

**MARVELOUS!**

**Results Briefing Materials**

**Fiscal Year Ending March 31, 2022**

**Third Quarter**

**January 31, 2022**

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# **Fiscal Year Ending March 2022, Third-Quarter Results Summary**

# Earnings Highlights (Statement of Profit and Loss)



- Resulted in an increase in sales and profit led by the consumer game business being in good shape due to strong sales of Pokémon MEZASTAR though earnings deteriorated owing to the sales decline for long-term operation titles in the online game business and the impact of the novel coronavirus infection (COVID-19) in the audio & visual businesses.

Unit: million yen	3Q FY ended March 2021		3Q FY ending March 2022		YOY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
<b>Net sales</b>	17,292	—	<b>18,953</b>	—	1,661	109.6%
<b>Cost of sales</b>	8,005	—	<b>9,230</b>	—	1,224	115.3%
<b>SGA expenses</b>	5,946	—	<b>5,716</b>	—	-229	96.1%
<b>Thereof advertising expenses</b>	938	—	<b>961</b>	—	23	102.5%
<b>Operating profit</b>	3,340	19.3%	<b>4,006</b>	21.1%	666	119.9%
<b>Non-operating profit/loss</b>	-53	—	<b>183</b>	—	237	—
<b>Ordinary profit</b>	3,286	19.0%	<b>4,190</b>	22.1%	903	127.5%
<b>Extra ordinary profit/loss</b>	52	—	<b>11</b>	—	-41	21.6%
<b>Income taxes</b>	994	—	<b>1,264</b>	—	269	127.1%
<b>Profit attributable to owners of parent</b>	2,344	13.6%	<b>2,937</b>	15.5%	592	125.3%

# Segment Results



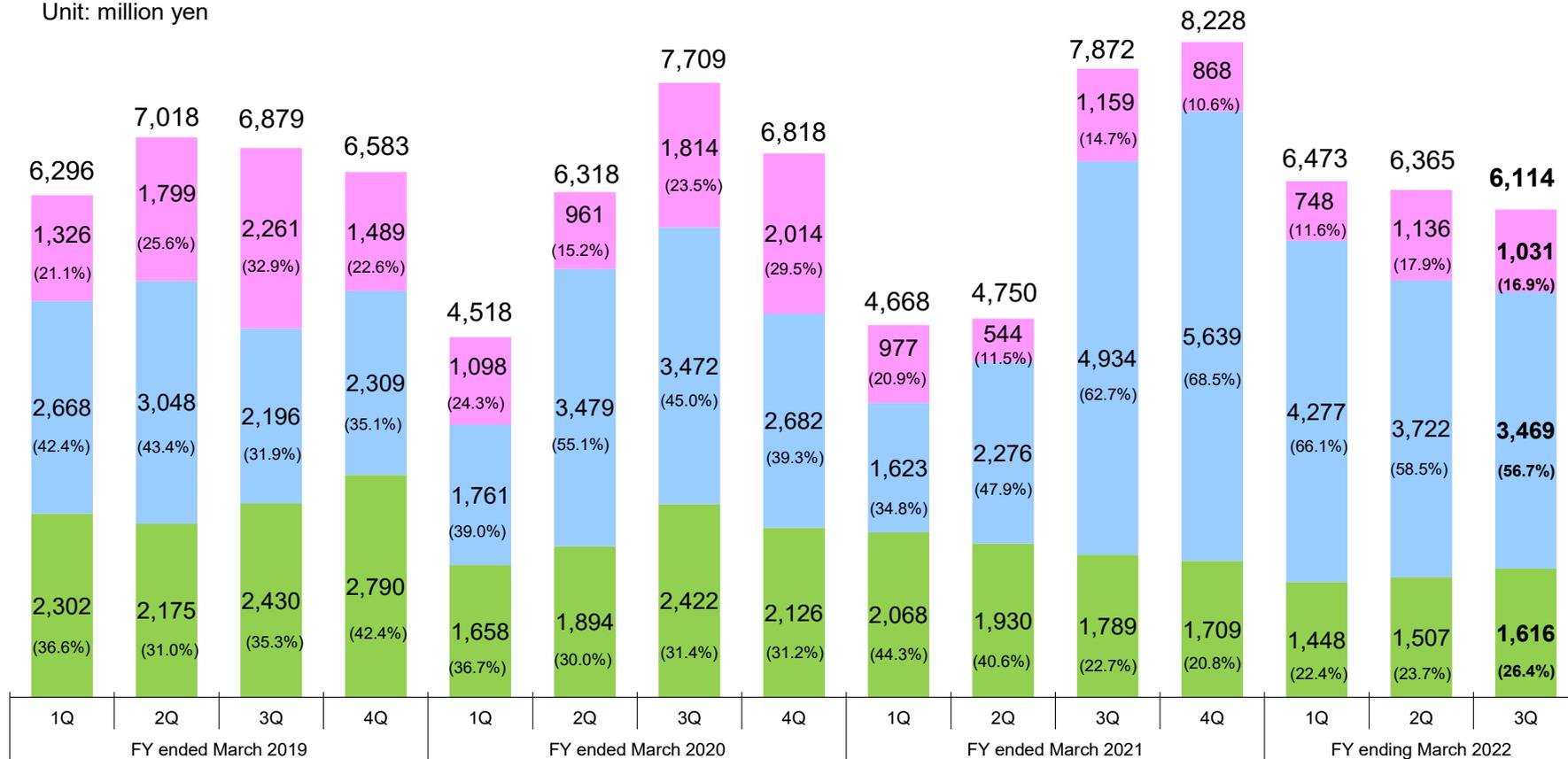
		3Q FY ended March 2021	3Q FY ending March 2022	YOY change	
Unit: million yen		Actual	Actual	(Amount)	(%)
Net sales	Online Game Business	5,788	<b>4,571</b>	-1,216	79.0%
	Consumer Game Business	8,834	<b>11,469</b>	2,634	129.8%
	Audio & Visual Business	2,681	<b>2,916</b>	234	108.7%
	<b>Total</b>	17,292	<b>18,953</b>	1,661	109.6%
Segment profit	Online Game Business	1,331	<b>764</b>	-567	57.4%
	Consumer Game Business	2,474	<b>4,173</b>	1,698	168.7%
	Audio & Visual Business	626	<b>136</b>	-489	21.8%
	<b>Total</b>	4,432	<b>5,073</b>	641	114.5%
<b>Company-level costs, etc.</b>		-1,092	<b>-1,067</b>	24	97.7%
<b>Operating profit total</b>		3,340	<b>4,006</b>	666	119.9%

# Development of Net Sales and Operating Profit by Segment (Quarterly)



- Audio & Visual Business
- Consumer Game Business
- Online Game Business

Unit: million yen



Note: Totals may not tally to 100% due to rounding of sales percentages to the first decimal point.

# Segment Results

# Online Game Business: 3Q FY Ending March 2022 Progress Status



## [Results Up Until 3Q FY Ending March 2022]

Resulted in a decrease in sales and profits due to a decrease in sales due to the aging of long-term operation titles and intensifying competition as well as the limited contribution of new titles.

## [Title Performance]

- Started to distribute the new game app The Thousand Musketeers: Rhodoknight in November.
- Despite the collaboration measures and annual events for titles of SHINOVI MASTER -SENTRAN KAGURA NEW LINK-, Logres of Swords and Sorcery: Goddess of Ancient and Ikki-Tousen Extra Burst, the sales decreased due to the aging of long-term operation and intensifying competition with those of other companies.

## [Title Rollouts]

**The Thousand Musketeers:  
Rhodoknight**  
(Smartphone app)



Launched on November 24, 2021

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**SHINOVI MASTER  
-SENTRAN KAGURA NEW LINK-**  
(Smartphone app)



Launched on November 29, 2017

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©HONEY PARADE GAMES Inc.

**Logres of Swords and Sorcery:  
Goddess of Ancient**  
(Smartphone app)



Launched on December 17, 2013

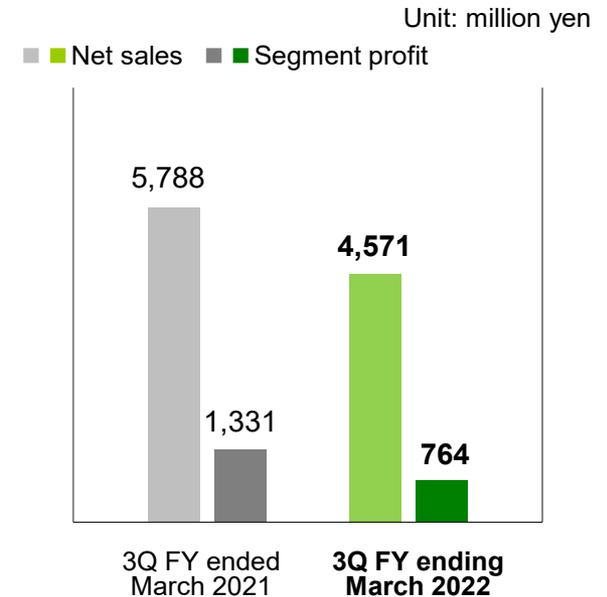
©Marvelous Inc. Aiming Inc.

**Ikki-Tousen Extra Burst**  
(Smartphone app)



Launched on May 25, 2020

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# Online Game Business: Initiatives Starting in 4Q FY Ending March 2022

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- Continue to focus on developing new game app The Thousand Musketeers: Rhodoknight
- Continue collaboration with existing titles to secure sales

## The Thousand Musketeers: Rhodoknight (Smartphone app)



Started the service on November 24, 2021

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# Consumer Game Business: 3Q FY Ending March 2022 Progress Status

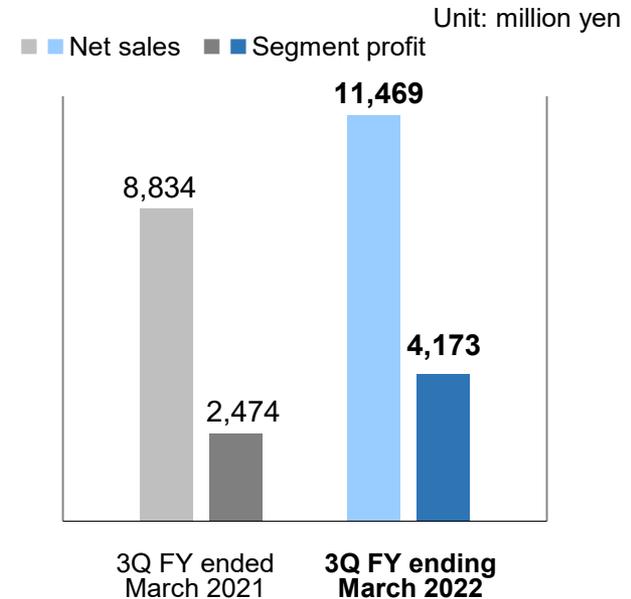


## [Results Up Until 3Q FY Ending March 2022]

Sales of Pokémon MEZASTAR in the amusement division continue to perform well and boost operating results

## [Title Performance]

- Newly released BOKUJO MONOGATARI SAIKAI NO MINERAL TOWN released in 2019 for PS4® and XBOX.
- Sales of Pokémon MEZASTAR in the amusement division continue to perform well, with the cumulative number of games played exceeding 100 million in December 2021.
- TRYDECK, a new concept compact price machine, started operation in November 2021 at amusement facilities nationwide.



## [Title Rollouts]

**BOKUJO  
MONOGATARI  
SAIKAI NO MINERAL  
TOWN**

(Nintendo Switch /  
PS4®/XBOX)



Nintendo Switch version: Available now  
XBOX version: Released on October 27, 2021 (download sale)  
PS4® version: Released on November 27, 2021

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**Pokémon  
MEZASTAR**  
(Amusement)



Operations started on  
September 17, 2020

©2022 Pokémon. ©1995-2022 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・クリーチャーズ・ゲームフリークの登録商標です。

**TRYDECK**  
(Amusement)



Operations started in November 2021

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# Consumer Game Business: Initiatives in 4Q of FY Ending March 2022

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- The North American and European versions of the latest Rune Factory 5 will be released in March 2022.
- New tag of Pokémon MEZASTAR will be in operation from February, and Overseas expansion of Pokémon Ga-Olé is continuing.

## Rune Factory 5 (Nintendo Switch)



Japanese version: Available now  
North American version: To be released on March 22, 2022  
European version: To be released on March 25, 2022

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\*Images and rights notation are for the domestic version.

## Pokémon MEZASTAR (Amusement)



Operations started on September 17, 2020  
—New tag scheduled to launch on February 10, 2022—

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Developed by T-ARTS and MARV  
ポケモンメザスタ・ポケモンPokémonは任天堂・クリーチャーズ・ゲームフリークの登録商標です。

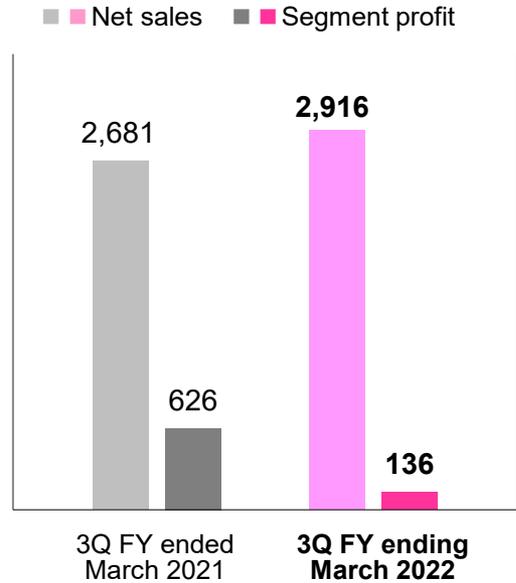
# Audio & Visual Business: 3Q FY Ending March 2022 Progress Status



Unit: million yen

## [Results Up Until 3Q FY Ending March 2022]

Sales increased slightly due to sales of Touken Ranbu the Stage (performance from January to June) recorded in 2Q and an increase in the number of stage performances compared to the same period of the previous year, but profits decreased significantly due to the impact of the COVID-19.



## [Title Performance]

- The latest movie of the movie version of Precure will be released in October, and the new TV animation “The Vampire dies in no time” will be broadcasted from October to December, and the second production will be decided.
- Stage performances include the latest works in the “Blood Blockade Battlefront” the Stage and PERSONA5 the Stage series, as well as the new title “World Trigger the Stage”.

## [Title Rollouts]

### Tropical Rouge Pretty Cure the Movie



Released on October 23, 2021

©2021 Tropical Rouge Pretty Cure the Movie Production Committee

### The Vampire dies in no time



TV broadcasting scheduled October–December 2021

© Itaru Bonnoki (AKITASHOTEN)/The Vampire dies in no time

### “Blood Blockade Battlefront” the Stage -Blitz Along Alone-



Performances scheduled for October–November 2021 (included in 4Q)

©Yasuhiro Nightow/SHUEISHA  
©“Blood Blockade Battlefront” the Stage

### “World Trigger the Stage”



Performances scheduled for November–December 2021 (included in 4Q)

©Daisuke Ashihara/SHUEISHA, ©“World Trigger the Stage” project

# Audio & Visual Business: Initiatives Starting in 4Q FY Ending March 2022

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- TV animation new Pretty Cure series, “Delicious Party♡Pretty Cure” will be broadcasted in February, and “The Vampire dies in no time”, “YU-GI-OH! DUEL MONSTERS MILLENNIUM SCENES”, etc. were commercialized as package products.
- Three performances are scheduled in the 4th quarter, and multiple performances are prepared for the next fiscal year.

## Delicious Party♡Pretty Cure



TV broadcasting scheduled to start on February 6, 2022

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## The Vampire dies in no time



Blu-ray and DVD (3 volumes)  
Available from January to March 2022

© Itaru Bonnoki (AKITASHOTEN)/ The Vampire dies in no time

## YU-GI-OH! DUEL MONSTERS MILLENNIUM SCENES



Blu-ray and DVD  
To be released on March 23, 2022

©STUDIO DICE/ SHUEISHA, TV TOKYO, KONAMI

## Musical “Ouran High School Host Club”



Performed in  
January 2022

©Bisco Hatori,hakusensha / Musical “Ouran High School Host Club” Project

## MUSICAL THE PRINCE OF TENNIS II The Second Stage



Performances scheduled for  
January–February 2022  
(included in the next FY)

©2009 TAKESHI KONOMI / 2022 MUSICAL THE PRINCE OF TENNIS II PROJECT

## TOUKENRANBU THE STAGE Kiden Ikusayunoadabana



Performances scheduled for  
March–May 2022  
(included in the next FY)

© Touken Ranbu the Stage Production Committee  
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**Fiscal Year Ending March 2022,  
Full-Year Business Forecast**

# Fiscal Year Ending March 2022, Full-Year Business Forecast

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## Revision of results forecasts

- Sales of new and old consumer game titles are strong in Japan, the United States and Europe, despite a decline in sales of online games and difficulties in the stage performance business due to the coronavirus.
- Sales of Pokémon MEZASTAR, launched in September 2020 are strong, contributing to full-year earnings for the current fiscal year

\*Dividends are unchanged from the previous forecast of ¥33 per share.

Unit: million yen	FY ending March 2022			(Reference) Results for the previous fiscal year (Fiscal year ended March 2021)
	Previously announced forecast (Oct. 29, 2021)	Revised forecast (Jan. 31, 2022)	YOY Change	
Net sales	24,000	<b>25,000</b>	+1,000	25,520
Operating profit	4,000	<b>4,400</b>	+400	4,414
Ordinary profit	4,000	<b>4,500</b>	+500	4,558
Profit attributable to owners of parent	2,760	<b>3,100</b>	+340	3,265

Thank you very much for your attention.

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This document contains forward-looking statements which are based on information currently available to the Company and which may change as a result of numerous factors including the macroeconomic environment and industry trends relevant to the Company. Therefore, these forward-looking statements are made subject to certain risks and uncertainties which could cause results including actual business performance to differ materially from those presented.