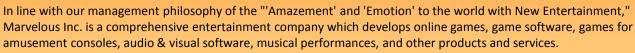
# **Fact Sheet**

# Third Quarter of Fiscal Year Ending March 31, 2015

### Marvelous Inc.

Stock Exchange Listing: First Section of Tokyo Stock Exchange Stock Code: 7844 URL: http://www.marv.jp/Contact: Corporate Planning Department TEL: +81-3-5769-7447





### Summary of Consolidated Quarterly financial information

(Unit: million yen)

	1Q	2Q	3Q	4Q
	(3 months)	(6 month)	(9 months)	(full-year)
Net Sales	4,758	11,387	18,208	-
Operating Income	655	1,449	2,925	-
Ordinary Income	649	1,514	3,112	-
Net Income	424	934	1,875	-
Net Income Per Share (yen)	7.93	17.48	35.08	-

# Results of Operations

In the period under review, the entertainment industry saw continued growth in the applications market driven by proliferating smartphones, combined with increased user numbers along with a diversity of titles. The browser game market has lost none of its popularity amid the transition to game playing on smartphone terminals. In the market for home-use games, high-performance dedicated game machines remain highly popular centered on core users. However, market scale has been losing out to the smartphone market and remains under intense pressure, in part also due to the innovative technologies of the cloud. In the market for arcade games, the emergence of a diversity of games for young children has been fanning competition, with a handful of strong contents offerings monopolizing the market. In the audio & visual sectors, sales of package products have been hit by the diffusion of Internet media, higher transmission speeds, and attractive dissemination services, among other factors, contrasted by promising strong demand in the live entertainment business.

Under these circumstances, the Group has been operating as a comprehensive entertainment provider deploying a "multi-content, multi-use, and multi-device" strategy to deliver diverse entertainment content in all business segments and on a variety of devices. In order to establish robust IPs, the Group has been driving its strategy in the three key areas of branding, alliances, and global business, and is working to offer content that generates "buzz" among today's users while endeavoring to enhance its services.

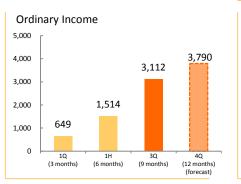
As a result, the Group's net sales in the third quarter (April 1, 2014 to December 31, 2014) marked 18,208 million yen (up 24.2% compared with the same period of the previous year), with operating income of 2,925 million yen (up 35.4% compared with the same period of the previous year), ordinary income of 3,112 million yen (up 39.5% compared with the same period of the previous year), and net income of 1,875 million yen (up 34.7% compared with the same period of the previous year).

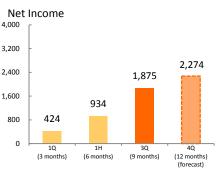
### Third Quarter (nine months) Financial Results

(Unit: million yen)

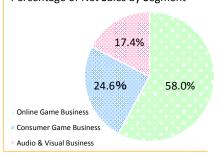




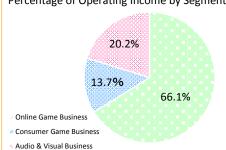




# Percentage of Net Sales by Segment



### Percentage of Operating Income by Segment



800

408

previous FY

30 of

FY under review

40 of

previous FY

(12 months)

4Q of

FY under review

(12 months)



#### **Online Game Business Consumer Game Business Audio & Visual Business Leading Titles** Stage [Yowamushi Pedal] **PUZZLE & DRAGONS Z** Logres of Swords and Sorcery: Tokyo Ghoul Ep. HAKOGAKU KINKI NO MAGNA NBA CLUTCH TIME Tamer Battle The beast on the road **Goddess of Ancient** ©2014 Marvelous Inc. © 2014 NBA Properties, Inc. All Rights Reserved. Yowamushi Pedal GR Film Partners ©NBAE via Getty Images @ GungHo Online Entertainment, Inc. / ©Sui Ishida/Shueisha, Tokyo Ghoul ©Wataru Watanabe (Akitashoten) 2008 @2014 Marvelous Inc. Marvelous Inc **Production Committee** Marvelous, TOHO, DXL CREATION **Remarks about Performance** In the online game business, "Sangokushi PHX (Sangokushi Phoenix)" was newly The Company's sales sector of the Consumer Game The audio & visual production sector of the Audio & released on November 4, 2014 and existing titles performed well, centered on long-Business segment started on November 27, 2014, sales of Visual business segment implemented the audio-visual seller "Browser Sangokushi." Likewise in mobile browser games, existing titles a package version of "DEKAMORI SENRAN KAGURA (PS product commercialization of the TV animation products flourished, including resurgent sales of "Ikki-Tousen Burst Fight," for which service "Samurai Jam -Bakumatsu Rock-" and "Tokyo Ghoul," Vita)," which used to be on sale as a download version started two and a half years ago. In native apps, "Logres of Swords and Sorcery: Goddess only. both lead-managed by the Company. of Ancient" released in December 2013 continued to show strong performance with At the amusement division, the performance of the The stage production division arranged performances of further increased sales and significant contributions to earnings. TV commercials for this "PUZZLE & DRAGONS Z Tamer Battle" kids' amusement "Stage [Yowamushi Pedal] Ep. HAKOGAKU The beast on title also paid off with cumulative downloads surpassing 5 million instances. console, launched on June 26, 2014, continues to languish the road" in October 2014, "MUSICAL THE PRINCE OF Additionally, among new titles in game apps, "NBA CLUTCH TIME" was officially TENNIS Concert Dream Live 2014" in November 2014, and amid strong competition. Likewise, "Pokémon TRETTA" launched on November 25, 2014, and "Atsumete! Trump Collection" on December 11, "ULTRA MUSICAL Samurai Jam -Bakumatsu Rock-" in generated results below plan despite showing solid December 2014. In addition to ticket sales, related goods 2014. performance. As a result, segment net sales totaled 10,561 million yen (up 68.5% compared with the As a result, segment net sales totaled 4,492 million ven and DVD sales turned out exceedingly strong as all performances proved highly popular with audiences. same period of the previous year), with segment operating income of 2,411 million year (down 17.2% compared with the same period of the (up 490.7% compared with the same period of the previous year). previous year), with segment operating income of 497 As a result, segment net sales totaled 3,166 million ven million yen (down 72.5% compared with the same period (up 6.5% compared with the same period of the previous of the previous year). year), with segment operating income of 737 million yen (up 15.4% compared with the same period of the previous year). Net Sales (Unit: million yen) 5,000 10,000 20,000 4.200 15.000 3,825 7,630 4.000 8,000 16,000 5.800 3.166 2,974 10,561 3,000 12,000 6,000 5,424 8,877 4,492 4,000 2,000 8.000 6,267 2,000 1,000 4,000 0 0 0 3Q of previous FY 30 of 4Q of 4Q of 3Q of 3Q of 3Q of 3Q of 4Q of 4Q of FY under review FY under revi previous FY FY under review FY under review FY under review FY under revie previous FY previous FY previous FY (9 months) (12 months) (12 months) (forecast) (9 months) (12 months) (12 months) (9 months) (9 months) (12 months) (9 months) (9 months) (forecast) Operating Income (Unit: million ven) 4.000 3.000 1,000 921 920 3,350 2,268 3,200 800 737 1,812 2,411 2.000 639 2.400 600 1.600 400 1,000 580 497 742

0

30 of

previous FY

3Q of

FY under review

4Q of

FY under review

(12 months)

(forecast)

200

4Q of

(12 months)

(forecast)

40 of

previous FY

(12 months)

0

previous FY

(9 months)

3Q of

(9 months)

FY under review

4Q of

previous FY

### Transition of Performance / Financial Indices / Transition of Financial Data



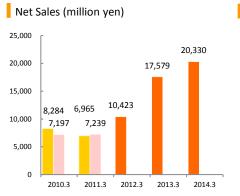
■ Former MMV ■ Former AQI

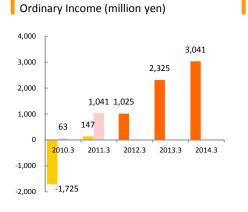
Marvelous

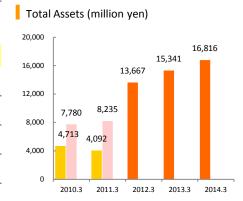
[Consolidated Statement of Income]							
		2010.3	2011.3	2012.3	2013.3	2014.3	2015.3 3Q (nine months)
Net Sales	Former MMV	8,284	6,965	10,423	47.570	20,330	18,208
Net Sales	Former AQI	7,197	7,239	10,423	17,579		
Grass Operating Income	Former MMV	677	1,740	4,491	8,116	9,946	10,406
Gross Operating Income	Former AQI	2,586	3,644	4,491	0,110		
O	Former MMV	-1,668	202	1,044	2,329	3,006	2,925
Operating Income	Former AQI	58	1,070	1,044			
Ordinary Income	Former MMV	-1,725	147	1,025	2,325	3,041	3,112
	Former AQI	63	1,041	1,023	2,323	3,041	, 3,112 !
Net Income	Former MMV	-1,623	131	3,533	1,919	1 002	1,875
	Former AQI	58	537	3,333	1,919	1,882 ¦	1,8/3

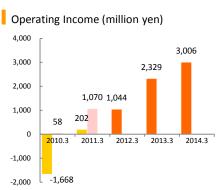
[Consolidated Balance Sheet] (Unit: million yen)							
		2010.3	2011.3	2012.3	2013.3	2014.3	2015.3 3Q (nine months)
Current Assets	Former MMV	3,889 3,271		11,932	12,593	14502	17.160
Current Assets	Former AQI	6,377	7,231	11,952	12,595	14,583	17,160
Fixed Assets	Former MMV	823	820	1,734	2,748	2,233	2,919
Fixed Assets	Former AQI	1,403	1,003	1,/34			
Total Assets	Former MMV	1V 4,713 4,09		12.667	15,341	16,816	20.070
Total Assets	Former AQI	7,780	8,235	13,667	13,341	10,610	20,079
	Former MMV	4,447	3,496	4.264	4,570	4,840	6,881
Current Liabilities	Former AQI	1,186	1,320	4,361			
Lang Tarm Liabilities	Former MMV	72	271	202	76	F.4	57
Long-Term Liabilities	Former AQI	169	35	202	76	54	
Net Assets	Former MMV	193	325	0.402	10,694	11,921	13,141
	Former AQI	6,424	6,878	9,102			
Cl. 1.11.75.3	Former MMV	193	325	0.402	10,694	11,921	13,141
Shareholders' Equity	Former AQI	6,417	6,878	9,102			

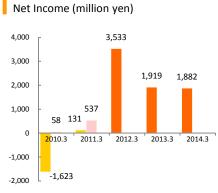
[Cash Flow Statement]						(	Unit: million yen)
		2010.3	2011.3	2012.3	2013.3	2014.3	2015.3 3Q (nine months)
Cash flows from	Former MMV	-210	1,360	1,399	2.817	3,852	
Operating activities	Former AQI	-193	2,904	1,399	2,817	3,832	-
Cash flows from	Former MMV	-22	-246	435	-2,130	-634	
Investing activities	Former AQI	-598	-2,762	435	-2,130	-034	-
Cash flows from	Former MMV	5	-237	-479	-975	-873	
Financing activities	Former AQI	104	-216	-4/3	-975	-0/3	-
Cash and Cash Equivalents	Former MMV	874	1,749	5,979	5,723	8,120	!
at End of Period	Former AQI	2,483	2,401	3,979	3,723	8,120	-

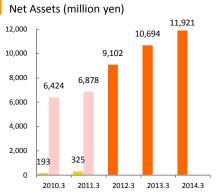












# Transition of Performance / Financial Indices / Transition of Financial Data



[Per Share Indices]								■Former MMV ■Former AQI ■ Marve
		2010.3	2011.3	2012.3	2013.3	2014.3	2015.3 3Q (nine months)	Net income per share (yen)  Net assets per share (yen)
Net income per share	Former MMV	-136.18	10.76	107.62	35.90	35.21	35.08	1,500
(yen)	Former AQI	10.76	98.73	107.102		33.21		98.73 <sup>107.62</sup> 1,200 1,200 1,200 1,180.61
Net assets per share	Former MMV	15.83	26.65	170.29	200.07	223.02	245.76	
(yen)	Former AQI	1,180.61	1,261.95					35.24
								35.90 35.21 900 - 10.76 10.76
[Profitability]							2015.3 3Q	0 2010 3 2011 3 2012 3 2013 3 2014 3 600
		2010.3	2011.3	2012.3	2013.3	2014.3	(nine months)	101010 101110 101110 101110
Gross profit rate (%)	Former MMV	8.2	25.0	43.1	46.2	48.9	57.2	300 - 170.29 200.07 223.02
	Former AQI	35.9	50.3	43.1	40.2	40.3	37.2	100 -
Operating profit ratio (%)	Former MMV	-20.1	2.9	10.0	13.3	14.8	16.1	15.83 26.65
——————————————————————————————————————	Former AQI	0.8	14.8	10.0	15.5	14.0	10.1	-150 -136.18 2010.3 2011.3 2012.3 2013.3 2014.3
Ordinary profit ratio (%)	Former MMV	-20.8	2.1	9.8 13.	13.2	15.0	17.1	
	Former AQI	0.9	14.4					Capital ratio (%) Operating profit ratio (%)
Net profit ratio (%)	Former MMV	-19.6	1.9	33.9	10.9	9.3	10.3	100.0 [ 14.8 13.3 14.8
	Former AQI	0.8	7.4					82.5 83.5
								80.0 - 66.6 69.7 70.9 10.0 - 2.9
[Efficiency & Security]							2015.3 3Q	66.6 0.8 0.8
		2010.3	2011.3	2012.3	2013.3	2014.3	(nine months)	60.0 - 0.0 2010.3 2011.3 2012.3 2013.3 2014.3
ROE (%)	Former MMV	-220.9	50.6	75.0	19.4	16.6	_	
	Former AQI	0.9	8.1	75.0	15.4	10.0		_ 40.0 -
ROA (%)	Former MMV	-30.2	3.4	11.6	16.0	18.9	_	-20.1
	Former AQI	0.8	13.0					_ 20.0 - 7.9 -20.0 -
Capital ratio (%)	Former MMV	4.1	7.9	66.6	69.7	70.9	65.4	4.1
	Former AQI	82.5	83.5					_ 0.0 -30.0
D/E ratio (%)	Former MMV	1,099.6	559.7	15.2	7.9	5.5	3.2	
	Former AQI	6.9	1.1					ROE (%) ROA (%)
[Return to shareholders]								75.0 20.0 13.0 11.6
[Return to snareholders]							2015.3 3Q	100.0 50.6 19.4 16.6 10.0
		2010.3	2011.3	2012.3	2013.3	2014.3	(nine months)	50.0 0.9 19.4 16.6 10.0 0.8 3.4
Dividend (million yen)	Former MMV	0	0	323	668	694	_	0.0 2010.3 2011.3 2012.3 2013.3 2014.3 0.0 2010.3 2011.3 2012.3 2013.3 2014.3
	Former AQI	81	201	323		054		-50.0
DOE (%)	Former MMV	0.0	0.0	6.1	6.1 6.8	6.1	_	-10.0
	Former AQI	1.3	2.9					-20.0
Dividend payout ratio (%)	Former MMV	0.0	0.0	5.6	34.8	36.9	-	-220.9
	Former AQI	139.3	37.5					-200.0
								-250.0 L



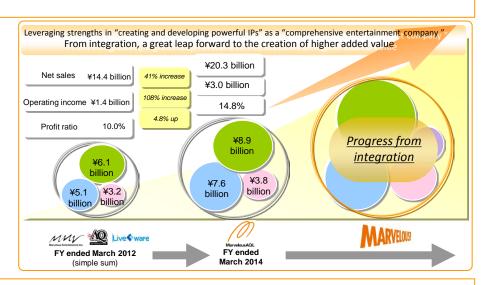
# Future Developments & Outlook for Current Fiscal Year

To improve business competitiveness, the Company changed its management structure to a CEO system on April 1, 2014. Also, the Company changed its name on July 1 from Marvelous AQL Inc. to Marvelous Inc.

From its start in 2012 until today, the three-company integration has achieved solid progress from numerous measures undertaken to reap the immediate benefits of consolidation. We now aim for a leap forward through the concerted efforts of the entire company under the banner of "Marvelous reborn."

In its business initiatives in the fiscal year ending March 2015, the Group intends to maintain the favorable performances of the Consumer Game Business division and the Audio & Visual Business division. In the Online Game Business, it will place a large effort on strengthening its operations in best-selling titles and developing new app games.

As a result of the aforementioned efforts, consolidated results for the next term are forecast to achieve net sales of 25,000 million yen, operating income of 3,800 million yen, ordinary income of 3,790 million yen, and net income of 2,274 million yen.



### **Basic Information**

### Company Profile (As of September 30, 2014)

· Company Name: Marvelous Inc.

· Head Office: Shinagawa Seaside East Tower,

4-12-8 Higashi-Shinagawa, Shinagawa-ku, Tokyo, Japan

· Established: June 25, 1997

· Capital: ¥1.128 million Officers:

Chairman and CEO President and COO

Executive Vice President and DeptCOO

Corporate Auditor (External)

Toshinori Aoki Director Yoshiaki Matsumoto Director Yoshiteru Yamaguchi Director and CFO Seiichiro Kato Director (External) Shunichi Nakamura Ken Kutaragi

Director (External) Standing Statutory Auditor Toshio Nago Corporate Auditor (External) Isamu Tsuii Corporate Auditor (External) Iwao Nishi Katsuhiko Nishimura

**Business Activities** 

Developing apps and games capitalizing on the Company's proprietary Online Game intellectual property and other companies' promising intellectual property for Business various platforms

Consumer Game **Business** 

Proposing, developing, producing and marketing game software for home game consoles and game machines for amusement facilities

Haruki Nakavama

Shuichi Motoda

Audio & Visual **Business** 

Proposing, producing, and marketing a variety of contents including audio and visual, as well as proposing, producing, and exhibiting stage and musical performances

### Stock Information (As of September 30, 2014)

• End of term: March 31 · Shares per unit: 100

Total number of authorized shares: 90,000,000

Total shares outstanding: 53,593,100

Number of shareholders: 16,249

### [Major Shareholders / Ratio of Shares Owned]

. ,	
• Hayao Nakayama	18.32 %
Amuse Capital Inc.	12.50 %
• Haruki Nakayama	10.22 %
Amuse Capital Investment, K.K.	3.43 %
• SBI SECURITIES Co., Ltd.	2.45 %
• The Master Trust Bank of Japan, Ltd. (trust account)	2.35 %
Japan Trustee Services Bank Ltd. (trust account)	1.86 %
JPMCB NA ITS LONDON CLIENTS AC MORGAN STANLEY AND CO INTERNATIONAL LIMITED	1.74 %
• JAPAN SECURITIES FINANCE CO., LTD.	1.68 %
TOHOKUSHINSHA FILM CORPORATION	1.45 %

[Stock Quote] (As of February 4, 2015)

Stock Quote: 1,615 yen

Market Cap: 86,552 million yen