

Financial Presentation

for the third quarter of fiscal year ending March 31, 2023

TSUBURAYA FIELDS HOLDINGS INC.

**Tokyo Stock Exchange, Prime Market
Security code: 2767**

February 2023

Consolidated

(Unit: billions of yen)

	FY2021 Cumulative Q3	FY2022 Cumulative Q3	YoY change
Net sales	72.53	89.60	+23.5%
Gross profit	11.37	19.09	+67.9%
SG&A expenses	9.00	9.62	+6.8%
Operating profit	2.36	9.47	+300.5%
Ordinary profit	2.59	9.74	+276.3%
Profit attributable to owners of parent	1.78	5.64	+215.9%

* Amounts less than ¥10 million have been omitted.

By business segment

(Unit: billions of yen)

	FY2021 Cumulative Q3	FY2022 Cumulative Q3	YoY change
Content and digital business segment			
Net sales	6.52	10.66	+63.5%
Operating profit	1.22	3.80	+211.8%
PS business segment			
Net sales	64.35	77.61	+20.6%
Operating profit	1.05	6.06	+477.0%
Other			
Net sales	1.81	1.72	(5.3)%
Operating profit	0.10	0.05	(45.0)%
Adjusted amount			
Net sales	(0.16)	(0.39)	-
Segment profit	(0.00)	(0.44)	-

* As a result of the transition to a holding company structure implemented on October 3, 2022, from the Q3 of the current fiscal year, the Company has changed its financial reporting from a single segment to two reportable segments: "Content and digital" and "PS." Due to this change, certain prior year figures have been changed.

Segment information for the cumulative Q3 of the previous fiscal year has been prepared based on the classification of reportable segments for the cumulative Q3 of the fiscal year under review.

* Amounts less than ¥10 million have been omitted.

Content and digital business segment

Q3 for the FY2022

Tsuburaya Productions

(Unit: billions of yen)

	FY2021 Cumulative Q3	FY2022 Cumulative Q3	YoY change
Domestic MD and license revenue	1.12	1.41	+25.0%
Overseas MD and license revenue	1.29	4.13	+218.9%
China	0.90	3.75	+313.0%
Total MD and license revenue	2.42	5.54	+128.6%
Imaging business revenue	1.04	1.58	+52.2%

- Sales of *Ultraman* related low-priced merchandise grew rapidly due to the expansion of the distribution network in China.

- *SHIN ULTRAMAN* Box office hit in Japan
— Exclusive distribution started on Amazon Prime Video (from Nov. 18)

Digital Frontier

Net sales	2.67	3.18	+19.0%
Operating profit	0.14	0.27	+89.6%

* Amounts less than ¥10 million have been omitted.

* MD: Merchandising

Full-year financial forecasts

Contents and digital business segment

(Unit: billions of yen)

	FY2021 results (A)	Revised forecast (B) (Announced on Feb. 13)	YoY change (B/A)	Previous forecast (C) (Announced on Oct. 24)	Change from previous forecast (B/C)
Net sales	9.10	—	—	—	—
Operating profit	1.46	4.10	179.8%	3.00	+36.7%

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[Situation in China in Oct.-Dec.]

- In December, there were a number of factories in China that experienced a remarkable decline in activities due to the effect of the lifting of zero-Covid
- Although this effect continued until January, it has been gradually recovering since February
- Expecting to return to normal in March

[Positions of *Ultraman* in China]

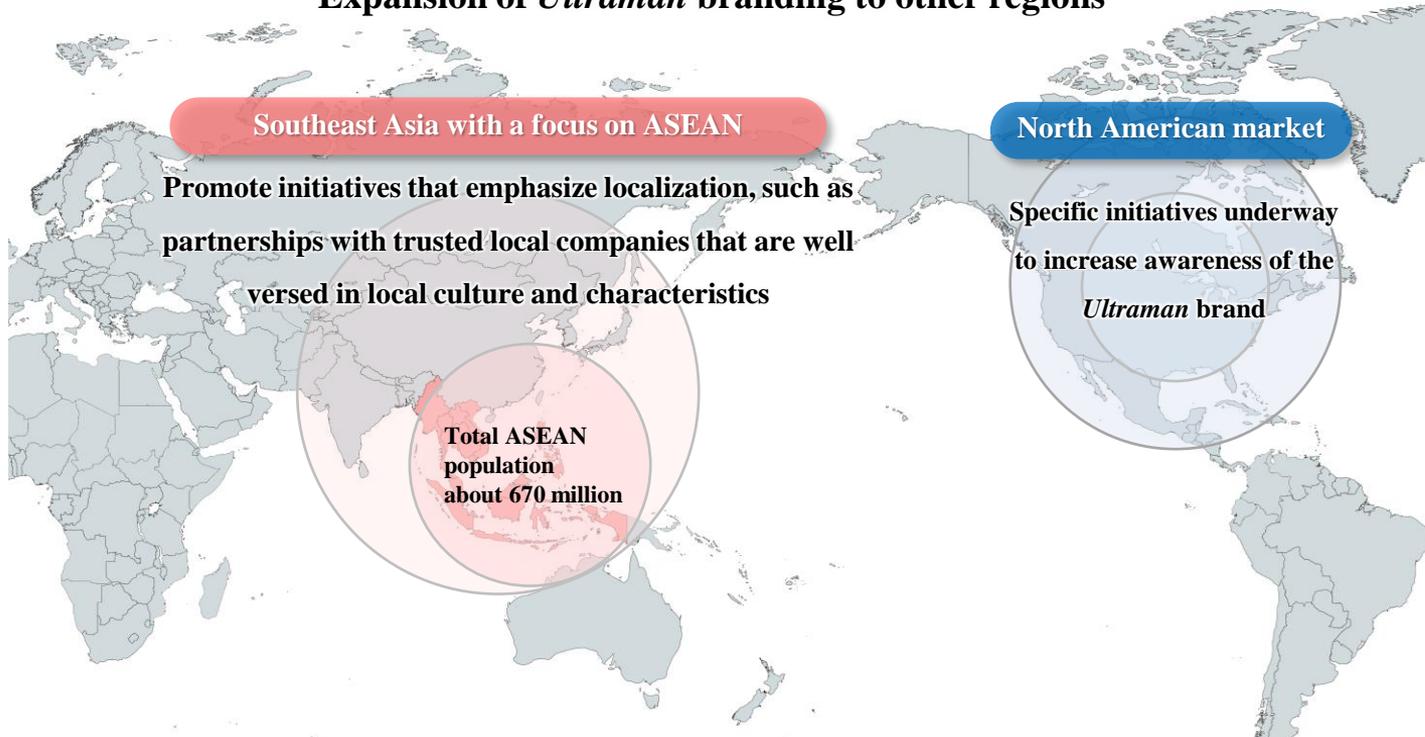
- In 2022, it surpassed Disney for the first time to become No. 1 toys in China in terms of market share
- Strategically expand into areas other than toys such as fashion, food, and daily necessities

[Status of Tsuburaya Productions Q4]

- In Q4, we plan to hold the “Tsuburaya Presentation” (March 29) in order to strategically further enhance future growth and introduce new titles scheduled for 2024 and beyond to local and global stakeholders
- One-time costs due to the above are expected in Q4

Tsuburaya Productions

Expansion of *Ultraman* branding to other regions



PS business segment

[PS sales titles for the FY2022]

	Q1-Q3	Q4 On sale
Pachinko	<p><i>P Uchū Senkan Yamato 2202 -ONLY ONE-</i></p> <p><i>PACHINKO GANTZ:3 LAST BATTLE</i></p> <p><i>P INUYASHA 2</i></p> <p><i>PACHINKO ULTRAMAN TIGA 1500 ×84</i></p>	<p><i>P Gatchaman the True Velocity</i></p> <p><i>P sin seven deadly sins X-TREME</i></p>
Pachislot	<p><i>Pachislot Gekka Miyabi</i></p> <p><i>PACHISLOT INUYASHA</i></p> <p><i>PACHISLOT BOŌWY</i></p> <p><i>Pachislot Shin Ore no Sora</i></p>	<p><i>Pachislot MONSTER HUNTER WORLD: ICEBORNE™</i></p> <p><i>Pachislot MOBILE SUIT GUNDAM UNICORN</i></p>
Total	Cumulative Q3 sales: 163,000 units	

Private brand title

Full-year financial forecast

PS business segment

(Unit: billions of yen)

	FY2021 results (A)	Revised forecast (B) (Announced on Feb. 13)	YoY change (B/A)	Previous forecast (C) (Announced on Oct. 24)	Change from previous forecast (B/C)
Net sales	83.71	—	—	—	—
Operating profit	1.75	7.60	+334.1%	3.90	+94.9%

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* In the forecast for the fiscal year ending March 31, 2023, a portion of the expenses of PS business is separately accounted for as "Adjusted amount" in accordance with the change to a holding company.

In Table, from the viewpoint of comparability, the figures in the previous forecast have been adjusted based on the same standard for simplicity

* Amounts less than ¥10 million have been omitted.

Consolidated

(Unit: billions of yen)

	FY2021 results (A)	Revised forecast (B) (Announced on Feb. 13)	YoY change (B/A)	Previous forecast (C) (Announced on Oct. 24)	Change from previous forecast (B/C)
Net sales	94.90	117.00	+23.3%	105.00	+11.4%
Operating profit	3.44	10.80	+213.5%	6.00	+80.0%
Ordinary profit	3.63	11.00	+202.7%	6.00	+83.3%
Profit attributable to owners of parent	2.47	8.00	+223.7%	4.00	+100.0%
Basic earnings per share	¥76.43	¥246.73	+222.8%	¥123.72	-

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* "YoY change" and "Change from previous forecast" in net income per share are calculated in the table and rounded to the nearest second decimal place.

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Shareholder return policies

I. Revision of dividend forecast

Revised year-end dividend for the FY2022 to ¥60 per share, an increase of ¥40 from the previous forecast

	FY2022 (previous forecast)	FY2022 (revised forecast)
Cash dividends per share (annual)	¥20	¥60

II. Shareholder special benefit plan

Presentation of commemorative gift for the establishment of TSUBURAYA FIELDS HOLDINGS structure



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 surrounding our business, competitive conditions in the marketplace, and handling merchandise.