



BANDAI NAMCO Holdings Inc.

Financial Highlights for the Third Quarter
of the Fiscal Year Ending March 31, 2018

BANDAI NAMCO Holdings Inc.: Consolidated Financial Results

Summary of Income Statement

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year	
Net Sales	294,569	164,534	459,103	620,061	308,846	174,334	483,180	105.2%	620,000	630,000	101.6%	
Gross Profit	111,573	61,555	173,128	223,759	110,415	61,077	171,493	99.1%	220,000	220,000	98.3%	
Operating Profit	38,904	21,256	60,160	63,238	34,941	18,520	53,462	88.9%	57,000	57,000	90.1%	
Recurring Profit	38,291	22,247	60,539	63,290	35,690	19,039	54,730	90.4%	58,000	58,000	91.6%	
Profit Attributable to Owners of Parent	30,170	16,333	46,503	44,159	28,196	12,682	40,878	87.9%	40,000	41,500	94.0%	

Net Sales by Segment

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year	
Toys and Hobby	103,792	61,859	165,650	218,098	98,135	66,240	164,376	99.2%	215,000	215,000	98.6%	
Network Entertainment	167,261	93,660	260,920	355,585	190,336	94,993	285,329	109.4%	370,000	380,000	106.9%	
Visual and Music Production	27,504	13,476	40,980	56,290	23,392	14,480	37,872	92.4%	50,000	50,000	88.8%	
Other	13,056	7,151	20,207	26,797	12,894	7,341	20,235	100.1%	30,000	30,000	112.0%	
Elimination and Corporate	△ 17,044	△ 11,611	△ 28,655	△ 36,710	△ 15,913	△ 8,721	△ 24,633	-	△ 45,000	△ 45,000	-	
Total	294,569	164,534	459,103	620,061	308,846	174,334	483,180	105.2%	620,000	630,000	101.6%	

Operating Profit by Segment

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	OP Margin	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	8,781	6,582	15,362	13,330	5,557	7,729	13,286	8.1%	86.5%	15,000	15,000	112.5%
Network Entertainment	24,091	11,792	35,882	42,034	25,788	8,046	33,834	11.9%	94.3%	36,000	36,000	85.6%
Visual and Music Production	8,054	3,878	11,933	13,436	5,517	3,559	9,076	24.0%	76.1%	12,000	12,000	89.3%
Other	583	625	1,208	702	218	603	821	4.1%	68.0%	1,000	1,000	142.5%
Elimination and Corporate	△ 2,607	△ 1,620	△ 4,227	△ 6,266	△ 2,140	△ 1,417	△ 3,557	-	-	△ 7,000	△ 7,000	-
Total	38,904	21,256	60,160	63,238	34,941	18,520	53,462	11.1%	88.9%	57,000	57,000	90.1%

Reference: Net Sales by Region (External sales after elimination)

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year	
Japan	232,858	128,375	361,233	492,103	245,979	143,259	389,238	107.8%	495,000	503,000	102.2%	
Americas	22,649	15,395	38,044	49,539	21,108	10,019	31,128	81.8%	50,000	48,000	96.9%	
Europe	18,481	10,384	28,865	37,696	21,339	10,435	31,774	110.1%	35,000	39,000	103.5%	
Asia	20,581	10,379	30,960	40,724	20,420	10,621	31,041	100.3%	40,000	40,000	98.2%	
Elimination and Corporate	-	-	-	-	-	-	-	-	-	-	-	
Total	294,569	164,534	459,103	620,061	308,846	174,334	483,180	105.2%	620,000	630,000	101.6%	

Reference: Operating Profit by Region

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	OP Margin	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Japan	31,614	17,981	49,595	53,733	29,407	18,428	47,835	12.3%	96.5%	51,000	52,000	96.8%
Americas	2,898	1,122	4,020	3,691	922	△ 245	677	2.2%	16.8%	4,000	2,500	67.7%
Europe	2,224	776	3,000	3,522	2,970	369	3,339	10.5%	111.3%	3,500	4,000	113.6%
Asia	4,363	2,468	6,831	7,807	4,019	1,956	5,975	19.2%	87.5%	6,000	6,000	76.9%
Elimination and Corporate	△ 2,195	△ 1,092	△ 3,287	△ 5,515	△ 2,376	△ 1,988	△ 4,364	-	-	△ 7,500	△ 7,500	-
Total	38,904	21,256	60,160	63,238	34,941	18,520	53,462	11.1%	88.9%	57,000	57,000	90.1%

Other Data

(millions of yen)

	FY2017.3				FY2018.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Previous Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year	
Capital Investments	9,487	6,647	16,134	19,576	44,661	4,198	48,859	302.8%	55,000	54,000	275.8%	
Depreciation	9,421	5,871	15,292	21,854	10,550	6,174	16,724	109.4%	23,000	23,000	105.2%	
Game Content R&D Investments	27,155	14,755	41,910	59,023	32,769	17,603	50,373	120.2%	59,000	67,000	113.5%	
Advertising Expenses	16,405	11,032	27,437	39,356	16,797	9,735	26,532	96.7%	42,000	42,000	106.7%	
Personnel Expenses	25,701	12,804	38,505	53,631	26,895	14,498	41,394	107.5%	52,000	52,000	97.0%	

Note:

BANPRESTO CO., LTD., BANPRESTO SALES CO., LTD. and BANPRESTO (H.K.) LTD. which were classified as Network Entertainment SBU have been changed to Toys and Hobby SBU from FY2018.3. The figures for FY2017.3 have been changed in accordance with the new business segmentation.

Forward-looking Statements:

This document contains figures that are based on the information currently available to management and estimates involving uncertain factors thought likely to have an effect on future Results.

Note: BANPRESTO CO., LTD., BANPRESTO SALES CO., LTD. and BANPRESTO (H.K.) LTD. which were classified as Network Entertainment SBU have changed to Toys and Hobby SBU from FY2018.3. The figures for FY2017.3 have been changed in accordance with the new business segmentation.

【 Sales of Major IPs (Groupwide) 】 (billion yen)

	FY2017.3		FY2018.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
DRAGON BALL	39.6	61.1	65.4	96.0
Mobile Suit Gundam	56.5	74.3	50.4	67.5
ONE PIECE	23.2	30.4	22.3	27.0
KAMEN RIDER	17.1	22.3	20.0	26.0
Super Sentai (Power Rangers)	13.6	21.0	14.8	22.7
NARUTO	2.9	8.9	8.2	11.4
Anpanman	8.0	10.6	7.9	11.0
Pretty Cure	4.9	7.5	5.4	8.0
Ultraman	3.3	4.3	4.9	5.9
Yo-kai Watch	8.9	10.4	3.2	3.8
Aikatsu!	3.5	4.5	2.9	3.8

【 Sales of Major IPs (Toys and Hobby SBU, Japan)】 (billion yen)

	FY2017.3		FY2018.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Mobile Suit Gundam	20.8	26.7	18.5	25.0
KAMEN RIDER	15.8	20.6	19.0	24.0
DRAGON BALL	9.1	12.4	9.8	14.0
Super Sentai (Power Rangers)	5.6	8.8	6.1	11.0
Anpanman	8.0	10.6	7.9	11.0
Pretty Cure	4.9	7.5	5.4	8.0
Ultraman	2.5	3.2	3.5	4.5
ONE PIECE	4.8	5.7	3.6	4.0
Yo-kai Watch	8.5	10.0	3.1	3.7
Pokémon	2.0	2.7	3.1	3.5

【 Digital Card Sales (Units sold)】 (million pieces)

	FY2017.3		FY2018.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Digital card sales	156	232	159	230

【 Network Entertainment Business (Sales by major category)】 (billion yen)

	FY2017.3		FY2018.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Network content	112.3	158.6	148.1	193.0
Home video game	66.4	86.6	59.0	85.0
Arcade game machine	28.5	36.9	21.2	29.0
Amusement facility	45.0	60.9	48.2	63.0

【 Home Video Game (Number of titles and unit sales)】

	FY2017.3				FY2018.3			
	3Q (9mo.)		Full Year Results		3Q (9mo.)		Full Year Forecasts	
	# of New Titles	Units Sold (thousand)	# of New Titles	Units Sold (thousand)	# of New Titles	Units Sold (thousand)	# of New Titles	Units Sold (thousand)
Japan	26	3,431	33	4,077	27	2,646	39	3,200
Americas	31	7,940	37	10,516	43	5,619	59	8,900
Europe	33	8,305	44	10,933	58	8,543	70	12,000
Group Total	90	19,676	114	25,526	128	16,808	168	24,100
Localized versions	34	-	49	-	60	-	88	-
After elimination of localized versions								
Group Total	56	19,676	65	25,526	68	16,808	80	24,100

【 Arcade Game Machines (Sales in Japan)】 (billion yen)

	FY2017.3		FY2018.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)s	Full Year Forecasts
Sales of machines	24.2	30.0	16.1	23.0

【Number of Amusement Facilities】

			FY2017.3		FY2018.3	
			3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Directly managed facilities	Japan	Start of term	209	209	229	229
		Openings	16	17	27	37
		Closures	2	7	5	7
		Increase/Decrease	14	10	22	30
		End of term	223	219	251	259
	Overseas	Start of term	35	35	36	36
		Openings	3	3	2	3
		Closures	1	2	2	2
		Increase/Decrease	2	1	0	1
		End of term	37	36	36	37
	Total	Start of term	244	244	265	265
		Openings	19	20	29	40
		Closures	3	9	7	9
		Increase/Decrease	16	11	22	31
		End of term	260	255	287	296
Revenue-sharing facilities	Japan		177	239	612	702
	Overseas		986	983	953	949
	Total		1,163	1,222	1,556	1,651
Others	Total		21	19	14	14
Facilities Total			1,444	1,496	1,857	1,961

【Amusement Facilities (Existing-store sales, YOY, Japan)】

	Apr.	May	Jun.	1Q (3 mo.)	Jul.	Aug.	Sep.	2Q (3 mo.)	1st Half		
FY2018.3	104.5%	98.1%	102.1%	101.4%	106.5%	109.8%	102.8%	106.7%	104.4%		
FY2017.3	107.0%	106.3%	109.1%	107.4%	116.0%	104.5%	106.2%	108.4%	107.8%		
	Oct.	Nov.	Dec.	3Q (3 mo.)	3Q (9 mo.)	Jan.	Feb.	Mar.	4Q (3 mo.)	2nd Half	Full Year
FY2018.3	104.2%	107.3%	98.6%	102.9%	103.8%	/	/	/	/	/	/
FY2017.3	114.2%	100.2%	105.8%	106.6%	107.5%	101.1%	100.2%	103.2%	101.5%	103.9%	105.9%

【Visual and Music Production Business (Sales by main category)】 (billion yen)

	FY2017.3		FY2018.3	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Packages	15.6	19.1	10.8	16.0
Events, licenses, and others	25.3	37.1	27.0	34.0
Total	40.9	56.2	37.8	50.0

【Visual and Music Production Business (Number of copyrighted productions and total number of hours)】

Number of copyrighted productions (BANDAI VISUAL)	799 products
Total number of hours of all copyrighted productions (BANDAI VISUAL)	2,805 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	322 products
Total number of hours of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,603 hours

As of December 31, 2017