



BANDAI NAMCO Holdings Inc.

Financial Highlights for the Fiscal Year Ending March 31, 2019

BANDAI NAMCO Holdings Inc.: Consolidated Financial Results

Summary of Income Statement

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | |
|---|-------------------|------------------|------------------|-------------------|------------------|--------------------|--------------------|---------------------|------------------|
| | 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 | 678,312 | 334,665 | 397,682 | 732,347 | 108.0% | 340,000 | 380,000 | 720,000 | 98.3% |
| Gross Profit | 241,582 | 124,615 | 137,940 | 262,555 | 108.7% | 116,000 | 138,000 | 254,000 | 96.7% |
| Operating Profit | 75,024 | 43,935 | 40,110 | 84,045 | 112.0% | 31,000 | 39,000 | 70,000 | 83.3% |
| Recurring Profit | 75,380 | 45,802 | 41,061 | 86,863 | 115.2% | 31,500 | 39,500 | 71,000 | 81.7% |
| Profit Attributable to Owners of Parent | 54,109 | 34,188 | 29,195 | 63,383 | 117.1% | 23,000 | 27,000 | 50,000 | 78.9% |

Net Sales by Segment

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | |
|-----------------------------|-------------------|------------------|------------------|-------------------|------------------|--------------------|--------------------|---------------------|------------------|
| | 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 | 222,417 | 112,321 | 130,544 | 242,865 | 109.2% | 120,000 | 130,000 | 250,000 | 102.9% |
| Network Entertainment | 326,537 | 154,612 | 186,315 | 340,927 | 104.4% | 150,000 | 170,000 | 320,000 | 93.9% |
| Real Entertainment | 90,549 | 46,074 | 55,419 | 101,493 | 112.1% | 50,000 | 60,000 | 110,000 | 108.4% |
| Visual and Music Production | 40,691 | 20,551 | 24,967 | 45,518 | 111.9% | 20,000 | 25,000 | 45,000 | 98.9% |
| IP Creation | 16,970 | 9,364 | 13,100 | 22,464 | 132.4% | 8,000 | 12,000 | 20,000 | 89.0% |
| Other | 27,640 | 14,225 | 15,539 | 29,764 | 107.7% | 14,000 | 16,000 | 30,000 | 100.8% |
| Elimination and Corporate | △ 46,493 | △ 22,485 | △ 28,202 | △ 50,687 | — | △ 22,000 | △ 33,000 | △ 55,000 | — |
| Total | 678,312 | 334,665 | 397,682 | 732,347 | 108.0% | 340,000 | 380,000 | 720,000 | 98.3% |

Operating Profit by Segment

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | | | |
|-----------------------------|-------------------|------------------|------------------|-------------------|-----------|------------------|--------------------|--------------------|---------------------|-----------|------------------|
| | 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 | 14,476 | 12,842 | 8,868 | 21,710 | 8.9% | 150.0% | 10,000 | 11,000 | 21,000 | 8.4% | 96.7% |
| Network Entertainment | 50,150 | 23,414 | 24,120 | 47,534 | 13.9% | 94.8% | 16,000 | 20,000 | 36,000 | 11.3% | 75.7% |
| Real Entertainment | 3,168 | 2,045 | 2,219 | 4,264 | 4.2% | 134.6% | 1,500 | 3,500 | 5,000 | 4.5% | 117.3% |
| Visual and Music Production | 6,618 | 4,740 | 4,057 | 8,797 | 19.3% | 132.9% | 3,500 | 4,500 | 8,000 | 17.8% | 90.9% |
| IP Creation | 5,264 | 2,514 | 2,506 | 5,020 | 22.3% | 95.4% | 2,500 | 2,500 | 5,000 | 25.0% | 99.6% |
| Other | 767 | 559 | 638 | 1,197 | 4.0% | 156.1% | 500 | 500 | 1,000 | 3.3% | 83.5% |
| Elimination and Corporate | △ 5,421 | △ 2,182 | △ 2,298 | △ 4,480 | — | — | △ 3,000 | △ 3,000 | △ 6,000 | — | — |
| Total | 75,024 | 43,935 | 40,110 | 84,045 | 11.5% | 112.0% | 31,000 | 39,000 | 70,000 | 9.7% | 83.3% |

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

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | |
|---------------------------|-------------------|------------------|------------------|-------------------|------------------|--------------------|--------------------|---------------------|------------------|
| | 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 | 538,983 | 275,215 | 320,076 | 595,291 | 110.4% | 275,500 | 294,000 | 569,500 | 95.7% |
| Americas | 51,787 | 18,264 | 28,533 | 46,797 | 90.4% | 21,000 | 29,500 | 50,500 | 107.9% |
| Europe | 45,136 | 19,041 | 24,858 | 43,900 | 97.3% | 17,500 | 25,500 | 43,000 | 97.9% |
| Asia | 42,406 | 22,144 | 24,215 | 46,359 | 109.3% | 26,000 | 31,000 | 57,000 | 123.0% |
| Elimination and Corporate | — | — | — | — | — | — | — | — | — |
| Total | 678,312 | 334,665 | 397,682 | 732,347 | 108.0% | 340,000 | 380,000 | 720,000 | 98.3% |

Reference: Operating Profit by Region

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | | | |
|---------------------------|-------------------|------------------|------------------|-------------------|-----------|------------------|--------------------|--------------------|---------------------|-----------|------------------|
| | 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 | 64,408 | 40,272 | 35,304 | 75,576 | 12.7% | 117.3% | 30,500 | 32,000 | 62,500 | 11.0% | 82.7% |
| Americas | 4,482 | 994 | 3,872 | 4,866 | 10.4% | 108.6% | 1,500 | 4,000 | 5,500 | 10.9% | 113.0% |
| Europe | 4,971 | 1,781 | 1,340 | 3,121 | 7.1% | 62.8% | 0 | 3,000 | 3,000 | 7.0% | 96.1% |
| Asia | 7,008 | 4,087 | 2,960 | 7,046 | 15.2% | 100.5% | 2,500 | 3,500 | 6,000 | 10.5% | 85.2% |
| Elimination and Corporate | △ 5,845 | △ 3,198 | △ 3,366 | △ 6,564 | — | — | △ 3,500 | △ 3,500 | △ 7,000 | — | — |
| Total | 75,024 | 43,935 | 40,110 | 84,045 | 11.5% | 112.0% | 31,000 | 39,000 | 70,000 | 9.7% | 83.3% |

Other Data

(millions of yen)

| | FY2018.3 | FY2019.3 | | | | FY2020.3 | | | |
|------------------------------|-------------------|------------------|------------------|-------------------|------------------|--------------------|--------------------|---------------------|------------------|
| | 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 | 54,834 | 10,704 | 11,379 | 22,083 | 40.3% | 11,000 | 12,000 | 23,000 | 104.2% |
| Depreciation | 23,545 | 9,323 | 12,048 | 21,371 | 90.8% | 10,000 | 13,000 | 23,000 | 107.6% |
| Game Content R&D Investments | 72,465 | 40,616 | 42,908 | 83,524 | 115.3% | 45,000 | 50,000 | 95,000 | 113.7% |
| Advertising Expenses | 39,720 | 18,571 | 25,921 | 44,492 | 112.0% | 21,000 | 28,000 | 49,000 | 110.1% |
| Personnel Expenses | 56,521 | 28,479 | 32,140 | 60,619 | 107.3% | 28,000 | 31,000 | 59,000 | 97.3% |

Forward-looking Statements: This document contains figures that are based on the information currently available to management and estimate involving uncertain factors thought likely to have an effect on future results.

【Sales of IPs (Groupwide)】

(billion yen)

| | FY2018.3 | FY2019.3 | | FY2020.3 | |
|------------------------------|-------------------|------------------|-------------------|--------------------|---------------------|
| | Full Year Results | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Aikatsu! | 3.6 | 1.6 | 3.0 | 1.5 | 3.0 |
| Anpanman | 10.9 | 4.9 | 12.0 | 4.5 | 11.0 |
| Ultraman | 6.0 | 3.6 | 6.9 | 4.5 | 9.3 |
| KAMEN RIDER | 26.4 | 11.4 | 29.3 | 10.5 | 26.5 |
| Mobile Suit Gundam | 68.3 | 36.1 | 79.3 | 34.7 | 70.5 |
| Super Sentai (Power Rangers) | 19.4 | 5.4 | 10.2 | 4.5 | 9.0 |
| DRAGON BALL | 97.9 | 58.6 | 129.0 | 50.1 | 115.0 |
| NARUTO | 11.3 | 7.9 | 15.8 | 4.5 | 10.0 |
| Pretty Cure | 8.1 | 5.2 | 10.3 | 4.5 | 9.5 |
| ONE PIECE | 29.4 | 14.8 | 30.4 | 15.7 | 34.0 |

*Figures are calculated based on sales before elimination of inter-segment transactions.

【Sales of IPs (Toys and Hobby Business, Japan)】

(billion yen)

| | FY2018.3 | FY2019.3 | | FY2020.3 | |
|------------------------------|-------------------|------------------|-------------------|--------------------|---------------------|
| | Full Year Results | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Aikatsu! | 2.3 | 1.0 | 1.9 | 1.0 | 2.0 |
| Anpanman | 10.9 | 4.6 | 11.5 | 4.5 | 11.0 |
| Ultraman | 4.3 | 2.2 | 4.4 | 3.0 | 6.0 |
| KAMEN RIDER | 24.8 | 10.8 | 27.3 | 10.0 | 25.0 |
| Mobile Suit Gundam | 26.2 | 15.5 | 32.5 | 17.0 | 33.0 |
| Super Sentai (Power Rangers) | 9.1 | 3.0 | 6.0 | 4.0 | 8.0 |
| DRAGON BALL | 14.2 | 9.9 | 20.4 | 9.0 | 20.0 |
| Pretty Cure | 8.1 | 5.1 | 10.1 | 4.5 | 9.5 |
| Pokémon | 4.0 | 2.0 | 3.5 | 2.0 | 4.0 |
| ONE PIECE | 4.6 | 2.9 | 5.6 | 3.0 | 6.0 |

*Figures are calculated based on sales before elimination of inter-segment transactions.

【Digital Card Sales (Units sold)】

(million pieces)

| | FY2018.3 | FY2019.3 | | FY2020.3 | |
|--------------------|-------------------|------------------|-------------------|--------------------|---------------------|
| | Full Year Results | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Digital card sales | 225 | 107 | 202 | 104 | 204 |

【Network Entertainment Business (Sales by major category)】

(billion yen)

| | FY2018.3 | FY2019.3 | | FY2020.3 | |
|-----------------|-------------------|------------------|-------------------|--------------------|---------------------|
| | Full Year Results | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Network content | 199.6 | 102.3 | 211.1 | 100.0 | 205.0 |
| Home video game | 98.4 | 39.7 | 102.1 | 40.0 | 96.0 |

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

| | FY2019.3 | | | | FY2020.3 | | | |
|---|------------------|-----------------------|-------------------|-----------------------|--------------------|-----------------------|---------------------|-----------------------|
| | 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 | 25 | 1,969 | 66 | 4,651 | 17 | 2,300 | 33 | 4,500 |
| Americas | 22 | 3,724 | 57 | 10,249 | 31 | 4,000 | 46 | 9,500 |
| Europe | 22 | 4,536 | 57 | 12,711 | 35 | 4,000 | 61 | 12,000 |
| Group Total | 69 | 10,229 | 180 | 27,611 | 83 | 10,300 | 140 | 26,000 |
| Localized versions | 26 | - | 89 | - | 39 | - | 72 | - |
| After elimination of localized versions | | | | | | | | |
| Group Total | 43 | 10,229 | 91 | 27,611 | 44 | 10,300 | 68 | 26,000 |

*Figures are estimates based on management accounting.

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

| | FY2019.3 | | FY2020.3 | |
|--------------------|------------------|-------------------|--------------------|---------------------|
| | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Amusement machines | 13.2 | 35.6 | 15.5 | 42.5 |
| Amusement facility | 33.5 | 66.8 | 35.0 | 69.0 |

【Number of Amusement Facilities】

| | | | FY2019.3 | | FY2020.3 | |
|-----------------------------|----------|-------------------|------------------|-------------------|--------------------|---------------------|
| | | | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Directly managed facilities | Japan | Start of term | 256 | 256 | 264 | 264 |
| | | Openings | 19 | 26 | 5 | 11 |
| | | Closures | 1 | 23 | 0 | 0 |
| | | Increase/Decrease | 18 | 3 | 5 | 11 |
| | | End of term | 274 | 259 | 269 | 275 |
| | Overseas | Start of term | 37 | 37 | 33 | 33 |
| | | Openings | 0 | 0 | 11 | 20 |
| | | Closures | 1 | 4 | 0 | 0 |
| | | Increase/Decrease | △ 1 | △ 4 | 11 | 20 |
| | | End of term | 36 | 33 | 44 | 53 |
| | Total | Start of term | 293 | 293 | 297 | 297 |
| | | Openings | 19 | 26 | 16 | 31 |
| | | Closures | 2 | 27 | 0 | 0 |
| | | Increase/Decrease | 17 | △ 1 | 16 | 31 |
| End of term | | 310 | 292 | 313 | 328 | |
| Revenue-sharing facilities | Japan | 624 | 567 | 490 | 350 | |
| | Overseas | 932 | 906 | 892 | 888 | |
| | Total | 1,556 | 1,473 | 1,382 | 1,238 | |
| Others | Total | 11 | 9 | 4 | 4 | |
| Facilities Total | | | 1,877 | 1,774 | 1,699 | 1,570 |

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

| | Apr. | May | Jun. | 1Q (3 mo.) | Jul. | Aug. | Sep. | 2Q (3 mo.) | 1st Half | | |
|----------|--------|--------|--------|---------------|---------------|--------|--------|---------------|---------------|----------|-----------|
| FY2019.3 | 98.0% | 95.6% | 98.5% | 97.3% | 93.1% | 92.8% | 102.4% | 95.5% | 96.3% | | |
| FY2018.3 | 104.5% | 98.1% | 102.1% | 101.4% | 106.5% | 109.8% | 102.8% | 106.7% | 104.4% | | |
| | Oct. | Nov. | Dec. | 3Q (3 mo.) | 3Q (9 mo.) | Jan. | Feb. | Mar. | 4Q (3 mo.) | 2nd Half | Full Year |
| FY2019.3 | 88.3% | 96.5% | 107.6% | 97.9% | 96.9% | 101.0% | 101.5% | 105.0% | 102.5% | 100.1% | 98.1% |
| FY2018.3 | 104.2% | 107.3% | 98.6% | 102.9% | 103.8% | 95.6% | 97.3% | 99.0% | 97.2% | 99.0% | 102.1% |

【Visual and Music Production & IP Creation Business (Sales by major category)】

(billion yen)

| | FY2019.3 | | FY2020.3 | |
|--|------------------|-------------------|--------------------|---------------------|
| | 1st Half Results | Full Year Results | 1st Half Forecasts | Full Year Forecasts |
| Packages | 7.7 | 17.0 | 8.5 | 17.0 |
| Production, license, distribution, events and others | 22.2 | 50.9 | 19.5 | 48.0 |
| Total | 29.9 | 67.9 | 28.0 | 65.0 |

【Visual and Music Production & IP Creation Business (Number of copyrighted productions and running time)】

| | |
|---|--------------|
| Number of copyrighted productions (BANDAI NAMCO Arts) | 1,063 series |
| Total running time of all copyrighted productions (BANDAI NAMCO Arts) | 4,096 hours |
| Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures) | 331 series |
| Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures) | 2,697 hours |

As of March 31, 2019

*Figures are estimates based on management accounting.