



# BANDAI NAMCO Holdings Inc.

Financial Highlights for 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			FY2019.3			
	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	620,061	308,846	369,466	678,312	109.4%	306,000	344,000	650,000	95.8%
Gross Profit	223,759	110,415	131,167	241,582	108.0%	105,000	120,000	225,000	93.1%
Operating Profit	63,238	34,941	40,083	75,024	118.6%	29,000	31,000	60,000	80.0%
Recurring Profit	63,290	35,690	39,690	75,380	119.1%	29,500	31,500	61,000	80.9%
Profit Attributable to Owners of Parent	44,159	28,196	25,913	54,109	122.5%	22,000	21,000	43,000	79.5%

### Net Sales by Segment

(millions of yen)

	FY2017.3		FY2018.3			FY2019.3			
	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		98,135	124,282	222,417	-	110,000	120,000	230,000	103.4%
Network Entertainment		150,979	175,558	326,537	-	140,000	160,000	300,000	91.9%
Real Entertainment		44,699	45,850	90,549	-	46,000	54,000	100,000	110.4%
Visual and Music Production		16,331	24,360	40,691	-	19,000	21,000	40,000	98.3%
IP Creation		6,860	10,110	16,970	-	7,000	8,000	15,000	88.4%
Other		12,894	14,746	27,640	-	15,000	15,000	30,000	108.5%
Elimination and Corporate		△21,055	△25,438	△46,493	-	△31,000	△34,000	△65,000	-
Total		308,846	369,466	678,312	-	306,000	344,000	650,000	95.8%

### Operating Profit by Segment

(millions of yen)

	FY2017.3		FY2018.3			FY2019.3					
	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		5,557	8,919	14,476	6.5%	-	7,000	8,000	15,000	6.5%	103.6%
Network Entertainment		24,175	25,975	50,150	15.4%	-	17,000	18,000	35,000	11.7%	69.8%
Real Entertainment		2,131	1,037	3,168	3.5%	-	2,000	1,500	3,500	3.5%	110.5%
Visual and Music Production		2,644	3,974	6,618	16.3%	-	3,000	3,000	6,000	15.0%	90.7%
IP Creation		2,411	2,853	5,264	31.0%	-	2,000	2,500	4,500	30.0%	85.5%
Other		218	549	767	2.8%	-	500	500	1,000	3.3%	130.4%
Elimination and Corporate		△2,196	△3,225	△5,421	-	-	△2,500	△2,500	△5,000	-	-
Total		34,941	40,083	75,024	11.1%	-	29,000	31,000	60,000	9.2%	80.0%

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

(millions of yen)

	FY2017.3		FY2018.3			FY2019.3			
	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	492,103	245,979	293,004	538,983	109.5%	250,000	274,000	524,000	97.2%
Americas	49,539	21,108	30,679	51,787	104.5%	19,500	23,500	43,000	83.0%
Europe	37,696	21,339	23,797	45,136	119.7%	16,500	27,500	44,000	97.5%
Asia	40,724	20,420	21,986	42,406	104.1%	20,000	19,000	39,000	92.0%
Elimination and Corporate	-	-	-	-	-	-	-	-	-
Total	620,061	308,846	369,466	678,312	109.4%	306,000	344,000	650,000	95.8%

### Reference: Operating Profit by Region

(millions of yen)

	FY2017.3		FY2018.3			FY2019.3					
	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	53,733	29,407	35,001	64,408	11.9%	119.9%	25,000	27,000	52,000	9.9%	80.7%
Americas	3,691	922	3,560	4,482	8.7%	121.4%	900	2,600	3,500	8.1%	78.1%
Europe	3,522	2,970	2,001	4,971	11.0%	141.1%	2,200	2,300	4,500	10.2%	90.5%
Asia	7,807	4,019	2,989	7,008	16.5%	89.8%	3,400	2,600	6,000	15.4%	85.6%
Elimination and Corporate	△5,515	△2,376	△3,468	△5,845	-	-	△2,500	△3,500	△6,000	-	-
Total	63,238	34,941	40,083	75,024	11.1%	118.6%	29,000	31,000	60,000	9.2%	80.0%

### Other Data

(millions of yen)

	FY2017.3		FY2018.3			FY2019.3			
	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	19,576	44,661	10,173	54,834	280.1%	10,500	11,500	22,000	40.1%
Depreciation	21,854	10,550	12,995	23,545	107.7%	11,000	13,000	24,000	101.9%
Game Content R&D Investments	59,023	32,769	39,696	72,465	122.8%	30,000	33,000	63,000	86.9%
Advertising Expenses	39,356	16,797	22,923	39,720	100.9%	18,000	24,000	42,000	105.7%
Personnel Expenses	53,631	26,895	29,626	56,521	105.4%	26,000	28,500	54,500	96.4%

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.

## <Reference>

### Net Sales by Previous Segment

(millions of yen)

	2017.3	2018.3			
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	% vs. prior year
Toys and Hobby	218,098	98,135	124,282	222,417	102.0%
Network Entertainment	355,585	190,336	215,650	405,986	114.2%
Visual and Music Production	56,290	23,392	32,666	56,058	99.6%
Other	26,797	12,894	14,746	27,640	103.1%
Elimination and Corporate	△36,710	△15,913	△17,878	△33,791	-
Total	620,061	308,846	369,466	678,312	109.4%

### Operating Income by Previous Segment

(millions of yen)

	2017.3	2018.3				
	Full Year Results	1st Half Results	2nd Half Results	Full Year Results	OP Margin	% vs. prior year
Toys and Hobby	13,330	5,557	8,919	14,476	6.5%	108.6%
Network Entertainment	42,034	25,788	26,586	52,374	12.9%	124.6%
Visual and Music Production	13,436	5,517	6,991	12,508	22.3%	93.1%
Other	702	218	549	767	2.8%	109.3%
Elimination and Corporate	△6,266	△2,140	△2,961	△5,101	-	-
Total	63,238	34,941	40,083	75,024	11.1%	118.6%

**【 Sales of Major IPs (Groupwide)】**

(billion yen)

	FY2017.3	FY2018.3		FY2019.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
DRAGON BALL	61.1	43.1	97.9	38.0	80.0
Mobile Suit Gundam	74.3	32.7	68.3	33.0	74.0
ONE PIECE	30.4	14.4	29.4	13.0	27.0
KAMEN RIDER	22.3	9.8	26.4	7.5	24.5
Super Sentai (Power Rangers)	21.0	10.2	19.4	10.0	18.5
NARUTO	8.9	5.4	11.3	6.5	13.0
Anpanman	10.6	4.7	10.9	4.5	11.0
Pretty Cure	7.5	3.8	8.1	4.0	8.5
Ultraman	4.3	3.1	6.0	3.5	7.5
Aikatsu !	4.5	2.0	3.6	1.7	3.5

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

(billion yen)

	FY2017.3	FY2018.3		FY2019.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Mobile Suit Gundam	26.7	11.0	26.2	12.5	26.5
KAMEN RIDER	20.6	9.4	24.8	7.0	22.5
DRAGON BALL	12.4	5.9	14.2	7.0	14.5
Anpanman	10.6	4.7	10.9	4.5	11.0
Super Sentai (Power Rangers)	8.8	4.9	9.1	6.0	10.5
Pretty Cure	7.5	3.8	8.1	4.0	8.5
ONE PIECE	5.7	1.8	4.6	2.0	4.0
Ultraman	3.2	2.2	4.3	2.5	5.5
Pokémon	2.7	2.2	4.0	1.8	3.5
Aikatsu !	2.6	1.2	2.3	1.2	2.5

**【 Digital Card Sales (Units sold)】**

(million pieces)

	FY2017.3	FY2018.3		FY2019.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Digital card sales	232	106	225	111	230

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

(billion yen)

	FY2017.3	FY2018.3		FY2019.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Network content	158.6	98.3	199.6	93.0	190.0
Home video game	86.6	38.6	98.4	40.0	90.0

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

	FY2018.3				FY2019.3			
	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	18	1,400	42	3,949	30	2,000	50	5,200
Americas	36	3,758	56	11,024	25	4,000	45	10,000
Europe	46	5,865	89	13,894	30	4,500	65	9,500
Group Total	100	11,023	187	28,867	85	10,500	160	24,700
Localized versions	54	-	89	-	35	-	70	-
After elimination of localized versions								
Group Total	46	11,023	98	28,867	50	10,500	90	24,700

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

(billion yen)

	FY2018.3		FY2019.3	
	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Amusement machines	12.4	28.2	12.0	35.0
Amusement facility	32.7	64.2	36.0	70.0

**【Number of Amusement Facilities】**

			FY2018.3		FY2019.3	
			1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Directly managed facilities	Japan	Start of term	229	229	256	256
		Openings	19	36	19	59
		Closures	4	9	0	0
		Increase/Decrease	15	27	19	59
		End of term	244	256	275	315
	Overseas	Start of term	36	36	37	37
		Openings	1	3	1	4
		Closures	1	2	0	0
		Increase/Decrease	0	1	1	4
		End of term	36	37	38	41
	Total	Start of term	265	265	293	293
		Openings	20	39	20	63
		Closures	5	11	0	0
		Increase/Decrease	15	28	20	63
End of term		280	293	313	356	
Revenue-sharing facilities	Japan	526	620	695	795	
	Overseas	953	943	948	946	
	Total	1,479	1,563	1,643	1,741	
Others	Total	14	14	11	11	
Facilities Total			1,773	1,870	1,967	2,108

**【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	104.2%	107.3%	98.6%	102.9%	103.8%	95.6%	97.3%	99.0%	97.2%	99.0%	102.1%
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 & IP Creation Business (Sales by major category)】**

	FY2018.3		FY2019.3	
	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Packages	6.7	16.4	7.0	15.0
Production, license, distribution, events and others	16.6	39.6	19.0	40.0
Total	23.3	56.0	26.0	55.0

(billion yen)

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

Number of copyrighted productions (BANDAI NAMCO Arts)	806 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	2,830 hours
Number of copyrighted productions (Sunrise and BANDAI NAMCO Pictures)	309 series
Total running time of all copyrighted productions (Sunrise and BANDAI NAMCO Pictures)	2,560 hours

As of March 31, 2018