

**TSUBURAYA FIELDS HOLDINGS**



# Financial Presentation

for the year ended March 31, 2024

**The Greatest Leisure for All People**

TSUBURAYA FIELDS HOLDINGS INC.

Tokyo Stock Exchange, Prime Market Security code: 2767

May 2024

# Differences between the consolidated performance forecast and the actual results for the FY2023

(Unit: millions of yen)	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Profit per share
FY2023(Forecast)	123,000	12,000	12,200	8,500	129.97 yen
FY2023(Actual results)	141,923	11,827	12,947	11,551	176.56 yen
Change(%)	+15.4%	(1.4)%	+6.1%	+35.9%	+35.8%

## Major reasons for the difference (net sales, profit attributable to owners of parent)

### < Net sales >

- Strong sales in PS business segment

### < Profit attributable to owners of parent >

- Equity in earnings of affiliate DAIKOKU DENKI Co., Ltd., which became an equity-method affiliate from 2Q FY2023
- Gain on negative goodwill arising from the acquisition of Sophia Co., Ltd., which became a subsidiary in March 2024.

## (Appendix: Trends in the operating profit margin)

	FY2022	FY2023
Consolidated	9.3%	8.3%
Content and digital business	30.1%	24.7%
PS business	7.7%	8.3%

# Overview of the results for the FY2023 [Consolidated P/L]

TSUBURAYA FIELDS HOLDINGS

(Unit: 100 million yen)

Consolidated P/L	FY2022	FY2023				FY2024	
	Full-year	Full-year	YoY change	Full-year forecast (As of May 15, 2023)	Ratio to the forecast	Full-year forecast	YoY change
Net sales	1,171.2	1,419.2	+21.2%	1,230	+15.4%	1,550	+9.2%
Gross profit	253.2	264.5	+4.5%	—	—	—	—
SG&A expenses	143.7	146.3	+1.8%	—	—	—	—
Operating profit [net sales ratio]	109.5 [9.3%]	118.2 [8.3%]	+8.0%	120	(1.4)%	152 [9.8%]	+28.5%
Ordinary profit	112.1	129.4	+15.4%	122	6.1%	161	+24.3%
Profit attributable to owners of parent	82.2	115.5	+40.5%	85	+35.9%	116	+0.4%

\* Figures less than ¥10 million are rounded down.

# Overview of the results for the FY2023 [P/L by business segment]

TSUBURAYA FIELDS HOLDINGS

(Unit: 100 million yen)

P/L by business segment		FY2022	FY2023				FY2024	
		Full-year	Full-year	YoY change	Full-year forecast (As of May 15, 2023)	Ratio to the forecast	Full-year forecast	YoY change
Content and digital business segment	Net sales	145.3	153.3	+5.5%	180	(14.8)%	180	+17.4%
	Operating profit [Operating profit margin]	43.7 [30.1%]	37.8 [24.7%]	(13.6)%	60	(37.0)%	40 [22.2%]	+5.8%
PS business segment	Net sales	1,008.0	1,255.9	+24.6%	1,040	+20.8%	1,350	+7.5%
	Operating profit [Operating profit margin]	77.1 [7.7%]	104.1 [8.3%]	+35.0%	80	+30.2%	135 [10.0%]	+29.7%
Other business segment	Net sales	23.0	16.0	(30.3)%	–	–	–	–
	Operating profit	0.7	0.1	(73.6)%	–	–	–	–
Adjusted amount	Net sales	(5.2)	△6.1	–	–	–	–	–
	Operating profit	(12.1)	△23.8	–	–	–	–	–

\* Figures less than ¥10 million are rounded down.

\* PS: pachinko and pachislot

For details on each business segment, please refer to the respective presentation materials.

Financial results for the fiscal year ended March 31, 2024

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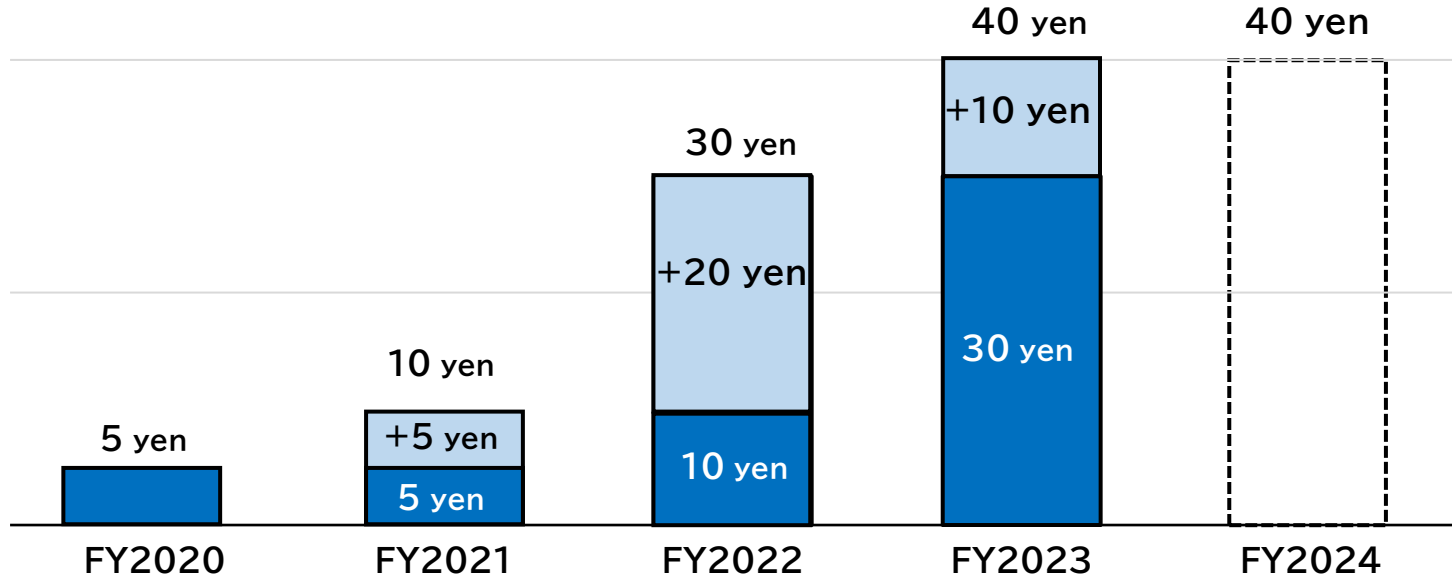
Shareholder returns and dividend policy

We regard improving corporate value as an important management issue and have adopted a basic policy of paying an appropriate dividend in line with profits.

At the same time, as market conditions change dramatically,

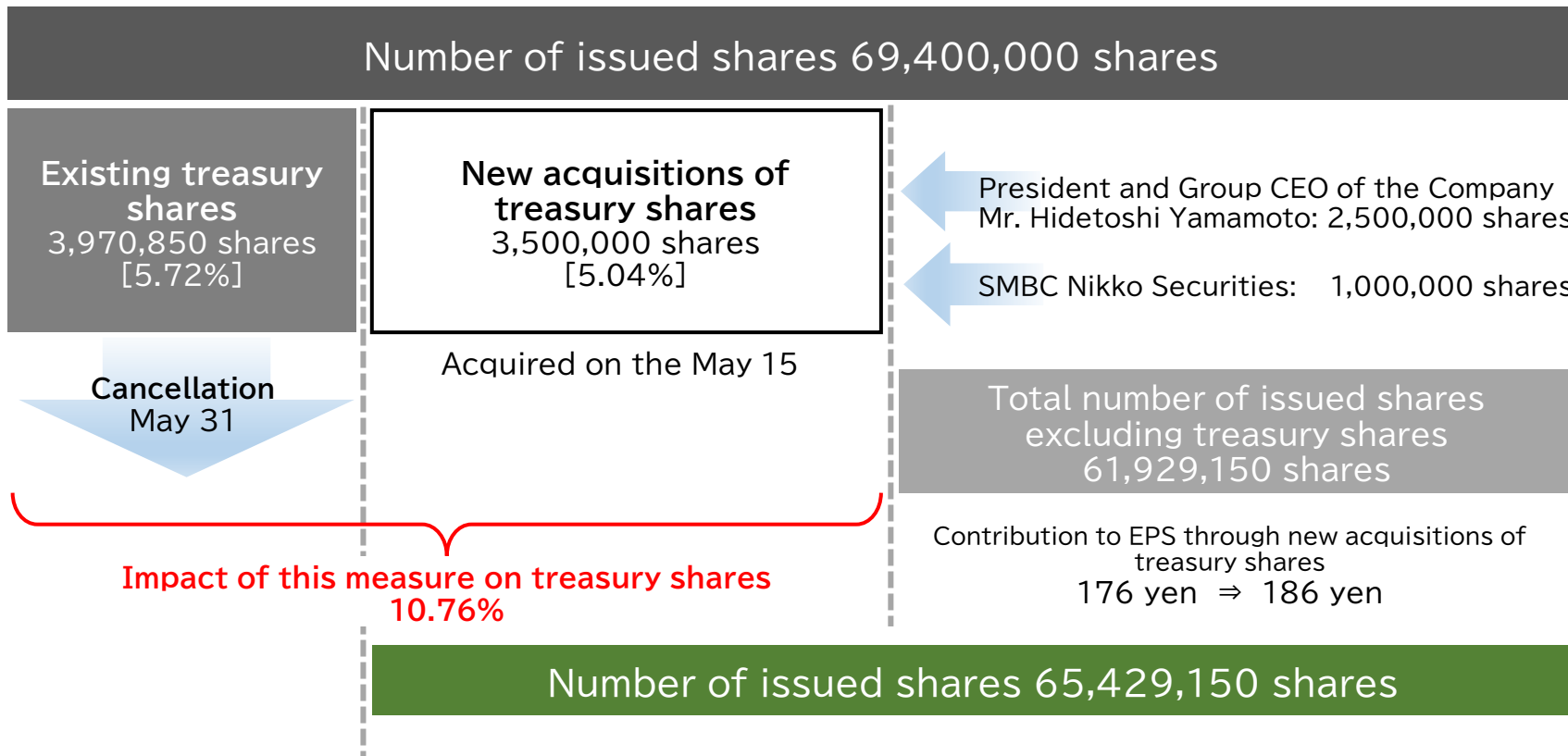
1. Stabilizing our financial base from a medium-to-long-term perspective
2. Prioritizing securing investment funds to expand earnings

We believe that these will lead to maximum shareholder returns, including future increases in corporate value.



(Unit: millions of yen)

Profit attributable to owners of parent	(3,452)	2,471	8,221	11,551	11,600
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## Appendix

Financial results for the fiscal year ended March 31, 2024

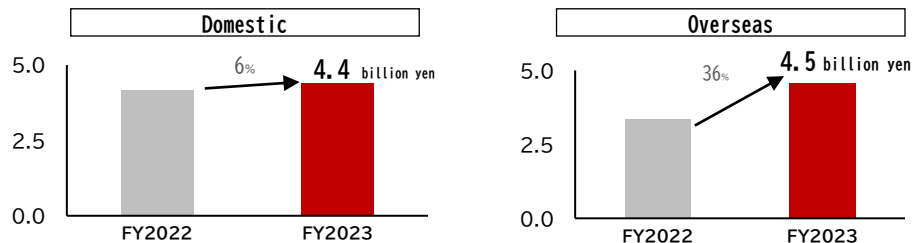
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Content and digital business segment

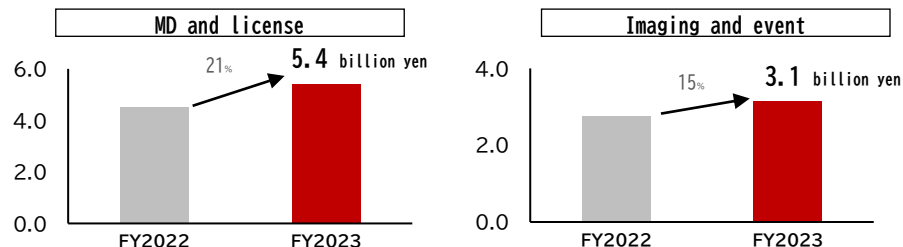
(Unit: 100 million yen)

	FY2022	FY2023	
	Full-year	Full-year	YoY change
Net sales	145.3	153.3	+5.5%
Operating profit	43.7	37.8	(13.6)%

Domestic/overseas MD and license (excluding card game) revenues



Revenue by business (global, excluding card games)



\* Figures less than ¥10 million are rounded down.

\* MD: Merchandising

\* In conjunction with the expansion of business revenues from events, the name of "Imaging Business Revenues" has been changed to "Imaging and Event Business Revenues" from the third quarter of this fiscal year.

MD and license

- Expansion of a broad portfolio of merchandise categories in the FY2023 (toys, apparel/fashion, etc.)  
⇒ Build a stronger earnings base that is less susceptible to trends in certain merchandise

- New trading cards with higher game function under development are scheduled to commence sales in China, North America, ASEAN, and Japan onward  
⇒ Adjustments are being made in the card games currently on sale in anticipation of the launch of new products

Imaging

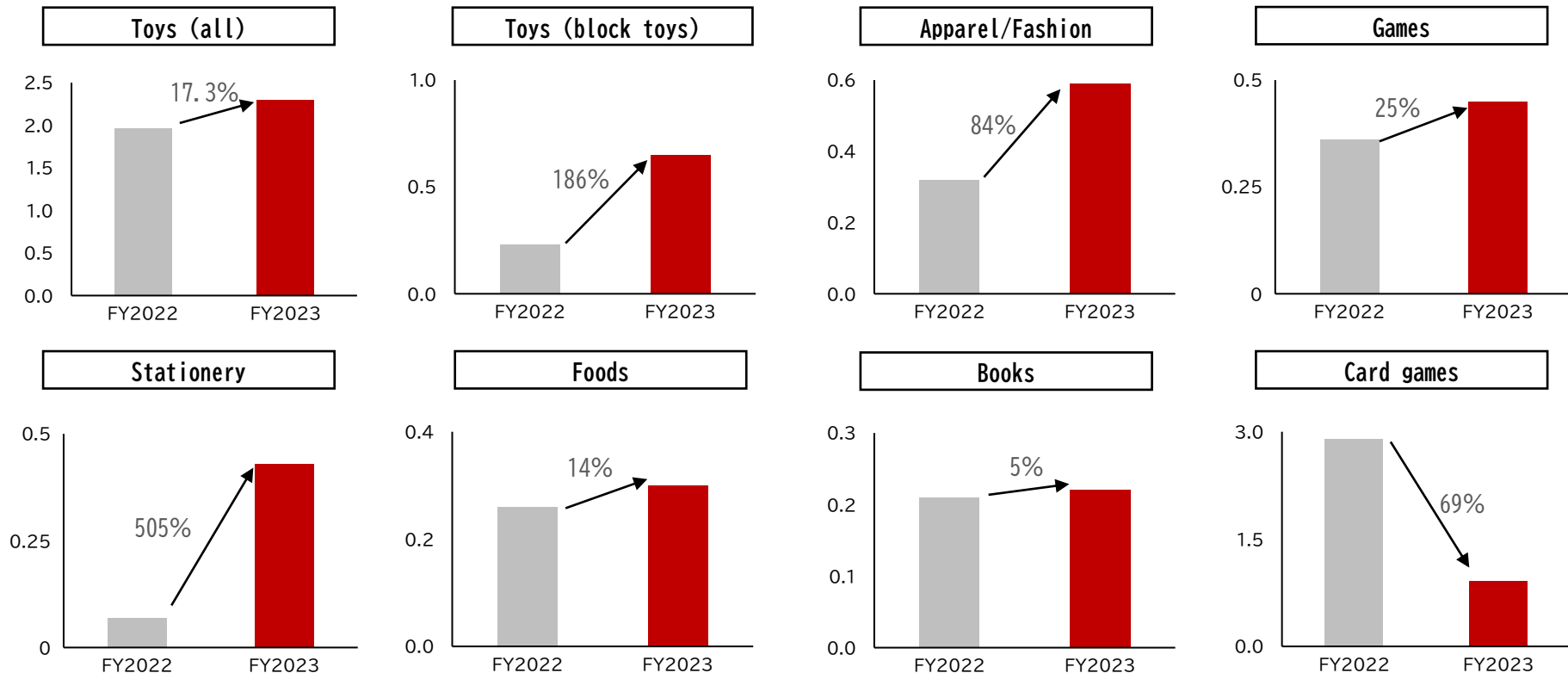
- The film *ULTRAMAN BLAZAR THE MOVIE: TOKYO KAIJU SHOWDOWN* released in February at 166 cinemas in Japan, and six Asian countries and regions, which became a hit  
Its distribution started in March on TSUBURAYA IMAGINATION

Event

- The fourth Ultraman area with permanent stages in a Chinese theme park opened in FY2023, of which attracted more customers
- Domestic customer traffic at Ultraman shows was strong
- Many fans from abroad visited official shops for Ultraman goods in search of original merchandise

Revenue by major merchandise categories (global)

(Unit: billion yen)



\* The "Toys" category excludes "Card games."

Movie version *ULTRAMAN BLAZAR* became a hit both in Japan and abroad

- ▶ *ULTRAMAN BLAZAR THE MOVIE: TOKYO KAIJU SHOWDOWN* premiered in February and began distribution in March. A screening tour was also held throughout Asia, and it was a great success



Thailand



Indonesia



Taiwan



Indonesia

- ⇒ Expanding the fan base to a segment of the population that has not had the opportunity to contact them before by developing video works on different devices such as TV, film and distribution

## Successful shows and events

- ▶ “Ultra Heroes EXPO” held in summer/ winter vacation season  
Event for fans “TSUBURAYA CONVENTION” held in Nov.

⇒ All tickets sold out and goods sold well

Ultra Heroes EXPO 2024



Ultra Heroes EXPO Summer festival: The next event is to be held simultaneously for the first time in two cities: Tokyo (Ikebukuro) and Osaka (Umeda).

- ⇒ Continue to expand its fan base through live events and expand its licensing merchandise

## New TV series *ULTRAMAN ARC*

- ▶ The 30th program in the series\*
- ▶ In addition to broadcasting on six TV Tokyo affiliates networks in Japan, the company has expanded its overseas business development and language support. This is in response to the recent surge in popularity of Ultraman series titles in China and other Asian countries

-Simultaneous rollout\*2 and contemporaneous distribution of upgraded versions in local languages in Chinese\*1, Hong Kong, Taiwan, Thailand, Indonesia, and Vietnam\*1 in addition to English

- Simultaneous rollout\*2 on YouTube and other distribution websites with subtitles in 11 languages (English, Korean, Indonesian, Malay, Vietnamese, Tagalog, Latin, Portuguese, Hindi, Chinese, and Thai).



\* The figure indicates the series of 30-minute formats for the Japanese market featuring the first character appearing in the series and two works produced for the overseas market that were later broadcast on television in Japan.

\*1 China and Vietnam are online distribution.

\*2 The term "simultaneous rollout" refers to a release within approximately one week of broadcasting in Japan.

## Netflix feature film *Ultraman: Rising*

- ▶ To be distributed on June 14, 2024
- ▶ New stories that can be enjoyed by people of all ages with the theme of “parents and children” and “family”
- ▶ Preparing to roll out merchandise in conjunction with public offerings with partner companies, mainly in North America and domestic markets



⇒ Aim to expand new fan base globally including North America, etc.

## Steady orders for CG video production

- ▶ VFX production  
Amazon Prime Video *The Silent Service*  
Netflix *Yu Yu Hakusho*
- ▶ Other large-scale anime movies/ game projects etc.



⇒ In response to the fact that Japanese VFX technologies are attracting attention worldwide, the company will develop its system with the aim of becoming a leading company in content production for the global market

## New areas using “Digital Human” technology

- ▶ KSIN, an avatar remote customer service, was certified under METI’s “IT Introduction Subsidy 2023”
- ▶ The new function “KSIN Time Share,” which can be used on a timeshare basis, has been added in order to make it easier for even more people to experience

Available high-definition avatars up to 15 times for 10 minutes or less without a monthly or annual contract at online meetings for free (¥200/10 minutes for 10 minutes or more)



⇒ Continue to aggressively pursue initiatives in new areas

## Appendix

Financial results for the fiscal year ending March 31, 2024

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PS business segment

(Unit: 100 million yen)

	FY2022	FY2023	
	Full-year	Full-year	YoY change
Net sales	1,008.0	1,255.9	+24.6%
Operating profit	77.1	104.1	+35.0%

Sales results

(Unit: machines)

Pachinko sales	151,000	187,000	+23.6%
Pachislot sales	68,000	72,000	+6.7%
Total	219,000	260,000	+18.4%

\* Figures less than ¥10 million are rounded down.

\* Figures less than 1 thousand machines are rounded down.

Market

• Pachinko

Market sales volume: Approx. 840,000 units [(15) % YoY]

Approx. 4% of all pachinko machines installed have shifted to smart pachinko

On the other hand, titles with new game function Lucky Trigger (from March 2024) received strong support

⇒ Pachinko hall' s appetite for pachinko is expected to recover

• Pachislot

Market sales volume: Approx. 820,000 units [+26% YoY]

Approx. 35% of all pachislot machines installed have shifted to smart machines

Our group

• Pachinko 7 titles, 187,000 units (+23.6% YoY)

Pachislot 6 titles, 72,000 units (+6.7% YoY)

Sales of PS: 260,000 units in total (+18.4% YoY)

• Market share 14.7% (12.9% in the previous fiscal year)



[PS main sales titles for FY2023]

Private brand

		H1		H2		Full-year	
		Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q3 (Oct.-Dec.)	Q4 (Jan.-Mar.)		
Pachinko	P CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection-	20,000 units	P Hyakka-Ryoran	10,000 units	PACHINKO MITOKOHMON chogokujo		P Kaiji Numa 5
	P BERSERK Musou Vengeance ver.		P The 7 virtues golden angel time		Pachinko EVANGELION:3.0 + 1.0 Type Rei	54,000 units	Sumapachi EVANGELION:3.0 + 1.0 Type Gendo
	NEON GENESIS EVANGELION -Roar for tomorrow- (resale)	24,000 units	P Sadako 3D		Sumapachi EVANGELION:3.0 + 1.0 Type Kaworu	12,000 units	NEON GENESIS EVANGELION -Roar for tomorrow- PREMIUM MODEL
	PACHINKO ULTRAMAN TIGA Ultra super luminal Light ver.		P NEON GENESIS EVANGELION -Roar for tomorrow- SPECIAL EDITION		Pachinko GANTZ Awakening RUSH180		P CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection- light ver.
			NEON GENESIS EVANGELION -Roar for tomorrow- (Resale)		P Godzilla vs EVANGELION -G-cells awakening-PREMIUM MODEL		
		42,000 units	42,000 units	76,000 units	25,000 units		7 titles
Pachislot	L BERSERK Musou	14,000 units	S The Ambition of Oda Nobuna -countywide edition-		L Higurashi When They Cry: GOU		L Godzilla vs EVANGELION
	Pachislot MONSTER HUNTER WORLD: ICEBORNE™ (resale)		L Evangelion -Genesis of Destiny-	17,000 units	L Ring ni kakerō1 V	17,000 units	
		17,000 units	22,000 units	26,000 units	6,000 units		6 titles
Total		60,000 units	65,000 units	102,000 units	31,000 units		

## Appendix

Financial results for the fiscal year ending March 31, 2024

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Consolidated B/S, C/F

# [Appendix] Overview of the results for the FY2023 [Consolidated B/S, C/F] TSUBURAYA FIELDS HOLDINGS

(Unit: 100 million yen)

Consolidated B/S	Mar. 31, 2023	Mar. 31, 2024	YoY change
Current assets	588.6	648.4	+59.7
Non-current assets	220.2	332.9	+112.6
<b>Total assets</b>	<b>808.9</b>	<b>981.3</b>	<b>+172.4</b>
Current liabilities	304.8	306.1	+1.2
Non-current liabilities	85.8	116.8	+30.9
<b>Total liabilities</b>	<b>390.7</b>	<b>422.9</b>	<b>+32.1</b>
<b>Total net assets</b>	<b>418.1</b>	<b>558.4</b>	<b>+140.2</b>
<b>Total liabilities and net assets</b>	<b>808.9</b>	<b>981.6</b>	<b>+172.4</b>

Consolidated C/F	FY2022 Full-year	FY2023 Full-year	YoY change
Cash flows from operating activities	125.6	55.6	(69.9)
Cash flows from investing activities	(76.4)	(41.0)	+35.4
Cash flows from financing activities	(7.2)	(31.4)	(24.2)
Net increase (decrease) in cash and cash equivalents	41.9	(16.8)	(58.7)
Cash and cash equivalents at beginning of period	323.0	364.9	+41.9
Cash and cash equivalents at end of period	364.9	348.1	(16.8)

\* Figures less than ¥10 million are rounded down.

# TSUBURAYA FIELDS HOLDINGS

## Disclaimer

The Company's plans, strategies, forecasts, and other statements contained in this document, except for facts that have already been determined, are subject to potential risks and uncertainties and are not guarantees of their accuracy.

Potential risks and uncertainties include, but are not limited to, the economic environment in which our group operates, competition in the market, and the products we handle.