



# BANDAI NAMCO Holdings Inc.

Financial Highlights for the  
Fiscal Year Ending March 31, 2017

## BANDAI NAMCO Holdings Inc.: Consolidated Financial Results

### Summary of Income Statement

(millions of yen)

	FY2016.3	FY2017.3				FY2018.3			
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	% vs. Prior Year
Net Sales	575,504	294,569	325,492	620,061	107.7%	275,000	325,000	600,000	96.8%
Gross Profit	202,600	111,573	112,186	223,759	110.4%	97,500	122,500	220,000	98.3%
Operating Profit	49,641	38,904	24,334	63,238	127.4%	22,500	34,500	57,000	90.1%
Recurring Profit	50,774	38,291	24,999	63,290	124.7%	23,000	35,000	58,000	91.6%
Profit Attributable to Owners of Parent	34,583	30,170	13,989	44,159	127.7%	16,000	24,000	40,000	90.6%

### Net Sales by Segment

(millions of yen)

	FY2016.3	FY2017.3				FY2018.3			
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	% vs. Prior Year
Toys and Hobby	206,424	91,148	102,081	193,229	93.6%	100,000	115,000	215,000	111.3%
Network Entertainment	320,941	179,748	200,525	380,273	118.5%	160,000	190,000	350,000	92.0%
Visual and Music Production	51,967	27,504	28,786	56,290	108.3%	20,000	30,000	50,000	88.8%
Other	27,456	13,056	13,741	26,797	97.6%	15,000	15,000	30,000	112.0%
Elimination and Corporate	△ 31,285	△ 16,887	△ 19,642	△ 36,529	-	△ 20,000	△ 25,000	△ 45,000	-
Total	575,504	294,569	325,493	620,061	107.7%	275,000	325,000	600,000	96.8%

### Operating Profit by Segment

(millions of yen)

	FY2016.3	FY2017.3					FY2018.3				
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	OP Margin	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	OP Margin	% vs. Prior Year
Toys and Hobby	16,639	6,956	4,035	10,991	5.7%	66.1%	6,000	9,000	15,000	7.0%	136.5%
Network Entertainment	23,930	25,889	18,409	44,298	11.6%	185.1%	14,000	22,000	36,000	10.3%	81.3%
Visual and Music Production	11,665	8,054	5,382	13,436	23.9%	115.2%	5,000	7,000	12,000	24.0%	89.3%
Other	1,123	583	119	702	2.6%	62.5%	500	500	1,000	3.3%	142.5%
Elimination and Corporate	△ 3,717	△ 2,580	△ 3,611	△ 6,191	-	-	△ 3,000	△ 4,000	△ 7,000	-	-
Total	49,641	38,904	24,334	63,238	10.2%	127.4%	22,500	34,500	57,000	9.5%	90.1%

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

(millions of yen)

	FY2016.3	FY2017.3				FY2018.3			
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	% vs. Prior Year
Japan	446,477	232,858	259,245	492,103	110.2%	220,000	257,000	477,000	96.9%
Americas	43,556	22,649	26,890	49,539	113.7%	18,500	30,500	49,000	98.9%
Europe	45,942	18,481	19,215	37,696	82.1%	16,500	17,500	34,000	90.2%
Asia	39,529	20,581	20,143	40,724	103.0%	20,000	20,000	40,000	98.2%
Elimination and Corporate	-	-	-	-	-	-	-	-	-
Total	575,504	294,569	325,493	620,061	107.7%	275,000	325,000	600,000	96.8%

### Reference: Operating Profit by Region

(millions of yen)

	FY2016.3	FY2017.3					FY2018.3				
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	OP Margin	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	OP Margin	% vs. Prior Year
Japan	40,970	31,614	22,119	53,733	10.9%	131.2%	20,500	30,500	51,000	10.7%	94.9%
Americas	3,840	2,898	793	3,691	7.5%	96.1%	1,000	3,000	4,000	8.2%	108.4%
Europe	4,113	2,224	1,298	3,522	9.3%	85.6%	1,500	2,000	3,500	10.3%	99.4%
Asia	5,235	4,363	3,444	7,807	19.2%	149.1%	3,000	3,000	6,000	15.0%	76.9%
Elimination and Corporate	△ 4,517	△ 2,195	△ 3,320	△ 5,515	-	-	△ 3,500	△ 4,000	△ 7,500	-	-
Total	49,641	38,904	24,334	63,238	10.2%	127.4%	22,500	34,500	57,000	9.5%	90.1%

### Other Data

(millions of yen)

	FY2016.3	FY2017.3				FY2018.3			
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	% vs. Prior Year	1st Half Forecasts	2nd Half Forecasts	Full Year Forecasts	% vs. Prior Year
Capital Investments	21,321	9,487	10,089	19,576	91.8%	9,500	11,500	21,000	107.3%
Depreciation	21,626	9,421	12,433	21,854	101.1%	10,000	13,000	23,000	105.2%
Game Content R&D Investments	54,596	27,155	31,868	59,023	108.1%	27,000	32,000	59,000	100.0%
Advertising Expenses	37,733	16,405	22,951	39,356	104.3%	17,000	25,000	42,000	106.7%
Personnel Expenses	50,407	25,701	27,930	53,631	106.4%	25,000	27,000	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 changed to Toys and Hobby SBU from FY2018.3.

#### 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.

**【Sales of Major IPs ( Groupwide )】**

(billion yen)

	FY2016.3	FY2017.3		FY2018.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Mobile Suit Gundam	78.6	36.2	74.3	32.8	70.3
DRAGON BALL	34.9	19.8	61.1	18.4	43.5
ONE PIECE	23.3	17.0	30.4	13.0	26.0
Super Sentai (Power Rangers)	19.1	8.0	21.0	13.2	25.3
KAMEN RIDER	18.6	7.7	22.3	7.4	22.0
Anpanman	9.4	4.7	10.6	4.8	11.0
Pretty Cure	6.7	3.6	7.5	4.1	8.0
Yo-kai Watch	32.9	6.0	10.4	2.6	6.3
Ultraman	3.3	1.9	4.3	2.8	5.9
Aikatsu!	4.6	2.4	4.5	1.9	3.7

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

(billion yen)

	FY2016.3	FY2017.3		FY2018.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Mobile Suit Gundam	25.8	13.7	26.4	12.0	25.0
KAMEN RIDER	15.7	7.0	20.4	7.0	20.0
DRAGON BALL	11.6	4.5	10.3	6.0	12.0
Super Sentai (Power Rangers)	7.8	4.4	8.8	7.0	11.0
Anpanman	9.4	4.7	10.6	4.8	11.0
Pretty Cure	6.6	3.6	7.5	4.0	8.0
Yo-kai Watch	30.8	5.2	9.3	2.5	6.0
Ultraman	2.7	1.4	3.1	2.2	4.5
Pokémon	0.2	0.2	0.6	1.4	3.0
Aikatsu!	2.6	1.6	2.6	1.2	2.5

**【Digital Card Sales (Units sold)】**

(million pieces)

	FY2016.3	FY2017.3		FY2018.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Digital card sales	233	104	232	120	246

**【Network Entertainment Business (Sales by major category)】**

(billion yen)

	FY2016.3	FY2017.3		FY2018.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Network content	103.9	72.2	158.6	78.0	158.0
Home video game *	95.7	47.3	86.6	33.0	83.0
Arcade game machine	57.9	29.8	62.2	13.5	35.0
Amusement facility	58.6	30.7	60.9	31.0	63.0

\*Figures of home video game for FY2016.3 include partial sales of goods, live events and other sales related to home video game.

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

	FY2017.3				FY2018.3			
	1st Half Results		Full Year Results		1st Half Forecasts		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	16	1,956	33	4,077	10	1,600	30	4,200
Americas	26	4,707	37	10,516	20	4,000	40	9,000
Europe	26	5,848	44	10,933	25	5,500	45	11,200
Group Total	68	12,511	114	25,526	55	11,100	115	24,400
Localized versions	26	-	49	-	20	-	50	-
After elimination of localized versions								
Group Total	42	12,511	65	25,526	35	11,100	65	24,400

**【Arcade Game Machines (Sales by major category, Japan)】**

(billion yen)

Category	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Sales of machines	13.8	30.1	11.0	30.0
Sales of prizes	12.9	25.3		
Total	26.7	55.4	11.0	30.0

**【Number of Amusement Facilities】**

			FY2017.3		FY2018.3	
			1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Directly managed facilities	Japan	Start of term	209	209	219	219
		Openings	12	17	18	46
		Closures	2	7	2	2
		Increase/Decrease	10	10	16	44
		End of term	219	219	235	263
	Overseas	Start of term	35	35	36	36
		Openings	2	3	3	5
		Closures	1	2	0	0
		Increase/Decrease	1	1	3	5
		End of term	36	36	39	41
	Total	Start of term	244	244	255	255
		Openings	14	20	21	51
		Closures	3	9	2	2
		Increase/Decrease	11	11	19	49
End of term		255	255	274	304	
Revenue-sharing facilities	Japan	100	239	420	600	
	Overseas	994	983	983	983	
	Total	1,094	1,222	1,403	1,583	
Others	Total	19	19	19	19	
Facilities Total			1,368	1,496	1,696	1,906

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

	Apr.	May	Jun.	1Q (3 mo.)	Jul.	Aug.	Sep.	2Q (3 mo.)	1st Half		
FY2017.3	107.0%	106.3%	109.1%	107.4%	116.0%	104.5%	106.2%	108.4%	107.8%		
FY2016.3	94.3%	98.6%	89.3%	94.3%	95.5%	93.1%	101.7%	96.2%	95.3%		
	Oct.	Nov.	Dec.	3Q (3 mo.)	3Q (9 mo.)	Jan.	Feb.	Mar.	4Q (3 mo.)	2nd Half	Full Year
FY2017.3	114.2%	100.2%	105.8%	106.6%	107.5%	101.1%	100.2%	103.2%	101.5%	103.9%	105.9%
FY2016.3	99.2%	90.6%	102.5%	97.6%	96.0%	107.0%	102.5%	103.5%	104.6%	101.2%	98.2%

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

	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Packages	10.9	19.1	8.1	17.3
Events, production, and others	16.6	37.1	11.9	32.7
Total	27.5	56.2	20.0	50.0

**【Visual and Music Production Business (Number of copyrighted productions and running time)】**

Number of copyrighted productions(BANDAI VISUAL)	783 series
Total running time of all copyrighted productions (BANDAI VISUAL)	2,748 hours
Number of copyrighted productions(SUNRISE and BANDAI NAMCO Pictures)	305 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,540 hours

As of March 31, 2017