

# **Bandai Namco Group Information Meeting Fiscal Year Ending March 2025 First Quarter Result Presentation**

August 8, 2024

**BANDAI NAMCO**

Fun for All into the Future

# Results in First Quarter of FY2025. 3

(billion yen)

	FY2024. 3 First Quarter Results	FY2025. 3 First Quarter Results	Vs. Previous Year's Results
<b>Net sales</b>	224.8	280.6	+55.8
<b>Operating Profit</b>	27.9	44.0	+16.1
<b>Recurring Profit</b>	32.7	49.0	+16.3
<b>Profit Attributable to Owners of Parent</b>	21.7	34.0	+12.3
<b>Capital Investments</b>	6.9	12.3	+5.4
<b>Depreciation</b>	6.4	7.4	+1.0
<b>Advertising Expenses</b>	10.9	10.7	-0.2
<b>Personnel Expenses</b>	22.4	24.3	+1.9

# Results in First Quarter of FY2025. 3 by Segment

(billion yen)

		FY2024. 3 First Quarter Results	FY2025. 3 First Quarter Results	Vs. Previous Year's Results
<b>Digital</b>	Segment sales	68.0	106.3	+38.3
	Segment profit	2.6	14.7	+12.1
<b>Toys and Hobby</b>	Segment sales	120.3	132.8	+12.5
	Segment profit	23.6	26.9	+3.3
<b>IP Production</b>	Segment sales	14.9	17.5	+2.6
	Segment profit	1.0	2.4	+1.4
<b>Amusement</b>	Segment sales	28.2	33.0	+4.8
	Segment profit	3.1	2.7	-0.4
<b>Other</b>	Segment sales	8.0	8.3	+0.3
	Segment profit	0.4	0.3	-0.1
<b>Elimination and Corporate</b>	Segment sales	-14.9	-17.3	-2.4
	Segment profit	-3.0	-3.2	-0.2
<b>Consolidated</b>	Net sales	224.8	280.6	+55.8
	Operating profit	27.9	44.0	+16.1

## Entertainment Unit

### Digital Business

Home console games:

- *ELDEN RING* downloadable content  
More than five million books in first three days of sale
- Repeat title sales volume: 8.14 million

Network content:

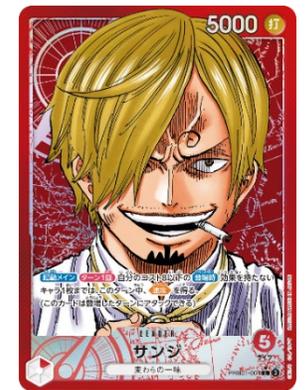
- Major app titles continued to do well in Japan and overseas
- New app *THE IDOLM@STER Gakuen* got off to a great start



### Toys and Hobby Business

Products for the mature fan base, such as model kits, are performing well.

- Trading card games, capsule toys, and confectionery products, and food products are performing well.  
→Expansion in touch points for each category, global business development



## IP Production Unit

- Expansion in countries and regions where *Mobile Suit Gundam SEED Freedom* is shown in theaters  
Related products and services also popular
- Video distribution and licensing business for main IP products did well
- Solid sales of live events and related goods



## Amusement Unit

- Bandai Namco Cross Store, activity facilities did well  
→ Sales of existing-store in Japan increased 5.9% YoY
- New products in amusement machines are performing well, but differences in the lineup compared to the previous year have had an impact.



# Results in First Quarter of FY2025. 3 -Key points

(billion yen)

	FY2024. 3 First Quarter Results	FY2025. 3 First Quarter Results	Vs. Previous Year's Results	
			Change	(%)
<b>Net sales</b>	224.8	280.6	+55.8	124.8%
<b>Operating Profit</b>	27.9	44.0	+16.1	157.3%
<b>Recurring Profit</b>	32.7	49.0	+16.3	149.9%
<b>Profit Attributable to Owners of Parent</b>	21.7	34.0	+12.3	156.3%

- Effective portfolio management with diverse IP, broad business base
- Initiatives to reinforce the earnings base and popular products in each business have led to strong performance.

# Forecast for First Half of FY2025. 3

(billion yen)

	FY2024 . 3 First Half Results	FY2025. 3 First Half Plan (as of May 2024)	FY2025. 3 First Half New Forecast	Vs. Previous Year's Results		Vs. Previous Forecast
				Change	(%)	
<b>Net sales</b>	502.0	515.0	555.0	+53.0	110.6%	+40.0
<b>Operating Profit</b>	65.4	55.0	82.0	+16.6	125.3%	+27.0
<b>Recurring Profit</b>	73.9	57.5	88.0	+14.1	119.0%	+30.5
<b>Profit Attributable to Owners of Parent</b>	52.1	40.0	60.0	+7.9	115.1%	+20.0

Revise our sales and profit forecasts to reflect 1Q results, recent business trends and 2Q marketing plans for products and services



Expect record-high earnings in the first half of the year

# Forecast for First Half of FY2025. 3 by Segment

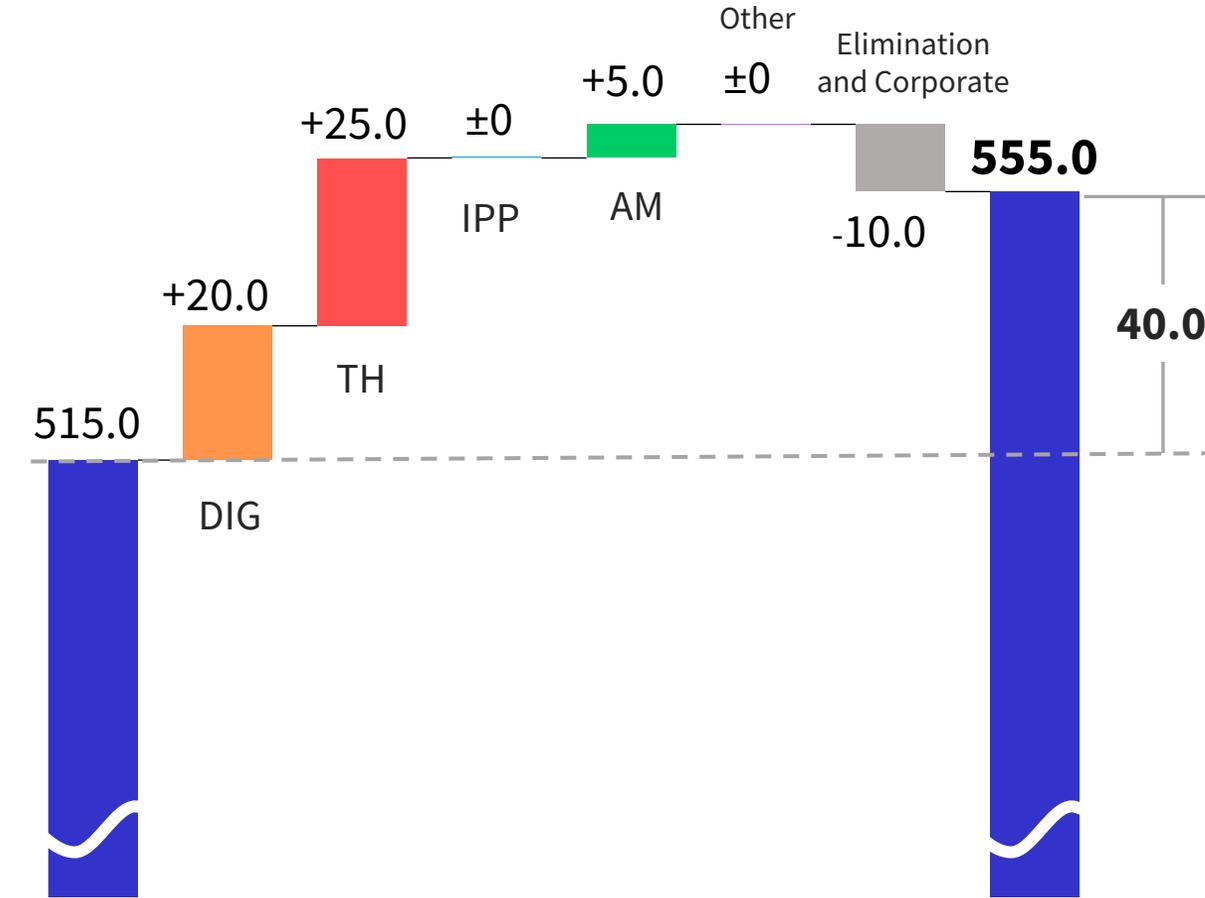
(billion yen)

		FY2024 . 3 First Half Results	FY2025. 3 First Half Plan (as of May 2024)	FY2025. 3 First Half New Forecast	Vs. Previous Year's Results	Vs. Previous Forecast
<b>Digital</b>	Segment sales	174.3	180.0	200.0	+25.7	+20.0
	Segment profit	15.5	13.0	27.0	+11.5	+14.0
<b>Toys and Hobby</b>	Segment sales	249.8	2,50.0	275.0	+25.2	+25.0
	Segment profit	45.7	39.0	50.0	+4.3	+11.0
<b>IP Production</b>	Segment sales	33.3	38.0	38.0	+4.7	±0
	Segment profit	2.3	6.0	6.0	+3.7	±0
<b>Amusement</b>	Segment sales	59.2	60.0	65.0	+5.8	+5.0
	Segment profit	6.9	4.5	5.5	-1.4	+1.0
<b>Other</b>	Segment sales	16.0	16.0	16.0	±0	±0
	Segment profit	0.6	0.3	0.3	-0.3	±0
<b>Elimination and Corporate</b>	Segment sales	-30.7	-29.0	-39.0	-8.3	-10.0
	Segment profit	-5.7	-7.8	-6.8	-1.1	+1.0
<b>Consolidated</b>	Net sales	502.0	515.0	555.0	+53.0	+40.0
	Operating profit	65.4	55.0	82.0	+16.6	+27.0

# Forecast for First Half of FY2025.3 Compared to Initial Plan

(billion yen)

## Net sales

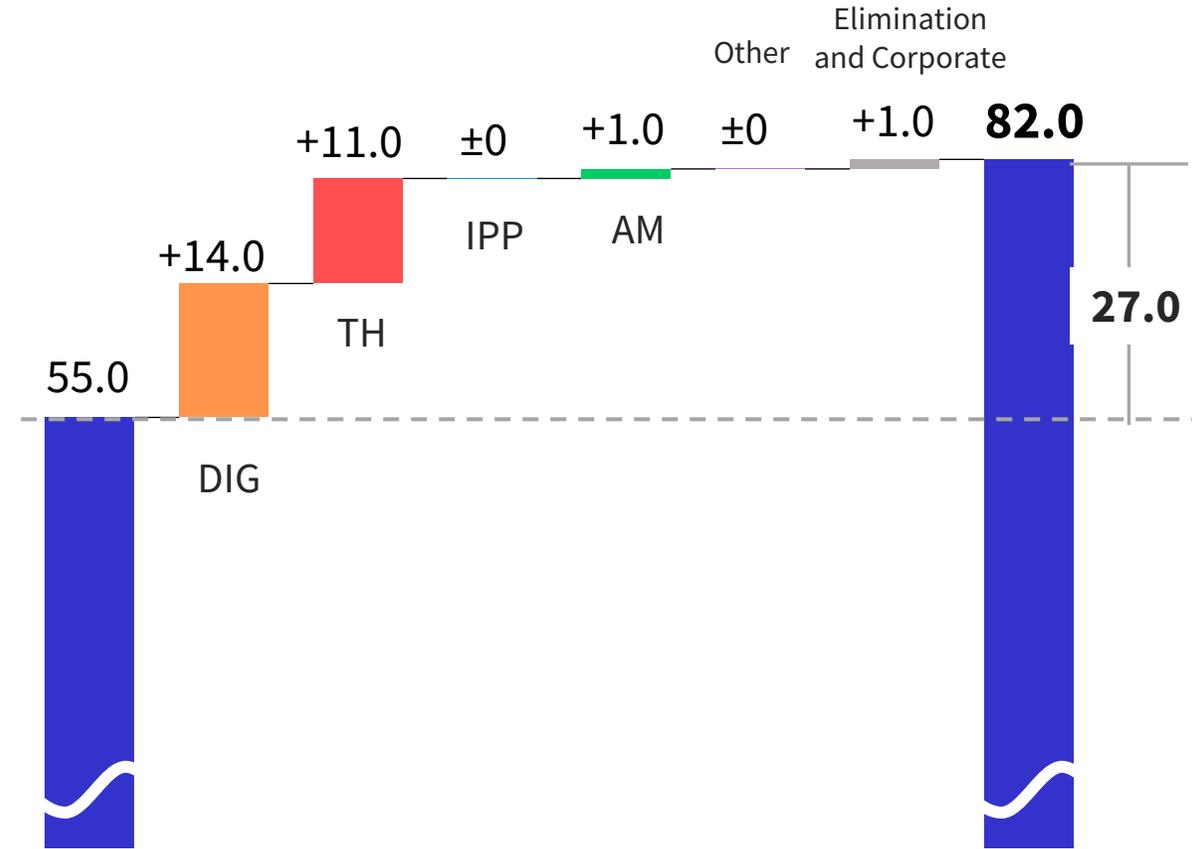


FY2025.3  
First Half Plan  
(as of May 2024)

FY2025.3  
First Half New  
Forecast

## Operating Profit

DIG : Digital      IPP : IP Production  
TH : Toys and Hobby      AM : Amusement



FY2025.3  
First Half Plan  
(as of May 2024)

FY2025.3  
First Half New  
Forecast

# Earnings Forecasts for FY2025.3

(billion yen)

	<b>FY 2025.3 Full-year Plan (as of May 2024)</b>
<b>Net sales</b>	1,080.0
<b>Operating Profit</b>	115.0
<b>Recurring Profit</b>	119.0
<b>Profit Attributable to Owners of Parent</b>	81.0

 No change in full-year plans

Plan to revisit forecasts in light of:

- Changes in external environment
- Sales of major title planned for 3Q
- Christmas and New Year selling season trends for major products

## Reinforcement of title development and marketing structure

### Developing games thoroughly and extending their sales over time

- Decide whether to proceed based on overall business perspective and portfolio strategy before starting development
- Strengthen resource allocation and schedule management in development while ensuring quality
- Consolidate Group studio expertise
- Manage global marketing with unified approach in Japan and the U.S., strategically allocate resources



under development “DRAGON BALL Sparking! ZERO”

- Expand lineup in each category and global development
- Rapidly commercialize diverse IP

## Aim to enhance presence in trading card games, digital cards

**ONE PIECE**  
CARD GAME  
ワンピースカードゲーム



**DRAGON BALL**  
FUSION WORLD  
CARD GAME



Introduce new product BANDAI CARD GAMES  
(trading card game)



DATA CARD DASS



Model kits

Established IP + popular IP commercialization

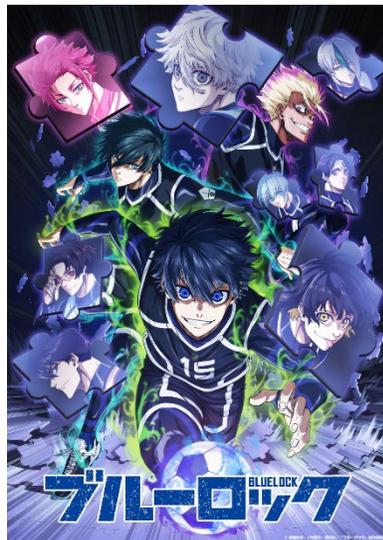


Focus on low-age group 15

## IP Production Unit



VR videos/global distribution



Anime second phase



Asia tour of live events



Lantis in charge of the theme song

## Amusement Unit



Stores serving as touchpoints for IP and products in Japan and overseas are performing well



under development "THE IDOLM@STER TOURS"



Activity facilities also doing well

# ALL BANDAI NAMCO Initiatives



## Bandai Namco's Purpose

# Fun for All into the Future

Bandai Namco exists to share dreams, fun and inspiration with people around the world. Connecting people and societies in the enjoyment of uniquely entertaining products and services, we're working to create a brighter future for everyone.



## Note on Projections

This document contains forward looking statements and information related to the Bandai Namco Group that are based on our knowledge as well as various assumptions made on the basis of information currently available. The words “forecast,” “plan,” “target,” “estimation,” “projection,” “intend,” “will” and similar expressions, as related to the Group, are intended to identify forward looking statements and information. Actual results could differ materially from those projected in such forward-looking statements.

This document is a translation of the Japanese original. Bandai Namco Holdings Inc. provides this translation for your reference and convenience only and without any warranty as to its accuracy or otherwise. In the event of any discrepancy, the Japanese original shall prevail.

# **Bandai Namco Group Information Meeting Fiscal Year Ending March 2025 First Quarter Result Presentation**

August 8, 2024

**BANDAI NAMCO**

Fun for All into the Future