

# MARVELOUS!

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**Fiscal Year Ending March 31, 2024 Third Quarter**

## **Results Briefing Materials**

**Marvelous Inc.**

January 31, 2024

Stock Code: 7844 (Prime Market)

- 1 Fiscal Year Ending March 2024,  
Third Quarter Results Summary**
- 2 Segment Results and Future  
Development**
- 3 Full-Year Forecast for the Fiscal  
Year Ending March 2024**
- 4 Supplementary Material**

# **Fiscal Year Ending March 2024, Third Quarter Results Summary**

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# Financial Summary for the Fiscal Year Ending March 2024, Third Quarter

**MARVELOUS!**

Net sales **21,760** million yen

YoY change: 118.2%

Operating profit **1,390** million yen

YoY change: 43.8%

- Net sales increased year-on-year due to sales of new consumer games, continued strong performance in the amusement business, and increased sales of stage performances.
- On the other hand, profit declined significantly mainly due to sluggish sales of some titles of new game software.

	3Q FY ended March 2023 (Apr.-Dec. 2022)		3Q FY ending March 2024 (Apr.-Dec. 2023)		YoY change		
	(Unit: million yen)	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
Net sales		18,412	—	21,760	—	3,347	118.2%
Operating profit		3,176	17.3%	1,390	6.4%	-1,785	43.8%
Ordinary profit		3,509	19.1%	1,746	8.0%	-1,762	49.8%
Profit attributable to owners of parent		2,410	13.1%	1,174	5.4%	-1,236	48.7%

# Changes in Quarterly Consolidated Financial Results

**MARVELOUS!**

**Fiscal Year Ending March 31, 2024 Third Quarter**  
(October-December 2023)

Net sales **7,760** million yen

YoY: 113.0%

QoQ: 109.1%

Operating profit **237** million yen

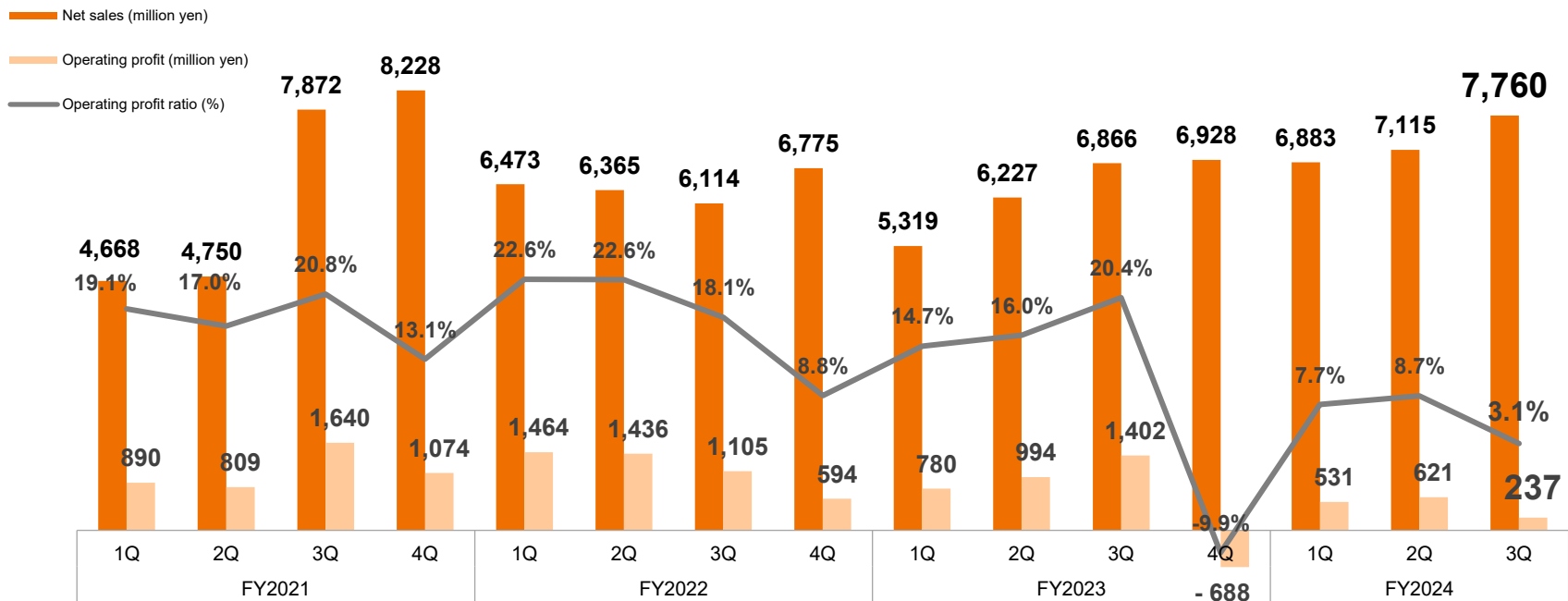
YoY: 16.9%

QoQ: 38.2%

Operating profit ratio **3.1%**

YoY: down 17.3 points

QoQ: down 5.6 points



## **Segment Results and Future Development**

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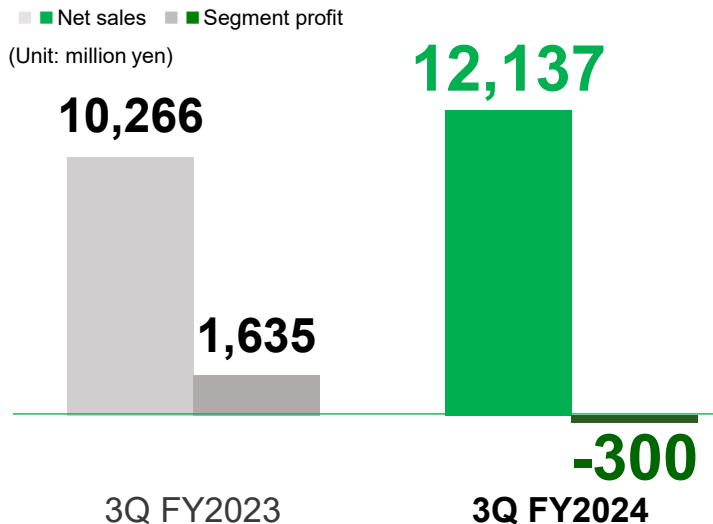
# Operating Results by Segment

**MARVELOUS!**

(Unit: million yen)		3Q FY2023 (Apr.-Dec. 2022)	3Q FY2024 (Apr.-Dec. 2023)	YoY change	
				(Amount)	(%)
Net sales	Digital Contents Business	10,266	12,137	1,871	118.2%
	Amusement Business	6,047	6,602	555	109.2%
	Audio & Visual Business	2,099	3,019	919	143.8%
	Total	18,412	21,760	3,347	118.2%
Segment profit	Digital Contents Business	1,635	-300	-1,935	-%
	Amusement Business	2,328	2,512	184	107.9%
	Audio & Visual Business	394	436	41	110.6%
	Total	4,357	2,648	-1,709	60.8%
Company-level costs, etc.		-1,181	-1,258	-76	106.5%
Operating profit total		3,176	1,390	-1,785	43.8%

# Digital Contents Business [3Q Overview]

- Net sales increased due to the release of new consumer games in Japan and overseas.
- Sales of FREDERICA and Fashion Dreamer fell below expectations in addition to the poor performance of LOOP8, which was released in 1Q. As a result, segment profit was negative due to insufficient recovery of development expenses.



## 3Q FY2024

Net sales **12,137** million yen

YoY: 118.2%

Segment profit **-300** million yen

YoY: -%

### FREDERICA

Title in North America and Europe: SILENT HOPE  
(Nintendo Switch™/Steam®)

Japan and Asia: Launched on September 28, 2023  
North America and Europe: Launched on October 3, 2023  
Steam®: Released on October 4, 2023

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### Fashion Dreamer

(Nintendo Switch™)

Japan and Asia: Launched on November 2, 2023  
North America and Europe: Launched on November 3, 2023

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### Dolphin Wave

(PC/Smartphone)

Launched on October 20, 2022

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\*The overseas release dates are those according to Japan time.



## BIKKURIMAN Wonder Collection

(Smartphone)



Sticker collection RPG based on BIKKURIMAN Chocolate

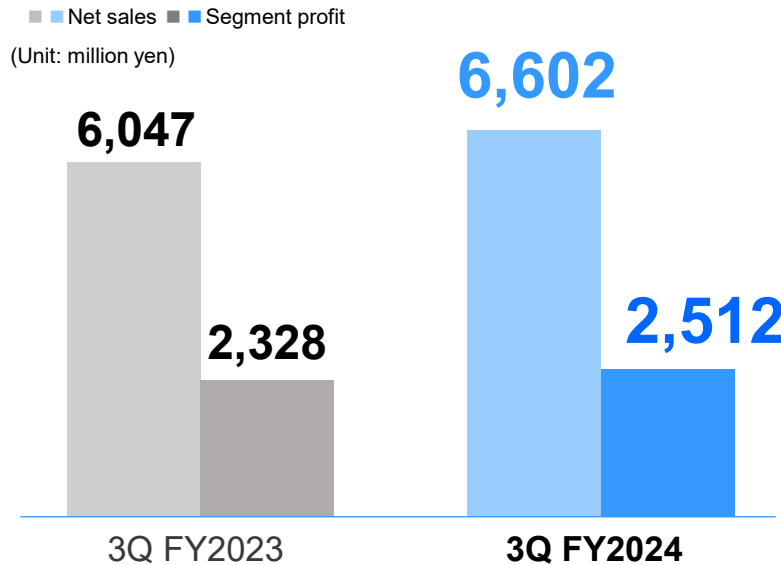
Scheduled to be distributed in 2024  
(pre-registration being accepted)

©LOTTE/BIKKURIMAN Project ©Marvelous Inc.

# Amusement Business [3Q Overview / Upcoming Lineup]



- Net sales and profit increased year-on-year due to continued strong performances of Pokémon arcade machines in Japan and overseas.



3Q FY2024

Net sales **6,602** million yen

YoY: 109.2%

Segment profit **2,512** million yen

YoY: 107.9%

## Pokémon MEZASTAR

(Kids' amusement machine)



September 17, 2020  
Start of operation



©2024 Pokémon. ©1995-2024 Nintendo/Creatures Inc./GAME FREAK inc.  
Developed by T-ARTS and MARV  
ポケットモンスター・ポケモン・Pokémonは任天堂・クリエーターズ・ゲームフリークの登録商標です。

## Pokémon Ga-Olé (overseas)

(Kids' amusement machine)



Overseas operations  
since December 2020



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Developed by T-ARTS and MARV  
TM and © are trademarks of Nintendo.

## huo ying ren zhe do pai shi jie

(Article vending games)



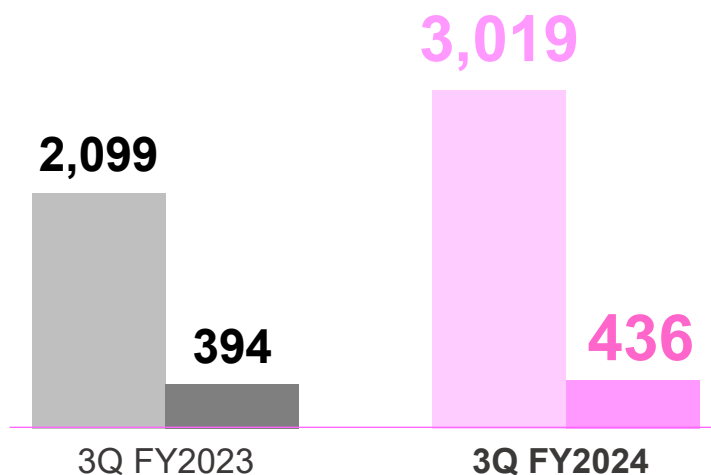
A new machine based on  
NARUTO went into  
operation in mainland  
China on a rolling basis  
from September 26, 2023.

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# Audio & Visual Business [3Q Overview]

- Although profit ratio declined due to a reduction in subsidies related to stage performance business, net sales and profit increased year-on-year as a result of an improvement in the sales environment for tickets and merchandise owing to the recovery from the COVID-19 pandemic.

■ Net sales ■ Segment profit  
(Unit: million yen)



## 3Q FY2024

Net sales **3,019** million yen

YoY: 143.8%

Segment profit **436** million yen

YoY: 110.6%

TV animation  
Power of Hope  
~PrecureFull Bloom~

Broadcasted from October to December 2023

©2023 Power of Hope Otona-Precure Production Committee

MUSICAL THE PRINCE OF TENNIS II  
The Third Stage

Performed from October to November 2023  
(To be recorded in 4Q)

©2009 TAKESHI KONOMI / 2023 MUSICAL THE PRINCE OF TENNIS II PROJECT

TOUKEN RANBU THE STAGE  
YAMAMBAGIRIKUNIHIRO  
TANDOKUKO NIHONTOSHI

Performed from October to November 2023  
(To be recorded in 4Q)

©NITRO PLUS・EXNOA LLC/Touken Ranbu the Stage Production Committee

DANCING ☆ STAR PRECURE  
THE STAGE

Performed from October to November 2023  
(To be recorded in 4Q)

©DANCING STAR PRECURE THE STAGE PROJECT

# Audio & Visual Business [Upcoming Lineup]

MARVELOUS!

## TV animation The Unwanted Undead Adventurer



Now on air from January 8, 2024

©Yu Okano, OVERLAP/NOZOMANUFUSHI Project

## All Precure 20th Anniversary LIVE!



Held on January 20 and 21, 2024

©Toei Animation. All Rights Reserved

## TV animation Wonderful Precure!



TV broadcasting scheduled to start on  
February 4, 2024

©Toei Animation. All Rights Reserved

## HIGH CARD the STAGE – CRACK A HAND



Performance in January 2024

© TMS/HIGH CARD Project © HIGH CARD the STAGE Project

## MUSICAL THE PRINCE OF TENNIS 4th SEASON SEIGAKU vs RIKKAI



Performance from January to  
March 2024

©1999 TAKESHI KONOMI/2023 MUSICAL THE PRINCE OF TENNIS PROJECT

## Stage [Yowamushi Pedal] THE DAY 2



Performance scheduled  
for March 2024

© WATARU WATANABE (Akitashoten) 2008/ Yowamushi Pedal Stage Project

## **Full-Year Forecast for the Fiscal Year Ending March 2024**

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# Revised Full-Year Forecast for the Fiscal Year Ending March 2024

**MARVELOUS!**

	FY2023	FY2024	YoY change	(Reference)
(Unit: million yen)	Actual	Revised forecast	(%)	Initial forecast (Announced on May 11, 2023)
<b>Net sales</b>	25,341	<b>28,500</b>	112.5%	27,000
<b>Operating profit</b>	2,488	<b>2,000</b>	80.4%	3,500
<b>Ordinary profit</b>	2,931	<b>2,400</b>	81.9%	3,600
<b>Profit attributable to owners of parent</b>	1,925	<b>1,650</b>	85.7%	2,520

## Reason for the revision

- We lowered our full-year sales forecast for some of the new titles of consumer games in this fiscal year in view of the sales status by 3Q.

\*The forecast dividend remains at ¥33 per share.

## **Supplementary Material**

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# Statement of Income

**MARVELOUS!**

(Million yen)	3Q FY ended March 2023 (Apr.–Dec. 2022)		3Q FY ending March 2024 (Apr.–Dec. 2023)		YoY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
<b>Net sales</b>	<b>18,412</b>	–	<b>21,760</b>	–	<b>3,347</b>	<b>118.2%</b>
<b>Cost of sales</b>	<b>8,565</b>	–	<b>12,967</b>	–	<b>4,401</b>	<b>151.4%</b>
<b>SGA expenses</b>	<b>6,670</b>	–	<b>7,401</b>	–	<b>731</b>	<b>111.0%</b>
<b>Thereof advertising expenses</b>	<b>1,162</b>	–	<b>1,710</b>	–	<b>547</b>	<b>147.1%</b>
<b>Operating profit</b>	<b>3,176</b>	<b>17.3%</b>	<b>1,390</b>	<b>6.4%</b>	<b>-1,785</b>	<b>43.8%</b>
<b>Non-operating profit/loss</b>	<b>332</b>	–	<b>356</b>	–	<b>23</b>	<b>107.0%</b>
<b>Ordinary profit</b>	<b>3,509</b>	<b>19.1%</b>	<b>1,746</b>	<b>8.0%</b>	<b>-1,762</b>	<b>49.8%</b>
<b>Extra ordinary profit/loss</b>	<b>0</b>	–	<b>0</b>	–	<b>0</b>	–
<b>Income taxes</b>	<b>1,099</b>	–	<b>579</b>	–	<b>-520</b>	<b>52.7%</b>
<b>Profit attributable to owners of parent</b>	<b>2,410</b>	<b>13.1%</b>	<b>1,174</b>	<b>5.4%</b>	<b>-1,236</b>	<b>48.7%</b>

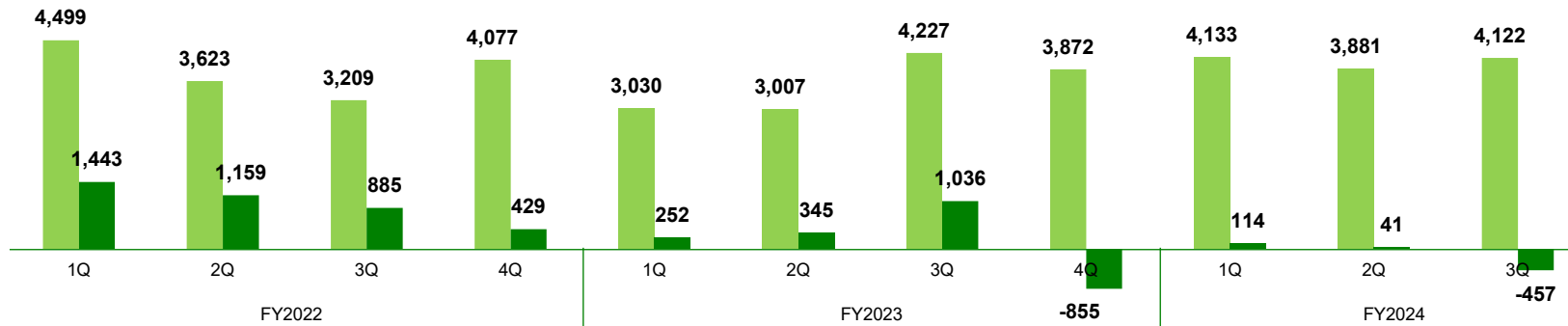


# Changes of Sales and Profit by Business Segment



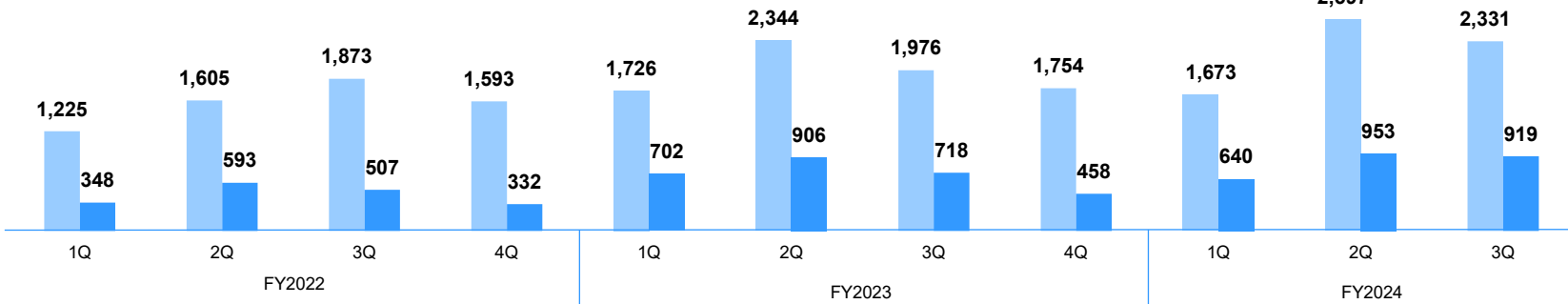
## Digital Contents Business

■ Net sales ■ Segment profit (Unit: million yen)



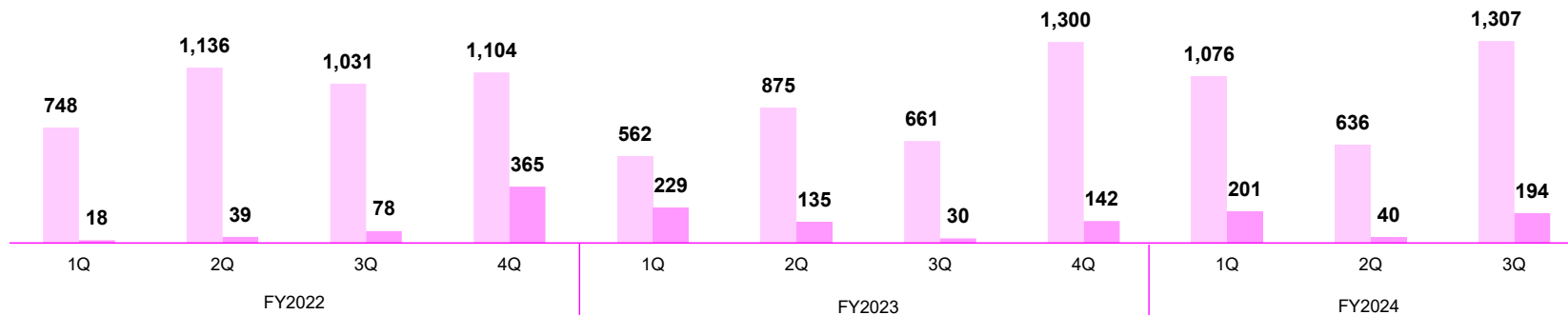
## Amusement Business

■ Net sales ■ Segment profit (Unit: million yen)



## Audio & Visual Business

■ Net sales ■ Segment profit (Unit: million yen)

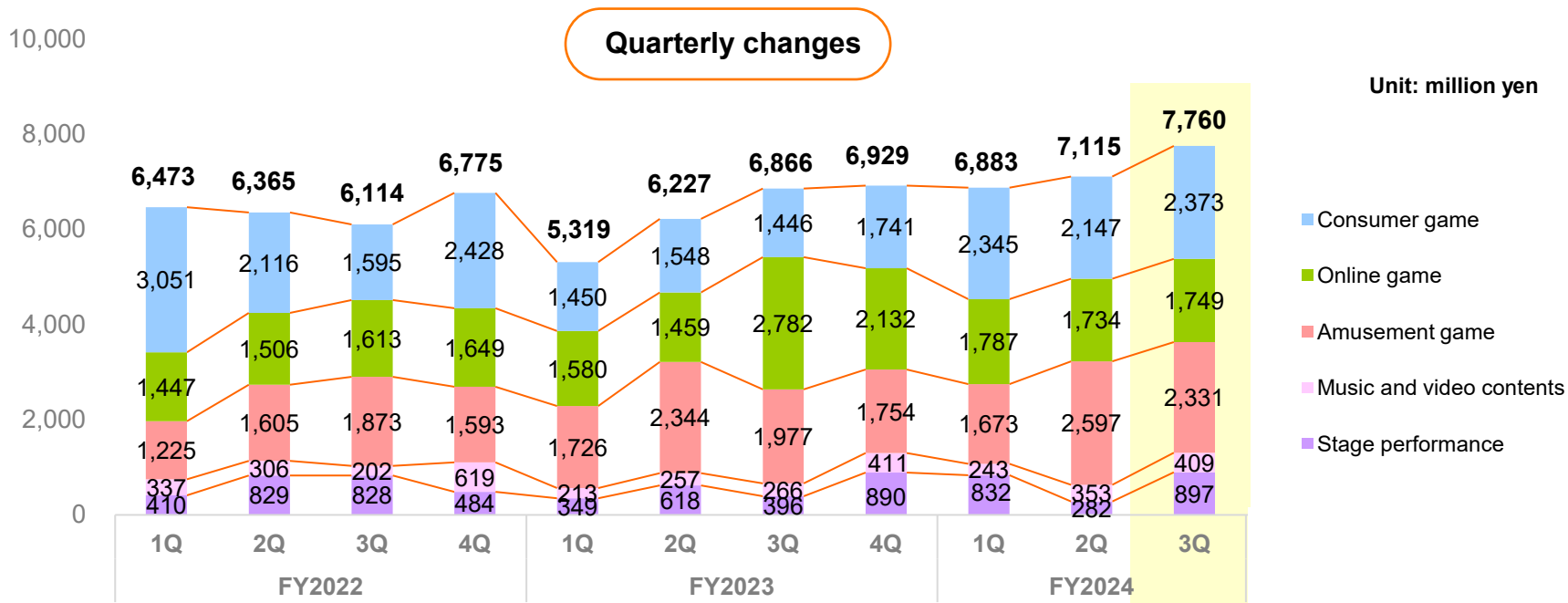


\*Segment classifications have been changed since the fiscal year ended March 2023. Figures for the fiscal year ended March 2022 have been reclassified according to the new segment classification.

# Sales Changes by Business Segment



Reportable segment	Business category	3Q FY ending March 2024 (April-December 2023)	(Unit: million yen)
Digital Contents Business	Consumer games related	<b>6,866</b>	
	Online games related	<b>5,271</b>	
Amusement Business	Amusement games related	<b>6,602</b>	
Audio & Visual Business	Music and video contents related	<b>1,006</b>	
	Stage performance related	<b>2,013</b>	
Total net sales		<b>21,760</b>	



# Balance Sheet

**MARVELOUS!**

(Unit: million yen)      End of March 2023      **End of December 2023**      Change in amount

**Current assets**      28,460      **28,317**      -142

**Non-current assets**      7,986      **7,784**      -202

**Total assets**      36,447      **36,101**      -345

**Current liabilities**      6,880      **6,998**      117

**Non-current liabilities**      338      **234**      -104

**Total liabilities**      7,219      **7,233**      13

**Total net assets**      29,227      **28,868**      -358

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