

Marvelous Inc.

Stock Code: 7844
(First Section of Tokyo Stock Exchange)

MARVELOUS!

Results Briefing Materials

Fiscal Year Ended March 31, 2021

May 12, 2021

Fiscal Year Ended March 2021, Results Summary

Segment Results

Initiatives of Each Segment Starting in FY2022

Fiscal Year Ending March 2022, Full-Year Business Forecast

**Fiscal Year Ended March 2021,
Results Summary**

Earnings Highlights (Statement of Profit and Loss)



- Big hits of “TENSUI NO SAKUNAHIME” and “BOKUJO MONOGATARI: OLIVE TOWN TO KIBO NO DAICHI” contributed to the achievement of a large increase in profit.
- In the online game business, the profit ratio increased due to robust sales of titles and the removal of unprofitable titles in the previous fiscal year.
- Earnings in the amusement and the audio & visual business decreased due to the impact of the novel coronavirus (COVID-19) throughout the year.

Unit: million yen	FY ended March 2020		FY ended March 2021		YOY change	
	Actual	Profit ratio	Actual	Profit ratio	(Amount)	(%)
Net sales	25,365	-	25,520	-	154	100.6%
Cost of sales	14,271	-	12,275	-	-1,995	86.0%
SGA expenses	8,644	-	8,830	-	186	102.2%
Thereof advertising expenses	1,827	-	1,645	-	-181	90.0%
Operating profit	2,449	9.7%	4,414	17.3%	1,964	180.2%
Non-operating profit/loss	52	-	144	-	91	273.6%
Ordinary profit	2,502	9.9%	4,558	17.9%	2,056	182.2%
Extra ordinary profit/loss	-280	-	-104	-	175	-
Income taxes	424	-	1,189	-	764	280.2%
Profit attributable to owners of parent	1,797	7.1%	3,265	12.8%	1,467	181.6%

Segment Results



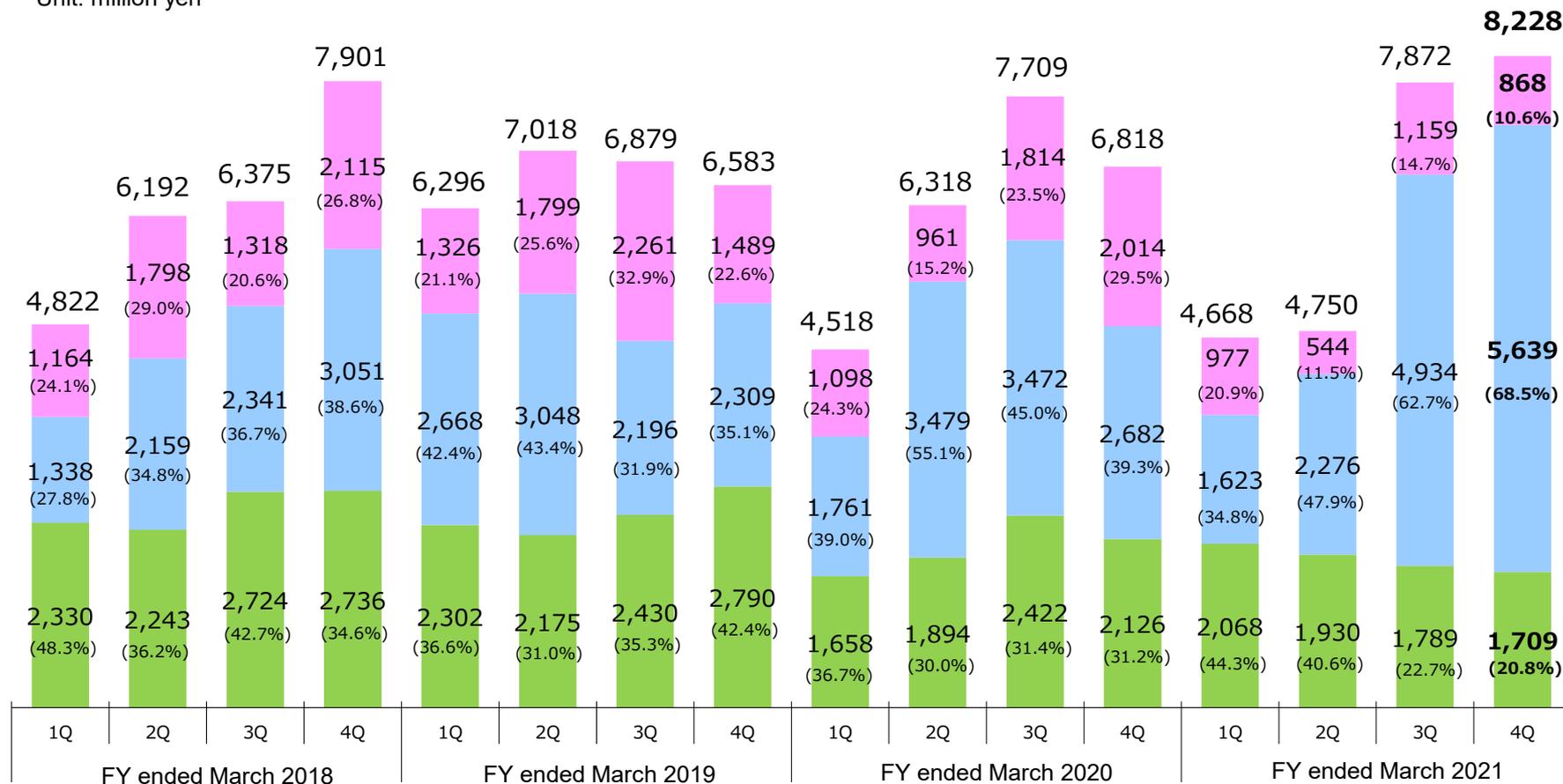
		FY ended March 2020	FY ended March 2021	YOY change	
Unit: million yen		Actual	Actual	(Amount)	(%)
Net sales	Online Game Business	8,102	7,497	-604	92.5%
	Consumer Game Business	11,396	14,474	3,077	127.0%
	Audio & Visual Business	5,888	3,550	-2,338	60.3%
	Total	25,365	25,520	154	100.6%
Segment Profit	Online Game Business	272	1,359	1,087	499.7%
	Consumer Game Business	2,026	4,158	2,132	205.2%
	Audio & Visual Business	1,573	540	-1,033	34.3%
	Total	3,872	6,058	2,186	156.5%
Company-level costs, etc.		-1,422	-1,644	-221	115.6%
Operating profit total		2,449	4,414	1,964	180.2%

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

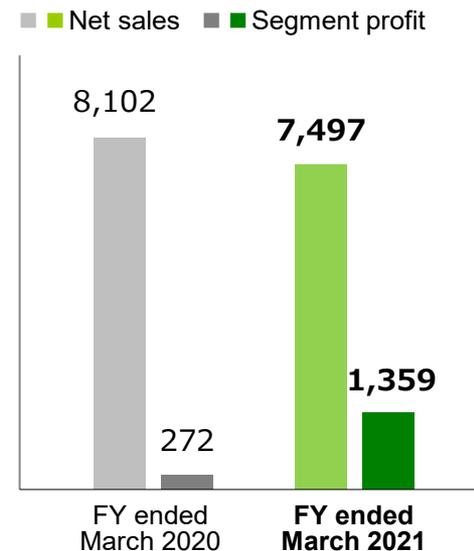
Online Game Business: FY Ended March 2021 Results



[Results of FY Ended March 2021]

Long-term operating titles remained robust and profits ratio increased due to the removal of unprofitable titles in the previous fiscal year, resulting in a large increase in profit.

Unit: million yen



[Title Performance]

- Sales of “SHINOVI MASTER -SENTRAN KAGURA NEW LINK-” and “Logres of Swords and Sorcery: Goddess of Ancient” remained strong owing to successful implementation of collaboration measures and their anniversary events.
- “Browser Sangokushi” in its 11th year achieved higher profits than the previous fiscal year owing to cost reduction, etc.
- In view of the current state of operation of “Ikki-Tousen Extra Burst,” we will devalue its software assets and aim to achieve profitability in the next fiscal year by reducing costs.

[Title Rollouts]

**SHINOVI MASTER
-SENTRAN KAGURA
NEW LINK-**
(F2P app)



Launched on Nov. 29, 2017

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**Logres of Swords and Sorcery:
Goddess of Ancient**
(F2P app)



Launched on Dec. 17, 2013

©Marvelous Inc. Aiming Inc.

Browser Sangokushi
(PC Browser)



Launched on July 15, 2009

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Ikki-Tousen Extra Burst
(F2P app)



Launched on May 25, 2020

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WW PARTNERS
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Consumer Game Business: FY Ended March 2021 Results



[Results of FY Ended March 2021]

An increase in both sales and profit was achieved owing to big hits of “TENSUI NO SAKUNAHIME” and “BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI” new game software in the year under review.

[Title Performance]

- Cumulative global shipments of “TENSUI NO SAKUNAHIME” released in November exceeded 950,000 units owing to strong additional orders (as of the end of March 2021).
- The completely new title for Nintendo Switch “BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI” was released in Japan and Asia in February, and in North America and Europe in March, and its cumulative global shipments exceeded 700,000 units (as of the end of March 2021).
- The amusement business recovered only slightly from the impact of COVID-19 in 4Q, and “Pokémon MEZASTAR” was robust. Overseas “Pokémon Ga-Olé” remained strong in regions where the operations commenced.

[Title Rollouts]

TENSUI NO SAKUNAHIME
(PlayStation®4/Nintendo Switch/Windows PC)



Japanese and Asian versions: Released on November 12, 2020
North American version and PC version: Released on November 10, 2020
European version: Released on November 20, 2020

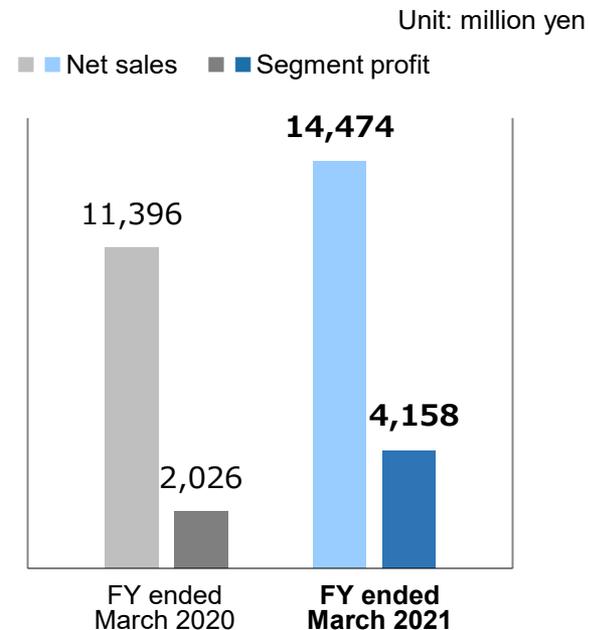
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BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI
(Nintendo Switch)



Japanese and Asian versions: Released on February 25, 2021
North American version : Released on March 23, 2021
European version: Released on March 26, 2021

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Launched on September 17, 2020

©2021 Pokémon. ©1995-2021 Nintendo/Creatures Inc. / GAME FREAK inc.
Developed by T-ARTS and MARV ポケモン・Pokémonは任天堂・クリーチャー・ゲームフREAKの登録商標です。

Audio & Visual Business: FY Ended March 2021 Results



[Results of FY Ended March 2021]

- This business continued to experience severe conditions due to the expansion of COVID-19, resulting in a significant decrease in both sales and profit from the previous year.
- Ticket sales for stage performances were sluggish due to factors including the impact of the declaration of a state of emergency, resulting in a loss in the fourth quarter.

[Title Performance]

- “My Teen Romantic Comedy SNAFU Climax,” a TV animation, was broadcasted from July to September 2020, and Blu-ray/DVD sales were strong.
- Although several performances including new ones of popular series are held, the number of spectators has been sluggish due to factors including the impact of the declaration of a state of emergency.

[Title Rollouts]

My Teen Romantic Comedy
SNAFU Climax



TV broadcast scheduled
for July - September 2020

©WATARU WATARI, SHOGAKUKAN/OREGAIRUS
PRODUCTION COMMITTEE

MUSICAL THE PRINCE OF
TENNIS II The First Stage



Performances scheduled for
December 2020 - February 2021

©2009 TAKESHI KONOMI / 2020 MUSICAL THE PRINCE
OF TENNIS II PROJECT

Touken Ranbu the Stage



Performances scheduled
for January - March 2021

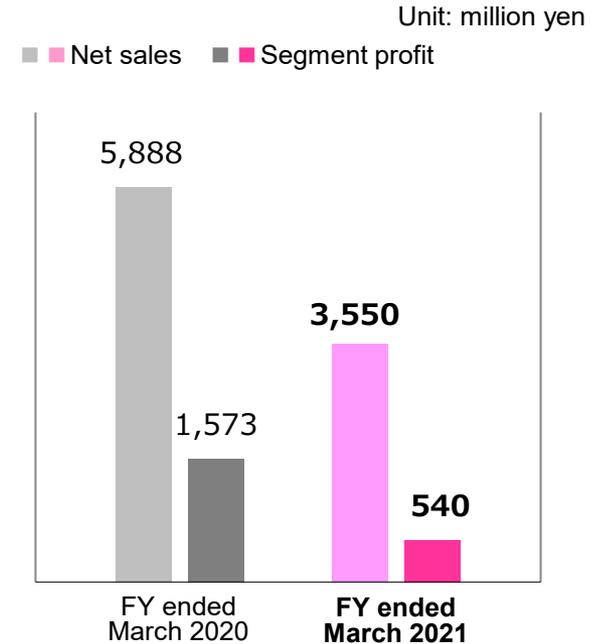
©Touken Ranbu the Stage Production Committee © 2015
EXNOA LLC/Nitroplus

MUSICAL AO HARU
TETSUDO 4 Unquiet on
the Kyushu Expedition



Performance scheduled
for February 2021

©AO HARU ©Musical AO HARU TETSUDO Project



Initiatives of Each Segment Starting in FY2022

Online Game Business: Initiatives Starting in FY Ending March 2022

- The new game app “The Thousand Musketeers: Rhodoknight” is under active development to start its service this year.
- With respect to the existing titles of “Logres,” “SHINOVI MASTER” and “Ikki EB,” collaboration measures were implemented in April, and various measures will be taken in the future to secure sales.

The Thousand Musketeers: Rhodoknight (F2P app)



Official service launch day is yet to be determined.

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SHINOVI MASTER -SENTRAN KAGURA NEW LINK- (F2P app)



“COBRA” Collaboration: April 1 – April 7

©BUICHI TERASAWA / ART TEKNIKA ©Marvelous Inc. ©HONEY PARADE GAMES Inc.

Logres of Swords and Sorcery: Goddess of Ancient (F2P app)



“That Time I Got Reincarnated as a Slime”
Collaboration
April 14 – April 28

©川上泰樹・伏瀬・講談社/転スラ製作委員会
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Consumer Game Business: Initiatives Starting in FY Ending March 2022

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- The latest in the series “Rune Factory 5” will be scheduled to be released on May 20, 2021, and “No More Heroes 3” on August 27, 2021.
- Strive to further expand sales of the “TENSUI NO SAKUNAHIME” and “BOKUJO MONOGATARI OLIVE TOWN TO KIBO NO DAICHI” launched in the previous fiscal year with the aim of reaching the million mark.
- Amusement arcade “Pokémon MEZASTAR” saw its new tag in April and will continue to strengthen its operations by launching new tags.

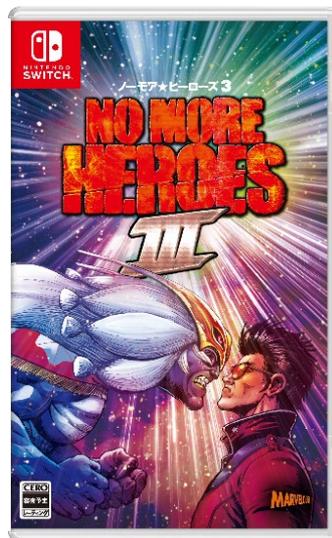
Rune Factory 5 (Nintendo Switch)



To be released on May 20, 2021

©2021 Marvelous Inc.

No More Heroes 3 (Nintendo Switch)



To be released on August 27, 2021

©Marvelous Inc. / Grasshopper Manufacture Inc.

Pokémon MEZASTAR (Amusement)



April 22, 2021: new tag
commenced operations

©2021 Pokémon. ©1995-2021 Nintendo/Creatures Inc. / GAME FREAK Inc.
Developed by T-ARTS and MARV ポケモン・Pokémonは任天堂・クリーチャー・ゲームフレイクの登録商標です。

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

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- Broadcast of animated TV programs “Tropical-Rouge! Pretty Cure” and “Mewkledreamy Mix” started in February and April, respectively. “Healin’ Good Pretty Cure the Movie”, the latest film of Pretty cure, was released in March.
- In the stage performance business, the newest public performance of popular series such as “Touken Ranbu the Stage” and “MUSICAL THE PRINCE OF TENNIS” will be launched one after another. Also, as a new title, “World Trigger the Stage” is scheduled to be performed from November.

Tropical-Rouge ! Pretty Cure



February 2021 TV broadcast started

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Mewkledreamy Mix



TV broadcast started in April 2021

©2021 SANRIO CO.,LTD. Mewkledreamy Mix Production Committee, TV TOKYO

Healin’ Good Pretty Cure the Movie



Released in March 2021

©2020 Healin' Good Precure the Movie Production Committee

Touken Ranbu the Stage



Performances scheduled for April – June 2021

©Touken Ranbu the Stage Production Committee © 2015 EXNOA LLC/Nitroplus

MUSICAL THE PRINCE OF TENNIS 4th SEASON SEIGAKU vs FUDOMINE



Performances scheduled for July – August 2021

©1999 TAKESHI KONOMI/2021 MUSICAL THE PRINCE OF TENNIS PROJECT

“World Trigger the Stage”



Performances scheduled for November – December 2021

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

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

Forecast for Fiscal Year Ending March 2022



Online Game Business

- Continue efforts to maintain the strength of existing titles and launch new titles for this fiscal year.

Consumer Game Business

- In the game software sales, we will first promote the latest game series “Rune Factory 5” and strive to maintain its strength.
- The amusement business was on the recovery trend from the impact of COVID-19 in the 4Q of the previous fiscal year, but the impact on future business results is uncertain due to the declaration state of emergency.

Audio & Visual Business

- In the audio & visual division and stage production division are also concerned about the impact of resurgence of COVID-19 on business performance.

Results and Dividends Forecasts for the Fiscal Year Ending March 2022



Results forecasts

Full-year results forecasts for the fiscal year ending March 2022 are not disclosed at the present time because of the difficulty in reasonably estimating the impact of COVID-19.

It will be announced as soon as it is possible to disclose consolidated results forecasts.

Dividends forecasts

- FY ended March 2021: ¥33 annual dividend (finalized)
- FY ending March 2022: Undecided

	FY ended March 2021	FY ending March 2022 (Forecast)
Dividend	33 yen	Undecided
Dividend payout ratio	59.3%	-

Dividend policy

Securing necessary internal reserves for expanding future businesses and strengthening the financial position, the Company distributes continuous and stable dividends targeting 30% or more of payout ratio as a basic policy.

Initiatives for Sustainability



Marvelous, through entertainment based on creating new value that leads to the happiness of people around the world at its core, will continue its activities to create a sustainable society.

	Initiatives of the Company	Related SDGs Items
E Environmental	<ul style="list-style-type: none"> ● Environmental awareness ● Promoting a paperless office 	
S Social	<ul style="list-style-type: none"> ● Promotion diversity ● Promoting the active engagement of women ● Promoting PWDs' employment ● Creating an employee-friendly environment 	
G Governance	<ul style="list-style-type: none"> ● Enhancing corporate governance ● Observance of compliance ● Risk management measures 	

For details, please visit our company website.
<https://corp.marv.jp/vision/csr.html>

Thank you very much for your attention.

Inquiries

Corporate Communication Division, Corporate Planning Department

E-mail: ir@marv.jp

URL: <https://corp.marv.jp>

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.