



# BANDAI NAMCO Holdings Inc.

## Financial Highlights for the First Half 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			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Plan	% vs. Prior Year
Net Sales	334,665	732,347	349,327	104.4%	720,000	98.3%
Gross Profit	124,615	262,555	133,889	107.4%	254,000	96.7%
Operating Profit	43,935	84,045	47,941	109.1%	70,000	83.3%
Recurring Profit	45,802	86,863	48,746	106.4%	71,000	81.7%
Profit Attributable to Owners of Parent	34,188	63,383	34,607	101.2%	50,000	78.9%

#### Net Sales by Segment

(millions of yen)

	FY2019.3		FY2020.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Plan	% vs. Prior Year
Toys and Hobby	112,321	242,865	128,044	114.0%	250,000	102.9%
Network Entertainment	154,612	340,927	153,036	99.0%	320,000	93.9%
Real Entertainment	46,074	101,493	46,810	101.6%	110,000	108.4%
Visual and Music Production	20,551	45,518	20,761	101.0%	45,000	98.9%
IP Creation	9,364	22,464	7,850	83.8%	20,000	89.0%
Other	14,225	29,764	15,342	107.8%	30,000	100.8%
Elimination and Corporate	△ 22,485	△ 50,687	△ 22,517	—	△ 55,000	—
Total	334,665	732,347	349,327	104.4%	720,000	98.3%

#### Operating Profit by Segment

(millions of yen)

	FY2019.3			FY2020.3				
	1st Half Results	Full Year Results	OP Margin	1st Half Results	% vs. Prior Year	Full Year Plan	OP Margin	% vs. Prior Year
Toys and Hobby	12,842	21,710	8.9%	17,620	137.2%	21,000	8.4%	96.7%
Network Entertainment	23,414	47,534	13.9%	24,964	106.6%	36,000	11.3%	75.7%
Real Entertainment	2,045	4,264	4.2%	1,526	74.6%	5,000	4.5%	117.3%
Visual and Music Production	4,740	8,797	19.3%	3,837	80.9%	8,000	17.8%	90.9%
IP Creation	2,514	5,020	22.3%	2,255	89.7%	5,000	25.0%	99.6%
Other	559	1,197	4.0%	932	166.7%	1,000	3.3%	83.5%
Elimination and Corporate	△ 2,182	△ 4,480	—	△ 3,194	—	△ 6,000	—	—
Total	43,935	84,045	11.5%	47,941	109.1%	70,000	9.7%	83.3%

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

(millions of yen)

	FY2019.3		FY2020.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Plan	% vs. Prior Year
Japan	275,215	595,291	283,927	103.2%	569,500	95.7%
Americas	18,264	46,797	22,762	124.6%	50,500	107.9%
Europe	19,041	43,900	18,145	95.3%	43,000	97.9%
Asia	22,144	46,359	24,494	110.6%	57,000	123.0%
Elimination and Corporate	—	—	—	—	—	—
Total	334,665	732,347	349,327	104.4%	720,000	98.3%

#### Reference: Operating Profit by Region

(millions of yen)

	FY2019.3			FY2020.3				
	1st Half Results	Full Year Results	OP Margin	1st Half Results	% vs. Prior Year	Full Year Plan	OP Margin	% vs. Prior Year
Japan	40,272	75,576	12.7%	45,399	112.7%	62,500	11.0%	82.7%
Americas	994	4,866	10.4%	1,760	177.1%	5,500	10.9%	113.0%
Europe	1,781	3,121	7.1%	838	47.1%	3,000	7.0%	96.1%
Asia	4,087	7,046	15.2%	3,784	92.6%	6,000	10.5%	85.2%
Elimination and Corporate	△ 3,198	△ 6,564	—	△ 3,839	—	△ 7,000	—	—
Total	43,935	84,045	11.5%	47,942	109.1%	70,000	9.7%	83.3%

#### Other Data

(millions of yen)

	FY2019.3		FY2020.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Plan	% vs. Prior Year
Capital Investments	10,704	22,083	13,308	124.3%	23,000	104.2%
Depreciation	9,323	21,371	9,774	104.8%	23,000	107.6%
Game Content R&D Investments	40,616	83,524	39,394	97.0%	95,000	113.7%
Advertising Expenses	18,571	44,492	20,069	108.1%	49,000	110.1%
Personnel Expenses	28,479	60,619	30,903	108.5%	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	
	1st Half Results	Full Year Results	1st Half Results	Full Year Plan
Aikatsu!	1.6	3.0	1.5	3.0
Anpanman	4.9	12.0	4.7	11.0
Ultraman	3.6	6.9	4.4	9.3
KAMEN RIDER	11.4	29.3	15.0	26.5
Mobile Suit Gundam	35.5	78.1	37.9	70.5
Super Sentai (Power Rangers)	5.4	10.2	4.3	9.0
DRAGON BALL	58.6	129.0	61.3	115.0
NARUTO	7.9	15.8	6.0	10.0
Pretty Cure	5.2	10.3	4.6	9.5
ONE PIECE	14.8	30.4	18.0	34.0

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

\*Due to the change in the method of calculating sales of Mobile Suit Gundam in Asia from this fiscal year, previous year's figures have been revised.

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

(billion yen)

	FY2019.3		FY2020.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Plan
Aikatsu!	1.0	1.9	0.8	2.0
Anpanman	4.6	11.5	4.4	11.0
Ultraman	2.2	4.4	2.5	6.0
KAMEN RIDER	10.8	27.3	13.7	25.0
Mobile Suit Gundam	15.5	32.5	18.3	33.0
Super Sentai	3.0	6.0	3.7	8.0
DRAGON BALL	9.9	20.4	11.6	20.0
Pretty Cure	5.1	10.1	4.5	9.5
Pokémon	2.0	3.5	3.2	4.0
ONE PIECE	2.9	5.6	4.8	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	
	1st Half Results	Full Year Results	1st Half Results	Full Year Plan
Digital card sales	107	202	91	204

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

(billion yen)

	FY2019.3		FY2020.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Plan
Network content	102.3	211.1	100.8	205.0
Home video game	39.7	102.1	40.7	96.0

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

	FY2019.3				FY2020.3			
	1st Half Results		Full Year Results		1st Half Results		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)
Japan	25	1,969	66	4,651	13	1,524	33	4,500
Americas	22	3,724	57	10,249	15	4,377	46	9,500
Europe	22	4,536	57	12,711	18	4,285	61	12,000
Group Total	69	10,229	180	27,611	46	10,186	140	26,000
Localized versions	26	-	89	-	20	-	72	-
After elimination of localized versions								
Group Total	43	10,229	91	27,611	26	10,186	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 Results	Full Year Plan
Amusement machines	13.2	35.6	11.6	42.5
Amusement facility	33.5	66.8	35.2	69.0

**【Number of Amusement Facilities】**

			FY2019.3		FY2020.3	
			1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Directly managed facilities	Japan	Start of term	256	256	264	264
		Openings	19	26	5	9
		Closures	1	23	7	7
		Increase/Decrease	18	3	△ 2	2
		End of term	274	259	262	266
	Overseas	Start of term	37	37	33	33
		Openings	0	0	8	28
		Closures	1	4	3	3
		Increase/Decrease	△ 1	△ 4	5	25
		End of term	36	33	38	58
	Total	Start of term	293	293	297	297
		Openings	19	26	13	37
		Closures	2	27	10	10
Increase/Decrease		17	△ 1	3	27	
Revenue-sharing facilities	Japan	624	567	517	350	
	Overseas	932	906	854	863	
	Total	1,556	1,473	1,371	1,213	
Others	Total	11	9	4	4	
Facilities Total			1,877	1,774	1,675	1,541

**【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%	105.4%	108.2%	102.6%	105.7%	107.5%		
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	
	1st Half Results	Full Year Results	1st Half Results	Full Year Plan
Packages	7.7	17.0	6.5	17.0
Production, license, distribution, events and others	22.2	50.9	22.1	48.0
Total	29.9	67.9	28.6	65.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,094 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,175 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	335 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,710 hours

As of September 30, 2019

\*Figures are estimates based on management accounting.