



Fiscal Year Ending October 2026

Supplementary Materials for the Third Quarter Financial Results

H.I.S. Co., Ltd. (TSE Prime: 9603) | September 11, 2026

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Summary of the 3Q Financial Results for the Fiscal Year Ending October 2026

Consolidated Financial Results (Highlights)

- Net sales were 104.9% year-on-year at 279.3 billion yen (+12.9 billion yen year-on-year)
- Operating profit was 81.9% year-on-year at 5.1 billion yen (△1.1 billion yen year-on-year)
- Ordinary profit was 76.2% year-on-year at 4.6 billion yen (△ 1.4 billion yen year-on-year)
- Quarterly net loss was about △5.0 billion yen (△6.7 billion yen year-on-year)

(million yen)	FY25 3 Q	FY26 3 Q	YoY (%)	YoY (Amount)
Net Sales	266,324	279,300	104.9%	12,975
Operating Profit	6,265	5,132	81.9%	△1,132
Ordinary Profit	6,046	4,605	76.2%	△1,440
Quarterly Net Profit Attributable to Parent Company Shareholders	1,782	△4,990	—	△6,773

Summary of Consolidated Financial Results

(million yen)	FY25 3 Q	FY26 3 Q	YoY (%)	YoY (Amount)	Major Changes
Net Sales	266,324	279,300	104.9%	+12,975	Travel +9,338, Hotel +1,796
Gross Profit	85,631	86,880	101.5%	+1,249	
SG&A Expenses	79,366	81,748	103.0%	+2,381	
Operating Profit	6,265	5,132	81.9%	△1,132	Travel △1,896, Hotel +435
EBITDA	14,648	14,133	96.5%	△514	
Non-Operating Income	2,768	2,288	82.7%	△480	
Non-Operating Expenses	2,987	2,815	94.2%	△171	
Ordinary Profit	6,046	4,605	76.2%	△1,440	
Extraordinary Gain	447	207	46.4%	△239	
Extraordinary Loss	1,674	6,115	365.3%	+4,441	
Pre-Tax Profit	4,819	△1,302	-	△6,122	
Income Taxes	2,374	2,899	122.1%	525	
Quarterly Net Profit Attributable to Non-Controlling Shareholders	662	788	119.0%	126	
Quarterly Net Profit Attributable to Parent Company Shareholders	1,782	△4,990	-	△6,773	

Quarterly Consolidated Financial Results

(million yen)	FY25					FY26				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Net Sales	93,333	87,980	85,010	106,781	373,106	101,239	91,893	86,167		
YoY	116.3%	109.1%	111.3%	100.7%	108.7%	108.4%	104.4%	101.4%		
Cost of Sales	62,494	59,670	58,528	74,438	255,131	69,235	63,565	59,618		
Gross Profit	30,839	28,310	26,482	32,342	117,974	32,003	28,328	26,548		
YoY	116.0%	106.2%	106.9%	99.2%	106.7%	103.8%	100.1%	100.2%		
SG&A Expenses	25,629	26,798	26,938	26,980	106,346	26,679	27,204	27,864		
YoY	109.8%	110.0%	107.3%	100.1%	106.6%	104.1%	101.5%	103.4%		
Operating Profit	5,209	1,511	△456	5,362	11,627	5,324	1,123	△ 1,315		
YoY	161.1%	65.8%	-	94.9%	107.1%	102.2%	74.4%	-		
O/P Margin	5.6%	1.7%	-	5.0%	3.1%	5.3%	1.2%	-		
EBITDA	7,944	4,387	2,316	8,562	23,210	8,245	4,123	1,765		
Non-Operating Income	1043	1,333	392	1045	3,814	639	903	746		
Non-Operating Expenses	982	1233	771	1,073	4,060	835	958	1022		
Ordinary Profit	5,270	1,611	△835	5,334	11,381	5,128	1,069	△ 1,591		
YoY	167.0%	60.0%	-	101.8%	108.9%	97.3%	66.3%	-		
Quarterly Net Profit Attributable to Parent Company Shareholders	3,514	284	△2,016	2,936	4,719	3,288	△ 287	△ 7,991		
YoY	148.1%	22.3%	-	57.2%	54.1%	93.6%	-	-		

Operating Results by Business Segment (Cumulative)

(million yen)		FY25 3Q	FY26 3Q	YoY (%)	YoY (Amount)
Net Sales	Travel Business	219,158	228,496	104.3%	9,338
	Hotel Business	18,835	20,632	109.5%	1,796
	Kyushu Sanko Group	18,901	20,108	106.4%	1,207
	Others	12,608	13,129	104.1%	520
	Adjustments, Eliminations, etc.	△3,178	△3,066	-	112
	Total	266,324	279,300	104.9%	12,975
Operating Profit	Travel Business	4,731	2,835	59.9%	△1,896
	Hotel Business	2,977	3,413	114.6%	435
	Kyushu Sanko Group	619	732	118.3%	113
	Others	189	242	127.9%	52
	Adjustments, Eliminations, etc.	△2,253	△2,091	-	162
	Total	6,265	5,132	81.9%	△1,132
EBITDA	Travel Business	7,753	6,047	78.0%	△1,705
	Hotel Business	6,011	6,524	108.5%	512
	Kyushu Sanko Group	1,906	2,062	108.2%	156
	Others	618	772	124.8%	153
	Adjustments, Eliminations, etc.	△1,641	△1,272	-	368
	Total	14,648	14,133	96.5%	△514

Quarterly Operating Results by Business Segment

(million yen)		FY25					FY26				
		1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Travel	Net Sales	77,355	72,203	69,599	89,981	309,139	83,675	75,205	69,615		
	YoY	118.0%	109.8%	110.8%	100.2%	108.9%	108.2%	104.2%	100.0%		
	Operating Profit	4,051	1,556	△875	4,904	9,636	3,638	1,109	△1,912		
	YoY	170.7%	66.5%	-	98.9%	103.6%	89.8%	71.3%	-		
Hotel	Net Sales	6,532	5,872	6,429	6,409	25,244	7,475	6,386	6,770		
	YoY	112.4%	103.8%	112.5%	110.4%	109.8%	114.4%	108.8%	105.3%		
	Operating Profit	1,242	677	1,057	641	3,618	1,768	720	924		
	YoY	120.0%	92.0%	124.8%	149.5%	118.7%	142.3%	106.4%	87.4%		
Kyushu Sanko Group	Net Sales	6,539	6,124	6,237	6,480	25,381	7,128	6,516	6,464		
	YoY	108.9%	102.8%	104.6%	106.9%	105.8%	109.0%	106.4%	103.6%		
	Operating Profit	327	180	111	187	806	411	194	126		
	YoY	141.9%	289.6%	188.2%	226.5%	185.5%	125.7%	107.7%	113.6%		
Others	Net Sales	4,074	4,740	3,794	4,875	17,484	4,149	4,659	4,320		
	YoY	112.8%	118.2%	125.2%	93.7%	110.3%	101.9%	98.3%	113.9%		
	Operating Profit	212	7	△29	314	504	95	△99	246		
	YoY	177.9%	-	-	103.5%	230.4%	45.2%	-	-		
Total	Net Sales	93,333	87,980	85,010	106,781	373,106	101,239	91,893	86,167		
	YoY	116.3%	109.1%	111.3%	100.7%	108.7%	108.5%	104.4%	101.4%		
	Operating Profit	5,209	1,511	△456	5,362	11,627	5,324	1,123	△1,315		
	YoY	161.1%	65.8%	-	94.9%	107.1%	102.2%	74.4%	-		

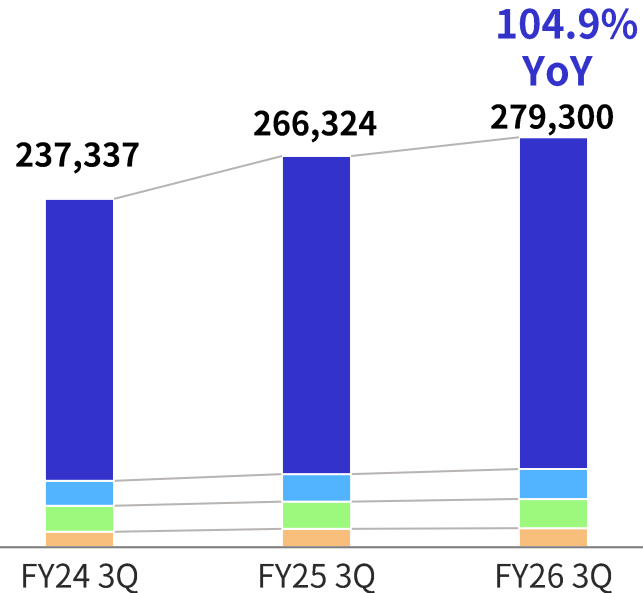
*Excluding “Adjustments, Eliminations, etc.”

Consolidated Financial Results:

Net Sales & Operating Profit by Business Segment (Highlights)

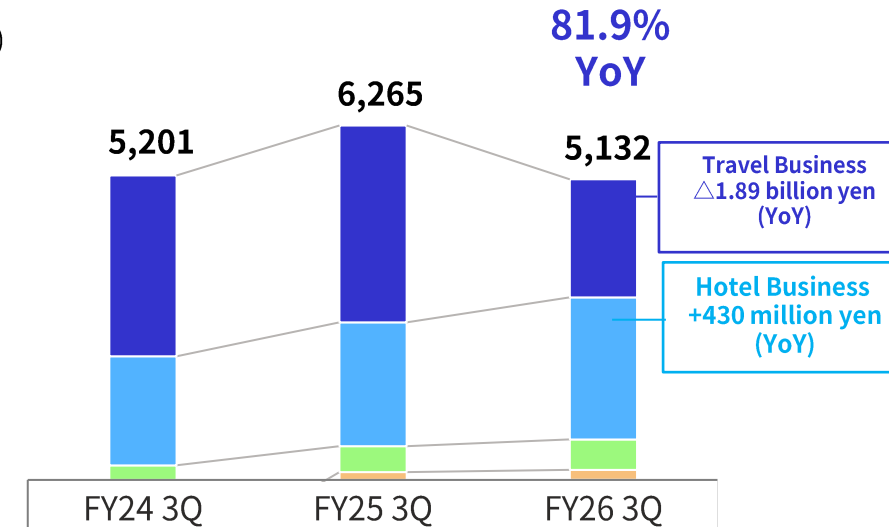
- Net Sales: While the Travel Business led overall growth in terms of scale, the Hotel Business maintained strong performance (109.5% year-on-year) , resulting in increased sales across all segments
- Operating Profit: Operating profit increased in the Hotel Business (114.6%) and Kyushu Sanko Group (118.3%)
Operating profit in the Travel Business declined due to the situation in the Middle East and soaring fuel prices

■ Net Sales
(million yen)



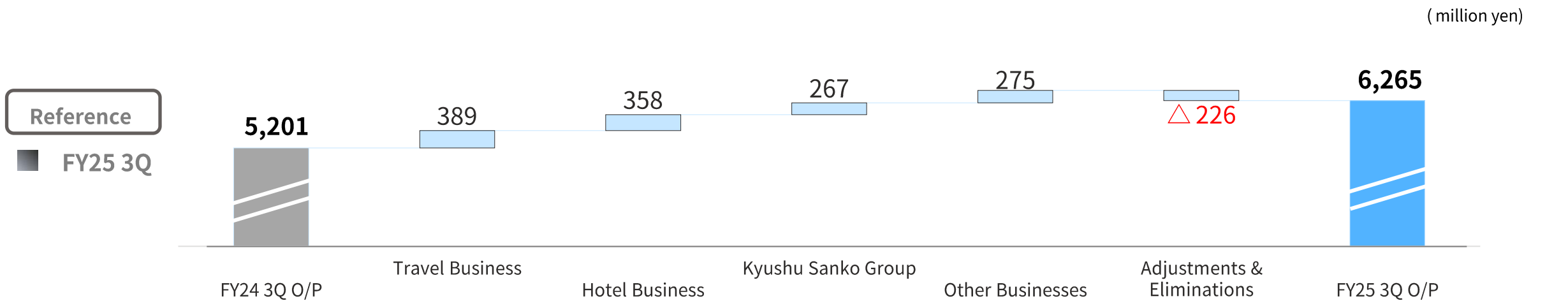
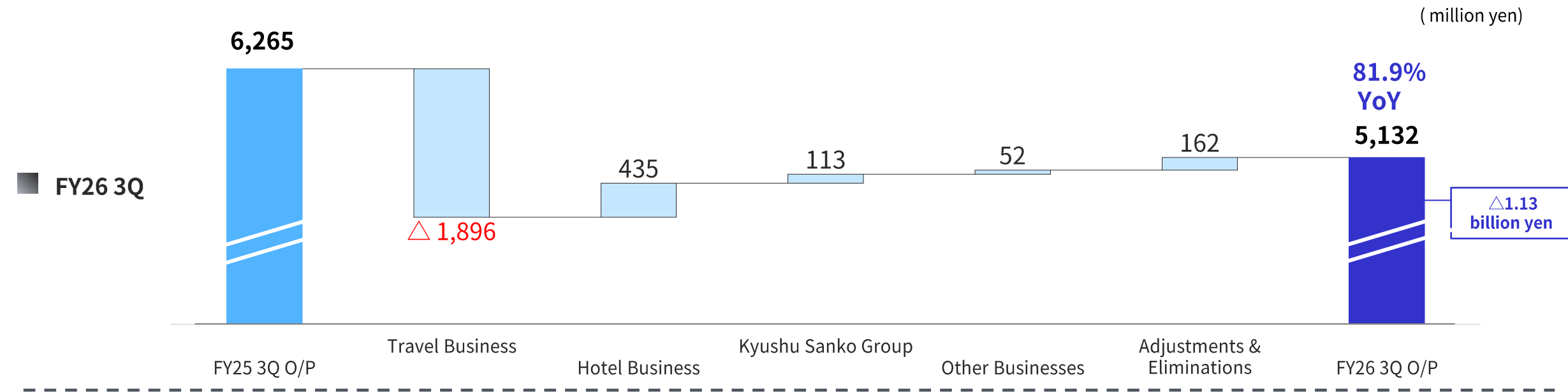
	FY24 3Q	FY25 3Q	FY26 3Q
Travel Business	194,190	219,158	228,496
Hotel Business	17,186	18,835	20,632
Kyushu Sanko Group	17,922	18,901	20,108
Others	10,651	12,608	13,129
Adjustments & Eliminations	△ 2,611	△ 3,178	△ 3,066

■ Operating Profit
(million yen)



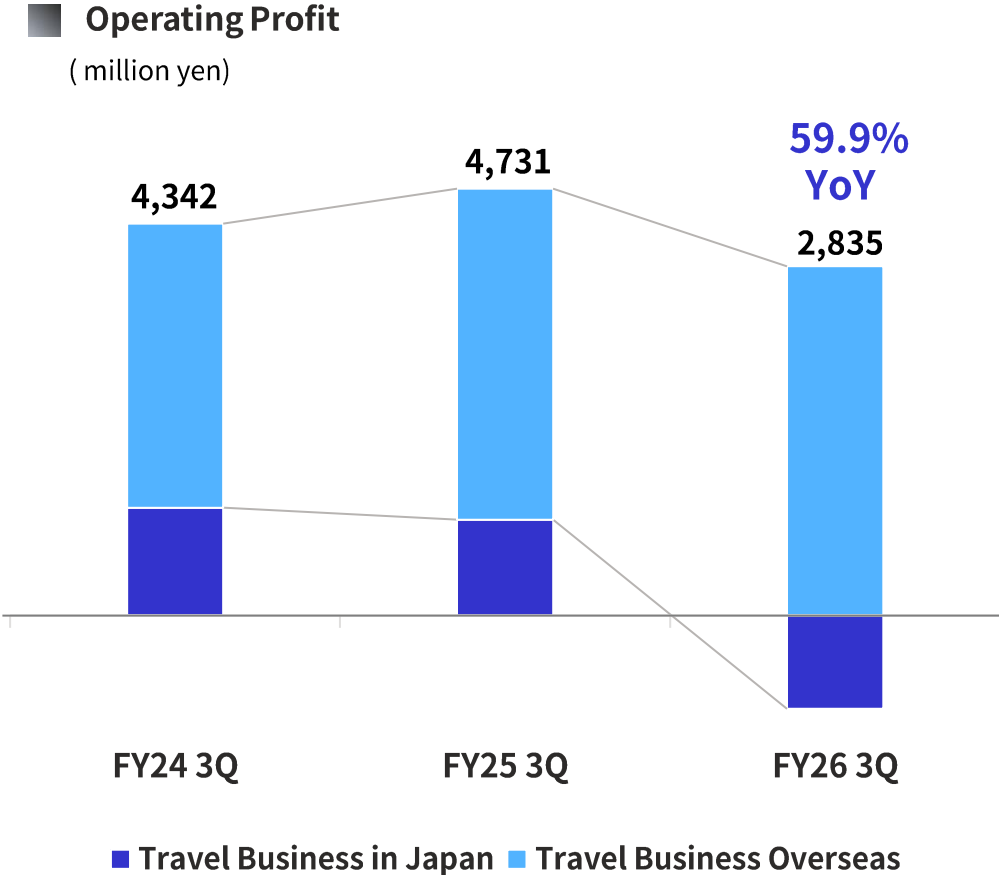
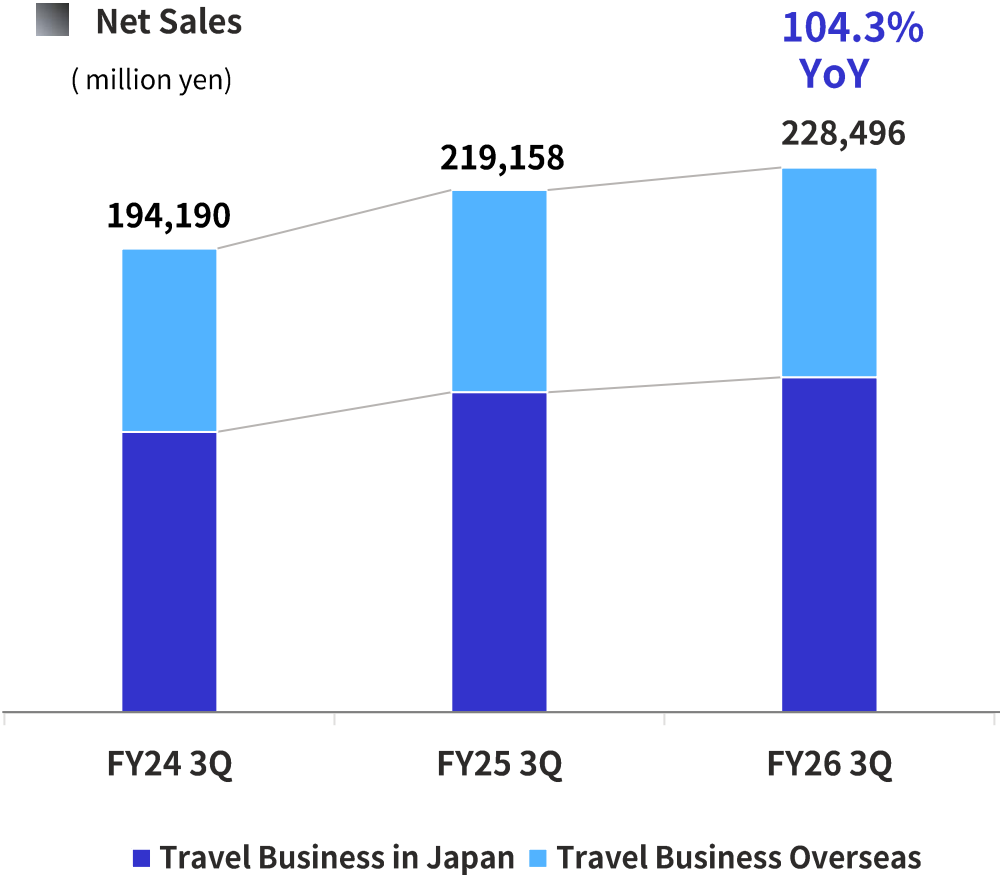
	FY24 3Q	FY25 3Q	FY26 3Q
Travel Business	4,342	4,731	2,835
Hotel Business	2,618	2,977	3,413
Kyushu Sanko Group	352	619	732
Others	△ 85	189	242
Adjustments & Eliminations	△ 2,026	△ 2,253	△ 2,091

Consolidated Financial Results: Breakdown of Operating Profit Increase/Decrease by Business Segment



[Travel Business] Net Sales and Operating Profit

- Net Sales: While demand for travel to Europe declined due to the situation in the Middle East and high fuel prices, net sales growth was maintained by strong performance in high-value-added products and products utilizing low-cost carriers (LCCs)
- Operating Profit: Although the travel business overseas performed generally well, the travel business in Japan faced profit pressure due to the impact of the situation in the Middle East, resulting in a decline in profit



*Graph shows figures before consolidation adjustments

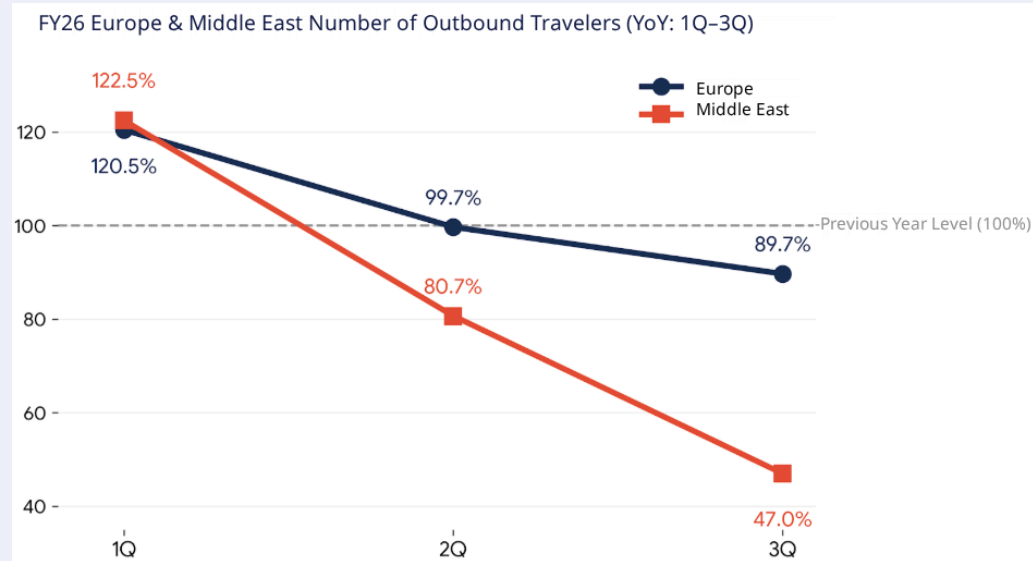
*Graph shows figures before adjustments for head office expenses

[Travel Business] Factors for the Profit Decline

■ Impact of the Situation in the Middle East (Prolonged and Widespread Effects)

- The number of travelers to Europe and the Middle East, which had been strong, has declined significantly since the situation in the Middle East

└ due to the Ministry of Foreign Affairs' Overseas Safety Information maintaining "Risk Levels 2 and 3" (until late June), the cancellation of tours to Europe utilizing connecting flights via Middle East (e.g., Dubai, Doha, Abu Dhabi) and to the Middle East has been prolonged. *Tour operations resumed sequentially starting with departures on August 7.



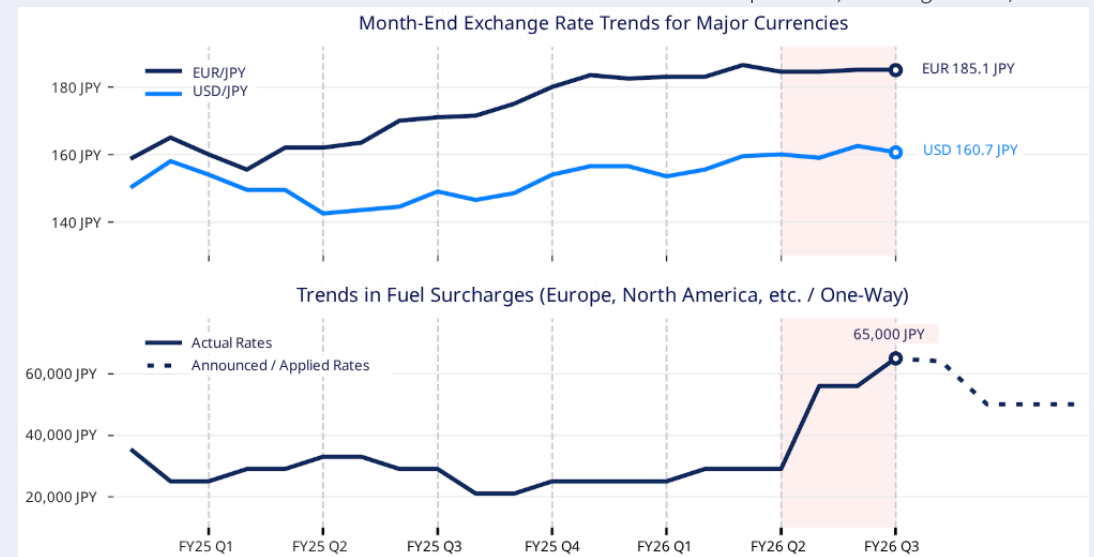
*Impact of transaction volume losses due to cancellations caused by the situation in the Middle East: Q2 only: approx. 5.0 billion yen / Q3 only: approx. 9.0 billion yen

■ Impact of the Persistent Weak Yen and Soaring Fuel Surcharges

- Sluggish demand growth in the 3Q (departures from May to July)

└ The persistent weak yen (EUR in the 185-yen range, USD in the 160-yen range) and the sharp rise in fuel surcharges since May (up to 65,000 yen one-way) acted as dual negative factors, resulting in a slowdown in new bookings and sluggish growth in leisure demand due to persistently high travel costs

(Source: Sumitomo Mitsui Banking Corporation, Exchange Rates)



* Trends in special fuel surcharges (one-way) for flights departing from Japan to Europe, North America, the Middle East, Oceania, and other destinations, as announced by Japan Airlines

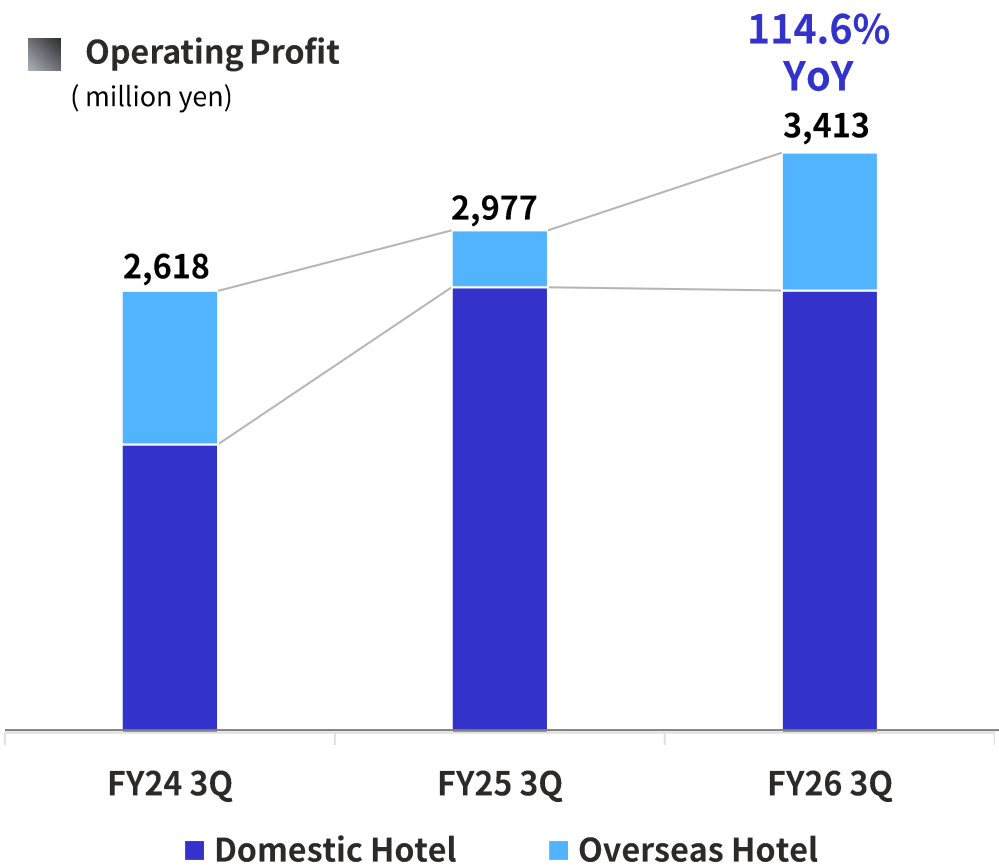
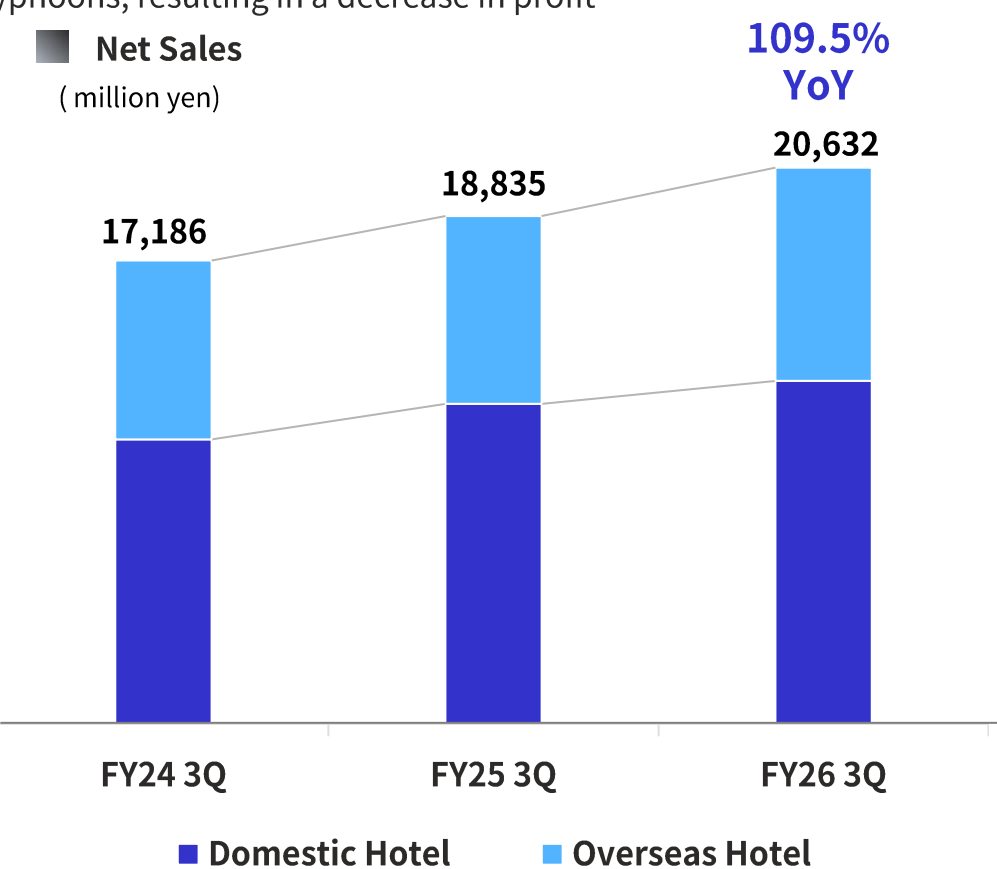
* For August-October of FY26 (4Q), the already determined applicable amounts are indicated by dotted lines

■ International Travel Transaction Volume: Difference from Initial Plans • 3Q (3 months): Closed at 91.0% of plans (9-month cumulative: 93.6%)

└ While the slowdown in travel to Europe and the Middle East due to the situation in the Middle East was the main cause of the shortfall compared to the plans, HIS Group minimized the decline in transaction sales volume by strengthening high-value-added products for the upper-income segment and expanding sales of products utilizing LCCs (East Asia, Australia, etc.)

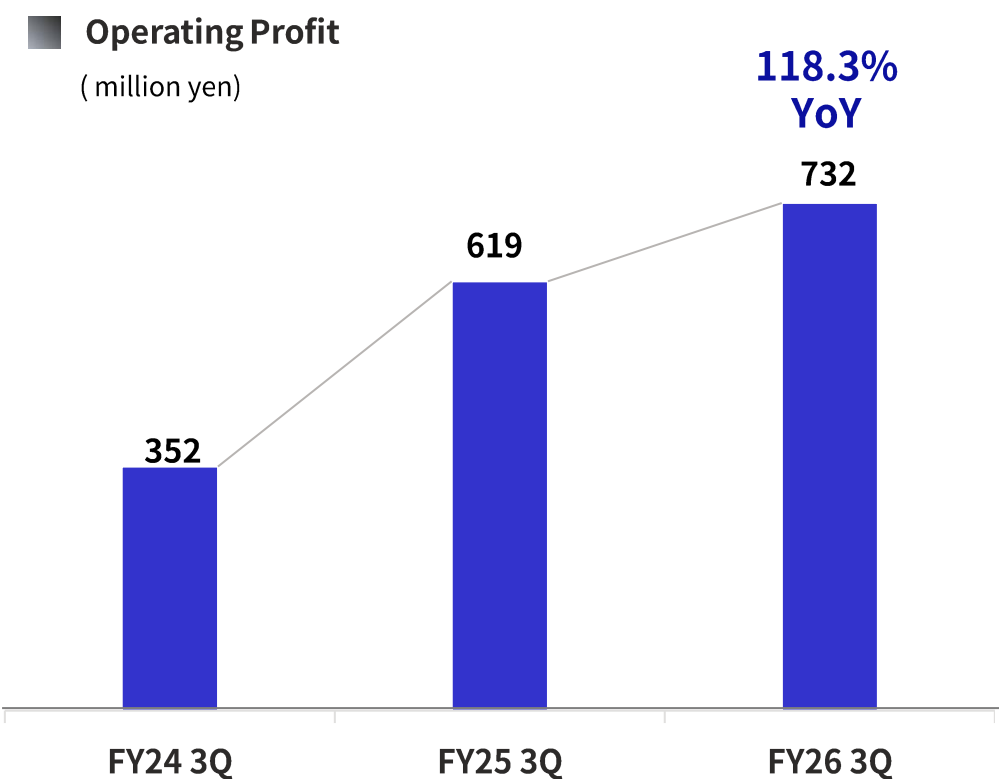
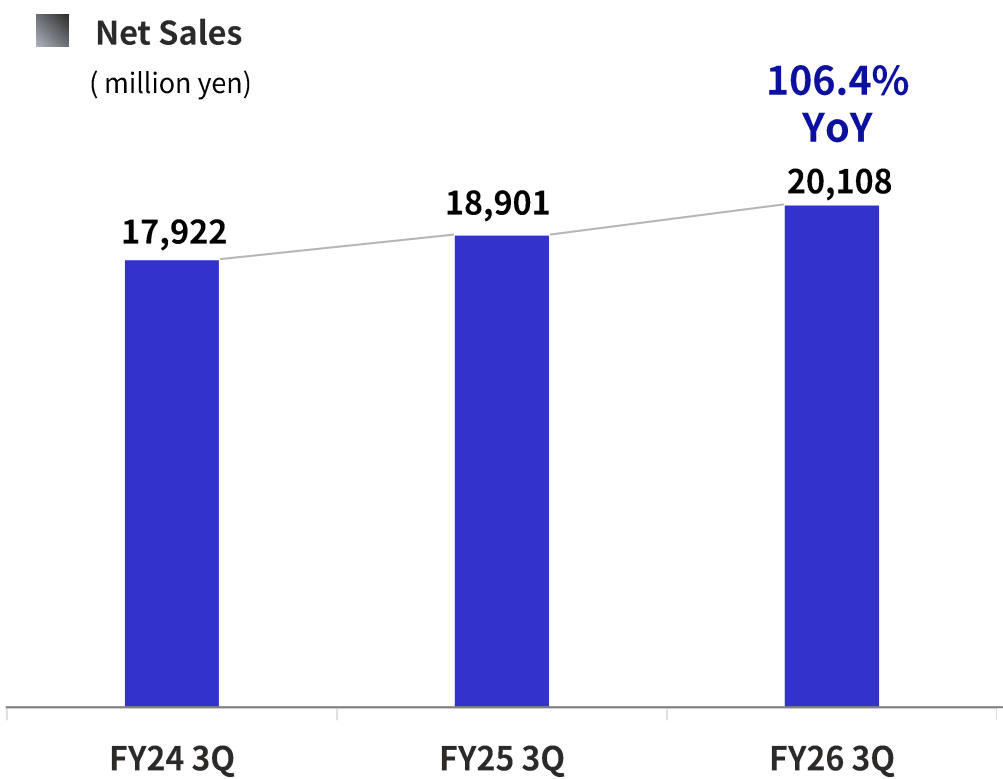
[Hotel Business] Net Sales and Operating Profit

- Net Sales: In addition to expanding direct online sales through in-house website and promoting various collaborative initiatives at domestic hotels, net sales were driven by record-high profits in Seoul and steady demand in Taiwan and other regions, resulting in increased net sales for both the 9-month cumulative period and the 3-month (3Q) period
- Operating Profit: Although cumulative 9-month operating profit increased due to a significant improvement in Turkey resulting from a rebound from the previous fiscal year's opening costs, 3-month (3Q) operating profit declined due to price competition stemming from a slowdown in inbound tourism to Japan, declined demand in the Kansai region due to a reversal from the previous year's special demand, as well as a decrease in visitors to Guam and the impact of typhoons, resulting in a decrease in profit



[Kyushu Sanko Group] Net Sales and Operating Profit

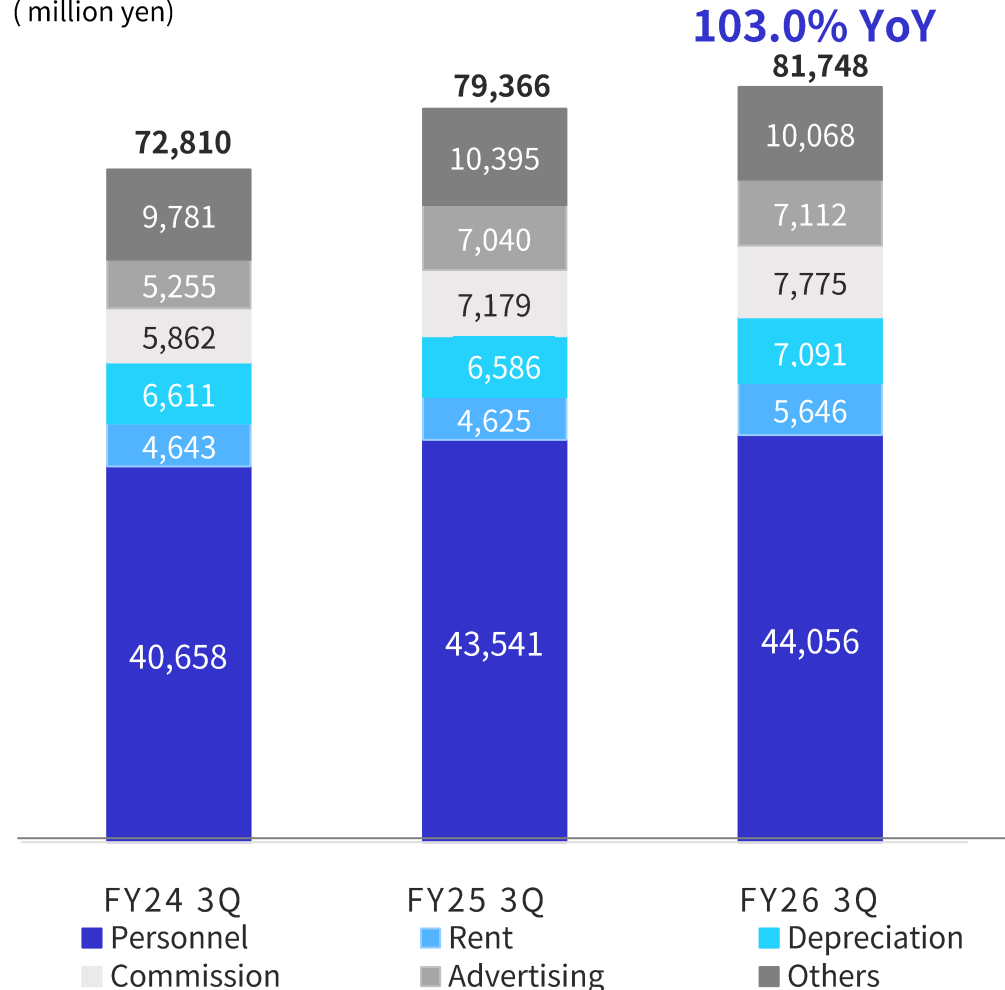
- Net Sales: In addition to the economic effects resulting from the arrival of companies such as TSMC, the recovery in tourism demand, and increased demand for airport limousine buses, the successful fare adjustments contributed to a 10-year high sales for the 9-month cumulative total
- Operating Profit: Driven by higher unit prices resulting from the bus fare adjustments, the expansion of TSMC-related shuttle services, the positive impact of renovations at service area stores, and the sustained customer traffic at Sakura-machi, operating profit increased significantly year-on-year (118.3%)



Selling, General, and Administrative Expenses

- Office expenses (rent and depreciation) associated with the headquarters relocation, commission fees driven by expanding demand, and personnel costs related to organizational strengthening increased
- Following the situation in the Middle East, HIS Group has thoroughly implemented measures to curb various expenses, such as business travel costs, and optimize advertising and promotional expenses. Flexible cost-cutting measures continue in the 4Q

■ Selling, General, and Administrative Expenses (million yen)



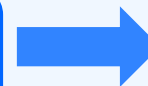
Main Factors Contributing to the Increase in the First Three Quarters

- **Rent expenses: 122.0% (+1.02 billion yen year-on-year)**
Mainly due to rent for the new office following the relocation of the headquarters in April
- **Personnel expenses: 101.2% (+510 million yen year-on-year)**
Increase in the number of consolidated employees: 13,046 employees (102.4% year-on-year, an increase of 308 employees)

Plans to Control Full-Year SG&A Expenses (Compared to Initial Plans)

Through flexible expense control tailored to business trends, HIS Group expects to optimize expenses by approximately 7.0 billion yen as compared to the initial plans

FY26 Initial Plans
117.0 billion yen
(110% year-on-year)



Full-year forecasts:
Approx. 110 billion yen
(103% range year-on-year)

Cost optimization of approximately 7.0 billion yen

Consolidated Balance Sheet (As Compared to the End of the Previous Fiscal Year)

(million yen)

	FY25	FY26 3Q	Increase/Decrease
Cash & Deposits	113,932	116,887	2,954
Notes & Accounts Receivable and Contract Assets	27,581	31,235	3,654
Operating Accounts Receivable	798	486	△ 311
Pre-Travel Payments	12,610	21,924	9,313
Others	25,464	26,498	1,033
Total Current Assets	180,388	197,033	16,645
Property, Plant and Equipment	159,703	160,680	977
Intangible Fixed Assets	12,795	13,609	814
Goodwill	1,655	1,872	217
Investments and Other Assets	31,739	30,810	△ 928
Total Fixed Assets	205,893	206,973	1,079
Total Deferred Assets	49	49	0
Total Assets	386,330	404,056	17,725

	FY25	FY26 3Q	Increase/Decrease
Operating Accounts Payable	15,683	12,782	△ 2,900
Pre-Travel Payments Received	43,193	64,777	21,584
Bonds and Convertible Bonds Payable	5,000	5,000	-
Borrowings	161,541	160,724	△ 816
Others	93,707	94,766	1,059
Total Liabilities	319,125	338,052	18,926
Capital	100	100	-
Capital Surplus	28,372	28,320	△ 51
Earned Surplus	28,137	22,399	△ 5,738
Treasury Shares	△12,981	△ 12,912	69
Cumulative Other Comprehensive Income	11,921	15,672	3,751
Stock Acquisition Rights	292	423	131
Non-Controlling Shareholders' Equity	11,363	12,000	636
Total Net Assets	67,205	66,004	△ 1,200
Total Liabilities and Net Assets	386,330	404,056	17,725

Financial Forecasts

Financial Forecasts

■ Full-year financial forecasts remain unchanged from the revised forecasts announced on June 12

(million yen)	FY25 Results	FY26 Forecasts	YoY (%)	YoY (Amount)
Net Sales	373,106	395,000	105.9%	21,894
Travel Business	309,139	327,200	105.8%	18,061
Hotel Business	25,244	27,500	108.9%	2,256
Kyushu Sanko Group	25,381	26,000	102.4%	619
Others	17,484	18,500	105.8%	1,016
Adjustments and Eliminations, etc.	△ 4,143	△ 4,200	-	-
Operating Profit	11,627	12,000	103.2%	373
Travel Business	9,636	9,336	96.9%	△ 300
Hotel Business	3,618	4,200	116.1%	582
Kyushu Sanko Group	806	870	107.9%	64
Others	504	685	135.9%	181
Adjustments and Eliminations, etc.	△ 2,938	△ 3,091	-	-
Ordinary Profit	11,381	11,500	101.0%	119
Net Profit Attributable to Parent Company Shareholders	4,719	△ 1,000	-	-
Dividend (Plans)	20 yen	25 yen	-	10 yen

Business Environments in the 4th Quarter

Travel Business: Trends in Demand Recovery for the 4Q (August–October)

FY26 4Q (Aug–Oct)	As of Sep 1
Asia	117.9%
Oceania & South Pacific	130.3%
Hawaii & Micronesia	96.9%
Europe, Middle East & Africa	107.3%
North, Central & South America	122.1%
Total	111.5%

(Transaction Volume)

Factors Further Boosting 4Q (3 Months Only) Sales and Profit Margins

Reduction in fuel surcharges

15,000 yen reduction per one-way trip for Europe, North America, and other regions (65,000 yen→50,000 yen)
In addition to capturing demand driven by a recovery in consumer sentiment, HIS Group will continue to strengthen sales for airlines that do not charge fuel surcharges and sales efforts for the Oceania region

Rapid V-shaped recovery following the resumption of tours using Middle Eastern airlines (resumed starting with August 7 departures)

Transaction volume for flights operated by Middle Eastern Airlines (as of September 1)

↳ **3Q (3 months only, May–July) 11.6% → August: 33.6% → September: 74.5% → October: 73.5%**

High unit price routes to Europe and the Middle East are rapidly returning to normal

Going forward, HIS Group will strengthen efforts to attract customers for tours to Europe, Turkey, and Egypt, including last-minute departures

Further strengthening of sales of high-value-added products

4Q (3 months only, Aug–Oct): Reservations for premium economy and business class seats remain strong at 126.2% year-on-year, which also contributed to an increase in transaction volume for guided tours (121.8% year-on-year)

HIS Group is continuously strengthening sales of “experience-focused products” such as tours to watch Major League Baseball games and Disney tours

Kyushu Sanko Group: Status & Impact of Kumamoto Earthquake

Infrastructure and major facilities returned to normal operations by September 1

↳ All express bus routes returned to their regular schedules as of September 1 (Resumption of services for the Nampu and Phoenix routes, among others, has been completed in stages)

↳ Major commercial facilities (Sakura Machi Kumamoto) and the retail area at Miyahara Service Area have also resumed operations

Impact on the current fiscal year’s financial performance

↳ HIS Group has implemented rapid infrastructure restoration and thorough cost control

↳ The impact on the current fiscal year’s financial performance is limited

Conclusion: Full-Year Forecasts Remain Unchanged

Kyushu Sanko Group’s higher-than-expected profits for the first three quarters

(1Q-3Q, operating profit at 114.1% of the plans) and the recovery in demand in the travel business (transaction volume at 111.5%), and expectations for an improvement in customer acquisition going forward, the full-year consolidated financial forecasts remain unchanged

Progress on the Shareholder Return Policy

- Implementation of Measures Under the New Mid-Term Business Plan -

■ Flexible Capital Policy

“Share Buybacks”

Maximum Number of Shares to be Purchased: 3 Million Shares
Maximum Purchase Amount: 2.5 Billion Yen

- Scale: 4.01% of total outstanding shares (*excluding treasury stock)
- Acquisition Period: August 4, 2026 – September 30, 2026
- Acquisition Method: Market purchases on the Tokyo Stock Exchange

Flexible capital policy and improvement in capital efficiency (ROE/ROIC)

■ Strengthening Shareholder Returns

“Significant Expansion of the Shareholder Benefit Program”

~ Plans to expand the shareholder benefit program starting in the first half of FY2027 ~

Annual Cap on Regular Benefits : Up to 100,000 yen, a significant increase

- ① Expansion of Categories: Subdividing and expanding the number of shareholding categories from 3 to 5
- ② Improved Convenience: Significantly extending the validity period from 1 year to 3 years
- ③ Long-Term Holding: Introducing a new benefit worth 3,000 yen per year for shareholders who have held shares continuously for 3 years or more
- ④ Expansion of Eligibility: Extending to include usage for group hotels, HIS Mobile, and other services
- ⑤ Special Programs: Initiatives for shareholders holding 1,000 or more shares (held from time to time)

Expanding the HIS Fan Community and Encouraging Mid/Long-Term Shareholding

Shareholder Return Policy: Comprehensive shareholder returns that contribute to the pursuit of an optimal capital structure and the enhancement of mid/long-term shareholder value

Supplementary Materials

[Supplementary Materials] Definitions of Accounting Standards

Effective from the 1Q of the fiscal year ended October 31, 2022, “The Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020) and others are applied. In "arranged travel," where only travel products such as airline tickets and hotels are provided, the gross profit amount is recorded as sales on the date of completion of the arrangement

■ Major Changes in the Travel Business

	① Amount of Net Sales Recognition		② Timing of Net Sales Recognition	
	Previous Standard	New Standard	Previous Standard	New Standard
Tours (Planned Travel)	Total Amount	「Transaction as a Principal」 = Total Amount (※1)	Departure Date	Progress Date (※2)
Airline Tickets (Arranged Travel)	Total Amount	「Transaction as an Agent」 = Net Amount	Departure Date	Arrangement Completion Date (※3)

※1. Fuel surcharges, airport fees, etc. are excluded because they are collections for third parties

※2. Revenue is recognized on a pro-rata daily basis over the travel period

※3. Under the contract with the customers, “the time when the arrangement is completed = arrangement completion date” is the time when HIS Group’s service provision is completed

※4. Incentives are treated as “arrangement sales” for arranged travel and as “purchase rebates” for planned travel

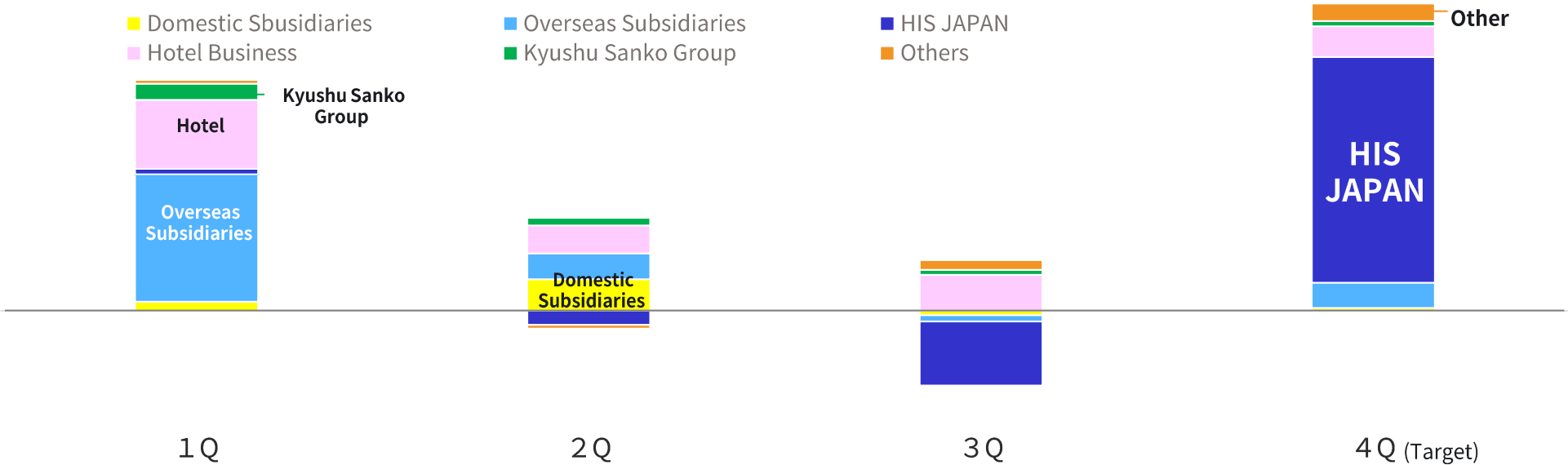
※5. The basic concept with regard to transactions other than travel is also the same (= to distinguish between “transaction as a principal” or “transaction as an agent”). In principle, all transactions (other than travel) are within the scope of the new standards, but are not applicable from the standpoint of materiality

[Supplementary Materials] Fiscal Year-Ends & Seasonality by Business Segment (Reference)

	1Q			2Q			3Q			4Q		
Travel (HIS JAPAN)	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Travel (Domestic Subsidiaries)	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Travel (Overseas Subsidiaries)	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Hotel (Japan, Taiwan, Turkey)	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Hotel (Overseas)	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Kyushu Sanko Group	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep

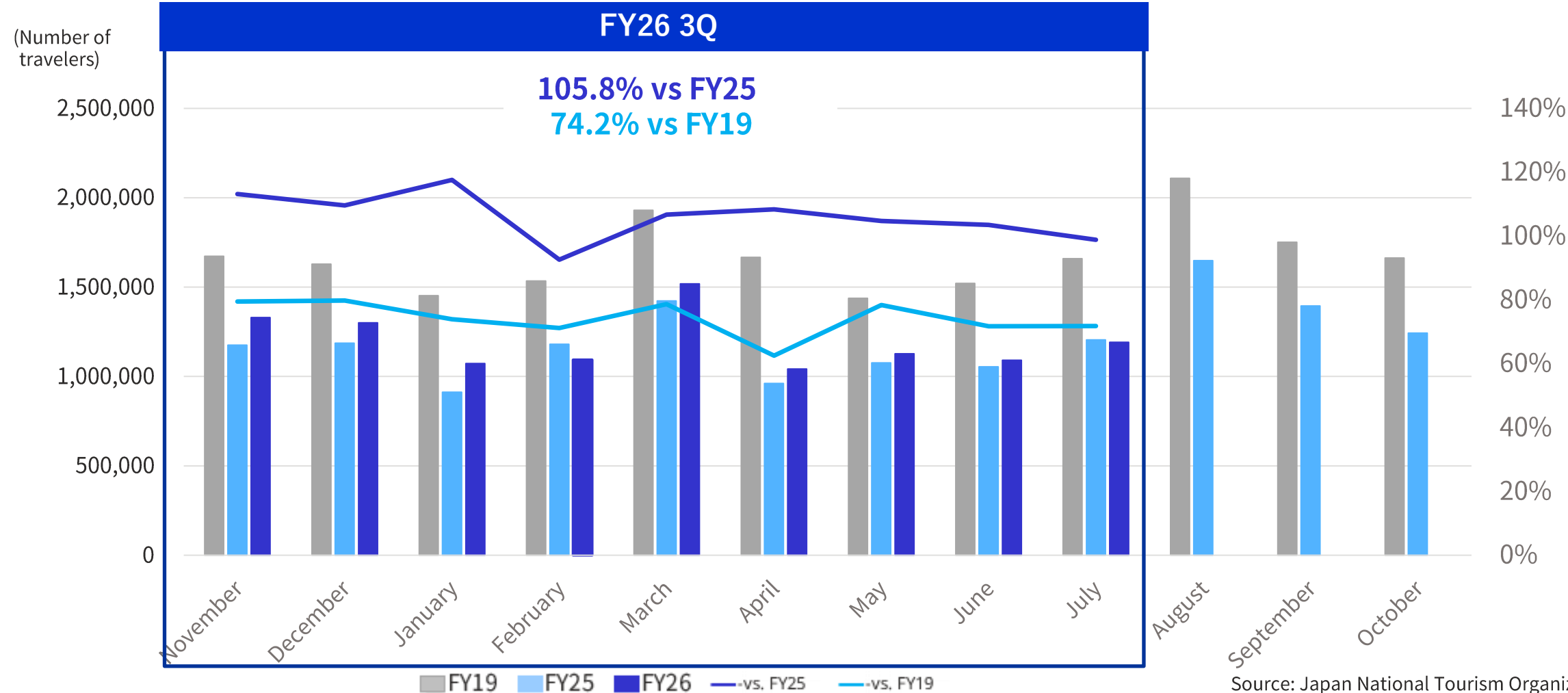
Off-SeasonNormal SeasonPeak Season

FY26 Trends in Operating Profit (Before Consolidation Adjustments)



[Travel Market Overview] Number of Japanese Outbound Travelers: 3-Year Comparison

■ The number of Japanese travelers departing from Japan **reached 10.76 million, 105.8% year-on-year**, despite the impacts of the situation in the Middle East and the sharp rise in fuel surcharges
Meanwhile, the number of inbound visitors to Japan reached 31.66 million (100.1% year-on-year), setting a new record high in the third quarter despite the impact of Japan-China relations



Source: Japan National Tourism Organization

[Supplementary Materials] Travel Business: Sub-Segment Quarterly Status (Previous Accounting Standards, Reference Amount)

(million yen)	FY19 (Previous Standards)					FY25 (Previous Standards)					FY26 (Previous Standards)				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
International Travel from Japan / Transaction Amount	87,899	110,754	86,748	116,545	401,948	66,234	73,810	62,598	94,765	297,409	74,170	74,847	67,131		
YoY	106.9%	114.5%	98.9%	97.0%	103.8%	112.6%	106.3%	106.7%	106.9%	107.9%	112.0%	101.4%	107.2%		
Fuel Surcharge (included in the transaction amount above)	6,030	8,005	4,308	6,957	25,302	7,189	7,235	6,884	8,521	29,831	6,566	7,212	8,104		
Domestic Travel in Japan / Transaction Amount	11,941	18,154	13,693	18,044	61,833	11,988	15,707	13,559	18,817	60,073	12,015	16,003	13,147		
YoY	101.4%	106.9%	99.3%	99.0%	101.7%	115.7%	110.0%	108.0%	105.7%	109.2%	100.2%	101.9%	97.0%		
Inbound Travel to Japan / Transaction Amount	7,116	8,075	8,375	6,464	30,032	3,194	5,022	3,887	4,478	16,582	2,986	5,218	3,889		
YoY	119.5%	105.6%	88.7%	77.8%	96.0%	142.1%	147.5%	122.6%	116.6%	130.9%	93.5%	103.9%	100.0%		

* Total transaction amount after offsetting internal transactions of HIS and its five group companies (Orion Tour, Qualita, Cruise Planet, Japan Holiday Travel, and HIS Okinawa)

	FY19 (Previous Standards)					FY25 (Reference Amount *)					FY26 (Reference Amount *)				
	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total	1 Q	2 Q	3 Q	4 Q	Total
Overseas Subsidiaries / Inbound Transaction Amount	54,059	34,389	40,965	51,247	180,663	52,010	30,154	33,567	46,593	161,741	54,514	32,685	33,569	49,246	170,016
YoY	122.7%	104.6%	107.0%	99.8%	108.9%	128.4%	121.7%	112.4%	114.1%	119.4%	106.0%	108.4%	100.0%	105.7%	105.1%
Overseas Subsidiaries / Outbound Transaction Amount	17,860	18,761	38,857	39,868	115,347	39,268	41,386	37,824	29,718	147,945	32,297	39,114	37,920	28,170	137,502
YoY	95.4%	93.0%	183.8%	203.5%	144.5%	87.7%	85.9%	76.9%	80.1%	82.6%	82.8%	94.5%	100.3%	94.8%	92.9%

* FY23 onward is a reference amount where the recognition standard of transaction amount is "the date of progress" for tour products (transaction as a principal) and "the date of completion of arrangements" for arranged tours (transaction as an agent)

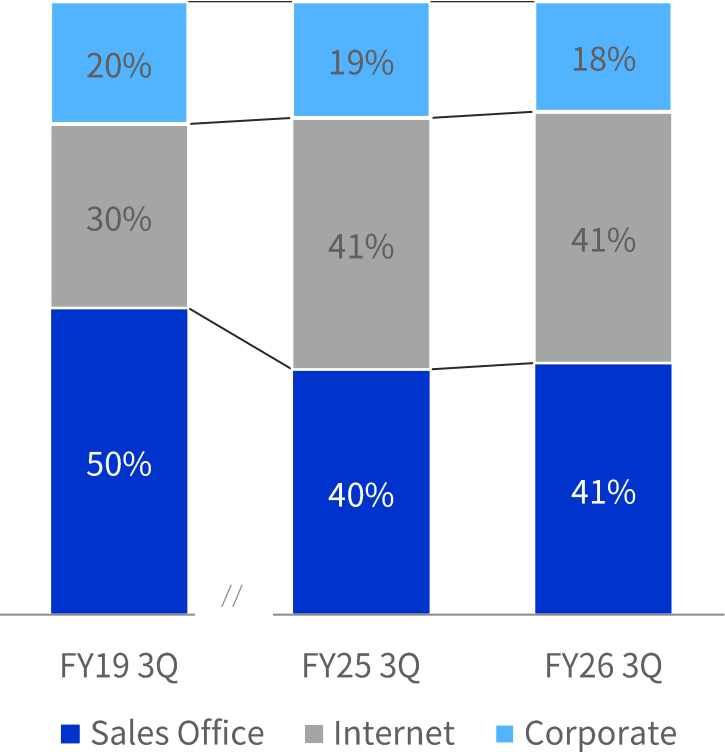
* Because the travel business overseas closes its books on July 31, FY26 shows the transaction amount from August 2025 to July 2026 (reference amount), excluding the transaction amount of non-travel business such as CCEL (language school)

* This is the transaction amount before offsetting internal transactions of 31 HIS overseas subsidiaries and 4 brands of overseas subsidiaries (MIKI Group, MERIT TRAVEL、JONVIEW CANADA、RED LABEL VACATIONS)

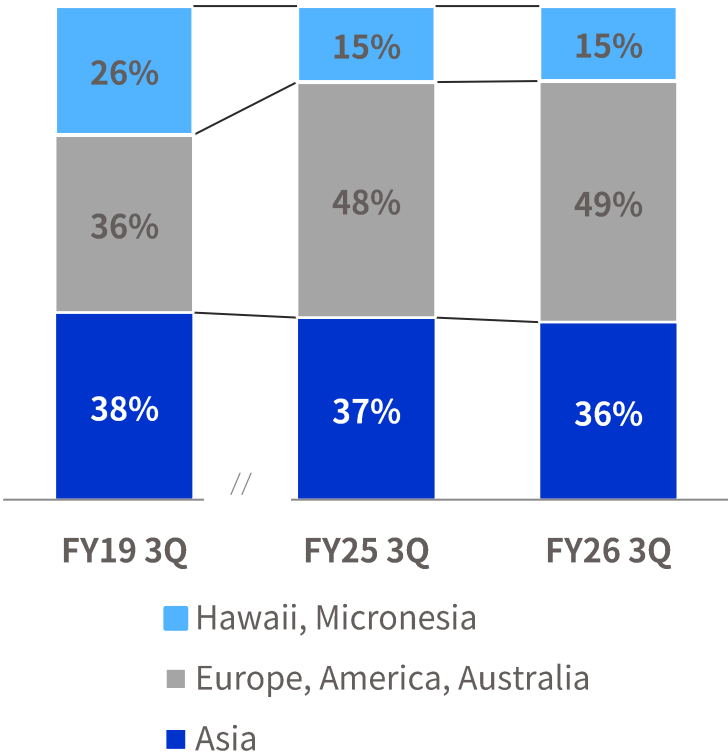
* Adjusted transaction amount is stated following the integration of certain HIS European subsidiaries with MIKI Group

[Supplementary Materials] International Travel Composition (Previous Accounting Standards)

■ By Channel

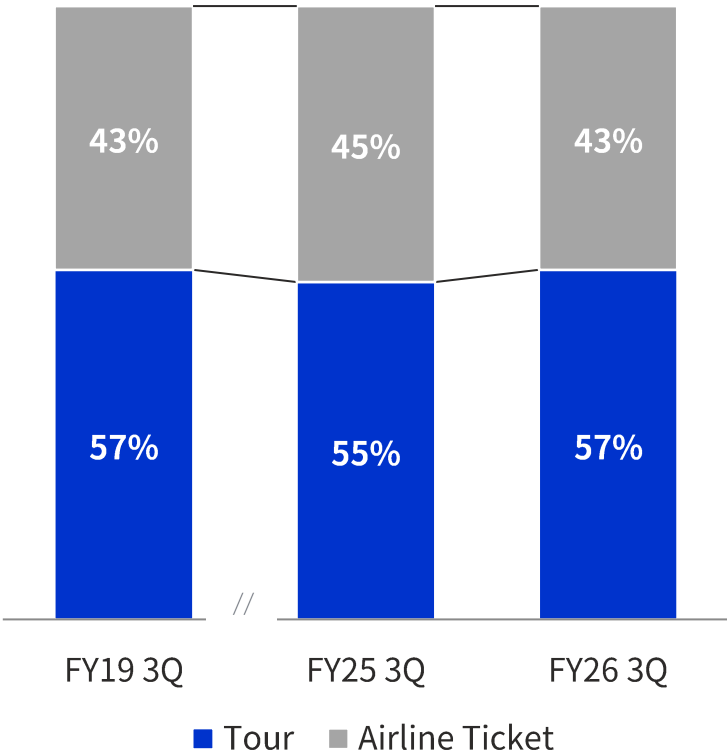


■ By Destination



■ By Travel Product Type

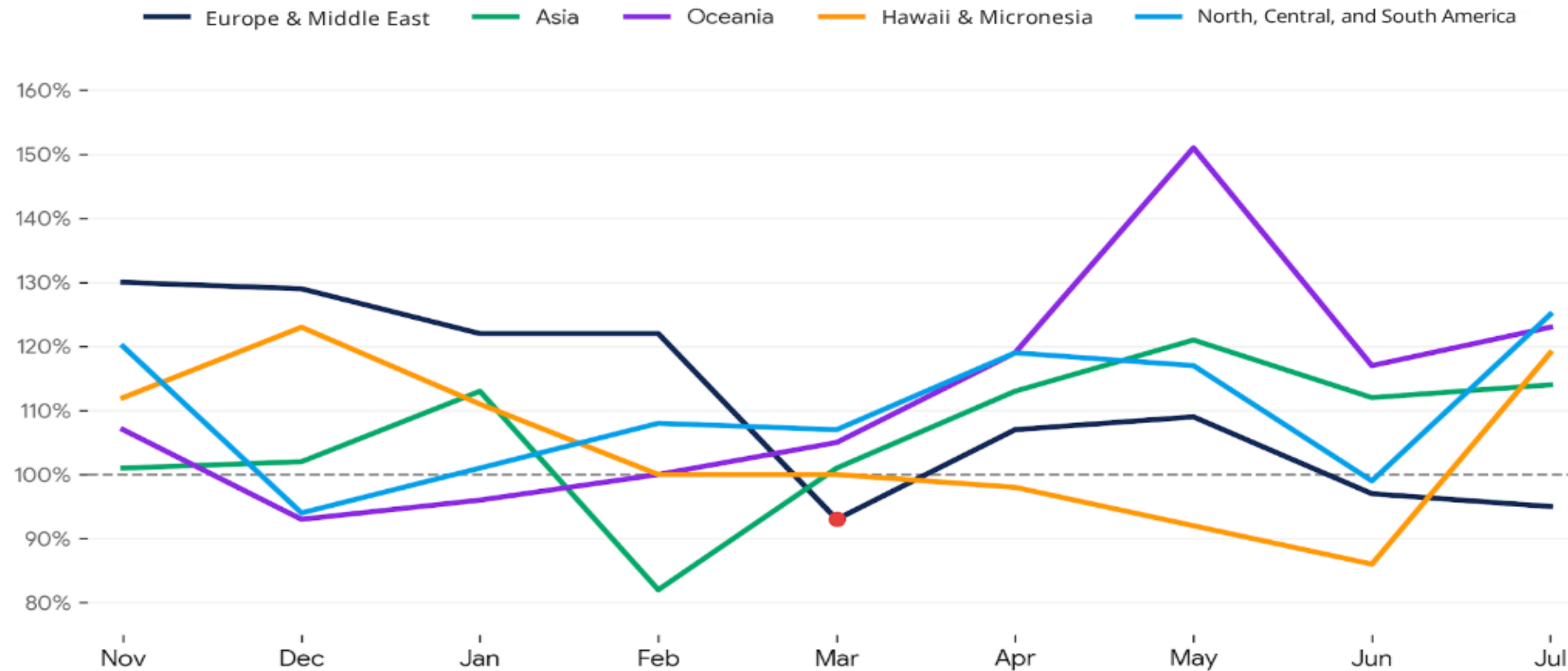
* Agent-organized type air + hotel included



Trends in Transaction Volume for International Travel from Japan by Destination

- Overall, the trend of exceeding the previous year's figures continues. Travel to Oceania is driving strong growth by capturing demand, while Hawaii and Micronesia also saw a significant V-shaped recovery, reaching 119% in July
- For travel to Europe and the Middle East, despite a temporary recovery in April and May under the impact of the situation in the Middle East, performance has once again been sluggish since June, due to the impact of high fuel prices

■ Trends in Transaction Volume by Destination (Year-on-Year Comparison)

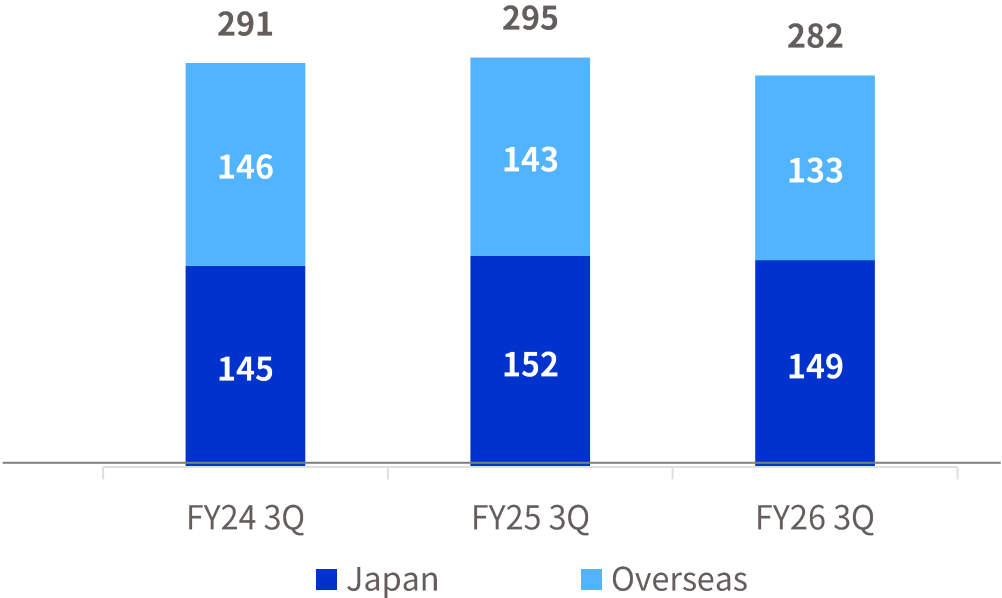
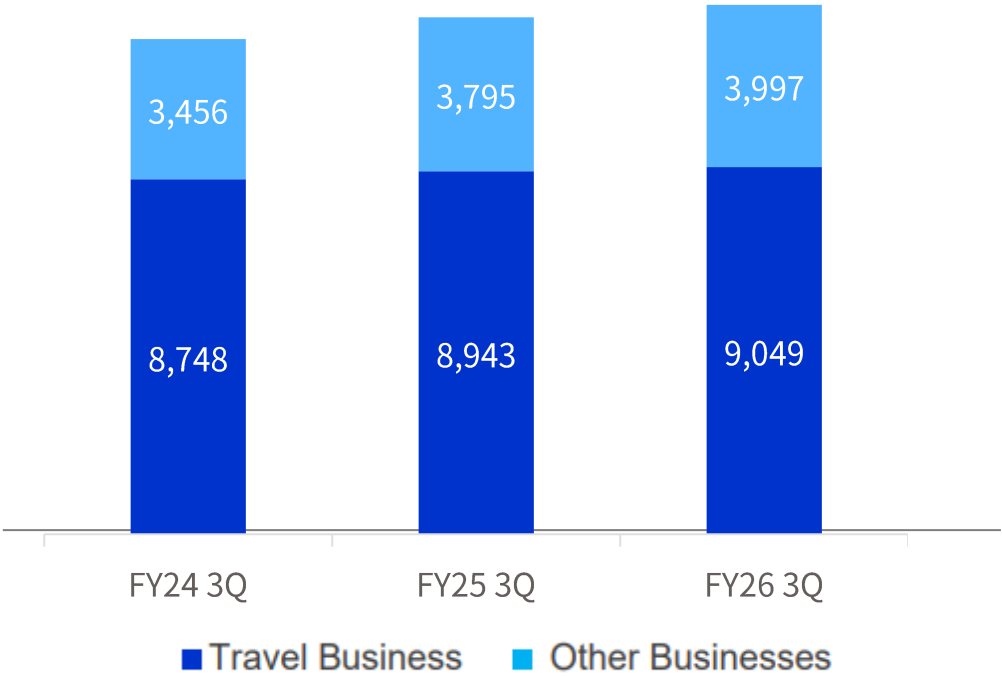


*Based on the previous standards, transaction volume

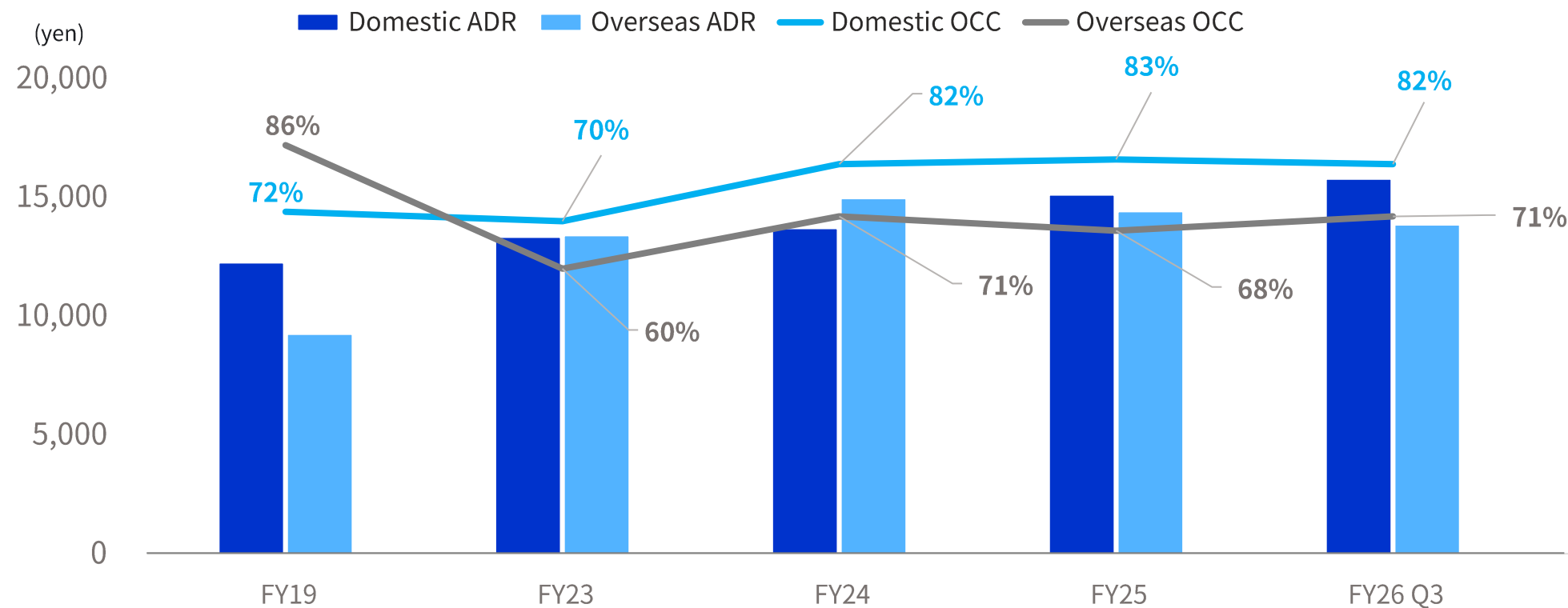
[Supplementary Materials] Number of Employees and Sales Offices

■ Number of Group Employees

■ Number of Sales Offices



[Supplementary Materials] Hotel Business: Trends in Domestic and Overseas ADR and OCC



Number of Hotels	Domestic	12	24	24	24	26
	Overseas	15	18	18	19 (*)	19
	Total	27	42	42	43	45
Number of Rooms	Domestic	1,479	2,844	2,844	2,844	3,005
	Overseas	1,870	2,202	2,202	2,501	2,497
	Total	3,349	5,046	5,046	5,341	5,502

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