

TSUBURAYA FIELDS HOLDINGS



Financial Presentation

for the third quarter of fiscal year ending March 31, 2024

The Greatest Leisure for All People

TSUBURAYA FIELDS HOLDINGS INC.

Tokyo Stock Exchange, Prime Market Security code: 2767

February 2024

(Unit: 100 million yen)

Consolidated P/L	FY2022		FY2023		
	Cumulative Q3	Full-year	Cumulative Q3	YoY change	Full-year forecast
Net sales	896.0	1,171.2	1,232.0	+37.5%	1,230
Gross profit	190.9	253.2	230.0	+20.4%	—
SG&A expenses	96.2	143.7	106.8	+11.0%	—
Operating profit	94.7	109.5	123.2	+30.0%	120
Ordinary profit	97.4	112.1	134.5	+38.0%	122
Profit attributable to owners of parent	56.4	82.2	95.3	+68.8%	85
Dividend per share (annual)	30 yen		40 yen		

As stated in the "Notice of revision of dividend forecast (dividend increase)" dated February 9, the year-end dividend for the fiscal year under review has been increased from the previous forecast of ¥30 to ¥40.

* Figures less than ¥10 million are rounded down.

Overview of the Q3 results for the FY2023 [P/L by business segment]

TSUBURAYA FIELDS HOLDINGS

(Unit: 100 million yen)

P/L by business segment		FY2022		FY2023		
		Cumulative Q3	Full-year	Cumulative Q3	YoY change	Full-year forecast
Content and digital business segment	Net sales	106.6	145.3	114.6	+7.5%	180
	Operating profit	38.0	43.7	30.0	(21.2)%	60
PS business segment	Net sales	776.1	1,008.0	1,109.5	+42.9%	1,040
	Operating profit	60.6	77.1	109.7	+81.1%	80
Other business segment	Net sales	17.2	23.0	12.0	(30.0)%	—
	Operating profit	0.5	0.7	0.1	(68.7)%	—
Adjusted amount	Net sales	(3.9)	(5.2)	(4.1)	—	—
	Operating profit	(4.4)	(12.1)	(16.7)	—	—

* Figures less than ¥10 million are rounded down.

* PS: pachinko and pachislot

Overview of the Q3 results for the FY2023 [Consolidated B/S, C/F]

TSUBURAYA FIELDS HOLDINGS

(Unit: 100 million yen)

Consolidated B/S	Mar. 31, 2023	Dec. 31, 2023	YoY change
Current assets	588.6	856.8	+268.1
Non-current assets	220.2	250.6	+30.3
Total assets	808.9	1,107.5	+298.5
Current liabilities	304.8	524.6	+219.7
Non-current liabilities	85.8	88.9	+3.1
Total liabilities	390.7	613.6	+222.9
Total net assets	418.1	493.8	+75.6
Total liabilities and net assets	808.9	1,107.5	+298.5

Consolidated C/F	FY2022		FY2023 Cumulative Q3	YoY change
	Cumulative Q3	Full-year		
Cash flows from operating activities	10.6	125.6	8.7	(1.9)
Cash flows from investing activities	(30.5)	(76.4)	(56.7)	(26.2)
Cash flows from financing activities	(43.0)	(7.2)	(44.1)	(1.0)
Net increase (decrease) in cash and cash equivalents	(62.8)	41.9	(92.1)	(29.2)
Cash and cash equivalents at beginning of period	323.0	323.0	364.9	+41.9
Cash and cash equivalents at end of period	260.1	364.9	272.8	+12.6

* Figures less than ¥10 million are rounded down.

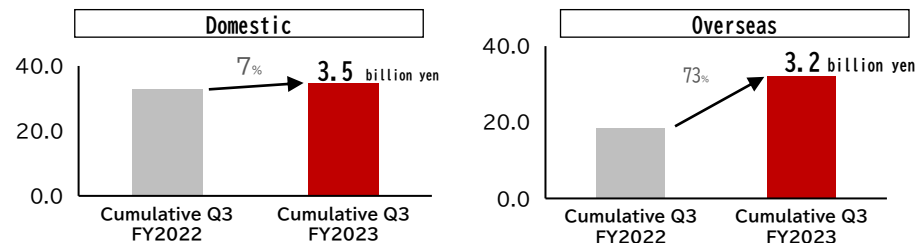
Financial results for the third quarter of the fiscal year ending march 31, 2024

Content and digital segment

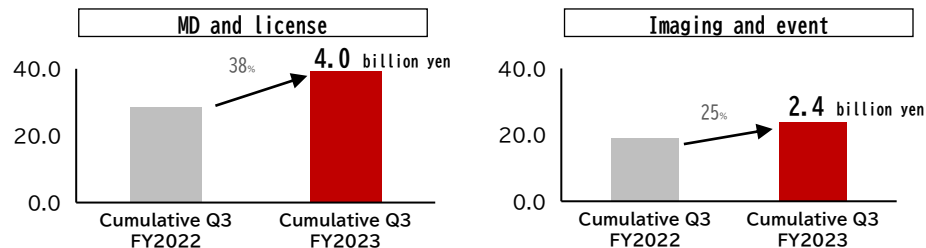
(Unit: 100 million yen)

	FY2022		FY2023	
	Cumulative Q3	Full-year	Cumulative Q3	YoY change
Net sales	106.6	145.3	114.6	+7.5%
Operating profit	38.0	43.7	30.0	(21.2)%

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



Revenue by business (global and 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.

Cumulative Q3: Net sales up 7.5% YoY

Imaging

- *SHIN ULTRAMAN*, a movie released last year
- TV Program *ULTRAMAN BLAZAR*
(Global distribution in local languages, subtitles in YouTube and simul distribution for dubbed edition)

Expansion of the fan base
 • Age group
 • (three generations of parents and children)
 • Global

Event

- The fourth Ultraman area with permanent stage opened at the theme park in Zhengzhou, China
- Actively held events domestically and internationally and increased the number of visitors

MD and license

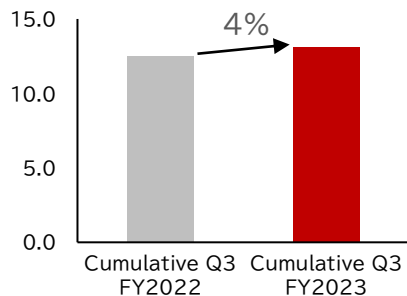
- Goods expanded in line with expansion of the fan base performed well
- Significant growth in sales of block toys, stationery, and apparel/fashion, in particular
- In card game, We plan to roll out a new card game globally next summer. While high expectations were seen, inventory adjustments were also observed in the current products

Aggressively invest in future growth

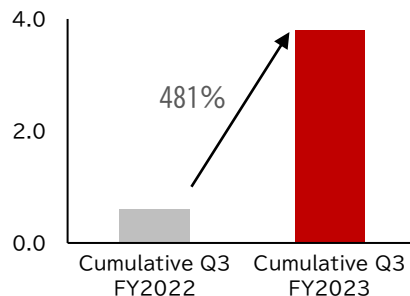
Revenue by major merchandise categories (global)

(Unit: 100 million yen)

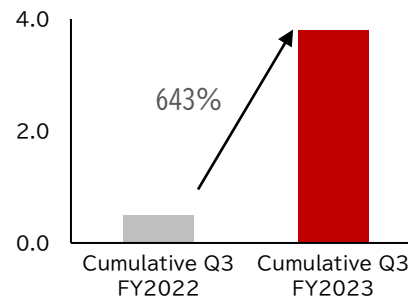
Toys



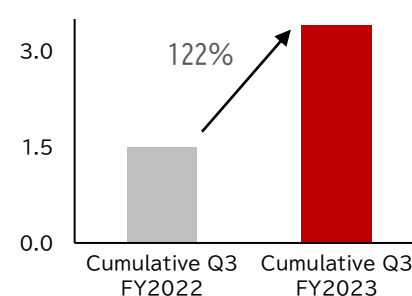
Block toys



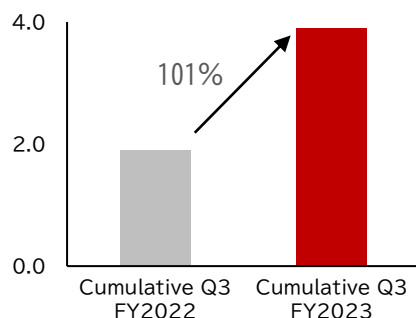
Stationery



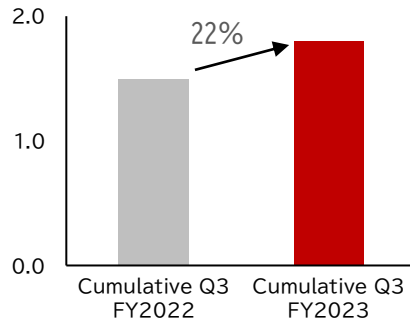
Apparel/Fashion



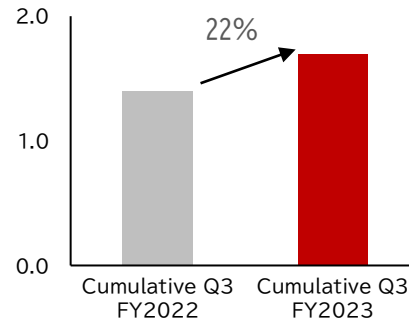
Game



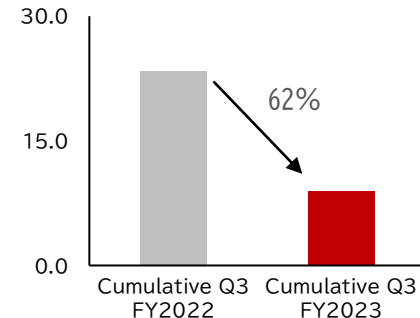
Books



Foods



Card game



* The "Toys" category excludes "Block toys" and "Card game."

	H1 (Apr.-Sep.)	Q3 (Oct.-Dec.)	Q4 onward (from Jan.)
Theme park	<p>[May]</p> <p>Theme park [Dalian, China (2nd location)] Ultraman area in Dalian Haichang Discoveryland opened</p> <p>[Jun.]</p> <p>Theme park [Chengdu, China (3rd location)] Ultraman area in Chengdu Happy Valley opened</p> <p>[Jul.]</p> <p>Theme park [Domestic] In Seibuen Amusement Park Attraction "Ultraman the Ride" opened</p>	<p>[Oct.]</p> <p>Theme park [Zhengzhou, China (4th location)] Ultraman area in Zhengzhou Haichang Ocean Park opened</p> <p>[Dec.]</p> <p>Theme park Tokyo Dome City Experience VR Attraction "ULTRASEVEN THE ATTRACTION" opened</p>	<p>Opening of "Ultraman Town"</p>
Imaging and event	<p>[Jul.]</p> <p>Video New TV series "ULTRAMAN BLAZAR" simul distribution</p> <p>[Jul.-Aug.]</p> <p>Event "Ultra Hero's EXP02023 Summer Festival"</p>	<p>[Nov.]</p> <p>Event "TSUBURAYA CONVENTION 2023" held</p> <p>[Dec.-Jan.]</p> <p>Event "Ultra Hero's EXP02024 New Year Festival"</p>	<p>[Jan.]</p> <p>Video Launched "Ultraman New Generation Starts"</p> <p>[Feb.]</p> <p>Video Movie " ULTRAMAN BLAZAR THE MOVIE: TOKYO KAIJU SHOWDOWN"</p> <p>[Scheduled for 2024]</p> <p>•Netflix 『ULTRAMAN: RISING』</p>
MD and license, others	<p>• "ULTRAMAN BLAZAR" simultaneous sales of related merchandise</p> <p>Sales of</p> <ul style="list-style-type: none"> •ULTRASEVEN related merchandise •GRIDMAN-related merchandise, etc. 	<p>[Nov.]</p> <p>AFA (Anime Festival Asia) held in Singapore Announced Ultraman Card Game and held a trial event</p>	<p>Sales worldwide from summer 2024</p> <ul style="list-style-type: none"> • Considering expanding EC abroad • Progress in game app development

New TV series "ULTRAMAN BLAZAR"

- ▶ Simul distribution in six countries and regions and Distribution of subtitles and rebuilt versions in 13 languages at YouTube
⇒ The number of video views of other Ultraman works also remained strong.

- ▶ Movie "ULTRAMAN BLAZAR THE MOVIE: TOKYO KAIJU SHOWDOWN" will be released in Japan in February.

⇒ Scheduled to show in various areas of Asia

(Indonesia, Thailand, Taiwan, Hong Kong)



Netflix feature film "ULTRAMAN: RISING"

- ▶ Preparing for global distribution in 2024
- ▶ Based in the Los Angeles subsidiary (established in May 2023), we are preparing to develop merchandise in line with the movie premiere with partner companies.



Development of theme parks in China

- ▶ Opened Ultraman area in Zhengzhou Ocean Park in Zhengzhou, China in October
- Total four Ultraman area in China
- ⇒ As a trigger for the expansion of fans



Last year's Halloween event at the Shanghai Haichang Ocean Park Ultraman themed area

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Event

- ▶ Actively hold events at domestic and overseas and attract more customers
- ⇒ As a result of expansion of merchandise lineup in line with the expansion of the fan base, the sales of Ultraman goods remained strong.



Stages of TSUBURAYA CONVENTION 2023 held on November 25 and 26

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New business “ULTRAMAN CARD GAME”

- ▶ Developing new card games of high-level game function with Chinese partners in view of hosting global conventions
- ▶ Scheduled to be sold worldwide from summer 2024



The world's fastest showcase and trial show of Ultraman card game was held at AFA2023 (Singapore) from November 24 to 26, 2023.

Digital Frontier Inc.

- ▶ Steady orders for Netflix, large anime movies and game projects
- ▶ Progress is underway in a new area using digital-human 3DCG engineering that cannot be distinguished from actual photography.
- ▶ Ryoma Sakamoto recreated in CG and AI appears. Production of the new TV CM of “Yakult 1000”

Leveraging digital human technology to generate real “Ryoma Sakamoto.”

TV CM: <https://www.youtube.com/watch?v=DsQai3dSvFg>

Financial results for the third quarter of the fiscal year ending March 31, 2024

PS business segment

FIELDS CORPORATION

	FY2022		FY2023	
	Cumulative Q3	Full-year	Cumulative Q3	YoY change

PS business segment

(Unit: 100 million yen)

Net sales	776.1	1,008.0	1,109.5	+42.9%
Operating profit	60.6	77.1	109.7	+81.1%

Sales results

(Unit: 10 thousand of machines)

Pachinko sales	12.2	15.1	16.2	
Pachislot sales	4.0	6.8	6.6	
Total	16.3	21.9	22.8	

* Figures less than ¥10 million are rounded down.
 * Figures less than 1 thousand units are rounded down.

Cumulative Q3: Sales of 228,000 PS total units

Main sales titles in the Q3 (Oct.-Dec.)

• Pachinko

“Pachinko EVANGELION:3.0 + 1.0” (61,000 units)

⇒The Evangelion series has the largest operating share and installation share (as of the end of Dec. 2023)

• Pachislot

“L Higurashi When They Cry: GOU” etc.

“L Ring ni kakero1 V” (private brand)

Sales of pachinko four titles

and pachislot one title for Q4

•Compatible with “Pachinko EVANGELION:3.0 + 1.0” additional orders


[PS main sales titles for FY2023]

Private brand

	H1		H2		Full-year forecast
	Q1 (Apr.-Jun.)	Q2 (Jul.-Sep.)	Q3 (Oct.-Dec.)	Q4 onward (As of Feb. 9)	
Pachinko	P CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection- 20,000 units	P Hyakka-Ryoran 10,000 units	PACHINKO MITOKOHMON chogokujo 5,000 units	P Kaiji Numa 5	7 titles
	P BERSERK Musou Vengeance ver.	P The 7 virtues golden angel time	Pachinko EVANGELION:3.0 + 1.0 Type Rei 48,000 units	Sumapachi EVANGELION:3.0 + 1.0 Type Gendo	
	NEON GENESIS EVANGELION -Roar for tomorrow- (resale)	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 NEON GENESIS EVANGELION -Roar for tomorrow- (Resale)	Pachinko GANTZ Awakening RUSH180 P Godzilla vs EVANGELION -G-cells awakening-PREMIUM MODEL	P CODE GEASS Lelouch of the Rebellion -Rebellion to Re; surrection- light ver.	
	42,000 units	42,000 units	76,000 units		
Pachislot	L BERSERK Musou 14,000 units	S The Ambition of Oda Nobuna -countywide edition- 6,000 units	L Higurashi When They Cry: GOU 6,000 units	L Godzilla vs EVANGELION	9 titles
	Pachislot MONSTER HUNTER WORLD: ICEBORNE™ (resale)	L Evangelion -Genesis of Destiny- 17,000 units	L Ring ni kakero1 V 17,000 units		
	17,000 units	22,000 units	26,000 units		
Total	60,000 units	65,000 units	102,000 units		

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Disclaimer



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