



BANDAI NAMCO Holdings Inc.

Financial Highlights for the First Half of the Fiscal Year Ending March 31, 2021

BANDAI NAMCO Holdings Inc.: Consolidated Financial Results

Summary of Income Statement

(millions of yen)

	FY2020.3		FY2021.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	% vs. Prior Year
Net Sales	349,327	723,989	337,122	96.5%	650,000	89.8%
Gross Profit	133,889	260,948	130,477	97.5%	224,000	85.8%
Operating Profit	47,941	78,775	45,930	95.8%	50,000	63.5%
Recurring Profit	48,746	79,797	47,193	96.8%	50,500	63.3%
Profit Attributable to Owners of Parent	34,607	57,665	31,715	91.6%	33,000	57.2%

Net Sales by Segment

(millions of yen)

	FY2020.3		FY2021.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	% vs. Prior Year
Toys and Hobby	128,044	253,714	128,858	100.6%	250,000	98.5%
Network Entertainment	153,036	328,079	170,273	111.3%	305,000	93.0%
Real Entertainment	46,810	91,753	24,320	52.0%	70,000	76.3%
Visual and Music Production	20,761	46,951	11,091	53.4%	25,000	53.2%
IP Creation	7,850	23,497	9,559	121.8%	30,000	127.7%
Other	15,342	31,054	15,700	102.3%	30,000	96.6%
Elimination and Corporate	△ 22,517	△ 51,061	△ 22,680	—	△ 60,000	—
Total	349,327	723,989	337,122	96.5%	650,000	89.8%

Operating Profit by Segment

(millions of yen)

	FY2020.3			FY2021.3				
	1st Half Results	Full Year Results	OP Margin	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	OP Margin	% vs. Prior Year
Toys and Hobby	17,620	26,733	10.5%	18,809	106.7%	26,000	10.4%	97.3%
Network Entertainment	24,964	43,879	13.4%	34,726	139.1%	38,000	12.5%	86.6%
Real Entertainment	1,526	△ 1,502	—	△ 8,022	—	△ 12,000	—	—
Visual and Music Production	3,837	8,032	17.1%	826	21.5%	500	2.0%	6.2%
IP Creation	2,255	6,269	26.7%	1,914	84.9%	4,000	13.3%	63.8%
Other	932	1,346	4.3%	661	70.9%	1,000	3.3%	74.3%
Elimination and Corporate	△ 3,194	△ 5,983	—	△ 2,984	—	△ 7,500	—	—
Total	47,941	78,775	10.9%	45,930	95.8%	50,000	7.7%	63.5%

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

(millions of yen)

	FY2020.3		FY2021.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	% vs. Prior Year
Japan	283,927	578,922	265,130	93.4%	496,000	85.7%
Americas	22,762	53,553	27,440	120.6%	49,500	92.4%
Europe	18,145	44,168	18,319	101.0%	43,500	98.5%
Asia	24,494	0	26,233	107.1%	61,000	#DIV/0!
Elimination and Corporate	—	—	—	—	—	—
Total	349,327	723,989	337,122	96.5%	650,000	89.8%

Reference: Operating Profit by Region

(millions of yen)

	FY2020.3			FY2021.3				
	1st Half Results	Full Year Results	OP Margin	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	OP Margin	% vs. Prior Year
Japan	45,399	72,598	12.5%	41,550	91.5%	44,500	9.0%	61.3%
Americas	1,760	4,772	8.9%	2,363	134.3%	3,000	6.1%	62.9%
Europe	838	2,158	4.9%	599	71.5%	3,000	6.9%	139.0%
Asia	3,784	5,339	#DIV/0!	4,652	122.9%	4,500	7.4%	84.3%
Elimination and Corporate	△ 3,839	△ 6,091	—	△ 3,234	—	△ 5,000	—	—
Total	47,941	78,775	10.9%	45,930	95.8%	50,000	7.7%	63.5%

Other Data

(millions of yen)

	FY2020.3		FY2021.3			
	1st Half Results	Full Year Results	1st Half Results	% vs. Prior Year	Full Year Forecasts (as of Aug. 7, 2020)	% vs. Prior Year
Capital Investments	13,308	27,342	10,684	80.3%	23,000	84.1%
Depreciation	9,774	23,240	9,722	99.5%	23,500	101.1%
Game Content R&D Investments		80,376	37,581			
Advertising Expenses	20,069	44,368	14,760	73.5%	41,000	92.4%
Personnel Expenses	30,903	61,821	32,615	105.5%	59,000	95.4%

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: As the Group partially changed the classification of business segments from FY2021.3, the classification of business segments for FY2020.3 have been restated accordingly.

Note: The figures of the full year forecasts of FY2021.3 are as of August 7, 2020.

【 Sales of IPs (Groupwide)】

(billion yen)

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Aikatsu!	1.5	3.2	0.6	2.5
Anpanman	4.7	9.9	3.8	10.0
Ultraman	4.4	7.8	3.9	8.5
KAMEN RIDER	15.0	31.2	14.1	32.0
Mobile Suit Gundam	37.9	78.1	45.4	87.0
Super Sentai	4.3	6.8	2.7	6.0
DRAGON BALL	61.3	134.9	63.0	109.0
NARUTO	6.0	13.0	10.3	12.0
Pretty Cure	4.6	8.4	3.3	7.0
ONE PIECE	18.0	34.9	19.9	32.0

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

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

(billion yen)

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Aikatsu!	0.8	1.6	0.4	1.5
Anpanman	4.4	9.4	3.7	9.5
Ultraman	2.5	4.3	2.3	5.0
KAMEN RIDER	13.7	28.5	11.9	27.5
Mobile Suit Gundam	18.3	35.7	20.6	36.0
Super Sentai	3.7	6.0	2.4	5.5
DRAGON BALL	11.6	20.7	7.4	16.5
Pretty Cure	4.5	8.3	3.3	7.0
Pokémon	3.2	6.6	2.9	5.5
ONE PIECE	4.8	7.9	3.4	7.0

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

【 Digital Card Sales (Units sold)】

(million pieces)

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Digital card sales	91	174	49	135

【 Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Network content	100.8	200.9	108.1	195.0
Home video game	40.7	99.0	55.0	100.0

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

	FY2020.3				FY2021.3			
	1st Half Results		Full Year Results		1st Half Results		Full Year Forecasts (as of Aug. 7, 2020)	
	# 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	13	1,524	37	3,458	19	1,948	45	3,000
Americas	15	4,377	39	10,334	16	7,678	31	9,000
Europe	18	4,285	45	10,792	16	8,768	35	16,000
Group Total	46	10,186	121	24,584	51	18,394	111	28,000
Localized versions	20	-	62	-	25	-	56	-
After elimination of localized versions								
Group Total	26	10,186	59	24,584	26	18,394	55	28,000

*Figures are estimates based on management accounting.

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

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Amusement machines	11.6	27.1	6.1	17.5
Amusement facility	35.2	64.7	18.1	53.0

【Number of Amusement Facilities】

			FY2020.3		FY2021.3	
			1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts
Directly managed facilities	Japan	Start of term	264	264	261	261
		Openings	△ 5	△ 8	△ 3	△ 6
		Closures	7	11	11	16
		Increase/Decrease	2	3	8	10
		End of term	262	261	253	251
	Overseas	Start of term	33	33	49	49
		Openings	8	19	6	8
		Closures	3	3	0	0
		Increase/Decrease	5	16	6	8
		End of term	38	49	55	57
	Total	Start of term	297	297	310	310
		Openings	13	27	△ 9	△ 14
		Closures	10	14	11	16
		Increase/Decrease	3	13	2	2
		End of term	300	310	308	308
Revenue-sharing facilities	Japan		517	442	444	444
	Overseas		854	842	810	810
	Total		1,371	1,284	1,254	1,254
Others	Total		4	4	3	2
Facilities Total			1,675	1,598	1,565	1,564

【Amusement Facilities (Existing-store sales, YOY, Japan)】

	Apr.	May	Jun.	1Q (3 mo.)	Jul.	Aug.	Sep.	2Q (3 mo.)	1st Half		
FY2021.3	15.4%	17.6%	68.8%	33.2%	71.5%	59.7%	78.3%	68.7%	52.8%		
FY2020.3	106.0%	109.7%	114.5%	109.8%	105.4%	108.2%	102.6%	105.7%	107.5%		
	Oct.	Nov.	Dec.	3Q (3 mo.)	3Q (9 mo.)	Jan.	Feb.	Mar.	4Q (3 mo.)	2nd Half	Full Year
FY2021.3											
FY2020.3	104.9%	100.8%	93.9%	99.2%	105.0%	99.0%	99.6%	42.0%	79.5%	88.8%	98.1%

【Visual and Music Production Business & IP Creation Business (Sales by major category)】

(billion yen)

	FY2020.3		FY2021.3	
	1st Half Results	Full Year Results	1st Half Results	Full Year Forecasts (as of Aug. 7, 2020)
Packages	6.5	15.2	4.2	10.0
Production, license, distribution, events and others	22.1	55.2	16.4	45.0
Total	28.6	70.4	20.6	55.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,122 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,237 hours
Number of copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	337 series
Total running time of all copyrighted productions (SUNRISE and BANDAI NAMCO Pictures)	2,742 hours

As of September 30, 2020

*Figures are estimates based on management accounting.