



BANDAI NAMCO Holdings Inc.

Financial Highlights for the Third Quarter 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	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	334,665	194,098	528,763	732,347	349,327	183,249	532,576	100.7%	720,000	720,000	98.3%	
Gross Profit	124,615	71,203	195,818	262,555	133,889	70,041	203,930	104.1%	254,000	261,000	99.4%	
Operating Profit	43,935	25,920	69,855	84,045	47,941	24,155	72,096	103.2%	70,000	75,000	89.2%	
Recurring Profit	45,802	25,653	71,455	86,863	48,746	24,685	73,431	102.8%	71,000	76,500	88.1%	
Profit Attributable to Owners of Parent	34,188	19,313	53,501	63,383	34,607	18,297	52,904	98.9%	50,000	54,000	85.2%	

Net Sales by Segment

(millions of yen)

	FY2019.3				FY2020.3							
	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	112,321	71,642	183,963	242,865	128,044	72,937	200,981	109.3%	250,000	260,000	107.1%	
Network Entertainment	154,612	83,905	238,517	340,927	153,036	78,998	232,034	97.3%	320,000	320,000	93.9%	
Real Entertainment	46,074	29,056	75,130	101,493	46,810	22,212	69,022	91.9%	110,000	95,000	93.6%	
Visual and Music Production	20,551	11,076	31,627	45,518	20,761	10,850	31,611	99.9%	45,000	45,000	98.9%	
IP Creation	9,364	5,503	14,867	22,464	7,850	3,864	11,714	78.8%	20,000	20,000	89.0%	
Other	14,225	8,347	22,572	29,764	15,342	8,201	23,543	104.3%	30,000	35,000	117.6%	
Elimination and Corporate	△ 22,485	△ 15,432	△ 37,917	△ 50,687	△ 22,517	△ 13,814	△ 36,331	-	△ 55,000	△ 55,000	-	
Total	334,665	194,098	528,763	732,347	349,327	183,249	532,576	100.7%	720,000	720,000	98.3%	

Operating Profit by Segment

(millions of yen)

	FY2019.3				FY2020.3							
	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	12,842	9,257	22,099	21,710	17,620	11,079	28,699	14.3%	129.9%	21,000	27,000	124.4%
Network Entertainment	23,414	11,969	35,383	47,534	24,964	11,521	36,485	15.7%	103.1%	36,000	40,000	84.2%
Real Entertainment	2,045	2,100	4,145	4,264	1,526	△ 372	1,154	1.7%	27.8%	5,000	1,000	23.5%
Visual and Music Production	4,740	2,501	7,241	8,797	3,837	1,759	5,596	17.7%	77.3%	8,000	8,000	90.9%
IP Creation	2,514	1,048	3,562	5,020	2,255	1,260	3,515	30.0%	98.7%	5,000	5,000	99.6%
Other	559	465	1,024	1,197	932	435	1,367	5.8%	133.4%	1,000	1,000	83.5%
Elimination and Corporate	△ 2,182	△ 1,421	△ 3,603	△ 4,480	△ 3,194	△ 1,528	△ 4,722	-	-	△ 6,000	△ 7,000	-
Total	43,935	25,920	69,855	84,045	47,941	24,155	72,096	13.5%	103.2%	70,000	75,000	89.2%

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

(millions of yen)

	FY2019.3				FY2020.3							
	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	275,215	155,962	431,178	595,291	283,927	142,625	426,552	98.9%	569,500	574,000	96.4%	
Americas	18,264	14,299	32,563	46,797	22,762	14,125	36,887	113.3%	50,500	52,000	111.1%	
Europe	19,041	12,973	32,015	43,900	18,145	13,940	32,085	100.2%	43,000	43,000	97.9%	
Asia	22,144	10,863	33,008	46,359	24,494	12,558	37,052	112.3%	57,000	51,000	110.0%	
Elimination and Corporate	-	-	-	-	-	-	-	-	-	-	-	
Total	334,665	194,098	528,763	732,347	349,327	183,249	532,576	100.7%	720,000	720,000	98.3%	

Reference: Operating Profit by Region

(millions of yen)

	FY2019.3				FY2020.3							
	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	40,272	22,564	62,836	75,576	45,399	20,957	66,356	15.6%	105.6%	62,500	68,500	90.6%
Americas	994	2,204	3,198	4,866	1,760	1,776	3,536	9.6%	110.6%	5,500	4,500	92.5%
Europe	1,781	732	2,513	3,121	838	1,128	1,966	6.1%	78.2%	3,000	2,500	80.1%
Asia	4,087	1,774	5,861	7,046	3,784	1,244	5,028	13.6%	85.8%	6,000	5,500	78.1%
Elimination and Corporate	△ 3,198	△ 1,354	△ 4,552	△ 6,564	△ 3,839	△ 952	△ 4,791	-	-	△ 7,000	△ 6,000	-
Total	43,935	25,920	69,855	84,045	47,941	24,155	72,096	13.5%	103.2%	70,000	75,000	89.2%

Other Data

(millions of yen)

	FY2019.3				FY2020.3							
	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	10,704	6,516	17,220	22,083	13,308	6,387	19,695	114.4%	23,000	23,000	104.2%	
Depreciation	9,323	5,773	15,096	21,371	9,774	6,157	15,931	105.5%	23,000	23,000	107.6%	
Game Content R&D Investments	40,616	20,962	61,578	83,524	39,394	20,996	60,390	98.1%	95,000	95,000	113.7%	
Advertising Expenses	18,571	11,733	30,304	44,492	20,069	11,898	31,967	105.5%	49,000	50,000	112.4%	
Personnel Expenses	28,479	15,344	43,823	60,619	30,903	15,465	46,368	105.8%	59,000	60,000	99.0%	

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)

	FY2019.3		FY2020.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	2.4	3.0	2.4	3.0
Anpanman	8.2	12.0	7.8	11.5
Ultraman	5.7	6.9	6.5	8.0
KAMEN RIDER	21.7	29.3	24.5	31.5
Mobile Suit Gundam	60.7	78.1	62.7	78.5
Super Sentai (Power Rangers)	7.6	10.2	5.0	7.0
DRAGON BALL	90.8	129.0	87.9	122.5
NARUTO	13.8	15.8	9.2	12.0
Pretty Cure	7.3	10.3	5.9	9.5
ONE PIECE	22.1	30.4	25.4	33.0

*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	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	1.5	1.9	1.3	1.5
Anpanman	7.7	11.5	7.4	11.0
Ultraman	3.6	4.4	3.5	4.0
KAMEN RIDER	20.4	27.3	22.6	29.0
Mobile Suit Gundam	24.1	32.5	28.6	36.0
Super Sentai	3.9	6.0	4.4	6.0
DRAGON BALL	15.5	20.4	17.2	21.0
Pretty Cure	7.1	10.1	5.8	9.0
Pokémon	2.9	3.5	5.3	6.8
ONE PIECE	4.5	5.6	6.8	7.5

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

【Digital Card Sales (Units sold)】

(million pieces)

	FY2019.3		FY2020.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Digital card sales	150	202	132	185

【Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2019.3		FY2020.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Network content	152.2	211.1	145.8	203.0
Home video game	65.8	102.1	67.5	96.0

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

	FY2019.3				FY2020.3			
	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	44	3,118	66	4,651	27	2,542	42	3,600
Americas	38	6,720	57	10,249	23	6,269	39	9,000
Europe	38	7,974	57	12,711	30	6,725	45	10,000
Group Total	120	17,812	180	27,611	80	15,536	126	22,600
Localized versions	52	-	89	-	35	-	65	-
After elimination of localized versions								
Group Total	68	17,812	91	27,611	45	15,536	61	22,600

*Figures are estimates based on management accounting.

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

	FY2019.3		FY2020.3	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Amusement machines	26.3	35.6	18.2	27.0
Amusement facility	49.6	66.8	50.9	69.0

【Number of Amusement Facilities】

			FY2019.3		FY2020.3	
			3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Directly managed facilities	Japan	Start of term	256	256	264	264
		Openings	26	26	8	8
		Closures	7	23	8	8
		Increase/Decrease	19	3	0	0
		End of term	275	259	264	264
	Overseas	Start of term	37	37	33	33
		Openings	0	0	12	23
		Closures	3	4	3	3
		Increase/Decrease	△ 3	△ 4	9	20
		End of term	34	33	42	53
	Total	Start of term	293	293	297	297
		Openings	26	26	20	31
		Closures	10	27	11	11
		Increase/Decrease	16	△ 1	9	20
End of term		309	292	306	317	
Revenue-sharing facilities	Japan	626	567	429	429	
	Overseas	950	906	848	862	
	Total	1,576	1,473	1,277	1,291	
Others	Total	11	9	4	4	
Facilities Total			1,896	1,774	1,587	1,612

【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	104.9%	100.8%	93.9%	99.2%	105.0%	/	/	/	/	/	/
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	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Packages	12.3	17.0	11.0	16.5
Production, license, distribution, events and others	34.1	50.9	32.3	48.5
Total	46.4	67.9	43.3	65.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,108 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,208 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	336 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,718 hours

As of December 31, 2019

*Figures are estimates based on management accounting.