

Financial Briefing Material

for the Q3 of the Year Ending March 31, 2020

FIELDS CORPORATION

Listed on: TSE 1st (2767)

February 17, 2020

Consolidated P/L (summary)

(Unit: 100 million yen)

	FY 2018		FY 2019		
	Q1-Q3	Full year	Q1-Q3	YoY change	YoY change
Net sales	376.1	516.3	370.0	(6.1)	(1.6%)
Gross profit	101.7	137.6	61.0	(40.6)	(40.0%)
SG&A expenses	114.3	151.3	104.4	(9.8)	(8.6%)
Operating profit (loss)	(12.6)	(13.6)	(43.4)	(30.7)	-
Ordinary profit (loss)	(13.1)	(13.9)	(41.9)	(28.8)	-
Profit (loss) attributable to owners of parent	(0.1)	(2.9)	(44.7)	(44.6)	-

* Figures are rounded down to the million.

Consolidated B/S (summary)

(Unit: 100 million yen)

	End of Mar. 2019	End of Dec. 2019	Increase (decrease)	Main factors
Current assets	482.2	387.6	(94.6)	Decrease in cash and deposits Decrease in trade receivables
(Cash and deposits)	289.0	226.5	(62.5)	
Property, plant and equipment	61.6	49.3	(12.3)	
Intangible assets	31.7	29.9	(1.7)	
Investments and other assets	106.3	61.1	(45.2)	Decrease in investment securities
Total assets	681.9	528.1	(153.8)	
Current liabilities	217.5	156.7	(60.8)	Decrease in trade payables Decrease in short-term borrowings
Non-current liabilities	113.3	73.5	(39.8)	Decrease in long-term borrowings
Net assets	351.0	297.8	(53.2)	
Total liabilities and net assets	681.9	528.1	(153.8)	

* Figures are rounded down to the million.

Full-year outlook

(Unit: 100 million yen)

	Operating profit	Ordinary profit	Profit attributable to owners of parent	Profit per share
Previous Forecast (A)	1,500	1,500	1,000	¥30.14
YoY (%)	-	-	-	-
Revised Forecast (B)	100	300	(100)	(¥3.01)
YoY (%)	-	-	-	-
Amount changed (B-A)	(1,400)	(1,200)	(1,100)	-
Change (%)	(93.3%)	(80.0%)	-	-
(Reference) Results for the previous fiscal year (FY 2018)	(1,363)	(1,396)	(298)	(¥8.99)

→ **The 3-year profit plan in the medium-term management plan is to be announced in May.**

Sales of major titles in the H2

Type	Title	Manufacturer	Month of commencement of sales and orders	Delivery month	Total sales	Q3 Unit sales	Q4 Unit sales (scheduled)
P	<i>ayumi hamasaki -LIVE in CASINO-</i>	D-light	Jul.	Oct.	4,400 units	4,400 units	-
S	<i>CARD BATTLE PACHI-SLOT MOBILE SUIT GUNDAM X-OVER</i>	Bisty	Jul.	Oct.	8,400 units	7,900 units	(500 units recorded in Q2)
S	<i>Pachislot Salaryman Kintaro -MAX-</i>	EXCITE	Aug.	Nov.	12,600 units	9,000 units	3,600 units
P	<i>NEON GENESIS EVANGELION Rebirth of Angels</i>	Bisty	Oct.	Dec.	35,000 units	4,100 units	30,900 units
P	<i>PACHINKO 6 ULTRAMAN BROTHERS</i>	OK!!	Nov.	Jan. 2020	20,400 units	100 units	20,300 units
S	<i>PACHI SLOT Onimusha: Dawn of Dreams</i>	Enterrise	Dec.	Mar. 2020	20,000 units	-	20,000 units
S	<i>EVANGELION FESTIVAL</i>	Bisty	Jan. 2020	Mar. 2020	5,000 units	-	5,000 units
P	Other pachinko sales (sales in the previous fiscal year, Amadigi-type, etc.)	-	-	Oct.-Mar.	17,400 units	8,500 units	8,900 units
S	Other pachislot sales	-	-	Oct.-Mar.	2,300 units	400 units	1,900 units
Q3 and Q4 unit sales (scheduled)						34,400 units	90,600 units
H2 sales volume (scheduled)							125,000 units

PS-related businesses/ group companies

PS business

Installation and inspection business: Net sales ¥130 million (approx. 1.8 times YoY)

Web advertising business: Net sales 568 million (approximately 1.8 times YoY)

Tsuburaya Productions

Licensing business in China remained robust overall, including sales of trading card games

Plan to expand merchandise developed in China throughout Southeast Asia

Digital Frontier

Produced 3DCG video of anime *Fate/Grand Order - Absolute Demonic Front: Babylonia* currently distributed

CG production of game videos commissioned by a major Chinese game company

FutureScope

Focus on expanding sales channels due to strong performance of web marketing tools

Total Workout

Plan to open 3 new studios in Tokyo shortly besides the 3 studios in Shibuya, Roppongi, and Fukuoka

Deploying a subscription model to provide a variety of services that go beyond the boundaries of the health business

SPO Entertainment

VOD services performed well against the backdrop of popularity of Asian TV dramas

Disclaimer

The plans, strategies and estimates of the Company indicated in these documents, other than actual results and established facts, include potential risks and uncertainties and cannot be guaranteed.

Potential risks and uncertainties include, but are not limited to, the economic environment of the PS market in which the Company operates, market competition and the products handled by the Company.