



BANDAI NAMCO Holdings Inc.

Financial Highlights for the First Half
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	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Net Sales	294,569	620,061	308,846	104.8%	600,000	620,000	100.0%
Gross Profit	111,573	223,759	110,415	99.0%	220,000	220,000	98.3%
Operating Profit	38,904	63,238	34,941	89.8%	57,000	57,000	90.1%
Recurring Profit	38,291	63,290	35,690	93.2%	58,000	58,000	91.6%
Profit Attributable to Owners of Parent	30,170	44,159	28,196	93.5%	40,000	40,000	90.6%

Net Sales by Segment

(millions of yen)

	FY2017.3		FY2018.3				
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	103,792	218,098	98,135	94.5%	215,000	215,000	98.6%
Network Entertainment	167,261	355,585	190,336	113.8%	350,000	370,000	104.1%
Visual and Music Production	27,504	56,290	23,392	85.0%	50,000	50,000	88.8%
Other	13,056	26,797	12,894	98.8%	30,000	30,000	112.0%
Elimination and Corporate	△ 17,044	△ 36,710	△ 15,913	—	△ 45,000	△ 45,000	—
Total	294,569	620,061	308,846	104.8%	600,000	620,000	100.0%

Operating Profit by Segment

(millions of yen)

	FY2017.3		FY2018.3				
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	OP Margin % vs. Prior Year
Toys and Hobby	8,781	13,330	5,557	63.3%	15,000	15,000	7.0%
Network Entertainment	24,091	42,034	25,788	107.0%	36,000	36,000	9.7%
Visual and Music Production	8,054	13,436	5,517	68.5%	12,000	12,000	24.0%
Other	583	702	218	37.4%	1,000	1,000	3.3%
Elimination and Corporate	△ 2,607	△ 6,266	△ 2,140	—	△ 7,000	△ 7,000	—
Total	38,904	63,238	34,941	89.8%	57,000	57,000	9.2%

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

(millions of yen)

	FY2017.3		FY2018.3				
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Japan	232,858	492,103	245,979	105.6%	477,000	495,000	100.6%
Americas	22,649	49,539	21,108	93.2%	49,000	50,000	100.9%
Europe	18,481	37,696	21,339	115.5%	34,000	35,000	92.8%
Asia	20,581	40,724	20,420	99.2%	40,000	40,000	98.2%
Elimination and Corporate	—	—	—	—	—	—	—
Total	294,569	620,061	308,846	104.8%	600,000	620,000	100.0%

Reference: Operating Profit by Region

(millions of yen)

	FY2017.3		FY2018.3				
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	OP Margin % vs. Prior Year
Japan	31,614	53,733	29,407	93.0%	51,000	51,000	10.3%
Americas	2,898	3,691	922	31.8%	4,000	4,000	8.0%
Europe	2,224	3,522	2,970	133.5%	3,500	3,500	10.0%
Asia	4,363	7,807	4,019	92.1%	6,000	6,000	15.0%
Elimination and Corporate	△ 2,195	△ 5,515	△ 2,376	—	△ 7,500	△ 7,500	—
Total	38,904	63,238	34,941	89.8%	57,000	57,000	9.2%

Other Data

(millions of yen)

	FY2017.3		FY2018.3				
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts	Full Year New Forecasts	% vs. Prior Year
Capital Investments	9,487	19,576	44,661	470.8%	21,000	55,000	281.0%
Depreciation	9,421	21,854	10,550	112.0%	23,000	23,000	105.2%
Advertising Expenses	16,405	39,356	16,797	102.4%	42,000	42,000	106.7%
Personnel Expenses	25,701	53,631	26,895	104.6%	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	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
DRAGON BALL	19.8	61.1	43.1	75.7
Mobile Suit Gundam	36.2	74.3	32.7	70.9
ONE PIECE	17.0	30.4	14.4	26.1
Super Sentai (Power Rangers)	8.0	21.0	10.2	25.3
KAMEN RIDER	7.7	22.3	9.8	22.0
Anpanman	4.7	10.6	4.7	11.0
NARUTO	1.8	8.9	5.4	9.9
Pretty Cure	3.6	7.5	3.8	8.0
Yo-kai Watch	6.0	10.4	2.1	6.3
Ultraman	1.9	4.3	3.1	5.9

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

(billion yen)

	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Mobile Suit Gundam	13.8	26.7	11.0	25.0
KAMEN RIDER	7.0	20.6	9.4	20.0
DRAGON BALL	5.8	12.4	5.9	12.0
Super Sentai (Power Rangers)	4.4	8.8	4.9	11.0
Anpanman	4.7	10.6	4.7	11.0
Pretty Cure	3.6	7.5	3.8	8.0
Yo-kai Watch	5.6	10.0	2.0	6.0
Ultraman	1.4	3.2	2.2	4.5
ONE PIECE	3.7	5.7	1.8	4.0
Pokémon	1.0	2.7	2.2	3.0

【 Digital Card Sales (Units sold)】

(million pieces)

	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Digital card sales	104	232	106	250

【 Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Network content	72.2	158.6	98.3	174.0
Home video game *	47.3	86.6	38.6	87.0
Arcade game machine	16.9	36.9	13.7	35.0
Amusement facility	30.7	60.9	32.7	63.0

*Figures of Home Video Game until the 1st Half of FY2017.3 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 Results		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	18	1,400	30	4,200
Americas	26	4,707	37	10,516	36	3,758	52	8,500
Europe	26	5,848	44	10,933	46	5,865	68	10,900
Group Total	68	12,511	114	25,526	100	11,023	150	23,600
Localized versions	26	-	49	-	54	-	78	-
After elimination of localized versions								
Group Total	42	12,511	65	25,526	46	11,023	72	23,600

【 Arcade Game Machines (Sales in Japan)】

(billion yen)

	FY2017.3		FY2018.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Sales of machines	13.8	30.1	10.3	30.0

【Number of Amusement Facilities】

			FY2017.3		FY2018.3	
			1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Directly managed facilities	Japan	Start of term	209	209	229	229
		Openings	12	17	19	48
		Closures	2	7	4	5
		Increase/Decrease	10	10	15	43
		End of term	219	219	244	272
	Overseas	Start of term	35	35	36	36
		Openings	2	3	1	3
		Closures	1	2	1	2
		Increase/Decrease	1	1	0	1
		End of term	36	36	36	37
	Total	Start of term	244	244	265	265
		Openings	14	20	20	51
		Closures	3	9	5	7
		Increase/Decrease	11	11	15	44
		End of term	255	255	280	309
Revenue-sharing facilities	Japan		100	239	526	706
	Overseas		994	983	953	953
	Total		1,094	1,222	1,479	1,659
Others	Total		19	19	14	14
Facilities Total			1,368	1,496	1,773	1,982

【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											
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	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Packages	10.9	19.1	6.7	16.0
Events, licenses, and others	16.6	37.1	16.6	34.0
Total	27.5	56.2	23.3	50.0

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

Number of copyrighted productions (BANDAI VISUAL)	794 products
Total number of hours of all copyrighted productions (BANDAI VISUAL)	2,787 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	315 products
Total number of hours of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,589 hours

As of September 30, 2017