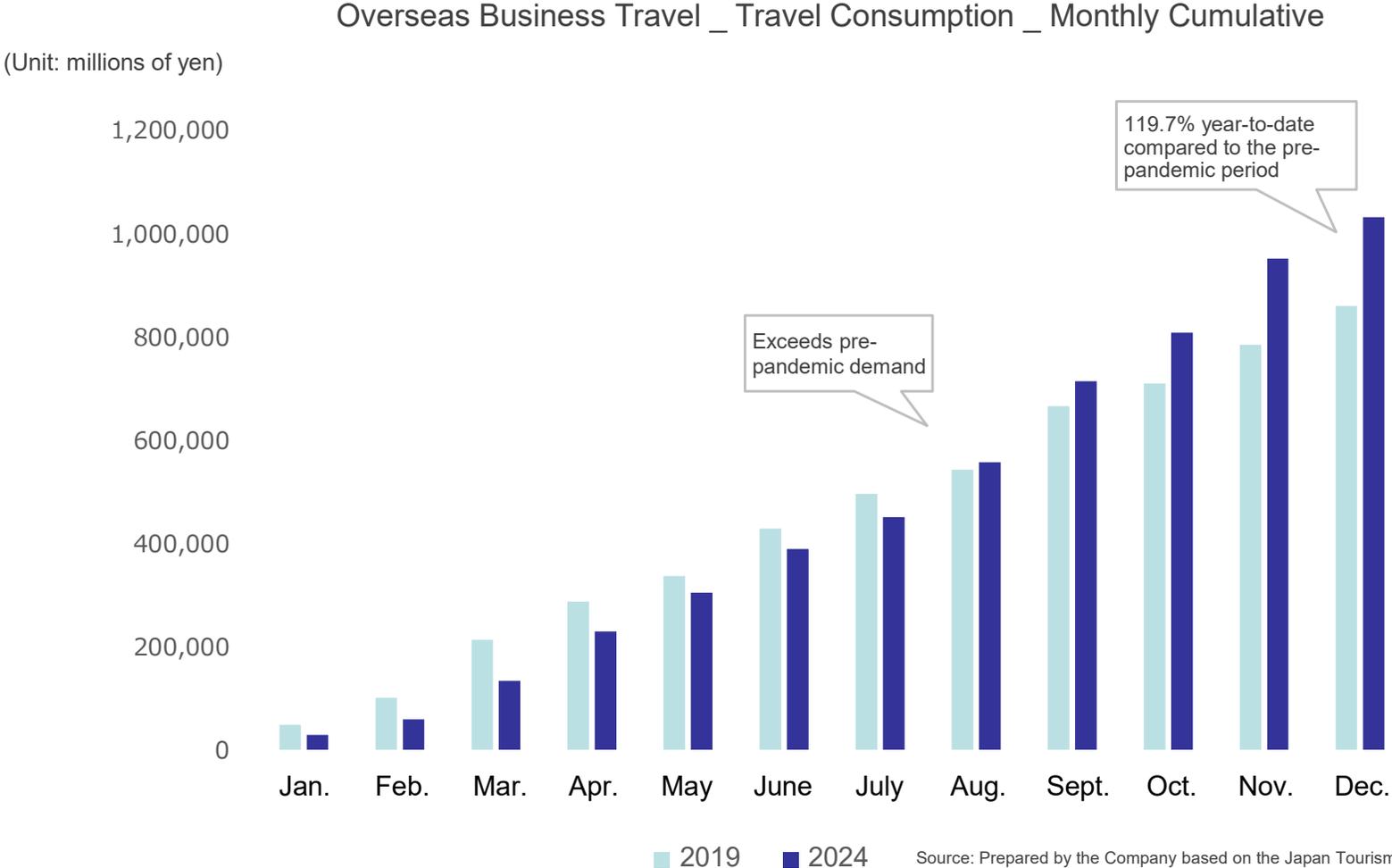
料金

**¥428,000**

詳細を見る

## Business travel

- With the business travel industry of the Group company Hotel Skip growing steadily in proportion to the significant recovery in the market, further accelerate the introduction of the business travel system to travel agencies



## Online reservation system for travel agencies

- We will enhance the flight and hotel online reservation system which has already been provided to travel agencies and at the same time further increase the number of system users. (The system is already in use at multiple companies.)

(Image sample)



## Construction of cross-border EC marketplace for traditional crafts

### GALLERY JAPAN:

One of the largest online galleries in the world selling crafts and artworks by about 2,000 contemporary artists, including living national treasures

### KOGEI JAPAN:

Japan's largest traditional craft information site that provides comprehensive information on crafts that can be used daily (243 items in total)

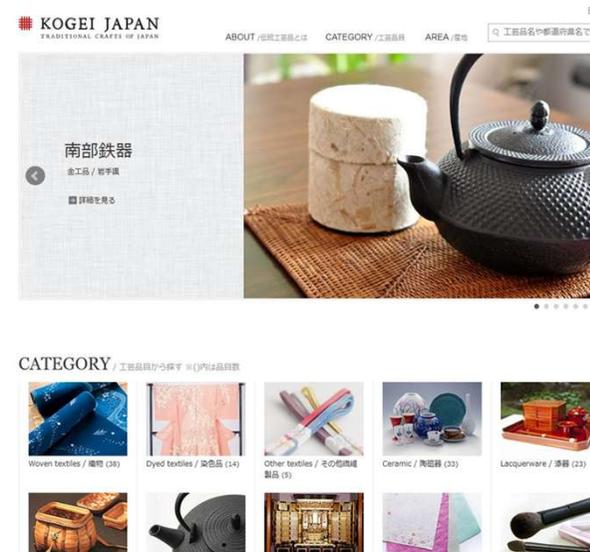
\* Currently no crafts are sold.

Interest in traditional Japanese crafts is growing in outbound markets, and GALLERY JAPAN, which deals with crafts and works of art, has seen a marked increase in overseas demand, and its overseas sales have already exceeded those in Japan. In light of this situation, KOGEI JAPAN will launch a cross-border EC marketplace business targeting the larger market for daily crafts.

GALLERY JAPAN



KOGEI JAPAN



## Others



### Travelko

- Offering promotions in response to market needs
- Renewal and function enhancement of existing products
- Expanding product information by enhancing connection with new affiliates
- Expanding travel information on popular domestic and overseas tourist spots
- Expansion of review and evaluation services for each product
- Website design renewal

### TRAVELKO

- Establishing price advantage by strengthening affiliation with local major websites
- Enhancement of user interface and localization
- Enhancing functions of the TRAVELKO (Global site) app
- Expansion of tourism information
- Enhancing SEO and conducting promotion

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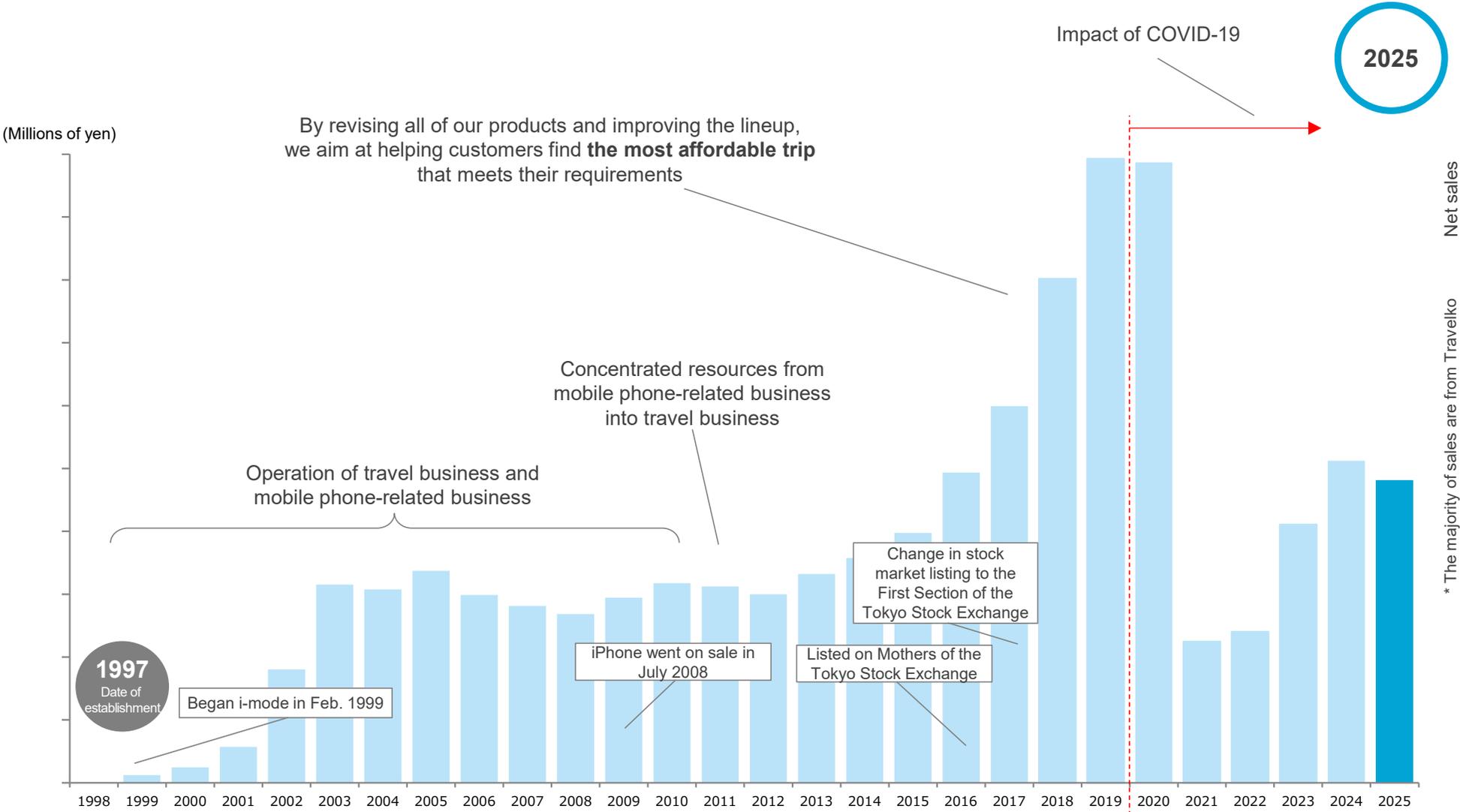
# 3Q FY2026 March / Balance Sheet

- Capital-to-asset ratio is kept high at 86.3%.
- Cash and deposits balance at the end of the period is 2,148 million yen.

Unit: millions of yen	End of 2025/3 Results	End of 2025/12 Results	Amount of change
Current assets	2,760	2,680	-80
Cash and deposits	2,212	2,148	-64
Other	547	531	-16
Non-current assets	2,041	1,371	-669
Total assets	4,802	4,052	-749
Current liabilities	414	495	+80
Non-current liabilities	42	42	–
Total liabilities	457	537	+80
Net assets	4,344	3,514	-830
Share capital	648	648	–
Capital surplus	473	473	–
Retained earnings	3,485	2,391	-1,094
Others	-262	1	+264
Total liabilities and net assets	4,802	4,052	-749

Company name	OpenDoor Inc.
Date of establishment	April 1997
Representative	Daisuke Sekine, President and Representative Director
Capital stock	648 million yen
Stock exchange	Tokyo Stock Exchange Prime Market (Stock Code: 3926)
Description of business	Travel comparison site Travelko Global travel comparison site TRAVELKO Operation of the traditional crafts information sites GALLERY JAPAN and KOGEI JAPAN
Consolidated subsidiaries	100% equity in Hotel Skip Inc. Reservations, arrangements, and sales of hotels and air tickets
Number of employees	A total of 193 employees

# Progress and Net Sales Trends



# Services / Travel Comparison Site Travelko (Japanese market)



- One of Japan's largest travel comparison sites that allows you to search and compare products from more than 1,500 booking websites
- Travelko won the Grand Prize in the mybest Award 2025 Travel Reservation category.

理想の旅を、いもばん安く。  
**トラベルコ**  
TRAVELKO

トラベルコとは | よくある質問 | メルマガ  
> 運営会社: 株式会社オープンドア(東証プライム)

お問合せ 不具合・要望 | 履歴 | お気に入り(2)

国内 海外

ホテル 航空券 ツアー 航空券+ホテル 新幹線・特急+ホテル 遊び体験 高速バス 夜行バス レンタカー 日帰りバスツアー ...

1,500以上の予約サイトを比較できる日本最大級の旅行比較サイト

国内旅行		海外旅行	
国内ホテル・宿	国内格安航空券	海外ホテル	海外格安航空券
国内ツアー	国内航空券+ホテル	海外ツアー(フリー/添乗員付)	海外航空券+ホテル
新幹線・JR特急+ホテル	遊び・体験	オプションツアー	海外Wi-Fiレンタル
高速バス・夜行バス	国内レンタカー	海外旅行保険	ファイナルコール(直前割)
日帰りバスツアー	ファイナルコール(直前割)		

PRESS オリコン顧客満足度@2年連続1位に続き、マイベストアワード2025で最優秀賞を受賞

旅行比較をアプリでも！国内海外1,500以上の旅行サイトをまとめて比較！

海外の世界遺産を見に行こう！タージ・マハルやセーヌ河岸など、一生に一度は見たい海外の世界遺産ランキング！

ポケパーク カントー徹底ガイド 2/5開業！チケット購入方法からパークを楽しむコツ、周辺ホテル最安値まで解説

旅行セール・割引クーポンまとめ 予約前にチェック！航空券・ホテル・ツアーのお得なセール情報

スキー&スノーボード特集 お得なバスツアーやJR・新幹線で行く宿泊ツアーなど最安値を探す

全国の温泉 人気ランキング 人気の温泉地と宿をご紹介！泉管・効能、グルメや観光地の情報

9:41

ああ tour.ne.jp

トラベルコ

1,500以上の予約サイトを比較できる日本最大級の旅行比較サイト

国内旅行		海外旅行	
ホテル・宿	格安航空券	ホテル	格安航空券
ツアー	航空券+ホテル	ツアー	航空券+ホテル
新幹線・特急+ホテル	遊び・体験	オプションツアー	海外Wi-Fiレンタル
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DISCOUNT

旅行セール・割引ク

スキー&スノーボ

- The global version of TRAVELKO, targeted at international and Japan inbound markets

**飯店**  
攜手Travelko尋找超值住宿，實現夢想的住宿體驗！

目的地: 城市、地區、飯店名稱等

入住日期: 2023/02/24(五) 退房日期: 2023/02/25(六) 1晚

客房數: 1間 每間客房入住人數: 大人 2位 兒童 0位

飯店名稱: 請輸入飯店名稱 ※不限全名

**搜尋**

**關於 Travelko**

創於1997年，是日本最大型旅遊比價網站之一。  
一次比較全世界的旅遊網站，助您找到世界各地多達115萬家以上飯店的最優惠方案！

**Travelko受用戶歡迎的4大理由**

- 堅持提供最優惠價格**  
提供全球預訂平台比較，還以獨自的專業知識致力追求同業內最優惠價格。
- 不只最低價，所有房型讓您一次看透**  
Travelko不只搜出最優惠的價格，更可供您在網站內比較所有房型。您不必個別前往其他訂房網，就能輕鬆找到符合條件的住宿。
- 飯店或房型等情報外還網羅各種資訊**  
網站內一次搜羅房型，餐食，可使用的信用卡，訂房平台注意事項等詳細信息，輕鬆比較各家方案。
- 登載周邊觀光景點，在地黨上也罷比價**  
您可以透過地圖尋找目的地周邊的飯店，此外Travelko還彙集豐富觀光景點資訊，方便您同時找飯店和觀光景點，在旅遊安排上更為便利。

還有更多

高價區 雙人房 TWD 1,500 高級雙床房 TWD 2,000 雙人房(含早餐) TWD 2,000 房型 可使用的信用卡 餐食 訂房注意事項

16:33

travelko.com

**飯店**

目的地: 城市、地區、飯店名稱等

住宿日期: 2022/11/17(四) - 2022/11/18(五) 1晚

日期未定

每間客房入住人數: 2位 0位

客房: 1間

**全部清除 搜尋**

**關於 Travelko**

創於1997年，是日本最大型旅遊比價網站之一。一次比較全世界的旅遊網站，助您找到世界各地多達115萬家以上飯店的最優惠方案！

**Travelko受用戶歡迎的4大理由**

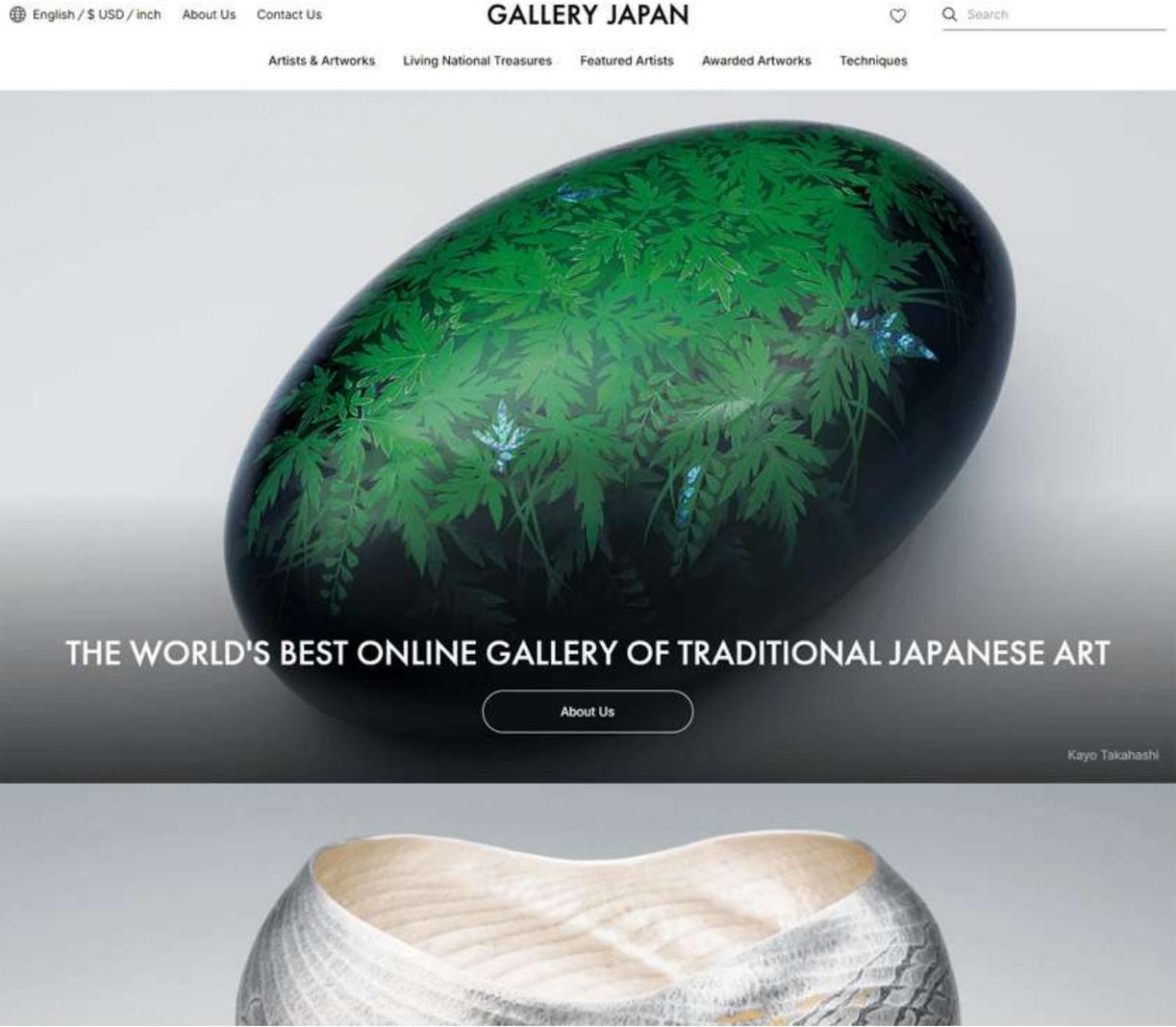
**Supported languages**

- English
- Chinese Simplified
- Chinese Traditional (Taiwan)
- Chinese Traditional (Hong Kong)
- Korean

# Services / GALLERY JAPAN



- One of the largest online galleries in the world selling crafts and artworks by about 2,000 contemporary artists, including living national treasures



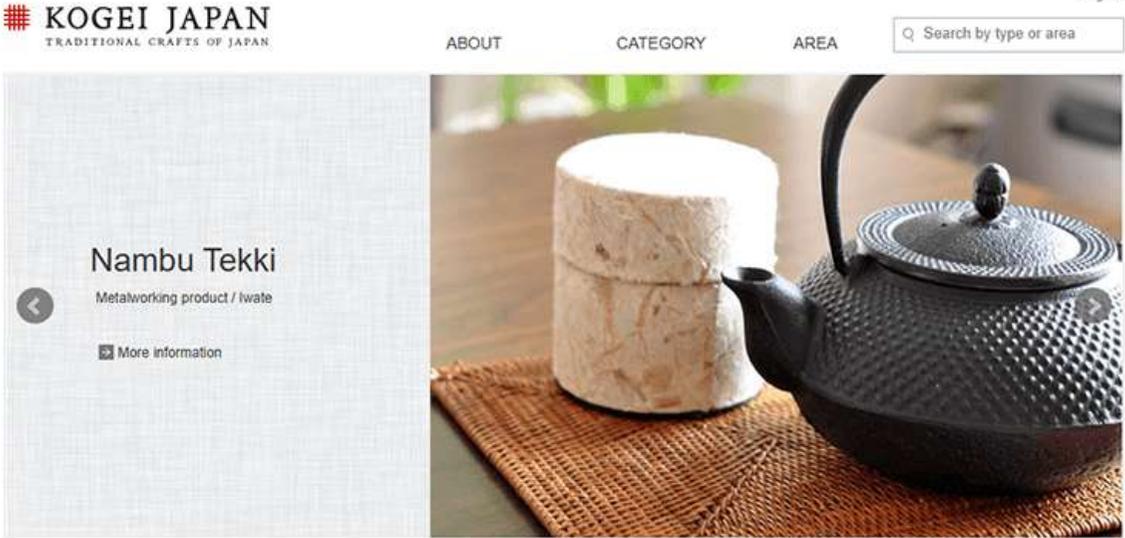
Supported languages

- English
- Japanese

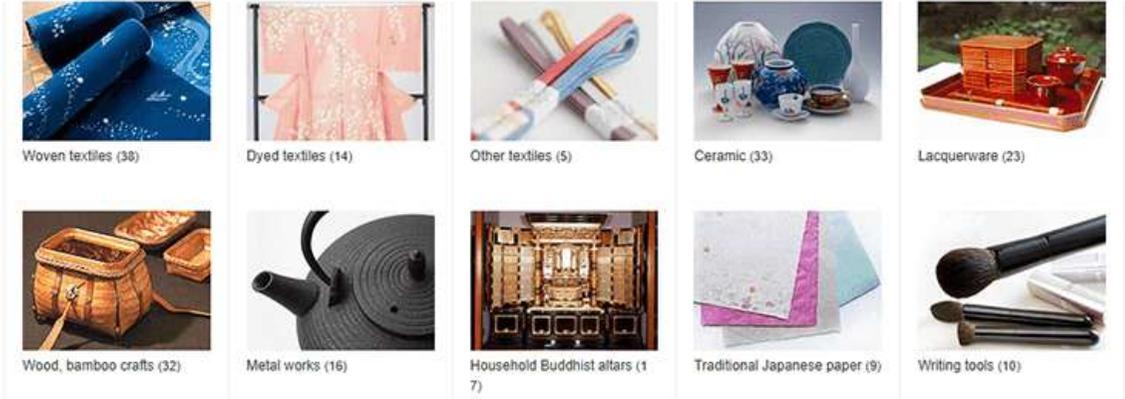
# Services / KOGEI JAPAN



- Japan’s largest traditional craft information site that provides comprehensive information on crafts that can be used daily (243 items in total)
- We plan to launch a cross-border EC marketplace business.



## CATEGORY

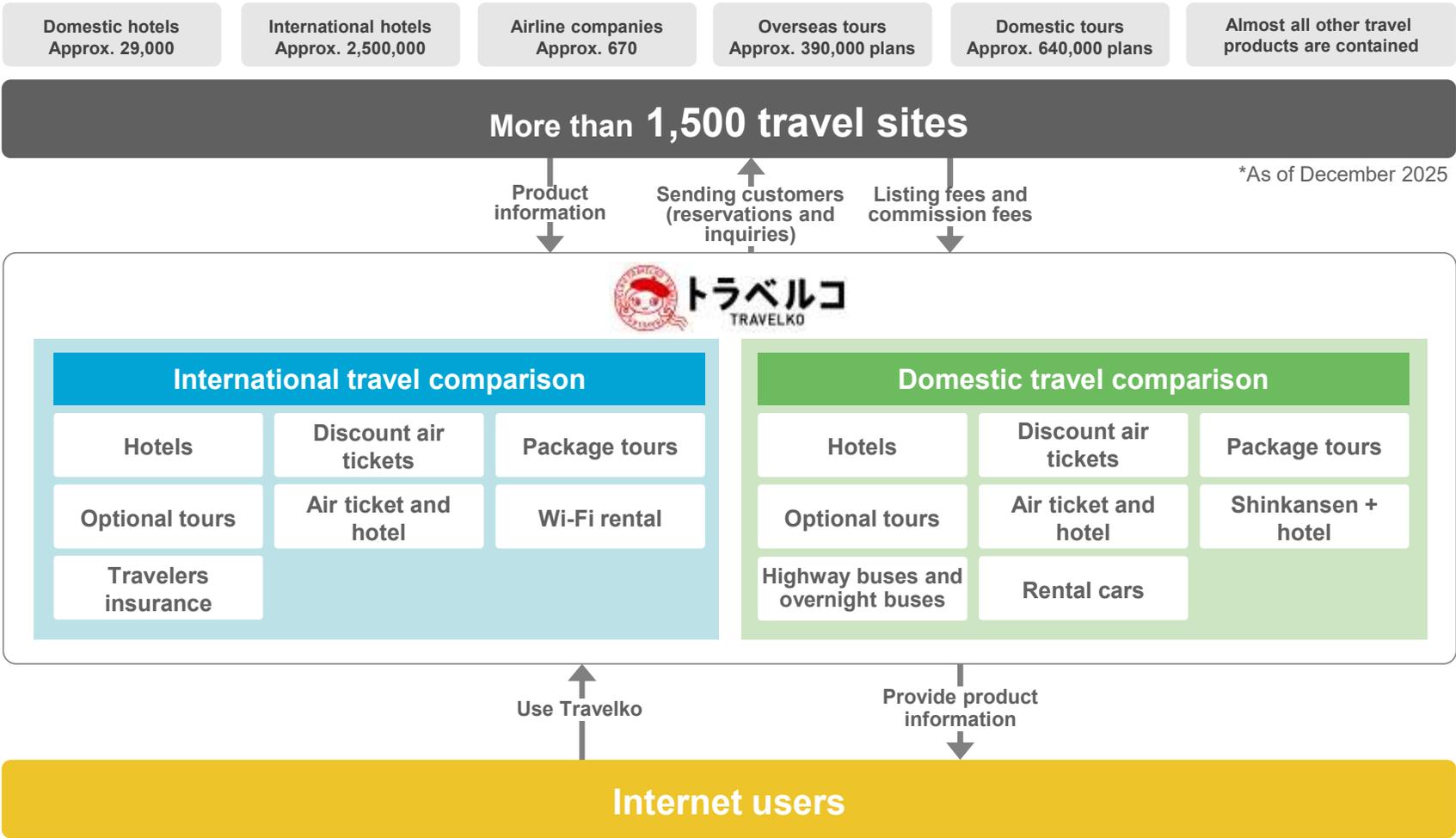


Supported languages

- English
- Japanese

# Travelko / Business Model

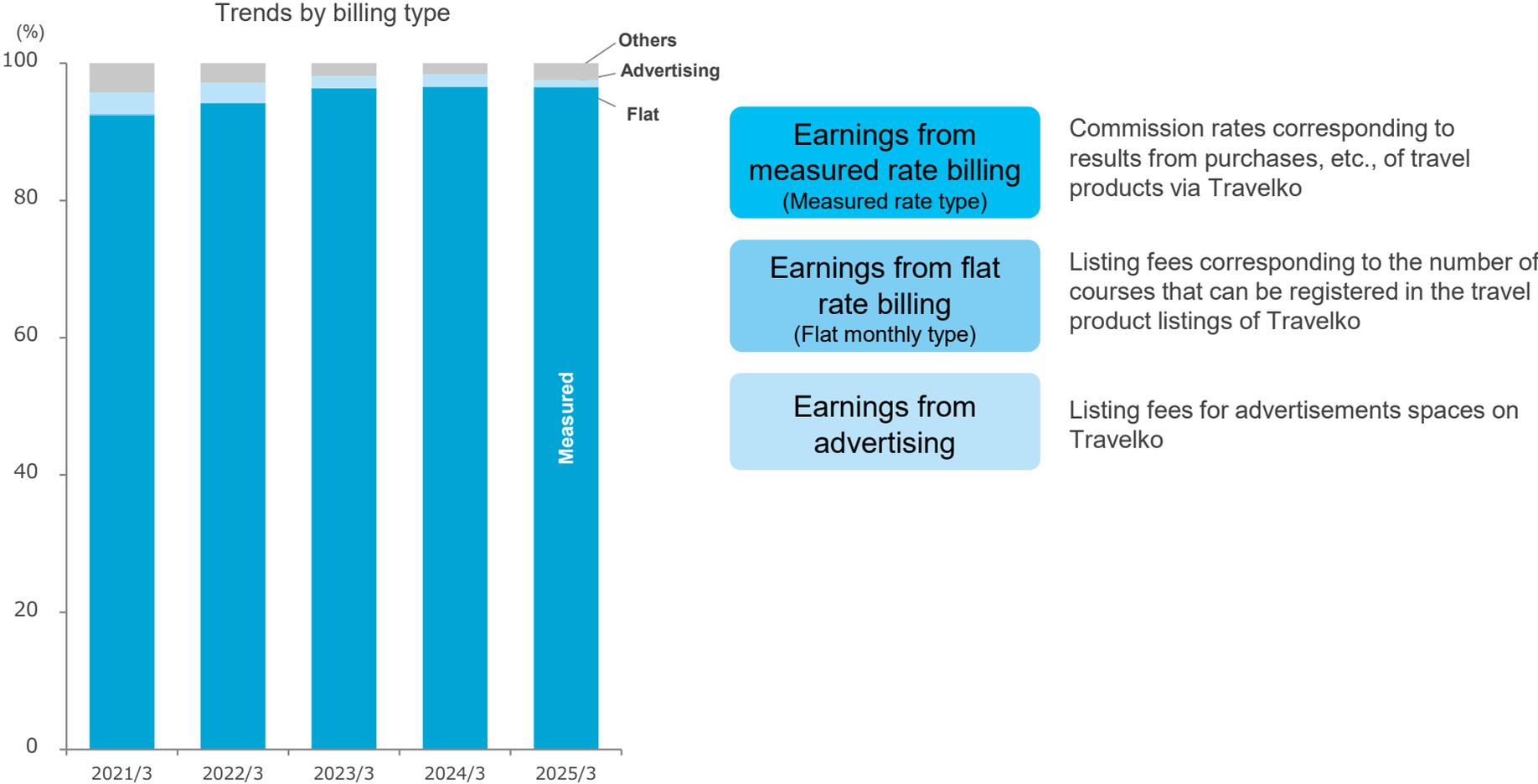
A business model that allows the majority of travel products to be compared



# Travelko / Revenue Model

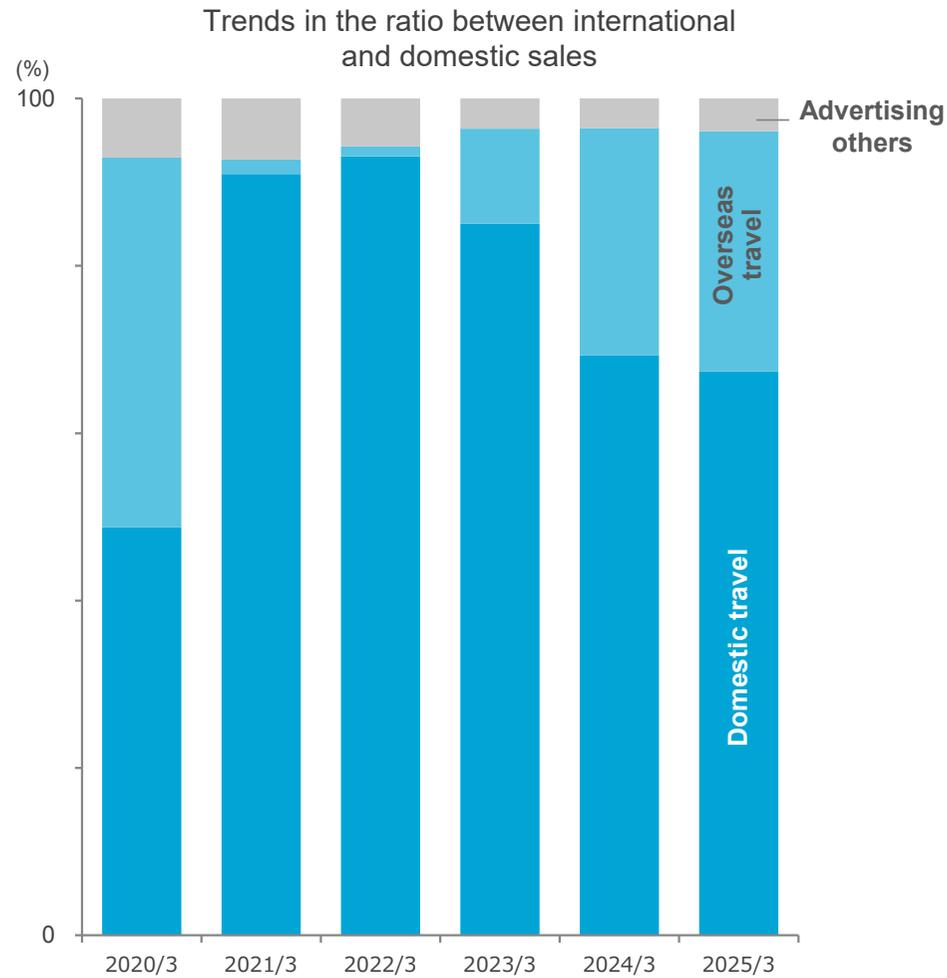


The main revenue model is earnings from measured rate billing of a measured rate type.



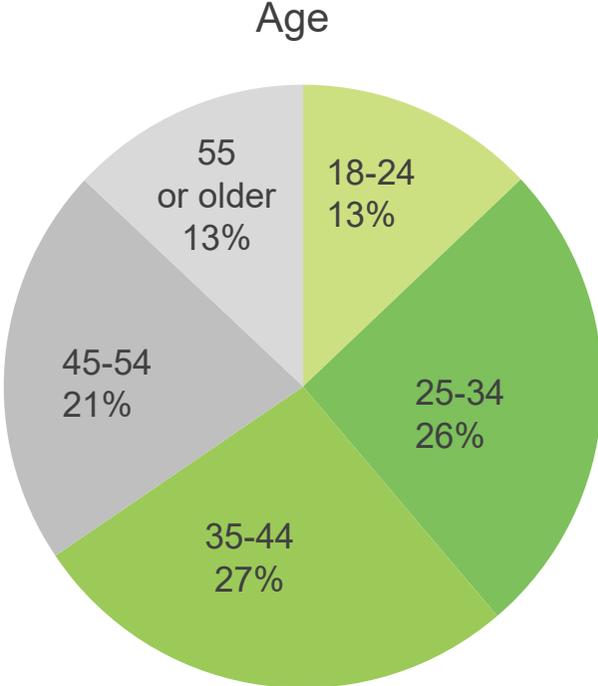
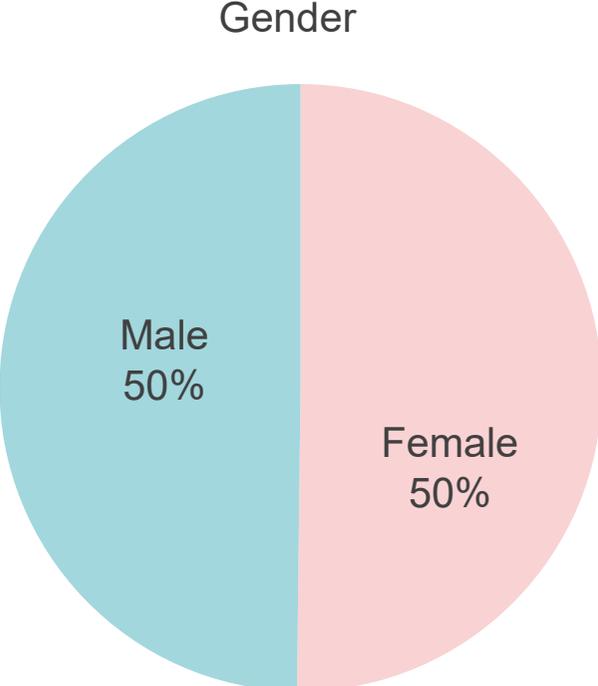
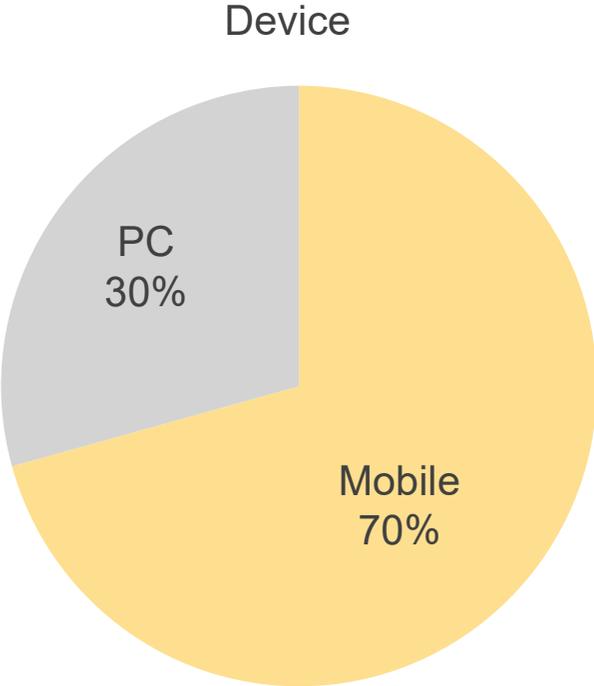
# Travelko / Trends in the Ratio Between International Travel and Domestic Travel Sales

Although domestic travel accounted for most of the sales owing to the impact of COVID-19, overseas travel is gradually recovering.



Through the period of COVID-19, male users increased, and users mainly in the 45 or older and 18–24 age brackets increased.

User attributes \*1



\*1: 2025/1 – 2025/12 access analysis data of the Company

**Why has Travelko been able to get support from such a wide range of users and maintain a high rate of growth when there are many other comparison sites in the market?**

## 1. Covers the vast majority of travel products

Whereas many other companies focus their comparisons on a specific category, such as only hotels or only air tickets, Travelko covers almost all domestic and international travel categories. These include hotels, airline tickets, package tours, flight and hotel packages, optional tours, car rental, highway buses, overseas Wi-Fi rental, travelers insurance, etc.

This makes Travelko a one-stop solution where users can plan their entire trip.

International travel comparison		
Hotels	Discount air tickets	Package tours
Optional tours	Air ticket + hotel	Wi-Fi rental
Travelers insurance		

Domestic travel comparison		
Hotels	Discount air tickets	Package tours
Optional tours	Air ticket + hotel	Shinkansen + hotel
Highway buses and overnight buses	Rental cars	

## 2. Can be used to find the most inexpensive packages and tickets

Travelko, which enables comparisons of more than 1,500 travel sites, offers one of the largest numbers of comparable plans in Japan. This naturally increases the likelihood of users finding the most affordable products that satisfy their needs. In addition, travel sites do not provide plans with uniform pricing to all comparison sites. Often, they offer lower prices to the more price-competitive sites.

This is why Travelko, with its overwhelming advantage in the number of travel sites and its high price competitiveness, makes it easy to find the most affordable products.

JTB, Club Tourism, JAL Pak, Odakyu Electric Railway, JR Tokai Tours, Kinki Nippon Tourist, Nippon Travel Agency, HIS, Tobu Top Tours, Hankyu Travel International, ANA X, Yomiuri Travel, Meitetsu World Travel, VELTRA

Rakuten Travel, Rurubu Travel, Yahoo Travel

Expedia Booking.com Agoda Trip.com

AirTrip, Spring Japan, Skyticket, Star Flyer

.. more than **1,500** travel sites

## Why has Travelko been able to realize these strengths?

### Nearly all system development is carried out in-house

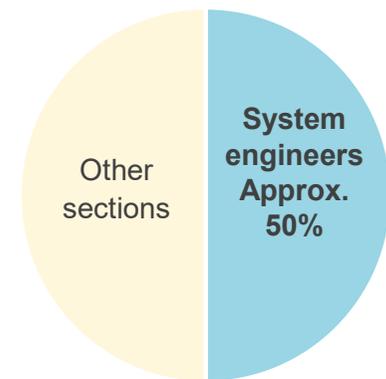
Advanced, large-scale system development is essential to covering this many travel products, linking to more than 1,500 travel sites and improving all of them simultaneously.

Most competitors outsource development, which ultimately makes it difficult to carry out development in exactly the way they want to because they must depend on the resources, skills, schedules, and priorities of their subcontractors.

We carry out nearly all system development in-house, in a flexible and efficient development environment made up of about 90 system engineers who share information daily and keep up with the latest market trends. This has enabled us to achieve a development structure that can realize simultaneous progress in all of our products at high speed while also maintaining high quality.

This high level of development capabilities is another important reason for our strengths.

System engineers as a percentage of all employees



The Company's efforts toward the Sustainable Development Goals (SDGs) are as follows.

## SUSTAINABLE DEVELOPMENT GOALS



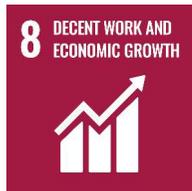
### Promotion of Women's Participation and Advancement

- Ratio of female managers: 15% or more
- Acquisition of the Kurumin Mark
- Introduction of various systems such as staggered working hours



### Ecofriendly Offices

- Reduction of CO2 Emissions
- Reduction of power resources
- Reduction of paper resources



### Realization of Rewarding Workplaces

- Ensuring diversity
- Support for employee health



### Corporate Governance



### Promotion of Innovations



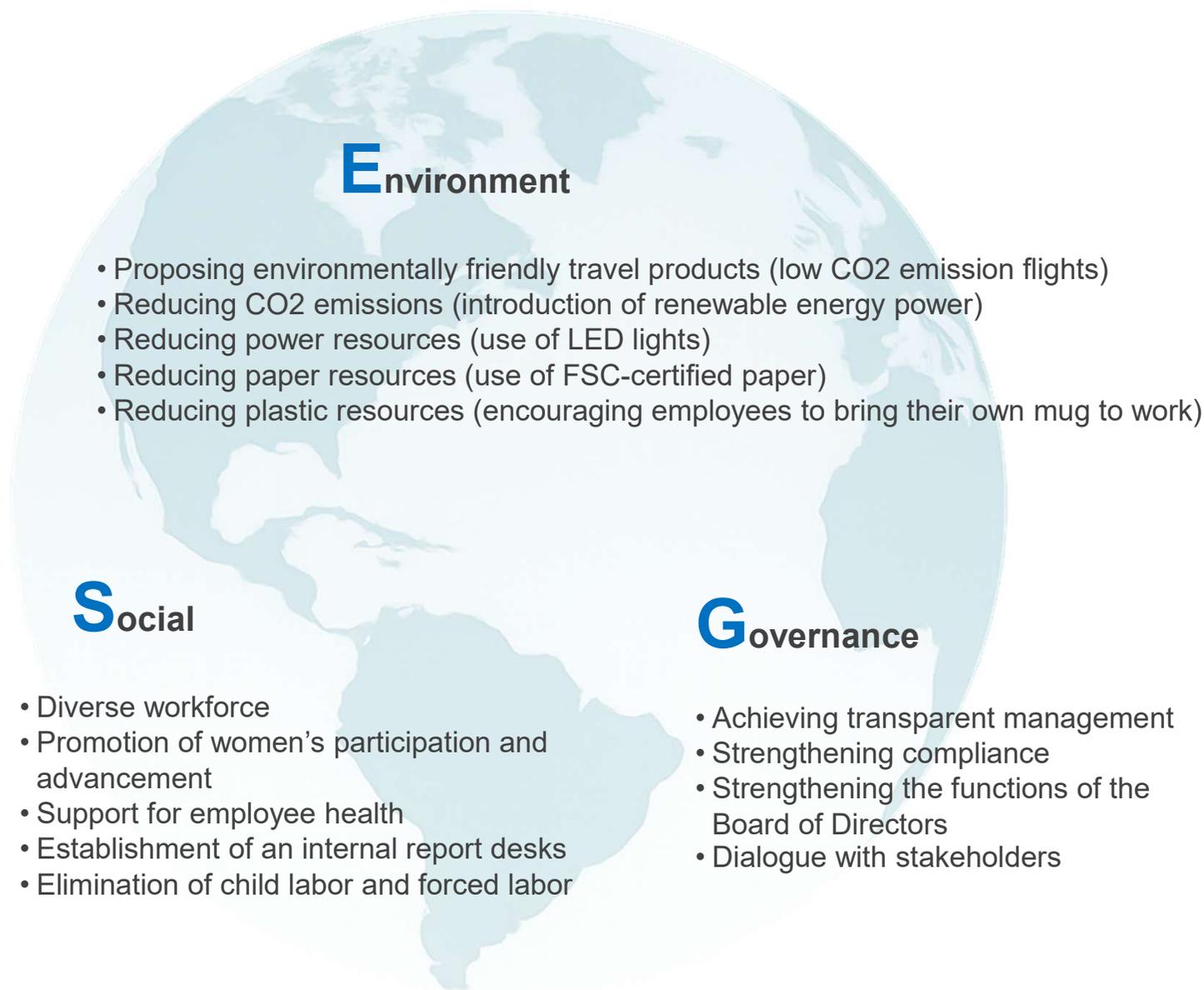
### Promotion of Partnerships with Entities such as Companies and Municipalities



### Contributions to Local Communities and Traditional Culture

- Vitalization of local communities through travel
- Contributions to traditional culture

The Company's ESG initiatives are as follows:



- This document contains prospects, future plans, business objectives, etc. associated with our company. The entries concerning these future prospects are based on our company's assumptions concerning future events and trends as of the time of making this document, so there is no guarantee that the assumptions made by our company are completely accurate. Because of various factors, the actual results may differ drastically from those assumed in this document.
- Unless otherwise stated, the financial data contained herein is shown based on accounting principles generally recognized inside Japan.
- The occurrence of future events, etc. notwithstanding, our company will not necessarily make revisions to publications, etc., regarding future prospects that have already been published, except in cases where such revisions are requested because of bylaws concerning disclosure of the revisions.
- Information concerning companies other than our company is based on public knowledge that is generally known.

## OpenDoor Inc.

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