

Financial Results for FY2021 March



OpenDoor Inc.
(Stock Code: 3926)

1. Highlights
2. Impact of COVID-19 Pandemic
3. FY2021 March: Financial Overview
4. FY2021 March: Main Initiatives
5. FY2022 March: Financial Projections
6. Main Future Initiatives
7. Reference Materials

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2. Impact of COVID-19 Pandemic
3. FY2021 March: Financial Overview
4. FY2021 March: Main Initiatives
5. FY2022 March: Financial Projections
6. Main Future Initiatives
7. Reference Materials

■ Impact of COVID-19 Pandemic

- According to Japan Tourism Agency's "Preliminary Report on Travel Services Provided by the Major Travel Agencies," overseas travel demand continued to be significantly affected by the COVID-19 pandemic, although domestic travel demand showed a recovery trend until November due to the effects of the Go To Travel campaign, and after December, it also decreased again significantly due to the temporary suspension of Go To Travel campaign caused by the re-spread of COVID-19 and the declaration of the state of emergency in early January.

* See Page 5 "Impact of COVID-19 Pandemic."

■ Results for FY2021 March

- Sales: **1,122 million yen (down 77.3% YoY)**; total cost: 1,894 million yen; operating profit: **-772 million yen (1,538 million yen YoY)**
- While overseas travel continued to be restricted, domestic travel showed a temporary recovery trend in the Go To Travel campaign; however, sales and operating profit were largely affected by the prolonged COVID-19 pandemic as a result of the re-spread of COVID-19 and the accompanying declaration of a state of emergency.

*4Q: Sales: 232 million yen (down 76.7% YoY); total cost: 480 million yen; operating profit: -248 million yen (-79 million yen YoY)

■ FY2022 March: Financial Projections

- Because it is difficult to predict the impact of COVID-19 on the travel market, the Company's earnings forecast for the fiscal year ending March 2022 is currently "to be determined" and will be released when it becomes reasonably predictable.
- However, although there are still uncertain factors, if vaccination proceeds smoothly, demand for domestic travel is expected to recover significantly toward the end of the year, and demand for overseas travel is expected to recover significantly from next year onward.
- Looking ahead to the post-COVID-19 era, we will increase the number of employees, speed up development, and further strengthen our competitiveness by enriching services, etc. to catch demands in the recovery phase and to respond to new travel needs for the time when demand returns.

*FY2021 March: Capital-to-asset ratio is 92.7%; Cash and deposits balance at the end of the period is approx. 2.9 billion yen.

(The payment of approximately 1.5 billion yen was completed on January 12, 2021 for underwriting of the third-party allotment of new shares by VELTRA Corporation. *Reference materials page 19)

*Number of employees: A total of 195 at the end of March 2021, and 179 at the end of March 2020

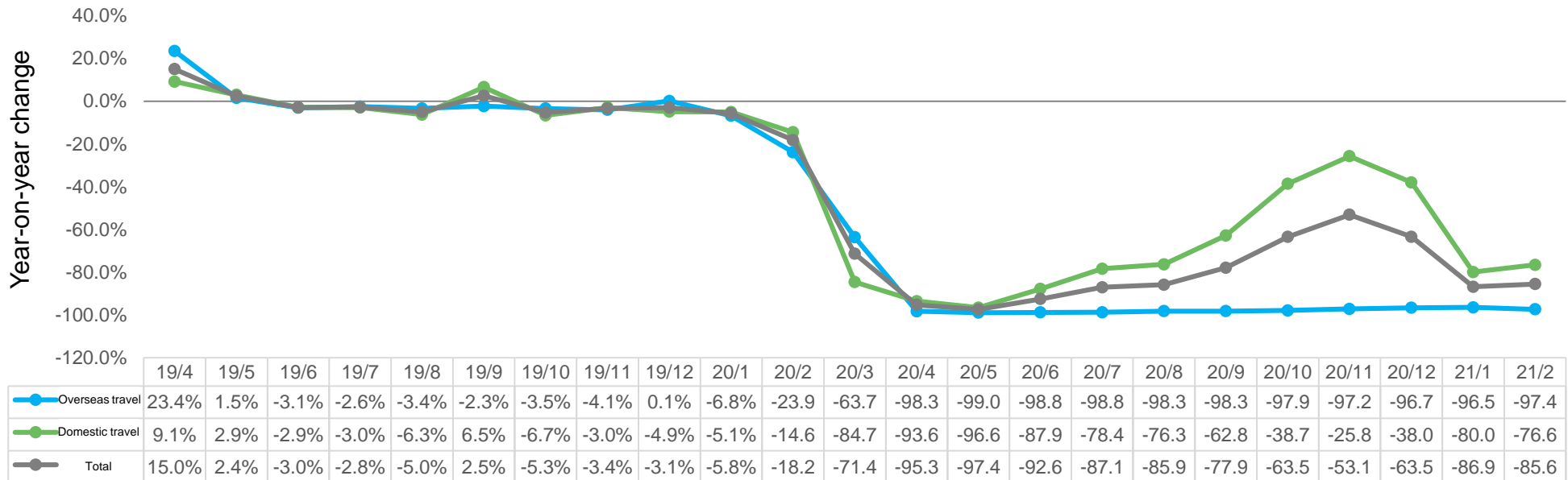
1. Highlights
- 2. Impact of COVID-19 Pandemic**
3. FY2021 March: Financial Overview
4. FY2021 March: Main Initiatives
5. FY2022 March: Financial Projections
6. Main Future Initiatives
7. Reference Materials

Impact of COVID-19 Pandemic

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* "Total" on the chart indicates total sales calculated by our company by combining overseas and domestic travel sales of major travel agencies.

Year-on-Year Changes in Total Monthly Sales of Major Travel Agencies



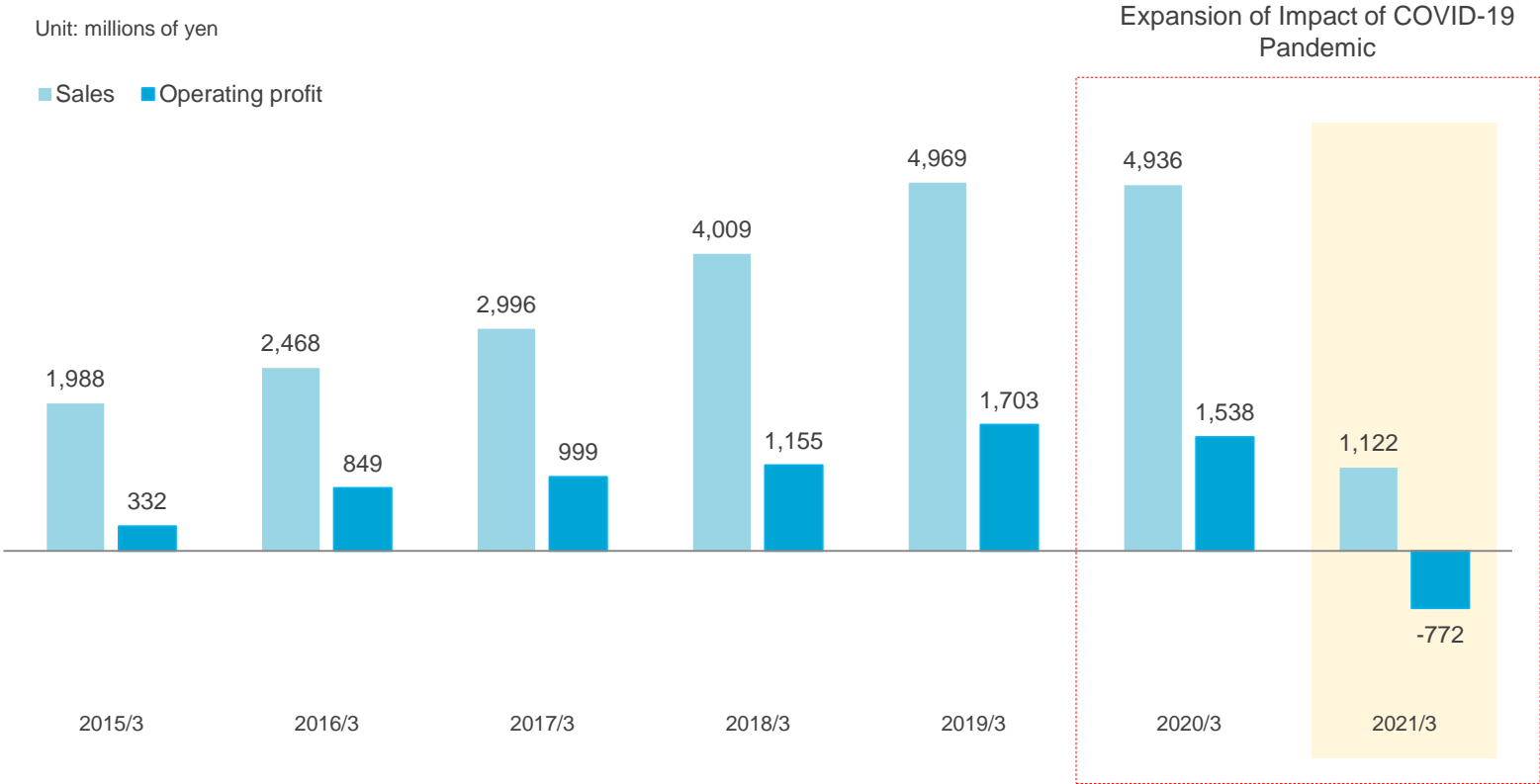
Source: Compiled by the Company based on Japan Tourism Agency's "Preliminary Report on Travel Services Provided by the Major Travel Agencies."

1. Highlights
2. Impact of COVID-19 Pandemic
- 3. FY2021 March: Financial Overview**
4. FY2021 March: Main Initiatives
5. FY2022 March: Financial Projections
6. Main Future Initiatives
7. Reference Materials

FY2021 March: Financial Overview/Trends in Results



- Both sales and operating profit significantly fell due to the impact of prolonged COVID-19 pandemic.



FY2021 March: Financial Overview (Cumulative Period)

- While overseas travel continued to be restricted, domestic travel showed a temporary recovery trend in the Go To Travel campaign; however, sales and operating profit were largely affected by the prolonged COVID-19 pandemic as a result of the re-spread of COVID-19 and the accompanying declaration of a state of emergency.
- In view of the impact of COVID-19, the Company restrained TV commercials, resulting in a significant decrease in selling, general, and administrative expenses.

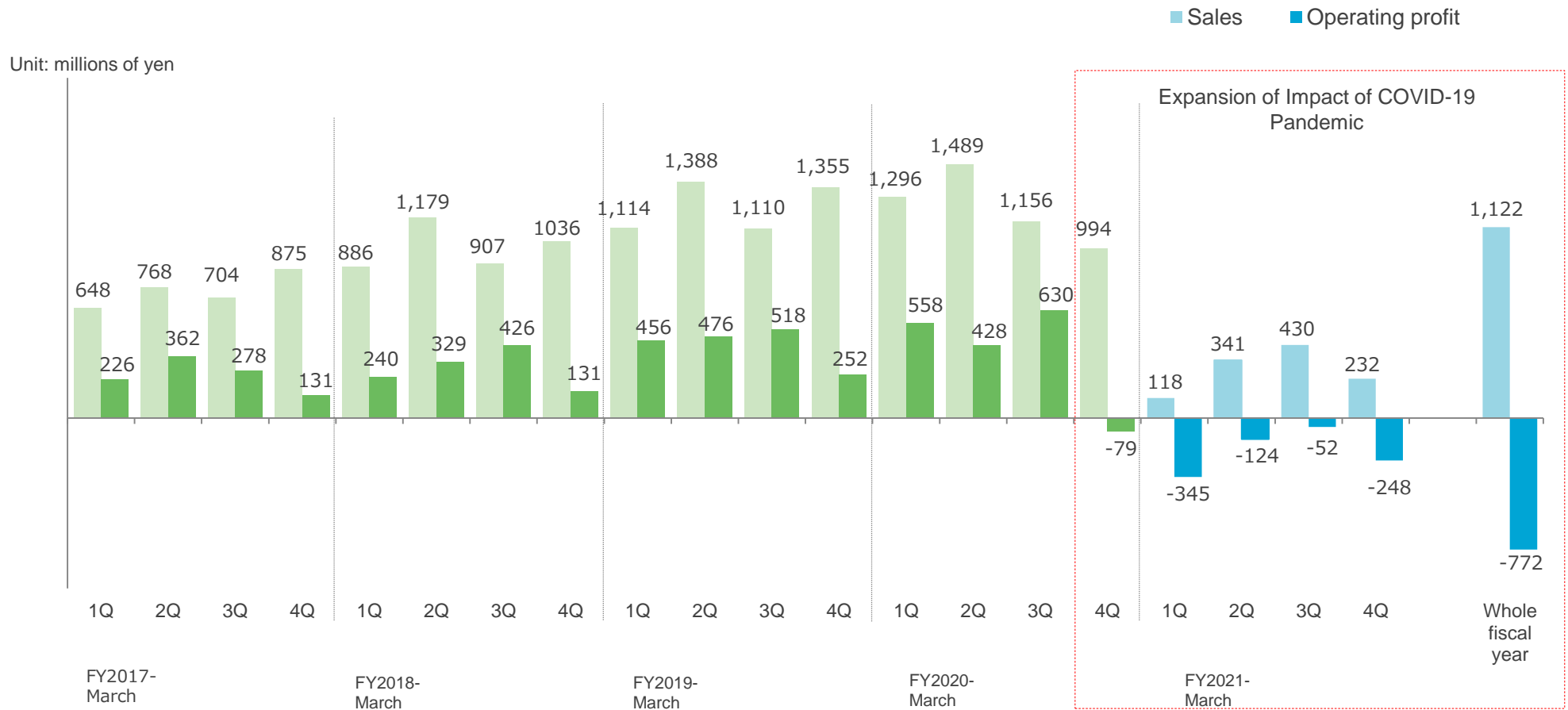
Unit: millions of yen

	FY2020/3 Results	FY2021/3 Results	Amount of change	YoY
sales	4,936	1,122	-3,814	-77.3%
Cost of sales	651	647	-4	-0.6%
Gross profit	4,285	475	-3,810	-88.9%
Selling, general and administrative expenses	2,746	1,247	-1,499	-54.6%
Operating profit	1,538	-772	-2,310	-
Ordinary profit	1,540	-708	-2,249	-
Net incomes	925	-652	-1,577	-
Operating margin	31.2%	-	-	-

FY2021 March: Financial Overview/Trends in Quarterly Results



- Although there was a recovery trend up to the third quarter due to the effects of Go To campaign, the fourth quarter fell due to the significant impact of the declaration of a state of emergency.
- Sales trends differ significantly from usual years due to the large impact of the prolonged COVID-19 pandemic throughout the year.



FY2021 March Financial Overview / 4Q

- In terms of sales, although there was a temporary recovery trend in domestic travel in the third quarter due partly to the effects of the Go To campaign, sales in the fourth quarter dropped due to the significant of the re-spread of COVID-19 and the accompanying declaration of a state of emergency.
- Selling, general and administrative expenses were suppressed to the same level as in 3Q.

Unit: millions of yen

	4Q FY2020/3 Results	4Q FY2021/3			*Reference 3Q FY2021/3 Results	YoY
		Results	Amount of change	YoY		
sales	994	232	-762	-76.7%	430	-62.8%
Cost of sales	151	169	+17	+11.9%	163	-3.5%
Gross profit	842	62	-780	-92.6%	266	-73.0%
Selling, general and administrative expenses	922	311	-611	-66.3%	319	-10.4%
Operating profit	-79	-248	-169	-	-52	-
Ordinary profit	-78	-243	-165	-	-44	-
Net incomes	-85	-152	-66	-	-54	-

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2. Impact of COVID-19 Pandemic
3. FY2021 March: Financial Overview
- 4. FY2021 March: Main Initiatives**
5. FY2022 March: Financial Projections
6. Main Future Initiatives
7. Reference Materials

- Added the functions to narrow down and view Go To Travel campaign eligible plans. Comparisons are made available also at discounted rates.
- A comparison of online experience tours overseas has been newly established amid continuing restrictions on overseas travel.
- Expanding the functions of each menu, including domestic optional tours.
- Accelerated cooperation between each menu and new reservation sites.

Go To Travel

Eligible plan narrowing down function and reservation procedure information of each company

The screenshot shows the 'Go To Travel' search results page. It features a search bar with 'Go To 対象プランのみ表示' and '国内ホテルのGo To トラベル情報'. Below the search bar, there are filters for '1~14件 (全14件)' and '価格クラス順'. A listing for 'ホテルオークラ東京ベイ' is shown with details like '千葉県 > 東京ディズニーリゾート' and 'アクセス: JR京葉線舞浜駅から徒歩1.25km'. A 'Go To' badge is visible on the listing, and a '予約サイトへ移動' button is at the bottom.

New Service

Cross-comparison of overseas online experience tours

The screenshot shows the 'New Service' page with a header 'トラベルコム TRAVELKO'. The main content area is titled '観光ツアー・街歩き' and 'オンライン体験ツアーとは?'. It includes a search bar for 'キーワード検索・絞り込みなど' and a list of tours. One featured tour is '【オンライン・アカデミー】ゆきえと北歐街歩き旅〜驚異的で美しい自然の魔法「世界最大の神祕の島グリーンランド」縮<Zoom>4月&5月限定催行! はじめましてグリーンランド! 特別価格'. A '予約サイトへ移動' button is prominently displayed.

Functional Expansion

Word-of-mouth information indicated in the list of domestic optional tours

The screenshot shows the 'Functional Expansion' page with a header 'トラベルコム TRAVELKO'. The main content area is titled '国内旅行 遊び・体験 全国のプラン一覧'. It includes a search bar for '全国のプラン一覧' and a list of tours. One featured tour is '【那覇発/慶良間開催/1日】体験ダイビング+シュノーケリング+無人島上陸 or ホエールウォッチング'. A '予約サイトへ移動' button is prominently displayed.

Expansion of Cooperation

Expanding cooperation with overseas OTA with domestic airline tickets

The screenshot shows the 'Expansion of Cooperation' page with a header 'トラベルコム TRAVELKO'. The main content area is titled '国内格安航空券 東京発 福岡着 格安航空券一覧 予約サイト選択'. It includes a search bar for '予約サイト選択' and a list of options. One featured option is '往路 07/27(水) MMS21 コロナ対策 往路 07/29(木) MMS20 コロナ対策'. A 'このサイトで予約する' button is prominently displayed.

1. Highlights
2. Impact of COVID-19 Pandemic
3. FY2021 March: Financial Overview
4. FY2021 March: Main Initiatives
- 5. FY2022 March: Financial Projections**
6. Main Future Initiatives
7. Reference Materials

■ FY2022 March: Financial Projections

It is difficult to properly and reasonably predict the results for the year ending March 2022, since the impact of the COVID-19 pandemic on the tourism market remains difficult to foresee.

Therefore, financial projections for FY2022 March are yet “to be determined” at the present moment, and will be announced when they become reasonably predictable.

■ Impact of COVID-19 on Future Travel Demand and Our Initiatives

There are still many uncertainties, and it is difficult to forecast the business results. However, if vaccination proceeds smoothly, demand for domestic travel is expected to recover significantly toward the end of the year, and demand for overseas travel is expected to recover significantly from next year onward.

With regard to Travelko, looking ahead to the post-COVID-19 era, we will increase the number of employees, speed up development, and further strengthen our competitiveness by enriching services, etc. to catch demands in the recovery phase and to respond to new travel needs for the time when demand returns.

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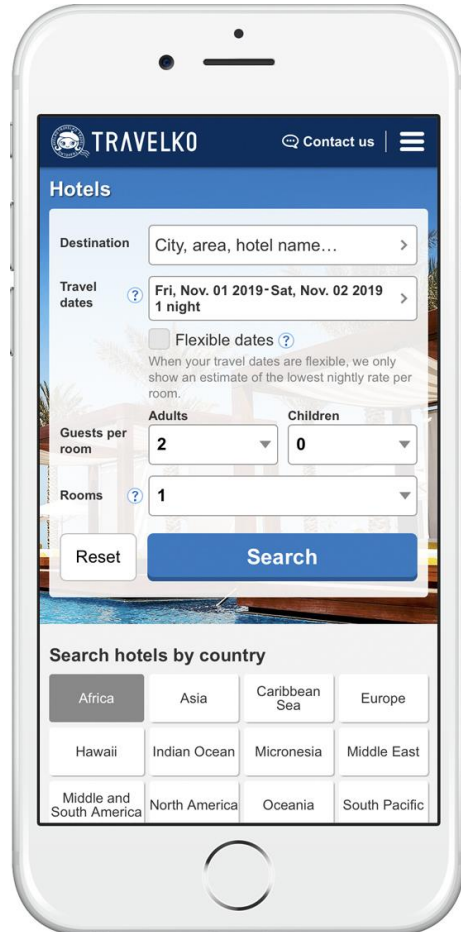
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7. Reference Materials



- Enrich new products and related information towards the post COVID-19 market, including the “Go To Travel” campaign
- Offer promotions in response to the market needs in the recovery phase of tourism demand
- Renewal and function enhancement of existing menus
- Expanding information on popular domestic and overseas tourist spots
- Expansion of word-of-mouth and evaluation services for each menu
- Expand the range of cross-comparison services (Vacation rentals, travel insurance, outdoor activity, etc.)



- Reinforcement of COVID-19 related information
- Establish price advantage by strengthening affiliation with local major websites
- Enhancement of user Interface and localization
- Release the TRAVELKO (Global site) app
- Expansion of tourism information

1. Highlights
2. Impact of COVID-19 Pandemic
3. FY2021 March: Financial Overview
4. FY2021 March: Main Initiatives
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Underwriting of Capital Increase through Third-party Allotment by VELTRA Corporation

- We underwrote a third-party allotment capital increase of VELTRA Corporation, which operates a booking site for overseas optional tours and activities.
- We plan to focus on optional tours both in Japan and overseas from the next fiscal year and to further improve the convenience of our users by deepening cooperation with VELTRA Corporation, which is strong in this field (we have plans to strengthen domestic optional tours, too).

■ Company Overview of VELTRA Corporation (As of December 31, 2020)

Company name	VELTRA Corporation
Location	1- 18 -1 Kyobashi, Chuo-ku, Tokyo
Description of business	Operation of overseas optional tour and activity booking site "VELTRA", etc.

■ Date of acquisition, Acquisition cost, Number of shares acquired, and Ownership ratio after acquisition

Date of share acquisition	January 12, 2021
Acquisition cost	1,508.8 million yen
Number of shares acquired	4,100,000 shares of common stock
Ownership ratio after acquisition *	12.41%

*Calculated by adding the total number of outstanding shares, etc. of VELTRA as of November 30, 2020 (28,929,600 shares) as stated in the annual securities report submitted by VELTRA on December 25, 2020, and the number of new shares issued under the third-party allotment capital increase (4,100,000 shares).

We believe that this will have only a minor impact on our company's business results, but we will promptly disclose any information that should be disclosed.

FY2021 March / Balance Sheet

- Capital-to-asset ratio is kept high at 92.7%.
- Cash and deposits balance at the end of the period is approx. 2,918 million yen.
- Non-current assets balance is 2,989 million yen, due to acquisition of VELTRA shares, etc.
- Despite the impact of COVID-19, the balance of net assets increased to 6.21 billion yen due to unrealized gains on investment securities.

Unit: millions of yen	End of March 2020 Results	End of March 2021 Results	Amount of change
Current assets	6,182	3,706	-2,475
Cash and deposits	5,650	2,918	-2,732
Other	531	788	+256
Non-current assets	562	2,989	+2,427
Total assets	6,744	6,696	-48
Current liabilities	565	117	-447
Non-current liabilities	55	368	+312
Total liabilities	620	485	-134
Net assets	6,123	6,210	+86
Capital	648	648	-
Capital surplus	473	473	-
Retained earnings	5,018	4,366	-652
Other	-15	722	+738
Total liabilities and net assets	6,744	6,696	-48

FY2021 March: Key Components of Cost of Sales and Selling, General, and Administrative Expenses



- In view of the impact of COVID-19, TV commercials were not conducted and other promotions were conducted in response to travel demand, resulting in a significant decrease in advertising costs.

Unit: millions of yen	FY2020/3		FY2021/3			
	Results	% of sales	Results	Amount of change	YoY	% of sales
Cost of sales	651	13.2%	647	-4	-0.6%	57.7%
Labor costs	467	9.5%	461	-6	-1.3%	41.1%
Other	184	3.7%	186	+1	+1.0%	16.6%
Selling, general and administrative expenses	2,746	55.6%	1,247	-1,499	-54.6%	111.1%
Personnel expenses	738	15.0%	776	+37	+5.1%	69.2%
Advertising costs	1,537	31.1%	97	-1,440	-93.7%	8.7%
Other	470	9.5%	373	-97	-20.6%	33.3%

FY2021 March / Cash Flow Statement

- Cash and cash equivalents decreased by 2,732 million yen to 2,918 million yen.
- Expenditure of 1,508 million yen on purchase of new shares issued by VELTRA Corporation through third-party allotment

Unit: millions of yen	FY2020/3 Results	FY2021/3 Results	
Cash flows from operating activities	+980	-1,154	Net income before tax -708 million yen Income taxes paid -489 million yen
Cash flows from investing activities	-49	-1,578	Purchases of investment securities -1,508 million yen
Cash flows from financing activities	+0	-	—
Effect of exchange rate change on cash and cash equivalents	-0	-	—
Amount of change in cash and cash equivalents	+931	-2,732	—
Balance of cash and cash equivalents at the beginning of the period	4,719	5,650	—
Balance of cash and cash equivalents at the end of the period	5,650	2,918	—

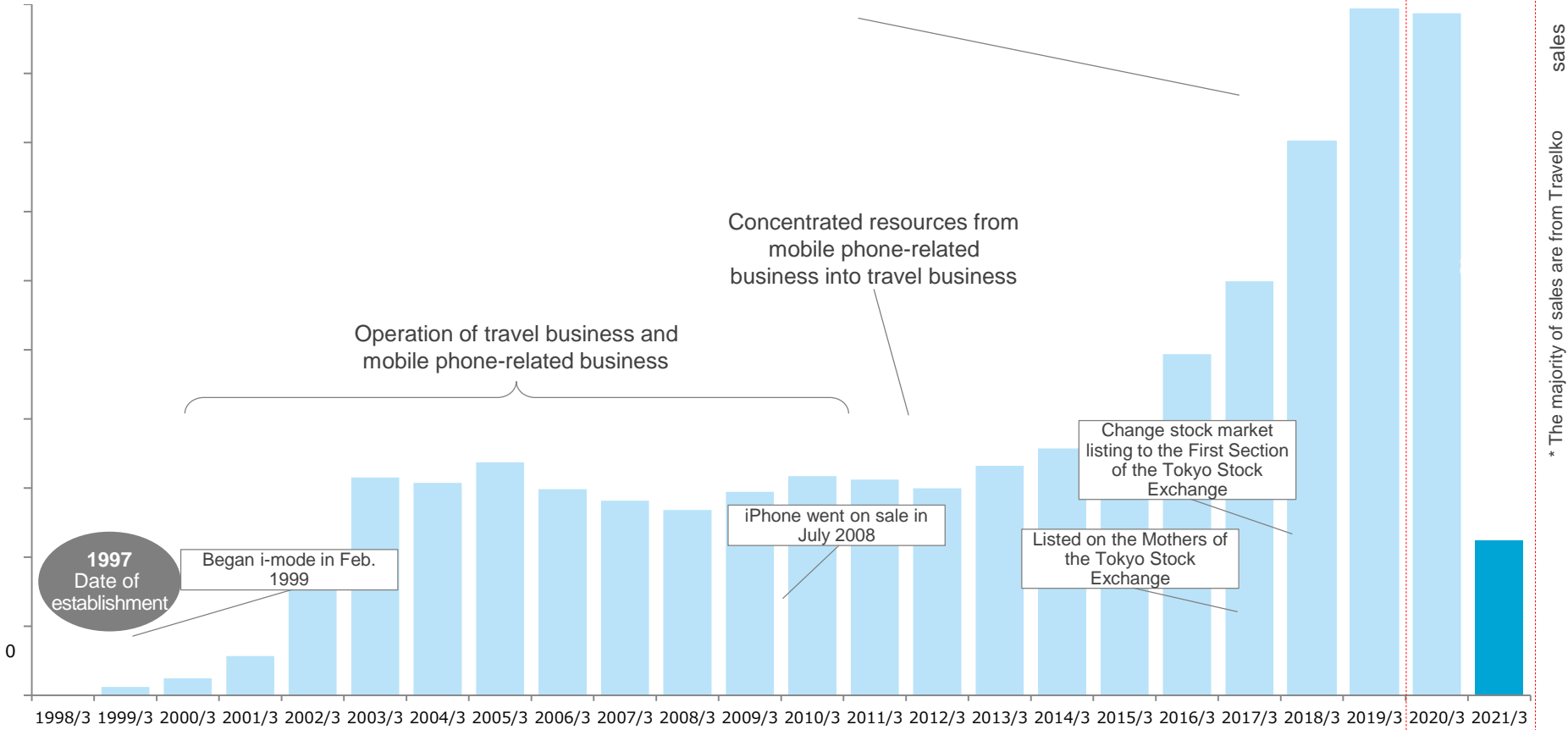
Company name	OpenDoor Inc.
Date of establishment	April 1997
Representative	Daisuke Sekine, President and Representative Director
Capital	648 million yen
Stock exchange	Tokyo Stock Exchange First Section (Stock code: 3926)
Description of business	Travel comparison site Travelko Global travel comparison 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 195 employees

Progress and Sales Trends

Unit: millions of yen

Our aim has been to help customers to find **the most affordable trip** that meets their requirements, by revising all of our products and improving the lineup.

Impact of prolonged COVID-19 pandemic worldwide



Services / Travel Comparison Site Travelko

A travel comparison site that allows you to search and compare products from more than 1,500 booking websites

理想の旅を、いちばん安く。
トラベルコ
TRAVELKO

運営会社：株式会社オープンドア(東証一部)
初めての方へ よくある質問 メルマガ

不具合・要望
予約サイトでのトラブル

国内 **海外** ホテル ツアー その他 旅行ガイド他 履歴 お気に入り (0)

JTB、HIS、一休.com、楽天トラベル、Expedia、Booking.comなど、
国内外1,500以上の旅行サイトを比較！

プレスリリース 2020年 オリコン顧客満足度調査「航空券」「ホテル」「ツアー」比較サイト全3分野で第1位を獲得

国内旅行		海外旅行	
国内ホテル	国内格安航空券	海外オンライン体験ツアー 自宅に居ながら 海外旅行が味わえる	
国内ツアー	国内航空券+ホテル	海外ホテル	海外格安航空券
新幹線+ホテル	国内レンタカー	海外ツアー	海外航空券+ホテル
夜行バス・高速バス	遊び・体験	オプションツアー	海外Wi-Fiレンタル
日帰りバスツアー	ファイナルコール	ファイナルコール	

LINE スタンプ 販売中!
全40種類!ご購入はこちらから

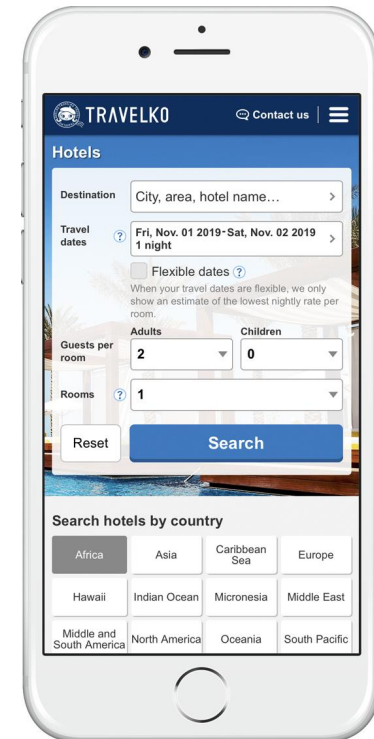
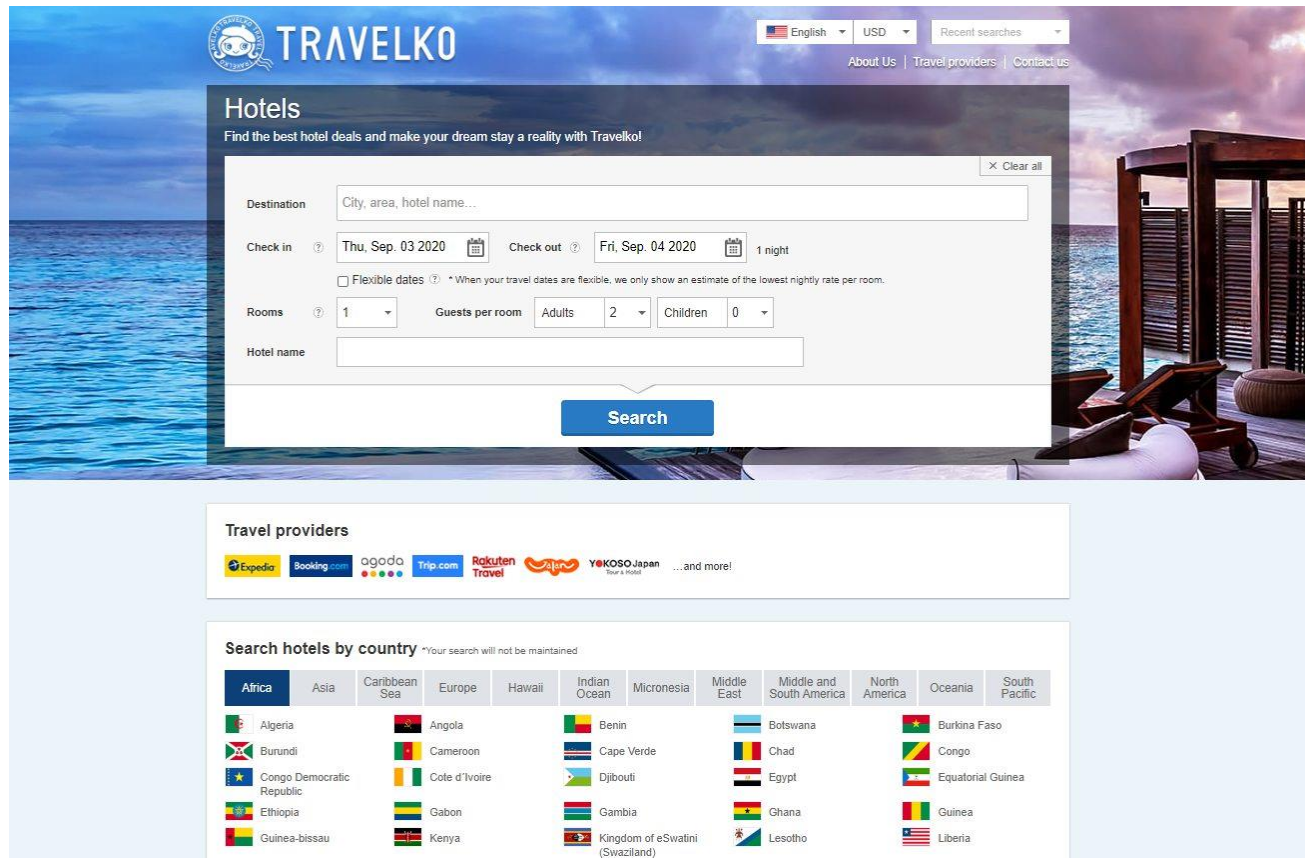
トラベルコちゃんが登場!

トラベルコの旅行比較をアプリでも!



Services / Travel Comparison Site Travelko (Global site)

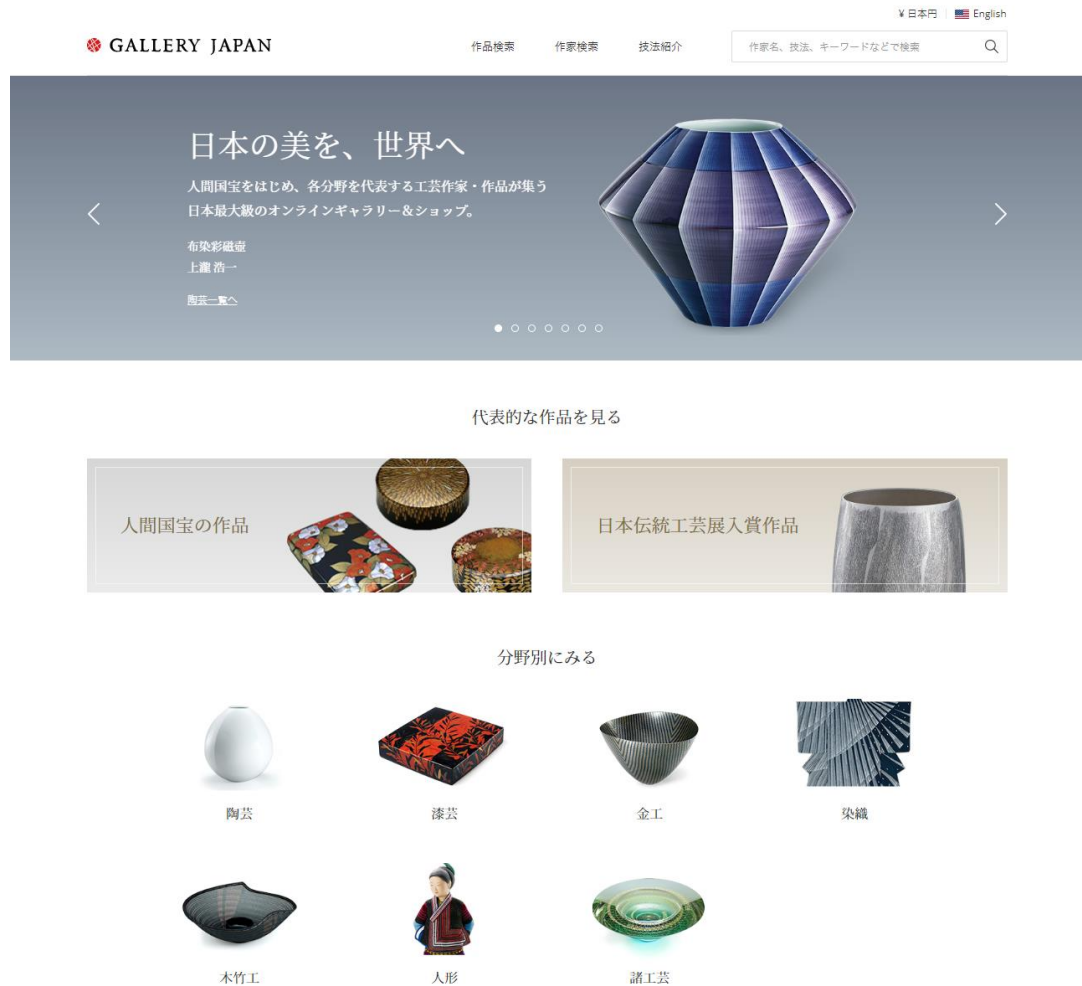
The global version of TRAVELKO, targeted at overseas and inbound markets.



Supported languages

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

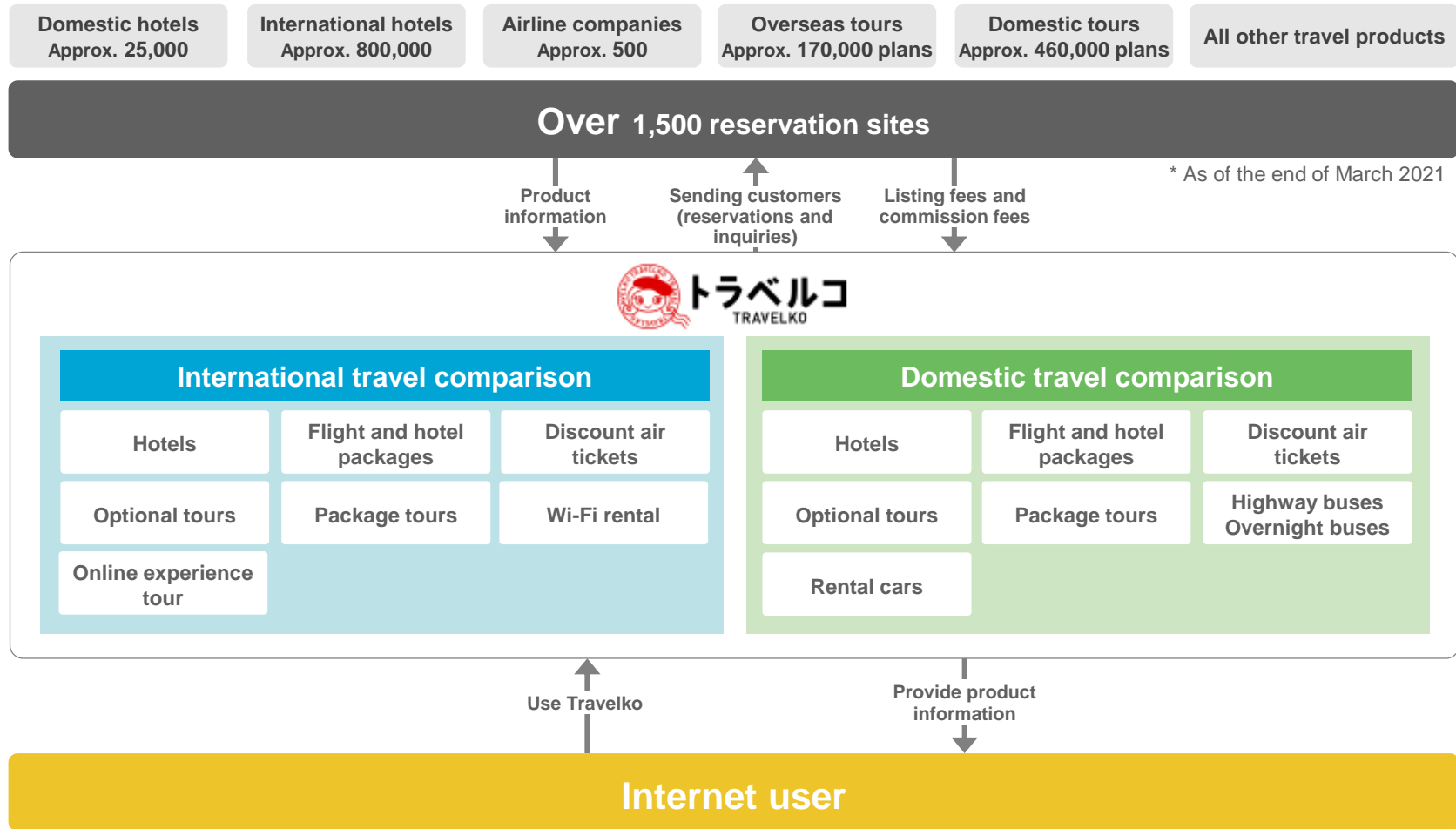
A site targeted at overseas and inbound markets, which introduces traditional crafts of Japan to the rest of the world



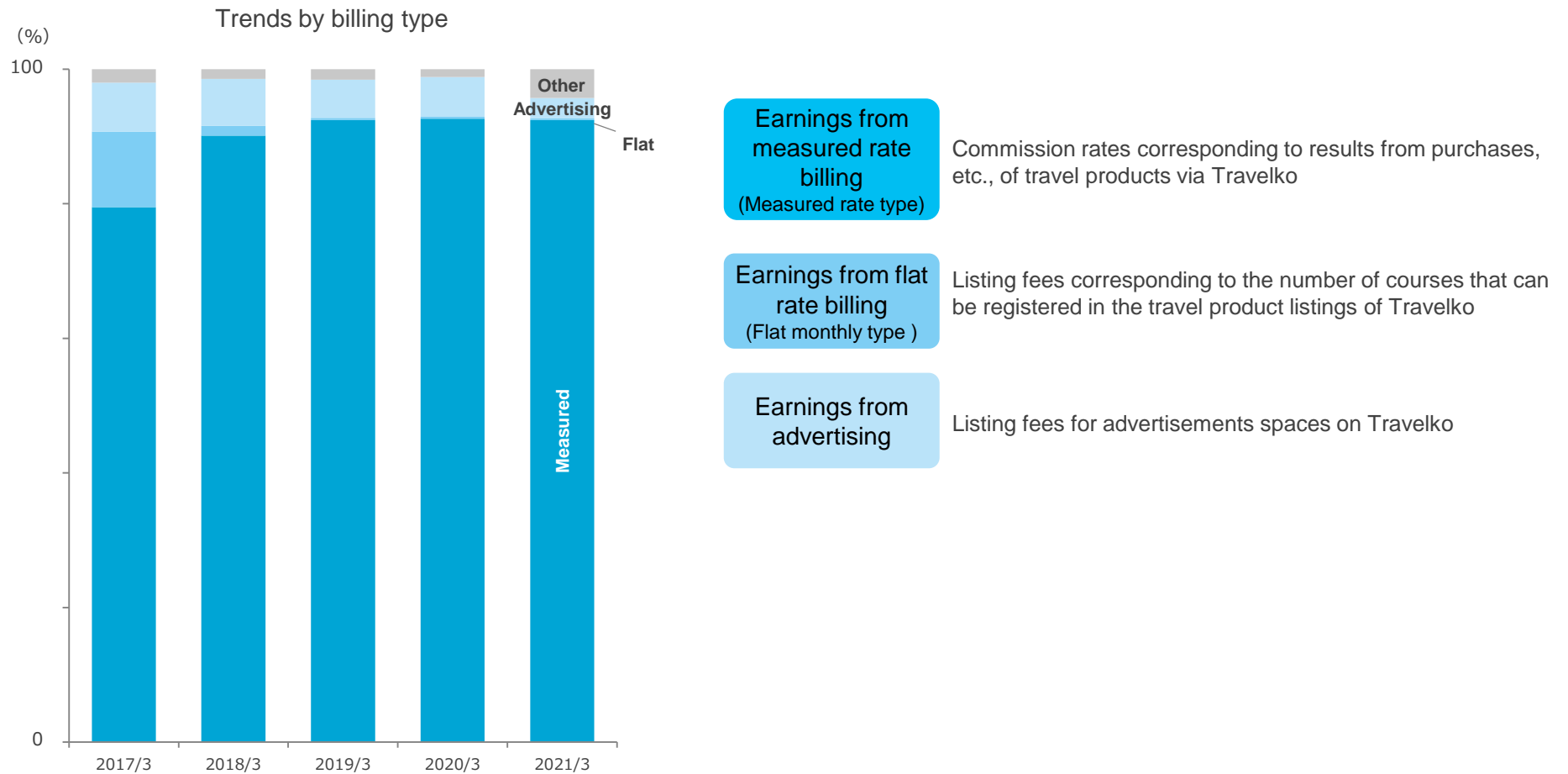
Supported languages

English
Japanese

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

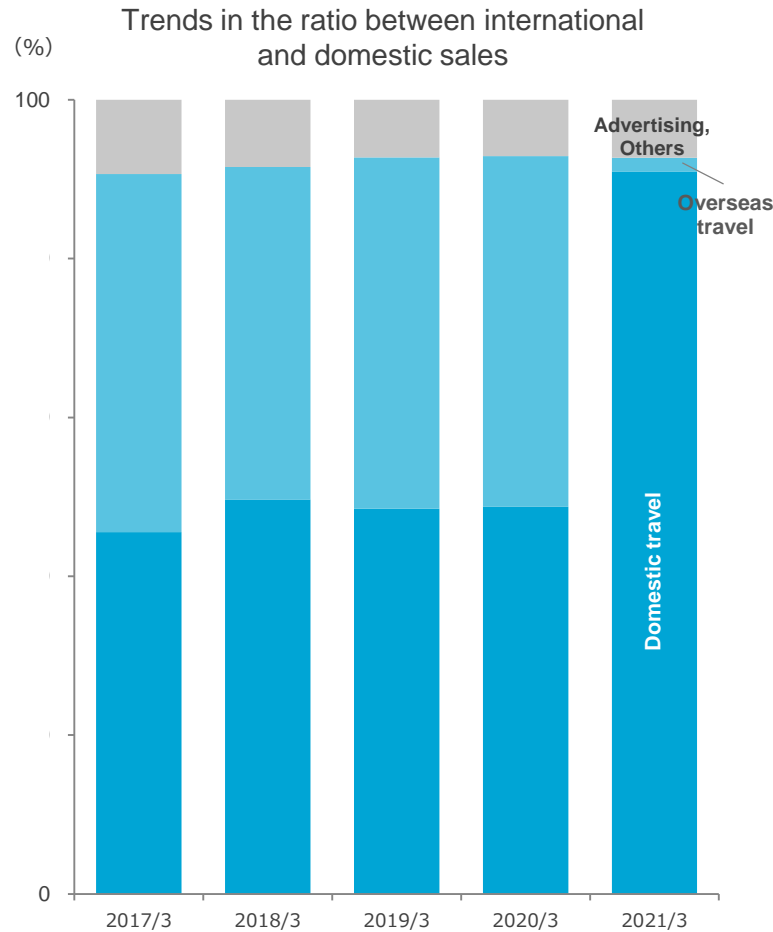


The main revenue model is earnings from measured rate billing of a measured rate type



Travelko / Trends in the Ratio Between International and Domestic Sales

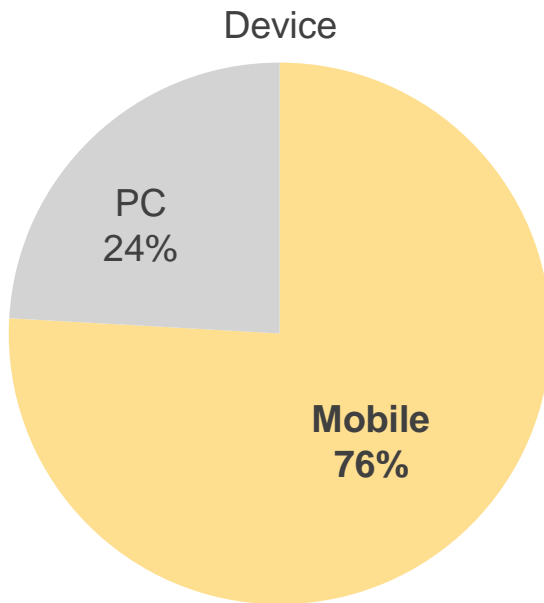
Domestic travel accounts for most of the sales of the 2021/3 period, due to the influence of COVID-19



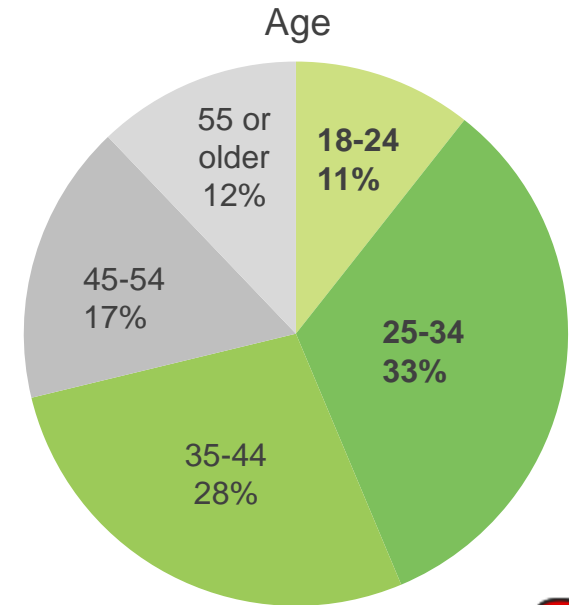
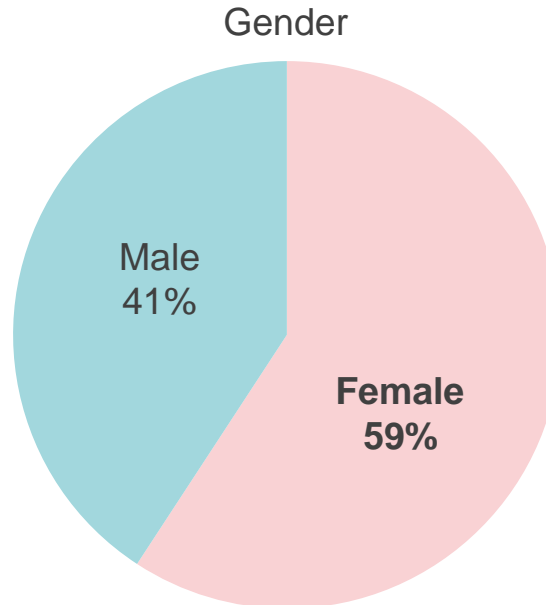
The proportion of sales fluctuated significantly due to the continued restrictions on overseas travel caused by the COVID-19 pandemic worldwide

Data as of the end of the previous fiscal year are used, because it is difficult to refer to the trend of user attributes of the current period due to the influence of COVID-19

User attributes*1



*The majority of products are now supported on smartphones.



We are favored by **price- and quality-conscious F1 users.**



*1 2019/4 - 2020/3 access analysis data of our company

Why has Travelko been able to maintain a high rate of growth with the support of a broad range of users when there are so many other comparison sites in the market?

1. Covers the vast majority of travel products

Travelko covers almost all travel genres, both domestic and overseas, while many other companies are making comparisons narrowing down the genre such as only hotels or only airline tickets. Hotels, airline tickets, package tours, optional tours, car rental, overnight buses, overseas Wi-Fi rental, etc.

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

International travel comparison		
Hotels	Flight and hotel packages	Discount air tickets
Optional tours	Package tours	Wi-Fi rental
Online experience tour		

Domestic travel comparison		
Hotels	Flight and hotel packages	Discount air tickets
Optional tours	Package tours	Highway buses Overnight buses
Rental cars		

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

Travelko, which enables comparison 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 Travel,
JR Tokai Tours, Kinki Nippon Tourist, Nippon Travel Agency,
HIS, Tobu Top Tours, Hankyu Travel, ANA X
Nishitetsu Travel, Meitetsu World Travel, Tabikobo, VELTRA

Rakuten Travel, Ikyu, Rurubu Travel, Yahoo Travel
Expedia Booking.com agoda Trip.com

AirTrip, Spring Japan, Skyticket,
Star Flyer, AIRDO

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

Why has Travelko been able to realize these strengths?

Nearly all system development is carried out in-house

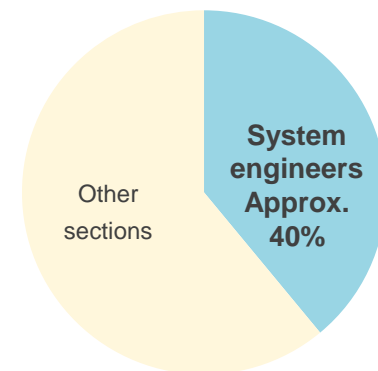
Advanced, large-scale system development is essential to covering this many travel products, linking more than 1,500 travel sites, and improving all of these products simultaneously.

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 more than 70 system engineers who share information daily and keep up with the latest market trends. This has enabled us to realize 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 behind our strengths.

System engineers as a percentage of all employees



- This document contains prospects associated with our company, future plans, business objectives, etc. The entries concerning these future prospects are based on our company's assumptions concerning future events and trends as at 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.

For inquiries regarding this document or IR, please contact the office listed below.

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