



BANDAI NAMCO Holdings Inc.

Financial Highlights for the Third Quarter of 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						
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs Prior Year
Net Sales	308,846	174,334	483,180	678,312	334,665	194,098	528,763	109.4%	650,000	710,000	104.7%
Gross Profit	110,415	61,077	171,493	241,582	124,615	71,203	195,818	114.2%	225,000	250,000	103.5%
Operating Profit	34,941	18,520	53,462	75,024	43,935	25,920	69,855	130.7%	60,000	75,000	100.0%
Recurring Profit	35,690	19,039	54,730	75,380	45,802	25,653	71,455	130.6%	61,000	76,000	100.8%
Profit Attributable to	28,196	12,682	40,878	54,109	34,188	19,313	53,501	130.9%	43,000	54,000	99.8%

Net Sales by Segment

(millions of yen)

Net Sales by Segment

(millions of yen)

	FY2018.3				FY2019.3						
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	98,135	66,241	164,376	222,417	112,321	71,642	183,963	111.9%	230,000	240,000	107.9%
Network Entertainment	150,979	77,148	228,127	326,537	154,612	83,905	238,517	104.6%	300,000	330,000	101.1%
Real Entertainment	44,699	21,062	65,761	90,549	46,074	29,056	75,130	114.2%	100,000	100,000	110.4%
Visual and Music Production	16,331	9,884	26,215	40,691	20,551	11,076	31,627	120.6%	40,000	40,000	98.3%
IP Creation	6,860	5,655	12,515	16,970	9,364	5,503	14,867	118.8%	15,000	18,000	106.1%
Other	12,894	7,341	20,235	27,640	14,225	8,347	22,572	111.5%	30,000	30,000	108.5%
Elimination and Corporate	△ 21,055	△ 12,996	△ 34,051	△ 46,493	△ 22,485	△ 15,432	△ 37,917	—	△ 65,000	△ 48,000	—
Total	308,846	174,334	483,180	678,312	334,665	194,098	528,763	109.4%	650,000	710,000	104.7%

Operating Profit by Segment

(millions of yen)

Operating Profit by Segment	FY2018.3				FY2019.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	OP Margin	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	5,557	7,729	13,286	14,476	12,842	9,257	22,099	12.0%	166.3%	15,000	22,000	152.0%
Network Entertainment	24,175	8,714	32,889	50,150	23,414	11,969	35,383	14.8%	107.6%	35,000	40,000	79.8%
Real Entertainment	2,131	△ 453	1,677	3,168	2,045	2,100	4,145	5.5%	247.1%	3,500	4,000	126.3%
Visual and Music Production	2,644	1,894	4,537	6,618	4,740	2,501	7,241	22.9%	159.6%	6,000	7,500	113.3%
IP Creation	2,411	1,504	3,915	5,264	2,514	1,048	3,562	24.0%	91.0%	4,500	4,500	85.5%
Other	218	603	821	767	559	465	1,024	4.5%	124.7%	1,000	1,000	130.4%
Elimination and Corporate	△ 2,196	△ 1,471	△ 3,667	△ 5,421	△ 2,182	△ 1,421	△ 3,603	—	—	△ 5,000	△ 4,000	—
Total	34,941	18,520	53,462	75,024	43,935	25,920	69,855	13.2%	130.7%	60,000	75,000	100.0%

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

(millions of yen)

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

	FY2018.3				FY2019.3						
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs. Prior Year
Japan	245,979	143,259	389,238	538,983	275,215	155,962	431,178	110.8%	524,000	575,500	106.8%
Americas	21,108	10,019	31,128	51,787	18,264	14,299	32,563	104.6%	43,000	46,500	89.8%
Europe	21,339	10,435	31,774	45,136	19,041	12,973	32,015	100.8%	44,000	45,000	99.7%
Asia	20,420	10,621	31,041	42,406	22,144	10,863	33,008	106.3%	39,000	43,000	101.4%
Elimination and Corporate	—	—	—	—	—	—	—	—	—	—	—
Total	308,846	174,334	483,180	678,312	334,665	194,098	528,763	109.4%	650,000	710,000	104.7%

Reference: Operating Profit by Region

(millions of yen)

Reference: Operating Profit by Region

(millions of yen)

	FY2018.3				FY2019.3							
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	OP Margin	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs. Prior Year
Japan	29,407	18,428	47,835	64,408	40,272	22,564	62,836	14.6%	131.4%	52,000	68,000	105.6%
Americas	922	△ 245	677	4,482	994	2,204	3,198	9.8%	472.4%	3,500	3,500	78.1%
Europe	2,970	369	3,339	4,971	1,781	732	2,513	7.8%	75.3%	4,500	3,500	70.4%
Asia	4,019	1,956	5,975	7,008	4,087	1,774	5,861	17.8%	98.1%	6,000	6,000	85.6%
Elimination and Corporate	△ 2,376	△ 1,988	△ 4,364	△ 5,845	△ 3,198	△ 1,354	△ 4,552	—	—	△ 6,000	△ 6,000	—
Total	34,941	18,520	53,462	75,024	43,935	25,920	69,855	13.2%	130.7%	60,000	75,000	100.0%

Other Data

(millions of yen)

Other Data	FY2018.3				FY2019.3						
	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	Full Year Results	1st Half Results	3Q Results (3 months)	3Q Results (9 months)	% vs. Prior Year	Full Year Plan	Full Year New Forecasts	% vs. Prior Year
Capital Investments	44,661	4,198	48,859	54,834	10,704	6,516	17,220	35.2%	22,000	22,000	40.1%
Depreciation	10,550	6,174	16,724	23,545	9,323	5,773	15,096	90.3%	24,000	22,000	93.4%
Advertising Expenses	16,797	9,735	26,532	39,720	18,571	11,733	30,304	114.2%	42,000	46,500	117.1%
Personnel Expenses	26,895	14,498	41,394	56,521	28,479	15,344	43,823	105.9%	54,500	57,500	101.7%

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 FY 2019.3 are as of May 9, 2018.

【 Sales of IPs (Groupwide)】

(billion yen)

	FY2018.3		FY2019.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	2.9	3.6	2.4	3.0
Anpanman	7.9	10.9	8.2	11.5
Ultraman	4.9	6.0	5.7	7.0
KAMEN RIDER	20.0	26.4	21.7	29.0
Mobile Suit Gundam	50.4	68.3	61.5	78.0
Super Sentai (Power Rangers)	14.8	19.4	7.6	10.5
DRAGON BALL	65.4	97.9	90.8	120.0
NARUTO	8.2	11.3	13.8	16.5
Pretty Cure	5.4	8.1	7.3	10.5
ONE PIECE	22.3	29.4	22.1	30.0

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

(billion yen)

	FY2018.3		FY2019.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	1.8	2.3	1.5	2.0
Anpanman	7.9	10.9	7.7	11.0
Ultraman	3.5	4.3	3.6	4.5
KAMEN RIDER	19.0	24.8	20.4	27.0
Mobile Suit Gundam	18.5	26.2	24.1	31.0
Super Sentai (Power Rangers)	6.1	9.1	3.9	6.0
DRAGON BALL	9.8	14.2	15.5	20.0
Pretty Cure	5.4	8.1	7.1	10.0
Pokémon	3.1	4.0	2.9	3.5
ONE PIECE	3.6	4.6	4.5	5.5

【 Digital Card Sales (Units sold)】

(million pieces)

	FY2018.3		FY2019.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Digital card sales	159	225	150	188

【 Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2018.3		FY2019.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Network content	148.1	199.6	152.2	205.0
Home video game	59.0	98.4	65.8	96.0

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

	FY2018.3				FY2019.3			
	3Q (9mo.)		Full Year Results		3Q (9mo.)		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	27	2,646	42	3,949	44	3,118	60	4,500
Americas	43	5,619	56	11,024	38	6,720	59	11,000
Europe	58	8,543	89	13,894	38	7,974	59	11,500
Group Total	128	16,808	187	28,867	120	17,812	178	27,000
Localized versions	60	-	89	-	52	-	89	-
After elimination of localized versions								
Group Total	68	16,808	98	28,867	68	17,812	89	27,000

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

	FY2018.3		FY2019.3	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Amusement machines	18.3	28.2	26.3	35.5
Amusement facility	48.2	64.2	49.6	66.0

【Number of Amusement Facilities】

			FY2018.3		FY2019.3	
			3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Directly managed facilities	Japan	Start of term	229	229	256	256
		Openings	27	36	26	26
		Closures	5	9	7	21
		Increase/Decrease	22	27	19	5
		End of term	251	256	275	261
	Overseas	Start of term	36	36	37	37
		Openings	2	3	△ 0	△ 1
		Closures	2	2	3	3
		Increase/Decrease	0	1	3	2
		End of term	36	37	34	35
	Total	Start of term	265	265	293	293
		Openings	29	39	26	27
		Closures	7	11	10	24
		Increase/Decrease	22	28	16	3
		End of term	287	293	309	296
Revenue-sharing facilities	Japan		612	620	626	630
	Overseas		944	943	950	951
	Total		1,556	1,563	1,576	1,581
Others	Total		14	14	11	10
Facilities Total			1,857	1,870	1,896	1,887

【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%						
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)

	FY2018.3		FY2019.3	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Packages	10.8	16.4	12.3	16.0
Production, license, distribution, events and others	27.0	39.6	34.1	42.0
Total	37.8	56.0	46.4	58.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	837 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	2,968 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	328 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,654 hours
As of December 31, 2018	