



BANDAI NAMCO Holdings Inc.

Financial Highlights for the Third Quarter 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	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Net Sales	349,327	183,249	532,576	723,989	337,122	206,334	543,456	102.0%	650,000	720,000	99.4%
Gross Profit	133,889	70,041	203,930	260,948	130,477	78,371	208,848	102.4%	224,000	257,000	98.5%
Operating Profit	47,941	24,155	72,096	78,775	45,930	26,992	72,922	101.1%	50,000	72,000	91.4%
Recurring Profit	48,746	24,685	73,431	79,797	47,193	27,951	75,144	102.3%	50,500	74,000	92.7%
Profit Attributable to Owners of Parent	34,607	18,297	52,904	57,665	31,715	18,919	50,634	95.7%	33,000	36,000	62.4%

Net Sales by Segment

(millions of yen)

	FY2020.3				FY2021.3						
	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	128,044	72,937	200,981	253,714	128,858	92,098	220,956	109.9%	250,000	290,000	114.3%
Network Entertainment	153,036	78,998	232,034	328,079	170,273	88,154	258,427	111.4%	305,000	340,000	103.6%
Real Entertainment	46,810	22,212	69,022	91,753	24,320	18,192	42,512	61.6%	70,000	67,000	73.0%
Visual and Music Production	20,761	10,850	31,611	46,951	11,091	5,724	16,815	53.2%	25,000	25,000	53.2%
IP Creation	7,850	3,864	11,714	23,497	9,559	6,739	16,298	139.1%	30,000	25,000	106.4%
Other	15,342	8,201	23,543	31,054	15,700	9,544	25,244	107.2%	30,000	30,000	96.6%
Elimination and Corporate	△ 22,517	△ 13,814	△ 36,331	△ 51,061	△ 22,680	△ 14,116	△ 36,796	-	△ 60,000	△ 57,000	-
Total	349,327	183,249	532,576	723,989	337,122	206,334	543,456	102.0%	650,000	720,000	99.4%

Operating Profit by Segment

(millions of yen)

	FY2020.3				FY2021.3							
	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Toys and Hobby	17,620	11,079	28,699	26,733	18,809	16,741	35,550	16.1%	123.9%	26,000	36,000	134.7%
Network Entertainment	24,964	11,521	36,485	43,879	34,726	13,020	47,746	18.5%	130.9%	38,000	50,000	113.9%
Real Entertainment	1,526	△ 372	1,154	△ 1,502	△ 8,022	△ 1,721	△ 9,743	-	-	△ 12,000	△ 12,000	-
Visual and Music Production	3,837	1,759	5,596	8,032	826	△ 581	245	1.5%	4.4%	500	500	6.2%
IP Creation	2,255	1,260	3,515	6,269	1,914	746	2,660	16.3%	75.7%	4,000	4,000	63.8%
Other	932	435	1,367	1,346	661	839	1,500	5.9%	109.8%	1,000	1,000	74.3%
Elimination and Corporate	△ 3,194	△ 1,528	△ 4,722	△ 5,983	△ 2,984	△ 2,054	△ 5,038	-	-	△ 7,500	△ 7,500	-
Total	47,941	24,155	72,096	78,775	45,930	26,992	72,922	13.4%	101.1%	50,000	72,000	91.4%

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

(millions of yen)

	FY2020.3				FY2021.3						
	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Japan	283,927	142,625	426,552	578,922	265,130	148,998	414,128	97.1%	496,000	558,000	96.4%
Americas	22,762	14,125	36,887	53,553	27,440	14,967	42,407	115.0%	49,500	51,500	96.2%
Europe	18,145	13,940	32,085	44,168	18,319	27,699	46,018	143.4%	43,500	57,000	129.1%
Asia	24,494	12,558	37,052	47,347	26,233	14,671	40,904	110.4%	61,000	53,500	113.0%
Elimination and Corporate	-	-	-	-	-	-	-	-	-	-	-
Total	349,327	183,249	532,576	723,989	337,122	206,334	543,456	102.0%	650,000	720,000	99.4%

Reference: Operating Profit by Region

(millions of yen)

	FY2020.3				FY2021.3							
	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Japan	45,399	20,957	66,356	72,598	41,550	21,929	63,479	15.3%	95.7%	44,500	66,000	90.9%
Americas	1,760	1,776	3,536	4,772	2,363	1,474	3,837	9.0%	108.5%	3,000	2,500	52.4%
Europe	838	1,128	1,966	2,158	599	2,867	3,466	7.5%	176.3%	3,000	2,000	92.7%
Asia	3,784	1,244	5,028	5,339	4,652	2,400	7,052	17.2%	140.3%	4,500	7,500	140.5%
Elimination and Corporate	△ 3,839	△ 952	△ 4,791	△ 6,091	△ 3,234	△ 1,677	△ 4,911	-	-	△ 5,000	△ 6,000	-
Total	47,941	24,155	72,096	78,775	45,930	26,992	72,922	13.4%	101.1%	50,000	72,000	91.4%

Other Data

(millions of yen)

	FY2020.3				FY2021.3						
	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 Forecasts (as of Aug. 7, 2020)	Full Year New Forecasts	% vs. Prior Year
Capital Investments	13,308	6,387	19,695	27,342	10,684	6,414	17,098	86.8%	23,000	23,000	84.1%
Depreciation	9,774	6,157	15,931	23,240	9,722	6,449	16,171	101.5%	23,500	23,500	101.1%
Game Content R&D Investments	39,394	20,996	60,390	83,204	40,680	23,274	63,954	105.9%	83,000	85,000	102.2%
Advertising Expenses	20,069	11,898	31,967	44,368	14,760	14,579	29,339	91.8%	41,000	43,000	96.9%
Personnel Expenses	30,903	15,465	46,368	61,821	32,615	16,648	49,263	106.2%	59,000	64,000	103.5%

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.

【Sales of IPs (Groupwide)】

(billion yen)

	FY2020.3		FY2021.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	2.4	3.2	1.4	2.5
Anpanman	7.8	9.9	6.4	10.0
Ultraman	6.5	7.8	6.4	8.5
KAMEN RIDER	24.5	31.2	22.8	28.5
Mobile Suit Gundam	62.7	78.1	67.6	92.5
Super Sentai	5.0	6.8	3.6	6.0
DRAGON BALL	87.9	134.9	90.7	110.0
NARUTO	9.2	13.0	15.1	16.5
Pretty Cure	5.9	8.4	4.4	7.0
ONE PIECE	25.4	34.9	27.8	33.0

*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	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Aikatsu!	1.3	1.6	0.9	1.5
Anpanman	7.4	9.4	6.2	9.5
Ultraman	3.5	4.3	3.7	5.0
KAMEN RIDER	22.6	28.5	18.9	24.0
Mobile Suit Gundam	28.6	35.7	30.9	40.0
Super Sentai	4.4	6.0	3.0	5.5
DRAGON BALL	17.2	20.7	11.5	16.5
Pretty Cure	5.8	8.3	4.4	7.0
Pokémon	5.3	6.6	4.5	5.5
ONE PIECE	6.8	7.9	5.1	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	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Digital card sales	132	174	86	132

【Network Entertainment Business (Sales by major category)】

(billion yen)

	FY2020.3		FY2021.3	
	3Q (9mo.)	Full Year Results	3Q (9mo.)	Full Year Forecasts
Network content	145.8	200.9	154.1	210.0
Home video game	67.5	99.0	93.0	117.0

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

	FY2020.3				FY2021.3			
	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	2,542	37	3,458	33	2,713	44	3,300
Americas	23	6,269	39	10,334	21	12,100	25	14,000
Europe	30	6,725	45	10,792	27	17,532	34	22,000
Group Total	80	15,536	121	24,584	81	32,345	103	39,300
Localized versions	35	-	62	-	38	-	52	-
After elimination of localized versions								
Group Total	45	15,536	59	24,584	43	32,345	51	39,300

*Figures are estimates based on management accounting.

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

	FY2020.3		FY2021.3	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Amusement machines	18.2	27.1	9.4	17.5
Amusement facility	50.9	64.7	33.1	49.6

【Number of Amusement Facilities】

			FY2020.3		FY2021.3	
			3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Directly managed facilities	Japan	Start of term	264	264	261	261
		Openings	8	8	6	8
		Closures	8	11	14	21
		Increase/Decrease	0	△ 3	△ 8	△ 13
		End of term	264	261	253	248
	Overseas	Start of term	33	33	49	49
		Openings	12	19	7	8
		Closures	3	3	0	0
		Increase/Decrease	9	16	7	8
		End of term	42	49	56	57
	Total	Start of term	297	297	310	310
		Openings	20	27	13	16
		Closures	11	14	14	21
		Increase/Decrease	9	13	△ 1	△ 5
End of term		306	310	309	305	
Revenue-sharing facilities	Japan	429	442	484	484	
	Overseas	848	842	801	801	
	Total	1,277	1,284	1,285	1,285	
Others	Total	4	4	2	2	
Facilities Total			1,587	1,598	1,596	1,592

【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	98.4%	107.0%	86.4%	96.4%	66.1%	/	/	/	124.0%	109.4%	78.4%
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	
	3Q (9 mo.)	Full Year Results	3Q (9 mo.)	Full Year Forecasts
Packages	11.0	15.2	6.5	10.0
Production, license, distribution, events and others	32.3	55.2	26.6	40.0
Total	43.3	70.4	33.1	50.0

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

Number of copyrighted productions (BANDAI NAMCO Arts)	1,140 series
Total running time of all copyrighted productions (BANDAI NAMCO Arts)	4,285 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 December 31, 2020

*Figures are estimates based on management accounting.