

May 9, 2019



BANDAI NAMCO Holdings Inc.

Financial Highlights for 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				FY2020.3			
	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	678,312	334,665	397,682	732,347	108.0%	340,000	380,000	720,000	98.3%
Gross Profit	241,582	124,615	137,940	262,555	108.7%	116,000	138,000	254,000	96.7%
Operating Profit	75,024	43,935	40,110	84,045	112.0%	31,000	39,000	70,000	83.3%
Recurring Profit	75,380	45,802	41,061	86,863	115.2%	31,500	39,500	71,000	81.7%
Profit Attributable to Owners of Parent	54,109	34,188	29,195	63,383	117.1%	23,000	27,000	50,000	78.9%

Net Sales by Segment

(millions of yen)

	FY2018.3	FY2019.3				FY2020.3			
	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	222,417	112,321	130,544	242,865	109.2%	120,000	130,000	250,000	102.9%
Network Entertainment	326,537	154,612	186,315	340,927	104.4%	150,000	170,000	320,000	93.9%
Real Entertainment	90,549	46,074	55,419	101,493	112.1%	50,000	60,000	110,000	108.4%
Visual and Music Production	40,691	20,551	24,967	45,518	111.9%	20,000	25,000	45,000	98.9%
IP Creation	16,970	9,364	13,100	22,464	132.4%	8,000	12,000	20,000	89.0%
Other	27,640	14,225	15,539	29,764	107.7%	14,000	16,000	30,000	100.8%
Elimination and Corporate	△ 46,493	△ 22,485	△ 28,202	△ 50,687	—	△ 22,000	△ 33,000	△ 55,000	—
Total	678,312	334,665	397,682	732,347	108.0%	340,000	380,000	720,000	98.3%

Operating Profit by Segment

(millions of yen)

	FY2018.3	FY2019.3				FY2020.3				
	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
Toys and Hobby	14,476	12,842	8,868	21,710	8.9%	150.0%	10,000	11,000	21,000	8.4%
Network Entertainment	50,150	23,414	24,120	47,534	13.9%	94.8%	16,000	20,000	36,000	11.3%
Real Entertainment	3,168	2,045	2,219	4,264	4.2%	134.6%	1,500	3,500	5,000	4.5%
Visual and Music Production	6,618	4,740	4,057	8,797	19.3%	132.9%	3,500	4,500	8,000	17.8%
IP Creation	5,264	2,514	2,506	5,020	22.3%	95.4%	2,500	2,500	5,000	25.0%
Other	767	559	638	1,197	4.0%	156.1%	500	500	1,000	3.3%
Elimination and Corporate	△ 5,421	△ 2,182	△ 2,298	△ 4,480	—	—	△ 3,000	△ 3,000	△ 6,000	—
Total	75,024	43,935	40,110	84,045	11.5%	112.0%	31,000	39,000	70,000	9.7%

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

(millions of yen)

	FY2018.3	FY2019.3				FY2020.3			
	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	538,983	275,215	320,076	595,291	110.4%	275,500	294,000	569,500	95.7%
Americas	51,787	18,264	28,533	46,797	90.4%	21,000	29,500	50,500	107.9%
Europe	45,136	19,041	24,858	43,900	97.3%	17,500	25,500	43,000	97.9%
Asia	42,406	22,144	24,215	46,359	109.3%	26,000	31,000	57,000	123.0%
Elimination and Corporate	—	—	—	—	—	—	—	—	—
Total	678,312	334,665	397,682	732,347	108.0%	340,000	380,000	720,000	98.3%

Reference: Operating Profit by Region

(millions of yen)

	FY2018.3	FY2019.3				FY2020.3				
	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
Japan	64,408	40,272	35,304	75,576	12.7%	117.3%	30,500	32,000	62,500	11.0%
Americas	4,482	994	3,872	4,866	10.4%	108.6%	1,500	4,000	5,500	10.9%
Europe	4,971	1,781	1,340	3,121	7.1%	62.8%	0	3,000	3,000	7.0%
Asia	7,008	4,087	2,960	7,046	15.2%	100.5%	2,500	3,500	6,000	10.5%
Elimination and Corporate	△ 5,845	△ 3,198	△ 3,366	△ 6,564	—	—	△ 3,500	△ 3,500	△ 7,000	—
Total	75,024	43,935	40,110	84,045	11.5%	112.0%	31,000	39,000	70,000	9.7%

Other Data

(millions of yen)

	FY2018.3	FY2019.3				FY2020.3			
	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	54,834	10,704	11,379	22,083	40.3%	11,000	12,000	23,000	104.2%
Depreciation	23,545	9,323	12,048	21,371	90.8%	10,000	13,000	23,000	107.6%
Game Content R&D Investments	70,961	—	—	81,468	114.8%	—	—	—	—
Advertising Expenses	39,720	18,571	25,921	44,492	112.0%	21,000	28,000	49,000	110.1%
Personnel Expenses	56,521	28,479	32,140	60,619	107.3%	28,000	31,000	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.

【 Sales of IPs (Groupwide)】

(billion yen)

	FY2018.3	FY2019.3		FY2020.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Aikatsu!	3.6	1.6	3.0	1.5	3.0
Anpanman	10.9	4.9	12.0	4.5	11.0
Ultraman	6.0	3.6	6.9	4.5	9.3
KAMEN RIDER	26.4	11.4	29.3	10.5	26.5
Mobile Suit Gundam	68.3	36.1	79.3	34.7	70.5
Super Sentai (Power Rangers)	19.4	5.4	10.2	4.5	9.0
DRAGON BALL	97.9	58.6	129.0	50.1	115.0
NARUTO	11.3	7.9	15.8	4.5	10.0
Pretty Cure	8.1	5.2	10.3	4.5	9.5
ONE PIECE	29.4	14.8	30.4	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)

	FY2018.3	FY2019.3		FY2020.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Aikatsu!	2.3	1.0	1.9	1.0	2.0
Anpanman	10.9	4.6	11.5	4.5	11.0
Ultraman	4.3	2.2	4.4	3.0	6.0
KAMEN RIDER	24.8	10.8	27.3	10.0	25.0
Mobile Suit Gundam	26.2	15.5	32.5	17.0	33.0
Super Sentai (Power Rangers)	9.1	3.0	6.0	4.0	8.0
DRAGON BALL	14.2	9.9	20.4	9.0	20.0
Pretty Cure	8.1	5.1	10.1	4.5	9.5
Pokémon	4.0	2.0	3.5	2.0	4.0
ONE PIECE	4.6	2.9	5.6	3.0	6.0

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

【 Digital Card Sales (Units sold)】

(million pieces)

	FY2018.3	FY2019.3		FY2020.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Digital card sales	225	107	202	104	204

【 Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2018.3	FY2019.3		FY2020.3	
	Full Year Results	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Network content	199.6	102.3	211.1	100.0	205.0
Home video game	98.4	39.7	102.1	40.0	96.0

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

	FY2019.3				FY2020.3			
	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	25	1,969	66	4,651	17	2,300	33	4,500
Americas	22	3,724	57	10,249	31	4,000	46	9,500
Europe	22	4,536	57	12,711	35	4,000	61	12,000
Group Total	69	10,229	180	27,611	83	10,300	140	26,000
Localized versions	26	-	89	-	39	-	72	-
After elimination of localized versions								
Group Total	43	10,229	91	27,611	44	10,300	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 Forecasts	Full Year Forecasts
Amusement machines	13.2	35.6	15.5	42.5
Amusement facility	33.5	66.8	35.0	69.0

【Number of Amusement Facilities】

			FY2019.3		FY2020.3	
			1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Directly managed facilities	Japan	Start of term	256	256	264	264
		Openings	19	26	5	11
		Closures	1	23	0	0
		Increase/Decrease	18	3	5	11
		End of term	274	259	269	275
	Overseas	Start of term	37	37	33	33
		Openings	△ 0	△ 0	11	20
		Closures	1	4	0	0
		Increase/Decrease	1	4	11	20
		End of term	36	33	44	53
	Total	Start of term	293	293	297	297
		Openings	19	△ 26	16	31
		Closures	2	27	0	0
		Increase/Decrease	17	1	16	31
		End of term	310	292	313	328
Revenue-sharing facilities	Japan		624	567	490	350
	Overseas		932	906	892	888
	Total		1,556	1,473	1,382	1,238
Others	Total		11	9	4	4
Facilities Total			1,877	1,774	1,699	1,570

【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%	101.0%	101.5%	105.0%	102.5%	100.1%	98.1%
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)

	FY2019.3		FY2020.3	
	1st Half Results	Full Year Results	1st Half Forecasts	Full Year Forecasts
Packages	7.7	17.0	8.5	17.0
Production, license, distribution, events and others	22.2	50.9	19.5	48.0
Total	29.9	67.9	28.0	65.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,063 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,096 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	331 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,697 hours
As of March 31, 2019	

*Figures are estimates based on management accounting.