



# BANDAI NAMCO Holdings Inc.

## Financial Highlights for the First Quarter of the Fiscal Year Ending March 31, 2020

### BANDAI NAMCO Holdings Inc.: Consolidated Financial Results

#### Summary of Income Statement

(millions of yen)

	FY2019.3			FY2020.3					
	1Q Results	1st Half Results	Full Year Results	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	% vs. Prior Year
Net Sales	150,899	334,665	732,347	159,251	105.5%	340,000	340,000	720,000	98.3%
Gross Profit	55,695	124,615	262,555	63,198	113.5%	116,000	126,500	254,000	96.7%
Operating Profit	17,897	43,935	84,045	22,830	127.6%	31,000	40,000	70,000	83.3%
Recurring Profit	19,498	45,802	86,863	23,829	122.2%	31,500	41,000	71,000	81.7%
Profit Attributable to Owners of Parent	14,637	34,188	63,383	16,924	115.6%	23,000	29,000	50,000	78.9%

#### Net Sales by Segment

(millions of yen)

	FY2019.3			FY2020.3					
	1Q Results	1st Half Results	Full Year Results	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	% vs. Prior Year
Toys and Hobby	50,536	112,321	242,865	56,842	112.5%	120,000	120,000	250,000	102.9%
Network Entertainment	69,982	154,612	340,927	71,222	101.8%	150,000	150,000	320,000	93.9%
Real Entertainment	20,081	46,074	101,493	21,613	107.6%	50,000	50,000	110,000	108.4%
Visual and Music Production	9,581	20,551	45,518	9,191	95.9%	20,000	20,000	45,000	98.9%
IP Creation	3,655	9,364	22,464	3,263	89.3%	8,000	8,000	20,000	89.0%
Other	6,900	14,225	29,764	7,301	105.8%	14,000	14,000	30,000	100.8%
Elimination and Corporate	△ 9,838	△ 22,485	△ 50,687	△ 10,182	—	△ 22,000	△ 22,000	△ 55,000	—
Total	150,899	334,665	732,347	159,251	105.5%	340,000	340,000	720,000	98.3%

#### Operating Profit by Segment

(millions of yen)

	FY2019.3				FY2020.3						
	1Q Results	1st Half Results	Full Year Results	OP Margin	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	OP Margin	% vs. Prior Year
Toys and Hobby	5,296	12,842	21,710	8.9%	6,807	128.5%	10,000	14,000	21,000	8.4%	96.7%
Network Entertainment	10,207	23,414	47,534	13.9%	14,431	141.4%	16,000	21,000	36,000	11.3%	75.7%
Real Entertainment	△ 473	2,045	4,264	4.2%	△ 36	—	1,500	1,500	5,000	4.5%	117.3%
Visual and Music Production	2,679	4,740	8,797	19.3%	1,323	49.4%	3,500	3,500	8,000	17.8%	90.9%
IP Creation	1,200	2,514	5,020	22.3%	1,141	95.1%	2,500	2,500	5,000	25.0%	99.6%
Other	118	559	1,197	4.0%	307	259.0%	500	500	1,000	3.3%	83.5%
Elimination and Corporate	△ 1,131	△ 2,182	△ 4,480	—	△ 1,143	—	△ 3,000	△ 3,000	△ 6,000	—	—
Total	17,897	43,935	84,045	11.5%	22,830	127.6%	31,000	40,000	70,000	9.7%	83.3%

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

(millions of yen)

	FY2019.3			FY2020.3					
	1Q Results	1st Half Results	Full Year Results	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	% vs. Prior Year
Japan	122,920	275,215	595,291	130,675	106.3%	275,500	275,500	569,500	95.7%
Americas	8,809	18,264	46,797	10,393	118.0%	21,000	21,000	50,500	107.9%
Europe	8,073	19,041	43,900	7,417	91.9%	17,500	17,500	43,000	97.9%
Asia	11,099	22,144	46,359	10,767	97.0%	26,000	26,000	57,000	123.0%
Elimination and Corporate	—	—	—	—	—	—	—	—	—
Total	150,899	334,665	732,347	159,251	105.5%	340,000	340,000	720,000	98.3%

#### Reference: Operating Profit by Region

(millions of yen)

	FY2019.3				FY2020.3						
	1Q Results	1st Half Results	Full Year Results	OP Margin	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	OP Margin	% vs. Prior Year
Japan	16,556	40,272	75,576	12.7%	22,389	135.1%	30,500	39,500	62,500	11.0%	82.7%
Americas	417	994	4,866	10.4%	498	119.4%	1,500	1,500	5,500	10.9%	113.0%
Europe	781	1,781	3,121	7.1%	53	6.8%	0	0	3,000	7.0%	96.1%
Asia	1,747	4,087	7,046	15.2%	1,426	81.6%	2,500	2,500	6,000	10.5%	85.2%
Elimination and Corporate	△ 1,605	△ 3,198	△ 6,564	—	△ 1,515	—	△ 3,500	△ 3,500	△ 7,000	—	—
Total	17,897	43,935	84,045	11.5%	22,830	127.6%	31,000	40,000	70,000	9.7%	83.3%

#### Other Data

(millions of yen)

	FY2019.3			FY2020.3					
	1Q Results	1st Half Results	Full Year Results	1Q Results	% vs. Prior Year	1st Half Forecasts	1st Half New Forecasts	Full Year Plan	% vs. Prior Year
Capital Investments	3,832	10,704	22,083	5,399	140.9%	11,000	11,000	23,000	104.2%
Depreciation	4,204	9,323	21,371	4,431	105.4%	10,000	10,000	23,000	107.6%
Game Content R&D Investments	21,452	40,616	83,524	18,712	87.2%	45,000	45,000	95,000	113.7%
Advertising Expenses	7,753	18,571	44,492	8,015	103.4%	21,000	21,000	49,000	110.1%
Personnel Expenses	13,992	28,479	60,619	15,502	110.8%	28,000	29,500	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.

Note: The figures of the full year plan of FY2020.3 are as of May 9, 2019.

**【Sales of IPs (Groupwide)】**

(billion yen)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Aikatsu!	0.8	1.6	3.0	0.7	1.5	3.0
Anpanman	2.0	4.9	12.0	2.0	4.5	11.0
Ultraman	1.2	3.6	6.9	1.4	5.0	9.3
KAMEN RIDER	4.3	11.4	29.3	5.1	10.5	26.5
Mobile Suit Gundam	18.2	36.1	79.3	18.3	34.7	70.5
Super Sentai (Power Rangers)	2.6	5.4	10.2	2.4	4.7	9.0
DRAGON BALL	25.6	58.6	129.0	28.4	52.1	115.0
NARUTO	3.3	7.9	15.8	3.1	4.5	10.0
Pretty Cure	2.5	5.2	10.3	2.3	4.5	9.5
ONE PIECE	7.6	14.8	30.4	8.7	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)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Aikatsu!	0.5	1.0	1.9	0.4	1.0	2.0
Anpanman	2.0	4.6	11.5	1.9	4.5	11.0
Ultraman	0.7	2.2	4.4	1.0	3.0	6.0
KAMEN RIDER	4.0	10.8	27.3	4.7	10.0	25.0
Mobile Suit Gundam	7.6	15.5	32.5	9.4	17.0	33.0
Super Sentai (Power Rangers)	1.4	3.0	6.0	2.1	4.0	8.0
DRAGON BALL	4.5	9.9	20.4	5.3	11.0	20.0
Pretty Cure	2.5	5.1	10.1	2.3	4.5	9.5
Pokémon	0.9	2.0	3.5	1.7	3.0	4.0
ONE PIECE	1.1	2.9	5.6	1.7	3.0	6.0

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

**【Digital Card Sales (Units sold)】**

(million pieces)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Digital card sales	55	107	202	44	104	204

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

(billion yen)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Network content	47.4	102.3	211.1	47.6	100.0	205.0
Home video game	16.5	39.7	102.1	17.9	40.0	96.0

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

	FY2019.3						FY2020.3					
	1Q Results		1st Half Results		Full Year Results		1Q Results		1st Half New Forecasts		Full Year Plan	
	# of New Titles	Units Sold (thousand)	# of New Titles	Units Sold (thousand)	# 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	9	683	25	1,969	66	4,651	4	710	14	1,400	33	4,500
Americas	11	1,849	22	3,724	57	10,249	2	1,978	19	4,000	46	9,500
Europe	11	1,499	22	4,536	57	12,711	3	1,659	16	3,500	61	12,000
Group Total	31	4,031	69	10,229	180	27,611	9	4,347	49	8,900	140	26,000
Localized versions	9	-	26	-	89	-	2	-	20	-	72	-
After elimination of localized versions												
Group Total	22	4,031	43	10,229	91	27,611	7	4,347	29	8,900	68	26,000

\*Figures are estimates based on management accounting.

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

(billion yen)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Amusement machines	5.5	13.2	35.6	5.6	13.5	42.5
Amusement facility	14.8	33.5	66.8	15.9	37.0	69.0

**【Number of Amusement Facilities】**

			FY2019.3			FY2020.3		
			1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Directly managed facilities	Japan	Start of term	256	256	256	264	264	264
		Openings	13	19	26	3	6	11
		Closures	0	1	23	4	5	0
		Increase/Decrease	13	18	3	△ 1	1	11
		End of term	269	274	259	263	265	275
	Overseas	Start of term	37	37	37	33	33	33
		Openings	0	0	0	7	18	20
		Closures	1	1	4	1	2	0
		Increase/Decrease	△ 1	△ 1	△ 4	6	16	20
	Total	Start of term	293	293	293	297	297	297
		Openings	13	19	26	10	24	31
		Closures	1	2	27	5	7	0
		Increase/Decrease	12	17	△ 1	5	17	31
Revenue-sharing facilities	Japan	629	624	567	550	490	350	
	Overseas	954	932	906	870	871	888	
	Total	1,583	1,556	1,473	1,420	1,361	1,238	
Others	Total	10	11	9	3	4	4	
Facilities Total			1,898	1,877	1,774	1,725	1,679	1,570

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

	Apr.	May	Jun.	1Q (3 mo.)	Jul.	Aug.	Sep.	2Q (3 mo.)	1st Half		
FY2020.3	106.0%	109.7%	114.5%	109.8%	/	/	/	/	/		
FY2019.3	98.0%	95.6%	98.5%	97.3%	93.1%	92.8%	102.4%	95.5%	96.3%		
	Oct.	Nov.	Dec.	3Q (3 mo.)	3Q (9 mo.)	Jan.	Feb.	Mar.	4Q (3 mo.)	2nd Half	Full Year
FY2020.3	/	/	/	/	/	/	/	/	/	/	/
FY2019.3	88.3%	96.5%	107.6%	97.9%	96.9%	101.0%	101.5%	105.0%	102.5%	100.1%	98.1%

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

(billion yen)

	FY2019.3			FY2020.3		
	1Q Results	1st Half Results	Full Year Results	1Q Results	1st Half New Forecasts	Full Year Plan
Packages	4.6	7.7	17.0	3.4	7.5	17.0
Production, license, distribution, events and others	8.6	22.2	50.9	9.0	20.5	48.0
Total	13.2	29.9	67.9	12.4	28.0	65.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,074 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,124 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	334 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,697 hours

As of June 30, 2019

\*Figures are estimates based on management accounting.